### **Investor Day 2005**



Paolo Rocca Chairman and CEO

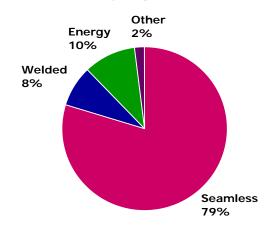


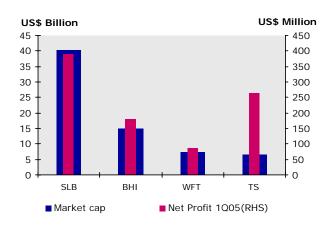
This presentation contains "forward-looking statements." Forward-looking statements are based on management's current views and assumptions and involve known and unknown risks that could cause actual results, performance or events to differ materially from those expressed or implied by those statements. These statements include information regarding management strategy, investment plans, development and growth of the seamless 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.

# A key player in the global energy industry

- Leading global supplier of seamless pipes to the oil and gas industry with manufacturing operations worldwide
- Leading supplier of welded pipes for South America's oil and gas infrastructure
- Innovative energy supply business in Italy
- Consolidated annual revenues of USD 4.1 billion in 2004 with 16,500 employees worldwide
- Domiciled in Luxembourg with operating subsidiaries all over the world

#### Revenues by segment (2004)

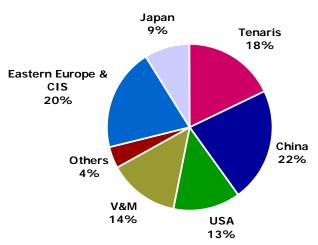




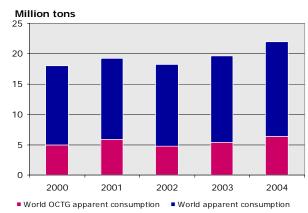
### Leader in OCTG sector

- Leading consolidator in the seamless pipes industry
- Focusing on sales of high-end products direct to end-user customer base
- Comprehensive range of high quality products including premium connections
- Integrating the tubular supply chain from the mill to the well
- Efficient, low-cost operations with 50 years of management know-how

### World seamless OCTG production 2004 market share



#### Seamless pipe apparent consumption



# Positioned to serve the needs of demanding markets worldwide



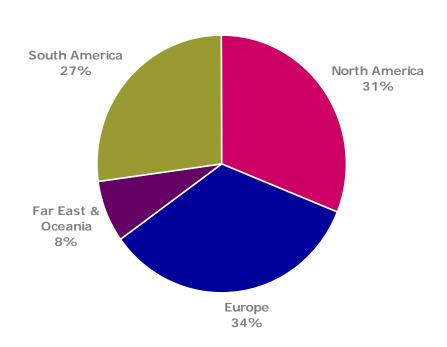


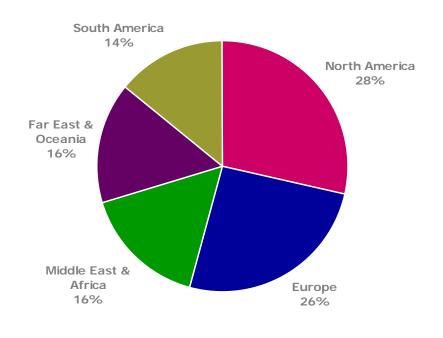
# Core seamless pipe business is global



Distribution of production capacity (3.3 million tons)

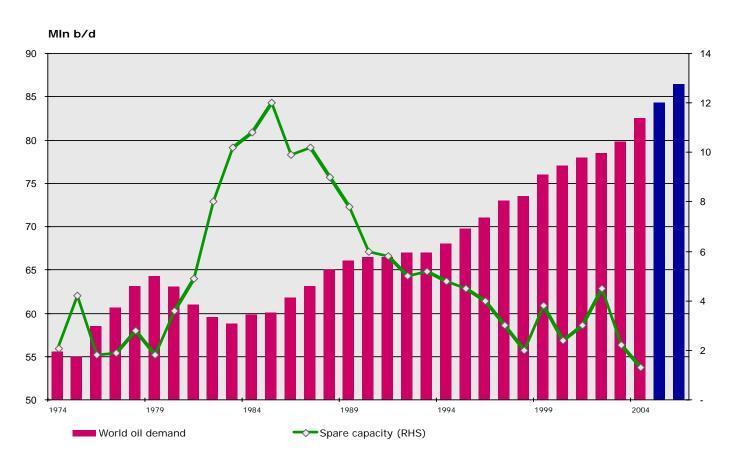
Distribution of sales volume (2004) (2.7 million tons)





# Growing oil demand not matched by additional supply capacity





Source: EIA, BP Statistical review of World Energy and Spears estimates

## Constraints to supply growth

## Point to multi-year period of higher investment in all parts of the industry

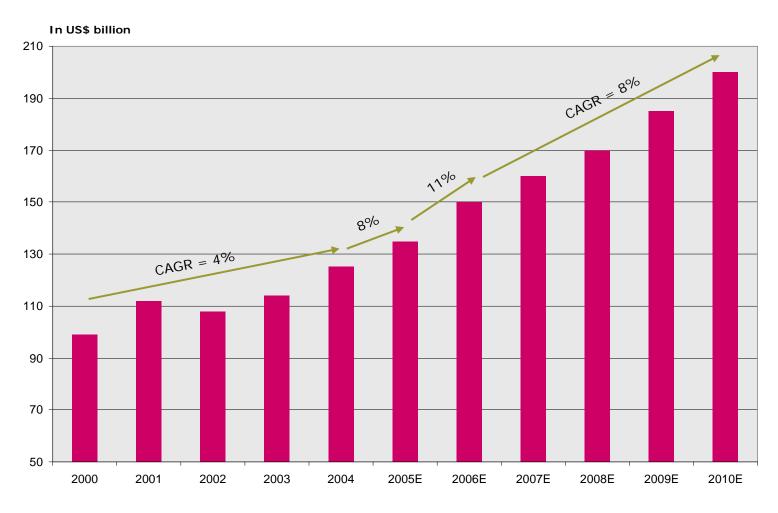
- Since 1985 production has exceeded the discovery of new reserves every year
- Decline rates for older reservoirs are accelerating
- Long lead-time required to develop new reservoirs
- New exploration areas present issues of risk and access
- Downstream infrastructure also needs investment





## E&P spending expected to grow





Source: IFP / IEA

# Investments will increasingly be in difficult operating environments



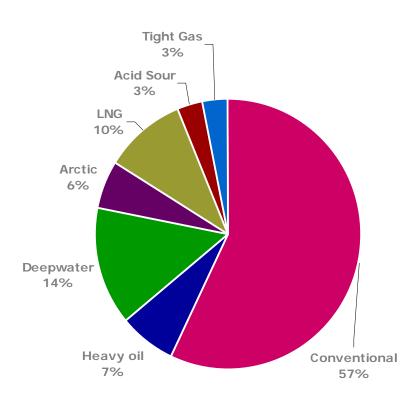
Production trend towards non-conventional sources

2003 Oil & Gas production

Acid Sour
0%
Tight Gas
0%
Heavy oil
7%

Conventional
80%

2010 Oil & Gas production



Source: ExxonMobil

# Responding to the needs of the industry

### And enhancing competitive differentiation

- Investing in global industrial structure to increase capacity in high value products, reduce costs and secure raw material supply
- Increasing investment in R&D to develop new products
- Investing in finishing facilities and service yards worldwide to provide local supply chain management in complex operating environments

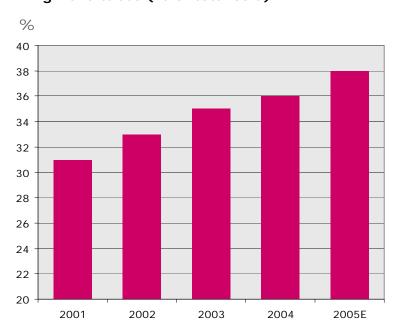




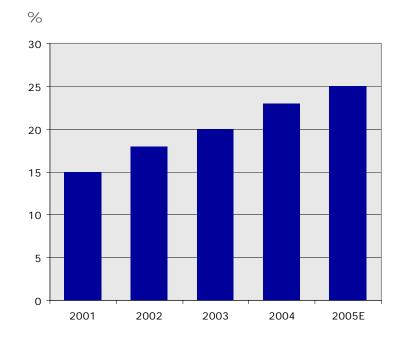
# Adding value to our sales and winning customer loyalty



#### High-end tubes (% of total sold)



#### Tubes with value added service (% of total sold)



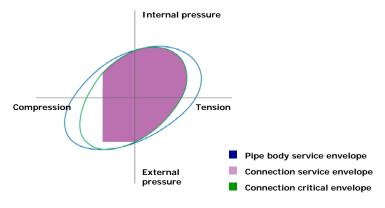
# Setting new industry standards in premium connections



- Statoil's Snøhvit project in the Barents Sea is the first field worldwide where all casing and tubing will be dope-free
- TenarisBlue® Dopeless™ is increasingly seen as the thread and coupled connection of choice for its environmental and operational benefits
- TenarisBlue® Near Flush offers similar benefits for operations requiring semi-flush, integral connections
- TenarisBlue® SAGD specially designed for use with slotted liners in SAGD operations
- Sales of premium connections have increased 50% in 2 years to 450,000 t/y



### Performance envelope TenarisBlue® Near Flush



# At the forefront of industry developments

- Caspian (Karachaganak, Kashagan, Tengizchevroil)
- Gas production for LNG and regional grids (Qatar, Egypt, Nigeria, Australia)
- Saudi Aramco expanding production
- West African deepwater
- Norwegian offshore
- Mexico rig count has doubled in last three years
- Venezuela heavy oil
- · Canadian oil sands



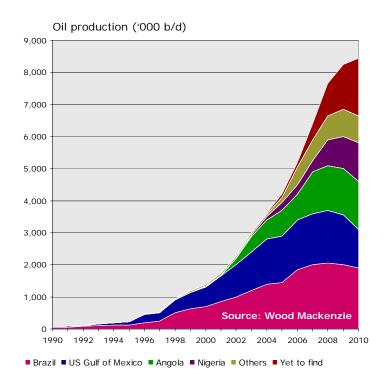


## Line pipe for deepwater operations



- Steel catenary and top tension risers
- Heavy wall line pipe
- Advanced welding and automated end-sizing
- Double jointing, bends, and coating
- Supplier to industry-leading projects -Thunder Horse, Na Kika, Bonga, Erha, Rosa Lirio, Dalia, Lobito Tombocco

#### Deepwater operations projected to grow



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### Canadian oil sands

- Investing in AlgomaTubes, Canada's only seamless pipe mill
- Unique package of premium connections to meet demanding SAGD operational requirements
- Temperature: 210-350 C
   Pressure: 285-500 psi

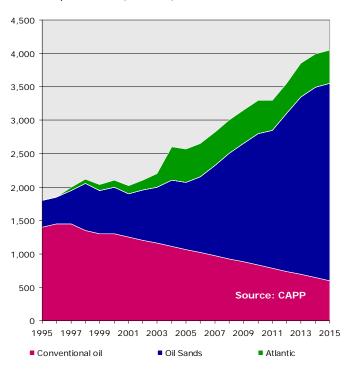
Compression: over 100% of pipe body yield

strength

- Integrating the tubular supply chain with just-in-time column installation
- Customers include Suncor, Nexen, Husky, Devon

#### Oil sands production projected to grow

Oil production ('000 b/d)



# Investing to reduce costs and expand industrial structure

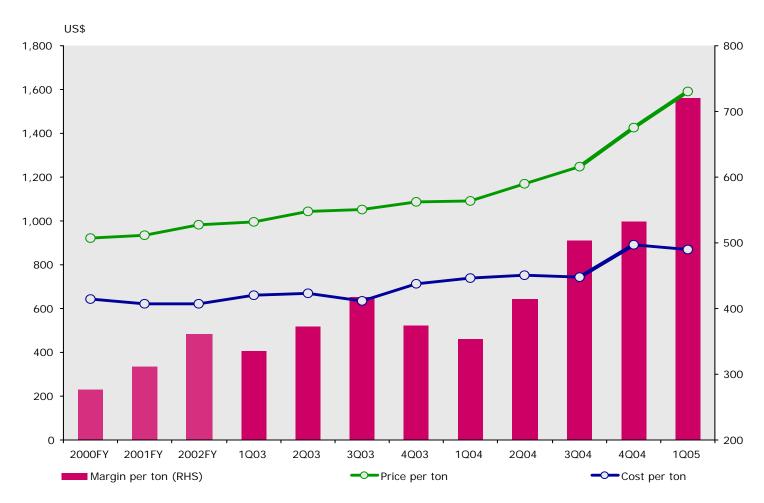
- USD60m in Matesi reduces exposure to high scrap prices and gives access to competitive Venezuelan iron ore and natural gas
- USD140m in Dalmine power plant will reduce energy cost and secure supply
- USD42m (+USD32m debt) in Silcotub adds capacity and presence in Eastern Europe
- USD10m in Veracruz auto-components facility to serve growing demand for high value products





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# Seamless pipe margins are growing





## Operating results improving

US\$ Million	2001	2002	2003	2004	1Q 2005
Net Sales	3,174	3,219	3,180	4,136	1,453
Seamless	2,496	2,244	2,376	3,273	1,105
Welded	433	580	351	348	160
Energy	113	210	333	418	144
Others	132	185	120	97	43
EBITDA <sup>1</sup>	644	667	602	899	458
EBITDA margin	20%	21%	19%	22%	31%
Net income <sup>2</sup>	136	194	210	785	264
Net income margin	4%	6%	7%	19%	18%

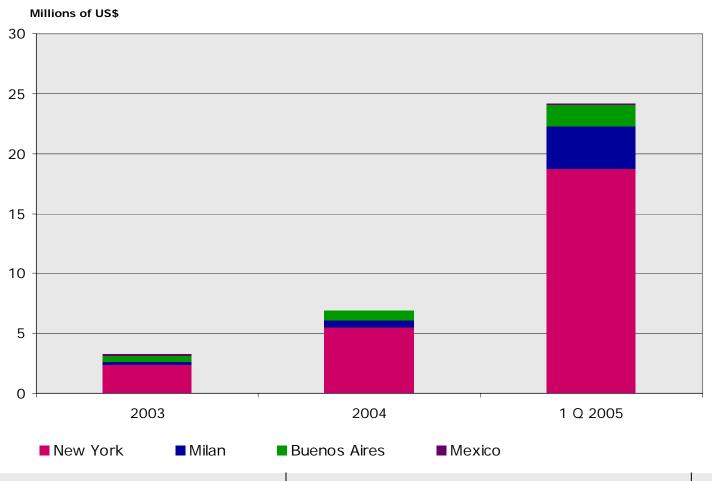
<sup>(1)</sup> EBITDA = Operating income plus depreciation and amortization taken before non-recurring losses and provisions relating to BHP Billiton lawsuit and non-recurring gains relating to Finteena arbitration award

<sup>(2)</sup> Net income plus minority interest attributable to shareholdings acquired during the December 2002 exchange offer which marked the listing of Tenaris as a public company

# Liquidity of shares increasing



#### Average daily trading



## Summary

- Global leader in a consolidated industry segment
- Well positioned to benefit from extended energy cycle
- Investing in R&D and industrial structure
- Operating results transformed





### **Investor Day 2005**



Carlos Condorelli Chief Financial Officer

## Strong balance sheet

### Indebtedness (Million US\$)

As of March 31 2005

### Firm value US\$ 7,921

AS OF Watch 31, 2005				Net debt	649	
Cash & Cash Equiv	alents	477				
Financial Debt		1,126				
Net Debt		649				
Net Debt / Equity 22.9		22.9%				
Balance Shee As of March 31, 2009	•	lion US\$)		Market Cap (1)	7,272	
Current Assets	3,233	Current Liabilities	1,820			
Non-Current Assets	2,692	Non-Current Liabilities	1,097			
		Deferred Taxes	346			

Minority Interest

**Total Liabilities & Equity** 

Equity

5,926

**Total Assets** 

178

2,830

5,926

<sup>(1)</sup> Market capitalization as of March 31, 2005

## Financial indicators

	FY 2003		FY 2004		1Q 2005	
	Million US\$	%	Million US\$	%	Million US\$	%
EBITDA (1)	602	19%	899	22%	458	31%
Shareholders Equity	1,841		2,496		2,830	
Market Capitalization (2)	3,891		5,795		7,272	
Firm Value (FV)	4,339		6,623		7,921	
FV/EBITDA	7.2		7.4			
Interest Coverage (EBITDA/Interest)	18.2		19.2			
Net Debt/EBITDA	0.7		0.9			
Dividend	135		200	(4)		
Dividend/Market Capitalization	3.1%		3.5%			
ROE	11.9%		36.2%			

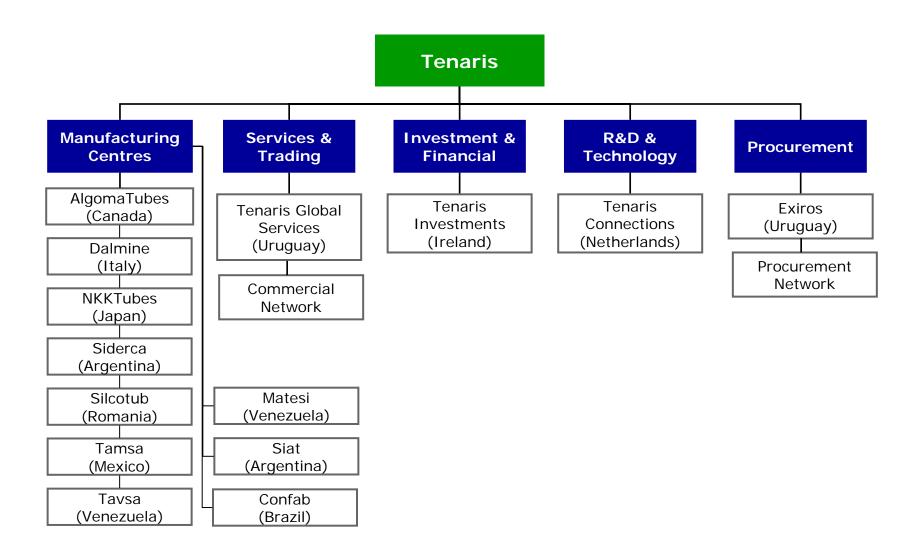
<sup>(1)</sup> EBITDA = Operating income plus depreciation and amortization taken before losses and provisions relating to BHP lawsuit and Finteena award

<sup>(2)</sup> As of December 31, 2004 and 2003 and as of March 31, 2005 for 1Q 2005 results

<sup>(3)</sup> Firm value = market capitalization plus net debt

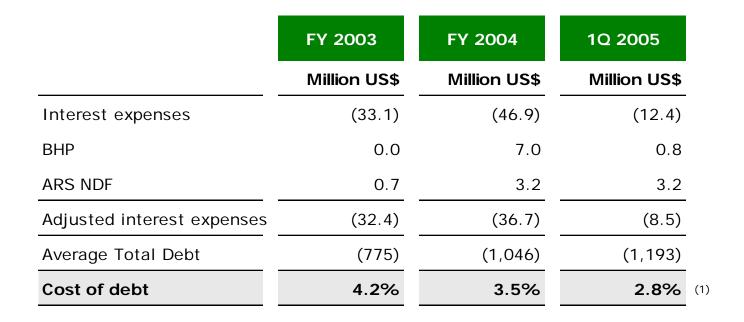
<sup>(4)</sup> Subject to the approval of the annual general shareholders' assembly

### Corporate organization



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### Cost of debt



- In 2004 net interest expenses were US\$32.7 million.
- We are extending the average maturity of our debt.
- (1) 1Q 2005 cost of debt was annualized

## Currency exposure management



- Policy is to hedge consolidated exposure to currencies other than the USD
- Tenaris maintains a short position in emerging markets currencies
- Tenaris uses forex hedges to lock in expected margin on major projects
- The functional currencies of our subsidiaries are the local currencies except for Siderca where we use the USD
- Tenaris does not enter into derivative instrument transactions for the purpose of speculation
- The application of IFRS can affect the reported results of inter-company hedges

## Working capital

Millions of US\$	2003	2004	1Q 2005
Inventories	(152)	(411)	(91)
Trade receivables	4	(271)	(194)
Trade payables & customer advances	(10)	181	85
BHP/ Fintecna	0	(117)	66
Others	50	(3)	(9)
Changes in Working Capital	(107)	(621)	(143)

- Increase in inventories reflects higher raw material costs and increased business activity.
- Increase in trade receivables reflects higher quarterly net sales.

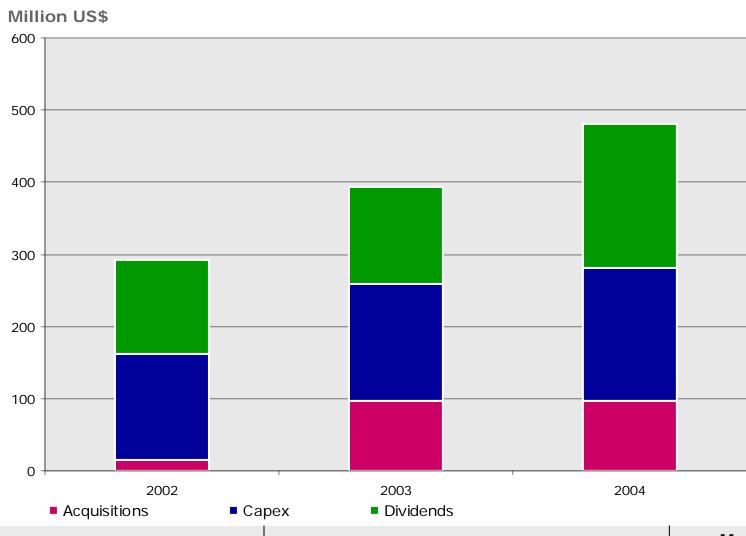
## Income tax position

	FY 2004	1Q 2005
	Million US\$	Million US\$
Income (loss) before income tax and equity in earnings (losses) of associated companies	819.3	363.9
Fintecna	(126)	
Income (loss) before income tax and equity in earnings (losses) of associated companies adjusted	693.2	363.9
Income tax (current + deferred)	220.4	114.1
Non-recurrent effects	29.7	0.0
Adjusted Income tax (current + deferred)	250.1	114.1
Adjusted effective tax rate	36.1%	31.3%

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## Reinvesting cash flow in growth and dividends







Tubular Technologies. Innovative Services.