**Europe** Greece

represents its pipe arm.

Share Data

Raw Materials - Steel

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

Company Description

## August 30, 2012

## IR RELEASE HY 2012

### **Activity Highlights**

- 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 HY 2012**

#### Consolidated Figures:

Consolidated turnover of CORINTH PIPEWORKS Group in the first half of 2012 marked an increase by 3% standing at € 124 mil. compared to € 120.4 mil. in the first half of 2011. Moreover the optimization of the operation of the production facilities resulted in significant increase in Group's profitability. More specifically, consolidated gross profit stood in the first half of the current year at € 27.2 mil. compared to € 16.4 mil. in the respective period last year marking an increase of 65.7%. Consolidated EBITDA marked significant boost as well, amounting to €14.1 mil. compared to €8.9 mil. last year increased by 57.7%, while EBITDA margin stood at 11.3% of the consolidated turnover. Consolidated profit before tax in the first half of 2012 increased by 131.6% and amounted to €8.6 mil. compared to €3.7 mil. in 2011, while consolidated profit after tax and minority rights stood in the first half of 2012 at €6.6 mil. (0.0531 euro per share), compared to €3.2 mil. (0.0258 euro per share) in the respective period last

It is also worth noting that due to the optimal management of inventories and raw materials purchases, the Group achieved the reduction of net debt (which on 30/06/2012 stood at €11.3 mil. vs. €40.9 mil. on 31/12/2011), despite the increased sales which resulted to increased working capital needs, . Group's Equity marked slight increase and stood on 30/6/2012 at €159.5 mil. compared to €151.4 mil. on 31/12/2011.

	6M 2011	6M 2012	Δ(%)
Sales	120,4	124,0	3,0%
Gross Profit	16,4	27,2	65,7%
EBITDA	8,9	14,1	57,7%
EBIT	3,3	8,2	151,1%
EBT	3,7	8,6	131,6%
EATAM	3,2	6,6	105,8%
Margins			
Gross profit	13,7%	22,0%	
EBITDA	7,4%	11,3%	
EBIT	2,7%	6,6%	
EBT	3,1%	6,9%	

2.7%

5.3%

CORINTH PIPEWORKS Group is one of the most reliable pipe manufacturers worldwide, having years of experience and a wide range of product offering. This fact, in conjunction with the gradual stabilization of the international environment, as well as the investments in new energy and infrastructure projects, are positive factors for future development. At the same time, strategic priorities for CORINTH PIPEWORKS are the penetration in new markets and the expansion of its network, in order to sell its products in an even wider geographical range. Finally, it should be noted that despite the very difficult economic environment in which the Company operates, its strong capital structure and its ability to source adequate funding for the implementation of large projects will contribute significantly to its uninterrupted operation.

**EATAM** 

Price (€) 28/8/2012	0,78
# of shares	124.170
Capitalization	97,2
% change since 30/12/2011	46,4%
52 wks high	1,02
52 wks low	0,46
REUTERS	CORr.AT
BLOOMBERG	SOLK GA

# Shareholder's Composition SIDENOR 78.55%

FREE FLOAT 21.45%

### P&L Highlights & Ratios

		2008	2009	2010	2011
EPS	€	0,0713	0,1630	- 0,0125	0,0453
DPS	€	-	-	-	-
P/BV	Х	0,75	0,62	0,63	0,61

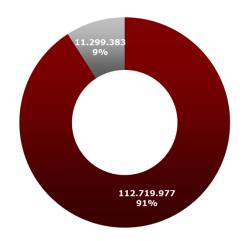
Investment ratios computed at year end number of shares (124,170,201) and share price 0.749 (26/3/2012)

#### **Consolidated Financial Statement**

(000 €)	6M 2010	6M 2011	6M 2012
Sales	78.384	120.403	124.019
Cost of Goods Sold	-57.930	-103.960	-96.770
Gross Profit	20.453	16.443	27.250
SG&A Expenses	-11.209	-12.090	-16.702
EBITDA	14.630	8.921	14.066
Depreciation	-5.704	-5.649	5.850
EBIT	8.926	3.272	8.215
Net financial & investment results	-287	-969	-2.158
ЕВТ	8.639	3.695	8.556
Taxation	-3.351	-491	-1.963
Minorities	0	О	0
EAT & Minorities	5.287	3.203	6.592
Profit Margin %			
Gross Profit	26,1%	13,7%	22,0%
SG&A Expenses	-14,3%	-10,0%	-13,5%
EBITDA	18,7%	7,4%	11,3%
ЕВІТ	11,4%	2,7%	6,6%
ЕВТ	11,0%	3,1%	6,9%
EAT & Minorities	6,7%	2,7%	5,3%

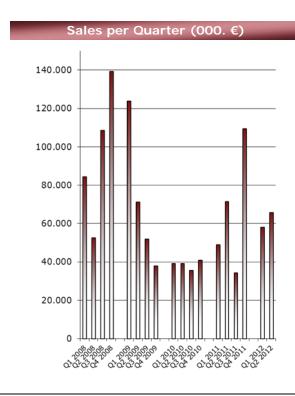
## Sales Breakdown per product (000.€)

#### HY 2012



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

#### Consolidated Statement of Financial Position (000.€) HY 2012 **ASSETS** Fixed Assets & Investments 150.514 133.279 129.538 **Inventories** 43.476 49.763 63.673 Trade receivables and others 35.842 79.699 45.155 Other Current Assets 7 7 7 Cash & cash equivalents 21.516 23.334 33.633 TOTAL ASSETS 251.355 299.993 258.097 **CAPITAL AND LIABILITIES** Long-term bank loans 11.496 9.000 8.000 Other long-term liabilities 14.932 13.836 13.782 Short-term bank loans 15.959 55.245 36.973 60.475 70.531 Other short-term liabilities 39.861 **Total liabilities** 102.863 148.611 98.616 Total Shareholders Equity 148.492 151.382 159.481 Minority interest 0 0 0 **Total Equity** 148.492 151.382 159.481 TOTAL CAPITAL AND LIABILITIES 251.355 299,993 258.097



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.