

Rio Tinto Commercial

Building partnerships for more than 150 years.

We align our products to meet the diverse needs of our customers and maximise value for their businesses. Our global logistics network of rail, ports and ships enables us to control end-to-end delivery of our materials safely, reliably and efficiently.

Our customers' needs are central to our operational decision making. Using the insights generated from what we buy, sell and move around the world, our Commercial team works closely with you to ensure we deliver products that meet your specific requirements. Periodically, we conduct surveys to gain insights that help us improve our products and services. Where possible, we partner to co-develop solutions that support our environmental, social and governance commitments.

Who we are

Across all of our products, our Commercial team is accountable for:

- Sales
- Marketing
- Procurement
- Marine and logistics
- Trading

Through direct engagement and business and industry forums, we are focused on building leading customer and supplier partnerships to deliver innovation and ESG leadership. Located across the globe, our technical marketing teams—expert materials scientists and chemists—support you in your processes and formulations.

1,730

Customers across multiple industries and countries

1,500+

Global commercial employees

Commercial locations



Our resources, your products



23
certified sites
asi Aluminium Stewardship Initiative

Aluminium

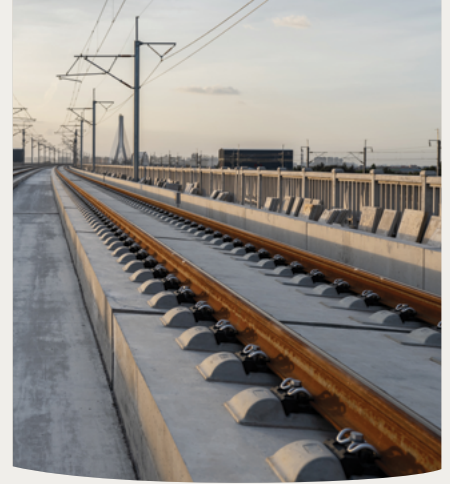
We are a global leader in aluminium, with a vertically-integrated business producing aluminium certified as responsible. We also offer recycled aluminium through our Matalco joint venture. We produce some of the highest quality, lowest-carbon footprint aluminium in the world. We produce aluminium billets, slabs, foundry and rods, used in a wide range of industries, including automotive, building and construction, packaging and electrical.



Copper



At each of our copper operations, we use leading-edge technologies that drive safe, efficient and productive methods of extracting, processing and refining copper, supplying customers in China, Japan and the United States. Both Oyu Tolgoi and Kennecott have been awarded the Copper Mark—certifying our responsible copper production practices.



Iron ore

We are one of the world's leading producers of iron ore. Our iron ore operations in the Pilbara comprise a world-class, integrated network of 17 iron ore mines, four independent port terminals, a 1,900-kilometre rail network and related infrastructure. We produce these mainstream iron ore products in Western Australia, including Pilbara Blend™, the world's most recognised brand of iron ore.



Titanium dioxide

At our operations in Canada, our main product is titanium dioxide concentrate or titaniferous slag, which we sell as a raw material to titanium dioxide pigment producers.



Borates

Commercially viable quantities of this versatile mineral have been found in very few places on the planet. One such place is U.S. Borax, our borates operations in California, which supplies approximately 30% of global demand for refined borates.



Salt

Our Dampier Salt (DSL) operations in Western Australia is the largest exporter of salt in the Asian seaborne market, harvesting millions of tonnes each year. Our final product—clean, white, coarse salt crystals—is mostly used by the chemical industry, but we also sell food grade salt.

Battery materials

Launched in 2021, our Battery Materials business helps meet the growing global need for renewable power sources, electric vehicles and home energy storage.



Lithium

We have two projects:

- Rincon, Argentina: A large, undeveloped lithium brine project located in the heart of the lithium triangle
- Jadar, Serbia: A world-class greenfield lithium with the potential to be the largest source of lithium supply in Europe

Scandium



At our operations in Quebec, Canada, we use an innovative, proprietary process to extract high-purity scandium oxide from the waste streams of our titanium dioxide production. This means there is no need for additional mining.



Ferrous metalics

Our Critical Minerals and Technology Centre in Sorel-Tracy, Canada, is the stronghold of innovation for our ferrous metals business. Here we have state-of-the-art equipment and highly specialised instruments that allows us to provide our customers with diverse products and consistent quality.



Metal powders

We produce iron, steel, and prealloyed powders as well as high-performance metal powder mixes, including diffusion bonded and organic bonded mixes.



Steel billets

Sold as Sorelsteel®, our steel billets support rolling mills in need of additional melt capacity in the long steel and tubular steel markets.



High purity pig iron (HPI)

Known in the market as Sorelmetal™ our HPI is often used as the preferred metallic charge in foundries for the automotive, machine, construction, and heavy industries.



Navigating the ESG landscape

Sustainability considerations are deeply embedded in the way we run our business. We have put climate change and the low-carbon transition at the heart of our business strategy.

In addition to decarbonising our assets, our priority is helping our customers

decarbonise by developing new products and technologies such as our multi-commodity offering, START™ that offer greater material transparency.

START™ brings sustainability metrics and provenance information on Rio Tinto's products* by providing up to 14 ESG metrics, so that customers and end-users have visibility into how and where their products were made.

*Not available for all Rio Tinto products. Ask your sales representative for more information.



Finding better ways to provide the materials that you need

Technical support for customers, product quality, and supply reliability are the pillars of our commercial commitment. Our purpose is a unifying force underpinned by our values of care, courage and curiosity.

About Rio Tinto

Rio Tinto is a leading global mining and materials company. We operate in 35 countries where we produce iron ore, copper, aluminium, critical minerals and other materials needed for the global energy transition and for people, communities and nations to thrive.

We have been mining for more than 150 years and operate with knowledge built up across generations and continents.

Our purpose is finding better ways to provide the materials the world needs – striving for innovation and continuous improvement to produce materials with low emissions and to the right environmental, social and governance standards. But we can't do it on our own, so we're focused on creating partnerships to solve problems, create win-win and meet opportunities.

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