



COECLERICI GROUP

FOCUS ON THE FUTURE
FOR OVER 125 YEARS

XVI VERONA EURASIAN ECONOMIC FORUM

SAMARKAND, UZBEKISTAN NOVEMBER 02-03, 2023



COECLERICI

AGENDA



COECLERICI Group



COMMODITIES division



INDUSTRY division

COECLERICI GROUP

Overview

Coeclerici was founded in **Genoa** in **1895**.

Headquartered in Italy Coeclerici is an Italian group present in **15 countries** around the World with assets in the **commodities and industry sectors**.

Characterized by a strong international vocation, Coeclerici has been led since 1992 by the **Chairman and CEO Paolo Clerici**.

Coeclerici is present in Russia since 1960, with a Moscow permanent office, active in commodities trading, and since 2008 owns and operates a **1,7 million tons coal mine in Kemerovo** for the steel and chemical industries.

GROUP GLOBAL DATA



EMPLOYEES
over 1,250 worldwide



TURNOVER IN 2022
over 1,5 billion USD



INVESTMENTS
in the last 5 years
over 130 million USD



COUNTRIES
15

COECLERICI GROUP

Over 125 years experience

For over 125 years the Coeclerici Group is one of the **world leaders in the commodities sector**, serving the energy and steel industries across five continents.

The Company has been **sourcing, marketing and transporting raw materials** from mines to final end-users, adding value throughout the whole value chain with a strong customer focus.

From 2016 Coeclerici developed **a new business model** to take on the challenges posed by an ever-changing world and to strengthen the Group through the diversification of its business, with an industrial approach and great ability for innovation.

Coeclerici started this process with the acquisition of **IMS Technologies**, an international reference point of the Italian tradition in cutting-edge technologies and mechanics.

COECLERICI GROUP

Global presence



AMERICAS

Active in the US since the 1910's as the first importer of US coal into Italy.

WESTERN EUROPE

Headquartered in Milan (Italy), Coeclerici Group has **Trading Offices** in Lugano and Amsterdam.

EASTERN EUROPE

Active in Russia since 1964, Coeclerici was the first and only Western company to acquire **100%** of a metallurgical coal mine in Russia (**Korchakolskiy**).

ASIA AND OCEANIA

Since the early 2000's, Coeclerici Asia is active in commodities for the steel and chemical industries in the **Far East Markets**.

BUSINESS AREA / COMMODITIES

Coeclerici Group

Coeclerici operates in the **commodities** sector through two main business units.



MINING

Since 2008, Coeclerici mines Premium PCI Coal in the Kemerovo Region (Russia).

1,3 million tons extraction in 2022.

55% of sales Premium PCI quality
(45% coal for the industrial use).

112 million tons in Reserves.

60+ years of reserves.



TRADING

Coeclerici operates in physical and financial trading, supported by offices worldwide.

A turnover of 1,4 billion USD in 2022.

90% contribution to Group's Revenues.

8,3 million tons traded in 2022
(including agencies).

BUSINESS AREA / COMMODITIES

Mining division

Since 2008, Coeclerici owns an open pit mine of **Premium PCI quality coal** in the Kemerovo Region (Russia). The PCI coal is part of a larger family of metallurgical coals which are low-ash, low-sulphur and low-phosphorus coals that can be used to produce high-grade coking coal – an almost irreplaceable part of the steelmaking process. It is typically opposed to thermal coal, which is used for electricity generation and is a lower quality coal with higher environmental impacts.



Coeclerici mining expertise covers

prospecting and
exploration

mining
and extraction

coal
processing

shipping

BUSINESS AREA / COMMODITIES

Coeclerici, 60 years in Russia

1960s: established a Representative office in Moscow, began trading with the Soviet Union, obtained an exclusive contract with Sojupromexport initially for coal and later also for fuel products with Sojuzneftexport and scrap and iron ore imports to Italy, Greece and Turkey with Promsiriimport. The company also represented the Italian industries in the Soviet market.

1980s: opened an office in Washington to represent US companies in the Soviet Union.

1999: signed a contract with the port of Murmansk and loaded the first ever Capesize vessel from Murmansk.

2008: acquired the Kuznetskinveststroy group (KISK) including an open pit mine in Kaltan, its own loading facilities and railway infrastructures. The acquisition aimed to vertically integrate the Company in the PCI coal supply chain.

2014: signed contract with port of Nakhodka.

2016: signed exclusive contract with port of Livadia.

2018: obtained JORC reserves certification (> 60mtons).

2019: obtained additional license in area adjacent to the current pit (around 60mtons).

2020: obtained following certifications:

- ISO 9001:2015 “Quality Management Systems – Requirements”;
- ISO 14001:2015 “Environmental Management Systems”;
- ISO 45001:2018 “Occupational Health and Safety Management Systems”.



BUSINESS AREA / COMMODITIES

MINING DIVISION - Kuznetskinveststroy (KISK)

1961

OPENING

Mine **Northern Kandysh**, started out as a separate area of the mine **Shushtalepskaya** and became an independent enterprise, producing coal for local needs.

2008

ACQUISITION

In the context of a strategy to vertically integrate the company in the coal supply chain, **Coeclerici** entered the mining business, **acquiring 100% of Kuznetskinveststroy (KISK)**, becoming the first foreign company to acquire a PCI coal mine in Russia.

2022

COMPLETE CHAIN OF SUPPLY

KISK activity covers the entire value chain of supply, from mining to railways (**with a dedicated company to handle railways transportation**) to ports (Murmansk, Nakhodka).

KISK services include:

- Inland handling services
- Timely delivery
- Quality control
- Maximized railcars turnover, controlling load/discharge of railcars at ports and train stations.

BUSINESS AREA / COMMODITIES

MINING DIVISION - Kuznetskinveststroy (KISK)

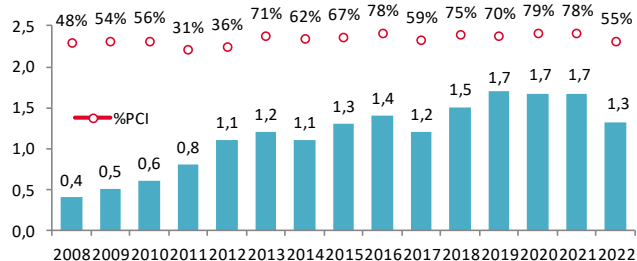


KORCHAKOLSKY mine is located in **Kaltan**, 40 km south of Novokuznetsk (Kemerevo Region, Siberia). PCI coal can be dispatched by railways giving access to all destinations.

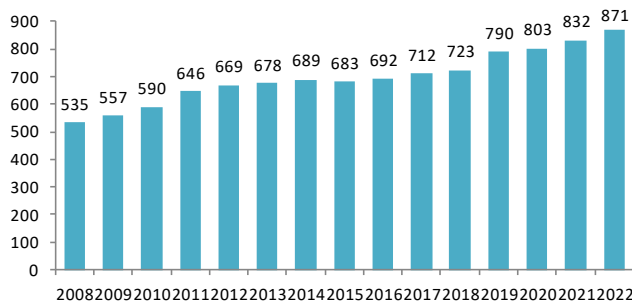
BUSINESS AREA / COMMODITIES

MINING DIVISION - Kuznetskinveststroy (KISK)

PRODUCTION, MIO MT



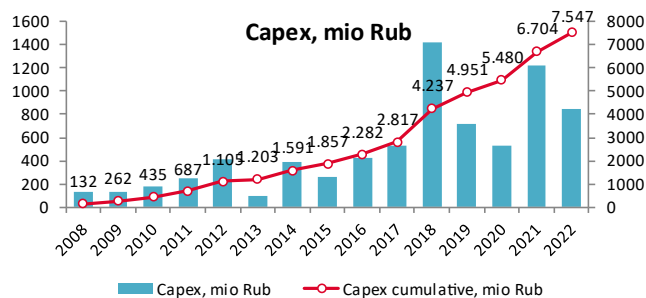
NUMBER OF EMPLOYEES



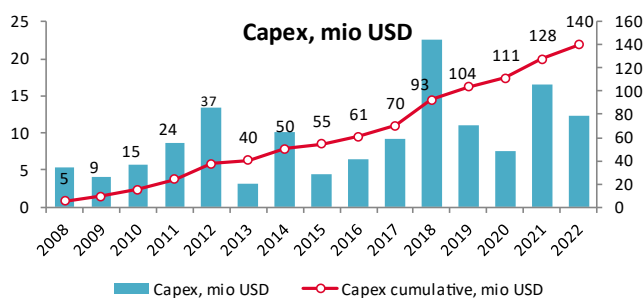
+232%
increased
production

+104%
increased mining
productivity

CAPEX, MIO RUB



CAPEX, MIO USD



140+ million USD
invested
in equipment

300+ million RUB
invested in Social
Contribution

BUSINESS AREA / COMMODITIES

Trading division

Coeclerici Trading Division, with sources located in different areas around the globe, oversees the sale of raw materials, serving a network of clients in over 25 countries.

Trading Division can boast a well established, highly diversified international network and strong partnerships established with leading international commodities producers.



over **25** countries

BUSINESS AREA / COMMODITIES

Trading division

The core business activities of
Coeclerici Trading Division are:

TRADING

worldwide trading of all
commodities for the steel
and chemicals industries.

OTHER SERVICES

market intelligence
negotiation assistance
coal delivery scheduling
technical support at discharging
ports and customer facilities
coal promotion activities.

CC TRADING DIVISION DATA



REVENUES 2022
1,4 billion USD



CONTRIBUTION TO
GROUP'S REVENUES
90%



**8,3 million tons
traded in 2022**

BUSINESS AREA / INDUSTRY

Coeclerici Group

Coeclerici established the **Industry** division **at the beginning of 2017** with the acquisition of IMS Deltamatic, now **IMS Technologies**:

Located in Calcinate (Bergamo), IMS Technologies is **one of the world's leading operators in the design, production and sale of high-tech industrial machinery and plants for the converting, packaging and automotive sectors.**

With its first machine built by the subsidiary GOEBEL in 1851, the company boasts **a long track record in the converting industry.**

Through several acquisitions carried out in the last few years, IMS Technologies has become **a leading player with a steady growth rate on a global scale.**

The acquisition is the first deal in the business diversification strategy carried out by Coeclerici and represents **a long-term investment** in an Italian company with significant future development opportunities, both on the national and international markets.



BUSINESS AREA / INDUSTRY

Coeclerici Group



IMS TECHNOLOGIES DATA



EMPLOYEES
over 330 worldwide



TURNOVER IN 2022
99 million USD



MANUFACTURING
FACILITIES
3 in Italy



BRANDS
4

BUSINESS AREA / INDUSTRY

IMS Technologies / Strenghts

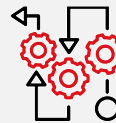
IMSTECHNOLOGIES
GROUP



**+165 years
experience**
in converting
market



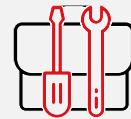
**+11,000
installations**
worldwide



Effective
manufacturing
process (in house)



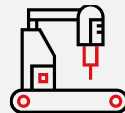
International
manufacturing
operations



Flexible
technical service
and after sale
service



**Knowledgeable
R&D department**



7,000 machines
in operation



**Financial
strenghts**



Develop **tailor made
solutions** and **fully
automatic technology**



**Solid customer
base**

BUSINESS AREA / INDUSTRY

IMS Technologies / Group Markets & Segments

CONVERTING



GOEBELIMS ROTOMAC
LAEMIMS

CONVERTING DIVISION IS SPECIALIZED IN THE DESIGN AND MANUFACTURE OF:

- **Primary and converter first-class machinery** (e.g. slitter rewinders, automatic unwinders and rewinders, spooling machines, inspection re-winders, embossing machines) in the paper & board, film, flexible packaging, alufoil, tobacco and aseptic packaging material industries.
- **Rewinder machines** and all related **ancillary equipments** (packaging machines, shrink wrapping systems) for producing alufoil, film and baking paper rolls for domestic and professional purposes.

SPECIALS



DELTAMOULD

SPECIALS DIVISION IS SPECIALIZED IN THE DESIGN AND MANUFACTURE OF:

- **Low pressure, gravity and die-casting tools** for aluminium alloy for different industries.

BUSINESS AREA / INDUSTRY

IMS Technologies / The Brands

CONVERTING

GOEBEL  **IMS** **LAEM**  **IMS**

First-class **primary and converting** slitter rewinders and other machines.

ROTOMAC

Innovative solutions for the production and packaging of rolls **for food wrapping**.

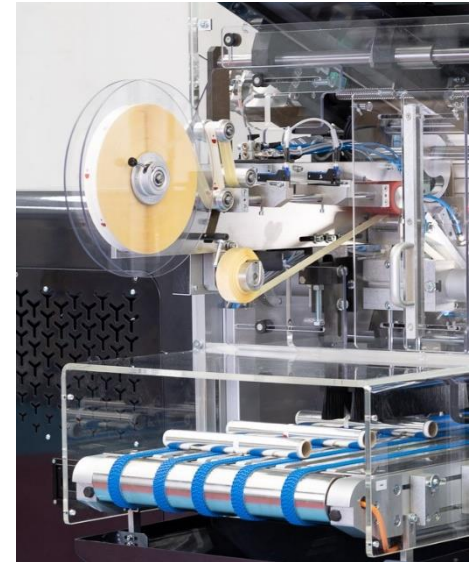
SPECIALS

DELTAMOULD

Low pressure, gravity and die-casting moulds **for aluminium alloy components**.

BUSINESS AREA / INDUSTRY

IMS Technologies / The Machineries



BUSINESS AREA / INDUSTRY

IMS Technologies / The benefits of a complete value chain

SALES & MARKETING

Focus on specific Market and relevant Business Unit.

Established Sales Team of professionals and distributors present in 50+ Countries.

Marketing & Communication Team overlooking and designing the strategy of the group.

DESIGN & ENGINEERING

Design and development of innovative solutions according to Customer specification.

Approx. 25% of total employees in the engineering department.

State of the art 3D CAD and CAM systems.

INTERNAL MANUFACTURING & PURCHASING

More than 40 CNC state-of-the-art machinery.

Quality control of all parts before assembly.

Extensive capability of delivering customized solution.

INTERNAL ASSEMBLING & FINAL TESTING

Lean structure allows to focus on core competences including final testing before delivery.

INSTALLATION & TRAINING

Worldwide service and on site engineers.


Service support from local Branch Offices.

CUSTOMER SERVICE & SPARE PARTS

Service & prompt spare parts delivery.

Retrofitting and rebuilding available on demand.

Preventive maintenance programs upon request.



This document is strictly private, confidential and personal to its recipients.
It should not be copied, distributed or reproduced in whole or in part.
All the information contained in this document is the exclusive property of Coeclerici Group.
All relevant proprietary rights are fully reserved.