



# Q3 2018 Results

Analysts' and Investors' Conference

October 24, 2018

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# Disclaimer

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This presentation contains forward-looking statements which reflect the current views of the management of Klöckner & Co SE with respect to future events. They generally are designated by the words “expect”, “assume”, “presume”, “intend”, “estimate”, “strive for”, “aim for”, “plan”, “will”, “endeavor”, “outlook” and comparable expressions and generally contain information that relates to expectations or goals for economic conditions, sales proceeds or other yardsticks for the success of the enterprise. Forward-looking statements are based on currently valid plans, estimates and expectations and are therefore only valid on the day on which they are made. You therefore should consider them with caution. Such statements are subject to numerous risks and factors of uncertainty (e. g. those described in publications) most of which are difficult to assess and which generally are outside of the control of Klöckner & Co SE. The relevant factors include the effects of reasonable strategic and operational initiatives, including the acquisition or disposal of companies or other assets. If these or other risks and factors of uncertainty occur or if the assumptions on which the statements are based turn out to be incorrect, the actual results of Klöckner & Co SE can deviate significantly from those that are expressed or implied in these statements. Klöckner & Co SE cannot give any guarantee that the expectations or goals will be attained. Klöckner & Co SE – notwithstanding existing legal obligations – rejects any responsibility for updating the forward-looking statements through taking into consideration new information or future events or other things.

In addition to the key figures prepared in accordance with IFRS and German-GAAP respectively, Klöckner & Co SE is presenting non-GAAP key figures such as EBITDA, EBIT, Net Working Capital and net financial liabilities that are not a component of the accounting regulations. These key figures are to be viewed as supplementary to, but not as a substitute for data prepared in accordance with IFRS. Non-GAAP key figures are not subject to IFRS or any other generally applicable accounting regulations. In assessing the net assets, financial position and results of operations of Klöckner & Co SE, these supplementary figures should not be used in isolation or as an alternative to the key figures presented in the consolidated financial statements and calculated in accordance with the relevant accounting principles. Other companies may base these concepts upon other definitions. Please refer to the definitions in the annual report.

Rounding differences may occur with respect to percentages and figures.

The English translation of the Annual Report and the Interim Statement are also available, in case of deviations the German versions shall prevail.

# Agenda

- 1. Highlights and update on strategy**
2. Financials
3. Outlook
4. Appendix

# 01 Highlights Q3 2018

**Q3**  
2018

**Sales**  
€1,754m

**EBITDA**  
€59m

**Digital sales**  
23%

- ▶ Shipments with 1.5mt slightly down compared to last year's level
- ▶ Sales increased by 12.1% yoy to €1.8bn mainly due to higher price level
- ▶ Gross profit up from €310m in Q3 2017 to €332m in Q3 2018 mainly due to positive price effect
- ▶ Gross profit margin decreased to 18.9% after 19.8% in Q3 2017
- ▶ Operating result (EBITDA) for Q3 of €59m within forecasted guidance range of €55m to €65m
- ▶ Sales share via digital channels increased from 21% at the end of Q2 2018 to 23% at the end of Q3 2018
- ▶ FY guidance confirmed: EBITDA at least slightly above last year

# 01 Digital sales share improved and XOM continues to expand

The logo for Klöckner & Co, featuring the company name in white lowercase letters on a red rectangular background, which is centered within a larger, light gray circular outline.

- **Digital sales share improved to 23%** at the end of Q3
- Multi-product dealer **SixBros newest vendor** partner on market place
- Already **eleven third party providers** live, with several more in the pipeline
- Now around **90 employees** working for kloeckner.i in Berlin

The logo for XOM Materials, featuring the word 'XOM' in a large, bold, dark blue font with a purple 'X', and the word 'MATERIALS' in a smaller, dark blue, all-caps font below it. The logo is centered within a larger, light gray circular outline.

- Already **96 customers and seven vendors** under contract
- Office opened in **Atlanta** this month
- Preparation for **US-launch** (planned for beginning of 2019)
- Closing of first **financing round** planned by end of 2018

# 01 Update on HVAB & efficiency improvement

## Higher value-added business

### US business

- Entire **PVD\*) equipment** now operational
  - Move into limited production, initial product quality very **well received**
  - Targeting **architectural** and **industrial** niche applications
- New **tube laser** (Dallas facility) and further **key equipment** upgrades (**alloy business**) approved

### Alu business of Becker Stahl-Service

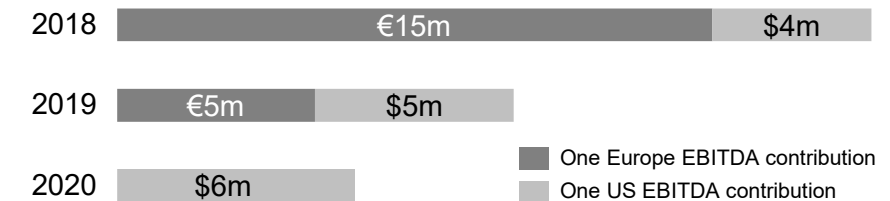
- Facility now **fully online** with slitler, cut-to-length line and high speed cutter
- First body in **white orders** processed
- **Promising order book** for upcoming years

## Efficiency improvement

### One Europe & One US

- Both programs are **on track**
- EBITDA contribution ytd
  - **One Europe €12m**
  - **One US \$7m** (more than budgeted)

### Original EBITDA contribution targets



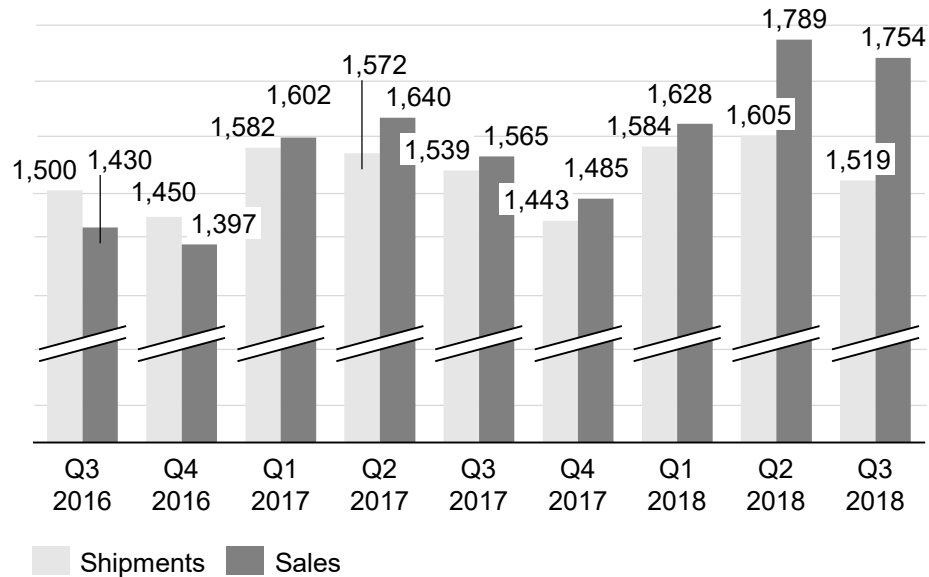
\*) Physical Vapor Deposition.

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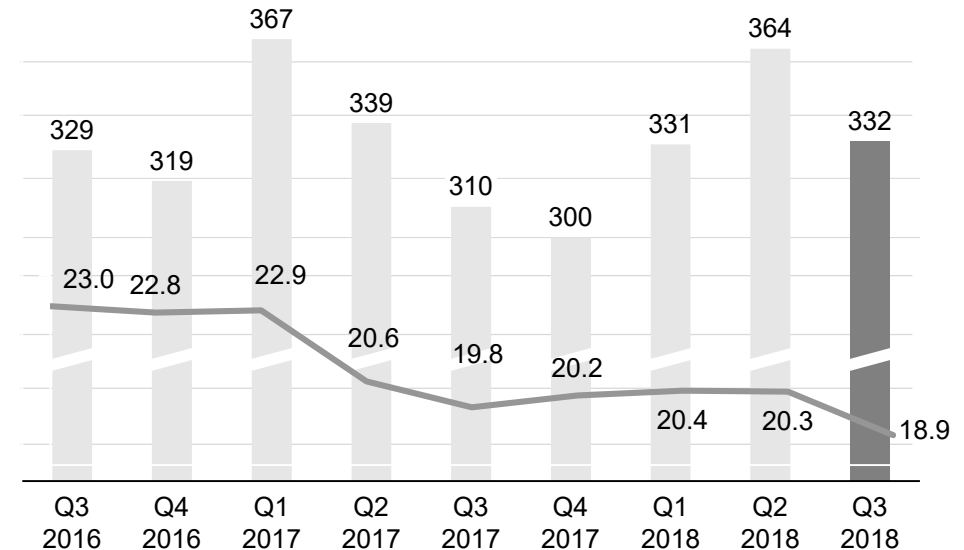
## 02 Shipments/Sales and Gross profit

### Shipments (Tto)/Sales (€m)



- **Shipments** down due to lower volumes in Europe despite healthy demand in the US
- **Sales** increased yoy due to on average higher sales prices

### Gross profit (€m)/Gross margin (%)

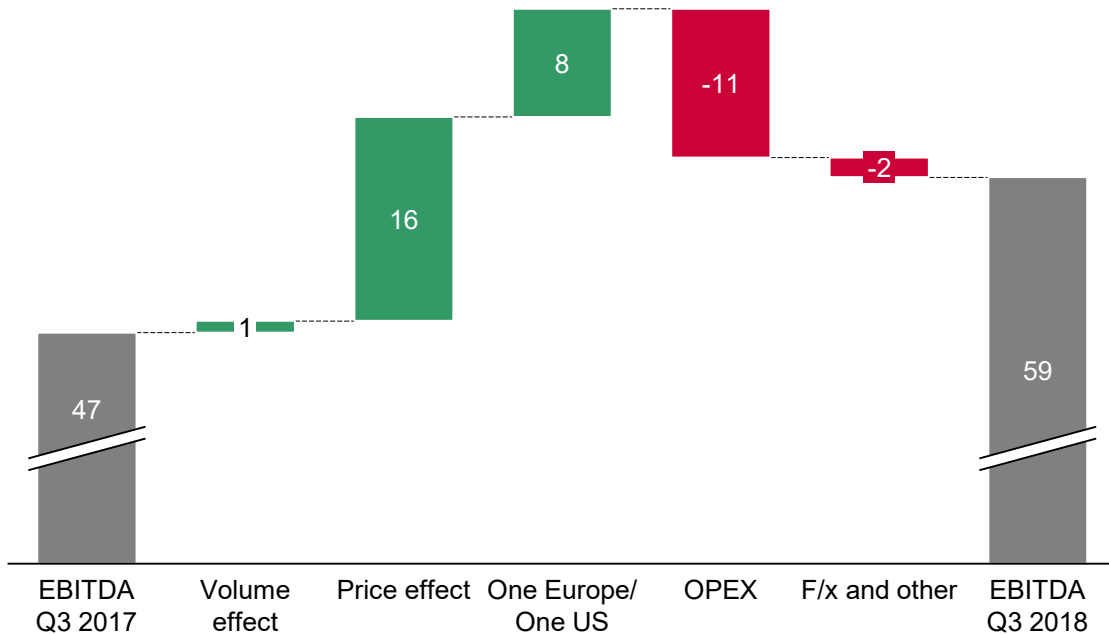


- **Gross profit** up by €22m yoy mainly due to higher average sales prices
- **Margin** with 18.9% down qoq and yoy due to higher average inventory cost



## 02 EBITDA in Q3 2018

### EBITDA impact: Q3 yoy (€m)

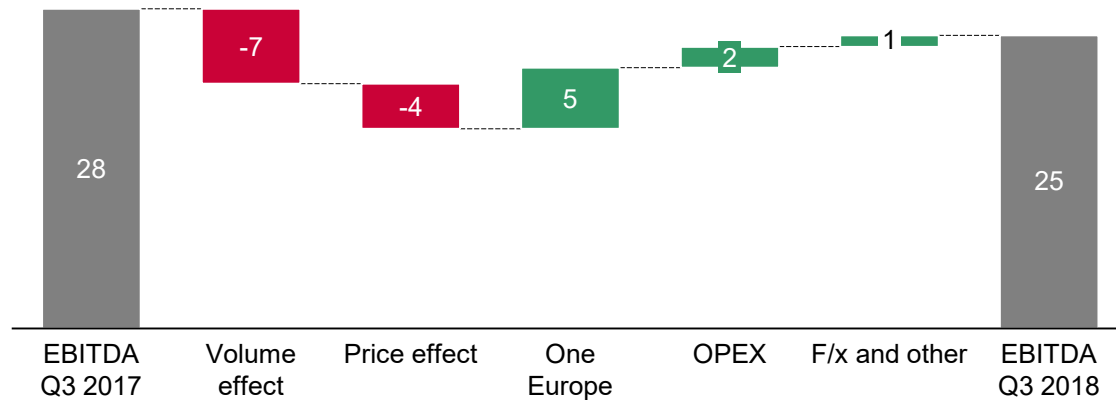


### Comments

- Strong positive **price effect** due to high prices in the US (Section 232)
- EBITDA contribution of **One Europe** and **One US** of €8m
- **OPEX** increased mainly driven by higher personnel expenses and shipping cost in the USA
- **F/x and other** include minor positive f/x effect
- **EBITDA margin** 3.4%

## 02 Segment performance Q3 2018

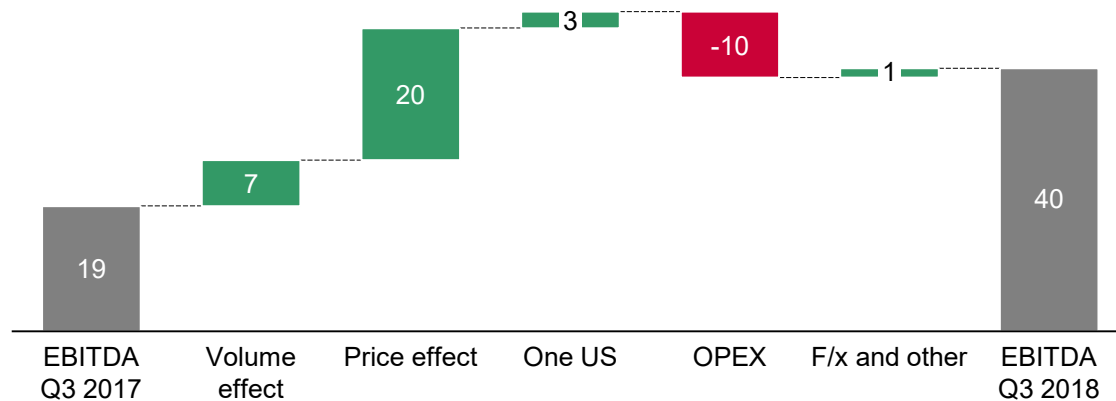
### Europe (€m)



### Europe

- **Volume effect** -€7m and **price effect** -€4m
- Slight **OPEX** improvement yoy (+€2m)
- Minor **f/x and other effects** of €1m
- **EBITDA margin** 2.5%

### Americas (€m)

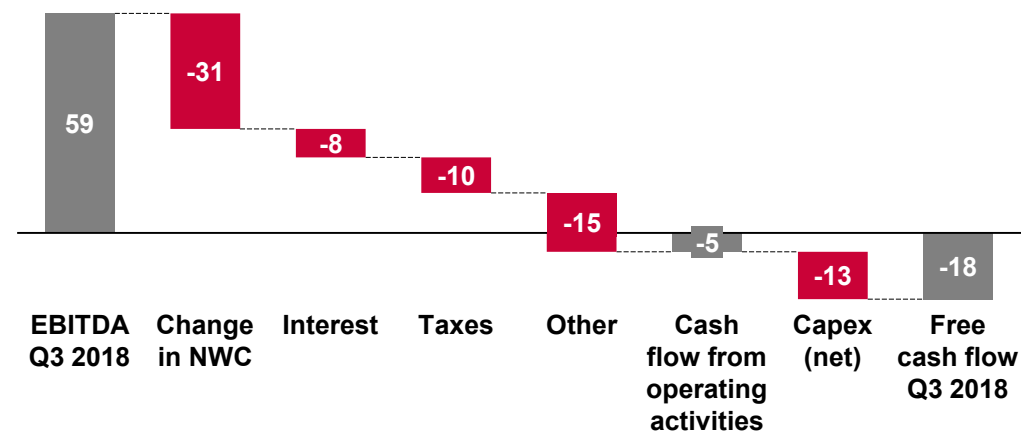


### Americas

- **Volume effect** of €7m and **price effect** of €20m
- **OPEX** at -€10m mainly due to personnel and shipping-related costs
- Minor **f/x and other effects** of €1m
- **EBITDA margin** 5.4%

## 02 Cash flow and net debt development

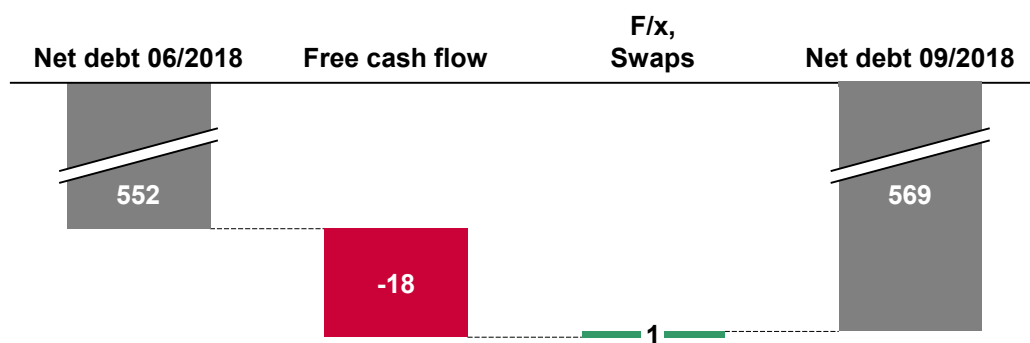
### Cash flow Q3 2018 (€m)



### Comments

- **Net working capital** seasonally and price-related increased by €31m
- **Other** (-€15m) includes changes in other operating assets (mainly supplier bonuses of €11m) and liabilities and provisions
- **Cash flow from operating activities** -€5m
- **Net capex** -€13m (Gross capex: -€15m)
- **Free cash flow** accordingly -€18m

### Net financial debt 09/2018 vs. 06/2018 (€m)



- **Net financial debt** increased, driven by NWC build-up from €552m to €569m
- Only minor **f/x translation** effects and effects from settlement of **f/x swaps** of in total €1m

## 02 Maturity profile – well-balanced & diversified funding portfolio

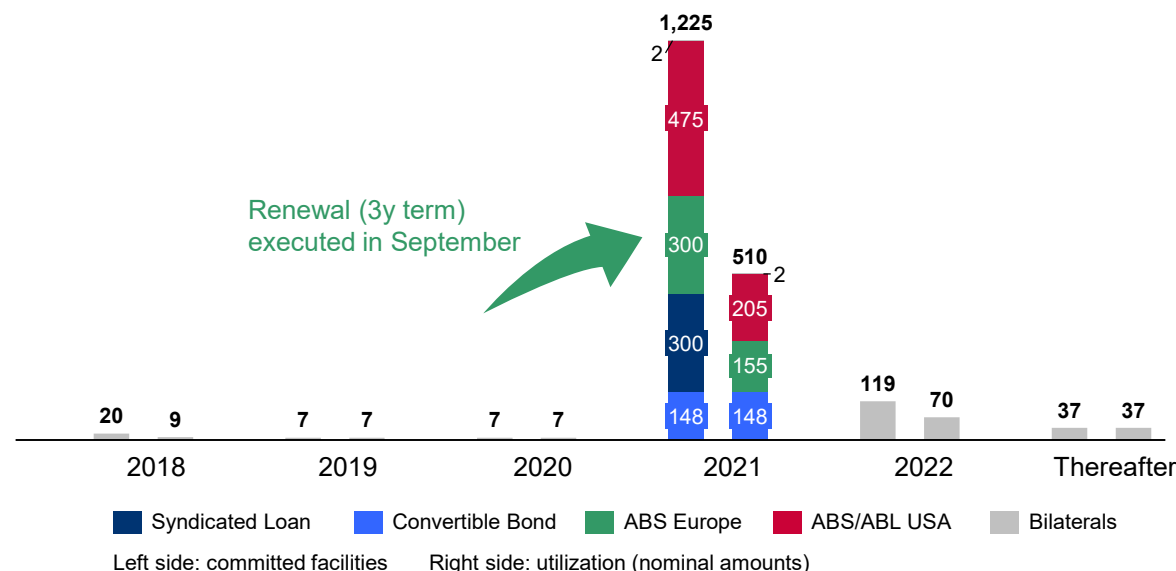
Facility	Committed (€m)	Drawn amount (€m, IFRS*)	
		Q3 2018	FY 2017
Syndicated Loan	300	0	0
ABS Europe	300	155	79
ABS/ABL USA	475	205	157
Convertible 2016 <sup>1)</sup>	148	137	135
Bilateral Facilities <sup>2)</sup>	192	132	113
<b>Total Debt</b>	<b>1,415</b>	<b>629</b>	<b>484</b>
Cash		60	154
<b>Net Debt</b>		<b>569</b>	<b>330</b>

\*) Including interest accrued, excluding deferred transaction costs.

- 1) Principal €148m, equity component €18m at issuance (September 8, 2016).
- 2) Including finance lease; committed and drawn bilaterals mainly Switzerland.
- 3) Net debt/Equity attributable to shareholders of Klöckner & Co SE less goodwill from business combinations subsequent to May 23, 2013.

€m	Q3 2018
Adjusted equity	1,292
Net debt	569
Leverage	2.5x
Gearing <sup>3)</sup>	44%

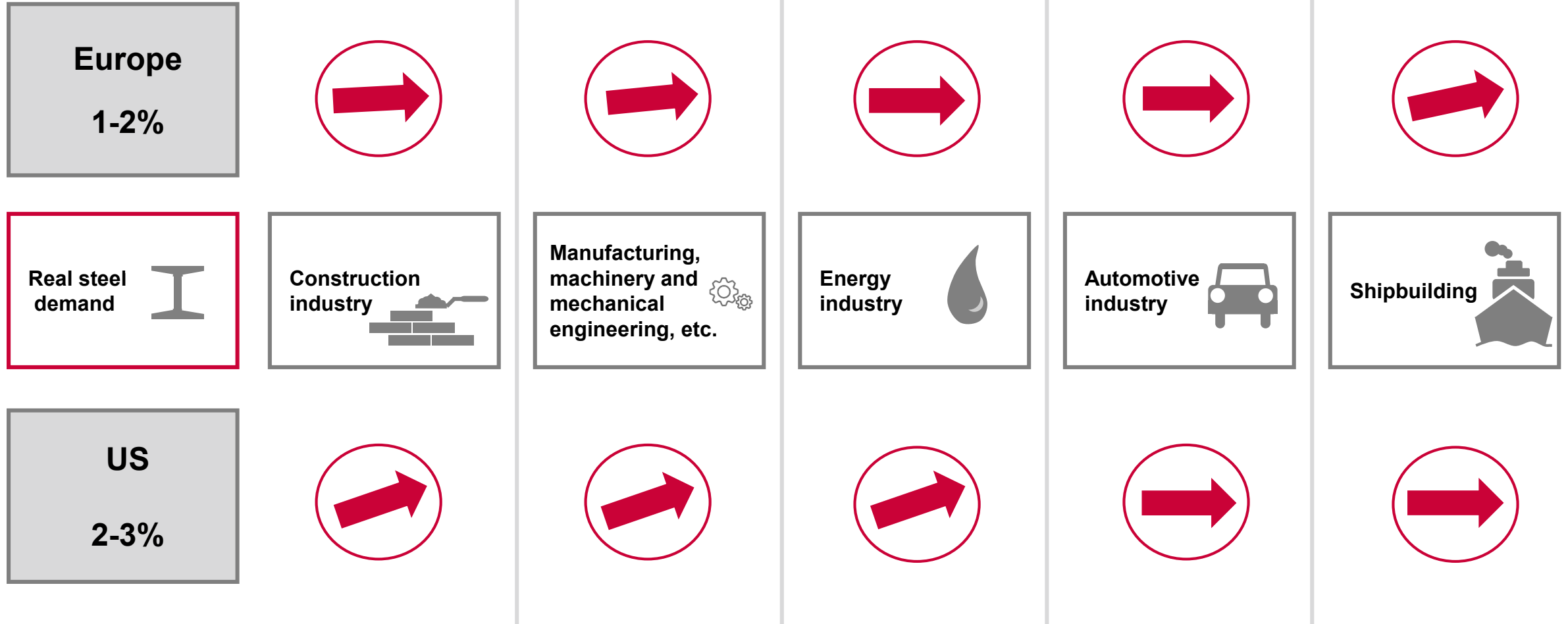
### Maturity profile of committed facilities & drawn amounts (€m)



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## 03 Segment specific business outlook 2018



## 03 Outlook

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- ▶ Higher sales anticipated due to higher average price level
- ▶ EBITDA at least slightly above last year's level (€220m)

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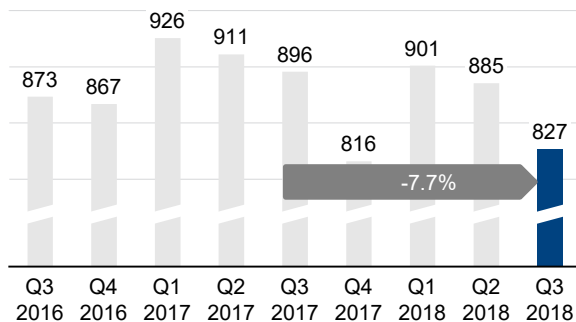
## 04 Quarterly and FY results

(€m)	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013
<b>Shipments (Ttons)</b>	<b>1,519</b>	<b>1,605</b>	<b>1,584</b>	<b>1,443</b>	<b>1,539</b>	<b>1,572</b>	<b>1,582</b>	<b>1,450</b>	<b>1,500</b>	<b>1,643</b>	<b>1,556</b>	<b>6,135</b>	<b>6,149</b>	<b>6,476</b>	<b>6,598</b>	<b>6,445</b>
<b>Sales</b>	<b>1,754</b>	<b>1,789</b>	<b>1,628</b>	<b>1,485</b>	<b>1,565</b>	<b>1,640</b>	<b>1,602</b>	<b>1,397</b>	<b>1,430</b>	<b>1,517</b>	<b>1,386</b>	<b>6,292</b>	<b>5,730</b>	<b>6,444</b>	<b>6,504</b>	<b>6,378</b>
Sales (currency effect)	2	-89	-114	-70	-45	13	19	-3	-18	-31	2	-83	-50	556	28	-121
<b>Gross profit</b>	<b>332</b>	<b>364</b>	<b>331</b>	<b>300</b>	<b>310</b>	<b>339</b>	<b>367</b>	<b>319</b>	<b>329</b>	<b>362</b>	<b>304</b>	<b>1,316</b>	<b>1,315</b>	<b>1,237</b>	<b>1,261</b>	<b>1,188</b>
% margin	18.9	20.3	20.4	20.2	19.8	20.6	22.9	22.8	23.0	23.8	22.0	20.9	22.9	19.2	19.4	18.6
<b>EBITDA rep.</b>	<b>59</b>	<b>82</b>	<b>56</b>	<b>33</b>	<b>47</b>	<b>63</b>	<b>77</b>	<b>37</b>	<b>71</b>	<b>72</b>	<b>16</b>	<b>220</b>	<b>196</b>	<b>24</b>	<b>191</b>	<b>124</b>
% margin	3.4	4.6	3.4	2.2	3.0	3.9	4.8	2.6	5.0	4.8	1.2	3.5	3.4	0.4	2.9	2.0
EBITDA rep. (curr. eff.)	1	-8	-5	-3	-2	1	1	0	-1	-1	0	-3	-1	10	1	-3
<b>EBIT</b>	<b>38</b>	<b>60</b>	<b>35</b>	<b>9</b>	<b>25</b>	<b>41</b>	<b>54</b>	<b>-4</b>	<b>48</b>	<b>49</b>	<b>-8</b>	<b>130</b>	<b>85</b>	<b>-350</b>	<b>98</b>	<b>-6</b>
Financial result	-8	-10	-7	-9	-8	-8	-8	-10	-8	-7	-8	-33	-33	-49	-59	-73
<b>EBT</b>	<b>30</b>	<b>51</b>	<b>28</b>	<b>1</b>	<b>17</b>	<b>33</b>	<b>46</b>	<b>-14</b>	<b>40</b>	<b>42</b>	<b>-16</b>	<b>97</b>	<b>52</b>	<b>-399</b>	<b>39</b>	<b>-79</b>
Income taxes	-8	-18	-7	29	-4	-9	-10	2	-9	-9	2	5	-14	50	-17	-12
<b>Net income</b>	<b>22</b>	<b>33</b>	<b>21</b>	<b>30</b>	<b>13</b>	<b>24</b>	<b>36</b>	<b>-12</b>	<b>31</b>	<b>33</b>	<b>-14</b>	<b>102</b>	<b>38</b>	<b>-349</b>	<b>22</b>	<b>-90</b>
Minority interests	0	0	0	0	1	1	0	0	0	1	0	1	1	-2	0	-6
<b>Net income KCO</b>	<b>22</b>	<b>33</b>	<b>21</b>	<b>30</b>	<b>12</b>	<b>23</b>	<b>36</b>	<b>-12</b>	<b>31</b>	<b>32</b>	<b>-14</b>	<b>101</b>	<b>37</b>	<b>-347</b>	<b>22</b>	<b>-85</b>
<b>EPS basic (€)</b>	<b>0.22</b>	<b>0.33</b>	<b>0.21</b>	<b>0.30</b>	<b>0.12</b>	<b>0.23</b>	<b>0.36</b>	<b>-0.13</b>	<b>0.31</b>	<b>0.32</b>	<b>-0.14</b>	<b>1.01</b>	<b>0.37</b>	<b>-3.48</b>	<b>0.22</b>	<b>-0.85</b>
<b>EPS diluted (in €)</b>	<b>0.21</b>	<b>0.31</b>	<b>0.20</b>	<b>0.28</b>	<b>0.12</b>	<b>0.22</b>	<b>0.34</b>	<b>-0.13</b>	<b>0.31</b>	<b>0.32</b>	<b>-0.14</b>	<b>0.96</b>	<b>0.37</b>	<b>-3.48</b>	<b>0.22</b>	<b>-0.85</b>
<b>Net debt</b>	<b>569</b>	<b>552</b>	<b>472</b>	<b>330</b>	<b>435</b>	<b>486</b>	<b>475</b>	<b>444</b>	<b>438</b>	<b>435</b>	<b>383</b>	<b>330</b>	<b>444</b>	<b>385</b>	<b>472</b>	<b>325</b>
<b>NWC</b>	<b>1,467</b>	<b>1,428</b>	<b>1,318</b>	<b>1,132</b>	<b>1,282</b>	<b>1,306</b>	<b>1,296</b>	<b>1,120</b>	<b>1,197</b>	<b>1,168</b>	<b>1,134</b>	<b>1,132</b>	<b>1,120</b>	<b>1,128</b>	<b>1,321</b>	<b>1,216</b>

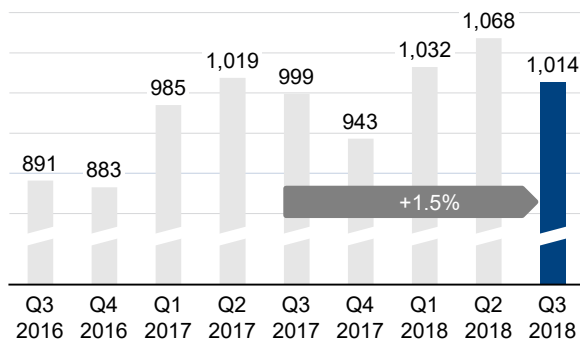
# 04 Segment performance

Europe

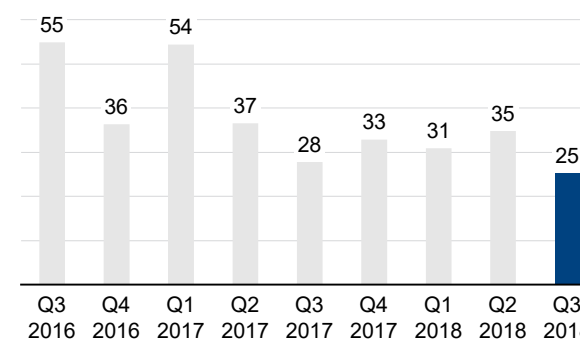
Shipments (Tto)



Sales (€m)

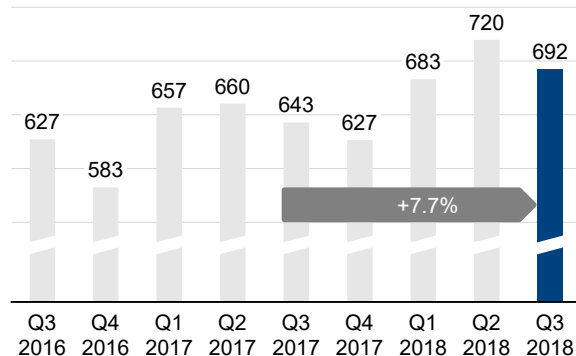


EBITDA adj\*) (€m)

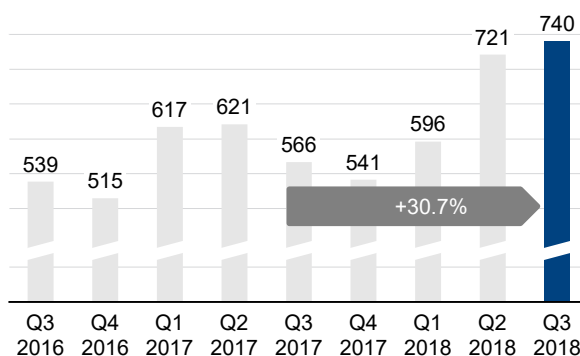


Americas

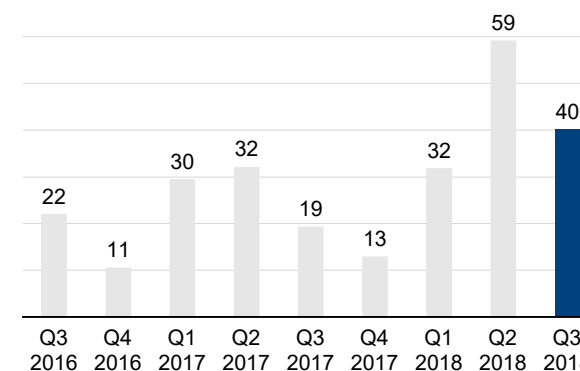
Shipments (Tto)



Sales (€m)



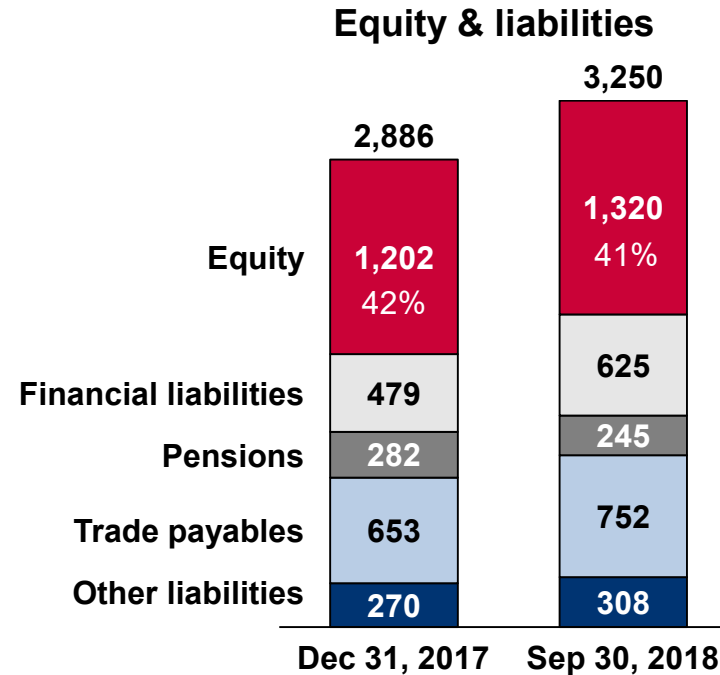
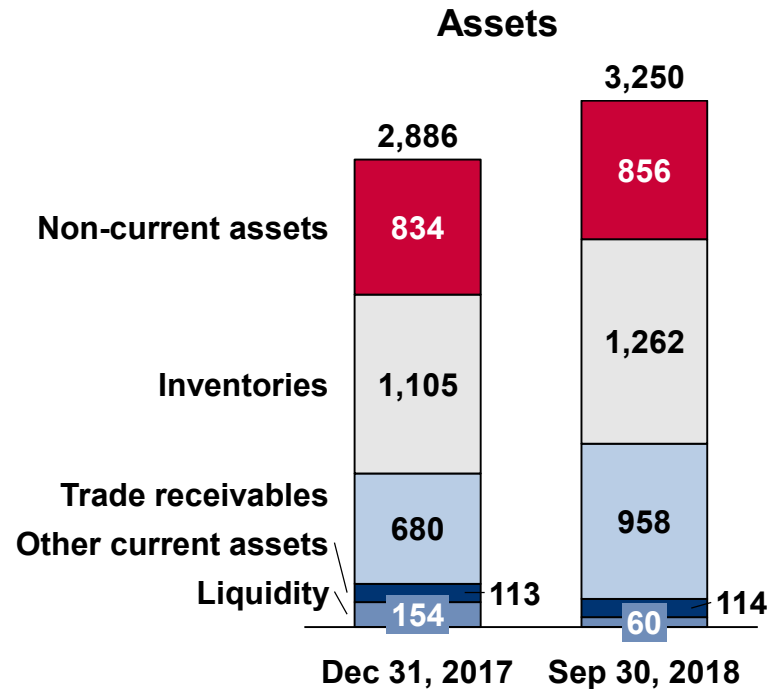
EBITDA adj\*\*) (€m)



\*) adjusted for BPO expenses in Q2 2018.

\*\*) adjusted for Deep Water Horizon Oil Spillage Claim Settlement gain in Q2 2018.

## 04 Strong balance sheet



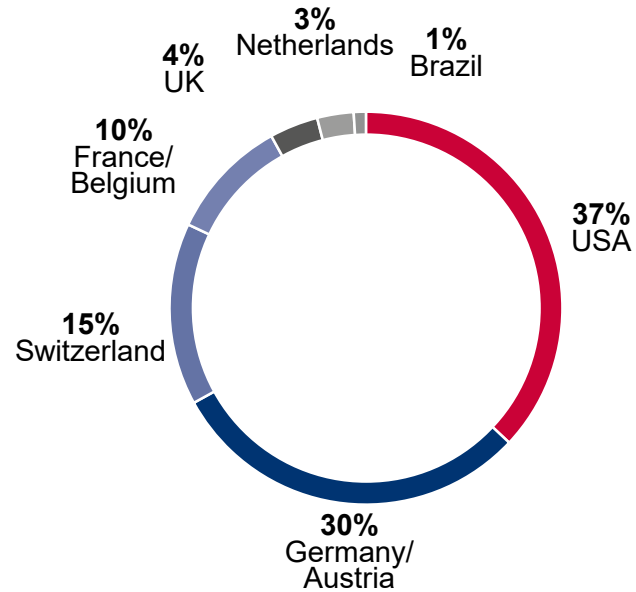
### Comments

- Equity ratio further healthy at 41%
- Net debt of €569m
- Leverage 2.5x
- Gearing\*) at 44%
- NWC increased from €1,132m to €1,467m

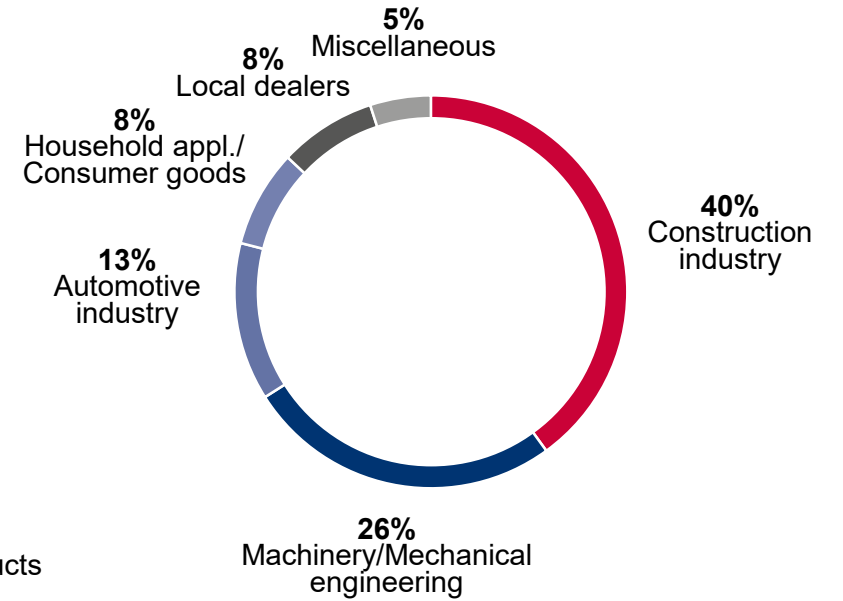
\*) Gearing = Net debt/Equity attributable to shareholders of Klöckner & Co SE less goodwill from business combinations subsequent to May 23, 2013.

# 04 Sales by markets, products and industries

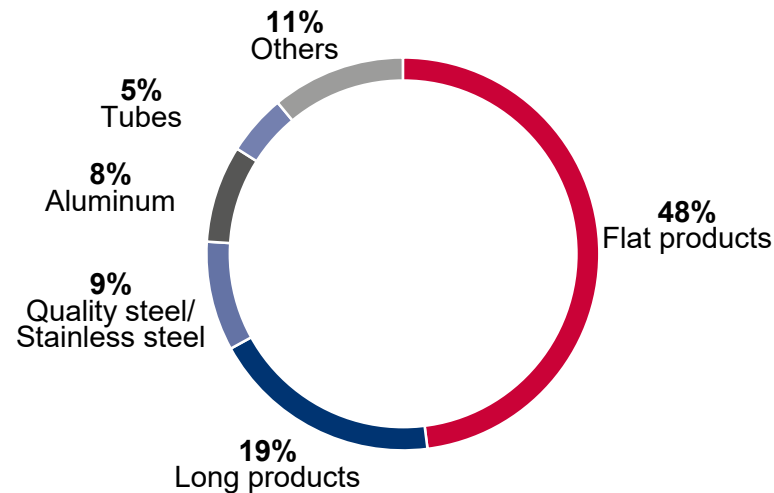
Sales by markets



Sales by industry



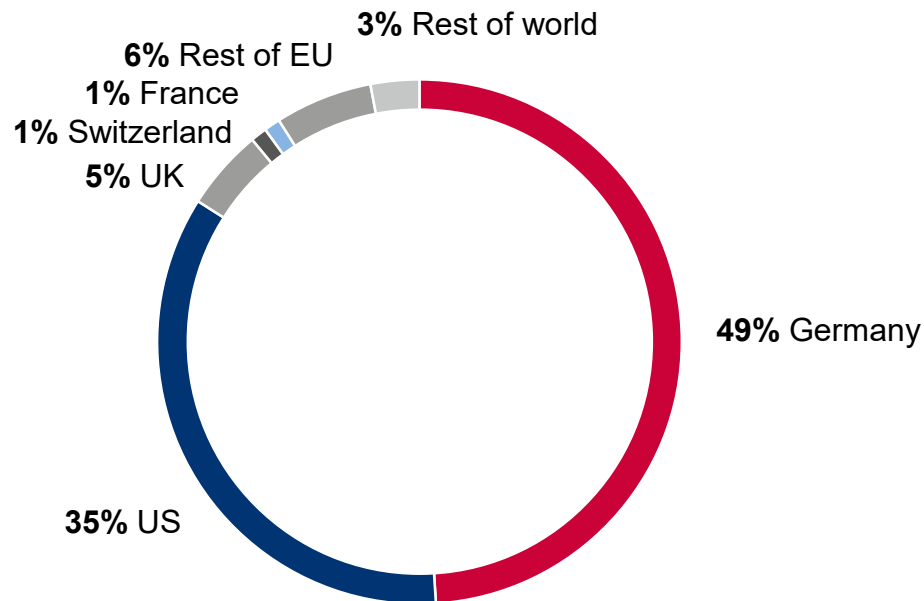
Sales by products



As of December 31, 2017.

# 04 Current shareholder structure

## Geographical breakdown of identified institutional investors



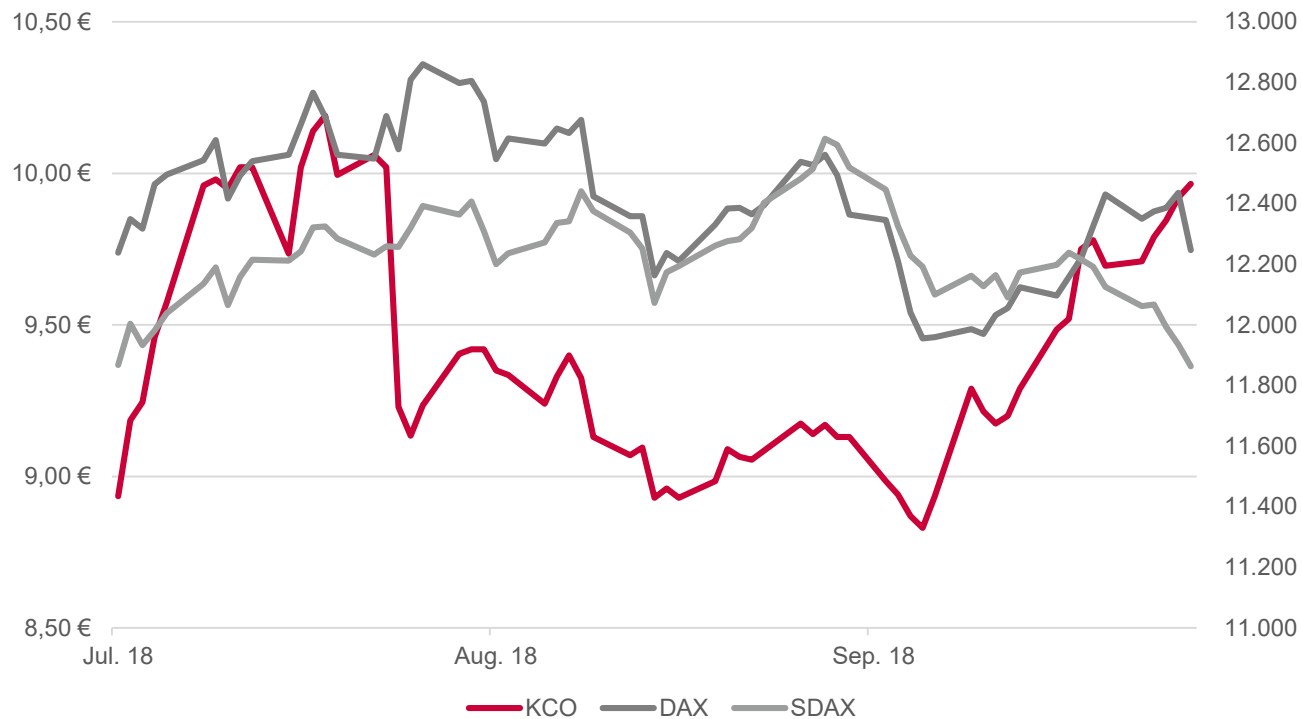
## Comments

- Identified institutional investors account for 73%
- German investors incl. retail dominate
- Top 10 shareholdings represent around 51%
- Retail shareholders represent 19%

As of July 2018.

## 04 Share price performance in Q3 2018

### Share performance Klöckner & Co SE



- At the beginning of Q3 2018, the price of the Klöckner share rose significantly, reaching the level of €10.19 on July 19, 2018
- In the aftermath the share price fell to €9.14 on July 26, 2018
- In the following, the share was on a sideways track and fell to €8.83 on September 6, 2018 which was the lowest point of the quarter
- The share price increased strongly again and went out of trading on September 28, 2018 with €9.97

## 04 Dividend policy

### DIVIDEND POLICY

In general, Klöckner & Co SE follows a **dividend policy** of distributing **30% of net income** before special items.

Given the **volatility** of our business model, a sustainable **dividend payment** can not be guaranteed. If there is a **possibility of dividend distribution**, we will do it for the **benefit of our investors**.

- Compliance with the dividend policy of €0.80 per share for the years 2006 and 2007
- Suspension of the dividend policy for the financial year 2008 in view of the beginning of the **Euro crisis** and no dividend payment
- **Due to earnings** no dividend payment in 2009
- **Inclusion** of our general dividend policy in financial year 2010 with a dividend of €0.30 per share
- **Due to earnings** no dividend payment in 2011, 2012 and 2013 as well as in 2015
- **Full distribution** of net profit for the financial year 2014 (€0.20 per share)
- Dividend payment of €0.20 per share in 2016 and **€0.30 per share for the 2017 financial year**

### DIVIDEND PAYMENT PER SHARE

	2006	2007	2008-2009	2010	2011-2013	2014	2015	2016	2017
	€0.80	€0.80	-	€0.30	-	€0.20	-	€0.20	€0.30

## Contact details

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## Financial calendar

March 12, 2019 Annual financial statements 2018

April 30, 2019 Q1 interim statement 2019

May 15, 2019 Annual General Meeting 2019

July 31, 2019 Q2 interim report 2019

October 30, 2019 Q3 interim statement 2019