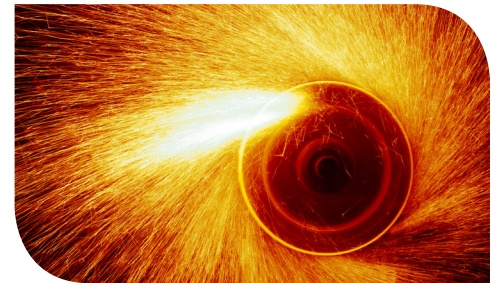




Metals Supply Chain



Cargill[®]
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METALS SUPPLY CHAIN

Bringing you higher profitability

It's a challenge to keep up with the pace of the ever more complex metals markets and secure significant revenues.

As a leader in the ferrous market, Cargill helps you manage volatility and increase profitability through tailored physical and financial solutions in Iron Ore and Steel.

Our integrated supply chain solutions combined with unmatched financial, risk management, logistics and technical expertise optimize your business so that you can focus on growth.

As a well-established company with a 150-years track record of successful risk management in the global commodities markets, we offer you our unique insight into the ferrous market trends and movements to give your business greater stability and an undisputed advantage in the market place.



To find out more about our solutions, go to www.cargill.com

Cargill ferrous business - key facts

3 MMT
domestic steel distribution in
China and the U.S.

2.5 MMT
international steel
traded

2500+ customers
across 40 countries

40 MMT iron ore
traded



**9 steel service
centers**
in the U.S. and China

**100% of contract
performance**

**Over 40 years of ferrous
experience**

200 MMT iron ore
and steel derivatives
traded

Unique solutions that make your business more successful

PRODUCT ACCESS AND COMPETITIVE PRICE

Every year we procure more than 40 mmt of iron ore and 5 mmt of carbon steel (billets, rebar, wire rod, hot rolled coil, cold rolled coil, galvanized) in various geographies. This superior sourcing capability will ensure that you have access to high-quality products from the best-fit suppliers at the most competitive prices.

ENSURING PRODUCTION CONTINUITY

Cargill has 40 years of experience in successful price management and risk mitigation for our customers worldwide. Our integrated supply chain solutions combined with unmatched financial, risk management, logistics and technical expertise optimize your business so that you can focus on growth.

REDUCED MARKET VOLATILITY

Our dedicated risk management team offers you a unique insight into the ferrous market trends and customized price and payment solutions. Your business will benefit from greater stability and an undisputed advantage in the market place.



Metals offering - Asia and worldwide

Iron Ore – providing diverse product portfolio, supply chain solutions, technical expertise and risk management to satisfy your sourcing requirements and reduce costs

- Trade volume per year: 40+ million tons of Iron Ore
- Global sourcing from Australia, Brazil, Chile, Mauritania, South Africa
- 50+ products - Sinter fines, Lump, Pellet feed, High LOI fines, Pellets, Concentrates
- Operating in China, Japan, India, South Korea, Pakistan, Western Europe

International Steel – providing access to a wide range of markets, flexible pricing and payment terms to support you in solving market complexity and improving profitability

- Trading volume per year: 2.5 million tons of Hot Rolled Coil, sheets and strips, Cold Rolled Coil and strips, steel billets, wire rod, rebar
- Operating in China, United Arab Emirates, Hong Kong, India, Indonesia, Japan, Myanmar, Oman, Pakistan, Philippines, Singapore, South Korea, Taiwan, Thailand, Vietnam, Qatar, Commonwealth of Independent States, Western Europe

U.S. Steel – as part of our global Metals business, in the U.S. we are providing integrated supply logistics, risk management, metallurgical expertise to give you timely access to the needed product at a competitive price

- 9 steel processing centers and multiple master coil depots in all major U.S. manufacturing hubs
- Steel products – stretcher-leveled, pickled and oiled, RPS Cold reduced sheet and plate, slit and cut-to-length sheet and plate
- Offices in The Woodlands (Texas) and Minneapolis (Minnesota)

China Steel – providing risk management, financial and supply chain solutions to meet your individual needs on quality and credit terms

- Trade volume per year: 1.5 million tons of Hot Rolled Coil across China
- Offices in Shanghai, Tianjin, Guangzhou

Growing our global steel footprint

Every year we trade 5+ million metric tons of steel (hot-rolled coil, sheets and strips, cold-rolled coil and strips, steel billets, wire rod, rebar). To bring value and optionality to our customers, we source primarily from China, Taiwan and India. We are currently expanding our footprint to offer our solutions to customers in the African market.



● **Sourcing:** Russia, China, India, Qatar, Malaysia, Vietnam, Taiwan

● **Destinations:** Spain, Italy, Algeria, Saudi Arabia, Oman, UAE, Kuwait, Myanmar, Philippines, Malaysia, Hong Kong, Singapore, Sri Lanka, Thailand, South Korea, Vietnam, Indonesia, India, Bangladesh, Pakistan, Nepal, USA

● **Planned destinations:** South Africa, Kenya, Tanzania, Nigeria

Cargill's energy, transportation and metals businesses – helping increase your market share and profits

OPERATING IN:

Natural Gas, Power, Petrochemicals, Refined & Non-Refined Oil Products, Energy Risk Management, Ocean Transportation, Iron Ore, China Steel, U.S. Steel, International Ferrous Trading

As a global buyer and consumer of energy, transportation and metals, we are in the unique position to understand your needs and offer solutions that help increase profitability, grow market share and ensure flawless operations of your business.

Our team of 1000 experts offers sophisticated and innovative physical and financial products and solutions which build profit and market share for customers. Our expertise derives from Cargill's 150 years-long track record of successful commodity management. We build long-term relationships and provide excellent customer service to ensure that our customers have a trusted partner who will help their business *thrive*.



ABOUT CARGILL:

Cargill is the global leader in providing financial, industrial, food and agriculture services and products. Cargill has 153,000 employees located in 67 countries. Thousands of customers worldwide turn to us for innovative solutions because we are a trusted partner who ensures that your business is successful. [Find out more, www.cargill.com](http://www.cargill.com)

Contact us

Our dedicated team is ready to meet with you to understand your needs and offer solutions that will make your business *thrive*.

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www.cargill.com



150 years
of helping the
world *thrive*