Mechel OAO Form 424B4 April 20, 2011

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#### **CALCULATION OF REGISTRATION FEE**

Olean of Committee Office d	Amount to be	Proposed Maximum Offering Price	Proposed Maximum Aggregate	Amount of Registration
Class of Securities Offered Preferred shares, par value 10 rubles	Registered	Per Unit	Offering Price	Fee <sup>(1)</sup>
per share	32,000,000	\$16.50	\$528,000,000	\$61,300.80

(1) The registration fee is calculated in accordance with Rule 457(r) under the Securities Act of 1933.

PROSPECTUS SUPPLEMENT (To Prospectus dated April 26, 2010)

Filed Pursuant to Rule 424(b)(4) File No. 333-166309

# MECHEL OAO (incorporated under the laws of the Russian Federation)

## 32,000,000 Preferred Shares

The selling shareholders identified in this prospectus supplement (the **Selling Shareholders**) are selling 32,000,000 preferred shares of Mechel OAO, par value 10 rubles per share. We will not receive any proceeds from the sale of preferred shares by the Selling Shareholders.

The preferred shares were admitted to trading (without listing) on the Russian Trading System (the RTS) and on the Moscow Interbank Currency Exchange (the MICEX), and trading is expected to commence on April 21, 2011 under the symbol MTLRP. Prior to the offering to which this prospectus supplement relates there has been no trading or public market for the preferred shares. Our preferred American Depositary Shares (preferred ADSs) are listed on the New York Stock Exchange (the NYSE) under the symbol MTL PR. However, investors who purchase preferred shares in the offering to which this prospectus supplement relates will not be able to deposit those preferred shares in the preferred ADS program in order to receive preferred ADSs unless and until other holders of preferred ADSs convert their preferred ADSs into preferred shares or we otherwise authorize additional deposits of preferred shares against the issuance of preferred ADSs. On April 19, 2011, the reported last trading price of our preferred ADSs on the NYSE was \$9.92. Each preferred ADS represents an interest in one-half of one preferred share. In connection with the offering to which this prospectus supplement relates OJSC Coalmetbank (Coalmetbank) has marketed the preferred shares to the general public in the Russian Federation, but Coalmetbank did not underwrite any of the preferred shares sold in the offering to which this prospectus supplement relates.

Investing in our preferred shares involves risks. See Risk Factors beginning on page S-4 of this prospectus supplement and page 10 of our annual report on Form 20-F for the year ended December 31, 2010 (the Annual Report ), which is incorporated herein by reference, to read about factors you should consider before investing in the preferred shares.

	Per Preferred Share	Total
Public offering price Underwriting discount	\$ 16.50 \$ 0.48675	\$ 528,000,000 \$ 15,576,000
Proceeds, before expenses, to Selling Shareholders	\$ 16.01325	\$ 512,424,000

Neither the Securities and Exchange Commission (the SEC) nor any state securities commission has approved or disapproved of these securities or determined that this prospectus supplement or the accompanying prospectus is truthful or complete. Any representation to the contrary is a criminal offense.

Delivery of the preferred shares to purchasers is expected to commence on or about April 21, 2011.

Joint Global Coordinators

**Morgan Stanley** Renaissance Capital

Joint Bookrunners

Morgan Stanley Renaissance Capital VTB Capital

The date of this prospectus supplement is April 20, 2011.

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Neither we nor the Selling Shareholders have taken any action to permit a public offering of the preferred shares outside the United States and the Russian Federation or to permit the possession or distribution of this prospectus supplement and the accompanying prospectus outside the United States in any jurisdiction where action for that purpose is required. Persons outside the United States who come into possession of this prospectus supplement and the accompanying prospectus must inform themselves about and observe any restrictions relating to the offering of the preferred shares and the distribution of this prospectus supplement and the accompanying prospectus outside the United States. We reserve the right to withdraw the offering at any time.

#### ABOUT THIS PROSPECTUS SUPPLEMENT

You should rely only on information contained in this prospectus supplement and the accompanying prospectus. We have not, and the underwriters have not, authorized anyone to provide you with information different from that contained, or incorporated by reference, in this prospectus supplement and the accompanying prospectus. We are offering to sell preferred shares, and seeking offers to buy preferred shares, only in jurisdictions where offers and sales are permitted. The information contained, or incorporated by reference, in this prospectus supplement and the accompanying prospectus is accurate only as of the date of this prospectus supplement, regardless of the time of delivery of this prospectus supplement and the accompanying prospectus or the time of any sale of the preferred shares. Our business, financial condition, results of operations and prospects may have changed since that date. In this prospectus supplement and the accompanying prospectus, unless the context otherwise requires, references to Mechel refer to Mechel OAO, and references to our group, we, us or our refer to Mechel OAO together with its subsidiarie

This prospectus supplement contains the terms of the offering of the preferred shares. Certain additional information about us is contained in the accompanying prospectus. This prospectus supplement, or the information incorporated by reference in this prospectus supplement or in the accompanying prospectus, may add, update or change information in the accompanying prospectus. If the information in this prospectus supplement or the information incorporated by reference in this prospectus supplement or in the accompanying prospectus, this prospectus supplement or the information incorporated by reference in this prospectus supplement or in the accompanying prospectus, as applicable, will apply and will supersede the information in the accompanying prospectus.

It is important for you to read and consider all information contained in this prospectus supplement and the accompanying prospectus in making your investment decision. You should also read and consider the information in the documents we have referred you to under Where You Can Find More Information About Us on page 2 of the accompanying prospectus.

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#### **SUMMARY**

This summary may not contain all of the information that may be important to you. You should read the entire prospectus supplement and the accompanying prospectus, including the financial data and related notes and the documents incorporated by reference in this prospectus supplement and the accompanying prospectus, before making a decision to invest in the preferred shares.

#### **Mechel OAO**

We are a leading Russian mining and metals company headquartered in Moscow, Russia. We operate in four segments: mining, steel, ferroalloys and power. We produce coal, iron ore, steel, nickel, ferrochrome, ferrosilicon, coke, electricity and heat energy. Our operations are principally in Russia, and we also have operations in Kazakhstan, Lithuania, Romania, Bulgaria and the United States. Our principal office is located at Krasnoarmeyskaya Street 1, Moscow 125993, Russian Federation and our telephone number is +7 495 221 8888.

Mechel OAO is an open joint stock company incorporated under the laws of the Russian Federation. We completed our initial public offering in the United States and internationally in October 2004 and the American Depositary Shares representing our common shares are listed on the NYSE under the symbol MTL. Our common shares are listed in Russia on the RTS and the MICEX stock exchanges under the symbol MTLR. Our preferred ADSs are listed on the NYSE under the symbol MTL PR. However, investors who purchase preferred shares in the offering to which this prospectus supplement relates will not be able to deposit those preferred shares in the preferred ADS program in order to receive preferred ADSs unless and until other holders of preferred ADSs convert their preferred ADSs into preferred shares or we otherwise authorize additional deposits of preferred shares against the issuance of preferred ADSs. Prior to the offering to which this prospectus supplement relates there has been no trading or public market for the preferred shares other than in the form of preferred ADSs.

See our Annual Report for more information. Our internet address is *www.mechel.com*. Information posted on our website is not part of this prospectus.

#### The Offering

Issuer Mechel OAO, an open joint stock company incorporated under the laws of

the Russian Federation

Selling Shareholders James C. Justice II, James C. Justice III, James C. Justice Companies Inc.

and Jillean L. Justice

Securities offered The Selling Shareholders are selling 32,000,000 preferred shares through

the underwriters.

Offering price \$16.50 per preferred share

Proceeds from the offering We will not receive any of the proceeds from the offering.

Share capital Our share capital consists of 555,027,660 shares, including 416,270,745

common shares of par value 10 rubles per share, and 138,756,915 preferred shares of par value 10 rubles per share, all of which are fully

paid, issued and outstanding.

Voting rights Holders of our preferred shares generally have no voting rights, except

that they are entitled to vote in a limited number of circumstances specified by Russian law. For more information see Description of

Preferred Shares in the accompanying prospectus.

Dividends; Record date

The annual fixed dividend for one preferred share amounts to 20% of our

net profit under our annual consolidated financial statements prepared in accordance with U.S. GAAP divided by 138,756,915. The amount of dividends on preferred shares must be recommended by our board of directors and approved by the shareholders meeting. If dividends on

preferred shares are not recommended or approved,

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our preferred shares would obtain voting rights equivalent to the common shares until the first subsequent payment of dividends in full. For more information see Description of Preferred Shares in the accompanying prospectus.

Our board of directors has set April 20, 2011 as the record date as of which we will be identifying the holders of the preferred shares who are entitled to receive any dividends that we may declare and pay based on our results for the year ended December 31, 2010, if approved by our annual meeting of shareholders. The Selling Shareholders, acting severally and not jointly, have agreed with the underwriters to transfer any such dividends we pay to them with regard to any preferred shares sold in the offering to which this prospectus supplement relates to the underwriters. The underwriters, in turn, have agreed to transfer any such dividends, as soon as practical after receipt from the Selling Shareholders, to the initial purchasers of such preferred shares in the offering to which this prospectus supplement relates.

We, our wholly-owned subsidiary Skyblock Limited, Igor Zyuzin (our chairman and controlling shareholder) and the Selling Shareholders have agreed to certain lock-up restrictions as described in more detail under Underwriting Lock-Up.

In previous offerings, the Selling Shareholders have sold preferred ADSs representing 25,209,577 preferred shares. As the portion of our preferred shares that may be held in the form of preferred ADSs is limited by Russian law, we have instructed the depositary for the preferred ADSs not to accept any additional preferred shares in excess of this amount in order to preserve capacity under the preferred ADS program for future offerings. As a result, you will not be able to deposit preferred shares in the preferred ADS program in order to receive preferred ADSs unless and until additional capacity becomes available under the preferred ADS program because other holders of preferred ADSs convert their preferred ADSs into preferred shares or because we otherwise instruct the depositary to accept such deposits.

The preferred shares were admitted to trading (without listing) on the RTS and the MICEX, and trading is expected to commence on April 21, 2011 under the symbol MTLRP. Prior to the offering to which this prospectus supplement relates there has been no trading or public market for the preferred shares other than in the form of preferred ADSs.

Preferred shares ISIN RU000A0JPV70

Delivery of the preferred shares is expected to commence on or about April 21, 2011.

Purchasers of preferred shares must pay for the preferred shares in U.S. dollars promptly after delivery of the preferred shares by the underwriters.

Lock-up

Lock-down of ADS program

Admission to trading

Security number

Settlement and delivery

In order to take delivery of the preferred shares, purchasers must either have a direct account with our share registrar, Registrar NIKoil Company (JSC), or a deposit account with CJSC Depositary Clearing Company ( DCC ) or any other depositary. The timing for the delivery of the preferred shares to the purchasers accounts will in each case depend on which account will be used for the delivery.

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#### RISK FACTORS

Your investment in the preferred shares entails risks. You should carefully consider the risk factors below relating to the preferred shares, as well as the other information contained in this prospectus supplement and the accompanying prospectus, and the documents incorporated by reference in this prospectus supplement and the accompanying prospectus, including our Annual Report, before investing in the preferred shares. In particular, you should consider the risks discussed under Risk Factors beginning on page 11 of the Annual Report, such as risks relating to our financial condition and financial reporting, risks relating to our business and industry, and risks relating to the Russian Federation and other countries where we operate.

We and the Justice Persons may offer additional preferred shares or preferred ADSs in the future, and these and other sales may adversely affect the market price of the preferred shares.

Of the 138,756,915 preferred shares issued as of the date of this prospectus supplement, 58,044,572 preferred shares are held by James C. Justice II, James C. Justice Companies Inc., James C. Justice III and Jillean L. Justice (collectively, the **Justice Persons**) and 55,502,766 preferred shares are held by our wholly-owned subsidiary Skyblock Limited. The Justice Persons acquired their preferred shares in connection with the sale of their Bluestone coking coal business located in Beckley, West Virginia to us in May 2009. After the offering to which this prospectus supplement relates, the Justice Persons will hold 26,044,572 preferred shares and may dispose of these preferred shares through one or more offerings or broker trades. It is also possible that we may decide to offer additional preferred shares or preferred ADSs in the future, including the 55,502,766 shares held by our wholly-owned subsidiary Skyblock Limited. Additional offerings or sales of preferred shares or preferred ADSs by us or the Justice Persons, or the public perception that such offerings or sales may occur, could have an adverse effect on the market price of our preferred shares and preferred ADSs.

There has been no prior active public trading market for the preferred shares, the offering may not result in an active or liquid trading market for the preferred shares, and the price of the preferred shares may be highly volatile.

There has been no active public trading market for the preferred shares prior to the offering to which this prospectus supplement relates. Although the preferred shares were admitted to trading (without listing) on the RTS and the MICEX and trading is expected to commence on April 21, 2011, we cannot assure you that an active, liquid trading market will develop or be sustained after the offering. Active, liquid trading markets generally result in lower price volatility and more efficient execution of buy and sell orders for investors. If a liquid trading market for the preferred shares does not develop, the trading price of the preferred shares may be more volatile and it may be difficult to complete a buy or sell order for the preferred shares.

The price of preferred shares could be volatile and could drop unexpectedly, making it difficult for investors to resell our preferred shares at or above the price paid.

The price at which our preferred shares trade will be influenced by a large number of factors, some of which will be specific to us and our operations and some of which will be related to the mining, steel and ferroalloys industries and equity markets in general. As a result of these factors, investors may not be able to resell their preferred shares at or above the price paid for them. In particular, the following factors, in addition to other risk factors described in this section, may have a material impact on the market price of our preferred shares:

Investor perception of us as a company;

Actual or anticipated fluctuations in our revenues or operating results;

Announcement of intended acquisitions, disposals or financings, or speculation about such acquisitions, disposals or financings;

Changes in our dividend policy, which could result from changes in our cash flow and capital position;

Sales of blocks of our common shares, the American Depositary Shares representing our common shares or our preferred shares or preferred ADSs by significant shareholders, including the Justice Persons;

Price and timing of any refinancing of our indebtedness;

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Potential litigation involving us;

Changes in financial estimates and recommendations by securities research analysts;

Fluctuations in Russian and international capital markets, including those due to events in other emerging markets:

The performance of other companies operating in similar industries;

Regulatory developments in the markets where we operate, especially Russia and the United States;

International political and economic conditions, including the effects of fluctuations in foreign exchange rates, interest rates and oil prices and other events such as terrorist attacks, military operations and natural disasters and the uncertainty related to these developments;

News or analyst reports related to markets or industries in which we operate; and

General investor perception of investing in Russia.

Following the offering to which this prospectus supplement relates, a holder of preferred shares will not be able to deposit preferred shares in the preferred ADS program in order to receive preferred ADSs.

We received permissions from the Russian Federal Service on Financial Markets (the **FSFM**) for 41,627,074 preferred shares to be placed and circulated abroad, including through depositary receipt programs, which represents approximately 30% of the total number of issued preferred shares and which was the maximum volume allowed under the regulations in effect at that time. In previous offerings, the Selling Shareholders have sold preferred ADSs representing 25,209,577 preferred shares and we have instructed the depositary not to accept any additional preferred shares in excess of this amount in order to preserve capacity under the preferred ADS program for future offerings. As a result, you will not be able to deposit preferred shares in the ADS program in order to receive preferred ADSs unless and until additional capacity becomes available under the preferred ADS program because other holders of preferred ADSs convert their preferred ADSs into preferred shares or because we otherwise instruct the depository to accept such deposits.

## Our ability to pay dividends depends primarily upon receipt of sufficient funds from our subsidiaries.

Because we are a holding company, our ability to pay dividends depends primarily upon receipt of sufficient funds from our subsidiaries. Furthermore, the payment of dividends by our subsidiaries and/or our ability to repatriate such dividends may, in certain instances, be subject to taxes, statutory restrictions, retained earnings criteria, and covenants in our subsidiaries financing arrangements and are contingent upon the earnings and cash flow of those subsidiaries. See note 18 to our consolidated financial statements under Item 18. Financial Statements in the Annual Report.

#### You may be unable to repatriate dividends paid on your preferred shares.

Dividends that we may pay in the future on the preferred shares are calculated in Russian rubles and will be declared and paid in rubles to holders of preferred shares, net of any taxes withheld and any other governmental charges. Your ability to convert rubles into U.S. dollars or any other foreign currency is subject to the currency markets. Although there is an active market for the conversion of rubles into U.S. dollars and certain other foreign currencies, including the interbank currency exchange and over-the-counter and currency futures markets, the functioning of this market in the future is not guaranteed.

## You may not be able to benefit from the United States-Russia income tax treaty.

Under Russian law, dividends paid to a non-resident holder of the shares generally will be subject to Russian withholding tax at a rate of 15%. This tax may potentially be reduced to 5% or 10% for U.S. holders of the shares that are legal entities and organizations and to 10% for U.S. holders of the shares that are individuals under the Convention between the United States of America and the Russian Federation for the Avoidance of Double Taxation and the Prevention of Fiscal Evasion with respect to Taxes on Income and Capital (the United States-Russia income tax treaty ), provided a number of conditions are satisfied. However, taking into account that the Russian tax rules on the application of double tax treaty benefits are unclear and there is no certainty that clearance would be possible, we may be obliged to withhold tax at standard non-treaty rates when paying out dividends and U.S. holders of the preferred shares may be unable to benefit from the United States-Russia income tax treaty. See Taxation Russian Income and Withholding Tax Considerations in our Annual Report for additional information.

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### Capital gains from the sale of preferred shares may be subject to Russian income tax.

Under Russian tax legislation, gains realized by non-resident legal entities or organizations from the disposition of Russian shares and securities may be subject to Russian profits tax or withholding income tax if immovable property located in Russia constitutes more than 50% of Mechel s assets. However, no procedural mechanism currently exists to withhold and remit this tax with respect to sales made to persons other than Russian companies and foreign companies with a registered permanent establishment in Russia. Gains arising from the disposition on foreign stock exchanges of the foregoing types of securities listed on these exchanges are not subject to taxation in Russia.

Gains arising from the disposition of the foregoing types of securities and derivatives outside of Russia by foreign holders who are individuals not resident in Russia for tax purposes will not be considered Russian source income and will not be taxable in Russia. Gains arising from disposition of the foregoing types of securities and derivatives in Russia by foreign holders who are individuals not resident in Russia for tax purposes may be subject to tax either at the source in Russia or in case of non-deduction of tax by a tax agent based on an annual tax return, which they may be required to submit with the Russian tax authorities.

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#### **USE OF PROCEEDS**

All preferred shares offered by this prospectus supplement will be sold by the Selling Shareholders. See Ownership of the Preferred Shares and Selling Shareholders and Underwriting. We will not receive any proceeds from the sale of the preferred shares.

## WHERE YOU CAN FIND MORE INFORMATION ABOUT US

We file annual reports with and furnish other information to the SEC. You may read and copy any document that we have filed with or furnished to the SEC at the SEC s public reference room at 100 F Street, N.E., Room 1580, Washington, D.C. 20549. Our SEC filings are also available to the public through the SEC s web site at *www.sec.gov*. Please call the SEC at 1-800-SEC-0330 for further information on the public reference room in Washington, D.C. and in other locations.

We have filed with the SEC a registration statement on Form F-3 relating to the securities covered by this prospectus supplement. This prospectus supplement and the accompanying prospectus are a part of the registration statement and do not contain all of the information in the registration statement. Whenever a reference is made in this prospectus supplement or the accompanying prospectus to a contract or other document of ours, please be aware that the reference is only a summary. You may review a copy of the registration statement at the SEC s public reference room in Washington, D.C., as well as through the SEC s web site.

## INCORPORATION OF CERTAIN INFORMATION WE FILE WITH THE SEC

As permitted by the SEC, this prospectus supplement and the accompanying prospectus do not contain all the information you can find in our registration statement or the exhibits to the registration statement. The SEC allows us to incorporate by reference information into this prospectus supplement, which means that:

incorporated documents are considered part of this prospectus supplement;

we can disclose important information to you by referring you to those documents;

information that we file with the SEC after the date of this prospectus supplement that is incorporated by reference in this prospectus supplement automatically updates and supersedes this prospectus supplement; and

information that is more recent that is included in this prospectus supplement automatically updates and supersedes information in documents incorporated by reference with a date earlier than this prospectus supplement.

We incorporate by reference into this prospectus supplement and the accompanying prospectus our documents listed below.

Annual Report on Form 20-F for the year ended December 31, 2010;

Report on Form 6-K furnished to the SEC on April 12, 2011 (Mechel Announces Q1 2011 Operational Results);

the description of the preferred shares that is contained in our registration statement on Form 8-A filed with the SEC on May 7, 2010, including any amendments or reports filed for the purpose of updating such description; and

each of the following documents that we file with or furnish to the SEC after the date of this prospectus supplement from now until we terminate the offering of securities under this prospectus supplement, the accompanying prospectus and the registration statement:

reports filed under Section 13(a), 13(c) or 15(d) of Securities Exchange Act of 1934, as amended (the **Exchange Act** ); and

reports filed or furnished on Form 6-K that expressly indicate that they are incorporated by reference into this prospectus supplement or the accompanying prospectus.

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These documents contain important information about us and our financial condition. You may obtain copies of these documents from the SEC in the manner described above. You may also request a copy of these filings (excluding exhibits) at no cost by contacting us as follows:

Vladislav Zlenko Director, Department of Investor Relations Mechel OAO Krasnoarmeyskaya street 1 Moscow 125993 Russian Federation

Tel: +7 495 221 8888 Fax: +7 495 221 8800

e-mail: Vladislav.Zlenko@mechel.com

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## **INDUSTRY OVERVIEW**

We commissioned AME Mineral Economics (Hong Kong) Limited (AME), an industry consultant in the mining and steel sector, to provide a report (the AME Report) for use, in whole or in part, in this Industry Overview section.

AME prepared their report based on their respective in-house database, independent third-party reports and publicly available data from reputable industry organizations. The information derived from the AME Report have been obtained from official government and non-official sources believed by AME to be reliable. However, since such information is unavoidably subject to certain assumptions and estimates made by third parties, there can be no assurance as to the accuracy or completeness of included information and it should not be unduly relied upon. As certain economic data is collected on a sample basis or estimated by AME, as appropriate, each table and figure should be assumed to include estimated information.

Forecasts and assumptions included in the AME Report are inherently uncertain because of events or combinations of events that cannot reasonably be foreseen, including, without limitation, the actions of governments, individuals, third parties and competitors. Specific factors that could cause actual results to differ materially include, among others, coal prices, risks inherent in the mining industry, financing risks, labor risks, uncertainty of mineral reserve and resource estimates, equipment and supply risks, regulatory risks and environmental concerns.

Investors should note that no independent verification has been carried out on any facts or statistics that are directly or indirectly derived from official government and non-official sources. We believe that the sources of the information in this section are appropriate sources for such information and have taken reasonable care in extracting and reproducing such information. We have no reason to believe that such information is false, inaccurate or misleading or that any part has been omitted that would render such information false, inaccurate or misleading. Mechel, the underwriters, their respective directors and advisors and other persons or parties involved in the offering make no representation as to the accuracy of the information from official government and non-official sources, which may not be consistent with other information. Accordingly, the official government and non-official sources contained herein may not be accurate and should not be unduly relied upon.

We are a vertically integrated group with operations organized in four industrial segments: mining, steel, ferroalloys and power. Our mining segment produces coking and steam coal, as well as iron ore and iron ore concentrate. Our steel segment produces and sells semi-finished steel products, carbon and specialty long products, carbon and stainless flat products and value-added downstream metal products including wire products, stampings and forgings. Our ferroalloys segment produces and sells low-ferrous ferronickel, ferrochrome and ferrosilicon and our power segment generates and sells electricity to internal and external customers. As most of our mining and ferroalloys, products, with the exception of steam coal and electricity, are primarily used in steel production their performance is closely linked to the performance of the global steel industry.

## **Steel Industry**

The steel industry is highly cyclical in nature because the industries in which steel customers operate are cyclical and sensitive to changes in general economic conditions. The construction, automobile, industrial and consumer durable sectors are the key drivers of steel demand. The demand for steel products generally correlates to macroeconomic fluctuations in the economies in which we sell our products, as well as in the global economy.

According to AME, global steel demand declined to approximately 1.1 billion tonnes in 2009, which is 6.7% below 2008 consumption. However, following renewed global financial stability, which was partly supported by various

government stimulus packages, and strong rates of urbanization and development in developing nations, such as China and India, global steel demand increased by around 15% to 1.3 billion tonnes in 2010. Following strong rebound in 2010, AME estimates that global apparent steel demand will further grow at a more moderate rate of around 4 to 6% per annum over the next two years. China and the rest of the developing world are expected to be major contributors to steel demand growth in the short to medium term with the United States and certain European countries expected to finally emerge from the economic recession. In coming

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years, the future growth in demand is expected to come from continued urbanization, construction and infrastructure development. The table below presents estimated apparent finished steel demand:

## Table 1: Estimated Apparent Finished Steel Demand by Key Regions (MMt)

Source: AME, World Steel Association

**Notes:** (1) Other Asia includes Japan and South Korea

- (2) 2010 apparent steel consumption figures as estimated by the World Steel Association are not yet available, as the publication containing these estimates (World Steel in Figures) is typically available in June the following year. As a result, 2010 apparent steel consumption estimates are unavailable in the table above. Unlike crude steel production, the World Steel Association does not provide monthly apparent finished steel demand estimates throughout the year.
- (3) Apparent demand is assumed by the World Steel Association to reflect the sum of production and imports, less exports and changes in inventories in a particular year.

Crude steel production displayed a similar dynamic, with global crude steel production increasing to an estimated 1.4 billion tonnes in 2010 from 1.2 billion tonnes in 2009, a growth of approximately 16% following a significant decrease in crude steel production in 2009 of 8%. As a result of recovering and growing steel demand globally and especially in developing economies, a strong increase in steel production is expected in the short to medium term according to AME. The table below sets out the dynamics of global crude steel production:

## **Table 2: Estimated Crude Steel Production by Key Regions (MMt)**

**Source:** AME

Steel prices are characterised by a highly fragmented steel market nature given the range of steel products and regions where the products are marketed. Prices may vary substantially depending on product type, quality and country of sale with steel producers being largely considered as price takers as the prices are solely driven by global demand fundamentals. According to AME, changes to traditional steel pricing are being currently adopted as a result of changes in raw materials pricing on both iron ore and coking coal. Shorter contract terms with annual steel sales contracts being viewed too long by coal producers are more common now.

The vast majority of our steel products are sold in three regions: Russia, Europe and the Middle East. We believe that the Middle East and Russia present particularly attractive markets. According to AME, demand for finished steel in the Middle East is estimated to have grown by 9.6% from 40.6 million tonnes in 2009 to 44.5 million tonnes in 2010

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and in Russia grew by 10.9% from 24.7 million tonnes to 27.4 million tonnes. We believe that the Russian steel market also has significant potential for further growth based on relatively low per capita finished steel demand compared to other emerging and established markets. According to AME, Russian per capita steel demand in 2010 was 197 kg per person compared to 580 kg in Japan, 294 kg in the EU, 292 kg in the US and 438 kg in China.

In recent years, steel prices were volatile due to the changing market conditions. The export price of rebar decreased to a low of \$469 per tonne (Turkey market) in 2009, and grew to a high of \$591 per tonne in 2010. The export price of cold rolled coil reached a low of \$532 per tonne (FOB Black Sea) in 2009, and increased to a high of \$697 per tonne in 2010, according to AME. The prices for steel products were gradually increasing during 2010 through to the first quarter of 2011 and reached \$677 per tonne for rebar in the export (Turkey market) and \$827 per tonne for cold rolled coil (Russia export market) in the first quarter 2011, according to AME.

## **Table 3: Steel Prices FOB (US\$/t)**

Source: AME, Bloomberg, TEX, Steel Business Briefing, Metal Bulletin, Plats

**Notes:** (1) There are a number of benchmark steel prices which are quoted and accepted by participants in the global steel market as indicative of regional steel prices for various steel prices. We refer to these prices as

benchmark prices. These benchmark prices are compiled by private companies (Metal Bulletin, Platts) as well as government statistical and state affiliated information services in some jurisdictions. These data providers develop their price series by collecting and reporting steel trades on the spot market.

(2) Prices were obtained from Bloomberg and well regarded industry publications such as Tex Report, Steel Business Briefing and Metal Bulletin.

## Coal

Growing steel production is closely linked to coking coal demand. In 2009, the global demand for internationally traded coking coal was estimated at approximately 223 million tonnes, which represented a 7.4% decline from 2008. The decline in coal demand was driven by a slowdown in steel production following economic crisis. However, recovery in steel production in 2010 resulted in growing demand for internationally traded coking coal. In 2010, coking coal demand was 269 million tonnes, up 20.9% compared to 2009. The table below presents historical demand for internationally traded coking coal based on AME data:

#### **Table 4: Estimated Coking Coal Imports by Key Regions (MMt)**

**Source**: AME

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The growth in demand for internationally traded metallurgical coal is further supported by China, which became a significant net importer of coking coal in 2009 with further growth in Chinese demand expected in 2011 according to AME. Additional coking coal demand is also expected to come from India which implements an ambitious steel industry expansion program.

On the supply side, following a decrease in global coking coal supply in 2009, supply is estimated to increase by 10 to 11% in 2010 according to AME. In 2010, Australia further grew its output, which accounts for above 55% of total global exports, with Mongolia currently emerging as another major producer of coking coal that is favorably located in order to supply China s increasing import volumes. In late 2010 and early 2011, metallurgical coal exports, particularly for high-quality hard coking coal, were negatively impacted by adverse weather conditions in Australia, which temporarily disrupted coal production in Queensland. Shortage of coking coal supply, particularly premium coking coals, scarcity of high quality coking coal and greater acceptance of lower coking blends in blast furnaces may increase demand for lower quality coking coals.

Coal suppliers have responded to the expected shortage by attempting to accelerate plans for numerous brownfield expansions and new projects in Australia, Canada, the United States, Mongolia and Mozambique. The stronger demand and pricing also prompted various restarts of idled or closed mines which are expected to come into full production over the next three years. However, based on AME s view, growth in export supply is expected to be constrained by the combination of the limited availability of rail and port infrastructure to support increases in production capacity, particularly in Australia, in the short to medium term and by the challenge of securing capital funding, particularly given the higher project development cost requirements, and the changed financial climate.

## Table 5: Estimated Top 10 Coking Coal Producers, 2010 (MMt)

**Source**: AME; company reports; trade statistics

**Notes:** (1) Pro-forma acquisition of Massey Energy by Alpha Natural Resources. This assumes the consolidation of Massey Energy and Alpha Natural Resources estimated production and export figures.

(2) Pro-forma acquisition of Western Coal by Walter Mining. This assumes the consolidation of Western Coal and Walter Mining estimated production and export figures.

The majority of coal is sold under term contracts with a small proportion sold on the spot market with the coking and thermal coal markets operating relatively independently of each other. In terms of pricing differentials, coking coal is priced according to certain coking characteristics, including ash, sulphur and volatile matter content as well as other characteristics including dilation swelling index and maximum reflectance of vitrinite in oil. Continuing market

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buoyancy and increased frequency in price adjustments may support the rise in coking coal prices over the short term. The table below presents historical prices for various types of coking coal:

### Table 6: Estimated Benchmark Coking Coal Prices (US\$/t, FOB, nominal)

Source: AME

**Notes:** (1) Premium hard coking coal prices are for high quality coals such as Peak Downs or Goonyella Riverside. Standard Hard Coking prices are for non-premium average quality hard coking coal such as Norwich Park. Semi-hard coking coal prices are based on a cross-section of semi-hard brands including (but not limited to) coal products from Gregory, Burton and Metropolitan. Semi-soft coking coal prices reflect the price of typical NSW Hunter Valley brands.

(2) 2010 figures represents estimated annual average prices.

According to AME, prices for coking coal grades are expected to remain robust in the short term. Relatively strong demand and tight supply conditions, especially for hard coking coal, are expected to lead to an increase in prices in the short term. This is attributable to (a) shortage and scarcity of high quality coking coal supply, (b) increased steel production levels especially in developing countries, (c) recovery on traditional markets in Europe, North America and Japan.

## Impact of Steel on Iron Ore and Ferroalloys

The demand for iron ore and ferroalloys is primarily influenced by trends in the production of steel, as iron ore and ferroalloys are important ingredients in the steel production process. Due to this relationship, the demand for iron ore and ferroalloys tends to rise as the demand for steel strengthens.

Iron ore is one of the key raw materials used for steel production. It is usually smelted in blast furnaces to produce pig iron, which is the primary metallic feed for steelmaking furnaces in integrated steel plants. Approximately 98% of the total mined iron ore is used for steel production. Ferroalloys are primarily used as additions during the steelmaking process. They are melted together with iron to add various chemical elements such as nickel, manganese or silicon which impart distinct qualities to steel or serve important functions during production and are therefore closely related to the steel industry.

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## RATIOS OF EARNINGS TO COMBINED FIXED CHARGES AND PREFERENCE DIVIDENDS

The following table sets forth our ratio of earnings to combined fixed charges and preference dividends for each of the five years ended December 31, 2010.

Year Ended December 31
2010 2009 2008 2007 2006
(In thousands of U.S. dollars)

## **Earnings**

Pre-tax income from continuing operations before income/loss from equity investees