

# Investor Presentation





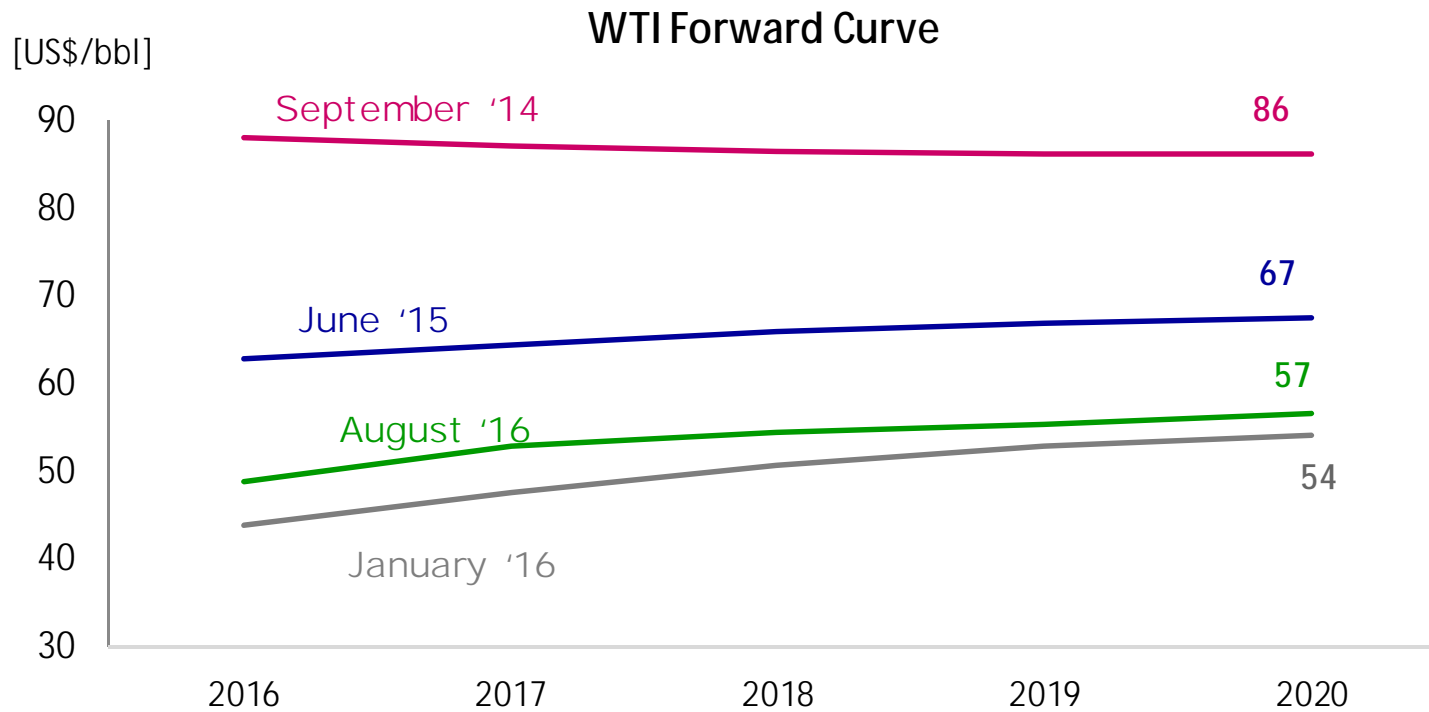
## Disclaimer

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.

# Market Context

## Oil price futures

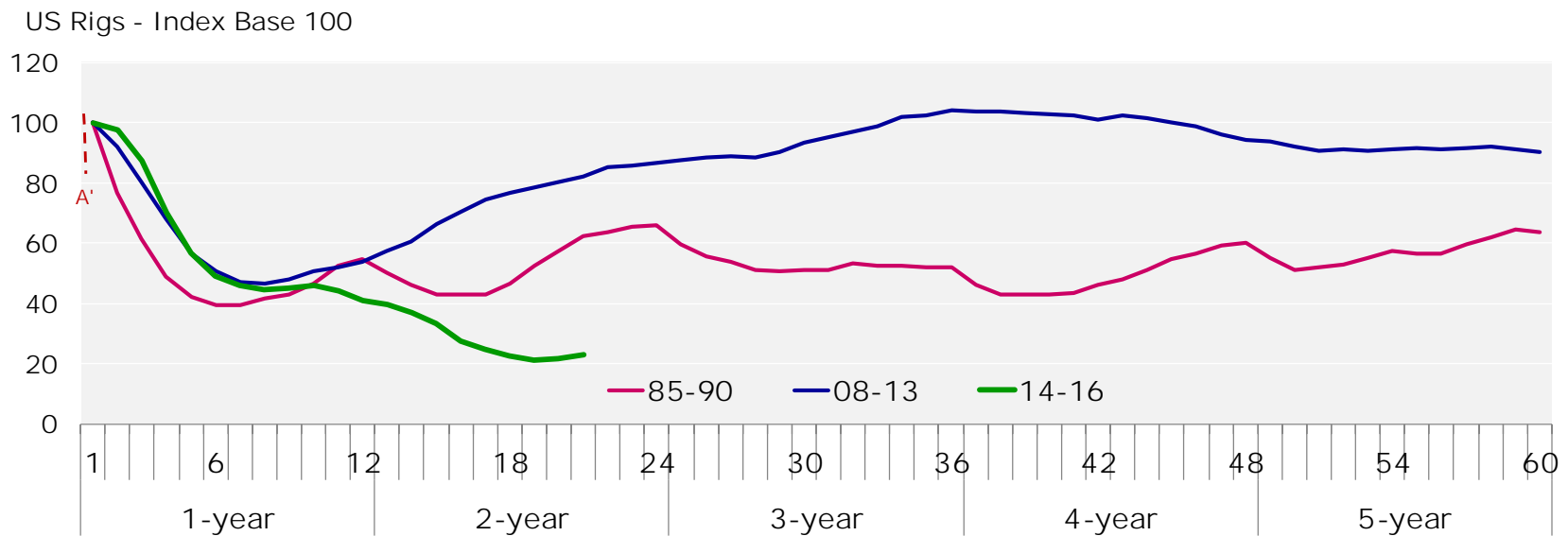
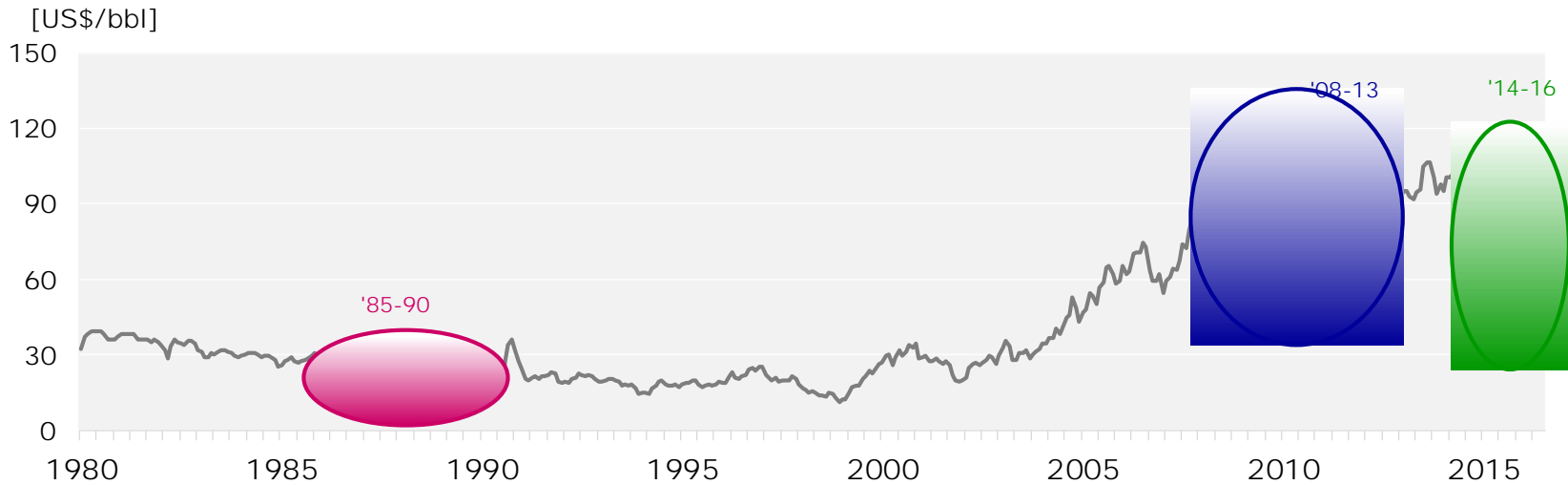


Source: Bloomberg

Note: Forward Curves refers to December of each year.

# Downturns Compared

## Oil price and US rig count

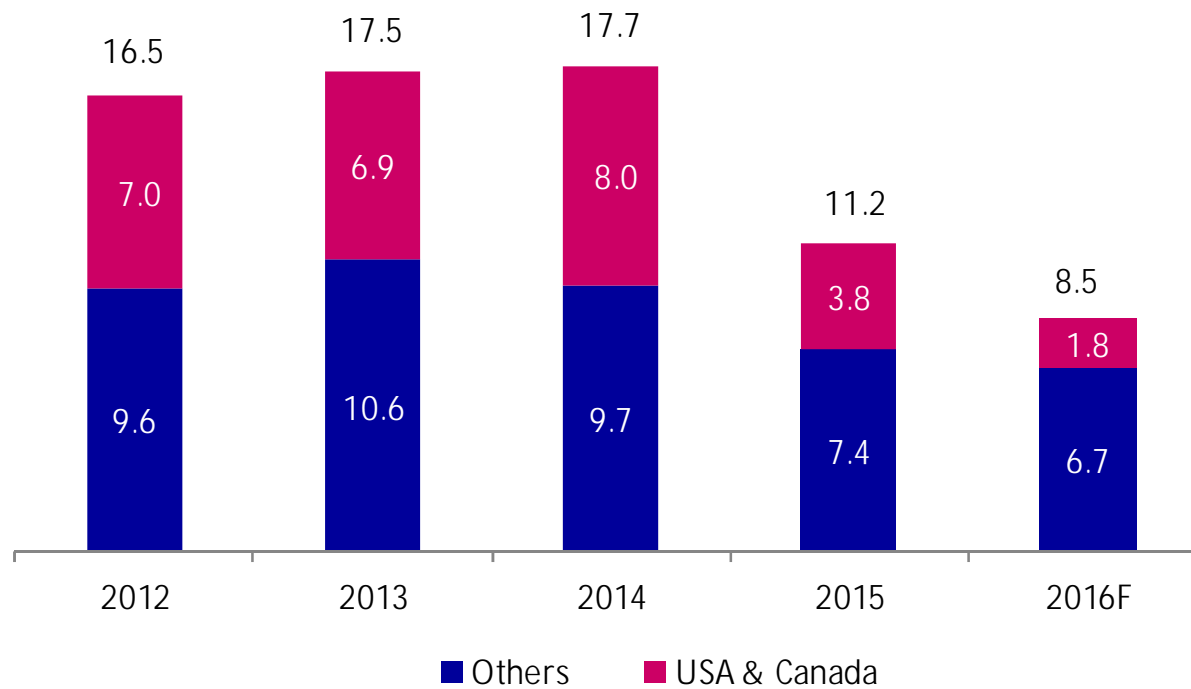


A': last peak before steep drop

# Global OCTG Demand Outlook



[Mill Tn]



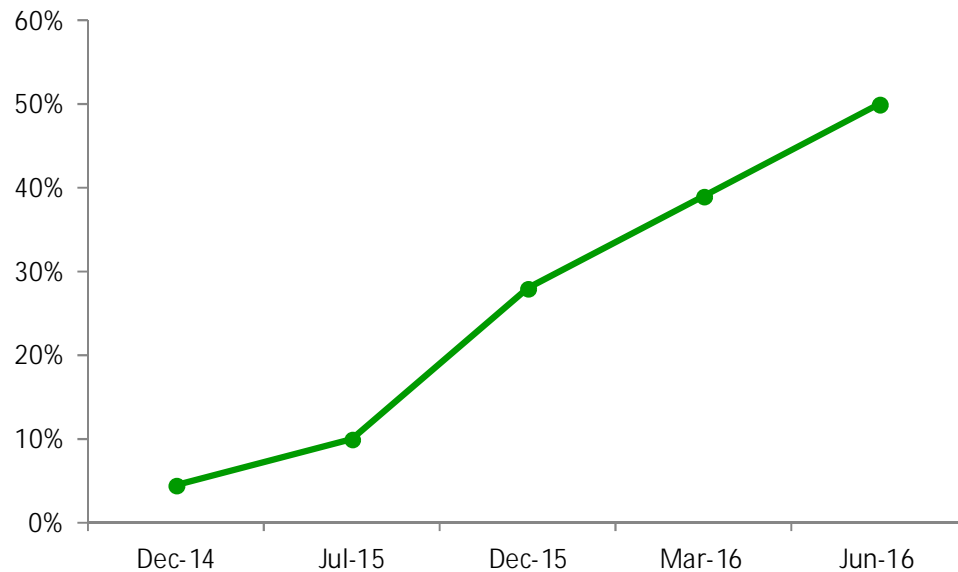
Source: TS estimates

# Strengthening Position in NAM Shales



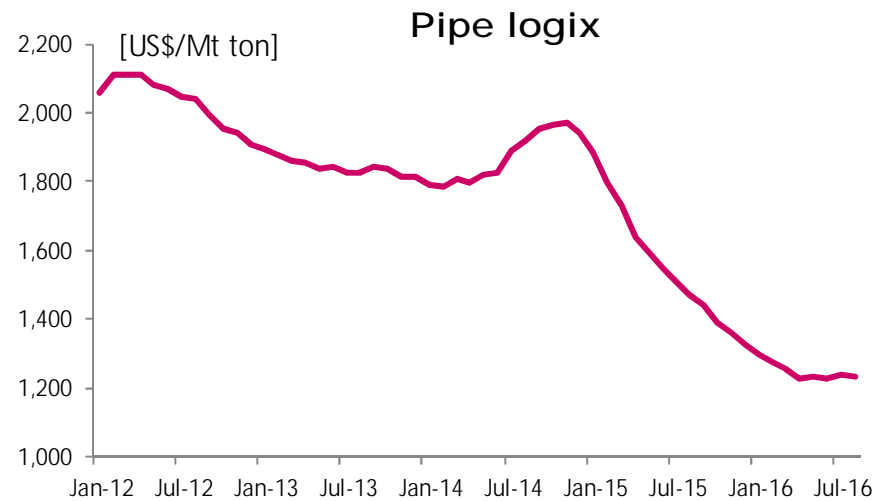
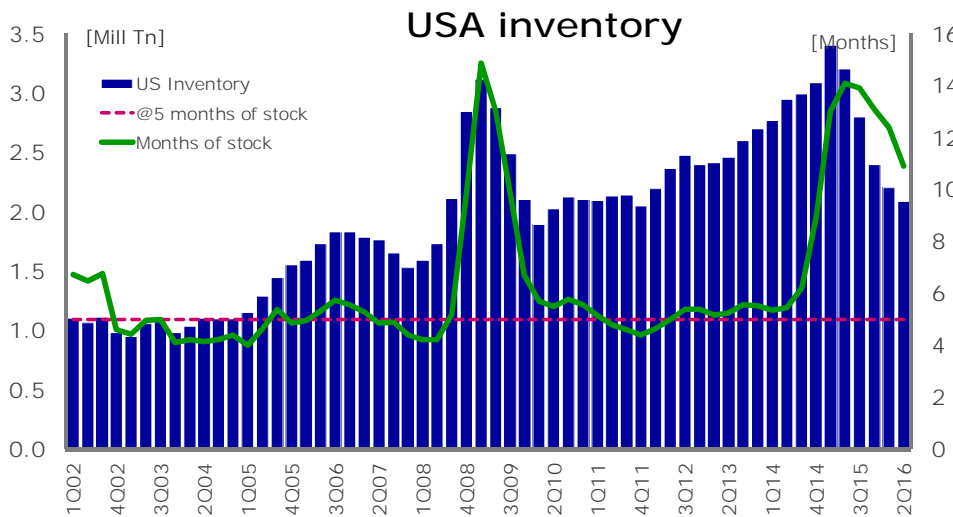
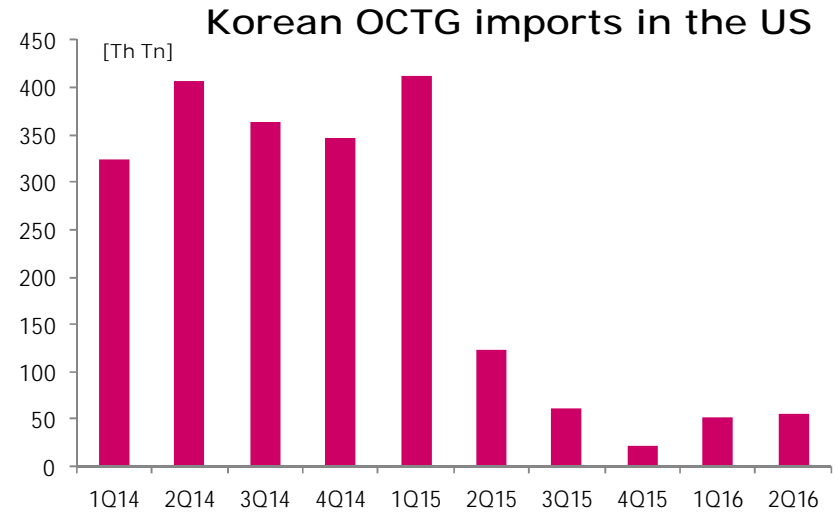
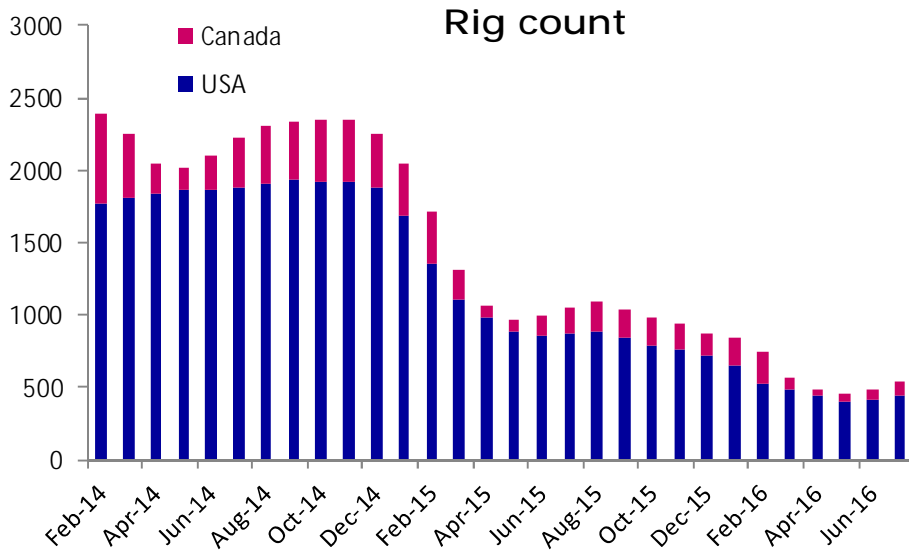
Differentiating with product, service and industrial excellence

Percentage of rigs served by TS in the US with rig services

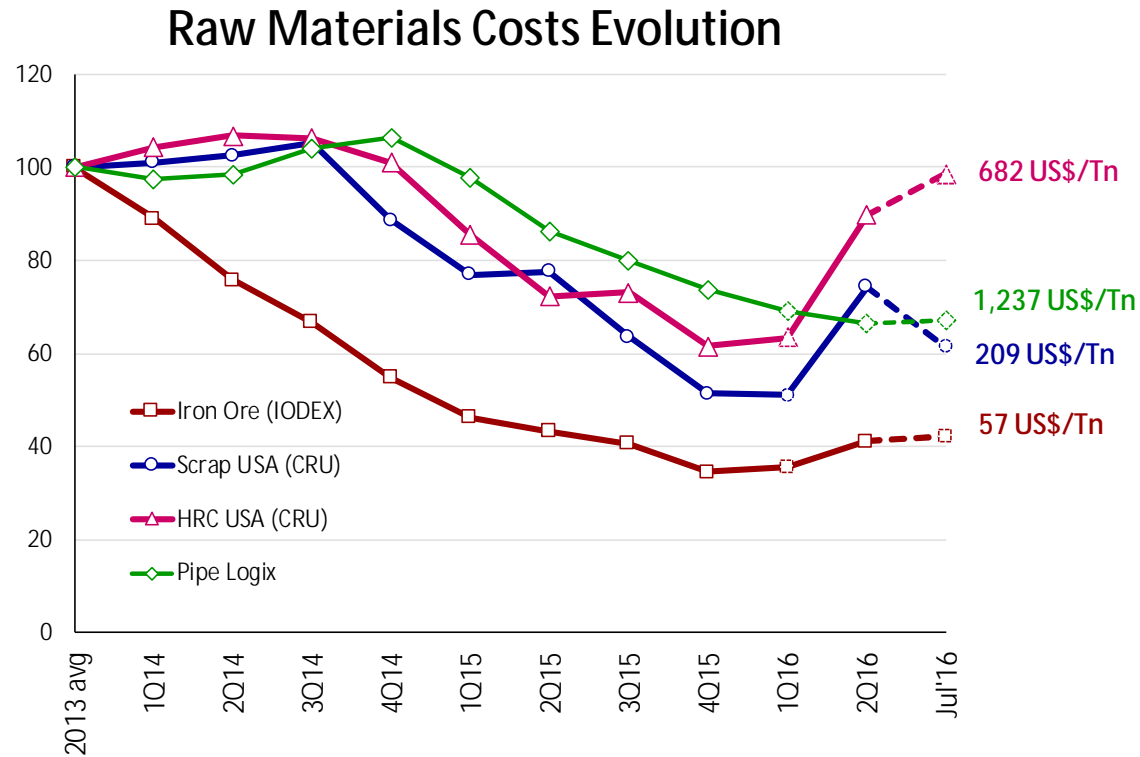


- Products (Wedge 563™, TXP® BTC, Wedge 625™, BlueCoil™, sucker rods)
- Rig services (inventory management, inspection and rig preparation, accessories management, rig returns, technical support)
- Investments (Bay City, service centers, people)

# North America – market context



# Actions on Costs



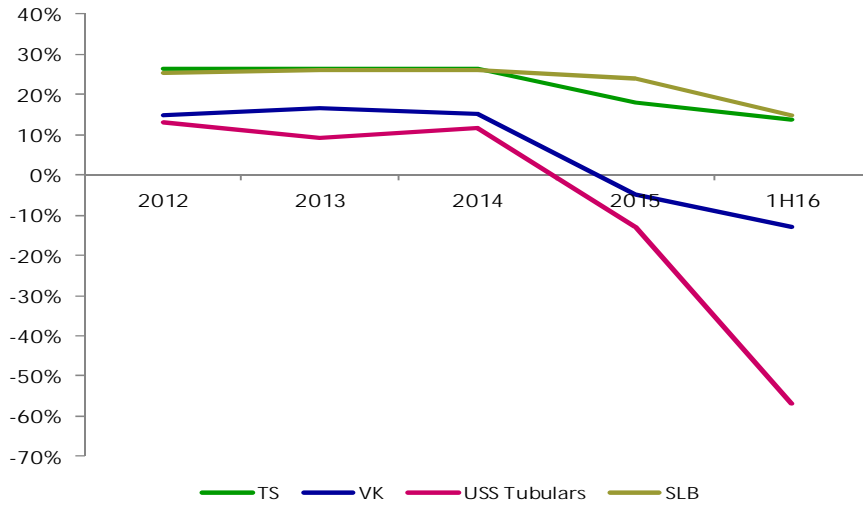
- Leveraging flexibility of global industrial system
- Focus on improving industrial efficiency and procurement
- Adapting fixed cost structure to market conditions
- Focus on cash flow (working capital and investments)



# Sustainable financial performance

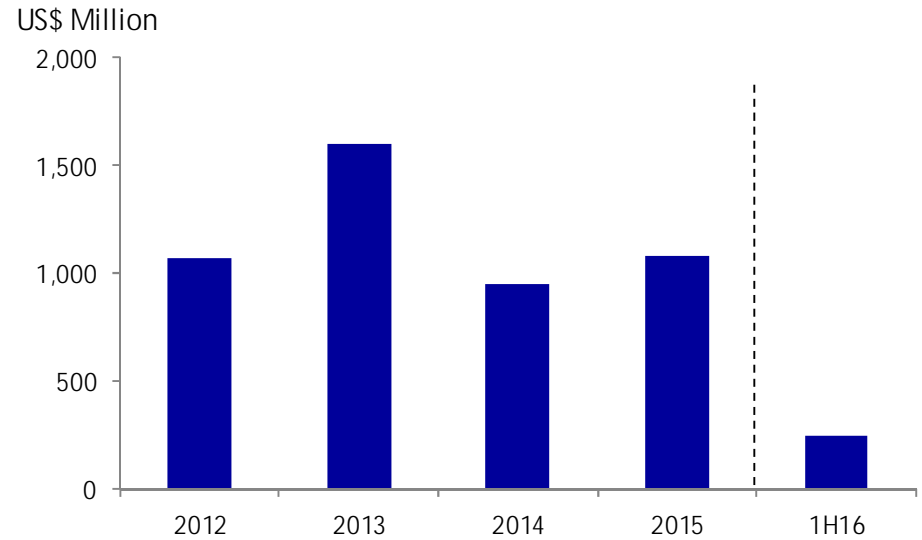


EBITDA\* Margin



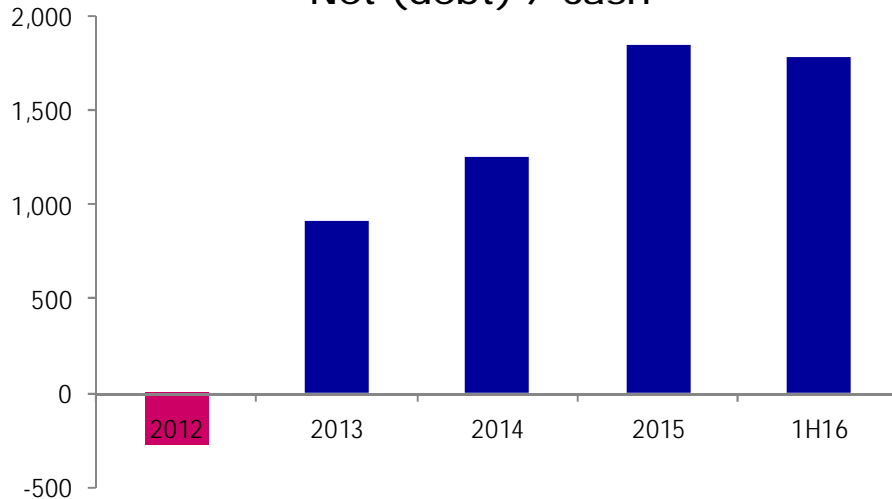
\* Excluding asset impairments.

Free cash flow



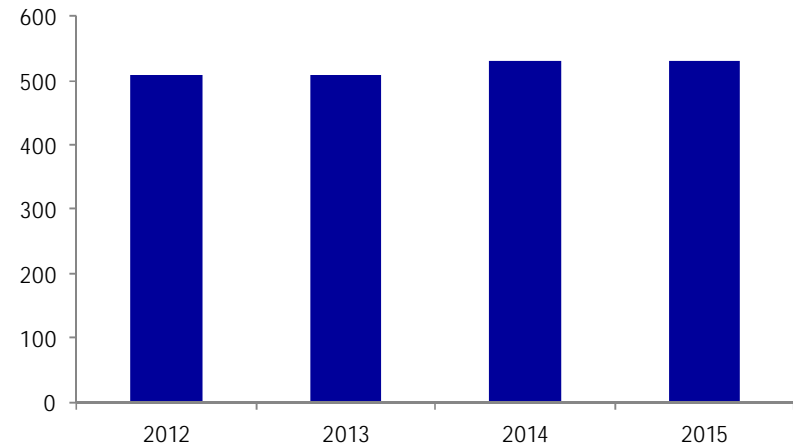
US\$ Million

Net (debt) / cash



US\$ Million

Dividends



# Operating and financial results



Millions of US\$ (except ratios and per ADS amounts)	2011	2012	2013	2014	2015	IH 2016
Net Sales	9,972	10,834	10,597	10,338	7,101	2,378
Operating income	1,844	2,357	2,185	1,899	195	2
EBITDA	2,399	2,875	2,795	2,720	1,255	329
EBITDA margin	24%	27%	26%	26%	18%	14%
Net income of owners of the parent	1,331	1,699	1,551	1,159	(80)	5
Earnings per ADS	2.26	2.88	2.63	1.96	(0.14)	0.01
Cash flow from operations	1,283	1,856	2,377	2,044	2,215	380
Net debt / (cash)	(324)	271	(911)	(1,257)	(1,849)	(1,783)

# Summary



- Oil and gas fundamentals are still there: increasing global demand and production decline will eventually stimulate a recovery in drilling led by NAM shales
- Tenaris is in the right position to support the industry with product and service solutions combining cost competitiveness, leading technology and global reach
- Financial strength is a key competitive advantage in today's environment



*Tubular Technologies. Innovative Services.*