



ABOUT EUROMETAL

STATUS : OCTOBER 2017



EUROMETAL IS A NON PROFIT ASSOCIATION ESTABLISHED IN BASEL ACCORDING TO SWISS LAWS

EUROMETAL OPERATIONAL OFFICES ARE BASED IN THE GRAND DUCHY OF LUXEMBOURG

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HISTORY

EUROMETAL roots date back to 1950.

In that year the European Community for Coal and Steel was established.

In the same year, national steel stockholding federations from Western Europe founded FIANATM, the Fédération Internationale des Associations de Négoçants en Aciers, Tubes et Métaux.

FIANATM was founded in Basel, Switzerland, in accordance with Swiss laws.

The aim of FIANATM was to unite national associations of steel, tube and non-ferrous metals merchants of OECD countries.

In 1999, FIANATM merged with Brussels based FENA, Fédération Européenne des Négoçants d'Aciers, the European Federation of Steel Stockholders, to form EUROMETAL, the European Federation of Associations of Steel, Tube and Metal Merchants.

Till 2004, the member base of EUROMETAL was constituted only by national associations.

From 2005 on, individual companies joined EUROMETAL.

In 2005, European SSC companies, formerly federated in a multi-national SSC association, joined EUROMETAL.

In a next step in 2006, European steel stockholding companies, associated in DISMET work group, entered EUROMETAL.

Finally in 2011, EUROMETAL extended its member base also to companies involved in international steel trading.

MISSION STATEMENT

- **DEFEND AND PROMOTE THE INTERESTS OF STEEL TRADE & STEEL, METALS AND TUBE DISTRIBUTION & SSC & TRADE IN STEEL MARKETS**
 - **POSITION STEEL TRADE & STEEL DISTRIBUTION & SSC & TRADE AS MAJOR STAKEHOLDERS IN STEEL MARKETS**
 - **INFORM ON MAJOR ISSUES FOR STEEL TRADE & STEEL DISTRIBUTION & SSC**
 - **DEVELOP APPROPRIATE MARKET MONITORING TOOLS AND BENCHMARK TOOLS ADAPTED TO THE SPECIFIC NEEDS OF EUROMETAL MEMBER ASSOCIATIONS & MEMBER COMPANIES**
 - **CONFORM TO STRINGENT COMPLIANCE GUIDELINES IN ALL EUROMETAL ACTIVITIES**
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OBJECTIVES

- **REPRESENT AND PROMOTE THE INTERESTS OF EUROMETAL MEMBER ASSOCIATIONS AND MEMBER COMPANIES IN A PROFESSIONAL ORGANISATION**
 - **LEAN MANAGEMENT AND OFFICE STRUCTURE**
 - **MARKET INTELLIGENCE FOR MEMBER ASSOCIATIONS AND MEMBER COMPANIES**
 - **WORLD ECONOMIES**
 - **STEEL MARKETS & STEEL END USE SEGMENTS**
 - **STEEL TRADE POLICY ISSUES**
 - **WORLD STEEL TRADE FLOWS**
 - **EU IMPORT/EXPORT TRENDS**
 - **TRENDS IN EUROPEAN MULTI-PRODUCT & PROXIMITY STOCKHOLDING DISTRIBUTION**
 - **TRENDS IN FLAT SSC DISTRIBUTION**
 - **TRENDS IN NATIONAL STEEL DISTRIBUTION MARKETS**
 - ❖ **BENCHMARKING SURVEYS ON KEY VALUE METRICS OF STEEL DISTRIBUTION & SSC**
 - » **ADDRESS STRATEGIC LONG TERM ISSUES**
 - **HEALTH, SAFETY & ENVIRONMENT ISSUES**
 - **STRUCTURAL CHANGES**
 - **TRADE FINANCE & WCR MANAGEMENT**
 - **FUTURES, HEDGING**
 - **LOGISTICS**
 - **E-COMMERCE, DIGITALIZATION**
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EUROMETAL REPORTS AND SURVEYS

PRESENTATION : OCTOBER 2017

EUROMETAL MARKET INTELLIGENCE OUTPUTS:

ECONOMIC INTELLIGENCE

OUTLOOK ON ECONOMIES AND STEEL MARKETS

REPORTS ON STEEL DISTRIBUTION & STEEL TRADE

MONTHLY EUROMETAL BUSINESS REPORT ON STEEL DISTRIBUTION

QUARTERLY REPORT ON INTERNATIONAL STEEL TRADE

PARTICIPATING MEMBERS ONLY MARKET MONITORING & BENCHMARK REPORTS

**MONTHLY CHARTS ON
MULTI-PR. & PROX. STEEL
DISTRIBUTION MARKETS**

**MONTHLY CHARTS ON
FLAT SSC
DISTRIBUTION MARKETS**

**MONTHLY CHARTS ON
NATIONAL STEEL
DISTRIBUTION MARKETS**

QUARTERLY EUROMETAL PRODUCT REPORTS

BI-ANNUAL BENCHMARK SURVEYS ON VALUE METRICS IN STEEL DISTRIBUTION



EUROMETAL EVENTS & MEETINGS

PRESENTATION : OCTOBER 2017

EVENTS AND MEETINGS

EVENTS

EUROMETAL WORLD STEEL DISTRIBUTION & SSC SUMMIT (EVERY TWO YEARS)
EUROMETAL STEEL NET FORUM (ONCE A YEAR)
EUROMETAL INTERNATIONAL STEEL TRADE DAY (ONCE A YEAR)

MEETINGS

MEETINGS OF MAIN EU STEEL DISTRIBUTORS AND SSC:TOP 30 EU COMPANIES INVITED

MEETINGS OF SSC BY EU REGIONS: NORTH, WEST, CENTRAL, SOUTH,

**MEETINGS OF MULTI-PRODUCT & PROXIMITY DISTRIBUTORS BY EU REGIONS:
NORTH, WEST, CENTRAL, SOUTH**

COORDINATION MEETINGS FOR NATIONAL FEDERATIONS(TWO TIMES A YEAR)

INTERNATIONAL STEEL TRADE MEETINGS

YEARLY GENERAL ASSEMBLY



EUROMETAL GOVERNANCE

PRESENTATION : OCTOBER 2017

EUROMETAL : A LEAN GOVERNANCE & MANAGEMENT STRUCTURE





EUROMETAL COMPLIANCE POLICY

PRESENTATION : OCTOBER 2017

In May 2014, EUROMETAL Presidency gave mandate to Henseler & Partner to proceed to a complete review of EUROMETAL compliance requirements.

Between May and September 2014, Henseler & Partner reviewed all EUROMETAL procedures regarding communication formalities, integrity of documents and record keeping, data protection, statistical market monitoring, anti-trust compliance of all proceedings and meetings, revision of service contracts, self commitments, etc.

As a consequence of this in-depth analysis, Henseler & Partner submitted to EUROMETAL Presidency a completely new set of compliance guidelines.

This new set of compliance guidelines was approved and adopted by the General Assembly of EUROMETAL convened in Frankfurt on 2. December 2014.

On www.eurometal.net, you may find a complete copy of the approved and adopted EUROMETAL Compliance Guidelines

As a consequence, a Henseler & Partner compliance adviser is assisting in all relevant meetings and events.

EUROMETAL compliance regulations on antitrust law-compliant conduct are specifically highlighting on:

- **Basic antitrust rules**
- **Antitrust issues at EUROMETAL meetings**
- **Management of EUROMETAL Market Information Systems**
- **Contents of recommendations given by EUROMETAL**
- **Regulation of association self-commitments**