



INTERNATIONAL METALLURGICAL SUMMIT

METALS AND ALLOYS

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.



INNOVATIONS
IMPLEMENTATION

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INVESTMENT PROJECTS IN METALLURGY

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 a 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.

7) The largest mining and metallurgical enterprise of Ukraine, **ArcelorMittal Kryvyi Rih**, in 2018 increased capital and operating costs by almost a third compared to 2017 - from \$ 337 million to \$ 443.4 million. Of these, \$ 348.8 million - capital investments. Among the finished facilities, a complex of two new coke oven batteries can be distinguished - this is the largest investment project of the enterprise over the past few years.

The investments in the entire complex amounted to almost \$ 160 million. A number of large projects are ongoing in 2019. In particular, this is the construction of two new continuous casting machines priced at about \$ 144 million. In spring it is planned to complete the reconstruction of the small-section mill "250-4" - about \$ 55 million will be invested in it. Also, the reconstruction of sintering shop No. 2 with a cost of over \$ 150 million will be continued. Of six sintering machines, two have already been modernized, another three will be reconstructed before 2020.

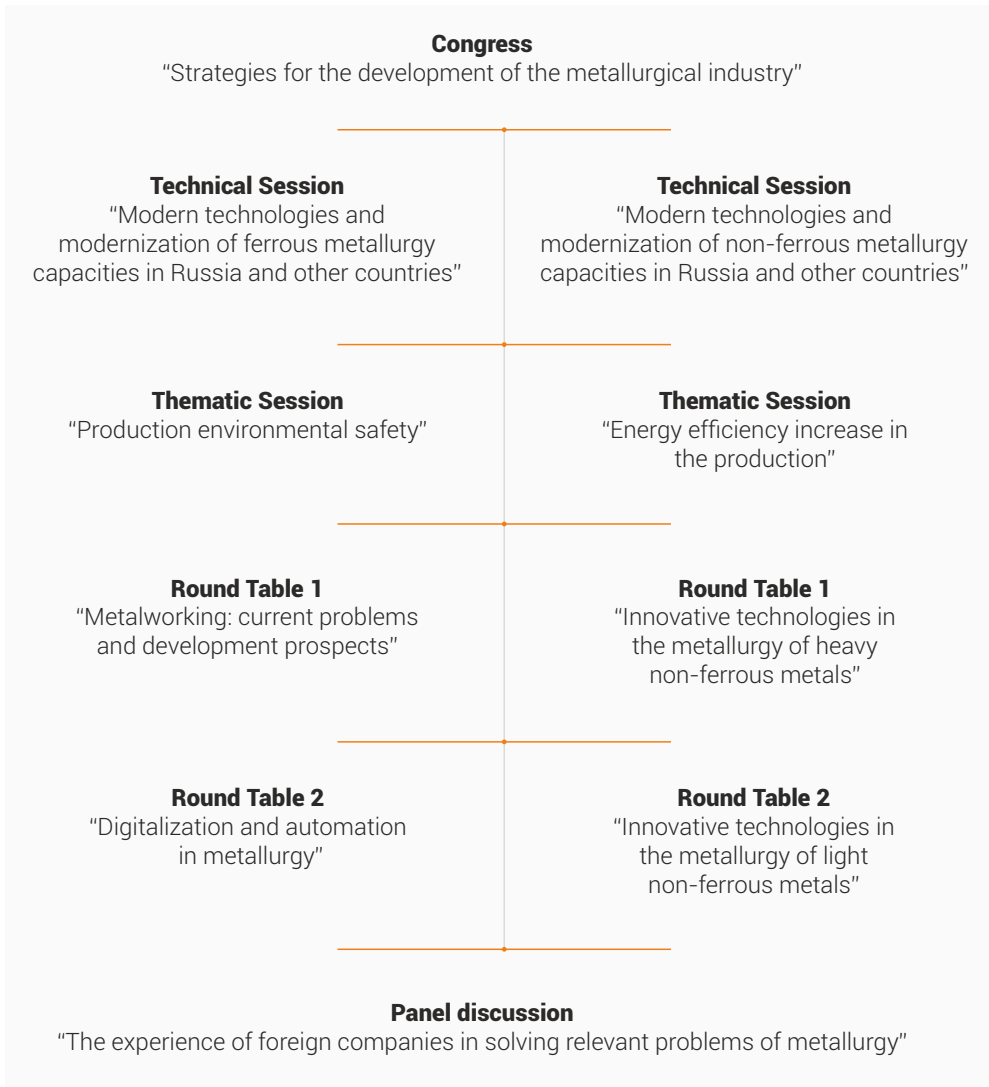
The International Metallurgical Summit "Metals and Alloys" is a special platform for key players in the metallurgical industry. The event will bring together the leaders of domestic and foreign metallurgy to exchange experience and discuss modern industry trends. The Summit participants will share successful 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.



PARTICIPATING COUNTRIES



PROGRAM ACCENTS



AMONG THE PARTICIPANTS



AMONG SPEAKERS 2019



Sergey Denisov
MMK



Svetlana Eliseeva
NIKO PRO



Sergey Shuvalov
Russian Copper Company



Alexander Philippov
SIU System



Andrey Kudryavtsev
Kyshtym Copper
Electrolytic Plant



Konstantin Moskovoy
Pervouralsky Novotrubny Plant



Svetlana Zavrazhnova
ChTPZ



Sergey Smolentsev
Laser Systems



Alexander Radaev
IMS Messsysteme GmbH



Mikhail Fedorov
ChTPZ

FEEDBACKS

Sun Fujiang



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.

Mikhail Fedorov



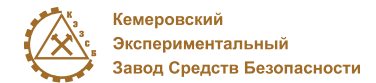
As a metallurgist, I was interested in the reports of the colleagues about the innovations in the metal production, the organization of scientific and technical process... The composition of the participants is quite balanced: there are representatives of business, environmental services, our direct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

Sergey Shuvalov



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.

Denis Popov



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 Ionov



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.

YOU CAN SEE COMPLETE INTERVIEWS WITH COMMENTS

ENSOchannel

ANALYTICS OF THE EFFECTIVENESS OF THE PARTICIPATION IN THE SUMMIT

ОБЩАЯ СТАТИСТИКА

1 day

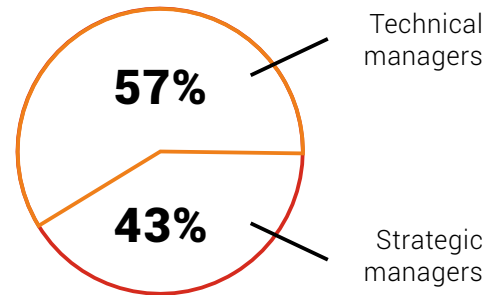
Almost 200 participants

Over 300 business meetings

Over 30 reports

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

OFFICIAL COMPOSITION



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	7 000 USD	
	Participation in the Summit	Standard Sales
Number of business trips/meeting with customers	15	9
Time spent	1-2 days	9 weeks
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	33+
Highly specialized specialists visited our Summits	3727+
Projects presented were implemented	107+
Oil states visited our Summits	127+
Near sponsors and partners were attracted	130+

STATISTICS ON THE CONCLUSION OF NEW CONTRACTS

Interested representatives of vertically integrated companies	52
Personal meetings at the Summit	15
Interested companies	7
Concluded contracts following the results	3

WE WILL BE GLAD TO SEE YOU
AMONG THE SUMMIT PARTICIPANTS!



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