

Production, m t	Q1 2018	Q4 2018	Q1 2019	QoQ	YoY
Crude steel production (without NBH)	4.269	4.314	4.128	-4.00%	-3.00%
Crude steel production (with NBH)	4.326	4.364	4.183	-4.00%	-3.00%
Capacity utilization (with NBH)	99.00%	98.00%	96.00%	-2 pp	-3 pp
Sales, m t					
Semi-finished steel 2	1.643	2.023	1.779	-12.00%	8.00%
Finished steel	2.503	2.62	2.835	8.00%	13.00%
Flat	1.948	1.98	2.239	13.00%	15.00%
Longs and metalware	0.556	0.64	0.596	-7.00%	7.00%
Total consolidated sales	4.146	4.643	4.614	-1.00%	11.00%
Sales to local markets of the Group 3	62.00%	54.00%	56.00%	+2 pp	-6 pp
Sales to external markets	38.00%	46.00%	44.00%	-2 pp	+6 pp
For information: slab sales to subsidiaries and affiliates	1.254	0.954	0.735	-23.00%	-41.00%
Segment sales					
NLMK Russia Flat	3.338	3.557	3.403	-4.00%	2.00%
NLMK Russia Long	0.77	0.841	0.768	-9.00%	0.00%
Raw material mining and processing	4.51	4.751	4.589	-3.00%	2.00%
NLMK USA	0.553	0.504	0.601	19.00%	9.00%
Dansteel	0.142	0.12	0.146	22.00%	3.00%
For information: NBH Sales	0.64	0.54	0.513	-5.00%	-20.00%

Sales, m t	Q1 2018	Q4 2018	Q1 2019	QoQ	YoY
Semi-finished	1.643	2.023	1.779	-12.00%	8.00%

Pig iron	0.258	0.295	0.047	-84.00%	-82.00%
Slabs	1.17	1.527	1.559	2.00%	33.00%
Billet	0.215	0.201	0.173	-14.00%	-20.00%
Flat steel	1.948	1.98	2.239	13.00%	15.00%
Plate	0.142	0.12	0.146	22.00%	3.00%
Hot-rolled steel	0.833	0.827	1.016	23.00%	22.00%
Cold-rolled steel	0.441	0.476	0.509	7.00%	15.00%
Galvanized steel	0.305	0.325	0.348	7.00%	14.00%
Pre-painted steel	0.087	0.111	0.089	-20.00%	3.00%
Transformer steel	0.068	0.07	0.071	2.00%	5.00%
Dynamo steel	0.072	0.053	0.061	15.00%	-16.00%
Long products	0.556	0.64	0.596	-7.00%	7.00%
Long	0.494	0.578	0.526	-9.00%	7.00%
Metalware	0.062	0.062	0.069	13.00%	12.00%
Total steel products	4.146	4.643	4.614	-1.00%	11.00%

Production, m t	Q1 2018	Q4 2018	Q1 2019	QoQ	YoY
NLMK Group	4.269	4.314	4.128	-4.00%	-3.00%
Lipetsk plant	3.359	3.35	3.263	-3.00%	-3.00%
NLMK Russia Long	0.746	0.823	0.693	-16.00%	-7.00%
incl. NLMK Kaluga	0.325	0.363	0.276	-24.00%	-15.00%
NLMK Indiana (NLMK USA)	0.164	0.141	0.171	21.00%	5.00%
NBH, NLMK Europe (EAF) 10	0.058	0.05	0.055	9.00%	-5.00%