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Prepared



Business Development



Bosnia Steel Center - Sarajevo



Bosnia Steel Center has been founded as a response to a growing need of steel processing companies in Bosnia and Herzegovina to sell their products on European and other foreign markets like North Africa and the Middle East. There are many small steel processing companies in Bosnia and Herzegovina with 20 to 100 employees. Most of these make high quality products, but are unable to sell abroad.





Presentation

Current Situation

- The Balkans Metal Market estimate - EUR 2 Billion
- Imports from Italy, Austria, Germany, Hungary, Slovakia, Slovenia and Serbia.
- Existing capacities/ facilities in Serbia and Macedonia are closing due to overemployment and outdated technology.
- Export of Metal Products, without Construction Metals, from Bosnia and Herzegovina in 2013 was 166,475,174 kg in amount of EUR 200,000,000, but in 2014 it was 146,472,615 kg in amount of EUR 193,000,000.
- Only in Bosnia and Herzegovina there is infrastructure for future development (electricity, roads, railways, taxation policy, etc.)
- Bosnia and Herzegovina has favorable relations with EU, USA, Canada etc.
- Bosnia and Herzegovina has tradition and qualified staff in Metal Processing Industry.

Smederevo, Serbia



Makstil, Macedonia



Market

Who are buyers?



Military
Cartidges, Gun Barrels, etc.

EUR
25+ M

Bosnia and Herzegovina



Transportation
Tanks and Boilers, Vehicles, Trains, etc.

EUR
40+ M

Bosnia and Herzegovina



Processing Equipment
Mines, Machines, etc.

EUR
50 M

Bosnia and Herzegovina

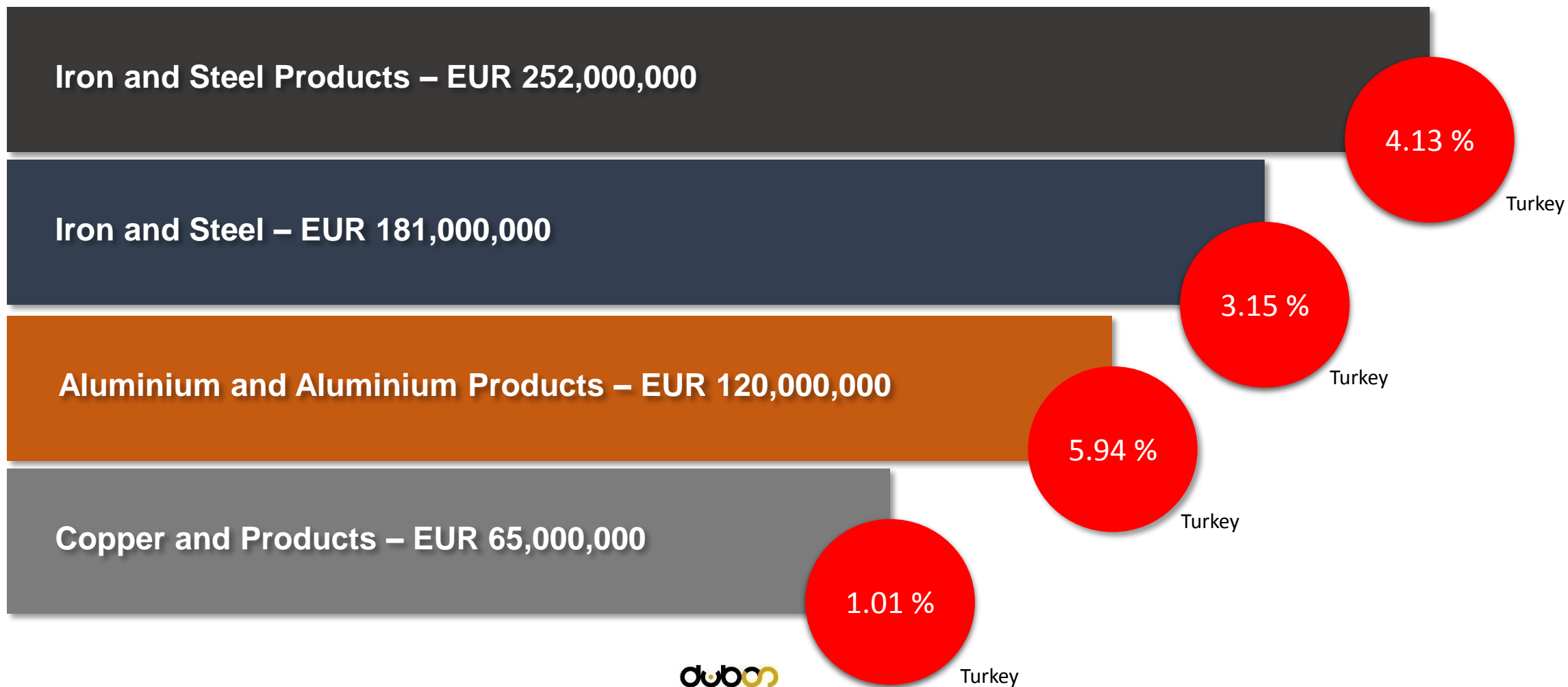


Construction
Constructions elements, etc.

EUR
55+ M

Bosnia and Herzegovina

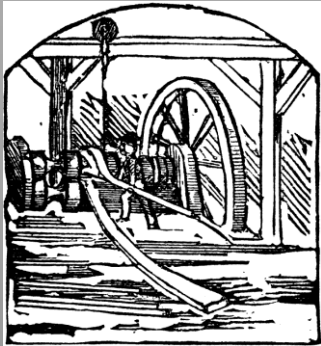
Market Imports





Investment

Processing facilities



Stell Rolling Mill



Welded Tubes



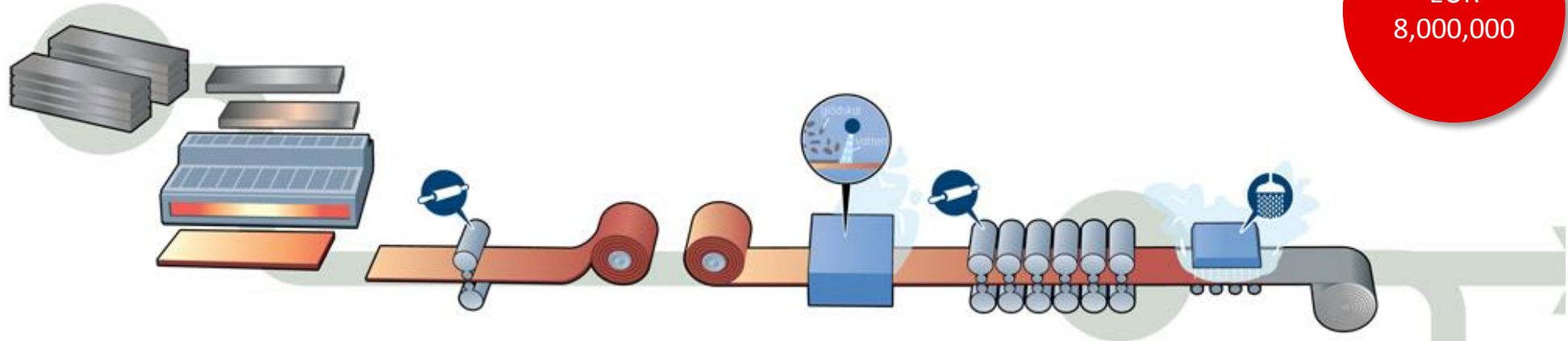
Construction Beams



Investment

Processing facilities - Steel Sheet Rolling Mill Process

EUR
8,000,000



Sheet Rolling Mill

Rolling is a metal forming process in which metal stock is passed through one or more pairs of rolls to reduce the thickness and to make the thickness uniform.

1. The slabs are heated in slab furnaces to the correct rolling temperature of about 1,250°C.

2. In the roughing mill, the slab thickness of 220 mm is reduced to 30 mm. The steel is coiled and increases in length from 11 meters to a coil with 80 meters of heavy plate.

3. The plate is cleaned to remove millscale in several stages during hot rolling.

4. The hot rolling mill is a wide strip mill that can roll the whole width of the slab in one pass through the six stands. Extreme forces are applied to the rolls that roll the steel to a thickness of between 16 mm and 1.8 mm. The rolling speed is 120 km/h at the end of the hot rolling mill. If the sheet is rolled down to a thickness of 2 mm, the sheet will have grown in length from 80 meters to 1,300 meters.

5. The sheet is cooled before it is coiled onto a coil. The material temperature during coiling may be 600°C or below.



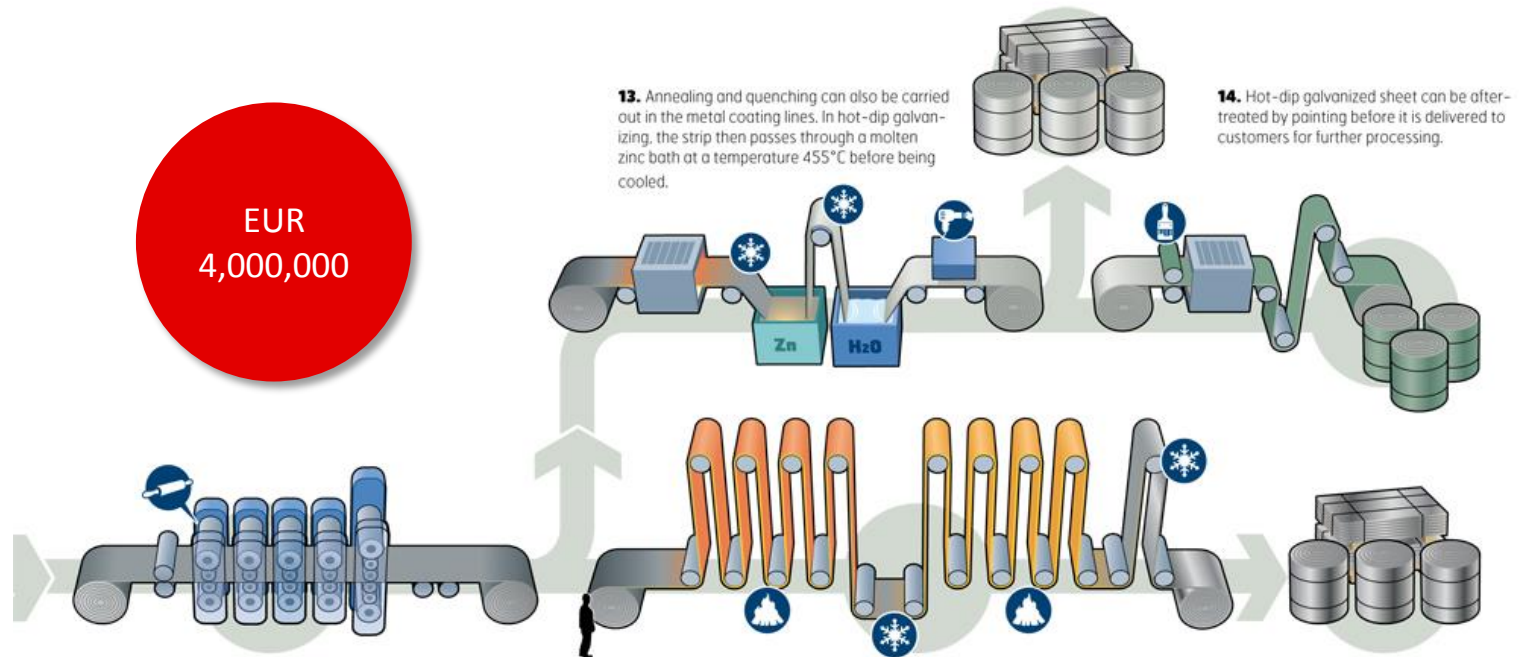
6. Hot rolled sheet steel is sold in coils or cut to length.



Investment

Processing facilities - Steel Sheet Rolling Mill Process

EUR
4,000,000



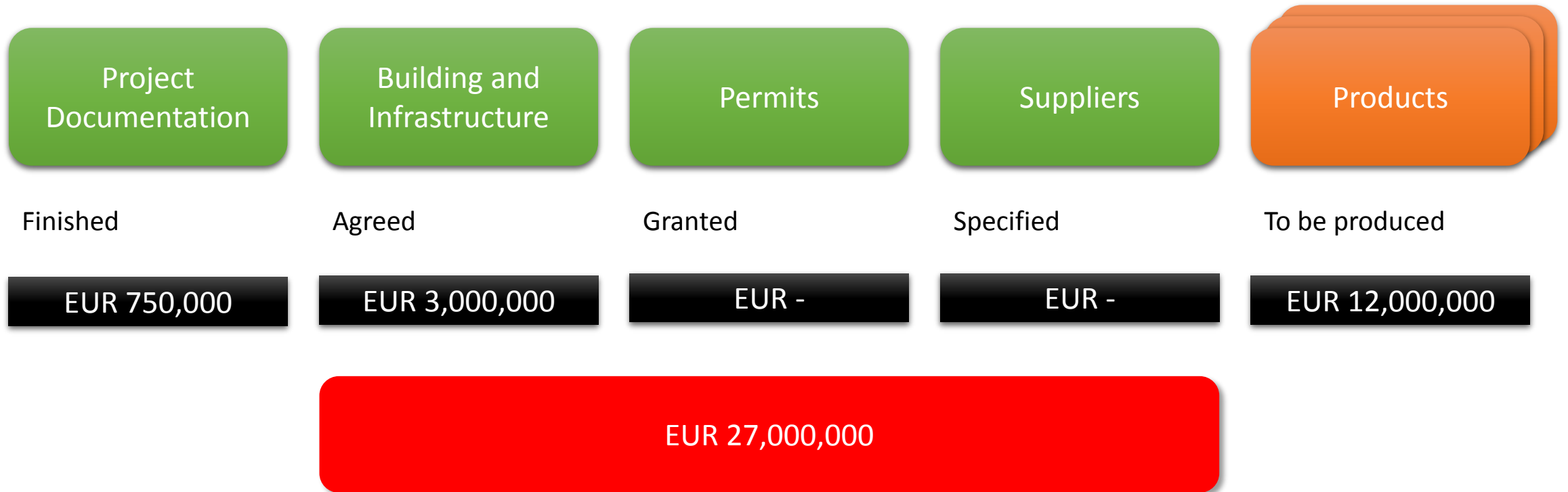
Roll Slitter

Roll slitting is a shearing operation that cuts a large roll of material into narrower rolls. There are two types of slitting: log slitting andrewind slitting.



Investment

Processing facilities - Steel Sheet Rolling Mill Process





Investment

Processing facilities – Welded Tubes

EUR
12,000,000



Welded Tubes

Special type of tubes.



Investment

Processing facilities – Beams

EUR
20,000,000

Construction Beams

A beam is a structural element that is capable of withstanding load primarily by resisting bending. The bending force induced into the material of the beam as a result of the external loads, own weight, span and external reactions to these loads is called a bending moment. Beams are characterized by their profile (shape of cross-section), their length, and their material.

