

**2006 First Quarter Results Presentation**  
**July 21, 2006**



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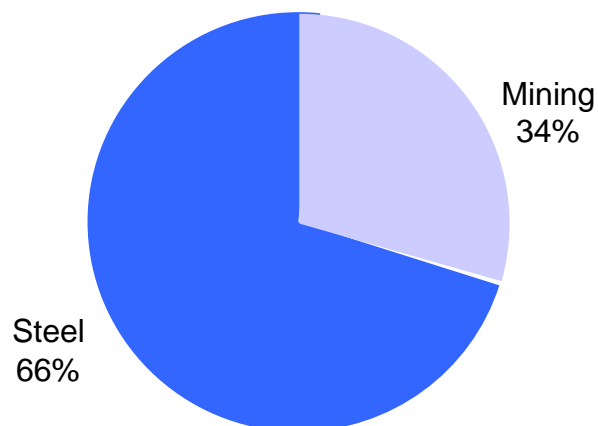
# Introduction and Overview

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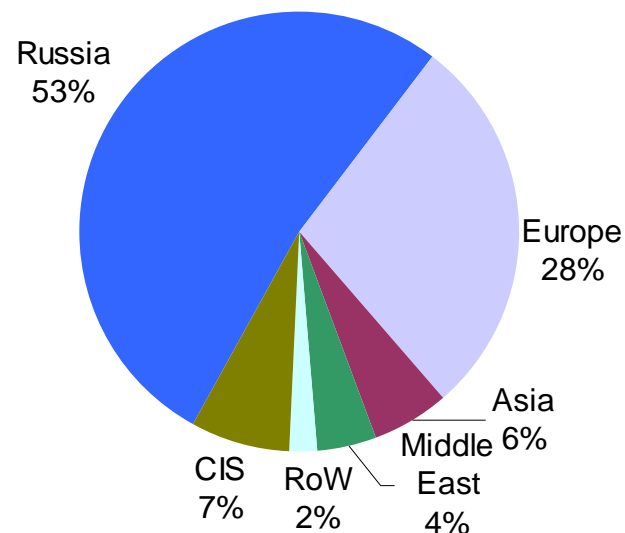
# Results Overview

- ◆ Net income was \$62.88 million in the first quarter of 2006 on revenues of \$853.5 million
- ◆ Consolidated EBITDA margin of 15.8%
- ◆ Actions to further expand mining segment
- ◆ Efficiency improvement programs in the steel segment yielding results
- ◆ Maintained leadership in core products
  - 2<sup>nd</sup> largest coking coal producer and largest exporter
  - 2<sup>nd</sup> largest long product producer

Revenue breakdown by product, 1Q06



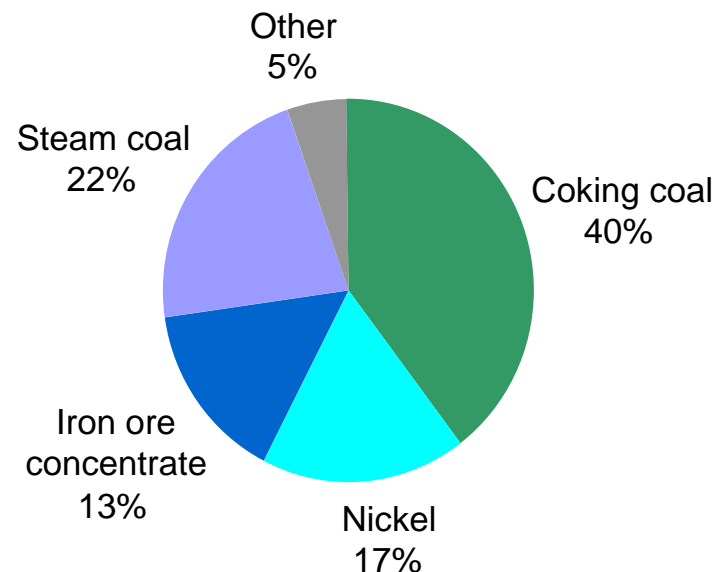
Revenue breakdown by region, 1Q06



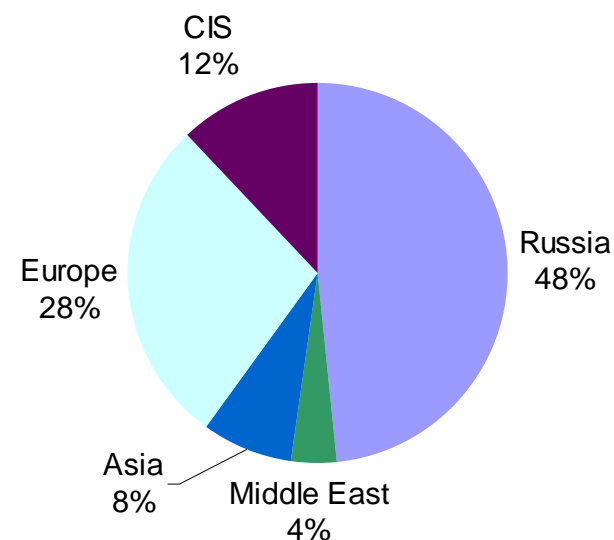
# 1Q 2006: Mining Segment

- ◆ Operating income of \$29.28 million on revenues of \$289.45 million; Operating margin of 8.0%
- ◆ EBITDA margin of 15.9% (EBITDA margin for 1Q 2005 was corrected for comparison with other companies, margin is calculated out of consolidated revenues of the segment, including intersegment sales). Mining segment EBITDA represented 43.2% of consolidated EBITDA
- ◆ Decline in coking coal prices substantially impacted profitability
- ◆ One-time charges: \$20 million in tax add-on at Korshunov plant
- ◆ Sales to 3<sup>rd</sup> parties increased to 79% of total segment revenues
- ◆ Solid output growth in iron ore concentrate further strengthens our self-sufficiency in raw materials

Revenue breakdown by product, 1Q06



Revenue breakdown by destination, 1Q06



Product output 1Q06, thousand tonnes 1Q06 vs. 1Q05, %

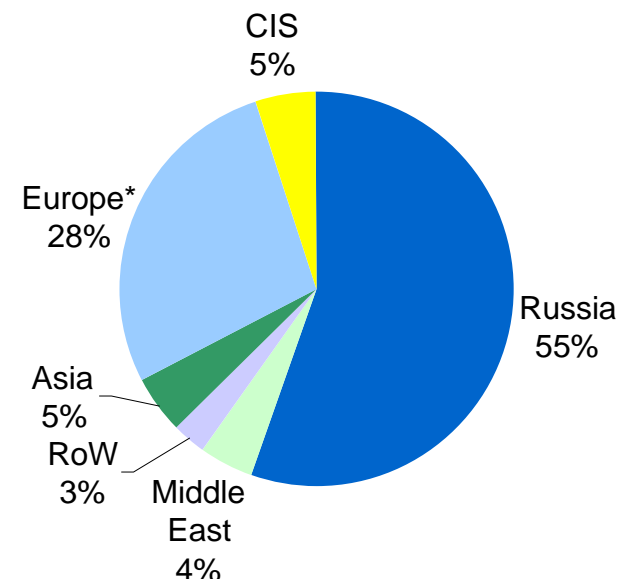
Product	1Q06, thousand tonnes	1Q06 vs. 1Q05, %
Coal	4,011	-2.0
Coking coal	2,225	-5.0
Steam coal	1,786	+2.0
Iron ore concentrate	1,127	+8.0
Nickel	3.4	+42.0



# 1Q 2006: Steel Segment

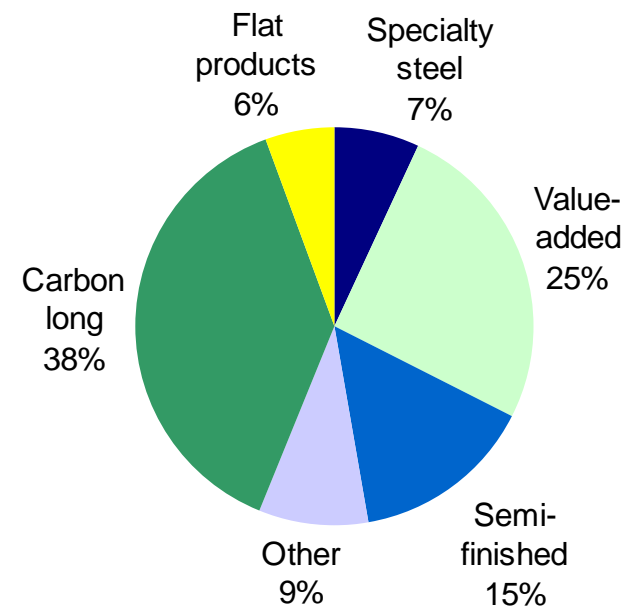
- ◆ Revenues from 3<sup>rd</sup> parties of \$564.06 million in 1Q06
- ◆ EBITDA margin of 13.4% (EBITDA margin for 1Q 2005 was corrected for comparison with other companies, margin is calculated out of consolidated revenues of the segment, including intersegment sales). Steel segment EBITDA constituted 56.8% of consolidated EBITDA
- ◆ Operational losses in Romania negatively impacted profitability, decision is expected to be taken at the end of 3<sup>rd</sup> quarter
- ◆ Improved outlook due to stabilized global pricing, combined with efficiency and cost-saving programs
- ◆ \$350 million of CapEx throughout 2010 to be directed to steel segment to improve performance

Revenue by region, 1Q06



Note: \* including sales to Glencore

Revenue by product, 1Q06



Product output 1Q06, thousand tonnes 1Q06 vs. 1Q06, %

Product	1Q06, thousand tonnes	1Q06 vs. 1Q06, %
Hardware	134	-8.0
Rolled products	1,067	-20.0
Steel	1,367	-15.0
Pig iron	820	-18.0
Coke	526	-27.0

# 2006: Strategy

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## Management focus on profitability of operations

### Mining

- ◆ Expand the mining segment, both through organic growth and acquisitions
- ◆ Maintain control over costs

### Steel

- ◆ Focus on improving profitability of steel operations through cost control and efficiency gains as primary goals going forward
- ◆ Establishment of Mechel Hardware OOO

### Sales

- ◆ Diversification of the sales structure to give impetus to value-added, hardware products sales

### Corporate

- ◆ Corporate restructuring – Mechel OAO and Mechel Management OOO
- ◆ Continue to implement best corporate governance practices



# Financial Review

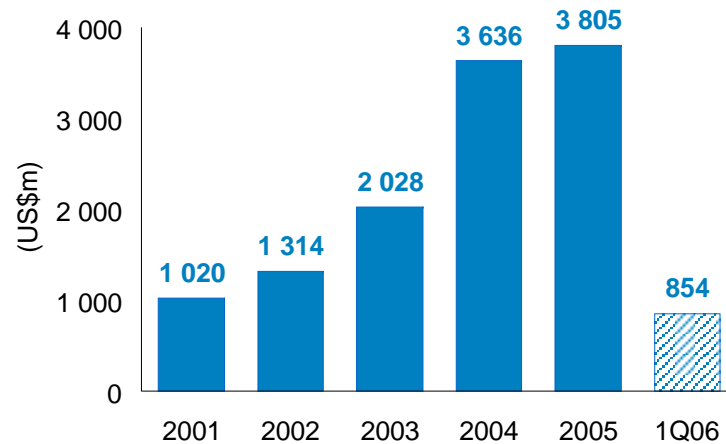
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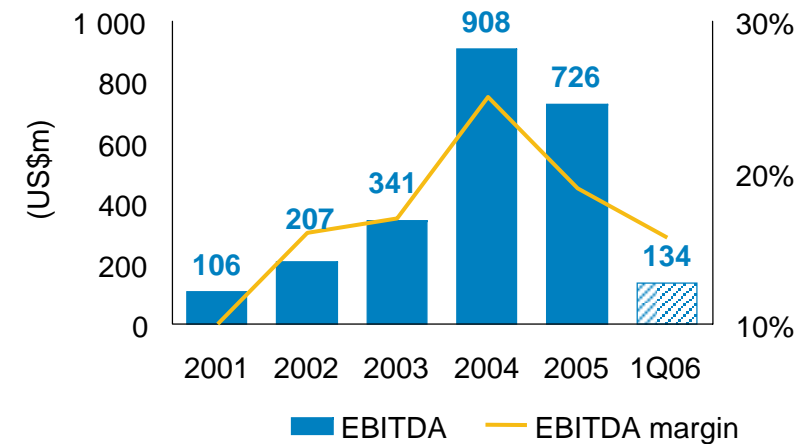


# Financial performance

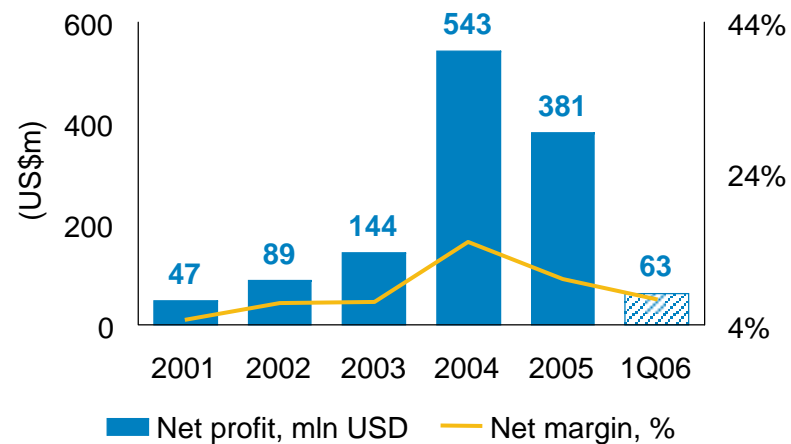
## Revenues



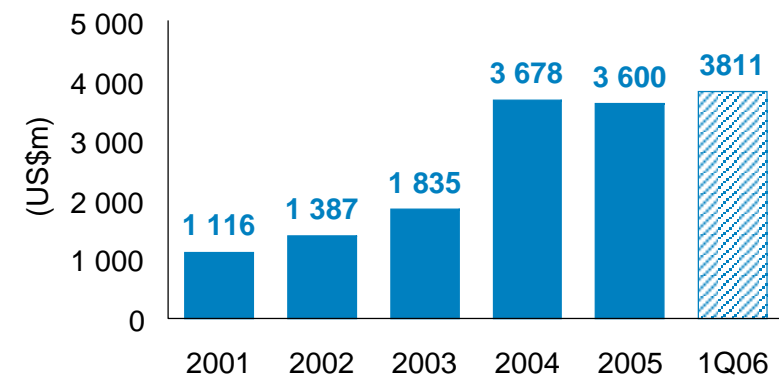
## EBITDA\*



## Net profit \*



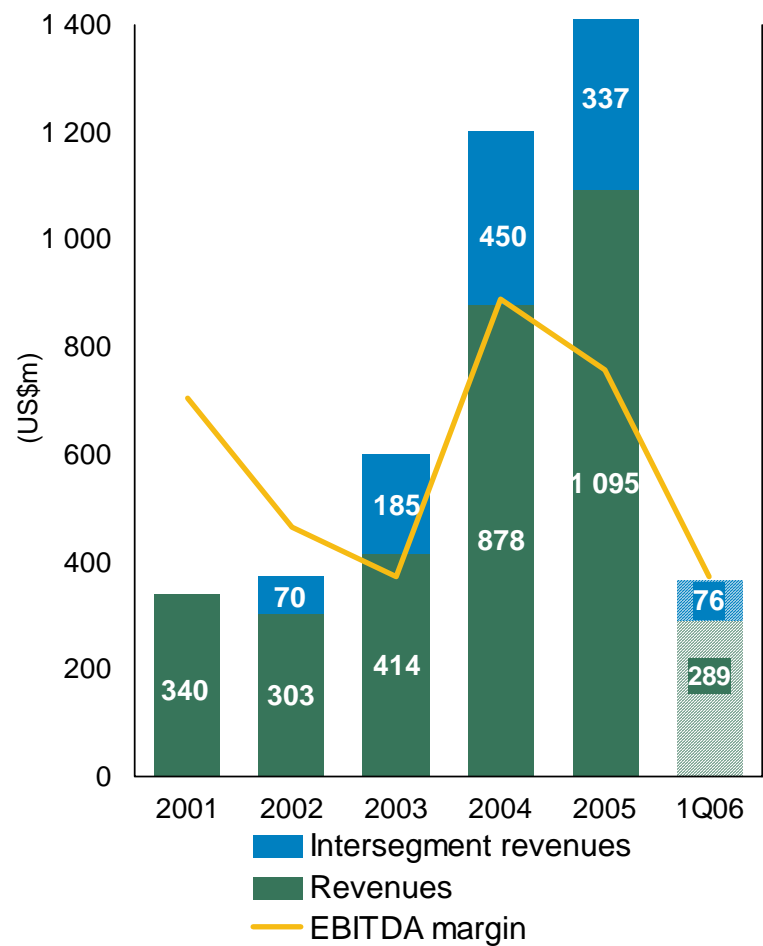
## Total assets



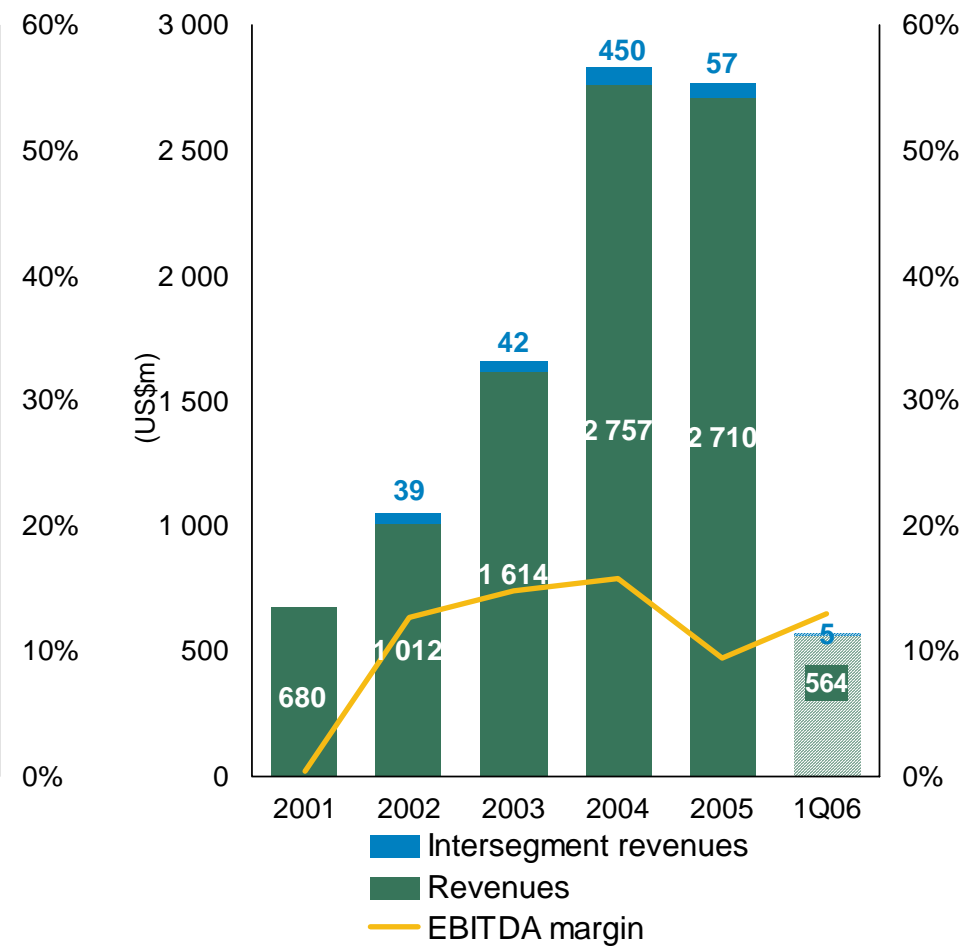
\* Excluding gain on the sale of the stake in MMK in 2004

# Segment operations

## Mining segment



## Steel segment



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

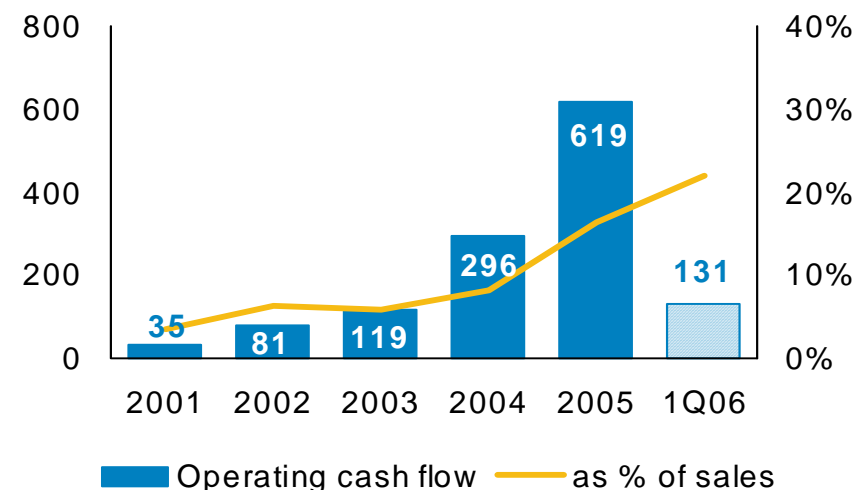


# Strong balance sheet to support growth

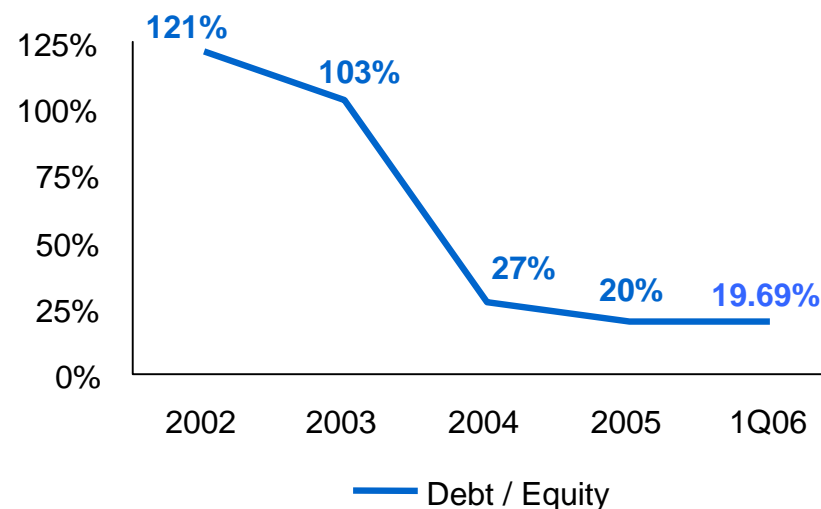


- ◆ Sound cash flow generation
- ◆ Strong balance sheet
- ◆ US\$129m net debt position provides significant financial flexibility to:
  - Fund capex program
  - Pursue value enhancing M&A opportunities
  - Pay dividends in line with the new dividend policy

## Operating cashflow



## Debt / equity

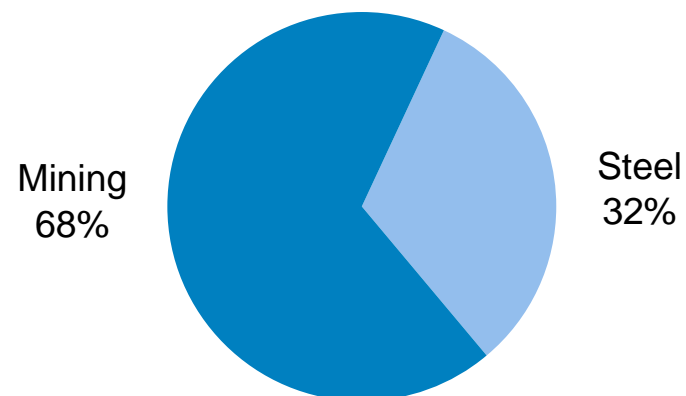


# Disciplined approach to spending

## 2006-2010 Capex program

	US\$m	Comments
<b>Mining</b>		
Coal	680	<ul style="list-style-type: none"> <li>◆ Mine development: Olzherassky, Erunakovskaya-1, Sibirginsky</li> <li>◆ Construction of Sibirginsky washing plant</li> <li>◆ Mining equipment</li> </ul>
Iron ore	70	<ul style="list-style-type: none"> <li>◆ Mine development: Krasnoyarskoye</li> </ul>
<b>Steel</b>	<b>350</b>	<ul style="list-style-type: none"> <li>◆ Concaster</li> <li>◆ Coke battery</li> <li>◆ Maintenance</li> </ul>
<b>TOTAL</b>	<b>1,100</b>	

## 2006-2010 Capex breakdown



# Compelling investment case

**Low-cost vertically integrated producer, almost fully self-sufficient in key raw materials**

**Strong mining business: 2<sup>nd</sup> largest coking coal producer and the largest exporter**

**NYSE-listed, Commitment to highest corporate governance standards**



**Strong platform for growth supported by conservative balance sheet**

**Track record of realizing synergies on the back of integration between subsidiaries**

**Able to increase production and lower costs with targeted capex**

