

# FY and Q4 2023 Results

March 1, 2024



# Legal Disclaimer

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## Forward-Looking Statements

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## Information

The audit procedures have been carried-out and the statutory auditors’ report on the financial statements should be released mid of March. Unless otherwise specified, indicated variations are expressed in comparison with the same period of the previous year.

# Agenda



Topic		Speaker	Slide
1	<b>FY &amp; Q4 2023 Highlights</b>	Philippe Guillemot, Chairman & Chief Executive Officer	4
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# FY & Q4 2023 Highlights

**Philippe Guillemot**  
*Chairman &  
Chief Executive Officer*



# FY & Q4 2023 Highlights

## Results & Outlook

### Strong Profitability and Further Deleveraging

- Solid FY 2023 and fourth quarter 2023 results
  - FY 2023 EBITDA of €1,196m, outpacing prior outlook of €1,075m – 1,175m and original outlook of €950 – 1,100m; €280m in Q4 2023
  - Adjusted free cash flow of €860m for FY 2023, €275m in Q4 2023
  - Net debt reduced to €570m, down €560m YoY
- Continuing to deleverage in 2024, ultimately enabling return of capital to shareholders\*
  - Strong tailwinds from international markets and continued operational improvement to support results in 2024
  - Deleveraging to continue in Q1, H1 and full year 2024, solidifying target of zero net debt by year end 2025 at the latest

## Commercial & Operational

### Favorable Market Conditions Persist

- International tubes market remains strong
  - Continue to book orders for international OCTG markets at sequentially higher prices
  - New contracts announced with TotalEnergies in Iraq and Wintershall Dea in the Norwegian North Sea
- Demand stable in the US, pricing to stabilize imminently
- Unveiled Delphy, our proprietary vertical hydrogen storage solution

# The New Vallourec Plan

## Key objectives of the New Vallourec plan

### Primary Strategic Goals

Deliver  
Best-in-Class  
Profitability

Make  
Vallourec  
Cycle-Proof

### Financial Targets



€230m EBITDA / €250m  
FCF Improvement<sup>1</sup>



Close Profitability Gap  
with Primary Peers

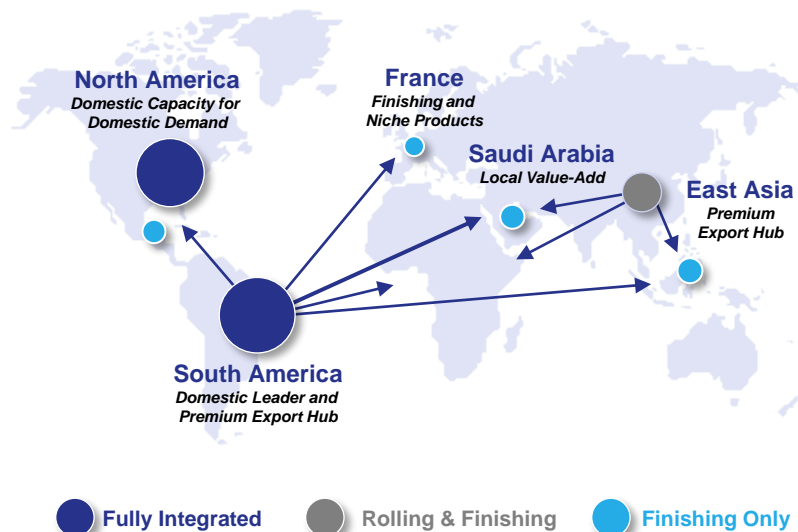


Positive FCF  
through the Cycle<sup>2</sup>



Zero Net Debt by Year-  
End 2025 at the Latest

## New Vallourec production footprint now in effect



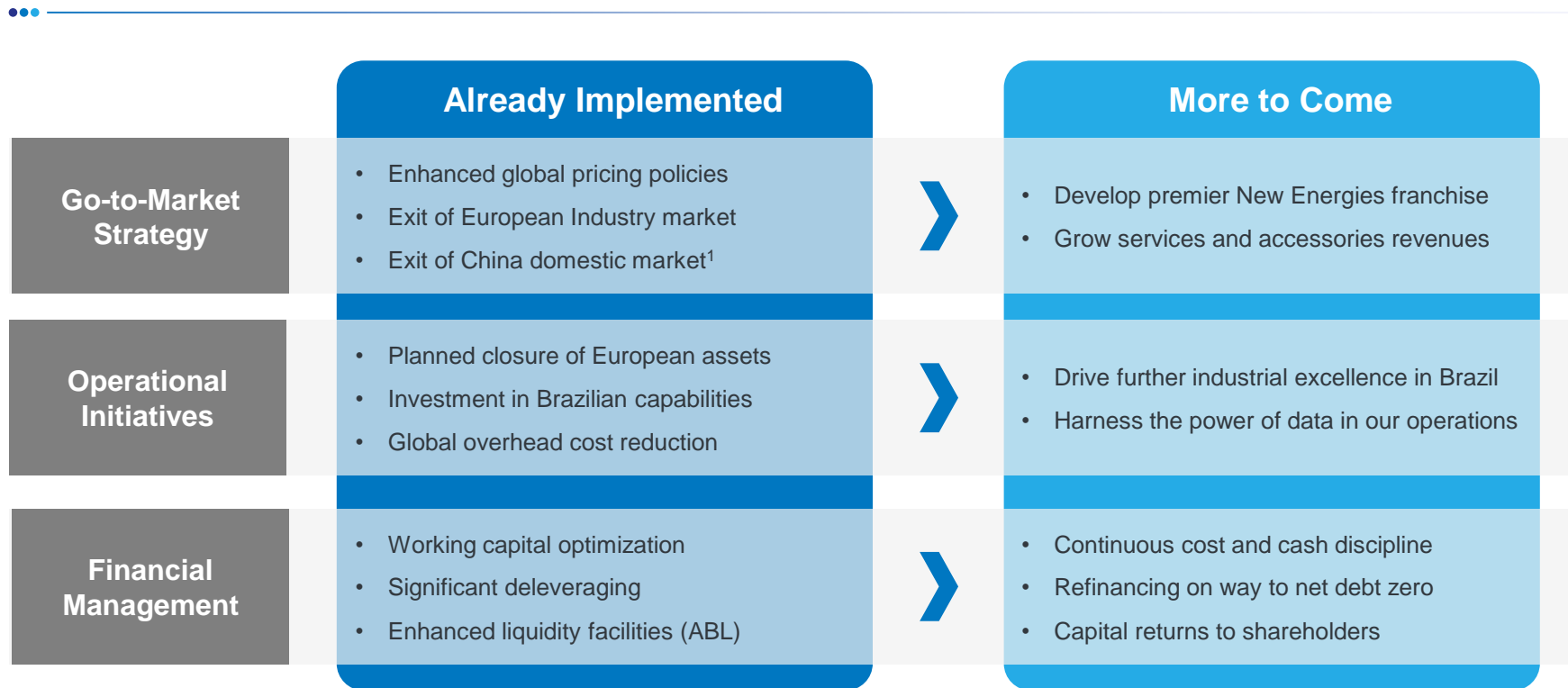
<sup>1</sup> Measured versus 2021 baseline, consistent with New Vallourec plan announced in May 2022. FCF is aligned with prior definition of free cash flow.

<sup>2</sup> FCF is aligned with prior definition of free cash flow. See "Definitions of Non-GAAP Financial Data." Target excludes the impact of working capital.

# Update: New Vallourec Targets

Target	Current Status
✓ Closure of German tube operations	Operations closed; Mulheim site divested; dismantling underway
✓ Execution of €110m capex program in Brazil	Project completed
✓ Reduction of global overhead by €100m	Project completed
✓ Execution of premiumization strategy in China	Now booking orders at premium pricing
✓ Expansion of local capacity in Saudi Arabia	Ramp-up commencing

# 2022 New Vallourec Plan Fully Executed; More to Come



<sup>1</sup> Excluding volumes served from the Changzhou Forge (niche products)

# Building Momentum in New Energies

## Meaningful progress in New Energies in 2023

- Substantial new business with favorable margins
  - >80% YoY increase in bookings (2023 vs. 2022)
  - >10 new customers across New Energies landscape
  - Winning business at in-line or accretive margins vs. Oil & Gas business
- Significant demand in CCUS and geothermal
  - Meaningful demand from high-value CCUS projects in North America
  - Strong momentum in geothermal with demand from several discrete project developers across US, EU and Asia
- Inaugurated hydrogen storage solution, Delphy
  - Successful proof-of-concept (POC) demonstrating the potential for storage concept up to 100 tonnes of H<sub>2</sub>
  - Significant customer interest across hydrogen value chain
  - Signed a partnership agreement with H2V



**Targeting first commercial  
system deployment in 2025**



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# Market & Commercial Environment

**Philippe Guillemot**

*Chairman &  
Chief Executive Officer*



# US OCTG Market: Demand Stable, Pricing to Stabilize Imminently

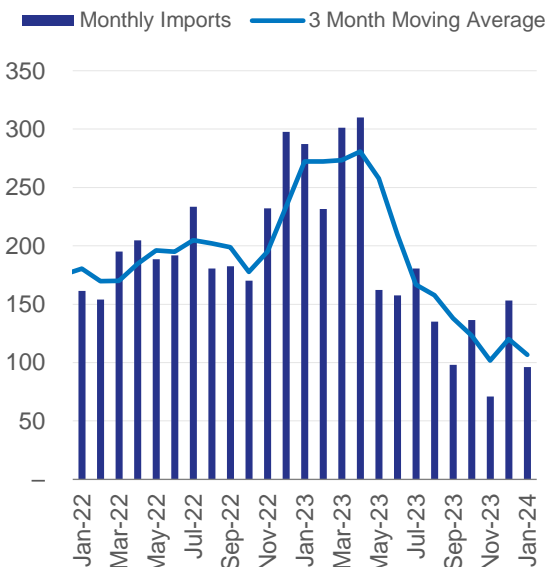
## Rig count stable since October

US Horizontal Rig Count



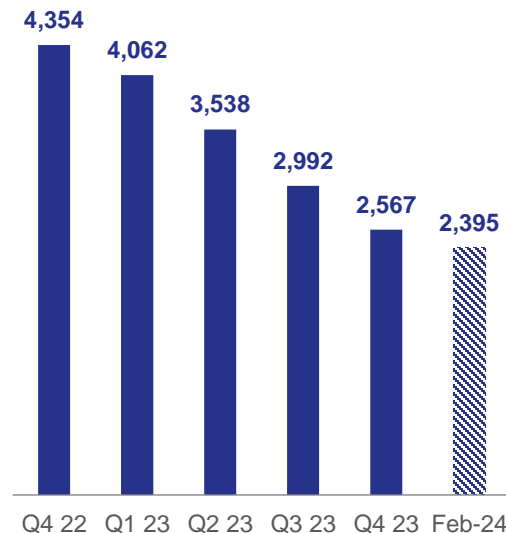
## Imports remain suppressed

Monthly US OCTG Imports (Th. Tonnes)



## Price declines slowing significantly

Seamless OCTG Price (\$ / Tonne)



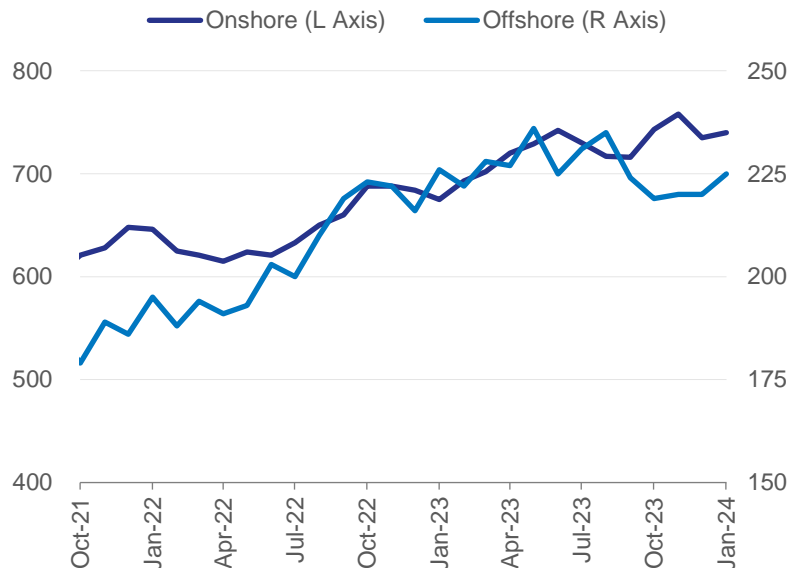
Sources: Baker Hughes, US Department of Commerce, PipeLogix. Reflects average pricing for all seamless products.

# International OCTG Market: Continued Market Strength

## International rig count stable at healthy levels

Onshore Rig Count

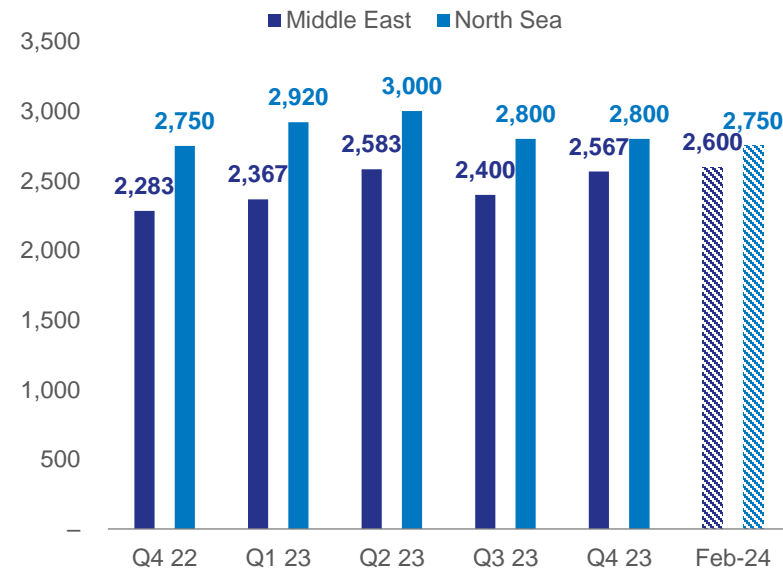
Offshore Rig Count



Sources: Baker Hughes, Rystad Energy. OCTG pricing reflects price of L80 tubes (Premium) in Jebel Ali (Middle East) and North Sea.

## International market pricing remains strong

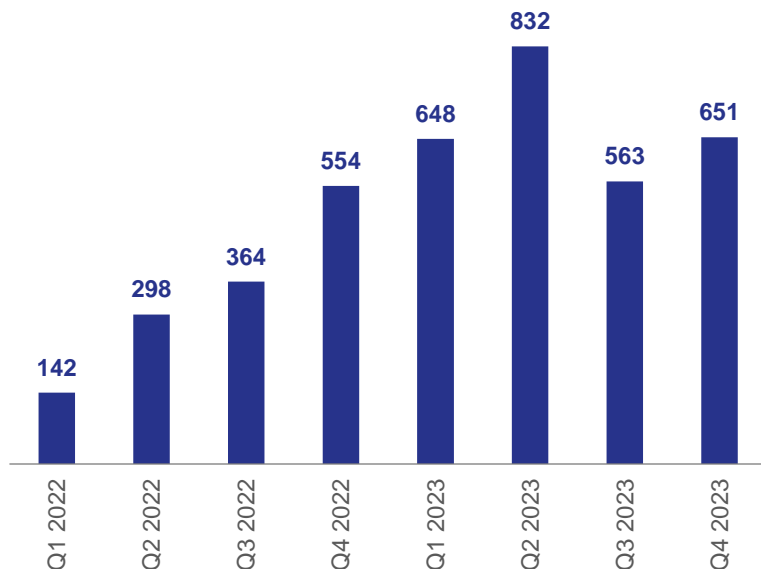
Seamless OCTG Price (\$ / Tonne)



# Tubes Overview: Strong Demand and Solid Execution

## Tubes profitability up sequentially and YoY

*Tubes EBITDA / Tonne (€)*



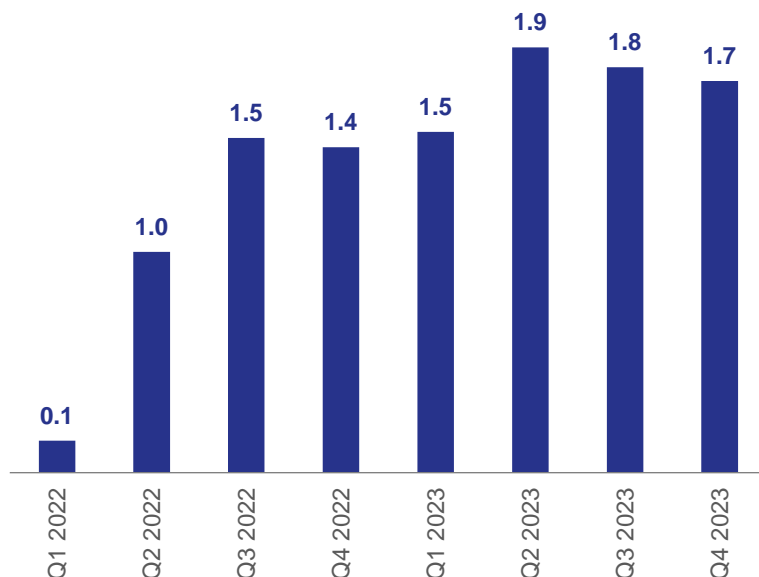
## Market and operational tailwinds in 2024

- Tubes results improved sequentially due to solid execution in the Americas
- Strong commercial environment, particularly in Eastern Hemisphere
  - Continue to book at sequentially improving prices
  - Demand continues to exceed our capacity
  - Recent contract wins:
    - TotalEnergies in Iraq for the supply of casing and tubing and associated accessories for the first phase of the multi-energy Gas Growth Integrated Project
    - Wintershall Dea for Dvalin North deepwater gas development project in the Norwegian North Sea
- Operational tailwinds in 2024
  - Starting to realize benefits from premiumization program in China, with further tailwinds through the year
  - Progressing plan to deliver improved efficiency and profitability in Brazil

# Mine & Forest Overview: Performing as Expected

## Mine production down slightly in Q4

*Iron Ore Production Sold (Million Tonnes)*



## Key business highlights

- Production performance in-line with expectations
  - Q4 2023 production sold 1.7m tonnes, as expected
  - Continue to expect 6m tonnes of production sold in 2024, with relatively equal weighting between 1H and 2H
- Results supported by favorable iron ore market conditions
  - Vallourec realized pricing to remain in range of 40-45% of Platts 62% Fe Index
  - Near-term EBITDA run-rate slightly above €100m due to current market pricing, though costs to remain elevated
- Continuing to advance Phase 1 and Phase 2 extensions



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# Q4 Results Review

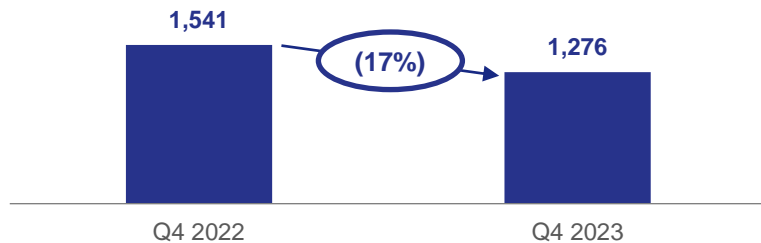
**Sascha Bibert**  
*Chief Financial Officer*



# Key Group Figures

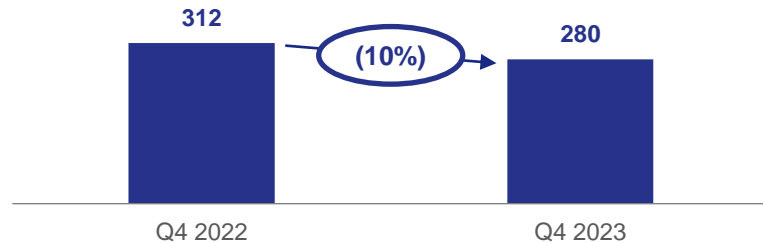
## Revenues

€ Million



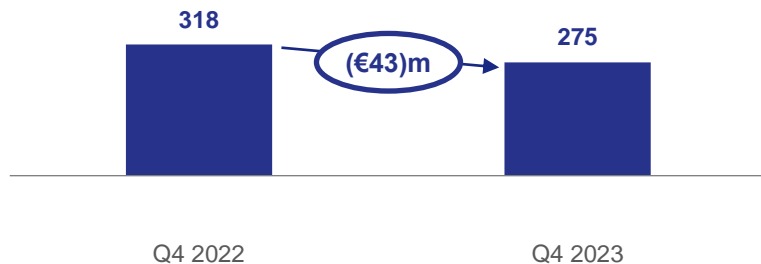
## EBITDA

€ Million



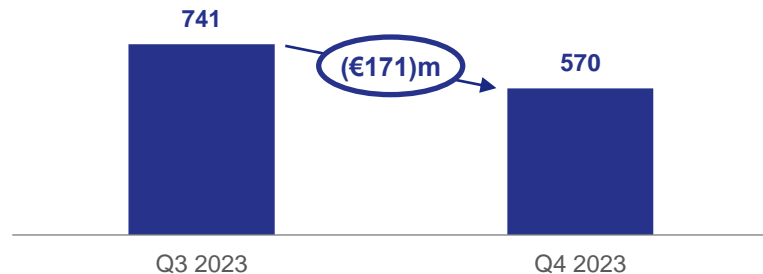
## Adjusted Free Cash Flow

€ Million



## Net Debt

€ Million

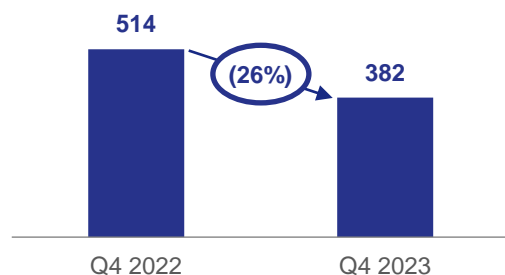


# Tubes Production and Revenue Details



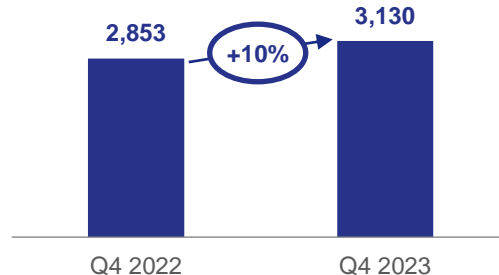
## Volume Sold

Thousand Tonnes



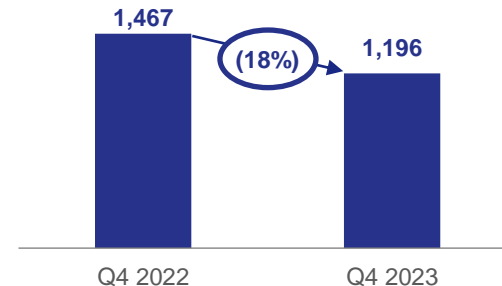
## Average Selling Price

€ / Tonne



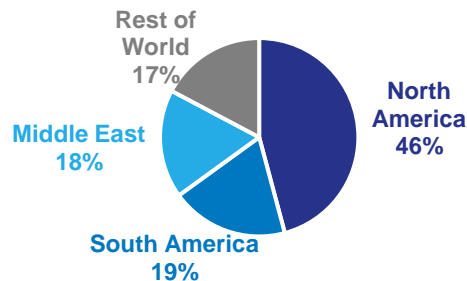
## Revenues

€ Million



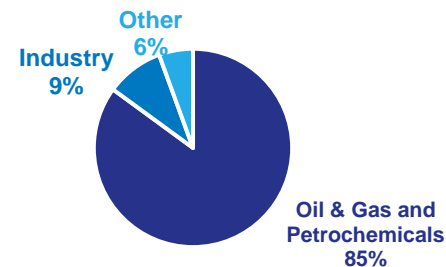
## Revenue Mix by Geography

% of Q4 2023 Revenues



## Revenue Mix by Market

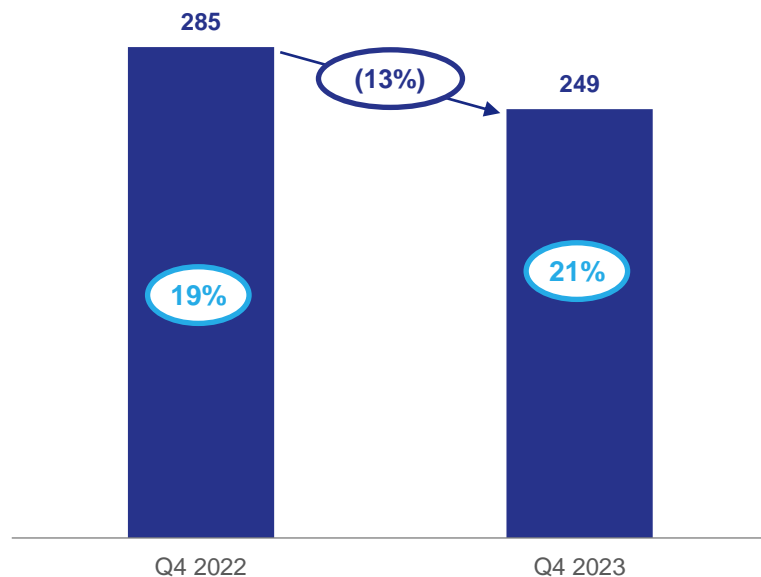
% of Q4 2023 Revenues



# Tubes Profitability

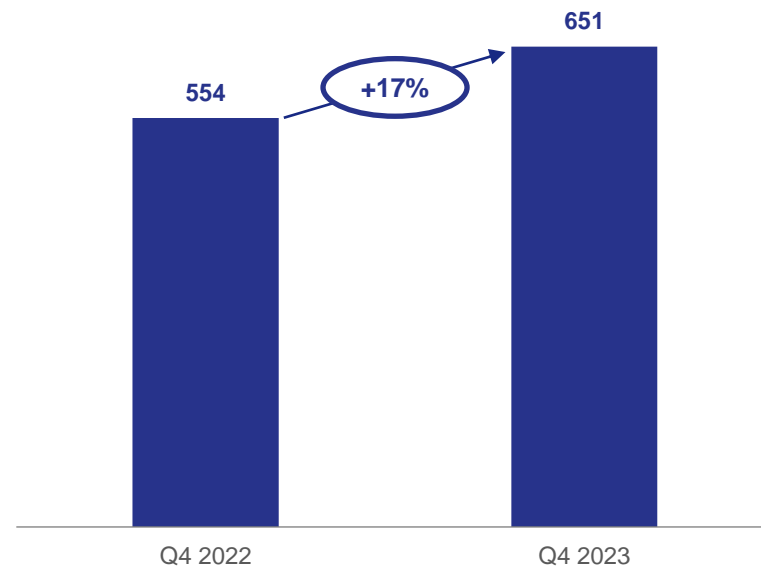
## EBITDA and EBITDA Margin

€ Million and % of Revenues



## EBITDA per Tonne

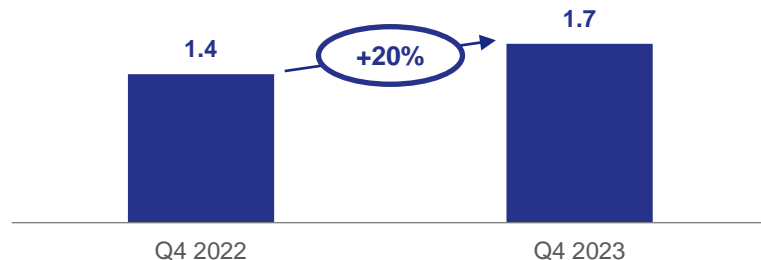
€ / Tonne



# Mine & Forest Performance

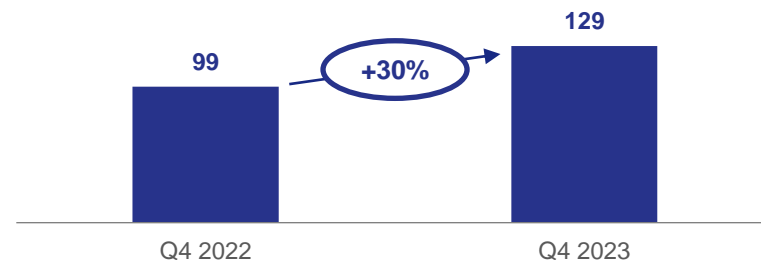
## Production Sold

Million Tonnes



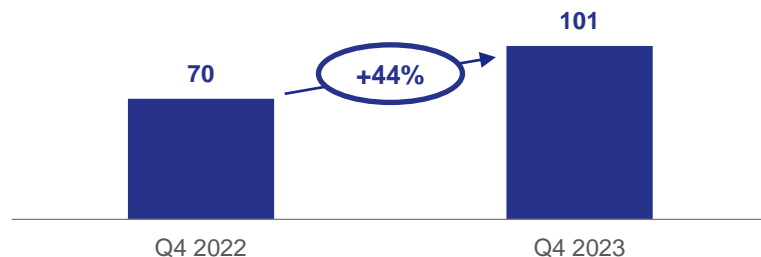
## Average Iron Ore Market Price<sup>1</sup>

\$ / Tonne (Quarterly Average)



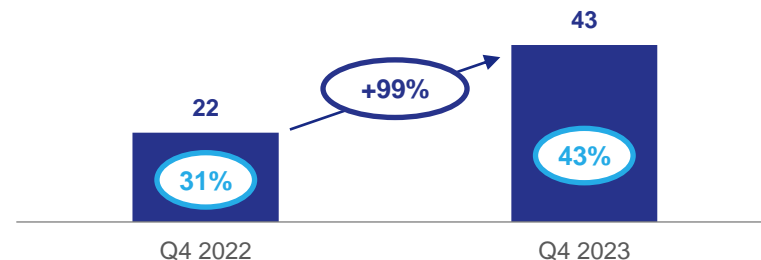
## Revenues

€ Million



## EBITDA

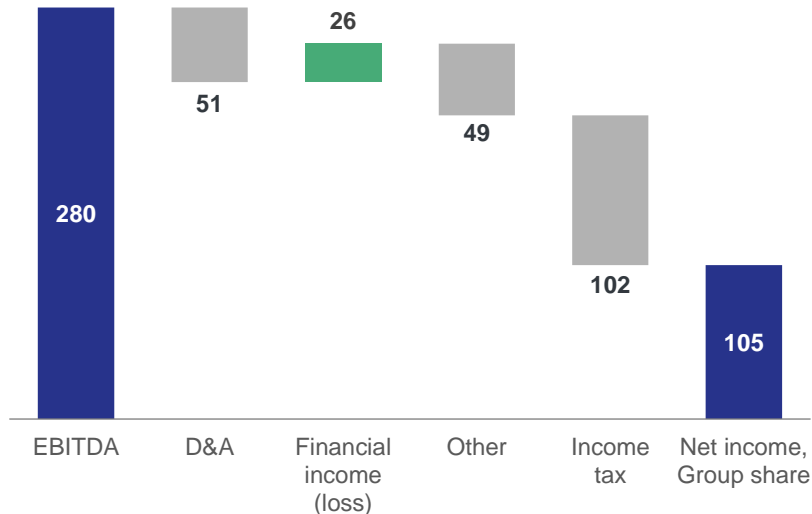
€ Million and % of Revenues



# Fourth Quarter 2023 Group Net Income Analysis

## EBITDA to Net Income Bridge

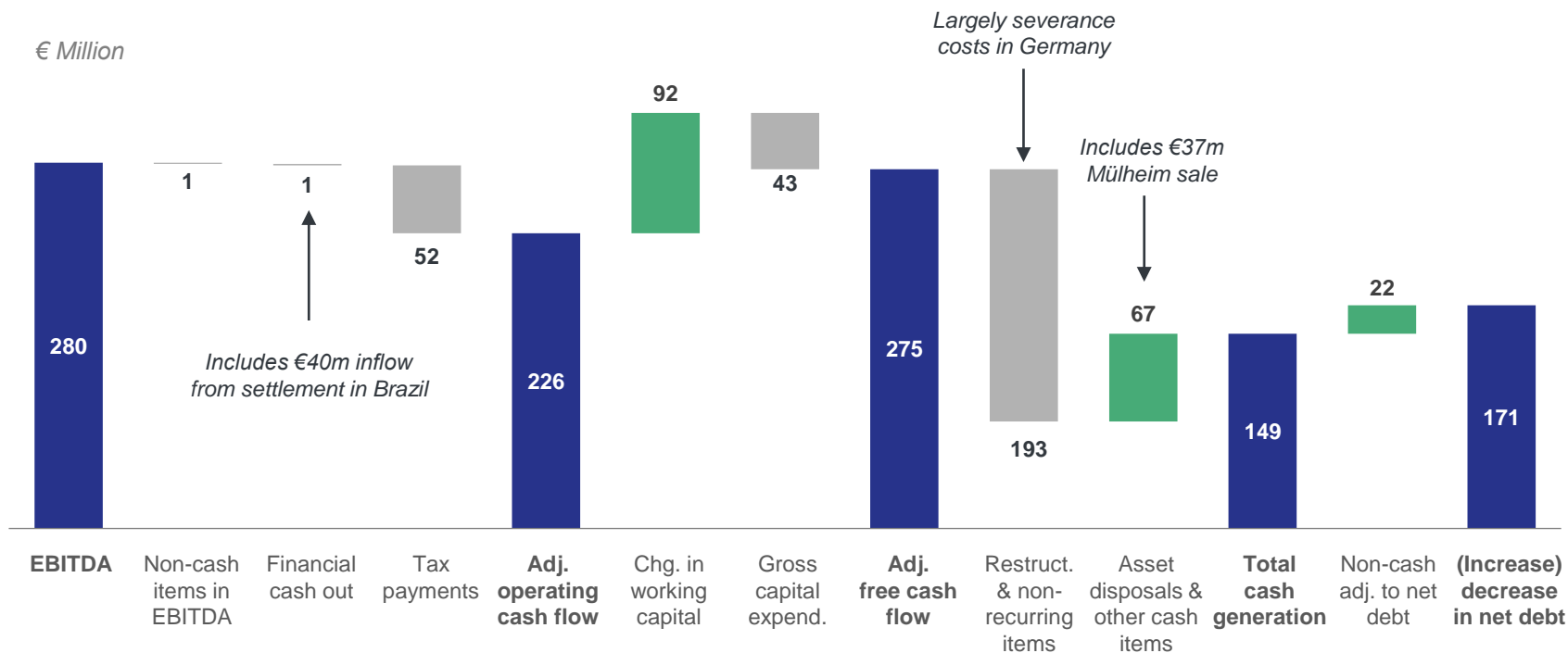
€ Million



## Items of Note in Q4 2023

- Financial income (loss) includes a benefit of €40m due to settlement of a longstanding dispute in Brazil with one of the Company's electricity suppliers
- Effective tax rate elevated due to non-deductible losses in Germany
- "Other" includes several offsetting items
  - €153m reversal of impairments related to better near-term and long-term outlook in Eastern Hemisphere
  - (€185)m of asset disposal, restructuring and other
    - (€127)m related to Vallourec's historical steel supply agreement, to be cashed out through year-end 2028
    - Remaining (€58)m related to combination of in-period costs of closed facilities and expectation of dismantling costs to be cashed out in 2024
  - (€17)m non-controlling interest also significantly impacted by income related to reversal of impairments

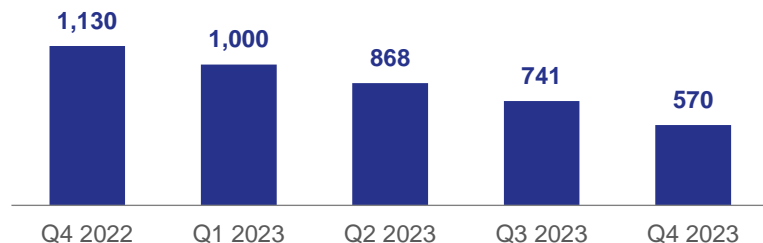
# Fourth Quarter 2023 Group Cash Flow Bridge



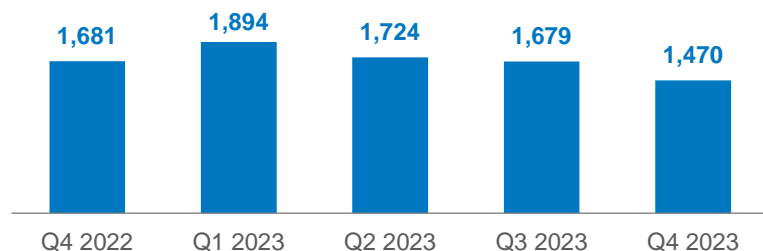
# Debt and Liquidity

## Debt

Net Debt (€ Million)

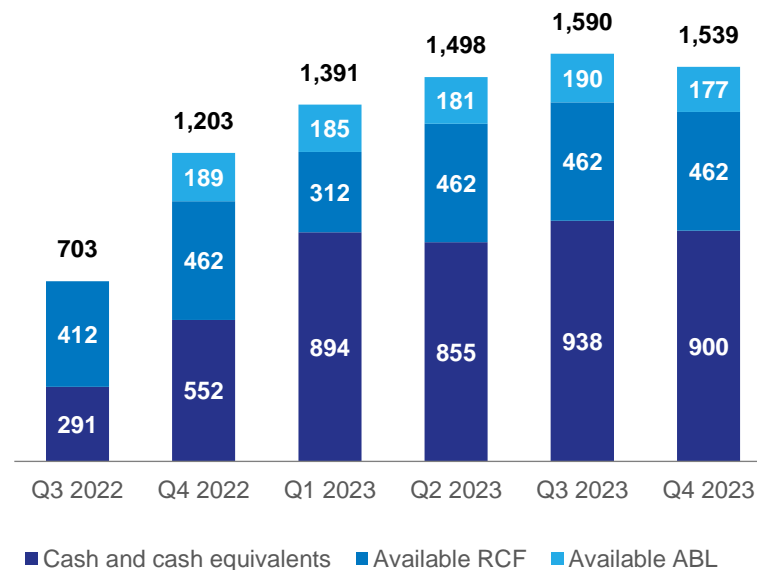


Gross Debt (€ Million)



## Liquidity

€ Million



# Cash Flow Modeling Items for 2024

## Financial cash out

Approximately €100m

## Tax payments

Mid-to-high 20% cash tax rate relative to reported pre-tax income

## Capital expenditures

Approximately €200m

## Restructuring charges & non-recurring items

Approximately €200m



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# Outlook & Key Takeaways

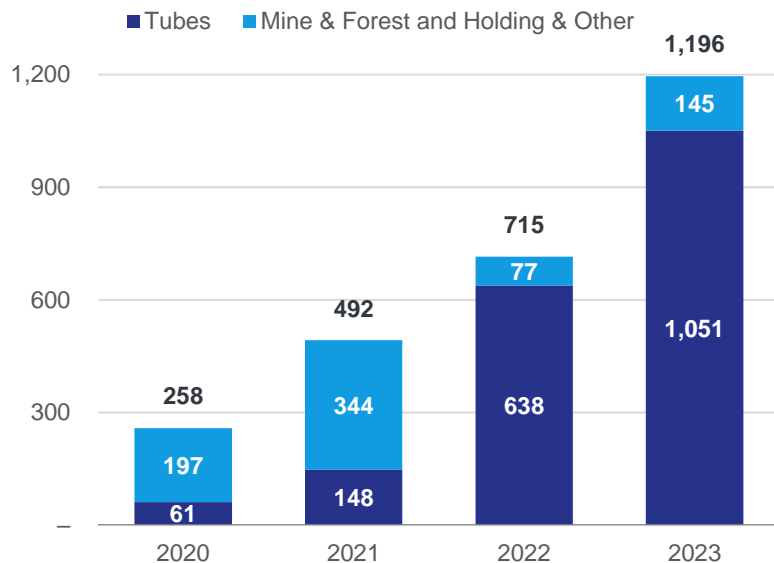
**Philippe Guillemot**  
*Chairman &  
Chief Executive Officer*



# Strong Performance in 2023

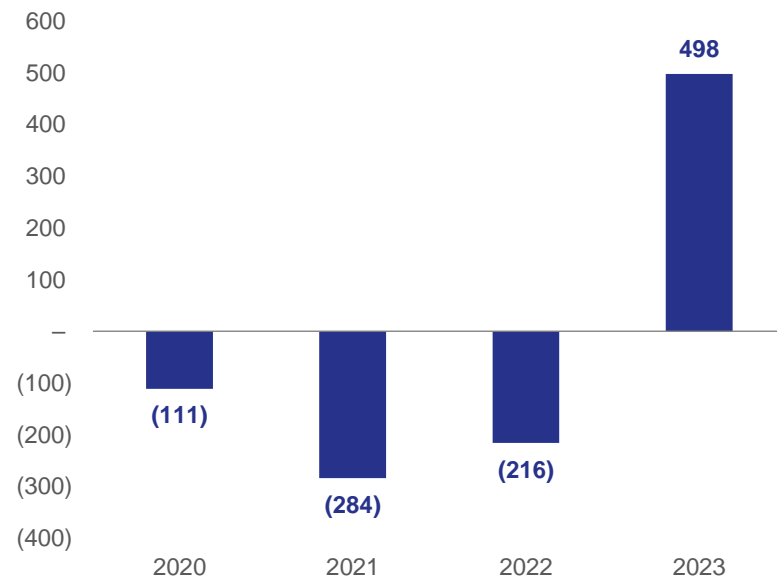
## Group EBITDA<sup>1</sup>

€ Millions



## Group Free Cash Flow<sup>2</sup>

€ Millions



<sup>1</sup>Tubes EBITDA in 2020 is estimated and should not be considered as an audited financial figure

<sup>2</sup> Refers to free cash flow, as previously defined, to enable comparability versus historical figures

# 2024 Earnings, Cash Flow and Net Debt Outlook

	First Half 2024	Full Year 2024
<b>Tubes</b>	Slight international volume decline due to closure of German operations to be offset by improved international pricing and increased US sales volumes	Strong market environment to persist with results benefiting from strong international pricing already in backlog
<b>Mine &amp; Forest</b>	Production sold to be approximately 3m tonnes with higher Q2 weighting; costs to remain elevated	Production sold to be approximately 6m tonnes; costs to remain elevated
<b>Group EBITDA</b>	H1 2024 EBITDA broadly similar to 2H 2023	Expect another year of strong EBITDA generation due to robust Tubes pricing and continued operational improvement
<b>Total Cash Generation &amp; Net Debt</b>	Total cash generation to be positive and net debt to decline versus the year-end 2023 level starting in Q1 2024 <sup>1</sup>	Total cash generation to be positive and net debt to decline versus the year-end 2023 level starting in Q1 2024 <sup>1</sup>

<sup>1</sup> In all cases, total cash generation and net debt guidance excludes the potential positive impact of asset sales.

# Key Takeaways

1

2023 marked the Group's best year in nearly 15 years as we executed the New Vallourec plan and substantially deleveraged our balance sheet

2

Durable strength in the premium Tubes market will contribute to another year of robust results in 2024

3

We are well on track to reach zero net debt by year end 2025 at the latest, ultimately enabling significant capital return to shareholders\*

*Please see "Definitions of Non-GAAP Financial Data" in the Appendix*

\* Vallourec's dividend policy would in any event be conditional upon the Board's decision taking into account Vallourec's results, its financial position including the deleveraging target and the potential restrictions applicable to the payment of dividends. Dividends and share repurchases would also be subject to shareholders' approval



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# Appendices

# Key Performance Indicators

		Quarterly Figures					Annual Figures		
		Q4 2023	Q3 2023	Q4 2022	QoQ chg.	YoY chg.	FY 2023	FY 2022	YoY chg.
Tubes	Volume sold*	382	343	514	11%	(26%)	1,552	1,804	(14%)
	Revenue (€m)	1,196	1,068	1,467	12%	(18%)	4,802	4,663	3%
	Average Selling Price (€)	3,130	3,115	2,853	0.5%	10%	3,093	2,584	20%
	EBITDA (€m)	249	193	285	29%	(13%)	1,051	638	65%
	Capex (€m)	33	44	62	(25%)	(47%)	183	142	29%
Mine & Forest	Volume sold*	1.7	1.8	1.4	(3%)	20%	6.9	4.0	71%
	Revenue (€m)	101	88	70	15%	44%	375	245	53%
	EBITDA (€m)	43	39	22	10%	99%	180	113	59%
	Capex (€m)	7	6	13	17%	(46%)	26	44	(42%)
H&O	Revenue (€m)	53	47	61	13%	(13%)	197	210	(6%)
	EBITDA (€m)	(12)	(10)	2	20%	nm	(32)	(37)	(13%)
Int.	Revenue (€m)	(73)	(62)	(57)	18%	28%	(259)	(235)	10%
	EBITDA (€m)	1	–	3	nm	nm	(2)	1	nm
Total	Revenue (€m)	1,276	1,142	1,541	12%	(17%)	5,114	4,883	5%
	EBITDA (€m)	280	222	312	26%	(10%)	1,196	715	67%
	Capex (€m)	42	51	78	(18%)	(46%)	213	191	11%

\* Volume sold in thousand tonnes for Tubes and in million tonnes for Mine

H&O = Holding & Other, Int. = Intersegment Transactions

nm = not meaningful

# Tubes Revenue Breakdown

## Revenue by Region

in € million	Quarterly Figures					Annual Figures		
	Q4 2023	Q3 2023	Q4 2022	QoQ % chg.	YoY % chg.	FY 2023	FY 2022	YoY % chg.
North America	548	460	744	19%	(26%)	2,329	2,094	11%
South America	230	198	241	16%	(5%)	846	855	(1%)
Middle East	212	162	111	31%	91%	643	434	48%
Europe	57	116	137	(51%)	(58%)	427	606	(30%)
Asia	89	80	111	11%	(20%)	296	389	(24%)
Rest of World	61	52	123	17%	(51%)	260	285	(9%)
<b>Total Tubes</b>	<b>1,196</b>	<b>1,068</b>	<b>1,467</b>	<b>12%</b>	<b>(18%)</b>	<b>4,802</b>	<b>4,663</b>	<b>3%</b>

## Revenue by Market

in € million	Quarterly Figures						Annual Figures			
	Q4 2023	Q3 2023	Q4 2022	QoQ % chg.	YoY % chg.	YoY % chg. at Const. FX	FY 2023	FY 2022	YoY % chg.	YoY % chg. at Const. FX
Oil & Gas and Petrochemicals	1,017	845	1,185	20%	(14%)	(11%)	3,923	3,418	15%	17%
Industry	112	175	252	(36%)	(55%)	(55%)	709	1,063	(33%)	(33%)
Other	67	48	31	39%	116%	126%	170	181	(6%)	3%
<b>Total Tubes</b>	<b>1,196</b>	<b>1,068</b>	<b>1,467</b>	<b>12%</b>	<b>(18%)</b>	<b>(16%)</b>	<b>4,802</b>	<b>4,663</b>	<b>3%</b>	<b>5%</b>

# Income Statement

€ million, unless noted	Quarterly Figures					Annual Figures		
	Q4 2023	Q3 2023	Q4 2022	QoQ chg.	YoY chg.	FY 2023	FY 2022	YoY chg.
<b>Revenues</b>	<b>1,276</b>	<b>1,142</b>	<b>1,541</b>	<b>134</b>	<b>(265)</b>	<b>5,114</b>	<b>4,883</b>	<b>231</b>
Cost of sales	(886)	(818)	(1,126)	(68)	240	(3,520)	(3,807)	287
<b>Industrial margin</b>	<b>390</b>	<b>324</b>	<b>415</b>	<b>66</b>	<b>(25)</b>	<b>1,594</b>	<b>1,076</b>	<b>518</b>
(as a % of revenue)	30.6%	28.4%	26.9%	2.2 pp	3.6 pp	31.2%	22.0%	9.1 pp
Selling, general and administrative expenses	(86)	(85)	(90)	(1)	4	(333)	(349)	16
(as a % of revenue)	(6.7%)	(7.4%)	(5.8%)	0.7 pp	(0.9) pp	(6.5%)	(7.2%)	0.6 pp
Other	(24)	(17)	(13)	(7)	(11)	(64)	(11)	(53)
<b>EBITDA</b>	<b>280</b>	<b>222</b>	<b>312</b>	<b>58</b>	<b>(32)</b>	<b>1,196</b>	<b>715</b>	<b>481</b>
(as a % of revenue)	21.9%	19.4%	20.3%	2.5 pp	1.7 pp	23.4%	14.6%	8.7 pp
Depreciation of industrial assets	(40)	(41)	(46)	1	6	(166)	(183)	17
Amortization and other depreciation	(10)	(9)	(10)	(1)	(0)	(38)	(44)	6
Impairment of assets	153	–	(36)	153	189	145	(36)	181
Asset disposals, restructuring costs and non-recurring items	(185)	(26)	(56)	(159)	(129)	(279)	(574)	295
<b>Operating income (loss)</b>	<b>198</b>	<b>146</b>	<b>164</b>	<b>52</b>	<b>33</b>	<b>859</b>	<b>(122)</b>	<b>981</b>
Financial income (loss)	26	(22)	(60)	48	86	(66)	(111)	45
<b>Pre-tax income (loss)</b>	<b>224</b>	<b>124</b>	<b>104</b>	<b>100</b>	<b>119</b>	<b>793</b>	<b>(233)</b>	<b>1,026</b>
Income tax	(102)	(44)	(9)	(58)	(93)	(269)	(113)	(156)
Share in net income (loss) of equity affiliates	–	–	(15)	–	15	–	(18)	18
<b>Net income</b>	<b>122</b>	<b>81</b>	<b>80</b>	<b>41</b>	<b>41</b>	<b>524</b>	<b>(364)</b>	<b>888</b>
Attributable to non-controlling interests	17	5	2	12	15	28	3	25
<b>Net income, Group share</b>	<b>105</b>	<b>76</b>	<b>78</b>	<b>29</b>	<b>26</b>	<b>496</b>	<b>(366)</b>	<b>863</b>
Basic earnings per share (€)	0.46	0.33	0.34	0.12	0.12	2.17	(1.60)	3.76
<b>Diluted earnings per share (€)</b>	<b>0.44</b>	<b>0.32</b>	<b>0.34</b>	<b>0.11</b>	<b>0.10</b>	<b>2.07</b>	<b>(1.60)</b>	<b>3.67</b>
Basic shares outstanding (millions)	229	229	229	–	0	229	229	(0)
<b>Diluted shares outstanding (millions)</b>	<b>240</b>	<b>236</b>	<b>229</b>	<b>4</b>	<b>11</b>	<b>240</b>	<b>229</b>	<b>10</b>

# Balance Sheet

In € million

Assets	31-Dec-23	31-Dec-22	Liabilities	31-Dec-23	31-Dec-22
Net intangible assets	42	37	Equity - Group share	2,157	1,643
Goodwill	40	40	Non-controlling interests	67	42
Net property, plant and equipment	1,980	1,829	<b>Total equity</b>	<b>2,224</b>	<b>1,686</b>
Biological assets	70	63	Bank loans and other borrowings (A)	1,348	1,367
Equity affiliates	16	16	Lease debt	40	51
Other non-current assets	159	188	Employee benefit commitments	102	105
Deferred taxes	209	238	Deferred taxes	83	52
<b>Total non-current assets</b>	<b>2,516</b>	<b>2,409</b>	Provisions and other long-term liabilities	317	297
Inventories	1,242	1,312	<b>Total non-current liabilities</b>	<b>1,890</b>	<b>1,871</b>
Trade and other receivables	756	824	Provisions	249	355
Derivatives - assets	59	41	Overdraft & other short-term borrowings (B)	122	314
Other current assets	240	211	Lease debt	17	20
Cash and cash equivalents (C)	900	552	Trade payables	763	787
<b>Total current assets</b>	<b>3,197</b>	<b>2,939</b>	Derivatives - liabilities	79	36
<b>Assets held for sale and discontinued operations</b>	<b>1</b>	<b>9</b>	Other current liabilities	370	286
<b>Total assets</b>	<b>5,713</b>	<b>5,358</b>	<b>Total current liabilities</b>	<b>1,600</b>	<b>1,797</b>
			Liabilities held for sale and discontinued operations	–	4
			<b>Total equity and liabilities</b>	<b>5,713</b>	<b>5,358</b>
<b>Net financial debt (A+B-C)</b>	<b>570</b>	<b>1,130</b>	<b>Net income (loss), Group share</b>	<b>496</b>	<b>(366)</b>

# Cash Flow Summary

In € million	Quarterly Figures					Annual Figures		
	Q4 2023	Q3 2023	Q4 2022	QoQ chg.	YoY chg.	FY 2023	FY 2022	YoY chg.
<b>EBITDA</b>	<b>280</b>	<b>222</b>	<b>312</b>	<b>58</b>	<b>(32)</b>	<b>1,196</b>	<b>715</b>	<b>481</b>
Non-cash items in EBITDA	(1)	11	(13)	(12)	12	2	(68)	70
Financial cash out	(1)	(8)	(63)	7	62	(88)	(110)	22
Tax payments	(52)	(54)	(23)	2	(29)	(182)	(79)	(103)
<b>Adjusted operating cash flow</b>	<b>226</b>	<b>171</b>	<b>213</b>	<b>55</b>	<b>13</b>	<b>928</b>	<b>458</b>	<b>470</b>
Change in working capital	92	97	183	(5)	(91)	145	(355)	500
Gross capital expenditure	(43)	(51)	(78)	8	35	(213)	(191)	(22)
<b>Adjusted free cash flow</b>	<b>275</b>	<b>217</b>	<b>318</b>	<b>58</b>	<b>(43)</b>	<b>860</b>	<b>(88)</b>	<b>948</b>
Restructuring charges & non-recurring items	(193)	(63)	(53)	(130)	(140)	(362)	(128)	(234)
Asset disposals & other cash items (A)	67	(4)	58	71	9	70	16	54
<b>Total cash generation (B)</b>	<b>149</b>	<b>150</b>	<b>323</b>	<b>(1)</b>	<b>(174)</b>	<b>568</b>	<b>(200)</b>	<b>768</b>
Non-cash adjustments to net debt	22	(23)	41	45	(19)	(8)	28	(36)
<b>(Increase) decrease in net debt</b>	<b>171</b>	<b>127</b>	<b>364</b>	<b>44</b>	<b>(193)</b>	<b>560</b>	<b>(172)</b>	<b>732</b>
Free cash flow, as previously defined (B-A)	82	154	265	(72)	(183)	498	(216)	714

# Financial Indebtedness and Liquidity

## Financial Indebtedness

<i>In € million</i>	31-Dec-23	31-Dec-22
8.500% Bonds due 2026	1,105	1,135
1.837% PGE due 2027	229	220
ACC ACE <sup>(a)</sup>	94	282
Other	42	43
<b>Total gross financial indebtedness</b>	<b>1,470</b>	<b>1,681</b>
Cash and cash equivalents	900	552
<b>Total net financial indebtedness</b>	<b>570</b>	<b>1,130</b>

(a) Refers to ACC (Advances on Foreign Exchange Contract) and ACE (Advances on Export Shipment Documents) program in Brazil

## Liquidity

<i>In € million</i>	31-Dec-23	31-Dec-22
Cash and cash equivalents	900	552
Available RCF	462	462
Available ABL <sup>(a)</sup>	177	189
<b>Total liquidity</b>	<b>1,539</b>	<b>1,203</b>

(a) This \$210m committed ABL is subject to a borrowing base calculation based on eligible accounts receivable and inventories, among other items. The borrowing base is currently approximately \$205m. Availability is shown net of approximately \$9m of letters of credit and other items.

# Definitions of Non-GAAP Financial Data and Concepts

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**Adjusted free cash flow** is defined as adjusted operating cash flow +/- change in operating working capital and gross capital expenditures. It corresponds to net cash used in operating activities less restructuring and non-recurring items +/- gross capital expenditure.

**Adjusted operating cash flow** is defined as EBITDA adjusted for non-cash benefits and expenses, financial cash out and tax payments.

**Asset disposals and other cash items** includes cash inflows from asset sales as well as other investing and financing cash flows.

**Change in working capital** refers to the change in the operating working capital requirement.

**Data at constant exchange rates:** The data presented “at constant exchange rates” is calculated by eliminating the translation effect into euros for the revenue of the Group’s entities whose functional currency is not the euro. The translation effect is eliminated by applying Year N-1 exchange rates to Year N revenue of the contemplated entities.

**EBITDA:** Earnings Before Interest, Taxes, Depreciation and Amortization is calculated by taking operating income (loss) before depreciation and amortization, and excluding certain operating revenues and expenses that are unusual in nature or occur rarely, such as:

- impairment of goodwill and non-current assets as determined within the scope of impairment tests carried out in accordance with IAS 36;
- significant restructuring expenses, particularly resulting from headcount reorganization measures, in respect of major events or decisions;
- capital gains or losses on disposals;
- income and expenses resulting from major litigation, significant roll-outs or capital transactions (e.g., costs of integrating a new activity).

**Financial cash out** includes interest payments on financial and lease debt, interest income and other financial costs.

# Definitions of Non-GAAP Financial Data and Concepts

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**Free cash flow**, as previously defined, may continue to be derived as follows: total cash generation - asset disposals & other cash items. This is also defined as EBITDA adjusted for changes in provisions, less interest and tax payments, changes in working capital, less gross capital expenditures, and less restructuring/other cash outflows.

**Gross capital expenditure:** gross capital expenditure is defined as the sum of cash outflows for acquisitions of property, plant and equipment and intangible assets and cash outflows for acquisitions of biological assets.

**(Increase) decrease in net debt** (alternatively, “change in net debt”) is defined as total cash generation +/- non-cash adjustments to net debt.

**Industrial margin:** The industrial margin is defined as the difference between revenue and cost of sales (i.e. after allocation of industrial variable costs and industrial fixed costs), before depreciation.

**Lease debt** is defined as the present value of unavoidable future lease payments.

**Midcycle or normalized earnings and cash flow simulations and related assumptions** do NOT represent guidance, a forecast, a target or an outlook of Vallourec for any particular financial year, but aim to represent an abstract average across cycles and across different circumstances to illustrate, in a volatile and unpredictable environment, the theoretical functioning of the New Vallourec. Conceptually these should be understood as approximate levels to be observed on average, over a long period of time and through various economic and commodity price environments.

**Net debt:** Consolidated net debt (or “net financial debt”) is defined as bank loans and other borrowings plus overdrafts and other short-term borrowings minus cash and cash equivalents. Net debt excludes lease debt.

# Definitions of Non-GAAP Financial Data and Concepts

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**Net working capital requirement** is defined as working capital requirement net of provisions for inventories and trade receivables; net working capital requirement days are computed on an annualized quarterly sales basis.

**Non-cash adjustments to net debt** includes non-cash foreign exchange impacts on debt balances, IFRS-defined fair value adjustments on debt balances, and other non-cash items.

**Non-cash items in EBITDA** includes provisions and other non-cash items in EBITDA.

**Operating working capital requirement** includes working capital requirement as well as other receivables and payables.

**Restructuring charges and non-recurring items** consists primarily of the cash costs of executing the New Vallourec plan, including severance costs and other facility closure costs.

**Total cash generation** is defined as adjusted free cash flow +/- restructuring charges and non-recurring items and asset disposals & other cash items. It corresponds to net cash used in operating activities +/- gross capital expenditure and asset disposals & other cash items.

**Working capital requirement** is defined as trade receivables plus inventories minus trade payables (excluding provisions).

# Share Information and Financial Calendar

## Share Information

### **Euronext Paris**

ISIN code: FR0013506730

Ticker: VK

### **USA: American Depositary Receipt (ADR)**

ISIN code: US92023R4074

Ticker: VLOWY

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## Financial Calendar

- **May 16<sup>th</sup>, 2024:** Publication of First Quarter 2024 Results
- **May 23<sup>rd</sup>, 2024:** Annual General Meeting
- **July 26<sup>th</sup>, 2024:** Publication of Second Quarter and Half Year 2024 Results

## Upcoming Investor Events

- **March 19<sup>th</sup>, 2024:** Jefferies Pan-European Mid-Cap conference (London)
- **April 9<sup>th</sup>, 2024:** BoA Energy, Utilities & Infrastructure conference (London)
- **May 29<sup>th</sup>, 2024:** Société Générale conference (Nice, France)