



### **CHELYABINSK ZINC PLANT**

MORGAN STANLEY
RUSSIAN METALS AND MINING CONFERENCE
Moscow, September 18, 2007

### **Table of Contents**

**Global Zinc Market Overview** 

**CIS Zinc Market Overview** 

**Operations Overview** 

**Financial Review** 

1H 2007 Outlook

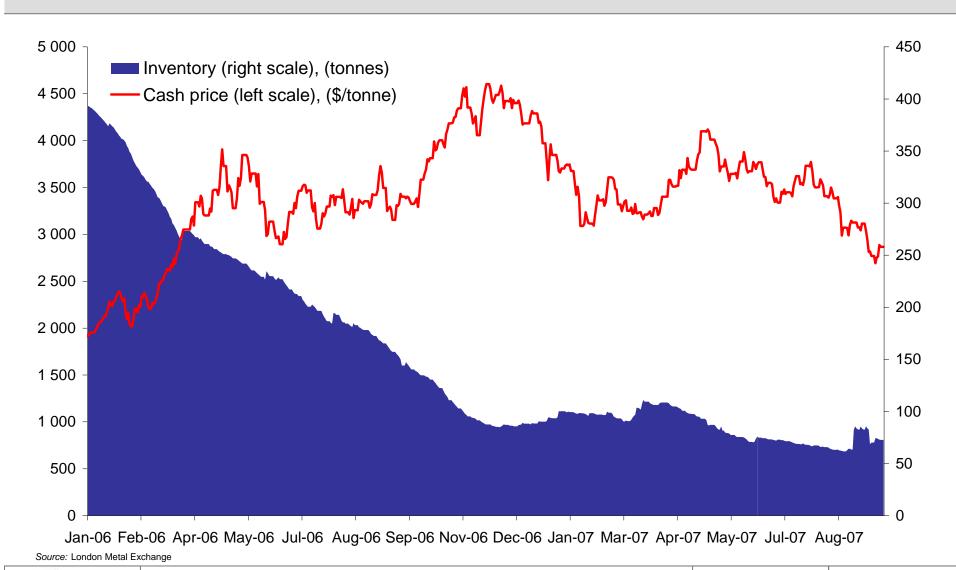






**Global Zinc Market Overview** 

# **LME Zinc Price and Inventory**



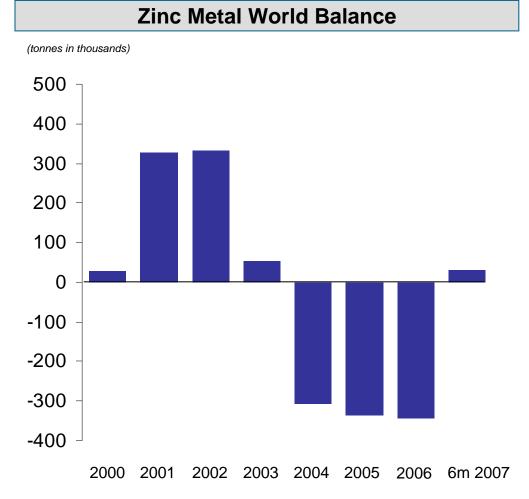


### **Global Zinc Metal Market Overview**

From 2004 zinc demand started to rise. Mine production capacity was insufficient to meet smelters' needs and, therefore, metal demand

Majority of the increased demand has come from zinc-coated steel production

Extraordinary development in Asia, mainly China, was the key industry driver



Source: International Lead and Zinc Study Group (ILSG)



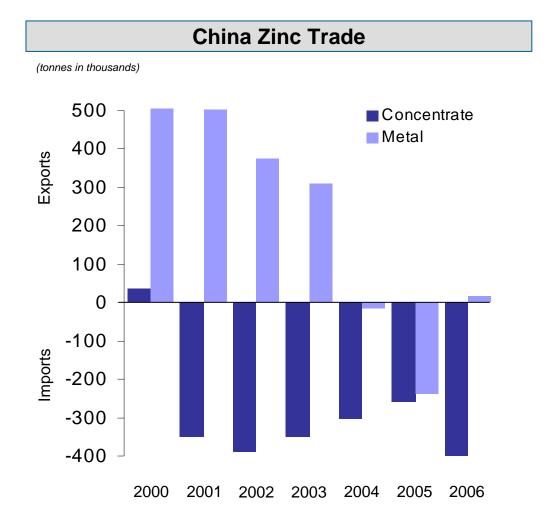
## **Chinese Impact on Global Zinc Market**

China was the largest single producer in 2006 with 3.1 million tonnes of zinc (30% of global zinc production)

Both metal and concentrates production capacity is increasing

Forecasts of zinc production in China in the medium-term have to be taken with caution due to:

- energy shortage
- undeveloped infrastructure
- environmental issues
- government control



Source: International Lead and Zinc Study Group (ILSG)







## **CIS Zinc Market Overview**

### **CIS Zinc Market Overview**

Most zinc producers survived after collapse of USSR

One new plant was built – Balkhash

Overall CIS metal production is close to the level of the Soviet era

All plants, with the exception of Almalyk, were privatized and restructured

#### Zinc metal production in CIS

(tonnes in thousands)	Projected _	Production	
Producer	capacity	2005	2006
Chelyabinsk Zinc Plant (Russia)	200	116	148
Elecrozinc (UMMC) (Russia)	100	90	88
Kazzinc (Kazakhstan)	300	287	289
Balkhash zinc plant (Kazakhstan)	100	51	59
Almalyk MMC (Uzbekistan)	120	42	46
Total	820	586	630



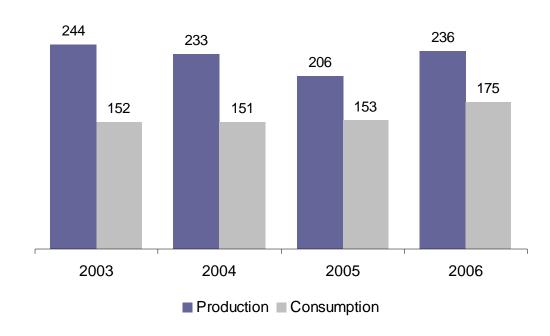
Russian zinc production recovered, since the decline of the early 1990s, due to increased demand from the steel producers and the construction sector

Russian zinc accounted for 9% and 2% of the European and global zinc production in 2006, respectively (Source: Brook Hunt)

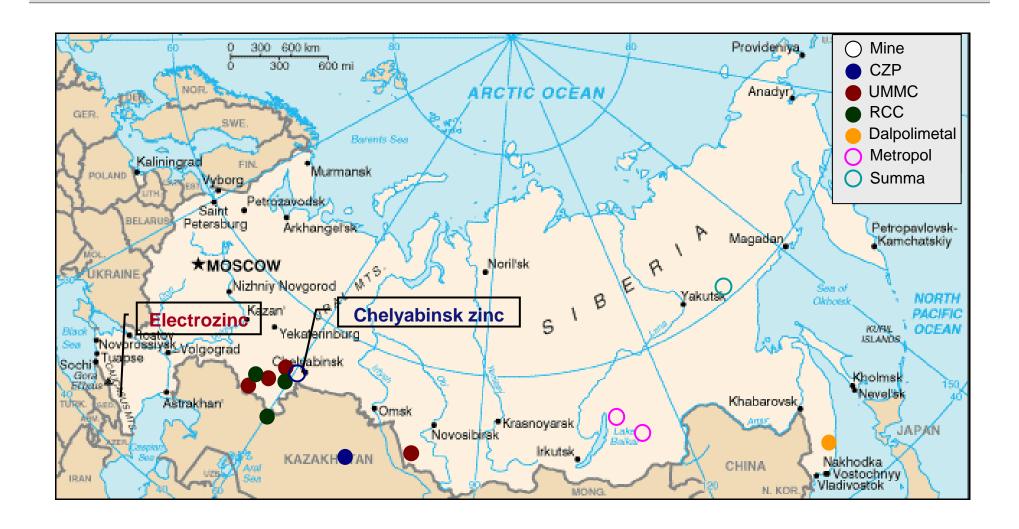
Consumption increased due to expansion of continuous galvanizing capacity

#### **Zinc Production and Zinc Consumption**

(tonnes in thousands)

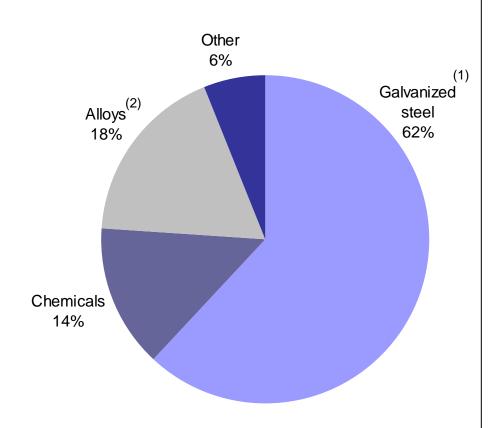








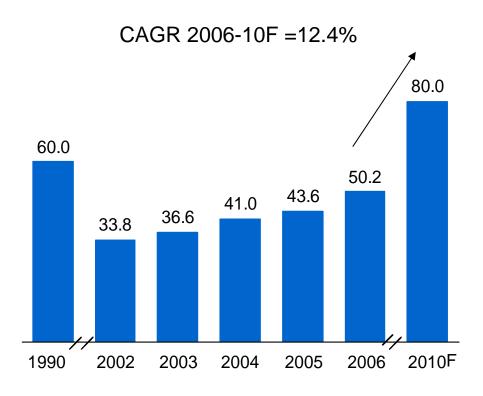
#### **Russian Zinc Market Structure**



- (1) Includes 10% of galvanized steel produced using dipping method
- (2) Includes Brass

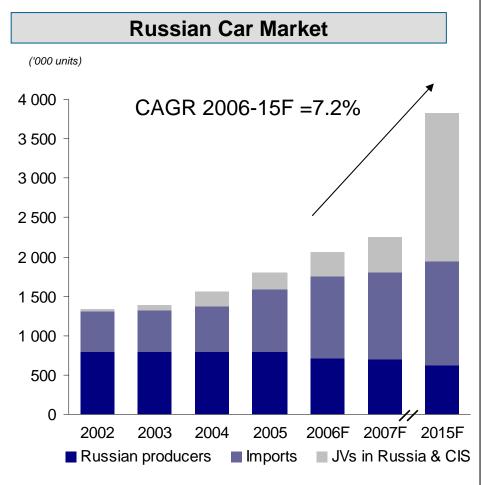
### **Housing Construction in Russia**

(million of sq m)



Source: The Federal Agency for Construction and Housing, www.gosstroy.gov.ru

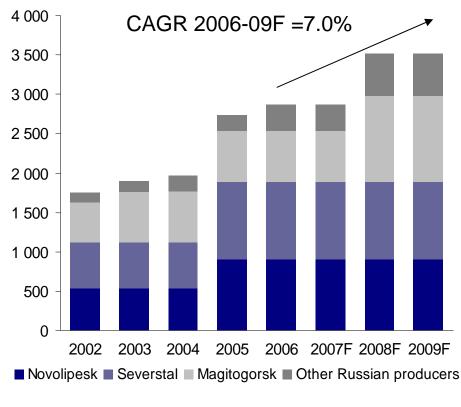




Source: GTK, Goskomstat, Company data, Deutsche UFG Research estimates

#### **Growth in Galvanizing Steel Capacity**

('000 tonnes)



Source: www.metalinfo.ru







**Operations Overview** 

# **Smelting segment – Raw materials supply**

(tonnes in thousands)	1H '07	1H '06	2006
Akzhal	15.6	-	1
UMMC	25.8	16.9	38.6
RCC	7.9	11.1	20.9
Dalpolimetal	2.6	6.8	12.3
Other Domestic	1.1	0.4	0.6
Imports	12.6	16.1	28.3
Secondaries	9.6	12.8	30.6
Total	75.2	64.2	131.3



Note: Volume of zinc in concentrate



# **Smelting segment – Zinc production and sales**

(tonnes in thousands)	1H '07	1H '06	2006
Production	80.4	70.1	148.4
Total sales	71.9	63.5	133.8
Domestic sales	35.1	37.3	77.1
<b>Export sales</b>	36.8	26.2	56.7





# **Zinc Sales by Customer**

SHG zinc is sold to most Russian flat steel producers

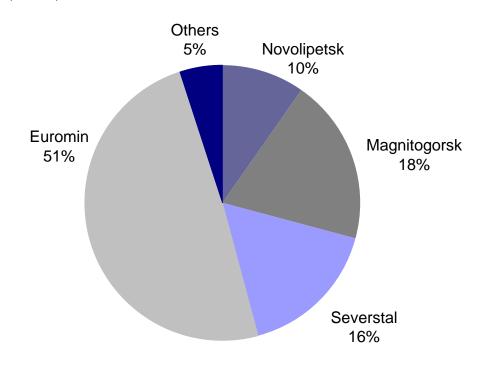
The alloys were introduced to accommodate large customers who showed preference for zinc aluminium alloys over pure zinc

Jointly with Euromin, CZP is developing a long-term strategy for expansion of the customer base abroad

On June 8<sup>th</sup> CZP acquired Brock Metal to secure 20,000 tonnes sales in the UK

#### Zinc Sales by Customer (1H 2007)

(in tonnes)



# **Mining segment – Operational performance**

(tonnes in thousands)	1H '07	1H '06	2006	
Ore mined	632.5	624,7	1,239	
Ore processed	649.2	601,4	1,234	
Ore grade process				
Zinc	2.7%	2.96%	2.85%	
Lead	0.59%	0.72%	0.68%	
Concentrate production (metal)				
Zinc	16.2	16.4	32.5	
Lead	3.1	3.6	7.0	

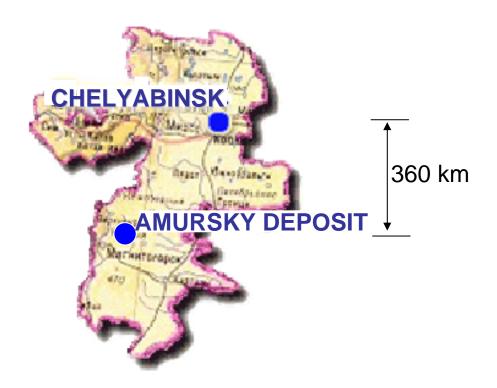




# **Amursky Deposit at a Glance**

On 12 January 2007 The Russian Federal Agency for Subsoil Use (Rosnedra) and CZP signed a 25-year licence agreement for the exploration and extraction of zinc ores in the Amurskoye Deposit located in Bredinsky district, Chelyabinsk region.

According to recent exploration studies, probable reserves at the Amursky deposit are evaluated at 1 million tonnes of zinc. The zinc content in the ore is up to 2.64%.







# **Financial Review**

# **Income statement highlights**

(RUR in millions)	Q1 '07	Q1 '06	Q4 '06
Sales	3,643	2,149	4,521
<b>Gross Profit</b>	975	630	1,257
Margin, %	27%	29%	28%
EBITDA	1,019	522	1,425
Margin, %	28%	24%	32%
Net Income	551	310	709
Margin, %	15%	14%	16%

Note: Gross Profit for the 9 months 2006 is corrected by the amount of RUR 406 mln that represents difference of allocation of costs between cost of sales and G&A expenses in order to make 9 months result comparable with FY 2006 result audited by PWC



## **Revenue structure**

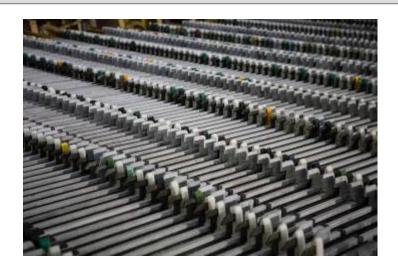
(RUR in millions)	Q1 '07	Q1 '06	Q4 '06
Zinc and zinc alloys	3,427	2,012	4,020
Zinc Concentrate	-	-	252
Lead Concentrate	107	-	54
Others	109	137	195
Total sales	3,643	2,149	4,521

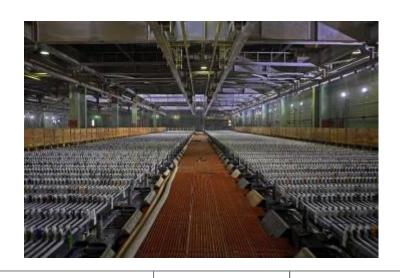




# **Balance sheet highlights**

(RUR in millions)	March 31, 2007	December 31, 2006
Total Assets	14,563	14,165
Total Debt	3,387	3,470
Net Debt	987	1,534
Shareholder's Equity	8,947	8,368











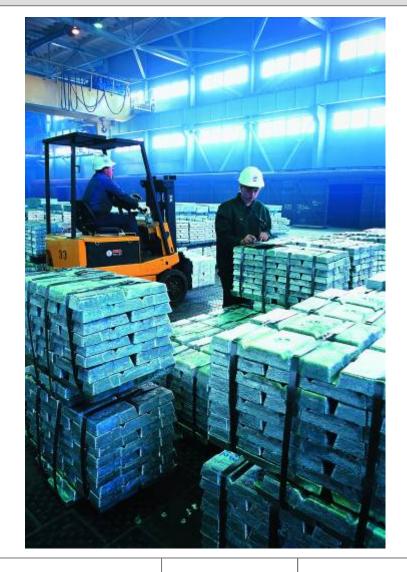
**1H 2007 Outlook** 

## 1H 2007 Outlook

#### 6 months 2007 estimated results:

Sales – 7,900 RUR in millions

EBITDA - 2,300 RUR in millions





#### **Disclaimer**

This presentation includes forward-looking statements. CZP's actual results may differ materially from those made in or suggested by the forward-looking statements contained in this presentation. By their nature, forwarding-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Forward-looking statements are not guarantees of future performance. Even if the actual results are consistent with the forward-looking statements contained in this presentation, those results may not be indicative of results or developments in future periods. CZP does not undertake any obligation to update any forward-looking statements to reflect events that occur or circumstances that arise after the date of this presentation.

This presentation does not constitute or form part of any advertisement of securities, any offer or invitation to sell or issue or any solicitation of any offer to purchase or subscribe for, any shares in Chelyabinsk Zinc Plant, nor shall it or any part of it nor the fact of its presentation or distribution form the basis of, or be relied on in connection with, any contract or investment decision

