MARCH 12 | 2020
YEKATERINBURG | RUSSIA

NON-FERROUS METALLURGY
FerroUS METALLURGY

8+ YEARS OF WORK
33+ BUSINESS EVENTS
1557+ COMPANIES
177+ POSITIVE REVIEWS*

*Data is based on real statistics and also taken from interviews on Youtube channel ENSO and from official letters of thanks.
1) **EVRAZ** has announced a large-scale investment program until 2023, involving investments up to $1 billion in the development of the Russian enterprises of the company. The manufacturing of products with high added value will be emphasized: flat-rolled products, beams, rails, pipe blanks. The increase of the company’s capacities will allow to increase the output of finished products by 3.2 million tons. This will increase operating profitability and reduce risks.

2) **MMK Group** is implementing a long-term investment program aimed at meeting the growing needs of Russian consumers and increasing the volumes of production with high added value. Capital investments of MMK Group amounted $12.8 billion. This large-scale investment program allowed a radical upgrade of steelmaking and rolling facilities of MMK. A modern electric steelmaking complex was put into operation, the latest high-grade rolling mills were constructed, units of hot galvanizing and polymer coatings were started. The construction of the mill complex 5000 and the new complex of cold rolling for the production of an automobile body sheet (mill 2000) have become the largest investment projects of recent years. The investments in these projects provide MMK with a strong competitive position in the manufacturing sector of metal products with high added value.

3) **Metalloinvest** will invest $2.5 billion in the development of production for 5 years. Thus, the company's annual investments from 2019 to 2023 will amount to $500 million. Among the investment projects, the company names the modernization of production lines of Oskol Electrometallurgical Plant, the launch of iron casting at "Ural steel" and the construction of a flotation plant for Mikhailovsky and Lebedinsky MPPs. If all these projects are completed, the company will increase the production of hot briquetted iron (HBI) by 40%, steel production and pelletizing by 20%, and then EBITDA will increase by 15% compared to 2018.

4) **The United Metallurgical Company** will invest 167 billion rubles in updating production of Vyksa Metallurgical Plant until 2022. About 70 billion rubles are planned to be invested in the modernization of the integrated casting and rolling facility, which will increase its capacity up to 3 million tons of steel per year. The remaining funds are intended for the production of pipes for oil and gas production (OCTG). With new capacities, the holding plans to expand its presence in the Russian and foreign markets, which, according to experts, will maintain steady growth and profitability of products.

5) In 2019-2023, capital costs of **Severstal** projects will amount to almost $2.5 billion, 14 projects will increase EBITDA by $0.8 billion. The materials for the Investor's Day say that in 2023, capital costs will amount to $0.75 billion. The company's dividend policy will remain the same - 100% of free money flow will be used to pay dividends. However, according to the company, to maximize the value for investors, "Severstal" will use the indicator of "normalized free money flow" to calculate dividends for the period of the intensive stage of the investment program. This means that investments exceeding the "base" level of previous years of $800 million will be excluded from the calculation of the dividend base.

6) **The Russian Direct Investment Fund (RDIF)**, together with its Chinese partners, intends to create a company in the non-ferrous metallurgy. This statement was made by the head of the Fund, Kirill Dmitriev, at the World Economic Forum in Davos, reports Reuters. The company will develop the field and supply products to China.

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The International Metallurgical Summit “Metals and Alloys” is a special platform for key players in the metallurgical industry. The event will bring together the leaders of domestic and foreign metallurgy to exchange experience and discuss modern industry trends. The Summit participants will share successful practices to improve production efficiency, and will also be able to form an idea of relevant and innovative solutions offered by service companies and equipment manufacturers.

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<td>“Strategies for the development of the metallurgical industry”</td>
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<td><strong>Technical Session</strong></td>
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<td>“Metalworking: current problems and development prospects”</td>
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<td>“The experience of foreign companies in solving relevant problems of metallurgy”</td>
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**PARTICIPATING COUNTRIES**

Russia, Kazakhstan, India, China, Belarus, Ukraine, Turkey, European Union.
AMONG THE PARTICIPANTS

- ГРУППА ЧТПЗ
- НЛМК
- МЕЧЕЛ
- BAOSTEEL
- ANSTEEL
- HBIS GROUP
- НОРНИКЕЛЬ
- ТМК
- УГМК
- KAZZINC
- ORSU Metals Corp.
- ArcelorMittal
- EVRAZ
- ЗЭРК

AMONG SPEAKERS 2019

- Сергей Денисов
  MMK
- Светлана Елизеева
  NIKO PRO
- Сергею Шувалов
  Russian Copper Company
- Александр Филиппов
  SIU System
- Андрей Кудрявцев
  Kyshtym Copper Electrolytic Plant
- Константин Можковой
  Pervouralsky Novotrubny Plant
- Светлана Завразхнова
  ChTPZ
- Сергей Смолентьев
  Laser Systems
- Александр Радаев
  IMS Messsysteme GmbH
- Михаил Федоров
  ChTPZ

INNOVATIONS IMPLEMENTATION

8 (800) 707-81-49  E-mail: info@ensoenergy.org  www.ensoenergy.org
FEEDBACKS

I liked the atmosphere very much. The representatives of many metallurgical companies attended the event. I had the opportunity to learn about automatic systems, equipment and software solutions of colleagues, and listen to their reports as well ... Our company participates in the event to show the solutions that we offer for metallurgical plants and create lasting cooperation with them. We will visit the Summit next year for sure.

Sun Fujiang

The reports of the program are very interesting. I am pleased that there are more speakers on practical issues, there are more substantive discussions. Although those who offer us any new technologies, should also present and tell us about the innovations or offer a finished product so that we can use this at the enterprise.

Sergey Shuvalov

As a metallurgist, I was interested in the reports of the colleagues about the innovations in the metal production, the organization of scientific and technical process... The composition of the participants is quite balanced: there are representatives of business, environmental services, our direct partners and competitors. Therefore, it is very interesting to make and listen to reports, share the experience and new developments.

Mikhail Fedorov

Our company was at the International Metallurgical Summit for the first time. I liked everything. A good atmosphere, I was pleased the number of participants. I would like to emphasize specially the organization of business meetings. Our personal manager - a member of the Summit organizing team helps us very much in this.

Denis Ionov

Everything is well organized. Interesting participants. We are pleased, thank you for the invitation. Next time we are planning to make a report to share our experience and adopt the experience of other companies.

Denis Popov
ANALYTICS OF THE EFFECTIVENESS OF THE PARTICIPATION IN THE SUMMIT

ОБЩАЯ СТАТИСТИКА

1 day
Almost 200 participants
Over 300 business meetings
Over 30 reports

Participation in the Summit is by 88% more economically profitable than standard sales channels

OFFICIAL COMPOSITION

57% Technical managers
43% Strategic managers

STRUCTURE OF THE PARTICIPANTS

15% Head structures of VIOC
10% Subsidiary structures of VIOC and OGPD
15% Small and medium-sized mining companies
24% Major contractors
26% Service companies
7% SRI and SC
3% State structures

Budget

Participation in the Summit
000 USD
7

Standard Sales
9

Average cost of a meeting a customer
460 USD
770 USD

78% of companies which made reports get new contracts according to Summit results

DURING OUR WORK

Activities were carried out
Highly specialized specialists visited our Summits
Projects presented were implemented
Oil states visited our Summits
Near sponsors and partners were attracted

33+
3727+
107+
127+
130+

STATISTICS ON THE CONCLUSION OF NEW CONTRACTS

Interested representatives of vertically integrated companies
Personal meetings at the Summit
Interested companies
Concluded contracts following the results

52
15
7
3
WE WILL BE GLAD TO SEE YOU AMONG THE SUMMIT PARTICIPANTS!

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