



Mn Ore & Alloy World Overview

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Presentation Overview

- 2007 Highlights
- Mn Alloy (production and consumption)
- Mn Ore (production and consumption)
- Some Key Trade Statistics
- Demonstration of new IMnI Database & Query



2007 Highlights

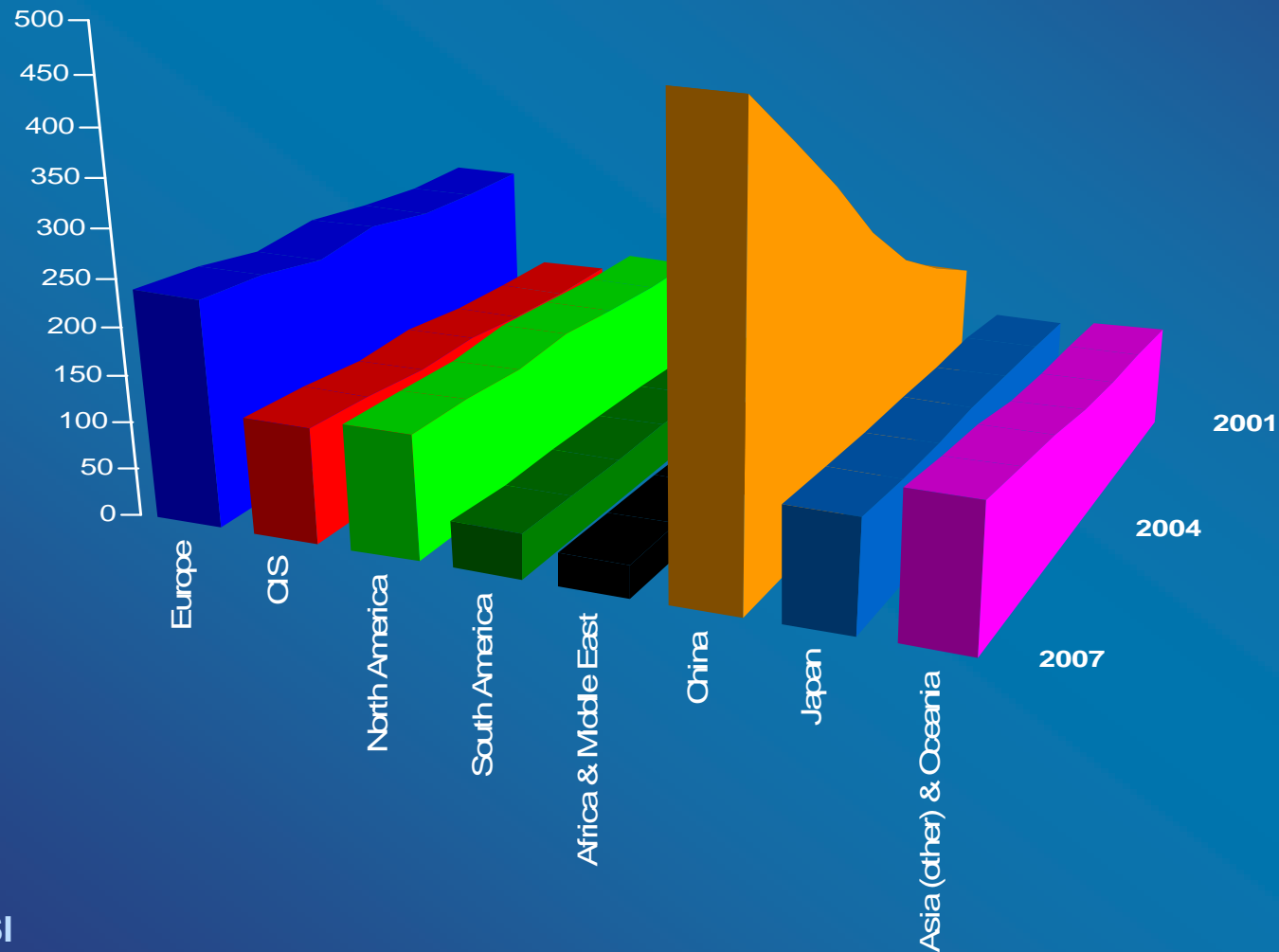
- Global Crude Steel Production increased 7.4% reaching 1.32 billion mt.
- Ghana Manganese purchased by Privat
- ConsMin purchased by Palmary (Privat)
- ArcelorMittal purchases OFZ and enters South Africa in 50% JV in Kalagadi Mn project
- Mn Metal, Mn Ore & Alloys all reach record price levels



Steel Production



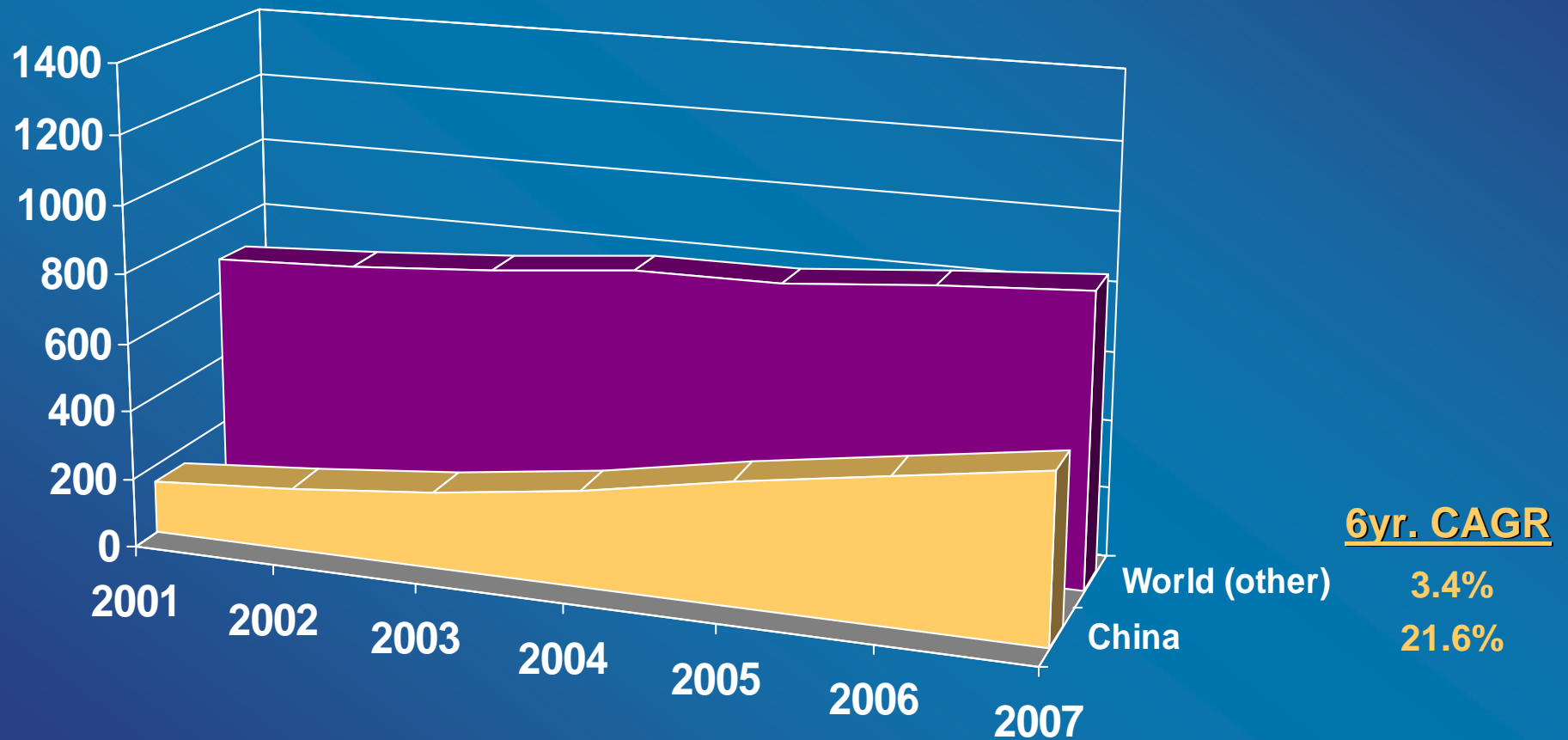
Global Crude Steel Production



Source: IISI



China Crude Steel Growth



Source: IISI





Steel Production (M mt)

	2006	2007	% Change y-o-y
World Total	1239	1344	+7.5%
China	422.7	489.0	+15.7%
Japan	116.2	120.2	+3.4%
United States	98.6	97.2	-1.4%
Russia	70.8	72.2	+2.0%
India	49.5	53.1	+7.3%
South Korea	48.5	51.4	+6.0%
Germany	47.2	48.5	+2.8%
Ukraine	40.9	42.8	+4.7%
Brazil	30.9	33.8	+9.3%
Italy	31.6	32.0	+1.2%

Source: IISI



Steel and Mn Stats

	2001	2002	2003	2004	2005	2006	2007	CAGR – 5YR (2002-07)
Steel Production (Mill mt) % Change yoy	850	904 6.3%	970 7.3%	1,069 10.2%	1,147 7.3%	1,250 9%	1,344 7.5%	8.2%
Mn Ore* Production (K mt) % Change yoy	7,935	8,153 2.7%	8,618 5.7%	10,693 24.1%	11,612 8.6%	11,654 0.4%	12,732 9.2%	9.3%
Mn Alloy** Production (K mt) % Change yoy	7,786	8,358 7.4%	9,157 9.6%	10,798 17.9%	10,655 1.3%	11,807 10.8%	13,205 11.8%	9.6%
Mn Alloy App Cons (K mt) % Change yoy	7,801	8,282 6.2%	9,096 9.8%	10,731 18%	10,840 1%	11,755 8.4%	13,391 13.9%	10.1%
Mn Alloy Real Unit Cons (Kg per mt of steel)	9	9	9	10	10	10	10	

*Mn Ore refers to ore in Mn content

**Mn alloy refers to gross alloy volumes – not Mn content contained in alloy

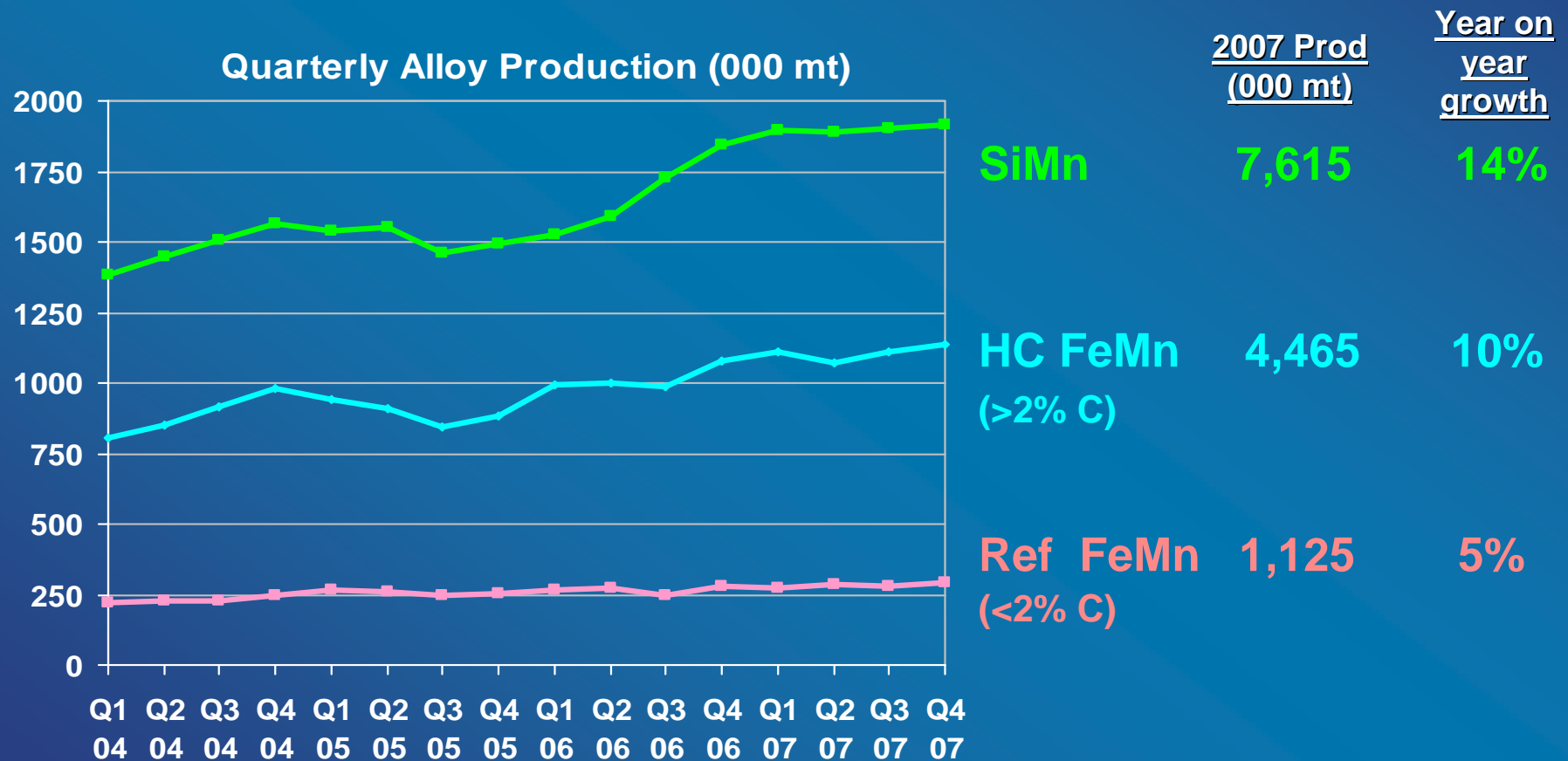


Manganese Alloys



Total Mn Alloy* Production

2007 Global Mn Alloy Production = **13.2** mil mt

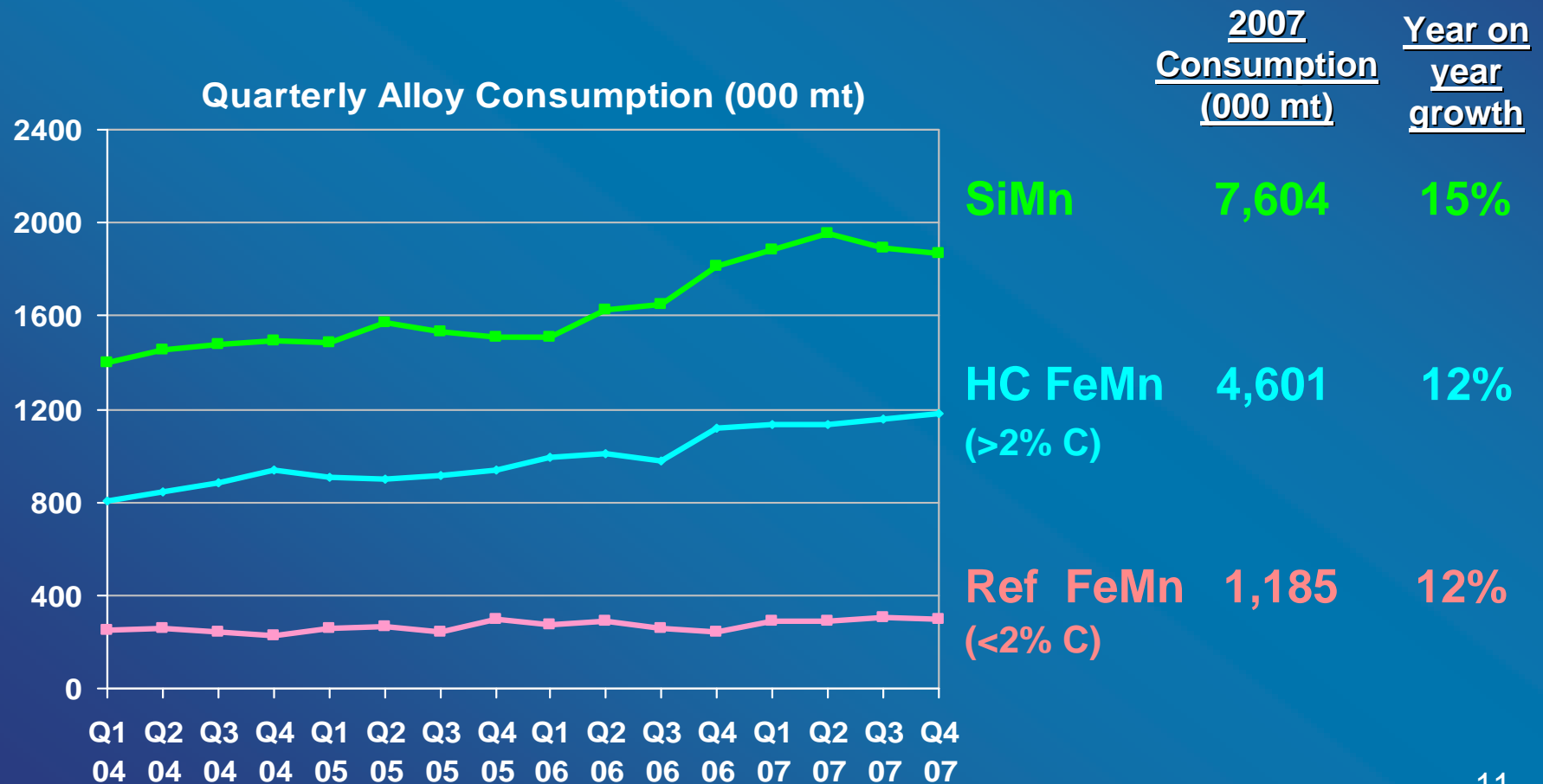


*Reference to Mn alloy throughout presentation refers to gross alloy volumes - % Mn in alloys may differ by country



Total Mn Alloy Consumption

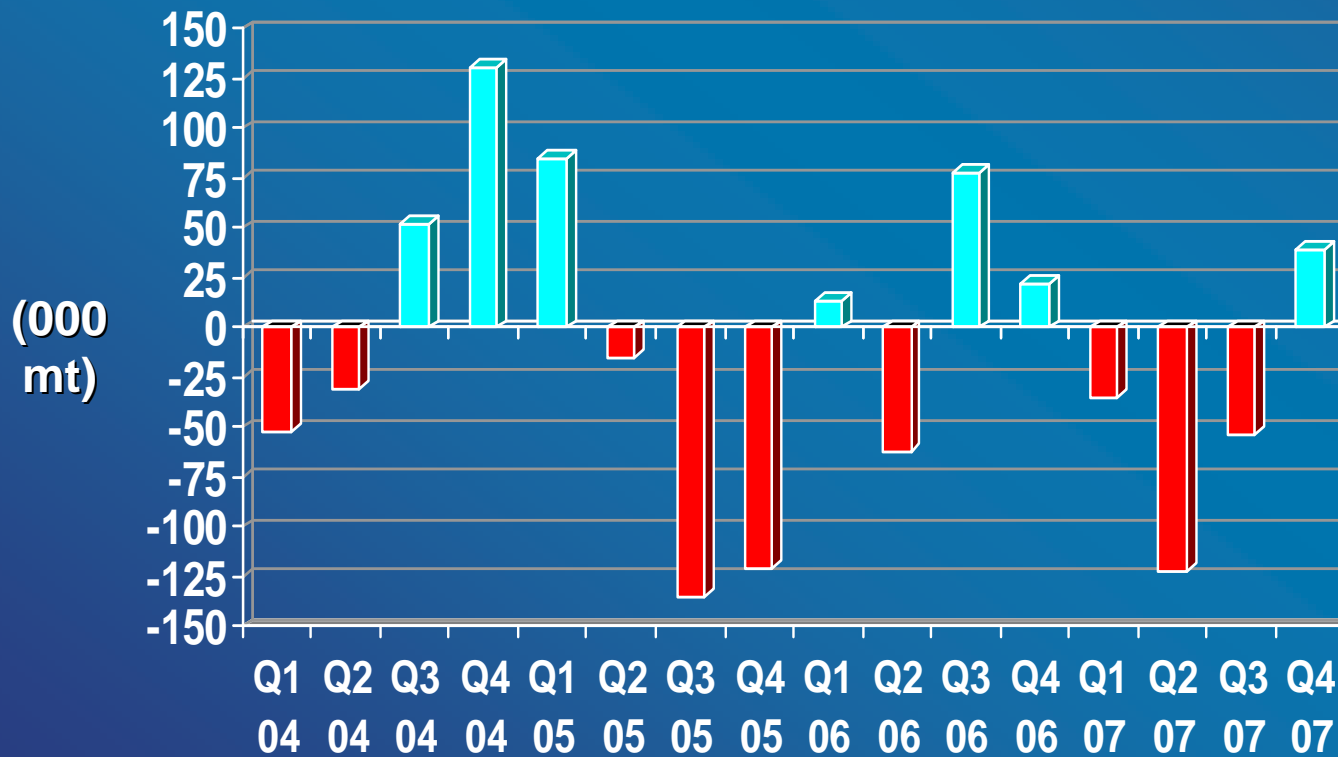
2007 Global Mn Alloy Consumption = **13.4** mil mt





Global Mn Alloy Supply & Demand

Global Mn alloy supply & demand balance



2007 Supply Demand Balance

SiMn	+ 11K
HC FeMn	- 136K
Ref FeMn	- 47K
<hr/>	
Total	- 173K



Global Mn Alloy Supply & Demand

(000 mt)



Q1 2008 Supply Demand Balance:

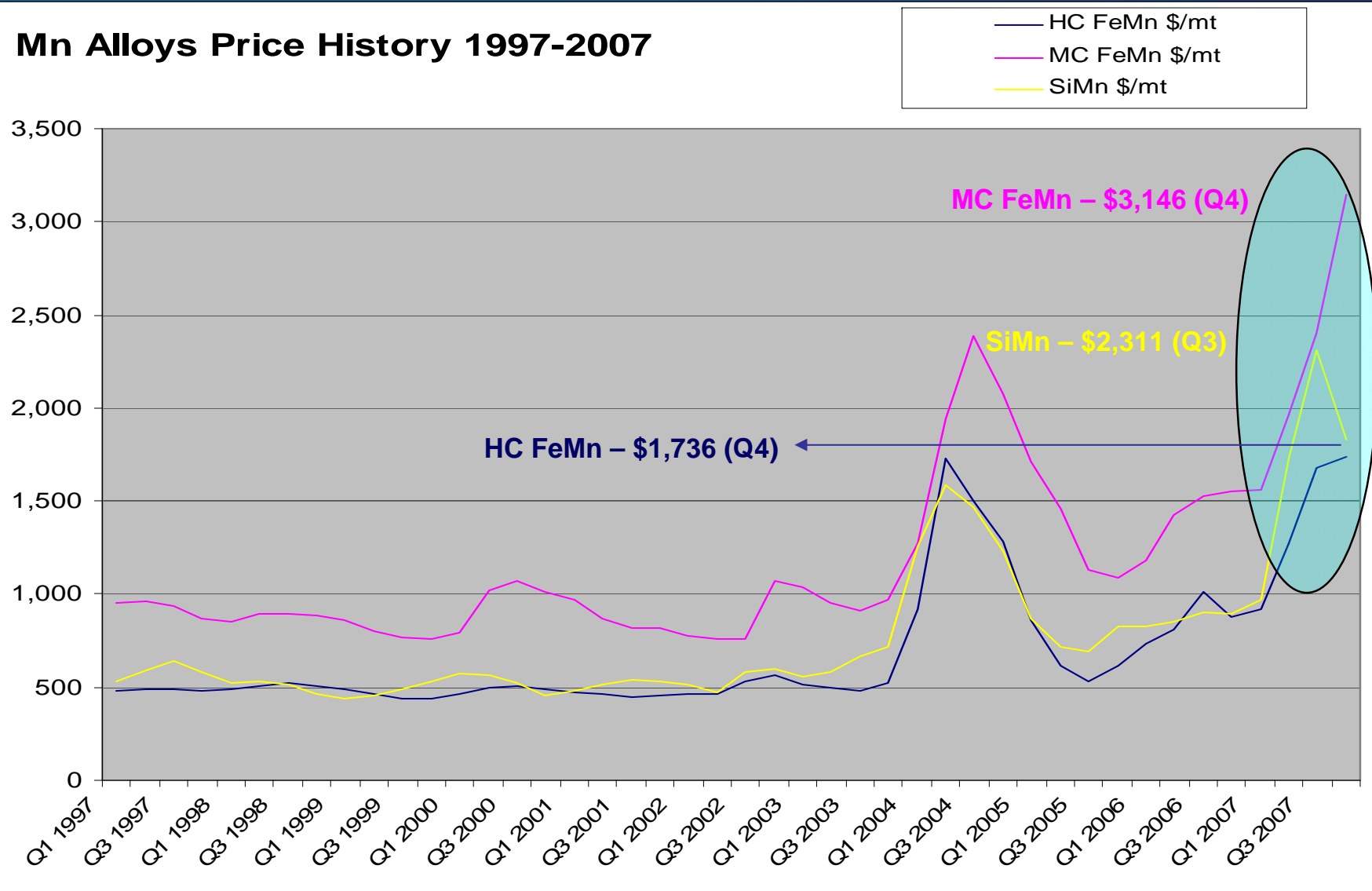
SiMn = - 24K

HC FeMn = - 38K

Ref FeMn = - 3K

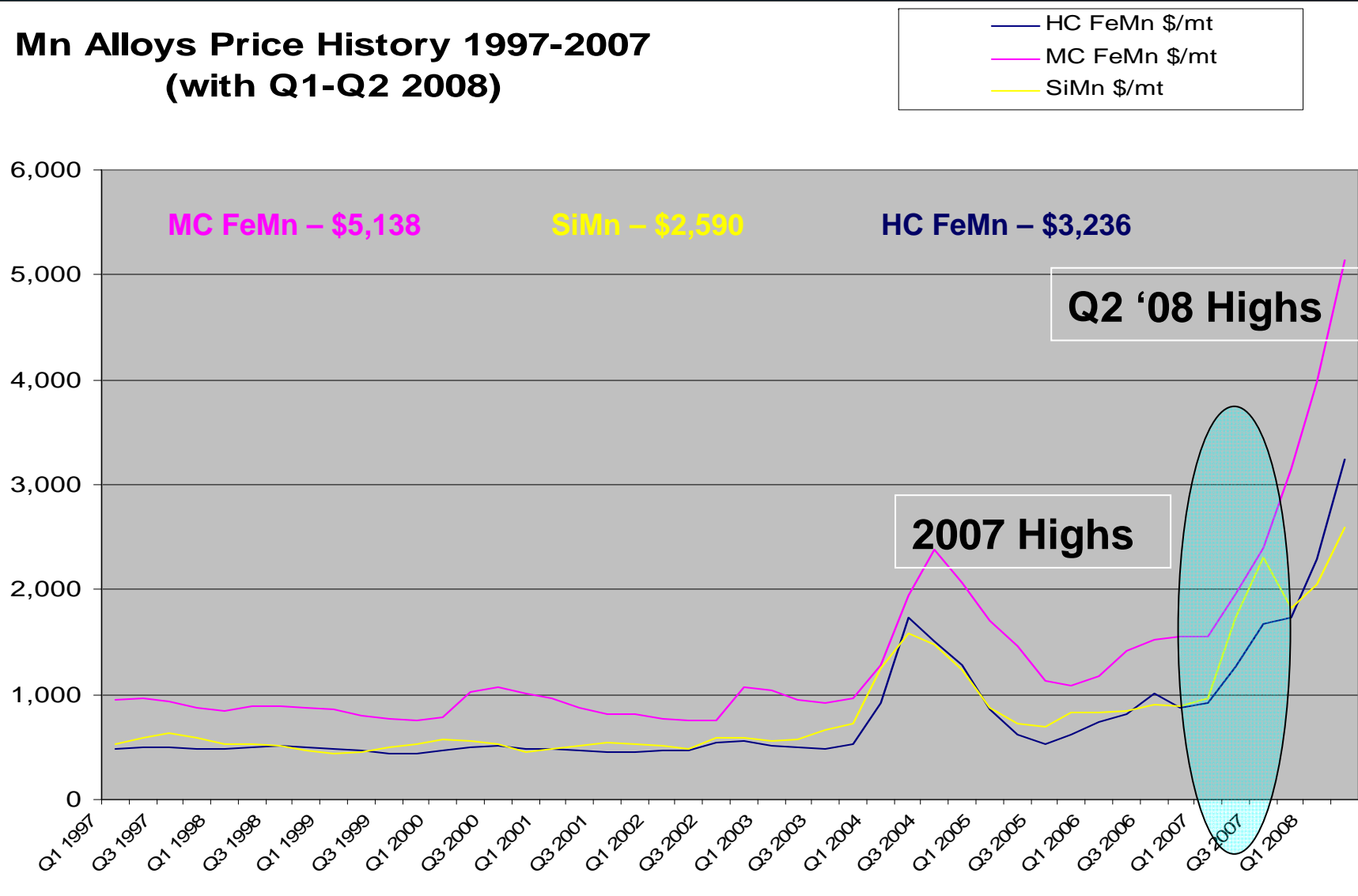


Mn Alloys Price History 1997-2007





Mn Alloys Price History 1997-2007 (with Q1-Q2 2008)





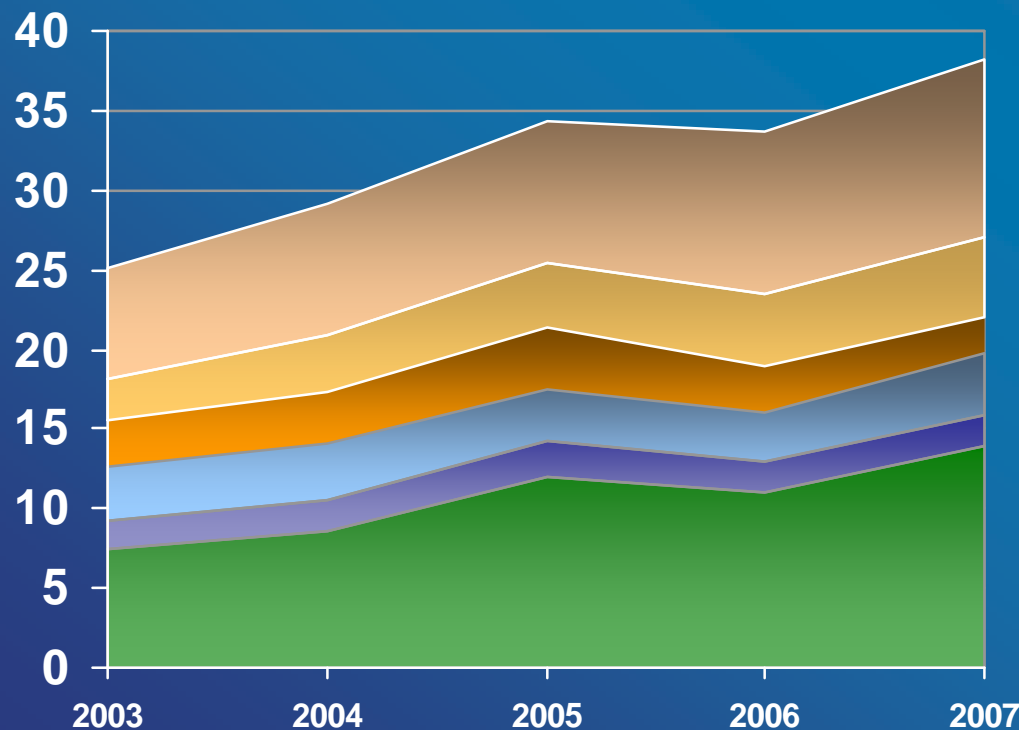
Manganese Ore



Mn Ore (wet) Production

2007 World production = **38.4** mil (wet) mt, **+12%** growth yoy,

Quarterly Mn Ore Production - wet (000 mt)



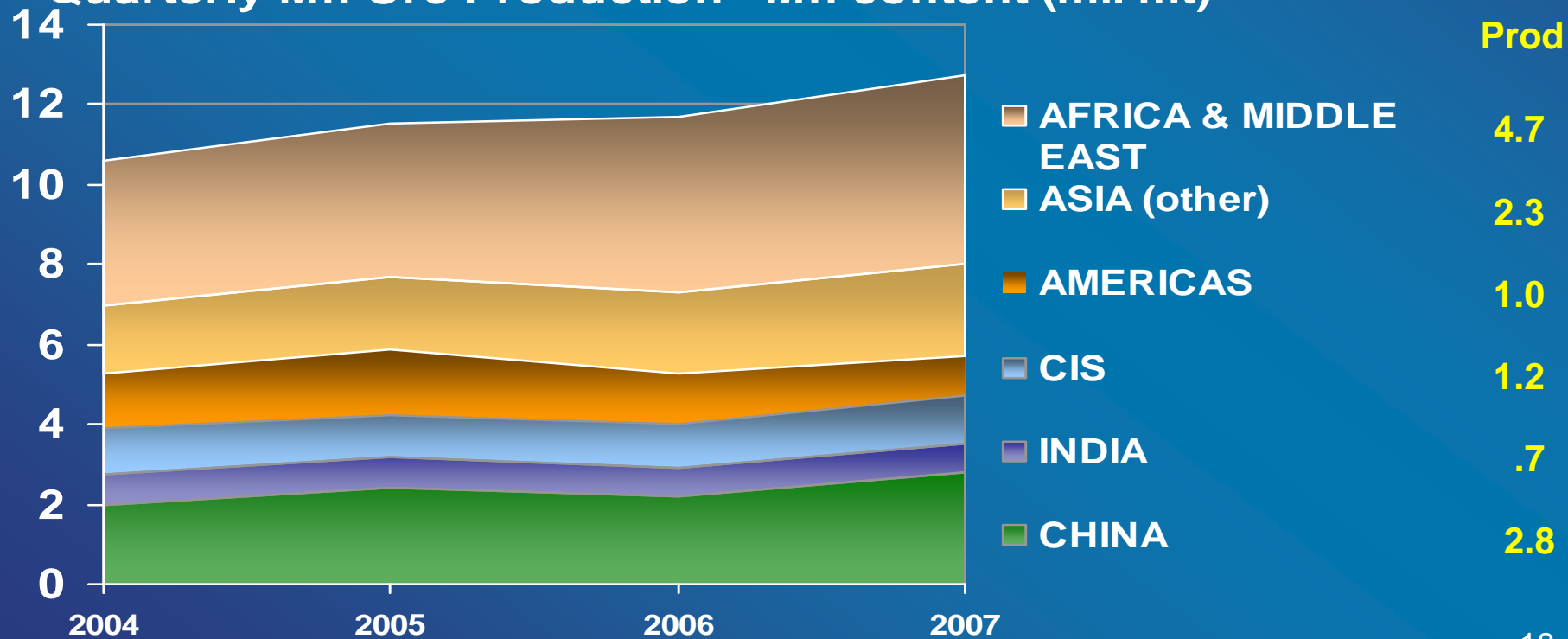
	2007 Prod	Growth y-o-y
AFRICA & MIDDLE EAST	11.1	+9%
ASIA (other)	5.1	+13%
AMERICAS	2.2	-24%
CIS	3.8	+9%
INDIA	2.0	+5%
CHINA	14.0	+27%



Mn Ore (Mn content) Production

2007 World production = **12.8** mil (Mn content) mt, **+9%** growth yoy

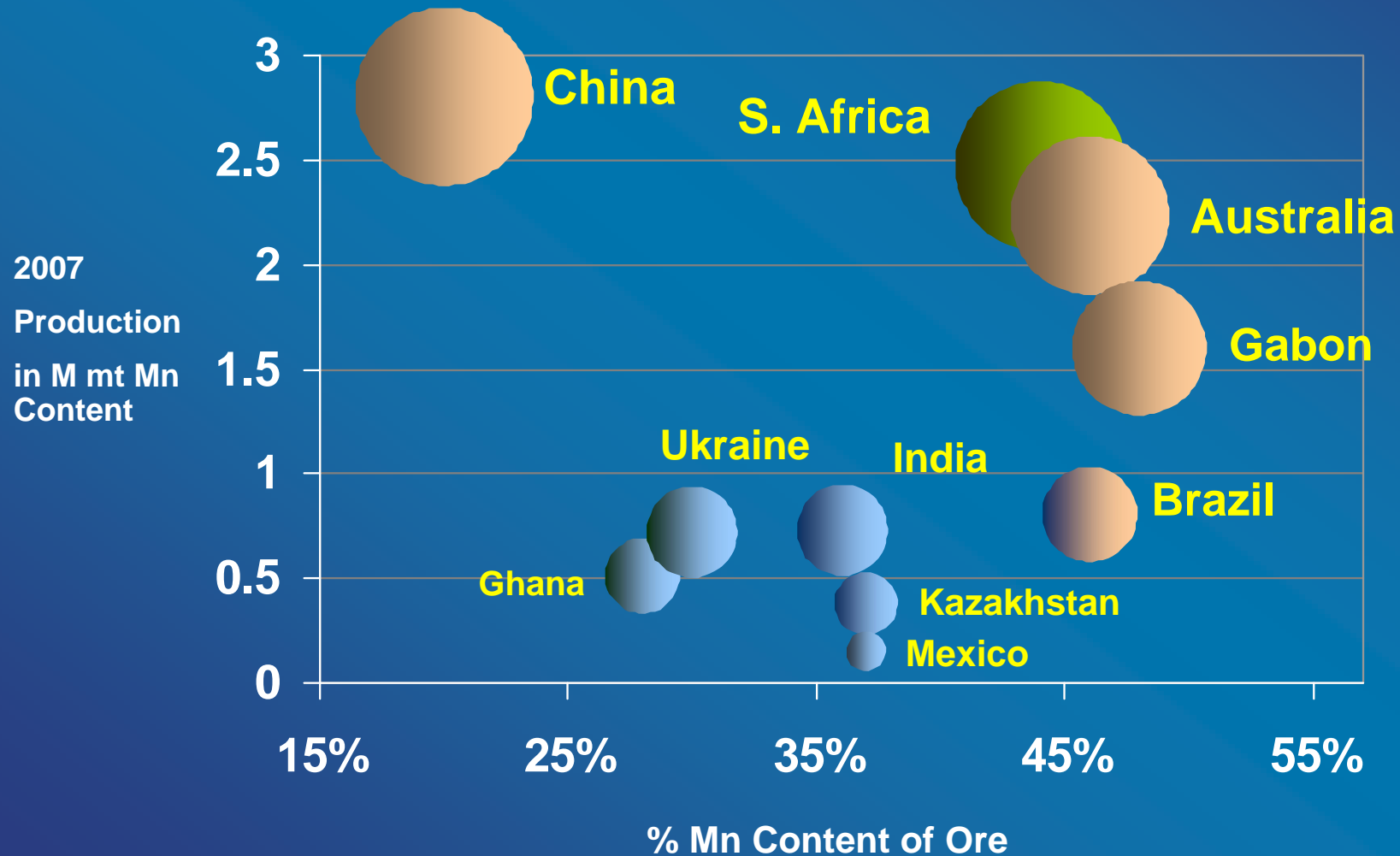
Quarterly Mn Ore Production - Mn content (mil mt)





Top Mn Ore Producing Countries in 2007

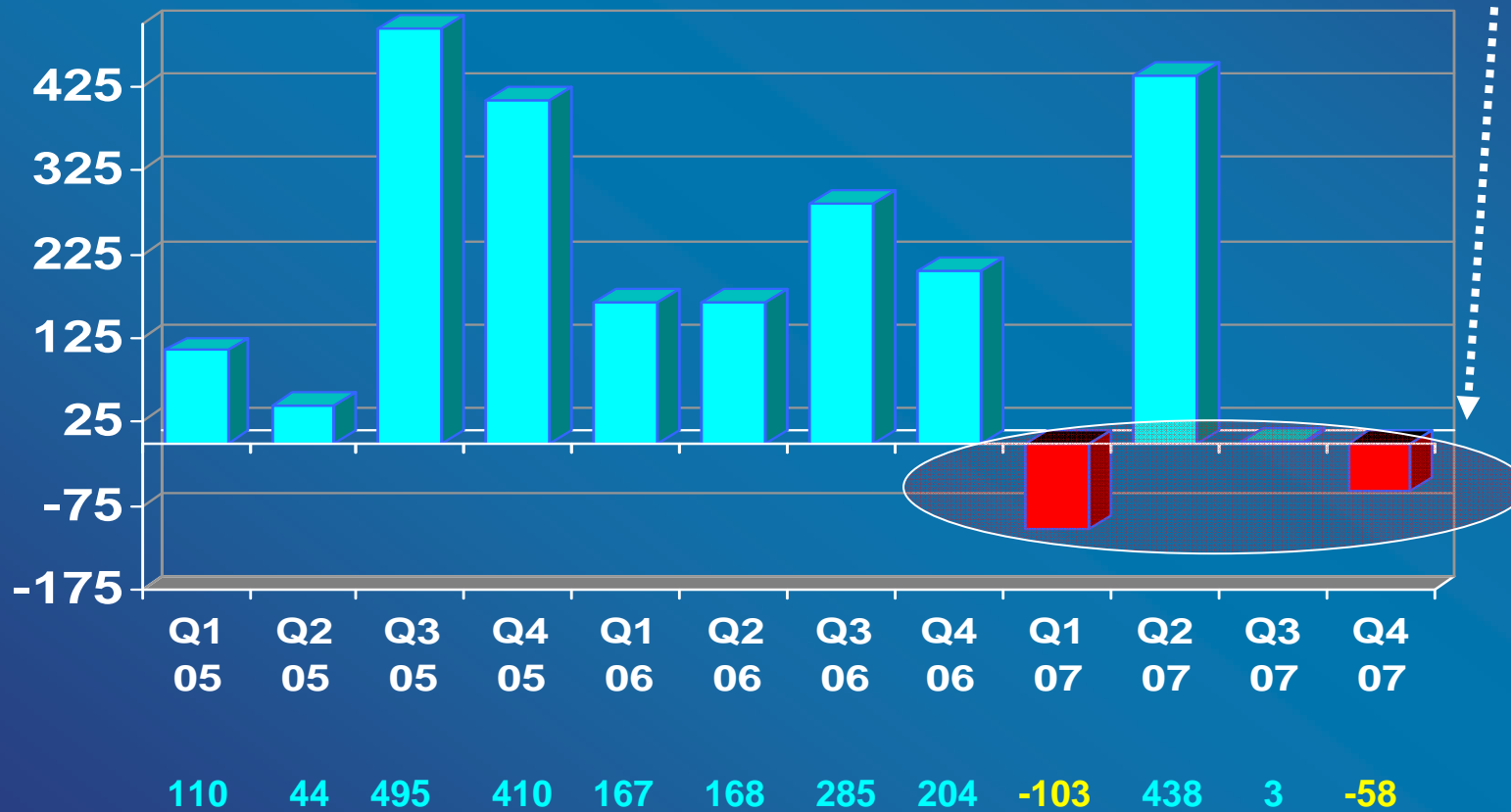
(M mt Mn content)





Mn Ore Supply and Demand Balance (in 000 mt Mn Content)

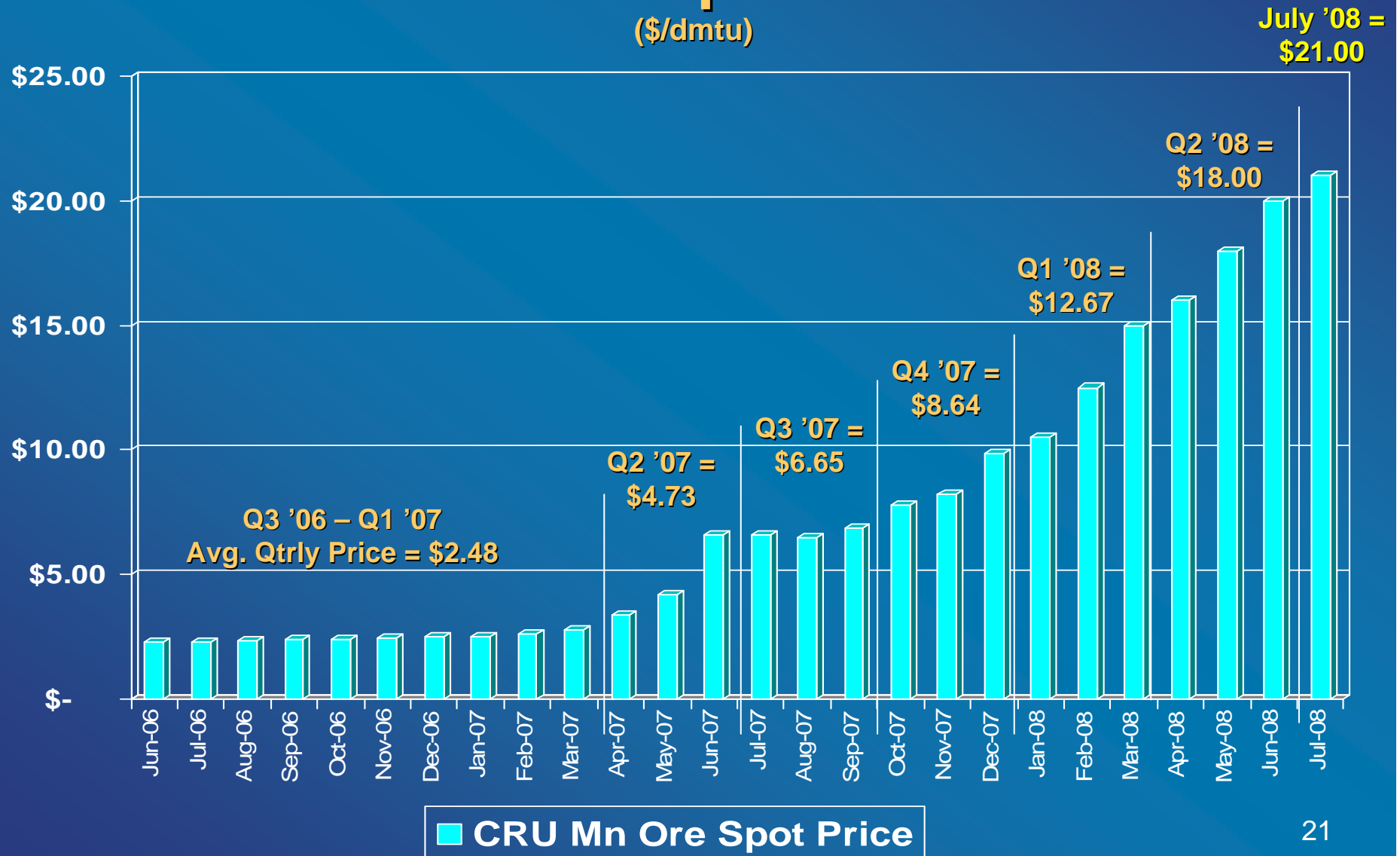
Reduction of inventories;
high replacement costs





Mn Ore Spot Price

(\$/dmtu)



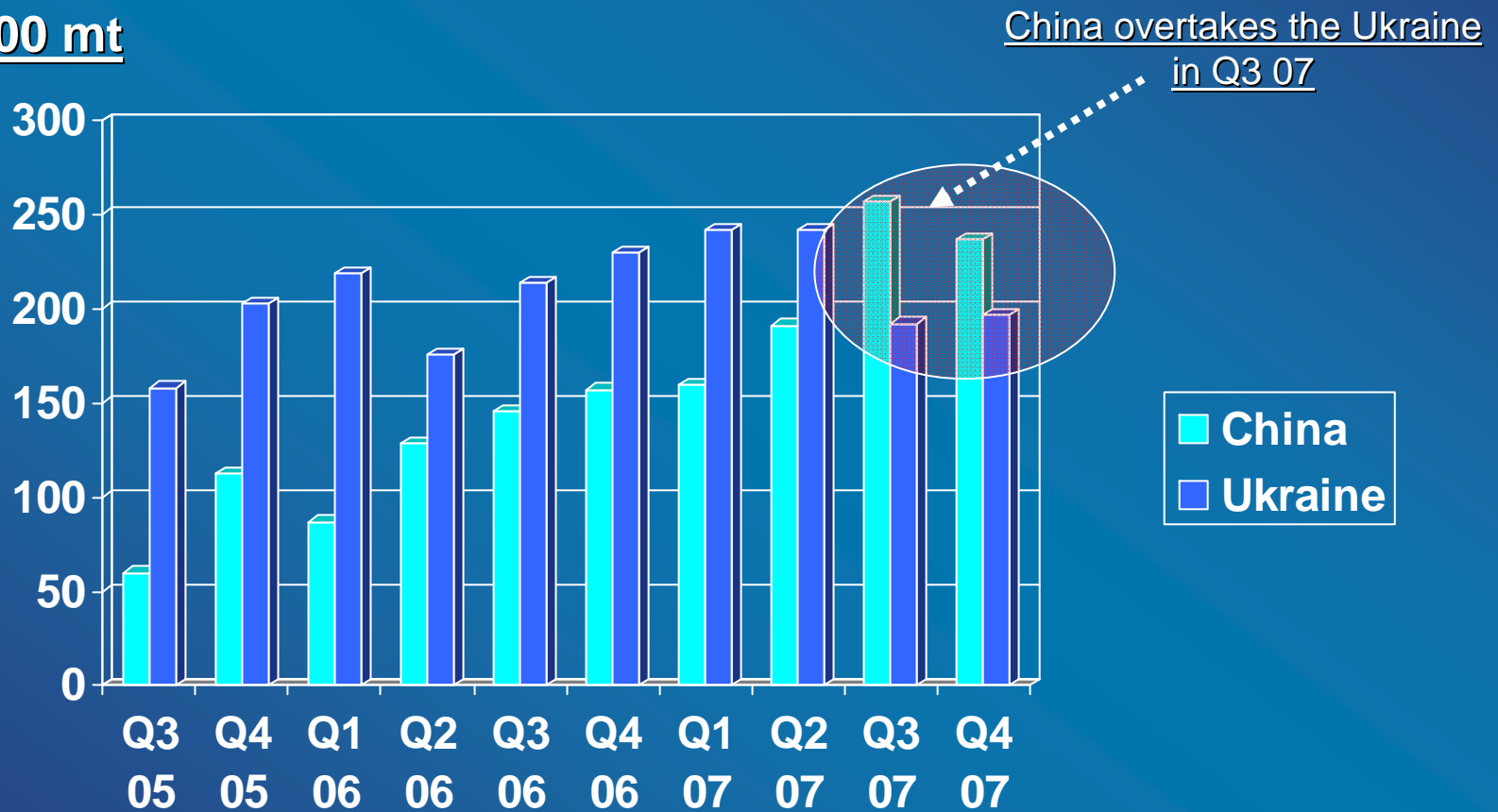


Key Trade Statistics



SiMn Exports – Ukraine & China

000 mt



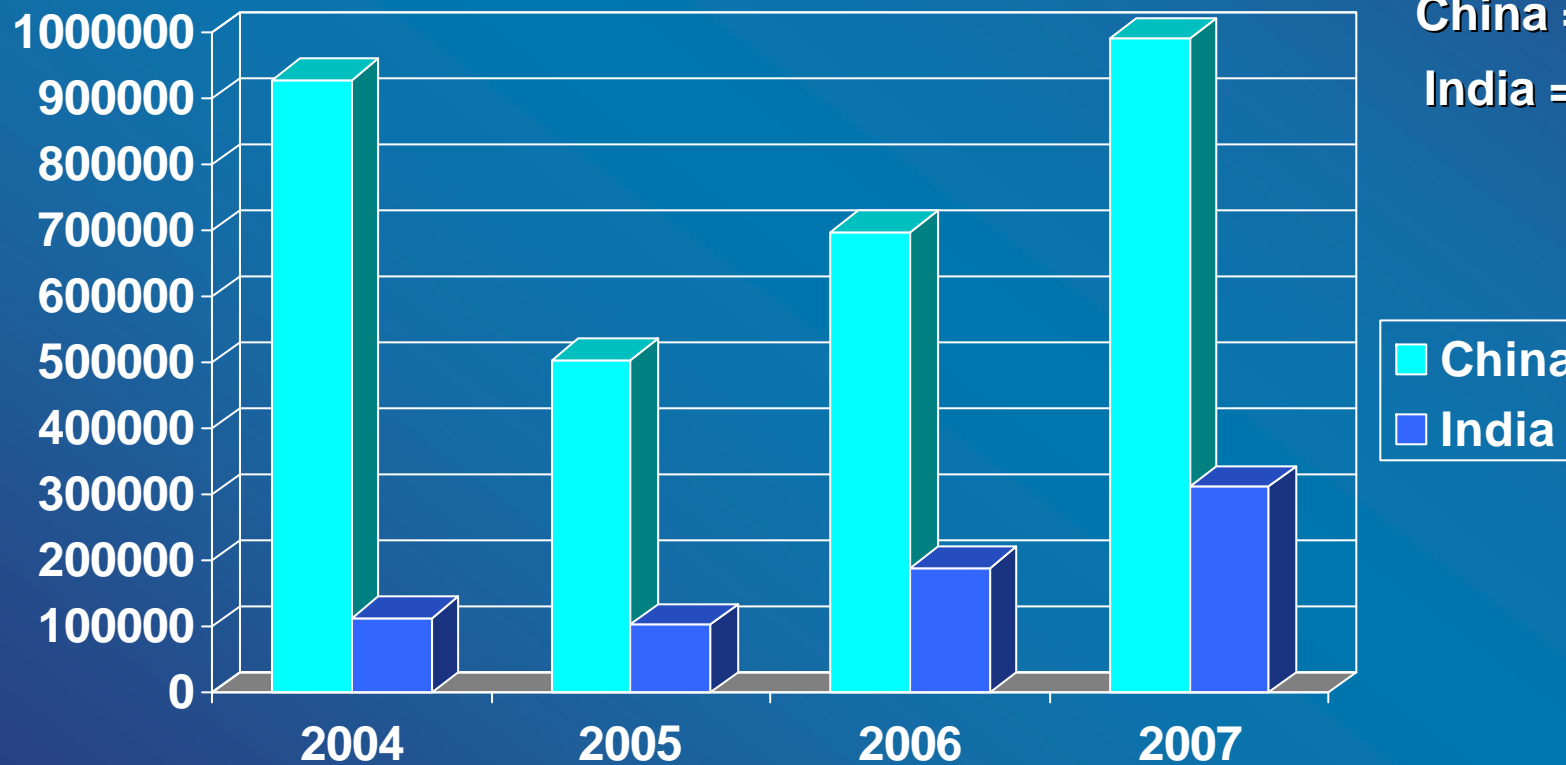


HC FeMn + SiMn Exports – India & China

4-yr CAGR

China = 1.6%

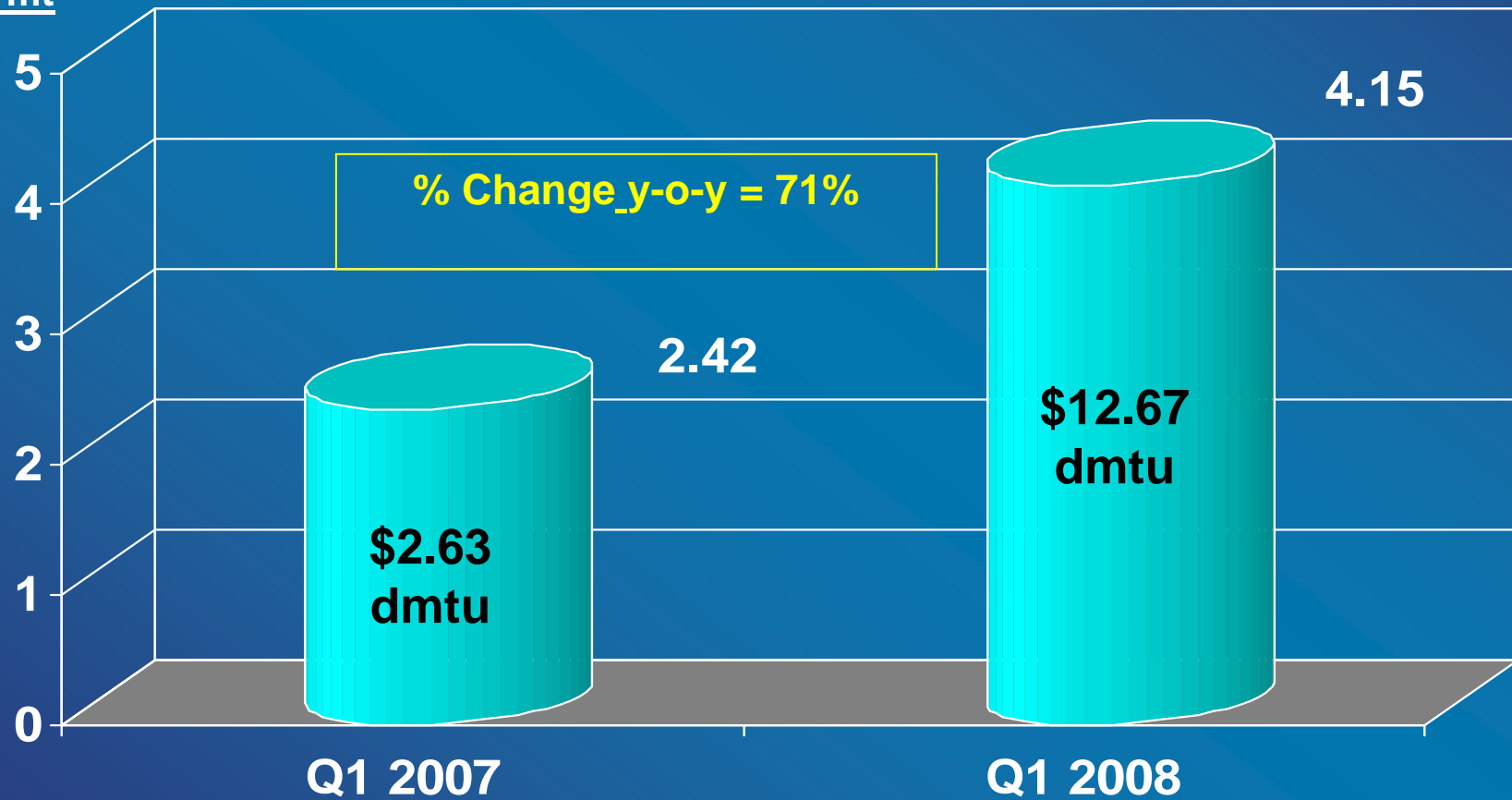
India = 28.7%





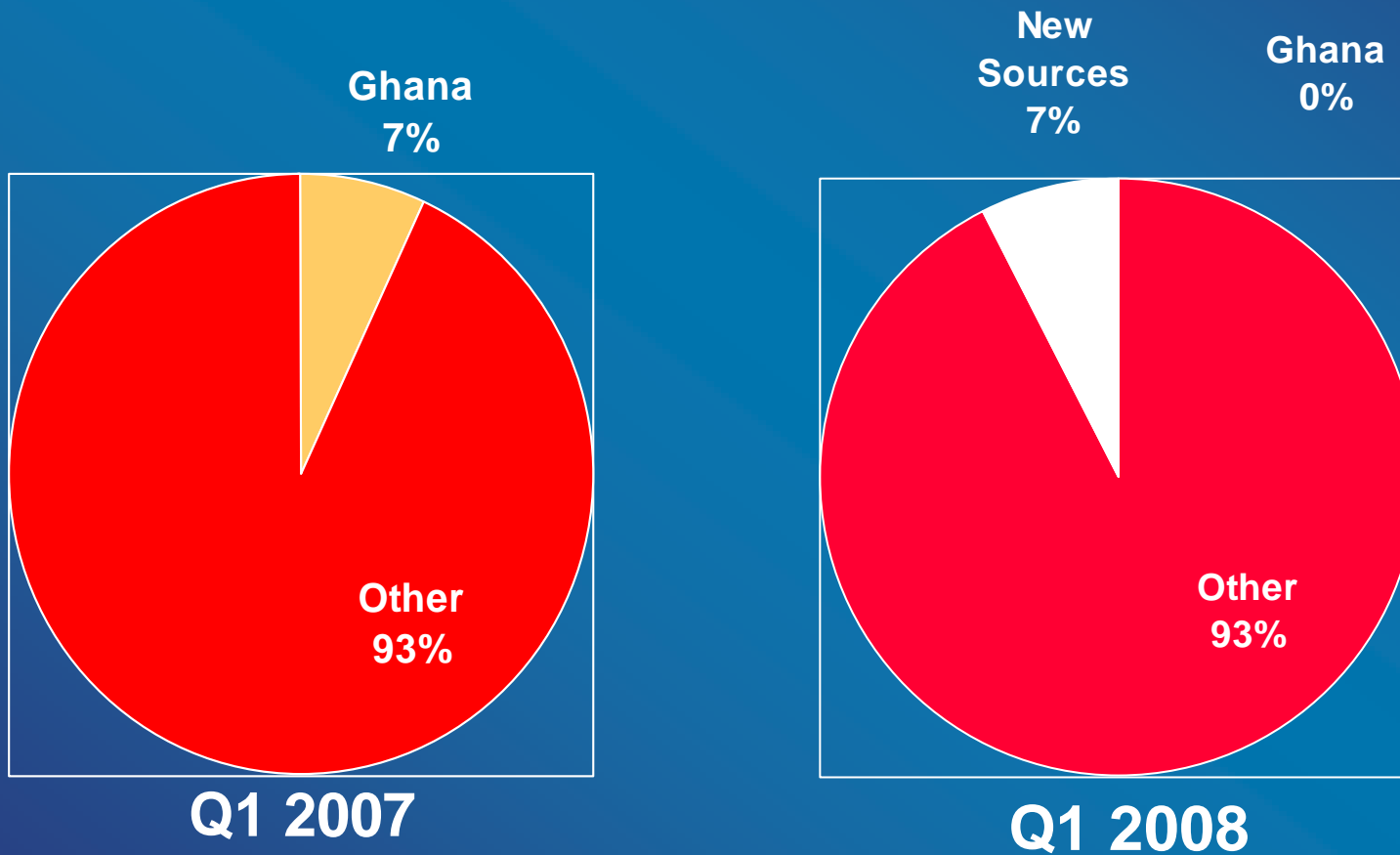
Global Mn Ore Declared Exports % Change yoy Q1 '08

Million mt





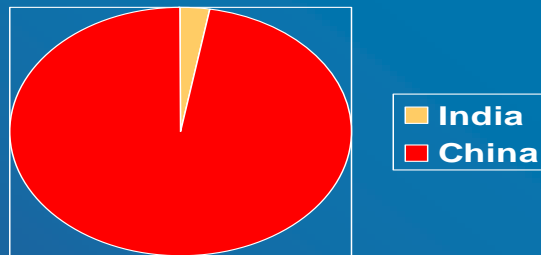
China Declared Mn Ore Imports



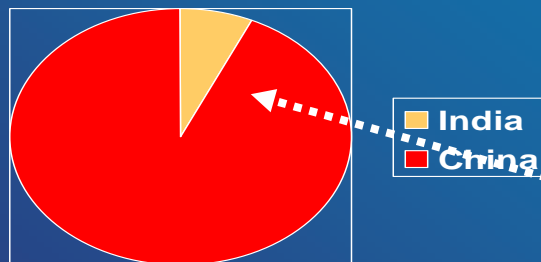


Mn Ore Imports – India & China

2006 Mn ore imports to China/India (wet)



2007 Mn ore imports to China/India (wet)

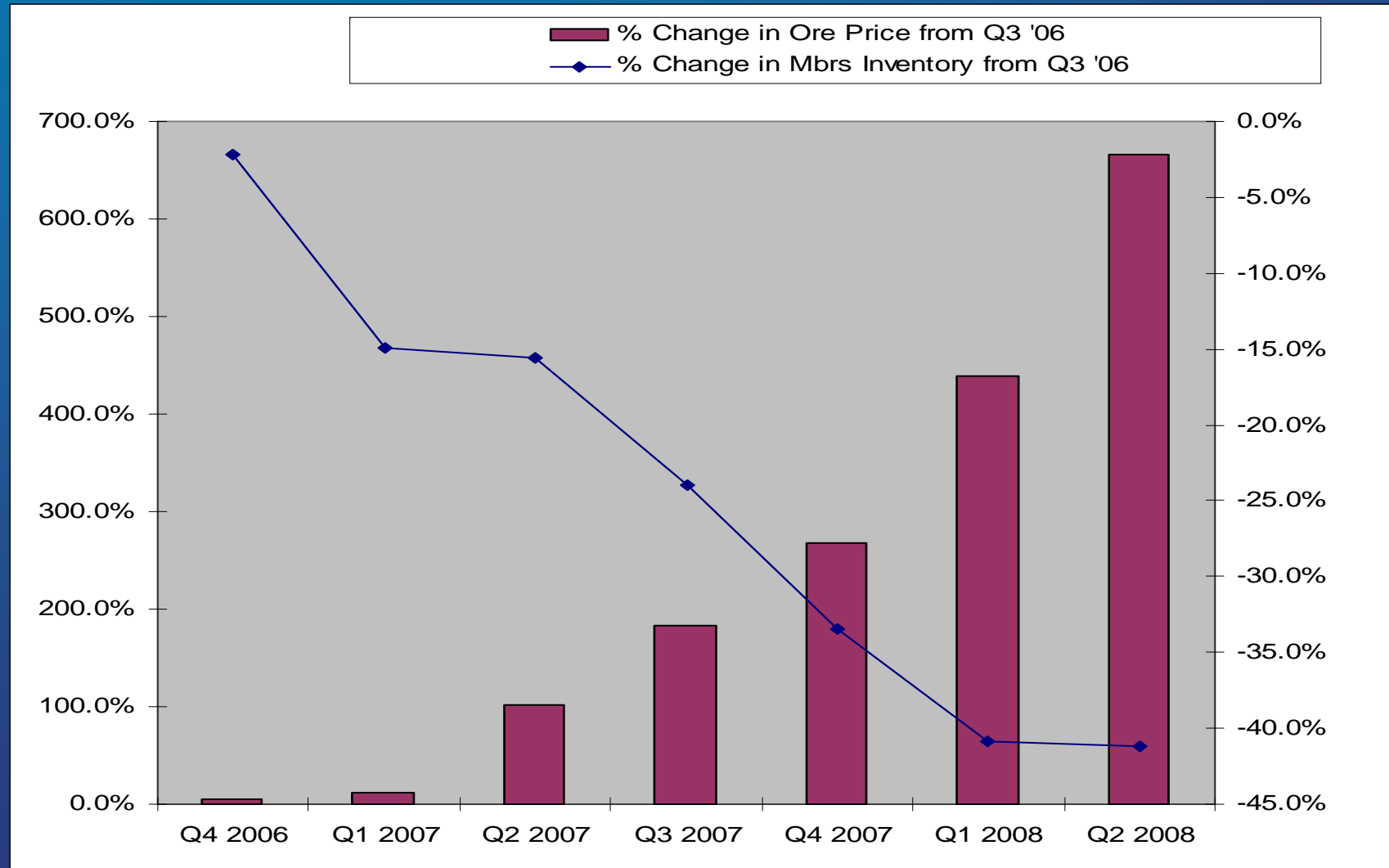


	2006 (mt)	2007 (mt)	Change yoy
China Imports (China Declared)	6,213K	6,643K	+7%
India Imports (exporter Declared)	175K	491K	+181%

Doubled Mn ore imports;
Demand continues to grow



IMnI Mbrs Inventory** vs. Price



**Refers to declared inventories by IMnI Members, which are Mn ore producers



Summary of Key Points

- Steel continues to grow healthily, driving demand for Mn alloys
- Mn Alloys supply demand balance was negative as demand for each grew by double digits
- Mn Ore supply tightened at the end of the year, high grade stocks are decreasing
- Major Mn alloy producing countries are (and will continue) to compete for future Mn ore supply



IMnI Market Research New Projects



IMnI Market Research Database & Online Query

Major Objectives:

- Allow Members to manage accounts and submit data online
- Protect security and integrity of Data
- Easy access to IMnI Data online
- Modernize the internal processes to allow for the development of future tools



Member Online Data Submission



Production & Inventory Data Submission

•Select Quarter

•Enter Production Data

•Enter Inventory Data

Home | About Us | Administration | My Account | Contact Us

Quarterly Production and Inventory Report

Please select the period you wish to complete the form for:

Period: 2007 Q2 GO

Based on the definitions below please complete the form for each category of product, giving the amount in tons of production and inventory (wet) for the period you selected. Please enter data per country.

Austria

Product	Production	Inventory
HC FeMn > 2% C	0	0
Ref FeMn < 2% C	0	0
SiMn	0	0
Mn Ore Content (High Grade) ≥ 44%	0	0
Mn Ore Content (Low Grade) ≤ 30%	0	0
Mn Ore Content (Mid Grade) > 30% and < 44%	0	0
Mn Ore Wet (High Grade) ≥ 44%	0	0
Mn Ore Wet (Low Grade) ≤ 30%	0	0
Mn Ore Wet (Mid Grade) > 30% and < 44%	0	0

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Member Sales Data Submission

- Select Period,
Download CSV File,
then, Upload completed file

Manage Data

- Capacity file
- Trade Data
- Steel Data

System Settings

- Regions
- Countries
- Companies
- Products/ Commodities

Quarterly Invoiced Sales Report

Please select the period you wish to complete the form for:

Period: 2008 Q2 GO

Please download and complete the form for each category of product

Download csv file

Declarations should exclude powder material (i.e. 3 mm) and material sold for briquetting or

Declarations should cover sales to end users and or traders only. i.e. sales to other products



Online Data Query



IMnI Market Research Online Query

Quarterly Market Research Data

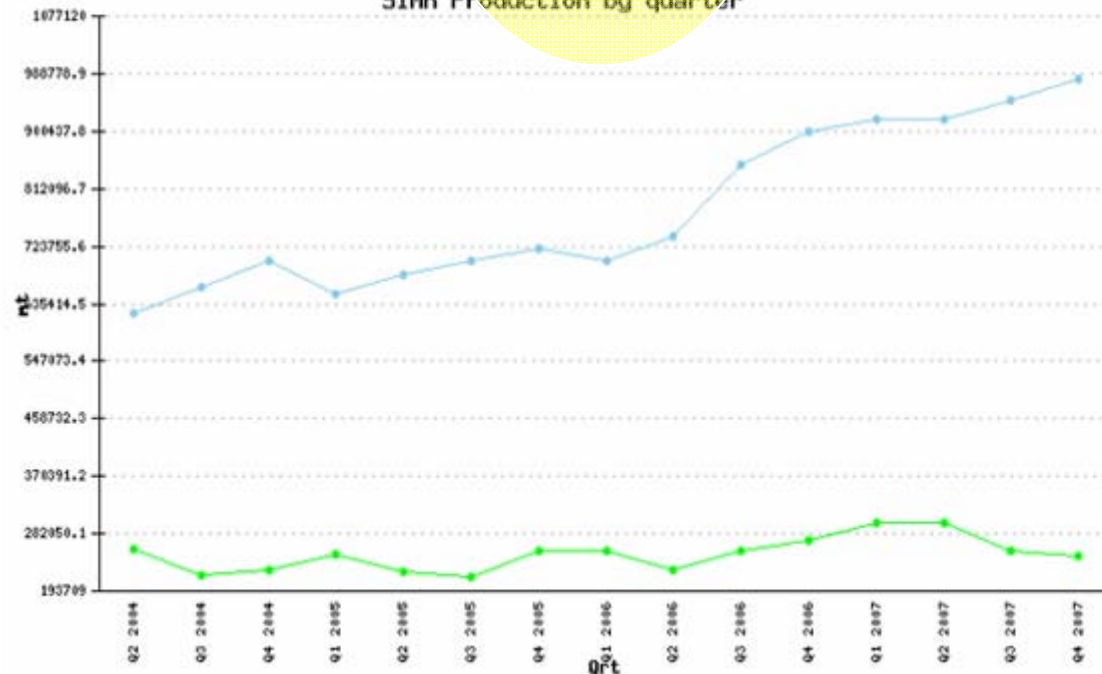
Please select from lists below:

Commodity: - SiMn
 Type: Production
 Date range: Q1 2004 - Q4 2007
 Region or country: - China
 Country for comparison: - Ukraine

Data options

-
-
-

SiMn Production by quarter



	China	Ukraine
Qtr	mt	mt
Q1 2004	540,000	243,882
Q2 2004	620,000	257,403
Q3 2004	660,000	218,859
Q4 2004	700,000	225,476
Q1 2005	650,000	248,912
Q2 2005	680,000	223,056
Q3 2005	700,000	215,233
Q4 2005	720,000	255,223
Q1 2006	700,000	256,400
Q2 2006	740,000	226,800
Q3 2006	860,000	256,000
Q4 2006	900,000	271,300
Q1 2007	918,000	298,800
Q2 2007	918,000	299,000
Q3 2007	948,600	256,000
Q4 2007	979,200	247,000

- Select:
Commodity
Type
Date Range
Country / Region
(up to two)



IMnI Market Research Online Query

Data Options:
Download All Data
Download Results of Query
Printer Friendly Version

Quarterly Market Research Data

Please select from lists below:

Commodity: - SiMn
Type: Production Note 1
Date range: Q1 2004 - Q4 2007
Region or country: - China
Country for comparison: - Ukraine Note 2

Go > Clear

Data options

- Download all data (.csv)
- Download results (.csv)
- Printer friendly version

SiMn Production by quarter

	China	Ukraine
Qtr	mt	mt
Q1 2004	510,000	212,000



Important Project Dates

Q4 2008:

Train Members on online data submission and account management

'Go live' with Online Query of IMnI statistics

Q1 2009:

'Go live' with full Database



Questions?

Thank you