



STEEL

YOUR DREAMS

COMPANY PROFILE



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COMPANY PROFILE

STEEL FOR THE FUTURE



OUR BELIEFS

PURPOSE

Feralpi's mission is to be among the international leaders in the steel industry, anticipating standards of excellence in the industry through technological innovation, sustainability, the circular economy and talent development.

From the very beginning our aim has been not only to produce the **best steel** for the construction industry, but also to do it in as **sustainable** a manner as possible, contributing to economic and social progress in communities, local development, and the wellbeing of our employees.

Today, as a **global player in the steel industry**, our approach must meet the challenges of our times, and we are therefore committed to a transition towards development models that are more inclusive and efficient, and have less environmental impact.

VALUES

In our vision, everything is part of one large initiative that we call the **Feralpi Community** - people working together who are inspired by the vision of our founder, Carlo Pasini, which was "To produce and develop while respecting humankind and the environment"

Technical Innovation and Digital Culture

Digital transformation and innovation also generate change in the professional context. As a result, we support pathways designed to develop a digital culture.

Developing people

The development of each and every person is paramount, especially with regard to management, and health and safety. Our advanced training programmes help us to continually improve.

The background of the slide features a photograph of a modern, two-story building with a light-colored facade and large windows. In the foreground, there is a large, intricate sculpture made of black rebar, which is a common material in construction. The sculpture is composed of many curved and straight bars, creating a complex, organic form. The overall scene is set in a landscaped area with greenery and a clear sky.

VALUE, INNOVATION AND SUSTAINABILITY

V

THE ESG APPROACH

The sector in which we operate is at the centre of some of the most significant challenges of our times: **climate change, the digital revolution and global wellbeing**.

A scenario that has great risks but also great **opportunities**: we believe that a responsible approach to social and environmental issues has a positive impact on creating longstanding value for our stakeholders, which is why we are committed to integrating our long-term strategy of Environmental, Social and Governance (ESG) aspects to the traditional levers as key elements for enhanced competitive edge.

Industrial & Sustainability Plan for 2022-2026

Environment

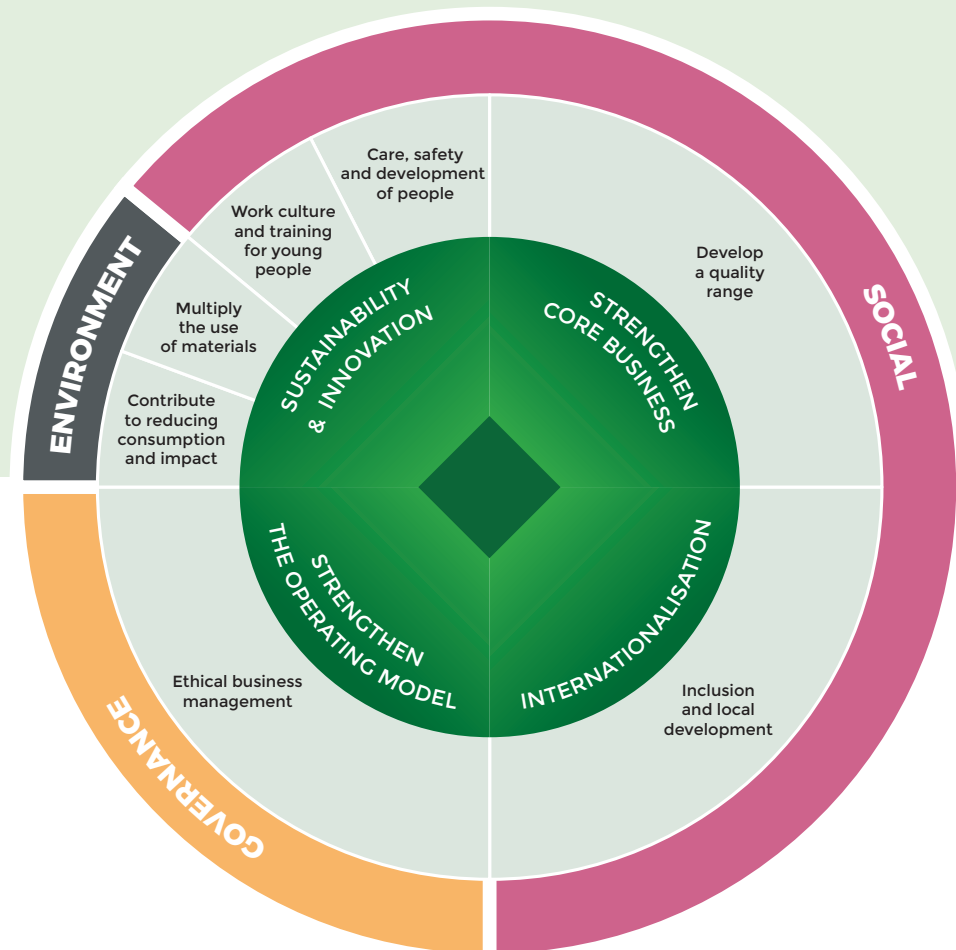
Reduce impact and waste produced through innovative processes and the development of new partnerships

Social

Creation of shared value thanks to an offering of high quality, investment in people and a contribution to the communities and areas in which we operate

Governance

Adopt sustainable practices and actions along the entire value chain in line with transparent and ethical principles



FOCUS ON

Sustainability and transparency: reporting our commitment voluntarily

We are determined to grow responsibly and create sustainable, shared value. Every year we report our journey of development in a **Voluntary Consolidated Non-Financial Statement**. With maximum transparency, the document reports our choices and actions for ethically combining business objectives with measurable social and environmental results. We like dreams but we love having them take shape.

Us and the others. The added value of our work

over 336 mln €

net **overall value added**





OUR VISION: ZERO-IMPACT PERFECTION

OUR COMMITMENT TO QUALITY, DECARBONISATION AND A CIRCULAR ECONOMY

We work to deliver **top quality** products and services, optimising our processes to achieve steel production with **zero impact**. This challenge is shared with our suppliers, customers and stakeholders, who are all committed to the process of **ecological and energy transition** towards more efficient, circular models with less environmental impact.

Our intention

Continually improve the quality of products and services

Tackle climate change through the decarbonisation of production processes

Invest in solutions to improve energy efficiency

Develop a circular economy by increasing the amount of waste sent to recovery and recycling processes, reducing waste production considerably

Contribute to ecological transition, by focusing more on clean energy

INVESTMENT AND INNOVATION: OUR COMMITMENT FOR A NEW TYPE OF STEEL PRODUCTION

Our aim is to continually improve our productivity, by increasing the quality of products and optimising the environmental performance of processes.

To achieve this, we believe that **innovation** is a **strategic** tool.

Our unwavering **Research & Development** activity - which is coordinated by a **dedicated team** at Group level - is based on developing technologies, and capitalising on skills, partnerships and collaboration also with public entities.

Invest to grow

> **400 mIn€**

Investments in the period
2022-2026

Innovate to change the industry

28

Ongoing
projects

50

Project
partners

about 50

Feralpi people involved
in research projects

**Product
improvement**

**Process
and safety
improvement**

Sustainability

**Process control
and optimisation**

CERTIFIED QUALITY

The **quality** of our steel not only meets **market requirements** but also our planet needs. In line with our environmental responsibility policy, **our hot-rolled and cold-rolled products** (bars and coils) and the Greenstone aggregate (a by-product recovered from black slag) have obtained **environmental certifi-**

cations (EPD – Environmental Product Declaration). Since 2014 and 2012, our Lonato del Garda (Italy) and Riesa (Germany) **sites** have been certified, respectively, to **EMAS** (Eco-Management and Audit Scheme), under which they report any achieved and expected environmental performance improvemen-

ts with the utmost transparency, specifying any actions taken and plans in progress. Feralpi Siderurgica, Acciaierie di Calvisano and Caleotto have obtained a double **Carbon Footprint, of Product and Organisational**.

*Towards ecological transition
for a circular economy*



INCREASINGLY SUSTAINABLE

By signing up to the UN Global Compact initiative and participating in the Italian network (Global Compact Network Italia), we demonstrate the consistency of our commitment to becoming increasingly **sustainable**.

FOCUS ON

Circular by nature, circular by choice

Our production process is circular by **nature** - we turn scrap into steel preventing it from becoming waste.

We have initiated various **circular processes** that benefit everyone along the entire value chain, in order to reduce our environmental footprint and contribute to **sustainable development** in line with the targets set out in the **UN's 2030 Agenda**.

SteelZeroWaste is the project which will assist us in continually improving environmental performance, through continuous engagement and collaboration with partners.



Our most significant results

Through the recovery of black slag, we provide the construction industry with a substitute for natural raw materials

By recovering heat from cooling circuits, we enable the generation of clean alternative energy

We use polymers recovered from plastic to replace carbon and anthracite

We recover and reuse spent refractory materials in our process

We contribute to the recovery of non-ferrous metals through our scrap sorting process

We help to reduce demand for zinc ore by recovering dust and process gases

Feralpi supplies the construction industry with an iron ore substitute by recovering rolling mill scale

We recover 99% of process water and return it to the production cycle after treatment

FERALPI TODAY

The background of the entire page is a low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The buildings are arranged in a way that creates a sense of height and architectural scale. The sky is filled with soft, white clouds. Overlaid on the image are several white geometric shapes: a large, irregular polygon on the left side, a smaller white rectangle below it, and a large white triangle on the right side that points towards the top right corner. A short, solid green horizontal line is positioned directly beneath the 'FERALPI' portion of the main title.

A VERTICALLY-INTEGRATED, SUSTAINABLE INDUSTRY GROUP SPECIALISING IN STEEL

The Feralpi Group is a leading steel manufacturer in Europe, and we specialise in the production of **steels for the construction industry** and **special applications** in a domestic and industrial setting. Established in Lonato del Garda in 1968, in over half a century in business we have created an international group, with **diverse and vertical operations** that produce around two million tonnes of steel and rolled products annually.

Highlights

over
2.6 mln tonnes

of steel produced

over
2 billion €

in revenue

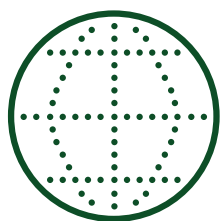
over
387 million €

of net overall added value

over
900 million €

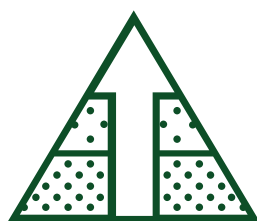
of net worth

The foundations underpinning our success



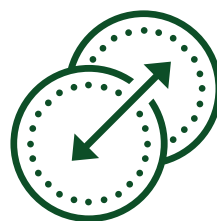
INTERNATIONALISATION

With further expansion in foreign markets to offset the persistent weakness of the Italian market



VERTICALISATION

Through the consolidation of downstream processes and presence at several levels in the supply chain to engage closely with end customer



DIVERSIFICATION

By entering new target markets for new products



SUSTAINABILITY

By creating value for stakeholders, reducing environmental impact and engaging with the community



PRODUCTION INNOVATION

Through research and development, and an ongoing focus on product quality

FOCUS ON

Our Climate & Energy Strategy

The ecological transition has already begun for us. We have started to define our climate strategy, based on the use of artificial intelligence, the management of carbon dioxide emissions, advanced energy monitoring, and the development of energy efficiency initiatives (**Smart Energy Efficiency**), with the reinforcement of economic sustainability by obtaining energy certification.



RENEWABLE ENERGIES, OUR NEW UNIT

We are addressing the energy transition challenge throughout our new Renewable Energies unit, which has been specifically designed to manage projects aimed at covering an increasing share of the Group's energy needs through self-generation from a mix of photovoltaic and other green energy solutions.





GROWTH, INNOVATION AND SUSTAINABILITY FOR OVER HALF A CENTURY

◆ Historic Milestones

■ Sustainability Milestones

1968

The Feralpi group was established thanks to the vision of Carlo Pasini, who decided along with some associates to build a new steel production site in Lonato (BS).

1972

Acciaierie di Calvisano was established to produce steel billets destined for rolling processes

1992

The internationalisation process commenced with entry into Hungary, the Czech Republic, and the establishment of ESF Elbe- Stahlwerke Feralpi in Riesa in Saxony.

2009

Recognition from the German government for the best pollution control technology available

2009

Feralpi diversified by taking over Nuova Defim and then Orsogrill (2012), becoming a major European player in fencing, gratings and mesh

2004

Feralpi enhanced its organisation by establishing Feralpi Holding to manage the international group and its numerous premises

2003

Implementation of Environmental Management System in Siderurgica

2004

First Group Sustainability Report

2011

EPD® (Environmental Product Declaration) for hot and cold rolled structural steels

2012

First Environmental Declaration for ESF Elbe- Stahlwerke Feralpi GmbH

2013

Feralpi Algérie in Orano was established to cater to the North African market

2013

Saxony environmental award for the steam and power generation plant with innovative technology at ESF Elbe- Stahlwerke Feralpi GmbH; Suststeel Certification for Feralpi Siderurgica

2015

Feralpi took over Presider to expand in large development projects

2014

Feralpi became involved in Caleotto and Arlenico (with full control since 2020), creating industrial and commercial synergy with Acciaierie di Calvisano, dedicated to special steels for the engineering and automotive sectors

2014

First Environmental Declaration for Feralpi Siderurgica

2018

Integrated Management System (Environment, Quality and Energy) at Riesa

2019

- Presider Armatures near Paris was established to cater to large development projects in France
- Feralpi strengthened its governance model by creating business units focusing on steel for the construction industry, special steels, and diverse products

2019

First Voluntary Consolidated Non-Financial Statement

2019

Environmental Product Declaration EPD® for GreenStone

2021

Feralpi has signed the first Circular Economy-Linked Interest Rate Swap, an absolute novelty in the Italian market

2021

Presider has expanded further in the construction with the new production facility in Nave (BS)

2020

Integrated Management System (Environment, Safety and Energy) at Feralpi Siderurgica

2022

Feralpi Siderurgica, Acciaierie di Calvisano and Caleotto obtain the Carbon Footprint

2022

Feralpi Power On is established
New Defim takes over the Spanish Saexpa

READY FOR THE FUTURE



A group of four business professionals (two men and two women) are gathered around a table in a modern office setting. They are all smiling and shaking hands, suggesting a successful collaboration or agreement. The man on the far left is wearing a white shirt, and the woman next to him is wearing a dark sleeveless top. The man on the far right is wearing a white shirt and a dark tie, and the woman next to him is wearing a dark blazer. On the table, there is a coffee cup, a smartphone, and some papers. The background shows a modern office with large windows and glass partitions. The image is overlaid with a dark blue gradient and a white diagonal line on the right side.

TALENT, GROWTH AND INNOVATION

Ours is a **community** with two fundamental objectives - **growth** and **innovation**, both at work and in day-to-day life. For this reason we pursue a talent management strategy that aims to **develop people's skills** and train them in **technical excellence**.

The value of expertise

Looking to the future is in our blood - in 2021 we defined a company succession plan, to increasingly add value to the Group's internal expertise. The aim is to develop a management team that is able to progress our journey.

Road to technical excellence

We have set up a Group technical management team to stimulate our people to improve and raise the bar continually. This team has 40 of the most talented technical experts to manage the Group's operations and establish lines of investment in the field.

Our collaborators

over **1,850**

Employees in Italy, Europe and North Africa

94%

Open-term employees

50%

of employees in Italy

41%

of employees in Germany

7

European countries in which we operate

TRAINING

We develop our people by combining training activities with career and development programs to nurture specialists and skills through targeted courses.

over **24,000**

Total training hours

over **1,350**

People trained

Macro topics

Technical-specialist arts and trades area

Safety, Health, Environment and Energy Area

Compliance

Quality

FOCUS ON

Freedom to grow - respect for human rights and equal opportunities

In every place where we operate, we are committed to make every work environment safe, protected and inclusive for everybody, creating a place where people feel empowered in being themselves and giving their best in full compliance with **human rights**.

We have voluntarily signed the **Charter for Equal Opportunities and Equality**, demonstrating our commitment to tackling discrimination and prejudice.

We are committed to enabling the principle of the European Commission in which the diversity of people in terms of age, sexual orientation, gender identity, ethnicity, religion and abilities, is considered an intrinsic value. We do this by implementing the values expressed in the Group Code of Ethics, observing the United Nations Universal Declaration of Human Rights and following the principles of the Global Compact.

Our policy in four pillars



GLOBAL
CULTURE



INCLUSIVE
LEADERSHIP



GENDER
BALANCE



COLLECTIVE
RESPONSIBILITY

OUR PATH TO INCLUSION



OVERALL MISSION

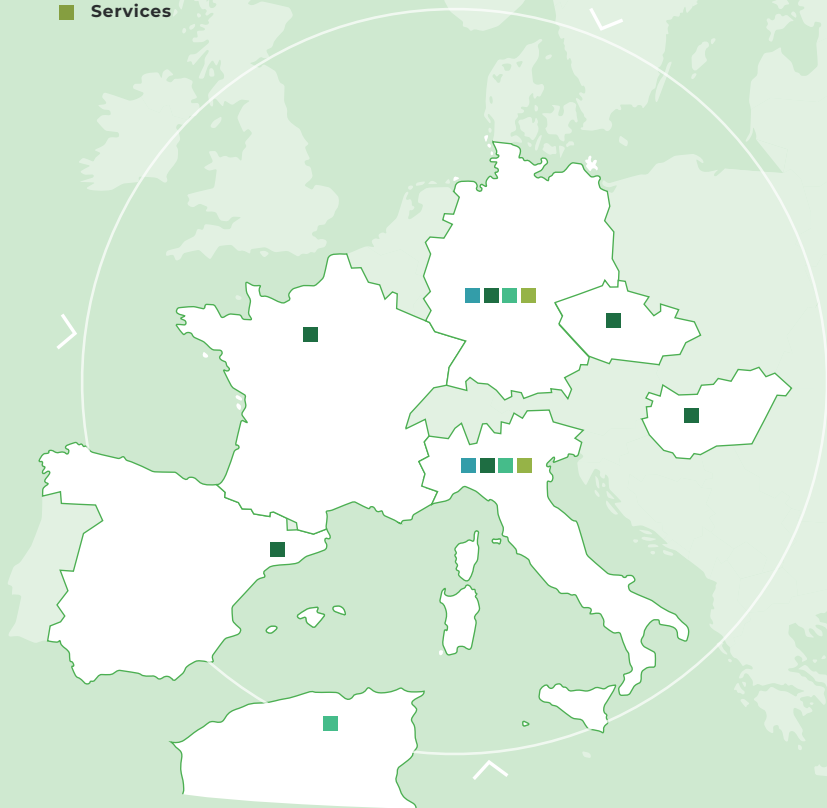


TOP 4

by sales volume
in the 4 main construction
markets in Europe



- Hot rolled production
- Cold rolled production and downstream products
- Trading
- Services



CONSTRUCTION STEEL - ITALY

ITALY

- FERALPI SIDERURGICA Lonato d/G, (BS)
- PRESIDER B. Torinese, (TO); Nave, (BS); Pomezia, (RM)

FRANCE

- PRESIDER ARMATURES Saint-Souplets, Paris

ALGERIA

- FERALPI ALGÉRIE Orano



CONSTRUCTION STEEL - GERMANY

GERMANY

- ESF ELBE-STAHLWERKE FERALPI GmbH Riesa
- FERALPI STAHLHANDEL GmbH Riesa
- FERALPI LOGISTIK GmbH Riesa

CZECH REPUBLIC

- FERALPI-PRAHA s.r.o Kralupy

HUNGARY

- FERALPI-HUNGARIA kft Budapest



SPECIALTIES

ITALY

- ACCIAIERIE DI CALVISANO Calvisano (BS)
- CALEOTTO Lecco
- ARLENICO Lecco



DIVERSE PRODUCTS

ITALY

- NUOVA DEFIM ORSOGRIL Como

SPAIN

- SAEXPA Barcelona, Ripoll



RENEWABLE ENERGIES

ITALY

- FERALPI POWER-ON Lonato del Garda, Brescia

Revenue 2021 by geographical area

41% Italy

59% Abroad

31% Germany

21% Other EU Countries

7% Other world Countries

Feralpi is there with its steel in all major european projects



ITALY

- Turin Underground
Extension of Line 1 West
Collegno-Cascomevoca
- Brenner Base Tunnel
- Sports stadium- Waterfront
Marina Genoa
- Brescia-Verona-Padua
HS/HC line
- Rome Underground - LineC



GERMANY

- Berlin Airport
- Station Stuttgart 21
- Elbe Philharmonic -
Hamburg



FRANCE

- Grand Paris express - Paris
- Offshore wind farm -
Fecamp (Normandy)
- Cadarache International
Thermonuclear
Experimental Reactor
Saint-Paul-lès-Durance
(Provence-Alpes-Côte d'Azur)
- Progetto Mareterra -
Montecarlo



DENMARK / GERMANY

- Copenhagen Underground
- Fehmarnbelt Tunnel
Lolland Island - Fehmarn Island



MARTINIQUE

- Offshore wind farm
Martinique



**OUR
STEEL**

S

QUALITY, CERTIFICATION AND TRACEABILITY

From the material selection stage through to the final product, our **quality management system** carefully and meticulously checks our steel to ensure the product meets customer requirements.

Innovation and technology for our customers

We monitor each phase of the production process, apply artificial intelligence systems to anticipate the onset of out-of-process events that may generate defects, and offer integrated supply chain traceability. This is the added value we offer to our customers.

ISO 9001

Certified quality management systems

12

production sites with ISO 9001 certification

100%

sales agents added to the new CRM platform

No case of non-conformity

related to product information and labelling

AN EXTENSIVE, UNIQUE AND DISTINCTIVE RANGE

The extent of our **product range** makes us unique. We can meet the requirements of national and international customers operating in various industries, while always complying with the highest quality and environmental standards.

Construction steel

Products that combine strength and durability, contributing to the implementation of projects throughout the world. We are at the service of residential, industrial and civil engineering projects, with particular focus on large developments.

BILLET, WIRE ROD, DRAWN WIRE IN COILS, SPACERS, LATTICE TOWERS, BARS, WELDED WIRE MESH, STRETCHED COILS, SHAPED AND PRE-SHAPED PRODUCTS, ASSEMBLED AND PRE-ASSEMBLED PRODUCTS, MECHANICAL JOINTS

Diversified products

Wire mesh and fencing solutions for the national and international markets. We are the only European company specialising in the production of welded wire mesh made of special steels, in addition to fencing, gratings, gates and cladding.

GRATINGS, FENCING, MESH, FINISHED BEAMS AND ROLLED PRODUCTS

Special steels

High-quality wire rod, with the highest standards in terms of products, processes, services and support, serving numerous industries, from engineering through to the automotive sector.

NUTS & BOLTS, SPECIAL DRAWN PRODUCTS (LOW, MEDIUM, HIGH CARBON), SPRINGS, CHAINS, STRUCTURAL & CONSTRUCTION STEEL, HIGH WORKABILITY, CASE-HARDENING, FOR WELDING, HARDENING AND TEMPERING AND TOOLS.

FOCUS ON

Customers



**STRUCTURAL STEELWORK
AND CONSTRUCTION
COMPANIES**

PREFABRICATION COMPANIES

**PROFILING AND PROCESSING
CENTRES MERCHANTS AND
RETAILERS**

INTERNATIONAL TRADERS

**COMPANIES WORKING ON
LARGE PROCUREMENT
CONTRACTS**

**GENERAL CONTRACTORS
END USERS IN INDUSTRY**



**BUILDING DISTRIBUTION
STEEL DISTRIBUTION**

OEMS

*(Original Equipment
Manufacturers)*

FENCE INSTALLERS

**GRATING MODIFICATION
COMPANIES**

**AGRICULTURAL
COOPERATIVES**



AUTOMOTIVE

**INDUSTRIAL PROCESSING
SECTORS**

(e.g. manufacturers of steel rope,
prestressed steel wire, chains,
springs, tools, wire for welding
etc.)



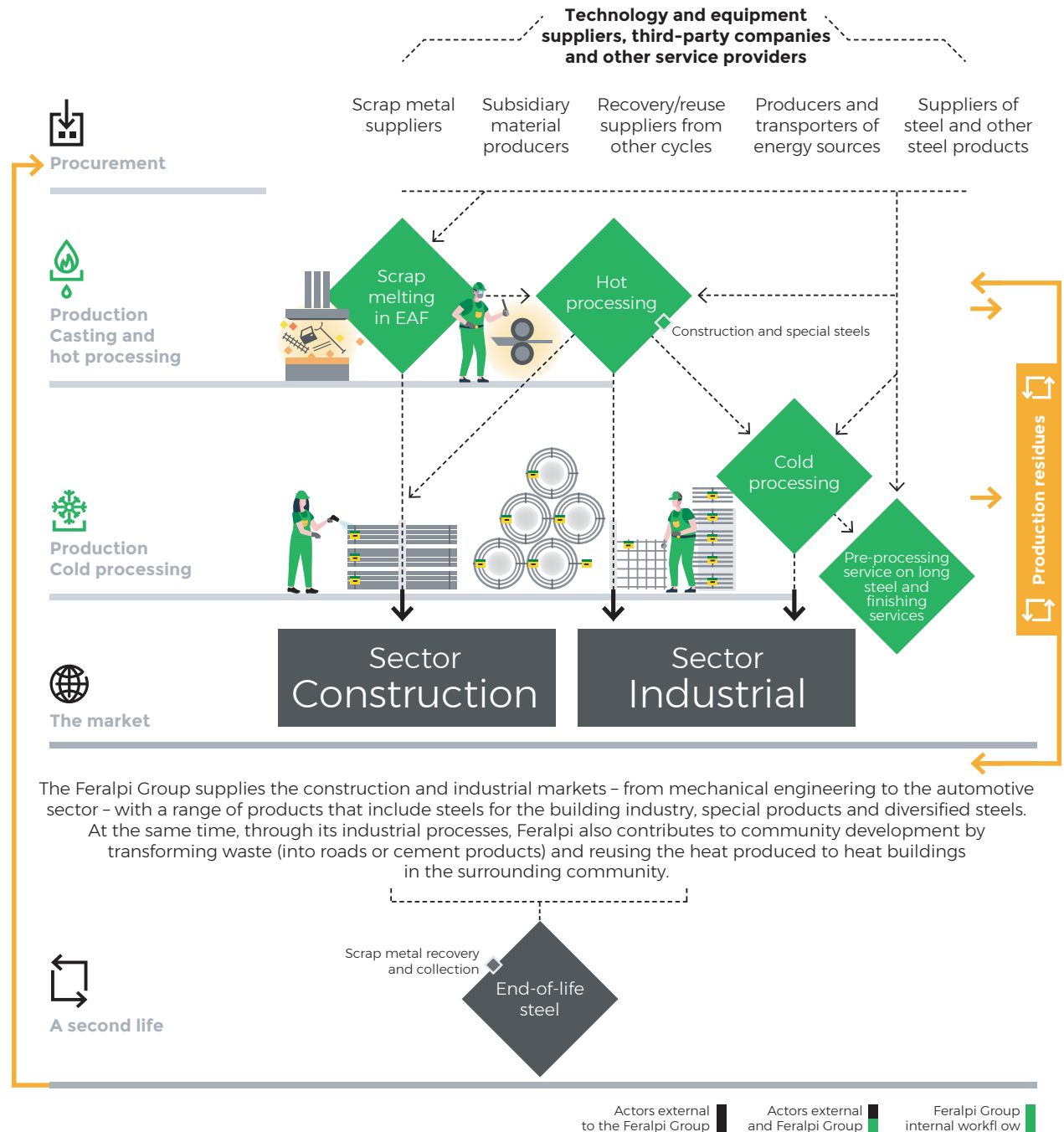


OUR COMMITMENT TO TOP QUALITY



We view our work as an ongoing relationship with anyone who provides us with the stimulus to improve - suppliers, technological partners, universities and research organisations and customers. We produce steel to shape dreams.

We focus on attention to detail and a job well done from start to finish. Our core role stops at the factory gates, but guarantees maximum quality, from the stage for sourcing raw materials through to **after-sales support**.





Feralpi Siderurgica S.p.A.

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