



HORST WIESINGER
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Horst Wiesinger Consulting

In the Heart of Steel Making

A Unique Background of Experience in Technology,
Operation and Consulting





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HWC Group – Company Profile



Experience meets innovation...



The Founder – Horst Wiesinger

A Unique Combination of Experience



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Horst Wiesinger is an international professional, with accomplished academic background, and proven track records.

Horst Wiesinger was holding senior management positions in his former international organizations.



HWC Group



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- Horst Wiesinger Consulting GmbH / Austria

Business Areas:

- Iron making and direct reduction
- Converter steel making
- EAF steel making
- Secondary metallurgy
- Bloom – slab casting
- Billet casting
- Long rolling
- Flat rolling
- Environmental technologies



- Horst Wiesinger Trading GmbH / Austria

Business Areas:

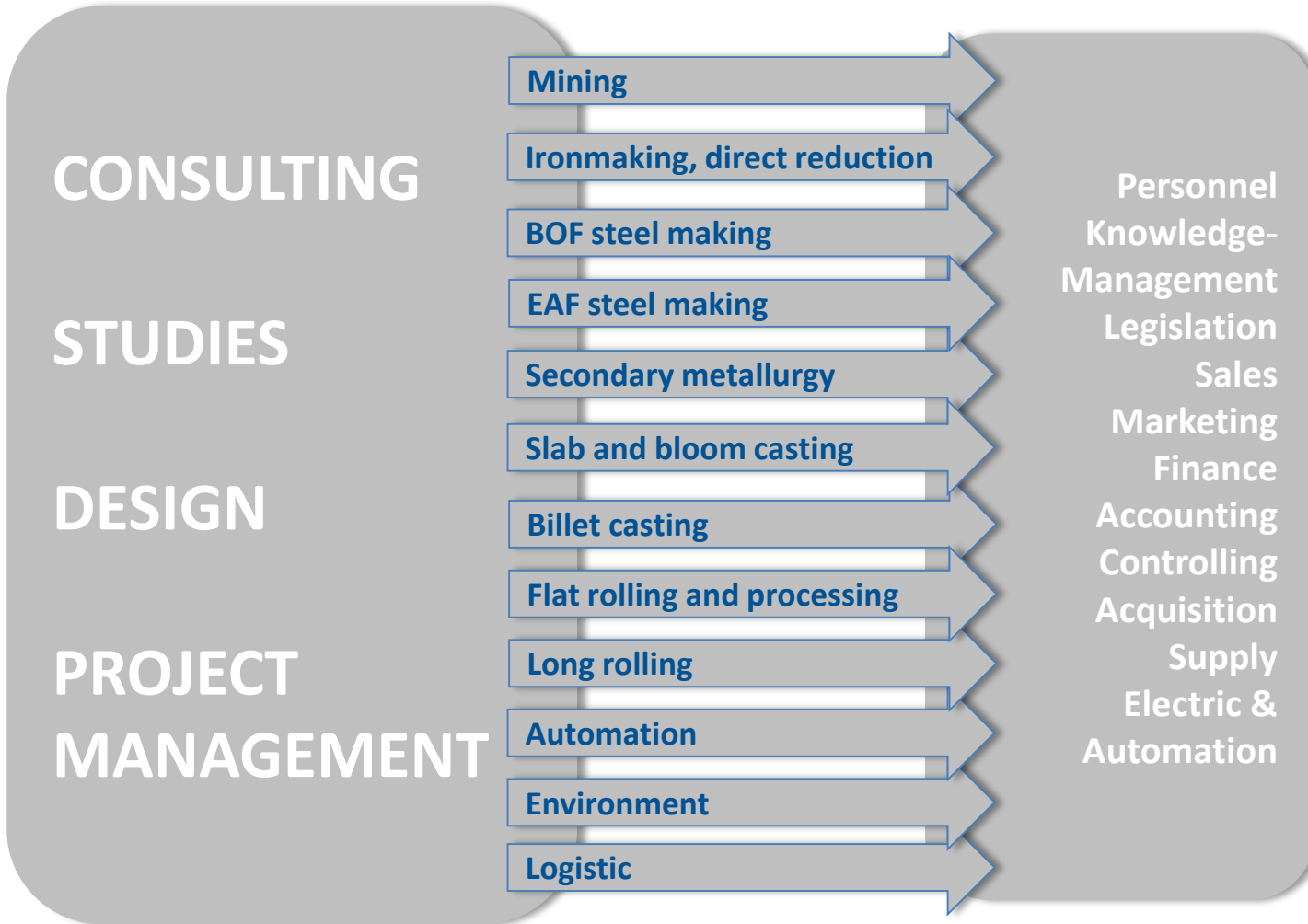
- Consumables for Iron and Steel Making Industries
- Raw Materials for Iron and Steel Making Industries



Organisation-Chart HWC Group



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International Network & Partners



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- **SCS Technology / Austria**
- **HC Solutions / Austria**
- **TransCare / Germany**
- **Metal Strategies Inc. / USA**
- **DMT Consulting Ltd. / Germany**
- **CSM Centro Sviluppo Materiali S.p.A. / Italy**
- **pa-innovations GmbH / Austria**
- **BUMA Engineering & Anlagenbau / Austria**

The New Generation

Education – Culture – Academic Cooperation



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JOHANNES KEPLER
UNIVERSITÄT LINZ | JKU

**Institute of Mechatronic Design and
Production**

**Institute of Machine Design and
Hydraulic Drives**



UNIVERSITY
OF APPLIED SCIENCES
UPPER AUSTRIA



**Chair of Thermal Processing
Technology Department of
Environmental and Energy Process
Engineering
Chair of Metallurgy**

Our Advantage – A Field of Opportunities



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- Thorough understanding of Iron & Steel making processes, associated environmental aspects & integration technologies – from traditional to alternative process routes.
- Comprehensive knowledge of the state of the art technologies in all key areas (mining, iron making, steel making, casting, rolling, strip processing and alternative technologies like smelt reduction, thin slab casting and rolling).
- Extensive steel industry Operating & Engineering experience – provision of “hands-on” analysis and performance improvement.
- Knowing the complexity of the overall process allows us to determine detailed “bottle-neck” analysis and energy efficiency throughout the complete production route.
- Multi-disciplinary team approach; integration of process, technology and strategic business issues. In this way capital investment planning, technical process route evaluation, preparation of tender documents, offer evaluation, market and feasibility studies.
- Fundamental experience of the global steel and plant building market.



Our Approach – Management Philosophies

- Focus on full customer satisfaction
- Carefully plan your final target
- Clearly assign tasks to yourself and to others
- Think and speak on verified, proven information data
- Share information with others in a timely manner
- Continuous investigation of the best solution to implement
- Always report, inform and consult in a timely manner
- Always keep an organized and disciplined workplace
- Always be mindful of protecting your safety and health
- Profitability and optimum asset utilization



Our Approach – Your Benefits

- Higher product quality for the enormous demands of specialized markets, e.g. automotive industry
- Maximized production output of the installed equipment
- Extended product mix and production flexibility
- Cost reduction and efficiency increase for optimum use of the invested plants
- Less emissions

Resulting in sustainable competitiveness on the market for our Customer



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Our Services – Solutions modelled for your Green field, Revamp and Upgrade projects



Investigation
& Studies



Tender
Documents



Contract
Negotiations



Design &
Basic Engineering



Project
Management



Operational
Assistance



Our Services – Solutions modelled for your Green field, Revamp and Upgrade projects



Investigation & Studies

- **Fact Finding Missions**
 - Site Investigations
 - Plant Evaluation Inspection
 - Restructuring Programs
 - Bottle Neck Analysis
 - Benchmarking by Simulation Model
 - Energy & Environment Efficiency
- **Pre-Investment Studies**
 - Feasibility Studies
 - Bankable Studies
 - Financial Studies
 - Risk and Opportunity Studies
 - Market Studies
 - Merger & Acquisition Consulting



Our Services – Solutions modelled for your Green field, Revamp and Upgrade projects



Tender Documents

- Instructions to Tenderer
- Commercial Conditions
- Technical Enquiry Specifications
- Evaluation of Scope of Supply
- Performance Guarantee drafts



Our Services – Solutions modelled for your Green field, Revamp and Upgrade projects



Contract Negotiations

- Evaluation of Offer Specifications
- Commercial Draft Contracts
- Assistance in Technical Negotiations
- Assistance in Commercial Negotiations



Our Services – Solutions modelled for your Green field, Revamp and Upgrade projects



Design & Basic Engineering

- **Plant Layout**
 - General Layout Planning
 - Plant Logistics
 - Electric and Automation Studies
 - Overall Basic Engineering
 - Process Engineering
 - Energy Efficiency
- **Basic Data and Basic Design**
 - BF, BOF, AOD, EAF
 - Secondary Metallurgy like LF, VD, RH
 - Continuous Casting Plants
 - Rolling Mills and Processing Lines
 - Integration Facilities



Our Services – Solutions modelled for your Green field, Revamp and Upgrade projects



Project
Management

- Design Review
- Process Engineering Review
- Plant Logistic Review
- Project Management Support
- Procurement Assistance
- Manufacturing Inspection
- Cost Control
- Change Management
- Supervision of Construction
- Supervision of Start-up
- Supervision of Performance Testing



Our Services – Solutions modelled for your Green field, Revamp and Upgrade projects



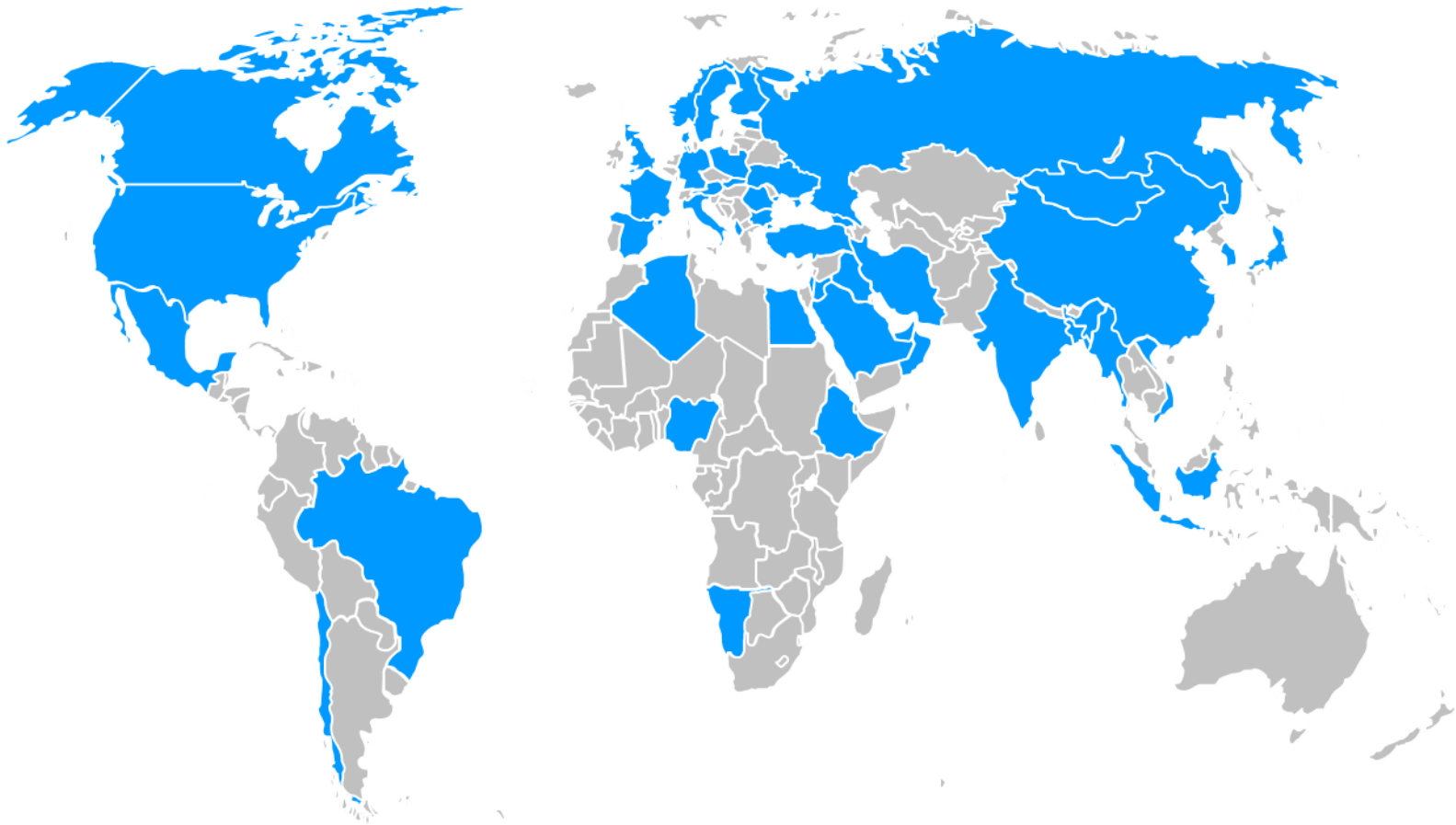
Operational Assistance

- Performance Evaluation
- Process Simulation and Modelling
- Production Cost Evaluation
- Organisation Analysis
- Improvement Solutions
- Performance Improvement Assistance
- Process Improvement Assistance
- Process Training

References – Successful on a Global Basis



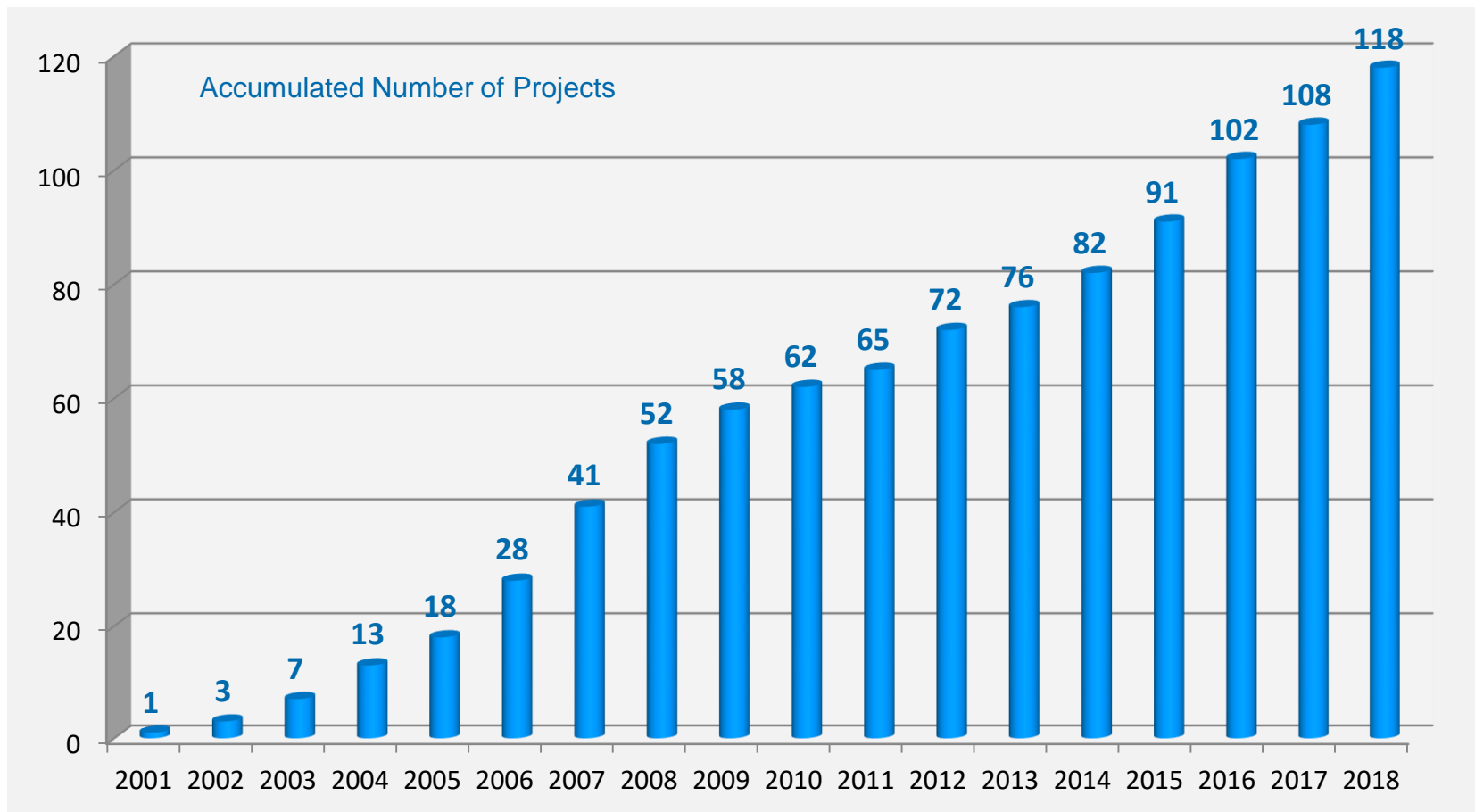
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References – A Growth Path to Success



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References – Worldwide Long Lasting Success...

2018 (cont'd)

- METINVEST / UKRAINE
Layout Development and Logistic Analysis of New Converter Shop
- SSAB / SWEDEN
Technical Study for New Process Route
- METINVEST / UKRAINE
Due Diligence Assessment of potential steel plant complex acquisitions in Eastern Europe



References – Worldwide Long Lasting Success...

2018

- METINVEST / UKRAINE
Layout Review of Steel Plant
- BRITISH STEEL / UK
Operational and technical assistance (Sinter Plant)
- PASARGAD STEEL / IRAN
Engineering Services for Hot DRI charging system
- BRITISH STEEL / UK
Operational and technical assistance (Continuous Casting Machine)
- CAP ACERO / CHILE
BOF Technology Training and Seminar
- MIBA AG / AUSTRIA
Development of Engineering Tool for Bearing Design
- METINVEST / UKRAINE
Due Diligence Assessment of potential steel plant complex acquisitions in Southern Europe



References – Worldwide Long Lasting Success...

2017

- BRITISH STEEL / UK
Operational and technical assistance (Ore preparation plant, Blast Furnace, Converter steel plant)
- BRITISH STEEL / UK
Technical assessment of Primary steel making (Sinter plant, Blast furnace and Converter steel plant)
- BRITISH STEEL / UK
Bid evaluation for Wire rod mill
- ARCO STEEL / Egypt
Technical assessment of EAF Steel plant and Rolling mill for special steel
- MASS GROUP / Iraq
Bid evaluation of DRI plant
- PISHGAMAN/ Iran
Project management support for Cranes for Khuzestan Steel melt shop



References – Worldwide Long Lasting Success...

2016 (cont'd)

- SEVERSTAL Cherepovez / Russia
Technical assessment of Converter steel plant
- BÖHLER EDELSTAHL / Austria
Elaboration of Tender documents for New Steel plant
- SEVERSTAL Balakovo / Russia
Technical assessment of EAF steel plant
- SHADEGAN STEEL / Iran
Review of Layout and Process equipment and Capacity expansion
- Myanmar
Assessment of Business plan for Integrated Iron & Steel production
- Central Europe
Technological calculations for continuous Tandem Cold Mill
- CD WÄLZHOLZ / Germany
Technical consulting for the productivity increase of a batch type tandem cold rolling mill



References – Worldwide Long Lasting Success...

2016

- SABA / Iran
Market Study for the development of the product mix for a downstream expansion project
- CERI / China
Project Management Support for steel plant project in Iran
- CERI / China
Assessment of Electric Arc Furnace technology
- KHOUZESTAN STEEL / Iran
Production and Environmental Masterplan of the Steel making plant

2015 (cont'd)

- Evraz Inc. NA, Rocky Mountain Steel, Pueblo / USA
Furnace Check-up and Technical Assistance Project
- Fives dms, Seclin / France
Technical consulting for roll contour optimization



References – Worldwide Long Lasting Success...

2015

- **Steelmaking Group / USA**
Assistance in the evaluation of the use of alternative feed mixes into the EAF
- **Central Europe**
Assistance in the design of feeding alternative material to an EAF
- **Middle East**
Technical assistance for EAF; Improvement of operational settings for burner and transformer
- **Salzgitter Flachstahl GmbH / Germany**
Technology consulting and Equipment design review for Continuous Tandem Cold Rolling Mill
- **Central Europe**
Technology benchmarking and Development consulting for Rolling Mills
- **Central Europe**
Commissioning support for Aluminium Hot Strip Mill
- **MCC Capital Engineering & Research Incorporation Limited / China**
Assistance in the elaboration of a technical specification



References – Worldwide Long Lasting Success...

2014

- Industry & Energy IDOM Ingenieria y Consultoria S.A. / Spain
Assistance in Technological Offer Evaluation for AQS Project
- MCC Capital Engineering & Research Incorporation Limited / China
Manual, Training & Implementation for Cost Control, Project Calculation, Cost Accounting and Reporting
- Khayyat Group / K. S. A.
Feasibility Study & Basic Concept for a new Melt Shop and Rolling Mills
- MCC Capital Engineering & Research Incorporation Limited / China
Manual, Training & Implementation for Project- & Site Management, Risk Management and Contract Management
- voestalpine Stahl Donawitz / Austria
Sales Activities for used wire rod mill
- OVAKO Bar AB / Sweden
Project Management Support for Erection and Commissioning of CCM



References – Worldwide Long Lasting Success...

2013

- Qatar Steel Company (Q.S.C.) / State of Qatar
Project Management Support
- MCC Capital Engineering & Research Incorporation Limited / China
Market Study
- GROOT STEEL Pty Ltd. / Namibia
Feasibility Study for long product mini mill
- voestalpine Stahl Donawitz / Austria
Preparation of sales prospect for wire rod mill



References – Worldwide Long Lasting Success...

2012

- **TIMKEN / USA**
Development Strategy for TIMKEN Steelmaking Plants
- **NANOMETAL / Mongolia**
Feasibility Study
- **CSN / Brazil**
Study to improve Efficiency and Productivity of Volta Redonda BOF Steel Making Plant
- **Emirates Steel Industries, DBI (Deutsche Bahn International / U.A.E.)**
Logistics Study
- **TSF TOUSSA STEEL FACTORY PLC / Ethiopia**
Technical & Commercial Project Evaluation and Project Management Consultancy
- **EVRAZ - NTMK / Russian Federation**
Tender Specifications and Offer evaluation of NTMK Expansion Project
- **URALMASH / Russian Federation**
Engineering Support for Slab Casting Technology



References – Worldwide Long Lasting Success...

2011

- EVRAZ – ZAPSIB / Russian Federation
Study of Production increase of ZSMK Steel Making Plant up to 10 MTPA
- EVRAZ – NKMK / Russian Federation
Project Assessment and Project Management Assistance Rail Rolling Mill Project
- SEZA (Mass Global) / Iraq
Project Management support, Time Scheduling and Project simulation



References – Worldwide Long Lasting Success...

2010

- EVRAZ – NTMK / Russian Federation
Assessment of the Converter Steel Making Process
Extension of converter lining lifetime
- EVRAZ – ZAPSIB / Russian Federation
Improvement of Steel Making Process for Melt Shop No. 1 and 2
- Abul Khair Group / Bangladesh
Technical negotiation support, Engineering review
- Parco Group / Nigeria
Management support, Operation optimization, Start-Up support for new Melt Shop



References – Worldwide Long Lasting Success...

2009

- Arabian Steel / Bahrain
Tender Specification for Mini Mill
- National Port Said Steel / Egypt
Improvement Study for Rolling Mill and Project Evaluation Services Rebar Rolling Mill
- Al Tanmiyah Steel / Jordan
Electric Power distribution study on Mini Mill for Iraq
- South Steel / Kingdom of Saudi Arabia
Engineering review and Project Management
- Trans Danube Industries / Romania
Technical & Commercial Negotiation with Technologies Supplier, overall Project and Procurement Management
- Al Atoun Steel / Kingdom of Saudi Arabia
Project Supervision, Engineering review of complete Mini Mill



References – Worldwide Long Lasting Success...

2008

- CSH (Compañía Siderúrgica Huachipato) / Chile
Integrated Steel Mill, Study for Capacity Increase; Tender Specification BF, BOF and CCM
- Jindal, Baytown / USA
Fact finding Mission Plate and Pipe Mill
- Kremikovtzi AD / Bulgaria
Evaluation of the future Potential
- Vorskla Steel / Ukraine
Tender Specification Turn Key Steel Shop
- Vorskla Steel / Ukraine
Technical Assessment of Bar Mill Dansk Steel; Commercial Negotiation support
- SPEC (Saint Petersburg Electro-technical Company) / Russian Federation
Marketing Support for Automation



References – Worldwide Long Lasting Success...

2008 (cont'd)

- ORMIS / Italy
Revamping of Lucchini Piombino Bloom Caster
- COSJCO / Jordan
Engineering review of EAF revamping
- ESISCO II / Egypt
Engineering review of new Melt Shop, Layout Logistics and Liaison Office
- Abul Khair Group / Bangladesh
Technical negotiation support, Engineering review
- DDS / Denmark
Plant assessment for strategic Investor



References – Worldwide Long Lasting Success...

2007

- DCM Austria, ICT Russian Federation
Revitalization and Modernization of Chrome Mine and Smelter DARFO, Albania
- Al Atoun Steel Industries / Kingdom of Saudi Arabia
Project Supervision for Implementation of new EAF Steel Mill
- Severstal / Russian Federation
Operational Assistance for Cherepovets Slab Caster
- DCM / Austria
Advisor for Business Development
- ASCOMETAL / France
Tender Evaluation for Bloom Caster
- BAKRIE & BROTHERS / Indonesia
Market and Feasibility Study for Integrated Compact Plate Mill



References – Worldwide Long Lasting Success...

2007 (cont'd)

- Vorskla Steel / Ukraine
Technical Assessment of Steel Shop DANSCAN Steel
- SSIM / Slovakia
Project Management, Implementation co-ordination, Engineering review and Layout Logistics
- Modern Steel Mills / Oman
Plant improvement and Logistics Study for existing Melt Shop
- United Gulf Steel / Kingdom of Saudi Arabia
Project Evaluation & Implementation for complete Melt Shop incl. Engineering activities on Balance of Plant
- Aziz Company / Kingdom of Saudi Arabia
Project Evaluation & Implementation for complete Mini Mill
- Ascometal / France
Project Evaluation of special Steel Bloom Caster for Melt Shop expansion
- Euro Finance Holding / Ukraine
Project Evaluation for new Mini Mill



References – Worldwide Long Lasting Success...

2006

- Severstal / Russian Federation
Project Management Manual Development
- KOCKS / Germany
Study Conversion cost of SBQ-Rolling Mills
- Marubeni / Japan
Study of Heat Recovery Technology (Cokery Plant) in Turkey
- Marubeni / Japan
Study of new Coking Plant in Republic of Korea
- LUCCHINI Group / Italy
Technical Assistance for cost reduction of Piombino BOF Melt Shop
- DCM Austria, ICT Russian Federation
Advisor for Acquisition of DARFO Chrome Mine and Smelter
- ACE / Bahrain
Technical and Feasibility Study DRI and Billet Plant

References – Worldwide Long Lasting Success...



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2006 (cont'd)

- Severstal North America / USA
Development of Project Management Manual
- ASCOMETAL / France
Technical Consulting of Hagondange Bar Mill Revamping
- voestalpine / Austria
Market Study for Iron & Steel in Brazil



References – Worldwide Long Lasting Success...

2005

- Severstal / Russian Federation
Advisor for Acquisition of Lucchini Group
- EVRAZ Holding / Russian Federation (2001 – 2005)
Strategic Advisory Services
- DCM / Austria
Advisor for Chiartura Manganese Ore Mine
- LUCCHINI Group / Italy
Technical Advisory for production increase of Piombino BOF Steel Making Plant
- Severstal / Russian Federation
Advisory Services for strategic Management and Technology



References – Worldwide Long Lasting Success...

2004

- A-TEC Industries / Austria
Advisor for acquisition of Babcock Borsig España
- OUTOKUMP / Sweden
Finite Element Study Avesta Casting Bow
- TURBOSIDER / Italy
Marketing Study for Guard Rails in Russian Federation
- voestalpine / Austria
Coke Strategy
- voestalpine / Austria
Marketing Study for Guard Rails in Section in Russian Federation
- voestalpine / Austria
Joint Venture for Tube and Profile Production in Russian Federation



References – Worldwide Long Lasting Success...

2003

- Colakoglu / Turkey
Tender Specification and Bid Evaluation of Gebze 02-Strand Continuous Slab Caster
- GALVEX Estonia OUE / Estonia
Evaluation of Production, Product Quality and Availability of Tallinn Hot Dip Galvanizing Line
- US Steel / Slovakia
SWOT Analysis of Huta Katowice and Huta Sendzimira in Poland
- OMZ / Russian Federation
Marketing Support



References – Worldwide Long Lasting Success...

2002

- US Steel / Slovakia
Modernization Study for Huta Sendzimira 1700 mm Hot Strip Mill, Poland
- OMZ / Russian Federation
Elaboration of Project Management Manual

2001

- EVRAZ / Russian Federation
Strategic Advisor to EVRAZ Holding



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Global Activities with European Roots...



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You and us...

**HWC
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**for
Client's
Success**