



Company Profile

Tata Steel International (Australasia) Ltd

**Regional metals supply chain management
with global reach**

“Supplier of Solutions”

Tata Steel International

Australasia



History

- 1953 - Established as RTSC & Gollin (NZ) Ltd
- 1956 - Renamed Richard Thomas & Baldwins (NZ) Ltd after merger with Baldwins Steel and buyout of Gollin's shareholding.
- 1967 - The UK's 14 main steel producers were brought into public ownership as a result of the "Iron and Steel Act". Renamed British Steel Corporation (NZ) Ltd.
- 1988 - BSC group was privatised after a major increase in profitability. Renamed British Steel (NZ) Ltd.
- 1999 - British Steel and Dutch steel producer Hoogovens merge creating Corus Group. Renamed Corus New Zealand Ltd.
- 2007 - Corus Group acquired by Tata Steel (a division of Tata Group, India's largest private sector employer).
- 2010 - Renamed Tata Steel International (Australasia) Ltd.

Tata Steel International

Australasia



Who Are We?

- A division of Tata Steel International, a business unit within Tata Steel Group. We focus on supply solutions to the steel and stainless steel consuming sectors.
- Tata Steel International specialises in “bundling” product and service packages to contractors, engineers and end users throughout the world.
- We are New Zealand’s premier stainless steel supplier, representing renowned European producer Outokumpu Stainless and sourcing from many other reputable international mills.
- Our principal market sectors include - food & dairy, wine & beverage, architecture & construction, packaging, marine, rail transport, and engineering industries.

Tata Steel International

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Who Are Tata?

- Tata Steel Group is the second largest steel producer in Europe, and among the top ten global steel companies, with crude steel production capacity exceeding 28 million tonnes per annum.
- The world's second most globally geographically diversified steel producer, employing 80,000 people across 5 continents, in nearly 50 countries.
- Tata Steel Group's vision is to be the world steel industry benchmark in "Value Creation" and "Corporate Citizenship".
- Parent company Tata Group, began its history in 1902 and is now India's largest private sector employer, with operations in 80 countries, employing over 350,000 people, with Group Revenues of US\$70.8 bn.
- Business sectors - Materials, Engineering, Energy, Chemicals, Consumer Products, and IT & Communications.
- International Brands – Tata Steel (incl Corus), Tata Motors (incl Land Rover & Jaguar), Tata Tea (incl Tetley's), Taj Hotels, Tata Consultancy Services,

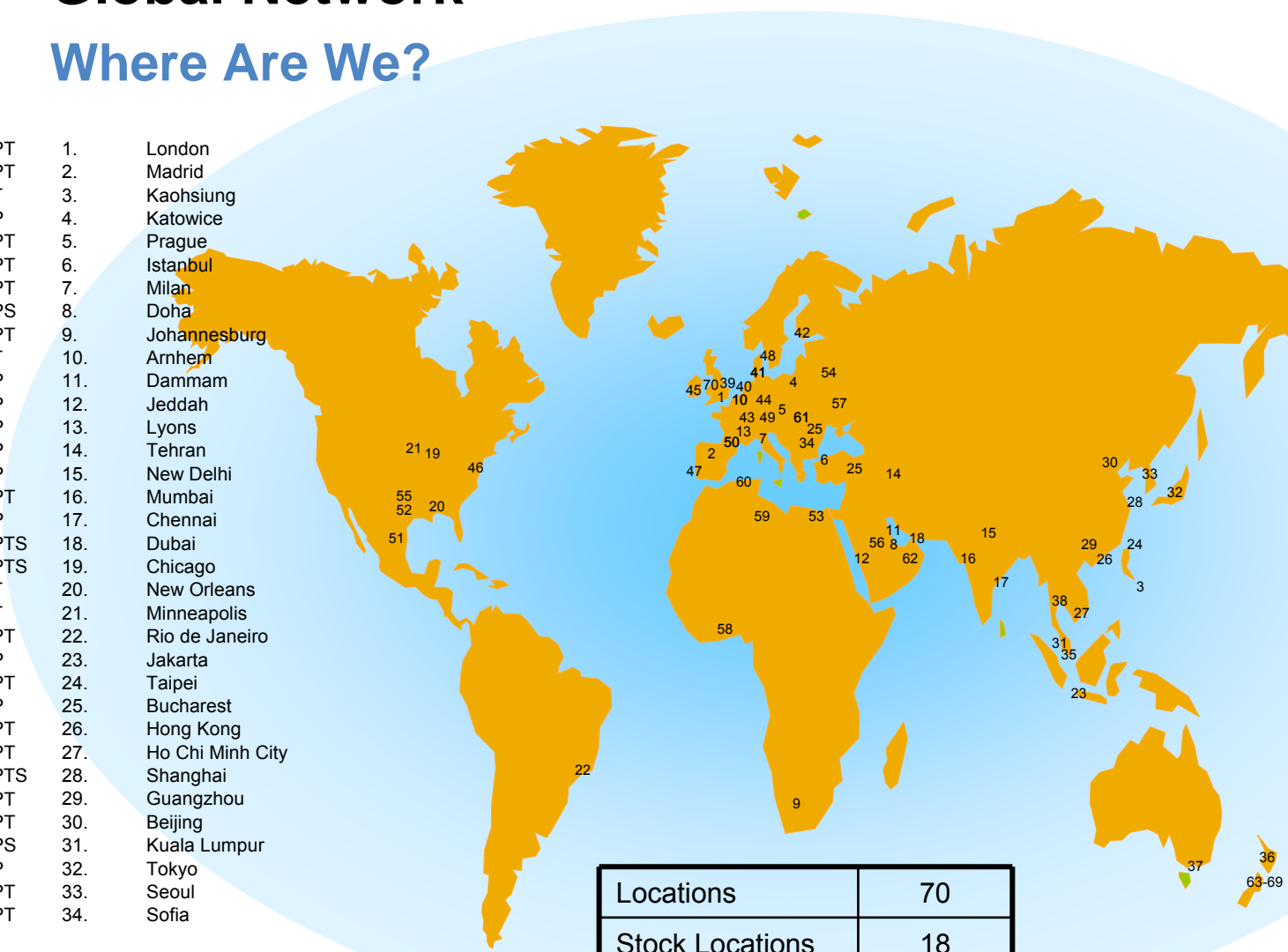
Tata Steel International Global Network



Where Are We?

- PT 1. London
- PT 2. Madrid
- T 3. Kaohsiung
- P 4. Katowice
- PT 5. Prague
- PT 6. Istanbul
- PT 7. Milan
- PS 8. Doha
- PT 9. Johannesburg
- T 10. Arnhem
- P 11. Dammam
- P 12. Jeddah
- P 13. Lyons
- P 14. Tehran
- P 15. New Delhi
- PT 16. Mumbai
- P 17. Chennai
- PTS 18. Dubai
- PTS 19. Chicago
- T 20. New Orleans
- T 21. Minneapolis
- PT 22. Rio de Janeiro
- P 23. Jakarta
- PT 24. Taipei
- P 25. Bucharest
- PT 26. Hong Kong
- PT 27. Ho Chi Minh City
- PTS 28. Shanghai
- PT 29. Guangzhou
- PT 30. Beijing
- PS 31. Kuala Lumpur
- P 32. Tokyo
- PT 33. Seoul
- PT 34. Sofia

- 35. Singapore PTS
- 36. Auckland* PTS
- 37. Melbourne PS
- 38. Bangkok P
- 39. Milton Keynes P
- 40. Maastricht PS
- 41. Copenhagen P
- 42. Helsinki P
- 43. Paris PT
- 44. Düsseldorf PS
- 45. Dublin P
- 46. Fairfield T
- 47. Lisbon P
- 48. Gothenburg P
- 49. Basel P
- 50. Toulouse P
- 51. Monterrey P
- 52. Houston PT
- 53. Cairo PTS
- 54. Moscow P
- 55. Dallas PT
- 56. Bahrain P
- 57. Kiev P
- 58. Lagos P
- 59. Tripoli P
- 60. Algiers P
- 61. Budapest P
- 62. Abu Dhabi P
- 63.- 69. Christchurch, Nelson, Hamilton, Hastings, Wellington, New Plymouth, Tauranga PS
- 70. London HQ



Locations	70
Stock Locations	18
Employees	760



P = Projects team/mill sales T = Trading team S = Stock facility

Tata Steel International Australasia

Where Are We?



Locations	9
Stock Locations	9
Employees	100



Tata Steel International Australasia Where Are We?



HEAD OFFICE / AUCKLAND



TAURANGA



HAMILTON



HASTINGS



NEW PLYMOUTH



Tata Steel International Australasia



Where Are We?



WELLINGTON



NELSON



CHRISTCHURCH



MELBOURNE



Tata Steel International

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What Do We Do?

- **Mill Sales** Represent Tata Steel's mills in New Zealand, Australia, and the Pacific Islands.
- **Trading** Focus on marketing high volume commercial products and niche, value added and branded products.
- **Projects** Specialise in servicing projects with large and complex supply chain requirements and logistics support.
- **Export** Export to the Pacific Islands from stock and local manufacturers. Support Tata Steel International Projects' activities in other international markets, e.g. ICICI Bank building in India.
- **Manufacture & Processing** Manufacture composite flooring profiles, cut stainless steel coil into sheet, stainless steel sheet/bar polishing, and automated bar & long product cutting
- **Support** Encourage market growth / creation through our involvement in industry associations. Support asset owners, specifiers, project managers, and manufacturers with technical information to ensure successful outcomes.

Tata Steel International

New Zealand



Products

- **Stainless Steel** Coil, sheet, plate, bars, tubes, pipes, and fittings
- **Engineering Steel** Bright, medium & high tensile, and tool steel bars
- **ComFlor Decking** Composite flooring profiles and accessories for multi-storey construction.
- **Plumbing & Drainage** Proprietary stainless steel systems from specialist European manufacturers - Blucher and Mapress.
- **Architectural** Embossed, textured, coloured, & polished stainless steel & aluminium finishes from European manufacturers – Rimex Metals and Outokumpu Stainless.
- **Carbon Steel** Rails, packaging steels, colour coated coil, and structural sections (predominantly mill sales).



Tata Steel International

New Zealand



Stainless Steel

- **Flat Products** Coil, Sheet, Plate, Chequer Plate, Expanded Metal, Mesh
- **Long Products** Bars – Round, Flat, Square, Hex, Angle, Channels, Rebar
- **Tube & Pipe** Hygienic Round Tube, Mechanical / Structural Tube – Round, Square, & Rectangular, Schedule Pipe, Spiral Welded Pipe
- **Fittings & Flanges** Fittings & Flanges to suit tube & pipe used in food, beverage & industrial applications
- **Valves** Ball, Butterfly, 3-Way, Non-Return & Swing Check Valves
- **Hardware** Fastenings, Hinges, Handrails
- **Welding** Welding Wire & Electrodes, Pickling & Cleaning Chemicals
- **Special Grades**
(others available on request)
 - Duplex - LDX2101, 2304, 2205, 2507
 - Super Austenitic - 904L, 254SMO, 654SMO
 - High Temperature - 153MA, 253MA, 353MA



TATA STEEL

Tata Steel International

New Zealand



Engineering Steel

- **Bright Steel** Low carbon free cutting & commercial quality mild steel bars
- **Case Hardening Steel** Wear resistant steel bars for carburising, nitriding, hardening, and tempering
- **High Tensile Steel** For manufacturing highly stressed steel components
- **Medium Tensile Steel** Bright & black steel bars for medium stressed steel components
- **Tool Steel** For manufacturing roll forming, deep drawing, blanking, slitting, and punching tools. Also used for extrusion dies.
- **Other** Hydraulic Cylinder Tube, Hollow Bar, Chrome Plated Bar
Copper, Brass, Bronze



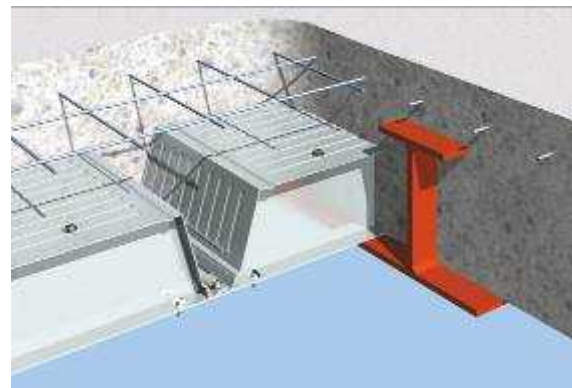
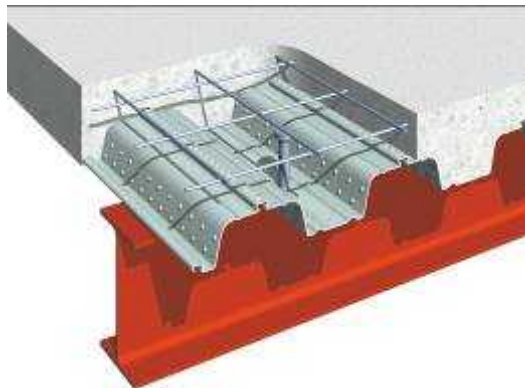
Tata Steel International

New Zealand



ComFlor Composite Decking

- **ComFlor 60** The latest addition to our range of flooring profiles, offering the ultimate lightweight, low cost, steel decking system for all multi-storey buildings.
- **ComFlor 80** A new generation composite steel deck, offering longer spans than traditional systems, and reducing concrete volumes. Fast cost effective installation is aided by the ability to span up to 5.2 metres unpropped.
- **ComFlor 210** A long span, deep profile composite deck, offering spans up to 5.5 metres unpropped, and 9.0 metres with props. A “slim floor” can be achieved when used in conjunction with asymmetric beams.



Tata Steel International New Zealand



Plumbing & Drainage

- **Blucher - Drainage** A proprietary stainless steel drainage system. Pipes, fittings, drainage traps, channel drains and grates are quickly installed due to their push-fit design. Manufactured in Denmark.
- **Mapress - Plumbing** A complete stainless steel pressure plumbing system, including tubes and fittings. The Mapress system from Germany is approved for hot and cold potable water, along with many industrial gases, fuels, and liquids. Accurate and permanent joints are formed by precision mechanical press-fit tools.



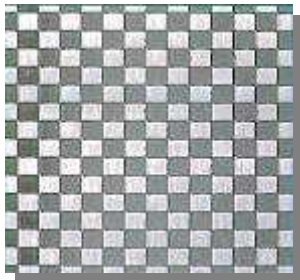
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Architectural

- **Deco** Decorative embossed and patterned stainless steel coil and sheet from Outokumpu Stainless
- **Rimex** Specialised architectural metal finishes including textures, colours, etched patterns, with mirror polished, satin or bead blasted surface finishes. Typically supplied in stainless steel and aluminium by Rimex Metals manufacturing facilities in Australia and the UK.
- **Balustrades** Tubes, pipes, and profiles for handrail and balustrade applications, available in a variety of surface finishes.
- **Other** Brackets, fittings, turnbuckles, fastenings, and hardware, suitable for the architecture, building, and construction sector.



TATA STEEL

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New Zealand



Carbon Steel

- **Rail** Railway track, steel sleepers, switches and crossings. With over 100 years as a major supplier to the railway sector, our UK office also offers consulting services covering design, asset management, track monitoring and failure analysis.
- **Packaging Steel** High quality tinplate and polymer coated metals for protecting food, drinks, and even industrial products
- **Colour Coat** Pre-finished and coated steel for the manufacture of building claddings, consumer products, domestic appliances, & interior durables.
- **Structural Sections** Innovative structural beams and sections at the forefront of construction technology, especially in areas prone to seismic activity.
- **Plates** Wear resistant and high strength steel plates for use in ship building, pressure vessels, and offshore oil & gas platforms.



TATA STEEL

Tata Steel International New Zealand



Service Centre and Technical Support

- **Cut To Length Line**
- **Satin Sheet Polisher**
- **PE / PVC Film Applicator**
- **Bar Polisher**
- **Auto Feed Bar Cutting**
- **Out-Sourced Services**
- **Technical Support / Literature**

NZ's only stainless steel dedicated facility

NZ's only stainless steel satin sheet polisher

Low / high tack films, including films for laser cutting, deep drawing, etc.

Satin polishing of flat bars and angle

Cutting stainless and engineering steel bars

Tube and Pipe Polishing / Plasma, Laser, and Abrasive Waterjet Cutting / Guillotining

Advice via mills and industry organisations



TATA STEEL

Tata Steel International New Zealand



On-Site Storage Services

- **40' Storage Containers**

Six shipping containers outfitted with racks and shelves for on-site storage of tube, pipe, bar, fittings, flanges, valves, and fastenings for project supply contracts.

- **Secure Storage**

Fully lockable, ensuring full stock control, separation from other contractor's materials and elimination of product contamination.

- **Light & Power**

Pre-wired to enable use as an office by on-site store person.

- **Cost Savings**

Time is money. Time spent chasing, collecting, or waiting for material orders, and investigating damaged or missing materials, reduces the profitability of your project.



Tata Steel International

Australasia



Key Success Factors

- **Products** Quality products from internationally recognised suppliers. Comprehensive stock range with robust stock levels.
- **Service** We not only aim to meet our customer's demands, but exceed their expectations. We set the standard for delivering in a timely, reliable, and cost effective manner.
- **Relationships** Building long-term relationships results in higher levels of customer loyalty and repeat business.
- **Niche Markets** High quality specialised products requiring specification by consultants at project concept stage.
- **Market Support** Technical advice from local and offshore technical experts. Quality product literature.

Tata Steel International

Australasia



Key Australasian Market Sectors

- Dairy, Food, and Beverage - plant, process, and transportation
- Pulp & Paper
- Chemical, Petrochemical, and Oil & Gas
- Mining & Minerals
- Domestic Appliances
- Packaging
- Architecture, Building, and Construction
- Production Manufacturing – sheetmetal and engineering
- Marine Industry
- Infrastructure
- General Engineering

Tata Steel International

Australasia



Export Successes

- **Pacific Islands** Regular shipments of standard stock products, and locally manufactured ex-mill items to Fiji, Western & American Samoa, Cook Islands, Vanuatu, New Caledonia, & Tahiti.
- **South East Asia** Hygienic stainless steel tube and fittings for a multi-national process engineer / project manager
- **India** ComFlor decking for ICICI Bank project in Hyderabad.
- **China** NZ owned brewery projects in Wuxi and Suzhou
- **Caribbean** ComFlor decking
- **Australia** ComFlor decking
- **Other** Manufacturing support for Corus International Projects.



Tata Steel International

Australasia



Major Projects – NZ

Infrastructure

- **Transport** - Britomart and Newmarket Train Stations, Northern Busway, Auckland International Airport, Timaru Wharf.
- **Others** - Auckland and Tauranga Hospitals, Manapouri Hydro, Southdown Co-Generation plant, Mercury Energy Tunnel (Vector), NZ Refineries, Corrections Dept,

Industrial

- **Dairy, Food, & Beverage** – Fonterra, Lion Breweries, DB Breweries, Affco, Alliance Meats, Richmond Meats, McCain Foods, Watties, Sanfords, Heller Foods, NZ Sugar, Progressive Enterprises, Foodstuffs NZ, Delegats Wines, Pernod Ricard, Cadbury's.

Commercial

- **Auckland** - Sky City (Casino, Hotel, & Theatres), PriceWaterhouseCoopers Tower, Royal & Sun Alliance Building, BNZ Tower, 21 Queen St, Deloitte Centre, Sylvia Park and St Lukes Malls.
- **Others** - Michael Fowler Centre, Galleria on Tory, Majestic Towers, Chews Lane and Bellagio Apartments (all Wgtn), C1 Towers (ChCh).

Tata Steel International Australasia



Major Projects – Australia

Infrastructure

- **Transport** – Epping Chatswood Rail Link (1,000 tonne's - Rail Dampers), Tank St Bridge, Brisbane (140 tonne's Large Diam Structural Pipe),
- **Energy** - Pluto LNG Woodside (20,000 tonne's - API Pipe & Structural Steel), Gorgon (4,000 tonne's – API Pipe), Kipper Tuna (5,200 tonne's API Pipe),
- **Water** – Sydney Desalination Plant (1,000 tonne's - Sheet Piles)

Commercial

- **Retail** – MBS Retail Promenade (250 tonne's - Structural Hollow Sections)
- **Tourism** – Southern Star Observation Wheel / The Melbourne Eye (15 tonne's Structural Hollow Sections – stage 1)

Tata Steel International Australasia



Major Projects - Global

Tata Steel Group

- **Infrastructure** Heathrow and Dubai International Airports, Tsing Ma Bridge,
- **Commercial** Petronas Towers, World Trade Centre NY (rebuild), Eden Project,
- **Stadia** Hong Kong, Twickenham, Wimbledon #1 Court, Shanghai Sports Centre, Millenium Stadium,

Outokumpu

- **Infrastructure** Waterloo Station, Kuala Lumpur Airport, Bilbao Bridge, Stone Cutter's Bridge, Singapore Marina Bay Bridge, Brisbane River Gateway Bridge Upgrade,
- **Commercial** Petrona Towers, Canary Wharf, Lloyd's Building, Jin Mao Tower, European Court of Human Rights, Hong Kong & Shanghai Bank,

Tata Steel International

Australasia



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