

2009 First Half Results Presentation


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Financial Review

## Improving Financial Performance

MECHEL

- Production and sales volumes grow
$\rightarrow$ Revenue increased by $9 \%$ in 2Q09
- $\$ 219$ mn net income in 2Q09
$\rightarrow$ EBITDA rose to $\$ 370 \mathrm{mn}$ in 2 Q 09
Revenue, EBITDA and Net profit




EBITDA Bridge


- High degree of diversification and vertical integration helps mitigate risk and provides stability
- Despite market and production downturn Mining segment demonstrates positive result
- Ferroalloys segment leads recovery


## Revenue from third parties



## Operating profit by segments



Revenue by market

$\rightarrow$ Revenue grew 17\% to $\$ 755 \mathrm{mn}$ in 2Q09 vs 1Q09

- $1.5 x$ growth in gross profit to $\$ 84 \mathrm{mn}$
$\rightarrow$ Continuous improvement in operating result
- SG\&A expenses fell by $12 \%$ q-o-q
- EBITDA $\$ 79 \mathrm{mn}$ in 2Q09
- Cash costs down 20\%


## Cash costs, US\$/tonne



Revenue, EBITDA


## COS structure



- $59 \%$ of the Group's revenue in 2 Q 09
$\rightarrow$ Focus on production of higher-margin products
- Own distribution helps fast production recovery and growth of market share in Russia and Europe
- Increase in physical sales volumes across all major products


## Revenue breakdown by region



External sales structure


Average sales prices FCA, US\$/tonne


- Despite sharp fall in average prices the gross margin still at $48 \%$ of revenue
- Cash costs fall back at Yakutugol as production restores
- EBITDA grew 233\% to $\$ 139 \mathrm{mn}$ in 2Q09
- As seaborne market returns, production of coking concentrate increased 19\% q-o-q
- Bluestone added \$16 mn to sales

Cash costs, US\$/tonne


Revenue, EBITDA


## COS structure



## Mining Segment Performance

$\rightarrow$ Flexibility to change output to adapt to demand trends in the marketplace

- As markets restore coking coal sales are up $19 \%$, iron ore sales up $43 \%$, steam coal sales down 21\% q-o-q
- Change in geography of sales supports positive result:
- Share of Russia fell to $26 \%$ y-o-y
- Growth of coal and iron ore sales to China
$\rightarrow$ Increase in steam coal sales to Europe y-o-y


## Revenue breakdown by region



External sales structure


Average sales prices FCA, US\$/tonne


## Ferroalloys Segment Performance

- Revenue increased by 43\% q-o-q
- Gross margin turns positive as operations restore and prices stabilize
- SG\&A expenses fell to $11 \%$ of the revenue in 2 Q 09 from $17 \%$ in 1Q09
- S\&D expenses down by 37\% q-o-q
- Operating loss reduced $4.5 x$ to $\$ 6 \mathrm{mn}$ after a $5 x$ reduction in 1Q09

Cash costs, US\$/tonne


Revenue, EBITDA


## COS structure



## Ferroalloys Segment Performance

- Recovery in nickel prices and full control over FeCr production chain help to restore production and exceed the pre-crises level
- Share of chrome sales reached $34 \%$ of segment revenue in 2Q09
- As production restores, share of export sales goes up to $87 \%$
$\rightarrow$ Increased sales help to sell the overhang stock

Revenue breakdown by region


External sales structure


Average sales prices FCA, US\$/tonne


## Power Segment Performance

- Sales decrease $14 \%$ as warmer season approaches
- S\&D expenses fell 15\% helping to keep operations marginally profitable
- Share of intra-group sales increase to $38 \%$ as production in other segments restores

Average electricity sales prices and cash costs, US\$/MWh



## COS structure



[^0]- Operating CF jumped $8 x$ to $\$ 332 \mathrm{mn}$ in 2Q09
$\rightarrow$ Investment CAPEX is financed through longterm debt instruments
- $\$ 270 \mathrm{mn}$ recovered from receivables and inventory
- \$129 mn debt repaid out of operating cash flow in 2Q09
- \$822 mn cash balance as of the end of 1H09

Operating cash flow


Net Cash Flow


## Operating Cash Flow Bridge



- \$3.1 bln debt successfully refinanced in July 2009
$\rightarrow$ RUB 10 bln in bonds raised to resume financing of Elga project
- With ca. \$660 mn cash in accounts, RUB 50 bln in commercial paper and over $\$ 400 \mathrm{mn}$ in available credit lines current debt profile looks sustainable


## EBITDA, FFO and Net Debt




Loans repayment schedule as of November $1^{\text {st }}, 2009$


## Financial Results Overview

| US\$ million unless <br> otherwise stated | 2Q09 | Change, $\%$ |  |
| :--- | :---: | :---: | :---: |
| Revenue | 1,281 | 1,179 | $9 \%$ |
| Cost of sales | $(970)$ | $(804)$ | $21 \%$ |
| Gross margin | $24.3 \%$ | $31.8 \%$ |  |
| Operating profit (loss) | $(55)$ | 14 | $-493 \%$ |
| Operating margin | $-4.3 \%$ | $1.2 \%$ |  |
| EBITDA | 370 | $(474)$ | $-178 \%$ |
| EBITDA margin | $28.9 \%$ | $-40.2 \%$ |  |
| Net Income (loss) | 219 | $(691)$ | $-132 \%$ |
| Net Income margin | $17.1 \%$ | $-58.6 \%$ |  |
| EPS (USD per share) | 0.5 | -1.7 | $-129 \%$ |
| Sales volumes*, '000 tonnes |  |  |  |
| Mining segment | 4,321 | 4,302 | $0.4 \%$ |
| Steel segment | 1,545 | 1,245 | $24 \%$ |


[^0]:    $\square$ Raw materials and purchased goods ■ Staff costs ■ Depreciation ■ Other

