

Metal One Corporation
~ Mexico Operation ~

Metal One de Mexico, S.A. de C.V.



Metal One

株式会社メタルワン

<http://www.mtlo.co.jp>

Metal One contributes to the maximizing of the corporate value of our customers, the sustained development of the metal industry and the creation of a steel distribution market for the future, making use of all our business resources, as an integrated steel trading company.

■ Headquarters:

7-2, Marunouchi 2-chome, Chiyoda-ku,
Tokyo 100-7032, Japan **Tel:** +81-3-6777-
2000

■ Established:

January 6, 2003

■ Capitalization:

¥100 billion

■ Shareholders:

Mitsubishi Corporation and Sojitz
Corporation

■ No. of employees:

Consolidated: Approx. 10,000 (As of April
2015)

Non-consolidated: 1,151 (As of April 2015)

■ Financial Results:

(Unit: JPY billion)

	Consolidated Sales	Operating Income	Ordinary Income	Net Income
Term ended Mar. 2015	2,421.6	26.2	25.9	22.7
Term ended Mar. 2014	2,563.3	35.1	33.7	23.7
Term ended Mar. 2013	2,305.7	25.7	28.1	21.9
Term ended Mar. 2012	2,473.0	27.0	25.2	14.4
Term ended Mar. 2011	2,523.5	28.8	31.7	18.8
Term ended Mar. 2010	2,109.0	14.4	13.9	10.5
Term ended Mar. 2009	3,331.6	45.3	48.4	20.6
Term ended Mar. 2008*	3,552.7	64.9	66.1	39.1
Term ended Dec. 2006	2,746.7	62.0	63.7	39.9
Term ended Dec. 2005	2,576.6	49.5	53.2	32.9
Term ended Dec. 2004	2,277.9	44.5	47.5	22.7
Term ended Dec. 2003	1,900.0	20.5	21.2	10.6

*Fifteen-month accounting period due to a change in the fiscal year-end

Global Network (Overseas Bases)

Group networks that span the entire globe

Over 60 Countries and 100 Cities in the world
(including commissioned office to Mitsubishi/Sojitz)

(As of April 1, 2014)

★ Commissioned to Mitsubishi Corporation; ▼ to Sojitz Corporation

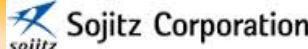


Overseas Bases
(including contracted operators)



60%

Metal One



40%

Metal One Holdings America

- <Office>
- Chicago
 - Cleveland
 - Detroit
 - Los Angeles
 - Miami
 - Nashville
 - Portland
 - Seattle

Metal One America

Tubular Structure International

MC Tubular Products

MCTP Canada

Nifast

Nifast Canada

Nifast Mexicana

Neturen America

Coilplus Inc.

- CP Alabama
- CP Illinois
- CP Ohio
- CP Pennsylvania
- CP Texas
- CP Berwick
- CP Connecticut
- CP North Carolina

CP Canada

Coilplus Mexicana

Metal One de Mexico

Nicometal Mexicana

Nicometal Hidalgo

Nicometal Bajio

U.S.

Canada

Mexico

Organization in North America

Long History in Mexican Market

1. SUMMARY ~

Metal One has a long history and local presence within the Mexican market, **closely combining with Nippon Steel to develop and supply steel products to blue-chip Mexican companies**, such as Nissan Mexicana and Jumex/La Costena.

2. HISTORY ~

- 1985 Commence sales of Nippon Steel material to **Nissan Mexicana**
 - 1989 Commence sales of Nippon Steel tinplate canning material to Jumex/La Costena
 - 1993 Invest 10% in Yorozu Mexicana (Auto Suspension Maker)
 - 1994 Establish Nicometal Mexicana (Steel Service Centre) - 1st S/C -
 - 1998 Invest 19.5% in San-S Mexicana (Auto Stamping Parts Maker)
 - 2000 Establish Nifast Mexicana (Fastener Sales)
 - 2003 Nicometal Mexicana commences business with **General Motors Mexico**
 - 2004 Nicometal Mexicana commences business with Ternium Mexico
 - 2005 Construct second plant at Nicometal Mexicana, Aguascalientes
 - 2008 Commence business with **Ford Mexico** (Hermosillo & Cuautitlan)
 - 2009 Commence business with **VW Mexico**
 - 2009 Commence business with **Chrysler Mexico (Fiat 500)**
 - 2010 Establish Coilplus Mexicana (Steel Service Centre) - 2ND S/C -
 - 2011 Establish Metal One Corporation Mexico Representative Office
 - 2011 Awarded VW-Mexico S/C Pooling business for 3 years (2013-2015)
 - 2012 Establish Nicometal Hidalgo (New Steel Service Centre in Hidalgo) - 3RD S/C -
 - 2012 Invest 10% Yorozu Automotive Guanajato de Mexico (Auto Suspension Maker)
 - 2012 Invest 20% Nippon Steel Pipe de Mexico (Automotive Steel Pipe Products)
-
- 2013 Establish Nicometal Bajio (New Steel Service Centre in Guanajato) - **New** - - 4TH S/C -
 - 2013 Commence business with Tenigal Mexico (Nippon Steel & Ternium) - **New** -
 - 2013 Commence business with **Honda Mexico** (and Mazda's supplier) - **New** -
 - 2014 Invest 25% in KOBELCO CH WIRE MEXICANA (Cold Heading Quality wire producer) - **New** -
-

Business Outline

Automotive

- Service Center Operation
- Steel Plate/HRC and Wire & Specialty Steel (Trading & Logistic arrangement)

Non Automotive

- Steel for Consumer Goods Industries (Trading & Logistic arrangement)
- Steel Pipe and Pipe materials for Energy Industries (Trading & Logistic arrangement)



Customers

- Major Car Makers : Nissan Mexican, GM, Volkswagen, Ford, Chrysler
- Consumer Goods Ind. : Jumex, La Costena etc...
- Domestic mills : Viillacero, Local pipe mills, etc...
- Energy related Co. : PEMEX, CFE, TCPL, IEnova, ICAF, GdF etc...

Supporting mills

- Nippon Steel & Sumitomo Metal Corp.
- JFE Steel Corp.
- Kobe Steel Ltd
- Ternium
- etc...

Network and Operations in Mexico

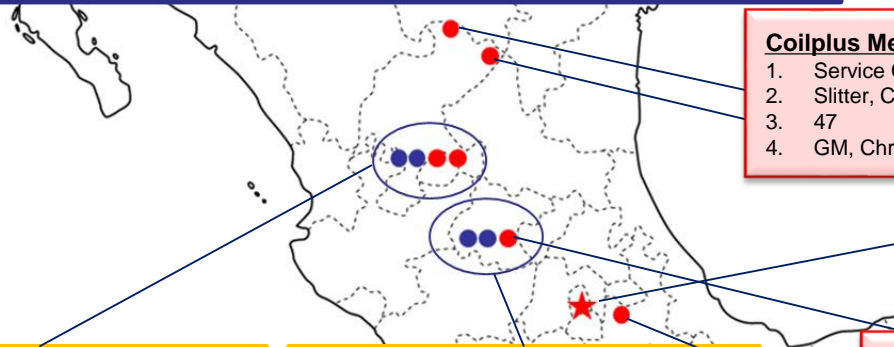
6 Group companies and 5 Related companies
for various needs of customers and the market

Metal One Group

1. Business
2. Facilities
3. Employees
4. Customers

Related Company

1. Business
2. Establishment
3. Shareholders
4. MO's share



Coilplus Mexicana (2010)

1. Service Center
2. Slitter, Cut to length Warehouse
3. 47
4. GM, Chrysler, Magna, etc.

Metal One de Mexico (2003)

1. Trading
2. Corporative Office
3. 26
4. Nismex, VW, Ford, Costena, etc.

MTY Branch (2014)

1. Trading
2. Branch Office
3. 2
4. Tenigal

AGU Branch (2014)

1. Trading
2. Branch Office
3. 3
4. G-MEX, NHK, Goshu, etc

Nicometal Mexicana (1994)

1. Service Center
2. Slitter, Cut to length, Warehouse
3. 101
4. Nissan, Honda, GM, etc.

Nicometal Bajio (2013)

1. Service Center
2. Slitter
3. 70
4. Honda, Nissan, VW, etc..

Nicometal Hidalgo (2012)

1. Service Center
2. Slitter, Warehouse
3. 45
4. VW, Ford, Chrysler, etc.

Nifast Mexicana (2002)

1. Fastener Sales (distribution)
2. Warehouse
3. 5
4. Yorozu, YKM

Nippon Steel & Sumikin Pipe Mexico

1. Mecha-Tube for Auto
2. 2012
3. NSPC, SPT&SC Inv., Metal One
4. 20.00%

Yorozu Mexicana (YMEX)

1. Auto Parts
2. 1993
3. Yorozu, Metal One
4. 10.63%

Yorozu Automotive Guanajuato Mexico

1. Auto Parts
2. 2012
3. Yorozu, YMEX, Metal One
4. 7.00%

San-S Mexicana

1. Auto Parts
2. 1998
3. San-Esu, aaa, Metal One
4. 19.50%

KOBELCO CH WIRE MEXICANA

1. Cold Heading Quality wire
2. 2014
3. Shinsho, Kobe Steel, Osaka Seiko, Simec, O&k American, Metal one
4. 25.00%

METAL ONE SERVICE CENTER NETWORK IN THE WORLD.

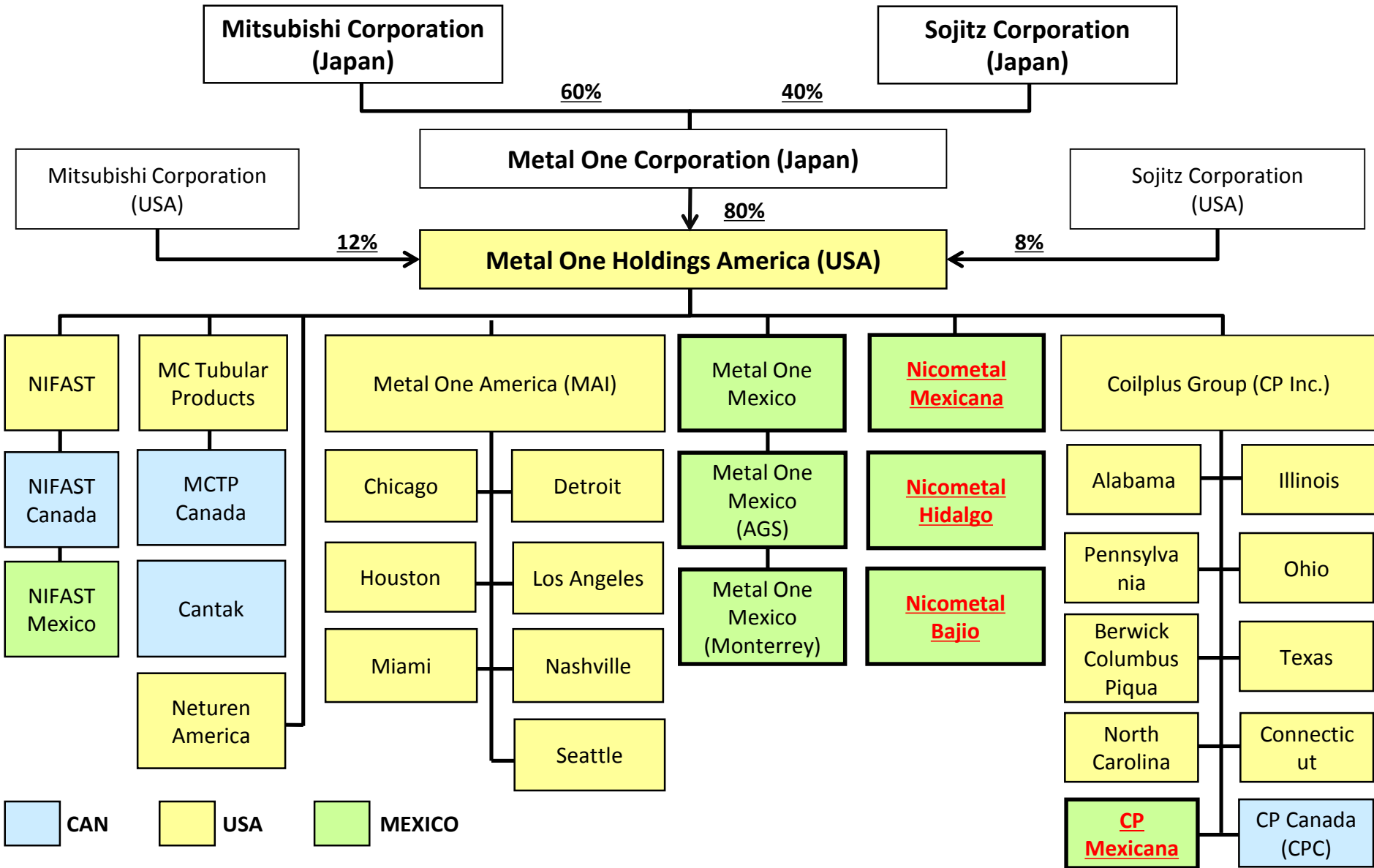


Metal One

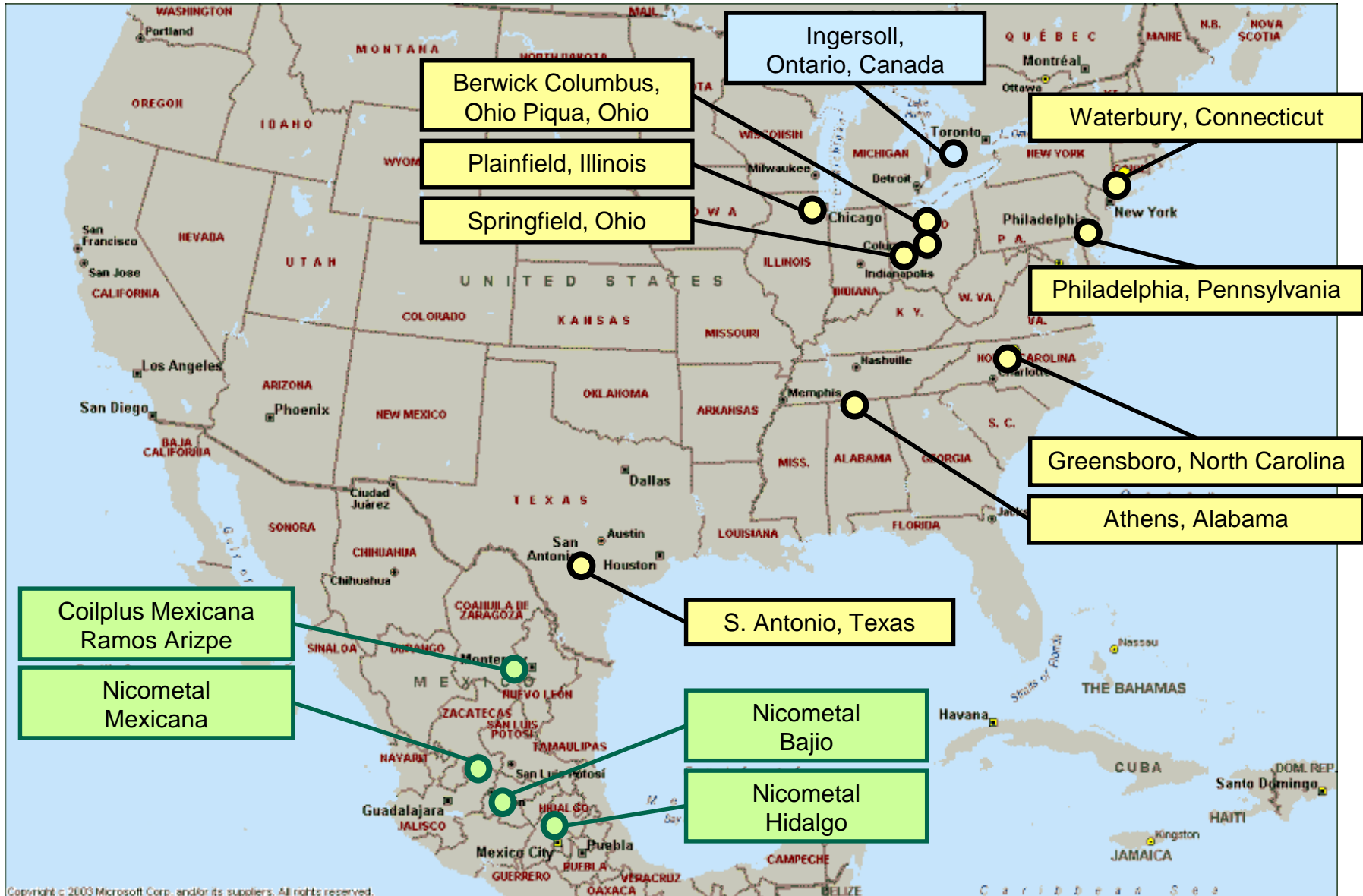
Service Center in Mexico

Company Profile

1, Metal One Organization in North America



2, Service Center Group Network



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3, Metal One Operation in Mexico

1. Metal One Group

Company Name	Business	Location	Shareholders	Establishment	Employees
Metal One de Mexico	Trading	Mexico D.F.	Metal One Holdings America Inc.	2003	24
MO (Monterrey)	Branch office	Monterrey	Metal One Corporation	2011	2
MO (Aguascalientes)	Branch office	Aguascalientes	Metal One Corporation	2015	1
Nicometal Mexicana	Service Center	Aguascalientes	Metal One Holdings America Inc.	1994	92
Nifast Mexicana	Fastener sales	Aguascalientes	Nifast Corporation	2000	5
Coilplus Mexicana	Service Center	Ramos Arizpe	Coilplus Inc.,	2010	51
Nicometal Hidalgo	Service Center	Hidalgo	Metal One Corporation	2012	60
Nicometal Bajio	Service Center	Celaya	Metal One Corporation	2013	63

2. Investing Company

Company Name	Business	Location	MO Shareholders	Establishment	Share
Yorozu Mexicana	Auto-parts	Aguascalientes	MO, MOHA, MOMEX	1993	10.63%
San-S Mexicana	Auto-parts	Aguascalientes	MO	1998	19.50%
Nippon Steel & Sumikin Pipe Mexico	Mecha-Tube for Auto	Guanajuato	MO	2012	20.00%
Yorozu Automotive Guanajuato Mexico	Auto-parts	Guanajuato	MO	2012	7.00%
Kobelco CH Wire Mexicana	Cold Heading Quality Wire	Silao	MO, Shinsho, Kobe Steel, Osaka Seiko, Simec, O&K American	2014	25.00%

3. Business Outline

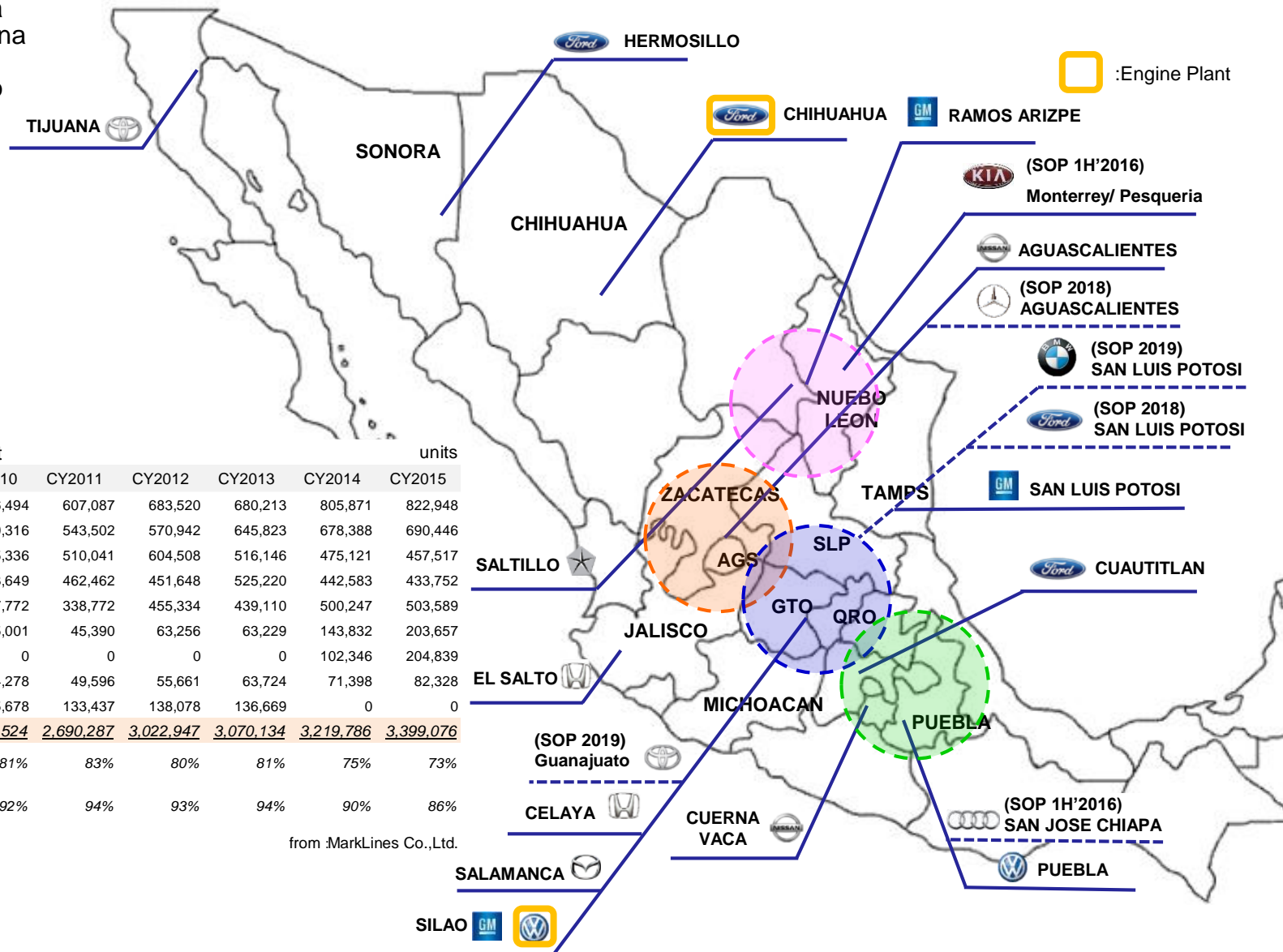
- Trading quantity CY 2015 : 680,000 MT (45% share of Japanese imported material = No.1)
- Supporting mills Nippon Steel (60% over), Ternium, JFE, Kobe Steel and others
- Main customers Nissan, Honda, GM, Volkswagen, Ford, Chrysler, and Jumex / La Costena (Tin plate) etc.
- Business segment Automotive (approx. 80%), Canning industry, etc.

4, 30 years Business history in Mexico

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Invest 10% Yorozu Automotive Guanajato de Mexico (Auto Suspension Maker)
Invest 20% Nippon Steel Pipe de Mexico (Automotive Steel Pipe Products)
- 2013 Establish Nicometal Bajio (New Steel Service Centre in Guanajato) - 4th S/C -
Commence business with Tenigal Mexico (Nippon Steel & Ternium)
Commence business with **Honda Trading de Mexico**

5, OEM Location, Service Center Network

- Coilplus Mexicana
- Nicometal Mexicana
- Nicometal Bajío
- Nicometal Hidalgo



□ : Engine Plant

Domestic Production Result

	units						
	CY2009	CY2010	CY2011	CY2012	CY2013	CY2014	CY2015
Nissan	355,414	506,494	607,087	683,520	680,213	805,871	822,948
GM	350,534	559,316	543,502	570,942	645,823	678,388	690,446
VW	320,701	435,336	510,041	604,508	516,146	475,121	457,517
Ford	234,330	393,649	462,462	451,648	525,220	442,583	433,752
FCA	157,082	257,772	338,772	455,334	439,110	500,247	503,589
Honda	47,728	55,001	45,390	63,256	63,229	143,832	203,657
Mazda	0	0	0	0	0	102,346	204,839
Toyota	42,696	54,278	49,596	55,661	63,724	71,398	82,328
others	55,684	85,678	133,437	138,078	136,669	0	0
TOTAL	1,564,169	2,347,524	2,690,287	3,022,947	3,070,134	3,219,786	3,399,076

Market Share of the top-four

81%	81%	83%	80%	81%	75%	73%
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Market Share of the top-five

91%	92%	94%	93%	94%	90%	86%
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from :MarkLines Co.,Ltd.

6, Outline of 4 Service Centers

Nicometal Mexicana

Nicometal Bajio

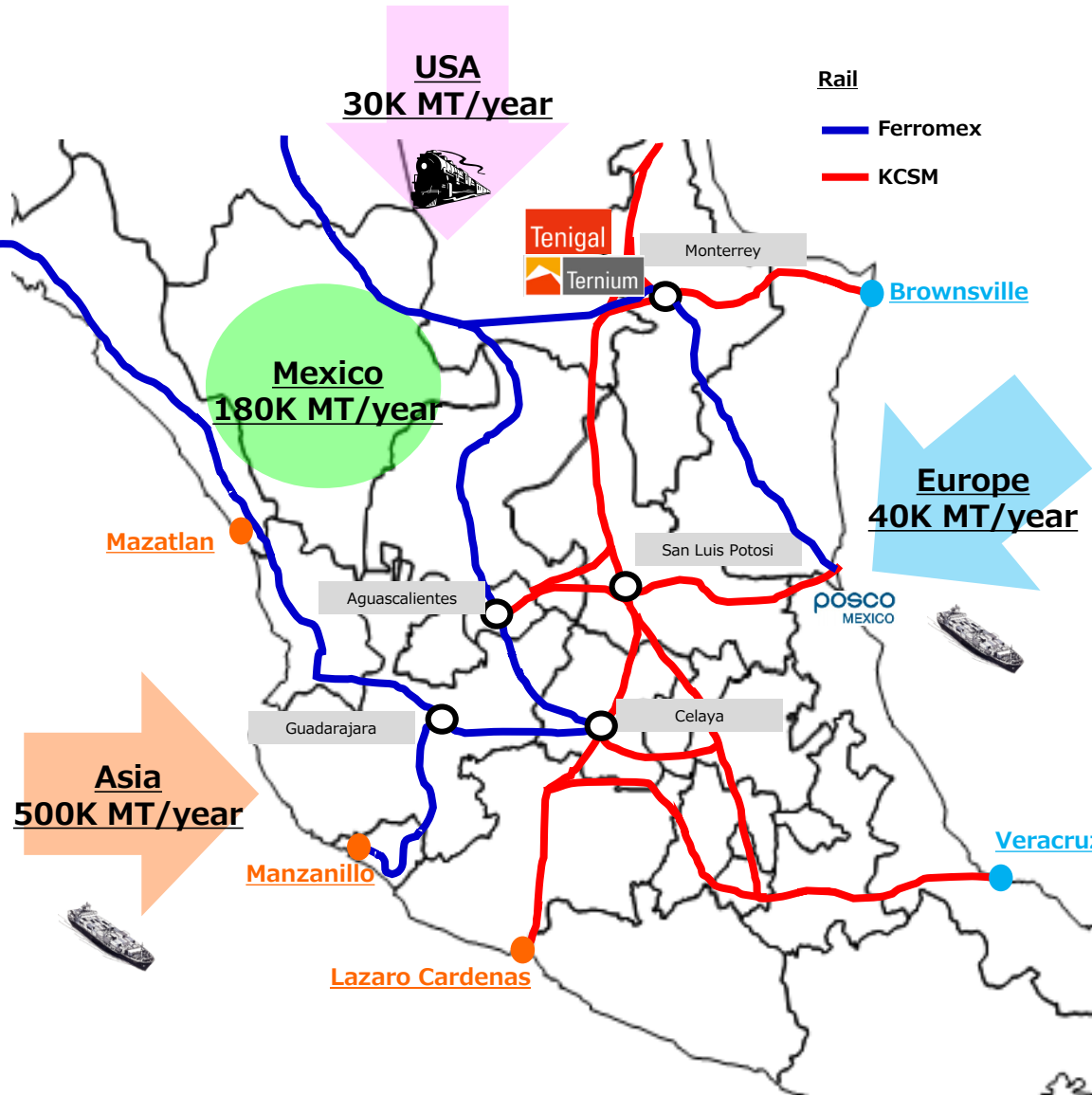
Nicometal Hidalgo

Coilplus Mexicana



Location	Aguascalientes	Guanajuato (Apaseo el Grande)	Hidalgo	Monterrey (Ramos Arizpe)
OEM	NISSAN, GM, FCA	HONDA, NISSAN, VW	VW, NISSAN	GM, FCA
Volume (750KMT/year)	450	110	120	70
Establishment & SOP	April, 1994 March, 1995	October, 2012 February, 2014	April, 2012 April, 2013	April, 2010 June, 2011
Capital & Shareholders	USD 7 mil. MOHA: 99.9% CoilPlus Inc : 0.1%	USD 13 mil. Metal One: 99.9% MOMEX: 1 stock	USD 5 mil. Metal One: 99.9% MOMEX: 1 stock	USD 8 mil. CoilPlus Inc : 99.9% MOHA: 1 stock
Japanese Management (13 persons)	<ul style="list-style-type: none"> ● Mr. Kano(Pres.) ● Mr. Suzuki(MGR) ● Mr. Noguchi(MGR) ● Mr. Kishino(ADVSR) 	<ul style="list-style-type: none"> ● Mr. Okuyama(Pres.) ● Mr. Ito(GM) ● Mr. Kobayashi(MGR) ● Mr. Horisawa(Plant GM) 	<ul style="list-style-type: none"> ● Mr. Mizugaki(Pres.) ● Mr. Matsunaga(CFO) ● Mr. Kawai(MGR) 	<ul style="list-style-type: none"> ● Mr. Nagasaka(Pres.) ● Mr. Yamada(Plant GM)
Employee (266)	92	63	60	51

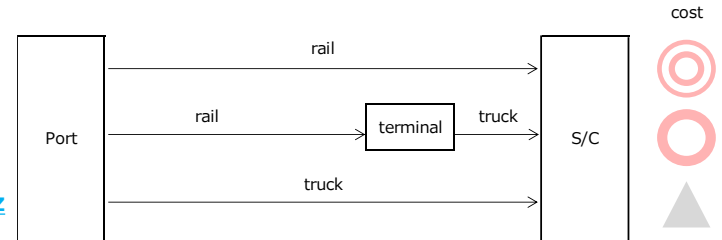
7, Steel Sourcing to the Mexico Market



Area	Mill	Port	Transportation
Asia	NSSMC	Manzanillo	Truck
	NSSC	Lázaro Cárdenas	Rail
	JFE		
	Kobe		
	NISSHIN		
	Toyo Kokan		
	POSCO Korea		
	8 mills CSC		
USA	AMNS CALVERT 2 mills NUCOR	-	Rail
Europe	AM	Veracruz	Rail and/or Truck
	BILSTEIN	Altamira	Rail and/or Truck
	SALZGITTER		
	TATA		
	5 mills SSAB		
Mexico	TENIGAL TERNIUM 3 mills POSCO Mexico	-	Rail and/or Truck

Total: 18 mills

Cost comparison



※Rail spur availability

- Nico/AGS, BJO, CPM → Owned
- Nico/HGO → TBD

8, Relationship with Parts manufacturers

- : NISSAN
- ▲: HONDA
- ◆: Mazda
- ★: TOYOTA
- ▼: Others
- : VWM
- : GM
- ▽: Chrysler

Area	Customer	AGS	BJO	HGO	CPM
Monterrey /Ramos Arizpe	Formex				○
	Aisin				★
	Estampados Magna				○
	Matcor				●
	Martinrea				○
	Mitsuba				●

Area	Customer	AGS	BJO	HGO	CPM
Celaya	G-ONE		▲		
	YAGM		▲●□	□	
	YUTAKA		▲		
	YACHIYO		▲		
	PEMSA	●	▲●□	□	
Irapuato	CIE	▼			
	G-MEX	◆	▲		
	U-shin		◆		
Queretaro	GM	○			
	TACHI-S	▲			
	Bathesville	▲			
	FNG		●		
	Gill QRO			□	
	Narmx			□	
	Cleveland Die		▲		
	TYRSA	●			
	VRK			□	□
	F&P		▲		
Silao	Hirotec	●▼			
	Hiruta		◆		
	Johnan		●		
	Martinrea		●□	□	▼
	Topy		▼		
	Chrysler	▽			
San Jose Iturbide	Inmetamatic	□	●		
San Juan del Rio	Topre		▲		

Area	Customer	AGS	BJO	HGO	CPM
Zacatecas	Johnson	▼			
Aguascalientes	Nissan	●			
	Alphametal	●			
	Ditromex	○			
	FTMEX	●			
	Gestamp	●○			
	Insa	●			
	Minth	●			
	Molitec steel	●			
	SAN-S	●▲			
	Shoshiba	◆			
	UPM	●			
	YMEX	●			
	San Luis Potosi	Daiei stamping	▼		
FCC			▲		
Metalsa		★●□		□	
Metrican				□	
Otscon		●			
Sabinas	San Luis Metal Forming	●○		●□	
	Mitsuba	▼			

Area	Customer	AGS	BJO	HGO	CPM
Mexico City	Gill MEX			●□	
	Hamsa			●	
	Nugar			□	
	PEASA			●	
	Ramco			●	
Puebla	Allgaier			□	
	Autotek			●	
	Benteler			●▲	
	FNG Lunkomex			●	

9, Equipment Specifications

Nicometal Mexicana



Land area
 Building area

No1 Plant: 18,312m²
 No2 Plant: 23,530m²
 No1 Plant: 6,000m²
 No2 Plant: 5,000m²

● Slitter
 Thickness 0.50 - 4.50 mm
 Width(input: MC) - 1,574mm
 Width(output: FG) 25.4mm -
 Coil weight Max. 20MT
 Coil ID 20/24inch
 Capacity(/month) 11,000MT

● Cut to length
 Thickness 0.50 - 2.78 mm
 Width(MC) - 1,538mm
 Width(FG) 25.4 - 5,130mm
 Coil weight Max. 20MT
 Coil ID 20/24inch
 Capacity(/month) 2,200MT

Overhead Crane
 No1 Plant
 25MT : 4
 10MT : 1
 No2 Plant
 25MT : 2

Forklift
 7.0MT : 1
 2.7MT : 2
 2.0MT : 1

Rail spur Owned

Nicometal Bajjo



45,079m²
 14,160m²

● Slitter1
 Thickness 0.60 - 3.40 mm
 Width - 1,828mm
 40.0mm -
 Max. 27MT
 20/24inch
 7,000MT

● Slitter2
 Thickness 1.60 - 6.50 mm
 Width - 1,550mm
 50.0mm -
 Max. 30MT
 20/24inch
 12,000MT

MC yard
 35MT : 1
 FG yard
 20MT : 2
 15MT : 2

6.5MT : 1
 2.5MT : 1

SOP : 2015

Nicometal Hidalgo



25,000m²
 7,800m²

● Slitter
 Thickness 0.50 - 3.20 mm
 Width - 1,550mm
 30.0mm -
 Max. 20MT
 20/24inch
 11,000MT

MC yard
 35MT : 1
 FG yard
 30MT : 1
 20MT : 1

5.0MT : 1

-

Coilplus Mexicana



48,000m²
 9,800m²

● Slitter
 Thickness 0.38 - 6.00 mm
 Width - 1,828mm
 25.4mm -
 Max. 30MT
 20/24inch
 12,000MT

MC yard
 35MT : 1
 FG yard
 35MT : 2
 15MT : 1
 8MT : 1

5.0MT : 1

Owned

10, Certified company

Nicometal Mexicana, Hidalgo and CPM are certified according to ISO/TS 16949/2009.



CERTIFICATE



This is to certify that

COILPLUS MEXICANA, S. A. DE C. V.

Av. Lambda No. 1450, 12-B
 Parque Industrial Santa Maria
 25903 Ramos Arizpe, Coah.
 México.

has implemented and maintains a **Quality Management System**.

Scope:
 Slitting and cut to length of steel coils and sheets according to the automotive sector.

An audit, conducted and documented in a report, has verified that this quality management system fulfills the requirements of the following ISO Technical Specification:

ISO/TS 16949 : 2009

(without product design)

Certification decision	2012-08-28
This certificate is valid until	2015-08-27
Certificate Registration No.	10011595 TS09
IATF No.	0145670
Buffalo Grove, IL, USA	2012-08-29



UL DQS Inc.

Ganesh Rao
 Ganesh Rao
 Managing Director

IATF Contract Office: DQS GmbH, August-Schanz-Straße 21, 60433 Frankfurt am Main, Germany
 Issuing Office: UL DQS Inc., 1130 West Lake Cook Road, Suite 340, Buffalo Grove, IL 60089 USA

THANK YOU VERY MUCH!!