

SUMMARY OF KEY PRODUCTION, SALES VOLUMES

Category	Mar'19	Mar'18	Feb'19	YoY change (%)	MoM change (%)
2W	13,24,823	14,25,356	12,07,258	-7%	10%
3W	53,229	56,803	51,463	-6%	3%
CV	61,896	70,203	60,769	-12%	2%
PV	2,42,708	2,69,176	2,31,512	-10%	5%
Total	16,82,656	18,21,538	15,51,002	-8%	8%

Sales volumes, thousands of tonnes	Q1 2019	Q4 2018	QoQ	Q1 2018	YoY
Coking coal concentrate	1,031	1,043	-1%	628	64%
Iron ore pellets	2,832	2,943	-4%	2,377	19%
Iron ore concentrate	1,301	1,430	-9%	1,292	1%
Total steel products (Consolidated)	2,832	2,755	3%	2,864	-1%
Total steel products (Russian Steel)	2,843	2,766	3%	2,874	-1%

High value added steel products, %	Q1 2019	Q4 2018	QoQ	Q1 2018	YoY
Severstal (Consolidated)	44%	44%	(0 ppts)	45%	(1 ppts)
Severstal Russian Steel	44%	44%	(0 ppts)	45%	(1 ppts)

SEVERSTAL'S CONSOLIDATED SALES (NET OF INTERCOMPANY SALES)

Sales volumes, thousands of tonnes	Q1 2019	Q4 2018	QoQ	Q1 2018	YoY
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<i>Coal:</i>	532	544	-2%	404	32%
<i>Coking coal concentrate</i>	157	169	-7%	46	n/a
<i>Steam coal</i>	375	375	0%	358	5%
<i>Iron ore:</i>	1,656	2,128	-22%	1,441	15%
<i>Iron ore pellets</i>	1,302	1,871	-30%	1,188	10%
<i>Iron ore concentrate</i>	354	257	38%	253	40%
<i>Semi-finished products</i>	121	157	-23%	256	-53%
<i>Rolled products:</i>	2,311	2,185	6%	2,166	7%
<i>Hot-rolled coil</i>	1,102	1,017	8%	963	14%
<i>Hot-rolled plate</i>	233	210	11%	198	18%
<i>Cold-rolled coil</i>	275	296	-7%	389	-29%
<i>Galvanised and metallic coated coil</i>	237	207	14%	198	20%
<i>Colour coated coil</i>	102	97	5%	67	52%
<i>Long products</i>	362	358	1%	351	3%
<i>Downstream products:</i>	400	413	-3%	442	-10%
<i>Metalware products</i>	126	136	-7%	128	-2%
<i>Large diameter pipes</i>	97	107	-9%	119	-18%
<i>Other tubes, pipes, formed shapes</i>	177	170	4%	195	-9%

Notes: All production data is reported in thousands of tonnes;
Sales prices are stated on EXW basis;
Segmental data includes intercompany sales;
Semi-finished products include pig iron, slabs, billets, ingots, steel casting and forgings;
Large diameter pipes include all pipes with a diameter between 820 and 1420 mm.