

COMPANY PROFILE

The new steel value chain





Created in 2009, Trasteel Group has become one of the leading players in the steel industry

Trasteel Group was founded in 2009 as the result of the vision of a group of entrepreneurs and professionals with 40 years of international experience in the steel industry.

Today, Trasteel is a trading and industrial Group active in the steel, energy and metallurgical sectors. Headquartered in Lugano, it has now over 1400 employees operating in four trading desks and different industrial plants in Europe, Middle East and Asia-Pacific.

Leveraging on the combined experience, the mission of the Group was and still is to provide better, deeper and more flexible services to the whole supply chain. Since the high quality of the supplied materials is not enough to meet the more and more sophisticated needs of the market, Trasteel Group keeps expanding its horizons by maintaining high its dynamism and diversification.

Sustainability and innovation are priorities and key aspects for the Group to focus on. Long-term targets are not an easy challenge to face, but Trasteel is committed to broaden its ESG policies.

+150

products supplied

+1.000

specialists worldwide
and growing



DISCOVER MORE
ABOUT OUR ESG VISION

Trasteel network



- **Headquarters**
Switzerland, Luxembourg
- **Trading Offices**
Switzerland, Germany, United Arab Emirates, China, Argentina, Turkey, Democratic Republic of Congo, Singapore, United States of America, France, Spain, Finland.
- **Industrial Premises**
San Giorgio di Nogaro, Massa, Racconigi, Sesto Al Reghena, Notaresco, Cavallerleone, Lombardore, Villanova d'Asti (Italy), Nova Pazova (Serbia), Bayuquan, Guangzhou (China), Izmir (Turkey), Warsaw (Poland), Galati (Romania)
- **Markets Covered**
EU, United Kingdom, Turkey, Israel, Serbia, Ukraine, Kazakhstan, Uzbekistan, Azerbaijan, U.A.E., Saudi Arabia, Oman, Brazil, Chile, Colombia, Argentina, Perù, Bolivia, Mexico, USA, Canada, Japan, South Korea, China, Malaysia, Indonesia, Philippines, Vietnam, Thailand, Taiwan, Australia, South Africa, Congo (DRC), Egypt, India, Algeria, Morocco, Tunisia, Pakistan, Norway

+50
markets covered

+4.000
customers



DISCOVER MORE ABOUT
THE STEEL MARKET

Trasteel Products where the quality meets the expertise

Trasteel is focused on the quality of its products supplied, their origin and its on-site technical assistance. Through its own staff which is supervising the production directly on site, both at the origin and at the destination, the Group outstands among its competitors.

The strategy is not limited to providing high quality materials, but rather in offering a 360° service with also, the integration of any kind of transportation (bulk vessels, containers vessel, rail-wagons and truck door-to-door).

The Group is constantly growing and so is the desire to respond to new needs and challenges by diversifying the supply chain.

- Steel**
- Raw Materials for Steel Making**
- Graphite Electrodes**
- Refractories**
- Raw Materials for Refractory & Ferroalloys**
- Non-Ferrous Metals**
- Engineering Solutions**
- Gas**
- Power**
- Carbon Credits**



Steel

Trasteel is a leading player in the steel trading industry, specializing in the distribution and trading of a wide range of flat and long steel products. With our global reach and unwavering commitment to quality, we have become a trusted partner for businesses and industries around the world.

At Trasteel, we understand the diverse needs of our clients, Our comprehensive product portfolio encompasses flat and longs steel products, from carbon to Special Steel. Whatever your requirements, we have the steel solution that meets your exact specifications.

What sets us apart from the competition is our dedication to delivering exceptional value to our clients. With our extensive network of suppliers and partners, we ensure a constant supply of high-quality steel products.

Our commitment to quality extends beyond just the products we provide. We strictly adhere to international quality standards and certifications, ensuring that every steel product sourced and delivered by Trasteel meets the highest industry benchmarks. You can rely on us for consistent quality and the peace of mind that your steel needs are in capable hands.

Through the supply of both trading and its own industrial facilities the Steel trading desk is able to maintain a constant ongoing business with the suppliers benefitting of an ultimate service timely deliveries and pricing.

Raw Materials for Steel Making

Following the philosophy of a 360 degrees service to steel and metal industry, Trasteel Group operates on a worldwide basis as a supplier of raw materials for steel making.

Supported by local offices in Europe and China, the Company has developed long term partnerships in several regions. The material is mainly shipped by dry bulk cargoes to Europe and Far East.

MAIN SUPPLIED PRODUCTS ARE:

- Iron Ore Fines and Lumps
- PCI and Coking Coals
- Met Coke and Foundry Coke
- HBI
- Alumina
- Pig Iron
- Bauxite

In order to ease the transactions and support new-comers in the industry, Trasteel can also provide financial packages as pre-financing and off-take agreements.



Graphite & Carbon Electrodes

Trasteel Group is today a leader in the supply of graphite electrodes to dozens of leading customers and has an industrial and commercial partnership with an ISO 9001:2015 certified Graphite Electrodes Producer. The plant facilities use modern technology and equipment, with lengthwise graphitization furnaces to produce UHP quality electrodes with diameter's size ranging from 200 to 750mm.

Trasteel Group's Graphite Electrodes have been continuously improved and are produced with top quality needle coke (supplied by Conoco Phillips and Mitsubishi Chemicals) and pitch (supplied by Rütgers GmbH). All products are subject to rigorous testing and control procedures in order to guarantee a high and consistent quality to its end users.

The technical staff follows step by step the manufacturing and sale of the graphite electrodes. Trasteel has a production line dedicated only 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.

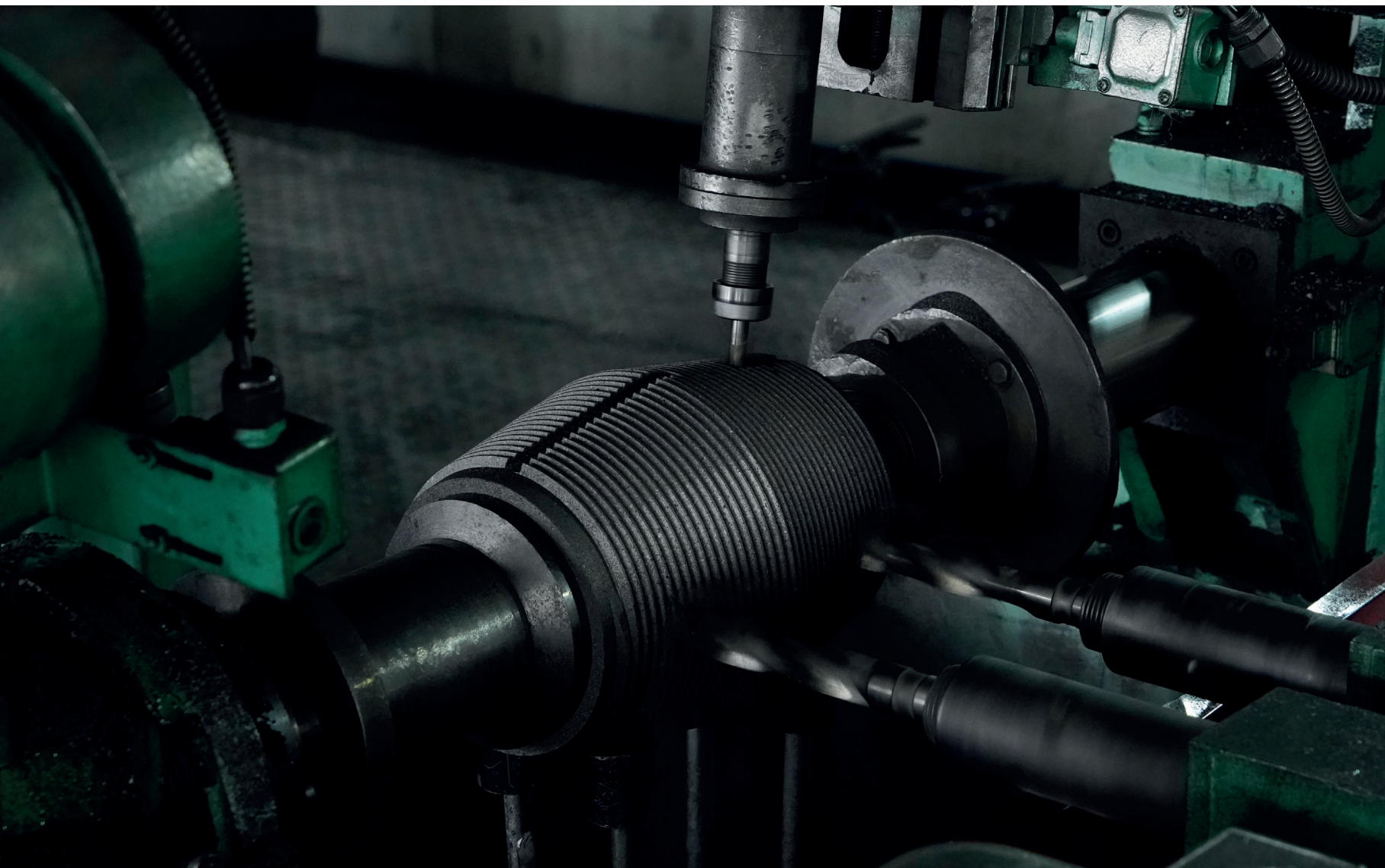
Trasteel supplies its electrodes to major steelmaking groups on a worldwide basis, providing all the necessary on-site technical assistance to supervise and guarantee the best performance of the products.

Trasteel 's technicians have the skill not only to maximize the performance of graphite electrodes, but also to help improving the steel-making process as well as reducing transformation costs.

AMONG THE PROVIDED SERVICES, THERE ARE:

- Detailed practical and theoretical studies related to the electric arc furnace and its operations
- Monitoring and optimization of operational, mechanical and electrical variables affecting the performances of the furnace
- Evaluation of power supply system
- Evaluation of transformer performance
- Evaluation of load current and current balance between phases
- Optimization of graphite electrodes consumption

In order to provide quick and efficient assistance and quick deliveries, Trasteel has offices and warehouses located in strategic areas ensuring constant supply at all times.



Refractories

As a shareholder of a major refractory manufacturing unit, 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 aluminum melting furnaces:

IRONMAKING

- Coke oven and hot stove (silica bricks, Alumina-silica bricks, checker)
- Wear and safety lining solutions for torpedo cars (AGS bricks, Alumina-silica bricks)

STEELMAKING

- Wear and safety lining brick solutions for BOFs, Degassers, EAFs and Ladles (Magnesia-Carbon, Fired Magnesia, Fired Alumina-Silica, Fired and Tempered Dolomite)
- Slide gates plates and nozzles for ladle and tundish flow control systems
- Mechanical flow control systems
- Isostatic products for the casting area
- Special pieces (EBT, tap holes, bath agitation systems, purging plugs and well blocks)
- Ceramic anchors with relevant steel anchoring system
- Ceramic fibers and insulation panels
- Unshaped products for refractory installations and maintenance of specific units and furnaces: castables, ramming, plastic, gunning and mortar

CEMENT

- Wear lining solutions for rotary kilns and cyclones
- Magnesia-spinel bricks
- Fired and chemically bonded high alumina bricks
- Alumina-Silicon Carbide bricks
- Low alumina bricks
- Mortars for brick installation

Thanks to a team of skilled and experienced technicians, Trasteel International can also provide its Customers with a full range of services for refractories used in the steel industry: engineering, manufacturing, logistics, installation, supervision, after sales assistance and global refractory management service with guaranteed performance.

All the refractory production in the factories is carried out under the direct control of Trasteel's engineers: all the materials are subject to strict testing procedures and afterwards are successfully delivered to Customers in Eu-

rope, South America, CIS Countries, Middle East, North Africa, China, Korea and Japan.

Our partnerships with European producers of refractories, allows us to offer, in parallel to our Chinese production, a complete range of products completely manufactured inside Europe. This allows us to cover more international markets and be more flexible in case of urgent deliveries or international logistics problems. On top of the above, Trasteel developed a complete line of ladle and tundish slide gate systems, which cover all requirements of existing and new steel plant from 40T up to 250T, equipped with billets, blooms or slab casters.



Raw Materials for Refractories & Ferroalloys

Thanks to its deep knowledge and involvement in the whole steel industry, in 2010 Trasteel Group started its activity as supplier of raw materials for refractory and second metallurgy as well as being involved in the supply of Raw materials for the ceramic industry.

Unlike many other players, since the beginning the Company put in place strategic partnerships with selected sources carefully identified for their reliability and the quality of their material through a strict auditing process. This approach allows Trasteel to have full control of the production and delivery chain through its local offices and led the company to become one of the most recognized suppliers in the refractory industry as well as secondary metallurgy and Ceramic industries.



MAIN SUPPLIED MATERIALS FOR THE REFRACTORY INDUSTRY

- Caustic Magnesite
- Dead Burnt Magnesite
- Fused Magnesite
- Fused Magnesia Chrome
- Chromite Sand
- Chamotte
- Mullite
- Flint clay
- Rotary and Shaft Kiln Bauxite
- Brown Fused Alumina
- White Fused Alumina
- Tabular Alumina
- Calcined Alumina
- Reactive alumina
- Silicon Carbide
- Amorphous, Expandable and Flake Graphite
- Wollastonite
- Silica Fumes
- Recycled Alumina
- Recycled Magnesite
- Zircon Sand
- Chrome Ore

MAIN SUPPLIED MATERIALS FOR THE STEEL INDUSTRY

- Calcium Aluminate
- Acid grade fluorspar
- Metallurgical grade fluorspar
- Cored wires
- Ferro-Silicon
- Silicon-Manganese
- Ferro-Manganese
- Ferro-Chrome
- Metallurgical bauxite
- Silicon Carbide
- Magnesite briquettes
- Calcium Carbide

Trasteel is recognized to be a quality driven supplier, providing high quality materials and tailor-made solutions to the most recognized refractory producers and steel plants worldwide.

Trasteel is not only a raw materials supplier, but as well a service provider, from financing to logistics to R&D, and that is why several customers all over the world choose Trasteel as their partner for sensible and fundamental products like the raw materials.

Non-Ferrous Metals

Initially born to support the procurement of a specific EU player, the department of Trasteel evolved to become a niche supplier on a worldwide basis and it is now a dynamic and integral part of the company's operations.

Today Trasteel moves metals and associated raw materials from source to end consumer with the aim to provide a stable and reliable supply in a fast changing and challenging environment.

The worldwide customers and suppliers base benefits from Trasteel's supply chain model, which includes sourcing, marketing, logistics and storage, hedging and risk management, and structured tailored financial solutions across the following metals:

- Copper
- Aluminum
- Zinc
- Tin
- Lead

Volatility and uncertainty of the Metals markets can suddenly affect the prices of raw materials and disrupt the added value over the supply chain. Trasteel's tailored financial, hedging and pricing solutions allow the preservation of this value for all the parties involved.

3T MINERALS

Trasteel trades 3T minerals taking care of all the supply chain and undertakes strict due diligence on its "conflict minerals" such as:

- Cassiterite
- Wolframite
- Tantalite

This due diligence is mandatory in order to determine that these minerals are not sourced from mines within the Democratic Republic of Congo controlled by non-governmental military groups.

The standards of the Model Supply Chain Policy published in the Annex II of the OECD guidance for a Responsible Global Supply Chain of Minerals are fully integrated in Trasteel's Conflict-free mineral policy, in order to ensure that Trasteel and its employees are fully aware of the risks associated with extracting, trading, handling and exporting minerals from conflict-affected and high-risk areas.

Trasteel fully supports the efforts of the Democratic Republic of Congo Government of building a peaceful environment in the extraction sites.

The Company is willing to be a key actor for long term cooperation with our local Partners, which also applied to the full terms of the OECD guidelines and the United Nations Security Council.

Playing a role as worldwide trader, Trasteel will benefit the audit process and bag tagging traceability system on all our minerals.





Engineering Solutions

Trasteel entered the equipment manufacturing field aiming to be recognized as the best “second tier” supplier to global Original Equipment Manufacturers and Final Clients.

Trasteel has recently purchased an important workshop facility in Izmir (Turkey) Trasteel Makina ve Ticaret A.S./Fematek, specialized in the manufacturing of equipment dedicated to the steel industry with a scorecard of more than 150 projects successfully implemented. It has already achieved such goals by focusing on equipment manufacturing for major European and MENA projects, as well as worldwide customers. The organization includes direct resources dedicated to design development by utilizing the most modern tools. Such design capability is mostly dedicated to the workshop needs as well as equipment optimization and revamping.

Within Profilmec Group, Trasteel has also a controlling stake of ROLM S.r.l, an Italian equipment producer, specialized in designing, assembling and installing all kinds of welded pipes production lines.

PRODUCTS SUPPLIED

- Complete EAF/LF, VD/VOD, AOD, Fume Dedusting, Melt shop auxiliaries (ladles, buckets, cars, etc.);
- CCM ladle turrets, molds, dummy bars, containment sectors, withdrawal and straightener units, roller tables, cooling beds, etc.;
- Rolling mills equipment such as descalers, stands, roller tables, cooling beds, stackers and spare parts like spindles, chocks, etc.



Gas

Capitalizing on steel industry knowledge and own assets, Trasteel decided to enter the Natural Gas business.

On February 2021 Trasteel Energy SA has been constituted in Lugano with the goal of serving the Italian industrial market starting from aforesaid metallurgical sector.

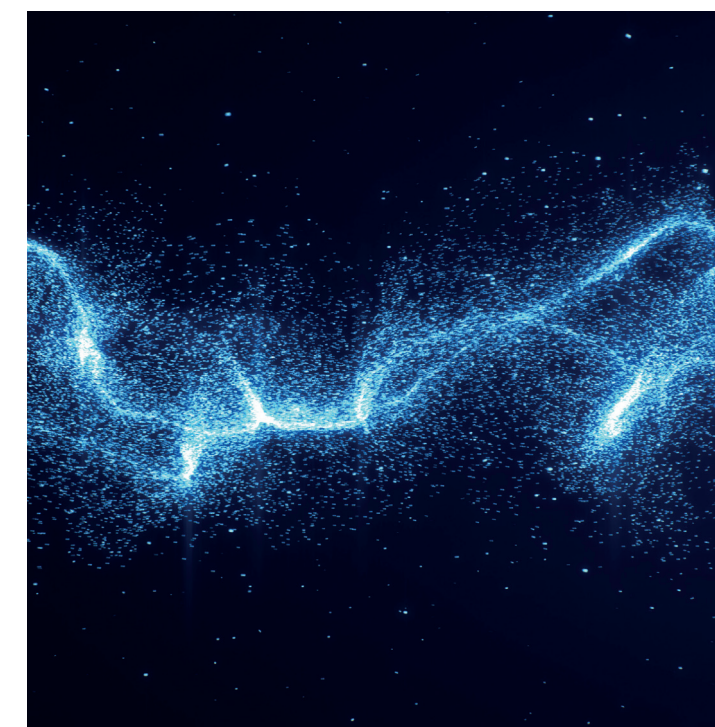
Today Trasteel Energy SA is registered as shipper/UDB on SNAM system to serve Italian Market as well as at Fluxys for operating at ZTP hub for Belgian market.

Power

We operate in the physical and financial markets across Europe, with in-depth knowledge of market fundamentals and supported by advanced analytics.

Member of the main power exchanges (EEX, Nord Pool, Nasdaq*, ICE, GME*, ...) we aim to become a one-stop shop to cover the growing complexity of power portfolio management.

- Spot market: day-ahead, intraday
- Forward market from daily to yearly contracts
- Cross-commodity hedging
- Structured products
- Energy Attribute Certificates



Carbon Credits

Driven by the need for a drastic reduction in carbon emissions worldwide, Trasteel took the decision to enter the Carbon Credits sector. The specific purpose of the desk is to help all our clients meet their Carbon Neutrality targets and/or comply with EU ETS requirements more efficiently.

In order to achieve the above, we are fully set up to provide a 360 degrees service, from Voluntary (VER) to Compulsory (EUAs) Carbon Credits under EU ETS. Trasteel Energy is accredited with VERRA and GOLD STANDARD registries for VER; whilst on EUAs, company is an account holder at the SWISS EMIS-SION TRADING REGISTRY.

Our capabilities and strengths for the Voluntary Emissions Reduction (VER) market include:

- Act as Principal: we will be your contractual counterparty in the trade and not a broker.
- Build “ad hoc” portfolios for every different customer
- Able to price every project correctly, being constantly in the market.
- Help in the Carbon Foot-Print Study and in providing an eventual Carbon Neutral Certification, with the help of our partners.
- Avoid the link to any single credit providers and/or projects.
- Evaluate strengths and weaknesses of every single project

As far as European Emissions Allowances (EUAs) are concerned, given the increased volatility of EUAs prices and the ever-increasing demand for the product, hedging has become a key factor for companies to plan ahead rather than being left at the mercy of a market they might know very little about.

In this context, Trasteel Energy aims to become the ideal partner in advising any entities which fall under the EU ETS scheme. Thanks to our decades-long expertise, the desk can implement ad hoc hedging strategies and provide physical delivery of the certificates.

Trasteel Investments

Trasteel grew exponentially since its birth in 2009. The ability to seek market opportunities and catch the right moment is surely an important characteristic of the management. It is important to avoid being static by diversifying and expanding into broaden sectors, step by step. Despite its growth, the Group is strongly attached to its core values: the care of its people and its authentic and familiar approach to business. The main investments of Trasteel are in the steel transformation sector, which is the segment of the steel value chain where the trading skills have a major importance.

Profilmec S.p.A.

Ispadue S.p.A.

LIFI S.r.l.

ROLM S.r.l.

Yugotub d.o.o.

CMP S.r.l.

SIM S.r.l.

Officine Tecnosider S.r.l.

TAMAC S.r.l.

Trasteel Makina ve Ticaret A.S. /Fematek

Yingkou Liangyu Trasteel Refractory Co. Ltd.

Trasteel Engineering Warsaw sp.zo.o & Trasteel Inginerie S.r.l.

UTIL Industries S.p.A.

Profilmec S.p.A.

Located in Torino, Profilmec S.p.A. is one of the companies of PROFILMEC GROUP and its core business relates production of precision High Frequency (HF) welded steel tubes and profile sections. The materials used are pickled, cold-rolled, aluminized and galvanized.

It boasts a modern and functional organization that operates within a sales network in Italy and the rest of Europe.

The history of PROFILMEC GROUP has its roots set within the last 50 years, and Profilmec S.p.A. itself has an impressive impact of the Group growth with up to 150.000MT of pipes produced per year.

profilmecgroup.com



Ispadue S.p.A.

Ispadue S.p.A. is located in Pordenone and it is one of the main realities of the PROFILMEC GROUP with a total production up to 150.000MT of pipes per year.

The peculiarity of this premise is that cold rolling, hydrogen annealing in EBNER furnaces and surface rolling facilities make it possible to reroll coils with various characteristics.

These can be personalized upon request (for mechanical characteristics, surface finish, complex galvanic treatments, narrow and asymmetric tolerances on thicknesses). Small lots can be provided within short waiting time for those market niches not serviced by large steelworks.

profilmecgroup.com



LIFI S.r.l.

LIFI S.r.l. is situated in the province of Torino and it specializes in the production of precision steel tubes, cold-formed and high-frequency welded tubes made from hot-rolled, pickled, cold-rolled and coated, for a total production of 8.000MT per year.

Its multifunctional production facility in Lombardore (TO) is equipped with cutting-edge CO₂ and fiber lasers for custom cutting and processing of high-strength and ultra-high-strength steel tubes.



ROLM S.r.l.

ROLM S.r.l. specializes in the design, manufacture and installation of high-tech machines for tube production and sheet metal processing.

It is located in a 4.000 square-meter warehouse in Cavallerleone (CN), very close to Torino. It has available a large fleet of used and overhauled machines, the used lines are re-conditioned to new in the mechanical, electrical, hydraulic and pneumatic components.

rolm.eu



Yugotub d.o.o.

Yugotub d.o.o. is located in Serbia, Belgrade. With a floor area of 7.000 square-meter, it runs three machines for the welded tubes production, one splitter for cutting coils into narrow strips, and three cutting machines for cutting tubes to length.

Product range includes tubes of round, square, rectangular, semi-oval, octagonal, oval and special sections, as per the customer requirements. The tubes can be made in commercial bars up to 8000 mm length, and can be cutsized and specially packed. Materials used for production are cold rolled and pickled steel coils.

Yugotub is a company certified according to ISO 9001:2015 and ISO 14001, and tubes are produced in conformance with EN 10305-3: 2002 and EN 10305-5: 2003 standards.

yugotub.com

CMP S.r.l

CMP S.r.l. srl is located in Torino, and is part of the Profilmec Group, being its commercial division.

SIM S.r.l

Based in Teramo, Italy, SIM S.r.l. is a company focused on the production of steel pipes and cut-to-length pipes.

It is owned by both Profilmec Group (50%) and the renowned Italian company Marcegaglia (50%).

TAMAC S.r.l.

TAMAC S.r.l. 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 finished product's delivery to Italy, Europe and northern Africa countries.

With a production capacity of 120,000 MT/year, Tamac stores more than 20,000 MT of coils in its own 10,000 sqm heated warehouse, processing shims from 0.6 mm up to 8.0 mm.

The Trasteel International support ensures hot and cold rolled, and coated flat sheet metal coils sourced from the world's leading steel mills, allowing Tamac to offer high quality products at a very competitive price. To guarantee high standard performances, every item is checked in a dedicated control area.

Tamac supplies products to a wide range of industries, including automotive, white goods, commercial and agricultural vehicles, lighting systems, plumbing, building, conditioning and household appliances.

tamac.it



Trasteel Makina ve Ticaret A.S. / Fematek

Trasteel Makina ve Ticaret A.S. produces a broad range of heavy carpentry products to satisfy various commercial and industrial requirements.

Its highly skilled personnel, with over two decades of experience with the major OEMs, and an impressive reference list, guarantees the most competitive lead times, quality and prices with European and Asian suppliers.

Based in Istanbul and Izmir, it is strategically located for logistics, with connections by sea or truck to Europe, Middle East and North Africa.

trasteel.com.tr

Officine Tecnosider S.r.l.

Officine Tecnosider is a steel rerolling plant.

It was created as a greenfield project in 2009 with Trasteel owning initially 30%, which became 51% in 2020, while 49% is today owned by the international leading steel trader Vanomet.

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 production in 2011 and reached already full capacity 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' steel operations are established in San Giorgio di Nogaro (Udine), in a strategic location close to two main ports and to the main European customers.

officinetecnosider.it



Yingkou Liangyu Trasteel Refractory Co. Ltd.

Trasteel owns a stake in one of China's leading manufacturers of Magnesia-Carbon and Alumina-Magnesia-Carbon refractory bricks, in a Joint Venture under the name "Yingkou Liangyu – Trasteel Refractory Co. Ltd.".

Trasteel is its exclusive marketing arm, handling marketing, sales, production financing and technology advancement.

The JV integrates manufacturing and research facilities, producing, with a capacity of about 70'000 MT/year, the following range of products:

- Magnesia Carbon bricks for converters, electric arc furnaces and ladles
- Magnesia Alumina Carbon bricks
- Alumina Silicon Carbide bricks
- Fired Magnesia and Fired Magnesia Chrome and Spinel Bricks
- Sliding Gate Plates and Nozzles for Tundish and Ladle flow control
- Unshaped products for lining installations and maintenance of steel making units

Trasteel partner owns a mine with uncovered deposits of raw magnesite of 30 million MT, with an annual output of 200,000 MT, assuring to the JV a competitive source of fused and sintered Magnesia raw materials.

Trasteel Engineering Polska sp.zo.o & Trasteel Inginerie S.r.l.

The two companies were set up in 2015 and produces, cut and bend steel, assembling structures based on client specifications and metalworks for fabrications.

They are active in the shaping and assembling rebar production for reinforced concrete in Poland/Romania and the rest of Europe, and metal works for civil and tunnel constructions. The two production units are situated in Warsaw (Poland) and Galati (Romania).

Clients are the main construction companies acting in the large-scale infrastructure, civil and industrial engineering. After years of experience by their shareholders, the Companies established a close relationship with their customers becoming a full service providers.

In addition, the companies benefits from the network and know-how of a well-established

Polish company active since 2015. As well for the Romanian market, where the company invested in the country's development, entering the market for producing cut and bend, steel cages automatically assembled, and other services provided by its qualified staff. Actually Trasteel Engineering Polska owns 100% of Trasteel Inginerie.



UTIL Industries SpA

Since its foundation in 1959, UTIL has rapidly established itself as a reference company for the production of components for automotive braking systems, achieving a significant market share globally. Today UTIL is present in Italy and China with production plants and research centers and in Germany and the United States with a sales representation.

Headquarters of the UTIL Group and headquarters of Util Industries, the Villanova d'Asti (AT) site has the latest technologies and presses, operating in a power range of 630 to 1,400 tons, to meet the most complex market demands.

Util (Guangzhou) Auto Parts Co. Ltd, which has a new 10,000 m2 facility in the Nansha district, provides state-of-the-art technology and efficient production processes such as fine blanking, single and progressive stamping, brushing and polishing to serve Asian markets, with a focus on the automotive sector.

utilgroup.com





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