

**ShawCor Ltd.**  
**Management's Discussion and Analysis of Financial Condition and Results of Operations**

*The following Management's Discussion and Analysis ("MD&A"), is a discussion of the consolidated financial position and results of operations of ShawCor Ltd. ("ShawCor" or "the Company") for the three-month and six-month periods ended June 30, 2012 and 2011 and should be read together with ShawCor's interim unaudited consolidated financial statements and accompanying notes for the same periods and the MD&A included in the Company's 2011 Annual Report. All dollar amounts in this MD&A are in thousands of Canadian dollars except per share amounts or unless otherwise stated.*

*This MD&A and the interim unaudited consolidated financial statements and comparative information have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board, which are also generally accepted accounting principles ("GAAP") for publicly accountable enterprises in Canada. This MD&A contains forward looking information and reference should be made to section 11 hereof.*

## **1.0 Executive Overview**

ShawCor is a growth oriented, global energy services company serving the Pipeline and Pipe Services and the Petrochemical and Industrial segments of the energy industry. The Company operates seven divisions with over seventy manufacturing, sales and service facilities located around the world. The Company is publicly-traded on the Toronto Stock Exchange ("TSX").

### **1.1 Core Businesses**

ShawCor provides a broad range of products and services, which include high quality pipe coating services, flexible composite pipe, onshore and offshore pipeline corrosion and thermal protection, state-of-the-art ultrasonic and radiographic inspection services, tubular management services, heat-shrinkable polymer tubing and control and instrumentation wire and cable.

The Company and its predecessors have designed, engineered, marketed and sold these products and services worldwide for over 50 years. ShawCor has made substantial investments in research and development ("R&D") initiatives and earned strong customer loyalty based on a history of project execution success.

The Company operates in a highly competitive international business environment with its success attributed to its strategic global locations, its extensive portfolio of proprietary technologies and its commitment to the use of industry-leading business processes and programs. ShawCor is the world's largest applicator of pipeline coatings for the oil and gas industry for both onshore and offshore pipelines.

The primary driver of demand for the Company's products and services is the level of energy industry investment in pipeline infrastructure for hydrocarbon development and transportation around the globe. This investment, in turn, is driven by global levels of economic activity and the resulting growth in hydrocarbon demand, the impact of resource depletion on the supply of hydrocarbons and the financial position of the major energy companies. The relationship between global hydrocarbon demand and supply and the level of energy industry investment in infrastructure tends to be cyclical.

As at June 30, 2012, the Company operated its seven divisions through two reportable operating segments: Pipeline and Pipe Services; and Petrochemical and Industrial.

#### ***Pipeline and Pipe Services***

The Pipeline and Pipe Services segment is the largest segment of the Company and accounted for 88% of consolidated revenue for the three months ended June 30, 2012. This segment includes the Bredero Shaw, Canusa-CPS, Shaw Pipeline Services, Flexpipe Systems and Guardian divisions.

- Bredero Shaw's product offerings include specialized internal anticorrosion and flow efficiency pipe coating systems, insulation coating systems, weight coating systems and custom coating and field joint application services for onshore and offshore pipelines.
- Canusa-CPS manufactures heat-shrinkable sleeves, adhesives, sealants and liquid coatings for corrosion protection on onshore and offshore pipelines.
- Shaw Pipeline Services provides ultrasonic and radiographic pipeline girth weld inspection services to pipeline operators and construction contractors worldwide for both onshore and offshore pipelines.

- Flexpipe Systems manufactures spoolable composite pipe systems used for oil and gas gathering, water disposal, carbon dioxide injection pipelines and other applications requiring corrosion resistance and high pressure capabilities.
- Guardian provides a complete range of tubular management services including inventory management systems, mobile inspection, in-plant inspection and the refurbishment and rethreading of drill pipe, production tubing and casing.

### ***Petrochemical and Industrial***

The Petrochemical and Industrial segment, which includes the DSG-Canusa and ShawFlex divisions, accounted for 12% of consolidated revenue for the three months ended June 30, 2012. Operations within this segment utilize polymer and adhesive technologies that were developed for the Pipeline and Pipe Services segment and are now being applied to applications in Petrochemical and Industrial markets.

- DSG-Canusa is a global manufacturer of heat-shrinkable products including thin, medium and heavy-walled tubing, sleeves and molded products as well as heat-shrink accessories and equipment.
- ShawFlex is a manufacturer of wire and cable for control, instrumentation, thermocouple, power, marine and robotics applications.

## 2.0 Financial Highlights

### 2.1 Selected Second Quarter Financial Information

(in thousands of Canadian dollars)	Three Months ended			Six Months ended				
	June 30,			June 30,				
	2012	2011		2012	2011			
<b>Revenue</b>	\$	<b>326,923</b>	\$	264,541	\$	<b>639,191</b>	\$	544,007
Cost of goods sold		<b>213,280</b>		169,895		<b>407,054</b>		344,307
Gross profit		<b>113,643</b>		94,646		<b>232,137</b>		199,700
Selling, general and administrative expenses		<b>74,560</b>		60,019		<b>146,536</b>		121,669
Research and development expenses		<b>3,660</b>		3,691		<b>6,765</b>		6,608
Foreign exchange losses (gains)		<b>399</b>		(4,367)		<b>1,244</b>		(5,715)
Amortization of property, plant and equipment		<b>10,422</b>		10,789		<b>20,327</b>		20,787
Amortization of intangible assets		<b>1,807</b>		1,854		<b>3,615</b>		3,596
<b>Income from Operations</b>		<b>22,795</b>		22,660		<b>53,650</b>		52,755
(Gain) loss on investment in associate		<b>(1,450)</b>		3,583		<b>(2,718)</b>		5,018
Finance (income)/ costs, net		<b>(604)</b>		1,200		<b>(191)</b>		2,213
Income before income taxes and non-controlling interest		<b>24,849</b>		17,877		<b>56,559</b>		45,524
Income taxes		<b>4,331</b>		2,174		<b>11,881</b>		9,336
Non-controlling interest		<b>(886)</b>		–		<b>–</b>		–
<b>Net Income (attributable to shareholders of the Company)</b>	\$	<b>21,404</b>	\$	15,703	\$	<b>44,678</b>	\$	36,188
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Add:								
Non-controlling interest		<b>(886)</b>		–		<b>–</b>		–
Income taxes		<b>4,331</b>		2,174		<b>11,881</b>		9,336
Finance (benefits) costs, net		<b>(604)</b>		1,200		<b>(191)</b>		2,213
(Gain) loss on investment in associate		<b>(1,450)</b>		3,583		<b>(2,718)</b>		5,018
Amortization of property, plant, equipment and intangible assets		<b>12,229</b>		12,643		<b>23,942</b>		24,383
<b>EBITDA<sup>(a)</sup></b>	\$	<b>35,024</b>	\$	35,303	\$	<b>77,592</b>	\$	77,138
<b>Per Share Information</b>								
<b>Net Income</b>								
Basic (Classes A and B)	\$	<b>0.30</b>	\$	0.22	\$	<b>0.63</b>	\$	0.51
Diluted (Classes A and B)	\$	<b>0.30</b>	\$	0.21	\$	<b>0.63</b>	\$	0.50

(a) Earnings before interest, income taxes, depreciation and amortization ("EBITDA") is a non-GAAP measure and should not be considered as an alternative to net income or any other measure of performance under GAAP. Non-GAAP measures do not have standardized meanings under IFRS. The Company's method of calculating these measures may differ from other entities and as a result may not necessarily be comparable to measures used by other entities. Refer to section 9 - Reconciliation of non-GAAP measures, for additional information with respect to non-GAAP measures used by the Company.

(in thousands of Canadian dollars)	June 30,	December 31,		
	2012	2011		
<b>Total Assets</b>	\$	<b>1,674,266</b>	\$	1,226,749
<b>Total Non-current Liabilities</b>	\$	<b>301,578</b>	\$	110,342

#### Revenue

Consolidated revenue increased 24%, or \$62.4 million, from \$264.5 million during the second quarter of 2011 to \$326.9 million during the second quarter of 2012, due to increases of \$57.3 million, or 25%, in the Pipeline and Pipe Services segment and \$3.7 million, or 10%, in the Petrochemical and Industrial segment.

Consolidated revenue increased by \$95.2 million, or 18%, from \$544.0 million for the six month period ended June 30, 2011 to \$639.2 for the six month period ended June 30, 2012, due to an increase of \$ 85.7 million, or 18%, in the Pipeline and Pipe Services segment and \$8.1 million, or 12%, in the Petrochemical and Industrial segment.

## *Income from Operations*

Operating Income increased by \$0.1 million, from \$22.7 million during the second quarter of 2011 to \$22.8 million during the second quarter of 2012. Gross profit increased by \$19.0 million but was partially offset by an increase in selling, general and administration expenses (“SG&A”) of \$14.5 million and a foreign exchange loss of \$0.4 million recorded in the second quarter of 2012 compared to a foreign exchange gain of \$4.4 million in the second quarter of 2011.

Higher revenue, as explained above, generated the increased gross profit, partially offset by a 1.0 percentage point decrease in gross margin, mainly driven by product and project mix and mobilization and ramp up expenses incurred in Asia Pacific for major project activity slated for the next several quarters.

SG&A expenses increased by \$14.5 million compared with the second quarter of 2011 with two factors accounting for the increase. First, SG&A expenses were higher year over year due to a \$11.6 million increase in salaries, other personnel related costs and management incentive compensation, as a result of the acquisition of CSI, additions to support anticipated growth, and the mobilization and ramp up in Asia Pacific of major project activity. Secondly, rental costs were higher by \$1.8 million due to additional site requirements for the Dragon Cigma project in Trinidad and the Wheatstone and Itchthys projects in Asia Pacific.

Operating Income increased by \$0.9 million from the six month period ended June 30, 2011 to \$53.7 million during the comparable period in 2012, with gross profit increasing by \$32.4 million on higher revenues, as explained above, partially offset by an increase in SG&A expenses of \$24.9 million and a foreign exchange loss of \$1.2 million recorded in 2012 compared to a foreign exchange gain of \$5.7 million in 2011.

The increase in gross profit resulted from higher revenue of \$95.2 million, as explained above, coupled with a slightly lower gross profit margin of 0.4 percentage points due to product and project mix and costs relating to the mobilization and ramp up of activity in Trinidad and Asia Pacific, as explained above.

SG&A expenses increased by \$24.9 million in 2012 compared to 2011, with two factors accounting for the increase. First, SG&A expenses were higher year over year due to an \$18.5 million increase in salaries, other personnel related costs and management incentive compensation, as a result of the acquisition of CSI and other additions to support anticipated growth and mobilization and ramp up in Trinidad and Asia Pacific. These mobilizations also necessitated an increase in equipment repairs and higher rental costs of \$4.0 million. Finally, restructuring charges amounting to \$1.9 million for the Leith, Scotland and Kembla Grange, Australia facilities were recorded in the first quarter of 2012.

## *Net Income*

Net income increased by \$4.8 million from \$15.7 million during the quarter ended June 30, 2011 to \$20.5 million during the quarter ended June 30, 2012, mainly due to a gain on investment in associate of \$1.5 million and finance income of \$0.6 million during the second quarter of 2012, compared to a loss on investment in associate of \$3.6 million and finance costs of \$1.2 million during the second quarter of 2011, respectively, partially offset by higher income taxes of 2.2 million.

Net income increased by \$8.5 million from \$36.2 million during the first half of 2011 to \$44.7 million during the first half of 2012, mainly due to a gain on investment in associate of \$2.7 million and finance income of \$0.2 million during the first half of 2012, compared to a loss on investment in associate of \$5.0 million and finance costs of \$2.2 million during the first half of 2012, respectively, partially offset by higher income taxes of 2.5 million.

## **2.2 Foreign Exchange Impact**

The following table sets forth the significant currencies in which the Company operates and the average foreign exchange rates for these currencies versus Canadian dollars, for the following periods:

	Three Months ended June 30,		Six Months ended June 30,	
	2012	2011	2012	2011
U.S. dollar	<b>1.0092</b>	0.9694	<b>1.0098</b>	0.9812
Euro	<b>1.2992</b>	1.3860	<b>1.3086</b>	1.3683
British Pounds	<b>1.5955</b>	1.5725	<b>1.5858</b>	1.5766

The following table sets forth the impact on revenue, income from operations and net income, compared with the prior year period, as a result of foreign exchange fluctuations on the translation of foreign currency operations.

(in thousands of Canadian dollars)

				<b>Q2-2012 YTD versus Q2-2011 YTD</b>
		<b>Q2-2012 Versus Q1-2012</b>	<b>Q2-2012 versus Q2-2011</b>	
Revenue	\$	<b>(154)</b>	\$ 4,918	\$ 5,844
Income from operations		<b>192</b>	1,564	1,831
Net income	\$	<b>676</b>	\$ 2,436	\$ 2,102

In addition to the translation impact noted above, the Company recorded a foreign exchange loss of \$0.4 million in the second quarter of 2012 compared to a gain of \$4.4 million for the comparable period in the prior year, as a result of the impact of changes in foreign exchange rates on monetary assets and liabilities and short term foreign currency intercompany loans within the group, net of hedging activities. The Company recorded a foreign exchange loss of \$1.2 million for the six months ended June 30, 2012 compared to a gain of \$5.7 million in the comparable period in 2011.

### **3.0 Results from Operations**

#### **3.1 Business Developments for the Period**

##### *Significant Business Contracts*

In January 2012, the Company was awarded a significant contract from Technip USA to provide concrete weight coatings, anode installation and other related services for a Latin American pipeline project, consisting of approximately 100 km of 36" pipe to be installed offshore for the transportation of natural gas. Bredero Shaw has mobilized two Compression Coat Technology (CCT) concrete weight coating plants to La Brea, Trinidad for this project. Operations commenced during the second quarter of 2012.

In February 2012, the Company was awarded the Ichthys LNG project by Mitsui & Co., with a value in excess of US\$400 million, to provide pipeline coatings and related products and services for the gas export pipeline. The Ichthys LNG project is a joint venture between INPEX and Total. The contract involves coating 889 km of 42" pipe that will be protected with Asphalt Enamel coating, SureFlo™ internal coating and HeviCote® concrete weight coating. In addition, Bredero Shaw has received a contract for anode procurement and installation as well as custom coating. The Company will execute the work starting in the third quarter of 2012 at Bredero Shaw's facilities in Kabil, Indonesia and Kuantan, Malaysia.

In March 2012, the Company was awarded the Ruby Gas Field Development Project, which has a value in excess of US\$30 million from PEARLOIL (Sebuku) Limited, a wholly-owned subsidiary of Pearl Energy, which is the Southeast Asia operating arm of Mubadala Oil & Gas, a business unit of Mubadala Development Company, to provide pipeline coatings and related products and services. The Ruby Field Development export pipeline will connect the offshore gas field to a dedicated receiving terminal in North Bontang, East Kalimantan, Indonesia and a tie-in pipeline will connect the receiving terminal to Total's onshore facilities at Senipah in East Kalimantan.

In May 2012, the Company was awarded the Julimar Development Project, which has a value in excess of US\$45 million, to provide pipeline coatings and related products and services. The Apache-operated Julimar Development Project is a joint venture between Apache (65%) and Kuwait Foreign Petroleum Exploration Company (KUFPEC) (35%). The project will supply raw gas from the Julimar and Brunello gas fields to the Chevron-operated Wheatstone Project in Western Australia. Apache and KUFPEC hold 13 percent and 7 percent respectively in the Wheatstone Project. The Wheatstone Project is one of Australia's largest resource projects and will consist of LNG export and domestic gas processing facilities. The contract involves coating 47 km of 18 inch pipe that will be protected with various configurations of three-layer polypropylene anticorrosion coating, Thermitite® five-layer polypropylene insulation and HeviCote® concrete weight coating. In addition, Bredero Shaw has also received a contract for anode procurement and installation. Work will commence on the Julimar Project during the second quarter of 2013. The company will execute the work at Bredero Shaw's facility in Kuantan, Malaysia.

In June 2012, the Company was awarded a second Ichthys LNG Project with a value in excess of US\$100 million from McDermott Australia Pty. Ltd. to provide pipeline coatings and related products and services for the flowlines and tie-in spools. This project is in addition to the contract for the gas export pipeline announced on February 14, 2012. The Ichthys LNG Project is a joint venture between INPEX (Operator) and Total. Gas from the Ichthys Field, in the Browse Basin approximately 200 km offshore Western Australia, will be gathered using the risers and flowlines and will undergo preliminary processing at the offshore central processing facility to remove water and extract condensate. The gas will then be exported via an 889 km subsea pipeline to the onshore LNG facility to be located at Blaydin Point, Darwin, Northern Australia. The Ichthys LNG Project is expected to produce 8.4 million tonnes of LNG and 1.6 million tonnes of LPG per annum, along with approximately 100,000 barrels of condensate per day at peak. The contract involves coating approximately 148 km of 6" to 18" diameter pipe that will be protected with three-layer polypropylene anticorrosion coating and Thermitite® multi-layer polypropylene insulation. Work will

commence during the second quarter of 2013. The company will execute the work at Bredero Shaw's facilities in Kabil, Indonesia and Kuantan, Malaysia.

In July 2012, the Company was awarded contracts with a value in excess of US\$40 million from the Consortium between Dragados Offshore and Swiber Offshore Construction and from Tubacero S.A. de C.V. to provide pipeline coatings and related products and services for the Linea 5 Pipeline Project operated by Petróleos Mexicanos (PEMEX). The Linea 5 Project will consist of approximately 77 km of 36" pipe to be installed offshore between the Plataforma Enlace Litoral and the Terminal Maritima de Dos Bocas in the Bay of Campeche, Mexico.

#### *Investment in Socotherm S.p.A.*

On July 2, 2010, the Company made an equity investment in Fineglade Limited (Ireland) ("Fineglade") in the amount of US\$24.7 million (CDN\$25.7 million at the then current exchange rate) to form an investor group with two private equity firms, 4D Global Energy Investments of Paris, France and Sophia Capital of Buenos Aires, Argentina with the Company holding a 40% interest in the investor group. Fineglade was formed to complete a share capital investment in Socotherm S.p.A. ("Socotherm") and has resulted in Fineglade attaining a 95% ownership interest in Socotherm. The Company also entered into a shareholders' agreement with the other shareholders of Fineglade that provides the Company with significant influence over the strategic operating, investing and financing activities of Fineglade, without having joint control.

During the fourth quarter of 2010, the Company made an incremental investment in Fineglade of US\$5.1 million (\$5.2 million at the then current exchange rate) as its pro rata share of a secured bridge loan provided by Fineglade to Socotherm, and a further investment in Socotherm of US\$3.3 million (\$3.4 million at the then current exchange rate) to discharge additional liabilities.

During the year ended December 31, 2011, the Company invested an additional US\$10.7 million (\$10.5 million at the then current exchange rate) in Fineglade as its pro rata share of a potential future capital increase by Fineglade in Socotherm. The Company advanced a loan to Fineglade in the amount of US\$8.5 million (\$8.2 million at the then current exchange rate) with a maturity date of December 31, 2013. The interest rate on this loan is reset on a quarterly basis at the three month LIBOR rate plus 2.0%. The Company also advanced another loan to Fineglade in the amount of US\$2.0 million (\$2.1 million at the then current exchange rate), payable on demand and bearing an upfront fee of 4%.

During the second quarter of 2012, the Company advanced a loan to Fineglade in the amount of US\$2.0 million (\$2.1 million at the then current exchange rate), payable on demand, and bearing an upfront fee of 2%.

On April 18, 2012, 4D Global Energy Investments sold its 30% interest in Fineglade to Sophia Capital. Fineglade, which currently holds 96% of the outstanding shares of Socotherm S.P.A., is now owned 40% by the Company and 60% by Sophia Capital. The Company and Sophia Capital also agreed on certain arrangements that will govern Fineglade, pursuant to which the Company has provided a €45 million (\$58.7 million at the then current exchange rate) secured loan to Sophia Capital due in 2013. Under these new arrangements, Socotherm will have a five person Board of Directors, two of which will be nominated by the Company. The Company and Sophia Capital have also entered into a put and call agreement whereby, commencing in 2013 and continuing for three years, Sophia Capital could require the Company to purchase Sophia Capital's 60% interest in Fineglade and the Company could require Sophia Capital to sell such interest to the Company at a formula price based, in part, on events transpiring throughout the remainder of this year. The net fair value of this agreement as at June 30, 2012 is \$1.0 million and has been classified under non-current financial instrument liability on the unaudited consolidated balance sheet.

#### *Renewal of Normal Course Issuer Bid ("NCIB")*

On November 30, 2011, the Company received approval from the TSX to renew its NCIB for an additional one year period expiring on November 30, 2012. Under the terms of the renewal, the Company is authorized to acquire, through the facilities of the TSX, up to 3,000,000 of the then issued and outstanding Class A Subordinate Voting Shares and up to 100,000 of the then issued and outstanding Class B Multiple Voting Shares. These two amounts comprised approximately 5.81% and 9.36% of the public float outstanding as at December 31, 2011 for Class A Subordinate Voting Shares and Class B Multiple Voting Shares, respectively. Daily purchases are limited to 27,449 Class A Subordinate Voting Shares and 1,000 Class B Multiple Voting Shares, other than for block purchase exemptions. All Class A Subordinate Voting Shares and Class B Multiple Voting Shares purchased under the NCIB will be cancelled. Please refer to section 5.8 – Outstanding Share Capital, for additional information with respect to the Company's Class A Subordinate Voting Shares and Class B Multiple Voting Shares.

During the six month periods ended June 30, 2012, 572,000 Class A shares were repurchased and cancelled for total consideration of \$18.9 million, compared to 100,000 Class A shares for a total consideration of \$3.0 million in the comparable period in 2011.

## 3.2 Consolidated Information

### Revenue

The following table sets forth revenue by reportable operating segment for the following periods:

(in thousands of Canadian dollars)	Three months ended			Six months ended	
	June 30, 2012	March 31, 2012	June 30, 2011	June 30, 2012	June 30, 2011
Pipeline and Pipe Services	\$ 287,931	\$ 274,897	\$ 230,624	\$ 562,828	\$ 477,092
Petrochemical and Industrial	39,528	37,753	35,787	77,281	69,149
Elimination	(536)	(382)	(1,870)	(918)	(2,234)
	\$ 326,923	\$ 312,268	\$ 264,541	\$ 639,191	\$ 544,007

#### *Second Quarter 2012 versus Second Quarter 2011*

Consolidated revenue increased 24 %, or \$62.4 million, from \$264.5 million during the second quarter of 2011 to \$326.9 million during the second quarter of 2012, due to increases of \$57.3 million, or 25 %, in the Pipeline and Pipe Services segment and \$3.7 million, or 10 %, in the Petrochemical and Industrial segment.

Revenue for the Pipeline and Pipe Services segment was higher in the second quarter of 2012 than in the second quarter of 2011, mainly because of increased activity in North America, Latin America and EMAR, and was partially offset by marginally lower revenue in Asia Pacific. See section 3.3.1 – Pipeline and Pipe Services segment for additional disclosure with respect to the change in revenue in the Pipeline and Pipe Services segment.

Revenue for the Petrochemical and Industrial segment was higher in the second quarter of 2012 than in the second quarter of 2011, mainly because of an increase of 29% in North American revenues, partially offset by decreased activity in EMAR and Asia Pacific. See section 3.3.2 – Petrochemical and Industrial segment for additional disclosure with respect to the change in revenue in the Petrochemical and Industrial segment.

#### *Second Quarter 2012 versus First Quarter 2012*

Consolidated revenue increased by \$14.7 million, or 5%, from \$312.3 million during the first quarter of 2012 to \$326.9 million during the second quarter of 2012, due to increases of \$13.0 million, or 5%, in the Pipeline and Pipe Services segment and \$1.8 million, or 5 %, in the Petrochemical and Industrial segment.

Revenue for the Pipeline and Pipe Services segment in the second quarter of 2012 was \$13.0 million higher than in the first quarter of 2012, primarily due to increased activity in EMAR, Latin America and Asia Pacific, partially offset by lower revenue in North America. See section 3.3.1 – Pipeline and Pipe Services segment for additional disclosure with respect to the change in revenue in the Pipeline and Pipe Services segment.

Revenue for the Petrochemical and Industrial segment increased by \$1.8 million during the second quarter of 2012 compared to the first quarter of 2012, primarily due to higher activity levels in North America. See section 3.3.2 – Petrochemical and Industrial segment for additional disclosure with respect to the change in revenue in the Petrochemical and Industrial segment.

#### *Six Months ended June 30, 2012 versus Six Months ended June 30, 2011*

Consolidated revenue increased by \$95.2 million, or 18%, from \$544.0 million for the six month period ended June 30, 2011 to \$639.2 for the six month period ended June 30, 2012, due to an increase of \$ 85.7 million, or 18%, in the Pipeline and Pipe Services segment and \$8.1 million, or 12%, in the Petrochemical and Industrial segment.

Revenue for the Pipeline and Pipe Services segment in 2012 was \$562.8 million, or \$85.7 million higher than in 2011, primarily due to higher revenue in North America, EMAR and Latin America, partially offset by lower activity in Asia Pacific. See section 3.3.1 – Pipeline and Pipe Services segment for additional disclosure with respect to the change in revenue in the Pipeline and Pipe Services segment.

Revenue for the Petrochemical and Industrial segment increased by \$8.1 million in 2012 compared to 2011, primarily due to higher activity levels in North America. See section 3.3.2 – Petrochemical and Industrial segment for additional disclosure with respect to the change in revenue in the Petrochemical and Industrial segment.

## ***Income from Operations***

The following table sets forth income from operations ("Operating Income") and Operating Margin for the following periods:

(in thousands of Canadian dollars)

	<b>Three months ended</b>			<b>Six months ended</b>	
	<b>June 30, 2012</b>	March 31, 2012	June 30, 2011	<b>June 30, 2012</b>	June 30, 2011
Operating Income	\$ 22,795	\$ 30,855	\$ 22,660	\$ 53,650	\$ 52,755
Operating Margin <sup>(a)</sup>	<b>7.0%</b>	9.9%	8.6%	<b>8.4%</b>	9.7%

(a) Operating Margin is defined as Operating Income divided by revenue.

### ***Second Quarter 2012 versus Second Quarter 2011***

Operating Income increased by \$0.1 million, from \$22.7 million during the second quarter of 2011 to \$22.8 million during the second quarter of 2012. Gross profit increased by \$19.0 million but was partially offset by an increase in selling, general and administration expenses ("SG&A") of \$14.5 million and a foreign exchange loss of \$0.4 million recorded in the second quarter of 2012 compared to a foreign exchange gain of \$4.4 million in the second quarter of 2011.

Higher revenue, as explained above, generated the increased gross profit, partially offset by a 1.0 percentage point decrease in gross margin, mainly driven by product and project mix and mobilization and ramp up expenses incurred in Asia Pacific for major project activity slated for the next several quarters.

SG&A expenses increased by \$14.5 million compared with the second quarter of 2011 with two factors accounting for the increase. First, SG&A expenses were higher year over year due to a \$11.6 million increase in salaries, other personnel related costs and management incentive compensation, as a result of the acquisition of CSI, additions to support anticipated growth, and the mobilization and ramp up in Asia Pacific of major project activity. Secondly, rental costs were higher by \$1.8 million due to additional site requirements for the Dragon Cigma project in Trinidad and the Wheatstone and Ichthys projects in Asia Pacific.

### ***Second Quarter 2012 versus First Quarter 2012***

Operating Income decreased by \$8.1 million from the first quarter of 2012 to \$22.8 million during the second quarter of 2012, with gross profit decreasing by \$4.9 million and SG&A expenses increasing by \$2.6 million.

The decrease in gross profit resulted from a decrease in gross margin of 3.2 percentage points, driven primarily by an unfavourable change in product and project mix combined with mobilization and ramp up expenses incurred in Asia Pacific for major product activity slated for the next several quarters.

SG&A expenses increased by \$2.6 million compared with the first quarter of 2012. SG&A expenses were higher in the second quarter of 2012 due to a \$4.2 million increase in salaries, other personnel related costs and management incentive compensation, to support anticipated growth and the mobilization and ramp up in Asia Pacific of major project activity. This was partially offset by \$1.9 million in restructuring charges for the Leith, Scotland and Kembla Grange, Australia facilities recorded in the first quarter of 2012.

### ***Six Months ended June 30, 2012 versus Six Months ended June 30, 2011***

Operating Income increased by \$0.9 million from the six month period ended June 30, 2011 to \$53.7 million during the comparable period in 2012, with gross profit increasing by \$32.4 million on higher revenues, as explained above, partially offset by an increase in SG&A expenses of \$24.9 million and a foreign exchange loss of \$1.2 million recorded in 2012 compared to a foreign exchange gain of \$5.7 million in 2011.

The increase in gross profit resulted from higher revenue of \$95.2 million, as explained above, coupled with a 0.4 percentage point lower gross profit margin due to product and project mix and costs relating to the mobilization and ramp up of activity in Trinidad and Asia Pacific, as explained above.

SG&A expenses increased by \$24.9 million in 2012 compared to 2011, with two factors accounting for the increase. First, SG&A expenses were higher year over year due to an \$18.5 million increase in salaries, other personnel related costs and management incentive compensation, as a result of the acquisition of CSI and other additions to support anticipated growth and mobilization and ramp up in Trinidad and Asia Pacific. These mobilizations also necessitated an increase in equipment repairs and higher

rental costs of \$4.0 million. Finally, restructuring charges amounting to \$1.9 million for the Leith, Scotland and Kembla Grange, Australia facilities were recorded in the first quarter of 2012.

### ***Finance Costs, net***

The following table sets forth the components of finance costs, net for the following periods:

	<b>Three months ended</b>			<b>Six months ended</b>	
	<b>June 30, 2012</b>	<b>March 31, 2012</b>	<b>June 30, 2011</b>	<b>June 30, 2012</b>	<b>June 30, 2011</b>
Interest income in short-term deposits	\$ (1,001)	\$ (92)	\$ (306)	\$ (1,093)	\$ (502)
Interest expense, other	397	505	1,168	902	2,033
Interest expense on long-term debt	–	–	338	–	682
Finance (income) costs, net	\$ (604)	\$ 413	\$ 1,200	\$ (191)	\$ 2,213

#### ***Second Quarter 2012 versus Second Quarter 2011***

In the second quarter of 2012, net finance income was \$0.6 million, compared to a net finance cost of \$1.2 million during the second quarter of 2011, as a result of lower accretion expense on certain non-current liabilities, no interest expense on long term debt and higher interest income on short-term deposits.

#### ***Second Quarter 2012 versus First Quarter 2012***

In the second quarter of 2012, net finance income was \$0.6 million, compared to a net finance cost of \$0.4 million during the first quarter of 2011, as a result of lower accretion expense on certain non-current liabilities and higher interest income on short-term deposits.

#### ***Six Months ended June 30, 2012 versus Six Months ended June 30, 2011***

In the six months ended June 30, 2012, net finance income was \$0.2 million, compared to a net finance cost of \$2.2 million during the comparable period of 2011, as a result of lower accretion expense on certain non-current liabilities, no interest expense on long term debt and higher interest income on short-term deposits.

### ***Income Taxes***

#### ***Second Quarter 2012 versus Second Quarter 2011***

The Company recorded an income tax expense of \$4.3 million (17% of income before income taxes) in the second quarter of 2012, compared to an income tax expense of \$2.2 million (12% of income before income taxes) in the second quarter of 2011. The effective tax rate in the second quarter of 2012 was lower than the Company's expected effective income tax rate of 27%, due to the significant portion of the Company's taxable income that was earned in Asia Pacific, the Middle East and other jurisdictions where the expected tax rate is 25% or less. In addition, the second quarter included reversals of tax reserves as a result of the favourable settlement of certain items in dispute with tax authorities. The effective income tax rate in the second quarter of 2011 was much lower than the expected tax rate of 27% because it included the benefit resulting from the recognition of previously unrecognized deferred tax assets as a result of the reorganization of the corporate structure in certain foreign jurisdictions

#### ***Second Quarter 2012 versus First Quarter 2012***

The Company recorded an income tax expense of \$4.3 million (17% of income before income taxes) in the second quarter of 2012, compared to an income tax expense of 7.6 million (24% of income before income taxes) in the first quarter of 2012. The effective income tax rate in the second quarter of 2012 was much lower than in the first quarter of 2012 due to the reversal of tax reserves resulting from the favourable settlement of certain items in dispute with tax authorities.

#### ***Six Months ended June 30, 2012 versus Six Months ended June 30, 2011***

The Company recorded an income tax expense of \$11.9 million (21% of income before income taxes) during the six-month period ended June 30, 2012, compared to an income tax expense of \$9.3 million (21% of income before income taxes) during the six-month period ended June 30, 2011. The effective income tax rate for the six months ending June 30, 2012 is much lower than the expected income tax rate of 27% for the reasons discussed above.

### 3.3 Segment Information

#### 3.3.1 Pipeline and Pipe Services Segment

The following table sets forth, by geographic location, the Revenue, Operating Income and Operating Margin for the Pipeline and Pipe Services segment for the following periods:

	Three months ended			Six months ended	
	June 30, 2012	March 31, 2012	June 30, 2011	June 30, 2012	June 30, 2011
North America	\$ 146,054	\$ 154,315	\$ 127,564	\$ 300,370	\$ 242,753
Latin America	21,990	14,934	6,942	36,924	10,416
EMAR	68,661	58,429	43,384	127,090	111,572
Asia Pacific	51,226	47,219	52,734	98,444	112,351
<b>Total Revenue</b>	<b>\$ 287,931</b>	<b>\$ 274,897</b>	<b>\$ 230,624</b>	<b>\$ 562,828</b>	<b>\$ 477,092</b>
<b>Operating Income</b>	<b>\$ 26,309</b>	<b>\$ 37,547</b>	<b>\$ 18,435</b>	<b>\$ 63,855</b>	<b>\$ 53,096</b>
<b>Operating Margin</b>	<b>9.1%</b>	<b>13.7%</b>	<b>8.0%</b>	<b>11.3%</b>	<b>11.1%</b>

#### *Second Quarter 2012 versus Second Quarter 2011*

Revenue in the second quarter of 2012 was \$287.9 million, an increase of \$57.3 million, or 25%, over the second quarter of 2011. This was driven by significant volume improvements in EMAR, North America and Latin America, partially offset by marginally lower activity in Asia Pacific:

- In North America, revenue increased by \$18.5 million, or 14%, as a result of growth in flexible composite pipe and small diameter pipe coating sales, significantly increased activity from the Jack St. Malo project and increased market share in tubular management services. These increases were partially offset by lower large diameter activity in Canada and pipe weld inspection volumes in the US.
- Revenue in Latin America increased by \$15.0 million as a result of the start of production at the Dragon Cigma project in Trinidad, plus increased activity in Brazil and Mexico.
- EMAR revenue increased by \$25.3 million, or 58%, due to increased volume from the Barzan project at Ras Al Khaimah, UAE ("RAK") and increased project activity in Orkanger, Norway.
- In Asia Pacific, revenue decreased \$1.5 million, or 3%, from the second quarter of 2011, mainly due to a reduction in major project activity compared with the prior year, when the South Mahakam and Macedon projects in Kabil, Indonesia, and the Gazprom Kirinskoe and PNG LNG projects in Kuantan, Malaysia had all been in full production, partially offset by the M9 Zawtika project at Kabil, Indonesia.

Operating Income in the second quarter of 2012 was \$26.3 million compared to \$18.4 million in the second quarter of 2011, an increase of \$7.9 million, or 43%, primarily due to the increase in revenue as explained above, partially offset by lower gross margin and an increase in SG&A expenses as explained in section 3.2 above.

#### *Second Quarter 2012 versus First Quarter 2012*

Revenue was \$287.9 million in the second quarter of 2012, an increase of \$13.0 million, or 5%, from \$274.9 million in the first quarter of 2012. Activity levels in EMAR, Asia Pacific and Latin America were higher in the second quarter of 2012 compared to the first quarter of 2011, partially offset by a decrease in North America revenue:

- Revenue in North America decreased by \$8.3 million, or 5%, due to a decline in small diameter project activity in Canada, lower sales of flexible composite pipe and tubular management services compared to the first quarter, partially offset by increased volumes from the Jack St. Malo, Cardon IV, Bakken and South Bend projects.
- In Latin America, revenue was higher by \$7.1 million, or 47%, due to the start of production on the Dragon Cigma project in Trinidad, and increased activity in Mexico.
- EMAR revenue increased by \$10.2 million, or 17%, primarily due to increased volumes from the Barzan project in RAK and the Tordis project in Orkanger, Norway, partially offset by lower activity at the Leith, Scotland facility.

- Revenue in Asia Pacific increased by \$4.0 million, or 8%, due to increased volumes from the M9 Zawtika project partially offset by lower activity at the Kuantan, Malaysia facility.

Operating Income in the second quarter of 2012 was \$26.3 million compared to \$37.5 million in the first quarter of 2012, a decrease of \$11.2 million, or 30%, with the operating margin decreasing by 4.6 percentage points to 9.1%. The decrease in operating income is primarily due to a 4.2 percentage point decrease in gross profit margin due to unfavourable changes in project mix and mobilization and ramp up in Asia Pacific of major project activity, and an increase in SG&A expenses, as explained in section 3.2.

### *Six Months ended June 30, 2012 versus Six Months ended June 30, 2011*

Revenue in the Pipeline and Pipe Services segment for the six month period ended June 30, 2012 was \$562.8 million, an increase of \$85.7 million, or 18%, from \$477.1 million in the comparable period in the prior year. Activity levels in North America, EMAR and Latin America were significantly higher in 2012 compared to 2011, partially offset by a decrease in Asia Pacific revenue:

- Revenue in North America increased by \$57.6 million, or 24%, due to increased sales of small diameter pipe coating, flexible composite pipe, tubular management services and increased activity on the Jack St. Malo project, partially offset by lower large diameter pipe coating and pipe weld inspection service revenue.
- In Latin America, revenue was higher by \$26.5 million, or 255%, due to higher activity levels on the P55 Risers project in Brazil, the Dragon Cigma project in Trinidad and at the Veracruz and Monterrey facilities in Mexico.
- EMAR revenue increased by \$15.5 million, or 14%, primarily due to increased activity levels in RAK and Orkanger, Norway, partially offset by the reduction in volumes at the Leith, Scotland facility.
- Revenue in Asia Pacific decreased by \$13.9 million, or 12%, in 2012, mainly due to a reduction in major project activity compared with the prior year, when the South Mahakam and Macedon projects in Kabil, Indonesia, and the Gazprom Kirinskoe, Yamal Europe Gas Pipeline and PNG LNG projects in Kuantan, Malaysia had all been in full production, partially offset by the M9 Zawtika project at Kabil, Indonesia.

Operating Income for the six month period ended June 30, 2012 was \$63.9 million compared to \$53.1 million for the six month period ended June 30, 2011, an increase of \$10.8 million, or 20%. The increase in operating income is due to higher gross profit due to the increase in revenue as explained above, partially offset by an increase in SG&A expenses, as explained in section 3.2.

### **3.3.2 Petrochemical and Industrial Segment**

The following table sets forth, by geographic location, the revenue, Operating Income and Operating Margin for the Petrochemical and Industrial segment for the following periods:

	Three months ended			Six months ended	
	June 30, 2012	March 31, 2012	June 30, 2011	June 30, 2012	June 30, 2011
North America	\$ 25,313	\$ 22,593	\$ 20,738	\$ 47,906	\$ 38,546
EMAR	13,220	14,374	14,020	27,594	28,837
Asia Pacific	\$ 995	\$ 786	\$ 1,029	\$ 1,781	\$ 1,766
<b>Total Revenue</b>	<b>39,528</b>	<b>37,753</b>	<b>35,787</b>	<b>77,281</b>	<b>69,149</b>
<b>Operating Income</b>	<b>\$ 5,424</b>	<b>\$ 5,041</b>	<b>4,471</b>	<b>\$ 10,465</b>	<b>\$ 7,995</b>
<b>Operating Margin</b>	<b>13.7%</b>	<b>13.4%</b>	<b>12.5%</b>	<b>13.5%</b>	<b>11.6%</b>

### *Second Quarter 2012 versus Second Quarter 2011*

Revenue increased in the second quarter by \$3.7 million, or 10 %, to \$39.5 million compared to the second quarter of 2011 due to increased heat shrinkable product shipments in North America and higher shipments of wire and cable products to the oil sands markets.

Operating Income of \$5.4 million in the second quarter of 2012 increased by \$1.0 million or 21%, compared to \$4.5 million in the second quarter of 2011. The increase was primarily due to the higher revenue as explained above and a 1.2 percentage point increase in operating margin due to improved overhead absorption from better facility utilization.

### ***Second Quarter 2012 versus First Quarter 2012***

In the second quarter of 2012, revenue totaled \$39.5 million compared to \$37.8 million in the first quarter of 2012, an increase of \$1.8 million, or 5%. The increase was driven by higher shipments of wire and cable products to the oil sands market, partially offset by lower revenues in the EMAR automotive market.

Operating Income in the second quarter of 2012 was \$5.4 million compared to \$5.0 million in the first quarter of 2012, primarily due to increased gross profit from the higher sales as explained above.

### ***Six Months ended June 30, 2012 versus Six Months ended June 30, 2011***

Revenue increased in the six months ended June 30, 2012 by \$8.1 million, or 12%, to \$77.3 million compared to the comparable period in 2011 due to increased shipments of wire and cable products to the oil sands market combined with increased heat shrinkable product shipments in North America.

Operating Income for the six months ended June 30, 2012 was \$10.5 million compared to \$8.0 million for the six months ended June 30, 2011, an increase of \$2.5 million, or 31%. The increase was primarily due to increased gross profit from the higher revenue as explained above.

### **3.3.3 Financial and Corporate**

Financial and corporate costs include corporate expenses not allocated to the operating segments and other non-operating items, including foreign exchange gains and losses on foreign currency denominated cash and working capital balances. The corporate division of the Company only earns revenue that is considered incidental to the activities of the Company. As a result, it does not meet the definition of a reportable operating segment as defined under IFRS.

The following table sets forth the Company's unallocated financial and corporate expenses, before foreign exchange gains and losses, for the following periods:

(in thousands of Canadian dollars)					
	<b>Three months ended</b>			<b>Six months ended</b>	
	<b>June 30, 2012</b>	March 31, 2012	June 30, 2011	<b>June 30, 2012</b>	June 30, 2011
<b>Loss from operations</b>	<b>\$ (8,539)</b>	\$ (10,888)	\$ (4,613)	<b>\$ (19,426)</b>	\$ (14,051)

### ***Second Quarter 2012 versus Second Quarter 2011***

Financial and corporate costs increased by \$3.9 million from \$4.6 million during the second quarter of 2011 to \$8.5 million during the second quarter of 2012, mainly due to higher personnel related expenses and higher management incentive compensation expenses in 2012 as compared to 2011.

### ***Second Quarter 2012 versus First Quarter 2012***

Financial and corporate costs decreased by \$2.3 million from the first quarter of 2012 to \$8.5 million in the second quarter of 2012, primarily due to the reclassification of decommissioning obligation costs to the Pipeline and Pipe Services segment in the second quarter of 2012, which were previously recorded in the Financial and Corporate segment in the first quarter of 2012.

### ***Six Months ended June 30, 2012 versus Six Months ended June 30, 2011***

Financial and corporate costs increased by \$5.3 million from the six month period ended June 30, 2011 to \$19.4 million for the six month period ended June 30, 2012, primarily due to personnel related expenses and higher management incentive compensation expenses in the first half of 2012 as compared to the first half of 2011.

## 4.0 Liquidity and Capitalization

The following table sets forth the Company's cash flows by activity and cash balances for the following periods:

(in thousands of Canadian dollars)	Three Months ended		Six Months ended	
	June 30,		June 30,	
	2012	2011	2012	2011
<b>Net Income for the Period</b>	\$ 20,518	\$ 15,703	\$ 44,678	\$ 36,188
Non-cash items	13,528	20,636	22,997	41,265
Settlement of decommissioning obligations	(292)	-	(541)	-
Settlement of other provisions	(266)	(2,774)	(410)	(3,124)
(Decrease) Increase in non-current deferred revenue	(78,487)	-	205,876	-
Change in employee future benefits	102	-	804	-
Change in non-cash working capital and foreign exchange	25,318	(22,779)	175,019	(50,037)
Cash (used in) provided by operating activities	(19,579)	10,786	448,423	24,292
Cash used in investing activities	(103,534)	(23,957)	(232,893)	(45,098)
Cash used in financing activities	(22,264)	(30,745)	(37,338)	(34,736)
Foreign exchange gain (loss) on foreign cash and cash	267	(131)	157	(2,543)
<b>Net change in cash and cash equivalents</b>	<b>(145,110)</b>	<b>(44,047)</b>	<b>178,349</b>	<b>(58,085)</b>
Cash and cash equivalents at beginning of period	380,190	141,960	56,731	155,998
<b>Cash and Cash Equivalents at End of Period</b>	<b>\$ 235,080</b>	<b>\$ 97,913</b>	<b>\$ 235,080</b>	<b>\$ 97,913</b>

### 4.1 Cash Provided by Operating Activities

#### *Second Quarter 2012 versus Second Quarter 2011*

Cash used in operating activities was \$19.6 million in the second quarter of 2012 compared to cash provided by operating activities of \$10.8 million in the second quarter of 2011. The decrease of \$30.4 million was primarily due to a decrease in non-current deferred revenue of \$78.5 million and a decrease in non-cash items of \$7.1 million, partially offset by a decrease in non-cash working capital and foreign exchange of \$48.1 million and an increase in net income for the period of \$4.8 million. The decrease in non-cash working capital and foreign exchange was due to an increase in the current portion of deferred revenue of \$67.1 million and in accounts payables and accrued liabilities of \$11.5 million in the quarter, partially offset by an increase in accounts receivable of \$19.2 million and an increase in inventory of \$20.1 million. Net income increased due to higher revenue and operating income as discussed in section 3.2 – Consolidated Information. Non-cash items decreased mainly as result of a gain of \$1.5 million on investment in associate in the second quarter of 2012 compared to a loss of \$3.6 million in the second quarter of 2011.

#### *Six Months ended June 30, 2012 versus Six months ended June 30, 2011*

Cash provided by operating activities increased by \$424.1 million from \$24.3 million during the six month period ended June 30, 2011 to \$448.4 million during the six month period ended June 30, 2012. The increase was primarily due to an increase in non-current deferred revenue of \$205.9 million, a decrease in non-cash working capital and foreign exchange of \$225.1 million, and an increase in net income for the period of \$8.5 million, partially offset by a reduction in non-cash items of \$18.3 million. The increase in non-current deferred revenue was related to certain customer advances being received on long-term contracts. Under these contracts, the customer advances will be repaid through the provision of pipe coating services over the term of these contracts. The decrease in non-cash working capital and foreign exchange was primarily due to an increase in the current portion of deferred revenue of \$239.0 million, partially offset by an increase in inventory of \$31.1 million. Net income increased due to higher revenue and operating income as discussed in section 3.2 – Consolidated Information. Non-cash items decreased mainly as a result of a lower deferred tax expense of \$6.9 million and a gain of \$2.7 million on investment in associate for the six month period ended June 30, 2012 compared to a loss of \$5.0 million for the six month period ended June 30, 2011.

### 4.2 Cash Used in Investing Activities

#### *Second Quarter 2012 versus Second Quarter 2011*

Cash used in investing activities increased by \$79.6 million from \$24.0 million during the second quarter of 2011 to \$103.5 million during the second quarter of 2012, mainly due to an increase in loan receivable of \$61.6 million (refer to section 3.1 – Investment in Socotherm), an increase in short-term investments of \$24.6 million, and an increase in property, plant and

equipment purchases of \$6.2 million during the second quarter of 2012 from the second quarter of 2011, partially offset by a reduction of \$12.8 million relating to a business acquisition that was made in the second quarter of 2011.

### *Six Months ended June 30, 2012 versus Six months ended June 30, 2011*

Cash used in investing activities increased by \$187.8 million from \$45.1 million for the six month period ended June 30, 2011 to \$232.9 million for the six month period ended June 30, 2012, mainly due to an increase in loan receivable of \$61.6 million (refer to section 3.1 – Investment in Socotherm) and an increase in short-term investments of \$144.5 million, partially offset by a \$9.1 million investment in an associate and a \$12.8 million business acquisition made in 2011.

#### **4.3 Cash Used in Financing Activities**

### *Second Quarter 2012 versus Second Quarter 2011*

Cash used in financing activities decreased by \$8.5 million from \$30.7 million during the second quarter of 2011 to \$22.3 million during the second quarter of 2012, mainly due to the repayment of long term debt of \$24.4 million during the second quarter of 2011 compared to nil for the second quarter of 2012, partially offset by an increase in the repurchase of shares in the amount of \$15.9 million during the second quarter of 2012 compared to the second quarter of 2011. Refer to section 3.1 – Business Developments for the Period – NCIB for additional information.

### *Six Months ended June 30, 2012 versus Six Months ended June 30, 2011*

Cash used in financing activities increased by \$2.6 million from \$34.7 million for the six month period ended June 30, 2011 to \$37.3 million for the six month period ended June 30, 2012, mainly due to a decrease in bank indebtedness of \$9.2 million during the six month period ended June 30, 2012 compared to an increase of \$1.8 million in bank indebtedness during the six month period ended June 30, 2011, and the repayment of long term debt of \$24.4 million in 2011 compared to nil in 2012. The increase in cash used in financing activities was partially offset by an increase in the repurchase of shares in the amount of \$15.9 in 2012 compared to 2011. Refer to section 3.1 – Business Developments for the Period – NCIB for additional information.

#### **4.4 Liquidity and Capital Resource Measures**

##### *Accounts Receivables*

The following table sets forth the Company's trade accounts receivable – net balance and days sales outstanding in trade accounts receivables ("DSO") as at:

(in thousands of Canadian dollars)	<b>June 30, 2012</b>	December 31, 2011	Change
Average trade accounts receivables	\$ 251,291	\$ 236,275	\$ 15,016
DSO <sup>(a)</sup>	<b>69</b>	62	7

(a) DSO, a non-GAAP measure, is the average number of days that trade accounts receivables-net are outstanding based on a 90 day cycle. The Company's method of calculating this measure may differ from other entities and as a result may not necessarily be comparable to measures used by other entities. See section 9 – Reconciliation of non-GAAP measures for additional information with respect to DSO.

Average trade accounts receivables increased by \$15.0 million from \$236.3 million as at December 31, 2011 to \$251.3 million as at June 30, 2012 and DSO increased by 7 days from 62 during the fourth quarter of 2011 to 69 during the second quarter of 2012, primarily due to the timing of sales and collection of receivables in the second quarter of 2012 compared to the fourth quarter of 2011.

##### *Inventories*

The following table sets forth the Company's inventories balance as at:

(in thousands of Canadian dollars)	<b>June 30, 2012</b>	December 31, 2011	Change
Inventories	\$ 187,660	\$ 146,786	\$ 40,874

Inventories increased by \$40.9 million from \$146.8 million as at December 31, 2011 to \$187.7 million as at June 30, 2012, due to an increase of raw materials inventory of approximately \$25.5 million, an increase of \$4.0 million in work in process and an

increase of \$11.2 million in finished goods inventory, in anticipation of work to be completed in the third and fourth quarter of 2012.

### ***Accounts Payable***

The following table sets forth the Company's accounts payable balance and days of purchases outstanding in accounts payable and accrued liabilities ("DPO") as at:

(in thousands of Canadian dollars)	<b>June 30,</b>		December		Change
	<b>2012</b>		31, 2011		
Average accounts payable and accrued liabilities	\$	<b>162,492</b>	\$	144,270	\$ 18,222
DPO <sup>(a)</sup>		<b>69</b>		62	7

(a) DPO, a non-GAAP measure, is the number of days from when purchased goods and services are received until payment is made to the suppliers based on a 90 day cycle. The Company's method of calculating this measure may differ from other entities and as a result may not necessarily be comparable to measures used by other entities. See section 9 – Reconciliation of non-GAAP measures, for additional information with respect to DPO.

Average accounts payable and accrued liabilities increased by \$18.2 million, or 13%, from \$144.3 million as at December 31, 2011, to \$162.5 million as at June 30, 2012. DPO increased by 7 days in the second quarter of 2012 compared to the first quarter of 2012, driven by an increase in accounts payable and accrued liabilities and the timing of the purchases.

### **Loan Payable**

The Company's Russian joint venture has a loan from OOO ArkhTekhnoProm in the amount of 600 million Russian roubles (\$21.3 million at the then current exchange rate) payable on demand. The Company's portion of this loan that has been proportionately consolidated and included on the interim consolidated balance sheet as at June 30, 2012 is \$5.5 million or 173 million Russian roubles at the current exchange rate (December 31, 2011 – \$5.0 million or 156 million Russian roubles at the then current exchange rate). Interest is calculated on this loan at 9.625% per annum and is to be paid over the period of actual use. In the event that the Company's Russian joint venture fails to repay the outstanding loan within the time specified by the loan agreement, a penalty in the amount of 24% per annum will be assessed on the outstanding loan amount on a daily basis.

## **4.5 Commitments, Contingencies and Off Balance Sheet Arrangements**

### ***Legal Claims***

In the ordinary course of business activities, the Company may be contingently liable for litigation and claims with customers, suppliers, ex-employees and other third parties. Management believes that adequate provisions have been recorded in the accounts where required. Although it is not possible to estimate the extent of potential costs and losses, if any, management believes, but can provide no assurance, that the ultimate resolution of such contingencies would not have a material adverse effect on the consolidated financial position of the Company.

### ***Performance, Bid and Surety Bonds***

The Company provides standby letters of credit for performance, bid and surety bonds through financial intermediaries to various customers in support of project contracts for the successful execution of these contracts. If the Company fails to perform under the terms of the contract, the customer has the ability to draw upon all or a portion of the bond as compensation for the Company's failure to perform. The contracts which these performance bonds support generally have a term of one to three years, but could extend up to four years. Bid bonds typically have a term of less than one year and are renewed, if required, over the term of the applicable contract. If the Company is unwilling to issue performance and other types of bonds, it could have a materially adverse effect on the ability of the Company to generate revenue. Historically, the Company has not made and does not anticipate that it will be required to make material payments under these types of bonds.

The following table presents the Company's total credit facilities as at:

(in thousands of Canadian dollars)

	<b>June 30,</b>	December 31,
	<b>2012</b>	2011
Bank indebtedness	<b>3,089</b>	12,281
Standard letters of credit for performance, bid and surety bonds	<b>\$ 82,651</b>	\$ 61,555
Total utilized credit facilities	<b>85,740</b>	73,836
Total available credit facilities	<b>236,449</b>	236,168
<b>Unutilized credit facilities<sup>(a)</sup></b>	<b>\$ 150,709</b>	\$ 162,332

(a) Excludes the banking facilities of the Company's 30% owned joint venture, Arabian Pipe Coating Company Ltd. ("APCO")

On June 22, 2011, the Company renewed its unsecured Bank Credit Facility for a period of four years, with terms and conditions similar to the prior agreement, except that the maximum borrowing limit was reduced from US\$190.0 million to US\$150.0 million, with an option to increase the credit limit to US\$200.0 million with the consent of lenders.

### ***Debt Covenants***

The Company has undertaken to maintain certain covenants in respect of the Unsecured Committed Bank Credit Facility. Specifically, the Company is required to maintain a Fixed Charge Coverage Ratio (Earnings Before Interest, Taxes, Depreciation and Amortization ("EBITDA") divided by interest expense) of more than 2.5 to 1 and a debt to total capitalization ratio of less than 0.40 to 1. The Company was in compliance with these covenants as at June 30, 2012 and December 31, 2011. These debt covenants are non-GAAP measures and do not have standardized meanings prescribed by IFRS and are not necessarily comparable to other similarly titled measures of other companies. Refer to section 9 – *Reconciliation of Non-GAAP Measures* for additional information with respect to Non-GAAP measures used by the Company.

## **4.6 Financial Risk Management**

The Company's operations expose it to a variety of financial risks including: market risk (including foreign exchange and interest rate risk), credit risk and liquidity risk. The Company's overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the Company's financial position and financial performance. Risk management is the responsibility of Company management. Material risks are monitored and are regularly reported to the Board of Directors. Please refer to note 21 of the 2011 audited annual consolidated financial statements contained in the 2011 Annual Report for additional information with respect to the Company's financial risk management.

## **4.7 Outstanding Share Capital**

As at July 31, 2012, the Company had 57,424,742 Class A Subordinate Voting shares outstanding and 12,784,335 Class B Multiple Voting shares outstanding. In addition, as at July 31, 2012, the Company had stock options outstanding to purchase up to 2,375,780 Class A Subordinate Voting shares.

## **4.8 Internal Control over Financial Reporting**

There have been no changes in the Company's internal control over financial reporting during the three-month period ended June 30, 2012 that have materially affected or are reasonably likely to materially affect, the Company's internal control over financial reporting.

## **4.9 Transactions with Related Parties**

The Company had no material transactions with related parties in the first half of 2012. All related party transactions were in the normal course of business.

## **5.0 Critical Accounting Estimates and Accounting Policy Developments**

### **5.1 Critical Accounting Estimates**

The preparation of the unaudited interim consolidated financial statements in conformity with IFRS requires management to make estimates and assumptions that affect the amounts of assets, liabilities and contingencies at the date of the financial statements, and the reported amounts of revenue and expenses during the period. These estimates and assumptions are made with management's best judgment given the information available at the time; however, actual results could differ from the estimates.

Critical estimates used in preparing the consolidated financial statements include:

#### ***Long-lived Assets and Goodwill***

The Company evaluates the carrying values of the Cash Generating Units' ("CGU") goodwill on an annual basis on October 31 of each year to determine whether or not impairment of these assets has occurred and whether write downs of the value of these assets are required. Similarly, the Company evaluates the carrying value of CGUs for long-lived assets whenever circumstances arise that could indicate impairment, as well as at each reporting date. These impairment tests include certain assumptions regarding discount rates and future cash flows generated by these assets in determining the value-in-use and fair value less costs to sell calculations. Actual results could differ from these assumptions.

#### ***Future Benefit Obligations***

The Company provides future benefits to its employees under a number of defined benefit arrangements. The calculation of the accrued benefit obligations recognized in the consolidated financial statements includes a number of assumptions regarding discount rates, long-term rates of return on pension plan assets, rates of employee compensation increases, rates of inflation, medical costs and life expectancies. The outcome of any of these factors could differ from the estimates used in the calculations and have an impact on operating expenses, non-current assets and non-current liabilities.

#### ***Provisions and Contingent Liabilities***

Provisions and liabilities for legal and other contingent matters are recognized in the period when it becomes probable that there will be a future outflow of economic benefits resulting from past operations or events and the amount of the cash outflow can be reliably estimated. The timing of recognition and measurement of the provision requires the application of judgment to existing facts and circumstances, which can be subject to change. The carrying amounts of provisions and liabilities are reviewed regularly and adjusted to take account of changing facts and circumstances. The Company is required to both determine whether a loss is probable based on judgment and interpretation of laws and regulations and then determine that the loss can reliably be estimated. When a loss is determined it is charged to the consolidated statement of income. The Company must continually monitor known and potential contingent matters and make appropriate provisions by charges to income when warranted by circumstances.

#### ***Decommissioning Liabilities***

Decommissioning liabilities include legal and constructive obligations related to owned and leased facilities. These have been recorded in the consolidated financial statements based on estimated future amounts required to satisfy these obligations. The amount recognized is the present value of estimated future expenditures required to settle the obligation using a current pre-tax risk-free rate. A corresponding asset equal to the present value of the initial estimated liability is capitalized as part of the cost of the related long-lived asset. Changes in the estimated liability resulting from revisions to estimated timing or future decommissioning cost estimates are recognized as a change in the decommissioning liability and the related long-lived asset. The amount capitalized in property, plant and equipment is depreciated over the useful life of the related asset. Increases in the decommissioning liabilities resulting from the passage of time are recognized as a finance cost in the consolidated statement of income.

Actual expenditures incurred are charged against the accumulated decommissioning liability.

#### ***Financial Instruments***

The Company has determined the estimated fair values of its financial instruments not traded in an active market based on appropriate valuation methodologies; however, considerable judgment is required to develop these estimates, mainly based on market conditions existing at the end of each reporting period. Accordingly, these estimated fair values are not necessarily indicative of the amounts the Company could realize in a current market exchange. The estimated fair value amounts can be materially affected by the use of different assumptions or methodologies.

## ***Income Taxes***

The recording of income tax expense includes certain estimations related to the impact in the current year of future events. Differences between the estimated and actual impact of these events could impact tax expense, current taxes payable or deferred taxes. In particular, earnings and losses in foreign jurisdictions may be taxed at rates different from those expected in Canada.

## **5.2 Accounting Standards Issued but not yet Applied**

### ***IAS 1 Presentation of Financial Statements***

The IASB amended IAS 1, Financial Instruments, by revising how certain items are presented in other comprehensive income ("OCI"). Items within OCI that may be reclassified to profit and loss will be separated from items that will not. The standard is effective for financial years beginning on or after July 1, 2012 with early adoption permitted. The Company is in the process of reviewing the standard to determine the impact on the consolidated financial statements and has not yet determined whether it will adopt the standard early.

### ***IFRS 9 Financial Instruments***

*IFRS 9, Financial Instruments*, was issued in November 2009 and addresses classification and measurement of financial assets and replaces the multiple category and measurement models in *IAS 39, Financial Instruments – Recognition and Measurement*, for debt instruments with a new mixed measurement model having only two categories: amortized cost and fair value through profit or loss. *IFRS 9* also replaces the models for measuring equity instruments, and such instruments are either recognized at fair value through profit or loss or at fair value through other comprehensive income (loss).

Requirements for financial liabilities were added in October 2010 and they largely carried forward existing requirements in *IAS 39*, except that fair value changes due to credit risk for liabilities designated at fair value through profit or loss would generally be recorded in other comprehensive income (loss).

*IFRS 9* is required to be applied for accounting periods beginning on or after January 1, 2013, with earlier adoption permitted. The Company has not yet assessed the impact of the standard or determined whether it will adopt the standard early.

### ***IFRS 10 Consolidated Financial Statements***

For annual periods beginning on January 1, 2013, *IFRS 10, Consolidated Financial Statements*, will replace portions of *IAS 27 Consolidated and Separate Financial Statements* and interpretation *SIC-12 Consolidation – Special Purpose Entities*. The new standard requires consolidated financial statements to include all controlled entities under a single control model. The Company will be considered to control an investee when it is exposed, or has rights to variable returns from its involvement with the investee, and has the current ability to affect those returns through its power over the investee. As required by this standard, control is reassessed as facts and circumstances change. All facts and circumstances must be considered to make a judgment about whether the Company controls another entity. Additional guidance is given on how to evaluate whether certain relationships give the Company the current ability to affect its returns, including how to consider options and convertible instruments, holding less than a majority of voting rights, how to consider protective rights and principal-agency relationships (including removal rights), all of which may differ from current practice.

*IFRS 10* is required to be applied for accounting periods beginning on or after January 1, 2013, with earlier adoption permitted. The Company has not yet assessed the impact of the standard or determined whether it will adopt the standard early.

### ***IFRS 11 Joint Arrangements***

On January 1, 2013, ShawCor will be required to adopt *IFRS 11, Joint Arrangements*, which applies to accounting for interests in joint arrangements where there is joint control. The standard requires the joint arrangements to be classified as either joint operations or joint ventures. The structure of the joint arrangement would no longer be the most significant factor when classifying the joint arrangement as either a joint operation or a joint venture. In addition, the option to account for joint ventures (previously called jointly controlled entities) using proportionate consolidation will be removed and replaced by equity accounting.

*IFRS 11* is required to be applied for accounting periods beginning on or after January 1, 2013, with earlier adoption permitted. The Company has not yet assessed the impact of the standard or determined whether it will adopt the standard early.

### ***IFRS 12 Disclosure of Interests in Other Entities***

On January 1, 2013, ShawCor will be required to adopt IFRS 12, Disclosure of Interests in Other Entities, which includes disclosure requirements about subsidiaries, joint ventures and associates, as well as unconsolidated structured entities and replaces existing disclosure requirements. Due to this new standard, the Company will be required to disclose the following: judgments and assumptions made when deciding how to classify involvement with another entity, interests that non-controlling interests have in consolidated entities, and nature of the risks associated with interests in other entities.

*IFRS 12* is required to be applied for accounting periods beginning on or after January 1, 2013, with earlier adoption permitted. The Company has not yet assessed the impact of the standard or determined whether it will adopt the standard early.

### ***IFRS 13 Fair Value Measurement***

On January 1, 2013, ShawCor will be required to adopt *IFRS 13, Fair Value Measurement*. The new standard will generally converge the IFRS and U.S. Generally Accepted Accounting Principles requirements on how to measure fair value and the related disclosures. *IFRS 13* establishes a single source of guidance for fair value measurements, when fair value is required or permitted by IFRS. Upon adoption, the Company will provide a single framework for measuring fair value while requiring enhanced disclosures when fair value is applied. In addition, fair value will be defined as the 'exit price' and concepts of 'highest and best use' and 'valuation premise' would be relevant only for non-financial assets and liabilities.

*IFRS 13* is required to be applied for accounting periods beginning on or after January 1, 2013, with earlier adoption permitted. The Company has not yet assessed the impact of the standard or determined whether it will adopt the standard early.

### ***IAS 27 Separate Financial Statements***

On January 1, 2013, ShawCor will be required to adopt *IAS 27, Separate Financial Statements*. As a result of the issue of the new consolidation suite of standards, *IAS 27* has been reissued to reflect the changes to the consolidation guidance recently included in *IFRS 10*.

In addition, *IAS 27* will now only prescribe the accounting and disclosure requirements for investments in subsidiaries, joint ventures and associates when the Company prepares separate financial statements. The Company has not yet assessed the impact of this new accounting standard.

### ***IAS 28 Investments in Associates and Joint Ventures***

On January 1, 2013, ShawCor will be required to adopt *IAS 28, Investments in Associates and Joint Ventures*. As a consequence of the issue of *IFRS 10, IFRS 11* and *IFRS 12*, *IAS 28* has been amended and will provide further accounting guidance for investments in associates and will set out the requirements for the application of the equity method when accounting for investments in associates and joint ventures. This standard will be applied by the Company when there is joint control or significant influence over an investee. Significant influence is the power to participate in the financial and operating policy decisions of the investee but does not include control or joint control of those policy decisions. When it has been determined that the Company has an interest in a joint venture, the Company will recognize an investment and will account for it using the equity method in accordance with *IAS 28*.

*IAS 28* is required to be applied for accounting periods beginning on or after January 1, 2013, with earlier adoption permitted. The Company has not yet assessed the impact of the standard or determined whether it will adopt the standard early.

## **6.0 Outlook**

The Company's success in securing new contract awards and achieving a record order backlog at the end of June 30, 2012, positions ShawCor for strong growth in revenue and profit in 2012 and 2013. The outlook for market activity in the Company's Pipeline segment by region and in the Petrochemical and Industrial segment is outlined below:

### ***Pipeline Segment - North America***

The Company expects that revenues from the pipeline segment businesses in North America in the second half of 2012 will be consistent with the first half, with growth in activity from businesses connected to well drilling and completions and various large diameter pipe coating projects in Canada, offsetting the reduction in offshore activity following the completion of the Jack St. Malo project. The Company's Oil Country Tubular Goods ("OCTG") pipe services, spoolable composite pipe and small diameter pipe coating businesses are expected to recover from the impact of reduced activity during the second quarter related to spring break-up in Western Canada. Although these businesses remain subject to the risk that a sustained decline in oil and natural gas commodity prices could curtail well drilling and completions, the Company is well positioned to continue to gain market share. In this regard, ShawCor's Guardian OCTG pipe inspection and refurbishment business has now commenced an expansion into the Eagleford region of Texas where it has completed an acquisition and will be establishing a full services centre.

### ***Pipeline Segment - Latin America***

The steady recovery in revenue in the Company's Latin America region that has been underway since the first half of 2011 will accelerate commencing in the third quarter with the launch of full production at the Company's mobile concrete coating site in Trinidad where ShawCor will execute a project for Technip with a contract value that now exceeds \$90 million. Adding to this momentum is the recently awarded Linea 5 project, with a booked value in excess of \$40 million, that is also expected to reach full production in the third quarter at the Company's concrete coating facility in Mexico. With these orders now in production, the Company is confident that the Latin America region will be a key source of revenue and profit growth in the second half of 2012.

### ***Pipeline Segment - EMAR***

During the first half of 2012, the Company's Europe, Middle East, Africa, Russia ("EMAR") region experienced strong project revenues from the pipe coating facilities in Orkanger, Norway and Ras Al Khaimah, UAE. Revenue at these two operations will decline modestly in the second half as the \$45 million Barzan project at Ras Al Khaimah is completed.

### ***Pipeline Segment - Asia Pacific***

The Company's Asia Pacific region is on schedule to commence full production of the Pearl Energy and Wheatstone gas supply trunk line pipeline projects in the third quarter and the Ichthys gas export pipeline in the fourth quarter. With product quality tests complete, customer approvals in hand, and pipe receipt well underway, the Company's facilities in Malaysia and Indonesia are expected to be operating at record volume levels in the second half of 2012 with resulting strong operating margins. Based on booked orders, this level of activity is expected to be sustained throughout 2013 and into 2014.

### ***Petrochemical and Industrial Segment***

ShawCor's Petrochemical and Industrial segment businesses are significantly exposed to demand in the North American and European automotive and industrial markets. As a result, the onset of recession in Europe and any deceleration of economic activity in North America will negatively impact segment revenue and profit. Although order backlogs continue to be at high levels, the prospect for a weakening trend has increased and the Company will be focused on seeking to capture market opportunities in areas less sensitive to the performance of the developed economies, such as growth in Asia at the DSG-Canusa China facility and the demand for highly engineered wire and cable systems related to continued oil sands development.

### ***Order Backlog***

The Company's order backlog consists of firm customer orders only and represents the revenue the Company expects to realize on booked orders over the succeeding twelve months. The Company reports the twelve month billable backlog because it provides a leading indicator of significant changes in consolidated revenue. As a result of the Company's success in securing new contract orders, the order backlog has increased to a new record level of \$749 million at June 30, 2012, up 11.5% from \$672 million at the start of the second quarter and more than double the level reported one year ago. This order backlog supports our outlook for improved performance in the quarters ahead.

## 7.0 Risks and Uncertainties

Operating in an international environment, servicing predominantly the oil and gas industry, ShawCor faces a number of business risks and uncertainties that could materially and adversely affect its projections, businesses, results of operations and financial condition. There were no material changes in the nature or magnitude of such business risks during the quarter. A more complete outline of the risks and uncertainties facing the Company is included in the annual MD&A contained in the Company's 2011 Annual Report.

## 8.0 Environmental Matters

While environmental related liabilities are considered immaterial to the Company's financial results, they are important to the Company from a social responsibility standpoint.

As at June 30, 2012, the provisions on the interim consolidated balance sheet related to environmental matters and included as decommissioning liability obligations were \$23.8 million. The Company believes these provisions to be sufficient to fully satisfy all liabilities related to known environmental matters.

## 9.0 Reconciliation of Non-GAAP Measures

The Company evaluates its performance using a number of different measures that are not in accordance with GAAP and should not be considered as an alternative to net income or any other measure of performance under GAAP. Non-GAAP measures do not have standardized meanings prescribed by IFRS. The Company's method of calculating these measures may differ from other entities and as a result may not necessarily be comparable to measures used by other entities.

### *EBITDA*

EBITDA is defined as earnings before interest, income taxes, depreciation and amortization, impairment of property, plant, equipment, goodwill and intangible assets, investment losses and gain on revaluation of investment. The Company believes that EBITDA is a useful supplemental measure that provides a meaningful indication of the Company's results from principal business activities prior to the consideration of how these activities are financed or the tax impacts in various jurisdictions. Refer to section 2.1 – Selected Annual Information of this report for a reconciliation of the Company's EBITDA to its net income (attributable to shareholders of the Company) in accordance with GAAP.

### *Days Sales Outstanding ("DSO")*

DSO is defined as the number of days trade accounts receivable are outstanding based on a 90 day cycle and is calculated by dividing the average trade accounts receivable balance for the quarter by the revenue for that same quarter, and multiplying by 90 days. DSO approximates the measure of the average number of days from when the Company recognizes revenue until the cash is collected from the customer. The following table sets forth the calculation for the Company's DSO as at:

(in thousands of Canadian dollars)	June 30, 2012	December 31, 2011
Revenue for the quarter	\$ 326,923	\$ 341,780
Average trade accounts receivables	251,291	236,275
<b>DSO</b>	<b>69</b>	<b>62</b>

### *Days Payables Outstanding ("DPO")*

DPO is defined as the average number of days from when purchased goods and services are received until payment is made to the suppliers based on a 90-day cycle and is calculated by dividing the average accounts payable and accrued liabilities for the quarter by the cost of goods sold for that same quarter, and multiplying by 90 days.

The following table sets forth the calculation for the Company's DPO as at:

(in thousands of Canadian dollars)	June 30, 2012	December 31, 2011
Cost of goods sold for the quarter	\$ 213,280	\$ 210,449
Average accounts payable and accrued liabilities	162,492	144,270
<b>DPO</b>	<b>69</b>	<b>62</b>

### ***Working Capital Ratio***

Working capital ratio is defined as current assets divided by current liabilities. This metric provides management with an indication of the current liquidity available to the Company before considering long-term debt.

The following table sets forth the calculation for the Company's working capital ratio as at:

(in thousands of Canadian dollars)	<b>June 30, 2012</b>	December 31, 2011
Current assets	\$ <b>988,535</b>	\$ 536,138
Current liabilities	\$ <b>494,223</b>	\$ 248,996
<b>Working capital ratio</b>	<b>2.00</b>	2.15

### ***Fixed Charge Coverage Ratio***

Fixed Charge Coverage Ratio is defined as EBITDA divided by finance costs – net. The Company is required to maintain a fixed charge coverage ratio of more than 2.5 to 1 under the terms of its credit facilities.

The following table sets forth the calculation of the Company's fixed charge coverage ratio for the six-month period ended June 30, 2012:

(in thousands of Canadian dollars)	<b>June 30, 2012</b>
EBITDA	\$ <b>35,024</b>
Interest expense, other	<b>902</b>
<b>Fixed charge coverage ratio</b>	<b>39</b>

The Company is in compliance with this debt covenant as at June 30, 2012.

### ***Debt to Total Capitalization Ratio***

Debt to total capitalization ratio is defined as the sum of the Company's long-term debt and long-term bonds divided by the sum of shareholders' equity, long-term debt and long-term bonds. The Company is required to maintain a debt to total capitalization ratio of no more than 0.40 to 1. The Company is in compliance with this debt covenant as at June 30, 2012.

## 10.0 Summary of Quarterly Results

The following is a summary of selected financial information for the ten most recently completed quarters:

(in thousands of Canadian dollars except per share amounts)	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Full Year
<b>Revenue</b>					
<b>2012</b>	<b>312,268</b>	<b>326,923</b>	–	–	–
2011	279,466	264,541	271,478	341,780	1,157,265
2010	224,572	234,546	282,959	292,086	1,034,163
<b>Income (loss) from operations</b>					
<b>2012</b>	<b>30,855</b>	<b>22,795</b>	–	–	–
2011	30,099	22,660	(60)	31,744	84,443
2010	18,547	18,944	42,718	39,622	119,831
<b>Net income (loss)<sup>(a)</sup></b>					
<b>2012</b>	<b>23,274</b>	<b>21,404</b>	–	–	–
2011	20,485	15,703	(3,144)	23,042	56,086
2010	11,739	12,031	32,126	39,176	95,072
<b>Income from operations per share (Classes A and B)</b>					
<b>Basic</b>					
<b>2012</b>	<b>0.44</b>	<b>0.32</b>	–	–	–
2011	0.43	0.32	0.00	0.44	1.19
2010	0.26	0.27	0.60	0.57	1.70
<b>Diluted</b>					
<b>2012</b>	<b>0.43</b>	<b>0.32</b>	–	–	–
2011	0.42	0.32	0.00	0.44	1.18
2010	0.26	0.27	0.60	0.55	1.68
<b>Net income (loss) per share (Classes A and B)</b>					
<b>Basic</b>					
<b>2012</b>	<b>0.33</b>	<b>0.30</b>	–	–	–
2011	0.29	0.22	(0.04)	0.32	0.79
2010	0.17	0.17	0.46	0.55	1.35
<b>Diluted</b>					
<b>2012</b>	<b>0.33</b>	<b>0.30</b>	–	–	–
2011	0.29	0.21	(0.04)	0.32	0.78
2010	0.16	0.17	0.45	0.55	1.33

(a) Represents the net income attributable to shareholders of the Company.

The following are key factors affecting the comparability of quarterly financial results.

The Company's operations in the Pipeline and Pipe Services segment, representing approximately 88% of the Company's consolidated revenue, are largely project-based. The nature and timing of projects can result in variability in the Company's quarterly revenue and profitability. In addition, certain of the Company's operations are subject to a degree of seasonality, particularly in the Pipeline and Pipe Services market segment. The comparability of the quarterly information disclosed above is also impacted by movements in exchange rates as the majority of the Company's revenue is transacted in currencies other than Canadian dollars, primarily U.S. dollars. Changes in the rates of exchange between the Canadian dollar and other currencies could have a significant effect on the amount of this revenue when it is translated into Canadian dollars.

## 11.0 Forward-Looking Information

This document includes certain statements that reflect management's expectations and objectives for the Company's future performance, opportunities and growth, which statements constitute forward looking information under applicable securities laws. Such statements, other than statements of historical fact, are predictive in nature or depend on future events or conditions. Forward looking information involves estimates, assumptions, judgments and uncertainties. These statements may be identified by the use of forward looking terminology such as "may", "will", "should", "anticipate", "expect", "believe", "predict", "estimate", "continue", "intend", "plan" and variations of these words or other similar expressions. Specifically, this document includes forward looking information in the Outlook section and elsewhere in respect of, among other things, the timing of major project activity, the impact of the existing order backlog and other factors on the Company's revenue, the impact of global economic activity on the demand for the Company's products, the impact of changing energy demand, supply and prices, the impact and likelihood of changes in competitive conditions in the markets in which the Company participates, the impact of changing laws for environmental compliance on the Company's capital and operating costs, and the adequacy of the Company's existing accruals in respect thereof and in respect of litigation matters generally, the level of payments under the Company's performance bonds, the outlook for revenue and operating income and the expected development in the Company's order backlog.

Forward looking information involves known and unknown risks and uncertainties that could cause actual results to differ materially from those predicted by the forward looking information. We caution readers not to place undue reliance on forward looking information as a number of factors could cause actual events, results and prospects to differ materially from those expressed in or implied by the forward looking information. Significant risks facing the Company include, but are not limited to: changes in global or regional economic activity and changes in energy supply and demand, which impact on the level of drilling activity and pipeline construction; exposure to product and other liability claims; shortages of or significant increases in the prices of raw materials used by the Company; compliance with environmental, trade and other laws; political, economic and other risks arising from the Company's international operations; fluctuations in foreign exchange rates, as well as other risks and uncertainties, as more fully described under the heading "Risks and Uncertainties" in the Company's annual MD&A.

These statements of forward looking information are based on assumptions, estimates and analysis made by management in light of its experience and perception of trends, current conditions and expected developments as well as other factors believed to be reasonable and relevant in the circumstances. These assumptions include those in respect of continued global economic recovery, increased investment in global energy infrastructure, the Company's ability to execute projects under contract, the continued supply of and stable pricing for commodities used by the Company, the availability of personnel resources sufficient for the Company to operate its businesses and the maintenance of operations in major oil and gas producing regions. The Company believes that the expectations reflected in the forward looking information are based on reasonable assumptions in light of currently available information. However, should one or more risks materialize or should any assumptions prove incorrect, then actual results could vary materially from those expressed or implied in the forward looking information included in this document and the Company can give no assurance that such expectations will be achieved.

When considering the forward looking information in making decisions with respect to the Company, readers should carefully consider the foregoing factors and other uncertainties and potential events. The Company does not assume the obligation to revise or update forward looking information after the date of this document or to revise it to reflect the occurrence of future unanticipated events, except as may be required under applicable securities laws.

ShawCor will be hosting a Shareholder and Analyst Conference Call and Webcast on Friday, August 10th, 2012 at 10:00 AM EDT, which will discuss the Company's second quarter financial results.

Other information relating to the Company, including its Annual Information Form, is available on SEDAR at [www.sedar.com](http://www.sedar.com).

Please visit our website at [www.shawcor.com](http://www.shawcor.com) for further details.

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