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## METALSHUB, ANNIVERSARY

# Metalshub Celebrates its first Anniversary

📅 13-Dec-2018    💬 0

Metalshub the digital platform for buyers and sellers of metals and ferroalloys, celebrates its 1st anniversary. Metalshub provides a digital marketplace, where physical metals and ferroalloys are efficiently bought and sold. Exactly one year ago, on the 13th of December 2017 at 10:44 a.m. the first transaction took place between Cronimet and Traxys. This is an excellent occasion for a review of the first year "live".



Metalshub was founded with the vision to increase liquidity and reduce transaction costs for commodities which are not traded over an exchange. One year after the launch, more than 250 producers, consumers and traders of commodities from over 50 countries have registered, including industry leaders such as Outokumpu, Saarstahl, Gerdau, Traxys, Euromet, Hempel Intermétaux, V-Resource, Glencore and Anglo American.

The growth of Metalshub in the first 12 months has been exponential. To date, over 800 negotiations have taken place on the platform. In the most recent month, the transaction volume reached \$7.5 million putting the annualized run rate at \$90 million. Only pre-checked companies are allowed to trade on Metalshub. Therefore, it is not surprising that almost every transaction went smoothly. In 98% of the transactions the buyer paid on time and in 97% of the transactions, the seller delivered within the agreed period and quality.

"Over the past year, Metalshub has experienced exceptional growth and development. We've listened to the feedback of our users and haven't stopped working on new features to make our platform more intuitive and efficient. We are very proud of the progress we've made," says Co-Founder and Managing Director, Dr. Frank Jackel.

At the end of November the Chinese version of the platform was released, and now users all over the world can access conveniently the marketplace in 5 languages (Spanish, English, German, French, and Chinese). Metalshub's users are happy with the new channel to the market. Claire Wang, Marketing Manager of the Chinese manganese producer, V-Resource Ltd. states: "We have received many messages and alerts on a daily basis from Metalshub announcing new customers and new opportunities that we had not known before, this is great! It brings us new opportunities to expand our business."

The Metalshub team consists of experienced and professional software developers, business development managers, and marketing experts from over 5 nationalities. In the last year, 10 new members joined the team.

The business model of Metalshub relies on a success-based fee of the transaction value which is paid by the seller. The platform currently focuses on 11 product categories; Chrome, Manganese, Molybdenum, Nickel, Niobium, Silicon, Titanium, Vanadium Sulphur, Phosphorus, and Tungsten, each metal with multiple subcategories. It plans to expand its products portfolio, as more companies join the marketplace.

"In 2019, our focus will remain on improving the marketplace and delivering innovative features like we have done in 2018 with the EulerHermes transaction credit insurance, and the instant trucking quotes. Our users will benefit from a messaging function, a rating system, an ocean freight calculator, and new language versions, among other features. We are counting on our dedicated team and on our user's valuable feedback to grow together during the upcoming year", says Co-Founder and Managing Director, Dr. Sebastian Kreft.

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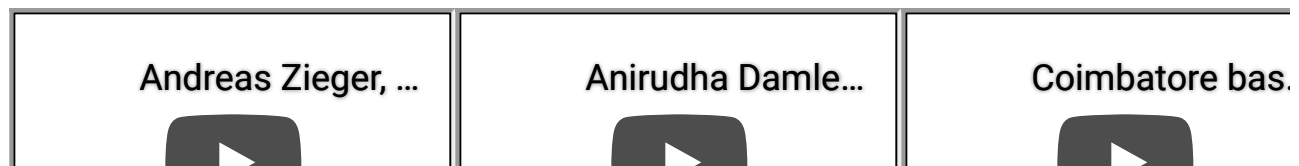
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