

# UC RUSAL

## **NEW LEADER ON THE GLOBAL ALUMINIUM MARKET: OPPORTUNITIES AND CHALLENGES**

Vladimir Kremer,  
Marketing and Sales Director, UC RUSAL

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Dubai, September 11, 2007

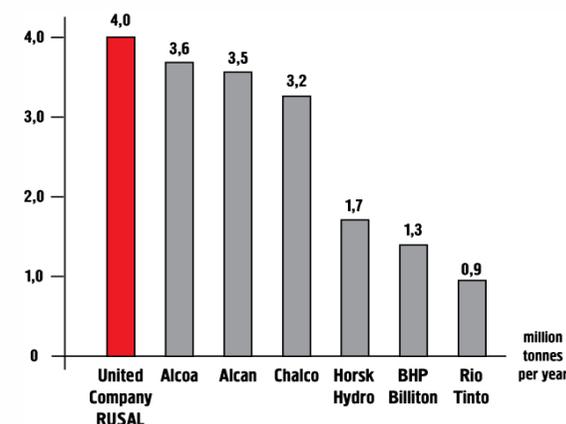


# UC RUSAL TODAY

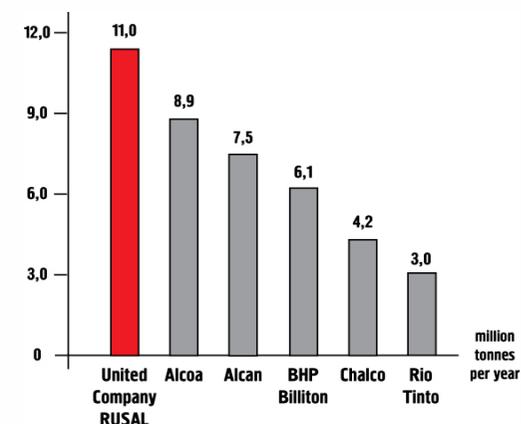
## The world's largest aluminium and alumina producer

- About 4 million tonnes of aluminium per year
- About 11 million tonnes of alumina per year
- Operations in 19 countries across 5 continents
- Own R&D and engineering capabilities, including RA-300 and RA-400 technologies
- Consumers in 70 countries worldwide
- Approximately 100,000 employees

Leader in aluminium production



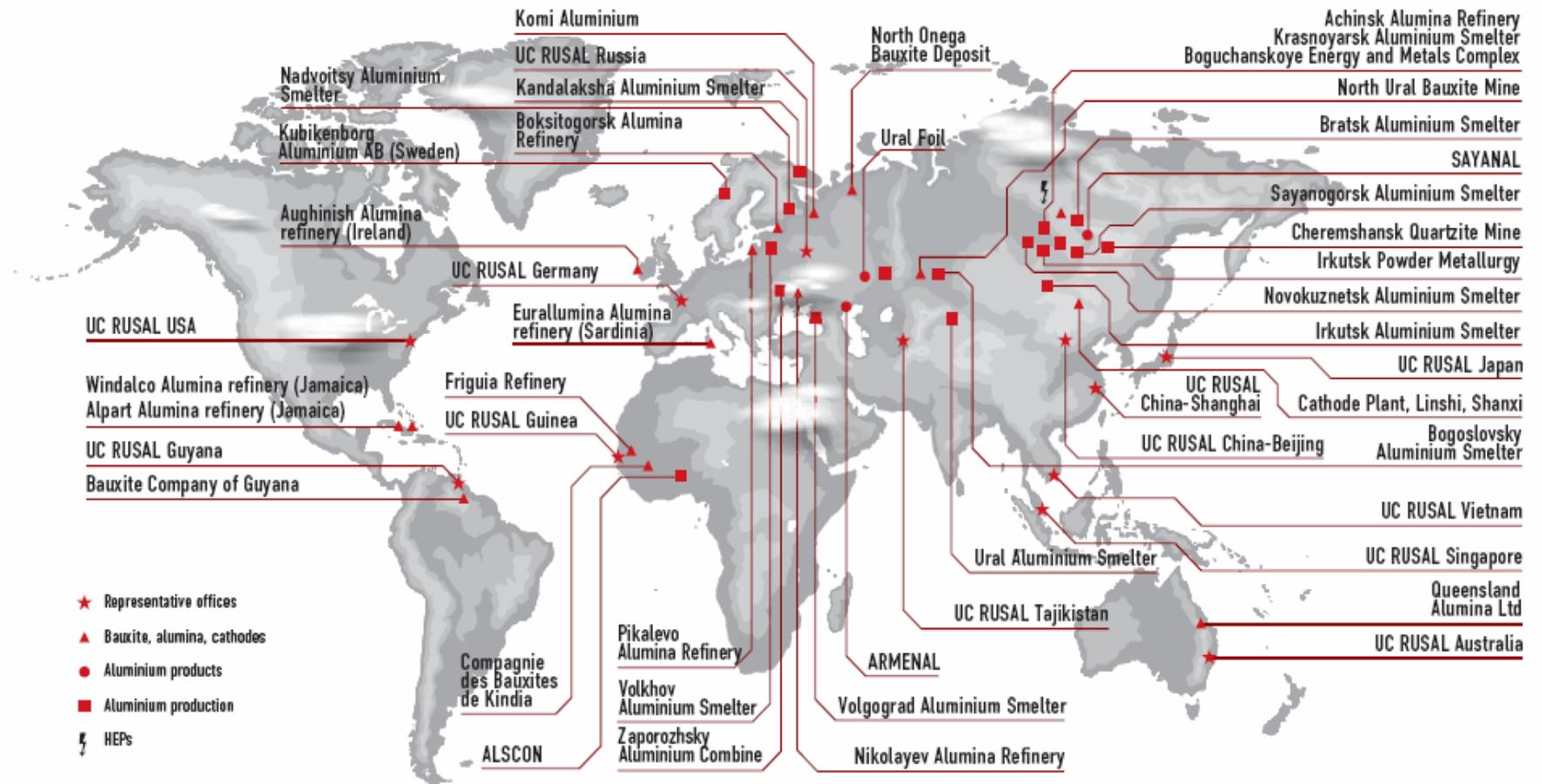
Leader in alumina production





# TRULY GLOBAL PRESENCE

## UC RUSAL operates in 19 countries across 5 continents



# GLOBAL INDUSTRY GROWTH

## Strong fundamental demand...

- *Accelerating global growth* driven by developing countries
  - *China is the primary contributor*, with the other BRIC countries (Brazil, Russia and India) also growing strongly
- *Increasing use of aluminium as a substitute* for other metals

## ... and limited new supply

- *Rising capital and operating costs* are resulting in *significant smelter capacity closures*, particularly in North America, Western Europe and China as well as *new project delays* and *budget increases* (e.g. Qatar)
- *The industry is also rapidly consolidating*
  - Improving capex discipline
  - Increasing economies of scale
  - Increasing operating flexibility



## Attractive industry fundamentals

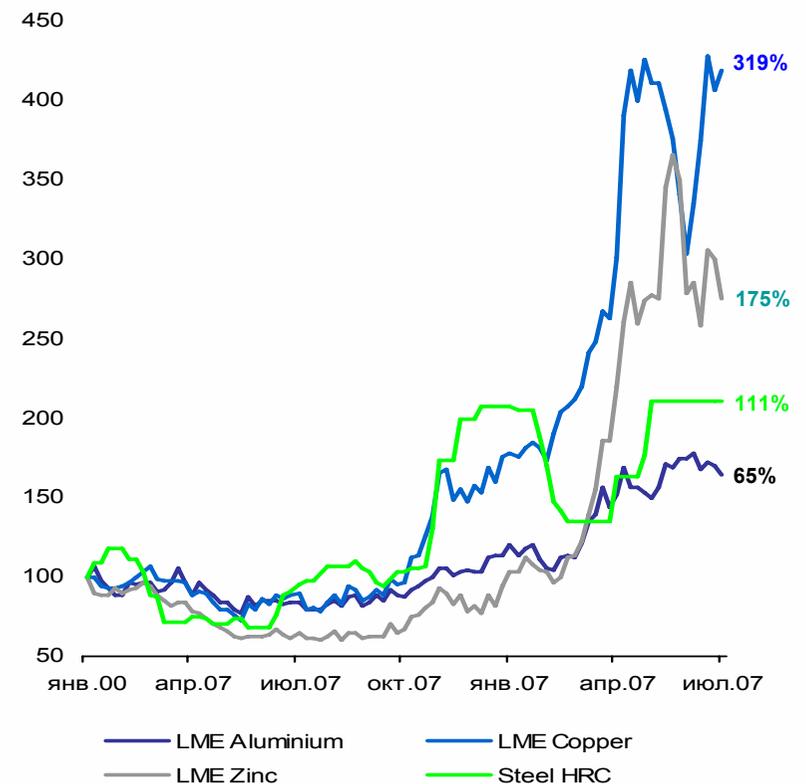
Strongest price environment since the 1980s, with the market continuing to upgrade price expectations

# INCREASED COMPETITIVENESS OF ALUMINIUM



- Competitive price compared to copper, zinc and steel
- Aluminium has become an increasingly attractive substitute of zinc and steel, enhanced by its versatility for end uses (construction, transportation, power, consumer)
- Steel prices have also out-performed aluminium, stimulating demand for aluminium as a lower-priced substitute
- Switching costs make it difficult to go back to other materials once the switch to aluminium is made
- Toughening of international environmental legislation offer more opportunities for the use of aluminium as a light metal

Relative performance for copper, zinc, steel and aluminium  
(rebased to 100 as of January 2000)

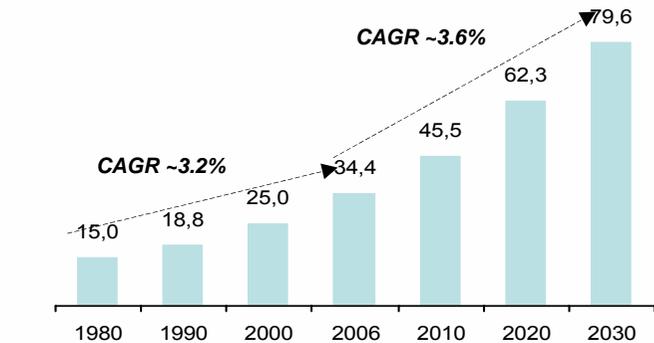


# MACRO TRENDS SUPPORTING DEMAND FOR ALUMINIUM



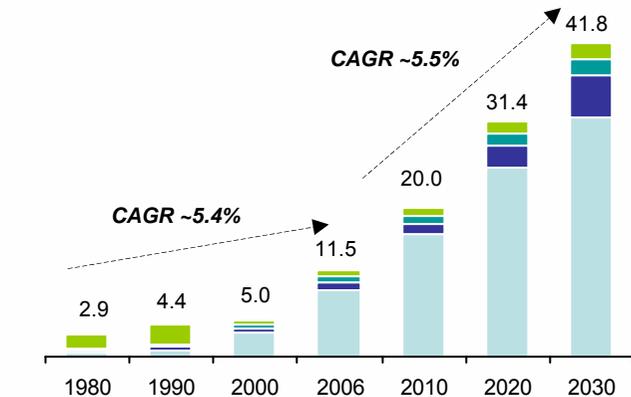
- Global aluminium consumption is forecast to grow at 3.6% CAGR
- Demand in developing markets is expected to be markedly higher, as indicated by the correlation between consumption and GDP per capita
- BRIC aluminium demand is forecast to grow at 5.5% CAGR through 2030
- Shorter-term growth rates (through 2010) for the BRIC markets are much higher (China: 16.8%, India 9.0%, CIS 7.2%)
- Overall aluminium demand is forecast to increase by 11 MMt by 2010 with China, CIS and India accounting for 75% of the increase
- In the long-term (through 2030), overall aluminium demand is forecast to more than double with an increase of 45 MMt

**Global aluminium consumption growth 1980-2030 (MMt)**



Source: CRU

**Consumption growth for China, India, CIS and Brazil (MMt)**



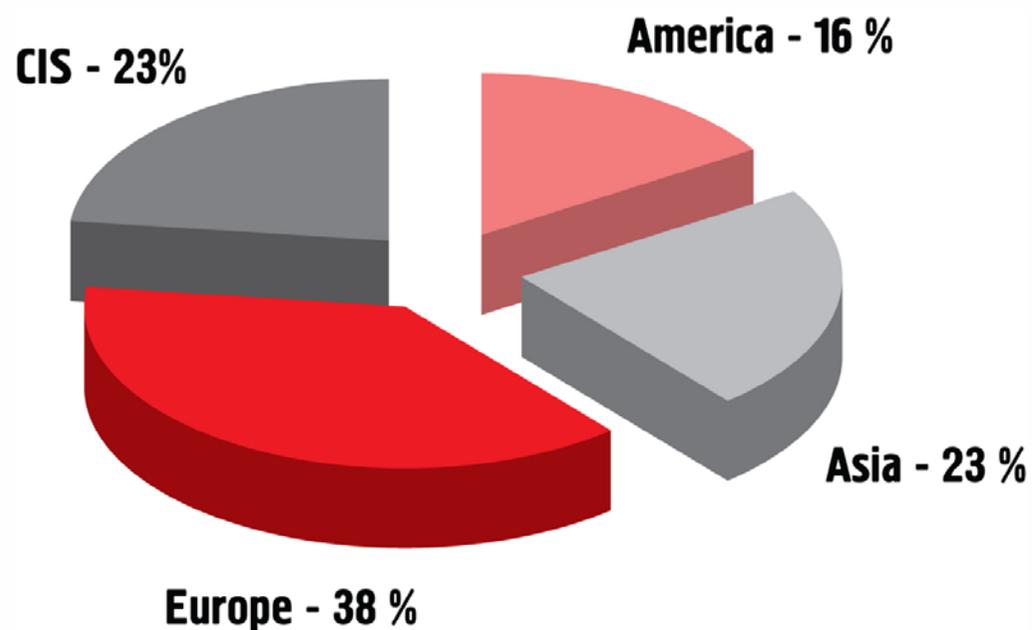
Source: CRU

## UC RUSAL SALES OBJECTIVES

- Optimize core activities / increase profitability
- Concentrate on the upstream market, consolidating the company's position as an integrated (bauxite/alumina/aluminium) player
- Increase value-added share in the product mix
- Grow into high quality supplier and service provider
- Strengthen the company's position of the world's leader in aluminium industry

## UC RUSAL SALES GEOGRAPHY

United Company RUSAL's products are sold to customers in 70 countries



## MARKET-DRIVEN STRATEGY

UC RUSAL's sales strategy combines the elements of product-driven and regional approaches focusing on both primary aluminium and value-added products



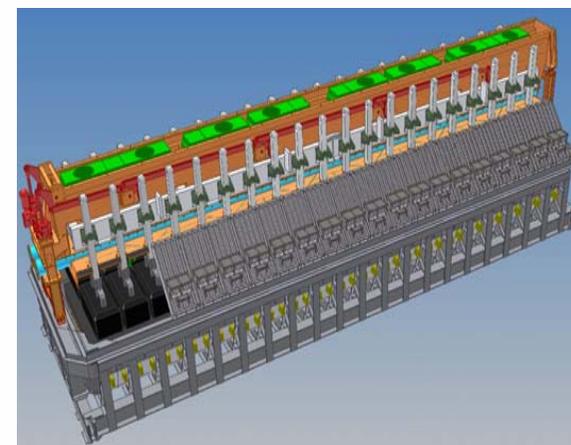
## PLATFORM FOR FURTHER GROWTH

- Vertical integration along the bauxite / alumina / aluminium value chain
- Financial scale and flexibility
- Ability to do business in challenging geographies
- Competitive cost position, driven by own resource base and access to the low cost energy
- Well-positioned to supply growing markets
- Proprietary technology (RA-300 and RA-400)
- Strong pipeline of expansion projects

## NEW CELL TECHNOLOGY

**UC RUSAL has developed technology that ranks among the best in the world**

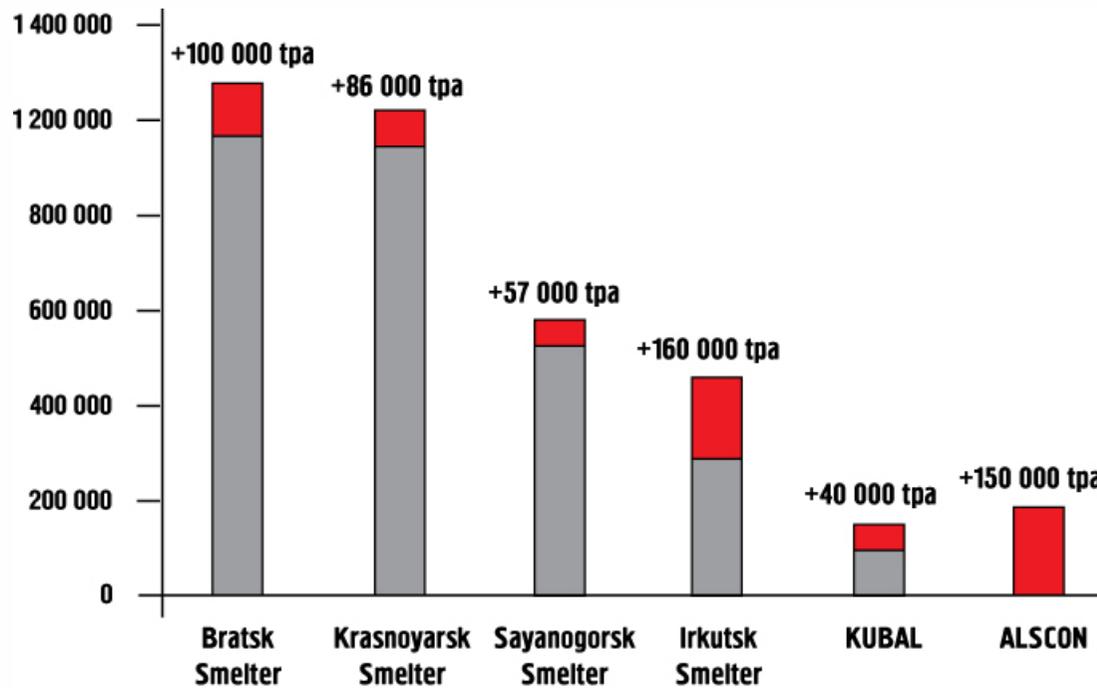
- **RA-300 reduction cell – a global top-three reduction technology with daily capacity of 2 tonnes of aluminium;**
- **RA-400 reduction cell – the most powerful in Russia, launched at Sayanogorsk Smelter in Dec 2005 and designed to produce 3 tonnes of Al per day;**
- **RA-500 currently in testing mode at Krasnoyarsk Smelter;**
- **Colloidal anode – UC RUSAL’s proprietary break-through technology allowing to transform the Soderberg cell and make it environmentally-friendly**



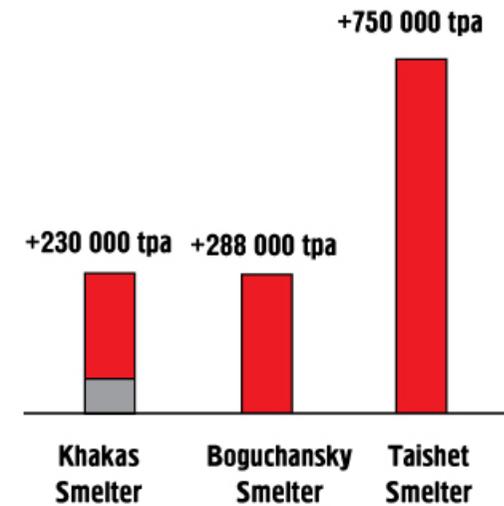
# GROWTH OPPORTUNITIES: ALUMINIUM



## BROWNFIELD



## GREENFIELD

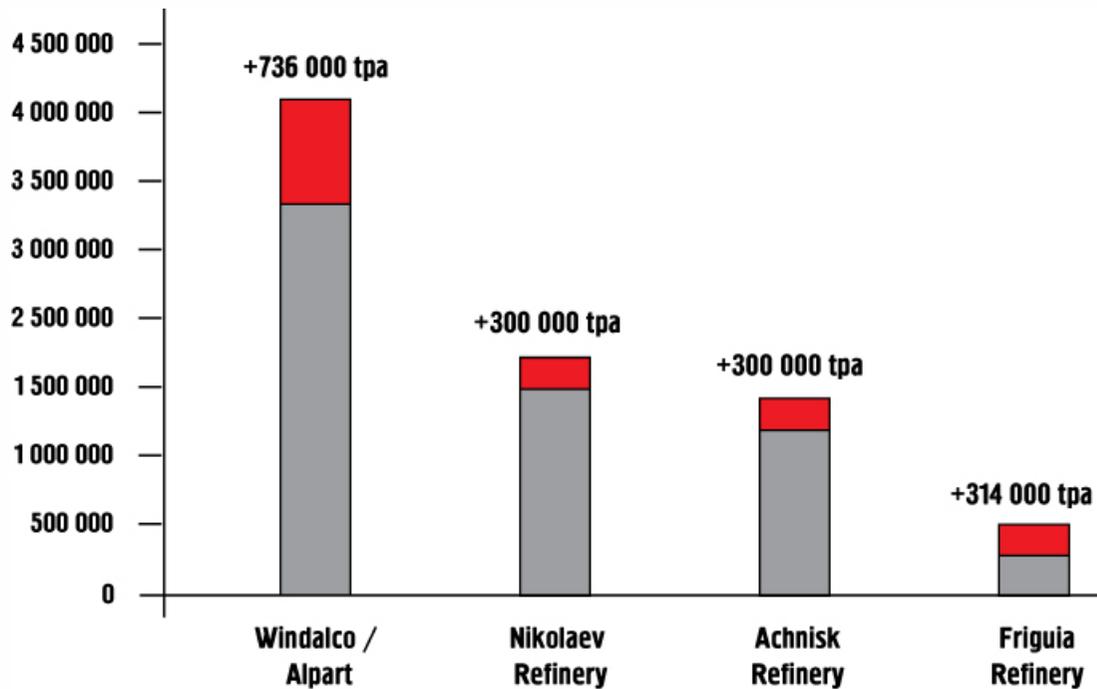


**+ 65% IN ALUMINIUM OUTPUT**

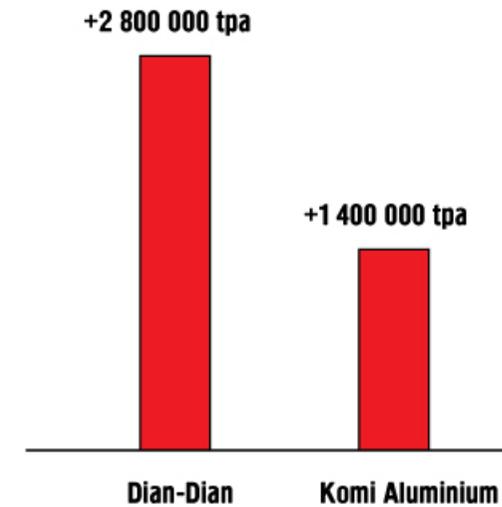
# GROWTH OPPORTUNITIES: ALUMINA / BAUXITES



## BROWNFIELD



## GREENFIELD

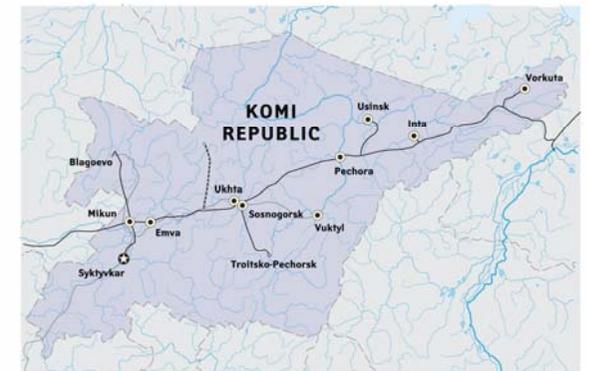


**+ 66% IN ALUMINA OUTPUT**

# KOMI ALUMINIUM BAUXITE AND ALUMINA COMPLEX



- Phase I: Expansion of bauxite production at existing Timan Bauxite mine up to 7.5 mln tonnes per annum by 2009;
- Phase II: Construction of refining capacity of 1.4 mln tonnes per annum, when fully operational in 2010;
- Site connected to the federal rail network by a private 157 km railroad;
- Total cost USD 1.8 bln;
- Current status: site works started;
- First alumina to be produced by end of 2009;
- Full capacity to be reached in 2010.



# KHAKAS ALUMINIUM SMELTER



- The first smelter to have been built in Russia in 20 years: launched in Dec 2006;
- Sayanogorsk smelter site, 100% UC RUSAL;
- Sayano-Shushenskaya Hydropower: 6,700 megawatts with spare capacity;
- Full smelting capacity of 300,000 tpa by end of 2007;
- UC RUSAL RA-300 reduction technology.



# BOGUCHANSKOYE ENERGY AND METALS COMPLEX

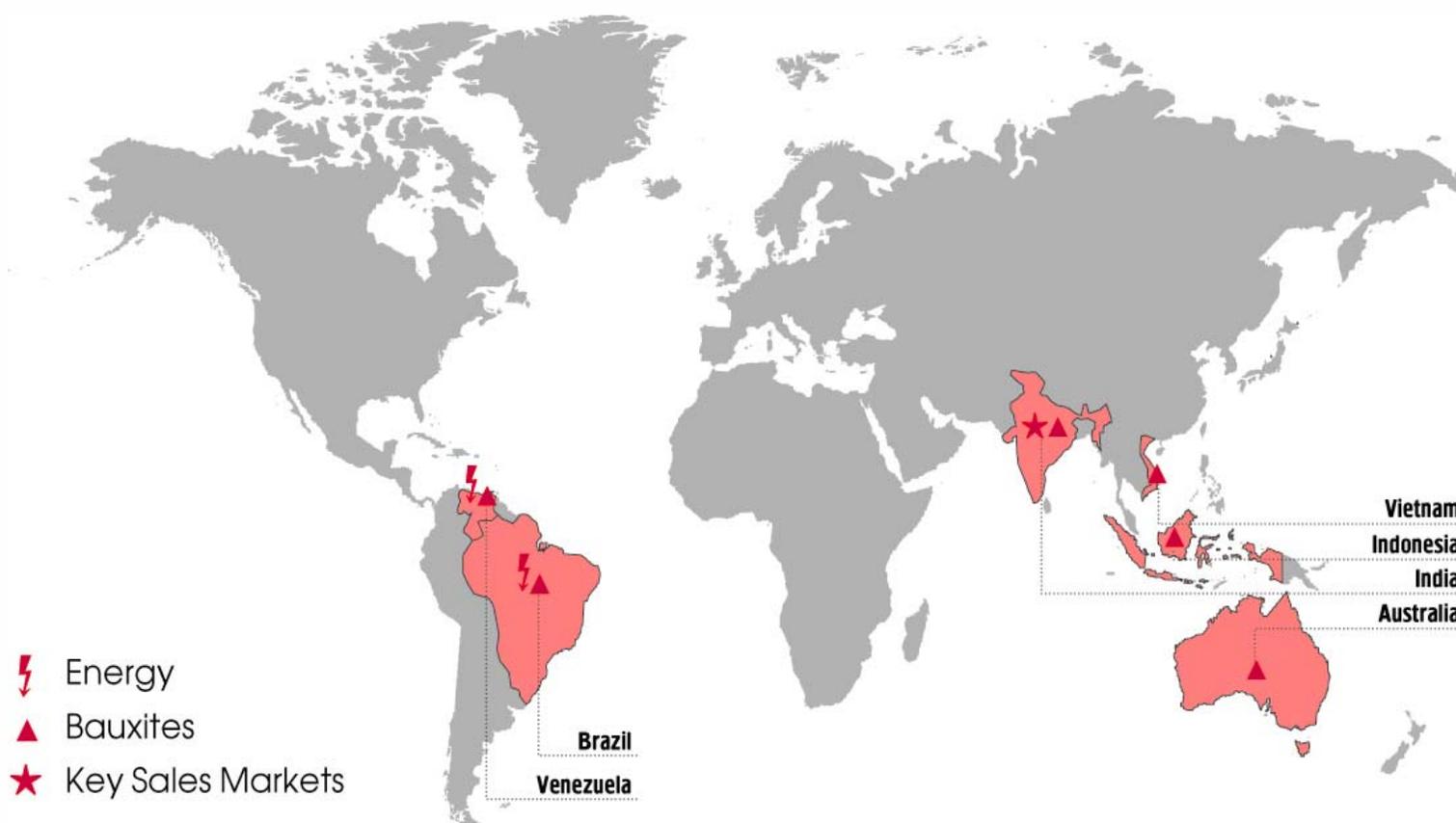


- Krasnoyarsk Region
- 50/50 JV with RAO UES sub's HydroOGK
- Budget of USD 3.6 bln
- Hydropower: 3,000 MW
- 1<sup>st</sup> phase to be complete in 2009
- 2<sup>nd</sup> phase to be complete in 2012
- Smelting capacity: 600,000 tonnes per year – 300,000 tonnes in 1<sup>st</sup> phase
- UC RUSAL RA-300 technology



# EXPLORING NEW OPPORTUNITIES

Global expansion to achieve bauxite, alumina, energy and smelting synergies



# THE FUTURE

## OUR VISION

Building upon the position of a global leader in one commodity to become a leader in metals and mining industry world-wide

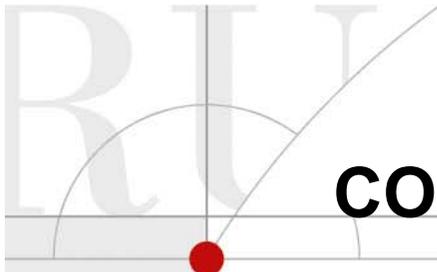
## GROWTH PLATFORM

- Core competencies in aluminium and energy
- Size, scale, leading technology, financial strengths and substantial synergies in the core business
- Emerging markets know-how

## NEXT STEPS

- New projects in bauxite / alumina / power / aluminium:  
Australia, Brazil, India, Vietnam, Venezuela, Indonesia.
- Vertical integration into power and fuels (coal / gas)
- Consider diversification opportunities

**UC RUSAL: THE GROWTH PLATFORM FOR NEW MINING CHAMPION**



## CONTACT INFORMATION

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Corporate Headquarters

13/1, Nikoloyamskaya str.,

Moscow, 109240, Russia

Phone:+7 (495) 720 51 70, 720 51 71

Fax:+7 (495) 745 70 46

[www.rusal.com](http://www.rusal.com)