



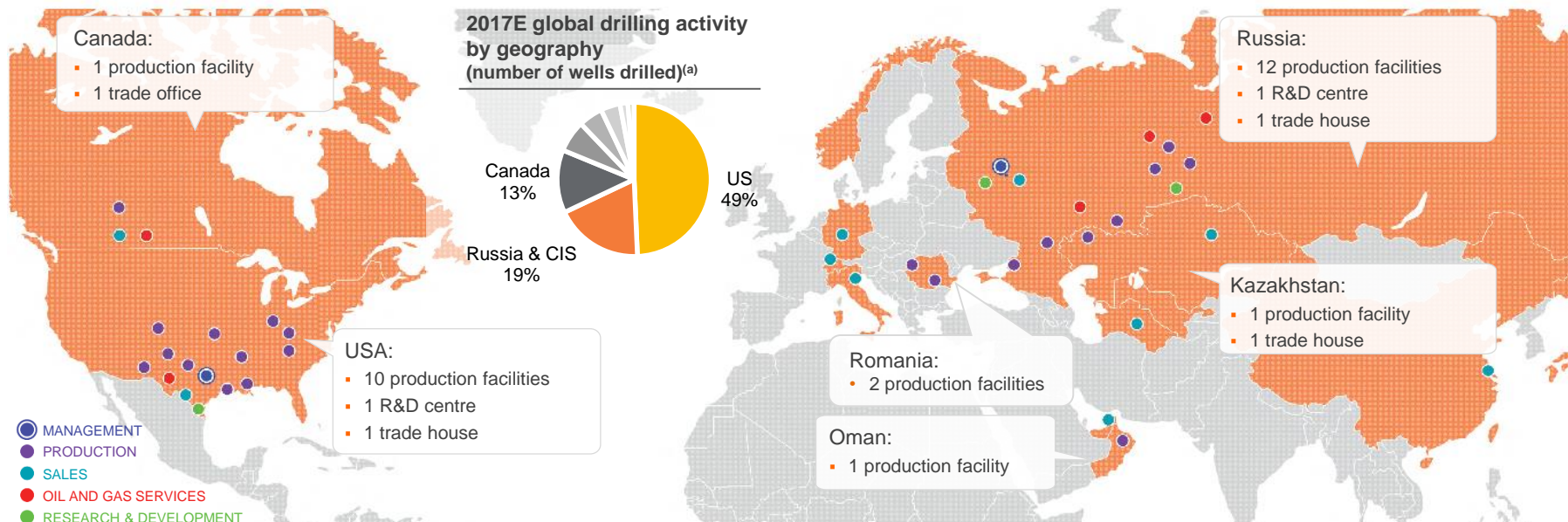
# TMK IR PRESENTATION

October 2018

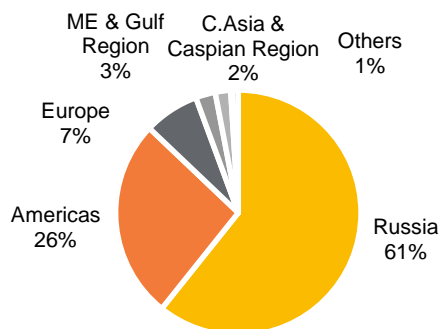


# TMK— Global Supplier of Full Range of Pipes for Oil and Gas Industry

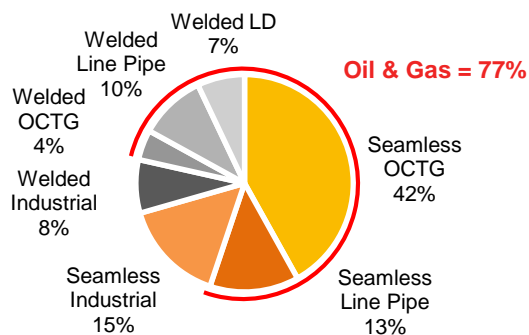
27 production sites in Russia, the USA, Canada, Oman, Romania and Kazakhstan, with trade offices in 10 countries



## TMK sales by region (2017)



## TMK sales by product (2017)



## Key financials

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

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
- TMK - dominant player in Russian oil & gas with 38%<sup>(a)</sup> market share for pipes used in the oil and gas industry, 64%<sup>(a)</sup> 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 with its market share at 10% in 2017

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<sup>(b)</sup> 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 2017

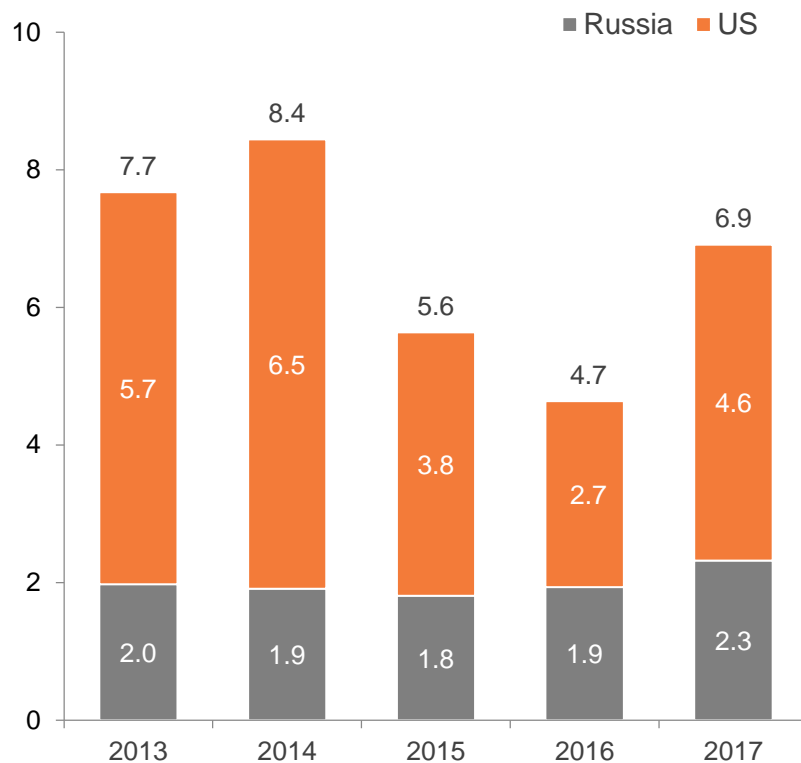
(b) Adjusted EBITDA for TMK represents profit/(loss) for the period excluding finance costs and finance income, income tax (benefit)/expense, depreciation and amortisation, foreign exchange (gain)/loss, impairment/ (reversal of impairment) of non-current assets, movements in allowances and provisions (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

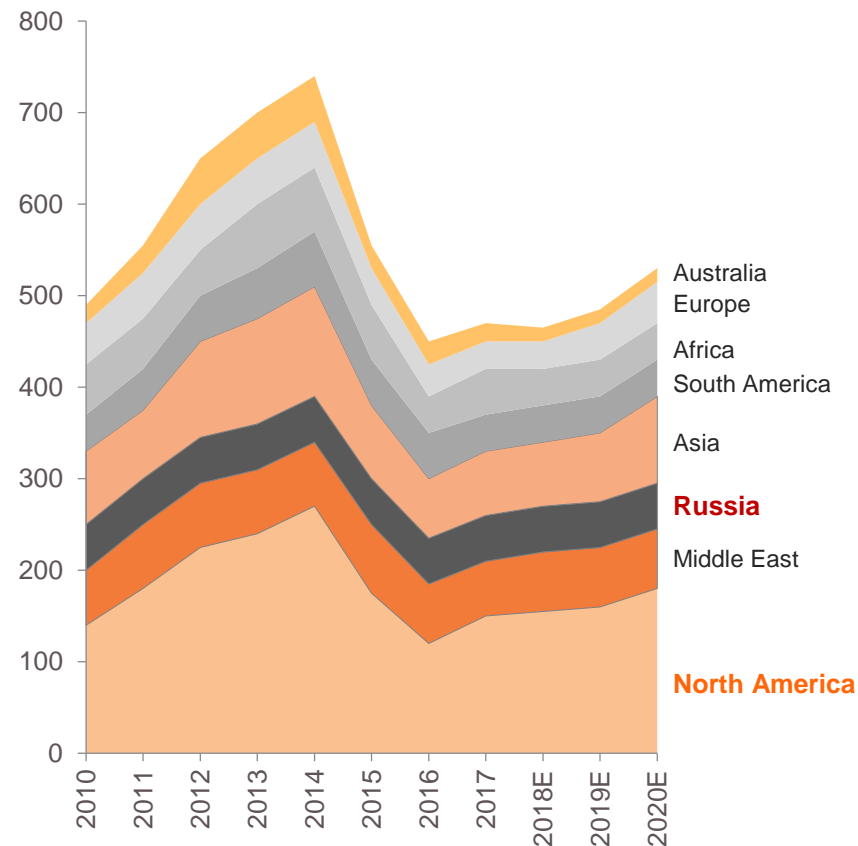
(m tonnes)



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

## Global E&P investments

(US\$ bn nominal)



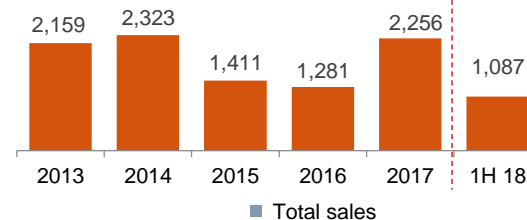
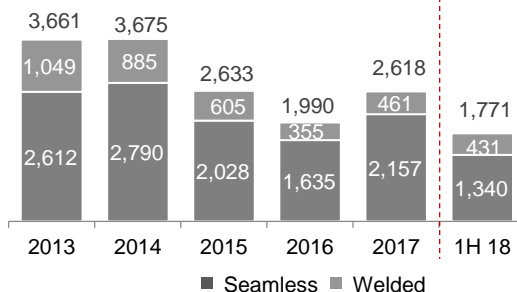
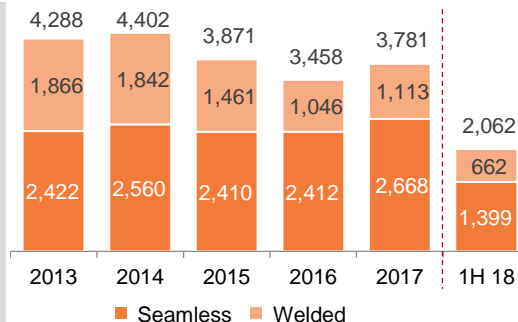
Source: Rystad Energy



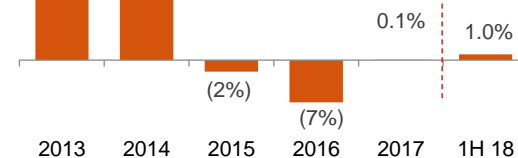
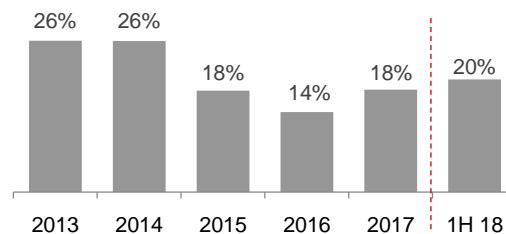
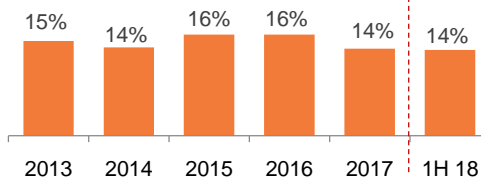
# TMK – Superior Earnings Resilience Through the Cycle



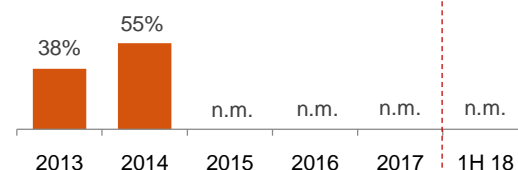
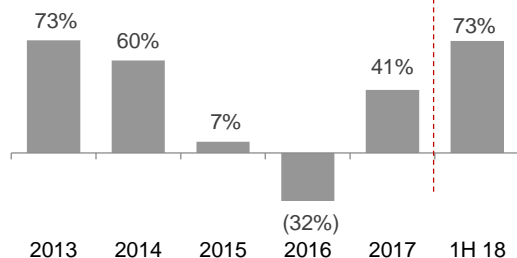
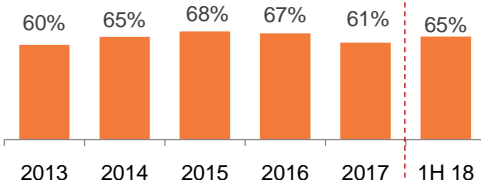
**Total pipes sales volume (ths. tonnes)**



**Adjusted EBITDA margin<sup>(a)</sup>, %**



**Cash conversion<sup>(b)</sup>**



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

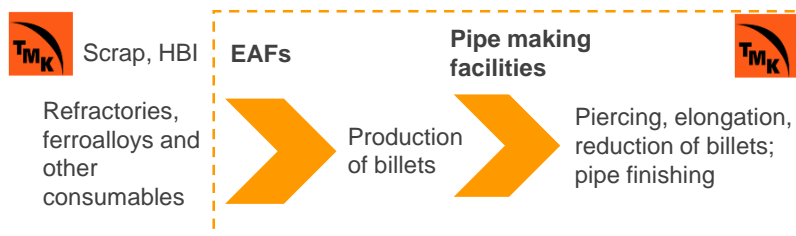
(b) Calculated as (Adjusted EBITDA – Capex) / Adjusted EBITDA



# 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 Metalloinvest for supply of hot-briquetted iron ("HBI") was signed

## Seamless pipe – simplified value chain



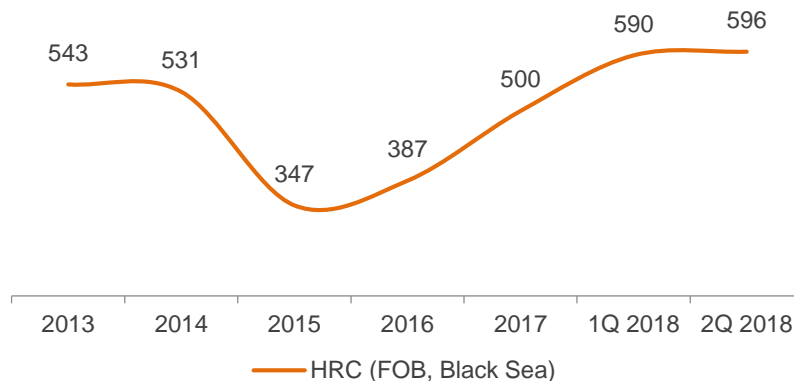
## Welded pipe – simplified value chain



     Perimeter of TMK operations in the value chain

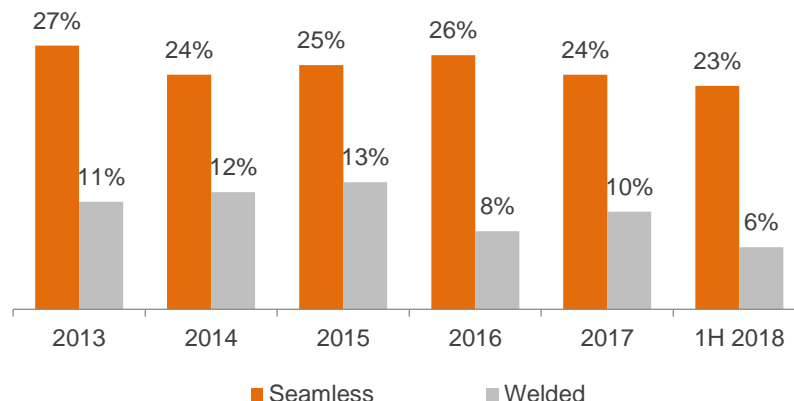
## Steel products price volatility

(US\$/t)



Source: Metal Expert

## TMK gross margin by product segments







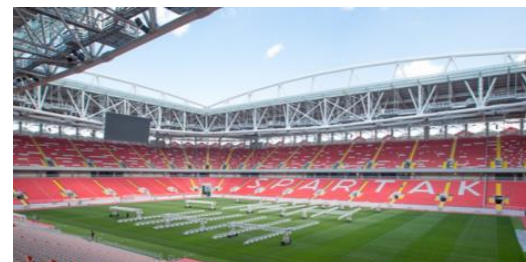
# Strong Position in Multiple End-Markets for Pipes Beyond Oil & Gas

## 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**

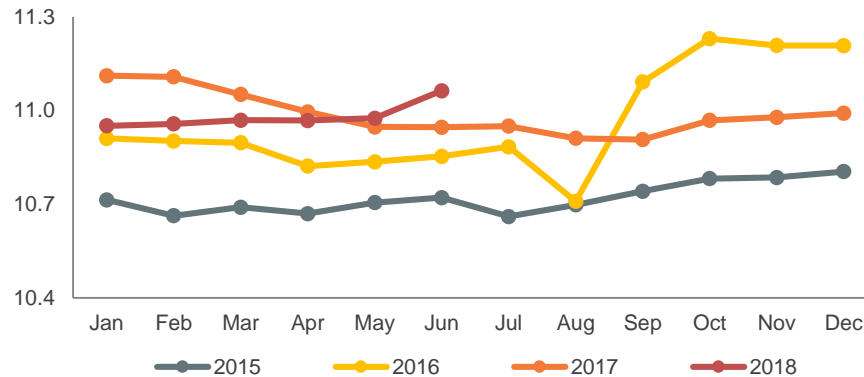




# Oil Production in Russia Remains Strong, However There Are Changes to its Composition

## Oil production remains well above 10.5 MMbpd whilst adhering to the agreement with OPEC

Russian total oil output, MMbpd

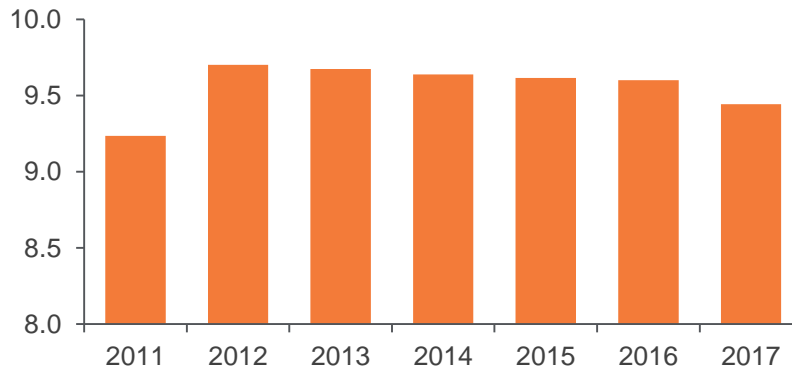


- Russian oil production set new historic record in November 2016, reaching 11.2 mmbpd
- As part of its deal with OPEC, which was prolonged until the end of 2018, Russia has agreed to cut production by 300,000 bpd compared to October 2016 level
- Production cuts are unlikely to be reached through decrease in drilling activity given deteriorating well flow dynamics across Russia

Source: Interfax, Info TEK

## Gradual stagnation of oil production from brownfields ...

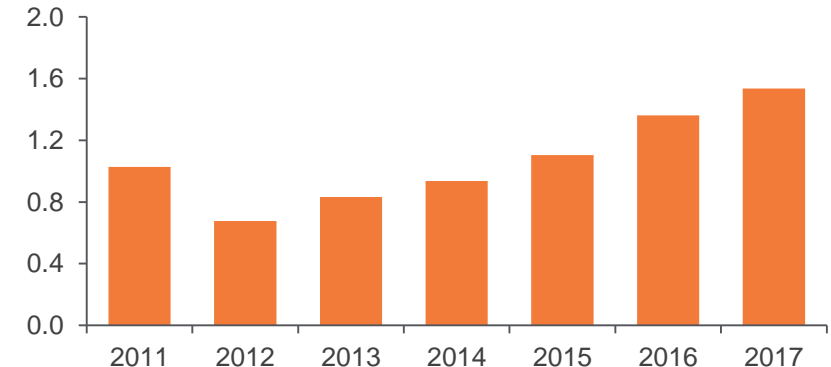
Brownfields production, MMbpd



Source: Interfax, Info TEK

## ... is accompanied by the development of greenfield projects

Greenfields production, MMbpd



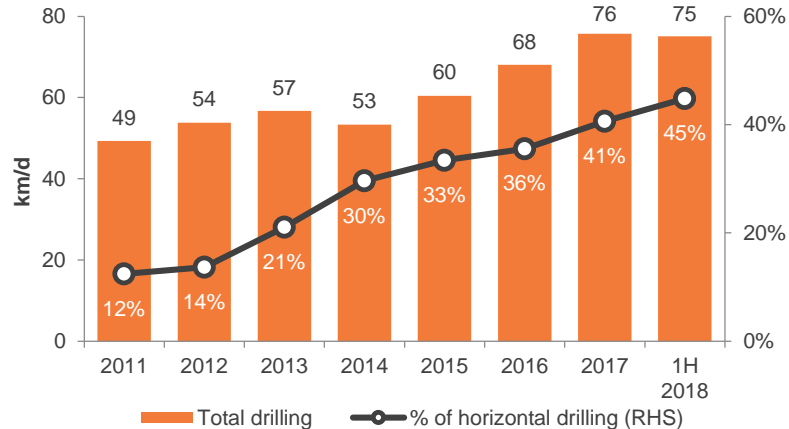
Source: Interfax, Info TEK



# Strong Oil Productions Creates Long-term Demand for High-End Oil & Field Services

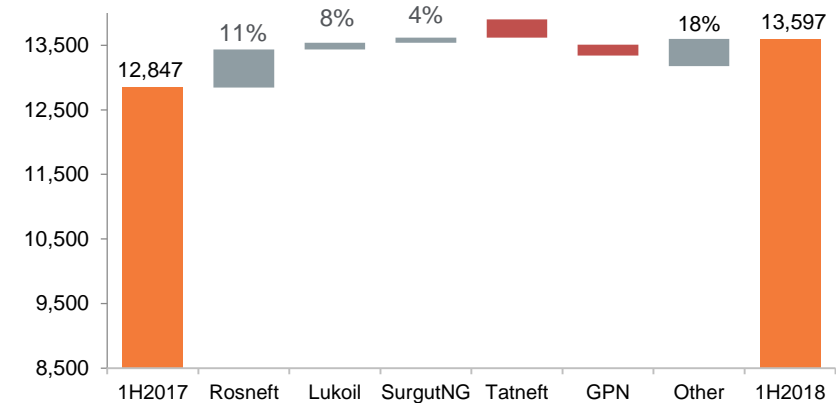
**Russian drilling activity remains solid with development drilling activity growing. This fuels strong demand for advanced oil field services fueled by EOR activity at brownfields**

Russian drilling, kmpd



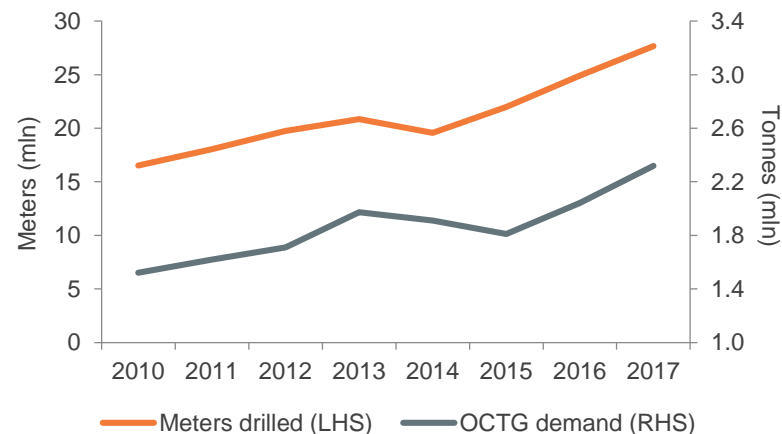
Source: CDU TEK

Russian drilling growth broken down, km



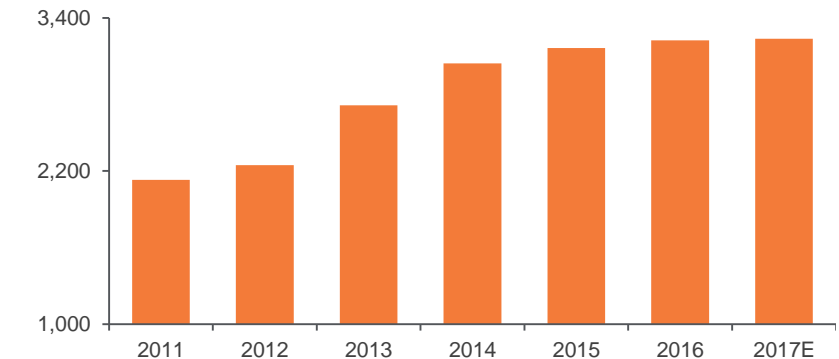
Source: Interfax, Info TEK

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



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

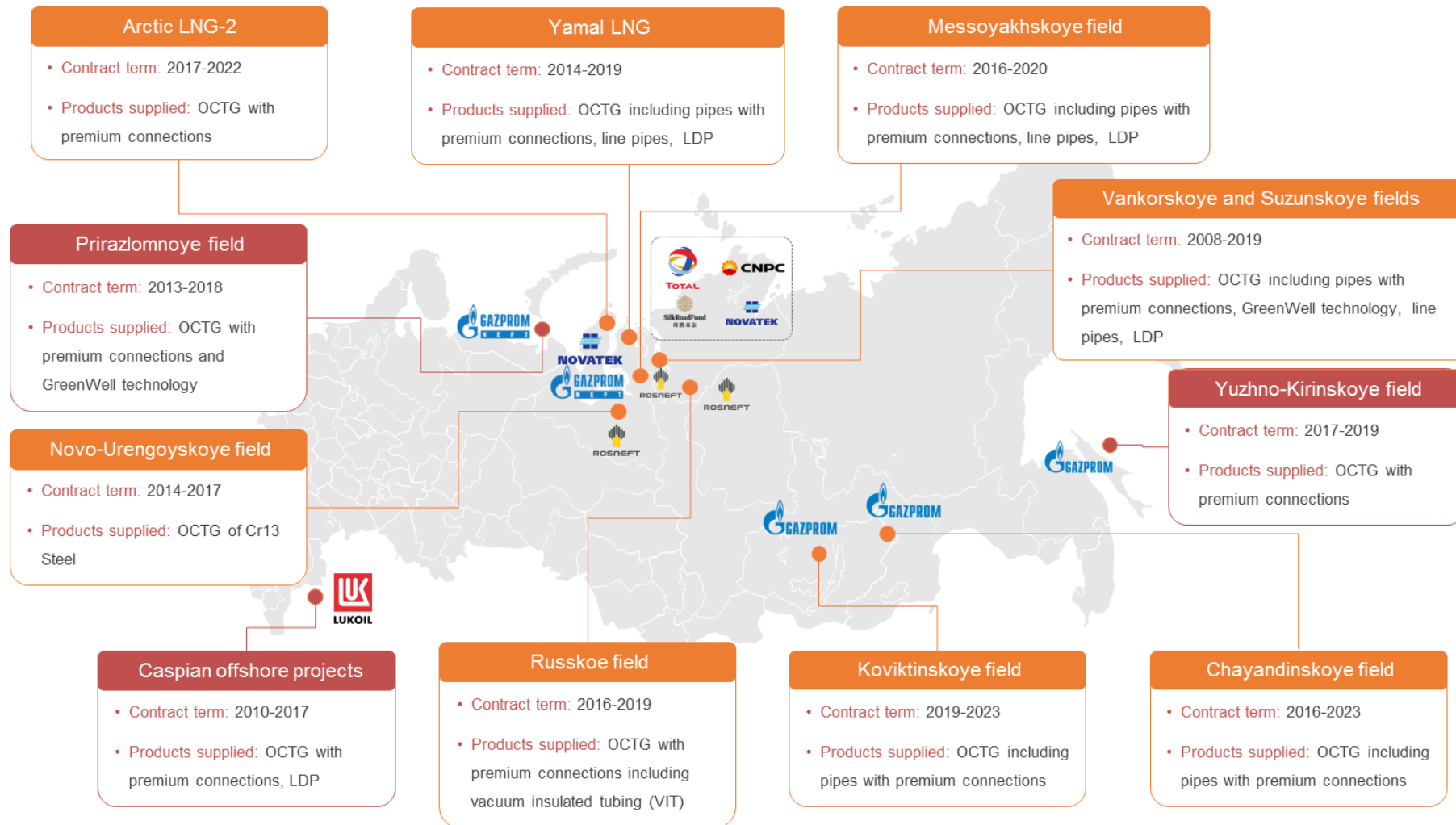
Sidetracking progress (# of operations)



Source: RPI 2017



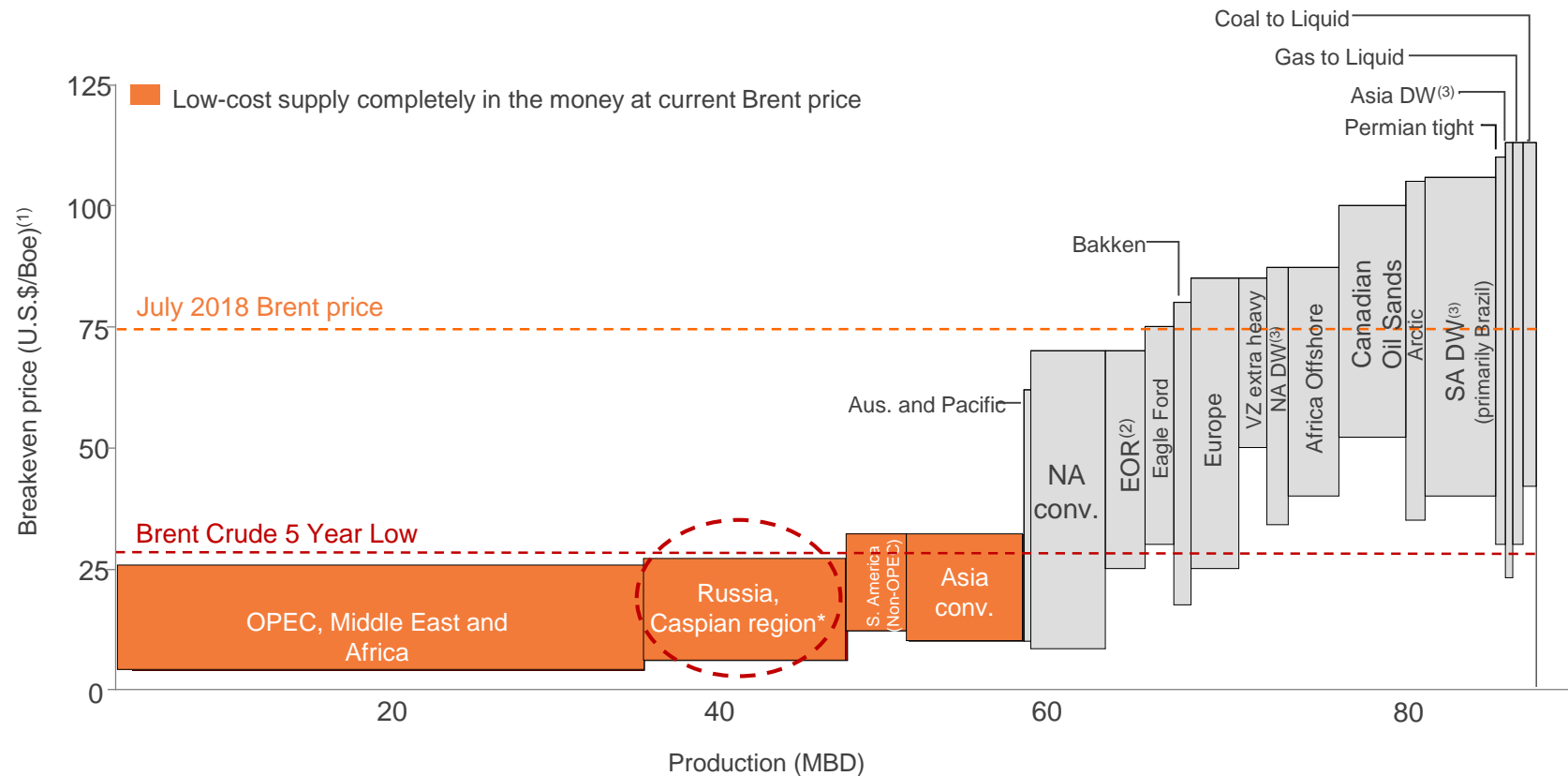
# Attractive Portfolio of Premium OCTG Projects





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

## Global oil production supply curve



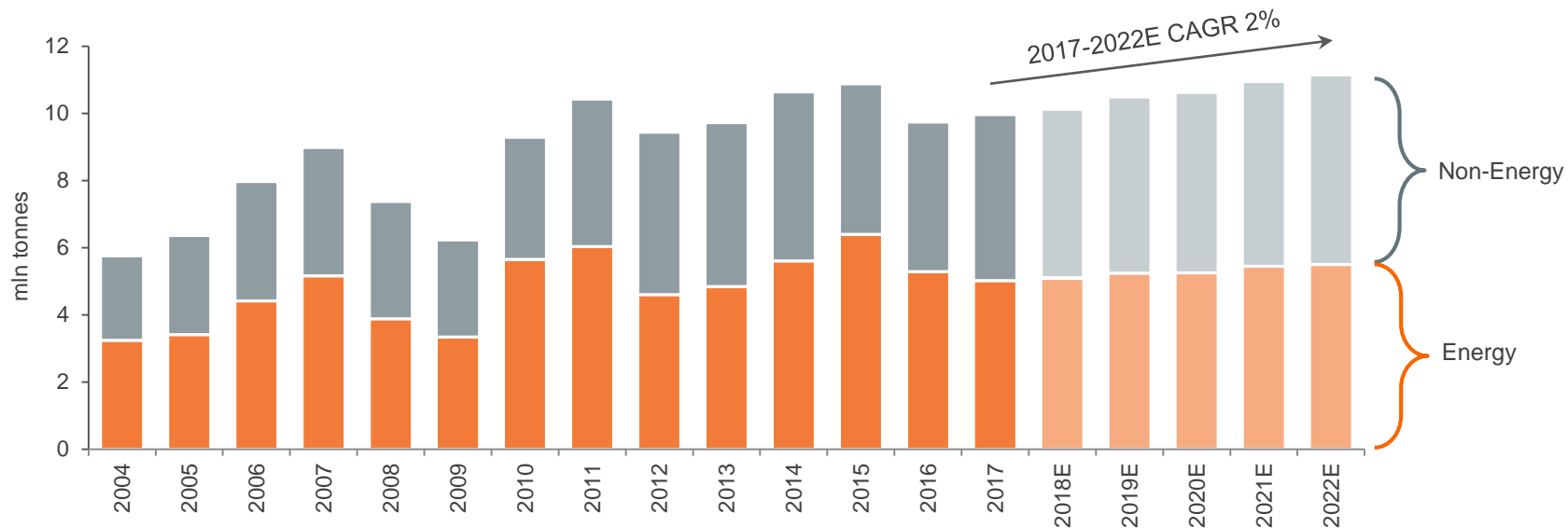
Even with oil at 5 year lows, the low cost Russian and Caspian region is able to remain profitable unlike the majority of its international counterparts. In 2015 and 2016, Russia was the only region globally to maintain healthy drilling activity and stable OCTG demand.

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

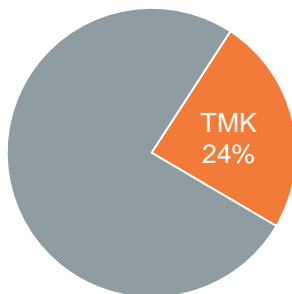


# Russian Tube and Pipe Market



**No.1 on the Russian tube and pipe market**

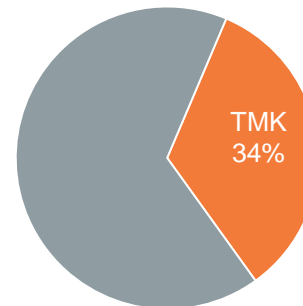
1H 2018



Source: TMK estimates, based on 1H 2018 numbers

**34% market share of energy pipe demand**

1H 2018



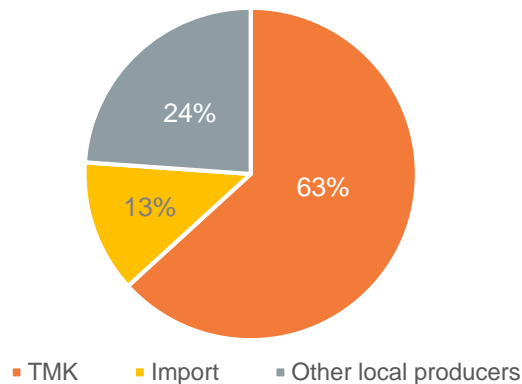
Source: TMK estimates, based on 1H 2018 numbers



# Strong Position on the Domestic Market

## TMK share of seamless OCTG remains high

Seamless OCTG Market Share, %

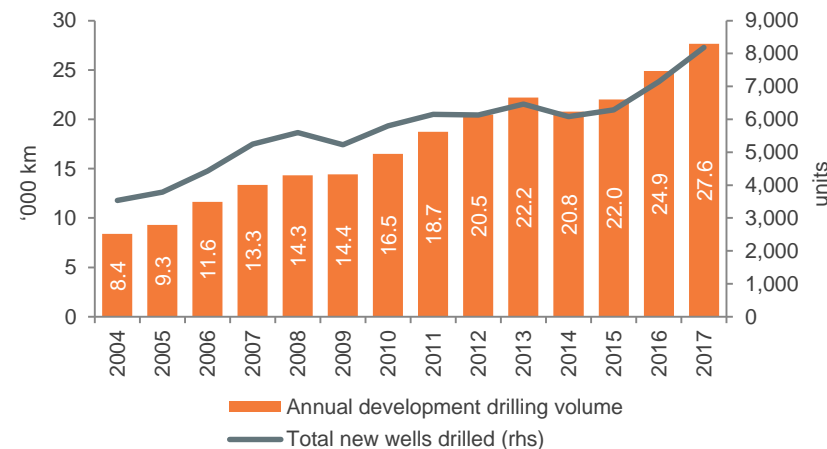


Source: TMK estimates based on 1H 2018 numbers



- Development of conventional and unconventional reserves will require the use of non-conventional drilling techniques and reliable OCTG products
- Russian seamless OCTG market was up 10% YoY in 2017
- TMK is a leader in the seamless OCTG production on the Russian market with a more than 60% market share for 1H 2018

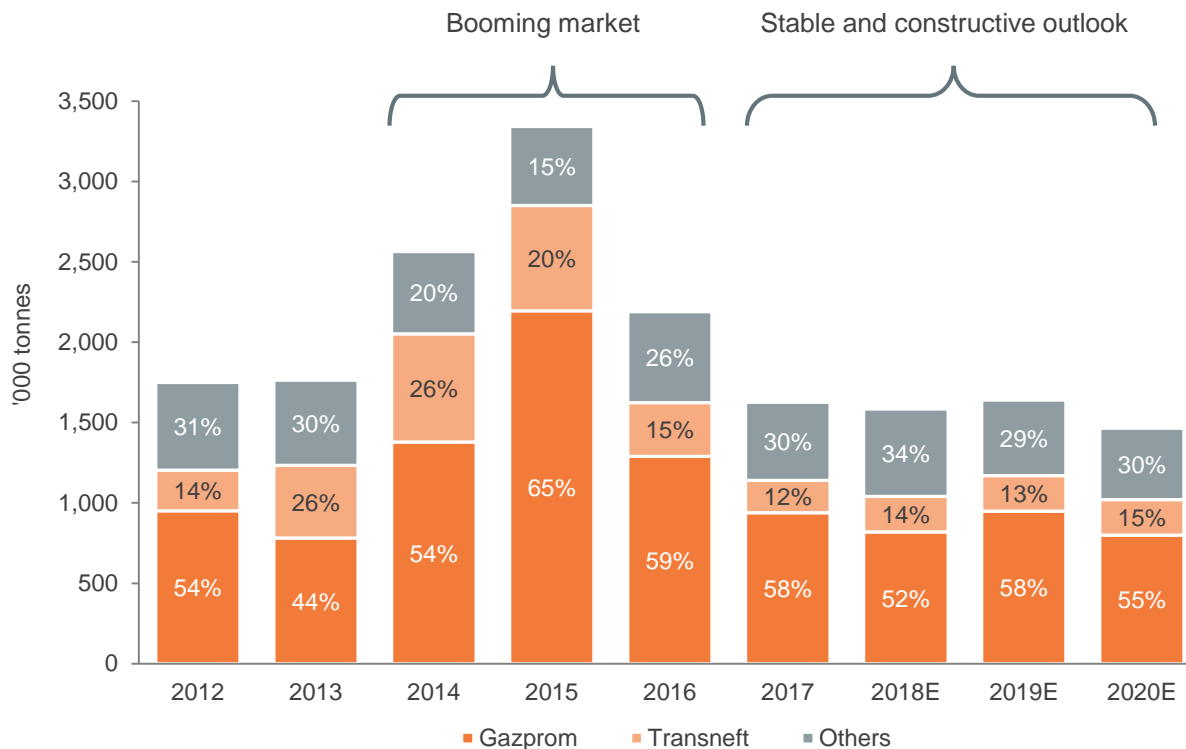
## Growing oil drilling market in Russia



Source: CDU TEK, TMK estimates

# LDP Demand in Russia

## LDP demand in Russia, 2012–2020E



Source: TMK estimates

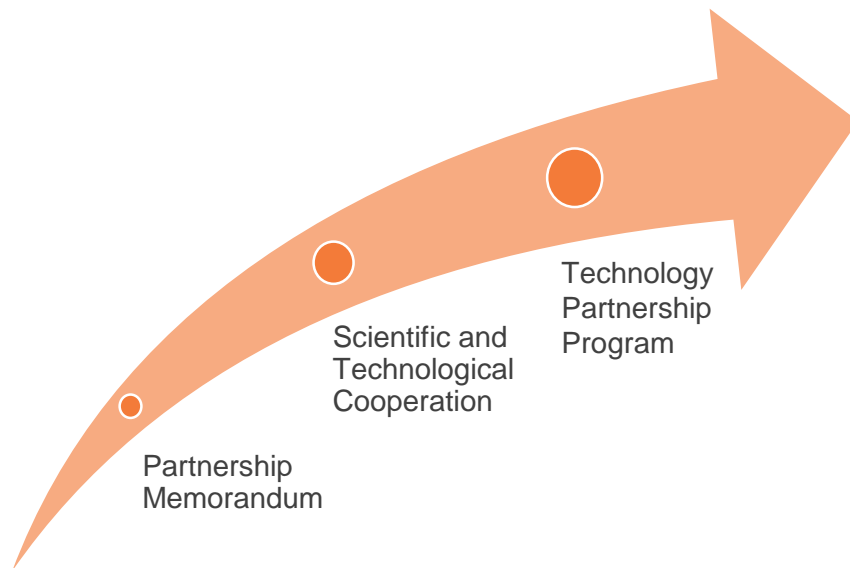
- Major projects planned: Power of Siberia (GAZP), NS2 Onshore (GAZP), Power of Siberia-2 (GAZP), Sakhalin – Khabarovsk – Vladivostok GTS (GAZP), maintenance needs of Transneft and Gazprom







# Strategic Cooperation Supporting Growth



## Strategic cooperation with key customers

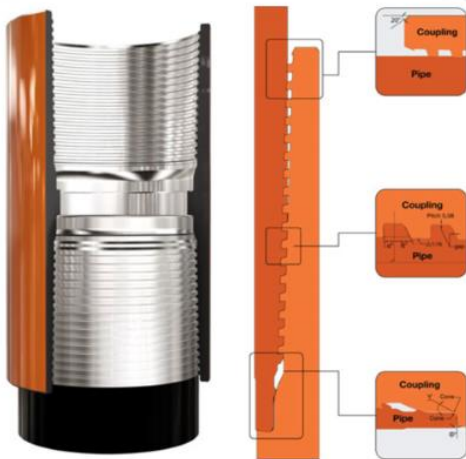


- Newly signed long-term agreements with key customers to develop and supply innovative premium products with related services will strengthen TMK's position
- Import substitution programs guarantee purchase of tubular products and related services
- TMK's innovative products are able to considerably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



# TMK UP Connections for all Conditions

**TMK UP Centum** — is the latest generation of gas-tight premium threaded connections for casing pipe featuring innovative design. It is the most recent offer within the line of TMK UP premium connections. The connection strength equals the pipe strength, considerably increasing the reliability of a pipe string during construction of wells with complex configurations



The first batch was produced for NOVATEK's **Arctic LNG-2 project** developed at Salmanovskoye oil and gas condensate field



**TMK UP Centum** is certified to ISO 13679 CAL IV, the highest international industry standard for premium threaded connections, and demonstrates 100% tension and compression efficiency

**Product Range:** 2–3/8"–13–5/8" / 60,32 –346,08 mm

## Distinctive Features

- Sealability envelope equal to 100% of pipe body strength
- Fastest assembling premium connection



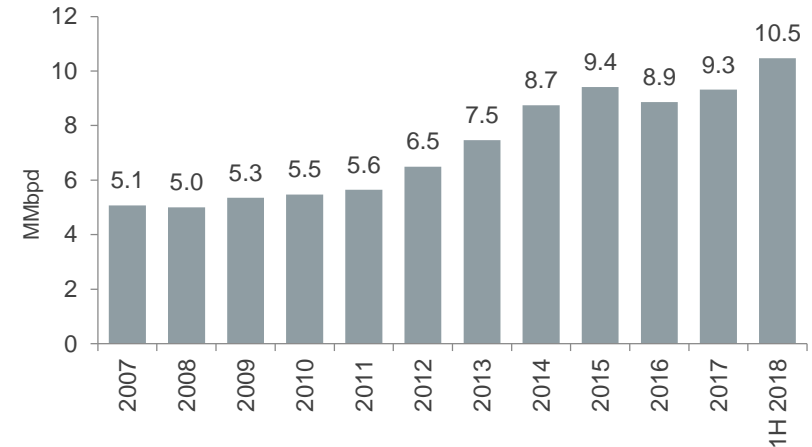
## **TMK American Division: Market Overview**



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

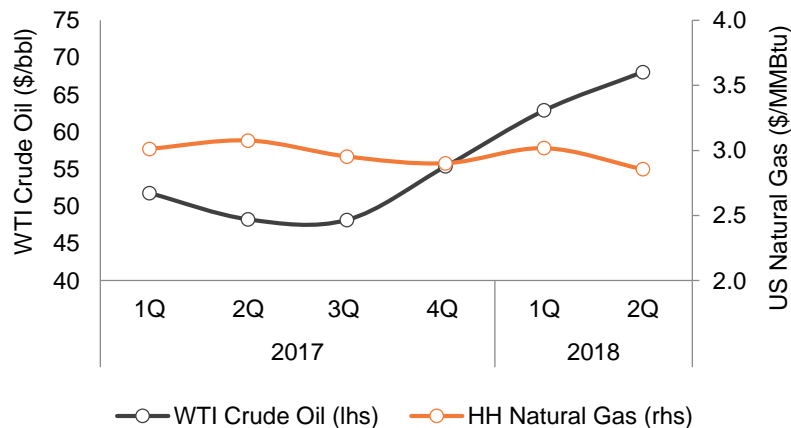
- Sentiment has improved as the EIA's forecast for 2018E is positive
- Improved demand outlook, weaker oil and gas investment, and the OPEC prolonging production cuts indicate a tighter market in 2018E
- Growth in exports and consumption will contribute to natural gas output rising
- Shale oil production has proven resilient despite the lower oil price environment, maximizing output potential at lower profitability levels
- U.S. shale oil production reached the pre-crisis level of approximately 6 MMbpd in September 2017 and increased further to above 7.0 MMbpd in June 2018

## U.S. crude oil production



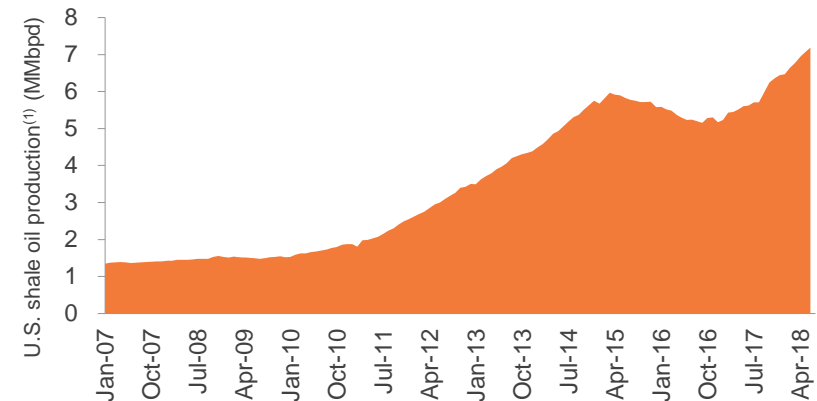
Source: EIA

## Improved sentiment and price in 1H 2018



Source: EIA

## U.S. shale oil production<sup>(1)</sup> is growing



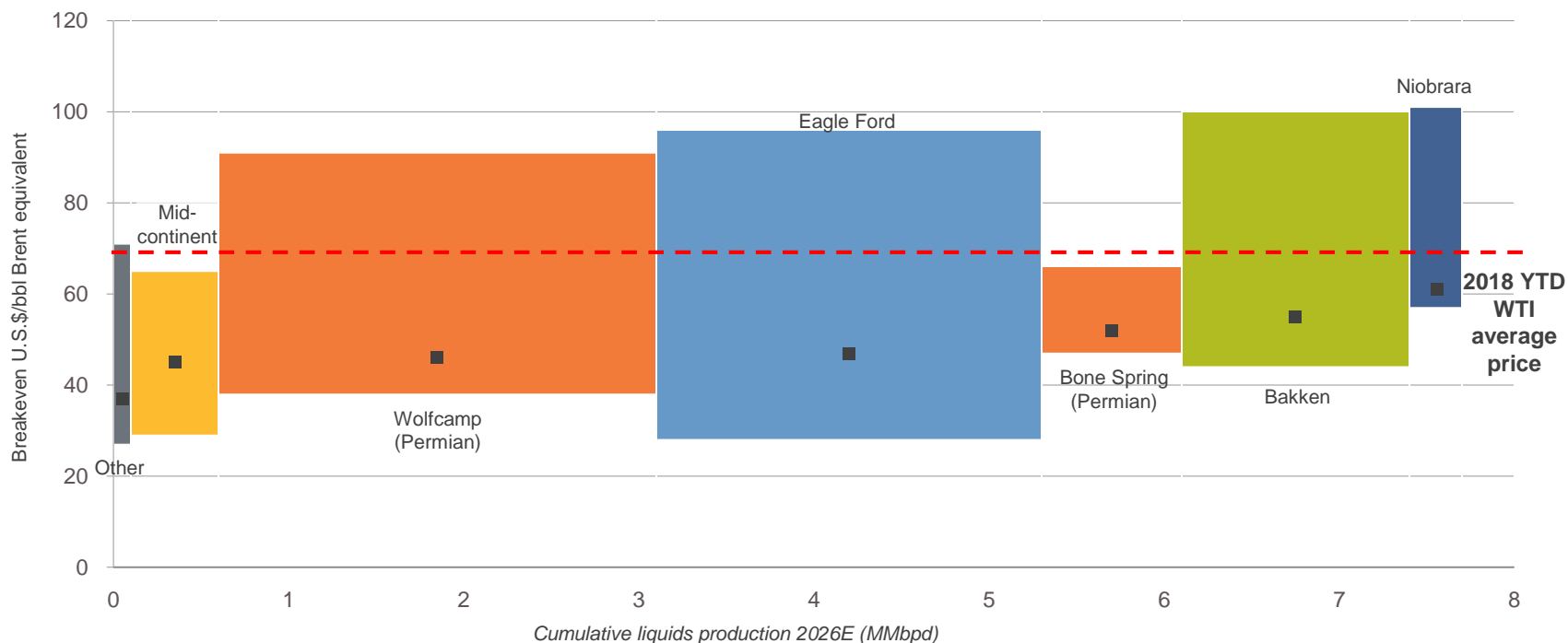
Source: EIA

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



# ... 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

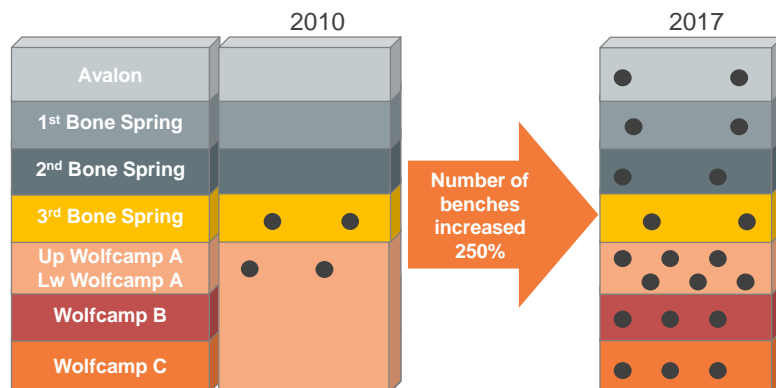
- During the past 2 years, U.S. shale players have managed to decrease production costs
  - Drilling technology has evolved, driven by efficiency requirements
  - Key changes included higher intensity of drilling, longer laterals, significantly higher usage of proppants and equipment and well string 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 ...

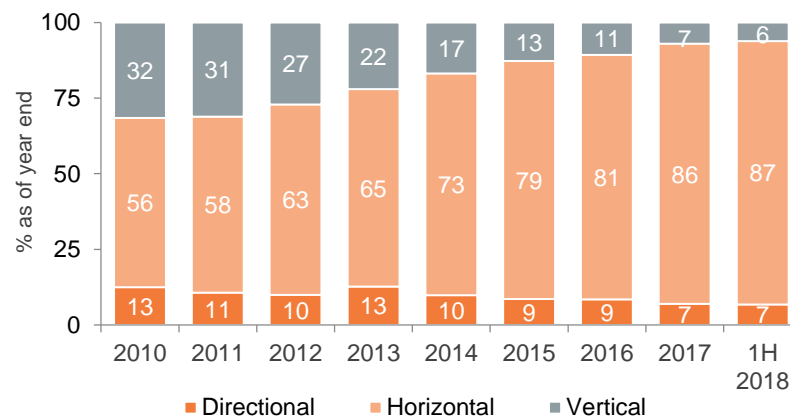
- Horizontal and directional drilling exceeded 90% in 2017 and has more than doubled for the last 10 years
- According to Spears & Associates estimates, U.S. drilling and completion spending doubled YoY in 2017
- Growing number of available productive benches means that for any drilled well there is the potential for additional drilling activity further down the line

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



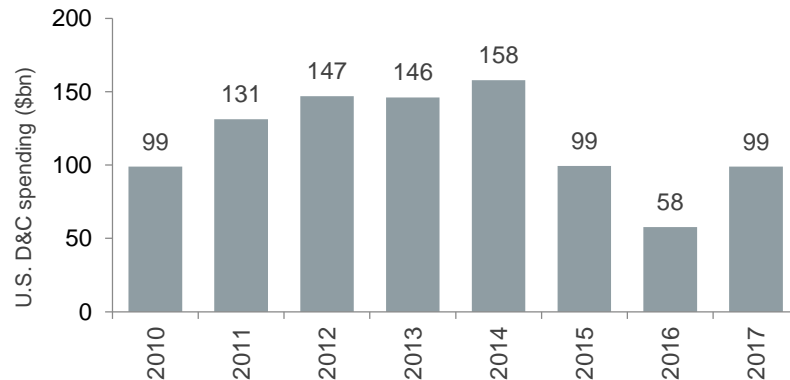
Source: Spears & Associates, Drilling Production Report as of June 2017

## U.S. active rig count by type of drilling



Source: Baker Hughes

## U.S. drilling and completion spending

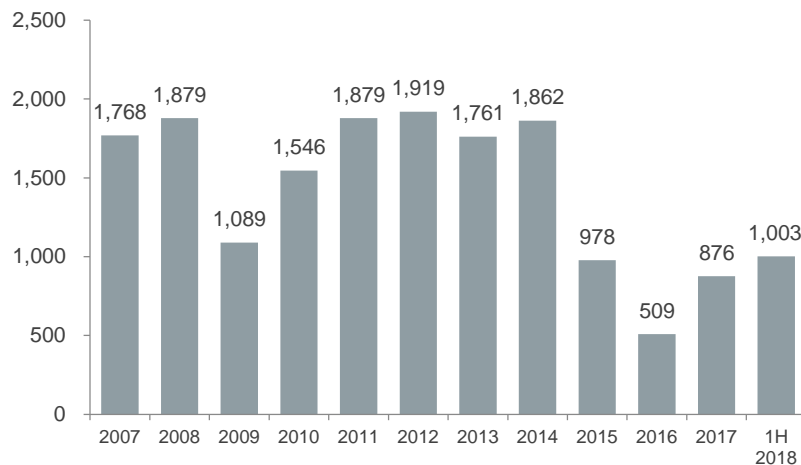


Source: Spears & Associates



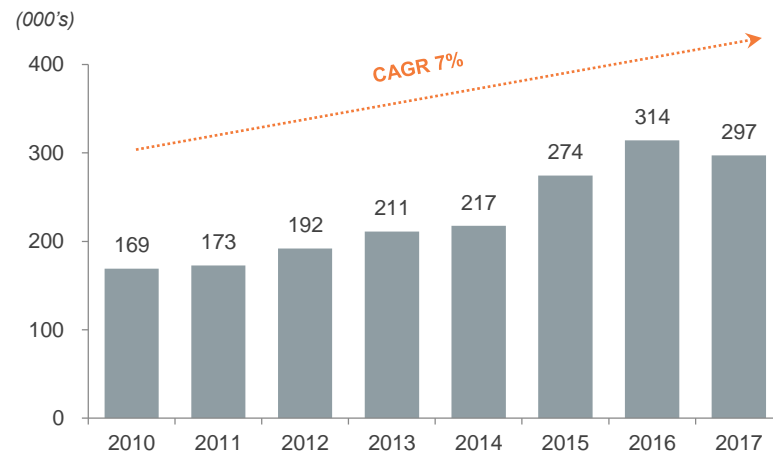
## ...Growing Rig Count and Footage Drilled per Rig ...

U.S. average annual rig count<sup>(1)</sup>



Source: Baker Hughes

Footage drilled per rig



Source: Spears & Associates, Inc.

- Rig count increased by more than 70% YoY in 2017, and by 22% YoY in 1H 2018
- According to Baker Hughes, the number of rigs used for horizontal drilling increased by 28% YoY in 1H 2018
- According to Spears & Associates, over the past 8 years footage drilled per rig grew at a CAGR of 7%

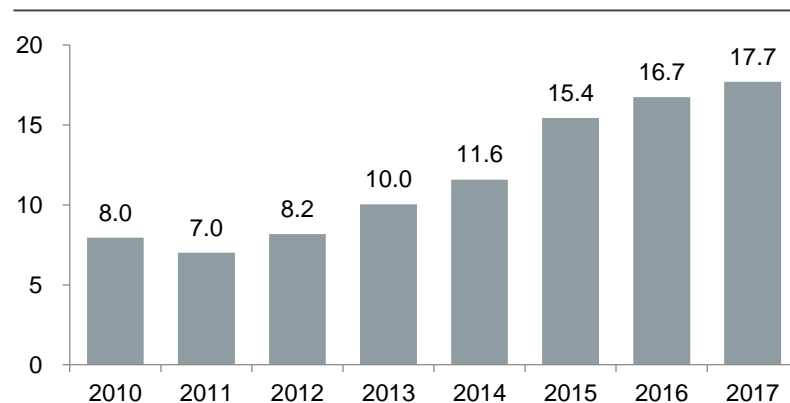




## ... Coupled with More Wells Drilled per Rig and Longer Laterals ...

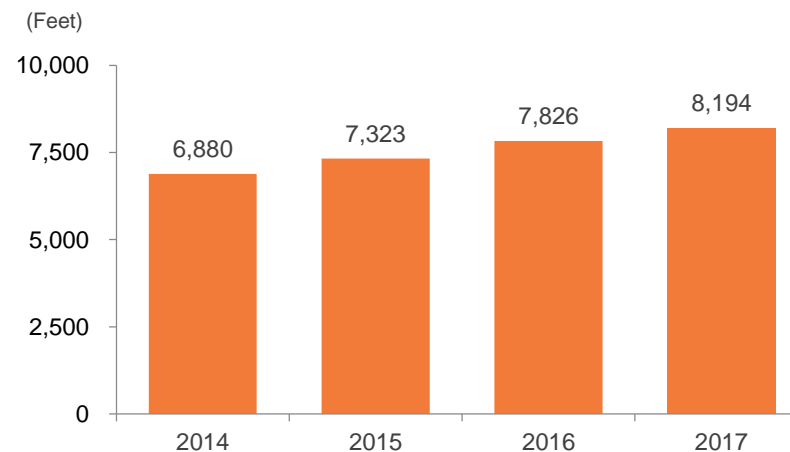
- Pad drilling operations allow operators to drill more horizontal wells per rig per year
  - In the U.S., the average number of horizontal wells drilled per rig has increased from an average of 8.0 wells per rig in 2010 to an average of 17.7 wells per rig in 2017
  - Increased lateral lengths and greater drilling complexity are driving greater spending on technologically advanced drilling consumables, such as OCTG with premium and semi-premium connections
- According to Spears & Associates, in 2014, 5,000 foot laterals represented 50% of new wells drilled. However, almost 71% of new wells drilled in 4Q 2017 had lateral lengths of over 6,000 feet. The number of lateral wells in excess of 8,000 feet drilled in the United States increased 73% during 2017.

**Horizontal wells drilled per rig**



Source: Baker Hughes Rig Count, Spears & Associates

**Average U.S. lateral length**



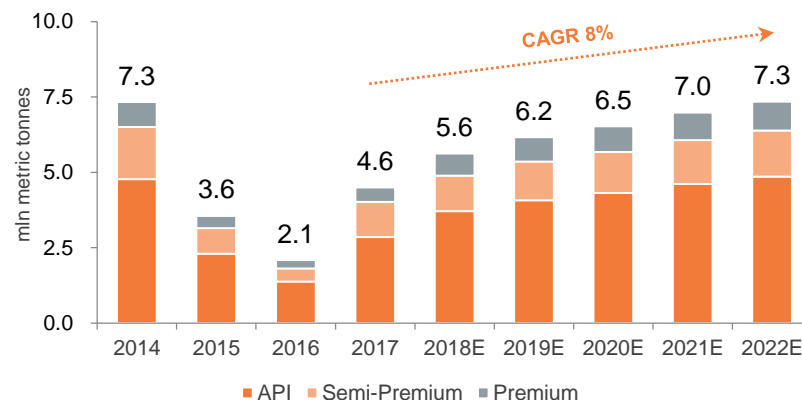
Source: Spears & Associates, Inc.



## ... Resulting in OCTG Consumption Growth ...

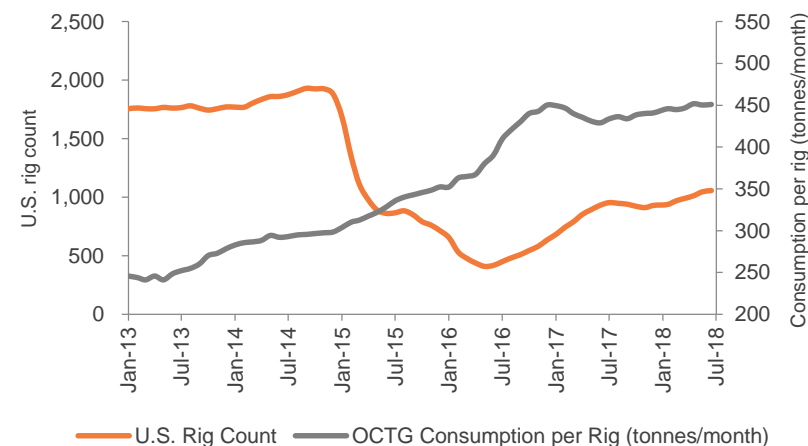
- U.S. consumption of OCTG reached 4.6 mln metric tonnes in 2017, more than twice 2016
- Total demand for OCTG in the U.S. is projected to grow at a CAGR of 8% YoY in 2017 – 2022E
- OCTG consumption per rig per month has nearly doubled since January 2013, allowing for significant recovery in the sector 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
- Based on the OCTG Situation Report, seamless pipe represented c.53% of total U.S. OCTG shipments in 2017

### Total U.S. OCTG consumption



Source: Company estimates

### OCTG consumption per rig



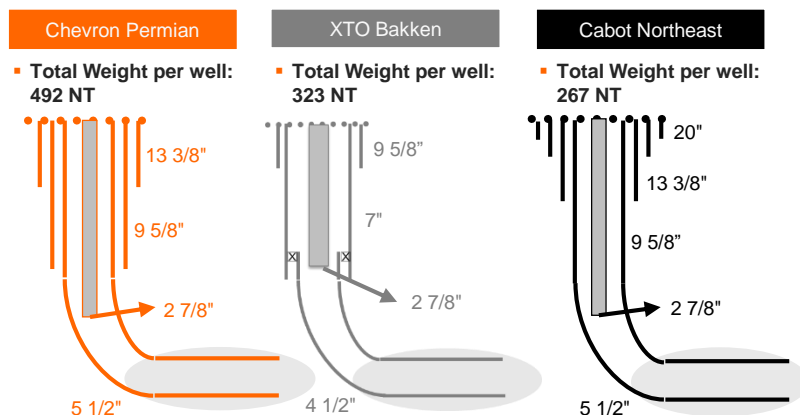
Source: Preston Pipe, Baker Hughes



## ... Inventory Normalization, Higher Efficiency ...

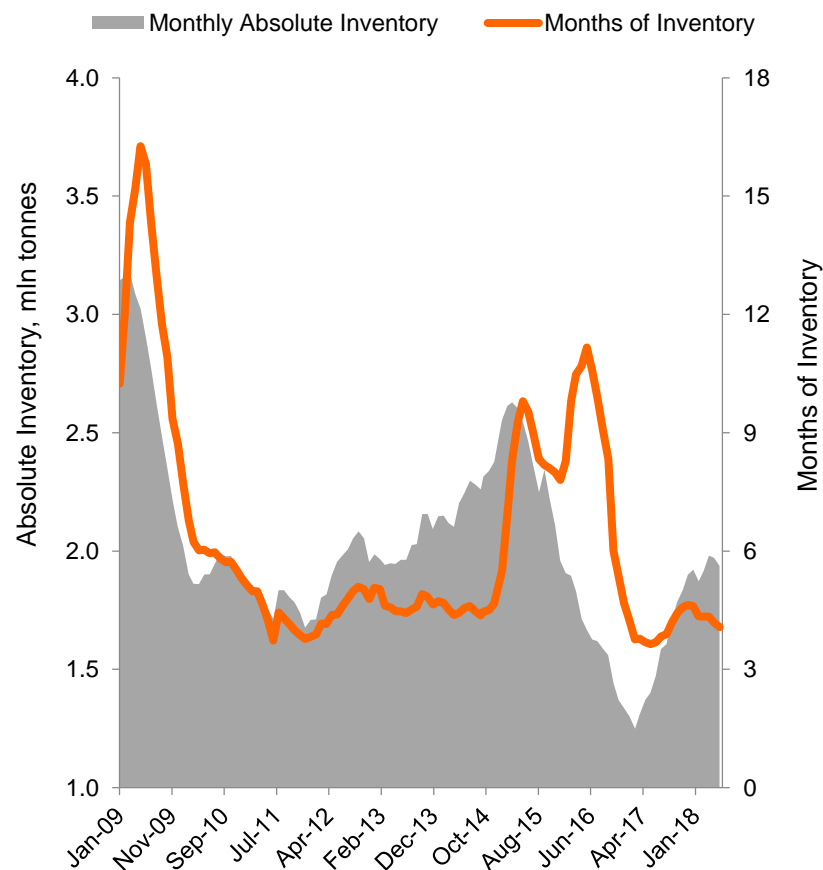
- US OCTG inventories have reached the normalized levels of 2014 as shipments outpace consumption
- Despite months of inventory having reached 2014 levels, the monthly absolute inventory is meaningfully below pre-crisis levels due to higher industry efficiency:
  - Design has standardized resulting in 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



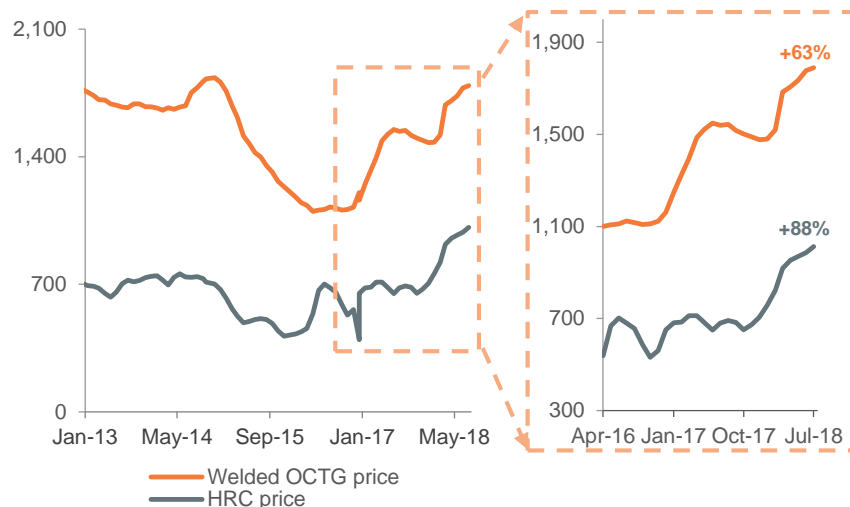
Source: Preston Pipe & Tube Report



## ... and Growth of OCTG Prices

### U.S. distributor welded OCTG vs. HRC prices

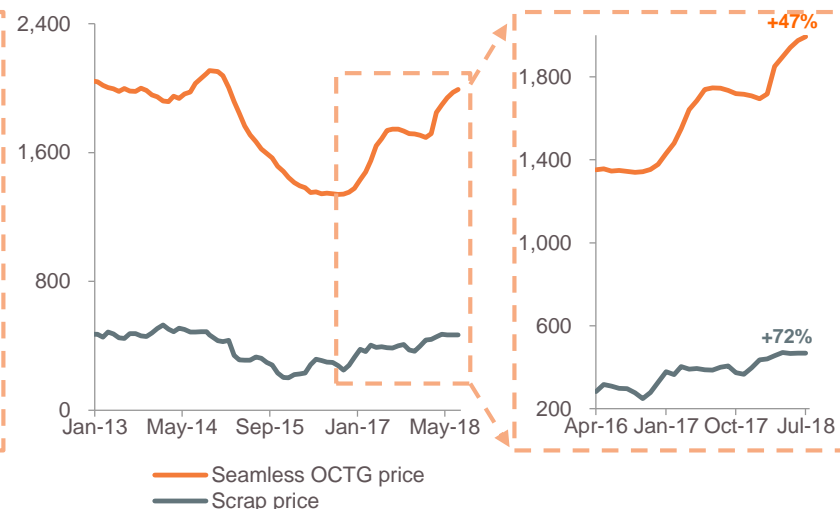
(U.S.\$/tonne, monthly average)



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 more than 60% and seamless OCTG prices – by almost 50%



# 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

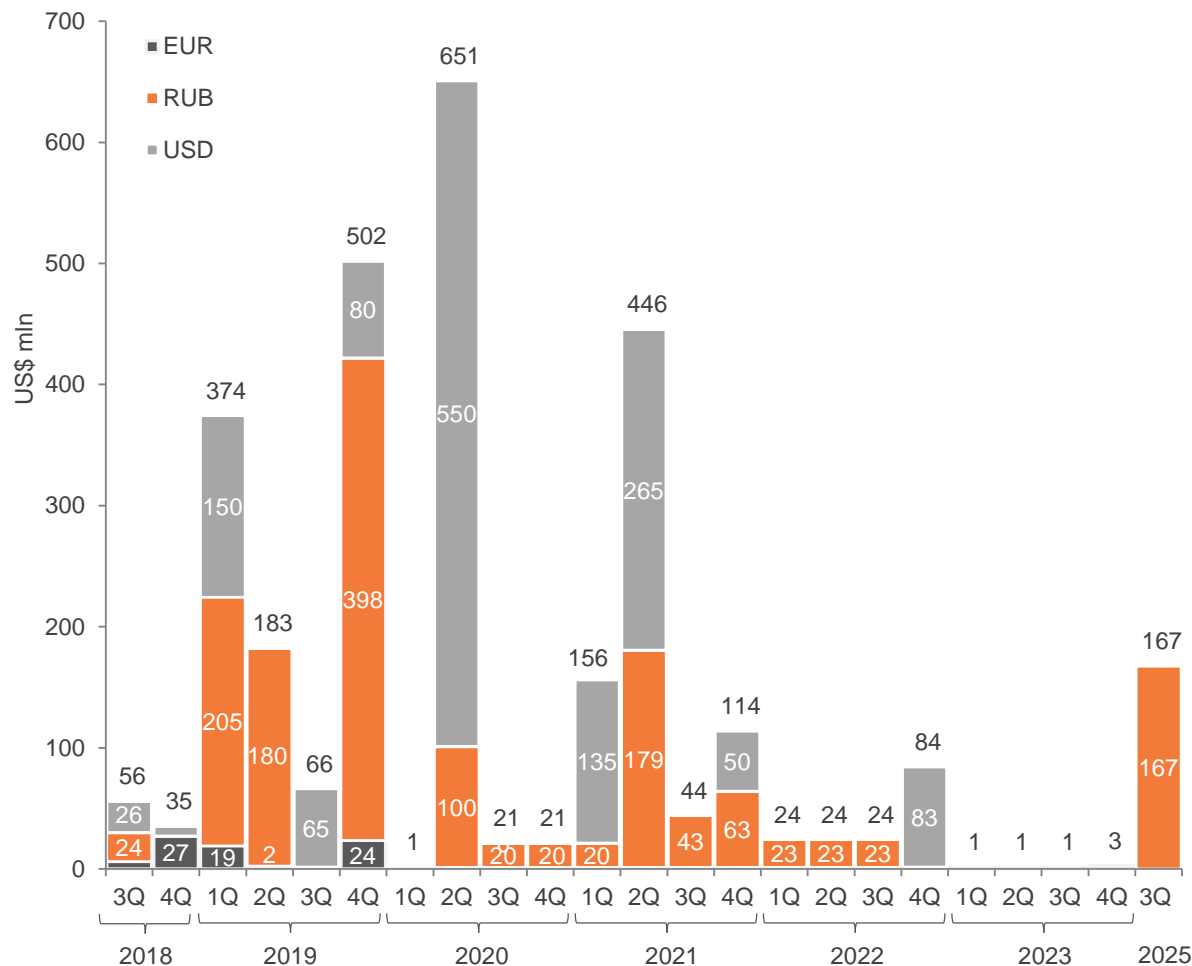
- Maximize operating cash flow
- Monetize international assets, strategic alliances and joint ventures in all regions of presence
- Reduce leverage to 3.0x Net Debt<sup>(a)</sup>/ EBITDA<sup>(b)</sup> as of FY2019
- Reduce leverage to 2.5x Net Debt<sup>(a)</sup>/ EBITDA<sup>(b)</sup> as of FY2021

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

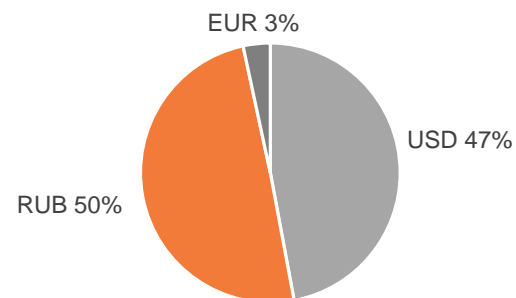


# Comfortable Maturity Profile as at June 30, 2018



- As at June 30, 2018, Net Debt amounted to US\$2,715 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 90 bps since the end of 2017 to 7.27%
- 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.



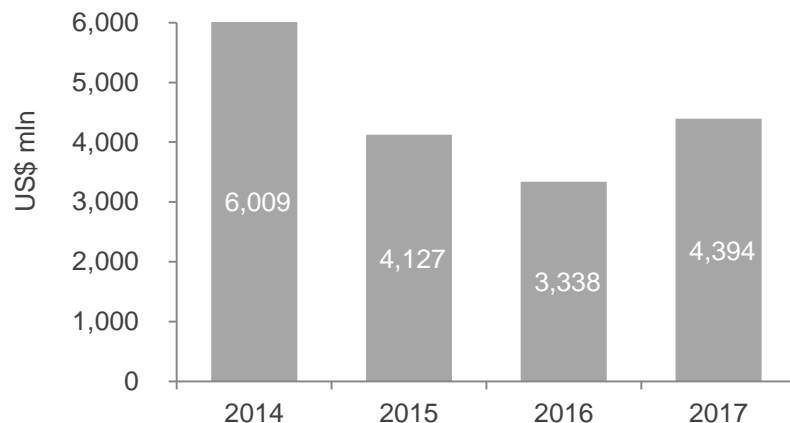


## Summary Financial Results

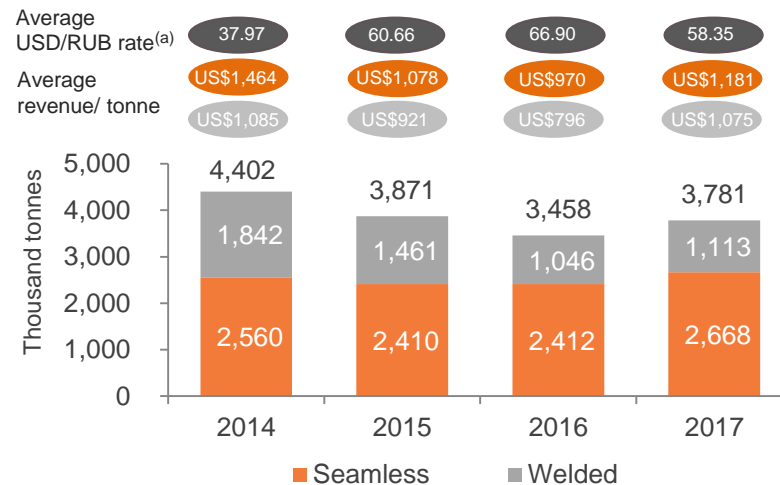


# FY Consolidated Results Snapshot

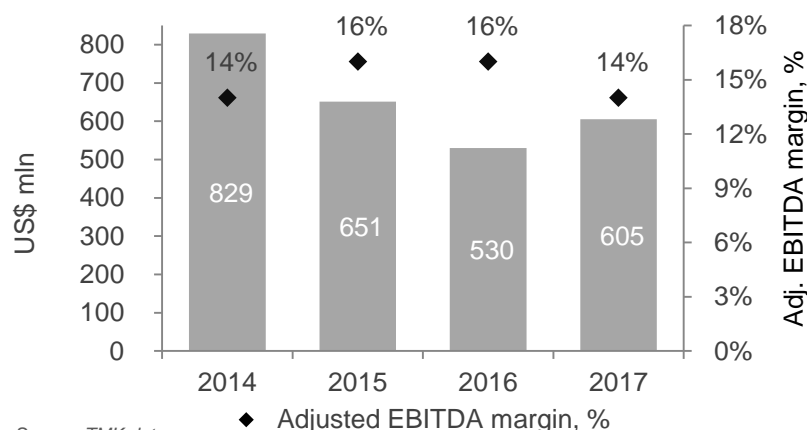
## Revenue



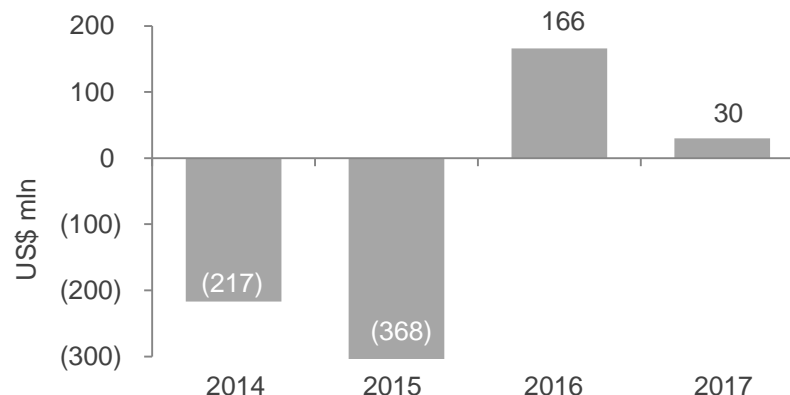
## Volumes and realised prices



## Adjusted EBITDA<sup>(b)</sup>



## Net profit



Source: TMK data

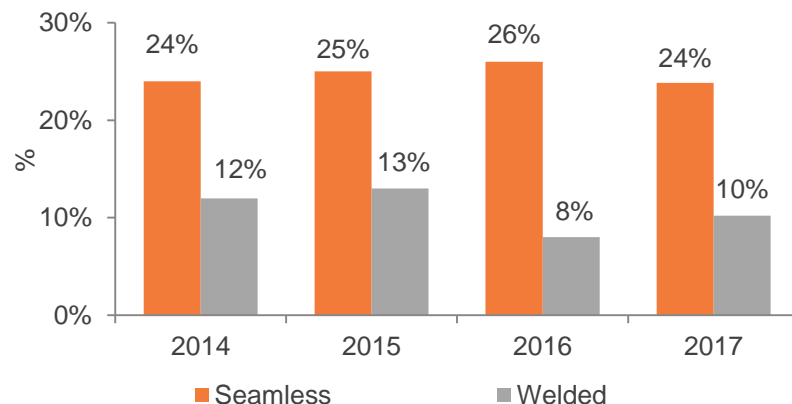
Note: (a) Average nominal USD/RUB exchange rate as published by the Central Bank of Russia.

(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

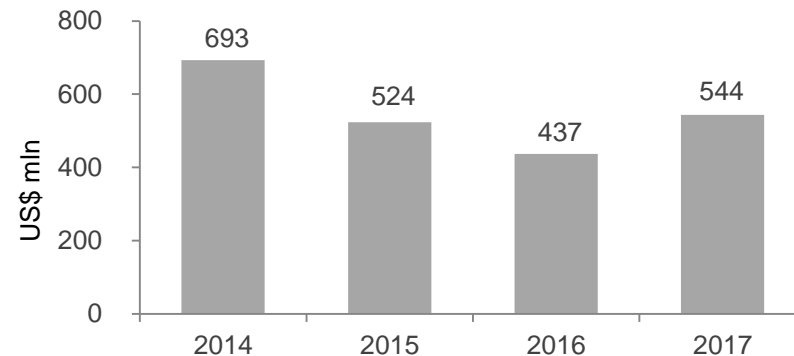


# Gross Margin, SG&A and Cash Conversion

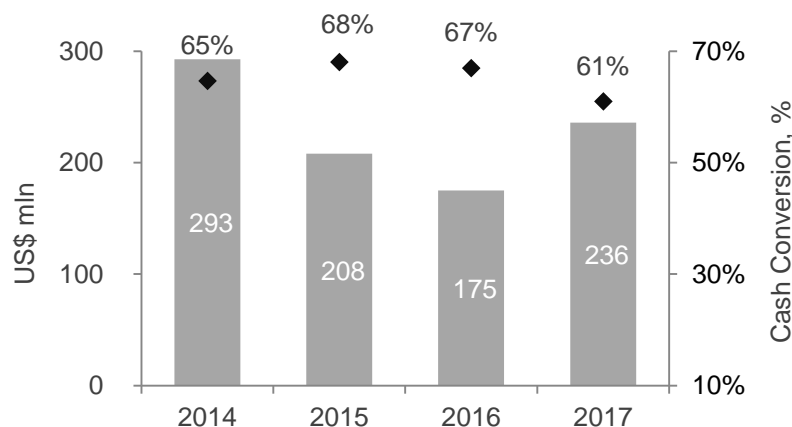
## Gross margin



## SG&A and corporate overheads<sup>(a)</sup>



## Capex and cash conversion<sup>(b)</sup>



## Key considerations

- Gross margin resilient through the cycle across both product lines
- Seamless segment accounting for more than 80% 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

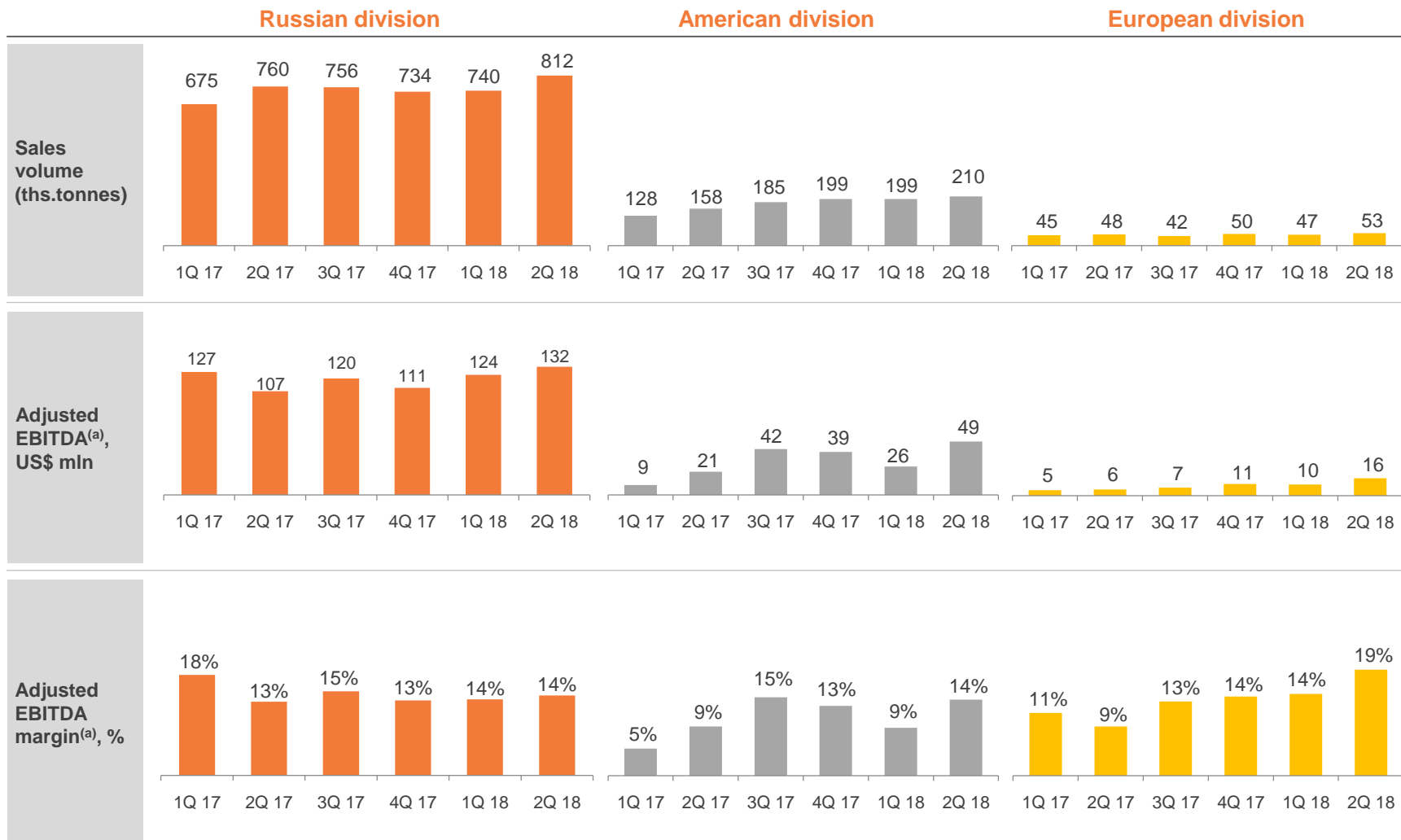
Source: TMK data

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



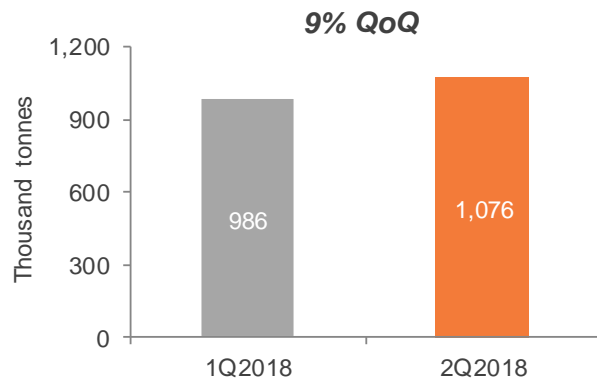
Source: TMK data

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

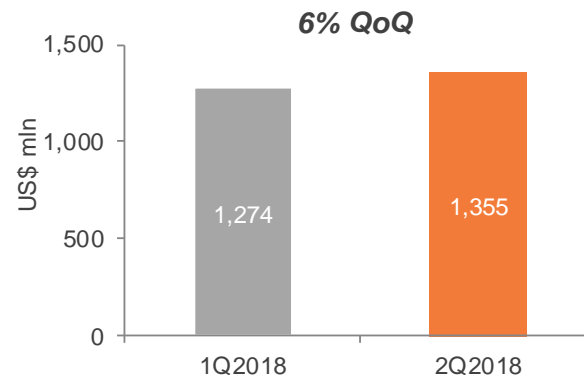


# 2Q 2018 vs. 1Q 2018 Summary Financial Highlights

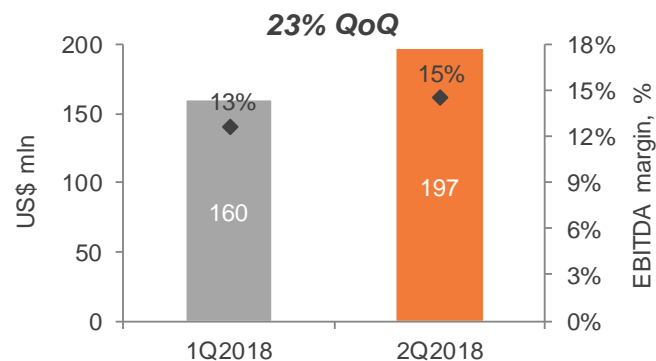
**Sales** were up QoQ across all divisions



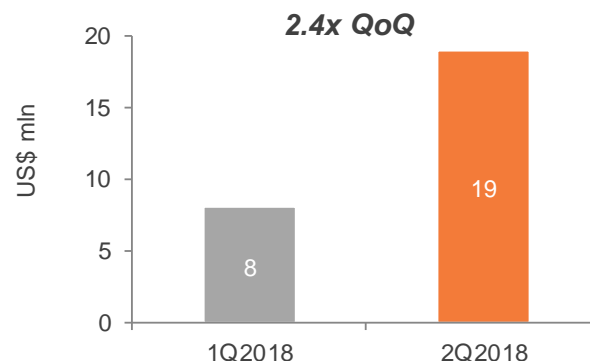
**Revenue** increased QoQ, driven by stronger pipe sales and higher prices at the American and European divisions and the stable performance of the Russian division



**Adjusted EBITDA** increased QoQ, due to an improved performance across all divisions



**Net profit** increased QoQ

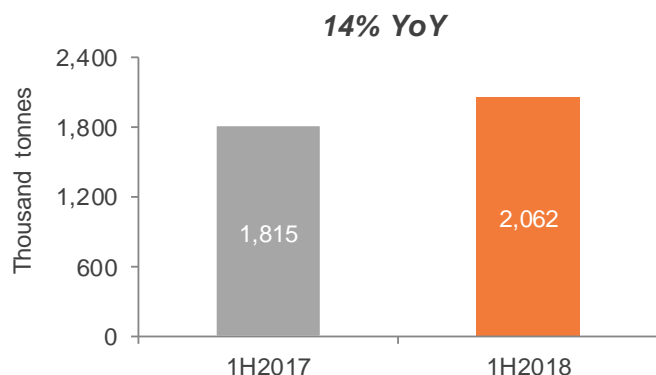


Source: TMK data

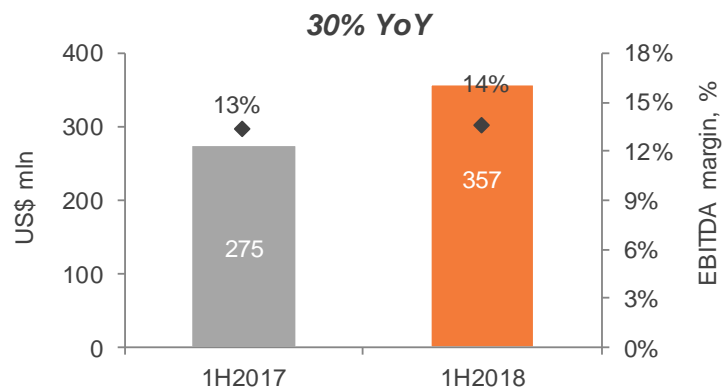


# 1H 2018 vs. 1H 2017 Summary Financial Highlights

**Sales** were up QoQ across all divisions

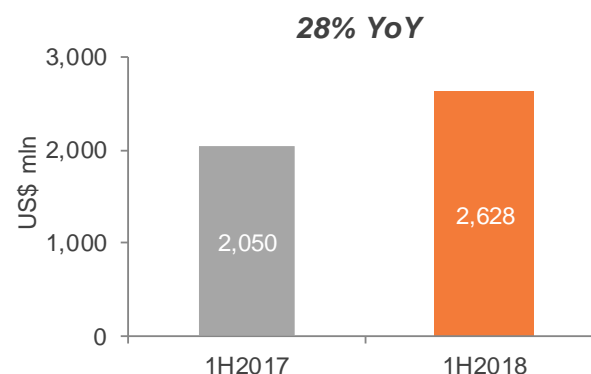


**Adjusted EBITDA** increased YoY, driven by a stronger performance at all three divisions. Part of the increase was offset by higher raw materials prices and a negative effect of FX translation at the Russian division

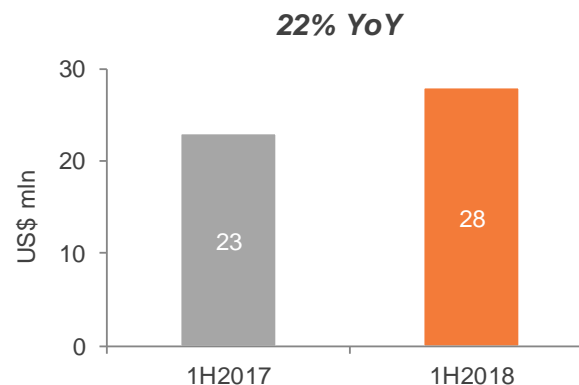


Source: TMK data

**Revenue** increased YoY, driven by stronger sales and improved pricing across all divisions



**Net profit** increased YoY

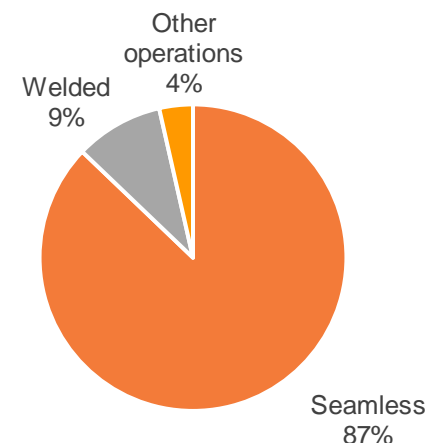




# Seamless – Core to Profitability

	US\$ mln (unless stated otherwise)	2Q2018	QoQ, %	1H2018	YoY, %
SEAMLESS	Sales - Pipes, kt	719	6%	1,399	3%
	<b>Revenue</b>	<b>914</b>	<b>4%</b>	<b>1,796</b>	<b>19%</b>
	Gross profit	213	8%	411	15%
	Margin, %	23%		23%	
	Avg revenue/tonne (US\$)	1,271	-2%	1,283	15%
	Avg gross profit/tonne (US\$)	297	2%	293	12%
WELDED	Sales - Pipes, kt	357	17%	662	43%
	<b>Revenue</b>	<b>372</b>	<b>18%</b>	<b>689</b>	<b>58%</b>
	Gross profit	30	116%	44	-22%
	Margin, %	8%		6%	
	Avg revenue/tonne (US\$)	1,043	1%	1,040	10%
	Avg gross profit/tonne (US\$)	84	85%	66	-46%

## 1H 2018 gross profit breakdown



- Sales of seamless pipe generated 68% of the total revenue in 1H 2018
- Gross profit from seamless pipe sales represented 87% of 1H 2018 total gross profit
- Gross profit margin from seamless pipe sales amounted to 23% in 1H 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) <sup>(a)</sup>	2017	2016	2015	2014	2013
<b>Revenue</b>	<b>4,394</b>	<b>3,338</b>	<b>4,127</b>	<b>6,009</b>	<b>6,432</b>
<b>Adjusted EBITDA<sup>(b)</sup></b>	<b>605</b>	<b>530</b>	<b>651</b>	<b>829</b>	<b>986</b>
<i>Adjusted EBITDA Margin<sup>(b)</sup> (%)</i>	<i>14%</i>	<i>16%</i>	<i>16%</i>	<i>14%</i>	<i>15%</i>
<b>Profit (Loss)</b>	<b>30</b>	<b>166</b>	<b>(368)</b>	<b>(217)</b>	<b>215</b>
<i>Net Profit Margin (%)</i>	<i>1%</i>	<i>5%</i>	<i>n/a</i>	<i>n/a</i>	<i>3%</i>
Pipe Sales ('000 tonnes)	3,781	3,458	3,871	4,402	4,287
Average Net Sales/tonne (US\$) <sup>(c)</sup>	1,162	965	1,066	1,365	1,500
Cash Cost per tonne (US\$) <sup>(d)</sup>	862	692	783	1,030	1,108
Cash Flow from Operating Activities	312	476	684	595	703
Capital Expenditure <sup>(e)</sup>	236	175	208	293	397
Total Debt <sup>(f)</sup>	3,239	2,836	2,801	3,223	3,694
Net Debt <sup>(f)</sup>	2,688	2,479	2,471	2,939	3,568
Short-term Debt/Total Debt	18%	9%	21%	24%	11%
Net Debt/Adjusted EBITDA	4.4x	4.7x	3.8x	3.5x	3.6x
Adjusted EBITDA/Finance Costs	2.3x	2.0x	2.3x	3.6x	3.9x

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

Source: TMK Consolidated Financial Statements for 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

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

Source: TMK Consolidated Financial Statements for 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>	2017	2016	2015	2014	2013
Profit / (Loss) before Income Tax	78	169	(443)	(201)	312
<i>Adjustments for:</i>					
Depreciation and Amortisation	263	242	251	304	326
Net Finance Cost	268	263	269	226	245
Others	(260)	(154)	552	479	61
Working Capital Changes	(253)	(13)	105	(159)	(159)
<b>Cash Generated from Operations</b>	<b>349</b>	<b>506</b>	<b>734</b>	<b>648</b>	<b>786</b>
Income Tax Paid	(38)	(31)	(51)	(53)	(82)
<b>Net Cash from Operating Activities</b>	<b>312</b>	<b>476</b>	<b>684</b>	<b>595</b>	<b>703</b>
Capex	(236)	(175)	(208)	(293)	(397)
Acquisitions	1	(11)	(2)	(60)	(38)
Others	0	106	25	10	12
<b>Net Cash Used in Investing Activities</b>	<b>(235)</b>	<b>(81)</b>	<b>(185)</b>	<b>(343)</b>	<b>(423)</b>
Net Change in Borrowings	318	(53)	(193)	154	(93)
Others	(197)	(365)	(187)	(206)	(313)
<b>Net Cash Used in Financing Activities</b>	<b>121</b>	<b>(418)</b>	<b>(381)</b>	<b>(53)</b>	<b>(407)</b>
Net Foreign Exchange Difference	17	(5)	(65)	(40)	(5.0)
Cash and Cash Equivalents at January 1	277	305	253	93	225
<b>Cash and Cash Equivalents at YE</b>	<b>491</b>	<b>277</b>	<b>305</b>	<b>253</b>	<b>93</b>

Source: TMK Consolidated Financial Statements for 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

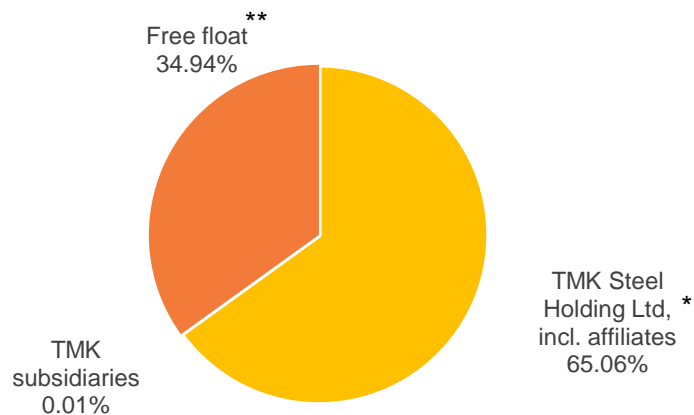


## **Appendix – Capital Structure and Corporate Governance**



# 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 June 30, 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

## Key considerations

- The Board of Directors is comprised of 11 members, including 5 independent directors, 4 non-executive directors and 2 executive directors.
- The Board of Directors has 3 standing committees, chairman of each committee is an independent director:
  - Audit Committee;
  - Nomination and Remuneration Committee;
  - Strategy Committee.
- TMK's day-to-day operations are managed by the CEO and the Management Board which consists of eight members.
- The Company has an integrated system of internal controls which provides assurance as to the efficiency and management of risks of operations.



### **DMITRY PUMPYANSKIY, Chairman of the Board of Directors, non-executive director**

Born in 1964. Graduated from the Urals Polytechnic Institute (now Ural Federal University) in 1986. Professor, PhD in Technical Sciences and Doctor of Economics.

**Relevant experience:** Chairman of the Board of Directors of Sinara Group. Member of the Management Board of the Russian Union of Industrialists and Entrepreneurs. Member of the Board of Directors of World Steel Association. Member of the Management Board of the Russian Chamber of Commerce and Industry. Member of the Supervisory board of the Russian Steel Association. President of the Sverdlovsk Regional Union of Industrialists and Entrepreneurs. Chairman of the Supervisory Committee of Ural Federal University.



### **YAROSLAV KUZMINOV, Independent director, member of the Board of Directors**

Graduated from the Lomonosov Moscow State University in 1979, Candidate of Sciences (Economics), Associate Professor.

**Relevant experience:** Rector of National Research University "Higher School of Economics", Member of the Council of "Center for Strategic Research" Foundation, Member of All-Russian non-governmental Organization "Russian Rectors' Union", Member of the Executive Board of All-Russian industrial Association of employers "Russian Engineering Union", Member of non-profit partnership "Russian International Affairs Council", Chairman of the Council of Association of leading universities in the sphere of economics and management, Member of the Board of directors of JSC "Izdatelstvo Prosveshcheniye" and also is the member of governing bodies of other non-profit-making organizations.



### **PETER O'BRIEN, Independent director, Chairman of the Audit Committee**

Born in 1969. Graduated from Duke University (USA) in 1991 and obtained an MBA from Columbia University Business School in 2000 and completed the AMP at Harvard Business School in 2011.

**Relevant experience:** Member of the Management Board, Vice President, Head of the Group of Financial Advisors to the President of Rosneft, Co-Head of Investment Banking, Executive Director of Morgan Stanley in Russia, Vice President at Troika Dialog Investment Company, Press Officer at the US Treasury, Chairman of the Board of Directors of PAO TransFin-M.



### **ALEKSANDER SHOKHIN, Independent director, Chairman of the Strategy Committee**

Born in 1951. Graduated from the Lomonosov Moscow State University in 1974. PhD, Doctor of Economics, Professor.

**Relevant experience:** President of the Russian Union of Industrialists and Entrepreneurs, President of the Higher School of Economics State University, member of the Board of Directors of AO Russian Small and Medium Business Corporation, Board member at Lukoil, Russian Railways, member of the Public Chamber of the Russian Federation, member of the State Duma, Minister of Labour and Employment and Minister of Economic Affairs, Head of the Russian Agency for International Cooperation and Development, twice appointed as Deputy Head of the Russian Government, Russia's representative to IMF and World Bank.



### **SERGEY KRAVCHENKO, Independent director, Chairman of the Nomination and Remuneration Committee**

Born in 1960. Graduated from the Moscow State University of Mechanical Engineering in 1982. Professor, Doctor of Technical Science.

**Relevant experience:** President of Boeing Russia and CIS since 2002, responsible for the company's business development in Russia and CIS. Prior to joining Boeing in 1992 was a lead member of the Russian Academy of Sciences.



### **ROBERT MARK FORESMAN, Independent director, member of the Board of Directors**

Born in 1968. Graduated from Bucknell University (USA) in 1990 and Harvard University Graduate School of Arts & Sciences in 1993.

**Relevant experience:** Head of Barclays Capital in Russia, Deputy Chairman of the Management Board at Renaissance Capital, Chairman of the Management Committee for Russia and CIS at Dresdner Kleinwort Wasserstein, Head of Investment Banking for Russia and CIS at ING Barings, Vice Chairman at UBS Investment Bank.





## 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**

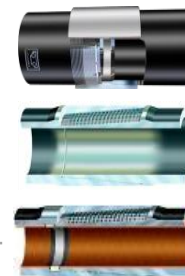
Construction of trunk pipeline systems for the long distance transportation of natural gas, crude oil and petroleum products.



**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

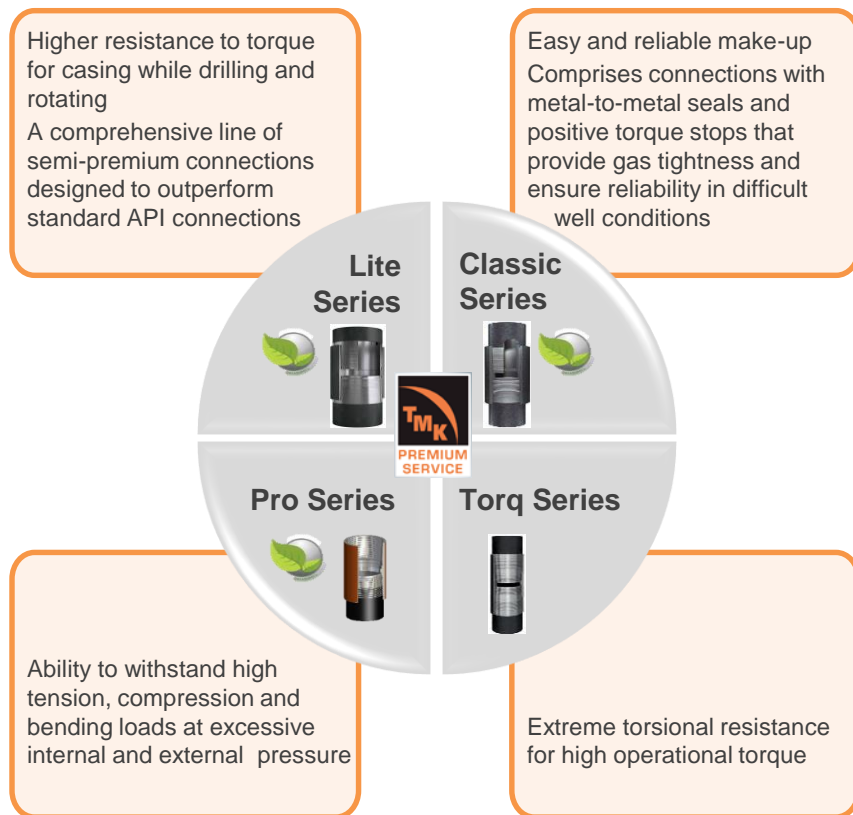
Well equipment precision manufacturing, tools' rental, supervising, inventory management, threading and coating services.





# TMK Premium Product Offering

## TMK connections series



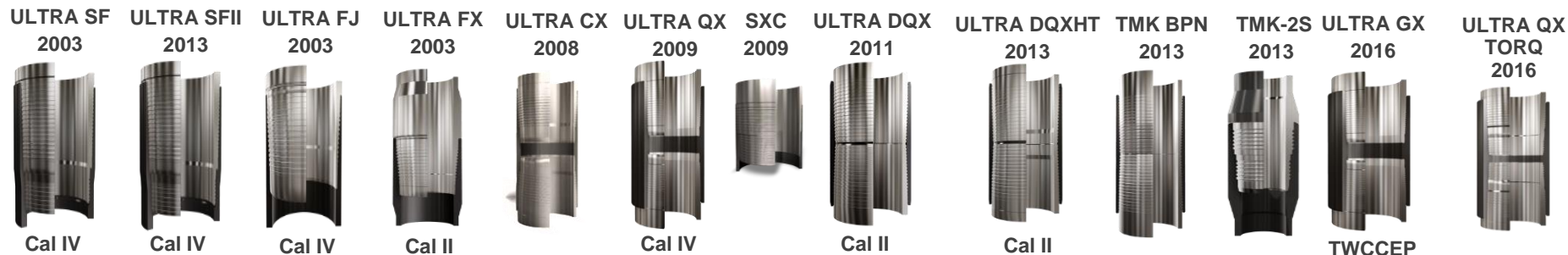
## Premium products and services

- TMK to maintain its share of premium connections market with greater focus on sales of 2<sup>nd</sup> and 3<sup>rd</sup> 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

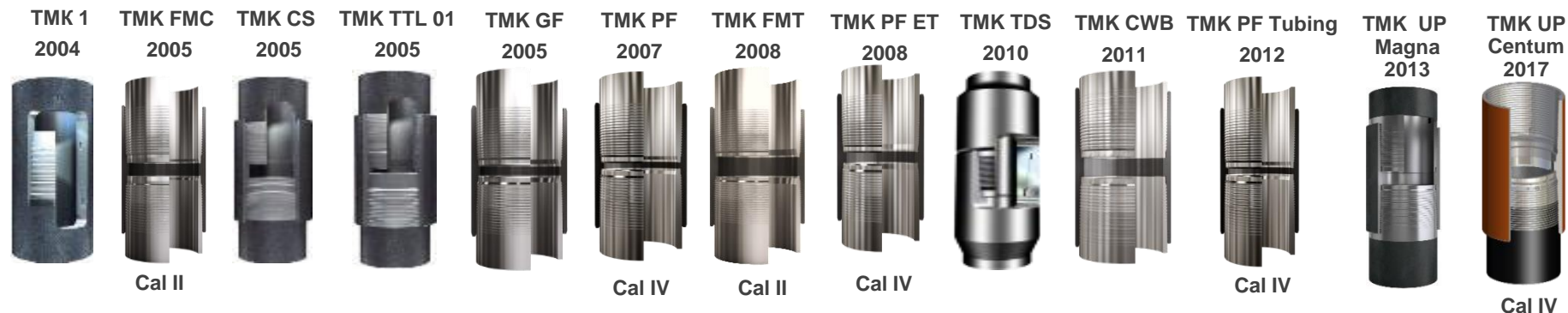


# Premium Solutions: TMK UP



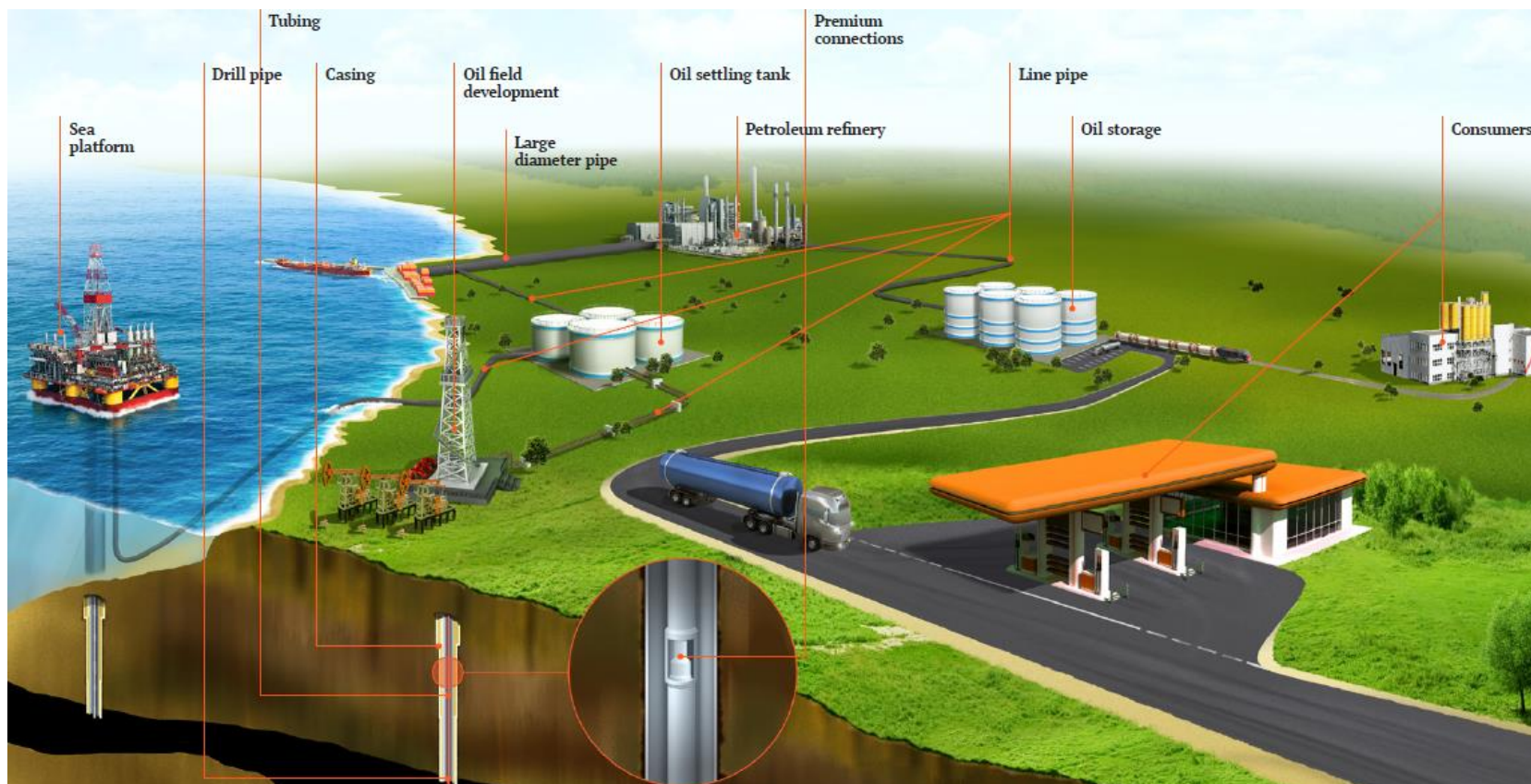
## Unique range of Premium products

- 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 (46% of total sales in 1H 2018)
- **Line pipe** – used for short distance transportation of crude oil, oil products and natural gas (24% of total sales in 1H 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 1H 2018)



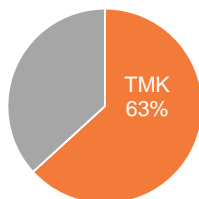
## Appendix – Other Materials





# TMK's Undisputed Market Leading Position in Russia

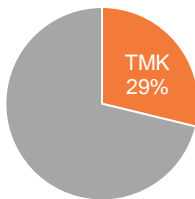
## Seamless



### OCTG

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

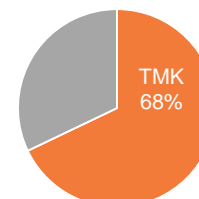
## Welded



### Line Pipe

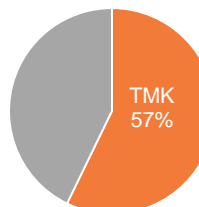
Short-distance transportation of O&G and oil products

## Premium



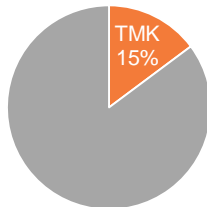
### Premium Connections (TMK UP)

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



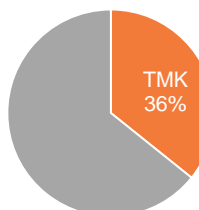
### Line Pipe

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



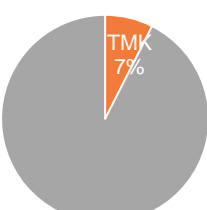
### Large Diameter

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



### Industrial

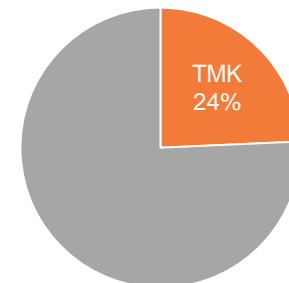
Automotive, machine building, and power generation sectors



### Industrial

Wide array of applications and industries, including utilities and agriculture

## #1 in the Russian Tube and Pipe Market





### **TMK Investor Relations**

**40/2a, Pokrovka Street, Moscow, 105062, Russia**

**+7 (495) 775-7600**

**[IR@tmk-group.com](mailto:IR@tmk-group.com)**