

STEEL INDUSTRY



**We Value What
You Value**

**Integrity
Partnership
Results**



At Hilco Industrial, we serve clients in many industries, such as Metalworking, Process, Electronics, Construction & Transport. What pervades our work across every industry in which we work is our commitment to providing exceptional service and our ability to get

excellent results. When you work with us, we already know your industry, speaks your language and understands your challenges. We do have a wealth of experience in the Metalworking Industry, (21) Automotive Plants, over (50) Steel & Non Ferrous Plants, including complete

Steel- and Rolling Mills, as well as Forging Shops. 100's of Machining- and Fabricating Shops, from smaller precision machine shops to heavy machining- and fabricating companies and ship-yards...

Experience, Planning & Teamwork

Detailed Planning & Flexibility

This is a large complex project with many decisions and project pathways. Through our collective experiences and upfront planning we can be proactive to ensure the right pathways are chosen and obstacles foreseen.

Strong Teamwork







Communication between us is the key to the success of this project. We want you to be comfortable with our ability to succeed in this project and our ability to work with you collectively in a positive, constructive manner.

Recent, Relevant Experience

It is imperative for the client to have an asset disposal team that has a proven and recent track record in both Global and Domestic asset realisations. Hilco Team maintain a long standing and successful partnership, spanning 15 years of major project work together with extensive infrastructure to support this project.

Experience

Hilco Industrial Steel & Metal Experience

Company	State	Description of Sale
 VONROLL	SWITZERLAND	"MONTEFORNO" Steel- & Rolling Mill for Rebar and Bar, Capacity 1.000.000 tpy; Bodio (TI), Switzerland. Purchased in 1997 from its parent company VonRoll. Sold and shipped to a large Indonesian Industrial Group.
 INEXA	SWEDEN	"INEXA PROFIL" Steel-& Rolling Mill for Rail and Heavy Profiles, Capacity 500.000 tpy; Lulea, Sweden. Purchased in 2004 from the bankruptcy Receivers. Sold and shipped to Safa Steel Group in Iran.
 OCEAN STATE Stainless, Inc.	USA	OCEAN STATE STEEL" Steel mill, Capacity 500.000 tpy; Providence (RI) USA. Purchased from its parent company "Von Moos", a Swiss Steel Mill. . Sold and shipped to Baku Steel Company in Azerbaijan.
 RG STEEL, LLC	USA	"SPARROWS POINT-RG STEEL" (previously known as "BETHLEHEM STEEL") Integrated Steel and Rolling Mill, until the 1960's it was the largest steel mill in the world. Purchased from the Bankruptcy Court in 2012. Plate Mill and many other Rolling Mills sold all over the world, the Blast Furnaces and old Mills were demolished to prepare the 1.250 Ha site for future development into a state of the art, deep water port.
 CORUS	ENGLAND	"CORUS" (now known as Tata Steel) when Corus decided to reorganize and close a number of their Mills in the early 2000's, we sold the IJmuiden; Netherlands Long Products Melt shop and Rolling Mill, The Tin Plate Mill, the Cont. Electro Galvanizing-and Color Coating Mill, The Coiling & Pickling Mill and the Narrow Strip Rolling Mill all in Wales. From Corus in England we sold the Coil Plate Mill, Heavy Section & Universal Beam Mill and a Melt shop, Billet Mill and Coiled Bar Mill.
 TATA STEEL	ENGLAND	Hilco Valuation Services provide valuations for the purchaser of TATA Long Production in Scunthorpe, York, France and other Locations.

MELTSHOP WITH SLABCASTER AND A STRIPCASTING PLANT



Current



Asset Location: Krefeld, Germany

- Capacity: 620.000 Ton/Year
- Material: Stainless Slabs and Strips
- Number of Melts: 20 melts/day

HIGHLIGHT :

Hilco contacted all companies in the Stainless- and Steel Industry worldwide, many companies were interested and visited the site. After studying the feasibility of moving the entire facility to their home country, many came to the conclusion this was possible, however most of them could not raise the financing, needed for this complex project. In the end we concluded a sale of the entire facility to an Asian Steel Company. Dismantling, packing and shipping is expected to take well over one year.

Projects

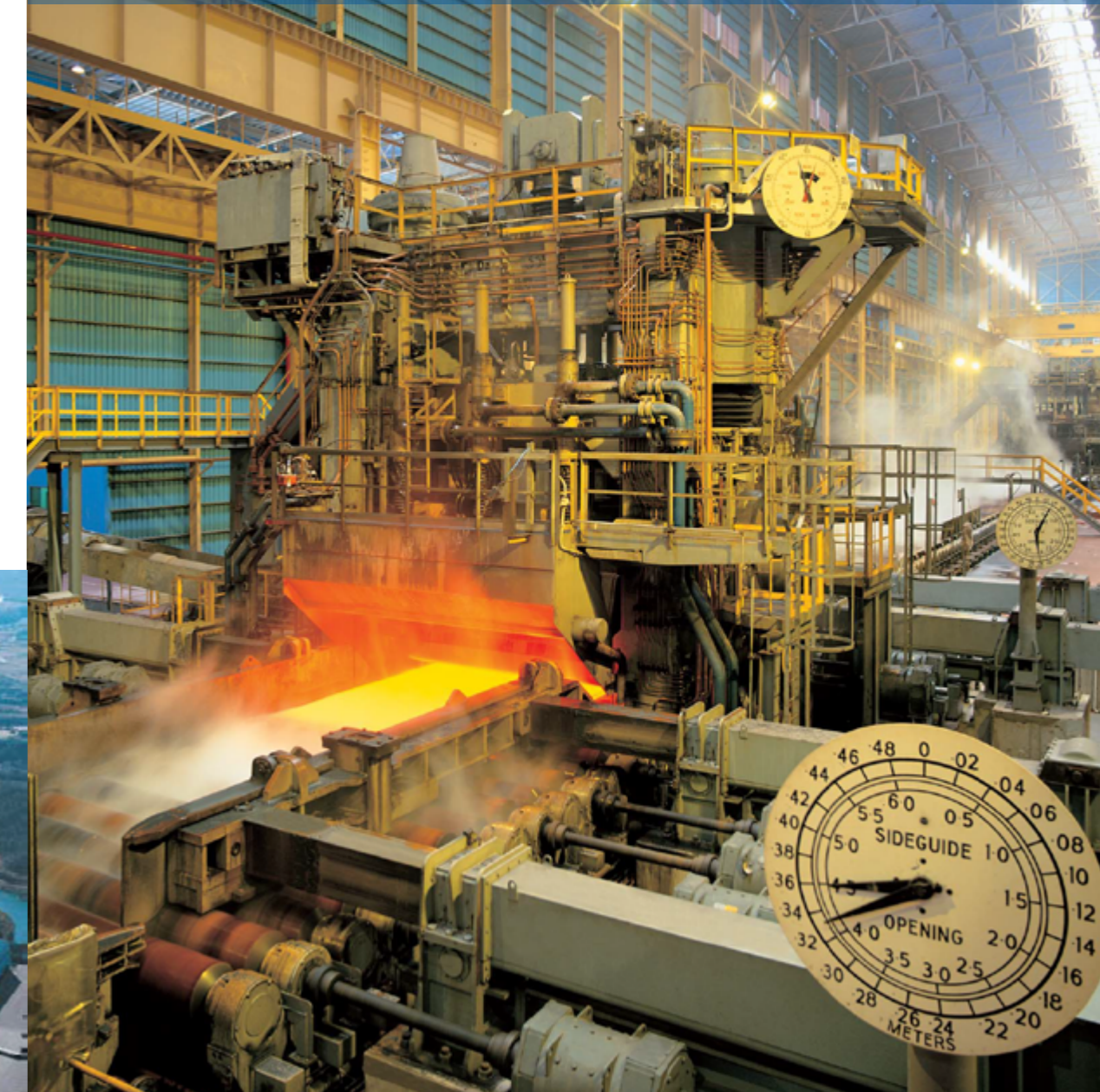


Asset Location: Pohang, S. Korea

- Capacity: 2.000.000 Ton/Year
- Weight Of machinery & Equipment: 44.000 Ton
- Building Construction: (232.000 M²)
- Material: Steel Plate
- Plate max Width / Thickness 4.100 x 180 mm;
- Length: 25 Meter



STATE-OF-THE-ART PLATE MILL WITH BUILDING CONSTRUCTION AND CRANES



Marketing

EMAIL

- eDMs sent to database of international active buyers & prospects
- Email notification to registered users

TARGETED DATABASE

- Hilco Industrial will augment their existing marketing databases with acquired databases to notify buyers & prospects of the sale. Today, the database contains qualified names of active buyers & prospective buyers of capital equipment worldwide. Information for the database comes from a wide range of sources, including buyers at past sales, website registration, tradeshows & rented or acquired lists.



BROCHURE

- Brochures mailed to identified key decisionmakers within target industry groups & companies in the global steel industry

INTERNET

- Dedicated listings on hilcoind.com
- Promotional banners displayed on home pages

PR/SOCIAL MEDIA

- Approved editorial prepared for, media & industry journals
- Posts on Hilco Industrial social media pages

SEO/SEM

- Implement specific key word searches & optimisation of listings to increase visibility in search engine results on Google

MEDIA

- Advertisements placed in major international industry trade journals

Marketing Activities

IN CONJUNCTION WITH **Seokyoung Engineering Co., Ltd.**

DUE TO THE REORGANIZATION OF: **DONGKUK STEEL**

INFORMATION MEMORANDUM

UNIQUE OPPORTUNITY TO PURCHASE A 2.000.000 TON / YEAR PLATE MILL

Hilco Industrial **FOR SALE BY PRIVATE NEGOTIATION**

SeAH SeAH Steel Corp. DUE TO REORGANIZATION OF: SEAH STEEL CORPORATION, POHANG - SOUTH KOREA

PIPE PRODUCTION LINE FOR ROUND AND TAPERED POLES

CAPACITY: 10,000 Ton/Year Round Pipe
CAPACITY: 5,000 Ton/Year Tapered Pole

POHANG, SOUTH KOREA

Hilco Industrial **FOR SALE BY PRIVATE NEGOTIATION**

outokumpu DUE TO THE CLOSURE OF: OUTOKUMPU NIROSTA, KREFELD - GERMANY

MELTSHOP WITH SLABCASTER AND A STRIPCASTING PLANT

CAPACITY: 600,000 Ton Raw Stainless Steel/Year
OUTPUT: Stainless Steel SLAB and STRIP

KREFELD, GERMANY

Negotiating & Transacting

- **V**aluation – It is important to know what the equipment is worth so you can be in position to negotiate, set reserves and make the right decisions. Hilco Team has 70 valuers worldwide.
- **P**rivate Selling by Negotiation – We are not interested in just negotiating a sale. We want to negotiate for the highest price and the best outcome. Negotiating is a skill! Best to know who the buyer is and what is their ‘best use’ in order to maximise return.
- **T**ransacting by Auction – Is a highly effective method of selling in a timely and cost efficient manner. The bigger the market the better the outcome. The Hilco Team have access to the largest marketplace for these type of projects.
- **C**onfidence – The Hilco Team have confidence in our understanding of value and the ability to transact on all assets.

**Hilco: the World's Largest, Most Experienced
Multi-Class Industrial Asset Disposition Company**

Hilco Delivers Results

- Conducted nearly 1,600 industrial asset disposition projects last year.
- 400+ Fortune 2000 clients, across all industries.
- Asset sales exceeded \$1.2 billion in 2016
- Recognized, hands-on management team
- Best in Class talent and financial resources
- Centralized global coordination of the process with local service
- Sold assets from 53 countries into more than 60 countries in 2016
- Delivered more than 20,000 appraisals (values in excess of €150 billion).
- Converted over €150 billion of excess inventory to cash.
- Served companies in 40 countries.
- Appraised and repositioned industrial, commercial and retail real estate worth nearly €4.0 billion, and restructured over 25,000 leases.
- Recovered over €64 million in patent sales via market making for IP and patents.

Hilco Valuation Services is one of the world's largest and most diversified business asset appraisers and valuation advisors. It would be difficult to name an industry that we have not served, an asset category we have not appraised, nor a valuation service we have not provided.

Headquartered in the Chicago area, Hilco Valuation Services has offices in key cities around the world and provides services on five continents.

Tangible and Intangible Asset Appraisals:

- Inventory
- Machinery & Equipment
- Real Estate
- Accounts Receivable
- Intellectual Property

Enterprise Valuations:

- Fairness & Solvency Opinions
- Quality of Earnings

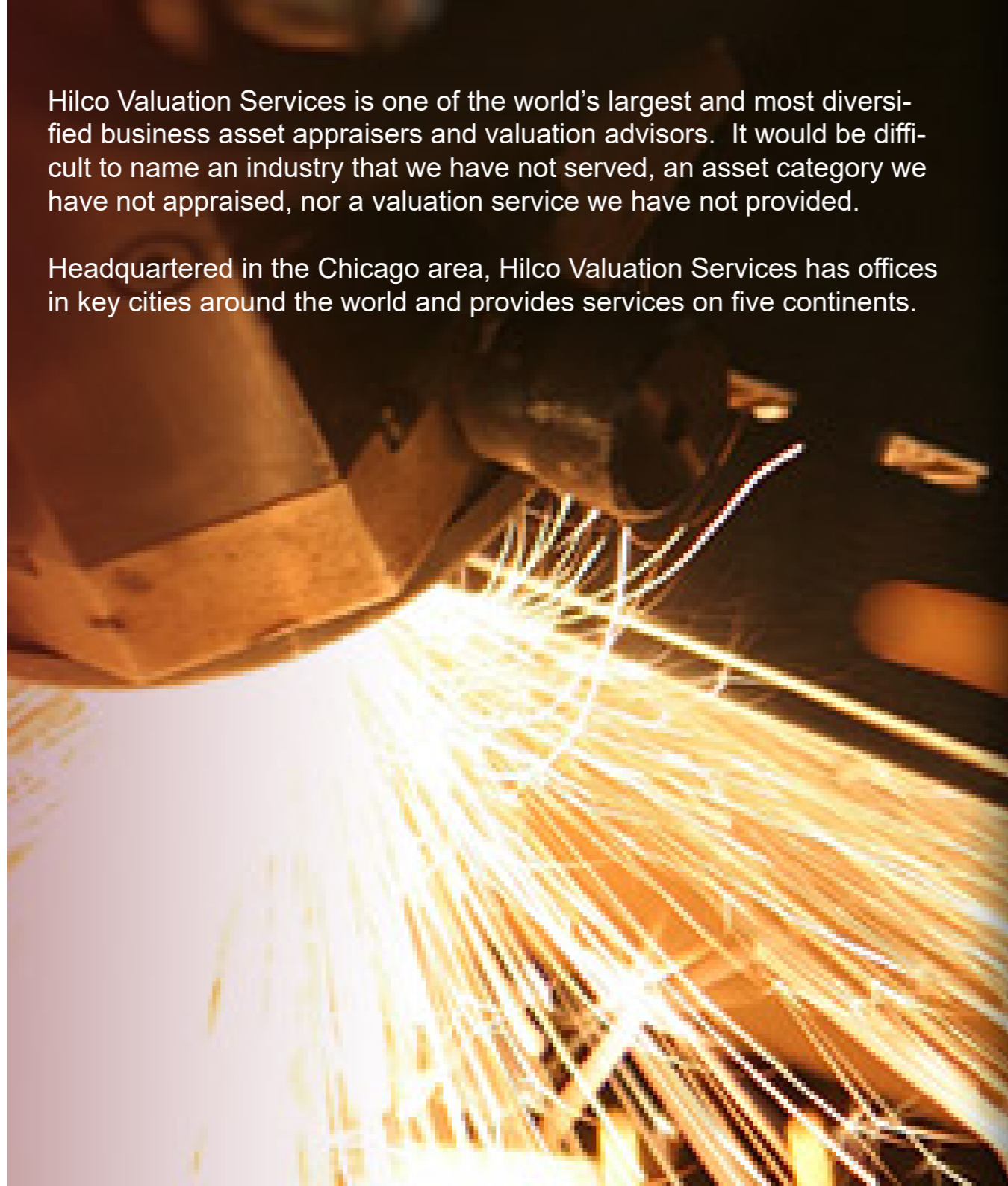
Portfolio Valuations

Due Diligence Services:

- Field Exam

Valuations for Tax, Reporting, Accounting and Compliance Requirements:

- FAS 157, 141, 142
- IFRS Compliant Valuations



Other Industry Expertise

It would be difficult to name an industry that we have not served, nor an asset category we have not appraised. Our experience is broad and deep, particularly in the following areas:

AEROSPACE	APPAREL & TEXTILES	AUTOMOTIVE	CHEMICAL
CONSTRUCTION & MINING	ENERGY & POWER	FINANCIAL SERVICES	FOOD & BEVERAGE
FORESTRY &	HEALTHCARE/PHARMA	MEDIA	METALS
METALWORKING	OIL&GAS	PAINTING	PLASTICS
PULP, PAPER & PACKAGING	RETAIL	TECHNOLOGY	TRANSPORTATION





**OVER 35 OFFICES
THROUGHOUT
NORTH & SOUTH
AMERICA, EUROPE,
MIDDLE EAST,
ASIA, AUSTRALIA**

 **Hilco™**
Industrial Acquisitions b.v.

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