



Q3 2019 Results

Press Conference

October 30, 2019

Gisbert Rühl | CEO



Disclaimer

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.

Evaluating statements are unified and are presented as follows:

+/- 0-1%	stable
+/- >1-5%	slight
+/- >5%	considerable

Agenda

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

01 Details of Q3 2019

	Q3 2019	Q3 2018	Delta	
Shipments (Tto)	1,420	1,519	-6.5%	Negative market sentiment especially in Germany and in the US as well as portfolio changes in France
Sales (€m)	1,565	1,754	-10.8%	Weaker volumes and in addition lower price level
Gross profit (€m)	284	332	-14.6%	Negative windfall effects in the US, margin pressure and weaker volumes
EBITDA (€m)	26	59	-56.7%	Reported EBITDA of €21m incl. material special effects of -€4.8m
Oper. CF (€m)	82	-5	+€87m	Strict NWC management
Digital sales	30%	22%	+8%pts	Expansion in the USA

01 Update on digitalization: kloeckner.i & XOM Materials



- Digital **sales share** further increased to **30%** (Q3 2018: 22%) – corresponds to a tripling within the last three years
- Game changing **AI** project **Kloeckner Assistant** launched to completely automate order processing regardless how an RFQ or order is received → every customer becomes a digital customer
 - At least **€100m efficiency gains** expected (FY2022)
 - **Prototype** in the US already **up and running**

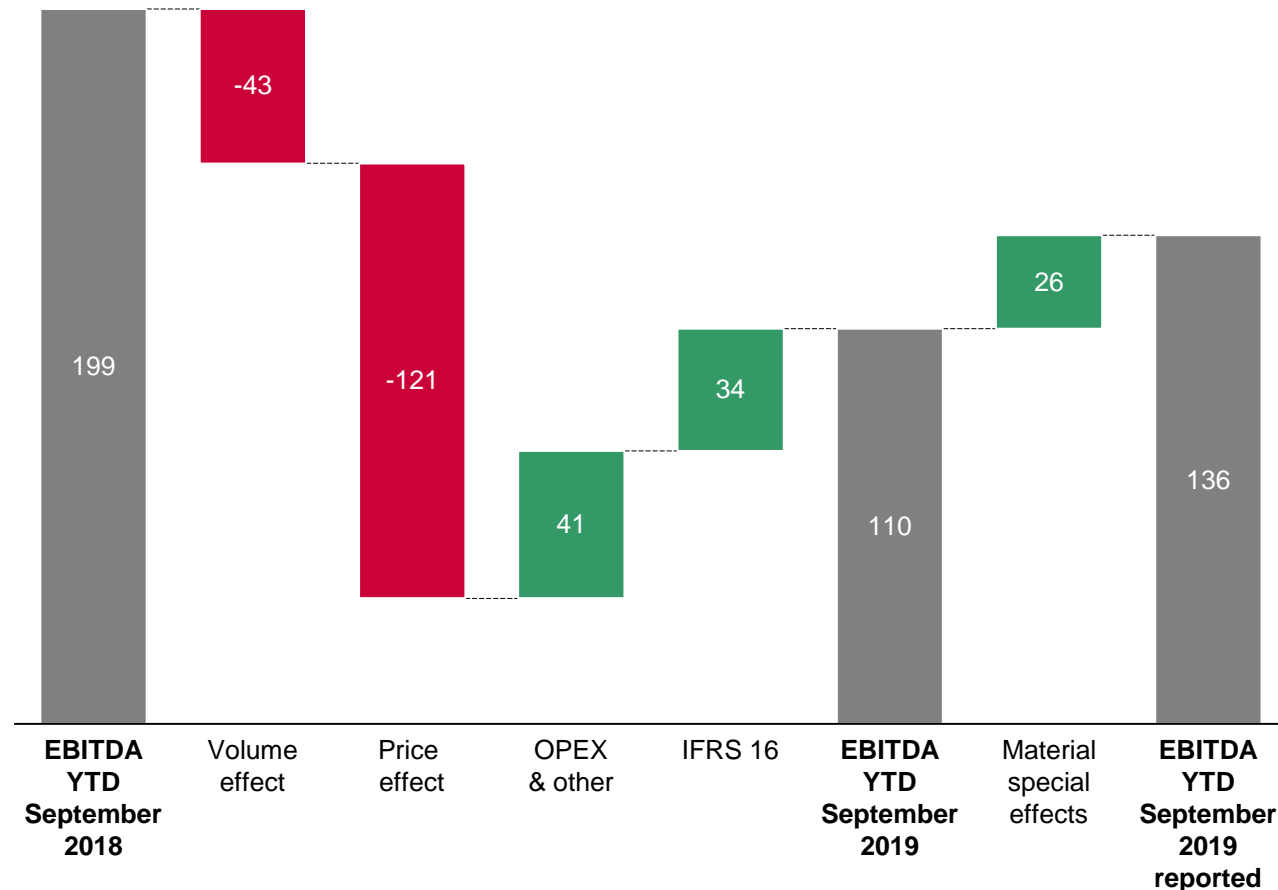
- **43** vendors under contract, **>450** registered customers and **>10,400** products
- Increasing **Iberian footprint** with ten vendors from Spain
- Two **strategic investors** with convertible loans locked-in
- Expansion of product offerings in **plastics** and extended product portfolio with **marketplace, eShops and eProcurement solutions**



Agenda

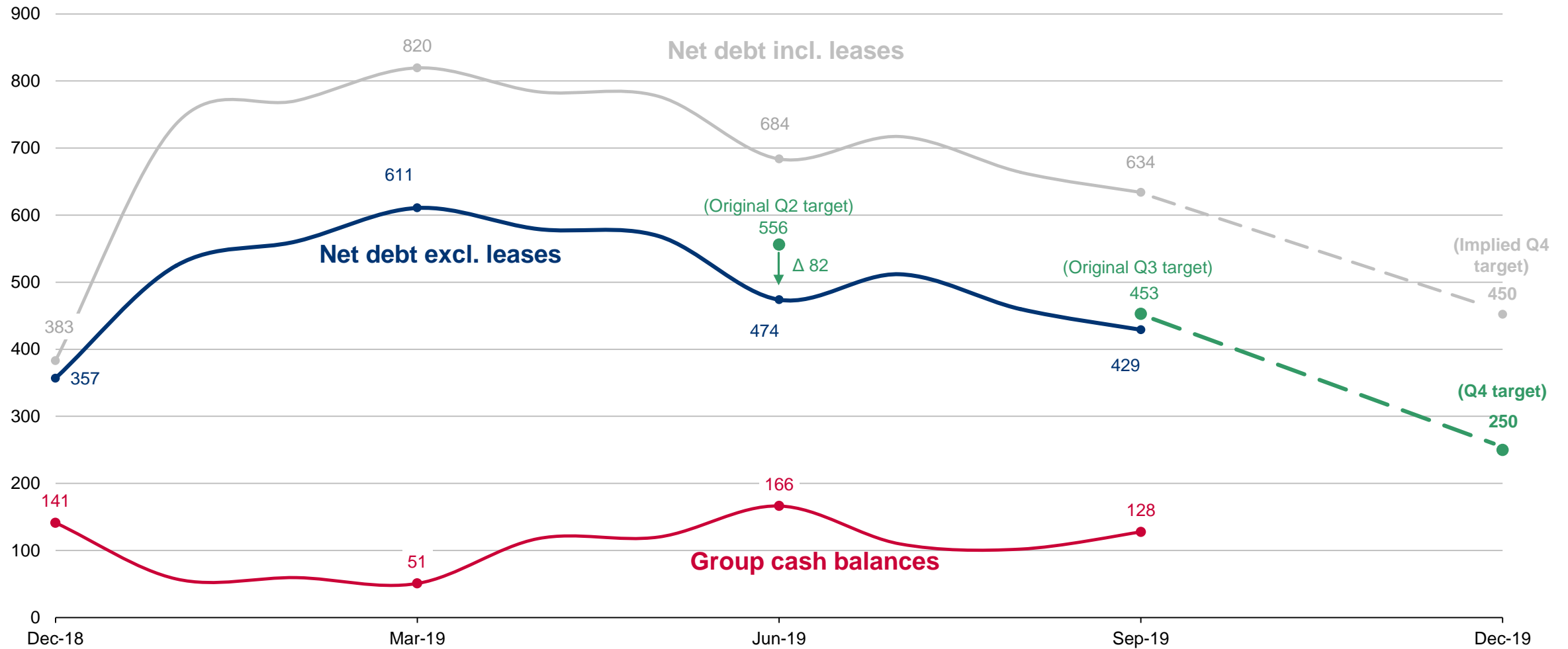
1. Highlights and update on strategy
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02 EBITDA (€m) YTD September 2019



- Negative **volume** and **price effect** of in total €164m mainly due to yoy negative windfall effects in the US, weaker automotive and machinery business and negative market sentiment in Germany and in the US
- Main driver for **OPEX** improvement were lower personnel expenses
- **Material special effects** in 2019: €2m gain from insurance compensation in the US, €36m gain through property sale in London, €12m restructuring costs (France and Holding)
- **EBITDA margin** before material special effects of 2.2%

02 Cash and net debt development (€m)

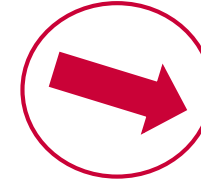


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03 Region specific business outlook 2019


Europe
-1.5 to -0.5%



Real steel demand 

Construction industry 

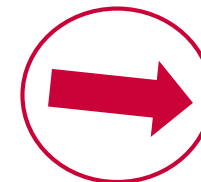
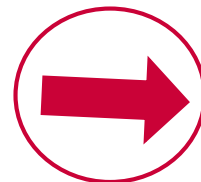
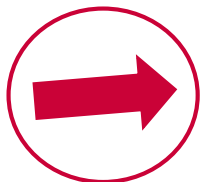
Manufacturing, machinery and mechanical engineering, etc. 

Energy industry 

Automotive industry 

Shipbuilding 

US
-0.5 to 0.5%



03 Outlook



Shipments and **sales** are expected to considerably decline yoy

EBITDA expectation of €120m-€130m before material special effects

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4. **Appendix**

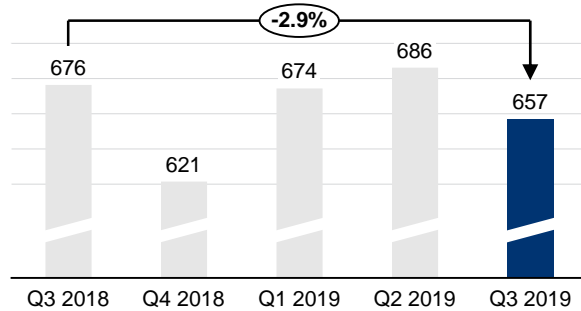
04 Quarterly and FY results

(€m)	Q3 2019	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	FY 2018	FY 2017	FY 2016	FY 2015	FY 2014
Shipments (Tto)	1,420	1,479	1,499	1,398	1,519	1,605	1,584	1,443	1,539	1,572	1,582	1,450	1,500	1,643	6,107	6,135	6,149	6,476	6,598
Sales	1,565	1,682	1,703	1,619	1,754	1,789	1,628	1,485	1,565	1,640	1,602	1,397	1,430	1,517	6,790	6,292	5,730	6,444	6,504
Sales (currency effect)	38	50	61	28	2	-89	-114	-70	-45	13	19	-3	-18	-31	-172	-83	-50	556	28
Gross profit	284	304	303	301	332	364	331	300	310	339	367	319	329	362	1,328	1,316	1,315	1,237	1,261
% margin	18.1	18.1	17.8	18.6	18.9	20.3	20.4	20.2	19.8	20.6	22.9	22.8	23.0	23.8	19.6	20.9	22.9	19.2	19.4
EBITDA rep.	21	82	34	30	59	82	56	33	47	63	77	37	71	72	227	220	196	24	191
% margin	1.3	4.9	2.0	1.9	3.4	4.6	3.4	2.2	3.0	3.9	4.8	2.6	5.0	4.8	3.3	3.5	3.4	0.4	2.9
EBITDA rep. (curr. eff.)	1	2	1	3	1	-8	-5	-3	-2	1	1	0	-1	-1	-9	-3	-1	10	1
EBIT	-13	49	2	8	38	60	35	9	25	41	54	-4	48	49	141	130	85	-350	98
Financial result	-11	-11	-10	-10	-8	-10	-7	-9	-8	-8	-8	-10	-8	-7	-34	-33	-33	-49	-59
EBT	-24	37	-9	-2	30	51	28	1	17	33	46	-14	40	42	107	97	52	-399	39
Income taxes	1	-9	-1	-5	-8	-18	-7	29	-4	-9	-10	2	-9	-9	-38	5	-14	50	-17
Net income	-23	28	-10	-7	22	33	21	30	13	24	36	-12	31	33	69	102	38	-349	22
Minority interests	0	0	0	0	0	0	0	0	1	1	0	0	0	1	0	1	1	-2	0
Net income KCO	-23	28	-10	-7	22	33	21	30	12	23	36	-12	31	32	69	101	37	-347	22
EPS basic (€)	-0.23	0.28	-0.10	-0.07	0.22	0.33	0.21	0.30	0.12	0.23	0.36	-0.13	0.31	0.32	0.68	1.01	0.37	-3.48	0.22
EPS diluted (€)	-0.23	0.27	-0.10	-0.07	0.21	0.31	0.20	0.28	0.12	0.22	0.34	-0.13	0.31	0.32	0.66	0.96	0.37	-3.48	0.22
Net debt	634	684	820	383	569	552	472	330	435	486	475	444	438	435	383	330	444	385	472
NWC	1,325	1,386	1,501	1,229	1,467	1,428	1,318	1,132	1,282	1,306	1,296	1,120	1,197	1,168	1,229	1,132	1,120	1,128	1,321

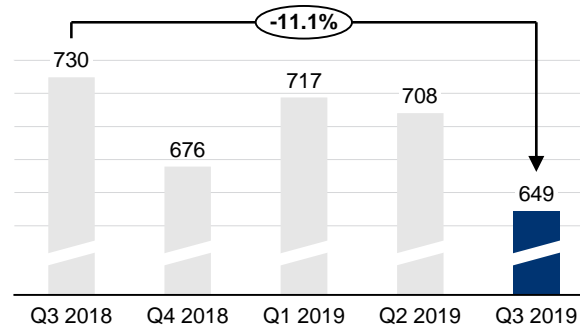
04 Segment performance

KM US

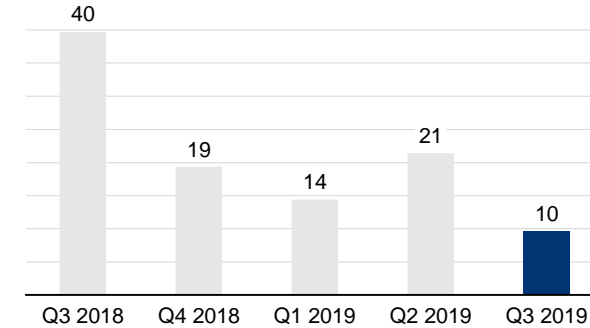
Shipments (Tto)



Sales (€m)

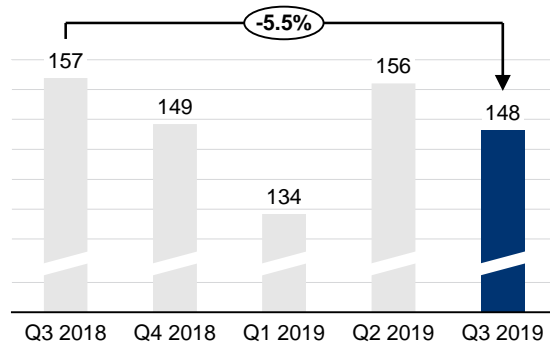


EBITDA adj*) (€m)

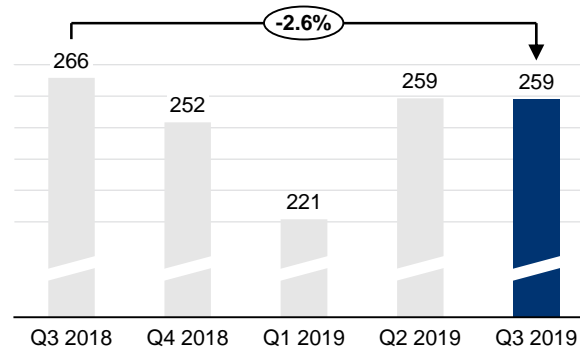


KM Switzerland

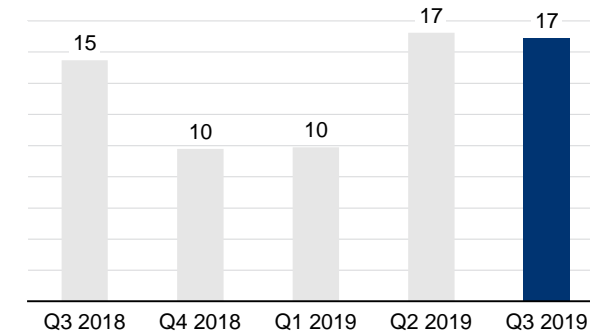
Shipments (Tto)



Sales (€m)



EBITDA (€m)

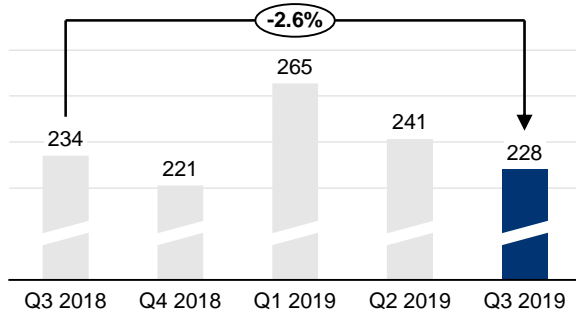


*) adjusted for insurance compensation in Q3 2019.

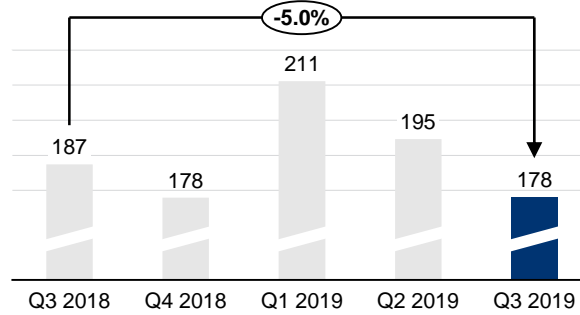
04 Segment performance

KM Services

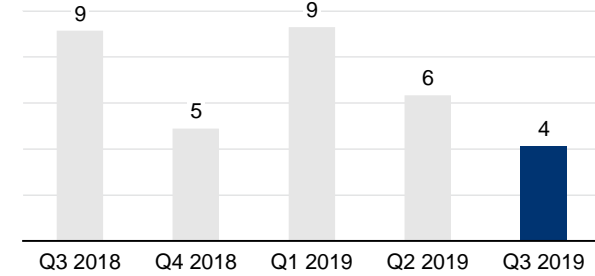
Shipments (Tto)



Sales (€m)

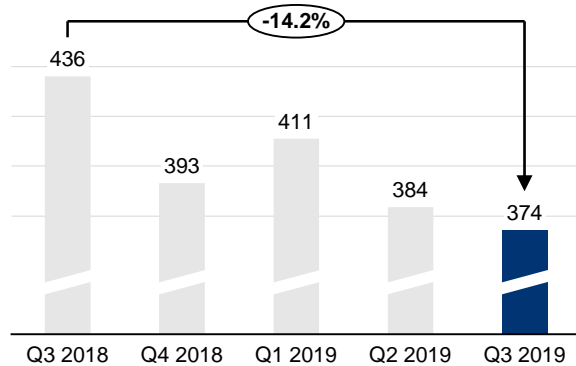


EBITDA adj (€m)

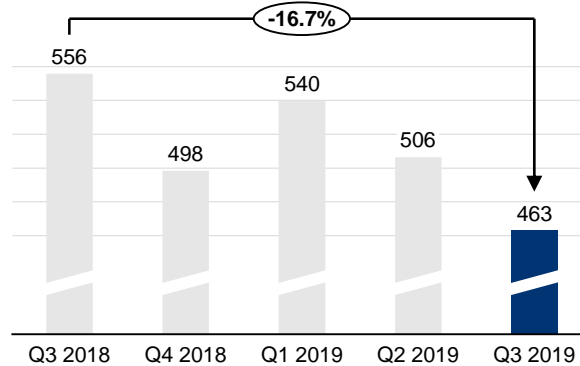


KM Distribution

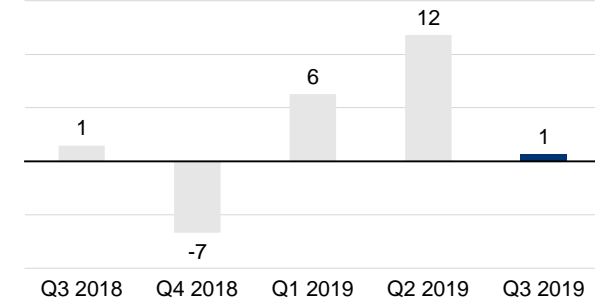
Shipments (Tto)



Sales (€m)

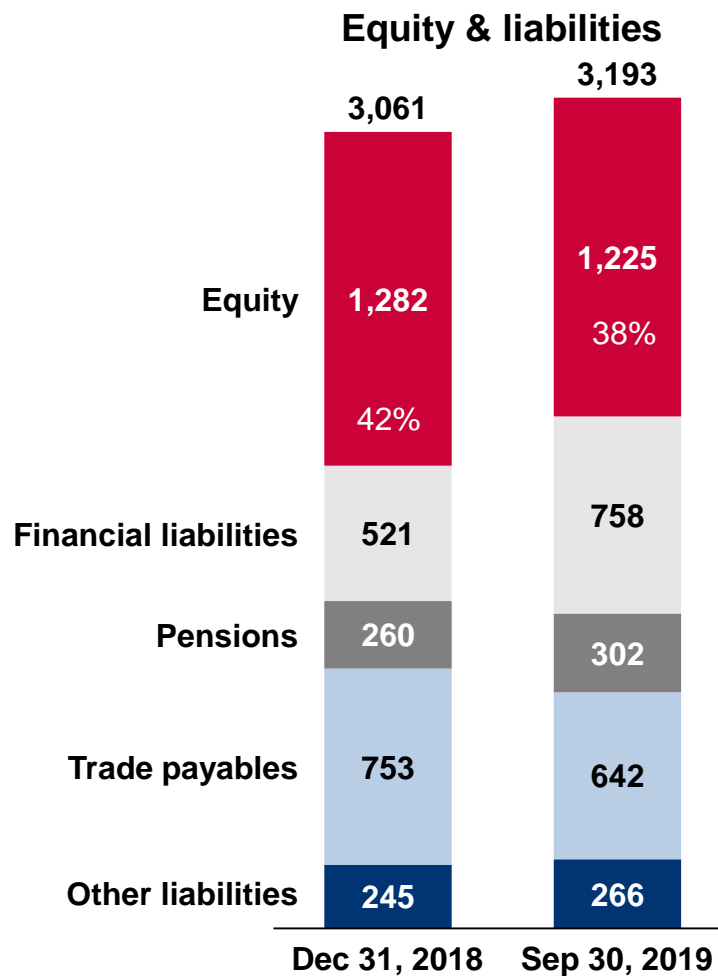
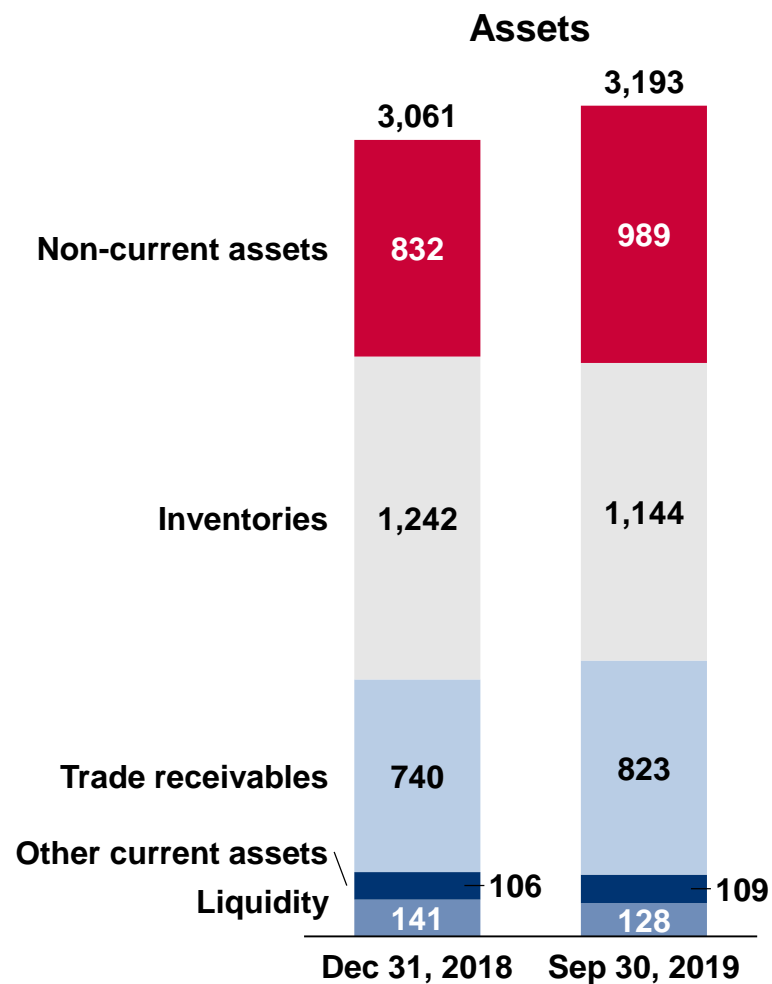


EBITDA adj* (€m)



*) adjusted for restructuring expenses in Q2 and in Q3 2019 and for a gain on the sale of London site in Q2 2019.

04 Strong balance sheet



- **Equity ratio** further healthy at 38%
- **Net debt** of €634m incl. IFRS 16 Leases (impact of €178m)
- **Gearing***) at 52%
- **NWC** at €1,325m (FY 2018: €1,229m)

*) Gearing = Net debt/Equity attributable to shareholders of Klöckner & Co SE less goodwill from business combinations subsequent to May 23, 2019.

04 Maturity profile – well-balanced & diversified funding portfolio

Facility	Committed (€m)	Drawn amount (€m, IFRS*)	
		Q3 2019	FY 2018
Syndicated Loan	300	0	0
ABS Europe	300	160	110
ABS/ABL USA	505	178	172
Convertible 2016 ¹⁾	148	140	138
Bilateral Facilities ²⁾	171	79	78
Leases ³⁾	204	204	26
Total Debt	1,628	761	524
Cash		128	141
Net Debt		634	383

*) Including interest accrued, excluding deferred transaction costs.

1) Principal €148m, equity component €18m at issuance (September 8, 2016).

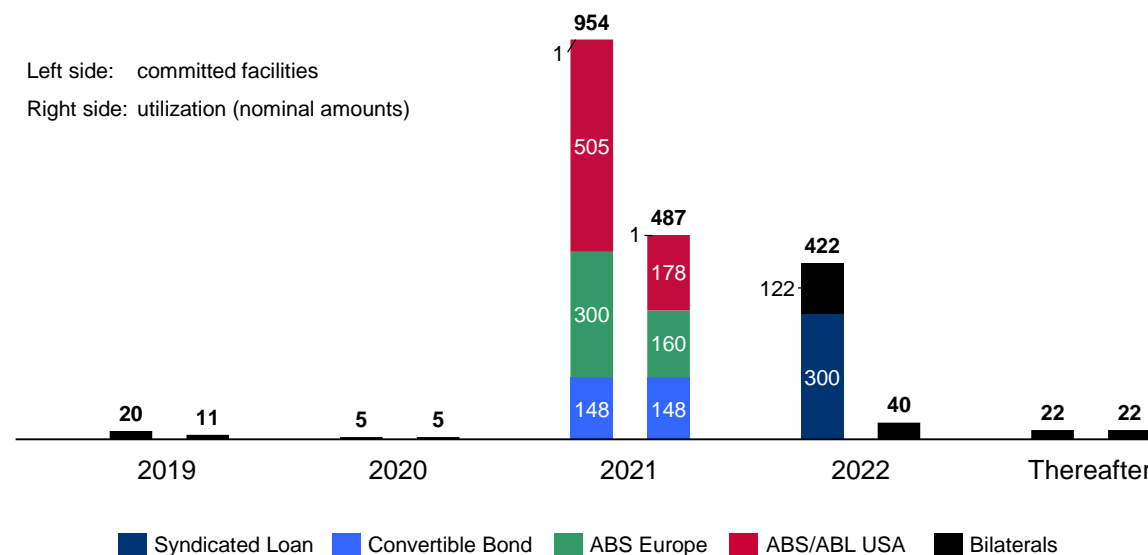
2) Mainly Switzerland.

3) First time application of IFRS 16 in Q1 2019. FY 2018 as reported (based on IAS 17 and not adjusted for IFRS 16).

4) Net debt/Equity attributable to shareholders of Klöckner & Co SE less goodwill from business combinations subsequent to May 23, 2019.








€m	Q3 2019
Adjusted equity	1,217
Net debt	634
Gearing ⁴⁾	52%

Maturity profile of financial instruments (excl. leasing) in €m



04 IFRS 16 impact

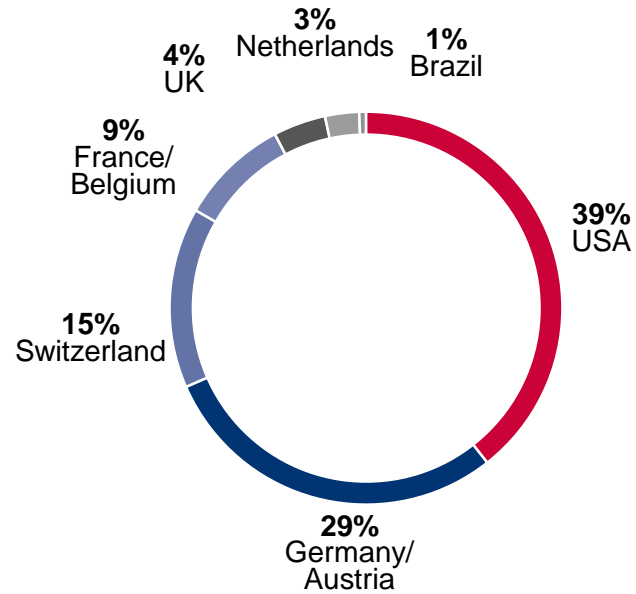
IFRS 16 effect in 2019 (estimates)

Key Figure	€m	Tendency	Comment
Sales	-		No impact
OPEX	~45		Recognition of lease expenses as depreciation and interest costs; exception: short-term leases and low-value assets, remaining material costs
EBITDA	~45		Lower leasing expenses
D&A	~40-45		Capitalized operating-lease-assets as new depreciation
EBIT	~5		Depreciation and interest instead of operating lease expense
Financing costs	~6		Interest cost included in financing costs
Operating and Free Cash flow	~40		Principal payments on IFRS 16 lease liabilities included in Cash flow from financing activities

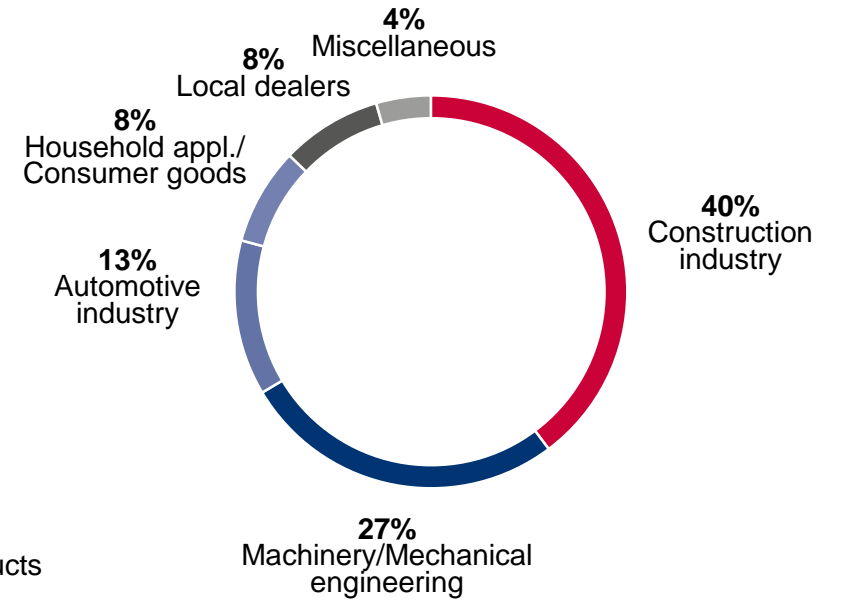
Main impact consists of considerable **EBITDA and Free Cash flow increase**

04 Sales by markets, products and industries

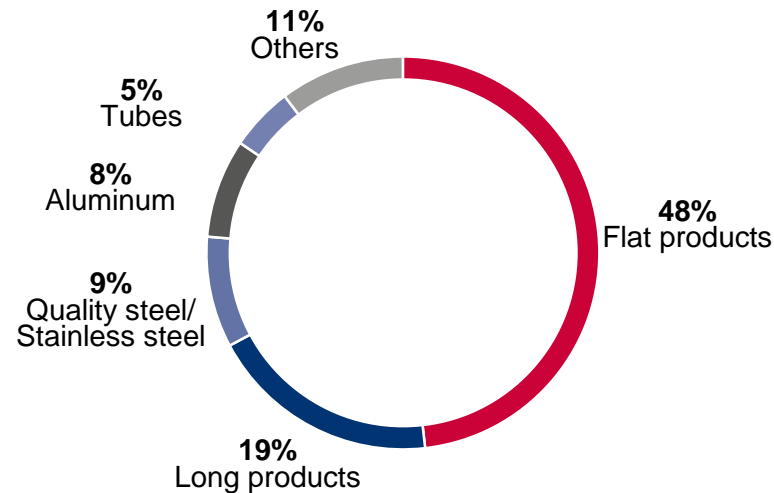
Sales by markets



Sales by industry



Sales by products

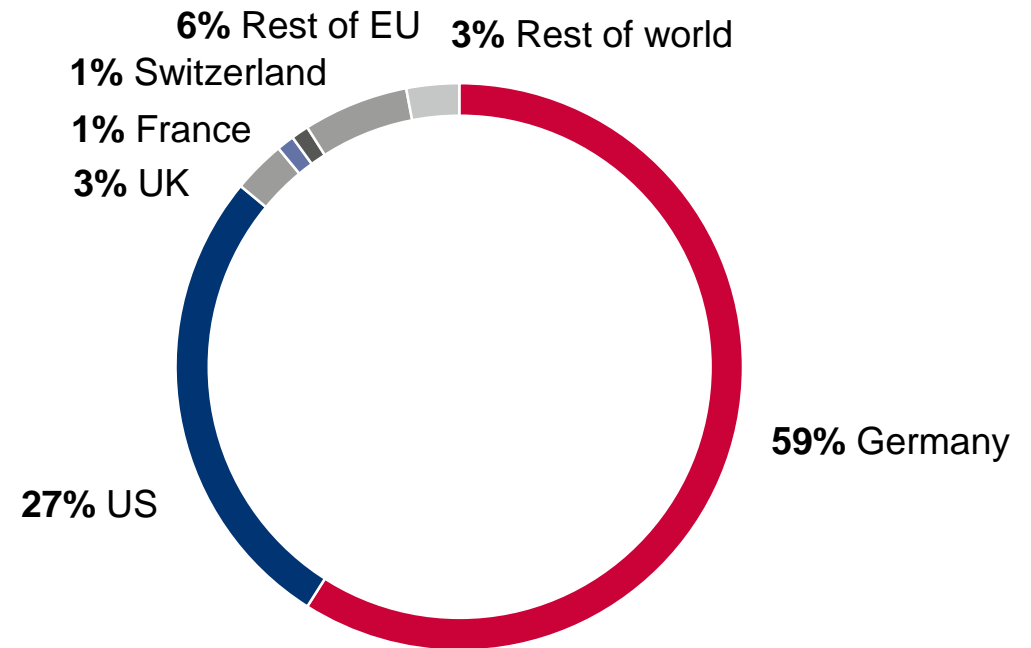


As of December 31, 2018.

04 Current shareholder structure

Geographical breakdown of identified institutional investors

- Identified institutional investors account for 65%
- German investors incl. retail dominate
- Top 10 shareholdings represent around 53%
- Retail shareholders represent 29%



As of June 2019.

04 Share price performance in Q3 2019

Share performance Klöckner & Co SE in Q3 2019



- In the third quarter of 2019 the Klöckner & Co share price reached its quarterly low at €4.35 on July 22
- In second half of August it could improve again and reached its quarterly high at €6.00 on September 16
- The share went out of trading at a price of €5.57 on September 30

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 would pay 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 fiscal year**
- **Dividend payment per share for the 2018 fiscal year: €0.30**

Dividend payment per share

2006	2007	2008-2009	2010	2011-2013	2014	2015	2016	2017	2018
€0.80	€0.80	-	€0.30	-	€0.20	-	€0.20	€0.30	€0.30

04 Sustainability strategy



EMPLOYEES

A **qualified** and **motivated** workforce of **employees** who feel at ease in the workplace pave the way for us to generate **added value**.



RESPONSIBLE
CONDUCT

An **integral part** of our corporate culture is **compliance** on the part of our employees and business partners, constituting the **basis of corporate responsibility**.



ENVIRONMENT

One of the **greatest challenges** of our times is **climate change**, and we consider it our duty to counter related risks with a suitable **contribution** to **protecting the environment**.



DIGITALIZATION

In many cases today's tasks have increased in **complexity**. The measures developed by us therefore aim at anchoring **modern, digital ways of working and thinking** in the company and thus to advance the **internal cultural change**.



CUSTOMERS

The **high level of customer satisfaction** – which we aim to continue improving – is a key **competitive advantage** for us. Therefore we always conceptualize **products and services, sales channels and innovations** from the customer perspective.

Contact details

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Financial calendar

March 10, 2020	Annual financial statements 2019
May 5, 2020	Q1 quarterly statement 2020
May 20, 2020	Annual General Meeting 2020
August 14, 2020	Half-yearly financial report 2020
November 3, 2020	Q3 quarterly statement 2020