

## RETENTION OF LOW-COST POSITION

## DEVELOPMENT OF PRODUCT PORTFOLIO AND CUSTOMER BASE

During the year, our operations focused on adjusting controllable costs.

These programmes delivered

US\$

# 175

million  
in benefit in 2019

### EXPANSION OF RAILWAY PRODUCT PORTFOLIO

#### Rails

##### Key developments in 2019

Developed premium hardness innovative G2HH steel for RE136 and 60E1 rails.

Received Railway Equipment Registry certification for R65 DT 400 IK rails.

##### Outlook for 2020

Plan to develop R75 DT 350 rail profile for Russian Railways.

### IMPROVING BEAM CONSUMPTION

##### Key developments in 2019

Developed production of H-beams to EN standards for customers in Russia (180HE, 200HE).

Launched regional beam storage hubs to significantly improve market availability of profiles.

Launched IT resource for online tracking of beam availability in hubs and dealers warehouses.

##### Outlook for 2020

Plan to expand product portfolio in the small beams with several new profiles for Russian market.

Plan to launch hub at EVRAZ NTMK and Service Metal Centre in Moscow.

### INDUSTRIAL PRODUCT PORTFOLIO EXPANSION

##### Key developments in 2019

Developed 20x180 mm and 25x200 mm metal strips.

Expanded range of structural circles and squares to include 12 new profiles.

Obtained grinding ball of fifth hardness group in production and sent to customer for tests.

##### Outlook for 2020

Plan to develop SVP-33 mine column profile.

Plan to start commercial sales of grinding ball of fifth hardness group, including entrance to export markets.



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