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Financial Review

## Sales Overview

- Mechel benefited from higher sales prices across both mining and steel segments
- Acquisitions completed last year in the mining and power segments contributed $\$ 443 \mathrm{mn}$ or $49 \%$ to consolidated revenue growth

Steel segment revenue


[^0]Consolidated revenue


Mining segment revenue


## Steel Sales: Structure and Prices

- $29 \%$ growth in revenue from external customers
- Growth of higher margin products share in sales - meaningful contribution from investments
- Gross margin increased to 28\%

Revenue breakdown by region



Average sales prices FCA, US $\$ /$ /tonne


## Mining Sales: Structure and Prices



- Gross Margin increased to 58\%
- Coking coal sales exceed 50\% of the revenue from 3rd parties
- Expansion into the fast growing markets of Asia and Pacific

* Calculation based on sales revenue

Revenue breakdown by region


## Cost Structure

- Growing benefits of vertical integration into power and raw materials
- Tight control over production costs helps to curb inflationary pressure
- Visible effect of cost-cutting at newly acquired assets

COS structure


- Record operating results across all segments
- EBITDA/tonne of steel - increase to \$210.8
- Steel segment operating income increased by 51\% to $\$ 198 \mathrm{mn}$
- Strong coal and iron ore prices pushed operating profit in the mining segment up 2.4x to $\$ 416 \mathrm{mn}$
- EBITDA margin in mining segment grew to $49 \%$

Mining segment


Steel segment


Power segment


Revenues, mn USD Intersegment revenues, mn USD

- EBIDTA margin, \%

Operating margin, \%
NOTE: EBITDA margin is calculated by dividing reported EBITDA by total revenues, including intersegment revenues

## Financial Performance Analysis

- Best operational results in Mechel's history
- Net Income for 1Q08 exceeds the result for 1H07
- ROE over 44\%
- Positive market trends ensure further growth

Net Assets, ROE


Net Profit, EBITDA margin and Operating margin


* annualised for 1Q08

Revenue - Gross margin

*

## Solid Financial Position

MECHEL

- Stable operating cash flow sufficient to finance investment program
- Strong balance sheet provides flexibility to finance additional growth




## First Quarter 2008 Results Overview

| US\$ million unless otherwise stated | 1Q08 | 1Q07 | Change, \% |
| :---: | :---: | :---: | :---: |
| Revenue | 2,328 | 1,419 | 64\% |
| Cost of sales | $(1,245)$ | (873) | 43\% |
| Operating income | 642 | 302 | 113\% |
| EBITDA | 853 | 340 | 151\% |
| EBITDA margin | 36.6\% | 24.0\% |  |
| Net Income | 500 | 191 | 162\% |
| Net Income margin | 21.5\% | 13.4\% |  |
| EPS (USD per share) | 1.20 | 0.46 | 161\% |
|  |  |  |  |
| Sales volumes*, '000 tonnes |  |  |  |
| Mining segment | 5,309 | 3,860 | 38\% |
| Steel segment | 1,676 | 1,644 | 2\% |

* Includes sales to the external customers only


[^0]:    * Results are recalculated to reflect separate reporting for the power segment

