## NLMK

## Q1 2014 US GAAP CONSOLIDATED

 FINANCIAL RESULTSMoscow, 20 May 2014

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## GLOBAL STEEL MARKET

## SUPPLY AND DEMAND IN Q1'14

- Global steel output grew by $2.5 \%$ yoy* to 406 m t
- Capacity utilization rate: 78\%. Seasonally softer demand
- Increase in finished product inventories
- Finished product inventories in China grew by $26 \%$ qoq on average
- In the USA and Europe inventories grew but are still below the last 5 years average


## PRICES IN Q1'14

- Average prices in China went down by 1-3\% qoq. Key factors: decrease in raw material prices and increase in inventory levels on the back of seasonally weak demand for steel products
- In Europe and the USA average prices remained stable qoq


## HRC PRICES



Source: Metal Bulletin

* Yoy change: change in results compared to the same period in 2013 Qoq change: change in Q1 2014 results compared to Q4 2013

$\longrightarrow$ Global average China North America $\longrightarrow$ EU (27)
Source: World Steel Association

FINISHED PRODUCT INVENTORIES


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

## RUSSIAN STEEL MARKET

## SUPPLY AND DEMAND

- Seasonal slowdown in demand
- Production remained stable (+0.4\% yoy)
- Imports as a share in consumption down to $12 \%$ as RUB weakened
- Long product import dropped by $40 \%$ yoy to 450,000 t


## PRICES

- Lower USD nominated prices due to the weaker RUB and seasonally low demand
- Gradual increase in prices throughout the quarter to the export parity level


## NLMK SHARE IN RUSSIAN STEEL AND STEEL PRODUCT OUTPUT, Q1'14



FINISHED STEEL PRODUCTS CONSUMPTION TRENDS


Source: Metal Expert

FINISHED PRODUCT DEMAND BREAKDOWN, Q1'14


## RAW MATERIALS MARKET

## PRICES AND DEMAND IN GLOBAL MARKETS IN Q1'14

- Iron ore prices in China down by 9\% qoq on the back of higher imports of raw materials and lower buyer activity due to limited access to credit instruments
- Iron ore imports to China in Q1'14 increased by 19\% yoy
- Coking coal prices in China down by $12 \%$ qoq on average due to increased supply and high levels at customers of inventories
- Scrap prices down by $3 \%$ qoq due to the seasonally weaker demand from consumers in Europe and Turkey


## RUSSIAN COAL MARKET REMAINS IN SURPLUS

RAW MATERIAL GLOBAL PRICE INDEX


Source: Metal Bulletin
RUSSIAN COKING COAL MARKET BALANCE


[^0]
## CHINA: IMPORT AND IRON ORE INVENTORIES



## PRODUCTION RESULTS

Q1'14 STEEL OUTPUT: 3.9 M T (-4\% QOQ AND +6\% YOY)

## Q1'14 GROUP STEELMAKING CAPACITY RUN RATES: 92\%

- Novolipetsk: 98\%
- NLMK Long Products: 73\% (due to mastering of sections at NLMK Kaluga)
- NLMK Indiana: 88\%

NLMK: CRUDE STEEL PRODUCTION*


* excluding NLMK Verona output from Q4‘13

NLMK: STEELMAKING CAPACITY UTILIZATION RATE



[^1]
## SALES GEOGRAPHY

Q1'14 SALES UP BY 8\% QOQ TO 3.866 M T

- Sales to the Russian market up $6 \%$ qoq to 1.55 m t including
- Flat steel sales totaled 0.766 mt ( $0 \% \mathrm{qoq}$ )
- Long products sales totaled 0.589 mt (+3\% qoq)
- Export sales went up to 2.32 m t (+10\% qoq)
- Higher sales to Europe and the USA
- Higher sales to Central and South America
- Lower sales to Asia
- Sales of stocks built in Q4'13

NLMK SALES IN RUSSIA


STEEL SALES BY REGION


REVENUE BY REGION


* M.East including Turkey


## SALES STRUCTURE

## Q1'14: SALES UP BY 8\% QOQ TO 3.87 M T

- Finished steel sales went up to 2.5 mt (+11\% qoq)
- Finished steel share in the total sales: $64 \%$ (+2 p.p. qoq)
- HRC sales $+27 \%$ qoq after mill 2000 repair in Q4'13
- NLMK Dansteel thick plate sales increased (+11\% qoq)


## DECONSOLIDATION OF NBH RESULTS AND LAUNCH OF NEW CAPACITIES

- Slab sales up +15\% yoy: sales to NBH starting from Q4'13 are recognized as sales to third parties
- Long product sales up $+36 \%$ yoy driven by NLMK Kaluga launch


## SALES DYNAMICS BY PRODUCTS Q1'14/Q4'13



SALES BY PRODUCT

| m t |  |  |  |
| :---: | :---: | :---: | :---: |
| 3.76 | 3.57 | 3.87 | ■ Pig iron |
| 30\% | 34\% | 34\% | $\square$ Slabs |
|  |  |  | - Billets |
|  |  |  | $\square$ HRC |
| 24\% | 19\% | 22\% | - Long products |
|  |  |  | - Thick plates |
| 10\% | 13\% | 13\% | ■ Galvanized |
| 7\% | 6\% | 6\% | - Pre-painted |
| 12\% | 14\% | 13\% | $\square$ CRC |
|  |  |  | ■ Metalware |
| Q1'13 | Q4'13 | Q1'14 | - Electrical steel |

REVENUE BY PRODUCT

|  | \$2.86 bn | \$2.50 bn | \$2.64 bn | $\square$ Other products* |
| :---: | :---: | :---: | :---: | :---: |
| 100\% | 11\% | 10\% | 9\% | $\square$ Pig iron |
|  |  |  |  | - Slabs |
| 80\% | 21\% | 26\% | 27\% | - Billets |
|  |  |  |  | - HRC |
| 60\% | 20\% | 16\% | 19\% | - Long products |
| 40\% | 8\% | 11\% | 10\% | - Metalware |
|  |  |  |  | - Thick plates |
| 20\% | 11\% | 14\% | 13\% | $\begin{aligned} & \square \text { CRC } \\ & \square \text { Galvanized } \end{aligned}$ |
|  | 8\% | 7\% | 7\% |  |
| 0\% |  |  |  | - Pre-painted |
|  | Q1 '13 | Q4 '13 | Q1 '14 | ■ Electrical steel |

[^2]
## STRATEGY FOR LEADERSHIP IN OPERATIONAL EFFICIENCY IS ON TRACK

NLMK CONTINUES TO IMPLEMENT OPERATIONAL EFFICIENCY PROGRAMS

Q1'14 NET GAINS WERE \$70 M IN LINE WITH THE STRATEGY 2017 schedule

KEY DIMENSIONS OF OPTIMISATION PROGRAMS

- Technology:
- equipment productivity improvement
- lowering of production yields and raw materials structure optimization
- quality improvement
- Energy efficiency
- Procurement
- Labor productivity and headcount

TARGETED GAINS FROM OPERATIONAL EFFICIENCY


## PROGRAMS TILL 2018

OPERATIONAL EFFICIENCY PROGRAM EFFECT


EFFICIENCY PROGRAMS GAIN IN Q1'14


## KEY HIGHLIGHTS

## Q1'14 FINANCIAL RESULTS

- Revenue
- EBITDA
- EBITDA margin
- Operating cash flow*
- Investments**
- Net income
- Net debt
- Net debt/12M EBITDA
\$2,301 m (-15\% qoq)
1.39x
$\$ 2,638 \mathrm{~m}$ ( $+5 \%$ qoq)
\$468 m (+14\% qoq)
17.7\% (+1.4 р.p.)
\$436 m (+131\% qoq)
\$131 m (+33\% qoq)
\$174 m
** Investments include interest capitalized

PROFITABILITY 2013-2014


OPERATING CASH FLOW AND INVESTMENTS 2013-2014


## PROFITABILITY

EBITDA Q1'14: \$468 M (+14\% QOQ)

- EBITDA margin was 17.7\%
- (+) Higher sales volumes and optimized sales portfolio
- (-) Decline in prices on the domestic market
- (+) Strong pricing environment maintained on the export markets
- (+) Efficiency improvement program realization
- (+) Russian ruble depreciation against US\$

SEGMENT CONTRIBUTION TO Q1'14 EBITDA


EBITDA MARGIN


EBITDA CHANGE BY SEGMENT


## CASH FLOW

Q1'14 FREE CASH FLOW TO THE FIRM WENT UP BY 293\% QOQ TO \$271 M

- EBITDA \$468 m (+14\% qoq)
- Investments \$131 m (+33\% qoq)
- Stable level of working capital
- Sales of previously accumulated stocks
- Receivables went up with higher sales and prices


Q1'14 CASH FLOW BRIDGE

| \$ m |  |  |
| :---: | :---: | :---: |
| EBITDA | 468 |  |
| Working capital changes |  | +2 |
| Other non-cash operations +32 |  |  |
| Income tax -65 |  |  |
| Net interest * -35 |  |  |
| NET OPERATING CASH FLOW | 401 |  |
| Capital expenditures ** |  | -131 |
| FREE CASH FLOW TO THE FIRM 271 | 271 |  |
| Net repayments of borrowings ${ }^{\text {a }}$-147 |  |  |
| FREE CASH FLOW TO EQUITY 124 |  |  |
| Change in deposits -255 |  |  |
| FX rate change | -9 |  |
| CHANGE IN CASH | -140 |  |

* Including interest paid (w/o capitalized interest) of $\$ 40 \mathrm{~m}$ and interest received of $\$ 5 \mathrm{~m}$
**Including capitalized interest of $\$ 20 \mathrm{~m}$
*** The amount does not Include $\$ 123 \mathrm{~m}$, received for sale of $20.5 \%$ NBH stake


## DEBT POSITION

## CONSISTENT REDUCTION OF NET DEBT AND LIQUIDITY

## GROWTH

- Net debt
- Gross debt
- Cash and equivalents *
- Net debt / 12M EBITDA
\$2.30 bn (-15\% qoq)
\$3.89 bn (-7\% qoq)
\$1.58 bn (+9\% qoq)
1.39x

CHANGE IN DEBT POSITION


NET DEBT CHANGE


[^3]
## SETTLEMENT OF FINANCIAL LIABILITIES

## STRONG 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 $\$ 2.7$ bn
- Eurobonds and ruble bonds
- Long term part of ECA financing

INTEREST EXPENSES**


* ST maturity payments without interest accrued
** Quarterly figures are derived by computational method on the basis of quarterly reports
*** Maturity payments do not include interest payments

LIQUID ASSETS AND SHORT-TERM DEBT MATURITY *


TOTAL DEBT MATURITY SCHEDULE***


## Q2'14 OUTLOOK

## MARKET

- Prices are expected to increase driven by seasonally improved demand from key consumers, incl. from the construction sector


## CRUDE STEEL PRODUCTION

- Group crude steel production will remain at the level of the previous quarter at $\sim 3.9 \mathrm{mt}$


## FINANCIAL INDICATORS

- Realization of cost optimization measures on the back of stronger demand on our key markets allows us to project further improvement of the Group margins and profit


## SEGMENTS

## Q1'14 SEGMENT CONTRIBUTION

## STEEL SEGMENT

- Favorable export market environment
- Seasonal decline in prices on the domestic market
- Widened spreads between steel and raw materials prices
- Efficiency improvement programs


## LONG PRODUCTS SEGMENT

- Seasonal decline in steel prices and narrowed spreads


## MINING SEGMENT

- Lower sales prices


## FOREIGN ROLLED PRODUCTS

- Higher prices for steel supported by improved market conditions
- Narrowed spreads between slabs and finished steel

SEGMENT FINANCIAL INDICATOR CHANGE Q1'14/Q4'13


EBITDA BY SEGMENT 2013-2014


Q1'14 REVENUE BY SEGMENT


## STEEL SEGMENT

## Q1'14 TOTAL SEGMENT REVENUE UP BY 13\%

- Favorable pricing environment on export markets
- Sales of stocks accumulated in the previous periods
- Finished steel sales went up by $19 \%$ qoq to 1.355 m t - planned large scale repairs of rolling equipment in Q4'13


## EBITDA MARGIN EXPANDED TO 13\%

- Widened spreads between steel and raw materials prices
- Efficiency improvement programs
- Positive impact of weakening ruble rate: high share of ruble denominated expenses and high share of revenues denominated in foreign currencies

SEGMENT REVENUE AND EBITDA

$\square$ Revenue from intercompany sales
$\square$ Revenue from third parties $\square$ EBITDA

- EBITDA margin

THIRD PARTY SALES AND REVENUE STRUCTURE

|  | 2,665 k t | 2,393 k t | ' \$1,742 m | \$1,595 m |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 100\% |  |  |  |  | Other operations* |
|  |  | 51\% | 7 7\% | 8\% |  |
|  | 49\% |  | 40\% | 40\% | ■ Pig iron |
| 80\% |  |  |  |  | $\square$ Slabs |
| 60\% |  |  |  |  | - HRC |
| 40\% | 22\% | 17\% | 18\% | 14\% | $\square \mathrm{CRC}$ |
|  |  |  |  |  |  |
|  |  |  | 13\% | 15\% | ■ Galvznized |
| 20\% | 14\% | 15\% | I 6\% | 7\% | Pre-pain |
|  | 5\% ${ }^{5 \%}$ | ${ }_{4 \%}^{6 \%}$ | : 7\% | 7\% | Pre-pain |
|  |  |  | 4\% | 5\% | Dynamo |
| 0\% | $\begin{aligned} & \text { Sales } \\ & \text { Q1'14 } \end{aligned}$ | $\begin{aligned} & \text { Sales } \\ & \text { Q4' } 13 \end{aligned}$ | Revenue Q1' 14 | Revenue Q4' 13 | - Transformer |

Q1'14 COST OF SALES


- Iron ore
$\square$ Coke and coal
$\square$ Scrap
- Ferroalloys
-Other raw materials
$\square$ Electricity
$\square$ Natural gas
ロOther energy resources
$\square$ Personnel
-Other costs incl changes in inventories
$\square$ Depreciation


## LONG PRODUCTS SEGMENT

## Q1'14 SALES GROWTH BY 2\%

- NSMMZ (the Urals based mill) sales growth
- Lower sales from NLMK Kaluga due to mastering of a new product (sections) - preparation works ahead of seasonal improvement in demand


## DECLINE IN REVENUE FROM THIRD PARTIES

- Seasonal decline in prices for long products in Russia


## DECLINE IN EBITDA MARGIN TO 2\%

- Contracted spreads between prices for long products and scrap

SEGMENT REVENUE AND EBITDA

$\square$ Revenue from intersegmental sales* $\square$ Revenue from third parties $\square$ EBITDA - EBITDA margin

THIRD PARTIES SALES AND REVENUE STRUCTURE


* Revenue from other products

Q1'14 COST OF SALES


[^4]
## MINING SEGMENT

Q1'14 REVENUE DOWN BY 10\% QOQ

- Iron ore prices declined
- Iron ore sales (concentrate and sinter ore) declined: 3.871 mt (-2\% qoq)
- incl. 2.940 mt (-4\% qoq) to the Lipetsk plant


## EBITDA MARGIN WENT UP TO 66\% DESPITE THE DECLINE IN IRON ORE PRICES

- Efficiency improvement program
- Positive impact of ruble depreciation

SEGMENT REVENUE AND EBITDA

$\square$ Revenue from third parties

- EBITDA
- O—EBITDA margin

SALES AND REVENUE STRUCTURE


Q1 '14 COST OF SALES

$\square$ Raw materials
$\square$ Electricity
$\square$ Natural gas
$\square$ Other energy resurces
$\square$ Personnel
$\square$ Other expenses
$\square$ Depreciation

## FOREIGN ROLLED PRODUCTS SEGMENT

## SEGMENT SALES WENT UP BY 3\% QOQ

- NLMK USA sales growth (+2\% qoq) on the back of strong demand
- NLMK Dansteel sales went up by $11 \%$ qoq


## REVENUE WENT UP BY 6\% QOQ

- Favorable pricing environment and higher sales


## NON-SIGNIFICANT PROFITABILITY DECLINE

- Contracted spreads between slab prices and finished product prices

NLMK USA SALES AND REVENUE STRUCTURE


SEGMENT REVENUE AND EBITDA


## Appendix

## INTERNATIONAL ASSETS PERFORMANCE

SLAB SALES FROM THE MAIN PRODUCTION SITE IN LIPETSK


NBH FINANCIAL RESULTS


NBH ROLLED PRODUCT SALES


NLMK USA AND NLMK DANSTEEL ROLLED PRODUCT SALES


## CASH COST OF SLABS

SLAB CONSOLIDATED CASH COST STRUCTURE (AT LIPETSK SITE)

| Cost item | Q1'14 | Q4'13 | $\Delta, \$ / \mathbf{t}$ |
| :--- | :---: | :---: | :---: |
| Coke and coking coal | $\$ 78$ | $\$ 89$ | $-\$ 10$ |
| Iron ore | $\$ 62$ | $\$ 70$ | $-\$ 8$ |
| Scrap | $\$ 29$ | $\$ 32$ | $-\$ 3$ |
| Other materials | $\$ 27$ | $\$ 26$ | $+\$ 1$ |
| Electricity | $\$ 19$ | $\$ 21$ | $-\$ 2$ |
| Natural gas | $\$ 22$ | $\$ 22$ | $-\$ 1$ |
| Personnel | $\$ 29$ | $\$ 35$ | $-\$ 6$ |
| Other expenses | $\$ 43$ | $\$ 54$ | $-\$ 9$ |
| Total | $\$ 310$ | $\$ 349$ | $-\$ 40$ |

CASH COST OF SLABS (AT LIPETSK SITE), 2012-2014

| 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 | $\$ 348$ |
| Q1'14 | $\$ 310$ |

## SEGMENT INFORMATION

| $\text { Q1 } 2014$ <br> (million USD) | Steel | Foreign rolled products | Long products | Mining | All other | Totals | Intersegmental operations and balances | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue from external customers | 1742 | 471 | 337 | 88 | 0 | 2638 |  | 2638 |
| Intersegment revenue | 296 |  | 57 | 229 |  | 582 | (582) |  |
| Gross profit | 406 | 32 | 21 | 226 | (0) | 684 | (70) | 614 |
| Operating income/(loss) | 128 | 3 | (22) | 193 | (1) | 301 | (32) | 269 |
| as \% of net sales | 6\% | 1\% | (5\%) | 61\% |  | 9\% | 0\% | 10\% |
| Income / (loss) from continuing operations before minority interest | 101 | (7) | (58) | 204 | (0) | 241 | (24) | 217 |
| as \% of net sales | 5\% | (1\%) | (15\%) | 65\% |  | 7\% | 0\% | 8\% |
| Segment assets including goodwill ${ }^{1}$ | 12194 | 1969 | 2508 | 2402 | 115 | 19187 | (3981) | 15206 |


| 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\% |  | 7\% | 2\% | 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\% |  | 7\% | 28\% | 2\% |
| Segment assets including goodwill ${ }^{2}$ | 13047 | 1925 | 2782 | 2374 | 63 | 20191 | (3 907) | 16284 |

## QUARTERLY DATA: CONSOLIDATED STATEMENT OF INCOME

|  | Q1 2014 | Q4 2013 | Q1 2014/Q4 2013 |  | Q1 2013 | Q1 2014/Q1 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (mln USD) |  |  | +/- | \% |  | +/- | \% |
| Sales revenue | 2638 | 2505 | 133 | 5\% | 2856 | (218) | (8\%) |
| Production cost | (1825) | (1753) | (72) | 4\% | $(2125)$ | 300 | (14\%) |
| Depreciation and amortization | (199) | (205) | 6 | (3\%) | (207) | 8 | (4\%) |
| Gross profit | 614 | 547 | 67 | 12\% | 524 | 90 | 17\% |
| General and administrative expenses | (92) | (85) | (8) | 9\% | (120) | 27 | (23\%) |
| Selling expenses | (212) | (221) | 9 | (4\%) | (257) | 45 | (18\%) |
| Taxes other than income tax | (40) | (37) | (3) | 9\% | (36) | (4) | 11\% |
| Operating income | 269 | 204 | 65 | 32\% | 111 | 158 | 143\% |
| Gain / (loss) on disposals of property, plant and equipment | (0) | (6) | 5 | (91\%) | (2) | 1 | (69\%) |
| Gains / (losses) on investments | (0) | (2) | 2 |  | (1) | 0 |  |
| Interest income | 7 | 8 | (1) | (15\%) | 10 | (3) | (31\%) |
| Interest expense | (32) | (33) | 1 | (4\%) | (31) | (1) | 4\% |
| Foreign currency exchange loss, net | 46 | 17 | 29 | 169\% | (27) | 73 |  |
| Other expense, net | (7) | (98) | 91 | (93\%) | (8) | 2 | (19\%) |
| Income from continuing operations before income tax | 283 | 91 | 192 | 211\% | 53 | 230 | 434\% |
| Income tax | (65) | (36) | (29) | 81\% | (18) | (48) | 271\% |
| Equity in net earnings/(losses) of associate | (44) | (54) | 10 |  | 0 | (45) |  |
| Net income | 173 | 1 | 172 | 22498\% | 35 | 137 | 388\% |
| Less: Net loss / (income) attributable to the non-controlling interest | 1 | (21) | 22 |  | 2 | (1) |  |
| Net (loss) / income attributable to OJSC Novolipetsk Steel stockholders | 174 | (21) | 194 | (947\%) | 38 | 136 | 359\% |
| EBITDA | 468 | 409 | 59 | 14\% | 318 | 150 | 47\% |

[^5]
## CONSOLIDATED CASH FLOW STATEMENT

|  | Q1 2014 | Q4 2013 | Q1 2014/Q4 2013 |  | Q1 2013 | Q1 2014/Q1 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (min. USD) |  |  | +/- | \% |  | +/- | \% |
| Cash flow from operating activities |  |  |  |  |  |  |  |
| Net income | 173 | 1 | 172 |  | 35 | 137 | 388\% |
| Adjustments to reconcile net income to net cash provided by operating |  |  |  |  |  |  |  |
| Depreciation and amortization | 199 | 205 | (6) | (3\%) | 207 | (8) | (4\%) |
| Loss on disposals of property, plant and equipment | 0 | 6 | (5) | (91\%) | 2 | (1) | (69\%) |
| (Gain)/loss on investments | 0 | 2 | (2) |  | 1 | (0) | (66\%) |
| Interest income | (7) | (8) | 1 | (15\%) |  | (7) |  |
| Interest expense | 32 | 33 | (1) | (4\%) | 31 | 1 | 4\% |
| Equity in net ernings of associate | 44 | 54 | (10) |  | (0) | 45 |  |
| Defferd income tax (benefit)/expense | (8) | 61 | (69) | (113\%) | (40) | 32 | (80\%) |
| Loss / (income) on forward contracts | 6 | 7 | (1) |  | (6) | 13 | (193\%) |
| Other movements | (6) | (65) | 59 | (91\%) | 49 | (55) | (112\%) |
| Changes in operating assets and liabilities |  |  |  |  |  |  |  |
| Increase in accounts receivables | (228) | 80 | (308) | (385\%) | (102) | (126) | 123\% |
| Increase in inventories | 230 | (248) | 478 | (193\%) | 75 | 155 | 208\% |
| Decrease/(increase) in other current assets | (11) | 2 | (12) | (748\%) | 5 | (15) | (322\%) |
| Increase in accounts payable and oher liabilities | (3) | 79 | (82) | (104\%) | (17) | 14 | (82\%) |
| Increase/(decrease) in current income tax payable | 13 | (19) | 32 | (171\%) | 22 | (9) | (39\%) |
| Cash provided from operating activities | 436 |  |  |  | 261 | 176 | 67\% |
| Interest received | 5 | 12 |  |  |  | 5 |  |
| Interest paid | (40) | (10) |  |  |  | (40) |  |
| Net cash provided from operating activities* | 401 | 190 | 211 | 111\% | 261 | 140 | 54\% |
| Cash flow from investing activities |  |  |  |  |  |  |  |
| Proceeds from sale of property, plant and equipment | 4 | 3 | 0 |  | 1 | 2 | 150\% |
| Purchases and construction of property, plant and equipment | (131) | (98) | (32) | 33\% | (154) | 23 | (15\%) |
| Proceeds from sale / (purchases) of investments, net | (69) | (107) | 37 |  | 9 | (78) | (910\%) |
| (Placement) / withdrawal of bank deposits, net | (183) | 139 | (322) |  | (170) | (13) | 8\% |
| Acquisition of additional stake in existing subsidiary |  |  |  |  | (10) | 10 | (100\%) |
| Net cash used in investing activities | (380) | (63) | (317) | 502\% | (323) | (56) | 17\% |
| Cash flow from financing activities |  |  |  |  |  |  |  |
| Proceeds from borrowings and notes payable | 2 | 341 | (340) | (99\%) | 852 | (850) | (100\%) |
| Repayments of borrowings and notes payable | (149) | (330) | 181 | (55\%) | (553) | 404 | (73\%) |
| Capital lease payments | (6) | (5) | (1) | 17\% | (7) | 1 | (18\%) |
| Dividends to shareholders | (0) | (0) | 0 |  | (0) | 0 | (81\%) |
| Net cash used in financing activities | (152) | 7 | (159) | (2432\%) | 292 | (445) | (152\%) |
| Net increase / (decrease) in cash and cash equivalents | (131) | 134 | (265) | (198\%) | 230 | (361) | (157\%) |
| Effect of exchange rate changes on cash and cash equivalents | (9) | 1 | (10) | (1393\%) | 39 | (48) | (123\%) |
| Cash and cash equivalents at the beginning of the period | 970 | 835 | 135 | 16\% | 951 | 19 | 2\% |
| Cash and cash equivalents at the end of the period | 830 | 970 | (140) | (14\%) | 1220 | (390) | (32\%) |

## CONSOLIDATED BALANCE SHEET

|  | $\begin{gathered} \text { as at } \\ \text { 31.03.2014 } \end{gathered}$ | $\begin{gathered} \text { as at } \\ 31.12 .2013 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 30.09 .2013 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 30.06 .2013 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 31.03 .2013 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 31.12 .2012 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (mln. USD) |  |  |  |  |  |  |
| ASSETS |  |  |  |  |  |  |
| Current assets | 4966 | 5102 | 4918 | 5537 | 5834 | 5469 |
| Cash and cash equivalents | 830 | 970 | 835 | 1241 | 1220 | 951 |
| Short-term investments | 753 | 485 | 516 | 121 | 271 | 107 |
| Accounts receivable, net | 1544 | 1438 | 1540 | 1497 | 1557 | 1491 |
| Inventories, net | 1731 | 2124 | 1897 | 2530 | 2689 | 2827 |
| Deferred income tax assets | 90 | 78 | 120 | 121 | 71 | 63 |
| Other current assets, net | 17 | 8 | 9 | 27 | 25 | 30 |
| Non-current assets | 10241 | 11182 | 11388 | 12101 | 12677 | 12988 |
| Long-term investments, net | 443 | 501 | 552 | 17 | 20 | 19 |
| Property, plant and equipment, net | 9162 | 10003 | 10163 | 10981 | 11442 | 11753 |
| Intangible assets | 110 | 116 | 121 | 129 | 136 | 142 |
| Goodwill | 428 | 463 | 468 | 753 | 776 | 786 |
| Other non-current assets, net | 39 | 40 | 32 | 31 | 36 | 38 |
| Deferred income tax assets | 58 | 59 | 50 | 189 | 266 | 250 |
| Total assets | 15206 | 16284 | 16305 | 17638 | 18510 | 18458 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Current liabilities | 2242 | 2317 | 1760 | 2647 | 2940 | 3302 |
| Accounts payable and other liabilities | 1068 | 1176 | 1104 | 1609 | 1412 | 1462 |
| Short-term borrowings | 1141 | 1119 | 616 | 994 | 1484 | 1816 |
| Current income tax liability | 33 | 22 | 40 | 44 | 45 | 24 |
| Non-current liabilities | 3361 | 3693 | 4147 | 4695 | 4678 | 4065 |
| Long-term borrowings | 2743 | 3038 | 3508 | 3792 | 3459 | 2816 |
| Deferred income tax liability | 566 | 599 | 578 | 746 | 765 | 792 |
| Other long-term liabilities | 52 | 55 | 61 | 157 | 454 | 457 |
| Total liabilities | 5603 | 6009 | 5906 | 7342 | 7619 | 7367 |
| 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 | 257 | 306 |
| Other comprehensive income | (2 739) | (1897) | (1772) | (1736) | (1224) | (997) |
| Retained earnings | 11829 | 11655 | 11676 | 11538 | 11620 | 11582 |
| NLMK stockholders' equity | 9579 | 10247 | 10392 | 10290 | 10885 | 11123 |
| Non-controlling interest | 25 | 28 | 7 | 6 | 7 | (33) |
| Total stockholders' equity | 9603 | 10275 | 10399 | 10296 | 10892 | 11090 |
| Total liabilities and stockholders' equity | 15206 | 16284 | 16305 | 17638 | 18510 | 18458 |

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[^0]:    Source: Metal Expert

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

[^2]:    * Revenue from Other operations includes sales of other products (iron ore, coke, scrap and others)

[^3]:    * Cash and equivalents and short term investments

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

[^5]:     The same assumption applies to the calculation of segmental financial results.

