

STECOL CHRONICLE

MANAGEMENT SPEAK



Season's Greetings!

Mr. V. Ananthakrishnan
Chief Financial Officer

The year 2022 was another challenging year for the Stecol family, but we sailed through with greater success, introducing new plants and product, 'Essar Structural', thereby enhancing our production capacity of our existing products. We also took the opportunity to venture into newer, imported, niche products such as stainless steel flat and CRNO. Our company has also simplified the customer feedback and inquiry process, by introducing a new application, that lets customers and potential buyers provide constructive feedback and suggestions to improve our services.

Even with the after effects of the pandemic looming, we were able to replicate and sustain the performances we have demonstrated in the previous years, and we are assured of the fact that this culture shall continue. Stecol was able to overcome most of its challenges with the support of its committed employees, their strength, dedication and hard work. We as a family believe that all our employees are assets and brand ambassadors of the company and the products we sell. Time and again, our team has demonstrated its ability to deliver its commitments towards achieving greater heights. For this, we are extremely indebted to the employees, and their families, for their efforts and their steadfast support.

We as a family are looking forward to the coming year, the opportunity and promise it brings not just for the company, but for all our members and stakeholders too, to grow and develop as better individuals, who are part of a larger society. Our slogan, "Opportunities do not happen, they are created.", shall be our main focus, and our endeavors will be in the same direction, to make sure that as a company, we provide our employees with an environment that is conducive to the overall prosperity of a member, an environment that provides them with the right knowledge, support and help.

So here's wishing the Stecol Family a very happy and successful New Year!

May the new year happiness, joy and peace to all the members, here's wishing the company a bright future ahead, with lots more to look forward to and achieve, together.

BUSINESS HIGHLIGHTS

Trends that Could Change The Logistics Industry Forever

The logistics industry has witnessed a rough patch for a few years. Covid-19, and other hiccups have led to large-scale supply chain disruptions, complicated new rules and restrictions, and tumultuous shifts in customer's demand. Of course, the logistics industry keeps moving forward. We've gone through the worst phase of global pandemic – and industry leaders are planning to enter a new era, with new technologies, practices, and standards to carry it.

These are just some of the driving forces pushing the logistics industry forward:



Mr Amit Tawde
Manager – Logistics & Operations
Mumbai, Maharashtra

1. Cloud-based systems and integrations.

Firstly, the ongoing development and distribution of new cloud-based systems and integrations, allowing logistics businesses to streamline their workflows, store and transfer information quicker and more securely, and even have better control over their finances. Some financial service providers have stepped in to assist carriers with custom technology integrations – and help them get paid faster. Ultimately, that means businesses get to save time, save money, and benefit from smoother internal processes.

2. 3D printing.

It may seem like 3D printing is a technology reserved for manufacturers, but logistics giants are already starting to take advantage of this rapidly-improving platform. Why spend a week transporting a product across the country when you can deliver that product instantly with the help of a connected 3D printer? The supply chain will soon become much faster and more closely connected thanks to 3D printing, forcing logistics companies to adapt.

3. Real-time analytics and tracking.

Thanks to the help of RFID chips and other advanced technologies, managers and industry leaders have access to better real-time analytics and tracking than ever before. They can convey to the customers exactly where their products are and the delivery time. They can identify and anticipate problems (and resolve them faster). They can even pinpoint disruptions in productivity or efficiency, helping them to sculpt the perfect company from the ground up.

4. Efficiency in last mile delivery.

Last mile delivery is always a challenge for logistics companies, presenting a high degree of complexity and high costs (often more than half the total cost of shipment). But we're on the verge of seeing major breakthroughs in last mile delivery, such as the deployment of autonomous drones to deliver packages to individual recipients and overhauls to supply chain models.

5. AI and machine learning.

Logistics companies are also eager to integrate more artificial intelligence (AI) and machine learning to the systems, reducing the need for human hours and increasing both efficiency and

total capabilities. With the right tech tools in place, business analysts can quickly evaluate productivity, shipment speed, customer satisfaction, and other important variables – and routinely self-improve to boost profitability.

6. The block chain.

Thanks to the blockchain (the technology behind cryptocurrency), the logistics industry is benefitting from decentralized ledgers and smarter inventory management. Blockchain technology, even though expensive to implement in many cases, has the power to increase security, efficiency, and reliability of all forms of tracking and data management. Blockchain technology is so flexible and still growing in terms of capabilities, its future potential seems almost unlimited.

7. Lean logistics:

Change is the only constant; yes, we all know this. But, do you know this philosophy applies to supply chain management too? Organizations will soon start implementing Lean Logistics to power up workers by talking to them. The open platform will encourage and give a fair opportunity to express ones opinion on ways to increase efficiency and reduce wastage of time. This will spread awareness about the importance of productivity and costs in the organization and encourage teams to optimize the processes further.

8. Demand for greenhouse reduction will increase

The emission from the industry has also accelerated making the emission of CO2 much worse. Freight transportation contributes to 8% of global greenhouse gas emissions (11% if counting warehouses and ports) and the logistics industry is set to become the highest carbon-emitting sector by 2050. Hence, logistics leaders are taking steps toward decarbonization. In 2030 vehicles will be quite different, using electricity, gas or hydrogen and having a different size and weight.

We are growing more Stronger Day by Day – With the New Edition of Sangamner Plant, Maharashtra

We are happy to enter New Year with New Addition of Sangamner Plant, M/s Pushkaraj Ispat Industries. Pushkaraj Ispat is the exclusive manufacturer of our TMT products. With a good equipment and testing facilities which help us to provide the best product in the market, below are the few details of our new plant:

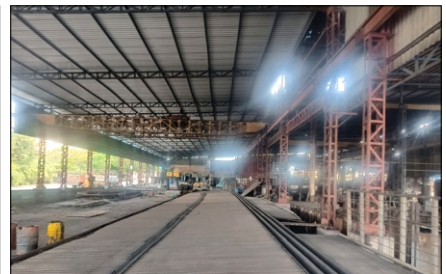
Steel melt shop: Optimized induction furnaces are being used to produce good quality steel as per international standard or customer specifications. Steel melt shop has the capacity of producing 75000 MTPA with various grades and sizes. It has both charging facility i.e., direct hot charging from continuous casting machine as well as coal fired reheating furnace also. They have other products in their portfolio as squares, rounds and flats other than TMT.

State of the art technology in laboratory: The quality of the product is being ensured by state-of-art-laboratory which has computerized UTM, OES and metallurgical microscope. Bend Re bend machine, ageing bath and wet laboratory set up too. Well qualified engineers are taking care of operations and quality of the mill. Rolling mill has acquired a mark license number 7200252409 by BIS.

Rolling mill: According to our FG requirement, billets are chosen and heated above austenitic temperature (can be of hot charging or reheating). With the help of conveyor table, it is allowed to pass through various stands where sizes are getting reduced. It has three parts namely roughing, intermediate and finishing mill. Sparkonix branding machine is used for ESSAR embossing and uniform rib cutting. Finishing stand has deformation characteristics as per our requirement.

Quenching System: Once the required size and deformation characteristics are obtained, red hot rebar is passed through THERMEX system in which rebars are quenched and self-tempered. Austenite structure transform into Martensite (hard and strong phase) at outer side and pearlite (soft and ductile) at core. Combination of such microstructure contribute to higher strength and ease of bending process. RO water is used for quenching process for excellent surface finish.

Yard and dispatch: After QST, bars are cooled in cooling bed and then cut as per required length at cold shear. Entire mill operations are controlled by (PLC) programmable logic control. Pneumatic packing machine is used for uniform tight bundling. Bundles are stacked above ground level of concrete floor under covered shed. Product ranges 8-32mm, Grade ranges Fe500, Fe500D, Fe550, Fe550D and CRS. Each bundle is identified with lot number which has complete traceability till the heat process data.



EMPLOYEE CORNER

Let's drive into the memory lane of the year 2022

We the People: Year 2022 has been full of surprises, fun, events, happiness, rewards and plenty of memories. We at stecol celebrated all the functions as a family with some competitions to win against our competitors or more to come out of box and push our limits, we danced together played few games, we met the supporting families of stecol family and many more. Below are the few glimpse of all the happy faces we had:







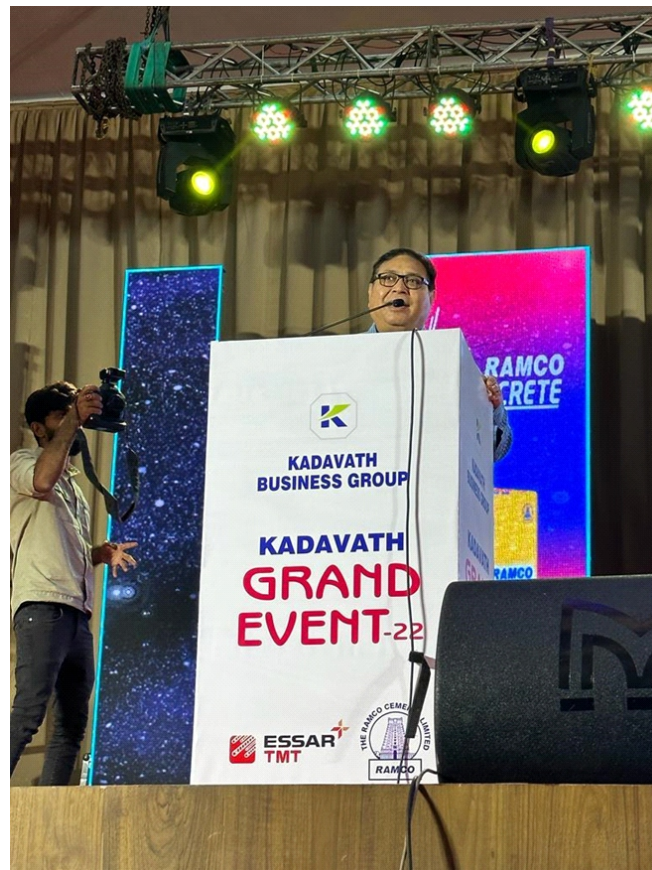
CUSTOMER'S MEET

Valuable business insights sharing event in Kerala

The month of December 2022 also witnessed a professional amalgamation between Stecol and its customer from the South (Kerala). The year 2022 ended with Stecol begin part of a grant event organized by the management of our customer Kadavath business group in Kerala.

The Management team at Stecol comprising of Mr. Ramesh Chandra Kohli: Advisor Business Development (TMT) along with Mr. Vijeth Amarashetty (Regional Manager – Sales & Marketing (South - TMT) were present at the mega event and were able to share a few insights on the business trends of Iron & Steel Market.

This event opened up a / provided a platform for Stecol international to have business opportunities for the future.



REWARDS & RECOGNITION

Wall of Fame

We at stecol appreciate and recognize the endless efforts of our peers, here are a few winners who walked extra miles. The different medium of recognizing them are through different awards like the Rainmaker Award, The Shining Star Award & The Shabashi Award:



The Shining Star Award winner:



Mr. Amit Tawde
Manager – Logistics & Operation



Mr. Ganesh Sakpal
Assistant Manager – Logistics & Operation



New Edition to Our Work Family



Mr. Sohel Sher Khan
Assistant Manager – Retail Sales & Billing
Sangamer, Maharashtra

"I had been a part of Stecol family previously, glad to be a part of such a growing company again. I am happy that I got the chance again to grow with my work family"



Mr. Nitish Singh
Billing Executive - TMT
Raipur, Chattishgarh

"Thank you for considering my profile for the role. I feel gratified that the company trusted me to be a part of their family. So happy to work with stecol".



Mr. Pritam S. Purkayastha
Advisor – Business Development & Strategy
Bhubaneshwar, Odisha

"Glad to be a part of Stecol Family. Hope to see highs together"

EXPERT TALK

Health & Wellness, Present & Future

and needs to be strengthened to enable it confront these challenges in the twenty-first century.

Let's start with what's happening right now to India's Health:

- 1) In India, from 3 January 2020 to 23 December 2022, there have been 44,676,678 confirmed cases of COVID-19 with 530,690 deaths, reported to WHO. As of 20 December 2022, a total of 2,200,145,981 vaccine doses have been administered.

India is working hard to ensure health safety of all but the recent covid wave in China will surely impact India though not on an unprecedented scale as current infrastructure and immunity of Indians is way better.

- 2) 4 out of every 10 Indian adults aged 18 to 69 are physically inactive! That translates to 41.3% of Indian adults who are not engaging in the WHO recommended level of PA (physical activity) {150 minutes of moderate to vigorous exercise per week.}

This stats aren't good if we want to ensure India to stay healthier and be able to become a bigger and better economy.

But as per a survey by Intermiles, almost 50% of Indians spent more time working out, post the onset of COVID.

- 3) 59% of India's people go to sleep after 11 pm and one of the biggest reasons for this is social media. For a healthy India, one should sleep for atleast 7 hours!
- 4) WHO estimates that the burden of mental health problems in India is 2443 disability-adjusted life years (DALYs) per 100 00 population; the age-adjusted suicide rate per 100 000 population is 21.1. The economic loss due to mental health conditions, between 2012-2030, is estimated at USD 1.03 trillion.

The National Mental Health Programme and Health and Wellness Centres are efforts to provide quality care at the primary health care level. Deaddiction centres and rehabilitation services are also available.

Raising awareness and mobilizing efforts in support of mental health is necessary for addressing the situation.

But!

We do see an improvement in overall health awareness amongst Indians. More people are exercising, more are following a good diet and as we look forward to 2023 here are some prediction for the same:

In 2023, we can expect healthcare providers and government to focus on telehealth, mental health, and rapid adoption of the latest technologies to increase productivity and achieve better patient outcomes.

Further, healthcare providers are expected to find new ways of incorporating more remote testing and chronic disease management into the current virtual care modalities. This trend will enhance care access for underserved areas and reduce mortality rates, especially for rural communities in India.



Dr Bhavya Vankar
Founder & Promoter,
Quantum Corp Health
MBBS (Mumbai), LIC panelist

A trip to Heaven – Never too late to explore the best in you and only a trip can help you do that.

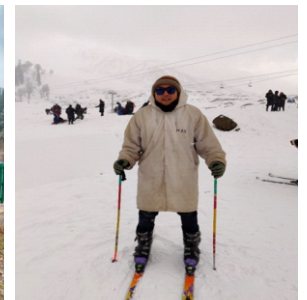
There's a beautiful quote by Marcus Tullius Cicero saying that “The pursuit, even of the best things, ought to be calm and tranquil.” Many people say that to get rid of your boring daily routine, it is important that you take some day off and visit a beautiful place. It will not only prove to be recreational but also you can get to know something interesting about the different culture and heritage of India. I've visited many places in and around India but the mesmerizing beauty of Kashmir will always stand above any other place in my eyes.

It was a long discussion over a year between me and friends to visit the rightly said heaven on the Earth – Kashmir and we finally landed to our destination. Not only the destination but the view from our flight was breath-taking.

I was lucky enough to capture few glimpse of the magnificent snow-clad mountains from my flight to Srinagar.



We visited few places in Srinagar, Gulmarg and Pahalgam and all the places has left me more surprised with the generosity of the people around . Gulmarg welcomed us with the first snowfall of the season where Pahalgam offered us an unforgettable horse ride up a fairly steep mountain that leads to a magnificent meadow ringed by trees and snow-capped peaks. Needless to say, these are places where we beheld nature in all its glory.



The memorable experience at Srinagar's Dal Lake which has a floating market on small and big shikharas where tourist can shop to pick up clothes of Pashmina, The gardens are an absolute treat to one's eye. While admiring nature, one can eat and enjoy the local drink KAHAWA which is made up of dry fruits and the special Kashmir “Kesar”. This drink once consumed helps to keep the body warm in the cold weather.



Mr. Rohitkumar Gupta
Deputy Manager – Finance
Mumbai