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Press release

18 January 2019

12M AND Q4 2018 NLMK GROUP TRADING UPDATE*

In 2018, NLMK Group sales grew to 17.6 m t, up 7% yoy. Steel output grew by 2% yoy to 17.5 m t. Steel capacity utilization rate was 99%.

12M 2018 highlights:

- Steel output increased by 2% yoy to 17.5 m t.
- Group sales grew by 7% yoy to 17.6 m t, driven by growth of demand in key sales markets.
- Sales growth was supported by a +20% yoy growth of semi-finished product sales to 6.8 m t. Finished product sales remained flat yoy at 10.8 m t.
- HVA sales increased by 3% yoy to 5 m t.
- Sales in home markets decreased insignificantly by 1% to 10.56 m t, while sales growth in export markets totalled 17%. Sales in home markets continue to account for the bulk of Group sales, with a 61% share in 2018.
- Steel capacity utilization rate was 99%.

Q4 2018 highlights:

- Steel output decreased by -1% qoq (+1% yoy) to 4.4 m t due to planned maintenance at NLMK Russia Long and NLMK USA.
- Group sales grew by 5% qoq (+6% yoy) to 4.6 m t, driven by higher demand for slabs and pig iron in export markets.
- Sales in international markets grew by 32% qoq (+33% yoy) to 2.1 m t, driven by the growth of semi-finished product exports from the Russian sites due to intensified demand in the sales markets. Sales in home markets dropped to 2.5 m t (-9% qoq; -12% yoy) due to the seasonal weakening in demand in the Russian market. The share of Group sales to home markets decreased to 55% (-9 p.p. qoq, -9 p.p. yoy)

* Hereinafter, Q4 and 12M 2018 output and sales data is preliminary and can be updated. Hereinafter, NLMK Group steel output and sales in home markets are shown taking into account NBH performance. Product sales are shown without taking into account NBH performance. Sales to NLMK Group's home markets are understood to be sales by NLMK Group companies in the regions where the products are produced in Russia, the EU and the USA.

NLMK Group's 12M 2018 operating performance

Steel output grew by 2% yoy to 17.49 m t. NLMK Russia Flat's share in Group's steel output decreased by 1 p.p. yoy to 76%, despite the growth of Segment's output in absolute terms by 1% yoy, due to outstripping output growth at NLMK Russia Long (+9% yoy). Output growth enabled a 1 p.p. yoy increase in steelmaking capacity utilization rate to 99%.

Sales of steel products grew by 7% yoy to 17.6 m t, driven by increased demand for semi-finished products, and higher long product sales on the Russian market. Sales of finished steel products manufactured from externally sourced semis amounted to 0.26 m t, driven mainly by higher slab purchases from third parties by NLMK USA amid trade restrictions.

Sales breakdown: finished product sales were flat yoy at 10.8 m t. HVA sales grew by 3% yoy to 5 m t. The share of HVA in total sales dropped by 1 p.p. to 29%, due to the outstripping growth of semi-finished product sales amid intensified demand for slabs and pig iron, and planned equipment upgrades at the NLMK Lipetsk hot-rolling operations. As a result, the share of semi-finished products in total sales increased to 39% (+4 p.p. yoy).

Semis sales to third parties grew to 4.45 m t (+22% yoy), driven by intensified demand for slabs, pig iron and billets in export markets ([Appendix 2](#), [Appendix 13](#)).

Slab deliveries to NBH JV totalled 2.38 m t (+15% yoy) to cover the needs of the Division amid growing sales ([Appendix 2](#)).

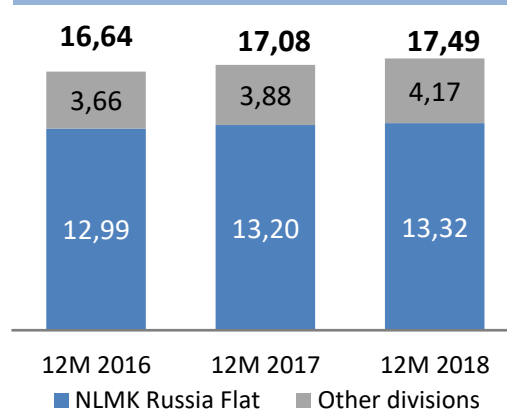
Sales to home markets decreased to 10.56 m t (-1% yoy) due to sales being redirected to semi-finished product exports driven by intensified demand in Q4 2018. The Group's share of sales on its home markets totalled 61% (-4 p.p. yoy).

Sales to external markets were up 17% yoy to 6.86 m t, driven by higher slab and pig iron sales.

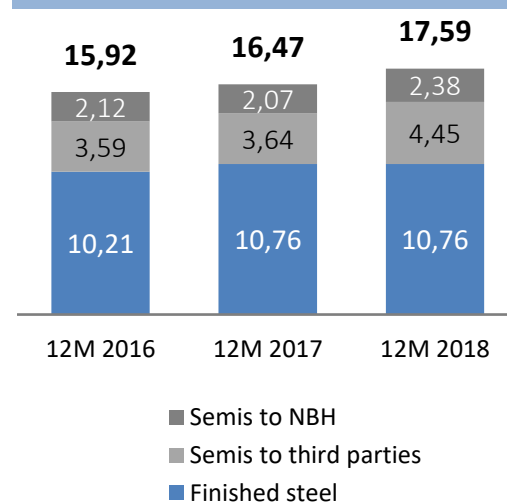
* W/o NBH

**With NBH

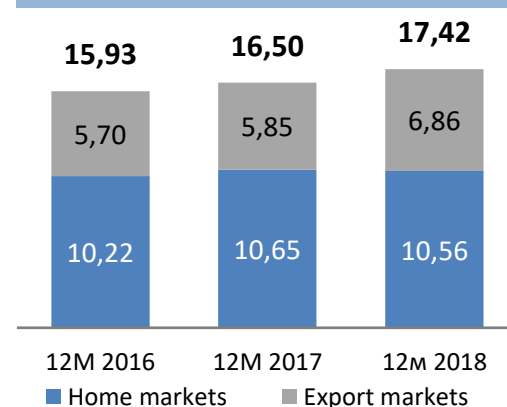
Steel output, m t



Sales by product*, m t



Sales by market**, m t



NLMK Group's Q4 2018 operating performance

Steel output decreased by 1% qoq to 4.36 m t (+1% yoy). The decrease in production was associated with maintenance activities at NLMK Russia Long, and the seasonal drop in steel output at NLMK USA.

Sales totalled 4.64 m t (+5% qoq; +6% yoy), driven by the uptick in demand for semi-finished products in export markets.

Sales breakdown: finished product sales decreased by 10% qoq to 2.61 m t (flat yoy), due to the seasonal weakening in demand and a shift to semi-finished product sales. Semis sales to third parties grew by 49% qoq to 1.45 m t (+11% yoy).

Slab deliveries to NBH JV increased by 7% qoq (+27% yoy) to 0.58 m t amid the Segment's efforts to optimize slab stocks ([Appendix 2](#)).

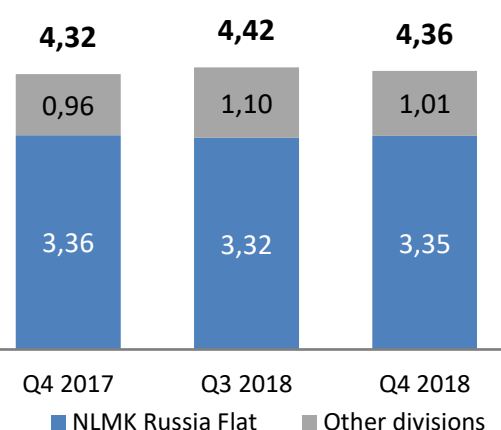
Sales to home markets decreased by 9% qoq (-12% yoy) to 2.5 m t, with NLMK's Russian sites redistributing their sales towards semi-finished products due to maintenance, the seasonal drop in sales in Russia (-13% qoq; -18% yoy), and lower sales in the USA (-15% qoq; -8% yoy) amid consumer expectations of a further drop in prices. Sales by European companies increased by 7% qoq (+1% yoy) ([Appendix 1](#)).

Sales to external markets grew by 32% qoq (+33% yoy), driven by higher slab and pig iron export sales by NLMK Russia Flat.

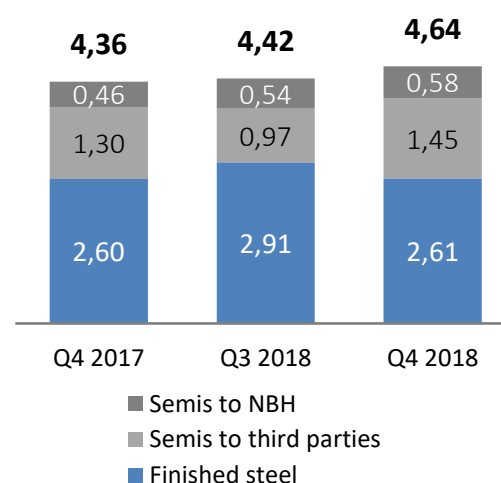
* W/o NBH

**With NBH

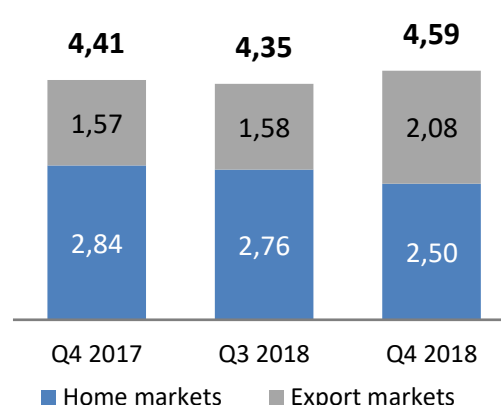
Steel output, m t



Sales by product*, m t



Sales by market**, m t



Global prices:

Q4 2018

Average raw material prices in the global market:

- Average coal price in the global market grew by 19% qoq (+7% yoy), supported by solid demand and limited offer. Price growth was also impacted by expected interruptions in coal supplies caused by cyclones in Australia in December.
- Average prices for iron ore were up 7% qoq (+9% yoy). Growth of iron ore prices in mid-November was driven by the reduction in Australian supplies caused by weather conditions and transportation system disruptions.
- Scrap prices in the US decreased by 2% qoq (+21% yoy). Scrap prices in the European market dropped by 1% qoq (+2% yoy). The decrease in prices was impacted by the devaluation of the Turkish lira and the weakening in demand for scrap caused by the decrease in capacity utilization rates in Turkey, among other factors. Prices in Russia decreased by 5% qoq (+1% yoy).

Average steel product prices:

- In the Russian market, average prices for uncoated flat steel lost 5-9% qoq (-6-11% yoy) in dollar terms, due to the decrease in global prices and the moderate devaluation of the RUB/US\$ exchange rate. HRC prices were down by 8-9% qoq (-12% yoy), while CRC prices were down 5% qoq (-6% yoy). Average rebar prices in dollar terms decreased by 3% qoq (+3% yoy).
- Export slab prices (FOB Black Sea) decreased by 13% qoq (-8% yoy).
- Steel product prices in the US decreased by 10% qoq (+12-28% yoy). The price adjustment was associated with the supply/demand balance being restored in the US market.
- In the EU, steel product prices in dollar terms were down 5-7% qoq (-0-3% yoy), due to growth of deliveries from Turkey, among other factors.

SEGMENTAL PERFORMANCE

NLMK RUSSIA FLAT PRODUCTS¹

12M 2018 performance

Steel output increased by 1% yoy to 13.32 m t ([Appendix 9](#)), driven by operational efficiency improvement programmes. Steelmaking capacity utilization rate was 100%.

Sales grew by 4% yoy to 13.52 m t amid significant growth in demand for semi-finished products in export markets ([Appendix 2](#)).

Sales breakdown: finished steel sales were down 6% yoy to 5.55 m t, driven by sales redistribution in favour of semi-finished products due to increased demand for this product in export markets. The share of finished steel was down by 4 p.p. to 41%.

Semis sales climbed 11% yoy to 7.97 m t, supported by higher pig iron and slab exports.

Sales markets: sales in Russia fell back by 8% yoy to 4.04 m t, due to lower demand in the large diameter pipes segment and the construction industry, and planned hot-rolling mill maintenance. The share of the Russian market in the Segment's sales was 30% (-4 p.p. yoy). Export sales totalled 9.47 m t (+10% yoy). Sales of semis accounted for the bulk of the Segment's exports at 79% of export sales (+5 p.p. yoy).

Q4 2018 performance

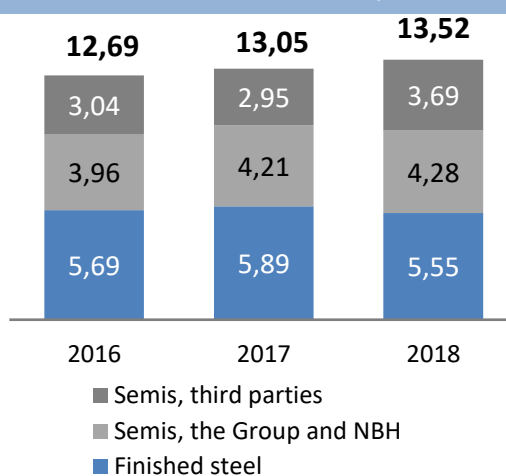
Steel output climbed 1% qoq (flat yoy) to 3.35 m t ([Appendix 9](#)).

Sales of the Segment grew by 12% qoq (+10% yoy), driven by growing sales of semis to third parties ([Appendix 2](#)).

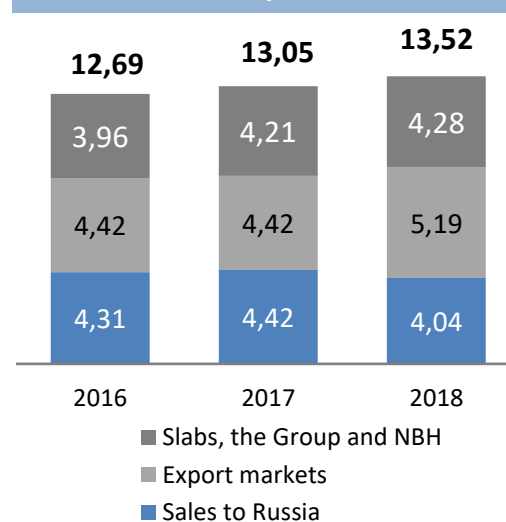
Sales breakdown: finished steel sales declined by 7% qoq (-1% yoy) to 1.36 m t due to the seasonal demand slowdown in the Russian market. HVA sales dropped by 10% qoq (+4% yoy) to 0.8 m t, due to the same factor.

Sales of semis increased by 27% qoq (+19% yoy), driven by sales redistribution in favour of semis export amid the seasonal decline in demand for finished steel in Russia. The yoy growth in semis sales is attributable to the growth in demand for slabs in global markets, including after the launch of the Ilva plant in Italy.

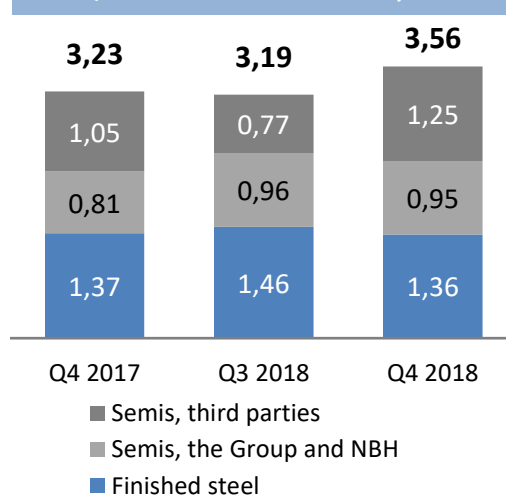
2018: Sales breakdown, m t



2018: Sales by market, m t

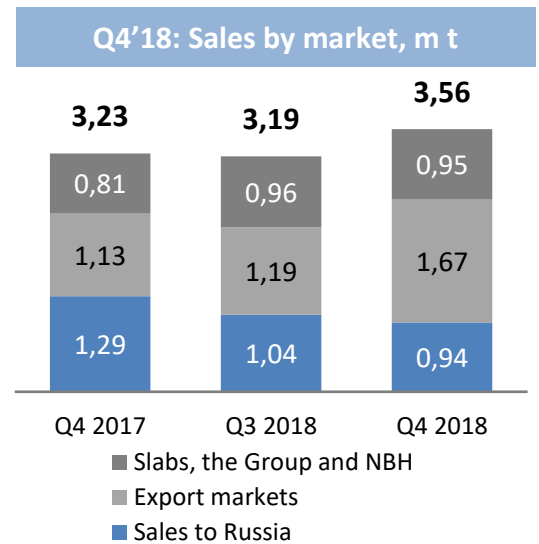


Q4'18: Sales breakdown, m t



¹ NLMK Russia Flat companies include NLMK Lipetsk, VIZ-Steel, and Altai-Koks. Export sales are calculated including the corresponding share of trading companies.

Sales markets: sales in Russia fell back by 10% qoq to 0.94 m t amid the seasonal decline in demand, and increased export sales of semi-finished products ([Appendix 3](#)). Reduced sales volumes in Russia year-on-year were due to scheduled maintenance. Sales in export markets increased by 22% qoq (+35% yoy) to 2.62 m t. The share of export in the Segment's sales totalled 74% (+7 p.p. qoq and +14 p.p. yoy).



NLMK RUSSIA LONG²

12M 2018 performance

Steel output increased by 9% yoy to 3.3 m t ([Appendix 9](#)), driven mainly by an increase in steel output at NLMK Ural.

Sales grew by 7% yoy to 3.18 m t, driven by the growth in demand for finished steel in the Russian market ([Appendix 4](#)).

Sales breakdown: sales of finished steel increased by 6% yoy to 2.41 m t, mainly due to an increase in the sales of rebar and wire rod, driven by stronger demand in the Russian market. The share of finished steel was down by 1 p.p. to 76%.

Semis sales climbed 12% yoy to 0.77 m t, supported by higher demand for square billet in Egypt and Turkey.

Sales markets: sales in Russia grew by 9% yoy to 1.74 m t. Export sales totalled 1.44 m t (+ 5% yoy). The share of export sales totalled 45% (-1 p.p. yoy).

Q4 2018 performance

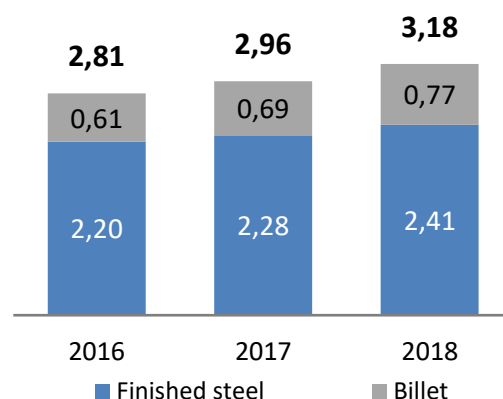
Steel output declined by 7% qoq to 0.82 m t (+9% yoy), driven by the seasonal drop in demand ([Appendix 9](#)).

Sales were down by 11% qoq (+2% yoy) to 0.83 m t ([Appendix 4](#)), due to the seasonal decline in demand. The share of finished steel sales totalled 76% (-3 p.p. qoq and +7 p.p. yoy).

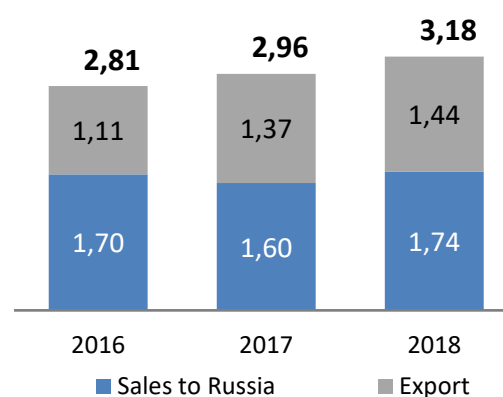
Sales markets: sales in Russia decreased by 19% qoq to 0.47 m t (+13% yoy), due to seasonality. Export sales climbed 2% qoq (-9% yoy) to 0.36 m t. The share of sales in Russia decreased by 6 p.p. qoq to 56% (+5 p.p. yoy).

Scrap: scrap sales were down 2% qoq (-1% yoy) to 1.43 m t. Scrap is sold mainly to the Group's companies (99%) ([Appendix 4](#)).

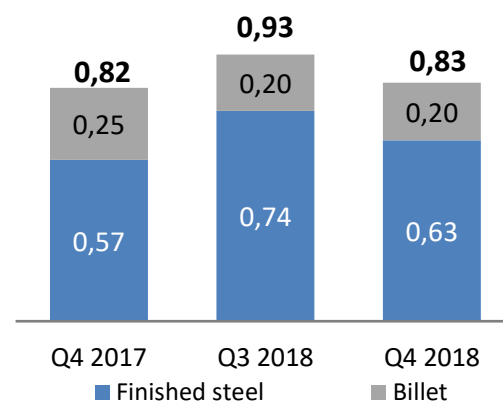
2018: Sales breakdown, m t



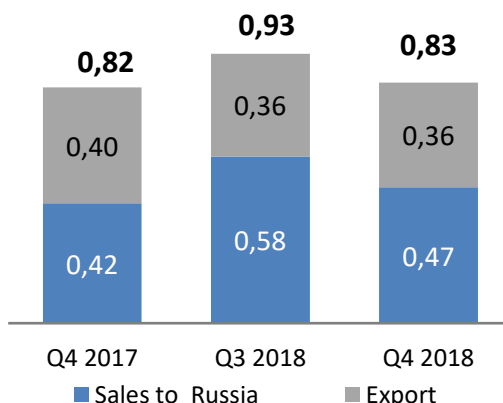
2018: Sales by market, m t



Q4'18: Sales breakdown, m t



Q4'18: Sales by market, m t



² 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.

MINING AND PROCESSING OF RAW MATERIALS

12M 2018 performance

Output of iron ore increased by 7% yoy to 18.38 m t with growing output of concentrate and pellets supported by the implementation of high pressure grinding rolls in December 2018 and gains from operational efficiency programmes ([Appendix 12](#)).

Pellet output totalled 6.72 m t (+12% yoy), driven by operational efficiency improvements and full utilization of production capacity.

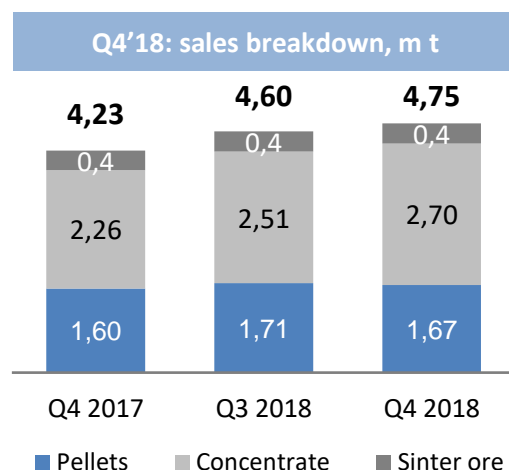
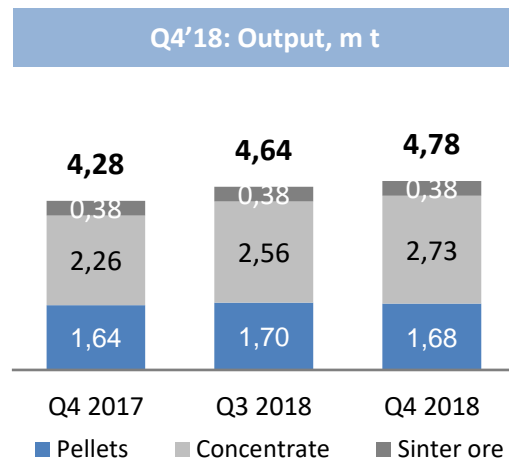
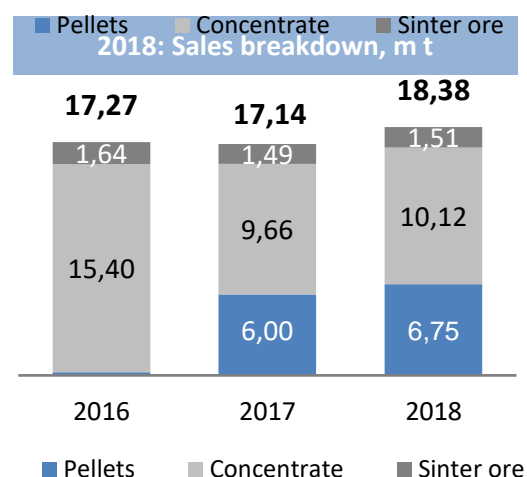
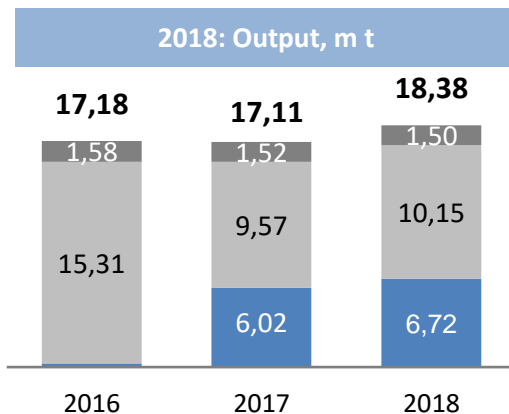
Iron ore sales climbed 7% yoy to 18.38 m t, supported by the growth in concentrate and pellet supplies by 5% and 13%, respectively ([Appendix 5](#)).

Q4 2018 performance

Output of iron ore grew by 3% qoq to 4.78 m t (+12% yoy) amid growing output of concentrate and pellets ([Appendix 12](#)).

Pellet output totalled 1.68 m t (-1% qoq and +2% yoy).

Sales of iron ore increased by 3% qoq to 4.75 m t (+12% yoy). This growth was supported by the increase of iron ore needs at NLMK Lipetsk, driven by increased steel output ([Appendix 5](#)).





NLMK USA³

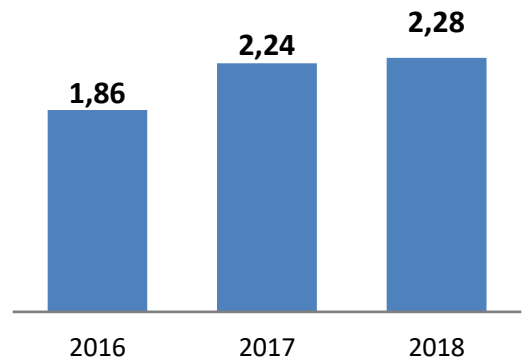
12M 2018 performance

Sales climbed 2% yoy to 2.28 m t, supported by increased deliveries of hot-rolled and galvanized flats to the US market amid growing demand from consumers.

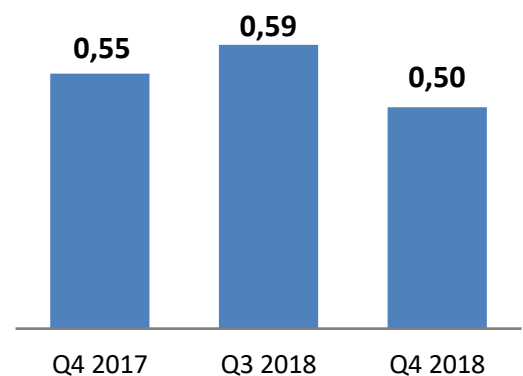
Q4 2018 performance

Sales went down by 15% qoq to 0.5 m t, driven by customer expectations of prices slumping further ([Appendix 6](#)).

2018: NLMK USA sales, m t



Q4'18: NLMK USA sales, m t



NLMK DANSTEEL

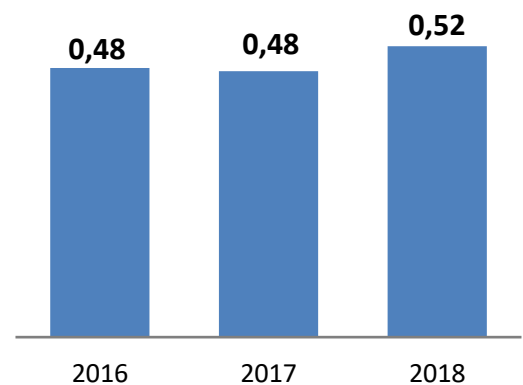
12M 2018 performance

Sales grew by 9% yoy to 0.52 m t, supported by stronger demand for plates.

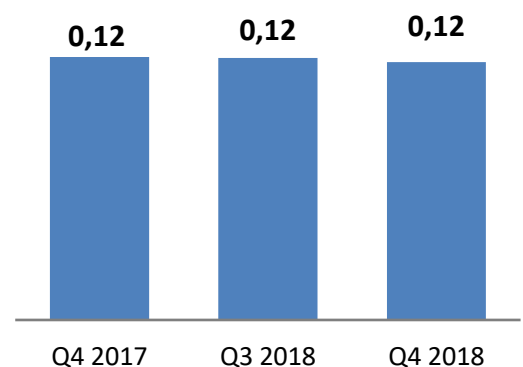
Q4 2018 performance

Sales of plates dropped by 2% qoq and yoy to 0.12 m t, amid expectations of further price decline ([Appendix 7](#)).

2018: NLMK Dansteel sales, m t



Q4'18: NLMK Dansteel sales, m t



³ NLMK USA includes NLMK Indiana, NLMK Pennsylvania, and Sharon Coating. Data for NLMK USA is presented in metric tonnes.

ASSOCIATED COMPANIES

- NLMK Belgium Holdings (NBH)⁴

12M 2018 performance

Sales increased by 6% yoy to 2.23 m t, due mainly to stronger demand for flat steel.

Flat steel sales increased to 1.48 m t (+9% yoy) due to the growth in sales of HRC with increasing demand from the construction sector and manufacturers of industrial goods.

Sales of plates and ingots declined by 1% yoy to 0.75 m t.

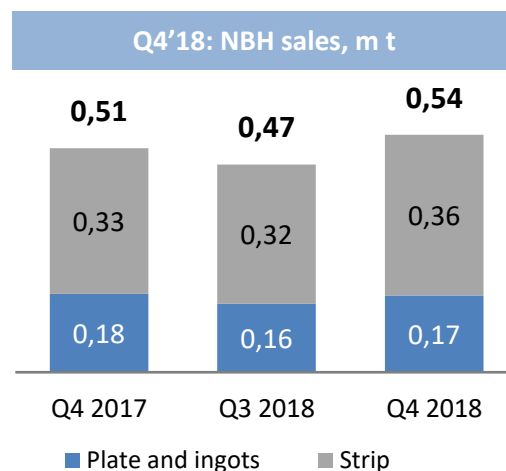
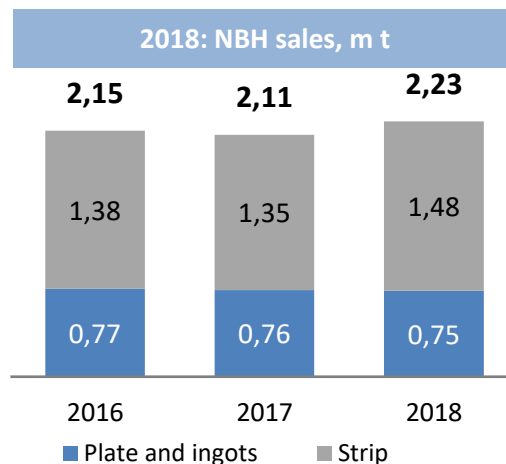
NLMK slab supplies in 2018 went up 15% yoy to optimize stock levels.

Q4 2018 performance

NBH sales grew by 14% qoq to 0.54 m t (+6% yoy), driven by the completion of planned maintenance ([Appendix 8](#)).

Sales of flat steel grew to 0.36 m t (+15% qoq and +10% yoy), mainly due to the increase in HRC sales.

Sales of plates and ingots increased by 12% qoq to 0.17 m t (-2% yoy). NLMK slab supplies in Q4 2018 grew by 7% qoq (+27% yoy). ([Appendix 2](#)).



⁴ NBH assets include producers of plates - NLMK Clabecq (Belgium), NLMK Verona (Italy) - and producers of flat steel - NLMK La Louvière (Belgium) and NLMK Strasbourg (France).

Appendices

Appendix 1. NLMK Group operating highlights

Production, m t	Q4 2018	Q3 2018	qoq	Q4 2017	yoy	2018	2017	yoy
Crude steel production (without NBH)	4.314	4.377	-1%	4.253	1%	17.285	16.850	3%
Crude steel production (with NBH)	4.364	4.421	-1%	4.315	1%	17.493	17.076	2%
Capacity utilization, %	98%	99%	-1 p.p.	99%	-1 p.p.	99%	98%	+1 p.p.
Consolidated sales								
Semi-finished steel ⁵	2.023	1.512	34%	1.757	15%	6.828	5.710	20%
Finished steel	2.614	2.906	-10%	2.603	0%	10.757	10.759	0%
Flats	1.981	2.169	-9%	2.038	-3%	8.349	8.483	-2%
Longs & metalware	0.633	0.737	-14%	0.565	12%	2.408	2.277	6%
Total consolidated sales	4.637	4.418	5%	4.360	6%	17.585	16.469	7%
Sales to home markets of the Group ⁶	55%	64%	-9 p.p.	64%	-9 p.p.	61%	65%	-4 p.p.
Sales in export markets	45%	36%	+9 p.p.	36%	+9 p.p.	39%	35%	+4 p.p.
For information: slab sales to foreign subsidiaries and affiliates	0.954	0.956	0%	0.807	18%	4.282	4.214	2%
Segment sales								
NLMK Russia Flat	3.558	3.189	12%	3.229	10%	13.517	13.051	4%
NLMK Russia Long	0.835	0.934	-11%	0.818	2%	3.178	2.962	7%
Mining and processing	4.751	4.597	3%	4.231	12%	18.377	17.137	7%
NLMK USA	0.504	0.590	-15%	0.550	-8%	2.285	2.239	2%
NLMK Dansteel	0.120	0.121	-2%	0.122	-2%	0.520	0.475	9%
For information: NBH sales	0.540	0.472	14%	0.509	6%	2.229	2.112	6%

⁵ Including commercial pig iron, slabs and billets

⁶ Home markets: Russia for the Russian assets of NLMK Group, North America for NLMK USA and the EU market for NLMK Dansteel and NBH

Appendix 2. NLMK Russia Flat sales by product

Sales, m t	Q4 2018	Q3 2018	qoq	Q4 2017	yoy	2018	2017	yoy
Pig iron	0.297	0.145	> 100%	0.143	> 100%	0.907	0.435	> 100%
Slabs, incl.	1.902	1.585	20%	1.712	11%	7.060	6.728	5%
Slab sales to foreign subsidiaries and affiliates	0.954	0.956	0%	0.807	18%	4.282	4.214	2%
to NLMK USA, NLMK Dansteel	0.376	0.415	-9%	0.351	7%	1.903	2.144	-11%
to NBH	0.577	0.542	7%	0.456	27%	2.379	2.070	15%
Hot-rolled steel	0.556	0.567	-2%	0.595	-7%	2.303	2.656	-13%
Cold-rolled steel	0.379	0.389	-3%	0.367	3%	1.447	1.556	-7%
Galvanized steel	0.190	0.227	-16%	0.176	8%	0.811	0.713	14%
Pre-painted steel	0.111	0.128	-13%	0.096	15%	0.428	0.406	5%
Dynamo steel	0.053	0.079	-34%	0.068	-23%	0.281	0.299	-6%
Transformer steel	0.070	0.069	1%	0.072	-3%	0.280	0.258	9%
incl. VIZ-Steel	0.041	0.043	-5%	0.044	-7%	0.168	0.161	5%
Total products	3.558	3.189	12%	3.229	10%	13.517	13.051	4%
Coke sales from Altai-Koks ⁵	0.895	0.899	-1%	0.949	-6%	3.556	4.026	-12%
incl. to NLMK Lipetsk	0.663	0.719	-8%	0.662	0%	2.737	2.965	-8%

Appendix 3. NLMK Russia Flat sales by region and product

Sales, m t	Q4 2018	Q3 2018	qoq	Q4 2017	yoy	2018	2017	yoy
Russian market	0.938	1.043	-10%	1.292	-27%	4.045	4.419	-8%
Semi-finished products	0.055	0.096	-43%	0.269	-79%	0.514	0.736	-30%
Hot-rolled steel	0.364	0.358	2%	0.466	-22%	1.434	1.642	-13%
Cold-rolled steel	0.213	0.224	-5%	0.275	-23%	0.846	0.917	-8%
Galvanized steel	0.169	0.212	-20%	0.162	4%	0.727	0.633	15%
Pre-painted steel	0.109	0.127	-14%	0.094	17%	0.420	0.394	7%
Dynamo steel	0.016	0.017	-7%	0.015	6%	0.061	0.055	11%
Transformer steel	0.012	0.010	21%	0.012	2%	0.042	0.042	1%
Export markets	2.619	2.146	22%	1.937	35%	9.473	8.632	10%
Semi-finished products	2.144	1.634	31%	1.587	35%	7.453	6.427	16%
Hot-rolled steel	0.192	0.209	-8%	0.129	49%	0.869	1.014	-14%
Cold-rolled steel	0.166	0.165	0%	0.092	80%	0.601	0.638	-6%
Galvanized steel	0.021	0.015	42%	0.014	52%	0.085	0.080	6%
Pre-painted steel	0.002	0.002	14%	0.003	-26%	0.008	0.012	-35%
Dynamo steel	0.037	0.062	-41%	0.053	-31%	0.220	0.244	-10%
Transformer steel	0.057	0.059	-3%	0.060	-4%	0.237	0.216	10%
Total sales	3.558	3.189	12%	3.229	10%	13.517	13.051	4%

Appendix 4. NLMK Russia Long sales by product

Sales, m t	Q4 2018	Q3 2018	qoq	Q4 2017	yoy	2018	2017	yoy
Billet	0.201	0.198	2%	0.252	-20%	0.770	0.686	12%
Rebar	0.486	0.570	-15%	0.419	16%	1.774	1.686	5%
Sections	0.005	0.022	-79%	0.015	-69%	0.059	0.038	58%
Wire rod	0.081	0.072	14%	0.066	24%	0.322	0.282	14%
Metalware	0.062	0.073	-15%	0.065	-6%	0.252	0.271	-7%
Total steel products	0.835	0.934	-11%	0.818	2%	3.178	2.962	7%
Ferrous and non-ferrous scrap, incl.	1.429	1.460	-2%	1.448	-1%	5.094	4.907	4%
to NLMK Ural	0.550	0.561	-2%	0.454	21%	1.941	1.709	14%
to NLMK Kaluga	0.418	0.394	6%	0.413	1%	1.523	1.410	8%
to NLMK Lipetsk	0.442	0.489	-10%	0.555	-20%	1.567	1.716	-9%

Appendix 5. Mining Division sales

Sales, m t	Q4 2018	Q3 2018	qoq	Q4 2017	yoy	2018	2017	yoy
Iron ore concentrate	2.698	2.507	8%	2.259	19%	10.117	9.656	5%
incl. to NLMK Lipetsk	2.698	2.507	8%	2.259	19%	10.117	9.646	5%
Pellets	1.672	1.706	-2%	1.605	4%	6.746	5.996	13%
incl. to NLMK Lipetsk	1.672	1.706	-2%	1.605	4%	6.746	5.996	13%
Sinter ore	0.382	0.384	-1%	0.367	4%	1.514	1.486	2%
incl. to NLMK Lipetsk	0.382	0.384	-1%	0.367	4%	1.514	1.486	2%
Total	4.751	4.597	3%	4.231	12%	18.377	17.137	7%
incl. to NLMK Lipetsk	4.751	4.597	3%	4.231	12%	18.377	17.128	7%

Appendix 6. NLMK USA sales

Sales, m t	Q4 2018	Q3 2018	qoq	Q4 2017	yoy	2018	2017	yoy
Hot-rolled steel	0.270	0.309	-12%	0.306	-12%	1.267	1.232	3%
Cold-rolled steel	0.097	0.128	-24%	0.115	-16%	0.477	0.493	-3%
Galvanized steel	0.136	0.152	-11%	0.126	7%	0.535	0.503	6%
Total NLMK USA ⁷	0.504	0.590	-15%	0.550	-8%	2.285	2.239	2%

⁷ Alongside finished steel, NLMK USA also sells non-significant volumes of commercial slabs, not included into total rolled steel sales.

In Q4 2018 slab sales totalled 1,000 t

Appendix 7. Dansteel sales

Sales, m t	Q4 2018	Q3 2018	qoq	Q4 2017	yoy	2018	2017	yoy
Plate	0.120	0.121	-2%	0.122	-2%	0.520	0.475	9%

Appendix 8. NBH sales (associated company)

Sales, m t	Q4 2018	Q3 2018	qoq	Q4 2017	yoy	2018	2017	yoy
Hot-rolled steel	0.287	0.240	19%	0.241	19%	1.137	0.989	15%
Cold-rolled steel	0.008	0.008	-4%	0.012	-34%	0.035	0.053	-33%
Pre-painted steel	0.070	0.067	4%	0.078	-11%	0.306	0.313	-2%
Total flat steel	0.365	0.316	15%	0.331	10%	1.479	1.355	9%
Semi-finished (ingots)	0.014	0.013	6%	0.021	-34%	0.067	0.081	-18%
Plate	0.160	0.142	13%	0.157	2%	0.684	0.676	1%
Total steel products, including flat steel	0.540	0.472	14%	0.509	6%	2.229	2.112	6%

Appendix 9. NLMK Group steel output

Production, m t	Q4 2018	Q3 2018	qoq	Q4 2017	yoy	2018	2017	yoy
NLMK Lipetsk	3.350	3.320	1%	3.356	0%	13.322	13.198	1%
NLMK Long	0.823	0.885	-7%	0.755	9%	3.305	3.029	9%
incl. NLMK Kaluga	0.363	0.376	-3%	0.347	5%	1.439	1.354	6%
NLMK Indiana (NLMK USA)	0.141	0.172	-18%	0.142	-1%	0.658	0.623	6%
NLMK Group (without NBH)	4.314	4.377	-1%	4.253	1%	17.285	16.850	3%
<i>for information</i>								
NBH, NLMK Europe (EAF)	0.050	0.044	14%	0.062	-19%	0.208	0.226	-8%
NLMK Group (with NBH)	4.364	4.421	-1%	4.315	1%	17.493	17.076	2%

Appendix 10. NLMK Group steel product output (without NBH)

Production, m t	Q4 2018	Q3 2018	qoq	Q4 2017	yoy	2018	2017	yoy
Commercial pig iron	0.205	0.211	-3%	0.254	-19%	0.752	0.573	31%
Commercial slab	1.438	1.361	6%	1.495	-4%	5.152	4.589	12%
Flat steel	2.023	2.088	-3%	2.079	-3%	8.502	8.507	0%
Commercial billet	0.199	0.226	-12%	0.229	-13%	0.762	0.716	6%
Long products	0.543	0.577	-6%	0.453	20%	2.194	1.947	13%
Metalware	0.058	0.069	-15%	0.063	-7%	0.255	0.270	-6%
Total products	4.466	4.532	-1%	4.572	-2%	17.618	16.603	6%

Appendix 11. NLMK Russia Flat steel product output

Production, m t	Q4 2018	Q3 2018	qoq	Q4 2017	yoy	2018	2017	yoy
Commercial pig iron	0.205	0.211	-3%	0.254	-19%	0.752	0.573	31%
Commercial slab	1.815	1.776	2%	1.846	-2%	7.055	6.733	5%
Hot-rolled steel	0.601	0.547	10%	0.625	-4%	2.424	2.618	-7%
Cold-rolled steel	0.358	0.403	-11%	0.361	-1%	1.514	1.528	-1%
Galvanized steel	0.189	0.210	-10%	0.204	-7%	0.823	0.755	9%
Pre-painted steel	0.100	0.105	-4%	0.094	6%	0.409	0.414	-1%
Dynamo steel	0.070	0.076	-7%	0.071	-1%	0.296	0.299	-1%
Transformer steel	0.075	0.069	9%	0.072	5%	0.284	0.258	10%
Total products	3.413	3.396	1%	3.528	-3%	13.557	13.177	3%

Appendix 12. Output of main raw materials

Production, m t	Q4 2018	Q3 2018	qoq	Q4 2017	yoy	2018	2017	yoy
Coke (dry weight)	1.525	1.537	-1%	1.567	-3%	6.032	6.492	-7%
NLMK Lipetsk	0.611	0.617	-1%	0.616	-1%	2.435	2.463	-1%
Altai-Koks	0.914	0.920	-1%	0.951	-4%	3.596	4.029	-11%
Iron ore	4.782	4.635	3%	4.279	12%	18.375	17.112	7%
Iron ore concentrate	2.725	2.558	7%	2.262	20%	10.151	9.574	6%
Sinter ore	0.375	0.375	0%	0.375	0%	1.501	1.515	-1%
Pellets	1.682	1.702	-1%	1.642	2%	6.723	6.023	12%
Scrap	0.665	0.725	-8%	0.671	-1%	2.393	2.283	5%

Appendix 13. NLMK Group steel product sales (without NBH)

Sales, m t	Q4 2018	Q3 2018	qoq	Q4 2017	yoy	2018	2017	yoy
Semi-finished products	2.023	1.512	34%	1.757	15%	6.828	5.710	20%
Pig iron	0.295	0.142	> 100%	0.141	> 100%	0.896	0.429	> 100%
Slabs	1.527	1.172	30%	1.363	12%	5.162	4.595	12%
Billet	0.201	0.198	2%	0.252	-20%	0.770	0.686	12%
Flat	1.981	2.169	-9%	2.038	-3%	8.349	8.483	-2%
Plate	0.120	0.121	-2%	0.122	-2%	0.520	0.475	9%
Hot-rolled steel	0.826	0.875	-6%	0.901	-8%	3.571	3.888	-8%
Cold-rolled steel	0.476	0.516	-8%	0.476	0%	1.924	1.940	-1%
Galvanized steel	0.326	0.379	-14%	0.302	8%	1.346	1.216	11%
Pre-painted steel	0.111	0.128	-13%	0.096	15%	0.428	0.406	5%
Transformer steel	0.070	0.069	1%	0.072	-3%	0.280	0.258	9%
Dynamo steel	0.053	0.079	-34%	0.068	-23%	0.281	0.299	-6%
Long products	0.633	0.737	-14%	0.565	12%	2.408	2.277	6%
Long products	0.572	0.664	-14%	0.500	14%	2.156	2.006	7%
Metalware	0.062	0.073	-15%	0.065	-6%	0.252	0.271	-7%
Steel product sales	4.637	4.418	5%	4.360	6%	17.585	16.469	7%