

SUMMARY OF KEY PRODUCTION, SALES VOLUMES AND SELLING PRICES DATA

Production, tonnes	Q4 2015	Q3 2015	Change, %	2015	2014	Change, %
Crude steel (Russian Steel)	2,750,898	2,893,026	-5%	11,451,066	11,301,979	1%
Hot metal (Russian Steel)	2,335,698	2,313,103	1%	9,243,471	9,075,597	2%
Coking coal concentrate	1,475,919	1,458,964	1%	5,666,440	5,371,269	5%
Iron ore pellets	2,697,648	2,729,137	-1%	10,603,728	10,617,584	0%
Iron ore concentrate	959,895	1,126,007	-15%	4,142,906	4,429,995	-6%
Total steel products (Consolidated)	2,619,351	3,001,339	-13%	10,823,680	10,409,608	4%
Total steel products (Russian Steel)	2,631,266	3,012,818	-13%	10,874,206	10,592,758	3%

PRICING

Average price, \$/tonne	Q4 2015	Q3 2015	Change, %	2015	2014	Change, %
Coking coal concentrate, Vorkutaugol	71	64	11%	73	89	-18%
Iron ore pellets, Karelsky Okatysh	43	45	-4%	48	80	-40%
Iron ore concentrate, Olkon	31	30	3%	32	55	-42%
Hot-rolled coil (RSD)	299	356	-16%	364	486	-25%

SEVERSTAL'S CONSOLIDATED SALES (NET OF INTERCOMPANY SALES)

Sales volumes, tonnes	Q4 2015	Q3 2015	Change, %	2015	2014	Change, %
Coal:	1,221,429	1,009,796	21%	3,945,184	3,354,501	18%
Coking coal concentrate	544,058	431,248	26%	1,802,359	1,639,609	10%
Raw coking coal	-	-	n.a.	8,719	57,999	-85%
Steam coal	677,371	578,548	17%	2,134,106	1,656,893	29%
Iron ore:	1,520,891	1,687,523	-10%	6,185,003	6,041,521	2%
Iron ore pellets	1,495,833	1,515,515	-1%	5,803,962	5,884,802	-1%
Iron ore concentrate	25,058	172,008	-85%	381,041	156,719	143%
Semi-finished products	191,711	102,049	88%	488,802	373,491	31%
Rolled products:	1,963,490	2,365,752	-17%	8,347,212	8,137,441	3%
Hot-rolled coil	933,573	1,108,748	-16%	3,988,155	3,661,481	9%
Hot-rolled plate	193,762	164,622	18%	712,760	840,116	-15%
Cold-rolled coil	329,430	367,717	-10%	1,335,961	1,442,704	-7%
Galvanised and metallic coated coil	147,797	201,559	-27%	624,193	591,856	5%
Color coated coil	100,747	146,883	-31%	417,450	433,797	-4%
Long products	258,181	376,223	-31%	1,268,693	1,167,487	9%
Downstream products:	464,150	533,538	-13%	1,987,666	1,898,676	5%
Metalware products	147,682	170,281	-13%	609,652	636,332	-4%
Large diameter pipes	129,491	130,653	-1%	547,755	400,153	37%

<i>Other tubes, pipes, formed shapes</i>	186,977	232,604	-20%	830,259	862,191	-4%
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