



Introduction to Metals Consulting International

June 2009

INTRODUCTION TO MCI AGENDA



- MCI services
- Our experience
- Our client base
- Recent assignments
- Management
- Legal status
- Contact information

INTRODUCTION TO MCI

MCI SERVICES



- Metals Consulting International Limited (MCI) offers clients independent, professional consulting services relating to the metals industries in Central & Eastern Europe. The advisory or support services include:
 - **MCI's core services:** Assistance with due-diligence, modernisation, restructuring, strategy formulation, business planning, performance turnaround and profit improvement
 - **MCI additional services:** Assistance with market studies, technical appraisals, environmental assessments, financial modelling

INTRODUCTION TO MCI

OUR EXPERIENCE



- To provide these services, MCI's Consultants draw upon:
 - A long-standing history of working in the Central & East European metals sector
 - Hands-on experience in strategy, and in work on steel markets, steelmaking / rolling technical assessments, environmental reporting, and financial issues
 - A contact network that spans most of the metals industry in Central & Eastern Europe, including Poland, the Czech & Slovak Republics and Russia / Ukraine in particular
- Much recent work has centred on steel and metals businesses in the Czech Republic, Poland, Russia, Ukraine, Turkey and the former Yugoslavia. MCI's Consultants also have significant industry experience from assignments in Western Europe, North America, Africa and Asia-Pacific

INTRODUCTION TO MCI OUR CLIENT BASE



- During the course of the last 15 years MCI's consulting professionals have worked for a wide range of clients including national Governments, Government bodies, the European Commission, the World Bank, the EBRD, private sector banks, actual and potential metals company buyers and sellers, and metals companies themselves.
- A selection of recent client testimonials can be provided on request

INTRODUCTION TO MCI RECENT ASSIGNMENTS (1)



- Recent assignments include:
 - **Special steels market study:** market entry strategy for medium-sized Czech steelmaker
 - **Facility restructuring:** Preparation of permanent hot rolling mill closure plan for appraisal by European Commission; East European client
 - **Industry privatisation:** Work on business plan; Polish producer of heavy plate
 - **Preparation of National Steel Restructuring Programmes:** Assignments undertaken in several EU Candidate States; each assignment ~4-6 months
 - **Due diligence assessment:** Erdemir steelworks

INTRODUCTION TO MCI

RECENT ASSIGNMENTS (2)



- Recent assignments include:
 - **Special steels market study:** market entry strategy for medium-sized Czech steelmaker
 - **Performance improvement plan:** 2 month project for leading metals company
 - **Modernisation feasibility study:** melt shop modernisation and new hot strip mill, Ukraine [market, technical, environmental and financial appraisal]
 - **Service Centre investment strategy:** Review of steel distribution channels for flat/long/tube products by domestic and foreign owned service centres in Poland
 - **Plate mill feasibility study:** Market study work as part of a broader feasibility appraisal, concerning a heavy plate mill investment for large diameter pipe production in the CIS

INTRODUCTION TO MCI MANAGEMENT



- MCI is led by Dr Andrzej M Kotas, Managing Director. Andrzej specialises in modernisation and restructuring of the metals industry in Central & Eastern Europe. His experience in this area was gained starting in the early 1990s working for Beddows & Co and later for Hatch
- During his career Andrzej, who speaks fluent Polish, has led many different consultant teams working on both national and corporate industry restructuring programmes, principally in Central & Eastern Europe
- Andrzej is a well-known conference speaker and frequent commentator in the international business press (Financial Times, Metal Bulletin, Steel Week, Sky News) on issues to do with the Central and East European metals industry. In 2002 Andrzej founded the steel industry news and information portal www.steelonthenet.com

INTRODUCTION TO MCI LEGAL STATUS



- Metals Consulting International Limited was founded in 2003
- The business is incorporated under the 1985 Companies Act as a Limited Company registered in England and Wales
- MCI's Company registration number is 4938719. The VAT number is GB 863 5880 86
- MCI is privately owned

INTRODUCTION TO MCI CONTACT INFORMATION



- For further information and assistance, or for an initial no-obligation discussion please contact:

Andrzej M Kotas, Managing Director
Metals Consulting International Limited
22 Nesta Road
Woodford Green
Essex IG8 9RG
United Kingdom

☎ +44 (0) 208-504-2805 ☎

☎ +44 (0) 775-149-0885 ☎

Skype: amkotas

Email: MCI@steelonthenet.com