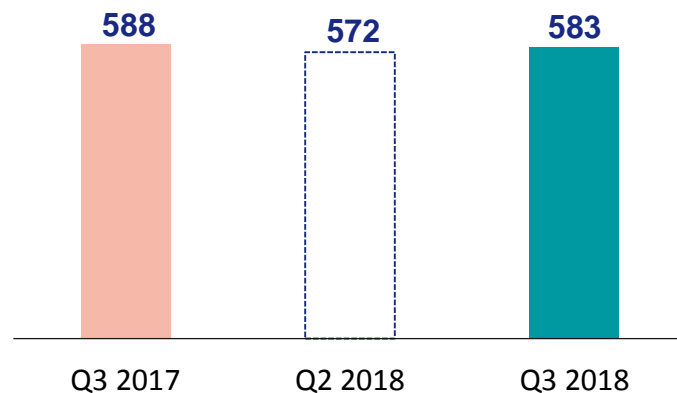


## 3Q AND 9M 2018 HIGHLIGHTS

# 3Q 2018 AT A GLANCE

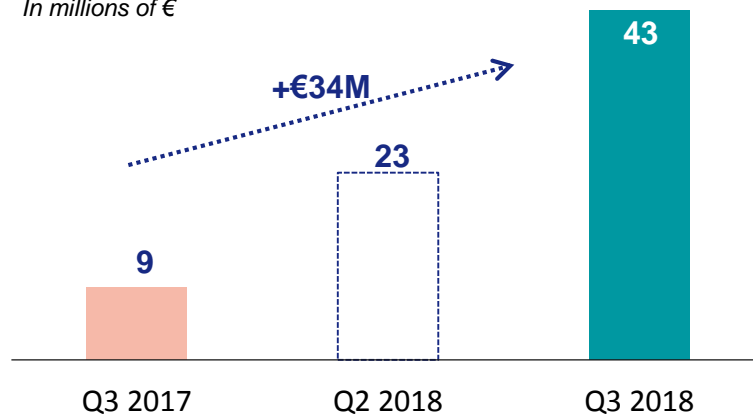
## VOLUMES SOLD

In k tons



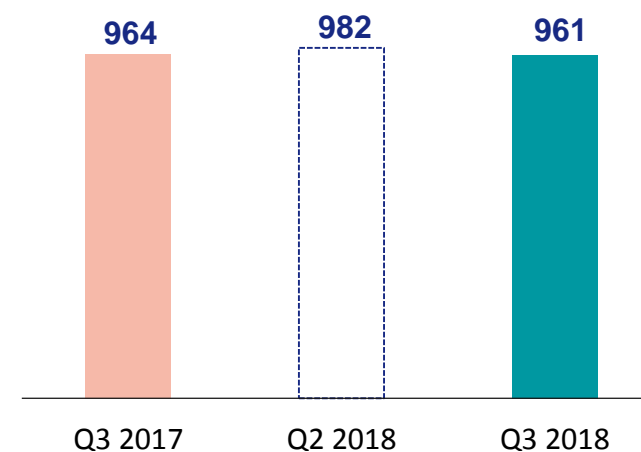
## EBITDA <sup>(1)</sup>

In millions of €



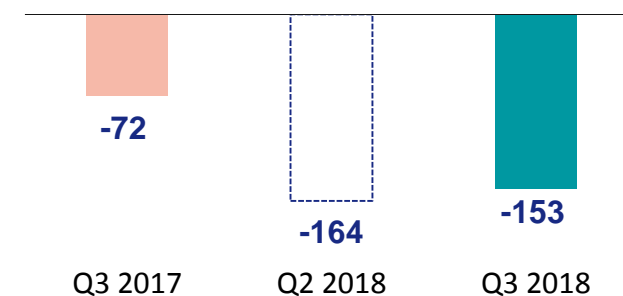
## REVENUE

In millions of €



## FREE CASH FLOW <sup>(2)</sup>

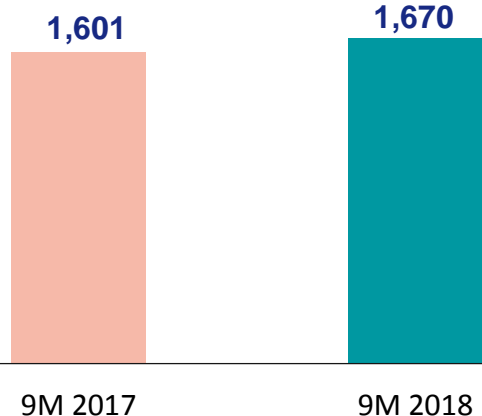
In millions of €



# 9M 2018 AT A GLANCE

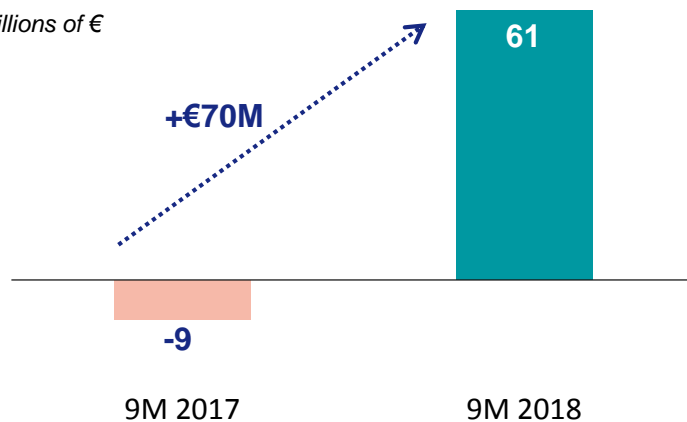
## VOLUMES SOLD

In k tons



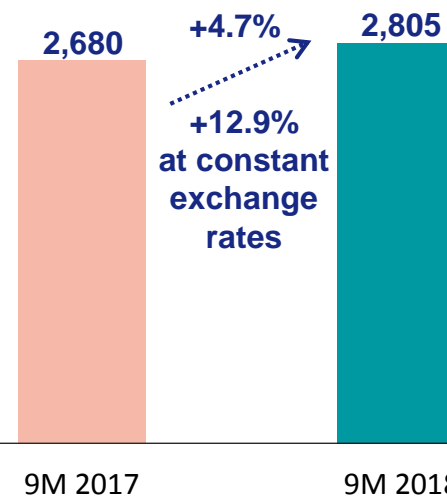
## EBITDA (1)

In millions of €



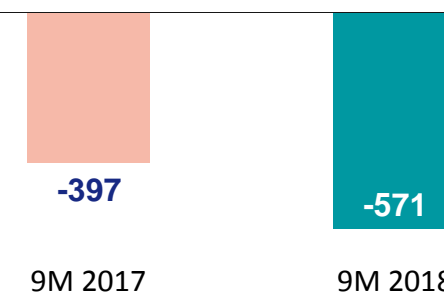
## REVENUE

In millions of €



## FREE CASH FLOW (2)

In millions of €



# 9M 2018 REVENUE BY MARKET

- Revenue up 4.7% vs. 9M 2017
- +12.9% at constant exchange rates

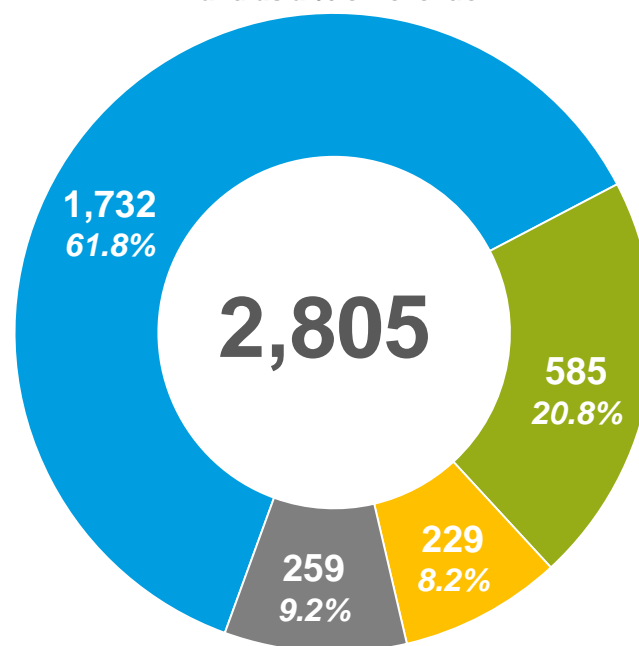
## Oil & Gas +2.8%<sup>1</sup> (+11.8%<sup>2</sup>)

- North America: strong YoY improvement
  - Higher volumes and significant OCTG price increase
  - Negative forex impact
- EA-MEA: Revenue down
  - Higher OCTG revenue
  - More than offset by unfavourable forex and a decrease in deliveries for pipe projects for which strong bookings have been recorded over the last months
- South America: Slightly up
  - Revenue increase partly offset by the weakening of the BRL

## Petrochemicals +48.9%<sup>1</sup> (+58.9%<sup>2</sup>)

- Strong increase: positive momentum in the US

## 9M 2018 revenue in millions of € and as a % of revenue



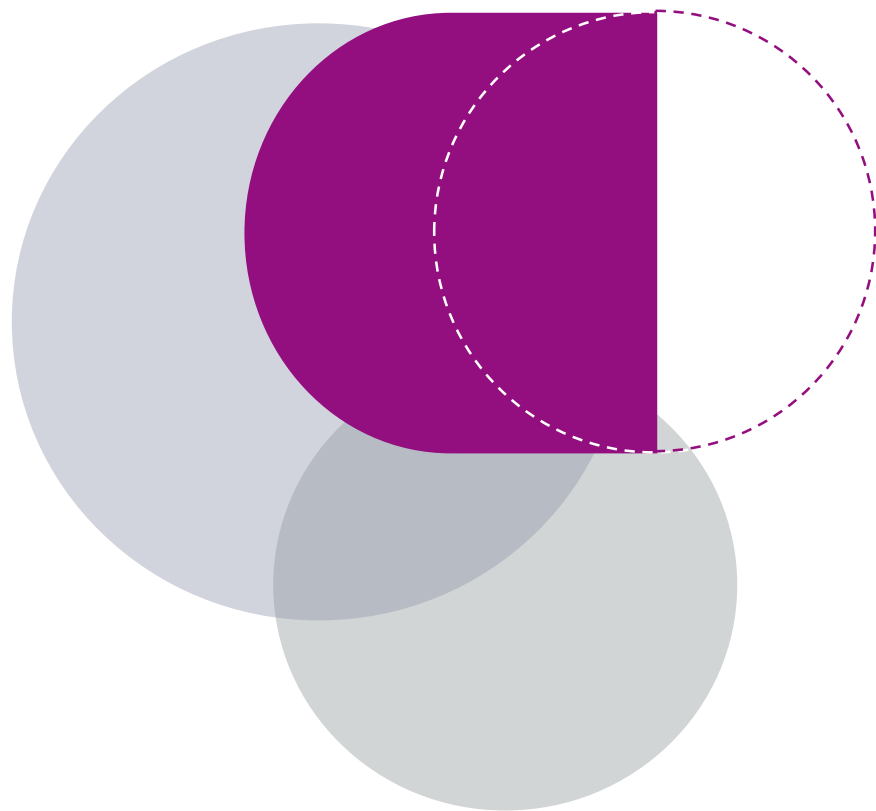
## Industry & Other +8.7%<sup>1</sup> (+16.9%<sup>2</sup>)

- Europe:
  - Higher prices for Mechanical Engineering and Automotive
  - Slowdown in volumes in Q3 due to some destocking at distributors
- South America:
  - Higher volumes in Mechanical Engineering and Automotive

## Power Generation -19.1%<sup>1</sup> (-17.3%<sup>2</sup>)

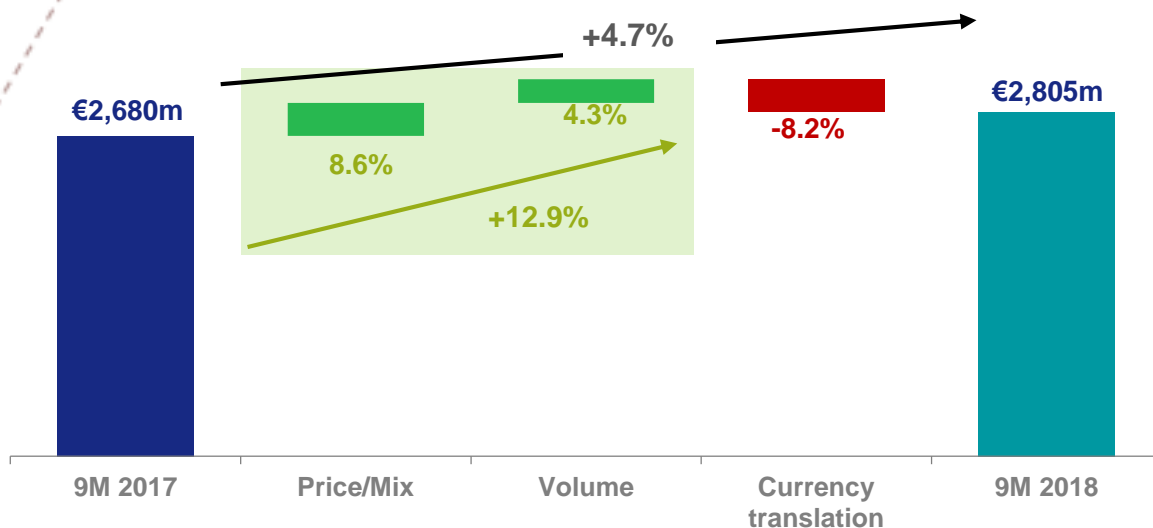
- Nuclear and conventional
  - Lower revenue, with lower number of projects

<sup>1</sup> 9M 2018 versus 9M 2017 <sup>2</sup> At constant exchange rates



## FOCUS ON 9M 2018 FINANCIAL RESULTS

# 9M 2018 REVENUE AND EBITDA



VALLOUREC	9M 2018	9M 2017	Change YoY
<i>In millions of euros</i>			
<b>REVENUE</b>	<b>2,805</b>	<b>2,680</b>	<b>4.7%</b>
Cost of sales	(2,432)	(2,353)	3.4%
<b>Industrial margin</b>	<b>373</b>	<b>327</b>	<b>14.1%</b>
(as % of revenue)	13.3%	12.2%	1.1 pt
SG&A costs	(299)	(323)	-7.4%
(as % of revenue)	10.7%	12.1%	-1.4 pt
Other income (expense), net	(13)	(13)	na
<b>EBITDA</b>	<b>61</b>	<b>(9)</b>	<b>+€70m</b>
<i>EBITDA margin (as % of revenue)</i>	<i>2.2%</i>	<i>-0.3%</i>	<i>+2.5 pts</i>

## Revenue

- Positive volume and price/mix
- Negative forex impact

## EBITDA improved +€70m YoY

- Industrial margin up €46m:
  - better Oil & Gas volumes and prices mainly in the U.S
  - Savings from the Transformation Plan initiatives
  - Partly offset by the increase in raw material costs and unfavorable currencies evolution
- Lower SG&A costs
  - 9M 2018 SG&A representing 10.7% of revenue vs. 12.1% in 9M 2017
  - Down 7.4% with effects from the Transformation Plan, along with favorable currency impacts

# 9M 2018 VS 9M 2017: EBITDA TO NET INCOME

<b>VALLOUREC</b>	<b>9M</b>	<b>9M</b>	<b>Change</b>
<i>In millions of euros</i>	<b>2018</b>	<b>2017</b>	<b>YoY</b>
<b>EBITDA</b>	<b>61</b>	<b>(9)</b>	<b>+€70m</b>
<i>EBITDA as % of revenue</i>	2.2%	-0.3%	+2.5 pts
Depreciation of industrial assets	(197)	(221)	-10.9%
Amortization and other depreciation	(26)	(33)	Na
Impairment of assets	(15)	(1)	Na
Asset disposals, restructuring and other	(57)	(13)	Na
<b>OPERATING INCOME (LOSS)</b>	<b>(234)</b>	<b>(277)</b>	<b>+€43m</b>
Net financial income (loss)	(165)	(140)	+17.9%
<b>PRE-TAX INCOME (LOSS)</b>	<b>(399)</b>	<b>(417)</b>	<b>+€18m</b>
Income tax	(2)	24	Na
Share in net income (loss) of associates	2	(3)	Na
<b>CONSOLIDATED NET INCOME (LOSS)</b>	<b>(399)</b>	<b>(396)</b>	<b>-€3m</b>
Non-controlling interests	-	23	Na
<b>NET INCOME (LOSS), GROUP SHARE</b>	<b>(399)</b>	<b>(373)</b>	<b>-€26m</b>
<b>EARNINGS PER SHARE (in €)</b>	<b>(0.9)</b>	<b>(0.8)</b>	<b>-€0.1</b>

▼ €57m of non-recurring “asset disposals, restructuring and other” booked in H1:

- Restructuring measures in Europe
- Divestiture of the 2 remaining French Drilling Products entities

▼ Financial charges:

- Higher interest charges

▼ Income tax:

- Tax gains reduced mainly as a consequence of the results recovery in North America

## 9M 2018: FREE CASH-FLOW

<i>Vallourec</i> <i>In millions of euros</i>	9M 2018	9M 2017	Change (€m)	Q3 2018
Cash flow from operating activities (FFO) <b>(A)</b>	(198)	(208)	+€10m	(54)
Change in operating WCR <b>(B)</b> [+ decrease, (increase)]	(309)	(103)	-€206m	(73)
Gross capital expenditure <b>(C)</b>	(64)	(86)	+€22m	(26)
<b>Free cash flow<sup>1</sup> (A)+(B)+(C)</b>	<b>(571)</b>	<b>(397)</b>	<b>-€174m</b>	<b>(153)</b>

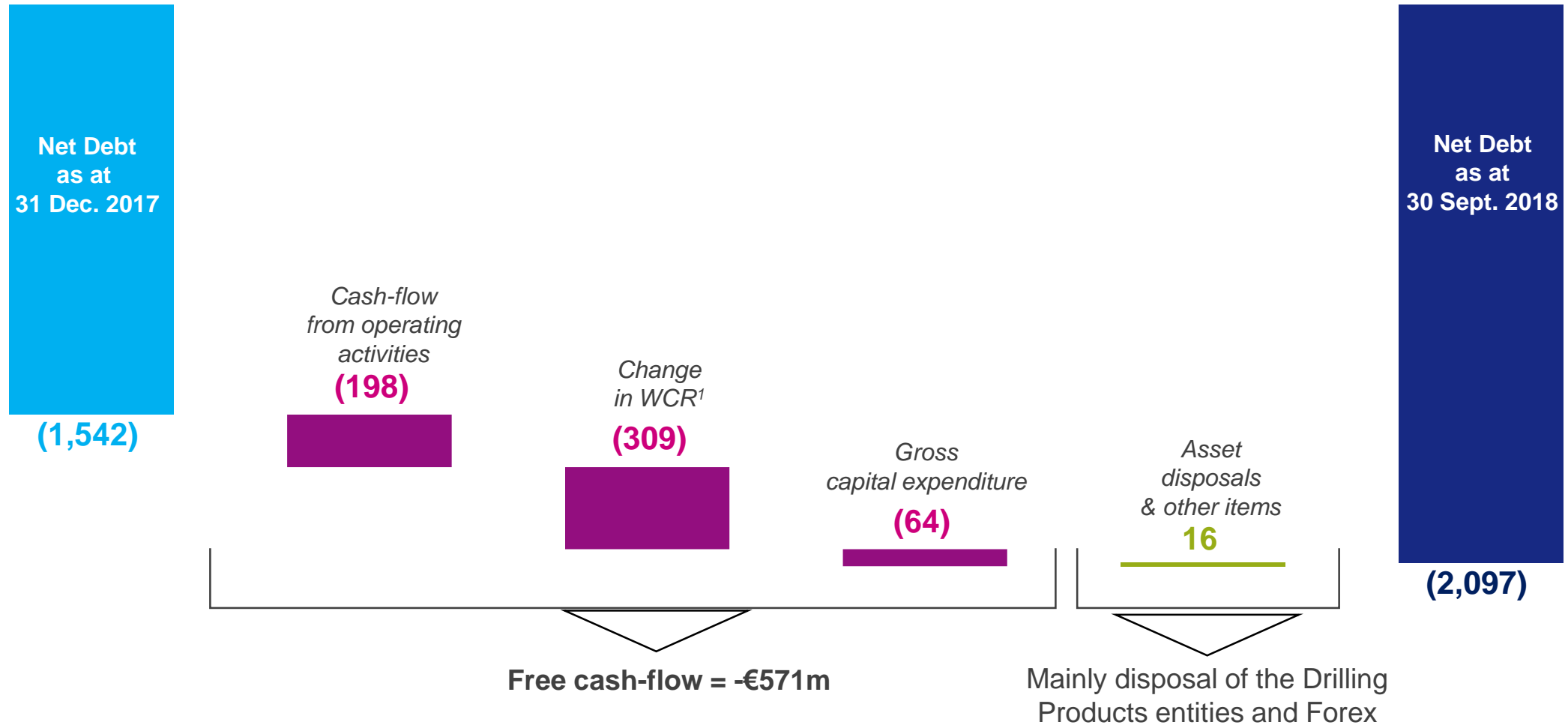
- ▼ Slight improvement of cash flow from operating activities despite higher financial interests and restructuring cash out
- ▼ Increase in Working Capital Requirement driven by higher activity and a temporary build-up of inventories. Working Capital Requirement is expected to decrease in Q4 2018.
- ▼ Capex: aligned with the needs of the Group's recently reshaped industrial footprint

<sup>1</sup> Free cash flow (FCF) is a non-GAAP measure and is defined as cash flow from operating activities minus gross capital expenditure and plus/minus change in operating working capital requirement



# 9M 2018 NET DEBT

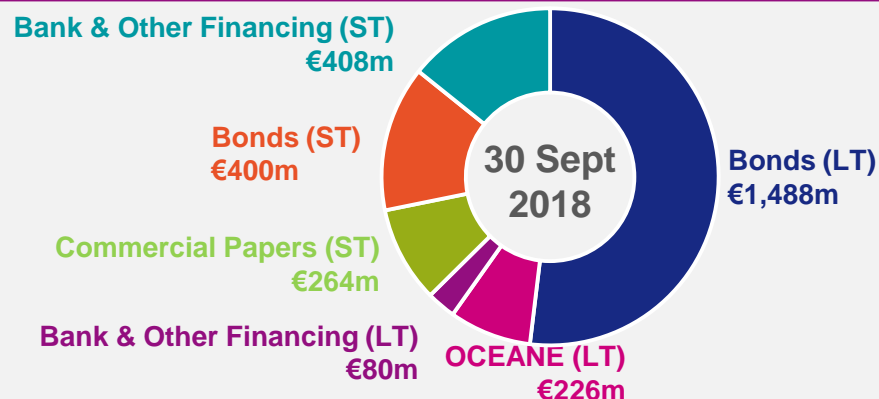
(in millions of €)



<sup>1</sup> Change in Working Capital Requirement, + decrease/(increase)

# LIQUIDITY

## GROSS DEBT BREAKDOWN (in €m)



## AVAILABLE LIQUIDITY AS AT 30 SEPTEMBER 2018 (in €m)



## MATURITIES OF BONDS<sup>1</sup> (in €m)



### Net debt as at 30 September 2018

- Gross Debt: €2,866m
- Cash & Cash equivalents: €769m
- Net Debt: €2,097m

### Liquidity as at 30 September 2018

- €0.8bn of cash
- €2.2bn undrawn LT committed bank facilities

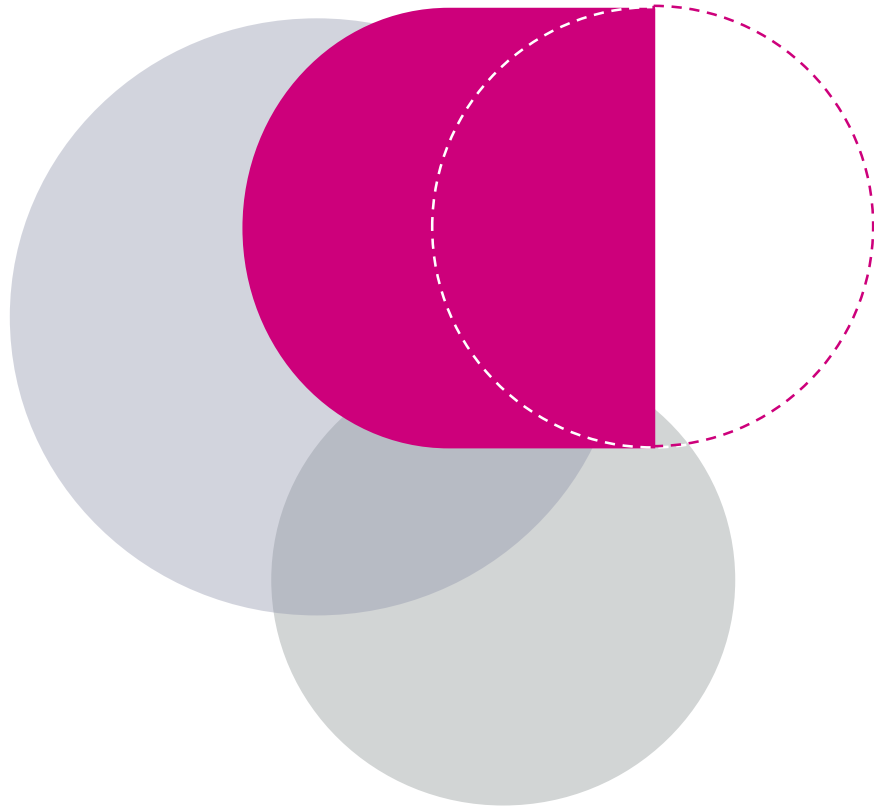
### LT committed bank facilities

- Total €2.2bn, of which:
  - €0.1bn maturing in 2019
  - €0.9bn maturing in 2020
  - €1.1bn maturing in 2021
  - €0.1bn maturing in 2027
- Gearing covenant:
  - 100% for 2018-2020, tested every 31/12

### S&P rating: B Outlook negative

- Next debt maturity in August 2019 already refinanced through the €400m senior notes issued in April 2018

<sup>1</sup> LT Market Financing represents 96% of Long Term Debt



OUTLOOK

# OUTLOOK FOR 2018

## NORTH AMERICA

### In 4Q 2018:

- ▼ Rig count expected **stable at a high level**
- ▼ the Group expects **softer demand attributable to temporary higher inventories on the tubular market** built in anticipation of Section 232, which aims at **benefiting U.S. domestic producers including Vallourec**

## SOUTH AMERICA

### In 4Q 2018:

- ▼ **O&G**: Drilling activity expected to remain **stable**

## EUROPE-AFRICA AND MIDDLE-EAST ASIA

### In 4Q 2018:

- ▼ Vallourec's O&G operations should benefit from **higher volumes and mix/prices**

- ▼ **Transformation Plan** should generate **higher cost savings over the second half of the year** compared with the first half.

**VALLOUREC TARGETS 4Q 2018 EBITDA TO SHOW  
CONTINUING PROGRESS AND TO EXCEED THAT OF 3Q 2018**