

EHG Group of Companies

Individual solutions for the
discerning customer.





» Content

We think in terms of solutions because we have our customers' success in mind.

At EHG we've dedicated ourselves unconditionally to the success of our customers. And our customers are successful when we ask the right questions, have innovative ideas and offer customised solutions. In steel and metal.

So, what is so special about EHG and what does that mean for our customers? Quite simply, we think in terms of solutions, not products. And this is something all of our motivated and responsibly minded employees will affirm.



5	Solutions
7	Locations
9	Employees
11	Consultancy
13	Processing
15	Logistics
17	E-business
19	Outsourcing
21	Mission / vision
22	Facts and figures



» Solutions

We offer solutions that work so that our customers can excel.

Our strength lies in looking at the whole. This allows us to create, day in, day out, intelligent solutions tailored to the customer's specific requirements.

We keep the bigger picture in mind, and the details under control.

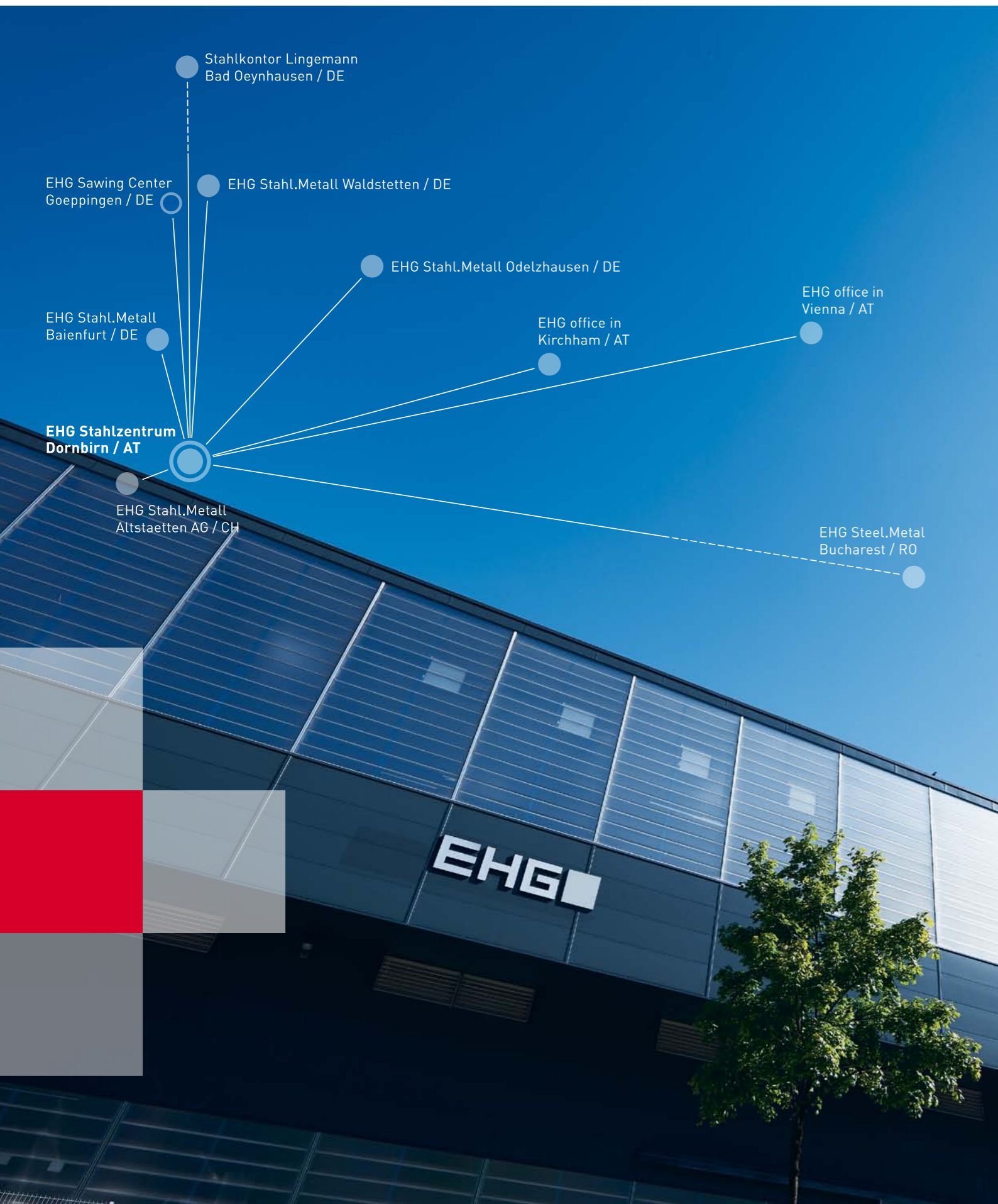
We base the way we operate around our customer's perspective. This means that, in addition to steel and metal, we also focus on smooth processes and continuous supply chains. With services such as EHG Complete, we no longer simply play the role of supplier, but act as service provider and partner.

We are never satisfied.

We continue to develop ourselves and our work, always driving ahead with optimising our product portfolio. This is because a significant part of our work is motivated by offering our customer tailored solutions.

Including even greater customer focus and innovations we use to help provide our customers with impressive competitive advantages.





» Locations

A group with ten locations. Working together creates strength – both for us and our customers.

EHG's head office in Dornbirn has seen the company go from strength to strength since 1963; however, it is only by working together with our other sites that these individual parts for to create a strong unified entity: EHG.

For us, larger also means stronger.

As a group of companies with various locations, not only are we larger, we're stronger, too. For EHG, size isn't an end in itself, but ultimately a means of achieving customer orientation. Each of the subsidiaries strengthens the Group by contributing specific expertise and experience. Our customers profit from this.

EHG LOCATIONS:

- _ EHG Stahlzentrum Dornbirn (AT)
- _ EHG office in Kirchham (AT)
- _ EHG office in Vienna (AT)
- _ EHG Stahl.Metall Baienfurt (DE)
- _ EHG Stahl.Metall Waldstetten (DE)
- _ EHG Stahl.Metall Odelzhausen (DE)
- _ Stahlkontor Lingemann (DE)
- _ EHG Stahl.Metall Altstaetten (CH)
- _ EHG Steel.Metal Bucharest (RO)

Locations with the best future prospects.

In total, the EHG Group has more than ten locations in Austria, Germany, Switzerland and Romania. This not only ensures proximity to our customers, it also means greater capacity and flexibility.

We are already planning future capacities today in order to be able to resolve the challenging tasks of the future even better, faster and more efficiently.





» Employees

Our employees are the future of EHG, because the company grows with each and every one of them.

The people who work for EHG all have some important things in common: the ability to work responsibly, think unconventionally and consistently question the status quo. This forms the core of EHG's unique corporate culture, where quality of work and quality of life mutually serve and strengthen one another.

Cooperation and collaboration.

Working well means working together. This is why we here at EHG value collaboration and mutual appreciation, both within the company and without, irrespective of duties and positions. Flat hierarchies, short paths and quick decisions ensure a pleasant working environment.

Values that are important to us.

Trust is our most important value; this applies within the company, but also of course in the relationships we have with our customers. The way we work is marked by mutual respect and consistent action. We ensure this by defining clear, ambitious objectives and reviewing the extent to which they are achieved.

And, EHG aims to impress: our customers with our first-class services, and our employees with attractive employment conditions and a well-thought out corporate strategy.

Best prospects for the future.

If a company wants to grow, it also has to grow its employees. This is why we expect and encourage the professional and personal development of each and every one. In all areas of the business, in all locations.





» Consultancy

EHG products, services and consultancy all have one thing in common: the utmost quality.

Good consultancy requires closeness. We know the individual requirements of our customers and their markets like the back of our hand and are therefore able to provide good, professional advice. For EHG, ongoing personal dialogue with our customers is a key component of our corporate philosophy. And the basis for custom-made solutions.

Consultancy and fairness belong together.

The name EHG stands for professional advice as well as openness, reliability and fairness. We also consider the cooperative partnerships we have with our customers and suppliers part of this.

Partnerships start with understanding.

Not only do we know steel and metal, we also know how to listen – and to understand. Our understanding of customer wishes and current developments on the markets guarantees EHG will provide the highest quality advice. The great advantage of a partnership with EHG lies in our philosophy that is consistently holistic.



» Processing

Our top offer for processing is Europe's leading cutting and sawing centre.

One thing is certain: any company capable of concentrating on its actual tasks has already won half the battle. One of EHG's core competencies is its processing. We undertake this for many of our customers in Europe's most modern cutting and sawing centre.

THIS IS WHAT WE NEED FOR OPTIMUM PROCESSING. WHO OFFERS MORE?

- _30 highly modern crane systems
- _8 fully automated high-bay warehouses
- _40 automatic band and circular saws
- _1 aluminum-panel saw
- _3 steel-panel saws
- _2 fully automated sawing centers
- _2 tube laser systems
- _5 automatic bending machines
- _5 bar cutting machines
- _5 mesh cutting and bending systems
- _1 fully automated blasting and conservation system
- _1 automatic washing system
- _1 belt shot blaster machine
- _1 Trowaliser/Barrel finishing system

Millions of saw cuts a year.

We make thousands every day – which is why we're so good at them. Our products are, in the truest sense, cut to size for the individual needs of our customers. Precise, reliable, of the highest quality, and naturally on time.

This ensures planning reliability and security of investment – which also contributes to EHG's consistent customer focus.





» Logistics

We can hardly express in words what we have in stock.

So, let's talk numbers instead: 45,000 tonnes, 15,000 items and over 150 grades. And rising. Even we find these numbers impressive. But that's not the point, it's the benefit to the customer that counts.

A full-service provider with a full warehouse.

Any company with 45,000 tonnes and 15,000 items in stock can offer its customers a great deal. Above all, an enormous selection and utmost delivery reliability. As a full-service provider for steel and metal, we have one of the best stocked warehouses in Central Europe.

WE HAVE THE FOLLOWING IN STOCK FOR YOU:

- _ High-quality steel
- _ Stainless steel
- _ Bright steel
- _ Non-ferrous metals
- _ Sheet metal
- _ Tubes
- _ Hollow profiles
- _ Supports
- _ Steel bars

We also love going on tour.

We also let the numbers do the talking in supply logistics: our 35 company HGVs deliver 600 tonnes of material to their destinations. Every day, on time and without fail. Our customers therefore profit from our high delivery standards. Even with the tightest of deadlines, there is no need to worry about downtime – you can rely on us to deliver your steel and metal.

We make daily deliveries within our core regions, and two to three times a week in our other sales areas.

THE EHG SALES AREAS:

- _ AUSTRIA
- _ SOUTHERN GERMANY
- _ NORTHERN GERMANY
- _ SWITZERLAND
- _ NORTHERN ITALY
- _ ROMANIA
- _ CEE





» E-business

Classic or digital – we are open to any type of communication.

EHG Classic

The classic form of order processing: enquiry, quotation, order, delivery, invoicing. We process the delivery based on the order, reliably and on time.

FEATURES OF EHG CLASSIC:

- _Classic processing: enquiry, quotation, order, delivery and invoicing
- _Direct and personal communication
- _Reliable delivery

EHG Webshop

The EHG Webshop significantly increases process efficiency. It gives you an immediate overview of over 15,000 items in more than 120 different grades – 24 hours a day, 7 days a week. Registered users can also make calculations using their latest individual material and processing prices, and place their orders easily via the EHG Webshop. The choice of delivery dates guarantees timely provision and a well-functioning supply chain.

FEATURES OF EHG WEBSHOP:

- _Fast, comprehensive online calculation, 24 hours, seven days a week
- _Customised, up-to-date material and processing prices for registered users
- _Time-saving order administration
- _Electronic invoicing
- _Electronic test report archive

EHG EDI

EHG EDI is a by-word for cutting-edge, electronic data interchange (EDI). This 100% digital processing via a 1:1 data connection covers all bases: order transfer, order confirmation, delivery note and invoice – all as data records. Apart from rationalising procurement, this digitalisation results in a reduction in possible sources of error and thus the creation of smooth, economical processes.

FEATURES OF EHG EDI:

- _Rationalisation and lower burden on operational purchasing
- _Complete digitalisation eliminates paper-based processes
- _Reduced lead times without manual interruptions
- _Automated data transfer prevents errors
- _Additional services such as customised labelling



» Outsourcing

Reduce your outlays while raising your potential profits. With EHG Complete.

Internal warehousing and processing activities, with fluctuating utilisation, raw material warehouses, remaining stock storage, and unproductive areas for materials handling and processing are expensive and uneconomical. EHG Complete is the solution, as targeted outsourcing allows you to concentrate entirely on your core competencies.

Outsourcing with EHG Complete provides a range of important advantages:

- _Flexibility
- _Scheduling reliability
- _Increased efficiency
- _Higher quality
- _Economic advantages

EHG also permanently provides the best prices, putting an end to short-term price fluctuations. And you profit from factory purchasing conditions that only a company like EHG can offer.

Full integration maximises the chances of success. EHG Complete is the outsourcing of warehousing and processing combined with automated order processing using a 1:1 data connection. It means the uncompromising, confident and yet profitable form of partnership with a leading Central European steel and metal service provider. With EHG.

FEATURES OF EHG COMPLETE:

- _No warehouse of your own and no capital commitment
- _No remaining stocks in the warehouse
- _EHG warehouse ensures scheduling reliability of materials supply
- _Reduced lead times by avoiding manual administrative processes
- _Fully digitalised order processing from order to invoice
- _Processing with state-of-the-art machinery
- _Additional services such as labelling, quality assurance, test report databases and more
- _Error prevention thanks to automatic data transfer
- _More efficient and economical operational processes



*Would you like to find out more about EHG Complete?
Then please contact us to arrange an appointment.
We'd be happy to advise you!*

» Mission/vision

Going beyond simply thinking of the vision to understanding and implementing it as a mission. This is what we do.

Visions and strategies are clear promises to make opportunities and ideas a reality in the future. For us and our customers.

The mission as the basis of our vision.

Our mission statement sums up the objective and key principles of the EHG Group in just a few, concise sentences.

“The discerning customer is our yardstick. If the customer is satisfied, we are too. But we don’t stop there; we continue developing ourselves and our work.”

This drive has made us a market leader in the steel trading sector; leading in terms of product variety, the technical equipment used in our operations, and above all, the quality and innovativeness of our services.”

_ We are a stock-holding steel and metal trading company. In order to optimally fulfil our objective, we establish personal relationships with our customers and suppliers.

_ We have a unique range of products available within the German-speaking countries, and offer our customers a broad spectrum of services.

_ Our commercial facilities use cutting-edge technology and we are permanently investing in the future.

_ We deliver solutions for discerning steel- and metal-working customers in heavy industry, commerce, crafts and trade. Our customers profit from the high quality of our services and value the expertise and service of our employees.

_ We cultivate our corporate culture. We place enormous value on collaboration based on personal worth and mutual trust.

_ We are highly efficient and achieve the best performance indicators in the sector. This requires permanent optimisation of processes and technologies and the continuous reviewing of our services.

» Facts and figures

Everything you always wanted to know about EHG but never asked.

Variety and strength can be described in many words, but perhaps it's best to use a few numbers:

EHG IN FIGURES:

- _ Founded in 1963
- _ Around 400 employees
- _ 45,000 tonnes permanently in stock
- _ 15,000 items permanently in stock
- _ More than 150 different qualities
- _ Approx. 50,000 m² floor space
- _ Annual turnover of EUR 215 million
- _ Approx. 6,000 customers
- _ 600,000 order items per year
- _ Delivering 600 tonnes every day
- _ Three million cut lengths per annum
- _ 35 own lorries
- _ Ten locations in Germany, Austria, Switzerland and Romania



Even though EHG can look back on a history of more than 50 years, we are looking forward to an exciting future.

Would you like to find out more about us and our work?
Then please don't hesitate to contact us, we will be more than happy to answer your questions.

www.ehg-steel.com

EHG. **Strength as a group.**

AUSTRIA

**EHG Stahlzentrum
GmbH & Co OG**
Wallenmahd 54
6850 Dornbirn
Austria
T +43 5572 391-0
F ext. 5100
dornbirn@ehg-stahl.com

EHG office in Vienna
Leopold-Boehm-Strasse 10
Level D, Top D49-D51
1030 Vienna
Austria
T +43 1 203 31 51-2640
F ext. 645
wien@ehg-stahl.com

EHG office in Kirchham
Nr. 33 a
4656 Kirchham
Austria
T +43 7619 27 0 75-2620
F +43 7619 27 0 76
kirchham@ehg-stahl.com

GERMANY

**EHG Stahl.Metall
Baienfurt GmbH**
Eisenbahnstrasse 6
88255 Baienfurt
Germany
T +49 751 88 87-0
F ext. 110
baienfurt@ehg-stahl.com

**EHG Stahl.Metall
Odelzhausen GmbH**
Robert-Bosch-Strasse 20
85235 Odelzhausen
Germany
T +49 8134 55 77-0
F +49 8134 55 791-0
odelzhausen@ehg-stahl.com

**EHG Stahl.Metall
Waldstetten GmbH**
Siemensstrasse 2
73550 Waldstetten
Germany
T +49 7171 798 969-0
F ext. 9
waldstetten@ehg-stahl.com

**Stahlkontor
Lingemann GmbH**
Mindener Strasse 14
32547 Bad Oeynhausen
Germany
T +49 57 31 18 00-50
F ext. 20
badoeynhausen@lingemann-stahl.com

SWITZERLAND

**EHG Stahl.Metall
Altstätten AG**
Unterfeldstrasse 8
9450 Altstaetten (SG)
Switzerland
T +41 71 757 38 00
F +41 71 757 38 09
altstaetten@ehg-stahl.com

ROMANIA

EHG Steel.Metal SRL
Str. Delea Veche Nr. 24
Corp D, etaj 4, Modul 2
024102, Sector 2 – Bucharest
Romania
T +40 372 652 976
F +40 372 652 977
bucharest@ehg-steel.com

EHG webshop:
www.ehg-steel.com