Growth and values

HANIEL

TOGETHER TO THE TOP

Haniel is an internationally successful group of companies. Its five divisions operate independently of one another in more than 30 countries – all in positions of market leadership. They are CWS-boco and ELG, which are wholly-owned investments, the majority investments TAKKT and Celesio, and METRO GROUP, a non-consolidated minority investment. Over 58,000 people contribute to Haniel's success, more than 48,000 of them outside Germany. Entrepreneurial thinking and practices are simply a matter of course for employees at all levels. With commitment and dedication, they work to elevate Haniel to the top of lucrative markets. The company's headquarters has been located in Duisburg for 255 years and Haniel has been under family ownership for just as long. Its capital and management are, however, separate. Starting in the early 20th century, the shareholders (currently more than 600) transferred corporate leadership to managers recruited from outside the family.

HANIEL GROUP

Sales and results included in full
CWS-boco
ELG
TAKKT
Celesio

Pro rata earnings contribution included in investment result
METRO GROUP

Key figures for 2010	
Sales	27,432 million euros
Operating result	663 million euros
Annual average number of employees (headcount)	58,141

STRATEGIC ADDED VALUE

Haniel intends to grow continuously and at an above average rate – both in existing and in new business segments and markets. The Haniel Holding Company develops all the instruments required for business development and strategic planning. This includes, for example, systems used to analyse the competitive situation and to manage risks and finances. An additional central function carried out by the Holding Company is human resources development and this is achieved in part through a Group-wide career programme. This programme is tailored to both individual employee needs and economic requirements. On the basis of the strategy determined in consultation with the Holding Company, the divisions can concentrate entirely on their own business and further growth. This generates additional value for the Group as a whole.

TAKING RESPONSIBILITY

The business dynamics found at Haniel are effective against a background of clear, constant values: social responsibility and utility are anchored in the Group's structure in just the same way as tolerance, respect, fairness and honesty. Building on these values, the Haniel Holding Company has been contributing to the communities in which it operates, especially Duisburg and the Ruhr region, since it was founded in 1756. The Haniel Foundation is another cornerstone of Haniel's social commitment. The foundation awards scholarships, promotes cultural exchange and supports dialogue between the business world and society at large. The divisions, too, assume responsibilities here. Celesio supports the Doctors for Developing Countries organisation, CWS-boco is the first company in its sector to adopt a fleet of natural gas vehicles, and TAKKT assists a children's relief organisation in India and other projects.

Wholly-owned Investment

DOUBLE FRESHNESS

CWS-boco ranks among the leading international vendors of washroom hygiene products, dust control mats and textile services. The CWS brand equips washrooms with quality products – such as soap dispensers and towel rolls. The product line includes innovations such as fabric towel rolls with an antibacterial finish and towel dispensers with an integrated flat screen or covers that can be individually designed. boco specialises in workwear and flat linen. Included in its comprehensive service are purchasing, cleaning and repair of the textiles. CWS-boco has special expertise in tailor-made solutions for manufacturing industry, the public sector, healthcare, services, distribution and the skilled trades. Advantages for the customers: they receive sustainable solutions in full service. That saves companies time and money in all sectors, regardless of their size. What's more, they benefit from an enhanced image and improved hygiene, safety and functionality.

Washroom hygiene and mats
- High-quality products and services for washrooms
- Dust control mats (with individual design as an option)

Workwear
- Workwear, protective clothing, flat linen
- Machine cleaning cloths
- Textile services
- Procurement, care and repair
- Reliable logistics

Key figures for 2010
Sales: 734 million euros
Operating result: 15 million euros
Annual average number of employees (headcount): 7,861
Haniel shareholding: 100.00%

www.cws-boco.com

Wholly-owned Investment

PRECISION AS BUSINESS MODEL

ELG is a global leader in the trading and processing of raw materials for the stainless steel industry. The range comprises primarily stainless steel and superalloys. ELG has established a broad platform for customers on the international market: the company has more than 40 locations in North America, Europe, Asia and Australia. The customers receive stainless steel scrap in exactly the mix they need for further processing, just-in-time and in accordance with international quality standards. More and more customers are won over by this service, and the company handles 1.2 million tons of stainless steel scrap each year. But ELG's complex business does not define itself only by way of large quantities: it is a matter of always keeping an eye on all the factors – worldwide raw materials prices, stainless steel production and the amount of scrap available.

Trading and processing of raw materials for the stainless steel industry

- 1.2 million tons of throughput every year
- More than 40 locations in North America, Europe, Asia and Australia

Key figures for 2010

Sales: 2,619 million euros
Operating result: 88 million euros
Annual average number of employees (headcount): 1,005
Haniel shareholding: 100.00%

www.elghaniel.com

Majority Investment

BUSINESS ON THE MOVE

TAKKT is the leading B2B specialist mail order company for business equipment in Europe and North America. Its two units, TAKKT EUROPE and TAKKT AMERICA, are active in more than 25 countries and offer a combined assortment of over 160,000 high-quality items from hundreds of suppliers. Companies can thus cover their entire equipment needs at a one-stop shop. TAKKT offers a comprehensive service – before, during and after delivery. Thanks to a carefully designed logistics system, a large part of the range is shipped to customers within 24 hours. On request TAKKT can, for example, make up a detailed layout plan in advance and then set up the office furniture after it has arrived. Special orders are also possible – either individual items or short production runs in the client's own corporate design.

TAKKT AG

BUSINESS EQUIPMENT SOLUTIONS

B2B mail order specialist for business equipment

- Over 160,000 items
- Individual consulting, layout planning and assembly

Key figures for 2010

Sales: 802 million euros
Operating result: 69 million euros
Annual average number of employees (headcount): 1,956
Haniel shareholding: 70.44%

www.takkt.com

Majority Investment

COMMITMENT TO HEALTH

Celesio is one of the leading international service providers in the pharma and healthcare sectors. It operates in 27 countries worldwide and employs some 47,000 people in its three units, namely Patient and Consumer Solutions, Pharmacy Solutions and Manufacturer Solutions. About 2,300 own high-street pharmacies in the Patient and Consumer Solutions unit serve more than 550,000 customers every day. In the wholesale business, which is a part of Pharmacy Solutions, more than 130 branches supply over 65,000 pharmacies day in, day out. In its Manufacturer Solutions unit, Celesio offers logistics and distribution solutions to pharmaceutical manufacturers and provides them with sales and marketing support.

celesio

Patient and Consumer Solutions
- Reliable supply of medicaments
- Health advice
- Around 2,300 pharmacies in 8 countries
- More than 550,000 customers per day

Pharmacy Solutions
- Logistics, services and consulting for pharmacies
- Over 130 locations in 12 countries
- More than 65,000 pharmacy customers

Manufacturer Solutions
- Customised services relating to pharmaceuticals for pharmaceutical manufacturers
- Logistics, marketing and sales

Key figures for 2010
Sales: 23,278 million euros
Operating result: 559 million euros
Annual average number of employees (headcount): 47,040
Haniel shareholding: 54.64%

www.celesio.com

Minority Investment

SUCCESS IN TRADING

METRO GROUP is among the premier international merchandisers. It is headed by the holding company METRO AG, in which Haniel directly or indirectly holds 34.24 per cent of the voting shares. The operating business of METRO GROUP is subdivided into four sales divisions that act autonomously in the markets. Metro Cash & Carry is the worldwide leader in self-service wholesaling. Real is one of the leading hypermarkets in Germany and Poland. The trading group also sets standards with its electrical superstores: Media Markt and Saturn are Europe's market leaders in this segment. The Galeria Kaufhof sales division is recognised as the concept and system leader in the German department store segment. METRO GROUP's sales divisions employ around 290,000 people and are represented in more than 2,100 locations in 33 countries of Europe, Asia and Africa. There is also METRO Group Asset Management, which manages METRO GROUP's real estate assets.

METRO GROUP

Self-service wholesale
Hypermarkets
Consumer electronics
Department stores

Haniel's investment result 2010: 292 million euros*
Haniel shareholding: 34.24%

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www.metrogroup.de

* including income from property sale

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