

**Media contact info:**

Sergey Babichenko

+7 (916) 824 6743

babichenko_sy@nlmk.com**IR contact info:**

Sergey Takhiev

+7 (985) 760 5574

st@nlmk.com

Press release

6 March 2017

NLMK GROUP Q4 AND FY2016 IFRS CONSOLIDATED FINANCIAL RESULTS

NLMK Group, a leading global steel company (MICEX and LSE: NLMK) is pleased to announce an EBITDA margin expansion to 25% and a 9% y-o-y growth in free cash flow to \$1.1 bn in 2016

FY2016 highlights

- Revenue totalled \$7.64 bn on strong sales volumes
- EBITDA¹ was flat at \$1.94 bn
- EBITDA margin expanded to 25% (24% in 2015)
- Capex decreased by 6% to \$559 m
- Free cash flow increased by 9% to \$1.1 bn
- Net debt was down to \$0.69 bn
- Net debt/EBITDA decreased to 0.4x
- 2016 declared dividends were RUB 9.22/per share, or 83% of free cash flow

Q4 2016 highlights

- Revenue grew by 20% YoY to \$1.97 bn
- EBITDA grew by 61% YoY to \$518 m
- EBITDA margin grew to 26% (+6 p.p. YoY)
- Capex grew to \$175 m against the backdrop of the launch of Stoilensky Pelletizing Plant
- Q4 2016 dividends are recommended at RUB 3.38/per share

¹ For EBITDA calculations please refer to Item 5 of the Appendix



NLMK GROUP Q4 AND FY2016 IFRS CONSOLIDATED FINANCIAL RESULTS¹

Key highlights

\$ m	2016	2015	YoY	Q4 2016	Q3 2016	QoQ	Q4 2015	YoY
Sales volumes, '000 t	15,925	15,829	1%	3,635	4,220	-14%	3,737	-3%
Revenue	7,636	8,008	-5%	1,965	2,225	-12%	1,637	20%
EBITDA ²	1,941	1,948	0%	518	673	-23%	321	61%
EBITDA margin	25%	24%	+1 p.p.	26%	30%	-4 p.p.	20%	+6 p.p.
Profit for the period ³	935	967	-3%	308	385	-20%	76	4x
Free cash flow ⁴	1,089	997	9%	182	474	-62%	111	64%
Net debt ⁵	689	1,091	-37%	689	687	0%	1,091	-37%
Net debt / EBITDA ⁵	0.36x	0.56x		0.36x	0.39x		0.56x	

Notes:

¹ Consolidated financial results are prepared under IFRS. Reporting periods of the Company are 3M, 6M, 9M and 12M. Quarterly figures are derived by computational method. The same assumption applies to calculation of segmental financial results.

² EBITDA is calculated as operating profit before equity share in net losses of associates and other companies accounted for using the equity method of accounting, impairment and write-off of assets. EBITDA calculations are presented in Appendix 5.

³ Profit for a period attributable to NLMK shareholders.

⁴ Free cash flow is determined as net cash from operational activity net of interest received, interest paid, capital investment and changes in advances made as part of investment activities. Free cash flow calculations are presented in Appendix 6.

⁵ Net debt is calculated as the sum of LT and ST credits and loans less cash and cash equivalents, as well as ST financial investments at period end.

Net debt / EBITDA is represented by net debt as at the end of the period and EBITDA is presented as Last 12 months EBITDA. Net debt calculations are presented in Appendix 7.

Comment from NLMK Group CFO Grigory Fedorishin:

“NLMK’s business model, which is based on operational efficiency, a world-class resource base, and leading positions in key markets, has delivered strong operational and financial results.

“Our proximity to end consumers in the markets where we operate and our well-oiled supply chain from Russia supported high capacity utilization and sales growth to an all-time record 15.9 million tonnes.

“The gradual recovery of prices from the early 2016 bottom along with the increased productivity and operational efficiency emerged as the main factors driving EBITDA margin expansion to 25%.

“In 2016, a pelletizing plant was launched at Stoilensky mine. It will ensure NLMK’s self-sufficiency in iron ore and push our steel costs further down.

“Increasing profitability and restrained investment have led to a free cash flow of \$1.1 billion and a reduction of net debt to \$0.7 billion. This strengthening of the Company’s financial standing has enabled NLMK to increase the dividend payout above our Dividend Policy targets.”



TELECONFERENCE

NLMK is pleased to invite the investment community to a conference call with the Company management:

Monday, 6 March 2017

- 08:30 am – Great Britain (London)
- 11:30 am – Russia (Moscow)
- 03:30 am – USA (New York)

To join the conference call, participants are welcome to dial:

US number:

1 631 983 3103 (local access) // 1 855 442 0877 (toll free)

UK number:

020 3478 5921 (local access) // 0800 068 0521 (toll free)

Russian number:

+7 499 281 6734 (local access) // 8 800 100 9635 (toll free)

Number for all other countries:

+44 20 3478 5921

To connect to the call, please give the Operator the following code word: NLMK.

* We recommend participants start dialing in 5-10 minutes in advance to avoid waiting.

We recommend participants download the presentation in advance from NLMK's website: www.nlmk.com



MANAGEMENT COMMENTS

Market overview and prices

Global steel consumption grew by 0.5% in 2016, driven mainly by the recovery in demand in developed markets. The drop in steel consumption in Russia decelerated from -8% in 2015 to -4%. In the USA, apparent steel consumption contracted by 5% attributable to sluggish demand from the energy and machine-building sectors against the backdrop of consumer destocking. At the same time, residential construction was displaying a positive trend. In Europe, steel consumption climbed another 2% against the backdrop of continued recovery of demand from machine-building and automotive sectors.

Having hit rock bottom in late 2015 – early 2016, prices for raw materials and steel products recovered in 2016. Prices for iron ore concentrate and coal grew 2- and 2.5-fold, respectively, from the beginning of the year. Average steel product prices changed insignificantly year-on-year, while climbing by 60-90% from the beginning of the year, due mainly to the stabilization of export volumes from China and the increase in raw material prices.

Overview of operating performance

2016 sales hit an all-time high at 15.93 m t (+1%). This growth was associated with an improved structure of sales and strong positions in NLMK's 'home' markets (markets where production is localized).

Q4 2016 sales totalled 3.64 m t, the 3% YoY decline being attributable to a part of shipments being shifted to Q1 2017 due to unfavourable weather conditions at Black Sea ports. For more details on NLMK's operating performance, please refer to NLMK Group's [trading update](#).

Sales markets:

'000 t	Total	Sales markets				
		Russia	EU	North America	Middle East	Other
NLMK Group (w/NBH)	15,928	5,945	3,269	2,302	1,621	2,791
Deliveries to third parties:						
Russian Flat Products	8,638	4,243	570	363	1,324	2,136
Russian Long Products	2,807	1,702	264	16	248	577
International subsidiaries and affiliates, incl.:	4,484		2,447	1,922	48	67
<i>NLMK USA</i>	<i>1,856</i>			<i>1,856</i>		
<i>European rolling assets (NLMK Dansteel and NBH)</i>	<i>2,628</i>		<i>2,447</i>	<i>66</i>	<i>48</i>	<i>67</i>

'Home' markets accounted for 65% of sales in 2016. Sales to external markets were largely represented by our Russian operations exports to the Middle East and Turkey, to Europe and Latin America.

Capex

Capex in 2016 declined by 6% to \$559 m, with maintenance capex totalling \$296 m.

Capex in Q4 2016 grew to \$175 m (+17% YoY and +69% QoQ) due to the launch of the key Strategy 2017 project, the Pelletizing Plant (see [press release](#)). Maintenance capex totalled \$102 m, the QoQ growth being associated with equipment overhaul expenditures.



Debt leverage

NLMK's total debt decreased by 15% to \$2.27 bn.

Short-term liabilities account for 21% of debt. These are represented by ruble bonds, targeted investment loans and revolving credit lines to finance working capital.

Net debt in 2016 decreased by 37% YoY to \$0.69 bn due to the growth of free cash flow.

Net debt/EBITDA at the end of 2016 was 0.4x (0.6x at the end of 2015).

Debt portfolio optimization resulted in the average maturity of the Company's debt being increased from 2.9 years to 3.6 years due to the following measures:

- In June 2016, the Company announced a buyback offer for its outstanding Eurobonds (7-year bonds with a coupon rate of 4.95% for a total of \$500 m due in 2019 and 5-year bonds with a coupon rate of 4.45% for a total of \$800 m due in 2018). Investors took up the offer for a total of \$571 m. The buyback in July 2016 was financed by a new issue of 7-year Eurobonds for a total of \$700 m with a coupon rate of 4.5% due in 2023.
- In Q3 2016, NLMK paid off ruble bonds for a total of RUB 15 bn (\$232 m) from its own funds.
- In Q4 2016, NLMK paid off \$200 out of the \$400 m PXF (pre-export finance) loan taken out in 2015 ahead of schedule.

NLMK's financial guarantees for NBH liabilities decreased by 7% YoY in 2016 to \$255 m.

Interest payments in 2016 decreased to \$104 m (-13% YoY), including \$40 m of capitalized interest expenses accounted for as capex.

Dividends

The cash outflow for dividends in 2016 amounted to \$583 m, which includes pay-out for Q4 2015, as well as dividends for Q1-Q3 2016.

At a meeting held on 3 March 2017, the NLMK Group Board of Directors recommended shareholders approve dividends for Q4 2016 in the amount of RUB 3.38 per share. The total amount of dividends recommended for Q4 2016 was \$347 m (FX rate as the date of recommendation). Taking into consideration the previously paid dividends for Q1-Q3 2016, this represents 83% of the free cash flow and 97% of net profit for 2016.

Change in segmental reporting breakdown

Starting from 12M 2016 statements, NLMK Group is changing the breakdown of its segmental reporting in order to increase the transparency of performance trends at its divisions in Europe and the USA:

- Foreign Rolled Products segment is divided into two segments, NLMK USA and NLMK Dansteel.
- Results of companies previously reflected in the 'Other' segment will now be reflected as part of the main segments.



KEY FINANCIALS

Revenue

2016 revenue contracted by 5% to \$7,636 m due to somewhat lower average sales prices. At the same time, 2016 saw an improvement in the sales mix: finished product share in revenue climbed to 67% (+3 p.p. YoY), see Appendix 3.

Q4 2016 revenue increased by 20% YoY (-12% QoQ) due to the growth of prices vs. the Q4 2015 lowest point.

'Home' markets accounted for 70% of the revenue (flat YoY). Operations in external markets accounted for 30% of the revenue, including 8% from sales to the Middle East and Turkey; and 4% from sales to South East Asia.

Cost of sales

Cost of sales in 2016 eased by 8% to \$5,074 m, due to the impact of the 10% weakening of the average RUB/\$ FX rate YoY; and operational efficiency initiatives (minus \$82 m to the 2015 cost base).

Cost of sales in Q4 2016 eased by 7% QoQ, due mainly to the decrease in sales volumes coupled with a spike in raw material prices.

Cash cost per tonne of slabs at the Lipetsk site in 2016 decreased by 5% to \$194/t. In Q4 it grew by 14% QoQ to \$224/t, which is attributable to the growth of raw material prices.

Operating profit

2016 general and administrative expenses increased by 21% YoY to \$316 m. Bonus payments for 2015; and provisions made under the long-term management incentive programme for achieving development strategy KPIs in 2014-2016 were the key factors driving G&A expenses up.

The 12% YoY decrease in commercial expenses to \$705 m was associated mainly with the 10% weakening of the average RUB/\$ FX rate YoY and a high 2015 base for accruing accelerated depreciation of commercial intangible assets (client base).

2016 operating profit* increased by 7% to \$1,489 m against the backdrop of the decrease in costs outstripping and offsetting the drop in sales prices.

Q4 2016 operating profit* spiked by 97% YoY, driven by the widening of spreads between prices for raw materials and finished products; and operational efficiency gains.

** Operating profit before equity share in net losses of associates and other companies accounted for using the equity method of accounting, impairment and write-off of assets*

Net profit

2016 net profit eased by 3% YoY to \$935 m, which was attributable to the following factors:

- (-) \$129 m in negative FX rate differences due to the impact from the strengthening of the RUB/\$ FX rate on the Company's assets and liabilities ((+) \$110 m in positive FX rate differences in 2015 against the backdrop of the weakening in the RUB FX rate).
- one-off profit in 2015 in 'Profit/loss from investment' line related to the SOGEPA deal and a claim settlement for a total of \$55 m.

** Profit for a period attributable to key shareholders*



Free cash flow

2016 free cash flow increased by 9% YoY to \$1,089 m against the backdrop of operating profit growth and a 6% cut in capex. For calculations, please refer to Item 6 of the Appendix.

2016 operating cash flow increased by 3% YoY to \$1,695 m, considering the decrease in working capital at year-end by \$34 m: the growth of payables fully offset the growth of inventory.

Q4 2016 operating cash flow increased by 59% YoY (-30% QoQ), driven by profitability growth. In Q4 2016, there was a \$68 m cash outflow to replenish working capital associated with the increase in stock on the back of the spike in raw material prices at the end of the year; and the delay in export shipments at ports due to bad weather conditions.

Segmental analysis

Russian Flat Products

\$ m	2016	2015	YoY	Q4 2016	Q3 2016	QoQ	Q4 2015	YoY
Steel product sales, '000 t, incl.:	12,688	13,029	-3%	2,896	3,302	-12%	3,250	-11%
external customers	8,638	9,160	-6%	1,928	2,287	-16%	2,318	-17%
semis to NBH	2,141	2,094	2%	484	523	-7%	456	6%
intersegmental sales	1,910	1,774	8%	481	492	-2%	476	1%
Revenue, incl.:	5,586	6,076	-8%	1,426	1,628	-12%	1,301	10%
external customers	4,271	4,732	-10%	1,091	1,257	-13%	1,027	6%
intersegmental operations	1,315	1,344	-2%	335	371	-10%	274	22%
EBITDA	1,342	1,583	-15%	326	476	-31%	272	20%
EBITDA margin	24%	26%	-2 p.p.	23%	29%	-6 p.p.	21%	+2 p.p.

Note: hereinafter segment financials are based on unaudited accounts

Sales: reduced by 3% YoY to 12.69 m t, due primarily to the decrease in third-party sales of semi-finished products (including pig iron (-) 44% YoY).

Revenue: reduced by 8% YoY to \$5,586 m. The 3-10% drop in average sales prices (taking into account the production & sales cycle) and the 3% reduction in sales volumes were partially offset by the increase in the share of finished product sales to 45% (+3 p.p.).

2016 EBITDA dropped by 15% in response to reduced sales volumes and a narrowing of the spreads between raw materials and finished product prices. These factors were partially offset by operational efficiency gains and an improved sales mix.

Q4 2016 EBITDA increased by 20% YoY. A widening of the price spreads and operational efficiency gains offset the reduction in sales volumes caused by the rescheduling of a part of export sales to Q1 2017 due to unfavourable weather conditions on Black Sea ports.



Russian Long Products

\$ m	2016	2015	YoY	Q4 2016	Q3 2016	QoQ	Q4 2015	YoY
Steel product sales, '000 t	2,807	2,375	18%	678	869	-22%	494	37%
Revenue, incl.:	1,293	1,151	12%	366	409	-10%	209	75%
external customers	1,020	858	19%	271	334	-19%	141	92%
intersegmental operations	273	293	-7%	95	75	26%	68	41%
EBITDA	138	49	2.8x	39	48	-19%	(18)	2.2x
EBITDA margin	11%	4%	+7 p.p.	11%	12%	-1 p.p.	-9%	+20 p.p.

Sales: increased by 18% to 2.81 m t in 2016 (+37% YoY in Q4 2016) driven by strong exports growth which accounted for 39% of total sales vs. 14% in 2015. Q4 sales sequentially decreased due to seasonally lower demand in the Russian market.

Revenue (long product sales to third parties): growth is driven by an increase in volumes and average sales prices YoY.

Revenue (intersegmental operations): sales of scrap to NLMK Lipetsk decreased by 7% against falling average scrap prices.

2016 EBITDA increased 2.8 times YoY to \$138 m. Q4 2016 EBITDA was \$39 m vs. a loss of \$18 m a year earlier, supported by an increase in sales volumes, the widening of spreads between long product and scrap prices, and operational efficiency gains. EBITDA margin grew to 11% in 2016 (+7 p.p. YoY).

Mining Segment

\$ m	2016	2015	YoY	Q4 2016	Q3 2016	QoQ	Q4 2015	YoY
Iron ore sales, '000 t, incl.:	17,273	17,014	2%	4,345	4,636	-6%	4,485	-3%
sales to Lipetsk plant	13,081	12,380	6%	3,408	3,406	0%	3,215	6%
Revenue, incl.:	597	589	1%	175	170	3%	145	20%
external customers	166	184	-10%	46	57	-20%	43	7%
intersegmental operations	431	405	6%	129	113	15%	103	26%
EBITDA	318	297	7%	95	91	4%	83	15%
EBITDA margin	53%	50%	+3 p.p.	54%	54%	0 p.p.	57%	-3 p.p.

Sales of iron ore increased by 2% YoY in 2016, hitting a record high of 17.27 m t, including 0.24 m t of captive pellet sales. NLMK Lipetsk accounted for 76% of total sales. The Q4 drop in sales was associated with creating a stock of iron ore concentrate to feed into the pelletizing plant.

Revenue: increased by 1% YoY, driven by higher sales. The growth of intragroup sales at the end of the year (pellets) was accompanied with a decrease in revenue from third party iron ore sales. Going forward, the share of third party iron ore sales will continue to decrease. The main factor driving Q4 revenue up was the increase in global iron ore prices (+30%).

2016 EBITDA grew by 7% against the backdrop of higher sales and productivity improvements coming from operational efficiency efforts. The 15% YoY increase in Q4 EBITDA was mainly attributable to the price factor.



NLMK USA

\$ m	2016	2015	YoY	Q4 2016	Q3 2016	QoQ	Q4 2015	YoY
Steel product sales, '000 t	1,856	1,764	5%	421	444	-5%	357	18%
Revenue, incl.:	1,162	1,098	6%	282	328	-14%	199	42%
external customers	1,162	1,098	6%	282	328	-14%	199	42%
intersegmental operations	-	-	0%	-	-	0%	-	0%
EBITDA	178	(93)	1.9x	36	75	-52%	(30)	1.2x
EBITDA margin	15%	-9%	+24 p.p.	13%	23%	-10 p.p.	-15%	+28 p.p.

Sales: increased in 2016 by 5% against the backdrop of stable demand from key consumers, restocking at traders, and imports losing their competitive edge as a result of active trade protection measures. These factors also enables a YoY increase in sales in Q4.

Revenue in 2016 grew by 6% as a result of improved pricing conditions and increased sales.

EBITDA increased to \$178 m driven by both widening spreads between Lipetsk slabs prices (which are used as a feedstock) and finished products, and an increase in sales.

NLMK DanSteel and plate sales network

\$ m	2016	2015	YoY	Q4 2016	Q3 2016	QoQ	Q4 2015	YoY
Steel product sales, '000 t	481	435	11%	121	97	25%	111	9%
Revenue, incl.:	326	344	-5%	90	70	28%	83	9%
external customers	325	343	-5%	90	70	28%	82	9%
intersegmental operations	1	1	8%	0	0	33%	0	0%
EBITDA	0,3	(0,7)	>100%	(0.7)	0.3	-333%	0.3	-333%
EBITDA margin	0.1%	-0.2%	0 p.p.	-0.8%	0.4%	-1 p.p.	0.4%	-1 p.p.

Sales increased by 11% in 2016 due to the recovery of demand from machine-building and wind energy sectors.

Revenue decreased by 5% as a result of a reduction in average sales prices for thick plates. This factor was partially offset by a growth in sales.

EBITDA came back to black as a result of operational efficiency gains.

Associated company (NBH) results

NBH steel product sales increased by 8%, driven by the recovery in demand in Europe and lower competition from imports which became less attractive.

NBH revenue decreased by 4% YoY to \$1.2 bn due to the decrease in average sales prices and changes in the sales mix.

The widening of price spreads and operational efficiency gains allowed reducing EBITDA loss in 2016 to (-) \$2 m vs. a (-) \$92 m loss in 2015.



Appendix. Operating and financial results

(1) Sales by product

'000 t	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Pig iron	41	105	84	135	153
Slabs	1,170	1,145	1,110	1,313	1,351
Thick plates	121	97	141	121	111
Hot-rolled steel	717	940	896	990	754
Cold-rolled steel	413	527	555	528	435
Galvanized steel	255	264	267	194	218
Pre-painted steel	112	138	119	91	84
Transformer steel	54	55	64	72	74
Dynamo steel	75	79	73	58	64
Billet	141	193	169	109	117
Long products	472	607	401	456	317
Metalware	65	69	65	60	60
TOTAL	3,635	4,220	3,943	4,127	3,737

(2) Sales by region

'000 t	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Russia	1,357	1,714	1,327	1,548	1,413
European Union	774	873	958	819	773
Middle East, including Turkey	468	321	398	396	336
North America	456	567	622	603	454
Asia and Oceania	115	152	200	155	210
Rest of World	465	593	438	605	550
TOTAL	3,635	4,220	3,943	4,127	3,737

(3) Revenue by product

\$ m	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Revenue	1,965	2,225	1,869	1,577	1,637
Semi-finished products	497	537	445	409	468
Finished products	1,277	1,511	1,298	1,029	1,010
<i>By type of product:</i>					
Standard products	547	687	528	431	374
High value added	730	824	770	598	636
<i>By type of rolled product:</i>					
Flat steel	1,063	1,251	1,114	898	891
Long products and metalware	214	260	184	130	120
Other operations	192	177	127	139	159



(4) Revenue by region

Region	Q4 2016		Q3 2016		Q2 2016	
	\$ m	share	\$ m	share	\$ m	share
Russia	828	42%	944	42%	720	39%
European Union	351	18%	354	16%	352	19%
Middle East, including Turkey	184	9%	148	7%	164	9%
North America	308	16%	378	17%	360	19%
Asia and Oceania	68	3%	79	4%	93	5%
Rest of World	225	11%	322	14%	181	10%
TOTAL	1,965	100%	2,225	100%	1,869	100%

(5) EBITDA

\$ m	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Operating income*	397.3	556.1	346.1	189.0	202.0
minus:	-	-	-	-	-
Depreciation and amortization	(120.5)	(116.6)	(114.0)	(101.2)	(118.8)
EBITDA	517.8	672.7	460.1	290.2	320.8

* Operating profit before equity share in net losses of associates and other companies accounted for using the equity method of accounting, impairment and write-off of assets

(6) Free cash flow

\$ m	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Net cash from operating activities	392.1	562.3	319.1	421.1	246.0
Interest paid	(19.8)	(21.4)	(10.7)	(31.7)	(7.5)
Interest received	15.4	8.5	8.9	3.4	19.7
Advance VAT payments on imported equipment	(30.6)	28.4	-	2.2	2.6
Capex	(174.8)	(103.6)	(159.7)	(120.5)	(149.6)
Free Cash Flow	182.3	474.2	157.6	274.5	111.2

(7) Net debt

\$ m	31.12.16	30.09.16	30.06.16	31.03.16	31.12.15
ST credits and loans	467.6	385.7	607.9	597.0	559.8
LT credits and loans	1,801.1	2,112.3	2,189.5	2,068.9	2,116.3
Minus:					
Cash and equivalents	609.7	527.3	327.1	545.8	343.0
ST financial investment	969.7	1,283.6	1,309.1	1,153.1	1,242.6
Net debt	689.3	687.1	1,161.2	967.0	1,090.5



(8) Production of main products

'000 t	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Steel, incl.:	4,172	4,044	4,228	3,995	3,864
Steel Segment	3,319	3,163	3,301	3,202	3,255
Long Products Segment, incl.:	735	778	745	634	528
NLMK Kaluga	347	354	342	301	284
Foreign Rolled Products Segment	118	103	181	158	81
Rolled products, incl.:	2,497	2,581	2,703	2,474	2,236
Flat steel	1,918	2,015	2,134	2,013	1 832
Long steel	579	566	569	461	404
Coke (6% moisture), incl.:	1,757	1,811	1,766	1,594	1,668
NLMK Lipetsk	652	657	647	652	655
Altai-Koks	1,104	1,153	1,119	942	1,013

(9) Slab sales, including intra-group sales to NLMK Group companies

'000 t	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Sales to 3rd parties, incl.:	691	622	444	860	901
Export	460	427	253	609	703
Sales to subsidiaries & associates	915	1,015	1,262	768	893
Deliveries to NBH	479	523	665	453	450
TOTAL	1,606	1,637	1,706	1,627	1,793

(10) Export shipments of steel products from Russian assets of the Group to third party consumers*

'000 t	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Semi-finished products	639	724	503	851	910
Pig iron	37	104	82	133	150
Slabs	460	427	253	609	703
Billets	141	193	169	109	56
Flat products	425	591	678	603	488
HRC	198	313	335	296	227
CRC	110	155	216	192	132
HDG	11	11	12	4	7
Coated	2	3	3	1	1
Dynamo	61	64	59	47	50
Transformer	43	45	53	63	60
Long products	193	135	97	81	22
Total	1,256	1,442	1,279	1,535	1,410

* Alongside sales volumes to third parties indicated in the table, export shipments of the Russian Flat Products and the Russian Long Products Segments include deliveries to subsidiaries and associated companies of the Group.