

Dear Valued Partner,

We would just like to take this further opportunity to follow up on our conversations around Nickel's continuing rapid rise in price, cumulating in a 5-year high exceeding USD \$18,000 per tonne as of the end of August 2019.

This exceptional climb in price is according to analysts predominantly based around fears of a supply deficit in 2020, after Indonesia, globally the largest producer of Nickel proposed to bring forward their export ban by two years in a bid to drive local add value processing of the ore.

We will as usual endeavour to keep a close dialogue with all our customers and advise of any further movement during this challenging period.



Yours Sincerely.

Marc Hainen General Manager- Distribution.

Level 7, IBM Building, 25 Victoria Street, Petone 5012 PO Box 30543 Lower Hutt 5040 P 04 570 5000 F 04 570 2453 www.steelandtube.co.nz

STRONGER IN EVERYWAY