## IIKOCAER

Go beyond excellence



# Go beyond excellence

Today, as it used to be for 60 years, we are passionately working to produce the best and serve better, we're dominating change, and enlarging our goals day by day. For us, the only limit is ourselves! Not to be successful in their jobs but "always looking for the excellent" had been the purpose of those who have left a mark in the world. For this reason, we push the limits not just to look for the excellent but to go beyond excellent.



# WHO ARE WE?



Kocaer Steel, operating in the steel profile segment of the iron and steel industry. The company is the export champion of the Aegean region in the steel section products of the iron and steel industry for the years 2018, 2019, 2020, 2021, 2022 and 2023 with its foreign currency indexed sales revenue of over 550 million US Dollars and exports of nearly 400 million US Dollars. Kocaer Steel is among Turkey's top 100 industrial establishments and top 50 exporters.

With an 800,000 tons/year steel profile capacity, Kocaer Steel currently manufactures in a total area of 280,000 sqm, 85,000 sqm of which is closed, with 3 Steel Profile Factories, 1 Galvanizing Factory, 1 Service Center and a renewable electricity generation facility with a capacity of 9,2 MW and provides direct employment to over the 1,000 people.

Kocaer Steel is one of the leading steel profile manufacturers in Turkey in its segment, with products of various types, sizes and thicknesses containing over 12.000 and nearly 60 different quality chemical compositions, and value-added products added to its product portfolio. The company produces high-strength, special qualities, different sizes, special lengths and sections for its customers operating in the solar energy infrastructure, power transmission line, structural steel, transportation, mining, tunnel, shipbuilding, agriculture, machinery manufacturing and defense industry sectors. It carries out its sales through export, domestic and foreign distribution channels, which have a total of 20,000 sqm of closed warehouses in England and Ireland, which is the first in the sector.

Kocaer Steel started to provide cut-to-length, drilling, welding, roll forming and cold forming services on steel profiles at its 180,000 tons/year capacity Service Center, as well as zinc coating services at its 100,000 tons/year capacity hot-dip Galvanizing Plant, which was commissioned in 2022. The Galvanizing Plant is one of the leading facilities in Turkey and Europe that performs steel profile manufacturing, service center and galvanizing processes in an integrated structure.

## From Past to Today

## **Kocaer Steel**

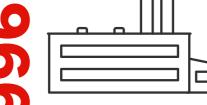


**1984** 



The company started production with its first factory established on an area of 3.000 sqm in Denizli.

30



Aliaga -1 (A1) Factory,
which is a thick section
steel production factory
with an annual capacity
of 300.000 tons, was
established on a total
area of 32.500 sqm,
21.000 sqm of which is
closed space, in Aliağa

district of Izmir.



Aliaga -2 (A2) Factory, which is a medium section steel profile production factory with an annual capacity of 300.000 tons, was established on a total area of 186.000 sqm, 34.000 sqm of which is closed space, in Aliağa district of Izmir.

2015



Kocaer Steel UK Company, which performs the distribution of iron steel products with its warehouses located in United Kingdom, has was established.

The first R&D Centre of the Sector was established through the approval of the Ministry of Industry and Technology.

Service Centre started its activities.

2016

**TURQUALITY** 

The company was included in Turquality, which is the first and only state-sponsored branding program of the world, by the Ministry of Commerce.

2022



Establishment of the Hot-Dip Galvanisation Factory with an annual capacity of 100.000 tons on a on a total closed space of 11.000 sqm in Aliağa district of Izmir was completed, and the investment needed to increase the annual capacity of the Service Centre to 180.000 tons was also completed.

2021



Credit rating of the Company was determined as A, as a result of the evaluation made by the JCR (Japan Credit Rating), a credit rating agency.

Within the scope of the project for reducing the carbon footprint, the solar energy investments were completed to ensure that approximately 33% of the total consumption is met by clean and renewable energy sources.

2018



The company was entitled to receive the AWARD FOR THE BIGGEST EXPORTER OF THE AEGEAN REGION in the "Shining Stars of Export Awards" organized by the Aegean Exporters' Association in 2018, 2019, 2020 and 2021, for four consecutive years.

The company won the second prize in Turkey in the "Project Capacity" category, and the third price in Turkey in the "A Grade R&D Centres" category at the R&D Centres Summit of the Ministry of Industry and Technology.



The company won the first prize in Turkey in the R&D category of the Efficiency Project Awards organized by the Ministry of Industry and Technology.

The company won the first prize in the Innovation category of the 2017 SAP Quality Awards, through its SAP S4/HANA Project.

The company won the second prize in the Smart Manufacturing category of the 2017 IDC Industry 4.0, through its MES (Digital Production System)
Project.



Aliaga -3 (A3)
Factory, which is a thin section steel profile production factory with an annual capacity of 200.000 tons, was established on a total area of 41.000 sqm, 18.000 sqm of which is closed space, in Aliağa district of Izmir.





550+
million dollar
turnover



Exporting to 6 continents

140+

Countries



800,000 Tons/Year Capacity



more than
12,000 in

**Product range** 







Aegean Region Iron and Steel Export Champion (2018, 2019, 2020, 2021, 2022, 2023)



Integrated SAP Management In All Processes



100,000

Tons/Year Galvanization Factory



180,000 Tons/Year

Service Center



First company in its sector to be included in the program



Certificate of Authorized Economic Operator (YYS)

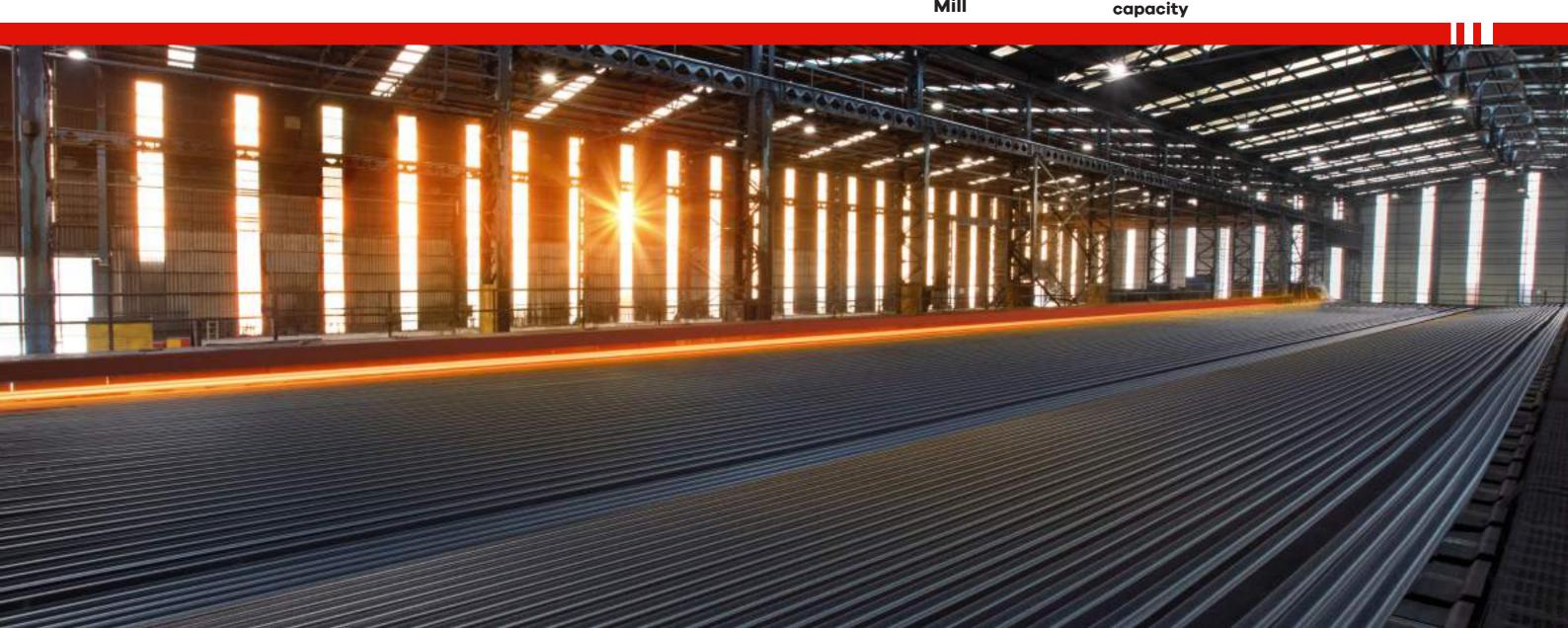


Hot Rolling Mill



9,2 MW Installed renewable energy









## Factories



#### Aliağa-1

## **A1 Factory**

Production Technology

#### **Steel Profile Production**

Main Product Groups: Equal Angle, UPN, UPE, UB, PFC, IPN, IPE, W Beam, HEA/HEB, Mining and Tunneling Steel Profiles, Solar Energy Steel Profiles

Start-up year:

1996

Production Capacity:

300,000

Tons / year

Total Area:

32,500 sqm

sqm

Closed

21,000

Area:



### **A2 Factory**

**Production Technology** 

#### **Steel Profile Production**

Main Product Groups: Equal Angle, UPN, UPE, PFC, C Channel W Beam, IPN, IPE, UAC, Flat Bar, Round Bar, Square Bar, Solar Energy Steel Profiles

Start-up year:

2008

Production Capacity:

300,000

Tons / year

Total Area:

**186,000** sqm

**34,000** sqm

Closed

Area:



## **A3 Factory**

**Production Technology** 

#### **Steel Profile Production**

Main Product Groups: Equal Angle, UPN, UAC, T Bar, Flat Bar, Serrated Flat Bar, Round Bar, Square Bar, Agriculture Steel Profiles, Window Steel Sections

Start-up year:

2017

Production Capacity:

200,000

Tons / year

Total Area:

41,000 18,000 sqm

sqm

Closed

Area:



#### **Service Center**

Manufacturing Technology

Cut the length, machining, welding, cold forming and roll forming, fabrication

**Main Product Groups:** Solar Tracker System Steel Profiles, Solar Mounting Roll-Form C Channel, Mining and Tunneling Profiles and Accessories, Rasp Bar, Energy Transmission and Distribution Tower and Poles

Start-up year:

2015

Capacity:

180,000 Tana / years

Production

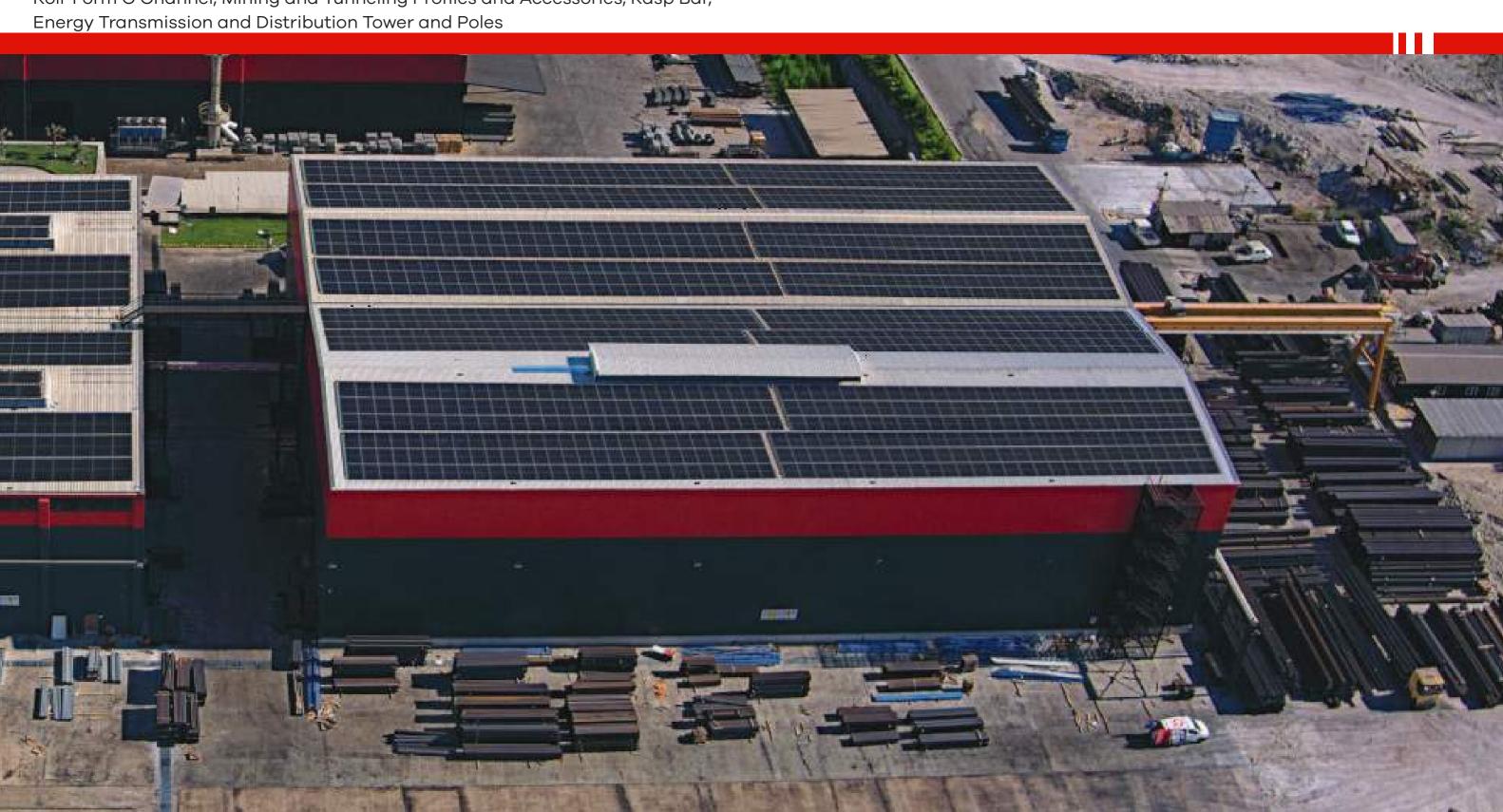
Tons / year

Total Area:

**A2 Factory**It is within the
A2 Factory area

Closed Area:

**6,000** sqm



## **Galvanization Factory**

Manufacturing Technology

**Hot Dip Galvanization** 

**Main product groups:** Equal Angle, UPN, UPE, UB, PFC, IPN, IPE, H, Flat Bar, Solar Energy Steel Profiles, Solar Energy Roll Form C Channel, Energy Transmission and Distribution Tower and Poles

Start-up year:

2022

Production Capacity:

100,000

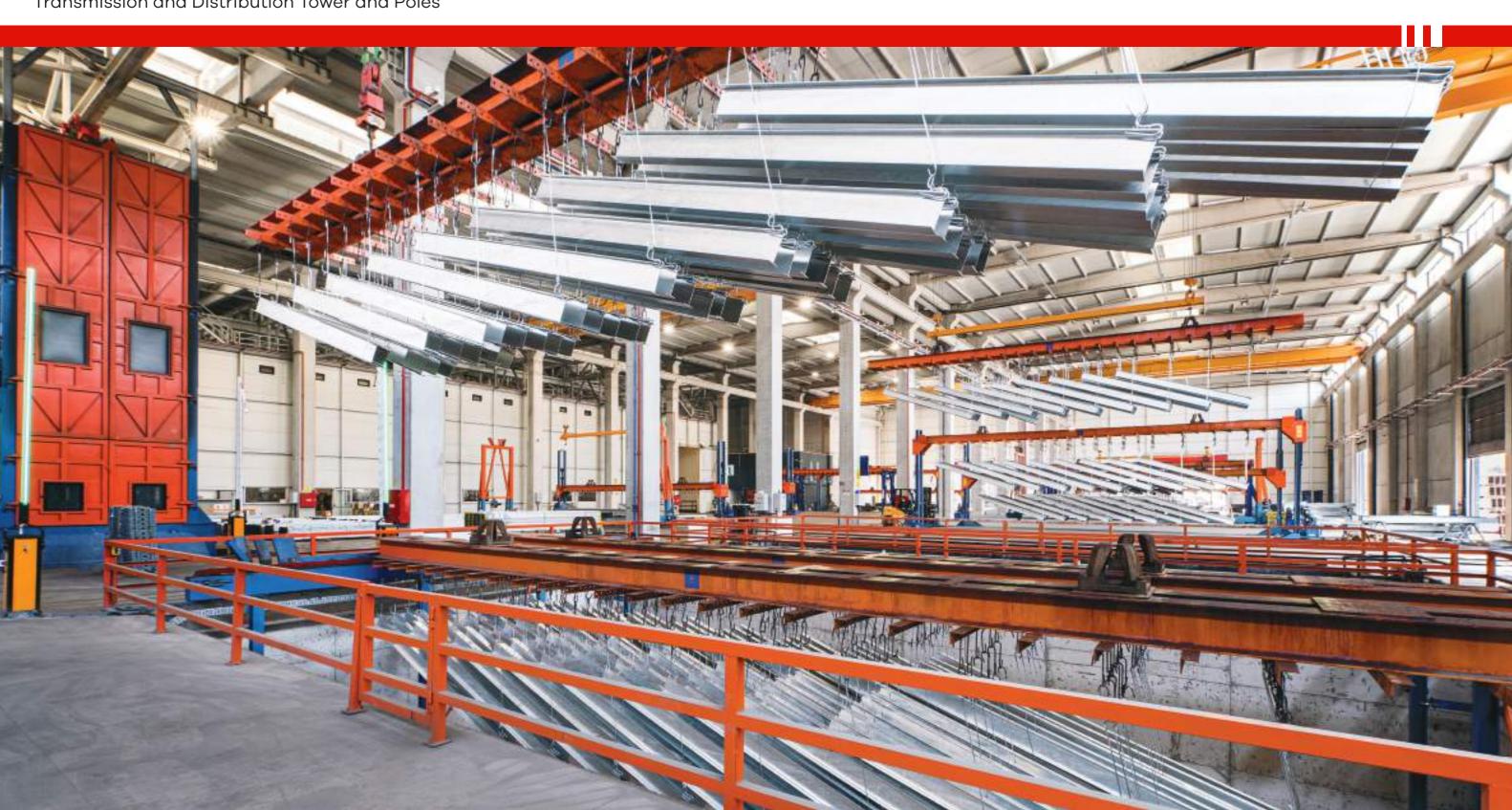
Tons / year

Total Area:

**A2 Factory**It is within the
A2 Factory area

Closed Area:

**7,000** sqm



## **Solar Energy Plants**

Established Plant:

A1, A2, A3, Service Center and Galvanization Plants

Start-up year:

2021

Production Capacity:

**9,2** MW



## **Export to Over 140**Countries in 6 Continents



24 25

## Ministry Approved 180th R&D Center



100+
National and
International

**Projects** 



National and International Collabrations



35+
Intellectual,
Industrial and
Commercial
Property Rights



100+ Scientist's visit



100+

Participation of Events

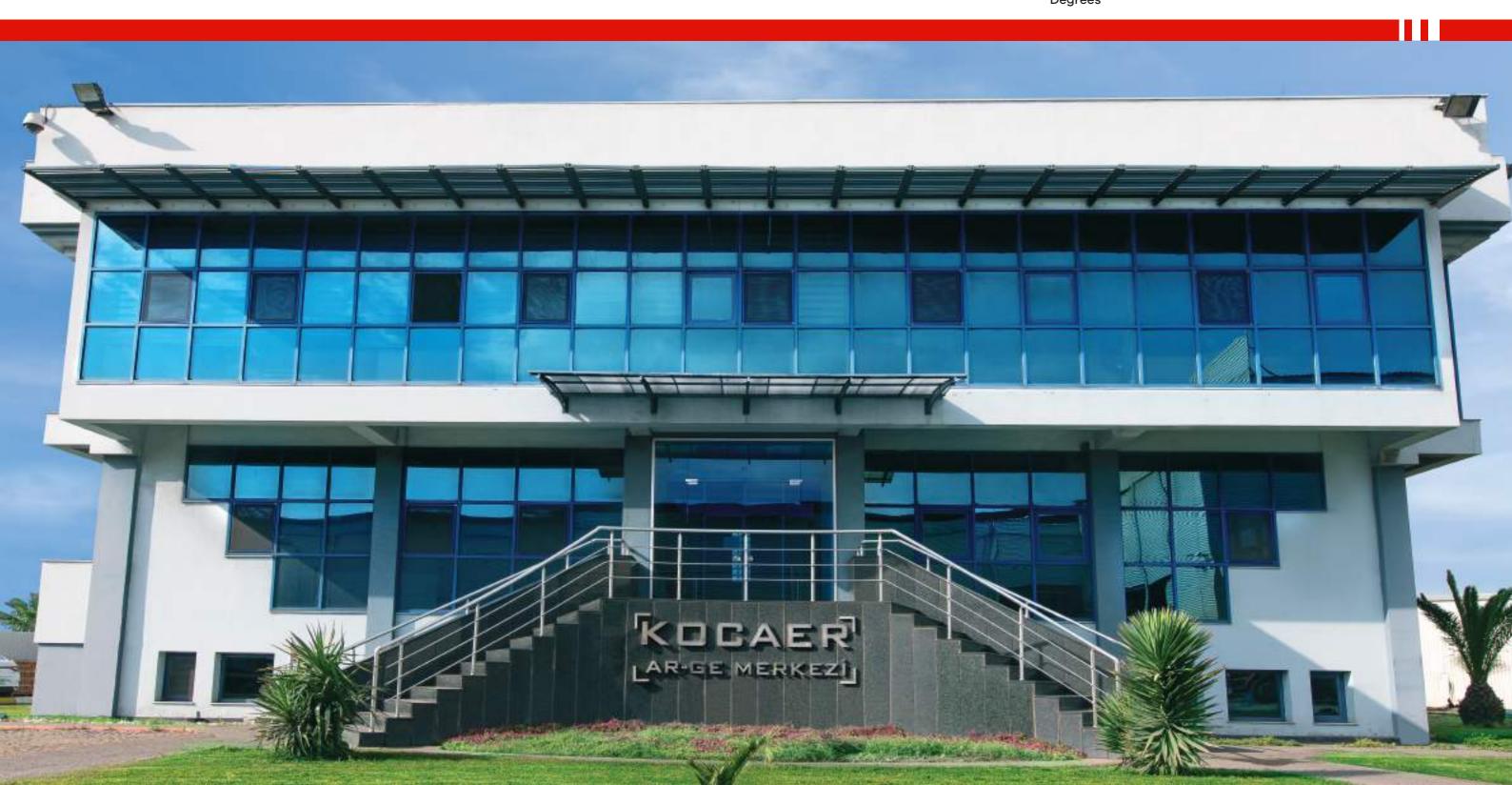


15+
Thesis Studies of Bachelors,
Postgraduates,
Doctorate
Degrees



Benchmark Studies

15+



## **Quality Control and Management Systems**

































50+ **Quality Control Employee** 



Independent Control and Inspection Mechanism



20+ **Quality Control** Test Equipment



**Customer Satisfaction Technical Service System** 



Traceability at Every Stage



Low Turnover and **High Experience** 

28 29

## Service Center And Galvanization Factory



#### **Cut to Length**

With nearly 60 different quality and over 12.000 product types, steel profiles produced in accordance with many standards and customer special measurement demands are offered by cutting to length in requested and project-specific dimensions.



#### **Machining**

Our bench track; It consists of 3 CNC Lathes, 2 CNC Vertical Machining, 2 Borwerk, 10 Universal Lathes, 4 Milling, 4 Planers, 3 Radial Drills and 3 Band Saws. We serve Kocaer and other private companies in our facility with a closed area of 1,500 sqm.



## Welded Manufacturing

In the Welded Manufacturing unit within the scope of Kocaer Service Center, productions are carried out in accordance with electric Arc, Mig-Mag and Submerged Submerged arc welding methods. Welded production of our hot rolled products and other iron-steel products is carried out in accordance with the standards and delivered as the final product, in line with the project-specific and customer demands. In particular, welded manufacturing of steel structures, special facility construction, solar energy construction systems, mine and tunnel support systems is carried out with fixtures and certified personnel suitable for the project.



## Sandblasting and Painting

After the SAE 21/2 surface sandblasting process with a machine chamber of 1.500mm x 450m, it is cleaned with chemical liquids and two coats of paint are applied on the primer and painting is carried out according to RAL codes.

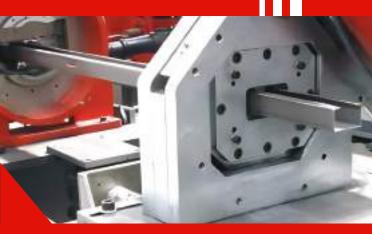


#### **Cold Forming**

We provide services to sectors such as Mining, Tunneling, Steel Structure, Solar Energy etc. with CNC Controlled 4 Roll Bending Machines, 2 Units of 100 Ton Hydraulic Press, 100 Ton Eccentric Press, 150 Ton Horizontal Bending Press in a closed area of 4.000 sam.

#### **Heat Treatment**

We provide heat treatment to meet the requirements of International/National Standards.



#### **Roll Forming**

We provide project-based final products for the solar energy sector with our three roll-forming machine line, which has an annual capacity of 45,000 tons. We can handle base widths 80-300mm, flange widths 40-100mm and thicknesses of 1.5-4.5mm.



#### **Galvanization**

In Kocaer Galvanizing Factory, hot-dip galvanizing service is provided with an annual capacity of 100,000 tons in accordance with EN ISO 1461 and ASTM A 123 standards. With a pool width of 13.000mm x 1.600mm x 3.500mm, galvanization process specific to energy transmission line poles, solar energy construction, steel structures and all other steel materials is carried out.

### **Sectors We Create Value And Difference**



#### **Energy**

Equal Angle, IPN,

UPN, IPE, Steel Profies



Solar Energy W Beams, Solar Energy Roll-Form C Channels, IPE, T Bar and Equal Angle



**Structur and** Construction

Flat Bar, UPN, IPN, Equal Angle, UPE, IPE, PFC, T bar, RSJ, UAC and American Section Steel **Profiles** 



Construction

Flat Bar, UPN, IPN, Equal Angle, UPE, IPE, PFC, T, RSJ, UAC and **American Section** Steel Profiles



IPN, Mining Steel Profiles, GI, H, Mining Clamps and **Traversal Junctions** 



**Automotive** and Railways

Flat Bar, Square Bar, Round Bar, Special Alloy Steels, UPN Steel Profiles



**Shipbuilding** and Oil **Platforms** 

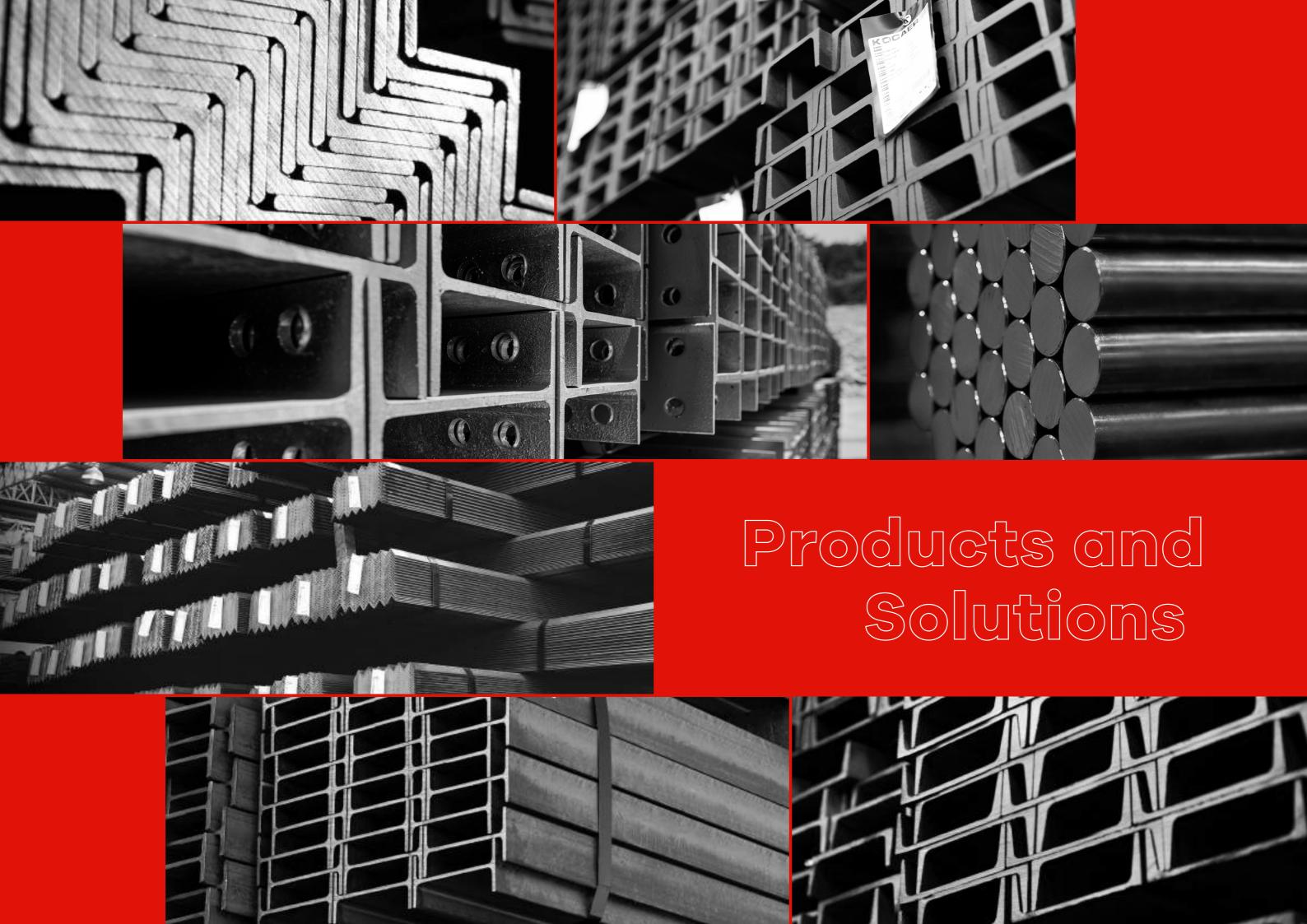
Equal Angle, Unequal Angle, Flat Bar, IPN and UPN Steel Profiles



**Agriculture** 

Rasp Bar

32 33



**PFC** 

Channels

Channels

Channels

Beams



Size:	Produced from 75 mm to 300 mm.
Length:	Produced from 4 m to 18 m.
Dimensions:	BS 4-1
Tolerances:	EN 10279

Produced from 40 mm to 300 mm.

Produced from 4 m to 18 m.

**UAC** 

CH

Size:	Produced from 30 mm to 70 mm.
Length:	Produced from 4 m to 18 m.
Dimensions:	Mill Standard
Tolerances:	EN 10279

UPN

**UPE** 

Channels



Size:	Produced from 76 mm to 203 mm.
Length:	Produced from 4 m to 18 m.
Tolerances:	ASTM A 6/A 6M - 07

Size:

Length:

Tolerances:

Dimensions: DIN 1026-1

EN 10279





Size:	Produced from 80 mm to 270 mm.
Length:	Produced from 4 m to 18 m.
Dimensions:	DIN 1026-2
Tolerances:	EN 10279

Solar Energy Steel Profile (W)



Size:	Produced from 100 mm to 200 mm.
Length:	Produced from 4 m to 18 m.
Dimensions:	ASTM A6 /A 6M - 07
Tolerances:	ASTM A 6/A 6M - 07

C

Channels



**UB** 

Size:	Produced from 178 mm to 203 mm.
Length:	Produced from 4 m to 18 m.
Dimensions:	EN 10365
Tolerances:	EN 10034

Scan for detailed information

Beams



Size: Produced from 38 mm to 254 mm.

Length: Produced from 4 m to 18 m.

Dimensions: ASTM A6 / A 6M

Tolerances: ASTM A6 / A 6M

HEA/HEB

Beams



**IPN** Beams



Size:	Produced from 80 mm to 300 mm.
Length:	Produced from 4 m to 18 m.
Dimensions:	DIN 10025
Tolerances:	EN 10024

**IPE** Beams



Size:	Produced from 80 mm to 300 mm.
Length:	Produced from 4 m to 18 m.
Dimensions:	Mill Standard
Tolerances:	EN 10034

Equal Angle Merchant Bar



Size:	Produced from 20 mm to 203 mm.
Length:	Produced from 4 m to 18 m.
Dimensions:	EN 10056-1 / ASTM A6 - A 6M
Tolerances:	EN 10056-2

#### Flat Bar



Size:	Produced from 10 mm to 200 mm.
Length:	Produced from 4 m to 18 m.
Dimensions:	EN 10058 / DIN 59200 ASTM A6 / A 6M
Tolerances:	EN 10058 / DIN 59200 ASTM A6 / A 6M

**Round Bar** 

Merchant Bar

Merchant Bar



Size:	Produced from 10 mm to 60 mm.
Length:	Produced from 4 m to 18 m.
Dimensions:	EN 10060 ASTM A6 / A 6M
Tolerances:	EN 10060 ASTM A6 / A 6M

#### **Square Bar**

Merchant Bar



Size:	Produced from 8 mm to 50 mm.
Length:	Produced from 4 m to 18 m
Dimensions:	DIN 1014-1 ASTM A6 / A 6M
Tolerances:	EN 10059 ASTM A6 / A 6M

**T Bar** Merchant Bar



Size:	Produced from 25 mm to 50 mm.	
Length:	Produced from 4 m to 18 m.	
Dimensions:	DIN 1024	,
Tolerances:	EN 10055	_

Scan for detailed information





Size:	Produced from 16 mm to 40 mm.
Length:	Produced from 4 m to 18 m.
Dimensions:	DIN 21530 PH-N-84042

GI

Mining and Tunneling Profiles/Accessories



Size:	Produced from 120 mm.
Length:	Produced from 4 m to 18 m.
Dimensions:	DIN 21530

K

Mining and Tunneling Profiles/Accessories



Size:	Produced from 21 mm to 24 mm.
Length:	Produced from 4 m to 18 m.
Dimensions:	CSN 42 5641-82

#### **Traversal Junctions**

#### Clamps





#### **Rasp Bar**



Length: It is produced in length and perforated shape in accordance with customer special requests.

#### **Serrated Flat Bar**

Marchant Bar



Size:	Produced from 20mm to 50mm
Length:	Produced from 4 m to 18 m.
Dimensions:	EN 10058 / DIN 59200 ASTM A6 / A 6M

#### **C** Channel

Solar Energy Profiles



Produced from; Base Width 80mm to 300 mm Size: Flange Width:40mm to 100mm
Thickness: 1.5mm to 4.5mm Lip Width: 12mm to 25mm
Length:  It is produced in length and perforated shap in accordance with customer special requests

F2®

F3A®

F7®

Window Sections







Length: Produced from 4 m to 18 m.

Scan for detailed information



#### **Subsidiaries**

#### IIKOCAER STEELIUK

The subsidiary of the company, Kocaer Steel UK, is a company established in the United Kingdom and has been carrying out sales, marketing and distribution activities since 2015. Kocaer Steel UK has a total of 20,000 sqm of warehouse storage in Cardiff and Warrenpoint, UK. Thanks to the storage capacity of the Kocaer Steel UK Overseas Subsidiary, the company is able to deliver its products to its customers in the UK from stocks and with short delivery times.





### **KOCAER**

Kocaer Çelik started to invest in a 24 MW Geothermal Power Plant (GPP), equivalent to approximately 120 MW of solar energy, in Aydın Kuyucak. In order to carry out these activities, the company has established a new corporate structure called Kocaer Enerji, which is 99% owned by Kocaer Çelik and focuses on renewable energy, mainly geothermal energy. With this new structuring, it is planned to meet 100% of the energy needs in production from renewable sources, and it is aimed to reach a structure where the excess energy produced from renewable sources is sold. Kocaer Çelik aims to be carbon neutral and achieve energy independence with all these investments.









Yağız Nakliyat was established in 1995 and acquired by Kocaer Steel in 2018. Yağız Nakliyat continues its domestic and international logistics activities with its own vehicle fleet.





## Sustainability



Kocaer Steel continues to work with the goal of attracting and retaining innovative, co-learning and value-creating human resources for sustainable success. There are various practices implemented to promote occupational health and safety and environmental awareness.

It strives to increase sustainability in its operations by producing zero waste, carbonneutral practices, sustainable water management and raw material procurement. In this context, with life cycle analysis, the environmental impact of products is analyzed in all processes from raw material procurement to disposal.

The company aims to minimize its impact on the environment through the efficient use of natural resources, renewable energy investments to reduce carbon emissions, the use of hybrid vehicles instead of diesel vehicles, recycling of wastes such as paper, plastic, glass, etc., protection of groundwater with a biological wastewater treatment plant and collection of rainwater.

Kocaer Çelik publishes GRI (Global Reporting Initiative) approved Sustainability Reports by addressing the economic, environmental and social dimensions in line with the strategic targets it has determined and the importance it attaches to sustainability.

Kocaer Steel carries out its sustainability approach through studies conducted with 3rd party independent and accredited organizations in accordance with the principle of transparency.

The Company organizes action plans for carbon reduction and makes dispositions for possible green consensus or carbon emissions through investments in facilities, machinery, and equipment based on energy efficiency. In this context, the Company aims to reduce its carbon and water footprint in its production activities with the SPP (Solar Energy Power Plant), which it has completed and commissioned, and the GPP (Geothermal Power Plant) and SPP, which are included in its strategic business plans and which it aims to invest in.

Kocaer Steel has TS/35/B2/15/18 Zero Waste Management System Certificate.

Kocaer Steel meets more than 33% of the electrical energy it consumes from renewable resources with its 9,2 MW facilities, which it has commissioned in line with its sustainability approach. The company aims to reduce natural resource consumption and carbon emissions with the aim of meeting all the electrical energy it consumes from renewable sources.

Kocaer Steel started green building certification procedures by implementing energy and environmentally friendly designs in the Galvanizing Plant building and applied for LEED (Leadership in Energy and Environmental Design) certification system to be rated by USDGBC (U.S. Green Building Council).



Scan for Sustainability Report



33%f electrical energy comes from renewable sources







- Adaptation to social realities and needs
- **Compliance with the** principles and values of the organization
- **Dissemination**
- **Applicability**

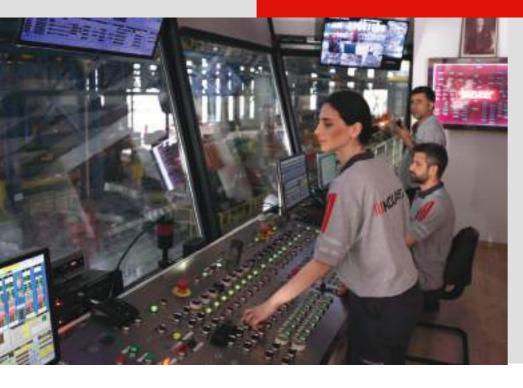
- Measurability
- ✓ Sustainability
- engagement
- Consistency

#### Life in Kocaer

#### **Awards**

(KYMS)

## Kocaer Management and Excellence System





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Kocaer has designed and implemented an operational excellence and management system in line with its own internal dynamics and management philosophy, together with global best practices.

At KYMS, Kocaer carries out all its activities by focusing on the importance it attaches to human and nature with the elements of Health, Safety and Environment (HSE).

Kocaer Steel, which has adopted the principle of managing long-term strategic goals and business plans, reviews its strategies every quarter under the leadership of the Strategy Development Committee and takes action.

Management by Processes is implemented with an integrated systematic perspective in all disciplines and efforts are carried out towards operational business excellence. At this stage, a methodology developed by the company itself is used. The improvement and development of business processes are based on reducing or eliminating losses. For this, lean production/management tools are used.

With the trainings given to blue and white collar employees within Kocaer Academy, awareness and knowledge level within the scope of lean production and management are continuously improved and significant gains are achieved. Creating value for customers, suppliers, employees and shareholders is among the most important objectives of KYMS, which aims to ensure the corporate sustainability of the company and its existence by continuously creating added value for the national economy for future generations.

Digital transformation is prioritized in all processes and significant investments and projects are implemented in this regard. The sustainability of KYMS is coordinated within the established committees. (Voice of Customer - Digital transformation - Lean transformation - Autonomous maintenance - Kaizen - Strategy Development - Education - Idea Management - Project Management Committee)



Kocaer Steel won the Aegean's largest exporter award in the ferrous and non-ferrous metals sector in 2018, 2019, 2020, 2021, 2022 and 2023 by the Aegean Exporters' Associations for 6 consecutive years.

In 2022, it was ranked 50th according to the first 1000 exporters survey of the Turkish Exporters Assembly.

In the results of the ISO 500 survey for the last 7 years, Kocaer Steel ranked among the top 100 exporters on the basis of export revenue in the general ranking of all sectors.

#### Our R&D awards:

In 2017, the company won the first prize in the Large Scale Enterprises R&D Category of the Ministry of Industry and Technology's Productivity Project Awards, which covers all sectors in Turkey.

In 2018, Kocaer received the Special Jury Award at the Izmir Technology and Innovation Platform (IZTEK) R&D and Technology Awards.

In 2019, Kocaer was awarded in 2 categories at the R&D Centers Summit of the Ministry of Industry and Technology.

The company ranked second in Turkey in the category of Project Capacity and third in Turkey in the category of Class A R&D Centers.

Within the scope of the "Global Steel Excellence Awards" organized annually by Fastmarkets, one of the most respected organizations on a global scale, where participants from around the world compete, the Company won the third prize worldwide in the "Best Operational Improvements" category in 2020. It was the only company from our country to receive an award in this competition.

In 2022, Kocaer Steel has been awarded the "Innovation Leader in the Iron and Steel Sector" award

#### Our Information Technology awards:

Kocaer Steel put into use the ERP/SAP system, which is the leading enterprise resource planning solution, in 2016. All processes within the company are integrated with SAP systems. Kocaer Steel received the first prize with the Gold Award in the innovation category of the 2017 SAP Quality Awards for its SAP S4/Hana project.

The company has the ability to collect machine data, which is one of the important requirements of Industry 4.0, effectively since 2008. The company has achieved gains in production efficiency as a result of IT projects carried out with its own internal resources in its factories. Kocaer Steel won the second prize in the 2017 IDC Industry 4.0 Smart Manufacturing category with its MES system, one of these projects

Career at
Kocaer and
Development



Social Clubs



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Scan for detailed information



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