



Frank Jackel

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A digital platform to shake the metals marketplace

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Main product:
Metalshub

Aim:
To provide players in the metals industry with a transparent and efficient digital trading platform

- Start year:**
2016
- Generated funding:**
EUR 4 200 000
- Challenge:**
Metals market efficiency



Powered by:



THE PROJECT

The idea

Metalshub provides a digital marketplace for metallic raw materials. The platform offers additional services such as logistics, credit insurance, financing, and customer due diligence. Metalshub's high trading liquidity provides accurate and reliable price indices to the industry and supports supply chain transparency.

Inspiration

The metals market was quite old-fashioned. Largely dominated by traders, it is also quite opaque and easily subject to manipulation. We wanted to change these inefficient dynamics, putting to work our experience in the sector and our disruptive spirit.

Unique selling points

Our highly efficient and user-friendly platform allows participants to easily negotiate and trade. Additional services increase the rate of concluded deals. Our data are used to create reliable indices based on real offers, bids, and transactions instead of market noises.

Societal impact

Transparent pricing and efficiency reduce trading costs to the benefit of final consumers. In the future, Metalshub also wishes to make the origin and supply chain of raw materials traceable and display CO2 emissions for different sources of metals.

Venture development

We are currently optimising the platform and focusing on active-user growth. We are working towards a venture capital-led Series A in 2021 to provide the funds for international and product expansion.

EIT Community support

The EIT is the perfect bridge to leverage our disruptive innovation project at the European level.

THE NOMINEE

The beginning

As a metallurgist working in sales for metals, I realised that many companies in this sector focus on innovation in production but rarely in sales or procurement. My co-founder and I experienced first-hand the market inefficiencies that triggered our wish to find a game-changing digital alternative.

Rewarding moments

Seeing Metalshub growing from a high-level business plan to a 26-employee company and a recognised brand is rewarding on a daily basis.

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