

# *Metal One*



# 1) Overview:

Company Name:	Metal One Corporation
Headquarters:	7-2, Marunouchi 2-chome, Chiyoda-ku, Tokyo 100-7032, Japan Tel: +81-3-6777-2000
Established:	January 6, 2003
Capitalization:	¥100 billion (USD\$900 million)
Shareholders:	Mitsubishi Corporation and Sojitz Corporation
Scale of business:	Consolidated assets: Approx. ¥1,111.8 billion (for the term ended March 2022) Consolidated revenue: Approx. ¥2,007.8 billion (for the term ended March 2022)
No. of employees:	Consolidated: Approx. 10,000 (As of April 2022) Non-consolidated: 978 (As of April 2022)



# 1.1) Who is Metal One.

Metal One as a Global Steel Trader, our core business is to help companies multiply their competitive strength and enhance their corporate value by building a productive value chain through optimized steel distribution.

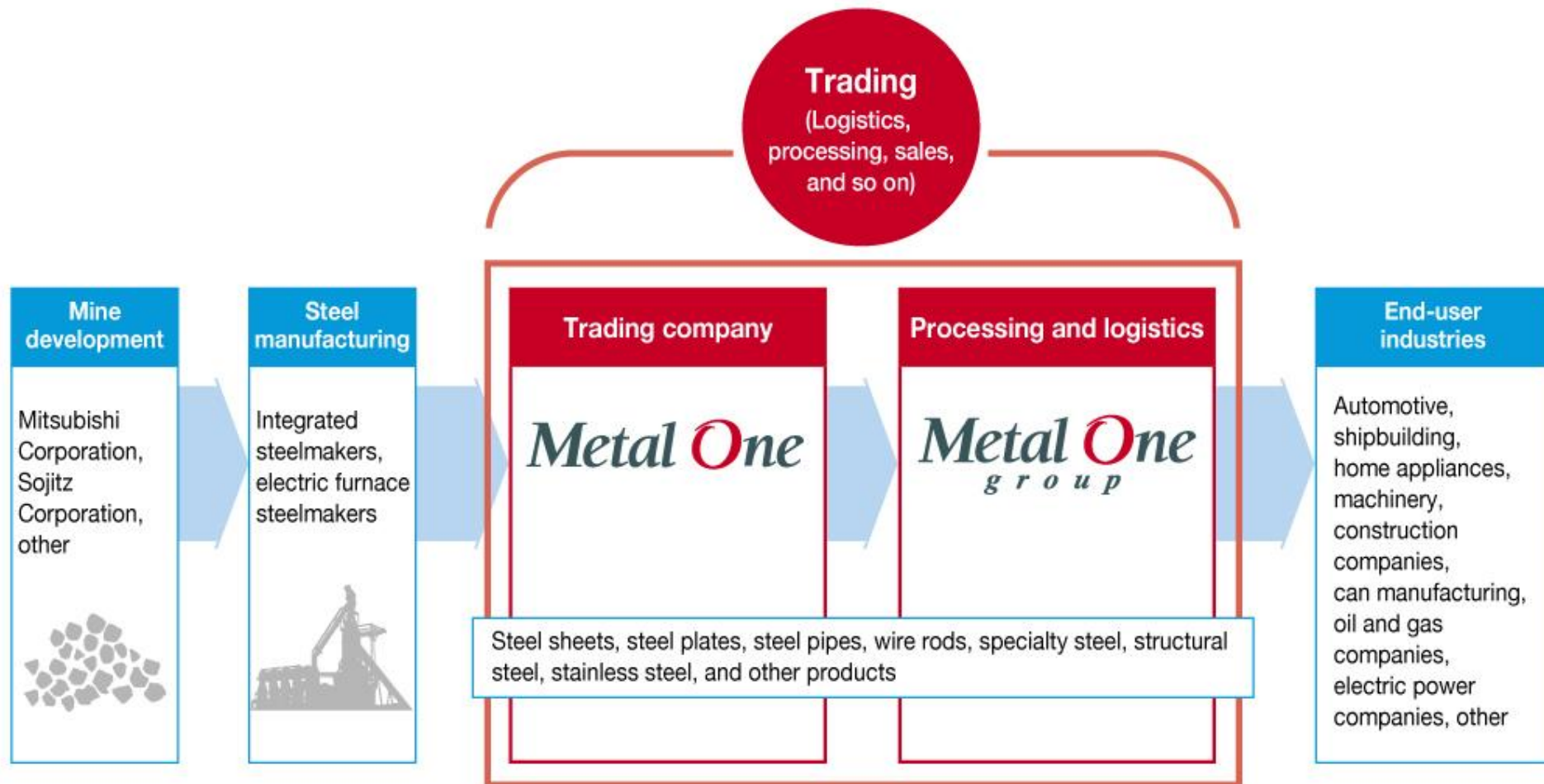


## The Metal One Way



# 1.2) Metal One's Global Function & Services.

Providing Specialized Functions and Services that maximize Customer competitiveness





# 1.3) Metal One's Business Organization.




- Steel plates
- Steel pipes
- Steel construction materials
- Steel scrap
- Other

Plate, Construction & Tubular Products Business Div.

Plate Products Business Unit

Construction Products Business Unit

Tubular Products Business Unit



- Automotive steel sheets
- Electrical steel sheets
- Tinplate
- Other

Flat Products Business Div.

Flat Products, Auto & Electrical Steel Domestic Business Unit

Global Business Div.

Automotive & Electrical Steel Global Business Unit

Global Service Center Management Unit



- Line pipes
- Oil country tubular goods (OCTGs)
- Steel plates and sheets
- Structural steel
- Semi-finished products
- Other

Global Marketing & Energy Project Business Div.

Global Marketing Business Unit

Energy Project Business Unit



- Wire rods
- Specialty steel
- Stainless steel

Wire, Specialty & Stainless Steel Business Div.

Wire & Specialty Steel Business Unit

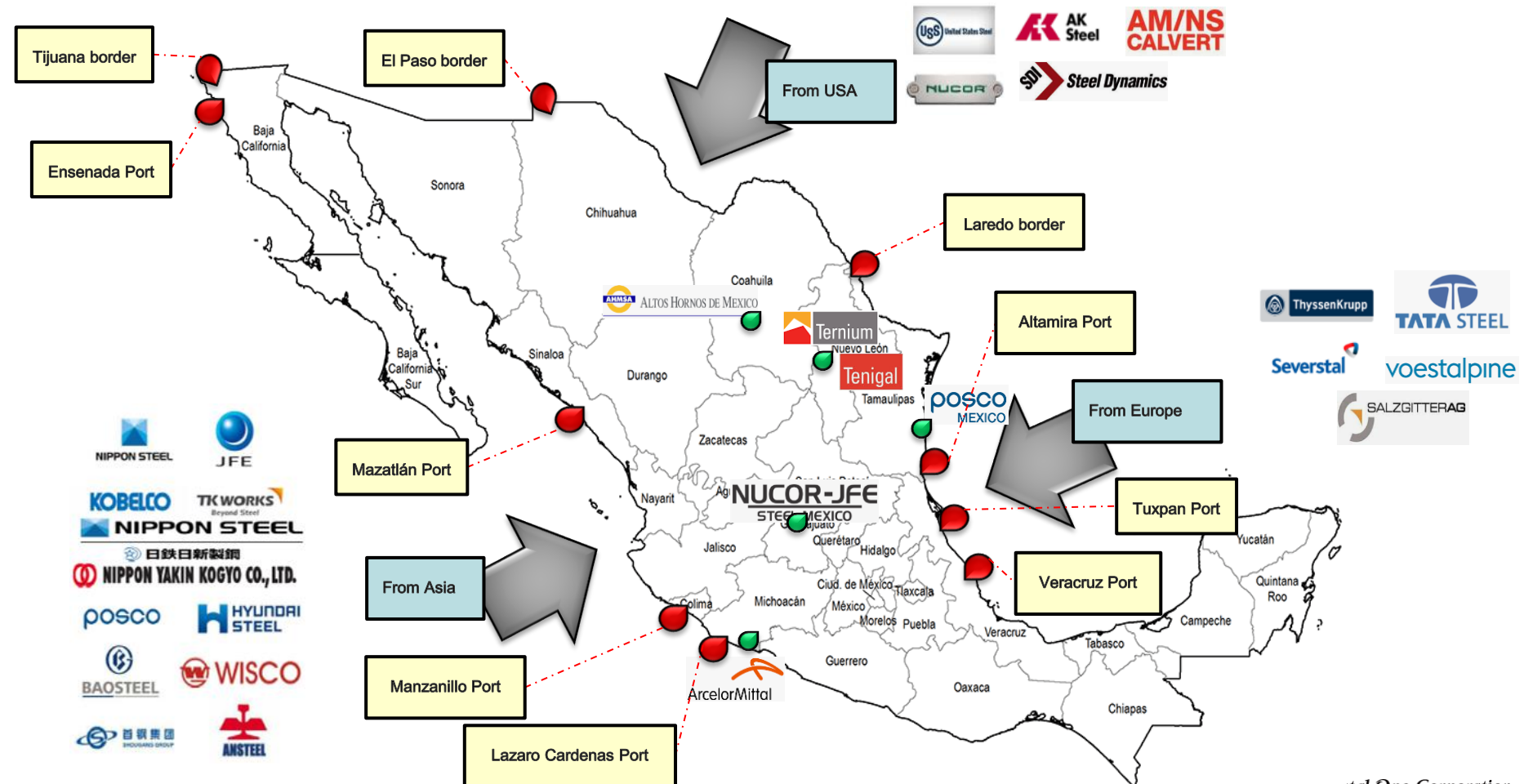
Stainless Steel Business Unit

**Metal One's Business Organization**  
Metal One handles a broad range of steel products worldwide.

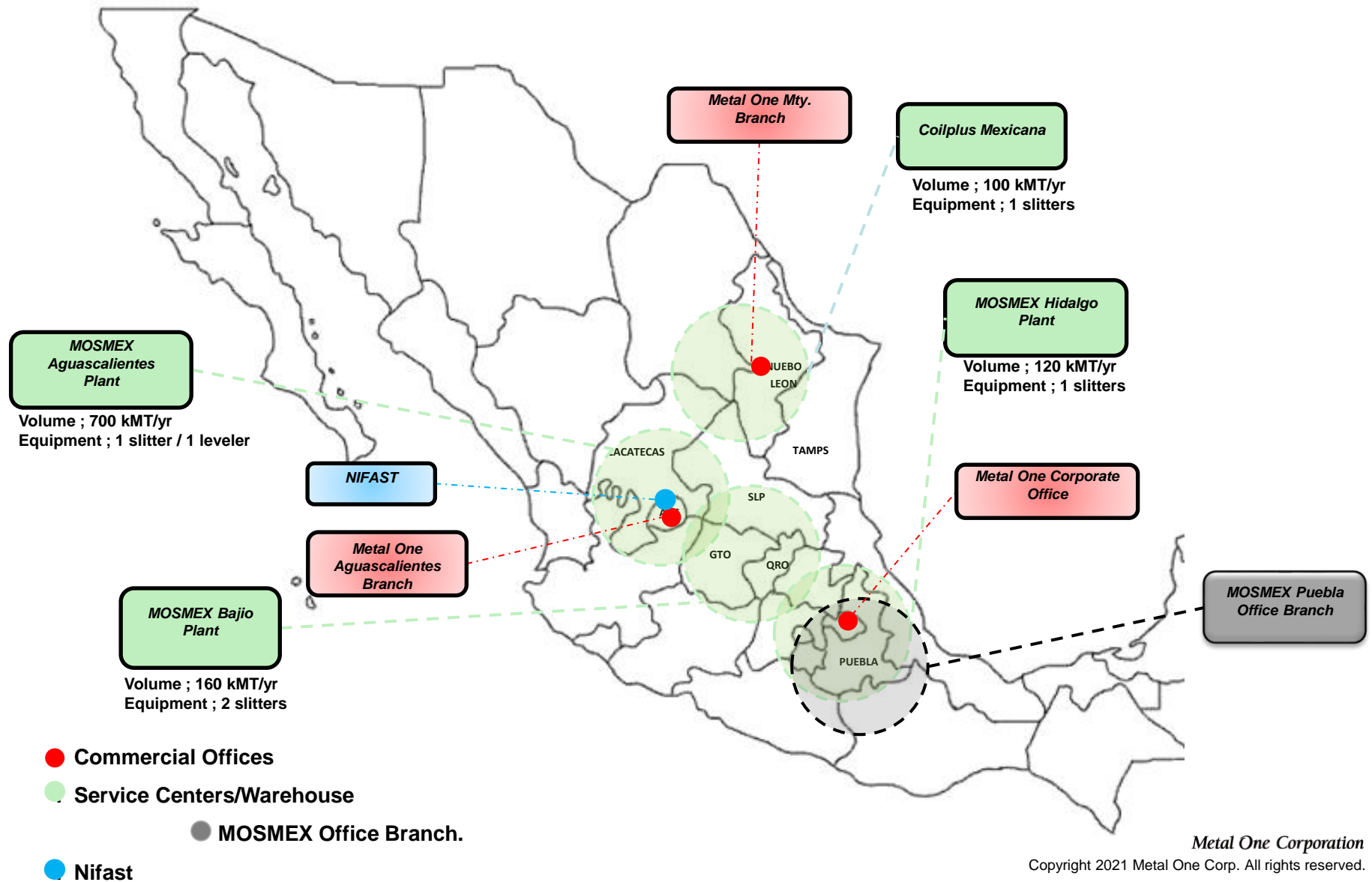


## 2) Metal One in Mexico (Services).

Utilizing an international network built up through trading company activities, “Metal One Mexico” collects and accumulates comprehensive information on the global metal market, political and economic factors. Based on such information, “Metal One Mexico” provides unique and diverse services that include consulting, finance, and supply chain solutions in addition to operational functions, such as Group distribution, stocking, and processing. With our extensive capabilities, we help our customers develop markets, establish production systems, invest in new businesses, and engage in other activities that develop an infrastructure for global operations.



## 2.1) Metal One's presence in Mexico.





## 2.2) Metal One Mexico: Automotive/Electric Department .

Supplying a wide variety of products, functions and services through one or more of its several business divisions to meet each customer's needs.

Steel  
Production

Logistics  
Stock

Steel  
Process

Press  
Stamping

Sub-  
Assembly

General  
Assembly



Steel Mill

Metal One

OEM/Parts Suppliers

Metal **O**ne Mexico: Group's facilities/process.

Outsourcing network.



Logistic / Warehouse (JIT)

Slitter / Cut-to-length

Blanking/Welding/Stamping



## 2.2.1) Automotive Department // Main Function/Services.

### **1. OEM Business (In-House).**

Share value added service and competitive steel prices (from Regional-Foreign Mills).

Price negotiations, trading activities, market information center, Supply Chain, JIT Deliveries.

### **2. Service Centers + Distributors.**

By volume or value-added steels, offering service and steel with competitive prices, when Customer doesn't have the enough manpower or capability.

Price negotiations, trading activities, Supply Chain, Credit Lines.

### **3. Vendor Business & General Stampers (Tier 1, Tier 2).**

Share value added service and competitive steel prices (from Regional-Foreign Mills).

Price negotiations, trading activities, market information center, Supply Chain, JIT Deliveries.

### **4. Logistic Service.**

MOMEX's competitiveness and position for Logistic activities.

Know-How, Benchmarking and Supply Chain network, optimizing best route depending on the Mill/material source.

### **5. Development and collaboration for global operations.**

Create/Increase relationship and presence using METAL ONE worldwide Offices, considering Mills/Customers proposals/prospects.

Relationship, Know-How, Benchmarking and Supply Chain.

### 3) Metal One Mexico // Customers

#### Main/Current Customers.





# *Metal One*

*What can we do for you?*

*Thank you!*



**Contact:**

Gabriel Sandoval: [gabriel.sandoval@mtlomx.com](mailto:gabriel.sandoval@mtlomx.com)

Corina Gutiérrez: [corina.gutierrez@mtlomx.com](mailto:corina.gutierrez@mtlomx.com)

Leonardo González: [leonardo.gonzalez@mtlomx.com](mailto:leonardo.gonzalez@mtlomx.com)

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