

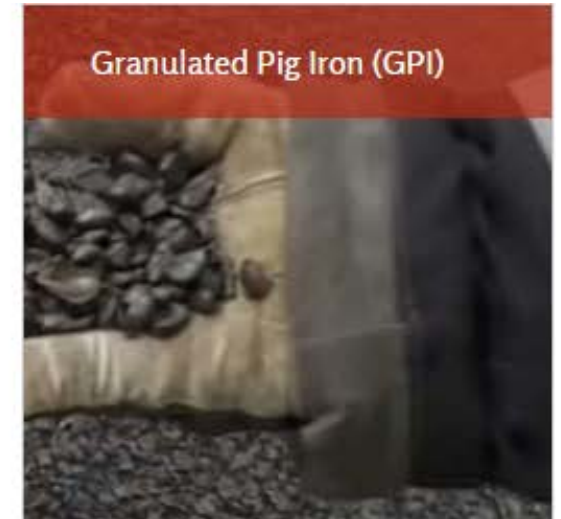
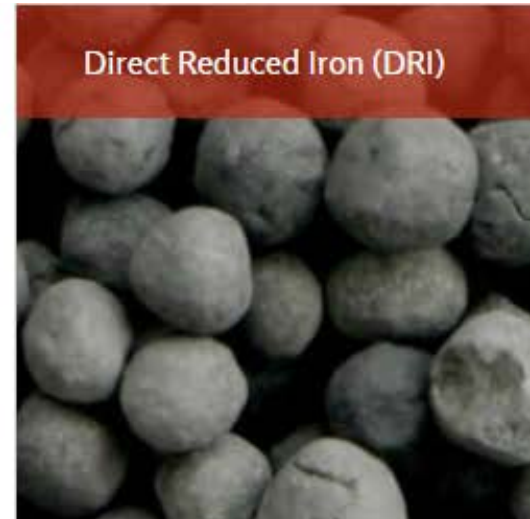


What is IIMA and why become a Member?










INTRODUCTORY PRESENTATION 2019

IIMA is the trade association for the Ore-Based Metallics (OBM) industry.....

merchant pig iron, hot briquetted iron, direct reduced iron, granulated pig iron



Most Commodities have an Association

 <p>IMO A INTERNATIONAL MOLYBDENUM ASSOCIATION</p>	 <p>worldsteel ASSOCIATION</p>	 <p>The Aluminum Association</p>	 <p>cast metals cmf federation</p>	 <p>Nickel INSTITUTE <i>knowledge for a brighter future</i></p>
 <p>icda</p>	 <p>Bureau of International Recycling</p>	 <p>American Iron and Steel Institute</p>	 <p>ADVOCATE. EDUCATE. INNOVATE. AFS AND THE INSTITUTE</p>	

As the unified voice of the ore-based metallics industry:

- **furtheres the interests of members and the industry**
- **promotes ore-based metallics as value-adding feedstock for the steel and ferrous casting industries**
- **identifies and addresses threats to and opportunities for the industry**
- **communicates with stakeholders at industry level**
- **provides regulatory support**
- **provides a forum for exchange of ideas at the scientific and technical levels**

What does IIMA not do?

- **Do or say anything which could or would breach anti-trust and competition law regulations**
 - **IIMA has a strict code of conduct which applies to all its activities – see embedded file below**
 - **IIMA’s legal counsel is K&L Gates LLP - always present at IIMA members’ meetings**



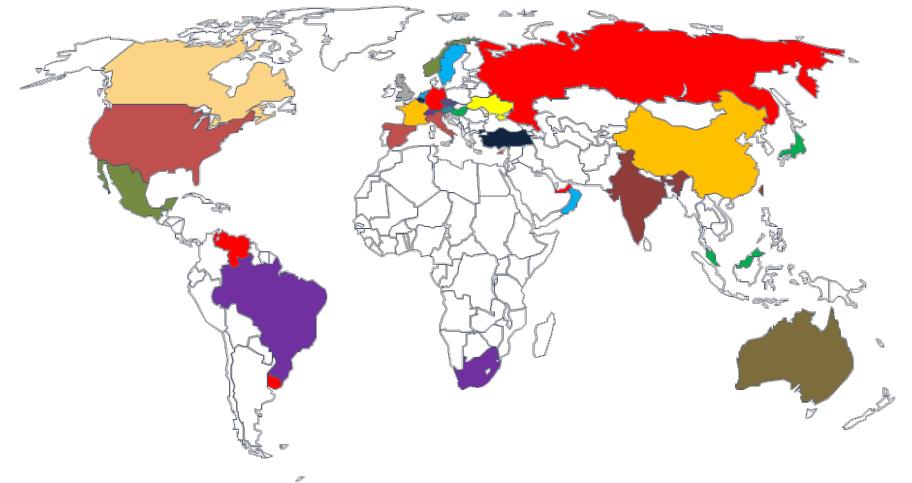
Conduct Code

(this file is attached in the PDF version)

Who are IIMA's Members?

- **Producers, Traders and Distributors of merchant pig iron, hot briquetted iron, direct reduced iron and related materials**
- **Companies associated with the ore-based metallics industry, but not as Producers, Traders or Distributors:**
 - consumers of ore-based metallics
 - technology and equipment suppliers
 - iron ore producers
 - shipping and logistics providers
 - providers of consultancy services
 - metallics project developers
- **Individuals who have contributed significantly to the industry**

A [list of IIMA members](#) can be found on our website.



... spanning the global supply chain ...

What is IIMA's Offering to Members?

- **Twice yearly members' meetings, one in Europe, the other in the Americas:**
 - presentations on matters relevant to the industry from external as well as internal experts
 - plenty of networking opportunities – meet all your contacts in one place and save on travel cost
 - field trips
- **Three times weekly summary of industry news**
- **Trade and industry statistics**
- **Market support through literature, presentations and educational workshops**
- **Regulatory support**
 - REACH - IIMA is a member of the REACH Iron Platform
 - International Maritime Organisation - IIMA has NGO consultative status
- **Technical and Marketing & Communication committees**
- **IIMA is a member of worldsteel and the International Council on Mining & Metals**

The Benefits of Membership

Beyond the offering per the previous slide:

- **higher profile for ore-based metallics due to targeted marketing and product support programmes`**
- **“demand pull” created from product awareness programmes**
- **greater impact of industry-wide approach to regulatory issues**
- **being part of the IIMA “community”**
- **a one-stop shop for the ore-based metallics industry**

The whole is greater than the sum of the parts!

What does it cost?

-
- **Producer members:**
 - <1 million tonnes per year: US\$ 8,355
 - 1-3 million tonnes per year: US\$ 12,260
 - >3 million tonnes per year: US\$ 16,160
 - **Trader members:** US\$ 8,355
 - **Associate members:** US\$ 6,125

Membership fee includes attendance at members' meetings.

Our Message to Prospective Members

Join our members and support your industry!

The more members we have:

- **the stronger our voice in representing the industry**
- **the more we can do for the industry**
- **the wider we can spread the costs**

Please feel free to ask for further information about our plans/activities and membership details. The Membership Application form is embedded below or [apply online](#). The Articles of Association are also embedded below.



Membership
Application



Articles

(these files are attached in the PDF version)

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