

Tenaris Global Services (TGS)

More than three decades serving as the international distribution, customer service and logistics network of Tenaris



TGS Presence Worldwide

With its headquarters in Montevideo, Uruguay, TGS performs the marketing, logistics and distribution, finishing and commercial services of a full range of steel pipe products.



TGS IN NUMBERS

Employees worldwide:
3,800

Assets (about 900 million USD in inventories):
USD 3.2 billion

Annual Sales:
USD 4.9 billion



A worldwide network that supports growth

Providing customers supply solutions in more than 30 countries all around the world.

TGS is the international distribution, customer service and logistics network of Tenaris. Tenaris is a leading manufacturer and supplier of steel pipes for the world's energy industry and certain other industrial applications.

Tenaris has steel pipe manufacturing facilities operating around the world. Through its global service network, TGS grants these mills access to customers operating in the most important energy markets worldwide. By doing so, it allows Tenaris's mills to focus on seamless and welded pipe manufacturing excellence, increasing the company's competitiveness at all levels.

With its headquarters in Montevideo, Uruguay, TGS performs the marketing, logistics and distribution, finishing and commercial services of a full range of steel pipe products. From its locations in more than 30 countries and leveraging on its sophisticated supply chain network and unique commercial information technology systems, TGS provides customers solutions including efficient distribution of pipes and related products, logistics expertise, pipe management and technical services. Its network of threading and repair shops provides heat treatment, threading, coating and repairs of pipes and connections.

TGS offers customers a service network dedicated to pipe management and logistics, including efficient, direct delivery of a wide variety of products to the rig and inventory administration to reduce working capital. Its capabilities also

include inspection, tally and preparation of pipes for running. At the rig site, technical services reduce operational risk and optimize running times by ensuring the right practices are followed and products are properly installed.

Through Rig Direct® integral model, these services now digitally integrate the complete supply process, from customers operations to Tenaris's mills, to shorten the supply chain, reduce costs, and improve safety and environmental impact. This innovative solution has been successfully implemented in TGS's main markets.

TGS's customers include most of the world's leading oil and gas companies, as well as engineering companies engaged in oil and gas gathering and transportation as well as in the construction of processing and power generation facilities.

Tenaris's mills benefit from TGS's continuous expansion of activities by:

- Participating in an enhanced commercial, logistic and global marketing structure, close to customers, in a competitive and dynamic environment
- Enlarging its presence in selected markets and obtaining better market conditions
- Improving the offer of technical and pipe management services designed to optimize customer's operations
- Achieving financial support to better cope with industry cycles and competitors overproduction
- Resolving complex market challenges in terms of risks



A history of investments and global expansion

For more than three decades, Tenaris Global Services has expanded to serve our customers' worldwide operations.

Over the years TGS has acquired and developed subsidiaries in over 30 countries. Its global presence ensures access to every market, from emerging to well-established industrialized economies, as well as the capability to identify the best opportunities for sales and growth.

Tenaris Global Services began operations in 1985 to give support to Tenaris and its predecessor companies in the international seamless and welded pipe market. Its first commercial offices were opened in Dubai, Venezuela, Colombia, the United States, Singapore, Norway, Japan, Canada, Chile and Bolivia.

In the 1990s and early 2000s, Tenaris expanded with the incorporation of additional mills worldwide such as Tamsa in Mexico, Dalmine in Italy, NKK Tubes in Japan, Algoma Tubes in Canada and Silcotub in Romania. In this context, TGS took on an ever more important role, supporting the efficient management of an increasingly global entity.

During this period, TGS grew at an accelerated pace, when new commercial offices were set up in Nigeria, the United Kingdom, Kazakhstan, Ecuador, Egypt, Australia, Peru, Russia and Qatar. TGS also acquired local manufacturing assets such as threading facilities in Nigeria and United Kingdom and a heat treatment and finishing plant in Indonesia.

Subsequently, as from 2010, further investments have been made to expand the network. New service facilities and offices were opened in Kazakhstan, Ghana, Abu Dhabi and Vietnam. TGS also built state-of-the-art threading facilities in Saudi Arabia and Ecuador, and increased its presence in Nigeria through the offering of coating services.

In the more recent years, TGS has increasingly consolidated its role as a global distributor for Tenaris's products and service provider, by being closer than ever to its customers through the expansion of its Rig Direct® services in highly demanding markets like USA, Canada and UAE.



For contact information, please visit
www.tenaris.com



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