



The Brazilian Steel Market

Raw material deposits as a motive for (foreign) investment
CSN builds up strong position in further processing



April 2007



Wirtschaftsvereinigung Stahl
Betriebswirtschaftliches Institut Stahl
im Stahl-Zentrum

The Brazilian Steel Market

Table of Contents

Overview

I. Overall economic situation

1. Restrained development in recent years
2. Prospects: accelerated growth in 2007

II. The Brazilian steel market

1. Market supply: greater dynamism than the overall economy
2. Steel processors: continued robust development
3. Foreign trade: North and South America dominate
4. Raw materials: local supply of iron ore and scrap – coal and coke must be imported

III. Investments and capacity expansions

1. Investments: rapidly rising volumes
2. New capacities: increasingly involving foreign participation

IV. Dynamic corporate development of Companhia Siderúrgica Nacional

(CSN) slows down in 2006

1. Corporate structure and development
2. Considerably reduced production and delivery figures as consequence of several months' lost production in 2006
3. Reduced sales volumes and increased production costs weaken the earnings situation in 2006
4. Strong market position in further processing enhanced by capital expenditure and acquisition activities
5. International merger efforts remain unsuccessful
6. New construction projects should almost treble steel capacities
7. Expansion of the Casa de Pedra mine allows CSN to export iron ore
8. Further diversification of business activities with cement production

Appendices

Appendix 1: Brazil's steel balance

Appendix 2: Latin America's steel trade, 2006

Appendix 3: Existing and planned coke capacities

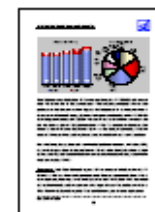
Appendix 4: Key financial data, CSN, 2002 - 2006

Appendix 5: Summary of corporate history of CSN

Appendix 6: PLANTFACTS: CSN's main production plants

**Includes CSN
financial data &
Plant Facts!**

49 pages of
commentary,
graphs, tables
and analysis



Place your order now...

Fax back to +44 20 7929 4666

The Brazilian Steel Market & CSN £385 + vat / €565 / \$679

Other German Steel Federation Reports Available

The US Steel Market –Return to growth path/Steel Dynamics intensifies diversification
£349 + vat / €479 / \$699

The Turkish Steel Market –A steel industry undergoing change Erdemir doubles flat steel capacities £425 + vat / €625 / \$835

The Near/Middle East & North African steel market £425 + vat / €625 / \$835

The Russian Steel Market – Evraz, Severstal, MMK & NLMK intensify international expansion £425 + vat / €625 / \$835

Steel Market South East Asia £385 + vat / €565 / \$679

Steel Market Poland £385 + vat / €565 / \$679

The US Steel Market and Economic Profile of US Steel Companies £399 + vat / €595 / \$699

The Indian Steel Market and Economic Profile of SAIL £399 + vat / €595 / \$699

An Economic Profile of the mining companies (CVRD, Rio Tinto & BHP Billiton) £385 + vat / €565 / \$679

Steel Market South Korea & Economic Profile POSCO £275 +vat / €399 / \$499

Steel Market Bulgaria £195 +vat / €280 /\$345

Please complete your details

Name _____

Company _____

Address _____

Country _____

Email _____

Tel () _____

Fax () _____

EU companies: VAT / Tax # _____

Please complete payment details

I have enclosed my cheque for (amount) _____
payable to **Steel Business Briefing Ltd**

Please post to: Steel Business Briefing
Peek House, 20 Eastcheap
London EC3M 1EB, United Kingdom

Please send an invoice to my company

for: (amount) _____

Please debit my credit/charge card:
Credit card payments taken in £GBP equiv.



Card Holder's Name: _____

Card No: _____ CSV: _____

Expiry date: _____ / _____

Card Holder's Signature: _____

Please fax back to +44 20 7929 4666

For any questions please contact: **Laura** laura@steelbb.com tel: +44 20 7645 9411