

## Metinvest's shipments of steel to CIS grew by 90% in 2010

For 10 months of 2010 Metinvest-Ukraine, a wholesale distribution channel of Metinvest's Steel and Rolled products division sales service, increased its shipments of steel products to CIS countries by 90% up to 135 thousand tones vs. 71 thousand tones in previous year.

In 2010 Metinvest-Ukraine managed to have substantially increased the sales volume: shipments to Central Asia grew by 137% up to 54 thou tones; in Transcaucasia region 28 thou tones were sold having thus exceeded the 2009 sales by 65%; sales to Belarus totaled 41 thou tones – by 58% more than sold in 2009.

Belarus became the major steel plate consuming market while Transcaucasia and Central Asia showed a significant demand for shapes and structurals. Rails were of major demand in Central Asian market, what driven the sales of this product to have grown by 330% to 53 thousand tones.

Dmitriy Nikolaenko, acting Sales Director of the Steel and Rolled Product Division noted that the serious rise in sales, in particular, on Transcaucasia market, was caused by a general consumption growth as well as pro-active participation of the Company in tenders held on these markets.

“This year a considerable growth of volumes sold to CIS countries took place as we were able to significantly increase volumes of R65 rails sold to meet the demand of national railway authorities. Rails constituted a share of 40% in our total sales. Besides, a client-oriented approach and in-depth study of markets were also good promoters for sales”, — Oleg Olshanskiy, Chief Executive Officer of Metinvest Ukraine, commented.

### **Editors' notes:**

**Metinvest Ukraine, LLC** is the wholesale sales channel of the Sales Organization in the Steel and Rolled Products Division of Metinvest Group. The Company sells products under the brand of METINVEST® at the markets of Ukraine and CIS countries in batches from 65 t and over. Major customers of Metinvest Ukraine are represented by leading companies in following branches: heavy engineering, shipbuilding, car-building, mining and steelmaking, hardware production and coal mining as well as national railways in Ukraine and CIS. Metinvest Ukraine, LLC is the largest steel trader in Ukraine and CIS with sales volumes exceeding 1 million tons per year.

**Metinvest** is an international vertically integrated mining and metallurgical group of companies, Production facilities of Metinvest Group enterprises allow both to satisfy own demand for raw materials, liquid steel and semi-finished products and to be key supplier for major Ukrainian and European companies as well as Asian companies, The shareholders of Metinvest Group are SCM Group (75%) and Smart Holding (25%) that take part in management of Metinvest Group on partnership basis.

**Metinvest Holding** is the managing company of Metinvest Group.