## March 29, 2011

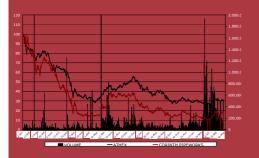
## **Europe** Greece

## **Raw Materials - Steel**

## **Company Description**

CORINTH PIPEWORKS is one of the largest producers of high-quality medium and large-diameter steel pipes for the transmission of oil and natural gas, while it is also active in the construction sector through the production and sale of hollow sections. Since 2004, CORINTH PIPEWORKS belongs to SIDENOR Group and represents its pipe arm.

# CORINTH PIPEWORKS VS ATHEX



## **Share Data**

Price (€) 28/3/2011	1,10
# of shares	124.170
Capitalization	136,6
PRICE 31/12/2010	0,660
% change since 31/12/20:	66,7%
52 wks high	1,51
52 wks low	0,6
REUTERS	CORr.AT
BLOOMBERG	SOLK GA

## **Shareholder's Composition**



Important comments at page 2

## **Activity Highlights**

## IR RELEASE FY 2010

- Long term presence in the international markets of energy Extended sales network Strong brand name
- Geographical proximity to large energy markets (N. Africa, M. East, W. Europe)
- State of the art and efficient factory
- Flexibility of production basis
- Close collaboration with the most important suppliers of HRC
- Expertise in the management of large scale projects
- Penetration of the Russian Energy market

#### **Results FY 2010**

#### FY 2010 Financial Results:

- During 2010, CORINTH PIPEWORKS has experienced the consequences of the sluggish activity in the energy markets, as a result of the 2008 and 2009 global crisis. However, during the second half of 2010, there was an increase of infrastructure investments in extraction and transmission of natural gas and oil, resulting in new agreements for the company, which will be executed within 2011.
- In 2010 CORINTH PIPEWORKS S.A. FY 2010 consolidated turnover amounted to €155 mil versus €285.2 mil in FY 2009, marking a 46% decrease. The Group's gross profit amounted to €32.8 mil. versus €84.4 mil. in FY 2009, marking a 61.1% decrease, which is attributed to the decrease of the sales volume and the squeeze of the gross margin. Accordingly, consolidated EBITDA that amounted to €14.3 mil versus €41.1 mil in FY 2009 has been burdened by 9.5 mil. Euro due to impairment of total receivables 18.6 mil. Euro, whose collection is in delay.

€М	FY 2009	FY 2010	Δ (%)
Sales	285	155	-45,6%
Gross Profit	80	33	-58,9%
EBITDA	41	14	-65,3%
EBIT	30	3	-90,2%
EBT	28	3	-89,7%
EATAM	20	-2	-107,7%

Margins			
Gross profit	27,9%	21,1%	
EBITDA	14,4%	9,2%	
EBIT	10,5%	1,9%	
EBT	9,8%	1,9%	
EATAM	7,1%	n/a	

Financial cost in FY 2010 was reduced substantially (by 46.8% versus FY 2009) and formed to €2 mil., mainly due to the significant reduction of the Group's debt.

Consolidated profit before tax amounted to €2.9 mil, versus €28.1 mil, in FY 2009. Finally, FY 2010 Group results after tax and minority rights amounted to loses of €1.6 mil. (or losses €0.0125 per share) versus profits of €20.2 mil. (or €0.163 per share) in FY 2009. It should be noted that in FY 2010 the parent company, as well as the Group were burdened by an additional €2.6 mil. (€0.54 mil. in FY 2009) due to the "Extraordinary Social Contribution" under law 3845/2010.

The efficient working capital management, pursuant to the Group's scheduled orders, as well as the reduced capital expenditures resulted in the lowest level of Group's net debt (Debt – Cash) of €5.2 mil. on 31/12/10, versus €39.1 mil. on 31/12/09, while the Group Shareholders' Equity amounted to €148.5 mil. on 31/12/10 resulting to a 3% gearing ratio.

#### Prospects

• The recent oil prices recovery allows the energy companies to readjust upwards their investment plans and to proceed to new extraction and transmission projects. All the above, in conjunction with CORINTH PIPEWORKS expertise and know-how in large scale projects, the state of the art facilities of the strategically located Thisvi plant, the broad range of the Group's products and services, as well as the Group's geographic dispersion of activities and of recently awarded projects (N. America, Europe, Middle East), allow CORINTH PIPEWORKS to face this new year with mild optimism.

## **P&L Highlights & Ratios**

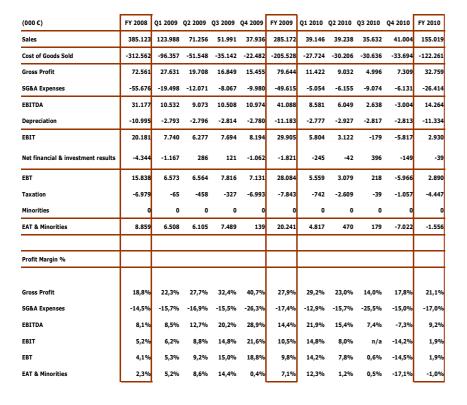
		2008	2009	2010
EPS	€	0,0713	0,1630	- 0,0125
DPS	€	-	-	-
P/BV	X	1,10	0,91	0,92

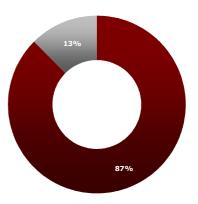
Investment ratios computed at year end number of shares (124,170,201) and share price 1.10 (28/3/2011)

### **Consolidated Financial Statement**

## Sales Breakdown per product (000.€)

### **FY 2010**



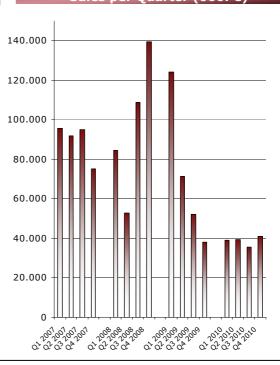


- Energy Unit (Steel Pipes)
- Construction Unit (Hollow Sections)

## **Consolidated Statement of Financial Position**

#### (000.€) 2008 2009 2010 **ASSETS** Fixed Assets & Investments 157,413 148.846 150.514 125.338 56.071 43.476 Inventories Trade receivables and others 90.777 43.052 35.842 Other Current Assets 3.374 796 7 Cash & cash equivalents 19,405 12.409 21.516 **TOTAL ASSETS** 396.307 261.175 251.355 CAPITAL AND LIABILITIES Long-term bank loans 7.500 24.219 11.496 5.356 16.440 14.932 Other long-term liabilities Short-term bank loans 62,929 27.314 15,959 Other short-term liabilities 195.820 43.643 60,475 **Total liabilities** 271.604 111.616 102.863 Total Shareholders Equity 124.703 149.559 148.492 Minority interest 0 124,703 149,559 **Total Equity** 148,492 **TOTAL CAPITAL AND LIABILITIES** 396.307 261.175 251.355

## Sales per Quarter (000. €)



Additional information concerning the Financial Statements under the International Financial Reporting Standards I.F.R.S. can be found in the company's website: www.cpw.gr

This presentation may contain forward-looking statements. These forward-looking statements are based upon current expectations and assumptions regarding anticipated developments and other factors affecting the Group. They are not historical facts, nor are they guarantees of future performance. Because these forward-looking statements involve risks and uncertainties, there are important factors that could cause actual results to differ materially from those expressed or implied by these forward-looking statements. Further details of potential risks and uncertainties affecting CORINTH PIPEWORKS Group are described in CORINTH PIPEWORKS' filings with the Athens Stock Exchange. These forward-looking statements speak only as of the date of this presentation.