

**5,3** kilo/inhab.

+11,2%

+337 million dollars

Domestic market per capita consumption

Interannual variation of aluminum consumption in Argentina

Chapter 76 foreign trade balance

# Aluminum Industry in Argentina 2007 Statistical Yearbook



## Index

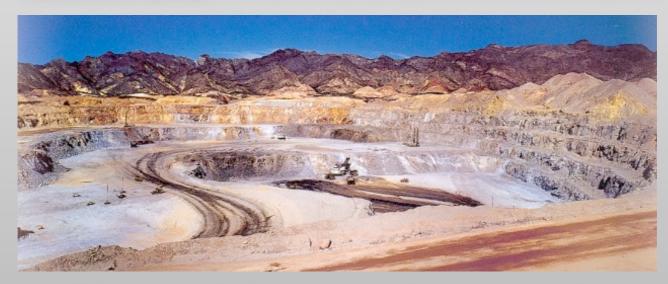






#### 2007 Statistical Yearbook

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#### **Editorial**







### Information useful to everyone

This is a year that brings good news in every sense.

In a general way, since our country continues its economic growth path, and Aluminum is part of this impulse, since in 2007 it has broken every record. This is so as the production of aluminum was the highest ever. Likewise, the consumption of aluminum was also the highest ever. The almost 210.000 tons requested by the domestic market set a new high, out passing last year's figure by 11% (which was the previous record mark). Furthermore, the consumption growth is manifested in every industry end-use market, especially in those where aluminum demand is pulled by the sector activity (Building and Construction, and Transportation), and also in those whose activity did not stand out particularly (namely Consumer Durables, and Packaging). Therefore, our country reaches a per capita consumption of 5,3 kilos/inhabitant, a 10% more than in 2006. This last index, even though is lower than the approximate 30 kilos/inhabitant that are consumed in developed countries, is clearly above the ones of other countries which share our characteristics.

Moreover, the enlargement of the ALUAR facility in Puerto Madryn is not the only news related to the above mentioned production growth. Other CAIAMA associates had invested to increase their capacity, or are planning to do so.

This is also the year of a new beginning for this Statistical Yearbook, which shows we are persuaded that the information hereby compiled is vital to understand the evolution of a relatively young industry that is constantly growing, and that has a great potential. Among other aspects, we have decided to deliver a printed version once again, and we are also carrying out a process to increase and enhance the information. The results will be shown soon, certainly on the next year.

In the meantime, we would like to thank the valuable collaboration of everyone who provide us with the information used to build this Statistical Yearbook. We believe that the data given to us contributes to improve the precision of the expressed numbers, and that this is useful to everyone. It is useful to the companies playing in this sector, since hereby numbers can be used as a reference to evaluate their performance, and to define future strategies. It is so to the National Authorities, since through this numbers they can comprehend the dynamics of an industry sector that uses low-priced raw supplies to deliver high added-value products, and through this they could ponder the convenience of offering better credit lines, or of improving the related infrastructure, among other actions. To conclude, and considering that with better information better decisions can be made, is useful for society as a whole, the latter being the beneficiary of those better decisions which will certainly bring higher levels of prosperity to everyone.



Eng. Rafael Martín Bofill President.

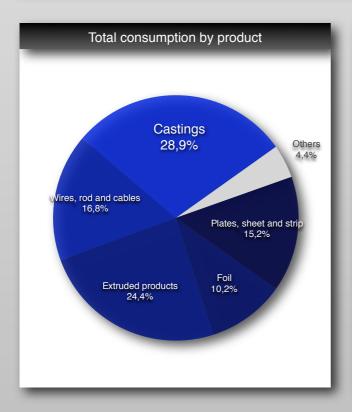


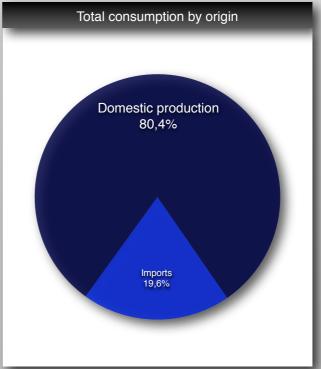




#### Total consumption by product/origin year 2007 [ton]

| Product   | Consumption of domestic production | Imports | Total domestic consumption | Share  |
|---|------------------------------------|---------|----------------------------|--------|
| Plates, sheets and strip, of a thickness ≥ 0,2 mm | 18.970                             | 12.860  | 31.830                     | 15,2%  |
| Foil  | 11.344                             | 10.078  | 21.422                     | 10,2%  |
| Extruded products                                 | 46.818                             | 4.222   | 51.040                     | 24,4%  |
| Wires, rod and cables                             | 34.168                             | 1.002   | 35.170                     | 16,8%  |
| Castings  | 55.706                             | 4.881   | 60.587                     | 28,9%  |
| Others  | 1.319                              | 7.941   | 9.260                      | 4,4%   |
| Total Products                                    | 168.325                            | 40.984  | 209.309                    | 100,0% |





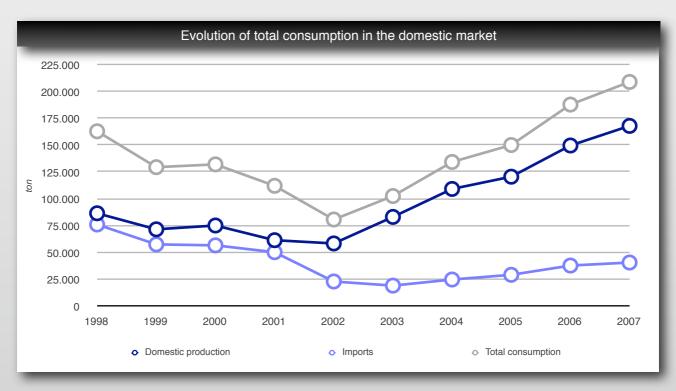
Source: producers; INDEC.

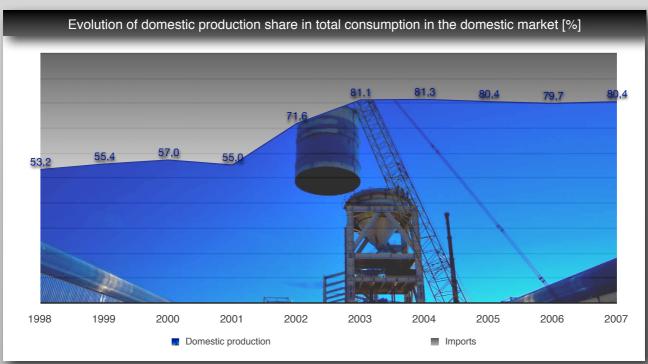






Evolution of total consumption [ton] and of domestic production share [%]





Source: producers; INDEC.

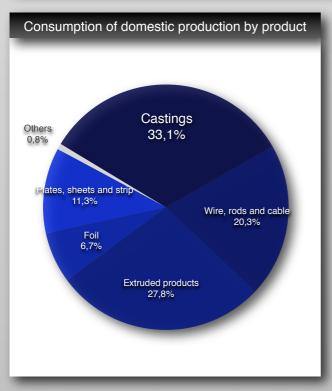


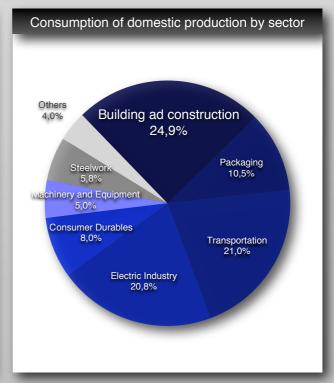




Consumption of domestic production by product/end-use market year 2007

| End-use market Product                            | Building and<br>Construction | Packaging | Transporta-<br>tion | Electric<br>Industry | Consumer<br>Durables | Machinery<br>and<br>Equipment | Steelwork | Others | Total consumption | Share  |
|---|------------------------------|-----------|---------------------|----------------------|----------------------|-------------------------------|-----------|--------|-------------------|--------|
| Plates, sheets and strip, of a thickness ≥ 0,2 mm | 1.421                        | 9.320     | 1.211               | 0                    | 5.021                | 1.573                         | 0         | 424    | 18.970            | 11,3%  |
| Foil  | 1.153                        | 8.397     | 733                 | 0                    | 732                  | 141                           | 0         | 188    | 11.344            | 6,7%   |
| Extruded products                                 | 32.265                       | 0         | 973                 | 563                  | 4.708                | 4.372                         | 0         | 3.937  | 46.818            | 27,8%  |
| Wire, rods and cables                             | 0                            | 0         | 0                   | 33.668               | 0                    | 0                             | 445       | 55     | 34.168            | 20,3%  |
| Castings  | 7.126                        | 0         | 32.494              | 745                  | 3.026                | 2.289                         | 9.239     | 787    | 55.706            | 33,1%  |
| Others  | 0                            | 0         | 0                   | 0                    | 0                    | 0                             | 0         | 1.319  | 1.319             | 0,8%   |
| Total Products                                    | 41.965                       | 17.717    | 35.411              | 34.976               | 13.487               | 8.375                         | 9.684     | 6.710  | 168.325           | 100,0% |
| Share   | 24,9%                        | 10,5%     | 21,0%               | 20,8%                | 8,0%                 | 5,0%                          | 5,8%      | 4,0%   | 100,0%            |        |





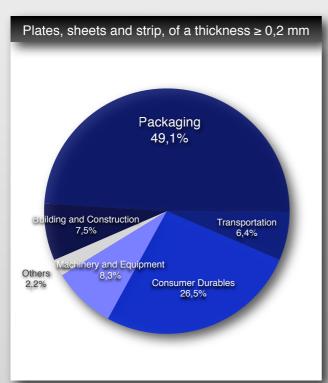
Source: producers.

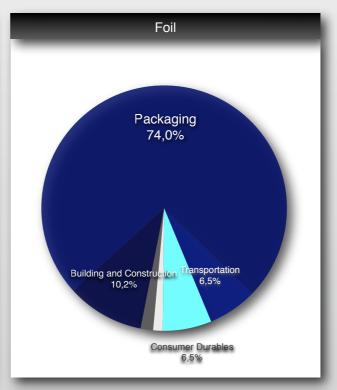


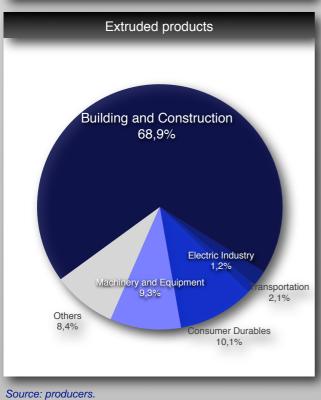


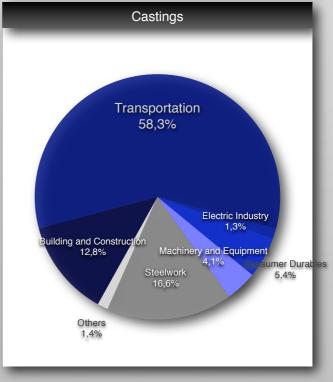


Consumption of domestic production by product/end-use market year 2007









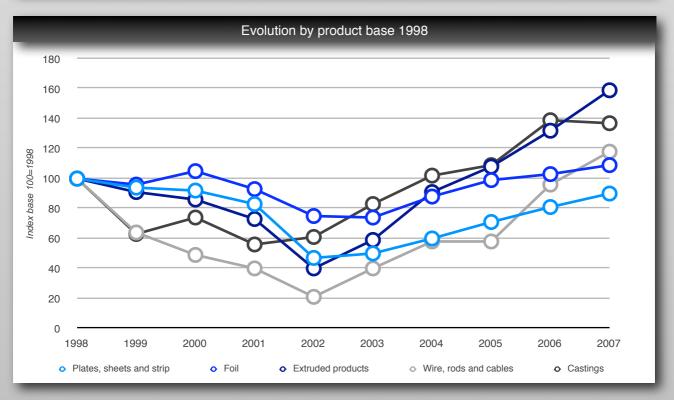






#### Evolution of consumption of domestic production by product [ton]

| Year<br>Product                                   | 1998    | 1999    | 2000    | 2001    | 2002   | 2003    | 2004    | 2005    | 2006    | 2007    |
|---|---------|---------|---------|---------|--------|---------|---------|---------|---------|---------|
| Plates, sheets and strip, of a thickness ≥ 0,2 mm | 35.211  | 33.060  | 32.309  | 29.291  | 16.658 | 17.668  | 20.996  | 24.828  | 28.460  | 31.830  |
| Foil  | 19.658  | 18.960  | 20.601  | 18.315  | 14.691 | 14.567  | 17.388  | 19.518  | 20.172  | 21.422  |
| Extruded products                                 | 32.176  | 29.365  | 27.803  | 23.502  | 12.947 | 18.930  | 29.191  | 34.610  | 42.386  | 51.040  |
| Wire, rods and cables                             | 29.843  | 19.015  | 14.621  | 12.085  | 6.378  | 11.874  | 17.238  | 17.173  | 28.792  | 35.169  |
| Castings  | 42.946  | 27.223  | 31.931  | 24.124  | 26.262 | 35.538  | 43.866  | 46.746  | 59.856  | 60.587  |
| Others  | 3.456   | 2.230   | 5.202   | 5.178   | 4.126  | 4.378   | 6.021   | 7.639   | 8.536   | 9.260   |
| Total Products                                    | 163.290 | 129.853 | 132.467 | 112.495 | 81.062 | 102.955 | 134.700 | 150.514 | 188.202 | 209.308 |



Source: producers.

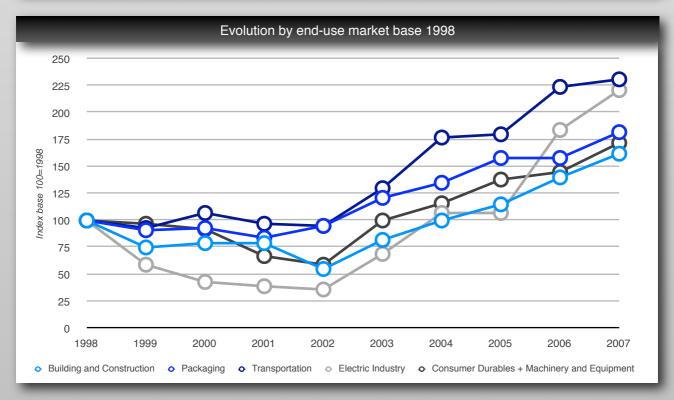






#### Evolution of consumption of domestic production by end-use market [ton]

| Year<br>End-use market       | 1998   | 1999   | 2000   | 2001   | 2002   | 2003   | 2004    | 2005    | 2006    | 2007    |
|------------------------------|--------|--------|--------|--------|--------|--------|---------|---------|---------|---------|
| Building and<br>Construction | 25.926 | 19.503 | 20.597 | 20.400 | 14.322 | 21.195 | 25.953  | 29.773  | 36.342  | 41.965  |
| Packaging                    | 9.711  | 8.789  | 9.052  | 8.201  | 9.226  | 11.718 | 13.085  | 15.306  | 15.334  | 17.717  |
| Transportation               | 14.980 | 13.943 | 15.988 | 14.566 | 14.227 | 19.539 | 26.584  | 27.012  | 33.609  | 35.411  |
| Electric Industry            | 15.826 | 9.354  | 6.873  | 6.172  | 5.653  | 10.953 | 16.916  | 16.906  | 29.157  | 34.976  |
| Consumer Durables            | 9.714  | 8.786  | 8.289  | 5.211  | 4.717  | 7.644  | 8.088   | 10.325  | 10.050  | 13.487  |
| Machinery and<br>Equipment   | 2.548  | 3.119  | 2.939  | 3.040  | 2.536  | 4.676  | 6.082   | 6.600   | 7.786   | 8.375   |
| Steelwork                    | 4.565  | 5.262  | 7.673  | 2.773  | 5.999  | 5.060  | 7.972   | 9.023   | 11.470  | 9.684   |
| Others                       | 3.614  | 3.181  | 4.078  | 1.426  | 2.079  | 2.708  | 4.879   | 6.039   | 6.304   | 6.710   |
| Total sectors                | 86.884 | 71.937 | 75.489 | 61.789 | 58.759 | 83.493 | 109.559 | 120.984 | 150.052 | 168.325 |



Source: producers.

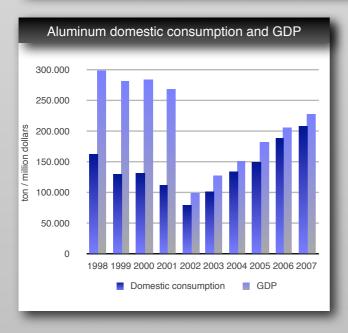


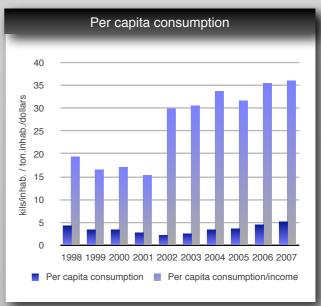




#### Evolution of per capita consumption

| Year<br>Description   | 1998    | 1999    | 2000    | 2001    | 2002    | 2003    | 2004    | 2005    | 2006    | 2007    |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Primary Aluminum production [ton]                             | 185.140 | 204.600 | 263.744 | 245.052 | 268.806 | 272.252 | 271.675 | 270.580 | 287.382 | 298.159 |
| Primary Aluminum<br>Exports [ton]                             | 115.178 | 146.578 | 211.359 | 201.843 | 223.050 | 200.505 | 182.028 | 170.348 | 168.195 | 164.693 |
| Primary Aluminum con-<br>sumption in Domestic<br>Market [ton] | 69.962  | 58.022  | 52.385  | 43.209  | 45.756  | 71.747  | 89.647  | 100.232 | 119.187 | 133.466 |
| Recovery of Secondary [ton]                                   | 16.922  | 13.915  | 23.094  | 18.680  | 13.003  | 11.745  | 19.917  | 20.753  | 30.865  | 34.860  |
| Aluminum Imports<br>Chapter 76 [ton]                          | 76.406  | 57.916  | 56.988  | 50.606  | 22.303  | 19.463  | 25.136  | 29.529  | 38.150  | 40.983  |
| Aluminum apparent consumption [ton]                           | 163.290 | 129.853 | 132.467 | 112.495 | 81.062  | 102.955 | 134.700 | 150.514 | 188.202 | 209.309 |
| Population [million inhabitants]                              | 36,0    | 36,4    | 36,8    | 37,2    | 37,5    | 37,9    | 38,2    | 38,6    | 39,0    | 39,4    |
| Per capita consumption [kilograms/inhabitant]                 | 4,5     | 3,6     | 3,6     | 3,0     | 2,2     | 2,7     | 3,5     | 3,9     | 4,8     | 5,3     |
| Gross Domestic Product [million de dollars]                   | 298.948 | 283.523 | 284.204 | 268.697 | 100.835 | 127.462 | 152.197 | 181.946 | 206.175 | 228.005 |
| Per capita annual income [dollars/inhabitant]                 | 8.304   | 7.789   | 7.723   | 7.223   | 2.689   | 3.363   | 3.984   | 4.714   | 5.287   | 5.787   |
| Per capita consumption/<br>income [ton/inhab.dollars]         | 19,7    | 16,7    | 17,2    | 15,6    | 30,1    | 30,6    | 33,8    | 31,9    | 35,6    | 36,2    |





Source: producers, INDEC, Banco Central de la República Argentina

## Aluminum Foreign Trade







#### Chapter 76 Exports/Imports evolution [ton]

| Year<br>Product              | 1998    | 1999    | 2000    | 2001    | 2002    | 2003    | 2004    | 2005    | 2006    | 2007    |
|------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Plates, sheets and strip (1) | 3.905   | 1.907   | 3.547   | 3.825   | 3.888   | 5.029   | 4.114   | 4.753   | 5.277   | 4.264   |
| Foil (2)                     | 10.968  | 3.390   | 4.567   | 4.351   | 3.145   | 3.524   | 3.761   | 3.693   | 3.695   | 2.733   |
| Extruded products (3)        | 678     | 763     | 622     | 1.135   | 1.649   | 2.894   | 2.889   | 1.818   | 2.484   | 2.936   |
| Wire, rods and cables (4)    | 30.998  | 25.115  | 25.208  | 12.640  | 24.733  | 21.777  | 22.926  | 28.113  | 19.023  | 18.118  |
| Castings (5)                 | 94.251  | 127.180 | 191.623 | 189.168 | 211.517 | 200.973 | 163.821 | 168.970 | 132.297 | 152.171 |
| Others (6)                   | 1.067   | 458     | 472     | 392     | 594     | 737     | 756     | 661     | 759     | 647     |
| Total Chapter 76             | 141.867 | 158.813 | 226.040 | 211.511 | 245.526 | 234.934 | 198.266 | 208.008 | 163.535 | 180.869 |

| Year<br>Product              | 1998   | 1999   | 2000   | 2001   | 2002   | 2003   | 2004   | 2005   | 2006   | 2007   |
|------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Plates, sheets and strip (1) | 23.932 | 24.068 | 23.346 | 22.177 | 8.850  | 5.712  | 7.540  | 9.261  | 12.255 | 12.859 |
| Foil (2)                     | 10.839 | 11.525 | 12.433 | 10.968 | 6.505  | 6.312  | 7.882  | 8.925  | 9.897  | 10.078 |
| Extruded products (3)        | 4.705  | 4.883  | 4.974  | 3.898  | 1.601  | 1.352  | 2.057  | 2.491  | 3.443  | 4.222  |
| Wire, rods and cables (4)    | 14.832 | 10.687 | 8.477  | 6.038  | 828    | 1.132  | 671    | 453    | 598    | 1.002  |
| Castings (5)                 | 19.238 | 4.489  | 3.054  | 2.771  | 780    | 1.697  | 2.420  | 2.057  | 4.892  | 4.881  |
| Others (6)                   | 2.860  | 2.243  | 4.704  | 4.754  | 4.741  | 3.257  | 4.566  | 6.343  | 7.066  | 7.941  |
| Total Chapter 76             | 76.406 | 57.896 | 56.988 | 50.606 | 23.305 | 19.463 | 25.136 | 29.529 | 38.150 | 40.983 |

Chapters by product:

(1) 7606/7611/7612/7613/7615 (2) 7607 (3) 7604/7608/7610

(4) 7605 (5) 7601/7602/7609 (6) 7603/7616

Source: INDEC.

## Aluminum Foreign Trade





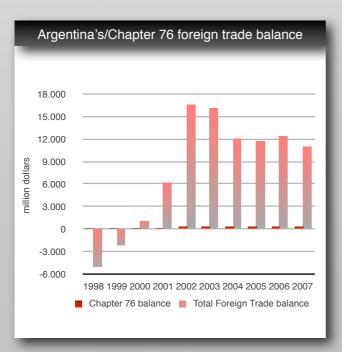


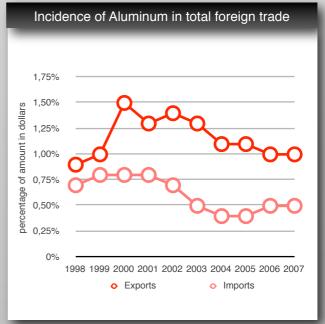
#### Aluminum Industry Foreign Trade balance [million dollars]

| Year<br>Description | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| Exports Chapter 76  | 226  | 245  | 398  | 348  | 369  | 380  | 379  | 443  | 475  | 544  |
| Imports Chapter 76  | 225  | 193  | 191  | 172  | 66   | 70   | 98   | 124  | 171  | 207  |
| Balance Chapter 76  | 1    | 52   | 207  | 176  | 303  | 310  | 282  | 319  | 304  | 337  |

| Year<br>Description                                  | 1998 | 1999 | 2000  | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 |
|--|------|------|-------|------|------|------|------|------|------|------|
| Incidence of Chapter 76 exports in total exports [%] | 0,9% | 1,0% | 1,5%  | 1,3% | 1,4% | 1,3% | 1,1% | 1,1% | 1,0% | 1,0% |
| Incidence of Chapter 76 imports in total imports [%] | 0,7% | 0,8% | 0,8%  | 0,8% | 0,7% | 0,5% | 0,4% | 0,4% | 0,5% | 0,5% |
| Incidence of Chapter 76 in foreign trade balance [%] | (-)* | (-)* | 19,5% | 2,8% | 1,8% | 1,9% | 2,3% | 2,7% | 2,4% | 3,1% |

<sup>\*</sup> negative total Foreign Trade balance





Source: INDEC.

## Aluminum Foreign Trade



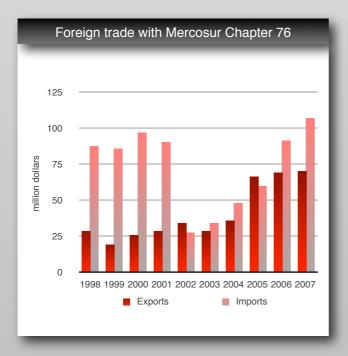




#### Foreign Trade with Mercosur [million dollars]

| Year<br>Description | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 |
|---------------------|------|------|------|------|------|------|------|------|------|------|
| Exports Chapter 76  | 29   | 19   | 26   | 29   | 34   | 29   | 36   | 67   | 69   | 70   |
| Imports Chapter 76  | 88   | 86   | 97   | 91   | 28   | 34   | 48   | 60   | 92   | 107  |
| Balance Chapter 76  | -59  | -67  | -71  | -62  | 6    | -5   | -12  | 7    | -23  | -37  |

| Year<br>Description  | 1998  | 1999  | 2000  | 2001  | 2002  | 2003  | 2004  | 2005  | 2006  | 2007   |
|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| Incidence of exports to<br>Mercosur over total<br>Chapter 76 exports [%]   | 12,8% | 7,8%  | 6,5%  | 8,3%  | 9,2%  | 7,6%  | 9,5%  | 15,1% | 14,5% | 12,9%% |
| Incidence of imports from<br>Mercosur over total<br>Chapter 76 imports [%] | 39,1% | 44,6% | 50,8% | 52,9% | 42,4% | 48,6% | 49,0% | 48,4% | 53,8% | 51,9%% |





Source: INDEC.

## **Aluminum Industry Economic Figures**

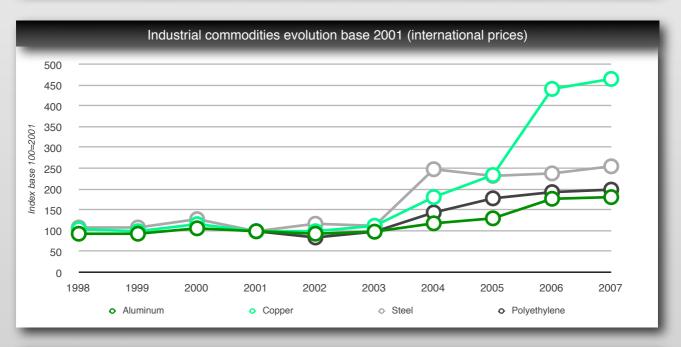


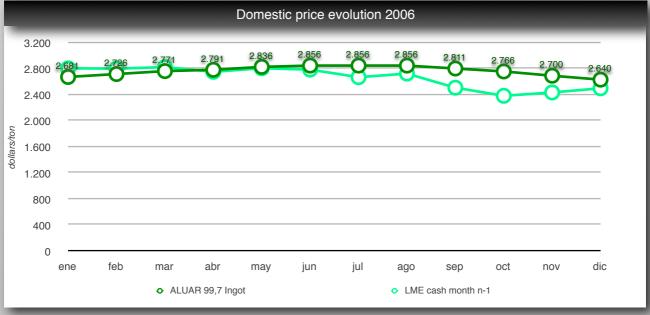




#### Evolution of the price of Primary Aluminum [dollars/ton]

| Year Description | 1998  | 1999  | 2000  | 2001  | 2002  | 2003  | 2004  | 2005  | 2006  | 2007  |
|------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| LME cash         | 1.358 | 1.361 | 1.550 | 1.444 | 1.350 | 1.431 | 1.716 | 1.899 | 2.570 | 2.638 |





Source: London Metal Exchange, CRU Steel prices index, Bloomberg, producers.

## Aluminum Industry Economic Figures

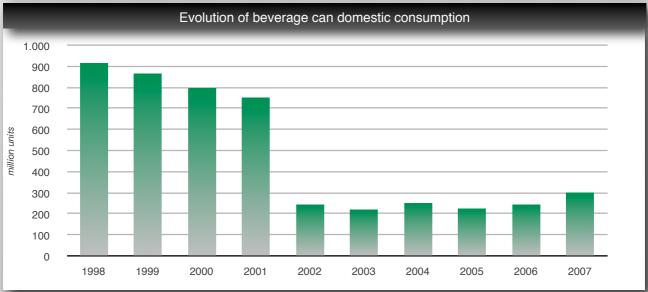


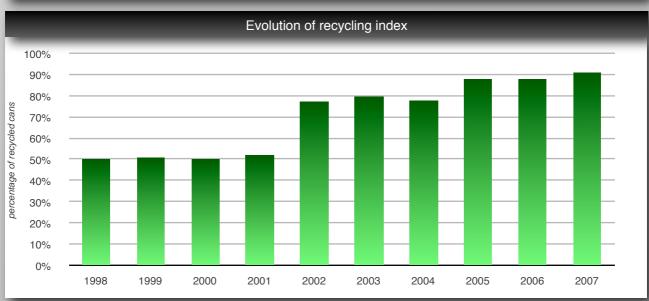




#### Beverage can recycling

| Year<br>Description                  | 1998  | 1999  | 2000  | 2001  | 2002  | 2003  | 2004  | 2005  | 2006  | 2007  |
|--------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Domestic consumption [million units] | 924   | 864   | 797   | 750   | 245   | 223   | 250   | 227   | 249   | 304   |
| Recycled units [million units]       | 463   | 440   | 400   | 390   | 190   | 178   | 196   | 200   | 223   | 275   |
| Recycling index                      | 50,1% | 50,9% | 50,2% | 52,0% | 77,6% | 79,8% | 78,4% | 88,1% | 89,6% | 90,5% |





Source: CADIBSA, producers.

## Institutional



#### Chamber organization

| Eng. Rafael Martín Bofill  | Fadip S.A.I.C.A   |
|--|---|
| Lic. Jorge García Arias  | Aluar División Elaborados   |
| Dr. Jorge L. Fernández   | Metales del Talar S.A.  |
| Lic. Héctor Cañete   | Tubaplas S.A.   |
| Acc. Ricardo J. Wagner   | Hydro Aluminium Argentina S.A.  |
| Mr. Luis M. Costa  | Fundición y Laminación Luis Costa   |
| Eng. Hernán Arébalo  | Envases del Plata S.A.  |
| Dr. Jorge H. Losa  | Aluminiun S.A.  |
| Eng. Elio Lamanna  | Inofer S.A.   |
| Mr. José Caudarella Lic. Marcelo Maffei Mr. Antonio Bacero Eng. Luis Macchi Lic. Cecilia Urrea Dr. Daniel Volpe Mr. Rogelio Ceresato Mr. Manuel Carbone Eng. Helvio Bonilauri Acc. Carlos Dos Santos | Aluoest S.A.C.I.F.I.A. Aluar Aluminio Argentino S.A. Sicamar Metales S.A. Rexam Argentina S.A. Flamia S.A. Anodizado California S.R.L. Alcemar S.A. Aluminium Manufacturers Express S.A. Giesse Group Argentina S.A. Exal Argentina S.A.  |
| Eng. Santiago Lonardi<br>Mr. Jorge Lentino<br>Mr. Luis A. Maglione<br>Eng. Enrique Sagripanti  | DLSA S.A.<br>Obras Metálicas S.A.<br>Metal Veneta S.A.<br>Heil Trailer International S.A.   |
| Mr. Alfredo Vanini<br>Mr. Leonardo Monteleone  | Aluex S.A.<br>Quiming S.R.L.  |
| Acc. Norberto Fedele<br>Mr. Luciano Principi   | Laminación Paulista Argentina S.R.L.<br>Madexa S.R.L.   |
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| Lic. Héctor Cañete   | Tubaplas S.A.   |
| Eng. Eduardo Juliá   | Hydro Aluminium Argentina S.A.  |
| Dr. Daniel Volpe   | Anodizado California S.R.L.   |
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| Dr. Carlos Echezarreta Dr. Carlos Echezarreta Dr. Eduardo Zamorano   | CAIAMA CAIAMA CAIAMA  |
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## Institutional







#### Criteria for product classification

| Process End-use market    | Rolling  | Extrusion   | Casting  |
|---------------------------|--|---|--|
| Building and Construction | Ceiling coils; ceiling sheet; roof coating; architectural use sheet; anti-slip sheet; composite panel.   | Doors and windows profiles; architectural application profiles; ceiling profiles; signboard profiles  | Aluminized sheet; radiator cast parts.   |
| Packaging                 | Foil, backed and not backed for packaging of food, cigarettes, etc.; slugs for aerosols and tubes; can stock; sheets for bottle caps.  | (no identified products)  | (no identified products)   |
| Transportation            | Sheets for tank trucks; sheets for bodywork; coils and foil for radiators; road sign sheets.   | Radiator tubes; busses windows and doors profiles; truck floor profiles.  | Automobile rims; pistons; engine blocks; engine covers; cast parts for automobiles; aluminized sheet.  |
| Electric Industry         | Transformer and capacitor sheets; foil for telephonic composites; sheets for electrical and lighting appliances.   | Electric engine housing profiles; electronic dissipating devices profiles; bus bars; profiles for electrical and lighting appliances.                   | Continuous cast cables; cats parts for electric industry.  |
| Consumer Durables         | Sheets for refrigerators and other home appliances; cookware sheet; foil for semi-rigid containers; household foil; sheet for parabolic TV antennas; coils for shoe eyelets. | TV antennas profiles; refrigerator tubes; sailboat mast profiles; bicycle profiles; furniture tubes; ladder profiles; refrigerated exhibitors profiles. | Cast chairs and tables; cast cookware; cast decoration parts.  |
| Machinery and Equipment   | Coils for irrigation piping; industrial heat exchanger coils; tank sheet; caldron sheet; coils for insulation; fish and bakery tray sheet.                                   | Irrigation piping tubes; industrial use profiles.   | Cast parts for industrial machinery;<br>cast molds.  |
| Steelwork                 | (no identified products)   | (no identified products)  | Products for steel deoxidization.  |
| Others                    | Car plate sheets; every product not included above.  | Every product not included above.   | Welding wire; paint and explosive powders; chemical product powders; every product not included above. |

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