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## MEDIA RELEASE

Interim report on the 3<sup>rd</sup> quarter of 2010

## The Interseroh Group continues on its successful path

**Positive developments sustained through third quarter / Significant rise in earnings vis-à-vis the previous year / Optimistic outlook for the recycling industry**

*Cologne, November 8, 2010* The publicly quoted environmental services provider and raw materials trader INTERSEROH SE continued its successful course in the third quarter. In the first nine months of 2010 the Interseroh Group achieved earnings before taxes (EBT) of EUR 41.9 million, a significant increase over the comparison figure from the previous year of EUR 2.9 million (January to September 2009).

Interseroh profited especially from its wide network of operating sites and trading locations in Germany and abroad, given the rising demand for steel and metal scrap, secondary plastics and recovered paper. Earnings before interest and taxes (EBIT) grew from EUR 17.6 million to EUR 53.2 million. Consolidated sales climbed from EUR 928.6 in the same period of the previous year to EUR 1,449.5 million in the first three quarters of 2010.

“In 2009, in restructuring the Interseroh Group, we created the basis for profiting from forecast growth in the recycling industry. The first three quarters of 2010 demonstrate that we have chosen the right path,” Dr. Axel Schweitzer, INTERSEROH SE’s Chairman of the Board, states.

In the months from July to September EBT was EUR 12.6 million (third quarter of 2009: EUR 7.5 million). EBIT rose over the same period in the previous year from EUR 11.1 million to EUR 16.5 million. At the beginning of fiscal 2010 the definition of Group EBIT was modified (essentially to exclude investment earnings). The previous year's figures were adjusted accordingly. Contribution to sales from the third quarter of 2010 amounted to EUR 481.8 million on a consolidated basis (comparative figure: EUR 350.8 million).

Rising sales quantities and higher purchasing prices for secondary resources, in particular in the steel scrap markets, allowed working capital to increase significantly in the first nine months compared to the balance sheet cut-off date of December 31, 2009. The fact that total assets of the Interseroh Group rose a mere 3 per cent is due above all to eliminations from the scope of consolidation. Net debt remained at the same level.

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## **Developments in the segments**

Benefiting from the good economy, sales quantities in the months January to September 2010 rose compared to the same period in the previous year in all three segments of the Interseroh Group, as did sales revenues.

The *Steel and Metals Recycling* segment contributed the lion's share to this growth. Segment sales jumped from EUR 612.1 in the same period of the previous year to EUR 1,036.9 million in the months from January to September 2010. The reasons for this development were, in addition to high demand for scrap due to the economy, the expansion of Interseroh export competence, as well as the still new alloyed scrap business. While steel scrap prices rose continuously from January to May of 2010, they fell in June and July only to revive in August and September. In the first two quarters the steel scrap tonnage marketed by Interseroh grew continuously and then dropped for seasonal reasons in the summer months of July and August, before rising again in September. Average prices for non-ferrous metals increased until April, dropped slightly in May and were up again moderately in June.

In the *Services* segment all services contributed to positive sales growth. Sales were up from EUR 224.8 million to EUR 332.2 million. In the field of household sales packaging Interseroh continued to forego business that fails to cover costs. Nevertheless, the Executive Board is anticipating a share in the light packaging market of 18 percent by the end of the fiscal year. This allows Interseroh to take up the top market position behind the former monopolist.

Positive developments in the first half of the year in the *Raw Materials Trading* segment carried on in the third quarter. As a result of the sale of INTERSEROH France S.A.S., the sales of which were consolidated only until June 30, 2010, sales fell in the first three quarters compared to the previous year from EUR 109.7 million to EUR 107.7 million, while sales of the subsidiaries consolidated in the Raw Materials Trading segment grew as at September 30, 2010. The excellent order levels of European paper factories, predicated on economic factors, remained stable. The demand for recovered paper was similarly high. Prices were clearly above the level of the same period in the previous year. Both demand for, and prices of, secondary plastics rose slightly in comparison to the first half of 2010, particularly in the PET area. Demand for secondary plastics hovered at the previous year's level, while prices were approximately 10 percent higher. As a result of greater wood quantities for treatment in the third quarter, the pressure on acceptance prices relaxed. Correspondingly, trading prices softened slightly.

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## Outlook

For the year as a whole, the Executive Board is anticipating a quite considerable rise in earnings vis-à-vis the previous year. EBT of the Interseroh Group is approximating pre-crisis levels after three quarters in the current fiscal year. The continued rise in raw materials demand forecast will result in positive, albeit volatile, market developments.

“The need for raw materials will continue to increase over the next few years, especially due to strong growth in China. At the same time the importance of secondary resources is growing, due to the limited availability of primary raw materials. In the Interseroh Group, we have set our course so as to participate significantly in this development,” Dr. Axel Schweitzer explains.

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