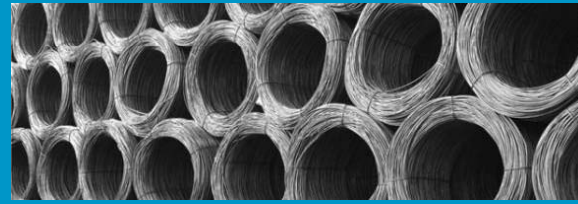
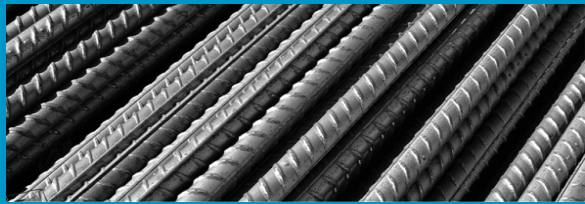


# Outlook for the Italian Steel Industry



Angelo Barzaghi, MD Stemcor Italia

## Stemcor – the world's largest independent steel trader

- Integrated supply chain solutions based on 5 core competencies:
  - Finance, Raw Materials, Steel Trading, Logistic, Distribution & Stockholding
- Handled 20m+ tonnes of steel and raw materials in 2008
- Turnover of GB£6.3bn in 2008
- Global network: 1,400 people, 80 offices, 40 countries
- Two thirds owned by one family, a third owned by staff



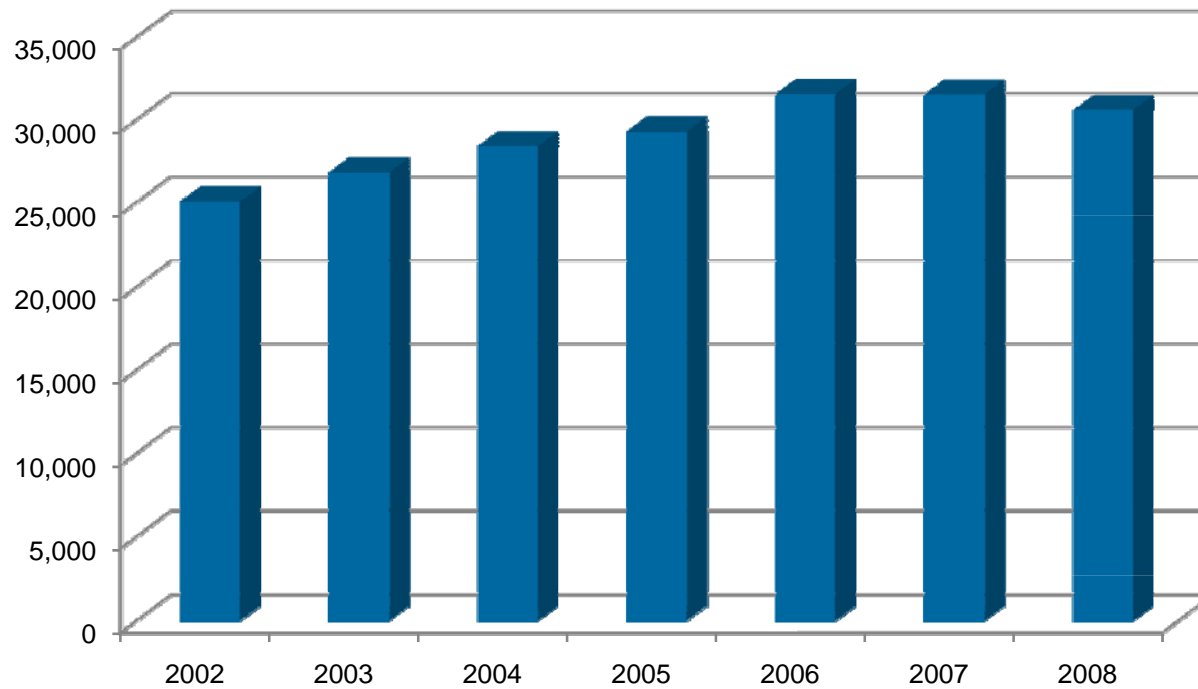
Adding value at every step in the supply chain, from minehead to factory floor.

## Italy: macro economic data

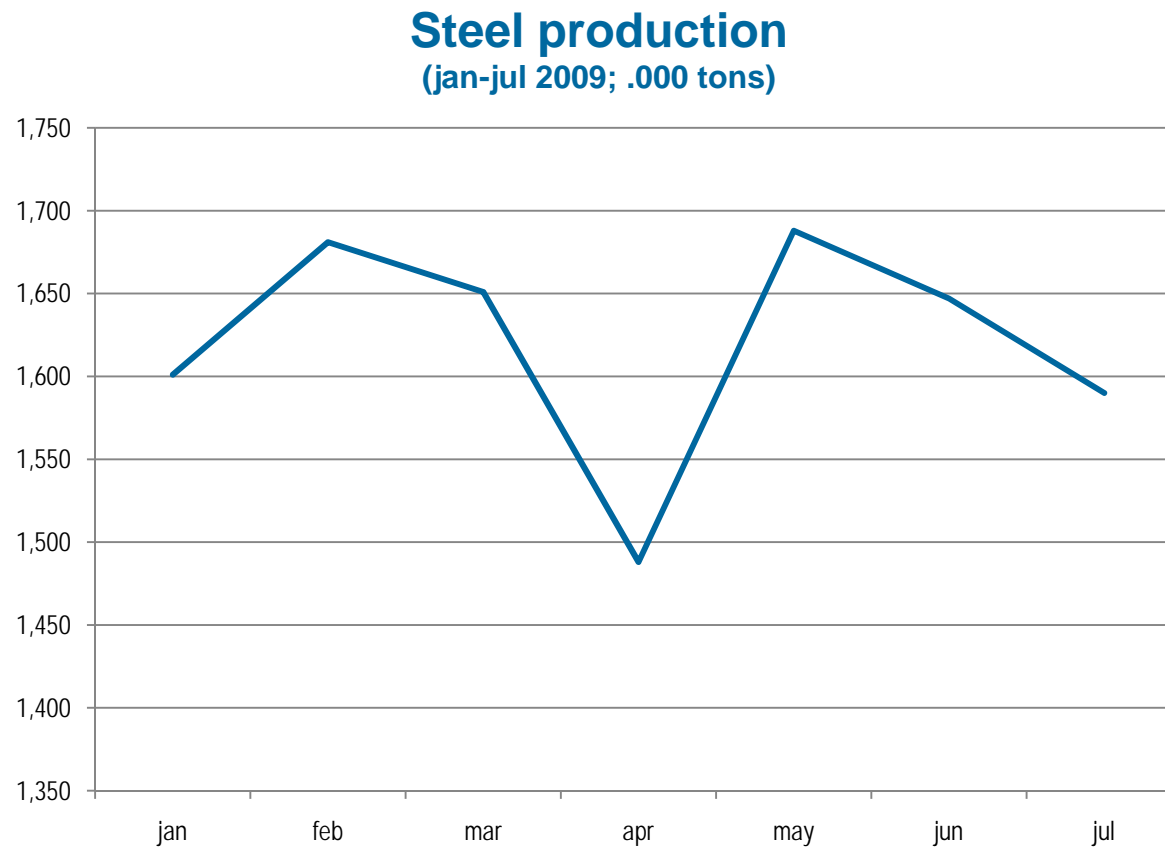
- Italy is the 7<sup>th</sup> economic world power after USA, Japan, China, Germany, France and UK;
- Italy is the 2<sup>nd</sup> producer and consumer of steel in EU after Germany;
- Italy is the 1<sup>st</sup> EU country for import-export of steel products;
- Number of employees of steel production sector: 39.400;
- Turnover (2008): over 50 billion €uro.

# Italy: steel production (1)

Italian steel production  
(source: Federacciai; .000 tons)

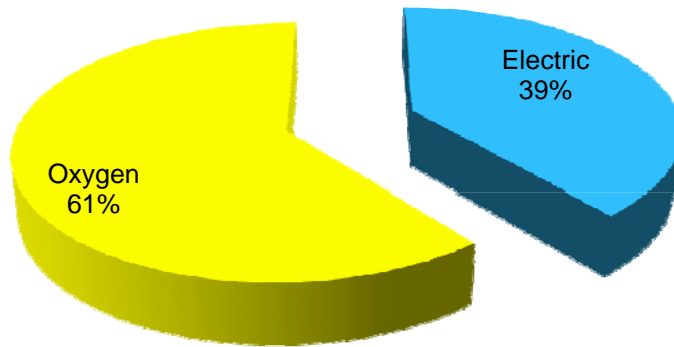


## Italy: steel production (2)

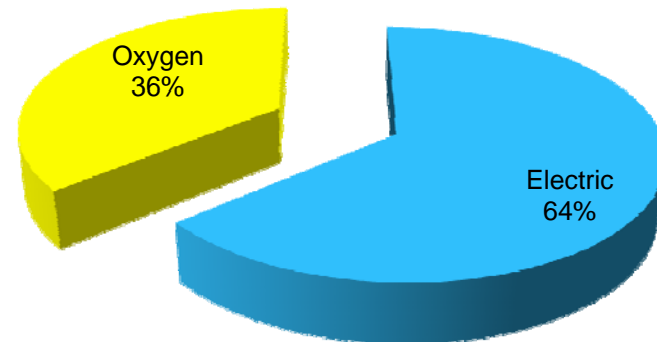


# Italy: steel production (3)

European steel production  
(source: Eurofer)



Italian steel production  
(source: Federacciai)

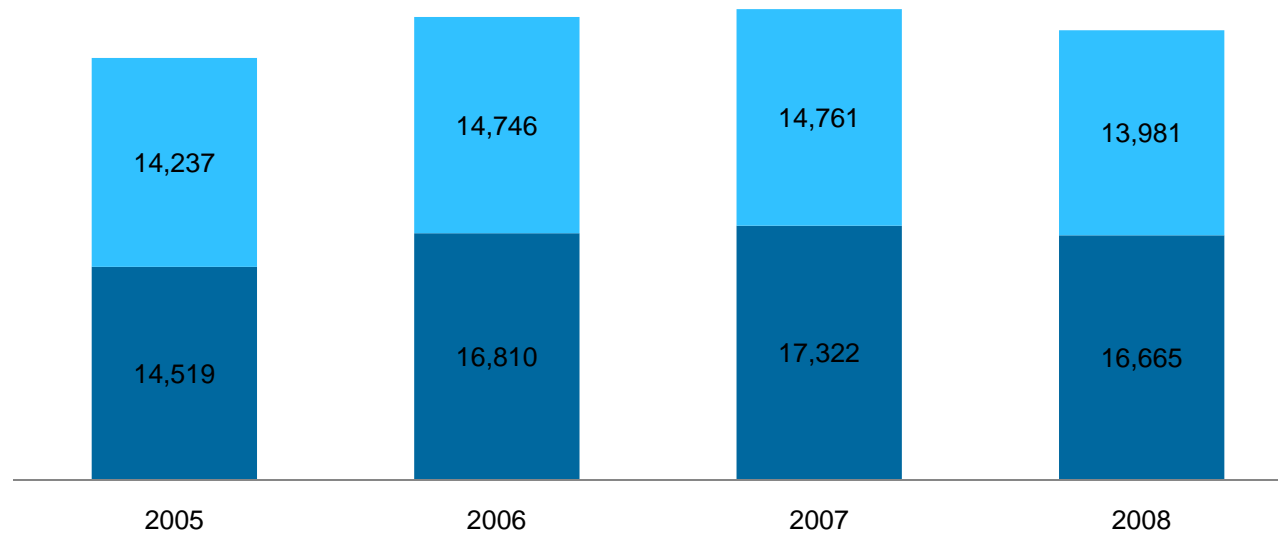


# Italy: steel production (4)

## Flat vs long products

(source: Federacciai; .000 tons)

■ Long products ■ Flat products



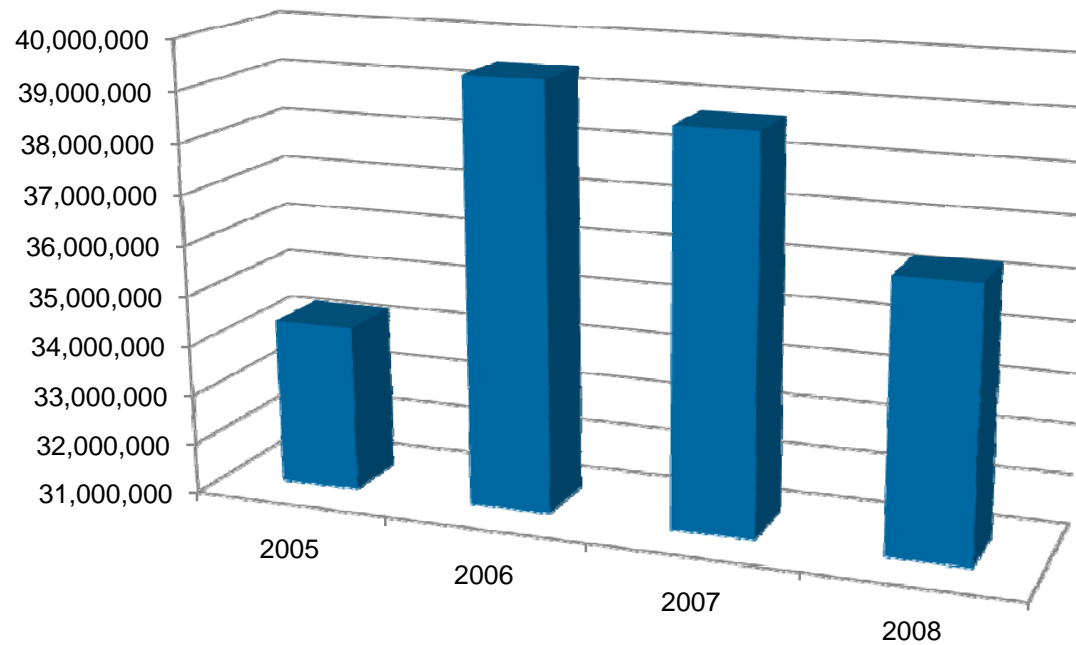
# Italy: steel production (5)



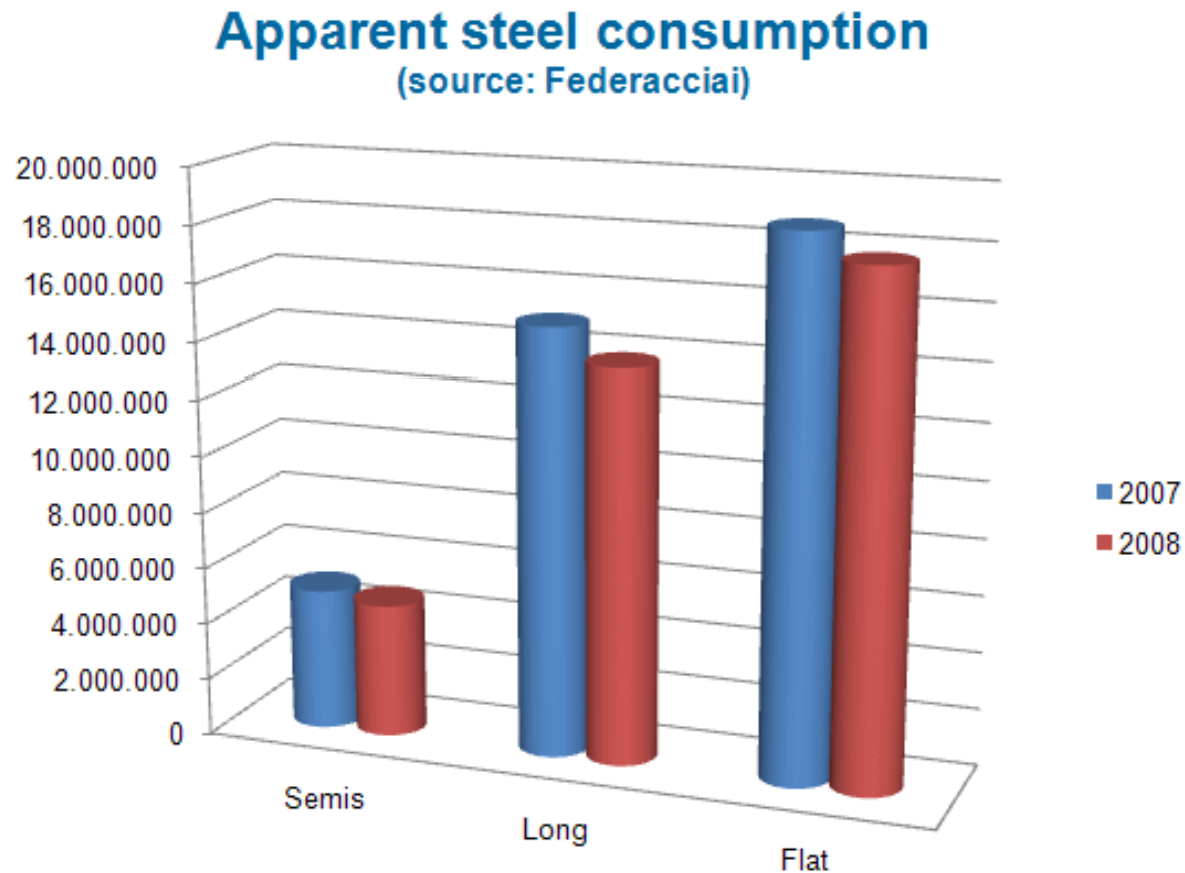
Over 130 Federacciai members

# Italy: steel consumption (1)

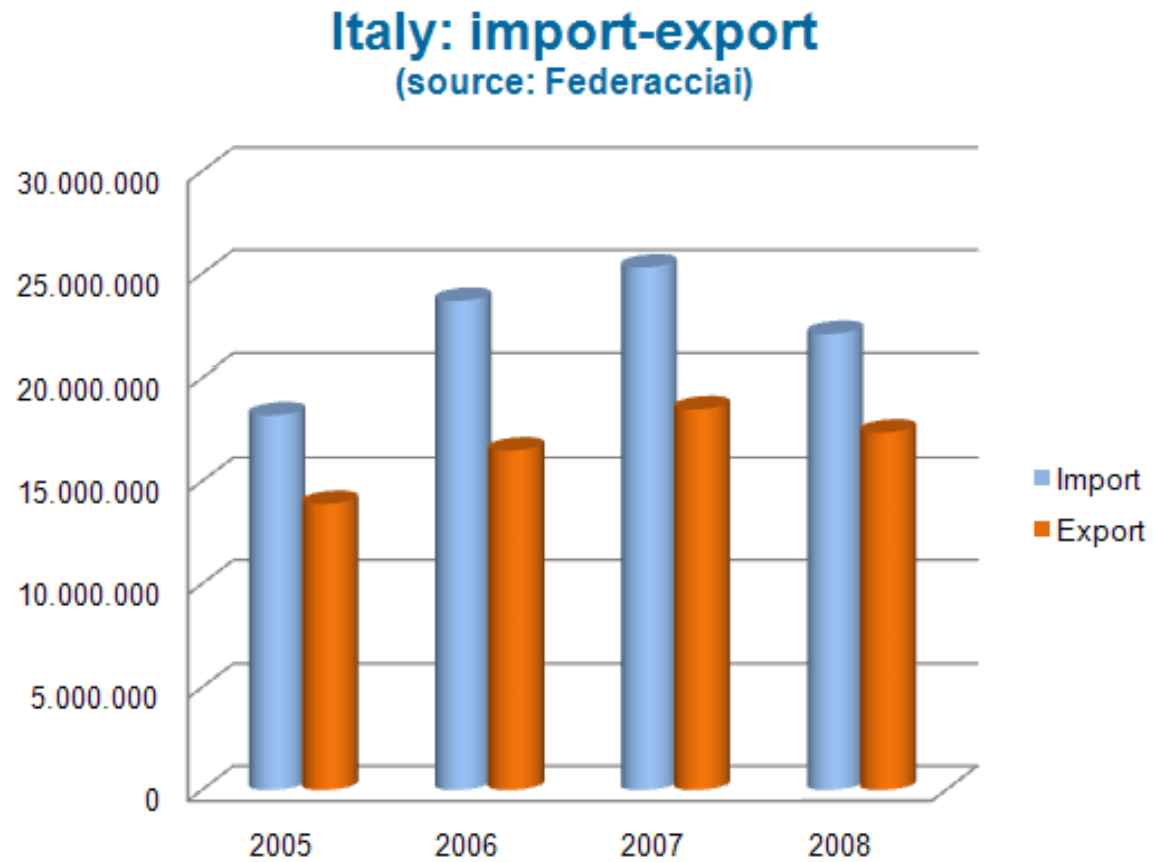
Apparent steel consumption  
(source: Federacciai)



## Italy: steel consumption (2)

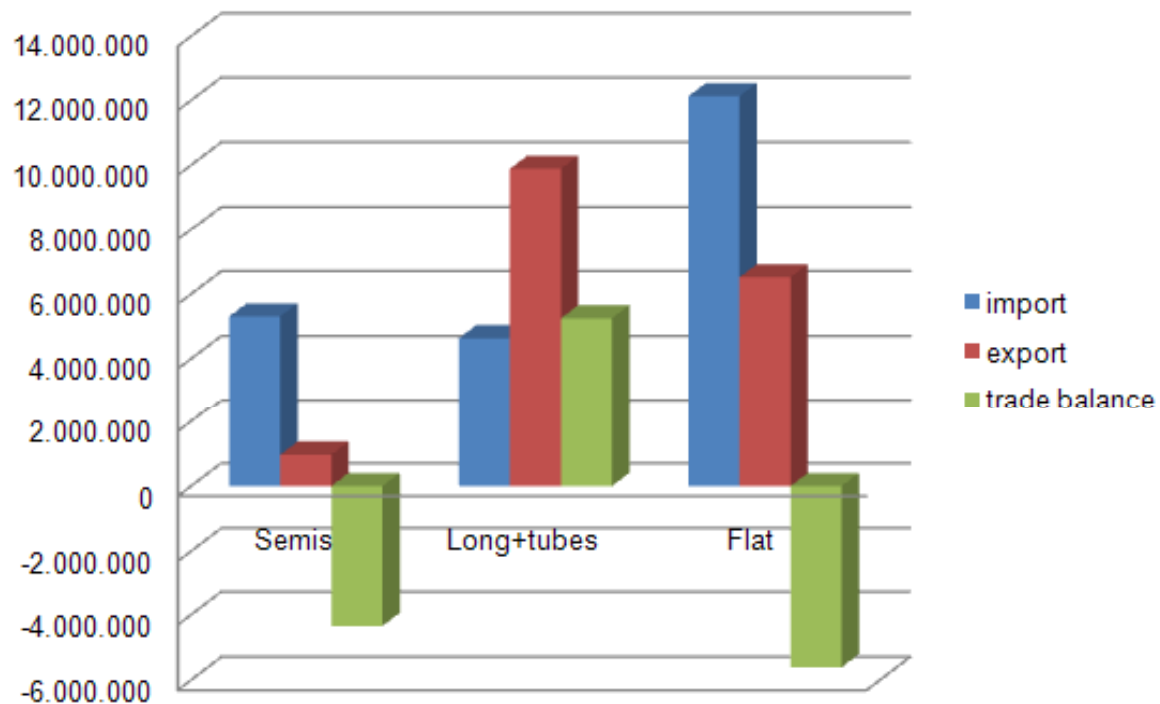


# Italy: import-export (1)



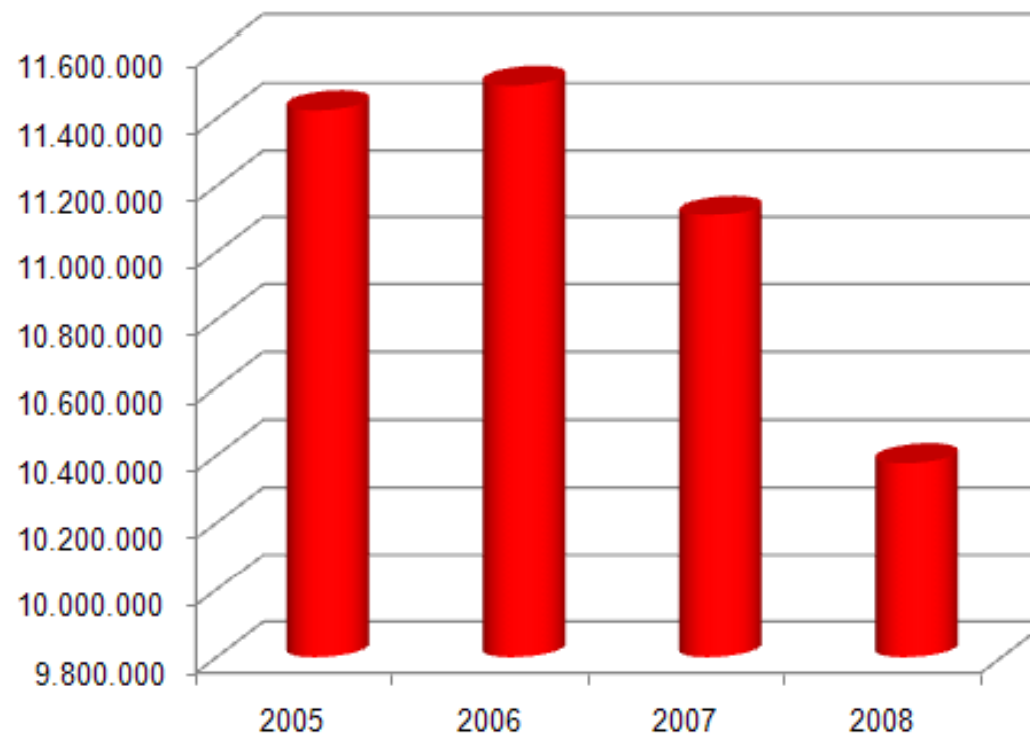
## Italy: import-export (2)

Italian steel trading in 2008  
(source: Federacciai)



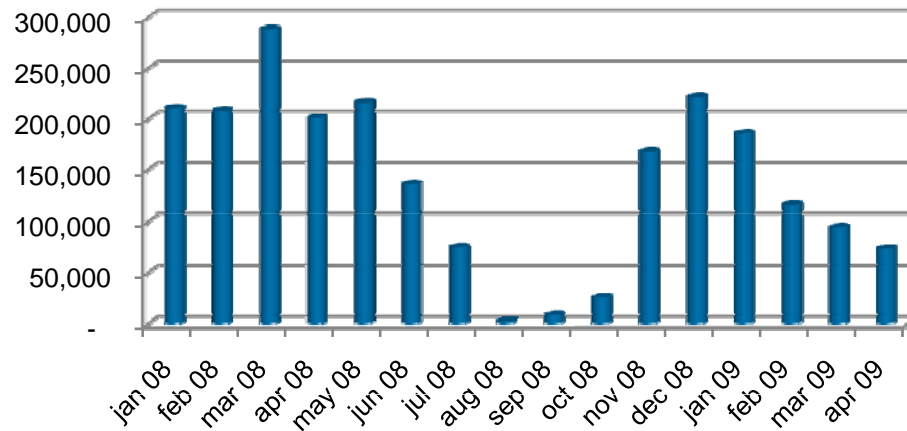
# Italy: pig iron production

Italian pig iron production  
(source: Federacciai)



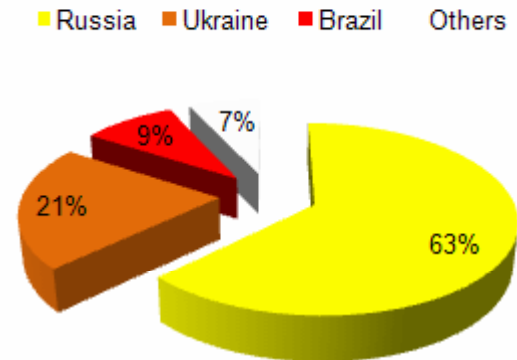
# Italy: pig iron import

## Italian pig iron import (source: IPIA)



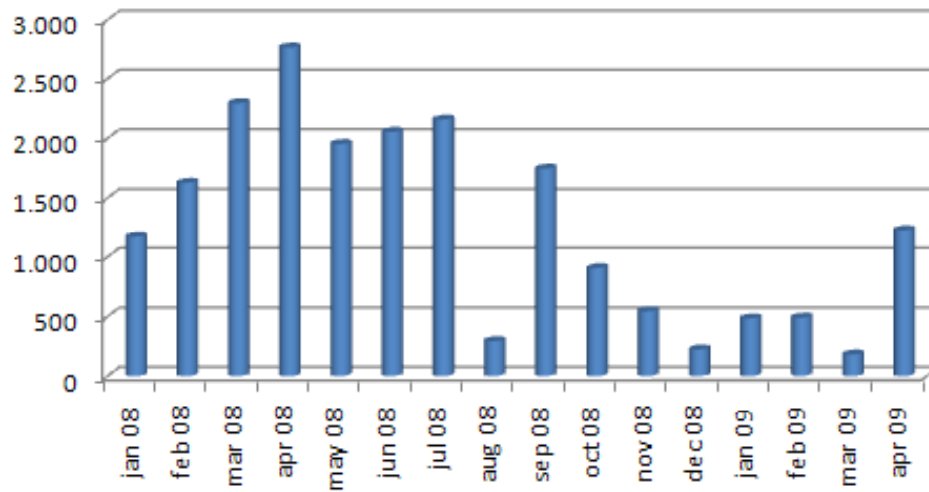
Total 2008: 1.760.072 ton

## Country of origin in 2008 (source: IPIA)



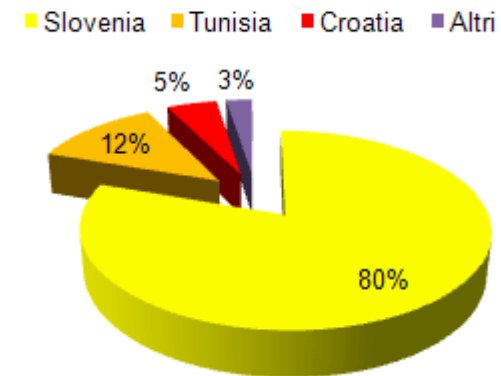
# Italy: pig iron export

Italian pig iron export  
(source: IPIA)



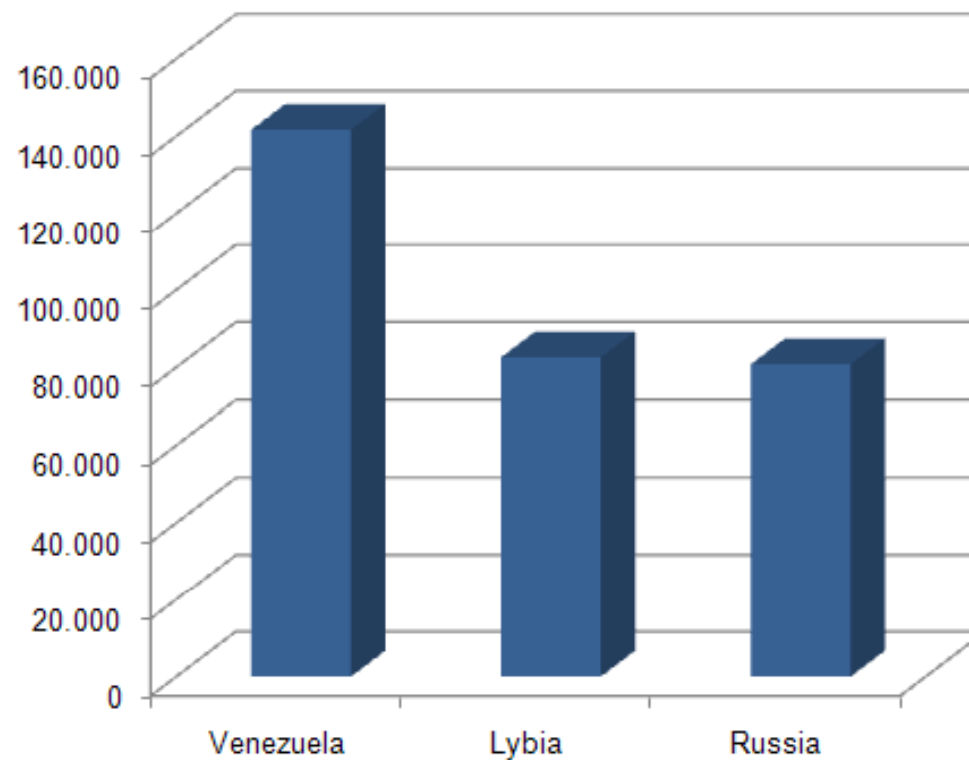
Total 2008: 17.730 ton

Country of destination in 2008  
(source: IPIA)



# Italy: HBI import

Italian HBI import in 2008  
(source: IPIA)



## Italy: ANALYSIS

- Fragmentation;
- Family-owned business;
- Importer of raw materials;
- High cost of energy;
- Flexibility & Productivity;
- Know-how & Quality;
- New investments;
- Growth of production capacity.

**Many thanks to:**

**siderweb.com**  
il portale della siderurgia





# Thank you for your attention

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