

**/STEEL
SHAPED
FOR
GREAT
IDEAS**

/STEEL SHAPED FOR GREAT IDEAS

For many manufacturers, steel only forms parts of their product, but for us it is our entire world and sole focus.

As a supplier of steel-based solutions, our aim is to help companies through the steel value chain – from processing coils to slit coils and sheets, as well as shaping to form finished components and profiles – from idea to industrial reality.

We reduce complexity and increase flexibility jointly with our customers, wherever this is needed in their value chain.

Our customers will find that our expertise and excellent coordination skills provide a strong basis for collaboration. We have an eye for detail and are keenly aware of the wider context our customers' products are part of.

We understand how much of the total performance in any solution depends on qualified advice and optimised solutions.

Our approach leads to results that can be felt – solutions are realised with maximum efficiency.



Customised
solution



Independent
steel service center



Flexible
shaping of steel



Reliable
logistics and delivery

/ A constantly evolving world

Manufacturing companies operate on an international stage that is constantly evolving. Increasing demands are placed on everything from shorter product life cycles to greater adaptability and product complexity.

This trend also demands greater innovation, agility and efficiency from companies – and the ability to translate new knowledge into mature products with a shorter time-to-market.

We strive to help our customers navigate the challenges of the future, so that they remain competitive.

Challenges in the international market

/ Handling a shorter product life cycle

Ever shorter product life cycles demand that suppliers and customers alike remain at the forefront.

/ Delivering increasingly complex products

With greater competition, customers are placing increasing demands on products.

/ Ensuring greater adaptability

Ever-increasing expectations in relation to optimising services demand that companies are able to adapt to keep up.

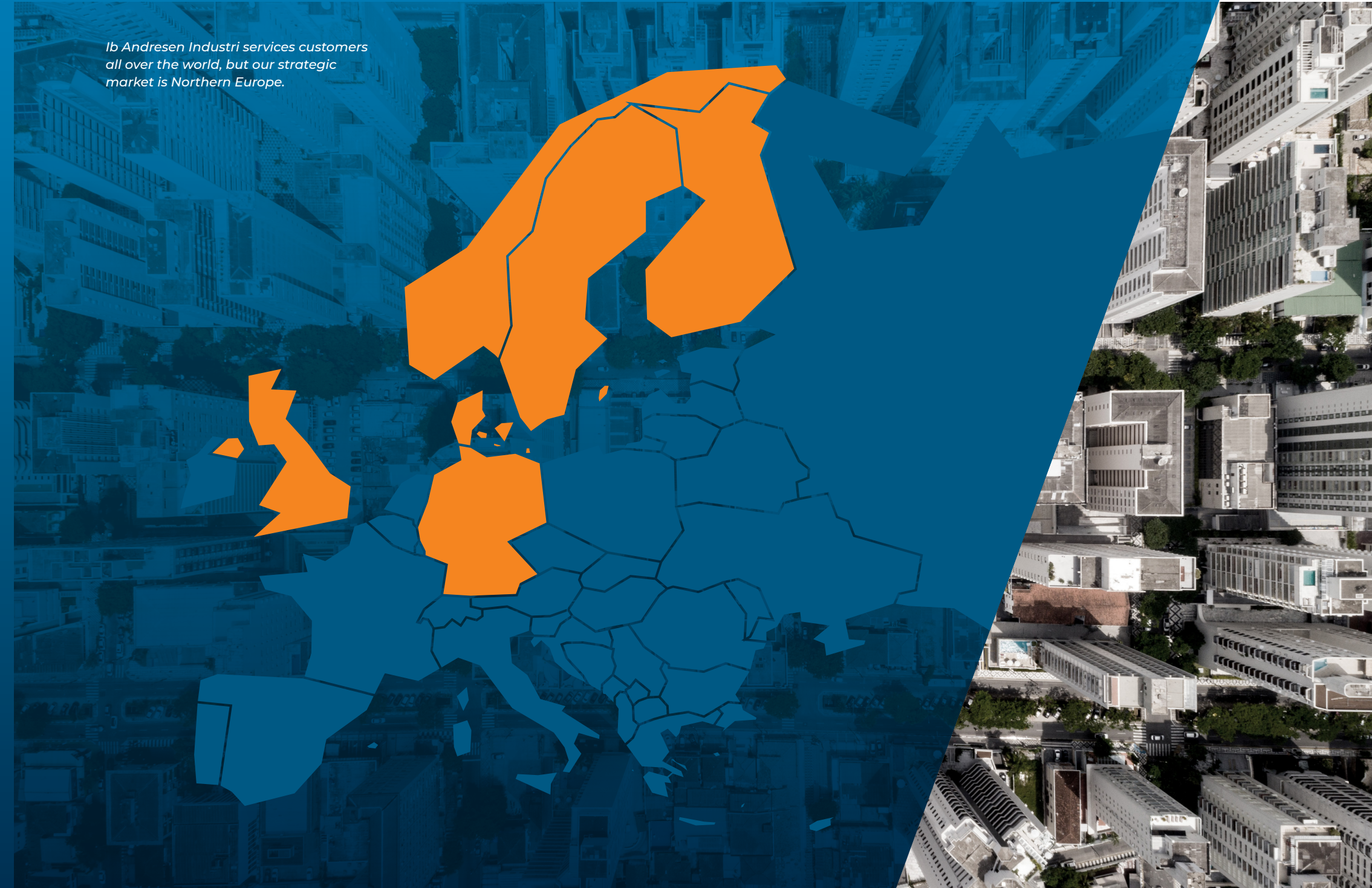
/ Streamlining logistics and administration

Shorter product life cycles and increasing product complexity demand efficient logistics and smooth cooperation, raising the need for reliable and innovative partnerships.

/ Working towards sustainable solutions

Companies must continue to take greater responsibility for always delivering sustainable solutions based on durable materials and long lifetimes.

Ib Andresen Industri services customers all over the world, but our strategic market is Northern Europe.



/ Our world is more than just steel

When demands are placed on our customers and partners, this places demands on us as well. We must constantly refine and improve our competencies as a strategic supplier of steel-based solutions.

Over the years, we have developed a range of competencies and a unique production setup with our own independent steel service centers, ensuring greater flexibility and quality for our customers. We are thus able to help our customers throughout their value chain – from specialty-based advice to flexible production solutions, final delivery and logistics management. We can jointly put together the ideal process – whether you need help from start to finish or just with a few parts of the process.

/ Our value chain consists of six primary services:

Dedicated sales, project management and customer center

We understand our customers' businesses and guarantee agile service in daily operations and during the implementation of large-scale customer projects.



Customised solution

We work with our customers to produce cost-effective solutions that are mature for production, based on expert advice and feedback.



Independent steel service centre

Having our own steel service centers makes us independent market players and gives our customers greater freedom, increased flexibility, and faster delivery.



Flexible shaping of steel

Our production handles our customers' specific product requirements during the manufacture of their steel-based solutions.



Reliable logistics and delivery

We manage and ensure logistics and delivery through simple, seamless processes enabling our customers to focus their resources on their core business.

Coordinated quality package

We aim to make all processes high-quality, which is why we offer quality packages to match our customers' product requirements and comply with the legislation in the market.



Customised solution

We advise our customers during the process, from idea to realisation, in the area of steel-based solutions. We believe that good ideas are those that last, and we know the advantages of doing thorough groundwork. With our expertise in the field of steel processing, we advise our customers on their optimisation options and solutions. This can be in the form of how we best mature our customers' products for production, or how we put together smart logistics. The aim is to create the most cost-effective solutions, where each element is integrated into a wider context.

/ Design optimisation

Drawing on sector-specific knowledge, our specialists advise our customers on how to optimise designs and solutions to potentially mature their product and ensure competitiveness.

/ Materials

A lot of money can be saved by choosing the right steel type and quality. Having our own independent steel service center means that we can advise our customers during the procurement processes.

/ Implementation advice

We know that steel might only be a small part of our customers' overall business, which is why flexible implementation in a large-scale customer setup is one of our focus areas.



Independent steel service center

We know that flexibility, reliability, and prompt action are key to our customers, and having two independent steel service centers and a steel terminal gives our customers access to steelworks round the world. Our locations at ports, railways, and motorways are instrumental in enabling the steel to arrive from all parts of the world. To give our customers fast and high reliability of supply, we provide storage solutions for our customers' coils so that we can slit coils and cut plates in standard and fixed dimensions – even at short notice. In addition to coil stocks, we also store slit coils and steel sheet in our finished-goods warehouse, as our central location in Denmark provides a competitive logistical advantage. We do not sell steel, but solely provide output and services that add value to our customers' steel.

/ Independent steel service centers

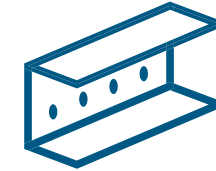
Unlike many other steel service centers, we are independent, which gives our customers the freedom to choose the steelworks themselves.

/ Steel terminal and coil stocks

Due to our size and setup, we can store our customers' coils, saving them space and increasing flexibility and reliability of supply.

/ Slitting and cutting

We slit and cut coils into standard and fixed dimensions within narrow tolerances.



Flexible shaping of steel

We have continuously invested in automating our machinery, which is why we now have a modern, flexible production setup, enabling us to produce a wide variety of solutions to meet our customers' needs. In addition to our output in sheet-metal processing and roll forming, we have a large network of regular external suppliers, which enables us to provide our customers with other services, such as coating, as part of the solutions. Together with our advisory expertise in design optimisation and the possibility of handling logistical challenges before, during, and after production, we can assist our customers throughout the implementation of the solution.

/ Sheet-metal processing

We offer laser and plasma cutting, punching, and bending up to 14.4 metres, as well as secondary processes such as welding and bevelling, which we utilise to meet customer needs.

/ Roll forming

We have 25 roll-forming lines with integrated, automatic straightening machines, punching centers, and roll stands, which jointly interact to manufacture complex steel components.

/ External supplier management

We draw on our network of approved external suppliers, all of whom meet Ib Andresen Industri's standards, and thus take responsibility for the entire steel value chain for our customers.



Reliable logistics and delivery

As an essential part of our steel-based solutions, we also design logistics solutions. We manage both small-scale and large-scale logistics, but the common denominators are always the same: delivering the processed steel on time, in the right amount and at the agreed place. Logistics solutions can include product and kit packaging, development of unique packaging solutions, and flexible stocking concepts. This enables our customers to pick goods from stocks as needed. Full traceability is of course also an option.

/ Practical packing, packaging and shipping

We package in kits that match the customer's production, develop unique packaging solutions and handle shipments with full traceability.

/ Flexible stocking solutions

We offer stocking solutions for everything from coils to finished goods, which makes it easy to pick goods from stock and request just-in-time delivery.

/ Easy monitoring with EDI and extranet

Via EDI, our customers can electronically submit orders for processing, and through our extranet, we provide an overview of shipments, warehouse storage, and general statistics.

Dedicated sales, project management, and customer center

We want partnering with us to be flexible, simple, and effective, which is why we use dedicated teams that understand our customers' businesses. Our customers have a single point of contact that ensures project planning and implementation move forward as agreed. Sales, the project management team, and our customer center jointly serve as the customer's eyes and ears in our production processes.

/ Dedicated project management team

A permanent specialised project management team can be assigned to specific tasks to reduce our customers' workload and ensure streamlined processes.

/ Helpful customer center

Our customer center is your point of contact. We know your business and current projects, and you can always call us for status updates or to have your questions answered.

Coordinated quality package

We serve as our customer's quality control and work at all times to guarantee high, consistent quality for our customers' steel products and solutions. To help our customers navigate in a world of ever greater requirements, we have developed a unique quality management system and offer a range of quality packages that include documentation, traceability, and measurement. For all customers, we prepare descriptions of quality requirements, such as surface requirements, tolerances, or certification.

/ Documentation packages

We offer three different documentation packages, tailored to the needs of the sectors we serve.

/ Traceability

Depending on the level of traceability required, we offer various packages for material traceability.

/ Measuring using a laser tracker

We also offer advanced measurement using a laser tracker to ensure accurate workpiece dimensioning.



CASE

/Your idea was to reduce brake noise worldwide

We therefore provide slit strips of the highest quality in a local partnership based on reliability.

How we help Meneta Group A/S

At our steel service center, we process coils into high-grade slit strips that fit directly into Menta's production setup.

With a unique flexibility and short delivery time, we meet their requirements.

Our services include coil storing, slitting, and logistics such as fit-to-line just-in-time delivery.



MENETA

Meneta has specialised in the development, testing and production of anti noise shims and back plates for braking systems since 1953. Today they are one of the world's leading manufacturer.

FACTS

The partnership started back in the 1990s.

We originally provided slit strips for back plates, but in 2011 the partnership was expanded to include slit strips for anti noise shims.

As a result, we now provide around 3,000 tonnes of processed steel each year.





CASE

/Your idea was to design strong gutter equipped for future climates

We provide Scandinavian designed steel gutters that withstand the weather and with a surface that enhances the aesthetics and elegance of the house.

How we help Plastmo

In order to achieve a uniform design, we advise on which steel grade the various suppliers are to use when producing gutter components.

Our steel service centers slit coils and cut to length providing base material for further processing. We shape slit strips into gutters

in-house.

The finished products are packed in a recyclable packing system, that we reuse when the gutters are assigned.

Our services include warehousing solutions, coil slitting, cut to length, roll forming, and logistics.

FACTS

Ib Andresen Industri produces almost 275,000 metres of steel gutter for Plastmo every year.

Plastmo®

Plastmo stocks a wide range of rainware systems and outdoor environments, such as gutter systems, roofing solutions, railings, drainage, and fascines. Plastmo sells its solutions throughout the Nordic countries and in Eastern Europe, and is a market leader in Denmark in gutter systems and easy roofing solutions.

FACTS

Together with European Energy, we have built six solar parks since 2018.

For the solar parks in Thisted and Mors (in Denmark) alone, we supplied a total of 770,000 metres of profiles.



CASE

/Your idea was to create value through green transition

We provide a unique steel substructure shaped to make a positive contribution to the green value creation.

How we help European Energy

Through a constructive and creative dialogue, we have together developed a new modular system designed to lift both bifacial solar cells and the overall economy in the solar projects that European Energy facilitates.

In continuation of the R&D cooperation, we produce the steel profiles on our roll forming lines. A technique which qua the scope of the projects is made for exactly this method of manufacture.

On the roll forming lines, the steel profiles are punched, shaped, and cut to the agreed lengths

in a single process.

For the last two projects we processed 3,400 tonnes of steel equivalent to an output of 770,000 meters steel profiles.

The produced profiles are shipped directly on-site just-in-time no matter where in the world they are to be delivered.

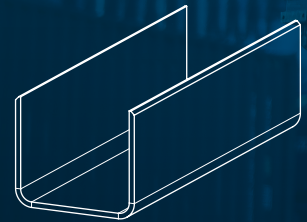
We provide services including storing of coil, coil slitting, roll forming, and logistics such as on-site just-in-time deliveries.



European Energy has been developing and constructing wind and solar parks and large-scale energy storage systems with great success since 2004.

FACTS

Ib Andresen Industri supplies profiles up to 5.4 metres long made of 12 mm thick steel for Elme Spreader's lifting yokes, which are capable of handling containers weighing up to 30 tonnes.



CASE

/ Your idea was to support companies worldwide with container handling solutions

We provide a high strength steel-based solution to support your business within heavy container handling.

How we help Elme Spreader

Many years of ongoing communication, dialogues regarding designs, and consistent deliveries have served as the foundation for a strong partnership.

Together we have created a flexible setup designed to make the production of large steel components fast and easy.

Based on forecasts, we order steel coils to our

stock facilities ready for production when needed. Full transparency is maintained throughout the entire process.

Our services include coil storing, coil cutting, bevelling, bending, and fit-to-line just-in-time delivery.

ELME™
Swedish Spreader Systems

Elme Spreader has 44 years of experience handling containers, and is one of the world's leading independent manufacturers of lifting yokes. Elme Spreader sells their products across seven continents to a range of customer groups – from OEMs to end-users.

CASE

/Your idea was to make large, complex infrastructure projects possible

We provide a unique logistics setup always ready to supply masts, suspension systems, and contact wires from day to day.

How we help Per Aarsleff A/S

We deliver masts and contact wires to the electrification of 1,300 km Danish railway network. We fulfill the function as both production unit as well as logistics center for Per Aarsleff A/S.

As a production unit, we weld, among other things, mountings to the masts. The placements of these mountings vary from mast to mast. At the logistics center, we stock and assemble about 1,000 part numbers, and together with the masts, we pack mounting kits exactly according to the

specification of a given section on a daily basis.

The deliveries are made just-in-time, enabling Per Aarsleff to start the assembly work when the railway section closes at night.

The services we provide include welding, kit packing, logistics, and on-site just-in-time delivery..



AARSLEFF

Per Aarsleff A/S is part of the Aarsleff Group, a leading Danish construction group that plans and implements large complex projects in the areas of infrastructure, climate adaptation, the environment, energy and construction.

FACTS

The consortium made up of Siemens A/S and Per Aarsleff A/S will electrify the Danish rail network over a 10-year period.

The project calls for the erection of 21,000 masts with suspension systems upon which the contact wires for electrification will be suspended.



Photo: Robert Attermann, Banedanmark

FOUNDED
1967

HEADQUARTERS
LANGESKOV

DEPARTMENTS
NYBORG
VEJLE
FREDERICIA

PRODUCTION VOLUME
OVER
500,000
TONNES
OF STEEL
PER YEAR

EMPLOYEES
OVER 500



/The idea with Ib Andresen Industri

Ib Andresen, who trained as a civil engineer, founded Ib Andresen Industri in 1967. Since its humble beginnings, the company has developed into a renowned international supplier of steel-based solutions.

We work with some of Europe's leading companies across a range of sectors – with new ones constantly being added. We have helped them bring their ideas to life and establish partnerships. One thing they all have in common is that they use steel in their products.

VISION

**We want to be
the preferred
supplier of
value-creating
steel solutions
in Northern
Europe.**

CAPABILITIES

CUT TO LENGTH

Material thickness	0.4 - 16 mm
Sheet widths	200 - 2,150 mm
Sheet length	200 - 18,000 mm
Coil weight	max. 32 t

COIL SLITTING

Material thickness	0.2 - 6.5 mm
Coil width	50 - 1,650 mm
Ring width	min. 10 mm
Coil weight	max. 30 t

/ Steel Service Center

Independent steel service centers with all the benefits that go with it

Broad capabilities and modern production setup are the foundation of our steel service centers. Combined with flexibility, digitisation, and independence, customers will find that we are a partner that they can trust.

Quality control and traceability

Coils and finished goods undergo quality control, so that our customers can be confident that any goods we ship have the required level of quality. Traceability from the steel works to the finished products furthermore helps to ensure the desired quality level and fulfil any documentation needs.



Coil reception

We have extensive infrastructure and can receive coils by ship, rail, or truck. This is an advantage, because as an independent steel service center we can receive steel from any steel work in the world.



Warehousing solutions

We stock coils and finished products in the form of sheet and slit strips, and we manage these efficiently in close cooperation with our customers. Everything is managed digitally, so customers can access inventory status and make queries at any time.



CAPABILITIES

ROLL FORMING

Material thickness	0,25 - 7,0 mm
Coil width	20 - 1,000 mm
Profile length	150 - 16,000 mm

LASER CUTTING

Material thickness	General steel: max. 25 mm Stainless steel: max. 20 mm Aluminium: max. 20 mm
Length	max. 12,000 mm
Width	max. 2,500 mm

BENDING

Material thickness	max. 40 mm
Length	max. 14,400 mm
Press power	max. 1,400 tonnes

TURRET PUNCHING

Material thickness	max. 10 mm
Length	max. 12,000 mm
Width	max. 1,875 mm

COMBI-SYSTEM WITH PLASMA CUTTING

Material thickness	max. 40 mm
Length	max. 13,600 mm
Width	max. 2,200 mm

LASER TUBE CUTTING

Material thickness	max. 8 mm
Length	max. 6,300 mm
Width	max. Ø152 / 100 x 150 mm

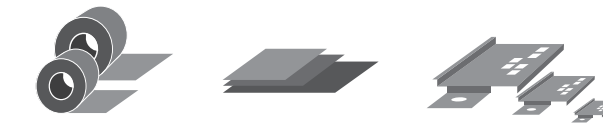
WELDING

Length	max. 9,000 mm
Width	max. 1,000 mm
Item weight	max. 1 t

/ Steel solutions

Sheet-metal processing

We offer a wide range of sheet-metal processing services. Combined with our great expertise, agility, and innovative approach, we are constantly evolving with our customers. We can thereby help to ensure that they are competitive in their respective markets and remain so in the future.



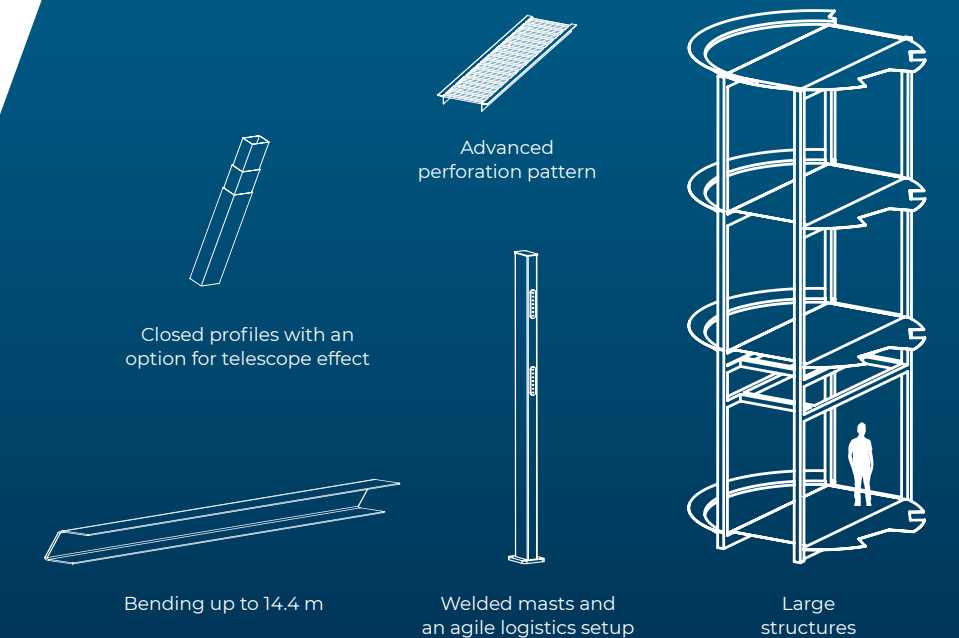
Roll forming

Roll forming is ideal for large homogenous production runs. The technique makes it possible to combine punching and profile shaping in a single process and to use robots to handle packing profiles.



Examples

We have been helping customers transform their unique ideas into industrial reality for more than 50 years. A selection of profiles, components, and structures that we have processed for our customers is shown below.



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