



Manufacturing in 2017: Challenges and Opportunities — Steel Industry Perspective

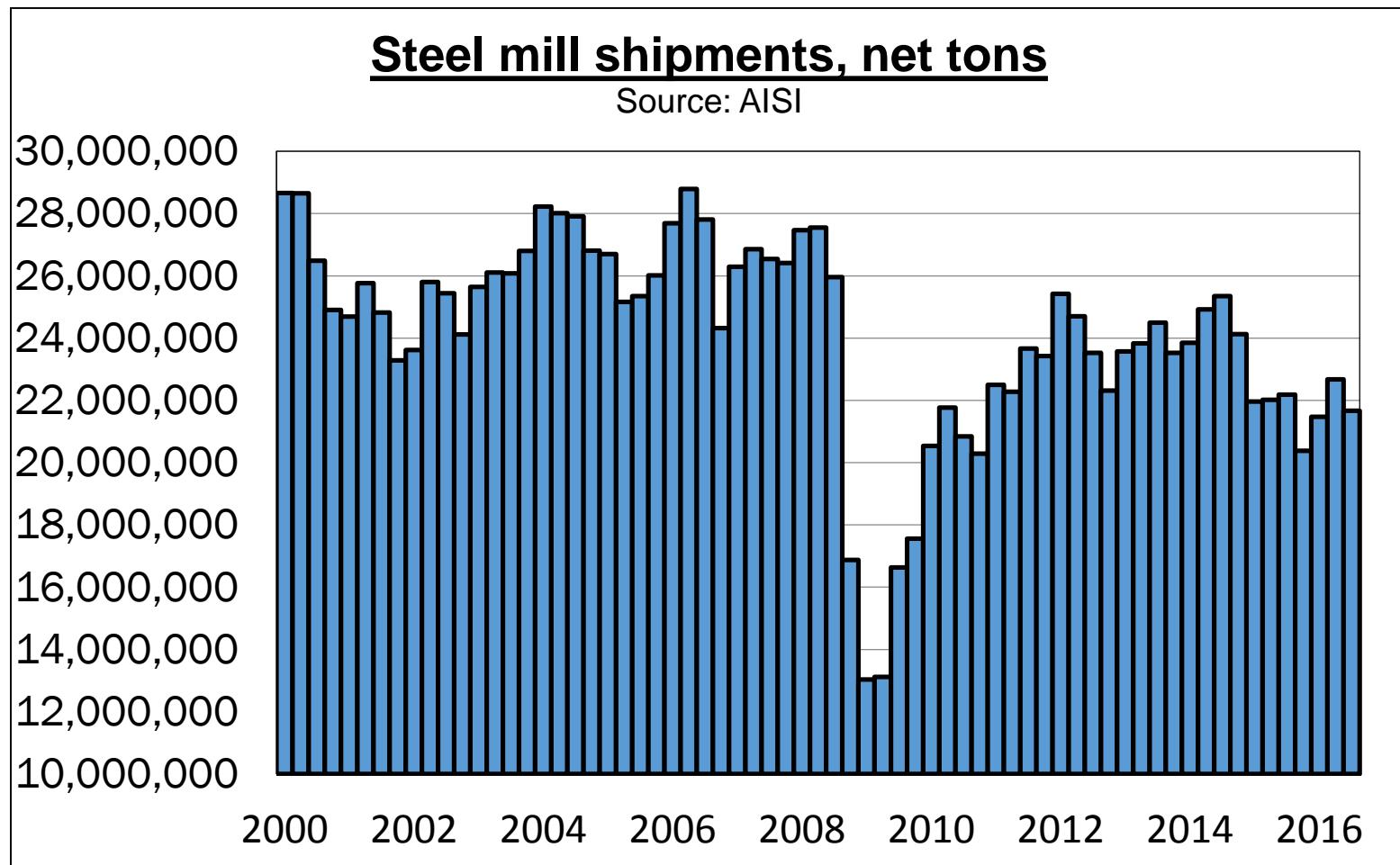
Tim Gill

Chief Economist, American Iron and Steel Institute

NABE Manufacturing Roundtable

February 7, 2017

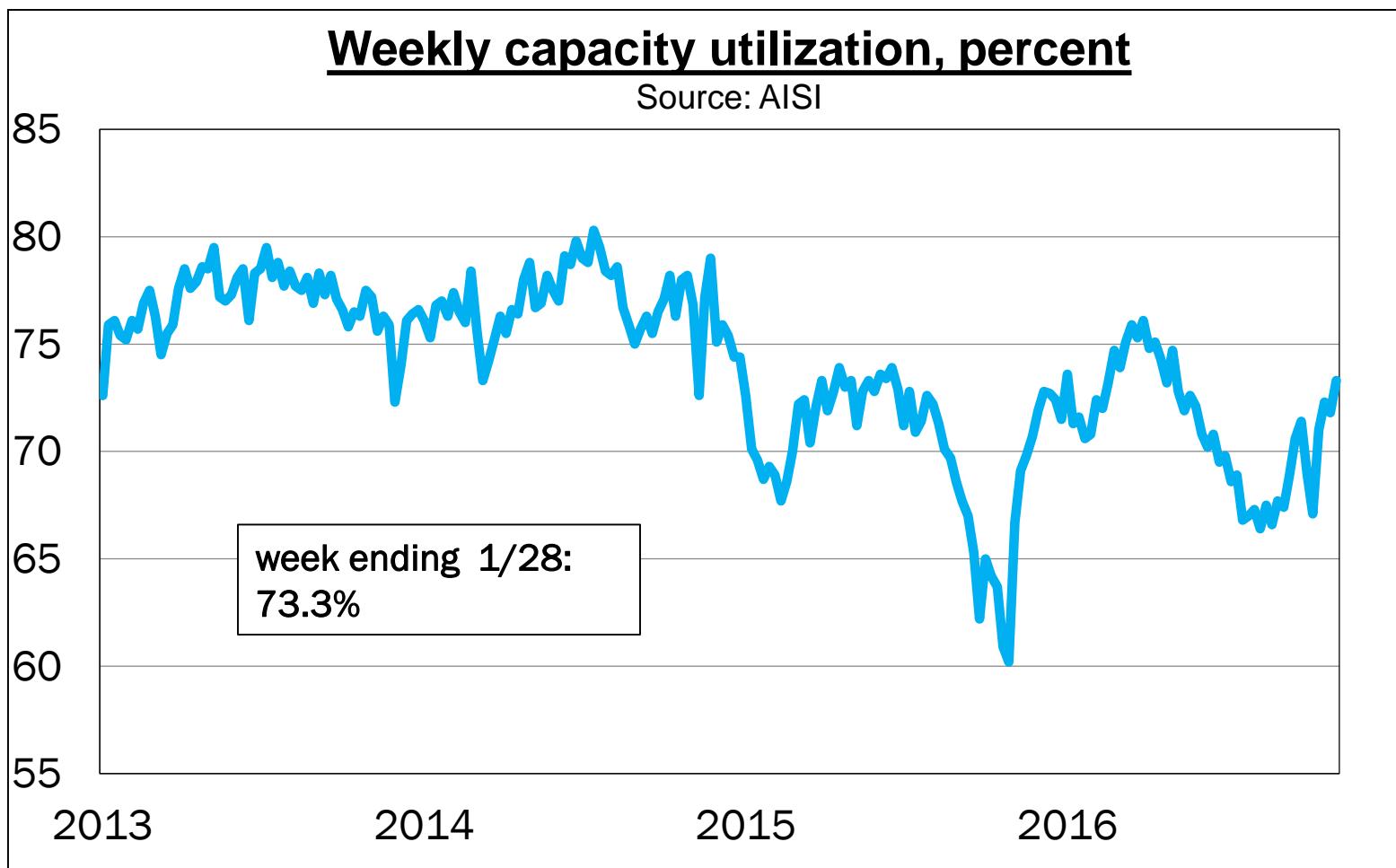
Domestic steel shipments stabilized in 2016 after double-digit decline in 2015



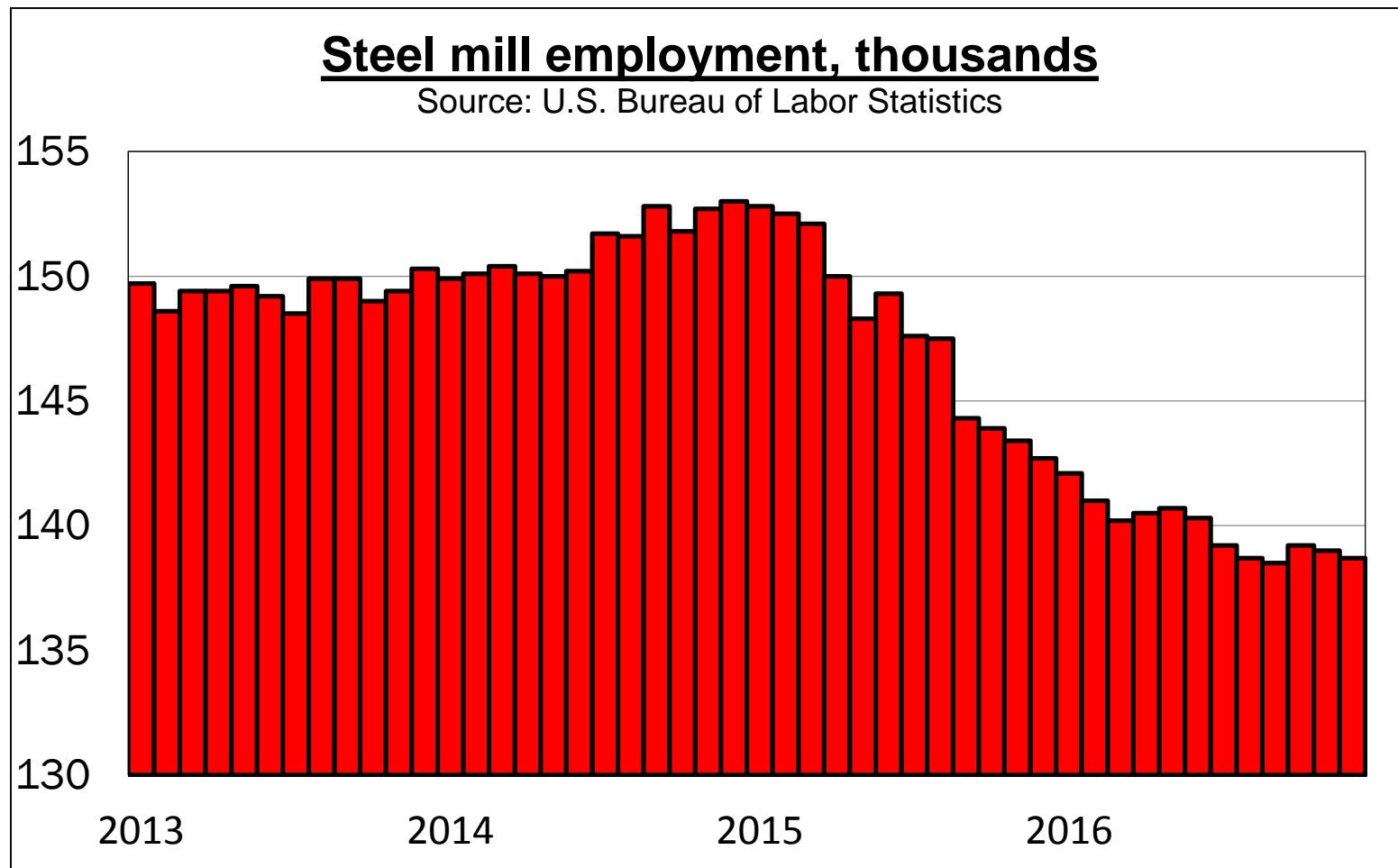
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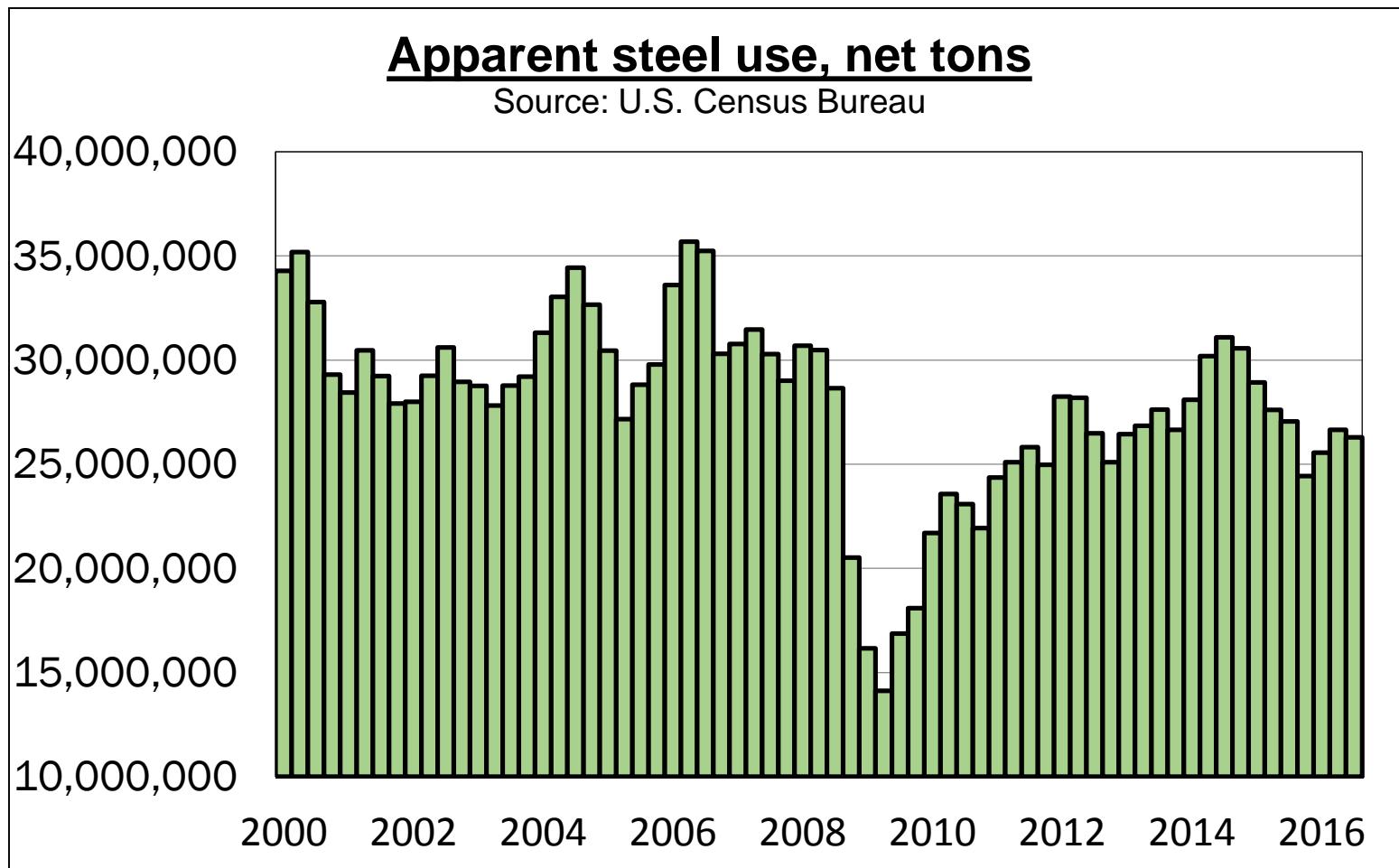
Capacity utilization has trended upward over last three months



Steel mill employment down more than 14,000 since late 2014



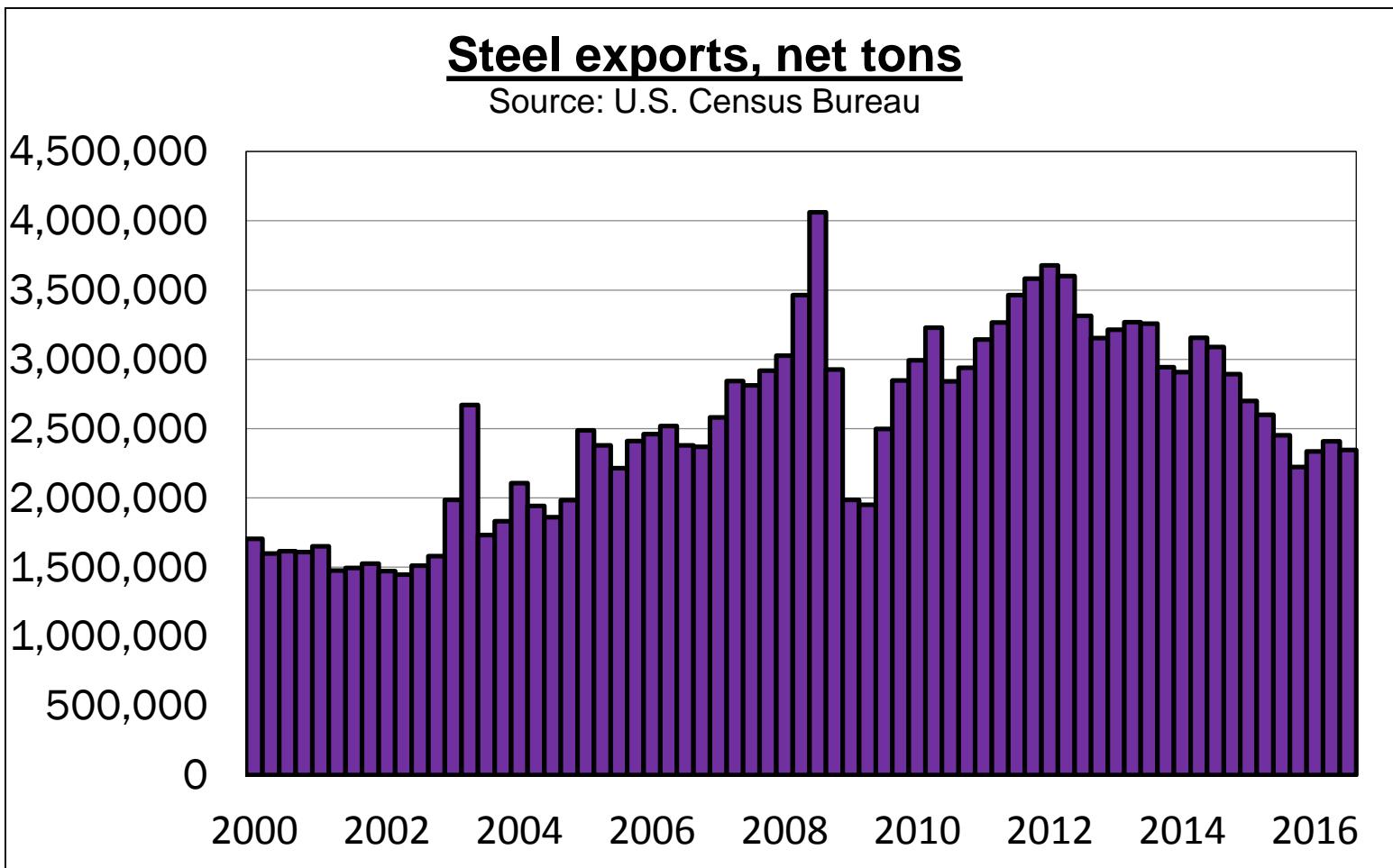
Domestic demand weakened in 2015 and 2016



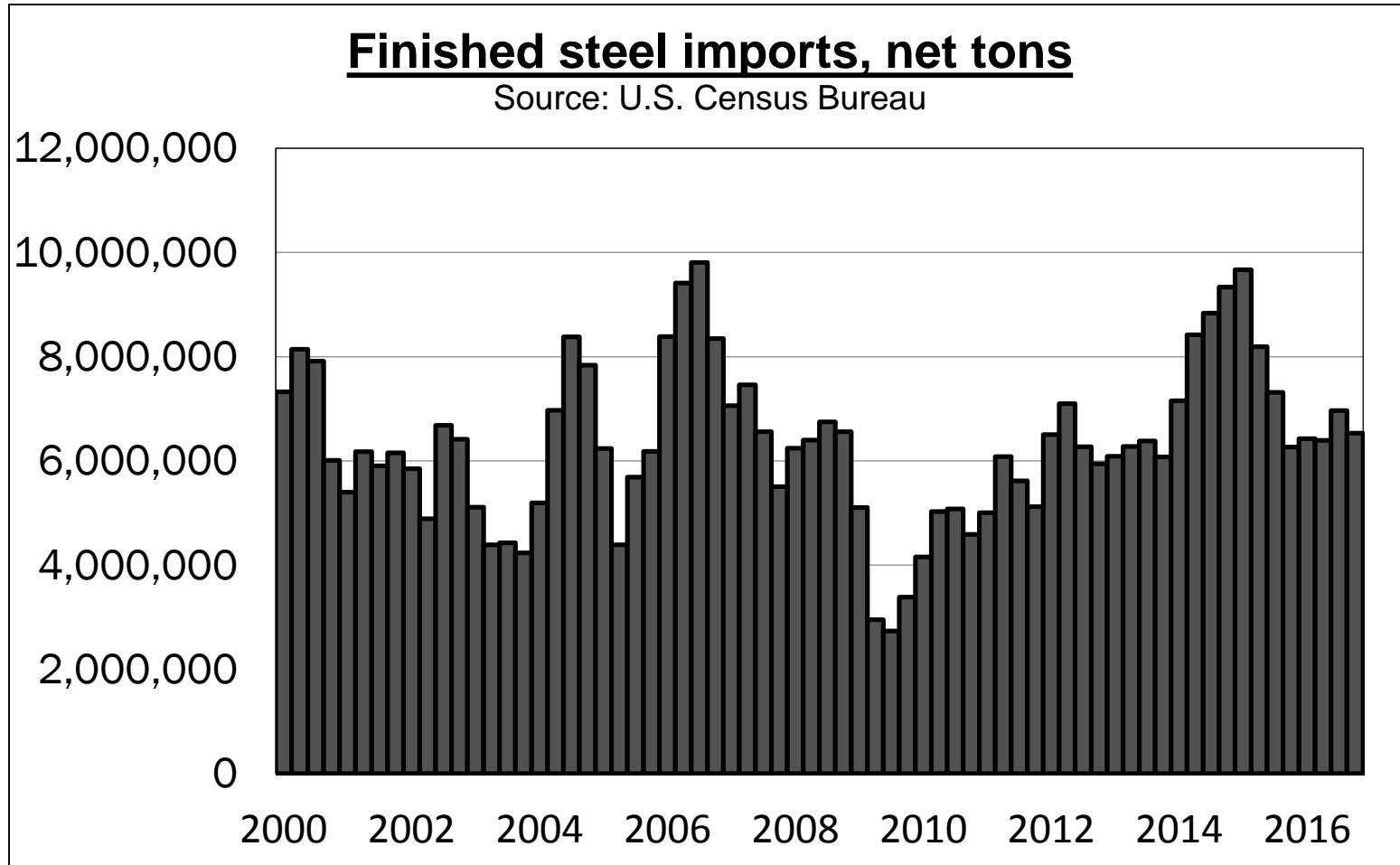
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Export shipments have trended downward since 2012



2014-15 import surge is abating, but imports remain at a high level



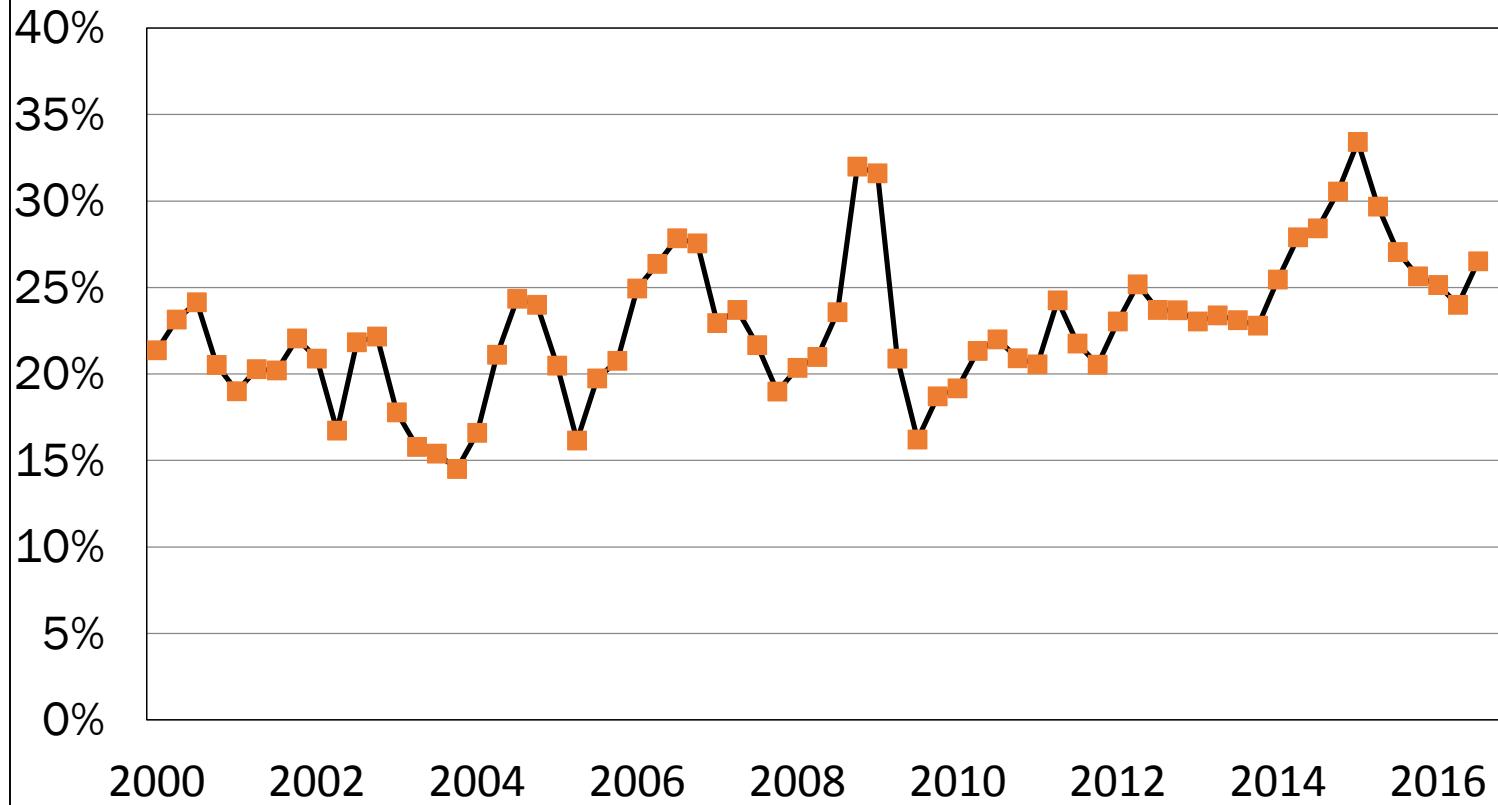
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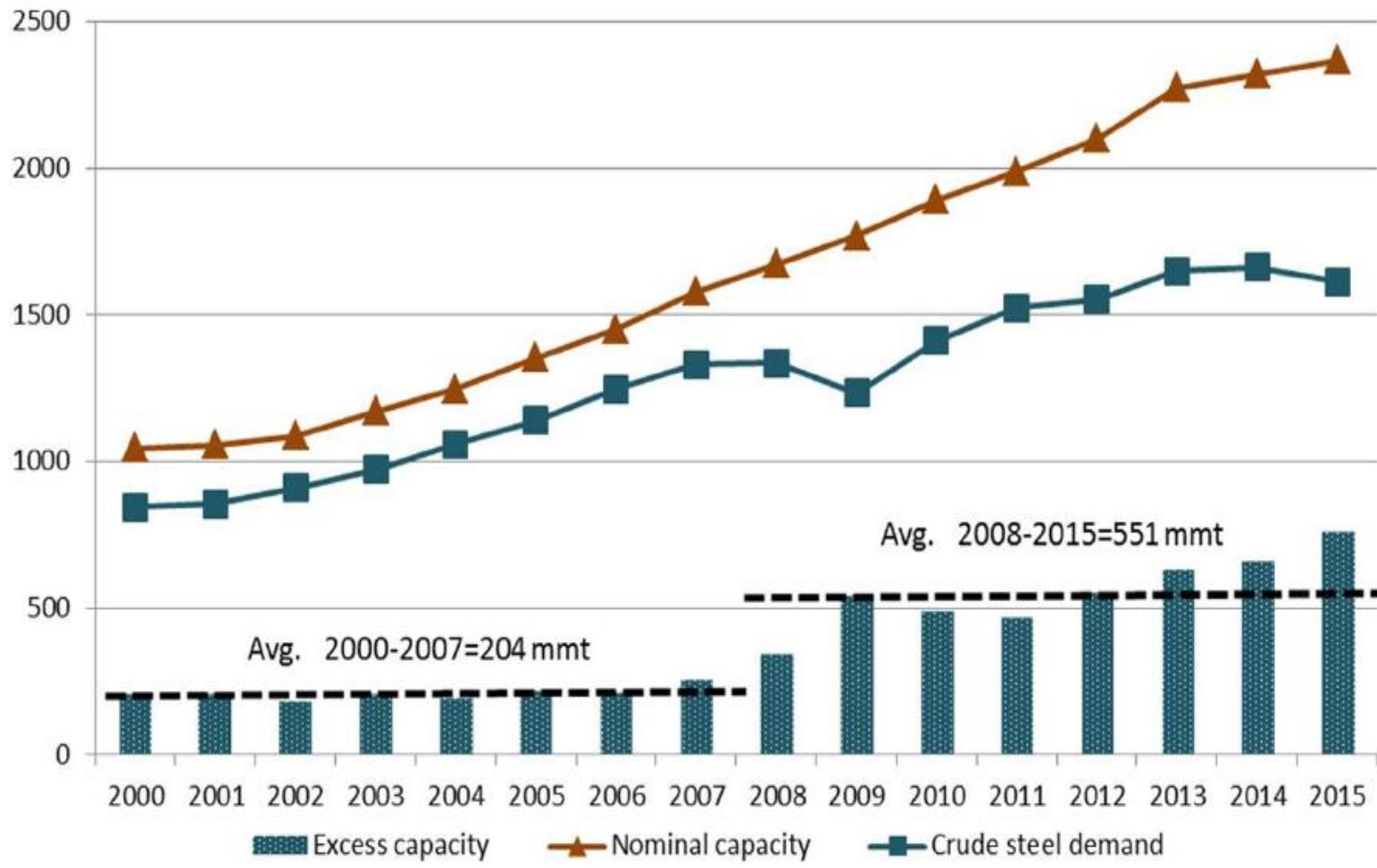
2014-15 import surge is abating, but imports remain at a high level

Import market share, percent

Source: AISI, U.S. Census Bureau



Global excess capacity reached 700 million metric tons in 2015



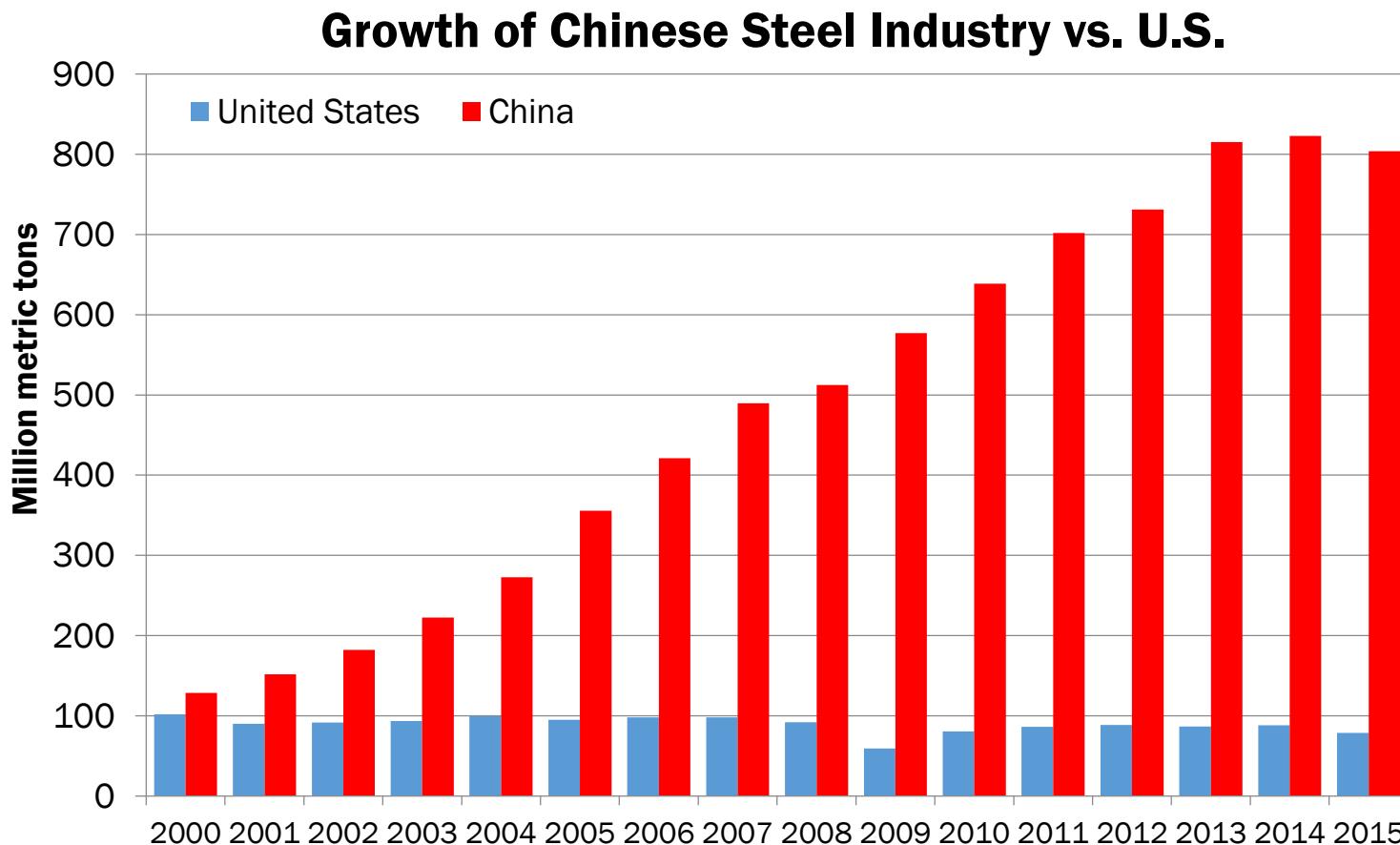
Million metric tons

Source: Worldsteel Association; OECD



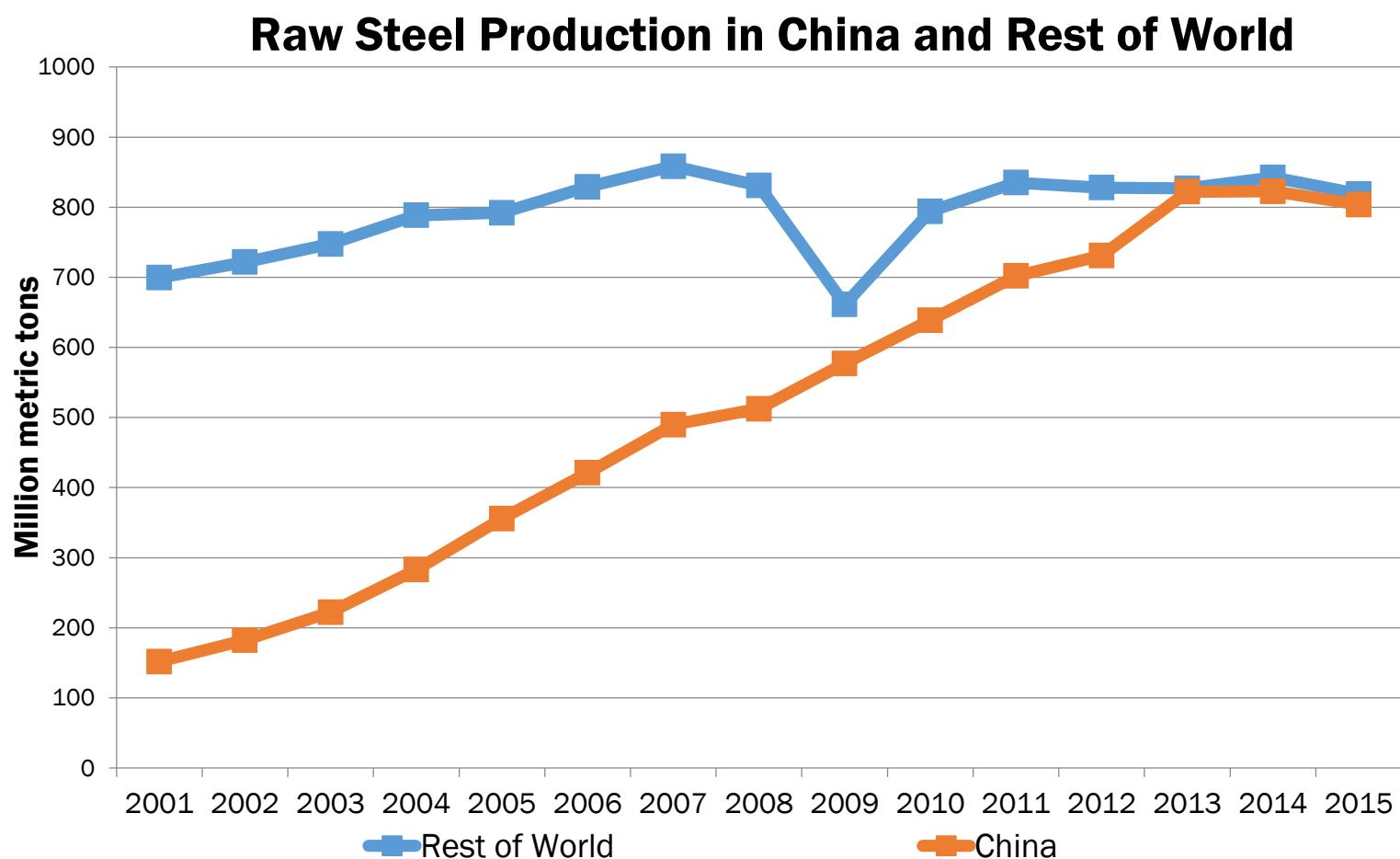
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Chinese steel production has exploded



Source: Worldsteel Association

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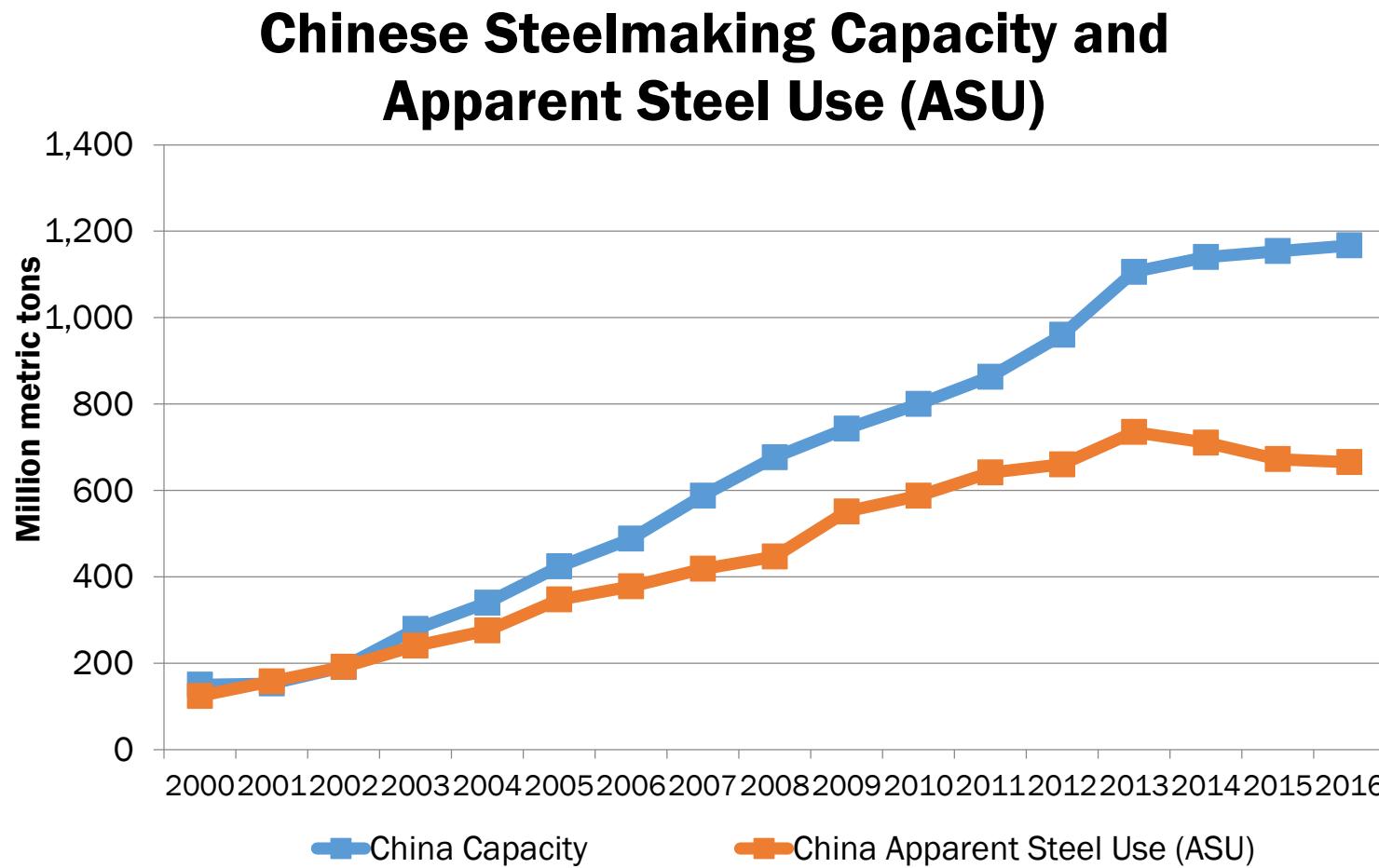
As Chinese steel demand peaks...



*2016 Estimated using data through November 2016

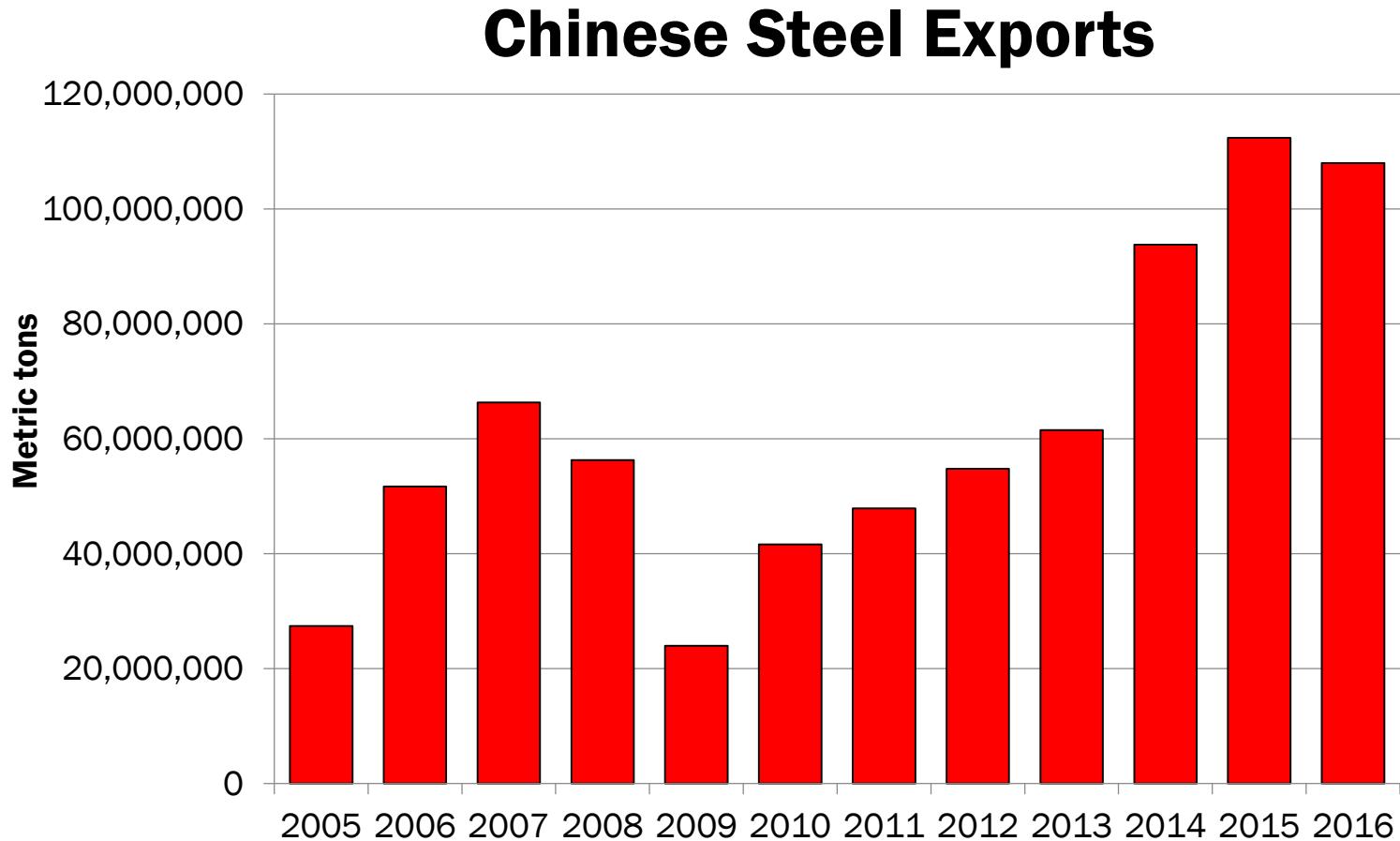
Source: Worldsteel Association

... overcapacity soars...



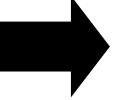
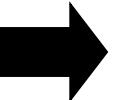
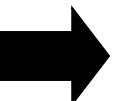
Source: Worldsteel Association

... and Chinese steel exports surge



Source: Government of China

U.S. Market Driver Outlook: 2017-2018

| Market | Forecast trend | Explanation |
|------------------------------|---|---|
| Automotive |  | U.S. production softens slightly as light vehicle sales plateau, but remains at high level. NAFTA-wide production sees incremental growth. |
| Non-Residential Construction |  | Moderate growth in 2017 and 2018 for most segments. |
| Residential Construction |  | Recovery continues in residential construction, but balance of growth shifting to single unit construction and away from multi-unit |
| Machinery |  | Largely flat in 2017 with recovery emerging in 2018. Renewed dollar appreciation remains a risk. |
| Infrastructure |  | Baseline is for stable 2017. However a substantial long-term infrastructure program could provide a material boost to demand, particularly beginning in 2018. |
| Energy |  | Investment slowly returning to oil and gas exploration and production sector as prices stabilize at higher levels than in 2016. |
| Inventory |  | Service center inventories show incremental rebound as demand increases, but wholesalers remain cautious. |