



STEEL MARKET UPDATE

part of the  Group

SMU Flat Rolled Market Trends Analysis

Responses from our September 13-15, 2021 Market Survey



Steel Market Update



SMU Newsletter developed for active buyers & sellers of flat rolled steel.

Prices – Momentum – Trends – Analysis – with a guarantee

For more information visit www.SteelMarketUpdate.com



Steel 101 Workshop, Severstal Dearborn 2012

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

We invite over 500 companies to participate in our surveys.

Normal response rate is 100-150 individuals on any one survey.

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

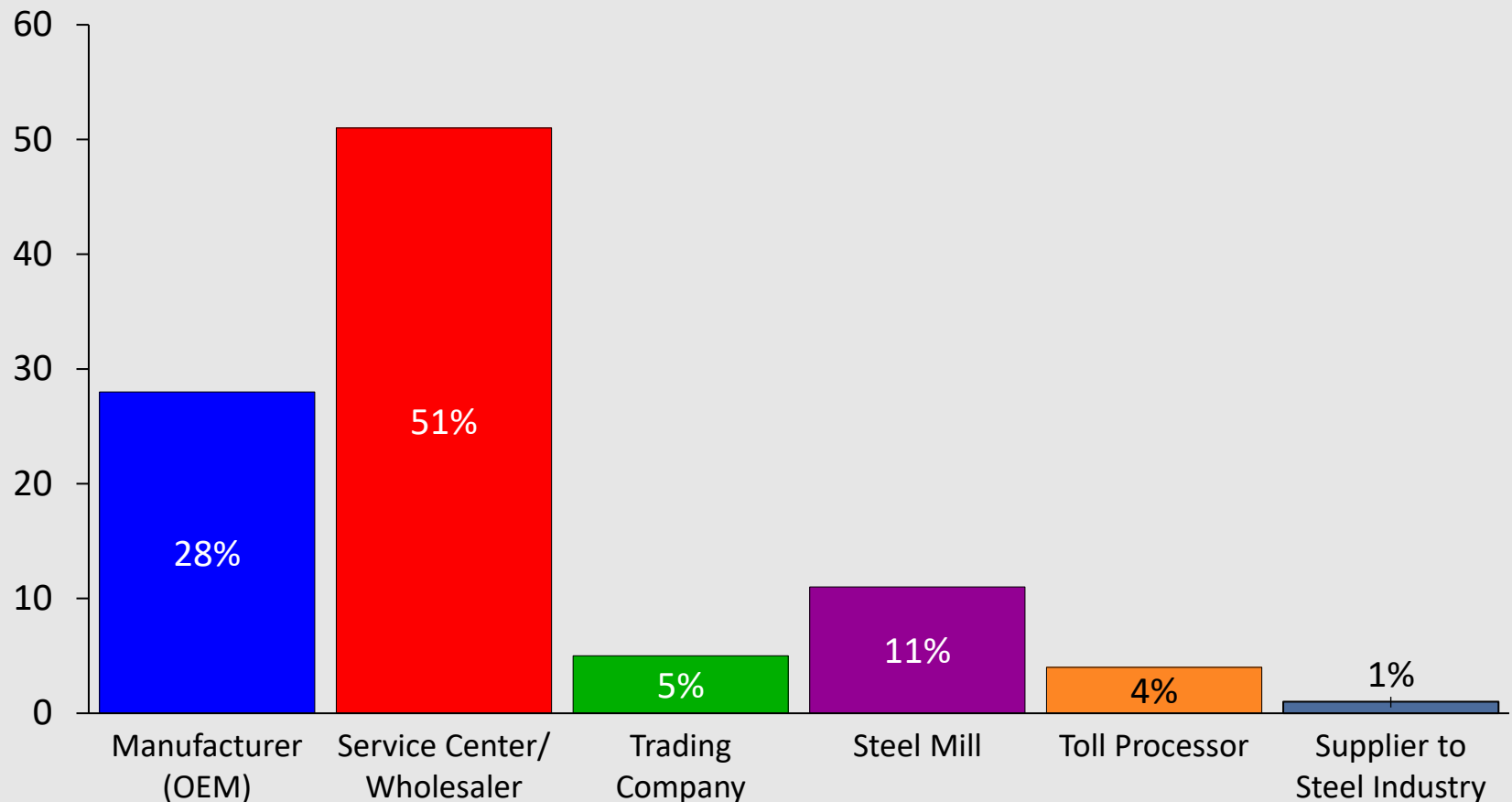
Upcoming SMU Events

Date	Event	Status	Venue
October 5-6	Steel 101 Workshop	Virtual	Online
November 2-3	Steel Hedging Workshop	Virtual	Online
February 14-16	Tampa Steel Conference	Live	Marriott Waterside Hotel Tampa, Florida

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

Survey Participants

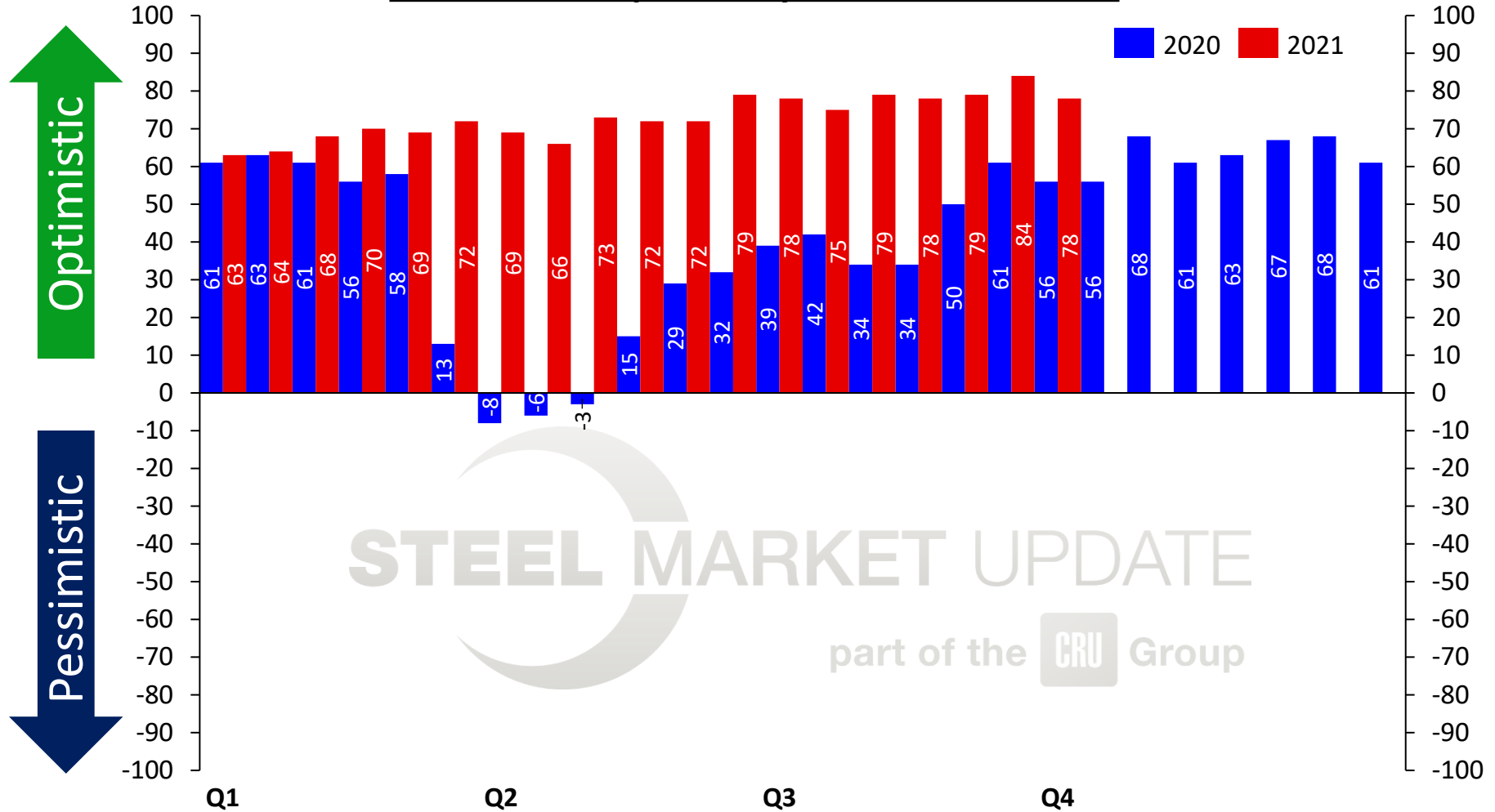
Our survey is by invitation only- Over 500 companies, mostly in the manufacturing or distribution industries, are asked to participate. Here are the percentages of participation in this week's survey by market sector.



SMU Buyers Sentiment Index

Down 6 points to +78

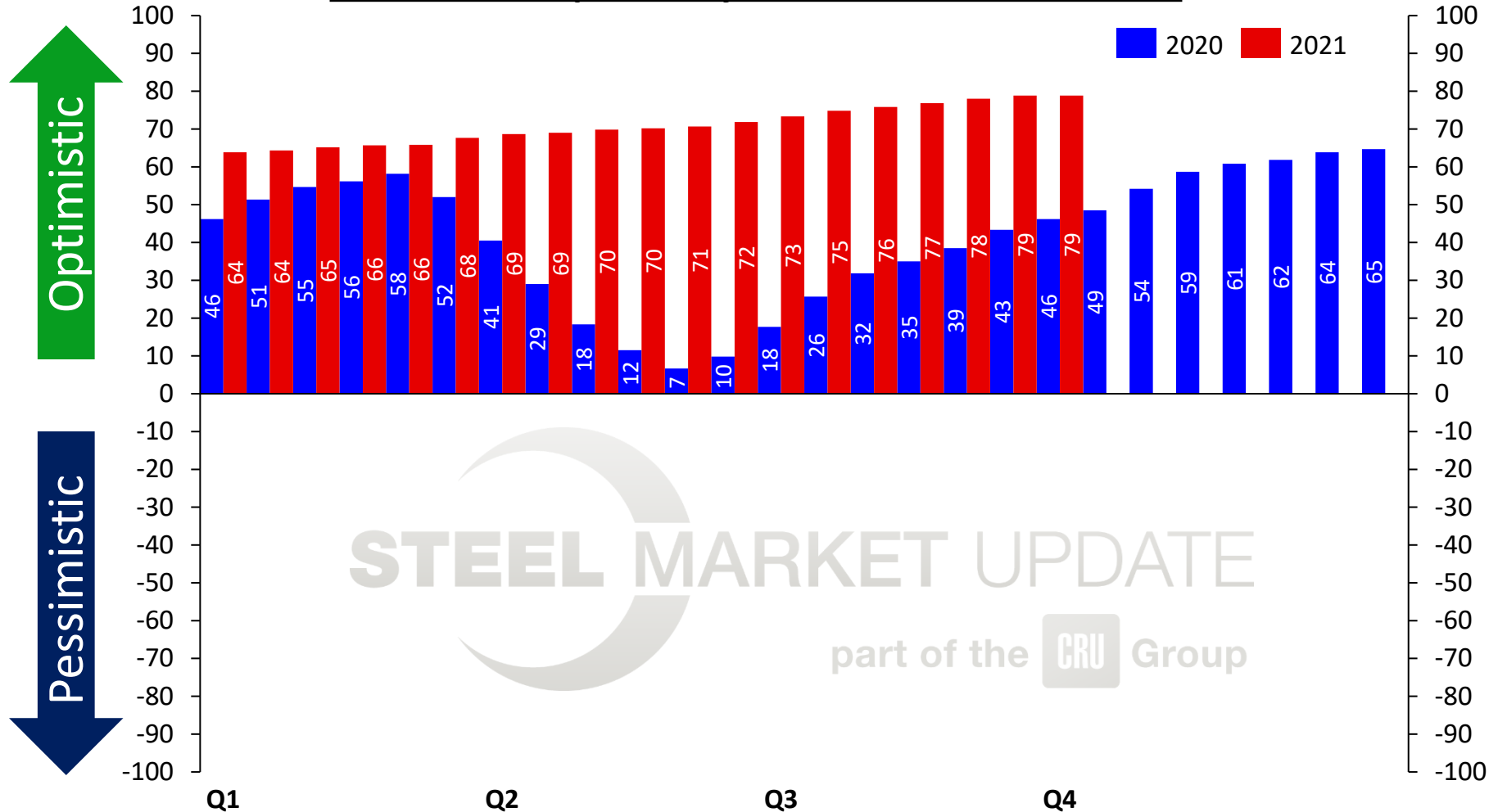
Steel Market Update Buyers Sentiment Index



SMU Buyers Sentiment Index

Three Month Moving Average at +78.83

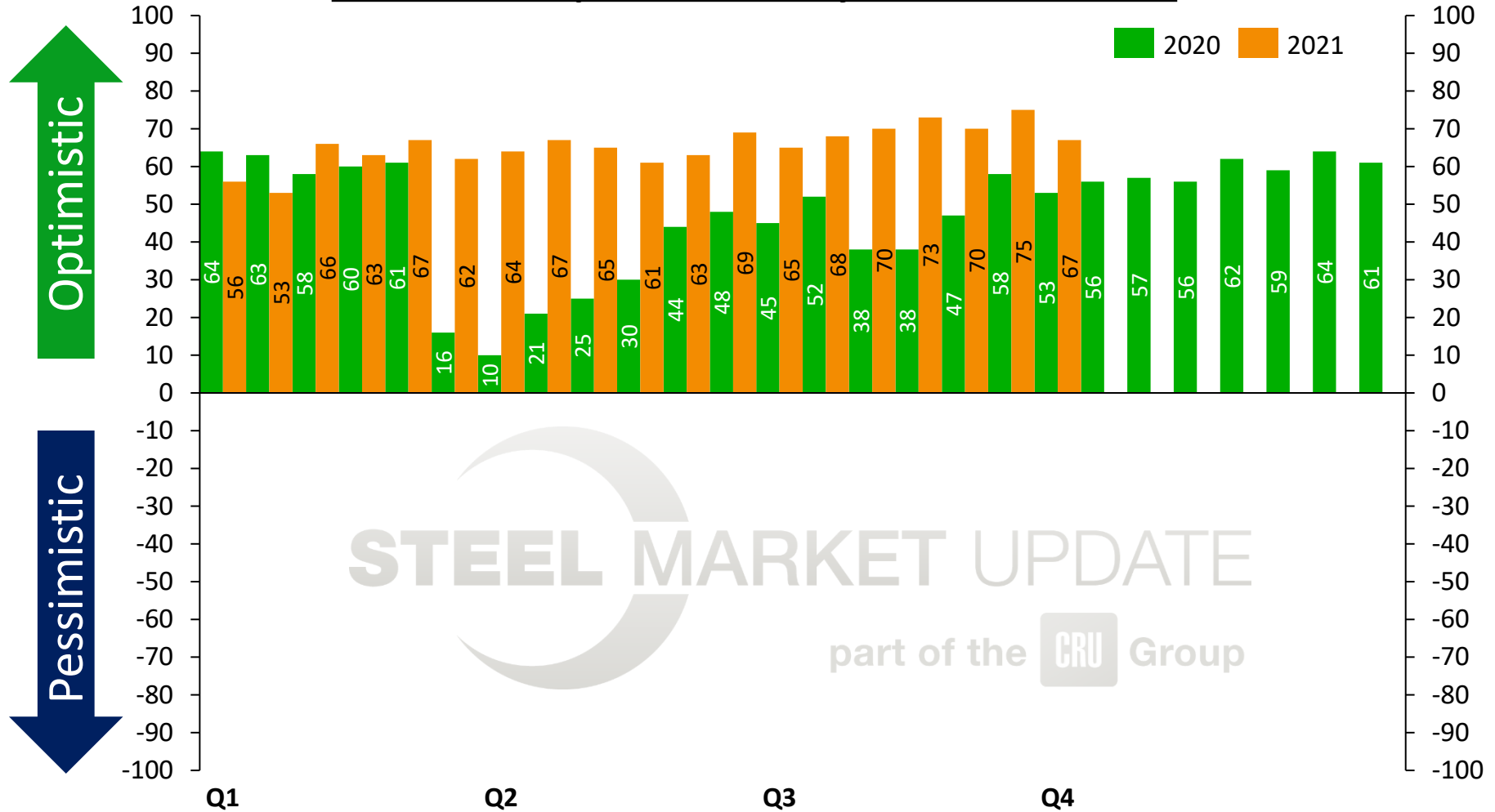
Steel Market Update Buyers Sentiment Index 3MMA



SMU Future Buyers Sentiment Index

Down 8 points to +67

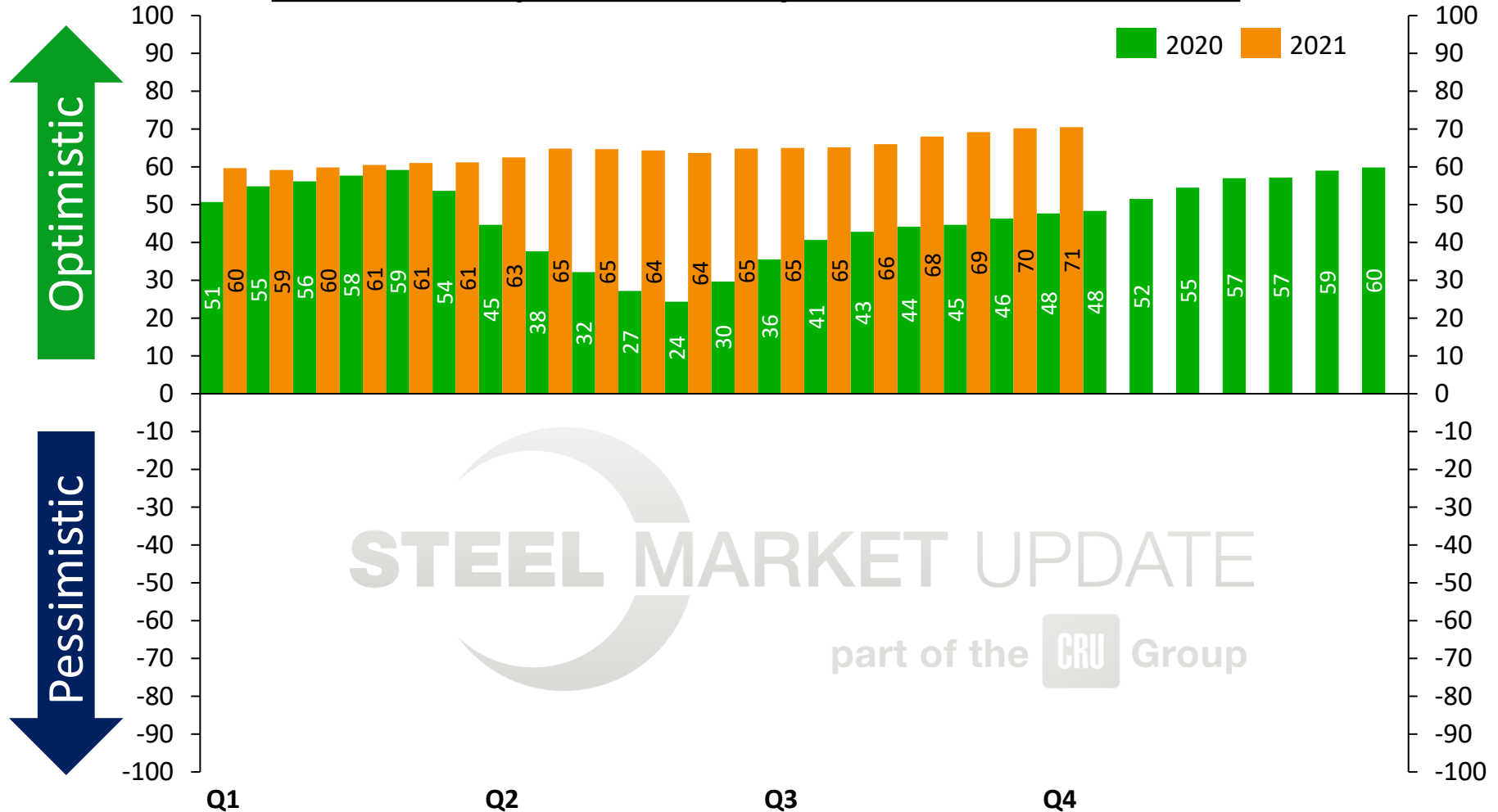
Steel Market Update Future Buyers Sentiment Index



SMU Future Buyers Sentiment Index

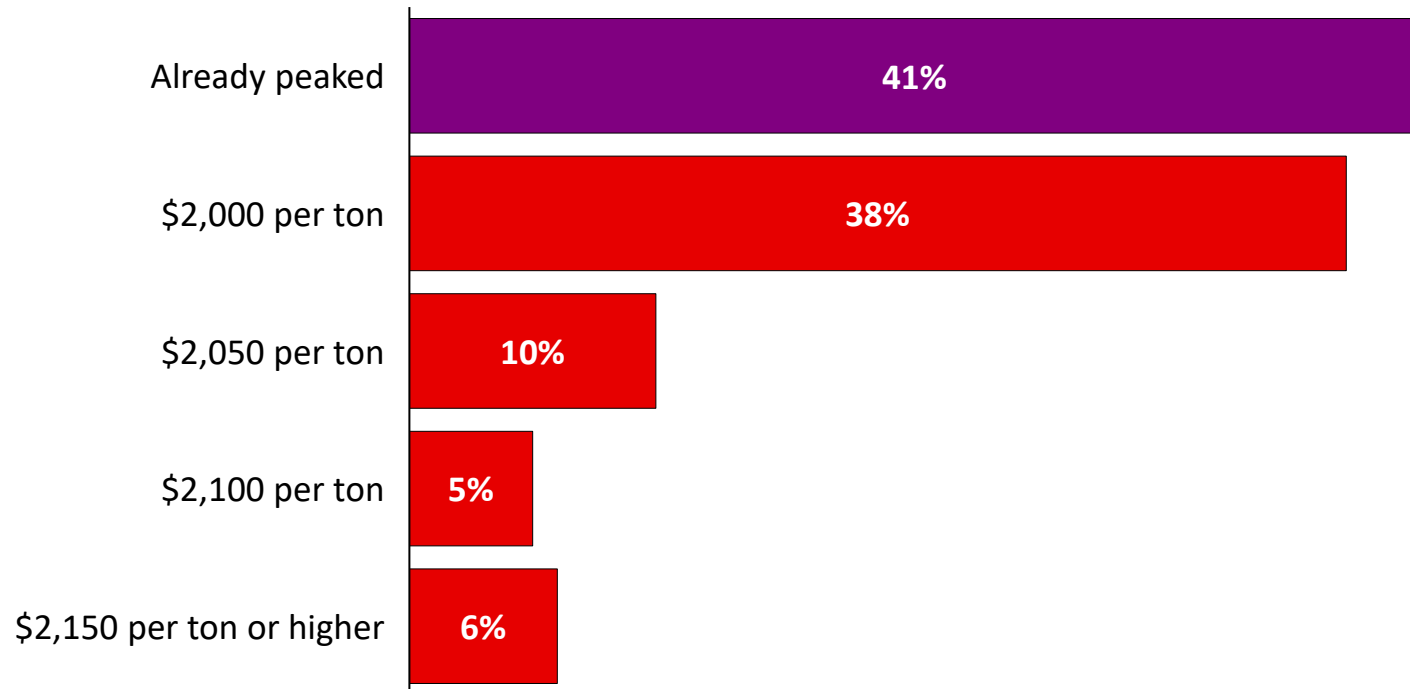
Three Month Moving Average at +70.50

Steel Market Update Future Buyers Sentiment Index 3MMA



HRC Price Peak

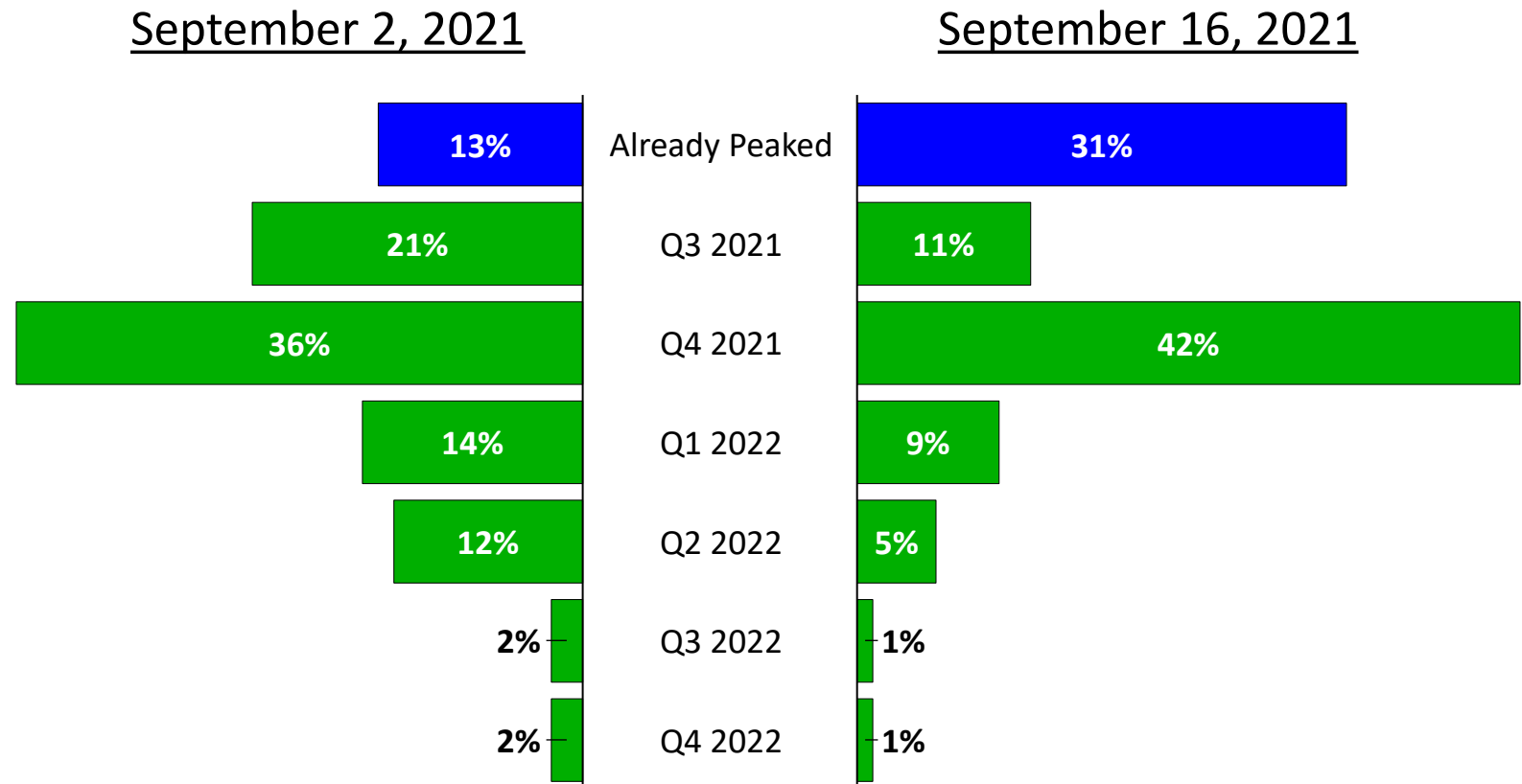
Hot rolled coil prices average \$1,955* per ton.
Where do you think HRC prices will peak?



* As of Monday, September 13, 2021; the latest SMU HR average is \$1,950 per ton

When Will Prices Peak?

When do you think prices will peak?

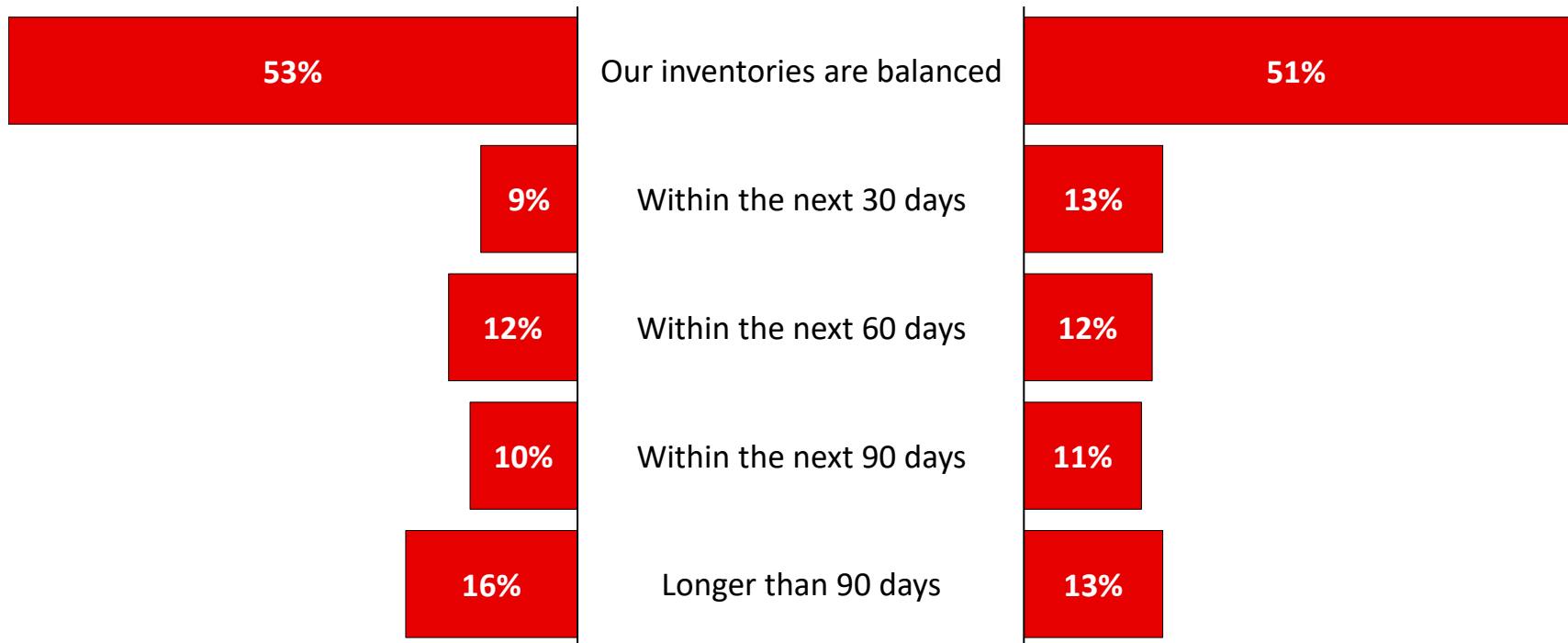


Inventory Levels

When will your inventories become balanced or at a comfortable level given current market conditions?

September 2, 2021

September 16, 2021

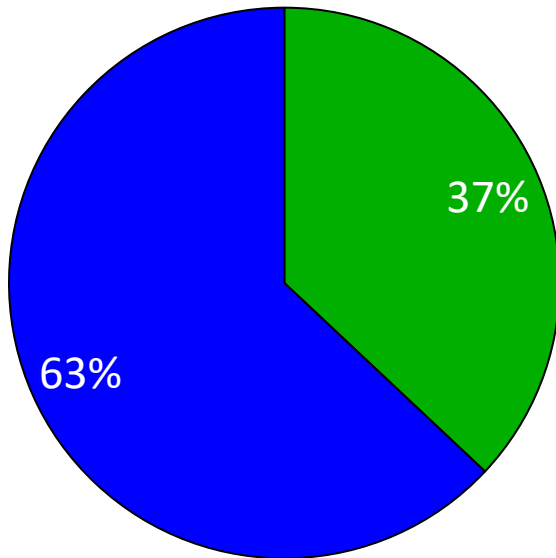


Mill Availability

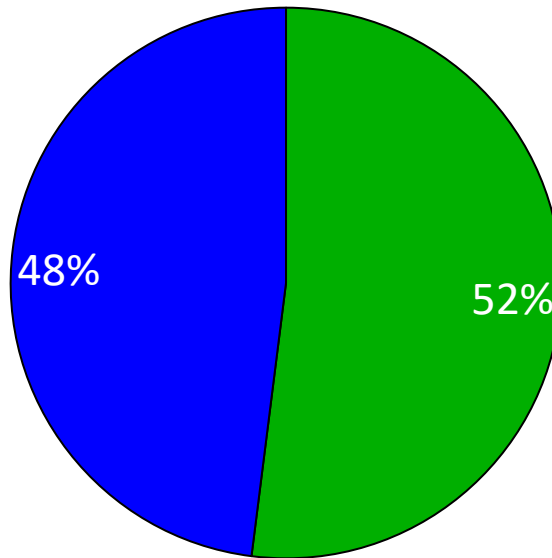
Are you seeing more availability from domestic mills?

Yes No

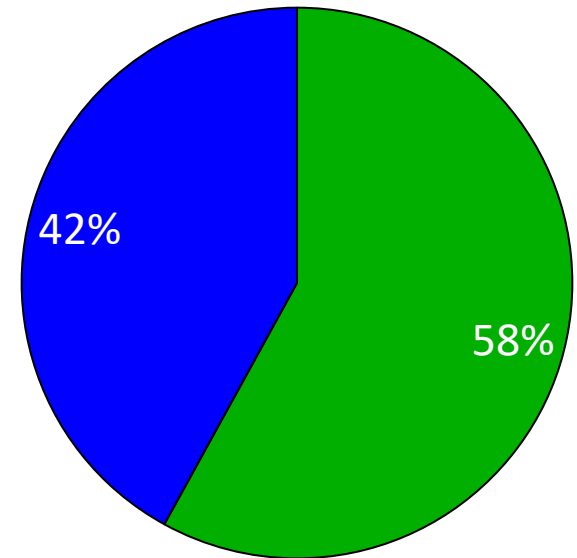
August 19, 2021



September 2, 2021

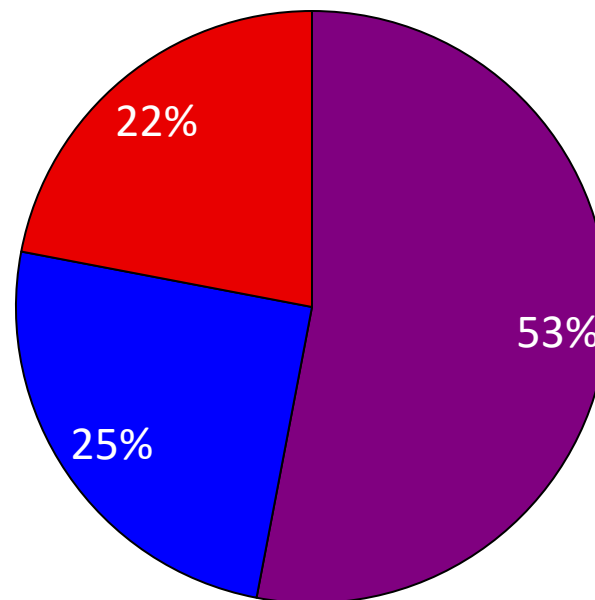


September 16, 2021



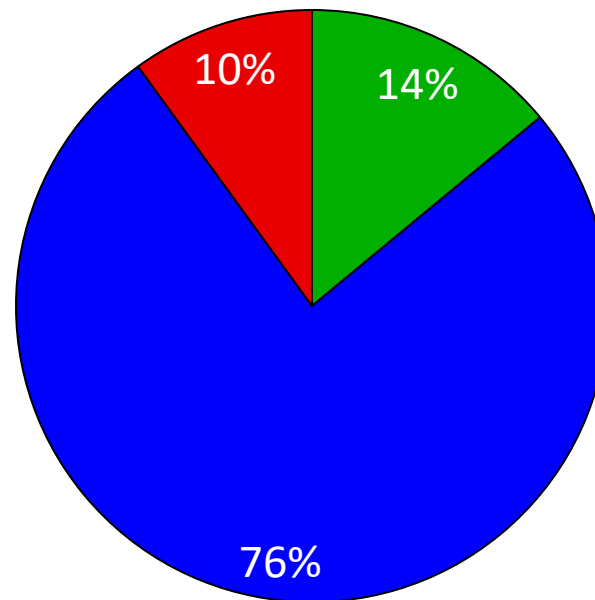
With imports currently more than \$500/ton cheaper than domestic prices, is the reward worth the risks of ordering foreign steel?

■ Yes ■ No ■ Unsure



How are you seeing demand for your products?

- Demand is improving
- Demand is remaining the same
- Demand is declining

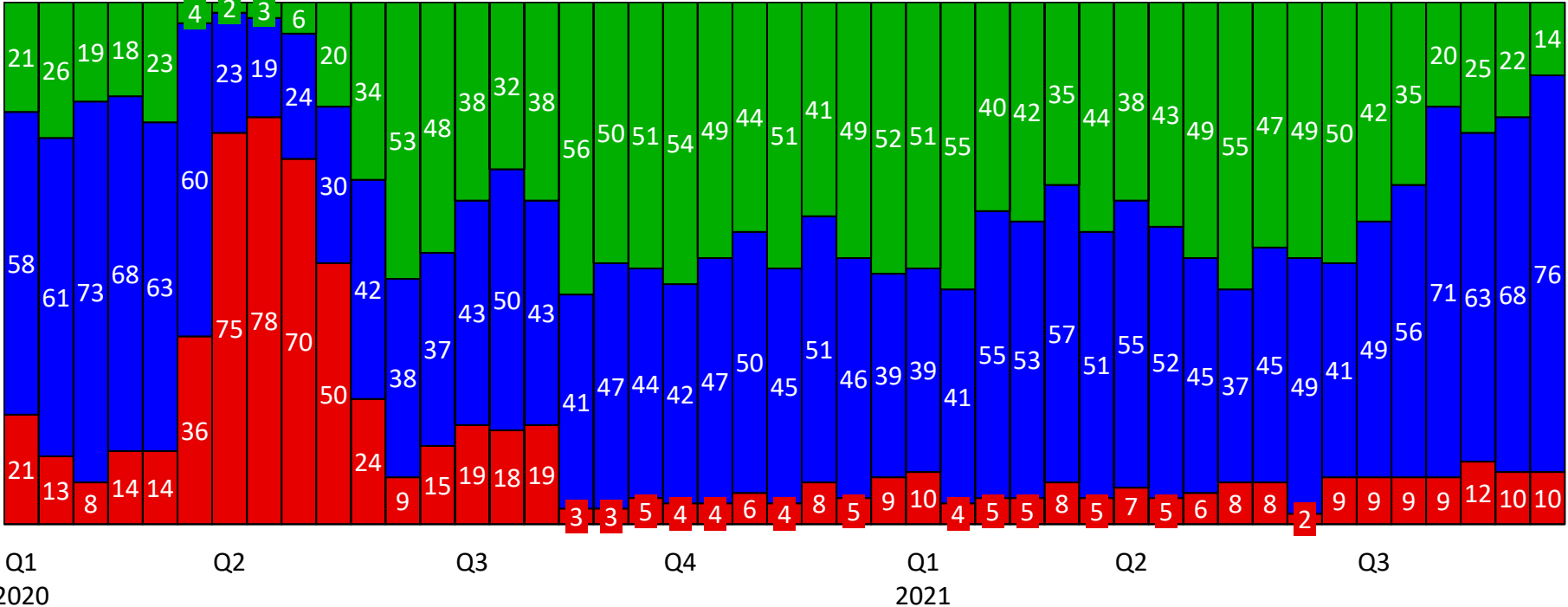


Overall Demand History

How are you seeing demand for your products?

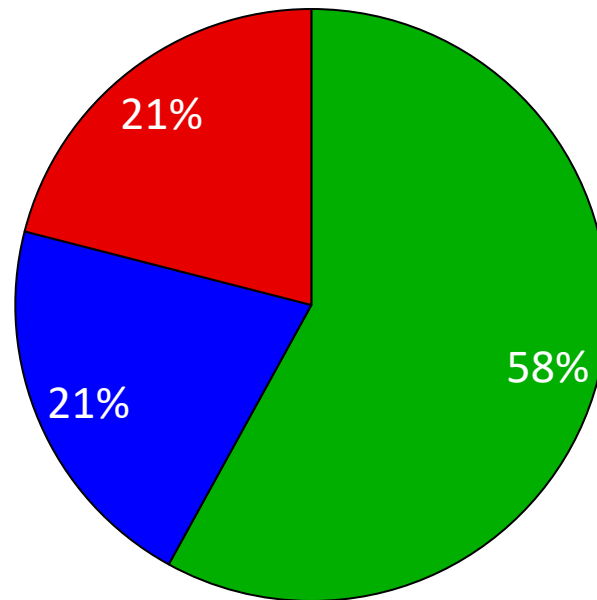
- Demand is improving
- Demand is remaining the same
- Demand is declining

out of 100%



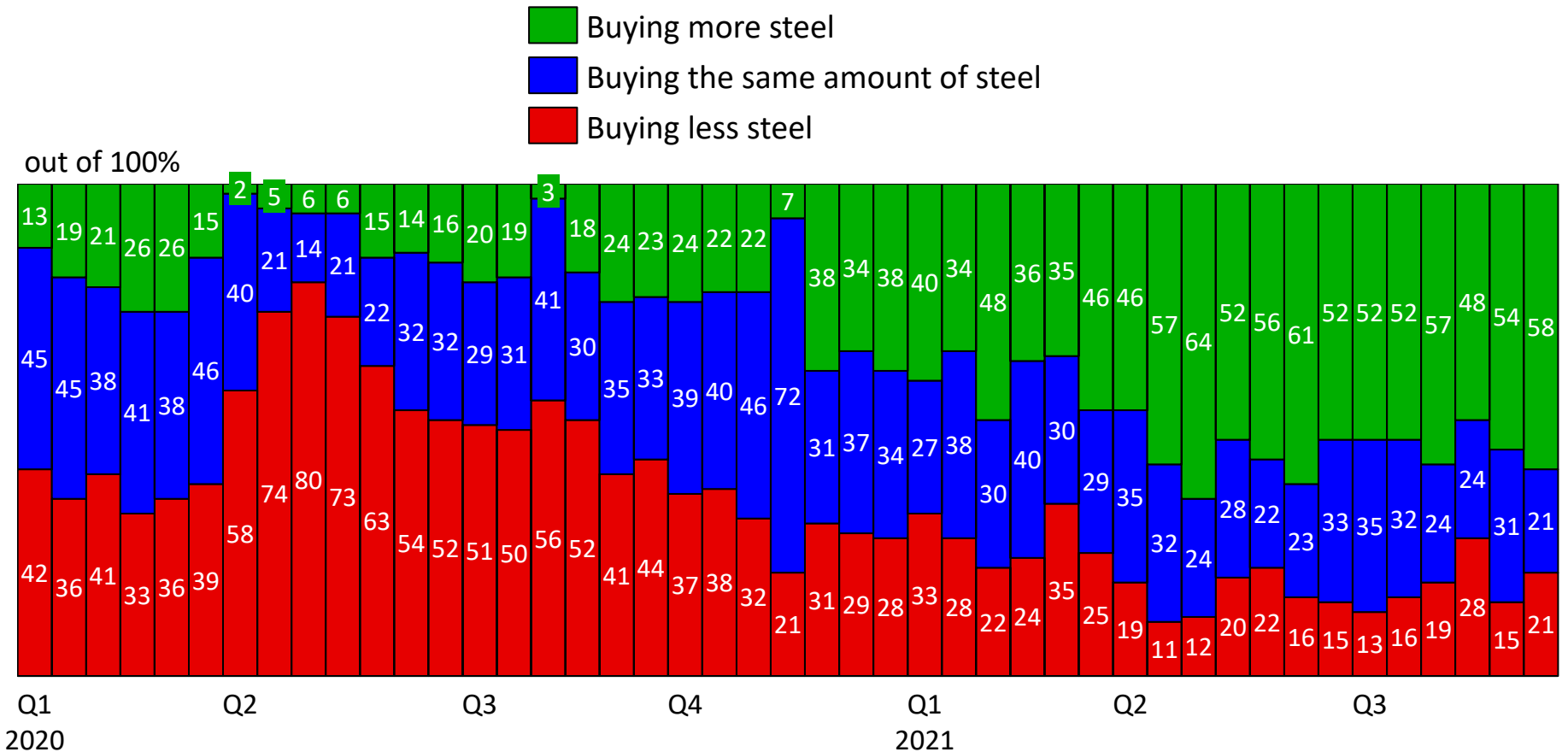
Manufacturers- Compared to this time last year –
is your company buying more, less or the same
amount of flat rolled steel as one year ago?

- Buying more steel
- Buying the same amount of steel
- Buying less steel



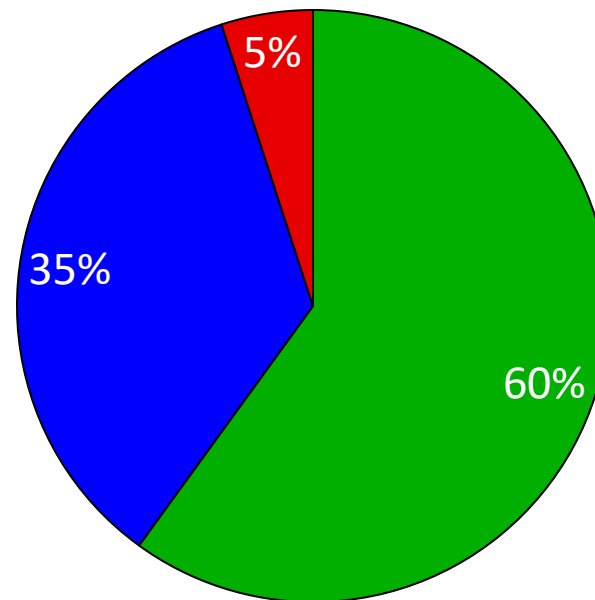
History of Manufacturer Purchases

Manufacturers- Compared to this time last year –
is your company buying more, less or the same
amount of flat rolled steel as one year ago?



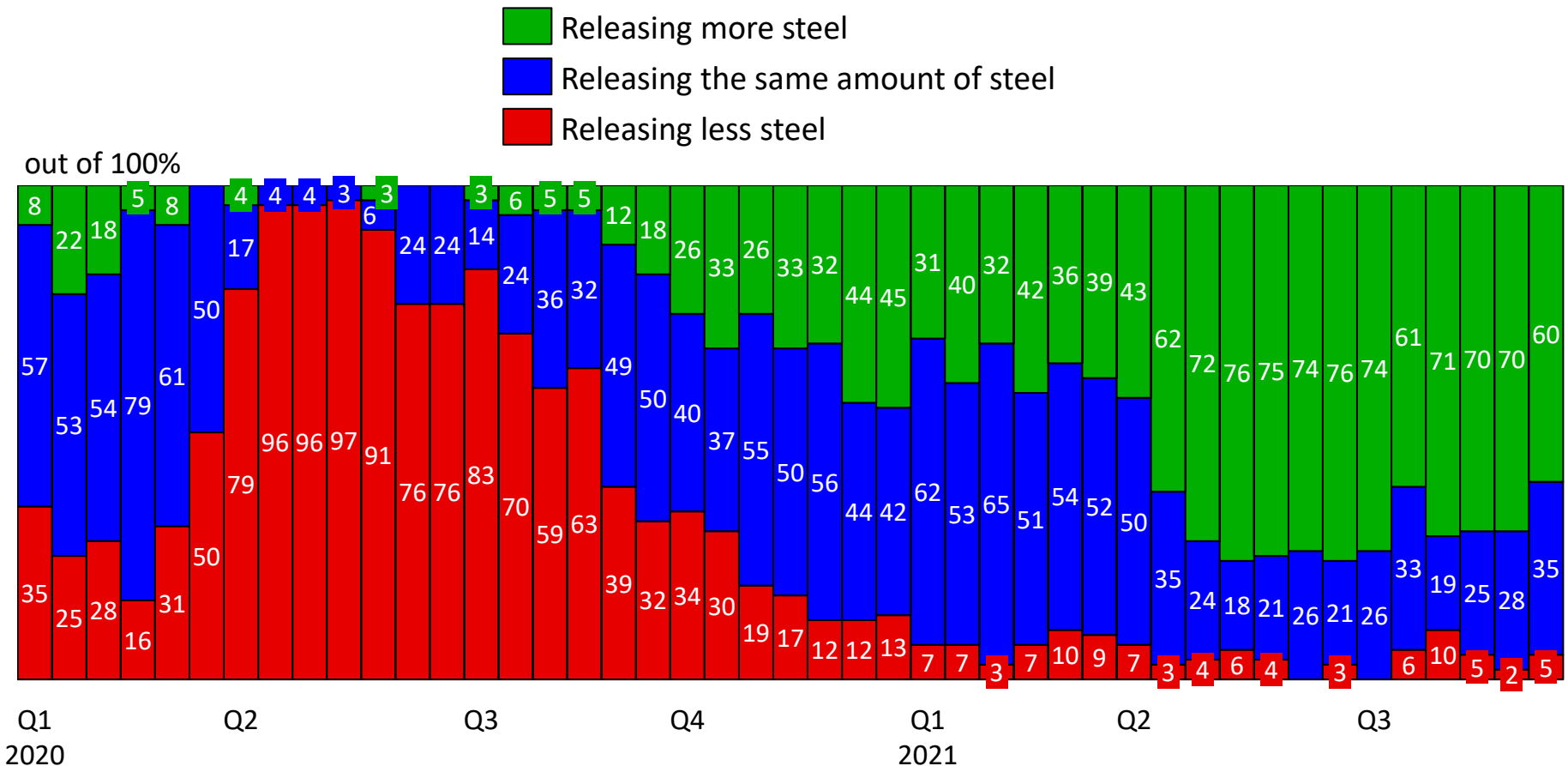
Service Centers- How do you see your customers releases (demand) for the products your company provides this year compared to this time last year?

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



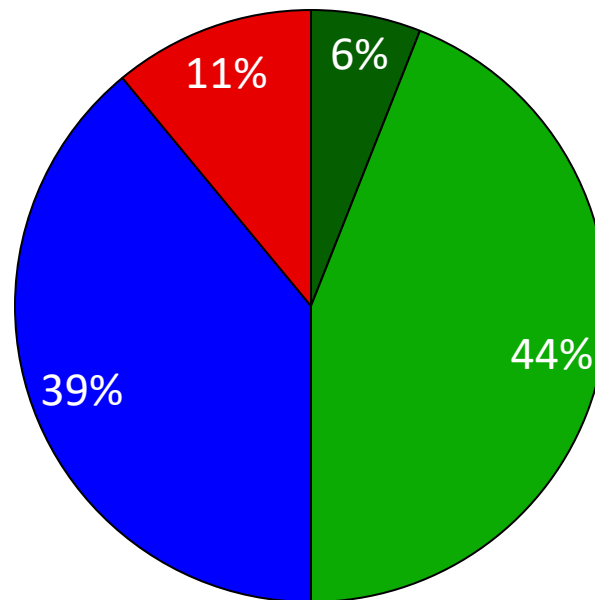
Service Center Release History

Service Centers- How do you see your customers releases (demand) for the products your company provides this year compared to this time last year?



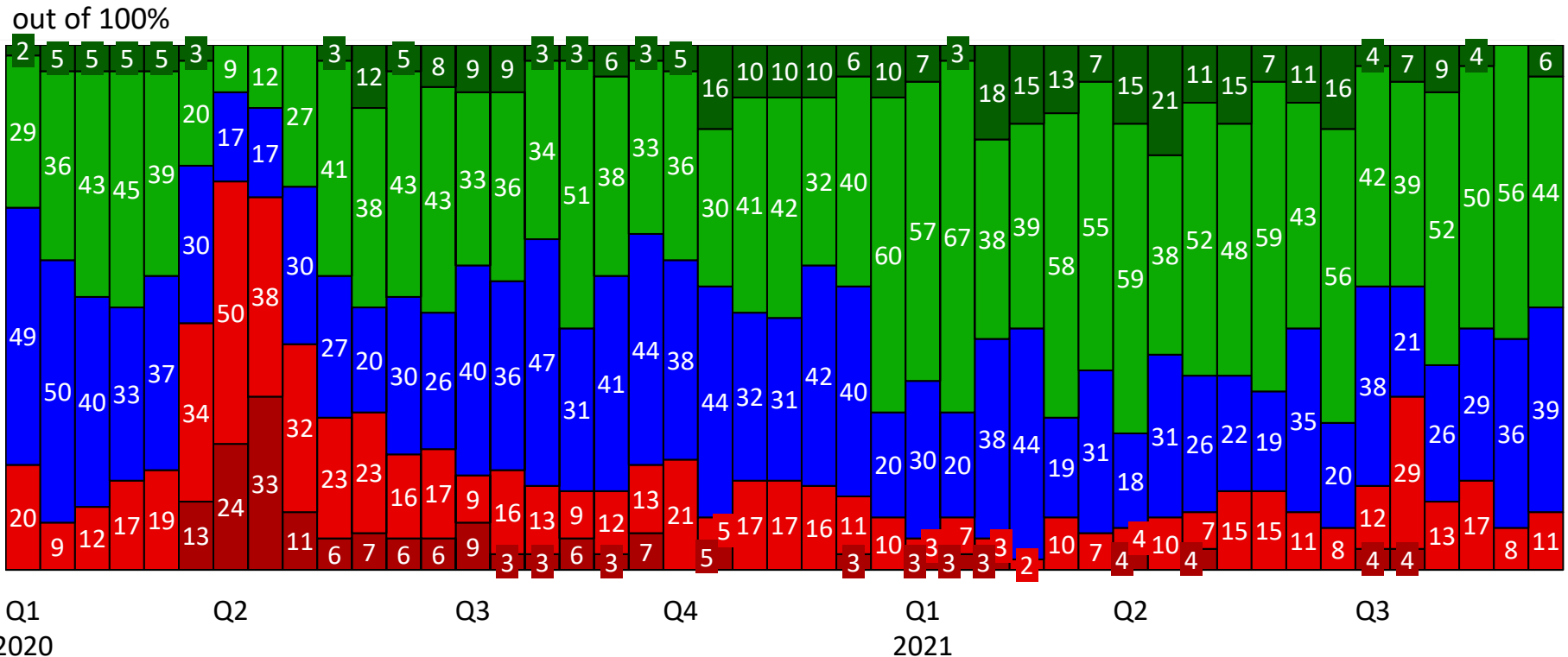
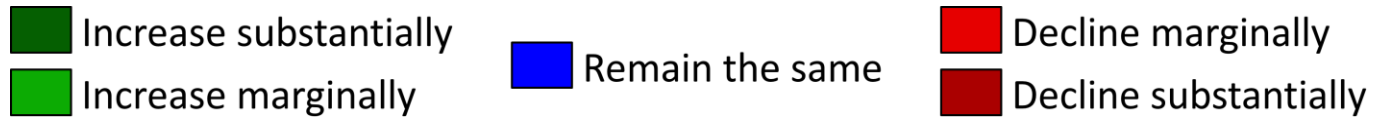
Manufacturers- Demand for your products will _____
over the next 3 months based on current order flows.

- Increase substantially
- Increase marginally
- Remain the same
- Decline marginally
- Decline substantially



Manufacturer Demand History

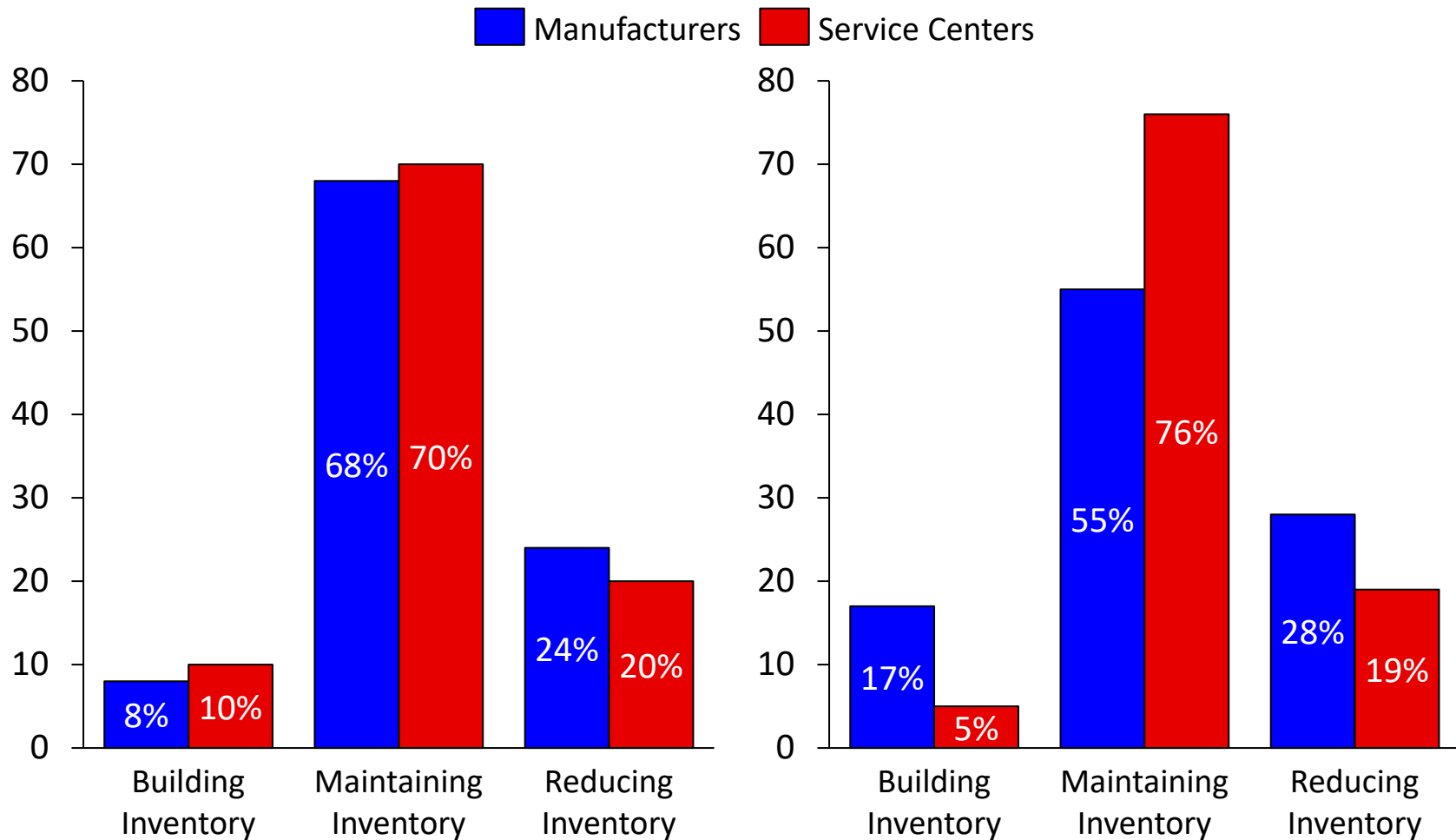
Manufacturers- Demand for your products will _____
over the next 3 months based on current order flows.



Manufacturer and Service Center Inventory Buying Patterns

September 2, 2021

September 16, 2021



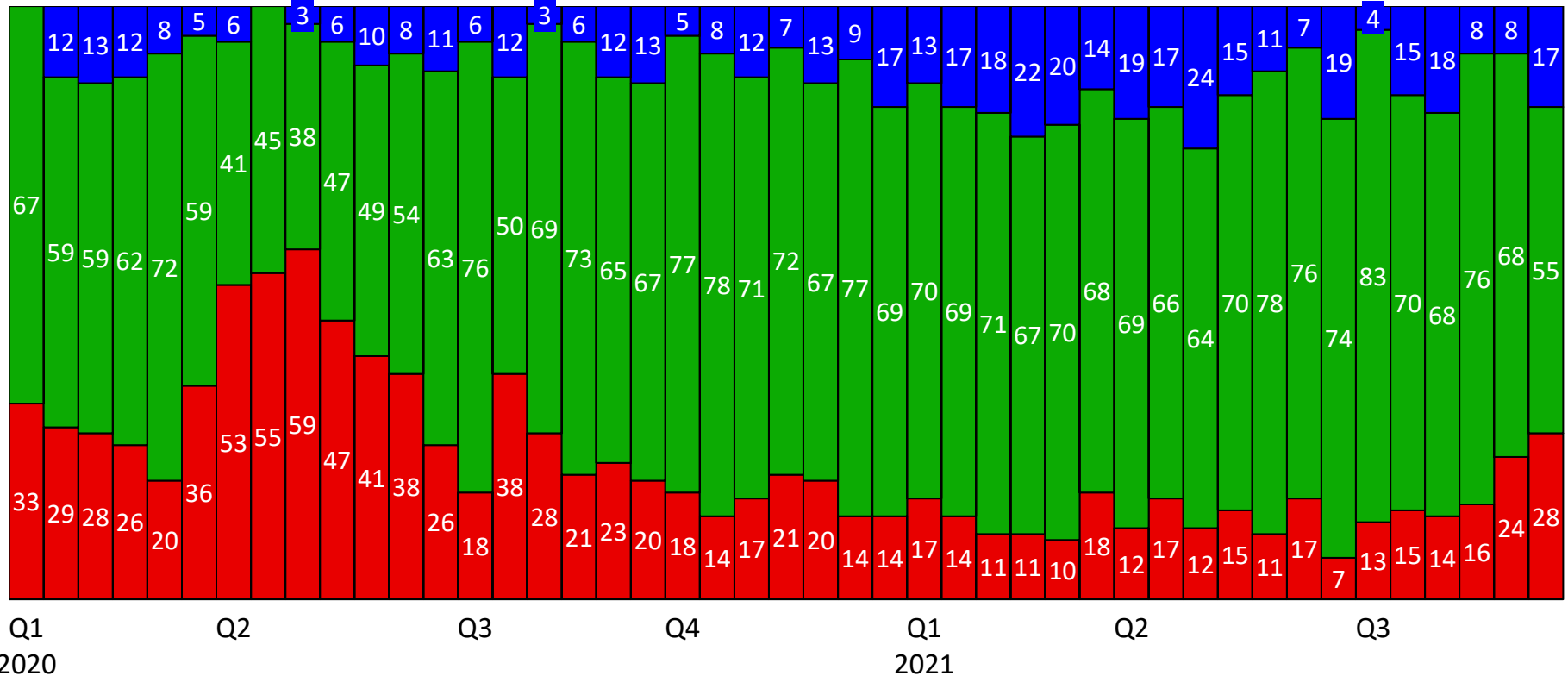
© Steel Market Update 2021

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%

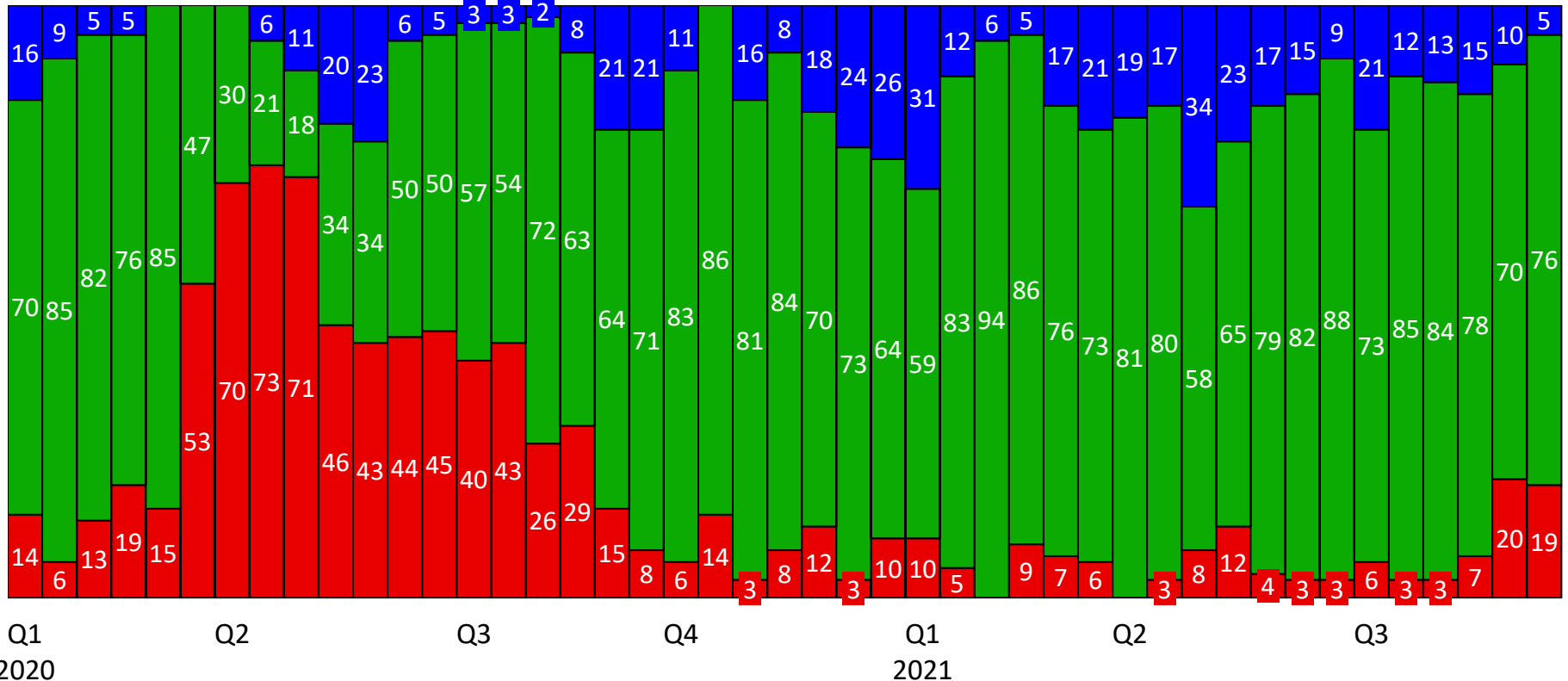


Service Center Inventory Buying History

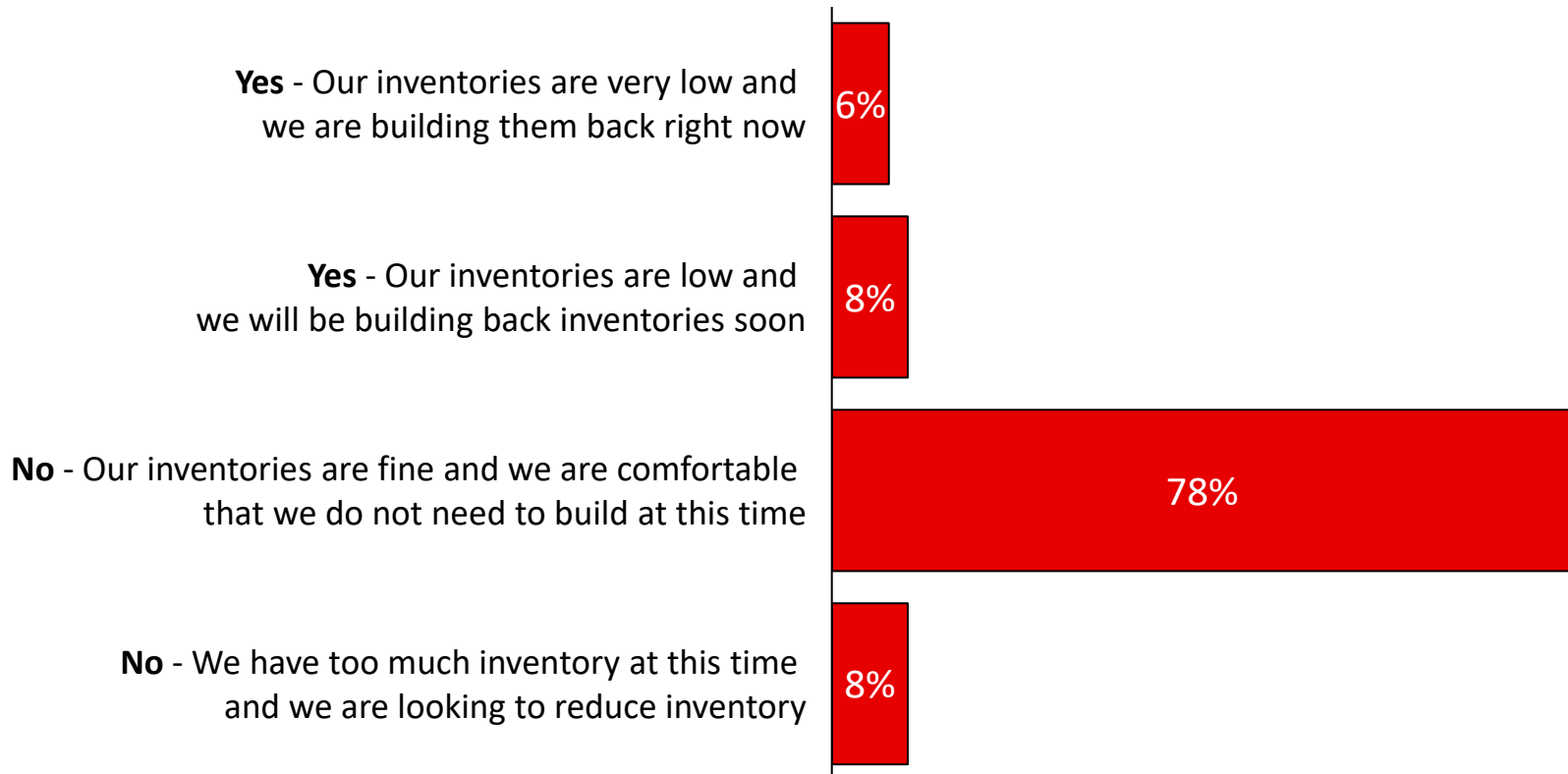
Service Centers- Is your company building, reducing or maintaining its flat rolled steel inventory?

■ Building Inventory
 ■ Maintaining Inventory
 ■ Reducing Inventory

out of 100%



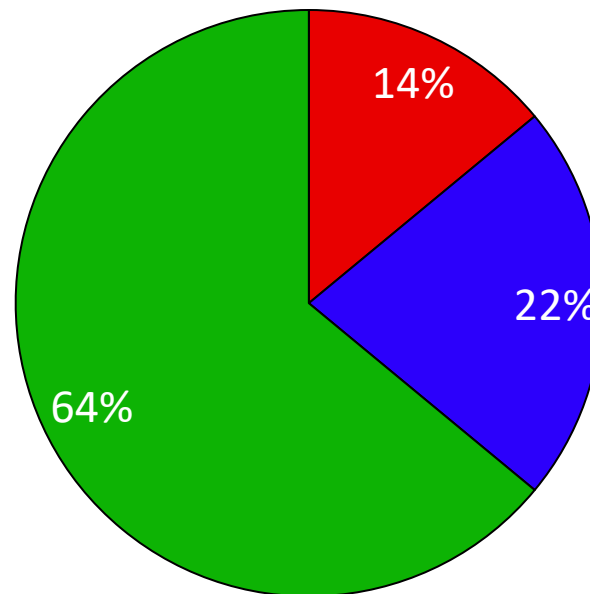
Service Centers- Does your company need to build back inventories or are you comfortable with the levels you are holding on your floor?



Manufacturer's 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 are seeing prices decreasing from our service centers
- We are seeing prices stable from our service centers
- We are seeing prices rising from our service centers

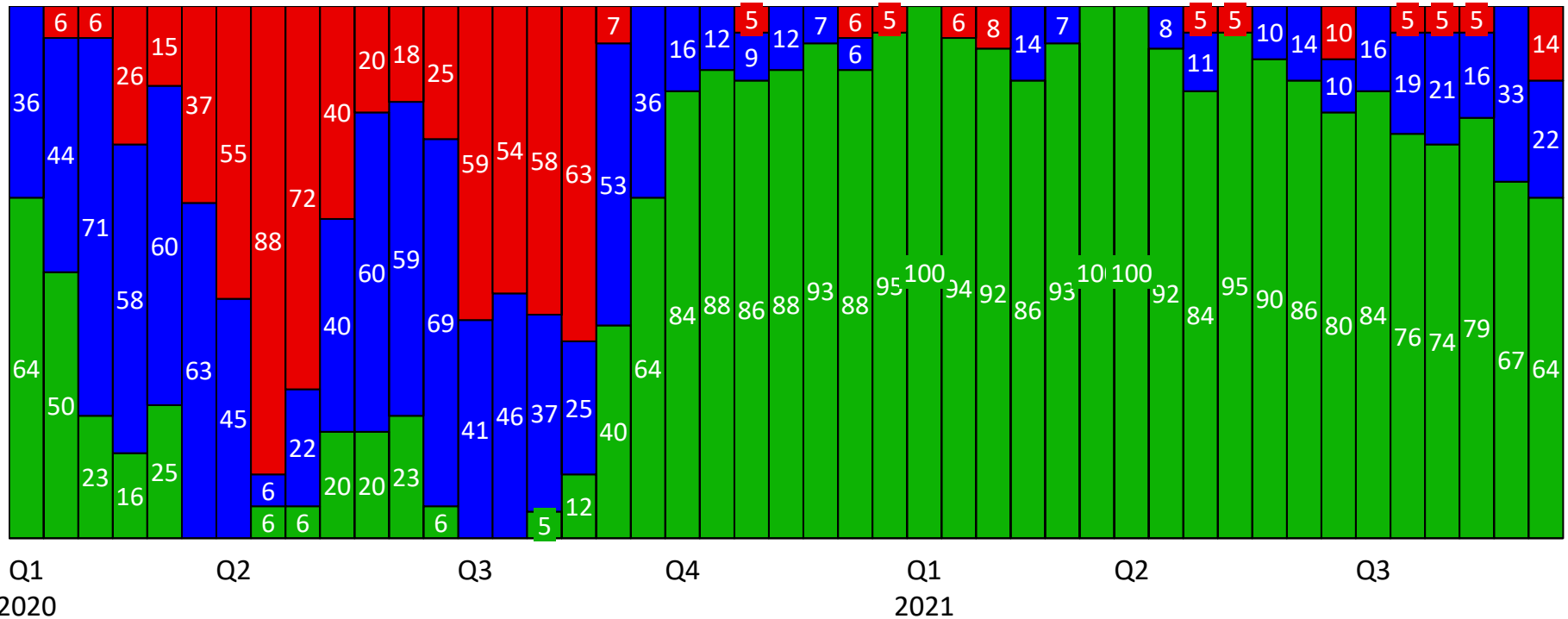


Manufacturer's View of Service Center Selling Prices History

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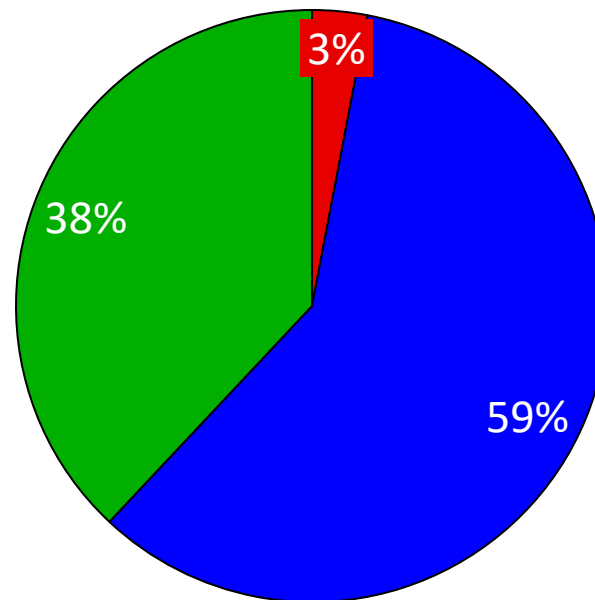
- We are seeing prices decreasing from our service centers
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out of 100%

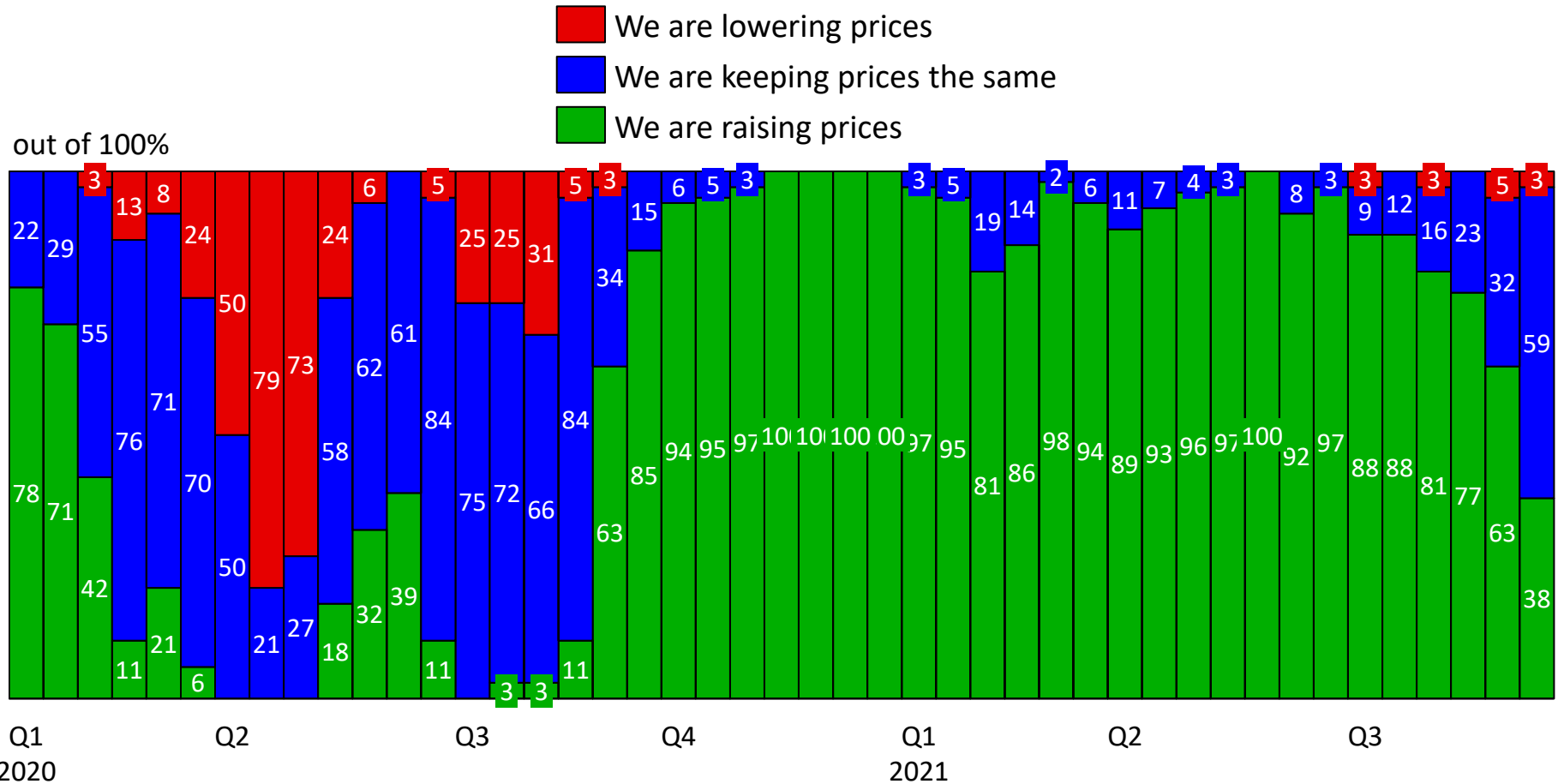


Service Centers- Compared to two weeks ago, how is your company handling spot pricing to your customers at this time?

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

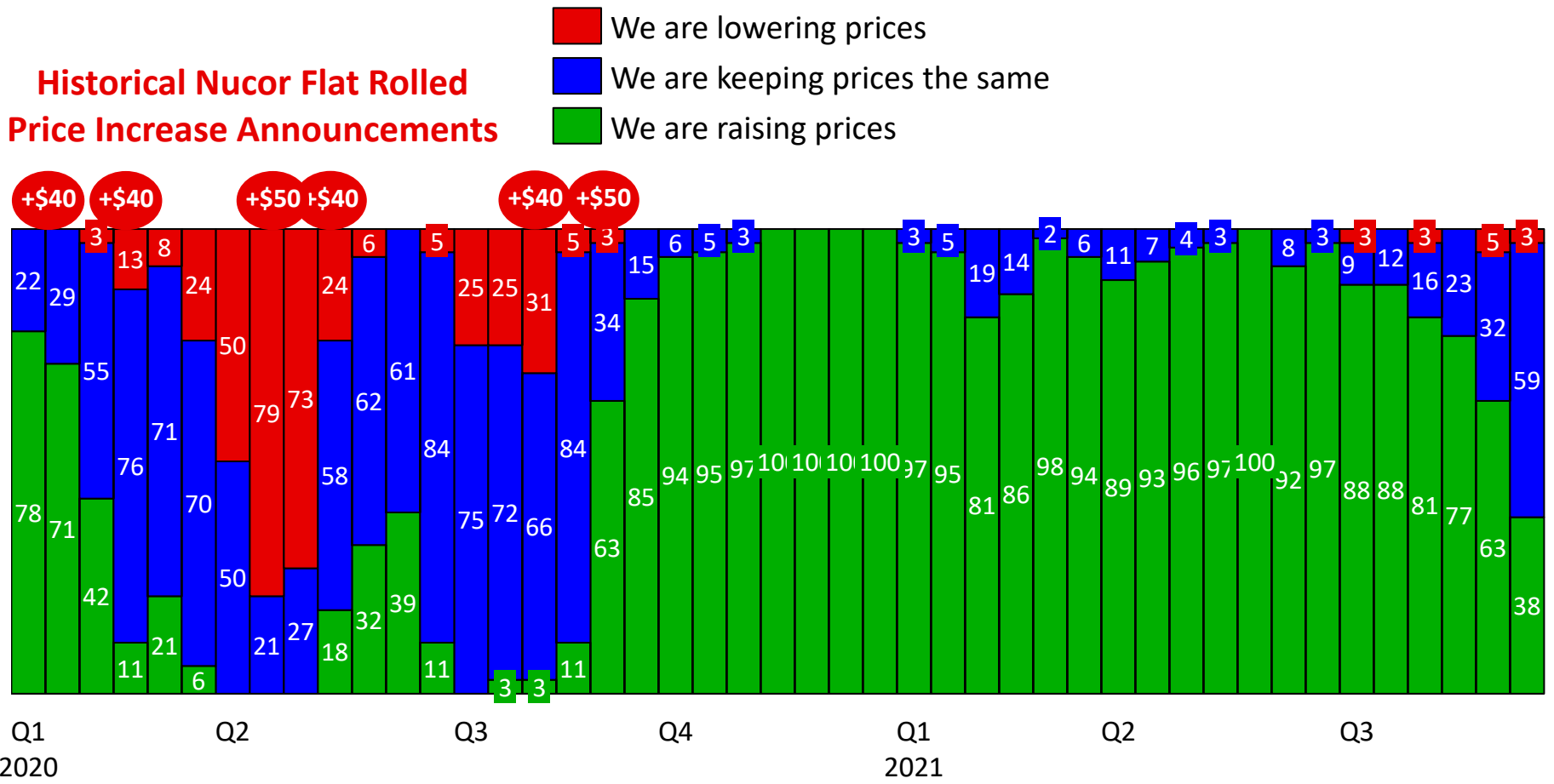


Service Centers- Compared to two weeks ago, how is your company handling spot pricing to your customers at this time?



Service Center View of Selling Prices History

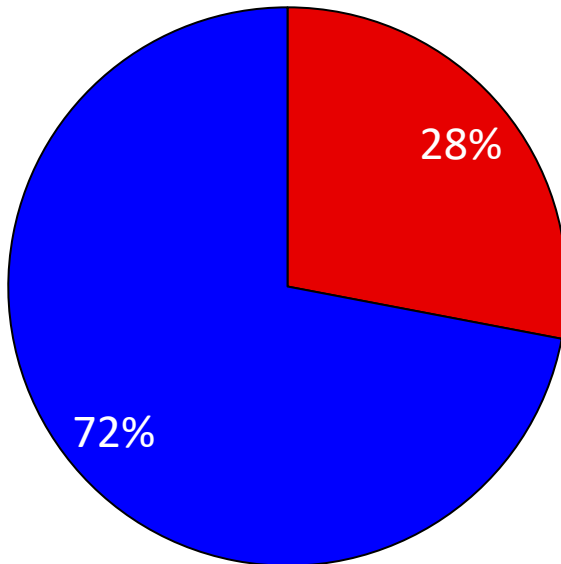
Service Centers- Compared to two weeks ago, how is your company handling spot pricing to your customers at this time?



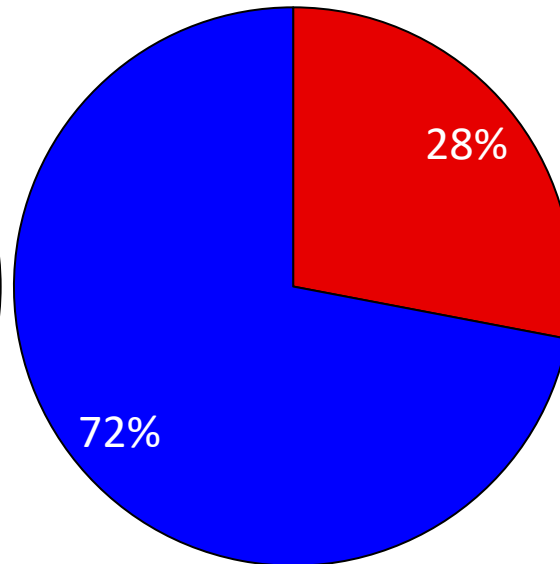
Service Centers- Are you having any difficulties in passing along the new higher prices to your customers?

Yes No

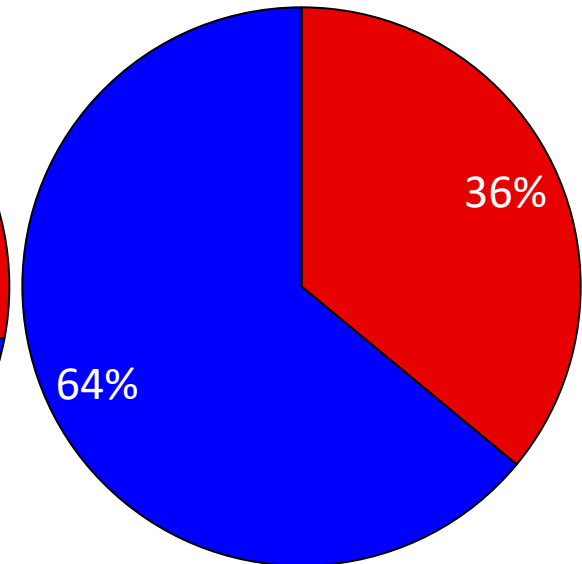
August 19, 2021






September 2, 2021

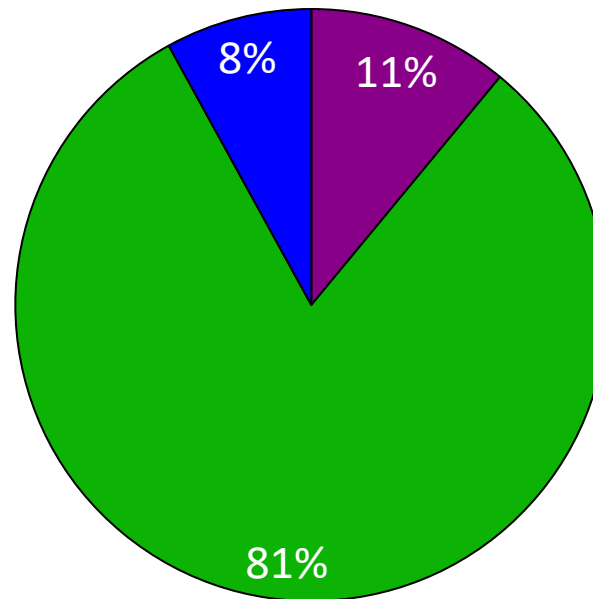


September 16, 2021



Service Centers- Are your manufacturing customers increasing orders, keeping them the same or reducing orders at this time?

-  Our manufacturing customers are increasing orders
-  Our manufacturing customers are maintaining their orders
-  Our manufacturing customers are reducing their orders

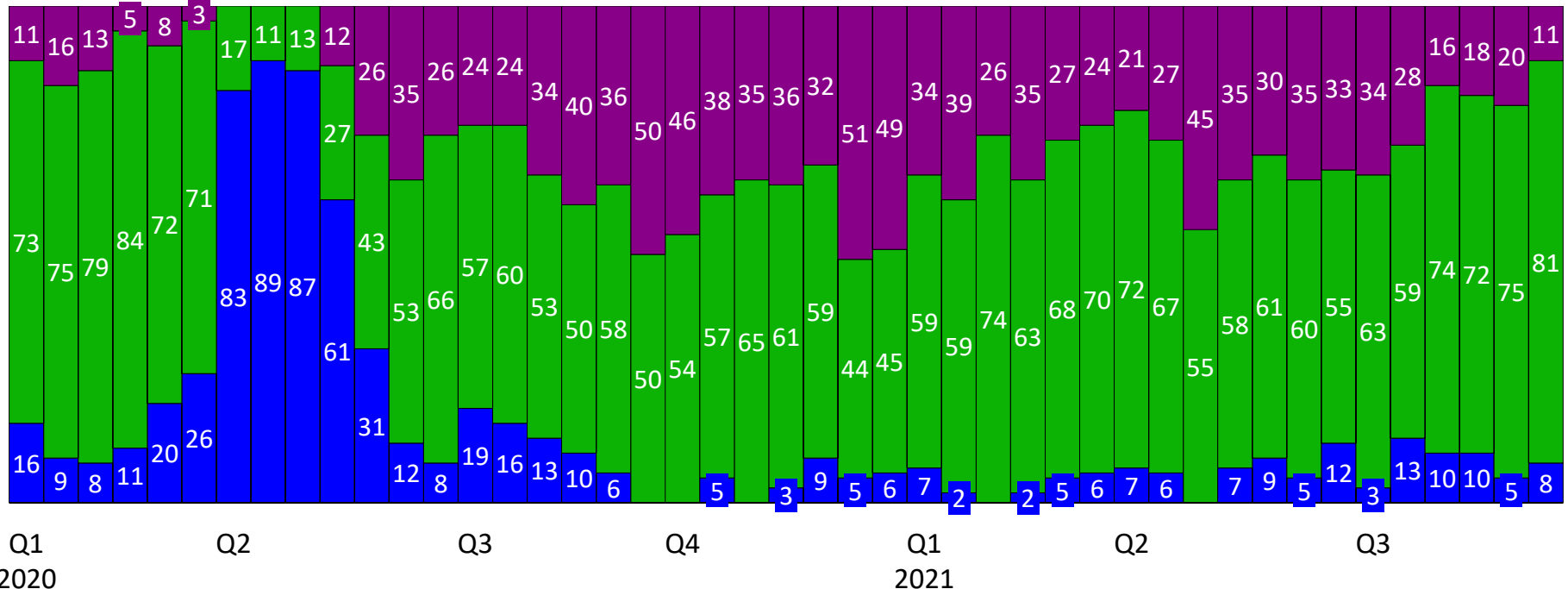


Service Centers on Manufacturer Orders History

Service Centers- Are your manufacturing customers increasing orders, keeping them the same or reducing orders at this time?

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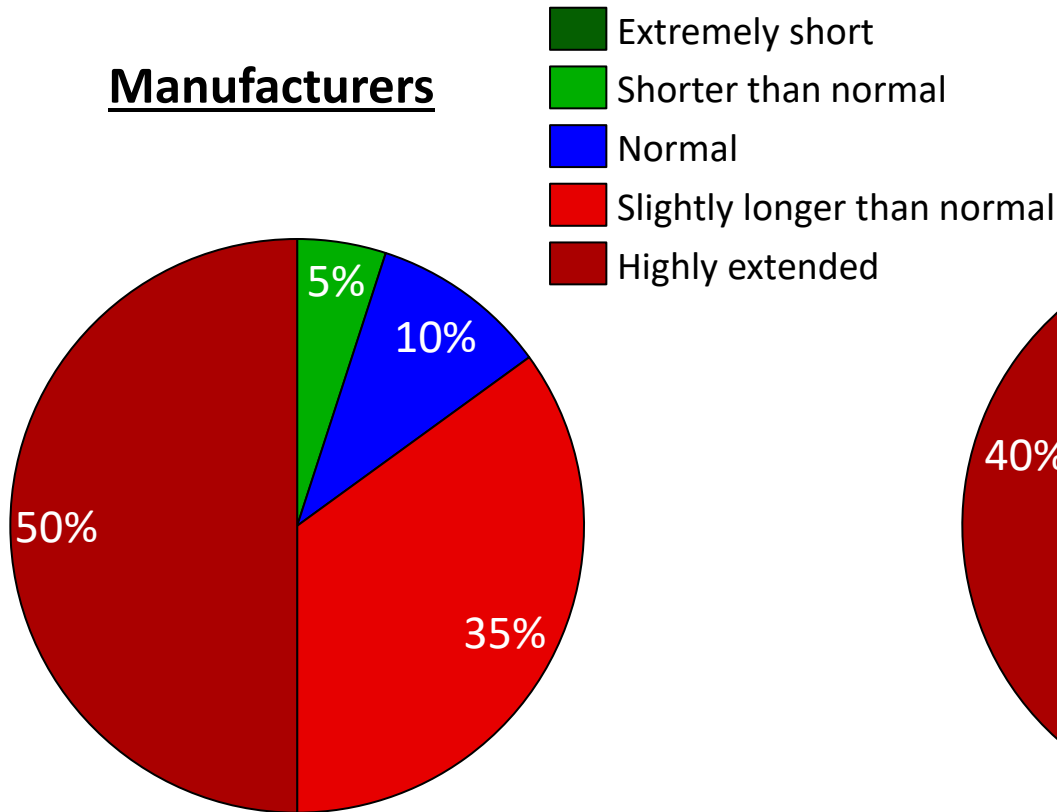
out of 100%



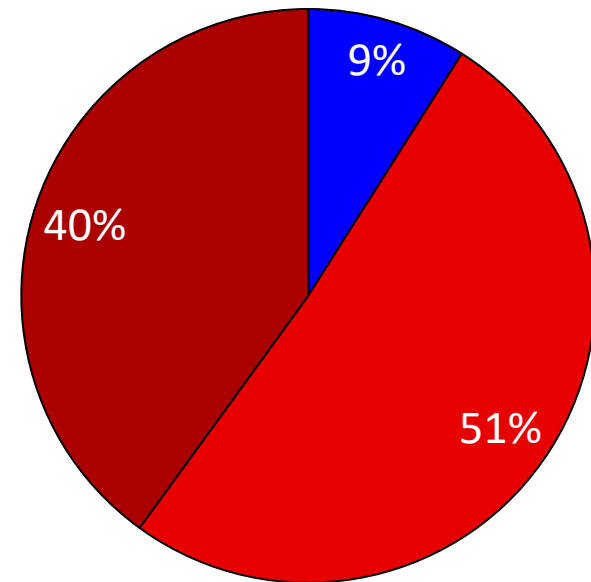
Mill Lead Times

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

Manufacturers



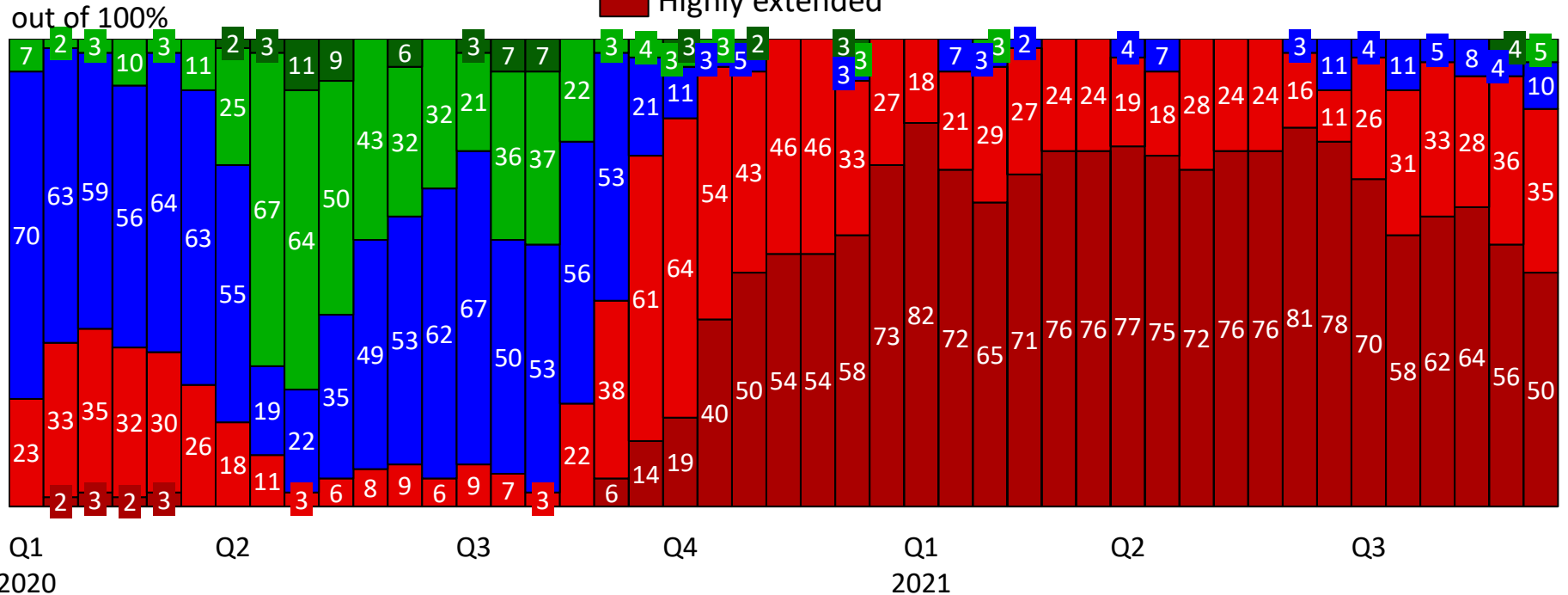
Service Centers



Mill Lead Times History

Manufacturers- 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

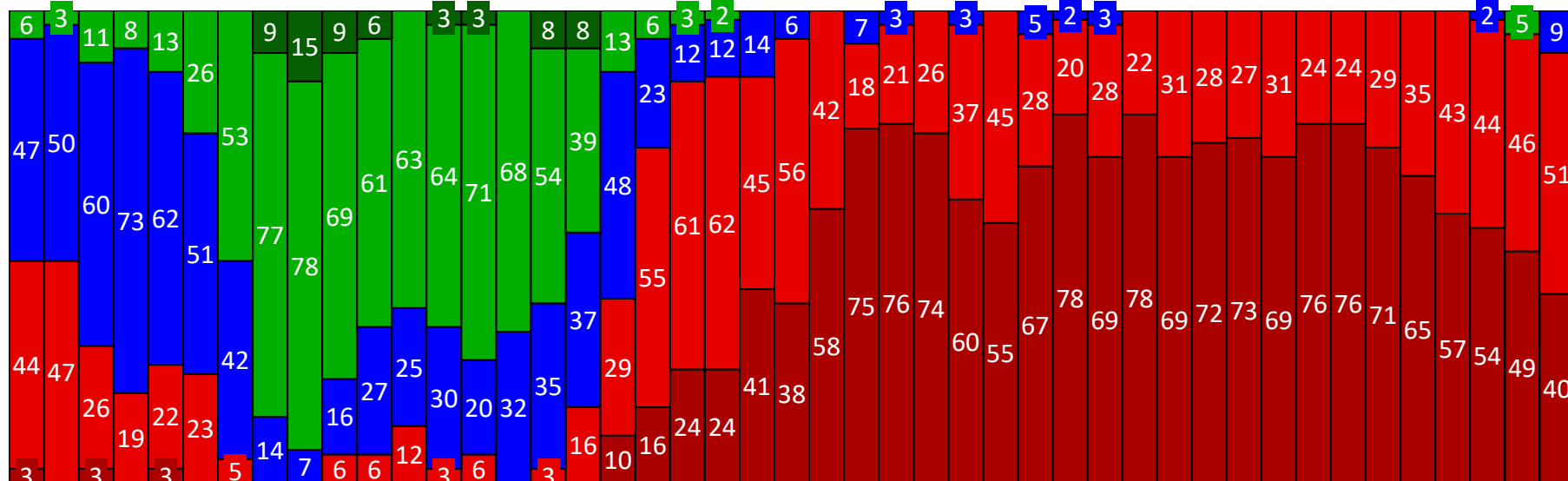


Mill Lead Times History

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out of 100%

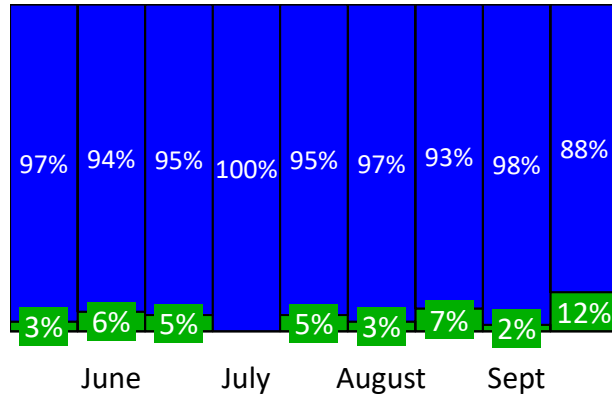


Mill Negotiations

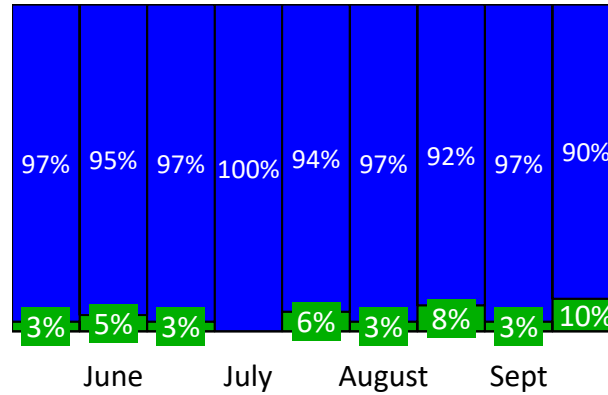
Are you finding the domestic mills are willing to negotiate pricing on brand new orders placed this week?

Yes No

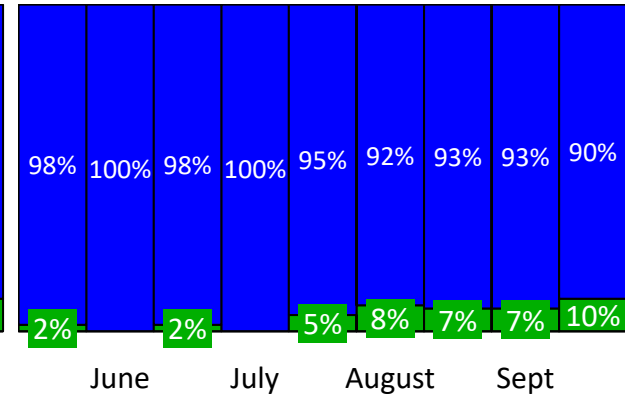
Hot Rolled



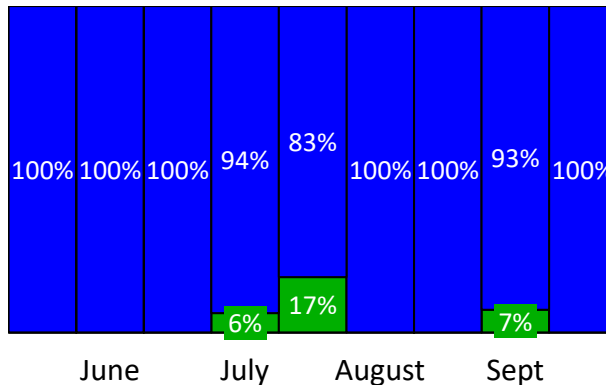
Cold Rolled



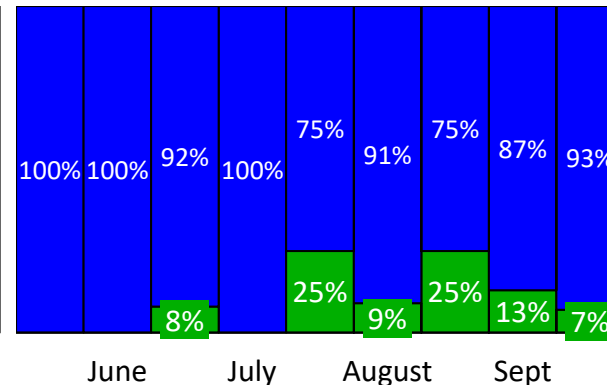
Galvanized



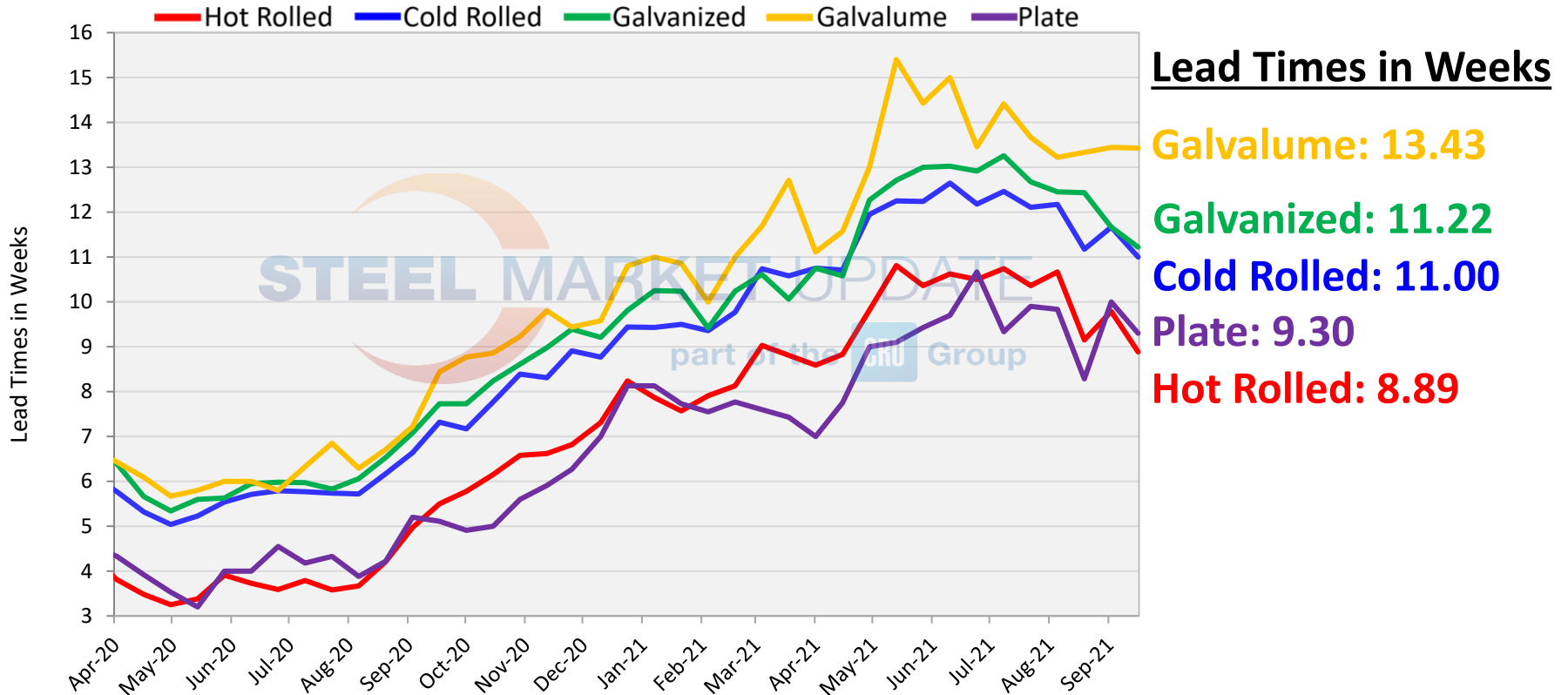
Galvalume



Plate



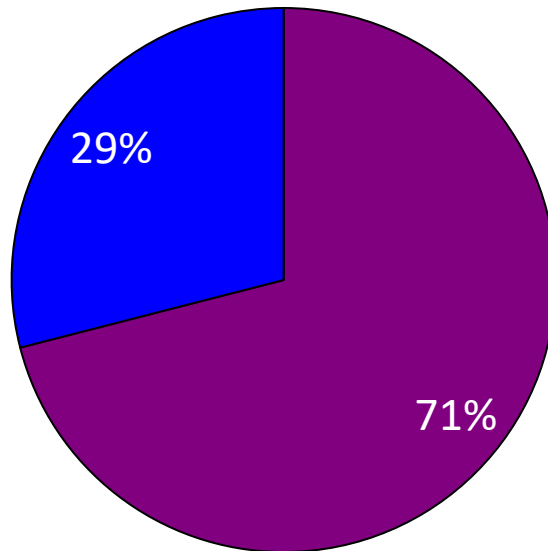
Mill Lead Times



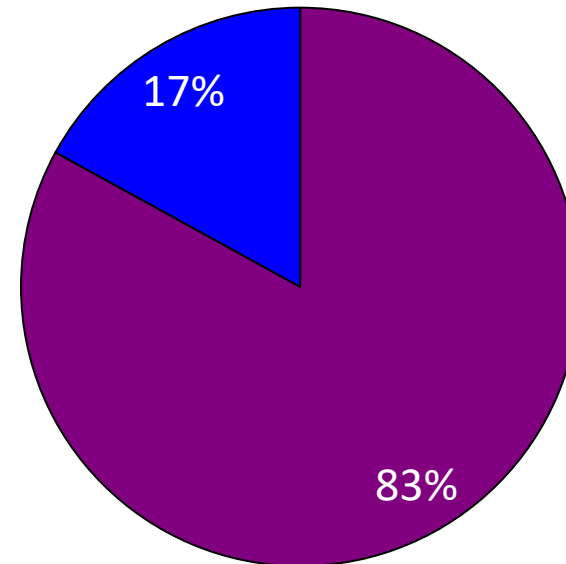
Does your company buy foreign steel?

■ Yes ■ No

Manufacturers



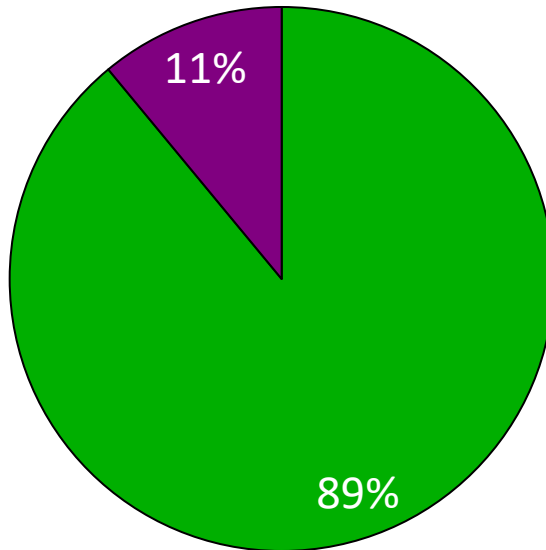
Service Centers



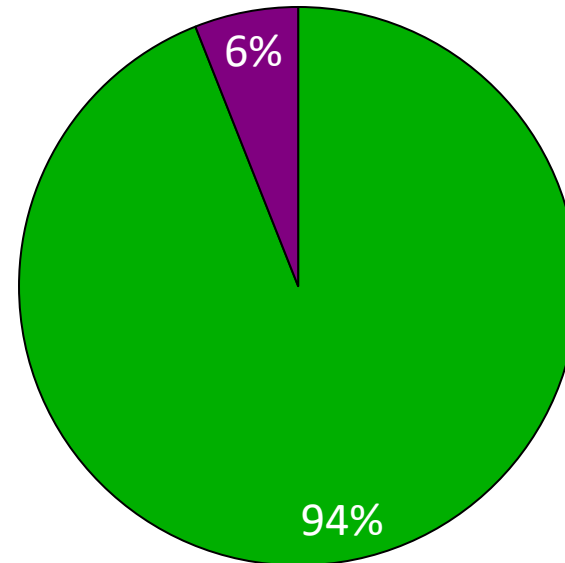
Are your foreign steel suppliers quoting you competitive prices for new orders for future delivery?

Yes No

Manufacturers



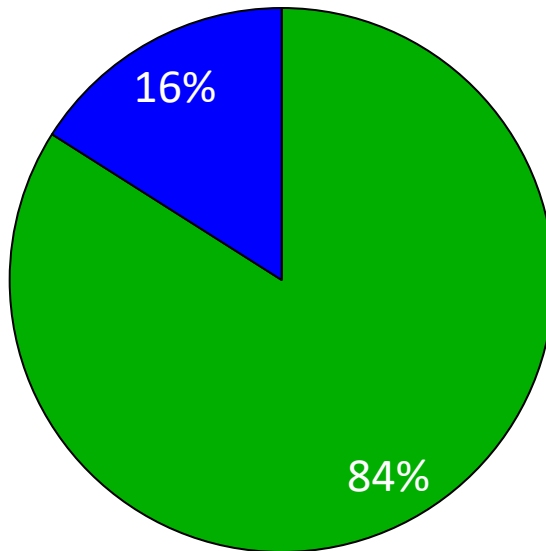
Service Centers



Foreign Steel

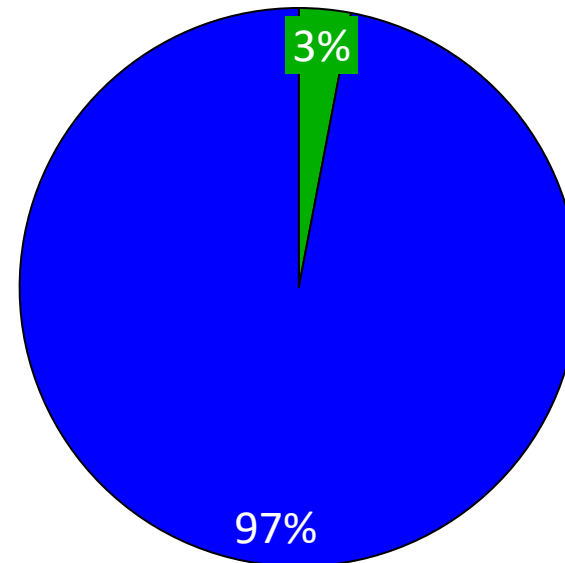
Manufacturers- Are you buying new orders of foreign steel for future delivery?

Yes No

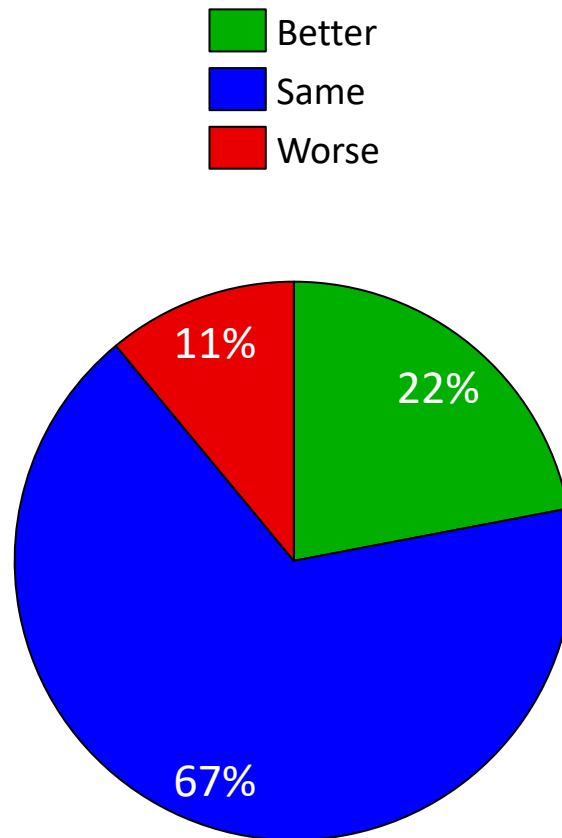


Service Centers- Are you decreasing the percentage of foreign steel on your order book?

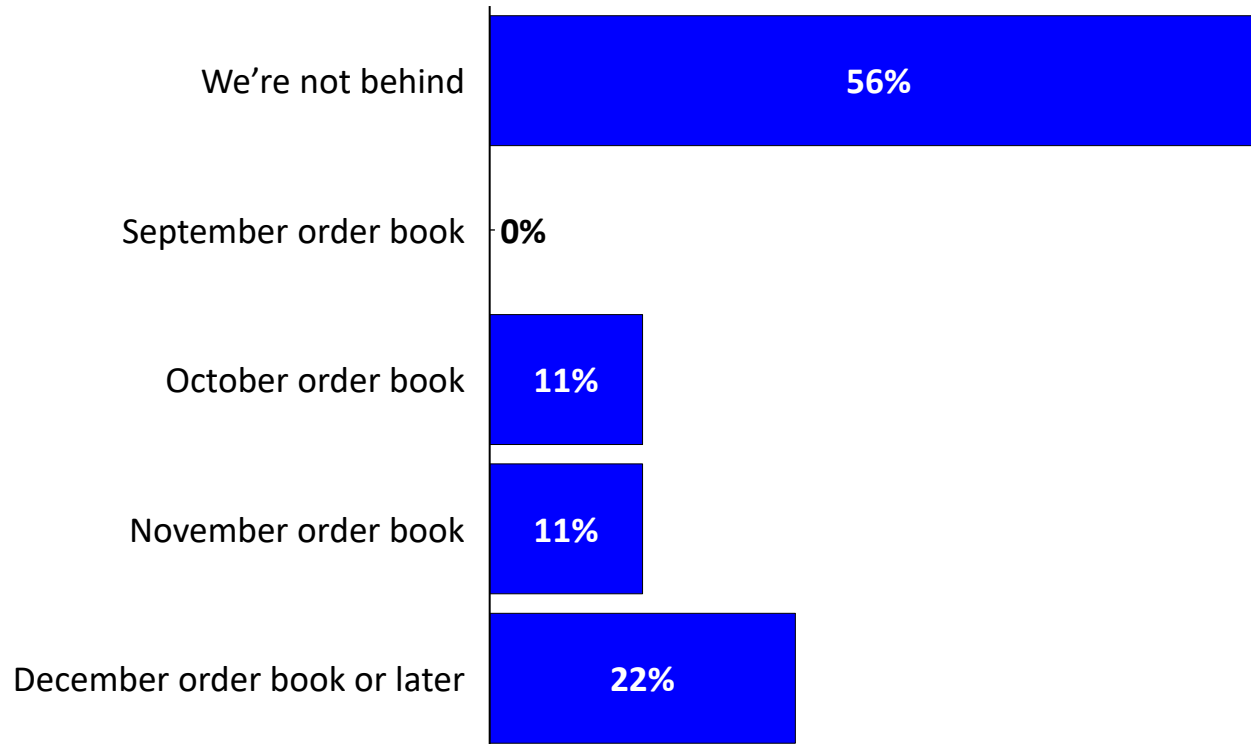
Yes No



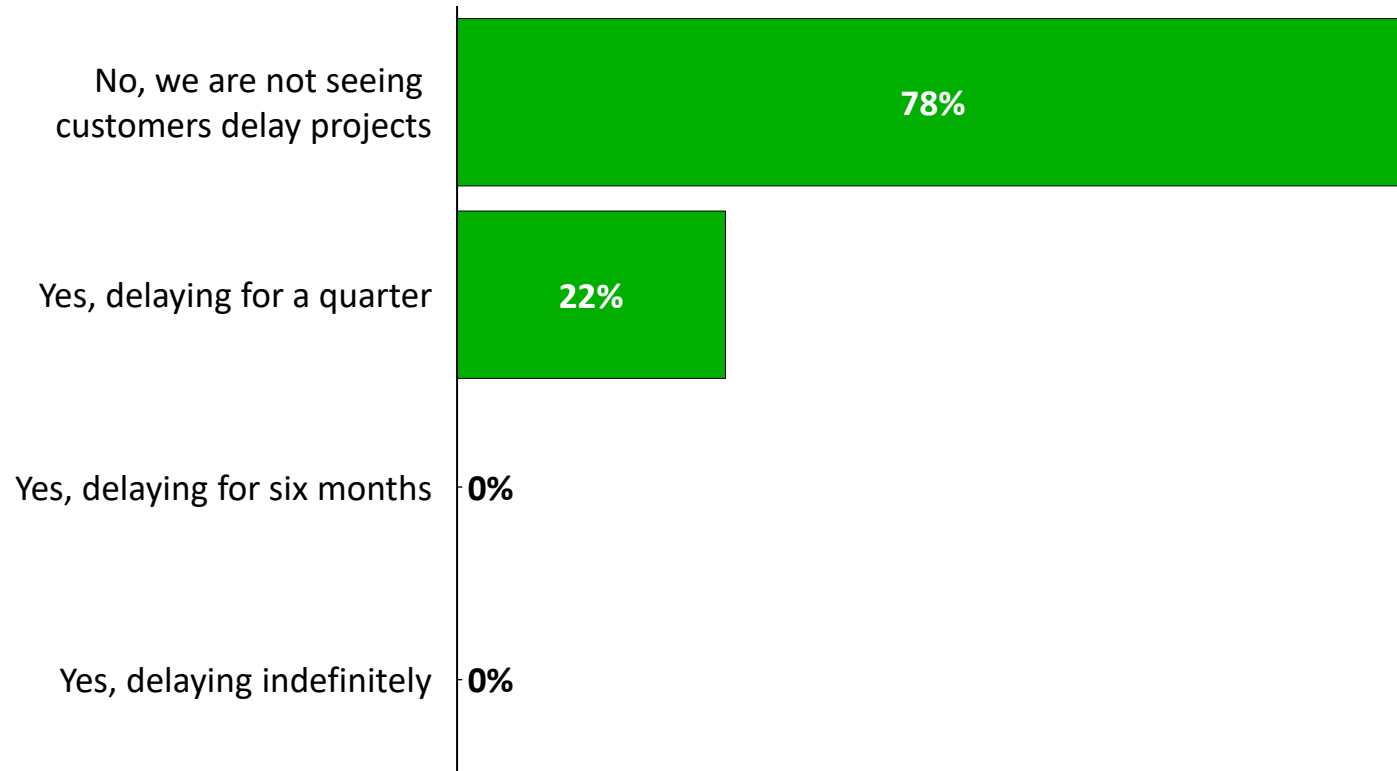
The current order book at your mill is better or worse than last month?



If you are behind on orders, how long do you think it will take you to catch up?

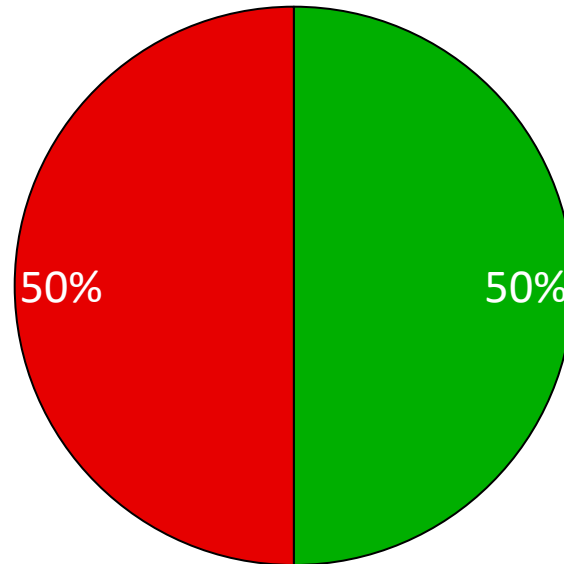


Are you seeing customers delay projects because of high prices? And, if yes, for how long?



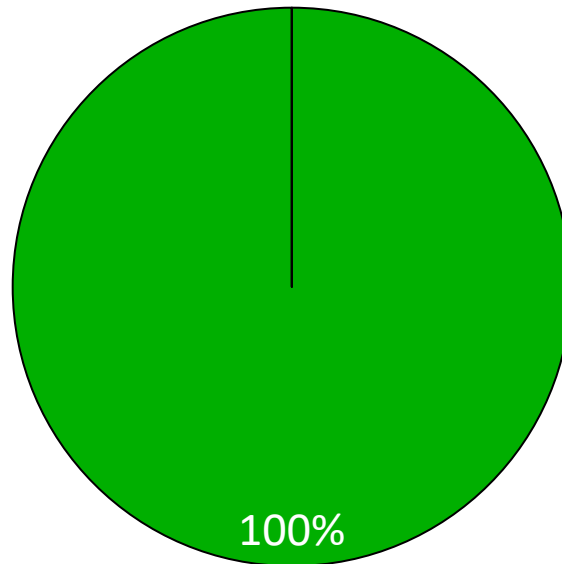
At this time, are you seeing an increase or decrease in orders from your North American buyers?

 Increase
 Decrease



With prices so high out of the domestic steel mills,
are foreign products now attractive to U.S. steel buyers?

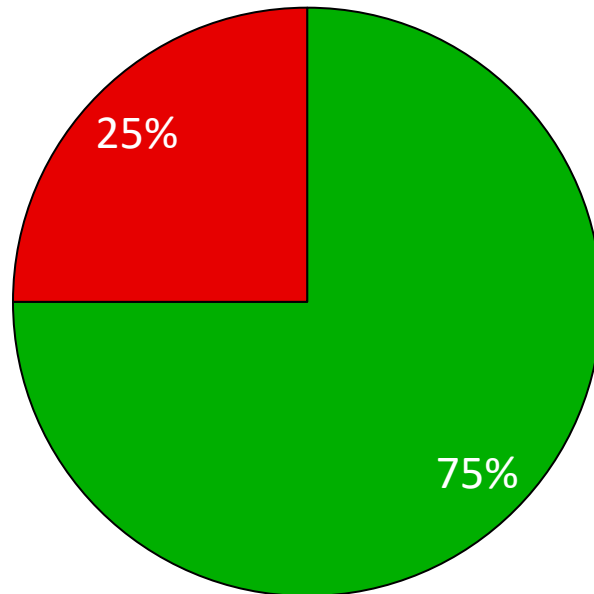
Yes No



Trading Companies

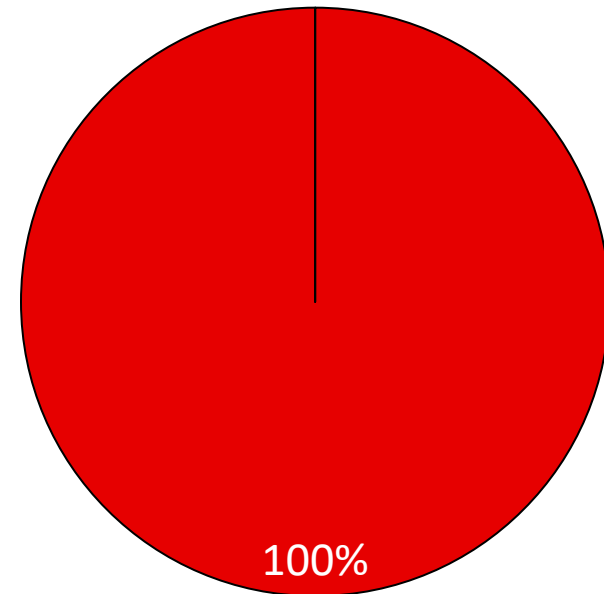
Are you able to offer hot rolled pricing that is attractive to buyers right now?

Yes No



Are you able to offer plate pricing that is attractive to buyers right now?

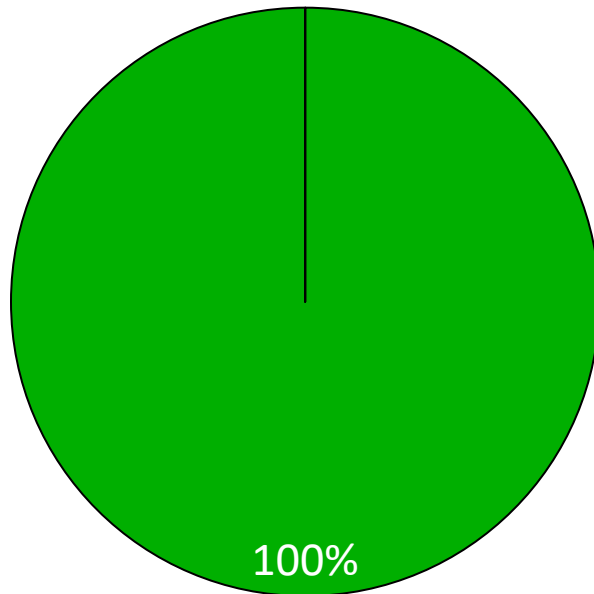
Yes No



Trading Companies

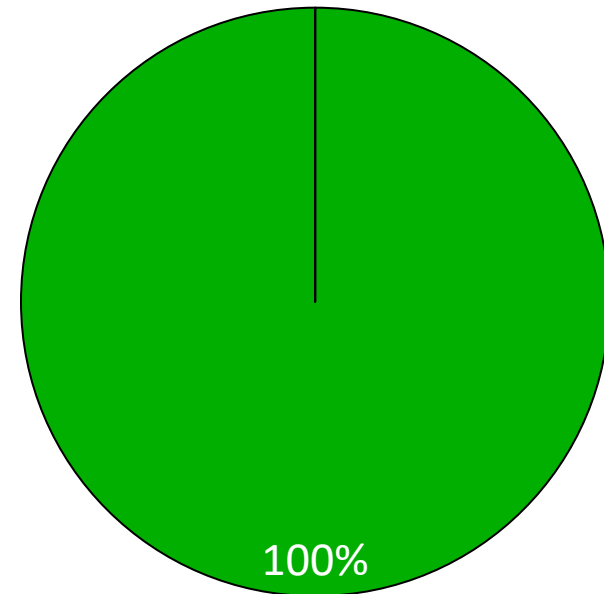
Are your galvanized prices competitive enough right now to get orders (including duties)?

Yes No



Are your Galvalume prices competitive enough right now to get orders (including duties)?

Yes No



Questions?

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

If you would like a copy of this presentation, please send an email to the above email address with your request.

We always appreciate referrals- tell your friends, suppliers, and customers to sign up for a free trial at SteelMarketUpdate.com.



Look for our next survey
the week of Sept. 27, 2021



STEEL MARKET UPDATE

part of the  Group

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