## NLMK

## Q4 2013 AND 12M 2013 US GAAP CONSOLIDATED RESULTS

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## INTERNATIONAL STEEL MARKET

## DEMAND AND SUPPLY

- Global steel consumption in 2013: 1,481 m t, +3.6\% yoy*
- Capacity utilization in 2013: 78\%, +2 p.p. yoy
- China: production growth $+7.5 \%$ yoy, utilization rate $>80 \%$
- Seasonally lower demand in Q4'13
- In the USA and Europe, steel inventories are lower than the historical average over the last 5 years


## PRICES

- Steel prices went down on average by 6\% yoy in 2013
- Differently directed price trends in Q4
- Seasonal decline in Russia and Europe
- Continued prices growth in the USA (+3\% qoq)


## PRICES FOR HOT-ROLLED COILS



[^0]* hereinafter yoy changes are $12 \mathrm{M}^{\prime} 13$ vs. $12 \mathrm{M}^{\prime} 12$, qoq changes $\mathrm{Q}^{\prime}{ }^{\prime} 13$ vs. $\mathrm{Q}^{\prime} 13$

STEELMAKING CAPACITY UTILIZATION


Source: World Steel Association

## STEEL PRODUCT INVENTORIES



Sources: CRU, Bloomberg (Steelhome, Metals Service Center Inst.)

## RUSSIAN STEEL MARKET

## DEMAND AND SUPPLY

- In 2013, finished rolled steel (flat and long) consumption went up by $3 \%$ to 41.5 mt
- Construction sector demand increased by 2 mt ( $+8 \%$ yoy)
- Crude steel output went down by $1.5 \%$ to 69.4 m t
- Significant share of import (16\%) in 2013 steel consumption
- Long steel import went up by $12 \%$ to 3.3 mt
- Flat steel import went down by $11 \%$ to 3.6 mt
- Seasonally lower demand in Q4'13


## PRICES

- In 2013, steel prices declined by ~10\% yoy
- In Q4'13, prices for flat steel were relatively stable, prices for long steel went down by 7-8\% qoq

NLMK'S SHARE IN RUSSIAN STEEL AND STEEL PRODUCT OUTPUT, 2013


STEEL CONSUMPTION TREND


Source: Metal Expert

STEEL DEMAND BY SECTOR IN RUSSIA


Source: Metal Expert

## RAW MATERIALS MARKET

## PRICES AND DEMAND IN INTERNATIONAL MARKETS

- 2013 average prices vs 2012:
- Iron ore prices in China: +3\% yoy. Demand for iron ore remained high: import to China went up by 10\% yoy in 2013
- Prices for coking coal and scrap: -24\% yoy and -6\% yoy, respectively
- In Q4 2013:
- Average prices for iron ore of $\$ 135 / \mathrm{t}$ CFR China supported steel prices
- Prices for coking coal went down by $6 \%$ qoq due to weakened demand from China


## RAW MATERIALS MARKET IN RUSSIA REMAINS OVERSUPPLIED

RUSSIA: RAW MATERIALS MARKET BALANCE


GLOBAL RAW MATERIAL PRICES


Source: Metal Bulletin
CHINA: IRON IMPORT AND INVENTORIES


## PRODUCTION RESULTS

## HIGH CAPACITY UTILIZATION RATES

- Steel production in 2013: 15.4 m t (+3\% yoy)
- NLMK Kaluga: 0.4 mt
- Steel production in Q4'13: 4.1 mt (+5\% qoq)
- NLMK Kaluga: 0.2 mt (+166\% qoq)
- Steelmaking capacities utilization rate in Q4'13: 96\%
- Novolipetsk: $100 \%$
- NLMK Long Products (incl. NLMK Kaluga): $87 \%$
- NLMK Indiana: 85\%

NLMK: STEEL PRODUCTION*


* excluding NLMK Verona output in Q4‘13

STEEMAKING CAPACITY UTILIZATION


NLMK: STEELMAKING CAPACITY UTILIZATION


[^1]
## SALES GEOGRAPHY

## 2013 SALES TOTALED 14.831 M T (-2\% YOY)

- Sales to the Russian market went up to 5.788 m t (+19\% yoy)
- Flat steel and slabs: 3.767 mt ( $+17 \%$ yoy)
- Long products and billets: 1.994 mt (+22\% yoy)
- International sales declined to 9.043 m t ( $-12 \%$ yoy)


## SALES IN Q4’13 TOTALED 3.571 M T (-4\% QOQ)

- Seasonal decline in sales to the Russian market to $1.46 \mathrm{mtt}(-9 \% \mathrm{qoq})$
- Flat steel sales 0.765 m t (-15\% qoq)
- Finished steel stocks created for upcoming seasonal demand growth in Q1-Q2 2014

STEEL SALES BY REGION


- $\quad$ Stable sales to the international markets: 2.11 mt (-1\% qoq)

NLMK SALES TO THE RUSSIAN MARKET


REVENUE BY REGION


## SALES STRUCTURE

## 12M '13: HIGHER SHARE OF HVA

- $\quad$ Share of finished steel in total sales: 71\% (+1 p.p. yoy)
- sales of long products $+18 \%$ yoy following the launch of NLMK Kaluga
- Sales of pig iron went down to 0.17 m t (-73\% yoy)
- Sales of thick plates: equipment upgrade at NLMK Dansteel during 2013 and NBH deconsolidation in Q4'13


## Q4'13: DECONSOLIDATION OF NBH RESULTS

- Slab sales increased by $57 \%$ qoq
- Finished steel sales decreased by $23 \%$ qoq
- Finished steel share: 63\% (-15 p.p.)

SALES BY PRODUCT

| 3,724 | 3,571 | 15,184 | 14,831 | $\square$ Pig iron |
| :---: | :---: | :---: | :---: | :---: |
| 21\% | 34\% | 26\% | 27\% | - Slabs |
|  |  |  |  | - Billets |
| 28\% |  |  |  | - HRC |
|  | 19\% | 25\% | 24\% | - Long products |
| 12\% |  |  |  | $\square$ Plate |
|  | 13\% | 9\% | 11\% | - Galvanized |
| 8\% |  | 7\% | 7\% | $\square$ Pre-painted |
| 15\% | 14\% | 13\% | 13\% | - CRC |
|  |  |  |  | - Metalware |
| Q3'13 | Q4'13 | 2012 | 2013 | - Electrical steel |

CHANGE IN SALES BY PRODUCT 2013/2012


REVENUE BY PRODUCT

| 100\% | \$2.720 billion 9\% | \$2.505 billion <br> 10\% | $\begin{aligned} & \text { Revenue from other } \\ & \text { operations* } \\ & \text { Slabs } \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| 80\% | 14\% |  | - Billets |
|  |  | 26\% | - HRC |
| 60\% | 23\% |  | - Long products |
|  | 10\% |  | - Metalware |
| 40\% |  | 11\% | ■ Plate |
|  | 13\% | 13\% | - CRC |
|  | 9\% | 7\% | - Galvanized |
| 0\% |  |  | - Pre-painted |
|  | Q3 '13 | Q4 '13 | ■ Electrical steel |

[^2]
## NLMK PRODUCTION SYSTEM

EFFICIENCY IMPROVEMENT PROGRAM FOR NLMK GROUP COMPANIES

## NLMK PRODUCTION SYSTEM DEVELOPMENT

- Roll-out at all divisions, sites and production processes
- Covers process technology, equipment and practices
- Clear cost, productivity and quality targets
- Continuous process monitoring and control
- Lean manufacturing tools
- Incentivizing and engaging personnel

STRUCTURAL EFFECT ON COSTS IN 2013*


STRUCTURAL EFFECT ON COSTS IN 2013*

*To 2012 level. Including \$12 m of savings at NBH

## KEY HIGHLIGHTS

## 2013 FINANCIAL RESULTS

- Revenue
- EBITDA
- EBITDA margin
- Operating cash flow*
- Investments**
- Net income
- Net debt ***
- Net debt/12M EBITDA***


## FINANCIAL RESULTS Q4’13

- Revenue
- EBITDA
- EBITDA margin
\$189 m (-68\% yoy)
\$2,702 m
1.8x
\$2,505 m (-8\% qoq)
\$409 m (+8\% qoq)
16.3\% (+2.4 p.p.)
\$10,909 m (-10\% yoy)
\$1,505 m (-21\% yoy)
13.8\% (-1.8 р.р.)
\$1,219 m (-33\% yoy)
\$756 m (-48\% уоу)
16.3\% (+2.4 p.p.)
(

PROFITABILITY 2012-2013


OPERATING CASH FLOW AND INVESTMENTS


* Operating cash flow before net interest income and expenses
** Investments include interest capitalized
*** Net debt w/o NBH debt, guaranteed by NLMK Group


## PROFITABILITY

## EBITDA 2013: \$1,505 M (-21\% YOY)

- EBITDA margin totaled $13.8 \%$
- (-) Narrowed spreads between steel prices and raw materials
- (-) Higher expenses for the services of natural monopolies
- (+) Efficiency improvement programs

Q4'13 EBITDA: \$409 M (+8\% QOQ)

- EBITDA margin totaled $16.3 \%$
- (-) Seasonally lower prices and sales in the domestic market
- (+) Widened spreads between prices for steel and raw materials in international markets and strong pricing environment in USA
- (+) Efficiency improvement programs
- Q4'13 pro forma EBITDA of NBH (deconsolidated)
totaled (-\$8) m

EBITDA MARGIN



## CASH FLOW

## FREE CASH FLOW TO THE FIRM IN 2013:

\$544 M (+63\% YOY)

- (-) EBITDA \$1,505 m (-21\% yoy)
- (+) Investments \$756 m (-48\% yoy)
- Stable working capital level

Q4'13 FCF: \$92 M

- (+) EBITDA \$409 m (+8\% qoq)
- (-) Working capital increase by $\$ 106$ m
- Finished steel from Novolipetsk to be sold in Q1-Q2 2014
- NLMK Kaluga production ramp-up
- (+) Investments \$98 m (-65\% qoq)



## DEBT POSITION

## CONSISTENT REDUCTION OF NET DEBT AND LIQUIDITY

## IMPROVEMENT

- Net debt*
- Gross debt
- Cash and equivalents**
- Net debt / 12M EBITDA *
$\$ 2.70$ bn (-3\% qoq)
\$4.16 bn (+1\% qoq)
\$1.45 bn (+8\% qoq)
$1.8 x$

CHANGE IN DEBT POSITION


## MATURITY AND NET DEBT/EBITDA



* W/o NBH debt, guaranteed by NLMK Group
** Cash and equivalents and ST investments


## SETTLEMENT OF FINANCIAL LIABILITIES

## SIGNIFICANT LIQUIDITY POSITION

COMFORTABLE MATURITY SCHEDULE

- Short term debt $\$ 1.1$ bn
- Ruble bonds
- Revolving credit lines for working capital financing
- ECA financing
- Long term debt $\$ 3.0$ bn
- Eurobonds and ruble bonds
- Long term part of ECA

INTEREST EXPENSES **


* ST maturity payments without interest accrued and debt maturity schedule (according to management data)
** Quarterly figures are derived by computational method on the basis of quarterly reports
*** Maturity payments do not include interest payments

ЛИКВИДНЫЕ СРЕДСТВА И ГРАФИК ПОГАШЕНИЯ К/С ДОЛГА*


TOTAL DEBT MATURITY SCHEDULE *


■ Other debt

- Revolving credit lines for working capital financing
$■$ Eurobonds (USD)
■ ECA-financing and investments credits
- Ruble bonds


## Q4 2014 OUTLOOK

## PRODUCTION AND SALES

- In Q1'14, we expect stable output of steel and higher sales driven by improved condition in international and domestic markets


## FINANCIAL RESULTS

- In Q1'14, we expect a seasonal improvement in demand for steel products. Together with the ongoing efficiency programs and positive impact from the RUB weakening against the USD on the Company's expenses, this should result in improved financials (qoq).


## SEGMENTS

## SEGMENT CONTRIBUTION - Q4 '13

## STEEL SEGMENT

- Seasonal reduction in prices and sales on the domestic market
- Widened spreads between steel and raw materials
- Efficiency improvement programs


## LONG PRODUCTS SEGMENT

- Seasonal decline in prices and narrowing of spreads between steel and raw materials


## MINING SEGMENT

- Average sales prices growth driven by international price trends

FOREIGN ROLLED PRODUCTS SEGMENT

- Change of the segment perimeter: NLMK USA and NLMK Dansteel

SEGMENT FINANCIAL INDICATORS CHANGE Q4/Q3


EBITDA BY SEGMENT



## STEEL SEGMENT

## Q4 REVENUE DOWN BY 10\%

- Finished product sales down by $21 \%$ to $1,141 \mathrm{mt}$
- Seasonality factor
- Slabs sales profitability increased
- Higher finished product inventories to be sold in Q1-2'14 on the back of improved market conditions

HIGHER EXTERNAL SALES (+8\%) AND EXTERNAL REVENUE (+4\%)

- NBH deconsolidation: slab sales to NBH recognized as external sales


## STABLE PROFITABILITY: EBITDA 9\%

- Seasonal reduction in prices and sales in the domestic market
- Wider steel/raw material price spreads
- Efficiency enhancement programs
- One-off repairs at Novolipetsk

REVENUE AND EBITDA

$\square$ Revenue from intra-group sales $\square$ Revenue from third-party sales ■EBITDA

THIRD PARTY SALES AND REVENUE STRUCTURE


* Revenue from other products and services

[^3]
## LONG PRODUCTS SEGMENT

## HIGHER SALES AND REVENUES FROM THIRD PARTIES

- Increase in NLMK Kaluga utilization rates


## PROFITABILITY DOWN TO 3\%

- Seasonal reduction in prices for long products
- Narrower long product/scrap price spreads: seasonally high scrap prices

REVENUE AND EBITDA

$-\mathrm{O}=$ EBITDA margin

[^4]THIRD PARTY SALES AND REVENUE STRUCTURE


* Revenue from other products


## COST OF SALES IN Q4'13



## MINING SEGMENT

## Q4'13 REVENUE GROWTH BY 13\% QOQ

- Higher iron ore sales (concentrate and sinter ore):

3,694 m t (+2\% qoq)

- $77 \%$ (+1 p.p.) to the Lipetsk site


## EBITDA MARGIN GROWTH ТО ДО 65\%

- Average sales price growth on the back of higher prices in the global market

REVENUE AND EBITDA


SALES AND REVENUE STRUCTURE


Other operations
Iron ore sales to Novolipetsk

* Other operations include limestone and dolomite sales


## COST OF SALES IN Q4’13



## FOREIGN ROLLED PRODUCTS SEGMENT

## NBH DECONSOLIDATION

- Change of the segment perimeter: NLMK USA и NLMK Dansteel remained within the segment
- NBH results are excluded from the segment results in Q4'13


## POSITIVE EBITDA OF \$30 MILLION IN Q4’13

- Relatively stable sales for NLMK USA and NLMK Dansteel (0\% qoq)
- Higher sales prices in USA, stable prices in Europe
- EBITDA in Q4 totaled $\$ 30 \mathrm{~m}$

REVENUE AND EBITDA


NLMK USA SALES AND REVENUE


NLMK EUROPE SALES AND REVENUE


## APPENDICES

## FOREIGN ASSETS PERFORMANCE

LIPETSK SITE SLAB SALES IN 2013


FOREIGN ASSET FINANCIALS


NBH STEEL SALES


NLMK USA AND NLMK DANSTEEL STEEL SALES


## CASH COST OF SLABS

CONSOLIDATED CASH COST OF SLABS (AT LIPETSK SITE)

| Cost item | Q4'13 | Q3'13 | $\Delta, \$ / \mathbf{t}$ |
| :--- | :---: | :---: | :---: |
| Coke and coking coal | $\$ 88$ | $\$ 84$ | $+\$ 4$ |
| Iron ore | $\$ 70$ | $\$ 60$ | $+\$ 10$ |
| Scrap | $\$ 32$ | $\$ 29$ | $+\$ 3$ |
| Other materials | $\$ 26$ | $\$ 27$ | $-\$ 1$ |
| Electricity | $\$ 21$ | $\$ 23$ | $-\$ 2$ |
| Natural gas | $\$ 22$ | $\$ 21$ | $+\$ 1$ |
| Personnel | $\$ 35$ | $\$ 33$ | $+\$ 2$ |
| Other expenses | $\$ 54$ | $\$ 52$ | $+\$ 1$ |
| Total | $\$ 349$ | $\$ 329$ | $+\$ 20$ |

CASH COST OF SLABS (AT LIPETSK SITE), 2012-2013

| Period | \$/t |
| :--- | :---: |
| Q1'12 | $\$ 395$ |
| Q2'12 | $\$ 411$ |
| Q3'12 | $\$ 383$ |
| Q4'12 | $\$ 361$ |
| 2012 | $\$ 388$ |
| Q1'13 | $\$ 364$ |
| Q2'13 | $\$ 348$ |
| Q3'13 | $\$ 329$ |
| Q4'13 | $\$ 349$ |
| 2013 | $\$ 348$ |

## SEGMENTAL INFORMATION

| Q4 2013 <br> (million USD) | Steel | Foreign rolled products | Long products | Mining | All other | Totals | Intersegmental operations and balances | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue from external customers | 1595 | 445 | 371 | 94 | 0 | 2505 |  | 2505 |
| Intersegment revenue | 207 |  | 102 | 259 |  | 568 | (568) |  |
| Gross profit | 281 | 32 | 45 | 244 | (0) | 603 | (56) | 547 |
| Operating income/(loss) | 10 | 10 | (12) | 210 | (1) | 216 | (12) | 204 |
| as \% of net sales | 1\% | 2\% | (3\%) | 60\% |  |  |  | 8\% |
| Income / (loss) from continuing operations before minority interest | (311) | 14 | 269 | 243 | (1) | 214 | (159) | 55 |
| as \% of net sales | (17\%) | 3\% | 57\% | 69\% |  |  |  | 2\% |
| Segment assets including goodwill ${ }^{1}$ | 13047 | 1925 | 2782 | 2374 | 63 | 20191 | (3907) | 16284 |


| Q3 2013 <br> (million USD) | Steel | Foreign rolled product | Long products | Mining | All other | Totals | Intersegmental operations and balances | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue from external customers | 1529 | 749 | 355 | 86 | 0 | 2720 |  | 2720 |
| Intersegment revenue | 472 | 1 | 114 | 226 |  | 813 | (813) |  |
| Gross profit | 299 | (15) | 70 | 206 | (0) | 560 | (62) | 497 |
| Operating income/(loss) | 44 | (83) | 18 | 173 | (1) | 151 | (2) | 149 |
| as \% of net sales | 2\% | (11\%) | 4\% | 55\% |  |  |  | 5\% |
| Income / (loss) from continuing operations before minority interest | 258 | (84) | (4) | 144 | 0 | 313 | (175) | 138 |
| as \% of net sales | 13\% | (11\%) | (1\%) | 46\% |  |  |  | 5\% |
| Segment assets including goodwill ${ }^{2}$ | 13325 | 2039 | 2787 | 2272 | 52 | 20475 | (4 170) | 16305 |

[^5]${ }^{2}$ as at 30.09.2013

## QUARTERLY DATA: CONSOLIDATED STATEMENT OF INCOME

|  | Q4 2013 | Q3 2013 | Q4 2013/Q3 2013 |  | 12M 2013 | 12M 2012 | 12M 2013/12M 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (mln USD) |  |  | +/- | \% |  |  | +/- | \% |
| Sales revenue | 2505 | 2720 | (215) | (8\%) | 10909 | 12157 | (1 247) | (10\%) |
| Production cost | $(1753)$ | (1993) | 240 | (12\%) | (7929) | (8494) | 566 | (7\%) |
| Depreciation and amortization | (205) | (230) | 24 | (11\%) | (862) | (768) | (94) | 12\% |
| Gross profit | 547 | 497 | 49 | 10\% | 2119 | 2894 | (775) | (27\%) |
| General and administrative expenses | (85) | (108) | 23 | (21\%) | (424) | (448) | 24 | (5\%) |
| Selling expenses | (221) | (212) | (9) | 4\% | (917) | $(1144)$ | 226 | (20\%) |
| Taxes other than income tax | (37) | (28) | (8) | 30\% | (134) | (170) | 36 | (21\%) |
| Operating income | 204 | 149 | 55 | 37\% | 644 | 1133 | (489) | (43\%) |
| Gain / (loss) on disposals of property, plant and equipment | (6) | (11) | 6 | (51\%) | (22) | (38) | 16 | (41\%) |
| Gains / (losses) on investments | (2) | 26 | (28) |  | 21 | (3) | 24 |  |
| Interest income | 8 | 10 | (2) | (19\%) | 40 | 29 | 12 | 41\% |
| Interest expense | (33) | (22) | (11) | 50\% | (114) | (68) | (45) | 66\% |
| Foreign currency exchange loss, net | 17 | 52 | (35) | (67\%) | 38 | 3 | 35 | 1052\% |
| Other expense, net | (98) | (7) | (90) | 1253\% | (123) | (140) | 17 | (12\%) |
| Income from continuing operations before income tax | 91 | 197 | (106) | (54\%) | 483 | 915 | (431) | (47\%) |
| Income tax | (36) | (59) | 23 | (39\%) | (222) | (305) | 83 | (27\%) |
| Equity in net earnings/(losses) of associate | (54) | 0 | (54) |  | (54) | 0 | (54) |  |
| Net income | 1 | 138 | (138) | (99\%) | 208 | 610 | (403) | (66\%) |
| Less: Net loss / (income) attributable to the non-controlling interest | (21) | (1) | (21) |  | (19) | (15) | (4) | 29\% |
| Net (loss) / income attributable to OJSC Novolipetsk Steel stockholders | (21) | 138 | (158) | (115\%) | 189 | 596 | (407) | (68\%) |
| EBITDA | 409 | 379 | 31 | 8\% | 1505 | 1900 | (395) | (21\%) |

## CONSOLIDATED CASH FLOW STATEMENT

|  | Q4 2013 | Q3 2013 | Q4 2013/ | 013 | 12M 2013 | 12M 2012 | 12M 2013/ | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (min. USD) |  |  | +/- | \% |  |  | +/- | \% |
| Cash flow from operating activities |  |  |  |  |  |  |  |  |
| Net income | 1 | 138 | (138) | (99\%) | 208 | 610 | (403) | (66\%) |
| Adjustments to reconcile net income to net cash provided by operating |  |  |  |  |  |  |  |  |
| Depreciation and amortization | 205 | 230 | (24) | (11\%) | 862 | 768 | 94 | 12\% |
| Loss on disposals of property, plant and equipment | 6 | 11 | (6) | (51\%) | 22 | 38 | (16) |  |
| (Gain)/loss on investments | 2 | (26) | 28 |  | (21) | 3 | (24) |  |
| Interest income | (8) | (10) | 2 | (19\%) | (40) |  | (40) |  |
| Interest expense | 33 | 22 | 11 | 50\% | 114 | 68 | 45 | 66\% |
| Equity in net ernings of associate | 54 | (0) | 54 |  | 54 | (0) | 54 |  |
| Defferd income tax (benefit)/expense | 61 | 20 | 41 | 210\% | 81 | 21 | 60 |  |
| Loss / (income) on forward contracts | 7 | (16) | 22 |  | (0) | (9) | 8 |  |
| Other movements | (65) | (45) | (20) | 44\% | (49) | 14 | (63) |  |
| Changes in operating assets and liabilities |  |  |  |  |  |  |  |  |
| Increase in accounts receivables | 80 | (295) | 375 | (127\%) | (337) | 167 | (504) | (302\%) |
| Increase in inventories | (248) | 51 | (299) | (583\%) | (96) | 170 | (266) | (156\%) |
| Decrease/(increase) in other current assets | 2 | 4 | (2) | (58\%) | 7 | 32 | (24) | (77\%) |
| Increase in accounts payable and oher liabilities | 79 | 368 | (289) | (79\%) | 412 | (70) | 482 |  |
| Increase/(decrease) in current income tax payable | (19) | (3) | (16) | 511\% | 2 | 12 | (10) |  |
| Cash provided from operating activities | 189 |  |  |  | 1219 | 1825 |  |  |
| Interest received | 12 |  |  |  | 40 |  |  |  |
| Interest paid | (10) |  |  |  | (81) |  |  |  |
| Net cash provided from operating activities* | 190 | 432 | (241) | (56\%) | 1177 | 1825 | (647) | (35\%) |
| Cash flow from investing activities |  |  |  |  |  |  |  |  |
| Proceeds from sale of property, plant and equipment | 3 | 2 | 2 |  | 6 | 29 | (22) | (78\%) |
| Purchases and construction of property, plant and equipment | (98) | (281) | 183 | (65\%) | (756) | $(1453)$ | 697 | (48\%) |
| Proceeds from sale / (purchases) of investments, net | (107) | 11 | (117) |  | (87) |  | (87) |  |
| (Placement) / withdrawal of bank deposits, net | 139 | (381) | 520 |  | (264) |  | (264) |  |
| Prepayment for acquisition of interests in new subsidiaries |  |  |  |  |  | (157) | 157 |  |
| Disposal of investments |  |  |  |  | 46 |  | 46 |  |
| Acquisition of additional stake in existing subsidiary |  |  |  |  | (10) |  | (10) |  |
| Net cash used in investing activities | (63) | (604) | 541 | (90\%) | (1 065) | (1 443) | 378 | (26\%) |
| Cash flow from financing activities |  |  |  |  |  |  |  |  |
| Proceeds from borrowings and notes payable | 341 | 402 | (61) | (15\%) | 2005 | 1819 | 186 | 10\% |
| Repayments of borrowings and notes payable | (330) | (601) | 271 | (45\%) | (1996) | $(1799)$ | (197) | 11\% |
| Capital lease payments | (5) | (7) | 2 | (29\%) | (24) | (23) | (1) | 6\% |
| Dividends to shareholders | (0) | (3) | 2 |  | (114) | (117) | 3 | (3\%) |
| Net cash used in financing activities | 7 | (208) | 215 | (103\%) | (128) | (119) | (9) |  |
| Net increase / (decrease) in cash and cash equivalents | 134 | (381) | 515 | (135\%) | (16) | 263 | (279) |  |
| Effect of exchange rate changes on cash and cash equivalents | 1 | (25) | 25 | (103\%) | 35 | (109) | 143 |  |
| Cash and cash equivalents at the beginning of the period | 835 | 1241 | (405) | (33\%) | 951 | 797 | 154 | 19\% |
| Cash and cash equivalents at the end of the period | 970 | 835 | 135 | 16\% | 970 | 951 | 19 | 2\% |

## CONSOLIDATED BALANCE SHEET

|  | $\begin{gathered} \text { as at } \\ 30.12 .2013 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 30.09 .2013 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 30.06 .2013 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 31.03 .2013 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 31.12 .2012 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 31.12 .2011 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (mln. USD) |  |  |  |  |  |  |
| ASSETS |  |  |  |  |  |  |
| Current assets | 5102 | 4918 | 5537 | 5834 | 5469 | 5504 |
| Cash and cash equivalents | 970 | 835 | 1241 | 1220 | 951 | 797 |
| Short-term investments | 485 | 516 | 121 | 271 | 107 | 227 |
| Accounts receivable, net | 1438 | 1540 | 1497 | 1557 | 1491 | 1573 |
| Inventories, net | 2124 | 1897 | 2530 | 2689 | 2827 | 2828 |
| Deferred income tax assets | 78 | 120 | 121 | 71 | 63 | 19 |
| Other current assets, net | 8 | 9 | 27 | 25 | 30 | 59 |
| Non-current assets | 11182 | 11388 | 12101 | 12677 | 12988 | 11753 |
| Long-term investments, net | 501 | 552 | 17 | 20 | 19 | 8 |
| Property, plant and equipment, net | 10003 | 10163 | 10981 | 11442 | 11753 | 10570 |
| Intangible assets | 116 | 121 | 129 | 136 | 142 | 159 |
| Goodwill | 463 | 468 | 753 | 776 | 786 | 760 |
| Other non-current assets, net | 40 | 32 | 31 | 36 | 38 | 19 |
| Deferred income tax assets | 59 | 50 | 189 | 266 | 250 | 237 |
|  |  |  |  |  |  |  |
| Total assets | 16284 | 16305 | 17638 | 18510 | 18458 | 17257 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Current liabilities | 2317 | 1760 | 2647 | 2940 | 3302 | 2940 |
| Accounts payable and other liabilities | 1176 | 1104 | 1609 | 1412 | 1462 | 1623 |
| Short-term borrowings | 1119 | 616 | 994 | 1484 | 1816 | 1306 |
| Current income tax liability | 22 | 40 | 44 | 45 | 24 | 11 |
| Non-current liabilities | 3693 | 4147 | 4695 | 4678 | 4065 | 4212 |
| Long-term borrowings | 3038 | 3508 | 3792 | 3459 | 2816 | 3074 |
| Deferred income tax liability | 599 | 578 | 746 | 765 | 792 | 714 |
| Other long-term liabilities | 55 | 61 | 157 | 454 | 457 | 425 |
| Total liabilities | 6009 | 5906 | 7342 | 7619 | 7367 | 7152 |
| Stockholders' equity |  |  |  |  |  |  |
| Common stock | 221 | 221 | 221 | 221 | 221 | 221 |
| Statutory reserve | 10 | 10 | 10 | 10 | 10 | 10 |
| Additional paid-in capital | 257 | 257 | 257 | 257 | 306 | 306 |
| Other comprehensive income | (1897) | (1772) | (1736) | (1224) | (997) | $(1489)$ |
| Retained earnings | 11655 | 11676 | 11538 | 11620 | 11582 | 11099 |
| NLMK stockholders' equity | 10247 | 10392 | 10290 | 10885 | 11123 | 10147 |
| Non-controlling interest | 28 | 7 | 6 | 7 | (33) | (42) |
| Total stockholders' equity | 10275 | 10399 | 10296 | 10892 | 11090 | 10105 |
| Total liabilities and stockholders' equity | 16284 | 16305 | 17638 | 18510 | 18458 | 17257 |

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Sergey Takhiev
NLMK
Investor Relations
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Russia, 115054, Moscow
18, Bakhrushina str, bldg 1
t. +74959151575
f. +74959157904
tahiev sa@nlmk.com

## www.nlmk.com


[^0]:    Source: Metal Bulletin

[^1]:    Source: global capacity utilization rate according to WSA

[^2]:    * Note: Revenue from other operations includes revenues from sales of iron ore, coke, scrap and others

[^3]:    - EBITDA margin

[^4]:    * Revenue from intra-group sales in represented mostly by ferrous scrap deliveries to the Lipetsk site

[^5]:    ${ }^{1}$ as at 31.12.2013

