



Insight

Key Takeaways from the Ferroalloys Connections Summit

13 November 2025

CRU. Independent *expert* intelligence

Agenda

1. Speaker introductions
2. Steel demand overview
3. Manganese alloy supply update
4. Silicon metal market update
5. US BFA pricing update and methodology overview
6. Q&A

Clare Hanna

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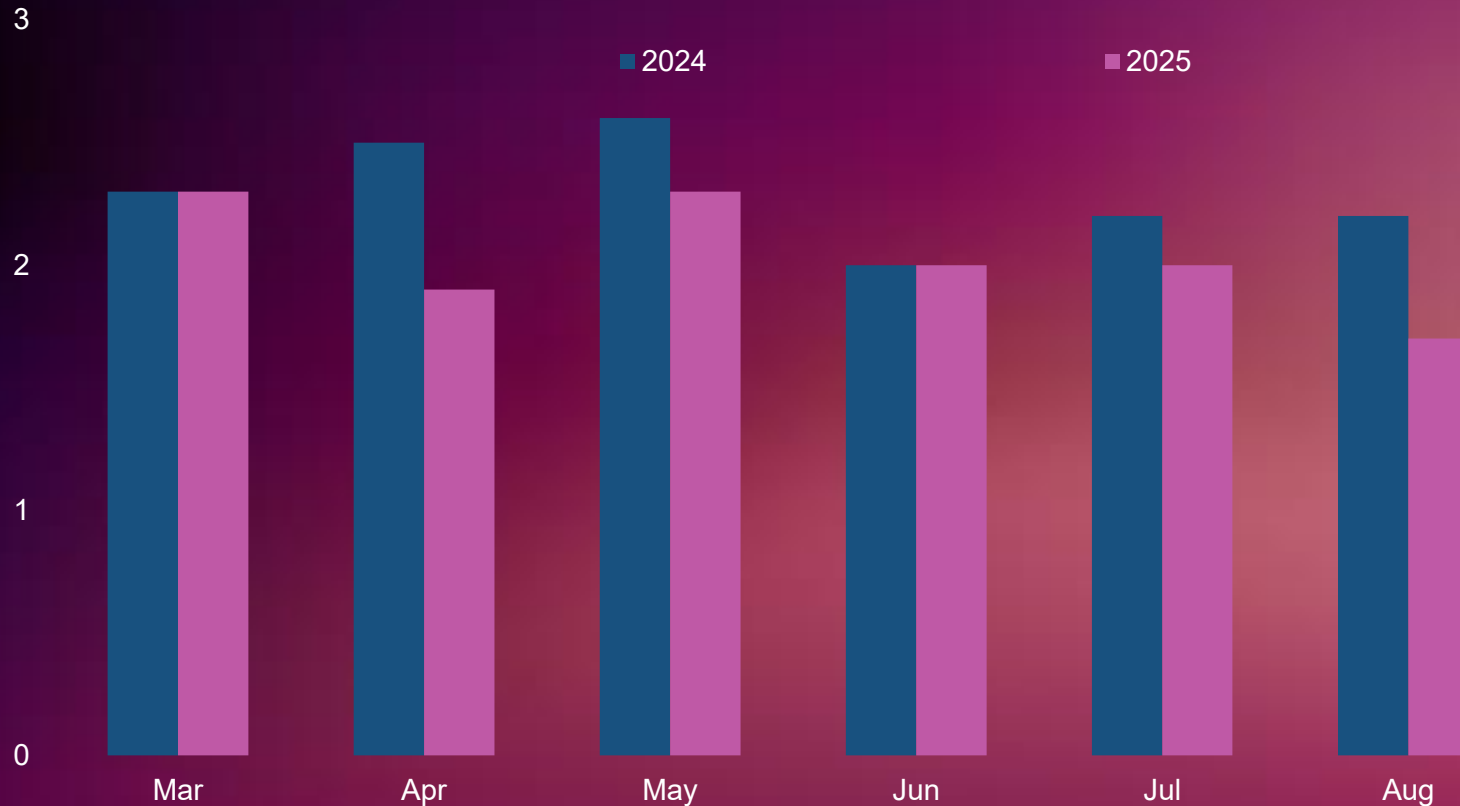
Lauren Corl

*Senior Analyst, Ferrous Value Chain
Pittsburgh*



From March - August, imports are down 11.6% y/y

Monthly US steel imports, Mt



DATA: ITA, CRU

Steel imports have fallen while domestic production increased

- Expanded Section 232 steel tariffs on all countries take effect 12 March
- Stronger S232 restrictions alongside new capacity have allowed domestic producers to gain market share from foreign producers.

US steel mill production and shipments are up

US mill shipments, annualized, Mt (million metric tonnes)



DATA: AISI, CRU

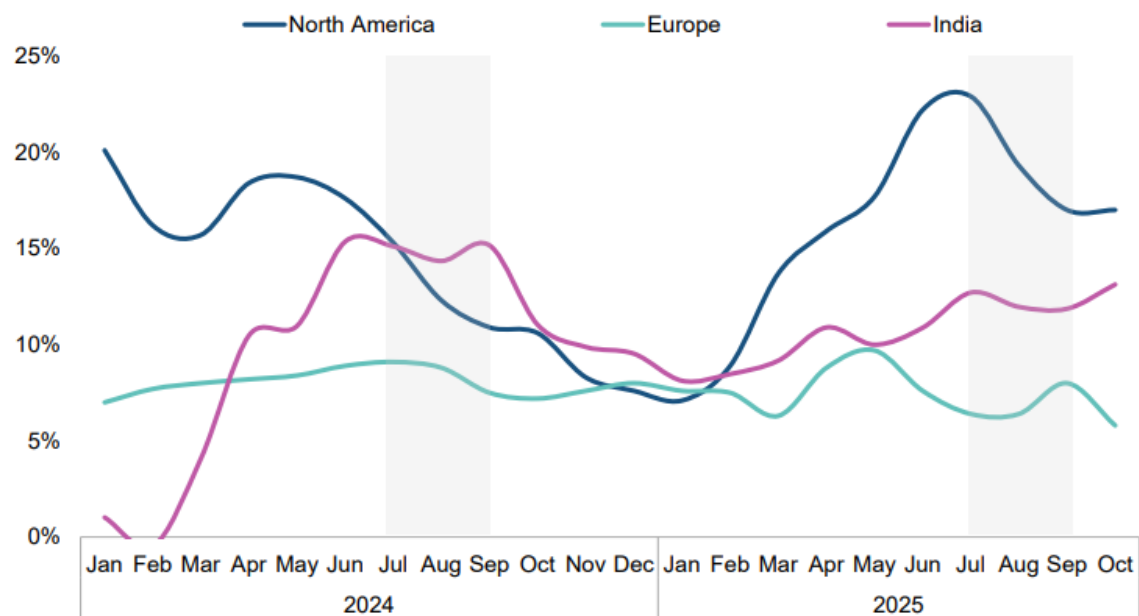
Production and shipments turn higher with more gains to come

Based on monthly AISI data, US mill shipments through August are up 4.2% YTD while weekly production data is up 3% YTD through 1 November.

These increases are directly related to increased domestic capacity. With additional capacity set to come online over the next few years, domestic production will continue to grow.

Profitability was higher y/y in N. America supported by trade barriers

Modelled HR coil producers' margin by region, \$/t



DATA: CRU's Steel Sheet Products Market Outlook

Tariff-led price spikes and lower input costs aided margins in Q3

The changes in the Section 232 steel tariffs in the USA drove domestic prices and producers' margin up as costs did not increase to the same extent. US prices dropped in Q3 but prices and margins remained higher than last year's levels.

Crude steel production will rise by nearly 20% from 2024-28

LHS: NA crude steel production, Mt, RHS: y/y change

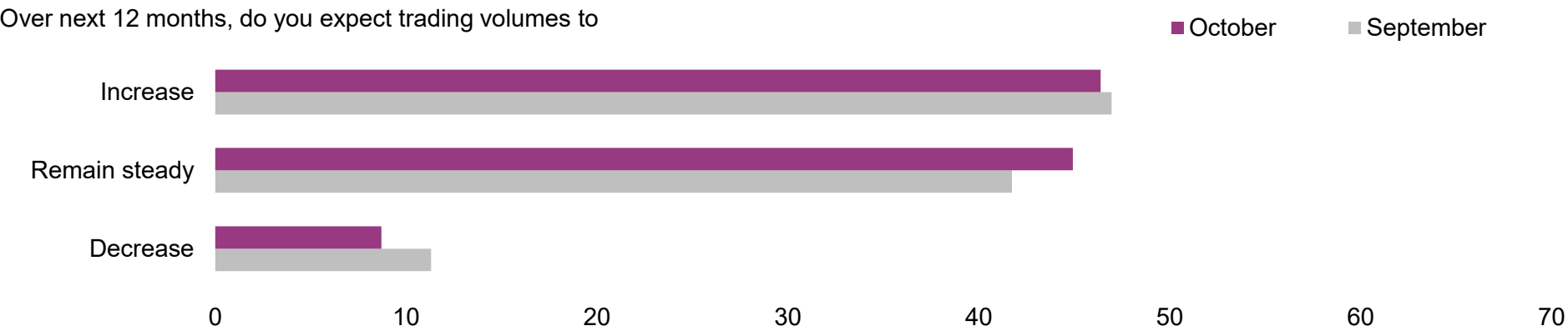


DATA: CRU's *Crude Steel Market Outlook*

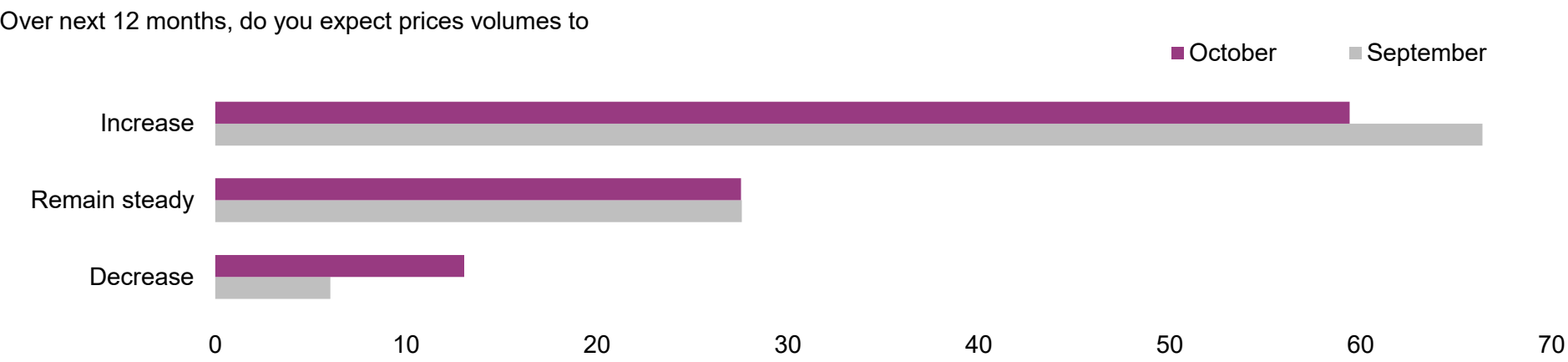


CRU's survey of market participants shows sentiment weakening slightly

Most participants think trading volumes will increase or remain steady



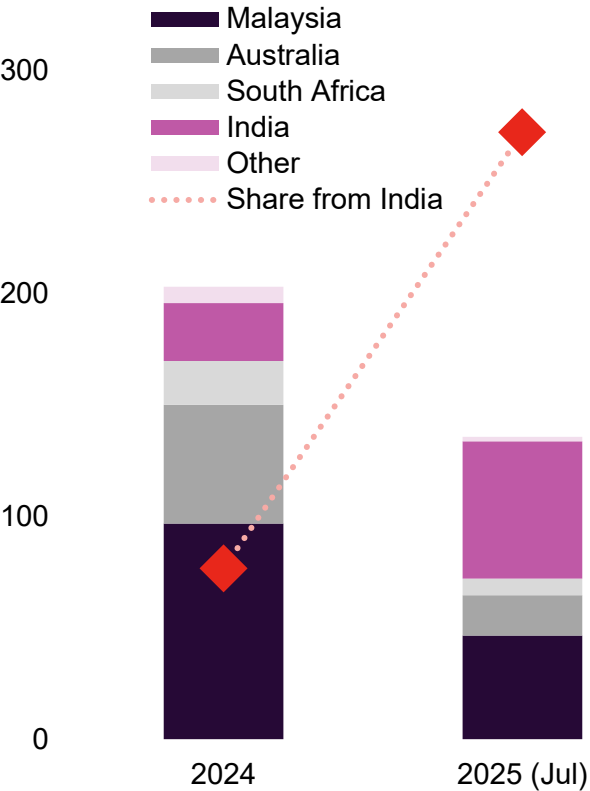
Participants also think prices will rise or remain stable...but sentiment has weakened more



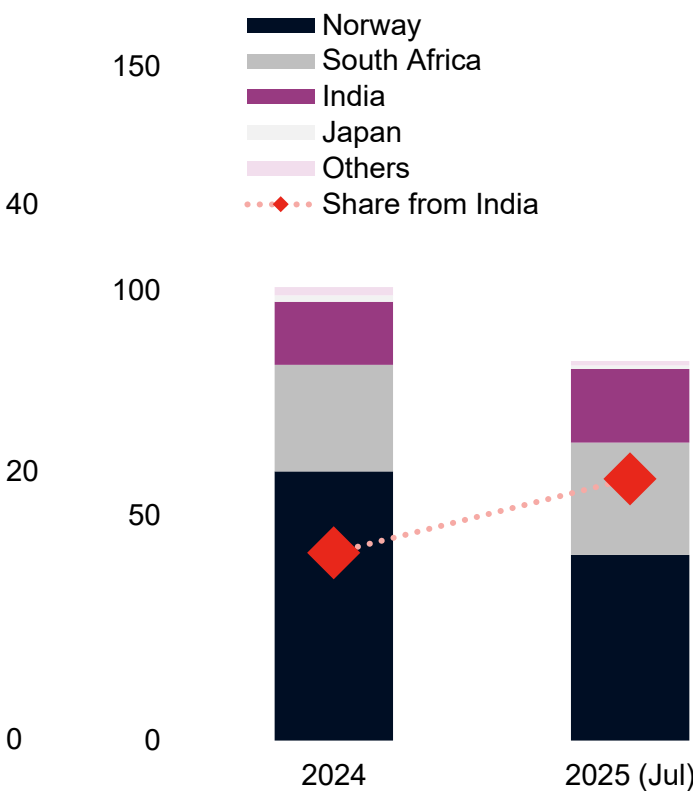
DATA: CRU Communities Sentiment Surveys September and October

Will changes to 2025 supply base persist ?

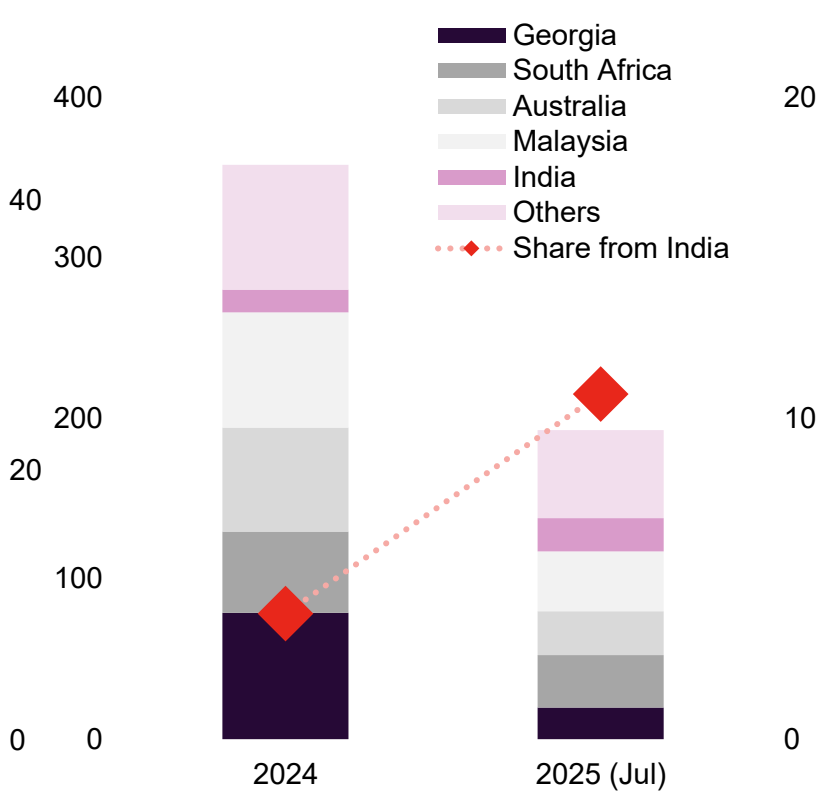
RH.: **HCFeMn** imports by country of origin, kt. LH: Share of imports from India %



LH:**MCFeMn** imports by country of origin (kt). RH: Share of imports from India



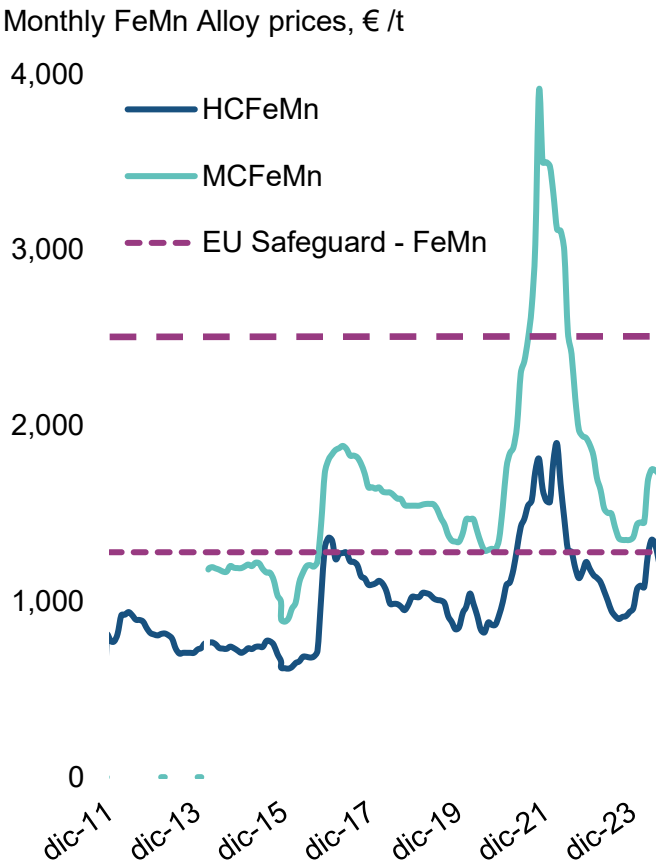
LH:**SiMn** imports by country of origin, kt RH: Indian share of imports, %



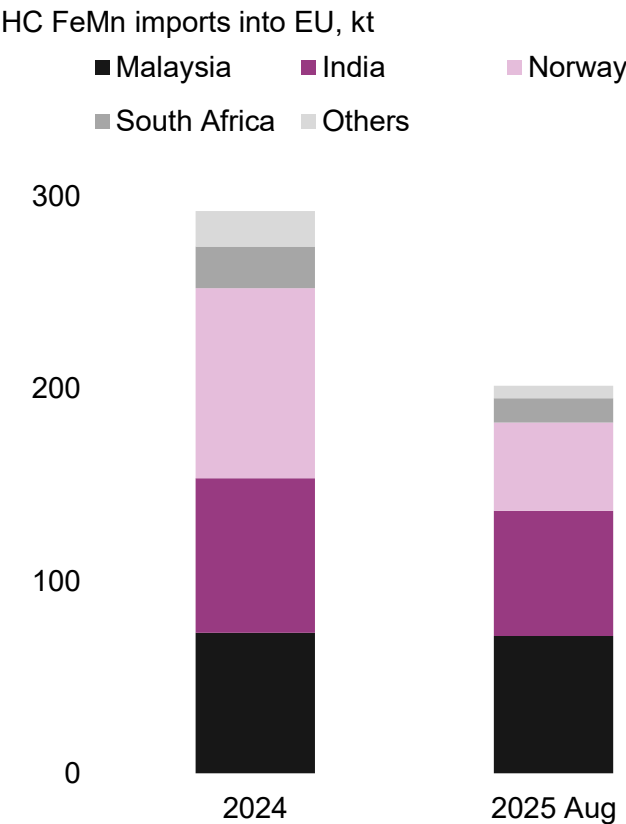
DATA: Global Trade Tracker



Uncertainty persists around EU Safeguarding, CBAM and tariffs



Data: CRU, Global Trade Tracker, Market reports



Date: 13 November,
2025

Policies have the potential to shift trade flows

Initial proposals rejected

New proposals came forward and were withdrawn...now reports of further new proposals

Combination of quotas and tariffs

EU members to decide – outcome uncertain

CBAM is also causing confusion

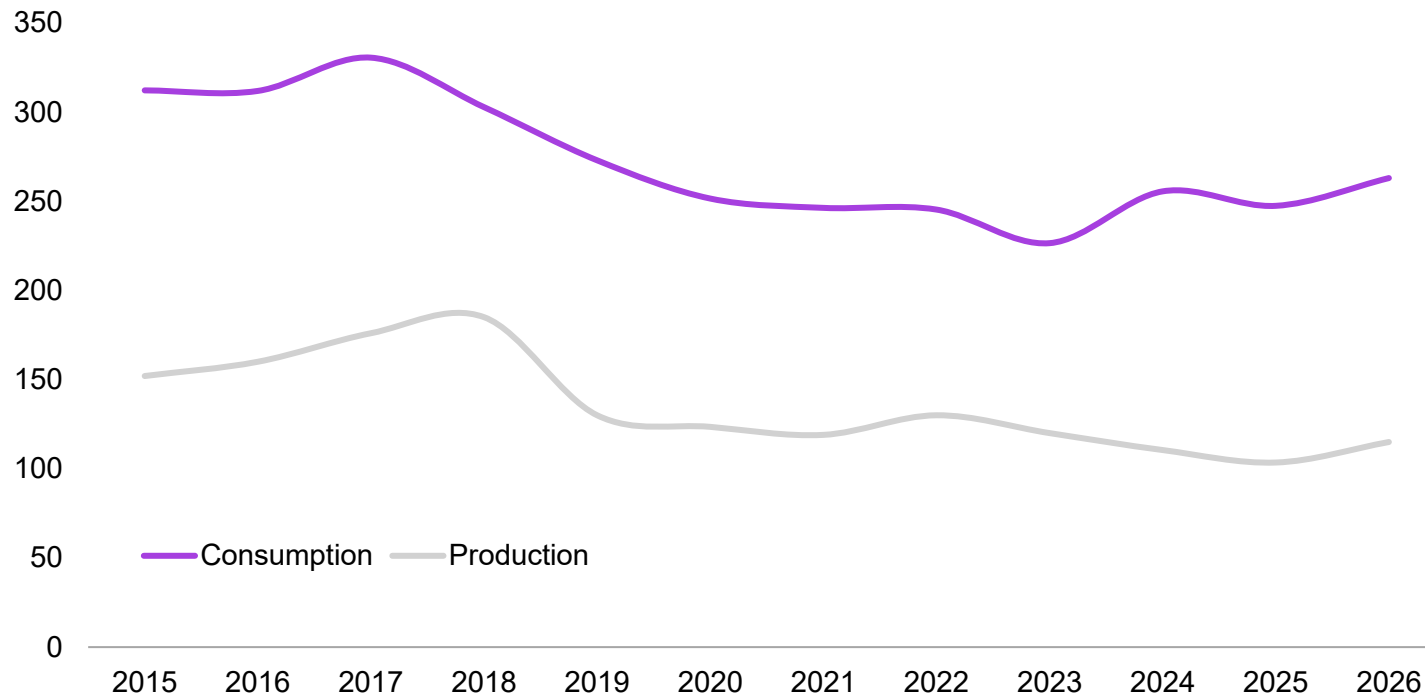
Risks of changes to US tariffs causing uncertainty

Potential to shift trade flows into EU and other markets, including N America



Silicon metal demand is expected to rebound in 2026

Estimated US silicon metal consumption and production, '000 t



US silicon metal: rising demand to drive higher domestic production and imports

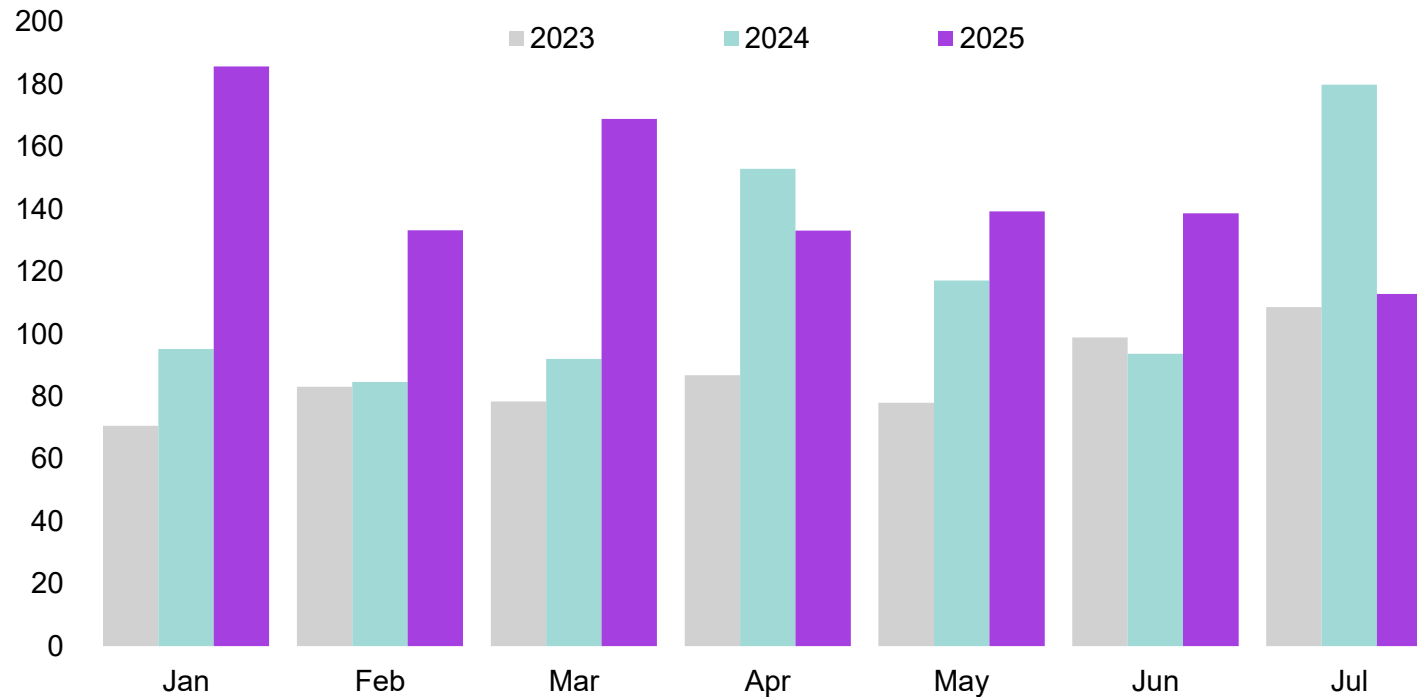
- Recent feedbacks from the CRU Silicon Market Forum in September 2025 suggest demand likely to remain muted in the near-term
- We estimate US silicon metal demand will grow by a mid-single-digit percentage in 2026, driven by chemicals-based consumption

DATA: CRU



US: Import dependence amid trade policy uncertainty

Monthly US silicon metal imports, '000 t



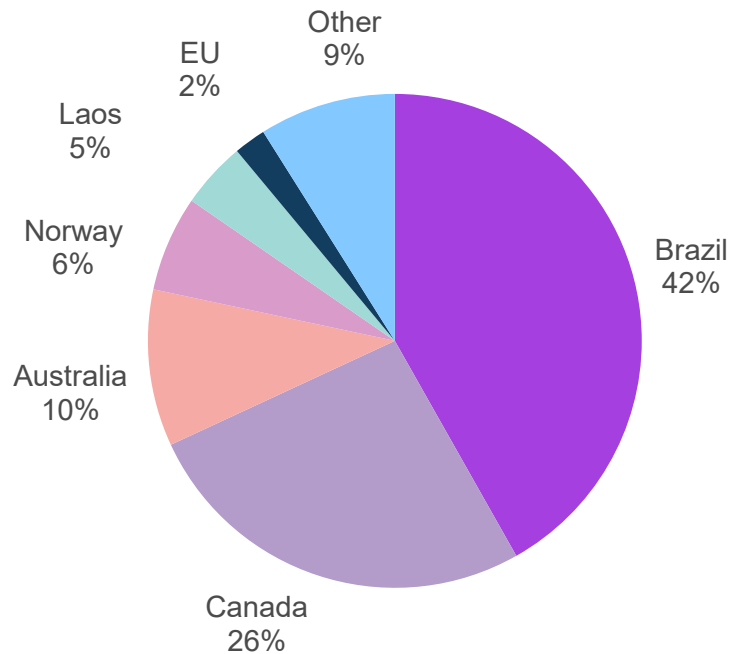
Silicon metal imports into the US are essential to meet demand given insufficient domestic supply

- Total US silicon metal import increased y/y during January-July 2025 amid lower domestic production
- Ongoing AD/CVD investigations and reciprocal tariffs create significant uncertainty going forward

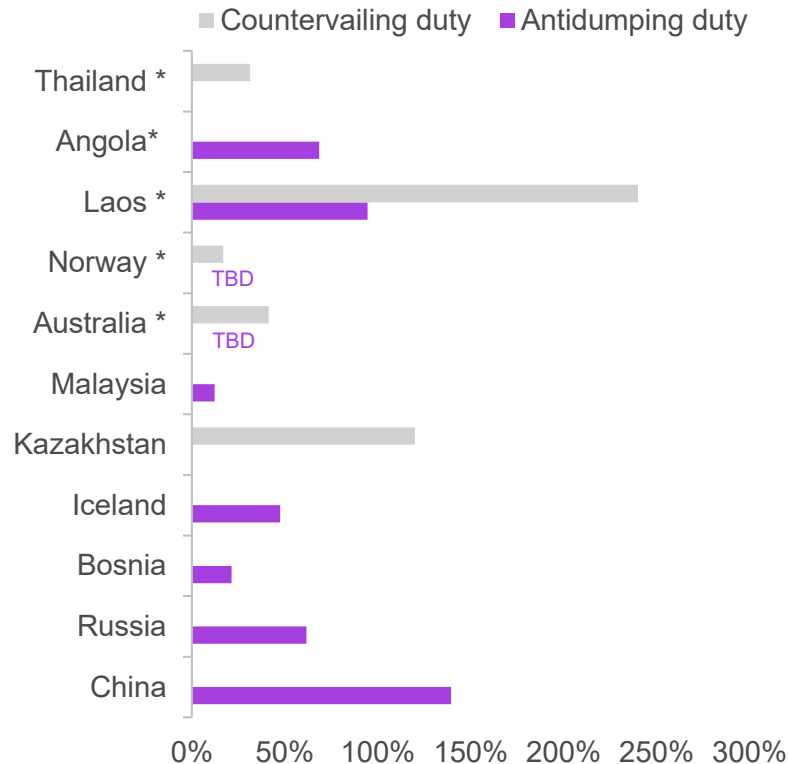
DATA: CRU, GTT

US antidumping and countervailing duty investigations

US silicon metal imports by country/region, 2024



US penalty duties related to silicon as of October 2025



US AD/CVD effectively exclude certain silicon metal-producing countries from the US market

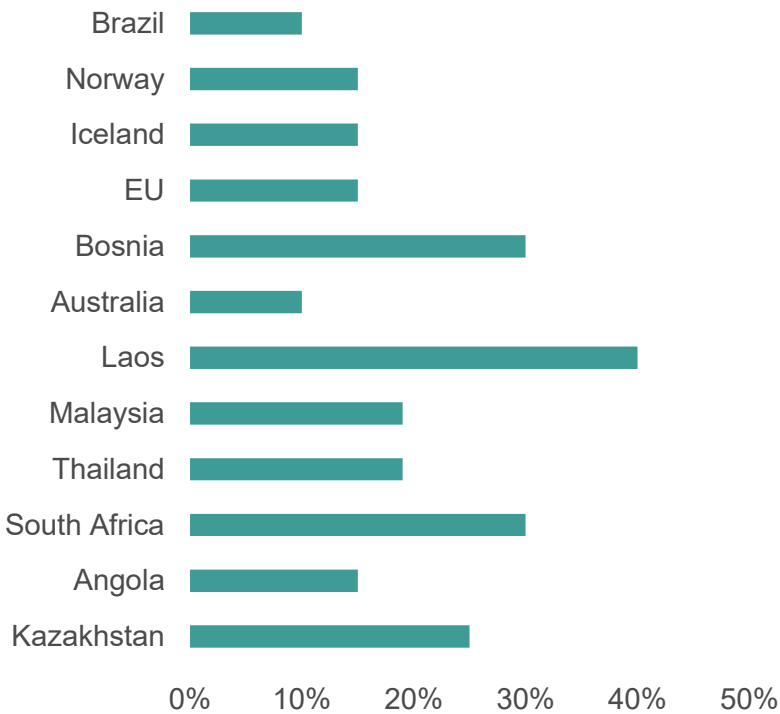
- US launched new AD/CVD investigations of silicon Metal from Angola, Australia, Laos, Norway, and Thailand in 2025
- Preliminary antidumping decisions for Australia and Norway, as well as the injury determination, are pending announcements
- Brazil and Canada are currently the two primary sources of US silicon metal imports not subject to AD/CVD

DATA: CRU, GTT, Notes: (*) Preliminary determinations

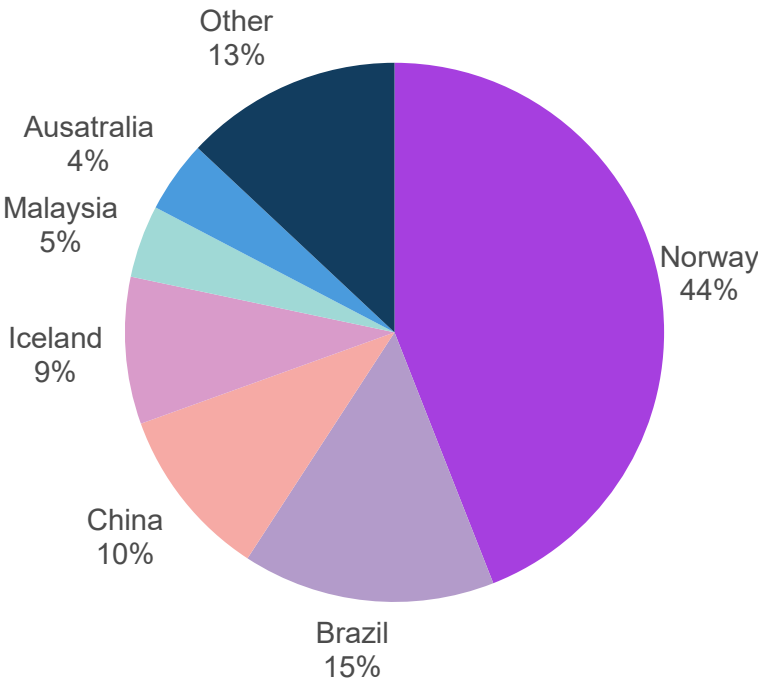


Risks from US reciprocal tariffs and EU Safeguard

US reciprocal tariffs as of October 2025



EU-27 silicon metal imports by country/region, 2024



Trade flows will be shaped by the strength of market protection measures

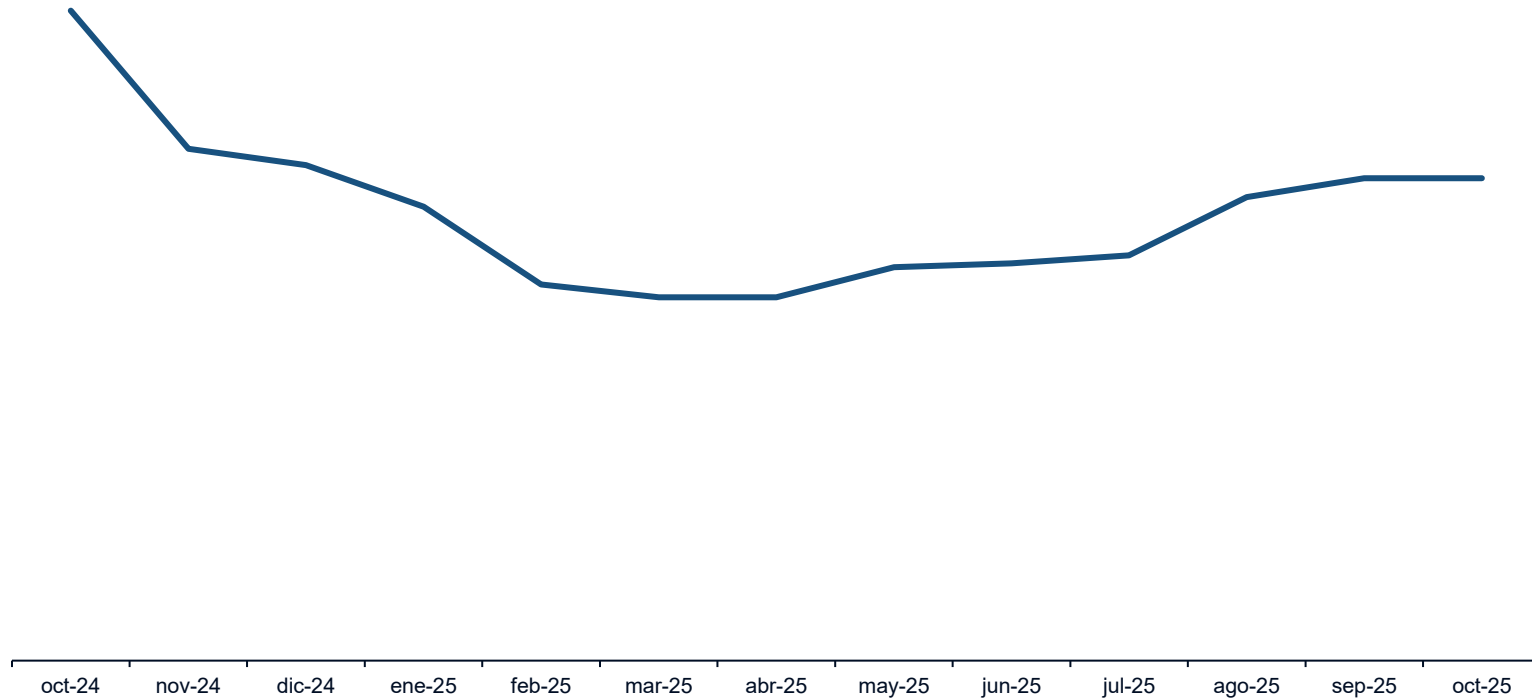
- Canada (not subject to reciprocal tariffs), and Brazil are relatively better positioned than other supplying regions
- The EU safeguard decision could also impact global trade dynamics

DATA: CRU, GTT



US Si metal prices have climbed in the second half of 2025

US 553 Si metal spot prices



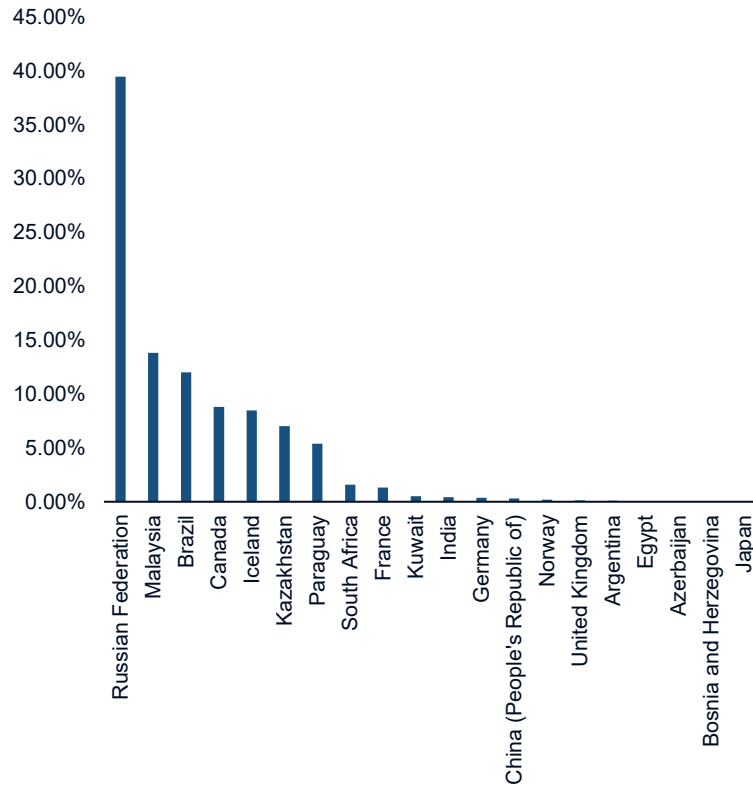
DATA: CRU

- US Si metal spot demand in 2025 has been subdued
- Prices started to rise in the second half of the year as import levels fell following the announcement of reciprocal tariffs
- Theoretically, prices should continue to rise because of the protectionist measures in place
- However, prices have been slow to increase as demand remains extremely sluggish
- Some sellers have even been willing to offer below replacement costs to shed inventory
- Ongoing uncertainty surrounding tariffs will push some traders to the sidelines

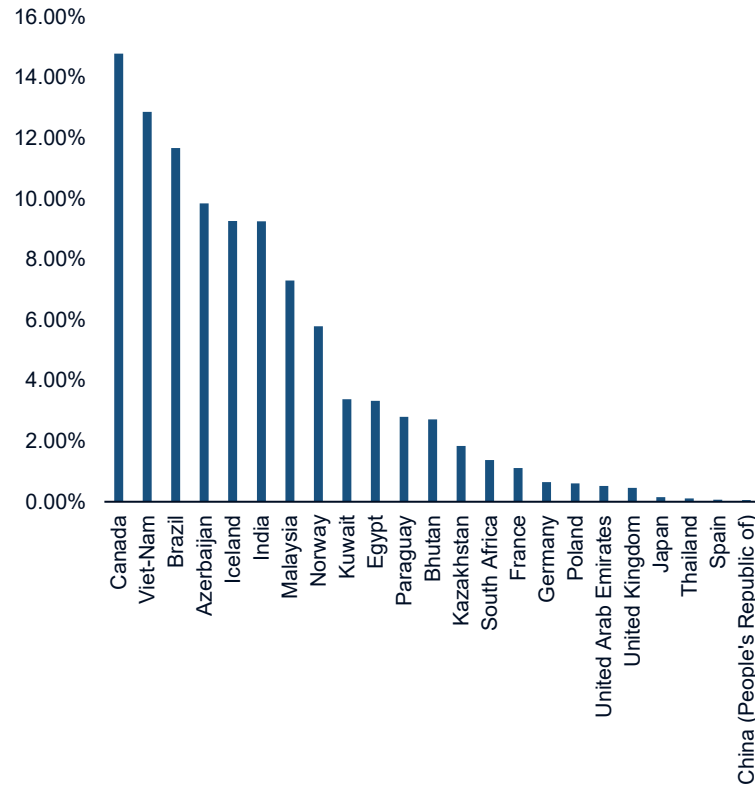


A shift in US FeSi imports by country has kept prices under pressure in 2025

US FeSi >55% Si imports by country
Jan-Dec 2019



US FeSi >55% Si imports by country
Jan-Jul 2025



- In 2019, 7 countries accounted for ~95% of imports
- In 2025 YTD, the top 3 importing countries hold around 12-15% of total share each
- 2025 has seen a growth in market share from what were once considered “non-traditional” importing countries, like Bhutan, Azerbaijan, Egypt, and India
- The distribution of market share in 2025 has kept US FeSi prices under pressure, despite protectionist measures
- Tariff uncertainty has led to increased risk for traders, meaning supply could tighten in 2026
- US FeSi prices are set to rise. The question is, when?

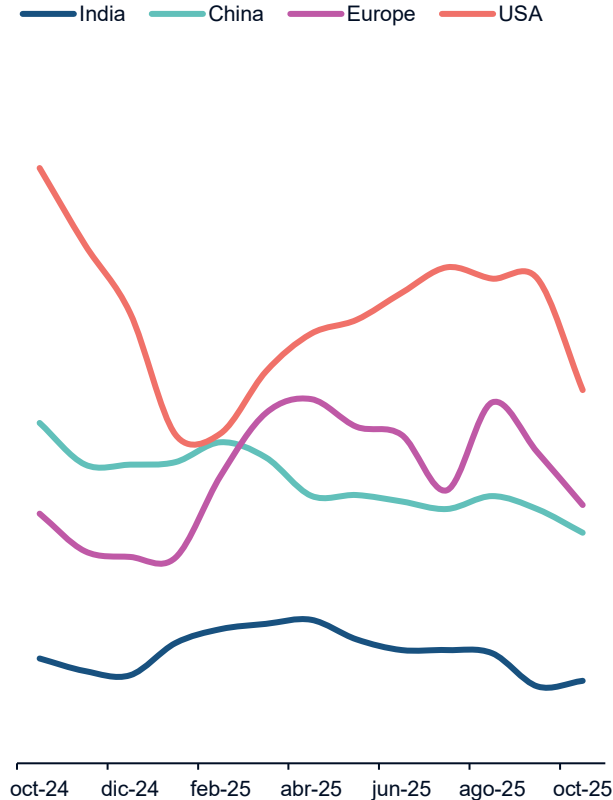
DATA: GTT

NOTE: THIS SLIDE HAS BEEN UPDATED FOLLOWING WEBINAR PRESENTATION

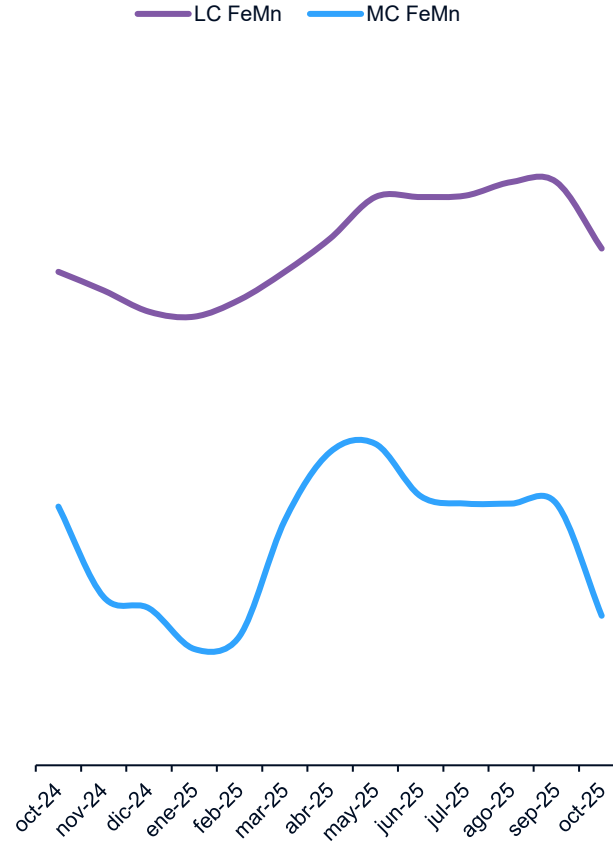


US FeMn prices have seen a sharp downward correction in Q4 2025

HC FeMn monthly averages by country



US LC & MC FeMn monthly averages



- US FeMn prices have remained at a large premium compared to the rest of the world
- The pricing premium and perceived “strength” of the US market has attracted imports, driving prices lower
- Spot illiquidity has plagued the US market in 2025, leading to periods of stagnant index prices followed by sharp adjustments
- Spot business in Q4 prompted CRU to drop the indexes to more “realistic” levels
- At the ferroalloys conference, CRU heard that some sellers were offering large discounts below CRU’s index

DATA: CRU



CRU's methodology overview

- CRU is a transaction-only index
 - We can **only** use spot transactions to move the index price
 - For bulk ferroalloys, we consider “spot” to be:
 - A negotiated transaction, not tied to an index, for delivery within 16 weeks
 - Quantity minimums vary, but for most BFA prices we require a two-truckload minimum. The exception is EMM and Si metal, where we can accept one truckload.
 - We do not use inter-trade business in our assessments. The transaction must be between a producer-consumer, trader-consumer, producer-trader.
 - Packaging and specs are “standard,” and are listed on our methodology page
- Link to CRU's methodology: <https://www.crugroup.com/en/about-us/our-approach/our-methodology/>
 - CRU Prices Methodology and Definitions – Bulk Ferroalloys
- While we continue to have internal discussions on how to adjust our methodology to ensure our prices are as reflective as possible, we urge the market to regularly participate in spot transactions and report those transactions to CRU.
- Data provided to CRU is kept strictly confidential and is not communicated externally in written reports or market discussions.



Q&A