

Sales, m t	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	QoQ	YoY
Pig iron	0.260	0.205	0.145	0.297	0.047	0.156	0.054	0.253	-65%	-63%
Slabs, incl.	1.823	1.750	1.585	1.902	1.852	1.510	1.290	1.497	-15%	-19%
Slab sales to foreign subsidiaries and affiliates	1.254	1.118	0.956	0.954	0.735	0.933	0.550	0.851	-41%	-43%
to NLMK USA, NLMK Dansteel	0.655	0.458	0.415	0.376	0.294	0.224	0.119	0.328	-47%	-71%
to NBH	0.600	0.660	0.542	0.577	0.441	0.709	0.430	0.523	-39%	-21%
Hot-rolled steel	0.514	0.666	0.567	0.556	0.686	0.588	0.563	0.669	-4%	-1%
Cold-rolled steel	0.318	0.362	0.389	0.379	0.402	0.388	0.415	0.364	7%	7%
Galvanized steel	0.197	0.198	0.227	0.190	0.195	0.172	0.200	0.213	16%	-12%
Pre-painted steel	0.087	0.101	0.128	0.111	0.089	0.100	0.117	0.113	17%	-9%
Dynamo steel	0.072	0.077	0.079	0.053	0.061	0.068	0.075	0.050	10%	-6%
Transformer steel	0.068	0.073	0.069	0.070	0.071	0.074	0.063	0.066	-15%	-9%
incl. VIZ-Steel	0.041	0.043	0.043	0.041	0.043	0.040	0.034	0.035	-17%	-22%
Total steel products	3.338	3.433	3.189	3.557	3.403	3.055	2.776	3.226	-9%	-13%
share of sales to the Russian market	29%	31%	33%	26%	30%	38%	43%	39%	+5 pp	+10 pp
Coke sales from Altai-Koks 5	0.897	0.865	0.899	0.895	0.872	0.723	0.715	0.799	-1%	-21%
incl. to Novolipetsk	0.673	0.682	0.719	0.663	0.653	0.498	0.442	0.627	-11%	-38%
For information: coke production at Novolipetsk	0.599	0.609	0.617	0.611	0.596	0.605	0.616	0.613	2%	0%