NATIONAL STEEL CO Form 6-K March 27, 2018

## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 6-K

Report of Foreign Private Issuer Pursuant to Rule 13a-16 or 15d-16 of the Securities Exchange Act of 1934

For the month of March, 2018 Commission File Number 1-14732

# COMPANHIA SIDERÚRGICA NACIONAL

(Exact name of registrant as specified in its charter)

## **National Steel Company**

(Translation of Registrant's name into English)

Av. Brigadeiro Faria Lima 3400, 20° andar São Paulo, SP, Brazil 04538-132

(Address of principal executive office)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F. Form 20-FX Form 40-F
Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.
Yes NoX

### São Paulo, March 26, 2018

### **4Q17 and 2017 Earnings Release**

Companhia Siderúrgica Nacional (CSN) (BM & FBOVESPA: CSNA3) (NYSE: SID) **announces today its results for the year 2017 and the fourth quarter of 2017 (4Q17)** in Brazilian Reais, and its consolidated financial statements, which are presented in accordance with International Financial Reporting Standards (IFRS), issued by the *International Accounting Standards Board* (IASB) and with the accounting practices adopted in Brazil, which are fully convergent with international accounting standards, issued by the Accounting Pronouncements Committee (CPC) and approved by the Brazilian Securities and Exchange Commission (CVM), pursuant to CVM Instruction 485 of September 1, 2010. The comments presented herein refer to the Company's fourth quarter of 2017 (4Q17) and 2017 consolidated results and comparisons refer to the third quarter of 2017 (3Q17), fourth quarter of 2016 (4Q16) and 2016. The Real/U.S. Dollar exchange rate was R\$ 3.3080 on December 31, 2017 and R\$ 3.1680 on September 30, 2017.

#### 2017 financial and operating highlights

- **Generation of EBITDA adjusted of R\$ 4,645MM**, an increase of 14% over 2016, with EBITDA margin of 23.8%, 1.3 p.p. higher than in the previous year, due to better performance in the steel and mining segments.
- Steel segment EBITDA adjusted reached R\$ 2,116 million, 12% up on 2016, with a 14% increase in steel prices in domestic and foreign markets.
- **Higher flat rolled production** of 15% in 2017.
- Mining EBITDA adjusted reached R\$ 1,947MM, 11% up on 2016, with highlight for the higher average price in 2017.
- **Leverage reduction of 0.66x,** closing the year at 5.66x against 6.34x in 2016, due to higher EBITDA adjusted generation.
- **Financial cycle narrowing by 11 days** in despite the 8% evolution in net revenue, working capital in the order of R\$ 2,919MM.
- Reduction in General and Administrative Expenses of 20% year-over-year.

- Reduction in Financial Expenses (ex-variation) of R\$ 541 million in the year.
- Net Income of R\$ 111MM in 2017, compared to a loss of R\$ 853MM in the previous year.

### **4Q17** financial and operating Highlights

- **Generation of EBITDA** of **R\$ 1,203MM**, with EBITDA margin of 22.9%.
- **EBITDA** from **steel operations reached R\$ 713MM**, with adjusted EBITDA margin of 20.8%, the best quarter of the last three years, 7.1 p.p. higher than in 3Q17 and average steel price 4% higher.
- **Mining segment Adjusted EBITDA** reached **R\$ 351MM**, accompanied by margin of 29.8%, considering lower Platts average (-8%) and higher freight (+23%), when compared to the previous quarter.
- **Higher iron ore third party sales** of 26%, compared to the previous quarter.

For more information, visit our website: www.csn.com.br/ir

Steel Sales (thousand ton.)	1,187	1,301	1,253	4,858	4,922	6%	(4%)	1%
- Domestic Market	735	802	770	2,784	2,841	5%	(4%)	2%
- Subsidiaries Abroad	400	425	401	1,815	1,768	0%	(6%)	(3%)
- Export Trade	52	74	82	258	313	59%	12%	21%
Iron Ore Sales								
(thousand ton.)	9,191	7,953	9,561	36,983	32,576	4%	20%	(12%)
- Domestic Market	1,264	1,321	1,236	4,120	5,211	(2%)	(6%)	26%
- Foreign market	7,927	6,632	8,325	32,863	27,365	5%	26%	(17%)
Consolidated Results (R \$ million)								
Net Revenue					18,525	10%	4%	8%
Gross Profit Adjusted	•	·	1,413	·	4,928	5%	17%	9%
EBITDA <sup>1</sup>	1,249	1,213	1,203	4,075	4,645	(4%)	(1%)	14%
Adjusted Net Debt²	25,831	25,717	26,268	25,831	26,268	2%	2%	2%
Cash / Cash Equivalents²	5,762	4,358	4,328	5,762	4,328	(25%)	(1%)	(25%)
Net Debt / Adjusted EBITDA	6.34x			6.32x		(0.68x)	0.17x	(0.66x)

<sup>&</sup>lt;sup>1</sup> Adjusted EBITDA is calculated based on net income/loss, plus depreciation and amortization, income tax, net financial result, results from investees and other operating revenue (expenses), and includes the proportionate share of EBITDA of the jointly-owned subsidiaries MRS Logística and CBSI. Adjusted EBITDA includes 60% stake in Namisa, 33.27% in MRS and 50% in CBSI until November/15 and 100% in Congonhas Minérios, 37.27% in MRS and 50% in CBSI as of December/15.

<sup>&</sup>lt;sup>2</sup> Adjusted Net Debt and Adjusted Cash Position account for 33.27% stake in MRS, 60% in Namisa and 50% in CBSI until November/15. As of December 15, these lines include the 100% stake in Congonhas Minérios, 37.27% in MRS and 50% in CBSI, and exclude *Forfaiting* and

Debtor Risk operations.

#### CSN's Consolidated Result

- **Net Revenue** in **2017** and in **4Q17** totaled R\$ 18,525 million and R\$ 4,993 million, 8% and 4% higher than those recorded in 2016 and 3Q17, respectively. The improvement in performance was due to the increase in steel product prices, while the increase in the mining segment was due to the higher price of iron ore.
- In **2017**, the **cost of goods sold** totaled R\$ 13,596 million, 8% up on 2016, due to the higher prices of coal (26%) and iron ore (22%). In **4Q17**, COGS totaled R\$ 3,580 million, remaining flat over the previous quarter.
- In **2017**, the **gross profit** totaled R\$ 4,928 million, 9% up on 2016. In **4Q17**, gross profit totaled R\$ 1,413 million, 17% higher than in 3Q17. Gross margin increased 3.1 p.p. when compared to 3Q17 and came to 28.3%, due to better steel prices.
- In **2017**, the **selling**, **general and administrative expenses** totaled R\$ 2,231 million, 1% up on 2016, below the growth of net revenue in the same comparison basis. **Selling expenses** increased 7%, while **general and administrative expenses** decreased 20%.
- In **2017**, the **other operating income and expenses** line reached a positive value of R\$ 177 million, mainly as a result of the gain recorded from the recognition of inflationary compensation from judicial discussions.
- In **2017**, **the net financial result** was negative by R\$ 2,464 million. The **financial expenses (ex-exchange variation)** fell sharply in the period, due to the fall in the Selic rate, **presenting a R\$ 541 million reduction**. In **4Q17**, net financial result was negative by R\$ 860 million, due to the appreciation of the U.S. dollar against the real (+4.4%) in the quarter, generating negative exchange variation in the amount of R\$ 427 million, partially offset by hedge accounting positions.

For more information, visit our website: www.csn.com.br/ir

Financial Results	(677)	(278)	(860)	(2,522)	(2,464)
Financial income	115	71	48	638	266
Financial expenses	(792)	(348)	(908)	(3,160)	(2,730)
Financial Expenses (ex-exchange variation)	(813)	(629)	(683)	(3,283)	(2,742)
Result w/Exchange Variation	21	280	(225)	123	12
Monetary and Exchange Variations	5	473	(427)	2,013	(107)
Hedge Accounting	17	(202)	202	(1,084)	91
Derivatives result	(2)	10	-	(807)	28

The Financial result includes stakes of 100% in CSN Mining, 37.27% in MRS and 50% in CBSI, as of December/15.

• CSN's **equity result** was positive by R\$ 109 million in **2017**, compared R\$ 65 million recorded in 2016. This result was chiefly influenced by the better results in MRS and a strong reduction in losses from equivalence in the TLSA.

Share of profits (losses) of investees	(24)	38	11	65	109	(71%)	-	68%
Eliminations	(9)	(6)	(8)	(43)	(39)	33%	(11%)	(9%)
Arvedi Metalfer BR	-	-	(5)	1	(4)	-	-	-
TLSA	(35)	(11)	(2)	(52)	(21)	(82%)	(94%)	(60%)
CBSI	1	1	-	3	2	(100%)	(100%)	(33%)
MRS Logística	20	54	25	156	172	(54%)	25%	10%

• In **4Q17**, the Company recorded **net income of R\$ 378 million**, against net income of R\$ 256 million in 3Q17. In **2017**, CSN registered **net income of R\$ 111 million**, compared to the net loss of R\$ 853 million recorded in 2016.

Edgar Filing: NATIONAL STEEL CO - Form 6-K

Net Income (loss) for the period	256	378	(853)	111	48%	-
(-) Profit (loss) from Discontinued		_	10		_	(100%)
Operations	_	-	10	-	-	(10070)
(-) Depreciation	344	319	1,279	1,409	(7%)	10%
(+) Income Tax and Social Contribution	128	(1)	267	409	-	53%
(+) Financial result, net	278	860	2,522	2,464	209%	(2%)
EBITDA (ICVM 527)	1,0061	,5563	3,224	4,393	<b>55%</b>	<b>36</b> %
(+) Other Operating Income (Expenses)	98	(473)	413	(177)	-	-
(+) Equity accounting result	(38)	(11)	(65)	(109)	(71%)	68%
(-) Proportionate EBITDA of the JV's	147	132	502	538	(10%)	7%
Adjusted EBITDA <sup>1</sup>	1,2131	,204	4,075	4,645	(1%)	14%

<sup>&</sup>lt;sup>1</sup>The Company discloses its adjusted EBITDA excluding stake in investees and other operating revenue (expenses) in the belief that these items should not be considered when calculating recurring operating cash flow.

• In **2017**, the **Adjusted EBITDA** totaled R\$ 4,645 million, against R\$ 4,075 million in 2016, an increase of 14% due to the higher contribution in the mining and steel segments. Adjusted EBITDA reached R\$ 1,203 million in **4Q17**, versus R\$ 1,213 million in the previous quarter, while adjusted EBITDA margin reached 22.9%, flat when compared to the previous quarter.

For more information, visit our website: www.csn.com.br/ir

Edgar Filing: NATIONAL STEEL CO - Form 6-K

Adjusted EBITDA Margin is calculated based on Adjusted EBITDA divided by adjusted net revenue, which includes 100% stake in CSN Mining, 37.27% in MRS and 50% in CBSI, as of December/15.

#### **Debt**

On December 31, 2017, consolidated net debt reached R\$ 26,268 million, while net debt/EBITDA, based on LTM adjusted EBITDA, reached 5.66x.

### **Foreign Exchange Exposure**

The net FX exposure of our consolidated balance sheet was US\$ 2,025 million on December 31, 2017, as shown in the table below. It should be noted that within the net FX exposure, a liability of US\$ 1.0 billion is included in the Loans and Financing line related to the Perpetual Bond, which, due to their nature, will not require disbursement for settlement of the principal amount in the foreseeable future.

The *Hedge Accounting* adopted by CSN correlates the projected exports inflow in dollars with part of the scheduled debt payments in the same currency. As a result, the exchange

variation of the dollar-denominated debt is temporarily booked in shareholders' equity, flowing through P&L when revenues in USD from exports occur.

For more information, visit our website: www.csn.com.br/ir

Cash	846	777
Accounts Receivable	387	311
Others	3	3
Total assets	1,236	1,091
Loans and Financing	(4,329)	(4,333)
Suppliers	(37)	(98)
Other Liabilities	(5)	(4)
Total Liabilities	(4,370)	(4,434)
Total Liabilities	(4,570)	(4,434)
Foreign Exchange Exposure (Assets - Liabilities)	(3,135)	(3,343)
	-	-
Foreign Exchange Exposure (Assets - Liabilities)	-	-
Foreign Exchange Exposure (Assets - Liabilities) Derivatives Contracts Liquids	(3,135)	(3,343)
Foreign Exchange Exposure (Assets - Liabilities) Derivatives Contracts Liquids Cash Flow Hedge Accounting	(3,135) 1,393	(3,343) - 1,318

## Capex

R\$ 344 million were invested in **4Q17** and R\$ 1,065 million in **2017**, a reduction of 35% on the year-over-year basis, due to the end of the investments of the Arcos (Cement) operation. Currently, the investments are aimed at maintaining the operations, with emphasis on the steel segment.

Steel	92	102	119	168	481
Mining	60	106	115	97	378
Cement	24	20	34	40	118
Logistics	13	11	19	33	76
Others	0	0	6	6	12
<b>Total Investment</b>	190	239	293	344	1,065

## **Working Capital**

To calculate Working Capital, CSN adjusts its assets and liabilities as demonstrated below:

- Accounts Receivable: excludes Dividends receivable, Advances to employees and Other Credits;
- Inventories: includes Estimated Losses and excludes the Spare Parts, which are not part of the cash conversion cycle, and will be booked in Fixed Assets when consumed;
- Recoverable Taxes: Composed only by the Income (IRPJ) and Social Contribution (CSLL) Taxes amount included in Recoverable Taxes;
- Taxes Payable: Composed of the Current Liabilities account Taxes Payable plus Taxes in Installment;
- Advance from Clients: Subaccount of Other Liabilities recorded in Current Liabilities;
- Suppliers: Includes *Forfaiting* and Drawee Risk.

As a result, Working Capital applied to the Company's businesses **totaled R\$ 2,919 million** in **4Q17**. The **financial cycle was reduced in 11 and 6 days**, in relation to **4Q16** and **3Q17**, respectively, demonstrating efficient working capital management.

Assets Accounts Receivable Inventory turnover Advance to Taxes Liabilities Suppliers Salaries and Social Contributions Taxes Payable Advances from Clients Working Capital	5,210 5 1,905 3,251 54 2,340 2 1,763 254 232 91 2,870 2	2,127 3,545 196 <b>2,933</b> 2,250 296 279 108	2,197 3,783 6 <b>3,067</b> 2,461 252 286 69	118 70 238 (190) 134 211 (44) 7 (40) (16)	776 292 532 (48) 727 698 (1) 53 (22) 49
Receivables Supplier Payment Inventory turnover Cash Conversion Cycle	35	37	34	(3)	(1)
	51	61	62	1	11
	94	97	95	(2)	1
	<b>78</b>	<b>73</b>	<b>67</b>	<b>(6)</b>	(11)

<sup>&</sup>lt;sup>1</sup>Drawee risk and Forfaiting are settled in 2016.

For more information, visit our website: www.csn.com.br/ir

Results	by	Segm	ent
---------	----	------	-----

The Company maintains integrated operations in five business segments: Steel, Mining, Logistics, Cement and Energy. The main assets and/or companies comprising each segment are presented below:

As of 2013, the Company no longer reports the proportional consolidation of its jointly-owned investees Namisa, MRS and CBSI. For the purpose of preparing and presenting the information by business segment, Management decided to maintain the proportional consolidation of the jointly- owned subsidiaries, as historically presented. For the purpose of reconciliation of CSN´ consolidated results, these companies´ results are eliminated in the "Corporate/ elimination expenses" column.

As of the end of 2015, after the combination of CSN's mining assets (Casa de Pedra, Namisa and Tecar), the consolidated result includes the totality of this new company's information.

For more information, visit our website: www.csn.com.br/ir

Revenue	12,959	4,621	238	1,417	487	408	(1,605)	18,525
Domestic Market	7,819	829	238	1,417	487	408	(2,491)	8,706
Foreign Market	5,140	3,792	-	-	-	-	886	9,818
CPV	(10,538)(	(3,006)	(157)	(1,025)	(513)	(285)	1,927	(13,596)
Gross Profit	2,421	1,615	81	392	(26)	123	322	4,928
DVGA Depreciation Proportional	(964) 659	(159) 491	(28) 16	(95) 295	(81) 122	(27) 17	(877) (190)	(2,231) 1,409
EBITDA of Jointly Controlled Companies	-	-	-	-	-	-	538	538
Adjusted EBITDA	2,116	1,947	69	592	15	113	(207)	4,644
Net	11,516	4,582	208	1,320	491	269	(1,236)	17,149
Revenue	6,980	542	208	1,320	491	269	(2,080)	7,730

1,417

487

408

Net

12,959 4,621

238

(1,605)

18,525

Edgar Filing: NATIONAL STEEL CO - Form 6-K

Domestic Market								
Foreign	4,536	4,040	-	-	_	_	843	9,419
Market <b>CPV</b>	(9,393)(		(142)	(914)	(467)	(196)	1,572	(12,640)
Gross Profit	2,123	1,483	66	406	23	73	336	4,509
DVGA	(915)	(185)	(25)	(83)	(75)	(25)	(907)	(2,215)
Depreciation Proportional	679	461	13	228	73	17	(193)	1,279
EBITDA of								
Jointly Controlled	-	-	-	-	-	-	502	502
Companies								
Adjusted EBITDA	1,887	1,759	54	550	22	65	(262)	4,075
Net Revenue	3,435	1,175	71	365	106	104	(263)	4,993
<b>Revenue</b> Domestic	<b>3,435</b> 2,147	<b>1,175</b>	<b>71</b> 71	<b>365</b> 365	<b>106</b>	<b>104</b> 104	<b>(263)</b> (618)	<b>4,993</b> 2,349
Revenue Domestic Market Foreign	•	•						
<b>Revenue</b> Domestic Market	2,147	175					(618)	2,349
Revenue Domestic Market Foreign Market CPV Gross	2,147 1,287	175 1,001	71	365	106	104	(618)	2,349 2,644
Revenue Domestic Market Foreign Market CPV Gross Profit DVGA	2,147 1,287 (2,670) 765 (204)	175 1,001 (909) 266 (37)	71 ( <b>45)</b> <b>26</b> (8)	365 ( <b>259</b> ) <b>106</b> (27)	106 (106) (0) (22)	104 - (71) 33 (7)	(618) 356 480 217 (356)	2,349 2,644 (3,580) 1,413 (660)
Revenue Domestic Market Foreign Market CPV Gross Profit DVGA Depreciation	2,147 1,287 (2,670) 765	175 1,001 (909) 266	71 - ( <b>45)</b> <b>26</b>	365 ( <b>259)</b> <b>106</b>	106 (106) (0)	104 (71) 33	(618) 356 <b>480</b> <b>217</b>	2,349 2,644 (3,580) 1,413
Revenue Domestic Market Foreign Market CPV Gross Profit DVGA Depreciation Proportional EBITDA of	2,147 1,287 (2,670) 765 (204)	175 1,001 (909) 266 (37)	71 ( <b>45)</b> <b>26</b> (8)	365 ( <b>259</b> ) <b>106</b> (27)	106 (106) (0) (22)	104 - (71) 33 (7)	(618) 356 480 217 (356) (49)	2,349 2,644 (3,580) 1,413 (660) 319
Revenue Domestic Market Foreign Market CPV Gross Profit DVGA Depreciation Proportional	2,147 1,287 (2,670) 765 (204)	175 1,001 (909) 266 (37)	71 ( <b>45)</b> <b>26</b> (8)	365 ( <b>259</b> ) <b>106</b> (27)	106 (106) (0) (22)	104 - (71) 33 (7)	(618) 356 480 217 (356)	2,349 2,644 (3,580) 1,413 (660)
Revenue Domestic Market Foreign Market CPV Gross Profit DVGA Depreciation Proportional EBITDA of Jointly	2,147 1,287 (2,670) 765 (204)	175 1,001 (909) 266 (37)	71 ( <b>45)</b> <b>26</b> (8)	365 ( <b>259</b> ) <b>106</b> (27)	106 (106) (0) (22)	104 - (71) 33 (7)	(618) 356 480 217 (356) (49)	2,349 2,644 (3,580) 1,413 (660) 319

For more information, visit our website: www.csn.com.br/ir  $\,$ 

Net Revenue	3,399	1,204	60	364	142	103	(462)	4,810
Domestic Market	2,133	218	60	364	142	103	(638)	2,382
Foreign Market	1,265	986	-	-	-	-	176	2,427
CPV	(2,845)	(719)	(37)	(242)	(151)	(74)	471	(3,597)
Gross Profit	553	486	23	122	(9)	29	8	1,213
DVGA Depreciation Proportional EBITDA of		(40) 122	(6) 4	(21) 63	(20) 30	(7) 5	(143) (45)	(491) 344
Jointly Controlled Companies	-	-	-	-	-	-	147	147
Adjusted EBITDA	465	568	21	164	1	27	(33)	1,213
Net Revenue	2,962	1,317	62	324	128	67	(341)	4,519
Domestic Market	1,979	168	62	324	128	67	(570)	2,159
Foreign Market	982	1,149	-	-	-	_	228	2,359
CPV	(2,334)	(797)	(34)	(237)	(133)	(48)	413	(3,170)
Gross Profit	628	521	28	87	(5)	19	72	1,349
DVGA Depreciation Proportional EBITDA of		(133) 124	(6) 3	(9) 58	(20) 28	(7) 4	(148) (41)	(585) 356
Jointly Controlled Companies	-	-	-	-	-	-	129	129
		511	26		2			

# Adjusted EBITDA

Results from CSN's Steel Operation

According to the **World Steel Association** (WSA), global **crude steel production** totaled 1.691 billion tonnes in **2017**, 5.3% more than in 2016.

• In **4Q17**, the Company´s plate **production** totaled 1,099 thousand tonnes, an increase of 17% over 4Q16. **In 2017**, **the production of flat rolled products was 15% higher** than in the previous year, totaling 3,679 thousand tonnes. According to the **Brazilian Steel Institute (IABr)**, the **domestic crude steel production** increased by 9.9% in volume, reaching 34.4 million tonnes. Regarding **flat steel products**, domestic production totaled 22.4 million tonnes, **an expansion of 7.2% compared to 2016**, while apparent consumption grew by 5.3% to 19.2 million tonnes, with domestic sales of 16.9 million tonnes and imports of 2.3 million tonnes.

Total Slabs (UPV + Third Parties)	1,0581	L,069 1	L,099	3,262	4,276	3%	4%	31%
Crude Steel Production	942	1,065	1,099	3,016	4,216	3%	17%	40%
Third Parties Slabs	116	4	0	246	60	(100%)	(100%)	(76%)
Total Flat Rolled	952	903	959	3,201	3,679	6%	1%	15%
Total Long Rolled	54	50	45	233	204	(10%)	(17%)	(12%)

• The **total sales** came to 1,253 thousand tonnes of steel products in **4Q17**, or 3.6% lower than in 3Q17. According to INDA (the Brazilian Steel Distributors' Association), in 4Q17, distribution purchases fell 3%, while sales fell 10% compared to 3Q17. In **2017**, sales reached 4,922 thousand tonnes, 1% higher than those registered in 2016.

For more information, visit our website: www.csn.com.br/ir

- In **4Q17**, the volume of steel sales in the **domestic market** totaled 770 thousand tonnes, down 4% from 3Q17. Of this total, 720 thousand tonnes refer to flat steel and 50 thousand tonnes to long steel. In **2017**, 2,841 thousand tonnes of steel were sold in the domestic market, 2% higher than in 2016. Regarding total sales, 2,608 thousand tonnes are of flat steel and 233 thousand tonnes of long steel.
- In the foreign market,4Q17 sales totaled 484 thousand tonnes, down 3% from the previous quarter. In this period, 82 thousand tonnes were exported directly and 401 thousand tonnes were sold abroad by the subsidiaries, 126 thousand of which were sold by LLC, 198 thousand tonnes by SWT and 77 thousand tonnes by Lusosider. In **2017**, the sales volume in the foreign market totaled 2,080 thousand tonnes, remaining flat over 2016. Of these sales, 313 thousand tonnes were exported directly and 1,768 thousand tonnes were sold abroad by the subsidiaries, of which 596 thousand tonnes by LLC, 808 thousand tonnes by SWT, 364 thousand tonnes by Lusosider.
- In 4Q17, CSN maintained its high **share of coated products** as a percentage of total sales volume, following the strategy of adding more value to its *product mix*. Sales of coated products such as galvanized items and tin plate accounted for 57% of flat steel sales, in line with that observed in 3Q17, considering all markets in which the Company operates. The **foreign market** was one of the quarter's highlights, with the share of coated products increasing from 88% of flat steel sales to 89% in 4Q17.

For more information, visit our website: www.csn.com.br/ir

According to **ANFAVEA**(the Auto Manufacturers' Association),**vehicle production**totaled 2.7 million units in 2017, an increase of 25% over the same period of the previous year. On the same basis of comparison, new light car, commercial vehicle, truck and bus licensing in Brazil increased by 9.2% to 2.2 million units. The estimate is for an increase of 11.7% in car licensing in 2018 and production of 3.06 million units, 13.2% higher than in 2017.

According to **ABRAMAT** (the Construction Material Manufacturers' Association), **sales of building materials** fell by 4% in 2017 over the same period in the previous year. By 2018, the association projects an increase of 1 to 2% in the sector's revenues.

According to **IBGE** (the Brazilian Institute of Geography and Statistics), **home appliance production** in 2017 recorded an increase of 10.5% over the same period last year.

• **Net Revenue** reached R\$ 3,435 million in 4Q17, 16% up on 4Q16. This was mainly due to the higher price of steel commercialized both in the domestic market and in the foreign market and the maintenance of sales volumes of coated products. In 2017, **Net Revenue** totaled R\$ 12,959 million, 13% up on 2016, in view of price increases throughout the year, especially those announced in the last quarter. Average steel prices increased by 12% in 2017 versus the previous year and 4% in the 4Q17 x 3Q17 comparison.

- The **cost of goods sold** in **4Q17** presented a reduction of 6% when compared to 3Q17, totaling R\$ 2,670 million, resulting in a 38% increase in gross profit for the period, due to the decrease in general manufacturing costs. However, in **2017**, COGS amounted to R\$ 10,538 million, 12% up on 2016.
- The **slab production cost** in **4Q17** reached R\$ 1,295/t, 1% up on 3Q17. In **2017**, the average slab production cost was R\$ 1,339/t, 17% higher when compared to 2016 due to the increase in the main raw materials prices, especially coal, coke and iron ore.

• Adjusted EBITDA reached R\$ 713 million in 4Q17, 53% higher than R\$ 465 million obtained in 3Q17 due to the increase in steel prices and the decrease in COGS. Adjusted EBITDA margin in 4Q17 increased to 20.8%, 7.1 p.p. higher than in the previous quarter. In 2017, Adjusted EBITDA totaled R\$ 2,116 million, 12% up on 2016. The EBITDA margin increased from 16.4% in 2016 to 16.3% in 2017, noting that the margin recovery movement occurred in 4Q17.

Results from CSN's Mining

In 2017, seaborne iron ore market intensified the recovery started in mid-2016 with
the maintenance of investments in infrastructure and civil construction in China. In addition,
the closure of illegal plants with high emission of pollutants resulted in an increase in the
utilization of steel capacity, which, together with the increased demand for steel, allowed
for improved margins and higher iron ore prices. In this scenario, the price of ore rose
22% in 2017 compared to 2016, reaching an average of US \$ 71.32 / dmt (Platts, Fe62%, N.
China).

For more information, visit our website: www.csn.com.br/ir

In 4Q17, Chinese government's imposition of steel production curbs coupled with greater supply of seaborne ore negatively impacted prices. In this sense, **the iron ore price index ended 4Q17 with an average of US\$65.57/dmt (Platts, Fe62%, N. China), a drop of 7.5% over the previous quarter.** 

As for **sea freight**, the BCI-C3 (Tubarão-Qingdao) route averaged US\$15.06/t in **2017**, a 68% increase over the previous year. The strong rise is mainly due to a period of historical lows in hire fees and use of fleet in 2016, when the route closed the year with an average of US\$8.98/t. In **4Q17**, **ocean freight rates were positively impacted by seasonally higher transoceanic volumes and higher oil prices, especially after production cuts announced by OPEC in November. In this context, the BCI-C3 (Tubarão-Qingdao) route closed the <b>4Q17** with an average of US\$18.66/t, 23% increase over the third quarter.

- In **4Q17**, CSN's **production of iron ore** totaled 6.4 million tonnes, 18% less than in 3Q17. In **2017**, iron ore production totaled 29.9 million tonnes, down 7% from the 32.2 million tonnes recorded in 2016. **Iron ore purchases** reached 1,828 thousand tonnes in **4Q17**, up 29% over 3Q17. In the annual comparison, there was a 4% increase in the amount purchased, totaling 3,551 thousand tonnes in **2017**.
- **Sales** of 9.6 million tonnes of iron ore in **4Q17**, up 20% on 3Q17, of which 1.2 million tonnes were sold to CSN's Presidente Vargas Plant. In **2017**, iron ore sales to third parties totaled 27.4 million tonnes, 17% lower than sales in 2016. CSN Mining sold 5.2 million tonnes to Presidente Vargas Steelworks UPV (+26%), following the strong increase in steel production in the year.

Iron ore Production Third Party Ore Purchases	7,758 7,738 6,378 32,174 29,921 609 1,419 1,828 3,399 3,551	(18%) 29%	(7%) 4%
Total Production + Purchases	8,3679,1578,20635,57333,472	(10%)	(6%)
UPV Sale	1,264 1,321 1,236 4,120 5,211	(6%)	26%
Third Parties Sales Volume	7,927 6,632 8,325 32,863 27,365	26%	(17%)
Total Sales	9,1917,9539,56136,98332,576	20%	(12%)
			= =

Production and sales volumes include 100% stake in CSN Mining.

- In **4Q17**, **Net Revenue** from mining operations reached R\$ 1,175 million, 2% less than in the previous quarter, due to lower prices. CIF + FOB unit revenue in 4Q17 was US\$ 49.9/t, down 10% from the previous quarter. In **2017**, net revenue from mining operations added up to R\$ 4,621 million, 1% higher than in 2016, due to the lower volume sold and offset by better prices. In **2017**, CIF + FOB unit revenue stood at US\$ 53.8/t, while the iron ore price index (*Platts*, 62% Fe, N.China) moved up by an average of 22% in the same comparison.
- **COGS** from mining operations totaled R\$ 909 million in **4Q17**, an increase of 26% over 3Q17, due to the higher volume traded in the period (+20%) and the highest proportion of volume purchased from third parties. In **2017**, the cost of mining products reached R\$ 3,006 million, 3% lower than in 2016, in view of the lower volume sold (-12%).
- Adjusted EBITDA reached R\$ 351 million in 4Q17, down 38% from 3Q17. The adjusted EBITDA margin reached 30% in 4Q17, or 17p.p. below 3Q17, mainly due to lower prices and higher freight. In 2017, the Adjusted EBITDA totaled R\$ 1,947 million, 11% higher than in 2016. Adjusted EBITDA margin was 42%, or 4p.p. higher than in 2016.

For more information, visit our website: www.csn.com.br/ir

As of 4Q16, the company started to report the price realized considering the sum of the CIF and FOB values, as shown above.

Results from CSN's Logistics

**Railway Logistics**: In **4Q17**, **Net Revenue** reached R\$ 365 million, generating adjusted **EBITDA** of R\$ 142 million and adjusted **EBITDA margin** of 39.1%. In **2017**, **Net Revenue** totaled R\$ 1,417 million, generating adjusted **EBITDA** of R\$ 592 million accompanied by adjusted **EBITDA margin** of 42%.

**Port Logistics**: in **4Q17**, Sepetiba Tecon shipped 253 thousand tonnes of steel products, in addition to 3 thousand tonnes of general cargo and approximately 69 thousand containers. In 4Q17, **Net Revenue** reached R\$ 71 million, generating adjusted **EBITDA** of R\$ 22 million and adjusted **EBITDA margin** of 31%. In **2017**, Sepetiba Tecon handled 990 thousand tonnes of steel products (+23% against 2016), 9 thousand tonnes of general cargo and 188 thousand containers. In the year, **Net Revenue** totaled R\$ 238 million, generating adjusted **EBITDA** of R\$ 69 million and adjusted **EBITDA margin** of 31%.

Container volume (thousand units)	51	69	140	188	35%	34%
Volume of Steelmakers (thousand tonne)	250	253	804	990	1%	23%
Volume of General Cargo (thousand tonne)	0	3	24	9	-	(63%)

Results from CSN's Cement

The **Brazilian cement production** fell by 4.4% in the **last 12 months** when compared to the same period of the previous year, following the civil construction segment's performance, according to **IBGE**'s Monthly Survey of Industry (PIM-PF).

According to preliminary figures from **SNIC** (the Cement Industry Association), **local cement sales** accumulated 53.8 million tonnes during the year of **2017**, a decrease of 6.4% in relation to the same period of the previous year. In 2018, SNIC expects cement sales to growth between 1% and 2% over 2017.

In **4Q17**, **cement sales** totaled 661 thousand tonnes, 34% less than in 3Q17, generating **Net Revenue** of R\$ 106 million. **Adjusted EBITDA** reached R\$ 3 million, with adjusted **EBITDA margin** of 3%. In **2017**, 3,311 thousand tonnes of cement were sold, 18% more than reported in 2016. In 2017, **net revenue** amounted to R\$487 million, while adjusted **EBITDA** reached R\$15 million with adjusted **EBITDA** margin of 3%.

Total Production	801	982	726	2,846	3,366	(26%)	18%
□□Total Sales	799	998	661	2,814	3,311	(34%)	18%

Results from CSN's Energy

According to the **Energy Research Company** (EPE), the **electricity consumption in Brazil** totaled 462GWh through December **2017**, an increase of 0.8% over the same period of the previous year. The industrial and commercial segments showed an increase in energy consumption of 0.3% and 1.1%, respectively, in 2017. The residential segment increased energy consumption by 0.8% due to the more favorable economic scenario.

In **4Q17**, **Net Revenue** from energy operations totaled R\$ 104 million, adjusted **EBITDA** came to R\$ 28 million with adjusted **EBITDA margin** of 27%. In **2017**, a **Net Revenue** reached R\$ 408 million, adjusted **EBITDA** was R\$ 113 million and adjusted **EBITDA margin** was 28%.

For more information, visit our website: www.csn.com.br/ir 12

### **Capital Market**

In **2017,** CSN shares recorded a 22.8% devaluation, while Ibovespa appreciated by 26.9%. The daily traded volume (CSNA3) on B3, in turn, was R\$ 65.9 million. On the *New York Stock Exchange* (NYSE), CSN´s *American Depositary Receipts* (ADRs) registered a 22.1% devaluation, while *Dow Jones* increased by 25.3%. On NYSE, the daily traded volume of CSN´s ADRs was \$ 7.2 million.

Number of shares in thousands Market value	1,387,524	1,387,524
Closing Price (R \$ / share)	8,38	8,38
Closing Price (US \$ / ADR) Market Value (R \$ million)	2,52 11,627	2,52 11,627
Market Value (US \$ million)  Total return including dividends and JCP	3,497	3,497
CSNA3	(12.8%)	(22.8%)
SID	(11.0%)	(22.1%)
Ibovespa	2.8%	26.9%
Dow Jones	10.9%	25.3%
Volume		
Daily average (thousand shares)	10,227	7,571
Daily average (R\$1000)	87,317	65,931
Daily average (thousand ADRs)	3,023	2,585
Average daily (US\$ thousand)	8,000	7,213
Source: Bloomberg		

# Conference Call in Portuguese with Simultaneous Translation into English

**March 27, 2018 - Tuesday** 

10:00 a.m. (US EDT) 11:00 a.m. (Brasília time) Phone: +1 (516) 300-1066

Code: CSN

Replay phone: +55 (11) 3127-4999

Replay code: 88918248 Webcast: click here Executive Officer - Marcelo Cunha Ribeiro

Leo Shinohara (leonardo.shinohara@csn.com.br)

José Henrique Triques (jose.triques@csn.com.br)

Carla Fernandes (carla.fernandes@csn.com.br)

Bruno Souza (bruno.souza@csn.com.br)

Some of the statements contained herein are forward-looking statements that express or imply expected results, performance or events. These perspectives include future results that may be influenced by historical results and the statements under 'Outlook'. Actual results, performance or events may differ materially from those expressed or implied by the forward-looking statements as a result of several factors, such as the general and economic conditions in Brazil and other countries, interest rate and exchange rate levels, protectionist measures in the U.S., Brazil and other countries, changes in laws and regulations and general competitive factors (on a global, regional or national basis).

For more information, visit our website: www.csn.com.br/ir

# **Sales Volume (thousand tonnes)**

Flat Steel Plate Hot Rolled Cold Rolled Galvanized Tin Plates Long Steel	689 243 137 207 102 47	730 1 267 155 234 73	720 1 275 129 236 78	2,607 0 921 491 826 370 176	2,608 2 973 520 818 295 233	(10) - 8 (26) 2 5 (22)	1 2 52 29 (8) (75)
UPV DOMESTIC MARKET	736	802		2,784		(32)	57
Flat Steel Hot Rolled Cold Rolled Galvanized Tin Plates Long Steel (profiles) FOREIGN MARKET	270 9 18 202 41 181 451	321 16 22 233 51 177 499	24 8 202 52 <b>198</b>	1,298 114 89 937 158 <b>775</b> 2,073	74 77 925 197 <b>808</b>	(36) 8 (14) (31) 1 21 (15)	(26) (40) (12) (12) 39 33
Flat Steel Plate Hot Rolled Cold Rolled Galvanized Tin Plates Long Steel UPV Long Steel (profiles)	959 252 155 408 144 47 181	1,051 1 283 177 466 124 72 177	1,005 1 298 137 438 130 50	3,906 0 1,035 580 1,763 528 176 775	2	(46) - 15 (40) (28) 6 (22)	(26) 2 12 17 (21) (35) 57
TOTAL MARKET	1,187	1,300	1,253	4,857	4,922	(47)	65

For more information, visit our website: www.csn.com.br/ir 14

# INCOME STATEMENT CONSOLIDATED – Corporate Law (In thousand of R\$)

Net Revenues	4,518,596	4,809,671	4,992,725	17,148,949	18,524
Domestic Market	2,159,265	2,382,265	2,371,785	7,729,914	8,706
Foreign Market	2,359,331	2,427,406	2,620,940	9,419,035	9,818
Cost of Goods Sold (COGS)	(3,169,630)	(3,596,936)	(3,579,838)	(12,640,042)	(13,596
COGS, excluding depreciation	(2,833,972)	(3,260,372)	(3,269,087)	(11,398,617)	(12,219
Depreciation allocated to COGS	(335,658)	(336,564)	(310,751)	(1,241,425)	(1,376
<b>Gross Profit</b>	1,348,966	1,212,735	1,412,887	4,508,907	4,928
Gross Margin (%)	30%	25%	28%	26%	
Selling expenses	(446,470)	(412,345)	(549,273)	(1,687,733)	(1,806
General and administrative expenses	(118,400)	(70,646)	(102,944)	(490,004)	(392
Depreciation allocated to SG&A	(20,173)	(7,727)	(8,069)	(37,391)	(31
Other operation income (expense), net	(114,226)	(97,824)	473,380	(413,221)	177
Share of profits (losses) of investees	(23,555)	38,002	10,611	64,918	109
Operational Income before Financial Results	626,142	662,195	1,236,592	1,945,476	2,983
Net Financial Results	(677,171)	(277,797)	(859,987)	(2,522,427)	(2,463
Income before social contribution and income taxes	(51,029)	384,398	376,605	(576,951)	520
Income Tax and Social Contribution	(1,929)	(128,214)	781	(266,546)	(409

Edgar Filing: NATIONAL STEEL CO - Form 6-K

Continued operations, net	(52,958)	256,184	377,386	(843,497)	
Discontinued Operations, Net	(2,775)			(9,561)	
Profit/(Loss) for the period	(55,733)	256,184	377,386	(853,058)	

For more information, visit our website: www.csn.com.br/ir 15

# **BALANCE SHEET Company Corporate Law (In Thousand of R\$)**

Current assets	11,881,496	12,444,918
Cash and cash equivalents	4,147,284	5,631,553
Trade receivables	2,276,215	1,997,216
Inventories	4,464,419	3,964,136
Other current assets	993,578	852,013
Non-current assets	33,328,474	31,708,705
Long-term receivables	2,591,594	1,745,971
Investments measured at amortized cost	5,499,995	4,568,451
Property, plant and equipment	17,964,839	18,135,879
Intangible assets	7,272,046	7,258,404
Total assets	45,209,970	44,153,623
Current liabilities	10,670,050	5,496,683
Payroll and related taxes	252,418	253,837
Suppliers	2,460,774	1,763,206
Taxes payable	264,097	231,861
Borrowings and financing	6,526,902	2,117,448
Other payables	1,059,901	1,021,724
Provision for tax, social security, labor and civil risks	105,958	108,607
Non-current liabilities	26,251,691	31,272,419
Borrowings and financing	22,983,942	28,323,570
Deferred Income Tax and Social Contribution	1,173,559	1,046,897
Other payables	129,323	131,137
Provision for tax, social security, labor and civil risks	719,133	704,485
Other provisions	1,245,734	1,066,330
Shareholders' equity	8,288,229	7,384,521
Paid-in capital	4,540,000	4,540,000
Capital reserves	30	30
Acumulated Losses	(1,291,689)	(1,301,961)
Statutory reserve	3,779,032	2,956,459
Non-controlling interests	1,260,856	1,189,993
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	45,209,970	44,153,623

For more information, visit our website: www.csn.com.br/ir

# CASH FLOW STATEMENT CONSOLIDATED - Corporate Law (In Thousand of R\$)

Net cash generated by operating activities	585,411 477,680
(Net Losses) / Net income attributable to controlling shareholders	226,466 357,570
Loss for the period attributable to non-controlling interests	29,718 19,816
Charges on borrowings and financing	561,341 443,511
Depreciation, depletion and amortization	355,400 330,259
Share of profits (losses) of investees	(38,002) (10,611)
Deferred income tax and social contribution	37,309 (82,043)
Foreign exchange and monetary variations, net	(404,039) 490,044
Result from derivative financial instruments	(10,262)
Write off fixed assets and intangible	(14,575) 6,527
Accrued actuarial liability	(36,953)
Environmental liabilities and Deactvation Provisions	(9,136) 34,643
Monetary correction from Eletrobrás compulsory loan	(755,151)
Fiscal, Social Security, Labor, Civil and Environmental Provisions	(27,009) 120,663
Working Capital	502,326 76,253
Accounts Receivable	163,272 (81,296)
Trade Receivables – Related Parties	(7,165) 3,308
Inventory	184,935(178,848)
Interest receive - Related Parties	(6,748) 77,781
Judicial Deposits	(9,323) 26,087
Suppliers	183,578 186,520
Taxes and Contributions	41,197 2,299
Others	(47,420) 40,402
Others Payments and Receipts	(624,126)(516,848)
Interest Expenses	(624,126) (516,848)
Cash Flow from Investment Activities	(297,953)(363,382)
Fixed Assets/Intangible	(288,498) (343,905)
Derivative transactions	10,717 79
Related parties loans	(33,884)
Loans / Receive loans - related parties	(7,297)
Short-term investment, net of redeemed amount	(20,172) 21,625
Cash Flow from Financing Companies	(500,336) (94,279)
Borrowings and financing raised, net of transaction costs	171,000 363,506
Borrowing amortizations - principal	(671,336) (457,547)
Borrowing costs	(238)
Foreign Exchange Variation on Cash and Cash Equivalents	2,971 10,121
Free Cash Flow	(209,907) 30,140

For more information, visit our website: www.csn.com.br/ir 17

#### **SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: March 26, 2018

	,	
COMPANHIA	SIDERURGICA	NACIONAL

By: /s/ Benjamin Steinbruch

**Benjamin Steinbruch Chief Executive Officer** 

#### FORWARD-LOOKING STATEMENTS

This press release may contain forward-looking statements. These statements are statements that are not historical facts, and are based on management's current view and estimates of future economic circumstances, industry conditions, company performance and financial results. The words "anticipates", "believes", "estimates", "expects", "plans" and similar expressions, as they relate to the company, are intended to identify forward-looking statements. Statements regarding the declaration or payment of dividends, the implementation of principal operating and financing strategies and capital expenditure plans, the direction of future operations and the factors or trends affecting financial condition, liquidity or results of operations are examples of forward-looking statements. Such statements reflect the current views of management and are subject to a number of risks and uncertainties. There is no guarantee that the expected events, trends or results will actually occur. The statements are based on many assumptions and factors, including general economic and market conditions, industry conditions, and operating factors. Any changes in such assumptions or factors could cause actual results to differ materially from current expectations.