

# BLACKLAKE

**Non-ferrous Metals  
recycling and trading**

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# About us

Blacklake is a dynamic privately owned company headquartered in Toronto, Canada and highly specialized in global physical trade of primary non-ferrous products and metal scraps. Along with four main offices in Geneva (Switzerland), Barcelona (Spain), Sao Paulo & Belo Horizonte (Brazil), we make our global network, collective knowledge and extensive experience at hand to our clients all over the world.

Originally founded in 2019, Blacklake has developed itself into a successful and resourceful commodity trading house with both a global presence and a particular interest in non-ferrous metals recycling and trading including aluminum, copper, brass and bronze.

Deploying cutting-edge infrastructure, industry-leading expertise and an international network that has required years to craft, we serve our customers through a diversified system of logistics to deliver added-value metal commodities on the dot by ships, rails, and Trucks.

We are proud of the exceptional reputation we have earned through our trade partnerships allowing us to cultivate our unique approach to taking on complex business challenges and reinforce our commitment to delivering best results by providing reliable trustworthy service, to our network of hundreds of partners and clients spanning the globe.

Blacklake is an active member of the Institute of Scrap Recycling Industries (ISRI). We steadily adhere to the applicable laws as well as to the international standards and guidelines for scrap recycling and metals trading.



Founded in 1987, ISRI is a United States-based private, non-profit trade association representing more than 1,300 private and public for-profit companies operating at more than 6,000 facilities in the United States and 40 countries worldwide. With a motto of the "Voice of the Recycling Industry," ISRI promotes public awareness of the value and importance of recycling to the production of the world's goods and services, along with the positive environmental benefits derived from scrap recycling.

# CEO Message

Since its inception in 2019, Blacklake has achieved a steady growth and established long-standing bonds between its suppliers and customers alike. We are proud of our human sized structure that allows us to strengthen team dynamics and build robust commercial relationships creating a remarkable culture that drives us all towards successful business. Three pillars are at the heart of our business model: sustainable growth, ethics for business conduct and noteworthy performance. These are all central to the long-term development of our company and that of our partners.

## Building resilience for sustainable growth

Our total metal recycling approach to sustainability is aligned with the international SDG framework and supports the delivery of our own strategic priorities, specifically the provision of a safe and sustainable environment and the engagement, attraction, development, and retention of our people. We are engaged in contributing to solve future natural resources challenges particularly in aluminium and non-ferrous metals industry, in partnership with a wide range of stakeholders. We ensure that we manage risk as well as open new opportunities to deliver long-term value for our company, employees, and customers. We invest in entrenching sustainability as pivotal to our Identify, Acquire and Deliver processes for creating added value work across the entire value chain of our stakeholders.

## Business conduct

At Blacklake, doing the right thing always comes first. We persistently make sure that everything we do is safe, honest, and takes care of our people, our customers, the communities we operate in, and the environment. It is this commitment that enables us to be trusted partners with our customers and suppliers, distinguishes us in the industry, and drives our success. It is a reputation that we have built through a lot of hard work and which we are determined to maintain and further foster. In this regard, each one of our team is indulged to act with integrity, meets the highest possible professional standards, and abides by all applicable laws, regulations and industry policies. For this reason, Blacklake's Code of Conduct is embedded at the heart of our corporate model.

## Performance

2022 has been a pleasing year for our company, in which we achieved a good set of financial results and solid growth rates despite a tough year of increased competition and challenging economic conjecture. The expansion of the scope of application of aluminium worldwide, has played an important role in our strategic choice to specialize in this promising sector through making significant investments in order to reinforce the structure of our trading platform and enlarge the reach of our global business operations. This is the beginning of the next exciting chapter in the Blacklake story. While there is much to do, we have the track record, capabilities, and determination to deliver on our commitments. As we think forward and boldly seize opportunities in a complex changing marketplace, we are confident that the actions we are taking will make for a stronger, better performing and more sustainable Blacklake.

# Core values

## Mission

To deliver the highest service standards and best value to our customers and suppliers. With our high level of integrity and accountability, we strive to promote long-term relationships in the industry, and we take pride in consistent delivery of our goods worldwide, relying on our human capital and our financing capacities.

## Vision

Our vision is to build progressive strong partnerships and participate consistently in extending our throughput and performance with a specific end goal to meet the needs of a worldwide growing demand for metals especially aluminum, and thus hold our position at the front of the metal recycling industry.

# Business Activities

**3+ Years**  
of experience

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**15+ Products**

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**2+ Accreditations  
and Memberships**

# Our business model relies on five pillars

## 1 Global reach and scale

- Knowledge of market flows and global access to real-time data.
- Distinctive competency to capitalize on differential pricing and marketplace opportunities.

## 2 Access to financing and risk management skills

- Manageable accessibility to capital for sourcing and distribution on a large and global scale.
- Capability to finance large-scale operations including international logistics.

## 3 Long-term supplier/customer relationships

- Ensuring a consistent and steady supply of primaries, scraps and alumina despite market uncertainties
- Strengthening credibility with producers and customers where trustworthiness and performance are crucial attributes

## 4 Human capital

- Maintaining our key competitive advantage through enhancing significant intellectual capital and offering continuous training to our employees.
- Empowering our people to take initiatives and self-create optimal conditions for a better productivity growth.

## 5 Diversified geographic scope

- Reaching global location to service long-term sustainable success for our customers and suppliers.
- Our geographical diversification relies on our multicultural team of experts allowing us to have an efficient customer complaints system, with a guaranteed response within less than 24 hours.



# Total Recycling

Recognizing the need to develop a virtuous cycle of metal usage, Blacklake is fully committed to total recycling in order to play an important role in this industry on a global scale.

In this regard, we have invested in a 10-hectare yard plant in Sevilla, Spain, and a 12-hectare storing yard in Bolivia to install a complete shredding system to process metal scraps.

Our ambition is lifting profitability, driving sustainability and generating value for all stakeholders. We are engaged in significant contribution to enhancing a circular economy by producing responsibly, delivering circular solutions, and marketing net-zero aluminum and copper.

“Recycling 1 ton of aluminum saves 6 tons of bauxite and 9 tons of CO2 emissions. Globally, the recycling of aluminum saves more than 100 million tons of CO2 every year.”

“The recycling of copper requires 80-90% less energy than primary production. Globally, this saves 40 million tons of CO2 annually.”



## General Facts



ISRI  
Voice of the Recycling Industry™

75%

75% of all the aluminum used in manufacturing since the 1880s is from recycling!

The image shows a close-up of a hand holding a metal piece being drilled by a drill bit. The ISRI logo is in the top left corner, and a large '75%' is overlaid on the left side. A blue banner at the bottom contains the text '75% of all the aluminum used in manufacturing since the 1880s is from recycling!'.

# Facts & Figures

The global statistics in today's reports show that as society increasingly focuses on efficiency and sustainability, the metal industries are increasingly called upon to move towards operating methods that rely on recycling, so are the market opportunities for our business.

## Aluminum

Aluminum makes up 70% of our business activities driven by a substantial increase in demand from our customers.

## Copper

Copper is the second physical commodity that we are trading, it constitutes 14% of the volume of our products and its demand is intimately linked to the sectors of power generation & transmission and the construction industry which respectively accounts for 44% and 20% of the global marketplace.

## Brass

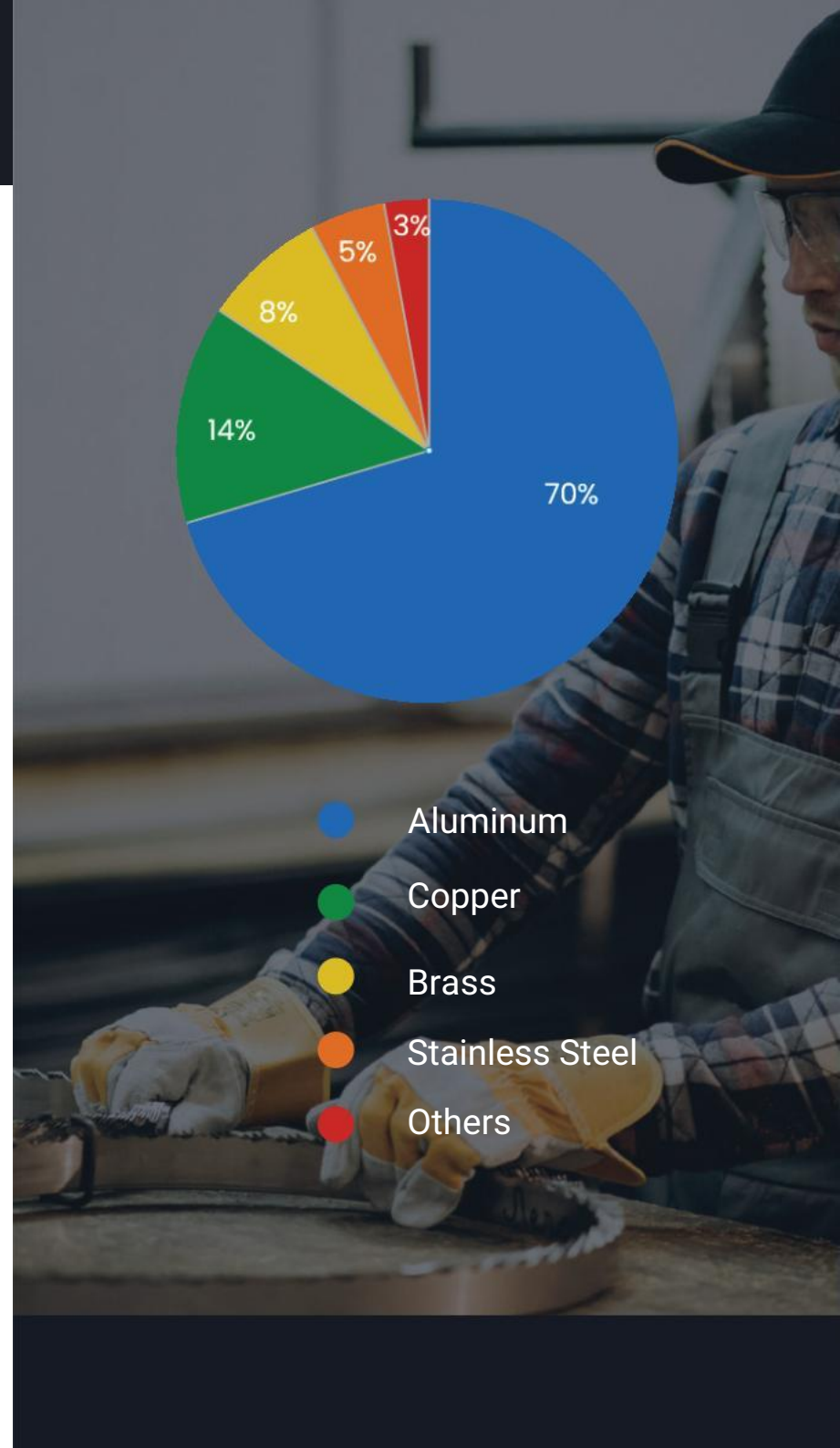
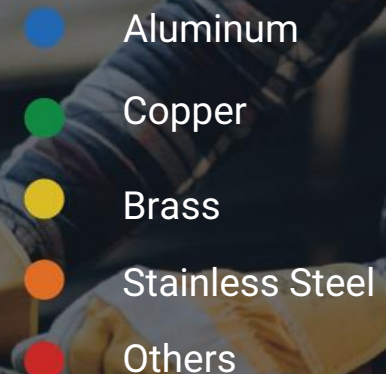
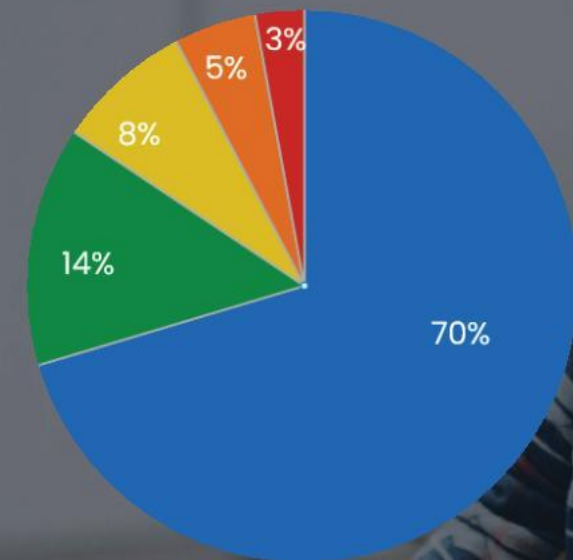
Brass accounts for almost 8% of our sales quantities and this is due to its various industrial applications and interesting price it represents from recycled: free-cutting brass is 37% less expensive than 12L14 leaded steel.

## Stainless Steel

Stainless steel is common in a range of industries, and it attains 5% of our total business volume

## Others

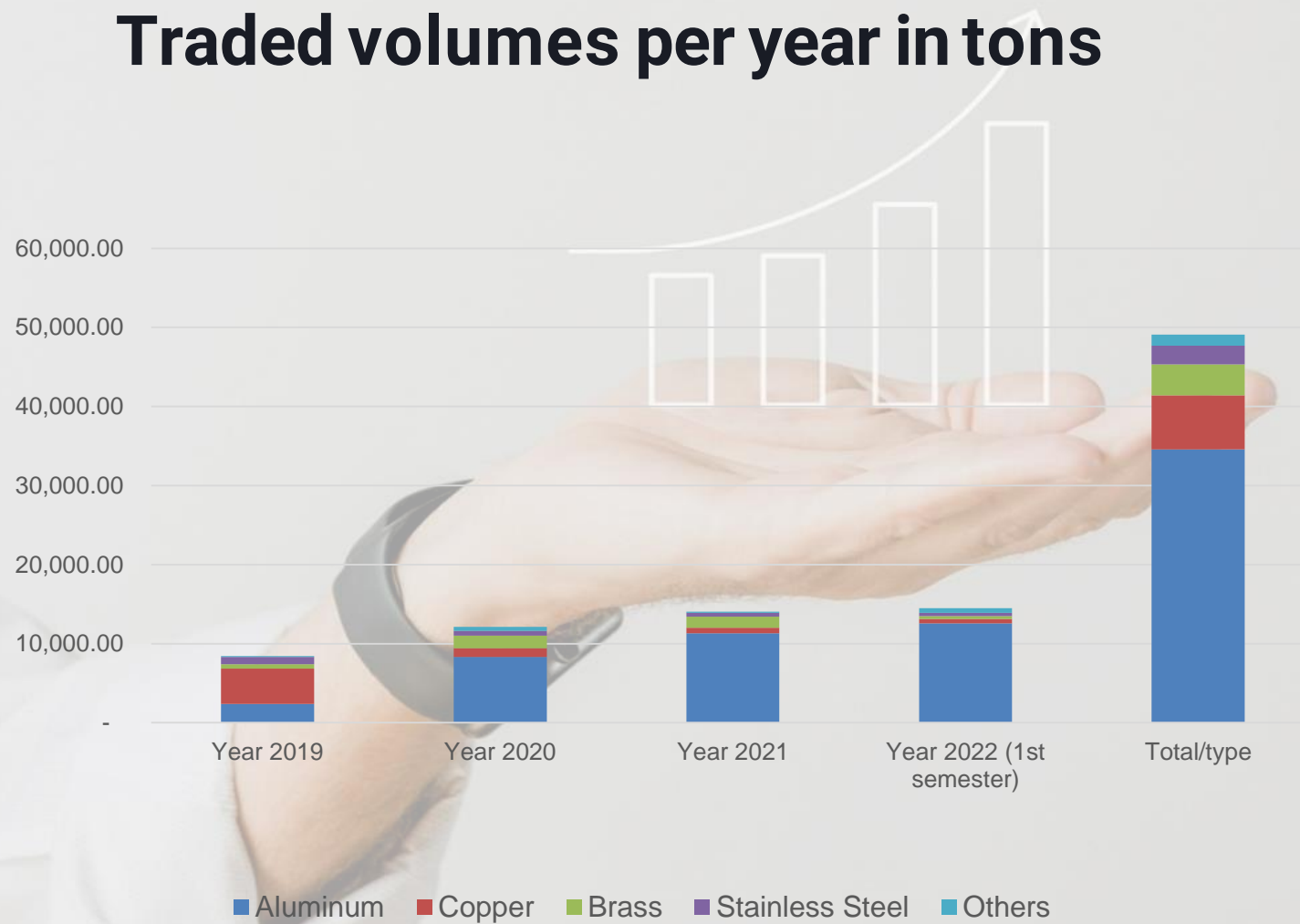
The remaining 3% covers a variety of other metals such as bronze, zinc, tin and the metals contained in the e-scrap.





# Business growth

## Traded volumes per year in tons



# Corporate Environmental Impact

Continuous innovation and environmental sustainability are essential to maintain our presence on the market and are the biggest challenge and opportunity of our time. Environmental concerns are inherently at the heart of our business, that's why we aim to render recycling as accessible as possible to business and industries to reduce their carbon footprint and contribute to helping the environment.

In terms of real figures, since 2019, we have participated in the recycling of 50,000 tons of scrap metals, which corresponds to a reduction in CO2 emissions of around 450,000 tons. This might be a drop in the ocean of possibilities, but we are proud and honoured to do our part in saving the environment.

In this respect, we are working hard to improve our contribution as we take the reduction of CO2 emissions and the lowering of energy consumption as major benchmarks to measure the sustainable growth and the global impact of our company.



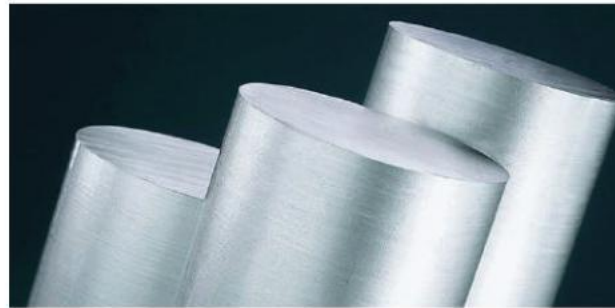
# Primary Products

## Billets for forging and extrusion

Our billets have a smoother surface finish and a finer, more uniform internal structure than conventional billets. Manufactured using the Wagstaff AirSlip® air-casting technique, which includes degassing, filtering, and grain refining.

### Available alloy groups and series

1XXX  
2XXX  
3XXX  
6XXX  
7XXX



### Available lengths

Short lengths: 400-1499 mm

Long lengths: 2000 – 7000 mm

### Length tolerances

Short lengths: 400 - 1499 mm: tolerance  $\pm 3$  mm

Long lengths: 2000 – 7000 mm: tolerance  $\pm 6$  mm.

Short lengths, US: 18 – 55 in.: tolerance  $\pm 0.12$  in.

Long lengths, US: 100 – 300 in.: tolerance  $\pm 0.24$  in.

## Ingots and Sows

We deliver remelting ingots for use as raw material in the casting, lamination, and deoxidation industries. Our ingots are made by solidifying aluminum in permanent molds called shells under controlled refrigeration.



### Available products

- P1020 with 99.7% aluminum (0.1% of silicon and 0.2% of iron, as a maximum).
- P1010 with 99.8% aluminum (0.1% of silicon and 0.1% of iron, as a maximum).
- Aluminum-silicon alloys for manufacturing wheels.

# Alumina

To produce high-quality metal with a low environmental impact, high-quality alumina is required. Therefore, we supply one of the purest Calcine Alumina (ALUMINUM OXIDE) with optimal key features such as hardness and strength, low heat retention and high melting point.



## Product details

Type: Metallurgical Grade (sandy type) calcined, alumina (aluminum oxide)

## Application areas

Mainly to produce aluminum using the Hall-Héroult process. Other industrial uses include abrasives, fillers in plastics and catalyst support for industrial catalysts

## Physical specifications

- Bet surface area: 60 – 80 M2 / GM
- LOI (300-1000 deg C) : 0.5 – 1 %
- Bulk density : 0.95 – 1.05 T/M3

## Chemical specifications

The purity of the alumina, or aluminum oxide (Al<sub>2</sub>O<sub>3</sub>) ranges between the two values

- Typical value: 98.7%
- Minimum value: 98.5%

# Where we operate

We manage our business across 30+ operating countries, and four geographic regions: The Americas, Europe, Asia and Africa.

With extensive expertise in metals and scraps, manufacturing, recycling, international trade, and logistics, Blacklake assists its customers to pilot their projects from initial design all the way to final operations and thus fostering the necessary connections and professionalism to carry business on the world stage.

50

## Partner Markets

To extend our reach beyond the business we own, we have partnership agreements with local operators in 50 countries

30

## Countries

To diversify our business activities, in addition to physical metal trading, we purvey high-quality machinery and equipment to the metal and mining industries in over 30 countries.

## From Global to Local

Our company has a worldwide presence. With several locations around the globe. Our team is qualified to provide support wherever your business leads you to. Our employees' diverse cultural background and professional experience give us an unsurpassed ability to meet our customers' regional and global inquiries and expectations.



# Where we operate



# Sorting & Storage Yards

## Sevilla, Spain

**Address:** Autopista A-92, Sevilla-Málaga, KM.  
7,7.Parc. B, 41500 Alcalá de Guadaira (Sevilla)

## Santa Cruz de la Sierra, Bolivia

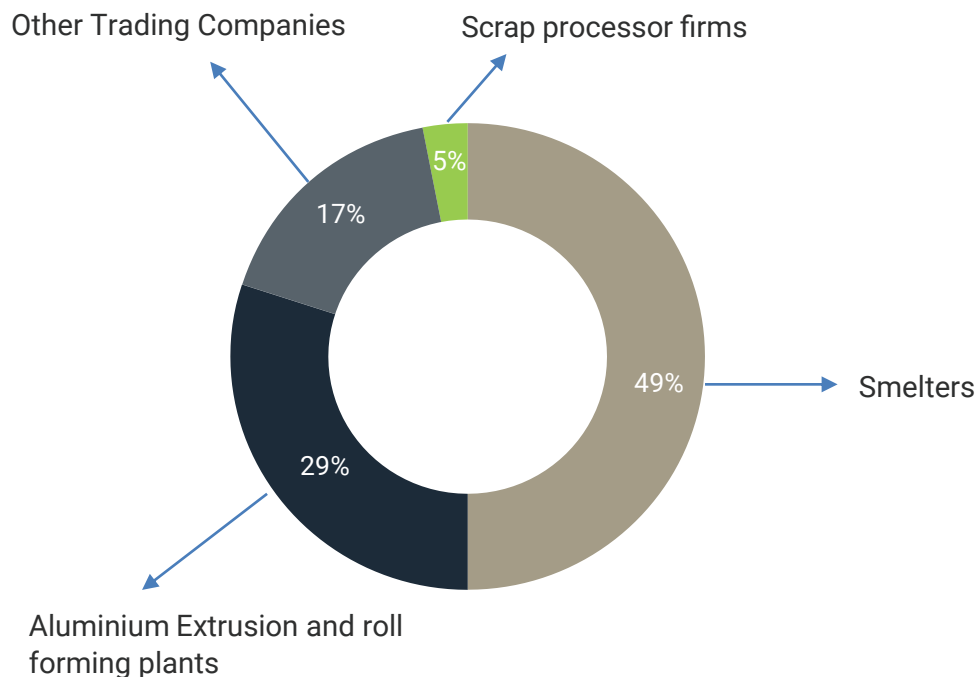
**Address:** Distrito industrial, Barrio: Los Cusis Uv 222 Mza 011, Pasando  
El 8vo Anillo Sobre A La Avenida G-77, ingresar Por La Esquina De La  
Quinta La Bolivianita, 3 Cuadras Y A Mano Derecha Media Cuadra



# Who we serve

The most exigent customers trust us for we have a positive track history of supplying premium aluminum products and as well as delivering world-class expertise and market insights to assist our customers in gaining a competitive advantage in their markets

MIDDLE EAST & AFRICA	FAR EAST & ASIA	EUROPE	AMERICAS
Bahrain	China	Bulgaria	Bolivia
Egypt	Hong Kong	Cyprus	Brazil
Kuwait	Japan	Germany	Canada
Morocco	Malaysia	Greece	Chile
Oman	South Korea	Italy	Mexico
Senegal	Thailand	Netherlands	Paraguay
Saudi Arabia		Portugal	Peru
Turkey		Spain	USA
UAE		UK	





# Our Offices

## Head Office – Canada

**Address:** 4789 Yonge Street, Unit 201,  
Toronto M2N0G3, Canada  
Phone: +1 416 225-8080  
Email: [info@blacklaketradng.com](mailto:info@blacklaketradng.com)

## Brazil

**Address: 1**  
Av. da Liberdade, 1000 – 1509  
Liberdade São Paulo – SP,  
01502-001, Brazil

### Address: 2

Alameda Oscar, Niemeyer 400,  
Sala 208, Nova Lima – MG, Brazil

## Switzerland

**Address:** Rue Jean-Petitot 5,  
1204 Geneva, Switzerland  
Phone: +41 22 700 80 70  
Email: [info@blacklake.ch](mailto:info@blacklake.ch)

## Spain

**Address:** Pasaje Strauss (pol can Jordi),  
1, rubi, 08191 Barcelona, Spain  
Email: [info@blacklake.ch](mailto:info@blacklake.ch)

## South Korea

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Email: [info@blacklake.ch](mailto:info@blacklake.ch)