

**Continuous improvement in customer deliveries with record breaking performances**



RHI Magnesita Onsite Services (OSS) team operates collaboratively with the Sales and Marketing & Solutions team to continuously improve upon our customer deliveries and site performances. Living up to our core culture value of being customer focused, the teams have been working closely with the customers with utmost safety and an innovative mindset of continuous process improvement. We are here presenting to you some of the record-breaking performance deliveries by our team in last few weeks —

**ISP Burnpur Site**

- Achieved highest number of heats in a single tundish — With the achievement of 43 heats, our site team exceeded not only its own previous record (35 heats) but also the highest-ever at IISCO attained by one of our competitors (37 heats). This has been the highest sequence length of Billet Caster achieved so far at ISP, Burnpur.
- Achieved highest-ever torpedo ladle (TLC #1) lining life of 2002 heats against the guaranteed life of 1500 heats. This remarkable achievement is the highest-ever at ISP, Burnpur, exceeding the previous high of 1908 heats from one of our competitors.

**JSW ISPL Raigarh Site**

- Achieved highest-ever life in Electric Arc Furnace (EAF) of 628 heats against the previous best of 572 heats. In addition, the site team was successful in achieving highest EBT life on the same EAF with record 343 heats, surpassing the previous high of 310 heats.
- Reached highest casting duration for the first time. With the total of 13 heats taken with 5th strand, our team was able to reach 919 minutes of casting duration from the previous high of 905 minutes.

### JSPL Angul Site

Achieved highest-ever steel production of 140,250 MT and total heats of 600 from NOEF in the month of November and the highest of 30 heats in a day.

### TATA Steel Kalinganagar Site

Reached highest-ever torpedo life of 2121 heats with no brick repair and only intermediate gunning, surpassing the previous highest of 2109 heats.

### JSPL Raigarh Site

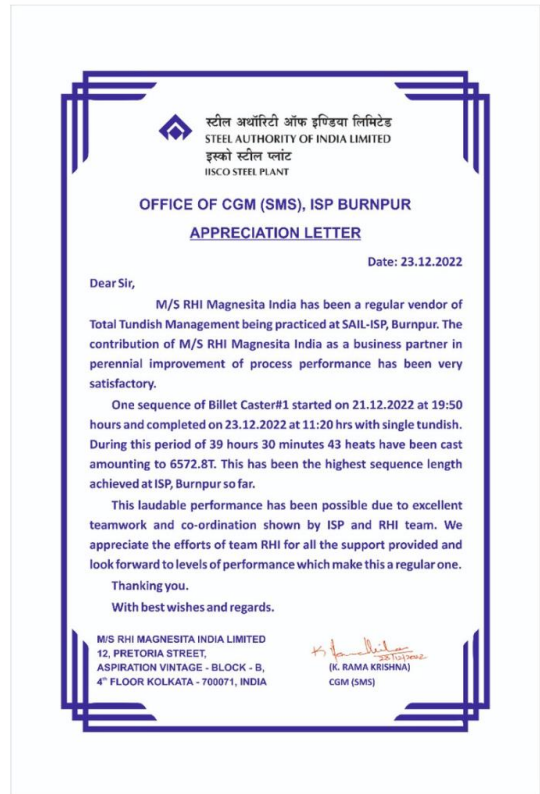
Achieved highest-ever steel ladle life of 164 heats at SMS II

### TATA Steel Long Products Site

Achieved highest-ever delta life at EAF#3 of 301 heats.

RHI Magnesita takes pride in the hard work and consistent efforts of each of its employees working incessantly to serve our customers better.

Congratulations to the respective Site In charges and their teams involved in adding value and taking our customer services to 1200 °C and beyond!



In picture: Local newspaper coverage and customer appreciation certificate for the achievement

## RHI Magnesita completes acquisition of Dalmia OCL



### Dear Valued Customer,

It is with great pleasure we inform you that RHI Magnesita India has completed the acquisition of the Indian refractory business of Dalmia Bharat Refractories Ltd. (DBRL). After the transfer of its Indian refractory business to Dalmia OCL Ltd. (DOCL) by DBRL, we have executed a share swap agreement with DOCL to complete the acquisition. Consequently, Dalmia OCL Ltd. stands as a 100% subsidiary of RHI Magnesita India Ltd., effective January 5, 2023.

The integration of Dalmia OCL into the existing RHI Magnesita India business will help us strengthen our position as a responsible market leader that will serve you better than ever. We will synergize and consolidate our common strengths to serve you more efficiently. Through the consolidation of DOCL's production into RHI Magnesita's existing operations in India, significant network optimization synergies will be captured. The integration will add almost 320,000 tons of capacity to our existing production footprint in India, particularly in various shaped and unshaped refractories. This will enable us to increasingly serve you with a 'local-for-local' approach and offer a broader range of products in India.

### Business Continuity

The integration will result in further improving our strong business relationship. For ease of continuing the business, we are not making any immediate changes in our Sales & Service organization. For all existing and new orders pertaining to Dalmia OCL, you may please continue to engage with the existing contacts of the company. For all existing and new orders related to RHI Magnesita, you may please continue to be in touch with our assigned personnel from Sales and Service teams of RHI Magnesita India.

You must have already received a letter of intimation from DBRL regarding the transfer of business from DBRL to DOCL and resultant changes in the banking details etc. We request your quick action on that. We are committed to make this transition smooth and comfortable for you.

### Way Forward

We have set up a special project team to drive the integration of the people, products and processes of DOCL with the existing business of RHI Magnesita India to derive maximum synergies that will benefit you immensely with improved product and service delivery in near future. We are looking forward to establishing a revamped and invigorated Sales, Service and Support organization consisting of best of the talents from both the companies. We will update you as soon as we are ready with the new organization to serve you.

We seek your continued support as we start a fresh journey for the renewed RHI Magnesita India.

With warm regards,



Parmod Sagar  
Managing Director & CEO  
RHI Magnesita India Ltd.

P.T.O.

## Commenced Full Line Solutions contract with JSW BPSL



RHI Magnesita site team began the operations of its first Full Line Solutions (FLS) contract for steel ladle with its customer JSW-BPSL at Jharsuguda recently. Post-acquisition by JSW Group in 2021, RHI Magnesita has been a preferred refractory partner of JSW BPSL. Prior to the contract, our team was responsible for the supply of major aggregates like MGU Bricks for EAF/Ladles, EBT etc.

The one-year contract, which we have won some of our leading competition is a total refractory management from supply to installation to dismantling for EAF, ladle, purging and slide gate in SMS I. This successful transition is another step towards transforming our business to a solutions-oriented approach as part of our corporate strategy. Our site team celebrated the beginning of this successful transition by performing rituals and seeking blessings in the presence of senior officials from JSW BPSL including COO Umesh Rai, SMS Operations Head Arghya Ghoshal and HoD Refractory Shiv Kumar Hallali.

## Setting continuous records with the trial of STG 33 for the first time in India



In the month of December, RHI Magnesita site team at Bhillai Steel Plant started the trial of our world-class Tundish Gate Submerged Nozzle Changer INTERSTOP® STG 33 in SMS II slab caster no. 6. The trial is the first one to be executed in India and comes as a major boost in building an innovative refractory industry in the country.

Against the guarantee of 17 heats, our team was able to achieve a record 47 heats on January 12,

logged this new record surpassing the previous best of 45 heats achieved in early January.

Sealed Tundish Gate (STG) for slabs comes with integrated monotube changer and is a process control technology for automatic casting. The innovative system supports clean steel production and automation with minimal maintenance and long lifetime of parts.

Click [here](#) to discover our flow control solutions.

## Completed major refractory repair & maintenance work in reheating furnace



During the shutdown period, RHI Magnesita site team successfully executed the refractory repair and maintenance work in hot strip mills at TATA Steel Kalinganagar. This is for the second time that our customer trusted RHI Magnesita team for major refractory repair job. Two reheating furnaces of walking beam type, with capacity of 350 ton/hrs. and approx. 50 m long, were put for major refractory maintenance work. It took 5 days and more than 120 colleagues to conduct mammoth

task and successfully complete its execution.

Change of roof insulation and roof block, skid block replacement, alignment of hearth block, peep hole repair, side wall repair, thermocouple area casting, ceramic fiber installation inside the panel joint area, lintel repair, gunning inside furnace etc. were some of the tasks that were implemented. The repair job was implemented in a confined space with adherence to all the safety norms like risk mapping, regular CO.O2 level monitoring inside furnace, etc. In terms of area and job load, there were numerous activities being simultaneously implemented in both the furnaces.

## Achieved the highest score in safety risk assessment



RHI Magnesita onsite service team at TATA Steel Meramandali received a 4-star rating in an assessment related to contractor safety risk evaluation (star-rating system on a scale of 0-5) deployed by TATA Steel. This is the highest-ever score attained by our team, a 22% improvement from the score in the assessment last year.

The assessment is conducted on a wide-ranging parameters like planning and implementation of safety system and processes, safety checks and related lead and lag indicators. Each parameter is

then further categorized into different clauses and a score is attached to each one of them to evaluate the safety performance of the service provider. TATA Steel deploys only 3-star and above rated service providers on high-risk jobs.

RHI Magnesita is committed to ensure a safe and healthy workplace. Focus on Occupational Health and Safety (OHS) and commitment of 100% safety at work remains a top priority for us. We have a robust OHS management system in place across all our customer sites that allows us to consistently identify and control site health and safety risks and reduce the potential for incidents.