

Development Prospects

July 2007





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75 Years of Outstanding Performance

Development Strategy





The History of Excellence



1929 – 1992

Soviet Era: Building the business

- Construction of the factory began in 1929. Pig iron production started in 1932
- First facilities were built in recordsetting time for the steel industry
- By 1936 MMK produced 20% of total Soviet iron ore
- In 1950s -1970s the capacities were significantly rebuilt. Numerous innovative technologies of steel processing were developed and introduced
- In 1991 new technologies were introduced with the first oxygen converter shop featuring 2 converters

1992 – 1997

New Russia: Privatisation

- First stage of privatisation took place in 1992
- Development of the company strategy and beginning of meaningful capital investments
- Hot-rolling mill 2000 completed in 1994

1997 – Present

Investment: Market-leading production facilities

- Victor F. Rashikov becomes General Director of the company in 1997
- Third converter launched in 1999
- US GAAP audited consolidated financial statements since 2000
- 17 placements of Ruble Bonds and 2 placements of Eurobonds
- Final stage of privatisation 22 December 2004
- MMK shares are traded on Russian stock exchanges since 2006
- New technologies were implemented including electric arc furnaces from 1997 to 2006
- Total capex of US\$2.6 bln during 1997 – 2006
- Steel products output more almost doubled in 1996-2006 from 5.9 mln tonnes to 11.3 mln tonnes
- USD 1 billion was raised in the course of IPO at London Stock Exchange on 24.04.2007.





75 Years of Outstanding Performance



Iron ore production: since May 15, 1931 – 412,2 million tons

Sinter production: since September 26, 1936 – 592,0 million tons

Coke production (6% humidity): since December 28, 1931 – 378,5 million tons

Hot metal production: since February 1, 1932 – 519,4 million tons



Steel production: since July 8, 1933 – 674,3 million tons

Flat products : since July 27, 1933 – 539,7 million tons





75 Years of Efficient Operation

Development Strategy







Strategy and Mission

On 13.07.2007 the Board of Directors of OJSC MMK approved an updated strategic development plan



Mission

Production and sales of prime quality steel products to satisfy the requirements of our customers and to make enough profit for bringing the company to the world leading level and carrying out a reasonable social policy.

Main Goal

Maintaining of the long-term competitive position in the world steel market.



The Goal and Strategies in the Domestic Sales Market





Growth of domestic sales



Source: calculations are based on the data of State Committee of the Russian Federation for Statistics



Growth of Russian steel consumtion

· Sustainable growth of steel consumption in Russia.

• MMK is continuously strengthening its position in the domestic market by increasing the share of domestic sales in the sales structure on an annual basis





Strong Positions on the Attractive Domestic Market

MMK Shipments by Sector, 2006

% of shipments in metric tons



Forecast of pipes consumption in Russia '000 tons 8 000 CAGR 10,1 % 6 0 0 0 4 000 2 0 0 0 Λ 2004 2005 2006E 2007E 2008E 2009E 2010E Source: Rosstat, Metall Expert, UBS estimates Mechanical Engineering and Steel Fabrication, growth index (1) CAGR 8,2% 160.6 141.1 150.5 132,2 122.2 109.4 100 2002 2003 2004 2005 2006E 2007E 2008E Sources: data of Min. of Econ.Devt and Trade for 2005 1. Приведено к 100 по отношению к 2002 году Housing Construction in Russia ⁽¹⁾ in 2006-2010E CAGR 12,0% M m² 80.0 70,6 80 63.1 56.3 50,8 60 40 20 0

10E 425

2006E 2007E 2008E 2009E 2010E Source: National Propject "Accessible and Comfortable Housing for Ruissian Citizens" , 2006 1. Data on housing real setate



Source: MMK 1. Construction sector accounts for up to 60% of regional distribution



Objective and Strategy of International Sales



OAO MMK & Atakas Group

- Commercial products: 2.6 Mtpy
- · Project implementation time: 3 years
- Project cost: \$1.1 bn
- Payback period: 5.6 years

•IRR - 24.9%





* With output from Turkey plant



Investments Geared to Creating the Most Efficient Steel Production in Russia: Stages of Growth⁽¹⁾



Expected capacity expansions based on management assessments according to MMK's current Capex budget



Investments to Raise Production Efficiency





Investments to Boost Margins: 5,000 mm Plate Mill



A product unique for Russia

Only 8 global steel producers (in Germany, France and Japan) are able to produce plate with comparable characteristics

Overview

Current status

- A contract signed with the supplier, SMS Demag
- Tentative time for manufacture and installation of equipment : 32 months
- Capex: USD 1 bn
- Work underway with leading international banks for arranging financing of the Plate Mill equipment supply contract with cover from Hermes ECA
- Start-up scheduled for 2009, with design cap. to be reached in 2010.

Note: 1. Based on MMK's current plans

5,000 mm Plate Mill: MMK and Severstal

Characterictics	MMK ⁽¹⁾	Severstal	
Start-up date	2009	1989	
Capacity, Mtpy	1.5	0.6	
Width, mm	Up to 4,850	Up to 4,400	
Gauge, mm	8-160	12-300	
Rolling force, '000 t	12	9	
Length, m	24	18	
Strength	Up to X120	Up to X80	



Sourcek: MMK





Source: MMK



On 13.07.2007 the following contracts were signed as part of the Investment Program

Project / Design capacity	Supplier	Project goal	Commissioning/ Design cap. reached	Tentative cost, USD '000
Secondary steel treatment unit (BOF Shop) At least 2 Mtpy	SMS - MEVAC	Serial casting of pipe grade steel and steel for production of premium quality auto body sheet	2 nd Q of 2009 / 3 rd Q of 2009	88,950
Revamping of the 2,500 mm Hot Strip Mill 5 Mtpy	NKMZ	Bring the mill productivity to 5 Mtpy; expand the range of sizes and steel grades produced; secure production of quality coils for cold rolling and sheet coating; customized cutting of hot rolled coils to end users' standards	2010 / 2011	700,000
Cold Rolling Complex / 2 Mtpy	SMS Demag	Increase the share of cold rolled and galvanized products in MMK's product mix; broaden the range of steel grades for cold rolled steel; supply of high quality auto sheet to automakers, incl. coated sheet	July of 2010 / 2011	1,100,000
Colour Coating Line (# 2) 200 Ktpy	FATA HUNTER	Improve products' quality and range through production of colour coated sheet with special film protection, steel for white goods, with an option of applying decorative film and embossing micro-geometric patterns	January of 2009 / March of 2009	60,000



Strategy of Uninterrupted Raw Materials Supply

Comments





- 10-year contract for supply of agreed volumes of ore materials from Sokolovsko-Sarbaisky Mine
- Development of the local iron ore base, including Bakal Mine Administration and captive mine in Magnitogorsk which will allow to cover over 20% of requirement for iron ore materials.
- Development of the Prioskol Iron Ore Deposit with reserves of over 2 bn tons and planned output of 25 Mtpy of crude ore.
- 5-year contracts with OOO Kuzmetugol, Raspadsky Ugol, TD Mechel, ZAO Sibuglemet
- Integration with the existing coal mining enterprises of the Kuzbas and Karaganda coal basins.
- ZAO Kazankovskaya Coal Mine, MMK's affiliate, owns a license for the development of the Kureinskoye coking coal mine.



Electric power

- 100% of MMK's requirement for scrap is met by an affiliate, ZAO Profit, a leader among scrap processers in Russia
- Installation of captive DRI facilities as a substitute for scrap

- Maximized self-supply of electric power
- · Plans for a consistent reduction of power consumption





Strategy of investments in HR, information systems and environment protection





Contact persons for additional information:

Press Secretary Elena Azovtseva email: <u>azovtseva@mmk.ru</u> phone: +7 3519 24 9082

Head of Investor Relations Service Evgeny Kovtunov email: <u>kovtunov@mmk.ru</u> phone: +7 3519 24 9355 fax: +7 3519 24 9360

