

<i>Production, m t</i>		<i>Q1 2018</i>	<i>Q2 2018</i>	<i>Q3 2018</i>	<i>Q4 2018</i>	<i>Q1 2019</i>	<i>Q2 2019</i>	<i>Q3 2019</i>	<i>Q4 2019</i>	<i>QoQ</i>	<i>YoY</i>
<i>Crude steel production (without NBH)</i>		4.269	4.326	4.377	4.314	4.128	3.940	3.714	3.749	-6%	-15%
<i>Crude steel production (with NBH)</i>		4.326	4.382	4.421	4.364	4.183	3.992	3.744	3.778	-6%	-15%
<i>Capacity utilization (with NBH)</i>		99%	99%	99%	98%	96%	98%	94%	89%	-4 pp	-5 pp
<i>Sales, m t</i>											
<i>Semi-finished steel 2</i>		1.643	1.651	1.512	2.023	1.779	1.521	1.287	1.425	-15%	-15%
<i>Finished steel</i>		2.503	2.733	2.906	2.620	2.835	2.747	2.728	2.747	-1%	-6%
<i>Flat</i>		1.948	2.251	2.169	1.980	2.239	2.109	2.096	2.074	-1%	-3%
<i>Longs and metalware</i>		0.556	0.482	0.737	0.640	0.595	0.638	0.632	0.674	-1%	-14%
<i>Total consolidated sales</i>	16.4	4.146	4.384	4.418	4.643	4.614	4.268	4.015	4.172	-6%	-9%
<i>Sales to local markets of the Group 3</i>		63%	62%	64%	55%	57%	72%	69%	69%	-3 pp	+5 pp
<i>Sales to external markets</i>		37%	38%	36%	45%	43%	28%	31%	31%	+3 pp	-5 pp
<i>For information: slab sales to subsidiaries and affiliates</i>		1.254	1.118	0.956	0.954	0.735	0.933	0.550	0.851	-41%	-43%
<i>Segment sales</i>											
<i>NLMK Russia Flat</i>		3.338	3.433	3.189	3.557	3.403	3.055	2.776	3.226	-9%	-13%
<i>NLMK Russia Long</i>		0.770	0.639	0.934	0.841	0.768	0.715	0.693	0.674	-3%	-26%
<i>Raw material</i>		4.510	4.518	4.597	4.751	4.589	4.513	4.784	4.560	6%	4%

<i>mining and processing</i>											
NLMK USA		0.553	0.638	0.590	0.504	0.601	0.584	0.549	0.472	-6%	-7%
Dansteel		0.142	0.137	0.121	0.120	0.146	0.137	0.118	0.128	-14%	-3%
For information: NBH Sales		0.640	0.578	0.472	0.540	0.513	0.618	0.537	0.518	-13%	14%

<i>Sales, m t</i>		Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	QoQ	YoY
<i>Semi-finished</i>		1.643	1.651	1.512	2.023	1.779	1.521	1.287	1.425	-15%	-15%
<i>Pig iron</i>		0.258	0.201	0.142	0.295	0.047	0.156	0.054	0.253	-65%	-62%
<i>Slabs</i>		1.170	1.293	1.172	1.527	1.559	1.288	1.173	1.172	-9%	0%
<i>Billet</i>		0.215	0.157	0.198	0.201	0.173	0.078	0.060	0.001	-22%	-70%
<i>Flat steel</i>		1.948	2.251	2.169	1.980	2.239	2.109	2.096	2.074	-1%	-3%
<i>Plate</i>		0.142	0.137	0.121	0.120	0.146	0.137	0.118	0.128	-14%	-3%
<i>Hot-rolled steel</i>		0.833	1.036	0.875	0.827	1.016	0.901	0.852	0.912	-5%	-3%
<i>Cold-rolled steel</i>		0.441	0.491	0.516	0.476	0.509	0.498	0.533	0.473	7%	3%
<i>Galvanized steel</i>		0.305	0.336	0.379	0.325	0.348	0.331	0.338	0.331	2%	-11%
<i>Pre-painted steel</i>		0.087	0.101	0.128	0.111	0.089	0.100	0.117	0.113	17%	-9%
<i>Transformer steel</i>		0.068	0.073	0.069	0.070	0.071	0.074	0.063	0.066	-15%	-9%
<i>Dynamo steel</i>		0.072	0.077	0.079	0.053	0.061	0.068	0.075	0.050	10%	-6%
<i>Long products</i>		0.556	0.482	0.737	0.640	0.595	0.638	0.632	0.674	-1%	-14%
<i>Long</i>		0.494	0.426	0.664	0.578	0.526	0.570	0.568	0.596	0%	-15%

<i>Metalware</i>		0.062	0.056	0.073	0.062	0.069	0.068	0.065	0.077	-5%	-11%
<i>Total steel products</i>		4.146	4.384	4.418	4.643	4.614	4.268	4.015	4.172	-6%	-9%