



MINING METALLURGY
GROUP



2018 9 Months Investor Presentation

25.10.2018

Disclaimer

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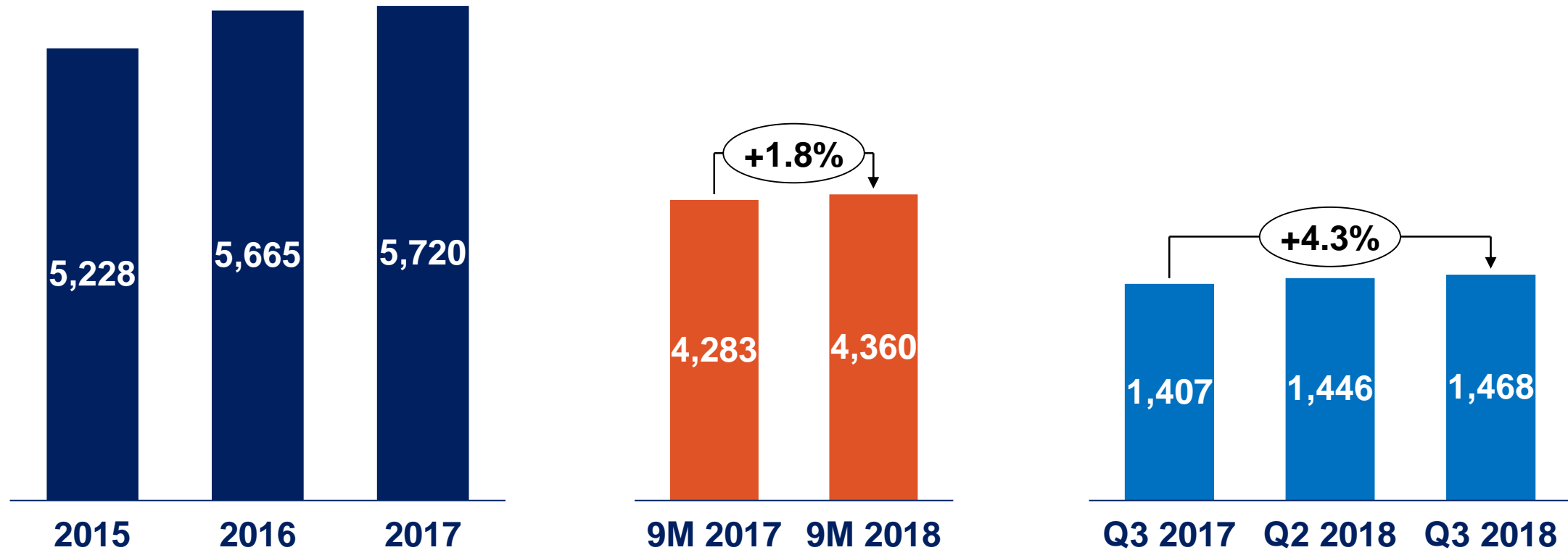
Operational and Financial Highlights

Operational Highlights	2016	2017	9M 2017	9M 2018	Growth (YoY)
Liquid Steel Production (000 tons)	5,665	5,720	4,283	4,360	1.8%
Flat Steel Production (000 tons)	3,880	4,259	3,184	3,446	8.2%
Long Steel Production (000 tons)	1,572	1,328	993	684	-31.1%
Flat Steel Shipments (000 tons)	3,937	4,249	3,141	3,344	6.5%
Long Steel Shipments (000 tons)	1,587	1,365	1,005	656	-34.7%

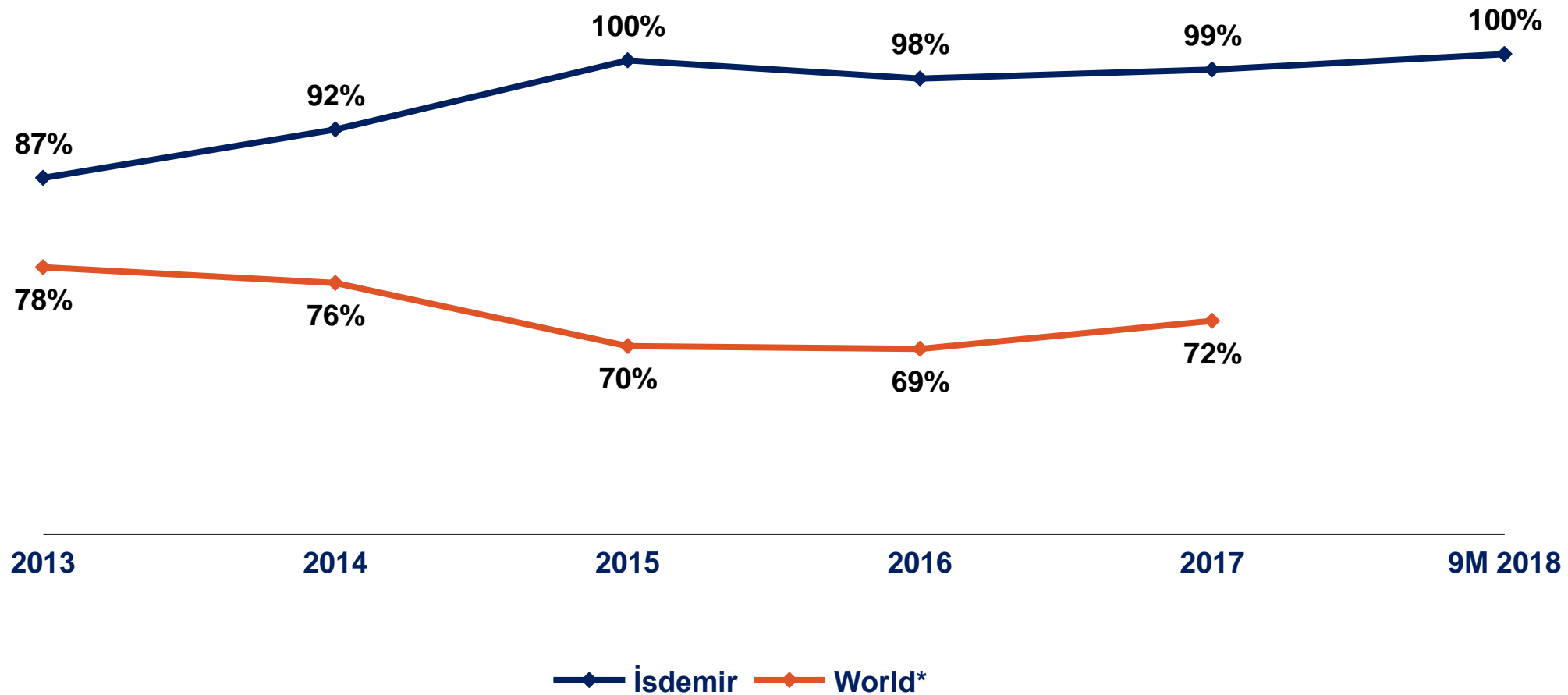
Financial Highlights	2016	2017	9M 2017	9M 2018	Growth (YoY)
Net Sales Revenue (USD mn)	2,147	2,917	2,074	2,502	20.6%
EBITDA (USD mn)	536	891	580	873	50.5%
Net Profit (USD mn)	312	654	431	644	49.4%

Liquid Steel Production (000 tons)

Liquid steel production increased by 4.3% YoY in Q3 2018.



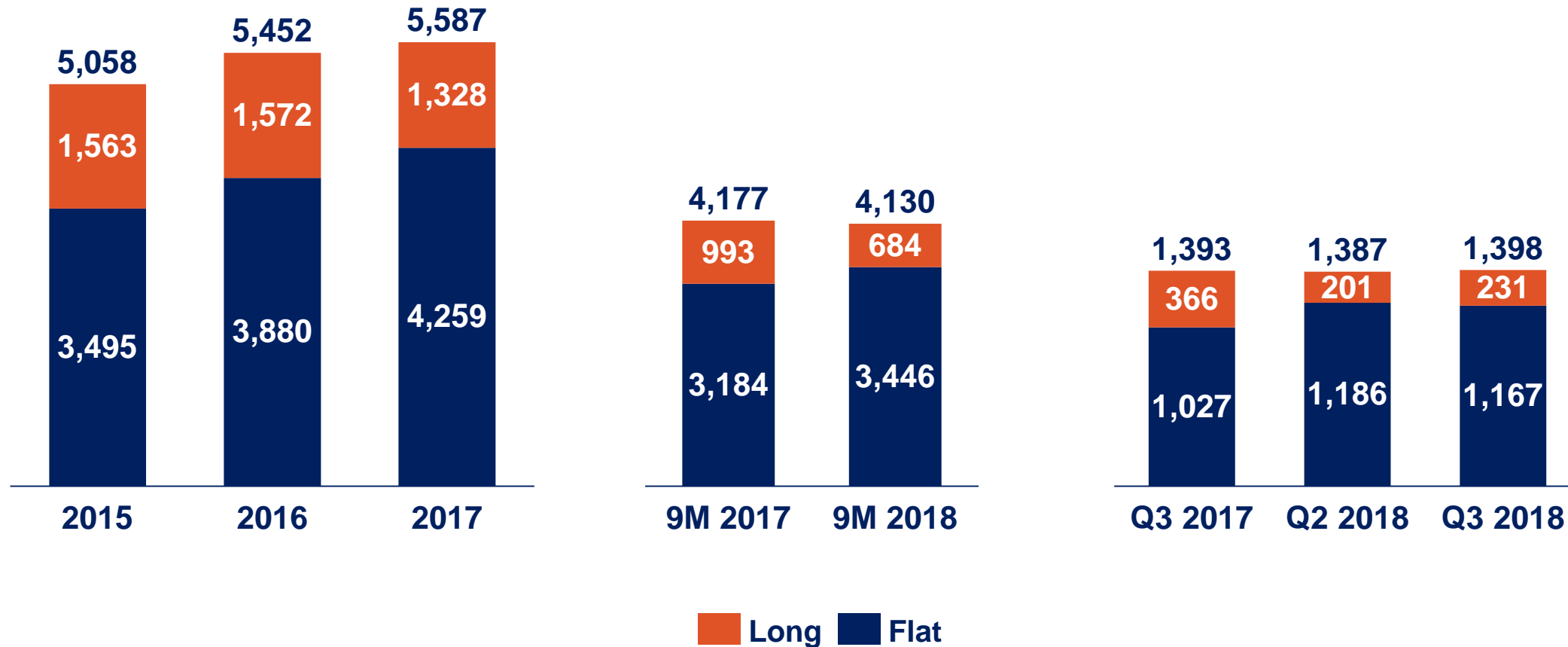
Crude Steel Capacity Utilization Ratio



*As of August 2018, Worldsteel no longer publishes global capacity utilization ratio for anti-trust reasons.

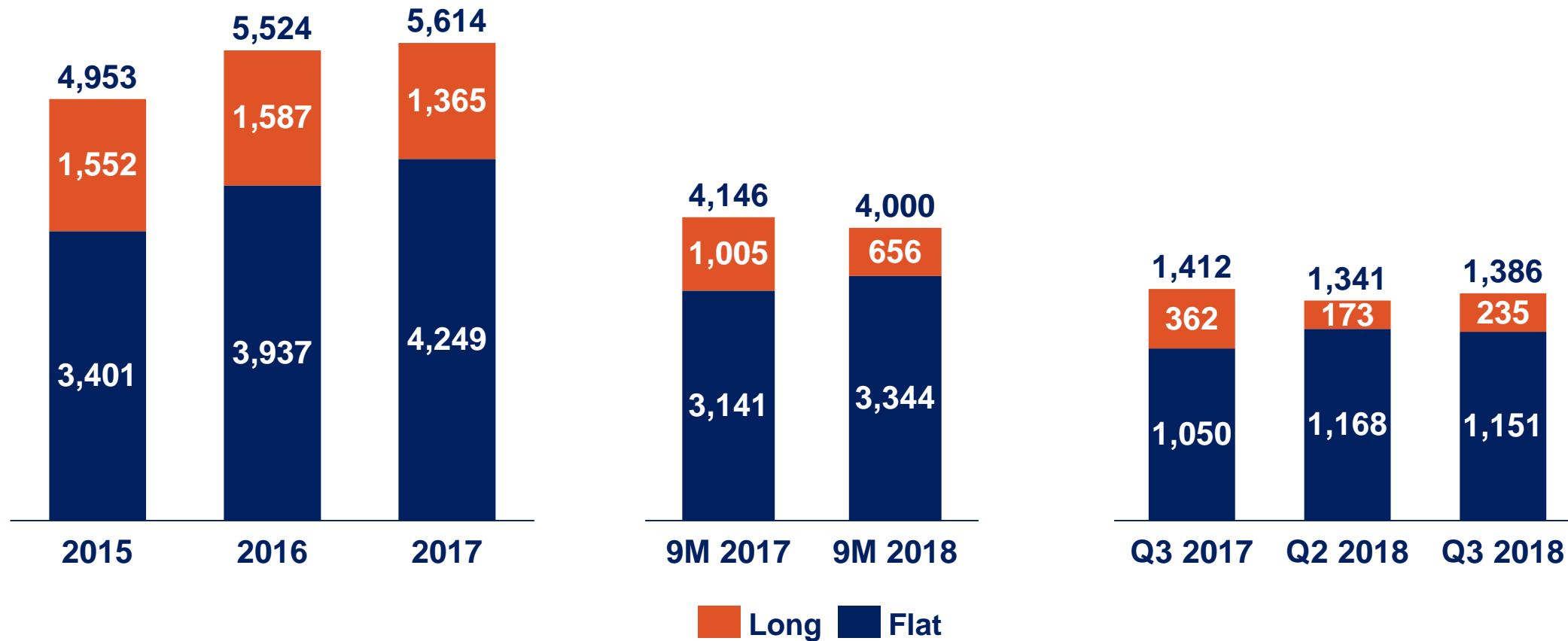
Production (000 tons)

Flat production increased by 13.6% YoY in Q3 2018.



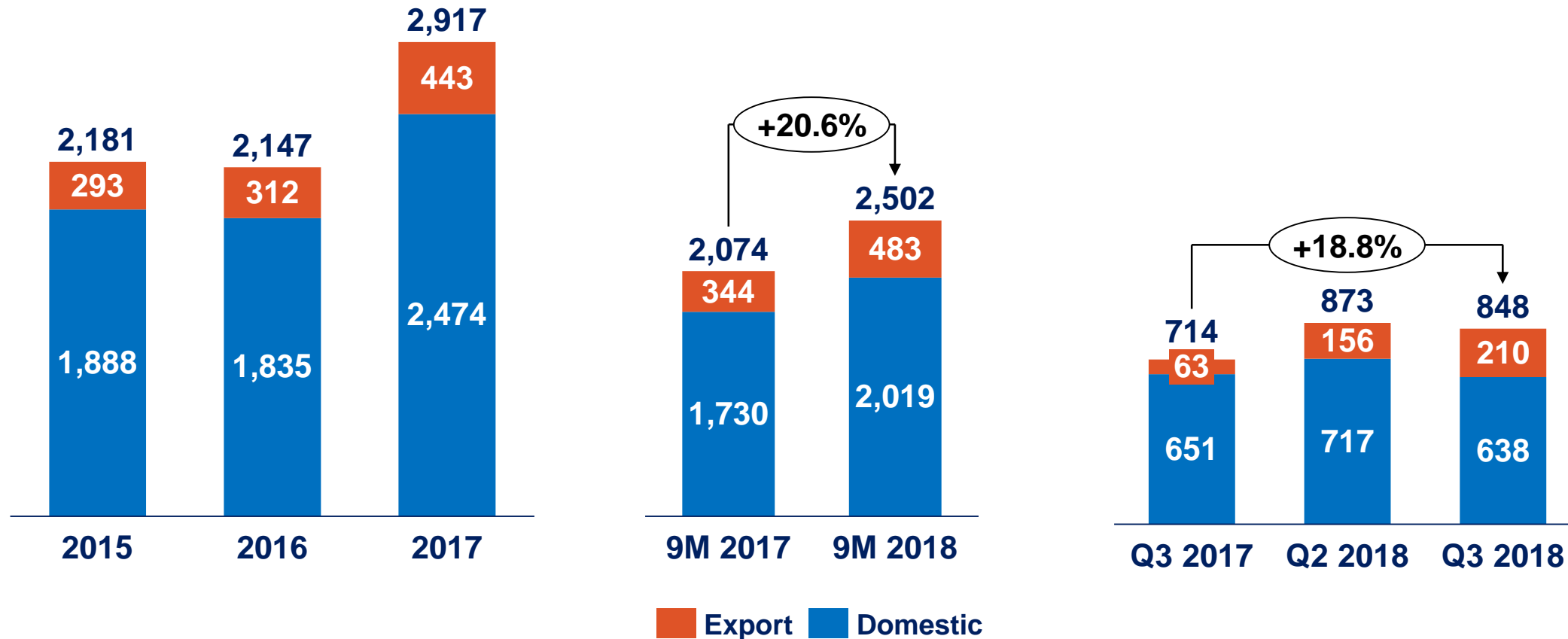
Sales Volume (000 tons)

Flat sales increased by 9.6% YoY in Q3 2018.



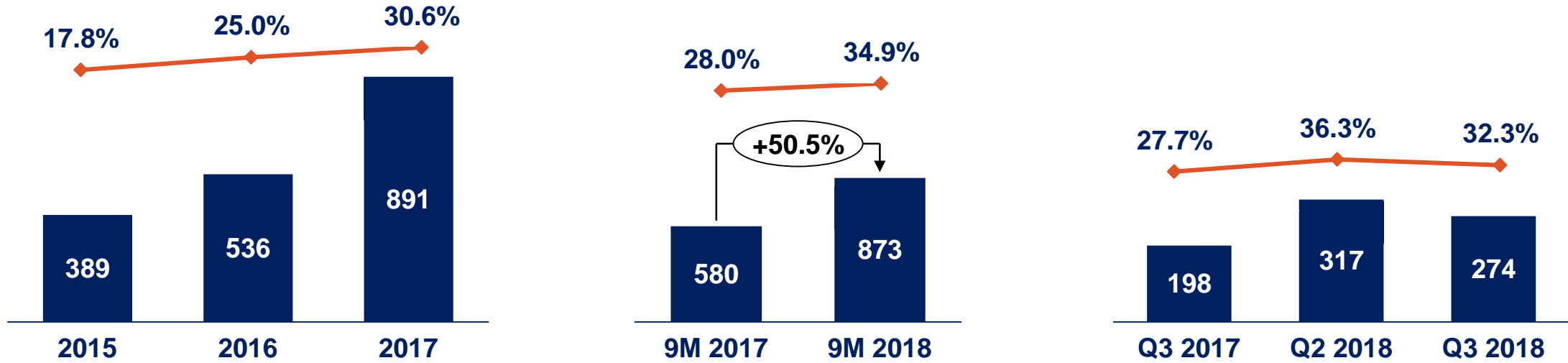
Net Sales Revenue (USD mn)

Net sales revenue increased by 20.6% YoY in 9M 2018.

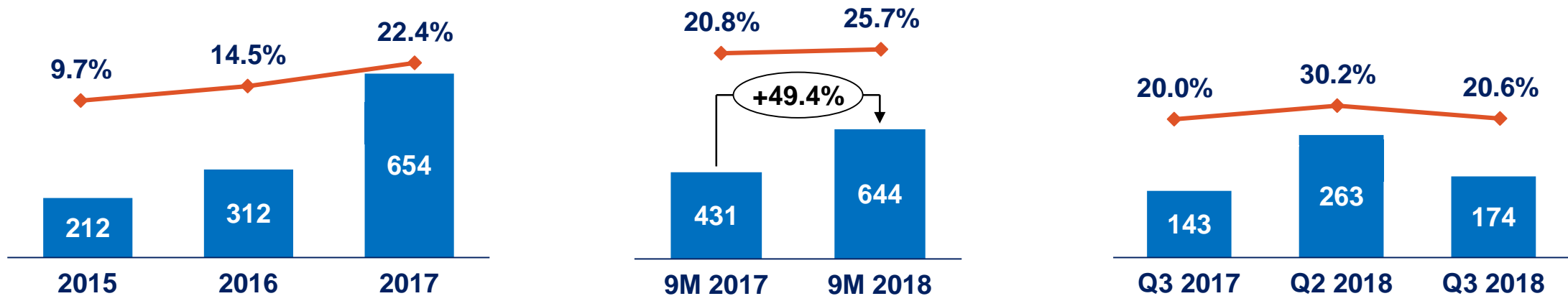


EBITDA & Net Profit

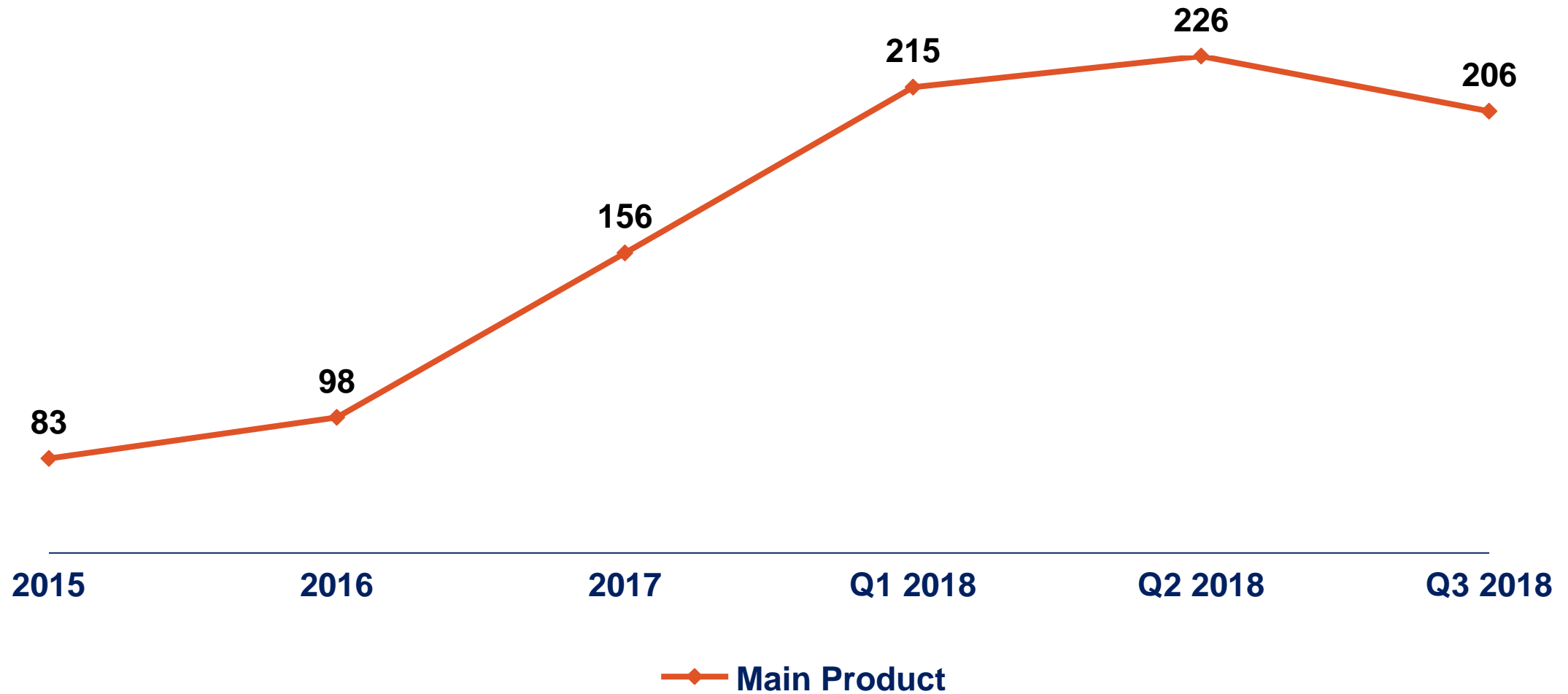
■ EBITDA (USD mn) — EBITDA Margin (%)



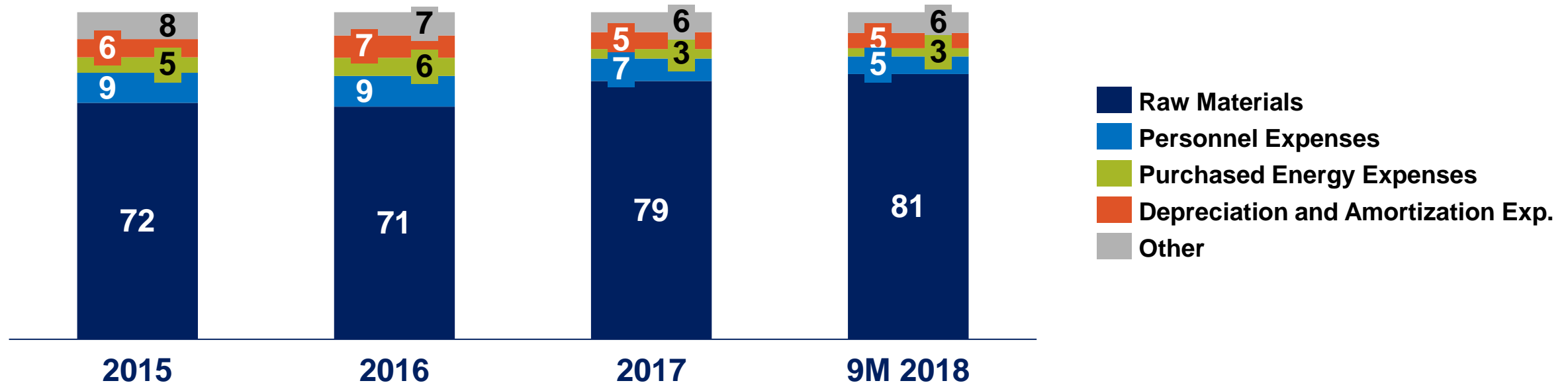
■ Net Profit (USD mn) — Net Profit Margin (%)



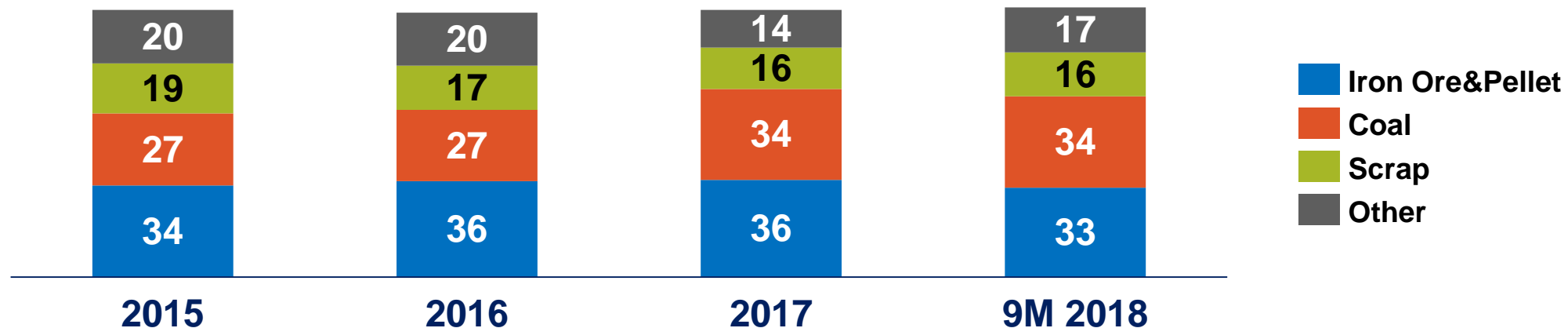
EBITDA per Ton (USD/ton)



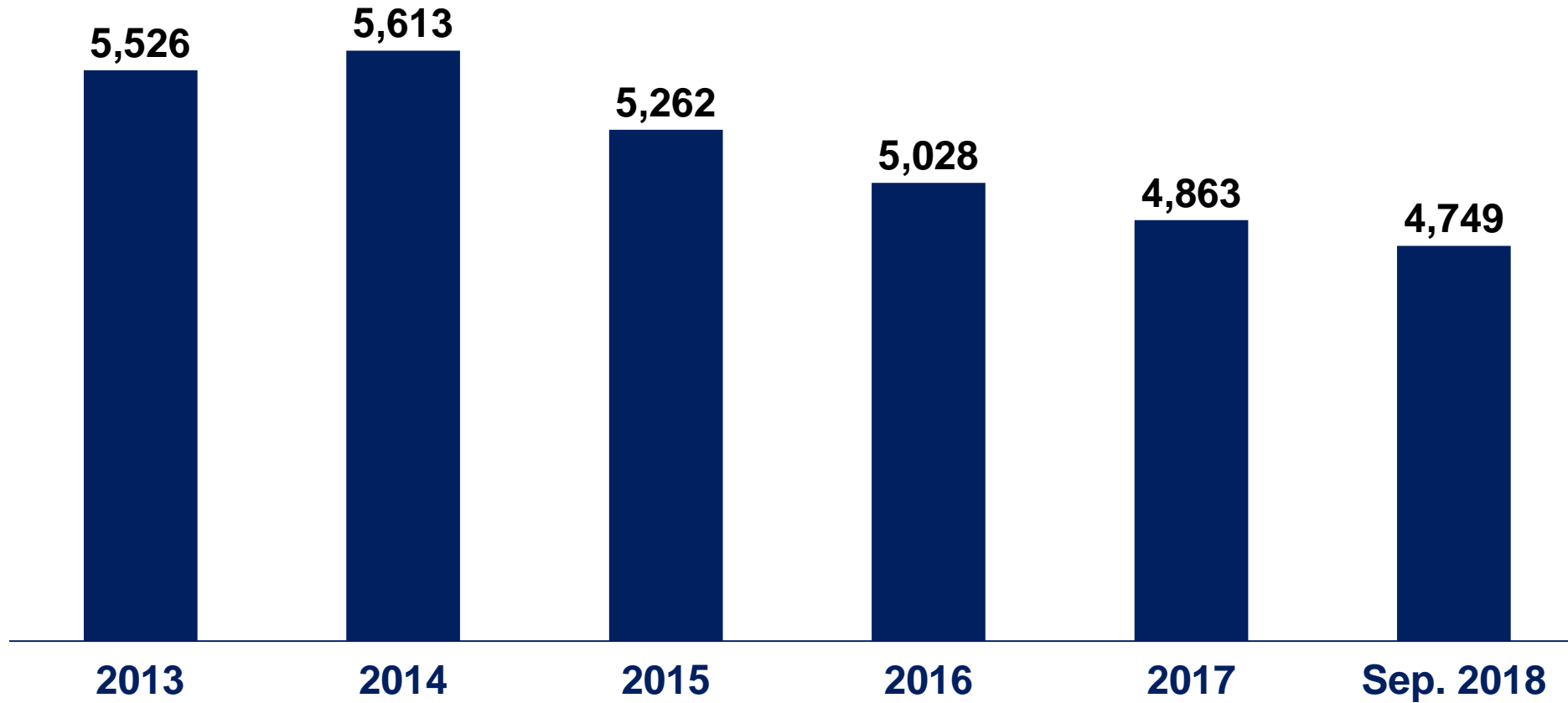
Cost of Sales Breakdown* (%)



Raw Materials Breakdown (%)



Number of Employees





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