




TIBIIS

Our company operates in the physical trade of steel and steel related products on an international scale.

Our headquarters are located in Lugano, Switzerland, closely supported by our global network of branch offices and agents.

Our mission is to deliver steel products and raw materials for the commodities industry that meet precise client specifications. We add value at every stage of the production chain through quality assurance, pre-financing suppliers, logistics optimization and technical advice, all whilst monitoring successful execution up to delivery to the end-user.

At Tibiis we keep pursuing selective strategic alliances and invest in solid long-term business relationships with both our clients and suppliers, while managing risk inherent to our business.



Our size means we can focus on and accommodate individual customer needs. Your success is our determination to succeed.



## TIBIIS OUR VISION

Since day one Tibiis harnesses all its resources to understand the client whilst technically satisfying his needs.

Our clients believe and benefit from the added value that Tibiis offers, not only as a service provider, but also as a proactive enabler of new business relationships over the long term. As a reliable and competitive sourcing partner, Tibiis provides access to high quality physical commodities at competitive prices while delivering securely and on time.

Enjoying everyday challenges, Tibiis thrives on serving and supporting our clients as their requirements expand and develop.

## TIBIIS OUR STRATEGY

Our willingness to find and deliver tailor-made solutions to our clients in order to exceed their expectations, coupled with the broad experience of both our traders and agents throughout the world, is what enables Tibiis to leverage its multiple financial solutions to execute impeccable quality service, thus providing the lowest risk exposure for our clients.

*The driver of our success since the inception of Tibiis, first and foremost, is people.*

We know how personal business in niche markets has always been and our aim is to maintain a unique hands-on approach to further expand our presence in selected new markets by introducing new product flows, whilst maintaining a strong hold on responsiveness and flexibility.

The key of the Tibiis strategy is in the simplicity of delivering satisfaction to the highest of expectations.



Our strategy is to maximize our financial resilience and ingenuity to undertake new opportunities.

**TIBIIS** OUR STRATEGY  
FINANCIAL SOLUTIONS

Over the past years, volatility has become a key aspect of ocean freight rates, which has impacted not only charter party agreements, but also the contractual terms between buyers and sellers. Today, we consider this aspect to be as important as the price of the commodity itself.

To achieve timely, reliable and cost-effective transportation of goods, we trade across the world while simultaneously providing knowledgeable advice on market prices, quality and availability. Our team consistently dissects every step of the value chain in order to mitigate inefficiencies while taking advantage of researched opportunities.

Our approach continues to prove successful allowing Tibiis to provide pre-financing solutions to suppliers while offering advantageous payment terms suitable for our clients.



Risk management has become a top priority in the current economic climate.

**TIBIIS** OUR STRATEGY  
RISK MANAGEMENT

At Tibiis, we steadily monitor and prioritize risks to minimize our exposure to unlikely yet quantified adverse outcomes.

Success takes time and we aim to maintain what we are building today for our future. We leverage our strong risk culture by considering to undertake opportunities from a risk-adjusted perspective, prioritizing solid long-term relationships and assessing our transactions-flow at every step to ensure our risk profile is optimized.

Risk is an inherent part of our business, and we believe the more insight we gain and integrate into our daily operations, the more we will be able to mitigate it. Turning risk into our advantage.

**TIBIIS** OUR STRATEGY  
OUR PRODUCTS

**RAW MATERIALS**

- Iron Ore
- DRI / HBI
- Pig Iron

**SEMI FINISHED PRODUCTS**

- Billets / Blooms
- Slabs

**LONG PRODUCTS**

- Rounds (Forged & Rolled)
- D-bars / Wire
- Merchant Bars

**FLAT PRODUCTS**

- Heavy Plates
- Coils - HRC / CRC / Coated

**PIPES & TUBES:**

- Casing / Drilling / Tubing
- Line pipe
- Mechanical
- Structural
- Hydraulic Applications
- Gas Bottles & Special Applications

**SPARE PARTS & CONSUMABLES**

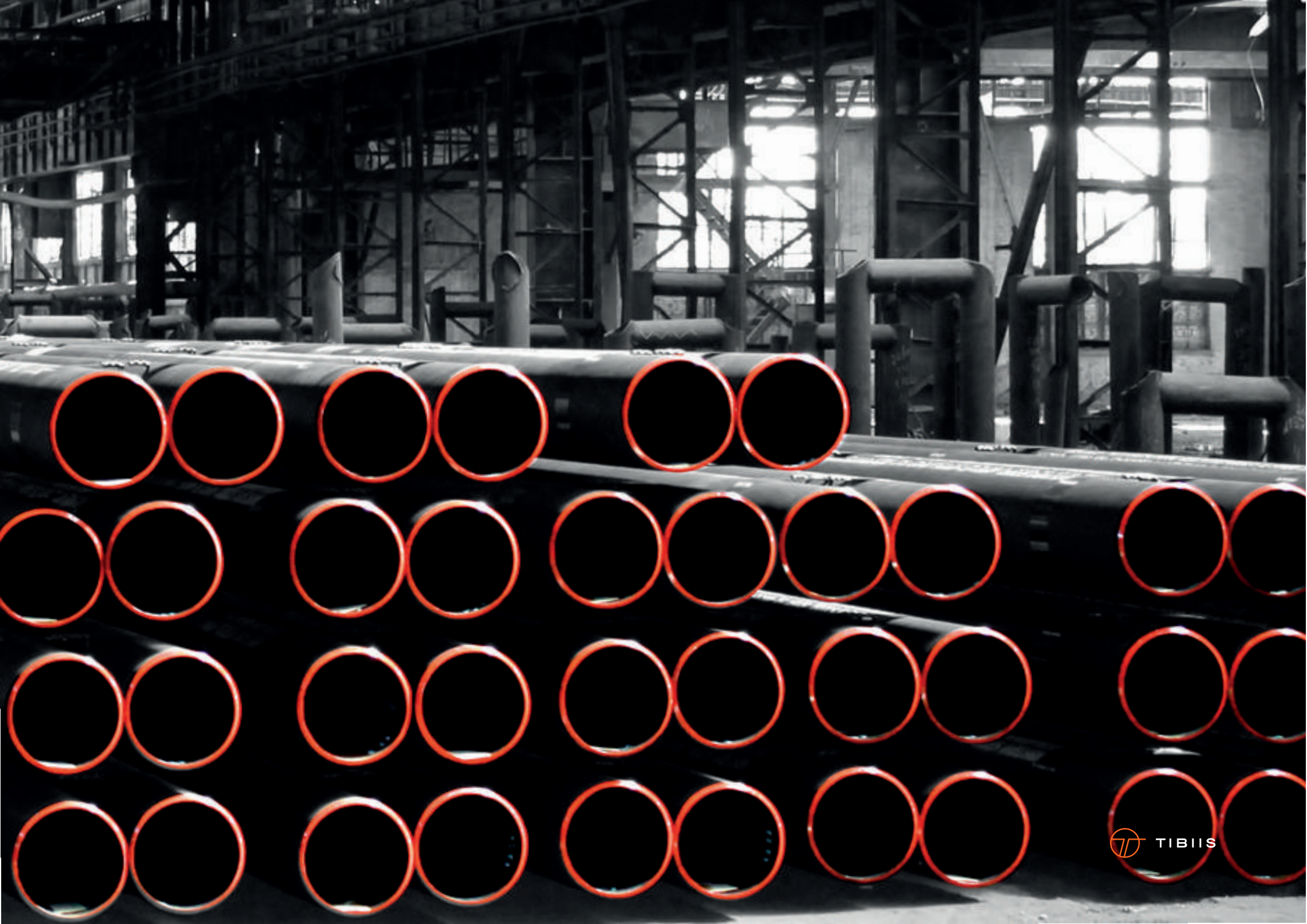
- Rolls / Blades / Graphites

**OTHERS**

- Fittings / Flanges / Valves







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