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A JOURNEY
LASTING

50

YEARS



sidermec

GROUP

Fifty years of company history is much more than a simple time milestone, It represents a goal that seemed unattainable when the company started up, a dream which was later transformed into reality; a journey full of challenges, victories.

Our story began in 1974 in the heart of Romagna and over the years we have just kept on growing, thanks to our team's commitment and collaboration.

Thanks to our staff of 70, we have built a solid company together, based on teamwork and production process control, which has 3 centres in Gatteo, Vicenza and Belgium and 7 cutting lines.

Today, after 50 years, we look at the past with pride and gratitude as we have become a point of reference in the European industry for the transformation of Tinplate and TFS for industrial packaging.

We have always been committed to interpreting the market's needs in the best way possible so as to create excellent solutions for customers and we do this by offering a product that has an excellent combination of price, quality and service.

At the core of Sidermec are fundamental values such as passion, energy and enthusiasm in reaching new goals; these traits are not only part of our team but are also evident in the world of sport. This is why we proudly support Italian cycling which is a passion that goes beyond the mere purpose of advertising but reflects a genuine interest in the social value of the sport itself.

Celebrating fifty years of activity is therefore not just

sidermec

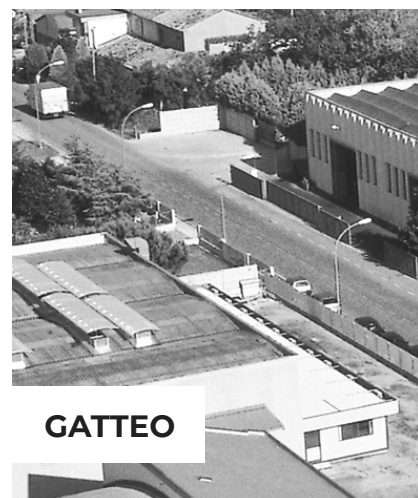
GROUP

a formal anniversary, but an opportunity to reflect on our journey so far.

It is also time to honour those who have contributed to the success of the company and to renew our commitment to an even brighter future.

A. Buda

Concept and communication:
MZDS srl



GATTEO



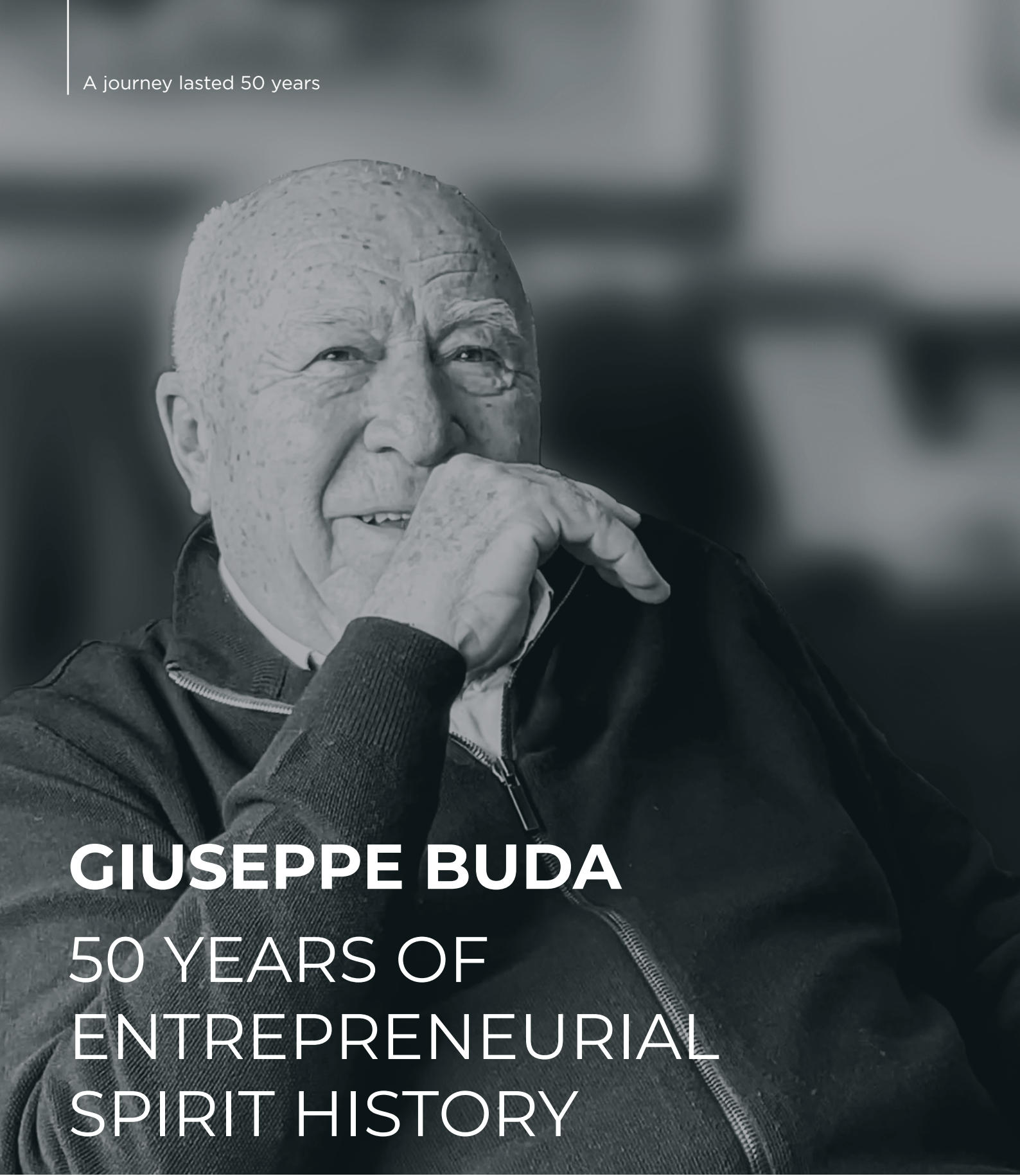
LIÈGE



GRISIGNANO



A journey lasted 50 years



GIUSEPPE BUDA

50 YEARS OF ENTREPRENEURIAL SPIRIT HISTORY

“

When I got home, the first thing I said was “there has to be internet tomorrow” and so there was.

”

Everyone calls you “Pino”?

Yes, my real name is Giuseppe Buda and I was born in Sant’Angelo of Gatteo, between the sea and the Romagnoli hills.

In addition to being an entrepreneur, it is said that you are also a teacher, is this true?

I have had loads of fun in my lifetime. I began working at 13 because I really wanted to get in the game but not study; in fact I managed to obtain a teacher’s diploma after 7 years instead of 4. I repeated every year because I never opened a book, I listened very carefully when in class

and then I repeated what I had heard the previous year. My mind has never been able to rest, I think of many things all together, actually I am only able to study if someone is telling me something, once I’ve understood the lesson, I make it my own.

From being a laborer to the owner of Sidermec, what has changed?

I worked for Adriabox for 11 years, a company that produced tins and I did everything. It was there that I made my bones as an entrepreneur, with a lot of responsibility but little satisfaction, because the company owners didn’t

have an entrepreneurial mentality - they were more into politics.

This is the reason I decided to resign in May 1974.

Without a job, I knew that I would find work or I would create a job and that's what happened.

Tinplate has marked your career as an entrepreneur. Was choosing this material a coincidence?

No it wasn't a coincidence, to create these containers this material is necessary and I used to look for it everywhere, in America, in Germany, but it wasn't possible to import material from just anywhere, especially in the steel industry there were certain rules to follow and certain quotas that could be imported and others not.

When I found materials in Perù, where they had just started production, I was able to bring back 1000 tonnes, which I then sold to a competitor of Adriabox.

From your travels you have only brought back orders and experience haven't you...

There is a particular

anecdote in regards to this that not everyone is aware of. I was in Amsterdam, in the Dutch steelworks, where it was difficult to enter to buy because they already had their sales channels but then they said "we have a new way to communicate, internet". I couldn't miss this opportunity, therefore I replied "I have had internet for some time now", even though I had no idea what it was!

When I got home, the first thing I said was "tomorrow we must have internet" and so there it was, I followed suggestions that others had given me. From that moment on I began working with it or rather I

made others work with it because I was not able to and to this day I'm still not capable.

Who is Giorgio Fanti?

Giorgio Fanti was a business partner with 50% of Sidermec for 20 years.

After resigning from Adriabox I first went to Milan and then Bologna, where Fanti was available to back me up. At that time I had a batch of materials worth 150 million Italian lire, Giorgio Fanti had put 145 because I only had 5 and the loan was returned to him after only two years.

“ You have to look people in their eyes, this way you know if you are dealing with someone worthy or not. ”



After 20 years of partnership we decided to go our own ways, starting our own companies, thinking about our children, my two and his five.

Giorgio Fanti built your confidence, how do you behave towards others?

You have to look at people in their eyes, only this way can you understand if that person is worth it or not. Machines don't have hearts, people have hearts and brains without which one wouldn't go anywhere. Today when a computer stops working, nothing works but with man's ability and intelligence one can achieve anything.

I try to recognise the work others do because these others if you help them they care about you and this multiplies your ability and strength.

Is the Sales Manager Rogèr? He also has been an important figure...

When I used to go to Paris to Carnaud Metal Box, which became Usinor and then Arcelor, there was Gilbert Rotger as Sales Manager, who had



enormous respect for me. Every evening he made me stay in the office till 8:30pm and then we'd always go to a restaurant laughing and joking, a very intelligent person but a lot more reserved than me.

Today you are a successful entrepreneur but in 1974 what was it like?

In 1974 I didn't have anything, I rented a

warehouse under an overpass for 5 years and then in 1980 I began to build. From 2500 covered metres, now Sidermec has 15000, Indumet has 9000 and the facility in Vicenza 6000. This is what we have been able to put together.

Indumet in Belgium, how did that become part of the Sidermec group?

Indumet's ex-owner as he turned 60 years old he decided to retire and sell. There were many buyers but he wanted to sell to me because he knew I worked in a perfect way, I managed to enter and buy Indumet in 1996.

Giuseppe Buda was born in Sant'angelo of Gatteo, in Romagna

1940

He began working at 13 years old, showing a strong entrepreneurial ability and will power

1959

He decided to resign and open Sidermec with Giorgio Fanti's support

1974

Timeline of Sidermec's history and its founder, Pino Buda. From the beginning to now, 2024, the year in which Sidermec is celebrating 50 years of activity.

Sidermec also supports the cycling team, from amateurs to professionals...

I support the territory, to which I am tied, by supporting the cycling teams in which our relationship throughout the years has been full of satisfaction. It's a sport I have always been keen on. I had a friend who was into bike racing, Massari Giancarlo, I met him when

he was still an amateur in the whole of Italy and when in 1981 an opportunity to be a sponsor with some companies, I decided to finance him.

Even though we didn't really need much publicity, seeing as there aren't that many Italian clients, there was passion and the possibility of exposing our brand and therefore I continued.

Is it easy to balance home family and Sidermec work family? Would you redo all that you have done?

One must be very flexible, but for me family is very important. I build everything thinking of my children and then my grandchildren, they all work here, both directly and indirectly.

Today with my mind I would do it all again, maybe not with my legs.



TIMELINE: GIUSEPPE BUDA AND SIDERMEC

He began building the first production facility, la Sidermec in Gatteo, now with 3 cutting lines

1980

Indumet takeover, consolidating Sidermec's position in the sector

1996

Sidermec establishing shortly after the facility in Vicenza in Grisignano, with 2 cutting lines

2000

Sidermec is a successful company with 50 years' experience, managed by Giuseppe Buda and his family

currently

A journey lasted 50 years

A black and white portrait of Alessandro Buda, a middle-aged man with short, graying hair and glasses. He is wearing a light-colored button-down shirt under a dark jacket. He is seated in front of a window with horizontal blinds, looking slightly to the right with a serious expression. The text "ALESSANDRO BUDA" is overlaid in large white capital letters, and "SIDERMEC, TODAY." is overlaid in smaller dark capital letters below it.

ALESSANDRO BUDA
SIDERMEC, TODAY.

“
Our fundamental strength, at a European level, has always been the upgrading of production derivatives.
”

Dear Mister Alessandro Buda, What is your role in Sidermec?

After fighting with the founder for many years, I was finally made Managing Director of Sidermec Group three years ago.

I took a stand, after 30 working years, because I wanted to respond to the board of directors and from that moment on things changed.

At the beginning of my career, work at Sidermec was completely different from now. I used to handwrite all the formats of the packages on cards and this was at the beginning:

I was 12 years old!

First of all I went to Lugano to follow Sidertec, one of the Companies in the group, which was then later taken over by Comprosid (also part of the Group). After that I was following the CoverCenter, which had just been created in a garage in the countryside started with a collaboration between my father and a very willing Nazario Buda, who provided bottoms and lids.

And in the end this is where I have ended up, in the current work position.



Do you remember anything about the first years at Sidermec? How were they?

I remember many things very clearly, one in particular was the smell of the dust that covered the boxes, because at that time we didn't used to dust, today we do! Also I could never forget the forklift that I drove during the break time just to take my mind off of things, the steering wheel was very stiff and I struggled a lot, then hydraulics didn't exist as it does today.

So how are tasks divided inside of Sidermec?

Sidermec currently has my father as president. He is responsible for the plant, a title given to him three years ago thanks to an idea my sister had, who is a trusted advisor and hard worker. She manages the logistics and production. Also on the board of directors is my mother as vice president. She was very supportive, especially at the begining and always by my father's side. And then we have Marilisa, my ex wife and person responsible for the commercial side of business worldwide - she is

responsible for purchasing and sales, as well as if you will allow me,"management caregiver"!

How has it been having Giuseppe Buda as father and business owner?

I started at Sidermec after finishing university in a reality where my father, a man of such caliber, a life teacher, with a very unusual way, moving by "inches", as he likes to say, "or by nose and ears", depending on the circumstance.

I came from school convinced I knew it all and therefore I was shipped off to Cover Centre, where I stayed for a few years, then I returned to Sidermec. Here is where I developed the commercial sector, together with Marilisa, who came from the administration department and has always been a valuable and responsible co-worker, both in my private life and at work. Then I went on to manage the purchases, which my father had always managed before me. It meant to add "points" to the lists of materials to be bought. My father really cared deeply

about doing it himself, but one day he wasn't around and therefore I started doing it and continued taking over in his place.

You started from the bottom and you dirtied your hands, do you think that youngsters nowadays should follow the same path?

It is very important at the beginning of any activity to dirty one's hands as much as possible. I vividly remember the summer weeks I spent in production, between blood baptisms, cuts and scrapes caused by manual selection and ears open to "foil sheets" on the cutting line and we'd be in the warehouse

looking for the next coil. But my hands, in hindsight, I could have dirtied them a lot more than I did! Even my nephews went to work in production when they began and thanks to this experience they have created a wonderful relationship with all the other workers.

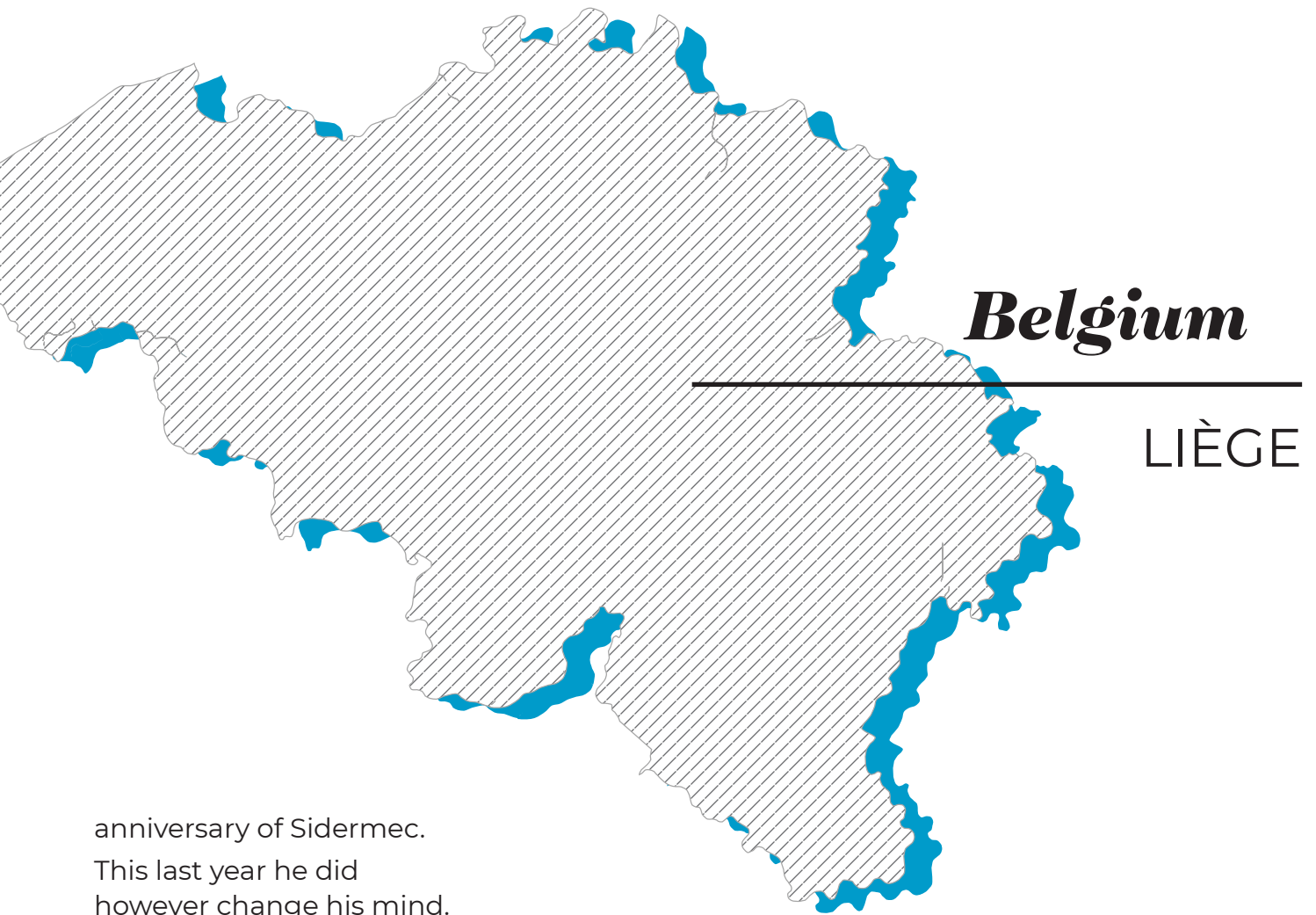
From 1974 till today... 50 year exactly

It was a goal my father wanted to reach, he always said "I'll retire at 84 years old" and until recently I could not understand the reason for this but then I realised that him turning 84 coincided with the 50 year

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It is very important to try to dirty ones hands as much as possible at the beginning of every activity.

”



anniversary of Sidermec.

This last year he did however change his mind. We were at the retirement party for a few workers when he said “I’m sorry, but I am not going to retire, I want to get to a 100 years old, because if I retire beforehand, I’ll die”.

Has something changed from 1974 to 2024?

We have grown a lot: we went from having one worker, Giovanni, who worked with shears and selecting, then with his wife and his daughter, by my father’s side on the forklift, at the reception, helping, on planes in the office and then Albina joined the

group (the first reliable secretary), until there were more than 70 people in three service centres, one in Gatteo in Romagna, one in Grisignano in Veneto and one in Belgium, at Liège. In total we process more than eighty thousand tonnes and we have 7 cutting lines, with a market share of about 20% between the independent service centres in Europe which allows us to be a leader in the sector.

What is the annual turnover of Sidermec today?

We have managed to reach another goal, that of a 100 million euros turnover. In here past 3 years we have regularly surpassed this level and we are proud to reach this result. This is also thanks to Siderparr (part of the Group) in the steel scrap recovery sector and Sergio Pareschi, the administrator, with over 40 thousand tonnes supplied to always greener electric ovens.

Italy

GATTEO (FC)
GRISIGNANO (VI)

SIDERMEC IN NUMBERS



**Over
70**
EMPLOYEES



3
SERVICE
CENTRES



**Over
80.000**
TONS



7
CUTTING
LINES

Your activity has grown a lot in these years but what do you think your strengths are?

Our fundamental strength, at a European level, has always been the upgrading of production derivatives of production, a job we have been doing for 50 years and a prevalent activity still today. We supply a product with a European origin which has a good ratio between price, quality and service and we have the advantage of collaborating with all the European steel works, also thanks to our service centre in Belgium, Indumet, two or three hours from the biggest European tinplate producers.

Does Sidermec operate differently within the market compared to the past?

My father had different methods and equipment, nowadays a lot is done online, therefore it is definitely different. At the moment we are trying to lay the foundations for the third generation and their future.

How does Sidermec deal with environmental sustainability?

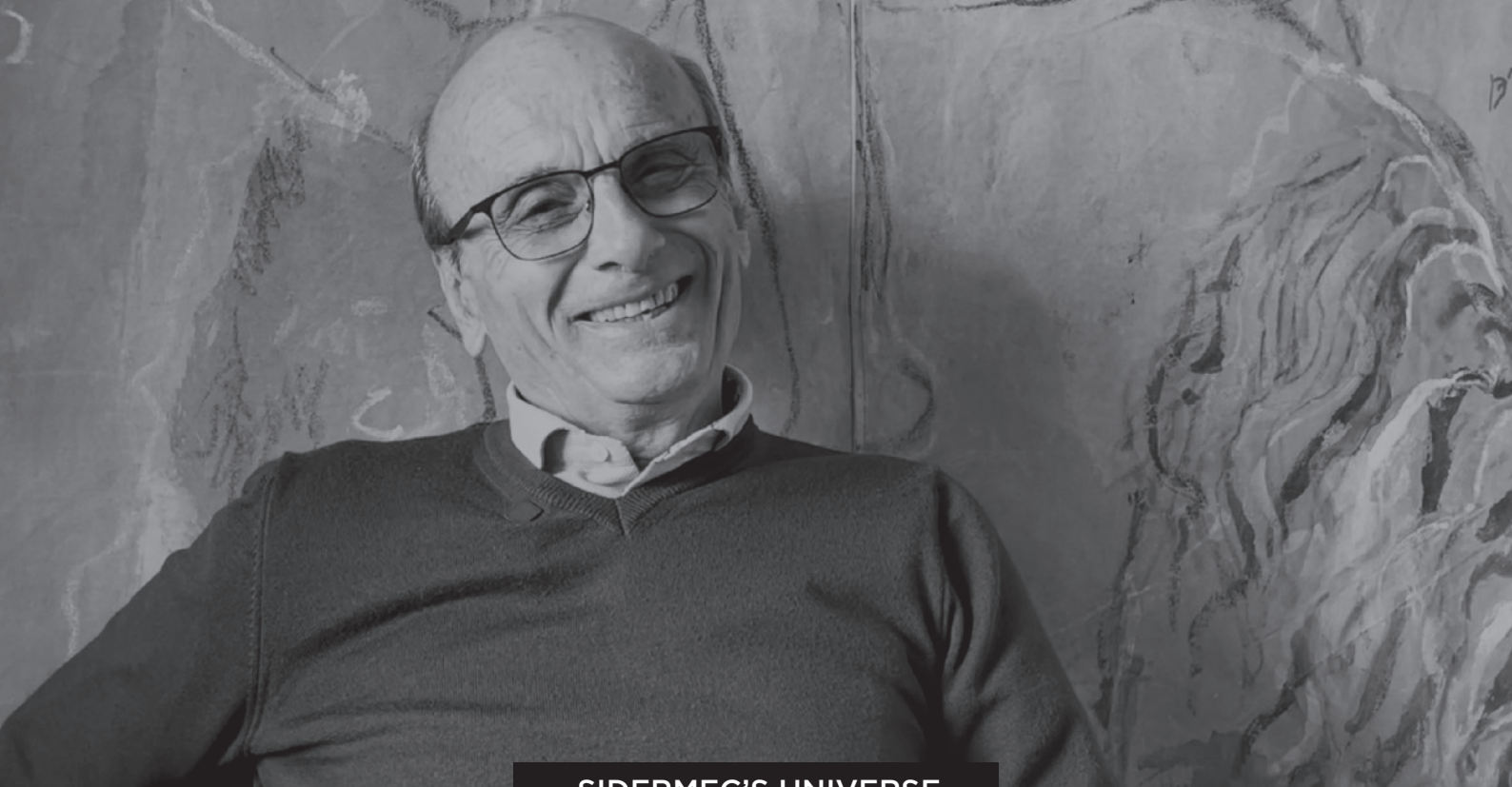
In addition to reclassifying production derivatives in the best way possible, working metal that is used for the product packaging is the most recycled, we are committed to the circular economy, promoting the reuse of materials. This approach not only allows us to reduce waste but also contribute to minimising raw material and energy consumption, as well as reducing the infamous CO2 gas emissions.

Sidermec has installed solar panels on the roof of the Company which allows us to produce double the energy compared to what is consumed.

What will Sidermec be like in 50 years time?

We are diversifying our supply sources; until a few years ago we were almost entirely European but because of product shortages we were obliged to buy from outside of Europe (against our will), in particular from Asia. The import quota is on the increase. We are increasing our trading quota, therefore we are contemporarily working on our usual services of product upgrading as well as selling prime products and related services (third parties cutting, financial services and others).





SIDERMEC'S UNIVERSE

LINO BOSCHETTI

THE EXPERIENCE AND UNCONDITIONAL TRUST, A PERFECT COMBINATION.

Sidermec and you have grown together...

I was an employee at Sidermec from 1984 to 2020 and in 36 years my strength has been the unconditional faith Giuseppe Buda has always had in me. He has always pushed me to go forward, even when I was hesitant he would say "don't stop, continue going, if you make mistakes it doesn't matter, even I have made lots of mistakes, but I did more right than wrong".

Is it true that in the company there is a piece of machinery that you created before you started working for Sidermec?

Yes, the automatic selection. I designed this machinery when I wasn't yet an employee, Even before starting to work at Sidermec I always had working ties with Giuseppe Buda, we have never parted, since working for another company together to when I moved to Sidermec.

Tell us about your work meetings...

When I first got here there were few employees and few manual machines, it was a craftsman job. In order to discuss how things were going Buda and I would stay after working hours to talk, in the warehouse, sitting on a tinsplate package.

During these conversations he would tell me what he was thinking and I would try to follow his guidelines,

therefore he made most of the decisions, but the technical ones we made together.

We didn't only speak about work, these were not meetings, we spoke about other things too with a few laughs in between.

Therefore as with Pino, you too had fun at work?

He loves saying that he had fun whilst working, I too had a little fun, it has been a journey that I remember fondly. I was proud of my job, to the point that I was even saddened when the time came for me to go home. Buda was able to create an environment in

which I felt at ease when at work, I wasn't afraid of making mistakes because I knew I was always covered by him.

And what was it like returning home after so many hours working?

I remember vividly that when I returned home I was covered head to foot with dust and my wife would say "what ever job have you been doing! You are filthy!". In those days we didn't used to clean the dust, we didn't sweep the warehouse as it's done now, therefore I looked like a coalman.

You were production manager for many years

In those days Pino would arrive with a telex page and he'd give me the list of materials he'd sold and I had to therefore prepare. One day I asked him "what is a telex?", he replied "it is like a photocopy at a distance" and I understood exactly what it was.

In the beginning, I found this job difficult; when I had to make decisions, especially when we were to spend a lot of money, I was not used to the responsibility I had been given, but Buda just used to say "take care of it, don't stop, go ahead" and this is what I did.

If Buda trusted you so much it is because there was also a relationship of friendship as well as a working relationship

We worked together for more than fifty years, from the previous company to Sidermec.

“ *My strength has always been the unconditional faith Giuseppe Buda had in me.* ”



Besides work there has always been a friendship relationship, one year we even went to the mountains with our families and when he invited clients out to dinner he included me too.

How would you describe Giuseppe Buda the friend and the entrepreneur?

He is a man with an iron will that is not often found in people, he never casually does things but what he does is thought through and reasoned, he doesn't just throw himself into an adventure.

I remember one year when he bought 5000 tonnes of tinplate from Argentina and

they arrived in Ravenna, where the lorries loaded them and brought them to Gatteo. We had filled all the warehouses full of material to be sold. There was no more space.

And then what happened?

I retired when the new generation arrived, things changed from a technical point of view, they improved, but the fundamentals are what Giuseppe and I created. We were the pioneers of this work.

Buda moulded Sidermec as if it were a family, the human relationship between the company owner and the employees are important and good, things work better this way.



“

We have been pioneers in this work.

”



THE SIDERMEC UNIVERSE

DEBORA JONES PALUMBO

Account Manager Non Prime and Prime Seu Tata Steel Packaging

OUR RELATIONSHIP WITH SUPPLIERS

What were your first thoughts when you first met Pino Buda?

I met Pino Buda about 30 years ago and he proved straight away to be a charismatic and loving man. When we first met he said “because you speak Italian, this will make everything a lot easier” and that was true, because this allowed us to speak not only about

work but also about our lives and our families.

Pino was able to go beyond the language barriers, wasn't he?

When someone starts working as Pino did, they can choose to remain small and in a specific area or go bigger. He chose to do more, he decided to look one step ahead in order

to grow and this pushed him to go beyond the language barriers, working with everyone and looking to attract attention and interest on himself and his business.

Is it true you helped Sidermec become more technological?

One of my first jobs was to connect to the internet and

this was a real complete change compared to the past way of working.

I remember when we had introduced the e-mail then we passed to the internet and Sidermec had a few difficulties, up to the point where Pino called us and said "come to Italy and help us!".

This is how we sorted all our website out and we created a link for non prime and in this way, by just pressing a button, every morning Sidermec was able to see the whole list of non prime availability and therefore work on this data.

How did these changes affect Tata Steel?

This was a huge step forwards in our collaboration, it made things so much easier and served to speed up the work process.

In 2005 we started producing prime and we produced more tonnes of prime and non prime, whereas when I first started to work in Sidermec, we would produce one thousand and only non Prime material.

How would you define Sidermec today?

Every time I go to Sidermec I feel at home, a part of the family, because I see a reflection of myself and my dedication towards work in them. They show me how much and how they work and this way they transmit their passion and commitment for their work, but also in regards to people and food, in fact I can't leave Italy without having eaten and drunk something typical.

Could one say it is a work relationship and friendship combined?

From the moment we started working with Sidermec, they have always been the Italian reference point for Tata Steel not only as a partner.

With Pino and the rest of the Sidermec family we feel we can speak openly about anything because we are both honest with each other. They are good at understanding the Italian market and they

“Everytime I go to Sidermec I feel at home, an integral part of the family, because I see myself in them, the same dedication they all have towards work.”

have always helped us to understand it, we know they have our backs as we will always have theirs and we are happy about our relationship.

What is your relationship like with Sidermec's staff and how about your workers?

Pino says that when he works with us he enjoys it and this is the truth. We spend quality time together and we don't only think about work, which is positive. We stick together in the good times and also the not so good times. We work and they work until we all reach our goals. Today, when I or my colleagues go to Sidermec we don't just talk about work, we have fun, there is always something nice to do.

Has something changed in regards to the past and will something change in the future?

Of course some things have changed with regard to the past, especially considering environmental sustainability. It is necessary to change the way we work when looking at the future, to be closer to the environment and we have already started choosing products and materials which are more sustainable, such as PROTACT, CFPA and TCCT, these are all new compared to the past.

Sidermec is also dealing with this change together with us and we hope that this collaboration and relationship will continue in the future.

