# MECHEL 

## MECHEL REPORTS RESULTS FOR THE 2008 FIRST QUARTER <br> — Revenues increased $64.1 \%$ to $\$ 2.3$ billion - <br> — Operating income increased $112.3 \%$ to $\$ 642$ million - <br> — Net income increased $162.2 \%$ to $\$ 500$ million, or $\$ 1.20$ per ADR /diluted share -

Moscow, Russia - July 14, 2008 - Mechel OAO (NYSE: MTL), a leading Russian integrated mining and metals group, today announced financial results for the first quarter ended March 31, 2008.

Igor Zyuzin, Chief Executive Officer, commented, "Our final results for the 2008 first quarter came in as we expected, and reflect strong operational and financial performance. Conditions in the markets we serve continue to be favorable and are driven by a combination of growth factors. We are very pleased to have reported record revenue and we remain focused on the successful execution of our operating strategy."

| US\$ thousand | $\mathbf{1 Q} \mathbf{2 0 0 8}$ | $\mathbf{1 Q} \mathbf{2 0 0 7}$ | Change <br> Y-on-Y |
| :--- | ---: | :---: | :---: |
| Revenues | $2,328,201$ | $1,418,590$ | $64.1 \%$ |
| Net operating income | 642,139 | 302,489 | $112.3 \%$ |
| Net operating margin | $27.58 \%$ | $21.32 \%$ | - |
| Net income | 500,009 | 190,709 | $162.2 \%$ |
| EBITDA $*$ | 853,097 | 339,772 | $151.1 \%$ |
| EBITDA margin $^{1}$ | $36.6 \%$ | $24.0 \%$ | - |

* See Attachment A.


## Consolidated Results

Net revenue in the first quarter of 2008 rose by $64.1 \%$ to $\$ 2.3$ billion from $\$ 1.4$ billion in the first quarter of 2007. Operating income rose by $112.3 \%$ to $\$ 642.1$ million, or $27.58 \%$ of net revenue, in the first quarter of 2008, compared to operating income of $\$ 302.5$ million, or $21.32 \%$ of net revenue, in the first quarter of 2007.

For the first quarter of 2008, Mechel reported consolidated net income of $\$ 500$ million, or $\$ 1.20$ per ADR / diluted share, an increase of $162.2 \%$ over consolidated net income of $\$ 190.7$ million, or $\$ 0.46$ per ADR / diluted share, in the first quarter of 2007.

Consolidated EBITDA rose by $151.1 \%$ to $\$ 853$ million in the first quarter of 2008, compared to $\$ 340$ million in the first quarter of 2007.

## Mining Segment Results

| US\$ thousand | 1Q 2008 | 1Q 2007¹ | Change <br> Y-on-Y |
| :--- | :---: | :---: | :---: |
| Revenues from external <br> customers | 856,033 | 409,259 | $109.2 \%$ |
| Intersegment sales | 194,095 | 168,421 | $15.2 \%$ |
| Operating income | 416,182 | 176,606 | $135.7 \%$ |
| Net income | 302,728 | 106,969 | $183.0 \%$ |
| EBITDA* | 512,899 | 198,305 | $158.6 \%$ |
| EBITDA margin $^{2}$ | $48.8 \%$ | $34.3 \%$ | - |

* See Attachment A.

1-1Q 2007 results have been recalculated to reflect the separate reporting for the power segment.
2 - EBITDA margin is calculated as a percentage of consolidated revenues of the segment, including intersegment sales.

| Product | 1Q 2008, thousand tonnes | 1Q 2008 vs. 1Q 2007 |
| :--- | :---: | :---: |
| Coal | 7,279 | $+60 \%$ |
| Coking coal | 4,313 | $+94 \%$ |
| Steam coal | 2,966 | $+27 \%$ |
| Iron ore concentrate | 1,163 | $+6 \%$ |
| Nickel | 4.4 | $+7 \%$ |

Mining segment revenue from external customers for the first quarter of 2008 totaled $\$ 856$ million, or $36.8 \%$ of consolidated net revenue, an increase of $109.2 \%$ over segment revenue from external customers of $\$ 409$ million, or $28.8 \%$ of consolidated net revenue, in the first quarter of 2007.

Operating income of the mining segment in the first quarter of 2008 increased by $135.7 \%$ to $\$ 416.2$ million, or $39.6 \%$ of total segment sales, compared to operating income of $\$ 176.6$ million, or $30.6 \%$ of total segment sales, in the first quarter of 2007. EBITDA in the mining segment in the first quarter of 2008 increased by $158.6 \%$ to $\$ 512.9$ million compared to EBITDA of $\$ 198.3$ million in the first quarter of 2007. The EBITDA margin in the mining segment was $48.8 \%$ for the first quarter of 2008, compared to $34.3 \%$ in the first quarter of 2007.

## Steel Segment Results

| US\$ thousand | 1Q 2008 | 1Q 2007 | Change <br> Y-on-Y |
| :--- | ---: | :---: | :---: |
| Revenues from external <br> customers | $1,278,720$ | 990,223 | $29.1 \%$ |
| Intersegment sales | 66,172 | 22,398 | $195.4 \%$ |
| Operating income | 197,825 | 130,708 | $51.3 \%$ |
| Net income | 183,981 | 89,543 | $105.5 \%$ |
| EBITDA* | 329,538 | 146,275 | $125.3 \%$ |
| EBITDA margin |  |  |  |

* See Attachment A.

3-1Q 2007 results have been recalculated to reflect the separate reporting for the power segment.
4 - EBITDA margin is calculated as a percentage of consolidated revenues of the segment, including intersegment sales.

## Steel Segment Output

| Product | 1Q 2008, thousand tonnes | 1Q 2008 vs. 1Q 2007 |
| :--- | :---: | :---: |
| Coke | 917 | $-4 \%$ |
| Pig iron | 970 | $+4 \%$ |
| Steel | 1,563 | $+5 \%$ |
| Rolled products | 1,366 | $+7 \%$ |
| Hardware | 183 | $+16 \%$ |

Steel segment revenue increased by $29.1 \%$ in the first quarter of 2008 to $\$ 1.28$ billion, or $54.9 \%$ of consolidated net revenue, from $\$ 990$ million, or $69.8 \%$ of consolidated net revenue, in the first quarter of 2007.

Operating income for the steel segment in the first quarter of 2008 increased by $51.3 \%$ to $\$ 197.8$ million, or $14.7 \%$ of total segment sales, compared to operating income of $\$ 130.7$ million, or $12.9 \%$ of total segment sales in the first quarter of 2007. EBITDA for the steel segment for the first quarter 2008 increased by $125.3 \%$ to $\$ 329.5$ million compared to segment EBITDA of $\$ 146.3$ million in first quarter of 2007. The EBITDA margin for the steel segment was $24.5 \%$ in the first quarter of 2008 compared to $14.5 \%$ in the first quarter of 2007.

## Power Segment Results

| US\$ thousand | 1Q 2008 | 1Q 2007 | Change <br> Y-on-Y |
| :--- | :---: | :---: | :---: |
| Revenues from external <br> customers | 193,448 | 19,108 | $912.4 \%$ |


| Intersegment sales | 98,661 | 21,116 | $367.2 \%$ |
| :--- | :---: | :---: | :---: |
| Operating income | 27,585 | 3,498 | $688.6 \%$ |
| Net income (loss) | 15,049 | 2,522 | $496.7 \%$ |
| EBITDA* | 33,508 | 3,667 | $813.8 \%$ |
| EBITDA margin $^{6}$ | $11.5 \%$ | $9.1 \%$ | - |

* See Attachment A.

5-1Q 2007 results for the power segment were previously reported as part of the mining and steel segments.
6 - EBITDA margin is calculated as a percentage of consolidated revenues of the segment, including intersegment sales.
Revenue from Mechel's power segment in the first quarter of 2008 totaled $\$ 193.4$ million, or $8.3 \%$ of consolidated net revenue, an increase of $912.4 \%$ compared to revenue from sales to external customers of $\$ 19.1$ million or $1.3 \%$ of consolidated net revenue, in the first quarter of 2007.

Operating income for the power segment in the first quarter of 2008 was $\$ 27.6$ million, or $9.4 \%$ of total segment revenues, an increase of $688.6 \%$ compared to operating income of $\$ 3.5$ million, or $8.7 \%$ of total segment revenues, in the first quarter of 2007. EBITDA for the power segment in the first quarter of 2008 increased by $813.8 \%$ to $\$ 33.5$ million, compared to EBITDA of $\$ 3.7$ million in the first quarter of 2007. The EBITDA margin in the segment was $11.5 \%$ in the first quarter of 2008 , compared to $9.1 \%$ in the first quarter of 2007.

## Recent Highlights

- In June 2008, Mechel announced that a groundbreaking ceremony marking the commencement of railroad construction was held at the 60th kilometer landmark of Verhny Ulak Station of the BaikalAmur Mainline together with Transstroy Engineering Corporation ZAO. This spur-track will connect the Elga deposit with the Baikal-Amur Mainline. The total length of the railroad will be approximately 315 kilometers. The railroad's design includes approximately 420 engineering structures, including 194 bridges. The railroad's throughput capacity after completion of all construction stages will be approximately $25.0-30.0$ million tonnes annually. Commissioning of the railroad for permanent operations is expected to commence before September 30, 2010.
- In July 2008, Mechel announced the signing of a contract between its Chelyabinsk Metallurgical Plant OAO ("CMP") subsidiary and Danieli to supply technology and equipment to construct a rail and structural steel mill at CMP. The mill's capabilities will enable low cost production of high quality railroad rails up to 100 meters in length using state-of-the-art technologies for steel rolling, hardening, straightening, finishing, and rail quality control and a wide range of other products with steady geometric section parameters and lower metal consumption due to its precision and thermal strengthening.


## Financial Position

Capital expenditure on property, plant and equipment and acquisition of mineral licenses for the first quarter of 2008 amounted to $\$ 175.5$ million, of which $\$ 41.2$ million was invested in the mining segment, $\$ 126.9$ million in the steel segment and $\$ 7.4$ million in the power segment.

For the first quarter of 2008, Mechel spent $\$ 0.7$ million on the acquisition of minority interests in subsidiaries.
As of March 31, 2008, total debt amounted to $\$ 3.2$ billion. Cash and cash equivalents amounted to $\$ 145.4$ million and net debt amounted to $\$ 3.0$ billion (net debt is defined as total debt outstanding less cash and cash equivalents) as of March 31, 2008.

The management of Mechel will host a conference call today at 3:00 p.m. New York time (8:00 p.m. London time, 11:00 p.m. Moscow time) to review Mechel's financial results and comment on current operations. The call may be accessed via the Internet at http://www.mechel.com, under the Investor Relations section.

To listen to the conference call via phone, please call the number below approximately 10 minutes prior to the scheduled time of the call, quoting Mechel, and the chairperson's name, Alexander Tolkach.

## Conference Call Phone Numbers:

## US Toll: +1 9133121269

UK Toll Free: 08000517166
Russia Toll Free: 81080025441012

A replay of the call will be available until 11:59PM New York time on July 22nd. To access, please dial, US: +1 719457 0820; UK: 08081011 153, Russia: 810800270210 12. From all areas, enter: 2498919\# to access.

## Mechel OAO

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Mechel is one of the leading Russian mining and metals companies. Mechel unites producers of coal, iron ore, nickel, steel, rolled products, and hardware. Mechel products are marketed domestically and internationally.

Some of the information in this press release may contain projections or other forward-looking statements regarding future events or the future financial performance of Mechel, as defined in the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. We wish to caution you that these statements are only predictions and that actual events or results may differ materially. We do not intend to update these statements. We refer you to the documents Mechel files from time to time with the U.S. Securities and Exchange Commission, including our Form 20-F. These documents contain and identify important factors, including those contained in the section captioned "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements" in our Form 20-F, that could cause the actual results to differ materially from those contained in our projections or forward-looking statements, including, among others, the achievement of anticipated levels of profitability, growth, cost and synergy of our recent acquisitions, the impact of competitive pricing, the ability to obtain necessary regulatory approvals and licenses, the impact of developments in the Russian economic, political and legal environment, volatility in stock markets or in the price of our shares or ADRs, financial risk management and the impact of general business and global economic conditions.

## Attachments to the 2008 First Quarter Earnings Press Release

## Attachment A

Non-GAAP financial measures. This press release includes financial information prepared in accordance with accounting principles generally accepted in the United States of America, or US GAAP, as well as other financial measures referred to as non-GAAP financial measures. The non-GAAP financial measures should be considered in addition to, but not as a substitute for, the information prepared in accordance with US GAAP.

Earnings Before Interest, Taxation, Depreciation and Amortization (EBITDA) and EBITDA margin. EBITDA represents earnings before interest, taxation, depreciation and amortization. EBITDA margin is defined as EBITDA as a percentage of our net revenues. Our EBITDA may not be similar to EBITDA measures of other companies is not a measurement under accounting principles generally accepted in the United States and should be considered in addition to, but not as a substitute for, the information contained in our consolidated income statement. We believe that EBITDA provides useful information to investors because it is an indicator of the strength and performance of our ongoing business operations, including our ability to fund discretionary spending such as capital expenditures, acquisitions and other investments and our ability to incur and service debt. While interest, depreciation and amortization are considered operating costs under generally accepted accounting principles, these expenses primarily represent the non-cash current period allocation of costs associated with long-lived assets acquired or constructed in prior periods. Our EBITDA calculation is commonly used as one of the bases for investors, analysts and credit rating agencies to evaluate and compare the periodic and future operating performance and value of companies within the metals and mining industry. EBITDA can be reconciled to our consolidated statements of operations as follows:

| US\$ thousands | 1Q 2008 | 1Q 2007 |
| :--- | :---: | :---: |
| Net income | 500,009 | 190,709 |
| Add: |  |  |
| Depreciation, depletion and amortization | 111,393 | 52,871 |
| Interest expense | 56,324 | 7,928 |
| Income taxes | 185,371 | 88,264 |
| Consolidated EBITDA | 853,097 | 339,772 |

EBITDA margin can be reconciled as a percentage to our Revenues as follows:

| US\$ thousands | $\mathbf{1 Q} 2008$ | 1Q 2007 |
| :--- | :---: | :---: |
| Revenue, net | $2,328,201$ | $1,418,590$ |
| EBITDA | 853,097 | 339,772 |
| EBITDA margin | $36.6 \%$ | $24.0 \%$ |

## Consolidated Balance Sheets

(in thousands of U.S. dollars, except share amounts)

|  | Notes | March 31, 2008 (unaudited) |  | $\begin{gathered} \text { December 31, } \\ 2007 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |
| Cash and cash equivalents |  |  | \$ | 145,397 | \$ | 236,779 |
| Accounts receivable, net of allowance for doubtful accounts of $\$ 27,622$ as of March 312008 and $\$ 26,781$ as of December 31, 2007 |  |  | 480,767 |  | 341,756 |
| Due from related parties ...................................................................... |  |  | 15,989 |  | 4,988 |
| Inventories. | 4 |  | 1,131,345 |  | 993,668 |
| Deferred cost of inventory in transit. |  |  | 9,180 |  | 13,190 |
| Deferred income taxes. |  |  | 15,468 |  | 12,331 |
| Prepayments and other current assets. |  |  | 763,320 |  | 633,993 |
| Total current assets. |  |  | 2,561,466 |  | 2,236,705 |
| Long-term investments in related parties ............................................ |  |  | 96,124 |  | 92,571 |
| Other long-term investments. |  |  | 56,881 |  | 58,595 |
| Intangible assets, net |  |  | 7,978 |  | 7,408 |
| Property, plant and equipment, net. |  |  | 3,952,629 |  | 3,701,762 |
| Mineral licenses, net.. | 6 |  | 2,178,151 |  | 2,131,483 |
| Other non-current assets | 7 |  | 68,241 |  | 67,918 |
| Deferred income taxes. |  |  | 9,407 |  | 16,755 |
| Goodwill.. |  |  | 954,269 |  | 914,446 |
| Total assets...................................................................................... |  | \$ | 9,885,146 | \$ | 9,227,643 |

## Liabilities and Shareholders' Equity



Asset retirement obligations, net of current portion ....................................... 9
Pension obligations, net of current portion .................................................. 10
Deferred income taxes
\$ 993,387 \$
1,135,104
65,494
147,739
144,083
123,794
79,211
222,753
228,286
4,397
5,995
27,974
3,596
5,366
33,056
20,949
8,594
63,706
36
12,767
2,062,350

| $\mathbf{2 , 1 9 1 , 6 0 7}$ | $2,321,922$ |
| ---: | ---: |
| $\mathbf{6 7 , 8 0 9}$ | 65,928 |
| $\mathbf{2 8 4 , 2 2 9}$ | 266,660 |
| $\mathbf{7 2 1 , 8 2 4}$ | 701,318 |
| $\mathbf{7 3 , 2 7 9}$ | 73,377 |
| $\mathbf{1 , 6 6 0}$ | 1,917 |
| $\mathbf{3 5 2 , 8 1 6}$ | 300,523 |



## Shareholders' Equity

Common shares (10 Russian rubles par value; 497,969,086 shares authorized, $416,270,745$ shares issued and outstanding as of
March 31, 2008 and December 31, 2007).............................................................. 12
Additional paid-in capital.
Accumulated other comprehensive income.
Retained earnings
Total shareholders' equity
Total liabilities and shareholders' equity

| $\mathbf{1 3 3 , 5 0 7}$ | 133,507 |
| ---: | ---: | ---: |
| $\mathbf{4 1 5 , 0 7 0}$ | 415,070 |
| $\mathbf{4 3 0 , 0 9 7}$ | 305,467 |
| $\mathbf{3 , 1 5 0 , 8 9 8}$ | $2,650,889$ |
| $\mathbf{4 , 1 2 9 , 5 7 2}$ | $3,504,933$ |

## Consolidated Income Statements

(in thousands of U.S. dollars, except share and per share amounts)
Revenue, net (including related party amounts of \$21,326 and \$22,110
during three months 2008 and 2007, respectively) ...............................
Cost of goods sold (including related party amounts of \$9,684 and
$\$ 49,111$ during three months 2008 and 2007, respectively) ...................

Selling, distribution and operating expenses:
Selling and distribution expenses
Taxes other than income tax
Accretion expense
Provision for doubtful accounts
General, administrative and other operating expenses
Total selling, distribution and operating expenses.
Operating income
Gross profit $\qquad$
Income from equity investments.
Interest income.
Interest expense.
Other income, net.
Foreign exchange gain
Other income and (expense):
Total other income and (expense), net. $\qquad$
Income tax expense
Minority interest in income of subsidiaries.
Income before income tax, minority interest, discontinued operations and extraordinary gain

Income from continuing operations
Income from discontinued operations, net of tax

## Net income

Currency translation adjustment.
Change in pension benefit obligation
Adjustment of available-for-sale securities
Comprehensive income. $\qquad$
Basic and diluted earnings per share:
Earnings per share from continuing operations
Income per share effect of discontinued operations
Net income per share.
Dividends declared per share

Weighted average number of shares outstanding
$(295,955)$ $(21,526)$

12

|  | Three months ended March 31, |  |
| :---: | :---: | :---: |
| Notes | 2008 <br> (unaudited) | 2007 <br> (unaudited) |

$$
(1,244,779)
$$

$$
(873,453)
$$

| 9 | $(295,955)$ | $(121,813)$ |
| :---: | :---: | :---: |
|  | $(21,526)$ | $(34,678)$ |
|  | (822) | $(1,039)$ |
|  | (418) | $(2,043)$ |
|  | $(122,562)$ | $(83,075)$ |
|  | $(441,283)$ | $(242,648)$ |
|  | 642,139 | 302,489 |
|  | 1,083,422 | 545,137 |
|  | 310 | 2,839 |
|  | 4,937 | 1,076 |
|  | $(56,324)$ | $(7,928)$ |
|  | 3,871 | $(2,387)$ |
|  | 128,776 | 9,278 |
|  | 81,570 | 2,878 |
|  | $(185,371)$ | $(88,264)$ |
|  | $(38,329)$ | $(26,439)$ |
|  | 723,709 | 305,367 |
|  | 500,009 | 190,664 |
|  | - | 45 |

\$


| \$ | 1.20 |  | 0.46 |
| :---: | :---: | :---: | :---: |
|  | 0.00 |  | 0.00 |
| \$ | 1.20 |  | 0.46 |
| \$ | 0.00 | \$ | 0.00 |

## Interim Consolidated Statements of Cash Flows

(in thousands of U.S. dollars)

| Three months ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: |
| $\begin{gathered} 2008 \\ \text { (unaudited) } \end{gathered}$ |  | 2007(unaudited) |  |
| \$ | 500,009 | \$ | 190,711 |
|  | 86,285 |  | 48,535 |
|  | 25,108 |  | 4,336 |
|  | $(128,776)$ |  | $(9,278)$ |
|  | $(7,428)$ |  | $(6,213)$ |
|  | 418 |  | 2,043 |
|  | 115 |  | 1,506 |
|  | 822 |  | 1,039 |
|  | 38,329 |  | 26,439 |
|  | - |  | 14,760 |
|  | (310) |  | 2,839 |
|  | 5,479 |  | 1,245 |
|  | 2,207 |  | 4,812 |
|  | $(1,664)$ |  | - |
|  | 1,639 |  | - |
|  | - |  | (45) |
|  | (858) |  | $(6,347)$ |
|  | - |  | $(6,399)$ |
|  | 2,472 |  | 1,029 |
|  | 523,847 |  | 271,012 |
|  | $(130,261)$ |  | $(75,756)$ |
|  | $(97,097)$ |  | (803) |
|  | $(2,399)$ |  | $(29,759)$ |
|  | 12,938 |  | 60,732 |
|  | 187,797 |  | 39,775 |
|  | $(10,322)$ |  | 1,923 |
|  | - |  | 30 |
|  | $(8,345)$ |  | 16,496 |
|  | $(104,502)$ |  | $(7,142)$ |
|  | $(3,322)$ |  | 1,741 |
|  | 368,334 |  | 278,249 |
|  | - |  | $(4,181)$ |
|  | (726) |  | $(15,577)$ |
|  | 4,070 |  | - |
|  | 976 |  | 848 |
|  | (809) |  | $(1,061)$ |
|  | $(174,686)$ |  | $(57,986)$ |
|  | $(171,175)$ |  | $(77,957)$ |

## Interim Consolidated Statements of Cash Flows

(in thousands of U.S. dollars, except share amounts)
Three months ended March 31,
continued from previous page

| Cash Flows from Financing Activities |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Proceeds from short-term borrowings |  | 663,893 |  | 82,476 |
| Repayment of short-term borrowings |  | $(991,987)$ |  | $(171,605)$ |
| Proceeds from long-term debt. |  | 29,549 |  | 4,971 |
| Repayment of long-term debt |  | $(2,083)$ |  |  |
| Repayment of obligations under finance lease |  | $(6,260)$ |  | $(2,416)$ |
| Net cash used in financing activities ..................................................... |  | $(306,888)$ |  | $(86,574)$ |
| Effect of exchange rate changes on cash and cash equivalents $\qquad$ |  | 18,347 |  | 2,097 |
| Net (decrease) increase in cash and cash equivalents |  | $(91,382)$ |  | 115,815 |
| Cash and cash equivalents at beginning of period ............................... |  | 236,779 |  | 172,614 |
| Cash and cash equivalents at end of period ....................................... | \$ | 145,397 |  | 288,429 |
| Supplementary cash flow information: |  |  |  |  |
| Interest paid, net of amount capitalized ............................................ | \$ | $(17,857)$ |  | $(4,250)$ |
| Income taxes paid ......................................................................... | \$ | $(119,437)$ |  | $(103,022)$ |

## Non-cash Activities:

Net assets of subsidiaries contributed by minority shareholders in exchange for shares issued by subsidiaries
\$

- \$

2,743
Acquisition of equipment under finance lease
\$
1,230 \$
11,935

