

# Q3 2020 RESULTS

Press Conference

November 3, 2020

Gisbert Rühl | CEO

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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.

Evaluating statements are unified and are presented as follows:

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

# AGENDA

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

# HIGHLIGHTS OF Q3 2020

	Q3 2020	Q3 2019	Delta	
Shipments (Tto)	1,242	1,420	-12.5%	Impact of COVID-19 pandemic, market environment improved qoq
Sales (€m)	1,279	1,565	-18.3%	Volume driven paired with lower price level yoy
Gross profit (€m)	262	284	-7.4%	Gross profit declined due to lower volumes; higher margins yoy
EBITDA (€m)	40	26	+54.8%	Demand and price environment improved qoq; consistent execution of project "Surtsey"; EBITDA reported of €38m
Oper. CF (€m)	68	82	-14	Substantially positive due to strict NWC management
Net financial debt (€m)	427	634	-32.6%	Net debt significantly down yoy due to NWC release
Digital sales in Q3	42%	30%	+12%pts	FY targets already exceeded due to rollout of game-changing tools, additionally accelerated by COVID-19 pandemic

# EBITDA (€M) IN Q3 2020

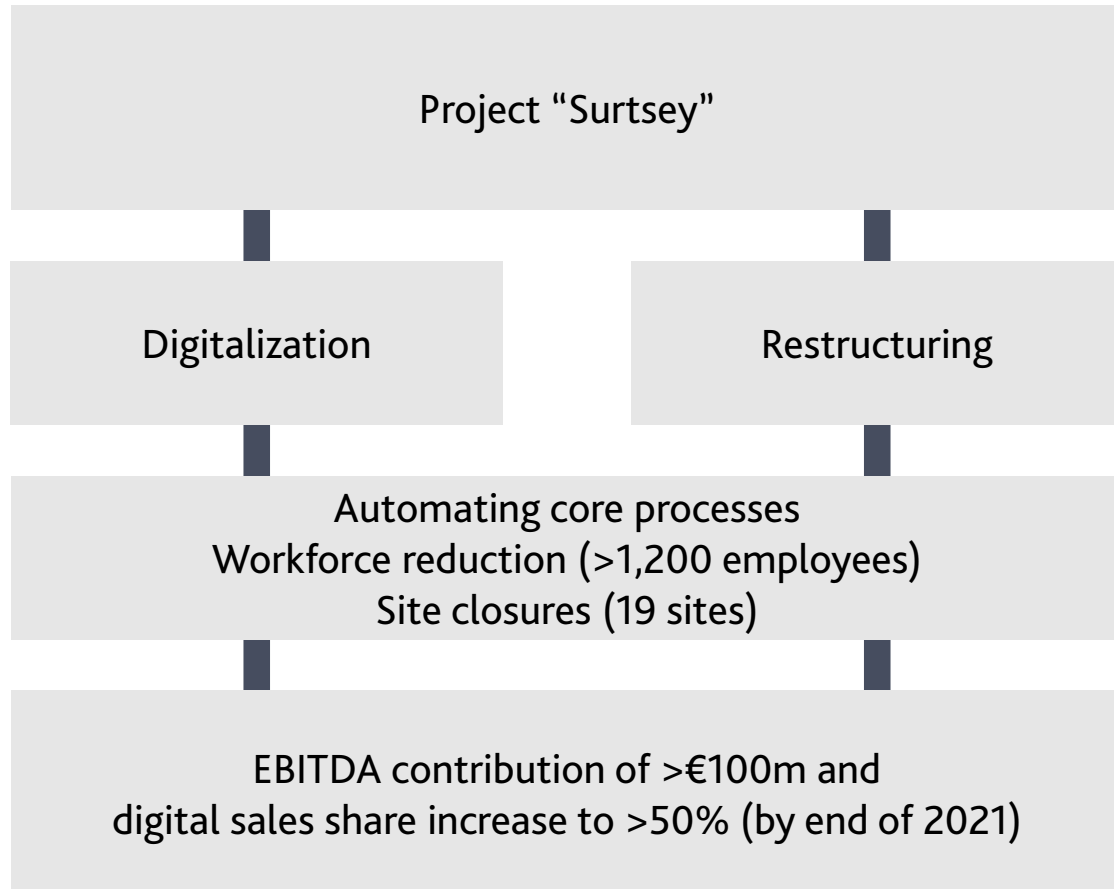


- Substantially negative volume effect mainly due to impacts of COVID-19 pandemic
- Positive price effect due to improved pricing environment in Europe and the USA
- OPEX significantly improved mainly driven by lower personnel expenses and shipping costs due to lay-off effects and lower output
- Material special effects resulting from project “Surtsey” for severances and site closure expenses

# PROFIT & LOSS AND CASH FLOW

(€m)	Q3 2020	Q3 2019	Delta	9M 2020	9M 2019	Delta
Sales	1,279	1,565	-286	3,898	4,950	-1,052
Gross profit	262	284	-22	774	890	-116
Gross profit margin	20.5	18.1	+2.4%p	19.8	18.0	+1.8%p
EBITDA before material special effects	40	26	14	72	110	-38
EBITDA rep.	38	21	17	-2	136	-138
EBITDA margin	3.0	1.3	+1.7%p	0.0	2.7	-2.7%p
EBIT	4	-13	17	-118	37	-155
Financial result	-7	-11	4	-23	-32	9
EBT	-3	-24	21	-141	5	-146
Taxes	-2	1	-3	4	-9	13
Net income	-5	-23	18	-136	-4	-132
Cash flow from operating activities	68	82	-14	68	-6	74
Free cash flow	41	70	-29	19	9	10

# PROJECT "SURTSEY" – CONSISTENT EXECUTION



## Status update

- Consistent execution across all country organizations
- Starting phase completed and project plan on track
- Four sites closed in the USA in Q3
- First visible "Surtsey"-effects lead to a substantially improved OPEX base
- Workforce reduction of 350 FTEs (effect of ~€8m) by the end of Q3 (YTD 580 FTEs) mainly in the USA and Germany
- More than 80% of the workforce reductions implemented by the end of the year, agreements largely complete

# DIGITAL TRANSFORMATION OF KLÖCKNER & CO



kloeckner.i



XOM  
MATERIALS

## Accelerated increase in digital sales share continues

- Digital sales share up to 42% in Q3 (Q3 2019: 30%) and target for the FY 2020 already exceeded

## Automatization of sales process through Kloeckner Assistant

- Ambitious roll-out plan on track, running in all countries
- Volume of >€180m from >2,000 customers processed
- Application ready for orders and RFQs
- MATCH!-functionality now automatically linking individual product descriptions to Klöckner & Co catalog
- Next steps: Functionality for processing

## Scaling of XOM Materials

- 55 suppliers live (72 signed), >32,000 products on offer, ~1,500 customers registered and Gross Merchandise Value amounting to €64m YTD

## XOM eProcurement automates the procurement process

- Marketing of MVP-solution started with already more than 100 sellers active (mills and distributors)
- Customers can now also use application to place tenders and orders for project-business
- Next steps: Digitalization of the interface to suppliers and customers at product level



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# REGION SPECIFIC BUSINESS OUTLOOK 2020



## Europe

> -15%



Real steel demand



Construction industry



Manufacturing, machinery & mechanical engineering, etc.



Energy industry



Automotive industry



Shipbuilding



## USA

> -15%



# OUTLOOK

**FY**  
2020

- Shipments and sales expected to decline in Q4 qoq
- EBITDA before material special effects of €75-95m expected
- Significantly positive cash flow from operating activities

# AGENDA

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

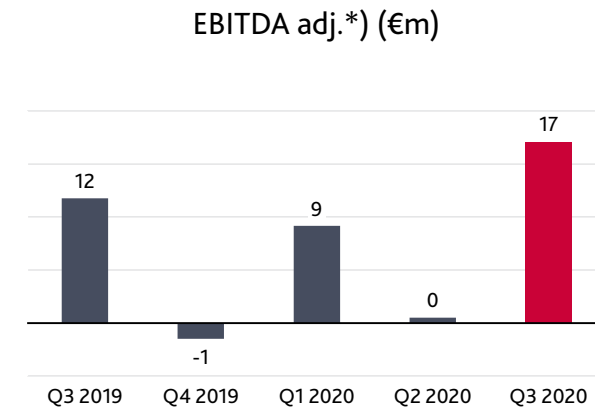
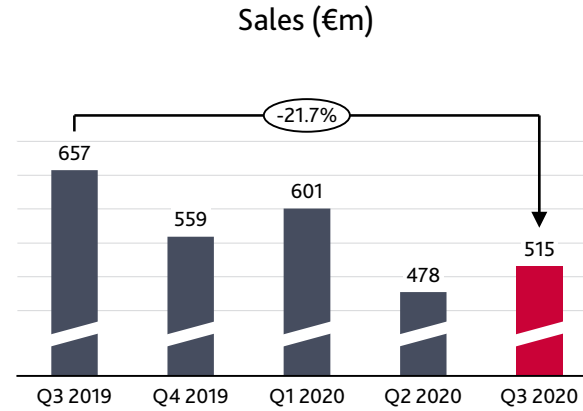
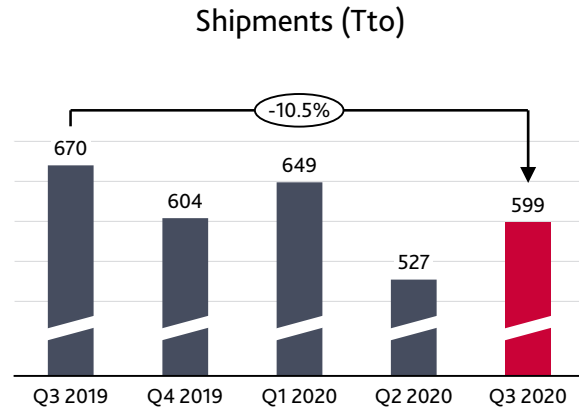
# QUARTERLY AND FY RESULTS

(€m)	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	FY	FY	FY	FY	FY
	2020	2020	2020	2019	2019	2019	2019	2018	2018	2018	2018	2017	2017	2017	2017	2019	2018	2017	2016	2015
Shipments (Tto)	1,242	1,070	1,365	1,250	1,420	1,479	1,499	1,398	1,519	1,605	1,584	1,443	1,539	1,572	1,582	5,648	6,107	6,135	6,149	6,476
Sales	1,279	1,171	1,448	1,365	1,565	1,682	1,703	1,619	1,754	1,789	1,628	1,485	1,565	1,640	1,602	6,315	6,790	6,292	5,730	6,444
Sales (currency effect)	-27	21	30	24	38	50	61	28	2	-89	-114	-70	-45	13	19	173	-172	-83	-50	556
Gross profit	262	226	285	268	284	304	303	301	332	364	331	300	310	339	367	1,158	1,328	1,316	1,315	1,237
% margin	20.5	19.3	19.7	19.6	18.1	18.1	17.8	18.6	18.9	20.3	20.4	20.2	19.8	20.6	22.9	18.3	19.6	20.9	22.9	19.2
OPEX	-224	-287	-263	-265	-263	-222	-269	-270	-273	-282	-276	-267	-263	-275	-290	-1,019	-1,101	-1,096	-1,119	-1,213
EBITDA bef. material special effects	40	11	21	11	26	51	34	30	59	84	56	33	47	63	77	124	229	220	196	86
Material special effects	2	72	0	-8	-7	31	0	0	0	-2	0	0	0	0	0	15	-2	0	0	-42
EBITDA rep.	38	-61	21	3	21	82	34	30	59	82	56	33	47	63	77	139	227	220	196	24
% margin	3.0	-5.2	1.5	0.2	1.3	4.9	2.0	1.9	3.4	4.6	3.4	2.2	3.0	3.9	4.8	2.2	3.3	3.5	3.4	0.4
EBITDA rep. (curr. eff.)	0	2	1	1	1	2	1	3	1	-8	-5	-3	-2	1	1	5	-9	-3	-1	10
EBIT	4	-109	-13	-35	-13	49	2	8	38	60	35	9	25	41	54	2	141	130	85	-350
Financial result	-7	-7	-9	-9	-11	-11	-10	-10	-8	-10	-7	-9	-8	-8	-8	-41	-34	-33	-33	-49
EBT	-3	-116	-22	-44	-24	37	-9	-2	30	51	28	1	17	33	46	-39	107	97	52	-399
Income taxes	-2	5	1	-7	1	-9	-1	-5	-8	-18	-7	29	-4	-9	-10	-16	-38	5	-14	50
Net income	-5	-111	-21	-51	-23	28	-10	-7	22	33	21	30	13	24	36	-55	69	102	38	-349
Minority interests	0	0	0	1	0	0	0	0	0	0	0	0	1	1	0	1	0	1	1	-2
Net income KCO	-5	-111	-21	-51	-23	28	-10	-7	22	33	21	30	12	23	36	-56	69	101	37	-347
EPS basic (€)	-0.05	-1.11	-0.21	-0.51	-0.23	0.28	-0.10	-0.07	0.22	0.33	0.21	0.30	0.12	0.23	0.36	-0.56	0.68	1.01	0.37	-3.48
EPS diluted (€)	-0.05	-1.11	-0.21	-0.51	-0.23	0.27	-0.10	-0.07	0.21	0.31	0.20	0.28	0.12	0.22	0.34	-0.56	0.66	0.96	0.37	-3.48
NWC*)	1,062	1,135	1,228	1,119	1,356	1,407	1,525	1,277	1,495	1,446	1,344	1,132	1,282	1,306	1,296	1,119	1,277	1,132	1,120	1,128
Net debt	427	476	563	445	634	684	820	383	569	552	472	330	435	486	475	445	383	330	444	385

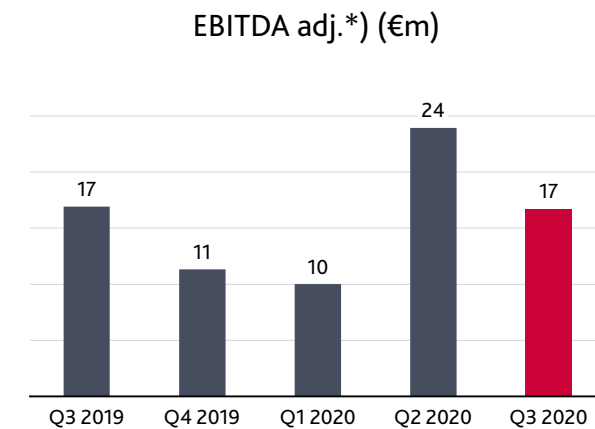
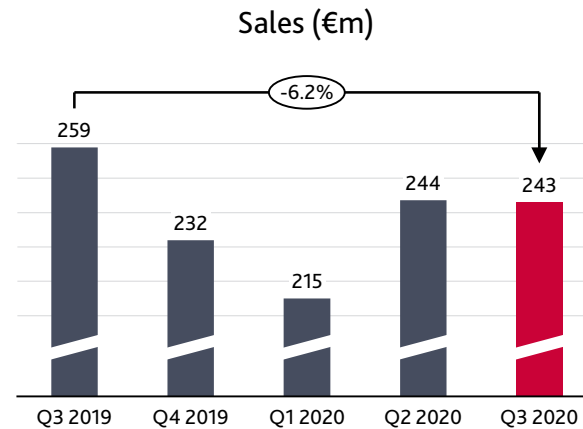
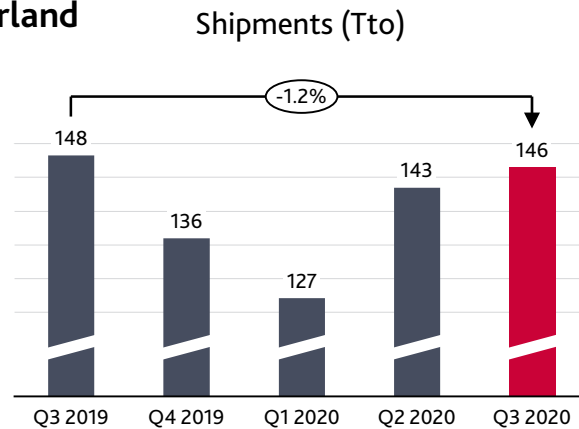
\* Since 2018 including supplier bonus receivables and contract assets.

# SEGMENT PERFORMANCE

## KM US



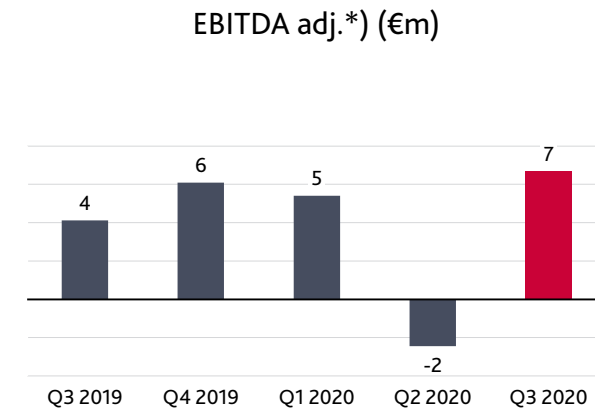
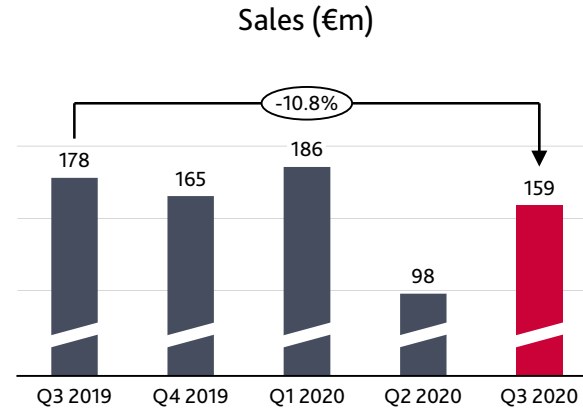
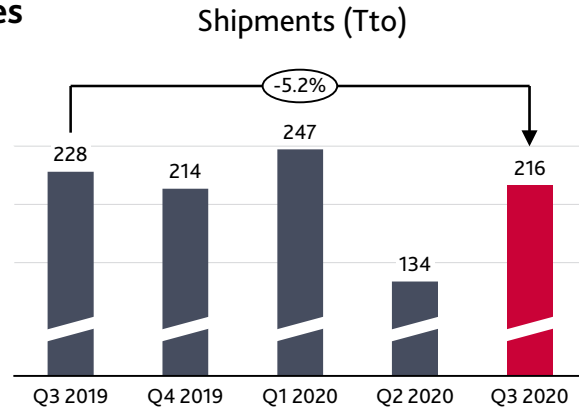
## KM Switzerland



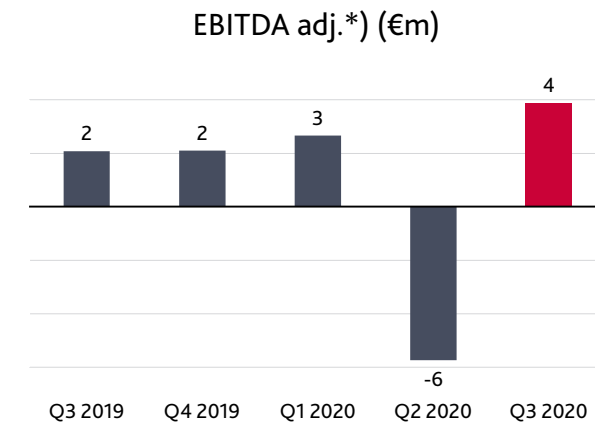
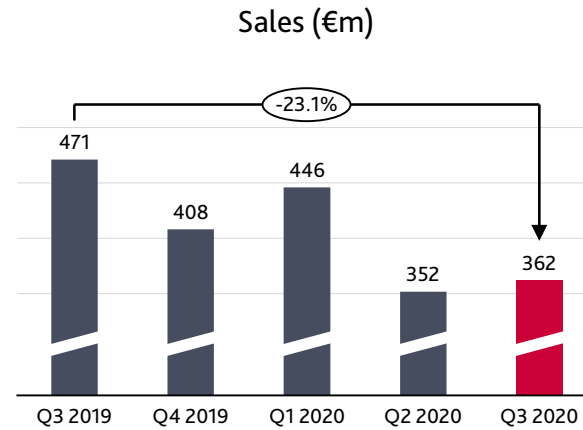
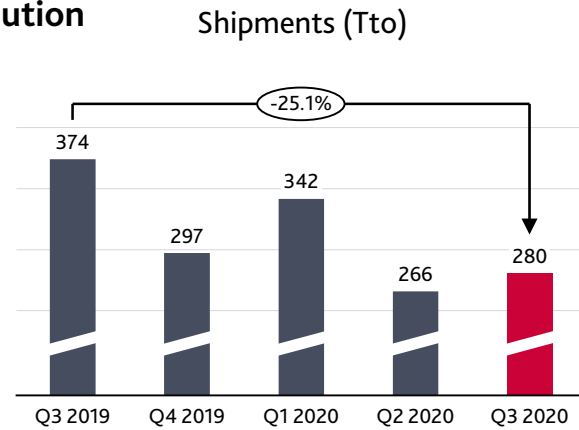
\*) Adjusted in Q4 2019 by the gain on sale of the site in Switzerland and in Q2 2020 by restructuring in the USA. Minor adjustments in segment reporting: New structure of the segment "Holding and other group companies" (previously including other activities such as the Brazilian distribution business, XOM Materials, kloeckner.i, kloeckner.v and the Dutch metering business). As of January 1, 2020, the Brazilian distribution business is assigned to the segment "Kloeckner Metals US" and the metering business to the segment "Kloeckner Metals Distribution Europe".

# SEGMENT PERFORMANCE

## KM Services



## KM Distribution



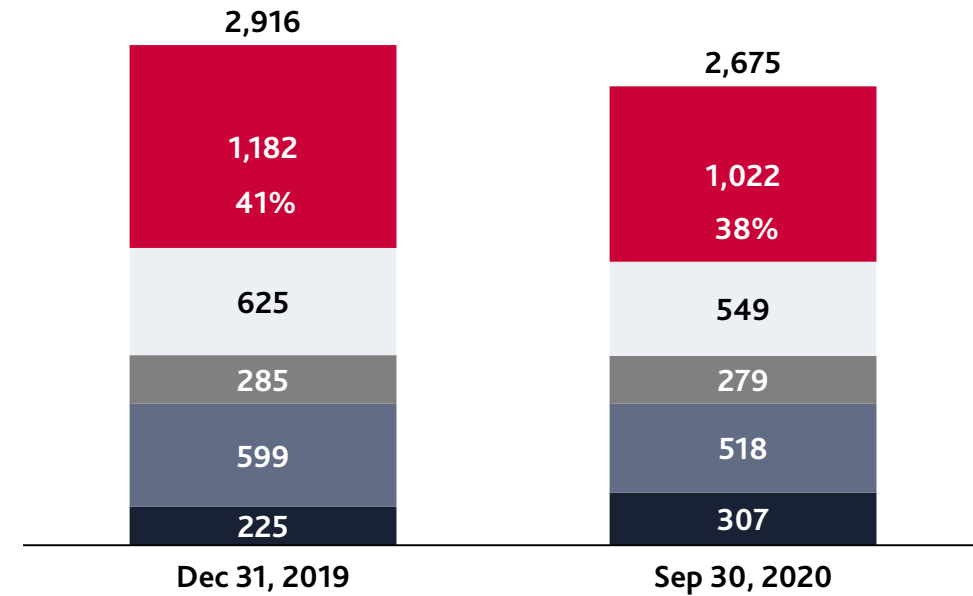
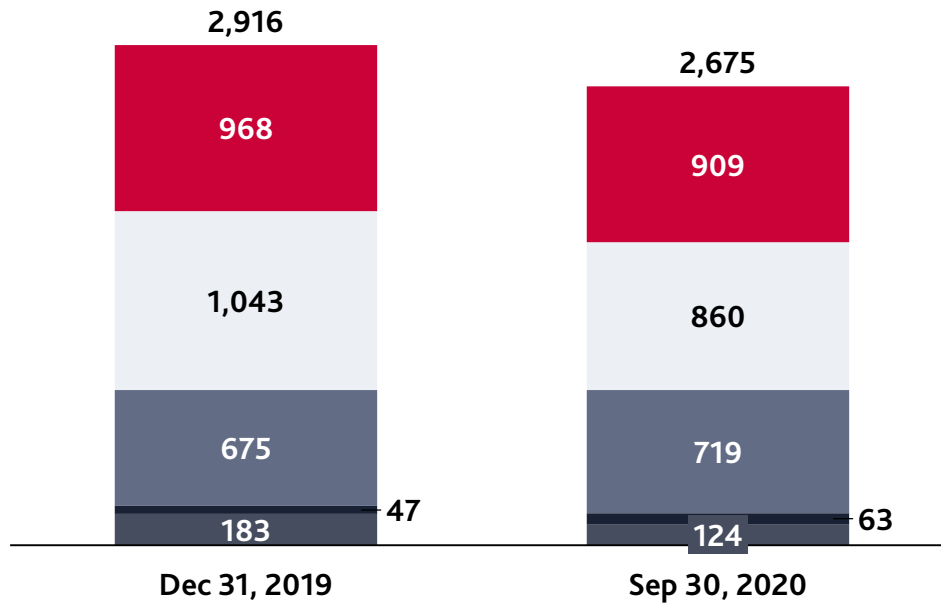
\*) Adjusted for restructuring expenses in Q3, Q4 2019 as well as in Q2 and Q3 2020 and for a gain on the sale of a site in London in Q2 2019. Minor adjustments in segment reporting: New structure of the segment "Holding and other group companies" (previously including other activities such as the Brazilian distribution business, XOM Materials, kloeckner.i, kloeckner.v and the Dutch metering business). As of January 1, 2020, the Brazilian distribution business is assigned to the segment "Kloeckner Metals US" and the metering business to the segment "Kloeckner Metals Distribution Europe".

# STRONG BALANCE SHEET

- Solid equity ratio of 38%
- Net debt of €427m
- Gearing\* at 42%
- NWC at €1,062m (FY 2019: €1,119m)

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

\*\* Incl. contract assets and supplier bonuses



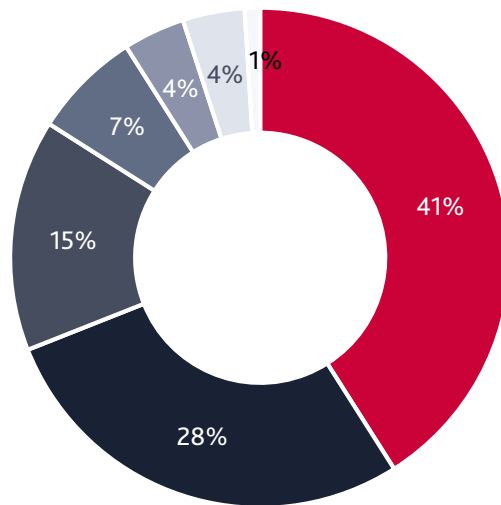
■ Non-current assets   
 ■ Trade receivables\*\*)   
 ■ Liquidity  
■ Inventories   
 ■ Other current assets

■ Equity   
 ■ Pensions   
 ■ Other liabilities  
■ Financial liabilities   
 ■ Trade payables



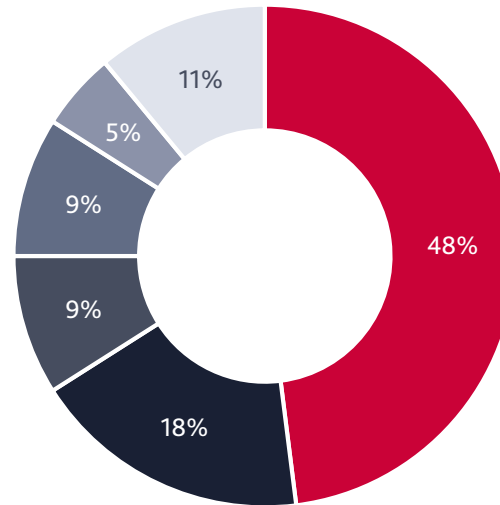
# SALES BY MARKETS, PRODUCTS AND INDUSTRIES

## Sales by markets



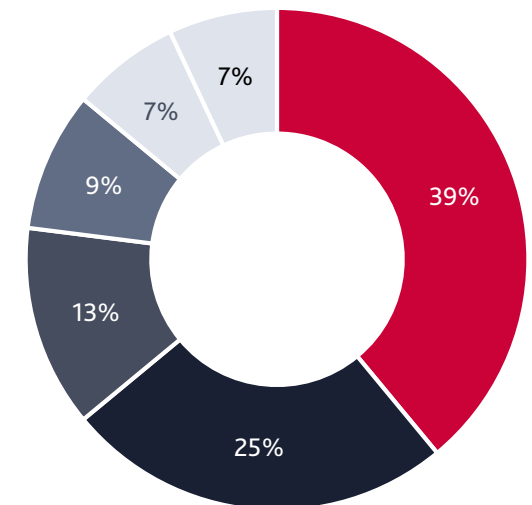
- USA
- Germany/Austria
- Switzerland
- France
- UK
- Benelux

## Sales by products



- Flat products
- Long products
- Quality steel/Stainless steel
- Aluminum
- Tubes
- Others

## Sales by industries



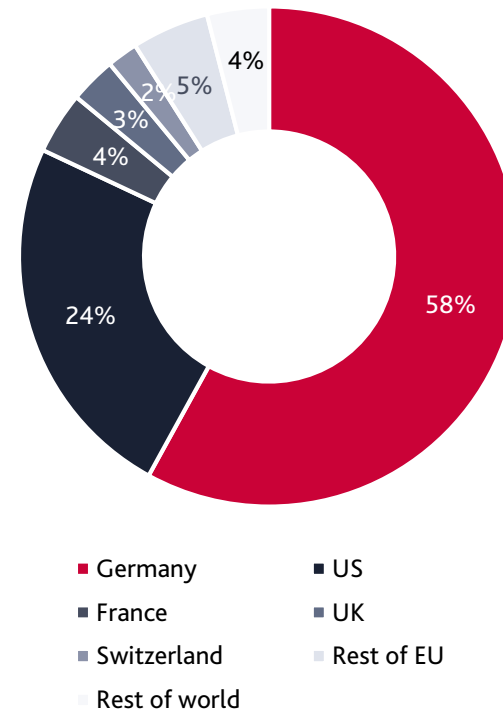
- Construction industry
- Machinery/Mechanical engineering
- Automotive industry
- Household appl./Consumer goods
- Local dealers
- Miscellaneous

As of December 31, 2019.

# CURRENT SHAREHOLDER STRUCTURE

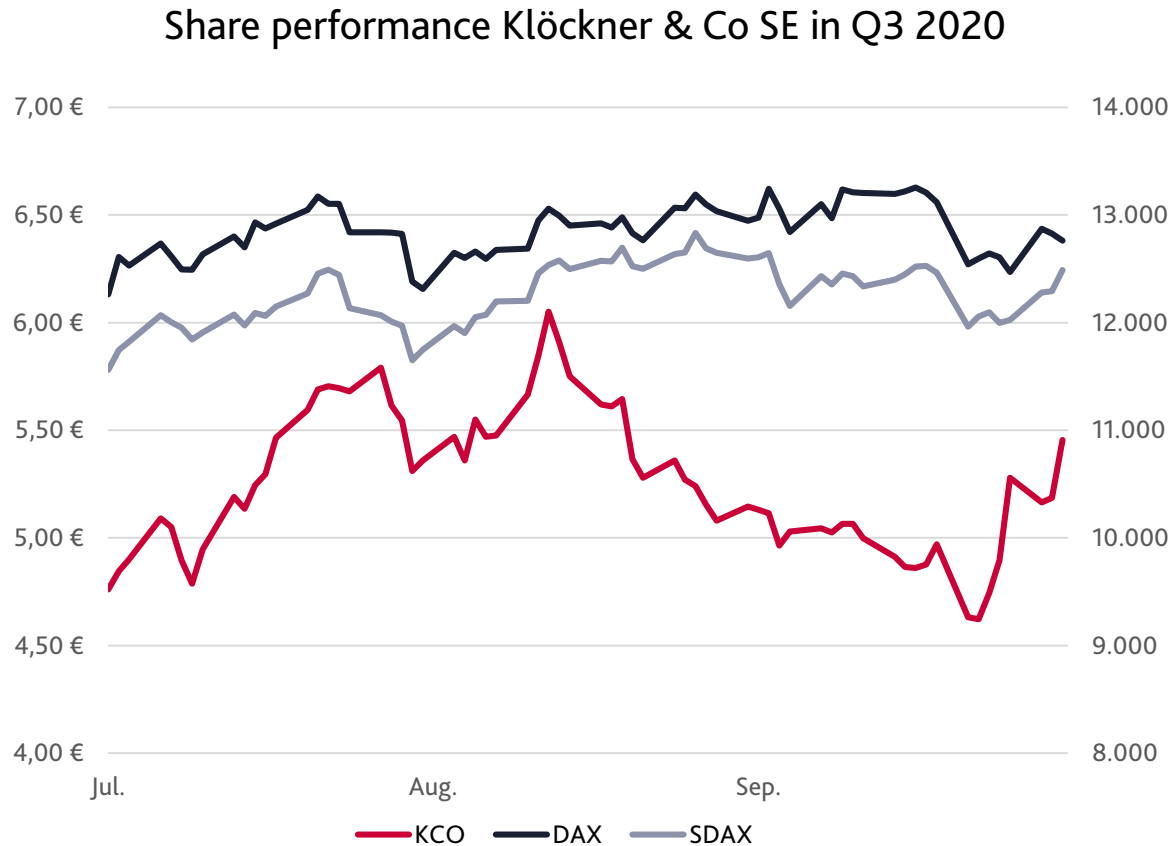
## Geographical breakdown of identified institutional investors

- Identified institutional investors account for 59%
- German investors incl. retail dominate
- Top 10 shareholdings represent around 49%
- Retail shareholders represent 29%



As of July 2020.

# SHARE PRICE PERFORMANCE IN Q3 2020



- In the third quarter the capital markets were still shaped by high volatility due to the impacts of the COVID-19 pandemic
- Klöckner & Co share followed a sharp recovery path during the first half of the third quarter, reaching its high of €6.05 on August 12
- The share moved down in the second half marking its lowest level of €4.62 on September 22 before sharply increasing again
- It went out of trading at €5.46 on September 30

# 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 cannot be guaranteed. If there is a possibility of dividend distribution, we will 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 neither in 2011, 2012 and 2013 nor 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 and 2018 fiscal year
- No dividend payment due to losses in 2019

## Dividend payment per share

2006	2007	2008 - 2009	2010	2011 - 2013	2014	2015	2016	2017	2018	2019
€0.80	€0.80	-	€0.30	-	€0.20	-	€0.20	€0.30	€0.30	-

# SUSTAINABILITY



## Employees

**A qualified and motivated workforce is vital to our success.**

Our working environment is characterized by long-term security, supportiveness, professionalism and mutual respect.



## Responsible Conduct

**Compliance constitutes the basis of corporate responsibility.**

Integral part of our corporate culture is compliance on the part of our employees and business partners.



## Environment

**We contribute to protecting the environment.**

We consider it our duty to counter climate change and its related risks.



## Digitalization

**We are advancing the internal cultural change.**

Our measures aim at anchoring modern, digital ways of working and thinking in the company.



## Customers

**We prioritize high levels of customer satisfaction and enhancement of our customer focus.**

We always conceptualize products and services, sales channels and innovations from the customer perspective.




## Business Ambition for 1.5°C

As one of the very first companies in Germany, Klöckner & Co stepped up to the global frontrunners of climate change engagement and aligns its business to the UN Global Compact "Business Ambition for 1.5°C".

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**FINANCIAL CALENDAR**

March 10, 2021  
Annual Financial Statement 2020

April 29, 2021  
Q1 quarterly statement 2021

May 12, 2021  
Annual General Meeting 2021

August 13, 2021  
Half-yearly financial report 2021

November 3, 2021  
Q3 quarterly statement 2021