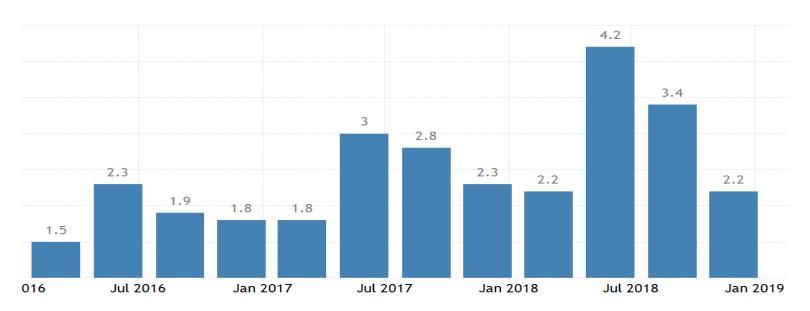




The US economy advanced an annualized 2.2 percent on quarter in the fourth quarter of 2018. It compares with market expectations of 2.4 percent. On the other hand, the drag from net trade was smaller than anticipated as exports rose more and imports increased at a softer pace. Considering full 2018, the economy advanced 2.9 percent, the most since 2015, and above 2.2 percent in 2017. GDP Growth Rate in the United States averaged 3.22 percent from 1947 until 2018, reaching an all time high of 16.70 percent in the first quarter of 1950 and a record low of -10 percent in the first quarter of 1958.

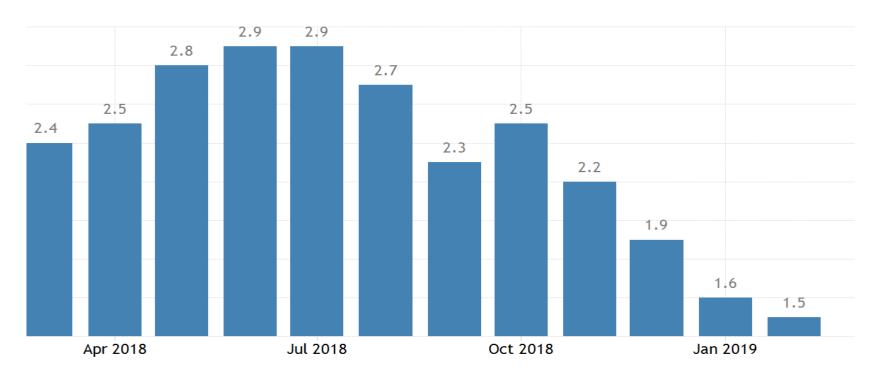


SOURCE: TRADINGECONOMICS.COM | U.S. BUREAU OF ECONOMIC ANALYS





Consumer prices in the United States increased 1.5 percent year-on-year in February of 2019, following a 1.6 percent rise in January and below market expectations of 1.6 percent. It is the lowest inflation rate since September of 2016, mainly due to a fall in cost of gasoline and clothing while prices of electricity stalled.

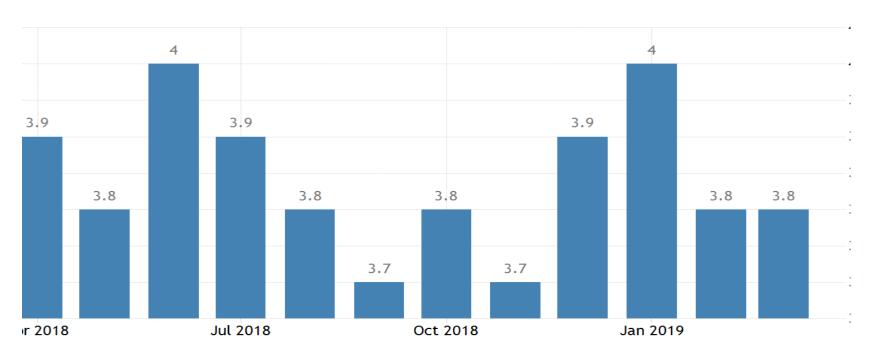


SOURCE: TRADINGECONOMICS.COM | U.S. BUREAU OF LABOR STATISTIC



### U.S. UNEMPLOYMENT RATE

The US unemployment rate came in at 3.8 percent in March 2019, unchanged from the previous month's figure and in line with market expectations. Unemployment Rate in the United States averaged 5.76 percent from 1948 until 2019, reaching an all time high of 10.80 percent in November of 1982 and a record low of 2.50 percent in May of 1953.

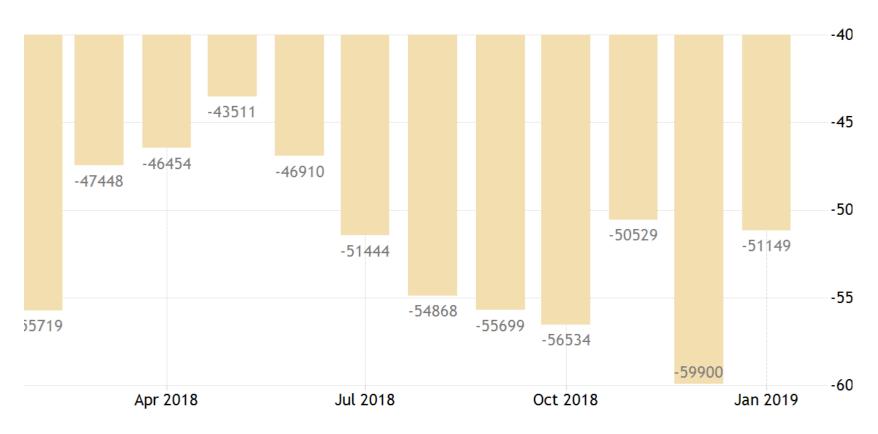


SOURCE: TRADINGECONOMICS.COM | U.S. BUREAU OF LABOR STATISTIC

### **U.S.BALANCE OF TRADE**



The trade deficit in the United States narrowed to USD 51.1 billion in January of 2019 from an upwardly revised USD 59.9 billion in the previous month, which was the largest since 2008.



SOURCE: TRADINGECONOMICS.COM | U.S. CENSUS BURE/



### **Unites States Economic Data**

United States - Economic Forecasts - 2018-2020 Outlook

| Overview                  | Actual | Q3/ <b>1</b> 8 | Q4/ <b>1</b> 8 | 01/19  | Q2/ <b>1</b> 9 | 2020                  |
|---------------------------|--------|----------------|----------------|--------|----------------|-----------------------|
| GDP Growth Rate           | 4.2    | 2.6            | 2.8            | 2.7    | 2.6            | 2 percent             |
| Unemployment<br>Rate      | 3.9    | 3.9            | 3.9            | 3.8    | 3.8            | 4.5 percent           |
| Inflation Rate            | 2.7    | 2.7            | 2.6            | 2.5    | 2.8            | 2.5 percent           |
| Interest Rate             | 2.25   | 2.25           | 2.5            | 2.5    | 2.75           | 3.5 percent           |
| Balance of Trade          | -50082 | -47450         | -45000         | -52000 | -47000         | -53000 USD<br>Million |
| Government<br>Debt to GDP | 105.4  | 108            | 108            | 108    | 108            | 109 percent           |

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This page has economic forecasts for the United States including a long-term outlook for the next decades,



## Trade Developments in the USA Introduction

- Four selected steel products
  - Wire rod
  - Rebar
  - Hot rolled coil (HRC)
  - Hot dipped galvanized (HDG)
- Five-year analysis 2014 2018
  - Total market size (domestic shipments less exports plus imports)
  - Imports by major world region
  - Imports by major Asian countries
- Brief review of trade cases
  - AD & CVD trade cases finalized and in place product & country specific
  - Section 232 in progress all products with certain exclusions

Note – all data is in short tons (2,000 pounds)

- KT = Thousand short tons
- MT = Million short tons



# Trade Developments in the USA Section 232 update

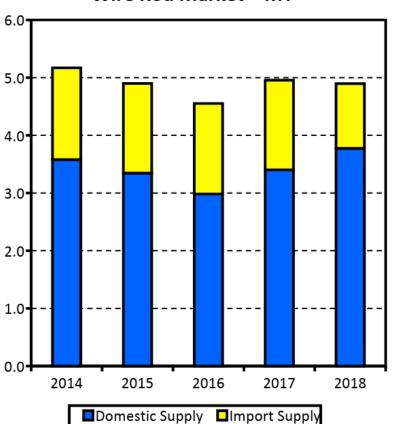
- 25% tariffs on all steel product categories
  - March 23, 2018 most countries except Canada, Mexico, and Europe
  - June 1, 2018 Canada, Mexico, and Europe included
- Country exceptions
  - South Korea quota of 70% of 2015-2017 average imports
  - Brazil quota of 2015-2017 average imports 70% finished; 100% semi-finished
  - Argentina quota of 135% of 2015-2017 average imports
  - Australia exempt from tariffs & quotas
  - Turkey duties increased from 25% to 50% due to currency devaluation
- Product exclusions
  - Determined on a case by case basis for the company filing the request
  - Number of requests have been in the thousands
  - Example long product: Grade 1080 wire rod used for tire cord not made in the U.S.
  - Example flat product: laminated tin free steel used for cans not made in the U.S.



### Wire Rod

### The U.S. wire rod market is about 5.0 MT

#### Wire Rod Market - MT



| Description        | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------------|------|------|------|------|------|
| Shipments          | 3.7  | 3.4  | 3.1  | 3.5  | 3.9  |
| Less Export        | 0.1  | 0.1  | 0.1  | 0.1  | 0.1  |
| Domestic<br>Supply | 3.6  | 3.3  | 3.0  | 3.4  | 3.8  |
| Plus Imports       | 1.6  | 1.6  | 1.6  | 1.6  | 1.1  |
| Total Market       | 5.2  | 4.9  | 4.6  | 5.0  | 4.9  |
|                    |      |      |      |      |      |
| Export %           | 4%   | 3%   | 3%   | 3%   | 2%   |
| Import %           | 31%  | 32%  | 34%  | 31%  | 23%  |

Source: AISI, estimates

### Wire Rod



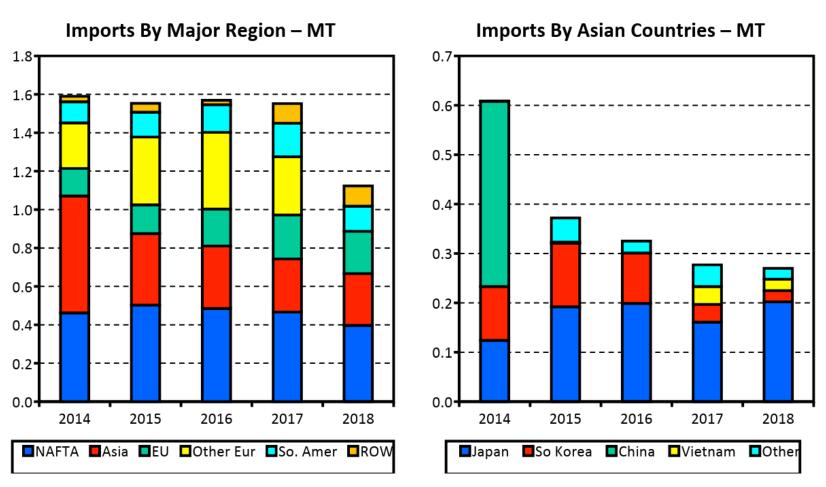
### Significant trade cases since 2000

- 2002 trade case & subsequent five-year reviews
  - Various AD & CVD rates
  - Brazil, Indonesia, Mexico, Moldova, Trinidad & Tobago, Ukraine
- 2015 China
- 2018 trade case
  - Various AD & CVD rates
  - Belarus, Italy, Korea, Russia, South Africa, Spain, Turkey, Ukraine, UAE, UK
- Section 232
  - Currently in progress
  - Product exclusions evaluated on case by case basis for individual companies



### Wire Rod

### Asian countries have historically been significant importers

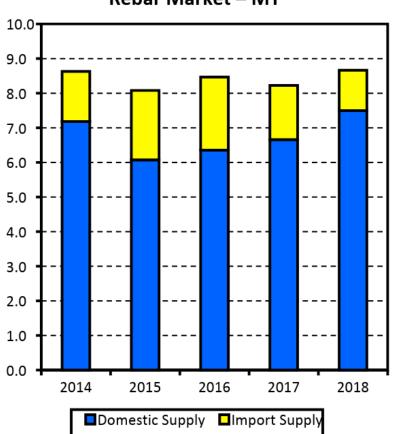




**x**steel

### The U.S. rebar market is about 8.5 MT





| Description        | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------------|------|------|------|------|------|
| Shipments          | 7.7  | 6.5  | 6.7  | 7.0  | 7.8  |
| Less Export        | 0.5  | 0.4  | 0.3  | 0.4  | 0.3  |
| Domestic<br>Supply | 7.2  | 6.1  | 6.4  | 6.6  | 7.5  |
| Plus Imports       | 1.4  | 2.0  | 2.1  | 1.6  | 1.2  |
| Total Market       | 8.6  | 8.1  | 8.5  | 8.2  | 8.7  |
|                    |      |      |      |      |      |
| Export %           | 7%   | 6%   | 4%   | 5%   | 4%   |
| Import %           | 17%  | 25%  | 25%  | 19%  | 13%  |

Source: AISI, estimates



# **x**steel

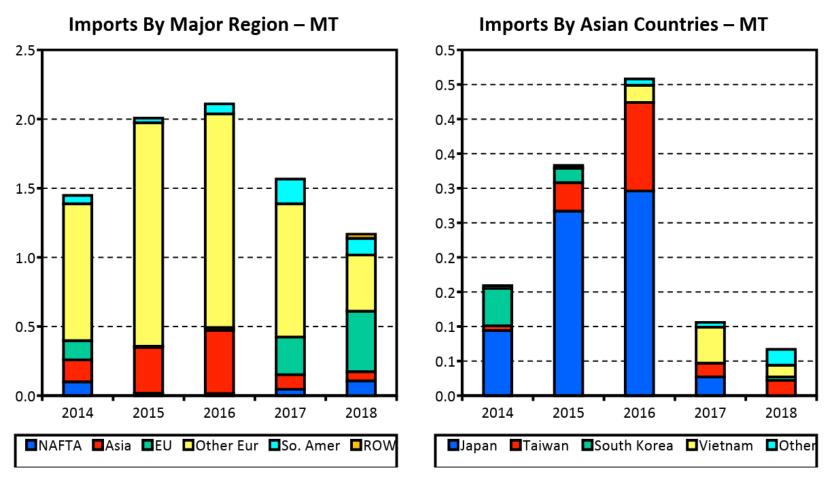
### Significant trade cases since 2000

- 2002 trade case & subsequent five-year reviews
  - Various AD & CVD rates
  - Belarus, China, Indonesia, Latvia, Moldova, Poland, Ukraine
- 2014
  - Various AD & CVD rates
  - Mexico, Turkey
- 2017 trade case
  - Various AD & CVD rates
  - Mexico, Taiwan, Turkey
- Section 232
  - Currently in progress
  - Minimal to no activity for rebar products

### Rebar

## **x**steel

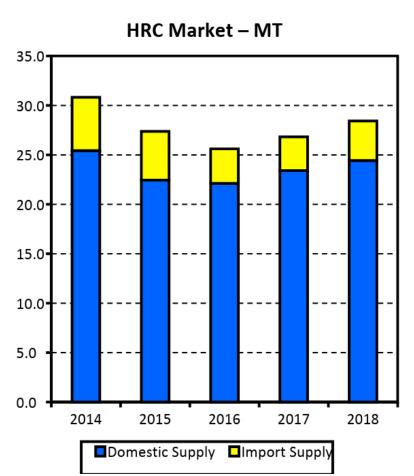
# Asian countries have historically not been significant importers





### **Hot Rolled Coil**

#### The U.S. HRC market is about 28.5 MT



| Description        | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------------|------|------|------|------|------|
| Shipments          | 27.0 | 23.8 | 23.5 | 25.2 | 25.7 |
| Less Export        | 1.6  | 1.3  | 1.4  | 1.8  | 1.2  |
| Domestic<br>Supply | 25.4 | 22.5 | 22.1 | 23.4 | 24.5 |
| Net Imports*       | 5.4  | 4.9  | 3.5  | 3.4  | 4.0  |
| Total Market       | 30.8 | 27.3 | 25.6 | 26.8 | 28.5 |
|                    |      |      |      |      |      |
| Gross Imports      | 6.6  | 6.0  | 4.4  | 3.7  | 4.3  |
| West Feedstock     | 1.2  | 1.1  | 0.9  | 0.3  | 0.3  |
| *Net Imports       | 5.4  | 4.9  | 3.5  | 3.4  | 4.0  |
|                    |      |      |      |      |      |
| Export %           | 6%   | 5%   | 6%   | 7%   | 5%   |
| Import %           | 17%  | 18%  | 14%  | 13%  | 14%  |

Source: AISI, estimates

West feedstock = HRC imports to UPI & Steelscape for re-rolling and coating

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### **Hot Rolled Coil**

### Hot rolled trade case 2016 impacted Asia & other countries

| Country      | Company                    | AD                      | CVD    |
|--------------|----------------------------|-------------------------|--------|
| South Korea* | POSCO                      | 4.61%                   | 58.68% |
|              | Hyundai                    | 9.49%                   | 3.89%  |
|              | All Others                 | 6.05%                   | 3.89%  |
| Japan*       | JFE<br>NSSMC<br>All Others | 7.51%<br>4.99%<br>5.58% |        |
| Netherlands  | Tata<br>All Others         | 3.73%<br>3.73%          |        |
| Turkey       | Colakoglu                  | 6.77%                   | 0.34%  |
|              | Erdemir                    | 4.15%                   | 6.01%  |
|              | All Others                 | 6.41%                   | 6.01%  |
| Australia*   | BlueScope                  | 29.58%                  |        |
|              | All Others                 | 29.58%                  |        |
| Brazil*      | CSN                        | 33.14%                  | 11.30% |
|              | Usiminas                   | 34.28%                  | 11.09% |
|              | All Others                 | 33.14%                  | 11.20% |
| UK           | Tata<br>All Others         | 33.06%<br>33.06%        |        |

Source: U.S. Dept. of Commerce.

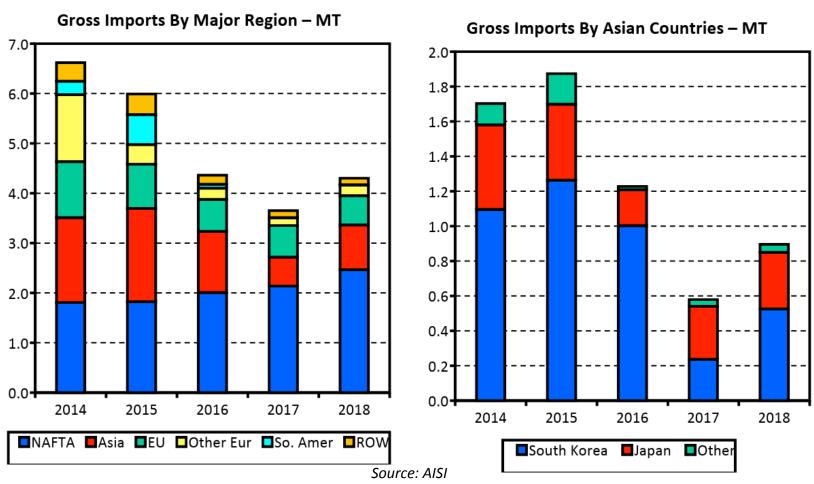
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<sup>\*</sup>Includes feedstock supply (So. Korea to UPI, Australia & Japan to Steelscape, and Brazil to CSN, LLC)



### **Hot Rolled Coil**

### Asian countries have mostly supplied feedstock to the West



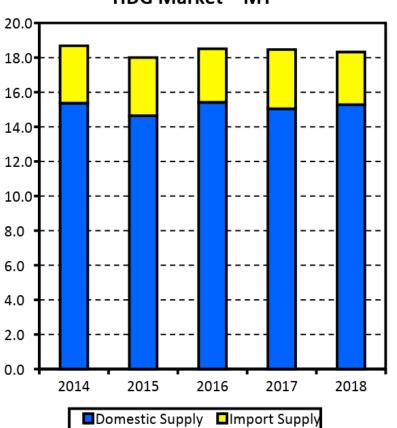
Gross imports include HRC feedstock to West Coast (South Korea to UPI and BlueScope &NSSMC to Steelscape)

## Hot Dipped Galvanized

## **x**steel

### The U.S. HDG market is about 18.5 MT





| Description        | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------------|------|------|------|------|------|
| Shipments          | 16.7 | 15.9 | 16.7 | 16.5 | 16.6 |
| Less Export        | 1.3  | 1.3  | 1.3  | 1.5  | 1.3  |
| Domestic<br>Supply | 15.4 | 14.6 | 15.4 | 15.0 | 15.3 |
| Plus Imports       | 3.3  | 3.4  | 3.1  | 3.4  | 3.0  |
| Total Market       | 18.7 | 18.0 | 18.5 | 18.4 | 18.3 |
|                    |      |      |      |      |      |
| Export %           | 9%   | 9%   | 8%   | 9%   | 8%   |
| Import %           | 18%  | 19%  | 17%  | 19%  | 17%  |

Source: AISI, estimates



# **x**steel

### CORE trade case 2016 impacted mostly Asian countries

| Country         | Company                                                       | AD                                                                        | CVD                                                                     |
|-----------------|---------------------------------------------------------------|---------------------------------------------------------------------------|-------------------------------------------------------------------------|
| China           | Yieh Phui Angyang Baosteel Duferco Changshu Handen All Others | 209.97%<br>209.97%<br>209.97%<br>209.97%<br>209.97%<br>209.97%<br>209.97% | 39.05%<br>241.07%<br>241.07%<br>241.07%<br>241.07%<br>241.07%<br>39.05% |
| South Korea     | Dongkuk/Union<br>Hyundai<br>All Others                        | 8.75%<br>47.80%<br>28.28%                                                 | 0.72%<br><br>1.19%                                                      |
| Taiwan          | Yieh Phui<br>All Others                                       | 10.34%<br>10.34%                                                          |                                                                         |
| India           | JSW<br>Uttam Galva<br>All Others                              | 4.43%<br>3.05%<br>3.86%                                                   | 29.49%<br>8.00%<br>18.73%                                               |
| Italy           | Acciaieria Arvedi<br>Marcegaglia<br>Ilva<br>All Others        | 12.63%<br>92.12%<br><br>12.63%                                            | 0.48%<br>0.07%<br>38.51%<br>13.02%                                      |
| Vietnam (2018)* | Anti-Circumvention – Chinese HRC                              | 199.43%                                                                   | 39.05%                                                                  |

Source: U.S. Dept. of Commerce. CORE includes HDG, EGL, and OMC (AZ & Aluminized)

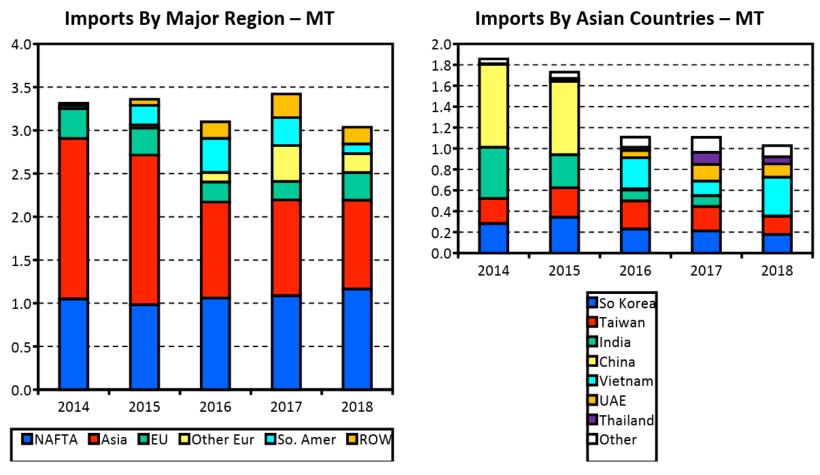
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<sup>\*</sup>Additional anti-circumvention investigation with substrate from South Korea & Taiwan is in progress

### Hot Dipped Galvanized



Asian countries have historically have been significant importers





## **THANK YOU!**

- Enrique Gasca Neri
- XSteel USA
- www.xsteelus.com