



## **CHELYABINSK ZINC PLANT**

Merrill Lynch
RUSSIA & NEW FRONTIERS 1-1 FORUM
10-13 December, 2007
London, New York

## **Table of Contents**

**Global Zinc and Lead Market Overview** 

**Russian Zinc Market Overview** 

**Operations Overview** 

**Financial Review** 

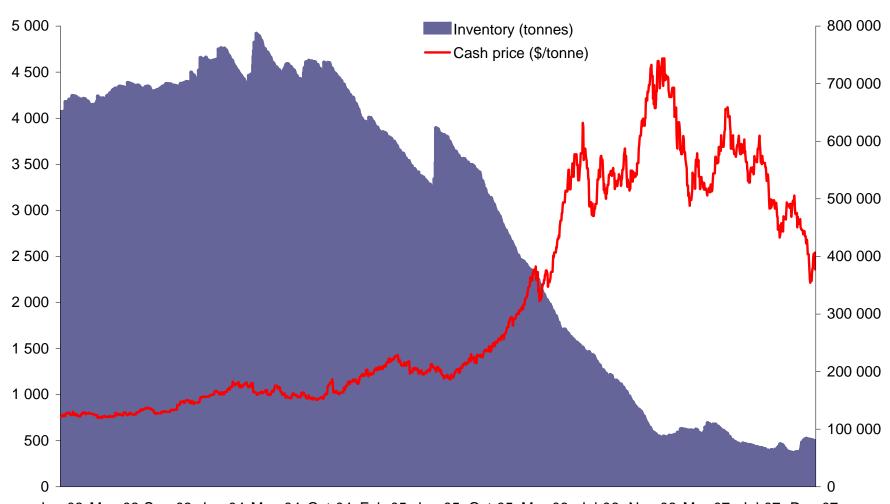






**Global Zinc and Lead Market Overview** 

# Zinc daily price and stock levels (LME)

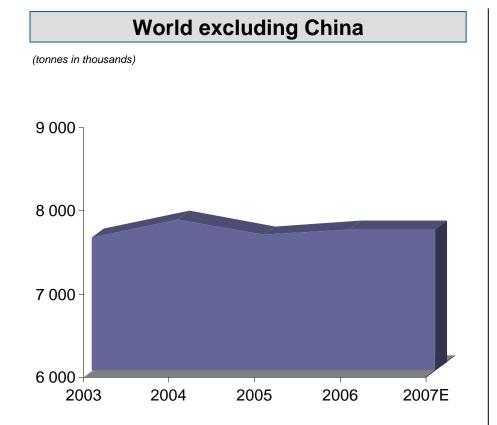


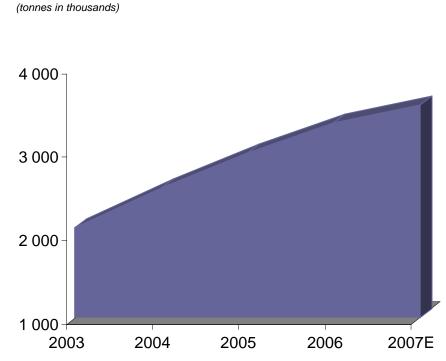
Jan-03 May-03 Sep-03 Jan-04 May-04 Oct-04 Feb-05 Jun-05 Oct-05 Mar-06 Jul-06 Nov-06 Mar-07 Jul-07 Dec-07

Source: London Metal Exchange



#### Zinc Demand Growth - China vs Rest of the World





China

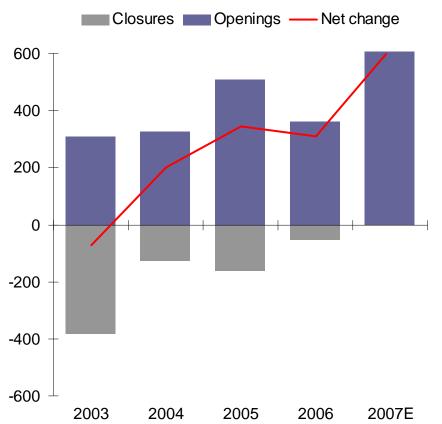
Source: CRU



# **World Zinc Mine & Smelter Capacity Changes**

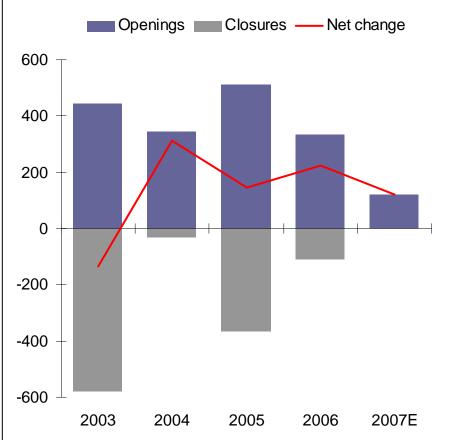
#### **World Zinc Mine Capacity Changes**

(tonnes in thousands, metal content)



#### **World Zinc Smelter Capacity Changes**

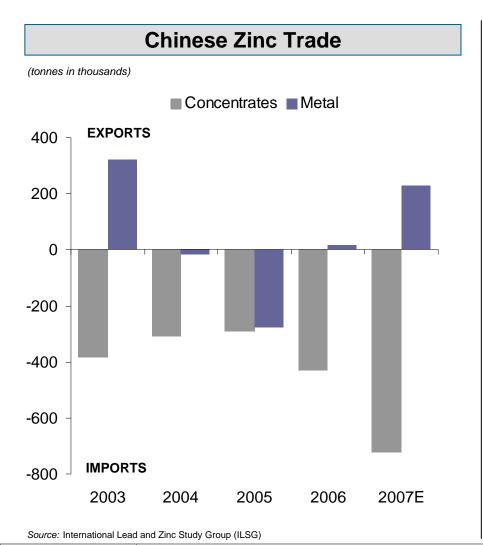
(tonnes in thousands)

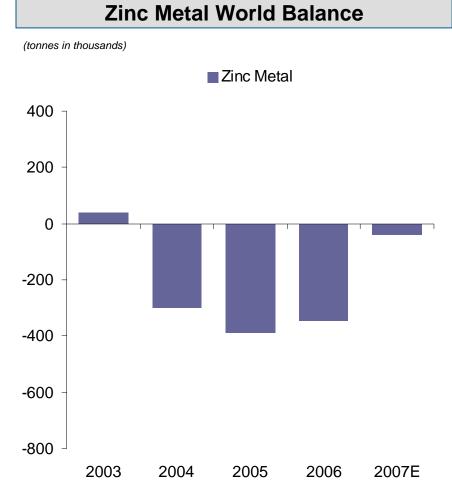


Source: International Lead and Zinc Study Group (ILSG)



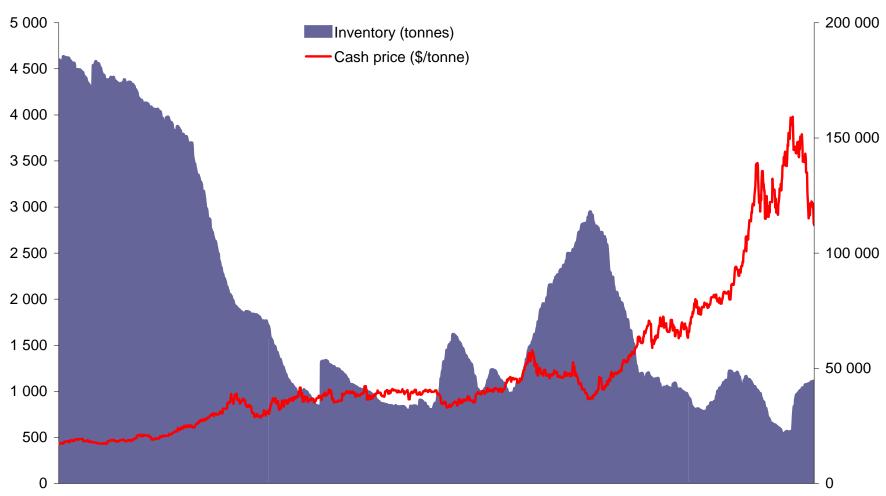
#### **Chinese Zinc Trade and Zinc Metal World Balance**







# Lead daily price and stock levels (LME)



Jan-03 May-03 Sep-03 Jan-04 May-04 Oct-04 Feb-05 Jun-05 Oct-05 Mar-06 Jul-06 Nov-06 Mar-07 Jul-07 Dec-07

Source: London Metal Exchange



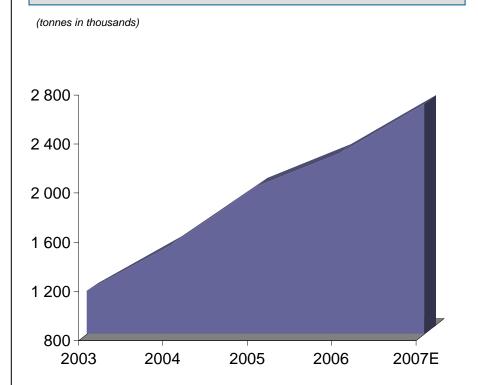
Slide #8

#### **Lead Demand Growth – China vs Rest of the World**

# World excluding China (tonnes in thousands) 7 000 6 500 6 000 5 500

2005

2006



China

Source: International Lead and Zinc Study Group (ILSG)

2004



5 000

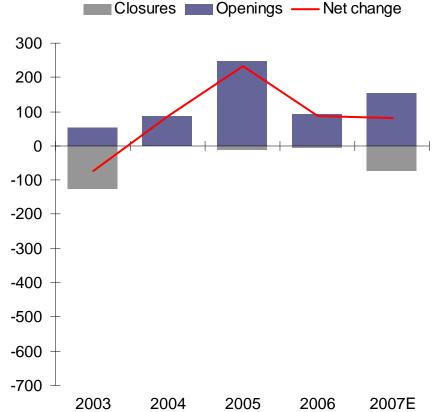
2003

2007E

## **World Lead Mine & Smelter Capacity Changes**

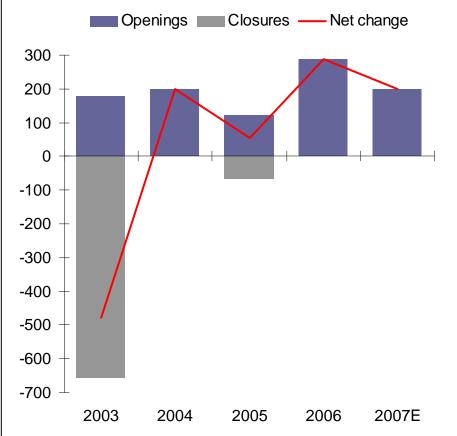
#### **World Lead Mine Capacity Changes**

(tonnes in thousands, metal content)



#### **World Lead Smelter Capacity Changes**

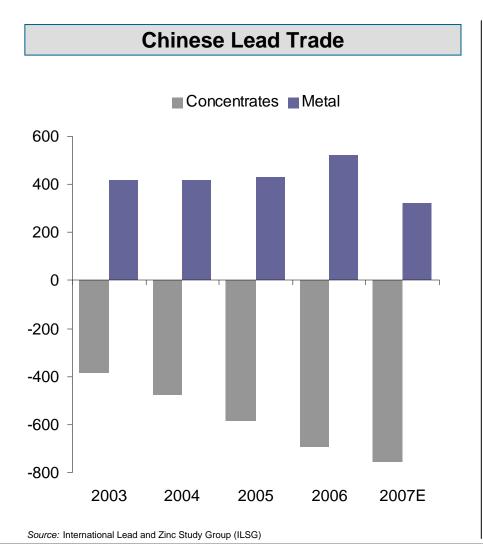
(tonnes in thousands)

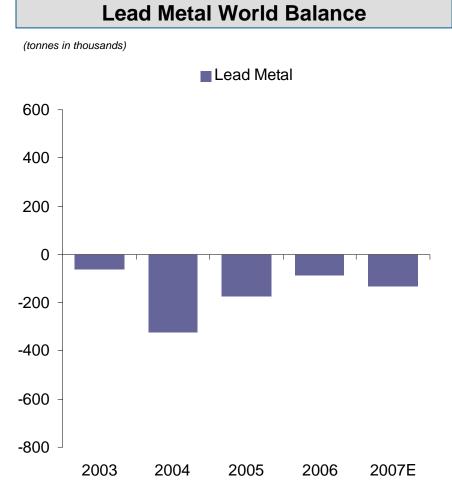


Source: International Lead and Zinc Study Group (ILSG)



#### **Chinese Lead Trade and Lead Metal World Balance**









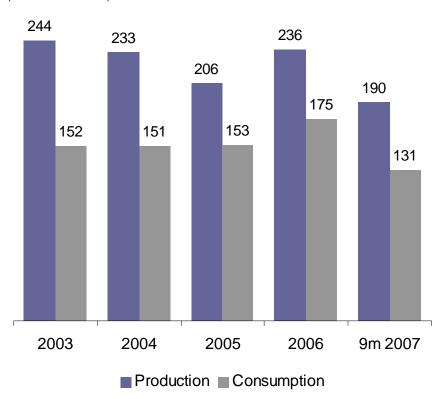


Russian zinc production recovered, since the decline of the early 1990s, due to increased demand from the steel producers and the construction sector

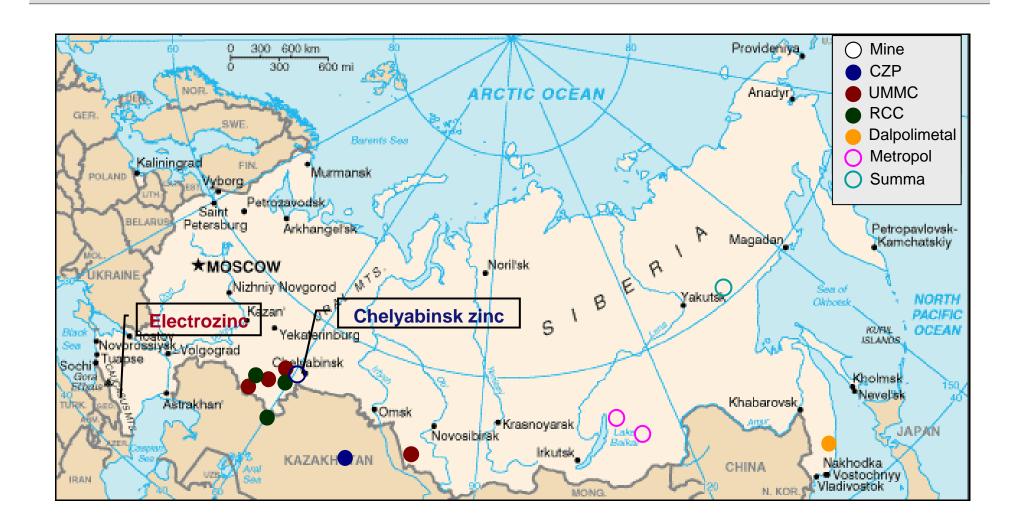
Consumption increased due to expansion of continuous galvanizing capacity

#### **Zinc Production and Consumption**

(tonnes in thousands)

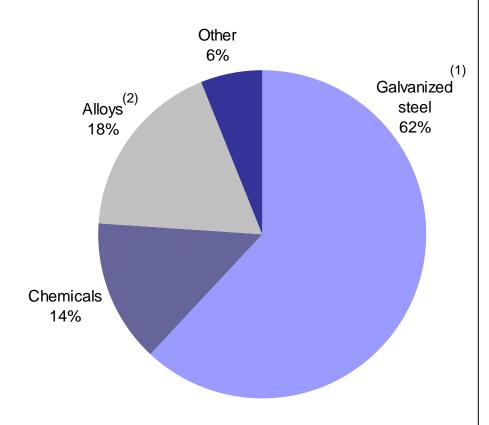








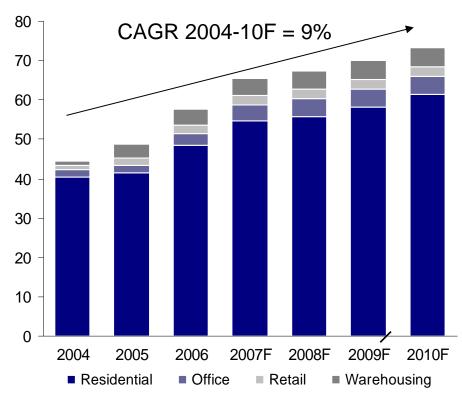
#### **Russian Zinc Market Structure**



- (1) Includes 10% of galvanized steel produced using dipping method
- (2) Includes Brass

#### **Construction Growth**

(million of sq m)



Slide #15

Source: Goskomstat, Deutsche Bank estimates

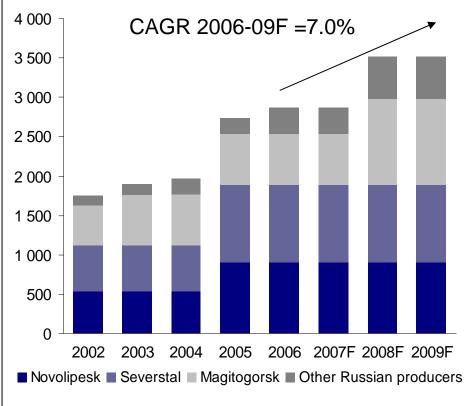


www.zinc.ru

#### **Russian Car Market** ('000 units) 4 000 CAGR 2006-15F = 7.2% 3 500 3 000 2 500 2 000 1 500 1 000 500 2007F 2015F 2002 2003 2004 2005 2006 ■ Russian producers Imports ■ JVs in Russia & CIS

#### **Growth in Galvanizing Steel Capacity**

('000 tonnes)



Source: www.metalinfo.ru



Source: GTK, Goskomstat, Company data, Deutsche Bank estimates





**Operations Overview** 

# **Smelting segment – Raw materials supply**

(tonnes in thousands)	9m '07	9m '06	2006
Akzhal	23.6	-	-
UMMC	42.3	26.0	38.6
RCC	11.1	16.1	20.9
Dalpolimetal	9.5	9.8	12.3
Other Domestic	1.5	0.5	0.6
Imports	25.4	23.1	28.3
Secondaries	17.0	20.7	30.6
Total	130.4	96.2	131.3



Note: Volume of zinc in concentrate



# **Smelting segment – Zinc and by-products production**

www.zinc.ru

(tonnes in thousands, except otherwise noted)	9m '07	9m '06	2006
Zinc (incl. Zinc Alloys)	122.7	110.2	148.4
Indium (kg)	2,072	2,724	3,326
Cadmium	0.4	0.3	0.5
Sulphuric Acid	175.7	178.2	240.1
Lead Cake	6.5	6.5	9.6
Copper Clinker	64.0	56.0	73.8







Slide #19

December 2007

# **Smelting segment – Zinc sales**

(tonnes in thousands)	9m '07	9m '06	2006
Total sales	109.5	99.9	133.8
Domestic sales	52.5	60.3	77.1
Export sales	57.0	39.6	56.7
Customer			
Brock Metal	2%	-	-
Magnitogorsk	17%	19%	19%
Novolipetsk	10%	20%	20%
Severstal	16%	16%	13%
Euromin	43%	40%	42%
Others	12%	5%	6%





# **Mining segment – Operational performance**

(tonnes in thousands)	9m '07	9m '06	2006	
Ore mined	953.4	906.6	1,239	
Ore processed	965.5	904.2	1,234	
Ore grade processed				
Zinc	2.62%	2.90%	2.85%	
Lead	0.49%	0.63%	0.68%	
Concentrate production (metal)				
Zinc	23.4	24.2	32.5	
Lead	3.9	4.7	7.0	



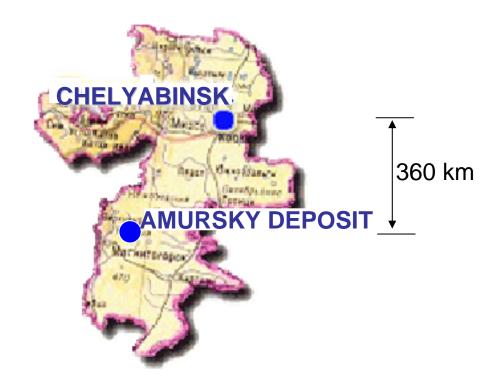


## **Amursky Deposit at a Glance**

On 12 January 2007 The Russian Federal Agency for Subsoil Use (Rosnedra) and CZP signed a 25-year licence agreement for the exploration and extraction of zinc ores in the Amurskoye Deposit located in Bredinsky district, Chelyabinsk region.

On 12 November 2007 CZP's Board of Directors, based on the positive geological results from active exploration, took decision to establish 100% subsidiary JSC "Amur".

CZP plans to complete a JORC-compliant mineral resources and reserves audit during the second half of 2008







# **Financial Review**

# **Income statement highlights**

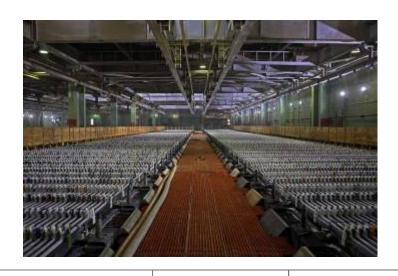
(RUR in millions)	9m '07E	9m '06
Sales	11,658	10,464
<b>Gross Profit</b>	3,195	4,008
Margin, %	27%	38%
EBITDA	3,270	3,498
Margin, %	28%	33%
Net Income	1,782	2,163
Margin, %	15%	21%



# **Balance sheet highlights**

(RUR in millions)	Sept. 30, 2007E	December 31, 2006
Total Assets	15,523	14,165
Total Debt	2,855	3,470
Net Debt	1,394	1,534
Shareholder's Equity	10,115	8,368







#### **Disclaimer**

This presentation includes forward-looking statements. CZP's actual results may differ materially from those made in or suggested by the forward-looking statements contained in this presentation. By their nature, forwarding-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Forward-looking statements are not guarantees of future performance. Even if the actual results are consistent with the forward-looking statements contained in this presentation, those results may not be indicative of results or developments in future periods. CZP does not undertake any obligation to update any forward-looking statements to reflect events that occur or circumstances that arise after the date of this presentation.

This presentation does not constitute or form part of any advertisement of securities, any offer or invitation to sell or issue or any solicitation of any offer to purchase or subscribe for, any shares in Chelyabinsk Zinc Plant, nor shall it or any part of it nor the fact of its presentation or distribution form the basis of, or be relied on in connection with, any contract or investment decision

