# Novolipetsk Steel (NLMK) <br> Q2 2009 Financial and Production Results 

US GAAP
Consolidated Financial Statements

## Disclaimer

This document is confidential and has been prepared by NLMK (the "Company") solely for use at the investor presentation of the Company and may not be reproduced, retransmitted or further distributed to any other person or published, in whole or in part, for any other purpose.

This document does not constitute or form part of any advertisement of securities, any offer or invitation to sell or issue or any solicitation of any offer to purchase or subscribe for, any shares in the Company or Global Depositary Shares (GDSs), nor shall it or any part of it nor the fact of its presentation or distribution form the basis of, or be relied on in connection with, any contract or investment decision.

No reliance may be placed for any purpose whatsoever on the information contained in this document or on assumptions made as to its completeness. No representation or warranty, express or implied, is given by the Company, its subsidiaries or any of their respective advisers, officers, employees or agents, as to the accuracy of the information or opinions or for any loss howsoever arising, directly or indirectly, from any use of this presentation or its contents.

This document is for distribution only in the United Kingdom and the presentation is being made only in the United Kingdom to persons having professional experience in matters relating to investments falling within Article 19(1) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "Order") or high net worth entities, and other persons to whom it may otherwise lawfully be communicated, falling within Article 49(2) of the Order (all such persons together being referred to as "relevant persons"). Any person who is not a relevant person should not act or rely on this presentation or any of its contents.

The distribution of this document in other jurisdictions may be restricted by law and any person into whose possession this document comes should inform themselves about, and observe, any such restrictions.

This document may include forward-looking statements. These forward-looking statements include matters that are not historical facts or statements regarding the Company's intentions, beliefs or current expectations concerning, among other things, the Company's results of operations, financial condition, liquidity, prospects, growth, strategies, and the industry in which the Company operates. By their nature, forwarding-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. The Company cautions you that forward-looking statements are not guarantees of future performance and that the Company's actual results of operations, financial condition and liquidity and the development of the industry in which the Company operates may differ materially from those made in or suggested by the forward-looking statements contained in this document. In addition, even if the Company's results of operations, financial condition and liquidity and the development of the industry in which the Company operates are consistent with the forward-looking statements contained in this document, those results or developments may not be indicative of results or developments in future periods. The Company does not undertake any obligation to review or confirm analysts' expectations or estimates or to update any forward-looking statements to reflect events that occur or circumstances that arise after the date of this presentation.

By attending this presentation you agree to be bound by the foregoing terms.

## Table of Contents

## 1. Q2 2009 Performance

2. Segmental Performance
3. Key Financial Indicators
4. Appendices

## Key highlights

## Production, profitability and cash flow improvement

## Financial performance H1 2009

- Revenue: \$2586 m (-56\% to H1 2008)
- Operating profit: \$205 m (\$2070 mln in H1 2008)
- Net operating cash flow: $\$ 927$ m (-22\% to H1 2008)
- Net loss ${ }^{1}$ : $\$ 243$ m


## Financial performance Q2 2009

- Revenue: \$1 293 m (in line with Q1 2009)
- Production costs: \$795 m (-9\% q-o-q)
- EBITDA ${ }^{2}$ : $\$ 234$ m (+19\% q-o-q), margin 18\%
- Net loss ${ }^{1}$ : $\$ 49$ m ( $-75 \%$ q-o-q)
- Net cash flow from operating activities: \$545 m (+43\% q-o-q)
- Cash and cash equivalents (including short-term investments) $\$ 2058$ m (+9\% to 31.03.2009)
- Net Debt \$737 m (-20\% to 31.03.2009)



## Q2 2009 financial performance

## Profitability supported by decreased production costs

- Revenue remained flat q-o-q
- Stable sales volume (-2\% q-o-q).
- Lower average sales prices
- Mitigated by
- 3 rd parties coke and iron ore sales growth
- Increased sales volumes of value added products in Russia (coated steel and metal ware)
- Price rebound by the end of the quarter
- EBITDA increased to \$234 mln (+19\% q-o-q)
- Decrease in cost of production
- Change in product mix sold
- Net loss of 49 mln
- Impacted by the one-off items

| (USD mln) | Q2 $2009{ }^{1}$ | Q1 2009 | Q2 2009/Q1 2009 |  | H1 2009 | H1 2008 | H1 2009/H1 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | +/- | \% |  |  | +/- | \% |
| Revenue | 1292,9 | 1 293,3 | $(0,4)$ | (0,0\%) | 2 586,3 | 5883,6 | $(3297,4)$ | (56,0\%) |
| Cost of sales | $(921,6)$ | $(971,0)$ | 49,4 | (5,1\%) | $(1892,6)$ | (3 234,4) | 1341,8 | (41,5\%) |
| Production cost | $(795,5)$ | $(874,4)$ | 78,9 | (9,0\%) | $(1669,9)$ | $(2988,5)$ | 1318,7 | (44,1\%) |
| D\&A | $(126,1)$ | $(96,6)$ | $(29,5)$ | 30,5\% | $(222,7)$ | $(245,9)$ | 23,1 | (9,4\%) |
| Gross profit | 371,3 | 322,3 | 49,0 | 15,2\% | 693,7 | 2 649,2 | (1955,5) | (73,8\%) |
| Operating profit | 105,5 | 99,1 | 6,4 | 6,4\% | 204,6 | 2069,7 | (1865,2) | (90,1\%) |
| - as\% of net sales | 8,2\% | 7,7\% |  |  | 7,9\% | 35,2\% |  |  |
| Net income ${ }^{2}$ | $(49,1)$ | $(193,8)$ | 144,7 | (74,7\%) | $(242,9)$ | 1530,8 | $(1773,7)$ | (115,9\%) |
| - as\% of net sales | (3,8\%) | (15,0\%) |  |  | (9,4\%) | 26,0\% |  |  |
| EBITDA | 234,3 | 196,7 | 37,7 | 19,1\% | 431,0 | 2 234,1 | (1803,1) | (80,7\%) |
| - as\% of net sales | 18,1\% | 15,2\% |  |  | 16,7\% | 38,0\% |  |  |

[^0]
## Sales

## Active sales strategy

- Q2 2009: 2293 m t (-2.6\% q-o-q)
- Low output in January - April
- Delay in sales recognition
- Market trends:
- Seasonal revival of construction market
- Better export sales due to:
- End of destocking
- Improvement at end-markets demand

\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|c|}{Sales Q2 2009 vs Q1 $2009{ }^{1}$} <br>
\hline ,000t \& $$
2,293 \mathrm{mt}
$$ \& 2,336 m t \& - Pig iron <br>
\hline 2,000 \& 879 \& 717 \& ■ Slabs <br>
\hline 1,500 \& 545 \& 634 \& $$
\begin{aligned}
& \text { Hot-rolled } \\
& \text { Cold-rolled }
\end{aligned}
$$ <br>
\hline 1,000 \& $$
337
$$ \& 337 \& ■ Galvanised <br>
\hline 500 \& $$
\begin{array}{r}
8160 \\
37 \quad 30 \\
309
\end{array}
$$ \& $$
\begin{gathered}
588^{58} 36 \\
371 \\
371
\end{gathered}
$$ \& $$
\begin{aligned}
& \square \text { Pre-painted } \\
& \text { Dynamo steel }
\end{aligned}
$$ <br>
\hline -

1 \& $$
\text { Q2 } 2009
$$ \& \[

Q1 2009
\] \&  <br>

\hline
\end{tabular}

Change in product mix, Q2 2009/Q1 2009


Average sales price ${ }^{2}$


## Revenues

## Russia, Asia, Middle East and EU - our key markets

- H1 2009 revenues \$2586 mln (-56\% y-o-y)
- Q2 2009 revenues \$1 293 mln (0\% q-o-q)
- Sales to Russia: $\mathbf{3 8 \%}$ of revenues vs $28 \% \mathrm{~m}$ t supplies
- $35 \%$ of revenues - high value added products
- Cold-rolled 14\%
- Electrical 12\%
- Coated 8\%
- Metalware 1\%


Steel sales and revenues by product mix

| Total 2293 ths t | Total \$1090 mln |  |
| :---: | :---: | :---: |
| 879 | 281 | - Slabs and billets |
|  | 251 | $\square$ Hot-rolled |
|  |  | $\square$ Cold-rolled |
| 545 | 169 | ■ Galvanised |
|  | 46 | $\square$ - Pre-painted |
| ${ }^{336} 59$ | ${ }^{80}{ }_{28}$ |  |
| $81 \quad 36$ | 106 | - Dynamo |
| $30 \quad 36$ |  | - Transformer |
| 308 | 126 |  |
|  |  | - Long products and metallware |
| Sales | Revenue |  |

Steel sales and revenues by markets


## Production cost

## NLMK remains a costs leader

- Significant cost reduction in Q2 2009
- Highly priced inventories exhausted in Q1 2009
- Higher utilization rates
- Flexible production patterns

Cash cost by product

$\qquad$
Consolidated production cost of sales, Q2 2009


## Q2 2009 Profitability

## Production costs optimisation enhances EBITDA

- Operating profit
- $\$ 105 \mathrm{~m},+6 \% \mathrm{q}-\mathrm{o}-\mathrm{q}$
- EBITDA
- $\$ 234$ m, +19\% q-o-q
- Margin $18 \%,+3 p p$ q-o-q
- Segment impact
- Steel + \$74 m
- Mining + \$49 m

EBITDA drivers




## Debt position

## Solid financial position

- Total debt position of \$2.8 bn including:
- ST debt (Q3 09 to Q2 10) \$1.1 bn*
- LT debt \$1.7 bn
- Net debt \$0.7 bn
- \$2.1 bn of cash and short-term investments as of June 30, 2009

Currency share: debt vs. cash



Total debt vs. Ebitda***
Short term debt payment*


* Short term debt position of the company can differ from the numbers presented in the consolidated financial statement due to accounting policy requirements under US GAAP
** Incl. interest payments
*** Trailing 12M EBITDA


## FX hedge policy

## FX hedge policy

- About $90 \%$ of costs are RUR denominated
- About $60 \%$ of revenues in foreign currencies
- Hedging started in 2006 after RUR strengthening began
- Forward FX contracts is the main tool


## Forward contracts

## Forex dynamics and historical forecasts



* Source: Bloomberg, banks consensus in the mid-2008
- 2006-9M 2008 FX gain of over USD100 million
- In mid-2008 hedged \$2.4 bn or 30\% of expected in mid-2008 export revenues for 2009
- Negative fair value of forward contracts reduced by $\$ 170 \mathrm{mln}$ in H1 2009
- Total effect of hedging depends on FX rate change


## Production highlights

## Capacity utilisation growth to bolster Q3 09 performance

- Production Q2 2009:
- BFs 3.6 m tpa restarted in Q1-Q2 09 on the main production site (Lipetsk)
- Utilization rate increase on other group steel facilities
- Utilization rate (steel production), Q2 2009
- Lipetsk site -98\%
- Maxi-Group - 73\%
- Beta Steel - 55\%



## Summary and outlook

- Summary
- Production fully restored in Q2 09
- Sings of market recovery
- Stable financial performance
- Solid financial position
- Outlook
- Q3 steel production to reach $2.9 \mathrm{mt},+12 \% \mathrm{q}-\mathrm{o}-\mathrm{q}$
- Q3 Average selling prices to increase by $10-15 \%$ q-o-q
- EBITDA margin to achieve 20-25\%
- Demand growth on "downstream" products, including transformer and coated steel
- FY 2009 crude steel production of 10.5 mt , flat y -o-y


## Table of Contents

1. Q2 2009 Performance
2. Segmental Performance
3. Key Financial Indicators
4. Appendices

## Segments' impact <br> Slight change in group revenue and operating profit

- Key drivers on changes
- Iron ore, coke, and scrap sales growth
- Operating profit decrease from steel segment sales





## Steel Segment

## Performance highlights

- 2.2 m t of steel production (+26\% q-o-q)
- Sales volumes of steel products $2.0 \mathrm{mt}(-4 \% \mathrm{q}-0-\mathrm{q})$
- Steel segment revenue: $\mathbf{\$ 1 , 1 0 3 m ( - 4 \% ~ q - o - q ) ~}$
- Operating profit: \$74 m (-19\% q-o-q)

| (tonnes`000) | Q2 2009 | Q1 2009 | Q2 2009/Q1 2009 |  | H1 2009 | H1 2008 | H1 2009/H1 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | + / - | \% |  |  | + / - | \% |
| Steel production | 2217 | 1755 | 461 | 26\% | 3972 | 4845 | (873) | (18\%) |
| Steel sales | 2023 | 2107 | (84) | (4\%) | 4130 | 4822 | (693) | (14\%) |
| (USD m/n) |  |  |  |  |  |  |  |  |
| Revenue | 1103 | 1155 | (52) | (4\%) | 2257 | 4851 | (2593) | (53\%) |
| incl. external customers | 1079 | 1136 | (57) | (5\%) | 2215 | 4698 | $(2483)$ | (53\%) |
| Cost of sales | (831) | (887) | 56 | (6\%) | $(1718)$ | (2 861) | 1143 | (40\%) |
| Operating profit | 74 | 91 | (18) | (19\%) | 165 | 1606 | (1 441) | (90\%) |
| - as \% of revenue | 7\% | 8\% |  |  | 7\% | 33\% |  |  |

## Steel Segment

## Sales revenues and cost structure

- Decrease in revenue mainly due to declining of steel prices
- Sales revenue growth q-o-q:
- coated steel +26\%
- slabs +19\%
- Sales revenue decrease q-o-q:
- hot-rolled steel -23\%
- electrical steel - $13 \%$

Sales revenues from external customers by product


Steel Segment production cost of sales, Q2 2009


## $\square$ Iron ore

- Coal \& coke

■ Scrap

- Ferroalloys
- Other materials

■ Energy
■ Gas

- Other Energy
- Labor
- Other cost and changes in balances


## Long Products Segment

## Performance highlights

- 436,000 tonnes of steel production (+15\% q-o-q)
- Steel sales $\mathbf{- 3 9 7 , 0 0 0}$ tonnes (+25\% q-0-q), incl. sales to traders $\mathbf{- 1 2 7 , 0 0 0}$ tonnes (+44\% q-0-q)
- Segment revenue \$194 million (+27\% q-o-q) including \$130 million (+27\% q-o-q) from external customers

| (tonnes ${ }^{\text {000) }}$ | Q2 2009 | Q1 2009 | $\begin{array}{ll} \text { Q2 2009/Q1 } 2009 \\ +/- & \% \end{array}$ |  | H1 2009 | H1 2008 | H1 2009/H1 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | + / - |  | \% |
| Steel production | 436 | 380 | 56 | 15\% |  | 816 | 1050 | (234) | (22\%) |
| Steel sales | 397 | 317 | 80 | 25\% | 715 | 1000 | (286) | (29\%) |
| in NLMK Group ${ }^{1}$ | 127 | 88 | 39 | 44\% | 216 | 106 | 110 | 103\% |
| (USD min) |  |  |  |  |  |  |  |  |
| Revenue | 194 | 152 | 41 | 27\% | 346 | 989 | (643) | (65\%) |
| incl. external customers | 130 | 102 | 28 | 27\% | 233 | 757 | (524) | (69\%) |
| Cost of sales | (179) | (146) | (33) | 23\% | (325) | (665) | 341 | (51\%) |
| Operating profit | (30) | (26) | (4) | 15\% | (55) | 224 | (279) | (125\%) |
| - as \% of revenue | -15\% | -17\% |  |  | -16\% | 23\% |  |  |
|  |  |  |  |  |  |  |  |  |

## Long Products Segment

## Revenue and costs

- $10 \%$ contribution to consolidated revenue
- Rebar sales contributed mostly to sales revenue
- Scrap-63\% of production costs
- Increased sales of metallware

Sales revenues from external customers by product


Long products production cost of sales, Q2 2009


Other cost and changes in balances

## Mining Segment

## Performance highlights

- Mining segment covers 100\% of NLMK's requirements in iron ore concentrate, flux and dolomite
- Segment's low cost production is a key driver of high profitability

| (tonnes`000) | Q2 2009 | Q1 2009 | Q2 2009/Q1 2009 |  | H1 2009 | H1 2008 | H1 2009/H1 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | +/- | \% |  |  | + / - | \% |
| Production |  |  |  |  |  |  |  |  |
| iron-ore concentrate | 2883 | 2168 | 715 | 33\% | 5051 | 5907 | (856) | (14\%) |
| sinter ore | 595 | 234 | 361 | 154\% | 829 | 823 | 6 | 1\% |
| dolomite | 366 | 417 | (51) | (12\%) | 783 | 1127 | (344) | (30\%) |
| limestone | 798 | 540 | 258 | 48\% | 1338 | 1713 | (375) | (22\%) |
| Sales |  |  |  |  |  |  |  |  |
| iron-ore concentrate | 3772 | 2235 | 1537 | 69\% | 6007 | 5829 | 178 | 3\% |
| in NLMK Group | 2872 | 2082 | 790 | 38\% | 4954 | 5800 | (846) | (15\%) |
| sinter ore | 612 | 329 | 283 | 86\% | 941 | 800 | 141 | 18\% |
| in NLMK Group | 402 | 279 | 123 | 44\% | 681 | 506 | 175 | 35\% |
| dolomite | 377 | 355 | 22 | 6\% | 732 | 1075 | (344) | (32\%) |
| in NLMK Group | 212 | 178 | 34 | 19\% | 390 | 496 | (106) | (21\%) |
| limestone | 741 | 406 | 336 | 83\% | 1147 | 1716 | (569) | (33\%) |
| in NLMK Group | 576 | 376 | 201 | 53\% | 952 | 1274 | (322) | (25\%) |
|  |  |  |  |  |  |  |  |  |
| (USD min) |  |  |  |  |  |  |  |  |
| Revenue | 160 | 89 | 71 | 79\% | 249 | 533 | (284) | (53\%) |
| incl. external customers | 48 | 12 | 36 | 288\% | 61 | 41 | 20 | 48\% |
| Cost of sales | (92) | (55) | (37) | 68\% | (147) | (179) | 32 | (18\%) |
| Operating profit | 49 | 24 | 25 | 105\% | 73 | 316 | (242) | (77\%) |
| - as \% of revenue | 31\% | 27\% |  |  | 29\% | 59\% |  |  |
|  |  |  |  |  |  |  |  |  |
| d. | ment |  |  |  |  |  |  | 20 |

## Mining Segment

## Sales revenues and cost structure

- Over $70 \%$ is generated from intersegmental sales
- Sales revenue from external customers
- $\$ 48$ million (increased by 3.8 times $q-\mathrm{o}-\mathrm{q}$ )

Sales revenues from external customers



Mining Segment production cost of sales, Q2 2009


## Coke-chemical Segment

## Performance highlights

## Altai-koks is the leading coke producer in Russia

- Sufficient growth in sales both intercompany and $3^{\text {rd }}$ parties (through trading companies of NLMK)
- Profitability recovery



## Coke-chemical Segment

## Sales revenues and cost structure

- Coke sales contribution is $68 \%$ of segment revenue
- Altai-Koks sources coking coal mostly from Kuznetsk Coal Basin companies
- Coal accounts for $\$ 67$ million of segment production costs

Sales revenues from external customers by product


Coke-chemical production cost of sales

\$ million

## Table of Contents

1. Q2 2009 Performance
2. Segmental Performance
3. Key Financial Indicators
4. Appendices

## Key cash flow items

- Net operating cash flow increase (+43\% q-o-q)
- operating cash flow enhanced through additional working capital release
- shorter length of trading cycle
- Capex expenditures reduction (measures adopted in crisis period)
- ST debt restructuring
- 0.7 bn of net debt as of 30.06.09 (-19\% to 31.03.09)


Cash and cash equivalents

\$ million


## Q2 2009 EBITDA to Cash Bridge



## \$ million

${ }^{1}$ EBITDA $=$ Net income (after minorities) + income tax $\pm$ interest expense/(income) + depreciation $\pm$ losses/(gains ) on disposals of property, plant and equipment and impairment losses $\pm$ losses/(gains) on financial investment $\pm$ losses/(gains) from disposal of subsidiaries + accretion expense on asset retirement obligations - gains on loan restructuring-(+)gains (losses) on discontinued operations + equity in net (earnings) /losses of associates -(+) net foreign currency exchange + settlement of agreement on the dispute and other extraordinary expenses.
${ }^{2}$ Non-cash transactions include corrections for coordinating net profit and net operating cash flow excluding depreciation \& amortization, losses/(gains) on disposals of property, plant and equipment, accretion expense on asset retirement obligations, losses/(gains) on financial investment and losses/(gains) from discontinued operations
${ }^{3}$ Other financing activities include losses/(gains) on disposals of property, plant and equipment, gain from disposal of subsidiaries, acquisitions of stake in existing subsidiaries and settlement of abandoned acquisition and change in restricted cash funds as well as other financial corrections

## Table of Contents

1. Q2 2009 Performance
2. Segmental Performance
3. Key Financial Indicators
4. Appendices

## Consolidated Statement of Income

| (min USD) | Q2 2009 | Q1 2009 | Q2 2009/Q1 2009 |  | H1 2009 | H1 2008 | H1 2009/H1 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | +/- | \% |  |  | +/- |  |
| Sales revenue | 1293 | 1293 | (0) | (0,0\%) | 2586 | 5884 | (3297) | (56,0\%) |
| Production cost | (795) | (874) | 79 | (9,0\%) | (1670) | (2989) | 1319 | (44,1\%) |
| Depreciation and amortization | (126) | (97) | (29) | 30,5\% | (223) | (246) | 23 | (9,4\%) |
| Gross profit | 371 | 322 | 49 | 15,2\% | 694 | 2649 | (322) | (12,2\%) |
| General and administrative expenses | (76) | (90) | 14 | (15,7\%) | (165) | (171) | 6 | (3,3\%) |
| Selling expenses | (164) | (111) | (53) | 47,8\% | (275) | (344) | 69 | (20,1\%) |
| Taxes other than income tax | (26) | (23) | (4) | 16,7\% | (49) | (65) | 16 | (24,3\%) |
| Operating income | 105 | 99 | 6 | 6,4\% | 205 | 2070 | (1865) | (90,1\%) |
| Gain / (loss) on disposals of property, plant and equipment | (6) | (2) | (4) | 183,0\% | (8) | (1) | (7) | 1289,5\% |
| Gains / (losses) on investments | (0) | (1) | 1 | (92,7\%) | (2) | 4 | (6) |  |
| Interest income | 17 | 18 | (1) | (6,5\%) | 35 | 45 | (11) | (23,7\%) |
| Interest expense | (47) | (54) | 7 | (12,2\%) | (101) | (110) | 9 | (8,2\%) |
| Foreign currency exchange loss, net | 23 | (113) | 136 |  | (90) | 36 | (126) |  |
| Other expense, net | (17) | (57) | 40 | (70,6\%) | (74) | (54) | (20) | 36,1\% |
| Income from continuing operations before income tax | 76 | (110) | 186 |  | (35) | 1990 | (2025) |  |
| Income tax | (28) | 1 | (29) |  | (26) | (475) | 449 | (94,4\%) |
| Income from continuing operations, net of income tax | 48 | (109) | 157 |  | (61) | 1515 | $(1577)$ |  |
| Equity in net earnings/(losses) of associate | (116) | (143) | 26 | (18,6\%) | (259) | 43 | (302) |  |
| Net income | (69) | (252) | 183 | (72,8\%) | (320) | 1558 | (1878) |  |
| Less: Net loss / (income) attributable to the non-controlling interest | 19 | 58 | (38) | (66,4\%) | 77 | (27) | 105 |  |
| Net (loss) / income attributable to OJSC Novolipetsk Steel stockholders | (49) | (194) | 145 | (74,7\%) | (243) | 1531 | (1774) |  |
| EBITDA | 234 | 197 | 38 | 19,1\% | 431 | 2234 | $(1803)$ | (80,7\%) |

## Consolidated Balance Sheet

|  | $\begin{gathered} \text { as at } \\ 30.06 .2008 \end{gathered}$ | $\begin{gathered} \text { as at } \\ \text { 31.03.2008 } \end{gathered}$ | $\begin{gathered} \text { as at } \\ 31.12 .2008 \end{gathered}$ | $\begin{gathered} \text { as at } \\ \text { 30.09.2008 } \end{gathered}$ | $\begin{gathered} \text { as at } \\ \text { 30.06.2008 } \end{gathered}$ | $\begin{gathered} \text { as at } \\ 31.03 .2008 \end{gathered}$ | $\begin{gathered} \text { as at } \\ \text { 31.12.2007 } \end{gathered}$ | $\begin{gathered} \text { as at } \\ \text { 31.12.2006 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (mln. USD) |  |  |  |  |  |  |  |  |
| ASSETS |  |  |  |  |  |  |  |  |
| Current assets | 4161 | 4271 | 5346 | 6702 | 5249 | 5094 | 4388 | 3050 |
| Cash and cash equivalents | 1591 | 1546 | 2160 | 2735 | 1325 | 1181 | 1155 | 665 |
| Short-term investments | 467 | 338 | 8 | 14 | 181 | 177 | 153 | 37 |
| Accounts receivable, net | 882 | 1187 | 1488 | 1779 | 1822 | 2040 | 1696 | 1150 |
| Inventories, net | 1031 | 1050 | 1556 | 2033 | 1735 | 1527 | 1236 | 857 |
| Deferred income tax assets | 73 | 45 |  |  |  |  |  |  |
| Other current assets, net | 94 | 90 | 100 | 129 | 172 | 169 | 147 | 331 |
| Restricted cash |  |  |  | 11 | 13 |  |  | 8 |
| Current assets, held for sale |  |  | 34 |  |  |  |  |  |
| Non-current assets | 8178 | 7526 | 8718 | 9816 | 9864 | 9318 | 8688 | 5667 |
| Long-term investments, net | 748 | 719 | 816 | 1022 | 894 | 864 | 819 | 810 |
| Property, plant and equipment, net | 6612 | 6032 | 6826 | 7305 | 7348 | 6969 | 6450 | 3988 |
| Intangible assets | 213 | 211 | 235 | 253 | 278 | 191 | 189 | 199 |
| Goodwill | 577 | 530 | 614 | 1161 | 1284 | 1242 | 1189 | 560 |
| Other non-current assets, net | 28 | 34 | 34 | 75 | 60 | 53 | 41 | 110 |
| Non-current assets, held for sale |  |  | 194 |  |  |  |  |  |
| Total assets | 12339 | 11797 | 14065 | 16519 | 15112 | 14413 | 13076 | 8717 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |  |  |  |  |
| Current liabilities | 2264 | 2279 | 2980 | 3208 | 3517 | 3248 | 3002 | 993 |
| Accounts payable and other liabilities | 1109 | 1162 | 1879 | 1724 | 1757 | 1220 | 1395 | 664 |
| Short-term borrowings | 1126 | 1090 | 1080 | 1345 | 1608 | 1934 | 1537 | 249 |
| Current income tax liability | 29 | 27 | 10 | 139 | 152 | 94 | 71 | 80 |
| Current liabilities, held for sale |  |  | 11 |  |  |  |  |  |
| Non-current liabilities | 2149 | 2111 | 2361 | 2625 | 939 | 1025 | 975 | 781 |
| Long-term borrowings | 1668 | 1709 | 1930 | 1992 | 77 | 170 | 73 | 48 |
| Deferred income tax liability | 358 | 288 | 297 | 509 | 552 | 538 | 586 | 538 |
| Other long-term liabilities | 123 | 113 | 129 | 123 | 310 | 317 | 317 | 195 |
| Non-current liabilities, held for sale |  |  | 5 |  |  |  |  |  |
| Total liabilities | 4414 | 4390 | 5341 | 5833 | 4456 | 4273 | 3978 | 1774 |
| Minority interest |  |  |  | 140 | 53 | 94 | 107 | 133 |
| Stockholders' equity |  |  |  | 10546 | 10604 | 10046 | 8992 | 6809 |
| Common stock | 221 | 221 | 221 | 221 | 221 | 221 | 221 | 221 |
| Statutory reserve | 10 | 10 | 10 | 10 | 10 | 10 | 10 | 10 |
| Additional paid-in capital | 118 | 138 | 52 | 52 | 52 | 52 | 52 | 2 |
| Other comprehensive income | $(1066)$ | (1659) | (550) | 825 | 1641 | 1618 | 1182 | 590 |
| Retained earnings | 8713 | 8762 | 8956 | 9437 | 8679 | 8144 | 7526 | 5986 |
| NLMK stockholders' equity | 7997 | 7472 | 8690 |  |  |  |  |  |
| Non-controlling interest | (71) | (64) | 33 |  |  |  |  |  |
| Total stockholders' equity | 7926 | 7408 | 8723 |  |  |  |  |  |
| Total liabilities and stockholders' equity | 12339 | 11797 | 14065 | 16519 | 15112 | 14413 | 13076 | 8717 |

## Consolidated Cash Flow Statement

| (min. USD) | Q2 2009 | Q1 2009 | $\begin{aligned} & \text { Q2 2009/ } \\ & +/- \end{aligned}$ | \% | H1 2009 | H1 2008 | $\begin{aligned} & \text { H1 2009/ } \\ & +/- \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash flow from operating activities |  |  |  |  |  |  |  |  |
| Net income | (69) | (252) | 183 | (72,8\%) | (320) | 1558 | (1878) |  |
| Adjustments to reconcile net income to net cash provided by operating activities |  |  |  |  |  |  |  |  |
| Depreciation and amortization | 126 | 97 | 29 | 30,5\% | 223 | 246 | (23) | (9,4\%) |
| Loss on disposals of property, plant and equipment | 6 | 2 | 4 | 183,0\% | 8 | 1 | 7 | 1289,5\% |
| (Gain)/loss on investments | 0 | 1 | (1) | (92,7\%) | 2 | (4) | 6 |  |
| Equity in net earnings of associate | 116 | 143 | (26) | (18,6\%) | 259 | (43) | 302 |  |
| Defferd income tax (benefit)/expense | 4 | (27) | 31 |  | (23) | (63) | 41 | (64,2\%) |
| Loss / (income) on forward contracts | (154) | 17 | (170) |  | (137) |  | (137) |  |
| Other movements | 3 | 10 | (7) | (71,1\%) | 13 | 48 | (35) | (72,8\%) |
| Changes in operating assets and liabilities |  |  |  |  |  |  |  |  |
| Increase in accounts receivables | 396 | 98 | 298 | 303,5\% | 495 | 183 | 311 | 169,7\% |
| Increase in inventories | 107 | 294 | (187) | (63,6\%) | 402 | 74 | 327 | 441,7\% |
| Decrease/(increase) in other current assets | 4 | (4) | 8 |  | (0) | (18) | 18 | (99,2\%) |
| Increase in accounts payable and oher liabilities | 4 | (15) | 19 |  | (11) | (871) | 860 | (98,7\%) |
| Increase/(decrease) in current income tax payable | 0 | 18 | (17) | (99,5\%) | 18 | 73 | (55) | (75,8\%) |
| Net cash provided from operating activities | 545 | 382 | 163 | 42,6\% | 927 | 1184 | (257) | (21,7\%) |
| Cash flow from investing activities |  |  |  |  |  |  |  |  |
| Acquisitions of subsidiaries |  |  |  |  |  | (126) | 126 |  |
| Payment for acquisition of interests in new subsidiaries |  |  |  |  |  | (300) | 300 |  |
| Proceeds from sale of property, plant and equipment | 3 | 2 | 2 | 124,1\% | 5 | 6 | (1) | (18,6\%) |
| Purchases and construction of property, plant and equipment | (211) | (203) | (8) | 3,8\% | (414) | (822) | 409 | (49,7\%) |
| Settlement of abandoned acquisition |  | (234) | 234 |  | (234) |  | (234) |  |
| Proceeds from sale of investments | 143 | 0 | 143 |  | 143 | 20 | 124 | 627,8\% |
| Placement of bank deposits and purchases of other investments | (202) | (307) | 105 | (34,1\%) | (508) | (25) | (484) | 1975,0\% |
| Net cash received in acquisition of interests in new subsidiaries |  |  |  |  |  | 298 | (298) |  |
| Loan issued | (188) | (129) | (59) | 46,0\% | (316) |  | (316) |  |
| Movement of restricted cash |  |  |  |  |  | (13) | 13 |  |
| Net cash used in investing activities | (454) | (871) | 417 | (47,9\%) | (1324) | (962) | (363) | 37,7\% |
| Cash flow from financing activities |  |  |  |  |  |  |  |  |
| Proceeds from borrowings and notes payable | 111 | 263 | (152) | (57,6\%) | 374 | 937 | (563) | (60,1\%) |
| Repayments of borrowings and notes payable | (185) | (321) | 136 | (42,3\%) | (506) | (977) | 471 | (48,2\%) |
| Capital lease payments | (9) | (18) | 9 | (48,8\%) | (27) | (53) | 27 | (50,0\%) |
| Dividends paid to minority shareholder of existing subsidiaries |  | (0) | 0 |  | (0) | (6) | 6 | (99,9\%) |
| Dividends to shareholders | (0) | (1) | 1 | (87,4\%) | (1) | (3) | 2 | (68,1\%) |
| Net cash used in financing activities | (83) | (76) | (6) | 8,3\% | (159) | (102) | (57) | 56,4\% |
| Net increase / (decrease) in cash and cash equivalents | 8 | (565) | 573 |  | (556) | 121 | (677) |  |
| Effect of exchange rate changes on cash and cash equivalents | 36 | (49) | 85 |  | (13) | 50 | (63) |  |
| Cash and cash equivalents at the beginning of the period | 1546 | 2160 | (614) | (28,4\%) | 2160 | 1155 | 1005 | 87,1\% |
| Cash and cash equivalents at the end of the period | 1591 | 1546 | 44 | 2,9\% | 1591 | 1325 | 265 | 20,0\% |

## Segmental Information

| Q2 2009 (million USD) | Steel | Long products | Mining | Coke-chemical | All other | Totals | Intersegmental operations and balances | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue from external customers | 1079 | 130 | 48 | 35 | 0,3 | 1293 |  | 1293 |
| Intersegment revenue | 24 | 64 | 111 | 79 | 0,0 | 278 | (278) |  |
| Gross profit | 272 | 15 | 67 | 18 | 0,1 | 373 | (1) | 371 |
| Operating income/(loss) | 74 | (30) | 49 | 9 | $(0,1)$ | 102 | 3 | 105 |
| as \% of net sales | 6,7\% | (15,3\%) | 30,8\% | 8,1\% | (33,4\%) | 6,5\% |  | 8,2\% |
| Income / (loss) from continuing operations before minority interest | 569 | (66) | 41 | (6) | 0,3 | 579 | (435) | 144 |
| as \% of net sales | 51,6\% | (34,1\%) | 25,8\% | (5,2\%) | 85,1\% | $36,8 \%$ |  | 11,1\% |
| Segment assets including goodwill ${ }^{1}$ | 9597 | 2063 | 945 | 763 | 39 | 13408 | (1 068) | 12339 |


| Q1 2009 (million USD) | Steel | Long products | Mining | Coke-chemical | All other | Totals | Intersegmental operations and balances | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue from external customers | 1136 | 102 | 12 | 38 | 4 | 1293 |  | 1293 |
| Intersegment revenue | 18 | 50 | 77 | 43 |  | 188 | (188) |  |
| Gross profit | 268 | 6 | 34 | 7 | 2 | 316 | 6 | 322 |
| Operating income/(loss) | 91 | (26) | 24 | (3) | 2 | 88 | 11 | 99 |
| as \% of net sales | 7,9\% | (16,8\%) | 26,9\% | (4,2\%) | 42,6\% | 5,9\% |  | 7,7\% |
| Income / (loss) from continuing operations before minority interest | (63) | (97) | 25 | 8 | 2 | (124) | 15 | (109) |
| as \% of net sales | (5,5\%) | (63,8\%) | 28,1\% | 10,2\% | 59,3\% | (8,4\%) |  | (8,4\%) |
| Segment assets including goodwill ${ }^{2}$ | 9047 | 1934 | 1232 | 820 | 34 | 13067 | (1 270) | 11797 |

Novolipetsk Steel (NLMK)
Investor relations

Russia, 115054, Moscow
Bakhrushina str, 18, bldg 1
t. +74959151575
f. +74959157904


[^0]:    ${ }^{1}$ Hereinafter reporting periods are Q1 and H1 2009 and 2008. Q2 2009 data is received by calculation.
    ${ }^{2}$ Net (loss) / income attributable to Novolipetsk Steel shareholders

