

XI. Sales

Sales Volume of Steel Products

Unit: Kiloton

	2011	2012	2013	2014
Carbon steel	23,860	23,139	22,471	22,314
HRC	6,821	6,358	6,564	6,675
Heavy plate	2,318	1,850	1,169	1,278
CRC	11,384	11,477	11,458	11,700
Steel tube	1,500	1,495	1,557	1,603
Billet	871	964	997	555
Wire rod	577	554	499	504
Rebar	389	441	227	-
Stainless steel	1,353	617	-	-
HRC	513	142	-	-
CRC	836	474	-	-
Special steel	962	199	-	-
Total	26,175	23,955	22,471	22,314

Note: The sales volume of steel products included that of each iron and steel production unit and Baosteel-NSC Automotive Steel Sheets Co., Ltd. (excluding trading unit). The sales volume in 2011, 2012, 2013 and 2014 above respectively included 2.024 million tons, 2.051 million tons, 2.013 million tons and 1.996 million tons of cold-rolled products sold by Baosteel-NSC Automotive Steel Sheets Co., Ltd., excluding 1.652 million tons, 1.663 million tons, 1.535 million tons and 1.5 million tons of cold-rolled products sold to Baosteel-NSC Automotive Steel Sheets Co., Ltd..

Domestic Market Shares of Major Products

	2011	2012	2013	2014
Cold-rolled automotive sheet	49.5%	50.2%	50%	50%
Tin plate	26%	26.5%	22.4%	21.2%
Non-oriented electric steel	19%	19.3%	13.8%	17.0%
Non-standard oil pipes	23.8%	26.3%	27.5%	28.0%

Note: Since 2014, the Company has focused on the domestic market share of strategic products, and not tracked the market share of home appliances sheet.

Breakdown by Region

Unit: Kiloton

	2011	2012	2013	2014
Home	23,430	21,615	20,546	20,048
Abroad	2,745	2,340	1,925	2,266
East Asia	1046	934	899	693
Southeast Asia	533	498	445	707
America	516	447	473	460
Europe & Africa	651	461	524	406
Total	26,175	23,955	22,471	22,314

Domestic Sales Breakdown by Product

Unit: Kiloton

	2011	2012	2013	2014
Carbon steel	21,344	20,891	20,546	20,048
HRC & heavy plate	8,443	7,643	7,293	7,187
CRC	9,958	10,153	10,290	10,536
Steel pipe	1,129	1,177	1,255	1,292
Billet	867	956	988	533
High-speed wire rod	947	960	721	500
Stainless steel	1,223	544	-	-
Special steel	862	180	-	-
Total	23,430	21,615	20,546	20,048

Overseas Breakdown by Product

Unit: Kiloton

	2011	2012	2013	2014
Carbon steel	2,516	2,248	1,925	2,266
HRC & heavy plate	696	565	441	766
CRC	1,426	1,324	1,168	1,163
Steel pipe	371	318	302	311
Billet	3	8	9	22
High-speed wire rod	19	34	5	4
Stainless steel	130	73	-	-
Special steel	100	20	-	-
Total	2,745	2,340	1,925	2,266