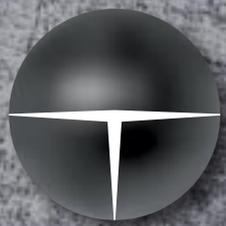


THE NEW STEEL VALUE CHAIN



TRASTEEL





**A Global Steel Player**

**New Business Opportunities**

**Dedicated to Creating Value**

**Trasteel Business Units**

**A Multitasking and Flexible Organization**

**Trasteel Investments & Partnership**

**The Trasteel Network**



A **W**orld **W**ide presence

## A GLOBAL STEEL PLAYER



Trasteel was founded in the last quarter of 2009 as the result of a vision of a group of entrepreneurs and experienced steel professionals. The business model is based both on the international trading activity and on establishing long-lasting partnerships with selected and reliable suppliers and customers, supported eventually by equity or share capital investments into minority participations.

Trasteel is a multi-geographical player with major focus on China, Middle East, Europe, CIS countries, South Africa and South America. The Headquarters of the Group are based in Lugano, Switzerland, with a network of companies/local offices/agents active in Europe, South America, North America, South Africa, UAE, Russia, Turkey, Ukraine, China and Australia. During its tenth fiscal year ended in December 2018 the Company generated a consolidated turnover of approximately 535 mio US dollars and employing over 120 professionals.



Total Turnover of approx **535** mio USD in 2018

## NEW BUSINESS OPPORTUNITIES



In a business world which is more and more transparent and at the same time more and more volatile, the pure intermediation is an extremely risky activity, that is why Trasteel business model is based on building consolidated relationships with few selected partners, developing a sort of captive, non speculative, trading activity. Such consolidated relationships are the result either of specific industrial agreements or of long term offtake contracts or working capital financing deals.

The primary area of focus is the steel value chain, including the supply of consumables such as graphite electrodes, refractory, raw materials for the steel industry, shipping and logistics and trading. Trading is an important scouting source for new business opportunities, including industrial investments in specific areas of growth, long-term commercial deals, and commercial and industrial joint ventures with dedicated suppliers.

Aside from the Steel industry, the Group is also involved in the commercialization of solid fuels like steam coal and non ferrous metals, in particular copper, nickel and aluminum.



Growth supported by **120+** professionals

## DEDICATED TO CREATING VALUE



Trasteel's day-to-day activity is managed by a group of executives with long standing presence in the steel and raw materials industry and in international trading.

They are dedicated to creating value for its suppliers and customers with a very wide geographical direct presence. They are sensitive to market changes and promptly adapt when appropriate, since this is a critical factor for all players in the steel industry. The company also provides its customers and suppliers with competitive services in the area of short and medium term financing packages, logistic solutions and basic commercial help.

A great attention is put on the use of the new derivative products allowing Trasteel to offer price risk management techniques to its partners.



DEDICATED TO CREATING VALUE

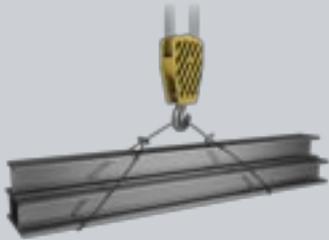


## BUSINESS UNITS

Steel and Raw Materials  
Refractories and Graphite Electrodes  
Solid Fuel/Energy  
Non Ferrous



Volume in 2018: approx **802,000** metric tons



## STEEL

With a committed team of experienced traders active on almost all Carbon Steel products (long and flat products) Trasteel is a **leader in the steel market** providing a tailored, transparent and complete service to all segment of the steel supply chain. Thanks to its financial strength and the capability of linking the general trading business with its industrial assets, Trasteel is a reliable and strong player in the steel arena. Its presence through dedicated offices around the world such as Europe, **South America**, **China** and **Middle East** allows Trasteel to stay close to its Suppliers and Customers.

Trasteel's team is offering to its partners a wide range of long term solutions to their investment needs, offering not only trading capacities but entering into long relationships with suppliers and customers in form of offtake and regular sourcing agreements; Trasteel has already structured various important long term agreements with important steel mills in the **Far East** as well as service centers in **Europe**.

After the acquisition of Tamac, a service center located in Massa, with a production capacity of more than 120'000 MT/year of costs, Trastell was able to better support its customers with the supply of slims from 0.6 mm up to 8.0 mm of thickness.

The goal of the steel department is to develop captive business as much as possible without giving up the opportunities which arise in the classic spot trading. In this sense, Trasteel is operating as a sole supplier of steel slabs and billets to a number of rerollers in the world, offering a comprehensive commercial and financial role.





## RAW MATERIALS

Trasteel operates worldwide in the Raw Materials for the steel, refractory and ceramic industries. With a dedicated Team of experts in Lugano, supported by regional offices in **China, UAE, USA, Canada, Mexico, Brazil, Chile and Argentina**, as well as a professional in-house shipping team, Trasteel is very well equipped to handle dry bulk cargos ranging from handy to capes.

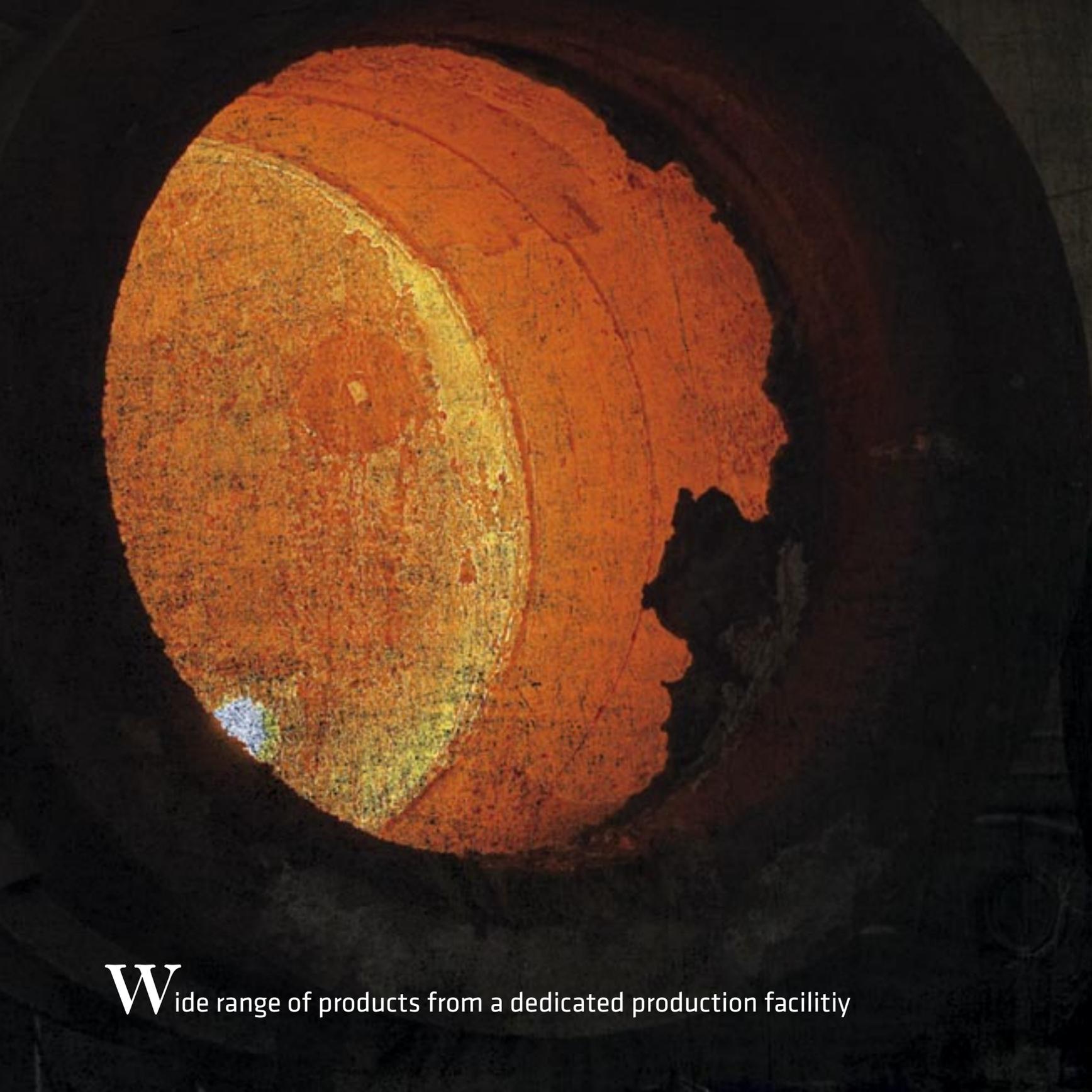
In its first years of activity Trasteel has developed Joint ventures in various parts of the world especially on Hot Briquetted Iron (HBI), Metallurgical Coke, Silicon Carbide, Magnesite, Graphite, Bauxite and Wollastonite.

Moreover Trasteel can boast very good relationships with the most important mining companies around the world concerning coking coal, PCI coal and iron ore.

Financial packages supporting the activity of export of new players in the industry have also been developed and offered to commercial partners for **iron ore, coking coal** and **metallurgical coke**.

As for the steel products Trasteel can offer to its partners **sophisticated hedging packages** aimed at managing properly the price risk, which has become a crucial factor in the **iron ore international trade**.

Concerning the refractory and ceramic industry the Group has established exclusivity partnerships with some of the most reliable and carefully selected suppliers, being able to grant a high standard both in the quality and stability of the product and in the shipping services.



**W**ide range of products from a dedicated production facility



## REFRACTORIES

As shareholder of a major refractory manufacturing unit in China, Trasteel can provide a full range of refractory products for **steel making applications, cement plants and industrial furnaces** like reheating furnaces for rolling mill or aluminium melting furnaces:

- Magnesia Carbon bricks for converters, electric arc furnaces and ladles
- Magnesia Alumina Carbon bricks
- Alumina Silicon Carbide bricks
- Fired Magnesia bricks
- Fired Magnesia-Chrome bricks
- Fired Magnesia Spinel bricks
- Alumina-Silica Bricks
- Fired Dolomite Bricks
- Slide Gate Plates and Nozzles for tundish and flow control
- Isostatic products for continuous casting machine
- Special shapes like purging plugs, tap hole and well blocks.
- Ceramic anchors with relevant steel anchoring system
- Ceramic fibers and insulation panels
- Various unshaped products for refractory installations and maintenance of steel making units and industrial furnaces: castables, ramming, plastic, gunning and mortar materials

Thanks to a team of skilled and long experienced technicians, Trasteel can provide its Customers with a full range of services including: refractory engineering, logistics, installation supervision, after sales assistance and global refractory management service with guaranteed performance

All the refractory production in the Chinese factory is carried out under the direct control of Trasteel engineers: all the materials are passed through strict testing procedures and are successfully delivered to customers in Europe, CIS countries, Middle East, South America, North Africa, South Africa, India, Korea and Japan.





## GRAPHITE ELECTRODES

Trasteel International SA has a partnership with an ISO9001:2008 certified Chinese Graphite Electrodes producer. The plant facilities use modern technology and equipment, as materials are produced with top quality needle coke and pitch. All products are subject to rigorous testing and control procedures, in order to guarantee a high and consistent quality to the end users.

Trasteel has a production line dedicated to its materials, on which it has complete quality control: from raw materials choice, to the baking and the graphitization process, ending with the machining of the final products.

A global sales network, with offices located in every continent, enables Trasteel to provide high level of services in the industry, both for timely supplies and technical support. Main goals are to increase melt shops' performances and to reduce transformation costs, also thanks to the dedicated team of specialists and technicians who on a daily basis visits customers' plants to provide technical assistance. In fact, it is crucial to monitor and optimize the electrical variables which affect the performance of the electrical arc furnace, and Trasteel can provide all the needed know-how and digital system management in order to calculate the rate of efficiency, the furnace regulation and consequently to reduce the graphite electrodes consumption.

Supply chain management guarantees a quick and efficient service.

Trasteel maintains surplus inventory in order to grant a consistent flow of materials, in a variety of sizes and qualities. Trasteel stocks graphite electrodes in different locations, thanks to its worldwide network, in order to ensure quick deliveries and constant supplies at all times.





## SOLID FUELS



Trasteel sources and supplies steam coal, anthracite, petroleum coke, metallurgical/foundry coke and any other solid fuels mainly from Russia, Ukraine, Colombia, Venezuela, USA, South Africa, Indonesia and other countries.

Through its well consolidated network Trasteel supplies solid fuels to all main cement industries, power plants, steel mills and other final end-users worldwide with special focus on Atlantic, Europe and Mediterranean countries.

Operating also in the futures and options trading market, Trasteel provides dedicated hedging solutions as support to the physical trading, optimizing its flexibility and long term strategy.

In the start-up years Trasteel has generated a volume of about 1.0 Mio tons, however its medium term goal is to grow the volume to a sustainable level of 3-4 Mio on yearly basis.





## TRASTEEL NON FERROUS WAY

### History

In 2010 Trasteel made an equity acquisition of an innovative aluminum manufactory company in Italy named CGA Technologies. In order to maximize the supply chain processes, a Non-Ferrous team was created with the aim to supply the plant with aluminium. Due to the expertise of the founding traders in other base metals the desk began shortly to expand its trading activities to Copper, Nickel and other derived base metals and semi finished products. Currently Trasteel Metals is a vibrant reality that operates on a worldwide scale with particular focus on Europe, CIS countries, Middle East, Africa, South America and Far East.

### Main Products

- **Aluminium:** primary and secondary
- **Copper:** cathodes, wire rods and copper concentrate
- **Nickel:** ingots, briquettes and cathodes LME graded
- **Tin, Metals and Cassiterite**





INVESTMENTS  
&  
PARTNERSHIPS

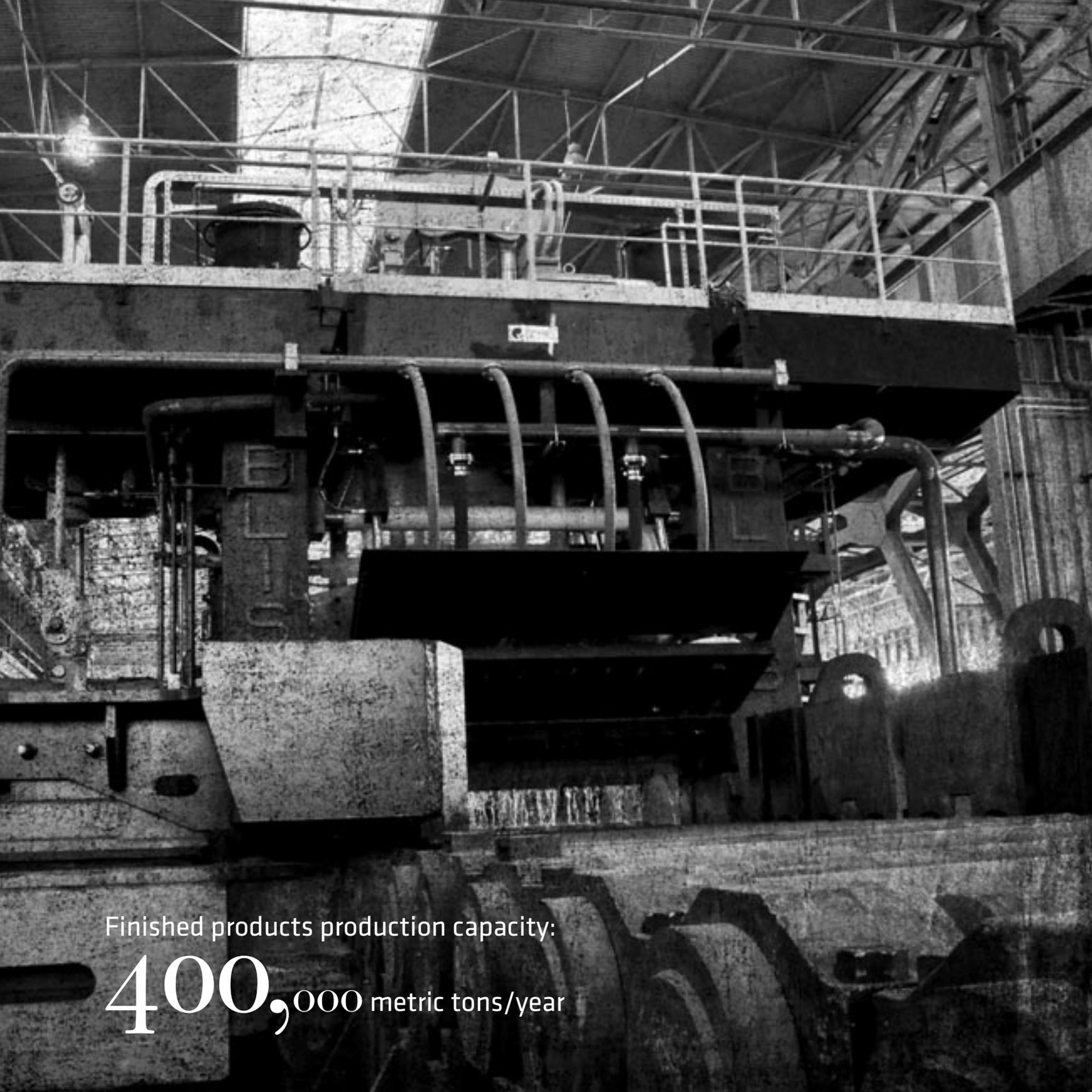
Officine Tecnosider

Tamac

CGA

Yingkou Liangyu - Trasteel Refractory Co. Ltd.

Ecobloks



Finished products production capacity:

**400,000** metric tons/year



## OFFICINE TECNOSIDER

Officine Tecnosider is a **steel rerolling plant**. Its yearly production capacity is **400,000 metric tons/year** of plates and round bars with a broad range of products customers as per specifications.

The range of steel of Officine Tecnosider will encompass all the standard **structural grades, boiler steel, steel for quenching & tempering** and **steel for pressure vessels**.

The company started the production in 2011 and reached full capacity already after less than one year. The Company is able to comply with customers specific requests according to any range of analysis certified by international standard.

The company's steel operations are established in San Giorgio di Nogaro (Udine), in an ideal location close to two main Ports and to the main European customers.

[www.officinetecnosider.it](http://www.officinetecnosider.it)



A production capacity of **120,000** MT/year.



## TAMAC

TAMAC SRL is a steel service center located in Massa (Italy) focused on **cutting to size of cold rolled, hot rolled and coated flat sheet metal**. A Just-in-Time service ensures the delivery of finished products to Italy, Europe and the northern Africa countries.

With a production capacity of **120,000 MT/year** Tamac can store more than 20,000 MT of coils in its own 10,000 sqm heated warehouse and it processes shims from 0.6 mm up to 8.0 mm of thickness.

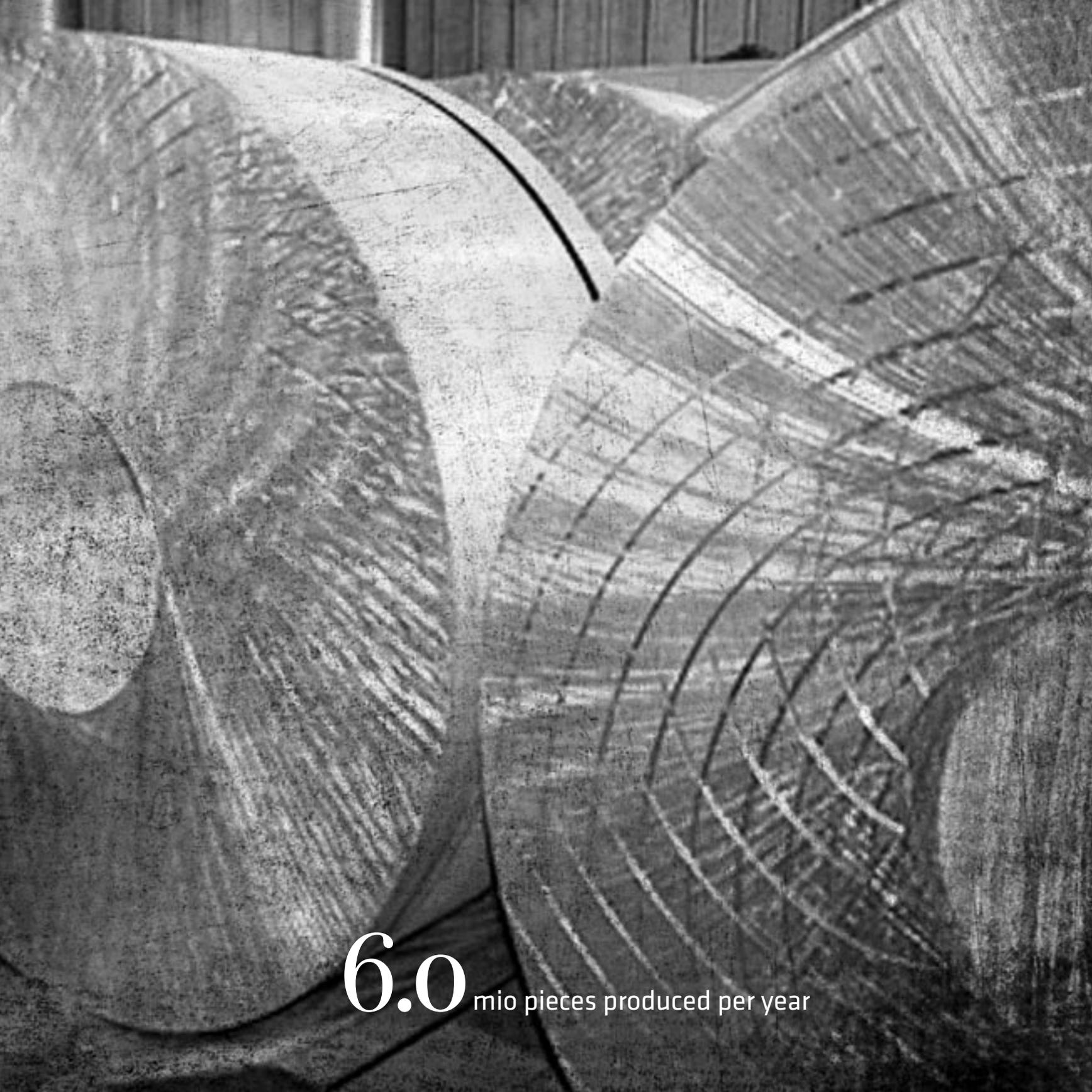
Thanks to the support of Trasteel International, hot rolled, cold rolled and coated flat sheet metal coils are sourced from the leading steel mills on a worldwide basis, allowing Tamac to provide high quality final products at a very competitive price.

In order to guarantee its high standard of performance, **every incoming item is scrupulously checked in the dedicated control area** before entering into processing.

Tamac supplies products to different industries such as automotive, white goods, commercial vehicles, agricultural machineries, lighting systems, metal furniture, heating and plumbing, building and construction, conditioning and household appliances.

[www.tamac.it](http://www.tamac.it)

**TAMAC**



6.0 mio pieces produced per year



## CGA

**CGA Technologies** is a world leader in the fully integrated production of high efficiency **Aluminium evaporators** for domestic refrigeration and heat exchangers for bio-house buildings. Currently CGA is producing more than **6.000.000 pieces/year**, supplied to the main household appliance manufacturers with production plants located all over the world.

Thanks to the **ROLL-BOND technology**, CGA produces also a wide range of high efficiency air-water heat exchangers for solar panels, cryostatic circuits and radiant panels.

The concentration of all the production phases in an single plant allows CGA to be the sole manufacturer of its market area to have **full control of the entire process**, starting from the aluminium ingot down to the painted evaporator, ready to be utilized into the assembly line of the Customer.

[www.cgaspa.it](http://www.cgaspa.it)

Production capacity: **80,000** metric tons/year





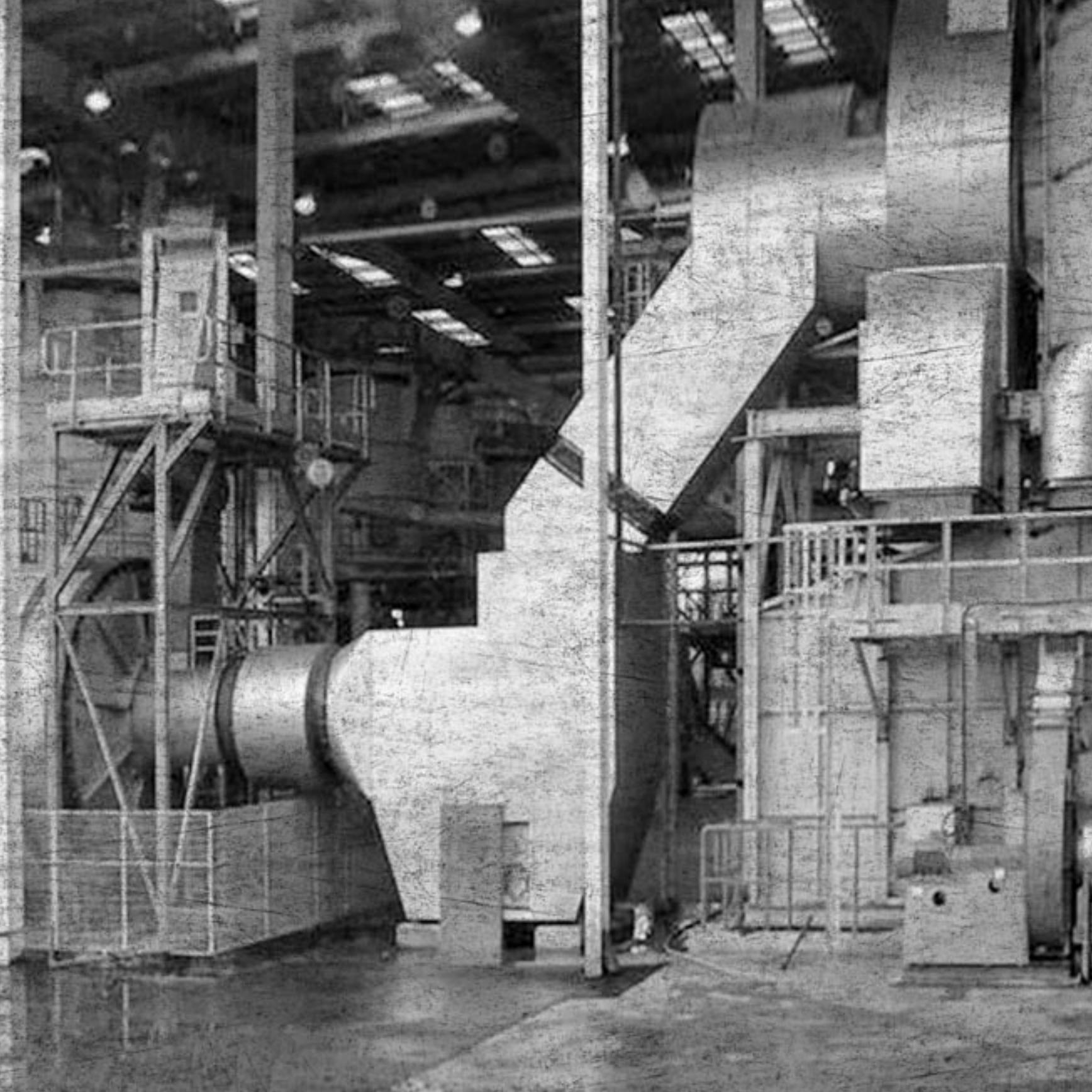
## Yingkou Liangyu - Trasteel Refractory Co. Ltd.

Trasteel owns an important stake in one of the **major Chinese Producer of Magnesia-Carbon and Alumina-Magnesia-Carbon refractory bricks**. The established Joint Venture is incorporated under the name of “Yingkou Liangyu - Trasteel Refractory Co. Ltd.”.

Trasteel is acting as the exclusive marketing arm of the Joint Venture on all activities related to overseas marketing, sales, production financing and technology advancement. The Chinese Partner, Liaoning Liangyu Synthetic Refractory Co.,Ltd, has conferred to the Joint Venture their equipment and facilities. The production facilities are located in Dashiqiao City, Liaoning, a province in China close to the highest quality raw material sources for refractory production and major transportation.

Our Joint Venture partner owns a magnesite mine with discovered deposits of raw magnesite of **30 million MT** with an annual output of **200'000 MT** assuring to the Joint Venture a reliable and competitive source of fused and sintered Magnesia raw materials.

In order to control its materials and to develop tailor made production based on customers needs, Trasteel established a **technical center** located in Dalian Development Zone, China serving as the company' **Scientific & Research laboratory**. Thanks to the latter, Trasteel is able to analyze all the raw materials used during the production and to test the quality of the final product. The Company implemented this strict and structured approach in order to guarantee the constancy of its production and to make sure that all its guidelines and procedures are respected, so that if necessary immediate actions can be taken during the production.





## ECOBLOKS

Ecobloks is **a pallet blocks plant**, located in Finale Emilia, in the province of Modena, one of the areas with the highest concentration of production in Italy.

Thanks to its technology, Ecobloks **can reuse different types of waste wood material**. The processing of the materials allows to obtain a high performance product with high quality standards, which requires no further processing, unlike the blocks taken from the cutting of virgin wood.

**The plant is operative since mid 2014**, it has a total production capacity of 200,000 cubic meters/year of finished product and transforms 140,000 tons/year of raw materials.

The Ecoblocks production **is present in the Italian and foreign markets** with the brand **R.ECO.W. (Recycled Ecological Wood)**.





# THE TRASTEEL NETWORK



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## HEADQUARTERS

Luxembourg  
Switzerland

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## OPERATIONAL OFFICES

Lugano  
Dubai  
Shanghai  
Bayuquan  
Buenos Aires  
Moscow  
Massa  
Goma

Find out Trasteel geographical coverage at [www.trasteel.com](http://www.trasteel.com)





