

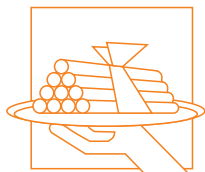
iPipe

Interpipe Customer Bulletin
#7, 2016

NEW LOOK OF INTERPIPE PRODUCTS
ADDITIONAL SERVICES FOR CUSTOMERS
EXPERT SOLUTIONS IN BUILDING







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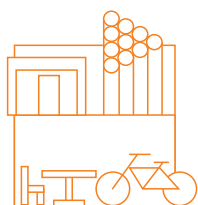
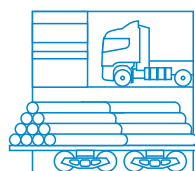
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NEW LOOK OF INTERPIPE PRODUCTS

INTERPIPE PRIORITIZES PROTECTING ITS PRODUCTS FROM COUNTERFEITS. THE COMPANY BELIEVES IT IS IMPERATIVE THAT CUSTOMERS RECEIVE ORIGINAL, HIGH QUALITY PRODUCTS, THEREFORE INTERPIPE HAS DEVELOPED A STRONG CORPORATE IDENTITY THAT'S INTEGRAL TO ITS PRODUCTS. SINCE THE BEGINNING OF 2015, ALL IP PRODUCTS ARE EQUIPPED WITH YELLOW CAPS.



Andrey Burtsev, Vice-President of Pipe Sales on the markets of MENA:

- We wanted to achieve universal appearance, fresh look and distinct design in order to improve the image of the Interpipe brand, as well as the products. Today our pipes have unified yellow caps. They are liftable that allows using crane hooks to move pipes. Unique design with yellow color corresponds to the best practice in the industry and helps to prevent counterfeits on the GCC markets.



Mauricio Toledo, Vice-President of Pipe Sales on the markets of South and North America:

- The end caps are significant part of the Interpipe brand. Competitive market conditions have encouraged the brand to develop its image in the pipe sector. Today our clients can instantly identify our pipes when they see the yellow end caps. We have now completed the design to exclude different colours of caps, growing Interpipe's product identity further.

GOOD NEWS!

It becomes easier to sell Interpipe pipes. Starting from 2014 all Interpipe pipes are equipped with yellow caps. New caps ease company's product identification by the customers and improve the brand.



CORPORATE NEWS



INTERPIPE STRENGTHENS MANAGEMENT TEAM

INTERPIPE AIMS TO CONTINUE DEVELOPING NOT ONLY ITS TECHNOLOGY, BUT ALSO THE MANAGEMENT SYSTEM IN ORDER TO FULLY MEET CUSTOMERS' NEEDS. MEMBERS OF THE INTERPIPE MANAGEMENT TEAM ALL HAVE EXTENSIVE EXPERIENCE IN PRODUCTION AND OPERATIONS WORLDWIDE.



Mauro Longobardo INTERPIPE CHIEF OPERATING OFFICER

Mauro Longobardo develops unique and efficient operational systems in Interpipe. His responsibilities include effective management of operation and maintenance of the company's industrial facilities, production planning and logistics, technical development, including R&D, investments, and technology.

Before joining Interpipe, Mauro's previous position was Deputy CEO for Strategy, Technology and Development at ChTPZ Steel. He also has more than 10 years' experience at Tenaris in a variety of managerial positions across Sales, Strategy, Production, and Technical and Quality.



Alejo Duran INTERPIPE QUALITY DIRECTOR

Alejo Duran is responsible for the development, improvement and control of the integrated quality management system in strict accordance with international standards. He also oversees the special requirements of Interpipe's customers across all assets.

Mr. Duran has more than 15 years' experience in production and management. His last role was Operational Director in Tenaris Siderca in Argentina.



Zhanbek Esmahanov INTERPIPE HSE DIRECTOR

Zhanbek Esmahanov is responsible for the development and introduction of global corporate management systems of industrial safety, labour and environment protection.

Zhanbek has 20 years of experience in this field. His previous roles include Lead Consultant in DuPont, Director of industrial safety in TNK-BP Commerce, and Head of HSE issues in Chevron Tengizchevroil JV company.



Gabriel Monti INTERPIPE COMMERCIAL DIRECTOR OF PIPE SALES ON THE MARKETS OF NORTH AND SOUTH AMERICA, EUROPE AND MENA

Gabriel Monti is responsible for sales management on export regions such as Europe, America and Middle East, as far as and whose remit expands management of Company marketing.

Gabriel has 18 years of experience of work in the commercial departments of Tenaris, and was also the Head of Sales on the MENA market in TMK.

NEW APPOINTMENTS IN SALES

Andrey Burtsev VICE-PRESIDENT OF PIPE SALES ON THE MARKETS OF MENA

Andrey Burtsev has worked at Interpipe for more than 11 years. Before he was working leading the foreign Company trade offices.

In 2008 he graduated from the Interpipe corporate program of talent development, ran in partnership with

Rotterdam School of Management, Erasmus University.



Manuel Pavesi DEPUTY COMMERCIAL DIRECTOR OF PIPE SALES ON THE MARKETS OF NORTH AND SOUTH AMERICA, EUROPE AND MENA

Since January, 2015 Manuel was appointed as Deputy Commercial Director of Pipe Sales on the markets of America, Europe and MENA. He is responsible for development of sales on the export regions.

Previously, Manuel worked in Tenaris for 15 years as Head of Pipeline Service and Sales in Asia and Europe.



Anna Vorotintseva VICE PRESIDENT OF BUSINESS DEVELOPMENT ON THE MARKETS OF NORTH AND SOUTH AMERICA

Anna Vorotintseva is responsible for identification of new opportunities for growth, including new clients and regular strategic assessment of existing and potential pipe sales channels and products.

Previously, Anna was Head of Internal audit Business-Line and Performance management in Company "EastOne".





ADDITIONAL SERVICES FOR CUSTOMERS

INTERPIPE ENSURES THAT CUSTOMERS PURCHASE HIGH QUALITY PRODUCT WITH PROPER EXTERNAL SURFACE, DESPITE TRANSPORTATION CHALLENGES. IN 2014, WE INTRODUCED A RANGE OF ADDITIONAL SERVICES FOR THE PACKAGING AND TRANSPORTATION OF INTERPIPE PRODUCTS.



Boris Lomakin, Technical Sales Director:

- Interpipe specialists noticed that during long transport journeys, the pipes were influenced by different weather conditions, causing defects on the external surface. We have now implemented new types of packaging to combat this stress; for example, inhibitor packing and polyethylene covers under banding to protect the pipes.



Diana Medved, Deputy Logistics Director:

- Shipment is an important stage of order performance. Whilst the mill produces high quality pipes without any defects, the wrong transportation conditions can spoil them, affecting customer satisfaction. That is why we focused on the packaging in order to avoid defects and subsequent claims from customers.

SPECIAL BASE COVER UNDER BINDING STRAPS

THE SPECIAL BASE COVER IS AN ADDITIONAL WIDGET FOR PIPES' STRAPS.

In order to avoid traces from metal straps on the pipes' surface, Interpipe uses polyethylene base cover. It is high-strength, therefore eliminates the contact between pipe and metal straps. As the result, the pipe bodies show no defects and the paint is not damaged.

Since November 2014, Interpipe has implemented this additional safety feature in order to improve the external look of pipes that are shipped to customers whilst continuing to use metal straps.



Victor Bisovetskiy, Pipe Sales Manager on MENA markets:

- Now our pipes with yellow caps and protection covers for metal straps are new standard for the Interpipe product, which looks both unified as well as unique. Additionally, since pipes are industrial products, new ways of bundling and packaging will provide better protection to the material and make logistics operations easier.

UNIQUE PACKAGING AGAINST BAD WEATHER

DURING LONG JOURNEYS, BAD WEATHER CAN DAMAGE THE EXTERNAL SURFACE OF THE PIPES, SO INTERPIPE USES SPECIAL POLYETHYLENE PACKAGING FOR PIPE BUNDLES THAT ARE SHIPPED IN MID-OPEN WAGONS.



The unique option is two-layer packing that protects the metal surface from corrosion. It has a special layer with plastic wrap in addition to a vapor corrosion inhibitor ZIRAST that protects the bundle from water.

INTEGRITY OF PIPES IN THE WAGONS



IN ORDER TO LIMIT MECHANICAL DAMAGES FROM LOADING AND UNLOADING IN THE WAGON, INTERPIPE SPECIALISTS OFFERED SPECIAL SOLUTION.

Pipes for European orders are protected with non-standard wooden shields, covered with rubber sheets.

Moreover, Interpipe now uses wagons with roofs, which better protect pipes from the rain.



IDENTIFYING LABELS INCREASE PRODUCT TRACEABILITY

NEW SENSITIVE THERMAL LABELS WITH BARCODES HAVE MADE THE IDENTIFICATION PROCESS OF PIPES EASIER.

Earlier mills used standard paper labels for pipe identification. At the beginning of the year, Interpipe NMPP

mastered new labels in order to improve the finished look of the products, its traceability and legibility of technical data.



Thermal labels with barcodes include all of the pipe's data: standard, size, steel grade, length, weight, cast, batch, mill number, marking, and item of producer. This information helps to trace the whole technological production chain.

Customers get pipes with all information inside of them, carefully prepared by Interpipe specialists.

PRODUCT TRANSPORTATION SAFETY IN THE FOCUS

THIS YEAR INTERPIPE HAS LAUNCHED NEW PROJECT OF PRODUCT DELIVERY: BY RIVER ON THE ROUTE "DNIPROPETROVSK – UKRAINIAN HARBOURS".

Traditionally we used surface transport: railway and automobile, but it could cause delays in delivery and pipe defects as a result of transportation.

Considering all disadvantages, Interpipe Logistics Service mastered alternative transport mode – by river-

crafts. Serving alongside the "Ukrrechflot" company the project on river delivery of metal products was created and within it was organized stuffing platform in Dnipropetrovsk harbour, where Interpipe products are stuffed and shipped to export harbours. Stuffing platform is equipped with necessary load-handling devices: products are loaded in the containers with the help of pipe bridge and loader.

Moreover, platform is equipped with container stock. It is intended for packed pipes that are waiting for shipment. This option allows to make shipment right on time.

For this project, Interpipe has shipped 2695 tons pipe and wheel products by river in September. Moreover, Interpipe ships steel billets this way too – in September 2420 tons was shipped from Dnipropetrovsk to Romania.

Advantages of river transport are obvious:

- High safety of external surface of pipe products (safety from atmospheric condensation, absence of whops and sudden turning);
- Saving on the logistics costs (so the product net cost is lower);
- Faster delivery, comparing with railway;
- Additional quality control.





NEW PRODUCTS

PRODUCTION OF STEEL FOR CUSTOMERS' SPECIFIC REQUIREMENTS

INTERPIPE'S IN-HOUSE STEEL PRODUCTION ALLOWS US TO MASTER NEW STEEL GRADES ACCORDING TO CUSTOMERS' REQUESTS. INTERPIPE STEEL RECENTLY DESIGNED NEW STEEL GRADES FOR CUSTOMERS IN AMERICA, EUROPE, CIS AND MENA.

For the Americas region, Interpipe Steel produces the unique steel grade Triple class B/C/6 according to API 5L/ASTM A106/ASTM A53/ASTM A333. It combines unique characteristics of three different steel grades: the strength properties of class C and high toughness at low temperatures for class 6.

According to DIN EN 10210-1, 2/DIN EN 10216-3/DIN EN 10297-1/DIN 1629, European customers can get steel grade S355/P355/E355/St.52 with elevated levels of strength and viscosity properties.

The new steel grade C95 (PSL 2) was developed for CIS countries. It complies with GOST R 53366-2009, as well as additional requirements CCT RN 5.0 "Unified technical requirements for manufacturers and suppliers of tubing", and has increased strength and impact resistance of pipes.

Steel grade K42 has increased corrosion resistance, and resistance to cold oil and gas pipes. It was mastered for Middle East customers according to TR 1317-006.1-593377520-2003.

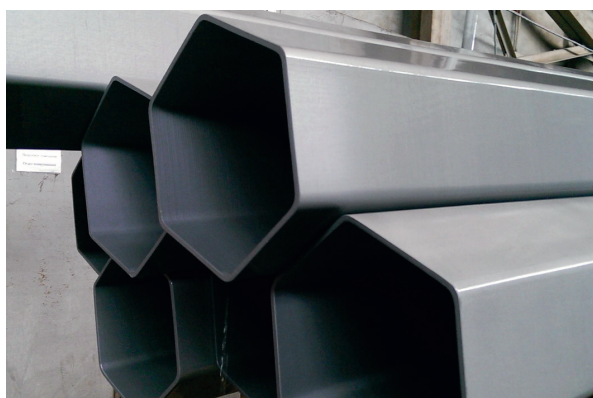


Yuriy Klimchik, Deputy Quality Director on Interpipe Steel:

- Interpipe Steel's professional specialists use the latest technology to master grades with unique characteristics in order to satisfy the needs of each client. Export regulations demand high quality and compliance with strict international standards, and we fully comply with them. The main priority is putting into production new and more complex steel grades, like 4130, 18CrNiMo7-6, 34CrNiMo6.

INTERPIPE SETS UP PRODUCTION OF NEW PIPES FOR NUCLEAR POWER PLANTS

INTERPIPE HAS SET UP THE PRODUCTION OF NEW PRODUCTS FOR NUCLEAR POWER PLANTS. HEXAGONAL TUBES ARE USED FOR THE EQUIPMENT THAT STORES SPENT NUCLEAR FUEL.



Interpipe has extensive technical expertise in the engineering industry; for example, performing complex orders with high precision technology. Nuclear energy is a new direction for the company, which has already scheduled a series of development of new products.

"Interpipe is one of only a few suppliers of products for the nuclear industry. We can produce hexagonal tubes for nuclear power plants in the CIS countries, Europe and Asia," says **Pavel Ilkov, Interpipe Project Manager**. "Our experience in the manufacture of non-standard equipment, serious technical preparation of production gives us confidence in the successful development of new products."



EXPANSION OF PRODUCT RANGE TO MEET CUSTOMER REQUIREMENTS

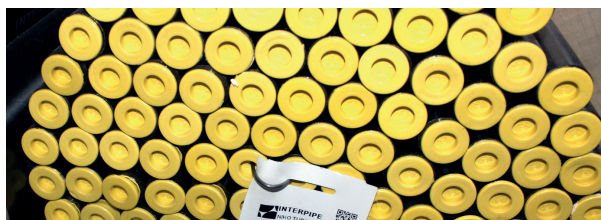
INTERPIPE IS AHEAD OF THE PIPE WORLD MARKET DEMANDS BY EXPANDING THE PRODUCT RANGE OF PIPES FOR DIFFERENT APPLICATIONS.

NEW PIPES WITH BIG DIAMETER FOR EUROPE

In 2015, Interpipe successfully supplied European customers with bundles of new sizes of cold-rolled pipes according to EN 10305: 160x135 mm, 170x140 mm, 165x140 mm.

Previously, the maximum outer diameter of cold-rolled pipes produced by Interpipe NTRP was 150 mm.

INTERPIPE NIKO TUBE: ONE-PLANT PRODUCTION OF HOT-ROLLED THICK-WALLED PIPES OF SMALL DIAMETER



From this year Interpipe NIKO TUBE produces hot-rolled thick-walled pipes of small diameter. Earlier such pipes were produced on Interpipe NIKO TUBE in cooperation with Interpipe NTRP.

Today Interpipe NIKO TUBE rolls the pipes with diameter 33, 4x4, 6 mm, 42x4, 9mm, 48, 3x5, 1 mm in the tube-rolling shop-7.

THIN-WALLED PIPES FOR INDUSTRIAL APPLICATION

IN THE CURRENT ECONOMY, CUSTOMERS ARE REDUCING THEIR COSTS. FOR EXAMPLE, CONSTRUCTION COMPANIES ARE MOVING TO THIN-WALLED PIPING BECAUSE THESE PIPES WITHSTAND STANDARD LOADS BUT HAVE LESS WEIGHT AND ARE THEREFORE CHEAPER.

Since 2015, Interpipe NIKO TUBE has developed thin-walled pipe production for industrial application. Formerly, the minimum pipe wall was 33.7 mm but now it has been extended to 3 mm. Today, pipes

for industrial application have new sizes: 33.7x2.6 mm and 33.7x2.9 mm.

New dimensions of industrial application pipes ASTM for thin-walled 273x6.3 mm 325x7.1 mm were also developed.

INTERPIPE MASTERS PUP-JOINTS FOR EUROPE AND MIDDLE EAST

INTERPIPE HAS DEVELOPED SHORT PUP-JOINTS FROM 0,3 TO 6 M WITH THREADS AND COUPLING FOR OCTG PIPES.

Pup-joints are used for OCTG connections, equipment with variable threads and underground equipment during exploration and repair in oil & gas and geological-prospecting well sites. Interpipe NTRP technologists mastered technology of pup-joint pro-

duction with range of sizes from 0,6 to 1,1 m with triangle couplings LC and tapered couplings Batress. Interpipe Niko Tube is ready to produce pup-joints with 0,3-6 m in length, 60-114 mm in diameter, including round coupling.



Artem Sklyar, Pipe Sales Manager on European markets:

- Big oil & gas companies aim to optimize purchasing and make it complex. Producing pup-joint we can satisfy their need in the full product package. New item in the Interpipe product portfolio will be really useful for our clients.



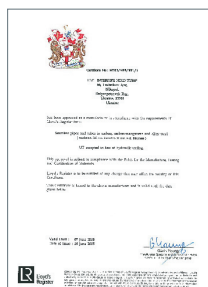
QUALITY PRIORITY

INTERNATIONAL AUDITS ENSURE THAT INTERPIPE CUSTOMERS ARE GETTING HIGH QUALITY PRODUCTS.



Alejo Duran, Interpipe Quality Director:

- This year Interpipe paid particular attention to products for shipbuilding. In 2015, Interpipe procured the necessary certificates on pipe and steel production to commence manufacturing in that sector. As a result of successful audits, Interpipe was approved as supplier of products for shipbuilding in compliance with international standards.



LLOYD REGISTER OF SHIPPING

In June 2015, Interpipe recertified with Lloyd's Register of Shipping, which specialises in shipbuilding and sailing. Interpipe Niko Tube got its first certificate from Lloyd in 2010.

The document certifies manufacture of the entire product range, including seamless pipes from carbon and carbon manganese steel grades for shipbuilding with a maximum diameter 325 mm and wall thickness 56 mm.

During audit technological documentation, knowledge of staff and production processes were tested. All processes underwent audit successfully.



CERTIFICATE DET NORSKE VERITAS

This year Interpipe was awarded the Det Norske Veritas certificate, which covers, amongst other products, steel billets. Today we have full-cycle production of pipes for projects connected with shipbuilding, harbour facilities and dockyards.

Interpipe Steel was also awarded the Det Norske Veritas certificate for the production of steel billets in May 2015. The range of certified products includes semi-finished production, billets and blooms for forging and piping stock from carbon, and carbon-manganese steel grades.



Yevgeniya Kveliashvili, Head of Group, Interpipe Technical Sales Support:

- Today we have fully certified pipe production for shipbuilding in accordance with Lloyd and DNV international standards. Moreover, this recognition allows Interpipe to supply pipe products for oil-well derricks, industrial enterprises and railways.



In 2015 DNV confirmed that the quality of Interpipe's billets conformed to the organisation's high standards. It was the last step in officially becoming a reliable partner for shipbuilding companies.

SOLUTIONS EXPERTS IN BUILDING



IN DUBAI EVERY THIRD BUILDING HAS INTERPIPE PIPES

Interpipe line pipes are used for chilled water systems, heating, ventilation, conditioning systems and firefighting systems in every third building in Dubai. This year In-

terpipe expanded its sales geography to other countries of the region, confirming its status as a reliable producer of line pipes for the Middle East and North Africa markets.



Andrey Burtsev, Vice-President of Pipe Sales on the markets of MENA:

- For last few years Interpipe has taken up the leading position on the MENA market in supplying of pipes for building projects. Today there is no consultant or construction company, which does not know or hear about Interpipe pipes. Plan of our team is constant development that means we are getting new quality certifications, expanding product portfolio, providing additional services to satisfy customers' needs in order to fully occupy building section of MENA market.

These six projects are the smallest part of all projects, where our pipes are used now or will be used in future.

SAUDI ARABIA

ABRAJ KUDAI TOWERS



The two towers are part of the 12 towers of Abraj Kudai residential and commercial complex. With a site area of approximately 60,000 square meters and total built-up area of around 1.4 million square meters, the project consists of a large podium topped by the two towers accommodating shopping mall, restaurants, food courts, convention center and several car parks.

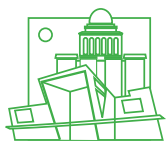
Interpipe has shipped seamless pipes, between 1" and 14", for chilled water systems in the Abraj Kudaj Towers since 2014.

KING ABDULAZIZ INTERNATIONAL AIRPORT



King Abdulaziz International Airport (KAIA) is located 19 km to the north of Jeddah, occupying an area of 15 square kilometres. It is the third largest and busiest airport in the country, and includes royal terminal, facilities of Prince Abdullah Air Base for the Royal Saudi Air Force and housing for airport staff.

Interpipe supplied 2,500 tons of line pipes for a construction project in King Abdulaziz International Airport in 2014. The customer was fully satisfied with the pipe products and noted the high quality.



KING FAHD UNIVERSITY OF PETROLEUM AND MINERALS



King Fahd University of Petroleum and Minerals is a public University in Dhahran, Saudi Arabia. Among Saudi Universities, its science and engineering programs are highly regarded; it's been ranked as the top university in the Arab world.

Interpipe has delivered line pipes for the construction of King Fahd University of Petroleum and Minerals.

QATAR

STATE AUDIT BUREAU HEADQUARTERS



The State Audit Bureau Headquarters has powers of requisitioning all records relating to the audit departments and organizations to discharge its mandate.

The building project for SAI Headquarters in Qatar involves construction of a commercial building comprising of 3 basement levels, a ground floor and 31 additional floors. The project will also include a residential building comprising of 3 basement levels, a ground floor and 28 additional floors.

Interpipe supplies seamless pipes for firefighting system of this building.

MALL OF QATAR



Mall of Qatar is a new huge shopping centre in Al Rayyan, Qatar – the site is 160,000 square meters. Mall of Qatar is being constructed as part of the country's preparation for the 2022 FIFA World Cup.

Interpipe is shipping seamless pipes, between 1" and 14", for a chilled water system in accordance with ASTM A53 to Mall of Qatar. The pipes are being used in construction of the hotel and restaurant.

WORKERS' HOSPITAL AND INTEGRATED HEALTH CENTER



Workers' Hospital and Integrated Health Center is situated in Doha, Qatar with a site space of approximately 62,000 square meters. Workers' Hospital and Integrated Health Center is being constructed especially for migrant employees in Qatar.

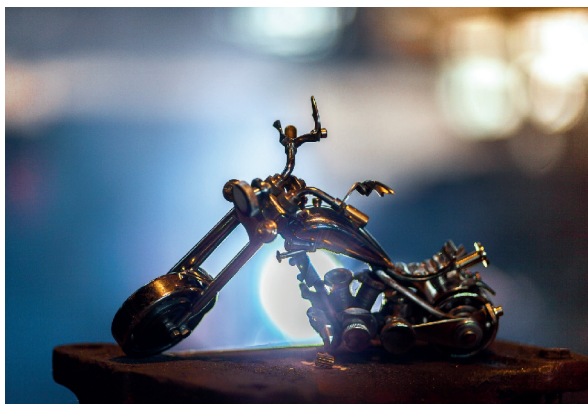
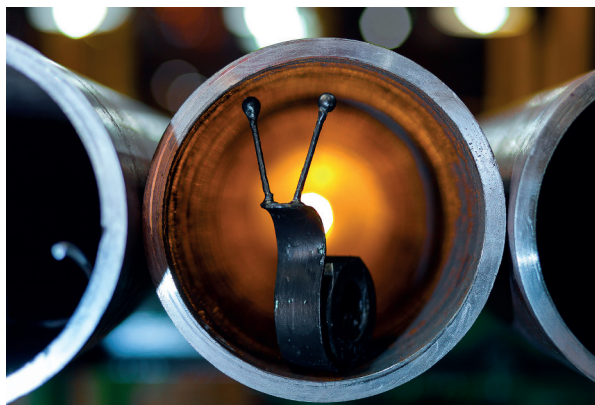
Interpipe supplies line pipes, produced according to ASTM A53/A53M, which are used for chilled water systems in the building of the hospital.

INTERPIPE SOCIAL LIFE



MASTERPIECES FOR METALLURGIST DAY

INTERPIPE WORKERS ARE NOT ONLY HIGH QUALIFIED SPECIALISTS, BUT ALSO CREATIVE PEOPLE.



For example, on 19th July 2015, Day of Metallurgist, Interpipe mill workers in Ukraine made sculptures from metal.

HOLIDAY FOR FIRST-GRADERS FROM INTERPIPE

INTERPIPE CONDUCTED ITS TRADITIONAL HOLIDAY ON 1ST SEPTEMBER AND INVITED ALL FIRST-GRADERS - CHILDREN OF INTERPIPE EMPLOYEES - TO TAKE PART AND ENJOY. 430 LITTLE GIRLS AND BOYS GOT SPECIAL PRESENTS (INTERPIPE SCHOOL BACKPACK) AND HAD A LOT OF FUN ON THE EVENT. THE EXTRAORDINARY SURPRISES WERE WORKSHOP ON CONSTRUCTING FROM LEGO AND ROBOTIC ENGINEERING!

Aleksandr, the little participant of the holiday:

– I was happy to be on this holiday! I liked everything: a gift, an ice cream, sliding boards, Batman and laser show. The best was game with virtual cars. I could even control them without handle bar!





NA INTERPIPE SUPPORTED TWO DAY BICYCLE RIDE 150 IN 2015

ON APRIL 18-19 NATIONAL MULTIPLE SCLEROSIS SOCIETY CONDUCTED TWO DAY BICYCLE RIDE. IT IS THE LARGEST BIKE EVENT IN THE UNITED STATES WITH 13,000 CYCLISTS AND 3,500 VOLUNTEERS. THIS EVENT AIMS TO FUNDRAISE THE MISSION OF CREATION A WORLD FREE OF MULTIPLE SCLEROSIS. FIRSTLY, IT WAS CARRIED OUT IN 2014 AND RAISED 20 MILLION DOLLARS. THE FUNDRAISING GOAL FOR THE 2015 BP MS 150 IS \$21 MILLION DOLLARS.



This year, in partnership with NA Interpipe' valued customer Gerald Merfish, a cyclist in the event, NA Interpipe contributed \$4,218 to charity. This contribution was listed on the website's Fundraiser Honor Roll as the top donation from Mr. Merfish's group. NA Interpipe appreciates the opportunity to participate and partner with members of our industry to support charities with global benefits.

"Giving to those in need without their ever knowing who specifically is the beneficiary of your donation – this is the highest degree of charity. May each of you go from strength to strength!"

I am in gratitude, appreciation and admiration of your generosity and hope we can do this again in 2016." – Mr. Merfish gratitudes NA Interpipe.

OPEN-HOUSE FOR AMERICAN GUESTS IN UKRAINE

ON JUNE 23-24 INTERPIPE WAS VISITED BY AMERICAN DISTRIBUTOR "PETRORICA". OUR PARTNERS HAD TWO DAYS OF EXCURSIONS AND ACQUAINTANCE WITH UKRAINE AND INTERPIPE MILLS.



Mr. Long Li comments his impression after visit:

- The main goal was to see the production and I was really impressed: quality of pipe products are on the level of Japan. I used to visit Interpipe mills earlier and I can surely say that everything became only better. Especially, I was impressed with new finishing line on Interpipe NIKO TUBE with automatic marking machine. I wish our cooperation with Interpipe further will be effective and long term.

