

WE

ARE

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WE ARE IN

MARCEGAGLIA IS ITALY'S LEADING INDUSTRIAL GROUP IN THE NATIONAL AND INTERNATIONAL STEEL SECTOR, WHICH HAS BEEN PROCESSING STEEL FOR OVER SIXTY YEARS.

THE COMPANY'S UNIQUE PRODUCTION AND BUSINESS MODEL IS A TRUE EXPRESSION OF ITALIAN FAMILY ENTREPRENEURSHIP, BY SUCCESSFULLY COMBINING ITS OWN OPERATIONAL FLEXIBILITY WITH STRONG MARKET PRESENCE TYPICAL OF MULTINATIONALS.

ESTABLISHED IN 1959 BY STENO MARCEGAGLIA IN THE TOWN OF GAZOLDO DEGLI IPPOLITI (MANTUA) IS TODAY A GROUP FULL RUN BY HIS CHILDREN ANTONIO AND EMMA MARCEGAGLIA.



KEY FIGURES

MARCEGAGLIA IS A MAJOR PLAYER ON THE INTERNATIONAL STEEL SCENE THAT OFFERS CONSTANT GROWTH AND HIGH-QUALITY PRODUCTS AND PROCESSES, CONTRIBUTING SIGNIFICANT ADDED VALUE TO THE MARKET WHILE MAINTAINING A STRONG FOCUS ON SUSTAINABILITY.

1st ■ PLAYER IN STEEL PROCESSING SECTOR IN THE WORLD

■ PRODUCER OF STAINLESS STEEL WELDED TUBES IN THE WORLD

■ PRODUCER OF CARBON STEEL WELDED TUBES IN EUROPE

■ SERVICE CENTER IN ITALY

6.5

MILLION TONNES OF FINISHED PRODUCT

7.5

BILLION EUROS IN TURNOVER

7,800

EMPLOYEES

36

PLANTS ACROSS 4 CONTINENTS

15,000

CUSTOMERS



STRATEGIC GOALS

10.1.0.0.0

_____■ 10 BILLION EUROS IN TURNOVER

_____■ 1 BILLION EUROS IN EBITDA

_____■ 0 DEBT

_____■ 0 INJURIES

_____■ 0 EMISSIONS



FLEXIBLE SOUL

INDEPENDENCE, DYNAMISM, AGILITY, RESPONSIVENESS, RESILIENCE AND SUSTAINABILITY ARE THE KEY ELEMENTS OF MARCEGAGLIA CORPORATE CULTURE:

FACTORS THAT HAVE HELPED MAKE THE COMPANY THE MAIN POINT OF REFERENCE FOR STEEL PROCESSING BOTH IN ITALY AND ABROAD.

MARCEGAGLIA IS ABLE TO SUCCESSFULLY OPERATE, EVEN GIVEN THE MOST DIFFICULT MARKETS AND GEOPOLITICAL CONDITIONS, THANKS TO INDUSTRIAL SYNERGIES, ECONOMIES OF SCALE AND THE DIVERSIFICATION OF PRODUCTION AND SUPPLY.

GROUP CULTURE FOCUSES ON THE ROLE OF PEOPLE AND ON SHARING SPECIFIC VALUES, WHICH HAVE BECOME THE CORNERSTONES OF ITS BUSINESS MODEL.



STRATEGIC RESOURCES AND DISTINCTIVE SKILLS

- SOLID GLOBAL PROCUREMENT NETWORK
- DIVERSIFIED RANGE OF PRODUCTS AND SERVICES
- WORLDWIDE DISTRIBUTION
(CUSTOMER BASE, GEOGRAPHIC MARKETS, AREAS OF USE)
- OPERATIONAL EXCELLENCE AND LOGISTICS
- FLEXIBILITY / REACTIVITY / SPEEDY DECISION MAKING
- SERVICE ORIENTATION
- COMPETENCE / MOTIVATION / STABILITY OF MANAGEMENT



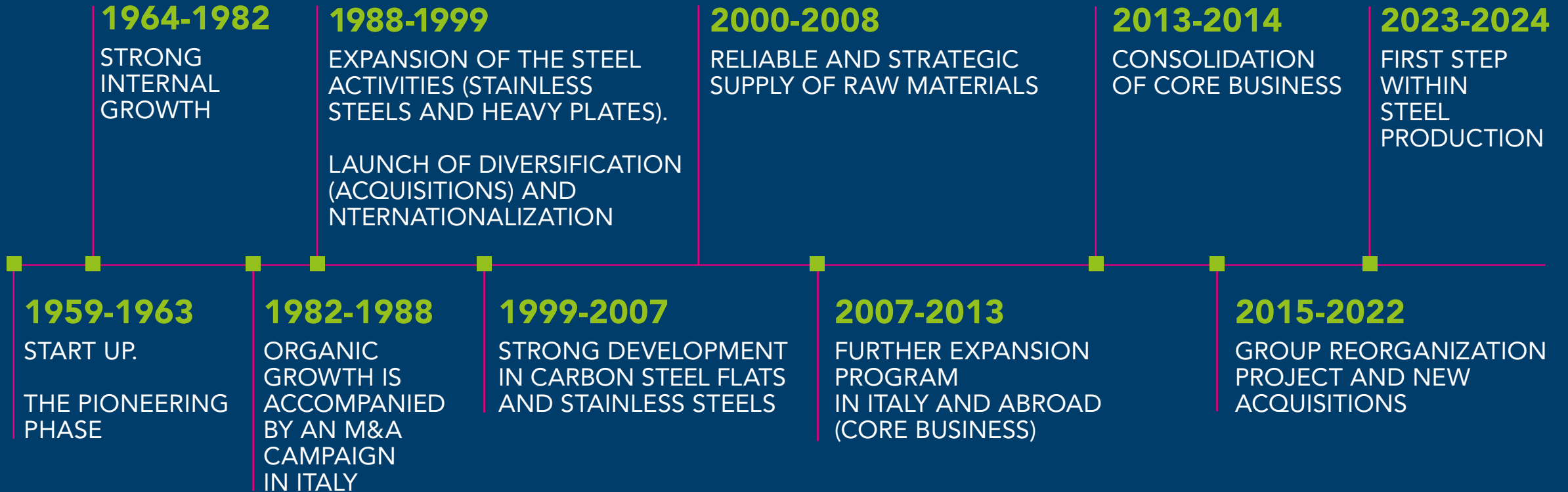
DEEP ROOTED VALUES

THE GROUP'S HISTORY IS FIRST AND FOREMOST THE STORY OF A FAMILY: THAT OF STENO, MIRA, ANTONIO AND EMMA MARCEGAGLIA.

IN OVER SIXTY YEARS, THE ENTREPRENEURIAL ADVENTURE, WHICH BEGAN IN 1959, HAS SEEN A SMALL LOCAL BUSINESS BECOME ONE OF THE TOP ITALIAN COMPANIES, WHICH WAS SUCCESSFULLY ABLE TO PROMOTE ITS "MADE IN ITALY" BUSINESS MODEL GLOBALLY, BUT WITHOUT LOSING SIGHT OF ITS DEEP-ROOTED ORIGINS.



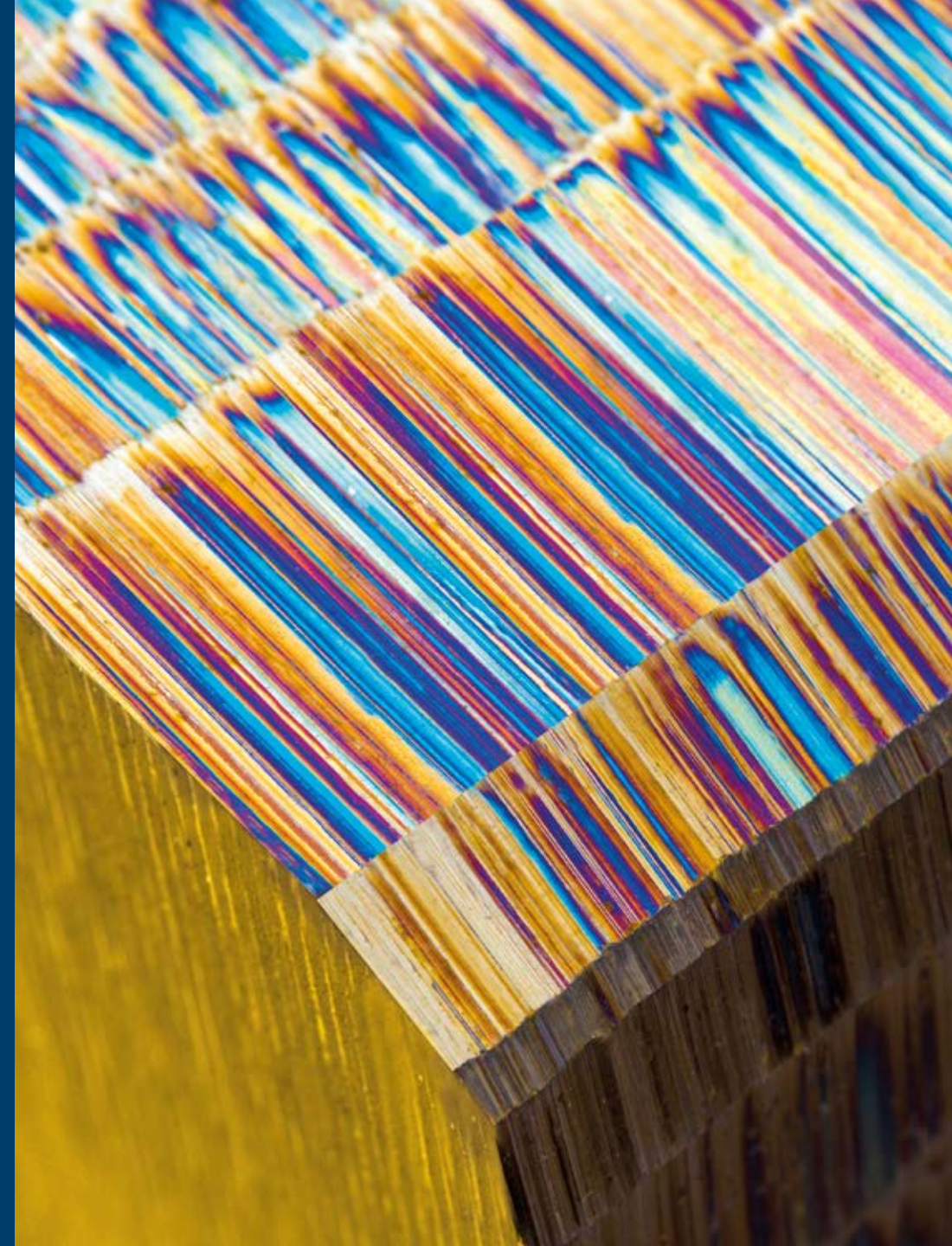
DEEP ROOTED VALUES



UNIQUE POSITIONING

MARCEGAGLIA IS PRESENT THROUGHOUT THE STEEL VALUE CHAIN, BOTH HORIZONTALLY AND VERTICALLY, THANKS TO ITS UNIQUE STRATEGIC POSITIONING.

THE GROUP IS THE WORLD'S LEADING INDEPENDENT STEEL PROCESSOR WITH A PRODUCT RANGE THAT COVERS EVERYTHING FROM CARBON TO STAINLESS STEEL, FROM LONG TO FLAT PRODUCTS, FROM COMMODITY TO SPECIALTY.



UNIQUE POSITIONING

IN JANUARY 2023, THE COMPANY ACQUIRED AN ELECTRIC FURNACE FOR SPECIAL STEEL PRODUCTS IN SHEFFIELD, UK: THIS BEING THE FIRST PRIMARY PRODUCTION ASSET IN THE GROUP'S HISTORY. MARCEGAGLIA HAS INVESTED WITH A VIEW TO SHORTENING AND STABILISING SUPPLY CHAINS AND DEVELOPING AN OFFER OF INCREASINGLY SUSTAINABLE AND COMPETITIVE PRODUCTS.

IN MAY 2024, MARCEGAGLIA COMPLETED ITS STEEL PRODUCTION CAPACITY WITH THE FOS-SUR-MER PLANT IN FRANCE, WHICH WILL MEET APPROXIMATELY 30% OF THE GROUP'S STEEL NEEDS AND WILL USE EFFICIENT AND SUSTAINABLE PRODUCTION METHODS.



STEEL, IN ALL SHAPES

CARBON STEEL



CARBON STEEL SEMIS

INGOTS, BILLETS, BLOOMS



CARBON STEEL LARGE-DIAMETER ROUND BARS



CARBON STEEL COILS

PICKLED, COLD ROLLED AND HOT DIP GALVANIZED



CARBON STEEL STRIPS

BLACK, PICKLED, COLD ROLLED AND HOT DIP GALVANIZED

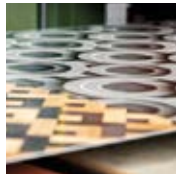


CARBON STEEL SHEETS

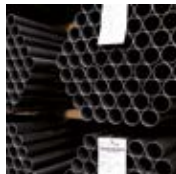
BLACK, PICKLED, COLD ROLLED, HOT DIP GALVANIZED, DIAMOND AND TEARDROP PATTERNED



PRE-PAINTED COILS, STRIPS AND SHEETS



CROMATICA



CARBON STEEL WELDED TUBES



COLD-DRAWN WELDED TUBES



REFRIGERATION TUBES AND HOME APPLIANCES PRODUCTS

BUILDING



INSULATED ROOFING AND WALL PANELS



INSULATED PANELS FOR SECTIONAL DOORS



SAFETY BARRIERS



SCAFFOLDING EQUIPMENT

SPECIALTY STEEL



STAINLESS STEEL SEMIS

SLABS, BILLETS, BLOOMS



SPECIALTY CARBON HEAVY BARS

WIRE RODS

DRAWN WIRES

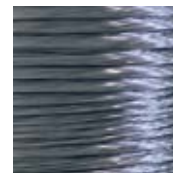


STAINLESS STEEL WIRE RODS



STAINLESS STEEL HEAVY BARS AND COLD-DRAWN BARS

STAINLESS STEEL FLAT BARS



STAINLESS STEEL DRAWN WIRES



STAINLESS STEEL COILS



STAINLESS STEEL STRIPS



STAINLESS STEEL SHEETS



STAINLESS STEEL WELDED TUBES



CARBON STEEL COLD-DRAWN BARS

HEAVY PLATES



HEAVY PLATES

WE ARE INTERNATIONAL



STEEL, EVERYWHERE

MARCEGAGLIA MANUFACTURES PRODUCTS SECTOR WIDE:
FROM DISTRIBUTION TO MECHANICAL ENGINEERING,
INDUSTRIAL PLANT ENGINEERING, BUILDING
AND CONSTRUCTION, AND THE AUTOMOTIVE INDUSTRY,
WITHOUT FORGETTING SPECIALISATIONS FOR THE FOOD,
AGRICULTURE, CHEMICAL AND PETROCHEMICAL,
HYDROMECHANICS, HYDRAULICS, FURNITURE SECTORS
AND MANY MORE.



STEEL, EVERYWHERE

OVER 15,000 CUSTOMERS ACROSS EUROPE
AND AROUND THE WORLD ARE PROOF
OF THE GROUP'S WIDESPREAD MARKET PENETRATION.

STRONG SECTORIAL DIVERSIFICATION
AND PRESENCE IN MULTIPLE GEOGRAPHICAL AREAS
MEAN THAT MARCEGAGLIA DOES NOT DEPEND
ON THE PERFORMANCE OF A SINGLE BUSINESS OR REGION,
GUARANTEEING ITS OUTSTANDING
AND PERHAPS UNIQUE RESILIENCE IN THE STEEL INDUSTRY.



MOVING THE WORLD

READY TO SEIZE EVERY OPPORTUNITY FOR GROWTH
WHILST PAYING CONSTANT ATTENTION TO CUSTOMERS NEEDS,
MARCEGAGLIA GROUP HAS CREATED A NETWORK
OF 36 PRODUCTION PLANTS THAT GUARANTEE
THE VERY BEST SKILLS, QUALITY, SERVICE AND KNOW-HOW,
ALONG WITH A HIGHLY EFFICIENT LOGISTICS
AND DISTRIBUTION NETWORK.

THE LARGE NUMBER OF HUBS LOCATED
IN EUROPE'S MOST STRATEGIC MANUFACTURING DISTRICTS
AND ITS PRIVATELY-OWNED RAILWAY TERMINALS
AND PORT FACILITIES IN THE MEDITERRANEAN
(RAVENNA, SAN GIORGIO DI NOGARO AND BIZERTE)
ALLOW THE COMPANY TO MEET REQUESTS
FROM AROUND THE GLOBE
AND ENSURING ITS INTERNATIONAL CUSTOMERS
PROMPT, FLEXIBLE AND PUNCTUAL PRODUCT DELIVERY.



WE ARE INTREPID

MARCEGAGLIA PAYS CLOSE ATTENTION TO THE ORIGIN OF RAW MATERIALS DURING PROCUREMENT, WHICH PROVIDES REAL STRENGTH AND DEPTH TO ITS SUPPLY CHAINS.

THANKS TO PARTNERSHIP AGREEMENTS WITH TOP STEEL SUPPLIERS ON FIVE CONTINENTS, THE GROUP CAN EASILY SOURCE HIGH-QUALITY MATERIALS AND VARIOUS GRADES OF STEEL, OFFERING ITS CUSTOMERS A TAILOR-MADE SERVICE AT ALL TIMES.

THE STRENGTH OF ITS SUPPLY NETWORK COMBINED WITH FLEXIBLE AND DIVERSIFIED SOLUTIONS ALLOW MARCEGAGLIA TO BETTER ADDRESS MARKET VOLATILITY, ALWAYS SATISFYING THE NEEDS OF ITS CUSTOMERS.



QUALITY FIRST

ALL GROUP ACTIVITIES STRIVE FOR EXCELLENCE,
CONSTANTLY SEEKING NEW AND IMPROVED
QUALITY STANDARDS
AND MAKING STRUCTURAL INNOVATION.
THIS IS A MINDSET THAT IS APPLIED
TO EVERY ASPECT OF CORPORATE LIFE.

A HIGH DEGREE OF PLANNING
AND OPENNESS TO CHANGE
MAKE MARCEGAGLIA A GROUND-BREAKING COMPANY,
WHICH IS ALWAYS AT THE FOREFRONT
OF EXPERIMENTATION AND INNOVATION.



WE ARE INNOVATION

THE GROUP'S IT ENGINEERING AND R&D DIVISIONS ARE STRONGLY ENGAGED IN MULTIPLE ACTIVITIES FOCUSED ON DESIGNING AND IMPLEMENTING DIGITISATION AND INTEGRATED AUTOMATION SOLUTIONS. DEVELOPING HIGH-PERFORMANCE AND LOW-CARBON PRODUCTION THROUGH THE ADOPTION OF THE BEST TECHNOLOGIES AVAILABLE AND OPTIMISING THE STEEL PRODUCTION CHAIN AND PROCESSES. WITH PARTICULAR ATTENTION TO PLANT PRODUCTIVITY, WORKER SAFETY AND ENERGY EFFICIENCY THANKS TO THE USE OF RENEWABLE SOURCES.



WE ARE INSPIRATION

MARCEGAGLIA HAS ALWAYS CARED GREATLY ABOUT ENVIRONMENTAL AND SOCIAL SUSTAINABILITY, WELL AWARE THAT EACH COMPANY MUST PLAY ITS PART IN DESIGNING A WORLD THAT CAN FIND THE RIGHT BALANCE BETWEEN THE USE OF RESOURCES, WELL-BEING AND INCLUSION.

WE HAVE INVESTED IN STEGRA,
THE WORLD'S FIRST ZERO-EMISSION STEEL MILL;
WE ARE PARTNERS OF THE CO₂ CAPTURE AND STORAGE
PROJECT IN THE RAVENNA INDUSTRIAL DISTRICT
AND WE ARE EXPLORING THE USE OF GREEN HYDROGEN.



WE ARE INSPIRATION

WE HAVE DECIDED TO TAKE A STAND BY JOINING
THE UNITED NATIONS GLOBAL COMPACT,
AS PART OF THE ITALIAN NETWORK
OF JUST OVER 500 COMPANIES,
AND WE ARE ONE OF THE FIRST ITALIAN MEMBERS
OF THE FIRST MOVERS COALITION
LINKED TO THE WORLD ECONOMIC FORUM.

WE ALSO PARTICIPATE IN RESPONSIBLESTEEL™,
A GLOBAL INITIATIVE THAT AIMS TO CONTRIBUTE
TO THE DEVELOPMENT OF A STEEL INDUSTRY
THAT CAN PRODUCE AND PROCESS STEEL
IN AN INCREASINGLY RESPONSIBLE AND SUSTAINABLE WAY.



WE ARE INCLUSIVE

PEOPLE ARE AT THE HEART OF MARCEGAGLIA'S CORPORATE VISION AND PLAY AN ACTIVE ROLE OF A BROADER PROJECT THAT GOES BEYOND THE WORKPLACE.

THE COMPANY LOOKS AHEAD, PROMOTING DIVERSITY, FAIRNESS AND INCLUSION TO BUILD THE BEST POSSIBLE WORKING ENVIRONMENT AND MAKE EACH OF ITS 7,800 EMPLOYEES TRULY FEEL PART OF THE GROUP.

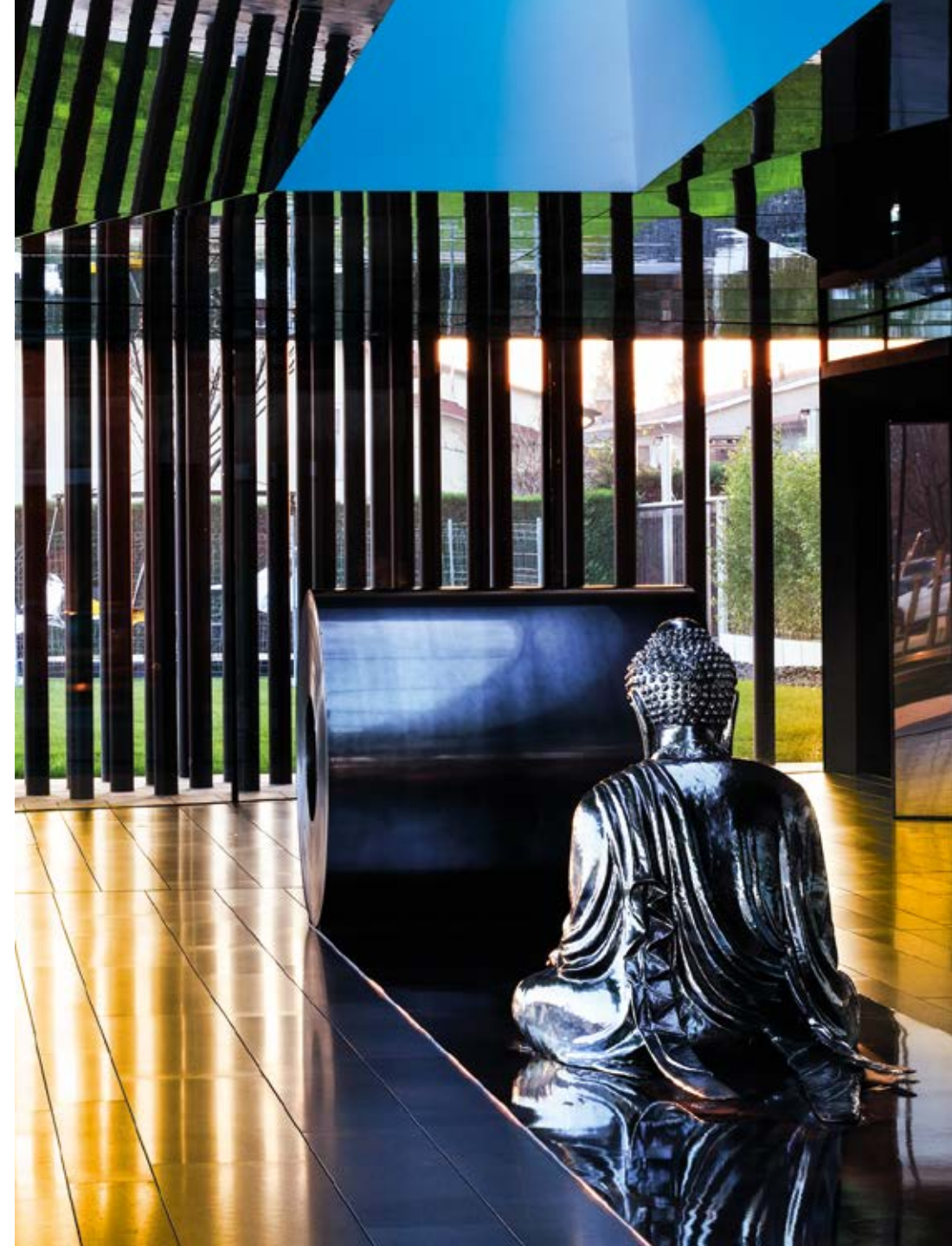
THE DEVELOPMENT OF PERSONAL QUALITIES AND TRANSVERSAL SKILLS, RESOURCE PRODUCTIVITY, AND EMPLOYEE ENGAGEMENT AND COLLABORATION ARE ESSENTIAL ASPECTS FOR THE HUMAN AND PROFESSIONAL GROWTH OF ITS PEOPLE, WHOSE ACTIONS ARE CRUCIAL FOR GROUP'S SUCCESS.



CASA MARCEGAGLIA

A PERMANENT MUSEUM COVERING 1,300 SQUARE METERS
AT THE HEADQUARTERS OF THE GROUP,
IN GAZOLDO DEGLI IPPOLITI, TAKES VISITORS
ON AN EMOTIONAL AND INTERACTIVE JOURNEY.

RETRACING THE FOOTSTEPS OF THE FOUNDER,
STENO MARCEGAGLIA'S VALUES THAT DEFINED
THE COMPANY AND THE MANY APPLICATIONS
THAT TRANSFORMED MARCEGAGLIA STEEL.



MARCEGAGLIA ACADEMY

A PLACE OF HIGHER EDUCATION
FOR GROUP EMPLOYEES AND COLLABORATORS,
AS WELL AS EXTERNAL USERS,
WHICH SHARES AND AMPLIFIES THE COMPANY KNOW-HOW,
THANKS TO THE CONSTANTLY UPDATED
HISTORICAL AND TECHNICAL ARCHIVE
OF THIS HIGHLY SPECIALISED EDUCATIONAL HUB
AND DIGITAL LIBRARY.



WE ARE INCISIVE

THE COMPANY HAS FORGED A RELATIONSHIP WITH THE LOCAL AREA EARLY ON THANKS TO THE INTEREST AND EFFORTS OF THE FOUNDERS, STENO AND MIRA MARCEGAGLIA. OVER THE YEARS THIS BOND HAS GROWN DEEPER, ASSUMING A STRONG SOCIAL COMMITMENT TO SUPPORT NUMEROUS INITIATIVES FOR THE BENEFIT OF THE COMMUNITY.

MARCEGAGLIA FOUNDATION

MARCEGAGLIA FOUNDATION IS THE NON-PROFIT ORGANISATION ESTABLISHED IN 2010, WHICH DEMONSTRATES THE NATURAL EVOLUTION OF THE FAMILY'S PHILANTHROPIC SPIRIT WHICH EXCLUSIVELY PURSUES THE PURPOSES OF SOLIDARITY AND SUPPORT, AND THE CREATION OF INITIATIVES IN SOCIAL, HEALTH, EDUCATIONAL, ECONOMIC SPHERES.



BEYOND STEEL

MARCEGAGLIA INVESTMENTS OVERSEES AND DEVELOPS DIVERSIFIED ACTIVITIES WITH RESPECT TO THE CORE BUSINESS OF THE GROUP IN ELECTROMECHANICAL ENGINEERING, PRODUCTS FROM COMPOSITE MATERIALS AND DOMESTIC PRODUCTS. THESE FEATURE A DEDICATED RANGE OF COMPONENTS FOR THE APPLIANCES AND REFRIGERATION INDUSTRY.

THE HOLDING COMPANY IS ALSO PRESENT IN THE TOURISM AND REAL ESTATE SECTORS. AS WELL AS THE ENERGY INDUSTRY, WITH THE PRODUCTION OF ENERGY FROM RENEWABLE SOURCES. THERE IS ALSO AN INVOLVEMENT IN THE ENVIRONMENT, HEALTH AND SAFETY AND QUALITY SECTORS.



WE ARE

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INSPIRATION
INNOVATION
INTERNATIONAL
INCLUSIVE
INTREPID



MARCEGAGLIA

www.marcegaglia.com