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# Investor Presentation





## **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. 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.

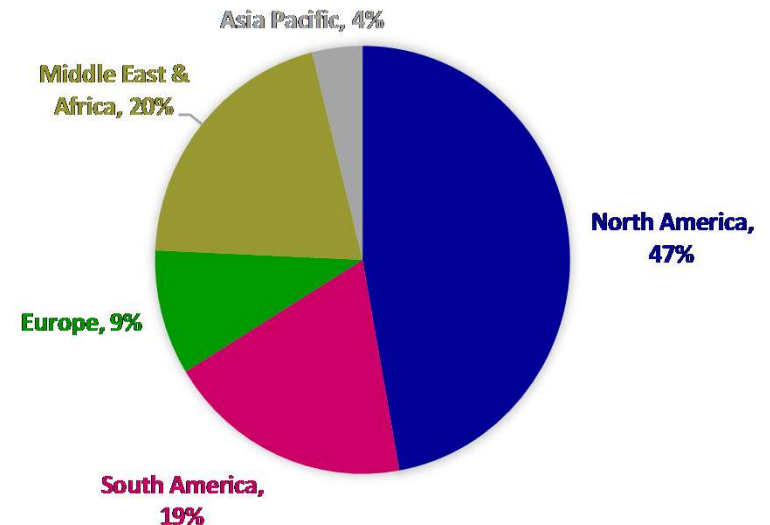
Except where otherwise stated, the data presented herein is based on Tenaris analysis and estimates.

# Global Leader in Steel Pipes for the Energy Industry

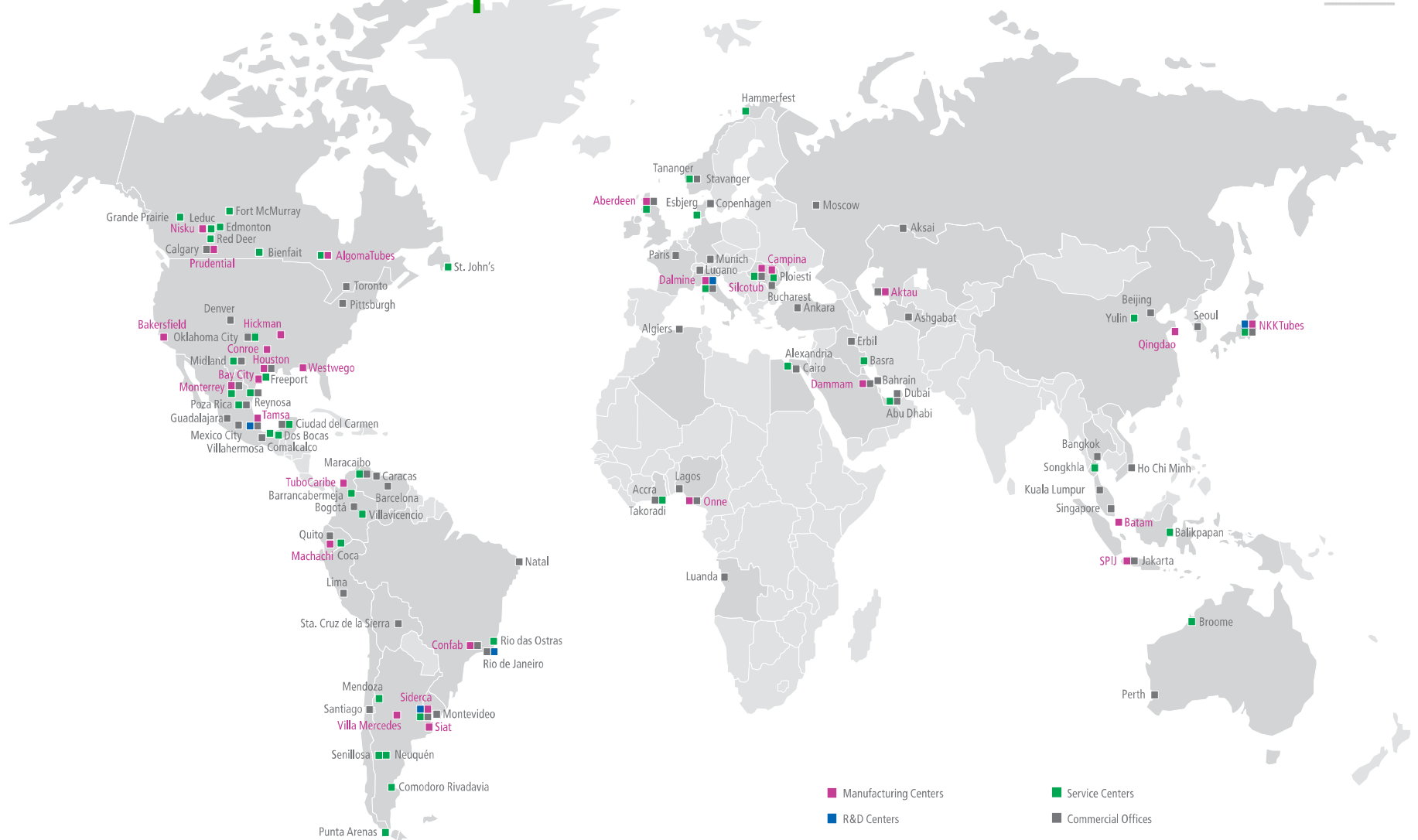


- Manufacturing facilities in **18 countries**
- Annual manufacturing capacity of **6.9 million tons of steel pipes**
- **4** Electric steel shops, **13** Seamless rolling mills, **25** Welded tube mills, **53** Heat treatment lines, and **103** Premium threading lines
- R&D centers in **5 countries**
- Service and distribution network in more than **30 countries**
- **23,472 employees** (2018)
- Revenue: **US\$ 7.7 billion** (2018)
- Stock exchange listings: **New York, Italy, Buenos Aires and Mexico**

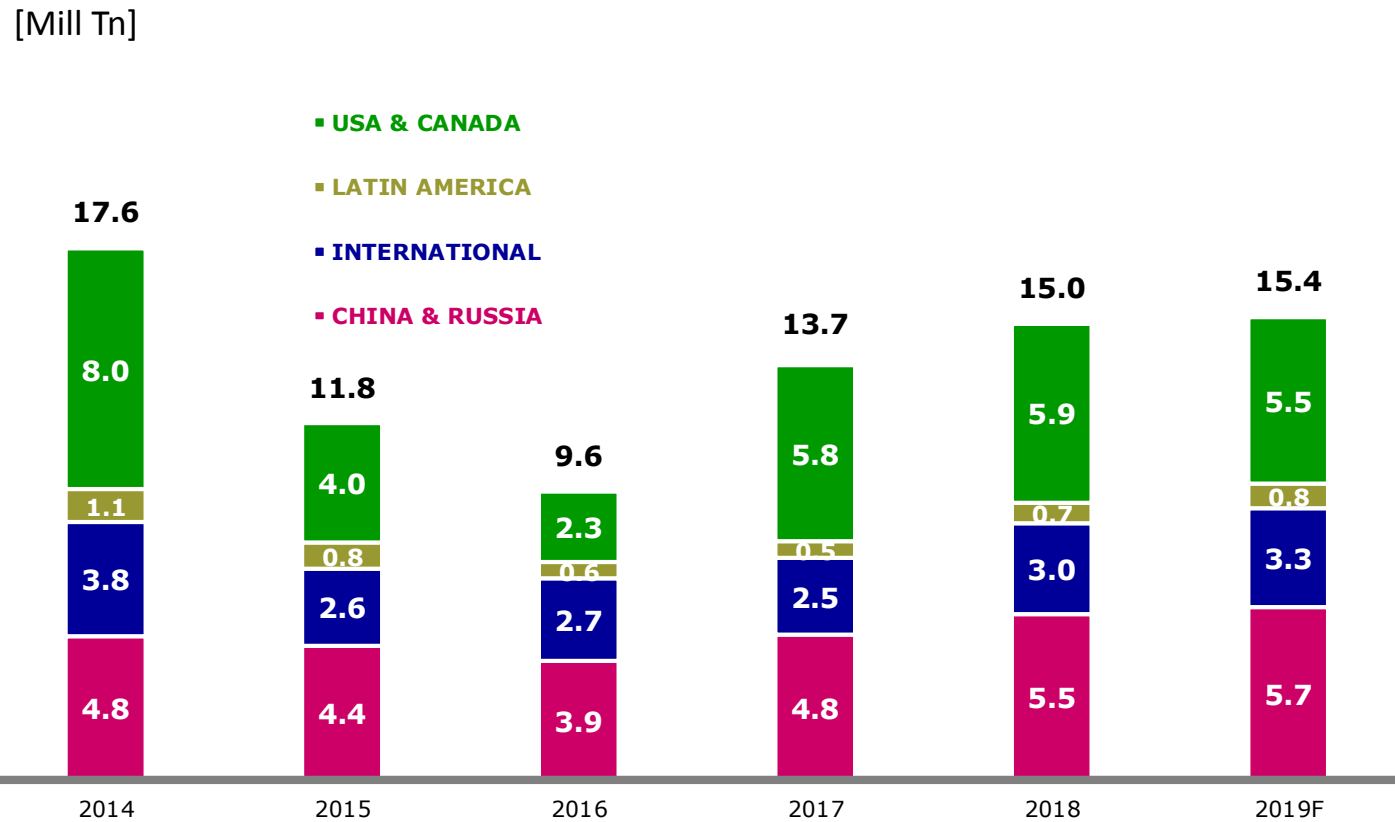
**2018 Sales by Region  
(US\$7.7 Bn)**



# Worldwide Operations



# Global OCTG Demand Recovering





# Differentiated Products

Full range of high quality products (seamless and welded pipes, premium connections, large OD OCTG and connectors, line pipe, mechanical pipe, accessories, sucker rods and coiled tubing for use in all types of oil and gas drilling, well completion and transportation activities.

Extensive range of Rig Direct® technical and supply chain services.

Global reach, financial strength and reliability to support customers through complex projects.



**Wedge Series**



**BlueDock® Connector**



**TenarisXP® Series**



**Dopeless® technology**



**BlueCoil® technology**



**DemandSync™ PipeTracer™ technology**



**Rig Direct® Academy**

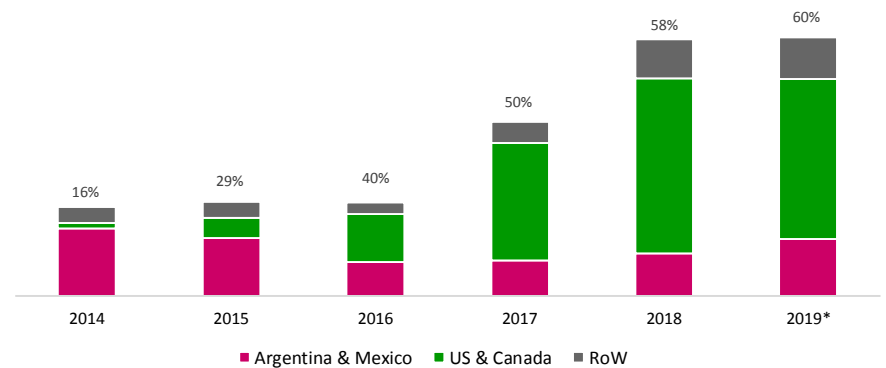
# Innovative Services. Rig Direct®



Integrated solution that addresses costs, quality, operational efficiency and sustainability

- Active in **30 countries** around the world
- **40 service** and distribution facilities
- **20+ years of experience** in Rig Direct®
- **USA:** extensive adoption in Permian, Eagle Ford and Haynesville; extending to other regions
- **Canada:** widespread adoption facilitating market share gains
- **Latam:** fully established in Mexico and Argentina now in Colombia and Ecuador
- **EH:** fully established in North Sea, Romania, Thailand and Indonesia, expanding in Caspian and UAE

Rig Direct® OCTG Shipments



\*1H 2019 annualized



# International Positioning



Middle East

Tenaris maintains strong position as a supplier to the major Middle East NOCs with the project management, technology and financial strength to support complex regional gas projects



LNG Projects

Growing global demand for gas is creating the conditions for LNG expansions and developments (eg Australia and Mozambique)



Offshore Recovery

Competitive offshore projects (eg Liza) are being sanctioned and pointing to a gradual recovery in offshore demand

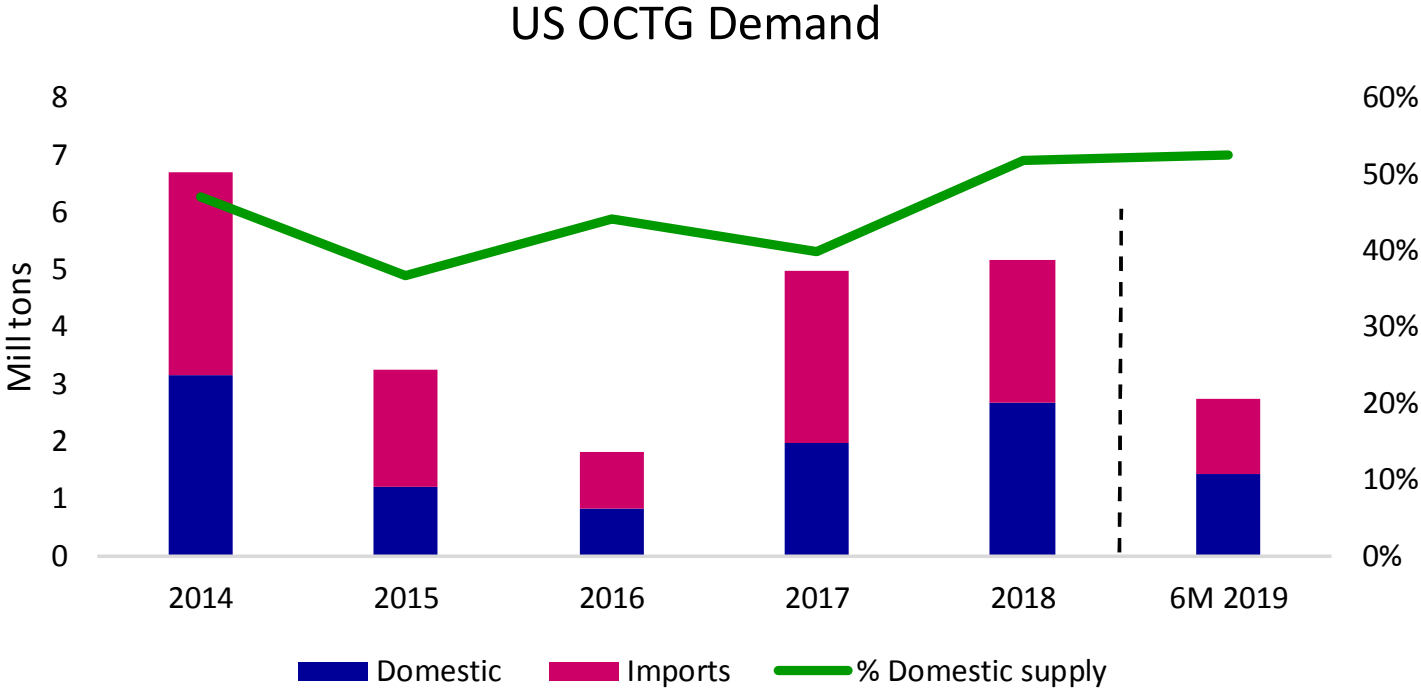


Latin America

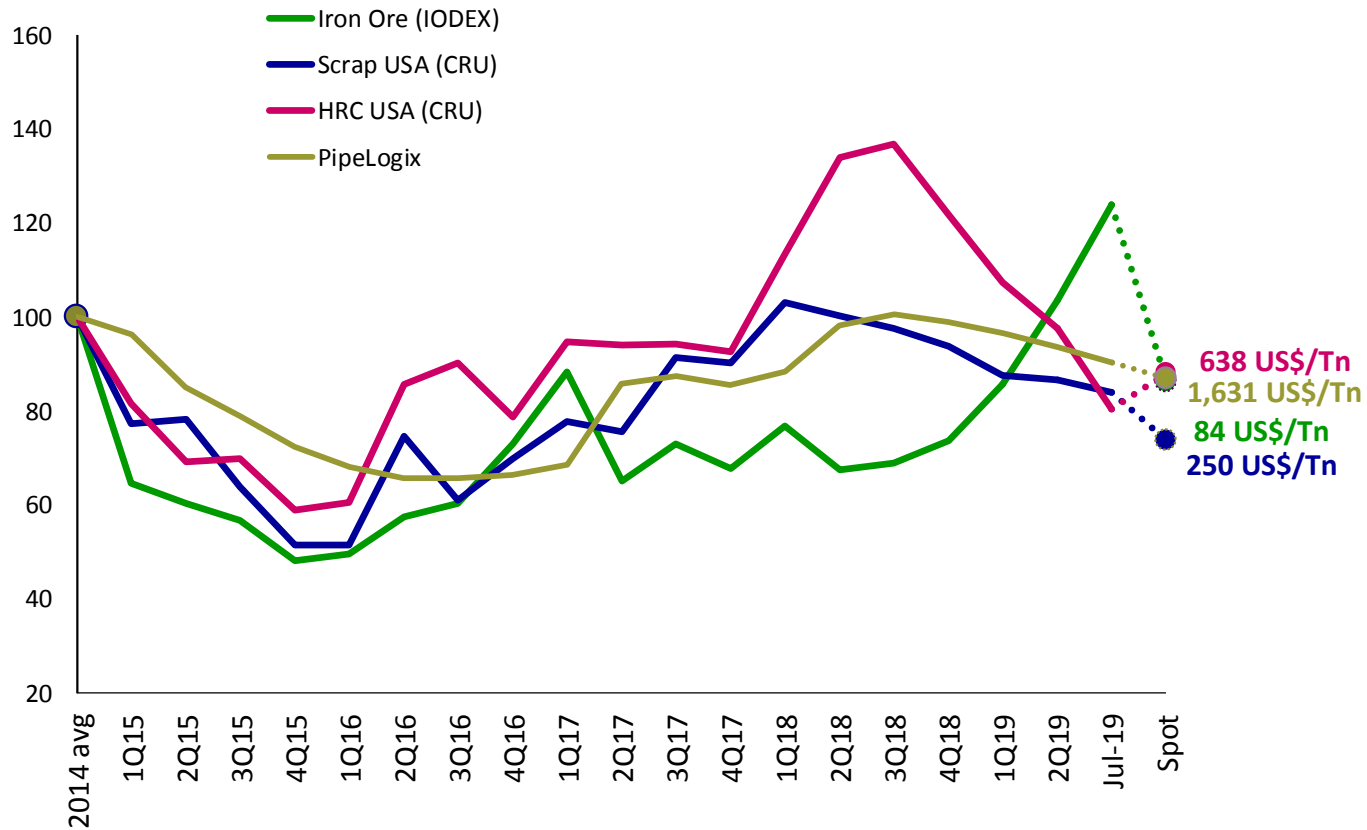
Energy reform/opening in Mexico and Brazil, and the Vaca Muerta shale development in Argentina are attracting private investment activity



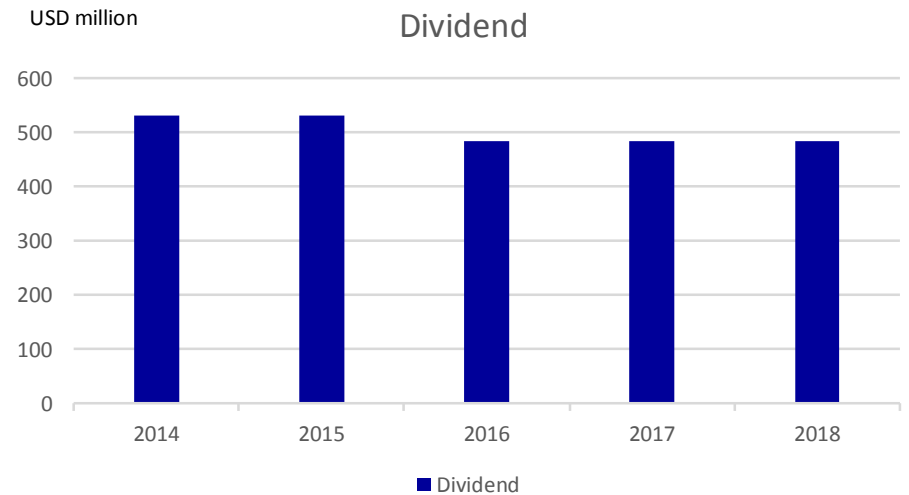
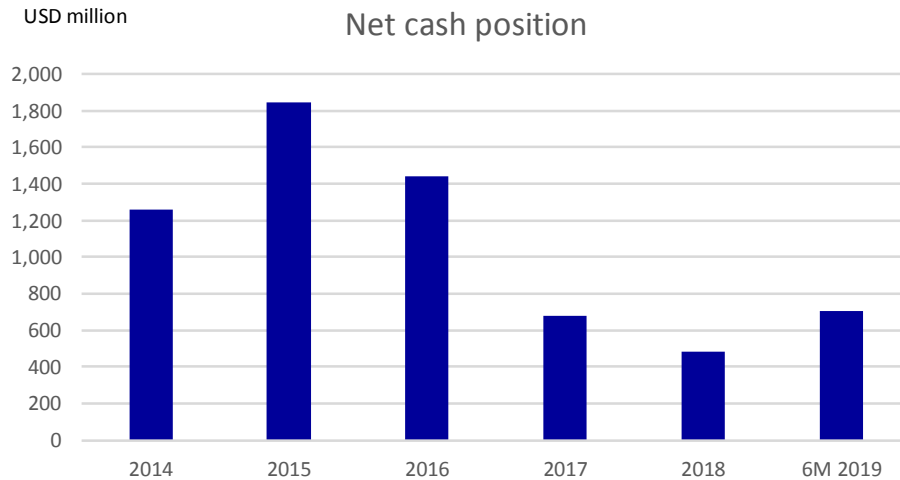
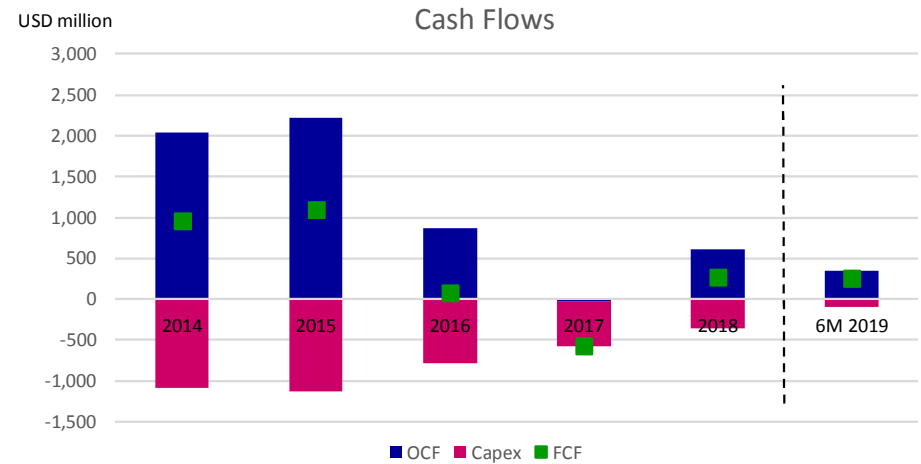
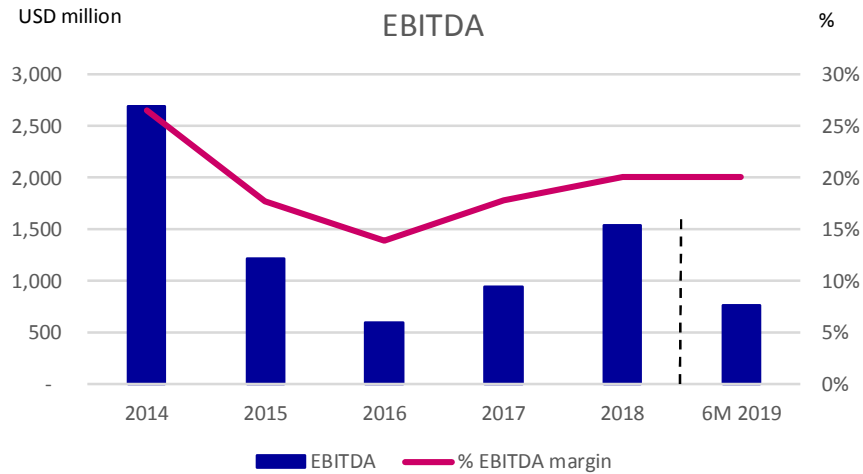
# US OCTG Market Dynamics



# Input Costs Evolution



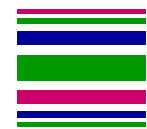
# Financials Support the Upcycle



# Closing Remarks



- Oil and gas drilling recovery should continue albeit at a slower pace: North American shales will remain a key driver in coming years
- Tenaris is ramping up production at Bay City and is strongly positioned to take advantage in all regions and segments where growth is taking place
- The Rig Direct<sup>®</sup> service model continues to grow around the world as its benefits for the efficiency, capital discipline and time to market of the oil and gas industry are demonstrated in the field
- Tenaris has a solid balance sheet and its good financial performance gives it the flexibility to take advantage of market opportunities
- With the proposed acquisition of IPSCO, the investment in SSP in Saudi Arabia and with the joint venture with Severstal in Russia, we now face a new phase of consolidation and expansion



# Tenaris

*Tubular Technologies. Innovative Services.*