

**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 months ended March 31, 2013 and 2012 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 2012 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. As at January 1, 2013, the Company adopted certain new IFRS standards that were implemented with a transition date of January 1, 2012; accordingly the financial information for periods within the year 2012 has been restated to be in accordance with the new IFRS standards that were adopted on January 1, 2013 – please refer to section 5.3 – New Accounting Standards Adopted for more information.*

## **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 eight divisions with over seventy-five 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 March 31, 2013, the Company operated its eight 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 92% of consolidated revenue for the three months ended March 31, 2013. This segment includes the Bredero Shaw, Canusa-CPS, Shaw Pipeline Services, Flexpipe Systems, Guardian, and Socotherm 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.
- Socotherm provides specialized thermal insulation coatings, anticorrosion coatings, internal coatings, and concrete weight coatings for onshore and offshore pipelines.

#### Petrochemical and Industrial

The Petrochemical and Industrial segment, which includes the DSG-Canusa and ShawFlex divisions, accounted for 8% of consolidated revenue for the three months ended March 31, 2013. 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 First Quarter Financial Information

(in thousands of Canadian dollars)	<b>Three Months Ended March 31,</b>	
	<b>2013</b>	2012
		(Restated Section 5.4)
<b>Revenue</b>	<b>\$ 454,681</b>	\$ 312,268
Cost of goods sold and services rendered	<b>253,439</b>	194,080
Gross profit	<b>201,242</b>	118,188
Selling, general and administrative expenses	<b>91,519</b>	72,009
Research and development expenses	<b>3,939</b>	3,105
Foreign exchange (gains) losses	<b>838</b>	845
Amortization of property, plant and equipment	<b>14,215</b>	9,867
Amortization of intangible assets	<b>2,109</b>	1,808
(Gain) on assets held for sale	<b>(503)</b>	–
<b>Income from Operations</b>	<b>89,125</b>	30,554
Gain on investment in associate	–	1,268
(Loss) income in investment in joint ventures	<b>(671)</b>	120
Finance costs, net	<b>(849)</b>	(298)
Income before income taxes	<b>87,605</b>	31,644
Income taxes	<b>17,079</b>	7,511
Non-controlling interest	<b>(69)</b>	–
<b>Net Income (attributable to shareholders of the company)</b>	<b>\$ 70,595</b>	\$ 24,133
<b>Net Income (attributable to shareholders of the company)</b>	<b>70,595</b>	24,133
Add:		
Non-controlling interest	<b>(69)</b>	–
Income taxes	<b>17,079</b>	7,511
Finance (income) costs, net	<b>849</b>	298
Gain on assets held for sale	<b>(503)</b>	–
Amortization of property, plant, equipment and intangible assets	<b>16,324</b>	11,675
<b>EBITDA<sup>(a)</sup></b>	<b>\$ 104,275</b>	\$ 43,617
<b>Per Share Information:</b>		
<b>Net Income</b>		
Basic	<b>\$ 1.02</b>	\$ 0.34
Diluted	<b>\$ 1.01</b>	\$ 0.34

(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)	<b>March 31, 2013</b>	December 31, 2012
		(Restated Section 5.4)
<b>Total Assets</b>	<b>\$ 1,745,931</b>	\$ 1,890,515
<b>Total Non-current Liabilities</b>	<b>\$ 509,348</b>	\$ 211,900

## Revenue

Consolidated revenue increased 46%, or \$142.4 million, from \$312.3 million during the first quarter of 2012 to \$454.7 million during the first quarter of 2013, due to an increase of \$141.8 million, or 52%, in the Pipeline and Pipe Services segment, and an increase of \$0.8 million, or 2%, in the Petrochemical and Industrial segment.

## Income from Operations

Operating Income increased by \$58.6 million, from \$30.5 million during the first quarter of 2012 to \$89.1 million during the first quarter of 2013. Gross profit increased by \$83.1 million, primarily due to higher revenue and a higher gross margin percentage and a gain on asset held for sale of \$0.5 million. This was partially offset by an increase in selling, general and administration (“SG&A”) expenses of \$19.5 million and an increase in amortization expenses pertaining to property, plant, equipment and intangible assets of \$4.6 million.

Revenue was higher by \$142.4 million, as explained above, combined with a 6.4 percentage point increase in gross margin, which generated the increased gross profit, with the gross margin percentage improvement driven by favourable product and project mix and better facility utilization and absorption of overheads.

SG&A expenses increased by \$19.5 million, from \$72.0 million in the first quarter of 2012 to \$91.5 million in the first quarter of 2013, primarily due to two reasons. Firstly, these expenses increased due to one time costs of \$7.6 million incurred to complete the Company’s Plan of Arrangement on March 20, 2013 and related expenses associated with amended executive retirement arrangements of \$5.0 million. Secondly, these expenses increased due to a \$1.6 million increase in salaries and other personnel related costs and a \$6.2 million increase in short and long term management incentive compensation accruals.

## Net Income

Net income increased by \$46.5 million, from \$24.1 million during the first quarter of 2012 to \$70.6 million during the first quarter of 2013, mainly due to the higher operating income as explained above. This was partially offset by increases in net finance costs of \$0.6 million, loss on investment in joint ventures of \$0.8 million and income tax expense of \$9.6 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:

	<b>Three months ended</b>		
	<b>March 31, 2013</b>	December 31, 2012	March 31, 2012
U.S. dollar	<b>1.0105</b>	0.9919	1.0069
Euro	<b>1.3297</b>	1.2900	1.3194
British Pounds	<b>1.5710</b>	1.5993	1.5740

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>Q1-2013 versus Q1-2012</b>	Q1-2013 versus Q4-2012
Revenue	\$ <b>1,932</b>	\$ 7,208
Income from operations	<b>782</b>	2,258
Net income	<b>759</b>	1,816

In addition to the translation impact noted above, the Company recorded a foreign exchange loss of \$0.8 million in the first quarter of 2013, compared to a loss of \$0.9 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.

### **3.0 Results from Operations**

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

##### *Strategic Review and Reorganization*

On August 30, 2012, Ms. Virginia Shaw, the Chair of the ShawCor Board of Directors and the indirect controlling shareholder (the "Controlling Shareholder") of the Company, advised the Board of Directors that she was prepared to consider a possible sale of her shares of ShawCor as part of a sale of the Company.

The Board struck a committee of independent directors (the "Special Committee") to conduct a strategic review of alternatives, including canvassing potentially interested third parties to determine if an appropriate transaction was available that would be acceptable to Ms. Shaw and would be in the best interests of ShawCor and its shareholders.

On January 14, 2013, the Company announced that the Board of Directors of ShawCor, after careful analysis, consideration and advice from the Special Committee, and advice from independent financial and legal advisors, had unanimously approved and the Company had entered into a definitive agreement with respect to a reorganization proposal negotiated by the Special Committee with the Controlling Shareholder. The Chair and the Vice-Chair abstained from voting on the transaction.

The proposed reorganization was implemented pursuant to a court-approved Plan of Arrangement ("Arrangement") under the Canada Business Corporations Act. The shareholders' meeting to consider the Arrangement took place on March 14, 2013 where the ShawCor shareholders overwhelmingly approved the transaction. The Arrangement obtained final approval by the Ontario Superior Court of Justice at a hearing held on March 18, 2013, and the Arrangement became effective on March 20, 2013.

##### *Terms of the Arrangement*

The reorganization eliminated ShawCor's dual class share structure through the purchase of all of the Class A subordinate voting and Class B multiple voting shares of ShawCor by a newly formed Canadian corporation. This new corporation purchased all of the Class A shares of ShawCor in exchange for new common shares on a 1:1 basis. The new corporation also acquired all of the Class B shares of ShawCor in exchange for a mix of new common shares and cash. The consideration paid for the Class B shares of ShawCor was \$43.43 in cash or 1.1 new common shares per Class B share, such that 90% of the total consideration was paid in cash and 10% of the total consideration was paid in new common shares. At closing, the new corporation and ShawCor amalgamated under the name ShawCor Ltd. As a result of the completion of the Arrangement, the total number of common shares outstanding decreased by 11,356,951 shares or 16.2%. Following closing, a special dividend of \$1.00 per common share of ShawCor payable pursuant to the Arrangement was paid on April 19, 2013 to shareholders of record at the close of business on April 4, 2013.

##### *Long Term Senior Notes and Extension of Credit facilities*

On March 20, 2013, the Company completed a private placement unsecured senior notes (Senior Notes<sup>2</sup>) in the amount of US\$350 million and increased its existing unsecured revolving credit facility by US\$100 million to US\$250 million, extended the facility's term to five years and obtained a reduction in interest rates payable thereunder.

##### *Retirement of Chair and Vice Chair*

On April 15, 2013, the Company announced that Ms. Virginia L. Shaw and Mr. Leslie W. J. Hutchison, the Chair and Vice Chair, respectively, of the Company's Board of Directors, had advised that they would not stand for re-election to the Board at the Company's annual meeting of shareholders scheduled for May 16, 2013. All other current ShawCor directors will be standing for re-election.

Ms. Shaw has been a director of the Company since 1994 and its Chair since 2007. She was preceded as Chair by her father, Leslie Shaw (1987 to 2007) and her uncle, J.R. Shaw (1969 to 1987). Mr. Hutchison has been a director and Vice Chair of the Company since 2008 and from 2001 to 2008 he served as a senior executive with two of the Company's divisions.

Since ShawCor's inception as a public company in February 1969 to the end of 2012, the Company has generated an average annual total return to shareholders of 13.7%, including stock splits and reinvestment of dividends. This performance represents an enduring legacy of the Shaw family's stewardship of ShawCor.

### *Acquisition of Remaining 49% of Socotherm LaBarge LLC*

On April 15, 2013, the Company completed the acquisition of the remaining 49% of Socotherm S.p.A's joint venture in the USA for total consideration of approximately \$30 million, including the assumption of bank debt. The venture has a strategically located facility in Channelview, Texas which provides anticorrosion and advanced insulation coatings for global offshore applications, including in the Gulf of Mexico and West African markets.

## **3.2 Consolidated Information**

### **Revenue**

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

(in thousands of Canadian dollars)

	<b>Three months ended</b>		
	<b>March 31, 2013</b>	December 31, 2012	March 31, 2012
Pipeline and Pipe Services	\$ 416,674	\$ 406,571	\$ 274,897
Petrochemical and Industrial	38,572	33,414	37,753
Elimination	(565)	(486)	(382)
	<b>\$ 454,681</b>	<b>\$ 439,499</b>	<b>\$ 312,268</b>

#### First Quarter 2013 versus First Quarter 2012

Consolidated revenue increased 46%, or \$142.4 million, from \$312.3 million during the first quarter of 2012 to \$454.7 million during the first quarter of 2013, due to an increase of \$141.8 million, or 52%, in the Pipeline and Pipe Services segment, and an increase of \$0.8 million, or 2%, in the Petrochemical and Industrial segment.

In the Pipeline and Pipe Services segment, revenue was higher in the first quarter of 2013 than in the first quarter of 2012, as a result of significantly increased activity in Asia Pacific and Latin America and the acquisition of Socotherm, partially offset by lower revenue in Europe, Middle East, Africa and Russia ("EMAR"). 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.

In the Petrochemical and Industrial segment, revenue was slightly higher in the first quarter of 2013 than in the first quarter of 2012, mainly due to higher activity in North America and Asia Pacific, partially offset by lower revenue in EMAR. 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.

#### First Quarter 2013 versus Fourth Quarter 2012

Consolidated revenue increased by \$15.2 million, or 3%, from \$439.5 million during the fourth quarter of 2012 to \$454.7 million during the first quarter of 2013, due to an increase of \$10.1 million, or 2%, in the Pipeline and Pipe Services segment and an increase of \$5.2 million, or 15%, in the Petrochemical and Industrial segment.

In the Pipeline and Pipe Services segment, revenue in the first quarter of 2013 was higher than in the fourth quarter of 2012, primarily due to increased activity in Asia Pacific and North America, partially offset by lower revenue in EMAR and Latin 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.

In the Petrochemical and Industrial segment, revenue increased by \$5.2 million during the first quarter of 2013 compared to the fourth quarter of 2012, due to higher activity levels in all regions. 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, except percentages)	Three months ended		
	March 31, 2013	December 31, 2012	March 31, 2012
Operating Income	\$ 89,125	\$ 92,962	\$ 30,554
Operating Margin <sup>(a)</sup>	19.6%	21.2%	9.8%

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

### First Quarter 2013 versus First Quarter 2012

Operating Income increased by \$58.6 million, from \$30.5 million during the first quarter of 2012 to \$89.1 million during the first quarter of 2013. Gross profit increased by \$83.1 million, primarily due to higher revenue and a higher gross margin percentage and a gain on asset held for sale of \$0.5 million. This was partially offset by an increase in selling, general and administration ("SG&A") expenses of \$19.5 million and an increase in amortization expenses pertaining to property, plant, equipment and intangible assets of \$4.6 million.

Revenue was higher by \$142.4 million, as explained above, combined with a 6.4 percentage point increase in gross margin, which generated the increased gross profit, with the gross margin percentage improvement driven by favourable product and project mix and better facility utilization and absorption of overheads.

SG&A expenses increased by \$19.5 million, from \$72.0 million in the first quarter of 2012 to \$91.5 million in the first quarter of 2013, primarily due to two reasons. Firstly, these expenses increased due to one time costs of \$7.6 million incurred to complete the Arrangement on March 20, 2013 and related expenses associated with amended executive retirement arrangements of \$ 5.0 million. Secondly, these expenses increased due to a \$1.6 million increase in salaries and other personnel related costs and a \$6.2 million increase in short and long term management incentive compensation accruals.

### First Quarter 2013 versus Fourth Quarter 2012

Operating Income decreased by \$3.8 million from \$93.0 million in the fourth quarter of 2012 to \$89.1 million during the first quarter of 2013. Gross profit increased by \$19.8 million, primarily due to higher revenue of \$15.2 million and a higher gross margin percentage. This was more than offset by increases in SG&A expenses of \$8.5 million, research and development expenses of \$1.8 million, amortization of property, plant and equipment of \$1.0 million and a higher net foreign exchange loss of \$1.7 million. Further, a \$12.1 million gain on sale of land was recorded in the fourth quarter of 2012.

Revenue was higher by \$15.1 million, as explained above, combined with a 3.0 percentage point increase in gross margin, which generated the increased gross profit, with the gross margin percentage improvement driven by favourable product and project mix and better facility utilization and absorption of overheads.

SG&A expenses increased by \$8.5 million compared with the fourth quarter of 2012 primarily due to one time costs of \$7.6 million incurred to complete the Arrangement on March 20, 2013 and related expenses associated with amended executive retirement arrangements of \$5.0 million, partially offset by the \$4.0 million of strategic review expenses incurred in the fourth quarter of 2012.

A \$0.8 million impairment charge was recorded in the fourth quarter of 2012 to provide for costs to dismantle the plant, machinery and buildings at the Kembla Grange, Australia facility in anticipation of the sale of that facility's land that is expected to be completed in the next few months.

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

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

(in thousands of Canadian dollars)	<b>Three months ended</b>		
	<b>March 31, 2013</b>	December 31, 2012	March 31, 2012
Interest income on short-term deposits	\$ 470	\$ 736	\$ 92
Interest expense, other	(919)	(116)	(390)
Interest expense on long-term debt	(400)	–	–
Finance (costs) income, net	\$ (849)	\$ 620	\$ (298)

### First Quarter 2013 versus First Quarter 2012

In the first quarter of 2013, net finance cost was \$0.8 million, compared to a net finance cost of \$0.3 million during the first quarter of 2012, as a result of higher accretion expense on certain non-current liabilities, other interest expenses on bank loans and overdrafts, and higher interest expense on long term senior notes issued on March 20, 2013, partially offset by higher interest income on short-term deposits.

### First Quarter 2013 versus Fourth Quarter 2012

In the first quarter of 2013, net finance cost was \$0.8 million, compared to a net finance income of \$0.6 million during the fourth quarter of 2012. The increase in net finance costs was a result of higher interest expenses on bank loans and overdrafts, a reversal of \$0.5 million of accretion expense in the fourth quarter of 2012 on certain non-current liabilities, lower interest income on short term deposits, and the \$0.4 million interest expense on long term senior notes that were issued on March 20, 2013.

## ***Income Taxes***

### First Quarter 2013 versus First Quarter 2012

The Company recorded an income tax expense of \$17.1 million (20% of income before income taxes) in the first quarter of 2013, compared to an income tax expense of \$7.5 million (24% of income before income taxes) in the first quarter of 2012. The effective tax rate in the first quarter of 2013 was lower than the Company's expected effective income tax rate of 27%, due to a significant portion of the Company's taxable income being earned in the Trinidad Free Zone, Asia Pacific, the Middle East and other jurisdictions where the tax rate is 25% or less.

### First Quarter 2013 versus Fourth Quarter 2012

The Company recorded an income tax expense of \$17.1 million (20% of income before income taxes) in the first quarter of 2013, compared to an income tax expense of \$18.4 million (19% of income before income taxes) in the fourth quarter of 2012. The effective tax rate in the first quarter of 2013 was lower than the Company's expected effective income tax rate of 27%, due to a significant portion of the Company's taxable income being earned in the Trinidad Free Zone, Asia Pacific, the Middle East and other jurisdictions where the tax rate is 25% or less.



### 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:

(in thousands of Canadian dollars, except percentage amounts)

	Three months ended		
	March 31, 2013	December 31, 2012	March 31, 2012
North America	\$ 157,355	\$ 141,094	\$ 154,315
Latin America	60,319	69,344	14,934
EMAR	34,039	44,668	58,429
Asia Pacific	164,961	151,465	47,219
<b>Total Revenue</b>	<b>\$ 416,674</b>	<b>\$ 406,571</b>	<b>\$ 274,897</b>
<b>Operating Income</b>	<b>\$ 109,226</b>	<b>\$ 101,368</b>	<b>\$ 37,282</b>
<b>Operating Margin</b>	<b>26.2%</b>	<b>24.9%</b>	<b>13.6%</b>

#### First Quarter 2013 versus First Quarter 2012

In the first quarter of 2013, revenue was \$416.7 million, an increase of \$141.8 million, or 52%, over the first quarter of 2012. This was driven by increased activity levels in Asia Pacific, Latin America and North America, partially offset by lower activity levels in EMAR:

- In North America, revenue increased by \$3.0 million, or 2%, as a result of increased large diameter pipe coating activity in Canada partially offset by reductions in flexible composite pipe volumes and tubular management services in Canada due to lower well drilling and completion activity compared to the prior year.
- In Latin America, revenue increased by \$45.4 million, or 304%, as a result of revenue of \$36 million from the Technip project in Trinidad and the acquisition of Socotherm.
- EMAR revenue decreased by \$24.4 million, or 42%, primarily due to decreased activity at the Company's pipe coating facilities in Leith, Scotland and in Ras Al Khaimah ("RAK"), UAE.
- In Asia Pacific, revenue increased \$117.7 million, or 249%, mainly due to full production being achieved on the Chevron Wheatstone and Inpex Ichthys projects at both Kabil, Indonesia and Kuantan, Malaysia.

Operating Income in the first quarter of 2013 was \$109.2 million compared to \$37.3 million in the first quarter of 2012, an increase of \$72.0 million, or 193%, primarily due to the increase in revenue of \$141.8 million as explained above and an increase in the gross margin by 6.3 percentage points due to favourable project mix, better facilities utilization and the absorption of overheads. The increase in gross profit was partially offset by higher SG&A expenses in 2013, as explained above.

#### First Quarter 2013 versus Fourth Quarter 2012

In the first quarter of 2013, revenue was \$416.7, an increase of \$10.1 million, or 2%, from \$406.6 million in the fourth quarter of 2012. Revenues in Asia Pacific and North America were higher, partially offset by decreases in EMAR and Latin America revenue:

- In North America, revenue increased by \$16.3 million, or 12%, due to increased large diameter pipe coating activity in Canada, higher Gulf of Mexico insulation coating activity, and higher volumes of composite flexible pipe and tubular management services compared to the fourth quarter.
- Latin America revenue was lower by \$9.0 million, or 13%, due to decreased volumes on the Linea 5 project in Mexico, partially offset by increased activity on the Technip project in Trinidad and the addition of revenue from the acquisition of Socotherm.

- EMAR revenue decreased by \$10.6 million, or 24%, primarily due to decreased activity at the Company's pipe coating facilities in Leith, Scotland and in RAK.
- In Asia Pacific, revenue increased by \$13.5 million, or 9%, in the first quarter of 2013, mainly due to an increase in volumes on the Inpex Ichthys project, partially offset by lower activity on the Chevron Wheatstone project at both Kabil, Indonesia and Kuantan, Malaysia, compared to the fourth quarter of 2012.

Operating Income in the first quarter of 2013 was \$109.2 million compared to \$101.4 million in the fourth quarter of 2012, an increase of \$7.9 million, or 8%, primarily due to an increase in revenue of \$10.0 million, as explained above, and an increase in gross margin by 3.6 percentage points due to favourable project mix, better facilities utilization and the absorption of overheads. The increase in gross profit of \$19.5 million was partially offset by the inclusion of a \$12.1 million gain on sale of land in the fourth quarter 2012.

### 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		
	March 31, 2013	December 31, 2012	March 31, 2012
North America	\$ 23,348	\$ 20,818	\$ 22,593
EMAR	13,968	11,434	14,374
Asia Pacific	1,255	1,162	786
<b>Total Revenue</b>	<b>\$ 38,572</b>	<b>\$ 33,414</b>	<b>\$ 37,753</b>
<b>Operating Income</b>	<b>\$ 5,017</b>	<b>\$ 4,510</b>	<b>\$ 5,041</b>
<b>Operating Margin</b>	<b>13.0%</b>	<b>13.5%</b>	<b>13.4%</b>

#### First Quarter 2013 versus First Quarter 2012

Revenue increased in the first quarter of 2013 by \$0.8 million, or 2 %, to \$38.6 million, compared to the first quarter of 2012 due to stable and steady growth of wire and cable product shipments to North American electrical utilities, partially offset by a slightly lower revenue in EMAR due to reduced automotive shipments associated with economic weakness.

Operating Income of \$5.0 million in the first quarter of 2013 was at par with the first quarter of 2012. Revenue was higher by \$0.8 million, as explained above, with a 0.2 percentage point increase in gross margin. This was offset by higher SG&A expenses.

#### First Quarter 2013 versus Fourth Quarter 2012

In the first quarter of 2013, revenue totaled \$38.6 million compared to \$33.4 million in the fourth quarter of 2012, an increase of \$5.2 million, or 15%. The increase was driven by higher shipments of wire and cable products to North American electrical utilities and higher revenues in the EMAR and North American automotive market.

Operating Income in the first quarter of 2013 was \$5.0 million compared to \$4.5 million in the fourth quarter of 2012, an increase of \$0.5 million, or 11%, primarily due to the higher revenue as explained above, partially offset by higher SG&A expenses.

### 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:

	Three months ended		
	March 31, 2013	December 31, 2012	March 31, 2012
<b>Loss from operations</b>	\$ (24,280)	\$ (13,742)	\$ (10,924)

#### First Quarter 2013 versus First Quarter 2012

Financial and corporate costs increased by \$13.4 million from \$10.9 million during the first quarter of 2012, to \$24.3 million during the first quarter of 2013, primarily as a result of one time costs of \$7.6 million incurred to complete the Arrangement on March 20, 2013 and related expenses associated with amended executive retirement arrangements of \$5.0 million.

#### First Quarter 2013 versus Fourth Quarter 2012

Financial and corporate costs increased by \$10.5 million from the fourth quarter of 2012 to \$24.3 million in the first quarter of 2013, primarily as a result of one time of \$7.6 million costs incurred to complete the Arrangement on March 20, 2013 and related expenses associated with amended executive retirement arrangements of \$5.0 million, partially offset by the strategic review expenses of \$4.0 million incurred in the fourth quarter of 2012.

## 4.0 Liquidity and Capitalization

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

	Three Months Ended March 31,	
	2013	2012
<b>Net Income for the Period</b>	\$ 70,526	\$ 24,133
Non-cash items	15,814	8,200
Settlement of decommissioning obligations	(551)	(249)
Settlement of other provisions	(3,995)	(144)
(Decrease) increase in non-current deferred revenue	(62,609)	284,363
Change in employee future benefits	5,246	702
Change in non-cash working capital and foreign exchange	5,110	150,866
Cash provided by operating activities	29,541	467,871
Cash provided by (used in) investing activities	51,787	(129,359)
Cash used in financing activities	(142,631)	(15,074)
Foreign exchange gain (loss) on foreign cash and cash equivalents	1,770	(110)
Net change in cash and cash equivalents	(59,533)	323,328
Cash and cash equivalents at beginning of period	284,981	56,537
<b>Cash and Cash Equivalents at End of Period</b>	\$ 225,448	\$ 379,865

The Company expects to generate sufficient cash flows and have access to its credit facilities to meet contractual obligations, planned development and growth initiatives as and when they are required.

## 4.1 Cash Provided by Operating Activities

#### First Quarter 2013 versus First Quarter 2012

Cash provided by operating activities decreased by \$438.3 million from \$467.8 million in the first quarter of 2012 to \$29.5 million in the first quarter of 2013. The decrease was primarily due to a decrease in non-current deferred revenue of \$347.0 million and an increase in non-cash working capital and foreign exchange of \$145.8 million in the first quarter of 2013 compared to the first quarter of 2012, and this was partially offset by an increase in net income for the period of \$46.4 million. The increase in non-cash working capital and foreign exchange was due to a decrease in the current portion of deferred revenue of \$203.0 million, an increase in inventories of \$21.7 million, partially offset by a decrease of \$53.9 million in accounts receivable. Net income increased due to higher revenue and operating income as discussed in section 3.2 – Consolidated Information.

## 4.2 Cash Provided by (Used in) Investing Activities

### First Quarter 2013 versus First Quarter 2012

Cash provided by investing activities was \$51.8 million in the first quarter of 2013 compared to cash used in investing activities of \$129.4 million in the first quarter of 2012. The increase of \$181.2 million was primarily due to redemption of short term investments of \$71.7 million in the first quarter of 2013 compared to the purchase of short term investments of \$119.9 million in the first quarter of 2012. This was partially offset by an increase in property, plant and equipment purchases of \$6.5 million during the first quarter of 2013 compared to the first quarter of 2012.

## 4.3 Cash Used in Financing Activities

### First Quarter 2013 versus First Quarter 2012

Cash used in financing activities increased by \$127.5 million from \$15.1 million during the first quarter of 2012 to \$142.6 million during the first quarter of 2013. This was mainly due to the purchase of Class B shares under the Arrangement in the amount of \$503.1 million, partially offset by the proceeds of the long term debt net of deferred financing expenses of \$356.3 million in the first quarter of 2013 compared to the first quarter of 2012. Refer to section 3.1 – Business Developments for the Period – Strategic Review and Reorganization & Long Term Senior Notes and Extension of Credit facilities 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)	March 31, 2013	December 31, 2012	Change
Average trade accounts receivables	\$ 248,510	\$ 272,218	\$ (23,708)
DSO <sup>(a)</sup>	49	56	(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 decreased by \$23.7 million from \$272.2 million during the fourth quarter of 2012 to \$248.5 million for the first quarter of 2013. DSO decreased by 7 days from 56 during the fourth quarter of 2012 to 49 during the first quarter of 2013, primarily due to the timing of sales and collection of receivables in the first quarter of 2013 compared to the fourth quarter of 2012.

### *Inventories*

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

(in thousands of Canadian dollars)	March 31, 2013	December 31, 2012	Change
Inventories	\$ 216,467	\$ 188,347	\$ 28,120

Inventories increased by \$28.1 million from \$188.4 million as at December 31, 2012 to \$216.5 million as at March 31, 2013, due to an increase in raw materials inventory of approximately \$18.9 million, an increase of \$1.5 million in work in process and an increase of \$11.4 million in finished goods inventory, in anticipation of work to be completed in the second quarter of 2013.

## 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)	March 31, 2013	December 31, 2012	Change
Average accounts payable and accrued liabilities	\$ 218,210	\$ 196,293	\$ 21,917
DPO <sup>(a)</sup>	77	68	9

(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 \$21.9 million, or 11.2%, from \$196.3 million during the fourth quarter of 2012, to \$218.2 million during the first quarter of 2013. DPO increased by 9 days in the first quarter of 2013 compared to the fourth quarter of 2012, driven by an increase in accounts payable and accrued liabilities and the timing of purchases.

## 4.5 Unsecured Credit Facilities

The following table sets forth the Company's total unsecured credit facilities as at:

(in thousands of Canadian dollars)	March 31, 2013	December 31, 2012
Bank indebtedness <sup>(a)</sup>	\$ 5,610	\$ 5,684
Standard letters of credit for performance, bid and surety	84,705	81,178
Total utilized credit facilities	90,315	86,862
Total available credit facilities <sup>(b)</sup>	305,100	251,688
<b>Unutilized credit facilities</b>	<b>\$ 214,785</b>	<b>\$ 164,826</b>

(a) Excludes the banking facilities of the Company's equity accounted investments.

(b) The Company guarantees the bank credit facilities of its subsidiaries.

On March 20, 2013, the Company renewed its Unsecured Committed Bank Credit Facility for a period of five years, with terms and conditions similar to the prior agreement, except that the maximum borrowing limit was raised by US\$100.0 million from US\$150.0 million to US\$250.0 million, with an option to increase the credit limit to US\$400.0 million with the consent of lenders and a reduction in interest rates payable thereunder.

Allowable credit utilization outside of this facility has dropped from US\$100.0 million to US\$50.0 million.

## 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 Interest Coverage Ratio (Earnings Before Interest, Taxes, Depreciation and Amortization ("EBITDA") plus rental payments divided by interest expense plus rental payments) of more than 2.5 to 1 and a debt to EBITDA ratio of less than 3.00 to 1. The Company was in compliance with these covenants as at March 31, 2013 and December 31, 2012.

## 4.6 Commitments and Contingencies

### 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. 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 Company utilizes its credit facilities to support its bonds. The Company had utilized credit facilities of \$84.7 million as at March 31, 2013 (December 31, 2012 – \$81.2 million), for support of its bonds.

### ***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.

### **4.7    *Loans payable***

The following table sets forth the Company's loans payable as at:

(in thousands of Canadian dollars)	<b>March 31, 2013</b>	December 31, 2012
<b>Current</b>		
Loan payable	\$ <b>70</b>	\$        67
Loan payable to associate		
	<b>70</b>	67
<b>Non-current</b>		
Loan payable	\$ <b>190</b>	\$        220
Loan payable to associate	<b>1,449</b>	2,444
	<b>1,639</b>	2,664
<b>Total</b>	<b>\$        1,709</b>	<b>\$        2,731</b>

### **4.8    *Long-Term Debt***

On March 20, 2013, the Company issued Senior Notes for total gross proceeds of US\$350 million (CDN\$358.3 million at March 20, 2013 foreign exchange rate) to institutional investors as follows:

- i) US \$100,000 (CDN\$102,380 at March 20, 2013 foreign exchange rate) aggregate principal amount of its 2.98% Senior Notes, Series A, due March 31, 2020 (the "Series A Notes");
- ii) US \$100,000 (CDN\$102,380 at March 20, 2013 foreign exchange rate) aggregate principal amount of its 3.67% Senior Notes, Series B, due March 31, 2023 (the "Series B Notes");
- iii) US \$100,000 (CDN\$102,380 at March 20, 2013 foreign exchange rate) aggregate principal amount of its 3.82% Senior Notes, Series C, due March 31, 2025 (the "Series C Notes");
- iv) US \$50,000 (CDN\$51,190 at March 20, 2013 foreign exchange rate) aggregate principal amount of its 4.07% Senior Notes, Series D, due March 31, 2028 (the "Series D Notes").

The total long-term debt balance as at March 31, 2013 is \$356.0 million. The Company's long term debt has been designated as a hedge of the net investment in a U.S. dollar functional currency subsidiary as described in note 14 of the unaudited interim consolidated financial statements for the three months ended March 31, 2013.

### ***Financial Ratios***

The Company has undertaken to maintain certain covenants in respect of the Long-Term Debt. These are similar to the debt covenants described in section 4.5 above.

The Company was in compliance with all of the financial covenants for the long-term debt as at March 31, 2013.

## 4.9 Financial Instruments

### *Fair Value*

*IFRS 7, Financial Instruments - Disclosure*, provides a hierarchy of valuation techniques based on whether the inputs to those valuation techniques are observable or unobservable. Observable inputs are those which reflect market data obtained from independent sources, while unobservable inputs reflect the Company's assumptions with respect to how market participants would price an asset or liability. These two inputs used to measure fair value fall into the following three different levels of the fair value hierarchy:

- Level 1 Quoted prices in active markets for identical instruments that are observable
- Level 2 Quoted prices in active markets for similar instruments; inputs other than quoted prices that are observable and derived from or corroborated by observable market data
- Level 3 Valuations derived from valuation techniques in which one or more significant inputs are unobservable.

The hierarchy requires the use of observable market data when available. The following table presents, for each of the fair value hierarchy levels, the assets and liabilities that are measured at fair value on a recurring basis as at March 31, 2013 and does not include those instruments where the carrying amount is a reasonable approximation of the fair value:

(in thousands of Canadian dollars)	<b>Fair Value</b> \$	<b>Level 1</b> \$	<b>Level 2</b> \$	<b>Level 3</b> \$
<b>Assets</b>				
Derivative financial instruments - current	2,201	–	2,201	–
	<u>2,201</u>	<u>–</u>	<u>2,201</u>	<u>–</u>
<b>Liabilities</b>				
Derivative financial instruments - current	580	–	580	–
	<u>580</u>	<u>–</u>	<u>580</u>	<u>–</u>

The current derivative financial instruments relate to foreign exchange forward contracts entered into by the Company (as described below) and are valued by comparing the rates at the time the derivatives are acquired to the period-end rates quoted in the market. The fair values of the Company's remaining financial instruments are not materially different from their carrying values.

The following table presents the changes in the Level 3 fair value category for the period indicated:

(in thousands of Canadian dollars)	<b>Fair value</b> \$
<b>Balance – January 1, 2012</b>	2,499
Losses recognized in the statement of income	(2,499)
<b>Closing balance - December 31, 2012</b>	–
<b>Closing balance – March 31, 2013</b>	–

### ***Foreign Exchange Forward Contracts***

The Company utilizes financial instruments to manage the risk associated with foreign exchange rates. The Company formally documents all relationships between hedging instruments and the hedge items, as well as its risk management objective and strategy for undertaking various hedge transactions. As at March 31, 2013, the Company had notional amounts of \$161.3 million of forward contracts outstanding (December 31, 2012 - \$247.7 million) with the fair value of the Company's net benefit from all foreign exchange forward contracts totaling \$1.6 million (December 31, 2012 - \$2.0 million net benefit).

### ***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.

### ***Foreign Exchange Risk***

The majority of the Company's business is transacted outside of Canada through subsidiaries operating in several countries. The net investments in these subsidiaries as well as their revenue, operating expenses and non-operating expenses are based in foreign currencies. As a result, the Company's consolidated revenue, expenses and financial position may be impacted by fluctuations in foreign exchange rates as these foreign currency items are translated into Canadian dollars. As at March 31, 2013, fluctuations of +/- 5% in the Canadian dollar, relative to those foreign currencies, would impact the Company's consolidated revenue, income from operations, and net income (attributable to shareholders of the Company) for the quarter ended March 31, 2013 by approximately \$54.1 million, \$12.5 million and \$12.5 million, respectively, prior to hedging activities. In addition, such fluctuations would impact the Company's consolidated total assets, consolidated total liabilities and consolidated total equity by \$69.6 million, \$51.1 million and \$18.5 million, respectively.

The objective of the Company's foreign exchange risk management activities is to minimize transaction exposures associated with the Company's foreign currency-denominated cash streams and the resulting variability of the Company's earnings. The Company utilizes foreign exchange forward contracts to manage this foreign exchange risk. The Company does not enter into foreign exchange contracts for speculative purposes. With the exception of the Company's US dollar based operations, the Company does not hedge translation exposures.

### ***Net Investment Hedge***

The Senior Notes have been designated as a hedge of the net investment in one of the Company's subsidiaries, which has the U.S. dollar as its functional currency. During the quarter ended March 31, 2013, a gain of \$2.4 million on the translation of the Notes was transferred to other comprehensive income to offset the losses on translation of the net investment in the subsidiary. There was no ineffectiveness of this hedge for the quarter ended March 31, 2013.

### ***Interest Rate Risk***

The following table summarizes the Company's exposure to interest rate risk as at March 31, 2013:



(in thousands of Canadian dollars)	<b>Non Interest Bearing \$</b>	<b>Floating Rate \$</b>	<b>Fixed Interest Rate \$</b>	<b>Total \$</b>
<b>Financial assets</b>				
Cash equivalents	–	–	43,903	43,903
Loans receivable	20,166	3,866	–	24,032
	<b>20,166</b>	<b>3,866</b>	<b>43,903</b>	<b>67,935</b>
<b>Financial liabilities</b>				
Bank indebtedness	–	5,610	–	5,610
Loans payable	1,709	–	–	1,709
Long-term debt (the "Notes")	–	–	356,011	356,011
	<b>1,709</b>	<b>5,610</b>	<b>356,011</b>	<b>363,330</b>

The Company's interest rate risk arises primarily from its floating rate bank indebtedness and long-term notes receivable and is not currently considered to be material.

#### **Credit Risk**

Credit risk arises from cash and cash equivalents held with banks, forward foreign exchange contracts, as well as credit exposure of customers, including outstanding accounts receivable. The maximum credit risk is equal to the carrying value of the financial instruments.

#### **Liquidity Risk**

The Company's objective in managing liquidity risk is to maintain sufficient, readily available cash reserves in order to meet its liquidity requirements at any point in time. The Company achieves this by maintaining sufficient cash and cash equivalents and through the availability of funding from committed credit facilities. As at March 31, 2013, the Company had cash and cash equivalents totaling \$225.4 million (December 31, 2012 – \$285.0 million) and had unutilized lines of credit available to use of \$214.8 million (December 31, 2012 - \$164.8 million).

#### **4.10 Outstanding Share Capital**

As at April 30, 2013, the Company had 59,272,402 common shares outstanding. In addition, as at April 30, 2013, the Company had stock options outstanding to purchase up to 2,272,199 common shares.

#### **4.11 Internal Control over Financial Reporting**

There have been no changes in the Company's internal control over financial reporting during the quarter ended March 31, 2013 that have materially affected or are reasonably likely to materially affect, the Company's internal control over financial reporting.

#### **4.12 Transactions with Related Parties**

During the quarter, 11,716,235 Class B shares of the Company's controlling shareholder were acquired by the Company for cash and shares pursuant to the Arrangement which became effective on March 20, 2013. Refer to Section 3.1 - Business Developments for the Period and note 15 of the unaudited interim financial statements for the three months ended March 31, 2013, for additional information regarding this transaction. In connection with the closing of the Arrangement, the employment terms of the Company's Chair of the Board of Directors and indirect controlling shareholder, and of the Company's Vice Chair of the Board of Directors, were amended to provide that their employment with a Company's subsidiary would terminate and they would receive severance and other benefits of approximately \$3.4 million and \$3.7 million, respectively. For additional information regarding these transactions, refer to the section entitled Termination & Change of Control Benefits in the Company's Management Proxy Circular dated March 25, 2013, which is filed on SEDAR at [www.sedar.com](http://www.sedar.com)

## 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**

### ***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 categories 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).

The standard was initially effective for annual periods beginning on or after January 1, 2013, but Amendments to *IFRS 9* Mandatory Effective Date of *IFRS 9* and Transition Disclosures, issued in December 2011, moved the mandatory effective date to January 1, 2015 with earlier adoption permitted. The Company has not yet assessed the impact of the standard or determined whether it will adopt the standard early.

## **5.3 New Accounting Standards Adopted**

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

#### Presentation of Items of Other Comprehensive Income

The IASB amended *IAS 1, Presentation of Financial Statements*, by revising how certain items are presented in other comprehensive income ("OCI"). Items within OCI that may be reclassified to profit and loss at a future point in time now have to be presented separately from items that will never be reclassified. The Company adopted this standard effective January 1, 2013. The Company has modified its Statement of Comprehensive Income to become compliant with the amendments made to *IAS 1*. The amendment affected presentation only and had no impact on the Company's financial position or results of operations.

#### Clarification of the Requirement for Comparative Information

The amendment to *IAS 1* clarifies the difference between voluntary additional comparative information and the minimum required comparative information. An entity must include comparative information in the related notes to the financial statements when it voluntarily provides comparative information beyond the minimum required comparative period. The additional voluntarily comparative information does not need to be presented in a complete set of financial statements.

An opening statement of financial position (known as the "Opening Balance Sheet") must be presented when an entity applies an accounting policy retrospectively, makes retrospective restatements, or reclassifies items in its financial statements, provided any of those changes has a material effect on the statement of financial position at the beginning of the preceding period. The amendment clarifies that an Opening Balance Sheet does not have to be accompanied by comparative information in the related notes. Under *IAS 34*, the minimum items required for interim condensed financial statements do not include an Opening Balance Sheet. The Company has disclosed the Opening Balance Sheet as part of the IFRS transitional note in section 5.4.

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

For annual periods beginning on January 1, 2013, *IFRS 10, Consolidated Financial Statements*, replaced 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. *IFRS 10* changes the definition of control such that an investor is 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. To meet the definition of control in *IFRS 10*, all three criteria must be met, including: (a) an investor has power over an investee; (b) the investor has exposure, or rights, to variable returns from its involvement with the investee; and (c) the investor has the ability to use its power over the investee to affect the amount of the investor's returns. 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. The Company's adoption of *IFRS 10* effective January 1, 2013 had no material impact on the consolidation of investments by the Company.

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

On January 1, 2013, ShawCor adopted *IFRS 11, Joint Arrangements*, which applies to accounting for interests in joint arrangements where there is joint control. *IFRS 11* replaces *IAS 31, Interests in Joint Ventures* and *SIC-13, Jointly-controlled Entities — Non-monetary Contributions by Venturers*. *IFRS 11* requires that reporting issuers consider whether a joint arrangement is structured through a separate vehicle, as well as the terms of the contractual arrangement and other relevant facts and circumstances, to assess whether the venture is entitled to only the net assets of the joint arrangement ("joint venture") or to its share of the assets and liabilities of the joint arrangement ("a joint operation"). A joint venture is accounted for using the equity method and a joint operation is accounted for using proportionate consolidation.

The application of *IFRS 11* resulted in the Company replacing proportionate consolidation of its joint ventures with the equity method of accounting. The effect of *IFRS 11* is described in section 5.4, which includes quantification of the effect on the Company's consolidated financial statements.

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

On January 1, 2013, the Company adopted *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 replaced existing disclosure requirements. Due to this new standard, the Company is now required to disclose in its annual consolidated financial statements 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* sets out the requirements for disclosures relating to an entity's interests in subsidiaries, joint arrangements, associates and structured entities. None of these disclosure requirements are applicable for interim condensed consolidated financial statements that are prepared in accordance with *IAS 34*, unless significant events and transactions occur in the interim period that require disclosure. Accordingly, the Company has not made such disclosures in these interim condensed consolidated financial statements.

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

Effective January 1, 2013, the Company has adopted *IFRS 13, Fair Value Measurement*. *IFRS 13* establishes a single source of guidance for all fair value measurements, when fair value is required or permitted by IFRS. *IFRS 13*, does not change when an entity is required to use fair value, but rather provides guidance on how to measure fair value under IFRS when fair value is required or permitted. In addition, fair value will now be defined as the 'exit price' and concepts of 'highest and best use' and 'valuation premise' are relevant only for non-financial assets and liabilities. Upon adoption, the Company has started to use a single framework for measuring fair value and will provide additional disclosures as prescribed by IFRS. The application of *IFRS 13* has not materially impacted the fair value measurements carried out by the Company.

*IFRS 13* also requires specific disclosures on fair values, some of which replace existing disclosure requirements in other standards, including *IFRS 7, Financial Instruments: Disclosures*. Some of these disclosures are specifically required for financial instruments by *IAS 34.16A(j)*, thereby affecting these interim condensed consolidated financial statements. The Company has provided these prescribed financial statement disclosures in Note 14 in the unaudited interim financial statements for the three months ended March 31, 2013.

### ***IAS 19R, Employee Benefits***

Effective January 1, 2013, ShawCor adopted *IAS 19, Employee Benefits*. *IAS 19R* includes a number of amendments to the accounting for defined benefit plans, including actuarial gains and losses that are now recognized in other comprehensive income (OCI) and permanently excluded from profit and loss; expected returns on plan assets that are no longer recognized in profit or loss, instead, there is a requirement to recognize interest on the net defined benefit liability (asset) in profit or loss, calculated using the discount rate used to measure the defined benefit obligation, and; unvested past service costs are now recognized in profit or loss at the earlier of when the amendment occurs or when the related restructuring or termination costs are recognized. The amended standard impacts the net benefit expense as the expected return on plan assets is calculated using the same interest rate as applied for the purpose of discounting the benefit obligation. Other amendments include new disclosures, such as, quantitative sensitivity disclosures.

The transition to *IAS 19R* has had a material impact on the net defined benefit plan obligations due to the difference in accounting for interest on plan assets and unvested past service costs. The effect of *IAS 19R* is described in section 5.4, which includes quantification of the effect on the Company's consolidated financial statements.

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

ShawCor adopted *IAS 27, Separate Financial Statements* effective January 1, 2013. 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. There was no impact from the adoption of this new standard to the Company's consolidated financial statements.

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

ShawCor adopted *IAS 28, Investments in Associates and Joint Ventures* effective January 1, 2013. As a consequence of the issue of *IFRS 10, IFRS 11* and *IFRS 12*, *IAS 28* has been amended and now provides further accounting guidance for investments in associates and sets 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 or has significant influence over an investee, the Company will recognize an investment and will account for it using the equity method in accordance with *IAS 28*.

The adoption of *IAS 28* by the Company changed the method of accounting for its joint ventures from the proportionate consolidation method to the equity method. The effect of *IAS 28* is described in section 5.4, which includes quantification of the effect on the Company's consolidated financial statements.

## 5.4 Impact of Adopting New Accounting Standards

### a) IFRS 11, Joint Ventures

The Company had the following interests in joint ventures as at March 31, 2013.

	Country of Incorporation	Activity	Proportion of Interest Held %
Hal Shaw Inc.	U.S.A.	Pipe coating	50
Shaw & Shaw Ltd.	Canada	Pipe coating	83
Helicone Holdings Limited	Russia	Pipe coating	25
Socotherm Brasil S.A.	Brazil	Pipe coating	50
Atlantida Socotherm S.A.	Argentina	Pipe coating	50
Socotherm LaBarge LLC	U.S.A.	Pipe coating	51

Under IAS 31 *Investment in Joint Ventures* (prior to the transition to IFRS 11), the Company's interest in all of its joint ventures were classified as jointly controlled entities and the Company's share of the assets, liabilities, revenue, income and expenses were proportionately consolidated in the consolidated financial statements. Goodwill recognized from the acquisition of the remaining 60% of Fineglade Limited in October, 2012 will be allocated to the acquired joint ventures upon finalization of the purchase price allocation. Upon adoption of IFRS 11, the Company has determined all of its interests to be joint ventures that are now accounted for using the equity method. The effect of applying IFRS 11 is shown in the IFRS transition bridges below.

### b) IAS 19R, Employee Benefits

The Company provides future benefits to its employees under a number of defined benefit and defined contribution arrangements. The defined benefit pension plans are in Canada, the U.K. and Norway and include both flat-dollar plans for hourly employees and final earning plans for salaried employees. The Company also provides a post-retirement life insurance benefit to its Canadian retirees and a post-employment benefit to its hourly and salaried employees in Indonesia.

IAS 19R has been applied retrospectively from January 1, 2012. As a result, expected returns on plan assets of defined benefit plans are not recognized in profit or loss. Instead, interest on net defined benefit obligation is recognized in profit or loss, calculated using the discount rate used to measure the net pension obligation or asset. Also, unvested past service costs can no longer be deferred and recognized over the future vesting period. Instead, all past service costs are recognized at the earlier of when the amendment occurs and when the Company recognizes related restructuring or termination costs. Until 2012, the Company's unvested past service costs were recognized as an expense on a straight-line basis over the average period until the benefits become vested. Upon transition to IAS 19R, past service costs are recognized immediately in other comprehensive income, if the benefits have vested immediately following the introduction of, or changes to, a pension plan

The effect of applying IAS 19R is shown in the IFRS transition bridges below:

## IFRS Reconciliation of the balance sheet at January 1, 2012

	December 31, 2011	IFRS 11 Joint Arrangements	IAS 19 Employee Benefits	Restated Under IFRS changes January 1, 2012
<b>Assets</b>				
<b>Current assets</b>				
Cash and cash equivalents	\$ 56,731	\$ (194)	\$ –	\$ 56,537
Short-term investments	10,545	–	–	10,545
Loan receivable	2,047	–	–	2,047
Accounts receivable	279,324	(190)	–	279,134
Income taxes receivable	15,981	–	–	15,981
Inventories	146,786	(370)	–	146,416
Prepaid expenses	24,454	(1)	–	24,453
Derivative financial instruments	270	–	–	270
	<b>536,138</b>	<b>(755)</b>	<b>–</b>	<b>535,383</b>
<b>Non-current assets</b>				
Loans receivable	12,622	–	–	12,622
Property, plant and equipment	299,118	(397)	–	298,721
Intangible assets	86,362	–	–	86,362
Investment in associate	30,095	–	–	30,095
Investment in Joint venture	–	30	–	30
Derivative financial instruments	–	–	–	–
Deferred income taxes	30,058	–	4,689	34,747
Other assets	12,022	–	(1,907)	10,115
Goodwill	220,334	–	–	220,334
<b>Total non-current assets</b>	<b>690,611</b>	<b>(367)</b>	<b>2,782</b>	<b>693,026</b>
<b>Total Assets</b>	<b>\$ 1,226,749</b>	<b>\$ (1,122)</b>	<b>\$ 2,782</b>	<b>\$ 1,228,409</b>
<b>Liabilities and Equity</b>				
<b>Current liabilities</b>				
Bank indebtedness	\$ 12,281	\$ –	\$ –	\$ 12,281
Loans payable	5,001	(5,001)	–	–
Accounts payable and accrued liabilities	156,064	(1,132)	–	154,932
Provisions	12,317	(28)	–	12,289
Income taxes payable	35,200	993	–	36,193
Derivative financial instruments	419	–	–	419
Deferred revenue	27,446	–	–	27,446
Obligations under finance lease	268	–	–	268
<b>Total current liabilities</b>	<b>248,996</b>	<b>(5,168)</b>	<b>–</b>	<b>243,828</b>
<b>Non-current liabilities</b>				
Provisions	50,859	–	15,979	66,838
Deferred revenue	–	–	–	–
Derivative financial instruments	2,499	–	–	2,499
Deferred income taxes	56,984	–	–	56,984
<b>Total non-current liabilities</b>	<b>110,342</b>	<b>–</b>	<b>15,979</b>	<b>126,321</b>
Liabilities directly associated with assets	–	–	–	–
<b>Total Liabilities</b>	<b>359,338</b>	<b>(5,168)</b>	<b>15,979</b>	<b>370,149</b>
<b>Equity</b>				
Capital Stock	218,381	–	–	218,381
Contributed surplus	16,391	–	–	16,391
Retained earnings	664,475	4,046	–	668,521
Accumulated other comprehensive loss	(31,836)	–	(13,197)	(45,033)
	<b>867,411</b>	<b>4,046</b>	<b>(13,197)</b>	<b>858,260</b>
<b>Total Liabilities and Equity</b>	<b>\$ 1,226,749</b>	<b>\$ (1,122)</b>	<b>\$ 2,782</b>	<b>\$ 1,228,409</b>

## IFRS Reconciliation of the balance sheet at December 31, 2012

	December 31, 2012	IFRS 11 Joint Arrangements note 5a)	IAS 19 Employee Benefits note 5b)	Restated Under IFRS changes December 31, 2012
<b>Assets</b>				
<b>Current assets</b>				
Cash and cash equivalents	\$ 293,266	\$ (8,285)	\$ –	\$ 284,981
Short – term investments	78,747	(797)	–	77,950
Loan receivable	604	961	–	1,565
Accounts receivable	389,929	(13,141)	–	376,788
Income taxes receivable	13,675	(1,838)	–	11,837
Inventories	202,887	(14,540)	–	188,347
Prepaid expenses	41,370	–	–	41,370
Derivative financial instruments	3,988	–	–	3,988
	<u>1,024,466</u>	<u>(37,640)</u>	<u>–</u>	<u>986,826</u>
<b>Non-current assets</b>				
Loans receivable	6,527	14,376	–	20,903
Property, plant and equipment	392,592	(21,008)	–	371,584
Intangible assets	144,694	(43,239)	–	101,455
Investment in associate	1,348	–	–	1,348
Investment Joint venture	–	49,321	–	49,321
Deferred income taxes	32,453	(2,385)	6,079	36,147
Other assets	12,638	–	(2,558)	10,080
Goodwill	285,710	–	–	285,710
	<u>875,962</u>	<u>(2,935)</u>	<u>3,521</u>	<u>876,548</u>
Assets held for sale	27,141	–	–	27,141
<b>Total Assets</b>	<u>\$ 1,927,569</u>	<u>\$ (40,575)</u>	<u>\$ 3,521</u>	<u>\$ 1,890,515</u>
<b>Liabilities</b>				
<b>Current liabilities</b>				
Bank indebtedness	\$ 3,801	\$ 1,883	\$ –	\$ 5,684
Loans payable	8,395	(8,328)	–	67
Accounts payable and accrued liabilities	224,497	(18,446)	–	206,051
Provisions	43,193	2,989	–	46,182
Income taxes payable	37,991	(2,934)	–	35,057
Derivative financial instruments	1,275	651	–	1,926
Deferred revenue	377,091	–	–	377,091
Obligations under finance lease	1,927	–	–	1,927
	<u>698,170</u>	<u>(24,185)</u>	<u>–</u>	<u>673,985</u>
<b>Non-current liabilities</b>				
Loans payable	8,682	(6,018)	–	2,664
Obligations under finance lease	12,728	–	–	12,728
Provisions	54,151	(4,233)	20,719	70,637
Deferred revenue	64,392	–	–	64,392
Derivative financial instruments	–	–	–	–
Deferred income taxes	71,664	(10,185)	–	61,479
	<u>211,617</u>	<u>(20,436)</u>	<u>20,719</u>	<u>211,900</u>
Liabilities directly associated with the assets classified as held for sale	11,917	–	–	11,917
<b>Total Liabilities</b>	<u>921,704</u>	<u>(44,621)</u>	<u>20,719</u>	<u>897,802</u>
<b>Equity</b>				
Share capital	221,687	–	–	221,687
Contributed surplus	17,525	–	–	17,525
Retained earnings	799,849	4,046	(108)	803,787
Non-controlling interest	(331)	–	–	(331)
Accumulated other comprehensive loss	(32,865)	–	(17,090)	(49,955)
	<u>1,005,865</u>	<u>4,046</u>	<u>(17,198)</u>	<u>992,713</u>
<b>Total Liabilities and Equity</b>	<u>\$ 1,927,569</u>	<u>\$ (40,575)</u>	<u>\$ 3,521</u>	<u>\$ 1,890,515</u>



## IFRS Reconciliation of the statements of income and comprehensive income for year ended December 31, 2012

<u>Consolidated Statement of Income</u>	IFRS December 31, 2012	IFRS 11 Joint Arrangements note 5a)	IAS 19 Employee Benefits note 5b)	Restated Under IFRS changes December 31, 2012
<b>Revenue</b>	1,482,849	(13,662)	–	1,469,187
<b>Cost of goods sold</b>	904,362	(9,358)	–	895,004
<b>Gross profit</b>	578,487	(4,304)	–	574,183
Selling, general and administrative expenses	308,172	(2,209)	145	306,108
Research and development expenses	12,242	–	–	12,242
Foreign exchange (gains) losses	(119)	10	–	(109)
Amortization of property, plant and equipment	45,133	(148)	–	44,985
Amortization of intangible assets	8,248	(929)	–	7,319
(Gain) on land and other items	(12,101)	–	–	(12,101)
Impairment of property, plant and equipment	4,686	–	–	4,686
<b>Income from operations</b>	212,226	(1,028)	(145)	211,053
Accounting gain on acquisition	413	–	–	413
Income (loss) on investment in associate	8,694	–	–	8,694
Investment loss in joint ventures	–	618	–	618
Finance income, net	1,318	42	–	1,360
<b>Income before income taxes</b>	222,651	(368)	(145)	222,138
<b>Income taxes</b>	44,188	(368)	(37)	43,783
<b>Net income for the period</b>	\$ 178,463	\$ –	(108)	178,355
<b>Net income attributable to:</b>				
<b>Shareholders of the Company</b>	178,418	–	(108)	178,310
<b>Non-controlling interest</b>	45	–	–	45
	178,463	–	(108)	178,355
<b>Earnings per share</b>				
Basic	\$ 2.53	–	–	2.53
Diluted	\$ 2.50	–	–	2.50
<b><u>Consolidated Statement of Comprehensive Income</u></b>				
<b>Net income for the period</b>	\$ 178,463	\$ –	(108)	178,355
Exchange differences on translation of foreign operations	(826)	469	–	(357)
Other comprehensive loss attributable to investment in joint ventures	–	(469)	–	(469)
Actuarial loss on defined benefit plans	–	–	(5,246)	(5,246)
Income tax expense	–	–	1,353	1,353
Other comprehensive loss for the period	(826)	–	(3,893)	(4,719)
<b>Comprehensive income for the period</b>	\$ 177,637	\$ –	(4,001)	173,636
<b>Comprehensive income attributable to:</b>				
Shareholders of the company	\$ 177,389	–	(4,001)	173,388
Non-controlling interest	248	–	–	248
<b>Comprehensive income for the period</b>	\$ 177,637	–	(4,001)	173,636

## IFRS Reconciliation of the statements of income and comprehensive income for quarter ended March 31, 2012

<u>Consolidated Statement of Income</u>	IFRS March 31, 2012	IFRS 11 Joint Arrangements	IAS 19 Employee Benefits	Restated Under IFRS changes March 31, 2012
<b>Revenue</b>	312,268	–	–	312,268
<b>Cost of goods sold</b>	193,774	306	–	194,080
<b>Gross profit</b>	118,494	(306)	–	118,188
Selling, general and administrative expenses	71,976	(3)	36	72,009
Research and development expenses	3,105	–	–	3,105
Foreign exchange (gains) losses	845	–	–	845
Amortization of property, plant and equipment	9,905	(38)	–	9,867
Amortization of intangible assets	1,808	–	–	1,808
<b>Income from operations</b>	30,855	(265)	(36)	30,554
Income (loss) on investment in associate	1,268	–	–	1,268
Investment income in joint ventures	–	120	–	120
Finance costs, net	(413)	115	–	(298)
<b>Income before income taxes</b>	31,710	(30)	(36)	31,644
<b>Income taxes</b>	7,550	(30)	(9)	7,511
<b>Net income for the period</b>	\$ 24,160	\$	(27)	24,133
<b>Net income attributable to:</b>				
<b>Shareholders of the Company</b>	24,160	–	(27)	24,133
<b>Non-controlling interest</b>	–	–	–	–
	24,160	–	(27)	24,133
<b>Earnings per share</b>				
Basic	\$ 0.34	–	–	0.34
Diluted	\$ 0.34	–	–	0.34

### Consolidated Statement of Comprehensive Income

<b>Net income for the period</b>	\$ 24,160	\$	(27)	24,133
Exchange differences on translation of foreign operations	(7,195)	243	–	(6,952)
Other comprehensive income attributable to				
investment in associate	796	–	–	796
Actuarial loss on defined benefit plans	–	–	(1,312)	(1,312)
Income tax effect of actuarial loss on defined benefit plans	–	–	339	339
Other comprehensive (loss) income for the period	(6,399)	243	(973)	(7,129)
<b>Comprehensive income (loss) for the period</b>	\$ 17,761	\$ 243	(1,000)	17,004

### IFRS Reconciliation of Equity

	December 31, 2012	March 31, 2012	January 1, 2012
Equity	\$ 1,005,865	\$ 882,096	\$ 867,411
Impact of adopting IFRS 11 Joint arrangements	4,046	4,289	4,046
Impact of adopting IAS 19, Employee Benefit	(17,198)	(14,197)	(13,197)
Equity in accordance with IFRS changes	\$ 992,713	\$ 872,188	\$ 858,260

## 6.0 Outlook

The outlook for market activity in the Company's Pipeline and Pipe Services segment by region and in the Petrochemical and Industrial segment is outlined below:

### Pipeline and Pipe Services Segment - North America

The Company is currently benefitting from a number of initiatives to increase market share in the North America pipeline market. These initiatives include recent expansions by both the Flexpipe composite pipe and Guardian OCTG pipe inspection and refurbishment businesses to the growing shale plays of east and west Texas, as well as the April 2013 acquisition of Socotherm LaBarge with its strategic position on the Gulf of Mexico. These efforts combined with continued strong demand for large diameter pipe coating and an increasing number of offshore projects in the Gulf of Mexico have positioned ShawCor to benefit from an expected increase in pipeline infrastructure spending to support increased North American oil and gas production.

### Pipeline and Pipe Services Segment - Latin America

At March 31, 2013, ShawCor had completed over 90% of the \$90 million Technip project at the mobile plants in Trinidad. As a result, the Company expects that revenue from Latin America pipe coating operations will decrease modestly from first quarter levels for the balance of 2013. During this time however, activity levels in Mexico are projected to remain strong and consistent while the 2012 acquisition of Socotherm will contribute revenue from its Argentina facilities. These factors will continue beyond 2013 and be enhanced by the potential for growth in Brazil as delayed developments in the deepwater pre-salt basins begin to generate pipe insulation coating opportunities.

### Pipeline and Pipe Services Segment - EMAR

The Company's Europe, Middle East, Africa, Russia ("EMAR") region has experienced strong project revenues from its pipe coating facility in Orkanger, Norway. This is expected to continue throughout 2013, supported by the Company's recent acquisition of Socotherm which will contribute revenue from its facilities in Europe.

### Pipeline and Pipe Services Segment - Asia Pacific

Since the second quarter of 2012, the Company's Asia Pacific pipe coating facilities in Malaysia and Indonesia have been rapidly ramping up production volumes with resulting strong growth in revenue. In the first quarter of 2013, the Asia Pacific region accounted for an unprecedented 37% of ShawCor's Pipeline segment revenue. This region is expected to continue to be strong through the remainder of 2013 and into 2014, as the Inpex Ichthys export line project and the insulated flowlines for the Chevron Wheatstone, Inpex Ichthys and Apache Julimar projects are executed.

### Petrochemical and Industrial Segment

ShawCor's Petrochemical and Industrial segment businesses are significantly exposed to demand in the North American and European automotive, industrial, and nuclear refurbishment markets. Although the outlook for demand in industrial markets in developed economies remains uncertain, the Company's Petrochemical and Industrial segment businesses have achieved gains in market share. This trend is expected to continue with the result that the segment should generate modest revenue growth in 2013. With the completion in the third quarter of a new facility in Germany for the segment's heat shrink tubular business, steady revenue growth combined with improved operational efficiencies is expected to generate higher operating margins and earnings for the Petrochemical and Industrial segment.

### 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. The order backlog at March 31, 2013 reached a new record level of \$875 million, an increase of 3% from the level at December 31, 2012 and also up 30% from the \$673 million level reported one year ago. The increase in the backlog during the first quarter was primarily due to two large contracts awarded to Socotherm with an aggregate value exceeding \$70 million. These projects will be executed commencing in the second half of 2013 at Socotherm's facility in the Gulf of Mexico where ShawCor has recently completed the acquisition of a 49% interest previously held by a joint venture partner. With a record backlog at quarter end and the continued high level of bidding activity (the Company currently has outstanding bids with a value exceeding \$800 million dollars), the Company is well positioned for continued strong performance.

## 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 2012 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 March 31, 2013, the provisions on the interim consolidated balance sheet related to environmental matters and included as decommissioning liability obligations were \$21.0 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 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)	March 31, 2013	December 31, 2012
Revenue for the quarter	\$ 454,681	\$ 439,499
Average trade accounts receivables	248,510	272,218
<b>DSO</b>	<b>49</b>	<b>56</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)	March 31, 2013	December 31, 2012
Cost of goods sold for the quarter	\$ 253,439	\$ 258,016
Average accounts payable and accrued liabilities	218,210	196,293
<b>DPO</b>	<b>77</b>	<b>68</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>March 31, 2013</b>	December 31, 2012
Current assets	\$ <b>826,988</b>	\$ 986,826
Current liabilities	\$ <b>665,347</b>	\$ 673,985
<b>Working capital ratio</b>	<b>1.24</b>	1.46

### Interest Coverage Ratio

Interest Coverage Ratio is defined as EBITDA plus rental payments divided by interest expense plus rental payments. The following table sets forth the calculation of the Company's interest coverage ratio for the three month period ended March 31, 2013:

(in thousands of Canadian dollars)	<b>March 31, 2013</b>
EBITDA plus rental payments	\$ <b>110,799</b>
Interest expense plus rental payments	<b>6,424</b>
<b>Interest coverage ratio</b>	<b>17.25</b>

The Company is in compliance with this debt covenant as at March 31, 2013.

## 10.0 Summary of Quarterly Results

The following is a summary of selected financial information for the nine 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>					
2013	<b>454,681</b>	–	–	–	–
2012	312,268	326,923	390,497	439,499	1,469,187
2011	279,466	264,541	271,478	341,780	1,157,265
<b>Income (loss) from operations</b>					
2013	<b>89,125</b>	–	–	–	–
2012	30,554	23,232	64,305	92,962	211,053
2011	30,099	22,660	(60)	31,744	84,443
<b>Net income (loss)<sup>(a)</sup></b>					
2013	<b>70,595</b>	–	–	–	–
2012	24,133	20,850	53,052	80,275	178,310
2011	20,485	15,703	(3,144)	23,236	56,280
<b>Income from operations per share<sup>(b)</sup></b>					
<b>Basic</b>					
2013	<b>1.29</b>	–	–	–	–
2012	0.43	0.33	0.92	1.32	3.00
2011	0.43	0.32	0.00	0.44	1.19
<b>Diluted</b>					
2013	<b>1.28</b>	–	–	–	–
2012	0.43	0.33	0.91	1.30	2.97
2011	0.42	0.32	0.00	0.44	1.18
<b>Net income (loss) per share<sup>(b)</sup></b>					
<b>Basic</b>					
2013	<b>1.02</b>	–	–	–	–
2012	0.34	0.30	0.75	1.14	2.53
2011	0.29	0.22	(0.04)	0.32	0.79
<b>Diluted</b>					
2013	<b>1.01</b>	–	–	–	–
2012	0.34	0.29	0.74	1.13	2.50
2011	0.29	0.21	(0.04)	0.32	0.78

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

(b) Based on the Class A and Class B shares for periods up to March 20, 2013; based on the common shares thereafter.

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 92% 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" and "forward looking statements" (collectively "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 sufficiency of resources and capital to meet market demand and to execute the Company's development and growth strategy, the impact of the existing order backlog and other factors on the Company's revenue and operating income, 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, the maintenance of operations in major oil and gas producing regions and the ability of the Company to satisfy all covenants under its credit facilities and the senior notes. 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.

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

May 10, 2013