

TMK

Investor Presentation

April 2013

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Company Overview and Investment Highlights

Global Market Leader

- One of the largest tubular capacity
- High exposure to the oil & gas industry: approximately 75% of 2012 shipments went to the oil & gas sector
- Leading producer of value-added steel pipes for the oil & gas industry
- 10% global seamless OCTG⁽¹⁾

Leading Position in Russia and the U.S.

- Russia: 52% seamless pipe market, 62% seamless OCTG market, 16% LD pipe market in 2012
- Strategic partnerships and long-term contracts with Russian oil & gas majors
- One of the leading supplier to shale oil & gas in the U.S.

Favorable Industry Fundamentals

- Strong industry fundamentals driven by robust demand for oil & gas
- Stable demand from Russian oil industry little affected by fluctuations in oil prices
- Consolidated industry with significant barriers to entry
- Demand for seamless OCTG expected to experience significant growth driven by increasing complexity of drilling
- Oil & gas plays are to be more resilient to possible economic recession due to limited supply from traditional deposits and geopolitical risks

Vertically Integrated Low Cost Producer

- Structural cost advantages over major international competitors
- Fully vertically integrated seamless pipe production (upstream and downstream operations) in all 3 divisions
- Long-term proven ability to pass cost increase to customers

Growth Potential and Deleveraging

- Strategic Investment Programme (2004-14) aimed at 48% capacity increase is nearly completed
- Ability to efficiently integrate acquired businesses and realise synergies
- The effect from the recent investment projects to be realized in 2012-2015 which will facilitate deleveraging

Key Performance Figures

	2007	2008	2009	2010	2011	2012
Revenue, U.S.\$ mln	4,179	5,690	3,461	5,578	6,754	6,688
EBITDA, U.S.\$ mln	920	1,047	328	942	1,050	1,040
ROE, %	28.9%	9.4%	neg	6.9%	22.4%	14.4%

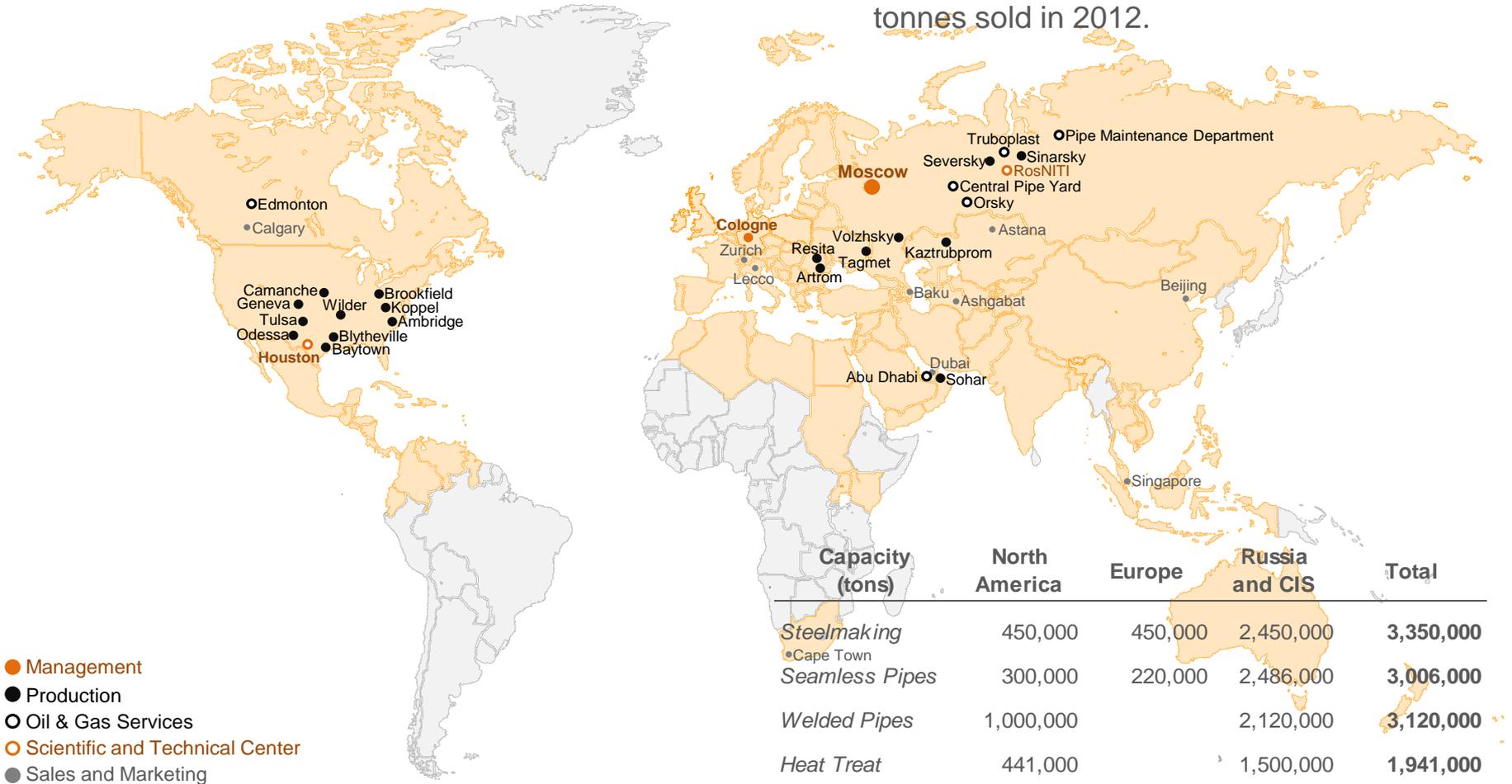
⁽¹⁾ OCTG - Oil Country Tubular Goods

TMK– Global Supplier of Full Range of Pipes for Oil and Gas industry



Steel Tubular Industry Leader

TMK's strategic positioning made it the steel tubular industry leader, with over 4 million tonnes sold in 2012.



Capacity (tons)	North America	Europe	Russia and CIS	Total
Steelmaking	450,000	450,000	2,450,000	3,350,000
Seamless Pipes	300,000	220,000	2,486,000	3,006,000
Welded Pipes	1,000,000		2,120,000	3,120,000
Heat Treat	441,000		1,500,000	1,941,000
Threading	980,000*		1,560,000	2,540,000

Note: *Including ULTRA Premium connections of 240,000 tons
 Source: TMK data

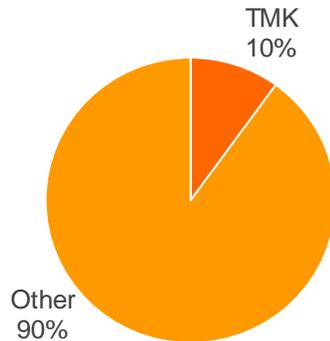
Leading Global Supplier of Pipes for Oil and Gas Industry

Key Considerations

- A world leading tube producer by sales volumes in 2012.
- High exposure to the oil and gas industry: approximately 75% of sales volumes went to the oil and gas sector in 2012.
- The leading producer of value-added seamless pipes for the oil and gas industry in Russia and one of the three largest seamless pipe producers globally.
- According to the Company's estimates, TMK has a 25% market share for steel pipes, 52% market share for seamless pipes and 62% market share for seamless OCTG in Russia by sales volume in 2012.

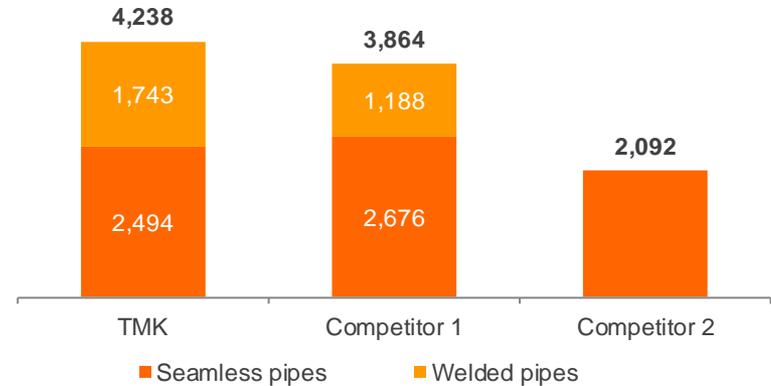
Leading Global Supplier of Seamless OCTG

2012 World OCTG Market Share by Sales Volumes (%)



Source: TMK estimates

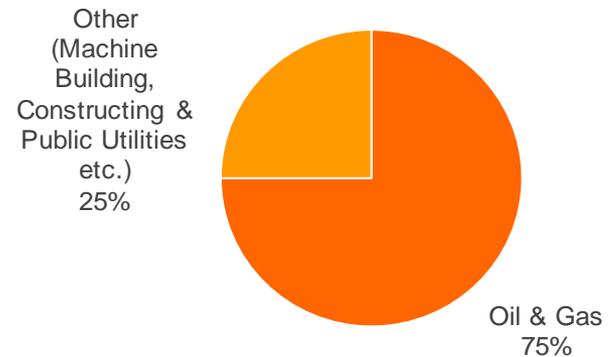
World Leading Tubular Producer



Source: TMK data, annual reports for other companies

Focus on Oil & Gas Industry

2012 Sales Volumes by Industry (%)



Source: TMK data

Strong Pipe Industry Fundamentals



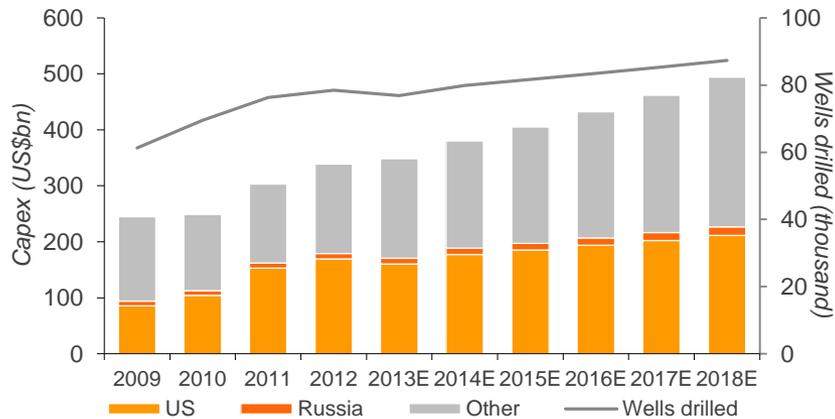
Key Considerations

- Strong industry fundamentals driven by robust demand for oil and gas.
- Significant expected capital expenditure by oil and gas industry driven by strong outlook for oil prices.
- Increasing drilling complexity (horizontal drilling and deeper wells) drives demand for high value added pipes and, as a result, potential for margin expansion.
- Global drilling activity dominated by geographical markets where TMK is a local producer:
 - Russian wells drilled expected CAGR of 7% (2012-2018);
 - US wells drilled expected CAGR of 4% (2012-2018).

Source: Spears & Associates

Significant Capex Spend by Oil and Gas Industry

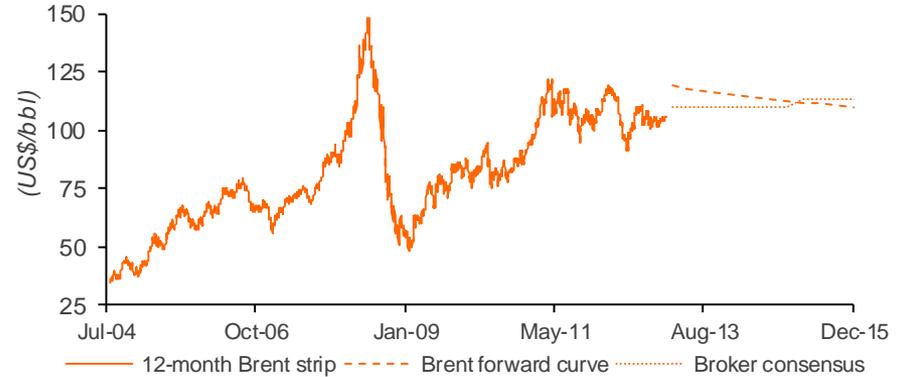
Drilling Capex (US\$bn) and Wells Drilled



Note: Excluding China and Central Asia. Onshore and offshore drilling
Source: Spears & Associates

Oil Prices Remain High

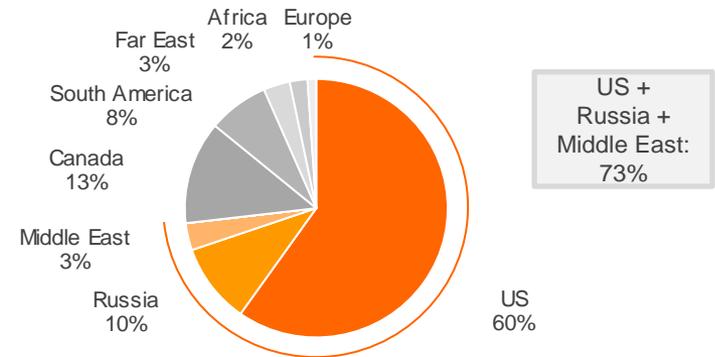
Historical and forward Brent Oil price (US\$/barrel)



Source: Bloomberg, brokers

US and Russia Leading Global Demand

2012 Global Drilling Activity by Geography (Number of Wells Drilled)

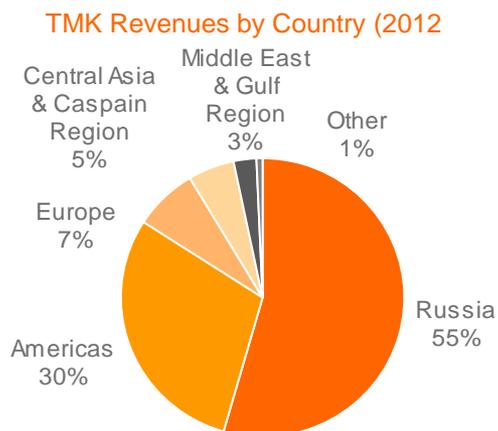


Note: Excluding China and Central Asia. Onshore and offshore drilling
Source: Spears & Associates

Key Considerations

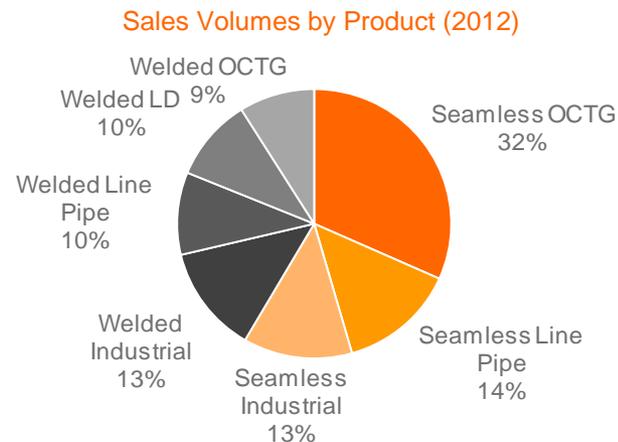
- High degree of diversification enabling earnings resilience.
- Geographical diversification seeking to mitigate swings in geographical demand (Russian division 55% and American division 30% of 2012 revenues).
- Diversified product portfolio, including full range of seamless and welded pipes.
- Focus on higher value added products, including seamless pipes and OCTG.
- Diversified customer base covering end users in oil and gas and industrial sectors (top 5 customers represented 26% of sales volumes in 2012).
- Long-term relationships with Russian oil and gas majors (Rosneft, Surgutneftgas, Lukoil, TNK-BP and Gazprom).

Diversified Geographical Reach



Source: TMK data

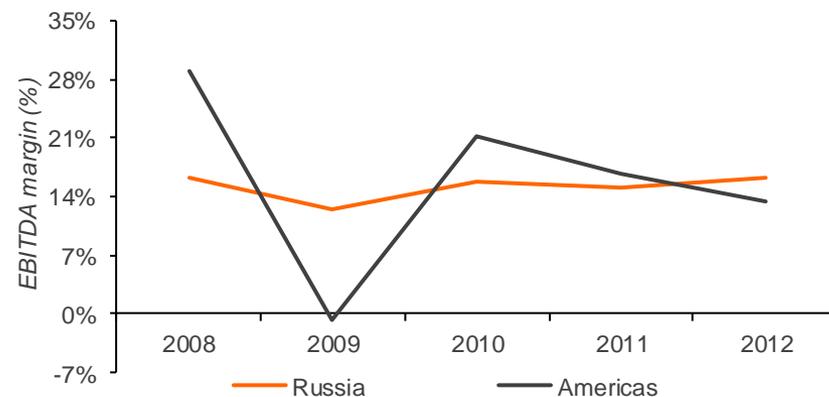
Diversified Product Portfolio and Customer Base



Source: TMK data

Significant Exposure to Less Cyclical Russian Drilling Industry

Adjusted EBITDA^(a) Margin - Russia vs. Americas



(a) Adjusted EBITDA is calculated as profit before tax plus finance costs minus finance income plus depreciation and amortization adjusted for non-operating non recurrent items

Source: TMK IFRS accounts

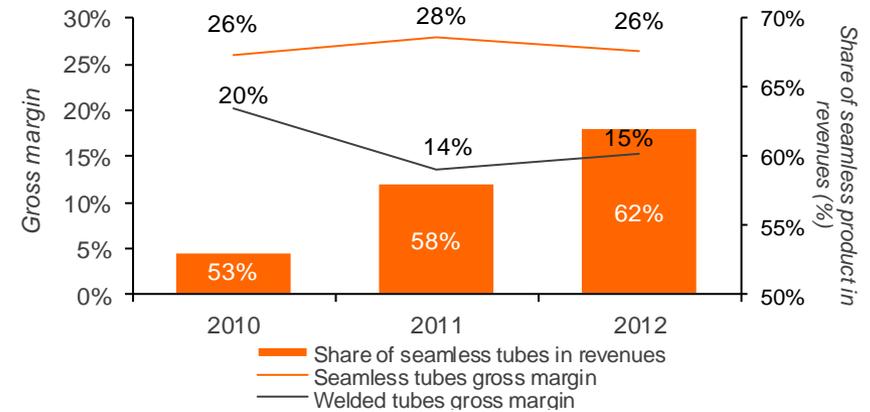
Focus on High Value Added Products



Key Considerations

- 62% of revenues was higher margin seamless pipes in 2012.
- 26% gross margin for seamless pipe vs. 15% for welded pipes in 2012.
- Full range of connections to address different drilling environments.
- R&D facilities in Russia and US working closely with customers to address their needs.

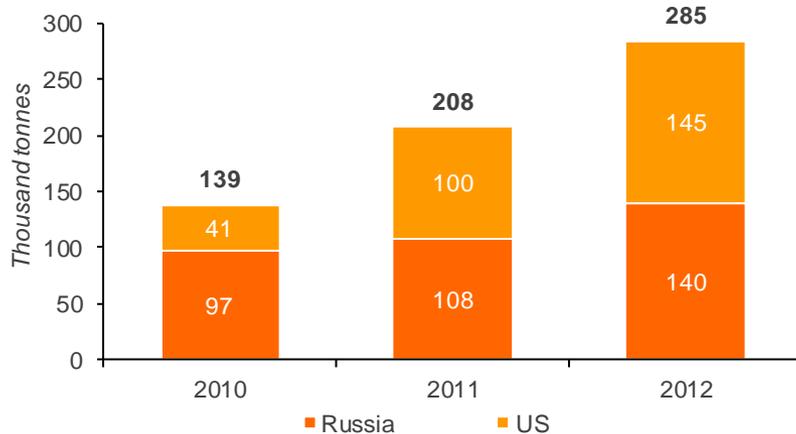
Increasing Focus on Higher Margin Seamless Products



Source: TMK data

Strong Growth in Premium Products

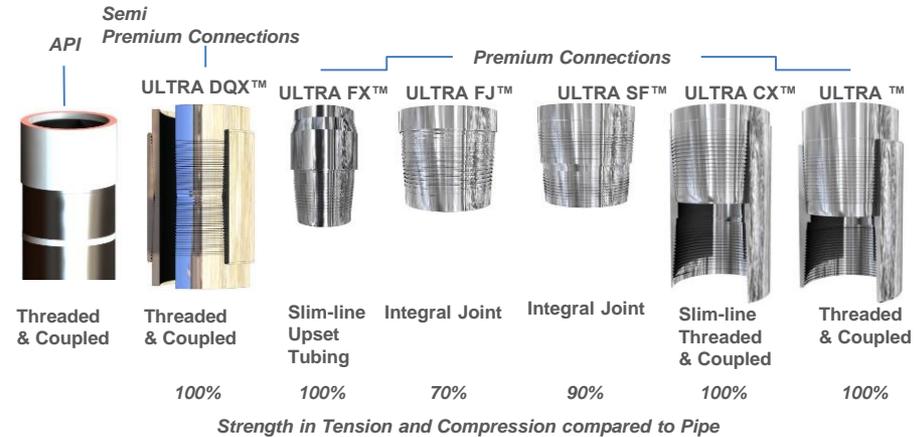
Premium Products Sales Volumes (thousand tonnes)



Source: TMK data

Connections to Address Different Drilling Environment

Premium Connections



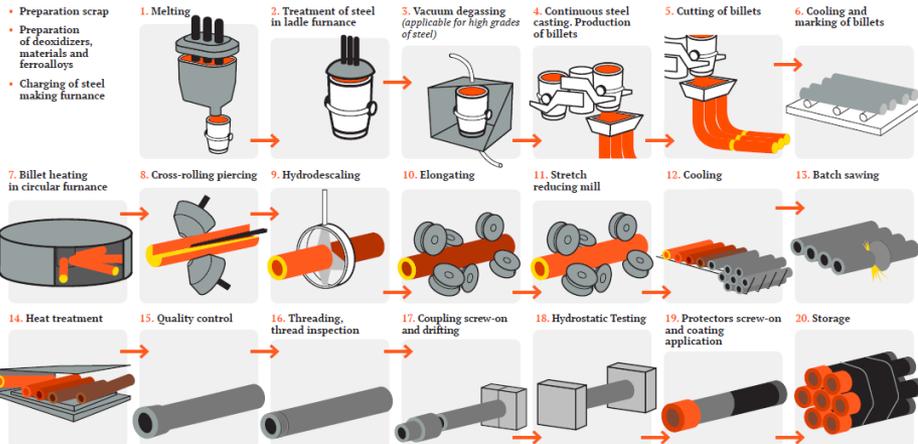
Source: TMK data

Low Cost Vertically Integrated Producer

Key Considerations

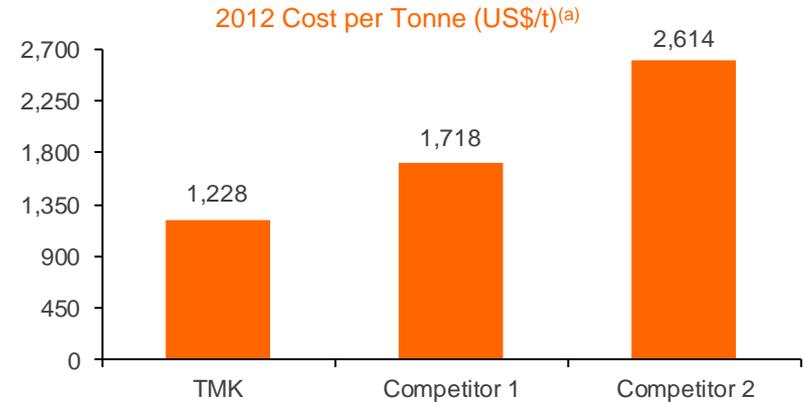
- Structural cost advantages over major international competitors: Russia is one of the lowest cost regions for steel production.
- Fully vertically integrated seamless pipe production (upstream and downstream operations) in all divisions.
- Almost self-sufficient in steel billets.
- Both Russia and North American businesses have benefitted from significant synergies and complementarily during the past three years since the acquisition of IPSCO.
- Ability to generally pass cost of steel increase to customers albeit with some time lag.

Vertical Integration



Source: TMK

Industry Leading Cost Position

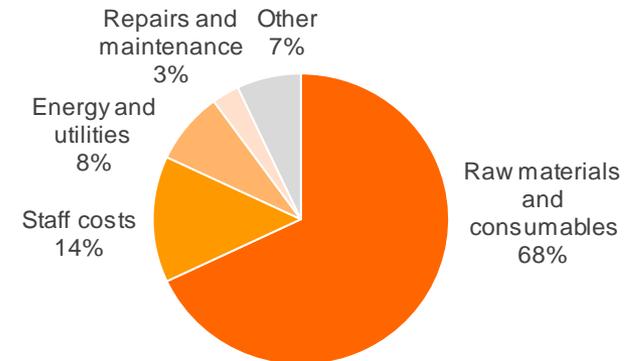


Source: TMK data, annual reports for other companies

(a) Cost per Tonne is calculated as Cost of Sales divided by sales volumes

Raw Materials Costs can Generally be Passed Through to Customers

Cost of Sales Structure (2012)



Note: Excluding depreciation and amortisation

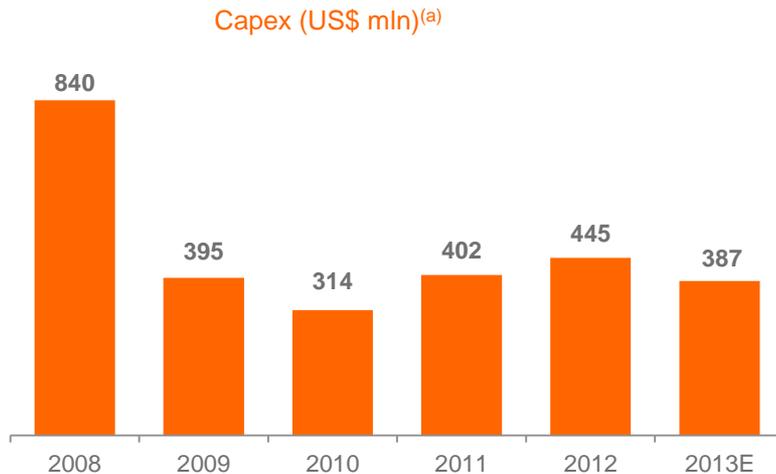
Source: TMK IFRS accounts

Proven Track Record of Sustainable Growth

Key Considerations

- Resilient pipe sales throughout the crisis.
- More than US\$2.5bn capex spent since 2004.
- Strategic Investment Programme (2004-14) aimed at substantial capacity increase is nearly completed.
- The effect of the recent investment projects expected to be realised in 2013-2015 and should facilitate deleveraging.
- Ability to efficiently integrate acquired businesses and realise synergies.
- CAPEX for 2013 is US\$387m includes approximately US\$100m of maintenance capex.

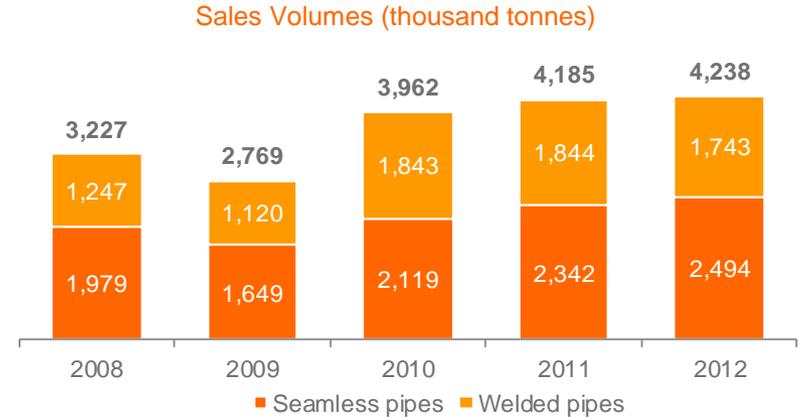
Decreasing TMK Capex



Source: TMK

(a) Purchase of PP&E investing cash flows

Sales Volumes Evolution



Source: TMK data

Main Investment Projects

Russia



Construction of EAF at Tagmet

Project Launch: 2013
Total capacity: 1,000 thousand tonnes
Capacity Increase: 600 thousand tonnes



Construction of FQM Mill at Seversky Pipe Plant

Project Launch: 2014
Total capacity: 600 thousand tonnes
Capacity increase: 250 thousand tonnes

USA



Threading

Period: 2012-2017
Additional Capacity: 230kt

Heat Treatment

Period: 2012-2017
Additional Capacity: 280kt

Source: TMK data

Strategy Focused on Profitable Growth



- TMK is committed to maintaining its global leadership position in the main product segments and core markets, improving production efficiencies and seeking to enhance its margins in line with industry peers.
- Strategic Investment Programme (2004-14) aimed at substantial capacity increase is nearly completed. No major investments expected.

Russia and Europe

Americas

Capacity Expansion

- Increase seamless pipe capacity to 600,000 tonnes, incremental 250,000 tonnes (FQM mill at Seversky expected to be commissioned in 2014)
- Increase steelmaking capacity to 1,000,000 tonnes, incremental 600,000 tonnes (EAF facility to be launched at Tagmet in 2013)

- Roll out ULTRA threading facilities throughout the US and globally
- Increase threading capacity
- Enhance R&D activity in Houston, Texas
- Increase heat treatment capacity by 50%
- Enhance export program of seamless pipes between Russian and American divisions

Target Markets

- Sustain position of primary supplier to unconventional Russian oilfields (the Caspian, Eastern Siberia, Arctic offshore)
- Enhance TMK presence the Middle East markets (leveraging acquisition in Oman) and sells of premium connections
- Expand in Sub-Saharan Africa and South-East Asia

- Supply to unconventional hydrocarbons production in the US (Gulf, shale oil and shale gas), Canada (oil sands) and South America

Product Offering Development

- Focus on higher value-added pipe products (premium connectors, proprietary grades, specialised tubes)
- Expand offshore certification for its tubular products
- Create value through developing services and new tubular solutions

- Globalise ULTRA premium connections
- Develop new generations of premium threads, special grades, alloyed tubulars etc
- Grow and expand well engineering support and related field services

Market Positioning

- Continue to be the supplier of choice for Russian O&G companies
- Provide high quality products at a low cost
- Grow recognition among international O&G majors

- Maintain a leading position on the US shale gas and shale oil market
- Sustain our position in Top-3 global suppliers of premium connections
- Exploit synergies between well established US operations and strong Russian production base
- Develop direct supply relationships with customers

Industry Overview

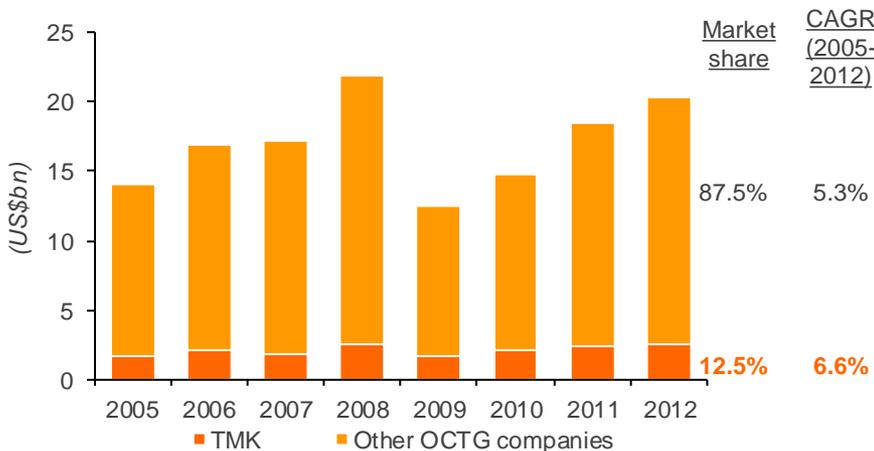
Seamless OCTG is the Most Attractive Segment

Key Considerations

- Seamless OCTG sector constitutes approximately 9% of total global tube market.
- Seamless OCTG is highly complex value added product compared to other tube types and has higher margins.
- OCTG segment has significant value and growth potential and is highly concentrated and has high barriers for new entrants.
- TMK had a 12% market share worldwide by value in the OCTG market in 2012 and has grown its market share by value by 6.6% p.a. since 2005 (vs. 5.3% market growth).

... but is Highly Value Added Compared to Other Segments

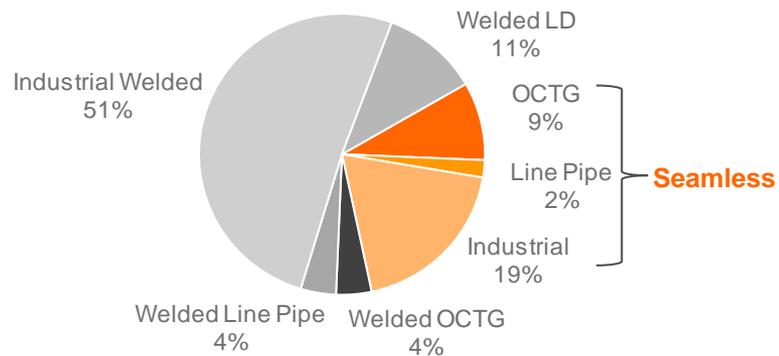
Global OCTG Market Value (US\$bn) (2012)



Source: TMK, Spears & Associates

OCTG is a Relatively Small Segment of Global Tube Industry...

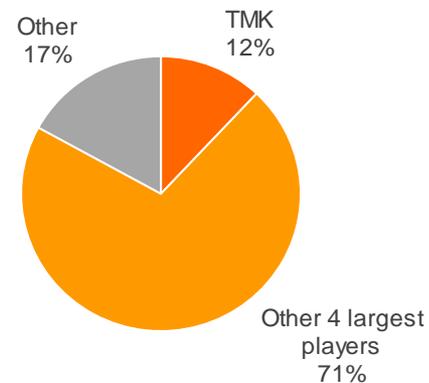
World Tube Market Segmentation (2012)



Source: TMK estimates, industry sources, WSA, World steel in figures

Highly Concentrated Segment

Global Seamless OCTG Market Concentration (2012, by value)



Source: Spears & Associates

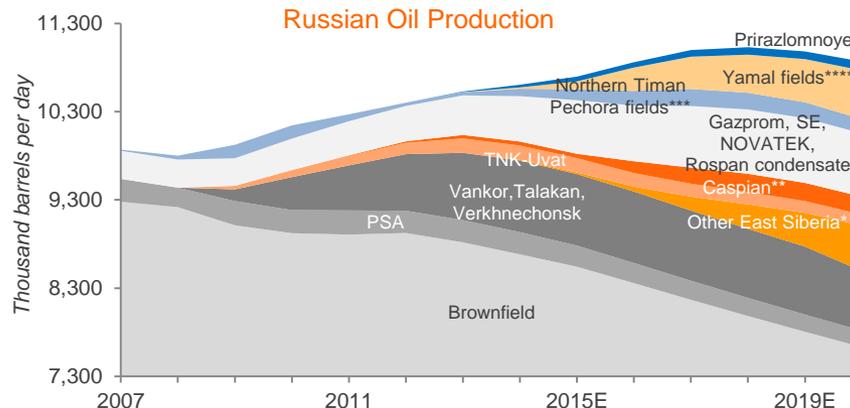
Increasing Complexity of Russian Drilling



Key Considerations

- Demand driven by production shift to unconventional regions (Eastern Siberia, Sakhalin and Arctic offshore) and development of greenfield projects
- Increasing complexity of oil and gas production in Russia driven by shift to horizontal drilling and deeper wells expected to increase demand for higher value-added products
- Potential fiscal incentives for exploring unconventional fields

Increasing Greenfield Oil Production in Eastern Regions

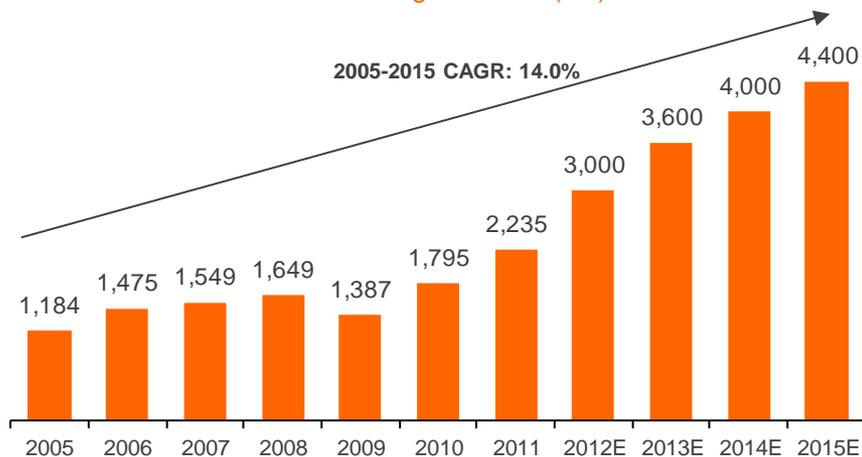


*sum of YT, Kuyumba, SLS and Taas Yuryakh
 *sum of Yu Korchagina and Filanovsky
 ***sum of Naryanmarneftegaz, Trebs and Titov, Labaganskoye and Naulskoye
 **** sum of Novoportovskoye, Pyakyakhinskoye, Suzunskoye, Tagulskoye, Russkoye and Messoyakhskoye

Source: Sberbank CIB

Horizontal Drilling is Expected to Increase

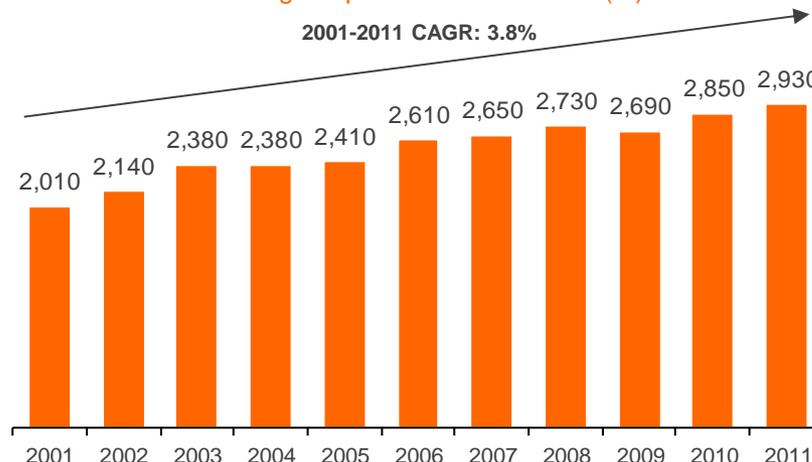
Horizontal Drilling in Russia (km)



Source: REnergyCO 2012

Increasing Depth of Russian Wells

Average depth of wells in Russia (m)



Source: REnergyCO 2012

Russian Drilling - Moving East for Growth

Unconventional Tax Stimulus

Greenfields Approved	Unconventional Oil Approved	Offshore
Reduced export duty = 45% * (Urals - U.S.\$365/tonne) until project reaches 16.3% IRR	Reduced export duty for <u>high viscous oil</u> (over 10,000 mPas), full exemption from MET	
Under Duma consideration	Draft Bill	Proposal
Extension of MET tax holidays for Eastern Siberia for production volumes up to 25 mln tonnes	20-24% of MET for fields with permeability up to 2 md depending on reservoir thickness (<10m, >10m) Zero MET for Bazhenov, Khadumov, Abalak and Domanikov suites	Royalty of 5-30% depending on project compacity Exemption from export duty, property tax and VAT

Increasing complexity of oil and gas production in Russia is expected to increase demand for higher value-added products

Source: VTB Capital



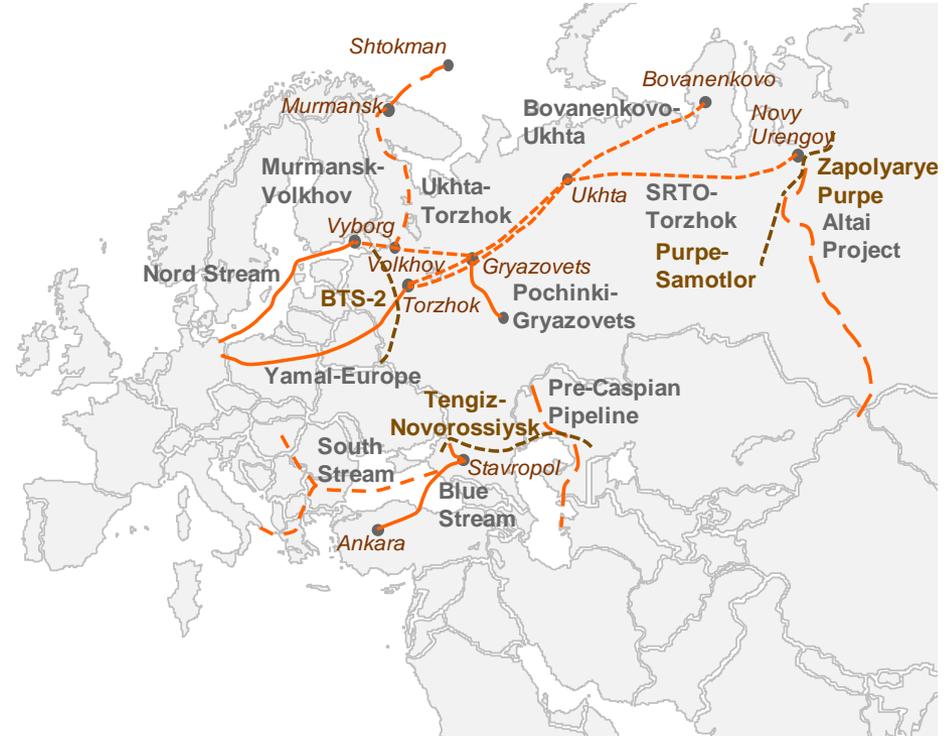
Strong Russian LDP Demand



Key Considerations

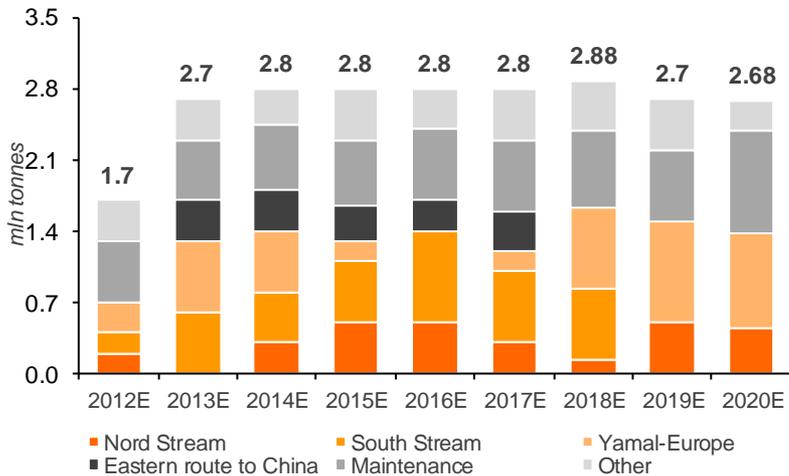
- Russian LDP demand is expected to be driven by new CIS pipeline projects
- TMK is currently a supplier for major pipeline projects
 - South Stream
 - Zapolyarye-Purpe
 - Sibur Tyumen Gas
 - Central Asia - China, Kazakhstan

Russian Pipeline Projects

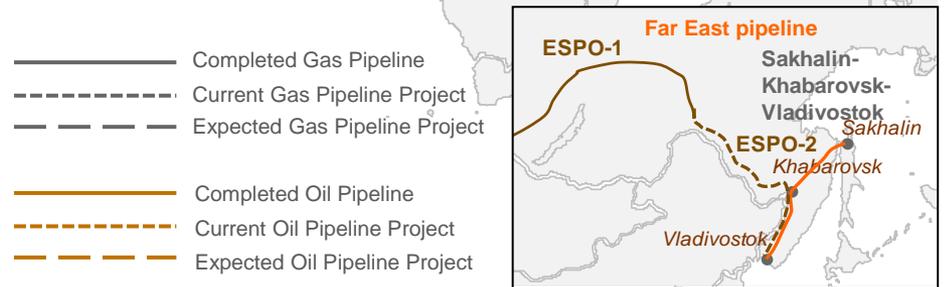


Russian LDP Demand Driven by New Pipeline Projects

Forecast LDP Demand by Project



Source: VTB Capital



Source: TMK, Industry sources

Increasing Unconventional Drilling Activity in the United States



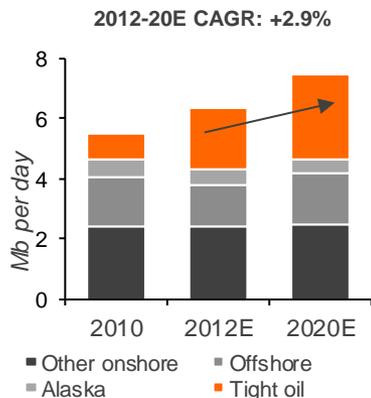
Key Considerations

- Demand for high-value added products driven by continued shift to unconventional drilling
- Horizontal drilling now accounts for almost a 3/4 of the U.S. rig count mix owing to shale developments
- The rapid growth of shale gas and oil is a key driver of the US pipe and tube demand
- Between 2012 and 2020, tight and shale gas production expected to grow by 2.9% p.a. and tight oil expected to grow by 4.4% p.a.

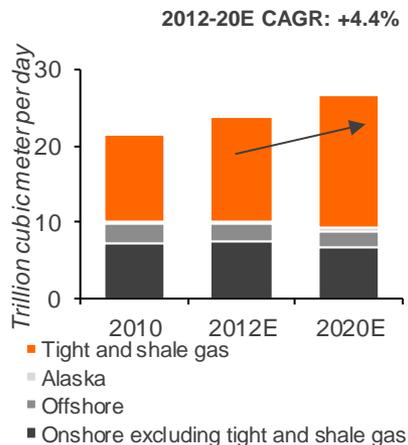
Source: Baker Hughes

US Shale Production Forecasts

US Tight Oil Production

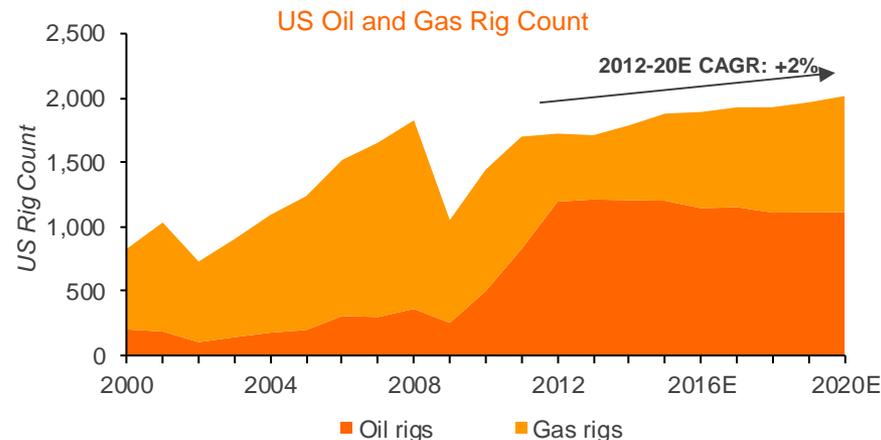


US Tight and Shale Gas Production



Source: Baker Hughes

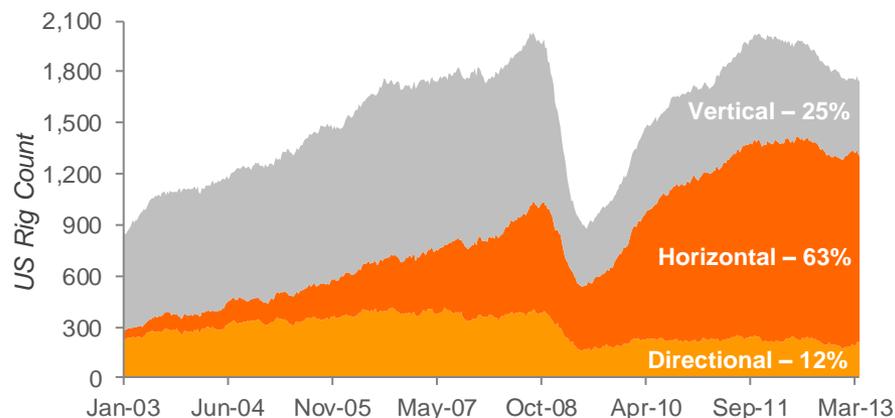
US Rigs Expected to Increase by 2% p.a.



Source: Woodmac

Premium Tubular Content Increasing with Unconventional Drilling Activity

US Oil and Gas Rigs by Type of Drilling

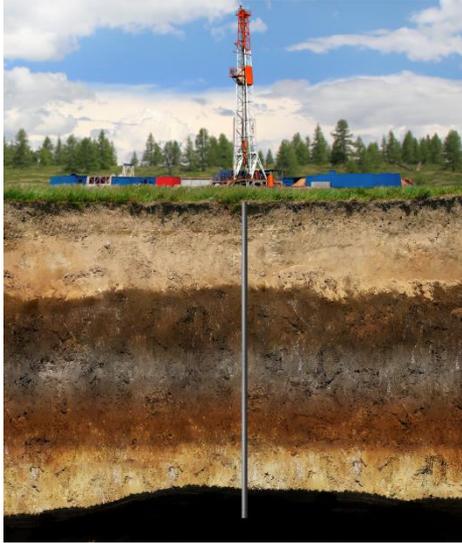


Source: Baker Hughes

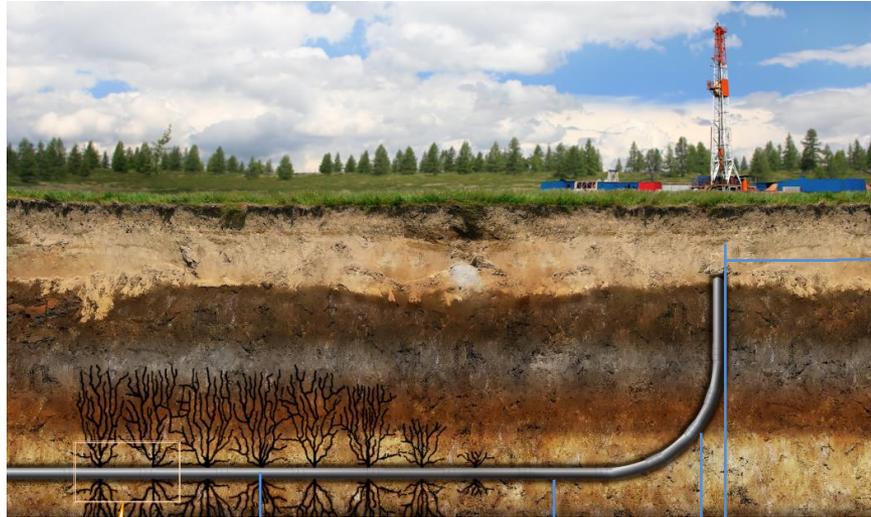
Shift to Unconventional Drilling Drives Demand for Seamless and Premium Products



Conventional (Vertical) Drilling



Unconventional (Horizontal) Drilling (Hydraulic Fracturing)



Drilling with casing TMK CWB



	Vertical Shale	Horizontal Shale
Length, km	Up to 5	Up to 10
% Seamless	35%	60%
% Premium Connections	<5%	30%
OCTG Tons per Well	45	190
% Small OD <7"	25%	65%

Seamless / Welded Tubing



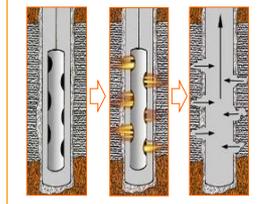
Premium Connections



Drilling



Fracturing



Seamless / Welded Casing



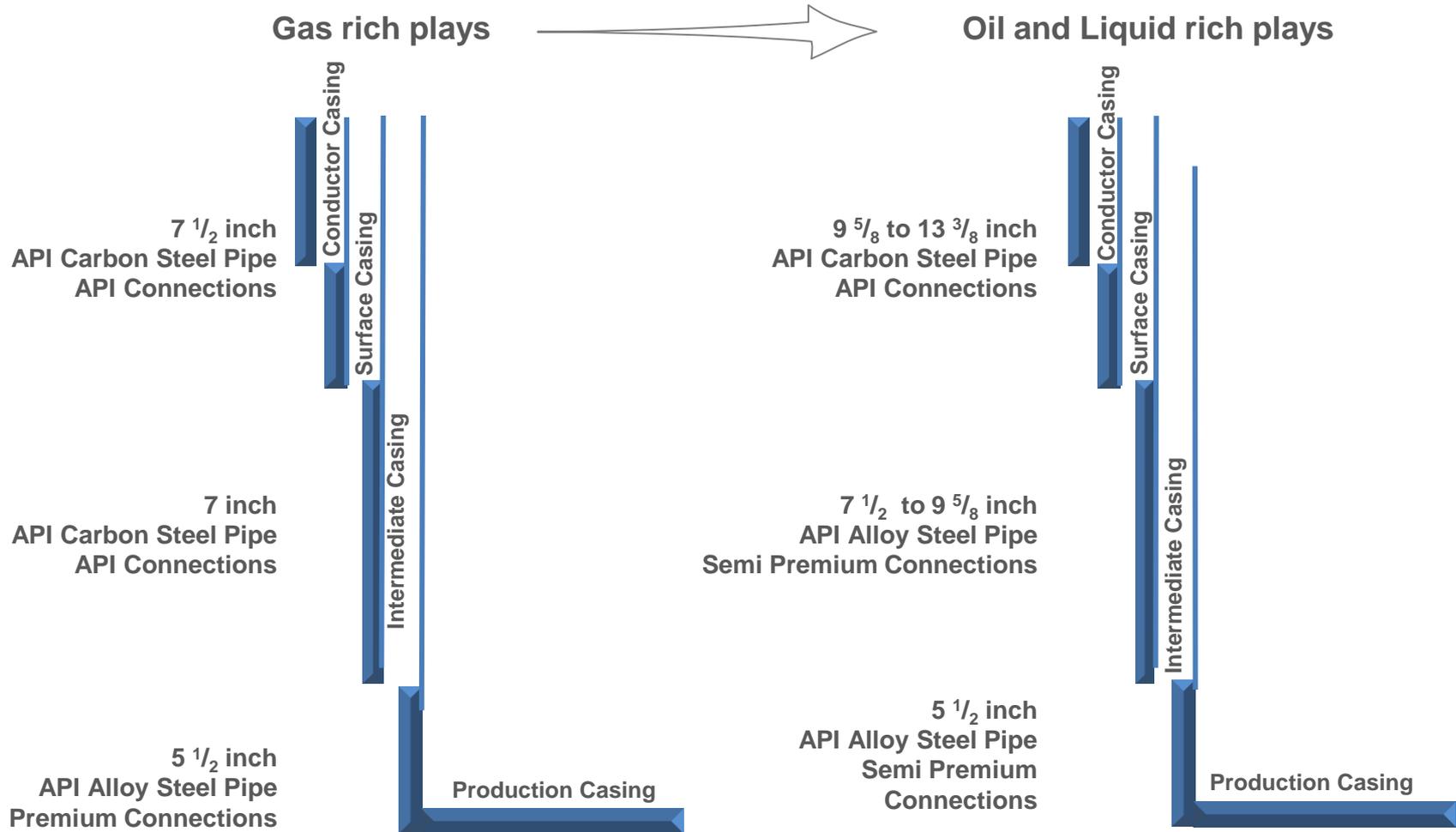
Source: J.P. Morgan, Industry Sources

From Gas Shale to Oil Shale



Shift from gas to oil is changing product demands and sales mix

- Move to shallower wells, with less pressure utilizing API alloy pipe with **SEMI PREMIUM connections** rather **PREMIUM CONNECTIONS**



Shale Gas Revolution Led to an Increase in Natural Gas Consumption



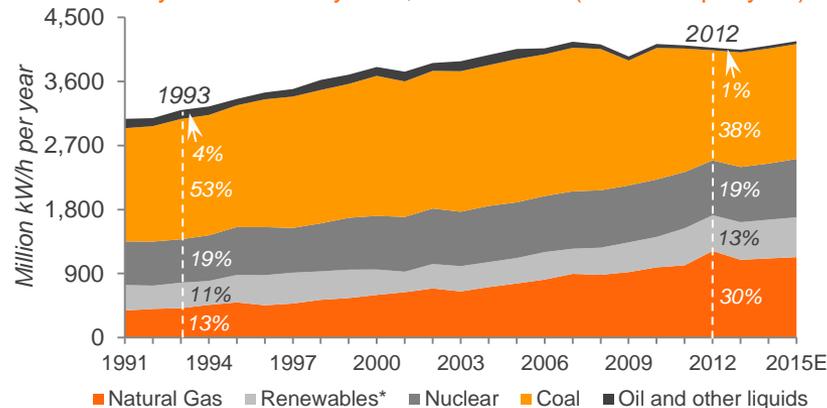
Key Considerations

- The shale gas revolution led to a 48% surge in natural gas output in the US in the seven years to late 2012.
- Natural gas prices started falling significantly and now stand at only a quarter of the prevailing level back then.
- Drop in natural gas prices led to an increase in gas consumption in the US, especially by power generation industry.
- As gas prices fall significantly power plants switched to using natural gas for base load generation rather than coal and as a result significantly more gas-fueled power capacity was added in the US.

Source: Sberbank CIB

With Gas Prices Falling Gas-Fueled Power Capacity Extended

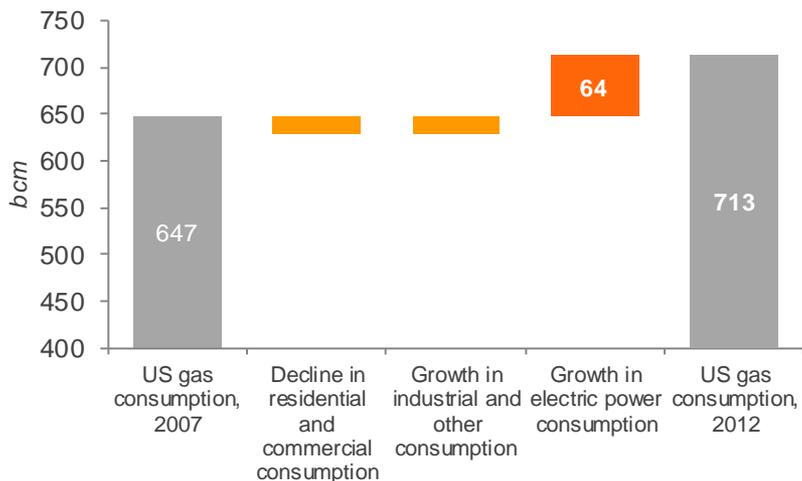
US Electricity Generation by Fuel, 1991-2015E (mln kW/h per year)



*hydroelectric, biomass, geothermal, solar/PV, wind
Source: US Department of Energy

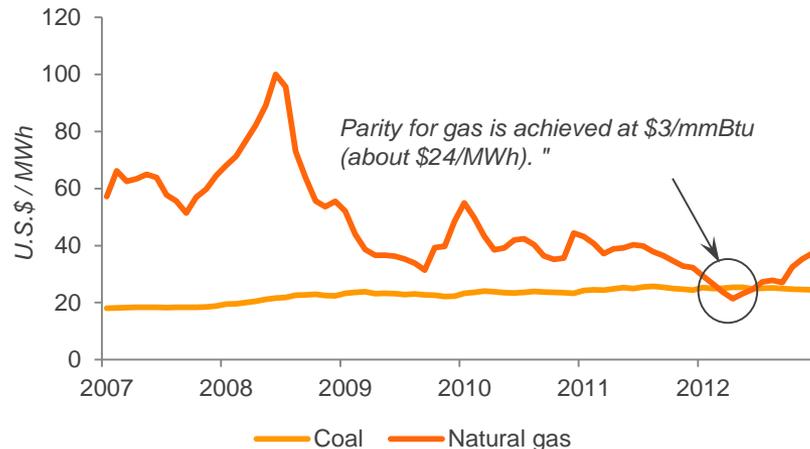
Drop in Gas Prices Led to an Increase in Gas Consumption

US Gas Consumption Breakdown (bcm)



Source: US Department of Energy, Sberbank CIB

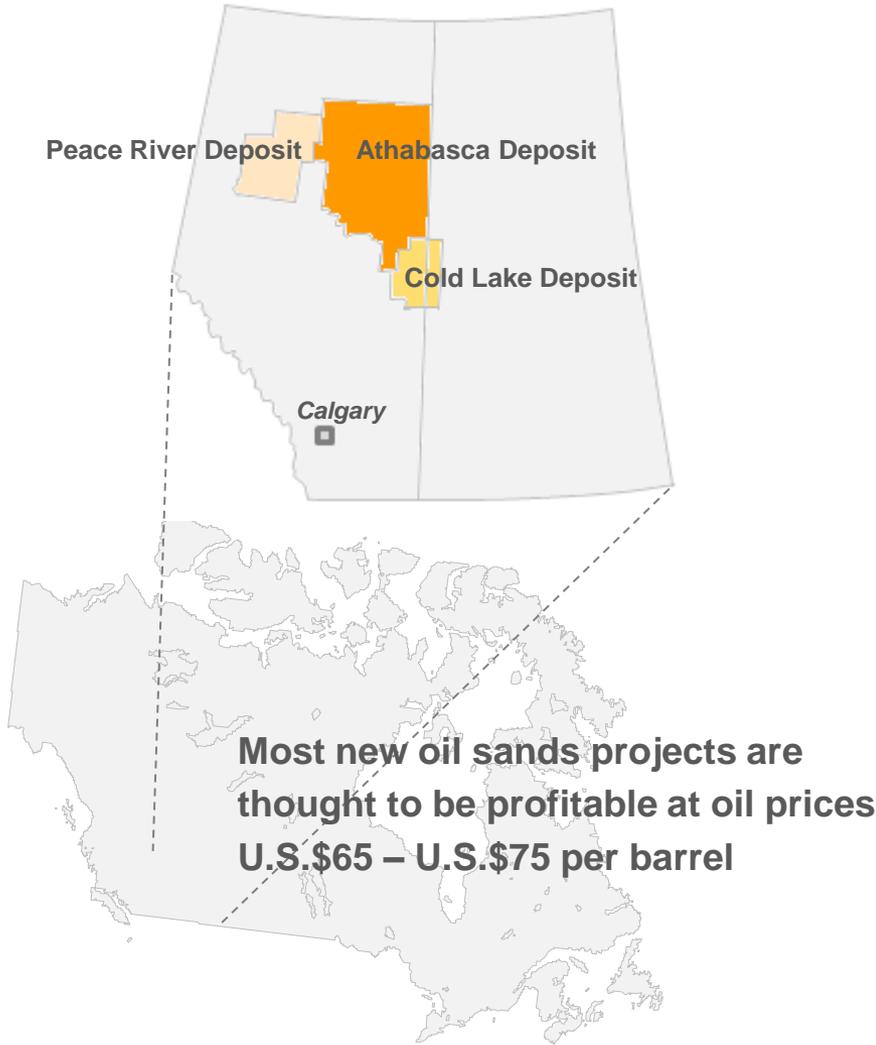
US power generation fuel costs, \$/MWh



Source: US Department of Energy, Sberbank CIB

Canadian Oil Sands

Three Major Oil Sands Deposits



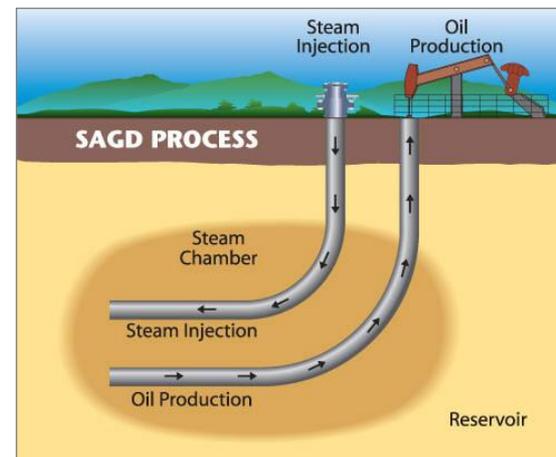
Source: Canadian Association of Petroleum Producers, World Energy Outlook 2010

Canadian Oil Sands – Fast Facts

- Around 170 billion of Oil Sands reserves
- Potential for over 100 years of production
- Mining – less than 200 feet deep: 20% of reserves
- Drilling – more than 200 feet deep: 80% of reserves
- Canada: 21% of U.S. oil imports in 2009, 37% - in 2035F. About half of the Canadian Crude Oil imports come from Oil Sands.
- By 2025, production from Canadian Oil Sands is expected to rise from about 1.4 million barrels per day to about 3.5 million barrels per day

Source: Canadian Association of Petroleum Producers, EIA, CERA

Drilling – Steam Assisted Gravity Drainage (SAGD)



Source: Canadian Centre for Energy Information

Financial Overview

Key Consolidated Financial Highlights

<i>(US\$mIn)^(a)</i>	2008	2009	2010	2011	2012
Revenue	5,690	3,461	5,579	6,754	6,688
Adjusted EBITDA^(b)	1,047	328	942	1,050	1,040
<i>Adjusted EBITDA Margin (%)</i>	<i>18%</i>	<i>9%</i>	<i>17%</i>	<i>16%</i>	<i>16%</i>
Profit (Loss)	198	(324)	104	385	282
<i>Net Profit Margin (%)</i>	<i>3%</i>	<i>NM</i>	<i>2%</i>	<i>6%</i>	<i>4%</i>
Pipe Sales ('000 tonnes)	3,227	2,769	3,962	4,185	4,238
Average Net Sales/tonne (US\$)^(c)	1,763	1,250	1,408	1,614	1,578
Cash Cost per tonne (US\$)^(d)	1,263	979	1,027	1,207	1,168
Cash Flow from Operating Activities	740	852	386	787	929
Capital Expenditure^(e)	840	395	314	402	445
Total Debt^(f)	3,211	3,752	3,872	3,787	3,885
Net Debt^(f)	3,063	3,504	3,711	3,552	3,656
Short-term Debt/Total Debt	70%	41%	18%	16%	27%
Net Debt/Adjusted EBITDA	2.9x	10.7x	3.9x	3.4x	3.5x
Adjusted EBITDA/Finance Costs	3.8x	0.7x	2.2x	3.5x	3.5x

(a) IFRS financials figures were rounded for the presentation's purposes. Minor differences with FS may arise due to rounding

(b) Adjusted EBITDA is calculated as profit before tax plus finance costs minus finance income plus depreciation and amortisation adjusted for non-operating and non-recurrent items

(c) Sales include other operations and is calculated as Revenue divided by sales volumes tonnes

(d) Cash Cost per Tonne is calculated as Cost of Sales less Depreciation & Amortisation divided by sales volumes

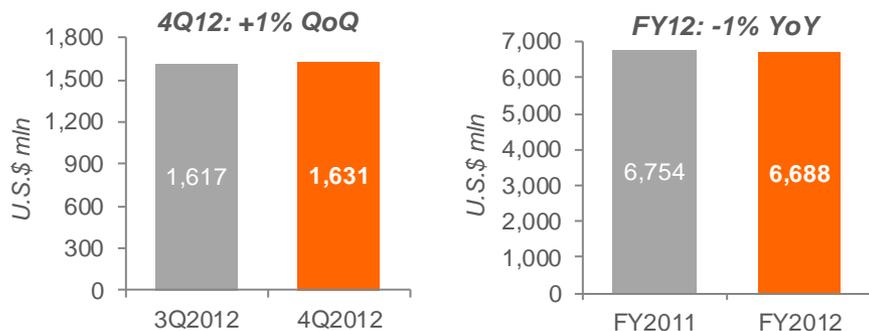
(e) Purchase of PP&E investing cash flows

(f) Total debt represents interest bearing loans and borrowings plus liability under finance lease; Net debt represents Total debt less cash and cash equivalents and short-term financial investments

Source: TMK Consolidated IFRS Financial Statements

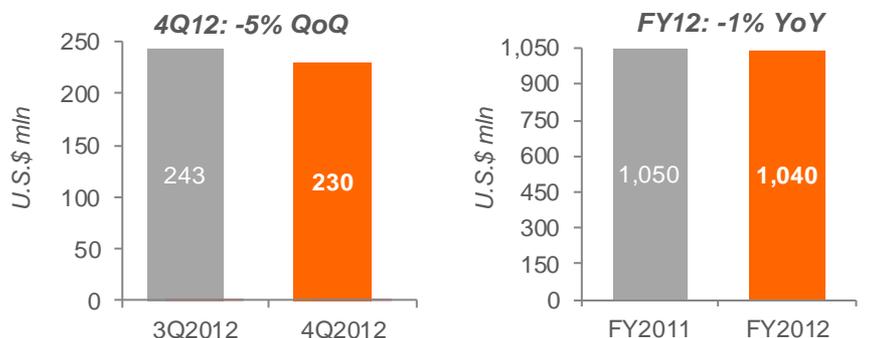
4Q 2012 and FY 2012 Summary Financial Highlights

Revenue



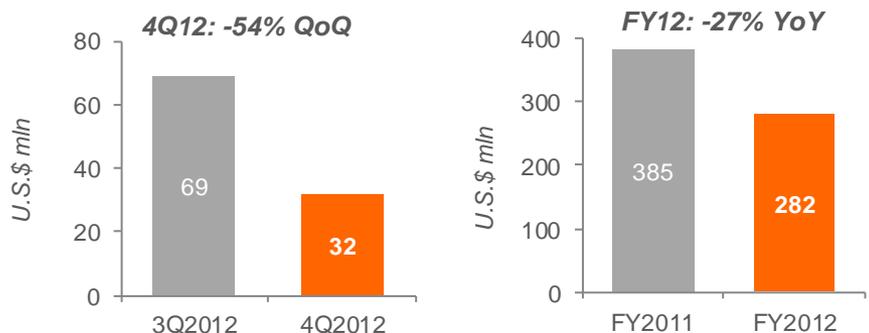
- 4Q 2012 revenue was relatively flat QoQ, with unfavorable changes in seamless pipe pricing in the American division being offset by higher LDP volumes in the Russian division and the favorable currency translation effect.
- FY 2012 revenue decreased YoY mainly due to the negative impact of currency translation, excluding currency impact revenue would grow by \$252 million.

Adjusted EBITDA⁽¹⁾



- 4Q 2012 Adjusted EBITDA decreased QoQ due to lower sales and weaker pricing in the American division. Adjusted EBITDA Margin was 14%.
- FY 2012 Adjusted EBITDA decreased YoY due to impact of unfavorable currency translation, higher operating expenses and negative sales mix in the American division, partially offset by higher volumes of OCTG and better profitability of the welded business in Russia. Adjusted EBITDA Margin was 16%.

Net Income



- 4Q 2012 net income decreased QoQ primarily due to lower gross profit.
- FY 2012 net income declined YoY primarily as a result of higher operating expenses, impairment of assets and loss on changes in fair value of derivative financial instrument.

(1) Adjusted EBITDA is calculated as profit/loss before tax plus finance costs minus finance income plus depreciation and amortization adjusted for non-cash items

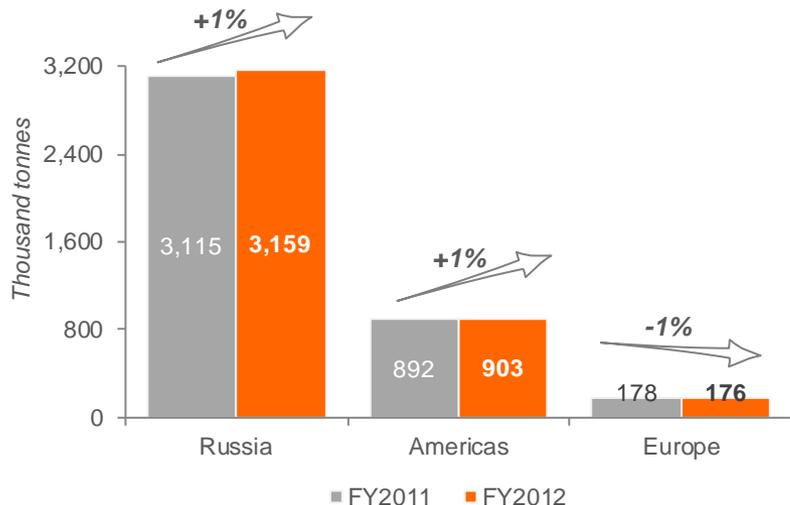
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Source: TMK Consolidated IFRS Financial Statements, TMK data

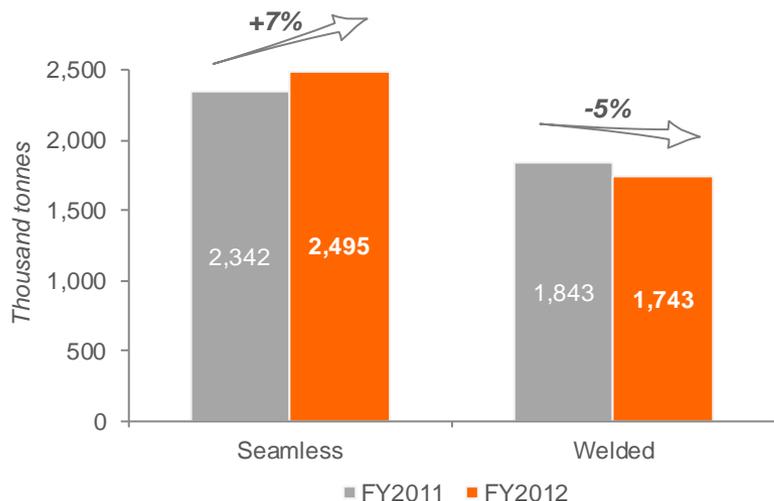
FY 2012 Sales by Division and Group of Product

FY 2012 Sales by Division



- Russian division sales increased YoY mainly due to higher demand for seamless OCTG and line pipe as well as welded line pipe that was significantly offset by the decrease in sales of LDP.
- American division sales increased YoY due to higher welded pipe volumes that were offset by lower demand for seamless pipe.
- European division sales decrease YoY reflecting the current weak demand in the European Union and growing competition.

FY 2012 Sales by Group of Product

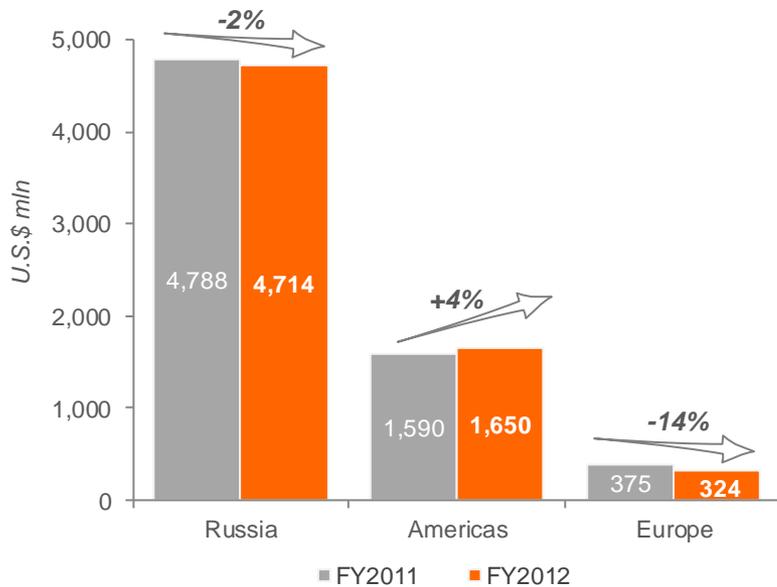


- Seamless volumes increased YoY mainly due to higher seamless sales in the Russian division supported by robust drilling activity and sustained high oil prices.
- Welded volumes decreased YoY mostly due to lower sales of welded pipe in Russia as a result of a decline in LD pipe sales as some major pipeline projects were completed or postponed.
- Total OCTG sales increased by 12% YoY supported by the robust drilling activity of Russian oil companies on the back of sustained high oil prices.

FY 2012 Revenue by Division



FY 2012 Revenue



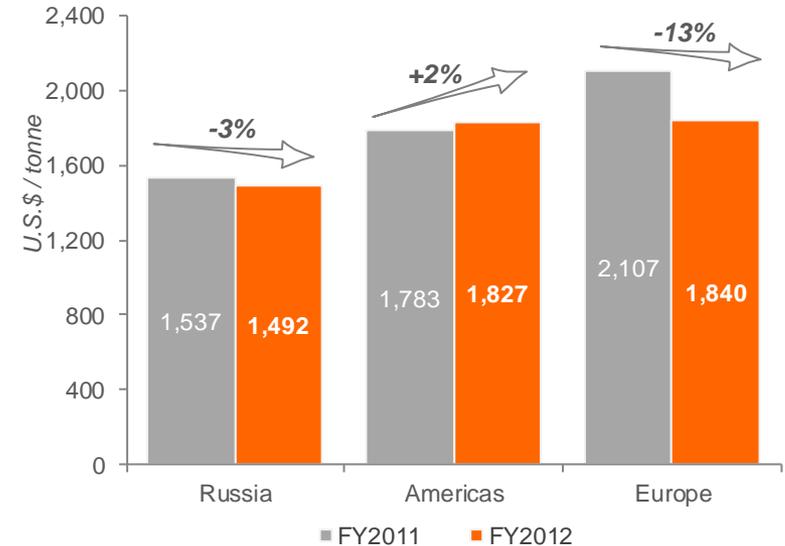
- Russian division decreased due to the negative impact of currency translation, lower volumes and unfavorable sales mix of welded pipe as a result of a decrease in LDP sales.
- American division increased due to higher volumes of primarily welded OCTG and line pipe, changes in pricing and sales mix of seamless pipe, largely offset by a drop in sales of both seamless industrial and line pipe.
- European division decreased due to the negative impact of currency translation, while sales of seamless industrial pipe increased year-on-year.

Source: Consolidated IFRS Financial Statements, TMK data

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FY 2012 Revenue per Tonne*

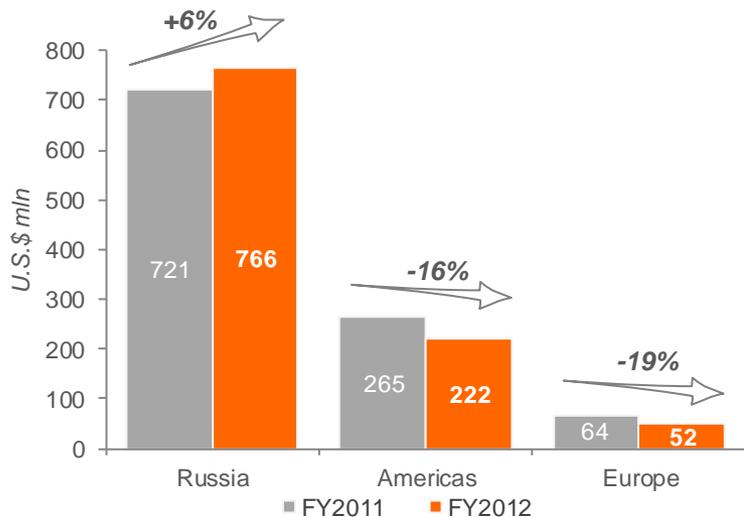


* Revenue per tonne for all three divisions include other revenue

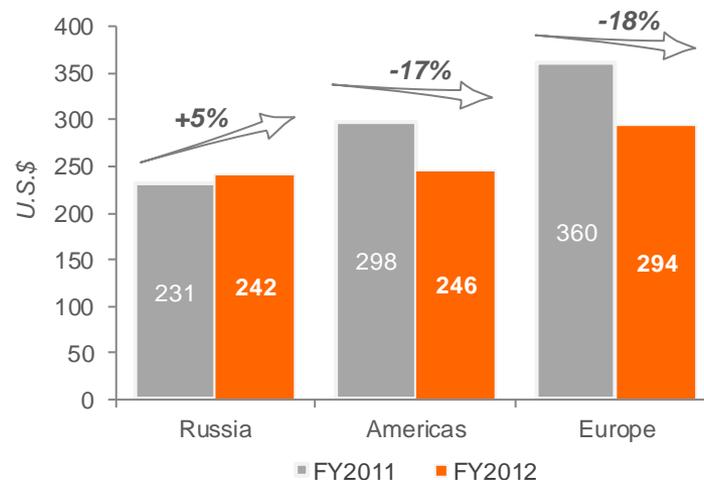
- Russian division revenue per tonne decreased mainly due to the negative impact of currency translation and lower share of LD pipe in the Company's sales.
- American division revenue per tonne increased primarily due to better pricing partially offset by negative product mix.
- European division revenue per tonne decreased due to the negative impact of currency translation and weaker pricing.

FY 2012 Adjusted EBITDA by Division vs. Prior Year

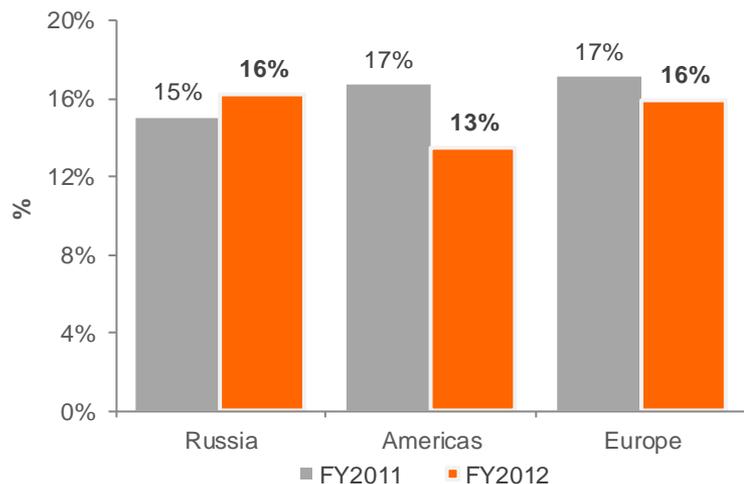
FY 2012 Adjusted EBITDA



FY 2012 Adjusted EBITDA per Tonne



FY 2012 Adjusted EBITDA Margin



- Russian division Adjusted EBITDA increased on the back of higher seamless OCTG volumes and improved profitability in the welded segment due to a significant drop in the average purchase price for steel coil.
- American division Adjusted EBITDA declined largely due to negative sales mix, in particular higher share of welded pipe, and decreased profitability of seamless pipe due to higher fixed costs absorption.
- European division Adjusted EBITDA decrease due to the lower revenues resulted mostly from the unfavorable currency translation effect and weaker pricing

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Source: TMK Consolidated IFRS Financial Statements, TMK data

Seamless – Core to Profitability



U.S.\$ mln (unless stated otherwise)		4Q 2012	QoQ, %	FY 2012	YoY, %
SEAMLESS	Volumes- Pipes, kt	619	+2%	2,495	+7%
	Net Sales	999	1%	4,134	+6%
	Gross Profit	246	3%	1,088	+1%
	Margin, %	25%		26%	
	Avg Net Sales / Tonne (U.S.\$)	1,613	-2%	1,657	-1%
	Avg Gross Profit / Tonne (U.S.\$)	398	0%	436	-5%
WELDED	Volumes- Pipes, kt	463	+4%	1,743	-5%
	Net Sales	568	+4%	2,257	-11%
	Gross Profit	72	-29%	343	0%
	Margin, %	13%		15%	
	Avg Net Sales / Tonne (U.S.\$)	1,228	0%	1,295	-6%
	Avg Gross Profit / Tonne (U.S.\$)	155	-32%	197	+5%

- Sales of seamless pipes generated **61%** of total Revenue in 4Q 2012 and **62%** of total Revenue for FY 2012.
- Gross Profit from seamless pipe sales represented **74%** of 4Q 2012 total Gross Profit and **73%** of FY 2012 total Gross Profit.
- **25% Gross Profit Margin** from seamless pipes sales in 4Q 2012 and **26% Gross Profit Margin** for FY 2012.
- Even with QoQ declining volumes in seamless pipe, and increasing volumes in welded pipe, seamless pipe continues to be core of the Company's profitability.

Source: Consolidated IFRS Financial Statements, TMK data

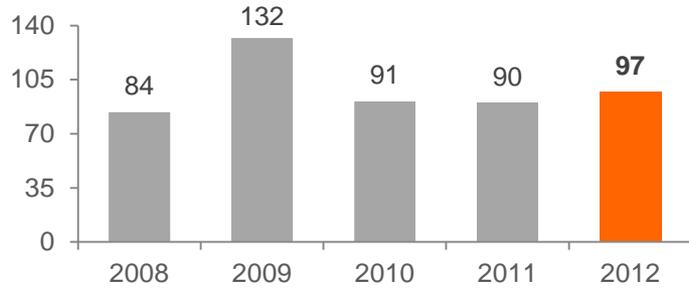
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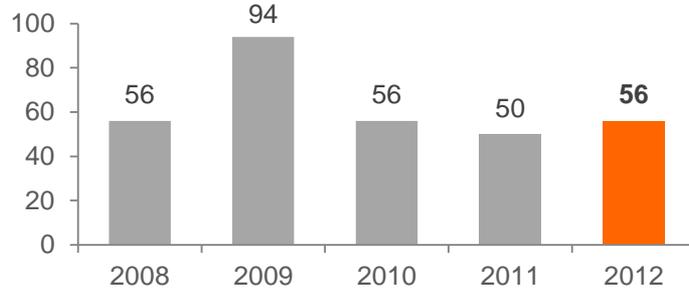
Working Capital Position



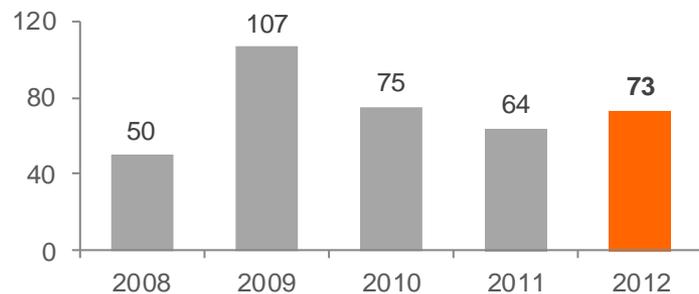
Inventories (Days)



Accounts Receivable (Days)

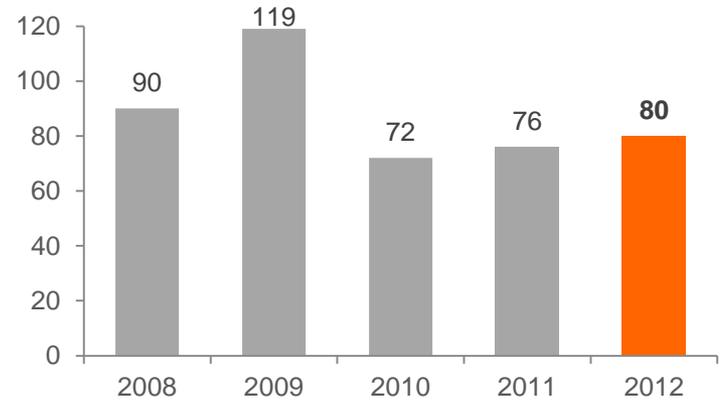


Accounts Payable (Days)



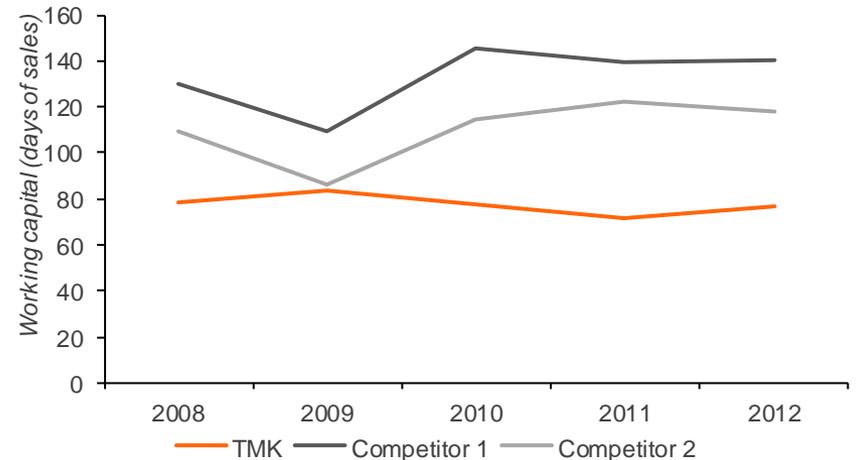
Source: TMK data

TMK Cash Conversion Cycle (days)



Source: TMK data

Working Capital as Days of Sales

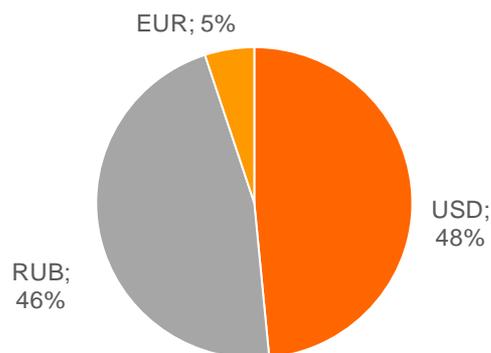


Source: TMK data, annual reports for other companies

TMK Continues to Optimize its Capital Structure and Develop a Flexible, Cost-effective Debt Portfolio

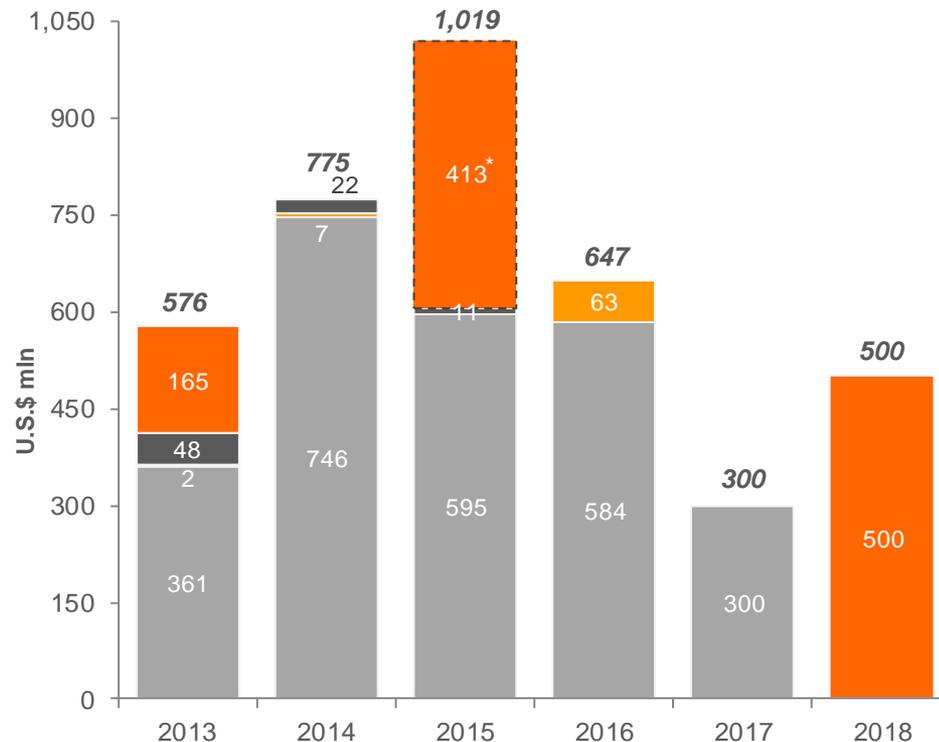
- As of December 31, 2012, total financial debt accounted for U.S.\$3,885 mln
- 73% of total financial debt is long-term
- 28% of Total Debt is represented by Eurobonds, convertible bonds and rouble bonds, 72% - bank loans
- Weighted average nominal interest rate totalled 6.99%, up by 7 bps from December 31, 2011
- As of December 31, 2012, borrowings with a floating interest rate represented U.S.\$667 million, or 17%, borrowings with a fixed interest rate – U.S.\$3,165 million, or 83%
- As of December 31, 2012, unutilized borrowing facilities amounted to U.S.\$1,542 million
- Credit Ratings: S&P – B+, Stable; Moody's – B1, Stable

Debt Structure by Currency as of December 31, 2012



Note: Numbers represent TMK management accounts and differ from IFRS figures for the amounts of accrued interest, debt issue cost and liabilities under finance lease, and other items not related to the principal amount of debt

Maturity Profile as of December 31, 2012



■ Bank Loans ■ Overdrafts ■ Investment Loans ■ Bonds

* Convertible bond with a conversion price of \$22.308/GDR and a put option due on 11 February 2013. In IFRS accounts convertible bond liability was included in short-term loans and borrowings as of December 31, 2012. However at the time of the issuance of this presentation, TMK is aware that no bondholders have executed or will execute their rights to request redemption of the bonds, and at the closest reporting date the convertible bonds will be classified as the long-term liability.

Note: TMK management accounts. Figures above are based on non-IFRS measures, estimates from TMK management

Appendix – Summary Financial Accounts

Income Statement



<i>U.S.\$ mln</i>	2012	2011	2010	2009	2008
Revenue	6,688	6,754	5,579	3,461	5,690
Cost of Sales	(5,204)	(5,307)	(4,285)	(2,905)	(4,252)
Gross Profit	1,483	1,446	1,293	556	1,438
Selling and Distribution Expenses	(433)	(411)	(403)	(313)	(344)
General and Administrative Expenses	(293)	(283)	(232)	(204)	(268)
Advertising and Promotion Expenses	(11)	(9)	(11)	(5)	(10)
Research and Development Expenses	(17)	(19)	(13)	(10)	(15)
Other Operating Expenses, Net	(57)	(40)	(34)	(17)	(45)
Foreign Exchange Gain / (Loss), Net	23	(1)	10	14	(100)
Finance Costs, Net	(275)	(271)	(412)	(404)	(263)
Other	(16)	132	(12)	(46)	(85)
Income / (Loss) before Tax	405	544	185	(427)	308
Income Tax (Expense) / Benefit	(123)	(159)	(81)	103	(110)
Net Income / (Loss)	282	385	104	(324)	198

Source: Consolidated IFRS Financial Statements

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Statement of Financial Position

U.S.\$ mln	31-Dec-12	31-Dec-11	31-Dec-10	31-Dec-09	31-Dec-08
ASSETS					
Cash and Bank Deposits	225	231	158	244	143
Accounts Receivable	914	772	720	580	758
Inventories	1,346	1,418	1,208	926	1,176
Prepayments	180	200	172	223	213
Other Financial Assets	4	4	4	4	4
Total Current Assets	2,670	2,625	2,262	1,977	2,294
Assets Classified as Held for Sale	-	-	8	-	-
Total Non-current Assets	4,930	4,507	4,592	4,704	4,774
Total Assets	7,600	7,132	6,862	6,681	7,068
LIABILITIES AND EQUITY					
Accounts Payable	1,132	1,053	878	1,057	808
ST Debt	1,068	599	702	1,537	2,216
Dividends	-	-	-	-	-
Other Liabilities	74	53	94	28	716
Total Current Liabilities	2,275	1,705	1,674	2,622	3,740
LT Debt	2,817	3,188	3,170	2,214	994
Deffered Tax Liability	302	305	300	272	371
Other Liabilities	124	110	110	83	52
Total Non-current Liabilities	3,243	3,602	3,580	2,569	1,417
Equity	2,082	1,825	1,607	1,490	1,910
<i>Including Non-Controlling Interest</i>	96	92	95	74	97
Total Liabilities and Equity	7,600	7,132	6,862	6,681	7,068
Net Debt	3,656	3,552	3,710	3,503	3,063

Source: Consolidated IFRS Financial Statements

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Cash Flow



U.S.\$ mln	2012	2011	2010	2009	2008
Profit / (Loss) before Income Tax	405	544	185	(427)	308
<i>Adjustments for:</i>					
Depreciation and Amortisation	326	336	301	313	248
Net Interest Expense	275	271	412	406	263
Others	34	(101)	44	36	228
Working Capital Changes	(34)	(156)	(527)	558	(81)
Cash Generated from Operations	1,006	894	415	886	966
Income Tax Paid	(77)	(107)	(29)	(33)	(227)
Net Cash from Operating Activities	929	787	386	852	740
Capex	(445)	(402)	(314)	(395)	(840)
Acquisitions	(33)	-	-	(510)	(1,185)
Others	23	25	43	14	1
Net Cash Used in Investing Activities	(455)	(377)	(271)	(891)	(2,024)
Net Change in Borrowings	(148)	4	103	582	1,780
Others	(341)	(339)	(289)	(447)	(443)
Net Cash Used in Financing Activities	(489)	(335)	(186)	135	1,337
Net Foreign Exchange Difference	10	(2)	(15)	4	2
Cash and Cash Equivalents at January 1	231	158	244	143	89
Cash and Cash Equivalents at YE	225	231	158	244	143

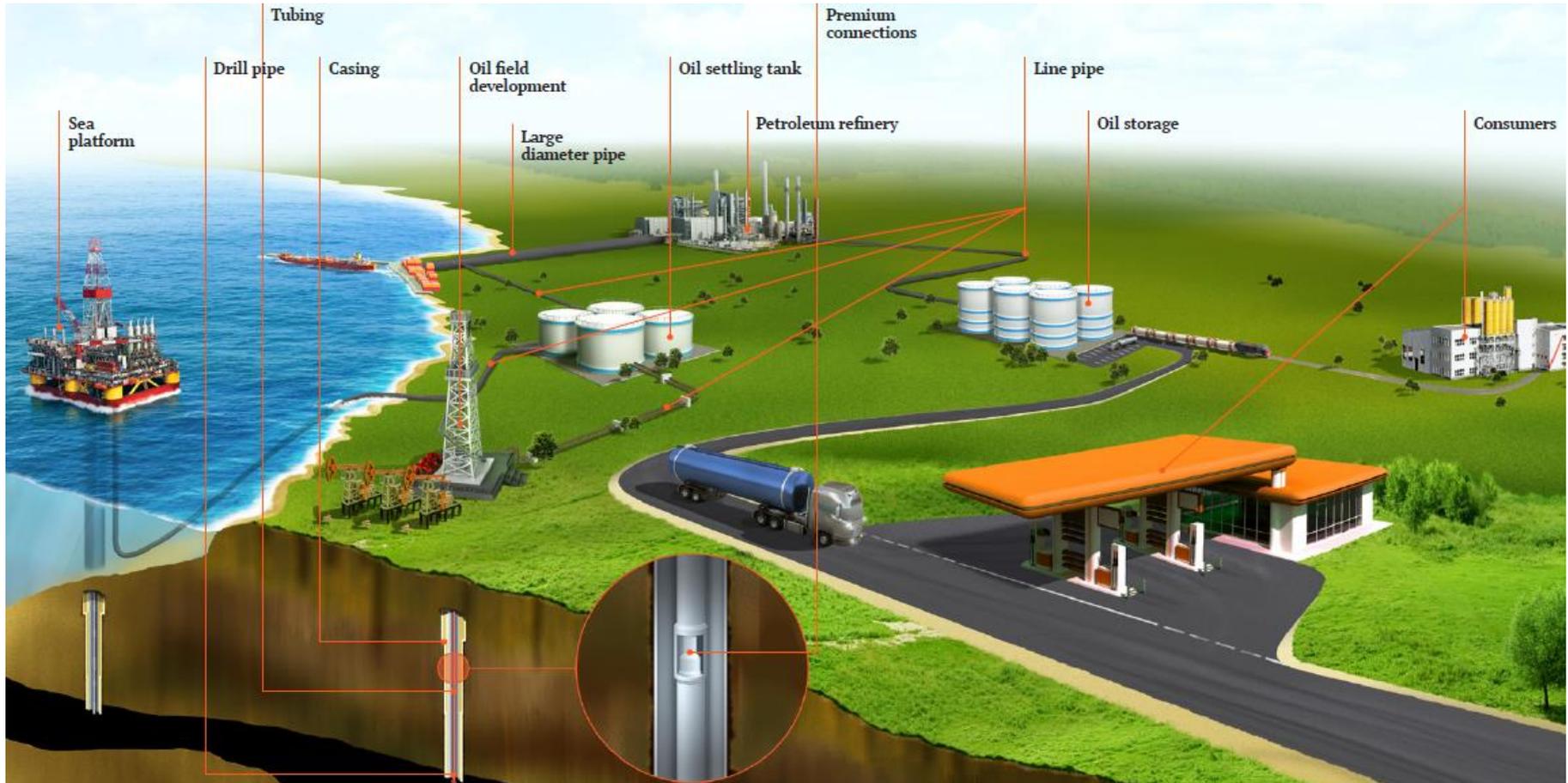
Source: Consolidated IFRS Financial Statements

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Appendix – TMK Products

Utilisation of TMK Pipe Products in Oil and Gas Industry



Seamless



OCTG

Threaded pipes for the oil and gas industry including drill pipe, casing and tubing



Line Pipe

Line pipe is used for the short-distance transportation of crude oil, oil products and natural gas



Industrial

These pipes are used in the automotive, machine building, and power generation sectors

Welded



OCTG

Threaded pipes for the oil and gas industry including drill pipe, casing and tubing



Line Pipe

Line pipe is used for the short-distance transportation of crude oil, oil products and natural gas



Large-Diameter

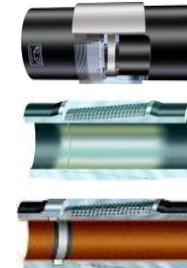
Large-diameter pipe is used in the construction of trunk pipeline systems for the long distance transportation of natural gas, crude oil and petroleum products



Industrial

These pipes are used in a wide array of applications and industries, including utilities and agriculture

Threading



Premium connections are gas tight, proprietary value-added products used to connect OCTG pipes and are used in sour, deep well, low temperature, and high-pressure applications

Premium Connections

Russian and North American Synergies

Both Russia and North America have benefitted during the past three years since the acquisition of IPSCO

Benefits for Russia

- Best business practices – Russia is implementing practices such as Six Sigma; first Russian-American Black Belt class graduated in late October
- Leverage premium product – Made TMK Premium a TMK Group initiative; cross-licensing and cross-selling Premium connections



Benefits for North America

- Technology – Building relationships between U.S. plants and Russian research community and technical universities to create innovative solutions to address current and future challenges
- Complementary product mix – Broaden product offering of seamless pipe, and to a lesser extent welded pipe, to service the North American market and drive incremental sales



The Acquisition Has Combined Two Strong Regional Companies into an Even More Capable Global Organization

- Cooperation – A combined commitment to develop advanced products that support our customers rapidly changing drilling technologies: as evidenced by our new research center and global portfolio of premium connections
- Global Scope – Functioning as a worldwide organization has increased global focus and is accelerating development outside of our dominant regions

Thank You

TMK Investor Relations

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