

SMU Community Chat

June 1, 2022

Starting at 11 AM Eastern

Michael Cowden, Steel Market Update

Jeremy Flack, Founder and CEO of Flack Global Metals



SteelMarketUpdate.com/Blog/SMU-Community-Chat-Webinars

Steel Market Update Team



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

Upcoming Events

Date	Event	Status	Venue
July 12-13	SMU Advanced Steel Hedging Workshop	Virtual	Online
July 19-20	SMU Steel 101 Workshop	Virtual	Online
August 22-24	SMU Steel Summit Conference	Live	Georgia International Convention Center, Atlanta, Georgia
August 22-24	SMU NexGen Leadership Award	<u>Link</u>	SMU Steel Summit Conference

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



Steel 101 Workshop, Severstal Dearborn 2012

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

We invite over 600 companies to participate in our surveys.

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

To become a data provider, contact Brett@SteelMarketUpdate.com



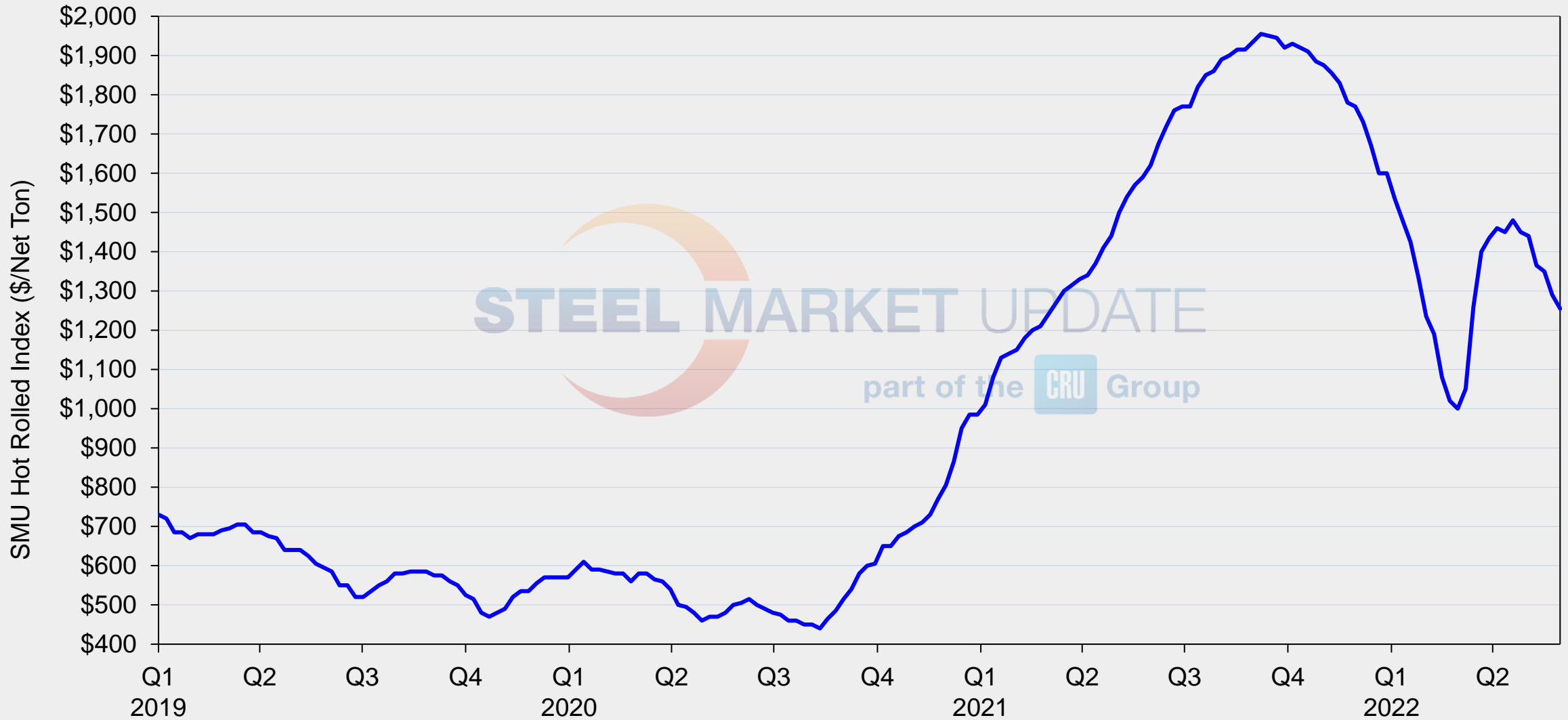
STEEL MARKET UPDATE

part of the  Group

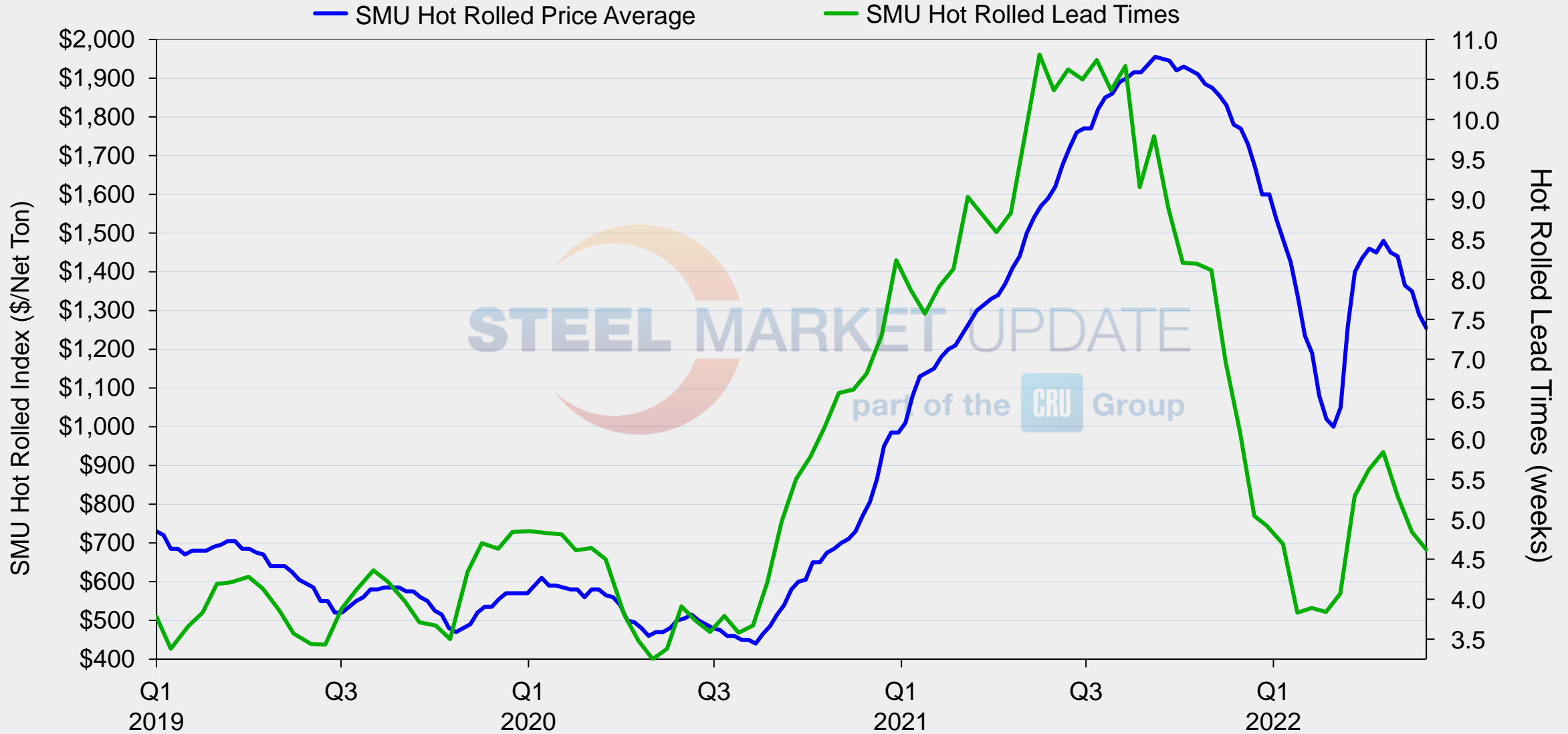
Don't just read our data, see your
company's experience reflected in it.

Contact Brett@SteelMarketUpdate.com
for participation information.

SMU Hot Rolled Steel Prices

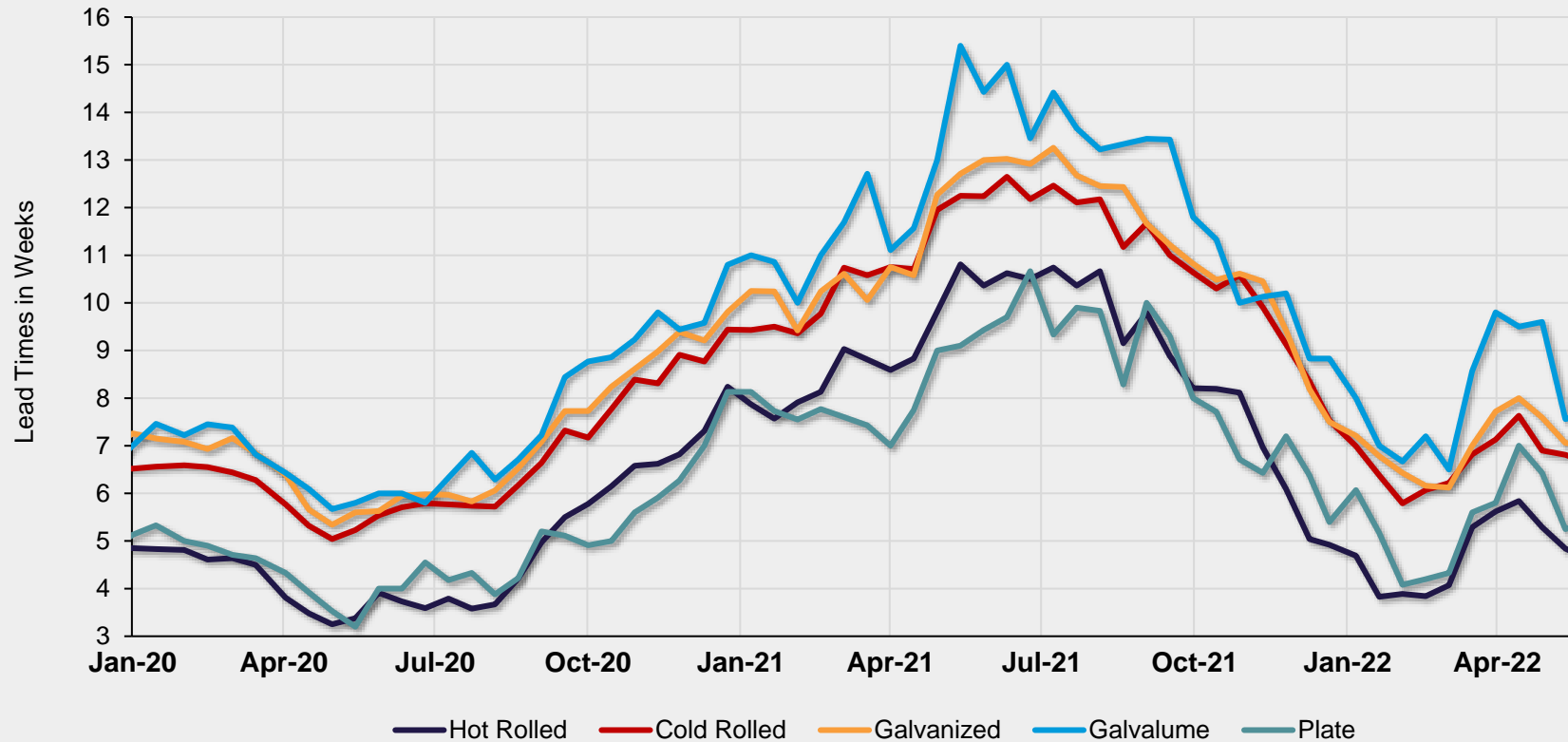


SMU Steel Prices vs Lead Times



Steel Mill Lead Times by Product

SMU Lead Times Comparison
January 2020 through May 26, 2022



Lead Times in Weeks

Galvalume: 7.7

Galvanized: 7.0

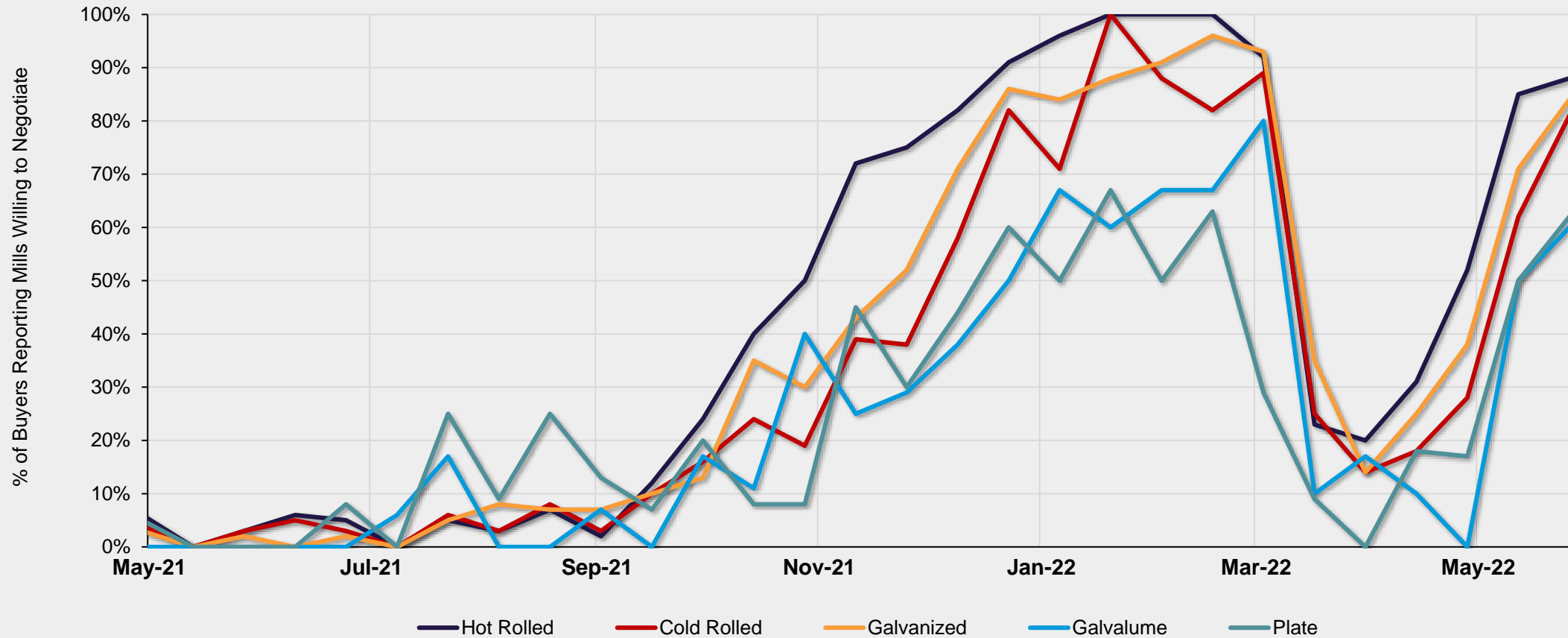
Cold Rolled: 6.6

Plate: 5.4

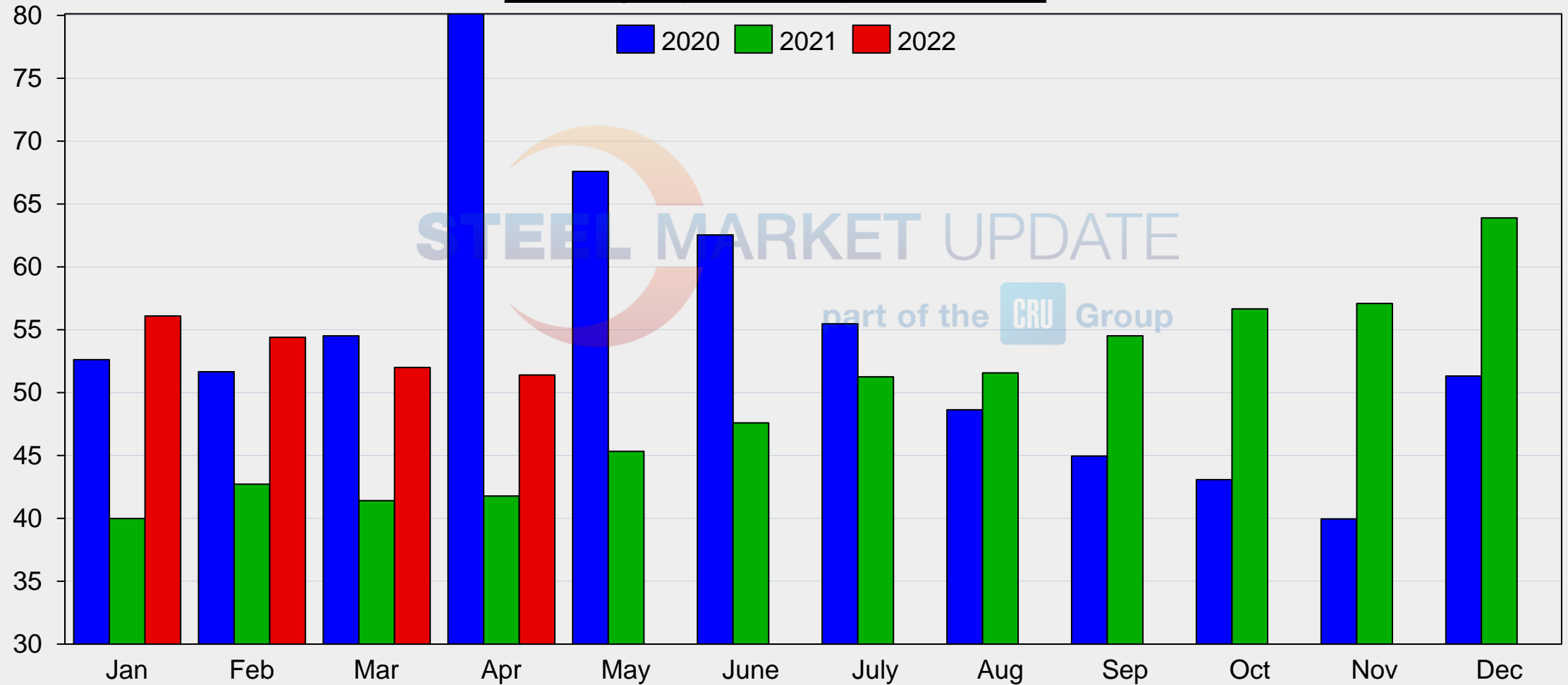
Hot Rolled: 4.6

Steel Mill Negotiations

SMU Price Negotiations on New Steel Orders
January 2021 through May 26, 2022



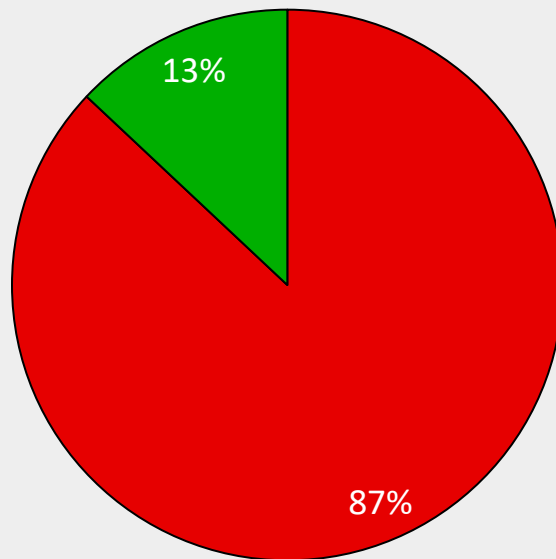
Shipping Days of Supply – Flat Rolled



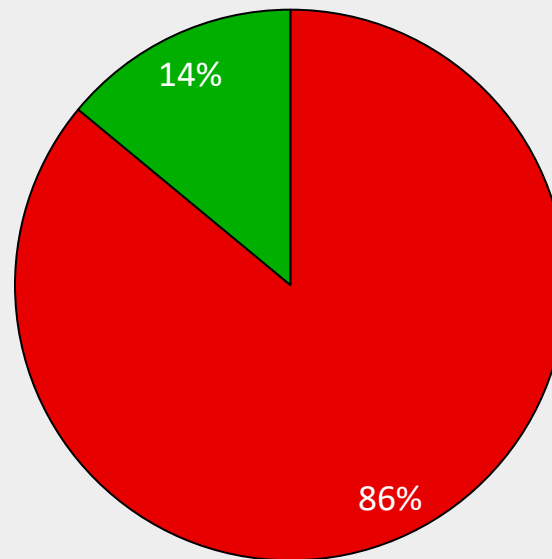
Would you describe yourself as optimistic or pessimistic about your prospects in the second quarter of 2022?

■ Optimistic ■ Pessimistic

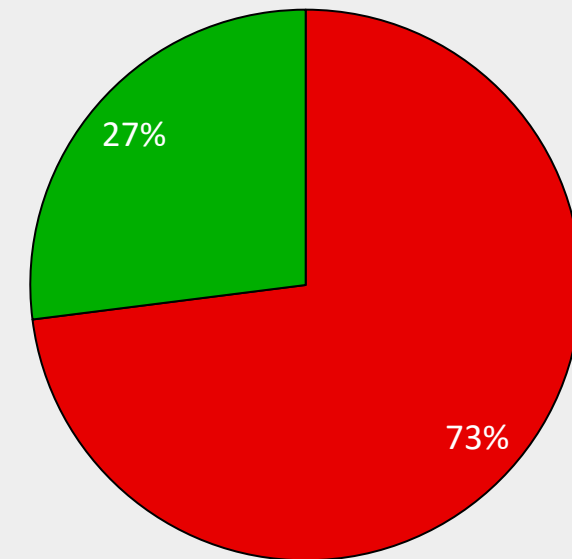
April 28, 2022



May 12, 2022



May 26, 2022

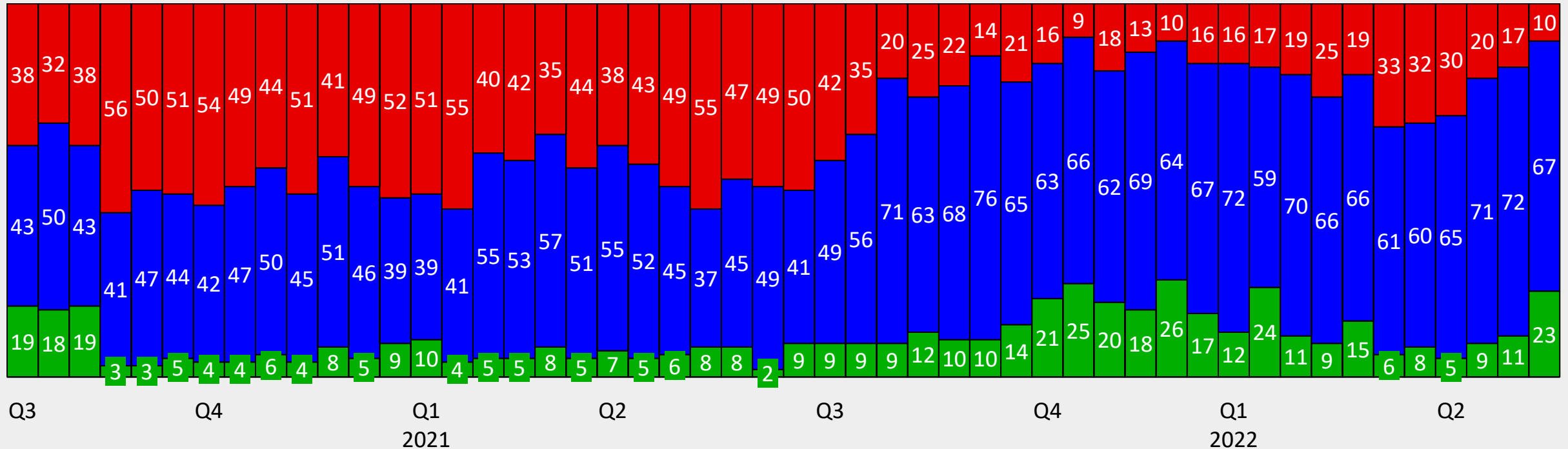


Overall Demand History

How are you seeing demand for your products?

- Demand is improving
- Demand is stable
- Demand is declining

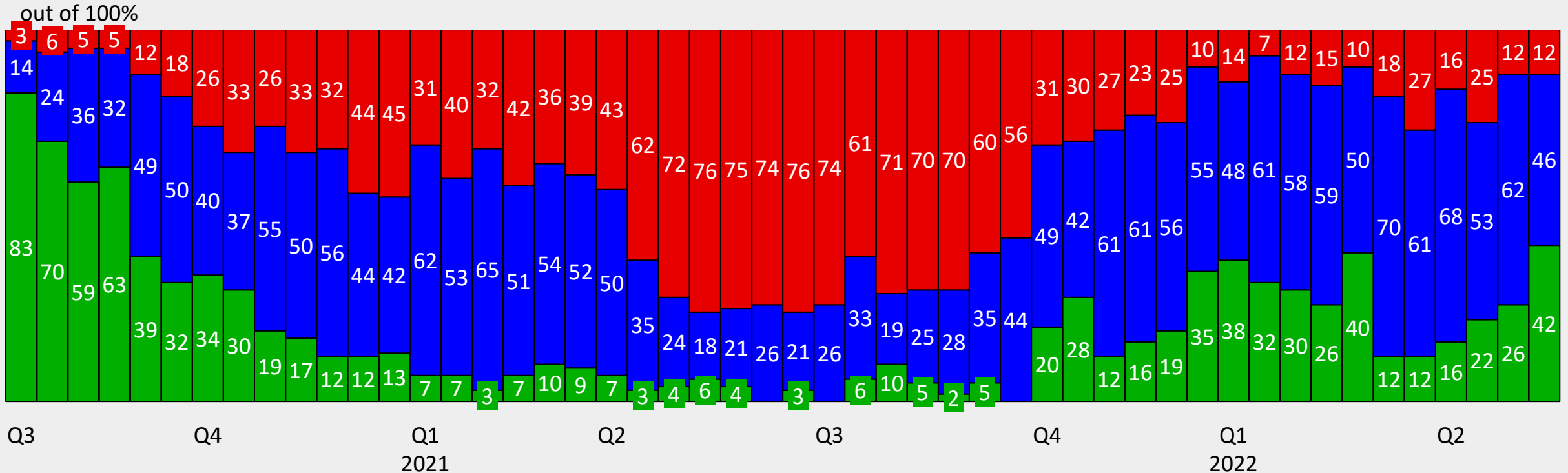
out of 100%



Service Center Release History

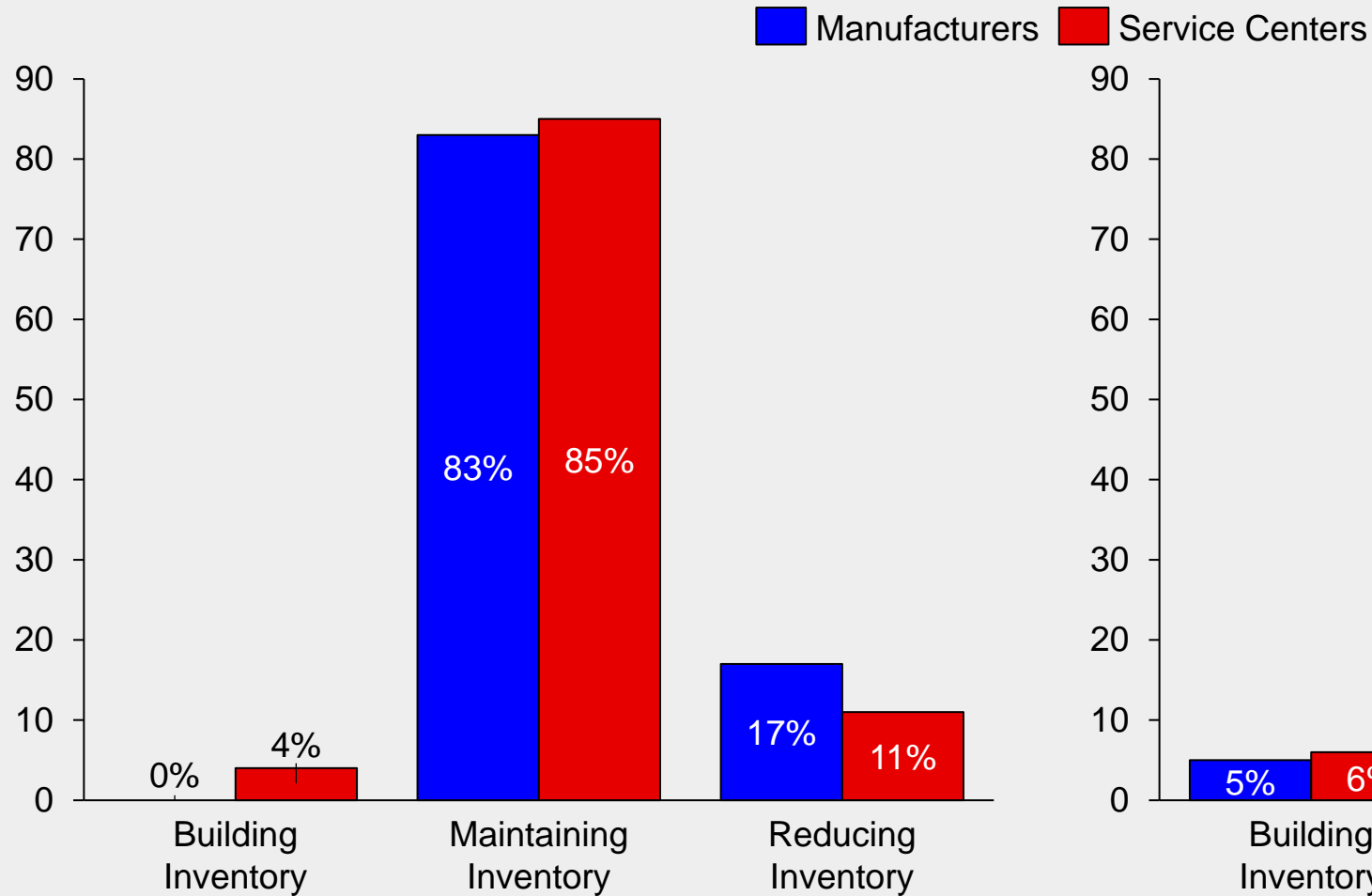
Service Centers- How do you see your customers releases (demand) for the products your company provides this year compared to this time last year?

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

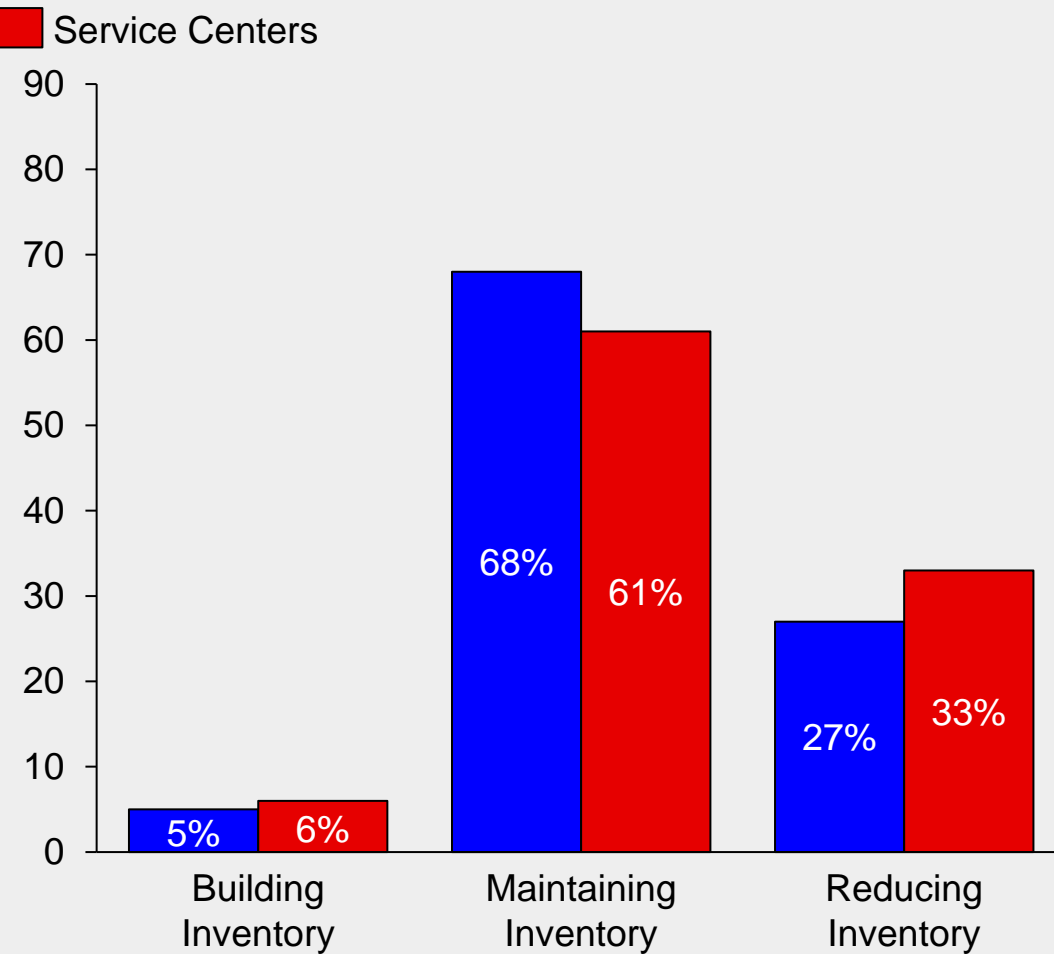


Manufacturer and Service Center Inventory Buying Patterns

May 12, 2022

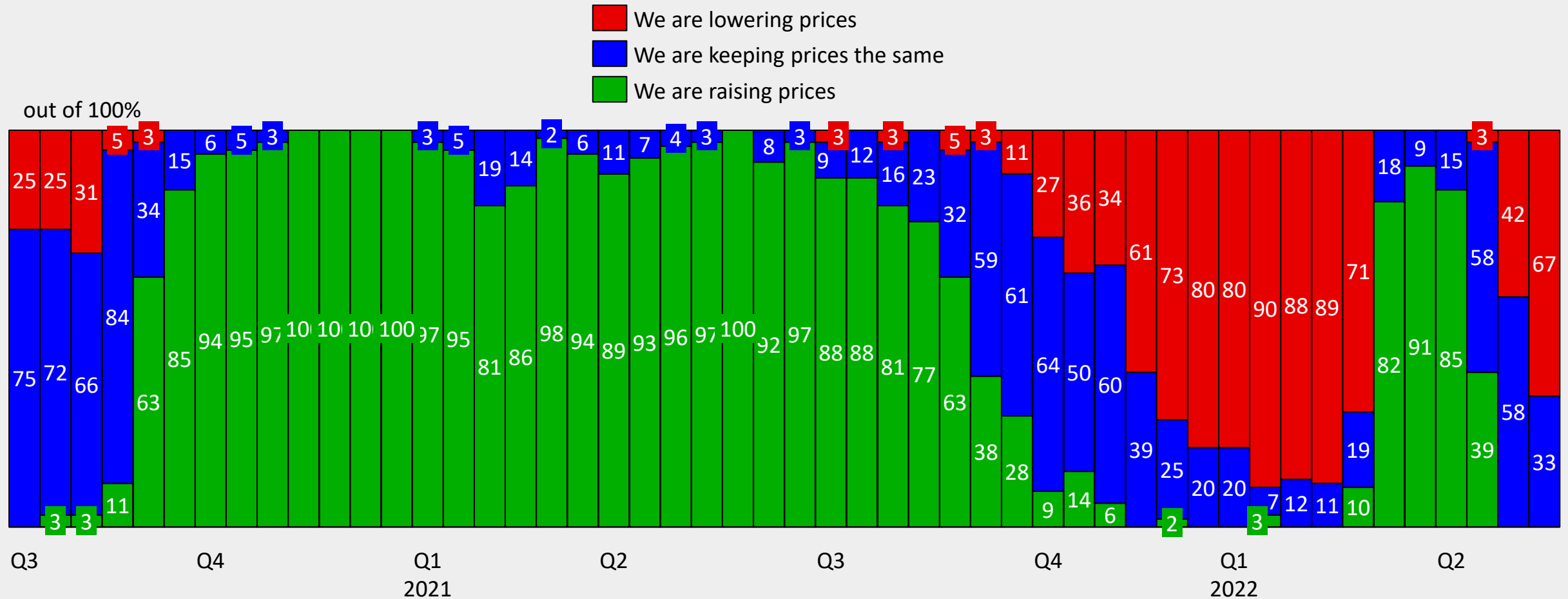


May 26, 2022



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?

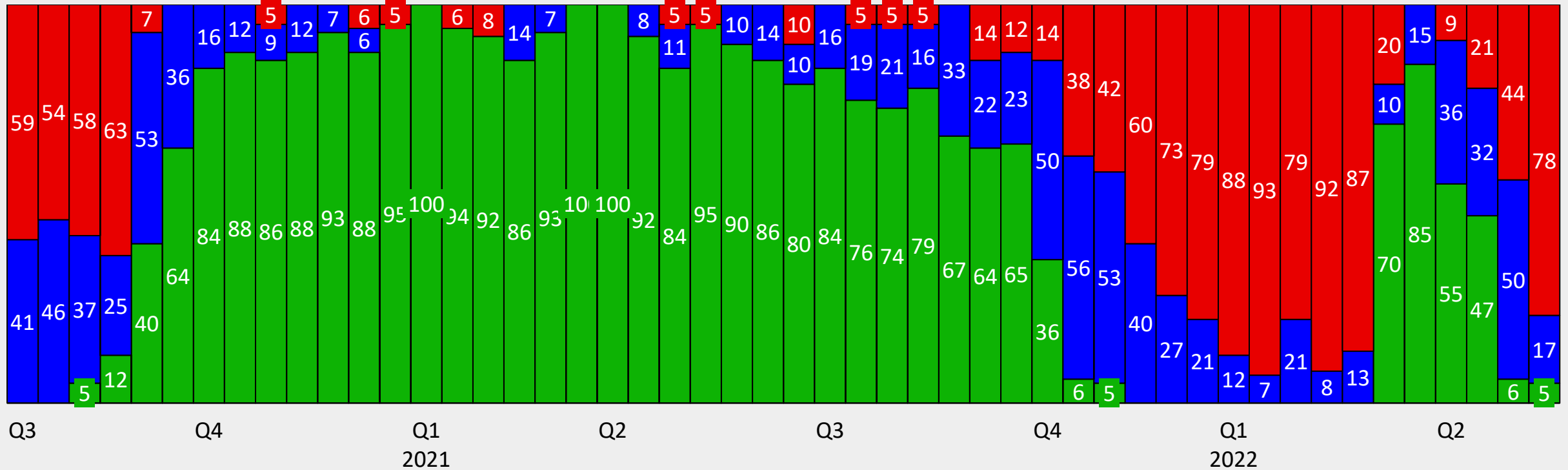


Manufacturer's View of Service Center Selling Prices History

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

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

out of 100%





Jeremy Flack is the Founder and Chief Executive Officer of Flack Global Metals (FGM). FGM is an innovative domestic flat-rolled metals distributor and supply chain manager, an international commodities trader, and a global hedge fund. As CEO, Jeremy has been an industry leader in bringing the physical steel market and the derivatives markets together within one organization. FGM is the first flat rolled metals distributor business platform to combine physical material with financial futures, all with the goal of creating certainty for its customers as well as FGM itself.

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**WHERE THE
PHYSICAL
MEETS THE
FINANCIAL**

We've created a
METALS COMPANY
UNLIKE ANY OTHER.

Where physical metals distribution
meets financial services to

CREATE BUSINESS
CERTAINTY.



The logo for Flack Global Metals is a circular emblem. It features a solid orange circle in the center. The word "FLACK" is written across the middle of this circle in a bold, white, sans-serif font with a black outline. Below "FLACK", the words "GLOBAL METALS" are written in a smaller, white, sans-serif font. The entire circular logo is set against a dark background with faint, concentric white circles and dotted lines, suggesting a technical or industrial theme.

FLACK
GLOBAL METALS

FIRST & ONLY
METALS DISTRIBUTOR
TO BUILD THE
HRC HEDGE INTO
EVERYTHING
WE DO



DOMESTIC FLAT-ROLLED
STEEL & ALUMINUM
DISTRIBUTION AND SUPPLY
CHAIN MANAGEMENT

INTERNATIONAL
COMMODITIES TRADER



GLOBAL
HEDGE FUND



DOMESTIC FLAT-ROLLED
STEEL & ALUMINUM
DISTRIBUTION AND SUPPLY
CHAIN MANAGEMENT

We support all capabilities of domestic steel and aluminum mills with a wide range of flat-rolled products including **aluminum**, **carbon steel**, **stainless** and **pre-painted metals**



INTERNATIONAL
COMMODITIES TRADER

We **buy, finance,**
insure, move,
and **hedge**
materials
across the globe.



GLOBAL
HEDGE FUND

We offer **customized fixed-pricing programs** that enable customers to profitably manage both margin and timing of physical raw material.

DOING THE COMMON UNCOMMONLY WELL

Geography-Agnostic: Your supply chain is specific to your locations, not ours and has unmatched reach.

Asset-Light: You pay for expertise and service. Period.

Risk-Managed: With FGM, you remove the volatility from your supply and your pricing.



**WE ONLY DO WHAT WE ARE REALLY GOOD AT.
WE INVEST IN IT AND FOCUS ON THE DETAILS.**

Curated selection of mills who know our team
by name and vice versa

Stress-tested network of over 200 vetted processors

Supply chain veterans with hundreds of years
combined experience engineering optionality
into supply chains

Programmatic customer experience in an industry
where customer service is often an afterthought



**YOU CAN
CREATE
CERTAINTY
WITHIN
VOLATILE
MARKETS**





**WHY WE
CREATED
FLACK
METAL
BANK**

PREMIERE FERROUS MARKETS DESK IN THE WORLD

- Core Transactions when FGM sources the supply
- Directed Buy Structured Transactions (DBSTs) when maintaining existing supply chain relationships
- Carbon Credit Hedged Offsets
- Direct Trades
- Market Making
- Research and Market Intelligence



NOVEMBER 16, 2021

Flack Global Metals Becomes Member Firm of CME Group

First North American Metals Distributor to Join Derivatives Marketplace

Flack Global Metals (FGM) announced that it is now a Member Firm of the CME Group, enabling the company to **enhance market making activities** using the CME Hot Rolled Coil (HRC) contract.



Fastmarkets

2021 Ferrous Futures Trading Company of the Year

Global Awards for
Steel Excellence



FGM **CULTURE**

FORGET EVERYTHING
YOU THINK YOU KNOW
ABOUT WHAT A
METALS COMPANY
CAN BE



THE **FGM** TEAM

Empowered Commercial Team

Proactive Customer Experience Team

Most-Advanced Risk Management Team
and Ferrous Hedging Desk

Management Team dedicated to the
Kaizen philosophy that requires continuous
improvement involving all team members



FGM VALUES

TRANSPARENCY

VALIDATION

PERSISTENCE & RESILIENCE

AFFINITY FOR RISK

RELENTLES LEARNING

THOUGHTFUL DISAGREEMENT



WE STRIVE FOR **CERTAINTY**
YET EMBRACE **AMBIGUITY**

WE BELIEVE WE CAN DO WHAT
IS COMMON, **UNCOMMONLY WELL**

WE UNDERSTAND THE **PAST**
TO CREATE THE **FUTURE**





flackglobalmetals.com



Rick Marabito is CEO of Olympic Steel, where he has worked since 1994. He has previously served as the company's chief financial officer, corporate controller and treasurer. Marabito is also chairman of the Metals Service Center Institute.

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Thank You

Thank you for attending our SMU Community Chat. And a special thank you to Mr. Flack for his participation today.

To contact Michael Cowden: Michael@SteelMarketUpdate.com

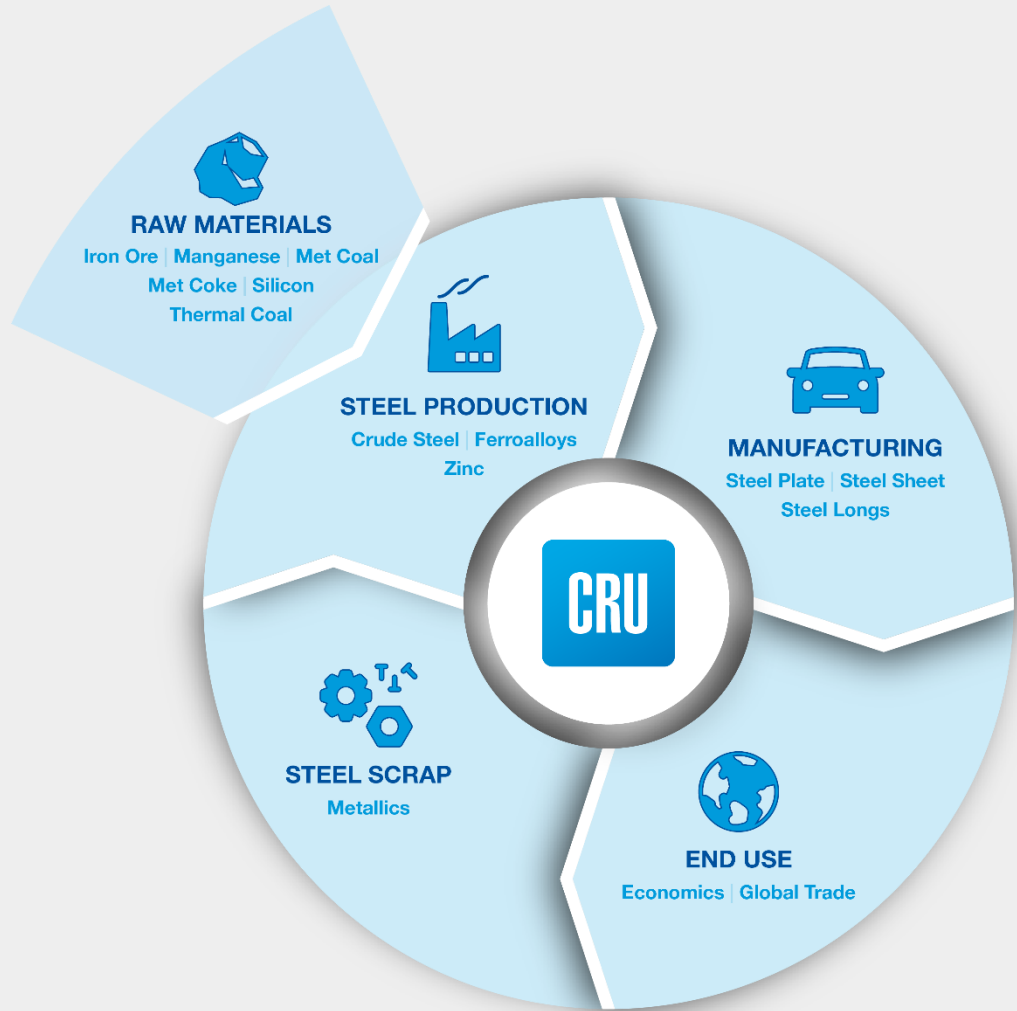
For information about subscribing to SMU, contact Paige Mayhair: Paige@SteelMarketUpdate.com

To participate in our survey contact Brett Linton: Brett@SteelMarketUpdate.com

To become a data provider for our service center inventory report, contact Estelle Tran: Estelle.Tran@CRUGroup.com

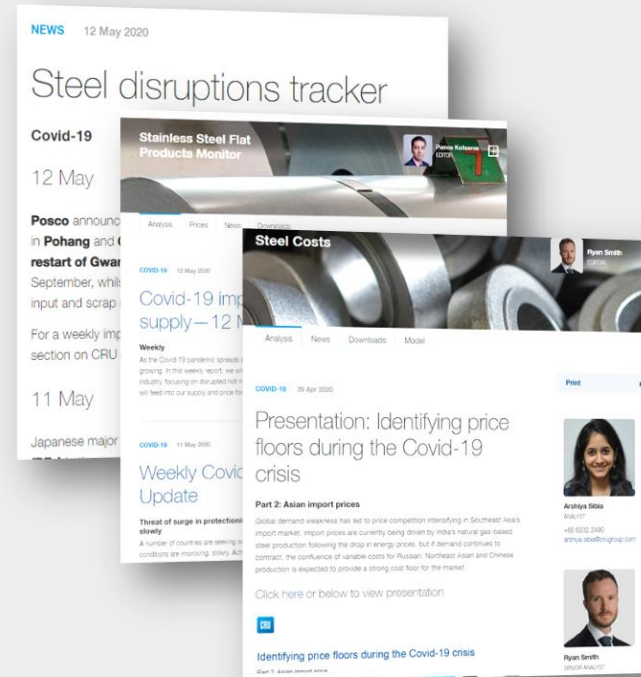
Stay safe and stay tuned to Steel Market Update!

CRU SUPPORTS STEEL



Your market intelligence solution across the entire supply chain.

PRICES • ANALYSIS • FORECASTS • COSTS • CONSULTING



[Learn more](#)



[Get in touch](#) for more information or a demo

The logo features a stylized circular element on the left, composed of two curved segments. The top segment is orange and the bottom segment is red, meeting at a point on the right side. The text 'STEEL MARKET UPDATE' is written in a bold, white, sans-serif font across the middle of the circular element.

STEEL MARKET UPDATE

part of the  Group

The CRU logo consists of the letters 'CRU' in a white, bold, sans-serif font, enclosed within a white square.

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