



TECNICAS REUNIDAS

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CEO

Nine Month 2013
Results Presentation

14th of November 2013



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➤ **BACKLOG & EXECUTION**

➤ **9M 2013 FINANCIAL RESULTS**

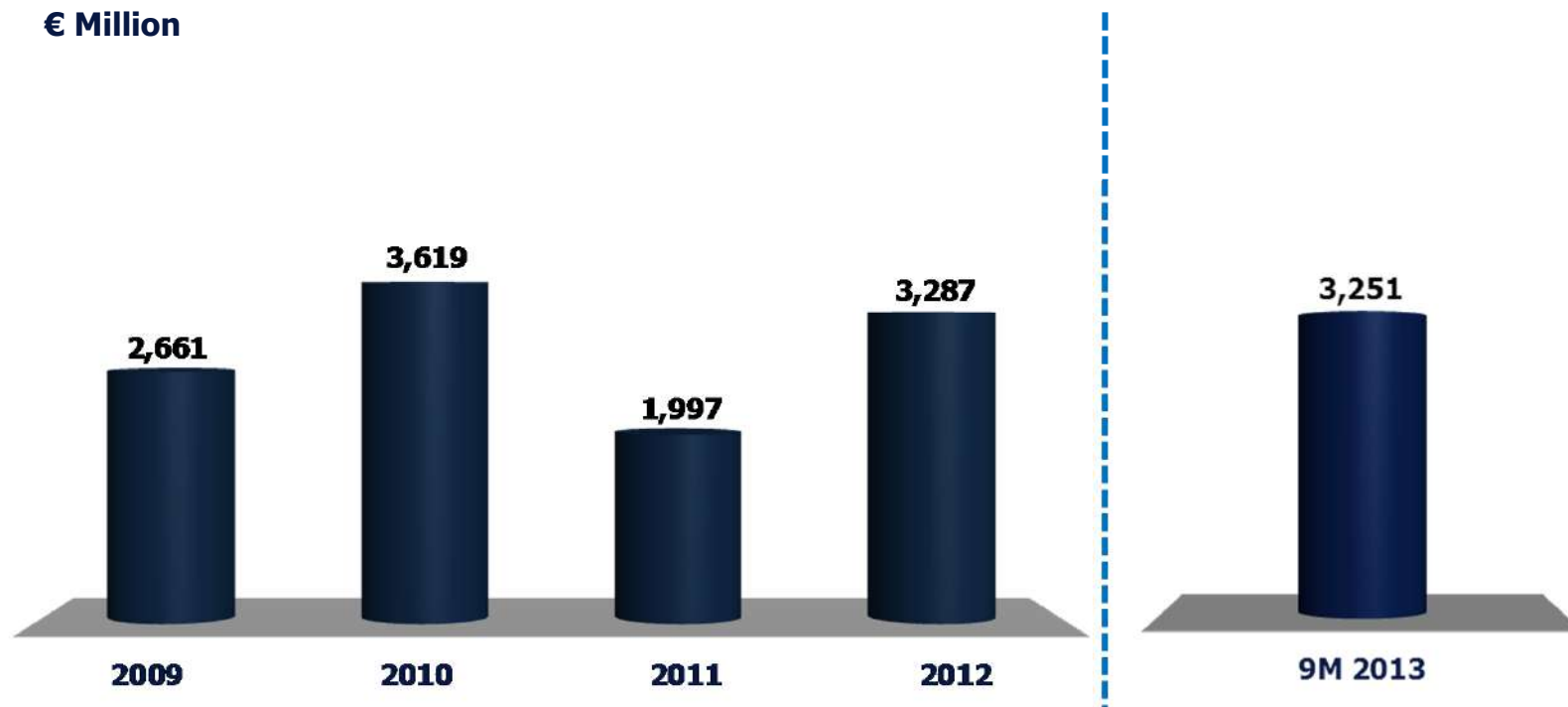
➤ **OUTLOOK**



9M 2013 AWARDS

Awards

€ Million



Touat gas field, Algeria



Highlights

- **EPC for the development of a hydrocarbons processing facilities in Adrar city, in South West Algeria.**
- **Projects includes: 25 wells and the associated gas gathering systems and condensate processing units, compressors, Hg, H₂S and CO₂ removal units, as well as dehydration units, residual waters treatment unit and all auxiliary systems.**
- **Contracts value: USD 1,000 million.**
- **Groupement Touat Gaz is a partnership of the Algerian government-owned company Sonatrach and the French company GDF SUEZ.**

Bolivian refining units



Highlights



- **Two different FEED + EPC for the Guillermo Elder Bell (Santa Cruz) and Cochabamba refineries for YPFB Refinación S.A. in Bolivia.**
- **Projects includes: new isomerization, reforming catalytic and hydrotreatment units.**
- **Contracts value: USD 200 million.**
- **YPFB Refinación S.A. is a state owned Bolivian company belonging to YPFB Group which operates and manages the former largest refineries in the country.**

RECENT AWARDS

Nizhny Novgorod, Russia



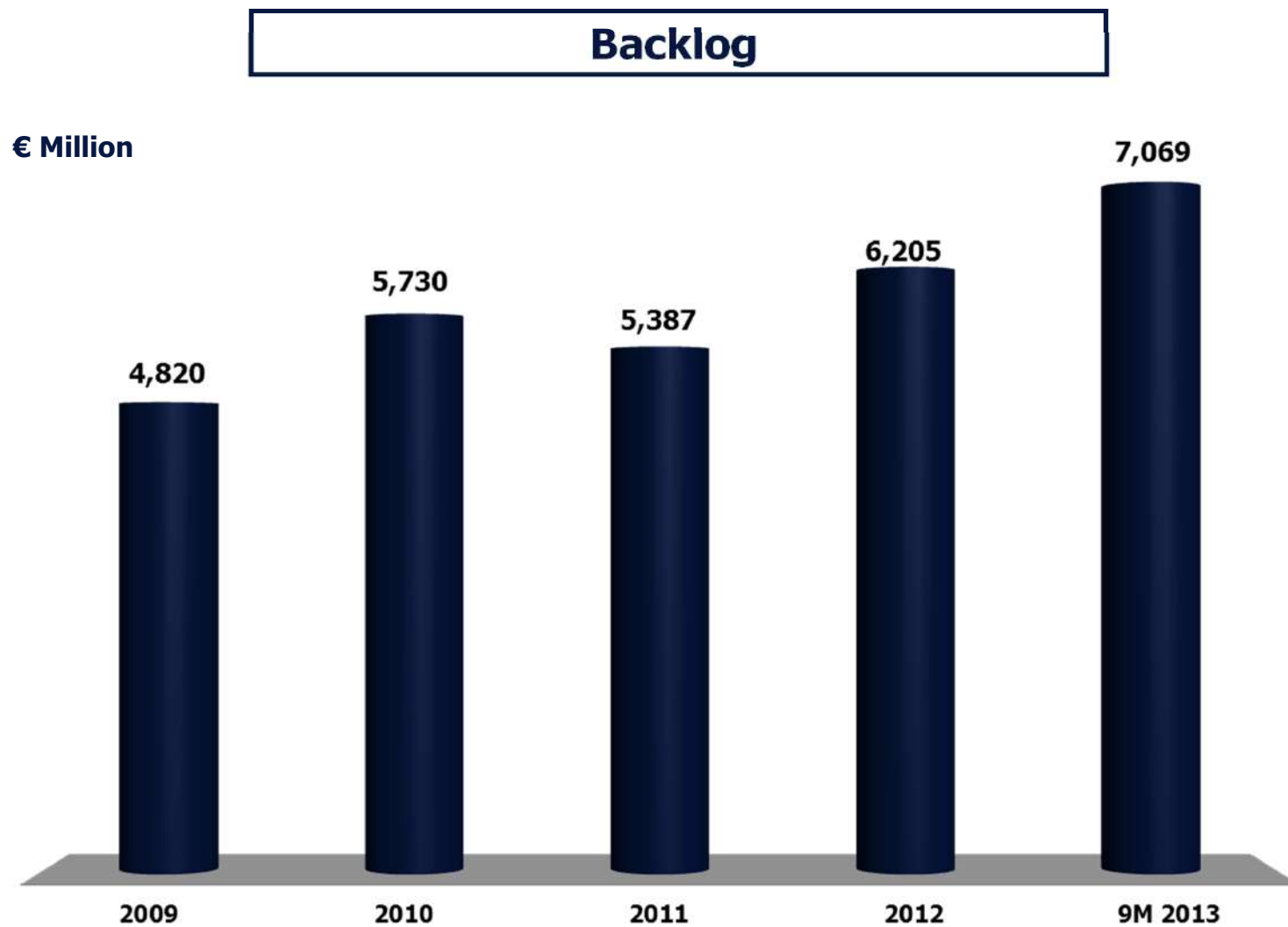
Highlights



- **FEED contract for a heavy oil residue hydrocracking facility in Nizhny Novgorod, Russia.**
- **Project includes the following units: residue hydrocracking, diesel hydrotreating, naphta hydrotreating, hydrogen production, sulphur recovery, amine regeneration, sour water stripper, as well as the offsites and utilities.**
- **Nizhny Novgorod refinery processing capacity: 340,000 bpd (17 million t/y).**
- **Lukoil is one of the ten largest oil companies in the world.**



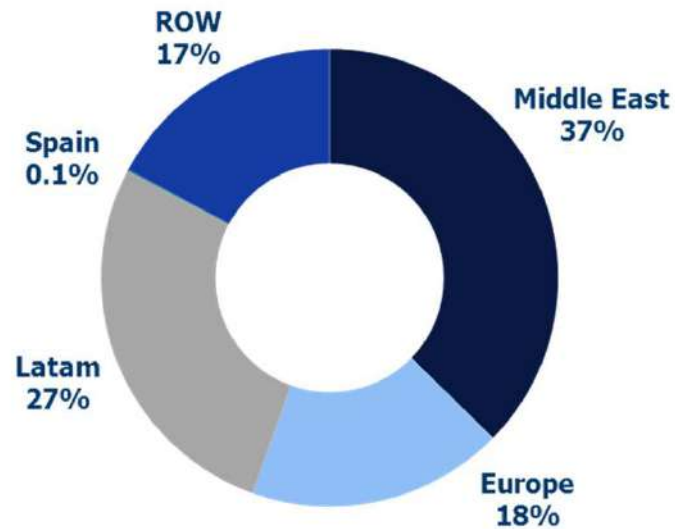
9M 2013 BACKLOG: NEW RECORD



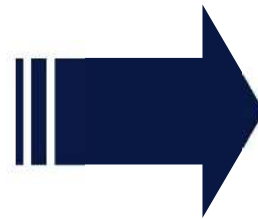


BACKLOG GEOGRAPHICAL SPLIT

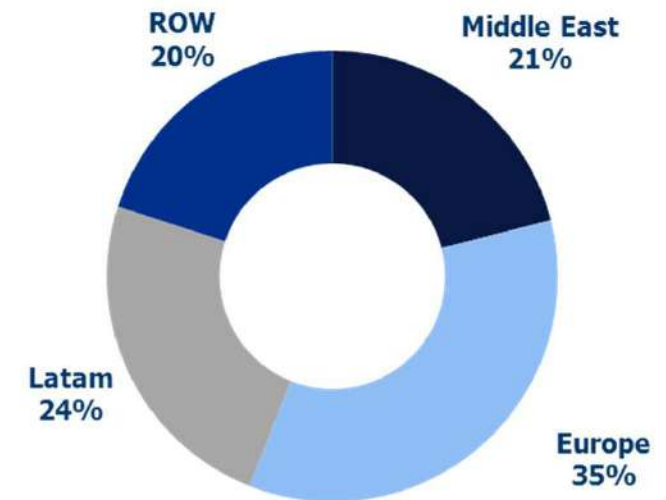
2012



€ 6,205 M



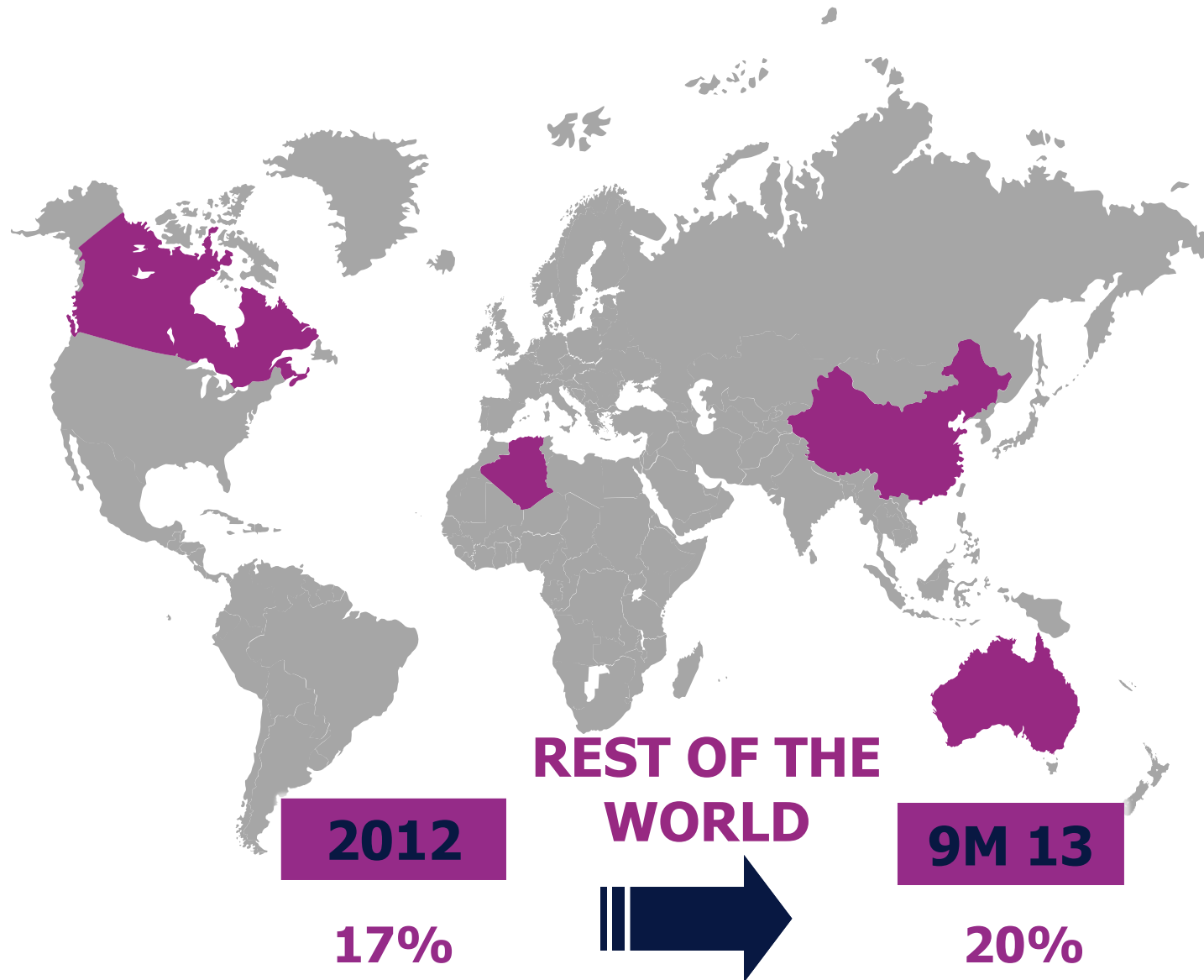
9M 2013



€ 7,069 M

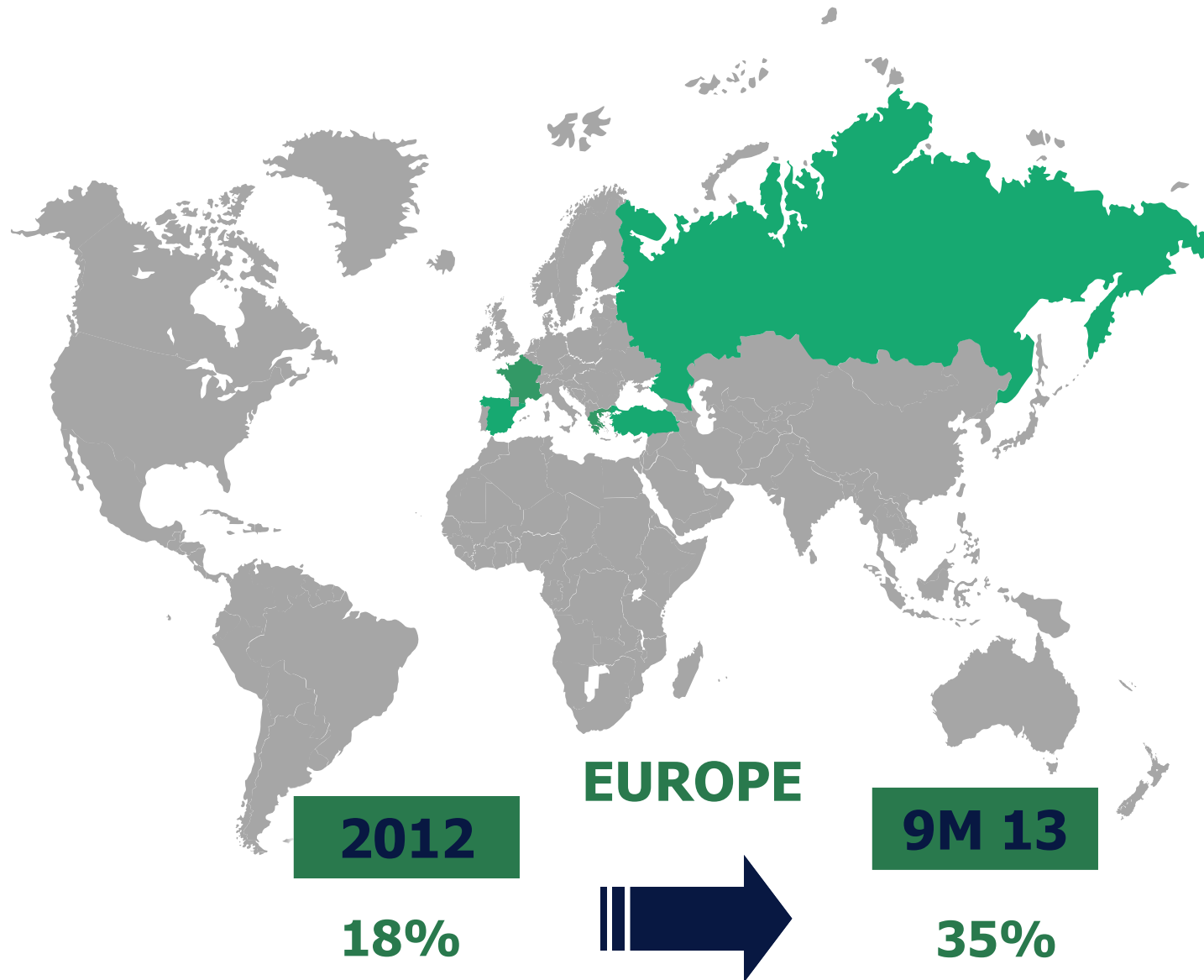


BACKLOG GEOGRAPHICAL EXPANSION



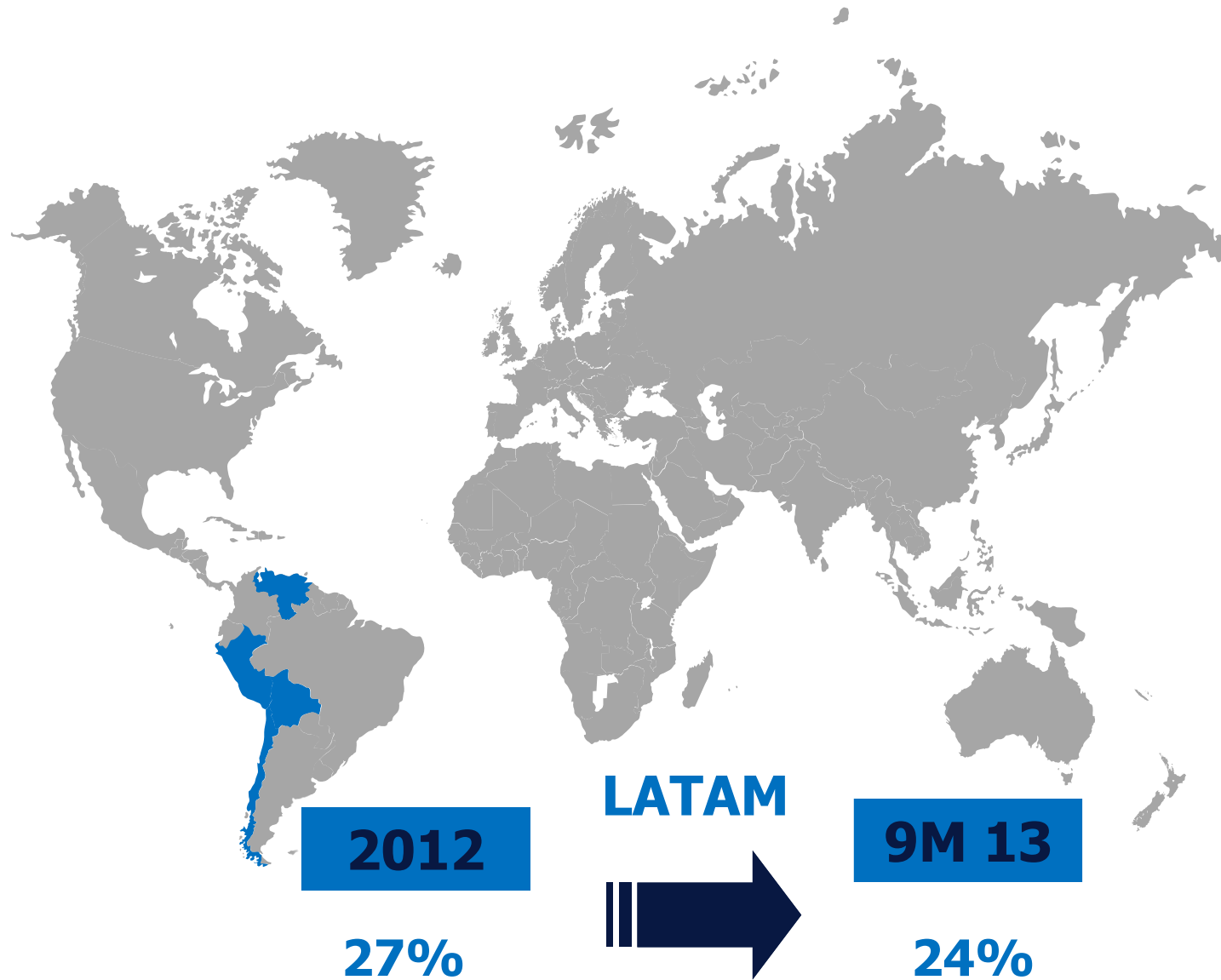


BACKLOG GEOGRAPHICAL EXPANSION



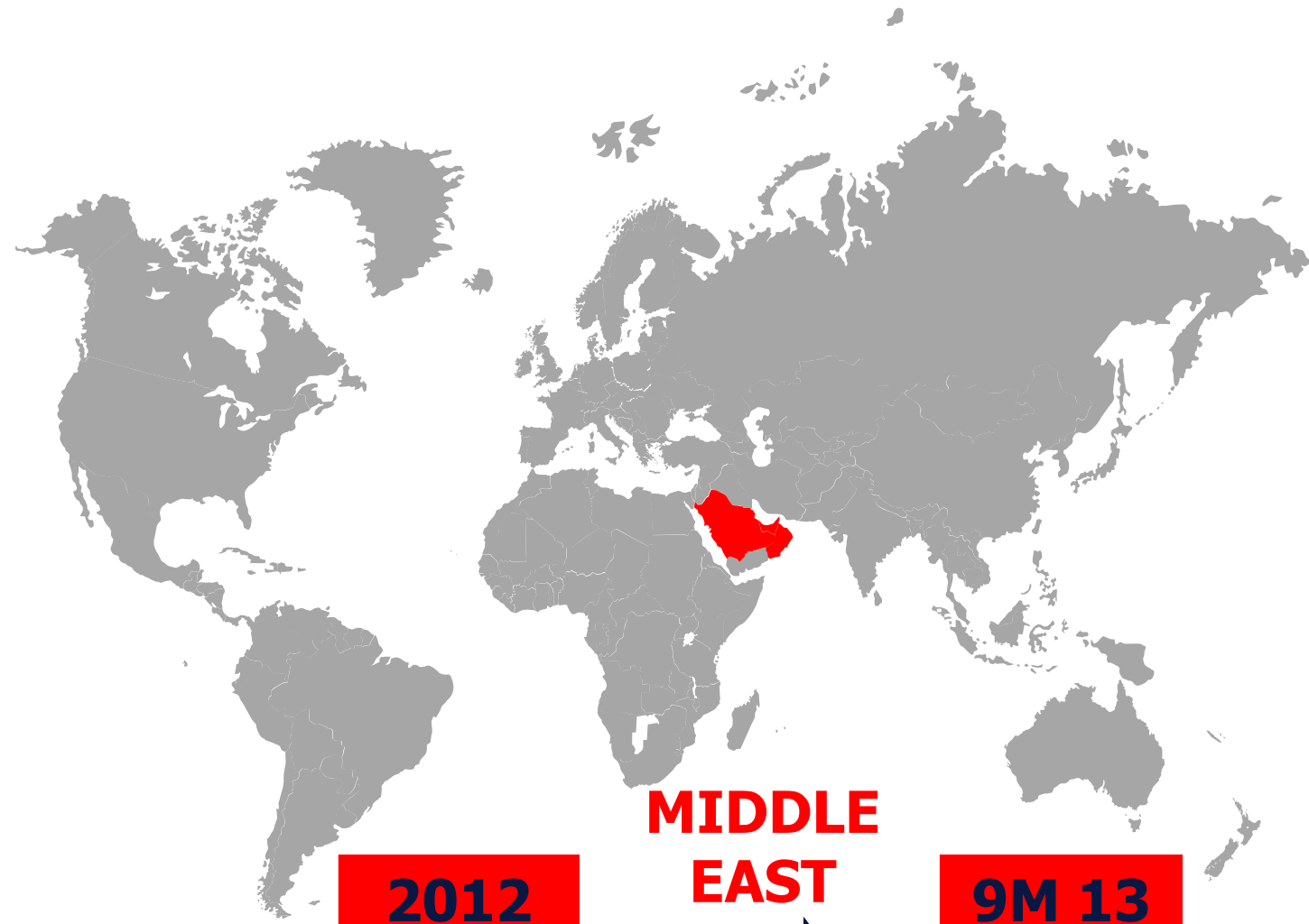


BACKLOG GEOGRAPHICAL EXPANSION





BACKLOG GEOGRAPHICAL EXPANSION



2012

37%

**MIDDLE
EAST**



9M 13

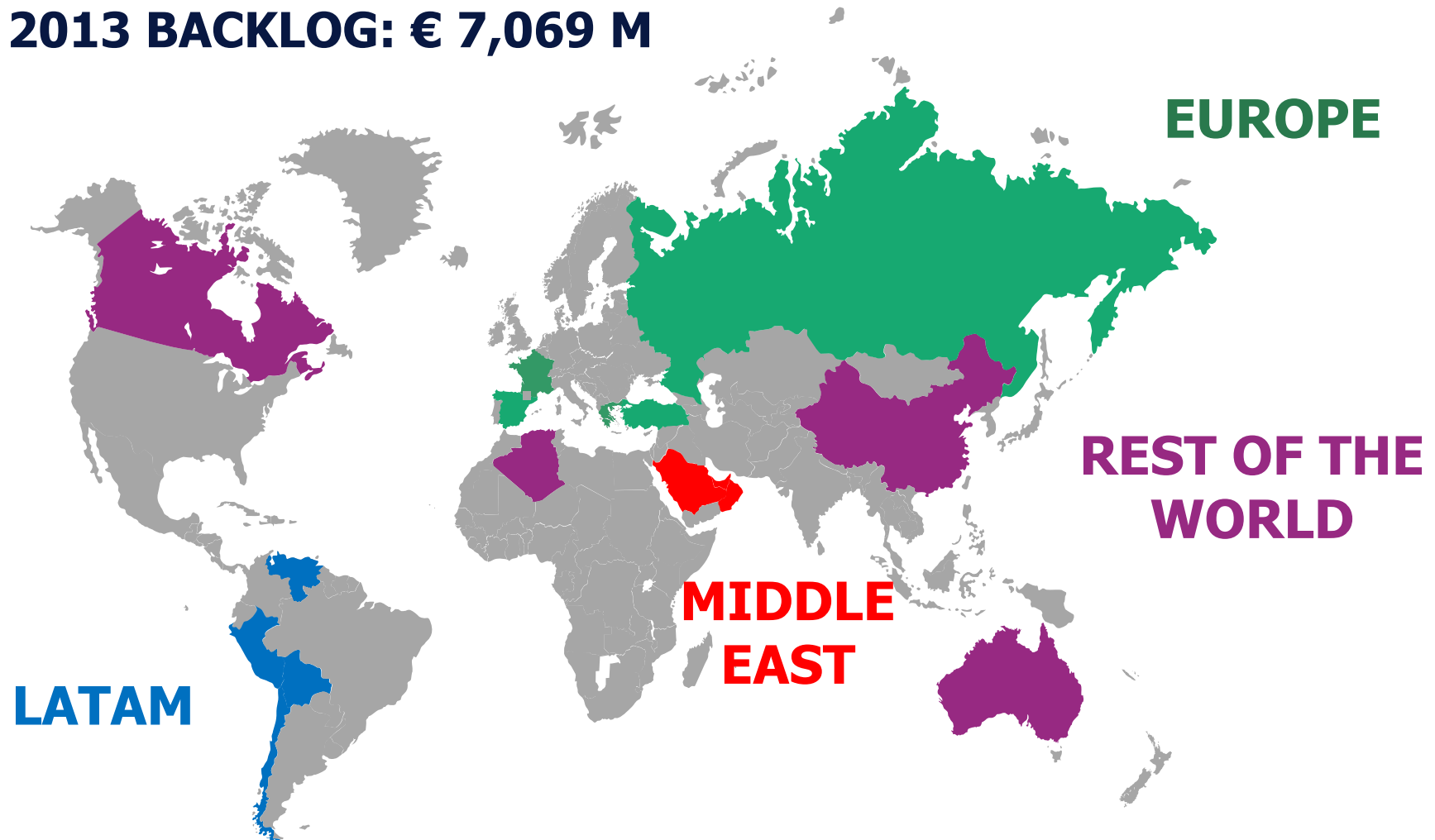
21%



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BACKLOG GEOGRAPHICAL EXPANSION

9M 2013 BACKLOG: € 7,069 M





➤ **BACKLOG & EXECUTION**

➤ **9M 2013 FINANCIAL RESULTS**

➤ **OUTLOOK**

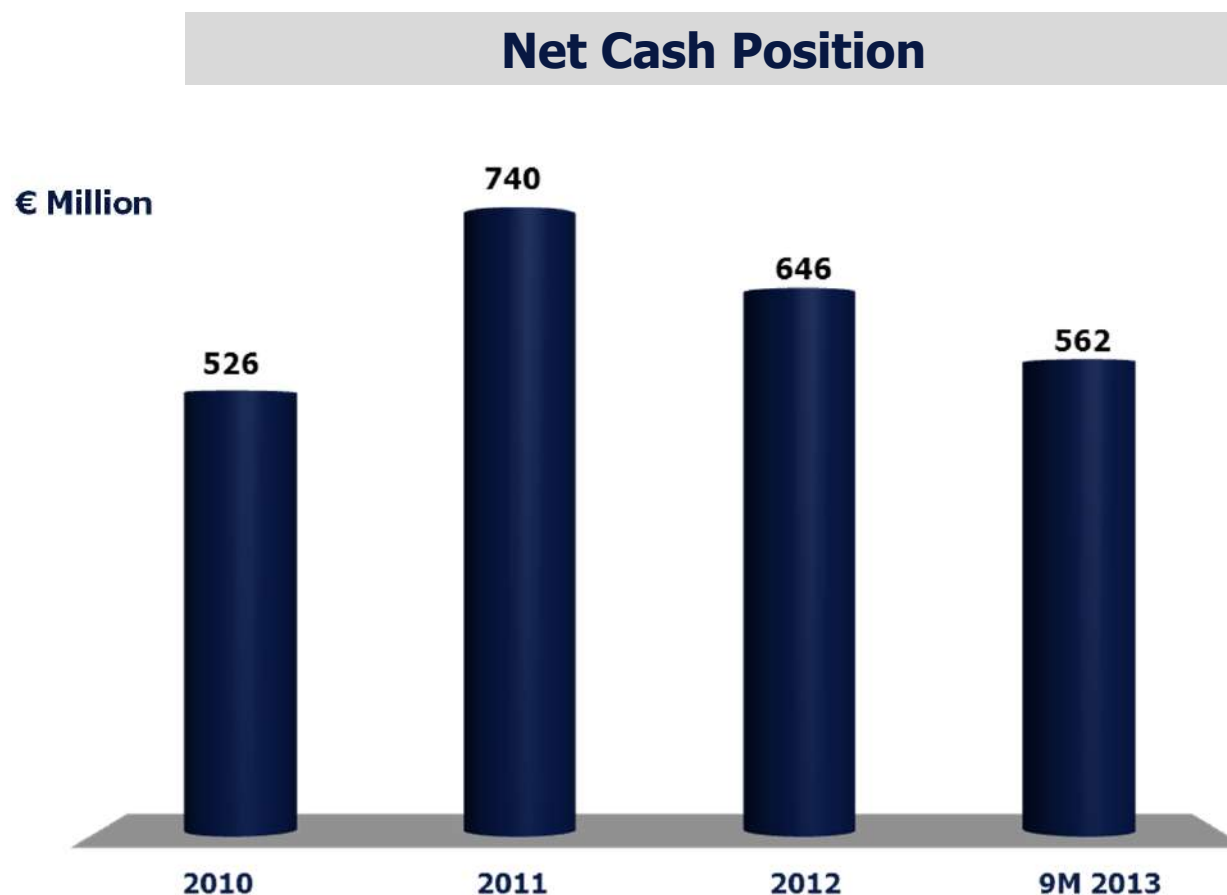
FINANCIAL RESULTS

Profit and Loss Account

	9M 13	9M 12	Var.	2012
€ Million				
Revenues	2,105.2	1,945.1	8.2%	2,652.4
EBITDA	117.3	116.4	0.8%	157.0
EBIT	110.2	110.0	0.2%	148.7
<i>Margin</i>	5.2%	5.7%		5.6%
Net Financial Results	6.4	6.6		8.3
Profit Before Taxes	117.3	116.5	0.6%	157.8
Taxes	-15.7	-15.2		-21.5
Net Income	101.6	101.3	0.3%	136.3

NET CASH POSITION AND DIVIDENDS

- **9M 2013 Net cash position: € 562 million**
- **2012 Dividends: € 1.40 per share (€ 75 million)**





➤ **BACKLOG & EXECUTION**

➤ **9M 2013 FINANCIAL RESULTS**

➤ **OUTLOOK**



OUTLOOK

- **In 2013, we will continue with our expansion and diversification strategy:**
 - **Geographies**
 - **Traditional markets (South America, Europe, Middle East) and new markets (Canada, Russia, Australia)**
 - **Right client balance NOC/IOC**
 - **New clients: Exxon, Dow Chemicals, Lukoil, Canadian Natural Resources, Yara, Orica...**

- **Strong visibility:**
 - **Record backlog**
 - **Strong sales**
 - **Diversified business**
 - **High-Quality Execution**
 - **Margin sustainability**

Disclaimer



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