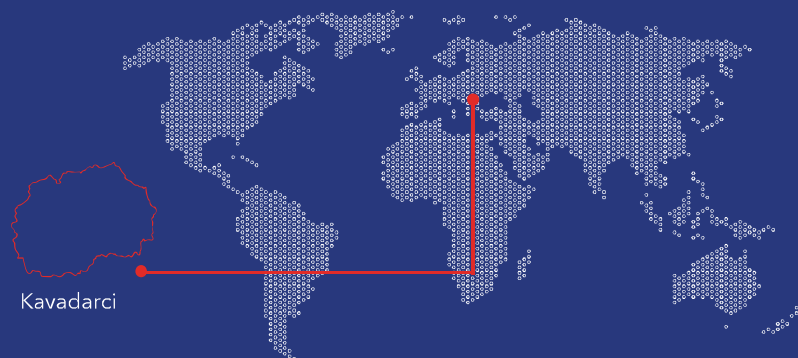


Pipe and profile factory IGM TRADE is located in Kavadarci -North Macedonia
in the South part of the Balkan Peninsula.



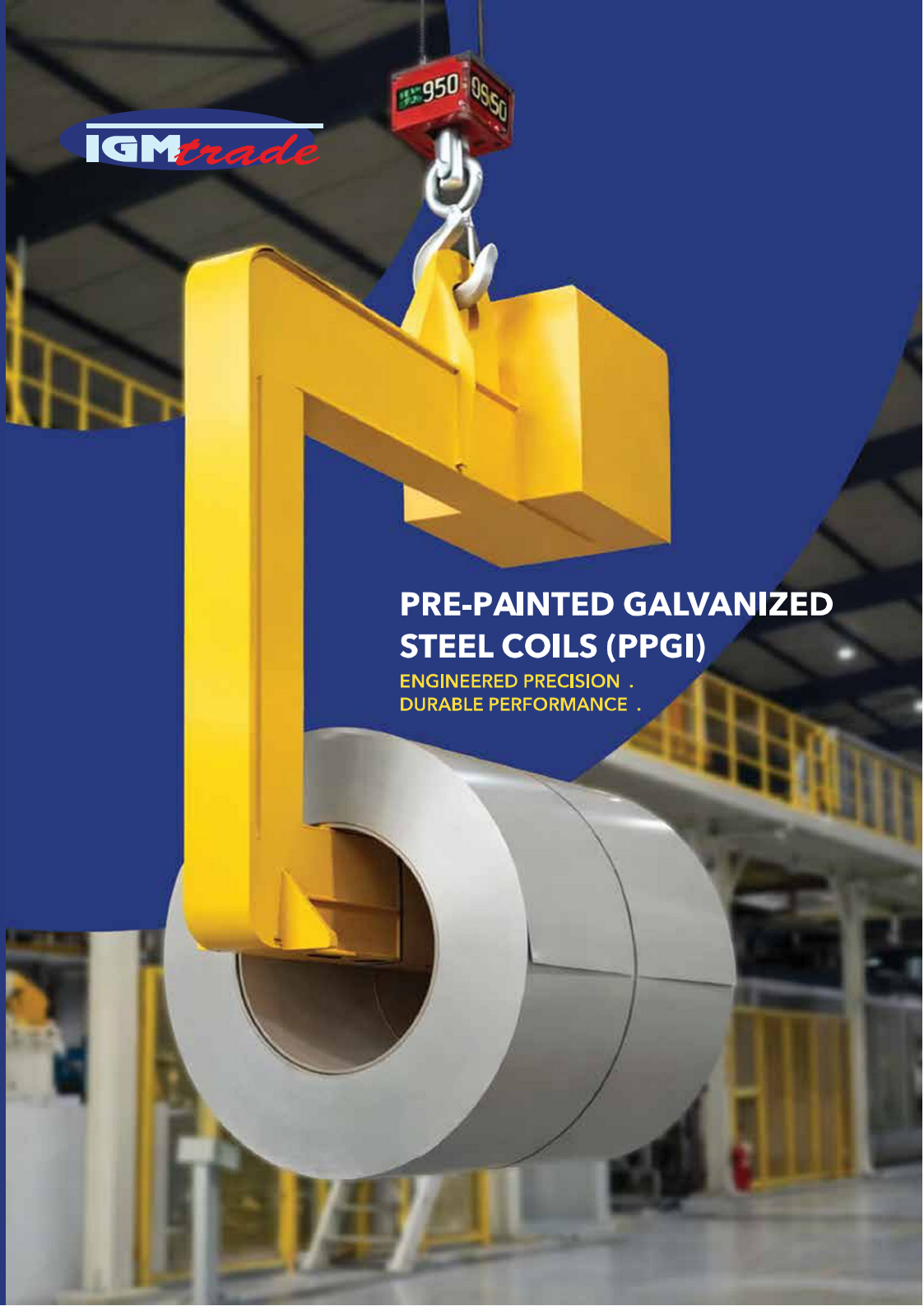
IGM TRADE Ilja i dr. DOO
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Phone: +389 43 414 115 / +389 43 414 500
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IGMtrade

PRE-PAINTED GALVANIZED STEEL COILS (PPGI)

ENGINEERED PRECISION .
DURABLE PERFORMANCE .



ABOUT US



1991

.....| IGM-Trade is private family owned company established in Kavadarci.

1998

.....| Commissioning of the **first pipe mill and first slitting line** financed by World Bank credit line.

2015

.....| At the end of 2015 IGM-Trade **acquired former factory** for welded steel pipe and profile ALPOS Metalurgija located in Šentjur, Slovenia.

2024

.....| Combined annual production of our plants in 2024 is **350.000 tonnes per year** of ERW welded pipe and hollow section, HR strip and cut-to-length sheet.

2025

.....| IGM-Trade is **launching a new Color Coating Line**.

IGM-Trade

IGM-Trade is a **privately owned company** founded in 1994 in Kavadarci, North Macedonia. Representing the largest greenfield investment in the region, the company has grown into one of the leading manufacturers of welded steel pipes and profiles in South-Eastern Europe.

Production began in 1998 with the installation of the first pipe mill. Through continuous investment and steady expansion, IGM-Trade today achieving an annual production capacity of 300,000 tonnes.

2015, IGM-Trade acquired the former welded steel pipe and profile manufacturer ALPOS Metalurgija, located in Šentjur, Slovenia. Production at this facility commenced in 2017, with an annual capacity of 100,000 and this strategic investment provides further strengthening the company's presence in the EU market.

2025, IGM-Trade launch a new Color Coating Line with an annual production capacity of 100,000 tonnes, marking an important milestone in the expansion of its product portfolio and value-added solutions.

IGM-Trade is committed to **environmental responsibility**, investing in sustainable technologies such as rooftop solar power plants to support its goal of producing green steel. The company also continues to expand its facilities, including pipe production, steel structures manufacturing, and construction, to support current and future projects.

IGM-Trade is **your strategic partner** for reliable, high-quality steel solutions—where scale, technology, and trust come together in one source.

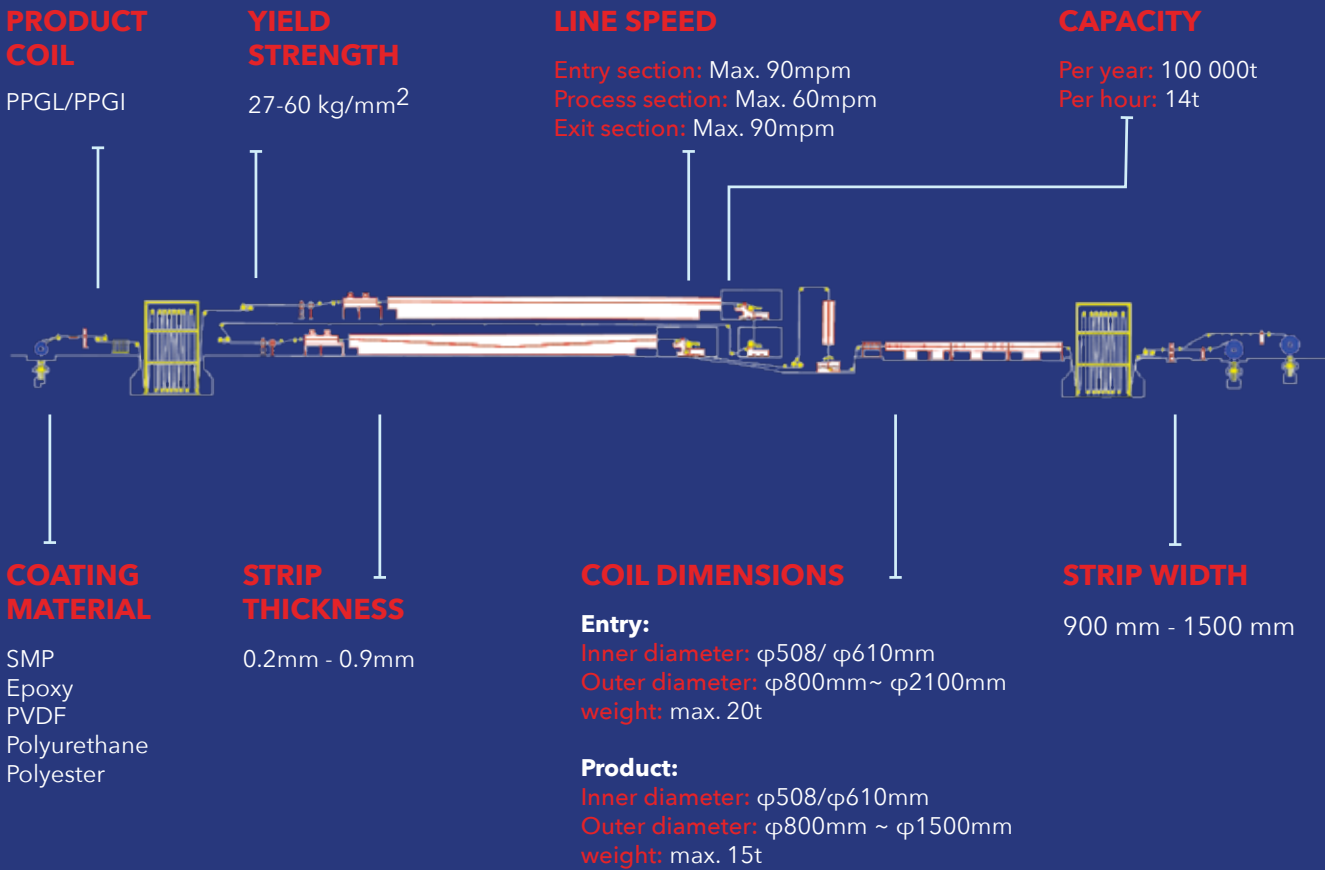


LOCATION

IGM-Trade factory is **located** in Kavadarci - North Macedonia in the South part of the Balkan Peninsula.



COLOR COATING LINE SCHEMATIC



Application of different paint types and thicknesses. The products are painted to the specific colors demanded from the customers or in accordance with the RAL catalog.

Production under standards EN 10346 and EN 10169.



PRODUCTION PROCESS / TECHNOLOGY

1. ENTRY SECTION

Using a coil skid and a coil car, the substrate (steel or aluminum) in a form of a coil is brought to the start of the line in order to be uncoiled.

2. CLEANING SECTION

After uncoiling, the substrate enters in the cleaning section where the surface is cleaned from mechanical impurities and oil, and then it is rinsed with demineralized water.



3. CHEMICAL TREATMENT

The next step of surface preparation is called passivation - a chemical conversion is applied with a chemical coater. Chemical conversion protects the substrate from corrosion and improves the color application.

4. COATING

After the chemical conversion layer is dried in the oven, the primer and back coat are applied on the substrate. Then the substrate enters in the oven for the coating to polymerize and after exiting the oven, the strip is cooled down. Then the strip enters in a painting room where a topcoat is applied. The coating layer is solidified into a film to a certain temperature in the oven.

5. When the strip exits the oven, it is cooled down and then goes at the **EXIT SECTION**.

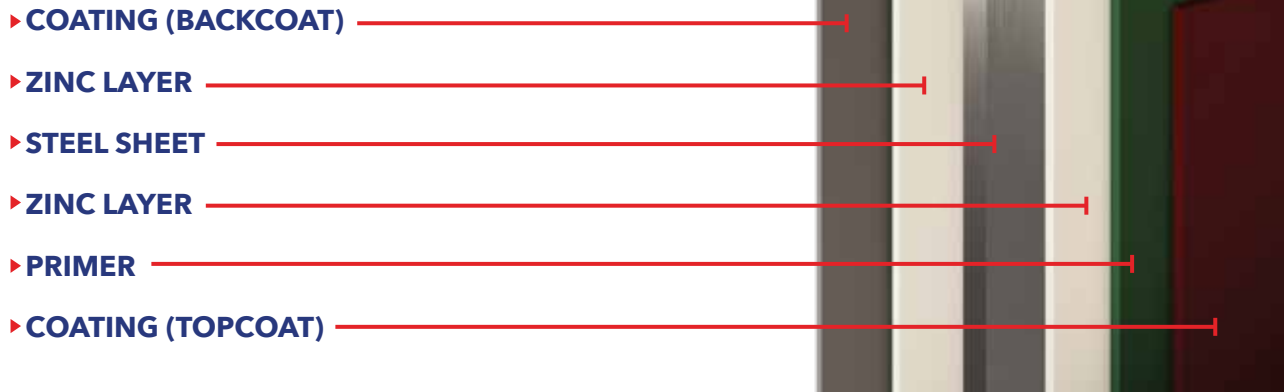
6. EXIT RECOILING SECTION

before the strip is recoiled again, there is a cutting unit where a sample is taken from the strip for examination and laboratory tests.

7. The final stage of the process is **RECOILING THE STRIP** and moving the coil for packaging.

STRUCTURE & FEATURES

Our **pre-painted** galvanized steel sheets are engineered with a multi-layered structure that ensures durability, corrosion resistance, and aesthetic appeal. **The composition includes:**



COLOR PALETTE

COLORS OF COATINGS,
RAL SYSTEM

To meet the most common architectural, industrial and design needs, a selection of **popular and widely used colors** will be used at our facilities to produce material at industry-leading delivery times. We also understand that every project is unique and we work closely with world renowned paint brands to colour-match to your specific requirements.



Standard Gloss



Wrinkle

QUALITY CONTROL LABORATORY ANALYSIS

Our laboratory is **fully equipped** with instruments for controlling the quality of the process, from the incoming coils and paint, the auxiliary plants of the line and our final product.

Our laboratory **can perform** the following tests:

1. Substrate analysis:

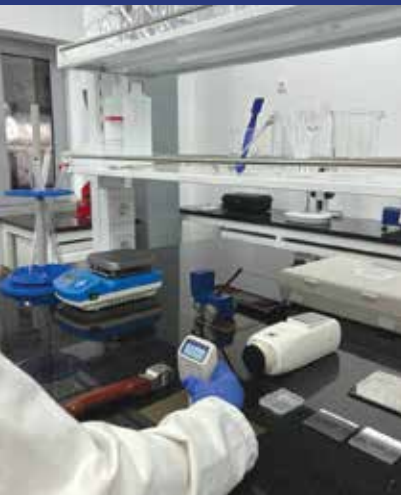
- a. Steel thickness
- b. Zinc coating

3. Line monitoring

- a. Viscosity
- b. Wet film thickness
- c. Alkali bath analysis:
 - i. free alkalinity
 - ii. total alkalinity
 - iii. pH
 - iv. conductivity
- d. Demineralized water: pH and conductivity
- e. Chemical conversion: conductivity

2. Pre-painted product

- a. Color uniformity (instrumental) - **EN 13523-3**
- b. Dry film thickness - **EN 13523-1**
- c. Specular gloss - **EN 13523-2**
- d. Pencil hardness - **EN 13523-4**
- e. Resistance to rapid deformation (impact test) - **EN 13523-5**
- f. Resistance to cracking on bending (T-bend test) - **EN 13523-7**
- g. Resistance to salt spray (fog) **EN 13523-8**
- h. Resistance to fluorescent UV light and water condensation **EN 13523-10**
- i. Resistance to solvents (rubbing test) **EN 13523-11**
- j. Resistance to scratching **EN 13523-12**
- k. Resistance to staining **EN 13523-18**
- l. Color difference - visual comparison **EN 13523-22**



CCL - TECHNICAL CONTENT

A **brand-new**, fully modern production line - one of its kind in Southeastern Europe.

Our new line delivers consistent, top-grade output - sourcing raw materials from globally certified producers to ensure superior quality, efficiency, and performance across every produced Pre-Painted Galvanized coil.

TYPES OF COATINGS

COATING MATERIAL	SYMBOL
Standard Polyester	(SP) or (PE)
Polyvinylidene fluoride	(PVDF)
Epoxide polyester	(EP)
High durable polyester	(HDP)
Wrinkle - patterned Polyester	(WP)
Polyurethane	(PUR)
Polyurethane-Polyamide	(PUR-PA)
Double-sided coating	/

THICKNESS (µm)			
Primer		Finish Coat	
Top	Bottom	Top	Bottom
3 - 45	3 - 45	5 - 50	5 - 50

SUBSTRATES

SUBSTRATE		PRODUCT
Steel	Galvanized steel: from Z60 to Z275	PPGI
	Galvalume	PPGL
	Zinc-magnesium	PPZM
Aluminum		PPAL



APPLICATION AREAS

According to the characteristics of our product, it can be used in **wide range** and with different purposes in the construction industry, for example: roof coatings, facade coatings, rainwater drainage systems, garage doors.



■ Facade panels



■ Metal tiles



■ Water drainage systems



DIMENSIONS

	WIDTH (mm)	LENGTH (mm)	THICKNESS (mm)
Coils	900-1500	/	0.2 - 0.9
Strips	Max. 1500	/	0.2 - 3.0
Sheets	500-1600	400 - 4000	0.3 - 3.2

DIMENSIONS TOLERANCE *According to standard EN 10169*

TOLERANCES ON THICKNESS

Tolerances for steel grades with specified minimum yield strength Re or specified minimum proof strength Rp0.2 < 260 MPa

Nominal thickness t	Normal tolerances for a nominal width w			Special tolerances (S) for a nominal width w		
	≤ 1200	1200 < w ≤ 1500	> 1500	≤ 1200	1200 < w ≤ 1500	> 1500
0.20 < t ≤ 0.40	± 0.04	± 0.05	± 0.06	± 0.030	± 0.035	± 0.040
0.40 < t ≤ 0.60	± 0.04	± 0.05	± 0.06	± 0.035	± 0.040	± 0.045
0.60 < t ≤ 0.80	± 0.05	± 0.06	± 0.07	± 0.040	± 0.045	± 0.050
0.80 < t ≤ 0.100	± 0.06	± 0.07	± 0.08	± 0.045	± 0.050	± 0.060
1.00 < t ≤ 1.20	± 0.07	± 0.08	± 0.09	± 0.050	± 0.060	± 0.070
1.20 < t ≤ 1.60	± 0.10	± 0.11	± 0.12	± 0.060	± 0.070	± 0.080
1.60 < t ≤ 2.00	± 0.12	± 0.13	± 0.14	± 0.070	± 0.080	± 0.090
2.00 < t ≤ 2.50	± 0.14	± 0.15	± 0.16	± 0.090	± 0.100	± 0.110
2.50 < t ≤ 3.00	± 0.17	± 0.17	± 0.18	± 0.110	± 0.120	± 0.130
3.00 < t ≤ 5.00	± 0.20	± 0.20	± 0.21	± 0.15	± 0.16	± 0.17

Tolerances for steel grades with specified minimum proof strength 260 MPa ≤ Rp0.2 < 360 MPa and for grades DX51D and S550GD

Nominal thickness t	Normal tolerances for a nominal width w			Special tolerances (S) for a nominal width w		
	≤ 1200	1200 < w ≤ 1500	> 1500	≤ 1200	1200 < w ≤ 1500	> 1500
0.20 < t ≤ 0.40	± 0.05	± 0.06	± 0.07	± 0.035	± 0.040	± 0.045
0.40 < t ≤ 0.60	± 0.05	± 0.06	± 0.07	± 0.040	± 0.045	± 0.050
0.60 < t ≤ 0.80	± 0.06	± 0.07	± 0.08	± 0.045	± 0.050	± 0.060
0.80 < t ≤ 0.100	± 0.07	± 0.08	± 0.09	± 0.050	± 0.060	± 0.070
1.00 < t ≤ 1.20	± 0.08	± 0.09	± 0.11	± 0.060	± 0.070	± 0.080
1.20 < t ≤ 1.60	± 0.11	± 0.13	± 0.14	± 0.070	± 0.080	± 0.090
1.60 < t ≤ 2.00	± 0.14	± 0.15	± 0.16	± 0.080	± 0.090	± 0.110
2.00 < t ≤ 2.50	± 0.16	± 0.17	± 0.18	± 0.110	± 0.120	± 0.130
2.50 < t ≤ 3.00	± 0.19	± 0.20	± 0.20	± 0.130	± 0.140	± 0.150
3.00 < t ≤ 5.00	± 0.22	± 0.24	± 0.25	± 0.17	± 0.18	± 0.19

Tolerances on thickness for steel grades with a specified minimum yield strength 340 MPa ≤ Re ≤ 420 MPa

Nominal thickness	Normal tolerances for a nominal width			Special tolerances (S) for a nominal width		
	≤ 1200	1200 < w ≤ 1500	> 1500	≤ 1200	1200 < w ≤ 1500	> 1500
= 0.35 to 0.40	± 0.04	± 0.05	± 0.06	± 0.030	± 0.035	± 0.040
>0.40 to 0.60	± 0.05	± 0.06	± 0.07	± 0.035	± 0.040	± 0.050
>0.60 to 0.80	± 0.06	± 0.07	± 0.08	± 0.040	± 0.050	± 0.060
>0.80 to 1.00	± 0.07	± 0.08	± 0.10	± 0.050	± 0.060	± 0.070
>1.00 to 1.20	± 0.09	± 0.10	± 0.11	± 0.060	± 0.070	± 0.080
>1.20 to 1.60	± 0.11	± 0.12	± 0.14	± 0.070	± 0.080	± 0.100
>1.60 to 2.00	± 0.14	± 0.15	± 0.17	± 0.080	± 0.100	± 0.110
>2.00 to 2.50	± 0.16	± 0.18	± 0.19	± 0.110	± 0.120	± 0.130
>2.50 to 3.00	± 0.20	± 0.20	± 0.21	± 0.130	± 0.140	± 0.150

Tolerances on width of sheet and wide strip (Dimensions in millimeters)

Nominal width w	Normal tolerances		Special tolerances	
	Under	Over	Under	Over
w ≤ 1200	0	+ 4	0	+ 2
1200 < w ≤ 1500	0	+ 5	0	+ 2
w > 1500	0	+ 6	0	+ 3

Tolerances on slit wide strip of width less than 600 mm (dimensions in millimeters)

Tolerance class	Nominal thickness t	Nominal width							
		w < 125		125 ≤ w < 250		250 ≤ w < 400		400 ≤ w < 600	
		Under	Over	Under	Over0	Under	Over	Under	Over
Normal	t < 0.6	0	+0.4	0	+0.5	0	+0.7	0	+1.0
	0.6 ≤ t < 1,0	0	+0.5	0	+0.6	0	+0.9	0	+1.2
	1 ≤ t < 2	0	+0.6	0	+0.8	0	+1.1	0	+1.4
	2 ≤ t ≤ 3	0	+0.7	0	+1.0	0	+1.3	0	+1.6
Special	t < 0.6	0	+0.2	0	+0.2	0	+0.3	0	+0.5
	0.6 ≤ t < 1,0	0	+0.2	0	+0.3	0	+0.4	0	+0.6
	1.0 ≤ t < 2.0	0	+0.3	0	+0.4	0	+0.5	0	+0.7
	2.0 ≤ t ≤ 3.0	0	+0.4	0	+0.5	0	+0.6	0	+0.8

TOLERANCES ON LENGTH

Tolerances on length (dimensions in millimeters)

Nominal lenght	Normal tolerances		Special tolerances	
	Under	Over	Under	Over
< 2000	0	6	0	3
≥ 2000	0	0.3 % of the length	0	0.15 % of the length

TOLERANCES ON FLATNESS

Flatness tolerances for steel grades with a specified minimum yield strength Re < 260 MPa

Nominal lenght	Normal tolerances	Special tolerances		
		t < 0.7	0.7 ≤ t < 1.2	t ≥ 1.2
Normal	w < 600	7	6	5
	600 ≤ w < 1200	10	8	7
	1200 ≤ w < 1500	12	10	8
	w ≥ 1500	17	15	13
Special	w < 600	4	3	2
	600 ≤ w < 1200	5	4	3
	1200 ≤ w < 1500	6	5	4
	w ≥ 1500	8	7	6

Flatness tolerances for high yield strength steel sheet with specified minimum yield strength 260 ≤ Re < 340 MPa

Nominal lenght	Normal tolerances	Special tolerances		
		t < 0.7	0.7 ≤ t < 1.2	t ≥ 1.2
Normal	600 ≤ w < 1200	13	10	8
	1200 ≤ w < 1500	15	13	11
	w ≥ 1500	20	19	17
Special	600 ≤ w < 1200	8	6	5
	1200 ≤ w < 1500	9	8	6
	w ≥ 1500	12	10	9

TOLERANCES FOR PRE-PAINTED PRODUCTS

According to standard EN 10169

Tolerances on nominal organic coating thickness

Range of nominal organic thickness	>5 ≤ 10	>10 ≤ 20	>20 ≤ 25	>25 ≤ 35	>35 ≤ 60	>60 ≤ 100	>100 ≤ 150	>150 ≤ 500	>500 ≤ 800
Minus tolerance on the average of three measurements	2	3	4	6	8	15	20	30	40
Minus tolerance on single measurement	3	4	5	8	12	20	25	35	50

Tolerances on specular gloss

Range of nominal organic thickness	>5 ≤ 10	>10 ≤ 20
≤ 10	Matt	± 3
>10 ≤ 20	Low gloss	± 4
>20 ≤ 40	Satin	± 6
>40 ≤ 60	Semi-gloss	± 8
>60 ≤ 80	Gloss	± 10
≥ 80	High gloss	Minimum gloss 80
Values are in gloss units using a 60° head.		

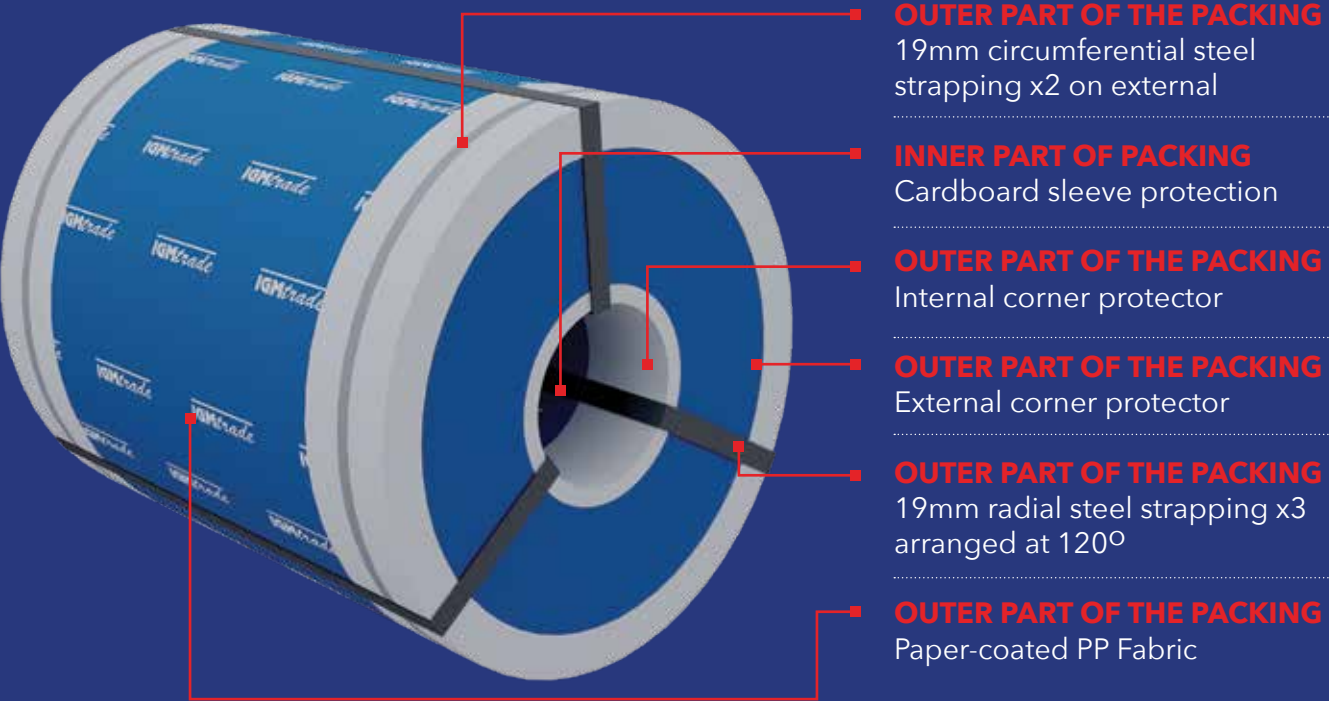
Minimum bending radius for the T-bend test

Flexibility range	Minimum bending radiusa
High flexibility, for severe forming conditions	0T, 1T
Standard flexibility	2 T, 3 T, 4 T, 5 T, 6 T
No requirement on flexibility	No test required
a $T = \frac{\text{Minimum mandrel radius}}{\text{Metal thickness}}$	$T = \frac{\text{Minimum mandrel radius}}{\text{Metal thickness}}$

WARRANTY

	Z100	Z140	Z200
Polyester	10 years	10 years	15 years
Wrinkle polyester	10 years	10 years	15 years
PVDF	/	/	20 years
Polyurethane	/	/	20 years

PACKAGING



OUTER PART OF THE PACKING
19mm circumferential steel
strapping x2 on external

INNER PART OF PACKING
Cardboard sleeve protection

OUTER PART OF THE PACKING
Internal corner protector

OUTER PART OF THE PACKING
External corner protector

OUTER PART OF THE PACKING
19mm radial steel strapping x3
arranged at 120°

OUTER PART OF THE PACKING
Paper-coated PP Fabric

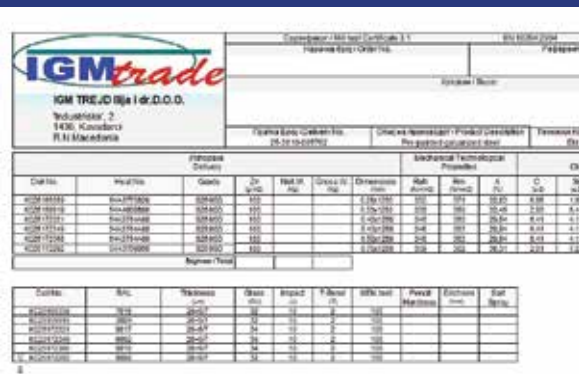
SHEET

OUTER PART OF THE PACKING
Paper-coated PP Fabric

STRIP

OUTER PART OF PACKING
Paper-coated PP Fabric, radial steel strapping x3 arranged at 120°

QR CODE FOR MILL CERTIFICATE



LOGISTICS

The galvanized steel coils used in our Color Coating Line **are sourced from trusted, established manufacturers** renowned for their high-quality standards. To guarantee the highest level of product quality, IGM-Trade conducts comprehensive inspections of all incoming materials, both at the port of arrival and upon receipt at our production facilities.

Efficient and timely delivery is a key priority for our company. To support this objective, IGM-Trade has established a **dedicated in-house logistics and forwarding team**, responsible for organizing transportation, as well as an internal customs department that manages customs clearance directly from our premises.

This integrated logistics approach enables **booking, loading, and customs clearance to be completed within the same day**, significantly reducing lead times and ensuring fast and reliable deliveries to our customers.

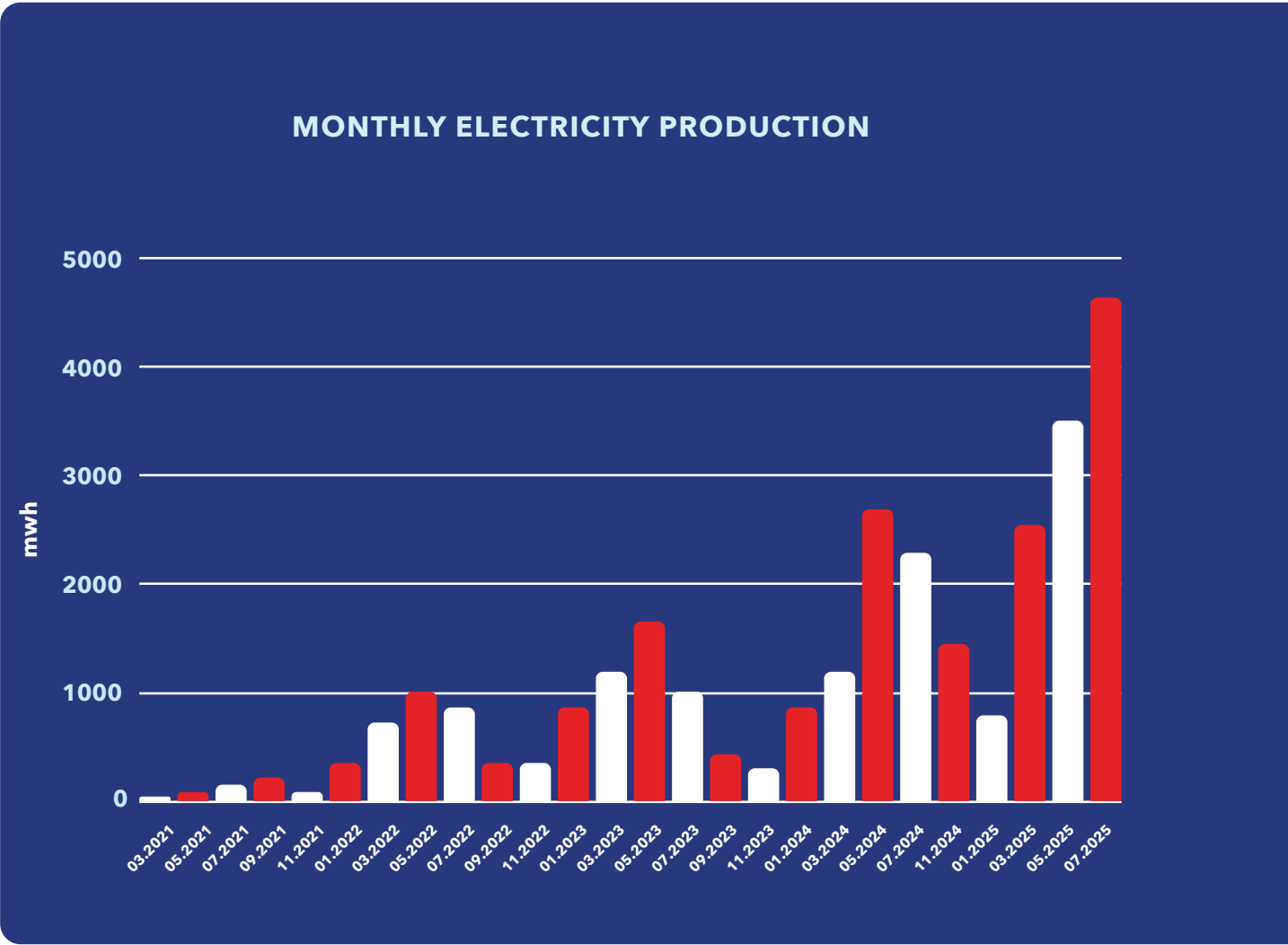


GREEN SUSTAINABILITY

MAKING A GREEN IMPACT



By 2026, additional rooftop photovoltaic systems are planned to be installed for a total potential of **at least 42MWp**, so as to considerably increase the contribution from renewable sources.



Join us in our journey towards a cleaner planet, together, we can make a difference

OUR COMMITMENT TO SUSTAINABILITY

When you choose our steel products, you not only invest in premium, but also in a greener, more sustainable future.



We **care** for the environment



Clean, Green, and **Economical Electricity** Generation



Reducing Carbon Footprint: Utilizing Renewable Energy Sources (Photovoltaic Installations)

The total installed capacity is

30MWp

The energy produced since the start-up of the plants is more than

53GWh

More than

32000t

of CO2 emissions avoided

Rooftop PV Plant



Private Substation 110/10kV



CERTIFICATES

The company's operations are based on the **world recognized standards** for manufacturing and quality ISO 9001:2015, with CE mark conformity for all our products.

CERTIFICATE
Management system as per
ISO 14001:2015



CERTIFICATE
Management system as per
ISO 14001:2015



CERTIFICATE
Management system as per
ISO 45001:2018



CERTIFICATE
of Conformity of the
Factory Production Control
1922-CPR-0180



CERTIFICATE
Management system as per
ISO 14001:2015



CERTIFICATE
Management system as per
ISO 45001:2018



CERTIFICATE
of Conformity of the
Factory Production Control
1922-CPR-0180