



» September 2019

Our team has you, customers in mind!



As a sign that things are always evolving, our team has seen some recent changes... for the better! In this edition of the Customer Bulletin, you will find several new faces who have joined our business in the recent months. We're happy to welcome to the team our new General Manager – Finished Products and three new employees. Further to this, some of the people you already know have changed roles and taken on new challenges. Now that our new team members have joined us, a thorough introduction to our customers is in order. We are all ready to serve you and improve our partnership and products. You will find in these pages a short bio about each of them. Please join us into welcoming them to the PM community!

Frederic Pinard appointed General Manager, Finished Products



On June 3rd, **Frederic Pinard was appointed General Manager, Finished Products** overseeing the Steel Plant, our Powder Plant and the UGS Plant. Frederic holds a diploma of collegial studies in pulp and paper from Cegep of Trois-Rivières, a bachelor's

degree in chemical engineering from the University of Trois-Rivières and a black belt certification from the American Society for Quality. He began his career with Kruger, where over a period of more than 10 years he held a variety of positions, including process engineer, supervisor, superintendent and assistant manager of operations. In 2007, he joined the ranks of Cascades, a renowned North America company in the pulp and paper manufacturing and processing sector, where he held mainly production-related management positions. Up until recently, he was GM of the Tissue Group, which has plants throughout North America. In the course of his career, Frederic has developed solid management expertise emphasizing cooperation, motivating people and much more. Do not hesitate to contact Frederic at Frederic.Pinard@riotinto.com

Highlights on RT Customer Events



Amazing how time flies! Here's an overview of events attended by the RTMP team:

- **Rio Tinto 2019 North American partnership event** in Chicago on June 5th was extremely successful. The RTMP team received very positive feedback from customers who attended, for the organization and the interesting sessions.

- From June 23rd to 26th, Phoenix, Arizona USA, RTMP was present at the **PowderMet conference**, with a newly designed booth and an energized team to welcome you. Original promotional articles were given to all attendees who stopped by, with breakfast, lunch & dinners organized with customers and interesting technical sessions. Thanks to everyone who visited us!



From left to right: Vincent Paris, Stephanie Lapointe, Genevieve Joly, Felix Chinen, Julie Campbell Tremblay, Josiane Parent, Mark Kesterholt, Pedro Cotait & Andrew Bettin.



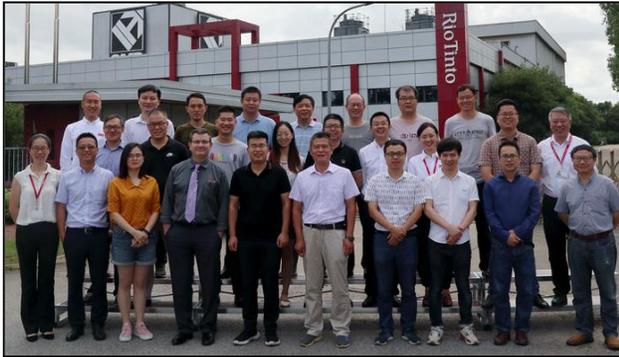
GET READY FOR THE WORLD PM CONGRESS NEXT YEAR IN RTMP'S HOMETOWN: MONTREAL. RTMP will have a huge team onsite & great surprises for you! Stay tuned ☺





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- On July 22nd, 2019 in Suzhou, China, RTMP's Suzhou Team and Serge Grenier from our RTMP R&D Sorel invited our Chinese customers to a very informative **Technical Seminar on Soft Magnetic Composites (SMC)**. As China is the fastest growing market for electrified vehicles, Soft Magnetic Composites (SMCs) is a very promising application for metal powder. Thanks to all employees of the Suzhou plant for the very good preparation for this year's event and to all customers who attended!



RTMP recent appointments

Stephanie Lapointe-Strohblberger has been appointed **Supervisor of Customer Service team in Sorel**. Working at Rio Tinto for the past 5 years, dedicated to customer service, she has built strong bonds with our customers. Her team, composed of 4 customer service professionals are heavily involved in the supply-demand planning & the global distribution of our powders. Stephanie.Lapointe@riotinto.com



Jess Blackburn was appointed **Sales Manager, Powders, for North America**. Jess started in her new role on July 15th and is based in Chicago. Jess holds two Bachelor's degrees and has been with Rio Tinto for almost 10 years working in various site-based and corporate roles across Australia, Africa, Mongolia & Singapore. Jess.Blackburn@riotinto.com



Andrew Bettin joined Rio Tinto on March 4th as **Technical Service Representative for North America**. Andrew holds a degree in Materials Science and Engineering from the University of Illinois at Urbana-Champaign and has a strong background in ferrous metallurgy. Previously, Andrew worked as a quality engineer and provided technical support to steel billet customers. Andrew.Bettin@riotinto.com



Hamed Heidari, recently Steel Sales Manager for Rio Tinto, transferred to our **metal powder sales team as one of our managers in North America**. Hamed has contributed greatly by managing billet sales through a volatile environment. With his rich knowledge of powders and Sorel-Tracy operations, Hamed will play a vital role in growing our metal powder business in N.A. Hamed.Heidari@riotinto.com

Euro PM2019 is coming soon in Maastricht, The Netherlands



Only 1 month left before the beginning of the Euro PM2019 Congress & Exhibition, organized in the beautiful city of Maastricht, The Netherlands by the EPMA from October 13th to 16th. Saba Mousavinasab from our R&D team will present a paper on **Water-atomized Iron Powders for use in High Green Strength Powder Metallurgy Applications**. Come attend the presentation and visit RTMP staff at stand #94.

PROMO CODE PM19-094 to access the exhibition area for FREE!

<p>YOUR FREE ENTRY PASS TO EXHIBITION ONLY</p> <p>EURO PM2019 EXHIBITION</p> <p>Maastricht, The Netherlands 14 - 16 October 2019</p> <p>Register at www.europm2019.com/register</p>	<p>EXHIBITION OPENING TIMES*</p> <p>Monday 14 October 11:00 - 20:00</p> <p>Tuesday 15 October 09:00 - 18:30</p> <p>Wednesday 16 October 09:00 - 17:00</p>	<p>COURTESY OF Rio Tinto</p> <p>PROMO CODE PM19-094</p> <p>Visit us on booth 94</p>
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SPECIAL REPORT | In order to shed light on the various legislation in terms of reducing CO₂ emissions and fine particles, Jean-Marc Borel, RTMP Technical Sales Manager EMEA prepared a summary article outlining the various standards and their implementation/ consequences on the European automotive market.

Cars are responsible for around 12% of total EU emissions of CO₂

Since 2009, EU legislation sets mandatory emission reduction targets for new cars. The first targets apply since 2015. Stricter targets will apply from 2021 on, with a phase-in from 2020. On 17 April 2019, the European Parliament and the Council adopted Regulation (EU) 2019/631 setting CO₂ emission performance standards for new passenger cars and for new light commercial vehicles (vans) in the EU for the period after 2020. The new Regulation will start applying on 1 January 2020. Until that date, the current Regulation setting CO₂ emission standards for cars will apply as follows:

2015 target: Since 2015, a target of 130 grams of CO₂ per kilometer applies for the EU fleet-wide average emissions of new passenger cars. Emissions of 130 g CO₂/km correspond to a fuel consumption of around 5.6 liters per 100 km (l/100 km) of petrol or 4.9 l/100 km of diesel. This EU fleet-wide target was already reached in 2013, two years ahead of schedule. According to provisional data, the average emissions level of the new cars registered in 2018 in the EU and Iceland were 120.4 g CO₂/km (EEA data). Since 2010, average emissions have decreased by 20 g CO₂/km (14.2%).

2021 target: From 2021, phased in from 2020, the EU fleet-wide average emission target for new cars will be 95 g CO₂/km. This emission level corresponds to a fuel consumption of around 4.1 l/100 km of petrol or 3.6 l/100 km of diesel.

Specific emission targets for manufacturers: The binding emission targets for manufacturers are set according to the average mass of their vehicles, using a limit value curve. This means that manufacturers of heavier cars are allowed higher emissions than manufacturers of lighter cars. The curve is set in such a way that the targets for the EU fleet-wide average emissions are achieved.

Phase-in of requirements: The target of 130 g/km was phased in between 2012 and 2015. A phase-in period will also apply to the target of 95 g/km. In 2020, the emission targets will apply for each manufacturer's 95% least emitting new cars. From 2021 on, the average emissions of all newly registered cars of a manufacturer will have to be below the target.

Penalty payments for excess emissions: If the average CO₂ emissions of a manufacturer's fleet exceed its target in a given year, the manufacturer has to pay an excess

emissions premium for each car registered. Until 2018, this premium amounts to

- €5 for the first g/km of exceedance
- €15 for the second g/km
- €25 for the third g/km
- €95 for each subsequent g/km.

From 2019 on, the penalty will be €95 for each g/km of target exceedance.

Eco-innovations: To encourage eco-innovation, manufacturers can be granted emission credits for vehicles equipped with innovative technologies for which it is not possible to demonstrate the CO₂ reducing effects during the test procedure used for vehicle type approval. Such emission savings have to be demonstrated based on independently verified data. The maximum emission credits for these eco-innovations per manufacturer are 7g/km per year.

Super credits: Manufacturers are given additional incentives to put on the market zero and low-emission cars emitting less than 50 g/km through a "super-credits" system. This was already applied between 2012 and 2015 and will apply again for the period 2020-2022. For the purpose of calculating a manufacturer's average specific emissions, such cars will then be counted as:

- 2 vehicles in 2020
- 1.67 vehicles in 2021
- 1.33 vehicles in 2022

A cap on the super-credits is set at 7.5 g/km per manufacturer over the three years.

Manufacturer Pools: Manufacturers can group together and act jointly to meet their emissions target. In forming such a pool, manufacturers must respect the rules of competition law.

Derogations and exemptions: Manufacturers responsible for fewer than 300 000 new passenger cars registered in the EU in a given year may benefit from exemptions or derogations. More specifically:

- Manufacturers responsible for between 10000 and 300000 cars registered per year ("niche" manufacturers) can apply for a derogation target for the years 2012-2019 equal to a 25% reduction from their 2007 average emissions, and a derogation target from 2020 on of a 45% reduction from the 2007 level.
- Manufacturers responsible for between 1000 and 10000 cars registered per year ("small volume" manufacturers) can propose their own derogation target, which has to be approved by the Commission based on the criteria set in the Regulation.
- Manufacturers responsible for less than 1000 cars registered per year are exempted from meeting a specific emissions target, unless they voluntarily apply for a derogation target.

Feel free to contact JeanMarc.Borel@riotinto.com for more information/ DATA on the Regulation Program.