

Europe Greece

Raw Materials - Steel

Company Description

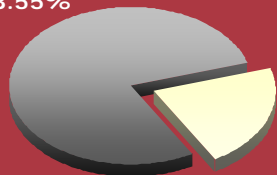
CORINTH PIPEWORKS is one of the largest producers of high-quality medium and large-diameter steel pipes for the transmission of oil and natural gas, while it is also active in the construction sector through the production and sale of hollow sections. Since 2004, CORINTH PIPEWORKS belongs to SIDENOR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

Share Data

Price (€) 20/11/2014	1,20
# of shares	124.170
Capitalization	149,0
% change since 31/12/2013	-45,9%
52 wks high	2,27
52 wks low	1,08
REUTERS	CORr.AT
BLOOMBERG	SOLK GA

Shareholder's Composition

SIDENOR
78.55%



**FREE
FLOAT**
21.45%

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 9M 2014

Consolidated Figures:

The global environment, within which Corinth Pipeworks operates, remains unstable resulting in the delay of the construction of major pipelines. The low demand for products used in the energy industry, in conjunction with the existing low prices of raw materials and the intense competition continues to compress Corinth Pipeworks Group's profitability.

As a consequence, consolidated revenue of Corinth Pipeworks Group in the 9M of 2014 stood at EUR 126.9 mil. compared to EUR 123.0 mil. in the 9M of 2013, increased by 3.2%. Consolidated gross profit stood at EUR 14.6 mil. compared to EUR 20.1 mil. last year, decreased by 27.3%, while Group's EBITDA stood at profits of EUR 1.2 mil. versus profits of EUR 4.6 mil. in the first nine months of 2013.

Results before taxes shaped in the first nine months of 2014 at losses of EUR 4.9 mil. as opposed to losses of EUR 1.0 mil. during the respective period last year, while Group's results after tax and minority interest amounted at losses of EUR 4.7 mil. (losses of EUR 0.0376 per share) compared to losses of EUR 4.6 mil. (losses of EUR 0.0368 per share) in the 9M of 2013. The Group's net debt on 30/09/2014 amounted EUR 63.7 mil. versus EUR 32.5 mil. on 31/12/2013 mainly due to the increase of long term debt associated with the construction of the new LSAW pipe mill. Group's equity on 30/06/2014 shaped at EUR 147.1 mil.

It is also noted that three new contracts have been signed, for the supply of total 163,000 tons of steel pipes for the construction of pipelines in the US. The implementation of these projects will mostly affect 2015's production and sales. It must be noted that the first two previously mentioned contracts, are the biggest projects ever awarded to the Group.

Based on quality, long term experience, continuous innovation and investments, Corinth Pipeworks represents one of the most credible and trusted pipeline manufacturers worldwide, possessing a complete product portfolio, which is constantly enriched. In combination with the expansion of activities in new markets, the Group is claiming large and important projects of the global energy market, which is expected to grow within the coming years because of the new energy and infrastructure projects to be realized.

Markets such as North America, Europe, West/East Africa, North Sea and the Middle East are expected to play a leading role in this field and penetration in these markets represents a key strategic pillar for the Group. Simultaneously, the Group's flexible costing, the competitiveness of its products and services, as well as the currently realized LSAW pipe production unit, will enable Corinth Pipeworks to absorb a significant part of the global demand for pipes, resulting from the increasing need for energy and infrastructure projects.

	€ M	9M 2013	9M 2014	Δ (%)
Sales		123,0	126,9	3,2%
Gross Profit		20,1	14,6	-27,3%
EBITDA		4,6	1,2	-73,7%
EBIT		-2,4	-4,3	
EBT		-1,0	-4,9	
EATAM		-4,6	-4,7	
Margins				
Gross profit		16,4%	11,5%	
EBITDA		3,8%	1,0%	

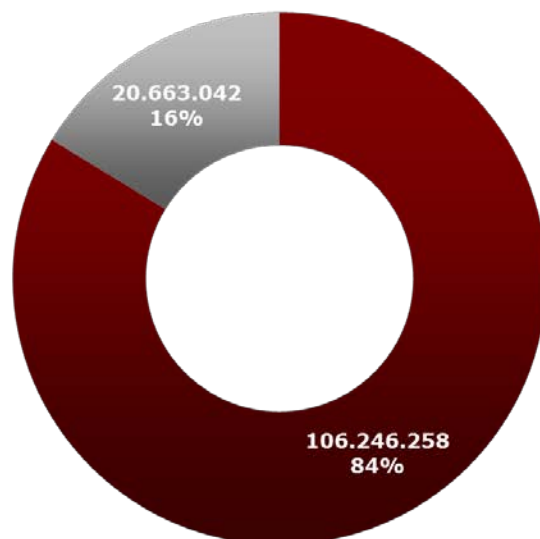
Important comments at page 2

Consolidated Financial Statement

(000 €)	9M 2012	9M 2013	9M 2014
Sales	196.513	122.961	126.909
Cost of Goods Sold	-155.998	-102.845	-112.293
Gross Profit	40.514	20.116	14.617
SG&A Expenses	-27.650	-19.074	-18.785
EBITDA	18.994	4.624	1.216
Depreciation	8.744	6.099	6.361
EBIT	10.251	-2.424	-4.317
Net financial & investment results	-2.572	-2.269	-2.145
EBT	11.537	-958	-4.876
Taxation	-2.514	-3.614	213
Minorities	0	0	0
EAT & Minorities	9.023	-4.572	-4.664
Profit Margin %			
Gross Profit	20,6%	16,4%	11,5%
SG&A Expenses	-14,1%	-15,5%	-14,8%
EBITDA	9,7%	3,8%	1,0%

Sales Breakdown per product
(000.€)

9M 2014

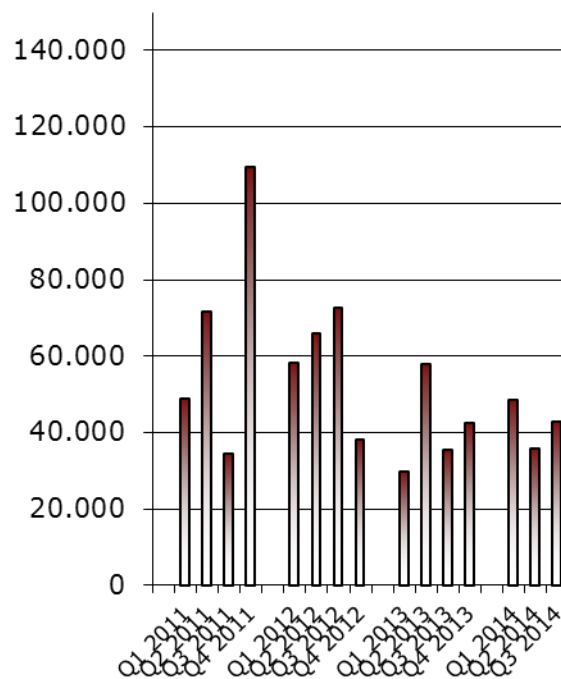


- Energy Unit (Steel Pipes)
- Construction Unit (Hollow Sections)

Consolidated Statement of Financial Position

(000.€)	2012	2013	9M 2014
ASSETS			
Fixed Assets & Investments	133.279	140.362	151.400
Inventories	63.673	50.402	46.802
Trade receivables and others	79.699	59.365	63.147
Other Current Assets	7	0	0
Cash & cash equivalents	23.334	41.070	6.743
TOTAL ASSETS	299.993	291.199	268.091
CAPITAL AND LIABILITIES			
Long-term bank loans	9.000	52.549	61.775
Other long-term liabilities	13.836	16.142	14.194
Short-term bank loans	55.245	1.450	0
Other short-term liabilities	70.531	64.758	44.981
Total liabilities	148.611	134.899	120.950
Total Shareholders Equity	151.382	156.301	147.141
Minority interest	0	0	0
Total Equity	151.382	156.301	147.141
TOTAL CAPITAL AND LIABILITIES	299.993	291.199	268.091

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.