

**IR contact info:**

Dmitry Kolomytsyn, CFA
+7 (495) 504 0504
ir@nlmk.com

Media contact info:

Sergey Babichenko
+7 (916) 824 6743
babichenko_sy@nlmk.com

Press release

15 October 2018

Q3 2018 NLMK GROUP TRADING UPDATE*

In Q3 2018, steel output grew by 1% qoq to 4.4 m t (flat yoy); capacity utilization rate remained high at 99%. Group sales in Q3 2018 grew by 1% qoq to 4.4 m t (+4% yoy).

Q3 2018 highlights:

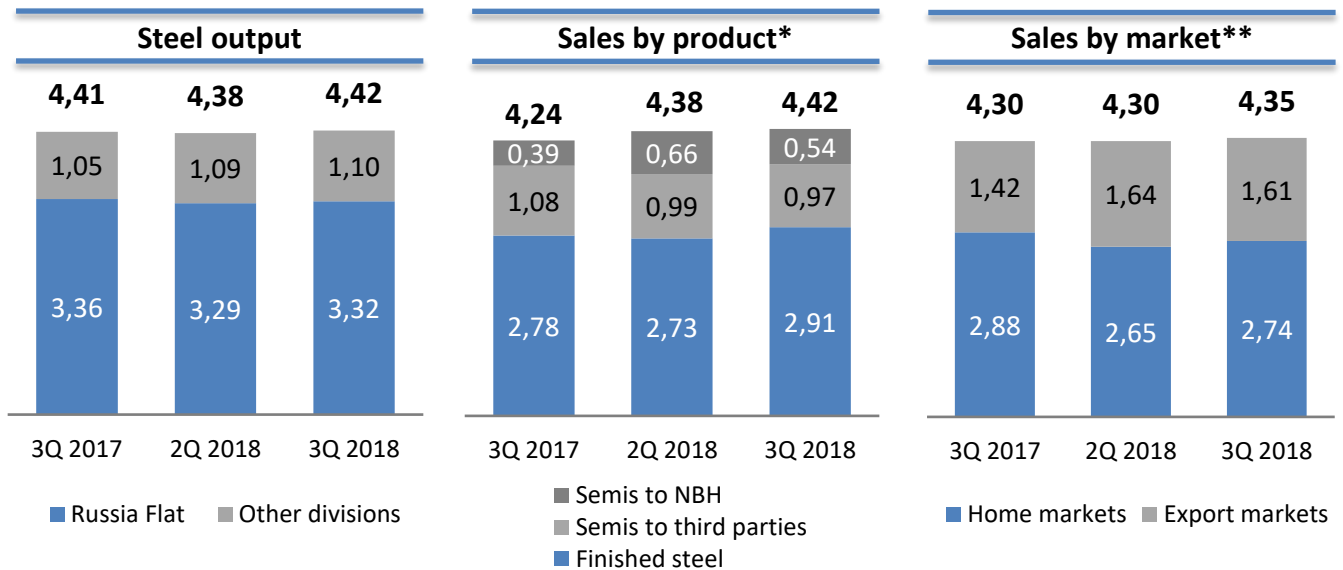
- Steel output grew by 1% qoq (flat yoy) to 4.4 m t.
- Sales totalled 4.4 m t (+1% qoq). This growth was supported by the increase in long steel sales as previously accumulated stocks were being sold off. The share of finished products in Group sales grew by 4 p.p. qoq to 66%. Sales grew by 4% yoy, driven mainly by the growth of semi-finished product and long steel sales.
- Group sales in home markets accounted for 63% (+1 p.p. qoq; -4 p.p. yoy) in total sales.

9M 2018 highlights:

- Steel output grew by 3% yoy to 13.1 m t, driven by the growth in output at the Group's Russian and American sites as a result of the uptick in demand.
- Group sales totalled 13.0 m t, up 7% yoy, due to the growth of semi-finished product and long steel sales to third parties.
- Group sales in home markets accounted for 63% (-2 p.p. yoy) in total sales.

* Hereinafter, Q3 and 9M 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 Q3 2018 operating performance



Steel output grew by 1% qoq to 4.42 m t (flat yoy). Growth of output was driven by the increase in steel production volumes at NLMK's Russian sites.

Sales totalled 4.42 m t (+1% qoq), driven by the growth in long product sales as previously accumulated stocks were being sold off.

Compared to Q3 2017, sales grew by 4% yoy, due to the increase in sales of slabs, square billets and long products, and the growth in HVA product sales to international markets.

Sales breakdown: finished product sales grew by 6% qoq to 2.91 m t (+5% yoy) due to long product stocks being sold off in response to an uptick in demand after the World Cup.

Semis sales to third parties totalled 0.97 m t (-2% qoq; -10% yoy). This decrease was caused by the drop in demand for slabs from the pipe & tube sector in Russia, and the decrease in pig iron exports ([Appendix 2](#), [Appendix 13](#)).

Slab deliveries to NBH JV decreased by 18% qoq (+41% yoy) to 0.54 m t, due to seasonal maintenance at NLMK's European companies ([Appendix 2](#)).

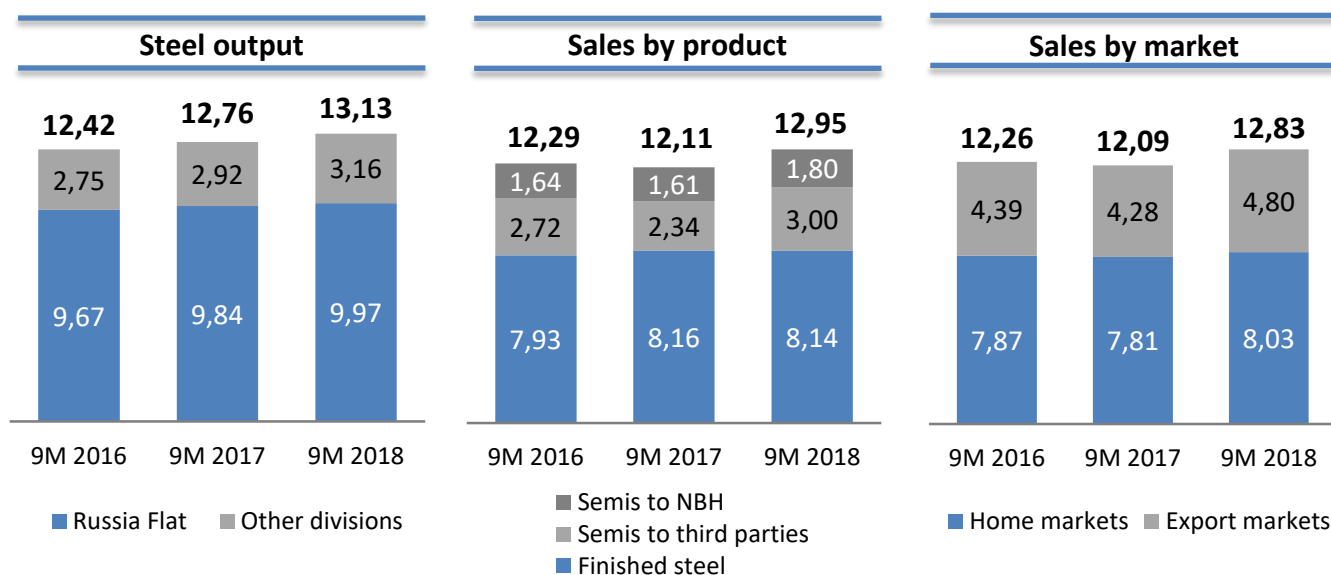
Growth of sales to home markets by 3% qoq (-5% yoy) to 2.74 m t was driven by the increase in Russian sales by 15% qoq. Local sales of NLMK Group's companies in the US decreased by 8% qoq, with consumers expecting for the downward price trend that started in July to continue. Sales by European companies decreased by 13% qoq due to seasonal maintenance activities ([Appendix 1](#)).

Sales to external markets decreased by 2% qoq to 1.61 m t (+13% yoy) due to the decrease in finished flat product export sales by NLMK Russia Flat division.

* Hereinafter without NBH

** Hereinafter with NBH

NLMK Group's 9M 2018 operating performance



Steel output grew by 3% yoy to 13.13 m t. NLMK Russia Flat's share in steel output decreased by 1 p.p. yoy, while the Division's output in absolute terms grew by 1% yoy to 9.97 m t, due to the outstripping growth of production at other divisions (mainly NLMK Russia Long).

Sales totalled 12.95 m t (+7% yoy), driven by the increase in semi-finished product sales due to the uptick in demand on the international markets.

Sales breakdown: finished product sales remained flat yoy (8.14 m t). The share of HVA products in total sales increased due to a part of HRC being redirected for further downstream processing to satisfy growing demand.

Semis sales to third parties grew to 3.00 m t (+28% yoy), driven by the uptick in demand in export markets for all types of products: slabs, pig iron, and square billet ([Appendix 2](#), [Appendix 13](#)).

Slab deliveries to NBH JV increased by 12% yoy to 1.80 m t, supported by the growth in the Division's sales ([Appendix 2](#)).

Sales to home markets totalled 8.03 m t (+3% yoy). Sales growth was achieved in all home markets: by 5% yoy to 1.78 m t in the US, by 4% yoy to 1.89 m t in the EU, and by 1% yoy to 4.37 m t in Russia. The Group's share of sales on its home markets decreased by 2 p.p. to 63%.

Sales to external markets were up 12% yoy to 4.80 m t, driven by higher slab and pig iron sales.

Global prices:

Q3 2018

Average raw material prices in the global market:

- Average coal price in the global market dropped by 2% qoq (-1% yoy) due to extensive offer from Australia in July. In August and September prices grew due to intensified demand from Indian and Chinese manufacturers. Global prices were also impacted by the delays in deliveries from the US caused by the hurricane and the decrease in the throughput capacity at Australia's ports due to maintenance.
- Average prices for iron ore were up 1% qoq (-6% yoy).
- Scrap prices in the US decreased by 5% qoq (+21% yoy). Scrap prices in the European market dropped by 7% qoq. The decrease in prices was impacted by the devaluation of the Turkish lira and the decrease in demand in August, among other factors. Prices in Russia decreased by 2% qoq (+11% yoy).

Average steel product prices:

- In the Russian market, average prices for uncoated flat steel lost 5-7% qoq (+10% yoy) in dollar terms, due to the decrease in global prices and the devaluation of the RUB/US\$ exchange rate. RUB HRC prices were down by 2% qoq (+22% yoy), while CRC prices were up 1% qoq (+22% yoy). Average rebar prices in dollar terms decreased by 4% qoq (+15% yoy). Rebar RUB prices grew by 2% qoq (+28% yoy).
- Export slab prices (FOB Black Sea) decreased by 4% qoq (+15% yoy).
- Steel product prices in the US decreased by 1% qoq (+22-41% yoy). Prices dropped as the supply/demand balance was restored in the US market.
- In the EU, steel product prices in dollar terms were down 0-3% qoq (+4-8% yoy) due to the strengthening of the US/EUR exchange rate; EUR prices were 0.5-3% up qoq.



NLMK RUSSIA FLAT PRODUCTS¹

Q3 2018 performance

Steel output increased by 1% qoq (-1% yoy) to 3.32 m t ([Appendix 9](#)) due to the completion of planned equipment maintenance.

Sales of the Segment decreased by 7% qoq and yoy, driven by reduced deliveries of semis to NLMK's companies in Europe and the US ([Appendix 2](#)) and reduced sales of HRC due to planned maintenance of Mill 2000.

Sales breakdown: finished steel sales were down 1% qoq (-5% yoy) to 1.46 m t amid reduced demand in export markets. Nonetheless, HVA product sales grew by 10% qoq and +1% yoy to 0.89 m t (+15% qoq in Russia) since a part of HRC was redirected for further downstream processing to satisfy growing demand in this product segment.

Sales of semis dropped by 12% qoq (-8% yoy) due to reduced slab sales driven by planned maintenance at the sites in Europe.

Sales markets: sales in Russia dropped by 3% qoq to 1.04 m t (-24% yoy) amid reduced demand from the tube & pipe sector. ([Appendix 3](#)). Sales in export markets dropped by 9% qoq (+4% yoy) to 2.15 m t due to reduced slab sales in the EU driven by planned maintenance at the companies in Europe.

9M 2018 performance

Steel output increased by 1% yoy to 9.97 m t ([Appendix 9](#)) amid growing demand for NLMK's products.

Sales increased by 1% yoy to 9.96 m t amid growing demand for semis in export markets ([Appendix 2](#)).

Sales breakdown: finished steel sales dropped by 7% yoy to 4.19 m t driven by sales redistribution in favour of semis due to increased demand for this product in international markets. The share of finished steel was down 4 p.p. to 42%.

Semis sales climbed 9% yoy to 5.77 m t, supported by higher pig iron and slab exports.

Sales markets: sales in Russia fell back by 1% yoy to 3.11 m t. Export sales totalled 6.85 m t (+2% yoy).

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



NLMK RUSSIA LONG PRODUCTS²

Q3 2018 performance

Steel output grew by 4% qoq to 0.88 m t (+3% yoy), supported by high seasonal demand ([Appendix 9](#)).

Sales grew by 46% qoq (+27% yoy) to 0.93 m t ([Appendix 4](#)), supported by the pick-up in demand after the World Cup and subsequent sales of previously accumulated finished steel stocks. Rebar sales in Russia posted the biggest growth. The share of finished steel in total sales climbed 4 p.p. qoq to 79% (-1 p.p. yoy).

Sales markets: sales in Russia grew by 76% qoq to 0.58 m t due to higher sales of finished long steel, while export sales grew by 15% qoq (+20% yoy) to 0.36 m t. The share of sales in Russia increased by 11 p.p. qoq to 62% (+2 p.p. yoy).

Scrap: scrap sales declines by 2% qoq (+1% yoy) to 1.46 m t. 99% of scrap is still supplied to NLMK Group facilities ([Appendix 4](#)).

9M 2018 performance

Steel output climbed 9% yoy to 2.48 m t ([Appendix 9](#)) due mostly to steel output growth at NLMK Ural.

Sales went up by 9% yoy to 2.34 m t, driven by growing supplies of finished long products to the Russian market and semis for export ([Appendix 4](#)).

Sales breakdown: finished steel sales totalled 1.77 m t (+4% yoy) due mostly to stronger sales of rebar and wire rod. The share of finished steel reduced by 4 p.p. to 76%.

Semis sales grew by 31% yoy to 0.57 m t due to increasing demand on export markets.

Sales markets: sales in Russia climbed 7% yoy to 1.27 m t. Export sales amounted to 1.08 m t (+11% yoy). The share of export sales increased by 1 p.p. yoy to 45%.

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

Q3 2018 performance

Output of iron ore increased by 3% qoq to 4.64 m t (+7% qoq), driven by growing output of concentrate and pellets ([Appendix 12](#)).

Pellet output totalled 1.70 m t (+2% qoq and yoy), or 6.81 m t in year-on-year terms with planned output of the pelletizing plant of 6 m t per year.

Iron ore sales climbed 2% qoq to 4.60 m t (+5% yoy). This growth was supported by the increase of iron ore needs at NLMK Lipetsk ([Appendix 5](#)).

9M 2018 performance

Output of iron ore grew by 6% yoy to 13.59 m t, driven by increased pellet output due to last year's low base effect (the pelletizing plant reached its design capacity in Q3 ([Appendix 12](#))).

Pellet output totalled 5.04 m t (+15% yoy) due to full capacity utilization rates.

Iron ore sales grew by 6% yoy to 13.63 m t due to an upturn in pellet sales ([Appendix 5](#)).



NLMK USA³

Q3 2018 performance

Sales dropped by 8% qoq to 0.59 m t, driven by customer expectations of prices slumping further after hitting an all-time high in July ([Appendix 6](#)).

The 4% increase yoy became possible due to the uptick in the US market and economy in 2018.

9M 2018 performance

Sales grew by 5% yoy to 1.78 m t against the backdrop of growing supplies of HRC and HDG, supported by growth of consumer demand.

NLMK DANSTEEL

Q3 2018 performance

Sales of plates dropped by 11% qoq to 0.12 m t due to planned maintenance in September. Compared to Q3 2017, sales gained 14%, driven by growth of demand from key plate consumers ([Appendix 7](#)).

9M 2018 performance

Sales climbed 13% yoy to 0.40 m t, supported by stronger demand for plates.

JOINT VENTURE - NLMK Belgium Holdings (NBH)⁴

Q3 2018 performance

NBH sales went down by 18% qoq to 0.47 m t (+5% yoy) also due to planned seasonal maintenance ([Appendix 8](#)).

Sales of flat steel dropped to 0.32 m t (-16% qoq and +11% yoy), due mostly to the decrease in HRC sales.

Sales of plates and ingots fell by 22% qoq to 0.16 m t (-4% yoy), driven by maintenance activities. NLMK slab supplies in Q3 2018 declined by 18% qoq, following Segment sales (high base effect of the previous quarter), to 0.54 m t (+41% yoy) ([Appendix 2](#)).

9M 2018 performance

Sales grew by 5% yoy to 1.69 m t, due mostly to stronger demand for flat steel.

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

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	Q3 2018	Q2 2018	QoQ	Q3 2017	YoY	9M 2018	9M 2017	YoY
Crude steel production (without NBH)	4.377	4.326	1%	4.363	0%	12.971	12.597	3%
Crude steel production (with NBH)	4.421	4.382	1%	4.406	0%	13.129	12.760	3%
Capacity utilization	99%	99%	0 п.п.	100%	-1 п.п.	99%	98%	+1 п.п.
Sales, m t								
Semi-finished steel ⁵	1.512	1.651	-8%	1.461	3%	4.806	3.953	22%
Finished steel	2.906	2.733	6%	2.779	5%	8.142	8.156	0%
Flat	2.169	2.251	-4%	2.191	-1%	6.368	6.445	-1%
Longs and metalware	0.737	0.482	53%	0.589	25%	1.774	1.711	4%
Total consolidated sales	4.418	4.384	1%	4.240	4%	12.948	12.109	7%
Sales to home markets of the Group ⁶	63%	62%	+1 п.п.	67%	-4 п.п.	63%	64%	-1 п.п.
Sales to external markets	37%	38%	-1 п.п.	33%	+4 п.п.	37%	36%	+1 п.п.
For information: slab sales to foreign subsidiaries and affiliates	0.956	1.118	-14%	0.958	0%	3.328	3.408	-2%
Segment sales								
Russian Flat Products	3.189	3.433	-7%	3.425	-7%	9.959	9.822	1%
Russian Long Products	0.934	0.639	46%	0.737	27%	2.344	2.145	9%
Mining	4.597	4.518	2%	4.387	5%	13.625	12.906	6%
NLMK USA	0.590	0.638	-8%	0.568	4%	1.781	1.689	5%
Dansteel	0.121	0.137	-11%	0.107	14%	0.400	0.353	13%
For information: NBH Sales	0.472	0.578	-18%	0.448	5%	1.690	1.603	5%

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	Q3 2018	Q2 2018	QoQ	Q3 2017	YoY	9M 2018	9M 2017	YoY
Pig iron	0.145	0.205	-29%	0.178	-19%	0.610	0.292	> 100%
Slabs incl.	1.585	1.750	-9%	1.706	-7%	5.158	5.016	3%
Slab sales to foreign subsidiaries and affiliates	0.956	1.118	-14%	0.958	0%	3.328	3.408	-2%
to NLMK USA, NLMK Dansteel	0.415	0.458	-9%	0.572	-28%	1.527	1.793	-15%
to NBH	0.542	0.660	-18%	0.386	41%	1.801	1.615	12%
Hot-rolled steel	0.567	0.666	-15%	0.659	-14%	1.748	2.061	-15%
Cold-rolled steel	0.389	0.362	7%	0.396	-2%	1.068	1.188	-10%
Galvanized steel	0.227	0.198	15%	0.227	0%	0.621	0.537	16%
Pre-painted steel	0.128	0.101	27%	0.133	-3%	0.316	0.310	2%
Dynamo steel	0.079	0.077	3%	0.062	28%	0.228	0.231	-1%
Transformer steel	0.069	0.073	-5%	0.063	10%	0.210	0.186	13%
incl. VIZ-Steel	0.043	0.043	0%	0.041	7%	0.127	0.117	9%
Total products	3.189	3.433	-7%	3.425	-7%	9.959	9.822	1%
Coke sales from Altai-Koks ⁵	0.899	0.865	4%	1.029	-13%	2.662	3.078	-14%
incl. to NLMK Lipetsk	0.719	0.682	5%	0.743	-3%	2.074	2.302	-10%

Appendix 3. NLMK Russia Flat sales by region and product

Sales, m t	Q3 2018	Q2 2018	QoQ	Q3 2017	YoY	9M 2018	9M 2017	YoY
Russian market	1.043	1.080	-3%	1.364	-24%	3.106	3.127	-1%
Semi-finished products	0.096	0.159	-39%	0.247	-61%	0.459	0.468	-2%
Hot-rolled steel	0.358	0.410	-13%	0.512	-30%	1.070	1.176	-9%
Cold-rolled steel	0.224	0.207	8%	0.261	-14%	0.633	0.642	-1%
Galvanized steel	0.212	0.179	19%	0.190	12%	0.558	0.471	18%
Pre-painted steel	0.127	0.100	27%	0.129	-2%	0.311	0.301	3%
Dynamo steel	0.017	0.016	4%	0.013	31%	0.045	0.040	14%
Transformer steel	0.010	0.011	-5%	0.011	-6%	0.030	0.030	1%
Export markets	2.146	2.352	-9%	2.061	4%	6.853	6.695	2%
Semi-finished products	1.634	1.797	-9%	1.637	0%	5.309	4.841	10%
Hot-rolled steel	0.209	0.257	-18%	0.147	42%	0.677	0.885	-24%
Cold-rolled steel	0.165	0.155	7%	0.134	23%	0.435	0.547	-20%
Galvanized steel	0.015	0.019	-22%	0.038	-61%	0.063	0.066	-4%
Pre-painted steel	0.002	0.002	1%	0.003	-47%	0.006	0.009	-38%
Dynamo steel	0.062	0.061	2%	0.049	27%	0.183	0.191	-4%
Transformer steel	0.059	0.062	-5%	0.052	13%	0.180	0.156	15%
Total sales	3.189	3.433	-7%	3.425	-7%	9.959	9.822	1%

Appendix 4. NLMK Russia Long sales by product

Sales, m t	Q3 2018	Q2 2018	QoQ	Q3 2017	YoY	9M 2018	9M 2017	YoY
Billet	0.198	0.157	26%	0.148	33%	0.569	0.434	31%
Rebar	0.570	0.331	72%	0.434	31%	1.289	1.267	2%
Sections	0.022	0.017	30%	0.011	> 100%	0.055	0.023	> 100%
Wire rod	0.072	0.079	-9%	0.069	4%	0.241	0.216	11%
Metalware	0.073	0.056	30%	0.075	-3%	0.190	0.205	-7%
Total steel products	0.934	0.639	46%	0.737	27%	2.344	2.145	9%
Ferrous and non-ferrous scrap, incl.	1.460	1.493	-2%	1.451	1%	3.664	3.459	6%
to NLMK Ural	0.561	0.554	1%	0.558	0%	1.391	1.254	11%
to NLMK Kaluga	0.394	0.448	-12%	0.397	-1%	1.106	0.997	11%
to NLMK Lipetsk	0.489	0.477	2%	0.482	2%	1.124	1.160	-3%

Appendix 5. Mining Division sales

Sales, m t	Q3 2018	Q2 2018	QoQ	Q3 2017	YoY	9M 2018	9M 2017	YoY
Iron ore concentrate	2.507	2.460	2%	2.333	7%	7.419	7.397	0%
incl. to NLMK Lipetsk	2.507	2.460	2%	2.333	7%	7.419	7.388	0%
Pellets	1.706	1.678	2%	1.675	2%	5.074	4.391	16%
incl. to NLMK Lipetsk	1.706	1.678	2%	1.675	2%	5.074	4.391	16%
Sinter ore	0.384	0.380	1%	0.378	2%	1.132	1.118	1%
incl. to NLMK Lipetsk	0.384	0.380	1%	0.378	2%	1.132	1.118	1%
Total	4.597	4.518	2%	4.387	5%	13.625	12.906	6%
incl. to NLMK Lipetsk	4.597	4.518	2%	4.387	5%	13.625	12.897	6%

Appendix 6. NLMK USA sales

Sales, m t	Q3 2018	Q2 2018	QoQ	Q3 2017	YoY	9M 2018	9M 2017	YoY
Hot-rolled steel	0.309	0.369	-16%	0.320	-4%	0.997	0.926	8%
Cold-rolled steel	0.128	0.129	-1%	0.115	11%	0.380	0.378	1%
Galvanized steel	0.152	0.139	10%	0.131	16%	0.399	0.377	6%
Total NLMK USA⁸	0.590	0.638	-8%	0.568	4%	1.781	1.689	5%

⁷ НЛМК США кроме готового проката реализует незначительные объемы товарных слябов, не включенные в общий объем продаж проката. В 3 кв. 2018 г. продажи слябов составили 1 тыс. т.

Appendix 7. Dansteel sales

Sales, m t	Q3 2018	Q2 2018	QoQ	Q3 2017	YoY	9M 2018	9M 2017	YoY
Thick plates	0.121	0.137	-11%	0.107	14%	0.400	0.353	13%

Appendix 8. NBH (associated companies) sales

Sales, m t	Q3 2018	Q2 2018	QoQ	Q3 2017	YoY	9M 2018	9M 2017	YoY
Hot-rolled steel	0.240	0.289	-17%	0.214	12%	0.851	0.749	14%
Cold-rolled steel	0.008	0.008	-1%	0.009	-9%	0.027	0.040	-32%
Coated steel	0.067	0.081	-16%	0.063	7%	0.236	0.234	1%
Total flat steel	0.316	0.378	-16%	0.286	11%	1.114	1.023	9%
Semi-finished (ingots)	0.013	0.018	-27%	0.017	-22%	0.053	0.060	-12%
Thick plates	0.142	0.182	-22%	0.145	-2%	0.523	0.520	1%
Total steel products	0.472	0.578	-18%	0.448	5%	1.690	1.603	5%

Appendix 9. NLMK Group steel output

Production, m t	Q3 2018	Q2 2018	QoQ	Q3 2017	YoY	9M 2018	9M 2017	YoY
NLMK Lipetsk	3.320	3.294	1%	3.356	-1%	9.972	9.842	1%
NLMK Long Products	0.885	0.851	4%	0.860	3%	2.482	2.274	9%
incl. NLMK Kaluga	0.376	0.375	0%	0.375	0%	1.076	1.007	7%
NLMK Indiana (NLMK USA)	0.172	0.181	-5%	0.146	17%	0.517	0.481	8%
NLMK Group (without NBH)	4.377	4.326	1%	4.363	0%	12.971	12.597	3%
<i>for information</i>								
NBH, NLMK Europe (EAF)	0.044	0.056	-20%	0.043	3%	0.158	0.163	-4%
NLMK Group (with NBH)	4.421	4.382	1%	4.406	0%	13.129	12.760	3%

Appendix 10. NLMK Group steel product output

Производство, млн т	Q3 2018	Q2 2018	QoQ	Q3 2017	YoY	9M 2018	9M 2017	YoY
Товарный чугун	0.211	0.172	23%	0.187	13%	0.548	0.319	71%
Товарные слэбы	1.361	1.217	12%	1.105	23%	3.714	3.094	20%
Листовой прокат	2.089	2.229	-6%	2.125	-2%	6.479	6.427	1%
Товарная заготовка	0.226	0.168	35%	0.219	3%	0.563	0.488	16%
Сортовой прокат	0.578	0.576	0%	0.541	7%	1.652	1.495	11%
Метизы	0.069	0.064	8%	0.077	-11%	0.197	0.208	-5%
Итого металлопродукция	4.533	4.425	2%	4.254	7%	13.152	12.031	9%

Appendix 11. NLMK Russia Flat steel product output

Production, m t	Q3 2018	Q2 2018	QoQ	Q3 2017	YoY	9M 2018	9M 2017	YoY
Merchant pig iron	0.211	0.172	23%	0.187	13%	0.548	0.319	71%
Merchant slabs	1.776	1.675	6%	1.677	6%	5.241	4.887	7%
Hot-rolled steel	0.547	0.641	-15%	0.620	-12%	1.823	1.993	-9%
Cold-rolled steel	0.403	0.375	8%	0.392	3%	1.156	1.167	-1%
Galvanized steel	0.210	0.221	-5%	0.193	9%	0.633	0.550	15%
Pre-painted steel	0.105	0.102	3%	0.102	3%	0.308	0.319	-3%
Dynamo steel	0.076	0.075	1%	0.072	6%	0.226	0.228	-1%
Transformer steel	0.069	0.070	-2%	0.067	3%	0.209	0.186	12%
Total steel products	3.396	3.330	2%	3.310	3%	10.143	9.649	5%

Appendix 12. Output of main raw materials

Production, m t	Q3 2018	Q2 2018	QoQ	Q3 2017	YoY	9M 2018	9M 2017	YoY
Coke	1.537	1.463	5%	1.662	-8%	4.507	4.925	-9%
NLMK Lipetsk	0.617	0.609	1%	0.627	-2%	1.824	1.848	-1%
Altai-Koks	0.920	0.854	8%	1.034	-11%	2.683	3.078	-13%
Iron ore	4.635	4.491	3%	4.316	7%	13.593	12.833	6%
Iron ore concentrate	2.558	2.445	5%	2.270	13%	7.426	7.312	2%
Sinter ore	0.375	0.375	0%	0.382	-2%	1.126	1.140	-1%
Pellets	1.702	1.671	2%	1.664	2%	5.041	4.381	15%
Scrap	0.733	0.681	8%	0.661	11%	1.736	1.613	8%

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

Sales, m t	Q3 2018	Q2 2018	QoQ	Q3 2017	YoY	9M 2018	9M 2017	YoY
Semi-finished	1.512	1.651	-8%	1.461	3%	4.806	3.953	22%
Pig iron	0.142	0.201	-29%	0.176	-19%	0.601	0.287	> 100%
Slabs	1.172	1.293	-9%	1.136	3%	3.635	3.232	12%
Billet	0.198	0.157	26%	0.148	33%	0.569	0.434	31%
Flat steel	2.169	2.251	-4%	2.191	-1%	6.368	6.445	-1%
Plate	0.121	0.137	-11%	0.107	14%	0.400	0.353	13%
Hot-rolled steel	0.875	1.036	-15%	0.979	-11%	2.744	2.987	-8%
Cold-rolled steel	0.516	0.491	5%	0.489	6%	1.448	1.464	-1%
Galvanized steel	0.379	0.336	13%	0.358	6%	1.021	0.914	12%
Pre-painted steel	0.128	0.101	27%	0.133	-3%	0.316	0.310	2%
Transformer steel	0.069	0.073	-5%	0.063	10%	0.210	0.186	13%
Dynamo steel	0.079	0.077	3%	0.062	28%	0.228	0.231	-1%
Long products	0.737	0.482	53%	0.589	25%	1.774	1.711	4%
Long	0.664	0.426	56%	0.514	29%	1.584	1.506	5%
Metalware	0.073	0.056	30%	0.075	-3%	0.190	0.205	-7%
Total steel products	4.418	4.384	1%	4.240	4%	12.948	12.109	7%