



"The local labour market is full of talented professionals who can be assigned new tasks if necessary."

JOSEPH VAZQUEZ  
CEO, East Metals AG



## IMPORTANT TRADING HUB

### Trading arm

East Metals AG was established in 2001 in Geneva, then settled in Zug. The company is responsible for international contracts of Evraz Group: it organizes the supply of products from the company's plants in Russia and Ukraine to customers around the world. East Metals AG supplies raw materials (such as coal and iron ore) and semi-finished products for processing companies in Southeast Asia, Europe and the US that then manufacture goods for end users. About 65% of sales go to Asia: Taiwan, Thailand, the Philippines, Indonesia and other markets. In 2016, the total trade turnover of East Metals AG reached \$3 billion. In the nearest future, East Metals AG is going to focus on trading of goods with higher added value. Currently, the company is looking for market niches with a high value within its existing supply chain. This will allow the company to achieve greater efficiency without increasing costs for extensive expansion.

### Multinational workforce

Zug is an important trading hub: trade offices of many major metallurgical and mining companies are located here, as well as hundreds of commodity traders. Joseph Vazquez, CEO of East Metals AG appreciates that the Swiss labour market is full of high-qualified staff, skilled and well-educated professionals.

Currently, East Metals AG employs 53 specialists of 13 different nationalities. Multinational character of the team makes the company regularly face immigration related questions, for instance, those having to do with job permits for non-EU and non-Swiss residents.

However, the business-oriented approach of the Swiss migration authorities allows employees to get the short-term business visa without any troubles and exhausting appeal processes. In addition to attractive corporate tax rates, leading Swiss and international banks have their offices in Zug, which further motivated Evraz Group to operate from Switzerland. Easy access to funding from the leading banks is a great resource for a company.

### FACTS

COUNTRY OF ORIGIN  
Russia

SECTOR  
Commodity trading

PRODUCT  
Raw materials and semi-finished products

### EAST METALS AG

LOCATION  
Zug, Switzerland

[www.evraz.com](http://www.evraz.com)



OFFICIAL PROGRAM

