

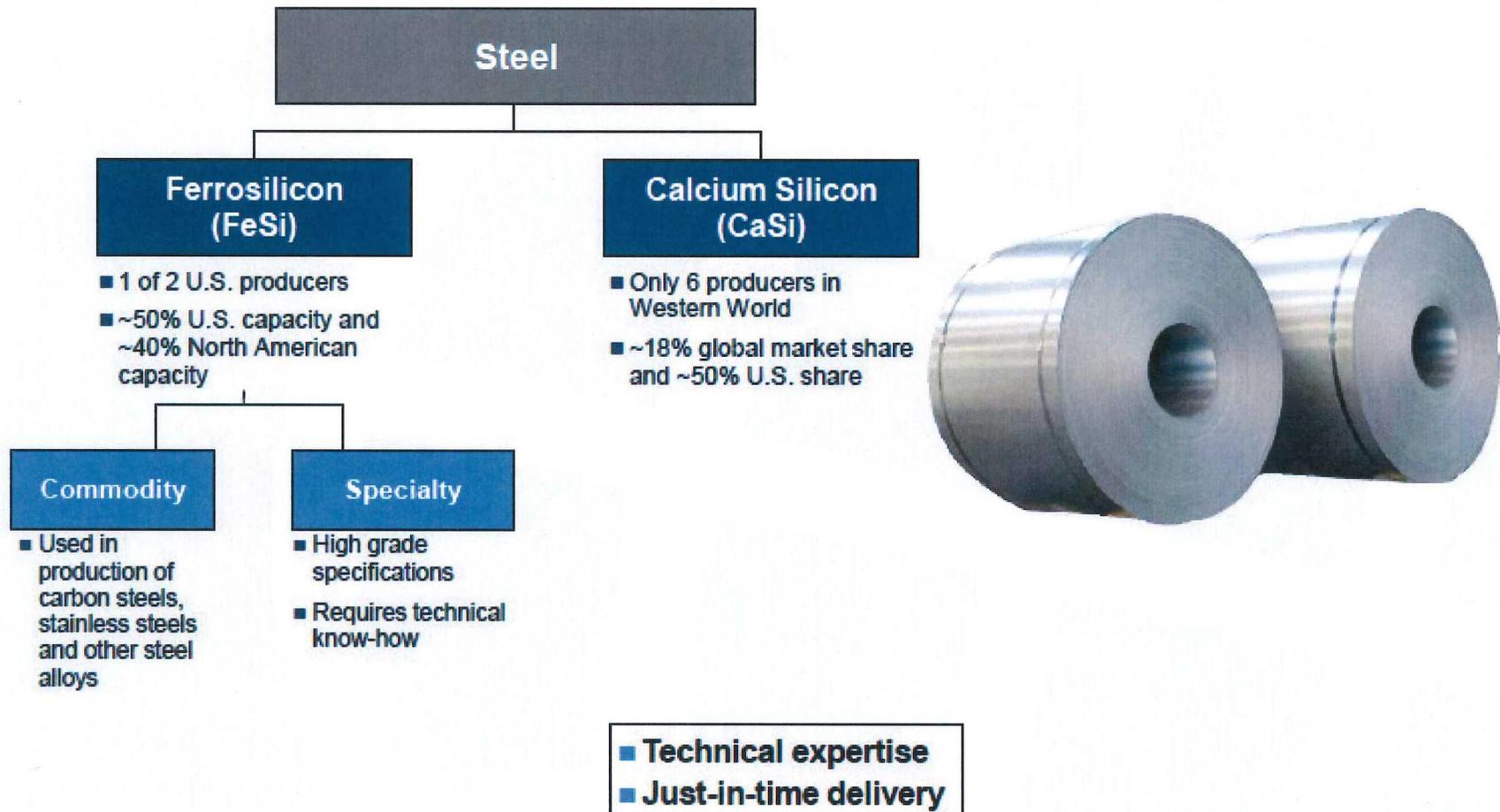
Ferrosilicon from Venezuela

ITC Hearing

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Capital Trade Incorporated
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Silicon Alloys End Markets: Steel (electrical steel)



The consensus among purchasers was that regular grade ferrosilicon cannot be substituted for U.S. specialty grades

- “Most purchasers described regular-grade and other grade ferrosilicon as sometimes (8 purchasers) or never (11 purchasers) interchangeable, citing their specifications as demanding particular chemistries.”
- “Several of these purchasers explained that other grades could be used in place of regular grades, but at a higher cost, and that regular grades could not be used in place of higher grades.”

Ryan's Notes Prices are Based on Spot Market Prices

- “Price assessments reflect actual concluded spot deals and information is gathered through consultation with producers, buyers, traders and end users.”
- “Assessments or price discovery reflect the latest weekly transactions for product to be supplied within 30-45 days forward in the spot market.”
- “Contract prices are transactions done for large volumes, typically over a one-year, six-months or quarterly period and are not used to assess prices in the spot market or influence the index.”

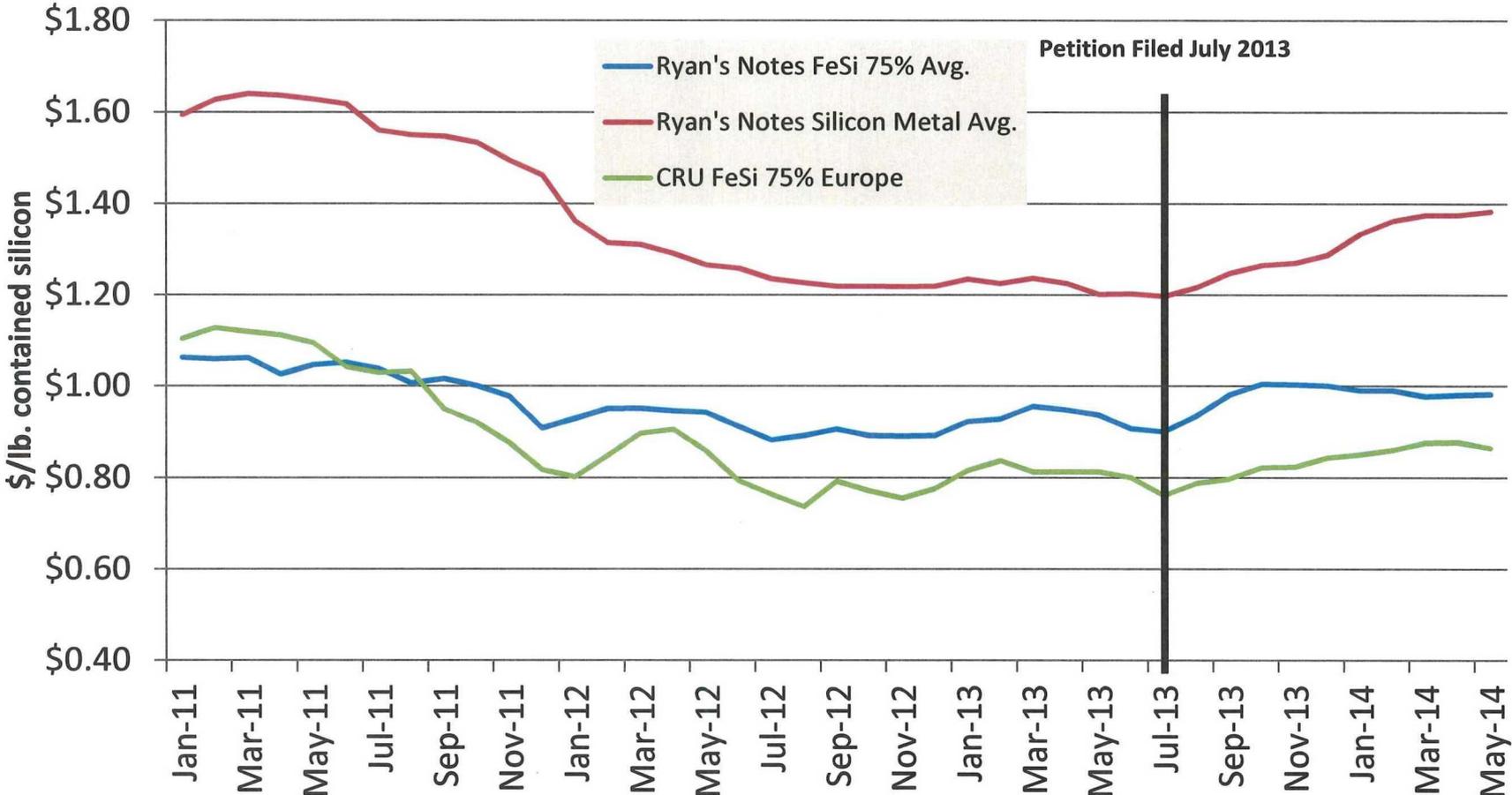
Source: Ryan's Notes pricing specifications. FerroVen Prehearing Brief at Exhibit

14. <https://www.ryansnotes.com/price-specs/>

Prepared by Capital Trade, Inc.

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U.S. Ferrosilicon Post-Petition Price Increases Follow World Ferrosilicon and Silicon Metal Price Increases



Source: FerroVen Prehearing Brief at Exhibit 4.

Globe Attributes Price Increases to Improved Demand

- “And as I have said in my comments, it’s going to be a function of demand, I mean pricing always follows demand and the demand outlook for the balance of this year going into next year is very good.” - Jeff Bradley, CEO
Globe Specialty Metals

Globe's G&A Costs Are Adjusted For Stock Option Re-Measurement

- “Selling, General and Administrative Expenses: The increase in selling, general and administrative expenses of \$3,040,000 or 5% was primarily due to an increase in stock based compensation expense of approximately \$13,796,000.”

Plant Outages at Globe Result in Significant Cost Increases

- “As to the maintenance outages, the outages had to occur. While the impact seems bad, these investments should have a payback to improve performance. Unfortunately, that performance doesn't get realized in the quarter of the outage and the uncapitalized cost of these outages hit at once. In some cases, the outages and recovery period took longer than they should have.” - Alan Kestenbaum, Executive Chairman, Globe Specialty Metals