Metal Expert Consulting

«Black Sea Freight Market & Ports 2010»
2-4 June 2010, Odessa, Ukraine

CIS steel and iron ore export perspectives in 2010-2011

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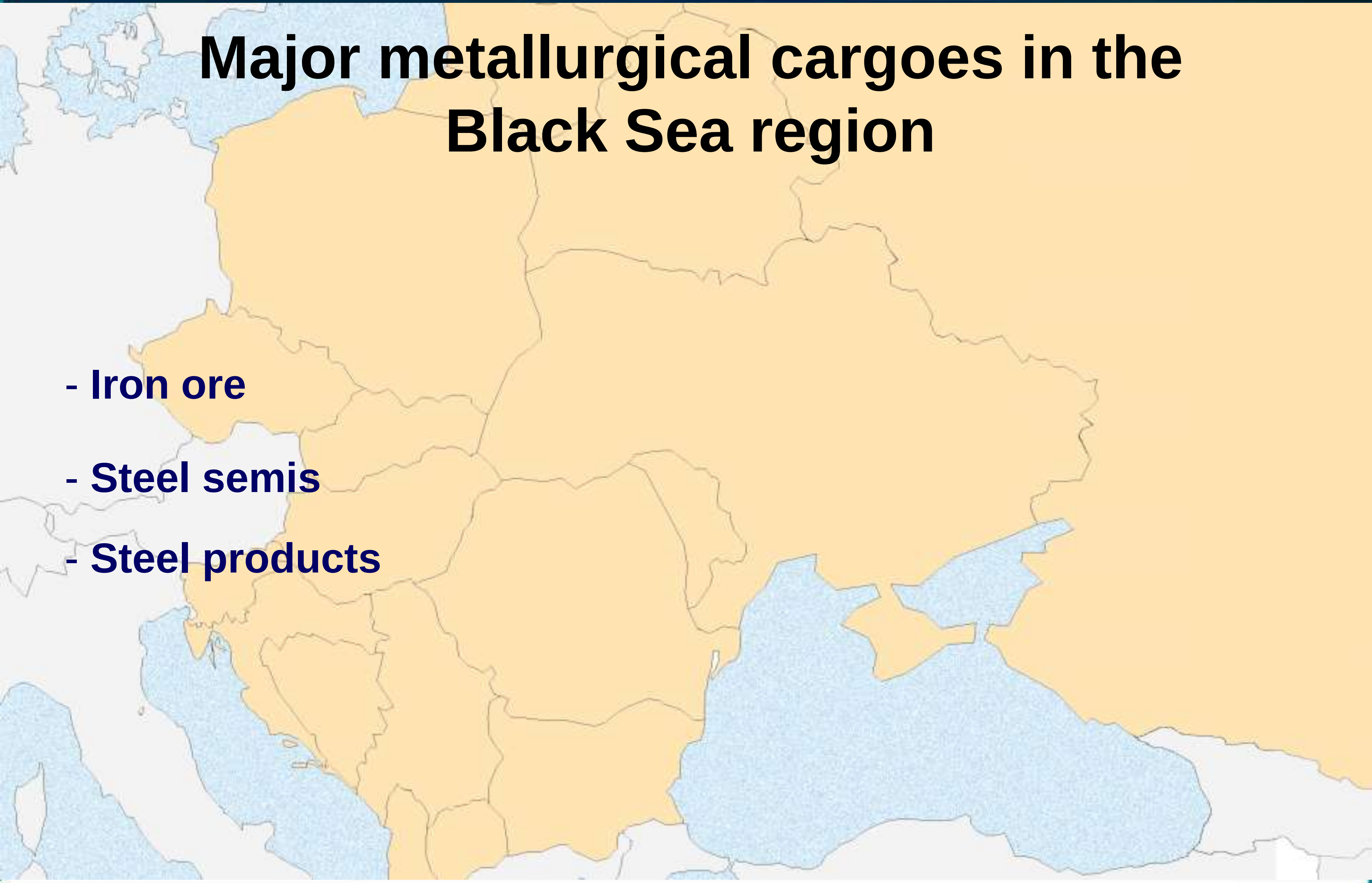
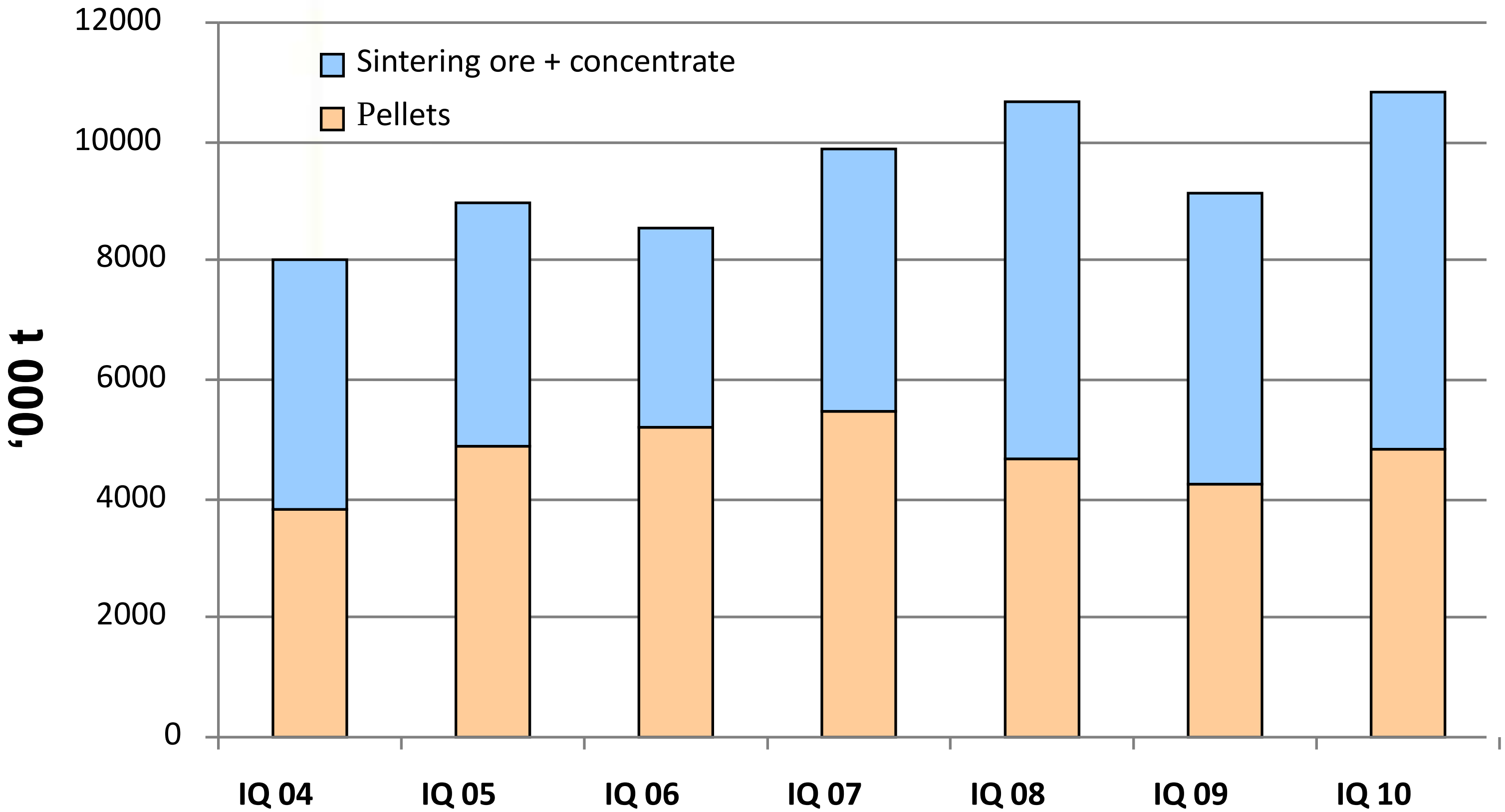
Major metallurgical cargoes in the Black Sea region



- Iron ore
- Steel semis
- Steel products

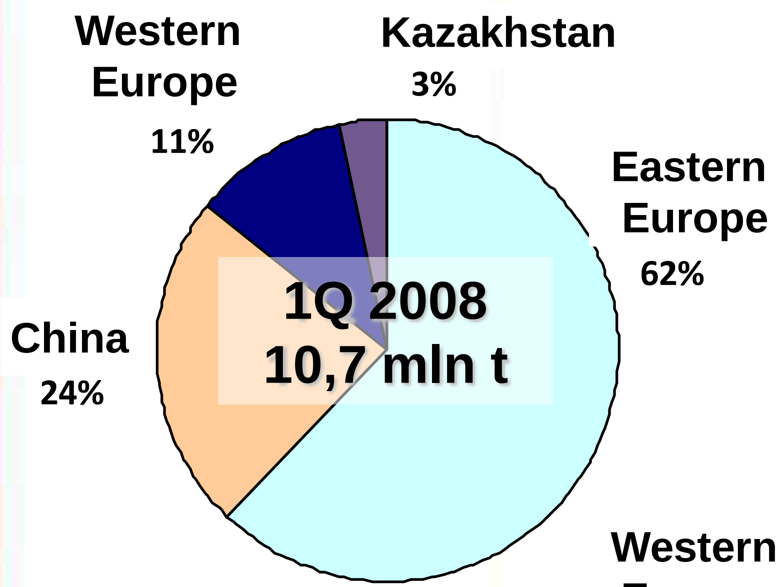
Iron Ore

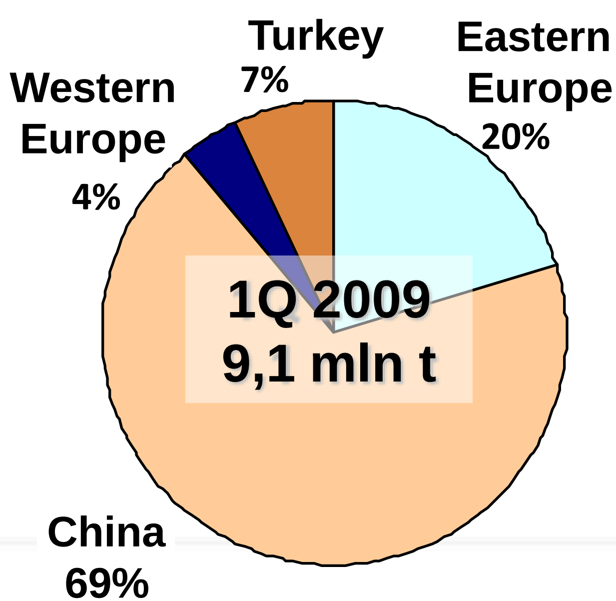
In 1Q 2010 export volumes from Russia and Ukraine reached five-year maximum

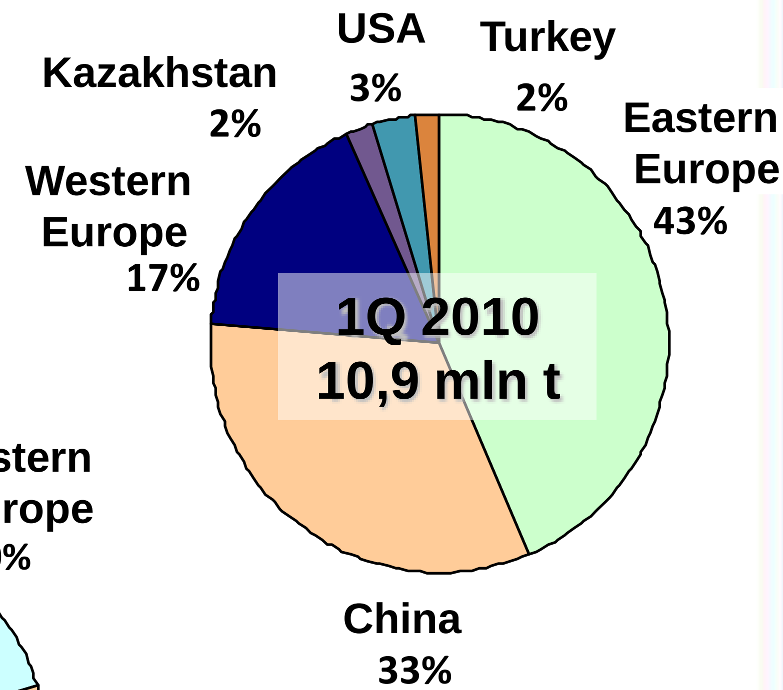


Iron Ore

Significant decrease of China share in export structure







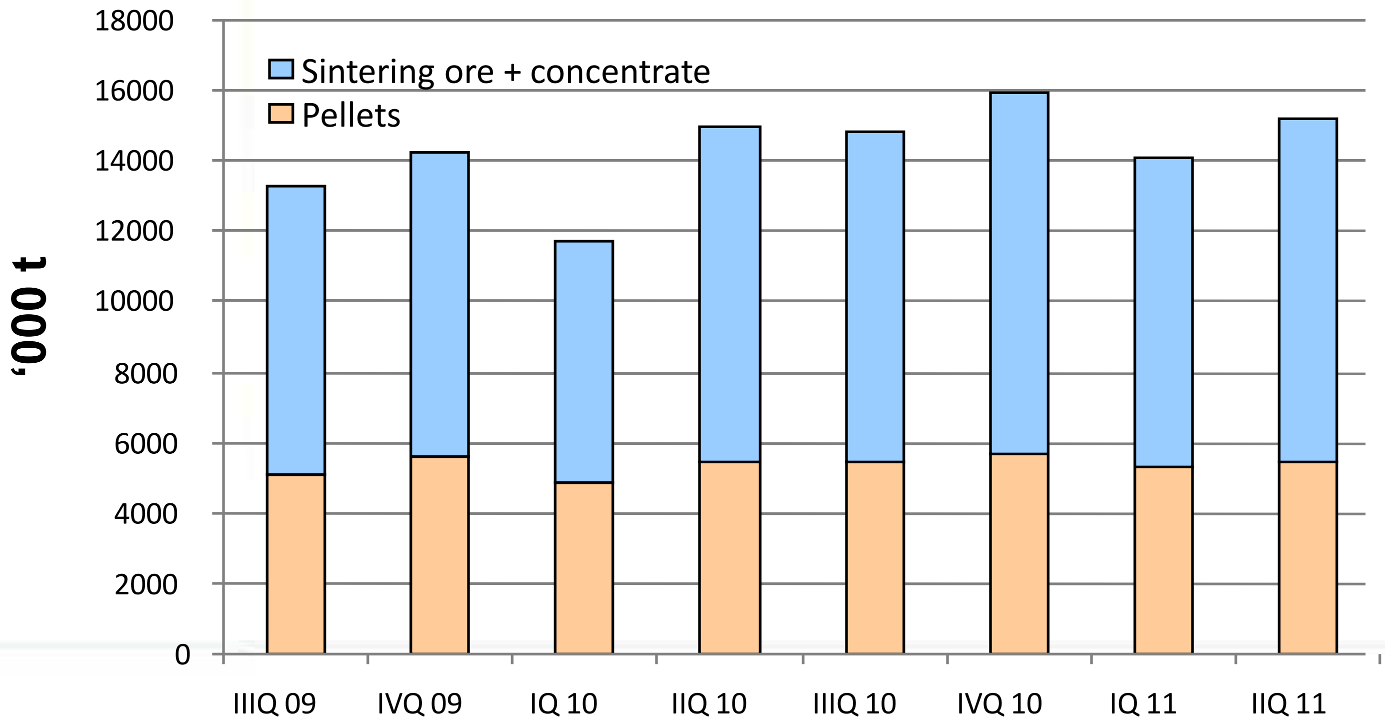
Iron Ore: export perspectives

Further volume increase of iron ore export is expected in the future. After certain correction in the end of 2010 the trend towards growth will continue.

Shares of Eastern & Western Europe, Turkey will increase in export structure.

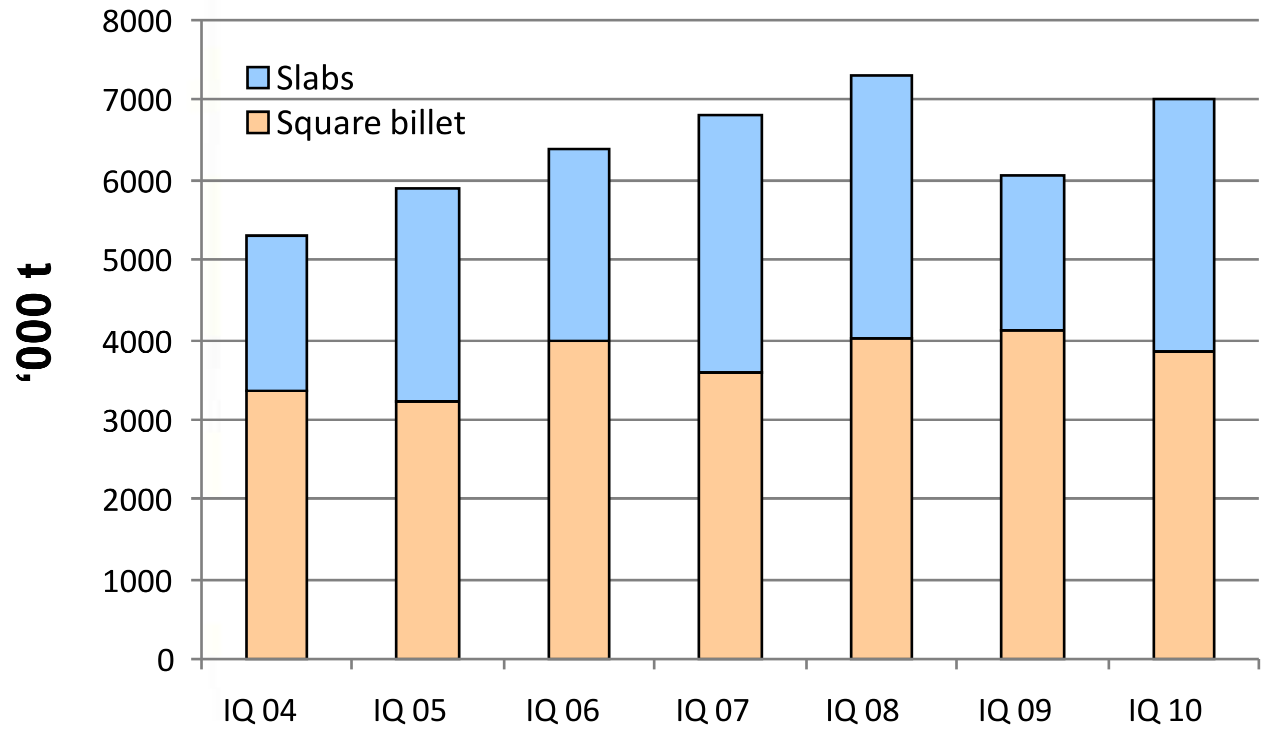
Eastern Europe will remain strategic region for Russian and Ukrainian suppliers.

Supplies to China won't be dominating, their share will decrease.

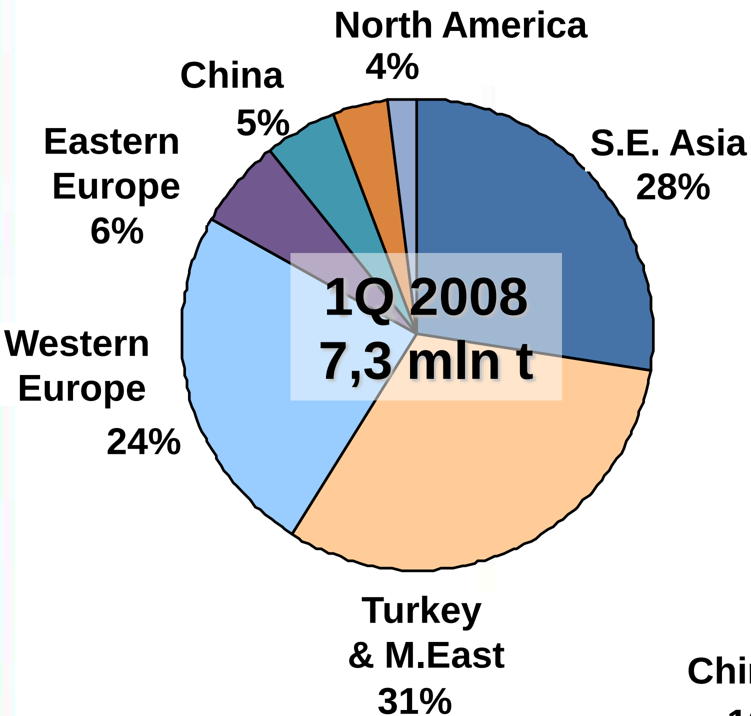


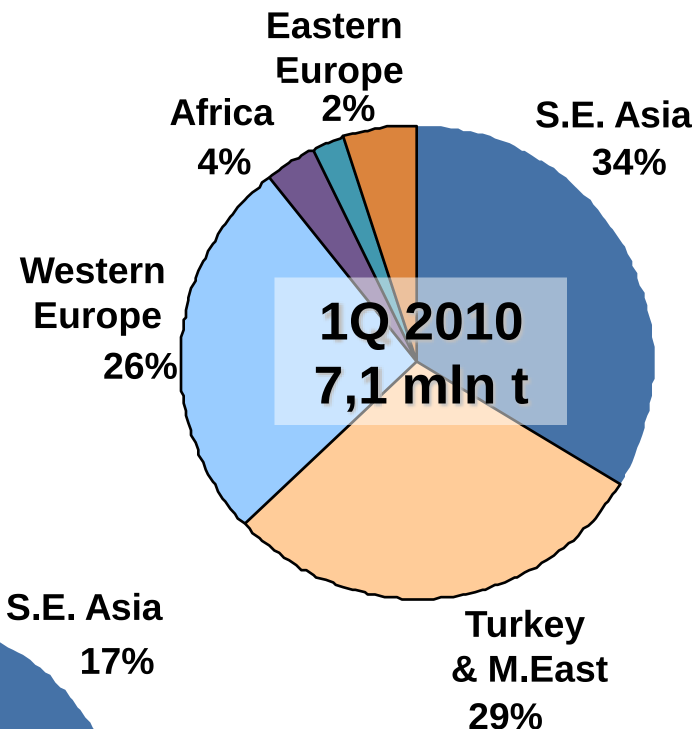
Semis

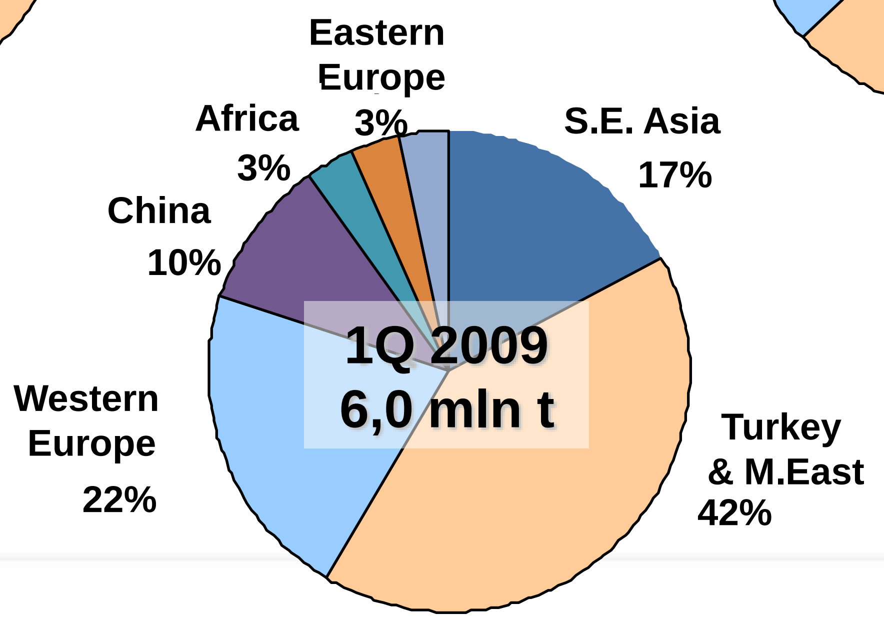
Export almost reached record indices of 2008, mostly this occurred due to slabs supplies



Semis: export geography changed, it approached to pre-crisis state



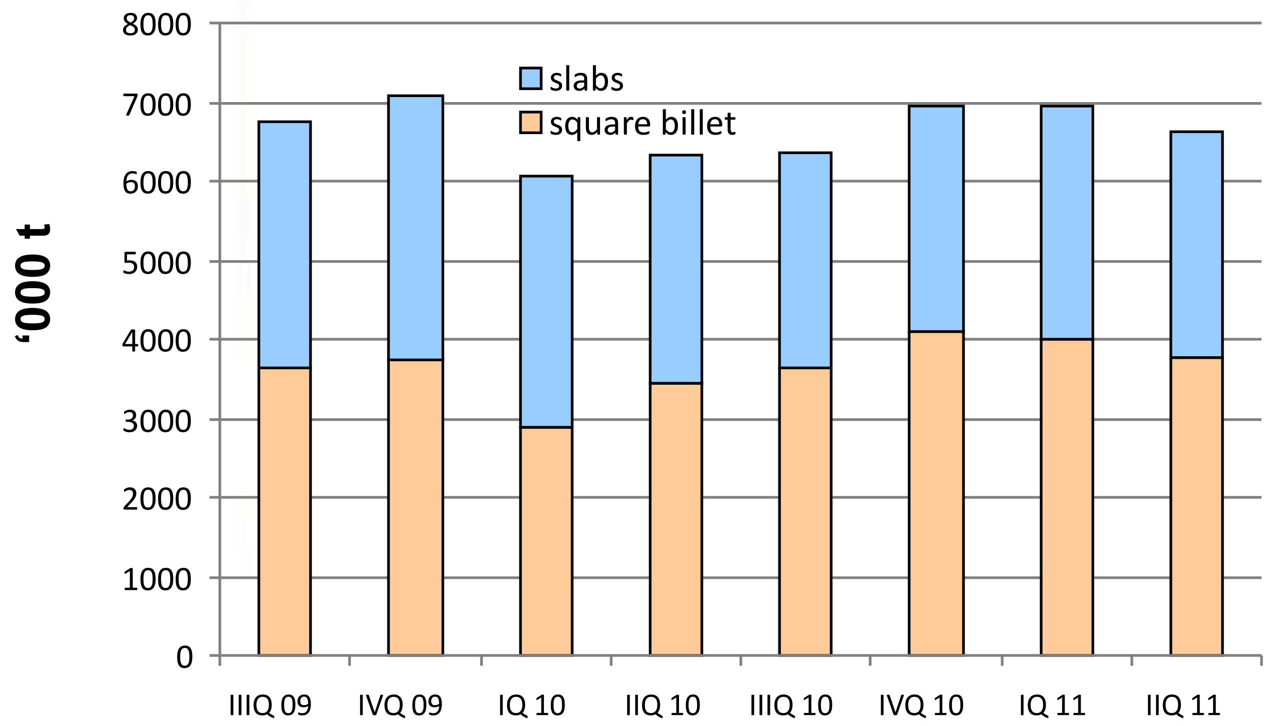




Semis export perspectives

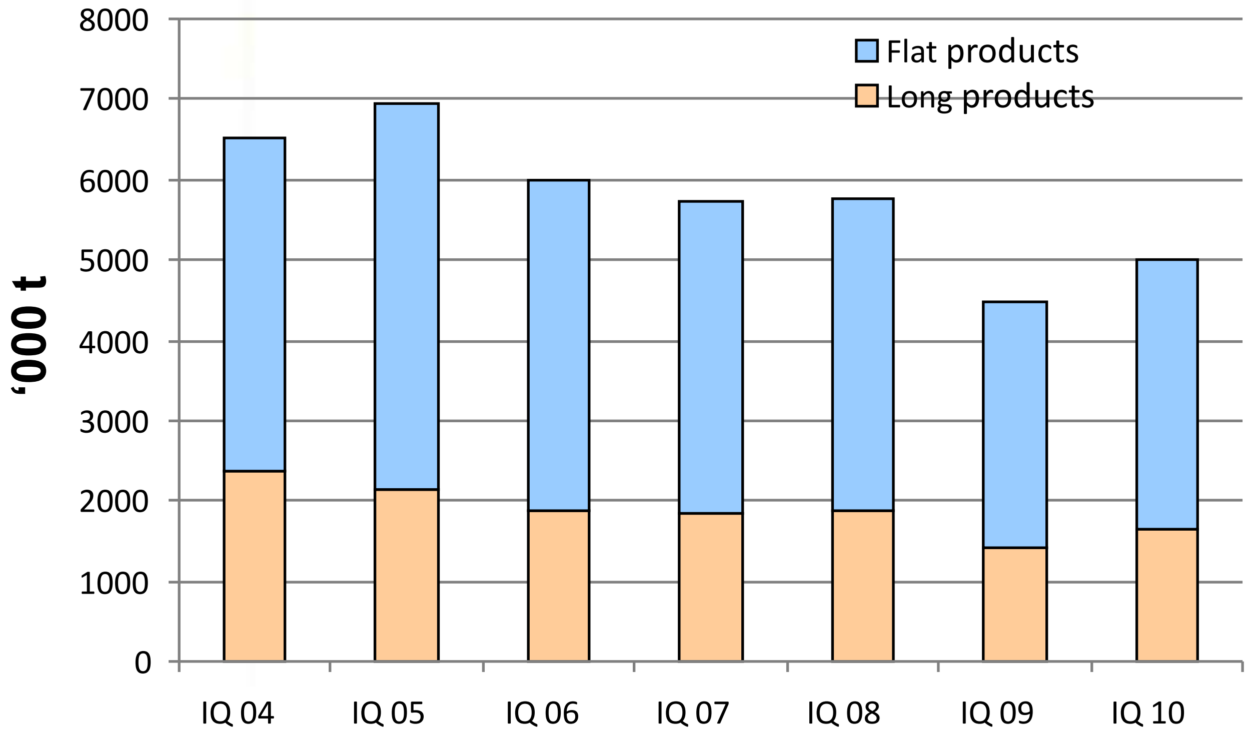
“Metal Expert” forecasts gradual growth of semis export from Russia and Ukraine.

Nevertheless, semis export will be less by 2010 compared to 2009.



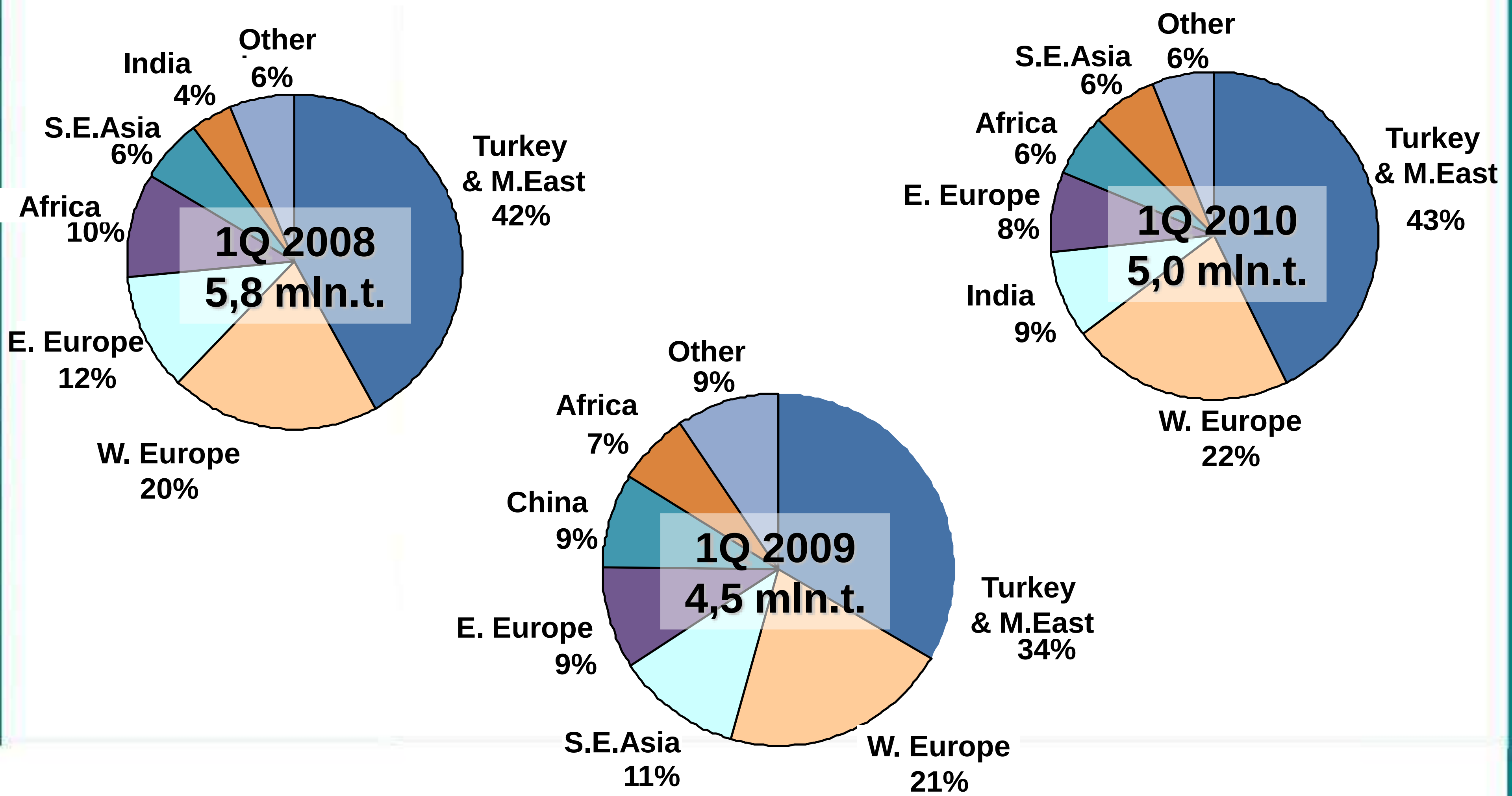
Steel products

Export increased, but the pre-crisis period is not reached yet



Geography of steel products export

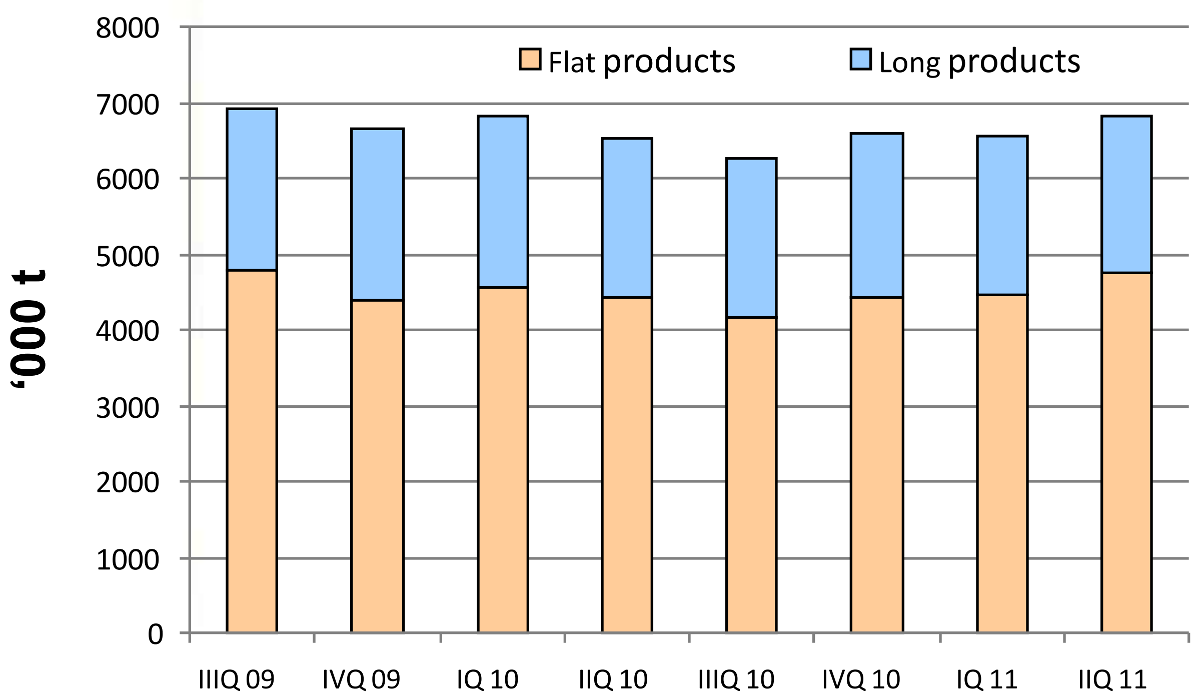
Middle East and Turkey dominate, their share has exceeded pre-crisis level



Steel products export perspectives

There will be decrease in finished steel products export in short-term perspective.

By the end of 2010 we forecast renewal of supply growth with further slight correction.



Commodity flows continue dynamic changes

Strategies based on yesterday’s reality won’t work.

It is necessary to adapt strategies, investment and operation plans to new conditions in professional and timely way.

It is preferable to charge corresponding research & analysis and recommendations development tasks to independent experts on transportation and cargo-generating industries.

Attn: Shipping companies, ports, logistics equipment producers

1. Detailed picture of state and perspectives in cargo-generating industries.

2. System provision of real and potential sources of cargoes, assessment of their potential in freight-flows generation.

3. Forecast of freight-flows changes in long-term and mid-term perspective.

4. Analysis and forecasts of the sea shipping and railway transportation markets on the following issues: competitive environment, tariffs \ rates, transport & logistics equipment and infrastructure.

5. SWOT-analysis and recommendations: increase of competitiveness level, attraction of new freight-flows and customers.

Metal Expert Consulting –

research in ferrous metallurgy, chemical and coal industries

- Customized market research
- Optimization of marketing and product strategies
- Business planning and strategic planning
- Development of conceptual projects,
- Due diligence, feasibility studies

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