# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 8-K

#### **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): May 4, 2017

### MRC GLOBAL INC.

(Exact name of registrant as specified in its charter)

**Delaware** (State or other jurisdiction of incorporation)

**001-35479** (Commission File Number)

**20-5956993** (I.R.S. Employer Identification Number)

Fulbright Tower, 1301 McKinney Street, Suite 2300 Houston, Texas 77010 (Address of Principal Executive Offices)

Registrant's telephone number, including area code: (877) 294-7574

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[ ] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter)
Emerging growth company $\square$
If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. □

#### Item 2.02 Results of Operations and Financial Condition

On May 4, 2017, MRC Global Inc. ("MRC Global" or the "Company") issued a press release announcing its financial results for the three months ended March 31, 2017. A copy of the press release is furnished as Exhibit 99.1 to this Form 8-K and is incorporated herein by reference.

In accordance with General Instruction B.2 of Form 8-K, the information in Item 2.02 of this Current Report on Form 8-K, including Exhibit 99.1, shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liability of that section, and shall not be incorporated by reference into any registration statement or other document filed under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

#### Item 7.01 <u>Regulation FD Disclosure</u>.

MRC Global expects the following with respect to the operations and performance of the Company for the 2017 fiscal year:

- The Company expects 2017 revenue to be 13-23% higher than 2016.
- •The Company expects revenue in the upstream sector to be up 20-30%, revenue in the midstream sector to be up 20-30% and revenue in the downstream sector to be up 5-15%, in each case, for the full year 2017 as compared to 2016.
- ·The Company expects double digit percentage revenue growth in the U.S., Canada and International segments.
- ·Sequentially, the Company expects second quarter 2017 revenue to be up between mid to high single digit percentage from the first quarter of 2017.
- Given MRC Global's current mix of products and projects, the Company expects a gross profit percentage in the mid 16% range and an Adjusted Gross Profit percentage in the mid 18% range for 2017. Adjusted Gross Profit percentage is a non-GAAP measure that is not necessarily better than gross profit percentage. The Company defines Adjusted Gross Profit as sales, less cost of sales, plus depreciation and amortization, plus amortization of intangibles, and plus or minus the impact of its last-in, first-out ("LIFO") inventory costing methodology. The Company presents Adjusted Gross Profit because the Company believes it is a useful indicator of the Company's operating performance without regard to items, such as amortization of intangibles, that can vary substantially from company to company depending upon the nature and extent of acquisitions of which they have been involved. Similarly, the impact of the LIFO inventory costing method can cause results to vary substantially from company to company depending upon whether they elect to utilize LIFO and depending upon which method they may elect. The Company uses Adjusted Gross Profit as a key performance indicator in managing its business. The Company believes that gross profit is the financial measure calculated and presented in accordance with U.S. generally accepted accounting principles that is most directly comparable to Adjusted Gross Profit.

The following table reconciles Adjusted Gross Profit and Adjusted Gross Profit percentage (non-GAAP measures) to gross profit and gross profit percentage (GAAP measures):

	Ex	xpected for the	
		Year Ended	Percentage of
		2017	Expected Revenue*
Gross profit	\$	593	16.5%
Depreciation and amortization		21	0.6%
Amortization of intangibles		45	1.3%
Increase in LIFO reserve		5	0.1%
Adjusted Gross Profit	\$	664	18.5%

<sup>\*</sup> Percentages are based on the midpoint of revenue guidance provided above.

- •The Company expects the 2017 selling, general and administrative expense run-rate to be \$129 million to \$131 million per quarter for the remaining three quarters of 2017. The second and third quarters should include increased enterprise resource planning ("ERP") system implementation costs.
- ·The Company expects working capital as a percentage of revenue (trailing twelve months) to be, on average, around 20% for 2017.
- ·The Company expects to generate a modest amount of cash from operations in 2017.
- ·The Company expects to have an effective tax rate of 38% for the full year of 2017.
- ·The Company expects its total capital expenditures for 2017 to be approximately \$35 million.

The above information, as well as information contained in Exhibit 99.1 referenced under Item 9.01 below, contain forward-looking statements within the meaning of Section 27A of the Securities Act and Section 21E of the Exchange Act. Words such as "will," "expect," "expects," "expected", "looking forward", "guidance" and similar expressions are intended to identify forward-looking statements.

Statements about the company's business, including its strategy, the impact of changes in oil prices and customer spending, its industry, the company's future profitability, the company's guidance on its sales, Adjusted EBITDA, gross profit, gross profit percentage, Adjusted Gross Profit and Adjusted Gross Profit percentage, tax rate, capital expenditures and cash from operations, the company's expectations regarding the pay down of its debt, growth in the company's various markets and the company's expectations, beliefs, plans, strategies, objectives, prospects and assumptions are not guarantees of future performance. These statements are based on management's expectations that involve a number of business risks and uncertainties, any of which could cause actual results to differ materially from those expressed in or implied by the forward-looking statements. These statements involve known and unknown risks, uncertainties and other factors, most of which are difficult to predict and many of which are beyond our control, including the factors described in the company's SEC filings that may cause our actual results and performance to be materially different from any future results or performance expressed or implied by these forward-looking statements.

These risks and uncertainties include (among others) decreases in oil and natural gas prices; decreases in oil and natural gas industry expenditure levels, which may result from decreased oil and natural gas prices or other factors; increased usage of alternative fuels, which may negatively affect oil and natural gas industry expenditure levels; U.S. and international general economic conditions; the company's ability to complete successfully with other companies in MRC Global's industry; the risk that manufacturers of the products the company distributes will sell a substantial amount of goods directly to end users in the industry sectors the company serves; unexpected supply shortages; cost increases by the company's suppliers; the company's lack of long-term contracts with most of its suppliers; suppliers' price reductions of products that the company sells, which could cause the value of the company's inventory to decline; decreases in steel prices, which could significantly lower MRC Global's profit;

increases in steel prices, which the company may be unable to pass along to its customers which could significantly lower its profit; the company's lack of long-term contracts with many of its customers and the company's lack of contracts with customers that require minimum purchase volumes; changes in the company's customer and product mix; risks related to the company's customers' creditworthiness; the success of the company's acquisition strategies; the potential adverse effects associated with integrating acquisitions into the company's business and whether these acquisitions will yield their intended benefits; the company's significant indebtedness; the dependence on the company's subsidiaries for cash to meet its debt obligations; changes in the company's credit profile; a decline in demand for certain of the products the company distributes if import restrictions on these products are lifted; environmental, health and safety laws and regulations and the interpretation or implementation thereof; the sufficiency of the company's insurance policies to cover losses, including liabilities arising from litigation; product liability claims against the company; pending or future asbestos-related claims against the company; the potential loss of key personnel; interruption in the proper functioning of the company's information systems and the occurrence of cyber security incidents; loss of third-party transportation providers; potential inability to obtain necessary capital; risks related to adverse weather events or natural disasters; impairment of our goodwill or other intangible assets; adverse changes in political or economic conditions in the countries in which the company operates; exposure to U.S. and international laws and regulations, including the U.S. Foreign Corrupt Practices Act and the U.K. Bribery Act and other economic sanction programs; risks associated with international stability and geopolitical developments; risks relating to ongoing evaluations of internal controls required by Section 404 of

For a discussion of key risk factors, please see the risk factors disclosed in the company's SEC filings, which are available on the SEC's website at www.sec.gov and on the company's website, <a href="https://www.mrcglobal.com">www.mrcglobal.com</a>. Our filings and other important information are also available on the Investor Relations page of our website at www.mrcglobal.com.

Undue reliance should not be placed on the company's forward-looking statements. Although forward-looking statements reflect the company's good faith beliefs, reliance should not be placed on forward-looking statements because they involve known and unknown risks, uncertainties and other factors, which may cause the company's actual results, performance or achievements or future events to differ materially from anticipated future results, performance or achievements or future events expressed or implied by such forward-looking statements. The company undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events, changed circumstances or otherwise, except to the extent required by law.

The information referenced under Item 7.01 (including Exhibit 99.1 referenced under Item 9.01 below) of this Current Report on Form 8-K is being "furnished" under "Item 7.01. Regulation FD Disclosure" and, as such, shall not be deemed to be "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section. The information set forth in this Current Report on Form 8-K (including Exhibit 99.1 referenced under Item 9.01 below) shall not be incorporated by reference into any registration statement, report or other document filed by MRC Global pursuant to the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such filing.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

99.1 Press release of MRC Global Inc. dated May 4, 2017

#### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: May 4, 2017

MRC GLOBAL INC.

By: <u>/s/ James E. Braun</u> James E. Braun Executive Vice President and Chief Financial Officer

### INDEX TO EXHIBITS

Exhibit No.	Description
99.1	Press release dated May 4, 2017



### MRC Global Announces First Quarter 2017 Results

Sales of \$862 million

Net income (loss) attributable to common stockholders of \$0

Adjusted EBITDA of \$36 million

Cash flow from operations of \$22 million

Houston, TX – May 4, 2017 – MRC Global Inc. (NYSE: MRC), the largest global distributor, based on sales, of pipe, valves and fittings and related products and services to the energy industry, today announced first quarter 2017 results.

The company's sales were \$862 million for the first quarter of 2017, which were 10% higher than the first quarter of 2016 and 20% higher than the fourth quarter of 2016. As compared to last year, increased customer activity primarily in the midstream sector drove the improvement.

Net income (loss) attributable to common stockholders for the first quarter of 2017 was \$0 million, or \$0.00 per diluted share, compared to net loss attributable to common stockholders of \$(14) million, or \$(0.14) per diluted share for the first quarter of 2016. The first quarter 2016 results include after-tax severance and restructuring charges of \$4 million. There were no such charges in the first quarter of 2017.

Andrew R. Lane, MRC Global's president and chief executive officer stated, "We are confident the recovery in the oil and gas market is underway with first quarter 2017 revenue higher than any quarter in 2016. This quarter, we saw a 20% sequential increase in sales. This performance was driven by growth across all sectors with very strong performance in our midstream transmission and gathering sector as well as each of our Canadian and U.S. upstream businesses. Also this quarter, we completed the additional authorization of our stock repurchase program buying \$18 million in stock for a total of \$125 million since the program was implemented."

MRC Global's first quarter 2017 gross profit was \$140 million, or 16.2% of sales, an increase from first quarter 2016 gross profit of \$133 million, or 17.0% of sales. Gross profit for the first quarter of 2017 and 2016 reflects an expense of \$1 million and a benefit of \$3 million, respectively, in cost of sales relating to the use of the last-in, first out (LIFO) method of inventory cost accounting.

Selling, general and administrative (SG&A) expenses were \$126 million, or 14.6% of sales, for the first quarter of 2017 compared to \$137 million, or 17.5% of sales, for the same period of 2016. SG&A expenses were 8% lower than the first quarter of 2016, primarily due to cost reduction measures taken in 2016. SG&A expenses for the first quarter of 2016 include \$5 million of pre-tax severance and restructuring charges. There were no such charges in the first quarter of 2017.

Adjusted EBITDA was \$36 million in the first quarter of 2017 compared to \$19 million for the same period in 2016. Please refer to the reconciliation of adjusted EBITDA (a non-GAAP measure) to net income (loss) (a GAAP measure) in this release.

The effective tax rate in the first quarter of 2017 was 14% as a result of the impact of a discrete tax benefit related to a new accounting standard adopted in the quarter.

#### Sales by Segment

U.S. sales in the first quarter of 2017 were \$666 million, up \$60 million, or 10%, from the same quarter in 2016. Excluding \$18 million of revenue earned in the first quarter of 2016 related to the U.S. oil country tubular goods (OCTG) product line, which was sold in February 2016, U.S. sales increased 13%. The increase is due to higher rig counts and a large ongoing project with one of our transmission customers, partially offset by the conclusion of a large petrochemical project.

Canadian sales in the first quarter of 2017 were \$77 million, up \$13 million, or 20%, from the same quarter in 2016 primarily due to the upstream business. Approximately \$3 million of the total increase was a result of a stronger Canadian dollar relative to the U.S. dollar.

International sales in the first quarter of 2017 were \$119 million, up \$6 million, or 5%, from the same period in 2016. The increase was primarily due to a \$12 million Australian line pipe contract in the midstream sector partially offset by a decline in upstream activity.

#### Sales by Sector

Upstream sales in the first quarter of 2017 increased 6% over the first quarter of 2016 to \$245 million, or 28% of total sales. The increase in upstream sales was primarily in our Canadian segment followed by the U.S. as a result of increased customer activity. Excluding OCTG revenue from the first quarter of 2016, U.S. upstream sales increased \$27 million or 24% in the first quarter of 2017. International upstream sales decreased 17% in the first quarter of 2017 from the first guarter of 2016.

Midstream sales in the first quarter of 2017 increased 33% from the first quarter of 2016 to \$371 million, or 43% of total sales. Sales to transmission and gathering customers were up 48% while sales to gas utility customers were up by 20% over the same quarter in 2016.

Downstream sales in the first quarter of 2017 decreased 10% from the first quarter of 2016 to \$246 million, or 29% of total sales. The U.S. downstream sector decreased by \$32 million, or 15%, primarily due to the conclusion of a large petrochemical project. Sequentially, the U.S. downstream sector increased \$13 million or 8% primarily related to an increase in refining turnaround activity.

#### **Balance Sheet**

Cash balances were \$93 million at March 31, 2017. Debt, net of cash, was \$319 million at March 31, 2017. During the first guarter of 2017, the company generated \$22 million of cash from operations.

#### **Share Repurchase Program Update**

In November 2015, the board of directors authorized a share repurchase program for common stock of up to \$100 million, which was increased in November 2016 to \$125 million. During the first quarter of 2017, the company repurchased \$18 million of its common stock at an average price of \$20.54 per share completing the current authorization under the share repurchase program. In total, the company has repurchased 8.5 million shares at an average price of \$14.64. The outstanding share count as of March 31, 2017 is 94.4 million shares.

#### **Conference Call**

The Company will hold a conference call to discuss its first quarter 2017 results at 10:00 a.m. Eastern Time (9:00 a.m. Central Time) on May 5, 2017. To participate in the call, please dial 412-902-0003 and ask for the MRC Global conference call at least 10 minutes prior to the start time. To access the conference call live over the Internet, please log onto the web at http://www.mrcglobal.com and go to the "Investor Relations" page of the company's website at least fifteen minutes early to register, download and install any necessary audio software. For those who cannot listen to the live call, a replay will be available through May 19, 2017 and can be accessed

by dialing 201-612-7415 and using pass code 13656624#. Also, an archive of the webcast will be available shortly after the call at www.mrcglobal.com for 90 days.

#### About MRC Global Inc.

Headquartered in Houston, Texas, MRC Global, is the largest global distributor, based on sales, of pipe, valves and fittings (PVF) and related products and services to the energy industry and supplies these products and services across each of the upstream, midstream and downstream sectors. More information about MRC Global can be found on our website mrcglobal.com.

This news release contains forward-looking statements within the meaning of Section 27A of the Securities Act and Section 21E of the Exchange Act. Words such as "will," "expect," "expected", "looking forward", "guidance" and similar expressions are intended to identify forward-looking statements.

Statements about the company's business, including its strategy, its industry, the company's future profitability, the company's guidance on its sales, adjusted EBITDA, tax rate, capital expenditures and cash flow, the company's expectations regarding the pay down of its debt, growth in the company's various markets and the company's expectations, beliefs, plans, strategies, objectives, prospects and assumptions are not guarantees of future performance. These statements are based on management's expectations that involve a number of business risk and uncertainties, any of which could cause actual results to differ materially from those expressed in or implied by the forward-looking statements. These statements involve known and unknown risks, uncertainties and other factors, most of which are difficult to predict and many of which are beyond our control, including the factors described in the company's SEC filings that may cause our actual results and performance to be materially different from any future results or performance expressed or implied by these forward-looking statements.

These risks and uncertainties include (among others) decreases in oil and natural gas prices; decreases in oil and natural gas industry expenditure levels, which may result from decreased oil and natural gas prices or other factors; increased usage of alternative fuels, which may negatively affect oil and natural gas industry expenditure levels; U.S. and international general economic conditions; the company's ability to compete successfully with other companies in MRC Global's industry; the risk that manufacturers of the products the company distributes will sell a substantial amount of goods directly to end users in the industry sectors the company serves; unexpected supply shortages; cost increases by the company's suppliers; the company's lack of long-term contracts with most of its suppliers; suppliers' price reductions of products that the company sells, which could cause the value of the company's inventory to decline; decreases in steel prices, which could significantly lower MRC Global's profit; increases in steel prices, which the company may be unable to pass along to its customers which could significantly lower its profit; the company's lack of long-term contracts with many of its customers and the company's lack of contracts with customers that require minimum purchase volumes; changes in the company's customer and product mix; risks related to the company's customers' creditworthiness; the success of the company's acquisition strategies; the potential adverse effects associated with integrating acquisitions into the company's business and whether these acquisitions will yield their intended benefits; the company's significant indebtedness; the dependence on the company's subsidiaries for cash to meet its debt obligations; changes in the company's credit profile; a decline in demand for certain of the products the company distributes if import restrictions on these products are lifted or imposed; environmental, health and safety laws and regulations and the interpretation or implementation thereof

For a discussion of key risk factors, please see the risk factors disclosed in the company's SEC filings, which are available on the SEC's website at <a href="https://www.sec.gov">www.sec.gov</a> and on the company's website, <a href="https://www.mrcglobal.com">www.mrcglobal.com</a>. Our filings and other important information are also available on the Investor Relations page of our website at <a href="https://www.mrcglobal.com">www.mrcglobal.com</a>.

Undue reliance should not be placed on the company's forward-looking statements. Although forward-looking statements reflect the company's good faith beliefs, reliance should not be placed on forward-looking statements because they involve known and unknown risks, uncertainties and other factors, which may cause the company's actual results, performance or achievements or future events to differ materially from anticipated future results, performance or achievements or future events expressed or implied by such forward-

looking statements. The company undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events, changed circumstances or otherwise, except to the extent required by law.

#### Contact:

Monica Broughton Investor Relations MRC Global Inc. Monica.Broughton@mrcglobal.com 832-308-2847

### MRC Global Inc. Condensed Consolidated Balance Sheets (Unaudited) (in millions, except shares)

March 31, December 31, 2017 2016 Assets Current assets: Cash \$ 109 93 399 Accounts receivable, net 476 Inventories, net 567 561 48 48 Other current assets 1,184 1,117 Total current assets 22 19 Other assets 140 135 Property, plant and equipment, net Intangible assets: 483 482 Goodwill, net 400 Other intangible assets, net 411 2,229 2,164 Liabilities and stockholders' equity Current liabilities: Trade accounts payable \$ 390 \$ 314 111 112 Accrued expenses and other current liabilities 8 8 Current portion of long-term debt 433 510 Total current liabilities Long-term obligations: 404 406 Long-term debt, net Deferred income taxes 184 184 Other liabilities 24 23 Commitments and contingencies 6.5% Series A Convertible Perpetual Preferred Stock, \$0.01 par value; authorized 355 355 363,000 shares; 363,000 shares issued and outstanding Stockholders' equity: Common stock, \$0.01 par value per share: 500 million shares authorized, 1 1 102,927,696 and 102,529,637 issued, respectively 1,678 1,677 Additional paid-in capital (574)(574)Retained deficit (125)(107)Less: Treasury stock at cost: 8,537,410 and 7,677,580 shares, respectively (228)(234)Accumulated other comprehensive loss **752** 763 2,229 2,164

## MRC Global Inc. Condensed Consolidated Statements of Operations (Unaudited) (in millions, except per share amounts)

	 Three Months Ended			
	March 31, 2017		rch 31, 016	
Sales	\$ 862	\$	783	
Cost of sales	 722		650	
Gross profit	140		133	
Selling, general and administrative expenses	 126		137	
Operating income (loss)	14		(4)	
Other expense:				
Interest expense	(7)		(8)	
Other, net	 <u>-</u>		(1)	
Income (loss) before income taxes	7		(13)	
Income tax expense (benefit)	 1		(5)	
Net income (loss)	 6		(8)	
Series A preferred stock dividends	 6		6	
Net income (loss) attributable to common stockholders	\$ 	\$	(14)	
Basic income (loss) per common share	\$ -	\$	(0.14)	
Diluted income (loss) per common share	\$ -	\$	(0.14)	
Weighted-average common shares, basic	94.8		100.7	
Weighted-average common shares, diluted	94.8		100.7	

## MRC Global Inc. Condensed Consolidated Statements of Cash Flows (Unaudited) (in millions)

	Three Months Ended			
	March 31, 2017		March 31, 2016	
Operating activities				
Net income (loss)	\$	6	\$	(8)
Adjustments to reconcile net income (loss) to net cash provided by operations:				` ,
Depreciation and amortization		5		5
Amortization of intangibles		11		12
Equity-based compensation expense		4		3
Amortization of debt issuance costs		1		-
Increase (decrease) in LIFO reserve		1		(3)
Foreign currency losses		-		1
Other		2		3
Changes in operating assets and liabilities:				
Accounts receivable		(75)		67
Inventories		(6)		24
Other current assets		(1)		(6)
Income taxes payable		2		(5)
Accounts payable		74		(22)
Accrued expenses and other current liabilities		(2)		(13)
Net cash provided by operations		22		58
Investing activities				
Purchases of property, plant and equipment		(11)		(10)
Proceeds from the disposition of non-core product line				48
Net cash (used in) provided by investing activities		(11)		38
Financing activities				
Payments on revolving credit facilities		(14)		(23)
Proceeds from revolving credit facilities		14		23
Payments on long-term obligations		(2)		(2)
Purchase of common stock		(18)		(38)
Dividends paid on preferred stock		(6)		(6)
Repurchases of shares to satisfy tax withholdings		(3)		-
Net cash used in financing activities		(29)		(46)
(Decrease) increase in cash		(18)		50
Effect of foreign exchange rate on cash		2		2
Cash beginning of period		109		69
Cash end of period	\$	93	\$	121

# MRC Global Inc. Supplemental Information (Unaudited) Reconciliation of Adjusted EBITDA (a non-GAAP measure) to Net Income (Loss) (in millions)

	 Three Months Ended			
	March 31, 2017		March 31, 2016	
Net income (loss)	\$ 6	\$	(8)	
Income tax expense (benefit)	1		(5)	
Interest expense	7		8	
Depreciation and amortization	5		5	
Amortization of intangibles	11		12	
Increase (decrease) in LIFO reserve	1		(3)	
Change in fair value of derivative instruments	1		1	
Equity-based compensation expense (1)	4		3	
Severance and restructuring charges (2)	-		5	
Foreign currency losses	 	_	1	
Adjusted EBITDA	\$ 36	\$	19	

#### Notes to above:

(1) Recorded in SG&A

(2)Charge (pre-tax) related to employee severance and restructuring charges associated with the company's cost reduction initiatives recorded in SG&A

The company defines Adjusted EBITDA as net income plus interest, income taxes, depreciation and amortization, amortization of intangibles, and certain other expenses, including non-cash expenses, (such as equity-based compensation, severance and restructuring, changes in the fair value of derivative instruments and asset impairments, including inventory) and plus or minus the impact of its LIFO inventory costing methodology. The company presents Adjusted EBITDA because the company believes Adjusted EBITDA is a useful indicator of the company's operating performance. Among other things, Adjusted EBITDA measures the company's operating performance without regard to certain non-recurring, non-cash or transaction-related expenses. Adjusted EBITDA, however, does not represent and should not be considered as an alternative to net income, cash flow from operations or any other measure of financial performance calculated and presented in accordance with GAAP. Because Adjusted EBITDA does not account for certain expenses, its utility as a measure of the company's operating performance has material limitations. Because of these limitations, the company does not view Adjusted EBITDA in isolation or as a primary performance measure and also uses other measures, such as net income and sales, to measure operating performance. See the Company's Annual Report filed on Form 10-K for a more thorough discussion of the use of Adjusted EBITDA.

### MRC Global Inc. Supplemental Information (Unaudited) Reconciliation of Adjusted Gross Profit (a non-GAAP measure) to Gross Profit (in millions)

		Three Months Ended					
	March 31, 2017		Percentage of Revenue	March 31, 2016		Percentage of Revenue	
Gross profit, as reported	\$	140	16.2%	\$	133	17.0%	
Depreciation and amortization		5	0.6%		5	0.6%	
Amortization of intangibles		11	1.3%		12	1.5%	
Increase (decrease) in LIFO reserve		1	0.1%		(3)	(0.4%)	
Adjusted Gross Profit	\$	157	18.2%	\$	147	18.7%	

Notes to above:

The company defines Adjusted Gross Profit as sales, less cost of sales, plus depreciation and amortization, plus amortization of intangibles, and plus or minus the impact of its LIFO inventory costing methodology. The company presents Adjusted Gross Profit because the company believes it is a useful indicator of the company's operating performance without regard to items, such as amortization of intangibles, that can vary substantially from company to company depending upon the nature and extent of acquisitions of which they have been involved. Similarly, the impact of the LIFO inventory costing method can cause results to vary substantially from company to company depending upon whether they elect to utilize LIFO and depending upon which method they may elect. The company uses Adjusted Gross Profit as a key performance indicator in managing its business. The company believes that gross profit is the financial measure calculated and presented in accordance with U.S. generally accepted accounting principles that is most directly comparable to Adjusted Gross Profit.

## MRC Global Inc. Supplemental Sales Information (Unaudited) (in millions)

Sales by Segment

	 Three Months Ended			
	March 31, 2017		March 31, 2016	
U.S.	\$ 666	\$	606	
Canada	77		64	
International	119		113	
	\$ 862	\$	783	

**Sales by Product Line** 

•	 Three Months Ended			
	March 31, Marc 2017 20		•	
Valves, automation, measurement and instrumentation	\$ 322	\$	299	
Line pipe (1)	146		132	
Gas products	134		101	
Carbon steel fittings and flanges	123		120	
Stainless steel and alloy pipe and fittings	41		48	
Other	 96		83	
	\$ 862	\$	783	

Notes to above:

(1) As a result of the February 2016 disposition of our U.S. OCTG product line, pre-disposition OCTG sales of \$18 million have been included within line pipe sales for the three months ended March 31, 2016.

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