

# Company Overview



# Global Leader in Pipes for the Oil & Gas Industry



Serving the world's energy industry and other industrial applications

7.7

US\$ billion

Annual net sales  
(2018)

18

Countries

Manufacturing  
facilities

5

R&D Centers

Worldwide

4

Stock exchanges

New York  
Buenos Aires  
Italy  
Mexico

23,500

Employees (approx.)

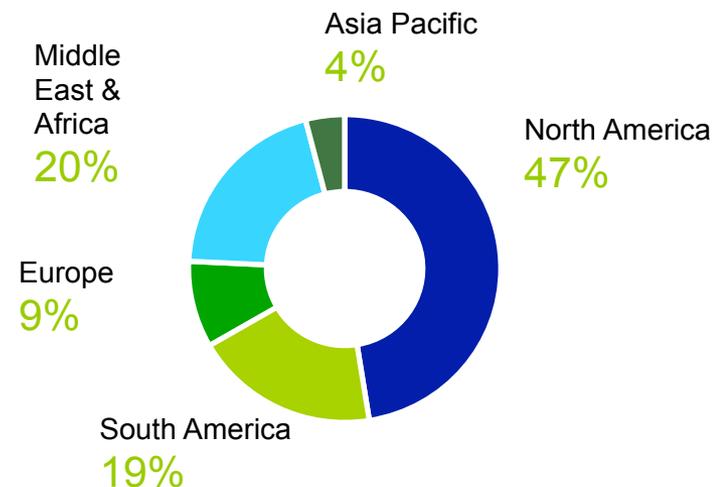
(2018)

30

Countries

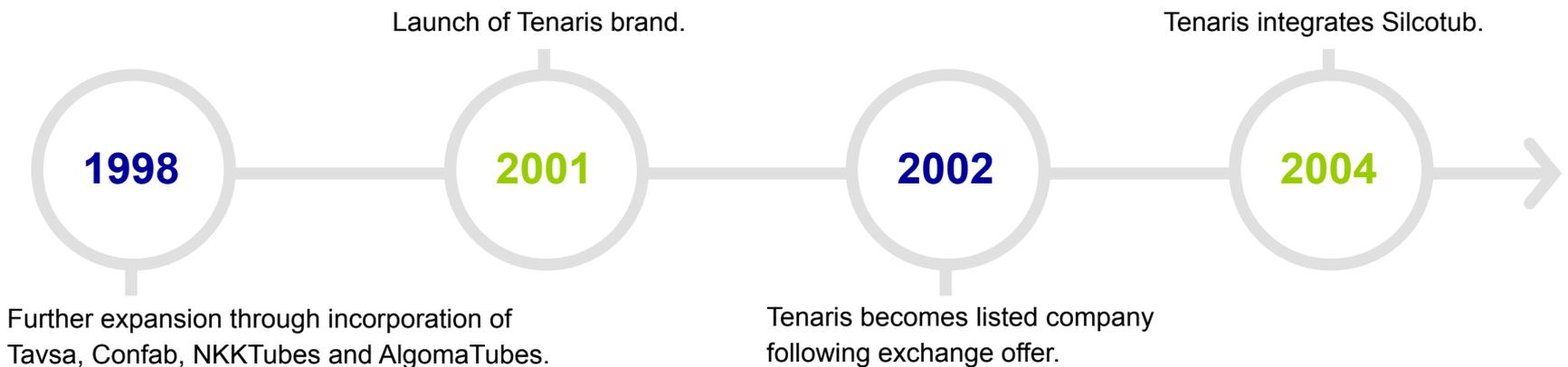
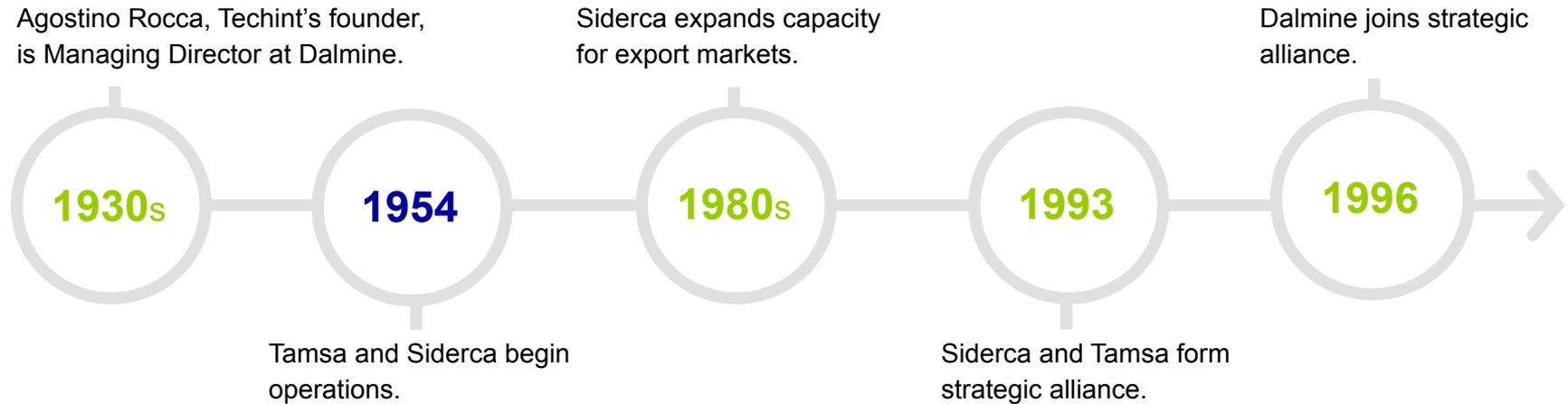
Services and  
distribution network

## Sales by Region

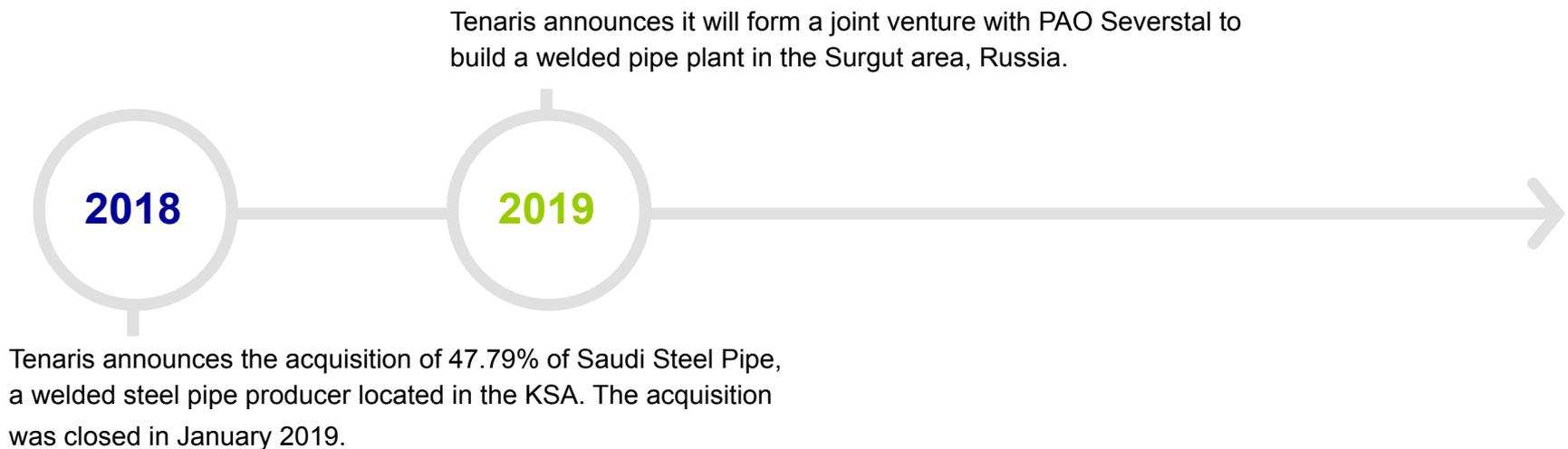
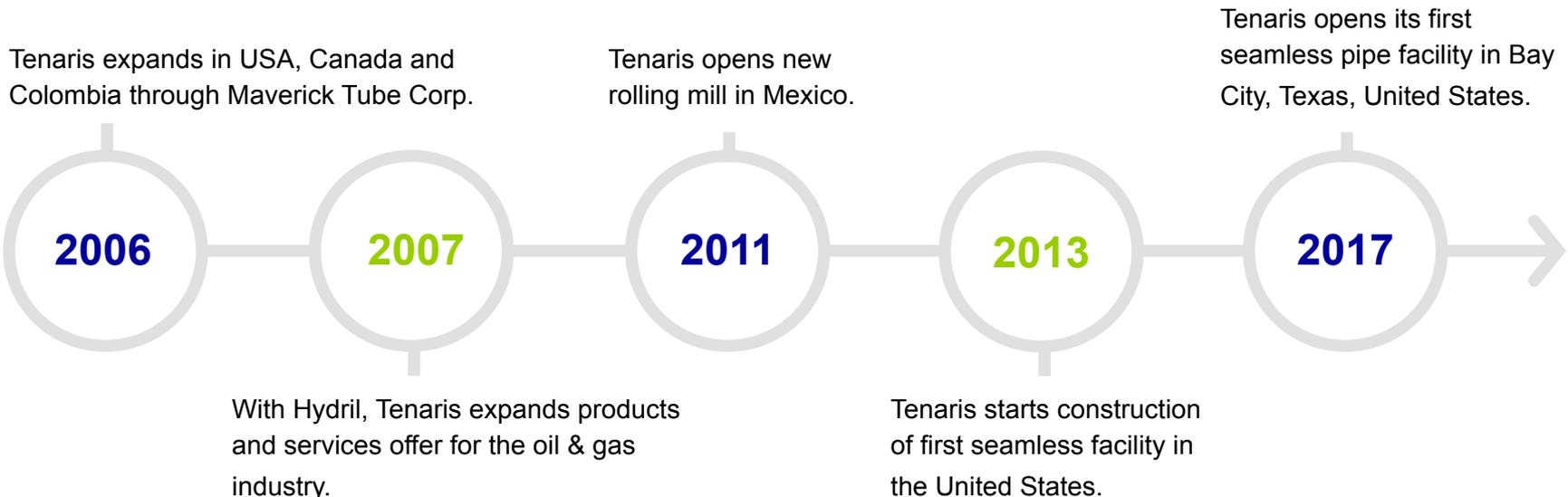




# A History of Industrial Enterprise



# A History of Industrial Enterprise



# Integrated Industrial Management



---

**4** Electric steel shops

---

**13** Seamless rolling mills

---

**30** Welded tube mills

---

**54** Heat treatment lines

---

**109** Premium threading lines

---

**6.3** Million tons of steel pipes

---

---

**4.3** Million tons of seamless pipes

---

**2.9** Million tons of welded pipes

---

**ISO 9001:2015**

Single Quality Management System

---

**ISO 14001 and  
OHSAS 18001**

Single HSE Management System

---

# Market Segments



Leading global manufacturer and supplier of tubular products and services used in:

- Drilling, completion and production of oil and gas
- Transportation of oil and gas
- Process and power plants
- Specialized industrial and automotive applications



**OCTG**



**Premium Connections**



**Line Pipe for Offshore and Onshore applications**



**Hydrocarbon Processing**



**Power Generation**



**Industrial & Automotive**

# Market Segments

OCTG



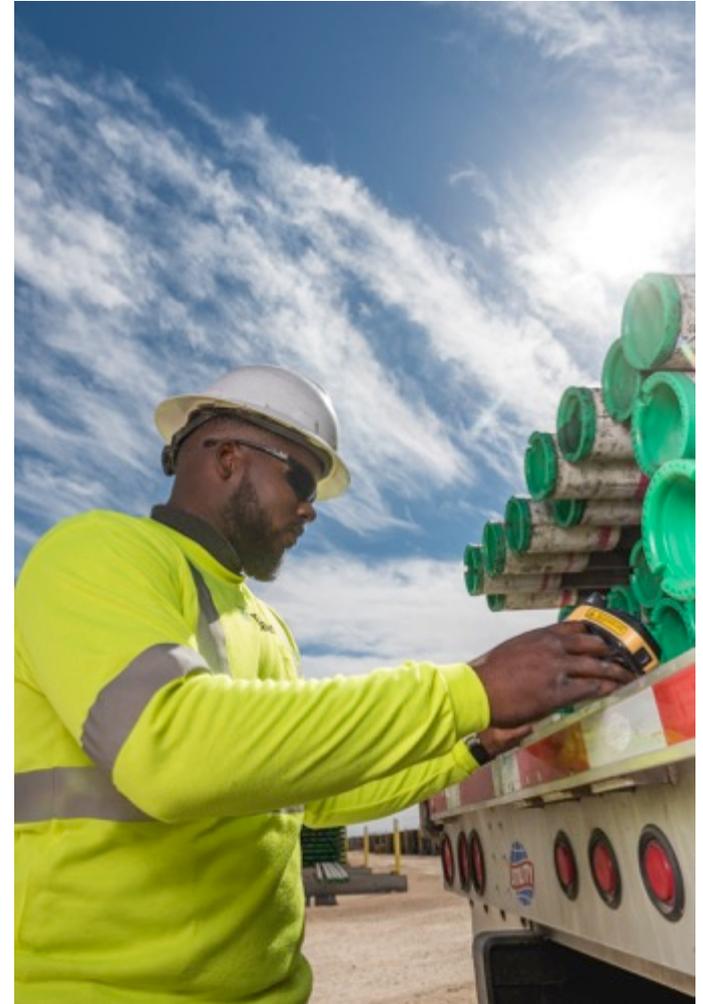


# A complete product and service package for the oilfield

Tenaris supplies a full range of seamless and welded, high quality casing and tubing as well as premium connections, OCTG accessories, drill pipe, sucker rods and coiled tubing for use in all types of oil and gas drilling and well completion activities.

In addition to the API steel grades, Tenaris provides a complete range of proprietary grades, including Corrosion Resistant Alloys, with performance properties that surpass those indicated by the API.

We also offer a wide array of expert services – known as Rig Direct®—, covering everything from string design and material selection to direct delivery and running assistance.

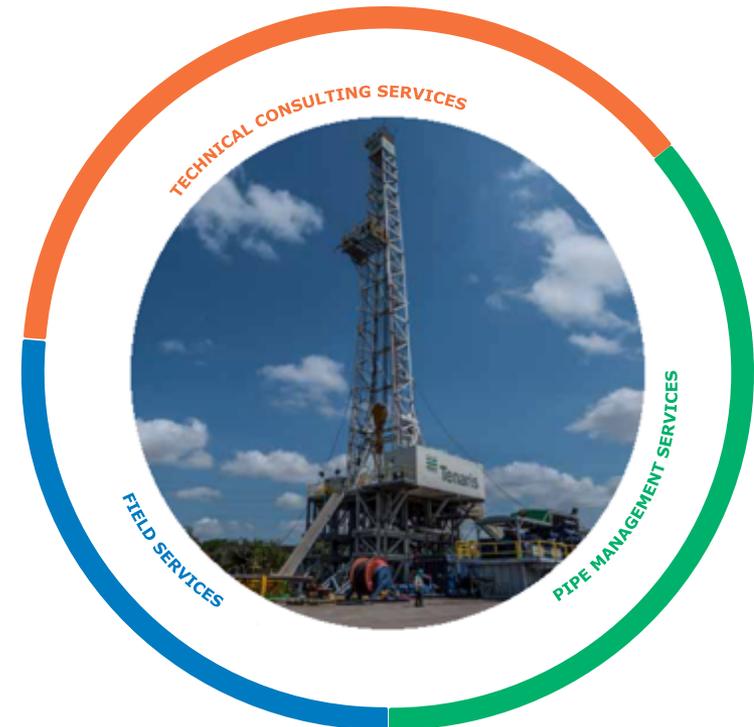


# Introducing Rig Direct®



Integrated service solution covering technical advice on product selection, collaborative demand and supply planning, efficient supply chain management from the mill to the rig and on-site technical assistance.

- Single Quality and HSE management system certified to the highest standards (ISO 9001, OHSAS 18001, ISO 14001)
- Supported by a unique global infrastructure of industrial, R&D and service centers, complemented by a dedicated rig training facility
- Team of highly experienced professionals with extensive knowledge of drilling environments around the world
- Financially strong, accountable partner for your operations



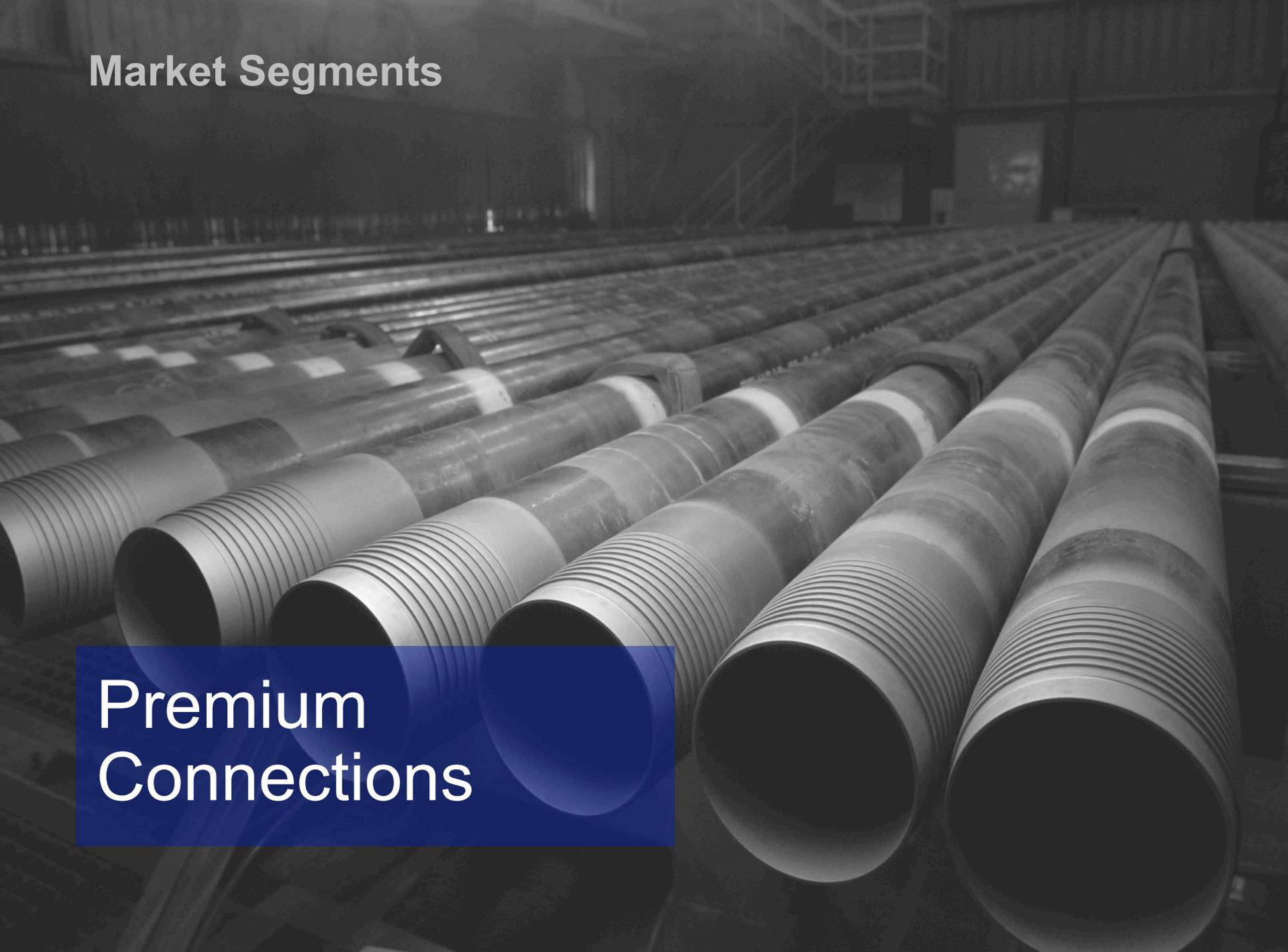


# Benefits of Rig Direct®

- Reduction in material purchases, storage and handling with zero stock-out
- Lower inventory levels resulting in reduced working capital
- More efficient operating processes
- Shorter and more flexible supply chain
- Lower environmental impact
- Security of supply with the highest quality standards
- More transparent and predictable cost of operation
- Reduction of non-productive time during tubular installation

**SUSTAINABLE  
COST REDUCTIONS**

# Market Segments



Premium  
Connections

# TenarisHydril Premium Connections



A full range of integral and threaded and coupled premium threads to take on the challenges of different drilling environments and applications.

---

- Unconventionals

---

- Deepwater

---

- Shallow Water

---

- Shales

---

- HP/HT & Deep Wells

---

---

- Casing-While-Drilling

---

- Horizontal & Extended Reach Wells

---

- Thermal (SAGD & CSS)

---

- Geothermal

---

- Workstrings

---

- Corrosion Protection & ID Coating

---

Dopeless<sup>®</sup> technology is a dry, multifunctional coating applied to TenarisHydril premium connections in the mill, making storage and running thread compounds obsolete.



Wedge  
Series



Blue<sup>®</sup>  
Series



BlueDock<sup>®</sup>  
Connector



TenarisXP<sup>®</sup>  
Series



Legacy  
Series



Dopeless<sup>®</sup>  
technology

# Market Segments

A large industrial pipe is shown in a factory setting. The pipe is long and cylindrical, supported by a blue metal stand. The background shows a complex steel truss structure and rows of fluorescent lights hanging from the ceiling. The overall scene is industrial and well-lit.

Line Pipe

# Line Pipe for Offshore Applications



Tenaris stands ready to respond to operators' needs for fast-track subsea projects.

## Offshore Pipeline Products & Services:

- Steel Catenary Risers
- Jumpers & Spools
- Corrosion Resistant Alloys
- Thermal Insulation Coating Systems
- Induction Bends
- Flowlines
- Clad and Lined Pipes
- TenarisHydril Blue® Riser
- Anti-Corrosion Coating Systems
- Double Joint Solutions

Tenaris collaborates with our Client-Partners to ensure we develop and manufacture pipeline products & services that perform. We understand that sustainable business is not unilateral, requiring open and transparent communication to ensure we formulate a viable solution together.

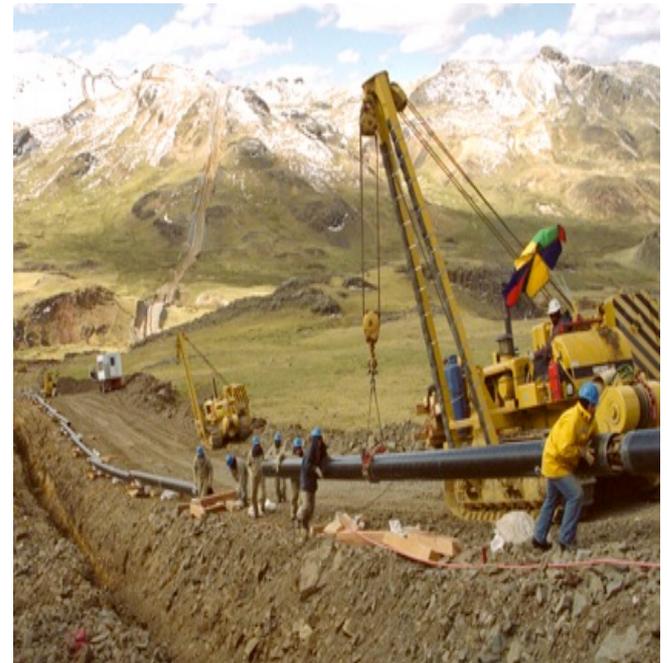


# Line Pipe for Onshore Applications

Pipelines designed for onshore applications facilitate delivery.  
“Product To Market.”

## Onshore Pipeline Products & Services:

- Upstream Hydrocarbon Gathering Lines
- Midstream Hydrocarbon Trunk Lines
- Downstream Feed Stock
- Right-of-Way (ROW) Stringing
- Project Execution Plan (PEP)



Tenaris understands that the Right-of-Way is just the beginning.

# Market Segments



Hydrocarbon  
Processing

# Hydrocarbon Processing



Tenaris provides a wide range of seamless steel tubes and pipes for refineries, petrochemical and gas-processing plants.

Tenaris designed the Total Cost of Ownership model, which takes into account all variables that may impact on project, measuring and controlling the corresponding costs.

**Tenaris can collaborate with engineering companies to achieve cost savings, offering:**

- Material definition of the hydrocarbon processing project
- Mill planning direct support
- Production flexibility
- Price structure customization
- Supply chain coordination
- Best practices sharing



# Market Segments

A black and white photograph of a large industrial power plant. The image features several tall, cylindrical smokestacks with horizontal bands, rising from a complex structure of pipes, walkways, and metal frameworks. The sky is overcast. The overall scene conveys a sense of large-scale industrial activity.

Power  
Generation



# Power Generation

Tenaris provides innovative products & services to meet the most stringent requirements in the Power Generation Industry (HRSG, Boilers and Heat Transfer Equipments), offering a customized and flexible package, which allows Power Plant builders and owners to reduce their Total Cost of Ownership.

**Our focus is on continuous improvement & development of materials and supply chain management services.**

- High quality seamless tubes & pipes from Carbon up to advanced 12% Cr (Thor™ 115)
- Tube length up to 26 m (85 ft)
- Dedicated boiler line in Romania
- Integrated industrial process from raw material to finished goods
- Unique metallurgical expertise (Tenaris creep data exceed 25 Million hours)
- Technical consulting pre and after sale
- Participation to joint industrial programs: ECCC, EPRI, ASME



Technical Consulting Pre & Aftersale



Supply Chain Management Services



Dedicated Boiler Line for high quality package of products

# Market Segments



Industrial &  
Mechanical

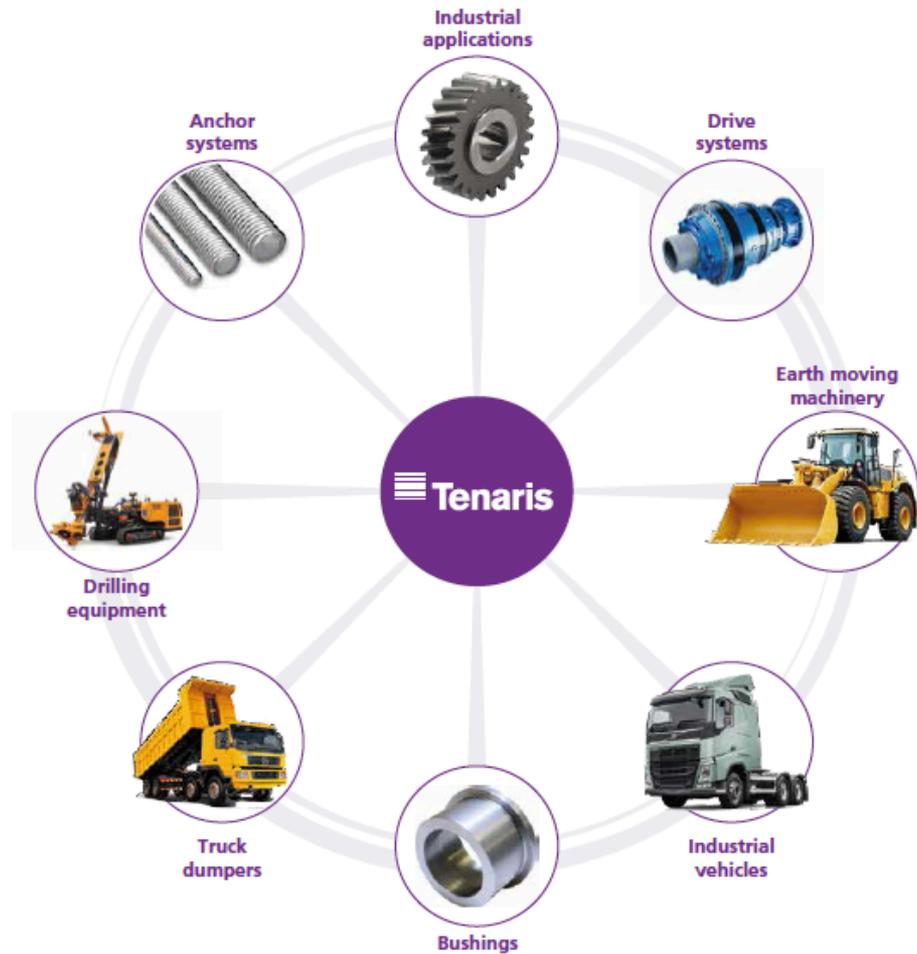


# Industrial & Mechanical

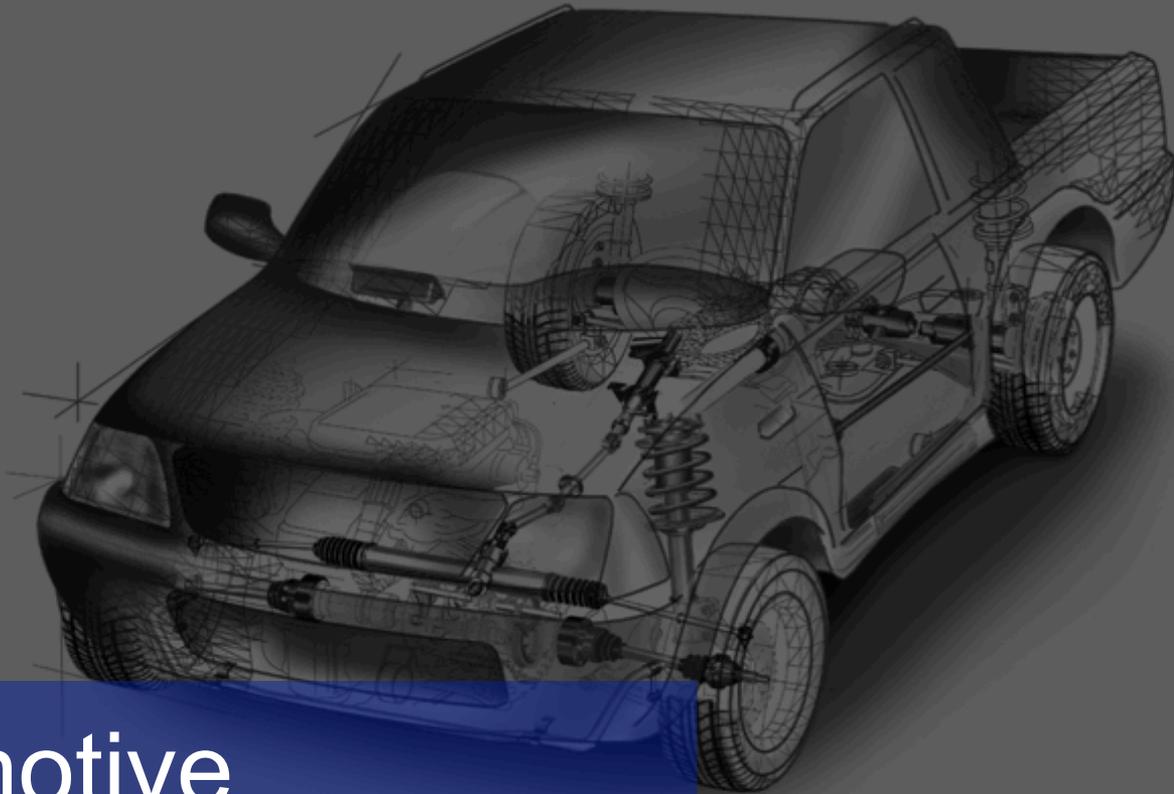
- Tenaris provides hot-rolled and cold-drawn seamless steel tubes and components used in mechanical engineering applications and in civil and industrial installations as well as for manufacturing earth-moving machines, architectural structures, non-oil drilling systems and gas cylinders

---

- In our fully-integrated manufacturing process, steelmaking, tube-rolling, cold-drawing, heat treatments and tubular parts processing, we focus on designing tailor-made products to meet the needs of our customers and ensure a longer product life, weight reduction, better mechanical properties and reductions in costs

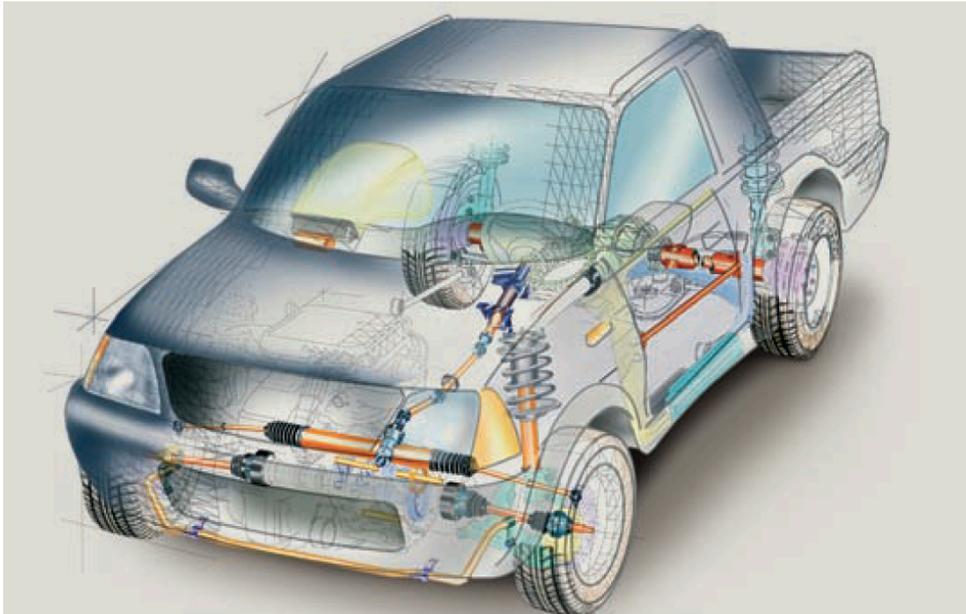


# Market Segments



Automotive  
Services

# Automotive Services



- Tenaris provides a wide range of seamless tubes and tube-based components according to IATF 16949 for car manufacturers and their suppliers
- Cold-drawn and hot-rolled seamless tubes produced for application in airbags, steering, chassis and suspensions, heavy trucks and trailers, transmission, ring gears and power train components

- A worldwide network of Automotive Component Centers located in Italy, Argentina, Mexico, Romania and China work with teams able to perform high added-value operations

# An Integrated R&D Network



We are responsible for developing and testing products used in many of the world's most advanced oil and gas exploration, production and processing activities and in specialized mechanical applications

## Our global R&D footprint:

- Five dedicated R&D centers located in Argentina, Italy, Japan, Mexico and Brazil
- R&D Main Office in Amsterdam, Netherlands
- A Technology Group in Houston, Texas
- About 360 researchers
- Collaboration with selected external R&D laboratories, product testing centers and universities



# R&D Network: Areas of Research



From our R&D centers we perform specific scientific and technological research into:

- TenarisHydril premium connections
- Corrosion-resistant materials, HT/HP and sour service steels
- Flowlines and risers
- Weld-on connectors
- Sucker rods and accessories
- Drill pipe
- Products for power generation and industrial applications
- Coatings development
- String design and novel solutions for field applications
- Manufacturing processes including steelmaking, hot rolling, heat treatment, non-destructive inspection and others
- Process control and data science
- Tracking and traceability of tubular products
- Welding metallurgy
- Nanotechnology
- Full-scale combined loads testing of premium connections and fatigue testing of welded and threaded joints
- Structural reliability of line pipe and risers plus the development of products for challenging deep and ultra-deep water projects

# Pursuing the Highest Standards in QHSE



- QHSE standards and objectives integrated into all management processes
- Principles of sustainable development integrated into all operations
- Employee health and safety, customer satisfaction and environmental protection are key business drivers
- Programs of global reach, Safety Leadership, Safe Hour, Zero Tolerance, Contractors Safety and internal communication campaigns focused on safety events to foster a strong safety culture and achieve an incident-free working environment



Since 2009, Tenaris has each year received the Climate Action Recognition award granted by Worldsteel, for its participation in the CO<sub>2</sub> data collection program

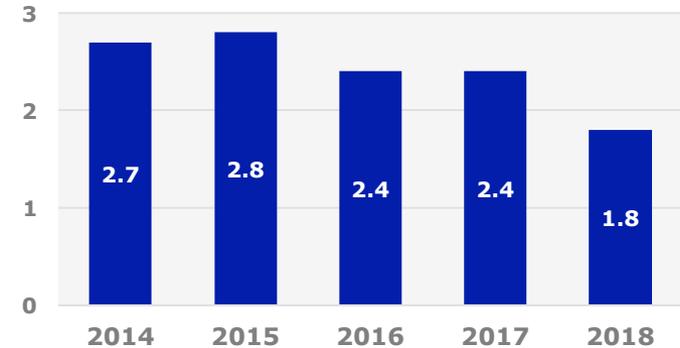


- Four Environmental Product Declarations obtained

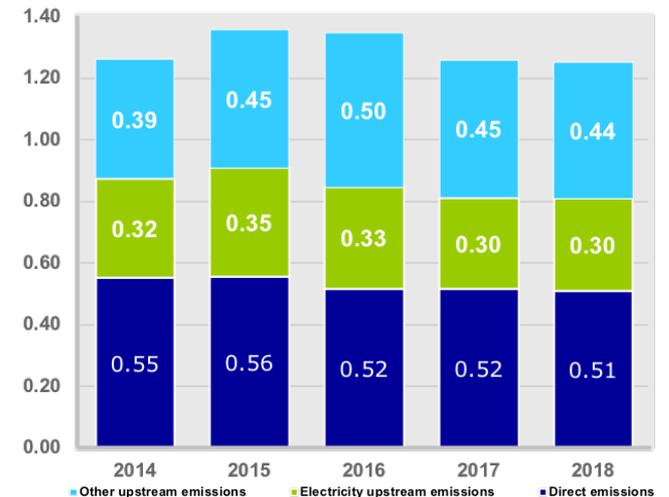


## Lost Time Injury Frequency rate

Accidents per million man/hours



## CO<sub>2</sub> Emissions – Sites with steel production



Methodology: worldsteel Association

Facilities included: Siderca, Silcotub Steel Shop, Tamsa, Dalmine.

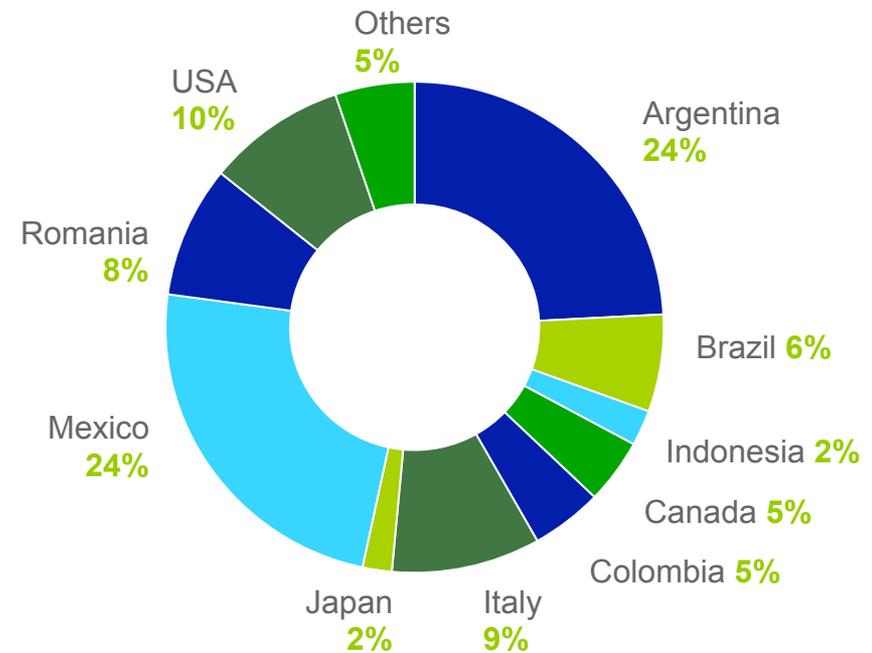
# Investing in Our People



- TenarisUniversity organizes company-wide training including managerial and leadership development focused on knowledge excellence and active employee participation
- 44 hours of training per salaried employee and 33 hours of training (excluding On the Job Training) per hourly employee in 2018
- International, culturally diverse team with specific programs to encourage diversity
- Working environment that fosters creativity, initiative, teamwork and professional growth
- Performance and compensation management systems designed to ensure internal equity and market competitiveness, reward performance and stimulate employee development

## Personnel employed by country 23,500 employees

Dec. 2018



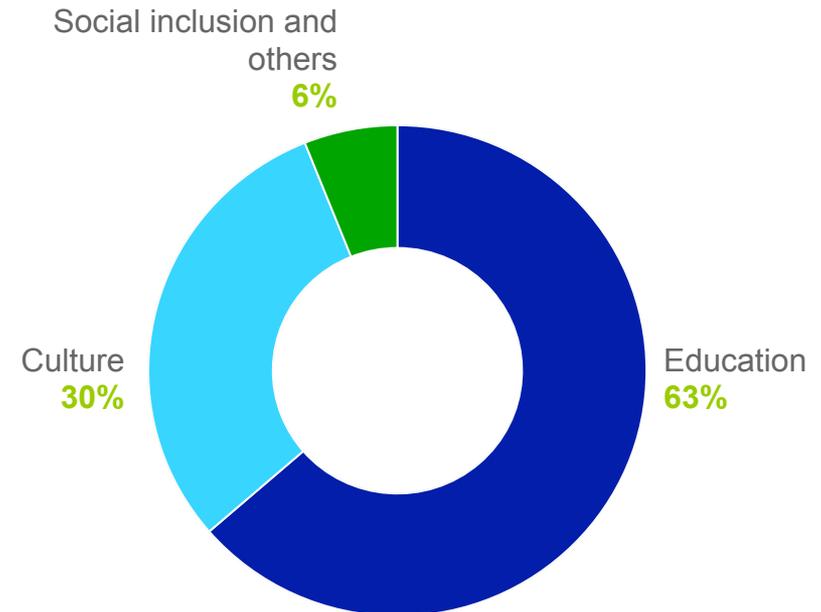


# Community Relations

- Conviction that an industrial project contributes to sustainable growth and inclusive community development
- Education is the primary focus of our programs and we promote technical education as a tool for personal and community growth.
- We also support cultural activities with focus on excellence, integration and diversity.
- Programs include Roberto Rocca Technical Schools Network, Technical Gene, Roberto Rocca Education Program, Merit awards, AfterSchool Program, Volunteers in Action, Latin American Film Festivals and Photo Library.
- Fundación PROA promotes contemporary art and and Fondazione Dalmine protects the history of our industrial culture.
- We support Toni El Suizo Rütiman's global bridge building activity to unite isolated communities.

## Investment in Community programs US \$11.7 million

2018



# Business Conduct Compliance



- A Code of Conduct, a Policy on Business Conduct and a Code of Conduct for Suppliers including guidelines and standards of integrity and transparency
- A Business Conduct Compliance Officer (BCCO) leading the Business Conduct Compliance Program across the company
- Regular risk assessment to identify, prevent and mitigate compliance risks
- Mandatory risk evaluation of third parties to qualify and certify their credentials and reputation or discontinue them
- Regular in-person and online digital training for all employees and representatives
- Monitoring and audits to verify implementation of anti-bribery regulations, the Code of Conduct and the Policy on Business Conduct
- Tenaris core values foster ethics, transparency and open communications throughout all our relations
- A Compliance Line promoted throughout the company and open to employees, suppliers, customers, shareholders and third parties

**Business Conduct**

## Tenaris integrity is in your hands

Always remember:

- Commit to Business Conduct
- Assess concerns before proceeding
- Control effectively and earn trust
- Encourage integrity when dealing with third parties
- Clear communication depends on you

**Our everyday actions  
build our Company's  
reputation**

[www.compliance-line.com](http://www.compliance-line.com)

