

## INFORMATION FOR THE MEDIA

C.A.T. oil AG experienced good start in first quarter 2016:

### **Revenues in Rouble and profitability maintained on level of 2015, but exchange rate dynamics puts pressure on consolidated financial statements**

- Sales revenues in rouble maintain their level of 2015
- Rouble declines by 16.9% yoy on average basis
- Consolidated sales revenues in EUR by 16.0% lower
- EBITDA margin at satisfying level of 25.3%
- Consolidated net result lower by 22.0% at EUR 4.3 million
- Equity base held on high level – equity ratio strengthened
- Strong turnaround in operating cash flow and strong liquidity position
- Full capacity utilization of all plants in 2016 foreseeable

in EUR million	Q1 2016	Q1 2015	Change
Sales revenues	61.1	72.7	(16.0)%
EBIT	5.45	6.76	(19.5)%
Equity	159.49	145.48 <sup>1)</sup>	+ 9.6%
Operating cash flow	19.3	-4.6	> 100%
Employees	3,167	3,335	(5.0)%

<sup>1)</sup> as at 31 December 2015

Vienna/Moscow, May 27<sup>th</sup>, 2016

In the first three months of 2016 the C.A.T. oil Group experienced a good start despite the ambivalent economic conditions: The revenues in Russian Roubles maintained the level of 2015 and the service operation facilities of the Company were contracted almost up to 100% for the year 2016. This was performed although the business environment confronted the industry with some challenges. The Russian Rouble had continued its devaluation by 16.9%. The companies of C.A.T. oil Group carry out almost all their service contracts in Russian Roubles, whereas the consolidated financial statements are calculated in Euro. On the other hand, the Brent oil price improved from the lowest level of 28.6 USD up to 39.6 USD. Unfortunately this strong recovery was not enough to reanimate investment activities of oil producers and service fees paid to OFS providers had remained under pressure.

In this environment C.A.T. oil Group managed to maintain the sales revenues in Russian Roubles on the same level as in the first quarter of 2015, which was better than expected. The number of jobs in the segment Well Services fell by 7.7% to 1,028 due to adjusted demand from oil companies (also because postponed tender campaign), whereas in the segment Drilling, Sidetracking and IPM the job count rose by 25.9% to 68 jobs which is mostly related to newly placed rigs and improved contract conditions.

The consolidated sales revenues in Euro fell from 72.7 EUR million in the first quarter of 2015 to 61.1 EUR million in the first quarter of 2016. This is a decline of 16% that is better than depreciation of the Russian Rouble.

Cost of sales went down by 16.2% and amounted in the first quarter of 2016 to 52.0 EUR million. This reduction is justified by higher Rouble depreciation. As a result, the EBIT dynamics were below the revenue's development.

Consolidated earnings before interest and taxes (EBIT) contracted by 19.5% in the reporting period to 5.45 EUR millions, thus compressing the respective margin to 8.9% from 9.3% in the Q1 2015. In the Q1 2015 EBIT amounted to 6.76 EUR millions.

In the first quarter of 2016 the consolidated net result decreased by 22.0% to 4.3 EUR million (Q1 2015: 5.5 EUR million). The decline is more in comparison with the reduction of EBIT due to marginally higher taxation rate (18.8% versus 17.1%). Earnings per share amount to 0.09 EUR in the reporting period after 0.11 EUR in the first quarter of the previous year.

#### **High profitability and strong operating cash flows**

EBITDA margin in the reporting period reached 25.3% and provided a contribution of 15.4 EUR millions. Operating cash flow turned from minus 4.6 EUR millions in Q1 2015 to 19.3 EUR millions in Q1 2016. The managerial cash position which is presented as sum of cash and cash equivalents and bank deposits increased by 50.6% from 40.3 to 60.7 EUR millions.

#### **Confident outlook for 2016**

Due to improved economic and market trends we adjusted our assumptions on exchange rate to 75-77 Russian Rouble for 1 euro. The management expects revenue from operations in Russian Rouble to raise by 1 or 2% in 2016. The margins regarding EBIT and EBITDA are expected to keep their satisfactory level around 12% and 25% respectively. The Management will keep a focus on cost of sales which are expected to keep their current level in Russian Rouble.

The full report on the first quarter of 2016 is available for download on our corporate website at [www.catoilag.com](http://www.catoilag.com).

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