

klöckner & co

# NEW SEGMENTATION OVERVIEW

## New Segmentation of Klöckner & Co SE

We have adjusted our segment structure as of July 1, 2021 and will in the future be subdivided into three operating segments. The adjusted segmentation follows the new management structure, and responsibilities such as business reporting and budgeting will be adjusted accordingly. The new segments will be named as follows:

- Kloeckner Metals US
- Kloeckner Metals EU
- Kloeckner Metals Non-EU

Headquarters functions not allocated to a segment are reported separately, together with consolidation adjustments, under Headquarters and Others.

The **Kloeckner Metals US** segment comprises all our business in the USA, Mexico and Brazil. It covers all services from metal and steel distribution to processing and innovative and high-tech value-added business offered in these regions. Kloeckner Metals US is the largest segment in the Group and is headed by John Ganem, Member of the Management Board (CEO Americas).

The **Kloeckner Metals EU** segment includes the distribution and steel service center business of our operations in the European Union (Austria, Belgium, France, Germany incl. Becker Stahl-Service, the Netherlands). Its core business is related to general steel and metal distribution, while also offering innovative and high-tech value-added business at our service center for flat steel and aluminum at Becker Stahl-Service in Bönen. Kloeckner Metals EU is our second largest segment and is managed by Bernhard Weiß, Member of the Management Board (CEO Europe).

The **Kloeckner Metals Non-EU** segment includes all distribution activities in the United Kingdom and in addition our specialty business of providing distribution solutions and services ranging from reinforcement to multi metal and technical products in Switzerland. The country organizations within Kloeckner Metals Non-EU report directly to Guido Kerkhoff, Chairman of the Management Board (CEO of Klöckner & Co SE).

**Headquarters & Others** consists of the activities of the holding company, Shared Services as well as kloeckner.i and XOM Materials. All these businesses are not narrowly bound to any other of the three operative segments.

Clöckner & Co SE: New Segmentation as of July 1, 2021 – Adjusted figures 2019 / 2020 / 2021

Shipments in to (by segment) 2019

	Q1	Q2	Q3	Q4	FY
Kloeckner Metals US	688,315	697,788	669,883	603,809	2,659,794
Kloeckner Metals EU	604,256	562,041	538,195	457,206	2,161,697
Kloeckner Metals Non-EU	206,327	218,839	212,254	189,433	826,854
HQ & Others	-	-	-	-	-
Group	1,498,898	1,478,668	1,420,332	1,250,448	5,648,346

Shipments in to (by segment) 2020

	Q1	Q2	Q3	Q4	FY
Kloeckner Metals US	648,883	527,109	599,274	563,961	2,339,226
Kloeckner Metals EU	534,252	362,895	447,774	457,862	1,802,783
Kloeckner Metals Non-EU	181,615	180,275	195,251	173,651	730,792
HQ & Others	-	-	-	-	-
Group	1,364,749	1,070,279	1,242,299	1,195,473	4,872,800

Shipments in to (by segment) 2021

	Q1	Q2	Q3	Q4	FY
Kloeckner Metals US	618,735	633,362	-	-	-
Kloeckner Metals EU	485,748	450,721	-	-	-
Kloeckner Metals Non-EU	182,491	211,401	-	-	-
HQ & Others	-	-	-	-	-
Group	1,286,974	1,295,484	-	-	-

**Sales in €t (by segment) 2019**

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>FY</b>
Kloeckner Metals US	726,678	715,625	657,370	559,015	2,658,688
Kloeckner Metals EU	681,650	641,452	584,764	516,954	2,424,819
Kloeckner Metals Non-EU	294,329	324,598	323,339	288,654	1,230,920
HQ & Others	36	-6	2	258	291
<b>Group</b>	<b>1,702,692</b>	<b>1,681,669</b>	<b>1,565,475</b>	<b>1,364,881</b>	<b>6,314,719</b>

**Sales in €t (by segment) 2020**

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>FY</b>
Kloeckner Metals US	600,536	477,544	515,047	483,009	2,076,136
Kloeckner Metals EU	575,782	413,302	474,314	488,180	1,951,578
Kloeckner Metals Non-EU	271,871	279,819	289,788	260,792	1,102,270
HQ & Others	9	31	31	50	122
<b>Group</b>	<b>1,448,199</b>	<b>1,170,695</b>	<b>1,279,180</b>	<b>1,232,033</b>	<b>5,130,106</b>

**Sales in €t (by segment) 2021**

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>FY</b>
Kloeckner Metals US	661,699	845,246	-	-	-
Kloeckner Metals EU	585,244	645,937	-	-	-
Kloeckner Metals Non-EU	278,432	356,141	-	-	-
HQ & Others	59	96	-	-	-
<b>Group</b>	<b>1,525,434</b>	<b>1,847,419</b>	<b>-</b>	<b>-</b>	<b>-</b>

**Gross profit in €t (by segment) 2019**

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>FY</b>
Kloeckner Metals US	112,138	111,046	99,373	92,440	414,998
Kloeckner Metals EU	113,405	104,870	96,355	91,994	406,625
Kloeckner Metals Non-EU	76,484	87,641	87,974	82,764	334,863
HQ & Others	187	11	-184	225	239
<b>Group</b>	<b>302,214</b>	<b>303,569</b>	<b>283,519</b>	<b>267,423</b>	<b>1,156,725</b>

**Gross profit in €t (by segment) 2020**

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>FY</b>
Kloeckner Metals US	105,218	75,609	91,779	101,178	373,786
Kloeckner Metals EU	101,301	70,203	86,954	94,573	353,031
Kloeckner Metals Non-EU	78,869	79,960	83,684	77,766	320,280
HQ & Others	21	31	31	50	133
<b>Group</b>	<b>285,409</b>	<b>225,804</b>	<b>262,449</b>	<b>273,567</b>	<b>1,047,229</b>

**Gross profit in €t (by segment) 2021**

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>FY</b>
Kloeckner Metals US	165,781	233,010	-	-	-
Kloeckner Metals EU	138,227	181,407	-	-	-
Kloeckner Metals Non-EU	83,598	110,645	-	-	-
HQ & Others	59	96	-	-	-
<b>Group</b>	<b>387,665</b>	<b>525,158</b>	<b>-</b>	<b>-</b>	<b>-</b>

**Cash flow from operating activities in €t (by segment) 2019**

	Q1	Q2	Q3	Q4	FY
Kloeckner Metals US	-93,207	72,706	33,529	56,865	69,892
Kloeckner Metals EU	-94,070	47,126	38,543	98,520	90,119
Kloeckner Metals Non-EU	-38,465	24,412	13,610	62,348	61,906
HQ & Others	-3,053	-4,020	-3,484	-7,127	-17,683
<b>Group</b>	<b>-228,794</b>	<b>140,225</b>	<b>82,198</b>	<b>210,605</b>	<b>204,234</b>

**Cash flow from operating activities in €t (by segment) 2020**

	Q1	Q2	Q3	Q4	FY
Kloeckner Metals US	-13,908	43,750	46,274	8,504	84,620
Kloeckner Metals EU	-41,261	31,127	3,623	38,886	32,375
Kloeckner Metals Non-EU	-28,588	28,730	19,431	48,856	68,429
HQ & Others	-12,979	-6,031	-1,763	-3,668	-24,441
<b>Group</b>	<b>-96,737</b>	<b>97,576</b>	<b>67,565</b>	<b>92,579</b>	<b>160,983</b>

**Cash flow from operating activities in €t (by segment) 2021**

	Q1	Q2	Q3	Q4	FY
Kloeckner Metals US	24,802	5,387	-	-	-
Kloeckner Metals EU	22,163	57,568	-	-	-
Kloeckner Metals Non-EU	-15,375	21,282	-	-	-
HQ & Others	-14,015	-10,418	-	-	-
<b>Group</b>	<b>17,575</b>	<b>73,819</b>	<b>-</b>	<b>-</b>	<b>-</b>

**EBITDA (before material special effects) in €t (by segment) 2019**

	Q1	Q2	Q3	Q4	FY
Kloeckner Metals US	14,140	21,143	11,758	-1,457	45,584
Kloeckner Metals EU	15,345	17,249	5,643	8,549	46,788
Kloeckner Metals Non-EU	9,751	18,007	16,518	11,508	55,784
HQ & Others	-5,734	-5,317	-5,808	-7,620	-24,480
<b>Group</b>	<b>33,503</b>	<b>51,082</b>	<b>28,110</b>	<b>10,981</b>	<b>123,676</b>

**EBITDA (before material special effects) in €t (by segment) 2020**

	Q1	Q2	Q3	Q4	FY
Kloeckner Metals US	9,159	495	17,072	22,917	49,643
Kloeckner Metals EU	7,592	-5,770	9,692	16,600	28,113
Kloeckner Metals Non-EU	10,602	21,670	17,604	10,092	59,969
HQ & Others	-6,257	-5,499	-4,435	-10,836	-27,027
<b>Group</b>	<b>21,098</b>	<b>10,895</b>	<b>39,933</b>	<b>38,771</b>	<b>110,697</b>

**EBITDA (before material special effects) in €t (by segment) 2021**

	Q1	Q2	Q3	Q4	FY
Kloeckner Metals US	74,514	134,409	-	-	-
Kloeckner Metals EU	51,934	91,139	-	-	-
Kloeckner Metals Non-EU	14,877	39,559	-	-	-
HQ & Others	-11,224	5,789	-	-	-
<b>Group</b>	<b>130,102</b>	<b>270,896</b>	<b>-</b>	<b>-</b>	<b>-</b>

**EBITDA (reported) in €t (by segment) 2019**

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>FY</b>
Kloeckner Metals US	14.140	21.143	11.758	-1.457	45.584
Kloeckner Metals EU	15.346	15.249	2.886	-5.208	28.273
Kloeckner Metals Non-EU	9.752	54.007	16.518	17.375	97.651
HQ & Others	-5.734	-8.817	-10.309	-7.620	-32.480
<b>Group</b>	<b>33.503</b>	<b>81.582</b>	<b>20.853</b>	<b>3.090</b>	<b>139.028</b>

**EBITDA (reported) in €t (by segment) 2020**

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>FY</b>
Kloeckner Metals US	9.040	-3.824	16.984	22.432	44.632
Kloeckner Metals EU	7.899	-73.284	8.200	32.179	-25.006
Kloeckner Metals Non-EU	10.590	21.556	17.500	9.893	59.539
HQ & Others	-6.257	-5.499	-4.435	-10.836	-27.027
<b>Group</b>	<b>21.273</b>	<b>-61.051</b>	<b>38.249</b>	<b>53.667</b>	<b>52.137</b>

**EBITDA (reported) in €t (by segment) 2021**

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>FY</b>
Kloeckner Metals US	75.379	136.079	-	-	-
Kloeckner Metals EU	61.940	89.173	-	-	-
Kloeckner Metals Non-EU	14.877	38.894	-	-	-
HQ & Others	-11.224	5.789	-	-	-
<b>Group</b>	<b>140.973</b>	<b>269.934</b>	<b>-</b>	<b>-</b>	<b>-</b>



## Disclaimer

The figures presented above have been calculated by Klöckner & Co SE on the basis of the figures reported for the respective periods. The figures have not been audited or reviewed by the auditor of Klöckner & Co SE. They are pro forma-figures and serve merely as an additional convenient information beside the already published figures but may not replace the audited figures which remain the sole official and crucial reporting and shall prevail in case of any discrepancy.

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, EBITDA before material special effects, 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 2020.

Rounding differences may occur with respect to percentages and figures. Moreover, typing errors cannot be ruled out.

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