



TMK IR PRESENTATION

March 2019



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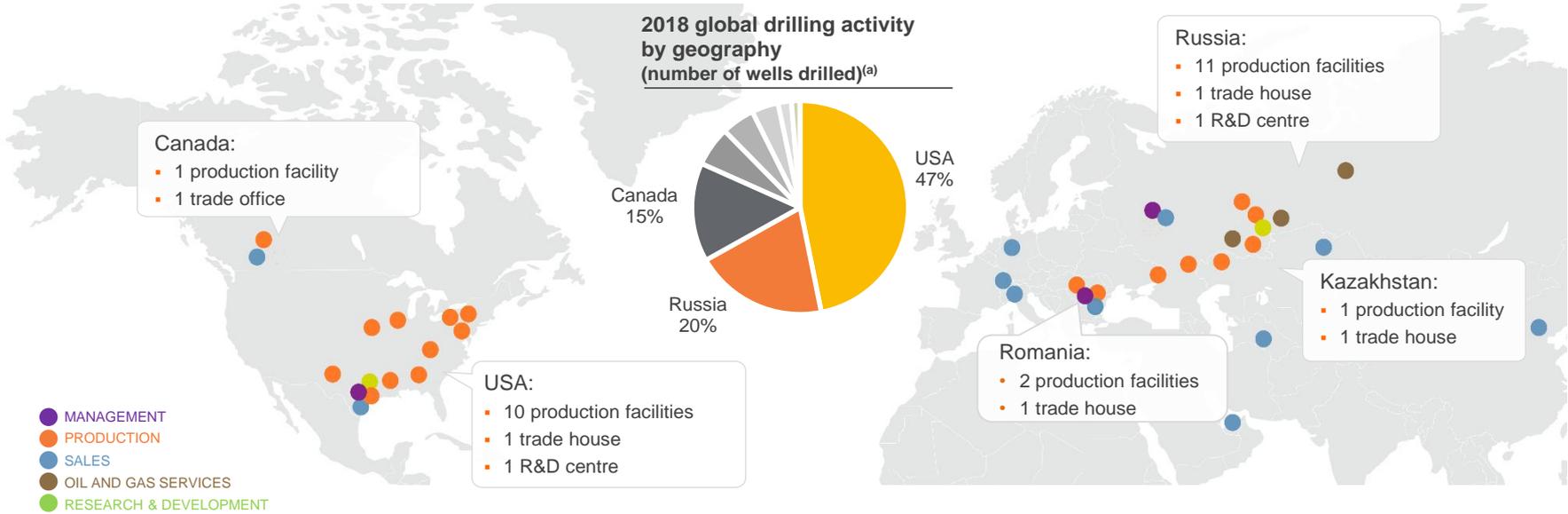


Company Overview

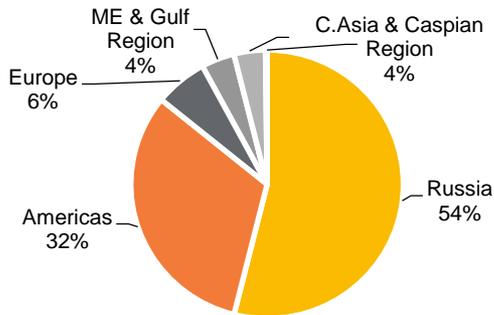


TMK– Global Supplier of Full Range of Pipes for Oil and Gas Industry

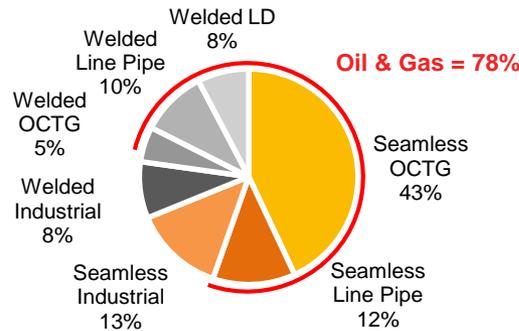
More than 20 production sites in Russia, the USA, Canada, Romania and Kazakhstan, with trade offices in 10 countries



TMK sales by region (2018)



TMK sales by product (2018)



Key financials

(US\$m/ln)	2014	2015	2016	2017	2018
Revenue	6,009	4,127	3,338	4,394	5,099
Adj. EBITDA	829	651	530	605	700
Adj. EBITDA Margin (%)	14%	16%	16%	14%	14%
FCF ^(b)	252	498	395	77	256
Net Profit (Loss)	(217)	(368)	166	30	0
Net Debt	2,969	2,496	2,539	2,688	2,437

Source: Company data

Note: Percentages and other figures included in this presentation are subject to rounding adjustments. Totals therefore do not always add up to exact arithmetic sums

(a) Spears & Associates. Excluding China and Central Asia. Onshore and offshore drilling

(b) Calculated as Net cash flows from operating activities plus Net cash flows used in investing activities



TMK Today – Key Investment Highlights

1

Industry-leading market position and large modern asset base

- Dominant #1 player in seamless OCTG industry in Russia and Top-3 in the US
- State-of-the-art underutilised production base with major investments completed over 10 years in 2004-14
- Established longstanding relationships with major oil & gas upstream and midstream players

2

Combined exposure to some of the most attractive and dynamic regional oil & gas markets

- Russia – large low-cost oil producing region; a major market with increased drilling activity in 2017-2018
- TMK - dominant player in Russian oil & gas with 33%^(a) market share for pipes used in the oil and gas industry, 63%^(a) market share in seamless OCTG
- US OCTG market is at the recovery stage, following a c.75% demand contraction in 2014-2016 – with shale industry supported by OPEC agreement and conducive political environment under new administration
- TMK – Top-3 US OCTG producer

3

Low-cost position and stability of margins underpinned by significant vertical integration

- High degree of vertical integration in the seamless business due to in-house steel production
- Ability to pass through costs of steel products – demonstrated by stable margins throughout the cycle
- Substantial improvement in the global competitive positioning on the back of Ruble devaluation in 2014-16

4

Cost-cutting discipline and consistent focus on de-leveraging

- Cost-cutting programs with Adjusted EBITDA^(b) effect of US\$100m+ in the each of the past 3 years; disciplined capex
- Continuous reduction in net debt (US\$1bn+ reduction in net debt since 2013)

5

Superior governance practices and uniquely stable and experienced management team

- Core management team unchanged since IPO in 2006
- 5 Independent Directors on the Board with vast diversified international and domestic experience

Source: Company data

Notes:(a) Company estimates for FY 2018

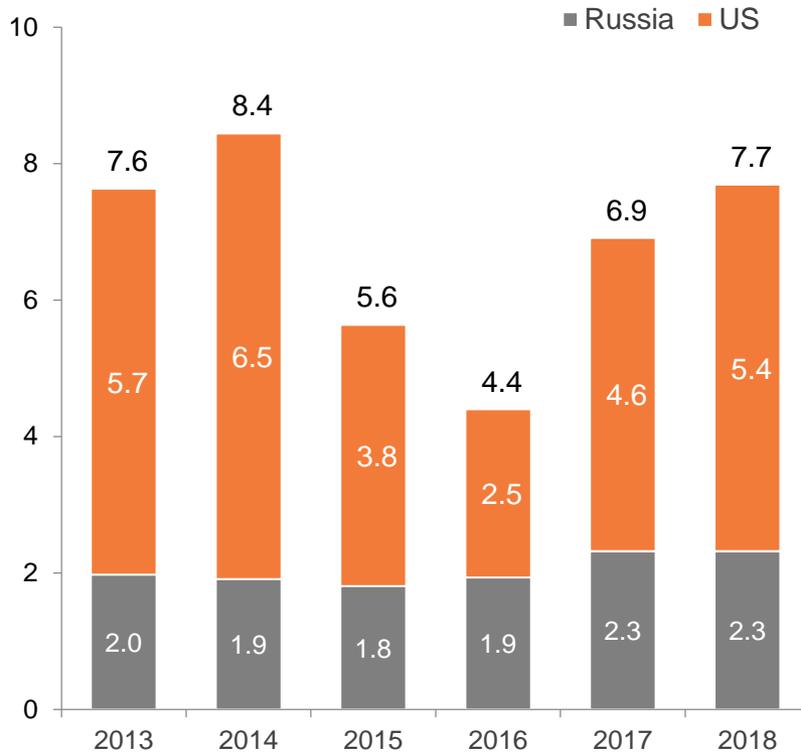
(b) Adjusted EBITDA for TMK represents profit/(loss) for the period excluding finance costs and finance income, income tax (benefit)/expense, depreciation and amortisation, foreign exchange (gain)/loss, impairment/ (reversal of impairment) of non-current assets, movements in allowances and provisions (except for provisions for bonuses), (gain)/loss on disposal of property, plant and equipment, (gain)/loss on changes in fair value of financial instruments, share of (profit)/loss of associates and other non-cash, non-recurring and unusual items



TMK Market Exposure

OCTG consumption in Russia and the US

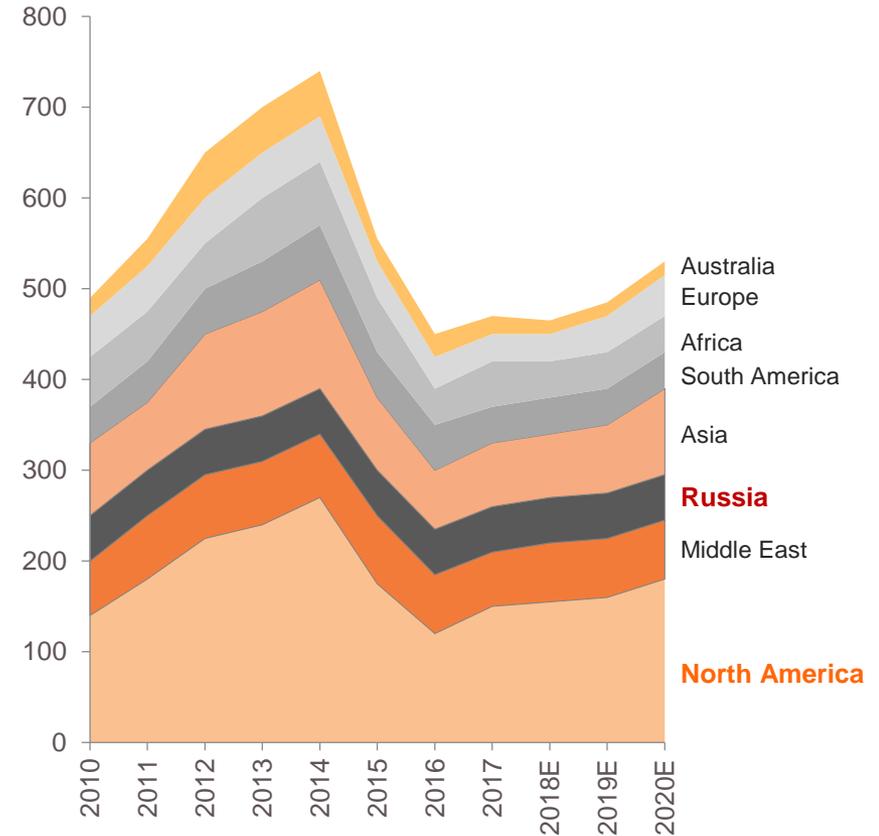
(m tonnes)



Source: Metal Expert for Russian OCTG consumption, Preston Pipe & Tube Report for US statistics

Global E&P investments

(US\$ bn nominal)



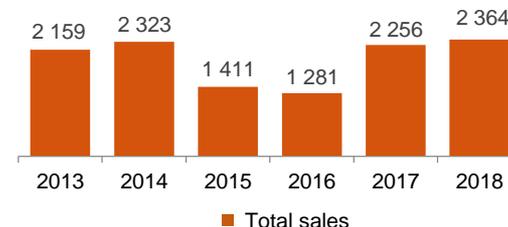
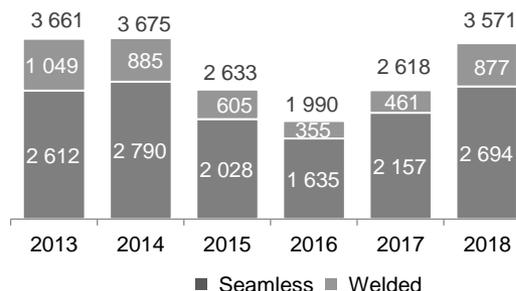
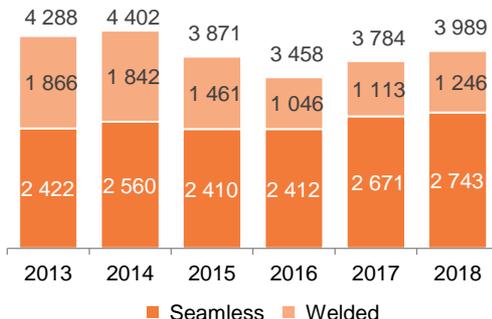
Source: Rystad Energy



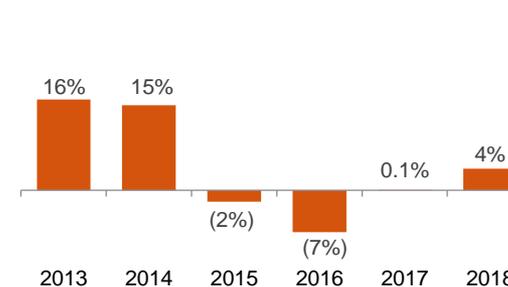
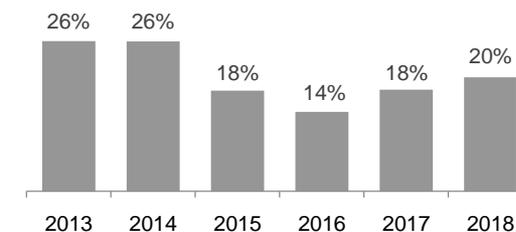
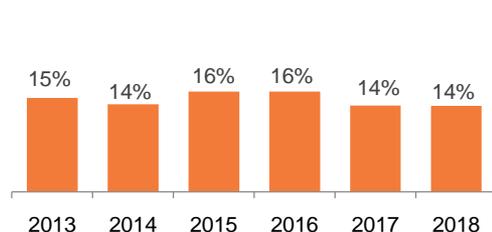
TMK – Superior Earnings Resilience Through the Cycle



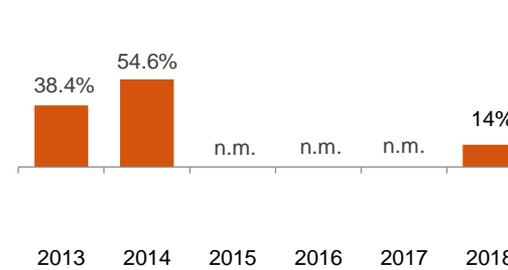
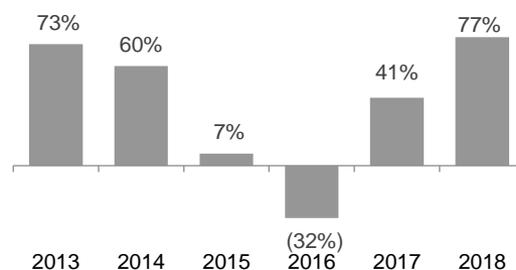
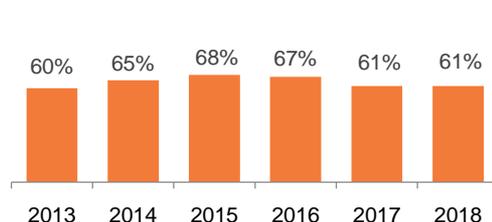
Total pipes sales volume (ths. tonnes)



Adjusted EBITDA margin^(a), %



Cash conversion^(b)



Source: Companies' public reporting

Note: (a) Adjusted EBITDA for TMK represents profit/(loss) for the period excluding finance costs and finance income, income tax (benefit)/expense, depreciation and amortisation, foreign exchange (gain)/loss, impairment/ (reversal of impairment) of non-current assets, movements in allowances and provisions (except for provisions for bonuses), (gain)/loss on disposal of property, plant and equipment, (gain)/loss on changes in fair value of financial instruments, share of (profit)/loss of associates and other non-cash, non-recurring and unusual items

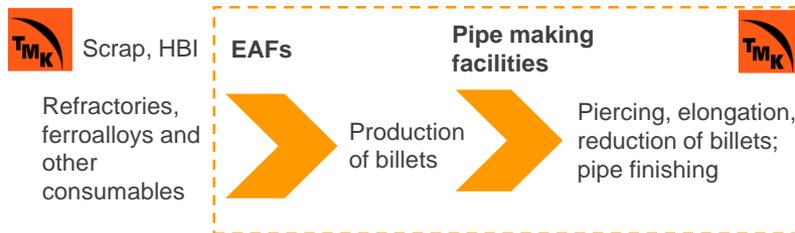
(b) Calculated as (Adjusted EBITDA – Capex) / Adjusted EBITDA



Vertically Integrated Model Ensuring Margin Stability

- Operating in one of the lowest cost regions for steel production globally
- Fully vertically integrated seamless pipe production (upstream and downstream) across all regional divisions
- Ability to pass through increases in the cost of steel products to end-customers
- Resilient margin throughout the cycle of high and low steel prices
- In 2016, an agreement with Metalinvest for supply of hot-briquetted iron (“HBI”) was signed

Seamless pipe – simplified value chain



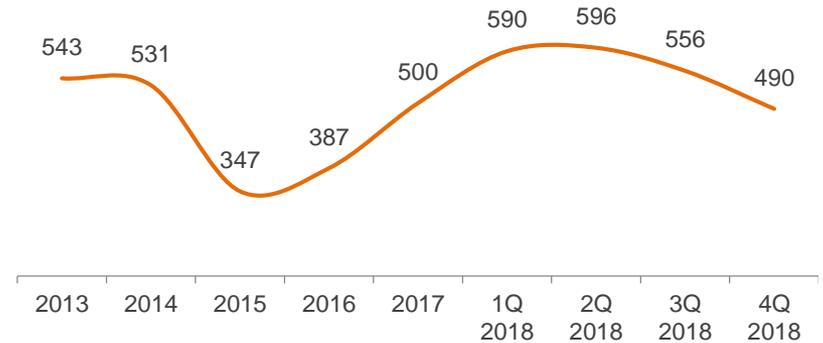
Welded pipe – simplified value chain



Perimeter of TMK operations in the value chain

Steel products price volatility

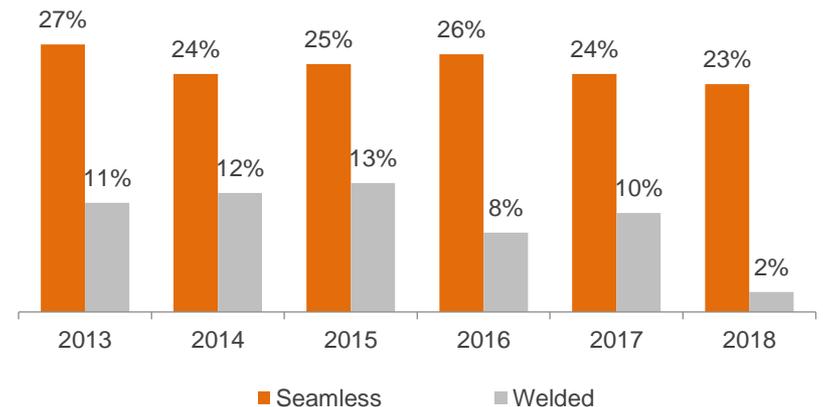
(US\$/t)



— HRC (FOB, Black Sea)

Source: Metal Expert

TMK gross margin by product segments



Source: TMK data



Strong Position in Multiple End-Markets for Pipes Beyond Oil & Gas

Automotive



- TMK-ARTROM is qualified as an authorised supplier for such companies as Dacia (a subsidiary of Renault)
- Supplier for Toyota

Civil Construction



- Galvanised pipe for the outer steel frame of the Otkritie Arena stadium in Moscow
- Impact resistant seamless pipe shipped for the construction of Zenit Arena stadium retractable roof in St Petersburg
- Structural steel pipe for the stadium roof in Samara

Energy and Chemicals



- Pipe shipments to energy and petrochemical businesses

Diversified Hi-Tech Solutions



- TMK-INOX stainless pipe of 8–114 mm diameter, used in nuclear, aircraft, automotive, aerospace and energy industries



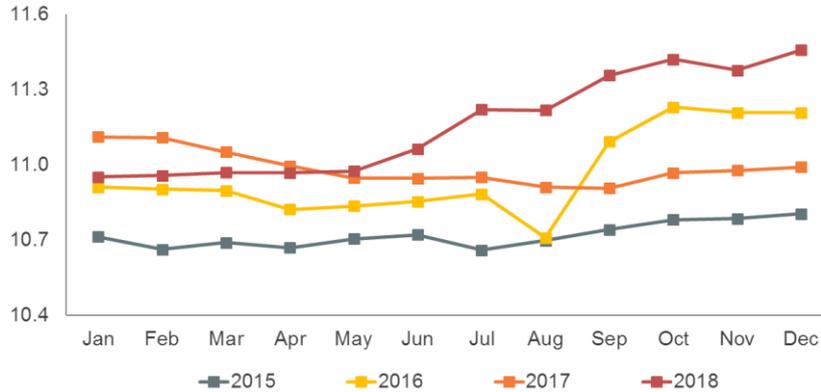
TMK Russian Division: Market Overview



Oil Production in Russia Remains Strong and This Creates Long-term Demand for High-End Oil & Field Services

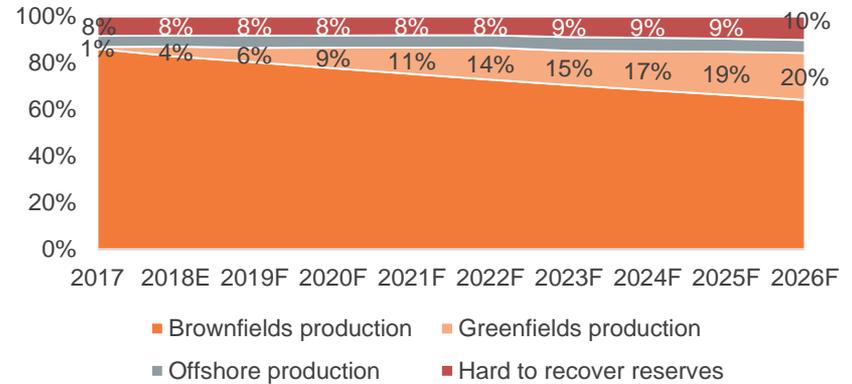
- Annual average oil production increased 1.6% YoY and came to 11.2 MMbpd in 2018
- Gradual stagnation of oil production from brownfields is accompanied by development of greenfield projects

Russian total oil output, MMbpd



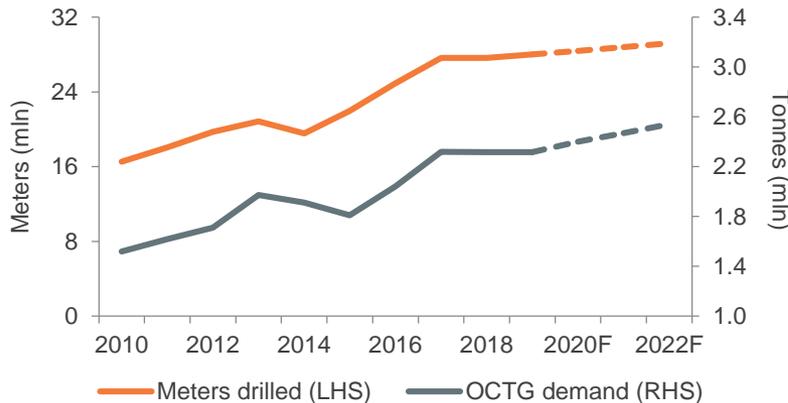
Source: Interfax, Info TEK

Oil production structure, %



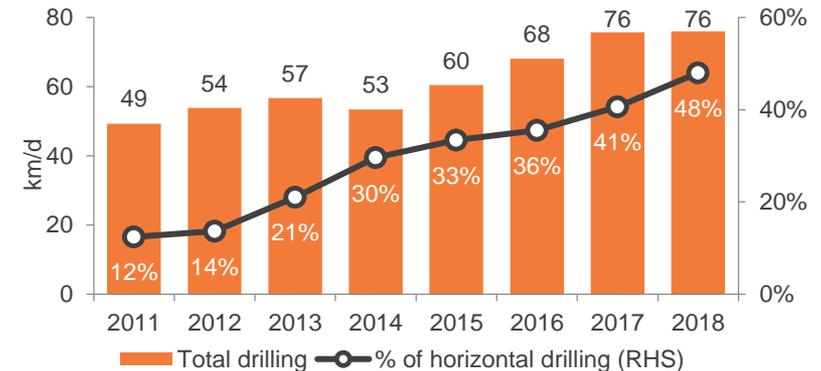
Source: RPI

OCTG demand is growing supported by existing level of production and development of greenfields



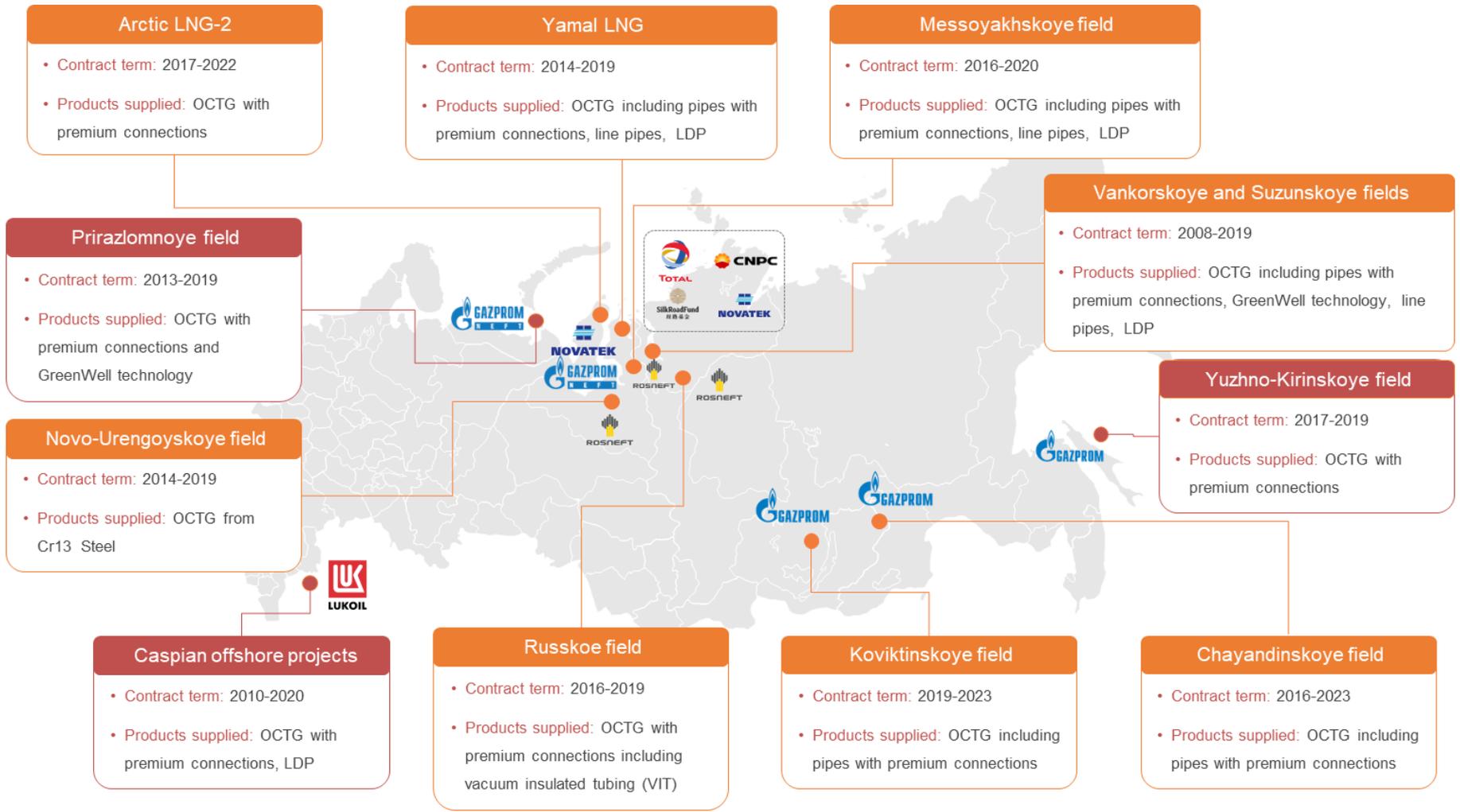
Source: Interfax, Info TEK, Spears & Associates, TMK estimates

Russian drilling, kmpd





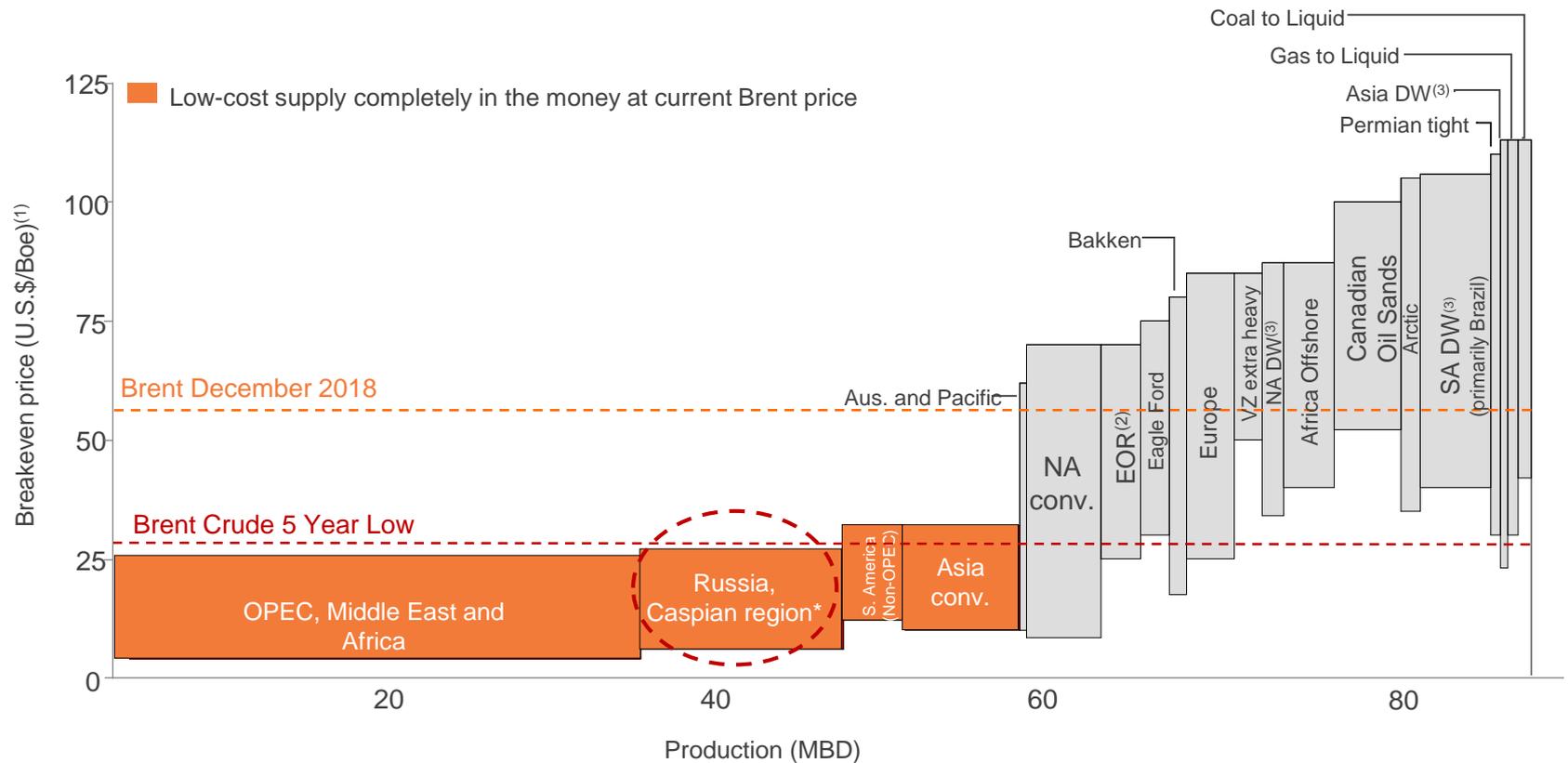
Attractive Portfolio of Premium OCTG Projects





TMK's Home Market is One of the Lowest Cost Oil Producing Regions

Global oil production supply curve



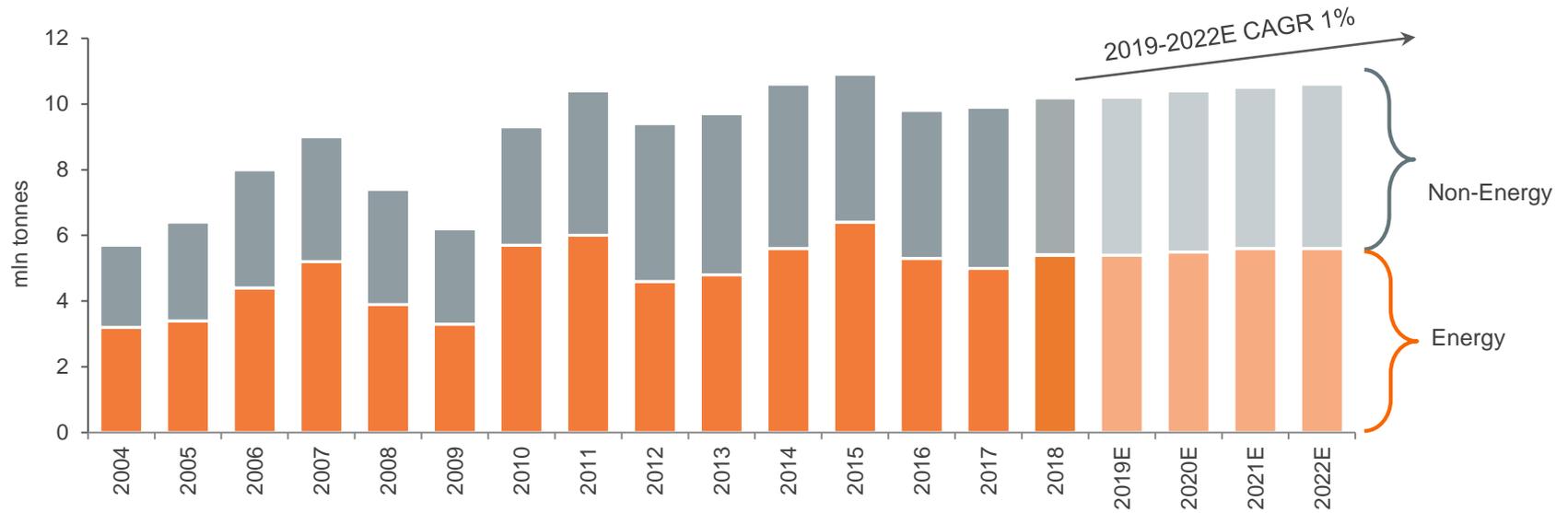
Even with oil at 5 year lows, the low cost Russian and Caspian region is able to remain profitable unlike the majority of its international counterparts. In 2015 and 2016, Russia was the only region globally to maintain healthy drilling activity and stable OCTG demand.

Source: IEA World Energy Outlook; EIA International Energy Outlook; EIA Annual Energy Outlook; Morgan Stanley

Notes: (1) Breakeven price assumes a 10% return, and NPV of zero; *includes Azerbaijan, Kazakhstan, Turkmenistan and Uzbekistan; (2) Enhanced oil recovery; (3) Deep Water

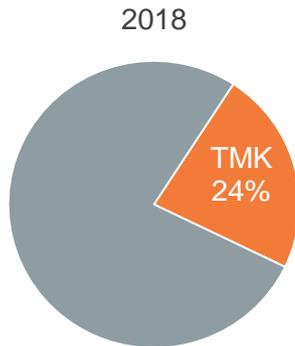


Russian Tube and Pipe Market



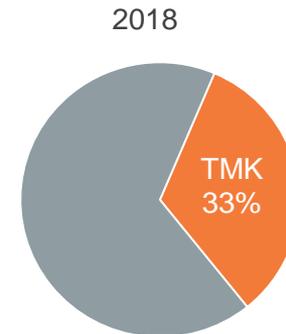
Source: TMK estimates

No.1 on the Russian tube and pipe market



Source: TMK estimates, based on FY 2018 numbers

33% market share of energy pipe demand



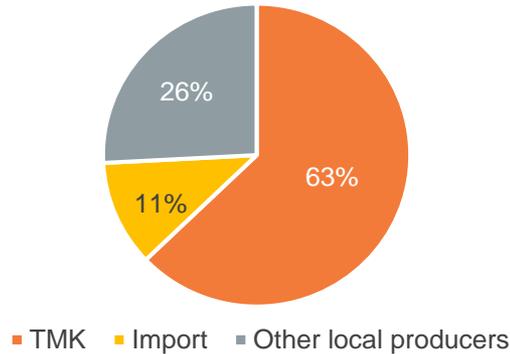
Source: TMK estimates, based on FY 2018 numbers



Strong Position on the Domestic Market

TMK share of seamless OCTG remains high

Seamless OCTG market share, %

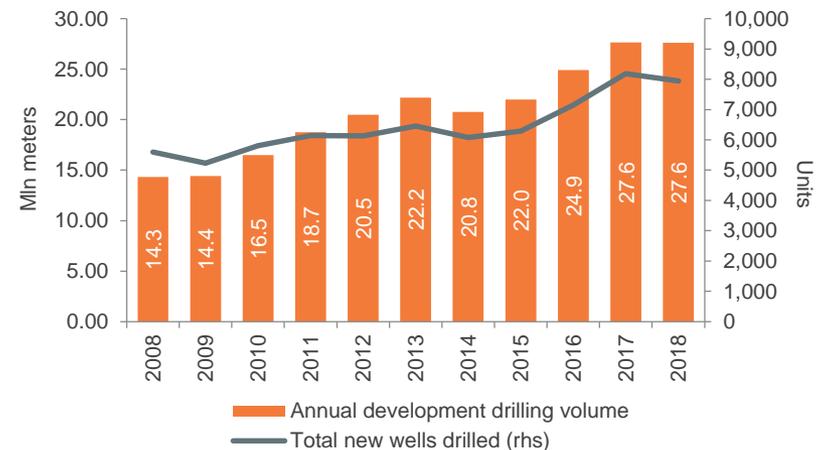


Source: TMK estimates

- Development of conventional and unconventional reserves will require the use of non-conventional drilling techniques and reliable OCTG products
- Russian seamless OCTG market is strong and increased 2.5% YoY in FY 2018
- TMK is a leader in the seamless OCTG production on the Russian market with a more than 60% market share for FY 2018



Strong drilling market in Russia

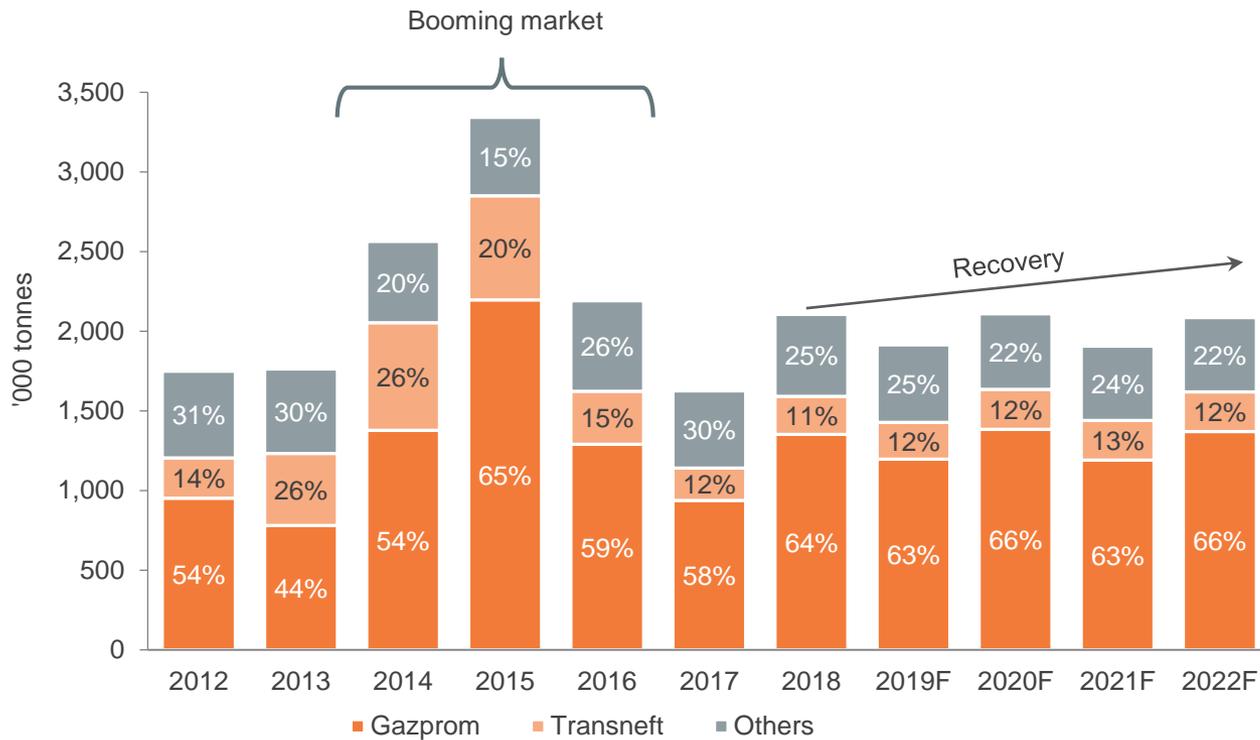


Source: Spears & Associates



LDP Demand in Russia

LDP demand in Russia, 2013–2022E

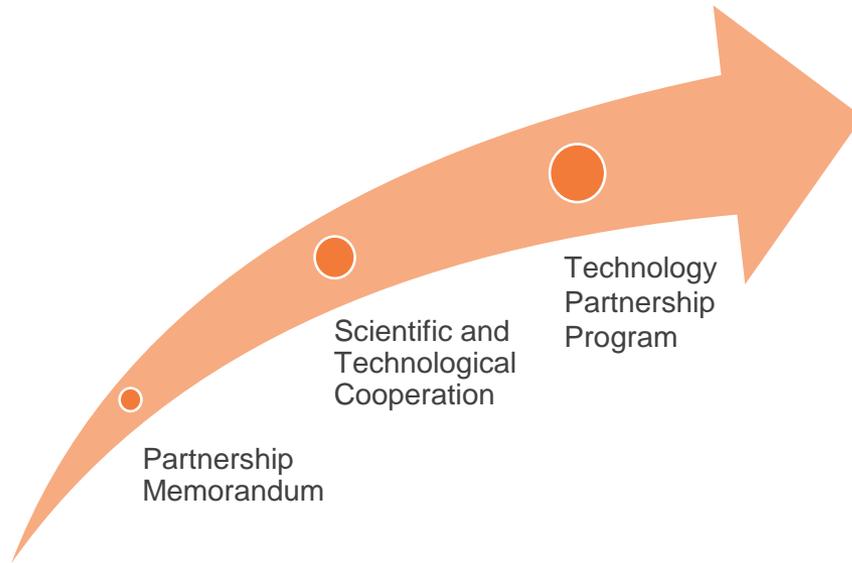


Source: TMK estimates

- For the next three years we expect the LDP market to be at approximately 2.0 mln tonnes
- Major projects planned: Power of Siberia (GAZP), Bovanenkovo-Ukhta 3 (GAZP), Power of Siberia-2 (GAZP), Sakhalin-Khabarovsk-Vladivostok GTS (GAZP), maintenance needs of Transneft and Gazprom



Strategic Cooperation Supporting Growth



Strategic cooperation with key customers



- Long-term agreements with key customers to develop and supply innovative premium products with related services will strengthen TMK's position
- Import substitution programs guarantee purchase of tubular products and related services
- TMK's innovative products are able to considerably improve the energy efficiency of wells, as well as safety and environmental impact



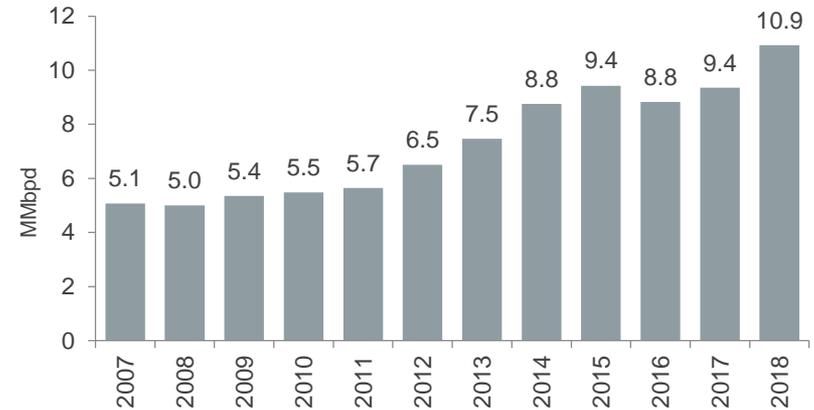
TMK American Division: Market Overview



Improving Oil & Gas Market Fundamentals Drive U.S. Shale Production...

- Supply cuts from OPEC+ and Canada have brought the market into balance and stabilized prices.
- Capex spending in oil and gas continues to focus on US shale drilling efforts rather than long-term and more expensive projects.
- Growth in natural gas exports coupled with an increasing supply of associated gas maintain a balanced and stable pricing picture for natural gas.

U.S. crude oil production



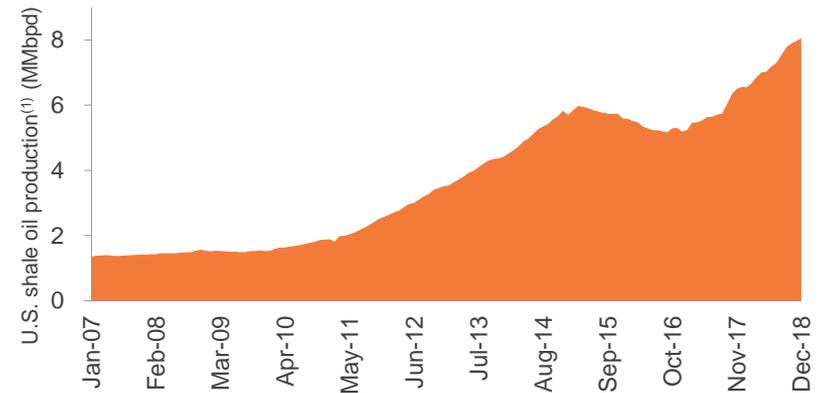
Source: EIA

Improved sentiment and price in 2018



Source: EIA

U.S. shale oil production⁽¹⁾ is growing



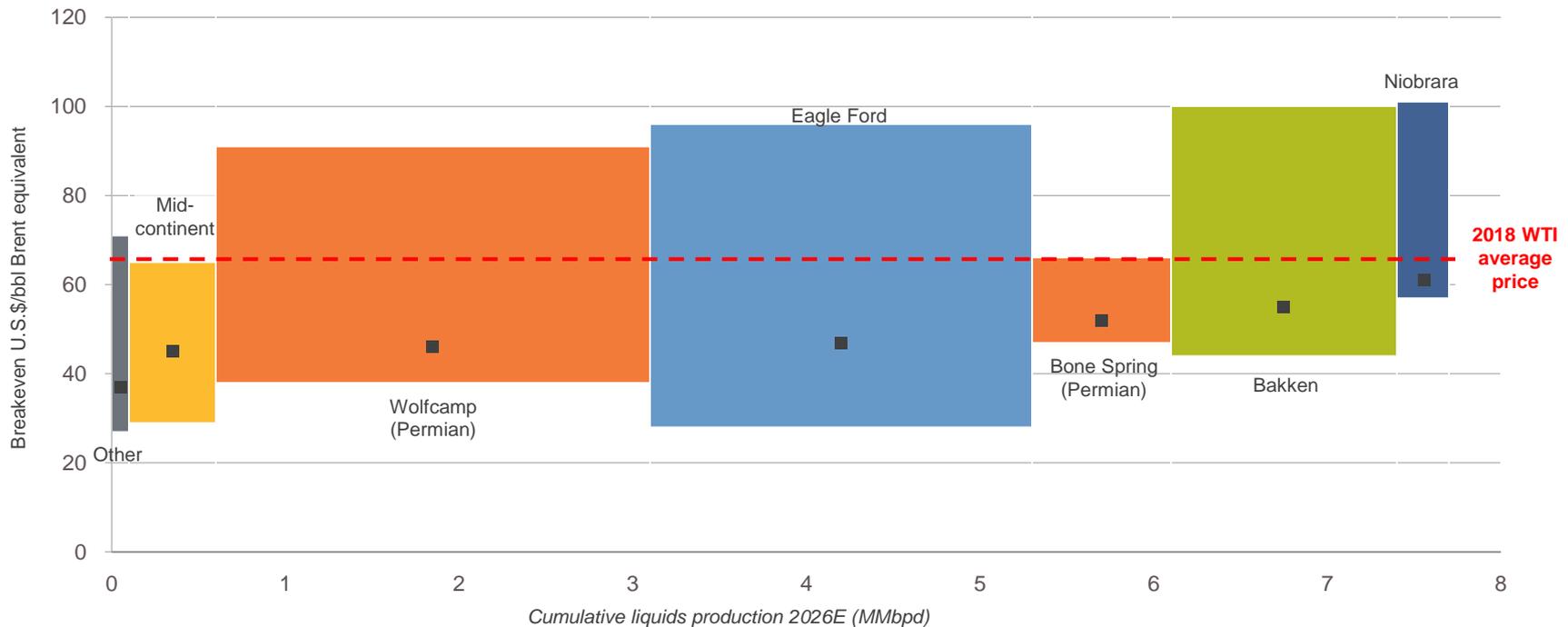
Source: EIA

Notes: (1) Includes total oil production from Anadarko, Appalachia, Bakken, Eagle Ford, Haynesville, Niobrara, Permian



... Which is Sustainable in the Long Term at Current Oil Price Levels

Continental U.S. tight oil cost curve



■ Weighted average breakeven price based on 2026E production

Source: Wood Mackenzie

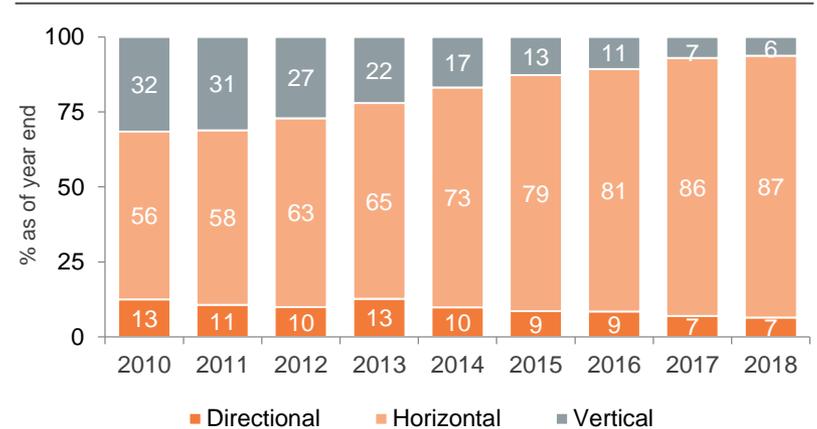
- During the past 2 years, U.S. shale players managed to decrease production costs
 - Drilling technology has evolved, driven by efficiency requirements
 - Key changes included higher intensity of drilling, longer laterals, significantly higher usage of proppants and equipment and well string standardization
- Despite a wide variation between plays, many U.S. shale producers are profitable at oil prices in the U.S.\$50-60/bbl range in the long term
 - A number of shale plays, incl. Permian and Eagle Ford basins as well as Mid-continent region of the U.S., are profitable at around U.S.\$45-50/bbl



Driving Increasing Unconventional Horizontal Drilling ...

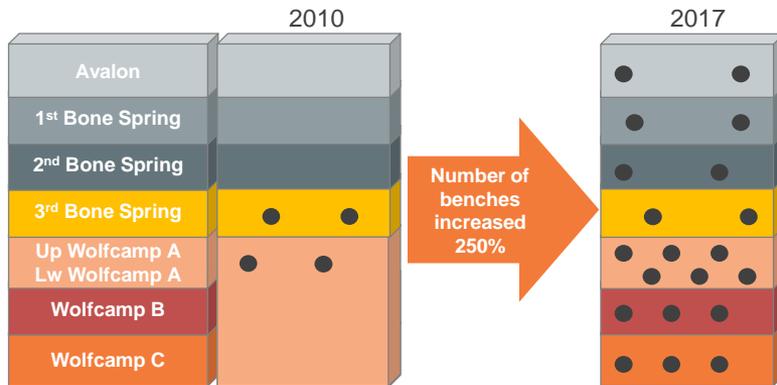
- Horizontal and directional drilling represents 94% of all US drilling activity in 2018
- According to Spears & Associates estimates, 2018 U.S. drilling and completion spending was 20% above 2017
- Growing number of available productive benches means that for any drilled well there is the potential for additional drilling activity further down the line

U.S. active rig count by type of drilling



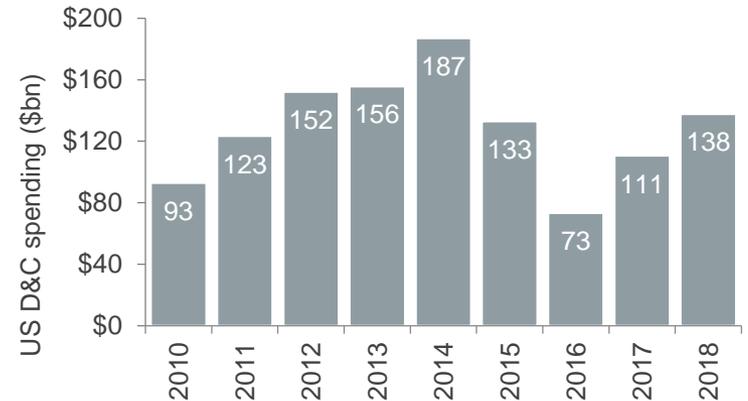
Source: Baker Hughes

Potential for additional drilling activity: Permian basin (Delaware sub-basin) example



Source: Spears & Associates, Drilling Production Report as of September 2018

U.S. drilling and completion spending

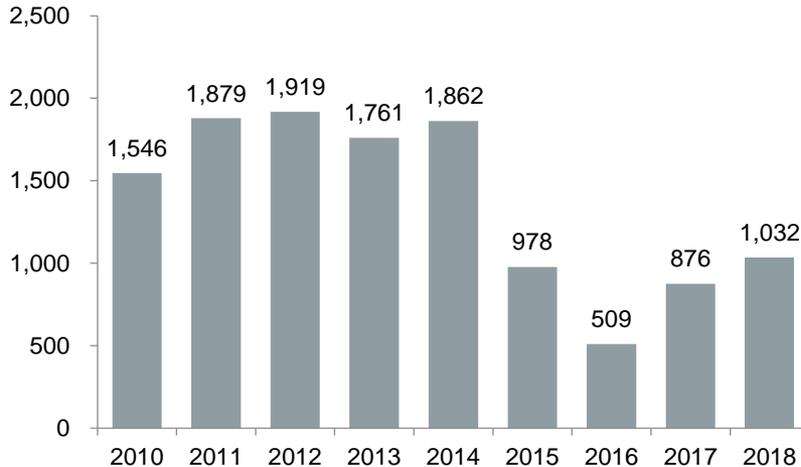


Source: Spears & Associates



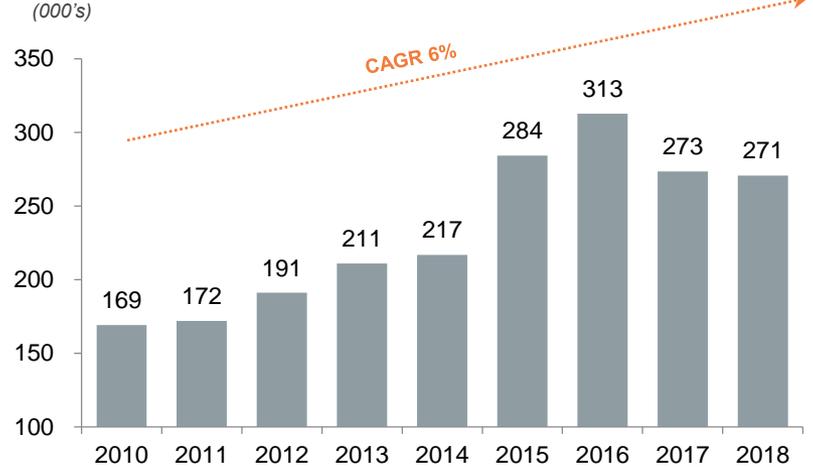
...Growing Rig Count and Footage Drilled per Rig ...

U.S. average annual rig count⁽¹⁾



Source: Baker Hughes, Spears & Associates, Inc.

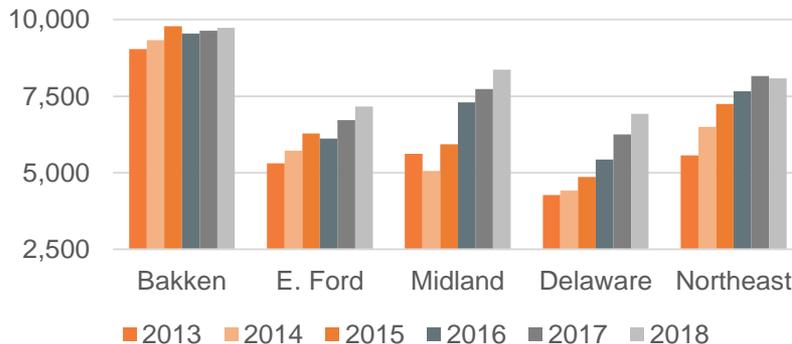
Footage drilled per rig



Source: Spears & Associates, Inc.

Average U.S. lateral length

(Feet)



Source: BTU Analytics

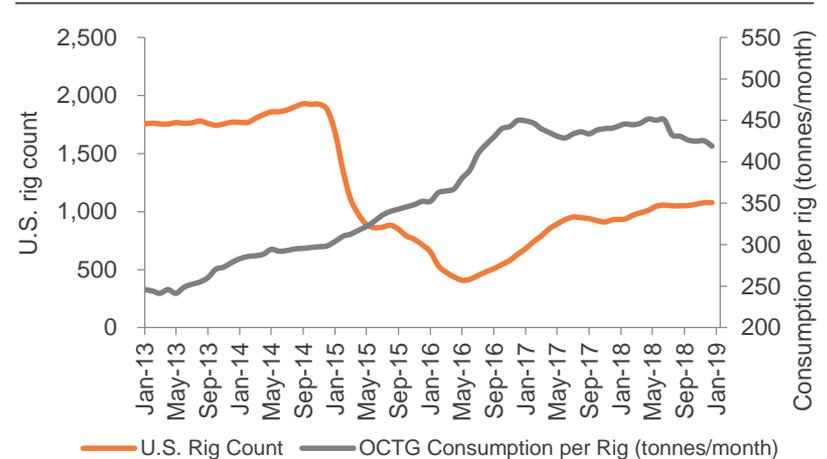
- Drilling times have fallen sharply in most regions resulting in fewer rigs needed to perform the same work.
- As producers continue to innovate, well lengths increased, frac stages rose and proppant usage increased.
- Increased lateral lengths and greater drilling complexity are driving greater spending on technologically advanced drilling consumables, such as OCTG with premium and semi-premium connections.



... Resulting in OCTG Consumption Growth ...

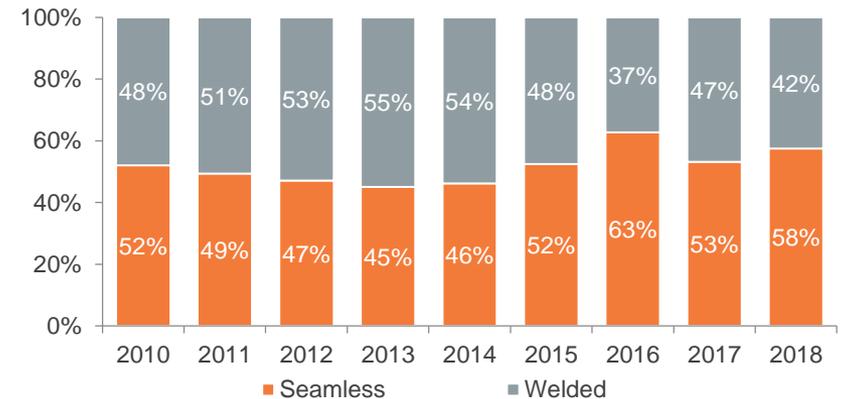
- OCTG consumption per rig has nearly doubled since January 2013, allowing for significant recovery in the sector despite having fewer than half of the rigs in operation
- Seamless pipe has increased its share of total U.S. pipe volume as the result of increased horizontal and directional drilling as well as longer laterals
- According to Preston Pipe, seamless pipe represented approximately 58% of total U.S. OCTG shipments during FY 2018

OCTG consumption per rig



Source: Preston Pipe, Baker Hughes

OCTG shipments mix



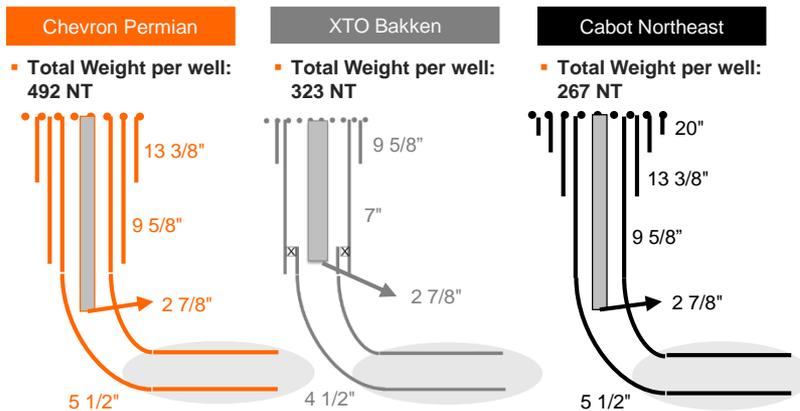
Source: Preston Pipe



... Inventory Normalization, Higher Efficiency ...

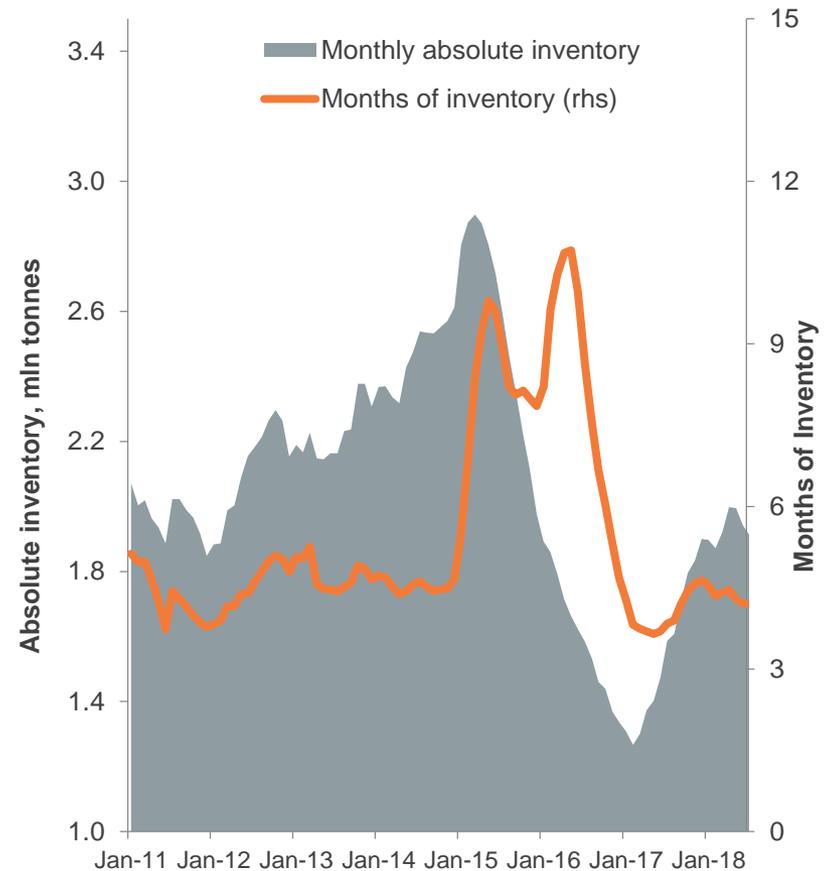
- Despite months of inventory having reached 2014 levels, the monthly absolute inventory is meaningfully below pre-crisis levels due to higher industry efficiency:
 - Design has standardized resulting in more obsolete inventory
 - E&P investment has spilled over into the management of inventory: the amount of pipe on the ground that was typically required to maintain a certain rig level has decreased from previous cycles

Standardized diameters of OCTG piping



Source: Company data

Increased shipment levels bring months-of-inventory back to pre-downturn levels



Source: Preston Pipe & Tube Report



... and Growth of OCTG Prices

U.S. distributor welded OCTG vs. HRC prices

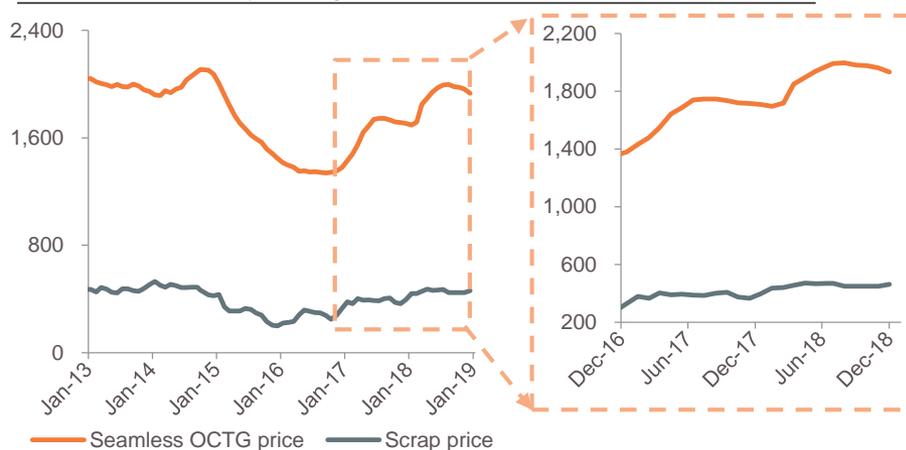
(U.S.\$/tonne, monthly average)



Source: Pipe Logix, AMM

U.S. distributor seamless OCTG vs. scrap prices

(U.S.\$/tonne, monthly average)



Source: Pipe Logix, AMM

- Prices have rallied from the low in April 2016. Since the trough, welded OCTG prices increased by 55% and seamless OCTG prices by more than 40%
- Following the implementation of Section 232, HRC prices grew by almost \$300/Tn until August when they started a downward trend



Strategic Overview



Key Strategic Pillars

Enhance leadership in key segments and enter new product niches

- Dominate the Russian OCTG and line pipe markets
- Remain in the TOP 3 leading OCTG producers in the USA
- Increase the share of high-tech products in the Russian division's revenue to 50% by 2022 and maintain a leading position in the Russian market for premium connections

Optimise vertical integration

- Increase capacity utilization of steelmaking facilities through higher production volumes of steel billets and other products, and maximize the financial impact
- Expand presence in further processing of tubular products (drill pipe, coating)
- Develop a service offering of ready-to use comprehensive engineering solutions for customers

Enhance the sales platform and leverage TMK's global scale

- Expand commercial footprint of TMK's products and services
- Develop strategic partnerships with major customers and global consumers
- Focus on offering products that have a global market and stable demand outlook, i.e. high-tech seamless pipes and premium connections

Focus on innovation and digitalisation

- Develop e-commerce across all divisions via TMKe Trade, the first tubular goods Internet shop in Russia
- Use cutting-edge digital technology to improve product quality and cut costs

Enhance operational excellence

- Foster a culture of continuous operational improvements and production cost cutting
- Ensure consistent product quality through increasing the sustainability of technologies and personnel qualification

Strengthen financial performance and investment appeal

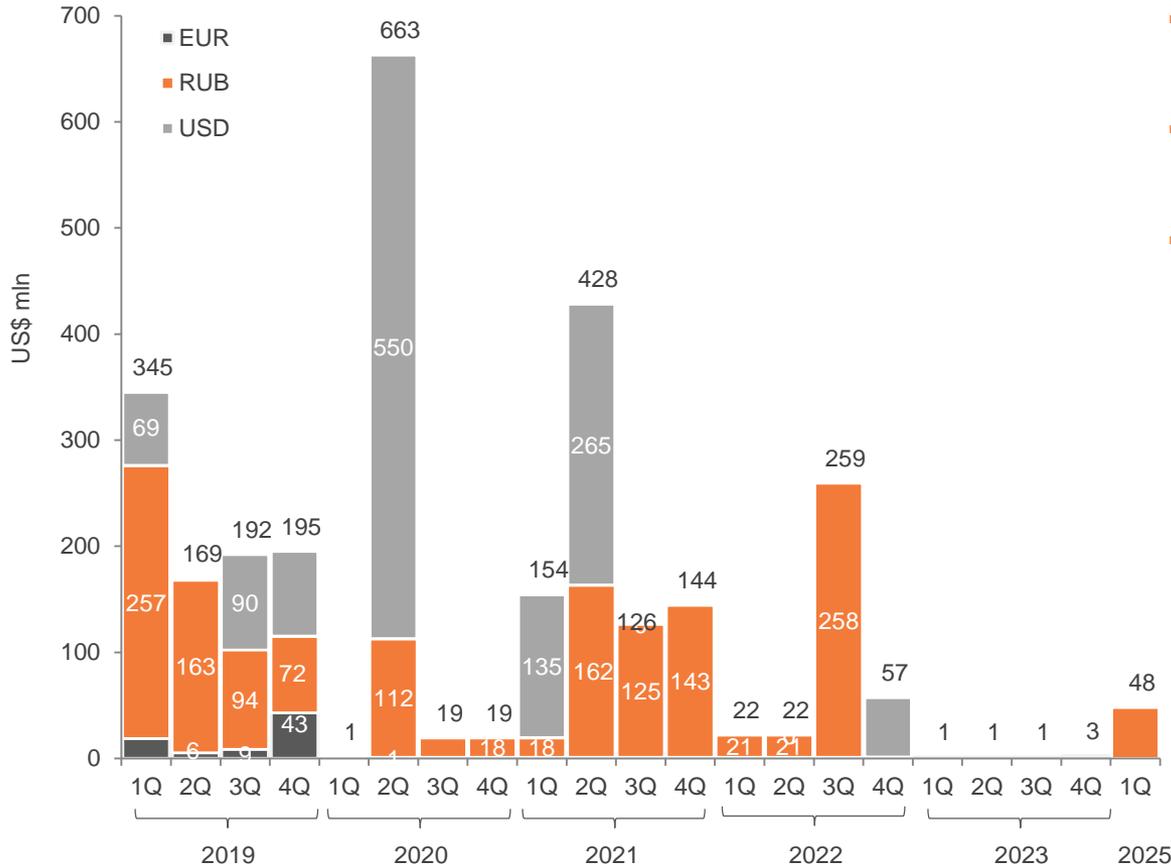
- Maximize operating cash flow
- Monetize international assets, strategic alliances and joint ventures in all regions of presence
- Reduce leverage to 3.0x Net Debt^(a)/ EBITDA^(b) as of FY2019
- Reduce leverage to 2.5x Net Debt^(a)/ EBITDA^(b) as of FY2021

Note: (a) Net Debt represents interest bearing loans and borrowings plus liability under finance lease less cash and cash equivalents and short-term financial investments

(b) Adjusted EBITDA represents profit/(loss) for the period excluding finance costs and finance income, income tax (benefit)/expense, depreciation and amortisation, foreign exchange (gain)/loss, impairment/ (reversal of impairment) of non-current assets, movements in allowances and provisions (except for provisions for bonuses), (gain)/loss on disposal of property, plant and equipment, (gain)/loss on changes in fair value of financial instruments, share of (profit)/loss of associates and other non-cash, non-recurring and unusual items

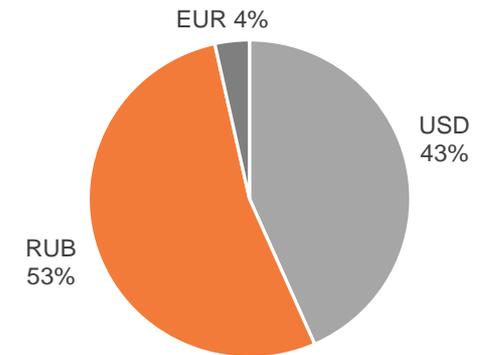


Maturity Profile as at December 31, 2018



- As at December 31, 2018, Net Debt amounted to US\$2,437 mln
- In January 2018, TMK fully redeemed the remaining part of its US\$500 mln 7-year Eurobond issue in the total nominal value of US\$231 mln
- The weighted average nominal interest rate decreased by 87 bps since the end of 2017 to 7.29%
- Credit Ratings:
 - ✓ S&P B+, Stable
 - ✓ Moody's B1, Stable

Debt currency structure



Source: TMK management accounts (figures based on non-IFRS measures), TMK estimates

Note: Certain monetary amounts, percentages and other figures included in this presentation are subject to rounding adjustments. Totals therefore do not always add up to exact arithmetic sums.



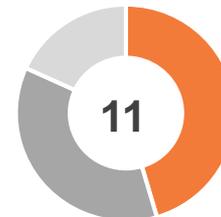
Environmental, Social & Governance



Corporate Governance

The Board of Directors

	DMITRY PUMPYANSKIY Chairman Non-Executive Director	 Directors
	ALEXANDER SHIRYAEV CEO Executive Director	 Independent Directors
	SERGEY KRAVCHENKO Chairman of the Nomination and Remuneration Committee	 Chairman of the Committee
	ANDREY KAPLUNOV Executive Director	
	PETER L. O'BRIEN Chairman of the Audit Committee	
	ALEXANDER PUMPYANSKIY Non-Executive Director	
	ALEKSANDER SHOKHIN Chairman of the Strategy Committee	
	SERGEY PAPIN Non-Executive Director	
	ROBERT MARK FORESMAN Independent Director	
	ANATOLY CHUBAIS Non-Executive Director	
	YAROSLAV KUZMINOV Independent Director	



- 5 Independent Directors
- 4 Non-Executive Directors
- 2 Executive Directors

Committees

The Board of Directors has three standing committees chaired by **independent directors**:

- Nomination and Remuneration Committee
- Audit Committee
- Strategy Committee

Corporate Governance ratings

- **TMK ranks in the Top-20** companies in Russia with the best disclosure of corporate governance information, according to the annual survey “National Corporate Governance Index” in 2018.



Focus on Environmental Protection as a Foundation for Business Sustainability

Environmental management system

11 TMK's plants

confirmed their compliance with ISO 14001:2005

Environmental monitoring

All Russian division plants have accredited chemical-analytical laboratories with the necessary modern equipment

Key results in 2018

-1% YoY

total pollutant emissions into atmosphere

95.32%

water supply is recycled

55%

of total waste was reused at TMK facilities

Flat YoY

total water consumption

Investment into environmental protection

~\$40 mln

Environmental expenditure +5% YoY in 2018

>20 CAPEX projects

Key areas of investment: water basin protection, air protection and soil protection

Environmental education program

817 employees

passed external education on environmental protection

Ecology for non-ecologists

E-learning program was developed and launched at the Corporate University platform TMK2U





Focus on Health & Safety and Social Responsibility as a Foundation For Business Sustainability

Health & Safety – key results in 2018

\$11 mln

Health & safety expenditure
+14% YoY in 2018

Steel Safety Day-2018

83% of production capacities audited
>42* thousand employees participated



Zero fatalities

1.37x

Injury frequency rate in 2018
(1.52x injury frequency rate in 2017)



Focus on best practice

Potential projects:

- “Conscious safety” system
- Electronic system of pre-shift inspections
- Digital technology in labour protection



Corporate social responsibility

Comprehensive charity program

Through sponsorship and charity, TMK seeks to foster a favourable social climate in the regions where we operate



4 key areas of social initiatives:

- Health
- Sport
- Education
- Culture



80 non-profit organisations

Receive financial support from TMK, including 19 through various grant competitions



* Including 7 th. employees from contractors

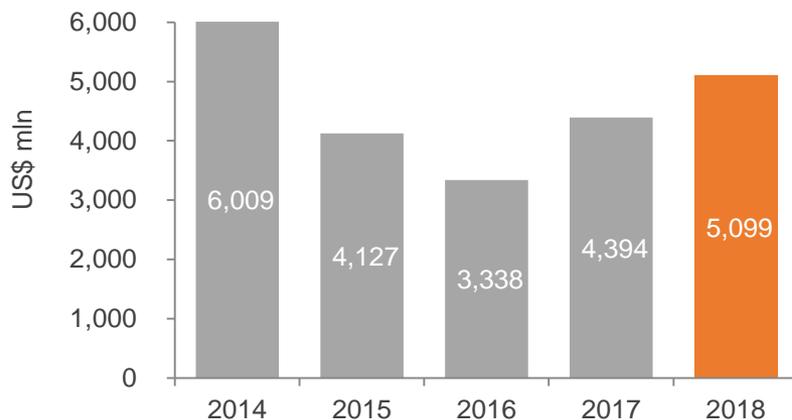


Summary Financial Results

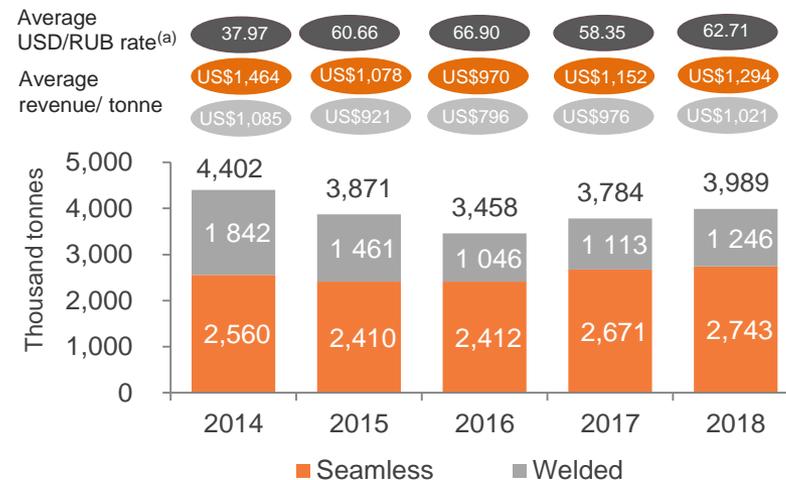


FY Consolidated Results Snapshot

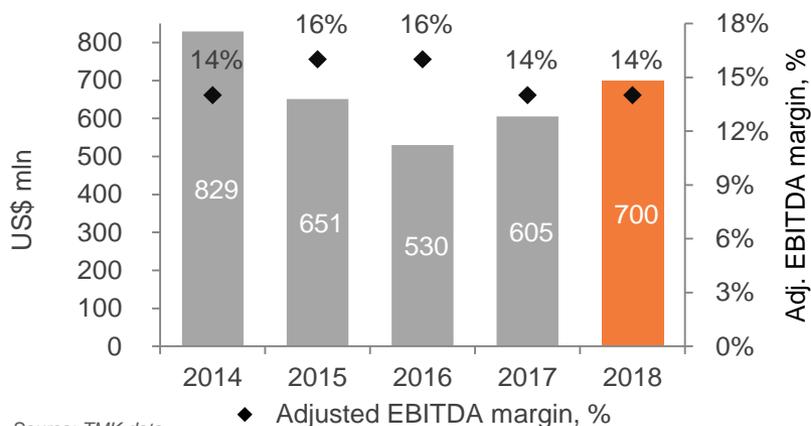
Revenue



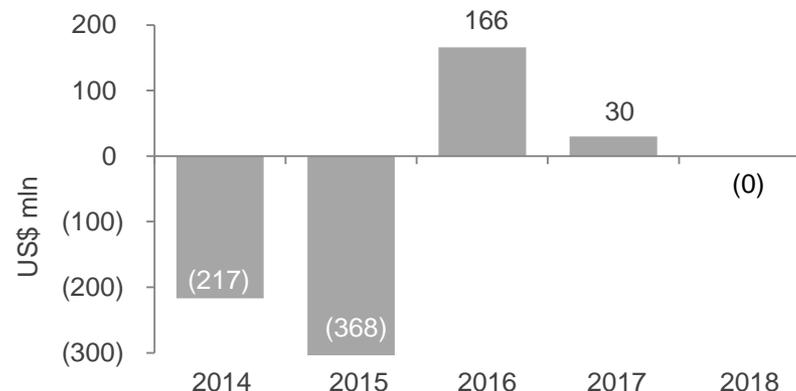
Volumes and realised prices



Adjusted EBITDA^(b)



Net profit



Source: TMK data

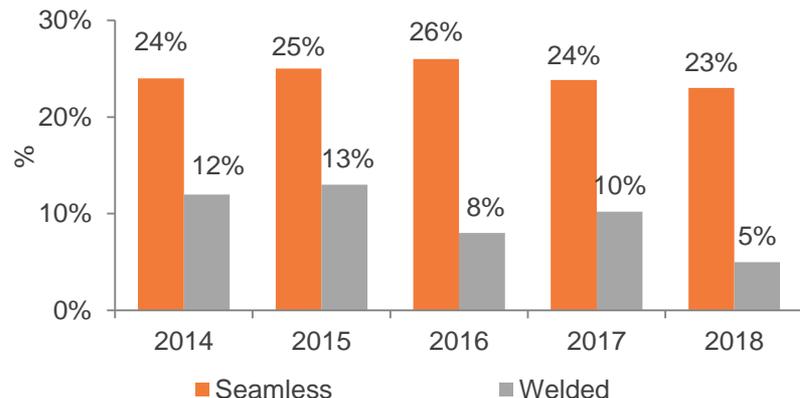
Note: (a) Average nominal USD/RUB exchange rate as published by the Central Bank of Russia.

(b) Adjusted EBITDA represents profit/(loss) for the period excluding finance costs and finance income, income tax (benefit)/expense, depreciation and amortisation, foreign exchange (gain)/loss, impairment/ (reversal of impairment) of non-current assets, movements in allowances and provisions (except for provisions for bonuses), (gain)/loss on disposal of property, plant and equipment, (gain)/loss on changes in fair value of financial instruments, share of (profit)/loss of associates and other non-cash, non-recurring and unusual items

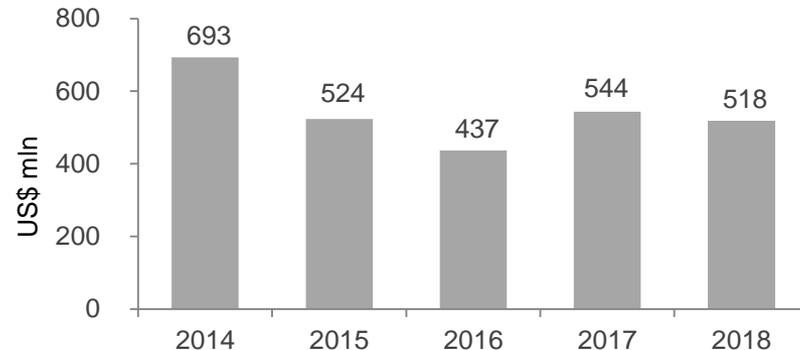


Gross Margin, SG&A and Cash Conversion

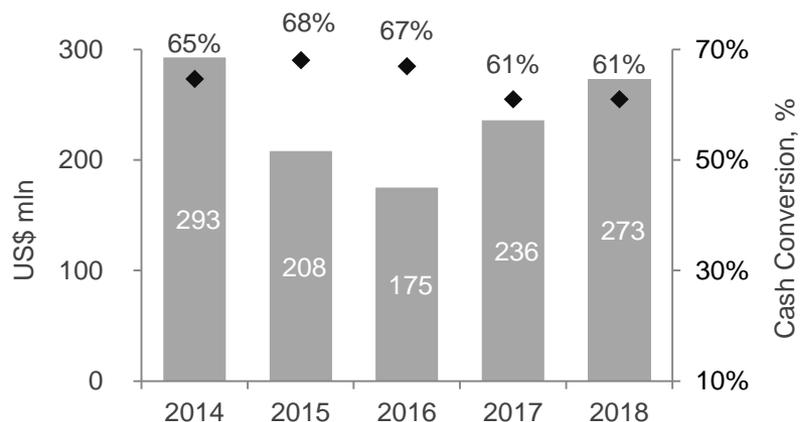
Gross margin



SG&A and corporate overheads^(a)



Capex and cash conversion^(b)



Key considerations

- Seamless segment accounting for 90% of consolidated gross profit and demonstrates consistently superior margins
- Major reduction in SG&A in response to the revenue decline in 2015-16
- Relatively high share of fixed costs in seamless segment provides strong leverage to volume growth
- Significantly optimized lean cost structure due to stringent efficiency measures

Source: TMK data

Note: (a) Based on IFRS financial statements. Calculated as Gross Profit less Operating profit

(b) Calculated as (Adjusted EBITDA – Capex) / Adjusted EBITDA. Adjusted EBITDA represents profit/(loss) for the period excluding finance costs and finance income, income tax (benefit)/expense, depreciation and amortisation, foreign exchange (gain)/loss, impairment/ (reversal of impairment) of non-current assets, movements in allowances and provisions (except for provisions for bonuses), (gain)/loss on disposal of property, plant and equipment, (gain)/loss on changes in fair value of financial instruments, share of profit/loss of associates and other non-cash, non-recurring and unusual items



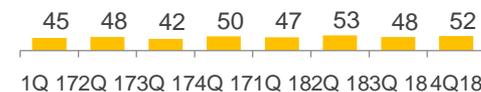
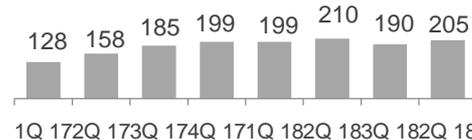
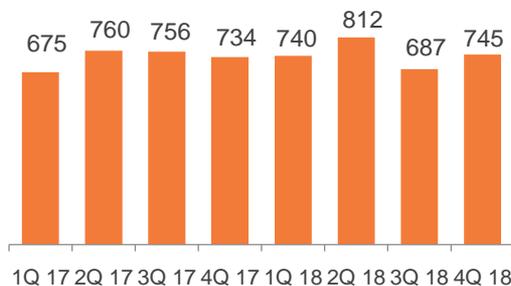
Segmental Quarterly Performance Dynamics

Russian division

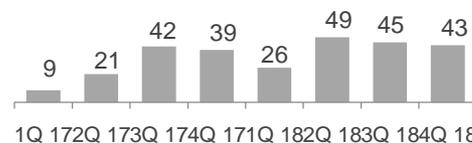
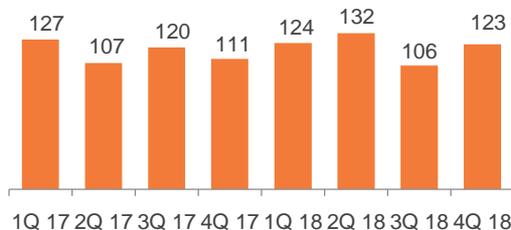
American division

European division

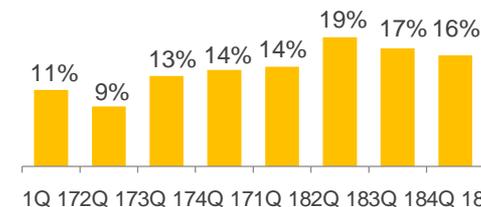
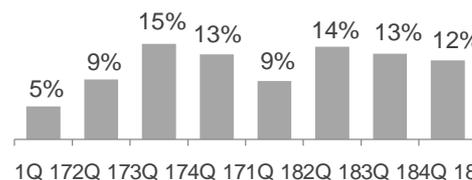
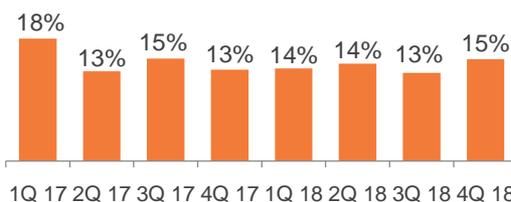
Sales volume (ths.tonnes)



Adjusted EBITDA^(a), US\$ mln



Adjusted EBITDA margin^(a), %



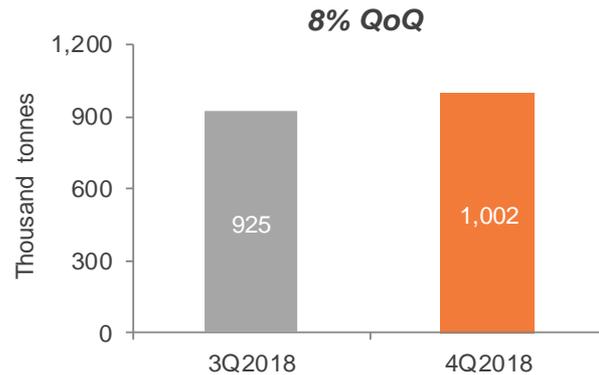
Source: TMK data

Note: (a) Adjusted EBITDA represents profit/(loss) for the period excluding finance costs and finance income, income tax (benefit)/expense, depreciation and amortisation, foreign exchange (gain)/loss, impairment/ (reversal of impairment) of non-current assets, movements in allowances and provisions (except for provisions for bonuses), (gain)/loss on disposal of property, plant and equipment, (gain)/loss on changes in fair value of financial instruments, share of (profit)/loss of associates and other non-cash, non-recurring and unusual item

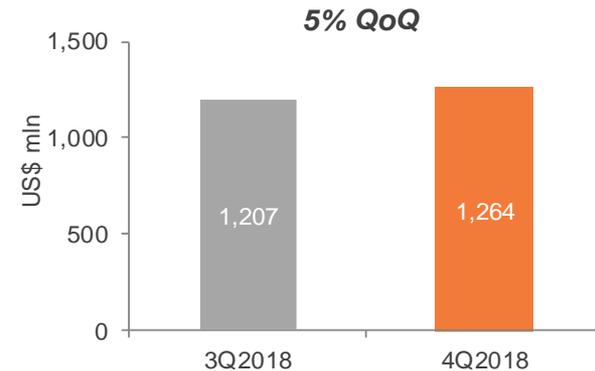


4Q 2018 vs. 3Q 2018 Summary Financial Highlights

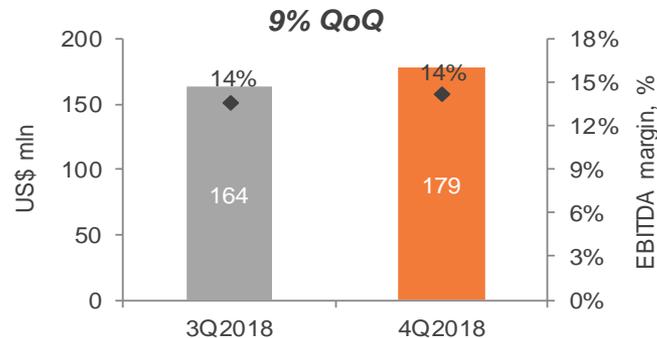
Sales increased QoQ across all divisions



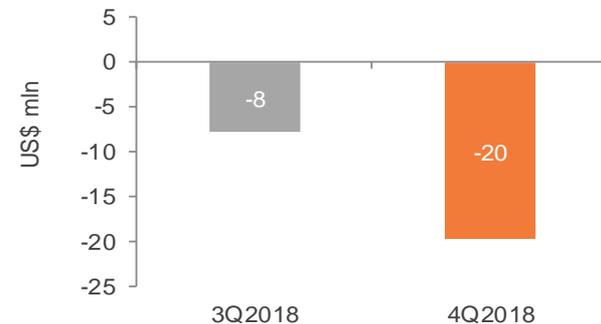
Revenue increased QoQ, reflecting higher pipe sales at the Russian and American divisions



Adjusted EBITDA increased QoQ, due to a stronger performance at the Russian division



Net loss was recorded, due to an FX loss and an impairment of goodwill

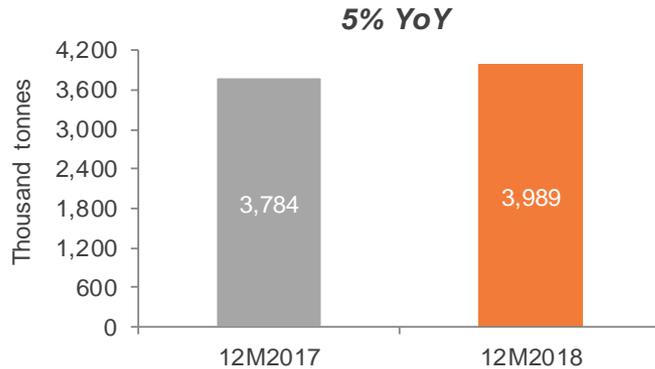


Source: TMK data

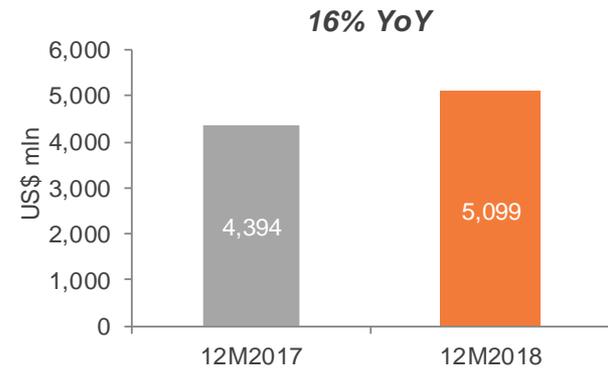


FY 2018 vs. FY 2017 Summary Financial Highlights

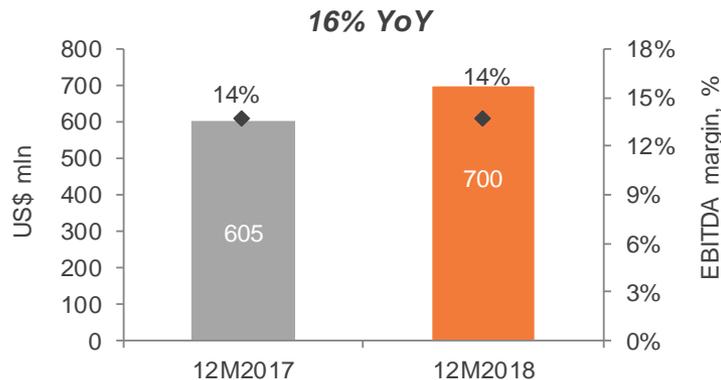
Sales were up YoY across all divisions



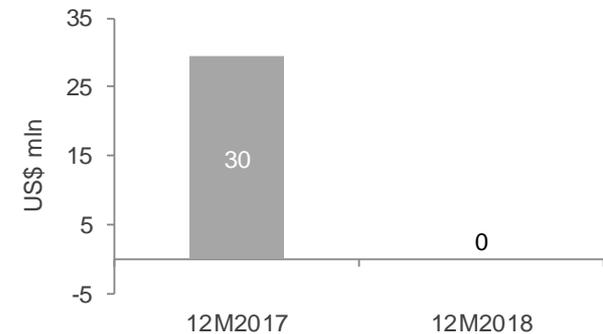
Revenue increased YoY, driven by stronger results at all three divisions



Adjusted EBITDA increased YoY, driven by a stronger performance across all three divisions. The increase was partially offset by a negative currency translation effect at the Russian division



Net profit decreased YoY, mainly due to a FX loss, disposal of subsidiaries recorded in 3Q 2018 and an impairment of goodwill recorded in 4Q 2018



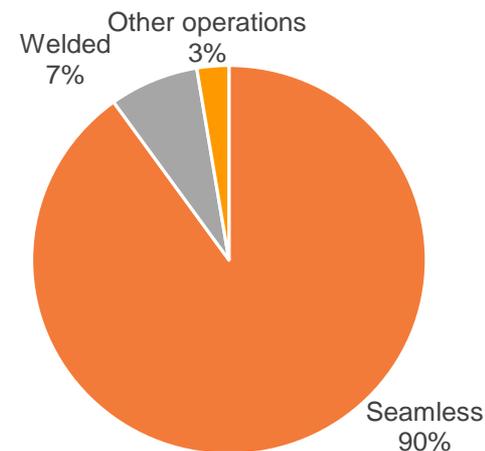
Source: TMK data



Seamless – Core to Profitability

	US\$ mln <i>(unless stated otherwise)</i>	4Q2018	QoQ, %	12M2018	YoY, %
SEAMLESS	Sales - Pipes, kt	738	22%	2,743	3%
	Revenue	950	18%	3,550	15%
	Gross profit	221	15%	824	13%
	Margin, %	23%		23%	
	Avg revenue/tonne (US\$)	1,288	-3%	1,294	12%
	Avg gross profit/tonne (US\$)	300	-6%	301	10%
WELDED	Sales - Pipes, kt	265	-17%	1,246	12%
	Revenue	267	-15%	1,272	17%
	Gross profit	5	-72%	67	-39%
	Margin, %	2%		5%	
	Avg revenue/tonne (US\$)	1,010	2%	1,021	5%
	Avg gross profit/tonne (US\$)	19	-66%	54	-46%

FY 2018 gross profit breakdown



- Sales of seamless pipe generated 70% of total revenues in FY 2018
- Gross profit from seamless pipe sales represented 90% of FY 2018 total gross profit
- Gross profit margin from seamless pipe sales amounted to 23% in FY 2018

Source: Consolidated IFRS financial statements, TMK data

Note: Certain monetary amounts, percentages and other figures included in this presentation are subject to rounding adjustments. Totals therefore do not always add up to exact arithmetic sums.



Appendix – Summary Financial Accounts



Key Consolidated Financial Highlights

(US\$mIn) ^(a)	2018	2017	2016	2015	2014	2013
Revenue	5,099	4,394	3,338	4,127	6,009	6,432
Adjusted EBITDA^(b)	700	605	530	651	829	986
<i>Adjusted EBITDA Margin^(b)(%)</i>	<i>14%</i>	<i>14%</i>	<i>16%</i>	<i>16%</i>	<i>14%</i>	<i>15%</i>
Profit (Loss)	0	30	166	-368	-217	215
<i>Net Profit Margin (%)</i>	<i>0%</i>	<i>1%</i>	<i>5%</i>	<i>n/a</i>	<i>n/a</i>	<i>3%</i>
Pipe Sales ('000 tonnes)	3,989	3,784	3,458	3,871	4,402	4,287
Average Net Sales/tonne (US\$) ^(c)	1,278	1,162	965	1,066	1,365	1,500
Cash Cost per tonne (US\$) ^(d)	981	862	692	783	1,030	1,108
Cash Flow from Operating Activities	510.3	312	476	684	595	703
Capital Expenditure ^(e)	273.1	236	175	208	293	397
Total Debt ^(f)	2,867	3,239	2,836	2,801	3,223	3,694
Net Debt ^(f)	2,437	2,688	2,479	2,471	2,939	3,568
Short-term Debt/Total Debt	31%	18%	9%	21%	24%	11%
Net Debt/Adjusted EBITDA	3.48x	4.4x	4.7x	3.7x	3.5x	3.6x
Adjusted EBITDA/Finance Costs	2.9x	2.3x	2.0x	2.3x	3.6x	3.9x

Source: TMK Consolidated Financial Statements for 2018, 2017, 2016, 2015 and 2014

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

(b) Adjusted EBITDA represents profit/(loss) for the period excluding finance costs and finance income, income tax (benefit)/expense, depreciation and amortisation, foreign exchange (gain)/loss, impairment/ (reversal of impairment) of non-current assets, movements in allowances and provisions (except for provisions for bonuses), (gain)/loss on disposal of property, plant and equipment, (gain)/loss on changes in fair value of financial instruments, share of (profit)/loss of associates and other non-cash, non-recurring and unusual 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 loans and borrowings less interest payable; Net Debt represents Total debt less cash and cash equivalents and short-term financial investments



Income Statement

<i>(US\$ mln)</i>	2018	2017	2016	2015	2014	2013
Revenue	5,099	4,394	3,338	4,127	6,009	6,432
Cost of sales	(4,183)	(3,521)	(2,634)	(3,282)	(4,839)	(5,074)
Gross Profit	916	872	704	845	1,169	1,358
Selling and Distribution Expenses	(231)	(261)	(220)	(260)	(350)	(379)
General and Administrative Expenses	(250)	(231)	(196)	(207)	(278)	(317)
Advertising and Promotion Expenses	(7)	(7)	(6)	(8)	(14)	(12)
Research and Development Expenses	(7)	(11)	(11)	(13)	(15)	(13)
Other Operating Expenses, Net	(22)	(34)	(4)	(35)	(35)	(34)
Foreign Exchange Gain / (Loss)	(72)	28	130	(141)	(301)	(49)
Finance Costs, Net	(232)	(268)	(263)	(269)	(226)	(245)
Other	(50)	(10)	35	(354)	(150)	5
Income / (Loss) before Tax	45	78	169	-443	-201	312
Income Tax (Expense) / Benefit	(45)	(48)	(4)	75	(15)	(98)
Net Income / (Loss)	(0)	30	165	(368)	(217)	215

Source: TMK Consolidated Financial Statements for 2018, 2017, 2016, 2015 and 2014

Note: Certain monetary amounts, percentages and other figures included in this presentation are subject to rounding adjustments. Totals therefore do not always add up to exact arithmetic sums.

(a) Calculated as Finance income less Finance costs



Statement of Financial Position

<i>(US\$ mln)</i>	2018	2017	2016	2015	2014	2013
ASSETS						
Cash and Cash Equivalents	392	491	277	305	253	93
Accounts Receivable	878	871	689	512	728	995
Inventories	1,066	1,121	769	785	1,047	1,324
Prepayments	101	139	107	113	113	148
Other Financial Assets	13	0	42	0	1	0
Total Current Assets	2,450	2,624	1,883	1,715	2,142	2,561
Total Non-current Assets	2,554	2,913	2,853	2,697	3,508	4,857
Total Assets	5,004	5,537	4,736	4,412	5,649	7,419
LIABILITIES AND EQUITY						
Accounts Payable	744	950	735	682	831	1,111
ST Debt	906	610	268	600	764	398
Other Liabilities	345	178	48	41	48	62
Total Current Liabilities	1,995	1,738	1,051	1,323	1,643	1,571
LT Debt	1,978	2,725	2,650	2,201	2,459	3,296
Deferred Tax Liability	92	82	90	110	206	298
Other Liabilities	121	59	47	64	71	125
Total Non-current Liabilities	2,191	2,866	2,786	2,374	2,735	3,718
Equity	818	933	899	715	1,271	2,130
Including Non-Controlling Interest	47	50	55	53	66	96
Total Liabilities and Equity	5,004	5,537	4,736	4,412	5,649	7,419
Net Debt	2,437	2,688	2,479	2,471	2,969	3,600

Source: TMK Consolidated Financial Statements for 2018, 2017, 2016, 2015 and 2014

Note: Certain monetary amounts, percentages and other figures included in this presentation are subject to rounding adjustments. Totals therefore do not always add up to exact arithmetic sums.



Cash Flow

<i>(US\$ mln)</i>	2018	2017	2016	2015	2014	2013
Profit / (Loss) before Income Tax	45	78	169	(443)	(201)	312
<i>Adjustments for:</i>						
Depreciation and Amortisation	268	263	242	251	304	326
Net Finance Cost	232	268	263	269	226	245
Others	137	(260)	(154)	552	479	61
Working Capital Changes	(145)	(253)	(13)	105	(159)	(159)
Cash Generated from Operations	537	349	506	734	648	786
Income Tax Paid	(27)	(38)	(31)	(51)	(53)	(82)
Net Cash from Operating Activities	510	312	476	684	595	703
Capex	(273)	(236)	(175)	(208)	(293)	(397)
Acquisitions	-	1	(11)	(2)	(60)	(38)
Others	18	-	106	25	10	12
Net Cash Used in Investing Activities	(255)	(235)	(81)	(185)	(343)	(423)
Net Change in Borrowings	(46)	318	(53)	(193)	154	(93)
Others	(305)	(197)	(365)	(187)	(206)	(313)
Net Cash Used in Financing Activities	(351)	121	(418)	(381)	(53)	(407)
Net Foreign Exchange Difference	(4)	17	(5)	(65)	(40)	(5)
Cash and Cash Equivalents at January 1	491	277	305	253	93	225
Cash and Cash Equivalents at YE	392	491	277	305	253	93

Source: TMK Consolidated Financial Statements for 2018, 2017, 2016, 2015 and 2014

Note: Certain monetary amounts, percentages and other figures included in this presentation are subject to rounding adjustments. Totals therefore do not always add up to exact arithmetic sums

(a) Calculated as Finance costs less Finance income

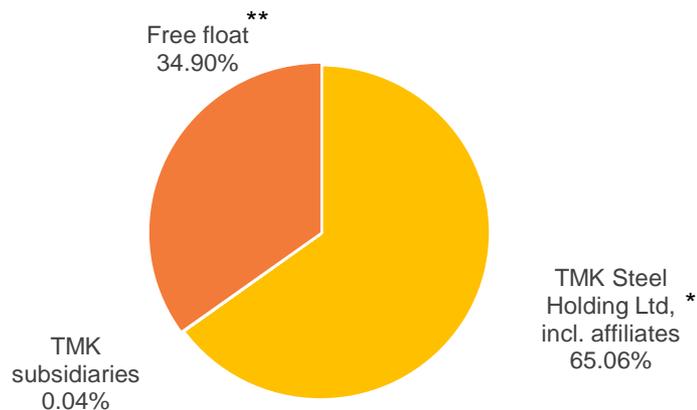


Appendix – Capital Structure



Capital Structure

Capital structure



*The beneficiary is Dmitry Pumpyanskiy, Chairman of the Board of Directors of TMK. Includes shares owned by TMK Steel Holding Ltd and subsidiaries of TMK

**Including Rusnano (5.3%)

Source: TMK

Key considerations

- TMK's securities are listed on the London Stock Exchange and the Moscow Exchange
- As of December 31, 2018 35% of TMK ordinary shares were in free float
- Total shares outstanding amount to 1,033,135,366
- One GDR represents four ordinary shares



Appendix – TMK Products



Wide Range of Products

Seamless



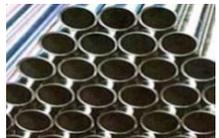
OCTG

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



Line Pipe

The short-distance transportation of crude oil, oil products and natural gas.



Industrial

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

The short-distance transportation of crude oil, oil products and natural gas.



Large-Diameter

Construction of trunk pipeline systems for the long distance transportation of natural gas, crude oil and petroleum products.



Industrial

Wide array of applications and industries, including utilities and agriculture.

Premium



Premium Connections (TMK UP)

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

Oilfield Services

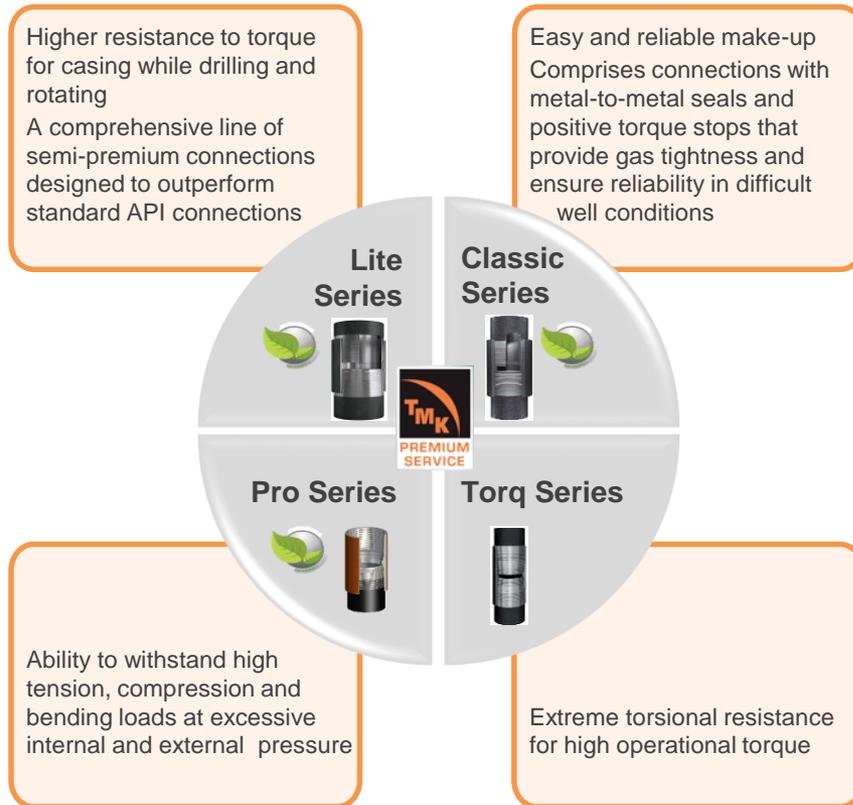
Well equipment precision manufacturing, tools' rental, supervising, inventory management, threading and coating services.





TMK Premium Product Offering

TMK connections series



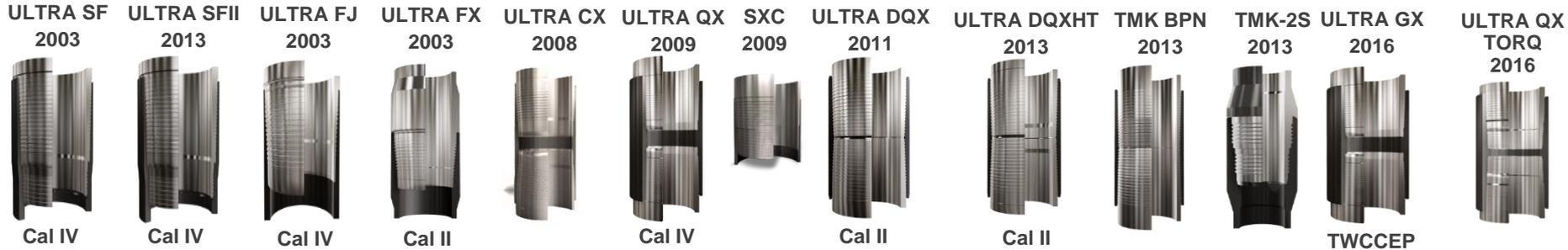
Premium products and services

- TMK to maintain its share of premium connections market with greater focus on sales of 2nd and 3rd generation premium connections to improve sales efficiency and enhance competitive advantage
- TMK is actively developing HI-TECH products for unconventional reserves, including offshore deposits:
 - OCTG: with Premium threading, Cr13, GreenWell technology, alloy OCTG (L80, C90, T95, P110) mostly with Premium threading
 - Stainless steel pipe
 - Pipe with increased corrosion resistance
 - Vacuum insulated tubing
 - LDP

Pipes with premium connections are designed for O&G wells developed in challenging exploration and production conditions, including offshore, deep-sea and Far North locations, as well as for horizontal and directional wells

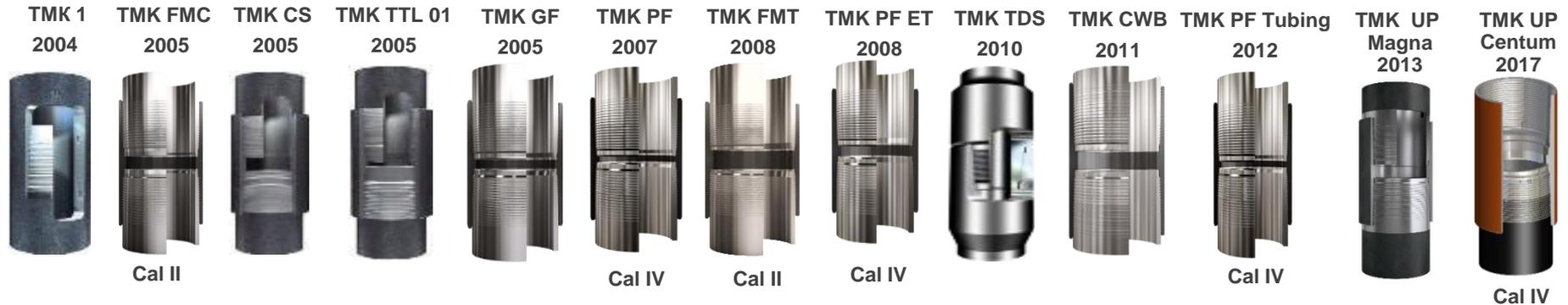


Premium Solutions: TMK UP



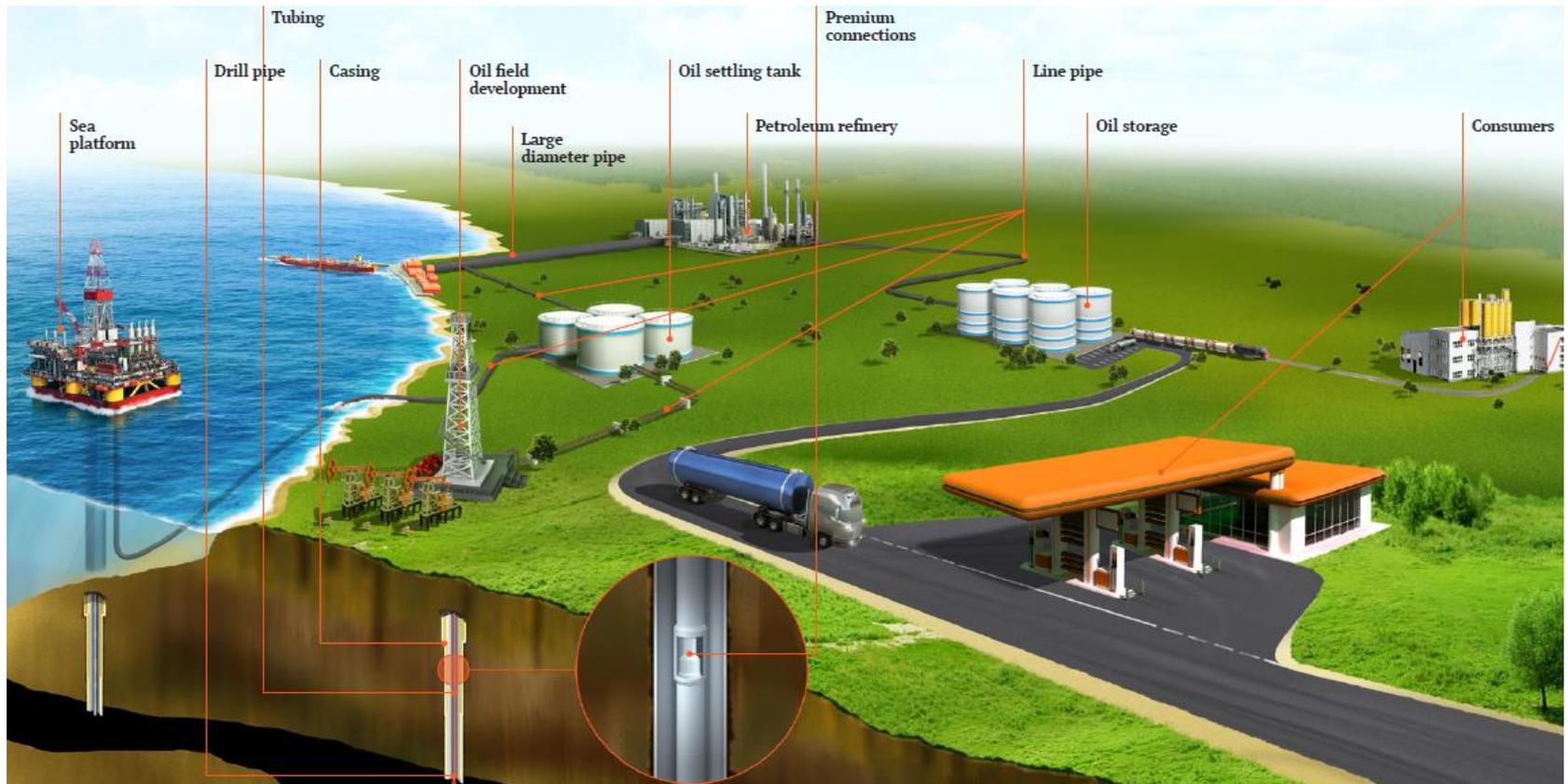
Unique range of Premium products

- Onshore/offshore
- Sour gas
- Thermal
- Arctic
- Horizontal and extended reach
- Drilling with casing
- Steam-Assisted Gravity Drainage (SAGD)
- Connections are available with GreenWell environment friendly technology 





Utilisation of TMK Pipe Products in Oil and Gas Industry



- **OCTG** – Oil Country Tubular Goods (drilling, casing, tubing) used for oil & gas exploration, well fixing and oil & gas production (48% of total sales in FY 2018)
- **Line pipe** – used for short distance transportation of crude oil, oil products and natural gas (22% of total sales in FY 2018)
- **LDP** - large diameter pipe used for construction of trunk pipeline systems for long distance transportation of natural gas, crude oil and petroleum products (8% of total sales in FY 2018)

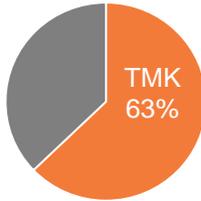


Appendix – Other Materials



TMK's Undisputed Market Leading Position in Russia

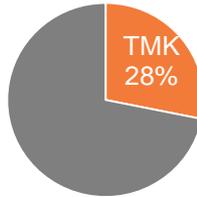
Seamless



OCTG

Threaded pipes for O&G industry including drill pipe, casing and tubing

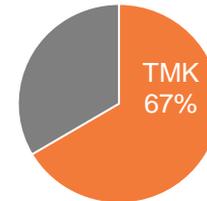
Welded



Line Pipe

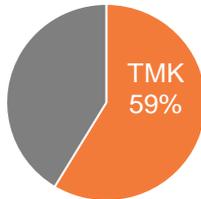
Short-distance transportation of O&G and oil products

Premium



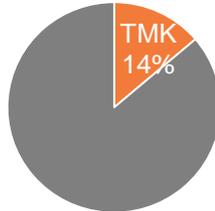
Premium Connections (TMK UP)

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



Line Pipe

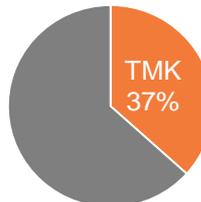
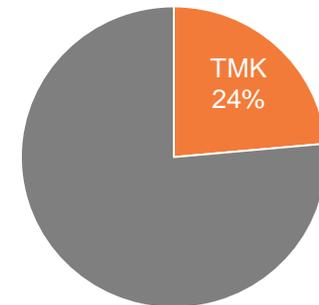
Short-distance transport of crude oil, oil products and natural gas



Large Diameter

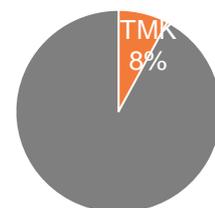
Construction of trunk pipeline systems for long distance transportation of O&G and petroleum products

#1 in the Russian Tube and Pipe Market



Industrial

Automotive, machine building, and power generation sectors



Industrial

Wide array of applications and industries, including utilities and agriculture

Source: TMK estimates, based on FY 2018 numbers



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