

**Klöckner & Co SE**

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Datum **10/24/2018**  
Seiten **3**

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## **KLÖCKNER & CO SE REPORTS VERY SUBSTANTIAL EARNINGS GROWTH IN Q3 2018**

- Operating income (EBITDA) of €59 million within projected range of €55 million to €65 million
- Proportion of Group sales generated via digital channels further raised to 23% at end of quarter
- Guidance confirmed, with at least slight increase in operating income for full year and correspondingly positive net income

Duisburg, Germany, October 24, 2018 – Klöckner & Co SE maintained its positive earnings trend through the third quarter of 2018. Mainly benefiting from the positive market trend in the USA, operating income (EBITDA) improved very substantially to €59 million (Q3 2017: €47 million), within the projected range of €55 million to €65 million. Net income went up from €13 million to €22 million. Earnings per share consequently amounted to €0.22 (Q3 2017: €0.12).

The proportion of sales generated through digital channels further increased to 23% as of the end of the quarter (Q3 2017: 16%). Additional vendors have been secured both for the Klöckner online shops with marketplace functionality and for the independent industry platform, XOM Materials. As a result, some 20 third-party vendors are now marketing their products via platforms launched by Klöckner & Co.

Gisbert Rühl, CEO of Klöckner & Co SE: “With the development and operation of web-based platforms, we are building a business that has the potential to revolutionize steel distribution and associated activities.”



The guidance for the full year has been confirmed, with at least a slight increase in operating income (EBITDA) compared with the prior year and correspondingly positive net income.



**About Klöckner & Co:**

Klöckner & Co is one of the largest producer-independent distributors of steel and metal products and one of the leading steel service center companies worldwide. Based on its distribution and service network of around 170 locations in 13 countries, the Group supplies around 120,000 customers. As a pioneer of the digital transformation in the steel industry, Klöckner & Co's target is to fully digitalize its supply and service chain and to support the launch of an independent open industry platform, which shall become the dominant vertical platform of the steel and metals industry. Currently Klöckner & Co has around 8,600 employees. The Group had sales of around €6.3 billion in fiscal 2017.

The shares of Klöckner & Co SE are admitted to trading on the regulated market segment (Regulierter Markt) of the Frankfurt Stock Exchange (Frankfurter Wertpapierbörse) with further post-admission obligations (Prime Standard). Klöckner & Co shares are listed in the SDAX®-Index of Deutsche Börse.

ISIN: DE000KC01000; WKN: KC0100; Common Code: 025808576.

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