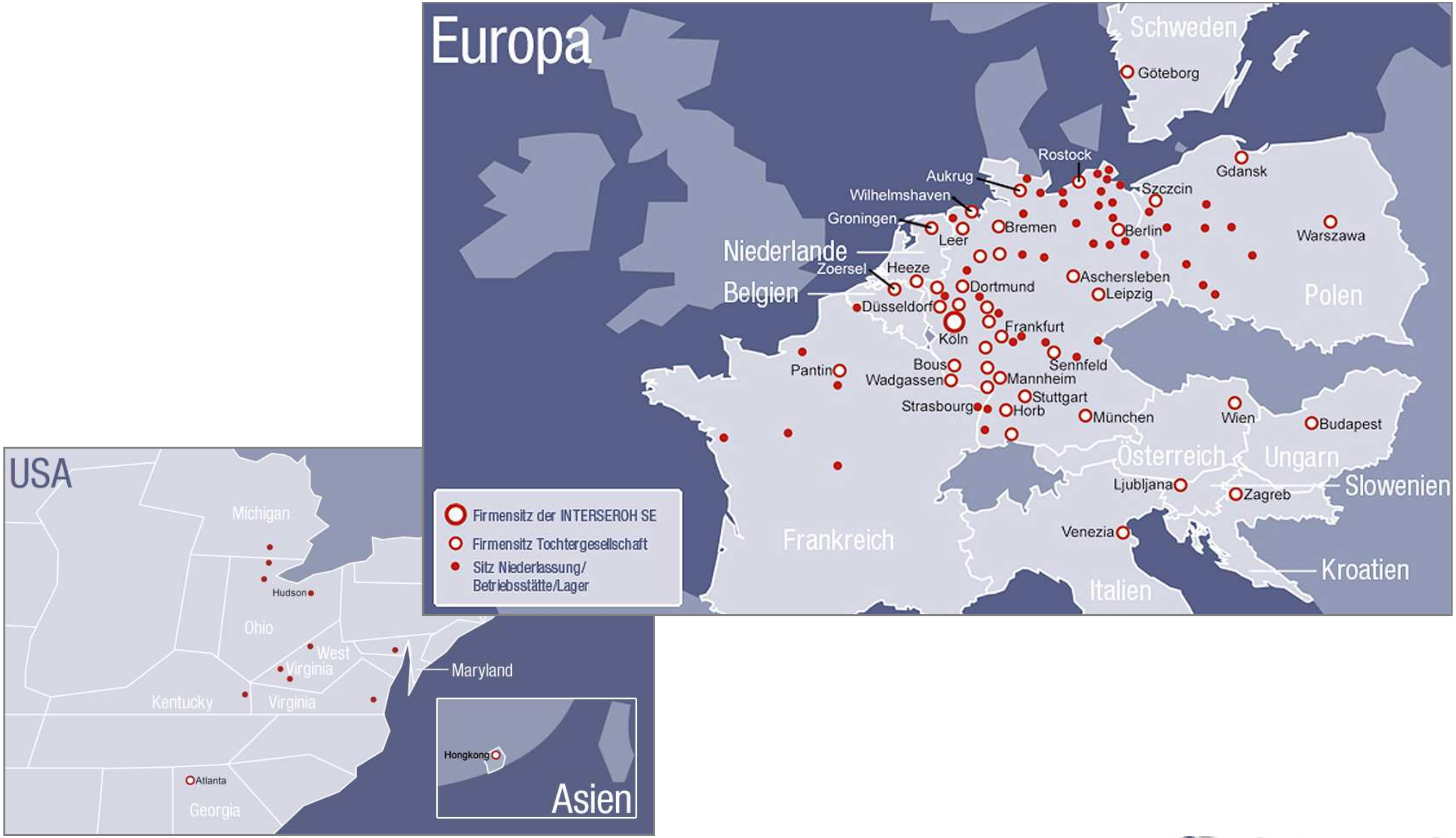
interseroh

Introduction Interseroh
The different system

Ravenna, 30 September 2009

Nearly 2,000 employees at approx. 100 locations in 13 countries



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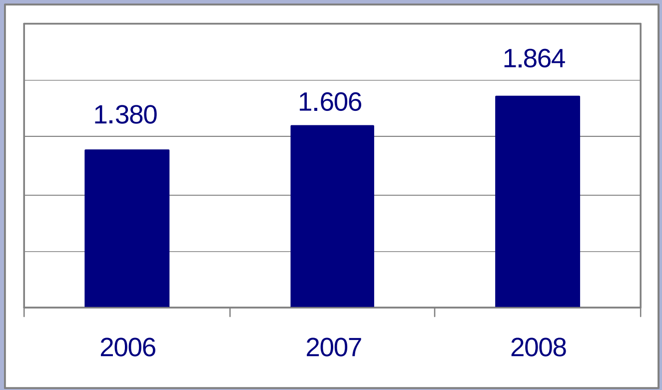
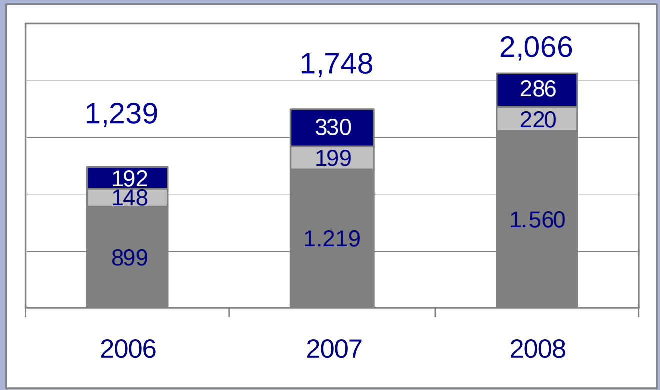
Continuous growth proofs our successful business model

Growth of workforce*



*Annual average

Growth of turnover**



**in million Euro

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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
Total	**5,771,940**	5,771,200

INTERSEROH – a company under the umbrella of ALBA Group

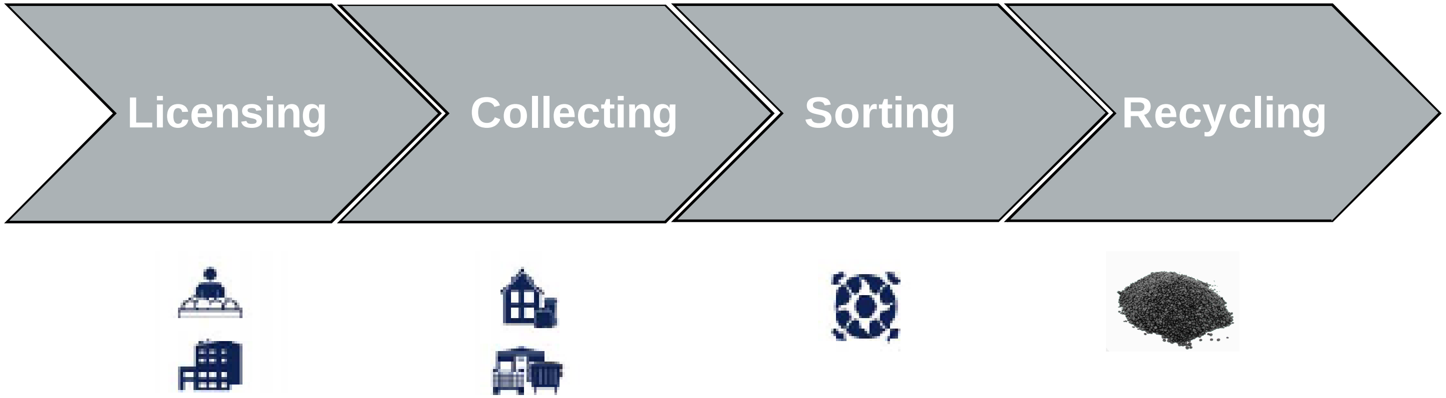
Turnover:	3.1 billion Euro
Employees:	9,000
Locations:	more than 200 in Germany, and other European countries as well as some investments in Asia and the USA

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

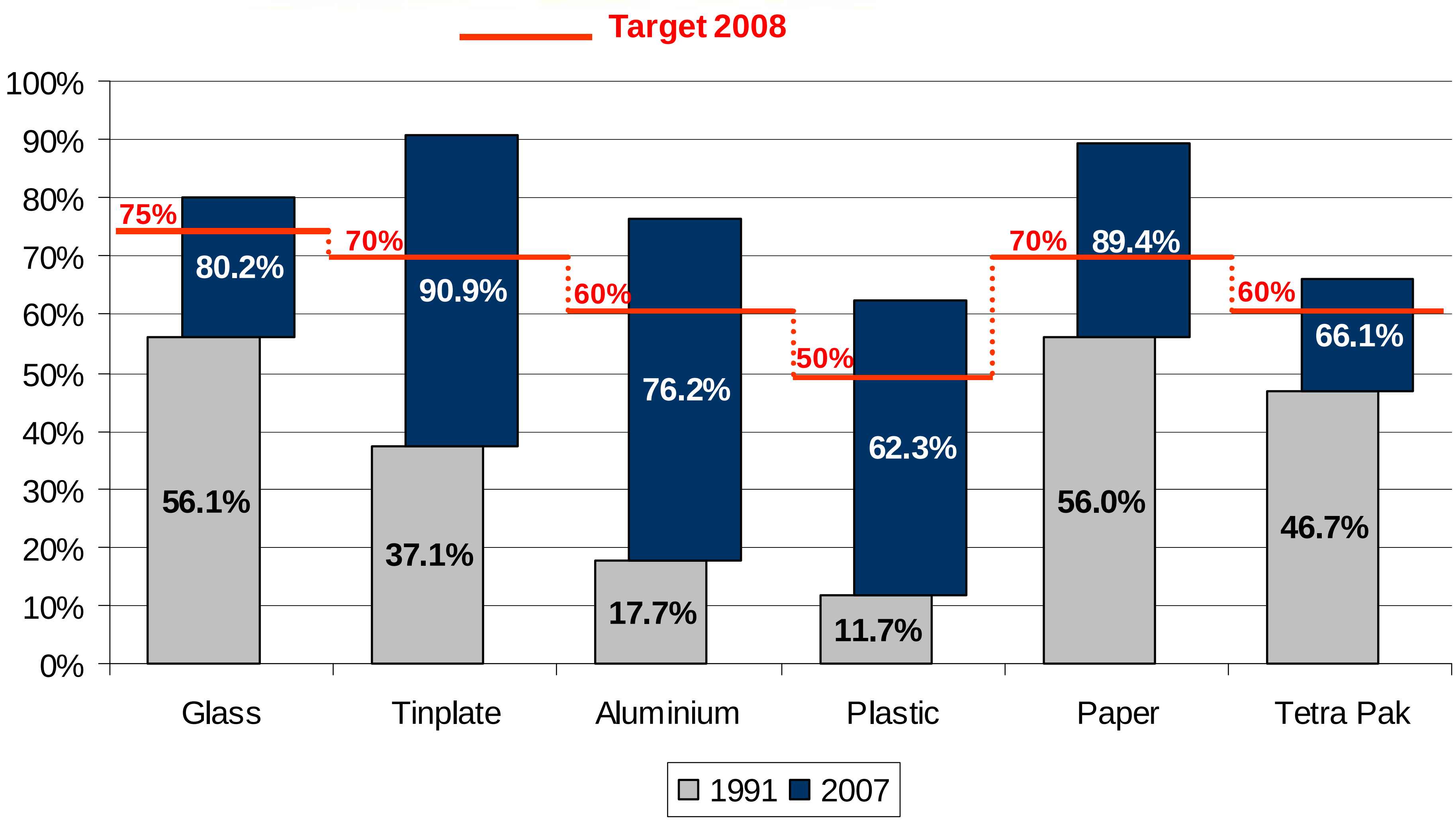
- **INTERSEROH – acting independently** beside ALBA AG under the umbrella of ALBA Group
- **Covering the complete value added chain** of the so called Urban Mining defined process of collecting, processing and trading of raw materials **(INTERSEROH: service provider and raw materials trader; ALBA collects, 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

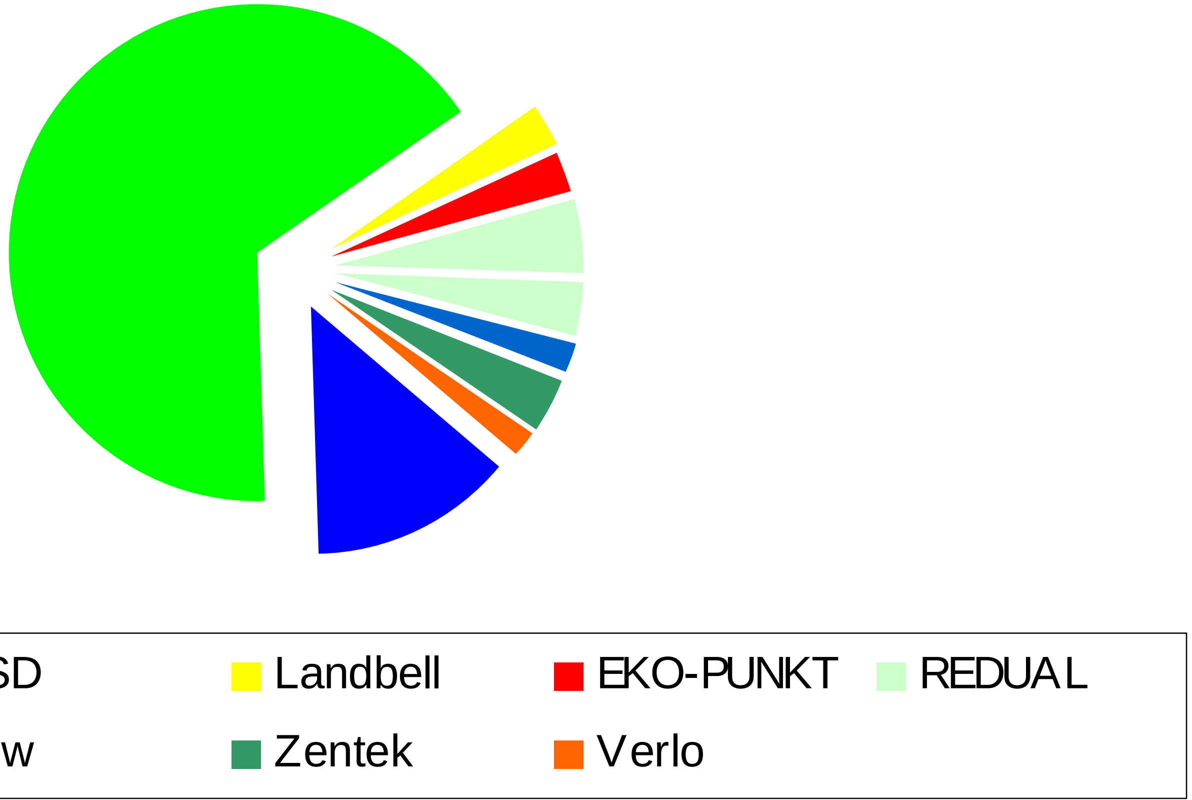


Development of Recycling quota for German Packaging Material

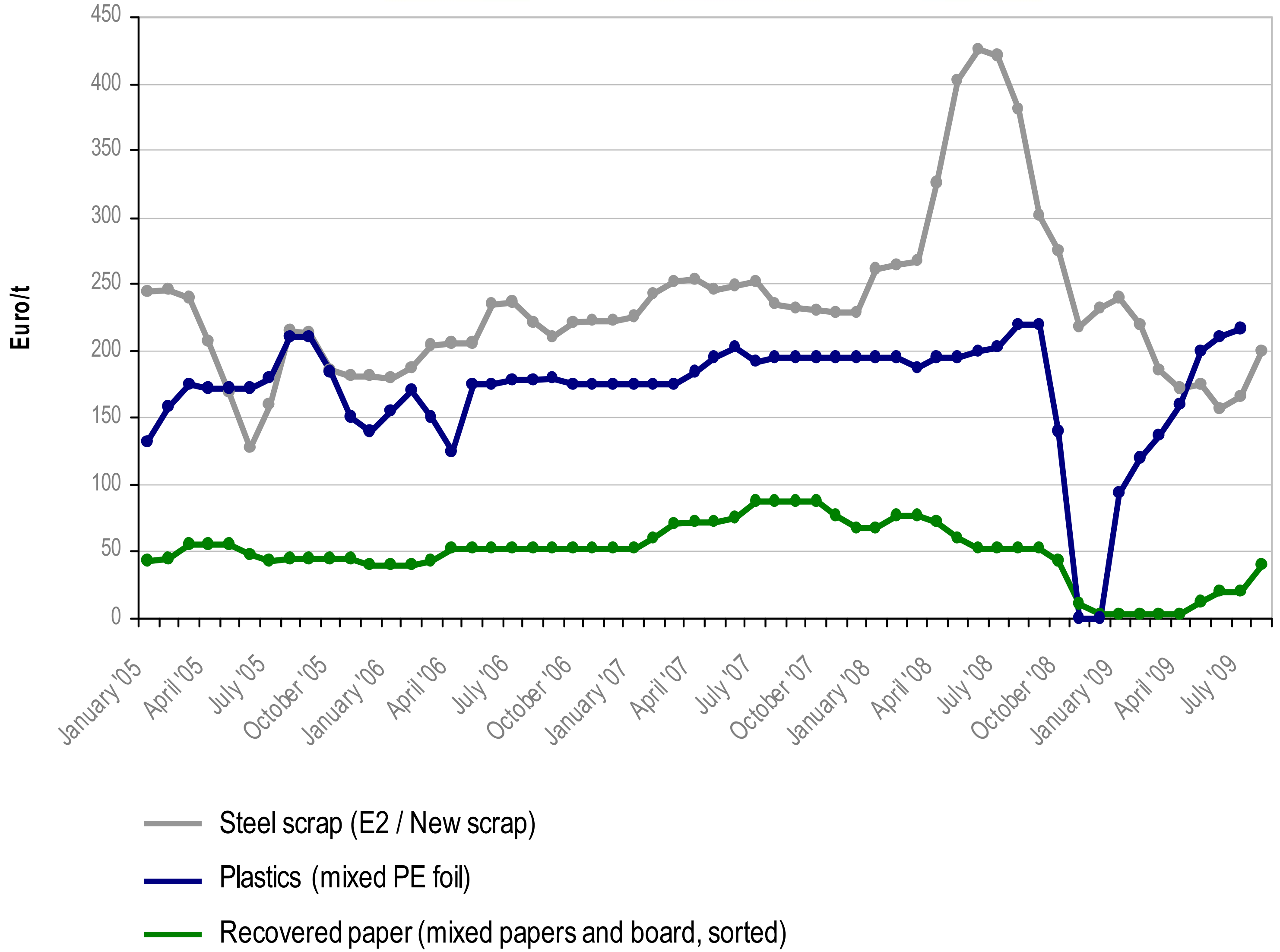


Market share dual system (2009)

The system changed from monopol to competiton by pressure from Brussels



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



The different system: Strength of ALBA Group

Interseroh and ALBA covering the complete value added chain

- **Licensing**: interseroh
- **Collecting**: interseroh, ALBA SERVICE | MIT SYSTEM
- **Sorting**: ALBA SERVICE | MIT SYSTEM
- **Recycling**: ALBA SERVICE | MIT SYSTEM

- **Compounding**: interseroh, ALBA SERVICE | MIT SYSTEM
- **Processing**: interseroh
- **End User**: interseroh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