

2018



Istok Corporation-2018

About us:

- Established in 2005;
- Istok Corporation's own the trade marks
RUSLOM® and **INFOLOM®**
- Our partners network in Moscow, Oryol, Toronto(Canada), Kyiv(Ukraine) help us to collect data from foreign/regional markets;
- Member of Moscow Chamber of Commerce;

OUR CLIENTS



ЕВРАЗ



Металлоинвест



华宏科技

HUAHONG TECHNOLOGY



OUR VISION OF SCRAP RESERVOIR IN CIS

Russian ferrous scrap market research

Visible scrap supply in Russia in 2017

| | 2017 |
|------------------------|-------------|
| Steel production | 71 341 |
| Iron production | 51 577 |
| Scrap import | 963 |
| DRI use(Metalloinvest) | 2 958 |
| Total domestic scrap | 15 843 |
| Export | 4 980 |
| Visible scrap supply | 20 823 |

Note: data in thousand ton

Sources: www.worldsteel.org Metalloinvest report'2017, Russian Custom stat, Railway stat

Notes: scrap import to Russia was mainly from Kazakhstan

Visible scrap supply in Ukraine in 2017

| | 2017 |
|----------------------|-------------|
| Steel production | 22662 |
| Iron production | 20212 |
| Total domestic scrap | 2450 |
| Export | 487 |
| Visible scrap supply | 2937 |

Note: data in thousand ton

Sources: www.worldsteel.org Ukrrudprom

Visible scrap supply in Belarus in 2017

| | 2017 |
|------------------------------|-------------|
| Steel production | 2375 |
| Pig iron import(from Russia) | 62 |
| Scrap import from Russia | 1020 |
| Total domestic scrap | 1293 |
| Export | 0 |
| Visible scrap supply | 1293 |

Note: data in thousand ton

Sources: www.worldsteel.org Railway stat

Visible scrap supply in Kazakhstan in 2017

| | 2017 |
|-----------------------------|------|
| Steel production | 4663 |
| Iron production | 4188 |
| Scrap export to Russia | 963 |
| Scrap export to others(est) | 600 |
| Total domestic scrap | 2038 |
| Visible scrap supply | 2038 |

Note: data in thousand ton

Sources: www.worldsteel.org Kazakhstan stat, Railway stat

Note: there are a lot of scrap from Kazakhstan is smuggled to Russia, China by small trucks.

Visible scrap supply in CIS in 2017

| | |
|----------------|-------|
| Russia | 20823 |
| Ukraine | 2937 |
| Belarus | 1293 |
| Kazakhstan | 2038 |
| Others est | 909 |
| Total CIS est. | 28000 |

data in thousand ton

Sources: Istok Corp. calculation

Our datasets for Russian/Kazakhstan market

Russian market dataset

Daily/10days/monthly renew with all scrap shipments by railway

Data structure: data, source station, source region/state, seller, destination station, buyer, number of coach, quantity, destination region/state.

10days/monthly renew with all scrap shipments by Volga waterway

Data structure: data, source port, may be seller, destination port, buyer, vessel name, quantity, destination region/state.

Price data. 10days period for renew.

Custom data: monthly renew.

Data structure: data, seller, hs code, destination country, may be buyer, quantity, destination region/state, price.

Kazakhstan market dataset

Monthly renew with all scrap shipments by railway

Data structure: data, source station, seller, destination station, buyer, number of coach, quantity.

10days/monthly renew with all scrap shipments from Kazakhstan by Volgo-Don waterway

Data structure: data, source port, may be seller, destination port, buyer, vessel name, quantity, destination region/state.

List of scrap companies of Kazakhstan

Data structure: Company name, address, CEO name/soname, region, city, bin number(tax ID)

Our forecast method

5 factors of scrap forecast

- 1 point.....ore price;
- 2 point.....coke price;
- 3 point.....scrap price;
- 4 point.....metal price;
- 5 point.....estimate of scrap stocks in Turkish plants;

Point 1-4 use some other companies, like Metal Bulletin and Argus Media.
Point 5 depend on sea shipping data, collected by one company now.
My company.

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