



FEMATEK

A large industrial facility, likely a steel mill, with bright orange and yellow flames or molten metal visible in the background. The image is split diagonally, with the top-left portion showing the fiery industrial scene and the bottom-right portion showing a blue-tinted view of industrial structures.

ENGINEERING & MANUFACTURING SOLUTIONS



FOREWORD

As we enter 2023, we look back at two years pervaded by unexpected challenges as well as growth opportunities.

In times of exceptional turbulence across markets, disruption of global supply chains, geopolitical conflicts and widespread uncertainty. Trasteel was able to realize the largest leap forward in its 13-years history with the successful acquisition of several important industrial assets, most significantly Officine Tecnosider in 2020 and Profilmec Group in 2022.

The expansion of our investment portfolio and the competent steersmanship of our managers and employees across a challenging yet sparkling market environment, enabled Trasteel to triple its group revenues and book value - including a sevenfold rise in its operating margin - over the span of just 24 months.

We shall try to keep this trajectory in the years to come, as we continue strengthening the Group both organically and through acquisitions, while safeguarding the value created and the well-being of our 950 employees. An expansion will always be strongly anchored to our key values, as summarized in our slogan PEOPLE BEHIND STEEL.

To quote a famed strategist: the ships are at sea.



GIANFRANCO IMPERATO
GROUP CEO

OVERVIEW ON TRASTEEL

\$ 1.4 billion

Group Revenues (in USD)

1.4 million

Sales Volume (in tons)

CARBON NEUTRAL



In 2 out 7 subsidiaries and growing

STRATEGIC PARTNER

Tratelli Cosulich



A global shipping group and Trasteel shareholder

BUSINESS UNITS

STEEL AND RAW MATERIALS

16 PRODUCT TYPES

- ▶ Steel
- ▶ Raw Materials

CONSUMABLES

21 PRODUCT TYPES

- ▶ Refractories and Electrodes
- ▶ Raw Materials
- ▶ Ferroalloys

ENERGY

3 PRODUCT TYPES

- ▶ Natural Gas
- ▶ Power
- ▶ Carbon

METALS AND MINERALS

9 PRODUCT TYPES

- ▶ Non-Ferrous Metals
- ▶ Minerals
- ▶ Hedging Solutions

ENGINEERING

2 INDUSTRIAL UNITS

- ▶ Engineering Services
- ▶ Spare Parts

PORTFOLIO COMPANIES

STEEL AND RAW MATERIALS



ENGINEERING



Founded and run by former top executives of major industrial and commodity trading groups with over 30 years of individual experience in the industry. Trasteel is rooted in a deep knowledge of steel, its products, price cycles and global commercial flows.

BOARD OF DIRECTORS

GIUSEPPE MANNINA

CHAIRMAN

GIANFRANCO IMPERATO

DIRECTOR

AUGUSTO COSULICH

DIRECTOR

ANTONIO CANAVESI

DIRECTOR

MARCO MASSA

DIRECTOR

MANAGEMENT

GIANFRANCO IMPERATO

GROUP CEO

FEDERICO GUIDUCCI

GROUP CFO AND CIO

STEEL AND RAW MATERIALS

TRADING

▶ Matteo Del Cattatore

INDUSTRY

▶ Walter Talpo

▶ Loris Trevisiol

▶ Marko Melamed



Filippo Gottardis



Fabio Dentesano



Andrea Oliva



Michele Favalli



Federico Guiducci

CONSUMABLES

TRADING

▶ Stefano Zamboni

ENERGY

TRADING

▶ Matteo Del Carratore

▶ Valerio Teppati

METALS AND
MINERALS

TRADING

▶ Alessandro Zampatti

ENGINEERING

INDUSTRY

▶ Enzo Ruscio

▶ Ali Erhan Izcan

40+

Representative offices

 1 Headquarters

 9 Trading offices

 10 Industrial plants

 2 Joint ventures

+ 36 Agents globally

950

Worldwide employees

15

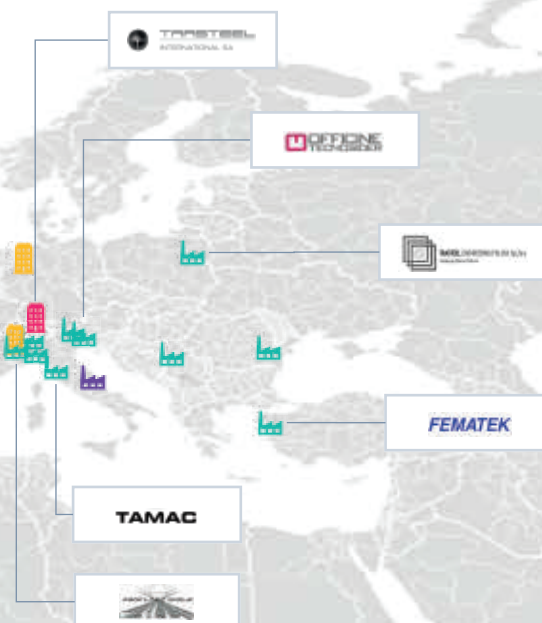
Employee nationalities

65

Countries of activity

3,500

Worldwide clients



AN INCREASINGLY GLOBAL PRESENCE

TRASTEEL - FEMATEK

With an 18-year history, Fematek specializes in providing European quality products and services to customers in the global steel industry. Since its foundation in 2006, Fematek has been committed to becoming the leading second-tier supplier of steel equipment to global original equipment manufacturers and final clients, competing with Asian suppliers on price and lead time.

With nearly two decades of manufacturing experience, Fematek has joined a global group, an accomplishment that only a few manufacturing companies can achieve. In 2022, we experienced the excitement of joining forces with Trasteel Trading Holding SA (Switzerland - www.trasteel.com).

From a manufacturing factory in Turkey to becoming part of an international corporation, Trasteel is an international trading and industrial group active in the metallurgy, energy, and steel sectors, employing over 900 people in Europe, the Middle East, and Asia-Pacific. Established in 2009 by entrepreneurs and professionals with 40 years of international steel industry experience, Trasteel is a leading player in the steel industry and has further strengthened its global position with the acquisition of Fematek, now known as Trasteel Makina ve Ticaret A.S.

Manufacturing with European Expertise and Global Financial Power

As part of the Trasteel Group, we continue to grow and provide equipment and services with a broader, better, and more flexible approach to the entire supply chain. Our focus and enthusiasm remain constant as we develop and improve our business structure and capabilities to meet the demands of changing market conditions. We work tirelessly to enhance our abilities in both manufacturing, sourcing, and maintaining our unique position in manufacturing for both original equipment manufacturers and final clients. We are grateful to our partners, employees, customers, and all those who contribute to our mission along the way.



- ▶ 12,000 m² closed manufacturing area.
- ▶ 30,000 m² total land.
- ▶ Engineering know-how for steel plants equipment
- ▶ Flexibility up to 250 blue collars of which 50 is certified welders
- ▶ Expertise in Steel Plant Investment; more than 100.000 tons equipment supplied
- ▶ Fast track delivery, logistic and on-site support
- ▶ Quality Guarantee for material and manufacturing
- ▶ EU supported financial solutions
- ▶ Long-term partner for heavy industry needs

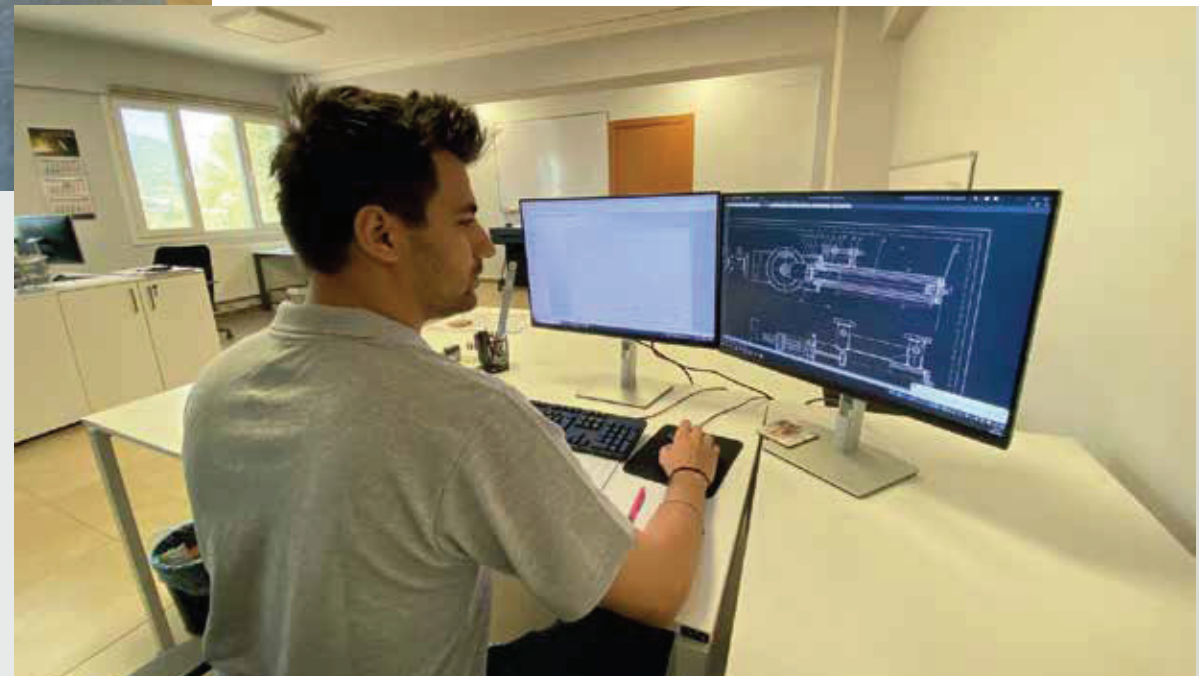
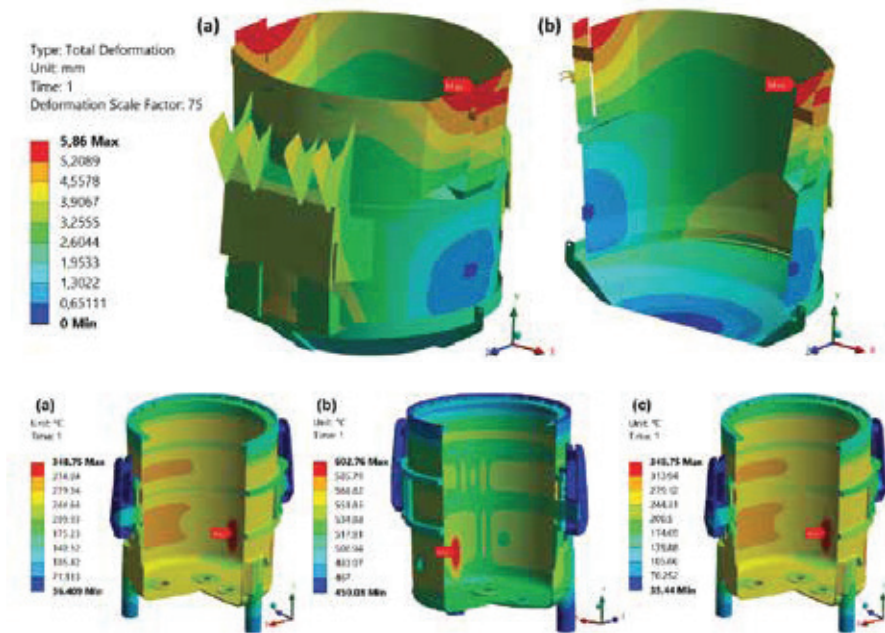
FEMATEK PLANT





Based on the basic engineering and design parameters provided by the Client, we can provide detail design of any equipment related to Steel Mills.

Our extensive archive of 2 decades of equipment supplied all over the world may help us to develop state-of-the art solutions to our valuable clients.



REFERENCES

EAF/LF

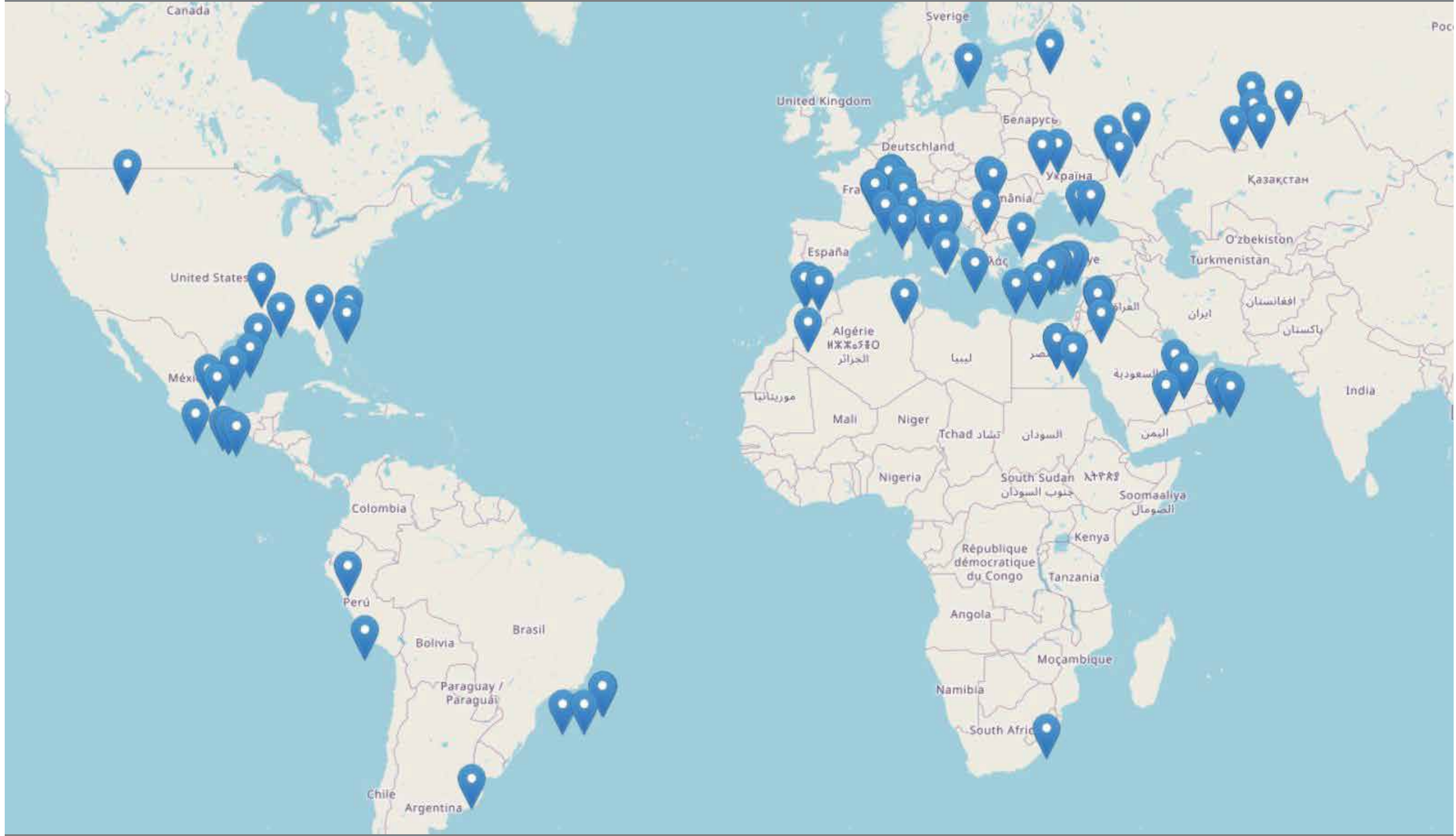
VD/VOD

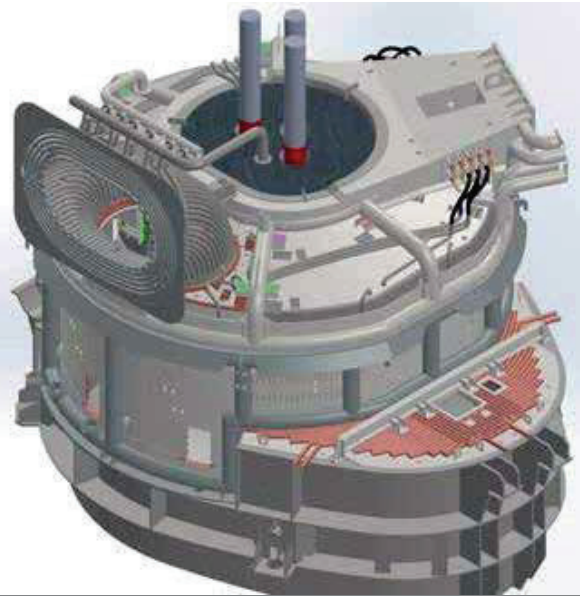
CCM

FTP

RM

SPL





- Detailed design is made as per our client's process design in our technical office for manufacturing.
- The modern EAFs are equipped with innovative, energy saving panels specially manufactured to avoid water leakages and to increase panel lifetime.



Complete water leakage and flow tests are being done with hi-tech equipment to be sure of functional performance.



Shipping fully assembled equipment is our standard to decrease erection time, whenever it is practical.

- Bimetal materials need special skill to process. We have this experience to produce innovative parts as per our client's needs.



- We always use EU certified seamless pipes to manufacture water cooled equipment with special welders.



Ready to leave our workshop only after passing very tough quality control procedures successfully including pressure and flow tests.



REFERENCES

Final Customer	Country	Year
AL EZZ	Egypt	2007
HALYVOURGIKI	Greece	2007
BMZ STEEL	Belarus	2008
SIDERURGICA BARRA MANSA SA	Brasil	2008
CHELYABINSK	Russia	2008
TOKYO STEEL	Japan	2009
KUWAIT STEEL	Kuwait	2009
SIRIA METAL INDUSTRIES	Syria	2009
DNEPSTEEL	Ukraine	2009
MMK-ATAKAŞ	Turkey	2010
SAUDI IRON AND STEEL CO. (HADEED)	KSA	2011
İZMİR DEMİR ÇELİK	Turkey	2011
ASİL ÇELİK	Turkey	2011
EURAJOEN ROMU OY	Finland	2011
DEACERO SA DE CV	Mexico	2012
BVK LIMITED LIABILITY COMPANY	Russia	2012
DONETSKSTEEL	Ukraine	2012
HANDLOWA MAG-FERUM	Poland	2012
NUCOR STEEL MEMPHIS	Usa	2013
INDUSTRIAL INVESTMENT Co	Egypt	2014
RS SILICON	Bosnia	2015
SEIXAL	Portugal	2016
ARVEDI	Italy	2016
MISCO	Oman	2018
VAI	Austria	2019
APERAM	France	2022
TOSYALI ALGERIA	Algeria	2023
ZP	Slovakia	2024



- VD Tanks are always tested with special care at all stages of manufacturing.
- Sufficient handling infrastructure to manufacture and assemble oversize equipment.



■ Pre- assembly of oversize equipment VOD Tanks.



- All kind of Silos, Bunkers and Hoppers are pre-assembled and tested before delivery.



Final Customer	Country	Year
EZZ STEEL	Egypt	2010
SUEZ STEEL	Egypt	2011
EZZ STEEL	Egypt	2013
AHMSA	Mexico	2014
EVRAZ	Canada	2016
TULA	Russia	2016
TERNI/ARVEDI	Italy	2023





- Functional tests are part of our internal acceptance procedures.
- We have a strong on-board piping expertise, and add value to our client's design where possible

Pre-assembled Roller
Tables.



We fulfill leakage and flow
test procedures for CCM
segments.



- All exclusions that are sent by our clients are carefully checked and assembled on the machines.
- Experienced at manufacturing all types of spray cooling zones for billets and blooms

Dummy Bar Parking
Device completely
assembled before
shipment.



We show utmost care for
special packing of
machines and equipment
we produce.

REFERENCES

Final Customer	Country	Year
VALOUREC	France	2006
ASIL CELIK	Turkey	2007
GHC	UAE	2007
NUCOR	USA	2007
ARCELOR	Italy	2008
ARCELOR	Poland	2009
SUEZ STEEL	Egypt	2011
ACERIAS NACIONALES DEL ECUADOR S.A.	Ecuador	2012
NUCOR	USA	2012
GERDAU CORSA	Mexico	2013
JSC EVRAZ	Russia	2014
KARDEMİR	Turkey	2014
SIMEC	Mexico	2016
APERAM GENK	Belgium	2023



- Caps and elbows are specially produced (hot forged) to fit up with seamless pipes.

Properly packed water cooled duct ready for shipment.



Pre-assembly of sliding sleeve (movable elbow) which is necessary to fit up all accessories and weld on assembly.



- Complete assembly of a FTP line.
- Unique high production capacity for Water Cooled Equipment.

Final Customer	Country	Year
CHELYABINSK METALLURGICAL PLANT	Russia	2011
INCOPRO DO BRASIL	Brasil	2014
OUTOKUMPU INOX AB	Sweden	2014
SABIC-HADEED	KSA	2015
AQS-ALGERIAN QATARI STEEL	Algeria	2016
SIMEC	Mexico	2016
WINOA	France	2022
OUTOKUMPU	Sweden	2023



- More than 50 references available for Reheating Furnace (RHF) equipment.
- Heavy supporting structures.



Enough space and handling capacity for pre-assembly Cooling Bed over 100 m.

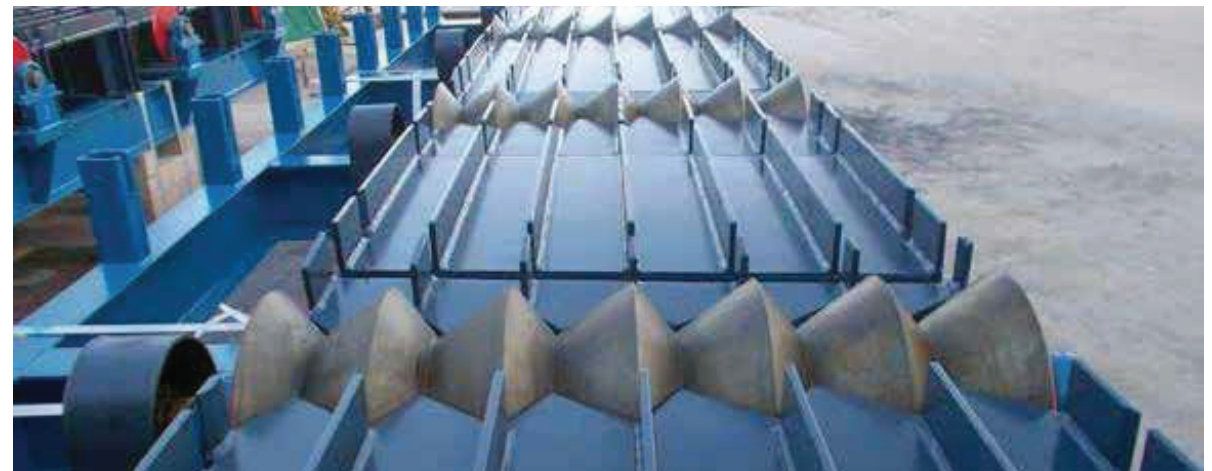


Inox on-board piping is also one of our expertise for special Rolling Mill equipment.

ROLLING MILL



- Fully assembled waterbox for Rolling Mill.
- Casting items also supplied and assembled on the machines as per client's requirements.





■ Reels for wire rod coil transfer.

■ An assembled and tested cooling bed.



■ Inlet Roller Table assembled.



■ Final checks of a roller table with insulated covers.



REFERENCES

Final Customer	Country	Year
GHC	UAE	2007
NUCOR	USA	2007
JESCO	KSA	2008
ARCELOR	France	2009
ASPO	Italy	2009
LUIGI	Italy	2009
ACRONI	Slovenia	2009
SCAW METAL	South Africa	2009
DNEPROSTEEL LLC	Ukraine	2011
ALERIS	Belgium	2012
NUCOR STEEL	USA	2013
NUCOR STEEL SOUTH CAROLINA	USA	2013
BENTELER	USA	2013
GORDON ALUMINUM INDUSTRIES INC.	USA	2014
ANNABA	Algeria	2014
ASİL ÇELİK	Turkey	2015
SIMEC	Mexico	2016
OMK	Russia	2019
APERAM	France	2022



- Fully assembled Bridle Units.
- Looper Assembly ready to ship



Roller table for Hot Strip Mill.



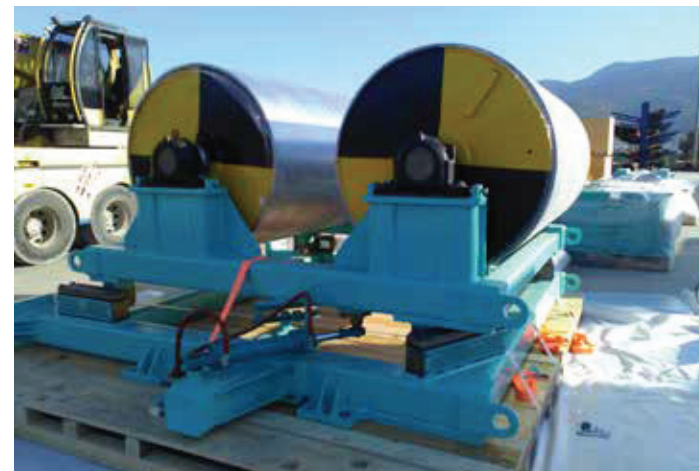
Pinch Roll assembled.

STRIP PROCESS LINES



- Decoiler assembled on site after shipping from our factory.
- Capacity to handle several machine assembly at the same time.

Process Tanks under final assembly



Steering Units under packing for overseas shipment

REFERENCES

Final Customer	Country	Year
ARCELOR	France	2007
TEZCAN	Turkey	2007
LUCCINI	Italy	2008
ARVEDI	Italy	2009
MMK-ATAKAŞ	Turkey	2010
THY-MARCINELLE	Belgium	2012
ALERIS	Belgium	2013
NUCOR	USA	2014
ATAKAŞ	Turkey	2015
ATAKAŞ	Turkey	2016
ERDEMIR	Turkey	2017
TERNIUM	Mexico	2017
TYASA	Mexico	2017
NUCOR	USA	2018
ATAKAŞ	Turkey	2022
NUCOR	USA	2024



B U S I N E S S S T R U C T U R E

STEEL PLANT
INVESTMENT PROJECT

FC or OEM

OEMs for Engineering
Automation & Noble-Technological
Equipments:

CONTINUOUS RELATIONS and
BUSINESS WITH ALL OEMS

TRASTEEL - FEMATEK for
Detail Engineering and Equipment
(pre-offer based on reference
drawings/description):

IN ORDER TO REDUCE
OVERALL CAPEX BUDGET

Trasteel - Fematek is a leading Turkish supplier of equipment that aims to:

- Deliver European OEM-Quality Equipment.
- At prices competitive with the Far East.
- In the same time zone as our clients.
- Logistic & after sales services.
- Highly responsive and client oriented.
- Reducing total investment cost for OEMs and FCs via competitive prices for non-noble equipment production.

aperam


ArcelorMittal

Arvedi



ATAKAŞ

DANIELI 

 حديد الإمارات
emirates steel

 ERDEMİR


KARDEMİR

 **maerz**

Nidec

 **ÖZKAN**[®]
DEMİR ÇELİK SANAYİ A.Ş.

 **PRIMETALS**
TECHNOLOGIES

SMS  **group**


SONASID

tenova 

 **Ternium**

 **TOSÇELİK**





FEMATEK

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