

Steel Business Group 2023

posco  
INTERNATIONAL

*Go Further  
Together*



POSCO International at glance :

# POSCO International Corp.

## Green Energy & Global Business Pioneer

POSCO International is evolving into a Globally Integrated Corporation by sharpening the competitiveness of its strategic business while tapping into new markets and businesses. Building upon years of know-how gained through trading and our extensive global network, we directly conduct business and increase investments in building the value chain of our key businesses, from steel, rechargeable battery and energy to hydrogen, agro, and eco-friendly parts/materials.

“ **47** Countries, **88** Global Networks, **1,136** Employees ”



No. of Employees

**2,907**

HQ 1,771 | Expatriate 254 | G.Staff 882



Sales (KRW 1billion)

**37,990**



Operating Income  
(KRW 1billion)

**903**

(as of 2022)

### Key Business

Trading, LNG/Solar/Wind Energy, Investment in domestic/global filed

### Items

Energy(Natural gas, LNG, Solar, Wind, Hydrogen, etc), Steel/Material, Material for Secondary Battery, Automobile Parts, Agro, Agru-Bio, Infrastructure and Industrial Plants, etc



(as of Mar. 2023)

## History of passion and challenge

# Milestones

## POSCO International : a Globally Integrated Corporation creating green-new future business

Since its founding in 1967, POSCO International has spearheaded Korea's export industry as an integrated corporation. We are primarily engaged in trading, along with resources development, manufacturing & processing, and infrastructure development & operation, and are expanding investments in close alignment with trading operations. In so doing, we aim to emerge as a 'Globally Integrated Corporation' to create a sustainable business model.



### I 1967~1999

#### To the World beyond the boarder

From groceries to missile...  
we traded almost every item to 165 countries

- 1967      Founded as DAEWOO INDUSTRY Co., Ltd.
- 1979      Presidential award exceeding \$1 billion in exports
- 1996      Award \$10 Billion



### I 2000~2018

#### Innovation of business

Reinforce the business portfolio of trading,  
resource development and organizing business

- 2000      Spun off DAEWOO INTERNATIONAL Corporation from the DAEWOO Corporation
- 2010      Incorporated into POSCO Group
- 2013      Initiated production in Myanmar
- 2017      Launched POSCO DAEWOO as a consolidated company (merger with POSCO P&S)



### I 2019~Present

#### Sustainable of business

Evolved to Global Green Integrated Corporation by  
directly conduct business in the full value chain

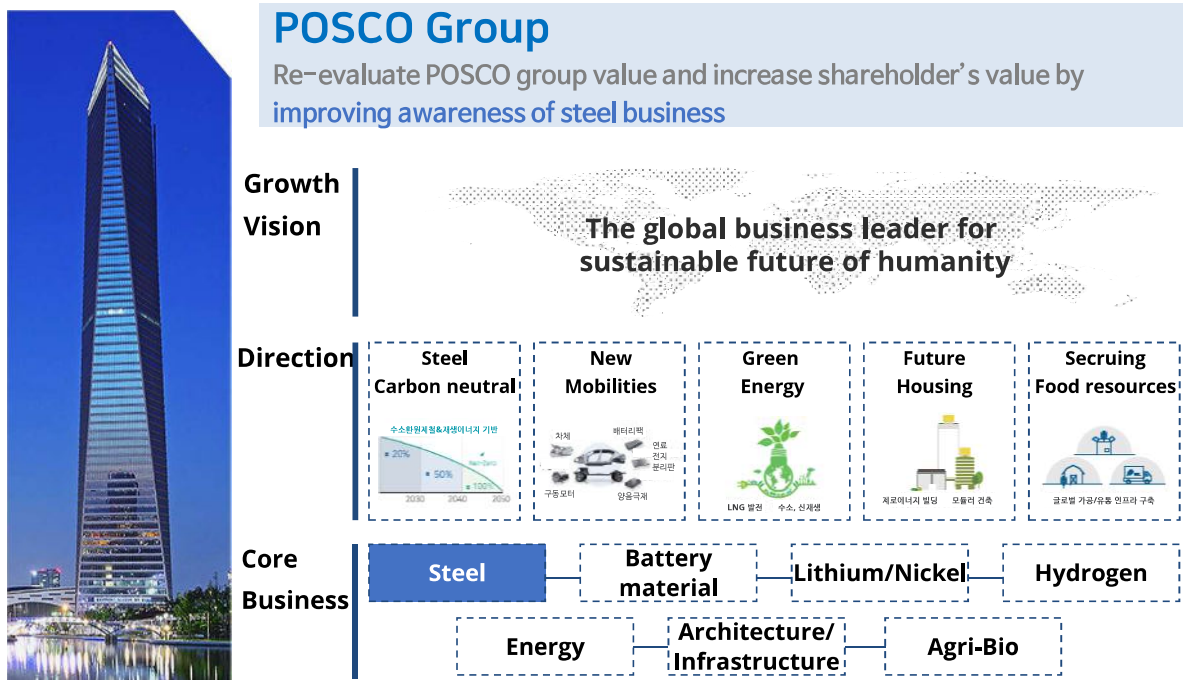
- 2019      Changed the company name to POSCO International
- 2022      Incorporated eSteel4U as an online steel product sales company
- 2023      Merger with Posco Energy



Core Business in POSCO Group Management Activities : Steel Business




# Steel Business To Build a Better Future Together

Possessing world-class steel trading capabilities and overseas networks, POSCO International is building a global supply-chain for steel, a fundamental industry that moves all industrial ecosystems. We will lead a new trend in steel product trading by supplying the products of the world's leading steelmakers to domestic and foreign customers and operating an online sales platform based on the group's products.



## “ Steel Biz Group ”

**Direction** | Leading the global expansion of the steel business as a core business of the group

- 
**Sustainability** | Performing sustainable management as a core business
- 
**Strategy** | Development of sales activities aligned with the group's steel marketing strategy
- 
**Partnership** | Realization of win-win value based on overseas networks, investment assets and cooperation with key partners
- 
**Trade issue** | Global steel carbon neutrality and joint response to trade issues with group companies



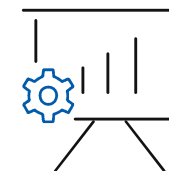
Professional organization for the steel industry

# Based on a global network, Steel Business Group leads market expansion of steel business globally.

『Head office in Korea』 5 Divisions, 18 Departments (17 Sales/1 Strategy), 260 Employees

<b>Hot Rolled Steel &amp; Semi Product</b>	<b>Plate &amp; Wire Rod</b>	<b>Cold Rolled Steel</b>	<b>Stainless Steel</b>	<b>Steel Raw Material</b>
Hot Rolled Steel Export 1	Plate Export	Cold Rolled Steel Export 1	STS Europe & MENA	Steel Raw Material 1
Hot Rolled Steel Export 2	Plate Domestic	Cold Rolled Steel Export 2	STS Asia & America	Steel Raw Material 2
Hot Rolled Steel Domestic	Wire Rod Export	Cold Rolled Steel Export 3	STS Construction & Electronics	
Semi & Long Product	Wire Rod Domestic	Cold Rolled Steel Domestic		

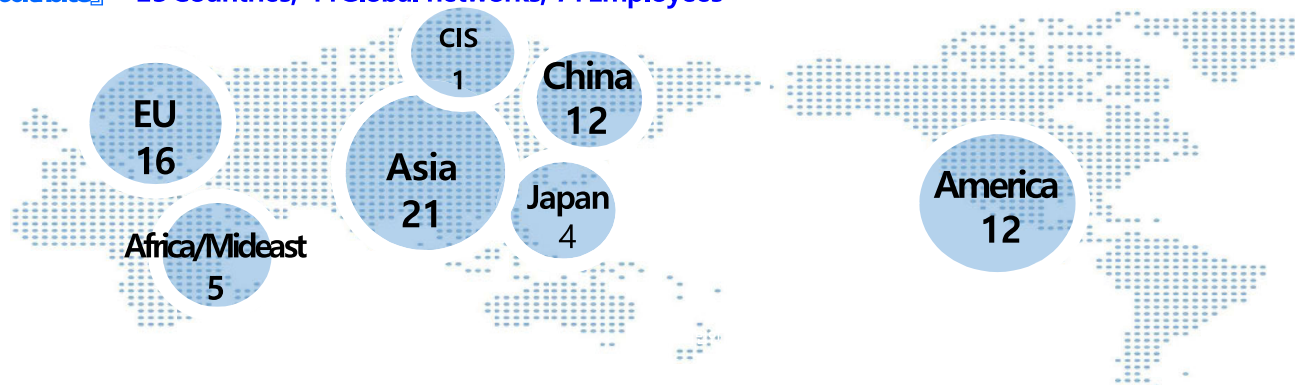
\*in 2023



SALES QTY. (ten thousand tons)

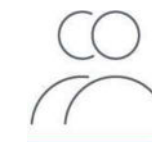
Product **870**  
Raw Material **1,570**

『Overseas Expatriate』 25 Countries, 44 Global networks, 71 Employees



SALES (KRW Trillion won)

**13**



No. of Employees

**331**

HQ+Overseas

# Through the evolution of 『Steel Total Solution Provider』 , Leap forward to become a global top-class Steel Business Group



- **[Steel Trading]** Based on global network, leading expansion of domestic and international market share
- **[Procurement]** Stable procurement and supply of iron ore/coal to group companies and support for carbon-neutral operation
- **[Future business]** Building a foundation for future growth by marketing of group investment business

## [ Steel Business Vision 2030 ]

### [Steel Trading]

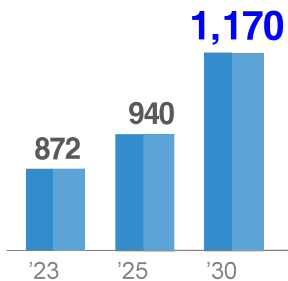
- Optimizing the sales mix of group companies' products
- Strengthening collaboration with key customers/suppliers
- Marketing enforcement for high value-added product
- Utilize procurement capabilities, stabilize supply and demand



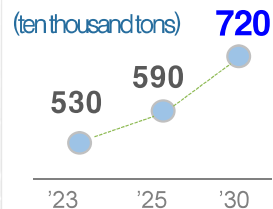
### [ Raw Material Procurement ]

- Enhancing contribution by procurement of eco-friendly raw materials
  - Expand supply of low ash/low sulfur coal and eco-friendly pellets
- Responding to customer needs by sales of economical raw materials
  - Expanding supply of low-grade/low-cost raw materials

Steel sales (ten thousand tons)



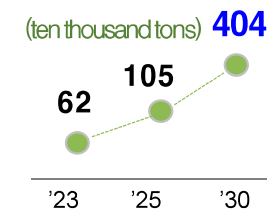
POSCO group product sales (ten thousand tons)



### [Expansion of future business]

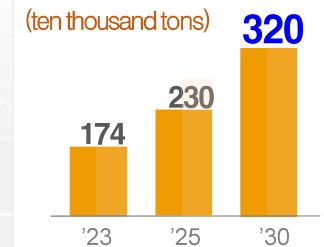
- eSteel4U, Korea's No.1 e-commerce platform
  - Differentiate and expand data-driven services
- Reinforcing marketing aligned with POSCO investment assets
  - Product (Indonesia OBI PJT), Iron ore (Australia Roy Hill)

Online sales (ten thousand tons)



Eco-Friendly

Steel raw material sales (ten thousand tons)



**Steel Business**

**From raw material supply to global trading activities for products produced by group companies and core strategic steel makers**

Various supply lines around the world, we are actively responding to the needs of customers in each industry worldwide and developing demand

Raw material	Carbon steel	Special steel
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**Coal/Iron Ore/Pellets**



Steel mills · Steel mills supply raw materials for the production of steel products. Building a global steel raw material supply system.

**Hot rolled/Crude steel**



Sourcing domestic and foreign hot-rolled and crude steel products and selling to various customers such as global rolling companies, distributors, and pipe manufacturers.

**Plate/Wire rod**



Handling plates used in the manufacture of ships, buildings, bridges, industrial machinery structures. Trading wire rods needed in various industrial facilities and the automobile industry

**Cold rolled/Coated steel**



Handling cold-rolled/coated products with beautiful surfaces and excellent processability, and sales to customers of home appliances, industrial equipment, and various construction materials.

**STS**



As a high value-added steel material with excellent corrosion resistance, we handle STS products used in a wide range of industries such as automobiles, home appliances, and construction industries.

# POSCO investment in overseas : 13 corporations/ P-INT'L investment in steel industry : 11 corporations

- Expansion of the global steel business by cooperating with investment assets



[Status of POSCO Overseas Production Subsidiaries]

	Country	Corporation	Product		Country	Corporation	Product
1	Mexico	P-Mexico	Coated steel	8	Vietnam	P-VST	Stainless
2	China	P-Guangdong	Coated steel	9	Vietnam	POSCO-YAMATO Vina	Rebar, section steel
3	China	ZPSS	Stainless	10	Malaysia	P-Malaysia	Coated steel
4	China	QPSS	Stainless	11	Indonesia	PT.KP	Slab/Plate
5	Thailand	P-Thainox	Stainless	12	India	P-Maharashtra	Cold rolled, Electric steel
6	Thailand	P-TCS	Coated steel	13	Turkiye	P-TST	Stainless
7	Vietnam	P-Vietnam	Cold rolled				

[Status of P-INT'L Overseas Steel Industry Investment]

	Country	Corporation	Sector		Country	Corporation	Sector
1	Mexico	POSCO-MPPC	Coil Service Center	7	Slovenia	POSCO-ESDC	Warehousing& Distribution
2	Mexico	Yulchon Mexico	Pipe manufacturing	8	Japan	MARUICHI	Pipe manufacturing
3	USA	POSCO-AAPC	Coil Service Center	9	Turkiye	POSCO-TST	STS MILL
4	Brazil	POSCO-BSPC	Coil Service Center	10	Italy	POSCO-ITPC	Coil Service Center
5	Indonesia	POSCO-IJPC	Coil Service Center	11	South Korea	eSteel4U	electronic commerce
6	Malaysia	POSCO-Malaysia	EGI Production				



# Hot Rolled Steel & Semi Product Division

Hot Rolled Steel Export Department 1,2, Hot Rolled Steel Domestic Department, Semi & Long Product Department

- Being in charge of Export, Triangular, Import, and Domestic business of Semi-finished and Long products and HR Steel
- [HR Steel] Hot Rolled Coil, HR Sheet, HR Skelp, Checked Coil
- [Semi/Long Products] Slab, Billet, Bloom, Bar, Rebar, Section Steel

[Sales Quantity by Product]



\*In 2022 (10 thousands MT)



[Usage by product]

HR Steel

Semi Product

Bar / Section



CR Steel



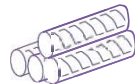
Pipe



Structure,  
Construction



HR Coil/  
Plate



Bar, Section,  
Rebar, etc



Civil Engineering,  
Construction

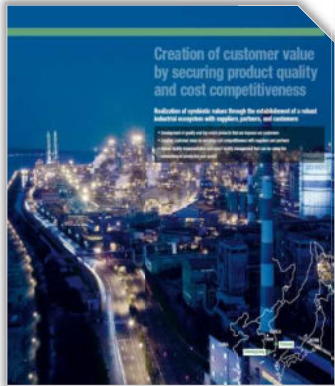


# Hot Rolled Steel & Semi Product Division

We are in charge of sourcing semi-product material and supplying HR product from/to global steel companies and Re-rollers including Posco, expanding our market through cooperation with main steel service centers and strategic partners

## Supplier

Global main steel company's coil/slab/billet/long product



## Partners & Projects

Domestic and foreign re-roller, pipe manufacturer, steel producer, and distributor

### POSCO

### Global Steel Company

- JAPAN: Tokyo Steel, Nakayama Steel
- CHINA: Shougang Steel
- VIETNAM: Formosa, Hoaphat, PY Yamato Vina Steel
- INDONESIA: PT. Dexin Steel
- MALAYSIA: Eastern Steel

### [HR] CR Maker(Re-roller)

- JAPAN: Yodogawa Steel
- BANGLADESH: PHP
- VIETNAM: POSCO Vietnam
- USA: Steelscape
- EUROPE: Marcegaglia, ITLA Bonati

### [HR] Pipe Manufacturer

- JAPAN: Maruichi, Kubota
- TURKIYE: Toscelik, Erdemir
- MEXICO: Yulchon Mexico
- MACEDONIA: IGM

### [Semi Product] Steel Maker

- KOREA: Dongkuk Steel
- JAPAN: Nakayama Steel
- SEA: Steel Asia, Master Steel
- INDIA: JSW Steel Limited

### Domestic SVC/Distributor

- Annual Sales of 0.4 Million MT to main base such as GEO Steel, Hanil Steel, and Samheung Steel

# Plate & Wire Rod Division

Plate Export Department, Plate Domestic Department, Wire Rod Export Department, Wire Rod Domestic Department

- Being in charge of Export, Triangular, Import, and Domestic business of Plate, Wire Rod, and Rebar which widely used throughout the industry such as construction, machinery, and automobile.

[Sales Quantity by Product]



\*In 2022 (10 thousands MT)



[Usage by product]

## Plate

## Wire Rod



Offshore Plant



Shipbuilding



Heavy Machinery



Automotive Component



Construction



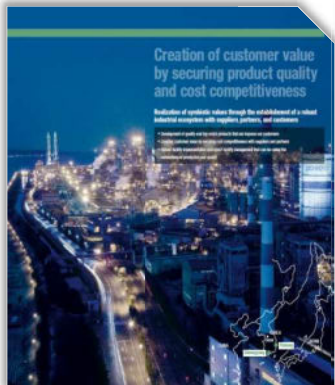


# Plate & Wire Rod Division

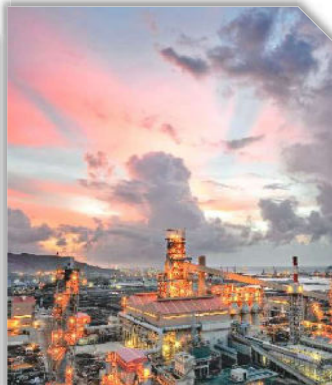
We supply plate and wire rods from Posco, PT.KP, and overseas steel manufacturer to various partners. Through cooperation with domestic partners, we are targeting to expand our business area to downstream, supplying value-added products to customers

## Supplier

Global Major Steel Producing Company



POSCO



PT. KRAKATAU POSCO

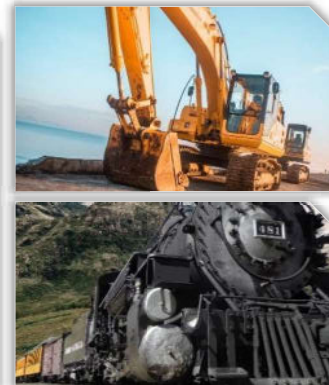
## Partners & Projects

Domestic and Foreign Shipbuilding, Heavy machinery/Rail car, Automotive parts and Wire Rod Manufacturer



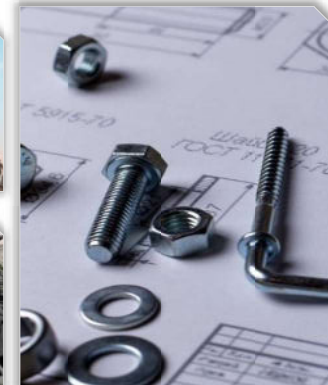
**[Plate] Shipbuilding**

- JAPAN: Tsuneishi, Namura, JMU, Sanoyas
- EUROPE: Fincantieri
- MIDDLE EAST: Damen Shipyard
- USA: LAD
- KOREA: Daehan



**[Plate] Heavy Machinery / Rail Car**

- Heavy Machinery maker: CAT, John Deere, Komatsu, Volvo, HD Hyundai
- USA 4 big rail car maker: Greenbrier, Trinity, Freightcar, UTLX



**[Wire rod (Processing)] OEM/Autoparts**

- Global OEM Company: Nissan, Toyota
- Global Automotive Components Manufacturer : Schaeffler, NSK, SKF
- Domestic Wire Maker: Daesung, Daewoo steelwire



**[Wire rod] Low/High Carbon Wire Rod**

- High Carbon Wire Rod overseas factory: Kiswire USA/Europe, Kiswel Malaysia, DSR Vietnam
- Domestic Deckplate Maker : SY, Winhitec
- Domestic Nail Maker: Jinheung Steel, Korea wire



# Cold Rolled Steel Division

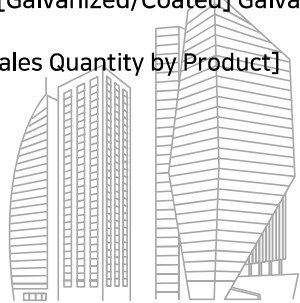
## Cold Rolled Steel Export Department 1,2,3, Cold Rolled Steel Domestic Department

- Being in charge of Export, Triangular, Import, and Domestic business of CR and Galvanized Steel which is produced after cold-rolling stage of steel plate

[CR Steel] Cold Rolled Steel (CR), Full Hard (F/H), Black Plate (BP)

[Galvanized/Coated] Galvanized (GI/GA), Electro-Galvanized (EG), Posmac, Aluminized (AL/AZ), Prepainted (PPGL), Tin Plate (TP)

[Sales Quantity by Product]



\*In 2022 (10 thousands MT)



[Usage by product]

### CR / Galvanized Steel

### Pre-Coated Metal



Drum



Home  
Appliance



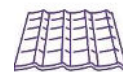
Automotive  
Body



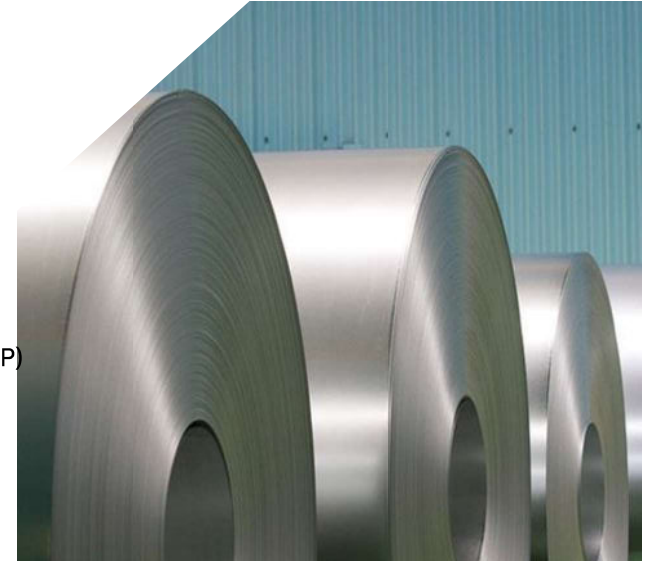
Storage Tank,  
Pressure Vessel



Building  
Exterior



Roof Material

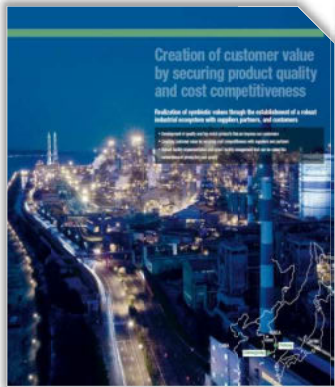


# Cold Rolled Steel Division

Through cooperation with cold-rolled mill around the world including Posco, Posco Steeleon, and Posco Manufacturing subsidiaries overseas, we are entering into the extended global value chain, expanding our dominance in the market

## Supplier

Posco and Posco Group manufacturing Subsidiary



### POSCO & Manufacturing Subsidiary

- POSCO (CR, GI, Coated)
- POSCO Vietnam (CR)
- POSCO TCS (GI, Coated)
- POSCO Mexico (GI, Coated)
- POSCO Malaysia (GI, Coated)
- POSCO Maharashtra (CR, GI, Coated)

### Posco Steeleon & Domestic Re-roller

- POSCO Steeleon (GI, Coated)
- KG Steel (CR, GI, Coated)
- Dongkuk CM (GI, Coated)

## Partners & Projects

Domestic and foreign home appliance company, SVC/Processing center, storage package maker, and pipe maker



### Home appliance (Overseas KAM)

- SAMSUNG: Mexico, Vietnam, India, Thailand
- LG: Mexico, India, Indonesia, Vietnam, Thailand, Poland, USA
- PANASONIC: Japan, Malaysia, Indonesia



### Re-roller, SVC

- Ohio Coatings
- Steel Processing Midlands (England)
- Perstima (Malaysia)



### Exhaust, Can Production

- Supplying Alcosta to exhaust maker: AP Emissions Technologies
- Supplying TP to can maker: Eviosys, Nestle



### Pipe/Construction Material

- Maruichi Steel Tube
- Toptubes Limited

# Stainless Steel Division

STS Europe & Mena Department, STS Asia & America Department, STS Construction & Electronics Department

- Being in charge of Export, Triangular, Import, and Domestic business of Titanium ingot and Stainless product (HR/CR/Plate/Slab/Pipe) which is a high value-added steel with excellent corrosion resistance



\*In 2022 (10 thousands MT)

[Usage by product]

## Stainless Steel



Home Appliance



Exhaust System, EV Battery Pack



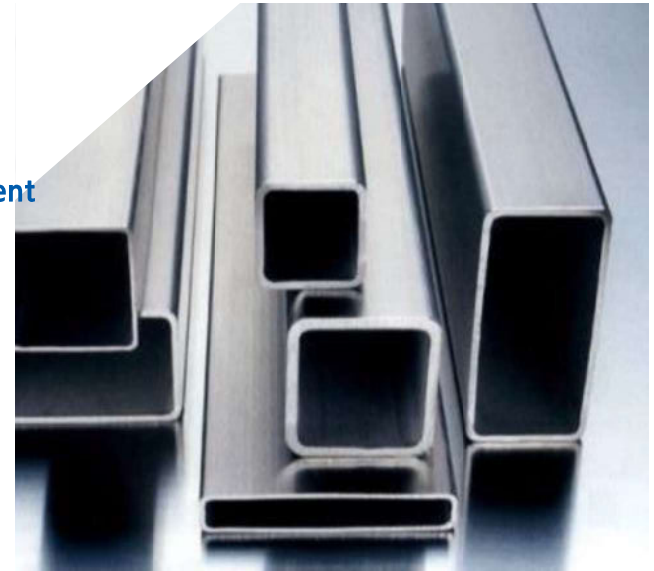
Building Exterior



Kitchen/Sink



LNG Storage Tank



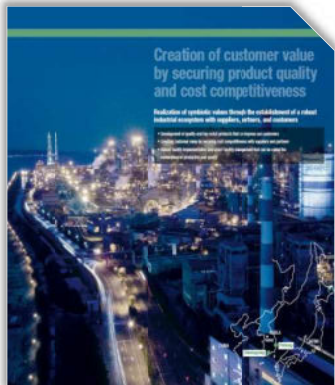


# Stainless Steel Division

We supply stainless products from Posco group's mill including Posco, Posco Thainox, and Posco VST, and overseas stainless mill to various partners, expanding our business area through developing future business for EV battery, motor core, LNG tank, oil sand pipe industry

## Supplier

Global Major Stainless Mill



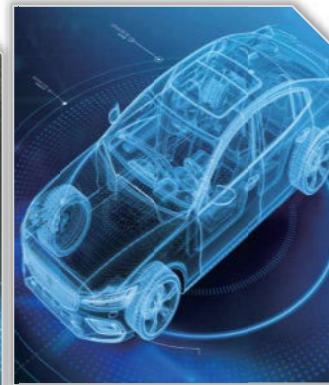
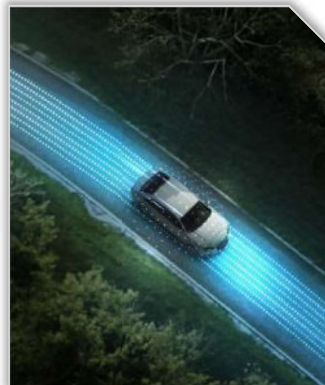
**POSCO**

**POSCO Manufacturing  
Subsidiary**

- POSCO VST
- POSCO PZSS
- POSCO THAINOX
- POSCOASSAN TST

## Partners & Projects

Domestic and foreign OEM, Automotive parts manufacturer, home appliance maker, construction/steel/energy company



**OEM**

- KOREA: Kia, Hyundai
- JAPAN: Honda, Nissan, Mazda, TOYOTA
- AMERICA: Chrysler, Ford, GM
- INDIA: TATA Motors
- EUROPE: Volkswagen

**Automotive Component**

- KOREA: LG Magna
- JAPAN: Hirotec
- AMERICA: Pridgeon & Clay, Katcon, Peasa, NASG
- EUROPE: Benteler, Bosal, Magneti, Marelli
- INDIA: Sharda Motor

**Home Appliance**

- KOREA: Samsung Electronics, LG Electronics
- CHINA: Haier
- EUROPE: BSH, Miele, Electrolux, Teka, Franke
- AMERICA: Whirlpool, Kohler
- MEXICO: Mabe

**Construction/Energy**

- Construction: Lotte E&C
- Electronics : Foxconn
- Steel: Nippon Steel, Mexinox, Marcegaglia, Outokumpu
- Energy/Gas: Suncor, Canadian Natural

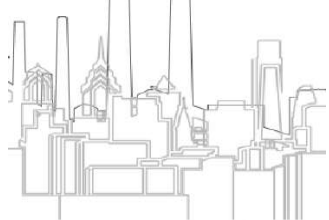


# Steel Raw Material Division

## Steel Raw Material Department 1, 2

- Being in charge of Export, Triangular, Import, and Domestic business of Iron Ore, Coal, Slag, Clinker, Ferro Alloy, and Subsidiary raw materials (fluorite, limestone, sodium hydrogen carbonate, and manganese)

[Sales Quantity by Product]



\*In 2022 (10 thousands MT)



[Usage by product]

### Iron Ore, Coal, Ferro Alloy



Iron/Steel Making



Electricity Generation



Cement

### Slag, Clinker



# Steel Raw Material Division

We supply Iron ore, coal, ferro alloy, and subsidiary raw material to Posco group, overseas power plant and steel mill, and supply furnace slag to cement manufacturer  
 We intend to make a contribution to ESG management of Posco Group through expanding our carbon-reduction steel raw material (low ash/sulfur coal) business

## Supplier

Global Major Iron Ore/Coal Mine and Ferro Alloy maker



### Coal Mine

- JAPAN: Idemitsu, Sojitz
- INDONESIA: Adaro Minerals
- AUSTRALIA: Whitehaven Coal

### Ferro Alloy Maker

- CHINA: Erdos



### Iron Ore Mine

- AUSTRALIA: Royhill, Grange Resources, Fortescue, Atlas



### POSCO

- COAL: 3 Million MT Sales Annually
- IRON ORE : 2.9 Million MT Sales Annually
- FERRO ALLOY: 80 thousands Million MT Sales Annually (to Posco Group)

## Partners & Projects

Foreign and domestic steel mill, power plant, and cement manufacturer including Posco Group



### PT.KRAKATAU POSCO

- COAL: 2 Million MT Sales Annually
- IRON ORE: 4.5 Million MT Sales Annually



### Cement Manufacturer

- Annually selling 4.5 Million MT of Posco's slag and other mills' clinker to overseas cement manufacturer



### Power Plant/Steel Mill

- Annually selling 5.2 Million MT of iron ore and subsidiary materials to steel mill/trader such as Mercuria, Henghou Group (China)