



***Vallourec***

***3rd quarter 2007  
results***

***14 November 2007***

# Information

- *Only half year income statements are audited; quarterly statements are unaudited.*
- *Unless otherwise specified, indicated variations are expressed in comparison with the same period of the previous exercise.*



# Another strong quarter

	Q3 2007		9 months 2007	
<b>Sales</b>	€1,500 m	+8.3%	€4,512 m	+10.0%*
<b>EBITDA / Sales</b>	28.1%		29.1%	
<b>Net profit, Group share</b>	€248.0 m	+4.2%	€743.4 m	+7.6%
<b>Gross capital expenditure</b>	€116,6 M	+48%	€284.1 M	+60%

\* +11.1% on a comparable basis



## *The Group benefits from growth in all its markets*

- Overall demand remained at a high level
  - US downward OCTG inventory adjustments continued but at a slower rate
  
- Total output was maintained at an excellent level, despite slowdown at V & M STAR
  - Small scope effect
  
- Prices stabilized on average vs. Q3 2006
  - Some price increases on value-added products
  - V & M STAR lower prices in US
  
- Product mix enhanced compared to prior year





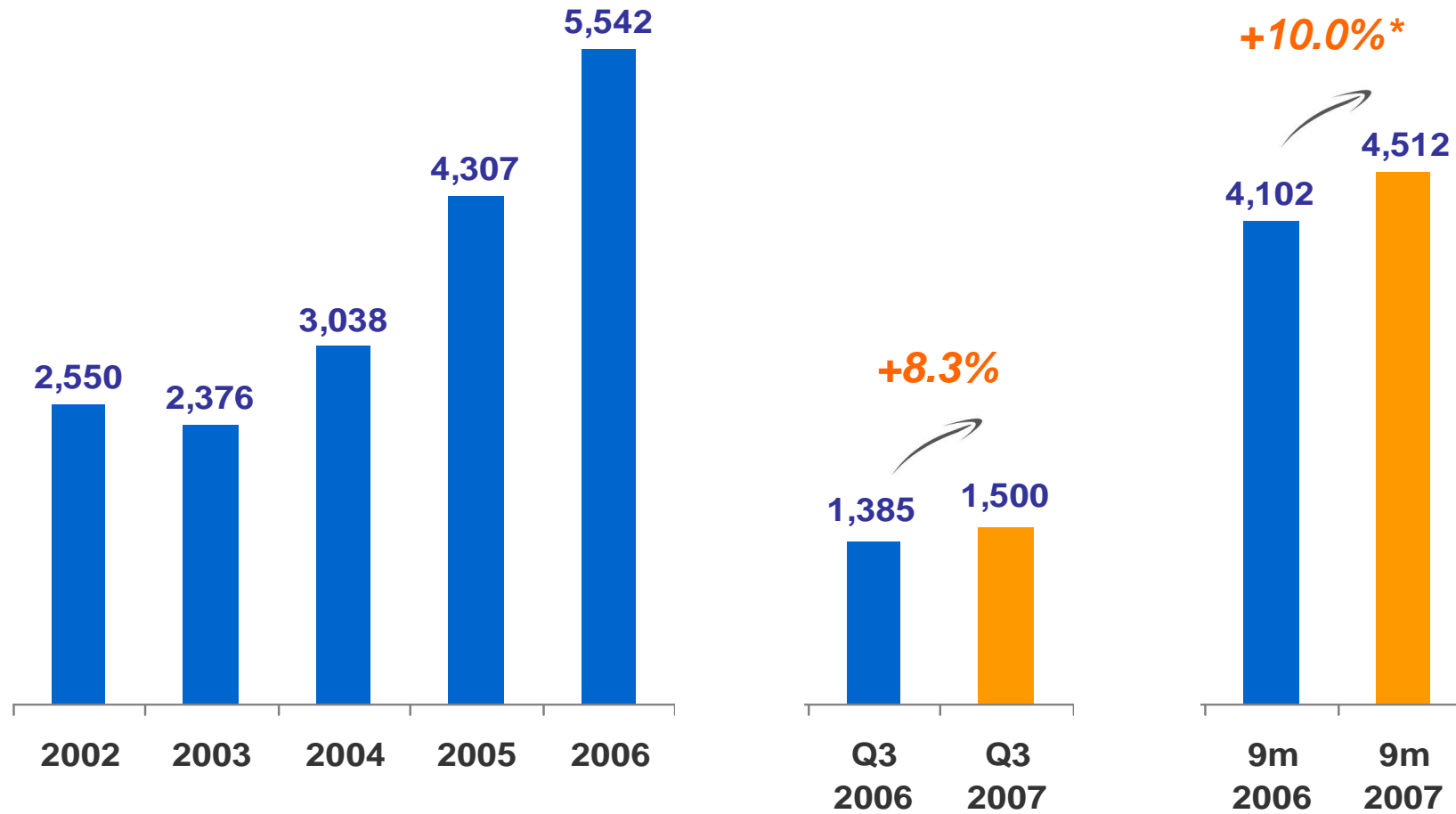
## ***Q3 2007 results***



# Sales: double-digit growth

In € million

## Sales trend

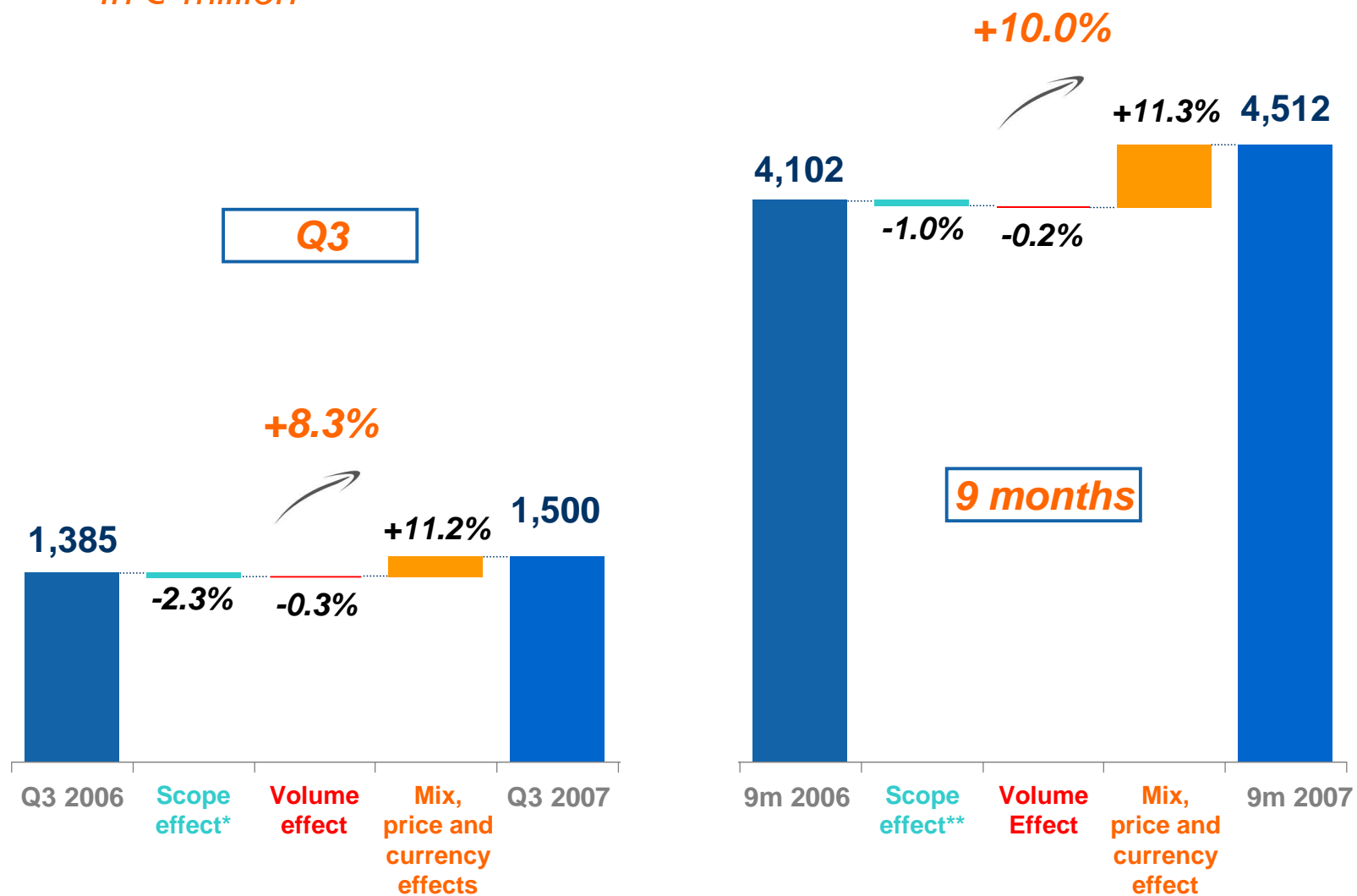


\* +11.1% on a comparable basis



# Growth driven by mix and price effects

In € million



\* Q3: mainly deconsolidation of Cerec (1/12/06) et VPE/Zeithain (2/7/07)

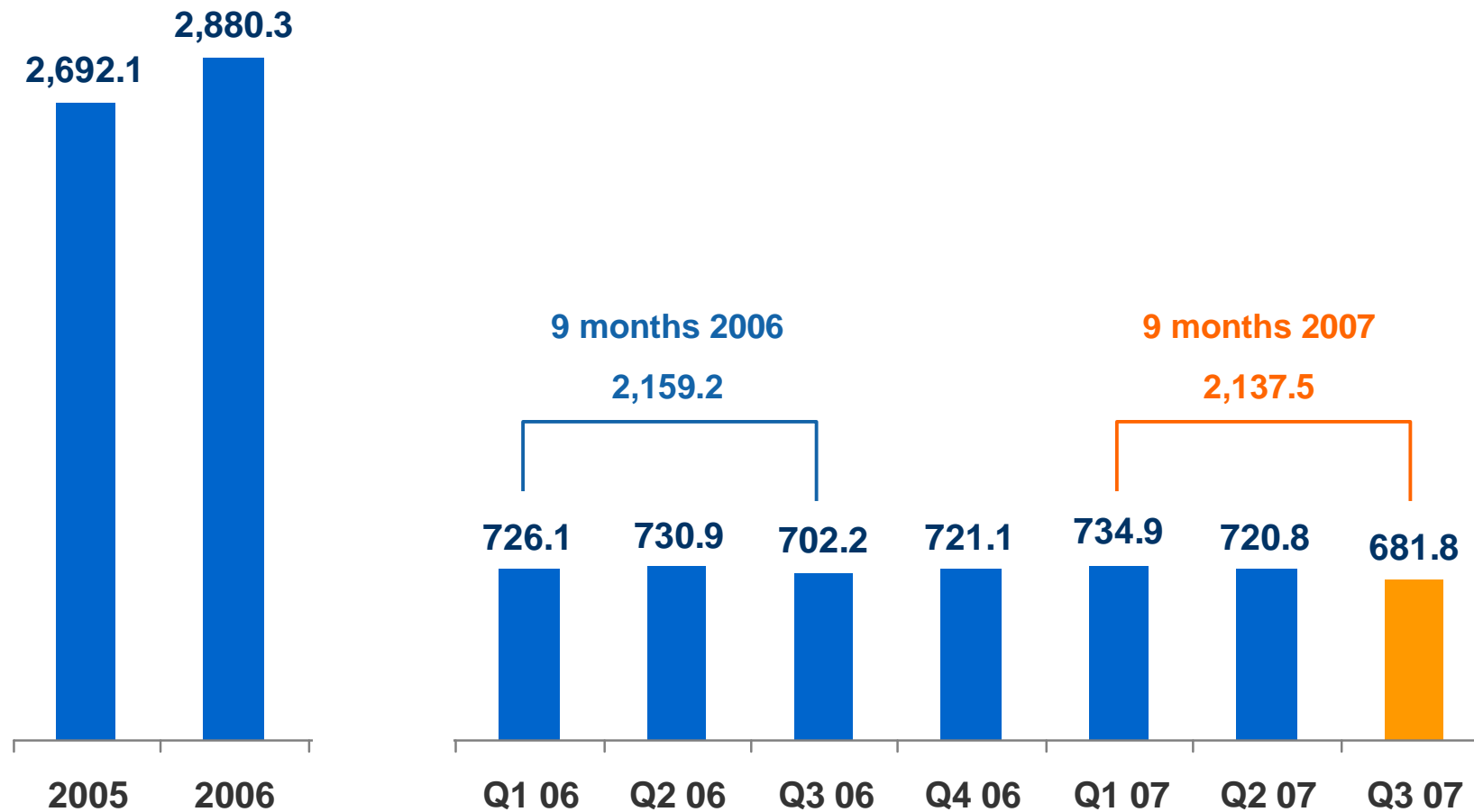
\*\* 9 months: mainly consolidation of SMFI (1/4/06), deconsolidation of Specitubes (1/4/06), Cerec (1/12/06) and VPE/Zeithain (2/7/07)



# Slightly lower production output (scope effect)

In k tonnes

## Production output trend



## Q3: EBITDA up 4.2%

In € million

	Q3 2006	Q3 2007	Change
<b>Sales</b>	<b>1,384.6</b>	<b>1,499.6</b>	<b>+8.3%</b>
Other products	-6.9	15.6	ns
	<i>% of sales</i>	<i>% of sales</i>	
Purchases consumed	-464.3 <b>33.5%</b>	-560.9 <b>37.4%</b>	<b>+20.8%</b>
Taxes and duties	-12.0 <b>0.9%</b>	-12.7 <b>0.8%</b>	<b>+5.8%</b>
Payroll costs	-190.6 <b>13.8%</b>	-184.7 <b>12.3%</b>	<b>-3.1%</b>
Other operating costs	-297.0 <b>21.5%</b>	-333.2 <b>22.2%</b>	<b>+12.2%</b>
Provisions	-9.7 <b>0.7%</b>	-2.7 <b>0.2%</b>	
<b>Total</b>	<b>-973.6</b>	<b>-1,094.2</b>	<b>+12.4%</b>
<b>EBITDA</b>	<b>404.1</b>	<b>421.0</b>	<b>+4.2%</b>



## 9 months: EBITDA up 5.8%

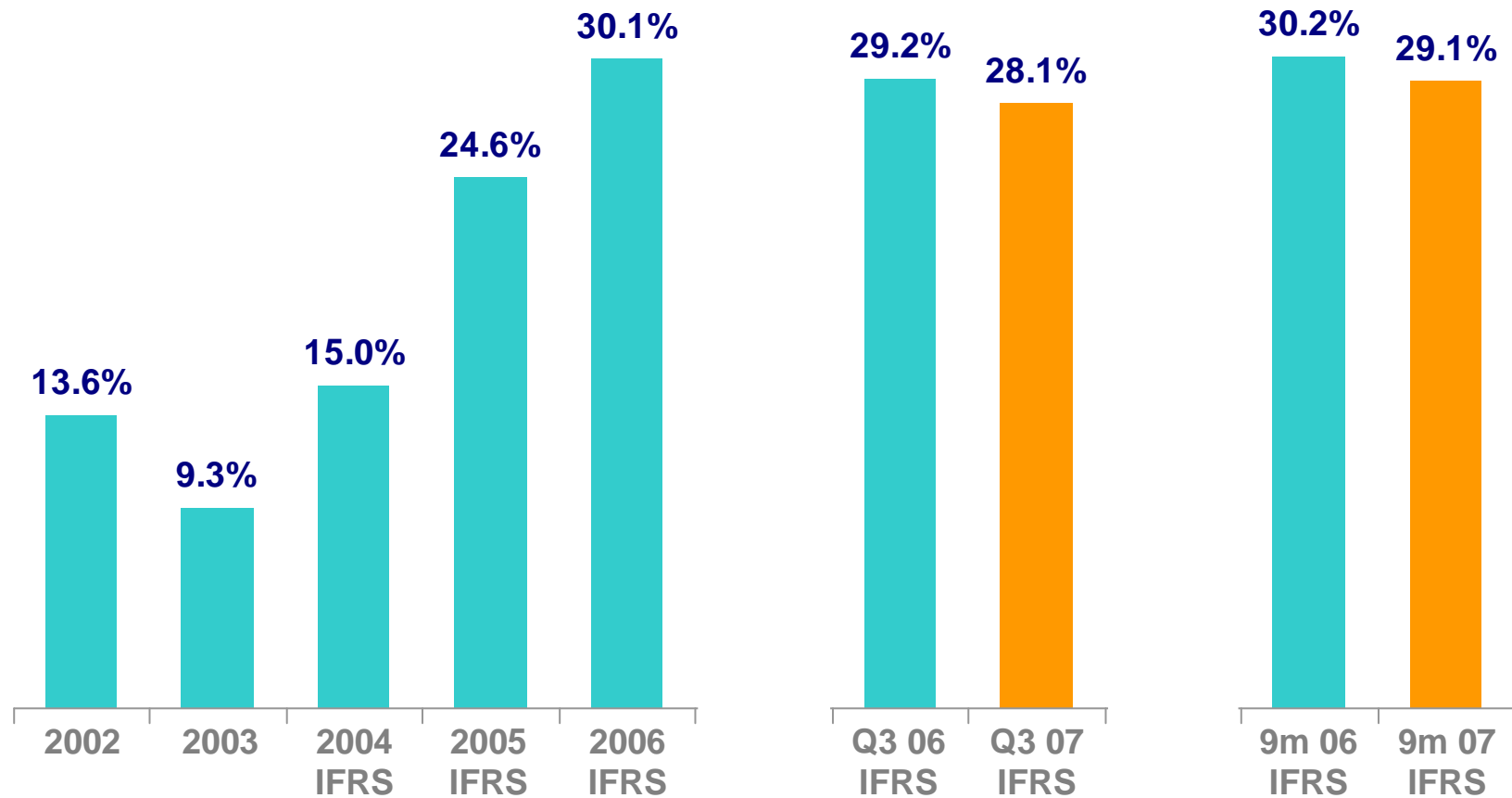
In € million

	9 months 2006	9 months 2007	Change
<b>Sales</b>	<b>4,101.9</b>	<b>4,511.7</b>	<b>+10.0%</b>
<b>Other products</b>	124.4	118.7	-4.6%
	<i>% of sales</i>	<i>% of sales</i>	
<b>Purchases consumed</b>	-1,455.0 <b>35.5%</b>	-1,643.3 <b>36.4%</b>	<b>+12.9%</b>
<b>Taxes and duties</b>	-41.3 <b>1.0%</b>	-42.1 <b>0.9%</b>	<b>+1.9%</b>
<b>Payroll costs</b>	-597.3 <b>14.6%</b>	-620.6 <b>13.8%</b>	<b>+3.9%</b>
<b>Other operating costs</b>	-880.5 <b>21.5%</b>	-995.2 <b>22.1%</b>	<b>+13.0%</b>
<b>Provisions</b>	-12.2 <b>0.3%</b>	-17.0 <b>0.4%</b>	<b>+39.3%</b>
<b>Total</b>	<b>-2,986.3</b>	<b>-3,318.2</b>	<b>+11.1%</b>
<b>EBITDA</b>	<b>1,240.0</b>	<b>1,312.2</b>	<b>+5.8%</b>



# Operating margin maintained at a high level

## EBITDA/Sales ratio as %



French GAAP until 2003, IFRS from 2004



## Q3: net income, Group share up 4.2%

In € million

	Q3 2006		Q3 2007		Change
		<i>% of sales</i>		<i>% of sales</i>	
<b>EBITDA</b>	<b>404.1</b>	<b>29.2%</b>	<b>421.0</b>	<b>28.1%</b>	<b>+4.2%</b>
<i>Amortization</i>	-28.8		-27.9		
<i>Disposals / restructuring</i>	0.2		8.5		
<b>Operating income</b>	<b>375.5</b>	<b>27.1%</b>	<b>401.6</b>	<b>26.8%</b>	<b>+7.0%</b>
<b>Financial income</b>	<b>25.1</b>		<b>-7.9</b>		
<i>Income tax</i>	-139.9		-140.3		+0.3%
<i>Net income of equity affiliates</i>	-2.1		4.1		
<b>Total net income</b>	<b>258.6</b>	<b>18.7%</b>	<b>257.5</b>	<b>17.2%</b>	<b>-0.4%</b>
<b>Net income, Group share</b>	<b>238.0</b>		<b>248.0</b>		<b>+4.2%</b>



## 9 months: Net income, Group share up 7.6%

In € million

	9 months 2006		9 months 2007		Change
		% of sales		% of sales	
<b>EBITDA</b>	<b>1,240.0</b>	<b>30,2%</b>	<b>1,312.2</b>	<b>29,1%</b>	<b>+5.8%</b>
<i>Amortization</i>	-85.2		-89.2		
<i>Disposals/restructuring</i>	3.2		-6.9		
<b>Operating income</b>	<b>1,158.0</b>	<b>28,2%</b>	<b>1,216.1</b>	<b>27,0%</b>	<b>+5.0%</b>
<b>Financial income</b>	<b>9.8</b>		<b>-16.9</b>		
<i>Income tax</i>	-408.9		-434.6		+6.3%
<i>Net income of equity affiliates</i>	-5.3		10.6		
<b>Total net income</b>	<b>753.6</b>	<b>18,4%</b>	<b>775.2</b>	<b>17,2%</b>	<b>+2.9%</b>
<b>Net income, Group share</b>	<b>690.6</b>		<b>743.4</b>		<b>+7.6%</b>



## Q3: net cash outflow of € 104.1m after dividend payment

<i>In € million</i>	Q3 2006	Q3 2007
Cash flow (excluding financial expense)	441.7	433.3
Interests paid and received	-4.1	-4.7
Taxes paid	-173.8	-142.5
Change in gross WCR	-1.6	37.3
Gross capital expenditure	-78.7	-116.6
Financial investments	0.0	0.0
Asset disposals	1.1	115.8
Share management program (incl. liquidity contract)	0.0	-6.6
Dividends paid	-96.0	-435.6
Other	+8.3	+15.5
	<hr/> <hr/>	<hr/> <hr/>
(Increase)/decrease in total net debt	<b>96.9</b>	<b>(104.1)</b>



## 9 months: positive net cash

<i>In € million</i>	9m 2006	9m 2007
Cash flow (excluding financial expense)	1,273.6	1,338.0
Interests paid and received	-2.6	-4.6
Taxes paid	-430.5	-442.8
Change in gross WCR	-158.9	-282.3
Gross capital expenditure	-177.2	-284.1
Financial investments	-32.6	-3.6
Asset disposals	17.2	124.0
Share management program (incl. liquidity contract)	0.0	0.6
Dividends paid	-119.2	-456.0
Other	-10.5	16.6
	<hr/> <hr/>	<hr/> <hr/>
(Increase)/decrease in total net debt	<b>359.3</b>	<b>5.8</b>



# Sound balance sheet

*In € million*

	31/12/06	30/09/07		31/12/06	30/09/07
<b>Non-current assets</b>	<b>1,218.3</b>	<b>1,373.4</b>	<b>Shareholders' equity</b>	<b>2,130.4</b>	<b>2,475.7</b>
<b>Inventories and work-in-progress</b>	<b>1,039.3</b>	<b>1,205.8</b>	<b>Minority interests</b>	<b>92.8</b>	<b>86.1</b>
<b>Trade receivables</b>	<b>1,002.7</b>	<b>1,019.4</b>	<b>Equity capital</b>	<b>2,223.2</b>	<b>2,561.8</b>
<b>Financial instruments</b>	<b>91.0</b>	<b>143.3</b>	<b>Provisions</b>	<b>351.4</b>	<b>366.3</b>
<b>Other current assets</b>	<b>111.9</b>	<b>130.2</b>	<b>Bank debt</b>	<b>847.9</b>	<b>709.1</b>
<b>Cash</b>	<b>889.3</b>	<b>756.3</b>	<b>Financial instruments</b>	<b>26.1</b>	<b>26.8</b>
<b>Assets held for sale</b>	<b>175.6</b>	<b>66.0</b>	<b>Trade payables</b>	<b>602.4</b>	<b>564.7</b>
			<b>Other current liabilities</b>	<b>399.2</b>	<b>411.4</b>
			<b>Liabilities held for sale</b>	<b>77.9</b>	<b>54.3</b>
	<b>4,528.1</b>	<b>4,694.4</b>		<b>4,528.1</b>	<b>4,694.4</b>

	31/12/06	30/09/07
<b>Net debt</b>	<b>€-41.4m</b>	<b>€-47.2m</b>
<b>Gearing ratio</b>	<b>-1.9%</b>	<b>-1.8%</b>

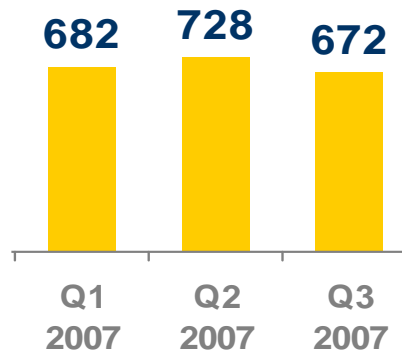
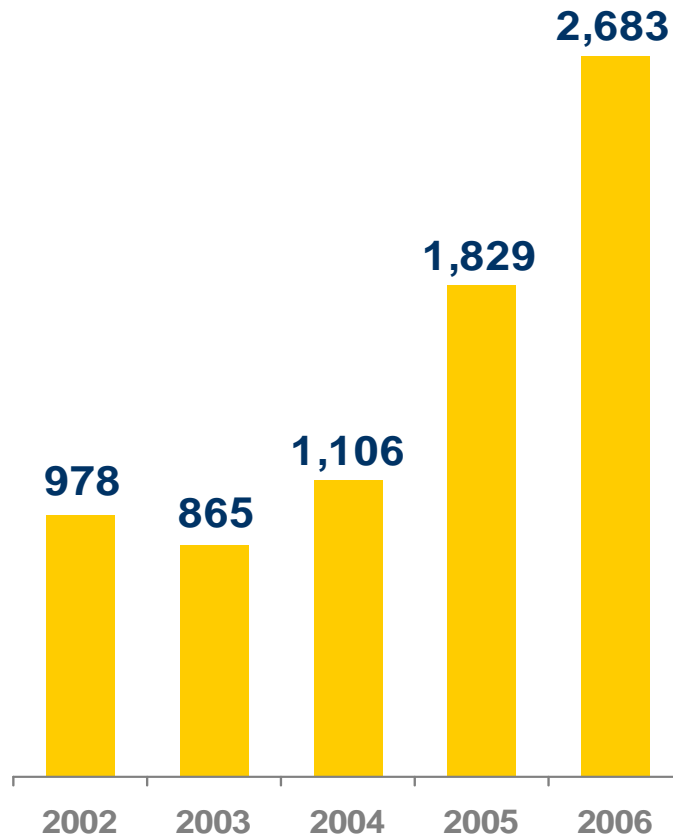




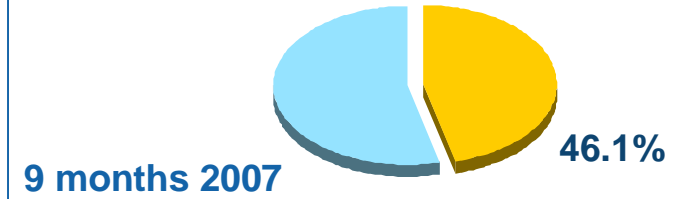
- ***Review of Vallourec's activity by market***

# Oil & Gas

Vallourec's sales in this market  
(in € million)



Oil & Gas sales / total sales



# Oil & Gas

## OCTG North America

- US downward OCTG inventory adjustments continued but at a slower rate
- V & M STAR activity stable compared to 1st half
- V & M STAR prices down at the beginning of Q3
- End-user demand remain strong
- VAM<sup>®</sup> threading continues at full capacity

## OCTG Rest of the world

- Demand continues to be good, order book = 8 months
- Price in US \$ stable at an excellent level

## Drilling products

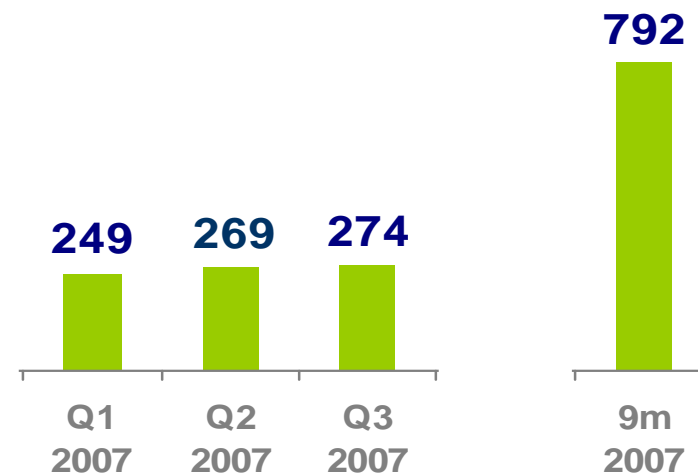
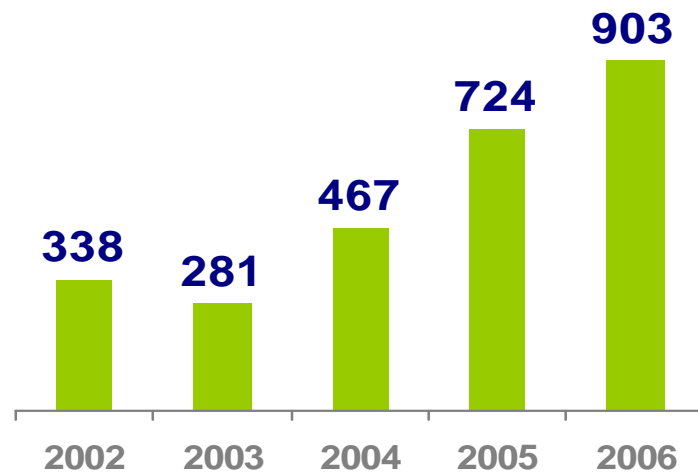
- Market and price well oriented, mix improvement

**Inventory adjustments slowdown in US  
Demand remains well oriented in other markets**



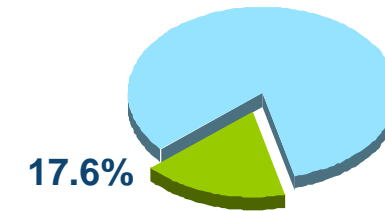
# Power generation

Vallourec's sales in this market  
(in million euros)



Power gen. Sales / total sales

9 months  
2007



# Power generation



## China

- Remains a major market
- Evolution towards more sophisticated power plants (Cf. Nanjing project with 4 ultra-supercritical units of 1,000 MW each)
- Changzhou plant running at full capacity



## Rest of the world

- Buoyant demand is confirmed
- Significant number of complex new projects (supercritical and ultra-supercritical power stations in Europe, US and India)



## Overall

- Order book = 8 to 9 months
- Prices remain at high level, product mix improves

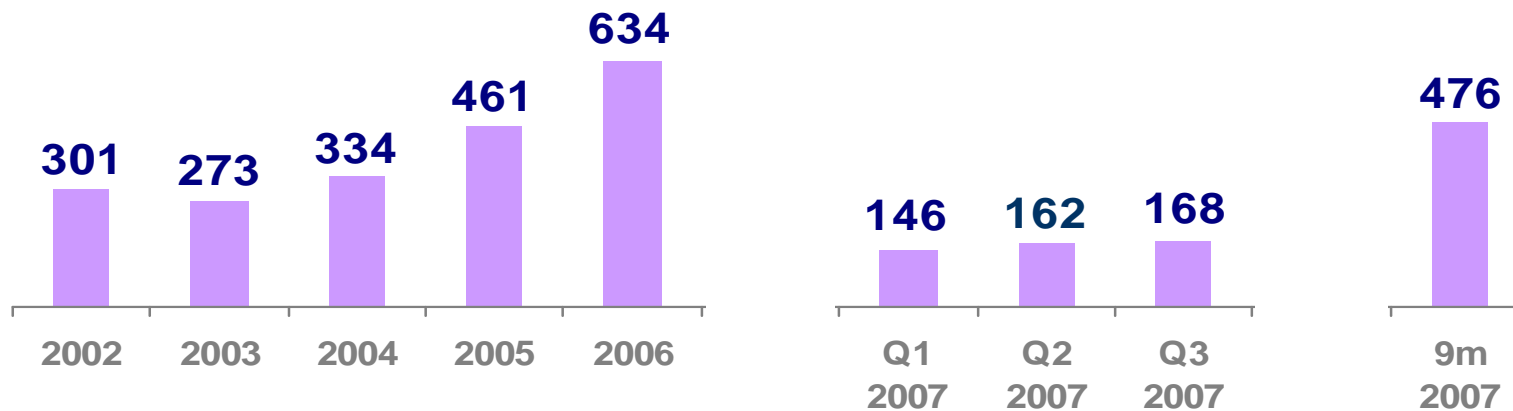
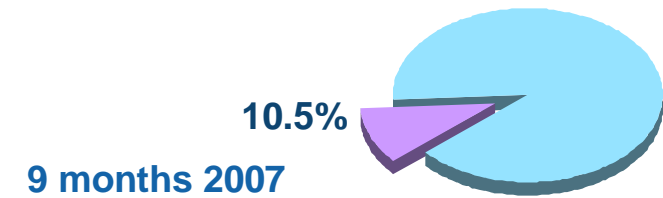
**Confident that overall demand will remain strong in all parts of the world**



# Petrochemicals

Vallourec's sales in this market  
(in € million)

Petrochemicals sales / total sales



**Activity remains at a satisfactory level**  
**Stable in Europe, strong in Middle-East and South-East Asia**

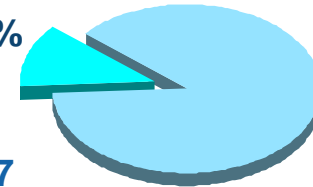


# Mechanical engineering

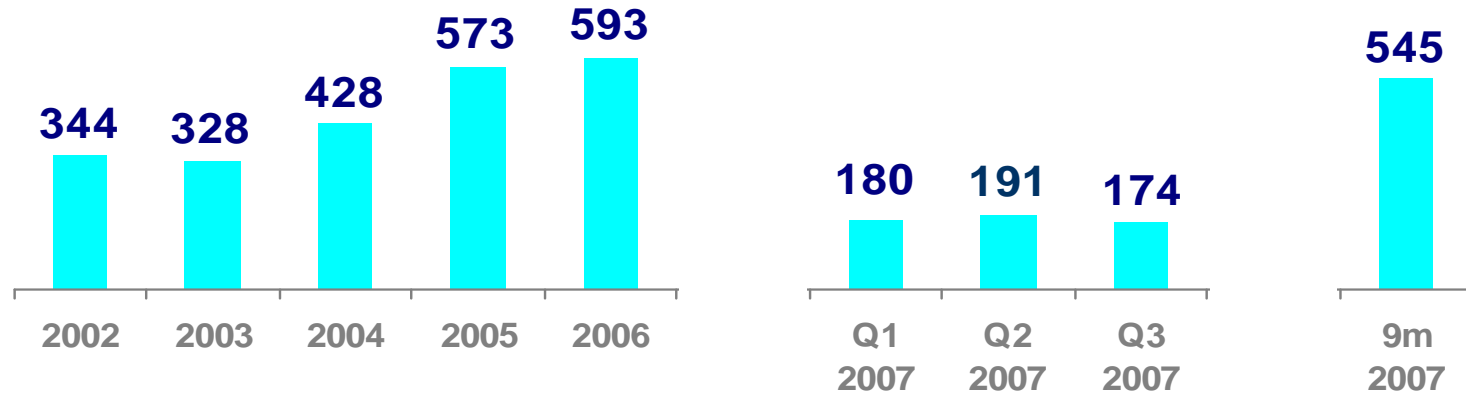
Vallourec's sales in this market  
(in € million)

Mech. Eng. sales / total sales

12.1%



9 months 2007



**Slight seasonal slowdown confirmed in second half  
Demand remains buoyant, driven by Chinese growth rate**

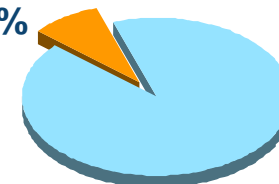


# Automotive

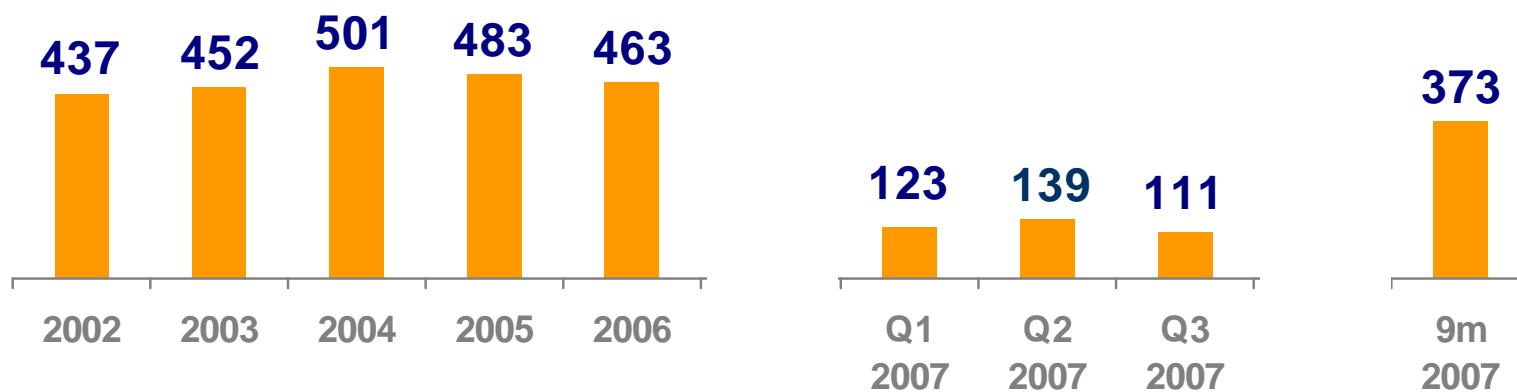
Vallourec's sales in this market  
(in € million)

Automotive sales / total sales

8.3%



9 months 2007



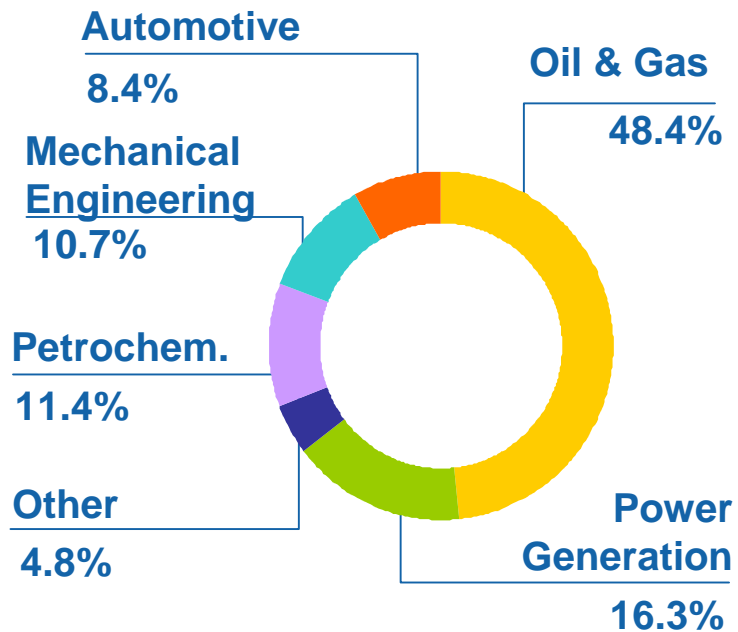
**Sustained activity in Brazil and  
buoyant demand for bearings in Europe  
Scope effect on 2nd half (VPE disposal)**



# The majority of our business continues to be focused on Energy

2006

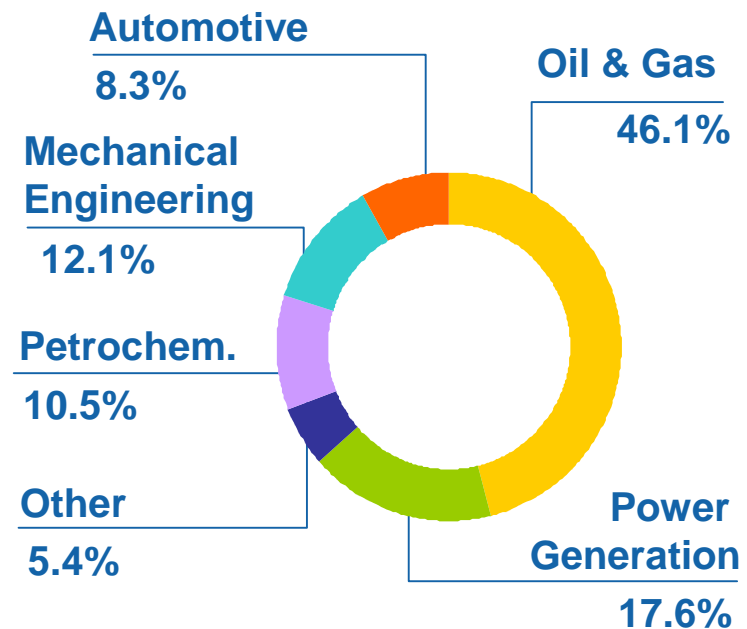
Sales = €5,542m



**Total Energy\* : 64.7% of sales**

9 months 2007

Sales = €4,512m



**Total Energy\* : 63.7% of sales**

Non audited data

\* Total Energy = Oil & Gas + Power generation





*Outlook*

# Guidance



## H2 2007 :

- To meet demand from customers, the Group supplies externally-purchased tubes in nickel alloy and tubes with special coatings: positive impact on sales but very small increase in EBITDA in absolute terms.
- Second-half sales should increase by more than 10% at constant scope of consolidation\* (vs. 7 to 10% announced end of July 2007)
- EBITDA/Sales ratio in the 2nd half of 2007 expected to be close to the level achieved in the first half, before taking into account seasonal variations and the impact of the supply of low value-added goods described above



## Beyond 2007 :

- The fall in the US dollar will have a negative impact on the export margins of our European plants
- Oil & Gas fundamentals are well oriented, sustained demand
- Very good visibility on Power Generation market, with favorable mix and price evolution

*\* Impact of VPE disposal on sales = €100 million on 2nd half 2007 compared to 2nd half 2006*





## *Appendix*



## ■ *Long term outlook remains positive*

### Oil & Gas demand



per year for the next 10 years

**Increasing complexity of applications**  
→ rise in proportion of premium products

- Deeper wells
- Corrosive fields
- Deviated wells (directional & horizontal)

Source : EIA - Energy Information Administration

### Electricity demand



per year to 2030

**Towards ultra-supercritical power plants**  
→ increasingly sophisticated products

- Reduction of CO<sub>2</sub> emissions
- Increasingly higher temperatures (> 600°C)
- Increasingly high-performance and durable materials

Source : IEA – International Energy Agency





***Vallourec***

***Q3 2007 Results***

***14 November 2007***