

CALL ME MR. STEEL

Dr. Kamoru Yusuf (MON), founder of KAM Holding, speaks about Nigeria's steel market, Danieli technologies, sustainability, and future generations

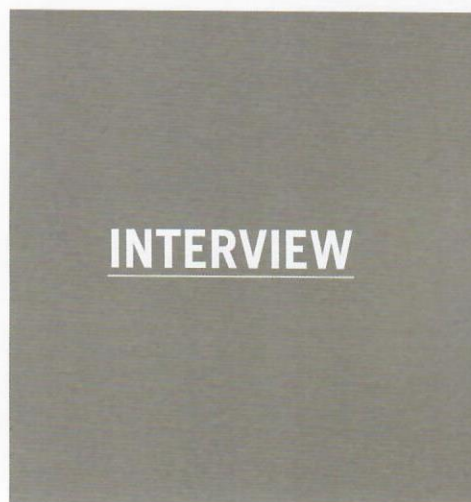
— EDITED BY PAOLO BURIN / Vice President, Danieli Centro Met

KAM Holding

Founded by Dr. Kamoru Yusuf (MON) in 1997, KAM Holding is Nigeria's largest, wholly indigenous metal and steel production company. KAM Holding is based in Nigeria, with a global business conglomerate operating in three countries across two continents.

Danieli entered the steelmaking plant business in the sub-Saharan market in 2018 by installing the first Danieli EAF-based plant in Sagamu, Nigeria. The greenfield steelmaking plant originally supplied the Standard Metallurgical Co. Steel plant in Sagamu (SMC), with a 40-t DC EAF, a 40-t LMF, a two-strand continuous caster for billets (complete meltshop plant), and the associated fume-treatment plant. This facility is capable of producing up to 260,000 tpy of billets to feed the existing rolling mill for the production of hot-rolled wire rod and rebar.

KAM Steel Integrated Company Limited, under KAM Holding, aimed to expand its production capabilities and acquired the SMC plant in August 2020, adding it to its already operational Ilorin Steel plant. Despite the challenges posed by the Covid pandemic, Danieli provided KAM with full support to restart operations at Sagamu Steel in 2021. This support ranged from the initial plant



survey to assess conditions, to the supply of necessary spare parts, operational components and consumables. In addition, Danieli provided on-site advisory services, ensuring a successful and smooth restart of the plant (which had been inactive for more than three years), quickly achieving the designed production capacity.

In 2020, KAM Holding Limited awarded Danieli Centro Recycling the order for an 80-tph shredder and a fully refurbished Danieli CIC 800-10 inclined shear with a 800-t shearing force. Both units have been operational since 2021, with the 80-tph shredder installed in Ilorin Steel Plant and the Danieli CIC 800-10 inclined shear at the Sagamu Steel Plant. In recognition of the collaborative



partnership developed over the years, an interview was conducted by Danilo Dreolini, Danieli Vice President Sales for Sub-Saharan Africa, with Dr. Kamoru Yusuf, GMD and CEO of KAM Holding Limited.

Mr. Yusuf, thank you for this interview. Would you please introduce yourself to our readers and share three words that best describe KAM and its business?

I am Dr. Kamoru Yusuf (MON), founder of KAM Holding Limited, which specializes in the manufacturing of iron and steel products in Nigeria with five subsidiaries in diverse business fields. Over the last two decades, KAM has become a major market player in the Nigerian



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400+ people
— Shagamu plant
— Jimba-Oja plant

170+ people
— Ilorin plant



steel sector with its clear vision, philosophy and ethics.

We strive hard for customer satisfaction, innovation, continuous improvement, HSE and staff welfare to keep the business in shape.

KAM originated and operates in Nigeria. What do you think is the greatest advantage of being 100% native to the territory?

Our country has vast natural resources essential for the steel industry, and we have reduced production costs through modernization and keeping abreast with ever-emerging technologies. Steel is also an enabler of a wide range of manufacturing activities. It also creates opportunities for innovative solutions in other sectors and is indispensable in research and development projects around

the world. So, to answer your question, Nigeria's vast steel potential will engender massive investments in steel. And we have been on ground for the past 26 years to harness its fullest potentials.

You operate a 40-t Danieli meltshop in Sagamu. Can you provide more details about the facility?

Yes, we operate a Danieli meltshop comprised of DC electric arc furnace, ladle refining furnace and twin-strand caster without any issues. Plant and machines are modern, world-class equipment helping us to delivery excellent quality product at reduced production cost that is essentially required to operate in a cut-throat competitive environment. This is probably the only DC arc furnace in Africa, if I am not wrong.

How does Danieli's EAF integrate with the local power network?

The local power network has improved over the years and our steel plant substations are being fed with 132kV double circuit lines; moreover, we have 60 MW of power generation through gas turbines that is also connected to the national grid, thereby exporting power to grid and importing power back in the best solution.

At the same site, you also use a revamped shear designed by Danieli Centro Recycling. How does it perform?

Our Danieli Centro Recycling revamped shear is a fully refurbished Danieli CIC 800-10 inclined shear with a 800-t shearing force, perfectly fitting the requirement to process scrap coming from the rolling and casting processes.

Speaking of material treatment, at your Ilorin site, you have recently commissioned an 80-tph shredder. Can share more about it?

This 80-tph shredder was commissioned in 2021, and since then, we've experienced good performances. In fact, it has increased production by 25% and considerably reduced power consumption at the meltshop. Now, we can't imagine running our meltshop without shredded scrap.

Your website defines sustainability as "using products or services in a way that does not damage future generations' resources". It is a very forward-looking approach, but how do you translate it into day-to-day activities?

We ensure employee compliance with human and environmental rules and regulations concerning growth and development by subscribing to the UN SDGs, Sustainable Development Goals, especially SDGs 5 (gender equality), 8 (decent work and economic growth), and 9 (industry, innovation and infrastructure).

Our approach is to promote a world-class multinational company, creating more wealth, prosperity, and self-sufficiency in Africa.

In addition, we have created a robust ecosystem, including our nail factories, cold-rolling mill, and other subsidiaries, to uphold a zero-waste policy for all scrap metal to our melting shop.

I would like to touch upon your social initiatives to foster the growth of the country and help make a difference in people's daily lives. Among these, the promotion of healthcare, and women and economic empowerment. What is your approach to these projects?

Corporate Social Responsibility is a must if we want to continue to do business that is equitable, morally right, and beneficial to society. Part of our proceeds address topical issues that affect women, health, and socio-economic growth.

Certainly our adherence to the goals of sustainability, with the ultimate goal of not leaving anyone behind, compels and propels us to give back to society in ways that are measurable and impactful, whilst

ensuring that the environment within which we operate is not polluted by us to the detriment of humans, plants, soil, etc. We have KAM Foundation to thank for that. Further information is of course available on our website for the modalities.

KAM Holding was founded in 1997, making it relatively young compared to Danieli. However, this means your future is still to be written, with limitless room for growth.

Can you reflect on the past 26 years, and try to imagine what the future will hold for you?

We are the largest indigenous producer of steel and steel products in Nigeria. We are also the largest employer of labor in the Kwara State.

The future of steel is bright. Our intent is to be the top player in the African steel market, with its huge potential, by 2030. And to explore other minerals without undue exploitation and degradation of our environment, the KAM Mining Division is relentlessly working on securing the company and country's future.

Call me Mr. Steel if you like. |



The Danieli 120-t FastArc EAF equipped with Danieli technological packages grants high process efficiency, low tap-to-tap time and minimized operator intervention to increase overall safety conditions.