## NLMK

## Q3 AND 9M 2012 <br> US GAAP CONSOLIDATED RESULTS

Oleg Bagrin, Chief Executive Officer and Chairman of Management Board<br>Galina Aglyamova, Chief Financial Officer

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## INTERNATIONAL MARKETS

## DEMAND

- Weaker demand on major markets
- Global run rates declined


## PRICES

- Raw materials prices under pressure from lower steel capacity utilization
- Steel prices continued to decline across all regions with Russia being less impacted


## INVENTORIES

- Steel stock remain low in developed economies
- Sizable decline in Chinese inventories

STEEL INVENTORIES


STEELMAKING CAPACITIES UTILISTION


Source: World Steel Association


## RUSSIAN MARKET

## DEMAND

- Stable on the back of economic growth. Apparent steel use increased by 5\% in Q3
- Consumption by construction industry surpassed the peak of 2008


## PRICES

- Flat steel prices for ordinary grades declined in line with global trends, value added remained stable
- The demand for long steel improved on the back of the increased activity in the construction sector


## NLMK POSITION ON THE DOMESTIC MARKET

- Company's share in steel production achieved $20 \%$
- Leading positions in industries with sustainable demand

STEEL DEMAND IN CONSTRUCTION


CRUDE STEEL PRODUCTION, STEEL USE AND PRICES


Sources: Metal-Expert, Metal Bulletin

## NLMK POSITIONS IN RUSSIAN MARKET



## PRODUCTION

## STABLE OUTPUT IN Q3 2012

- Novolipetsk (Steel segment) 3.076 mt
(-2\% q-o-q)
- NLMK Long Steel 0.479 mt
(+3\% q-o-q)
- Foreign rolled products segment 0.216 mt (-13\% q-o-q)


## CAPACITY UTILIZATION 96\%

- Novolipetsk (Steel segment) 100\% (+1 p.p.)
- NLMK Long Steel 86\% (+1 p.p.)
- Foreign rolled products segment $91 \%$ (-3 p.p.)


## OUTLOOK

- Q4 '12: 3.7 m t (-2 \% q-o-q)
- 2012: 15 m t (+25\% y-o-y)



## SALES GEOGRAPHY

## HIGHER SALES TO RUSSIAN MARKET

- $\quad+4 \%$ q-o-q beating absolute record level


## GROWTH OF INTERNATIONAL SALES

- Lower demand from European and USA markets offset by increased supplies to S.E. Asia and other


## LOWER SLAB SUPPLIES TO OWN ROLLING ASSETS

- About 0.5 m t delivered in Q3 (-33\% q/q) and 2 mt in 9M 2012

SLABS SUPPLIES TO OWN ROLLING ASSETS


REVENUE BY REGION


SALES BY REGION


## SALES STRUCTURE

## CHANGE IN SALES MIX

- Growth in slabs sales to $3^{\text {rd }}$ parties
- ... as European subsidiaries decreased utilization rates due to seasonality and overall demand weakness
- Thick plates lower q-o-q due to upgrade of rolling operations at NLMK DanSteel


## VALUE ADDED STEEL SALES AT 35\% OF TOTAL

- Strong domestic demand supported value added sales

STEEL PRODUCTS SALES


SALES AND REVENUE BY PRODUCT

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

CHANGE IN SALES STRUCTURE Q3/Q2


## STRATEGIC DEVELOPMENTS

## GROWTH IN CRUDE STEEL CAPACITY

- Blast Furnace \#7 / BOF 3.4 m tpa project completed. Utilisation rates of the new capacities are at maximum
- Improved steel quality, +30 new steel grades
- Kaluga mini mill ( 1.5 m tpa of long steel) to be operation in 2013


## FINISHED PRODUCTS OUTPUT GROWTH

- Growth in rolling capacity for value added products
- Improved quality of the existing (incl niche) products (NLMK DanSteel rolling mill upgrade)


## VERTICAL INTEGRATION

- Iron ore capacity growth with continued expansion of Stoilensky
- Coke-chemical projects (PCI, tar pitch, etc.) to reduce energy costs
- Expansion of scrap capacity


## IMPROVED EFFICIENCY

- Growth of self-sufficiency and efficient use of energy


CAPEX


## HIGHLIGHTS

## Q3 '12 FINANCIAL RESULTS

- Revenue \$3,002 m (-8\% q-o-q),
- EBITDA \$483 m (-19\%),
- EBITDA margin $16.1 \%$ (-2.2 p.p.),
- Net profit: \$167 million (-40\%),
- EPS \$0,03,
- Operating cash flow: \$684 m (+125\%),
- CAPEX: \$347 m (-23\%),
- Net debt/EBITDA: 1.84


## Q3 '12 OPERATING RESULTS

- Steel output: $3.772 \mathrm{mt}(-2 \%)$,
- Steel sales: 3.816 mt (0\%),
- Revenue/t: \$787 (-8\%),
- Slab cash cost at Lipetsk plant : \$383 (-7\%).

REVENUE AND EBITDA MARGIN


EPS


## PRODUCTION COSTS

## PRODUCTION COSTS DOWN BY 5\%

- Impacted by lower prices for raw materials
- Strict control over operating expenses and overheads
- Lower consumption of pellets supplied by $3^{\text {rd }}$ parties
- Slab cash cost decreased by $7 \%$ to $\$ 383 / \mathrm{t}$.


## DEPRECIATION

- Growth by 29\% following the growth in PPE

CASH COST FOR BOF STEEL GLOBALLY



CONSOLIDATED PRODUCTION COSTS Q3 2012


- Iron ore
$\square$ Coal / coke $18 \%$
$\square$ Scrap 15\%
$\square$ Ferroalloys 4\%
$\square$ Materials $16 \%$
$\square$ Electric energy 7\%
Natural gas 4\%
DOther energy 0.8\%
-Other costs 13\%
$\square$ Labor $\quad 12 \%$

[^0]
## PROFITABILITY

## EBITDA DYNAMICS

- In Q3 overall EBITDA declined mainly due to weakening market environment
- A decline in steel prices outpaces the decline for raw materials negatively contributing to the company's profitability


## KEY FACTORS BEHIND EBITDA CHANGE

- Lower steel prices and change in the product mix was partially compensated by the reduced production costs


EBITDA: FACTOR ANALYSIS


EBITDA MARGIN


## CASH FLOW

## SIGNIFICANT CASH GROWTH

- Over \$1bn of cash inflow in Q3


## OPERATING CASH FLOW INCREASED

- \$684 of cash from operation activities including
- \$483 m EBITDA and
- $\$ 273 \mathrm{~m}$ from working capital changes


## GROWTH IN CASH FROM FINANCIAL ACTIVITIES

- RUB bond (approximately US $\$ 320$ million) and Euro bond (US\$500 million) placements.


## DECREASE IN CAPEX

- -23\% q-o-q to US\$347 million

Q3 2012 CASH INFLOW AS A RESULT OF WORKING CAPITAL MOVEMENTS


## Q3'12 CASH BRIDGE



## DEBT

## DEBT POSITION

- Net debt $\$ 3.47$ billion (-3\%)
- Net debt / 12M EBITDA 1.84 (down from 1.9)
- Cash and equivalents ${ }^{1} \$ 1.814$ billion (+133\%)
- Gross debt $\$ 5.28$ billion (+22\%)


## DEBT MANAGEMENT

- In Q3 NLMK placed debut Eurobonds and additional RUR notes totaling \$883 million
- Average debt maturity extended to 2.7 years


## RATING

- Investment grade rating (S\&P, Moody's, Fitch)

AVERAGE MATURITY AND NET DEBT/EBITDA²


CHANGE IN DEBT POSITION


CURRENCY OF THE DEBT AND REVENUE


[^1]
## MATURITY

## DEBT MATURITY

- Substantial liquidity cushion and portfolio of
instruments for debt restructuring
- Short-term debt \$2.43 billion
- Settlement of RUR three year notes in Q4 2012
- Short term part of PXF
- Long term debt $\$ 2.85$ billion
- incl. RUR notes and long term part of PXF, ECA and liabilities of SIF


1. The ST maturity payments include interests accrued and bond coupon payments in 2012
2. The maturity payments do not include interests
3. Quarterly figures are derived by computational method based on reporting data for the $9 \mathrm{M}, 12 \mathrm{M} 2011$ and for the $3 \mathrm{M}, 6 \mathrm{M}, 9 \mathrm{M} 2012$.

## OUTLOOK

## PRODUCTION OUTLOOK

- Q4 2012: steel output to be at 3.7 m t, $-2 \% \mathrm{q}-\mathrm{o}-\mathrm{q}$
- 12M 2012: 15 mt t $+25 \% \mathrm{y}-\mathrm{o}-\mathrm{y}$

FINANCIALS

- Revenue will decline by 1-5\% q-o-q mainly due to lower seasonal demand


## MARKET OUTLOOK

- Steel prices hit the bottom in Q4 2012
- Lower seasonal activity for the overall steel sector in the end of the year
- 2013 steel demand is likely to remain weak with possible anemic growth as compared to 2012


## SEGMENTS

## SEGMENTS CONTRIBUTION

## STEEL SEGMENT

- Revenue from third parties increased as sales to Russian and international markets were higher FOREIGN ROLLED PRODUCTS SEGMENT
- Lower sales and selling prices on the back of the weak demand in mature markets


## LONG PRODUCTS SEGMENT

- Higher profitability supported by strong demand on the domestic market and reduced overheads


## MINING SEGMENT

- Highest level of profitability margin maintained


SALES REVENUE FROM THIRD PARTIES


SEGMENTS CONTRIBUTION TO Q3'12 EBITDA


## STEEL SEGMENT (1)

## HIGHER SALES VOLUMES (+11\%)

- Segment increased sales of rolled products to the domestic market and semi-finished products to the export (including slabs that were dispatched in Q2)
- Non-significant change in sales structure and lower prices were behind the $q / q$ overall revenue decline


## SUSTAINED PROFITABILITY MARGIN AT 13\%

- Effective cost management allowed to maintain stable margins

REVENUE AND EBITDA MARGIN


Q3 SALES AND REVENUE STRUCTURE

*Note: Revenue from other operations incl. revenue from raw materials and coke, that sell Altai-Koks and Traders, as part of Steel segment

SALES TO DOMESTIC MARKET AND EXPORT


## STEEL SEGMENT (2)

## PRODUCTION EXPENSES -6\% Q/Q

- Slab cash cost declined to $\$ 383 / \mathrm{t}(-7 \% \mathrm{q} / \mathrm{q})$, due to lower prices for incoming raw materials (coking coal, pellets) and increased consumption of internally generated iron containing materials


## FX RATE

- Average RUR/USD rate was 3\% q/q lower (about 90\% of the Segment's expenses nominated in RUR)

COST STRUCTURE OF SALES

-I Iron ore

## $\square$ Coke/coal

## $\square$ ©crap

-Ferroalloys
$\square$ Other raw and materials
Energy

- Natural gas
-Other energy
- Labor costs
$\square$ Other costs and balance changes
$\square$ Depreciation

CASH COST AND FX RATE DYNAMICS


SLAB CASH COST


## LONG PRODUCTS SEGMENT (1)

## SALES DECLINED SLIGHTLY

- Sales remained at high level on the back of the seasonally strong demand on the domestic market. The volumes declined slightly (-5\%) in comparison to the record level achieved in the previous quarter.
- Sales portfolio changed slightly - long products volumes declined. Metallware sales were stable.


## SEGMENT PROFITABILITY

- Segment's profitability increased 4 p.p. due to optimisation of expenses


Q3 SALES AND REVENUE STRUCTURE


## LONG PRODUCTS SEGMENT (2)

## PRODUCTION COSTS -13\%

- Cash cost per tonne declined to $\$ 451 / \mathrm{t}$ on the back of lower scrap expenses and slight increase in expenses for electricity and ferroalloys
- Intercompany sales (scrap deliveries to Novolipetsk) and appropriate production expenses were cyclically lower in Q3


## SG\&A -31\%

- Optimised overheads and one-off adjustments related to trade receivables were behind the SG\&A decline

BILLET CASH COST AT NSMMZ*

| 500 | \$453/t | 18 | \$451/t |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 450 |  |  |  | 20 | $\square$ Other costs | 10\% |
| 400 | 45 |  | 47 |  |  |  |
| 350 | 30 |  | 33 |  | - Labor | 1\% |
| 300 | 354 |  | 345 |  |  |  |
| 250 |  |  |  |  | ■ Natural gas | 0\% |
| 200 |  |  |  |  |  |  |
| 150 |  |  |  |  | $\square$ Ferroalloys | 4\% |
| 100 |  |  |  |  |  |  |
| 50 |  |  |  |  | ■ Electricity | 7\% |
| - |  |  |  |  |  |  |
|  | Q2 2012 |  | Q3 2012 |  | $\square$ Scrap | 78\% |

COST STRUCTURE OF SALES

$\square$ Depreciation

## MINING SEGMENT

## SEGMENT'S REVENUE

- Lower sales to Novolipetsk and higher sales to third parties (including to export) were behind the overall reduction in segment's revenue
- Next quarter sales volumes will recover to normal levels through higher deliveries to Novolipetsk and export sales


## PRODUCTION COST

- Iron ore production cost to be at $\$ 21 / \mathrm{t}$
- EBITDA margin is still at competitive level (60\%) despite lower prices for iron ore

$\square$ Sales to the 3-rd parties

$\square$ Iron ore concentrate cost

COST STRUCTURE OF SALES


## FOREIGN ROLLED PRODUCTS SEGMENT (1)

## SALES VOLUMES

- Sales declined substantially (-17\%) on the back of the weak market environment in Europe and temporary lower end user demand in USA


## FINANCIALS

- Negative trend in steel prices was mainly behind the EBITDA loss of $\$ 62$ million
- In the mid-term we expect steel prices to recover that will positively affect the segment's results

SEGMENT REVENUE AND EBITDA


SALES VOLUMES AND REVENUES NLMK USA


SALES VOLUMES AND REVENUES NLMK EUROPE


## FOREIGN ROLLED PRODUCTS SEGMENT (2)

## PRODUCTION EXPENSES DECLINED 20\%

- Lower sales volumes for NLMK Europe (-22\%) and NLMK USA (-15\%)
- Ongoing initiatives to optimise companies' overheads
- Lower scrap prices for U.S. operations
- Total slab sales to U.S. and European subsidiaries was 0.5 million t (-34\%) in Q3 2012

STEELMAKING CAPACITIES RUN RATES


SLAB PRODUCTION COST AT NLMK INDIANA


APPENDIX

## SEGMENTAL INFORMATION

| Q3 2012 <br> (million USD) | Steel | Foreign rolled products | Long products | Mining | All other | Totals | Intersegmental operations and balances | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue from external customers | 1836 | 759 | 314 | 93 | 0 | 3002 |  | 3002 |
| Intersegment revenue | 295 | 1 | 122 | 222 |  | 641 | (641) |  |
| Gross profit | 438 | (53) | 78 | 216 | 0 | 680 | 6 | 686 |
| Operating income/(loss) | 152 | (110) | 40 | 173 | (0) | 254 | 7 | 262 |
| as \% of net sales | 7\% | (15\%) | 9\% | 55\% |  |  |  | 9\% |
| Income / (loss) from continuing operations before minority interest | 248 | (109) | (7) | 117 | 1 | 250 | (84) | 166 |
| as \% of net sales | 12\% | (14\%) | (2\%) | 37\% |  |  |  | 6\% |
| Segment assets including goodwill ${ }^{1}$ | 14970 | 3897 | 2764 | 2224 | 54 | 23909 | (4960) | 18949 |


| Q2 2012 <br> (million USD) | Steel | Foreign rolled products | Long products | Mining | All other | Totals | Intersegmental operations and balances | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue from external customers | 1816 | 1026 | 329 | 86 | 0 | 3257 |  | 3257 |
| Intersegment revenue | 462 |  | 162 | 274 |  | 899 | (899) |  |
| Gross profit | 536 | 23 | 84 | 259 | 0 | 902 | (21) | 881 |
| Operating income/(loss) | 237 | (56) | 29 | 230 | (0) | 439 | (14) | 425 |
| as \% of net sales | 10\% | (5\%) | 6\% | 64\% |  |  |  | 13\% |
| Income / (loss) from continuing operations before minority interest | 348 | (61) | (31) | 238 | 0 | 495 | (220) | 275 |
| as \% of net sales | 15\% | (6\%) | (6\%) | 66\% |  |  |  | 8\% |
| Segment assets including goodwill ${ }^{2}$ | 13319 | 3973 | 2488 | 2042 | 54 | 21875 | (4773) | 17103 |

## QUARTERLY DATA: CONSOLIDATED STATEMENT OF INCOME

|  | Q3 2012 | Q2 2012 | Q3 2012/Q2 2012 |  | 9M 2012 | 9M 2011 | 9M 2012/9M 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ( $m \mathrm{ln}$ USD) |  |  | +/- | \% |  |  | +/- | \% |
| Sales revenue | 3002 | 3257 | (255) | (8\%) | 9354 | 8675 | 679 | 8\% |
| Production cost | (2095) | (2 205) | 110 | (5\%) | (6510) | ( 5618 ) | (892) | 16\% |
| Depreciation and amortization | (221) | (171) | (50) | 29\% | (569) | (460) | (109) | 24\% |
| Gross profit | 686 | 881 | (195) | (22\%) | 2275 | 2597 | (323) | (12\%) |
| General and administrative expenses | (99) | (100) | 2 | (2\%) | (335) | (366) | 31 | (8\%) |
| Selling expenses | (279) | (312) | 33 | (10\%) | (871) | (691) | (180) | 26\% |
| Taxes other than income tax | (46) | (44) | (2) | 5\% | (127) | (118) | (9) | 8\% |
| Operating income | 262 | 425 | (163) | (38\%) | 942 | 1423 | (482) | (34\%) |
| Gain / (loss) on disposals of property, plant and equipment | (0) | (37) | 37 |  | (38) | (23) | (14) | 62\% |
| Gains / (losses) on investments | 1 | (1) | 2 |  | (0) | 69 | (69) |  |
| Interest income | 6 | 6 | 0 | 2\% | 18 | 20 | (1) | (7\%) |
| Interest expense | (24) | (14) | (10) | 70\% | (38) |  | (38) |  |
| Foreign currency exchange loss, net | (13) | (18) | 5 | (26\%) | (11) | 45 | (56) |  |
| Other expense, net | (3) | (1) | (1) | 81\% | (35) | 4 | (39) |  |
| Income from continuing operations before income tax | 229 | 359 | (130) | (36\%) | 839 | 1538 | (699) | (45\%) |
| Income tax | (63) | (84) | 21 | (25\%) | (223) | (400) | 177 | (44\%) |
| Equity in net earnings/(losses) of associate | (0) | 0 | (0) | (106\%) | 0 | 54 | (54) | (99\%) |
| Net income | 166 | 276 | (109) | (40\%) | 616 | 1192 | (576) | (48\%) |
| Less: Net loss / (income) attributable to the non-controlling interest | 0 | 2 | (2) |  | 2 | 12 | (11) | (86\%) |
| Net (loss) / income attributable to OJSC Novolipetsk Steel stockholders | 167 | 278 | (111) | (40\%) | 617 | 1204 | (587) | (49\%) |
| EBITDA | 483 | 596 | (113) | (19\%) | 1511 | 1883 | (373) | (20\%) |

## CONSOLIDATED CASH FLOW STATEMENT

|  | Q3 2012 | Q2 2012 | Q3 2012/Q2 2012 |  | 9M 2012 | 9M 2011 | 9M 2012/9M 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (mln. USD) |  |  | +/- | \% |  |  | +/- | \% |
| Cash flow from operating activities |  |  |  |  |  |  |  |  |
| Net income | 166 | 276 | (109) | (40\%) | 616 | 1192 | (576) | (48\%) |
| Adjustments to reconcile net income to net cash provided by operating |  |  |  |  |  |  |  |  |
| Depreciation and amortization | 221 | 171 | 50 | 29\% | 569 | 460 | 109 | 24\% |
| Loss on disposals of property, plant and equipment | 0 | 37 | (37) |  | 38 | 23 | 14 | 62\% |
| (Gain)/loss on investments | (1) | 1 | (2) |  | 0 | (69) | 69 | (100\%) |
| Equity in net earnings of associate | 0 | (0) | 0 | (106\%) | (0) | (54) | 54 | (99\%) |
| Defferd income tax (benefit)/expense | 3 | 0 | 3 |  | (2) | 34 | (36) |  |
| Loss / (income) on forward contracts | (7) | (0) | (6) |  | (7) | 5 | (12) |  |
| Other movements | 28 | (25) | 54 |  | 8 | 92 | (84) |  |
| Changes in operating assets and liabilities |  |  |  |  |  |  |  |  |
| Increase in accounts receivables | 181 | (48) | 229 | (475\%) | 75 | 23 | 52 | 223\% |
| Increase in inventories | 79 | (146) | 225 |  | 128 | (490) | 618 |  |
| Decrease/(increase) in other current assets | 8 | 10 | (2) | (24\%) | 19 | 11 | 8 |  |
| Increase in accounts payable and oher liabilities | 24 | 13 | 11 | 89\% | 50 | 244 | (194) | (79\%) |
| Increase/(decrease) in current income tax payable | (19) | 16 | (35) |  | (2) | 13 | (15) | (117\%) |
| Net cash provided from operating activities | 684 | 304 | 380 | 125\% | 1491 | 1485 | 6 | 0\% |
| Cash flow from investing activities |  |  |  |  |  |  |  |  |
| Proceeds from sale of property, plant and equipment | 14 | 7 | 7 | 98\% | 24 | 16 | 8 | 50\% |
| Purchases and construction of property, plant and equipment | (347) | (453) | 106 | (23\%) | $(1157)$ | $(1529)$ | 372 | (24\%) |
| Proceeds from sale of investments | 11 | 11 | (1) | (5\%) | 261 | 691 | (431) | (62\%) |
| Placement of bank deposits and purchases of other investments | (14) | (12) | (2) | 19\% | (34) | (271) | 237 | (88\%) |
| Prepayment for acquisition of interests in new subsidiaries |  | (157) | 157 |  | (157) | (42) | (115) | 275\% |
| Net cash used in investing activities | (337) | (603) | 266 | (44\%) | (1063) | (1 134) | 71 | (6\%) |
| Cash flow from financing activities |  |  |  |  |  |  |  |  |
| Proceeds from borrowings and notes payable | 883 | 350 | 533 | 152\% | 1320 | 830 | 490 | 59\% |
| Repayments of borrowings and notes payable | (167) | (120) | (48) | 40\% | (551) | $(172)$ | 620 | (53\%) |
| Capital lease payments Proceeds from disposal of assets to the company | (6) | (6) | (1) | 10\% | (17) | (30) | 13 | (42\%) |
| Dividends to shareholders | (2) | (114) | 112 |  | (116) | (247) | 131 |  |
| Net cash used in financing activities | 707 | 111 | 596 |  | 635 | (305) | 941 |  |
| Net increase / (decrease) in cash and cash equivalents | 1055 | (188) | 1243 |  | 1063 | 45 | 1018 |  |
| Effect of exchange rate changes on cash and cash equivalents | (21) | 31 | (52) |  | (58) | 37 | (94) |  |
| Cash and cash equivalents at the beginning of the period | 769 | 926 | (157) | (17\%) | 797 | 748 | 49 | 7\% |
| Cash and cash equivalents at the end of the period | 1803 | 769 | 1034 | 134\% | 1803 | 830 | 973 | 117\% |

## CONSOLIDATED BALANCE SHEET

|  | $\begin{gathered} \text { as at } \\ 30.09 .2012 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 30.06 .2012 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 31.03 .2012 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 31.12 .2011 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 30.09 .2011 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 30.06 .2011 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 31.03 .2011 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 31.12 .2010 \end{gathered}$ | $\begin{gathered} \text { as at } \\ 31.12 .2009 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (min. USD) |  |  |  |  |  |  |  |  |  |
| ASSETS |  |  |  |  |  |  |  |  |  |
| Current assets | 6287 | 5230 | 5714 | 5504 | 5644 | 4811 | 4438 | 4105 | 3877 |
| Cash and cash equivalents | 1803 | 769 | 926 | 797 | 830 | 911 | 977 | 748 | 1247 |
| Short-term investments | 11 | 10 | 11 | 227 | 59 | 202 | 265 | 423 | 452 |
| Accounts receivable, net | 1559 | 1642 | 1786 | 1573 | 1694 | 1669 | 1295 | 1260 | 913 |
| Inventories, net | 2819 | 2733 | 2904 | 2828 | 2939 | 1923 | 1784 | 1580 | 1134 |
| Deferred income tax assets | 54 | 28 | 24 | 19 | 53 | 44 | 51 | 43 | 72 |
| Other current assets, net | 42 | 47 | 63 | 59 | 69 | 62 | 65 | 52 | 58 |
| Non-current assets | 12661 | 11873 | 12895 | 11753 | 11440 | 11140 | 10713 | 9794 | 8625 |
| Long-term investments, net | 13 | 9 | 9 | 8 | 9 | 932 | 728 | 688 | 468 |
| Property, plant and equipment, net | 11458 | 10716 | 11664 | 10570 | 10275 | 9436 | 9223 | 8382 | 7316 |
| Intangible assets | 146 | 148 | 159 | 159 | 173 | 177 | 181 | 181 | 203 |
| Goodwill | 778 | 752 | 802 | 760 | 728 | 534 | 528 | 495 | 557 |
| Other non-current assets, net | 25 | 17 | 244 | 19 | 10 | 22 | 25 | 26 | 68 |
| Deferred income tax assets | 240 | 230 | 17 | 237 | 245 | 38 | 28 | 21 | 12 |
| Total assets | 18949 | 17103 | 18609 | 17257 | 17084 | 15951 | 15150 | 13899 | 12502 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |  |  |  |  |  |
| Current liabilities | 4155 | 3579 | 3577 | 2940 | 3163 | 2141 | 1831 | 1652 | 1417 |
| Accounts payable and other liabilities | 1713 | 1582 | 1783 | 1623 | 2098 | 1535 | 1252 | 1107 | 841 |
| Short-term borrowings | 2434 | 1971 | 1781 | 1306 | 1031 | 544 | 553 | 526 | 557 |
| Current income tax liability | 9 | 26 | 12 | 11 | 34 | 62 | 26 | 19 | 19 |
| Non-current liabilities | 3875 | 3329 | 3880 | 4212 | 3849 | 2539 | 2718 | 2693 | 2475 |
| Long-term borrowings | 2850 | 2373 | 2693 | 3074 | 2791 | 2070 | 2074 | 2099 | 1939 |
| Deferred income tax liability | 752 | 690 | 762 | 714 | 705 | 455 | 450 | 401 | 396 |
| Other long-term liabilities | 273 | 266 | 425 | 425 | 353 | 14 | 194 | 194 | 140 |
| Total liabilities | 8030 | 6908 | 7457 | 7152 | 7012 | 4680 | 4549 | 4345 | 3892 |
| Stockholders' equity |  |  |  |  |  |  |  |  |  |
| Common stock | 221 | 221 | 221 | 221 | 221 | 221 | 221 | 221 | 221 |
| Statutory reserve | 10 | 10 | 10 | 10 | 10 | 10 | 10 | 10 | 10 |
| Additional paid-in capital | 306 | 306 | 306 | 306 | 306 | 306 | 99 | 99 | 112 |
| Other comprehensive income | (1178) | (1738) | (613) | (1489) | (1391) | (108) | (241) | (917) | (797) |
| Retained earnings | 11604 | 11437 | 11272 | 11099 | 10945 | 10984 | 10654 | 10261 | 9171 |
| NLMK stockholders' equity | 10964 | 10237 | 11196 | 10147 | 10092 | 11414 | 10742 | 9675 | 8718 |
| Non-controlling interest | (45) | (42) | (45) | (42) | (21) | (144) | (141) | (121) | (108) |
| Total stockholders' equity | 10919 | 10195 | 11151 | 10105 | 10072 | 11270 | 10601 | 9554 | 8610 |
| Total liabilities and stockholders' equity | 18949 | 17103 | 18609 | 17257 | 17084 | 15951 | 15150 | 13899 | 12502 |

## NLMK

Investor relations

Russia, 115054, Moscow
Bakhrushina str, 18, bldg 1
t. +74959151575
f. +74959157904
ir@nlmk.com


[^0]:    Source: World Steel Dynamics. Data as of the end of 9M 2012

[^1]:    Cash and equivalents and ST deposits
    As of 30.09.2012r.
    Management accounts data

