## **Investor Presentation**



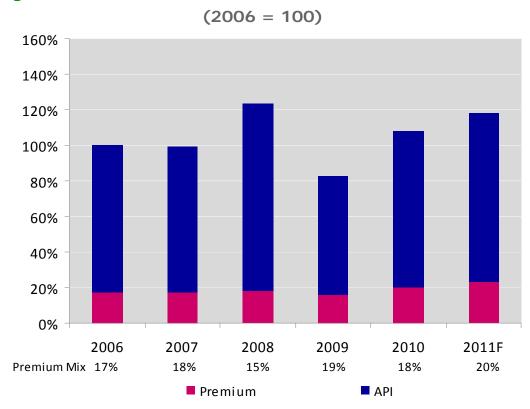


This presentation contains "forward-looking statements." Forward-looking statements are based on management's current views and assumptions and involve known and unknown risks that could cause actual results, performance or events to differ materially from those expressed or implied by those statements. These statements include information regarding management strategy, investment plans, development and growth of the steel pipe and oil and gas industries, trends and other prospective data, including trends regarding the development of raw material costs and the levels of investment in oil and gas drilling worldwide and general economic conditions in the countries where Tenaris operates and sells its products and services. We do not undertake to update any forward-looking statement to reflect events or circumstances after the date of this document or to reflect the occurrence of unanticipated events.

Except where otherwise stated, the data presented herein is based on Tenaris analysis and estimates.

# OCTG demand has recovered strongly





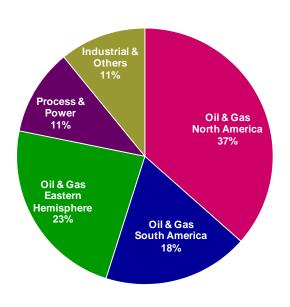
- Demand in 2010 rose 30% with the most significant increases in the USA, Canada and Russia
- 2008 levels of API OCTG demand were inflated by stock build ups
- We expect demand for premium products to grow at a faster rate than for API products

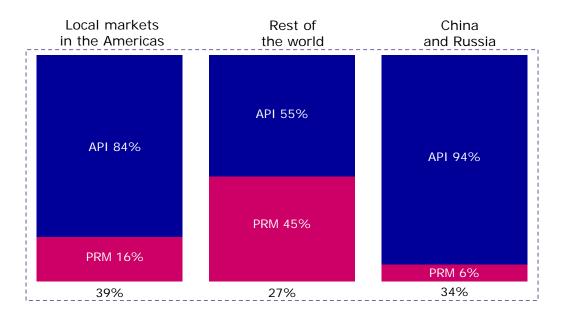
# Leading global player with oil and gas focus



Sales breakdown 2010 US\$7.7 billion

#### Worldwide OCTG market





## Reinforce industry leadership



 Industrial re-alignment to extend product range, improve efficiency and reduce costs and environmental impact

 Accelerate development and deployment of new product and process technologies

 Strengthen regional service and local content deployment worldwide to support customers and capture new markets

#### New rolling mill in Mexico

Small diameter seamless pipe: OD up to 7"

Annual production capacity: 450 th tons

Project completed on schedule: Started in September 2008

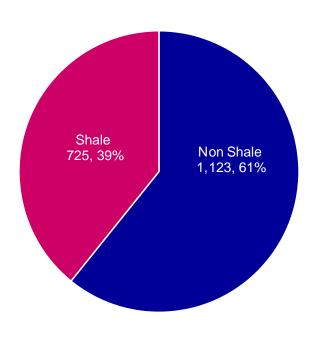
completion in November 2010

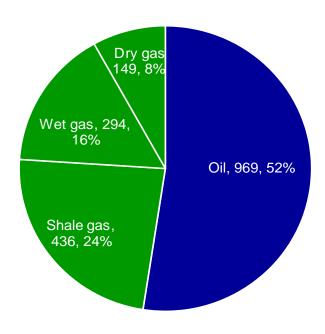
Total capex within budget: ~US\$ 800 million



# North America: growth concentrated on oil, liquids and shales gas

## **US Rig Count detail\***





- In 2010, our US OCTG sales grew 130% vs. 2009
- In Canada growth in activity is also concentrated in oil, including thermal projects and shales gas

<sup>\*</sup> Source: Company analysis based on Baker Hughes rig count June 10, 2011 (excluding thermal rigs).

## Premium connections for shales and thermal wells



TenarisHydril – for all applications supported by global threading and repair shop network, field service engineers and extensive testing and development facilities

## Shales

### **Operational requirements:**

- Bending
- High compression
- Torque
- Fatigue

Wedge 563™



Tenaris XP™



Wedge 625™

## Thermal wells

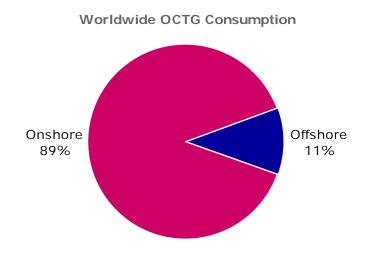
#### **Operational requirements:**

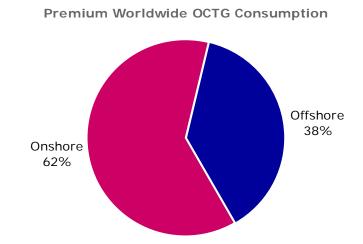
- High temperatures
- Combined torque, compression, and cyclical loading conditions



Blue™ Thermal Liner

# Offshore drilling: higher standards will increase scope for differentiation





- 69% of the OCTG used in offshore drilling is premium
- Macondo well disaster has increased the focus on quality, reliability and the environment

## Premium connections for deepwater and arctic wells



Dopeless® connections to improve operational efficiency and reduce environmental impact of oil and gas drilling operations

Sour service and chrome grades for corrosive environments

## **Deep water**

#### **Operational requirements:**

- Collapse pressures
- Tension
- · Maximum sealability



Wedge 523™



Blue™ Near Flush



**Arctic** 

#### **Operational requirements:**

- Environmental concerns
- Extreme temperatures



Wedge 513™



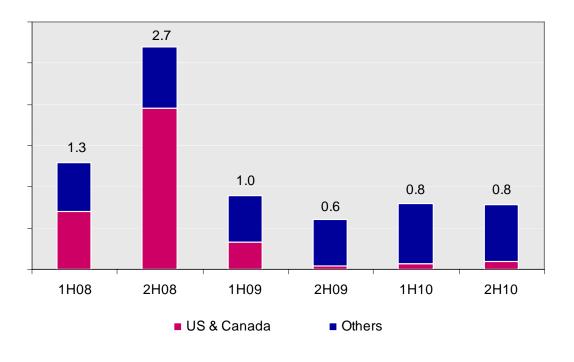
Blue™ Dopeless®

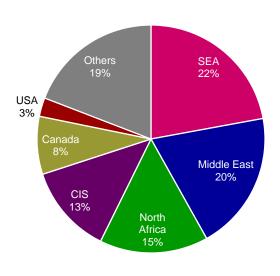
## Competitive environment



#### China OCTG Exports (Mill Tn)

### **China OCTG Exports 2010**

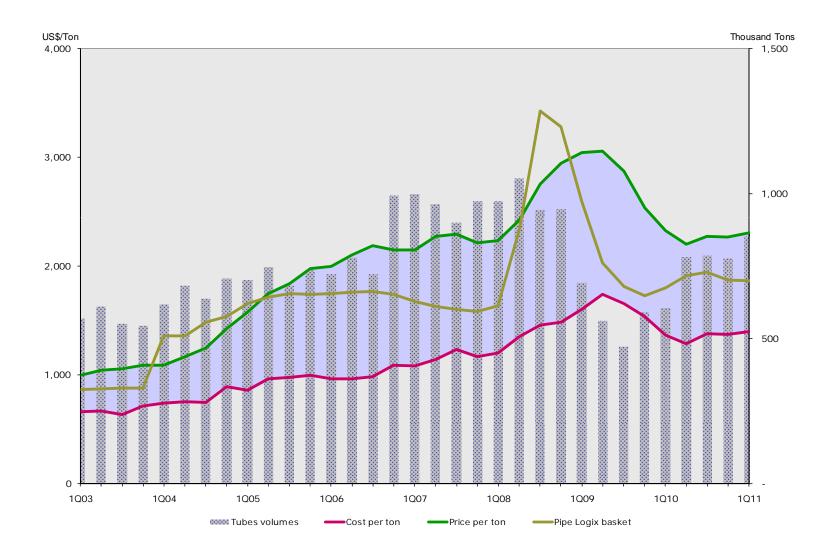




- Trade actions constrain Chinese OCTG exports
- Capacity increases worldwide, mainly by producers of standard products

## Margin of Tubes segment





## Operating and financial results



| Millions of US\$ (except ratios and per ADS amounts) | 2006  | 2007  | 2008   | 2009  | 2010  |
|--|-------|-------|--------|-------|-------|
| Net Sales  | 7,559 | 9,874 | 11,988 | 8,149 | 7,712 |
| Tubes  | 6,734 | 8,433 | 10,010 | 6,671 | 6,676 |
| Projects   | 454   | 876   | 1,271  | 986   | 429   |
| Others   | 372   | 565   | 707    | 492   | 606   |
| Operating income                                     | 2,742 | 2,917 | 3,126  | 1,814 | 1,574 |
| EBITDA   | 2,989 | 3,401 | 4,044  | 2,318 | 2,013 |
| EBITDA margin  | 40%   | 34%   | 34%    | 28%   | 26%   |
| Net income (to equity holders)                       | 1,945 | 1,924 | 2,125  | 1,162 | 1,127 |
| Earnings per ADS                                     | 3.30  | 3.26  | 3.60   | 1.97  | 1.91  |
| Cash flow from operations                            | 1,811 | 2,021 | 1,465  | 3,064 | 871   |
| Net debt / (cash)                                    | 2,095 | 2,970 | 1,392  | (676) | (276) |
| Net debt / EBITDA                                    | 0.70  | 0.87  | 0.34   | -     | -     |

# Well placed in a changing and competitive world



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- Financial strength: positive net cash position, good cash flow and higher margins than competitors
- Expanding local presence and service in major markets worldwide
- Leader in supplying solutions for the growing market in complex tubular applications
- Cost-competitive industrial system
- Highly trained and diverse human resources base
- QHSE: leading industry standards in performance and compliance

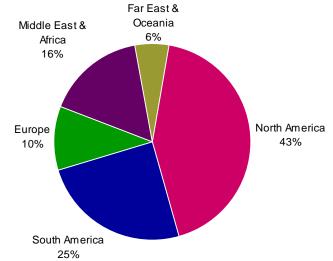


## Sales by geographic region (2010)

■Net debt

2009

Net Debt / EBITDA



-1,000



Tubular Technologies. Innovative Services.