

*COMPANY BROCHURE*

*of TOKYO BOEKI MATERIALS LTD.*



Your partner in building  
the future



**TOKYO BOEKI MATERIALS LTD.**

## We will continue to contribute to the development of society and the solution for customers' issues as "a comprehensive materials provider for the steel industry".

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Under such circumstances, we, Tokyo Boeki Materials Ltd., will evolve our business to be more aggressive, diverse, and global, while inheriting our "origin business" of steel-related business since the foundation of Tokyo Boeki. As a "comprehensive materials provider for the steel industry," we will implement the following four measures to maximize the value we deliver to our customers.

### 1. Increase in the number of products handled

In addition to its mainstay steel, materials, and digital solutions businesses, Tokyo Boeki Materials has begun developing and procuring new commercial materials to augment our service lineup.

In 2023, we acquired all outstanding shares of Japan Advanced Roll Co., Ltd. and welcomed it as a group company, adding roll products to our product lineup. By maximizing the strengths of both companies, we will expand and develop the roll business to become number one in Japan and eventually in the world.

### 2. Expand business partners

The steel industry in Japan is facing a variety of challenges, such as conversion to electric furnaces for decarbonization and productivity improvement through DX promotion. By introducing unique digital solutions to solve these challenges together, we will expand our proposal opportunities to new customers as well as existing customers.

### 3. Expand overseas offices

In addition to the Chinese market, which is our strength, we will take on the challenge of launching new businesses overseas while strengthening sales in India, Indonesia, and Vietnam.

### 4. Strengthen human resource capabilities

It goes without saying that "people are the greatest asset" for a trading company. In addition to strengthening recruitment, we will enhance various HR development opportunities, such as position-based training, language training, and qualification acquisition support programs.

If you call on Tokyo Boeki Materials Ltd., they will provide you with the materials you need and work with you to solve any problems you may have at your manufacturing site." We hope to be such a company. While making full use of the comprehensive strengths of the Tokyo Boeki Group, each one of us will continue to fully accompany our customers of our ability, keeping in mind our Core Value, "the spirit of management participated by all".

We are determined to contribute to the development of the steel industry and society.

We look forward to your continued support.

TOKYO BOEKI MATERIALS LTD.

President and CEO

Hiroshi Shigezumi



# Business Domain



Our business consists of three segments: the Materials Business, which provides a stable supply of high-quality, low-cost refractories to the steel industry; the Steel Business, which actively develops exports of steel products and trilateral trade; and the Digital Solutions Business, which supports business innovation in the steel industry. We are developing our business globally as "a comprehensive materials provider for the steel industry" that continues to serve customers in the field of manufacturing.

In each of these businesses, we will provide optimal solutions to customers around the world, from product, service, and technology development to business building, to support the development of the industry as a whole and the evolution of manufacturing sites. We also hope to contribute to enriching the lives of people in the future.

We will continue to accurately grasp the trends of the world and the needs of our customers, and through aggressive business investment and business alliances, including M&A, we will continue to pursue better service through each innovation and the relentless challenge of each one of us.



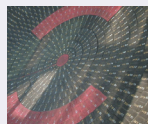
Provide total solutions from development to after-sales care for materials, equipment and services necessary for the steel industry.

We provide total solutions, including stable supply of refractories developed and manufactured by our joint venture in China to steel companies and after-sales service. We handle a wide range of refractories from high quality, low-cost shaped refractories to monolithic refractories. In the ceramics business, we provide integrated services from design and manufacturing to installation and maintenance as an engineering partner. With global demand for steel products expected to continue to increase, the addition of forged rolls manufactured by our group's Japan Advanced Roll Co., Ltd. to our new product lineup will support manufacturing sites as a comprehensive material provider.

Products and services provided by the Material Business

Refractory Products

JINAN LUDONG REFRACTORY CO., LTD., a joint venture located in Shandong Province, China, boasts an annual production capacity of 70,000 tons of magnesia-carbon bricks, which are supplied to many of Japan's major blast furnace manufacturers for their converter furnaces and ladles. We also sell products to electric furnace manufacturers for their secondary refining facilities.



Magnesia-Carbon bricks



Alumina silica refractories



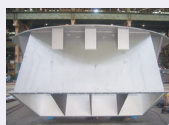
Agalmatolite brick



Precast block

Wear-resistant ceramics  
CERA-FIX

CERA-FIX is a new structural welding method that has dramatically improved heat and wear resistance without exposing the metallic part of the ceramic outer surface. As a comprehensive ceramics engineering partner, we offer an integrated service from design and construction to maintenance according to customer requirements.



Separate duct



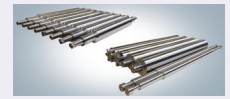
Miter bend

Forged rolls for rolling

In 2023, we welcomed Japan Advance Roll Co., Ltd. (JAR) as a group company. JAR is a specialized manufacturer that designs, develops, manufactures, sells, and maintains various types of forged rolls for rolling. As a top player in forged rolls, we have an extensive business base with customers not only in Japan but also overseas, especially in Asia and Oceania.



Backup rolls for rolling



Rolls for cluster type & Sendzimir mills



Work rolls for electrical steel sheet rolling

Cutting Tools

The company produces cutting tools, including edge-interchangeable drills and gear cutting tools made in China, for customers in Japan and overseas. Their quality and performance are equal to or better than those of leading domestic and overseas manufacturers. The edge-interchangeable drills are ready for immediate delivery by holding stock in Japan to meet customers' delivery deadlines.



Edge-interchangeable drill



Gear Cutting Tools  
(Zhejiang Shangyu Tool Co., Ltd.)



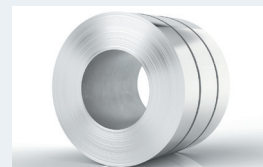
We supply various steel products to the global market, actively promoting overseas business building and business alliances.

We provide a stable supply of high-value-added steel products such as steel plates and strips worldwide, especially in Southeast Asia. To meet the diversifying needs of our customers, we have established a supply chain that includes tri-nation trade.

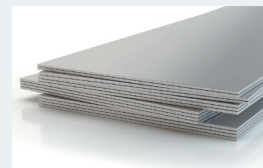
### Products and services provided by the Steel Business

#### Steel exports and trilateral transactions

We contribute to our customers' business activities by supplying the global market with high-quality steel products from major Japanese steel manufacturers, which are used as raw materials for automobile parts, construction materials, heavy equipment for mining, and other products. In addition, we have established a supply chain that includes tri-nation trade to meet the diversifying needs of our customers.



Coil



Steel plate



Wire rod



We develop a variety of digital solution services to solve the problems faced by the steel industry.

The steel industry is in the midst of great change, including the achievement of the 2050 carbon neutrality target and the 2030 emission reduction target, and the realization of greater efficiency in manufacturing sites through the promotion of DX. By developing and providing a variety of digital solution services, we will work with our customers to promote automation, labor savings, and digitalization at the manufacturing site.

## Products and services provided by the Digital Solutions Business

### Refractory residual thickness measurement system

We developed a portable CMM and analysis software specialized in refractories. The system measures refractories used in each facility on site and calculates the remaining thickness. We provide quantitative data on residual thickness and propose optimization of furnace life by reviewing materials and linings and optimize the total cost, including after-sales service.

#### <High portability>

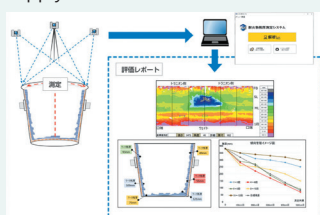
Mobile, high-precision CMMs can be used to measure multiple facilities without the need for fixed equipment.

#### <Refractory Support>

We can propose refractories suitable for our customers' operating environment based on residual thickness data and our extensive supply network.

#### <Dedicated customization>

In order to cater to customers specific needs, we develop and provide software through our group companies. Analysis procedures can be simplified and automated, and automatic reports can be generated according to customer requirements.

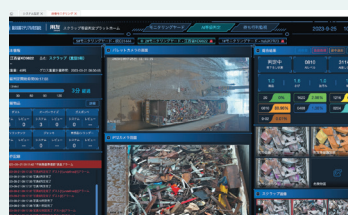


### Steel scrap AI grading system

- We have acquired the exclusive rights with Yonyou, one of China's largest cloud service providers for corporate clients, to sell the "Steel Scrap AI Grading System" in Japan.

- The steel industry is known as the industry that emits the largest amount of carbon dioxide in Japan. Currently, the various technological needs are generated by the industry to become carbon neutral, one of which is the conversion from blast furnaces to electric furnaces. While electric furnaces have the advantage of lower carbon dioxide emissions compared to blast furnaces, advanced sorting of scrap iron as raw material is essential for producing high-quality steel.

- We provide software services that incorporate AI into the grading process, which is currently performed visually, to increase efficiency and save labor at steelmaking sites.



# Global Network & History



From Japan to the world and from the world to Japan. As your partner in building the future, we will provide solutions that take root locally.

Tokyo Boeki Materials's global network has been built up over the years since its establishment. It will strongly and surely connect China, Asia, Oceania, and Japan with the rest of the world toward the future. Furthermore, the Tokyo Boeki Group will continue to meet a wide range of customer needs by proactively leveraging its comprehensive capabilities, network, know-how, products, and services.

## TML History Digest

- 1947 : Tokyo Boeki Shokai, a predecessor of Tokyo Boeki Group Corporation established.
- 1953 : Successful inauguration of the first barter trade with China and using the newly formulated TOMAS Way, made us the forerunner of post-war Sino-Japanese trade.
- 1954 : Made the basis of steel related business and entered steel trading through becoming the appointed export agent of Yawata Steel (now Nippon Steel Corp.).
- 1959 : Achieved large sales of hot rolled coils to John Lysaght, a subsidiary of B.H.P., Australia; opened representative offices in Moscow, USSR (now Russia); opened offices in Sydney and Melbourne, Australia, New York, U.S., and Beijing, China over the 1959-65 period for full-scale international trading operations.
- 1962 : Achieved large sales of steel products to EEC (now EU).
- 1966 : Acquired sole Japanese distributorship for manganese ore from B.H.P., Australia; established close relationship with Australian market.
- 1974 : Established Qatar Steel Co., Ltd. the first full-scale steel plant in the Middle East, through a joint venture; overseas production and multinational trading initiated.
- 1980 : Agreement with B.H.P., Australia to import Gregory coal on long-term basis finalized.
- 1983 : Invested in Quintette Coal, Canada to diversify overseas coal sources.
- 1995 : Founded Jinan Ludong Refractory Co., Ltd., a joint venture company, in Jinan, Shandong Province, China, for the manufacture and sale of refractory raw materials.
- 1996 : Founded Shangyu Dongshun Refractory Co., Ltd., a joint venture company, in Shangyu, Zhejiang Province, China, for reinforcement of the refractory raw material business.
- 1999 : Invested in Cook Resources Mining in Australia and promoted demand for slightly non-caking coal.
- 2001 : Founded TOMAS Trading (Shanghai) Corp. (now Tokyo Boeki (China) Ltd.).
- 2002 : Founded TOMAS (Tianjin) International Trade Co., Ltd. (now Tokyo Boeki (China) Ltd. Beijing Branch).
- 2005 : Founded Tokyo Boeki (Beijing) Co., Ltd., a local corporation with 100% investment by Tokyo Boeki, in China for integration of the steel-making refractory business.
- 2006 : Established (incorporation-type company split) Tokyo Boeki Steel & Materials Ltd. (the current Tokyo Boeki Materials Ltd.).
- 2008 : Launched a new representative office in Hanoi, Vietnam.
- 2009 : Participating in a recycling-oriented industrial chain coal complex project in Shanxi Province, China
- 2010 : Launched a new representative office in Jakarta, Indonesia.
- 2011 : Launched new representative offices in Ho Chi Minh City, Vietnam and Kolkata, India.
- 2019 : Coal Complex Project started commercial production of coking coal.
- 2023 : Signed an exclusive distributorship agreement with Yonyou, China, for Japan for its scrap iron AI grading system. Acquired shares of Japan Advanced Roll Co., Ltd.

## COMPANY PROFILE

**Company name : TOKYO BOEKI MATERIALS LTD.**

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**HP. <https://www.tokyo-boeki-materials.co.jp/en/>**

**Established : October 1, 2006**

**Capital : 400 million Yen**

**Main Financing Bank : MUFG Bank, Ltd., Head Office**

**Shareholder Tokyo Boeki Holdings Corporation.(100%)**

Solution Provider for the World and the Future



***TOKYO BOEKI MATERIALS LTD.***