



## TMK ANNOUNCES 2Q 2013 AND 1H 2013 IFRS RESULTS

*The following contains forward looking statements concerning future events. These statements are based on current information and assumptions of TMK management concerning known and unknown risks and uncertainties.*

OA O TMK ("TMK" or "the Company"), one of the world's leading producers of tubular products for the oil and gas industry, announces today its interim consolidated IFRS financial results for the six months ending June 30, 2013.

### Summary 2Q 2013 and 1H 2013 Results

*(In millions of U.S.\$, unless stated otherwise)*

	<b>2Q 2013</b>	<b>1Q 2013</b>	<b>Change, %</b>		<b>1H 2013</b>	<b>1H 2012</b>	<b>Change, %</b>
Sales volumes, thousand tonnes	<b>1,117</b>	1,058	6%		<b>2,175</b>	2,107	3%
Revenue	<b>1,649</b>	1,725	-4%		<b>3,374</b>	3,439	-2%
Gross profit	<b>355</b>	369	-4%		<b>724</b>	801	-10%
Income before tax	<b>61</b>	112	-45%		<b>173</b>	257	-33%
Net income	<b>40</b>	85	-53%		<b>125</b>	182	-31%
Earnings per GDR <sup>1</sup> , basic, U.S.\$	<b>0.20</b>	0.40	-50%		<b>0.56</b>	0.84	-33%
Adjusted EBITDA <sup>2</sup>	<b>250</b>	273	-8%		<b>523</b>	575	-9%
Adjusted EBITDA margin, %	<b>15%</b>	16%			<b>15%</b>	17%	

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

<sup>1</sup> One GDR represents four ordinary shares

<sup>2</sup> Adjusted EBITDA is determined as profit/(loss) for the period excluding finance costs and finance income, income tax (benefit)/expense, depreciation and amortization, foreign exchange (gain)/loss, impairment/(reversal of impairment) of non-current assets, movements in allowances and provisions (except for provision 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 items.

In the first quarter of 2013, management amended its definition of Adjusted EBITDA. For the updated methodology please refer to the Financial Statements for the three-months period ended March 31, 2013.



## **2Q 2013 Highlights**

### *Sales*

<i>Sales (thousand tonnes)</i>	<b>2Q 2013</b>	<b>1Q 2013</b>	<b>Change, %</b>
Seamless	<b>645</b>	625	3%
Welded	<b>472</b>	433	9%
Total	<b>1,117</b>	1,058	6%

- Total pipe sales increased by 6% quarter-on-quarter to 1,117 thousand tonnes, mainly due to an increase in OCTG and large-diameter (LD) pipe sales.
- Seamless pipe sales increased by 3% compared to the prior quarter and amounted to 645 thousand tonnes. Seamless OCTG pipe volumes increased by 10% quarter-on-quarter on the back of a strong drilling activity in Russia.
- Welded pipe sales grew by 9% from the prior quarter to 472 thousand tonnes. Welded OCTG and LD pipe sales increased by 14% and 8% respectively.

### *Financials*

- Revenue for the second quarter was \$1,649 million, a decrease of 4% over the first quarter of 2013, mainly due to an unfavorable sales mix mostly in the Russian division, weaker pricing in all other markets except the Russian one and a negative effect of currency translation. Sales of seamless pipe, the core business of the Company, generated 62% of total revenue.
- Adjusted EBITDA decreased by 8% quarter-on-quarter to \$250 million due to an unfavorable sales mix. Adjusted EBITDA margin was 15%.
- Net income was \$40 million for the second quarter, as compared to \$85 million in the first quarter of 2013, being negatively impacted by a \$40 million foreign exchange loss in the second quarter of 2013. Net income margin was 2% for the second quarter of 2013.
- As of June 30, 2013, total debt decreased to \$3,769 million compared to \$3,849 million as of March 31, 2013, mainly due to the Rouble's depreciation against the U.S. dollar. Net repayment of the debt amounted to \$36 million for the quarter. TMK's weighted average nominal interest rate decreased to 6.67% as of June 30, 2013 from 7.02% as of March 31, 2013.



- Net debt decreased by \$95 million in the second quarter of 2013 to \$3,632 million as of June 30, 2013, while the Net Debt-to-EBITDA ratio<sup>3</sup> was 3.7x.

## **1H 2013 Highlights**

### *Sales*

<i>Sales (thousand tonnes)</i>	<b>1H 2013</b>	<b>1H 2012</b>	<b>Change, %</b>
Seamless	<b>1,271</b>	1,273	-
Welded	<b>905</b>	834	8%
Total	<b>2,175</b>	2,107	3%

- Total pipe sales grew by 3% to 2,175 thousand tonnes compared to the first half of 2012, mainly due to an increase in line and LD pipe volumes.
- Seamless pipe sales remained almost flat compared to the first half of 2012 and amounted to 1,271 thousand tonnes. Seamless OCTG pipe volumes slightly decreased by 1% year-on-year.
- Welded pipe sales increased by 8% year-on-year to 905 thousand tonnes. Welded OCTG and line pipe sales increased by 3% and 9% respectively, whereas LD pipe sales grew by 35%.

### *Financials*

- Revenue decreased by 2% year-on-year to \$3,374 million mainly due to weaker results of the American and European divisions. Sales of seamless pipe, the core business of the Company, generated 63% of total revenue.
- Adjusted EBITDA decreased by 9% year-on-year to \$523 million negatively affected by weaker pricing and an unfavorable sales mix in the American and European divisions. Adjusted EBITDA margin amounted to 15% for the first six months of 2013.
- Net income was \$125 million for the first half of 2013 as compared to \$182 million for the first half of 2012, being negatively impacted by a \$44 million foreign exchange loss versus a \$5 million gain in the first half of 2012. Net income adjusted for the gain/(loss) on changes in fair value of the derivative

<sup>3</sup>Net Debt-to-EBITDA ratio is defined as Net Debt at the end of the given reporting date divided by the Adjusted EBITDA for the 12 months immediately preceding the given reporting date.



instrument<sup>4</sup> amounted to \$120 million; adjusted net income margin was 4% for the first half of 2013.

- As of June 30, 2013, total debt decreased by \$116 million to \$3,769 million compared to \$3,885 million as of December 31, 2012 mainly due to the Rouble's depreciation against the U.S. dollar. Net repayment of the debt amounted to \$22 million for the first half of 2013. TMK's weighted average nominal interest rate decreased by 32 basis points to 6.67% as of June 30, 2013 compared to December 31, 2012.
- Net debt decreased by \$24 million in the first half of 2013 and amounted to \$3,632 million as of June 30, 2013. The Net Debt-to-EBITDA ratio was 3.7x.

### *Recent Developments*

- In April 2013, TMK completed a placement of \$500 million Eurobonds maturing in 2020 with a coupon of 6.75% p.a., payable semi-annually. The Eurobonds are listed on the Irish Stock Exchange.
- In April 2013, TMK signed an agreement with the Skolkovo Fund (the "Fund") to open its research and development facility in the Skolkovo Innovation Centre. The TMK R&D Centre will focus on developing efficient technologies in the areas of oil and gas exploration and production, transportation of hydrocarbons, and finding new solutions to improve energy efficiency in the iron and steel industry. The Centre is expected to reach the designed capacity in 2015.
- In June 2013, TMK and Gazprom Neft approved a program for scientific and technical cooperation for 2013-2015. The program provides for development of new types of casing, tubing and line pipe with improved performance characteristics as well as for provision of technical support and supervision.
- In June 2013, TMK Oilfield Services division launched an inner coating line at one of its production facilities in Russia with an annual capacity of 32,000 tonnes of pipe with a diameter of 73-168 mm.
- In August 2013, TMK supplied tubing with premium connections TMK FMT and provided related services for the hydraulic fracturing project at the Davydovskoye oilfield operated by Orenburgneft, a Rosneft subsidiary.

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<sup>4</sup> For the purposes of disclosure of the management's position in respect of the treatment of the conversion option in the press release, net income has been adjusted for the gain/(loss) on changes in fair value of the derivative financial instruments.



## **2Q and 1H 2013 Segment Results**

(In millions of U.S.\$, unless stated otherwise)

	<b>2Q 2013</b>	<b>1Q 2013</b>	<b>Change, %</b>		<b>1H 2013</b>	<b>1H 2012</b>	<b>Change, %</b>
<i>Sales volumes (thousand tonnes)</i>							
Russia	<b>820</b>	786	4%		<b>1,606</b>	1,537	5%
Americas	<b>255</b>	228	12%		<b>483</b>	478	1%
Europe	<b>42</b>	44	-5%		<b>86</b>	92	-7%
<i>Revenue</i>							
Russia	<b>1,164</b>	1,277	-9%		<b>2,440</b>	2,370	3%
Americas	<b>413</b>	369	12%		<b>782</b>	887	-12%
Europe	<b>72</b>	79	-9%		<b>151</b>	182	-17%
<i>Gross Profit</i>							
Russia	<b>290</b>	321	-10%		<b>612</b>	566	8%
Americas	<b>50</b>	36	37%		<b>86</b>	188	-54%
Europe	<b>14</b>	12	18%		<b>26</b>	47	-44%
<i>Adjusted EBITDA</i>							
Russia	<b>208</b>	247	-16%		<b>455</b>	386	18%
Americas	<b>33</b>	20	65%		<b>53</b>	156	-66%
Europe	<b>9</b>	6	48%		<b>15</b>	33	-56%

### *Russia*

#### **2Q 2013 Highlights**

In the second quarter of 2013, revenue decreased by 9% to \$1,164 million from the prior quarter mainly due to an unfavorable sales mix in seamless and welded businesses and a negative effect of currency translation.

Gross profit for the second quarter of 2013 declined by 10% quarter-on-quarter to \$290 million largely due to an unfavorable sales mix, while gross profit margin remained flat compared to the prior quarter and amounted to 25%.

Adjusted EBITDA for the second quarter of 2013 declined by 16% from the prior quarter to \$208 million due to lower gross profit and higher operational expenses. Adjusted EBITDA margin decreased to 18% in the second quarter of 2013 from 19% in the prior quarter of 2013.



### 1H 2013 Highlights

For the first half of 2013, revenue increased by 3% to \$2,440 million mainly due to the higher LD pipe volumes, better pricing and product mix in seamless pipe sales. The growth in revenue was partially offset by the negative effect of currency translation.

Gross profit for the first half of 2013 increased by 8% year-on-year to \$612 million, mainly driven by the improved sales mix of seamless pipe and lower raw materials costs. Gross profit margin improved to 25% for the first half of 2013 from 24% from the first half of 2012.

For the first half of 2013, adjusted EBITDA increased by 18% year-on-year to \$455 million following a growth of gross profit and a decrease of commercial expenses. Adjusted EBITDA margin improved to 19% for the first half of 2013, from 16% for the first half of 2012.

### *Americas*

#### 2Q 2013 Highlights

In the second quarter of 2013, revenue increased by 12% from the prior quarter to \$413 million, primarily driven by higher volumes, particularly of welded and seamless OCTG pipe.

Gross profit for the second quarter of 2013 increased by 37% quarter-on-quarter to \$50 million mostly due to a favorable sales mix of welded pipe and higher volumes. Gross profit margin improved to 12% in the second quarter of 2013 from 10% in the first quarter of 2013.

In the second quarter of 2013, adjusted EBITDA grew by 65% to \$33 million mainly as a result of higher gross profit. Adjusted EBITDA margin improved to 8% in the second quarter of 2013, from 5% in the first quarter of 2013.

#### 1H 2013 Highlights

For the first half of 2013, revenue decreased by 12% year-on-year to \$782 million mainly due to the deterioration of the pricing environment in the U.S. following an increase in import volumes and a decline in rig count.

Gross profit for the first half of 2013 declined by 54% year-on-year to \$86 million primarily due to significantly weaker pricing in welded and seamless businesses, not fully offset by lower raw materials prices. Gross profit margin decreased to 11% for the first half of 2013 from 21% for the first half of 2012.

Adjusted EBITDA for the first half of 2013 declined by 66% year-on-year to \$53 million due to lower gross profit. Adjusted EBITDA margin fell to 7% for the first half of 2013, from 18% for the first half of 2012.



## *Europe*

### 2Q 2013 Highlights

In the second quarter of 2013, revenue decreased by 9% from the prior quarter to \$72 million largely due to lower sales of steel billets and seamless pipe.

Gross profit for the second quarter of 2013 increased by 18% quarter-on-quarter to \$14 million due to higher share of seamless pipe in total volumes and a favorable product mix of steel billets sales. Gross profit margin improved to 20% in the second quarter of 2013 from 15% in the first quarter of 2013.

Adjusted EBITDA in the second quarter of 2013 grew by 48% quarter-on-quarter to \$9 million mostly due to higher gross profit. Adjusted EBITDA margin in the second quarter of 2013 improved to 12% against 7% in the prior quarter.

### 1H 2013 Highlights

For the first half of 2013, revenue decreased by 17% year-on-year to \$151 million as a result of a weaker pricing, an unfavorable sales mix and lower volumes.

Gross profit for the first half of 2013 declined by 44% year-on-year to \$26 million as falling average selling prices of pipe products outpaced falling scrap prices. Gross profit margin decreased to 17% for the first half of 2013 from 26% for the first half of 2012.

Adjusted EBITDA for the first half of 2013 fell by 56% year-on-year to \$15 million as a result of the gross profit decline. Adjusted EBITDA margin for the first half of 2013 decreased to 10% from 18% for the first half of 2012.

## **2Q and 1H 2013 Market Conditions**

### *Russia*

In the second quarter of 2013, the Russian pipe market grew by 4% from the prior quarter mainly as a result of an increased demand for seamless and welded industrial pipe and LD pipe. For the first six months of 2013, the Russian pipe market increased by 9% year-on-year largely due to improved demand for oil and gas pipe grades supported by a high level of drilling activity.

Demand for TMK's core products, seamless OCTG and line pipe, was strong for the first six months of 2013 and increased by 32% and 14%, respectively, compared to the first half of 2012, while in the second quarter of 2013 there was a decline from the prior quarter due to seasonal factors.

The LD pipe market in Russia improved by 4% quarter-on-quarter and by 5% year-on-year, driven by the construction of the Russian onshore section of the South Stream pipeline and construction of several oil pipelines by the Russian oil majors.

In the first half of 2013, the industrial seamless pipe market in Russia declined by 11% year-on-year, while the welded industrial pipe market grew by 4% in the same period impacted by growing construction activity in Russia. In the second quarter of 2013,



seamless and welded industrial pipe market increased by 16% and 13%, respectively, compared to the prior quarter.

### *Americas*

The Baker Hughes rig count averaged 1,761 rigs in the second quarter of 2013 compared to 1,758 in the first quarter of 2013. Crude prices supported the addition of 65 oil directed rigs, up 5% from the first quarter of 2013 and up 2% year-on-year. The oil rig count accounted for 79% of the active drilling rigs, up 4% quarter-on-quarter. WTI crude prices remained stable during the second quarter, but natural gas prices increased by 15% from the prior quarter to average \$4.01/MMBtu. Withdrawals of natural gas from storage ceased at the end of April and prices of natural gas are expected to soften until the winter season returns in the fourth quarter. OCTG consumption, according to Preston Pipe and Tube, was relatively unchanged compared to the first quarter of 2013, reflecting the stable rig count. However, OCTG shipments increased by 6% resulting in an increase in month's supply of inventory. Industrial pipe shipments were relatively unchanged.

Competition against imports and building inventory in the OCTG market caused continuous downward pressure on prices. According to Pipe Logix, both the average composite OCTG seamless and welded prices were down 1 % and 2%, respectively in the second quarter of 2013 compared to the first quarter of 2013. Price competition from imports in other products also had similar effect.

### *Europe*

Throughout the first half of 2013, the European market environment remained challenging. End-users continued to focus on spot orders anticipating more favorable payment terms. Customers preferred to keep inventories at a minimum level for their ongoing needs creating additional pressure on prices and volumes. The shrinking number of active projects coupled with investor pessimism resulted in lower consumption of tubular goods. Moreover, lower exports by the European companies led to an increased competition between pipe producers pushing the prices further down.

### **2H and 2013 Outlook**

Based on the activities observed through August, TMK reiterates its outlook for the full-year 2013 and, despite some usual slowdown in the third quarter, expects the financial performance for 2013 to approximately maintain at the level of full-year 2012 results.

2Q / 1H 2013 IFRS Financial Statements are available at:  
[http://www.tmk-group.com/files/IFRS\\_TM\\_K\\_6m2013\\_USD.pdf](http://www.tmk-group.com/files/IFRS_TM_K_6m2013_USD.pdf)





## **2Q / 1H 2013 IFRS Results Conference Call:**

TMK's management will hold a conference call to present the second quarter / first half 2013 financial results today, August 27, 2013, at 09:00 New York / 14:00 London / 17:00 Moscow.

To join the conference call please register on-line

<https://eventreg1.conferencing.com/webportal3/reg.html?Acc=097741&Conf=188299>

or dial:

International call-in Number: +44 20 7162 0025

US call-in Number: +1 334 323 6201

Conference ID: 935985

*(We recommend that participants register on-line to avoid waiting in a queue or to start dialing in 5-10 minutes prior to ensure a timely start to the conference call)*

The conference call replay will be available through August 30, 2013:

UK replay number: +44 20 7031 4064

US toll replay number: +1 954 334 0342

Replay access code: 935985

## **Capital Markets Day in October 2013:**

TMK will be hosting its first Capital Markets Day for investors and analysts in New York on Tuesday, October 8, 2013 and London on Thursday, October 10, 2013.

Both events will consist of a series of presentations from TMK's senior management and Board members to provide a valuable first-hand insight into its business.

The New York presentations and lunch will be held at Bank of New York Mellon's Offices at 101 Barclay Street, New York, NY 10286 at 12:00.

The London presentations and lunch will be held at The London Stock Exchange at 10 Paternoster Square, London, EC4M 7LS at 12.30.

Attendance is by registration only.

Please, register here: <http://irpages2.equitystory.com/cgi-bin/show.ssp?companyName=tmk&language=English&id=2000>



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**For further information regarding TMK please visit [www.tmk-group.com](http://www.tmk-group.com) or download the YourTube iPad application from the App Store <https://itunes.apple.com/ru/app/yourtube/id516074932?mt=8&ls=1>**

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**TMK ([www.tmk-group.com](http://www.tmk-group.com))**

TMK (LSE: TMKS) is a leading global manufacturer and supplier of steel pipes for the oil and gas industry, operating 28 production sites in the United States, Russia, Canada, Romania, Oman, UAE, and Kazakhstan and two R&D centers in Russia and the USA. In 2012, TMK's pipe shipments totaled 4.22 million tonnes. The largest share of TMK's sales belongs to high margin oil country tubular goods (OCTG), shipped to customers in over 80 countries. TMK delivers its products along with an extensive package of services in heat treating, protective coating, premium connections threading, warehousing and pipe repairing.

TMK's securities are listed on the London Stock Exchange, the OTCQX International Premier trading platform in the U.S. and on the Moscow Exchange MICEX-RTS.

*TMK's production assets structure:*

- |   |  |
|---|--|
| <ul style="list-style-type: none"><li>➤ Russian division:<ul style="list-style-type: none"><li>• Volzhsky Pipe Plant;</li><li>• Seversky Tube Works;</li><li>• Taganrog Metallurgical Works;</li><li>• Sinarsky Pipe Plant;</li><li>• TMK-CPW;</li><li>• TMK-Kaztrubprom;</li><li>• TMK-INOX;</li><li>• TMK-Premium Service;</li><li>• TMK Oilfield Services.</li></ul></li></ul> | <ul style="list-style-type: none"><li>➤ American division:<ul style="list-style-type: none"><li>• 12 plants of TMK IPSCO;</li><li>• OFS International LLC.</li></ul></li><li>➤ European division:<ul style="list-style-type: none"><li>• TMK-ARTROM;</li><li>• TMK-RESITA.</li></ul></li><li>➤ Middle East Division:<ul style="list-style-type: none"><li>• TMK GIPI (Oman);</li><li>• Threading &amp; Mechanical Key Premium LLC (Abu-Dhabi).</li></ul></li></ul> |
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