

SHORT PROFILE OF THE BENTELER GROUP



BENTELER is a global company engaged in the development, production and distribution of products, systems and services for the automotive, energy and mechanical engineering sectors. We have a skilled workforce of approximately 30,000 employees at 141 locations in 38 countries worldwide, dedicated to delivering a first-class service in production and distribution wherever our customers need us. We use our size and global reach to serve the market flexibly, in cooperation with our business partners.

BENTELER is a family business now owned by the fourth generation of the founding family. Under the management of the strategic holding BENTELER International AG, registered in Salzburg, Austria, business operations are organized in three Divisions: BENTELER Automotive, BENTELER Steel/Tube and BENTELER Distribution. With technological excellence and effective implementation we develop solutions that make a difference – for customers, employees and society.

BENTELER. The family of driven professionals. Since 1876.

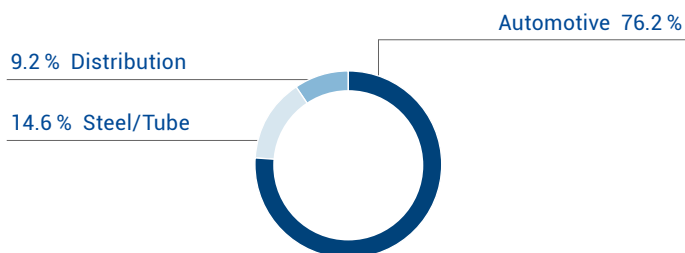
KEY PERFORMANCE INDICATORS 2018

FINANCIAL YEAR 1 JANUARY - 31 DECEMBER

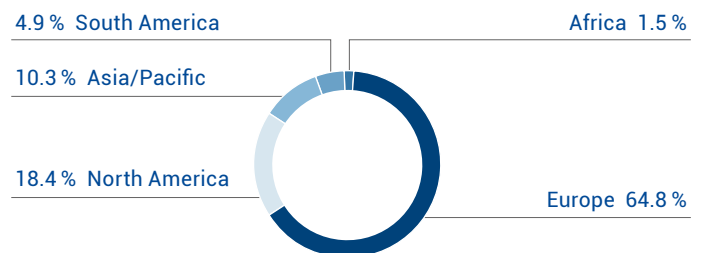
		2018	2017
External revenue	€ MILLION	8,072	7,856
Employees including trainees*	FTE	28,578	27,955
Personnel expenses	€ MILLION	1,455	1,445
Investments	€ MILLION	429	429
Depreciation and amortization	€ MILLION	257	279
Cash flow from profit	€ MILLION	281	403
Shareholders' equity	€ MILLION	1,146	1,102
Equity ratio	%	21.5	21.4
Total assets	€ MILLION	5,332	5,138
EBIT	€ MILLION	119.3	206.8
Consolidated profit	€ MILLION	31.2	100.8

*annual average; measured in full-time equivalents; excluding contract workers

REVENUE BY SEGMENT

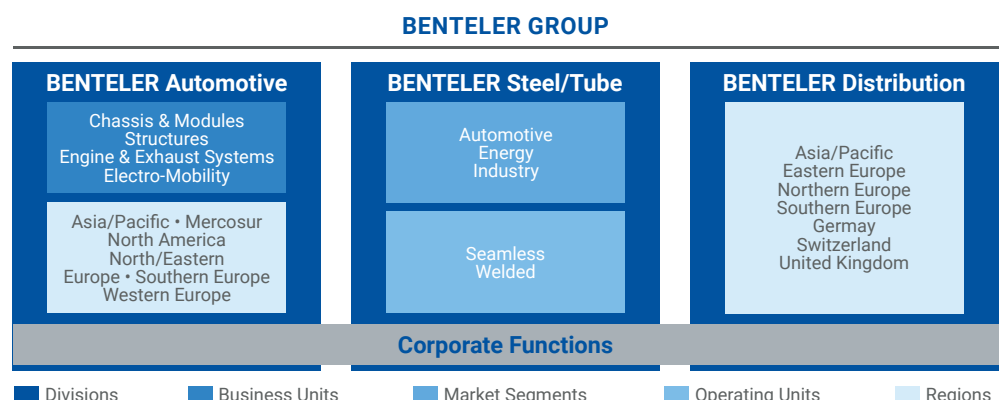


REVENUE BY REGION



GROUP STRUCTURE

Under the management of the strategic holding BENTELER International AG, registered in Salzburg, Austria, the BENTELER Group is organized in three Divisions: BENTELER Automotive, BENTELER Steel/Tube and BENTELER Distribution.



BENTELER INTERNATIONAL AG

The Executive Board of the holding company is responsible for the strategic management of the Group. The Board members are:

- **Ralf Göttel, Chief Executive Officer**
- **Guido Huppertz, Chief Financial Officer**
- **Isabel Diaz Rohr, Board Member**

BENTELER AUTOMOTIVE

BENTELER Automotive is the development partner for the world's leading automobile manufacturers. With around 26,000 employees and more than 70 plants in about 25 countries we develop tailored solutions for our customers. Our products include components and modules for chassis and body, engine and exhaust systems as well as solutions for electric vehicles.

BENTELER STEEL/TUBE

BENTELER Steel/Tube develops and produces steel and seamless and welded quality steel tubes. As one of the leading manufacturers, we offer our customers worldwide solutions along the entire value chain - from material development to tube applications. We create customized tube products for the automotive, energy and industry market segments.

BENTELER DISTRIBUTION

BENTELER Distribution is the leading international distribution partner for high-quality steel tubes and associated services. Our customers are in the mechanical engineering, automotive, energy, construction and ship-building industries. We offer them custom tube solutions, comprehensive first-stage processing and additional customer-specific services – from project support through to completion. And we do this quickly, reliably and worldwide. All thanks to over 100 years of experience in materials, combined with a global sales and logistics network at more than 50 locations in almost 30 countries.

OWNERSHIP STRUCTURE

BENTELER is a family business now owned by the fourth generation of the founding family. Founded in 1876 by Carl Benteler, today the company is owned by Hubertus Benteler Ges.m.b.H. and Dr. Ing. E.h. Helmut Benteler GmbH, each of which has a 50% share.

Hubertus Benteler (born 1946) was himself active in the management of the company for many years. In the early 1980s, he was the fourth generation of the Benteler family to become a member of the Executive Board. On January 1, 1991 Hubertus Benteler became Chairman of the Executive Board. For more than 26 years under his leadership, BENTELER expanded: New plants were added in Europe, Asia and America, the workforce tripled in size and revenue grew from €1.3 billion to around €8.1 billion (2018 financial year). In 2010 the Group holding company moved from Paderborn, Germany, to Salzburg, Austria.

Hubertus Benteler moved from the Executive Board to the Supervisory Board at the beginning of April 2017, passing on the responsibility for executive management of the Group to Ralf Göttel.

RALF GÖTTEL, CEO OF BENTELER INTERNATIONAL AG

Ralf Göttel (born 1966) has been Chief Executive Officer (CEO) of BENTELER International AG since April 2017.

He has responsibility for Strategy and M&A, Group Compliance & Board Affairs, and for the Automotive, Steel/Tube, Distribution Divisions: He is the first non-family CEO of BENTELER International AG to hold the reins of the entire Group from its base in Salzburg. Accordingly the Executive Board is the first non-family Executive Board of BENTELER International AG to manage the entire Group from its base in Salzburg.

Since August 2019, Ralf Göttel is also CEO of the BENTELER Automotive Division, based in Paderborn. He had already been Chairman of the Board of Management of BENTELER Automobiltechnik GmbH from 2014 to 2017. He has been working in the BENTELER Group since 2010 in a number of different managerial positions. Before coming to BENTELER, Mr. Göttel had held various positions of responsibility within the automobile industry. His career started in 1991 when, with a diploma in engineering, he started as a development engineer at a major automobile manufacturer. He studied engineering at RWTH Aachen.

CONTACT

Birgit Held
Vice President Corporate Communications/Marketing
birgit.held@benteler.com
+43 662 2283-101040

www.benteler.com

<https://www.linkedin.com/company/benteler-group/>

<https://www.facebook.com/BENTELER.Career.DACH/>

OUR STORY

BENTELER AT A GLANCE

BENTELER develops solutions that make the difference – for our customers, employees and society. We are passionate about producing safety-relevant products, services and systems for the energy, automotive and engineering sectors that lead to success. And we do that in close proximity and collaboration with our customers. With our technological expertise and strong focus on successful implementation, we keep our promises. At BENTELER we give our all – with courage, ambition and respect – but we never give up. **BENTELER. The family of driven professionals. Since 1876.**

BENTELER
makes it happen