



# interseroh

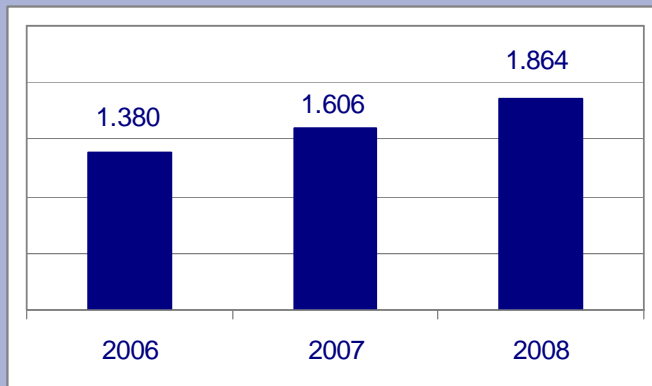
Introduction Interseroh  
The different system

Ravenna, 30 September 2009



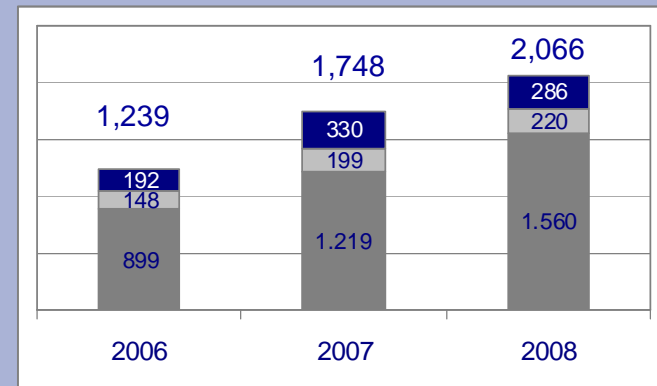
# Continuous growth proofs our successful business model

## Growth of workforce\*



\*Annual average

## Growth of turnover\*\*



\*\*in million Euro

■ Services ■ Raw-materials Trade ■ Steel and Metals Recycling

## Processing/Trading of Secondary Raw Materials (in tons)

	2008	2007
Steel scrap	3,273,900	3,266,900
Scrap metal	351,650	288,300
Recovered paper and kraft paper sacks	1,402,400	1,306,900
Waste wood	492,600	668,600
Plastics	182,300	161,700
Other secondary raw materials	68,700	79,100
Compounds	390	2,700
<b>Total</b>	<b>5,771,940</b>	<b>5,771,200</b>

# INTERSEROH – a company under the umbrella of ALBA Group

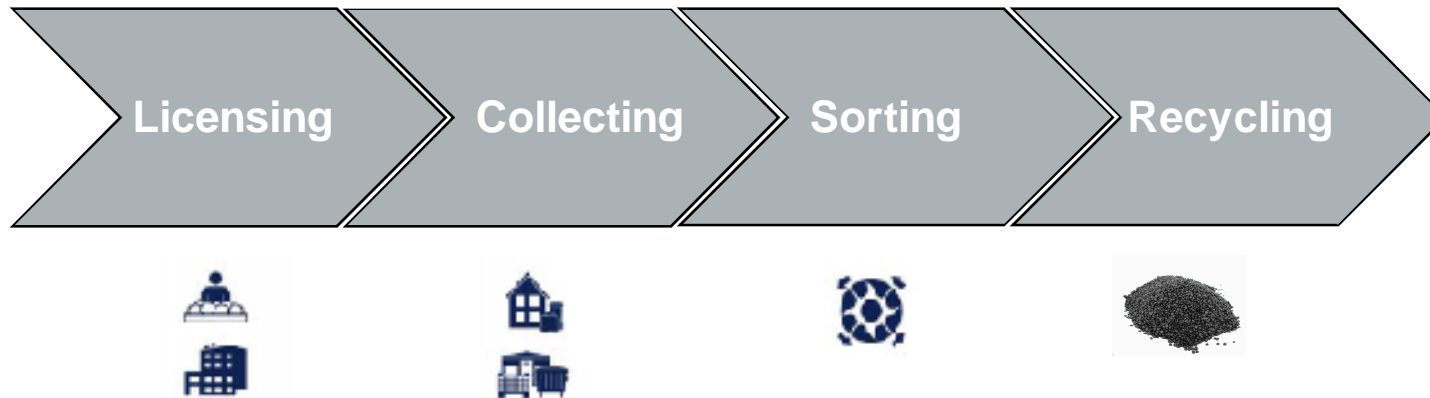
<b>Turnover:</b>	3.1 billion Euro
<b>Employees:</b>	9,000
<b>Locations:</b>	more than 200 in Germany, and other European countries as well as some investments in Asia and the USA

## ALBA Group – vertical organisation along the value added chain by cooperation of ALBA and INTERSEROH:

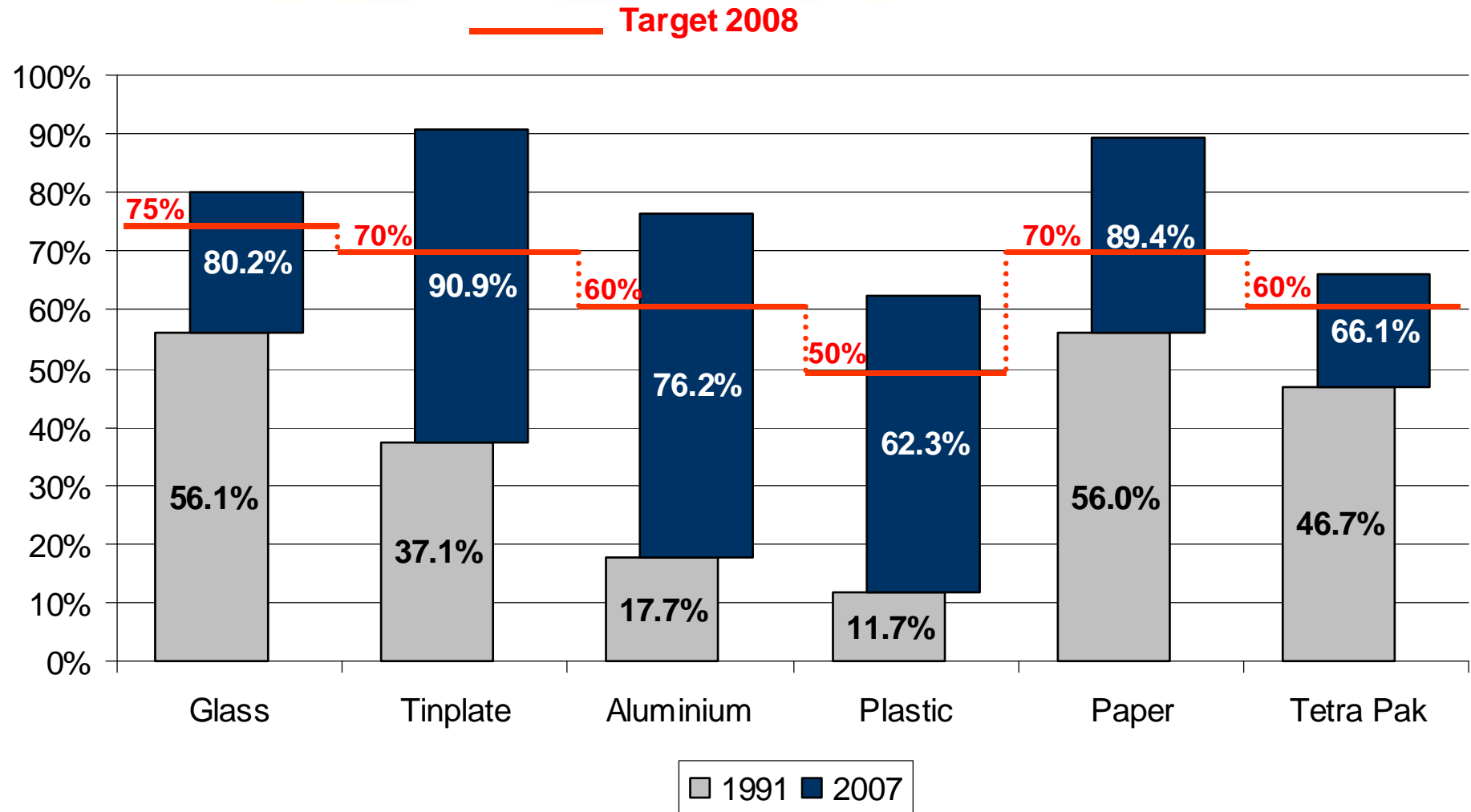
- **INTERSEROH – acting independently** beside ALBA AG under the umbrella of ALBA Group
- **Covering the complete value added chain** of the so called Urban Mining defined process of collecting, processing and trading of raw materials (**INTERSEROH: service provider and raw materials trader; ALBA collects, sorts and processes secondary raw materials; e.g. next page**)
- Significant **strengthening of the own position compared with competitors by focusing on the strengths** of both company groups (for example bundling streams of materials)
- **Developing INTERSEROH** to the leading raw materials provider and environmental service provider in Europe

# The „usual“ value chain of the system business

The „usual“ value chain ends with „usual“ recycling

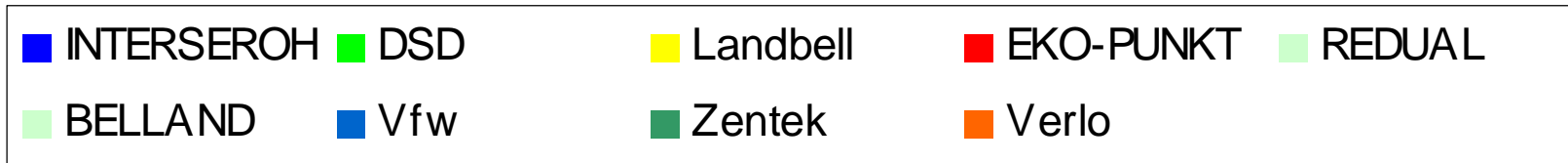
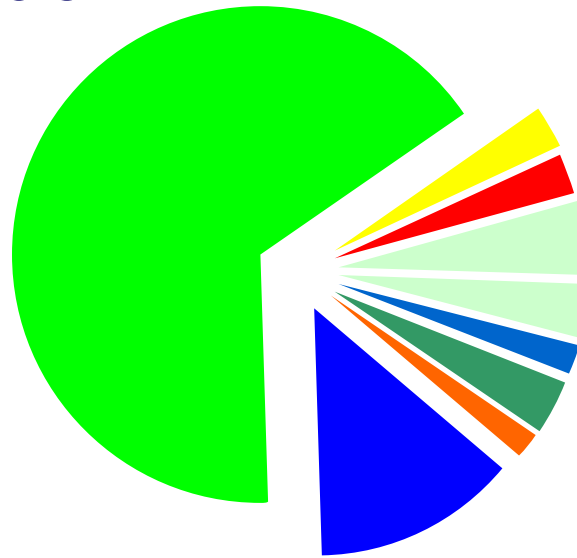


# Development of Recycling quota for German Packaging Material



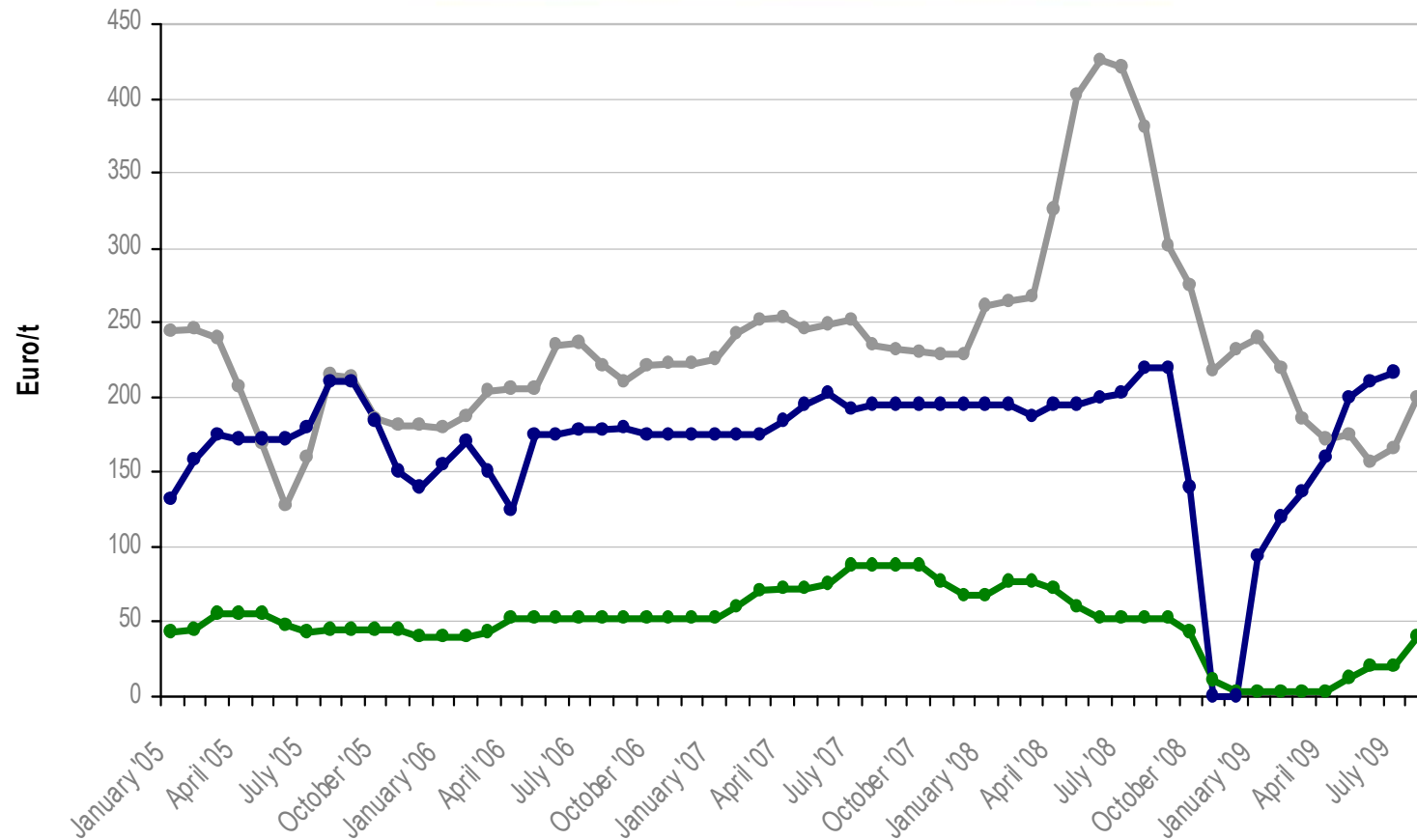
# Market share dual system (2009)

The system changed from monopol to competition by pressure from Brussels





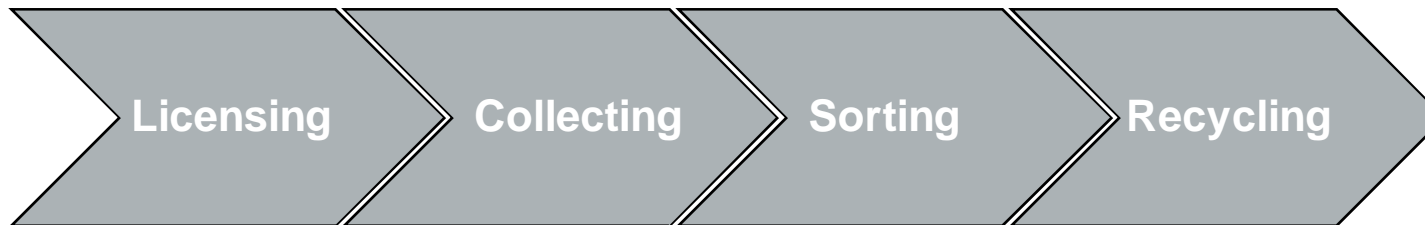
# Raw Materials Price Development (average prices 2005 to mid-2009, euros/ton)



- Steel scrap (E2 / New scrap)
- Plastics (mixed PE foil)
- Recovered paper (mixed papers and board, sorted)

# The different system: Strength of ALBA Group

Interseroh and ALBA covering the complete value added chain



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