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## Tenaris Announces 2017 Fourth Quarter and Annual Results

The financial and operational information contained in this press release is based on audited consolidated financial statements presented in U.S. dollars and prepared in accordance with International Financial Reporting Standards as issued by the International Accounting Standard Board and adopted by the European Union, or IFRS. Additionally, this press release includes non-IFRS alternative performance measures i.e., EBIT DA, N et cash / debt and Free Cash Flow. See exhibit I for more details on these alternative performance measures.

Luxembourg, February 21, 2018. - Tenaris S.A. (N Y SE, Buenos Aires and M exico: T S and M TA Italy: TEN ) ("T enaris") today announced its results for the fourth quarter and year ended December 31, 2017 with comparison to its results for the fourth quarter and year ended December 31, 2016.

## Summary of 2017 Fourth Quarter Results

(Comparison with third quarter of 2017 and fourth quarter of 2016)

|  | $\mathbf{4 Q} \mathbf{2 0 1 7}$ | $\mathbf{3 Q} \mathbf{2 0 1 7}$ |  | $\mathbf{4 Q} \mathbf{2 0 1 6}$ |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales (\$ million) | 1,589 | 1,303 | $22 \%$ | 1,046 | $52 \%$ |
| Operating income (\$ million) | 168 | 79 | $113 \%$ | 6 | $2,788 \%$ |
| Net income (\$ million) | 162 | 95 | $70 \%$ | 24 | $563 \%$ |
| Shareholders' net income (\$ million) | 160 | 105 | $53 \%$ | 34 | $374 \%$ |
| Earnings per ADS (\$) | 0.27 | 0.18 | $53 \%$ | 0.06 | $374 \%$ |
| Earnings per share (\$) | 0.14 | 0.09 | $53 \%$ | 0.03 | $374 \%$ |
| EBITDA (\$ million) | 225 | $42 \%$ | 172 | $85 \%$ |  |
| EBITDA margin (\% of net sales) | $20.1 \%$ | $17.3 \%$ |  | $16.5 \%$ |  |

Sales rose strongly quarter on quarter as we saw higher demand from Rig Direct® customers in USA and $C$ anada, increasing investment in the $V$ aca $M$ uerta shale play in Argentina, a ramp up in deliveries for East M editerranean pipelines, higher OCTG sales to national oil companies ( NOC ) in the M iddle East and strengthening demand for mechanical products in Europe. Earnings per share, operating income and EBIT DA margins all rose on higher absorption of fixed costs.

During the quarter, we had an increase of working capital of $\$ 274$ million with a further inventory build of $\$ 163$ million in anticipation of higher shipments in the forthcoming quarter and higher trade receivables associated with a higher level of sales. $N$ et cash flow used in operations amounted to $\$ 13$
million. A fter capital expenditures of $\$ 121$ million and dividend payments of $\$ 153$ million, our net cash position (cash, other current investments and fixed income investments held to maturity less total borrowings) declined to $\$ 680$ million at the end of the quarter.

## Summary of 2017 Annual Results

|  | 12M 2017 | 12M 2016 | Increase/(Decrease) |
| :--- | ---: | ---: | ---: |
| Net sales (\$ million) | 5,289 | 4,294 | $23 \%$ |
| Operating income (loss) (\$ million) | 335 | $(59)$ | $667 \%$ |
| Net income (\$ million) | 536 | 59 | $813 \%$ |
| Shareholders' net income (\$ million) | 545 | 55 | $885 \%$ |
| Earnings per ADS (\$) | 0.92 | 0.09 | $885 \%$ |
| Earnings per share (\$) | 0.46 | 0.05 | $885 \%$ |
| EBITDA (\$ million) | 943 | 598 | $58 \%$ |
| EBITDA margin (\% of net sales) | $17.8 \%$ | $13.9 \%$ |  |

In 2017, our net sales rose steadily through the year, rising 23\% compared to 2016, with the fourth quarter up $52 \%$ compared to the fourth quarter of 2016. While sales rose strongly during the year to Rig Direct® customers in USA, C anada, Colombia and T hailand as well as in Saudi A rabia, there were significant declines in sales of line pipe in Brazil, shipments of OCTG to other NOC customers in the M iddle East and sales for offshore projects in sub-Saharan Africa.

EBIT DA rose 58\% year on year, with margins recovering on higher volumes and better absorption of fixed costs. Shareholders net income rose strongly to $\$ 545$ million, benefitting from higher operating income, a good return on our investment in Ternium, a tax benefit due to the reduction in tax rates in A rgentina and the United States, and a gain on the sale of our Republic Conduit business at the beginning of the year.

O ur net cash position declined during the year to $\$ 680$ million at December 31, 2017, compared to $\$ 1.4$ billion at December 31, 2016, as we completed construction of our Bay City mill, built up working capital to support our growth in sales and maintained dividend payments.

## Annual Dividend Proposal

The board of directors proposes, for the approval of the annual general shareholders' meeting to be held on $M$ ay 2,2018 , the payment of an annual dividend of $\$ 0.41$ per share ( $\$ 0.82$ per ADS), or approximately $\$ 484$ million, which includes the interim dividend of $\$ 0.13$ per share ( $\$ 0.26$ per ADS), or approximately $\$ 153$ million, paid in $N$ ovember 2017. If the annual dividend is approved by the shareholders, a dividend of $\$ 0.28$ per share ( $\$ 0.56$ per ADS), or approximately $\$ 331$ million will be paid on M ay 23, 2018, with an ex-dividend date on M ay 21, 2018 and record date on M ay 22, 2018.

## Market Background and Outlook

As we enter 2018, shale drilling activity in the USA and Canada, which had fallen slightly in the fourth quarter of 2017, has resumed growth. In the rest of the world, more projects are moving forw ard and conditions in markets like the M iddle East and the N orth Sea have been improving but any recovery in 2018 will be gradual. In Latin A merica, drilling activity in Colombia and in the V aca M uerta shale play in Argentina has been picking up. In M exico, how ever, despite further positive results of the energy reform program, a significant recovery in activity remains unlikely this year.

Growth in global OCT G demand, following a 40\% increase in 2017, will be more modest in 2018 and concentrated in the major markets of USA, China, R ussia and the M iddle East.

W e expect our sales in 2018 to show good growth in most regions and product lines compared to 2017, with strong year on year grow th in each quarter. Sales in the first quarter will be boosted by an exceptional level of shipments for East $M$ editerranean pipelines and high sales in C anada in the peak drilling season. R aw material costs have risen significantly in the last few months and we expect that there will be a compensating increase in prices as demand gradually increases. For the first quarter, our EBIT DA margin should remain close to that for the fourth quarter of 2017.

At this time, there is considerable uncertainty surrounding the possible outcome, if any, of an eventual Section 232 ruling by the US government to impose tariffs or quotas on the import into the USA of steel products including pipe and tube. The US D epartment of Commerce has recommended that the President take such an action and outlined a number of approaches that such action could take. With the continuing uncertainty about the likely outcome of such action, we do not yet have sufficient elements to evaluate its possible impact on our operations or results.

## Analysis of 2017 Fourth Quarter Results

| Tubes Sales volume (thousand metric tons) | 4Q 2017 | 3Q 2017 |  | 4Q 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Seamless | 593 | 527 | 13\% | 458 | 29\% |
| Welded | 171 | 120 | 43\% | 67 | 154\% |
| Total | 764 | 647 | 18\% | 526 | 45\% |
| Tubes | 4Q 2017 | 3Q 2017 |  | 4Q 2016 |  |
| (Net sales - \$ million) |  |  |  |  |  |
| North America | 707 | 633 | 12\% | 336 | 110\% |
| South America | 296 | 256 | 16\% | 212 | 40\% |
| Europe | 133 | 117 | 13\% | 122 | 9\% |
| M iddle East \& Africa | 290 | 170 | 71\% | 275 | 5\% |
| Asia Pacific | 51 | 51 | 0\% | 38 | 35\% |
| Total net sales (\$ million) | 1,478 | 1,228 | 20\% | 983 | 50\% |
| Operating income (\$ million) | 150 | 66 | 127\% | 5 | 2,894\% |
| Operating margin (\% of sales) | 10.1\% | 5.4\% |  | 0.5\% |  |

$N$ et sales of tubular products and services increased 20\% sequentially and 50\% year on year. Sequentially, the increase in sales in North A merica, reflects higher sales of OCT G products, line pipe and oil tools to shale producers in the United States and Canada. In South America, sales increased due to higher sales of line pipe in Argentina and increased sales of OCT G products in Colombia. In Europe we had higher sales of industrial products, line pipe for H idrocarbon Process Industry (H PI) plants and OCT G products throughout the region. In the M iddle East and A frica sales increased significantly as we started the ramp up in sales of offshore line pipe in the East M editerranean and in sub-Saharan Africa, together with a partial recovery of OCT G sales in the M iddle East. In A sia Pacific we had stable Rig Direct ${ }^{\circledR}$ sales in $T$ hailand and low demand in the rest of the region.

O perating income from tubular products and services, amounted to $\$ 150$ million in the fourth quarter of 2017, compared to $\$ 66$ million in the previous quarter and $\$ 5$ million in the fourth quarter of 2016. Sequentially, the increase in operating income is due to an increase in shipments that improved the utilization of production capacity and therefore the absorption of fixed costs, together with a reduction in selling, general and administrative expenses as a percentage of sales.

| Others | 4Q 2017 | 30 2017 |  | 4Q 2016 |  |
| :--- | :---: | :---: | :---: | ---: | ---: |
| Net sales (\$ million) | 111 | 75 | $48 \%$ | 63 | $77 \%$ |
| Operating income (\$ million) | 18 | 13 | $37 \%$ | 1 | $2,533 \%$ |
| Operating income (\% of sales) | $16.5 \%$ | $17.8 \%$ |  | $1.1 \%$ |  |

$N$ et sales of other products and services increased $48 \%$ sequentially and $77 \%$ year on year. The sequential increase in sales and operating income is mostly related to our sucker rods business and other energy related products.

Selling, general and administrative expenses, or SG \& A, amounted to \$344 million, $21.6 \%$ of net sales in the fourth quarter of 2017, compared to $\$ 305$ million, $23.4 \%$ in the previous quarter and $\$ 280$ million, $26.8 \%$ in the fourth quarter of 2016. Sequential SG \& A increased $13 \%$ mostly due to higher selling expenses following an increase in revenues of $22 \%$ but decreased 180 basis points as a percentage of sales.

Financial results amounted to a gain of $\$ 4$ million in the fourth quarter of 2017, compared to a loss of $\$ 7$ million in the previous quarter and a gain of $\$ 23$ million in the fourth quarter of 2016.

Equity in earnings of non-consolidated companies generated a gain of $\$ 26$ million in the fourth quarter of 2017, compared to a gain of $\$ 25$ million in the previous quarter and $\$ 15$ million in the same period of 2016. These results are mainly derived from our equity investment in T ernium ( N Y SE:TX ).

Income tax charges totaled $\$ 36$ million in the fourth quarter of 2017. D uring the quarter, we recorded a gain of $\$ 61$ million, due to the reduction in income tax rates in A rgentina and the United States over deferred tax liabilities. A charge of $\$ 51$ million was recorded mainly due to the Argentine and M exican peso devaluation on the tax base used to calculate deferred taxes. Additionally, during the quarter we recorded an income tax charge of $\$ 19$ million corresponding to a settlement agreement betw een Dalmine, our Italian subsidiary, and the Italian tax authorities in connection with all withholding tax claims on 2007 and 2008 dividend payments.

Results attributable to non-controlling interests amounted to gain of $\$ 2$ million in the fourth quarter of 2017, compared to a loss of $\$ 10$ million in the previous quarter and a loss of $\$ 9$ million in the fourth quarter of 2016. During this quarter results include mainly gains from our pipe coating subsidiary in N igeria.

## Cash Flow and Liquidity of 2017 Fourth Quarter

N et cash used in operations during the fourth quarter of 2017 was $\$ 13$ million, compared with uses of $\$ 2$ million in the previous quarter and $\$ 79$ million in the fourth quarter of 2016. W orking capital increased by $\$ 274$ million during the fourth quarter of 2017 mainly due to the increase in inventories and trade receivables associated with the increase in shipments and production.

C apital expenditures amounted to $\$ 121$ million for the fourth quarter of 2017, compared to $\$ 143$ million in the previous quarter and $\$ 158$ million in the fourth quarter of 2016.

During the quarter, our net cash position declined by $\$ 294$ million to $\$ 680$ million at the end of the year, following the payment of an interim dividend of $\$ 153$ million in N ovember 2017.

Analysis of 2017 Annual Results

| Tubes Sales volume (thousand metric tons) | 12M $\mathbf{2 0 1 7}$ | $\mathbf{1 2 M}$ | $\mathbf{2 0 1 6}$ |
| :--- | ---: | ---: | ---: |
| Seamless | 2,157 | 1,635 | Increase/(Decrease) |
| Welded | 461 | 355 | $32 \%$ |
| Total | $\mathbf{2 , 6 1 8}$ | $\mathbf{1 , 9 9 0}$ | $30 \%$ |
|  |  |  | $\mathbf{3 2 \%}$ |
| Tubes | $\mathbf{1 2 M}$ | $\mathbf{2 0 1 7}$ | $\mathbf{1 2 M}$ |
| (Net sales - \$ million) |  |  | Increase/(Decrease) |
| North America | 2,362 | 1,265 |  |
| South America | 982 | 1,032 | $87 \%$ |
| Europe | 497 | 542 | $(5 \%)$ |
| Middle East \& Africa | 921 | 1,041 | $(8 \%)$ |
| Asia Pacific | 204 | 136 | $(11 \%)$ |
| Total net sales (\$ million) | $\mathbf{4 , 9 6 6}$ | $\mathbf{4 , 0 1 5}$ | $50 \%$ |
| Operating income (loss) (\$ million) | $\mathbf{2 9 2}$ | $\mathbf{( 7 1 )}$ | $\mathbf{2 4 \%}$ |
| Operating income (\% of sales) | $6 \%$ | $\mathbf{( 1 . 8 \% )}$ | $\mathbf{5 1 0 \%}$ |

N et sales of tubular products and services increased $24 \%$ to $\$ 4,966$ million in 2017, compared to $\$ 4,015$ million in 2016, reflecting a $32 \%$ increase in volumes and a $6 \%$ decrease in average selling prices. Sales increased mainly due to a strong increase in demand in the United States and Canada, partially offset by lower sales in the rest of the world appart from A sia Pacific. In N orth A merica, our sales increased 87\%, due to the recovery in shale drilling in the United States and Canada. In the rest of the world, recovery remained more elusive, appart from A sia Pacific due to higher Rig Direct® sales in $T$ hailand

O perating result from tubular products and services, amounted to a gain of $\$ 292$ million in 2017, compared to a loss of $\$ 71$ million in 2016. The recovery in T ubes operating income reflects a better operating environment, where a $32 \%$ increase in shipments improved the utilization of production capacity and therefore the absorption of fixed costs and a reduction in severance costs ( $\$ 67$ million in 2016 vs. $\$ 32$ million in 2017). Additionally, SG\& A expenses as a percentage of sales declined from 29.0\% in 2016 to 24.8\% in 2017.

| Others | 12M 2017 | 12M 2016 | Increase/(Decrease) |
| :--- | ---: | ---: | ---: |
| Net sales (\$ million) | 323 | 278 | $16 \%$ |
| Operating income (\$ million) | 43 | 12 | $254 \%$ |
| Operating margin (\% of sales) | $13.2 \%$ | $4.3 \%$ |  |

N et sales of other products and services increased $16 \%$ to $\$ 323$ million in 2017, compared to $\$ 278$ million in 2016, mainly due to higher sales of energy related products e.g., sucker rods and coiled tubing and excess raw materials and energy.

O perating income from other products and services, increased from $\$ 12$ million in 2016 to $\$ 43$ million in 2017, mainly due to improved profitability from our coiled tubing business together with higher results from sales of excess raw materials and energy.

Selling, general and administrative expenses, or SG \& A, increased by $\$ 73$ million ( $6 \%$ ) in 2017 from $\$ 1,197$ million in 2016 to $\$ 1,270$ million in 2017. H owever, SG \& A expenses decreased as a percentage of net sales to $24.0 \%$ in 2017 compared to $27.9 \%$ in 2016, mainly due to the effect of fixed and semi fixed expenses on higher sales (e.g., depreciation and amortization and labor costs).

Financial results amounted to a loss of $\$ 23$ million in 2017, compared to a gain of $\$ 22$ million in 2016. The 2017 loss is mostly related to an FX charge corresponding to the Euro appreciation on Euro denominated intercompany liabilities, fully offset in the currency translation reserve in equity.

Equity in earnings of non-consolidated companies generated a gain of $\$ 116$ million in 2017, compared to $\$ 72$ million in 2016. These results were mainly derived from our equity investment in T ernium ( N Y SE:TX).

Incometax for the year was positive amounting to $\$ 17$ million. In 2017 we recorded a gain of $\$ 63$ million due to the reduction in income tax rates in Argentina, the United States and Colombia over deferred tax liabilities. Additionally, during 2017 we recorded an income tax charge of $\$ 29$ million corresponding to a settlement agreement between Dalmine, our Italian subsidiary, and the Italian tax authorities in connection with all withholding tax claims on 2007 and 2008 dividend payments. Under such settlement agreement, D almine paid to the Italian tax administration an aggregate amount of EUR 42.9 million (approximately $\$ 51$ million), net of EUR 3.2 million (approximately $\$ 4$ million) corresponding to the amount previously paid during the litigation proceeding.

Net income for the year amounted to $\$ 536$ million in 2017, including a gain from discontinued operations of $\$ 92$ million, compared with a gain in 2016 of $\$ 59$ million, including a gain from discontinued operations of $\$ 41$ million. N et income from continuing operations amounted to a gain of $\$ 445$ million in 2017, which compares with a gain of $\$ 17$ million in 2016. The improvement in results reflects a better operating environment, where a $32 \%$ increase in shipments improved the utilization of production capacity and therefore the absorption of fixed costs, a reduction in severance costs (\$74 million in 2016 vs. $\$ 34$ million in 2017), a positive income tax of $\$ 17$ million reflecting primarily the effect of the changes in income tax rates in A rgentina and the United States on deferred tax positions,
better results from our investment in associated companies (mainly T ernium) and a gain of $\$ 92$ million from the sale of Republic Conduit.

## Cash Flow and Liquidity of 2017

C ash flow used in operating activities amounted to $\$ 22$ million during 2017 (including an increase in working capital of $\$ 855$ million). Following dividend payments of $\$ 484$ million during the year, and capital expenditures of $\$ 558$ million, we maintained a positive net cash position (i.e., cash, other current investments and fixed income investments held to maturity less total borrowings) of $\$ 680$ million at December 31, 2017, including the $\$ 328$ million we collected from the sale of Republic Conduit.

## Conference call

T enaris will hold a conference call to discuss the above reported results, on February 22, 2018, at 09:00 a.m. (Eastern Time). Following a brief summary, the conference call will be opened to questions. To access the conference call dial in +1877730.0732 within $N$ orth A merica or +1530379.4676 Internationally. The access number is "9286689". Please dial in 10 minutes before the scheduled start time. T he conference call will be al so available by webcast at www.tenaris.com/investors.

A replay of the conference call will be available on our webpage http://ir.tenaris.com/ or by phone from 12:00 pm ET on February 22 through 11:59 pm on M arch 3 . T o access the replay by phone, please dial +1855859.2056 or +1 404537.3406 and enter passcode " 9286689 " when prompted.

Some of the statements contained in this press release are "forward-looking statements". Forward-looking statements are based on management's current views and assumptions and involve known and unknown risks that could cause actual results, performance or events to differ materially from those expressed or implied by those statements. These risks includebut are not limited to risks arising from uncertainties as to future oil and gas prices and their impact on investment programs by oil and gas companies.

## Consolidated Income Statement

| (all amounts in thousands of U.S. dollars) | Three-month period ended December 31, |  | Twelve-month period ended December 31, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2016 | 2017 | 2016 |
| Continuing operations |  |  |  |  |
| Net sales | 1,588,916 | 1,045,800 | 5,288,504 | 4,293,592 |
| Cost of sales | $(1,077,134)$ | $(757,549)$ | $(3,685,057)$ | $(3,165,684)$ |
| Gross profit | 511,782 | 288,251 | 1,603,447 | 1,127,908 |
| Selling, general and administrative expenses | $(343,730)$ | $(280,452)$ | $(1,270,016)$ | $(1,196,929)$ |
| Other operating income (expenses) net | (23) | $(1,979)$ | 1,157 | 9,964 |
| Operating income (loss) | 168,029 | 5,820 | 334,588 | $(59,057)$ |
| Finance Income | 11,843 | 7,871 | 47,605 | 66,204 |
| Finance Cost | $(8,613)$ | $(6,298)$ | $(27,072)$ | $(22,329)$ |
| Other financial results | 1,081 | 21,434 | $(43,550)$ | $(21,921)$ |
| Income (loss) before equity in earnings of non-consolidated companies and income tax | 172,340 | 28,827 | 311,571 | $(37,103)$ |
| Equity in earnings of non-consolidated companies | 25,987 | 14,608 | 116,140 | 71,533 |
| Income before income tax | 198,327 | 43,435 | 427,711 | 34,430 |
| Income tax | $(36,159)$ | $(26,809)$ | 17,136 | $(17,102)$ |
| Income for continuing operations | 162,168 | 16,626 | 444,847 | 17,328 |
| Discontinued operations |  |  |  |  |
| Result for discontinued operations | - | 7,852 | 91,542 | 41,411 |
| Income for the year | 162,168 | 24,478 | 536,389 | 58,739 |
| Attributable to: |  |  |  |  |
| Owners of the parent | 160,232 | 33,800 | 544,737 | 55,298 |
| Non-controlling interests | 1,936 | $(9,322)$ | $(8,348)$ | 3,441 |
|  | 162,168 | 24,478 | 536,389 | 58,739 |

## Consolidated Statement of Financial Position

(all amounts in thousands of U.S. dollars)

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\text { At December 31, } 2017
$$

## ASSETS

| Non-current assets |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Property, plant and equipment, net | 6,229,143 |  | 6,001,939 |  |
| Intangible assets, net | 1,660,859 |  | 1,862,827 |  |
| Investments in non-consolidated companies | 640,294 |  | 557,031 |  |
| A vailable for sale assets | 21,572 |  | 21,572 |  |
| Other investments | 128,335 |  | 249,719 |  |
| Deferred tax assets | 153,532 |  | 144,613 |  |
| Receivables, net | 183,329 | 9,017,064 | 197,003 | 9,034,704 |
| Current assets |  |  |  |  |
| Inventories, net | 2,368,304 |  | 1,563,889 |  |
| Receivables and prepayments, net | 143,929 |  | 124,715 |  |
| Current tax assets | 132,334 |  | 140,986 |  |
| Trade receivables, net | 1,214,060 |  | 954,685 |  |
| Other investments | 1,192,306 |  | 1,633,142 |  |
| Cash and cash equivalents | 330,221 | 5,381,154 | 399,737 | 4,817,154 |
| Assets of disposal group classified as held for sale |  | - |  | 151,417 |
| Total assets |  | 14,398,218 |  | 14,003,275 |
| EQUITY |  |  |  |  |
| Capital and reserves attributable to owners of the parent |  | 11,482,185 |  | 11,287,417 |
| Non-controlling interests |  | 98,785 |  | 125,655 |
| Total equity |  | 11,580,970 |  | 11,413,072 |
| LIABILTIES |  |  |  |  |
| Non-current liabilities |  |  |  |  |
| Borrowings | 34,645 |  | 31,542 |  |
| Deferred tax liabilities | 457,970 |  | 550,657 |  |
| Other liabilities | 217,296 |  | 213,617 |  |
| Provisions | 36,438 | 746,349 | 63,257 | 859,073 |
| Current liabilities |  |  |  |  |
| Borrowings | 931,214 |  | 808,694 |  |
| Current tax liabilities | 102,405 |  | 101,197 |  |
| Other liabilities | 197,504 |  | 183,887 |  |
| Provisions | 32,330 |  | 22,756 |  |
| Customer advances | 56,707 |  | 39,668 |  |
| Trade payables | 750,739 | 2,070,899 | 556,834 | 1,713,036 |
| Liabilities of disposal group classified as held for sale |  | - |  | 18,094 |
| Total liabilities |  | 2,817,248 |  | 2,590,203 |
| Total equity and liabilities |  | 14,398,218 |  | 14,003,275 |

\begin{tabular}{|c|c|c|c|c|}
\hline (all amounts in thousands of U.S. dollars) \& 2017 \& 2016 \& 2017 \& 2016 <br>
\hline \multicolumn{5}{|l|}{Cash flows from operating activities} <br>
\hline Income for the period \& 162,168 \& 24,478 \& 536,389 \& 58,739 <br>
\hline \multicolumn{5}{|l|}{Adjustments for:} <br>
\hline Depreciation and amortization \& 151,281 \& 167,774 \& 608,640 \& 662,412 <br>
\hline Income tax accruals less payments \& $(33,367)$ \& $(12,301)$ \& $(193,989)$ \& $(128,079)$ <br>
\hline Equity in earnings of non-consolidated companies \& $(25,987)$ \& $(14,608)$ \& $(116,140)$ \& $(71,533)$ <br>
\hline Interest accruals less payments, net \& 3,978 \& 10,281 \& 11,550 \& $(2,567)$ <br>
\hline Changes in provisions \& 4,723 \& 1,750 \& $(17,245)$ \& 15,597 <br>
\hline Income from the sale of Conduit business \& - \& - \& $(89,694)$ \& - <br>
\hline Changes in working capital \& $(274,134)$ \& $(210,988)$ \& $(855,282)$ \& 348,199 <br>
\hline Currency translation adjustment and Others \& $(1,561)$ \& $(45,207)$ \& 93,746 \& $(19,203)$ <br>
\hline Net cash (used in) provided by operating activities \& $(12,899)$ \& $(78,821)$ \& $(22,025)$ \& 863,565 <br>
\hline \multicolumn{5}{|l|}{Cash flows from investing activities} <br>
\hline Capital expenditures \& $(121,074)$ \& $(158,074)$ \& $(558,236)$ \& $(786,873)$ <br>
\hline Changes in advance to suppliers of property, plant and equipment \& 868 \& 9,015 \& 7,077 \& 50,989 <br>
\hline Proceeds from disposal of Conduit business \& - \& - \& 327,631 \& - <br>
\hline Investment in non-consolidated companies \& - \& - \& - \& $(17,108)$ <br>
\hline Acquisition of subsidiaries \& - \& - \& $(10,418)$ \& <br>
\hline Investment in companies under cost method \& - \& - \& $(3,681)$ \& - <br>
\hline Loan to non-consolidated companies \& - \& $(6,996)$ \& $(7,056)$ \& $(42,394)$ <br>
\hline Proceeds from disposal of property, plant and equipment and intangible assets \& 1,045 \& 1,377 \& 5,443 \& 23,609 <br>
\hline Dividends received from non-consolidated companies \& - \& - \& 22,971 \& 20,674 <br>
\hline Changes in investments in securities \& 53,341 \& 233,232 \& 565,387 \& 652,755 <br>
\hline Net cash provided by (used in) investing activities \& $(65,820)$ \& 78,554 \& 349,118 \& $(98,348)$ <br>
\hline \multicolumn{5}{|l|}{Cash flows from financing activities} <br>
\hline Dividends paid \& $(153,470)$ \& $(153,470)$ \& $(484,020)$ \& $(507,631)$ <br>
\hline Dividends paid to non-controlling interest in subsidiaries \& $(4,800)$ \& (778) \& $(24,000)$ \& $(29,089)$ <br>
\hline Acquisitions of non-controlling interests \& (15) \& (285) \& (49) \& $(1,071)$ <br>
\hline Proceeds from borrowings \& 334,663 \& 384,756 \& 1,196,781 \& 1,180,727 <br>
\hline Repayments of borrowings \& $(201,459)$ \& $(294,332)$ \& $(1,090,129)$ \& $(1,295,560)$ <br>
\hline Net cash used in financing activities \& $(25,081)$ \& $(64,109)$ \& $(401,417)$ \& $(652,624)$ <br>
\hline (Decrease) increase in cash and cash equivalents \& $(103,800)$ \& $(64,376)$ \& $(74,324)$ \& 112,593 <br>
\hline \multicolumn{5}{|l|}{M ovement in cash and cash equivalents} <br>
\hline At the beginning of the period \& 434,778 \& 468,123 \& 398,580 \& 286,198 <br>
\hline Effect of exchange rate changes (Decrease) increase in cash and cash \& (888)

(103 800$)$ \& $(5,167)$ \& 5,834 \& (211) <br>
\hline equivalents \& $(103,800)$ \& $(64,376)$ \& $(74,324)$ \& 112,593 <br>
\hline At December 31, \& 330,090 \& 398,580 \& 330,090 \& 398,580 <br>
\hline
\end{tabular}

## Exhibit I - Alternative performance measures

## EBITDA, Earnings before interest, tax, depreciation and amortization.

EBITDA provides an analysis of the operating results excluding depreciation and amortization and impairments, as they are non-cash variables which can vary substantially from company to company depending on accounting policies and the accounting value of the assets. EBIT DA is an approximation to pretax operating cash flow and reflects cash generation before working capital variation. EBIT DA is widely used by investors when evaluating businesses (multiples valuation), as well as by rating agencies and creditors to evaluate the level of debt, comparing EBIT DA with net debt.

EBIT DA is calculated in the following manner:
EBIT DA $=0$ perating results + Depreciation and amortization + Impairment charges/(reversals).
(all amounts in thousands of U.S. dollars)
Operating income
Depreciation and amortization
Depreciation and amortization from discontinued
operations
EBITDA

| Three-month period ended <br> December 31, | Twelve-month period ended <br> December 31, |  |  |
| :---: | :---: | :---: | :---: |
| $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 6}$ |
| 168,029 | 5,820 | 334,588 | $(59,057)$ |
| 151,281 | 167,774 | 608,640 | 662,412 |
|  | $(1,222)$ | - |  |
|  | $\mathbf{1 7 2 , 3 7 2}$ | $\mathbf{9 4 3 , 2 2 8}$ | $\mathbf{5 9 8 , 0 5 2}$ |

## Net Cash / (Debt)

This is the net balance of cash and cash equivalents, other current investments and fixed income investments held to maturity less total borrowings. It provides a summary of the financial solvency and liquidity of the company. N et cash / (debt) is widely used by investors and rating agencies and creditors to assess the company's leverage, financial strength, flexibility and risks.
$N$ et cash/ debt is calculated in the following manner:
$N$ et cash/debt $=$ Cash and cash equivalents +0 ther investments (Current)+ Fixed income investments held to maturity - Borrowings (Current and $N$ on-current).
(all amounts in thousands of U.S. dollars)
Cash and bank deposits
Other current investments
Fixed income investments held to maturity
Borrowings
Net cash / (debt)

| At December 31, |  |
| ---: | ---: |
| $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 6}$ |
| 330,221 | 399,737 |
| $1,192,306$ | $1,633,142$ |
| 123,498 | 248,049 |
| $(965,859)$ | $(840,236)$ |
| $\mathbf{6 8 0 , 1 6 6}$ | $\mathbf{1 , 4 4 0 , 6 9 2}$ |

## Free Cash Flow

Free cash flow is a measure of financial performance, calculated as operating cash flow less capital expenditures. FCF represents the cash that a company is able to generate after spending the money required to maintain or expand its asset base.

Free cash flow is calculated in the following manner:
Free cash flow $=\mathrm{N}$ et cash (used in) provided by operating activities - Capital expenditures.
(all amounts in thousands of U.S. dollars)
Net cash (used in) provided by operating activities
Capital expenditures
Free cash flow

| Three-month period <br> ended December 31, | Twelve-month period ended <br> December 31, |  |  |  |  |
| ---: | ---: | ---: | ---: | :---: | :---: |
| $\mathbf{2 0 1 7}$ |  | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |  | $\mathbf{2 0 1 6}$ |
| $(12,899)$ | $(78,821)$ | $(22,025)$ | 863,565 |  |  |
| $(121,074)$ | $(158,074)$ | $(558,236)$ | $(786,873)$ |  |  |
| $\mathbf{( 1 3 3 , 9 7 3 )}$ | $\mathbf{( 2 3 6 , 8 9 5 )}$ | $\mathbf{( 5 8 0 , 2 6 1 )}$ | $\mathbf{7 6 , 6 9 2}$ |  |  |

