

Together we change



YEAR 2022

FOCUS ON OUR PRODUCTION

PRODUCTION COMPANIES		WAREHOUSES	
Drawn Flats	6x2- 400x40 mm	Hot-rolled round bars	20 - 330 mm
Drawn Squares	3-160 mm	Hot-rolled Flat bars	20x5 - 300x60 mm
Drawn, ground, peeled rounds	3-200 mm	Forged round bars	300 - 1000 mm
Drawn hexagons	4-100 mm		

SALES-DISTRIBUTION COMPANIES

SALES BY STEEL FAMILY	SALES BY EXECUTION	
	Free-cutting steel	11%
Quenching and tempering steel	51%	
Structural steel	28%	
Stainless steel	3%	
Other	7%	
Drawn bars	43%	
Ground + Rough ground bars	6%	
Peeled bars	3%	
Forged bars	9%	
Hot-rolled bars	39%	

SALES-PRODUCTION COMPANIES

SALES BY STEEL FAMILY	SALES BY EXECUTION	
	Free-cutting steel	24%
Quenching and tempering steel	27%	
Structural steel	42%	
Stainless steel	5%	
Other	2%	
Drawn bars	84%	
Ground + Rough ground bars	12%	
Peeled bars	4%	

PROCESSED MATERIALS FROM RECYCLING

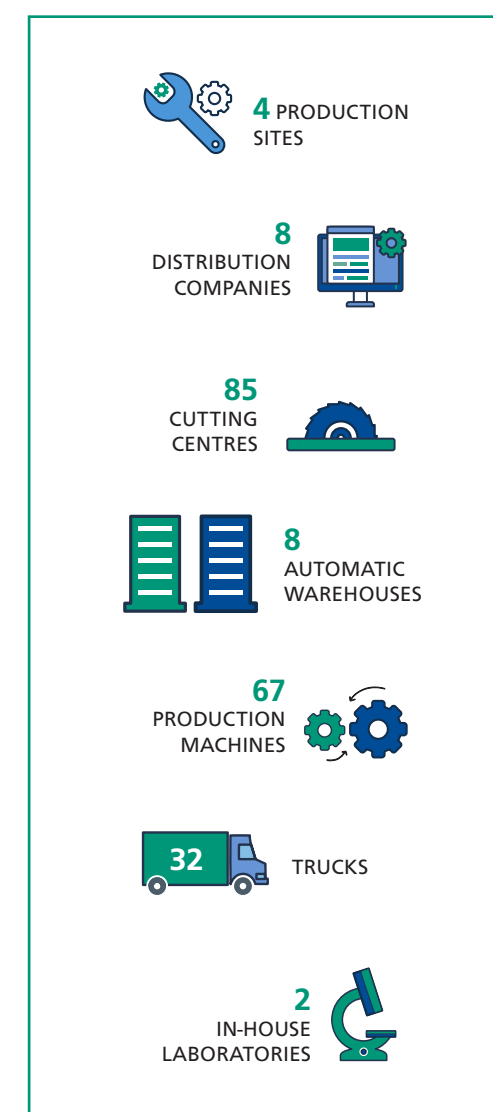


77,35%

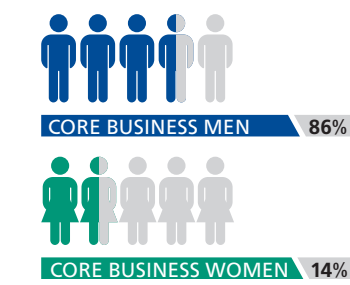
The total weight is calculated on the percentage of recycled material provided by suppliers.

*Notes: This figure only considers the production companies Trafiflix Industries and Trafif Czech.

SUMMARY DATA



EMPLOYEES
TOTAL GROUP
660
CORE BUSINESS
552



6,081 CUSTOMERS IN THE REPORTING YEAR

5,193 ITALY

888 EXPORT

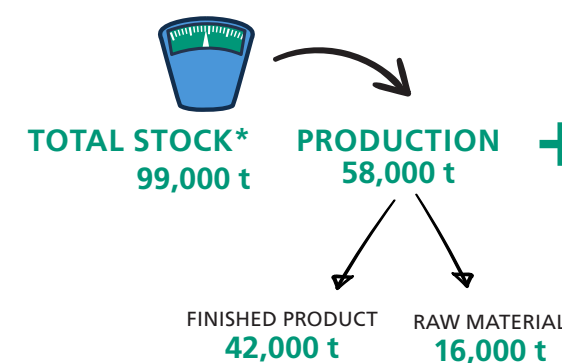
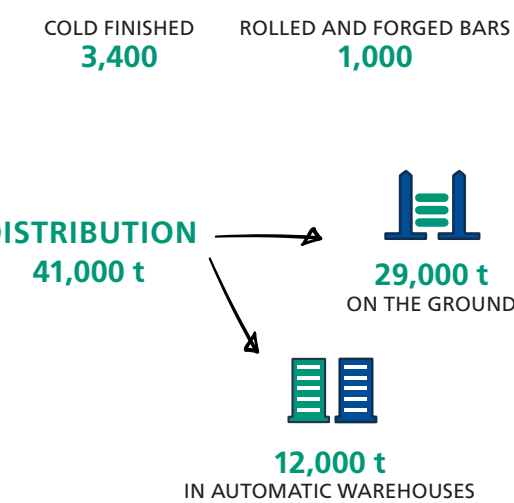
STEEL DISTRIBUTED

64% ITALY

36% EXPORT

EXPORTS
47 COUNTRIES

AVAILABLE SIZES IN STOCK



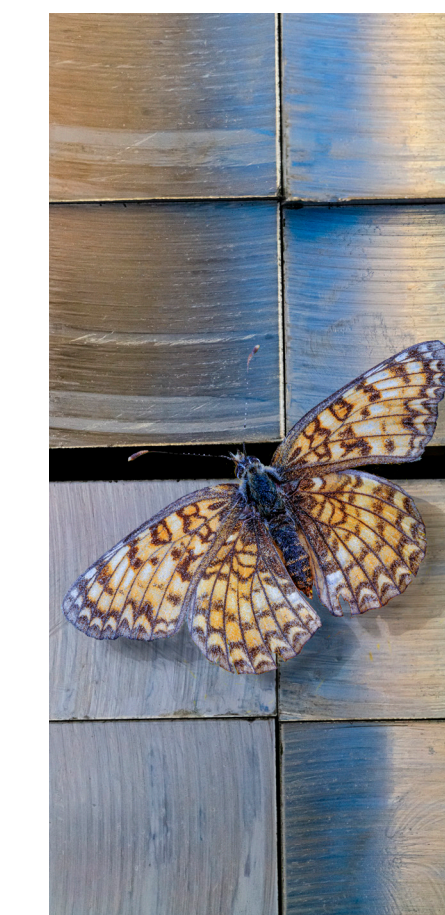
*Data as of 12/31/2022



A GROUP SUSTAINABLE VISION



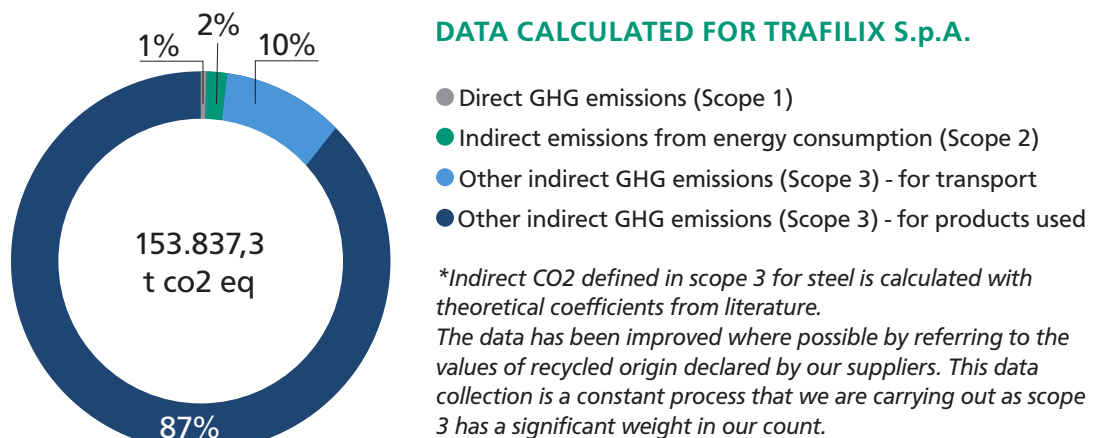
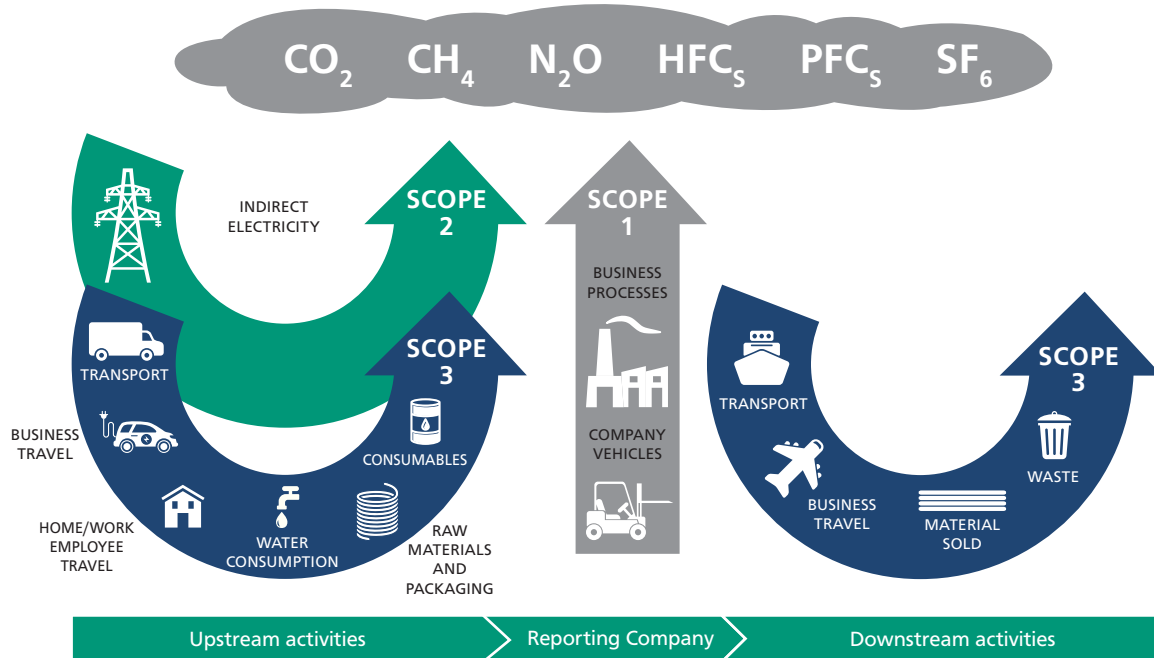
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Printed on paper:
NAUTILUS CLASSIC
100% Natural
certified recycled
Ecolabel and FSC



ENVIRONMENTAL



RECYCLABLE PRODUCTS DELIVERED 100%

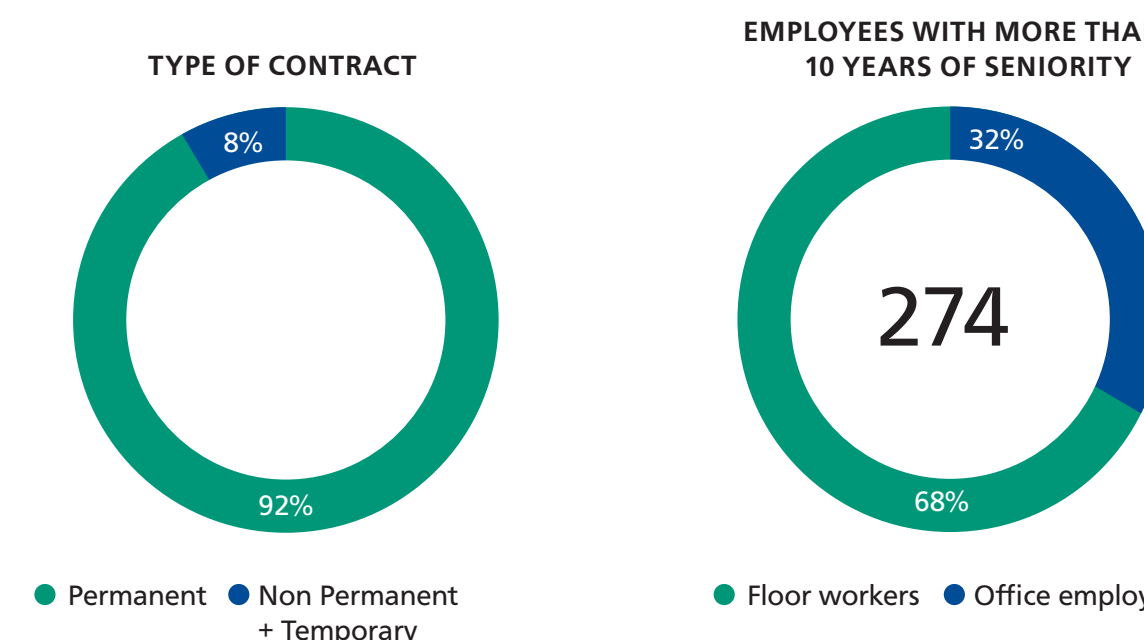
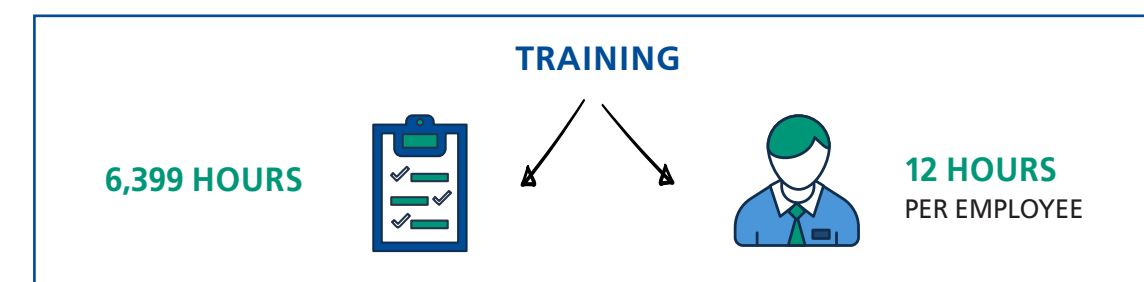
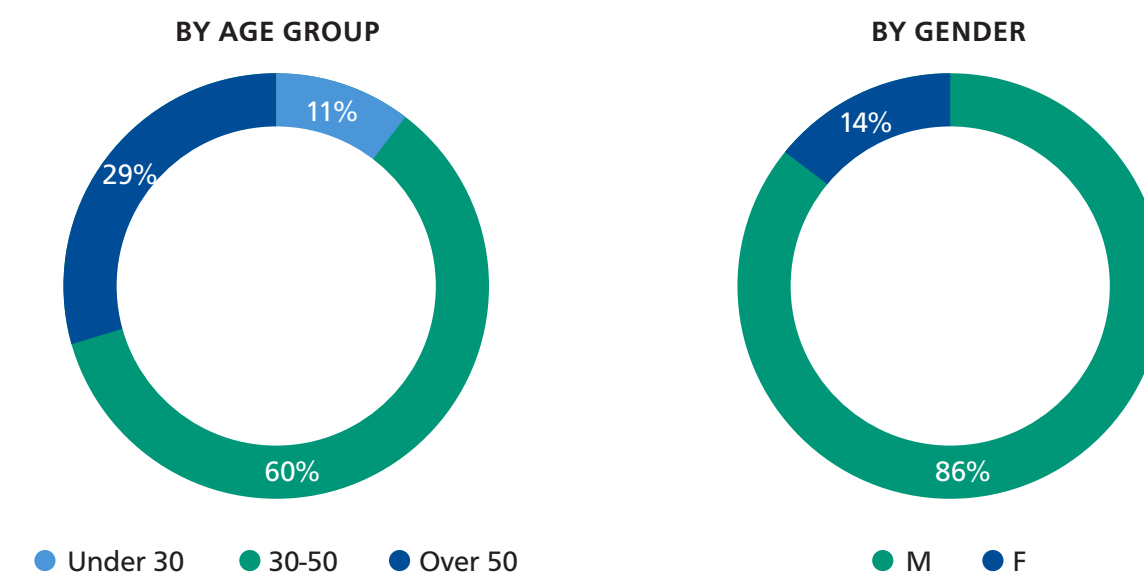
97% WASTE DESTINED FOR RECOVERY

ELECTRICITY PRODUCED BY PHOTOVOLTAIC SYSTEMS 1,084,634 kWh + 54% compared to 2021

In 2022, the Company began a path towards renewable clean energy by designing and installing photovoltaic systems at different sites. The systems on the TRAFILIX Esine Production Unit and KSM Stahl were completed during the year.

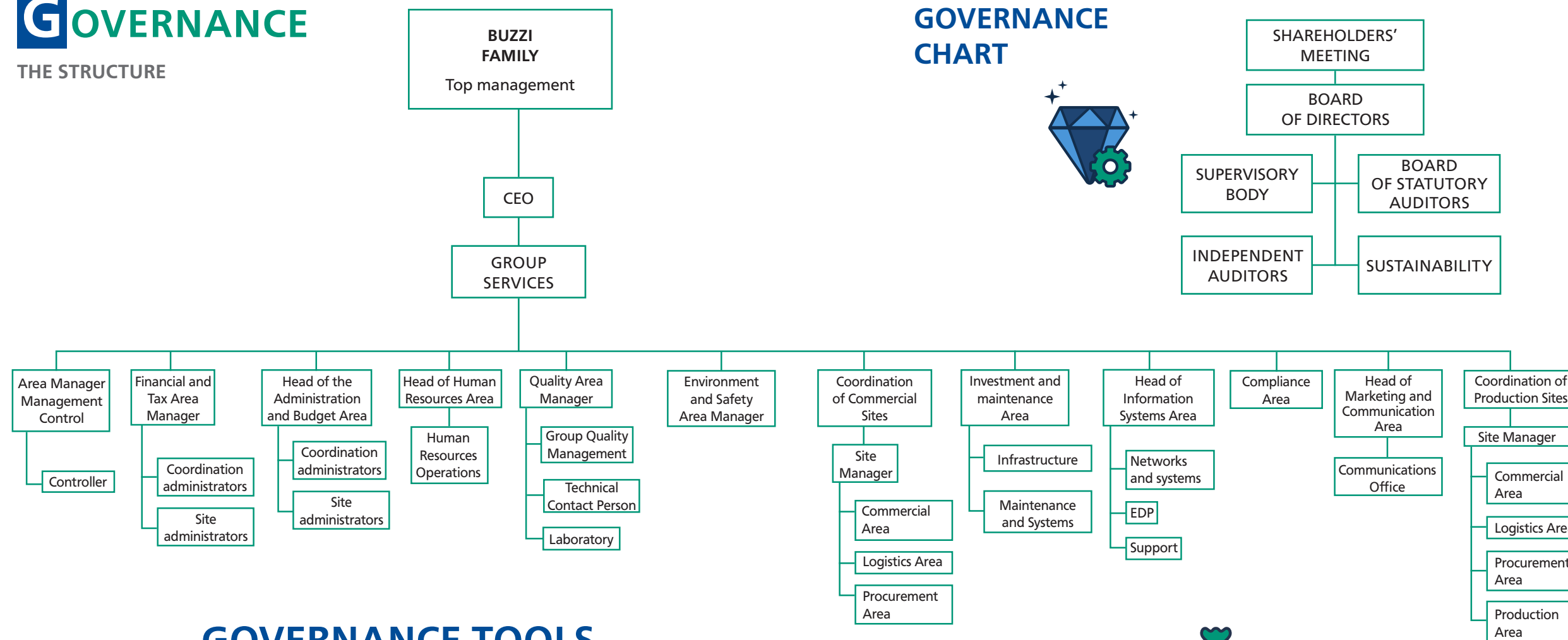
SOCIAL

EMPLOYEES

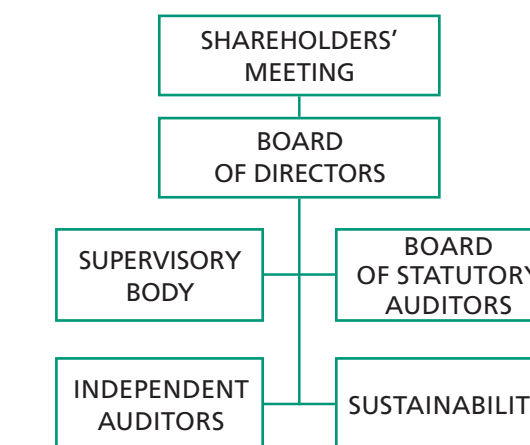


GOVERNANCE

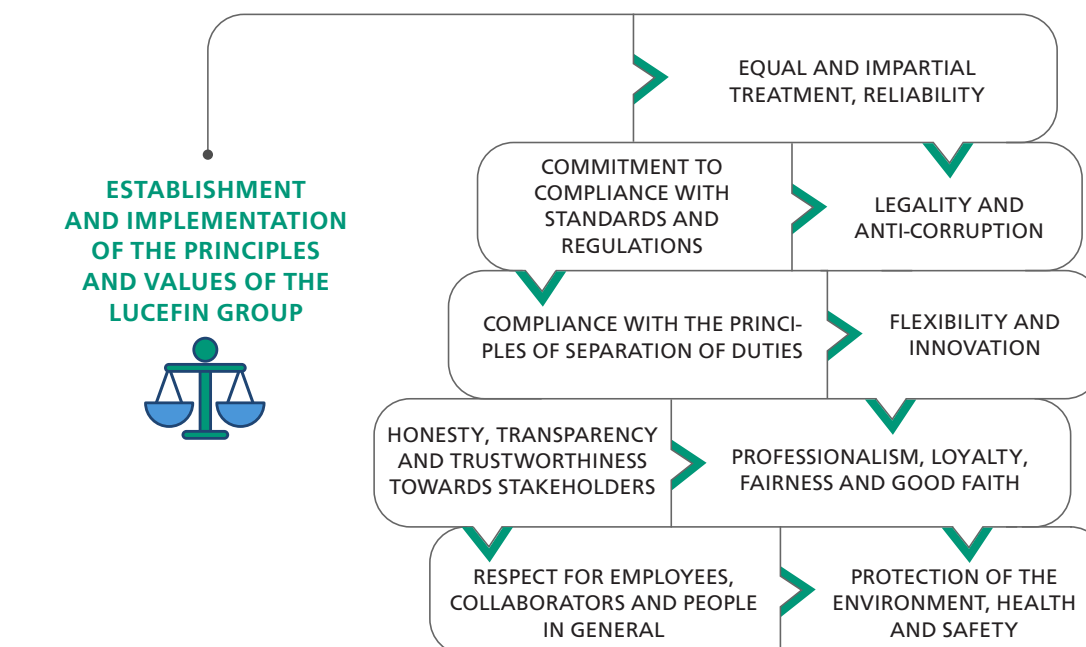
THE STRUCTURE



GOVERNANCE CHART



GOVERNANCE TOOLS



TURNOVER 370.000 €/1.000

ECONOMIC VALUE DIRECTLY GENERATED AND DISTRIBUTED

ITALIAN COMPANIES: 322,000 €/1.000

FOREIGN COMPANIES: 48,000 €/1.000

EBITDA/TURNOVER *9,5%

INDUSTRIAL INVESTMENTS 2,157 €/1.000

INDUSTRIAL INVESTMENTS PER TONNE PRODUCED 13,4 €/t

GENERAL INVESTMENTS 4,126 €/1.000

* Estimated value confirmed at issue of the Consolidated Financial Statements

1973 1973 Foundation of TRAFILIX (Esine BS) first company of the Group: production of drawn steel

1976 ACCIAI BRIANZA, first commercial warehouse for Lombardy

1977 TRAMET in Piedmont: production and commercial unit expands the range of drawn steel.

1984 Commercial unit NUOVA BASSANI in Emilia Romagna

1988 Logistics business: launches the integrated platform of Desio Lombardia

1989 LUCEFIN SPA: talk about a Group begins. Stocks/shares transferred to create new companies in the holding company. COSMO ACCIAI new commercial warehouse in Emilia Romagna

1992 SIDERMARCA in Veneto: growth of the geographical sales coverage.

1996 TRE VALLI ACCIAI in Valle Camonica: production company to complete the range of drawn steels.

2000 Project for a centralised commercial warehouse: COMET ACCIAI in the Brescia area.

2001 The Group's first Automated warehouse: a new concept of commercial storage. In the following years, the entire steel distribution network was fitted with automated warehouses. Strategic and innovative choice.

2002 Installation of the first track for the production of drawn steel in Trafilix: technological innovation and important production investment.

2006 TRAFIL CZECH in the Czech Rep.: towards the internationalisation of production and sales

2007 Agreement with Express Italia. Transfer of the management of the logistics platform (MDB and MVO)

2008 The Group acquires MATTER (Reggio Emilia) design and construction of automated warehouses, and P.R.A.E. (Monza Brianza) industrial automation. An area of 500,000 m² (Crescentino, VC) acquired from Edison and Teksid, partly sold in 2011 to the Mossi&Ghisolfi Group for the first European bioethanol production site. The Euras company is taken over by the Lucchini Group (sold again to the same group in 2017): entry into the steel mould sector.

2010 New drawing mill: TRAFITEC in the Lodi area, entry into the STAINLESS STEEL production sector. TRE VALLI ACCIAI implements the fast drawn round bar production line in standard and quality steel.

2011 KSM STAHL (Empingen, Germany): commercial internationalization in the stainless steel sector.

2012 SIDERCONERO in the Marche region, a commercial warehouse strategically positioned for the central Italian market.

2013 New surface controls and Ultrasound in Tre Valli Acciai.

2015 Two modern laboratories at the production sites of Esine and San Colombano al Lambro

2016 Revamping of Comet Acciai's automated warehouse.

2017 Siderconero and Tramet incorporated respectively into Comet Acciai and Acciai Brianza

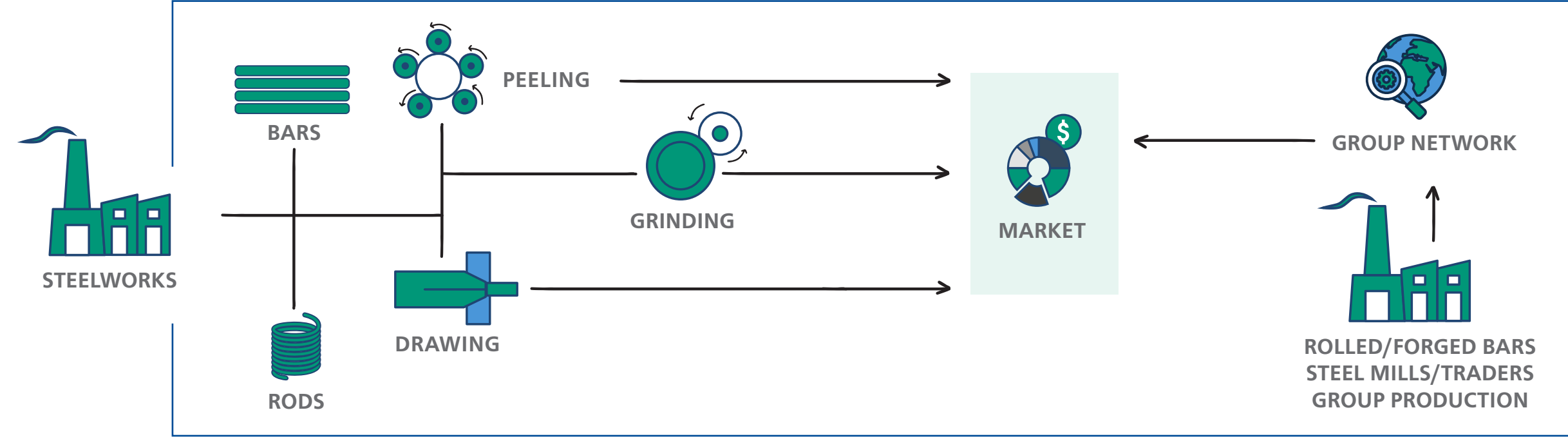
2018 The generational transition is formalised: Giorgio Buzzi takes control of the Group's reference companies. Two new co-investments by Giorgio and Giuseppina Buzzi: Buzzi Business Holding 1 for Lucefin and Buzzi Business Holding 2 for Prim. New systems installed in Trafilix for heat treatments and system started up for automatic US controls for plates and panels. Sales, Purchasing and Marketing offices moved to the new headquarters in Darfo Boario Terme.

2020 Nuova Bassani, installation of the third automated warehouse. Launch of Sustainability Project TOGETHER WE CHANGE

2021 MERGER BY INCORPORATION by Trafilix S.p.A. of the other two Italian production companies Tre Valli Acciai S.p.A and Trafitec S.r.l and THE ADVENT OF THE "TRAFILIX INDUSTRIES" BRAND.

2022 Demise of Luigi Buzzi, the founder of the Lucefin Group and most important part of the group and its history

CORE BUSINESS (PRODUCTION AND DISTRIBUTION)



OUR SERVICES

- NON-DESTRUCTIVE TESTING (NDT)**
PHASED ARRAY and traditional ultrasound, EDDY CURRENT surface controls and magnetic controls
- TESTING LABORATORY**
Mechanical tests (traction; hardness; resilience), metallography, simulation of heat treatments
- HEAT TREATMENTS**
Quenching and tempering. Stress relieving. Annealing. Normalization.

2023 TRAFILIX'S fiftieth anniversary



Fifty years of passion

Our value creation process

FINANCIAL
Funding, contributions, subsidies

PRODUCTION
Technology systems

INTELLECTUAL
Interactions and planning consultancy with institutions and universities

HUMAN
Employees

RELATIONAL
Suppliers Banks Collaborators Relations with institutions

ENVIRONMENTAL
Energy-water Raw material

Risks and opportunities → Strategies and resource management → Performance and results

GOVERNANCE

INVESTMENT PLANNING AND ALLOCATION OF FINANCIAL RESOURCES

PRODUCTION PROCESSES THROUGH KNOW-HOW AND PERFORMANCE OPTIMISATION

RESEARCH AND PROCUREMENT OF RAW MATERIALS AND STEEL FOR DIRECT SALE

FEASIBILITY STUDIES

TRAINING AND SKILLS

CUSTOMER MANAGEMENT

OUR VISION
To do business, creating value over time, through a culture of integration with people and the local communities.

OUR MISSION
To transmit the passion for steel with expertise, innovation and production quality.

OUR VALUES
Product excellence. Transparency and honesty. Sense of belonging. People-centric culture. Professionalism. Pragmatism. Responsiveness and flexibility.

OUR STEELS

TECHNICAL SUPPORT

PRODUCT SERVICE

SUPPLY SERVICE

AFTER-SALES SUPPORT

FINANCIAL
Business margin - EBITDA (€/1,000) 37,310
Wages (€/1,000) 25,878
Cash Flow (€/1,000) 31,567

PRODUCTION
Research and development with investments for Industry 4.0
Industrial investment figure 4,046 (€/1,000)

INTELLECTUAL
Technical publications
Certifications and research
Certified Sites: UNI EN ISO 14001: 5
IATF 16949: 4 / UNI EN ISO 9001: 14
PED 2014/68/EU AD 2000 W 0: 1

HUMAN OCCUPATION
TURNOVER: 10.5% / RECRUITMENT: 12%
SKILLS INCREASE
HEALTH, SAFETY AND PREVENTION

RELATIONAL
Activity and presence in the local area
Loyalty Suppliers and customers
Number of suppliers of steel products: 215
Number of customers: 6,081

ENVIRONMENTAL
Scrap: 6,604 t
CO2 emissions: 153,837.3 tCO2eq