

COMMERCIAL OFFER
OJSC "Byelorussian Steel Works - management company of
"Byelorussian Metallurgical Company" holding"

№	Requirements	Summary of information
1.	Full name of the company , year of foundation, payer's identification number	OJSC "Byelorussian Steel Works - management company of "Byelorussian Metallurgical Company" holding", 1984, UNP 400074854
2.	Type of activity	Metallurgical production
3.	General director	Dmitriy Korchik
4.	Goods /services offered for including FEACN code, nomenclature article, characteristics and others)	<ul style="list-style-type: none"> - reinforcement bars Ø 8-32 mm of length 6000-12000 mm (7214 20 000 0); - hot-rolled round bars Ø 80-160 mm of length 6000-12000 mm (7214 99 390 0, 7214 99 310 0, 7214 99 790 0, 7214 99 710 0, 7228 20 910 0, 7228 30 690 0, 7228 30 610 0); - wire rod/ bar sections in coils: Ø 5,5-22 mm, (7213 91 490 0, 7227 20 000 0); - bar sections in coils Ø 20-50 mm (7213 99 100 0); - bar sections of specified length: Ø 30-80 mm (7214 99 310 0, 7214 99 390 0, 7214 99 710 0, 7214 99 790 0, 7228 30 610 0, 7228 30 690 0); - seamless hot-rolled steel pipes with outer diameter Ø 21,3-168,3 mm and wall thickness 2,3-25 mm of length 6000-12000 mm (7304 19 100 9, 7304 39 100 0, 7304 39 920 9, 7304 59 100 0, 7304 59 920 9); - steel cord and wire production for rubber technical industry (steel cord 7312 10 410 9, 7312 10 980 9, bead wire 7217 30 900 0 and hose wire 7217 30 500 0, 7217 30 900 0); - wire from commercial steel grades (7217 10 390 0); - spring wire (7217 10 900 0); - welding wire (7229 20 000 0, 7217 10 390 0); - cold-deformed reinforcement bars, wire of BP class (7213 91 100 0); - fiber (7326 20 000 9); - wire for nails (7217 10 390 0)etc. used in the construction sector.
5.	Availability of certificates, permissions, licenses and etc	OJSC "BSW - management company of "BMC" holding" has 8 certificates of QMS conformance with the requirements of STB ISO 9001-2015, ISO 9001:2015, IATF 16949:2016, BS EN ISO 9001:2015, AD 2000 Merkblatt W0 and directives 2014/68/EU, BS 8902:2009, BES 6001 rev. 3.0, as well as about 50 conformity certificates for various types of product which allow to carry out supplies to Poland, the UK, Finland, Sweden, Norway, Germany, the United States of America, Lithuania, Israel, the Netherlands, Serbia, Russia, the United Arab Emirates, etc.
6.	Countries: - in which the company currently sells goods / services; - potential partners	Steel products of BSW were supplied to more than 119 countries in the world (Australia, Europe – 38 countries, North America -2 countries, Latin America – 13 countries, the Middle East and Africa – 39 countries, South-East

		Asia – 14 countries, CIS - 10 countries and others. Export share in total product shipment is about 83 percent.
7.	Base prices, rebates and conditions	on agreement
8.	Volume and conditions of supply (min./max. batch of goods, transportation, storage)	<p>Minimum volume of accepted orders: for rolled products - freight wagon norm; specific rolled products - 300 t.;</p> <p>for steel cord and wire production – truck norm.</p> <p>Basic/standard conditions of supply :</p> <ul style="list-style-type: none"> • DAP border of the Republic of Belarus /border of a neighboring state; • FCA Zhlobin in accordance with the rules of INCOTERMS 2010. <p>The supply is carried out by train or by trucks, as well as using combined transportation schemes. The seller may be offered for realization other supply conditions at request of the Buyer.</p>
9.	Conditions of product sales (direct negotiations, tenders , through exchange)	<p>Direct negotiations.</p> <p>Contract execution on the basis of 100 % advance payment.</p>
10.	Post address, telephone, web-site, e-mail, English speaking contact person)	<p>37, Promyshlennaya Street Zhlobin Gomel region, Belarus 247210 Tel. +375 (02334) 5 60 06 (reception) Tel. +375 (02334) 5 57 89 (head of marketing department) e-mail: mn.um@bmz.gomel.by Website: www.belsteel.com</p>