



***Investor Presentation***

**March 2004**



## Disclaimer.

This presentation contains “forward-looking statements.” Forward-looking statements are based on management’s current views and assumptions and involve known and unknown risks that could cause actual results, performance or events to differ materially from those expressed or implied by those statements

# Tenaris: 50 years of industrial enterprise



- 1950's Founding of Tamsa and Siderca
- 1967 Listing of Tamsa (first Mexican ADR) in AMEX
- 1980's Capacity expansion for exports
- 1993 Start of acquisitions
- 2001 Listing of Siderca on the NYSE
- 2001 Launch of "Tenaris" brand
- 2002 Exchange offer

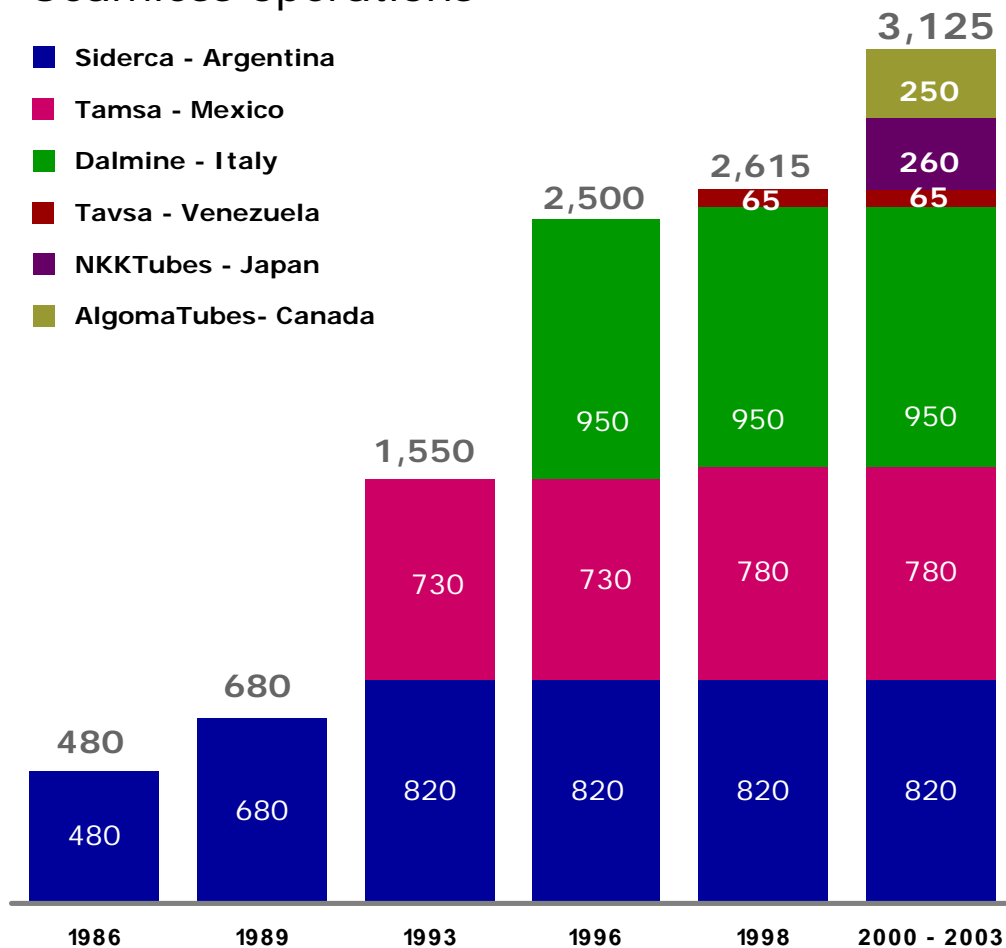
# Expansion over the last 15 years



## Annual production capacity (thousand tons)

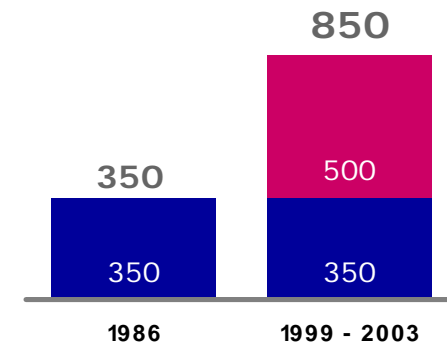
### Seamless operations

- Siderca - Argentina
- Tamsa - Mexico
- Dalmine - Italy
- Tavsa - Venezuela
- NKKTubes - Japan
- AlgomaTubes - Canada



### Welded operations

- Siat - Argentina
- Confab - Brazil



# Today: a leading global player in steel pipes and services



- ❖ Eight steel pipe mills strategically located around the world with a combined production capacity of 3.125 million tons of seamless and 850,000 tons of welded steel tubes
- ❖ Supported by a global distribution and services network
  - specialized on-site, value-added services to customers (inventory management, JIT delivery, technical assistance)
- ❖ Serving four principal market segments



**Oilfield  
Services**



**Pipeline  
Services**



**Process & Power  
Plant Services**



**Industrial &  
Automotive Services**

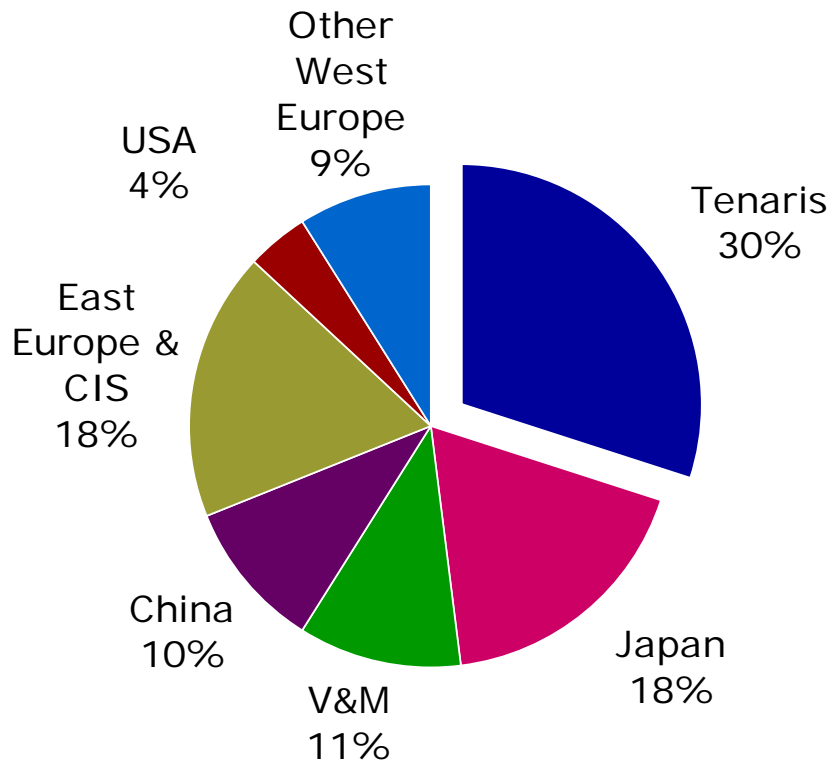
# Global reach with local presence



# Leading market share



## OCTG seamless world trade market



Total = 3.1 million tons

## Other statistics

- 12% of world production capacity of seamless products
- 19% of world production of seamless OCTGs
- 19% of world trade of seamless products
- 30% of world trade of seamless OCTGs

# Solid relationships with premier names in Oil & Gas sector





# With a global manufacturing profile



## Seamless operations

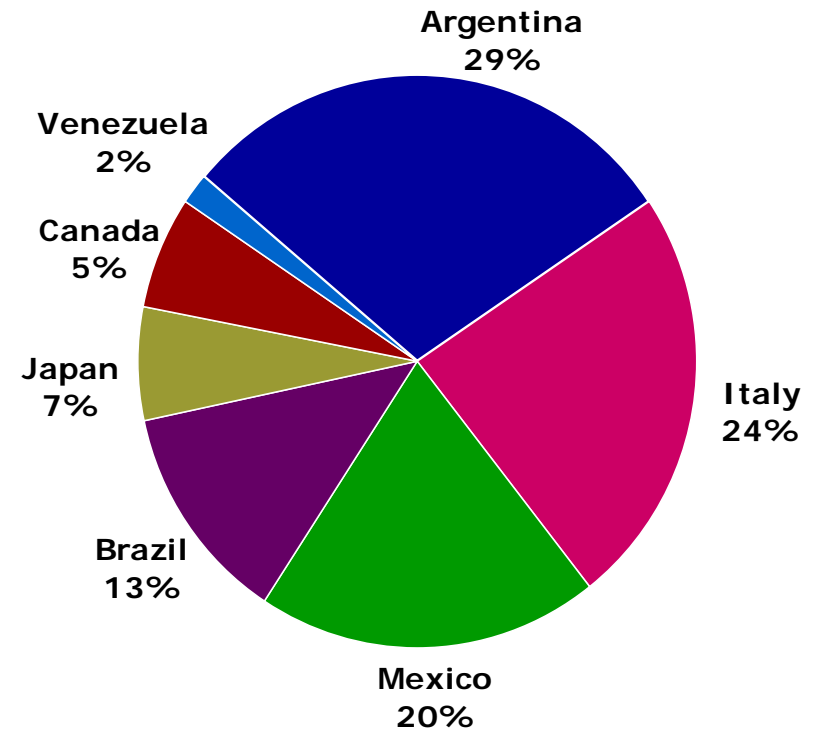
Acquisition date <sup>1</sup>	Company	Country	Capacity (000 tons)
	Siderca	Argentina	820
Jun-93	Tamsa	Mexico	780
Feb-96	Dalmine	Italy	950
Oct-98	Tavsca	Venezuela	65
Aug-00	NKKTubes	Japan	260
Oct-00	AlgomaTubes	Canada	250
<b>Total seamless capacity ('000 tons)</b>			<b>3,125<sup>2</sup></b>

## Welded operations

Acquisition date <sup>1</sup>	Company	Country	Capacity (000 tons)
Jul-86	Siat	Argentina	350
Aug-99	Confab	Brazil	500
<b>Total welded capacity ('000 tons)</b>			<b>850<sup>2</sup></b>

## Tenaris's total capacity breakdown <sup>2</sup>

### Seamless + Welded



**Total = 3,975 thousand tons**

<sup>1</sup> Initial acquisition date  
<sup>2</sup> As of December 31, 2002

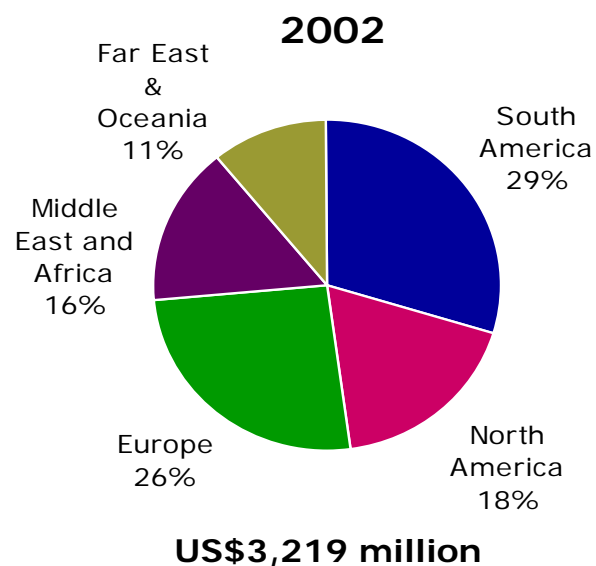
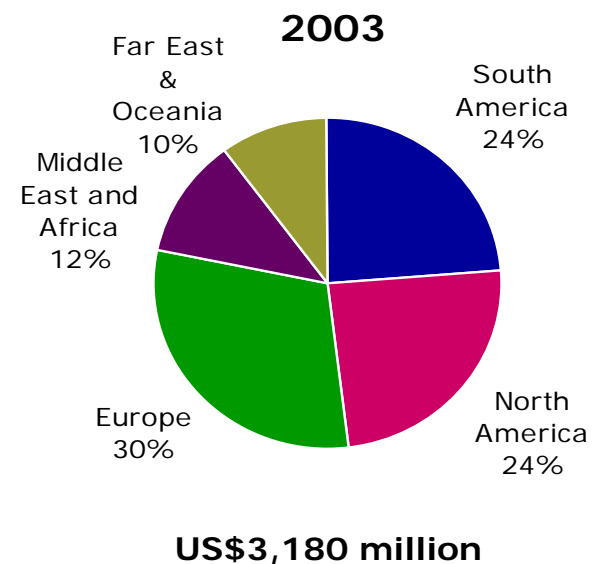
# ...a well-balanced portfolio



## Tenaris volume breakdown

In thousand of tons	2002	2003
<b>Seamless Pipes Sales Volume</b>	<b>2,283</b>	<b>2,278</b>
South America	324	322
North America	401	608
Europe	637	617
Middle East & Africa	528	365
Far East & Oceania	392	366
<b>Welded Steel Pipes Sales Volume</b>	<b>585</b>	<b>355</b>
<b>Total Sales Volume</b>	<b>2,868</b>	<b>2,633</b>

## Tenaris net sales breakdown



## . . . solid financial results



	2001		2002		2003 (*)	
	US\$ millions		%			
Net sales	3,174	100%	3,219	100%	3,180	100%
Operating income	442	14%	472	15%	288	9%
EBITDA (1)	603	19%	648	20%	488	15%
Net income(2)	136	4%	194	6%	210	7%

(\*) Excluding the loss recorded in respect of the BHP lawsuit, operating income would have been US\$402 million, or 13% of net sales, and net income would have been US\$285 million, or 9% of net sales. Operating income, excluding such loss, plus depreciation and amortization would have been US\$602 million, or 19% of net sales.

(1) EBITDA = Consolidated operating income + depreciation and amortization

(2) Consolidated net income before minority interest attributable to participations acquired in the exchange offer.

# ...a strong balance sheet

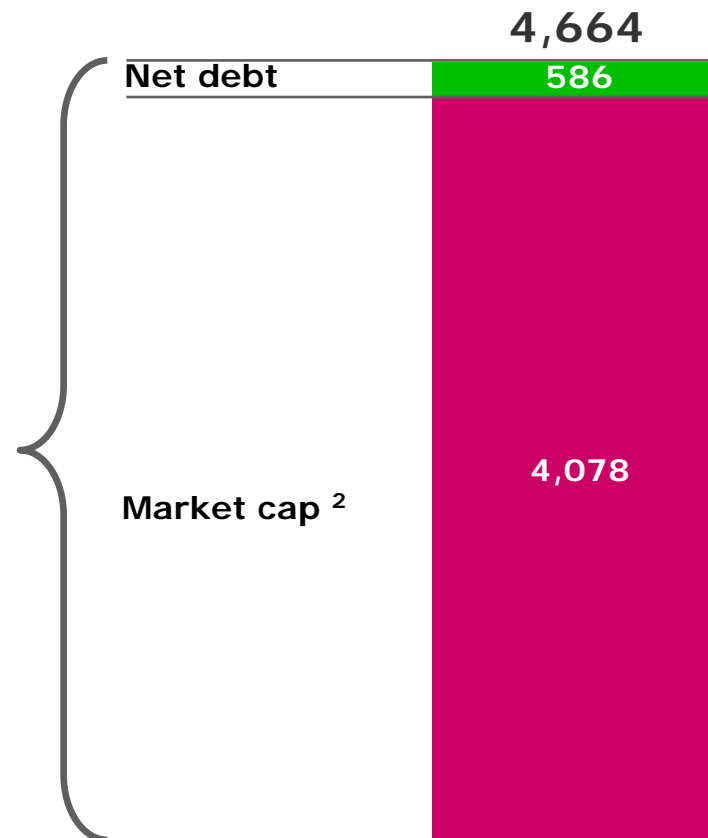


## Current debt situation (US\$ million)

As of December 31, 2003

Cash & equivalents	248
Financial debt	834
<b>Net debt</b>	<b>586</b>
<b>Net debt/equity</b>	<b>29.9%</b>

## Capitalization (assets of US\$ 4.3 bn under IAS <sup>1)</sup>)



1) Assets as of December 31, 2004  
 2) Market cap as of March 8, 2004

# ...and competitive strengths



- Global production, commercial and distribution capabilities
- Ability to provide value-added services worldwide
- Ability to design and manufacture technologically advanced products
- Solid and diversified customer base
- Low-cost operations, primarily at state-of-the-art, strategically located production facilities
- Favorable access to raw materials, energy and labor, plus more than 45 years of operating experience
- Strong balance sheet and cash flow

# Transforming into a service and technology company



## Tubular technologies, Innovative services

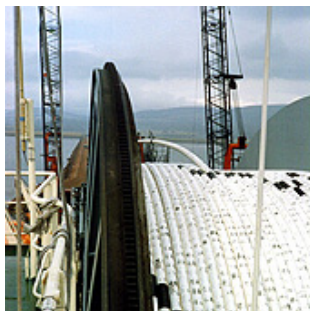
- **Supply chain services:**
- Just-in-time installed column (JIC)



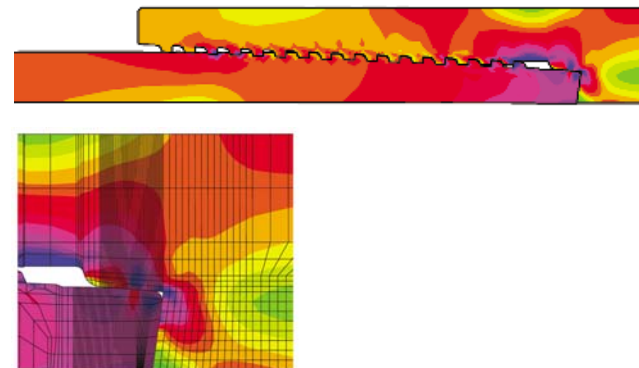
- **Extensive use of IT:**
- TenarisTracking



- **Advanced product development:**
- Deep water applications



- New premium joint technology



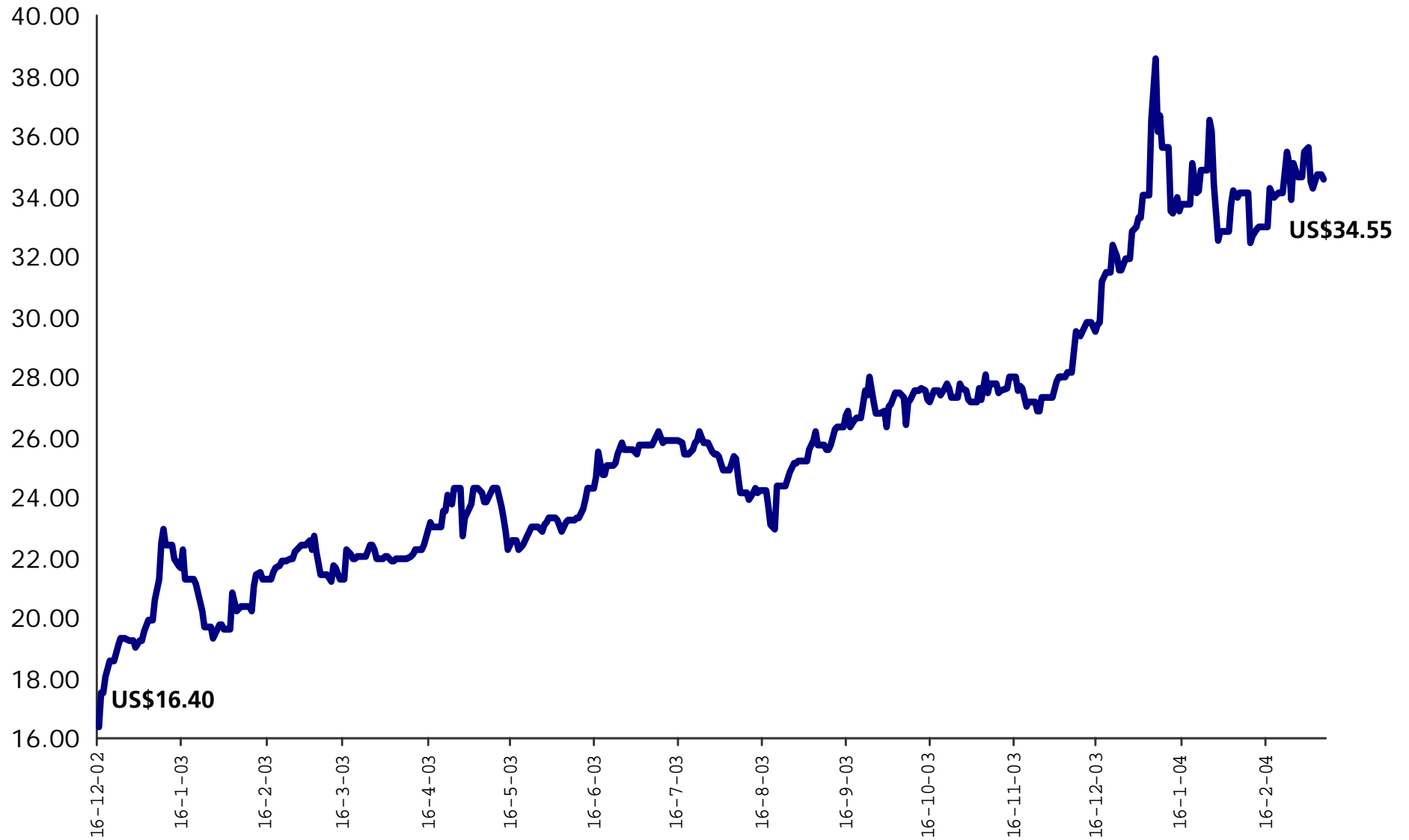


# First year after listing

# Share price performance on the NYSE



Price (US\$/ADR)

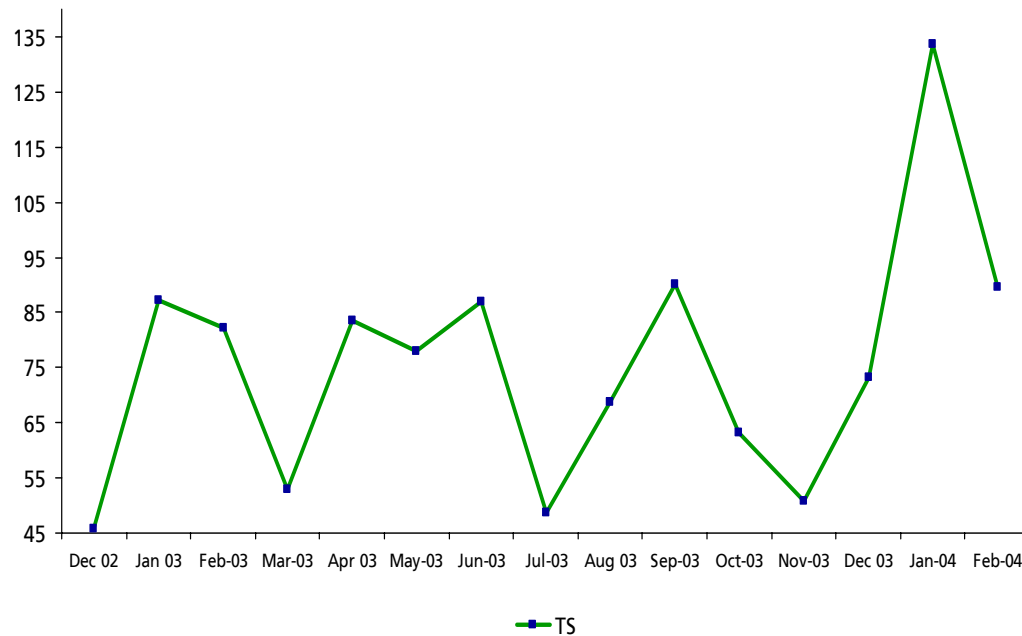




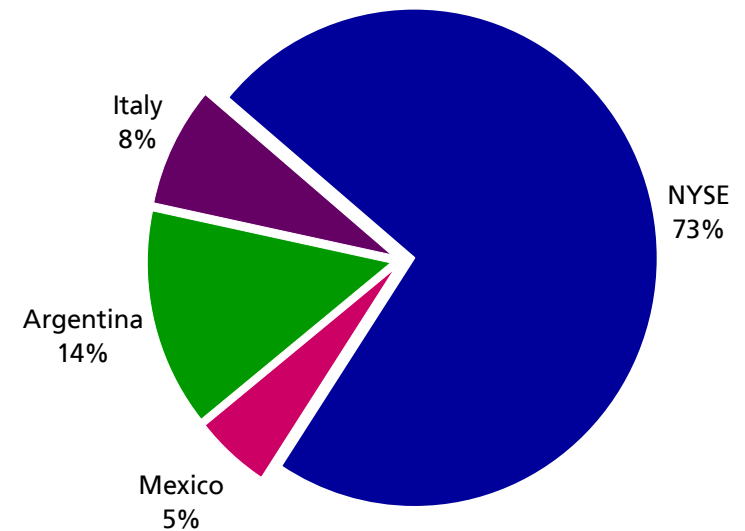


# Trading volumes in the four markets

Millions of dollars traded per month



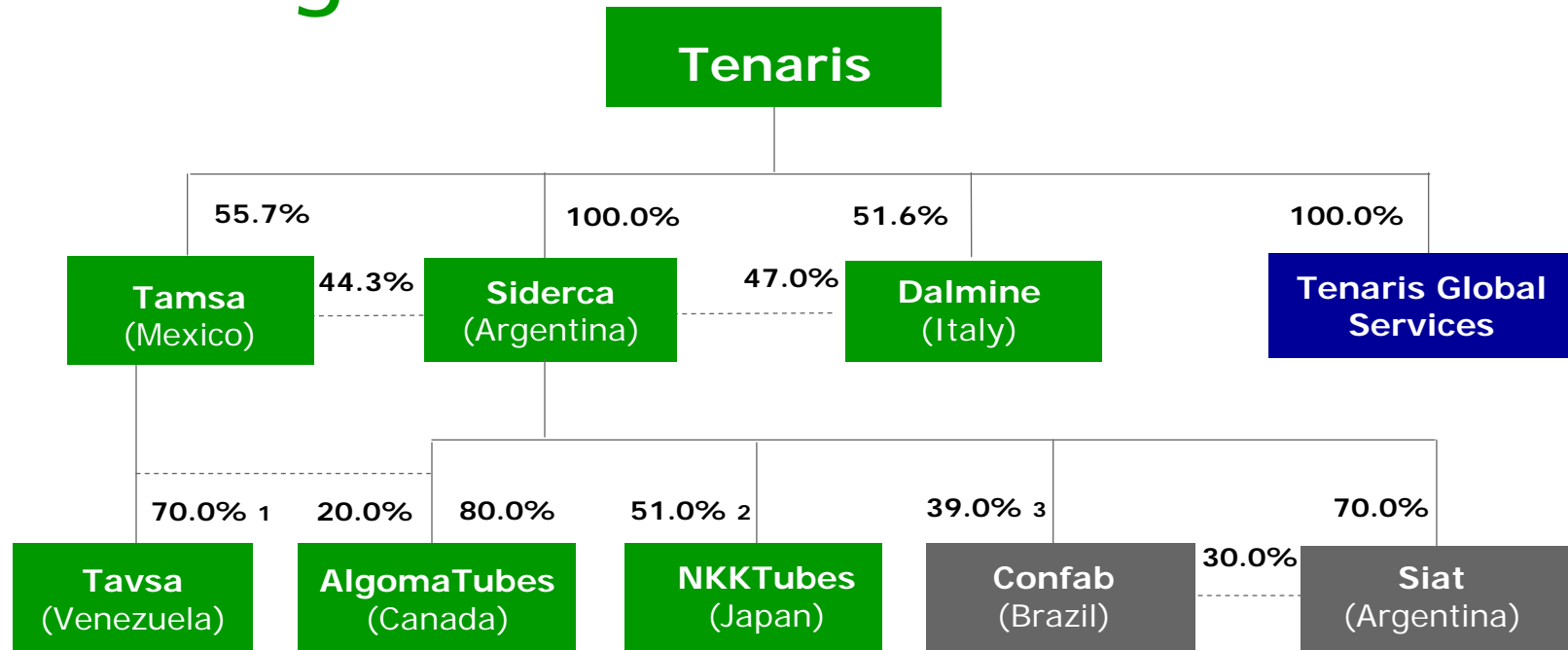
Volumes traded in the four markets (% of total) <sup>1</sup>



- The ordinary shares are fully fungible between markets and can all equally be converted into ADRs and vice-versa
- 73% of the trading volume is on the NYSE, making the ADRs more accessible to institutional investors

<sup>1</sup> The percentage is based on the average of the millions of dollars traded since TS started trading

# Shareholding structure after delistings



■ Seamless pipes  
■ Welded pipes

1) Tavsá's remaining shares currently belong to the Venezuelan Government.

2) NKKTubes' remaining shares currently belong to JFE Holdings, Inc.

3) Confab's remaining shares are currently traded publicly. Siderca holds 99.2% percent of Confab's shares with voting rights.

# Sidor and BHP



## ➤ Sidor debt restructuring

- ❖ Sidor's and Amazonia's aggregate debt reduced from US\$1.9 to US\$0.8 billion
- ❖ Tenaris invests additional US\$32.9 millions
- ❖ Guarantees released
- ❖ Amazonia's stake reduced to 60%
- ❖ Tenaris receives US\$10.5 million excess cash during October

## ➤ BHP lawsuit

- ❖ Full and final settlement to pay UK£108 million in total
- ❖ Three equal annual installments of UK£30.4 million
- ❖ Loss of approximately US\$76 million post-tax (approximately US\$108 million pre-tax) recorded net of previous provision
- ❖ Arbitration in course against Fintecna to recuperate the loss

# Strategic alliances



- **Sandvik**
  - ❖ Tenaris becomes exclusive distributor for Sandvik's stainless and specialty steel OCTG thus completing product range
  
- **Socotherm**
  - ❖ Joint marketing of pipe coating services
  - ❖ Joint ownership of assets adjacent to Tenaris plants
  - ❖ Joint development of new products and services
  
- **Tianjin**
  - ❖ Memorandum of cooperation
  - ❖ Pipe threading and oilfield accessories joint ventures under study

# Strengthening of operations



## ➤ Purchase of Argentine power plant

- ❖ Argentine operations self-sufficient in power
- ❖ Purchase price of US\$23 million
- ❖ 160 MW

## ➤ Advance purchase of natural gas

- ❖ 760 million cubic meters over five years
- ❖ US\$15.3 million advance payment
- ❖ Limiting impact of future gas price increases in Argentina

## ➤ AlgomaTubes

- ❖ Purchase of the land and manufacturing facilities currently leased in Canada
- ❖ US\$9.6 million

## ➤ Progress on synergies

- ❖ Global Administration and Finance SAP implemented
- ❖ More efficient order allocation among mills
- ❖ New commercial and logistics SAP systems under development
- ❖ Exports through Tenaris Global Services

# Some conclusions



- A global company (assets, revenues, customers & operations)
- Serving the global energy industry
- Leader in its industry sub-sector (seamless OCTG)
- Management focused on long-term sustainable growth
- Consolidating and extending competitive advantages
- Cash flow and financial position support capex, dividends and acquisitions
- Attractive valuation relative to companies in the same or comparable sector
- Committed to transparency and equity in dealing with investors and third parties



**Tenaris**