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commercial + international

23 April 2024

**The Director  
Investigations 2  
Anti-Dumping Commission  
GPO Box 2013  
Canberra  
Australian Capital Territory 2601**

**By email**

Dear Director

## **SSAB - quenched and tempered steel plate from Finland and Sweden Public record submissions – market and industry situation**

Please find attached public record versions of the additional slides that were provided to the Commission today with respect to the *SSAB – CON 638 Australian market and industry situation* submission (placed on the public record on 8 April 2024).

This letter and the attached additional slides may be placed on the public record of the inquiry.

Yours sincerely

**Daniel Moulis**  
Partner Director  
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Attachment

**NON-CONFIDENTIAL**



### Distributor price pressure on Bisalloy 7

- ▶ Example 7 (May 2023)
- ▶ China prices in AU market (unknown manufacturer)
  - Chinese Q&T steel plate offer to [CONFIDENTIAL TEXT DELETED – identifying feature relating to customer] customer of SSAB for November delivery
  - [CONFIDENTIAL TEXT DELETED – assertion of likely trader/importer involved]
  - Graphical information on next slide compares China price offer with SSAB [CONFIDENTIAL TEXT DELETED – description of pricing model]
  - On average, SSAB premium prices are demonstrated to have been:
    - o for Hardox – [CONFIDENTIAL TEXT DELETED – number]% higher than the Chinese Q&T steel plate offer
    - o for Strenx – [CONFIDENTIAL TEXT DELETED – number]% higher than the Chinese Q&T steel plate offer

Grade	Thickness (mm)	Price (\$/MT)
V450	5	2462
	6.5	2311
	8.2	2152
	10.2	2065
	12.2	2059
	14.4	1966
	17.4	1891
	21.4	1831
	26.4	1787
	31.4	1742
	36.4	1697
V500	5	2462
	6.5	2199
	8.2	2028
	10.2	2026
	12.2	1931
	14.4	1866
	17.4	1806
	21.4	1751
	26.4	1707
	31.4	1662
	36.4	1617
V500	5	2462
	6.5	2158
	8.2	2028
	10.2	2026
	12.2	1931
	14.4	1866
	17.4	1806
	21.4	1751
	26.4	1707
	31.4	1662
	36.4	1617
V500	5	2462
	6.5	2322
	8.2	2183
	10.2	2187
	12.2	2089
	14.4	2021
	17.4	1967
	21.4	1913
	26.4	1868
	31.4	1823
	36.4	1778
SUP690QL	5	2818
	6.7	2450
	8.9	2280
	10.2	2245
	15.2	2187
	21.4	2188
	26.5	2095
	31.6	2050
	36.7	2005
	41.8	1960
	46.9	1915

Pricing based off current 0.877 USD per 100 Pounds (Metric) (Weldable) (Maximum 81.120 Mpa ultimate tensile)

Shipment from China expected in November. Other details, including 3000 Metric tons or more, are applicable to be to the Buyer's.

The seller requests to keep the weight to 250000 metric tons. (SSAB 500000)

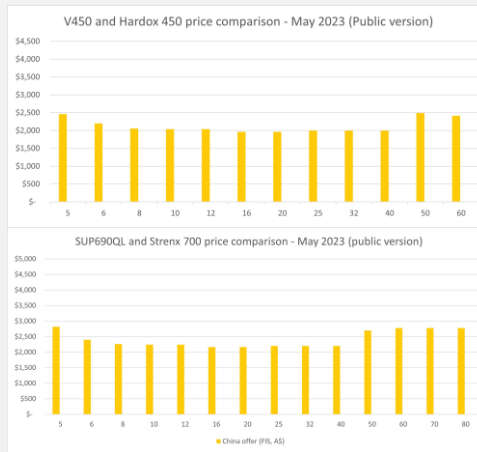
MOQ per thickness:	4-6mm:	10-12mm:	14-18mm:	19-25mm:
1000mm:	12,000	15,000	15,000	15,000

14A NON-CONFIDENTIAL – PUBLIC RECORD VERSION



### Distributor price pressure on Bisalloy 7 continued

- ▶ Example 7 (May 2023) continued
- ▶ China prices in AU market (unknown manufacturer)
  - Note that these comparisons are based on SSAB [CONFIDENTIAL TEXT DELETED – description of pricing model]
  - [CONFIDENTIAL TEXT DELETED – description of pricing model] constituting [CONFIDENTIAL TEXT DELETED – expression of degree and number] % of SSAB's inquiry period sales
  - [CONFIDENTIAL TEXT DELETED – description of pricing model] higher prices
  - SSAB has one dedicated channel to end-user market and no distributor price pressure
  - SSAB has intentionally [CONFIDENTIAL TEXT DELETED – description of pricing model]
  - Bisalloy is in a market segment where it competes with low price non-SSAB imported steel plate
  - Distributors selling Bisalloy steel plate compete with other importers/distributors selling non-SSAB imported steel plate



[CONFIDENTIAL BARS DELETED – non-confidential commentary as follows:  
 1. Bars showing SSAB prices removed  
 2. At all points SSAB prices far exceed the offer prices shown]

14B NON-CONFIDENTIAL – PUBLIC RECORD VERSION

