



FY2013 RESULTS PRESENTATION

MAY 15, 2014



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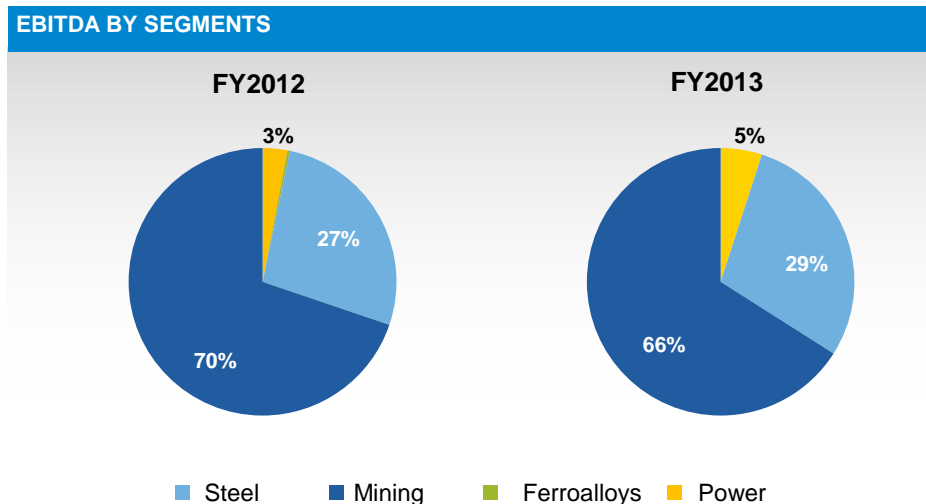
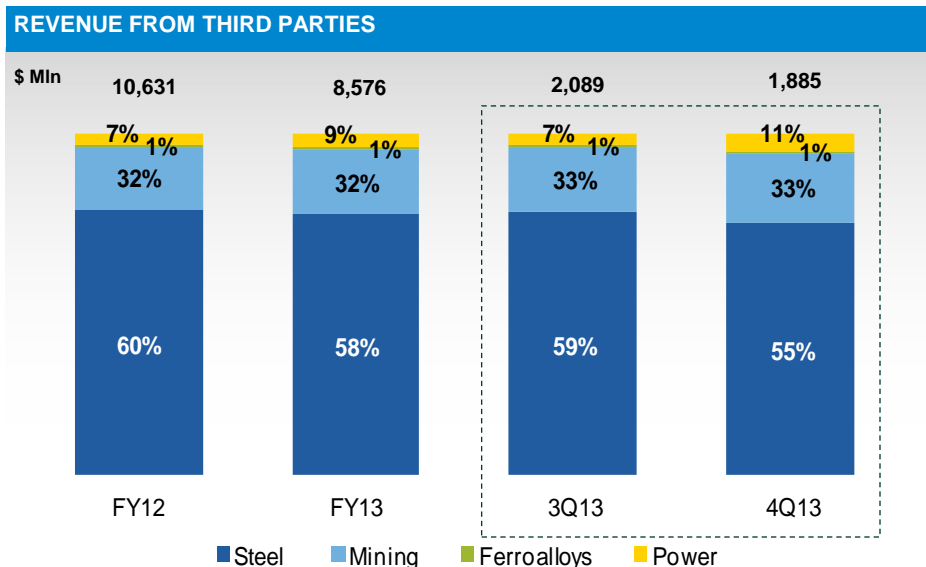
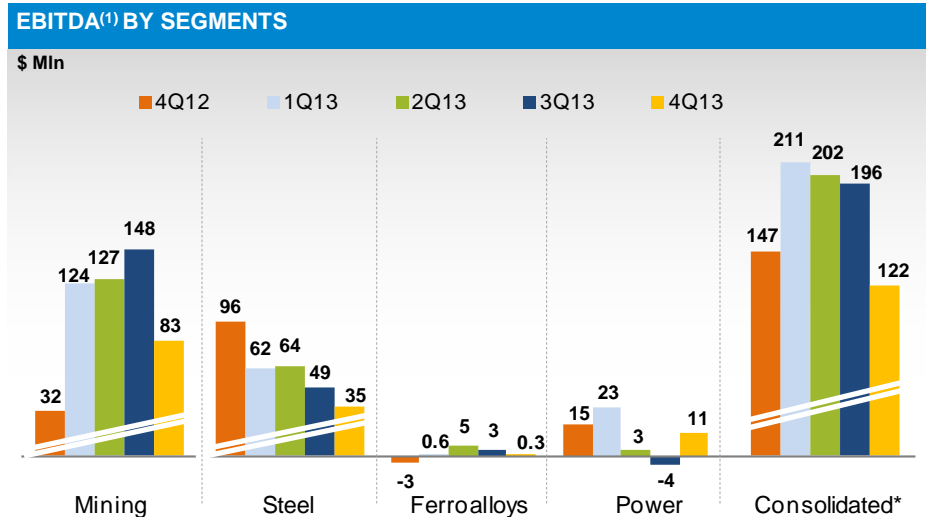
FINANCIAL HIGHLIGHTS



SEGMENTS OVERVIEW



- +** Consolidated revenue down 19% y-o-y to \$8.6 bn on asset disposals and weaker prices
- +** Bad debt provisions and write-offs due to assets disposals result in a Net Loss of \$2.9 bn for 2013
- +** Mining segment continues to dominate in the consolidated EBITDA with its share of 66%

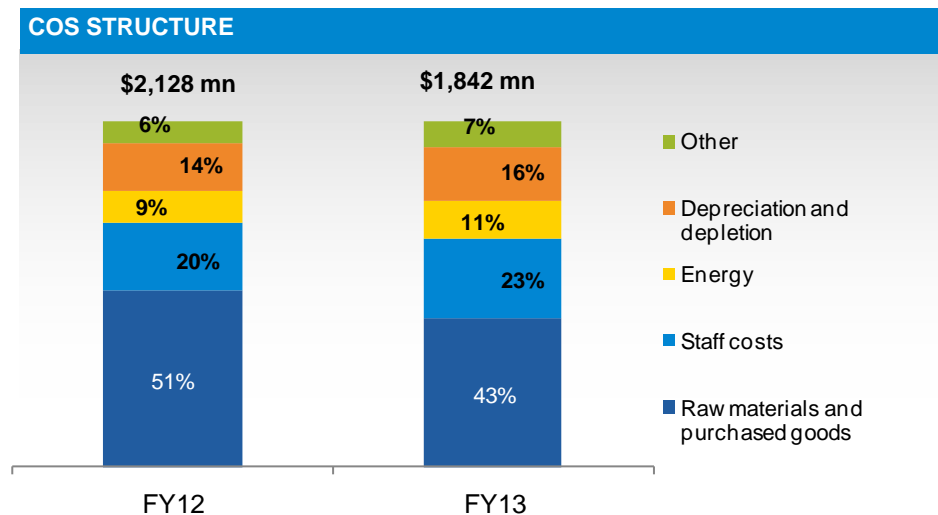
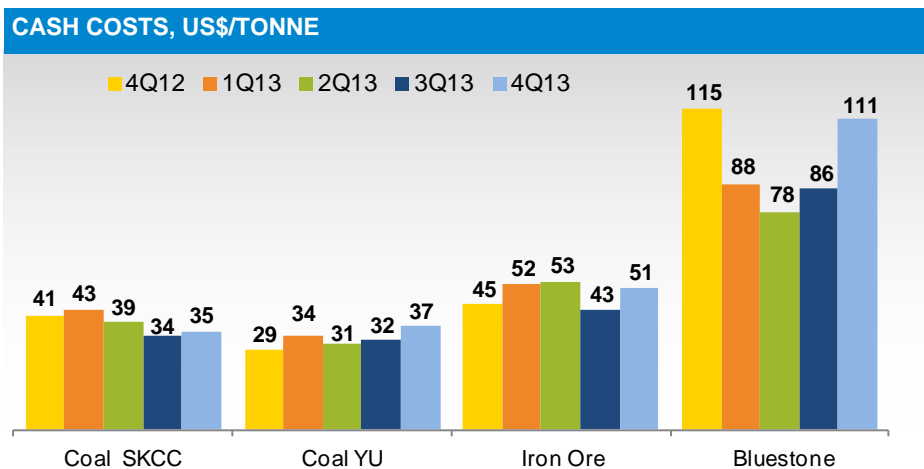
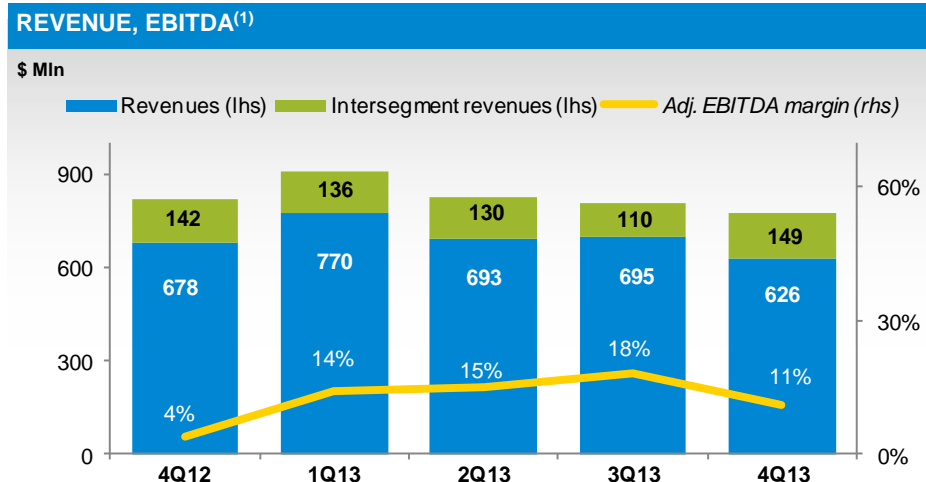


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MINING SEGMENT



- +** Segment's EBITDA down to \$83 in 4Q13 largely due to 10% revenue decrease on lower volumes
- +** Cash costs at Russian assets up on seasonal factors
- +** Cash costs at Bluestone up 29% q-o-q as most of its capacity is idled due to unfavorable pricing environment

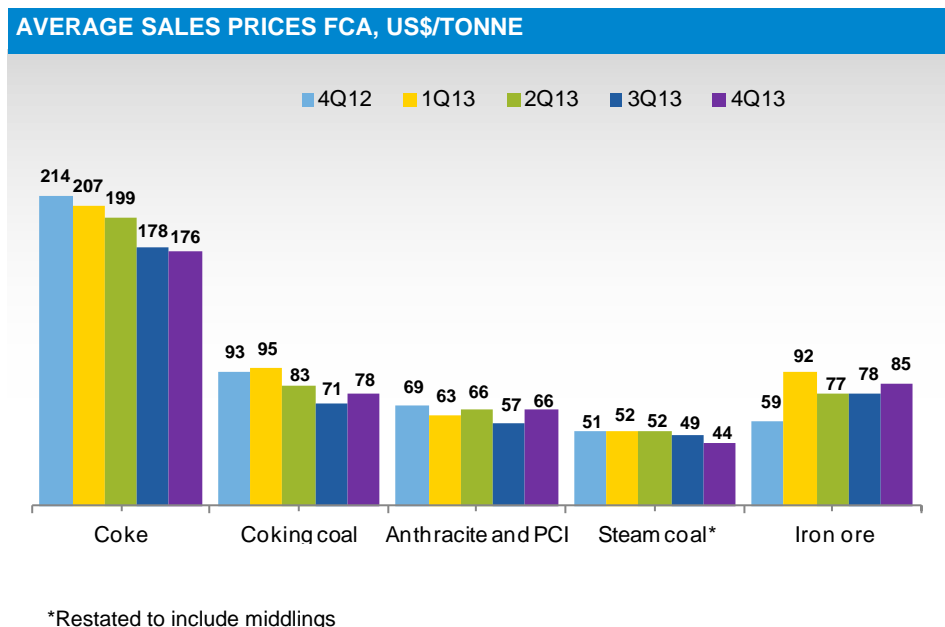
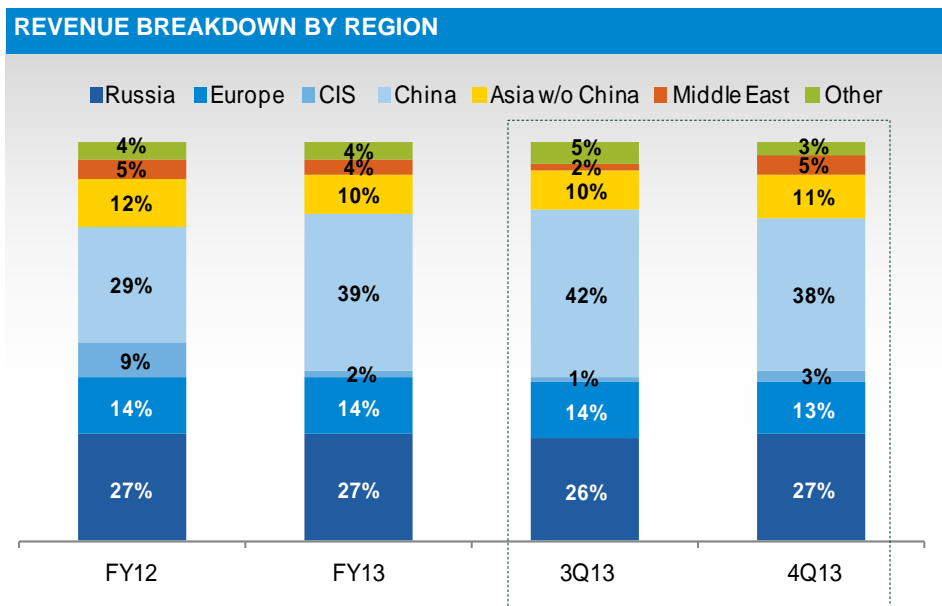
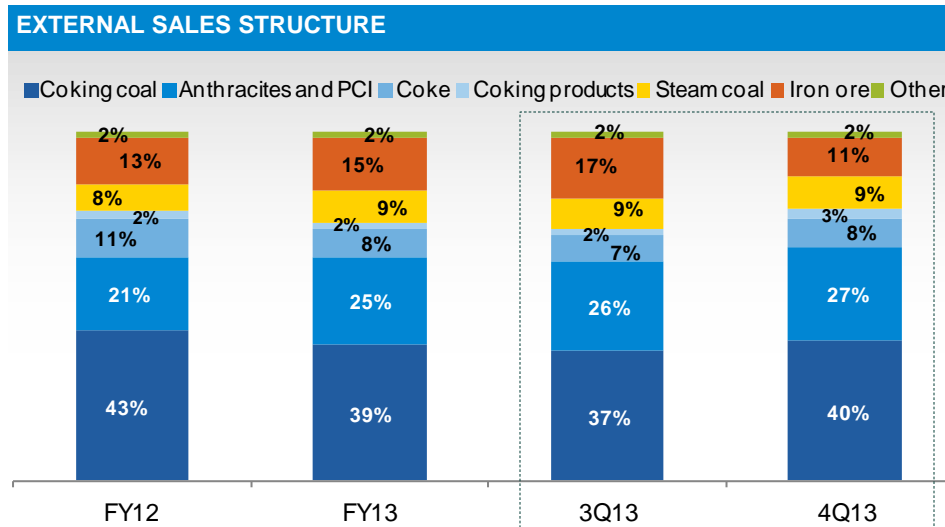


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MINING SEGMENT



- +** Share of met coal sales is stable y-o-y at 64% of Segment's revenue
- +** Anthracite & PCI volumes up 16% y-o-y endorsing our strategy of diversifying met coal portfolio
- +** Coal shipments to China grow x1.3 to 39% y-o-y of overall sales as we continue expansion into Asia Pacific
- +** Share of 3d party iron ore sales down 43% q-o-q as we switched to supplying our steel segment

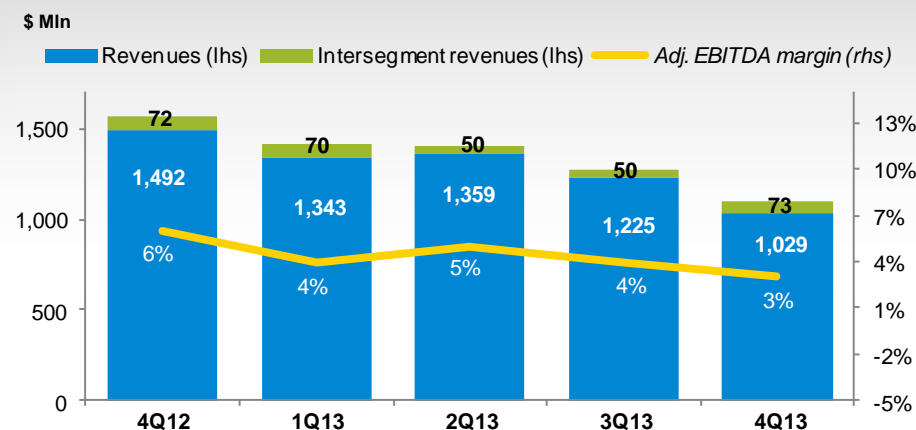


STEEL SEGMENT

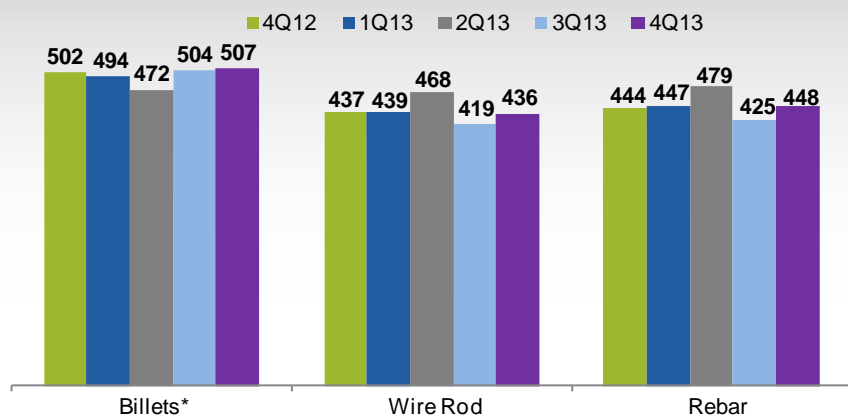


- +** Segment's revenue down 16% due to seasonal demand slowdown and termination of resale business with Estar...
- +** ...with cash costs slightly up on seasonal factors...
- +** ...resulting in 4Q13 EBITDA decreasing to \$35 mn
- +** Bottom line affected by \$70 mn of related parties bad debt provision and \$17 mn of FX loss

REVENUE, EBITDA⁽¹⁾

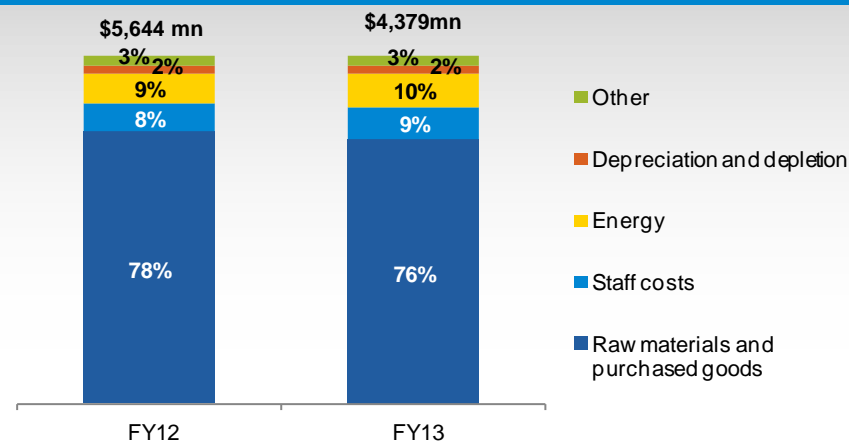


CASH COSTS, US\$/TONNE



* Domestic sales

COS STRUCTURE

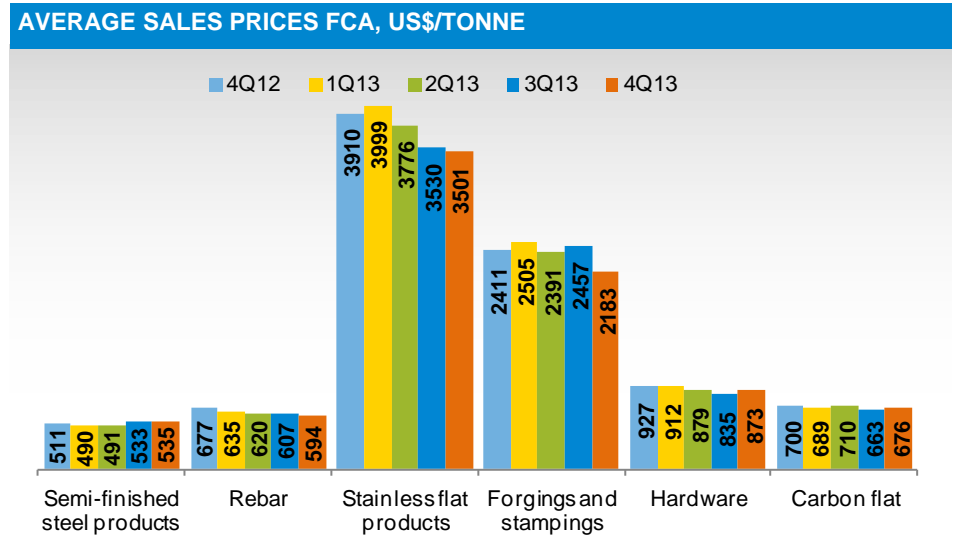
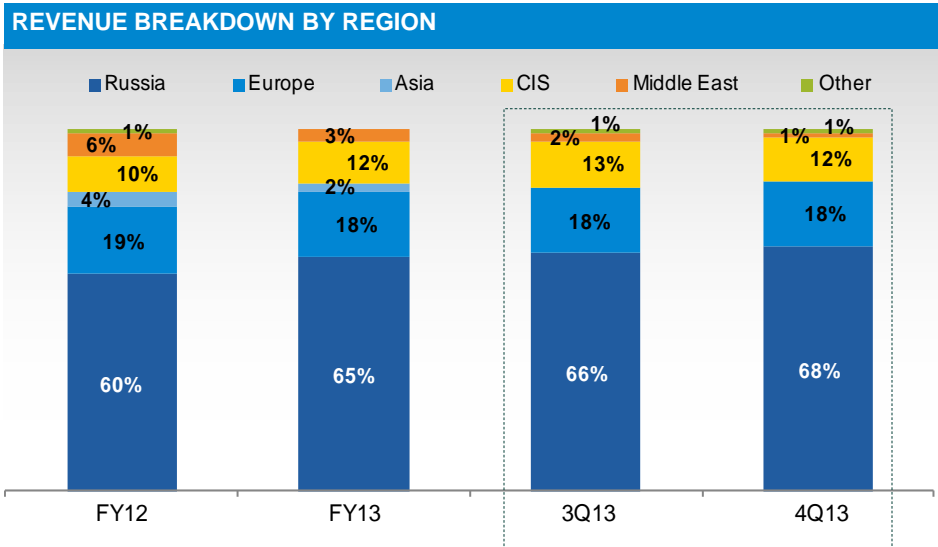
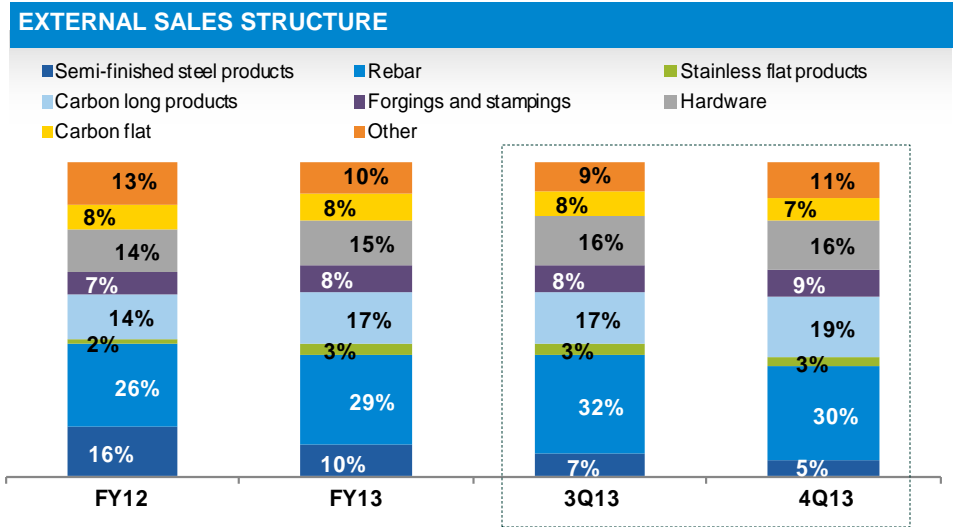


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STEEL SEGMENT



- +** Sales of rebar decrease by 7% y-o-y due to disposal of loss-making Romanian steel plants
- +** Share of semi-finished products down 57% y-o-y as we launch the universal mill at Chelyabinsk and terminate resale business with Estar
- +** Share of Russia and CIS goes up to 77% of Segment sales as we gradually exit our European operations

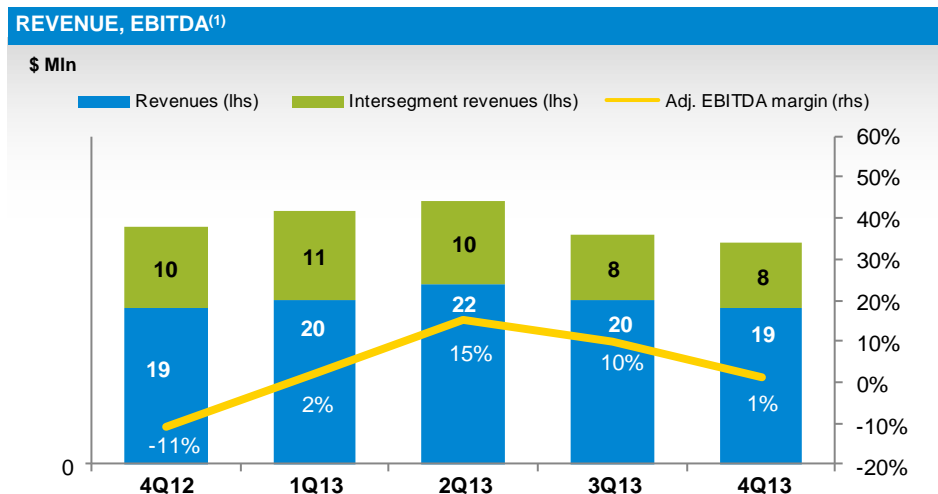


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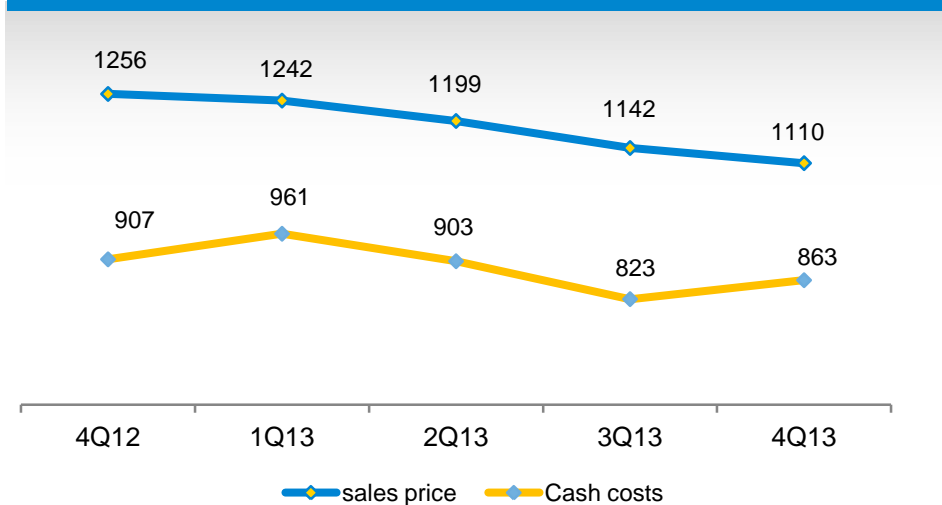
FERROALLOYS SEGMENT*



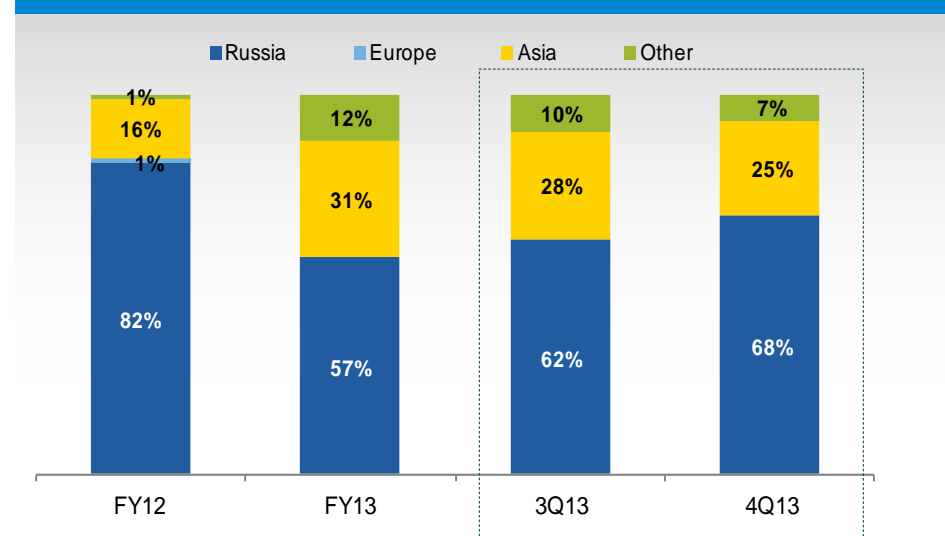
- + Revenue down 6% q-o-q due to decrease of FeSi sales and weaker pricing
- + FeSi cash costs up by 5% as electricity price grows
- + \$269 mn write-off on disposed chrome assets affects bottom line
- + Nickel and chrome business results deconsolidated as Discontinued operations



AVERAGE FERROSILICON SALES PRICES AND CASH COSTS, US\$/TONNE



REVENUE BREAKDOWN BY REGION



* As of December 31, 2013, a number of companies of the ferroalloys segment met criteria for classification as discontinued operations under US GAAP and were disclosed as a separate component from Mechel Group's continuing operations retrospectively for all comparative periods presented.

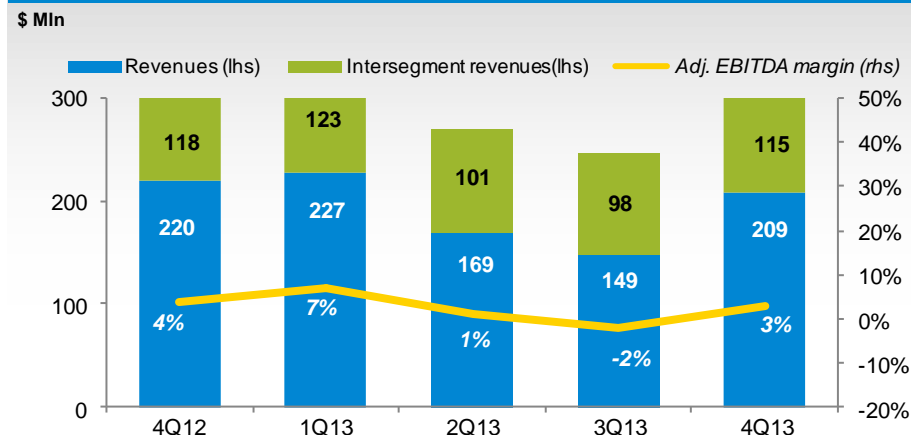
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POWER SEGMENT

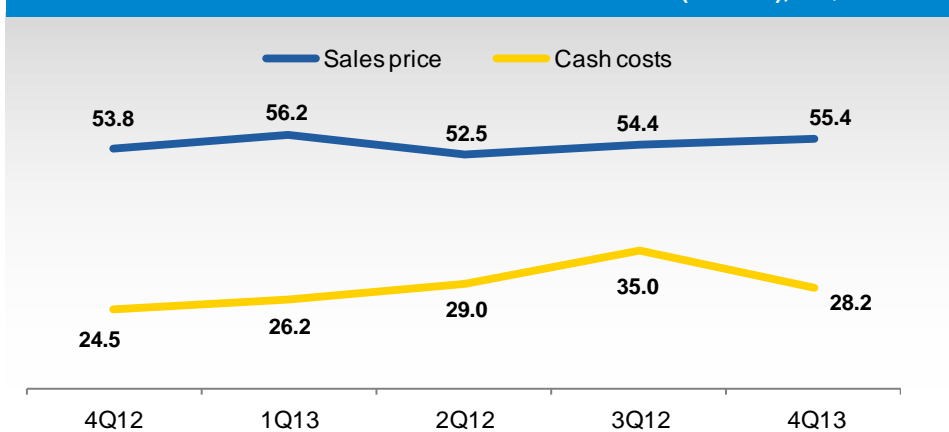


- +** Revenue up 40% q-o-q due to high season
- +** Cash cost down 19% as sales of heat and electricity grow
- +** EBITDA back to black with \$11 mn

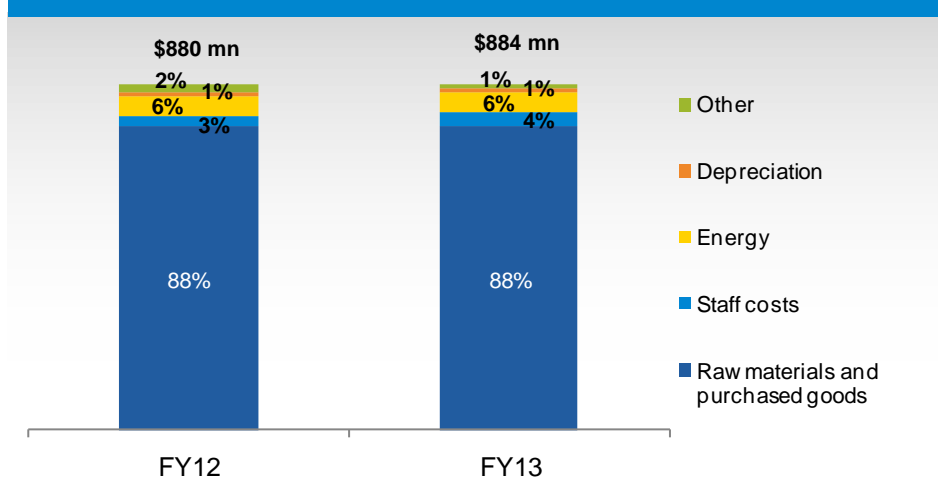
REVENUE, EBITDA⁽¹⁾



AVERAGE ELECTRICITY SALES PRICES AND CASH COSTS (RUSSIA), US\$/MWH



COS STRUCTURE



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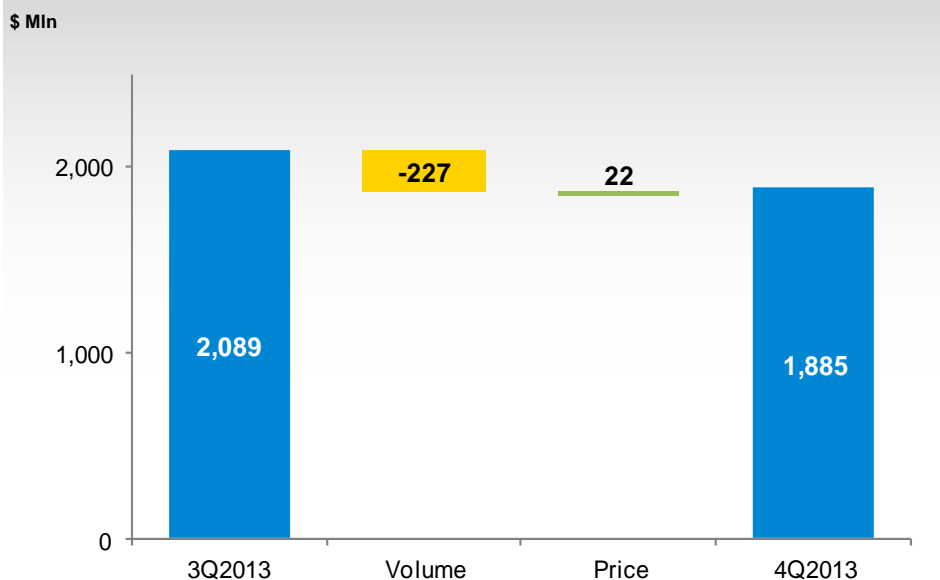
Consolidated P&L



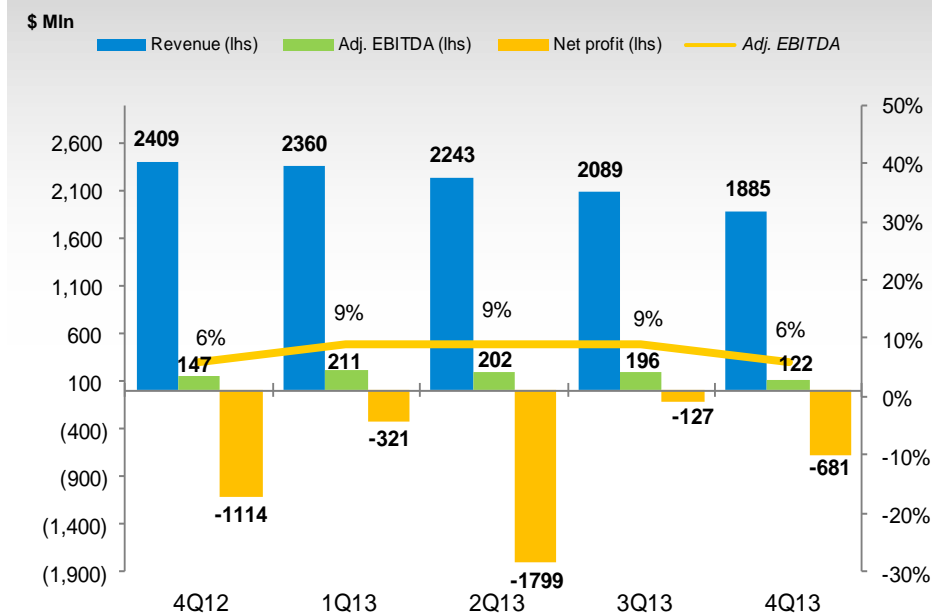
4Q2013 FINANCIAL PERFORMANCE Q-O-Q HIGHLIGHTS:

- +** Consolidated EBITDA down 38% q-o-q to \$122 mn due to lower profitability in the mining and steel segments affected by price and sales deterioration
- +** 4Q2013 bottom line affected by write offs of \$274 mn as a result of discontinued operations, \$79 mn of bad debt provisions and FX loss of \$14 mn

REVENUE DYNAMICS



REVENUE, EBITDA⁽¹⁾ AND NET PROFIT

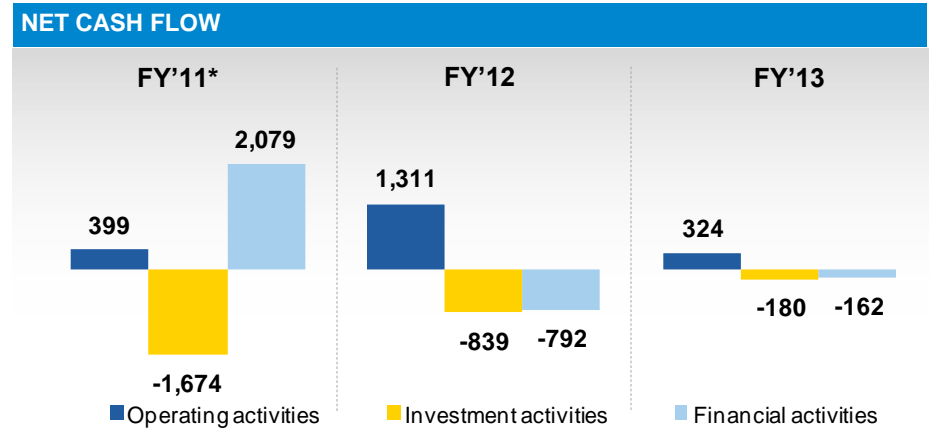


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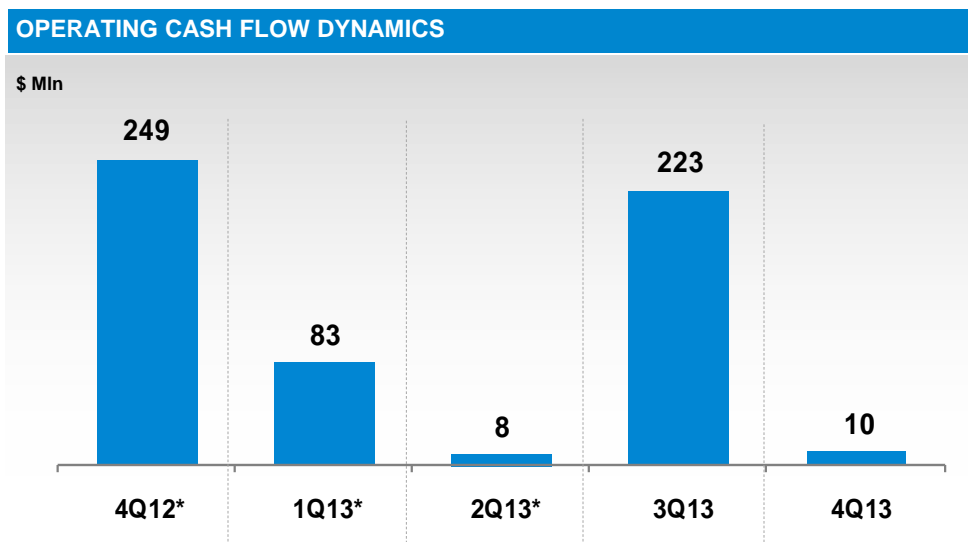
Cash Flow Statements



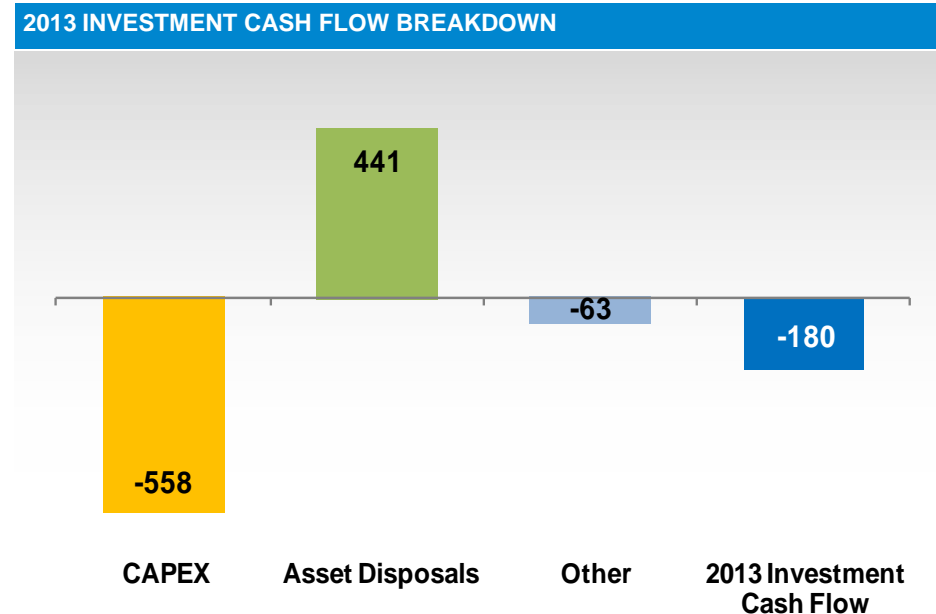
- + Continuing working capital management added another \$108 mn in Q4 to the CFO that totaled \$324 mn for FY2013
- + Inventory reduction release another \$101 mn in Q4 to add up to \$507 million inventory release for FY2013
- + CAPEX is halved y-o-y standing at \$558 mn in 2013 as main investment projects near their completion stage and Elga CAPEX secured through VEB project financing



* Excluding the effect of loan to Estar



* Certain reclassifications to conform with the current period presentation

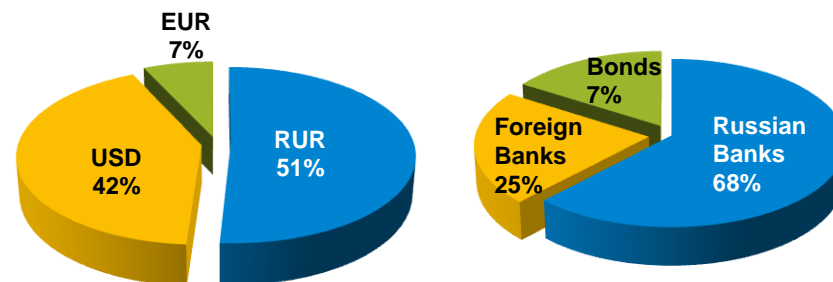


Successful refinancing and improved liquidity to service upcoming maturities

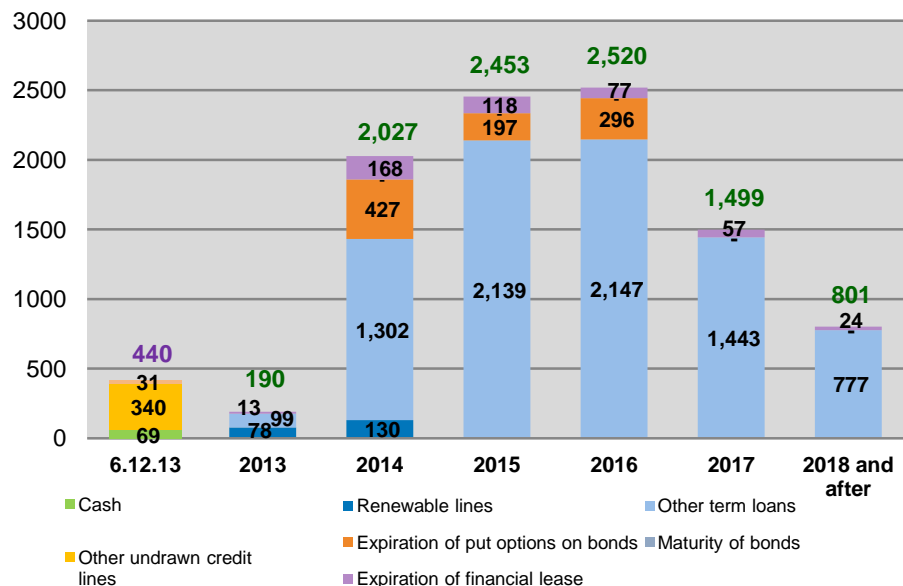


- +** In 1Q2014 RUR 21.5 bln was redeemed or refinanced.
- +** Cash and available credit lines total \$0.5 bln as of April 30, 2014.
- +** Net debt was reduced by US\$560 mn, reaching US\$ 8.6 bln as of April 30, 2014.
- +** Agreement reached with VTB to refinance \$0.5 bln of debt maturing on 2014, reducing short-term debt.

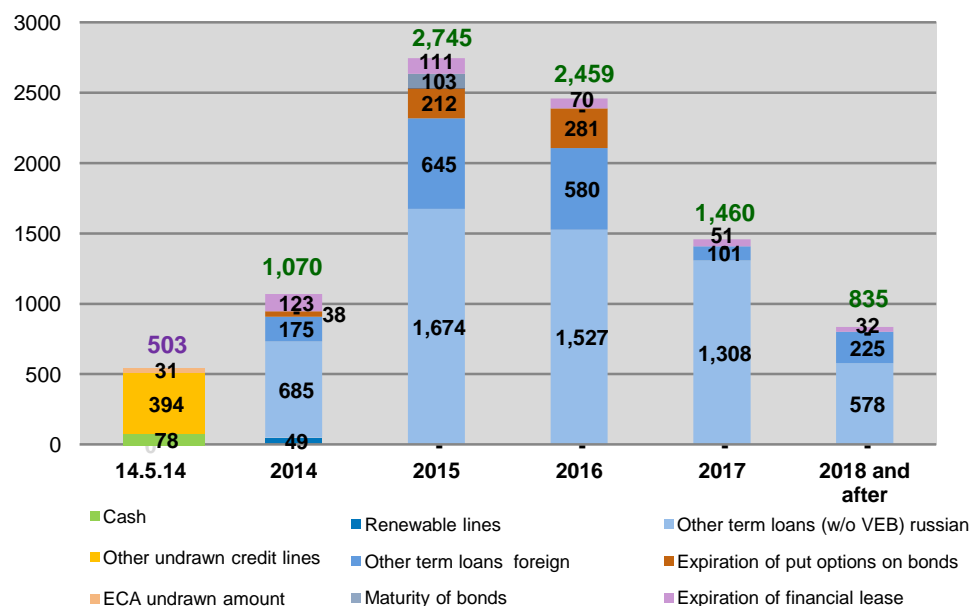
DEBT PROFILE AS OF APRIL 30, 2014



DEBT MATURITY SCHEDULE AS OF DECEMBER 6, 2013 **



DEBT MATURITY SCHEDULE AS OF MAY 14, 2014



** assuming refinancing of GBP lines of 2009 and changes in schedule of VTB – lease from December 20, 2013

FINANCIAL RESULTS OVERVIEW



US\$ MILLION UNLESS OTHERWISE STATED	4Q13	3Q13	CHANGE, %
Revenue	1,885	2,089	-9.8%
Cost of sales	(1,315)	(1,445)	-9.0%
Gross margin	30.2%	30.8%	
Operating profit / (loss)	(136)	39	-
Operating margin	-6.1%	1.6%	
Adjusted EBITDA ⁽¹⁾	122	196	-37.8%
Adjusted EBITDA ⁽¹⁾ margin	6.5%	9.4%	
Net Income / (loss)	(681)	(127)	436.2%
Net Income margin	-36.2%	-6.1%	

Sales volumes ⁽²⁾ , '000 tonnes			
Mining segment	5,279	6,148	-14.1%
Steel segment	1,277	1,564	-18.4%

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(2) Includes sales to the external customers only