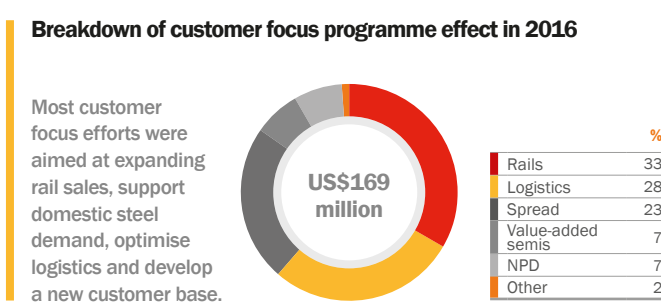
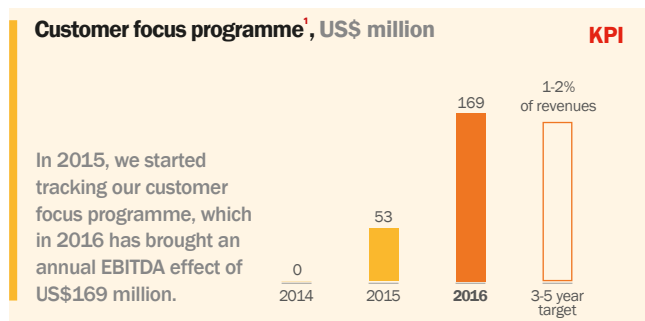
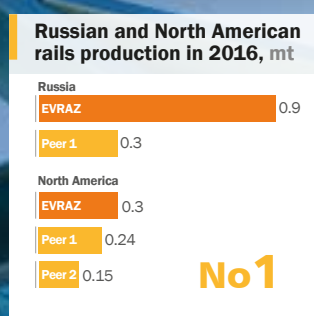


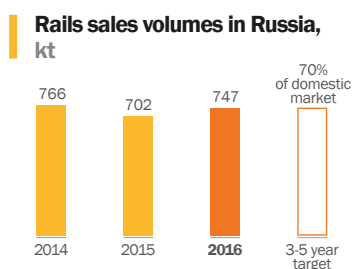
# Strategic priorities

## DEVELOPMENT of product portfolio and customer base

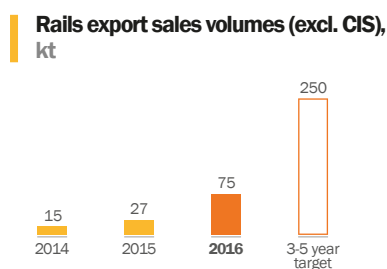
Premium infrastructure steel products, a wide range of coking coal grades, and modernised large-scale production sites make EVRAZ the leader in the markets where it operates.



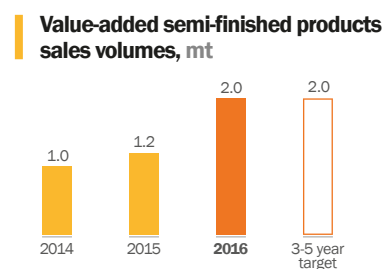
## Key drivers



Rails sales on the Russian market remain stable through the cycle. With its key client, Russian Railways, EVRAZ targets securing a leading market share despite the increase in domestic competition.



EVRAZ' efforts to increase its presence on overseas rail markets boosted volumes to 75 kt in 2016. We target to reach c. 250 kt of rail exports.



In 2016, EVRAZ substantially increased its value-added slabs and billets sales to the domestic and export markets with an average premium of US\$10-12 per tonne to the base grade margin.

<sup>1</sup> Please see page 261 for details.