



**TECNICAS REUNIDAS**

**Juan Lladó**  
**CEO**

**First quarter 2007**  
**Results Presentation**

*10<sup>th</sup> of May 2007*

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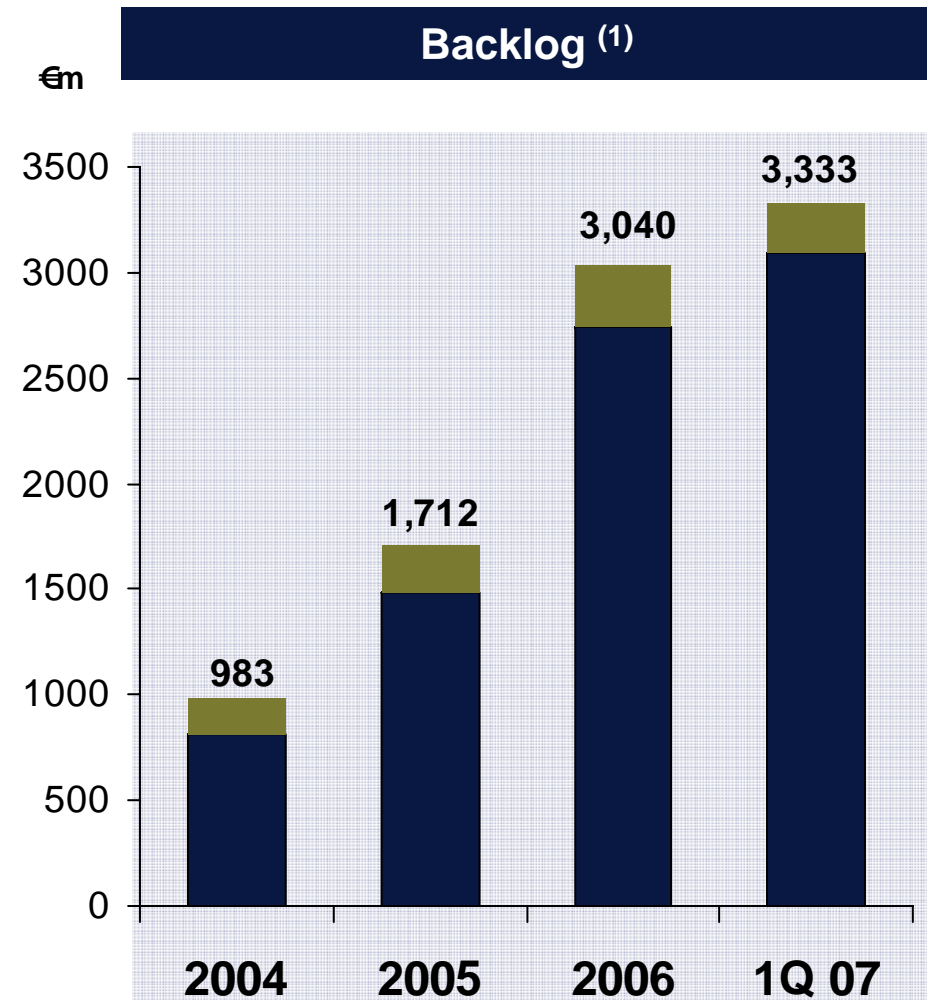
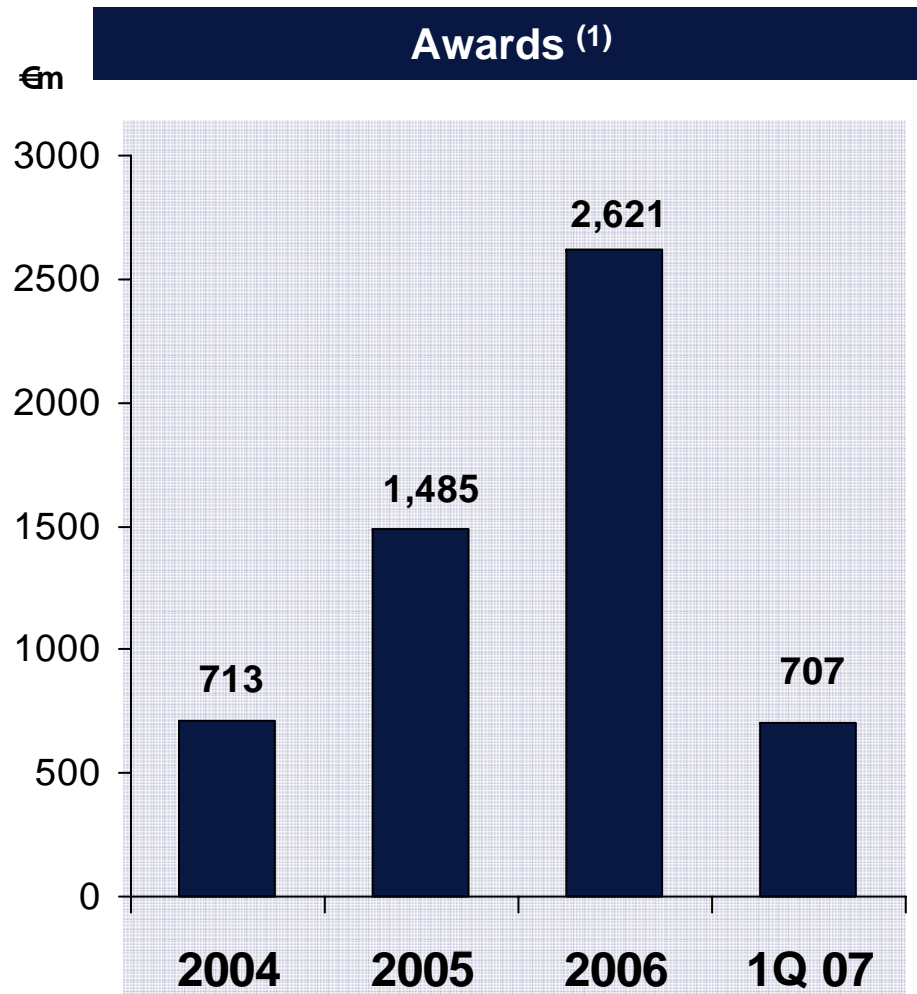
➤ **BUSINESS HIGHLIGHTS**

- **DELIVERY**
- **CUSTOMERS**
- **HUMAN RESOURCES**
- **MARGINS**

➤ **1Q 2007 FINANCIAL RESULTS**

# DELIVERY: Execution of Current Backlog

New record figure for Backlog



(1) Does not include data from Infrastructure & Industries business

■ Oil and gas ■ Power

# DELIVERY: 1Q 2007 Backlog

	Name	Location	Client	Contracted End Date
<b>Refining &amp; Petrochemicals</b>	Rabigh	Saudi Arabia	Saudi Aramco	2008
	Hydrocraker Huelva	Spain	CEPSA	2009
	Coker	Chile	ENAP	2008
	Nitric Acid Plant	Chile	ENAEX	2008
	HDS – Bio Bio	Chile	ENAP	2008
	Refining Units	Mexico	PEMEX	2008
	Dung Quat	Vietnam	Petrovietnam	2009
	Kirikkale	Turkey	Tüpras	2007
	Polymer Plant	Spain	General Electric	2007
	Refining Units	Chile	ENAP	2009
	Hydrocraker Cartagena*	Spain	REPSOL	2009
	Phenol – Kayan*	Saudi Arabia	SABIC	2009
<b>Upstream &amp; Gas</b>	GC-28	Kuwait	KOC	2007
	Telemetry	Kuwait	KOC	2007
	Hawiyah	Saudi Arabia	Saudi Aramco	2008
	Ju'aymah	Saudi Arabia	Saudi Aramco	2008
	TFT	Algeria	Total/Repsol/Sonatrach	2008
	RKF	Algeria	Cepsa/Sonatrach	2008

**Backlog Size  
31 March 2007**

**€3,089M**

\* Projects on an “open book” basis



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## DELIVERY: 1Q 2007 Backlog

Backlog Size  
31 March 2007

	Name	Location	Client	Contracted End Date
Power	Plana del Vent	Spain	Gas Natural	2007
	As Pontes	Spain	Endesa	2008
	Barranco de Tirajana	Spain	Endesa	2007
	Ocaña / Cuenca	Spain	-	2007
	Escatrón I & II	Spain	Global 3	2008
	Saih Rawl (Power)	Oman	PDO	2009

€244 M

Total Backlog  
€3,333 M



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# CUSTOMERS: Strategy

Main awards since IPO

Gaining new customers

Large complex projects



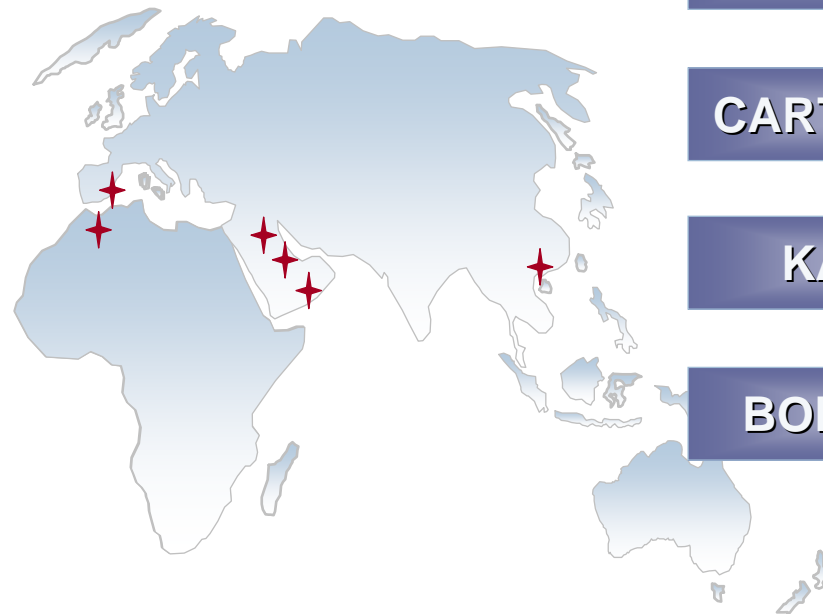
PDO



ادنوك  
ADNOC



中国石油  
PetroChina



SAIH RAWL

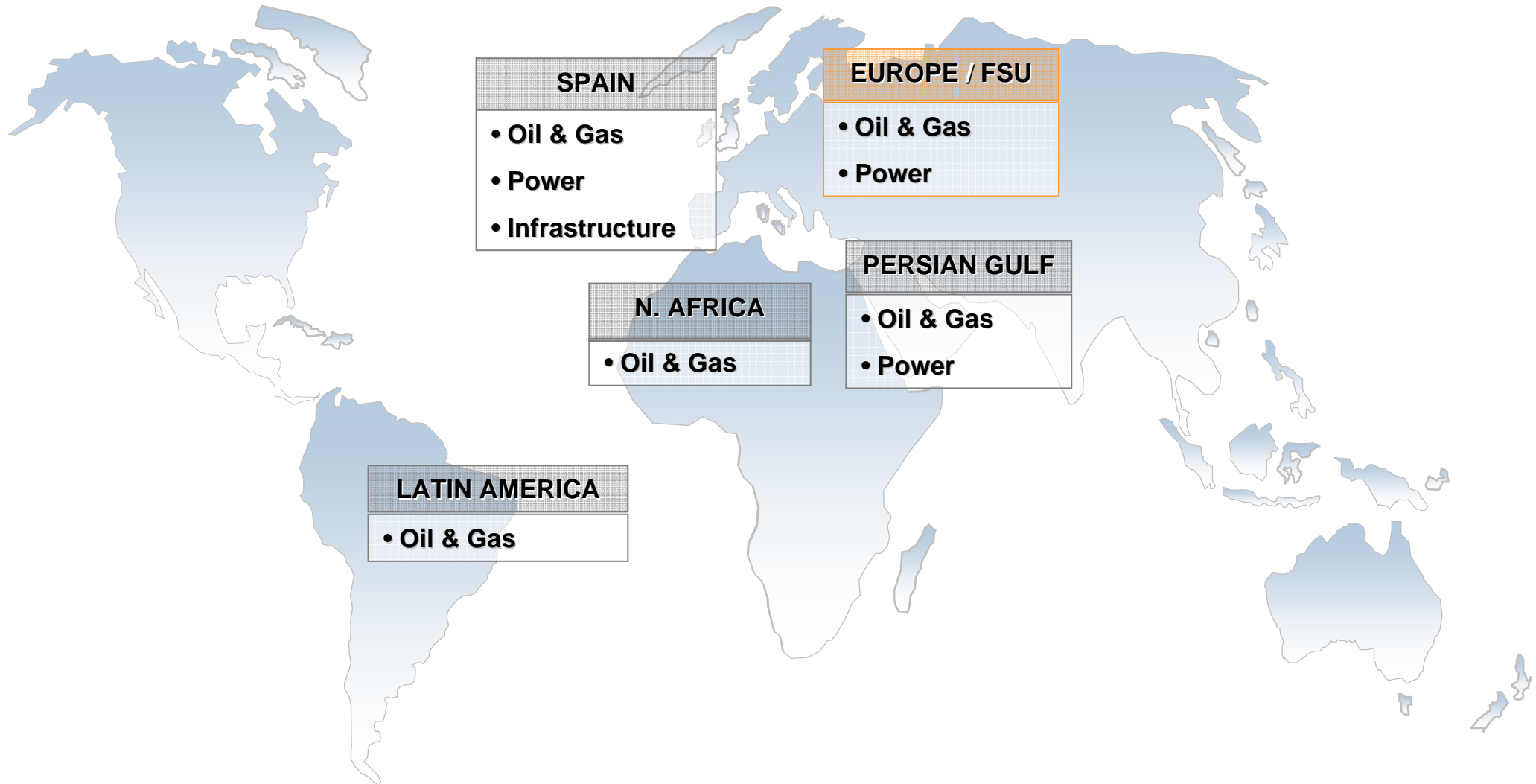
CARTAGENA

KAYAN

BOROUGE



# CUSTOMERS: Strategy





## CUSTOMERS: Main 2Q awards Oil & Gas

### *Borouge utilities, offsites and external interconnecting project*



SHAPING the FUTURE with PLASTICS

#### Highlights

- Project: expansion of the production facilities in Ruwais, Abu Dhabi, UAE.
- Expansion will triple Borouge's annual production to two million tonnes of polyolefin's
- TR contract, with an estimated conversion value of US\$ 1.2 billion, awarded on a convertible lump sum basis.
- Includes the supply of utilities to all the associated packages for the Borouge 2 project.
- Close to 1.500.000 of Engineering and construction supervision men hours.

#### Key Dates

- OBE start date: 16-April -2007
- Estimated EPC start date: 16-April-2008
- Provisional acceptance: February 2010

#### Expansion main units description

- 2.000 kt/y ethylene unit
- 540 kt/y polyethylene plant
- 2x400 kt/y polypropylene plants
- 752 kt/y olefins conversion unit

***Borouge utilities, offsites and external interconnecting project***



**The client**

**Borouge: JV between ADNOC and Borealis (60%-40%)**

- **Borealis:**
  - 65% Abu Dhabi Investment Authority (IPIC) and 35% OMV, the Austrian oil and gas group
  - One of the European leaders in the production of polyolefins and ranks 7th in the world.
- **Abu Dhabi National Oil Company, ADNOC, established in 1971, is one of the world leading oil companies, producing over 2,5 million barrels a day.**

## *FEED for the Guanxi refinery for Petrochina*

### Highlights

- FEED for the Hydrocracking (2,2 Mt/a) and the Continuous Catalytic Regeneration, CCR, at the new 200.000 bpd refinery in Qinzhou, Guanxi province.



- PetroChina Company Limited is the most profitable company in Asia with a market cap. above \$ 200 billion
- Largest producer of oil and gas in China (oil production of 2,2 Mbdpd).

## CUSTOMERS : Main 2Q awards Infrastructures

### *Project for the Harbour of Vigo*

#### Highlights

- TR in consortium with Jean Nouvel and XMD Arquitectura e Cidade
- TR Scope: Engineering and construction management
- Execution period: 38 months





# HUMAN RESOURCES

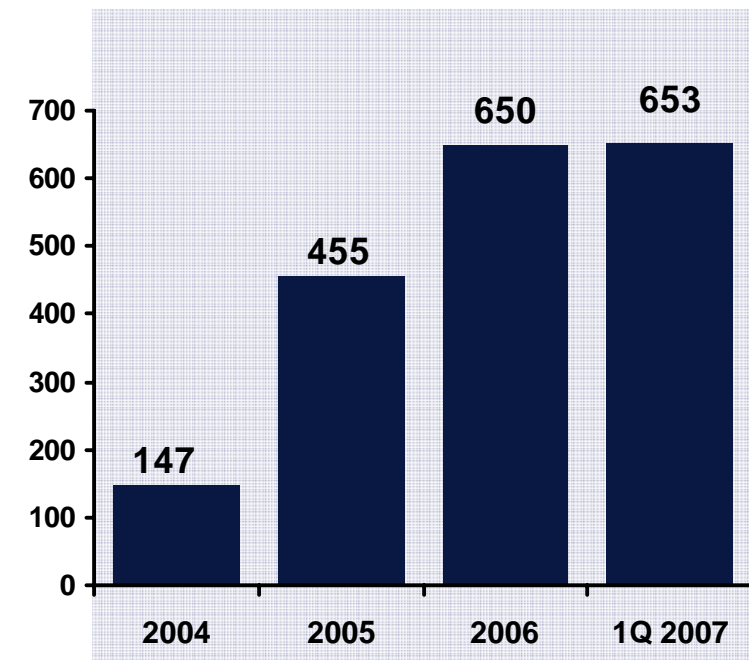
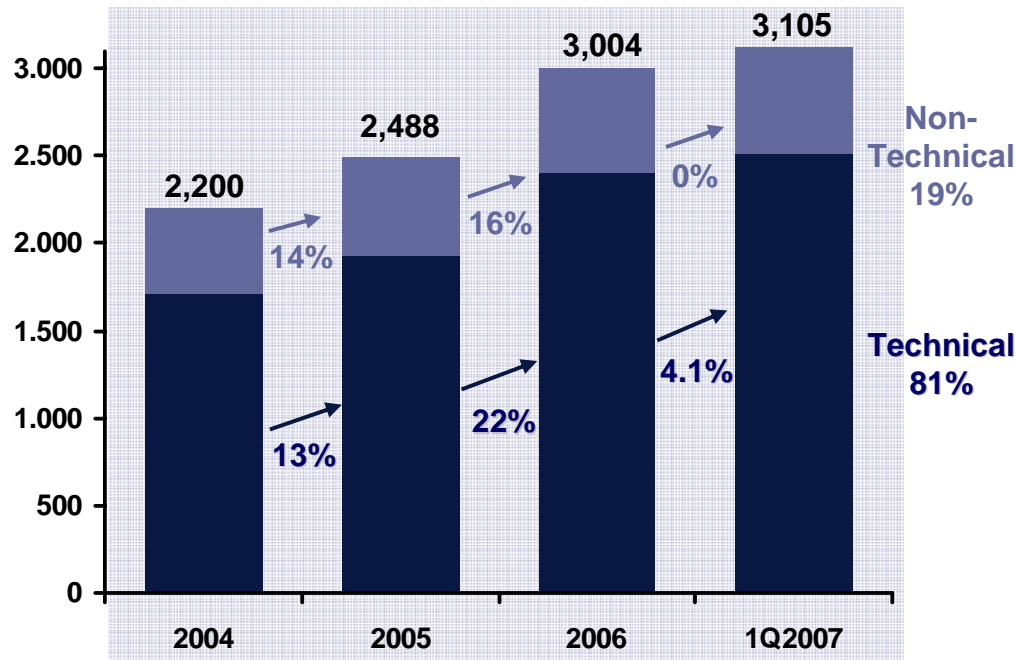
## 1 Headquarters and Central Production Center

## 2 Satellite Engineering Centers

Employees

Weight

Employees



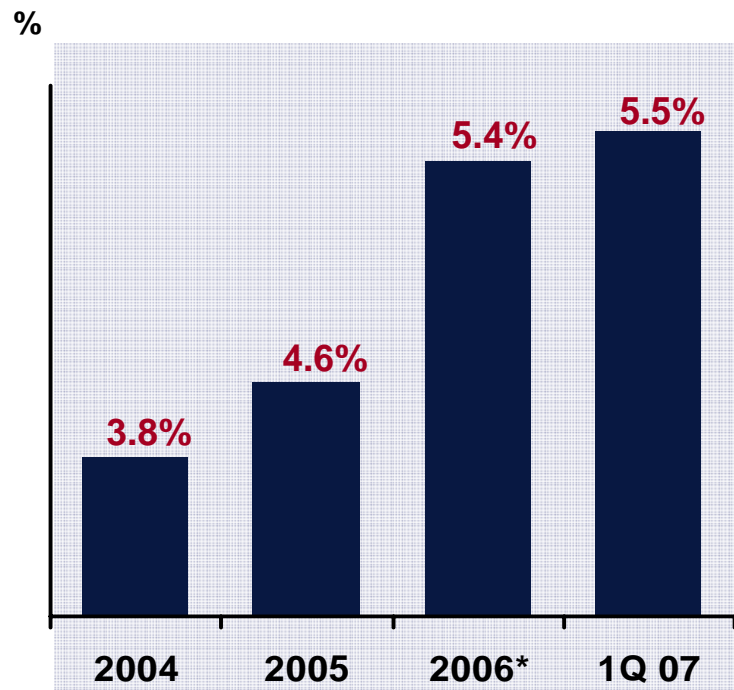
■ Technical ■ Non-technical

## 3 Diversified and Dedicated Subcontractors

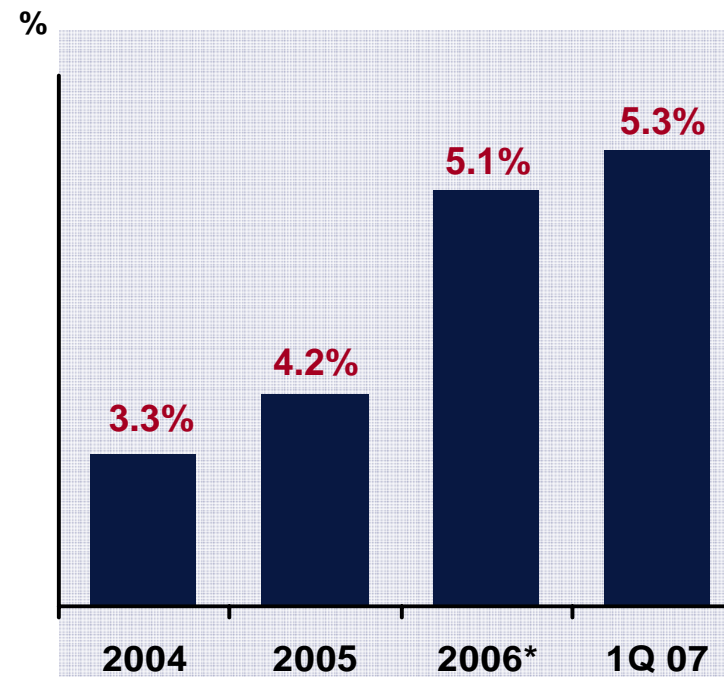


## MARGINS: Enhancement and Protection

### EBITDA MARGIN



### EBIT MARGIN

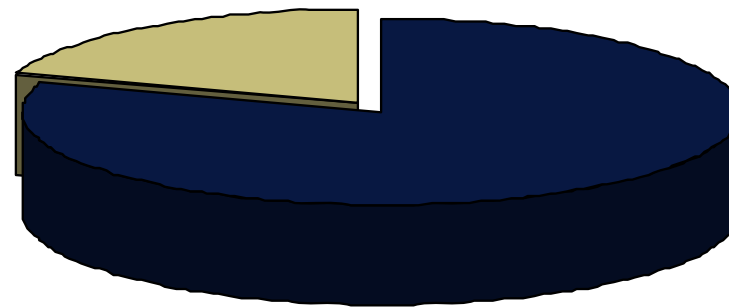


\*Adjusted figures

## MARGINS: “FRESH” BACKLOG

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### 1Q 2007 Backlog + Borouge\*



■ AWARDED 06/07 ■ REST

- **Approx. 80 % of backlog awarded in 2006/07**
- **Approx. 70 % awarded in OBE basis**

\* Borouge Project awarded in April 2007



## ➤ BUSINESS HIGHLIGHTS

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- MARGINS

## ➤ 1Q 2007 FINANCIAL RESULTS

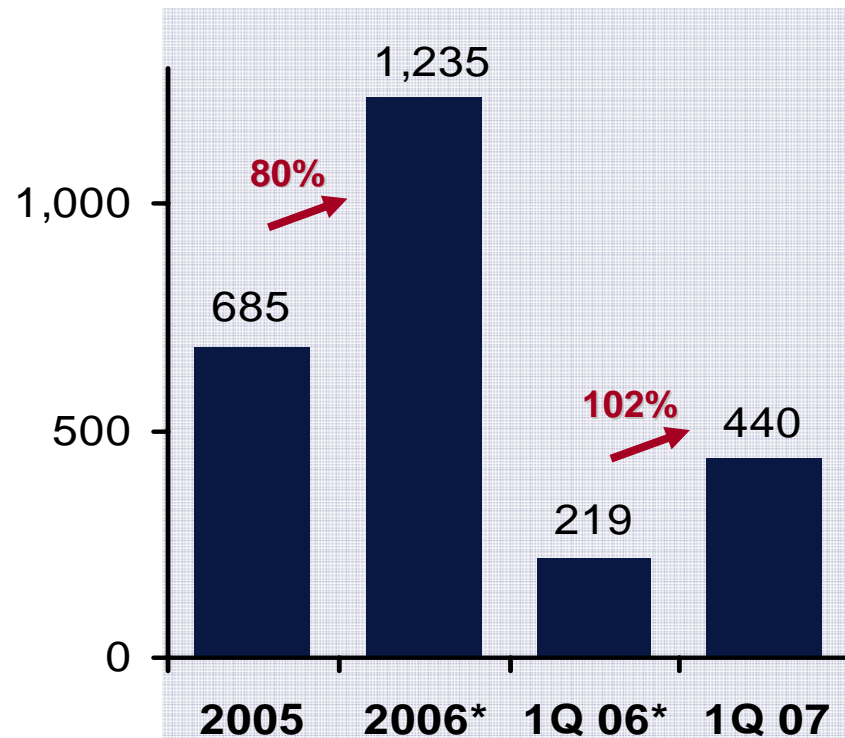




# SALES and EBITDA GROWTH

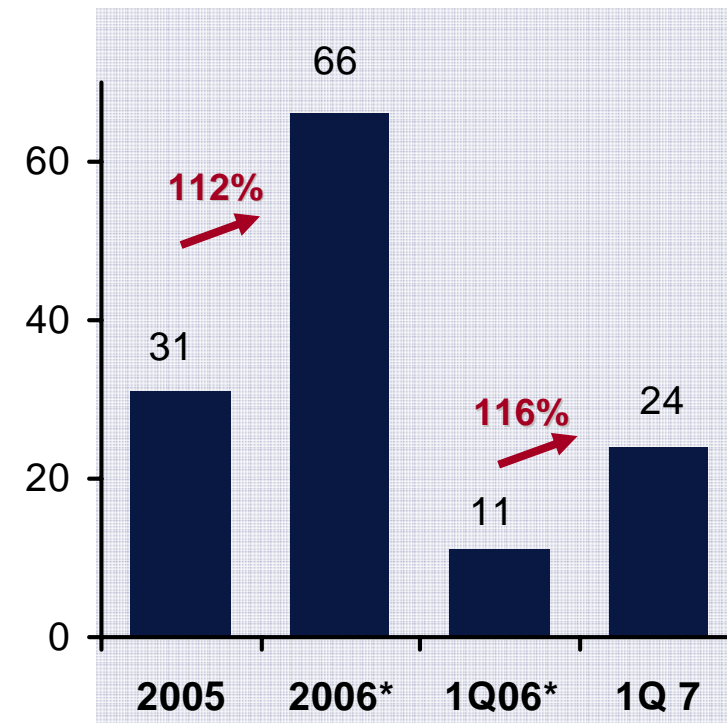
## SALES

€m



## EBITDA

€m



\*Adjusted figures

# FINANCIAL RESULTS

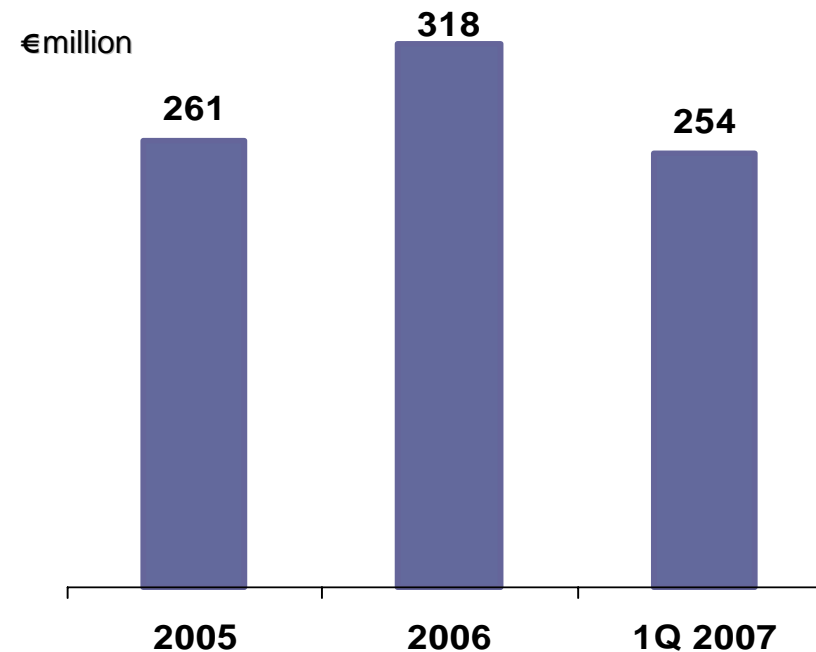
## *Profit and Loss Account*



€million	1Q 07	1Q 06*	Var.	2006*
Revenues	440.5	219.2	101%	1,234.5
EBITDA	24.3	11.1	118%	66.6
<i>Margin</i>	5.5%	5.1%		5.4%
EBIT	23.2	10.4	122%	62.7
<i>Margin</i>	5.3%	4.8%		5.1%
Net Financial Results	2.0	3.6		5.2
Profit before Taxes	25.2	14.1	79%	68.4
Taxes	-1.3	-0.3		-2.9
Net Income	23.9	13.8	74%	65.4

\* Adjusted figures (sale of real state asset and IPO costs)

## NET CASH POSITION



- **1Q 2007 decrease due to:**
  - **Interim dividend outflow (€16,8 million)**
  - **Payments to critical suppliers to ensure deadlines and cost savings**

- **2006 payout of €0.64 per share: €35.8 million**
  - Interim dividend: €0.3 per share paid in January (€16.8 million)
  - Complementary dividend proposal: €0.34 per share to be paid in July (€19.0 million)



**40- 50% payout dividend policy**



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