

## Presentation of the OJSC MMK Group 1H 2007 US GAAP Financial Statements





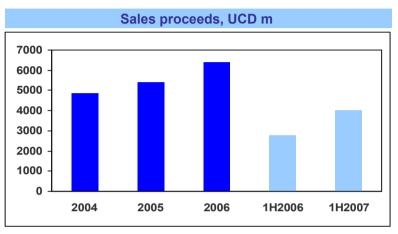
#### **MMK Group Operations and Income Statement**

	1 <sup>st</sup> Year Half, USD m		Change compared to same period of previous year	
	2007 год	2006 год	USD m	%
Revenue	4,000	2,780	1,220	43.9%
Operating income	1,077	690	387	56.1%
Revenue margin	26.9%	24.8%		
Income before income tax and minority interest	1.119	779	340	43.6%
Revenue margin	28.0%	28.0%		
Net income	866	588	278	47.3%
Revenue margin	21.7%	21.2%		
Comprehensive income	1,045	588	457	77.7%
Revenue margin	26.1%	21.2%		
EBITDA*	1,205	785	420	53.5%
EBITDA margin	30.1%	28.2%		
Basic and diluted earnings per common share (USD)	0.083	0.058	0.025	43.1%

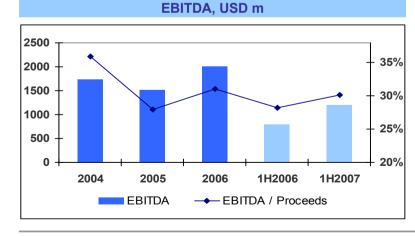
\* EBITDA = Operating income + Depreciation of assets + Loss on disposal of fixed assets



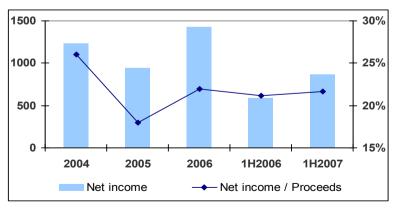
### **MMK Group Key Performance Indicators**



**Operating income, USD m** 2000 35% 1500 30% 1000 25% 500 20% 0 2005 2004 2006 1H2006 1H2007 Operating income ---- Operating income / Proceeds



Net income, USD m



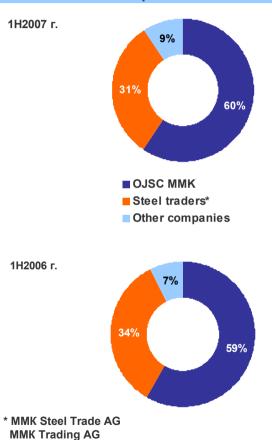


### **MMK Group's Key Financial Indicators**

	MMK Gr	oup's Sa	ales		
		ar Half, D m	Change compared to same period of previou year		
	2007	USD m	%		
OJSC MMK's proceeds	2 383	1 618	765	47.3%	
Group's steel traders' proceeds	1 252	955	297	31.1%	
Group's other companies' proceeds	365	207	158	76.3%	
Total proceeds	4 000	2 780	1 220	43,9%	



MMK Group's Sales in USD

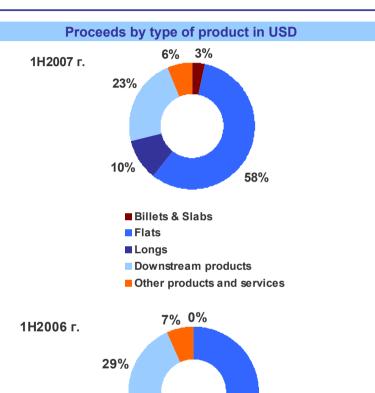




#### MMK Group's Key Financial Indicators (continued)

Proceeds by type of product					
		ar Half, D m	Change compared to same period of previous year		
	2007	2006 USD m			
Billets and slabs	131	1	130	x131	
Flat products	2,293	1,547	746	48.2%	
Long products	417	251	166	66.1%	
Downstream products	905	793	112	14.1%	
Other products and services	254	188	66	35.1%	
Total proceeds	4 000	2 780	1 220	<b>43.9%</b>	





9%

55%

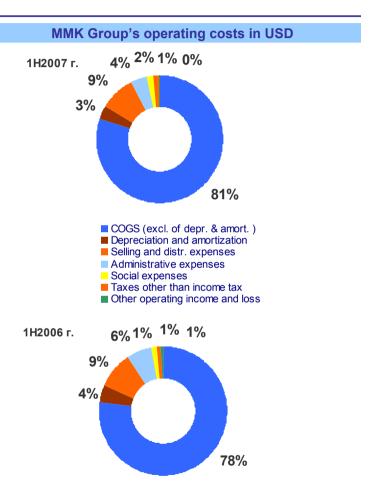


and loss

### MMK Group's Operating Costs' Structure

1<sup>st</sup> Year Half. Change compared to USD m same period of previous vear % 2007 2006 USD m Cost of products sold 1 6 3 1 44.0% 2 3 4 8 717 (excl. of amortization and depreciation) **Depreciation and** 99 89 10 11.2% amortization 256 191 Selling and distribution 65 34.0% expenses 121 -9.7% Administrative expenses 134 -13 Social expenses 51.6% 47 31 16 Taxes other than income 40 25 15 60.0% tax 29 6 23 383.3% Loss on disposal of plant and equipment Other operating income 17 0 0.0% -17

**MMK Group's operating costs** 

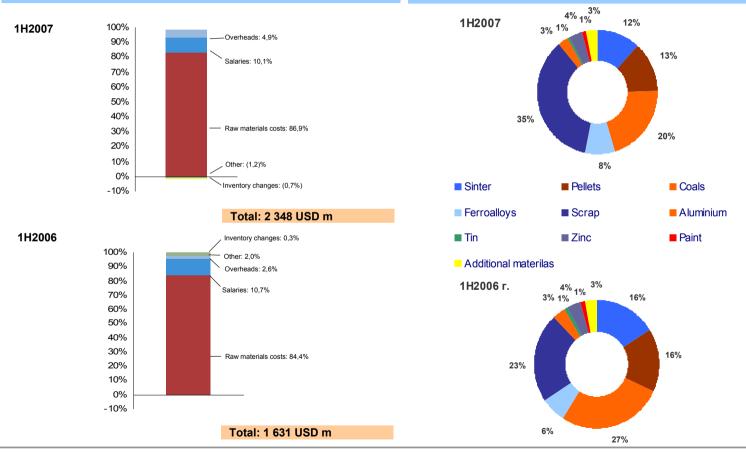




### **Cost Structure Analysis**

MMK Operating Costs in USD m

Cost of Goods Sold Breakdown MMK Group



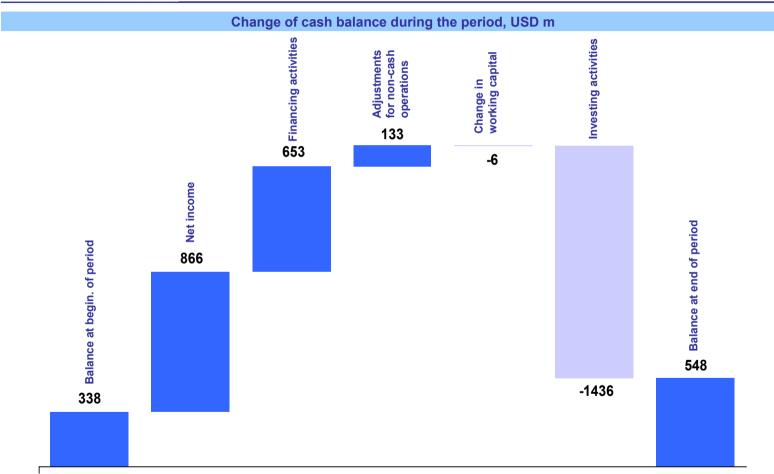


#### MMK Group's Balance Sheet, USD m

		30.06.2007	31.12.2006	Change	%
Current assets, including		3,895	2,480	1,415	57.1%
	Cash and cash equivalents	548	338	210	<b>62.1%</b>
	Short-term bank deposits	1,278	228	1,050	460.5%
	Short-term investments	306	325	-19	-5.8%
Accou	Ints receivable less allowance for doubtful accounts	464	410	54	13.2%
	Inventories	687	688	-1	-0.1%
	Other receivables and current assets	612	491	121	24.6%
Non-current assets, including		3,682	3,209	473	14.7%
	Property, plant and equipment	3,023	2,764	259	9.4%
	Long-term bank deposits	111	109	2	1.8%
	Other non-current assets	548	336	212	<b>63</b> .1%
Total assets		7,577	5,689	1,888	33.2%
Long-term debt, including		729	686	43	6.3%
	Long-term loans and capital lease obligations	578	606	-28	-4.6%
	Other long-term debt	151	80	71	88.8%
Current liabilities, including		1,147	964	183	19.0%
	Short-term borrowings	498	400	98	24.5%
	Accounts payable	306	225	81	36.0%
	Other accounts payable and current liabilities	343	339	4	1.2%
Minority interest		23	12	11	91.7%
Shareholders' equity		5,678	4,027	1,651	41.0%
Total liabilities and shareholders' equity		7,577	5,689	1,888	33.2%

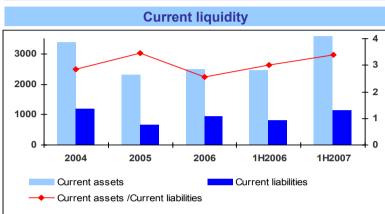


### **MMK Group's Cash Flows**



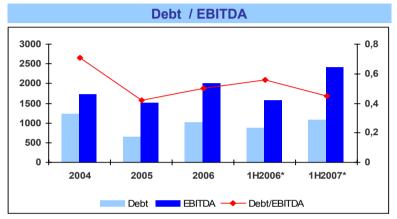


## **MMK Group's Financial Position Indicators**

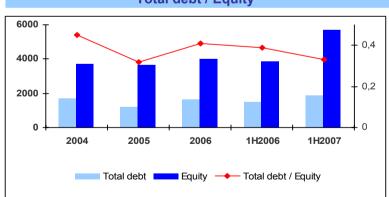


**EBIT / Interest** 

1H2006



\* EBITDA calculated as 1st year half EBITDA multiplied by 2



**Total debt / Equity** 



n

1H2007



#### **OJSC MMK's Key Production Indicators**

						thousand tons
Description	2004	2005	2006	1H2006	1H2007	Change
6% humidity coke	5 872	5 576	5 496	2 780	2 619	-161
Pig iron	9 645	9 655	9 733	4 920	4 651	-269
Crude steel	11 281	11 385	12 455	5 922	6 476	554
Incl. EAF steel	1 461	1 319	2 206	819	1 518	699
BOF steel	9 820	10 066	10 249	5 103	4 958	-145





# Historical Structure of OJSC MMK's commercial products' mix

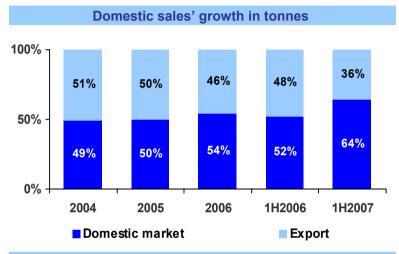
thousand tons

Description	2004	2005	2006	1H2006	1H2007	Change
Billets and slabs	722	425	332	2	266	264
Long products	1 174	1 098	1 707	771	935	164
Flat products	6 593	7 136	7 729	3 814	4 017	203
Downstream products	1 647	1 542	1 579	792	733	-59
Commercial products	10 137	10 201	11 346	5 379	5 951	572

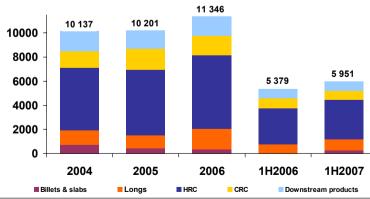


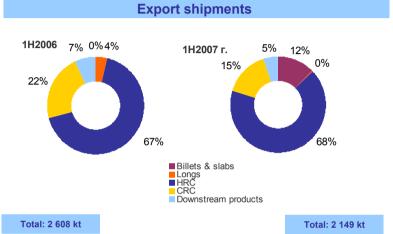


#### **OJSC MMK's Historical Product Mix By Market**

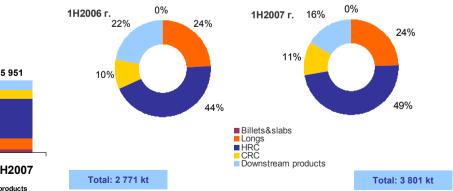


#### Changes in shipments' structure in tonnes





**Changes in domestic shipments** 





#### Significant Events Since the beginning of 2007

01.02.2007	MMK's 75 <sup>th</sup> Anniversary
05.02.2007	MMK purchases a 51 % stake in OOO Bakalskoye Mine Administration Fitch raises OJSC MMK's rating from BB- to BB, with a "Stable" outlook
09.02.2007	MMK and TMK (Pipe Metallurgical Company) sign a Memorandum of Strategic Cooperation
06.03.2007	MMK and the CHTPZ Group (Chelyabinsk Pipe Rolling Plant) sign a General Agreement of Strategic Partnership
19.03.2007	MMK and ENRC sign a 10-year contract for delivery of iron ore materials produced by SSGPO (Sokolov Sarbaisky Ore Production Plant)
24.04.2007	MMK carries out its IPO with subsequent listing on LSE
25.04.2007	Moody's raises OJSC MMK's rating from Ba3 to Ba2
27.04.2007	Standard & Poor's upgrades MMK's rating outlook from "Stable" to "Positive"
23.05.2007	MMK announces its plans to implement a steel mill project in Turkey with a capacity of 2.6 mtpy of commercial steel products



#### **Events After the Accounting Date**

05.07.2007	MMK and KAMAZ sign a Strategic Cooperation Agreement
13.07.2007	MMK's Board of Directors approves an updated programme of the Company's strategic development
13.07.2007	As part of the Investment Programme, the following 4 major contracts are signed: <ul> <li>Construction of a secondary steel treatment complex</li> <li>Modernization of the 2,500 mm Hot Strip Mill</li> <li>Construction of a cold rolling complex</li> <li>Construction of Colour Coating Line # 2</li> </ul>
03.08.2007	As part of its domestic market strategy, MMK acquires a 25.67% stake in OJSC Bashmetallopttorg located in Ufa, capital of Bashkortostan
10.08.2007	As part of its domestic market strategy, MMK acquires a 75% stake in Interkos-IV, a company located in the Leningrad Region.
15.08.2007	As part of its strategy of international expansion, MMK purchases a 50% + 1 share stake in MMK Atakas Metalurji Sanayi, Turkey
17.08.2007	As part of its domestic market strategy, MMK divests its share in the authorized capital of OOO M-Port.



### **Contact Persons**

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

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