

**STEEL  
UP**

# WINNING DNA

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.

1<sup>st</sup> ■ 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

37

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



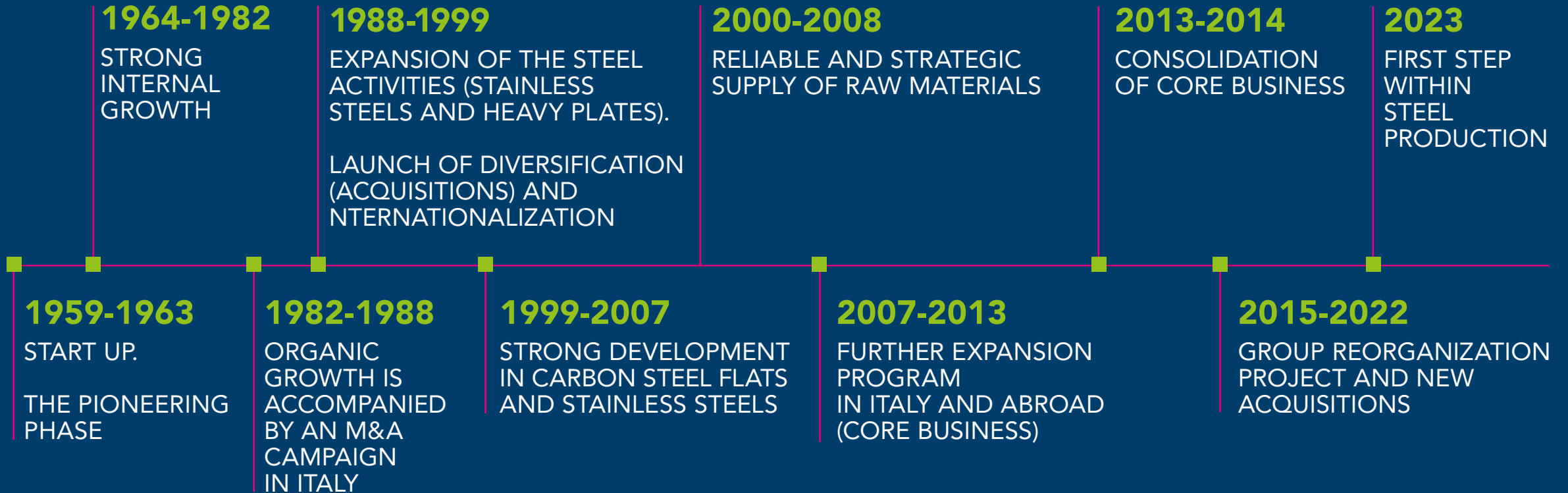
# DEEP ROOTED VALUES

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



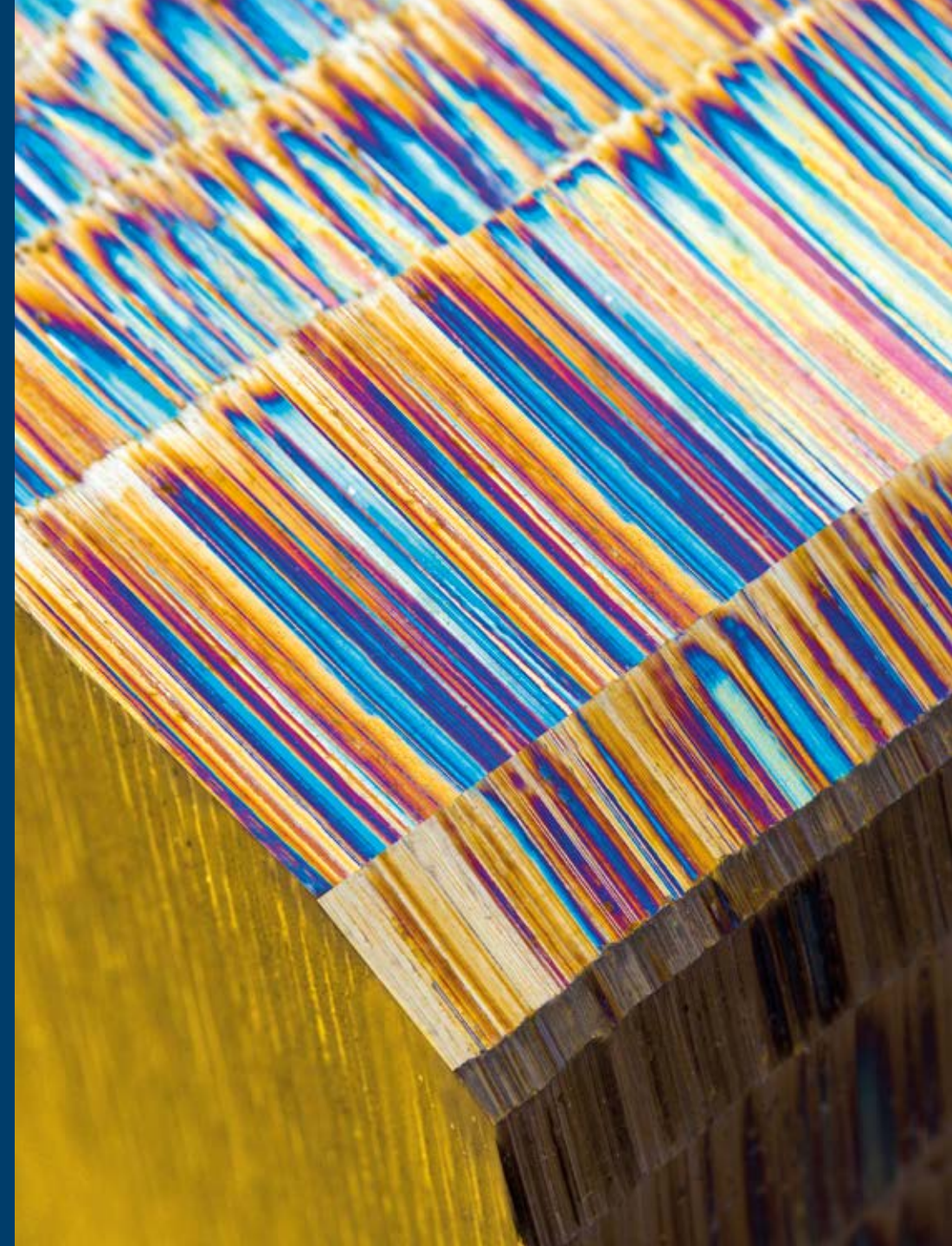


# UNIQUE POSITIONING

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.

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.

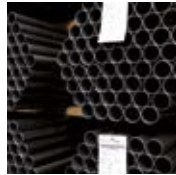


# STEEL, IN ALL SHAPES

## CARBON STEEL



**CARBON STEEL COILS**  
PICKLED, COLD ROLLED  
AND HOT DIP GALVANIZED



**CARBON STEEL WELDED TUBES**



**CARBON STEEL STRIPS**  
BLACK, PICKLED,  
COLD ROLLED AND  
HOT DIP GALVANIZED



**COLD-DRAWN WELDED TUBES**



**CARBON STEEL SHEETS**  
BLACK, PICKLED,  
COLD ROLLED, HOT DIP  
GALVANIZED, DIAMOND  
AND TEARDROP PAT-  
TERNERD



**REFRIGERATION TUBES**



**PRE-PAINTED COILS**



**PRE-PAINTED STRIPS AND SHEETS**

## BUILDING



**INSULATED ROOFING AND WALL PANELS**



**INSULATED PANELS FOR SECTIONAL DOORS**



**SAFETY BARRIERS**



**SCAFFOLDING EQUIPMENT**

## SPECIALTY STEEL



**STAINLESS STEEL COILS**



**STAINLESS STEEL STRIPS**



**STAINLESS STEEL SHEETS**



**STAINLESS STEEL WELDED TUBES**



**CARBON STEEL COLD-DRAWN BARS**



**STAINLESS STEEL WIRE RODS**



**STAINLESS STEEL HEAVY BARS AND COLD-DRAWN BARS**



**STAINLESS STEEL FLAT BARS**



**STAINLESS STEEL DRAWN WIRES**

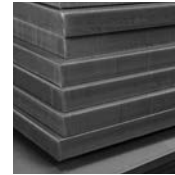


**STAINLESS STEEL SEMIS (SLABS, BILLETS, BLOOMS)**



**SPECIALTY CARBON HEAVY BARS WIRE RODS DRAWN WIRES**

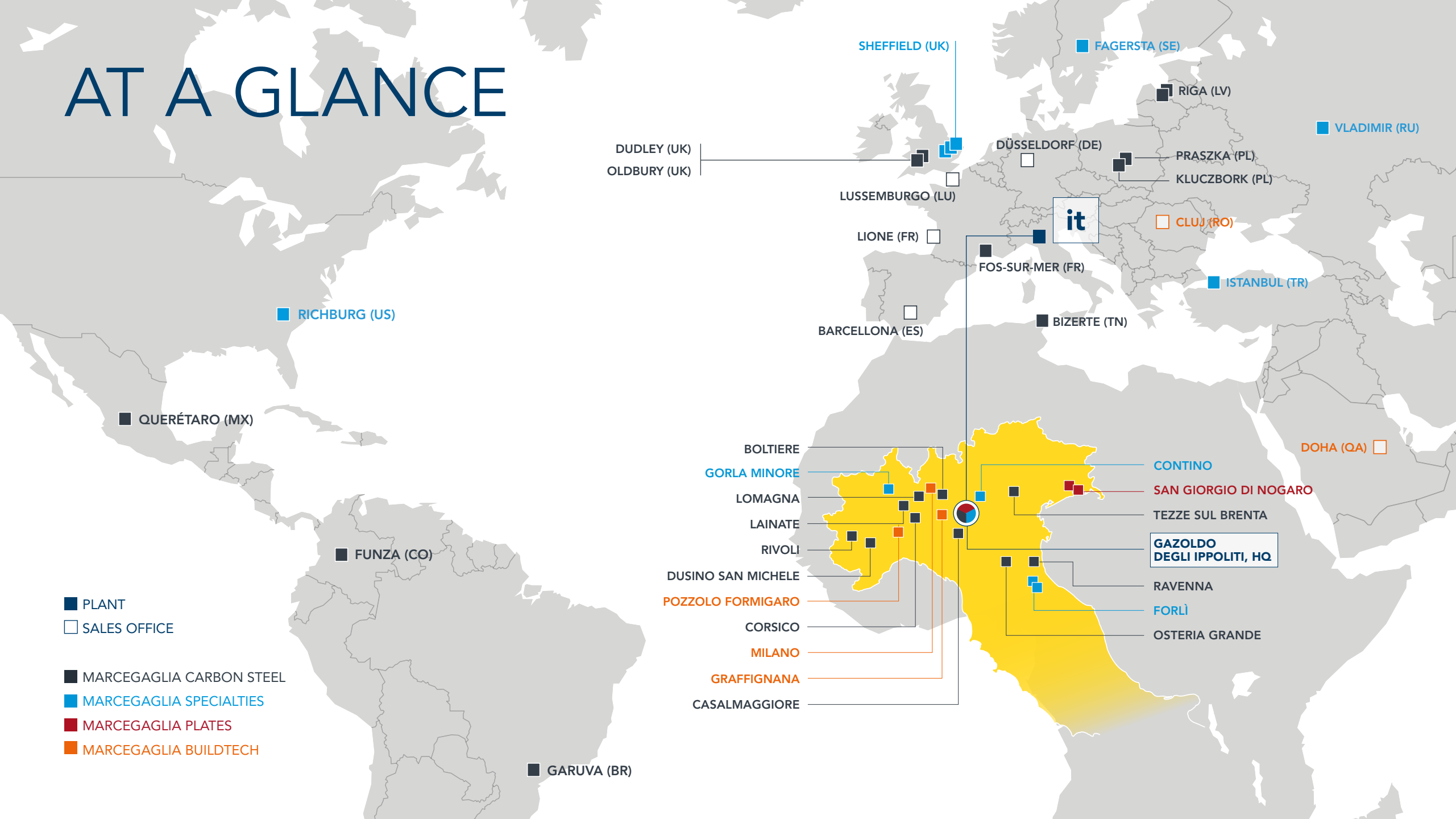
## HEAVY PLATES



**HEAVY PLATES**



# AT A GLANCE



# 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 37 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.





# UNPARALLELED NETWORK

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.

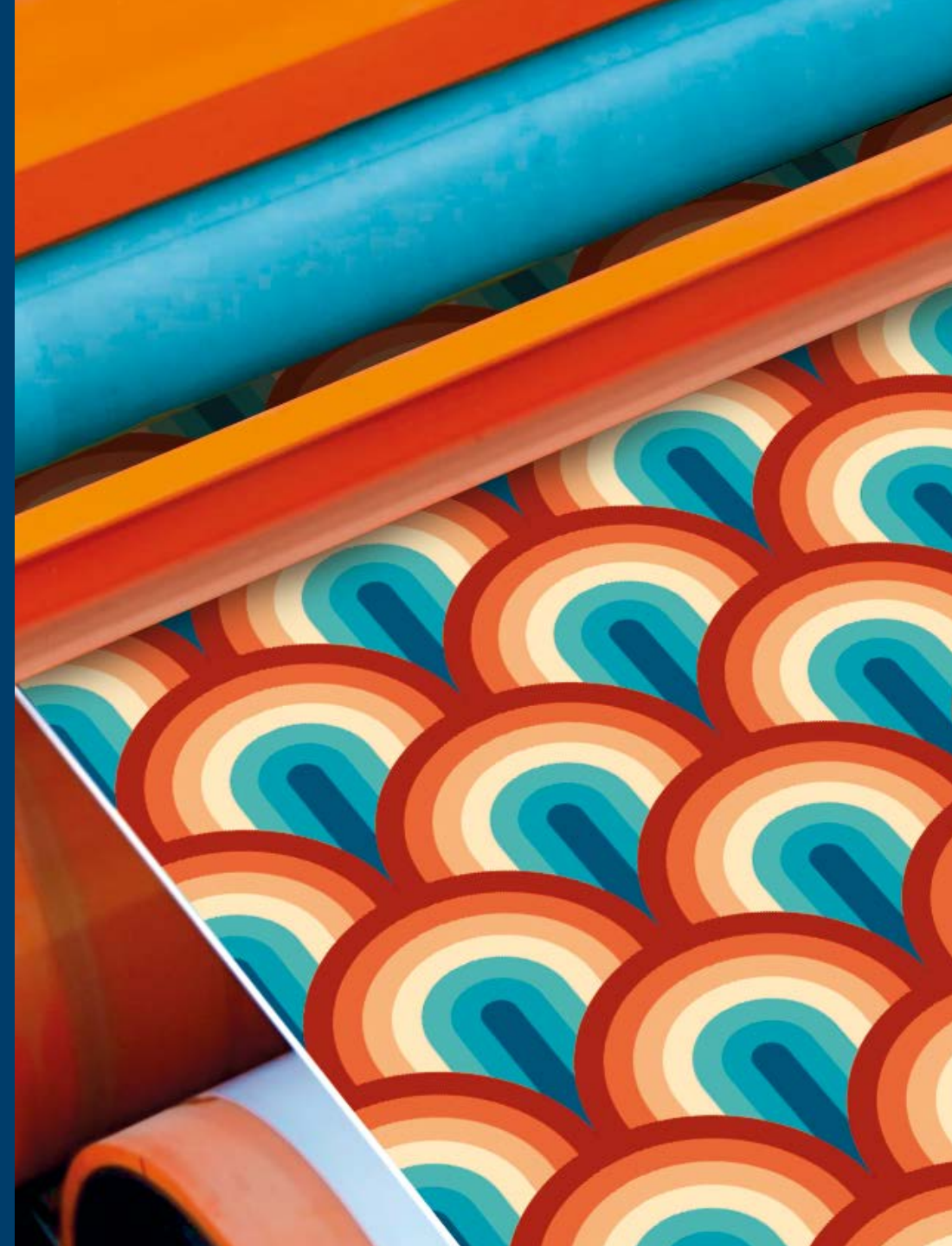
A HIGH DEGREE OF PLANNING  
AND OPENNESS TO CHANGE  
MAKE MARCEGAGLIA A GROUND-BREAKING COMPANY,  
WHICH IS ALWAYS AT THE FOREFRONT  
OF EXPERIMENTATION AND INNOVATION.





# THE FUTURE IS HERE

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.



# SUSTAINABLE MIND

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 H2 GREEN STEEL THE WORLD'S FIRST ZERO-EMISSION STEEL MILL; WE ARE PARTNERS OF THE CO<sub>2</sub> CAPTURE AND STORAGE PROJECT IN THE RAVENNA INDUSTRIAL DISTRICT AND WE ARE EXPLORING THE USE OF GREEN HYDROGEN.





# SUSTAINABLE MIND

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.



# STEEL IS PEOPLE

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.

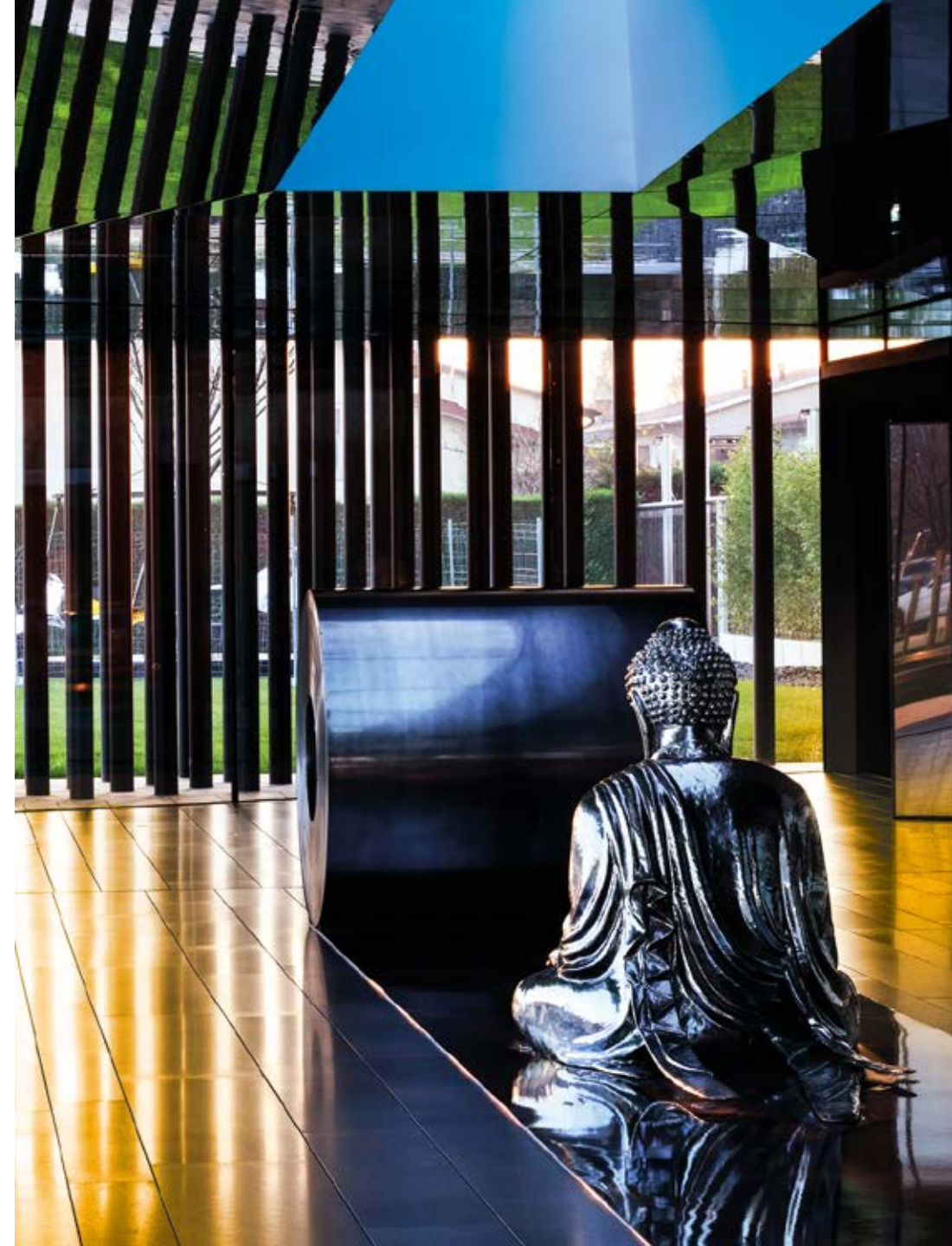




# CASA MARCEGAGLIA

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.





# STEEL IS HUMAN

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.





