



Presentation

Salzgitter Mannesmann

Handel GmbH



Steel and Technology

Strip products

Line pipes

Heavy plates

Precision tubes

Sections

Stainless tubes

Engineering services

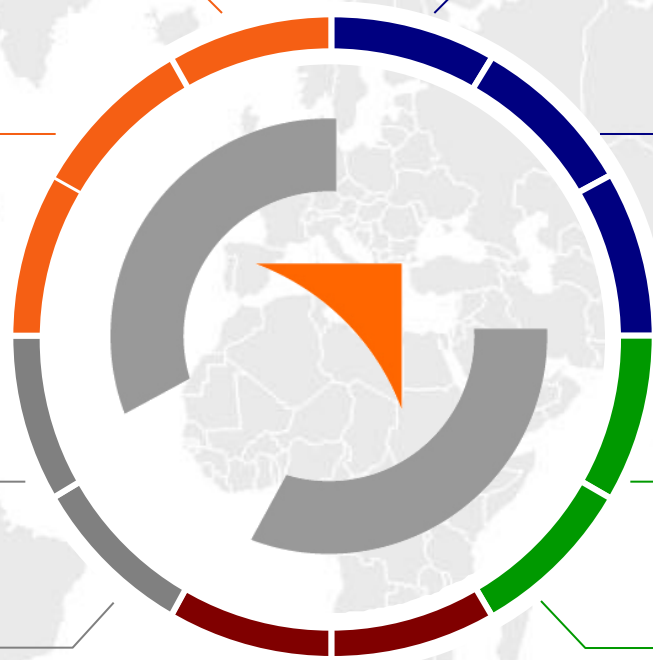
Stockholding trading

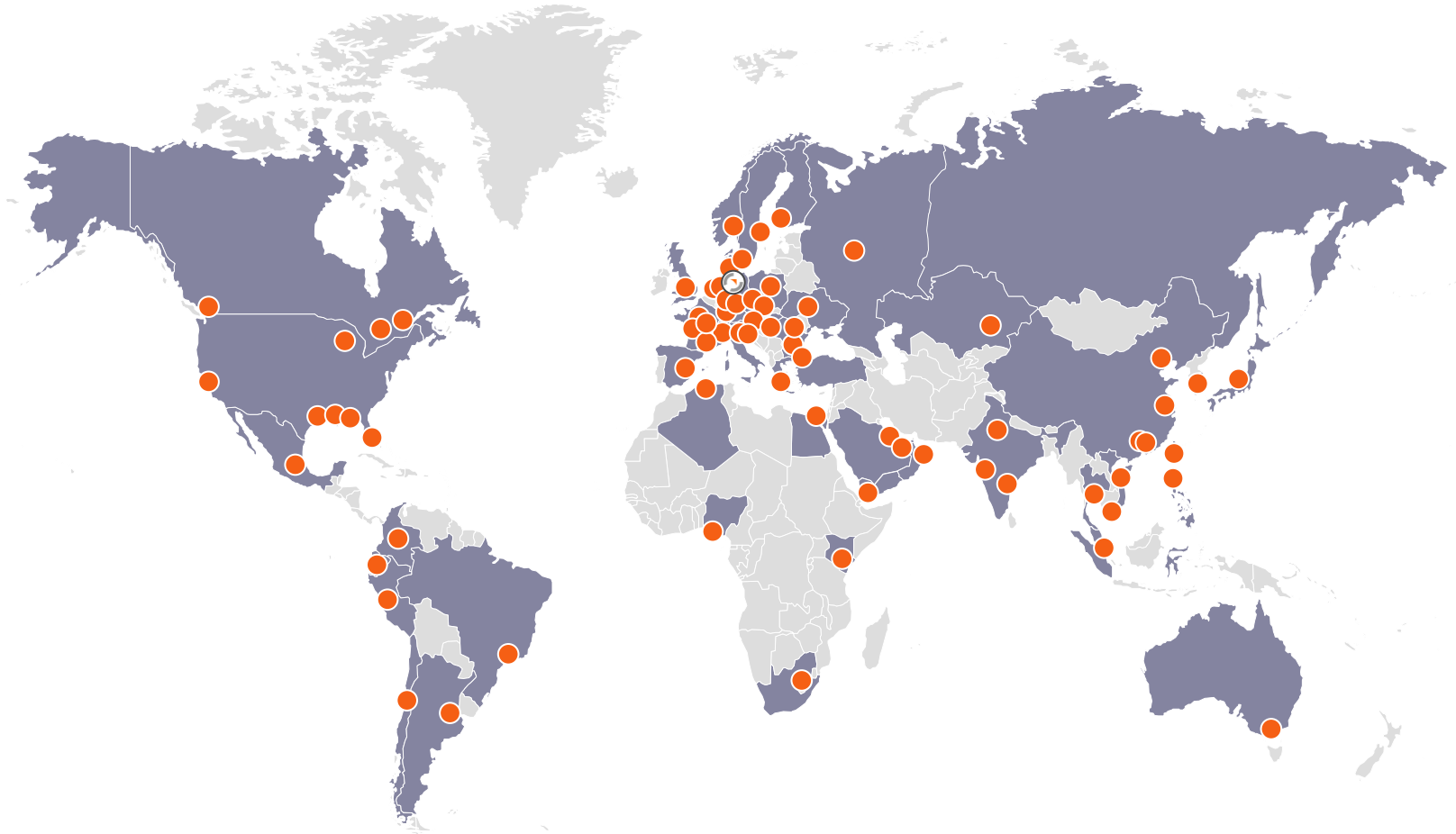
Logistics

International trading

Injection molding machinery

Beverage filling plants





- Crude steel production 2013: 7.1 million tons; trading volume: 5.9 million tons;
- Among the top 3 producers of beverage filling und packaging machinery

Salzgitter AG

Salzgitter Mannesmann / Salzgitter Klöckner-Werke

BU Strip Steel	BU Plate / Section Steel	BU Energy	BU Trading	BU Technology	Other / Consolidation
Salzgitter Flachstahl	Ilsenburger Grobblech	Mannesmannröhren- Werke	Salzgitter Mannesmann Handel	KHS	Verkehrsbetriebe Peine-Salzgitter
Salzgitter Europlatinen	Salzgitter Mannesmann Grobblech	Europipe 50%	Salzgitter Mannesmann Stahlhandel	KHS Corpoplast	Hansaport 51%
Salzgitter Baulemente	Peiner Träger	Salzgitter Mannesmann Line Pipe	Salzgitter Mannesmann International	KHS Plasmax	Gesis Gesellschaft für Informationssysteme
Salzgitter Mannesmann Stahlservice	HSP Hoesch Spundwand und Profil	Salzgitter Mannesmann Großrohr	Universal Eisen und Stahl	Klöckner DESMA Elastomertechnik	Telcat
	DEUMU Deutsche Erz- und Metall-Union	Salzgitter Mannesmann Precision		Klöckner DESMA Schuhmaschinen	Salzgitter Mannesmann Forschung
		Salzgitter Mannesmann Stainless Tubes			Salzgitter Automotive Engineering
		Hüttenwerke Krupp Mannesmann 30%			Salzgitter Hydroforming
		Borusan Mannesmann Boru 23%			Aurubis 25%

BU = Business Unit

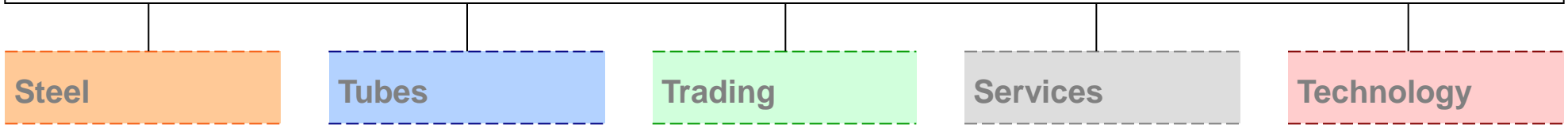
Salzgitter AG Group



External Sales cons.: € 9.2 billion

Employees: 23,164

Internal Sales: € 2.7 billion



Steel

Tubes

Trading

Services

Technology

- **Total Sales:**
€ 3.6 billion

- **Total Sales:**
€ 1.7 billion

- **Total Sales:**
€ 3.9 billion

- **Total Sales:**
€ 1.2 billion

- **Total Sales:**
€ 1.1 billion

- **External Sales:**
€ 2.4 billion

- **External Sales:**
€ 1.4 billion

- **External Sales:**
€ 3.9 billion

- **External Sales:**
€ 0.4 billion

- **External Sales:**
€ 1.1 billion

- **Employees:**
7,091

- **Employees:**
5,431

- **Employees:**
2,142

- **Employees:**
3,600

- **Employees:**
4,738

Previous structure, new group structure as of January 1, 2014



Business Unit Trading

Salzgitter Mannesmann Stahlhandel	Universal Eisen und Stahl	Salzgitter Mannesmann International	Agencies
Salzgitter Mannesmann Stahlhandel GmbH, Duesseldorf <small>15</small>	Universal Eisen und Stahl GmbH, Neuss <small>6</small>	Salzgitter Mannesmann International GmbH, Duesseldorf	Salzgitter Mannesmann (Espana) S.A., Madrid, Spain
Salzgitter Mannesmann Staalhandel B.V., Oosterhout, The Netherlands <small>2</small>	Universal Steel America Inc. Houston, USA <small>2</small>	Salzgitter Mannesmann International (USA) Inc., Houston/Texas, USA <small>2</small>	Salzgitter Mannesmann (France) S.A.R.L., Paris, France
Stahlcenter Baunatal GmbH, Baunatal	Universal Steel Holland B.V., Papendrecht, The Netherlands	Salzgitter Mannesmann International (Canada) Inc., Vancouver, Canada <small>2</small>	Salzgitter Mannesmann (Italia) S.r.l., Mailand, Italy
Hildesheimer Stahlhandel GmbH & Co. KG, Hildesheim	Universal Acier (France) Lyon, France	Salzgitter Mannesmann International (HK) Ltd, Hong Kong <small>6</small>	Salzgitter Mannesmann (Scandinavia) AB, Malmö, Sweden
Salzgitter Mannesmann Stahlhandel Sp. z o.o, Slupca, Poland <small>3</small>	Universal OCEL spol. S.r.o. Prag, Czech Republic	Salzgitter Mannesmann Trade (Beijing) Co. Ltd, China	
Salzgitter Mannesmann Stahlhandel s.r.o., Prag, Czech Republic <small>2</small>	Universal Stal Sp. Katowice, Poland	Salzgitter Mannesmann International (Asia) Pte. Ltd. Singapore <small>3</small>	
Salzgitter Mannesmann Acélkereskedelmi Kft, Budapest, Hungary <small>6</small>		Salzgitter Mannesmann Pentasteel International (India) Pvt. Ltd., Mumbai, India	
Salzgitter Mannesmann Distributie S.R.L., Bukarest, Romania <small>2</small>		Salzgitter Mannesmann International (Mexico), S.A. de C.V., Mexico	
		Salzgitter Mannesmann International do Brasil Ltda., Sao Paulo, Brasil	
		Offices: Moscow/Russia, Dubai/ UAE, Almaty/ Kazakhstan, Katowice/ Poland	

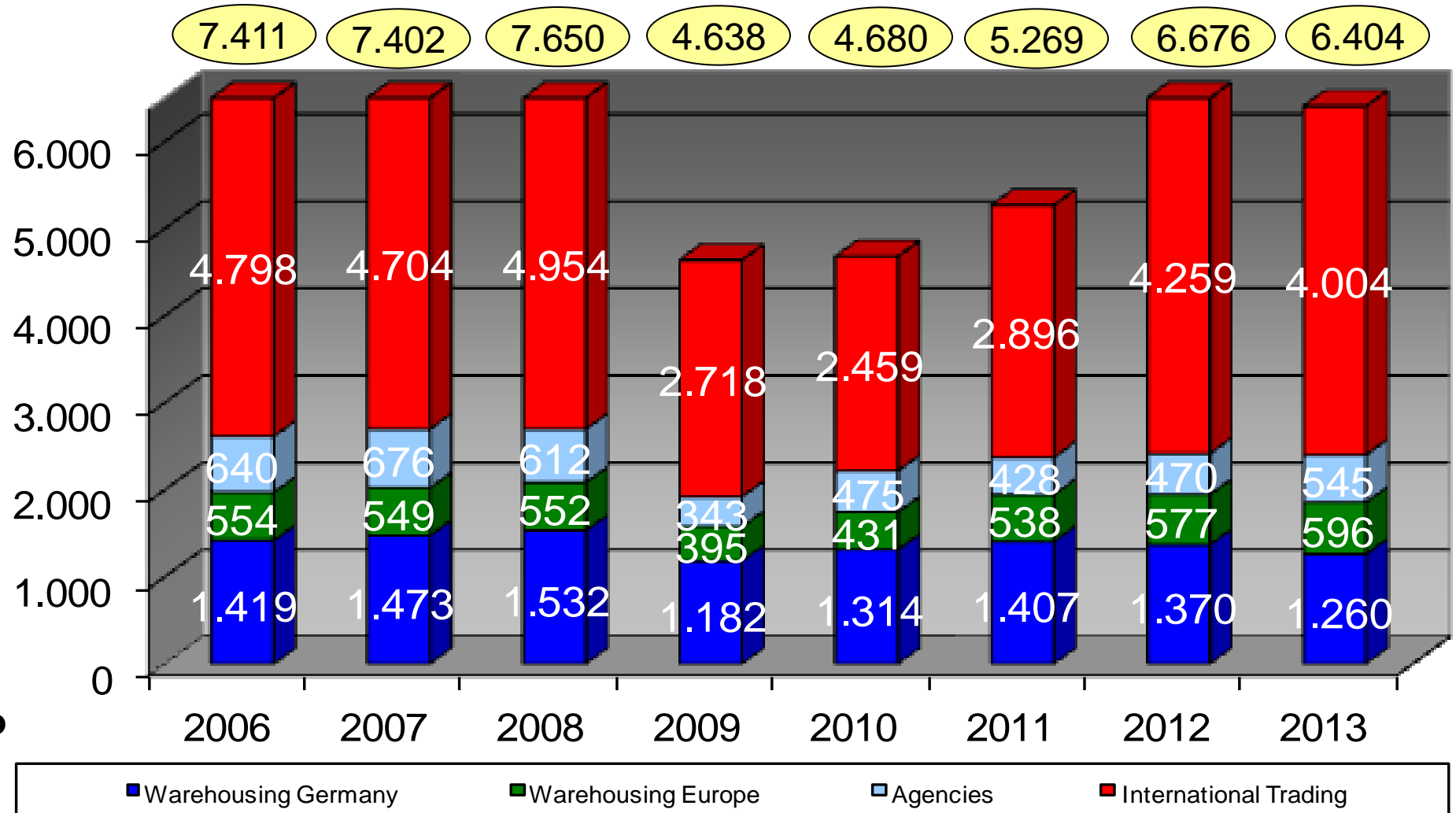
Salzgitter Mannesmann Handel GmbH, Düsseldorf *)

Salzgitter Mannesmann Stahlhandel Germany Europe		Universal Eisen und Stahl	Salzgitter Mannesmann International	Agencies
3 companies with 17 locations	7 companies with 19 locations	6 companies with 18 locations	10 companies with 34 locations	4 companies with 8 locations
sales : 1.260 Tt	sales : 595 Tt	sales : 269 Tt	sales : 4.004 Tt	sales : 540 Tt
sales : 945 Mio. EUR	sales : 368 Mio. EUR	sales : 271 Mio. EUR	sales : 2.419 Mio. EUR	sales : 5 Mio. EUR
employees : 1.138	employees : 396	employees : 460	employees : 227	employees : 28

Sales: 6.667 Tt Sales: 4.008 Mio. EUR Employees: 2.393
96 locations in 43 countries

*) 2013 excl.SSCs

Trading Division



* incl. Agencies

Warehousing Germany & Europe



Warehousing Germany & Europe





Salzgitter Mannesmann Stahlhandel, Düsseldorf

Locations

Berlin, Düsseldorf, Fürth, Gladbeck,
Hamburg, Hannover, Köthen, Zeithain,
Mannheim, Mülheim, München,
Plochingen, Strasbourg

Employees

1.085

Profile

- supraregional distributor in Europe
- full assortment of steel and tubes
- strong market penetration with extensive presence
- complete program in steel processing
- „principle of open warehouses“
- customer orientation („one-face-to-the-customer“)



**Salzgitter Mannesmann
Stahlhandel, Düsseldorf**

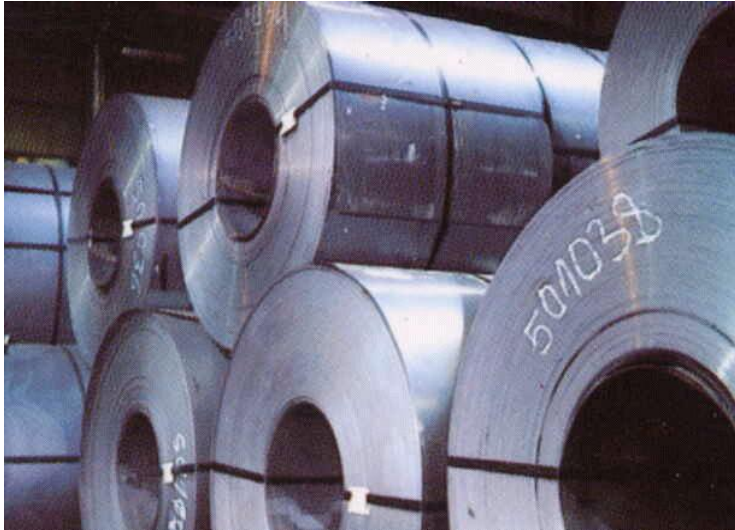
Locations

Berlin, Düsseldorf, Fürth, Gladbeck,
Hamburg, Hannover, Köthen, Zeithain,
Mannheim, Mülheim, München,
Plochingen, Strasbourg

Employees

1.085

	Shipments (in tto)	Sales (in Mio. EUR)
2011	1.391	1.190
2012	1.354	1.091
2013	1.245	930



Stahlcenter Baunatal, Kassel

Location

Kassel

Employees

22

Profile

- service center
- just-in-time-supply of steel and metal products to Volkswagen – logistic center
- exclusively for VW-plant Kassel

**Hildesheimer
Stahlhandel,
Hildesheim**

Location

Hildesheim

Employees

31

Sales

15 tto

Profile

- regional warehousing / distributor
- end user business



Salzgitter Mannesmann Stahlhandel, Oosterhout

Locations

Oosterhout, Drachten

Employees

111

Profile

- biggest sections trader in the Netherlands
- cost leader
- market share sections / profiles approx. 30%



**Salzgitter Mannesmann
Stahlhandel,
Oosterhout**

Locations

Oosterhout, Drachten

Employees

111

	Shipments (in tto)	Sales (in Mio. EUR)
2011	184	134
2012	192	137
2013	175	131

**Salzgitter
Mannesmann (UK),
Scunthorpe**

Locations

**Harrogate, Great Britain
Scunthorpe, Great Britain**

Employees

19

Sales

128 tto

Profile

- **supraregional distributor in Great Britain**
- **main market stockholding customers, defined end user business**
- **agent for Salzgitter production companies**

**Salzgitter
Mannesmann
Stahlhandel, Austria**

Locations

Gratkorn, Klagenfurt

Employees

114

Sales

49 tto

Profile

- **supraregional distributor in Austria**
- **full assortment of steel and tubes**
- **complete program in steel processing**

**Salzgitter Mannesmann
Stahlhandel, Slupca**

Locations

**Slupca, Poland
Rogozno, Sosnowiec, Poland**

**Salzgitter Mannesmann
Stahlhandel, Prague**

Locations

**Prague, Czech Republic (sales office)
Lutin, Czech Republic (warehouse)**

**Salzgitter Mannesmann
Stahlhandel, Budapest**

Locations

**Budapest, Tápiószele, Ajka,
Balmazújváros, Nyíregyháza (Hungary)**

**Salzgitter Mannesmann
Stahlhandel, Bukarest**

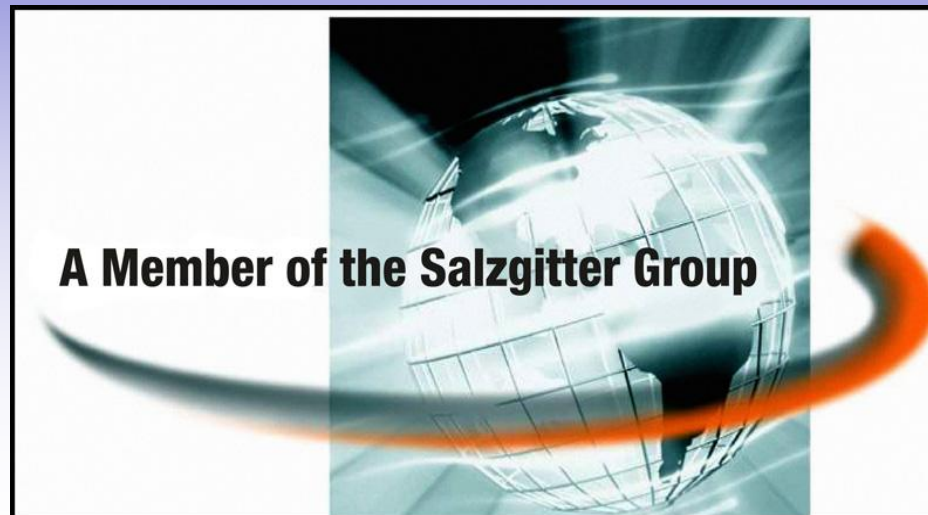
Locations

**Bucharest, Romania
Giurgiu, Romania**

Profile

- supraregional distributors/ warehousing
- end user business

Warehousing Germany & Europe Plates



Warehousing Germany & Europe Plates



18 locations in 11 countries with 460 employees



Universal

Locations

Neuss, Stuttgart, Hannover, Houston,
Lyon, Nürnberg, Papendrecht, Prag,
Ruda Slaska, Viersen, Zwickau,
Chicago

Employees

460

Profile

- plates specialist esp. for special quality pipes
- supraregional distributor in Europa
- full service company
- self-owned logistic with vehicle fleet
- flexible processing facilities

Warehousing Germany & Europe Plates



Universal

Locations

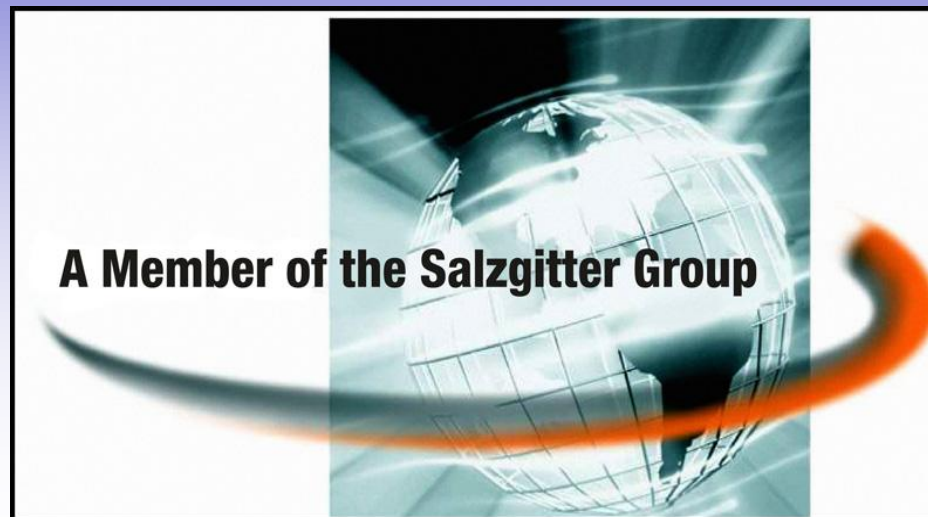
Neuss, Stuttgart, Hannover, Houston, Lyon, Nürnberg, Papendrecht, Prag, Ruda Slaska, Viersen, Zwickau, Chicago

Employees

460

	Shipments (in tto)	Sales (in Mio. EUR)
2011	263	329
2012	295	328
2013	268	271

European Agencies



European Agencies



GB_12/2011

8 locations in 6 countries with 28 employees

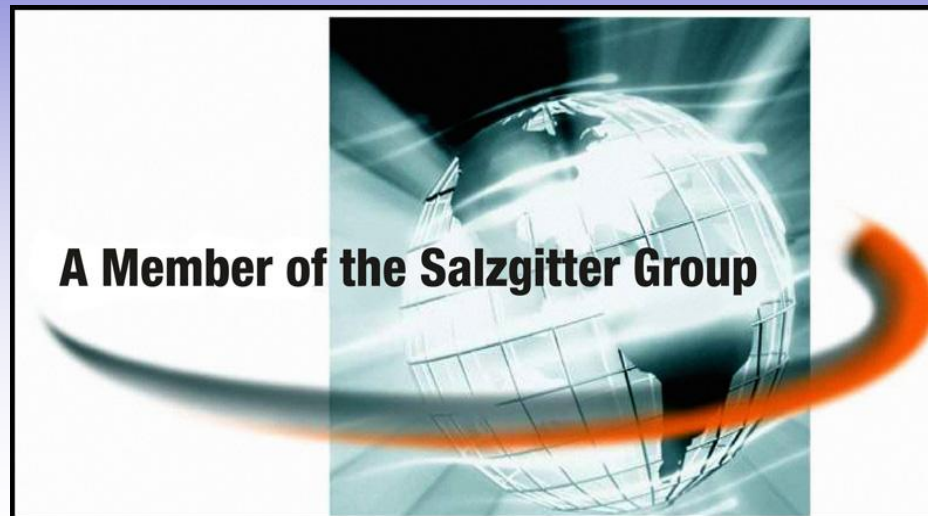
European Agencies

Salzgitter Mannesmann (Italia), Mailand	Location	Milano, Italy
Salzgitter Mannesmann (France), Paris	Location	Paris, France
Salzgitter Mannesmann (España), Madrid	Location	Madrid, Spain
Salzgitter Mannesmann (Scandinavia), Malmo	Locations	Kopenhagen, Denmark Oslo, Norway Helsinki, Norway Malmo, Sweden Stockholm, Sweden

Profile

- Agencies for Salzgitter production companies with approx. 550 tt.

International Trading





34 locations in 26 countries with 227 employees



Salzgitter Mannesmann International, Düsseldorf

Location

Düsseldorf

Employees

128

Profile

- global presence in key markets
- only trading and project business, no warehousing or service center activities
- product-wise structured sales organization (exp.: Africa)
- highly effective trading operation and international competence center with complex back office / service structur (transporting, finance etc.)



**Salzgitter Mannesmann
International,
Düsseldorf**

Location

Düsseldorf

Employees

128

	Shipments (in tto)	Sales (in Mio. EUR)
2011	2.280	1.836
2012	3.533	2.543
2013	3.344	2.005



Salzgitter Mannesmann International (USA), Houston

Locations

**Houston (USA)
Chicago (USA)**

Employees

27

Profile

- trading business
- complete range of steel products
- warehousing in US market for line pipes



**Salzgitter Mannesmann
International (USA),
Houston**

Locations

**Houston (USA)
Chicago (USA)**

Employees

27

	Shipments (in tto)	Sales (in Mio. EUR)
2011	314	271
2012	403	379
2013	370	263

**Salzgitter Mannesmann
International (Canada),
Vancouver**

Locations

**Vancouver, Canada
Toronto, Montreal, Canada**

**Salzgitter Mannesmann
International (Mexico),
Mexico**

Locations

Mexico City, Mexico

**Salzgitter Mannesmann
do Brasil Ltda.,
Brasilien**

Locations

Sao Paulo, Brasilien

Profile

- trading business
- complete product range of steel

**Salzgitter Mannesmann
International (HK),
Hong Kong**

Locations

**Hong Kong, Beijing, Taipeh,
Shanghai, Guangzhou (China)**

**Salzgitter Mannesmann
International (Asia),
Singapore**

Locations

**Singapore
Ho Chi Minh (Vietnam)**

**Salzgitter Mannesmann
Pentasteel International
(India), India**

Location

**India
Mumbai**

Profile

- trading business
- complete product range of steel