





2008 First Quarter Results Presentation July 14, 2008



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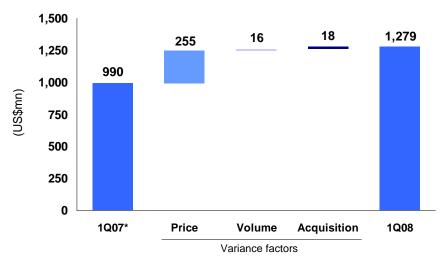
# **Financial Review**

### **Sales Overview**



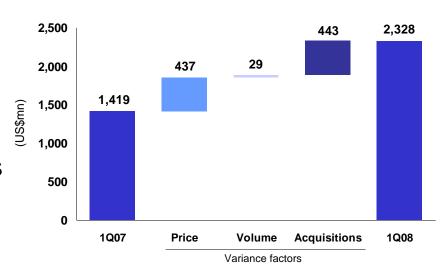
- Mechel benefited from higher sales prices across both mining and steel segments
- Acquisitions completed last year in the mining and power segments contributed \$443 mn or 49% to consolidated revenue growth

#### Steel segment revenue

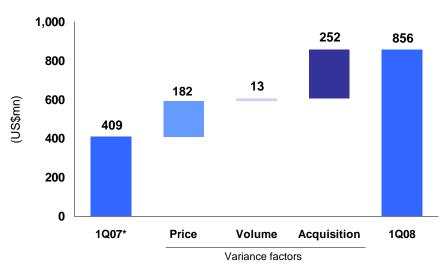


<sup>\*</sup> Results are recalculated to reflect separate reporting for the power segment

#### **Consolidated revenue**



#### Mining segment revenue



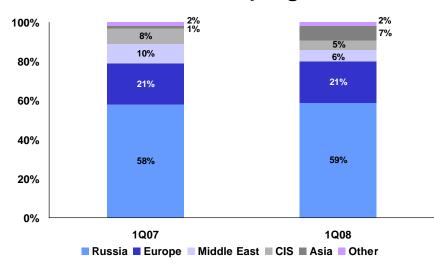


### **Steel Sales: Structure and Prices**

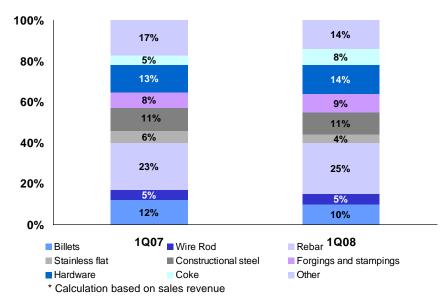


- 29% growth in revenue from external customers
- Growth of higher margin products share in sales - meaningful contribution from investments
- Gross margin increased to 28%

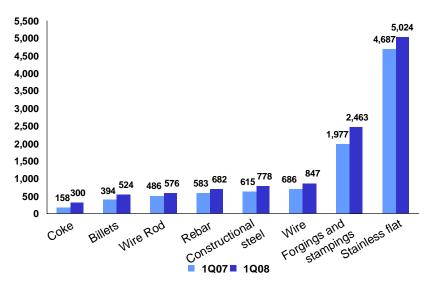
#### Revenue breakdown by region



#### Sales structure\*



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





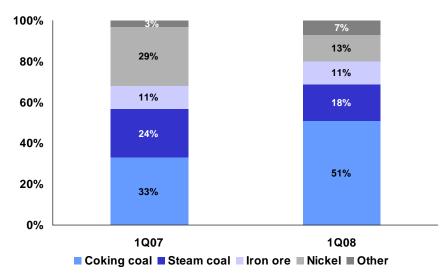
## Mining Sales: Structure and Prices



### Gross Margin increased to 58%

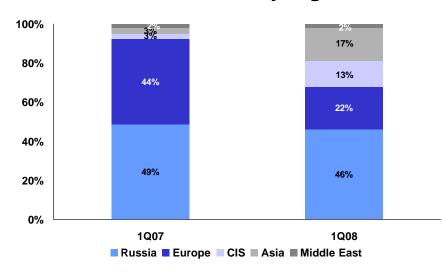
- Coking coal sales exceed 50% of the revenue from 3rd parties
- Expansion into the fast growing markets of Asia and Pacific

#### Sales structure\*

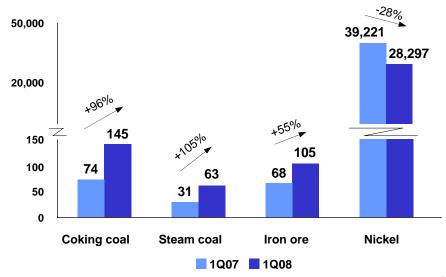


<sup>\*</sup> Calculation based on sales revenue

#### Revenue breakdown by region



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



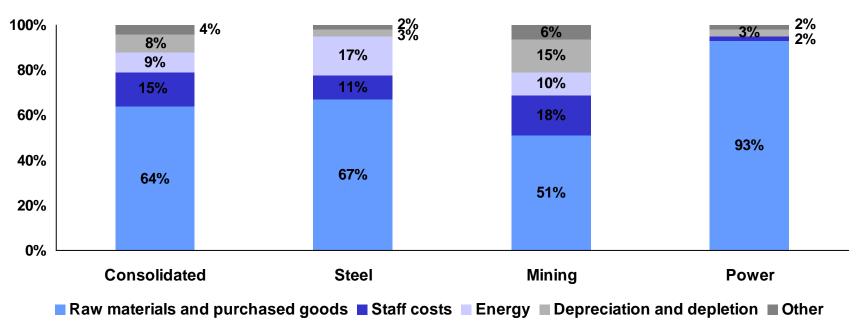


## **Cost Structure**



- 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

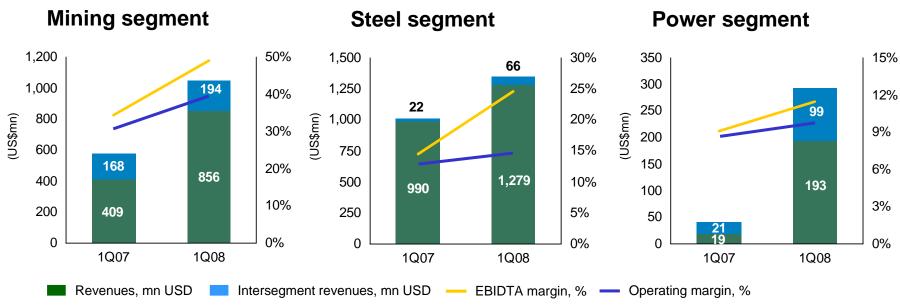




## **Segment Operations**



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



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

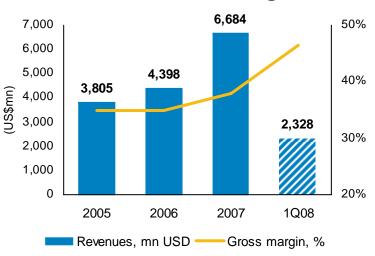


## **Financial Performance Analysis**

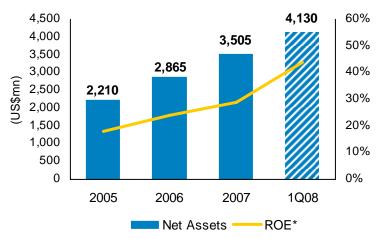


- Best operational results in Mechel's history
- Net Income for 1Q08 exceeds the result for 1H07
- ROE over 44%
- Positive market trends ensure further growth

### Revenue - Gross margin

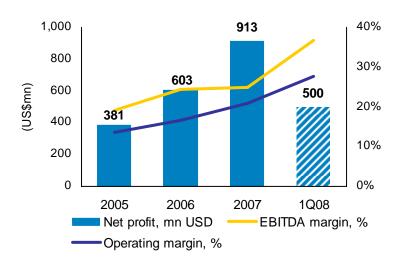


#### **Net Assets, ROE**



#### \* annualised for 1Q08

# **Net Profit, EBITDA margin and Operating margin**

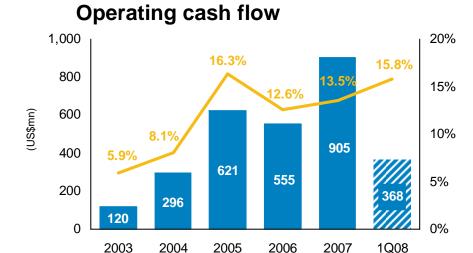


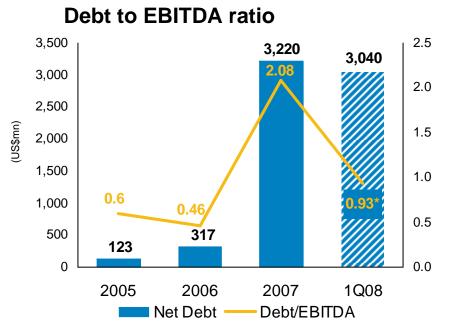
## **Solid Financial Position**

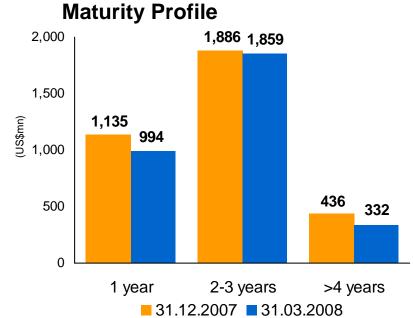


as % of sales

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







Operating cash flow

<sup>\*</sup> annualised



## 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%

<sup>\*</sup> Includes sales to the external customers only