

Stainless Steel in Damstahl® Land

Report on Market Highlights

Issue 3, February 2010

Contents

- ***Stainless Steel at a Glance***
- ***Industry News & Business Climate***
- ***Market Performance:***
 - ***Germany***
 - ***United Kingdom***
 - ***Denmark***
 - ***Sweden***
 - ***Norway***
- ***Raw Materials***



FOCUS OF THE MONTH: Nickel Forecast to 2015

Stainless Steel at a Glance

Stainless Recovery possible in 2010 - but still a lot of Question Marks!



- **Stainless Steel Demand 2009** was driven by China. The real demand in China grew by over 15% last year, whilst the European demand dropped by over 25% in the same period. European mills benefited from the Chinese market through increasing exports to China. But China was also responsible for relatively high raw material costs in 2009. China also strengthened its position as global workbench and finished product exporter – this is also not good news for the European stainless community.
- **Demand 2010** will grow in all regions, but the expected European demand growth will remain far below the 2009 decline. The currently improved demand is primarily driven by higher stockholder activity (re-stocking) – orders from end users are still only moderately increasing at the moment.
- **European End Use 2010** will grow by 5%. Automotive and building / construction have benefited most from stimulus packages last year – growth is rather limited without support this year. Consumer goods: increasing unemployment will have a dampening effect on consumer sentiment, whilst the process industry will remain in a critical shape in 2010 – a moderate improvement is however expected for HY2, 2010. Earlier postponed investments will be re-started in 2010 – examples are investments in the oil/gas industry and food processing.
- European **order Intake** from distributors and end users has improved significantly in January 2010. Reasons are particularly empty stocks at stockholders after months with little market activity. Some distributors and end users expect increasing raw material prices and ordered at current still relatively low price levels.
- **Stock levels:** after a temporary re-stocking in Q3, companies tried to reduce stocks again at year end. Stock level reach has increased from ~60 to ~65 days for cold rolled flat in Germany.
- 2010 will remain a challenging year for **European mills**. The profit situation will remain unsatisfactory, competition with Chinese mills will increase and the European market itself will grow again below world average. Thus, mill consolidation will remain on the agenda in Europe.



Contents

1.

European Industry News / Business Climate

▶ ***Industry News***

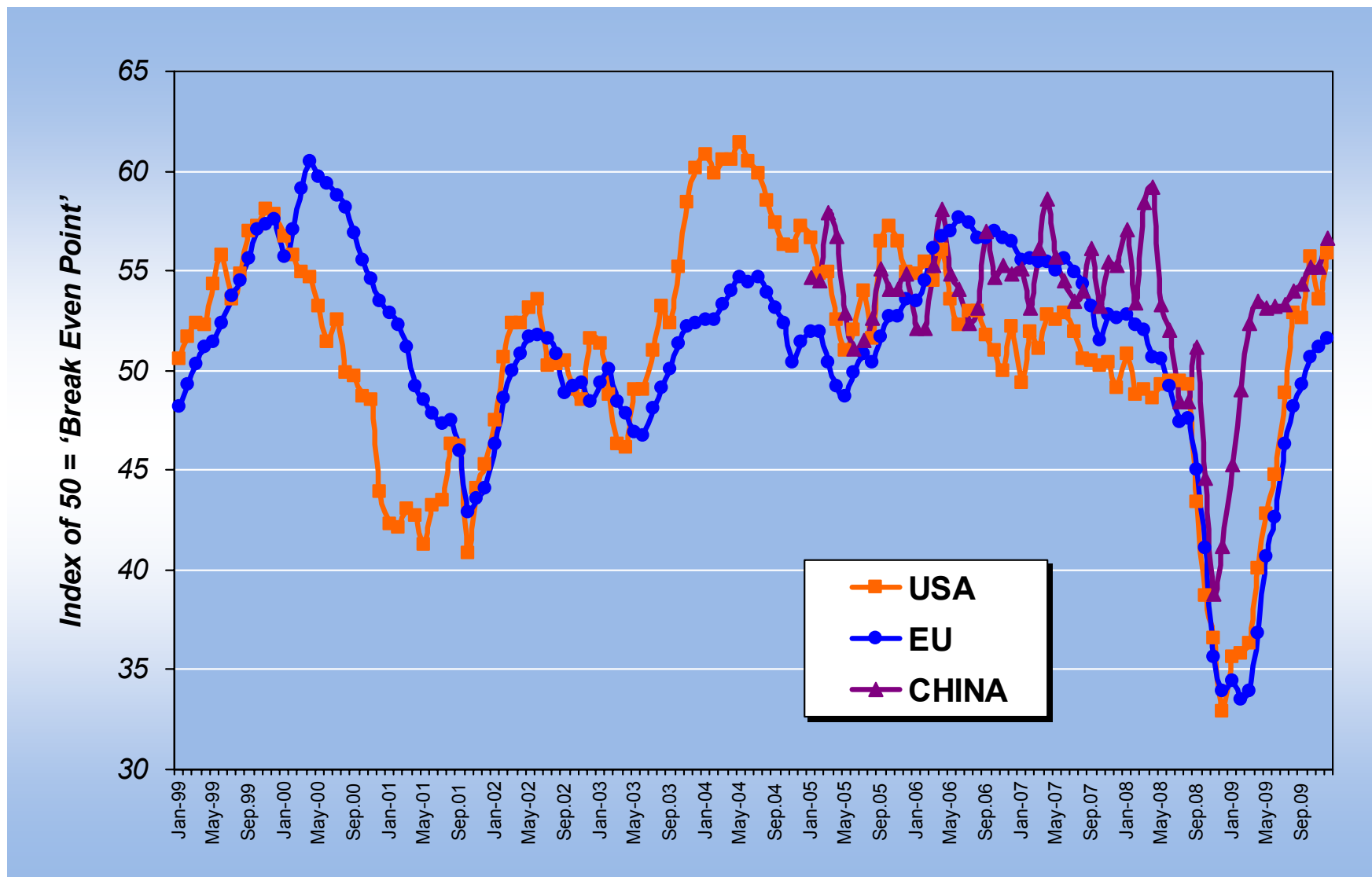
▶ ***Business Climate at a Glance - PMI***



- Production in Damstahl-Countries (January to November 2009) dropped to 1.9 million t (from 2.5 million t in the first eleven months 2008). Stainless steel melting production in Damstahl countries fell by minus 20% in 2009. Germany (-15%) remained more stable than Sweden and the United Kingdom. The decline in Total EU-27 was around minus 25% - strongest decreases occurred in Belgium, France and Spain (production in all three countries dropped by more than minus 30% in 2009)
- European stainless steel flat product mills are working on capacity utilisation levels ~60% of long term average in January. Due to an improved order intake in January, mills expect however further increasing capacity utilisation levels for Q1/2010. In contrast to flat product commodities, the market for specialties (seamless tubes, bars) is still without strong stimuli.
- Acerinox announced to reach a capacity level of 70% in February after a utilization of only 50% in January. The company will reduce temporary lay-offs which have exceeded into 2010. Acerinox considers other options to gain market share as well: the company intends to become a strong player in the Duplex market. Until now, Acerinox preferred sales of commodity grades to Duplex – which also have a higher yield loss and are more difficult to produce.
- Seamless: tube makers still expect no significant improvement in order intake. Tubacex recently announced to prolong temporary lay-offs until end of June 2010, effective for 900 workers. The seamless tubes/pipes market will see first signs of a recovery not before HY2/2010.
- Prices: Base prices showed a slight downwards tendency in Q4/09, whilst European alloy surcharge fell continuously since August to a level around 950€/t for 304 flat products (January). In February, alloy surcharges increased substantially.
- Economic indicators (see page 5) improved again in January. However, the situation in Europe is still weaker than in other regions. The recovery of the PMI-climate is still faster than any improvement of the ‘real’ economic situation. In the case of stainless steel, it is too early now to speak about a recovery!

PMI – Manufacturing Business Climate (December 2009)

Europe' PMI improved – but still lagging behind China and U.S.





2.

Market Performance in 'Damstahl-Land'

- ▶ *Summary: Relevant Issues in Damstahl-Land*
- ▶ *Germany*
- ▶ *United Kingdom*
- ▶ *Denmark*
- ▶ *Sweden*
- ▶ *Norway*




- **GERMANY:** GDP declined by 5.0% in '09 (Q4/09 ran out of steam against expectations).
- A GDP growth around < 2% is expected for 2010, a 2% growth for 2011 is expected by economic institutes. The current industry capacity utilisation is currently still 10% below long term average. It is expected that it will not improve substantially in 2010.
- Stainless mill orders have slowed down again in Q4 after a temporary upswing in Q3. Orders will increase again in Q1/10. Order situation at distributors has substantially improved in January. Cold rolled stock reach increased again to ~65 days at year end - after a drop below 60 days in Q3/09.
- End Uses: Recovery at export oriented premium car producers in 2010 (~+8%) will have a positive impact on stainless use, whilst building/construction will remain stagnant in 2010. The German building and construction expects a substantial decline for 2011 (expiring of governmental support).
- ThyssenKrupp: bank analysts seem to have strong confidence in TK's restructure process and consider TK as potential stock exchange star performer in 2010. However, German newspapers reported recently about enormous extra costs (at least 2 bn €) on top of initially announced costs for the two new plants in Brazil and Alabama.





- **UNITED KINGDOM:** GDP declined by 4.8% in 2009 (only slightly better than Germany)
- 2010: UK got out of recession phase in Q4 but there is only a slow and grinding recovery expected – manufacturing will improve slowly in 2010, whilst oil/gas will support the modest recovery
- Overall UK production output in November 2009 was 6.0% below November '08. Poorest segment: Output in investment goods fell by even 17% - whilst transport equipment grew by 3%.





- **DENMARK:** GDP 2009: minus 4.5%, GDP 2010: ~+1.5% - Industrial production rose 1.4% (month-on-month) in November, However, production is still substantially below Q3 level. Danish industry output dropped from 85 index points in August 2009 to 82 Index points in November. Production remained stagnant on a level around 80% of the average 2005 (production). 
- Stainless: order intake had improved in January compared to previous months. There are signs that many projects which had been stopped in 2009 will be continued in HY1 2010.
- Arla Foods announced to invest around 250 million € for additional food production equipment (especially for dairy production) in 2010, after the company has stopped some of the planned investments in 2009. **DAMSTAHL** successfully introduced '**SUPERDAIRY**' hygienic tubes to the food processing market (non-annealed 316), which have been developed in co-operation with Arla Foods.

- **SWEDEN:** uncertainty prevails - increased stainless activity amongst endusers in early '10 
- Increasing truck demand (Volvo, Scania) due to recovery in this sector. Situation at Saab remains critical – Dutch Spyker Cars finally acquired SAAB Automobile.
- Risk of bubble in the housing sector. Low rates have lead to fast climbing house prices despite an increasing unemployment. The central bank has already announced to adjust interest rates.
- Outokumpu will close its stainless welded tube and fittings production site in Veteli (Finland) in March 2010. It is planned to move two production lines to Jakobstad and close the third one.

- **NORWAY:** moderate growth is expected to continue in 2010. 
- Increased market activity - stainless sales are considered as satisfactory for the current economic situation but far from earlier record levels. Demand from oil/gas industry is weak, but the currently increasing oil price (> 80 US\$ per bbl) could support a possible demand recovery in HY1/10.
- **Housing:** surprising picking up of private and commercial house building activity

Germany - Imports by Product

Imports (except Welded Tubes) still > 20% below 2008



Imports of Stainless Steel Materials into Germany (in tonnes)

| Products | 2008 | | 2009 | | | | | | | | | |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct |
| HR Sheet & Plate | 15,895 | 8,098 | 11,296 | 10,437 | 12,245 | 11,753 | 13,263 | 12,327 | 12,710 | 8,696 | 11,677 | 12,348 |
| CR Sheet | 32,544 | 19,314 | 28,617 | 28,927 | 34,455 | 30,953 | 30,906 | 33,362 | 33,713 | 28,708 | 37,388 | 35,555 |
| Round Bars | 14,497 | 14,545 | 16,757 | 12,126 | 10,929 | 10,377 | 11,649 | 10,753 | 14,990 | 6,927 | 14,546 | 15,898 |
| Profiles | 827 | 658 | 1,032 | 547 | 503 | 650 | 474 | 552 | 714 | 495 | 1,176 | 864 |
| Seamless Tubes | 2,916 | 3,088 | 4,094 | 2,893 | 2,896 | 2,222 | 1,941 | 2,407 | 2,061 | 1,465 | 1,711 | 1,770 |
| Welded Tubes (Rounds) | 6,924 | 5,835 | 6,074 | 8,615 | 6,081 | 6,122 | 7,092 | 6,952 | 7,245 | 7,608 | 9,107 | 7,689 |
| Welded Tubes (Square) | 1,340 | 1,335 | 3,562 | 2,368 | 1,243 | 7,210 | 2,401 | 2,890 | 6,096 | 3,480 | 4,363 | 2,860 |
| All Products | 74,943 | 52,873 | 71,432 | 65,913 | 68,352 | 69,287 | 67,726 | 69,243 | 77,529 | 57,379 | 79,968 | 76,984 |

| Products | 2008 full year | 2008 ytd | 2009 ytd | change ytd |
|-----------------------|-------------------|----------------|----------------|---------------|
| HR Sheet & Plate | 203,184 | 179,191 | 116,752 | -35% |
| CR Sheet | 470,404 | 418,546 | 322,584 | -23% |
| Round Bars | 220,367 | 191,325 | 124,952 | -35% |
| Profiles | 11,257 | 9,772 | 7,007 | -28% |
| Seamless Tubes | 36,793 | 30,789 | 23,460 | -24% |
| Welded Tubes (Rounds) | 96,784 | 84,025 | 72,585 | -14% |
| Welded Tubes (Square) | 30,030 | 27,355 | 36,473 | 33% |
| All Products | 1,068,819 | 941,003 | 703,813 | -25% |

Sources: ISSB, [SMR - Steel & Metals Market Research Analysis](#)

Germany - Imports by Country

January to October 2009 (vs. same Period 2008)



Imports of Stainless Steel Materials* into Germany

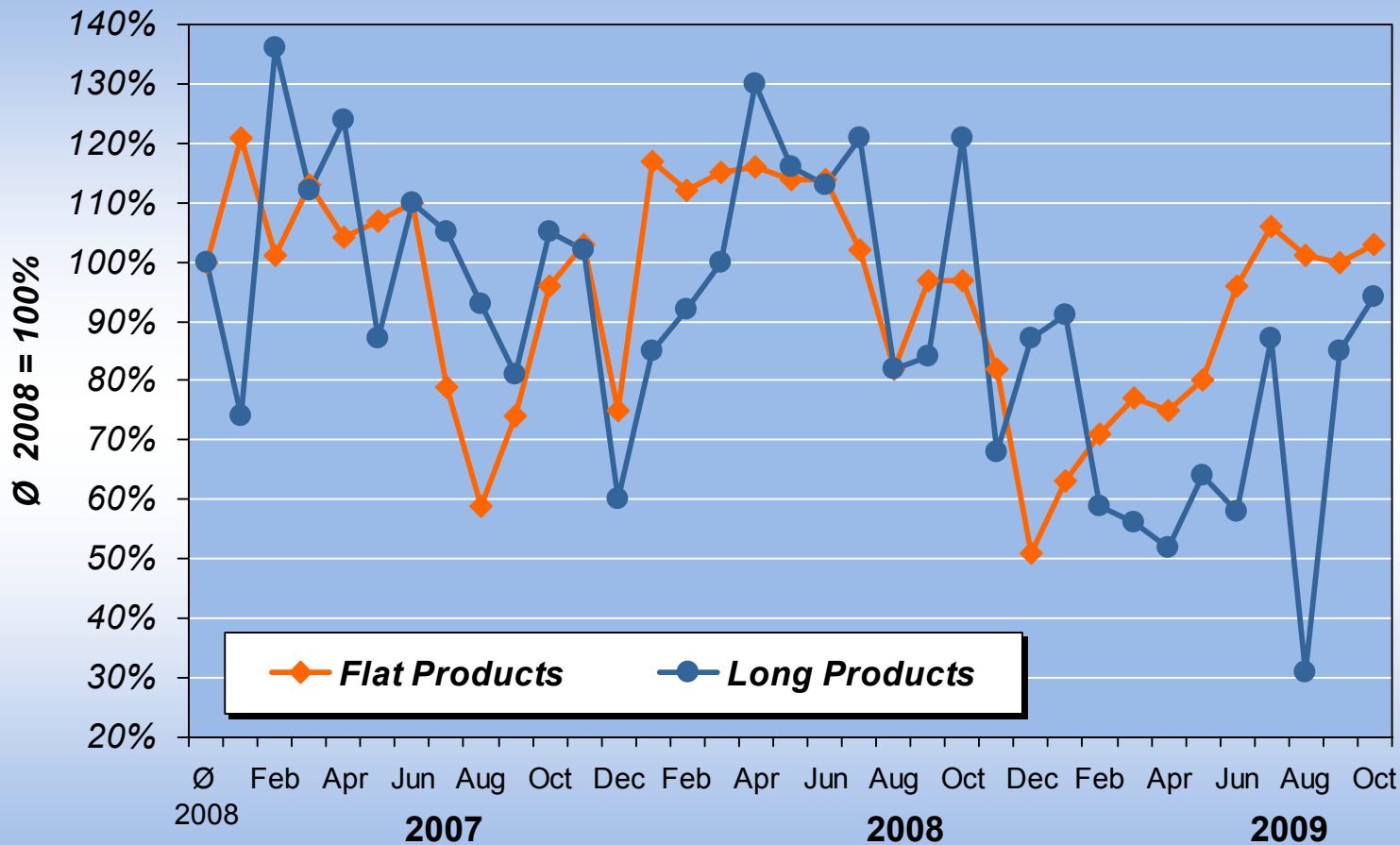
| Country of Origin | 2009 | | | | | | | | 2008 | Change |
|--------------------|----------------|----------------|---------------|---------------|---------------|----------------|---------------|----------------|----------------|-------------|
| | Q1 | Q2 | July | Aug | Sept | Q3 | Oct | ytd | ytd | to 2008 |
| | in tonnes | | | | | | | | | in % |
| Italy | 38,132 | 41,704 | 19,067 | 13,540 | 19,341 | 51,948 | 14,470 | 146,254 | 174,694 | -16% |
| France | 36,790 | 38,430 | 16,468 | 8,371 | 16,515 | 41,354 | 17,191 | 133,765 | 187,831 | -29% |
| Spain | 26,444 | 28,647 | 11,521 | 6,835 | 12,744 | 31,100 | 12,061 | 98,252 | 129,878 | -24% |
| Bellux | 28,614 | 33,222 | 9,224 | 6,371 | 6,084 | 21,679 | 8,595 | 92,110 | 91,765 | 0% |
| Finland | 21,898 | 18,172 | 6,501 | 6,126 | 7,491 | 20,118 | 4,745 | 64,933 | 101,818 | -36% |
| Sweden | 12,304 | 9,551 | 3,066 | 2,452 | 3,657 | 9,175 | 2,841 | 33,871 | 78,477 | -57% |
| Czech Republic | 6,478 | 8,817 | 2,482 | 3,362 | 3,137 | 8,981 | 2,646 | 26,922 | 24,807 | 9% |
| Netherlands | 6,522 | 7,095 | 2,130 | 2,867 | 2,217 | 7,214 | 2,710 | 23,541 | 28,336 | -17% |
| India | 5,643 | 3,291 | 861 | 1,034 | 1,478 | 3,373 | 2,653 | 14,960 | 24,503 | -39% |
| Austria | 5,548 | 4,535 | 1,186 | 832 | 1,289 | 3,307 | 1,059 | 14,449 | 20,204 | -28% |
| Slovenia | 3,174 | 3,088 | 1,073 | 1,313 | 1,384 | 3,770 | 1,093 | 11,125 | 14,359 | -23% |
| Japan | 2,854 | 1,629 | 772 | 530 | 250 | 1,552 | 381 | 6,416 | 6,318 | 2% |
| Taiwan | 2,222 | 626 | 331 | 292 | 1,184 | 1,807 | 772 | 5,427 | 5,158 | 5% |
| USA | 1,358 | 758 | 528 | 751 | 787 | 2,066 | 965 | 5,147 | 9,706 | -47% |
| Ukraine | 1,757 | 1,051 | 369 | 319 | 485 | 1,173 | 1,084 | 5,065 | 9,405 | -46% |
| Switzerland | 1,411 | 1,263 | 664 | 406 | 585 | 1,655 | 638 | 4,967 | 8,167 | -39% |
| China | 1,365 | 693 | 145 | 292 | 515 | 952 | 1,486 | 4,496 | 6,700 | -33% |
| United Kingdom | 803 | 1,355 | 306 | 565 | 209 | 1,080 | 482 | 3,720 | 4,066 | -9% |
| Poland | 678 | 944 | 311 | 667 | 296 | 1,274 | 435 | 3,331 | 2,707 | 23% |
| South Korea | 608 | 738 | 171 | 123 | 36 | 330 | 35 | 1,711 | 1,697 | 1% |
| Others | 1,094 | 647 | 353 | 331 | 284 | 968 | 642 | 3,351 | 9,578 | -65% |
| GRAND TOTAL | 205,697 | 206,256 | 77,529 | 57,379 | 79,968 | 215,844 | 76,984 | 703,813 | 941,003 | -25% |

* HR Sheet/Plate, CR Sheet, Round Bars, Profiles, Welded and Seamless Tubes

Sources: ISSB, [SMR - Steel & Metals Market Research Analysis](#)

Germany - Stainless Steel Market Volume Index

Stable Demand for Flat Products – Long Products have bottomed out



Source: [SMR - Steel & Metals Market Research Analysis](#)



United Kingdom - Imports by Product

UK still minus 33% (ytd) - but October was the best Month in 2009 yet

Imports of Stainless Steel Materials into the United Kingdom (in tonnes)

| Products | 2008 | | 2009 | | | | | | | | | |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct |
| HR Sheet & Plate | 5,855 | 3,293 | 2,679 | 2,589 | 3,704 | 4,120 | 3,796 | 4,160 | 4,943 | 3,901 | 5,361 | 5,063 |
| CR Sheet | 7,804 | 5,499 | 9,126 | 5,621 | 5,946 | 7,661 | 7,500 | 6,796 | 12,219 | 8,047 | 12,294 | 13,227 |
| Round Bars | 4,334 | 2,905 | 3,951 | 3,960 | 4,070 | 2,772 | 3,284 | 3,222 | 2,924 | 1,886 | 2,358 | 3,849 |
| Profiles | 280 | 138 | 222 | 140 | 403 | 161 | 281 | 239 | 263 | 160 | 332 | 465 |
| Seamless Tubes | 788 | 577 | 709 | 877 | 528 | 632 | 493 | 507 | 493 | 416 | 372 | 390 |
| Welded Tubes (Rounds) | 1,720 | 1,242 | 1,368 | 1,890 | 1,826 | 1,396 | 2,051 | 2,298 | 1,811 | 1,883 | 1,934 | 2,194 |
| Welded Tubes (Square) | 299 | 149 | 262 | 451 | 1,078 | 329 | 396 | 1,150 | 588 | 426 | 698 | 368 |
| All Products | 21,080 | 13,803 | 18,317 | 15,528 | 17,555 | 17,071 | 17,801 | 18,372 | 23,241 | 16,719 | 23,349 | 25,556 |

| Products | 2008 full year | 2008 ytd | 2009 ytd | change ytd |
|-----------------------|-------------------|----------------|----------------|---------------|
| HR Sheet & Plate | 69,011 | 59,863 | 40,316 | -33% |
| CR Sheet | 156,252 | 142,949 | 88,437 | -38% |
| Round Bars | 52,785 | 45,546 | 32,276 | -29% |
| Profiles | 4,613 | 4,195 | 2,666 | -36% |
| Seamless Tubes | 9,932 | 8,567 | 5,417 | -37% |
| Welded Tubes (Rounds) | 24,268 | 21,306 | 18,651 | -12% |
| Welded Tubes (Square) | 6,398 | 5,950 | 5,746 | -3% |
| All Products | 323,259 | 288,376 | 193,509 | -33% |

Sources: ISSB, [SMR - Steel & Metals Market Research Analysis](#)



United Kingdom - Imports by Country January to October 2009 (vs. same Period 2008)

Imports of Stainless Steel Materials* into the United Kingdom

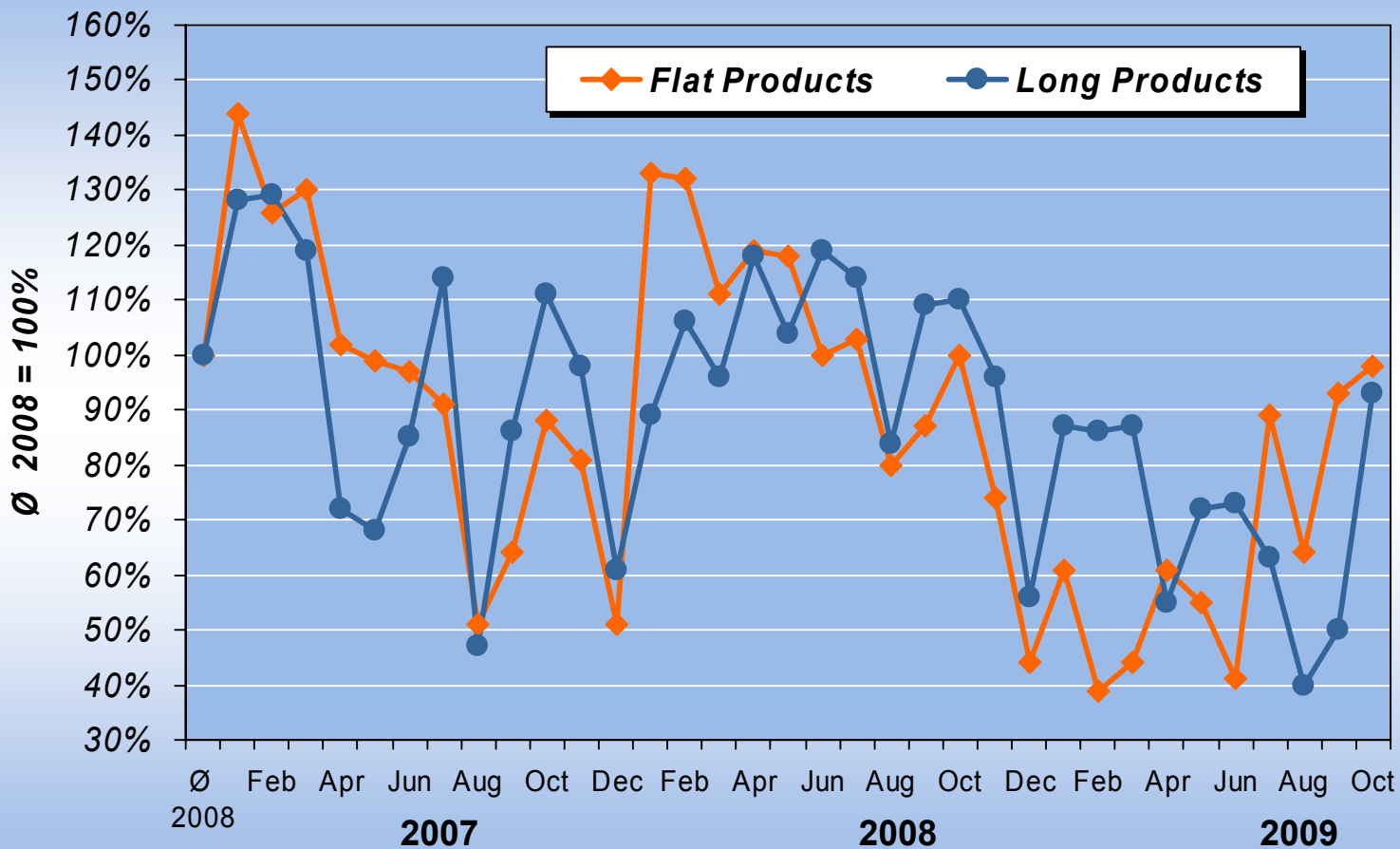
| Country of Origin | 2009 | | | | | | | | 2008 | Change |
|--------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|-------------|
| | Q1 | Q2 | July | Aug | Sept | Q3 | Oct | ytd | ytd | to 2008 |
| | in tonnes | | | | | | | | | in % |
| Germany | 9,026 | 8,222 | 3,625 | 4,030 | 5,041 | 12,696 | 6,376 | 36,320 | 56,303 | -35% |
| Spain | 8,346 | 7,856 | 2,669 | 4,567 | 3,681 | 10,917 | 3,634 | 30,753 | 40,585 | -24% |
| Italy | 8,179 | 7,138 | 3,013 | 2,332 | 3,209 | 8,554 | 2,796 | 26,667 | 36,476 | -27% |
| Bellux | 4,498 | 5,783 | 1,985 | 849 | 1,975 | 4,809 | 2,508 | 17,598 | 27,550 | -36% |
| Finland | 5,371 | 4,214 | 2,396 | 222 | 1,501 | 4,119 | 2,271 | 15,975 | 31,760 | -50% |
| South Africa | 2,493 | 4,443 | 2,319 | 1,403 | 2,224 | 5,946 | 1,984 | 14,866 | 19,201 | -23% |
| Sweden | 4,314 | 3,799 | 1,974 | 241 | 1,425 | 3,640 | 1,782 | 13,535 | 21,101 | -36% |
| Netherlands | 1,712 | 3,447 | 2,040 | 760 | 1,550 | 4,350 | 785 | 10,294 | 8,693 | 18% |
| France | 1,265 | 1,949 | 740 | 355 | 757 | 1,852 | 813 | 5,879 | 10,802 | -46% |
| Taiwan | 1,261 | 1,609 | 587 | 694 | 512 | 1,793 | 902 | 5,565 | 10,184 | -45% |
| Czech Republic | 726 | 981 | 353 | 267 | 392 | 1,012 | 432 | 3,151 | 2,525 | 25% |
| Austria | 1,046 | 1,169 | 338 | 187 | 254 | 779 | 128 | 3,122 | 3,528 | -12% |
| USA | 825 | 393 | 168 | 61 | 208 | 437 | 106 | 1,761 | 5,222 | -66% |
| China | 611 | 443 | 215 | 194 | 124 | 533 | 170 | 1,757 | 3,209 | -45% |
| India | 605 | 352 | 133 | 65 | 77 | 275 | 270 | 1,502 | 2,685 | -44% |
| Slovenia | 254 | 464 | 314 | 167 | 80 | 561 | 140 | 1,419 | 1,878 | -24% |
| Japan | 335 | 141 | 60 | 73 | 77 | 210 | 71 | 757 | 979 | -23% |
| Norway | 243 | 243 | - | 4 | 67 | 71 | 109 | 666 | 448 | 49% |
| Irish Republic | 138 | 316 | 49 | 20 | 73 | 142 | 20 | 616 | 1,427 | -57% |
| Ukraine | 20 | 136 | 62 | 110 | 20 | 192 | 83 | 431 | 100 | 331% |
| Denmark | 87 | 101 | 29 | 30 | 29 | 88 | 35 | 311 | 1,046 | -70% |
| Others | 256 | 257 | 172 | 88 | 73 | 333 | 141 | 987 | 2,674 | -63% |
| GRAND TOTAL | 51,611 | 53,456 | 23,241 | 16,719 | 23,349 | 63,309 | 25,556 | 193,932 | 288,376 | -33% |

* HR Sheet/Plate, CR Sheet, Round Bars, Profiles, Welded and Seamless Tubes

Sources: ISSB, [SMR - Steel & Metals Market Research Analysis](#)

United Kingdom - Stainless Steel Market Volume Index

Long and Flat Products are currently returning both back to 2008 Average



Source: [SMR - Steel & Metals Market Research Analysis](#)

Denmark - Imports by Product

Minus 35% - but Signs of Improvement in August and September



Imports of Stainless Steel Materials into Denmark (in tonnes)

| Products | 2008 | | | 2009 | | | | | | | | |
|-----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep |
| HR Sheet & Plate | 772 | 1,004 | 977 | 693 | 503 | 769 | 818 | 523 | 632 | 637 | 708 | 841 |
| CR Sheet | 2,471 | 2,738 | 2,499 | 2,611 | 3,391 | 3,545 | 2,712 | 2,885 | 3,213 | 2,919 | 3,967 | 4,886 |
| Round Bars | 1,534 | 920 | 637 | 1,299 | 903 | 1,092 | 829 | 596 | 566 | 626 | 708 | 772 |
| Profiles | 245 | 123 | 69 | 96 | 66 | 51 | 118 | 61 | 34 | 19 | 78 | 180 |
| Seamless Tubes | 87 | 103 | 214 | 92 | 378 | 214 | 203 | 69 | 229 | 109 | 87 | 110 |
| Welded Tubes (Rounds) | 692 | 711 | 380 | 910 | 1,169 | 752 | 635 | 818 | 465 | 589 | 752 | 804 |
| Welded Tubes (Square) | 383 | 380 | 175 | 579 | 666 | 640 | 628 | 351 | 392 | 464 | 695 | 415 |
| All Products | 6,184 | 5,979 | 4,951 | 6,280 | 7,076 | 7,063 | 5,943 | 5,303 | 5,531 | 5,363 | 6,995 | 8,008 |

| Products | 2008 full year | 2008 ytd | 2009 ytd | change ytd |
|-----------------------|-------------------|---------------|---------------|---------------|
| HR Sheet & Plate | 12,658 | 9,905 | 6,124 | -38% |
| CR Sheet | 57,832 | 50,124 | 30,129 | -40% |
| Round Bars | 15,216 | 12,125 | 7,391 | -39% |
| Profiles | 1,809 | 1,372 | 703 | -49% |
| Seamless Tubes | 1,889 | 1,485 | 1,491 | 0% |
| Welded Tubes (Rounds) | 11,262 | 9,479 | 6,894 | -27% |
| Welded Tubes (Square) | 4,847 | 3,909 | 4,830 | 24% |
| All Products | 105,513 | 88,399 | 57,562 | -35% |

Sources: ISSB, [SMR - Steel & Metals Market Research Analysis](#)

Denmark - Imports by Country

January to September 2009 (vs. same Period 2008)



Imports of Stainless Steel Materials into Denmark

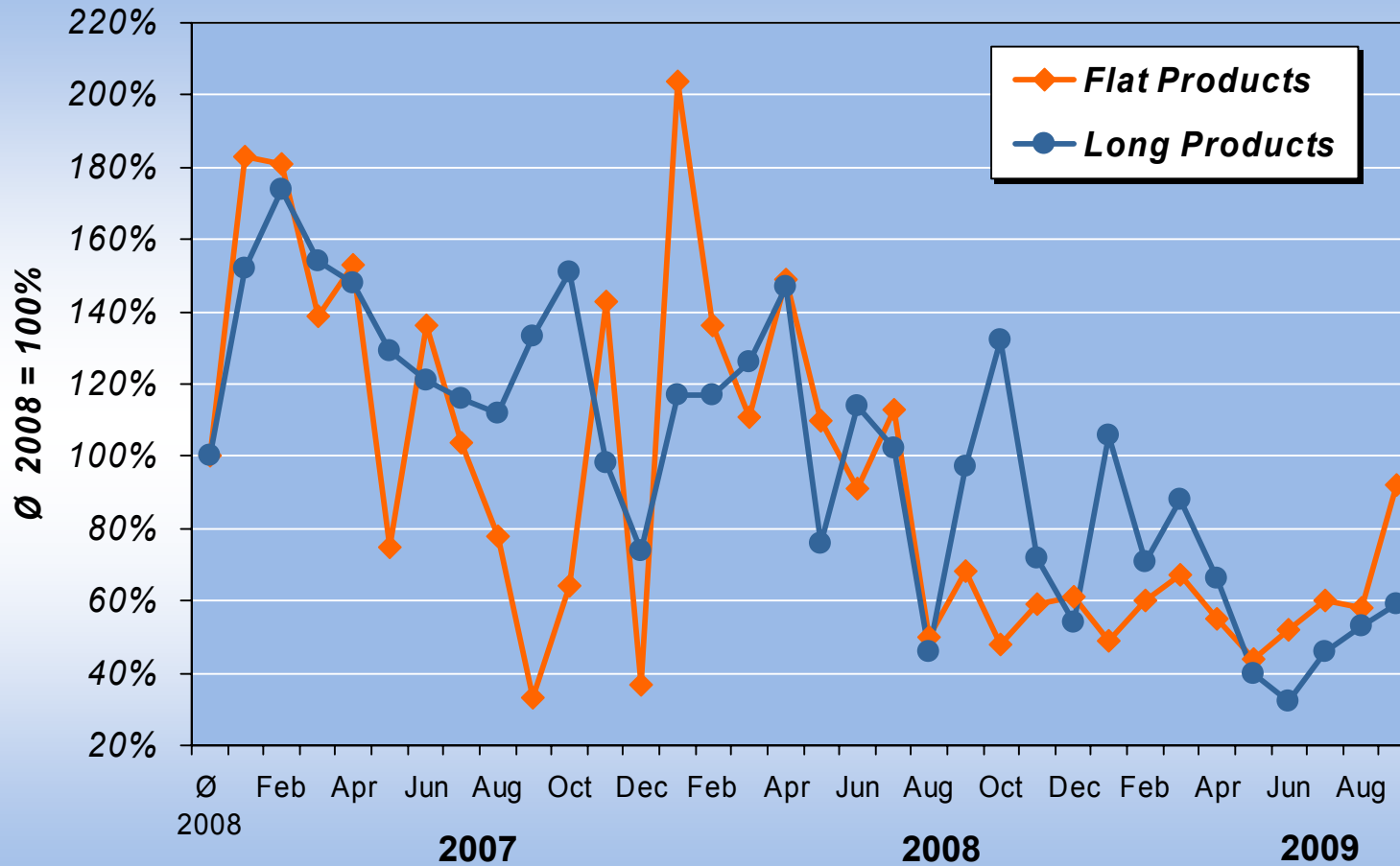
| Country of Origin | 2009 | | | | | | | 2008 | Change to 2008 |
|--------------------|------------------|---------------|--------------|--------------|--------------|---------------|---------------|---------------|----------------|
| | Q1 | Q2 | July | Aug | Sept | Q3 | ytd | ytd | |
| | <i>in tonnes</i> | | | | | | | | <i>in %</i> |
| Sweden | 4,078 | 4,218 | 645 | 1,801 | 1,349 | 3,795 | 11,994 | 14,774 | -19% |
| France | 4,616 | 3,647 | 1,425 | 894 | 1,810 | 4,129 | 11,967 | 15,032 | -20% |
| Germany | 3,698 | 3,467 | 1,202 | 1,703 | 1,671 | 4,576 | 11,370 | 18,296 | -38% |
| Italy | 3,564 | 2,988 | 826 | 884 | 1,061 | 2,771 | 9,111 | 10,941 | -17% |
| Finland | 1,414 | 1,305 | 479 | 800 | 415 | 1,694 | 4,398 | 11,284 | -61% |
| Spain | 1,031 | 843 | 285 | 355 | 572 | 1,212 | 2,915 | 4,569 | -36% |
| Taiwan | 948 | 565 | 205 | 294 | 752 | 1,251 | 2,653 | 7,983 | -67% |
| India | 415 | 216 | 5 | 78 | 64 | 147 | 841 | 2,270 | -63% |
| Netherlands | 183 | 203 | 89 | 59 | 80 | 228 | 594 | 444 | 34% |
| China | 11 | 38 | 8 | 22 | 49 | 79 | 410 | 248 | 65% |
| Bellux | 103 | 94 | 14 | 2 | 13 | 29 | 224 | 565 | -60% |
| Norway | 65 | 111 | 26 | 12 | 29 | 67 | 212 | 476 | -55% |
| United Kingdom | 62 | 35 | 80 | 15 | 17 | 112 | 201 | 279 | -28% |
| Slovenia | 79 | 44 | 37 | 40 | 19 | 96 | 186 | 476 | -61% |
| Ukraine | 50 | 55 | - | 4 | 25 | 29 | 122 | 98 | 24% |
| Others | 102 | 68 | 37 | 32 | 82 | 151 | 364 | 664 | -45% |
| GRAND TOTAL | 20,419 | 17,897 | 5,363 | 6,995 | 8,008 | 20,366 | 57,562 | 88,399 | -35% |

* HR Sheet/Plate, CR Sheet, Round Bars, Profiles, Welded and Seamless Tubes

Sources: ISSB, [SMR - Steel & Metals Market Research Analysis](#)

Denmark - Stainless Steel Market Volume Index

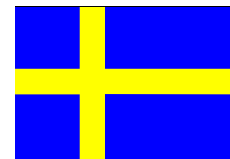
Stabilization on low Level in Q3 – Flat better than Long Products



Source: [SMR - Steel & Metals Market Research Analysis](#)

Sweden - Imports by Product

September 2009: Best Month since October '08 – Ytd, however, still -45%



Imports of Stainless Steel Materials into Sweden (in tonnes)

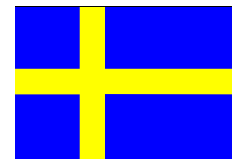
| Products | 2008 | | | 2009 | | | | | | | | |
|-----------------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep |
| HR Sheet & Plate | 3,541 | 1,104 | 1,355 | 838 | 620 | 744 | 906 | 843 | 471 | 445 | 794 | 2,684 |
| CR Sheet | 8,811 | 4,969 | 4,094 | 4,226 | 5,070 | 5,634 | 4,581 | 5,082 | 6,699 | 4,560 | 6,384 | 7,113 |
| Round Bars | 2,131 | 1,917 | 1,245 | 1,216 | 1,390 | 1,271 | 1,138 | 1,293 | 930 | 1,205 | 659 | 1,207 |
| Profiles | 597 | 451 | 448 | 144 | 213 | 215 | 272 | 75 | 101 | 170 | 103 | 253 |
| Seamless Tubes | 187 | 75 | 75 | 115 | 63 | 157 | 89 | 54 | 117 | 70 | 187 | 248 |
| Welded Tubes (Rounds) | 1,007 | 765 | 626 | 535 | 573 | 646 | 612 | 872 | 703 | 465 | 552 | 845 |
| Welded Tubes (Square) | 488 | 334 | 124 | 300 | 339 | 351 | 337 | 266 | 454 | 160 | 336 | 353 |
| All Products | 16,762 | 9,615 | 7,967 | 7,374 | 8,268 | 9,018 | 7,935 | 8,485 | 9,475 | 7,075 | 9,015 | 12,703 |

| Products | 2008 full year | 2008 ytd | 2009 ytd | change ytd |
|-----------------------|-------------------|----------------|---------------|---------------|
| HR Sheet & Plate | 28,723 | 22,723 | 8,345 | -63% |
| CR Sheet | 104,282 | 86,408 | 49,349 | -43% |
| Round Bars | 24,866 | 19,573 | 10,309 | -47% |
| Profiles | 5,691 | 4,195 | 1,546 | -63% |
| Seamless Tubes | 1,293 | 956 | 1,100 | 15% |
| Welded Tubes (Rounds) | 11,205 | 8,807 | 5,803 | -34% |
| Welded Tubes (Square) | 3,055 | 2,109 | 2,896 | 37% |
| All Products | 179,115 | 144,771 | 79,348 | -45% |

Sources: ISSB, [SMR - Steel & Metals Market Research Analysis](#)

Sweden - Imports by Country

January to September 2009 (vs. same Period 2008)

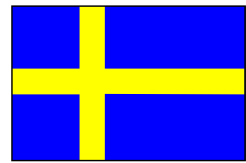


Imports of Stainless Steel Materials into Sweden

| Country of Origin | 2009 | | | | | | | 2008 | Change |
|--------------------|------------------|---------------|--------------|--------------|---------------|---------------|---------------|----------------|-------------|
| | Q1 | Q2 | July | Aug | Sept | Q3 | ytd | ytd | to 2008 |
| | <i>in tonnes</i> | | | | | | | | <i>in %</i> |
| Spain | 4,591 | 7,185 | 1,955 | 2,702 | 4,027 | 8,684 | 19,817 | 40,603 | -51% |
| Finland | 5,954 | 6,659 | 1,073 | 2,461 | 1,575 | 5,109 | 17,023 | 23,783 | -28% |
| South Africa | 3,015 | 1,829 | 1,175 | 326 | 2,323 | 3,824 | 9,261 | 20,490 | -55% |
| Denmark | 2,915 | 3,228 | 582 | 1,052 | 1,149 | 2,783 | 8,813 | 8,934 | -1% |
| Italy | 3,027 | 3,110 | 1,016 | 346 | 977 | 2,339 | 8,297 | 14,337 | -42% |
| Germany | 2,539 | 2,600 | 799 | 1,073 | 1,177 | 3,049 | 7,921 | 14,088 | -44% |
| France | 580 | 627 | 66 | 271 | 270 | 607 | 1,939 | 7,094 | -73% |
| USA | 197 | 208 | 51 | 183 | 565 | 799 | 1,161 | 4,198 | -72% |
| Japan | 328 | 342 | 50 | 25 | 91 | 166 | 836 | 1,247 | -33% |
| Bellux | 284 | 150 | 109 | 55 | 50 | 214 | 602 | 2,463 | -76% |
| Netherlands | 172 | 163 | 28 | 113 | 75 | 216 | 549 | 919 | -40% |
| United Kingdom | 124 | 161 | 34 | 62 | 64 | 160 | 515 | 1,351 | -62% |
| Canada | 84 | 163 | 36 | 60 | 25 | 121 | 366 | 197 | 86% |
| India | 83 | 24 | - | 66 | 130 | 196 | 279 | 113 | 147% |
| Norway | 144 | 86 | 10 | 24 | 11 | 45 | 262 | 1,437 | -82% |
| Latvia | 184 | 57 | - | 22 | 18 | 40 | 253 | 460 | -45% |
| Austria | 55 | 86 | 29 | 15 | 34 | 78 | 229 | 324 | -29% |
| China | 27 | 27 | - | 16 | - | 16 | 206 | 96 | 115% |
| Others | 357 | 273 | 62 | 143 | 142 | 347 | 1,019 | 2,637 | -61% |
| Grand Total | 24,660 | 26,978 | 7,075 | 9,015 | 12,703 | 28,793 | 79,348 | 144,771 | -45% |

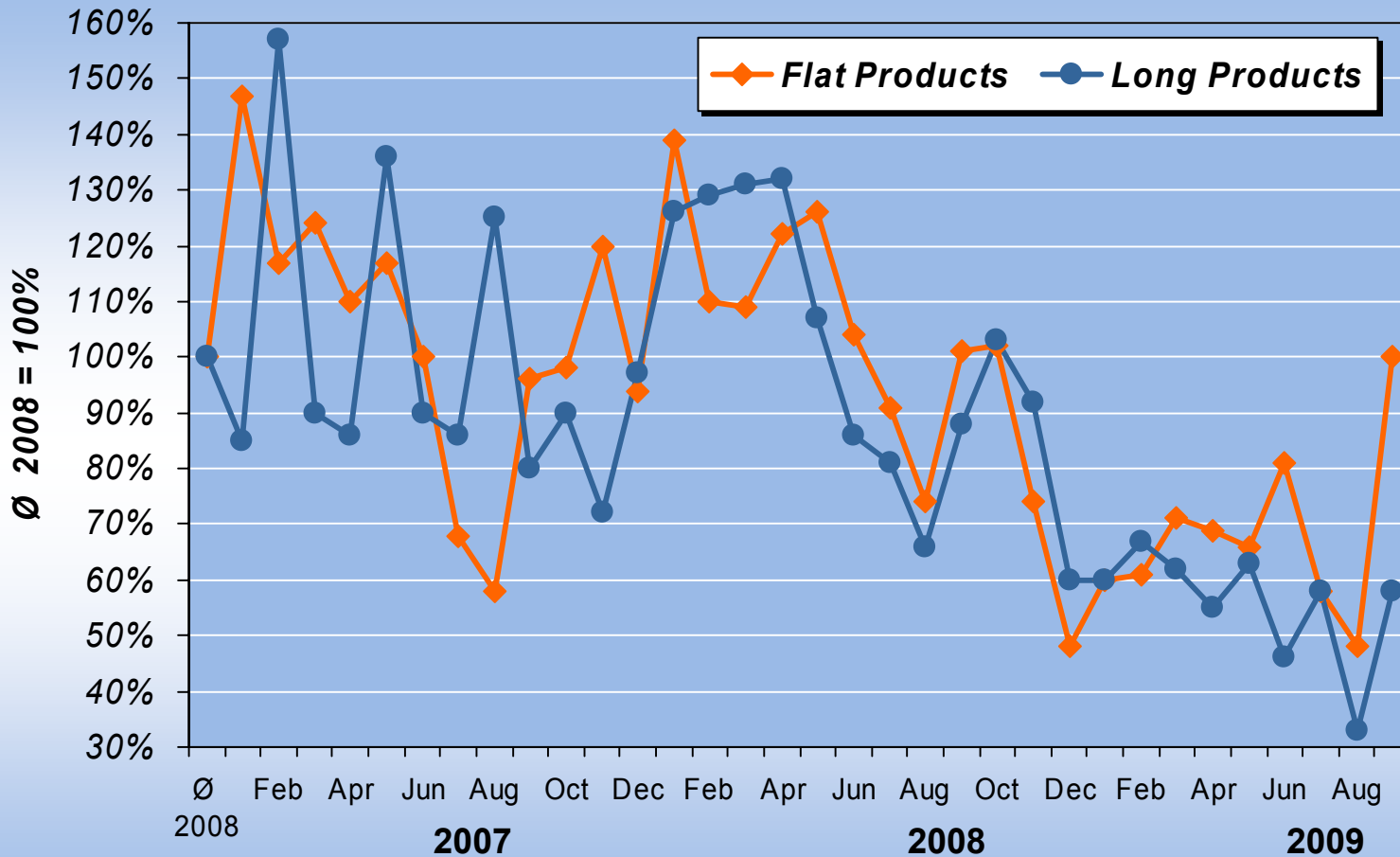
* HR Sheet/Plate, CR Sheet, Round Bars, Profiles, Welded and Seamless Tubes

Sources: ISSB, [SMR - Steel & Metals Market Research Analysis](#)



Sweden - Stainless Steel Market Volume Index

Flat Products outperformed Long Products in September 2009



Source: [SMR - Steel & Metals Market Research Analysis](#)



Norway - Imports by Product

'Only' -25%: Norway has been still better than its Scandinavian Neighbours

Imports of Stainless Steel Materials into Norway (in tonnes)

| Products | 2008 | 2009 | | | | | | | | | | |
|-----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov |
| HR Sheet & Plate | 1,322 | 381 | 775 | 1,228 | 500 | 496 | 472 | 128 | 373 | 419 | 360 | 455 |
| CR Sheet | 1,267 | 1,009 | 1,240 | 1,324 | 1,237 | 1,001 | 1,360 | 711 | 782 | 986 | 1,105 | 968 |
| Round Bars | 492 | 629 | 779 | 641 | 529 | 571 | 678 | 350 | 495 | 675 | 619 | 528 |
| Profiles | 139 | 101 | 68 | 151 | 109 | 118 | 99 | 107 | 75 | 85 | 60 | 65 |
| Seamless Tubes | 485 | 420 | 324 | 476 | 751 | 467 | 383 | 257 | 293 | 435 | 220 | 64 |
| Welded Tubes (Rounds) | 333 | 608 | 555 | 762 | 422 | 513 | 502 | 295 | 428 | 511 | 383 | 688 |
| All Products | 4,038 | 3,148 | 3,741 | 4,582 | 3,548 | 3,166 | 3,494 | 1,848 | 2,446 | 3,111 | 2,747 | 2,768 |

| Products | 2008 full year | 2008 ytd | 2009 ytd | change ytd |
|-----------------------|-------------------|---------------|---------------|---------------|
| HR Sheet & Plate | 11,641 | 10,319 | 5,587 | -46% |
| CR Sheet | 15,594 | 14,327 | 11,723 | -18% |
| Round Bars | 7,691 | 7,199 | 6,494 | -10% |
| Profiles | 1,912 | 1,773 | 1,038 | -41% |
| Seamless Tubes | 5,242 | 4,757 | 4,090 | -14% |
| Welded Tubes (Rounds) | 7,609 | 7,276 | 5,667 | -22% |
| All Products | 49,689 | 45,651 | 34,599 | -24% |

Sources: ISSB, [SMR - Steel & Metals Market Research Analysis](#)



Norway - Imports by Country

January to November 2009 (vs. same Period 2008)

Imports of Stainless Steel Materials into Norway

| Country of Origin | 2009 | | | | | | 2008 | Change |
|--------------------|---------------|---------------|--------------|--------------|--------------|---------------|---------------|-------------|
| | Q1 | Q2 | Q3 | Oct | Nov | ytd | ytd | to 2008 |
| | in tonnes | | | | | | | in % |
| Sweden | 2,907 | 2,958 | 1,984 | 896 | 756 | 9,501 | 12,795 | -26% |
| Finland | 1,892 | 1,843 | 1,895 | 678 | 754 | 7,062 | 9,249 | -24% |
| Germany | 921 | 1,283 | 881 | 362 | 283 | 3,730 | 3,828 | -3% |
| France | 1,151 | 1,130 | 597 | 170 | 160 | 3,208 | 4,299 | -25% |
| Denmark | 573 | 555 | 415 | 216 | 170 | 1,929 | 2,822 | -32% |
| Italy | 651 | 403 | 333 | 94 | 369 | 1,850 | 1,896 | -2% |
| Czech Republic | 331 | 749 | 605 | 71 | 8 | 1,764 | 782 | 126% |
| Bellux | 1,161 | 127 | 187 | 44 | 46 | 1,565 | 4,046 | -61% |
| United Kingdom | 613 | 537 | 143 | 73 | 71 | 1,437 | 1,871 | -23% |
| Netherlands | 536 | 256 | 19 | 3 | 15 | 829 | 714 | 16% |
| Spain | 220 | 136 | 127 | 35 | 14 | 532 | 799 | -33% |
| Taiwan | 75 | 55 | 88 | 34 | 86 | 338 | 903 | -63% |
| India | 82 | 43 | 61 | 20 | 19 | 225 | 232 | -3% |
| China | 156 | 10 | - | - | - | 166 | 370 | -55% |
| Ukraine | 135 | 1 | 12 | 13 | 1 | 162 | 10 | n.a. |
| Austria | 27 | 24 | 6 | 4 | - | 61 | 136 | -55% |
| Poland | 10 | 21 | 19 | 3 | 1 | 54 | 138 | -61% |
| Others | 30 | 77 | 33 | 31 | 15 | 186 | 761 | -76% |
| GRAND TOTAL | 11,471 | 10,208 | 7,405 | 2,747 | 2,768 | 34,599 | 45,651 | -24% |

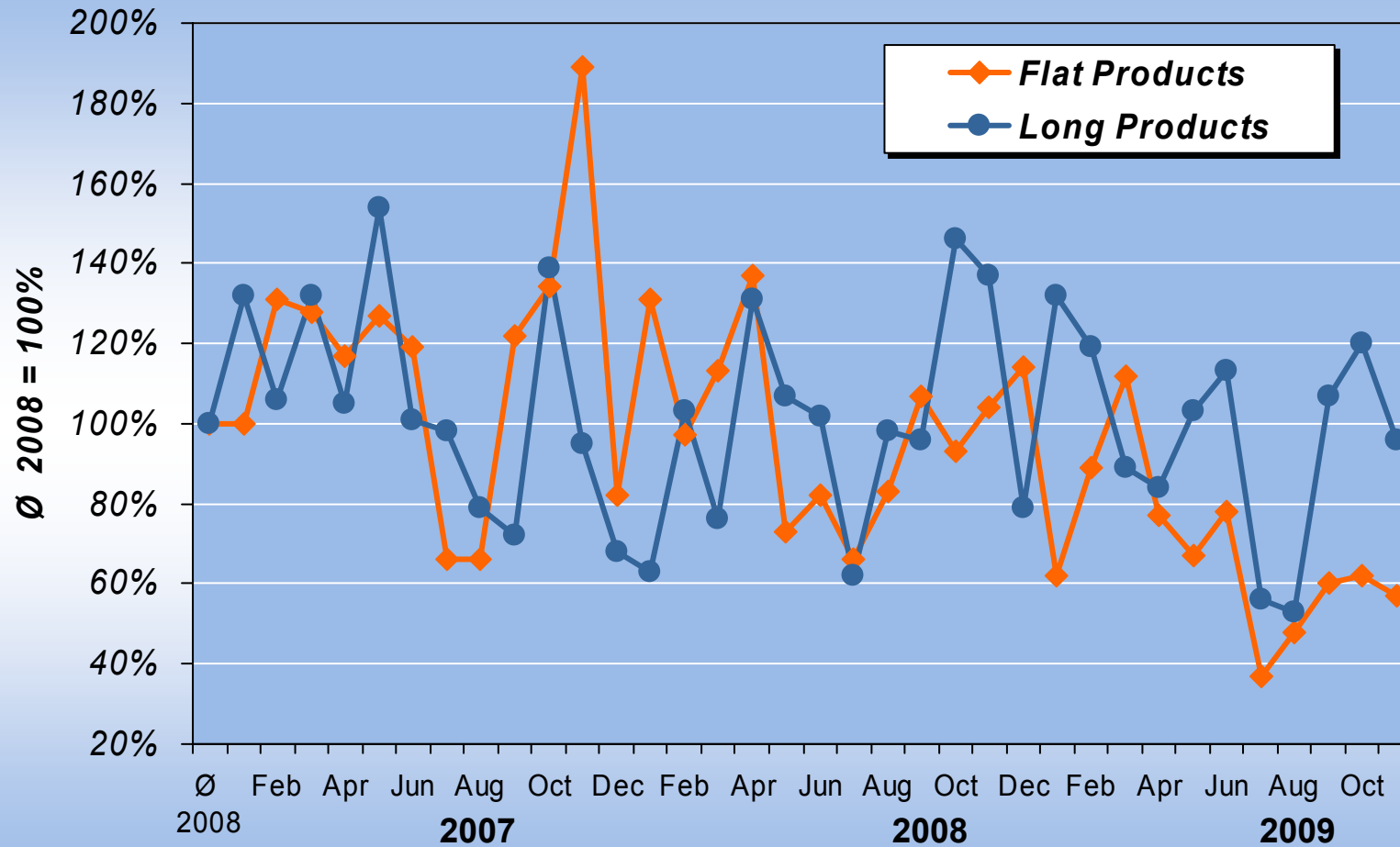
* HR Sheet/Plate, CR Sheet, Round Bars, Profiles, Welded and Seamless Tubes

Sources: ISSB, [SMR - Steel & Metals Market Research Analysis](#)

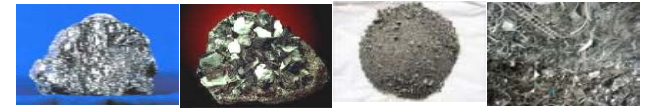


Norway - Stainless Steel Market Volume Index

Surprisingly weaker Flat Product Market in October / November



Source: [SMR - Steel & Metals Market Research Analysis](#)



3.

Raw Materials

- ▶ *Nickel*
- ▶ *Chrome*
- ▶ *Molybdenum*
- ▶ *Scrap*

Raw Materials - Nickel and Chrome

Prices have been again not driven by Fundamentals



- **NICKEL** prices (LME 3-months) reached again a level close to 20,000 US\$/t in early January but never exceeded this line. Later in January, the price moved again sideways without clear direction. In general, a 20,000 US\$ price is not supported by fundamentals.
- Primary Nickel demand for Stainless was relatively stable compared to 2008 due to the limited availability of stainless steel scrap (which supported the use of primary instead of secondary Nickel).
- Temporary price increases remain possible: Like other raw materials, Nickel is in the focus of investment strategies of commercial investors.
- Current Situation: extremely high stock levels at LME warehouses (around 160,000 t) in January. Strike at Vale Inco Sudbury (started in July 2009) still goes on. But Vale will re-start one of its smelters in January. Nickel pig iron production in China remains on a high level (alternative to primary Nickel).
- BHPBilliton sold its Ravensthorpe mine to First Quantum Minerals (Canada) in December 2009 and Yabulu Smelter to Queensland Nickel in early 2009. Some market members interpret this as signal that BHPBilliton intends to exit the Nickel market completely.

- **CHROME** - Q1/10 contract prices between European customers and South African suppliers have dropped by 2 Cents to 1.01 US\$/lb (compared with 1.03 \$/lb in Q4/09). However, Asian customers – who pay normally lower spot market prices - are becoming more important to South African producers. It is expected that European customers will also increasingly buy from spot market to achieve a price advantage.
- South African suppliers showed disappointment after the agreement and target for price increases in Q2 – reasons: demand increase and electricity price increase (+35%) in South Africa. It has been again announced to close FeCr smelters (Assmang closed a smelter already) to stabilise prices.
- ENRC (owner of Kazchrome/Kazakhstan) intends to expand its HC FeCr capacity by 170,000 t until 2012 (replacement of its existing furnaces at the Aktobe plant)



Raw Materials - Molybdenum and Stainless Steel Scrap

Mo Introduction at the LME – Could it become a Success Story?



- **MOLYBDENUM** - The Mo market was relatively robust in December and started very promisingly in January. Particularly, demand from Asia remained robust in recent weeks.
 - The LME will start trading Molybdenum in February. Molymet has registered its Mo products as one of the first companies at the LME. In general, the Mo industry is not sure, whether positive effects (better profits) will outweigh negative effects (high volatility = increasing substitution?).
 - There are three other companies (all from China) which applied for registration at the LME yet: Jinduicheng Molybdenum, China Molybdenum and Kwangyang Ferroalloys
 - The financial community on the other hand highly appreciates the Mo pricing at the LME. They anticipate enormous benefits and advertise already Mo as the 'future star performer' amongst raw materials. In other words: Mo will go the Ni way: high volatility / prices far from fundamentals
 - In anticipation of price increases, Mo projects (which have been postponed in recent months) will have a come back in 2010/11 (Endako Mine, Kitsault Mine etc).
-
- **STAINLESS STEEL SCRAP** – demand of primary Nickel in stainless steel increased by 7% in 2009 – due to relatively low availability of revert and external scrap.
 - 2010: it is expected that the scrap ratio will substantially increase in 2010.
 - Stainless steel scrap prices increased again in early 2010 due to relatively strong demand and rising Ni LME prices. At the end of 2009, demand was weak in all major markets
 - US exports of stainless steel scrap dropped in September and October due to weaker demand from Asian markets.
 - Availability will remain below normal levels in Q1: Prices are expected to increase again.





4.

Focus of the Month: Nickel Forecast to 2015

- ▶ ***Nickel Projects***
- ▶ ***Nickel Demand & Capacity 2005 - 2015***
- ▶ ***300series versus Nickel Price 1995 - 2015***



Nickel Projects (including Ore)

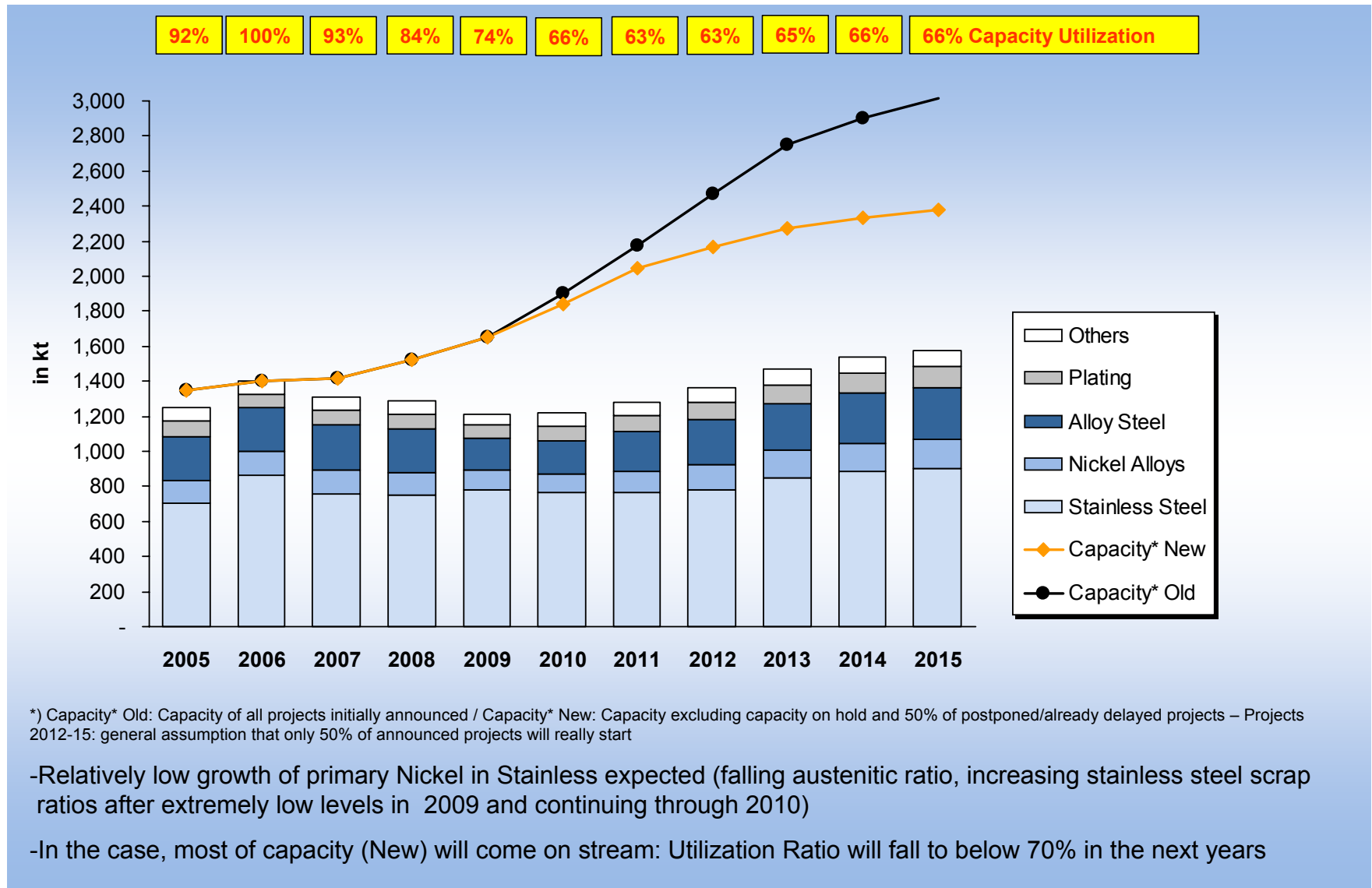
Increasing Optimism could lead to a 'Renaissance' of Ni Projects in 2010

| Project (Country / Company) | Start-up (planned) | originally announced for | Additional Capacity in kt | Total Additional Annual Cap. |
|--|--------------------|--------------------------|---------------------------|------------------------------|
| AAC Ni Expansion (South Africa/AAC) | 2010 | 2008 | + 58 kt | + 436 kt |
| Goro (New Caledonia / Vale Inco 69%, Sumic 21%) | 2010 | 2009 | + 58 kt | |
| Votorantim (Brazil Niquelândia / Votorantim Metals) | 2010 | 2009 | + 42 kt | |
| PT Inco (Indonesia / Vale Inco) | 2010 | 2009 | + 17 kt | |
| Amplats (South Africa) | 2010 | 2007 | + 13 kt | |
| Northmet (Polymet, Minnesota)/Ore | 2010 | 2009 | + 22 kt | |
| Yerilla Nickel Project (Kalgoorlie/Heron) | 2010 | 2009 | + 21 kt | |
| Eagle, Kennecot (Rio Tinto, Michigan) | 2010 | 2009 | + 13 kt | |
| Scovchenko (Kazakhstan/Mechel) | 2010 | | + 21 kt | |
| Nunavik Nickel Project (Quebec/CRI) | 2010 | 2008 | + 15 kt | |
| Obi Island (Indonesia / Antam, Tsingshan) | 2010 | | + 20 kt | |
| Lasamphala Mine (Indonesia / PT Rio Tinto) | 2010 | | + 46 kt | |
| Radio Hill Project (Karatha(AUS)/FOX, Jinchuan) | 2010 | | + 10 kt | |
| Ambatovy (Madagascar / Sherritt / Sumitomo) | 2010 | | + 60 kt | |
| Tarapur (India / Vraaj) | 2010 | | + 20 kt | |
| Nonoc (Philippines / questionable) | 2011 | 2008 | + 42 kt | + 271 kt |
| Barro Alto (Brazil / Anglo American) | 2011 | 2010 | + 36 kt | |
| Ravensthorpe (Australia / First Quantum Minerals) Re-Start | 2011 | | + 39 kt | |
| Caldag (Turkey / European Nickel) / Ore | 2011 | 2009 | + 21 kt | |
| Fenix Project (Guatemala/Hudbay) | 2011 | 2009 | + 22 kt | |
| Onca Puma (Brazil / Vale) | 2011 | 2009 | + 58 kt | |
| Doniambo (New Caledonia/Eramet) | 2011 | | + 15 kt | |
| Henan Nickel Project (China Nickel Resources) | 2011 | 2009 | + 30 kt | |
| Totten (Canada / Vale) | 2011 | | + 8 kt | |
| Niquel do Piaui (Brazil / Vale) | 2012 | | + 36 kt | + 220 kt |
| Gladstone Pacific Nickel Project (Australia/GPNL) | 2012 | | + 63 kt | |
| Sotkamo (Finland / Talvivaara) | 2012 | | + 17 kt | |
| Rustenburg (South Africa/Anglo American) | 2012 | | + 14 kt | |
| Ambatovy Project (Madagascar/Sherritt, Sumitomo) | 2012 | 2010 | + 54 kt | |
| Niquel do Piaui (Brazil / Vale) | 2012 | | + 36 kt | |
| Weda Bay Project (Indonesia/Eramet) | 2013 | | + 53 kt | + 321 kt |
| Eagle, Kennecot (Rio Tinto, Michigan) | 2013 | 2009 | + 13 kt | |
| Birch Lake Nickel (Minnesota/Franconia Metals) | 2013 | 2009 | + 9 kt | |
| Koriambo (New Caledonia / Xstrata) | 2013 | 2010 | + 60 kt | |
| Taganito Project (Philippines/Sumitomo) | 2013 | | + 30 kt | |
| Voisey's Bay (II) (Canada/Vale) | 2013 | | + 50 kt | |
| Gag Island (Halmahera) Project (Indonesia/BHP Billiton) | 2013 | 2008 | + 60 kt | |
| Vermelho (Brazil / Vale) | 2013 | 2008 | + 46 kt | |
| Biankoumu/Sioulou (Cote D'Ivoire/Xstrata, Sodem) | 2014 | | + 33 kt | + 33 kt |
| Sulawesi (Indonesia / Rio Tinto) | 2015 | | + 46 kt | + 46 kt |

 On hold
 delayed
 as planned

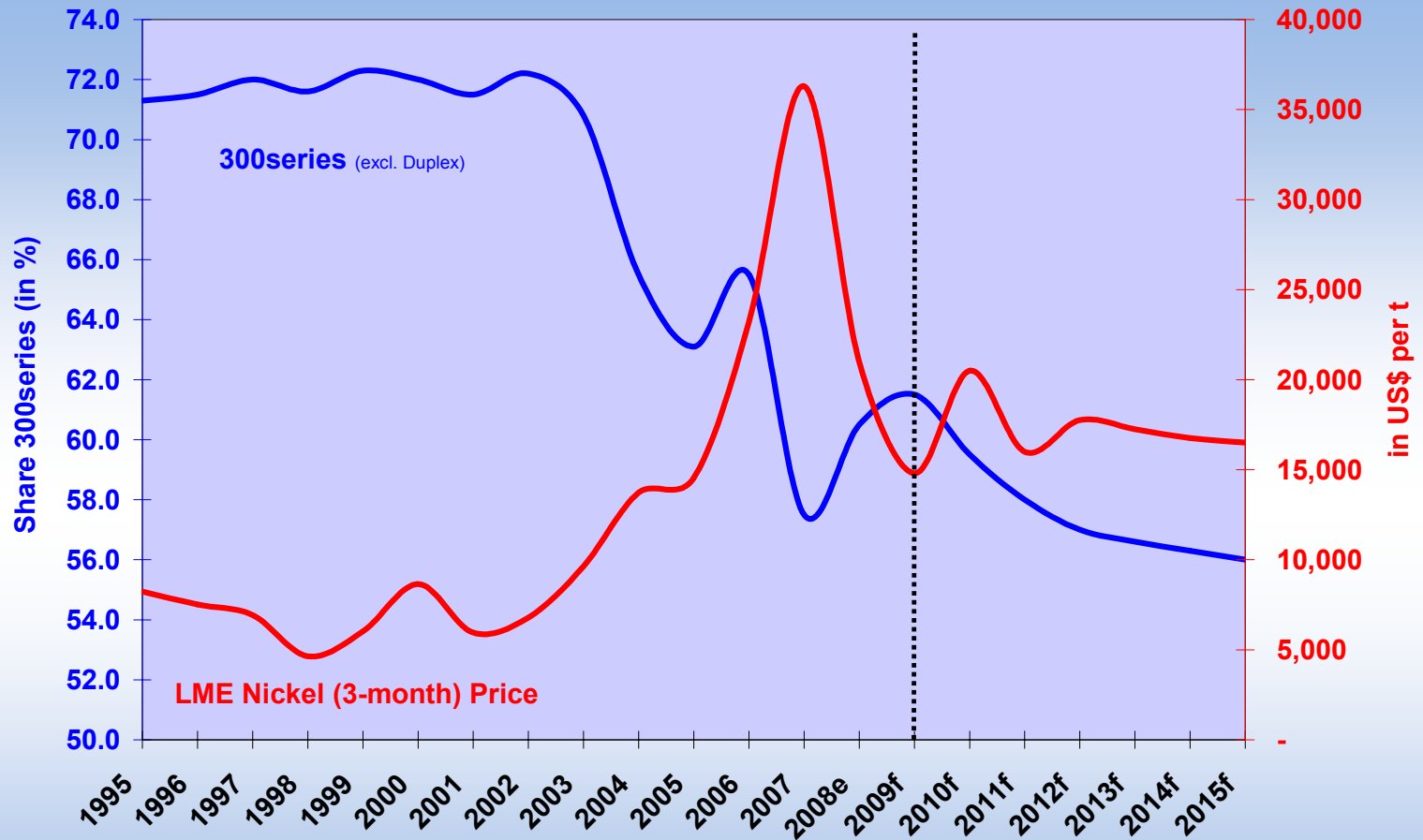
Demand and Capacity of Primary Nickel 2005 -15

Ni Primary Capacity will increase much faster than Demand



Comparison 300series Ratio and Ni Prices (Annual Averages)

Fundamentals do not indicate substantial Nickel Price Increases until 2015



Assumptions:

- Speculation in raw materials supports Ni Price in 2010
- Long Term Fundamentals (new capacity will come on stream, low Ni capacity utilization, slightly falling 300series share) will lead to average Nickel prices between 15 and 20,000 US\$ from 2011-15.