

## Metinvest opens a representative sales office in Romania

Metinvest Group, an international vertically integrated steel and mining company, established a representative sales office in Romania – Metinvest Carpathia SRL. This office will be focused on strengthening the cooperation with Metinvest's steel products customers in Romania and providing quick and efficient service to them.

Romania is one of the largest metallurgical markets in Eastern Europe with significant growth potential. About half of its total consumption volume comes from imports. Romania has favourable logistics with key regional suppliers – for example, with Ukraine and Bulgaria.

Metinvest is a leading and reliable supplier of flats and sections. Its new representative office will provide for the further development of cooperation with Romanian customers in the construction, machine building, and pipe production sectors. The customers will receive a unified operating channel for cooperating with Metinvest: they will be able to place 'package' orders, combining various types of metallurgical products.

Metinvest Group has 20 representative offices and/or warehouses in Europe, including in Balkans, Baltics, Belgium, Bulgaria, Germany, Italy, Romania, Switzerland and the United Kingdom. Globally Metinvest has representative offices in 21 countries and more than 5,300 customers, including 1,600 within Europe.

Metinvest Group's iron and steel works are located in Ukraine and Europe: Promet Steel has a capacity of 500,000 tons per year in Bulgaria, while Metinvest Trametel and Ferriera Valsider have a total capacity of 1.2 million tons per year in Italy. Spartan UK, in the United Kingdom, can manufacture 200,000 tons of steel products per year.

### **Dmitry Nikolayenko, Metinvest Group's Sales Director:**

*"We ensure a consistent approach to our customers in Eastern Europe and in other key markets by establishing and strengthening our distribution network and developing all aspects of our trade partnerships as well. We are focused on fully meeting our customers' needs and providing them with quality products and enhanced services. This entails a broad product portfolio, full-scale technical and commercial support and favourable supply-chain solutions. Our target is to become the preferred supplier of steel products for our customers."*