#### **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.

### **Tenaris Positioning**





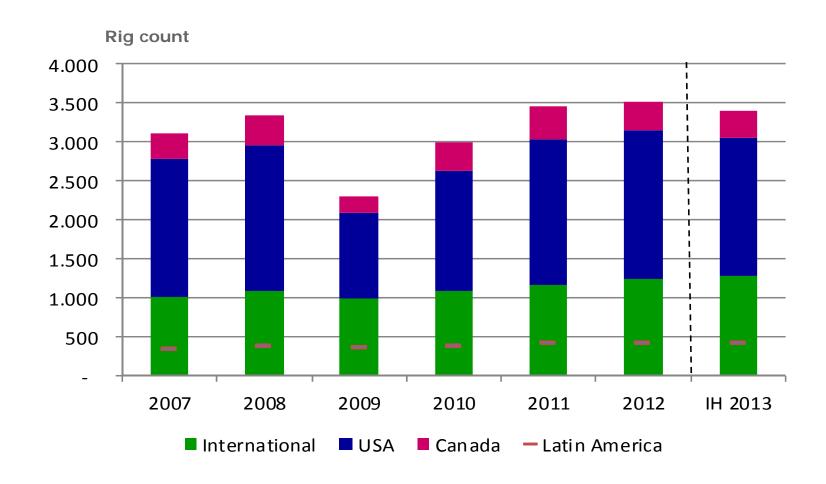
Global industrial system and execution excellence

Leading innovation through new products development

Global network, direct contact with end users and rig access

## **Industry dynamics**

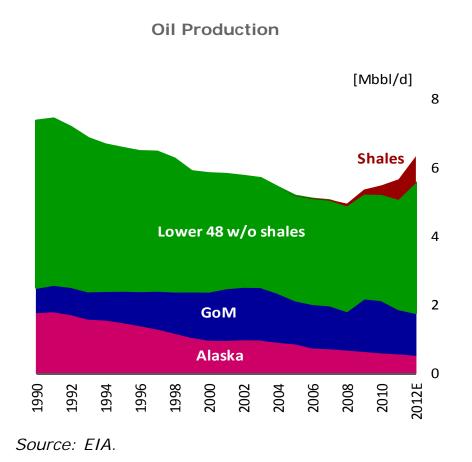




Source: Baker Huges

### Industry dynamics in USA





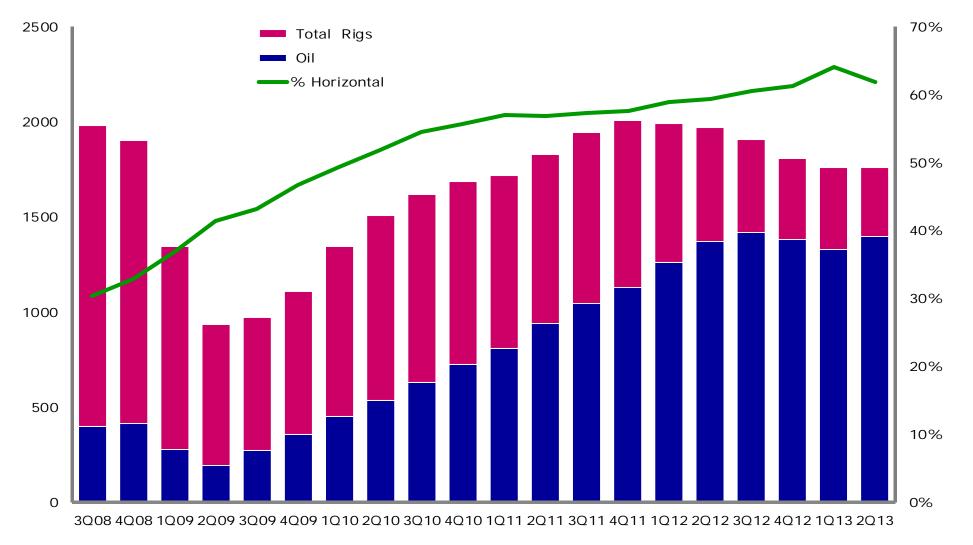
25 [Tcf]
20 Shales
15 Lower 48 w/o shales
10 GoM
Associated w/oil production
0

1998 2000 2002 2004 2006 2008

**Gas Production** 

# USA drilling landscape

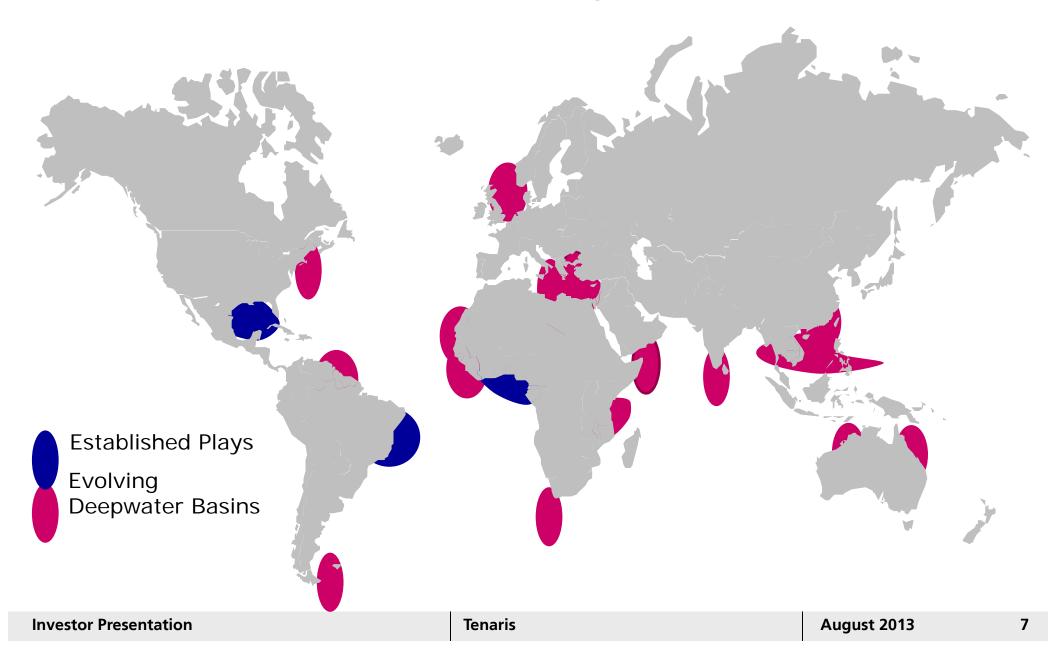




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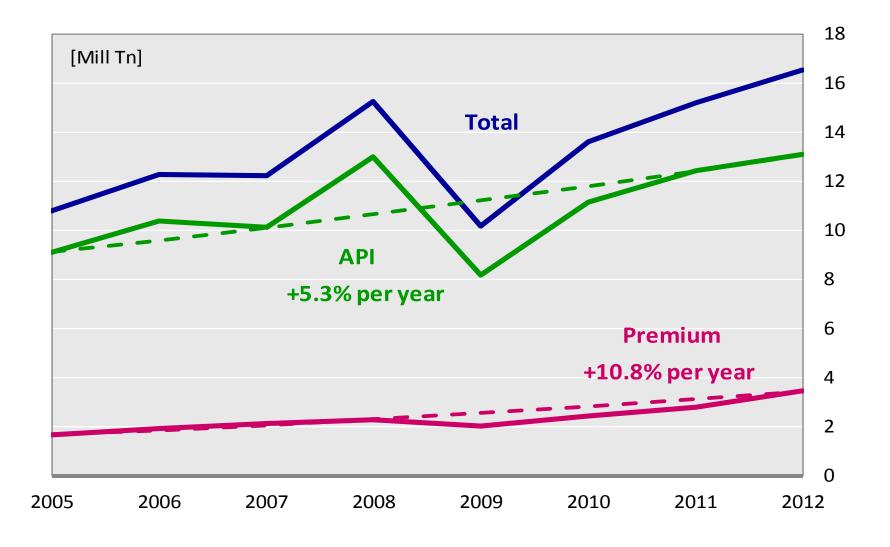
## **Growth in Complex Projects**





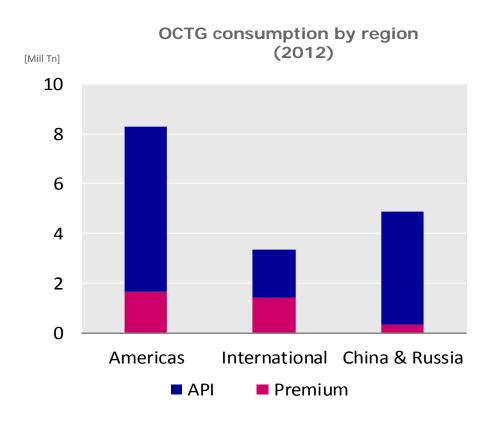
### Global OCTG demand

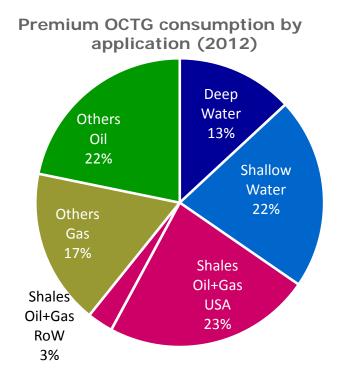




### OCTG and premium consumption







### Value proposition

Unique range of products and services for even the most demanding

**E&P** environments

- Deepwater
- Shales
- Sour gas
- Thermal
- Arctic
- Horizontal and extended reach
- · Drilling with casing
- Connections available with Dopeless® technology



Dopeless® Solution



### Connection – TSH W625<sup>TM</sup>



#### **Features**

Exceptional Tension Rating for a semi-flush integral connection

- High torque, bending, and compression strength developed through the simultaneous engagement of opposing flanks of the two-step, double hooked dovetail threads
- 100% internal and external pressure rated locked in metal seal maintains gas sealing capability under high tension, compression, bending, and torsional loads
- Vanishing thread for optimum tensile efficiency

#### **Applications**

- Shales
- Horizontal and extended reach wells
- Deep Wells

#### **Options**

•Dopeless® technology







#### **Features**

100% tension

- •Higher structural capacity than API BTC:
  - 100% PBYS in compression
  - Bending same as pipe body
- Extra torque capability
- Internal flush
- Positive torque shoulder
- Makeup repeatability
- •API Buttress interchangeable
- •Standard Bevel of 20°

#### **Applications**

- Casing while Drilling
- Shales
- •Geothermal

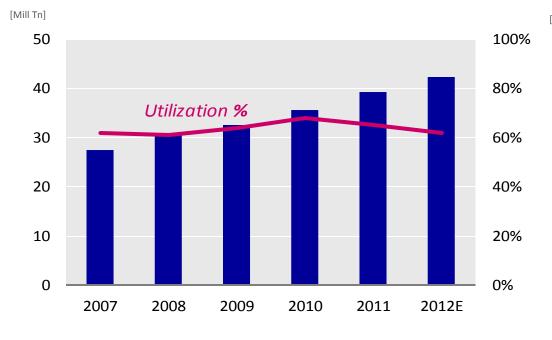
#### **Options**

Special Clearance

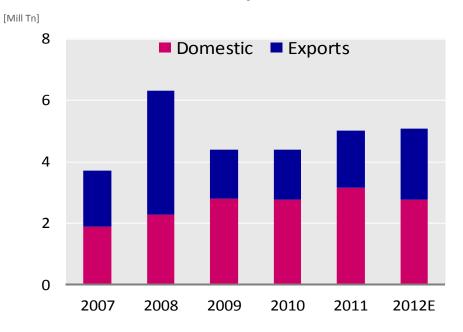
### China







#### **Chinese OCTG production**



#### **Profitability**

[US\$ Mill]	2010	2011	1H 2012
Revenue	6.640	8.055	4.388
Profit	(41)	(102)	(130)
Profit/Rev.	(1%)	(1%)	(3%)

Includes major Chinese seamless producers.

### Operating and financial results



# Strategic actions

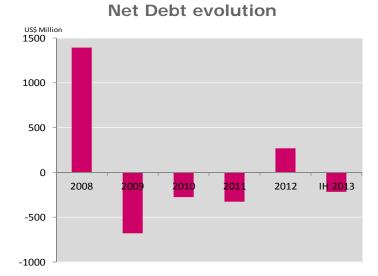


- Expansion in North America: new industrial and logistics center in USA
- Consolidation in Latin America: Brazil, Colombia, Mexico, Argentina
- Leverage technical leadership in complex projects worldwide
- Differentiation through product development, industrial excellence and customer solutions

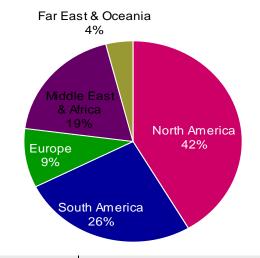
# Well placed in a changing and competitive world



- Global deployment, industrial excellence and execution capabilities
- Leader in supplying solutions for the growing market in complex tubular applications
- Expanding local presence and service in major markets worldwide
- Highly trained and diverse human resources base
- Financial strength: good cash flow and higher margins than competitors



Sales by geographic region (1H 2013)





Tubular Technologies. Innovative Services.