









# **Building Momentum Through Transformation**

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**RUSSIA: ENERGIZING THE WORLD** 

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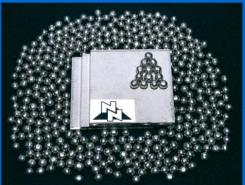
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## **MMC Norilsk Nickel Today**



- Leading Russian mining and metals company with global sales network
  - The largest producer of nickel with ~19% share of world mined production
  - The largest producer of palladium with ~52% share of world mined production
  - The largest producer of platinum outside of South
     Africa with ~ 12% share of world mined production
- The lowest cost producer of refined nickel with largest amount of nickel in attributable reserves and resources
- The largest metals and mining company in Russia in terms of revenue and market capitalization
- The largest company in Murmansk and Krasnoyarsk regions
- The highest combined credit rating amongst Russian private companies
- Recognized leader in corporate governance and transparency







## **Recent Events & Developments**



**Successful Completion of Polyus Gold Spin-off** 

**New Production Strategy and Cooperation Initiatives** 

**Disclosure of PGM Reserves** 

**Energy & Transportation Developments** 

**Management Structure Reform** 

**Investment Grade Credit Rating** 

## Management Efficiency – Gold Assets Spin-off



### Rationale behind Gold Assets Spin-off

- Unlocking value to all shareholders
- Two unique and differentiated investment cases: Norilsk Nickel and Polyus Gold
- Successful trading of rights on Polyus Gold ADRs in grey market
- Market Cap of Norilsk Nickel at the beginning of 2005 just over \$10 bln (including gold mining assets)
- Market cap of Polyus Gold at \$8.2 bln as of September 5, 2006
- Combined Market Cap close to \$34 bln as of September 5, 2006

### Completion of the Spin-off

- All stages delivered on time
- Organizational meeting of Polyus Gold 3 March 2006
- Formation date of Polyus Gold 17 March 2006
- Trading date for Polyus Gold shares 4 May 2006
- Listing of Polyus Gold in Russia RTS: 12 May 2006 and MICEX: 22 May 2006
- Level 1 ADR program established 10 July 2006

## **New Corporate Mission**



MMC Norilsk Nickel aims to strengthen its leadership in the global mining and metals industry and its role as a responsible producer and supplier of base and precious metals through

- Effective use of unique mineral resources and stability of operating costs
- Growth in prospecting, exploration and development of world class mineral deposits
- Support of sustainable development in the regions in which the company operates

## **Key Objectives of Production Strategy**



- Review mine development plans and develop optimal long term mining calendar in order to prepare for gradual depletion of currently mined deposits and compensate for expected decrease in ore grades
- Begin optimization of technical-production configuration ("footprint") by reducing the number of production shops and simplify process flow sheets
- Develop technical solutions to improve effectiveness of ore beneficiation (concentrate quality and sulphur extraction into tailings), increase utilization in metallurgy, and keep emissions within agreed limits
- Ensure stability of operations and production output of base and precious metals
- Retain focus on controlling unit costs and improving capital efficiency to retain current cost position among nickel producers

## **Key Elements of Production Strategy**











### **Mining**

### Increase ore throughput from 21 mta to 26 mta by 2015

- Build new mines
  - Skalisty (Talnakh)
  - Severny-Gluboky (Kola)
- Optimize existing mines utilization

### Beneficiation

- Expand ore beneficiation facilities in Taimyr
- Improve quality of concentrates and sulfur extraction at the beneficiation stage

## **Smelting**

- Reduce number of nickel concentrate smelting sites in Taimyr by closing sintering/smelting at Nickel Plant
   Invest into sulfur
- Invest into sulfur emissions reduction

### Refining

- Improve metal recoveries in refining
- Examine and test new technologies of nickel and copper refining in Kola

## **Metal Output and Capital Investments**



### **Metal production volumes**

- Planned mining calendar foresees increase in nickel production while keeping copper and PGMs at current levels
  - Nickel production growth from existing level of 243 kta to ~260 kta by 2011
  - Maintenance of copper production at ~420 kta
  - Maintenance of PGM production at ~114 t/year
- Mine calendar sets base off of which incremental volumes can be achieved through
  - Operational improvements
  - Technical solutions in ore beneficiation
  - Continued optimization of the production "footprint"

### **Capital investment program**

- Overall investment increase focused on intensive development of mineral reserve base to compensate for planned depletion of existing ore and creation of foundation for long-term production development in Taimyr and Kola
- Annual capex requirements for production strategy in period from 2007-2010 approximately \$800 – 1,000 mln/year

### **Polar Division**

- Mine development \$450 470 mln/year
- Ore beneficiation \$140 mln/year in the period 2007-2009
- Metallurgy \$290 300 mln/year including investments in sulfur utilization projects

#### **Kola MMC**

- Mine development \$50 mln/year in 2007-2010 to complete Severny-Gluboky construction
- Metallurgy \$100 150 mln/year in 2007-2009, depending on metallurgical configuration

## **Production Guidance**

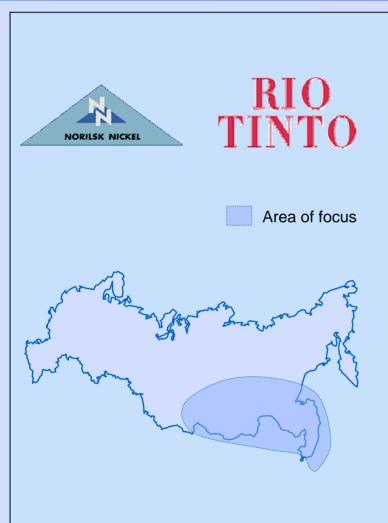


Production volume	2006F	1H2006	2005	2004
Nickel (in '000 tons)	243 - 248	121	243	243
Copper (in '000 tons)	422 - 427	218	452	447
Palladium* (in '000 ounces)	3,050 - 3,100	1,656	3,133	-
Platinum* (in '000 ounces)	720 - 730	398	751	-

<sup>\*</sup> Production volumes of palladium and platinum disclosed from January 1, 2005 and represent only Russian produced (without production of Stillwater Mining Company)

## Rio Tinto – JV Exploration and Development





- JV agreement signed January 27<sup>th</sup>, 2006
- RioNor Exploration LLC founded in April to manage exploration and development activities
- 51% owned by Norilsk, 49% owned by Rio Tinto
- Bruno Hegner appointed General Director; Maxim Finsky, Chairman of Board
- Initial focus on southern regions of East Siberia and Far East
- Work programs and budget approved; review of potential projects underway



Leigh Clifford (RT), Mikhail Prokhorov (NN)

# **BHP Billiton – Exploration & Development Alliance**





- Alliance agreement signed June 12th, 2006
- Joint Steering
   Committee to
   oversee exploration
   and development
   activities
- Project companies to be owned 50%+1 share by Norilsk, 50%-1 by BHP Billiton
- Initial focus on North West and Western Siberia



Mikhail Prokhorov (NN), Chip Goodyear (BHPB)

### **PGM Disclosure**



2002 2003 2004 2005 2006

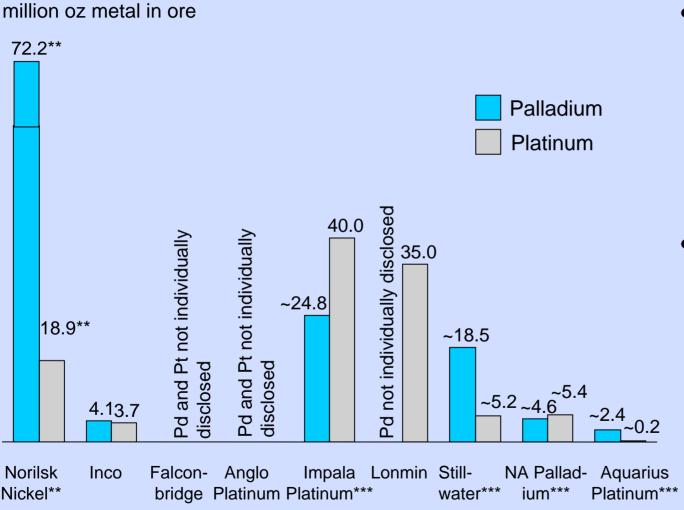
- PGM sales reported in currency only
- Russian

   Parliament
   approves
   amendment
   to Federal
   Law "On
   State
   Secrecy"
- Amendment to Federal Law "On State Secrecy" enters into force and PGM resource data declassified
- First time release of PGM production figures
- PGM resource data included in scope of independent resource audit, conducted by Micon
- Release of independently audited PGM Reserves in accordance with JORC Code
- Quarterly disclosure of PGM production data

# Norilsk's PGMs Reserve Position vs Competitors



### **PGM Metal in Attributable Proved and Probable Reserves\***



- Relative to published information from other PGM producers, Norilsk leading in terms of combined Pd and Pt Reserves
- A number of producers still do not disclose individual Palladium and Platinum reserve figures

Source: Company reports, MEG database

<sup>\*</sup> Reserve status as of December 31, 2004 except: Impala and Aquarius data as of June 30, 2005, Lonmin data as of September 30, 2005.

<sup>\*\*</sup> Norilsk figures include attributable (55%) Stillwater reserves (e.g. 10.2 m oz Pd, 2.9 m oz Pt)

<sup>\*\*\*</sup> Estimated from reported metal splits in ore applied to Mineral Resource and Ore Reserve statements based on total 3PGE+Au or 4PGE+Au grades.

## Securing Independence in Energy





Goal of energy expansion is to increase operational reliability and stability of energy supplies to the Group

- July 2006: Company bought for \$270 mln 100% of Taimyrenergo, which owns two hydropower plants with a total capacity of 1,041MWT in Taimyr Peninsula
- Further development of Pelyatka gas field
- Norilsk Nickel increased its share in UES of Russia up to 3.52%

## Transportation & Logistics Developments





Norilsk Nickel's plans to build its own cargo fleet will cover all Company's shipment needs between Taimyr Peninsula and European Part of Russia and reduce current transportation costs

- Launch of first artic cargo container carrier (no icebreaker assistance)
- Contract signed for four new vessels for 320 mln euros with delivery third quarter 2008 – first quarter 2009
- The operating scheme for new cargo terminal in Murmansk developed.
   Construction to be completed by the end of 2008

## **Management Reform Continues**



#### **Board of Directors**

#### **Corporate Center**

- Finance & Economics
- Investments

- Strategy & Bus.
   Development
- Internal Audit

### **Management Board**

- Corporate, Legal & Investor Relations
- Public Relations
- Environmental and Regulatory
- Security

- HR
- Purchasing

# Geological Exploration

- Focused exploration program to replenish rich sulfide ore reserves
- Work with RioTinto and BHP-Billiton

## Mining and Metals

- Streamline operations and control costs
- Implement production strategy
- Outsource non-core functions

## Fuel & Energy

- Norilsk Fuel and Energy Company created
- Develop
   Pelyatka gas
   field to ensure
   stable supply
   of natural gas
   to the region

# Transport & Logistics

- Build own terminal in Murmansk port and streamline logistic operations
- Invest into construction of new arctic cargo carrier(s)

# Sales & Marketing

- Complete foreign sales network reorganization
- Deepen direct customer relationships

## Support Services

- Restructure company R&D function
- Restructuring and spin off of company noncore activities and assets

### **Maintenance and Capital Repair**

Construction

## **Leading Credit Ratings in Russia**



### S&P

B+	BB-	BB	BB+	BBB-	BBB
	Alrosa MMK SUAL MTS Sistema Megafon Severstal Evraz	Sibneft Vimpelcom	Novolipetsk TNK-BP Lukoil	NORILSK NICKEL	
B+	BB-	BB	BB+	BBB-	BBB
Sistema	Evraz MMK Severstal	Megafon	TNK-BP	NORILSK NICKEL LUKOII	

### **Fitch**

- Norilsk Nickel has the highest combined rating amongst Russian private companies
- Investment grade credit rating from S&P and Fitch, Moody's under review

## **Key Initiatives & Events Moving Forward**



- Production strategy implementation
- Operational effectiveness initiatives
- Examination of future growth opportunities
- Execution of geological exploration programs
- Corporate strategy to be released by the end of the year
- 1H 2006 IFRS financial results to be released in the first decade of October
- Q3 2006 production results to be released in October











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