

**2005 First Half Results Presentation  
October 17, 2005**



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# Introduction and Overview

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# Mechel at a glance

**Low-cost vertically integrated producer, virtually self-sufficient in raw materials**

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

**NYSE-listed, best corporate governance practices**

**Strategy to increase segment value and overall efficiency**



**Track record of turning around assets and realizing synergies**

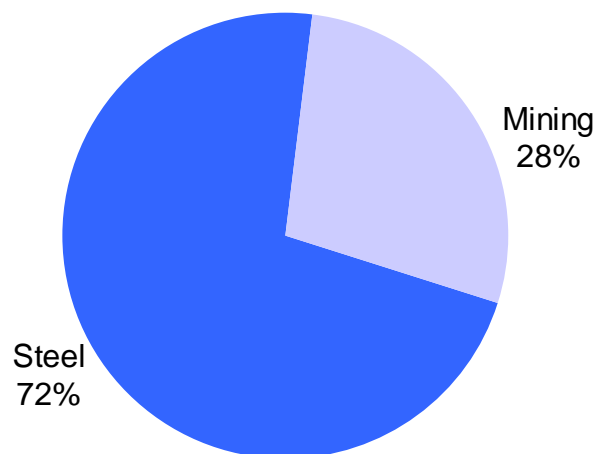
**Able to increase production and lower costs with targeted capex**



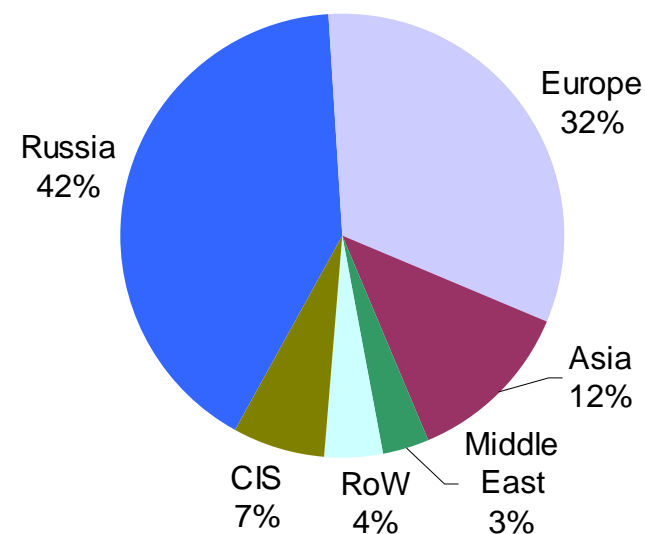
# Highlights

- ◆ Net income was \$243.6 million in 1H05 on revenues of \$2.14 billion
- ◆ Consolidated EBITDA margin of 19.7%
- ◆ Acquisition of 25% +1 share stake in Yakutugol
  - Significant development opportunity for the mining segment, with access to a new region with substantial coal and iron ore reserves
- ◆ High profitability of the mining segment
- ◆ Efficiency improvement programs in the steel segment continued
- ◆ Maintained leadership in core products
  - 2<sup>nd</sup> largest coking coal producer and largest exporter
  - 2<sup>nd</sup> largest longs producer

Revenue breakdown by product, 1H05



Revenue breakdown by region, 1H05





# 1H05: Mining Segment Accomplishments

- ◆ Operating income of \$310.8 million on revenues of \$594.1 million
  - Operating income growth of 67.7%
  - Revenue growth of 64.0%
- ◆ EBITDA margin of 53.9%. Mining segment EBITDA represented 75.7% of total consolidated EBITDA
- ◆ Acquisition of a stake in Yakutugol, output of 9 million tonnes, of which 5.4 tonnes is coking coal
- ◆ Acquisition of additional 1.15 billion coal reserves in new license areas
- ◆ Strong segment output growth

<b>Product</b>	<b>1H05, thousand tonnes</b>	<b>1H05 vs. 1H04, %</b>
Coal	7,525	+3.0
Coking coal	4,134	-1.5
Steam coal	3,392	+9.0
Iron ore concentrate	2,224	+17.0
Nickel	5.6	-13.0



# 1H05: Steel Segment Accomplishments

- ◆ Revenues increased 24.3% to \$1.6 billion in 1H05
- ◆ Steel segment EBITDA constituted 24.3% of consolidated EBITDA
- ◆ Efficiency and cost-saving programs underway
- ◆ Commissioning of the second line of the sinter plant

<b>Product</b>	<b>1H05, thousand tonnes</b>	<b>1H05 vs. 1H04, %</b>
Coke	1,360	-7.0
Pig iron	1,844	-1.0
Steel	3,088	+2.0
Rolled products	2,423	+2.0
Hardware	296	+13.0

# 2005 Strategy

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## Management to focus on profitability of operations

- ◆ Expansion of the mining segment
  - Work to sustain high profitability of the mining segment
- ◆ Cost control and efficiency are primary goals going forward
- ◆ Focus on improving profitability of steel operations
- ◆ Improved integration between subsidiaries
- ◆ Improvement of the product mix towards higher-value quality flat products, options to be presented to the Board of Directors end 2005 – early 2006





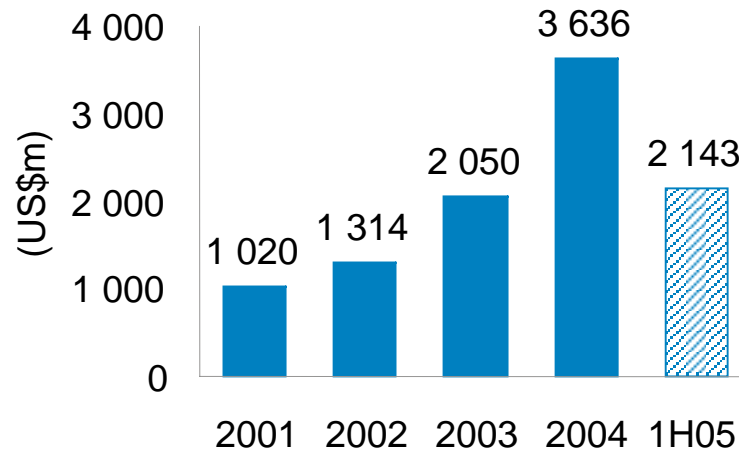
# Financial Review

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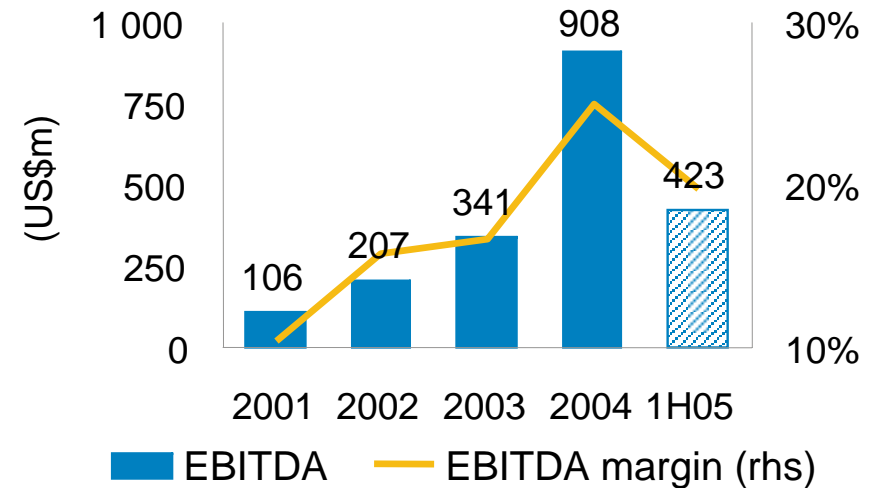


# Strong financial performance

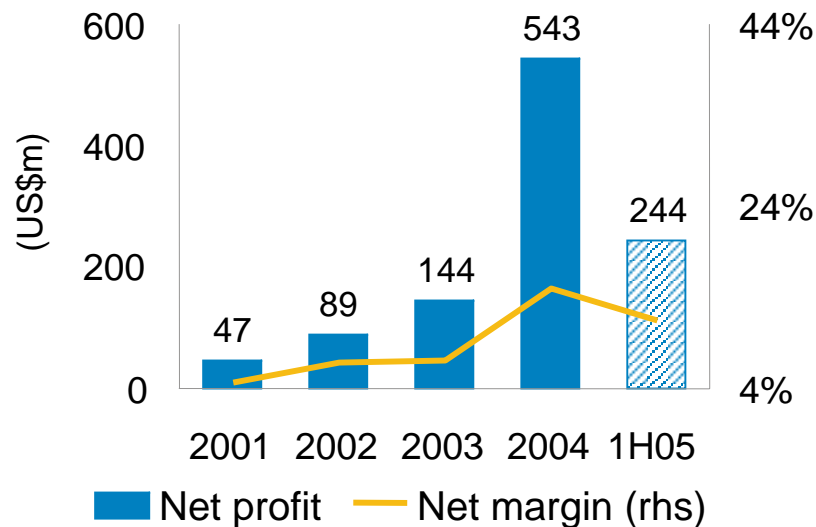
## Revenues



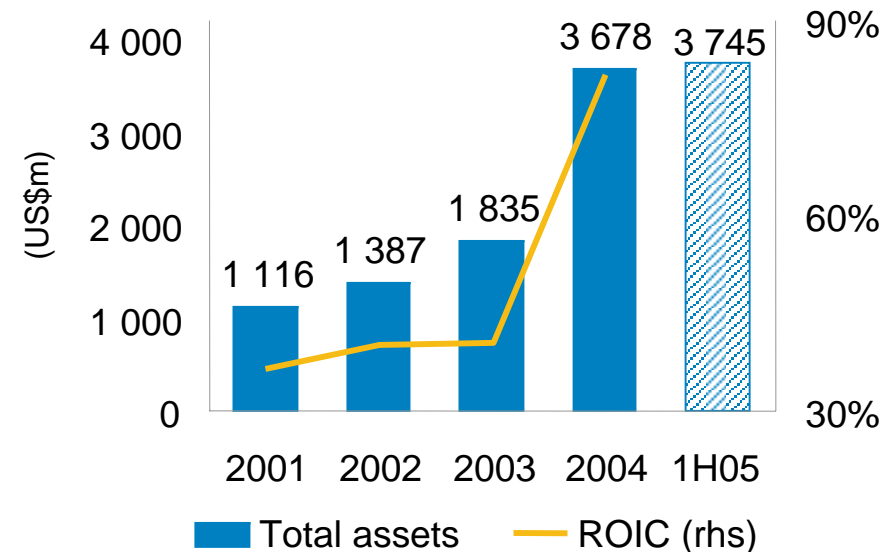
## EBITDA\*



## Net profit \*



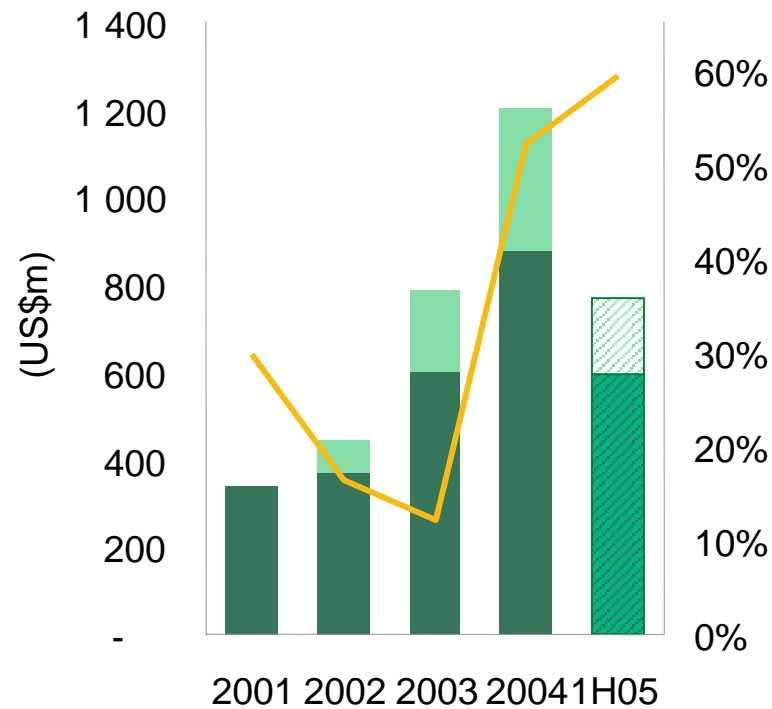
## Total assets



\* Excluding MMK gain

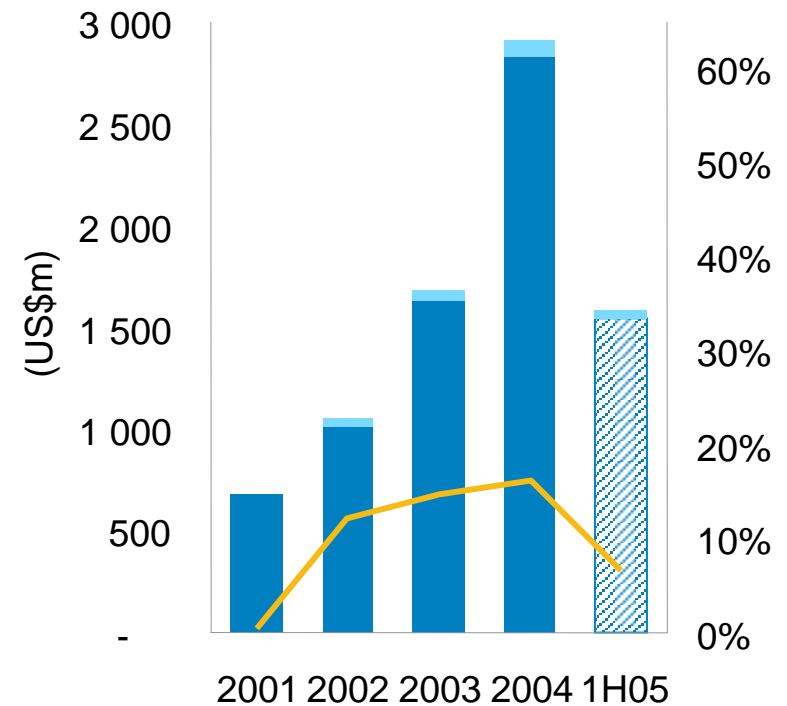
# Segment operations

## Mining segment



■ Intersegment revenues  
■ Revenues  
— EBITDA margin (rhs)

## Steel segment



■ Intersegment revenues  
■ Revenues  
— EBITDA margin (rhs)

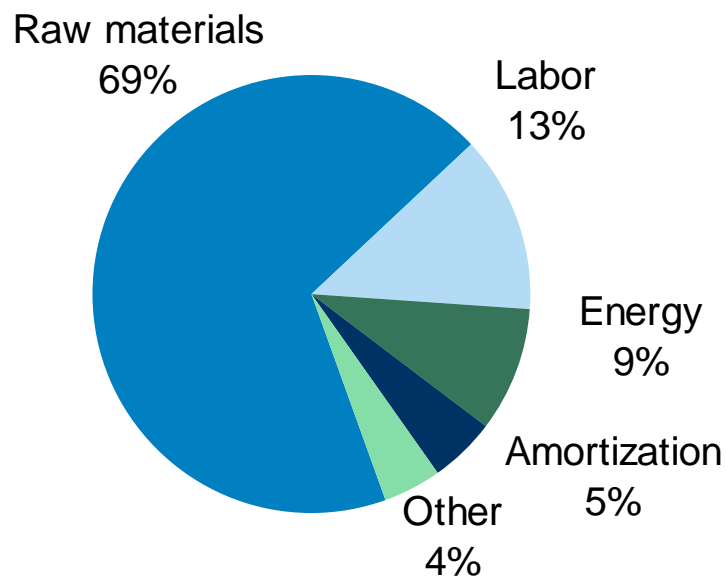


# Maintain focus on cost control

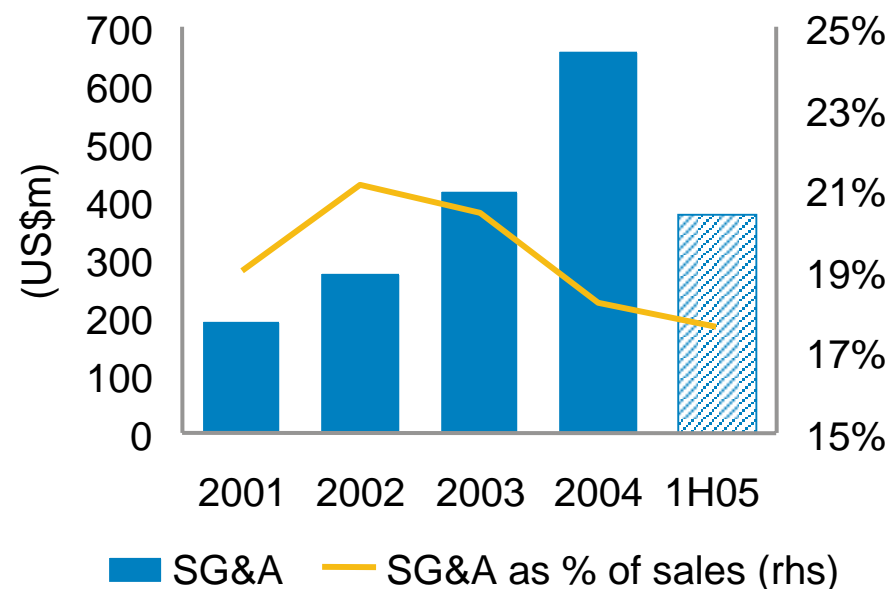
## Tight control over our cost base remains strategic priority

- ◆ Continued integration between subsidiaries expected to reduce costs
- ◆ Decreasing SG&A expenses as percent of sales
- ◆ Own generation of electrical energy through cogeneration facilities
- ◆ Own logistics and port infrastructure

### COGS breakdown, 1H05



### SG&A expenses



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