

FY 2017 Financial Results



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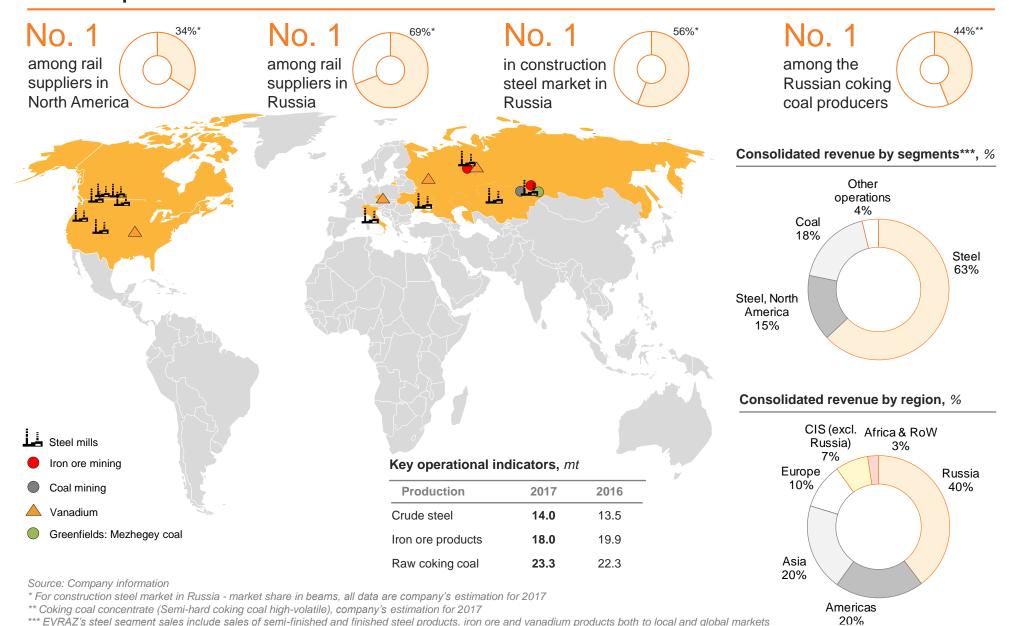
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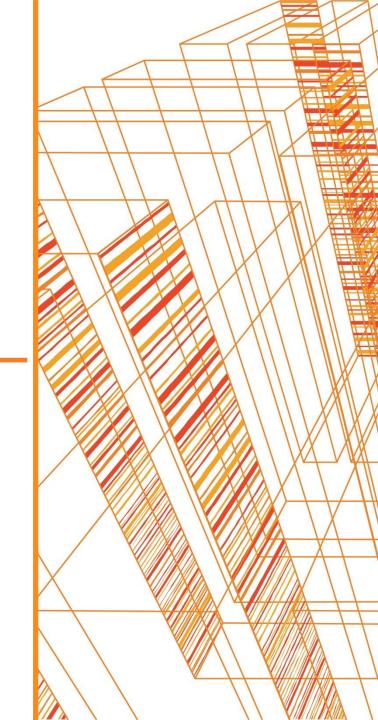
Core operations and distribution markets





Highlights

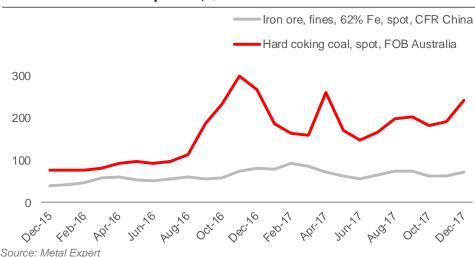
Alexander Frolov – Chief Executive Officer



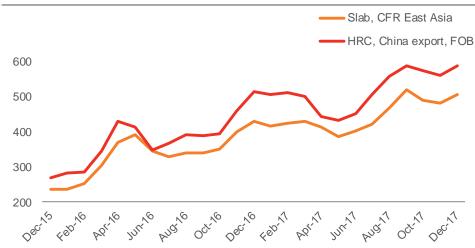
2017 key themes

- □ EVRAZ benefited from an upswing on the global markets, as well as from ongoing strategic initiatives on cost-cutting and product development
- □ Consolidated EBITDA surged by 70.2% YoY to \$2,624m boosting the EBITDA margin from 20.0% to 24.2%
- □ Disciplined cost-cutting program and customer focus initiatives together generated additional \$267m of EBITDA
- □ Robust FCF generation of \$1,322m allowed to reduce net debt and resume dividend payments
- □ Net debt was decreased to \$3,966m; net leverage reached 1.5x
- □ A formal dividend policy was declared stating a minimum amount of \$300 million per annum to be paid in semi-annual instalments of minimum \$150 million each following interim and full year results
- □ On 28 February 2018, the EVRAZ Board of Directors has declared a second interim dividend of US\$0.30 per share, totalling US\$429.6 million, to be paid on 29 March 2018 to shareholders on the register as of 9 March 2018

Global raw material prices, \$/t



Global steel prices, \$/t



Source: Metal Expert



Safety as a base for business sustainability

- □ Safety remains a top priority for EVRAZ
- □ Despite continued progress, tragically, we had 10 fatalities in 2017

2.36

☐ LTIFR demonstrated positive dynamics due to ongoing efforts on safety improvement

1.90

2017

☐ We remain committed to having zero fatal accidents at our sites and target to reach LTIFR level of less than one

1.00

target

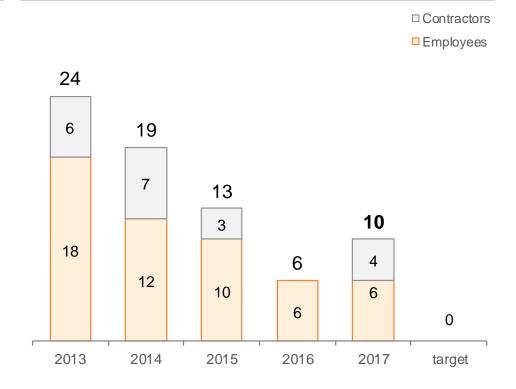
Lost Time Injury Frequency Rate (LTIFR)*

1.60

2014

2.18

Fatalities



^{*}Calculated as number of lost working hours due to injuries, excl. fatalities, per 1 million hours worked Source: Company information

2016

2015

Source: Company information



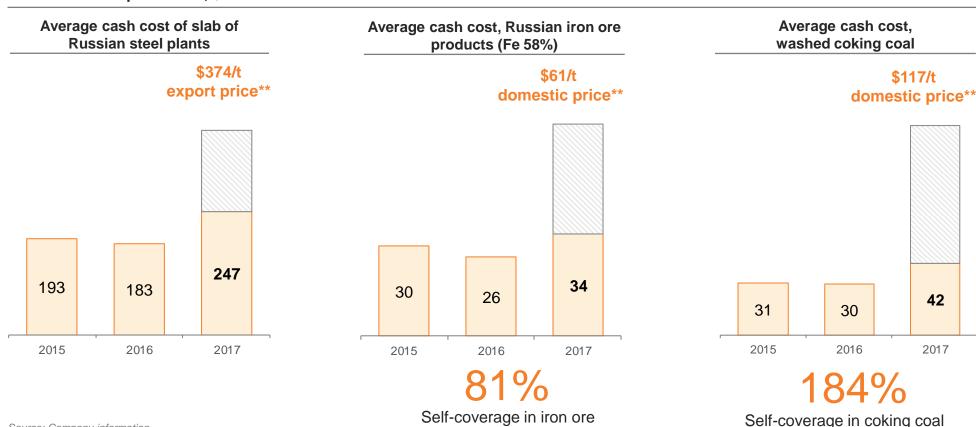
2013

2.05

Vertically integrated business model supported by robust cost base

- ☐ Cash-cost of slabs increased amid rouble appreciation as well as iron ore and coking coal price surge
- ☐ Iron ore cash cost increased primarily as a result of rouble appreciation and lower iron ore production at Evrazruda
- □ Coking coal cash-cost increased mostly as a result of a rouble appreciation and lower production at Alardinskaya and Erunakovskaya-VIII mines of Yuzhkuzbassugol

Enhanced cost positions*, \$/t



Source: Company information

^{*} The data in this chart is derived from the unaudited monthly management accounts of EVRAZ in respect of the indicated periods

^{**} Average EXW price for semi-finished products, pellets (Russia), coking coal concentrate as per FY2017 production results press-release

EVRAZ strategy continuity

☐ EVRAZ strategic priorities were adjusted as a result of positive market trends

Market trends

EVRAZ strategic priorities

Positive price trends for steel and raw materials were supported by:

- ongoing supply optimisation in China and
- ☐ growing demand for steel and raw materials globally

Development of product portfolio and customer base

Retention of low-cost position

Prudent CAPEX

Regular dividends and proactive debt management

EVRAZ strategy achievements

EVRAZ strategic priorities

Achievements in 2017



Development of product portfolio and customer base

Customer focus initiatives - \$104m



Retention of low-cost position

Cost cutting initiatives effect of - \$163m



Prudent CAPEX

- Development CAPEX \$236m
- ✓ Maintenance CAPEX \$367m



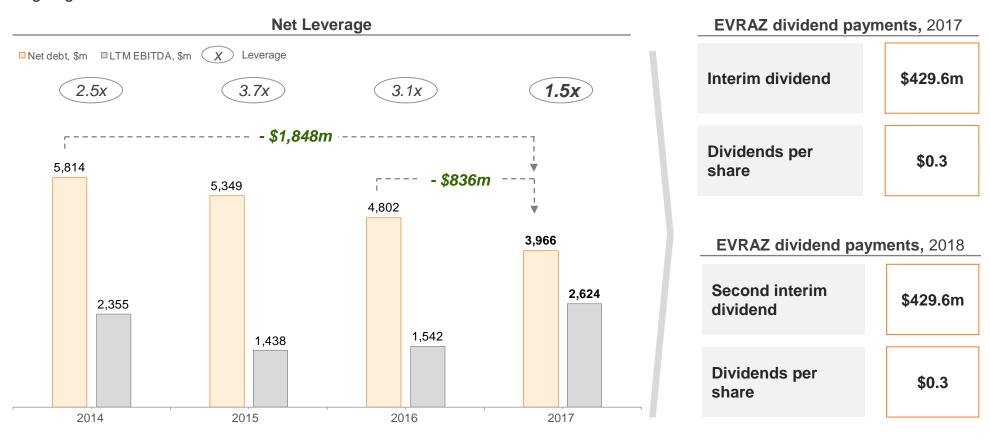
Regular dividends and proactive debt management

- ✓ Net Debt was reduced by \$836m during 2017
- ✓ Net Debt / EBITDA level achieved 1.5x in FY2017
- ✓ c.\$430m of dividends paid out in September 2017



Continuous net debt reduction

- □ EVRAZ has reached the target Net Leverage metric of 2.0x in the H1 2017.
- Net Leverage in FY2017 reached 1.5x
- ☐ As a result, EVRAZ resumed dividend payments and announced a formal dividend policy with a view to stabilise payouts going forward



Source: Company information

Dividend policy and dividends

Dividend policy

☐ The strength of the underlying cash flow generation and continuing success with deleveraging have allowed the EVRAZ to announce a formal dividend policy

EVRAZ aims to declare dividends of a minimum amount of \$300 million per annum to be paid in semi-annual instalments of minimum \$150 million each following interim and full year results.

Based upon the financial performance of the business, the EVRAZ Board of Directors may consider a higher distribution level, taking into account the outlook for our major markets, the Board's view of the long-term growth prospects of the business and future capital investment requirements, as well as the Company's commitment to maintain a strong balance sheet.

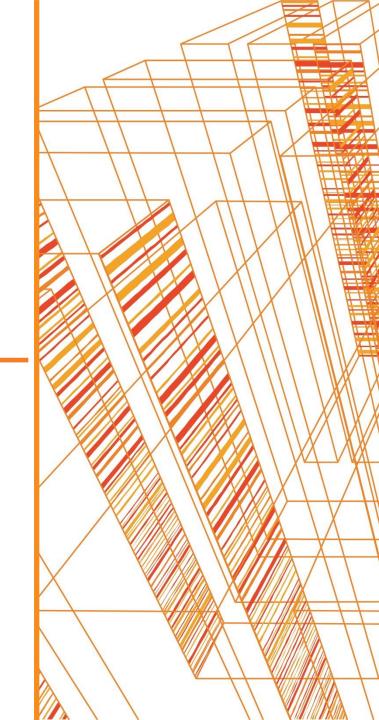
In line with our existing capital allocation policy, no dividends will be paid out if Net Debt/EBITDA is above 3.0x.

Second interim dividend

- ☐ Given the improving performance throughout 2017, EVRAZ has announced a second interim dividend
- □ On 28 February 2018, the Board of Directors voted to disburse a total of **US\$429.6 million**, or **US\$0.30 per share**. The record date is 9 March 2018 and payment date is 29 March 2018
- ☐ The move underscores the solid results delivered and free cash flow generated, which allowed the Group to spend US\$836 million on reducing net debt as well as pay dividends. By the year-end, the net debt/EBITDA ratio had decreased to 1.5x
- ☐ The interim dividend will be paid in US Dollars, unless a shareholder elects to receive dividends in UK pounds sterling or Euros. The last date for submitting a Currency Election will be 12 March 2018. All conversions will take place on or around 13 March 2018

Financial Performance

Nikolay Ivanov – Chief Financial Officer

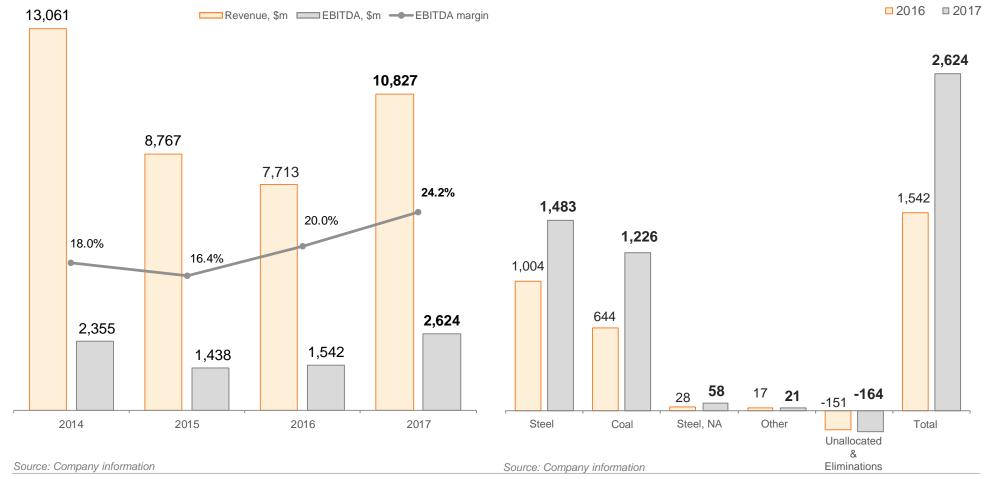


Significantly improved results

- □ EBITDA reached \$2,624m in 2017, up 70.2% from \$1,542m in 2016 boosting the EBITDA margin from 20.0% to 24.2%
- ☐ Increase is primarily attributable to higher coal and steel product prices, accompanied by the effects of cost-cutting initiatives



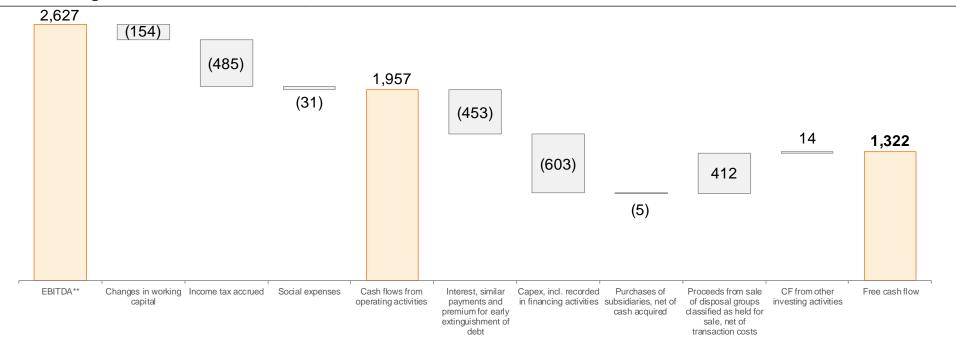
EBITDA by segment, \$m



Robust FCF generation

- ☐ Free cash flow for the period is a positive \$1,322m
- □ Net cash flow from operating activities amounted to \$1,957m in 2017, affected by cash outflow for working capital financing
- □ Changes in working capital are largely explained by the increase in inventories and receivables at EVRAZ North America (driven by output expansion in the view of positive market sentiment for OCTG and rails)
- □ Proceeds from disposals amounted to \$412m, including: \$267m Nakhodka Trade Sea Port, \$94m Sukha Balka, \$47m EVRAZ Yuzhkoks, \$3m SMC (Vametco vanadium operations in South Africa)

EBITDA bridge to Free cash flow* in 2017, \$m



Source: Company information

** EBITDA excluding non-cash items

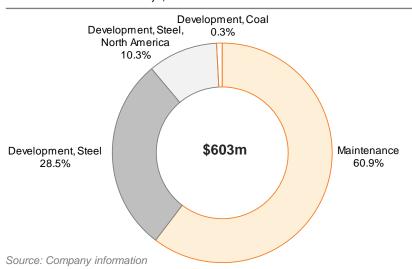


^{*} Free cash flow is a non-IFRS measure and is calculated as net cash generated from operating activities less net cash used in investing activities for the reported period

CAPEX

- □ CAPEX increased to \$603m, up 40.9% YoY mostly as a result of Blast Furnace no. 7 construction project at EVRAZ NTMK and ruble appreciation
- □ EVRAZ finalised the two projects at Regina in Canada, which were ramping up during the period
- □ EVRAZ NTMK continued implementing its grinding ball mill construction project
- ☐ FY 2018 target is \$600-700m

CAPEX breakdown, \$m



Development CAPEX breakdown by key projects

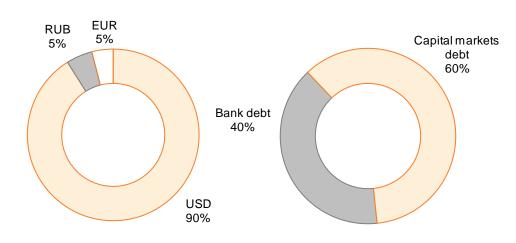
Projects	Effect	Launch year	Project Total, \$m	2017, \$m
Construction of Blast Furnace 7 (EVRAZ NTMK)	Stable production of pig iron at EVRAZ NTMK at 5mt per year	2018	196	133
Steel mill upgrade (EVRAZ Regina)	Improved steel quality, increased capacity for casting by 110kt and rolling by 250kt	2017	157	45
Grinding ball mill construction (EVRAZ NTMK)	Increased ball production to more than 300kt	2018	19	8
Boiler modernisation	The modernisation of EVRAZ ZSMK's boiler unit no. 9	2017	12	7
Total			384	193

Source: Company information

Proactive debt management

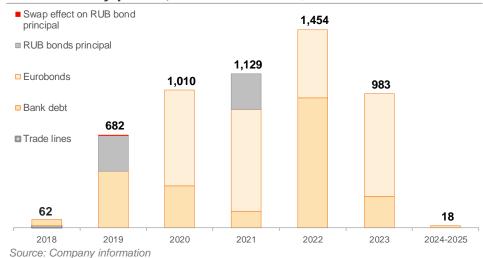
- □ Total debt reduced by c.\$0.5bn to c.\$5.4bn in FY2017
- □ Refinancing activities resulted in extension of debt duration and continuous decrease of cost of borrowings
- □ 90% of debt is in US\$, with diversified funding sources
- □ Liquidity remained solid with \$1,466m in cash and equivalents
- ☐ In December Standard & Poor's recognized leverage improvements and strong business performance with an upgrade of corporate credit rating to BB Stable

Debt structure, as of 31.12.2017, %

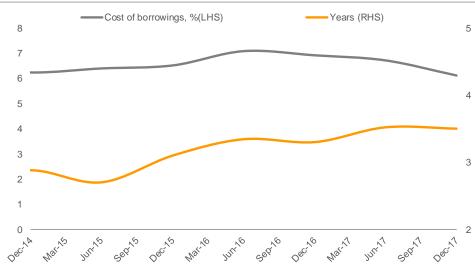


Source: Company information

Debt maturity profile, as of 31.12.2017*, \$m



Weighted average maturity and cost of borrowings

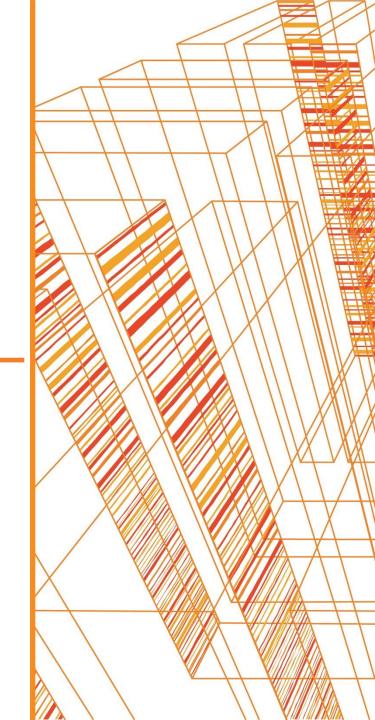


Source: Company information



^{*} Principal of loans and borrowings (incl. hedging exposure and excl. interest payments)

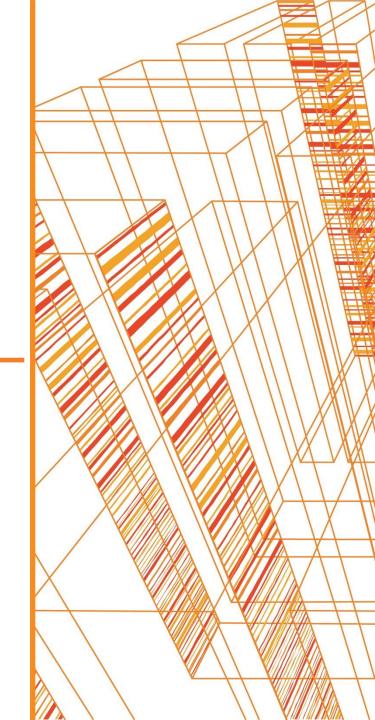
Looking Forward



Looking forward

- □ We expect demand to grow further on both the Russian and North American steel markets, with prices stabilising at relatively high levels
- ☐ In Steel we are considering projects to increase the share of finished steel in our portfolio, support iron ore mining volumes and maintain our current facilities to minimise risks. Next year, we are targeting 4.8 million tonnes of finished steel products output at our Russian plants, mostly in line with last years' figures
- □ In Coal we expect to strengthen Coal segment's positions by increasing mining volumes at existing operations to more than 24 million tonnes and considering brown field or greenfield expansion options, as well as by seeking prudent domestic acquisitions. The coking coal concentrate rouble cash cost is expected to improve by 2% next year
- □ North-American rolled steel production is expected to exceed 2 million tonnes, up 10% y-o-y

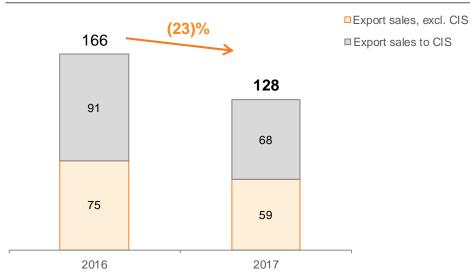
Operational update



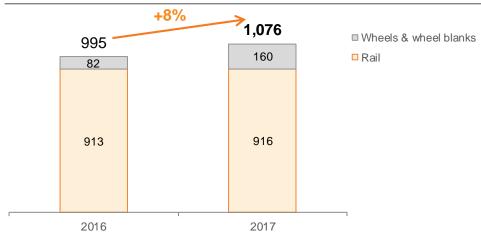
Railway products in Russia

- ☐ The new cycle in railcar production led to a doubling of wheel sales
- ☐ Domestic rail sales were up 6% YoY (to 789 kt) due to Russian Railways' stable investment programme
- Export rail sales declined YoY amid lower prices on global markets
- □ EVRAZ remained the core supplier to Russian Railways: sales to RZD up 6% to reach 719kt vs 676kt in 2016
- □ EVRAZ remained the leader in Russian rail production with a 69% market share in 2017, having increased its production to meet the demand from the main customer

EVRAZ' export sales of rail, kt

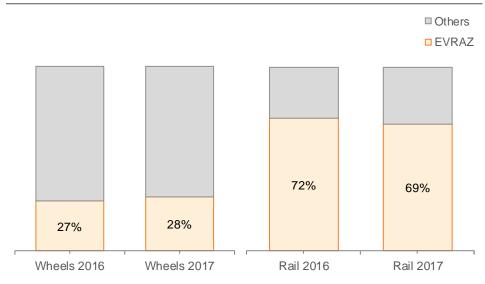


EVRAZ' Steel segment rail and wheels shipments, kt



Source: Company information

EVRAZ' market shares in Russia, %



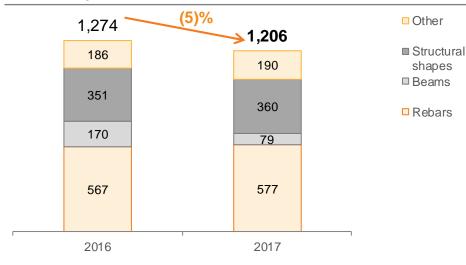
Source: Company information



Construction steel

- □ Rebar sales were down 23% due to increased competition in Central Russia
- □ Beams and structural products shipments faced a moderate decline of 6% and 12% respectively
- □ Domestic beam and structural shapes market shares decreased to 56% and 41% respectively amid higher competition and pressure from import volumes
- □ Total margin on the products remains strong despite the domestic market shares decline

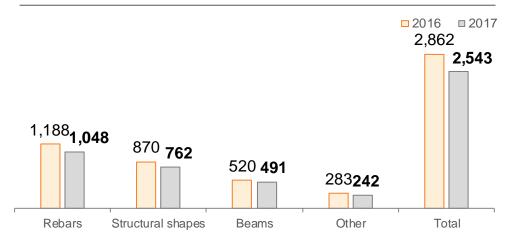
EVRAZ' export sales *, kt



Source: Company information

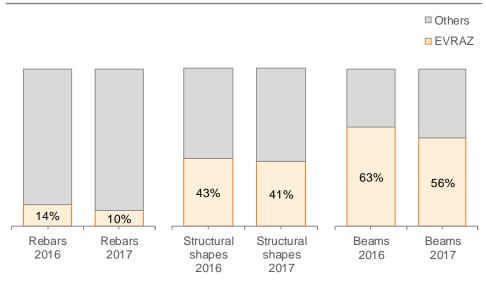
*Structural shapes (structural) are angles and channels

EVRAZ' construction product sales volumes in Russia, kt



Source: Company information

EVRAZ' market shares in Russia, %



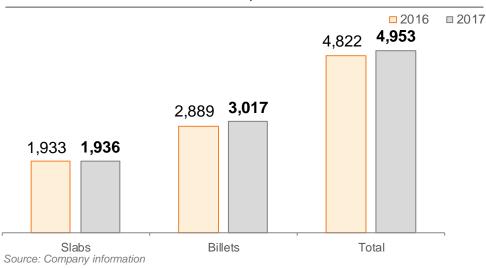
Source: Metal Expert, Company information



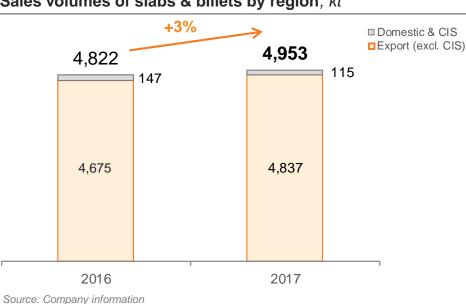
Semi-finished steel

- ☐ Sales volumes of semi-finished steel products remained mostly unchanged in 2017
- □ EVRAZ has increased value-added slabs and billets sales (up 12% YoY) to the domestic and export markets

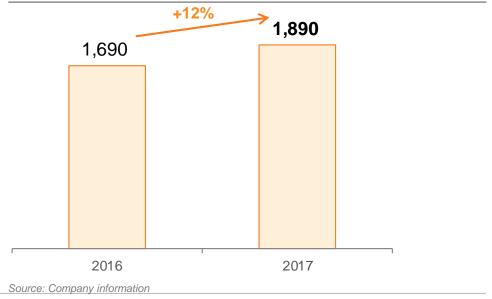
Sales volumes of slabs & billets, kt



Sales volumes of slabs & billets by region, kt



Value-added semi-finished products sales, kt

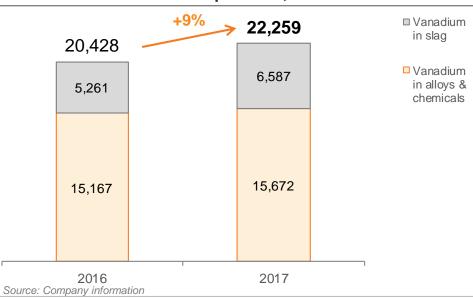




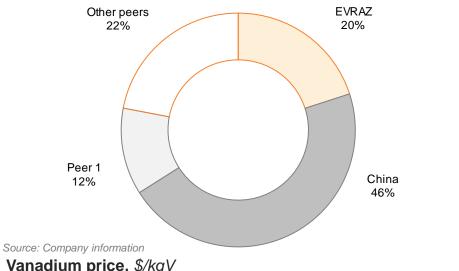
Vanadium operations

- ☐ In 2017, the average LMB FeV price surged to \$33 per kgV, up 77% YoY amid the China's August ban on vanadium slag imports and some capacity closures on environmental grounds
- ☐ Another demand driver was China's announcement to revise rebar standards (to be introduced in 2018)
- ☐ Sales volumes of finished vanadium products grew by 3% YoY to 15,672 mtV
- ☐ Global market share amounted to c.20%
- □ Vanadium business generated additional \$200m in revenues from final products sales

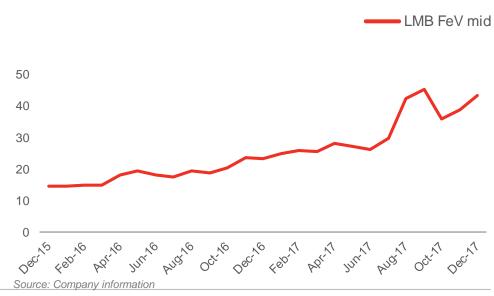
Sales volumes of vanadium products, mtV



EVRAZ' global vanadium market share, %



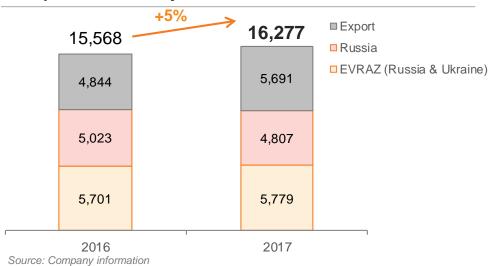
Vanadium price, \$/kqV



Coal sales overview

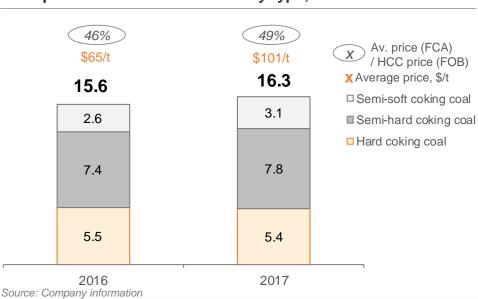
- □ EVRAZ coal sales increased by c.700kt while average realised price amounted to \$101/t (+55% versus 2016)
- □ EVRAZ international client base is expanding and becoming more geographically diverse
- ☐ Production of deficit OS grade raw coking coal launched at the site of the Raspadskaya-Koksovaya mine
- ☐ Sales volumes on Russia's domestic market fell due to the launch of new mines in high-vol coal grades
- ☐ Stable export volumes to premium markets of South Korea, Japan, Europe and Ukraine maintained

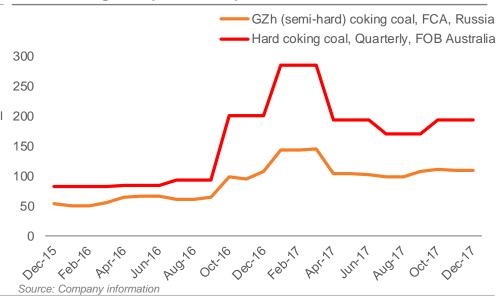
Coal products sales by market, kt



Local coking coal price vs export benchmark, \$/t

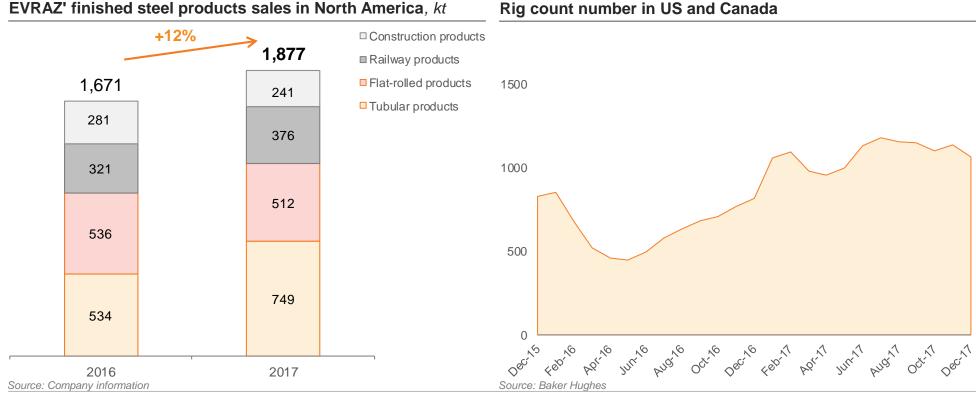
Coal products sales breakdown by type, mt





Recovery of OCTG and rail markets in North America

- □ US steel product consumption increased by 6.7% to 97 million tonnes in 2017, up from 91 million tonnes in 2016
- □ Tubular products sales surged by 40% mainly driven by OCTG as a result of significant increase in active rig counts (up 31% YoY) and limited inventory in distribution channel in Canada and the US
- □ Rail products sales increased by 17% YoY driven by increased demand from Western Class I railroads
- □ EVRAZ ramped up Regina's mill after the completion of its investment projects, and initiated two new projects at Red Deer and Pueblo to further improve OCTG product mix and reduce costs





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