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Press release

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3Q 2016 AND 9M 2016 NLMK GROUP TRADING UPDATE*

Q3 2016 NLMK Group sales increased 7% qoq to 4.2 m t. Steel output was 4.0 m t (-4% qoq). In 9M 2016 Group steel output and sales increased by 2% yoy to a record high 12.3 m t. 9M 2016 capacity utilization rate was up by 1 p.p. to 95%.

Q3 2016 highlights:

- Group sales grew by 7% qoq to a record high 4.2 m t (+2% yoy).
- Sales of finished steel increased by 8% qoq to 2.8 m t (+1% yoy); the share of finished rolled products in total sales was 66% (+1 p.p. qoq and -1 p.p. yoy).
- Crude steel output was 4.0 m t (-4% qoq and -1% yoy) due mainly to planned repairs at the Lipetsk site.
- Market shares in NLMK Group total sales:
 - share of product sales by Group companies in regions where products are manufactured (hereinafter referred to as 'local markets') totaled 66% (-1 p.p. qoq and -2 p.p. yoy); sales in Russia increased by 28% qoq
 - share of sales to third parties (except NBH) in markets external to countries where products are manufactured (hereinafter referred to as 'external markets') totaled 34% (+1 p.p. qoq and +2 p.p. yoy).

9M 2016 highlights:

- Crude steel output increased by 2% yoy to 12.3 m t, driven by an 8% increase yoy in NLMK Russia Long Products output and an 18% increase yoy in NLMK Indiana output.
- NLMK Group capacity utilization rates were up by 1 p.p. to 95%.
- NLMK Group sales grew to 12.3 m t (+2% yoy).

* Hereinafter 3Q 2016 and 9M 2016 output and sales figures are preliminary



NLMK Group

Key operating data ¹

Production, m t	Q3 2016	Q2 2016	QoQ	Q3 2015	YoY	9M 2016	9M 2015	YoY
Crude steel production	4,044	4,227	-4%	4,079	-1%	12,266	12,002	2%
Capacity utilization	94%	98%	-4 p.p.	93%	+1 p.p.	95%	94%	+1 p.p.
Sales, m t								
Semi-finished steel ²	1,443	1,363	6%	1,362	6%	4,362	4,415	-1%
Finished steel	2,777	2,581	8%	2,761	1%	7,928	7,677	3%
<i>Flat</i>	2,101	2,115	-1%	2,167	-3%	6,269	5,965	5%
<i>Longs and metalware</i>	0,676	0,466	45%	0,594	14%	1,658	1,712	-3%
Total consolidated sales	4,220	3,943	7%	4,123	2%	12,290	12,092	2%
Sales to local markets of the Group ³	66%	67%	-1 p.p.	68%	-2 p.p.	65%	67%	-2 p.p.
Sales to external markets	34%	33%	+1 p.p.	32%	+2 p.p.	35%	33%	+2 p.p.
For information: slab sales to foreign subsidiaries and affiliates	1,015	1,262	-20%	0,972	4%	3,044	2,936	4%
Segment sales								
Russian Flat Products	3,302	3,251	2%	3,437	-4%	9,795	9,779	0%
Russian Long Products	0,869	0,635	37%	0,638	36%	2,129	1,881	13%
Mining	4,636	3,989	16%	4,352	7%	12,928	12,530	3%
Foreign rolled products	0,541	0,663	-18%	0,590	-8%	1,794	1,731	4%
For information: NBH Sales	0,483	0,614	-21%	0,469	3%	1,624	1,553	5%

¹ Hereinafter 3Q 2016 and 9M 2016 production and sales data is preliminary

² Including pig iron, slabs and billets

³ Local markets: Russia for the Russian assets of NLMK Group, North America for NLMK USA and the EU market for NLMK Dansteel and NBH.

Group operating highlights

3Q 2016 overview:

Crude steel output: 4.04 m t – a decrease of 4% qoq and 1% yoy that was due mainly to planned repairs of a blast furnace at the Lipetsk site, following which its productivity increased by 200,000 tpa (see Appendix 1 and press release). The output decline at the Lipetsk site was partially offset by the increase in output at Russian Long Products.

Sales: 4.22 m t – an increase of 7% qoq (+2% yoy), driven mainly by higher sales of finished long products (+45% qoq) and semis (+6% qoq).

Sales structure: finished rolled product sales increased by 8% qoq to 2.78 m t (+1% yoy), driven by a 45% qoq growth in long steel (ex. semis) sales (+14% yoy), including exports. The share of finished products totaled 66% (+1 p.p. qoq and -1 p.p. yoy). Semi-finished product sales increased by 6% qoq to 1.44 m t (+6% yoy), driven by the increase in billet exports; and the recognition of Q2 sales in external markets.

Sales by markets:

- **Sales in NLMK Group's local markets** increased by 5% qoq to 2.74 m t (-3% yoy). The share of local sales totaled 66%. Sales in Russia increased by 28% qoq to 1.72 m t (-3% yoy), driven by the seasonal uptick in demand. Flat steel sales increased by 19% qoq. Sales of NLMK's foreign assets in domestic European



and US markets dropped to 1.02 m t (-20% qoq; -3% yoy) due mainly to the seasonal slowdown in demand in Europe; and the levelling off of customer stocks in the US;

- *Sales in NLMK Group's external markets* grew to 1.44 m t (+12% qoq and +8% yoy), accounting for 34% of NLMK Group's total sales with NBH. Key growth drivers included the increase in billet sales; and the delayed recognition of Q2 export sales. Key export destinations were the European countries, North America, and the Middle East.

Price trends: Prices in the Russian market grew by 5-10%, on the back of the seasonal uptick in demand from construction. Average prices in the US grew by 5% qoq largely driven by an increase in raw material prices. In the European market, prices saw a marginal decline as demand was seasonally softer. Export prices (FOB Black Sea) eased by 10-15% qoq.

Segments highlights:

- *Russian Flat Products:* Segment sales increased by 2% qoq to 3.3 m t (-4% yoy), due to the increase in finished product sales to the Russian market to 0.97 m t (+26% qoq and +2% yoy) on the back of inventory restocking by trading companies, seasonally strong demand and decreased pressure from imports.
- *Russian Long Products:* Segment sales increased by 37% qoq to 0.87 m t (+36% yoy), driven by the increase in deliveries to the Russian market to 0.55 m t (+53% qoq and -2% yoy); and the increase in exports to 0.32 m t (+16% qoq and +4% yoy). Sales of long products and metalware went up to 0.68 m t (+45% qoq and +14% yoy) on the back of the seasonal uptick in demand and inventory restocking by trading companies.
- *Foreign Rolled Products:* Segment sales were down to 0.54 m t (-18% qoq and -8% yoy), NBH sales sequentially decreased by 21% to 0.48 m t but showed a 3% yoy growth. The sequential decline was due to the intensified competition from imports, the levelling off stocks in the American markets, and the seasonal weakening of demand in the European market.
- *Mining and processing of raw materials:* Iron ore fines sales increased by 16% qoq to a record 4.23 m t (+9% yoy) driven by the recognition of Q2 exports and the sales of previously accumulated stocks.

9M 2016 overview:

9M 2016 Group steel output increased by 2% yoy to 12.3 m t, driven by the increase in production at NLMK Kaluga (+24% yoy) and NLMK USA (+18% yoy). Capacity utilization rates climbed 1 p.p. to 95%.

Group sales totaled 12.3 m t (+2% yoy).

Total finished steel sales gained 3% yoy to 7.9 m t, on the back of higher flat steel sales to the Group's local markets that saw demand intensify for NLMK products.

Average steel product prices in 9M 2016 in the Russian and European markets, as well as export destinations (FOB Black Sea) dropped by 5-15% yoy; whereas in the US average prices grew by 10% yoy.



Russian Flat Products ⁴

Sales, m t	Q3 2016	Q2 2016	QoQ	Q3 2015	YoY	9M 2016	9M 2015	YoY
Pig iron	0,105	0,094	12%	0,222	-52%	0,349	0,496	-30%
Slabs incl.	1,632	1,705	-4%	1,637	0%	4,963	5,042	-2%
Slab sales to foreign subsidiaries and affiliates	1,015	1,262	-20%	0,972	4%	3,044	2,936	4%
to NLMK USA, NLMK Dansteel	0,492	0,596	-17%	0,543	-9%	1,403	1,298	8%
to NBH	0,523	0,665	-21%	0,429	22%	1,642	1,638	0%
Hot-rolled steel	0,730	0,618	18%	0,719	2%	2,095	1,931	8%
Cold-rolled steel	0,387	0,407	-5%	0,405	-5%	1,180	1,115	6%
Galvanized steel	0,175	0,171	2%	0,208	-16%	0,458	0,508	-10%
Pre-painted steel	0,138	0,119	16%	0,111	24%	0,348	0,291	20%
Dynamo steel	0,079	0,073	8%	0,067	18%	0,211	0,192	9%
Transformer steel	0,056	0,064	-13%	0,069	-19%	0,192	0,203	-6%
incl. VIZ-Steel	0,038	0,042	-8%	0,046	-17%	0,122	0,132	-8%
Total products	3,302	3,251	2%	3,437	-4%	9,795	9,779	0%
Coke sales from Altai-Koks ⁵	1,097	1,058	4%	1,072	2%	3,030	3,065	-1%
incl. to Novolipetsk	0,770	0,823	-6%	0,901	-15%	2,296	2,400	-4%

⁴NLMK Russia Flat companies include Novolipetsk, VIZ-Steel, trading companies and Altai-Koks. Novolipetsk and VIZ-Steel sales are calculated including the corresponding share of trading companies.

⁵Coke production and sales are shown in dry weight.

3Q 2016 overview:

Lipetsk site crude steel output dropped by 4% qoq (-4% yoy) to 3.16 m t, due to planned major repairs of Blast Furnace #6.

Steel product output dropped by 7% qoq and by 10% yoy to 3.09 m t, due mainly to the decrease in pig iron and slab production by 56% and 9%, respectively.

Segment sales increased by 2% qoq to 3.30 m t (-4% yoy), on the back of an 8% qoq growth of finished product sales (-1% yoy) to 1.56 m t.

Slab sales to NLMK's re-rollers in Europe and the USA dropped to 1.02 m t (-20% qoq and +4% yoy) on the back of increased slab deliveries in Q2.

Sales to the Russian market increased by 19% qoq to 1.17 m t (-3% yoy), supported by the uptick in HVA sales to 0.56 m t (+13% qoq and +9% yoy) (see Appendix 6). The 6% qoq decrease in export sales to 2.14 m t (-4% yoy) was associated mainly with high demand in Russia and normalization of slab stocks at NLMK's foreign re-rolling assets. Key export destinations for third-party sales were Europe, North America, Turkey, and Mexico.

9M 2016 overview

Steel output at the Lipetsk site totaled 9.67 m t (flat yoy).

Division sales also remained stable at 9.79 m t.

Finished product sales grew by 6% yoy to 4.48 m t, driven by an increase in deliveries to the internal market to 2.6 m t (+9% yoy).



Segment sales in Russia increased by 5% to 3.26 m t.

Slab sales to NLMK's international rolling facilities grew to 3.04 m t (+4% yoy), accounting for 61% of total slab deliveries from the Lipetsk site.



Russian Long Products ⁶

Sales, m t	Q3 2016	Q2 2016	QoQ	Q3 2015	YoY	9M 2016	9M 2015	YoY
Billet	0,193	0,169	14%	0,044	> 100%	0,471	0,169	> 100%
Rebar	0,556	0,345	61%	0,486	14%	1,314	1,398	-6%
Sections	0,007	0,010	-28%	0,005	37%	0,032	0,008	> 100%
Wire rod	0,044	0,046	-3%	0,030	49%	0,118	0,094	25%
Metalware	0,069	0,065	6%	0,073	-5%	0,195	0,212	-8%
Total steel products	0,869	0,635	37%	0,638	36%	2,129	1,881	13%
Ferrous and non-ferrous scrap, incl.	1,354	1,394	-3%	1,338	1%	3,363	3,175	6%
to NLMK Ural	0,472	0,465	1%	0,427	10%	1,115	1,115	0%
to NLMK Kaluga	0,391	0,396	-1%	0,379	3%	1,001	0,841	19%
to Novolipetsk	0,473	0,488	-3%	0,491	-4%	1,169	1,133	3%

⁶ NLMK Russia Long companies include [NLMK Ural](#), NLMK Metalware, NLMK Kaluga and scrap collecting facilities. Export long product sales are calculated including the corresponding share of trading companies.

3Q 2016 overview:

Seasonally strong demand in the Russian market and stable demand in export markets supported an increase in steel production to 0.78 m t (+4% qoq and +26% yoy). Q3 NLMK Kaluga steel output hit a record 0.35 m t (+4% qoq and +25% yoy).

Segment sales increased by 37% qoq to 0.87 m t (+36% yoy), on the back of deliveries to the Russian market growing to 0.55 m t (+53% qoq and -2% yoy); and export growing to 0.32 m t (+16% qoq and x4 yoy). Export accounted for 37% of division sales (-7 p.p. qoq and +25 p.p. yoy). Key export destinations for long products in Q3 were North Africa, the Middle East (incl. Turkey), and Europe.

Scrap sales totaled 1.35 m t (-3% qoq and +1% yoy). Intragroup sales totaled 99%, or 1.34 m t. In Q3 2016, 0.65 m t (+5% qoq and -3% yoy) of scrap was processed internally.

9M 2016 overview:

Steel output increased by 8% yoy to 2.16 m t. Steel output at NLMK Kaluga grew to 1.0 m t (+24% yoy), offsetting the 3% yoy fall in steel output at NLMK Ural.

Steel product sales climbed to 2.13 m t (+13% yoy), supported by a threefold spike in export sales to 0.77 m t (36% of total Segment sales) on the back of the 16% yoy decrease in sales in the internal market. Export destinations included the Middle East, North Africa, and the EU.

9M 2016 scrap sales covered the needs of internal steel production in full, totaling 3.36 m t (+6% yoy). At the same time, the volume of scrap processed internally decreased by 7% yoy to 1.55 m t.



Mining

Sales, m t	Q3 2016	Q2 2016	QoQ	Q3 2015	YoY	9M 2016	9M 2015	YoY
Iron ore concentrate	4,225	3,635	16%	3,879	9%	11,690	11,291	4%
incl. to Novolipetsk	3,035	2,679	13%	2,953	3%	8,648	8,437	3%
Sinter ore	0,411	0,353	16%	0,473	-13%	1,238	1,239	0%
incl. to Novolipetsk	0,371	0,331	12%	0,319	16%	1,025	0,728	41%

3Q 2016 overview:

Iron ore concentrate production totaled 3.93 m t (flat qoq and +11% yoy). Sinter ore production totaled 0.38 m t (-3% qoq and -11% yoy).

Iron ore concentrate sales increased by 16% qoq to 4.23 m t (+9% yoy), due to the recognition of exports sales for Q2 and the sale of stock accumulated during prior periods. Third party sales surged to 1.19 m t (+24% qoq and +29% yoy); sales to the Lipetsk site grew to 3.04 m t (+13% qoq and +3% yoy).

Sinter ore sales increased by 16% qoq to 0.41 m t (-13% yoy), deliveries to the Lipetsk site totaling 0.37 m t (+12% qoq and +16% yoy).

9M 2016 overview:

Iron ore concentrate output increased by 5% yoy to a record high of 11.79 m t, driven by operational efficiency programmes and beneficiation equipment upgrades.

Iron ore concentrate sales climbed to 11.69 m t (+4% yoy), driven by the 7% yoy increase in external deliveries to 3.04 m t. Sinter ore sales totaled 1.24 m t (flat yoy).



Foreign Rolled Products

NLMK USA ⁷

Sales, m t	Q3 2016	Q2 2016	QoQ	Q3 2015	YoY	9M 2016	9M 2015	YoY
Hot-rolled steel	0,210	0,278	-25%	0,271	-23%	0,730	0,761	-4%
Cold-rolled steel	0,141	0,148	-5%	0,133	5%	0,430	0,390	10%
Galvanized steel	0,089	0,095	-7%	0,089	-1%	0,266	0,250	7%
Total rolled steel ⁸	0,444	0,522	-15%	0,496	-10%	1,435	1,407	2%

⁷ NLMK USA includes NLMK Indiana, NLMK Pennsylvania, and Sharon Coating. Operating data for NLMK USA is presented in metric tonnes.

⁸ NLMK USA also sells non-significant volumes of merchant slabs not included into total rolled steel sales. In Q3'16, Q2'16 and Q1'16 slab sales totaled 2.000 t, 1.000 t, 2.000 t.

3Q 2016 overview:

NLMK USA crude and finished steel production totaled 0.1 m t (-41% qoq and -31% yoy) and 0.42 m t (-18% qoq and -17% yoy), respectively. Sales decreased to 0.44 m t (-15% qoq and -10% yoy). The decrease was associated with the weakening of demand from the clients on the back of stocks levelling off.

9M 2016 overview:

NLMK USA grew its steel output to 0.44 m t (+18% yoy) on the back of improved market conditions in the local market.

Stable demand from key customers; restocking by trading companies; and trade restrictions against imported rolled products imposed on the American market, supported a 2% yoy increase in NLMK USA sales to 1.44 m t.

Slabs shipments from the Lipetsk site totaled 0.98 m t (+9% yoy), including 0.38 m t (-16% qoq and -12% yoy) in Q3 2016.

NLMK Dansteel

Sales, m t	Q3 2016	Q2 2016	QoQ	Q3 2015	YoY	9M 2016	9M 2015	YoY
Thick plates	0,097	0,141	-32%	0,094	2%	0,359	0,324	11%

NLMK Dansteel thick plate sales in Q3 went down by 32% qoq to 0.10 m t on the back of strong Q2 sales and the seasonal drop in demand. On a yoy basis, plate sales increased by 2% due to the recovery in demand from machine-building and wind power engineering; and successful competition with imports and European steelmakers.

Over 9M 2016, NLMK Dansteel increased its share of the thick plate market in Europe, growing sales by 11% yoy to 0.36 m t (growth rate twice as high as market growth).

Q3 slab shipments from the Lipetsk site totaled 0.12 m t (-20% qoq and +1% yoy); 9M shipments totaled 0.42 m t (+7% yoy).



Associated companies - NLMK Belgium Holdings (NBH) ⁹

Sales, m t	Q3 2016	Q2 2016	QoQ	Q3 2015	YoY	9M 2016	9M 2015	YoY
Hot-rolled steel	0,236	0,293	-19%	0,204	16%	0,757	0,687	10%
Cold-rolled steel	0,011	0,010	12%	0,008	34%	0,032	0,035	-9%
Coated steel	0,068	0,097	-30%	0,096	-29%	0,252	0,288	-13%
Total flat steel	0,315	0,400	-21%	0,309	2%	1,041	1,010	3%
Semi-finished (ingots)	0,017	0,020	-17%	0,019	-13%	0,063	0,067	-6%
Thick plates	0,151	0,194	-22%	0,141	7%	0,520	0,476	9%
Total steel products	0,483	0,614	-21%	0,469	3%	1,624	1,553	5%

⁹ NBH assets include producers of thick plates NLMK Clabecq (Belgium), NLMK Verona (Italy) and producers of flat steel NLMK La Louvière (Belgium) and NLMK Strasbourg (France).

3Q 2016 overview:

NBH steel product sales dropped by 21% qoq to 0.48 m t, due to the seasonal drop in demand on the back of continued pressure from imports.

Compared to the same period last year, NBH companies posted sales growth for all products: flat steel sales increased to 0.32 m t (+2% yoy), thanks to, among other factors, the launch of the second cold-rolling line with a capacity of 150,000 tpa; thick plate sales (including niche grades) went up by 7% yoy to 0.15 m t on the back of the stable demand from construction and machine-building sectors in Europe, and entry into new markets.

Q3 slab shipments from the Lipetsk site totaled 0.52 m t (-21% qoq and +22% yoy).

9M 2016 overview:

NBH steel product sales increased by 5% yoy to 1.62 m t, supported by stable market conditions in Europe. Growth was recorded in the strip segment (+3% yoy); and the thick plate segment (+7% yoy).

Slab shipments from the Lipetsk site to NBH companies for further processing in 9M 2016 totaled 1.64 m t (flat yoy).



Appendixes

Appendix 1. NLMK Group crude steel production

Production, m t	Q3 2016	Q2 2016	QoQ	Q3 2015	YoY	9M 2016	9M 2015	YoY
NLMK Group	4,044	4,227	-4%	4,079	-1%	12,266	12,002	2%
Lipetsk site	3,163	3,301	-4%	3,310	-4%	9,666	9,627	0%
NLMK Long Products	0,778	0,745	4%	0,619	26%	2,157	1,999	8%
incl. NLMK Kaluga	0,354	0,342	4%	0,284	25%	0,998	0,807	24%
NLMK Indiana (NLMK USA)	0,103	0,181	-43%	0,151	-31%	0,443	0,376	18%
<i>for information</i>								
NBH, NLMK Europe (EAF)	0,045	0,056	-18%	0,042	7%	0,150	0,154	-2%

Appendix 2. NLMK Group product output

Production, m t	Q3 2016	Q2 2016	QoQ	Q3 2015	YoY	9M 2016	9M 2015	YoY
Merchant pig iron	0,068	0,155	-56%	0,306	-78%	0,382	0,540	-29%
Merchant slabs	0,975	1,067	-9%	1,133	-14%	3,333	3,576	-7%
Flat steel	2,013	2,134	-6%	2,045	-2%	6,160	6,023	2%
Merchant billets	0,194	0,158	23%	0,056	> 100%	0,521	0,182	> 100%
Long products	0,501	0,499	0%	0,551	-9%	1,402	1,545	-9%
Metalware	0,065	0,070	-7%	0,075	-13%	0,194	0,214	-9%
Total products	3,816	4,083	-7%	4,166	-8%	11,992	12,080	-1%

Appendix 3. Novolipetsk product output

Production, m t	Q3 2016	Q2 2016	QoQ	Q3 2015	YoY	9M 2016	9M 2015	YoY
Merchant pig iron	0,068	0,155	-56%	0,306	-78%	0,382	0,540	-29%
Merchant slabs	1,519	1,663	-9%	1,675	-9%	4,788	4,875	-2%
Hot-rolled steel	0,653	0,685	-5%	0,635	3%	2,029	1,954	4%
Cold-rolled steel	0,392	0,388	1%	0,398	-1%	1,183	1,136	4%
Galvanized steel	0,189	0,174	9%	0,197	-4%	0,479	0,518	-7%
Pre-painted steel	0,132	0,114	15%	0,090	47%	0,345	0,297	16%
Dynamo steel	0,079	0,076	4%	0,064	23%	0,215	0,192	12%
Transformer steel	0,055	0,065	-15%	0,070	-21%	0,188	0,206	-9%
Total steel products	3,088	3,320	-7%	3,436	-10%	9,609	9,718	-1%



Appendix 4. Main raw materials production

Production, m t	Q3 2016	Q2 2016	QoQ	Q3 2015	YoY	9M 2016	9M 2015	YoY
Coke	1,702	1,660	3%	1,684	1%	4,860	4,884	0%
Novolipetsk	0,618	0,608	2%	0,607	2%	1,839	1,806	2%
Altai-Koks	1,084	1,052	3%	1,077	1%	3,021	3,078	-2%
Iron ore	4,318	4,321	0%	3,961	9%	12,975	12,503	4%
Iron ore concentrate	3,935	3,928	0%	3,533	11%	11,794	11,220	5%
Sinter ore	0,383	0,393	-3%	0,428	-11%	1,181	1,283	-8%
Scrap	0,648	0,620	5%	0,665	-3%	1,546	1,657	-7%

Appendix 5. NLMK Group product sales

Sales, m t	Q3 2016	Q2 2016	QoQ	Q3 2015	YoY	9M 2016	9M 2015	YoY
Semi-finished	1,443	1,363	6%	1,362	6%	4,362	4,415	-1%
Pig iron	0,105	0,084	26%	0,222	-52%	0,324	0,496	-35%
Slabs	1,145	1,110	3%	1,096	4%	3,567	3,749	-5%
Billet	0,193	0,169	14%	0,044	> 100%	0,471	0,169	> 100%
Flat steel	2,101	2,115	-1%	2,167	-3%	6,269	5,965	5%
Plate	0,097	0,141	-32%	0,094	2%	0,359	0,324	11%
Hot-rolled steel	0,940	0,896	5%	0,990	-5%	2,826	2,692	5%
Cold-rolled steel	0,527	0,555	-5%	0,539	-2%	1,610	1,505	7%
Galvanized steel	0,264	0,267	-1%	0,297	-11%	0,724	0,758	-4%
Pre-painted steel	0,138	0,119	16%	0,111	24%	0,348	0,291	20%
Transformer steel	0,056	0,064	-13%	0,069	-19%	0,192	0,203	-6%
Dynamo steel	0,079	0,073	8%	0,067	18%	0,211	0,192	9%
Long products	0,676	0,466	45%	0,594	14%	1,658	1,712	-3%
Long	0,607	0,401	51%	0,521	17%	1,464	1,501	-2%
Metalware	0,069	0,065	6%	0,073	-5%	0,195	0,212	-8%
Total steel products	4,220	3,943	7%	4,123	2%	12,290	12,092	2%



Appendix 6. Russian Flat Products sales structure

Sales, m t	Q3 2016	Q2 2016	QoQ	Q3 2015	YoY	9M 2016	9M 2015	YoY
Russian market	1,165	0,977	19%	1,203	-3%	3,255	3,097	5%
Semi-finished products	0,191	0,202	-6%	0,252	-24%	0,659	0,722	-9%
Hot-rolled steel	0,418	0,283	48%	0,443	-6%	1,152	1,064	8%
Cold-rolled steel	0,232	0,192	21%	0,199	17%	0,601	0,507	19%
Galvanized steel	0,164	0,160	3%	0,180	-9%	0,431	0,461	-6%
Pre-painted steel	0,135	0,116	16%	0,110	23%	0,342	0,287	19%
Dynamo steel	0,015	0,014	7%	0,011	39%	0,040	0,031	30%
Transformer steel	0,010	0,010	0%	0,010	6%	0,030	0,026	15%
Export markets	2,137	2,274	-6%	2,235	-4%	6,540	6,681	-2%
Semi-finished products	1,546	1,596	-3%	1,607	-4%	4,652	4,816	-3%
Hot-rolled steel	0,313	0,335	-7%	0,276	13%	0,943	0,867	9%
Cold-rolled steel	0,155	0,216	-28%	0,207	-25%	0,579	0,608	-5%
Galvanized steel	0,011	0,012	-9%	0,028	-62%	0,027	0,047	-44%
Pre-painted steel	0,003	0,003	4%	0,002	89%	0,006	0,004	58%
Dynamo steel	0,064	0,059	8%	0,056	14%	0,171	0,162	6%
Transformer steel	0,045	0,053	-15%	0,059	-23%	0,162	0,177	-9%
Total sales	3,302	3,251	2%	3,437	-4%	9,795	9,779	0%