Alejandro Lammertyn
Planning Director

Tenaris

Buenos Aires - April 2016

Tenaris

Company Overview

6.4

Million tons of steel pipes

Annual manufacturing capacity

30

Countries

Services and distribution network

5

R&D Centers

Worldwide

21,740

Employees

(2015)

4

Countries

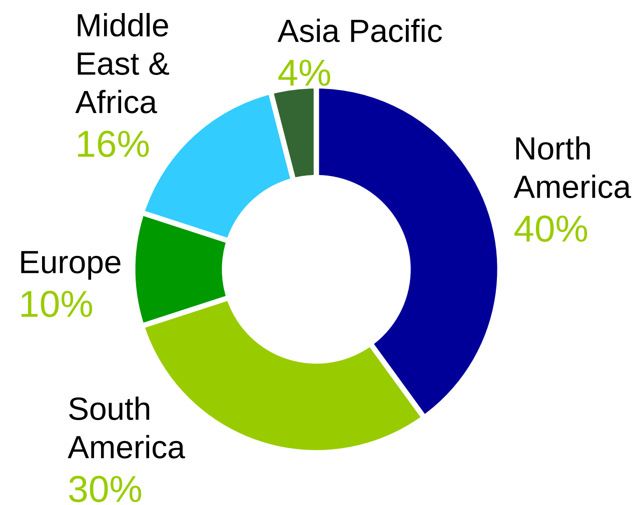
Stock exchange listings

7.1

US$ billion

Annual net sales

(2015)



Tenaris
Company evolution - 2003

Indicator	Unit	2003 Origin
Shipments	[Mill Tn]	2.6
Revenues	[US$ Bill]	3.2
Ebitda margin	%	15%
Cash flow from Operations	[US$ Bill]	0.3
Capital Expenditures	[US$ Bill]	0.2
Manufacturing centers	#	8
Service Centers	#	22
Commercial Offices	#	20
Headcount	#	14,391
Market Cap	**[US$ Bill]**	**3.9**

Challenge:

- 8 separate companies
- Conflict of shareholder interests
- Inefficient organization
- High capital cost
- Lack of a single brand

Action plan:

- 1 single organization
- Realize cost-saving synergies
- Differentiation through global Service strategy (SCM) and Product Development (R&D)
- Create a single brand

Tenaris
Company evolution - 2008

Indicator	Unit	2003 Origin	2008 Peak 1st cycle
Shipments	[Mill Tn]	2.6	4.5
Revenues	[US$ Bill]	3.2	12.1
Ebitda margin	%	15%	33%
Cash flow from Operations	[US$ Bill]	0.3	1.5
Capital Expenditures	[US$ Bill]	0.2	0.4
Manufacturing centers	#	8	29
Service Centers	#	22	28
Commercial Offices	#	20	42
Headcount	#	14,391	23,873
Market Cap	**[US$ Bill]**	**3.9**	**26.1**

Results:

- Leader in the Tubular industry
- Strong leadership
- Global reach
- TenarisUniversity
- High differentiation through R&D and Industrial excellence
- Strong financials
- Tenaris brand: Tenacity, Determination, Trust, Commitment

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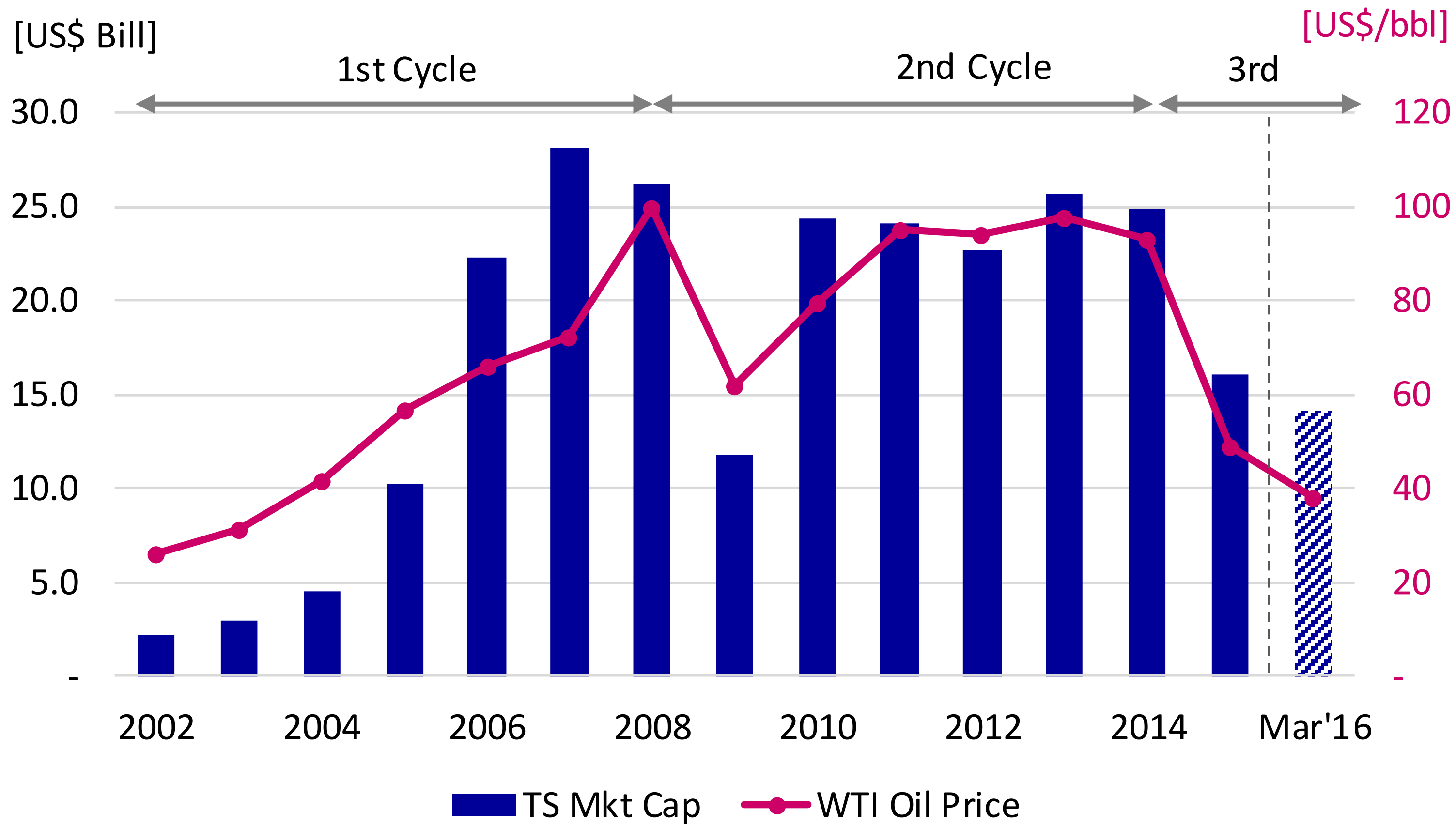
Market Cap vs Oil Price



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Company evolution - 2015

Indicator	Unit	2003 Origin	2008 Peak 1st cycle	2015 Current
Shipments	[Mill Tn]	2.6	4.5	2.6
Revenues	[US$ Bill]	3.2	12.1	7.1
Ebitda margin	%	15%	33%	18%
Cash flow from Operations	[US$ Bill]	0.3	1.5	2.2
Capital Expenditures	[US$ Bill]	0.2	0.4	1.1
Manufacturing centers	#	8	29	28
Service Centers	#	22	28	39
Commercial Offices	#	20	42	66
Headcount	#	14,391	23,873	21,740
Market Cap	**[US$ Bill]**	**3.9**	**26.1**	**14.0**

Current environment

- Oil crisis - lowest US drilling ever
- High volatility
- Complex applications most affected
- Tenaris with strong financial position
- US Shales → market disruptor

Action Plan

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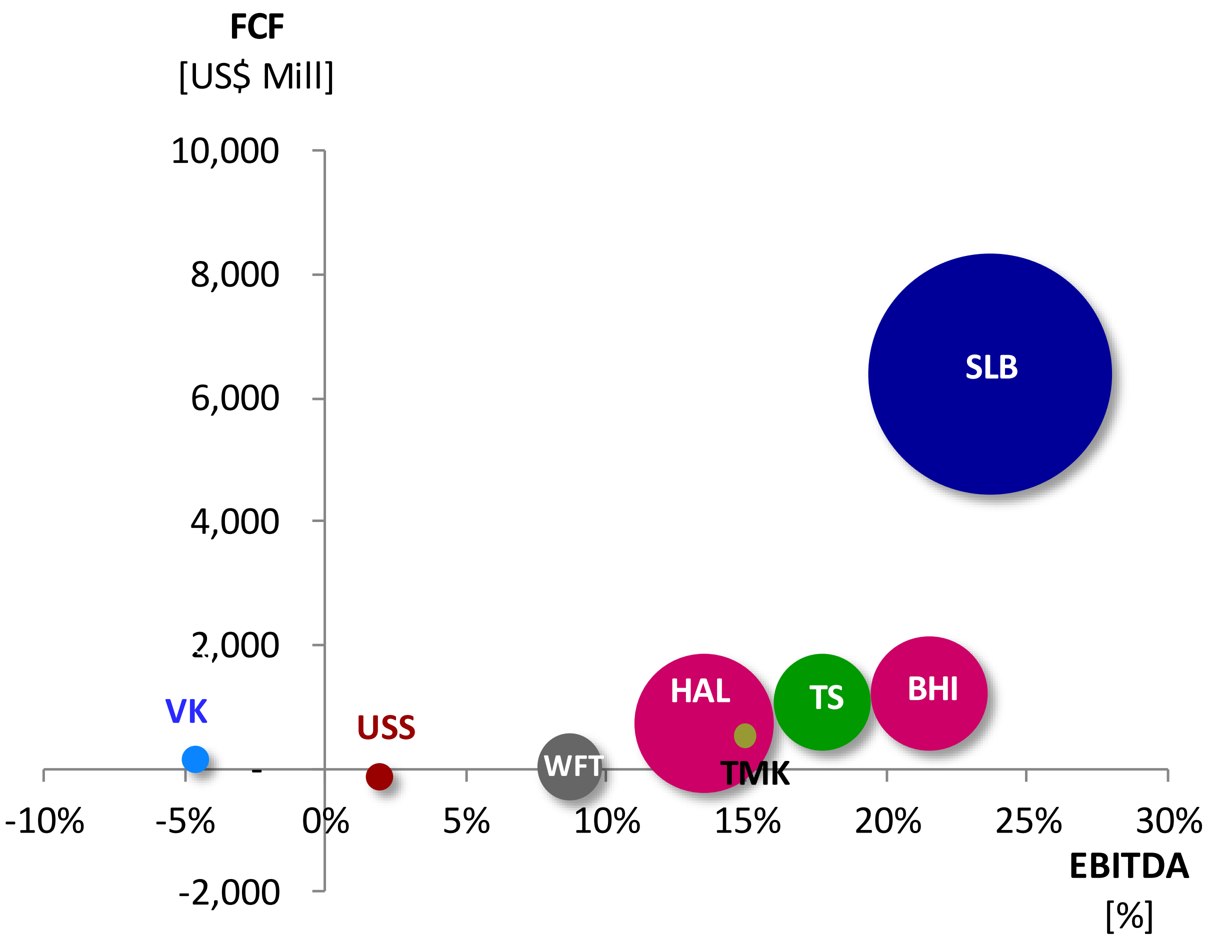
Financial strength



Bubble size = Market Cap
Based on 2015 results. EBITDA includes impairment charges.

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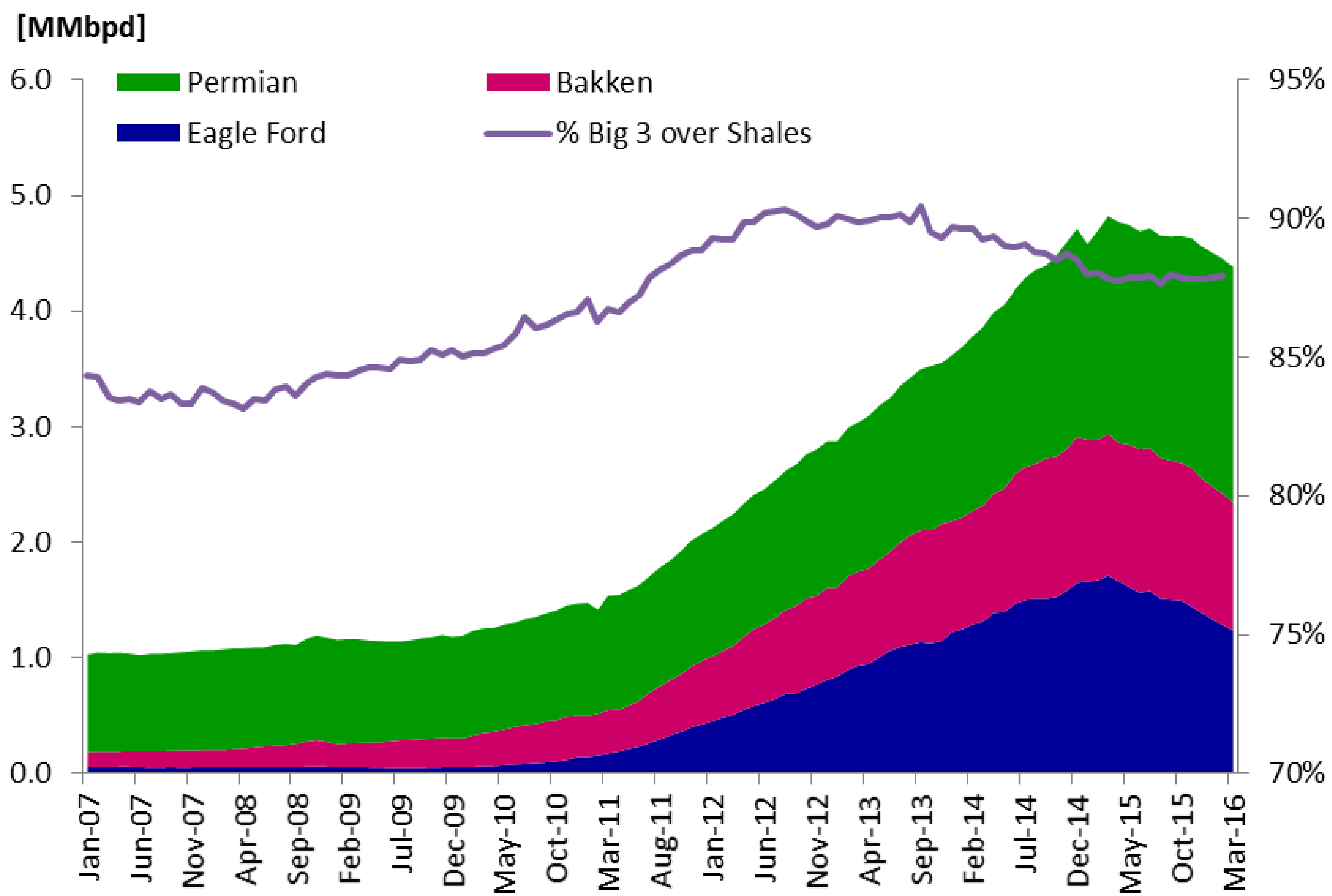
US Shale Oil Production



Source: EIA, does not include NGLs nor Refinery Gains

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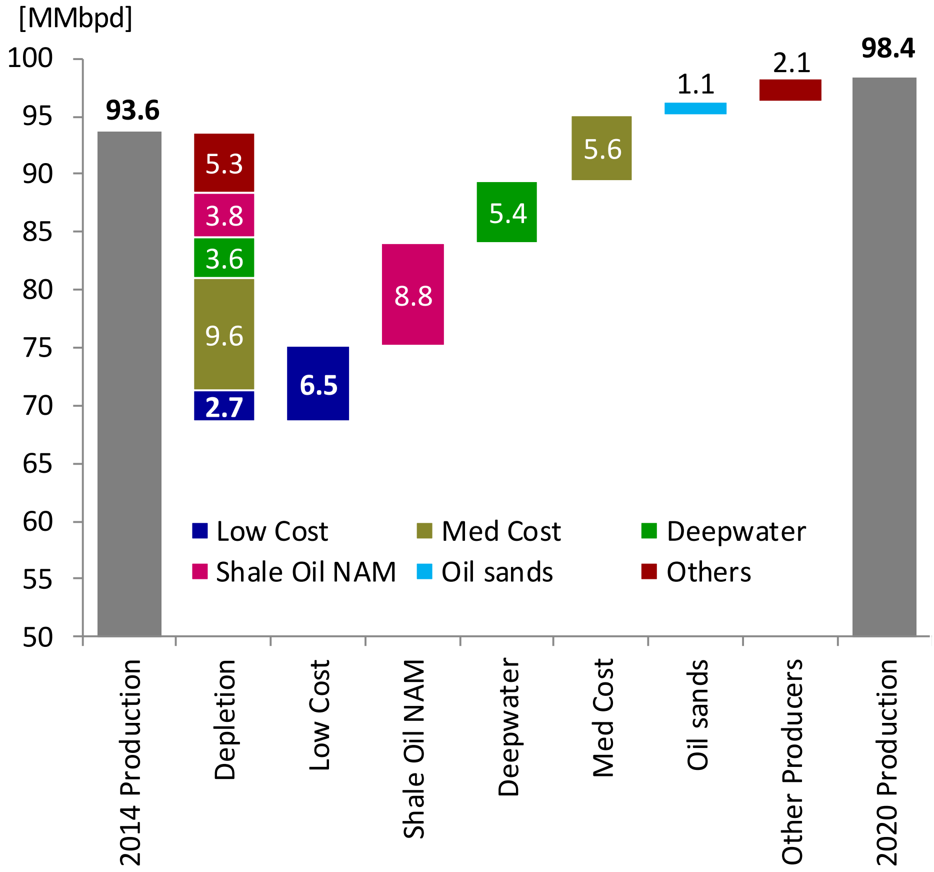
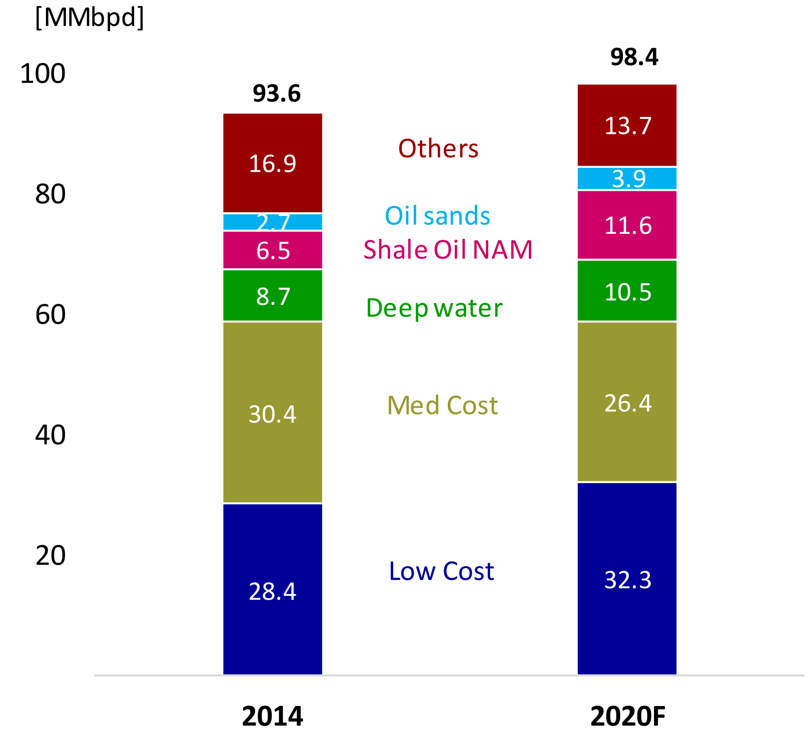
Oil Supply 2020





Source: Rystad Energy / IEA / TS Estimates

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Current environment

- Oil crisis - lowest US drilling ever
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Action Plan

- New US mill
- Rig Direct™
- Increase market share

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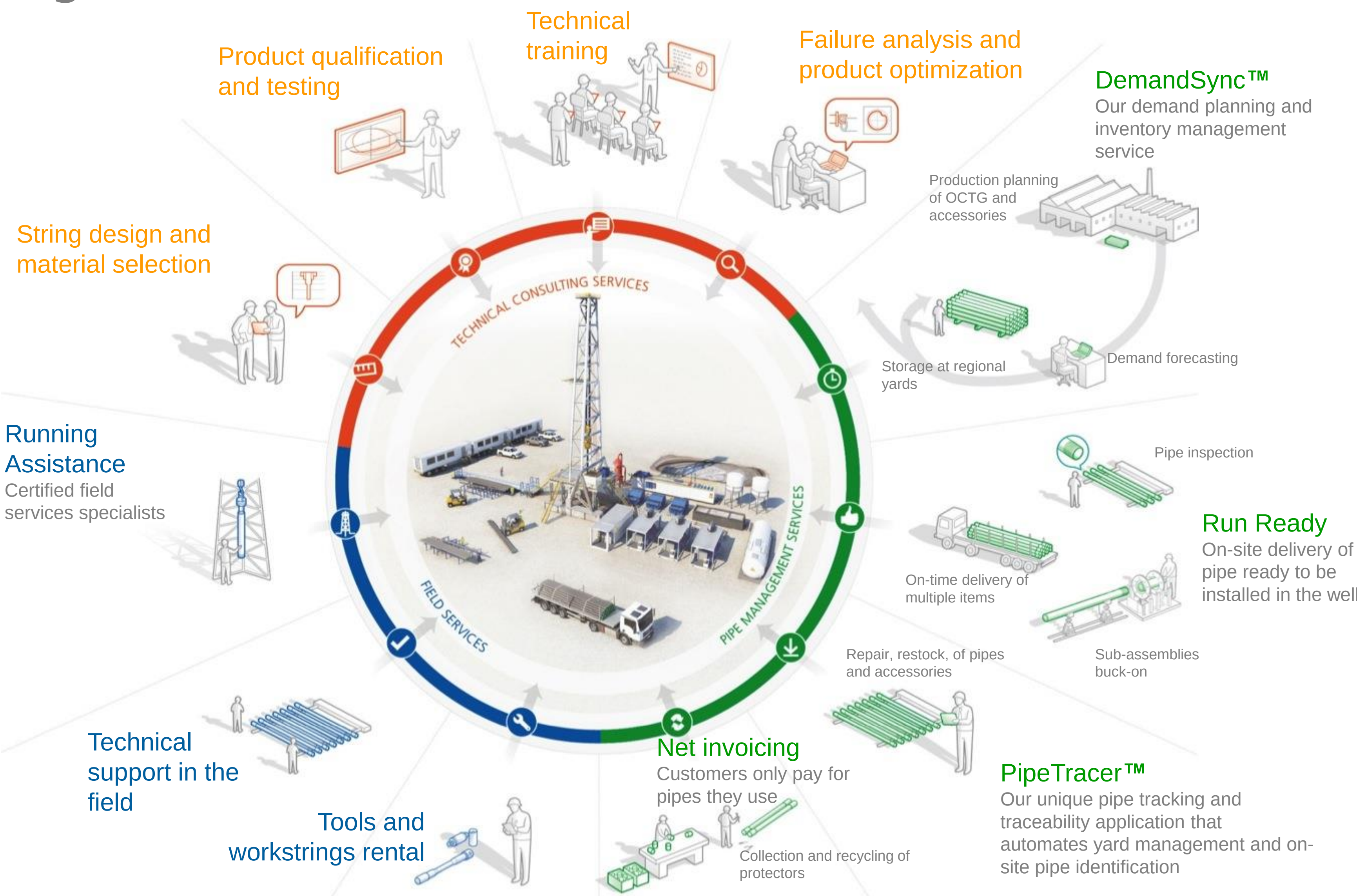
Rig Direct™



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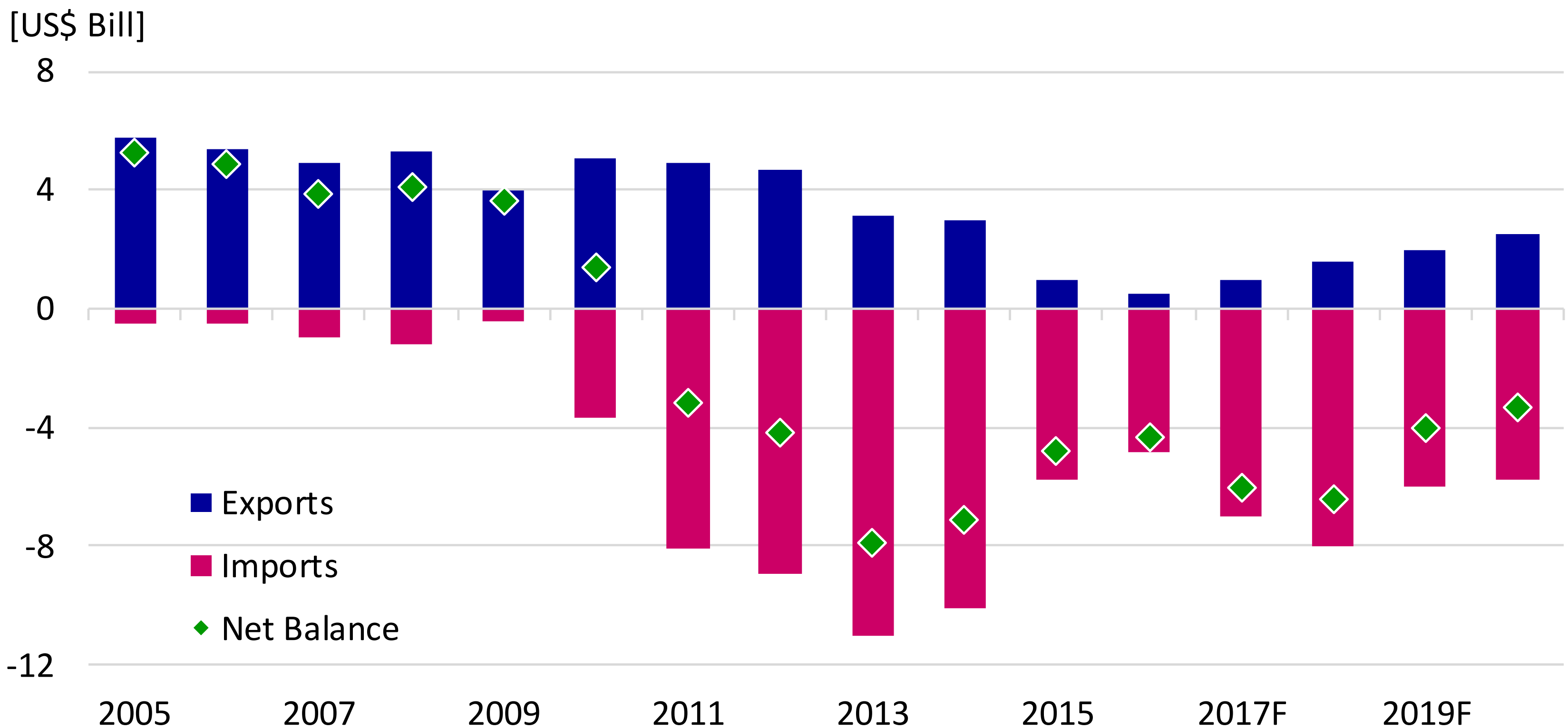
Argentina – Energy Balance



Source: INDEC / Tenaris

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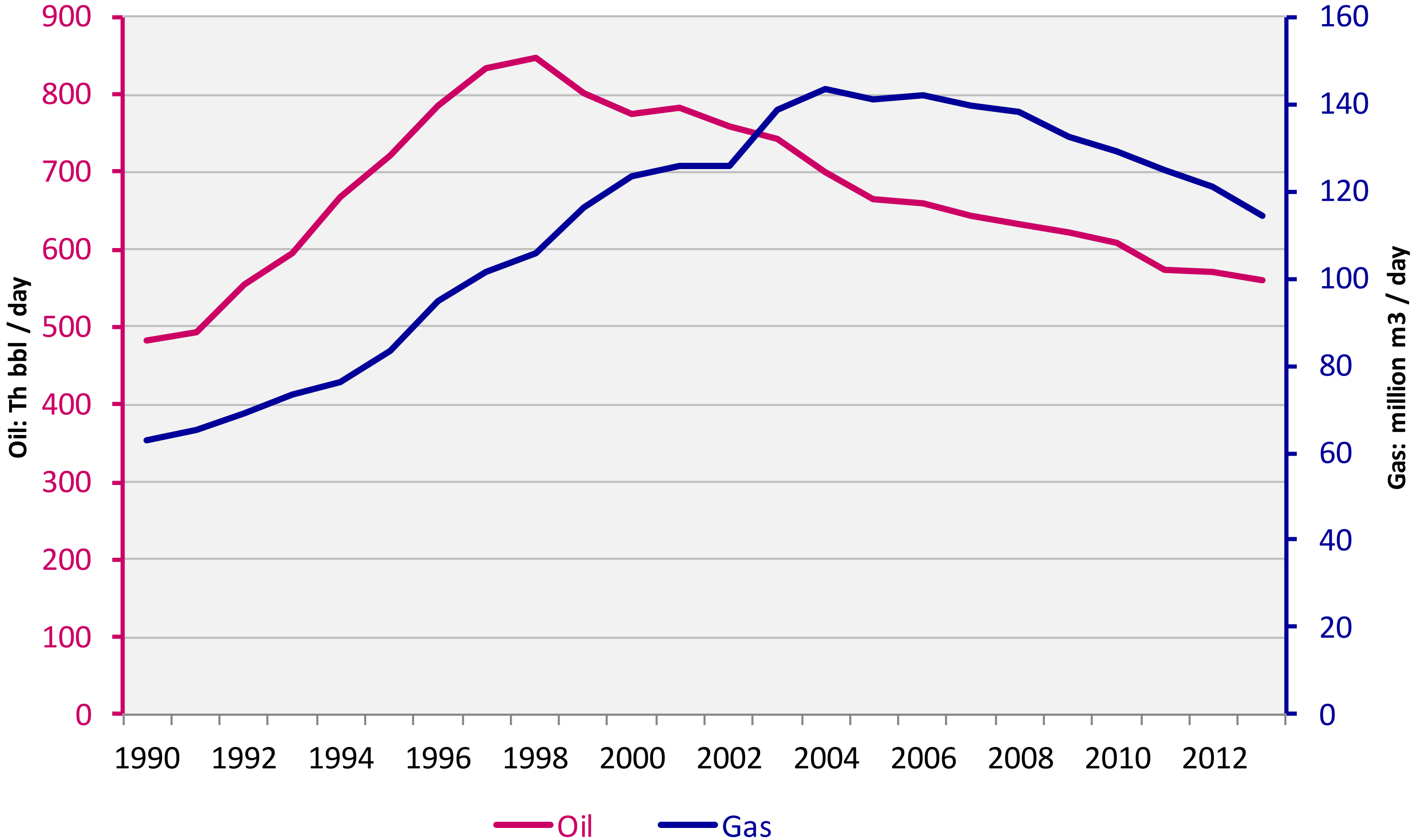
Argentina – Oil & Gas production



Source: IAPG

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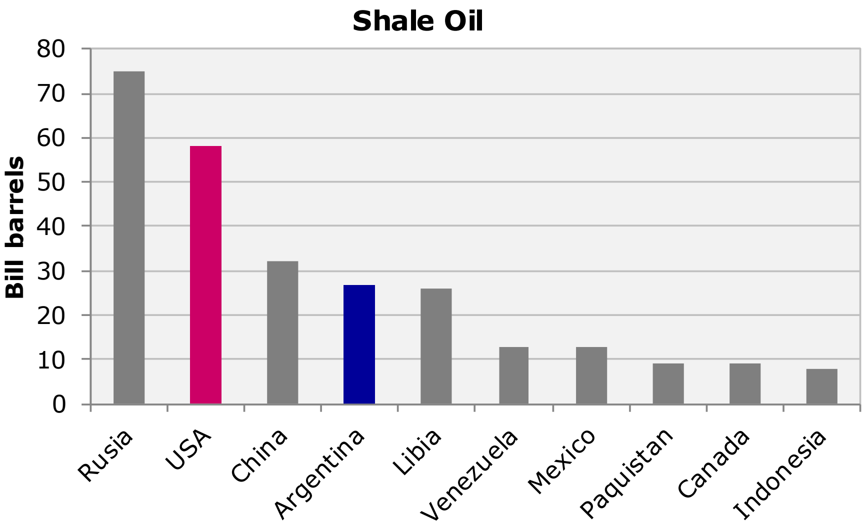
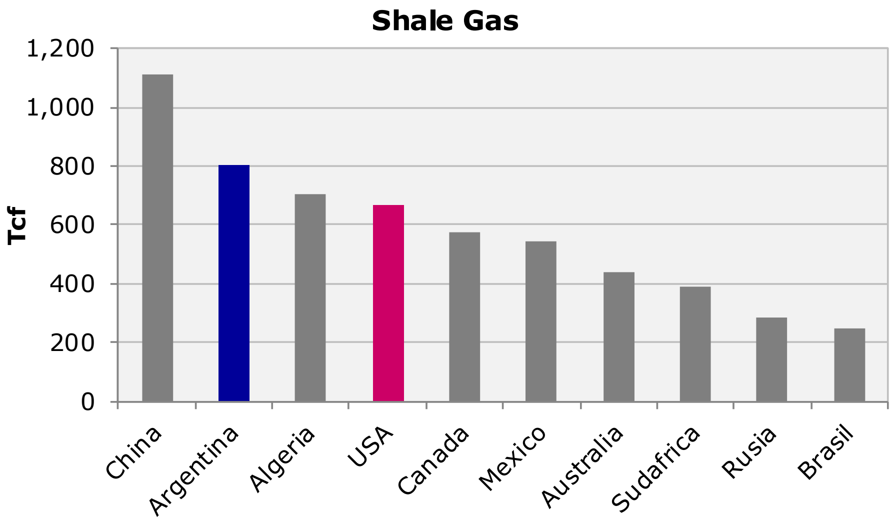
Argentina – Shale resources





Source: EIA

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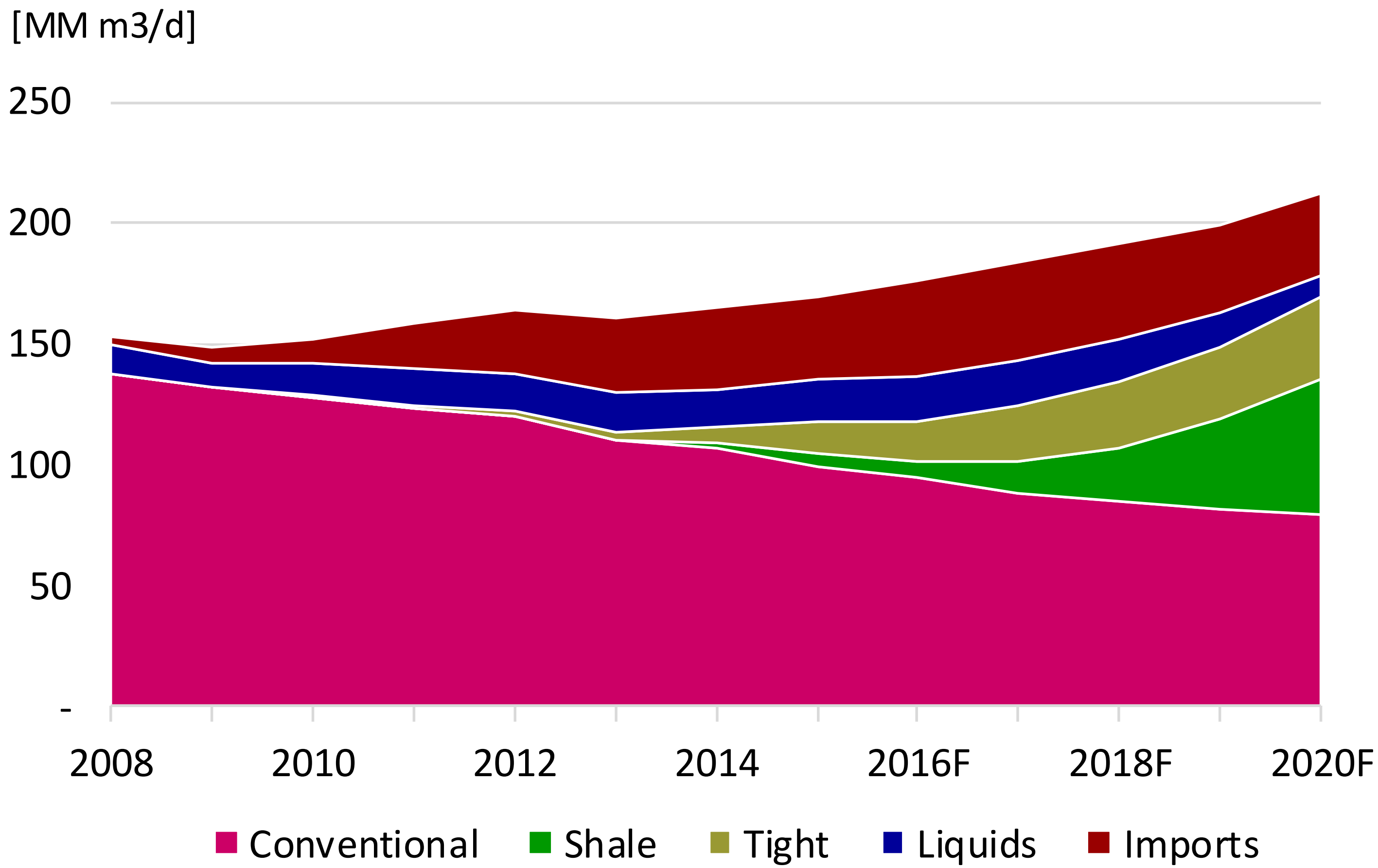
Argentina – Shale gas growth



Source: Argentina's Energy Department / Tenaris

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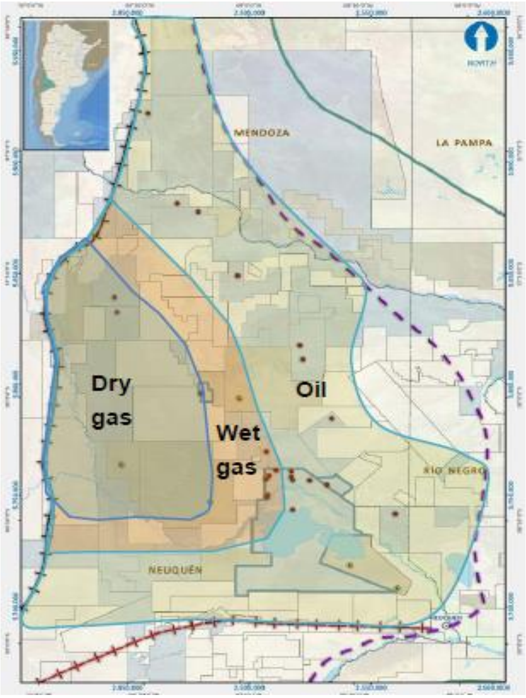
Argentina – Vaca Muerta



Plays Properties		Vaca Muerta	Eagle Ford	Bakken	Marcellus
Surface	km2	30,000	50,000	40,000	250,000
Thickness	mts	30-450	30-100	20-30	10-60
TOC	%	3-10	3-5	12	2-12
Max. Vertical Depth	mts	4,100	4,000	1,600	2,000
Max. Lateral Length	mts	1,500	2,400	5,000	1,800