



# Financial Presentation

1Q 2017 IFRS Results

May 18, 2017

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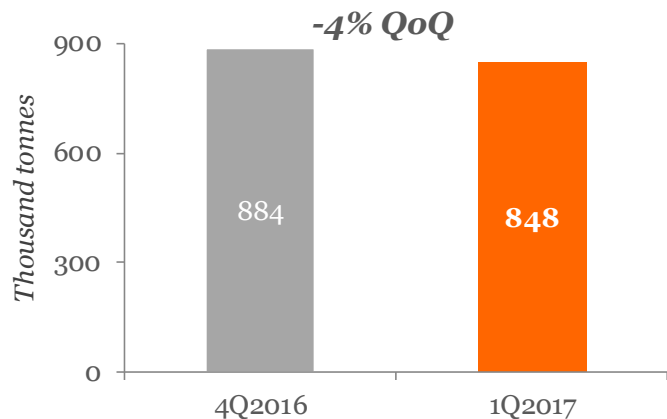
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## 1Q 2017 Summary Financial Results and Market Update

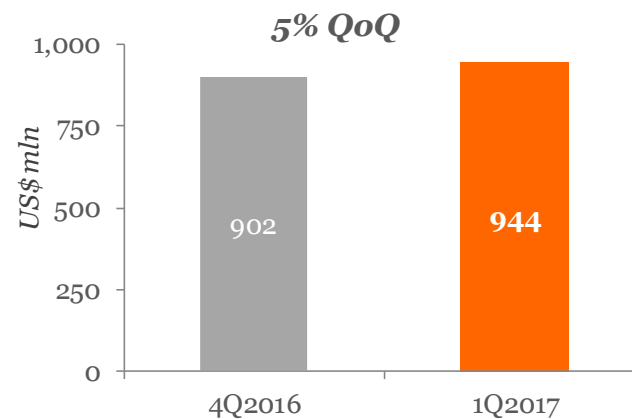
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# 1Q 2017 vs 4Q 2016 Summary Financial Highlights

**Sales** were down QoQ, mainly due to lower LDP volumes at the Russian division

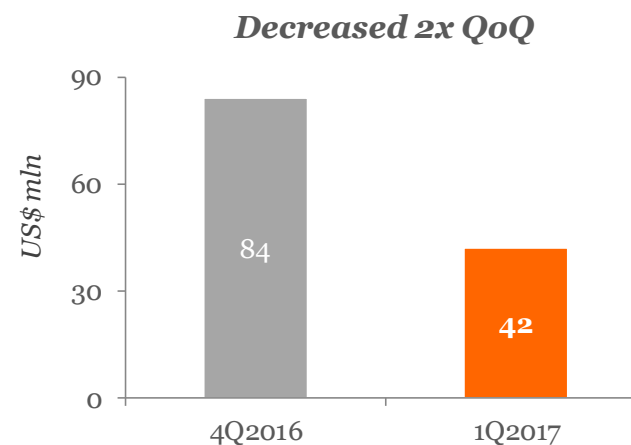
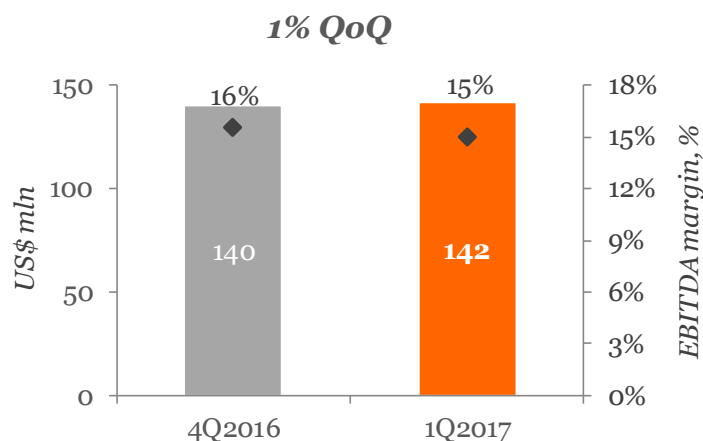


**Revenue** increased QoQ, due to a significant revenue growth at the American division



**Adjusted EBITDA** remained nearly flat, as favourable market conditions enabled the American division to offset the Russian division's weaker performance

**Net profit** was \$42 million compared to \$84 million in 4Q2016. Higher net profit for 4Q 2016 was attributed to the disposal of some of the Company's subsidiaries

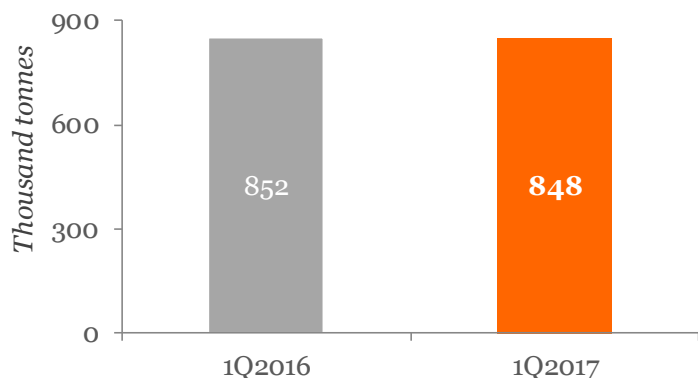


Source: TMK data

# 1Q 2017 vs 1Q 2016 Summary Financial Highlights

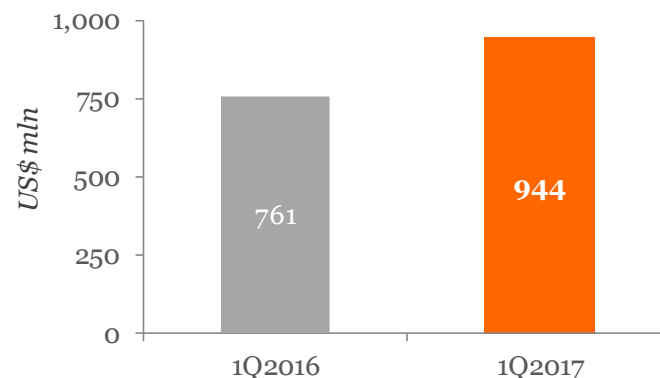
**Sales** remained nearly flat YoY

*Nearly flat YoY*



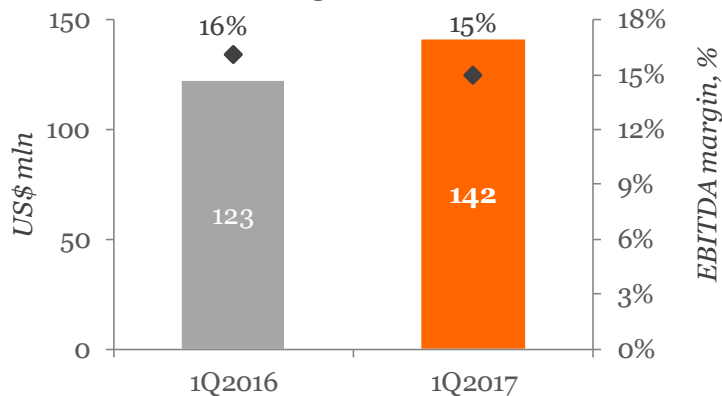
**Revenue** increased YoY, positively impacted by rouble appreciation against the US dollar and higher volumes at the American division

*24% YoY*



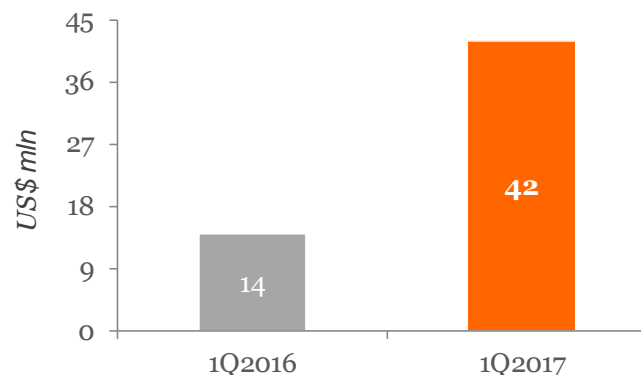
**Adjusted EBITDA** growth was attributable to the overall stronger performance of the American division

*15% YoY*



**Net profit** increased 3 times to \$42 million

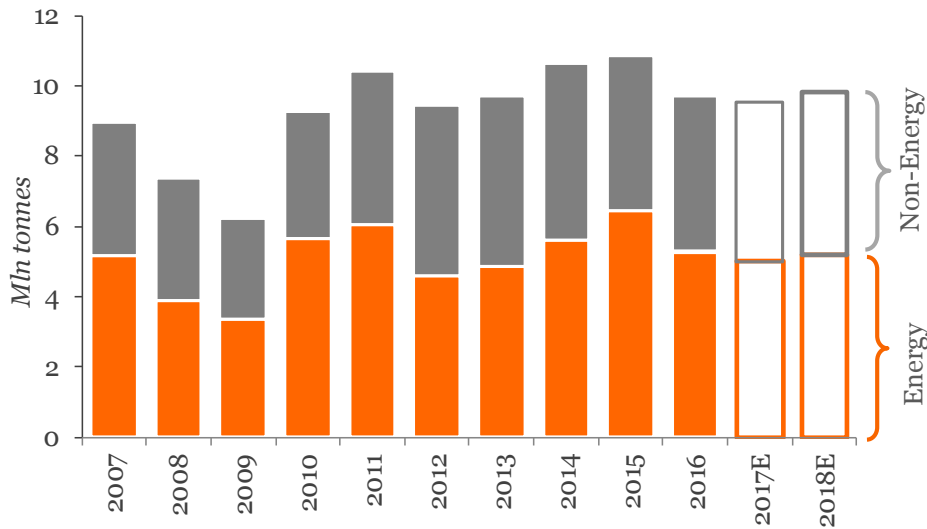
*Increased 3x YoY*



Source: TMK data

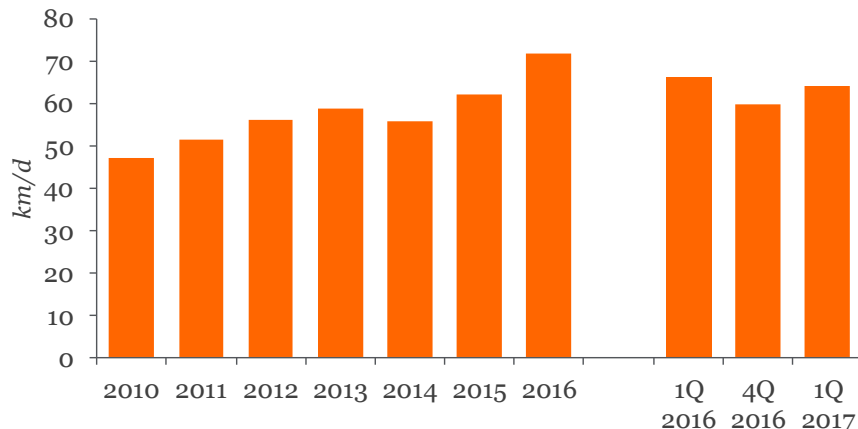
# Russian Market Overview

## Pipe market in Russia



Source: TMK estimates

## Russian drilling activity remains strong



Source: CDUTEK

## Key considerations

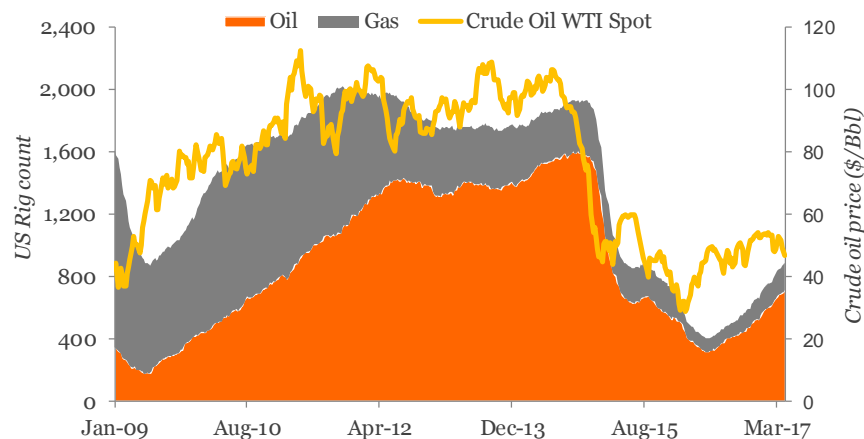
### 1Q 2017 vs 4Q 2016

- In 1Q 2017, the Russian pipe market contracted by 8% overall compared to the previous quarter, due to weaker demand for LDP and welded industrial pipe.
- OCTG consumption increased by 12% quarter-on-quarter.
- Against a 3% decrease in drilling activity in Russia, the share of horizontal drilling continued to rise, from 35% in 4Q 2016 to 39% in 1Q 2017.

### 1Q 2017 vs 1Q 2016

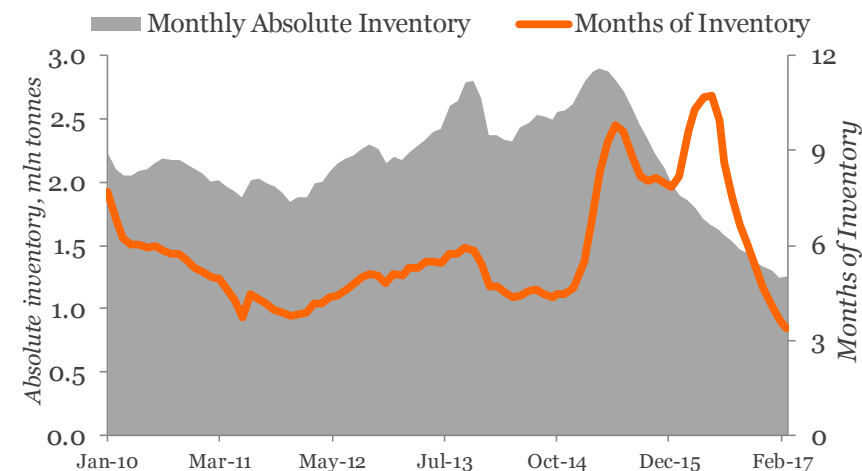
- In 1Q 2017, the Russian pipe market declined 18% year-on-year mostly due to lower consumption of welded pipe, and LDP in particular.
- At the same time, the OCTG market grew 14% compared to the same period of 2016, alongside a 5% rise in drilling activity in Russia, with the share of horizontal drilling increasing from 36% in 1Q 2016 to 39% in 1Q 2017.

## Rising oil prices followed by improvement in rig count



Source: Baker Hughes, Bloomberg

## Inventory levels showed a steep decline but the market is still oversupplied



Source: Preston Pipe & Tube Report

## Key considerations

### 1Q 2017 vs 4Q 2016

- The average number of rigs in 1Q 2017 increased by 26% compared to the prior quarter (Baker Hughes), as oil prices remained stable.
- OCTG shipments increased by 36% quarter-on-quarter (Preston Pipe Report) and OCTG inventories decreased to an average 3.7 months compared to 5.3 in the previous quarter.
- Average composite OCTG seamless and welded pipe prices increased by 9% and 17% respectively compared to 4Q 2016 (Pipe Logix).

### 1Q 2017 vs 1Q 2016

- The average rig count increased 35% for 1Q 2017 compared to the same period of 2016 (Baker Hughes).
- Domestic OCTG shipments more than doubled against the same period of 2016, driven by strong demand resulting from growing drilling activity.
- Average composite OCTG seamless and welded pipe prices increased 6% and 15% respectively compared to 1Q 2016 (Pipe Logix).
- OCTG inventories decreased to an average 3.7 months compared to 9.4 in 1Q 2016.

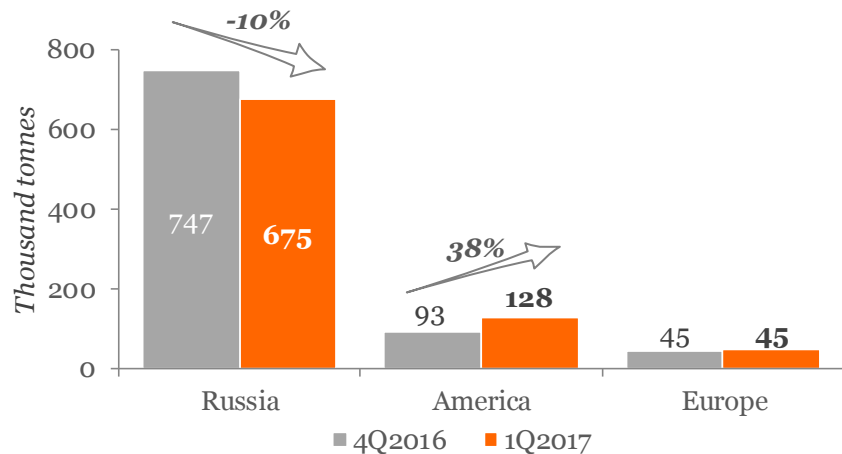
## 1Q 2017 vs 4Q 2016 Results

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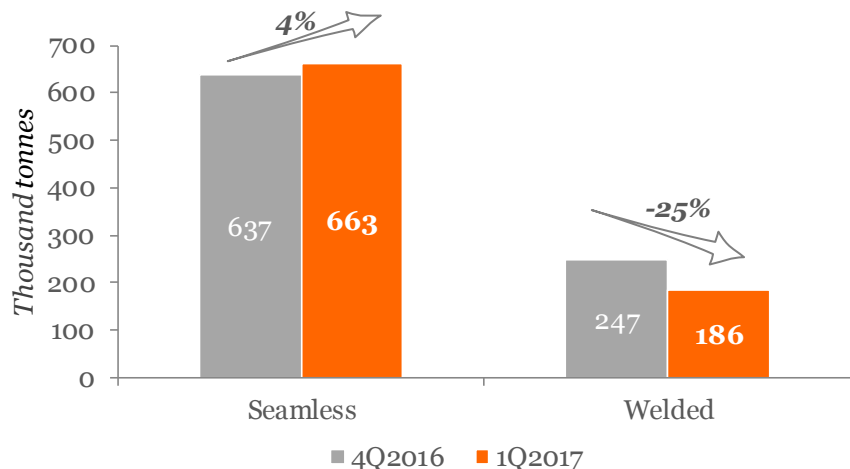
# 1Q 2017 vs 4Q 2016 Sales by Division and Product Group

## Sales by division



- Russian division sales decreased QoQ, mostly due to lower LDP volumes.
- American division sales increased QoQ, as a result of higher pipe volumes overall.
- European division sales remained nearly flat QoQ.

## Sales by product group

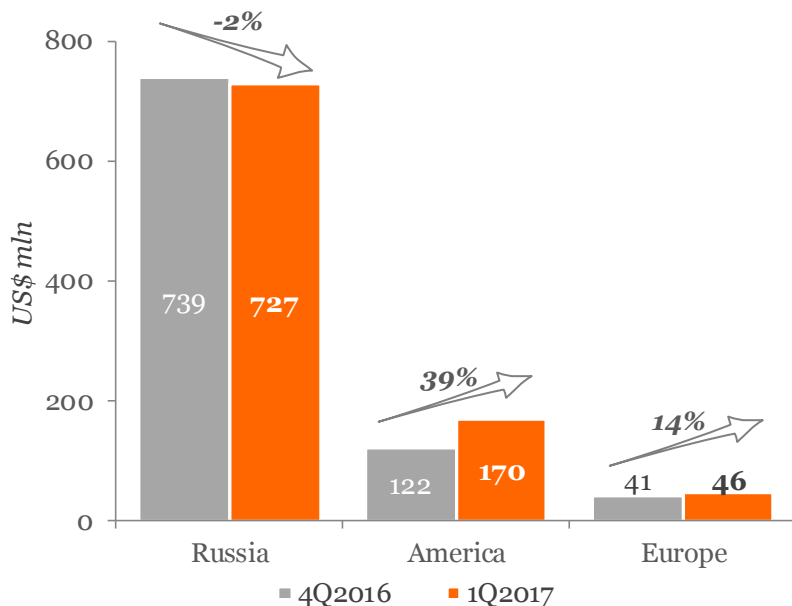


- Seamless pipe sales increased QoQ, mostly due to higher volumes at the Russian and American division.
- Welded pipe sales were down QoQ, mostly due to weaker LDP demand at the Russian division.
- Total OCTG sales demonstrated a 13% growth, with the most additions at the Russian division.

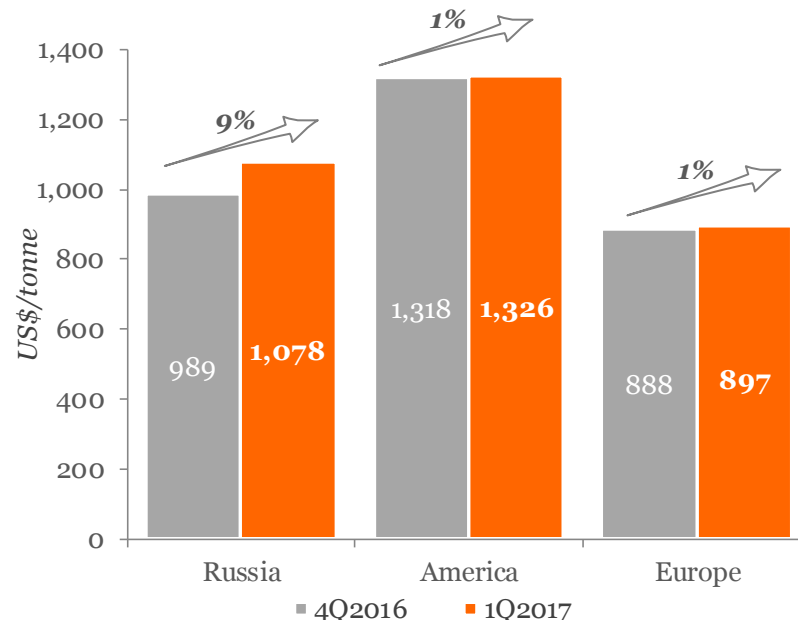
Source: TMK data

# 1Q 2017 vs 4Q 2016 Revenue by Division

## Revenue



## Revenue per tonne\*



\* Revenue /tonne for the Russian and American divisions is calculated as total revenue divided by pipe sales. Revenue for the European division is calculated as total revenue divided by pipe+billet sales

- Results for 1Q 2017 at the Russian division reflected weaker LDP sales, resulting from the completion or rescheduling of a number of major pipeline construction projects.
- In 1Q 2017, revenue at the American division increased, due to a significant increase in pipe sales overall.
- In 1Q 2017, revenue at the European division increased, as a result of higher seamless pipe sales and stronger pricing.
- Russian division revenue per tonne increased QoQ partially as a result of a positive effect of currency translation.
- American division revenue per tonne increased QoQ, as a result of improved pricing situation.
- European division revenue per tonne increased QoQ, due to higher prices for seamless industrial pipe.

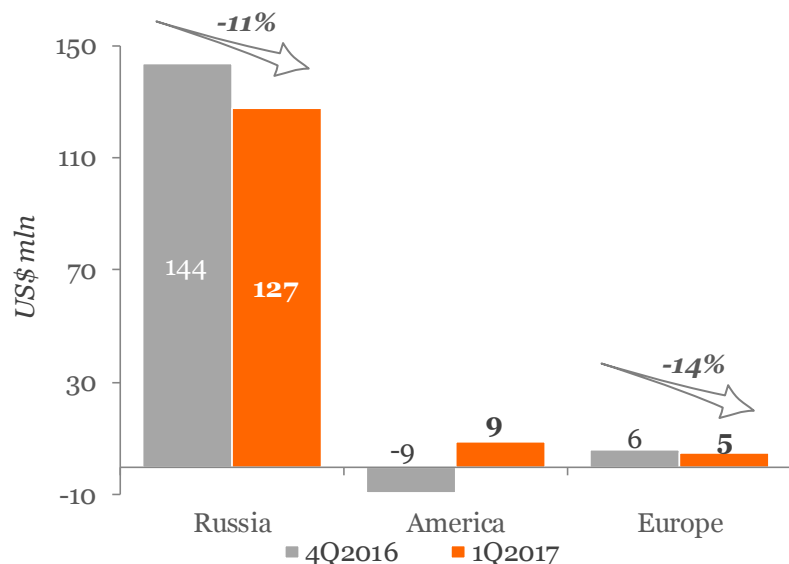
Source: Consolidated IFRS financial statements, TMK data

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.

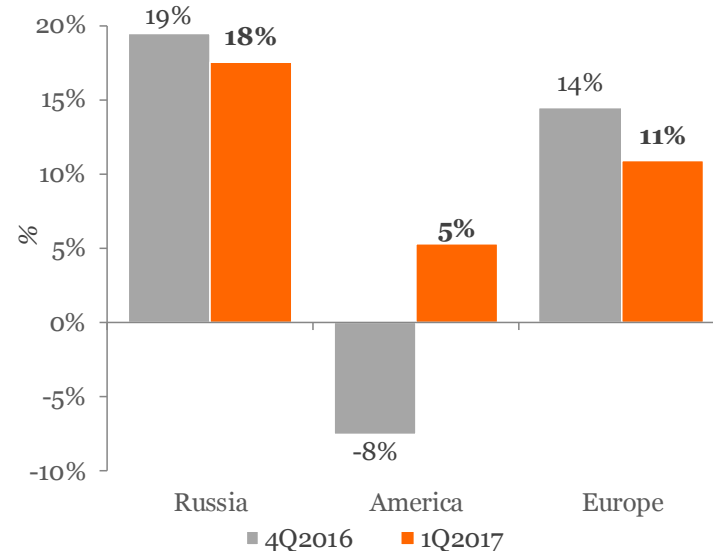
# 1Q 2017 vs 4Q 2016 Adjusted EBITDA by Division

## Adjusted EBITDA



- Russian division Adjusted EBITDA decreased QoQ, due to higher raw materials prices and decline in LDP sales.
- The American division EBITDA significantly improved QoQ, as a result of higher prices and stronger sales.
- European division Adjusted EBITDA decreased QoQ, mainly due to higher scrap prices which were not offset by higher pipe prices.

## Adjusted EBITDA margin



- Russian division Adjusted EBITDA margin decreased QoQ due to growth in raw materials prices and lower share of LDP in total sales.
- American division Adjusted EBITDA margin significantly improved and amounted to 5% in 1Q 2017.
- European division Adjusted EBITDA margin decreased QoQ, mainly due to higher scrap prices.

Source: TMK Consolidated IFRS financial statements, TMK data

Note:

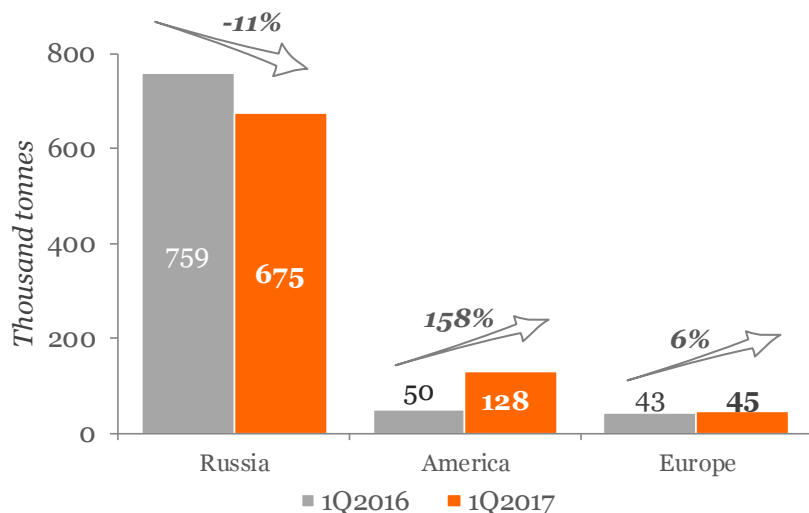
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## 1Q 2017 vs 1Q 2016 Results

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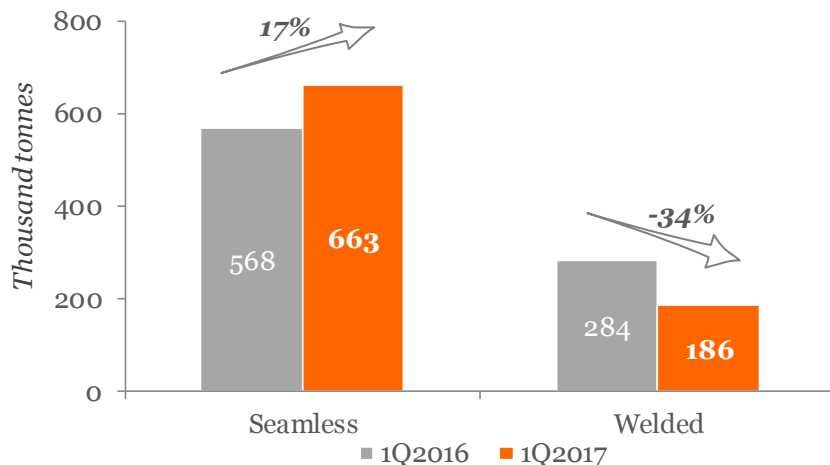
# 1Q 2017 vs 1Q 2016 Sales by Division and Product Group

## Sales by division



- Russian division sales decreased YoY, mainly affected by lower LDP volumes.
- A significant YoY growth in rig count combined with E&P spending increase in the North American market led to a substantial increase in pipe sales at the American division.
- European division sales increased due to improved demand in the European market.

## Sales by product group

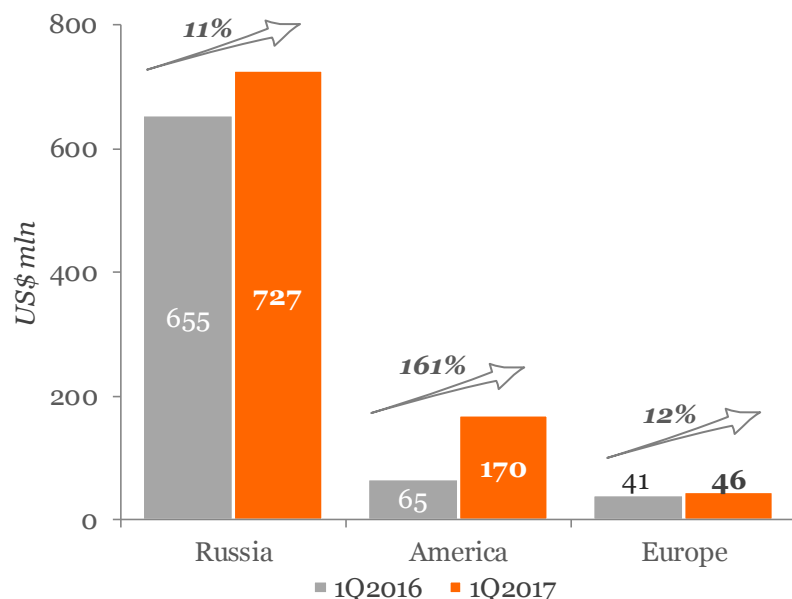


- Seamless pipe volumes increased YoY, driven by growth at the Russian and especially American divisions.
- Welded pipe sales decreased YoY, largely due to a sharp decline in LDP volumes at the Russian division.
- Total OCTG sales increased by 34% YoY, as a result of a significant growth both at the Russian and American division.

Source: TMK data

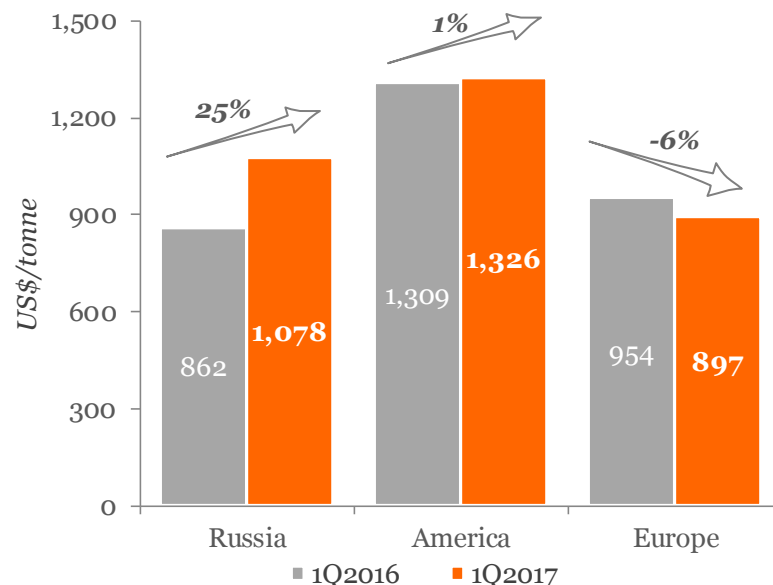
# 1Q 2017 vs 1Q 2016 Revenue by Division

## Revenue



- The YoY revenue growth for the Russian division was largely a reflection of the rouble appreciation against the US dollar.
- Revenue for the American division almost tripled YoY, as a result of a significant increase in pipe volumes coupled with stronger pricing.
- Revenue for the European division increased YoY, due to stronger pipe prices and higher seamless pipe sales.

## Revenue per tonne\*



\* Revenue/tonne for the Russian and American divisions is calculated as total revenue divided by pipe sales. Revenue for the European Division is calculated as total revenue divided by pipe+billet sales

- Russian division revenue per tonne increased YoY, primarily due a positive effect of currency translation.
- American division revenue per tonne grew as a result of better pricing.
- European division revenue per tonne decreased YoY, due to less favorable product mix.

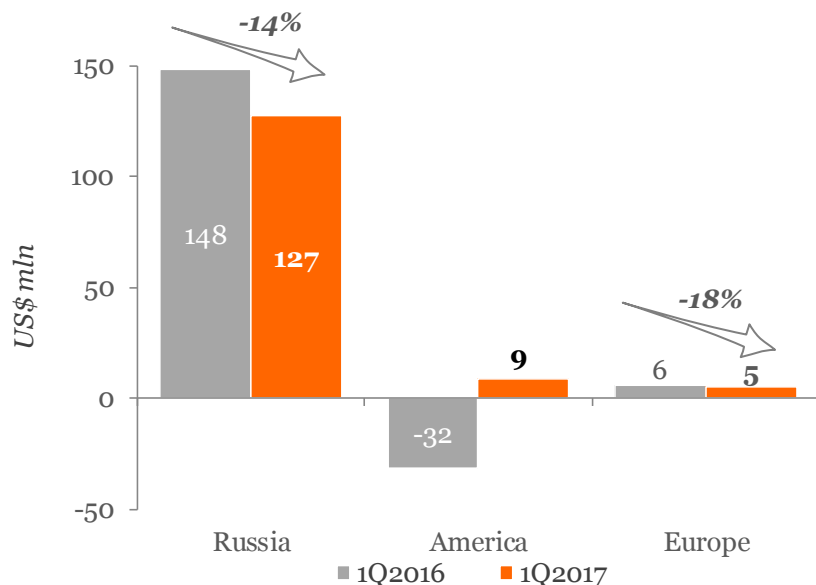
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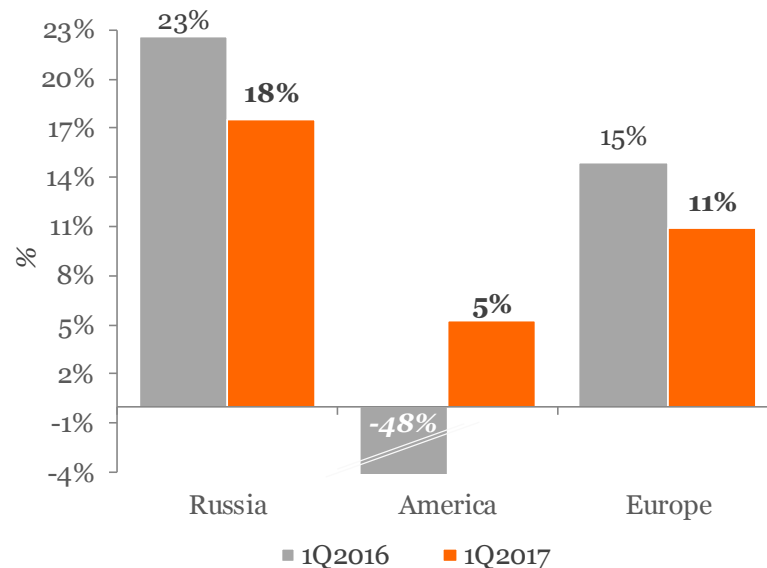
# 1Q 2017 vs 1Q 2016 Adjusted EBITDA by Division

## Adjusted EBITDA



- Russian division Adjusted EBITDA decreased YoY, due to higher costs of raw materials and lower LDP sales.
- American division Adjusted EBITDA significantly improved YoY, following a strong growth in sales and pricing.
- European division Adjusted EBITDA remained nearly flat compared to 1Q 2016.

## Adjusted EBITDA margin



- Russian division Adjusted EBITDA margin decreased YoY, due to the growth in raw materials prices and unfavorable product mix resulting from lower LDP sales.
- American division Adjusted EBITDA significantly improved and amounted to 5% in 1Q 2017.
- European division Adjusted EBITDA margin decreased YoY, mostly due to higher scrap prices.

Source: TMK Consolidated IFRS financial statements, TMK data

Note:

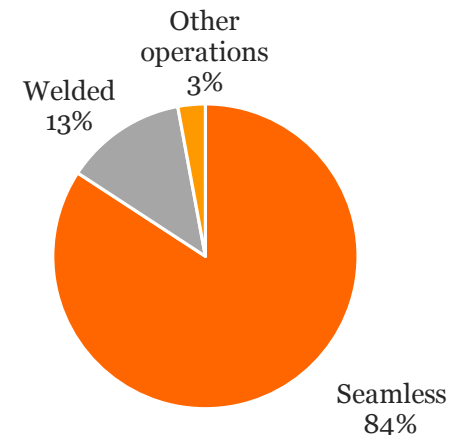
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# Seamless – Core to Profitability



	U.S.\$ mln (unless stated otherwise)	1Q2017	QoQ, %	YoY, %
<b>SEAMLESS</b>	Sales - Pipes, kt	<b>663</b>	4%	17%
	<b>Revenue</b>	<b>714</b>	13%	37%
	Gross profit	<b>169</b>	5%	20%
	Margin, %	24%		
	Avg revenue/tonne (US\$)	1,078	9%	17%
	Avg gross profit/tonne (US\$)	255	1%	3%
<b>WELDED</b>	Sales - Pipes, kt	<b>186</b>	-25%	-34%
	<b>Revenue</b>	<b>177</b>	-19%	-14%
	Gross profit	<b>26</b>	32%	195%
	Margin, %	15%		
	Avg revenue/tonne (US\$)	953	8%	32%
	Avg gross profit/tonne (US\$)	139	75%	350%

## 1Q 2017 gross profit breakdown



- Sales of seamless pipe generated 76% of total Revenue in 1Q 2017.
- Gross Profit from seamless pipe sales represented 84% of 1Q 2017 total gross profit.
- Gross Profit Margin from seamless pipe sales amounted to 24% in 1Q 2017.

Source: Consolidated IFRS financial statements, TMK data

**Note:**

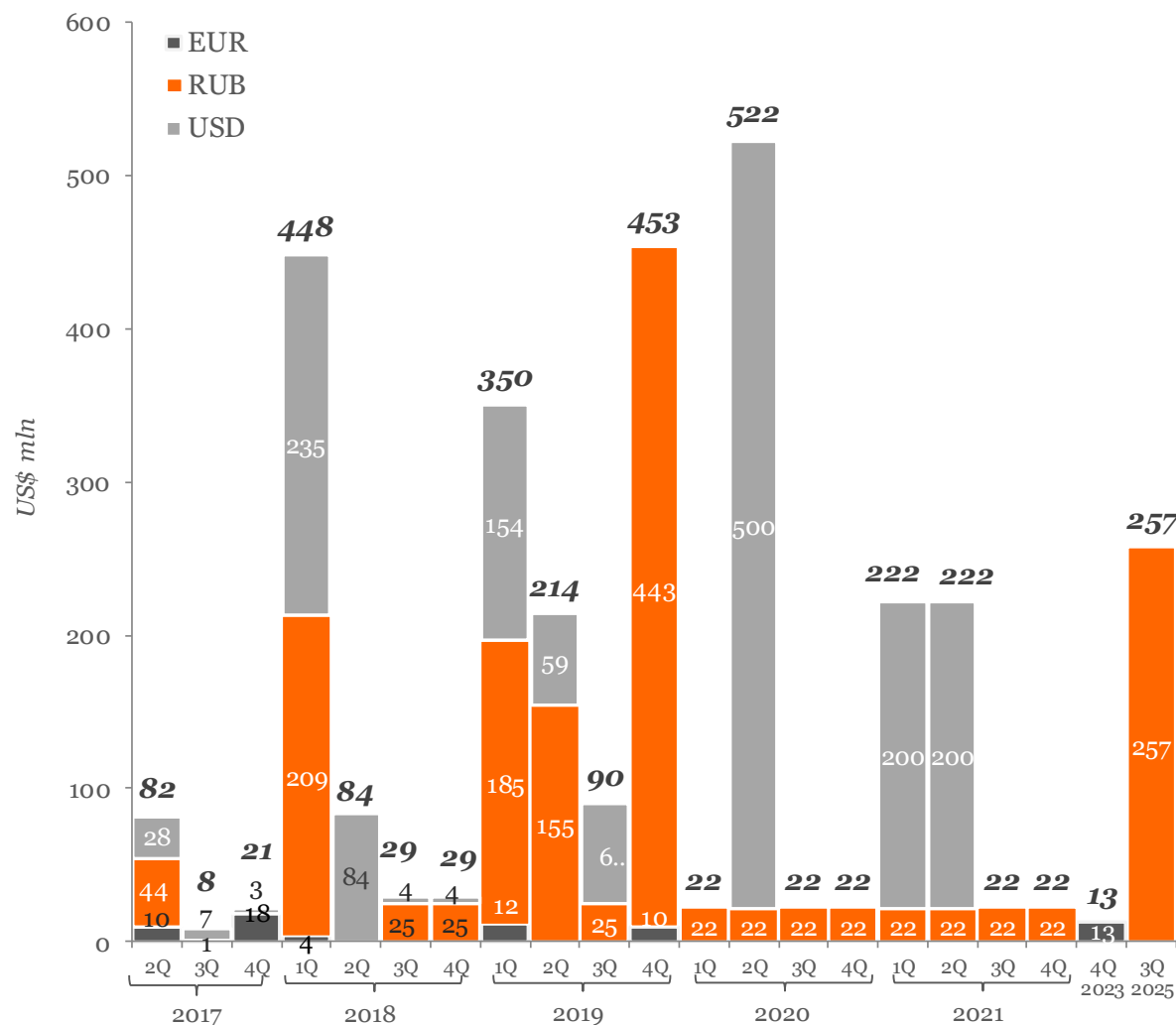
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# Debt Maturity Profile as at March 31, 2017

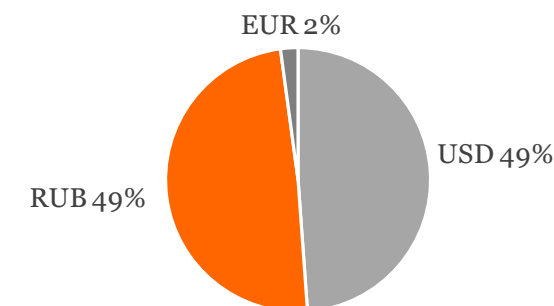


## Debt maturity profile as at March 31, 2017



- As at March 31, 2017, Net Debt amounted to US\$2,640 mln
- Over US\$1bn reduction in Net Debt over the past 3 years
- In April 2017, TMK placed a 5 billion rouble 10-year bond with 9.75% coupon rate
- The terms of several loan facilities renegotiated in September 2016 and December 2016:
  - With Sberbank, all short-term loans in an aggregate amount of approximately U.S.\$270 m refinanced with new facilities maturing in 2019
  - With Gazprombank, the maturity of U.S.\$400m term loan facilities extended from June 2017 to December 2021
- Credit Ratings:
  - S&P: B+
  - Moody's: B1

### Debt currency structure



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

Source: TMK management accounts

- In Russia, TMK anticipates seamless OCTG pipe consumption to remain strong in 2017 with the potential for a moderate growth against 2016. At the same time, TMK expects LDP consumption in 2017 to remain at low level due to the completion or rescheduling of a number of major pipeline construction projects.
- TMK believes the oil and gas industry in the United States and Canada will demonstrate further recovery, with OCTG consumption in North America growing and inventories remaining at pre-downturn levels. Supported by the announced pricing increases, the Company anticipates the American division's financial performance to further strengthen considerably in 2Q-4Q 2017, assuming a stable oil price and a constant or softening HRC price.
- For FY 2017, industrial pipe consumption in the European pipe market is expected to increase and support further growth in prices.
- TMK reiterates its previous guidance for FY 2017, anticipating broadly flat margins and overall stronger financial results compared to FY 2016, driven by a significantly improved performance of its American division.



Thank you

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