

# A leading coal and energy company

SUEK is a global top-five thermal coal exporter and Russia's largest producer of electricity and heat from solid fossil fuels, with assets of \$14 billion and revenue of \$8.3 billion as at 31 December 2018.

Our multi-product fully vertically integrated business model includes coal, heat, power and logistics and logistics assets and enables us to achieve both significant cost efficiencies and diversified revenue streams. These in turn underpin SUEK's strong margins, cash generation and balance sheet.

### SUEK's SWOT analysis

SEE PAGE 22.

## FULLY-INTEGRATED AND HIGHLY COST-EFFICIENT

- Large reserves of high-calorific low-sulphur and low-nitrogen coals and 30+ years life of mine
- World-class washing plants, owned railcars and ports and extensive marketing infrastructure in all major importing regions
- Co-generation power plants fuelled by locally-produced coals

**110** Mt  
coal capacity

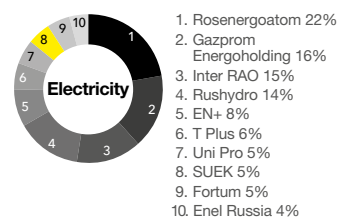
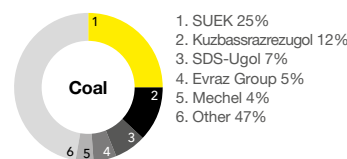
**10.9** GW  
power capacity

FOR MORE DETAILS, SEE OUR ASSETS ON PAGES 50-62.

## WITH LEADING POSITIONS IN PREMIUM COAL AND RESILIENT ENERGY MARKETS

- A top-5 coal supplier to the international coal market
- No.1 electricity and heat producer from solid fossil fuel in Russia

### Coal and power production by leading Russian companies in 2018



FOR MORE DETAILS, SEE MARKET REVIEW ON PAGES 64-69.

### International sales by the world's leading coal producers in 2018 (Mt)

Glencore	98.6
BHP Billiton	69.9
Anglo American	61.5
<b>SUEK</b>	<b>55.4</b>
Bumi	49.8
Adaro	40.8
Yancoal	37.1
Kuzbassrazrezugol	30
Peabody	29.8
Banpu	26.9

**30** SALES OFFICES WORLDWIDE  
**3** PORTS

Source: Company data

## GENERATING ROBUST AND SUSTAINABLE EBITDA

- Most our coal mining assets are positioned in the lower end of the global cost curve due to economies of scale, efficient production and RUB denominated cost base
- Synergy between coal and energy businesses

# >70%

of coal produced at open-pit mines

# >80%

of international coal sales are high-CV products

FOR MORE DETAILS, SEE FINANCIAL REVIEW ON PAGES 78-83.

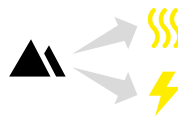
## AND STABLE CASH FLOW DUE TO DIVERSITY



Over 50% exposure to international markets, where our high-quality coals trade in premium markets

# 33%

of revenue generated from stable domestic power, heat and coal sales



Downstream integration into the resilient Siberian energy market

FOR MORE DETAILS, SEE STRATEGY ON PAGES 23-33.

## WITH SOLID TRACK RECORD OF ESG PRACTICES

# 0.75

One of the lowest LTIFRs in coal mining both in Russia and globally

# 10+

years of financial and CSR disclosure in line with international standards (IFRS, GRI, IIRC)

Environmental compliance with international standards



FOR MORE DETAILS, SEE ESG SECTION ON PAGES 84-110.

## PROVIDING HEAT TO >5 MILLION PEOPLE

### Isotherm average for January -10°C



FOR MORE DETAILS, SEE WHERE WE OPERATE ON PAGES 6-7.