

Klöckner & Co SE

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Press Releases

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KLÖCKNER & CO SE RETURNS TO POSITIVE NET INCOME IN SECOND QUARTER OF 2016

- Digital pricing tools amplify positive earnings impact of rising steel prices
- Proportion of Group sales generated via digital channels hits 10% mark
- New program “One Europe” for the European steel distribution business developed to further boost profitability
- Positive earnings trend expected to continue with an EBITDA of €65 to €75 million in third quarter
- Full year targets of an significantly higher EBITDA and a positive net income confirmed

Duisburg, Germany, August 4, 2016 – Klöckner & Co generated operating income (EBITDA) of €72 million in the second quarter of 2016, significantly improving on the prior-year operating loss of €17 million and hence also returning to positive figures on the bottom line with net income of €33 million (Q2 2015: net loss of €55 million). Operating income is set to stay above prior-year performance going forward, with third-quarter operating income expected to be between €65 and €75 million. The Group has confirmed its full-year targets of significantly higher EBITDA and a return to positive net income.

Gisbert Rühl, CEO of Klöckner & Co SE: “Increasing use of digital pricing tools allowed us to benefit more strongly than in the past from rising market prices for steel and metal products and, as a result, to deliver the best quarterly results in more than five years.”

Klöckner & Co also made further progress in the ongoing implementation of its digitalization strategy. In total, digital channels already accounted for some 10% of Group sales.



Over the last several years, Klöckner & Co has restructured its European distribution business at country level, downsized capacity and pooled operations. Now, under the new “One Europe” program, the activities of the country organizations in Austria, Belgium, France, Germany, the Netherlands, Spain and the United Kingdom are to be brought even closer together. The new structure not only aims to cut costs and facilitate synergies, but also to ensure faster, more efficient implementation of the digital transformation. “One Europe” is set to deliver an incremental EBITDA contribution of in total some €30 million in the next three years – thereof already €10 million in 2017.



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 200 locations in 14 countries, the Group supplies around 140,000 customers. In addition to companies in the construction industry as well as machinery and mechanical engineering, Klöckner & Co serves customers in the automotive and chemical industry, in shipbuilding and in fields of household appliances, consumer goods and energy. Currently Klöckner & Co has around 9,200 employees. The Group had sales of around €6.4 billion in fiscal 2015.

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.

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