# EVRAZ GROUP S.A. 2007 Interim Results

October 2007



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### **1H 2007 Financial Summary**

US\$ mln unless otherwise stated	1H2007	1H2006	Y-o-Y, %	2H2006 <sup>(1)</sup>	H-o-H, %	
Revenue	6,023	3,825	57%	4,467	35%	
Cost of revenue	(3,725)	(2,517)	48%	(2,646)	41%	
SG&A	(487)	(346)	41%	(386)	26%	
EBITDA <sup>(2)</sup>	2,050	1,096	87%	1,551	32%	
EBITDA margin	34.0%	28.7%		34.7%		
Net Profit <sup>(3)</sup>	1,126	568	98%	809	39%	
Net Profit margin	18.7%	14.8%		18.1%		
EPS (USD per GDR)	3.19	1.62	97%	2.3	39%	
Sales volumes <sup>(4)</sup> ('000 tonnes)	8,466	8,344	1.5%	7,656	11%	

<sup>(1)</sup> The 2H06 data were calculated as the difference between FY06 and 1H06 figures

<sup>(4)</sup> Steel segment sales volumes to third parties



<sup>(2)</sup> EBITDA represents profit from operations plus depreciation and amortisation, impairment of assets and loss (gain) on disposal of PP&E

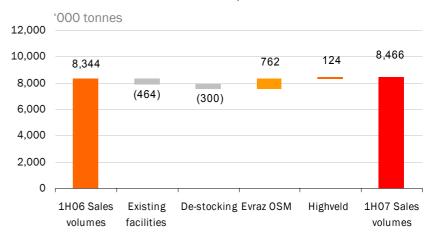
<sup>(3)</sup> Net profit attributable to equity holders of Evraz Group S.A.



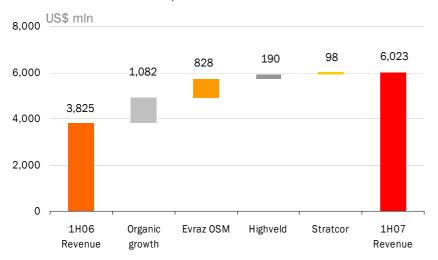
### 1H 2007 Financial Highlights

- Favourable pricing and an improved sales mix delivered strong organic growth
- Recent acquisitions (Evraz OSM, Highveld, Stratcor, Yuzhkuzbassugol) contributed US\$1,116 mln to total revenue and US\$209 mln to EBITDA

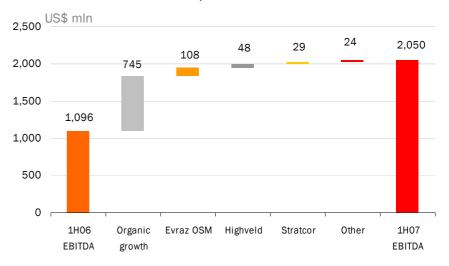
Sales Volumes, 1H06 vs. 1H07



Revenue, 1H06 vs. 1H07



EBITDA, 1H06 vs. 1H07







### **1H 2007 Strategy Implementation Highlights**



#### Advance long product leadership in Russia and CIS

- Strong growth in construction products sales in Russia and CIS
- De-bottlenecking at Russian plants



#### Expand presence in international plate markets

- Acquisition of strong US plate business of Oregon Steel Mills complemented export slab sales
- Established presence on the growing South African market



#### Enhance cost leadership position

- Acquisitions of ZapsibTETs to increase energy self-sufficiency
- Open hearth furnaces shutdown at NKMK
- Zapsib blast furnace #1 relining



#### Complete vertical integration and competitive mining platform

- Acquisition of Yuzhkuzbassugol, a leading Russian coal producer
- Iron ore production up by 10%, increasing self coverage to 84%



#### Achieve world leadership in vanadium business

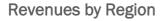
 Acquisition of controlling stake in Highveld Steel and Vanadium, a global leading vanadium producer

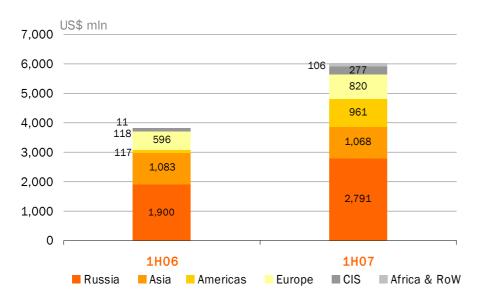




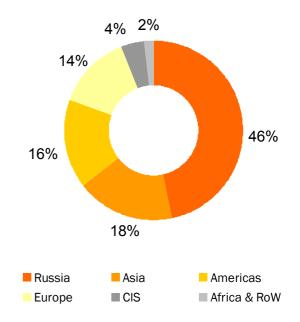
### **Strengthening Position in Attractive Markets**

- Russia remains key market with revenue up 47% and volumes up 16%
- European sales advanced by 38% driven by better prices
- Sales in North America jumped from US\$117 mln or 3% of total revenues in 1H06 to US\$961 mln or 16% of total revenues in 1H07 due to Evraz OSM and Stratcor acquisitions
- Asian sales slipped from 28% in 1H06 to 18% in 1H07 with revenues almost flat y-o-y





#### Composition of Revenue by Region



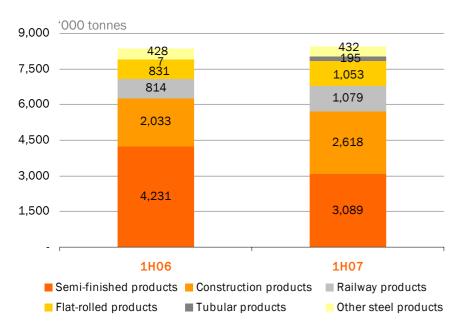




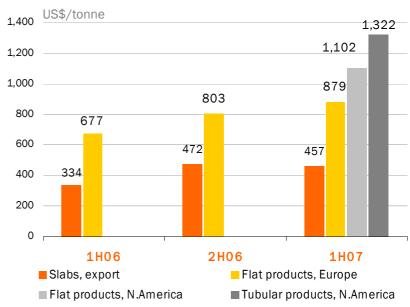
### **Shift to Higher Margin Products**

- Average price for steel products grew by 51% to US\$629/tonne with mix shift in favour of higher margin products
- Share of semi-finished products sales fell from 37% to 23% with volumes decreasing by 27%
- Evraz OSM acquisition contributed 762 thousand tonnes of rolled products, including 189 thousand tonnes of tubular and 228 thousand tonnes of railway products
- Highveld contributed 124 thousand tonnes of steel products for the two months of consolidation

#### **Steel Product Sales Volumes**



#### Prices by Products by Region







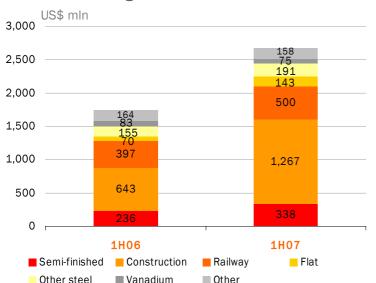
### **Steel: Yielding on Russian Demand Growth**

#### Key Products Prices in Russia

- Russian steel revenue grew by 53% fuelled by domestic construction boom and strong pricing
- Steel sales volumes increased by 16% to 3.8 mln tonnes and selling price averaged 637\$/tonne
- Russian construction sales: almost double revenues on the back of 32% increase in sales volumes
- Railway products: revenues grew by 26% with sales volumes increasing by 5%
- Flat products revenue jumped by 105%

#### US\$/t 1.000 972 800 707 654 607 591 585 600 522 485 452 408 380 370 400 200 H-Beams Rebars Rails Channels Angles Pipe blanks ■ 1H06 1H07

#### Segment Revenues: Russia



#### Russian Steel Sales Volumes



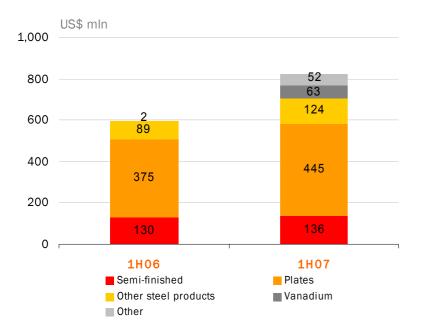




### **Steel: Europe**

- Sales grew by 38% to US\$820 mln on the back of strong pricing environment and contribution from vanadium products sales
- Average slab and plate sales prices were up 41% and 32% respectively
- 1H07 EBITDA of Palini e Bertoli and Evraz Vitkovice Steel amounted to US\$60 mln and US\$99 mln respectively

#### **European Steel Revenues**



#### **European Steel Sales Volumes**







### **Steel: North America**

- Sales jumped from US\$117 mln to US\$961 mln on Evraz OSM and Stratcor acquisition
- Total steel sales increased by 156% to 854 thousand tonnes of higher margin products
- 1H07 Evraz OSM revenues totalled US\$828 mln with EBITDA of US\$108 mln

#### N. America Revenues

#### US\$ mIn 1,200 1,000 90 64 800 250 600 218 400 132 200 16 187 20 1H06 1H07 Railway Semi-finished Construction ■ Vanadium products Flat-rolled Tubular

#### N. America Steel Sales Volumes





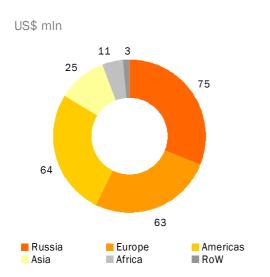
Other revenues



### Vanadium: Leveraging Market Exposure

- Vanadium business contributed US\$241 mln to revenues compared with US\$83 mln in 1H06
- Vanadium slag volumes increased to 5.5 thousand tonnes\* and vanadium products volumes totalled 4.2 thousand tonnes\* due to Stratcor and Highveld consolidation
- Russian vanadium slag sales volumes increased by 9% to 4.7 thousand tonnes\*
- 1H07 Stratcor revenue totalled US\$98 mln with total sales of 2.7 thousand tonnes\* of vanadium products

#### Vanadium Revenues by Region



#### Vanadium Market Price\*\*



- \* Metric tonnes of vanadium equivalent
- \* Per tonne of Vanadium in Ferro-vanadium products at major European destinations

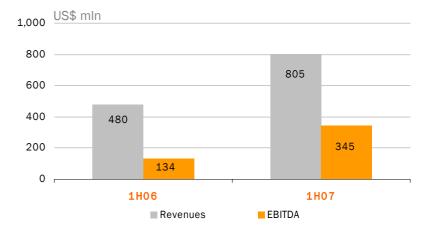




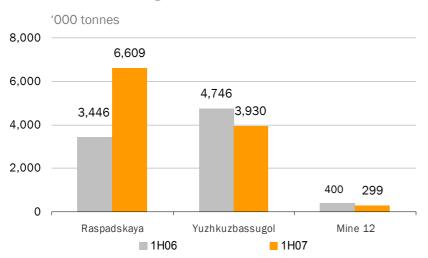
### **Mining: Hedging Steel Production Costs**

#### Mining Segment Performance

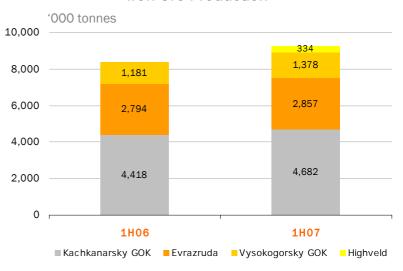
- EBITDA increased by 157% to US\$345 mln on 53% price growth
- Iron ore self-coverage of 84%
- 10.8 mln tonnes of raw metallurgical coal produced by affiliates covered\* 83% of steel production needs in 1H07
- Significant hidden value of Yuzhkuzbassugol to be unlocked through major turnaround



#### **Coking Coal Production**



#### Iron Ore Production



\*Self-coverage is calculated as a sum of coking coal production by Mine 12, YuKU and Raspadskaya pro-rated by Evraz's respective ownership (all in coal concentrate equivalent), divided by group's total coking coal consumption excluding coal used in production of coke products for sale

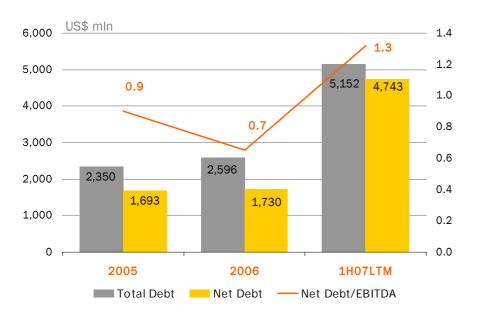




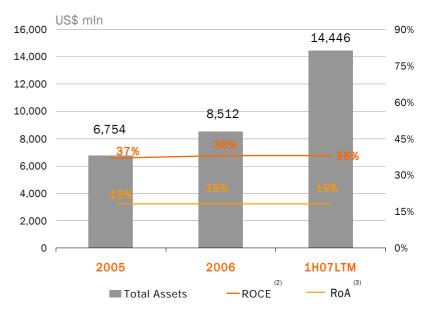
## Well-Capitalised Balance Sheet to Fund Future Growth

- Net Debt (1)/EBITDA on LTM basis increased to 1.3x within stated target
- Current credit ratings: BB by Fitch; Ba3 by Moody's; BB- by S&P
- ROCE (2) remains strong at 38% and RoA(3) flat at 19%

#### Net Debt-to-EBITDA Ratio



#### **Total Assets and Return on Assets**



<sup>(1)</sup> Net Debt equals total debt less cash & cash equivalents and short-term bank deposits.

<sup>(3)</sup> RoA represents profit from operations over total assets



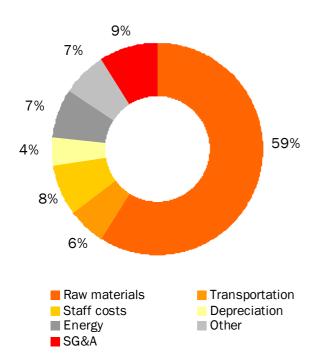
<sup>(2)</sup>ROCE represents profit from operations over total equity plus interest bearing loans and finance lease liabilities average for the period



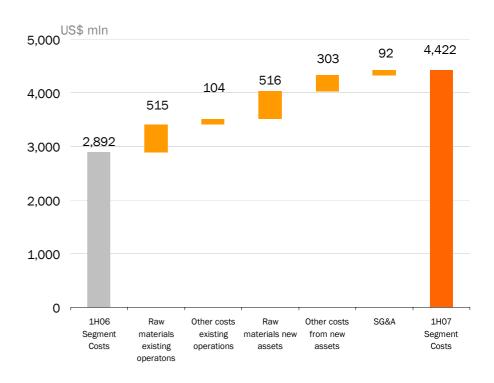
### **Steel Segment Costs**

- Steel segment costs increased by 53% to US\$4,422 mln from US\$2,892 mln in 1H06
- New foreign subsidiaries EOSM, Highveld and Stratcor contributed US\$690 mln,
  US\$167 mln and US\$45 mln respectively to the segment costs

#### Steel Segment Costs 1H07



#### Segment Cost Bridge 1H06 vs. 1H07



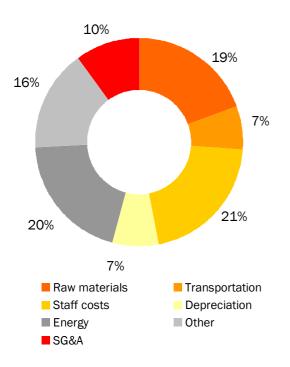




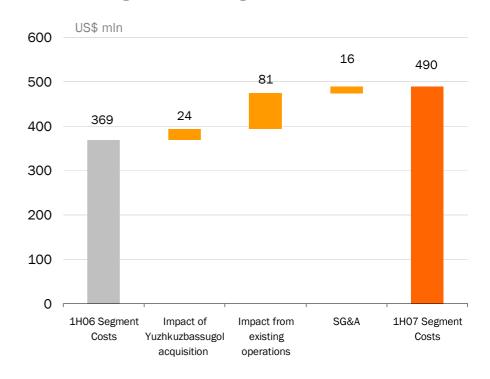
### **Mining Segment Costs**

- Mining segment costs increased by 29% to US\$490 mln from US\$369 mln in 1H06
- The acquisition of Yuzhkuzbassugol contributed US\$24 mln to segment costs

#### Mining Segment Costs 1H07



#### Segment Cost Bridge 1H06 vs. 1H07

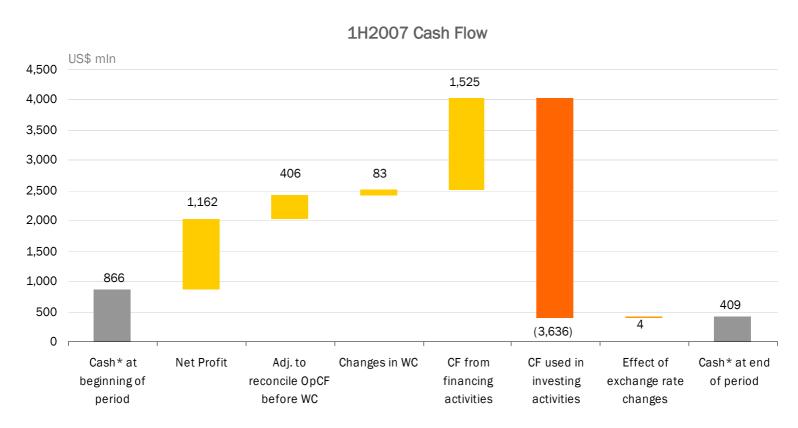






### **Strong Cash Flow Generation**

- Strong net cash flow from operating activities of US\$1,651 mln
- EBITDA to Net Operating Cash Flow conversion at 81%
- Cash balance, including US\$23 mln in short-term deposits, amounted to US\$409 mln



<sup>\*</sup>Cash at beginning and end of period includes short-term deposits amounted to US\$24 mln and US\$23 mln respectively





### **1H 2007 Capex Programme**



#### Investment highlights:

- Capital spending of US\$235 mln in 1H07 vs. US\$262 mln in 1H06 focused on efficiency improvements mainly in steel production
- FY07 capex budget was revised to US\$690 mln to meet the needs of the acquired assets
- NTMK converter shop expansion programme commenced in 2006 with an aim to increase installed BOF capacity up to 4.3 mln tpa
- NTMK wheels quality testing has been put into operation in July
- Additional capex will be spent on safety and degassing equipment at Yuzkuzbassugol

Investment capex: US\$104 mln

Maintenance capex: US\$131 mln





### **Evraz FY2007 Outlook**

#### Production:

- Full year 2007 steel production target:
  16.0-16.2 mln tonnes of crude steel, and 15.1-15.3 mln tonnes of rolled products, including 1.8 mln tonnes in the US and 0.5 mln tonnes in South Africa
- Pig iron sales will amount to 1 mln tonnes
- Zapsib blast furnace #1 relining was completed in 105 days and was put into operation in early October, ahead of schedule

#### Risks:

Potential further staff cost increase in Russia

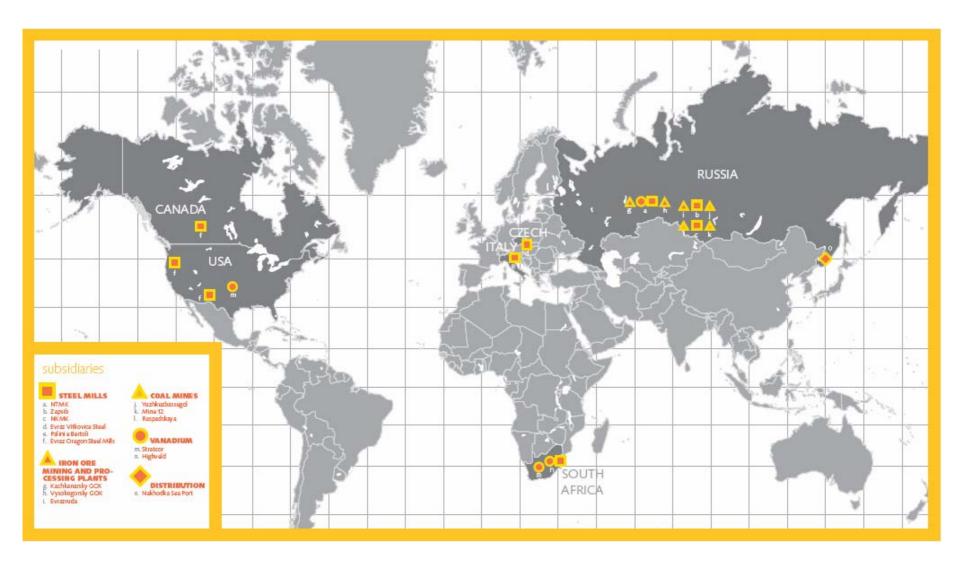
#### Financial Outlook FY 2007:

- Consolidated revenues expected to increase by 45-55% (Y-o-Y)
- EBITDA expected to grow by 55-60% (Y-o-Y)





### **Evraz Group's Main Locations**





# +7 495 232-1370 IR@evraz.com

www.evraz.com