

NAT.FED



ASSOCIATION OF NATIONAL STEEL DISTRIBUTION FEDERATIONS

INVITATION TO A NAT.FED MEETING

MILANO, CORSO VENEZIA 47 – PAVONI HALL – FIRST FLOOR, 09 MAY 2012, 18.00 HRS

**PLEASE CONFIRM YOUR COMING BY MAIL TO OFFICE@EUROMETAL.NET
BEFORE 20 APRIL 2012**



AGENDA OF THE MEETING – 1. DRAFT

- 1. WELCOME BY THE PRESIDENT**
- 2. NATIONAL ASSOCIATIONS IN THE FRAMEWORK OF THE NEW EUROMETAL ORGANISATION STRUCTURE**
- 3. MAIN ELEMENTS OF NAT.FED STATUTES**
- 4. GOVERNANCE OF NAT.FED**
- 5. COMMON CHALLENGES AND THEMES TO BE ADRESSED BY NAT.FED**
- 6. NAT.FED VALUE PROPOSITION TO MEMBER ASSOCIATIONS**
- 7. NAT.FED MARKET MONITORING SYSTEM**
- 8. OTHER MATTERS**

START OF THE MEETING: MILANO CORSO VENEZIA 47 – PAVONI HALL 1.FLOOR – 18.00 HRS
END OF THE MEETING: 20.00 HRS



AGENDA OF THE MEETING – 1. DRAFT

1. WELCOME BY PRESIDENT ROBERTO LUNARDI

IN THE FOLLOWING PAGES YOU WILL FIND BACK-UP SLIDES
TO THE DRAFT OF THE AGENDA

DO NOT HESITATE TO SUBMIT TO OFFICE@EUROMETAL.NET
POINTS YOU WANT TO SEE ON THE AGENDA

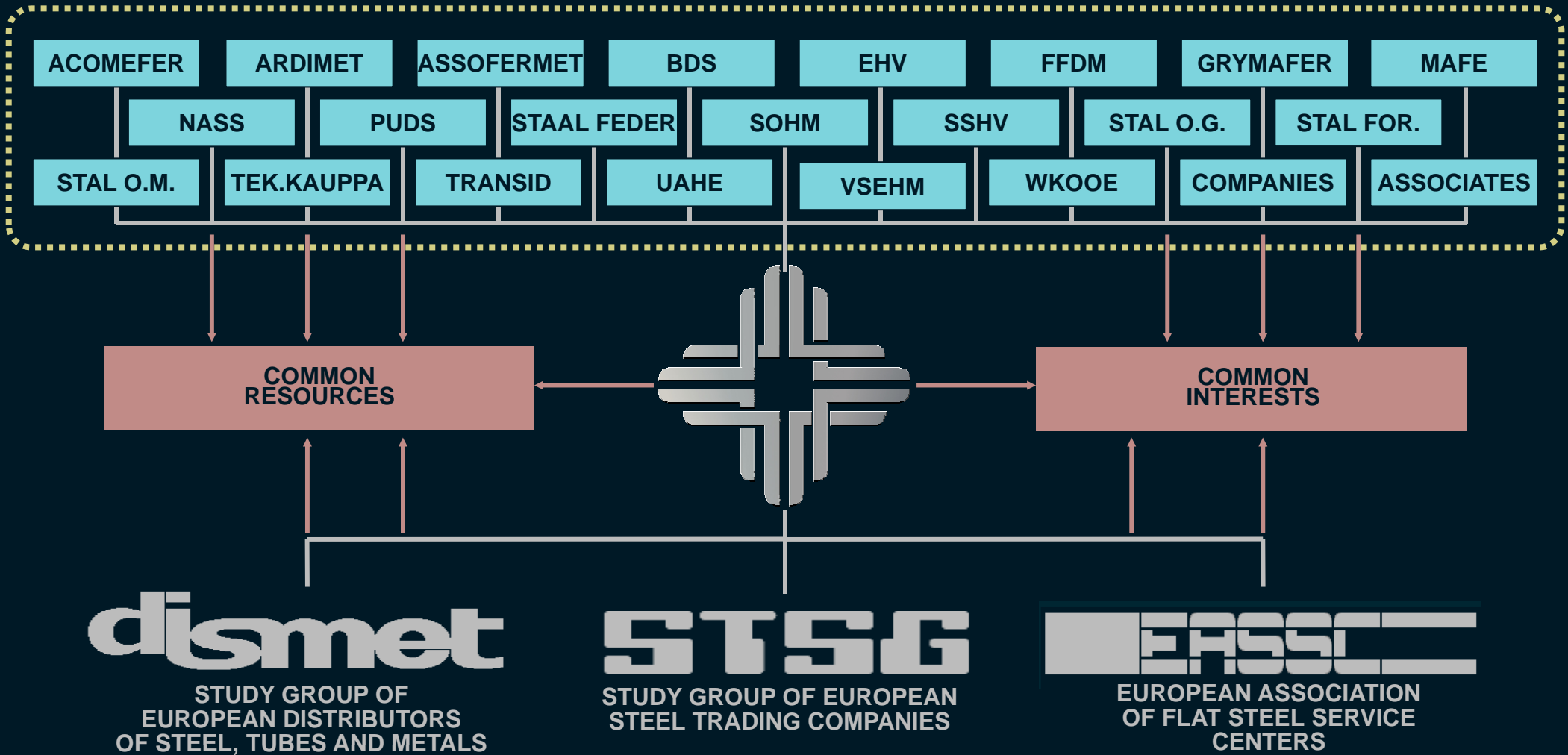


AGENDA OF THE MEETING – 1. DRAFT

- 2. NATIONAL ASSOCIATIONS IN THE FRAMEWORK OF THE NEW EUROMETAL ORGANISATION STRUCTURE**

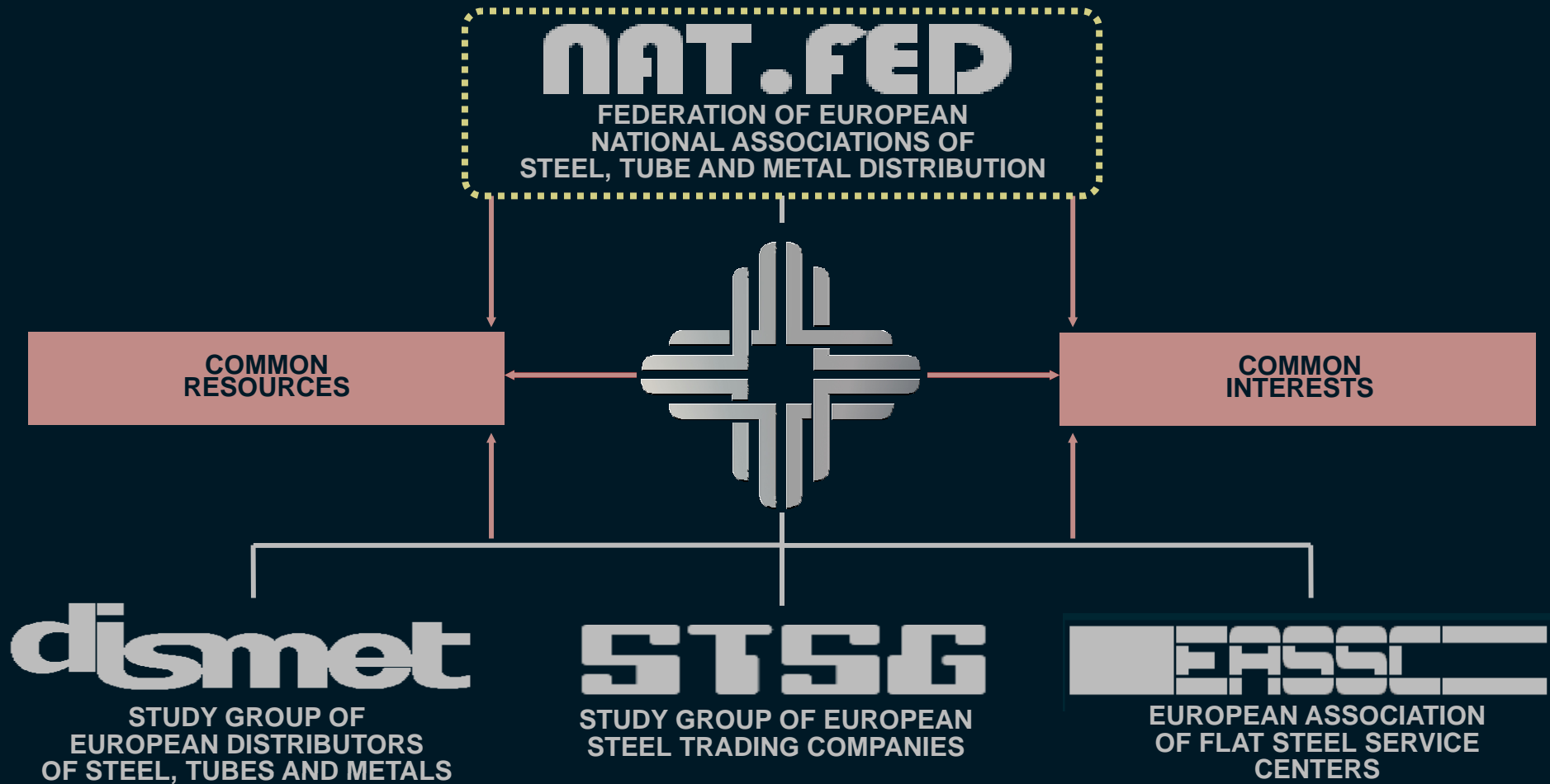


EUROMETAL - THE VOICE OF EUROPEAN STEEL INTERMEDIATION





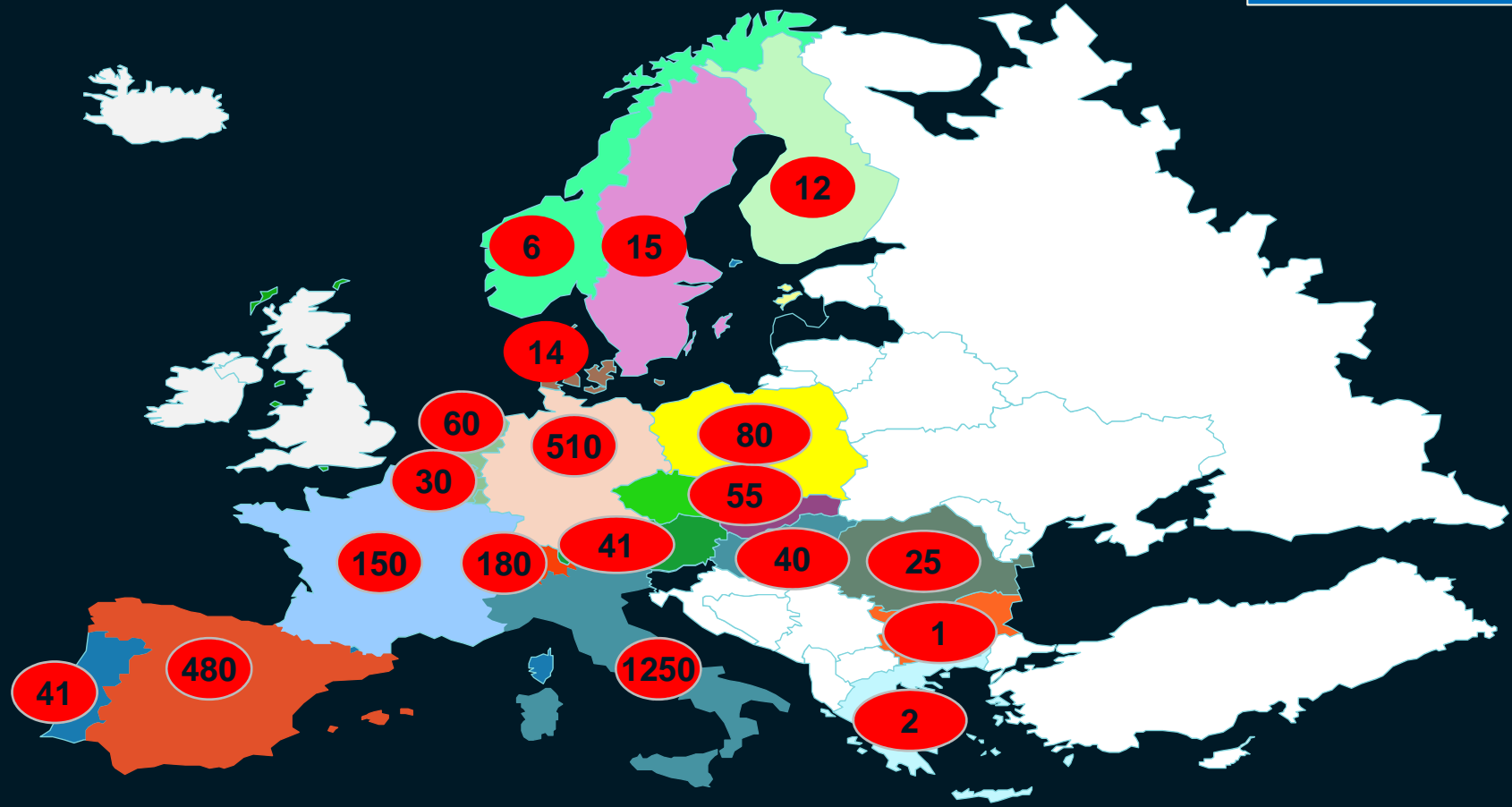
**EUROMETAL - THE VOICE OF EUROPEAN STEEL INTERMEDIATION
WITH FOUR REGULAR MEMBERS REPRESENTING ALL TYPES OF DISTRIBUTION**





NATIONAL ASSOCIATIONS FEDERATED WITH NAT.FED REPRESENT TODAY ABOUT 3 000 EUROPEAN STEEL DISTRIBUTION ENTERPRISES

TO BE UPDATED



NAT.FED

MEETING MILANO, CORSO VENEZIA 47, 09 MAY 2012, 18.00 HRS



**EUROMETAL - THE VOICE OF EUROPEAN STEEL INTERMEDIATION
WITH FOUR REGULAR MEMBERS REPRESENTING ALL TYPES OF DISTRIBUTION**

STUDY GROUP OF EUROPEAN
STEEL TRADING COMPANIES

STSG

EUROPEAN ASSOCIATION
OF FLAT STEEL SERVICE CENTERS

EAFFC



NAT.FED

**FEDERATION OF EUROPEAN
NATIONAL ASSOCIATIONS OF
STEEL, TUBE AND METAL DISTRIBUTION**

dismet

STUDY GROUP OF
EUROPEAN DISTRIBUTORS
OF STEEL, TUBES AND METALS

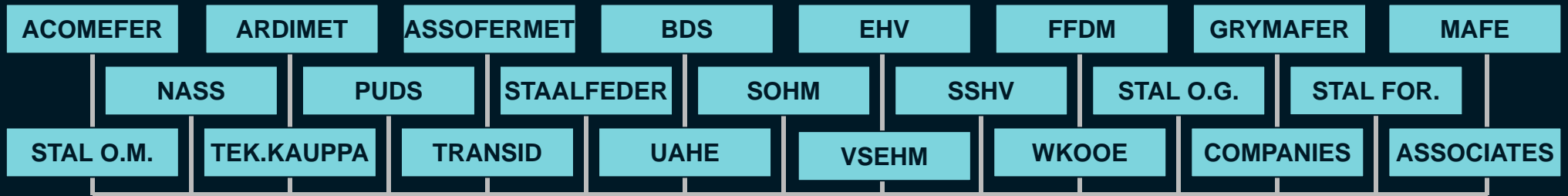


AGENDA OF THE MEETING – 1. DRAFT

3. MAIN ELEMENTS OF NAT.FED STATUTES



NAT.FED INSIDE EUROMETAL



NAT.FED
FEDERATION OF EUROPEAN
NATIONAL ASSOCIATIONS OF
STEEL, TUBE AND METAL DISTRIBUTION





MAIN ITEMS OF NAT.FED STATUTES

ART. 1 FEDERATION

- 1.1 A Federation is constituted between European National Associations of steel, tube and non-ferrous metal distribution for an unlimited duration. It is an association according to Art. 60 of the Swiss Civil Code.**
- 1.2 The Federation is called "NAT.FED – Federation of European National Associations of Steel, Tube and Metal Distribution".**
- 1.3 Its registered office is in Basel, Switzerland. The office may be transferred at any time by decision of the Presidency.**



MAIN ITEMS OF NAT.FED STATUTES

ART. 2 OBJECTIVES

The main objectives of the Federation are

- 2.1 to represent and promote the general interests of the members concerning the distribution, stockholding and processing of steel, tubes and non-ferrous metals in one identifiable organisation within EUROMETAL, the European Federation of Steel, Tubes and Metals Distribution and Trading,
- 2.2 to represent and promote the specific interests of the national associations in the management of EUROMETAL considering the interests of the other EUROMETAL members DISMET, EASSC and STSG,
- 2.3 to monitor and analyse in specific working commissions all aspects of the national markets of steel, tubes and metals distribution.
- 2.4 The Presidency will permanently monitor and adapt objectives as necessary.



MAIN ITEMS OF NAT.FED STATUTES

ART. 6 PRESIDENCY

- 6.1 The Presidency of the Federation consists of the President and two Vice-Presidents. The re-election is possible.**

- 6.2 The President represents the Federation in all circumstances, and presides over the General Assembly.**

- 6.5 The Presidency may set up and dissolve commissions to pursue the Federation's objectives. The regulatory framework covering their work including commission membership is subject to a Presidency decision.**

- 6.6 The executive management of the Federation will be taken care of by the EUROMETAL management including the Treasury and Auditor, the conditions to be discussed and contracted by the Presidency.**



**THE NAT.FED GENERAL ASSEMBLY 24 OCTOBER 2011
UNANIMOUSLY APPROVED THE NEW STATUTES OF NAT.FED**



AGENDA OF THE MEETING – 1. DRAFT

4. GOVERNANCE OF NAT.FED



2012: ORGANISATIONAL, GOVERNANCE & MANAGEMENT STRUCTURE



NAT.FED

MEETING MILANO, CORSO VENEZIA 47, 09 MAY 2012, 18.00 HRS



NAT.FED GOVERNANCE INSIDE EUROMETAL GOVERNANCE

EUROMETAL



ULRICH BECKER, KLOECKNER, PRESIDENT
ROBERTO LUNARDI, ASSOFERMET, VICE PRESIDENT
PHILIPPE BAUDON, AMDS, VICE PRESIDENT
PATRICK NIJS, MCB, VICE PRESIDENT
RALPH OPPENHEIMER, STEMCOR, VICE PRESIDENT

EUROMETAL MANAGING DIRECTORS: GEORGES KIRPS & JUERGEN NUSSER

NAT.FED

ROBERTO LUNARDI, ASSOFERMET ,PRESIDENT
OLIVER ELLERMANN, BDS, VICE PRESIDENT
MICHEL JULIEN-VAUZELLE, FFDM, VICE PRESIDENT

dismet

PHILIPPE BAUDON, AMDS, PRESIDENT
MIKAEL NYQUIST, TIBNOR ,VICE PRESIDENT
MIROSLAV HORAK, FERONA, VICE PRESIDENT



PATRICK NIJS, MCB, PRESIDENT
THOMAS DE BUTLER, TATA STEEL, VICE PRESIDENT
HUGO WAGNER, ABC , VICE PRESIDENT

STSG

RALPH OPPENHEIMER, STEMCOR , PRESIDENT
NASSER ALAGHBAND, BALLI , VICE PRESIDENT
MATTHEW DE MORGAN, DUFERCO ,VICE PRESIDENT



AGENDA OF THE MEETING – 1. DRAFT

5. COMMON CHALLENGES AND THEMES TO BE ADRESSED BY NAT.FED



5. COMMON CHALLENGES AND THEMES TO BE ADRESSED BY NAT.FED

5.1. MARKET MONITORING OF NATIONAL STEEL DISTRIBUTION MARKETS IN EUROPE NAT.FED MARKET MONITORING SYSTEM

5.2. HEALTH, SAFETY AND ENVIRONMENTAL ISSUES

5.3. PROMOTING STEEL USE IN ALL MARKET SEGMENTS

5.4. ENHANCING STEEL DISTRIBUTION IMAGE WITH ALL STAKEHOLDERS

5.5. LIFE LONG LEARNING IN STEEL DISTRIBUTION

5.6. WAYS AND MEANS TO EXCHANGE BEST PRACTICE BETWEEN NATIONAL FEDERATIONS

5.7. SPECIFIC WORKING GROUPS: CARBON STEELS, TUBES, STAINLESS, NF METALS, SPECIAL STEEL,



AGENDA OF THE MEETING – 1. DRAFT

6. NATFED VALUE PROPOSITION TO MEMBER ASSOCIATIONS



NAT.FED VALUE PROPOSITION TO MEMBER ASSOCIATIONS

EVENTS	DISMET	EASSC	NAT.FED	STSG
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STSG STEEL TRADE DAY LONDON 17 APRIL 2012

EUROMETAL STEEL NET FORUM MILANO 9 & 10 MAY 2012

MEETINGS	DISMET	EASSC	NAT.FED	STSG
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DISMET STUDY GROUP MEETING DUESSELDORF 27 JUNE 2012

QUARTERLY EASSC MEETING FRANKFURT DATE: 14-15 MARCH

NAT.FED SPRING MEETING MILANO 09 MAY2012

STSG SPRING MEETING LONDON 17 APRIL 2012

DISMET STUDY GROUP MEETING DUESSELDORF FALL 2012: TBD

QUARTERLY EASSC MEETING: TBD DATE: 18-19 JUNE

NAT.FED FALL MEETING FRANKFURT DATE: TBD

QUARTERLY EASSC MEETING WERTHEIM DATE: 13-14 SEPT

QUARTERLY EASSC MEETING FRANKFURT DATE: 05-06 DECEMBER



NAT.FED VALUE PROPOSITION TO MEMBER ASSOCIATIONS

ECONOMIC INTELLIGENCE	DISMET	EASSC	NAT.FED	STSG				
MONTHLY OUTLOOK ON ECONOMIES AND STEEL MARKETS								
REPORTS ON STEEL DISTRIBUTION & STEEL TRADE	DISMET	EASSC	NAT.FED	STSG				
MONTHLY NAT.FED BUSINESS REPORT ON STEEL DISTRIBUTION								
QUARTERLY STSG REPORT ON STEEL TRADE								
PARTICIPATING MEMBERS ONLY MARKET MONITORING	DISMET	EASSC	NAT.FED	STSG				
<table border="1"> <tr> <td data-bbox="463 1059 884 1241">MONTHLY CHARTS ON STEEL STOCKHOLDING DISTRIBUTION MARKETS</td> <td data-bbox="900 1059 1321 1241">MONTHLY CHARTS ON FLAT SSC DISTRIBUTION MARKET</td> <td data-bbox="1337 1059 1758 1241">MONTHLY CHARTS ON NATIONAL STEEL DISTRIBUTION MARKETS</td> <td data-bbox="1774 1059 2192 1241">QUARTERLY STSG SURVEY ON STOCKS IN SEA PORTS</td> </tr> </table>					MONTHLY CHARTS ON STEEL STOCKHOLDING DISTRIBUTION MARKETS	MONTHLY CHARTS ON FLAT SSC DISTRIBUTION MARKET	MONTHLY CHARTS ON NATIONAL STEEL DISTRIBUTION MARKETS	QUARTERLY STSG SURVEY ON STOCKS IN SEA PORTS
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NAT.FED VALUE PROPOSITION TO MEMBER ASSOCIATIONS

MEMBERS ONLY RESEARCH REPORTS	DISMET	EASSC	NAT.FED	STSG
	2011 POSITION IN EU MARKET SUPPLY OF EU STEEL DISTRIBUTION			
	LONG TERM TRENDS IN EU STEEL MARKETS			
	STRUCTURAL CHANGE IN EU STEEL DISTRIBUTION AND STEEL TRADING			
NETWORKING WITH STEEL MARKET STAKEHOLDERS	DISMET	STSG	NAT.FED STAKEHOLDERS	EASSC
	WWW.EUROMETAL.NET			WWW.EASSC.ORG
	MONTHLY EUROMETAL NEWSLETTERS			
REPRESENTATION AT EVENTS	DISMET	EASSC	NAT.FED	STSG
	AT CONFERENCES: HANDELSBLATT, WSD, METAL BULLETIN, SBB, CRU, ETC			
	PRESENTATIONS AT EVENTS OF NATIONAL FEDERATIONS, DISMET, EASSC, STSG			



AGENDA OF THE MEETING – 1. DRAFT

7. NAT.FED MARKET MONITORING SYSTEM

DISMET & NATFED MARKET MONITORING EXECUTIVE SUMMARY

DECEMBER 2010 - DECEMBER 2011

DISMET, ASSOFERMET, BDS, FFDM, MAFE,
NASS, STAALFEDERATIE, SOHM, SWEDISH
FEDERATION, UAHE

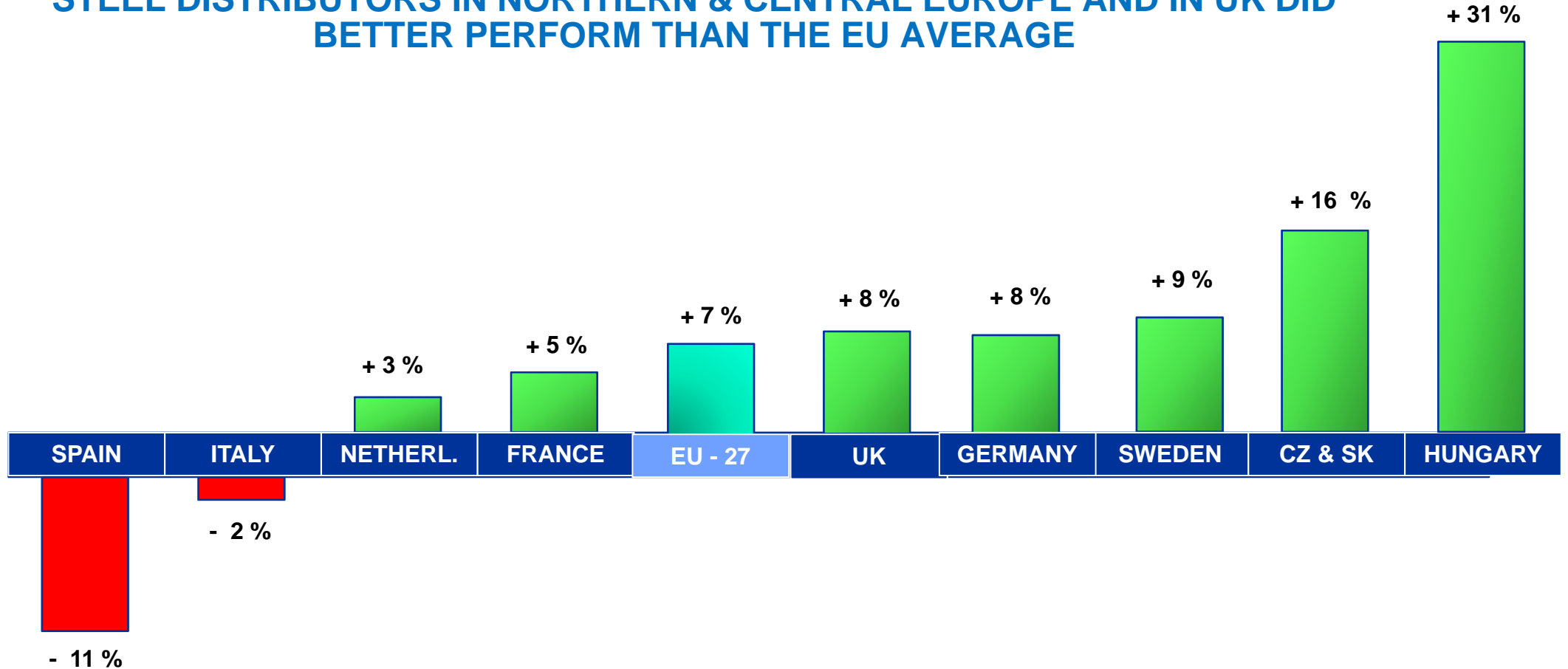
dismet

**DISTRIBUTORS OF STEEL, TUBES
AND METALS STUDY GROUP**

NOTE: STOCKS ARE REPORTED IN DAYS OF SALE BASED ON A THREE MONTHS MOVING AVERAGE
SALES INDEX: MONTHLY AVERAGE 2010 = 100 STOCK INDEX: MONTHLY AVERAGE 2010 = 100

UPDATED: 07 FEBRUARY 2012

**EU STEEL DISTRIBUTION SALES INCREASED BY + 7 % IN 2011.
STEEL DISTRIBUTORS IN NORTHERN & CENTRAL EUROPE AND IN UK DID
BETTER PERFORM THAN THE EU AVERAGE**



2011 STEEL DISTRIBUTION SALES AS COMPARED TO 2010, IN %

EXECUTIVE SUMMARY – ALL STEEL PRODUCTS STRONG GROWTH OF SALES IN NORTH AND CENTRAL EUROPE

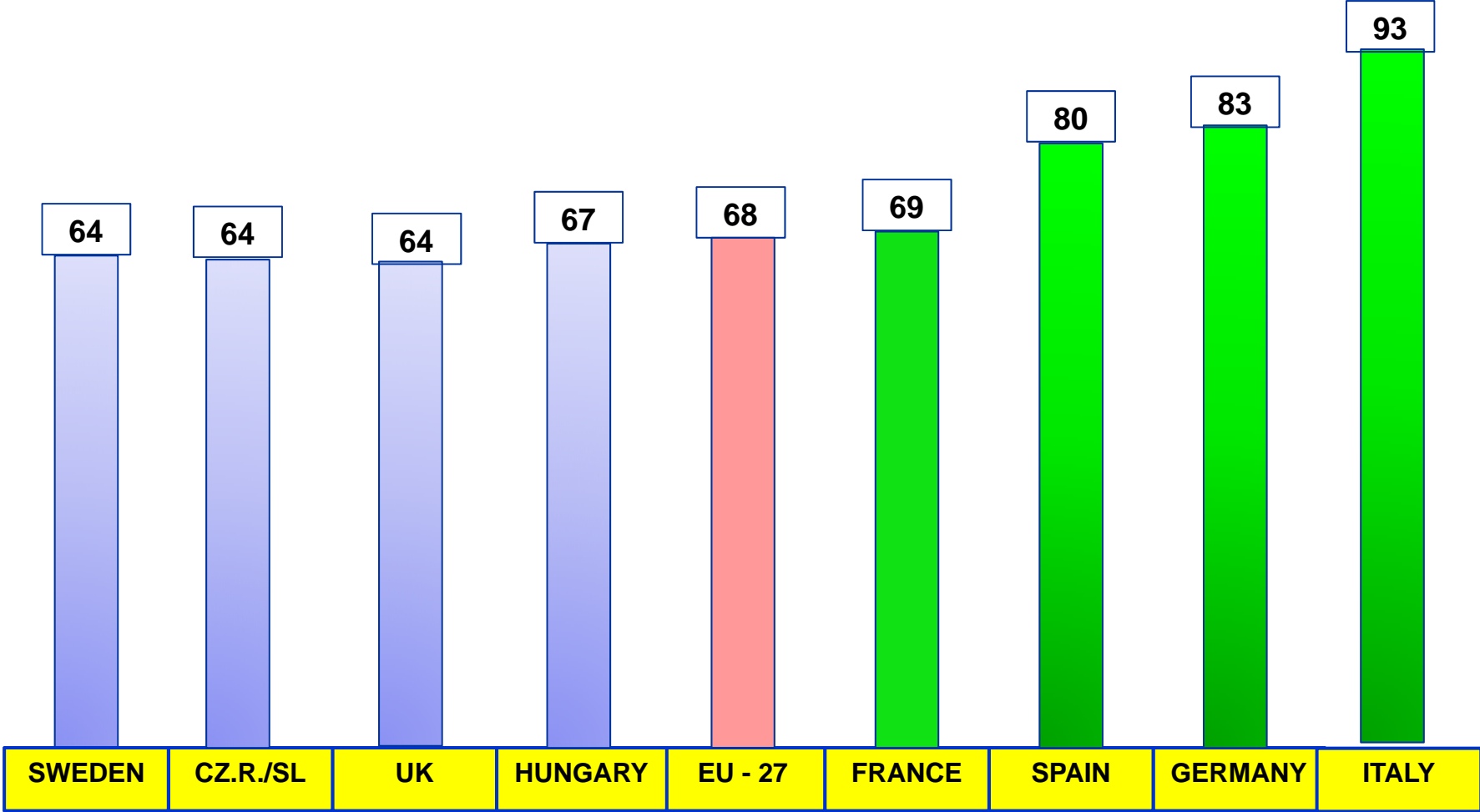
SALES INDICES, DECEMBER 2011 SALES INDICES BY DECREASING ORDER

MARKET	ASSOCIATION	AV.2010	2011 JUN	JUL	AUG	SEP	OCT	NOV	DEC	AV.2011	REMARKS
HUNGARY	MAFE	100	113	148	148	148	148	148	148	131	1/2 YEAR REPORT
CZ.REP.& SLOVAKIA	SOHM	100	117	116	116	116	108	108	108	116	QUART.REPORT
SWEDEN	SWEDISH ASS.	100	110	44	121	123	115	118	89	109	
GERMANY	BDS	100	107	110	111	114	104	111	73	108	
U.K.	NASS	100	120	101	110	114	112	124	72	108	
EU-27	DISMET	100	114	103	96	116	107	113	79	107	
FRANCE	FFDM	100	118	97	52	121	107	108	75	105	
NETHERLD.	STAALFEDERATIE	100	106	91	78	112	106	110	79	103	
ITALY	ASSOFERMET	100	104	113	31	113	93			98	ONLY SMP - SSC
SPAIN	UAHE	100	105	95	81	95	79	81	62	89	ONLY LARGOS

NOTE: STOCKS ARE REPORTED IN DAYS OF SALE BASED ON A THREE MONTHS MOVING AVERAGE

SALES INDEX: MONTHLY AVERAGE 2010 = 100 STOCK INDEX: MONTHLY AVERAGE 2010 = 100

ON AVERAGE FOR 2011, STOCK REACH IN EU WAS 68 DAYS OF SALES



STOCKS EXPRESSED IN DAYS OF SALES: AVERAGE 2011

**EXECUTIVE SUMMARY – ALL STEEL PRODUCTS
STOCKS ARE LEAN IN SWEDEN, UK AND
CZECH REPUBLIC & SLOVAKIA**

STOCKS EXPRESSED IN DAYS OF SALES, DECEMBER 2011 BY INCREASING ORDER

MARKET	ASSOCIATION	2010	2011 JUN	JUL	AUG	SEP	OCT	NOV	DEC	2011	REMARKS
U.K.	NASS	62	59	69	61	58	58	53	92	64	
SWEDEN	SWEDISH ASS.	53	60	152	56	56	58	55	70	64	
CZ.REP& SLOVAKIA	SOHM	62	61	64	67	69	72	70	68	64	QUART.REPORT
HUNGARY	MAFE	66	75	59	59	59	59	59	59	67	½ YEAR REPORT
EU-27	DISMET	71	65	71	76	63	68	63	87	68	
FRANCE	FFDM	71	62	73	127	53	60	61	90	69	
SPAIN	UAHE	76	69	75	85	70	84	79	99	80	ONLY LARGOS
GERMANY	BDS	80	85	84	83	79	85	78	117	83	
ITALY	ASSOFERMET	87	82	76	282	76	93			93	ONLY SMP-SSC
NETHERLD.	STAALFEDERATIE	STOCK DATA NOT AVAILABLE FOR ALL PRODUCTS									

NOTE: STOCKS ARE REPORTED IN DAYS OF SALE BASED ON A THREE MONTHS MOVING AVERAGE

SALES INDEX: MONTHLY AVERAGE 2010 = 100 STOCK INDEX: MONTHLY AVERAGE 2010 = 100



**8. OTHER MATTERS
QUESTIONS AND ANSWERS**

THANK YOU FOR YOUR INTEREST AND SUPPORT

DISCLAIMER

EUROMETAL presentations may include forward-looking information and statements about the steel sector (production, distribution, consuming industries and their stake-holders). Forward-looking statements are not historical facts but have to include financial or other projections & estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future operations, products and services, and statements regarding future performance.

For EUROMETAL, expectations reflected in such information and statements are reasonable. Any third parties are cautioned that forward-looking information and statements are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond the control of EUROMETAL, that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements.

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- undertakes no obligation to publicly update forward-looking statements, whether as a result of new information, future events, or otherwise.