## NLMK

## Q1 2013 <br> US GAAP CONSOLIDATED RESULTS

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## INTERNATIONAL MARKET

## DEMAND AND SUPPLY

- Restocking from low levels in late 2012
- Subsequent spike in steel supply / utilization rates (+4 p.p.)


## PRICES

- Divergent regional price dynamics for steel products
- Europe: price growth in Q1'13
- USA: stable levels in Q1 and a weakening in Q2 amid the increased supply and lower scrap prices
- Price growth in S.E. Asia gave way to a weakening on the back of steel stock growth and lower raw material prices
- Growth in global iron ore prices in Q1

PRICES


[^0]
## STEELMAKING CAPACITY UTILIZATION



Source: World Steel Association

## STEEL INVENTORIES



## RUSSIAN MARKET

## DEMAND

- Seasonal slowdown in activity from construction and a weakening in machine building
- Imports still represent significant share in supply
- $\quad+40 \%$ yoy in long product imports (for Q1'13)


## PRICES

- Softening in steel prices
- Weak conditions in the domestic market
- Intensified competition in the Russian market due to fading consumption in external markets

Q1'13 STEEL DEMAND STRUCTURE


STEEL CONSUMPTION


Source: Metal -Expert

NLMK SHARE IN RUSSIAN PRODUCTION


## PRODUCTION

CAPACITY UTILIZATION RATE: ~94\%

- Novolipetsk: 97\% (flat)
- NLMK Long Products: 83\% (+2 p.p.)
- NLMK USA: 88\% (-2 p.p)


## Q1'13 STEEL PRODUCTION GROWTH

NLMK Group: $3.7 \mathrm{mt},+1 \%$, including:

- Novolipetsk: 3.0 mt (flat)
- NLMK Long Products: $0.5 \mathrm{mt},+3 \%$
- Foreign Rolled Products: $0.2 \mathrm{mt},+2 \%$

STEELMAKING CAPACITY UTILIZATION


STEEL PRODUCTION


NLMK: STEELMAKING CAPACITY UTILIZATION


## SALES GEOGRAPHY

## HIGH SALES IN RUSSIA

- Sales in Russia: +0\% qoq and +20\% yoy
- Higher long product sales: $+8 \%$ qoq and $+8 \%$ yoy
- Flat steel: $-12 \%$ qoq (seasonal factor) and $+0 \%$ yoy
- Increase in slab sales to pipe \& tube manufacturers to 0.15 mt


## 3\% QOQ GROWTH IN SALES IN EXTERNAL MARKETS

- External sales: +3\% to 2.44 mt
- Europe: $+9 \%$ to 0.65 mt driven by restocking
- North America: $+7 \%$ to 0.48 mt
- Higher deliveries to the Middle East and S.E.Asia supported by stable demand

NLMK SALES IN RUSSIA BY INDUSTRY and BY PRODUCT


REVENUE BY REGION


SALES BY REGION


## SALES STRUCTURE

## Q1'13: +2\% INCREASE IN FINISHED PRODUCT SALES

- $\quad$ Share of finished products: $69 \%$ (+4 p.p. qoq), including 51\% of HVA steel
- Growth in HVA products sales: +9\% qoq
- Growth in thick plate sales - rolling capacity upgrades completed at NLMK DanSteel
- Lower semi-finished product sales: -9\% qoq

SALES AND REVENUE BY PRODUCT IN Q1'13

*Note: Revenue from other operations include revenues from sales of iron ore, coke, scrap and others


## NLMK: MANAGEMENT GAINS PROGRAM

## BUSINESS PROCESS IMPROVEMENT PROGRAMME

- Novolipetsk
- Altai-Koks

OPTIMIZATION OF COKE CHEMICAL, SINTERING, BOF OPERATIONS

- Maximum use of equipment potential
- Minimizing raw material, fuel, material and energy consumption
- Optimizing fuel and raw material balance structure
- Reducing environmental footprint, including waste management


## SIGNIFICANT ECONOMIC POTENTIAL

- Costs cut by ~RUB2 bn/y (~\$63 m) due to programmed measures in 2013 alone, target savings of over $\$ 100 \mathrm{~m} / \mathrm{y}$

LOWER PRODUCTION EXPENSES


## REDUCED RAW MATERIAL CONSUMPTION FOLLOWING OPTIMIZATION MEASURES



[^1]
## 2013 INVESTMENTS

## CAPEX PROGRAMME

- Lower capital intensity
- Focus on efficiency enhancement and niche products
- Balanced approach to assessing new projects
- Flexibility under various market scenarios


## LONG PRODUCTS DIVISION DEVELOPMENT

- NLMK Kaluga Mini Mill (EAF+ rolling mill) of $1.5 \mathrm{mt} / \mathrm{y}$
- Development of scrap collecting facilities


## STRENGTHENING VERTICAL INTEGRATION

- Pelletizing Plant construction projects launched at Stoilensky
- Coke chemical projects (PCI, etc.) to reduce energy costs


## QUALITY IMPROVEMENT AND NICHE PRODUCTS

- Mastering the revamped rolling mill at NLMK DanSteel
- Niche product development at NLMK Clabecq
- Continued GO steel development programmed at Novolipetsk and at VIZ-Steel


## CAPEX DYNAMICS



MAINTENANCE CAPEX PER TONNE OF STEEL


## INVESTMENTS: STOILENSKY

## STOILENSKY

- One of the most efficient iron ore concentrate producers in the world
- Cash cost of iron ore concentrate: $\$ 23 / \mathrm{t}$


## PROJECT TO ACHIEVE 100\% SELF-SUFFICIENCY IN IRON ORE CONCENTRATE

- Mine and infrastructure expansion
- Beneficiation capacity expansion (+4 mt/y)
- Pelletizing Plant construction ( $6 \mathrm{mt} / \mathrm{y}$ of pellets). Expected launch: 2015-2016
- Novolipetsk annual pellet consumption: ~6 mt

CAPACITY GROWTH


GROWTH IN GROUP IRON ORE SELF-SUFFICIENCY


## INVESTMENTS: NLMK KALUGA

## RUSSIAN REBAR MARKET

- Consumption growth in Russia: +82\% against Q1'10
- Import growth: +59\% against Q1'12, x3 against Q1'10
- Regional demand/supply imbalance


## MODERN 1.5 MT/Y EAF CAPACITIES

- Product mix in demand from construction: rebar and sections
- Favorable location: 90 km from Moscow - consumption cluster (Central district)
- Total investments c. $\$ 1.2$ billion ( $80 \%$ by 2013)
- Cost advantage (logistics, modern production, scrap collection network)

LONG STEEL PRODUCTION/CONSUMPTION BY REGION


REBAR MARKET, CONSUMPTION IN RUSSIA


Source: Metal Expert

NLMK KALUGA PRODUCTION PLAN


[^2]
## KEY HIGHLIGHTS

## FINANCIAL RESULTS

- Revenue: \$2,856 m (+2\% qoq)
- EBITDA: $\$ 318 \mathrm{~m}(-18 \%)$
- EBITDA margin: 11\% (-2.8 p.p.)
- Net profit: $\$ 38 \mathrm{~m}$
- Operating cash flow: \$261 m (-22\%)
- Capex: \$154 m (-48\%)
- Net debt: \$3,453 m (-3\%)
- Net debt/EBITDA: 1.93


## OPERATING RESULTS

- Steel output: 3,696 mt (+1\%), steelmaking capacity utilization - 94\%
- Sales: 3,761 mt (+2\%)
- Revenue/t: \$759 (-0.4\%)
- Cash cost per t at Novolipetsk: \$364



## GLOBAL STEEL PRODUCTION COSTS



## CASH FLOW

## POSITIVE FREE CASH FLOW

- Working capital at a stable level despite the growth in sales from a low Q4'12 base
- Q1 capex fell by $48 \%$ qoq to $\$ 154 \mathrm{~m}$, due to seasonal factors and the completion of a number of projects
- Net inflow on credits and loans of \$299 m - Eurobond issue and RUB bond and credit settlement
- Placement of special deposits for refinancing in 2013
- Positive free cash flow for shareholders



## Q1'13 CASH FLOW



## DEBT LEVERAGE

## LOWER NET DEBT

- Net deb: $\$ 3.45$ bn (-3\% qoq)
- Cash and equivalents ${ }^{1}$ : $\$ 1.49$ bn (+41\%)
- Net debt / 12M EBITDA: 1.93
- Gross debt: \$4.94 bn (+7\%)


## DEBT PORTFOLIO OPTIMIZATION

- Eurobond issue for a total of $\$ 800 \mathrm{~m}$
- RUB bond settlement for $\$ 325 \mathrm{~m}$
- Average debt maturity extended to 3.3 years


## INVESTMENT GRADE RATINGS

- Investment grade rating (S\&P, Moody's, Fitch)
- Rating confirmed in Q1'13 by two agencies

MATURITY AND NET DEBT/EBITDA


CHANGE IN DEBT POSITION


1. Cash and equivalents and ST deposits
2. As of the end of the quarter

## SETTLEMENT OF FINANCIAL LIABILITIES

## MATURITY SCHEDULE

- Substantial liquidity cushion
- ST debt: \$1.48 bn
- PXF and ECA financing: \$0.3 bn
- Exchange bond put option for RUB 10 bn
- LT debt: $\$ 3.46$ bn
- Eurobonds
- RUB bonds
- Long term part of ECA and liabilities of European assets

INTEREST EXPENSES


LIQUID ASSETS AND ST DEBT MATURITY ${ }^{1}$


TOTAL DEBT MATURITY²

$■$ PXF $\square$ RUB bonds $\square$ ECA $■ E B R D \llbracket$ NLMK Europe $\square$ Bank loans $■$ Eurobonds (USD)

## OUTLOOK - Q2 2013

## MARKET OVERVIEW

- In export markets, demand growth driven by restocking in early 2013 was replaced by a downward trend
- Capacity utilization in some regions remains high, aggravating the demand/supply imbalance amid weak market conditions
- The downward trend for steel prices in the market is outpacing the decrease in raw material prices
- In export markets (USA, Europe) prices are expected to remain volatile, namely for semi-finished products


## STEEL PRODUCTION

- NLMK Group's steel production in Q2'13 is expected to be in line with Q1'13


## FINANCIAL RESULTS

- In Q2, revenue is expected to grow 2-3\% qoq, supported by the seasonal recovery in demand in Russia and the corresponding price growth for rolled steel in the region, as well as the lag in the recognition of export sales
- These factors, coupled with stable costs, are expected to increase the Company's profitability qoq.


## SEGMENTS

## SEGMENTS CONTRIBUTION - Q1 2013

## STEEL SEGMENT

- Lower profitability due to higher prices for input iron ore and lower prices for steel products


## FOREIGN ROLLED PRODUCTS SEGMENT

- Lower negative financial results following the completion of NLMK DanSteel reconstruction and increased demand in the EU


## LONG PRODUCTS SEGMENT

- Lower long product prices not supported by a corresponding decline in scrap prices were the key factor behind the marginal profitability decline


## MINING SEGMENT

- High level of profitability maintained


SALES REVENUE FROM THIRD PARTIES


SEGMENT CONTRIBUTION TO Q1 EBITDA


## STEEL SEGMENT

## STABLE SALES VOLUMES

- Higher slab sales to the domestic market
- Sales of value added products increased


## LOWER PROFITABILITY

- Spread between steel and raw materials narrowed
- Seasonally lower demand from consuming industries
- Higher railway tariffs
- Time lag in export revenue recognition. Part of Q4'12 export operations was reflected in the results.

REVENUE AND EBITDA MARGIN


SALES AND REVENUE STRUCTURE IN Q1'13


* Revenue from the Segment's sales of other products
$\square$ Revenue from third parties, Ihs
$\square$ Revenue from intercompany sales, lhs
$\square-$ EBITDA maring, rhs


## STEEL SEGMENT (2)

## STABLE SLAB PRODUCTION COSTS (+1\% QOQ)

- Pellet prices increased
- Higher railway tariffs
- Positive effect of the optimization programme


## NEGATIVE IMPACT OF THE FX RATE

- RUB appreciation against USD: +2\% on average
- $90 \%$ of the Segment's expenses are nominated in RUB

COST OF SALES STRUCTURE

|  | aron ore |
| :---: | :---: |
| $7 \%$ | $\square$ Coke and coking coal |
| 78 | $\square$ Scrap |
| 12\% ${ }^{28 \%}$ | $\square$ Ferroalloys |
|  | - Other raw materials |
|  | - Electricity |
| 5 | -Natural gas |
| 4\% | -other energy resources |
| 5\% | $\square$ Personnel |
|  | $\square$ Other expenses incl change in inventory |
|  | $\square$ Depreciation |

CONSOLIDATED SLAB COSTS AND FX RATE


SLAB CASH COST STRUCTURE*

| 400 | \$/t |  | $\square$ Coke and coking coal | 27\% |
| :---: | :---: | :---: | :---: | :---: |
| 350 | 104 | 99 | $\square$ Iron ore | 20\% |
| 300 |  |  | $\square$ Scrap | 9\% |
| 250 | 59 | 73 | $\square$ Other materials | 9\% |
| 200 | 37 | 34 | $\square$ Electricity |  |
| 150 | 29 | 34 |  | 6\% |
| 100 | 20 19 | 21 | $\square$ Natural gas | 6\% |
|  | 35 | 31 |  |  |
| 50 | 59 | 51 | $\square$ Personnel | 9\% |
|  | Q4 2012 | Q1 2013 | $\square$ Other expenses | 14\% |

## LONG PRODUCTS SEGMENT

## SALES AND REVENUE INCREASED

- Sales went up by $7 \%$
- Revenue from third parties increased by 3\%
- Intersegmental revenue declined by 33\% due to lower scrap consumption by the Steel Segment


## 6\% EBITDA MARGIN

- Long products/scrap spread narrowed


## STABLE PRODUCTION COSTS

- Production costs per tonne of steel declined by $1 \%$ to $\$ 452$ due to higher utilization rates and lower fixed costs

REVENUE AND EBITDA MARGIN

$\square$ Revenue from third parties (LHS)
$\square$ Revenue from intercompany sales (LHS)
$\square$ EBITDA margin (RHS)

## Q1 SALES AND REVENUE STRUCTURE



* Revenue from other products sales

COST OF SALES STRUCTURE


## MINING SEGMENT

## SEGMENT REVENUE INCREASED

- Higher prices for iron ore
- Lower sales volumes
- Lower demand from Novolipetsk that has been using accumulated inventories
- High level of sales to third parties in Q4 2012 driven by destocking


## STRONGER PROFIT AND MARGIN

- Profitability increased 4 p.p. to $64 \%$
- Iron ore concentrate cash cost was at \$22.5/t (+\$1.4/t qoq) due to stronger ruble and personnel costs indexation

REVENUE AND EBITDA MARGIN

$\square$ Revenue from third parties, Ihs
$\square$ Revenue from intersegmental sales, Ihs
$-\square$ EBITDA margin, rhs

IRON ORE CONCENTRATE SALES


COST OF SALES STRUCTURE


## FOREIGN ROLLED PRODUCTS SEGMENT

## SALES INCREASED BY 18\%

- Stronger demand in the United States
- Increased utilization rates with improved demand in Europe
- Reconstruction of NLMK DanSteel capacities completed


## RECOVERY IN FINANCIALS

- Growth of revenue and reduction of negative EBITDA to \$26 m with increased sales volumes and stable prices

NLMK USA SALES AND REVENUE

| 600 | O't | \$m | 000't | \$ m |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 473 |  |  |  |  |
| 400 | 82 | 362 | 407 | 357 | - Other revenue |
|  | 116 | 18 | 73 | 65 |  |
|  |  |  | 104 |  | - Pre-painted |
|  |  | 92 |  | 59 |  |
| 200 | 274 |  |  | 82 | CRC |
|  |  |  | 228 |  |  |
|  |  |  |  | 151 | - HRC |
|  | Sales | Revenue | Sales | Reven |  |
|  |  |  |  |  |  |

SEGMENT REVENUE AND EBITDA


NLMK EUROPE SALES AND REVENUE


## ATTACHMENTS

## SEGMENTAL INFORMATION

| Q1 2013 <br> (million USD) | Steel | Foreign rolled products | Long products | Mining | All other | Totals | Intersegmental operations and balances | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue from external customers | 1659 | 816 | 288 | 92 | 0,3 | 2856 |  | 2856 |
| Intersegment revenue | 346 | 1 | 59 | 245 |  | 650 | (650) |  |
| Gross profit | 260 | (6) | 46 | 232 | 0,1 | 531 | (8) | 524 |
| Operating income/(loss) | (36) | (74) | (2) | 197 | $(0,4)$ | 84 | 26 | 111 |
| as \% of net sales | (2\%) | (9\%) | (1\%) | 58\% |  |  |  | 4\% |
| Income / (loss) from continuing operations before minority interest | (39) | (91) | (36) | 164 | 0,03 | (2) | 37 | 35 |
| as \% of net sales | (2\%) | (11\%) | (10\%) | 49\% |  |  |  | 1\% |
| Segment assets including goodwill ${ }^{1}$ | 13987 | 3753 | 2791 | 2408 | 56 | 22995 | (4 485) | 18510 |


| Q4 2012 <br> (million USD) | Steel | Foreign rolled products | Long products | Mining | All other | Totals | Intersegmental operations and balances | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue from external customers | 1703 | 692 | 281 | 127 | 0,2 | 2803 |  | 2803 |
| Intersegment revenue | 346 |  | 88 | 220 |  | 655 | (655) |  |
| Gross profit | 376 | (60) | 56 | 220 | 0,2 | 594 | 26 | 620 |
| Operating income/(loss) | 84 | (118) | 10 | 188 | (1) | 163 | 28 | 191 |
| as \% of net sales | 4\% | (17\%) | 3\% | 54\% |  |  |  | 7\% |
| Income / (loss) from continuing operations before minority interest | 108 | (197) | 20 | 136 | 0,1 | 67 | (71) | (5) |
| as \% of net sales | 5\% | (28\%) | 5\% | 39\% |  |  |  | (0\%) |
| Segment assets including goodwill ${ }^{2}$ | 14714 | 3861 | 2822 | 2270 | 55 | 23722 | (5 265) | 18458 |

## QUARTERLY DATA: CONSOLIDATED STATEMENT OF INCOME

|  | Q1 2013 | Q4 2012 | Q1 2013/Q4 2012 |  | Q1 2013 | Q1 2012 | Q1 2013/Q1 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ( $m \mathrm{ln}$ USD) |  |  | +/- | \% |  |  | +/- | \% |
| Sales revenue | 2856 | 2803 | 53 | 2\% | 2856 | 3094 | (239) | (8\%) |
| Production cost | (2125) | (1984) | (140) | 7\% | (2 125) | (2210) | 85 | (4\%) |
| Depreciation and amortization | (207) | (199) | (9) | 4\% | (207) | (177) | (30) | 17\% |
| Gross profit | 524 | 620 | (96) | (16\%) | 524 | 708 | (184) | (26\%) |
| General and administrative expenses | (120) | (113) | (6) | 6\% | (120) | (136) | 16 | (12\%) |
| Selling expenses | (257) | (273) | 16 | (6\%) | (257) | (280) | 23 | (8\%) |
| Taxes other than income tax | (36) | (43) | 7 | (15\%) | (36) | (36) | 0 | (1\%) |
| Operating income | 111 | 191 | (80) | (42\%) | 111 | 255 | (144) | (57\%) |
| Gain / (loss) on disposals of property, plant and equipment | (2) | (0) | (1) |  | (2) | (0) | (1) |  |
| Gains / (losses) on investments | (1) | (3) | 2 | (72\%) | (1) | 0 | (1) |  |
| Interest income | 10 | 10 | (0) | (1\%) | 10 | 6 | 4 | 58\% |
| Interest expense | (31) | (31) | (0) | 1\% | (31) | (0) | (30) |  |
| Foreign currency exchange loss, net | (27) | 14 | (41) |  | (27) | 21 | (47) |  |
| Other expense, net | (8) | (105) | 97 | (92\%) | (8) | (31) | 23 | (73\%) |
| Income from continuing operations before income tax | 53 | 76 | (23) | (30\%) | 53 | 251 | (198) | (79\%) |
| Income tax | (18) | (81) | 64 | (78\%) | (18) | (77) | 59 | (77\%) |
| Equity in net earnings/(losses) of associate | 0 | (0) | 0 |  | 0 | 0 | (0) | (11\%) |
| Net income | 35 | (5) | 41 | (773\%) | 35 | 174 | (138) | (80\%) |
| Less: Net loss / (income) attributable to the non-controlling interest | 2 | (16) | 19 |  | 2 | (1) | 3 |  |
| Net (loss) / income attributable to OJSC Novolipetsk Steel stockholders | 38 | (22) | 60 |  | 38 | 173 | (135) | (78\%) |
| EBITDA | 318 | 390 | (71) | (18\%) | 318 | 432 | (114) | (26\%) |

## CONSOLIDATED CASH FLOW STATEMENT

|  | Q1 2013 | Q4 2012 | Q1 2013/Q4 2012 |  | Q1 2013 | Q1 2012 | Q1 2013/Q1 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (min. USD) |  |  | +/- | \% |  |  | +/- | \% |
| Cash flow from operating activities |  |  |  |  |  |  |  |  |
| Net income | 35 | (5) | 41 | (773\%) | 35 | 174 | (138) | (80\%) |
| Adjustments to reconcile net income to net cash provided by operating |  |  |  |  |  |  |  |  |
| Depreciation and amortization | 207 | 199 | 9 | 4\% | 207 | 177 | 30 | 17\% |
| Loss on disposals of property, plant and equipment | 2 | 0 | 1 | 213\% | 2 | 0 | 1 |  |
| (Gain)/loss on investments | 1 | 3 | (2) | (72\%) | 1 | (0) | 1 |  |
|  | 31 | 68 | (38) | (55\%) | 31 |  | 31 |  |
| Equity in net earnings of associate | (0) | 0 | (0) |  | (0) | (0) | 0 | (11\%) |
| Defferd income tax (benefit)/expense | (40) | 23 | (63) |  | (40) | (5) | (34) |  |
| Loss / (income) on forward contracts | (6) | (1) | (5) | 384\% | (6) |  | (6) |  |
| Other movements | 49 | 6 | 43 |  | 49 | 5 | 44 |  |
| Changes in operating assets and liabilities |  |  |  |  |  |  |  |  |
| Increase in accounts receivables | (102) | 92 | (194) |  | (102) | (58) | (44) | 76\% |
| Increase in inventories | 75 | 42 | 33 | 79\% | 75 | 195 | (120) | (62\%) |
| Decrease/(increase) in other current assets | 5 | 12 | (8) | (62\%) | 5 | 2 | 3 | 165\% |
| Increase in accounts payable and oher liabilities | (17) | (120) | 104 | (86\%) | (17) | 13 | (30) |  |
| Increase/(decrease) in current income tax payable | 22 | 15 | 7 | 48\% | 22 | 0 | 21 |  |
| Net cash provided from operating activities | 261 | 333 | (73) | (22\%) | 261 | 502 | (242) | (48\%) |
| Cash flow from investing activities |  |  |  |  |  |  |  |  |
| Proceeds from sale of property, plant and equipment | 1 | 5 | (3) | (71\%) | 1 | 3 | (2) | (52\%) |
| Purchases and construction of property, plant and equipment | (154) | (296) | 142 | (48\%) | (154) | (358) | 204 | (57\%) |
| Proceeds from sale of investments | 120 | 22 | 98 | 438\% | 120 | 239 | (119) | (50\%) |
| Placement of bank deposits and purchases of other investments | (281) | (111) | (170) | 153\% | (281) | (8) | (273) |  |
| Acquisition of additional stake in existing subsidiary | (10) |  | (10) |  | (10) |  | (10) |  |
| Net cash used in investing activities | (323) | (380) | 57 | (15\%) | (323) | (123) | (200) | 162\% |
| Cash flow from financing activities |  |  |  |  |  |  |  |  |
| Proceeds from borrowings and notes payable | 852 | 500 | 353 | 71\% | 852 | 86 | 766 |  |
| Repayments of borrowings and notes payable | (553) | $(1247)$ | 694 | (56\%) | (553) | (264) | (289) | 109\% |
| Capital lease payments | (7) | (6) | (1) | 19\% | (7) | (5) | (2) | 46\% |
| Dividends to shareholders | (0) | (1) | 1 | (87\%) | (0) | (0) | 0 | (38\%) |
| Net cash used in financing activities | 292 | (754) | 1046 | (139\%) | 292 | (183) | 475 | (260\%) |
| Net increase / (decrease) in cash and cash equivalents | 230 | (801) | 1030 | (129\%) | 230 | 196 | 34 | 17\% |
| Effect of exchange rate changes on cash and cash equivalents | 39 | (51) | 90 | (177\%) | 39 | (68) | 107 | (158\%) |
| Cash and cash equivalents at the beginning of the period | 951 | 1803 | (852) | (47\%) | 951 | 797 | 154 | 19\% |
| Cash and cash equivalents at the end of the period | 1220 | 951 | 269 | 28\% | 1220 | 926 | 294 | 32\% |

## CONSOLIDATED BALANCE SHEET

|  | $\begin{gathered} \text { as at } \\ 31.03 .2013 \end{gathered}$ | $\begin{gathered} \text { as at } \\ \text { 31.12.2012 } \end{gathered}$ | $\begin{gathered} \text { as at } \\ 30.09 .2012 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 30.06 .2012 \end{gathered}$ | $\begin{gathered} \text { as at } \\ \text { 31.03.2012 } \end{gathered}$ | $\begin{gathered} \text { as at } \\ \text { 31.12.2011 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (mln. USD) |  |  |  |  |  |  |
| ASSETS |  |  |  |  |  |  |
| Current assets | 5834 | 5469 | 6287 | 5230 | 5714 | 5504 |
| Cash and cash equivalents | 1220 | 951 | 1803 | 769 | 926 | 797 |
| Short-term investments | 271 | 107 | 11 | 10 | 11 | 227 |
| Accounts receivable, net | 1557 | 1491 | 1559 | 1642 | 1786 | 1573 |
| Inventories, net | 2689 | 2827 | 2819 | 2733 | 2904 | 2828 |
| Deferred income tax assets | 71 | 63 | 54 | 28 | 24 | 19 |
| Other current assets, net | 25 | 30 | 42 | 47 | 63 | 59 |
| Non-current assets | 12677 | 12988 | 12661 | 11873 | 12895 | 11753 |
| Long-term investments, net | 20 | 19 | 13 | 9 | 9 | 8 |
| Property, plant and equipment, net | 11442 | 11753 | 11458 | 10716 | 11664 | 10570 |
| Intangible assets | 136 | 142 | 146 | 148 | 159 | 159 |
| Goodwill | 776 | 786 | 778 | 752 | 802 | 760 |
| Other non-current assets, net | 36 | 38 | 25 | 17 | 17 | 19 |
| Deferred income tax assets | 266 | 250 | 240 | 230 | 244 | 237 |
| Total assets | 18510 | 18458 | 18949 | 17103 | 18609 | 17257 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Current liabilities | 2940 | 3302 | 4155 | 3579 | 3577 | 2940 |
| Accounts payable and other liabilities | 1412 | 1462 | 1713 | 1582 | 1783 | 1623 |
| Short-term borrowings | 1484 | 1816 | 2434 | 1971 | 1781 | 1306 |
| Current income tax liability | 45 | 24 | 9 | 26 | 12 | 11 |
| Non-current liabilities | 4678 | 4065 | 3875 | 3329 | 3880 | 4212 |
| Long-term borrowings | 3459 | 2816 | 2850 | 2373 | 2693 | 3074 |
| Deferred income tax liability | 765 | 792 | 752 | 690 | 762 | 714 |
| Other long-term liabilities | 454 | 457 | 273 | 266 | 425 | 425 |
| Total liabilities | 7619 | 7367 | 8030 | 6908 | 7457 | 7152 |
| Stockholders' equity |  |  |  |  |  |  |
| Common stock | 221 | 221 | 221 | 221 | 221 | 221 |
| Statutory reserve | 10 | 10 | 10 | 10 | 10 | 10 |
| Additional paid-in capital | 257 | 306 | 306 | 306 | 306 | 306 |
| Other comprehensive income | (1224) | (997) | (1 178) | (1738) | (613) | (1489) |
| Retained earnings | 11620 | 11582 | 11604 | 11437 | 11272 | 11099 |
| NLMK stockholders' equity | 10885 | 11123 | 10964 | 10237 | 11196 | 10147 |
| Non-controlling interest | 7 | (33) | (45) | (42) | (45) | (42) |
| Total stockholders' equity | 10892 | 11090 | 10919 | 10195 | 11151 | 10105 |
| Total liabilities and stockholders' equity | 18510 | 18458 | 18949 | 17103 | 18609 | 17257 |

## NLMK

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[^0]:    Source: Steel Business Briefing

[^1]:    * Reduced consumption of purchased scrap

[^2]:    Sources: Metal Expert. Data for 2012

