



SMU Flat Rolled Market Trends Analysis

March 27-29, 2023, Market Survey Results

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**Where the steel community
comes together.**

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The SMU newsletter was developed for active buyers and sellers of flat-rolled steel.

Prices | Momentum | Sentiment | Trends | Analysis

For more information visit www.steelmarketupdate.com

SMU Flat Rolled Market Trends Analysis



Steel 101 Workshop 2012, Dearborn, Mich.

Our goal is to provide quality information to the flat-rolled steel industry.

Our survey is by invitation only. More than 800 companies, mostly in the manufacturing or distribution industries, are asked to participate.

All responses are kept confidential and are never attributed to the individual or company responding.

To become a data provider, contact:
david@steelmarketupdate.com

Upcoming Events



Steel 101 Workshop (LIVE)
April 11-12, 2023 | Cleveland, Ohio
Including a tour of Cleveland-Cliffs Cleveland Works

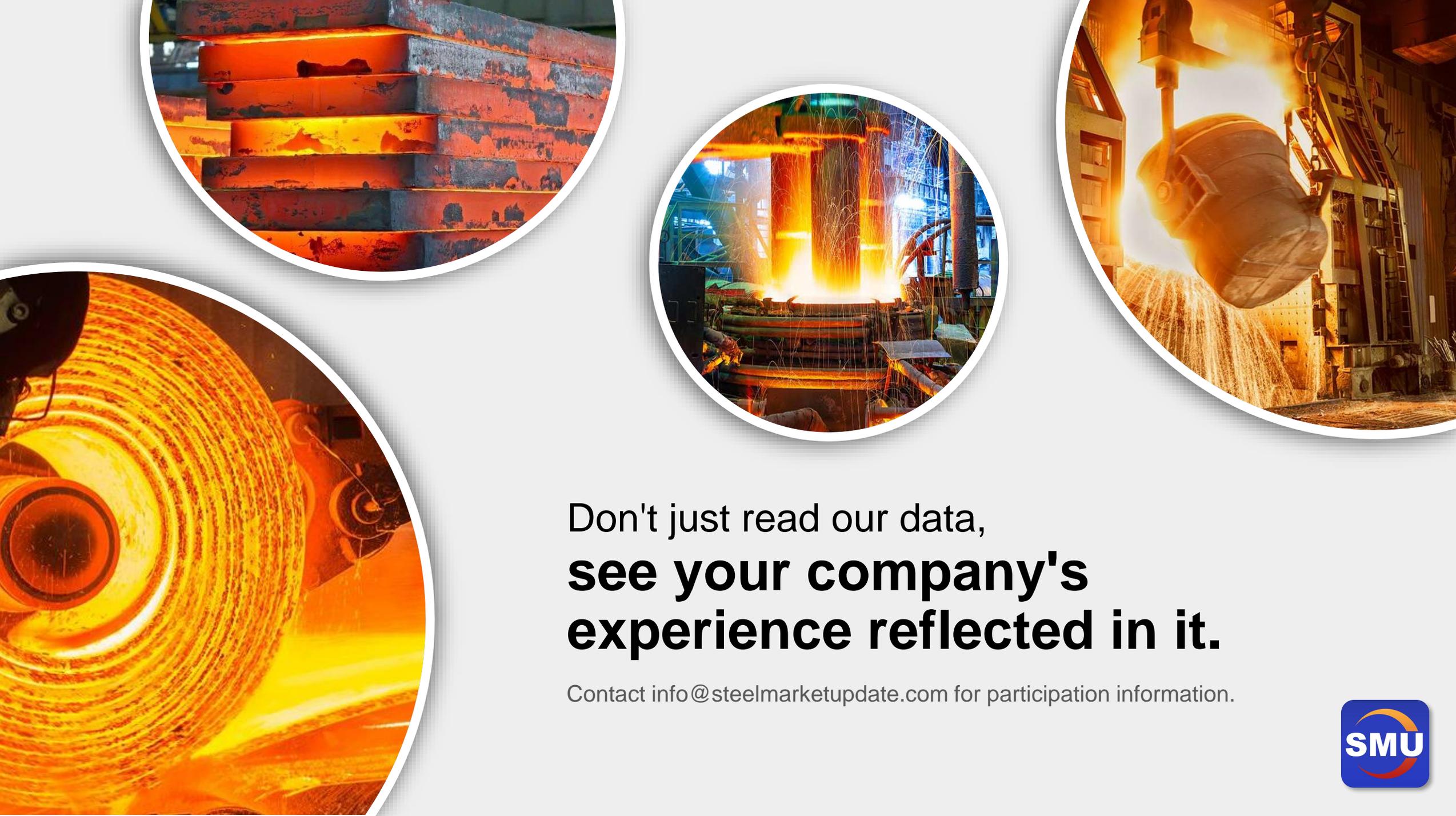


Introduction to Steel Hedging Training Course
April 26, 2023 | Chicago, Ill. | *Live Workshop*
June 20, 2023 | Pittsburgh, Pa. | *Live Workshop*



SMU Steel Summit 2023
August 21-23, 2023 | Atlanta, Ga.
Georgia International Convention Center

If you would like more information about any of our workshops and/or conferences, you may visit steelmarketupdate.com/events or e-mail our team at events@steelmarketupdate.com



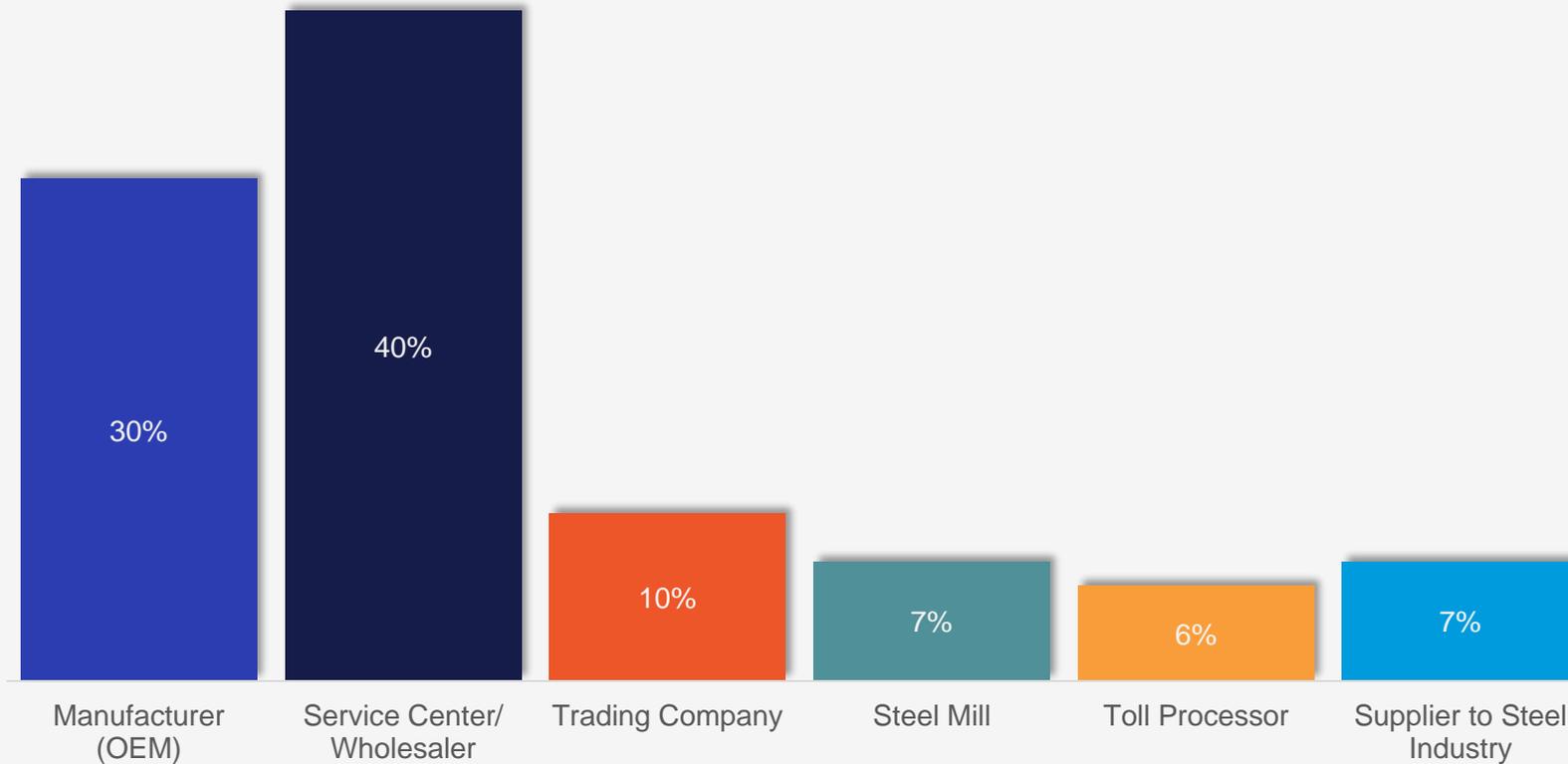
Don't just read our data,
**see your company's
experience reflected in it.**

Contact info@steelmarketupdate.com for participation information.



Survey Participants

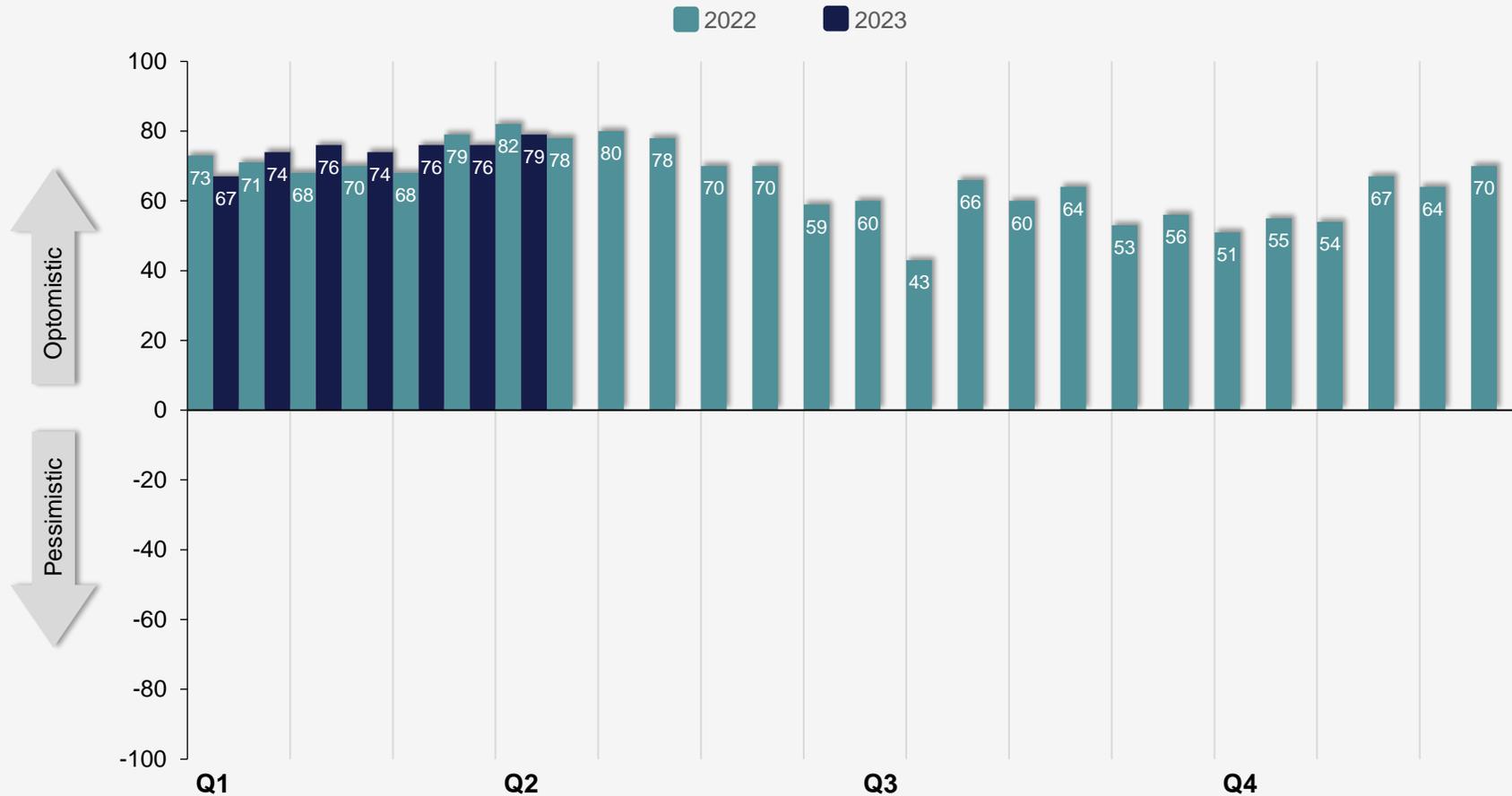
Our survey is by invitation only. Over 800 companies, mostly in the manufacturing or distribution industries are asked to participate. Here are the percentages of participation in this week's survey by market sector.



Steel Buyers Sentiment

Up 3 points to +79

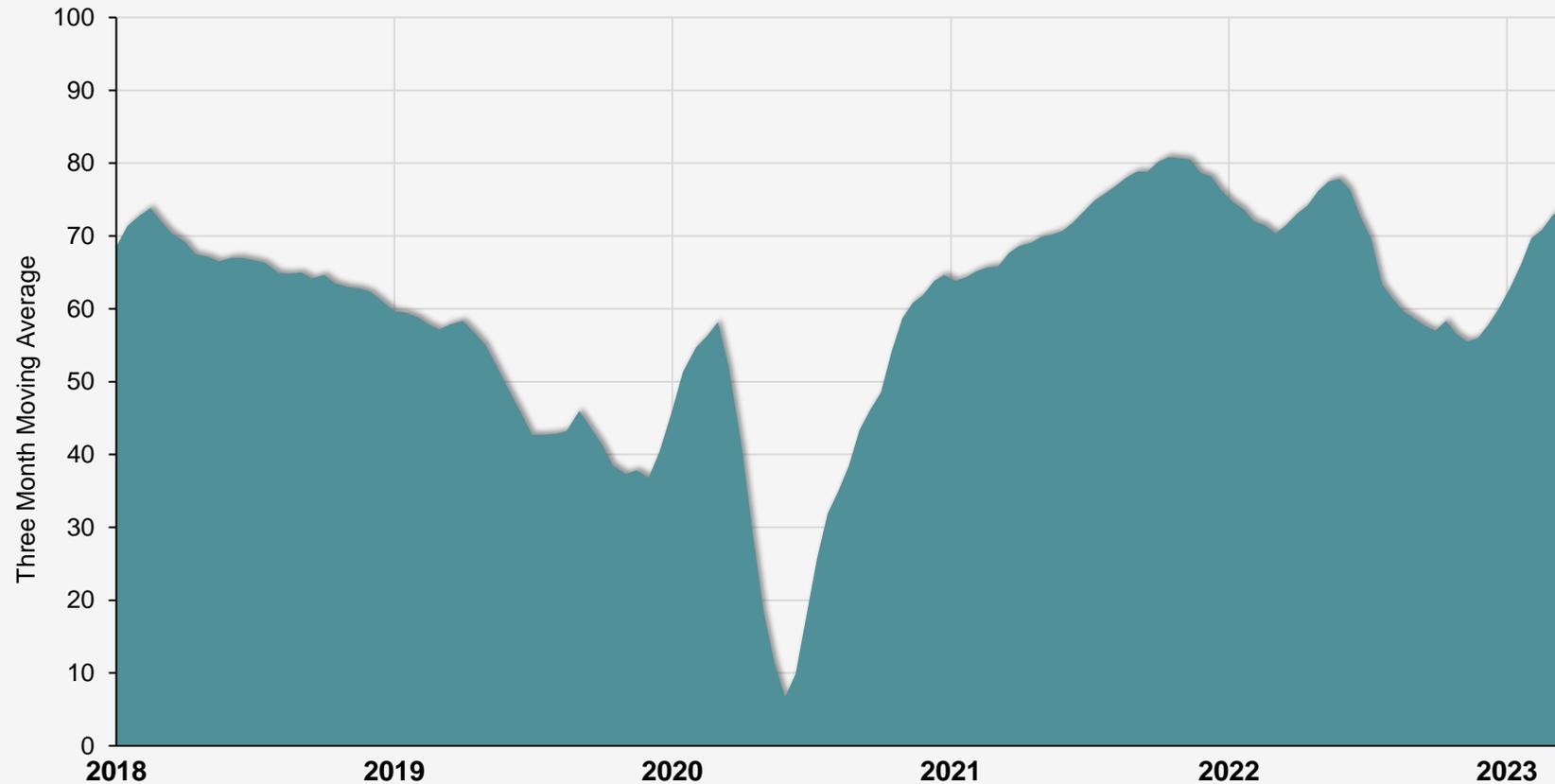
SMU's current steel buyers sentiment index, with data through March 29, 2023.



Steel Buyers Sentiment

Three Month Moving Average at +75.83

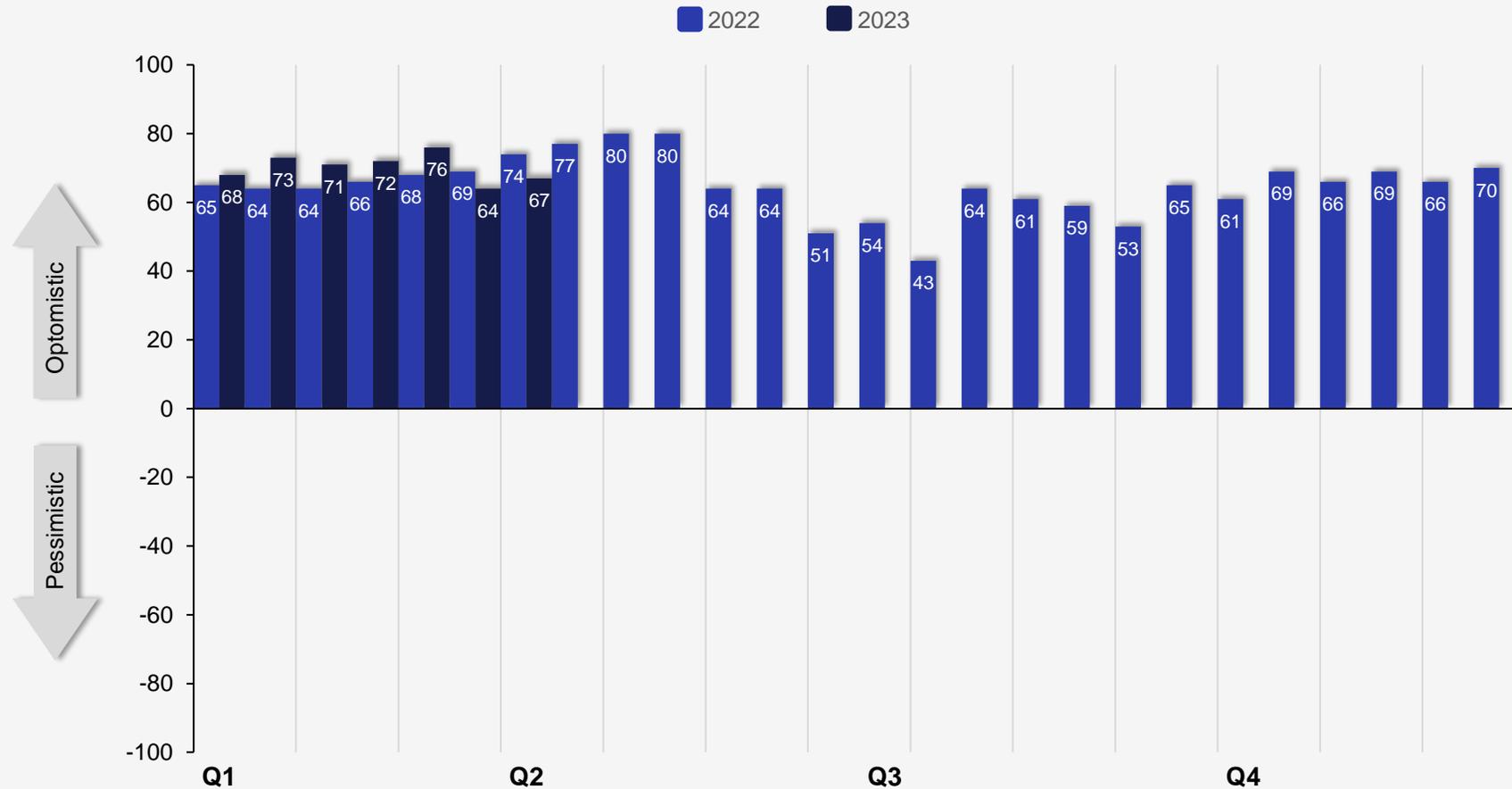
SMU's current 3MMA steel buyers sentiment index, with data through March 29, 2023.



Steel Buyers Future Sentiment

Up 3 points to +67

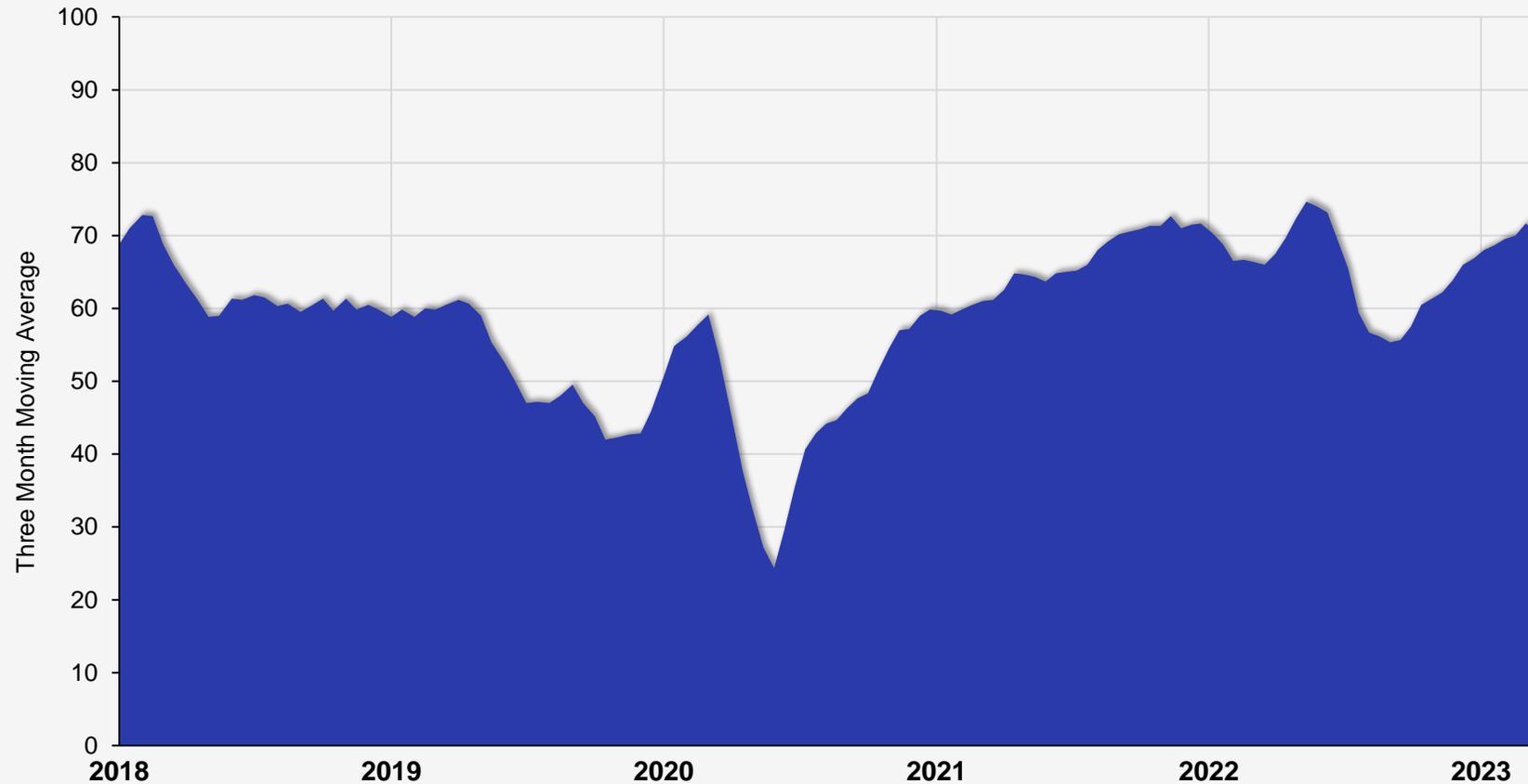
SMU's future steel buyers sentiment index, with data through March 29, 2023.



Steel Buyers Future Sentiment

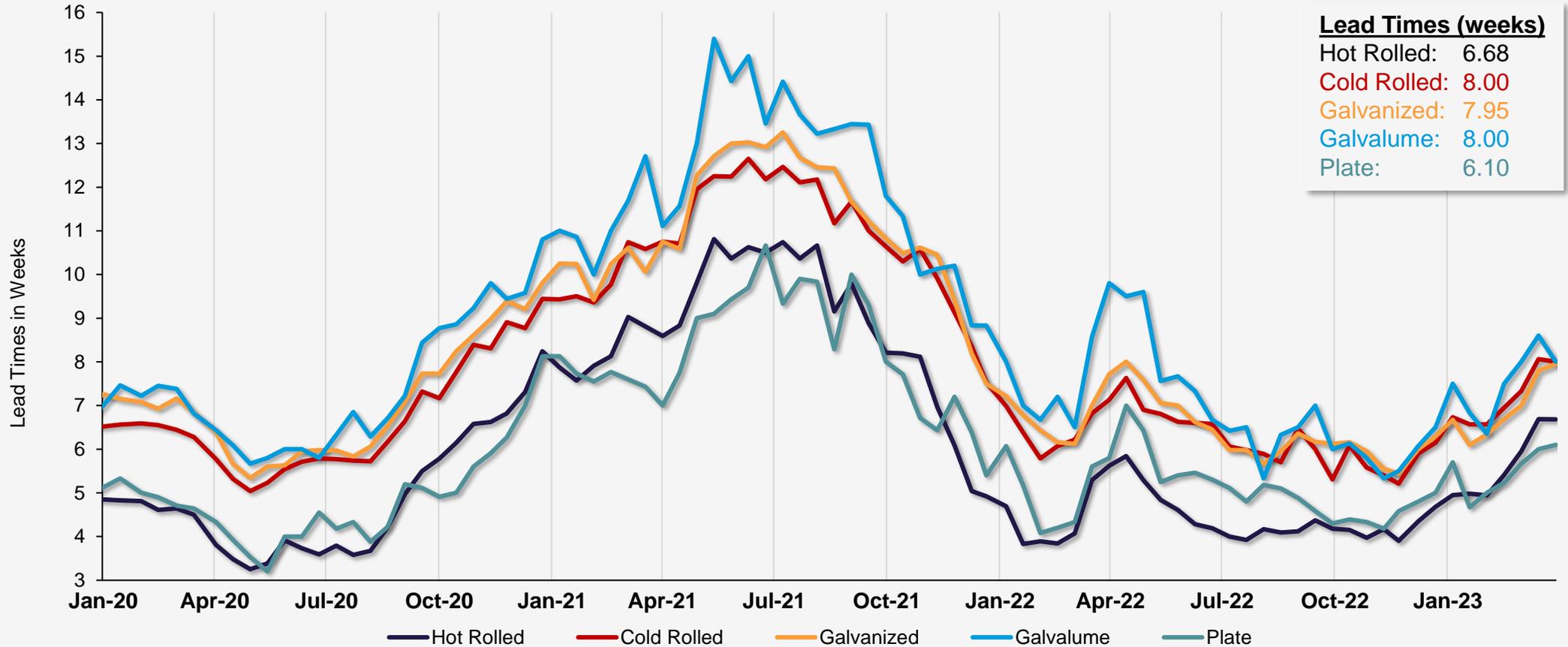
Three Month Moving Average at +70.50

SMU's future 3MMA steel buyers sentiment index, with data through March 29, 2023.



Steel Mill Lead Times by Product

SMU lead times on new steel orders by product through March 29, 2023.

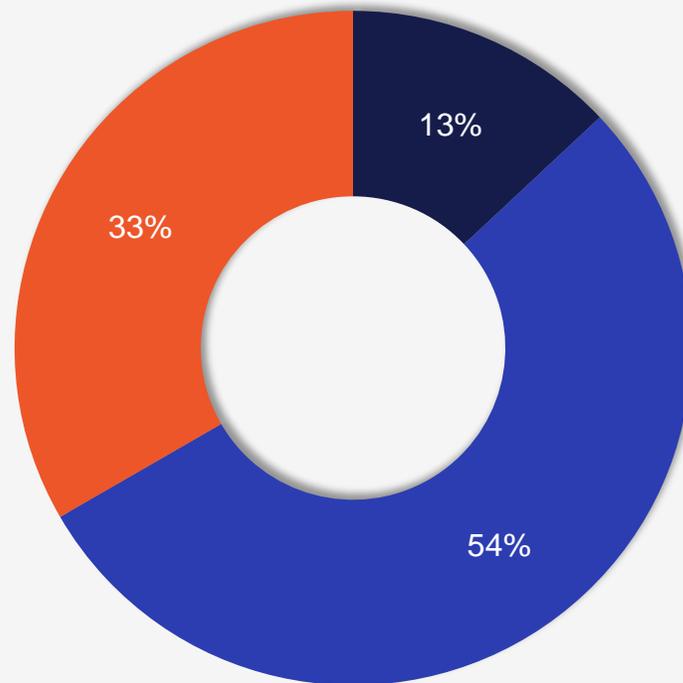


Direction of Steel Mill Lead Times

Two months from now, will lead times be extending, flat, or contracting?

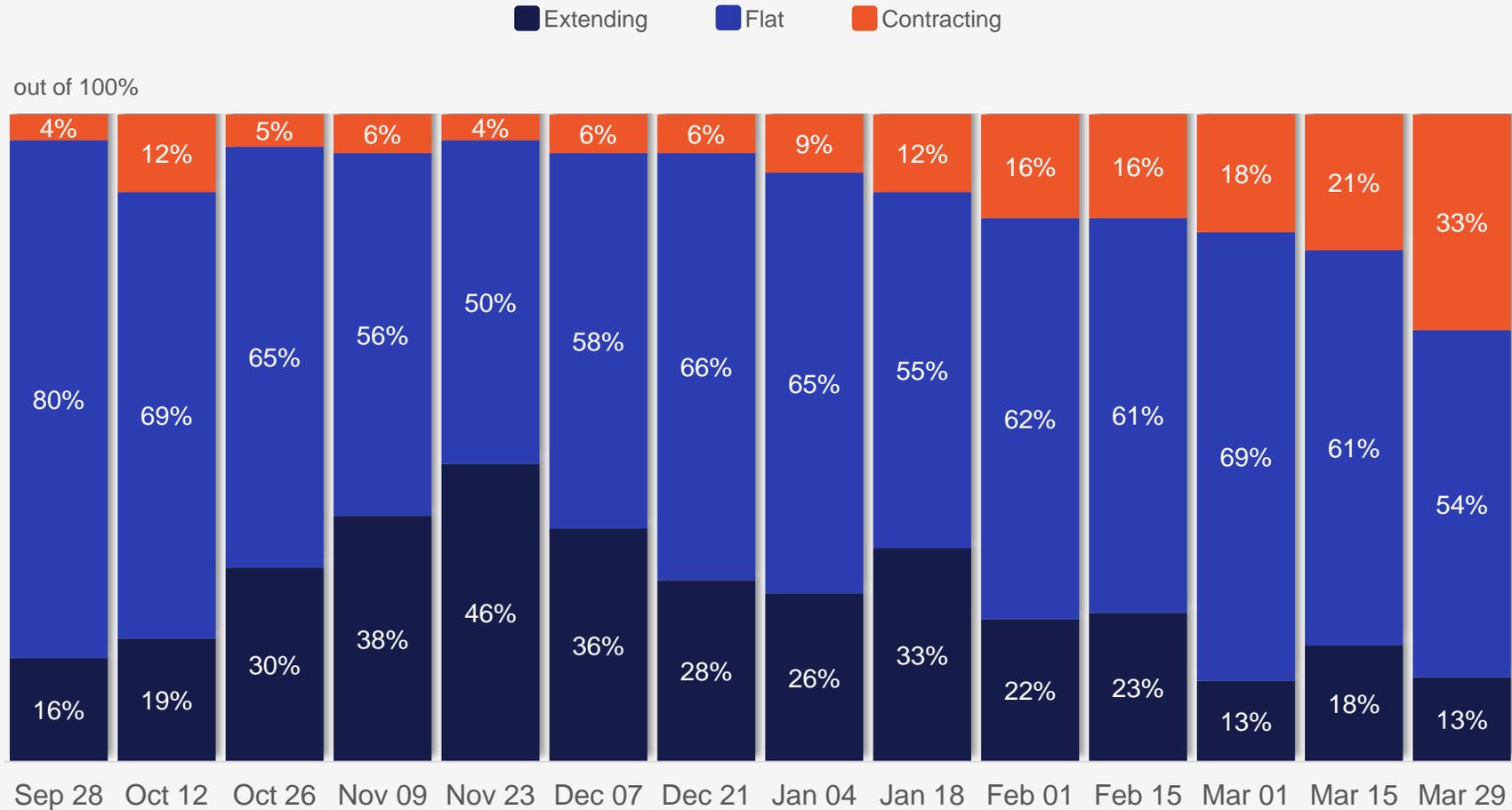
■ Extending ■ Flat ■ Contracting

March 29, 2023



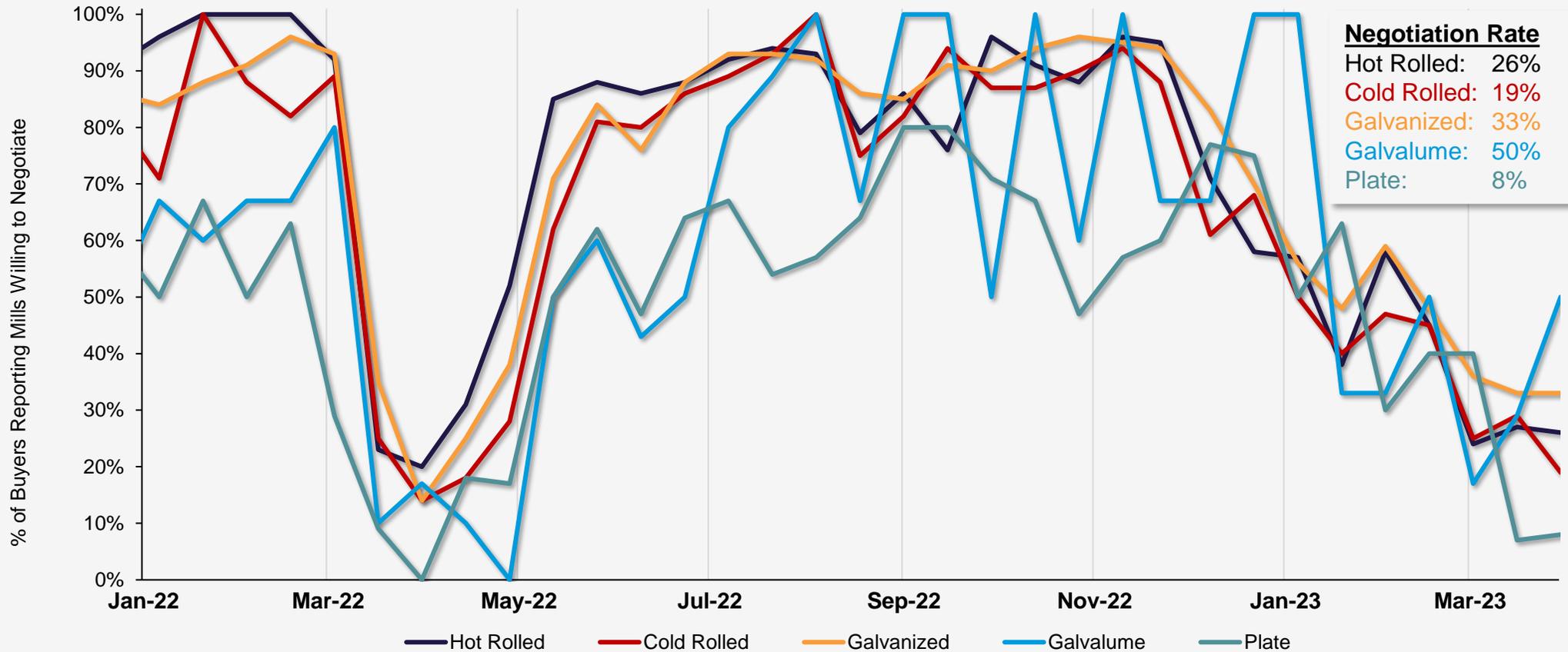
Direction of Steel Mill Lead Times

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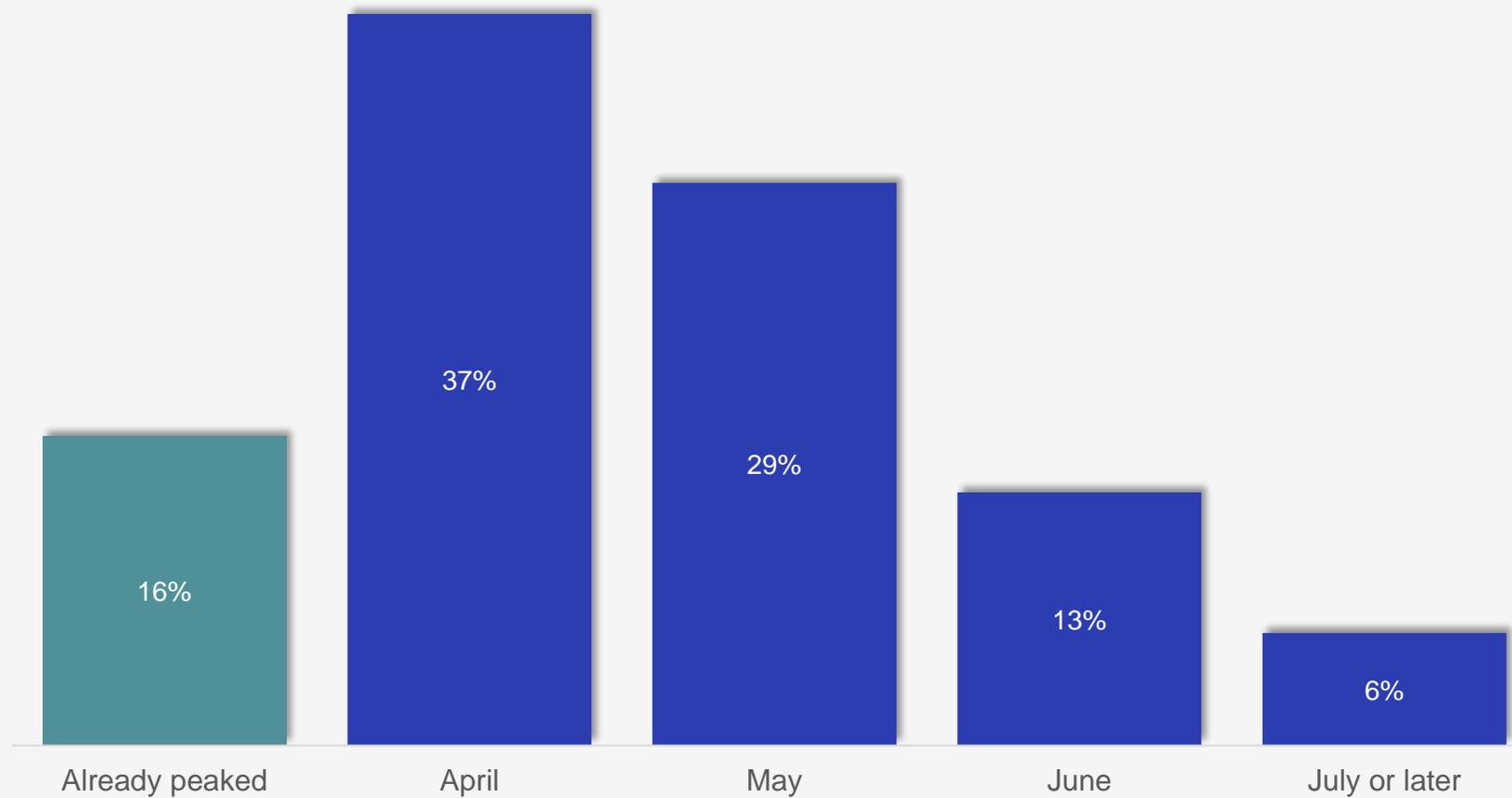
Steel Mill Negotiations

SMU's price negotiations on new steel orders by product through March 29, 2023.



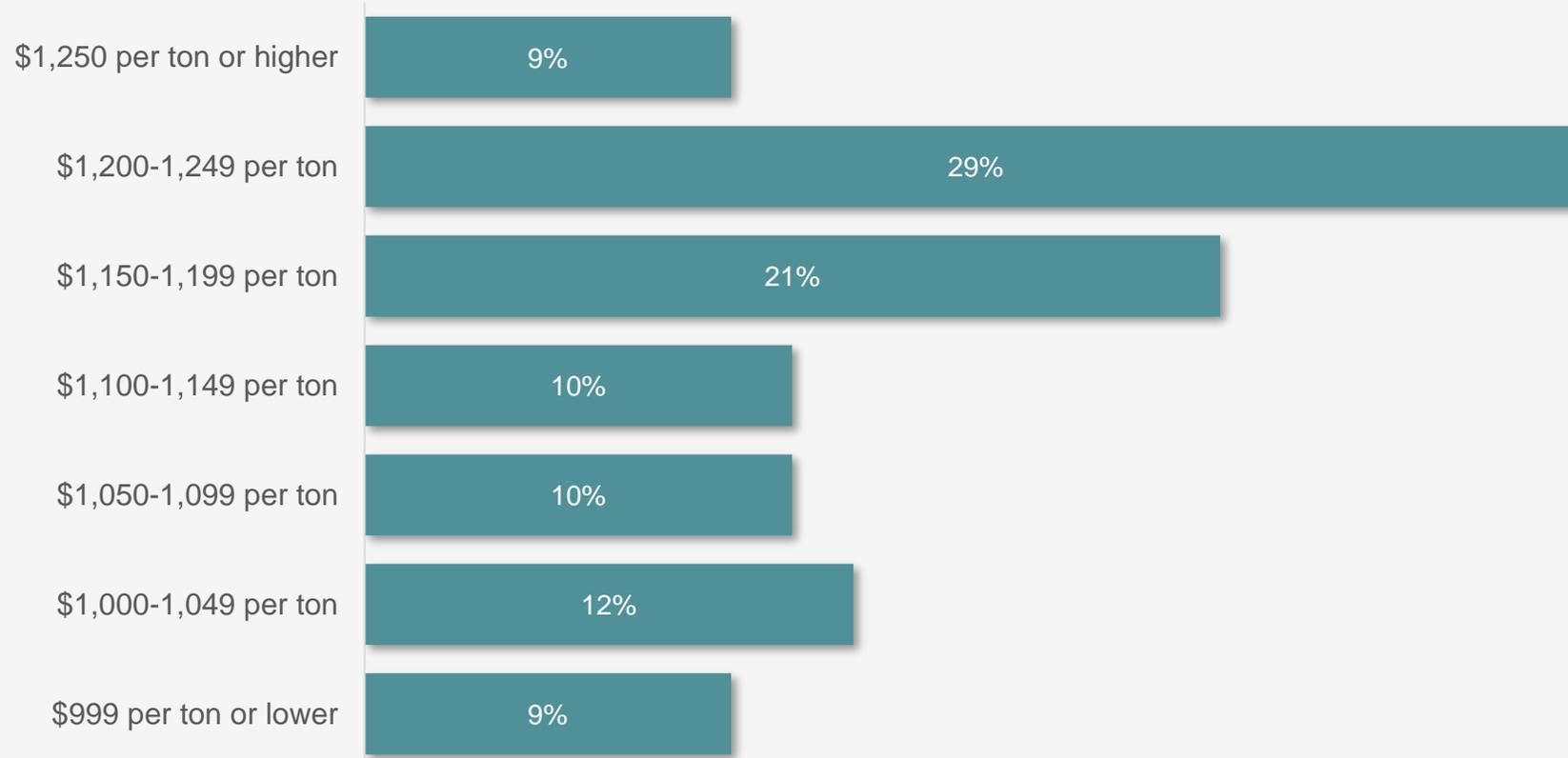
Hot Rolled Inflection Point

When do you think steel prices will peak?



Future Hot Rolled Prices

Where do you think HRC prices will be in two months?

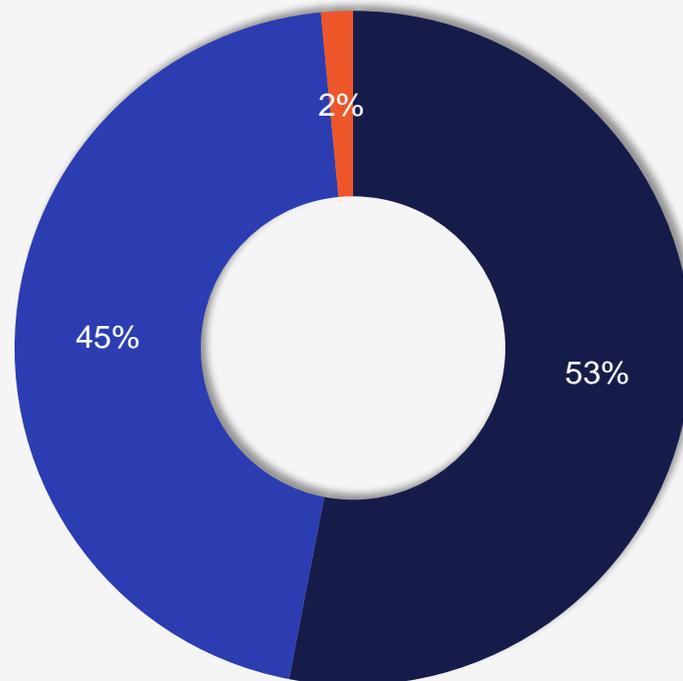


April Scrap

Prime scrap prices in April will be:

■ Up ■ Sideways ■ Down

March 29, 2023

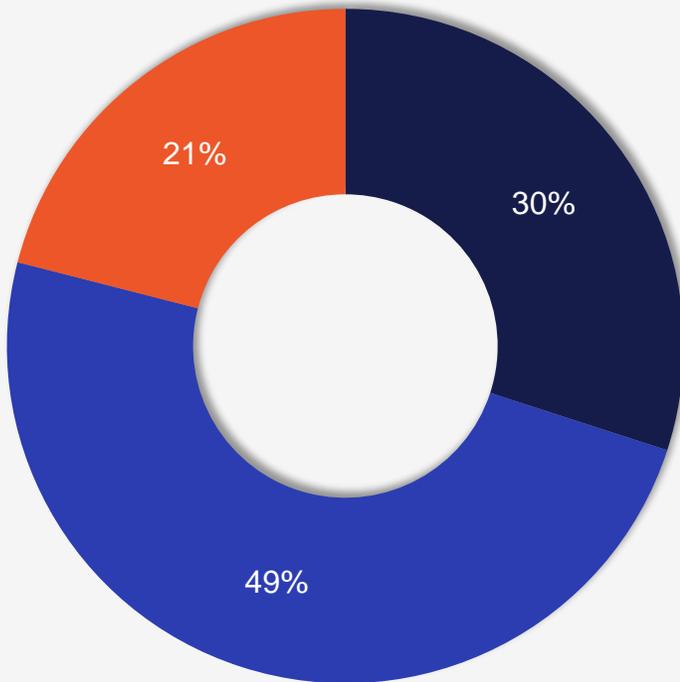


Business Forecasts

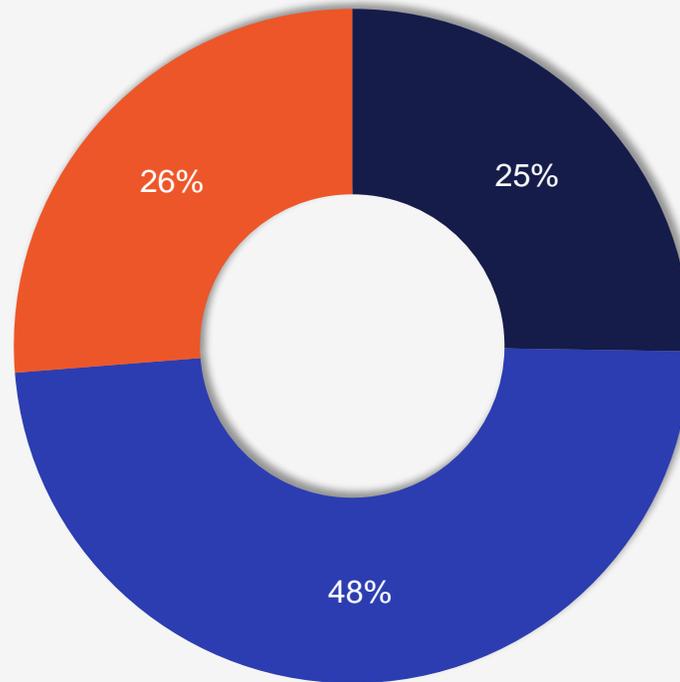
How did your company perform last month compared to your forecast?

■ We exceeded forecast
 ■ We met forecast
 ■ We did not meet forecast

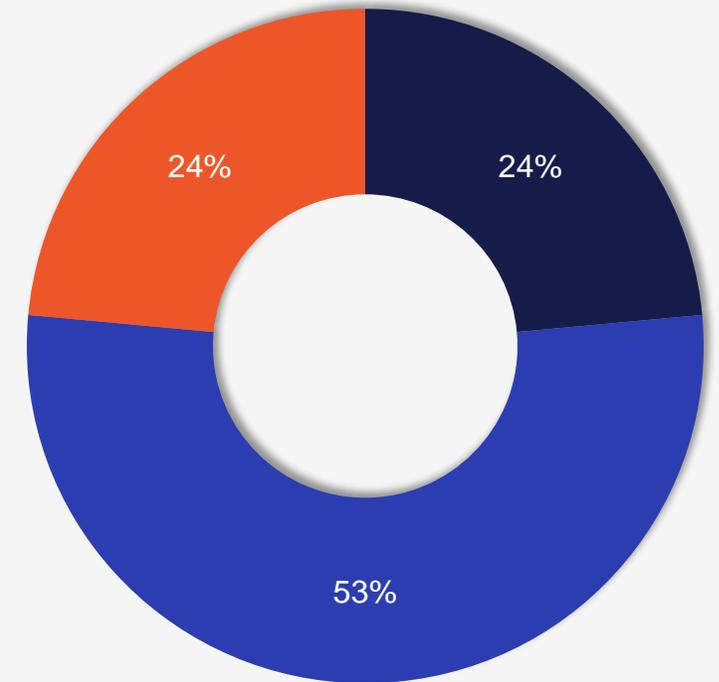
Feb. 1, 2022



March 1, 2023



March 29, 2023

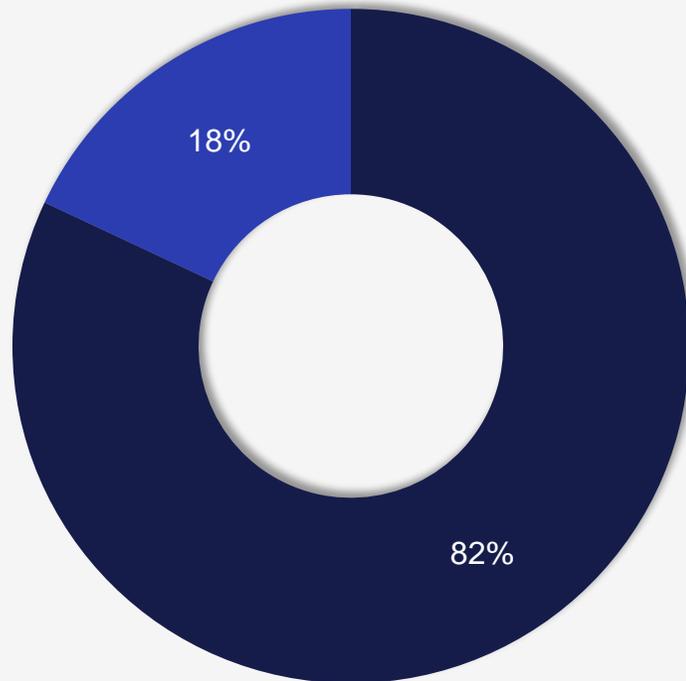


Future Prospects

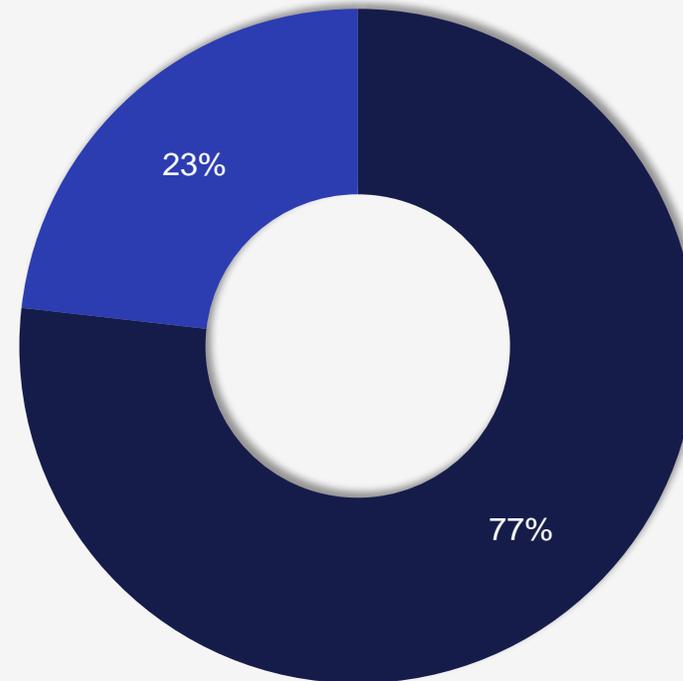
Are you optimistic or pessimistic about your prospects for the second half of 2023?

■ Optimistic ■ Pessimistic

March 15, 2023



March 29, 2023

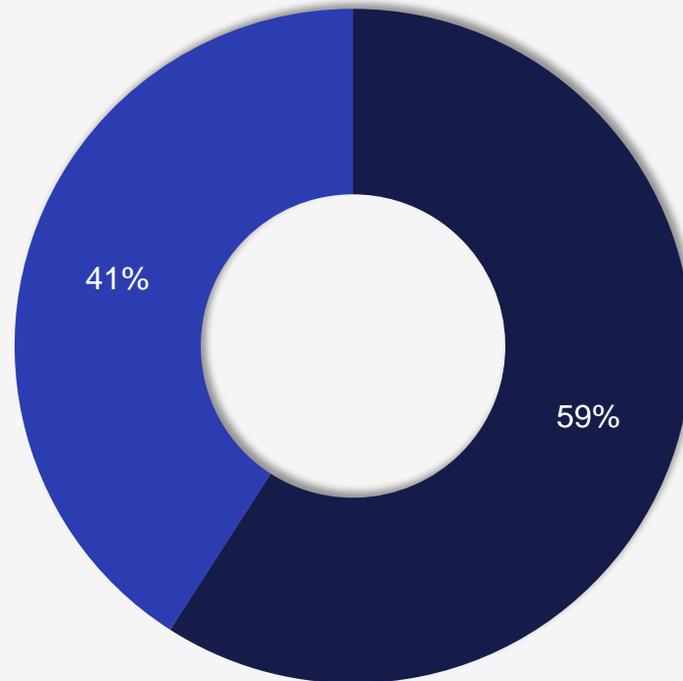


Staying on the Sidelines?

Are you an active buyer or on the sidelines?

■ Active buyer ■ On the sidelines

March 29, 2023

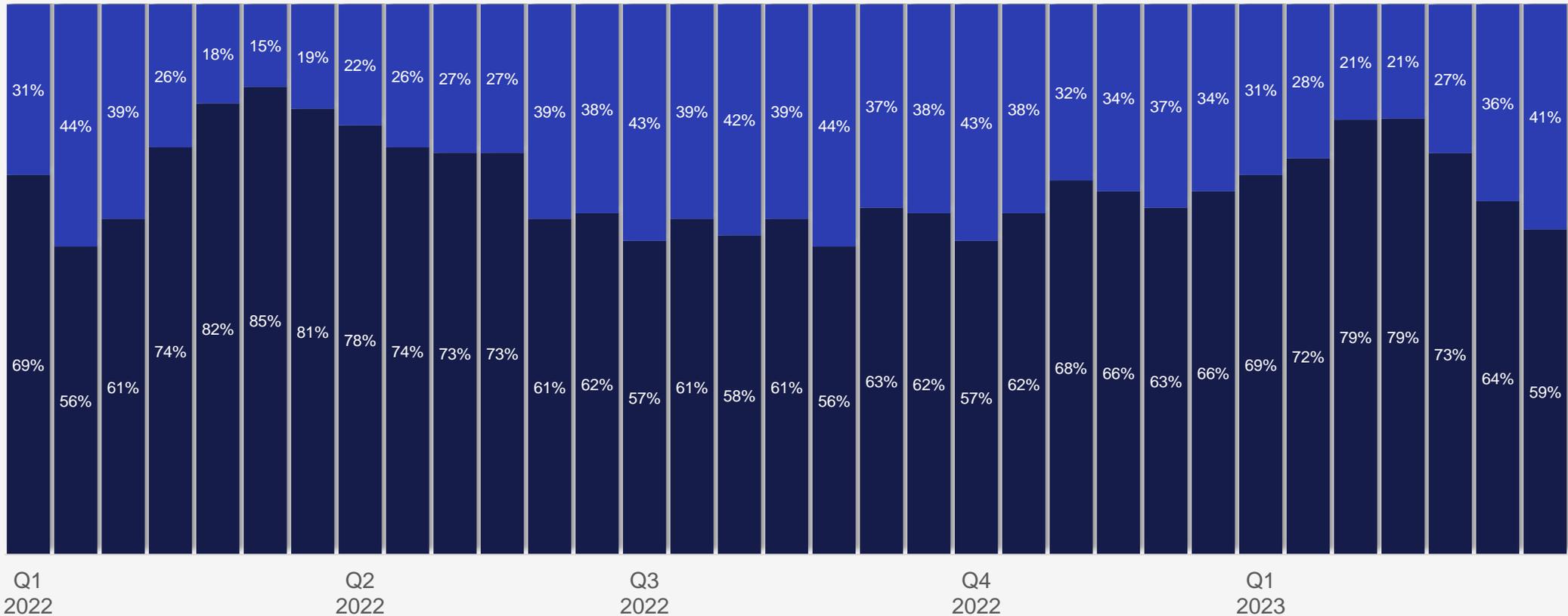


Staying on the Sidelines?

Are you an active buyer or on the sidelines?

Active buyer
 On the sidelines

out of 100%

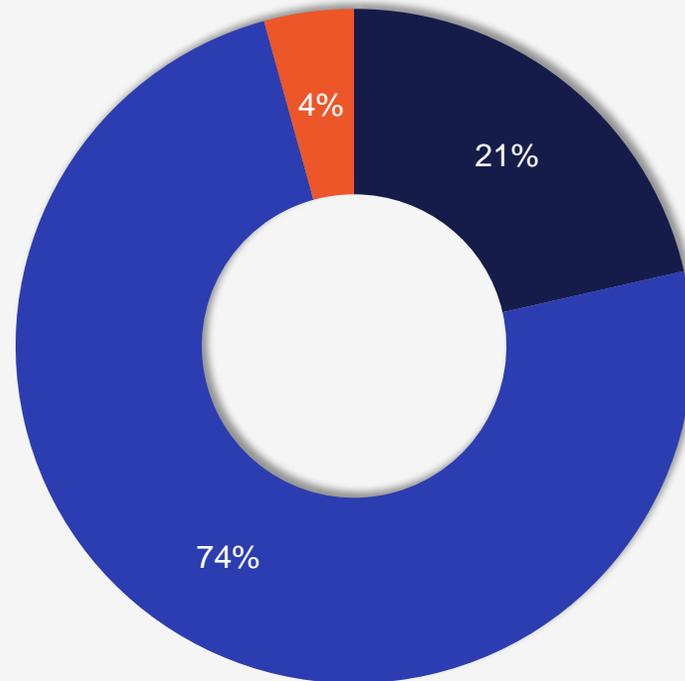


Overall Demand

How is demand for your products?

■ Improving ■ Stable ■ Declining

March 29, 2023

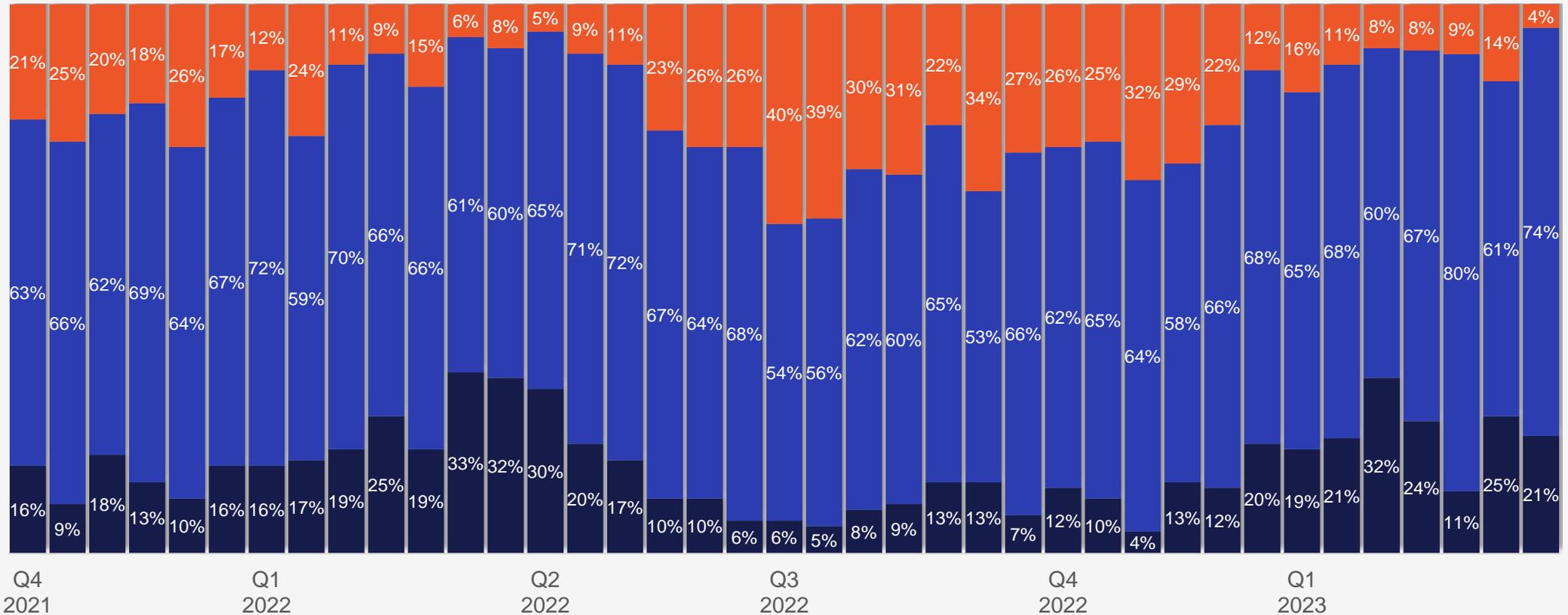


Overall Demand History

How is demand for your products?

■ Improving
 ■ Stable
 ■ Declining

out of 100%



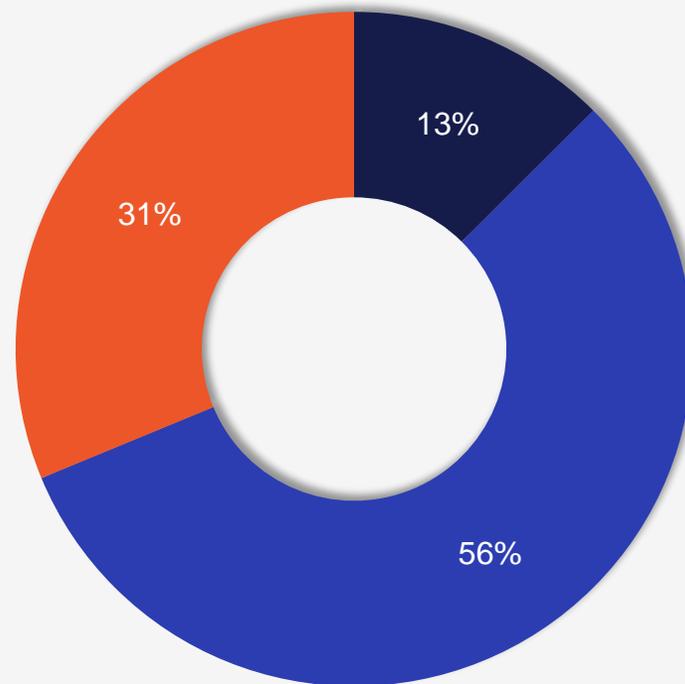
Manufacturer Purchases

Manufacturers

Is your company buying more, less, or the same amount of flat-rolled steel compared to one year ago?

More Same Less

March 29, 2023



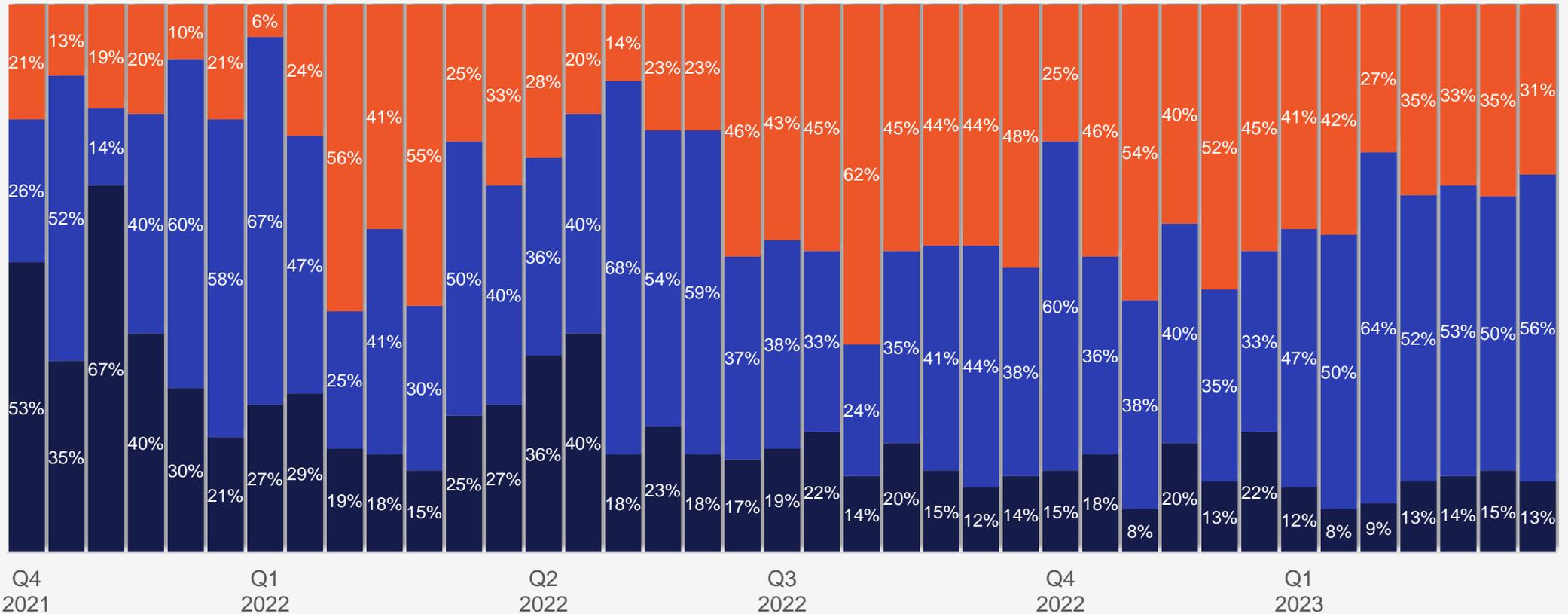
History of Manufacturer Purchases

Manufacturers

Is your company buying more, less, or the same amount of flat-rolled steel compared to one year ago?

More Same Less

out of 100%



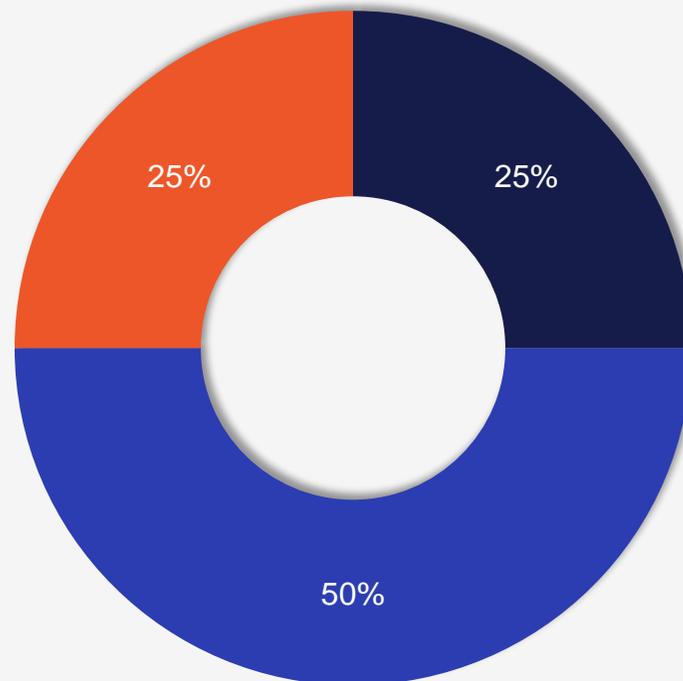
Service Center Releases

Service Centers

How do you see your customer releases (demand) for your products compared to one year ago?

■ Releasing more steel ■ Releasing the same amount of steel ■ Releasing less steel

March 29, 2023



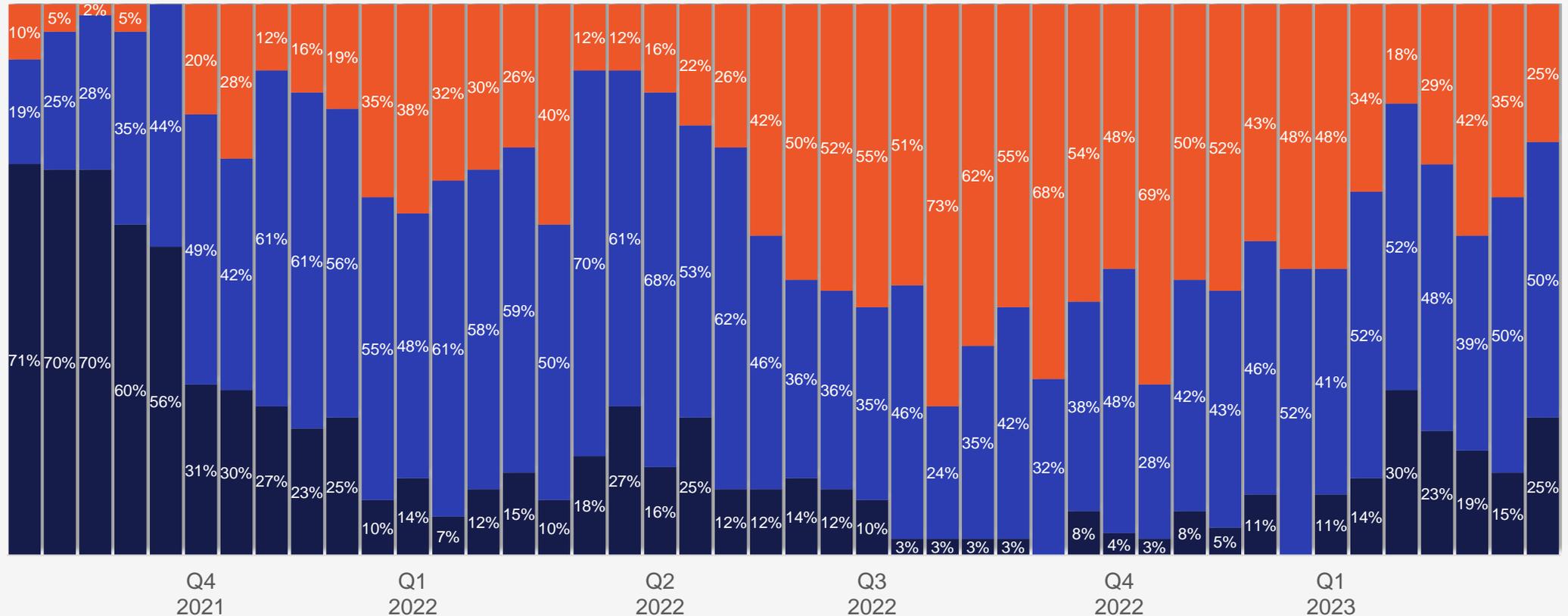
Service Center Release History

Service Centers

How do you see your customer releases (demand) for your products compared to one year ago?

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 ■ Releasing the same amount of steel
 ■ Releasing less steel

out of 100%



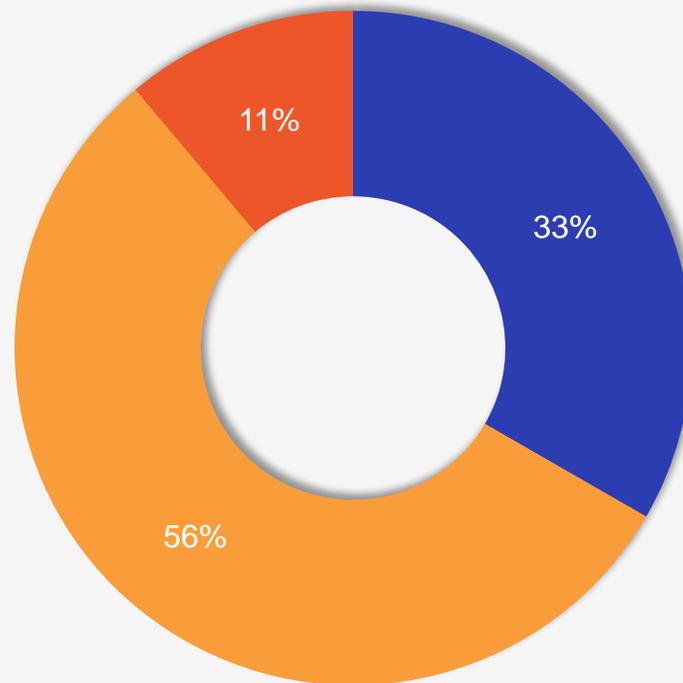
Manufacturer Demand

Manufacturers

Demand for your products will _____ over the next 3 months based on current order flows.

■ Increase substantially ■ Increase marginally ■ Remain the same ■ Decline marginally ■ Decline substantially

March 29, 2023



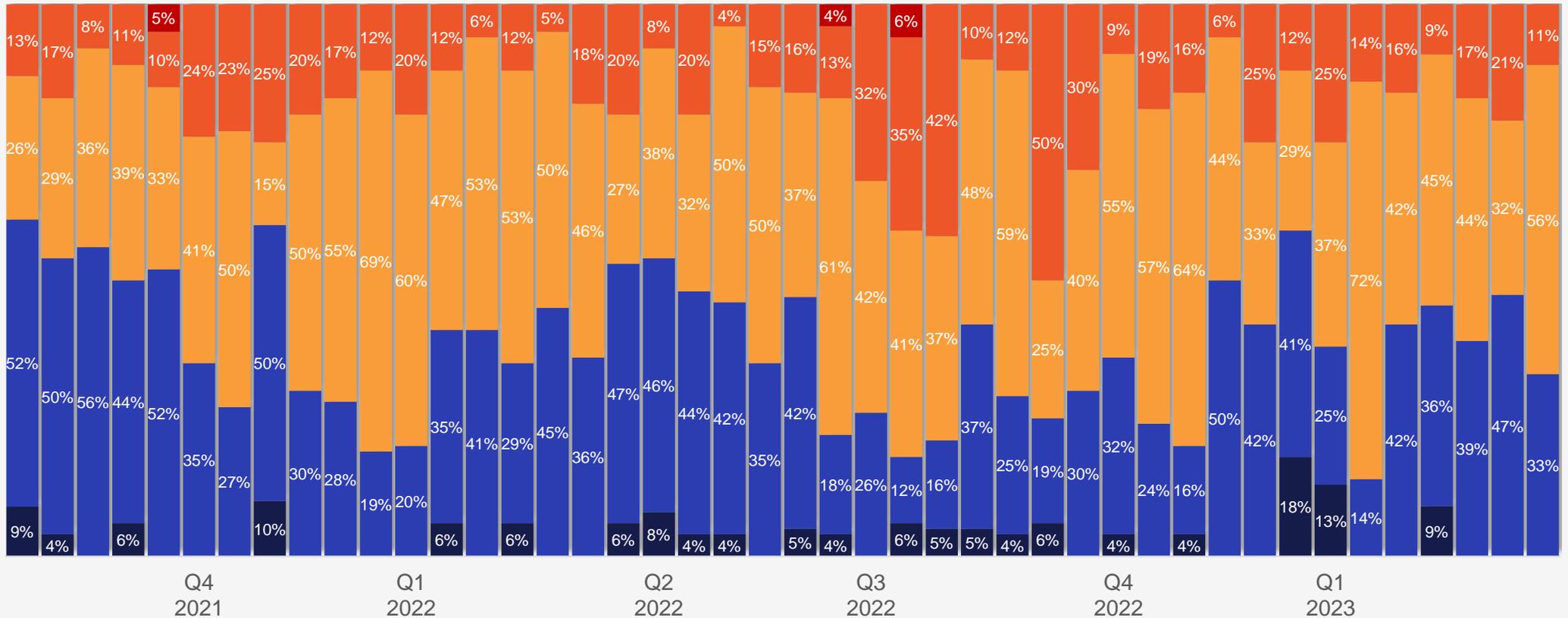
Manufacturer Demand History

Manufacturers

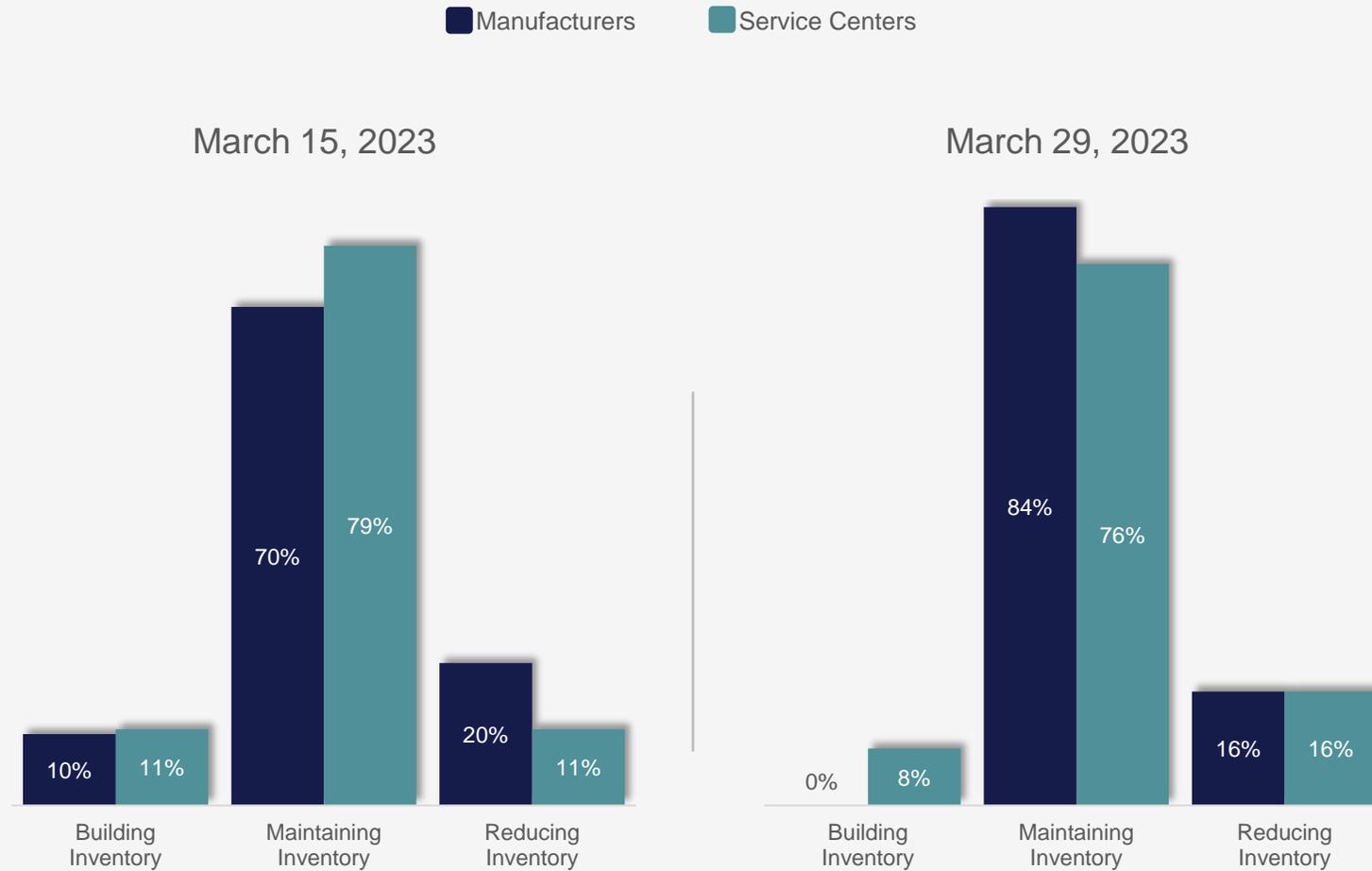
Demand for your products will _____ over the next 3 months based on current order flows.

Increase substantially
 Increase marginally
 Remain the same
 Decline marginally
 Decline substantially

out of 100%



Manufacturer and Service Center Inventory Buying Patterns



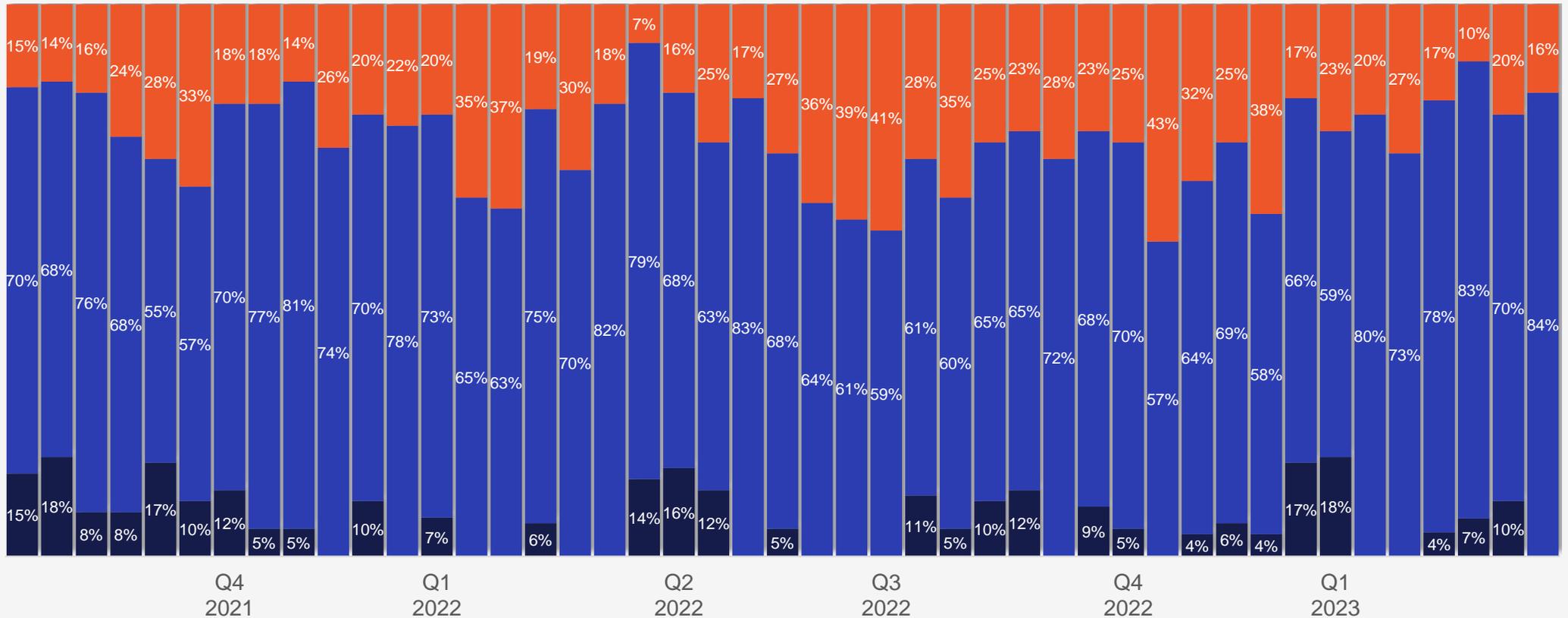
Manufacturer Inventory Buying History

Manufacturers

Is your company building, reducing, or maintaining its flat-rolled steel inventory?

■ Building inventory
 ■ Maintaining inventory
 ■ Reducing inventory

out of 100%



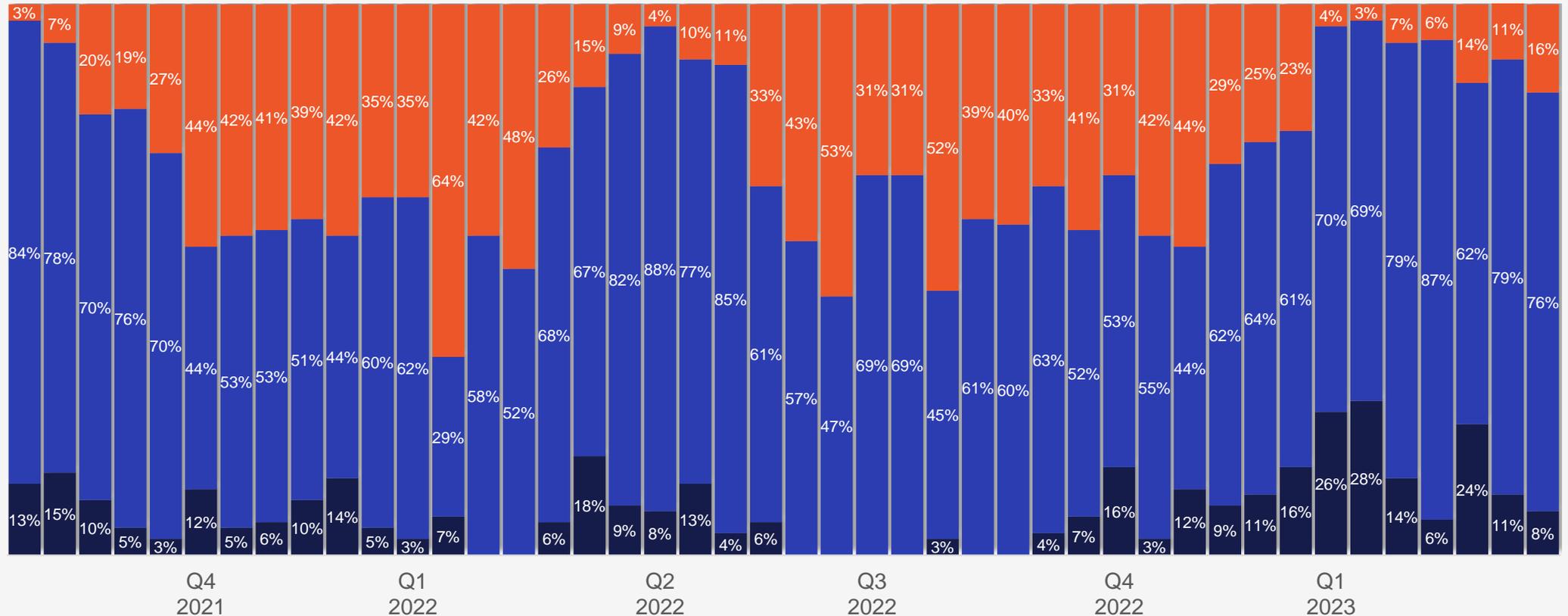
Service Center Inventory Buying History

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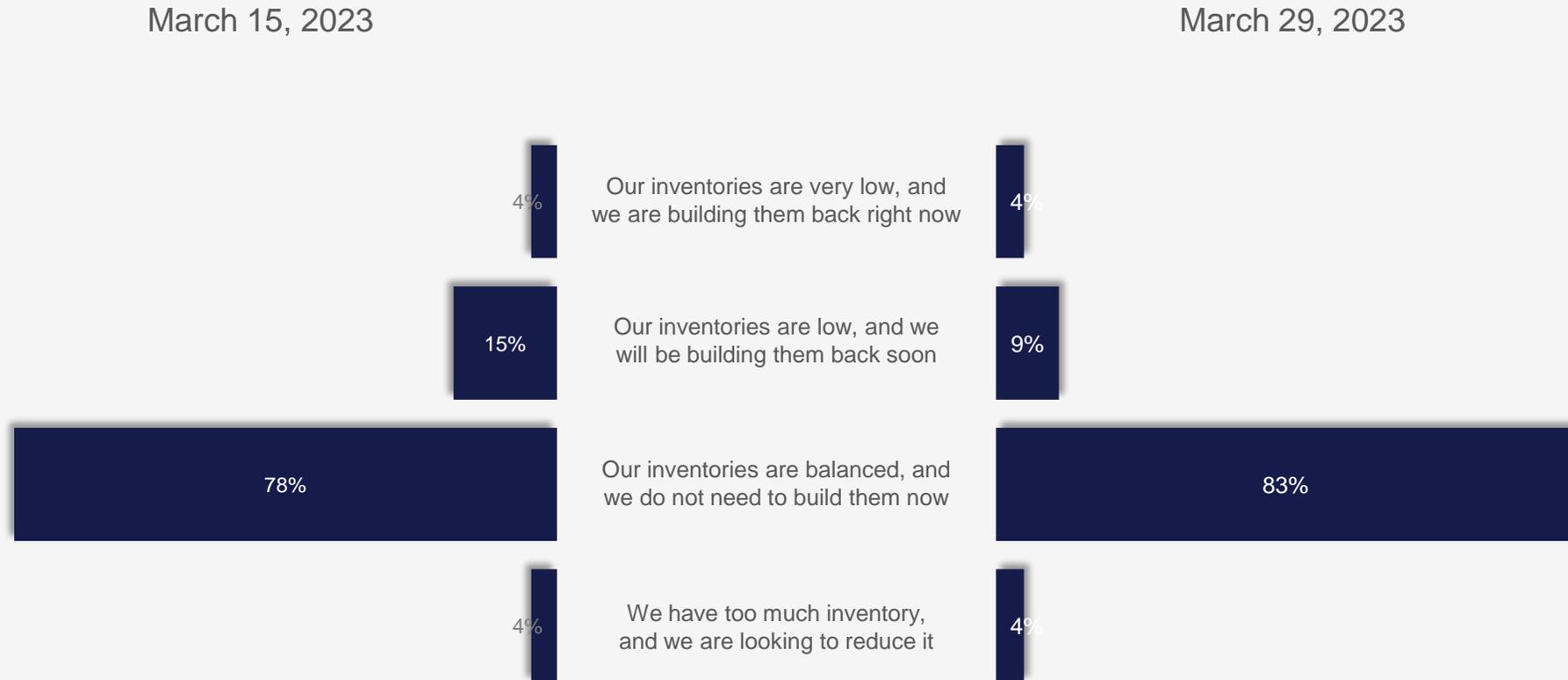
out of 100%



Service Center Inventories

Service Centers

Does your company need to rebuild flat-rolled inventories, or are you comfortable with your floor stock?



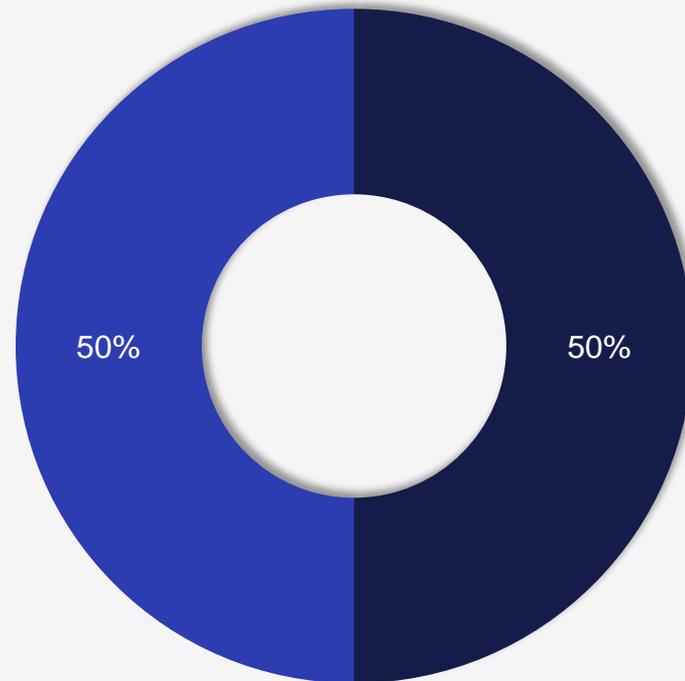
Manufacturers' View of Service Center Selling Prices

Manufacturers

Which comment do you feel is representative of service center pricing right now compared to two weeks ago?

We see prices increasing from our service centers We see stable prices from our service centers We see prices decreasing from our service centers

March 29, 2023



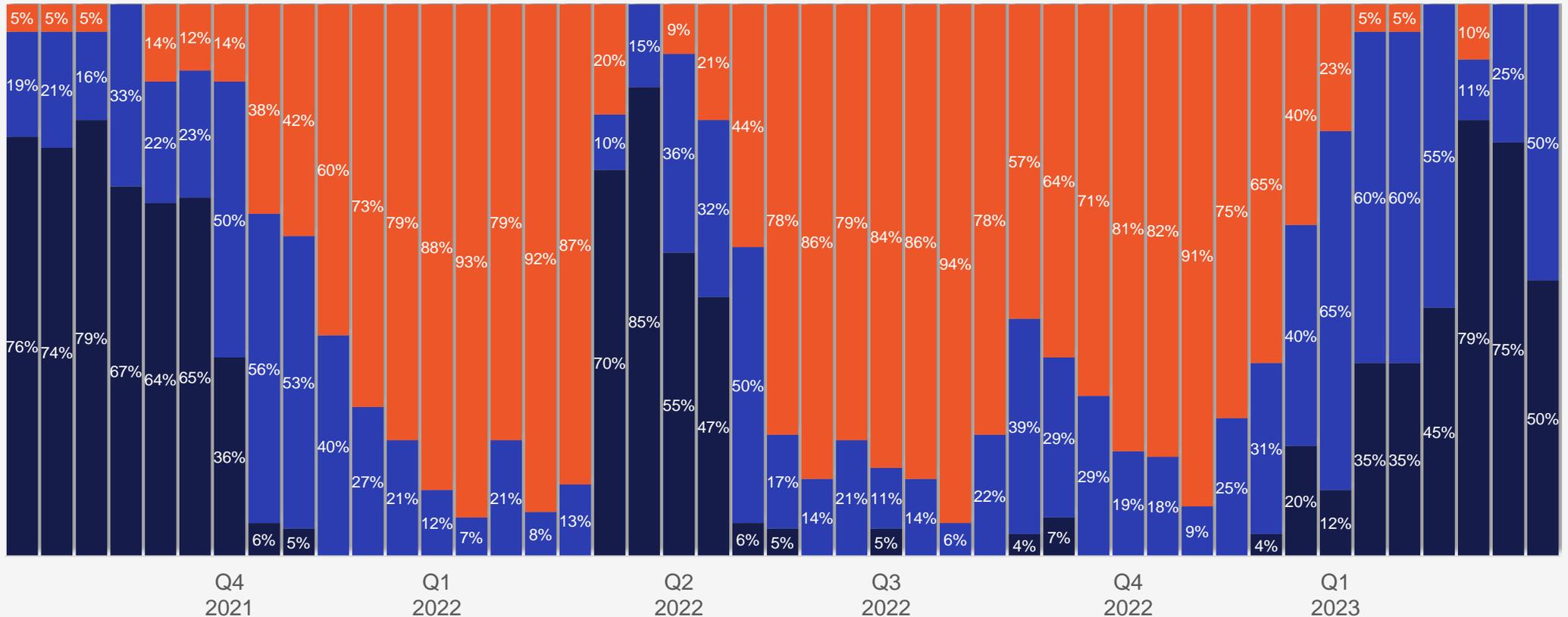
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out of 100%



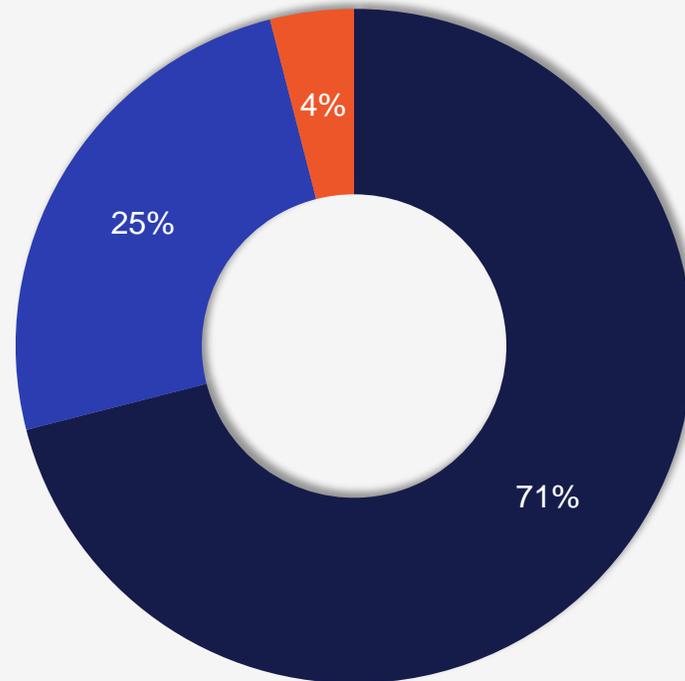
Service Center View of Selling Prices

Service Centers

Compared to two weeks ago, how is your company handling spot pricing to your customers?

■ We are raising prices ■ We are keeping prices the same ■ We are lowering prices

March 29, 2023



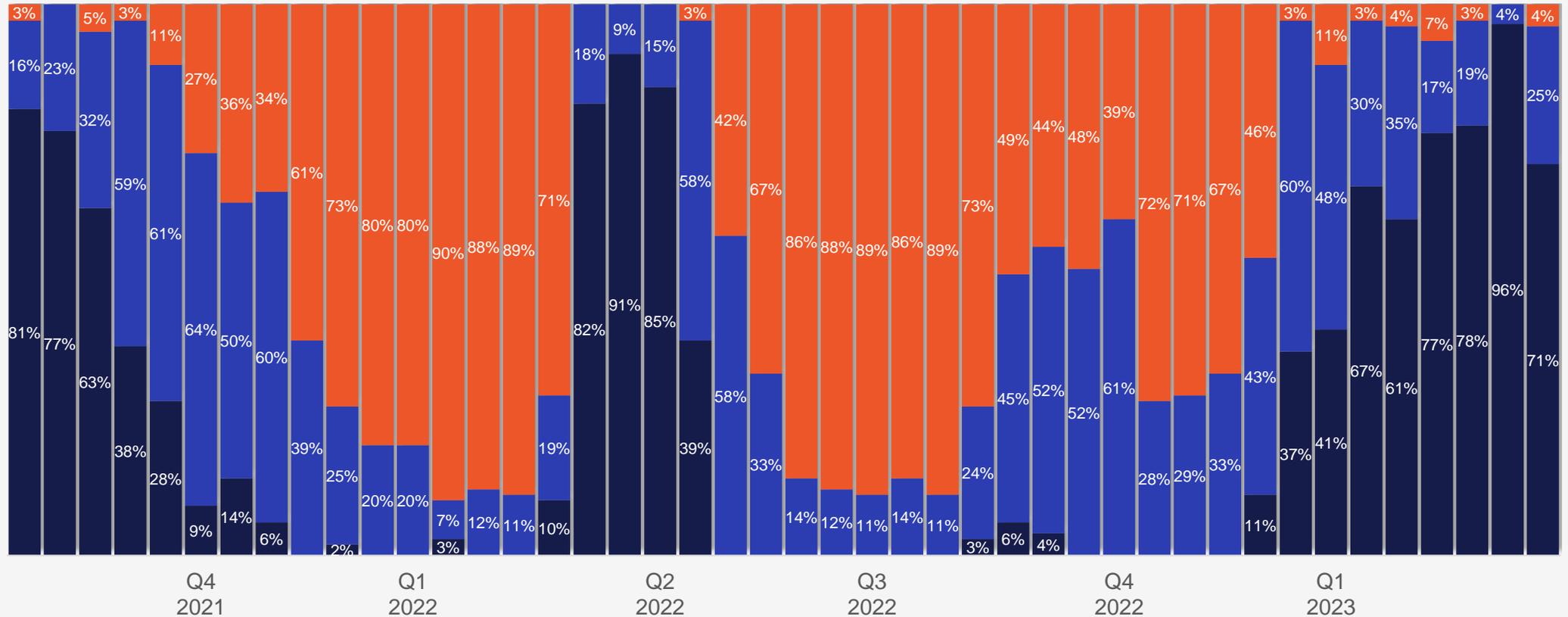
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out of 100%



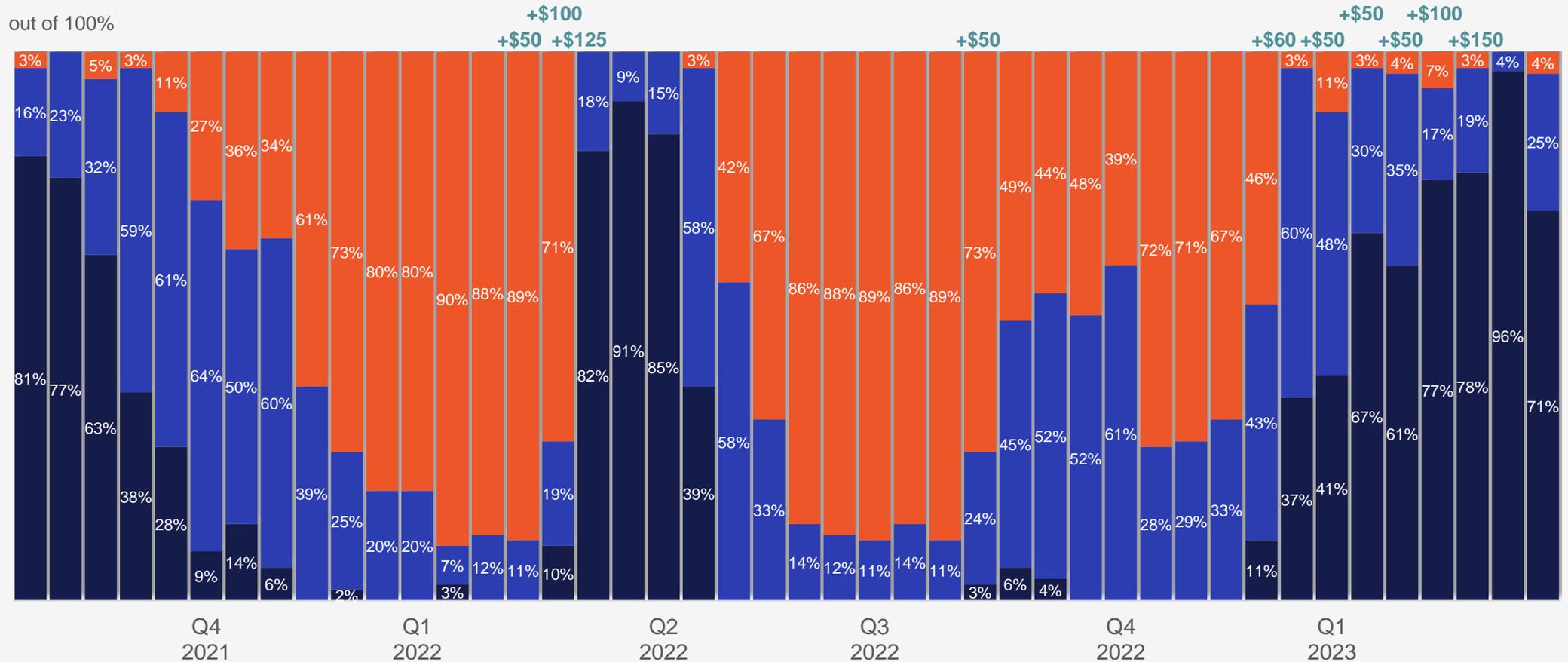
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Historical Nucor flat rolled price increase announcements out of 100%

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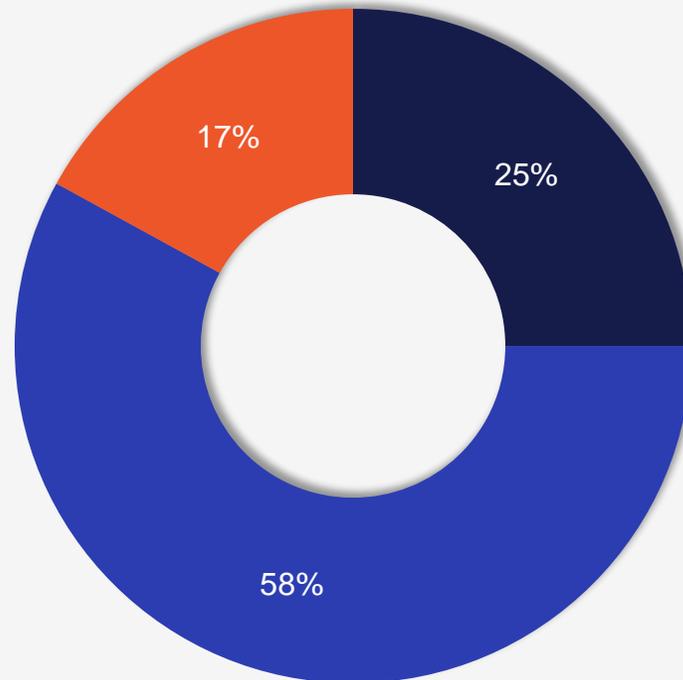
Service Centers on Manufacturer Orders

Service Centers

Are your manufacturing customers increasing orders, keeping them the same or reducing orders?

■ Our mfg. customers are increasing orders ■ Our mfg. customers are maintaining orders ■ Our mfg. customers are reducing orders

March 29, 2023



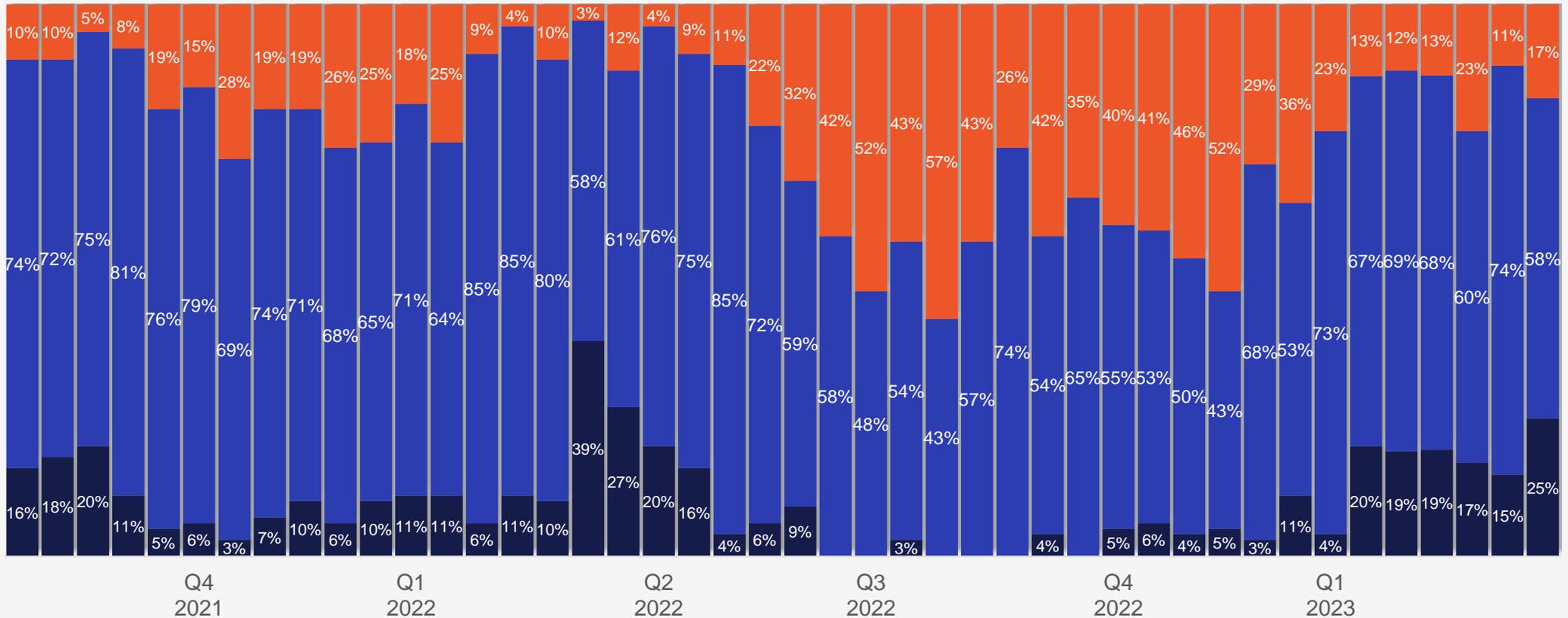
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out of 100%

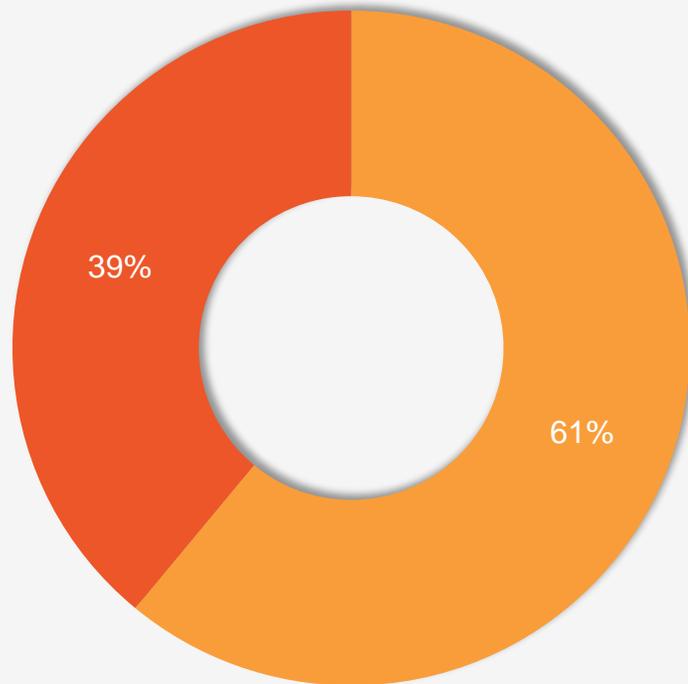


Mill Lead Times History

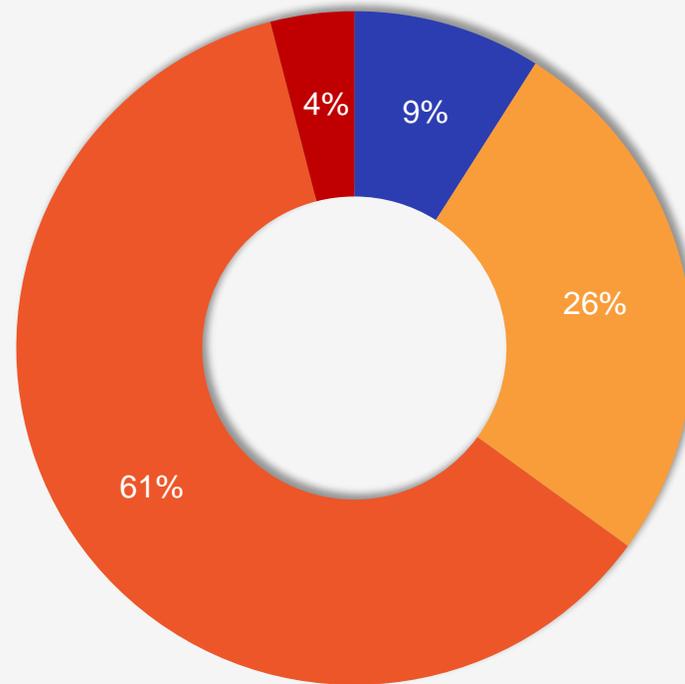
How would you describe domestic mill lead times for new orders placed right now?

Extremely short
 Shorter than normal
 Normal
 Slightly longer than normal
 Highly extended

Manufacturers



Service Centers



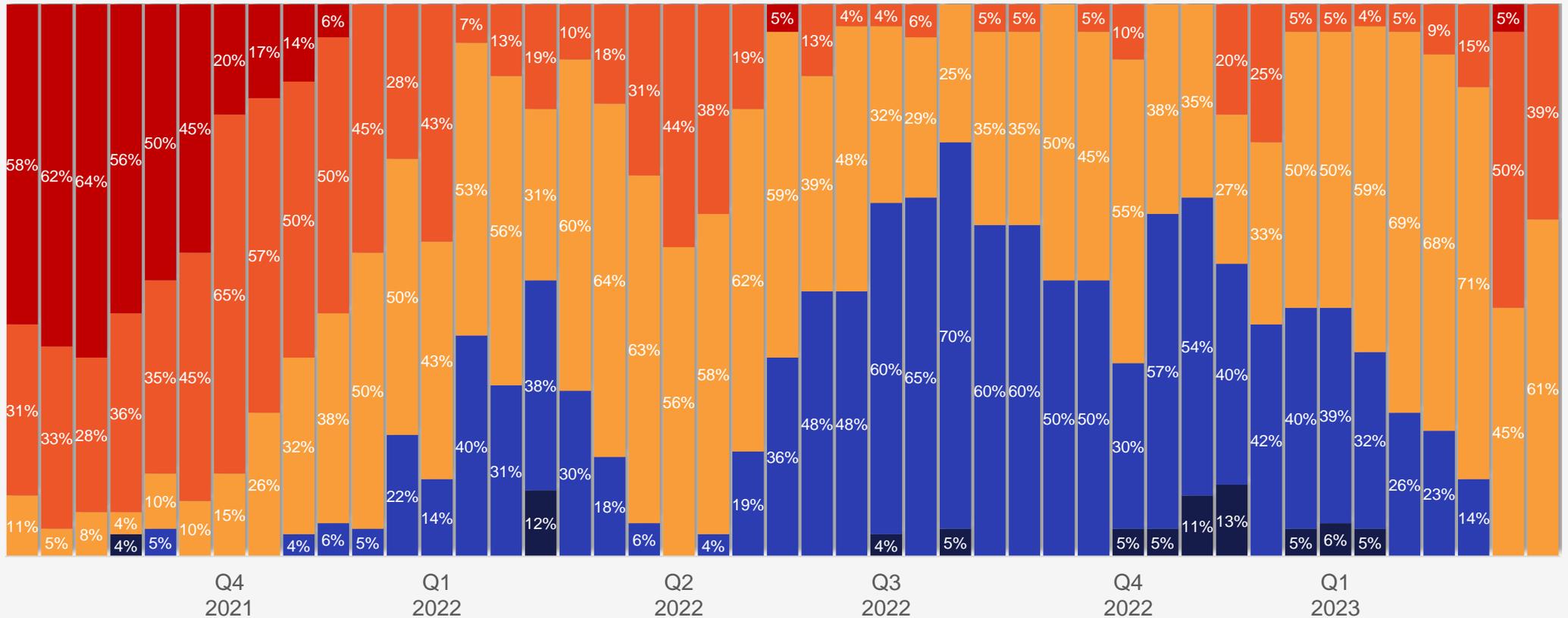
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Manufacturers

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out of 100%



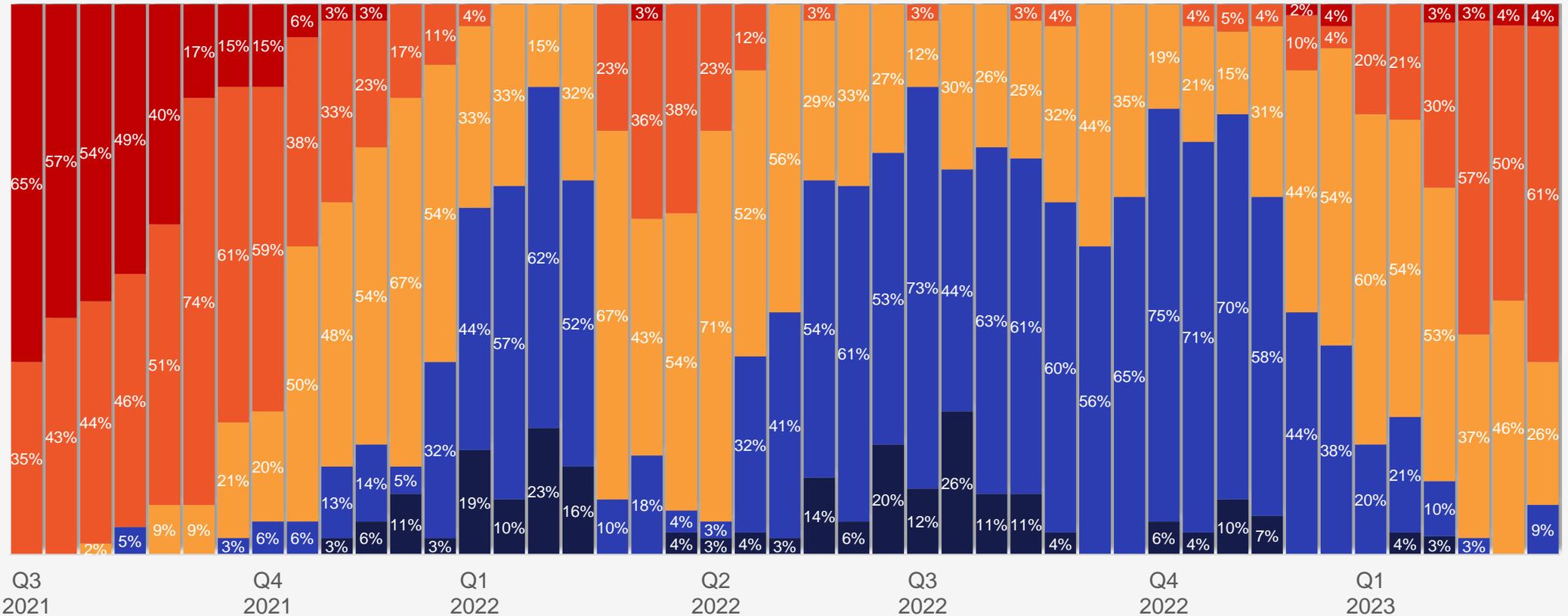
Mill Lead Times History

Service Centers

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out of 100%

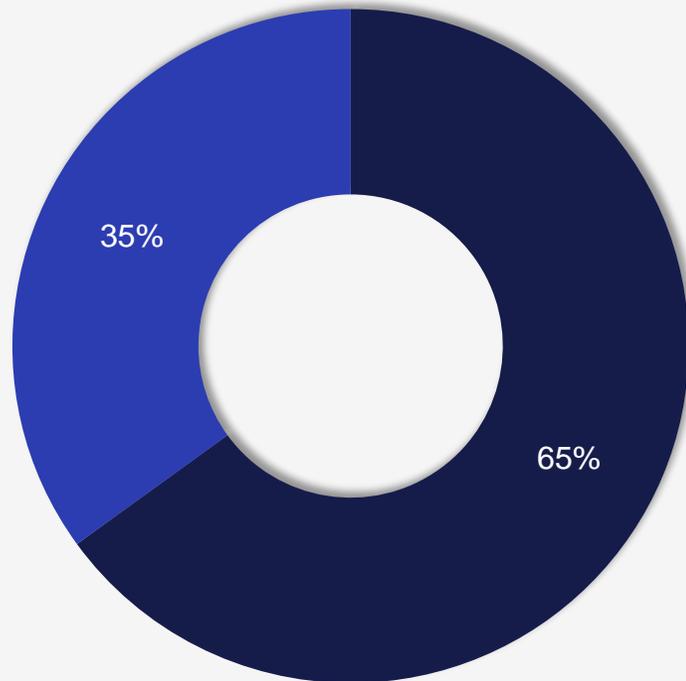


Foreign Steel Purchases

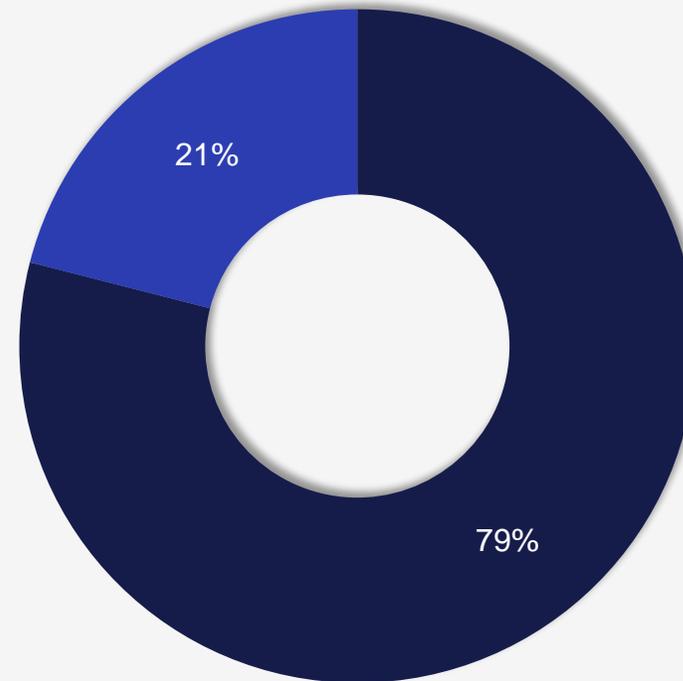
Does your company buy foreign (offshore) steel?

■ Yes ■ No

Manufacturers



Service Centers

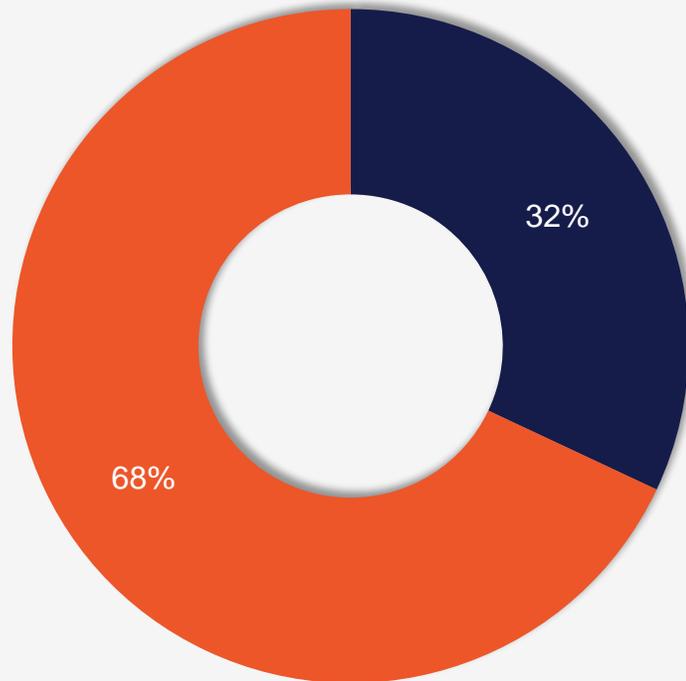


New Foreign Steel Orders

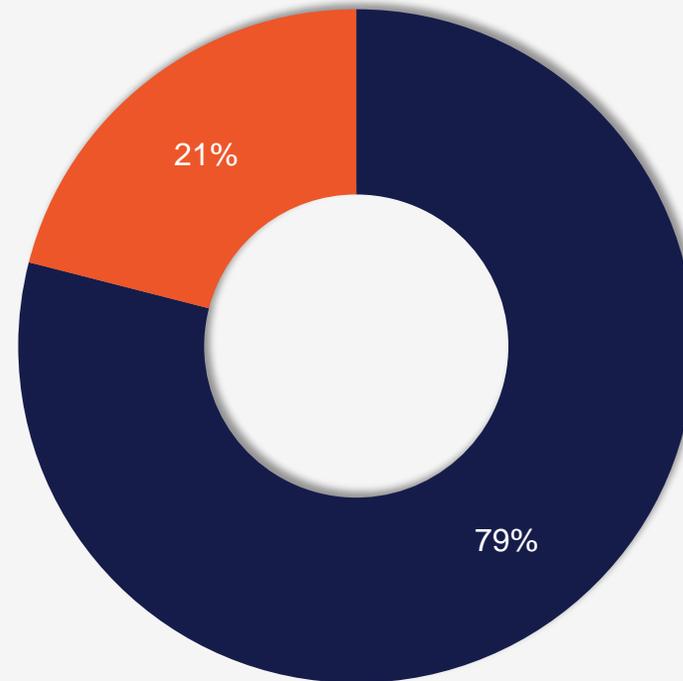
Are you buying new orders of foreign steel for future delivery?

■ Yes ■ No

Manufacturers



Service Centers

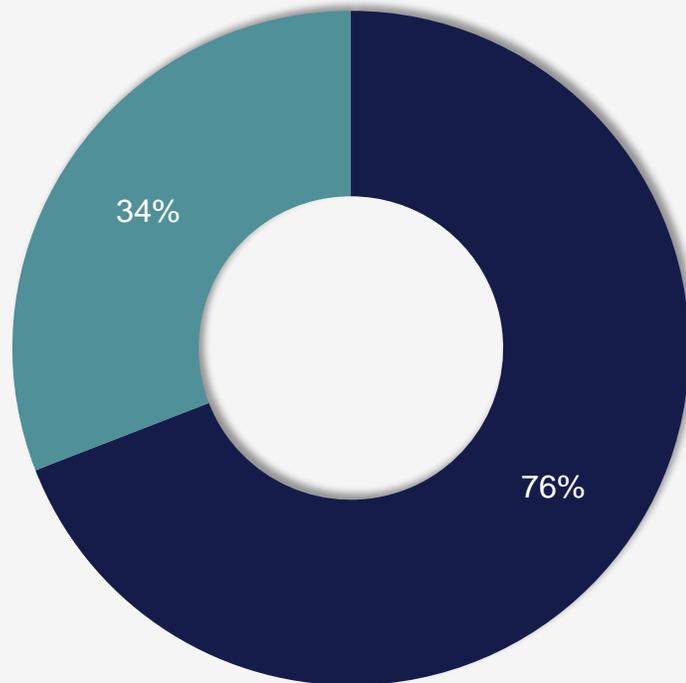


Foreign Steel Competitiveness

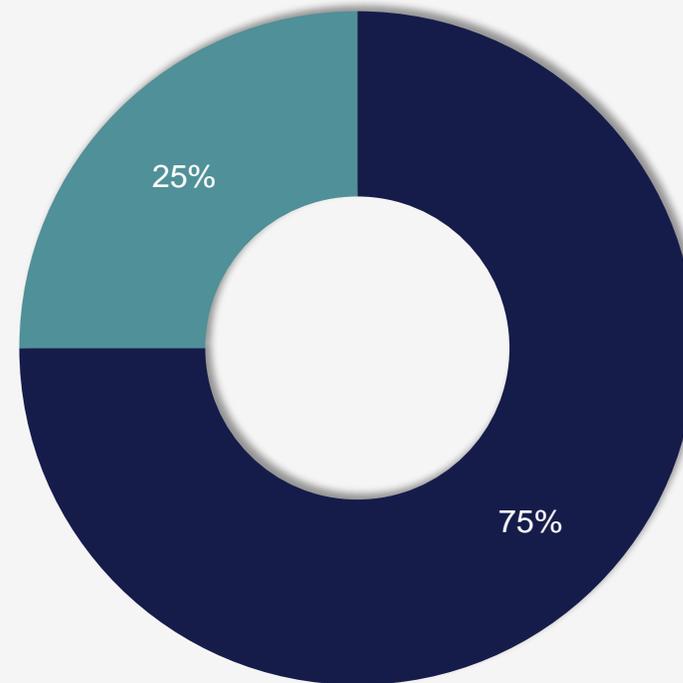
Are your foreign steel suppliers quoting you competitive prices for new orders for future delivery?

■ Yes ■ No

Manufacturers



Service Centers



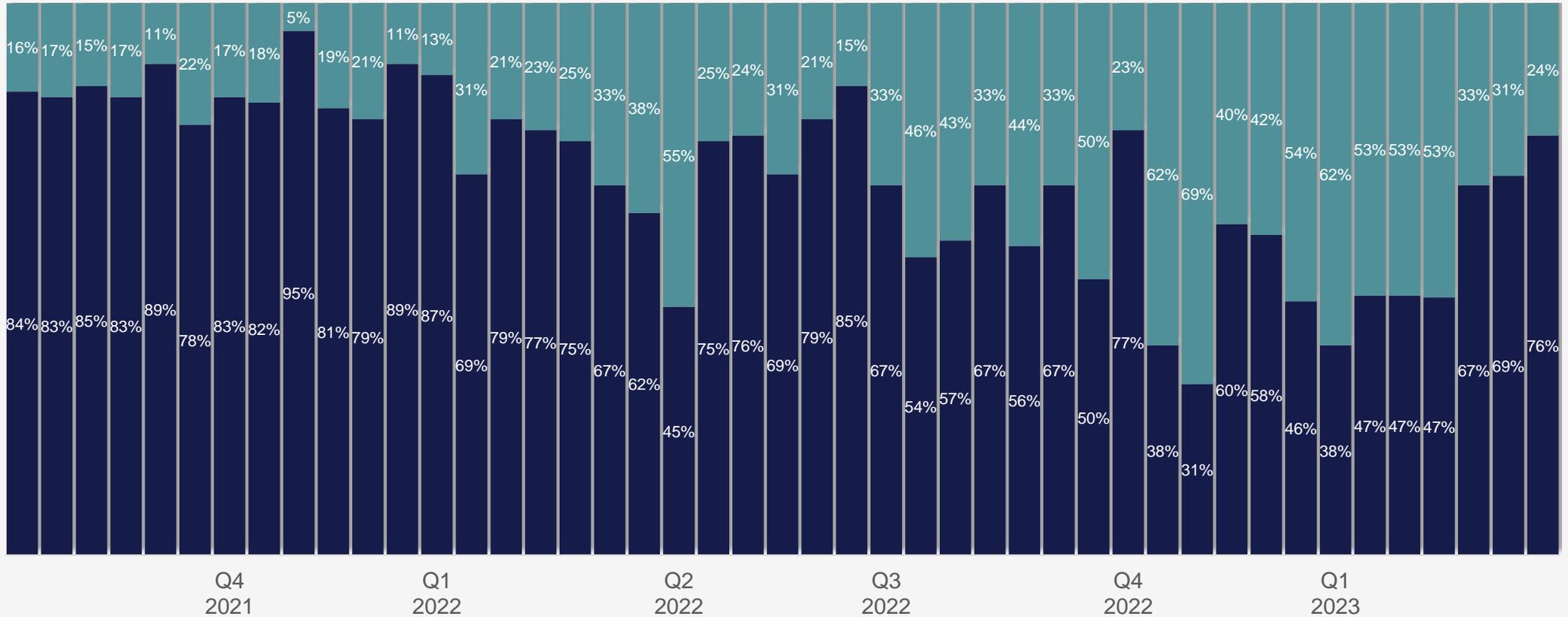
Foreign Steel Competitiveness History

Manufacturers

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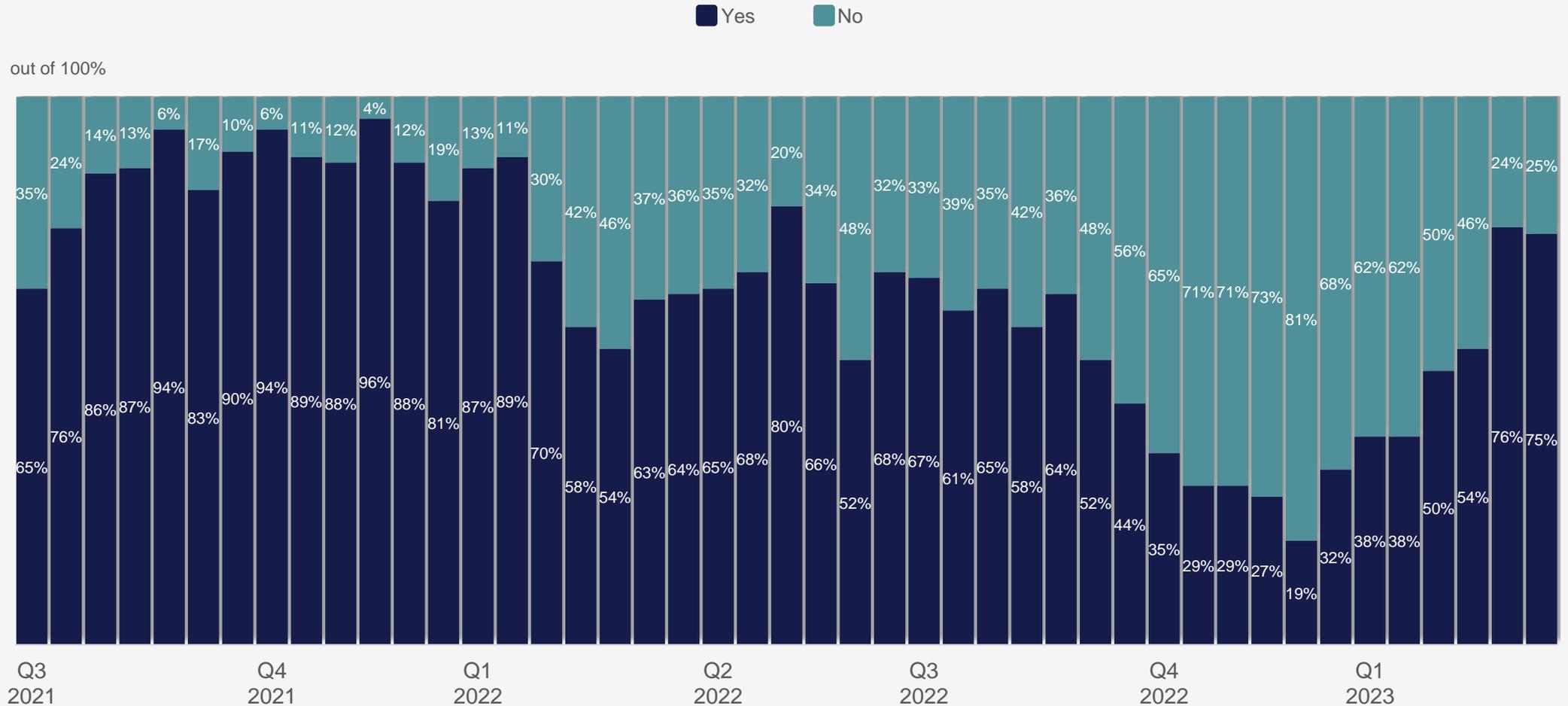
out of 100%



Foreign Steel Competitiveness History

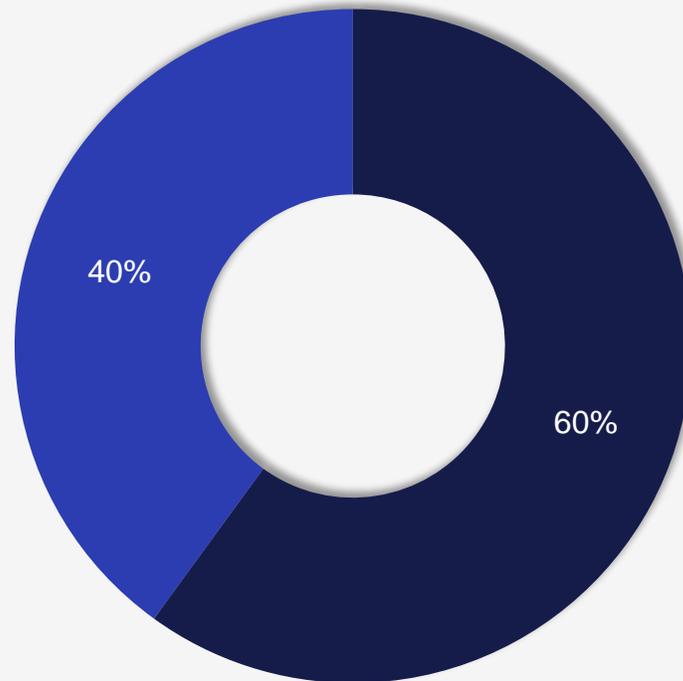
Service Centers

Are your foreign steel suppliers quoting you competitive prices for new orders for future delivery?



The current order book at your mill is better or worse than last month?*

■ Better ■ Same ■ Worse

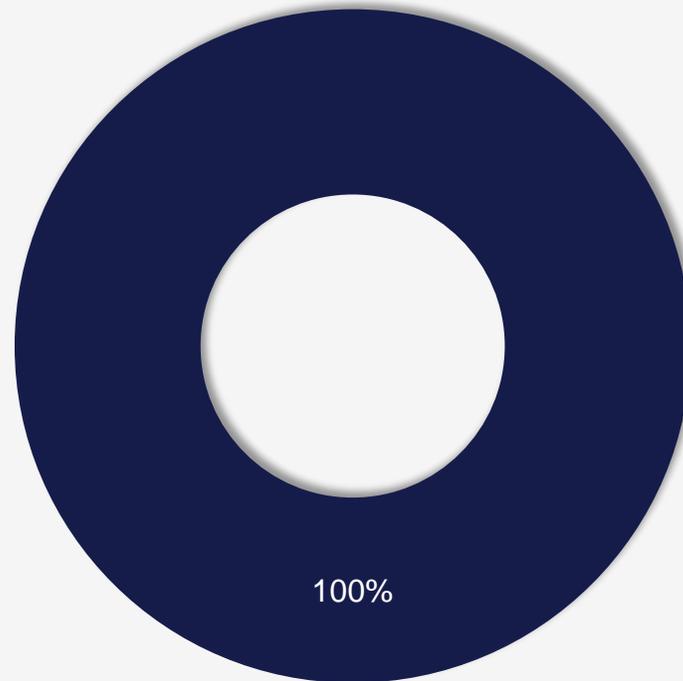


*Limited number of responses to this question

Trading Companies

Are you seeing an increase or decrease in orders from your North American buyers?*

■ Increase ■ Decrease

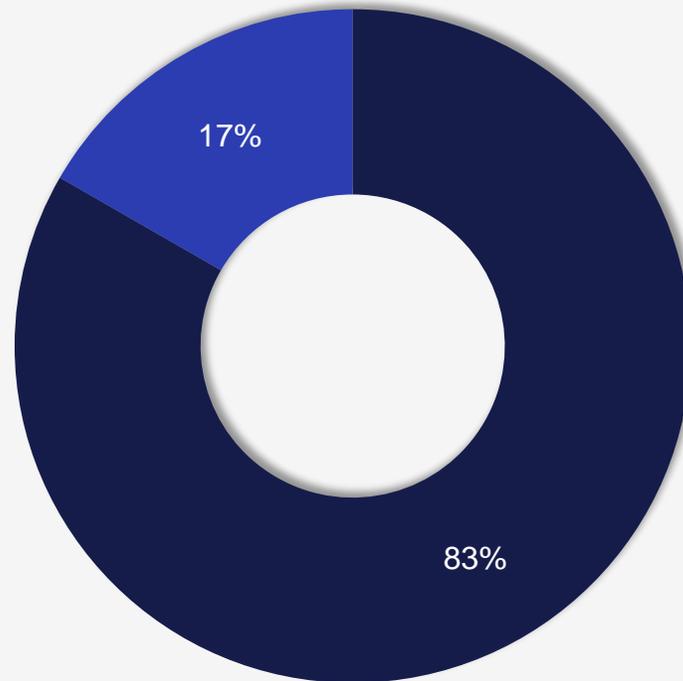


*Limited number of responses to this question

Trading Companies

Are foreign products attractive to US buyers?*

■ Yes ■ No



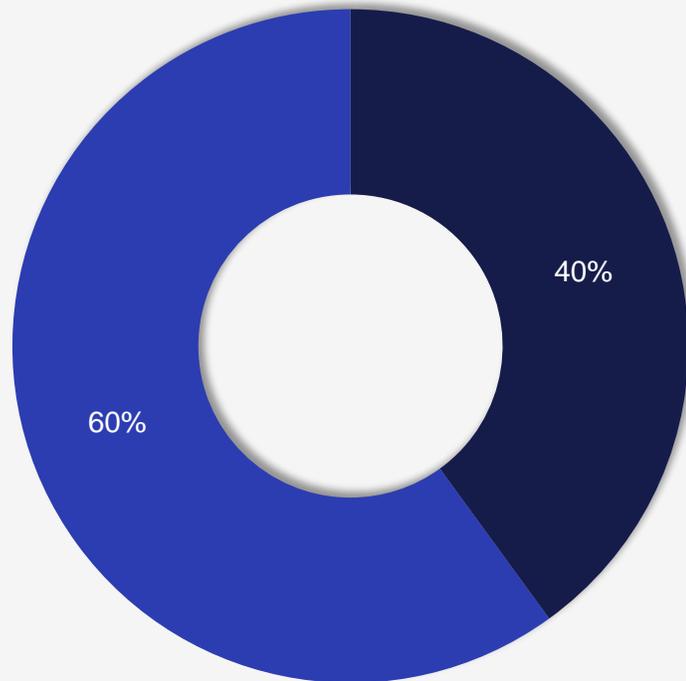
*Limited number of responses to this question

Trading Companies on Hot Rolled and Cold Rolled

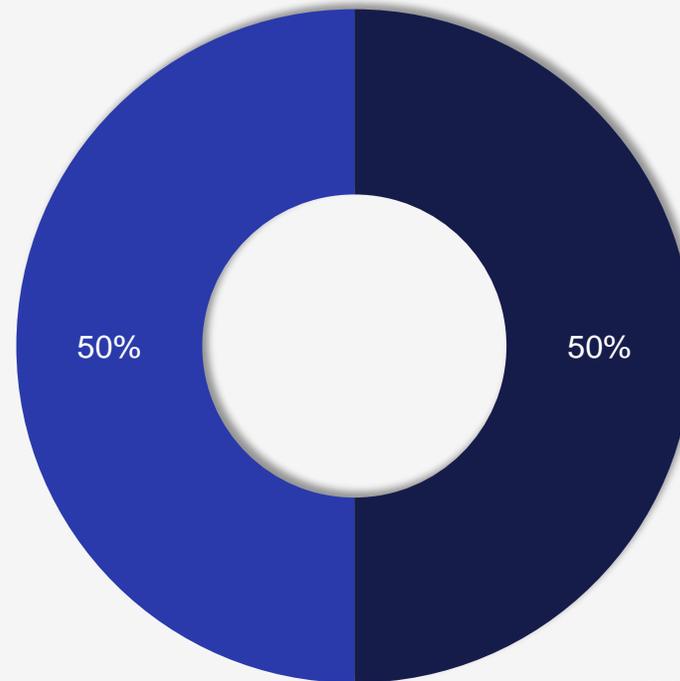
Are you able to offer pricing that attracts buyers right now?*

■ Yes ■ No

Hot-rolled coil



Cold-rolled coil

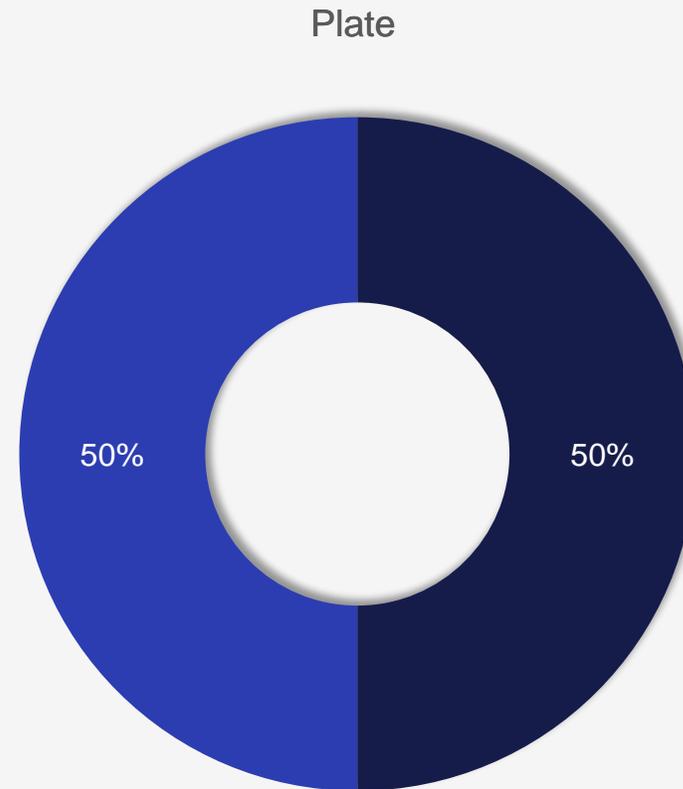
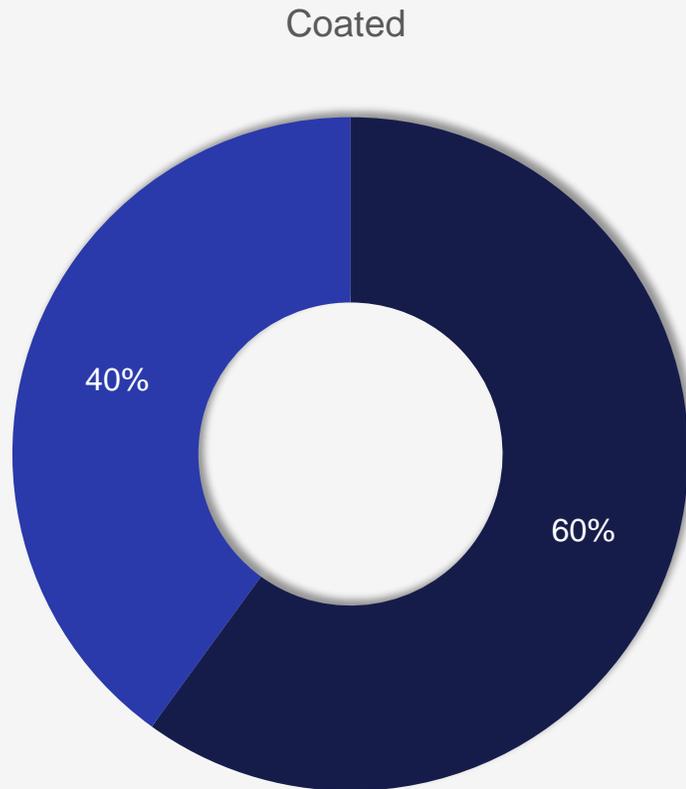


*Limited number of responses to this question

Trading Companies on Coated and Plate

Are you able to offer pricing that attracts buyers right now?*

■ Yes
 ■ No

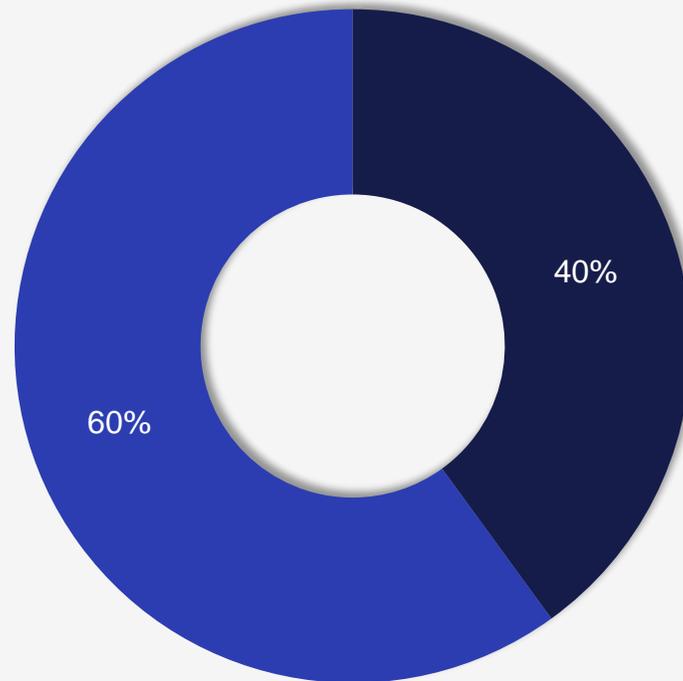


*Limited number of responses to this question

Steel Industry Suppliers

Has your business seen a change in demand this month compared to last month?*

■ Yes, increase in demand ■ No, steady demand ■ Yes, decline in demand

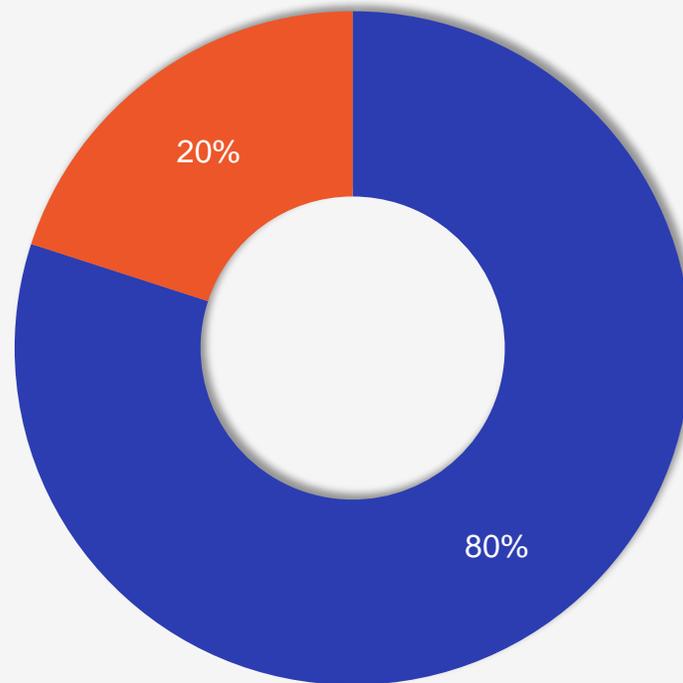


*Limited number of responses to this question

Steel Industry Suppliers

Will business levels be better, worse, or stable in the next 3-6 months?*

■ Better ■ Same ■ Worse

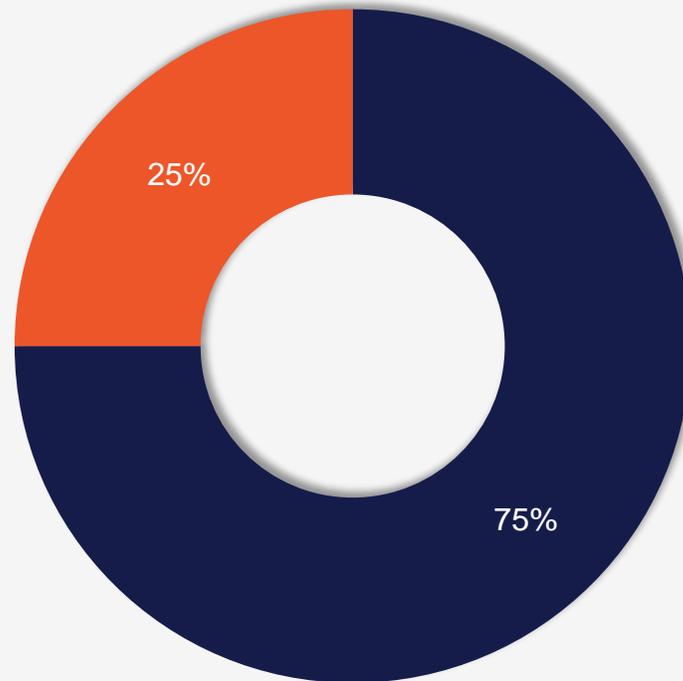


*Limited number of responses to this question

Steel Processors

Are business levels better, worse, or the same compared to last month?*

■ Better ■ Same ■ Worse

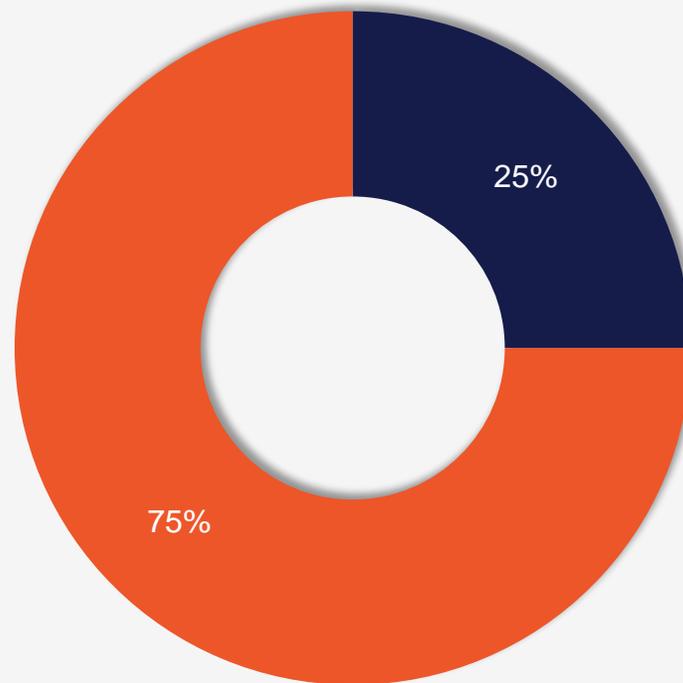


*Limited number of responses to this question

Steel Processors

Will business levels be better, worse, or stable in the next 3-6 months?*

■ Better ■ Same ■ Worse



*Limited number of responses to this question



Questions?

If you have any questions regarding the information presented here, please contact us at info@steelmarketupdate.com.

We always appreciate referrals. Tell your friends, suppliers, and customers to sign up for a free trial.

Contact Lindsey Fox at lindsey@steelmarketupdate.com or (724) 313-7748.

**When you need answers...
www.SteelMarketUpdate.com**

Look for our next survey on April 14, 2023

If you would like to participate in our survey, please contact david@steelmarketupdate.com

