

XI. Sales

Sales of Steel Products

Unit: Kiloton

	2013	2014	2015	2016
HRC	6,564	6,674	7,303	8,224
Heavy plate	1,169	1,278	1,170	1,460
CRC	11,458	11,700	11,326	12,092
Steel tube	1,557	1,603	1,611	1,563
Billet	997	555	593	699
Wire rod	499	504	490	592
Rebar	227	0	0	0
Total	22,471	22,314	22,493	24,629

Notes: Sales of steel products includes steel production units and Baosteel-NSC Automotive Steel Sheets Co., Ltd. (excluding trading unit). Sales in 2013, 2014, 2015 and 2016 listed in the table includes 2.013 million tons, 1.996 million tons, 1.881 million tons and 2.359 million tons of cold rolled products respectively sold by Baosteel-NSC Automotive Steel Sheets, not including 1.535 million tons, 1.50 million tons, 1.536 million tons and 1.817 million tons of hot rolled products the Company sold to Baosteel-NSC Automotive Steel Sheets.

Domestic Market Shares of Major Products

Product	2013	2014	2015	2016
Cold rolled automotive sheet	50%	50%	50%	50%
Tin plate ^{Note}	22.4%	21.2%	23.6%	20.2%
Non-oriented electrical steel	13.8%	17.0%	14.3%	24%
Non-standard oil pipe	27.5%	28.0%	30%	30%

Notes: The Company exported more in 2016 and Chinese market share has accordingly declined.

Supplementary Date

Unit: 10 Kiloton

WISCO	2014		2015		2016		
	Product	Sales	Product	Sales	Product	Sales	
Hot rolled	Section steel	76	75	61	61	50	51
	Wire rod	76	62	52	52	59	58
	Bar	13	11	2	5	-	2
	Rolling plate	35	35	34	35	26	27
	CSP	132	134	117	117	203	129
	Hot rolled strip steel	581	590	555	552	581	557
	Subtotal	913	907	821	821	920	824
Cold rolled	Common cold rolled sheet	481	471	447	450	421	423
	Cold rolled electrical steel	174	178	165	154	144	160
	Subtotal	654	649	613	604	565	583
Total	1,567	1,556	1,434	1,425	1,485	1,407	

Distribution by Region

Unit: kiloton

	2013	2014	2015	2016
Inside China	20,546	20,048	19,938	21,306
Outside China	1,925	2,266	2,555	3,324
East Asia	899	693	594	616
Southeast Asia	445	707	982	1633
America	473	460	367	319
Europe & Africa	524	406	612	755
Total	22,471	22,314	22,493	24,629

Domestic Sales Breakdown by Products

Unit: kiloton

	2013	2014	2015	2016
Hot rolled & heavy plate	7,293	7,187	7,475	7,925
Cold rolled	10,290	10,536	10,140	10,903
Steel pipe	1,255	1,292	1,280	1,214
Billet	988	533	554	678
High-speed wire rod	721	500	488	586
Total	20,546	20,048	19,938	21,306

Overseas Breakdown by Products

Unit: kiloton

	2013	2014	2015	2016
Hot rolled & heavy plate	441	766	998	1,758
Cold rolled	1,168	1,163	1,186	1,190
Steel pipe	302	311	331	349
Billet	9	22	38	21
High-speed wire rod	5	4	2	6
Total	1,925	2,266	2,555	3,324