



**TECNICAS REUNIDAS**

**FIRST QUARTER RESULTS**  
**January - March 2008**  
(Unaudited figures)

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## 1. HIGHLIGHTS

<b>HIGHLIGHTS</b> <i>January - March</i>	<b>1Q 08</b> €million	<b>1Q 07</b> €million	<b>Var.</b> %	<b>Year 2007</b> €million
<b>Backlog</b>	<b>4,646</b>	<b>3,333</b>	<b>39%</b>	<b>4,713</b>
<b>Net Revenues</b>	<b>580</b>	<b>440</b>	<b>32%</b>	<b>2,005</b>
<b>EBITDA</b>	<b>34</b>	<b>24</b>	<b>39%</b>	<b>113</b>
<i>Margin</i>	<b>5.8%</b>	<b>5.5%</b>		<b>5.7%</b>
<b>EBIT</b>	<b>33</b>	<b>23</b>	<b>41%</b>	<b>108</b>
<i>Margin</i>	<b>5.6%</b>	<b>5.3%</b>		<b>5.4%</b>
<b>Net Profit</b>	<b>32</b>	<b>24</b>	<b>35%</b>	<b>108</b>
<b>Net cash position</b>	<b>466</b>	<b>254</b>	<b>83%</b>	<b>422</b>

- In the first quarter of 2008, Net Profit climbed to €32 million with an increase of 35%, compared to the first quarter of 2007.
- Backlog increased to € 4,646 million, with a growth of 39% compared to first quarter 2007. The most relevant changes in the first quarter of the year were the conversion of the Cartagena Project for Repsol in Spain (including the award of two hydrogen units) and the Elefsina Refinery Upgrade Project for Hellenic Petroleum in Greece.
- Revenues grew by 32%, amounting to € 580 million, driven by growth in each of the three divisions.
- Over the period, EBITDA and EBIT grew by 39% and 41%, respectively, as a consequence of the significant increase in sales and margin expansion. EBITDA margin increased from 5.5% in first quarter 2007 to 5.8% in first quarter 2008.
- Net cash reached € 466 million at the end of March 2008, that compares to €254 million for the same date in 2007. Dividends paid in the first quarter of 2008 were €25.2 million.

## 2. BACKLOG

	Project	Country	Client	Estimated Delivery
Refining and Petrochemical	Elefsina	Greece	Hellenic Petroleum	2011
	Khabarovsk	Russia	OC Alliance	2011
	Sines*	Portugal	Galp	2011
	Hydrocracker Complex -Cartagena	Spain	Repsol	2011
	Borouge Project*	United Arabs Emirates	ADNOC/ Borealis	2010
	Dung Quat	Vietnam	Petrovietnam	2009
	Phenolics Plant- Kayan*	Saudi Arabia	Sabir	2009
	Hydrocracker - Huelva	Spain	Cepsa	2008
	Rabigh	Saudi Arabia	Saudi Aramco	2008
	Nitric Acid Plant	Chile	Enaex	2008
	Refining Units	Mexico	Pemex	2008
	Kirikkale	Turkey	Tüpras	2008
	Polymer Plant	Spain	Sabir	2008
Upstream & Gas	Mejillones	Chile	Codelco/Suez	2009
	Medgaz	Algeria	Medgaz	2009
	Saih Rawl (compression plant)	Oman	PDO	2009
	Hawiyah	Saudi Arabia	Saudi Aramco	2008
	Ju'aymah	Saudi Arabia	Saudi Aramco	2008
	TFT	Algeria	Total/Repsol/Sonatrach	2008
	RKF	Algeria	Cepsa/Sonatrach	2008
	Telemetry	Kuwait	KOC	2008
	GC-28	Kuwait	KOC	2008
Power	Extremadura	Spain	Green Fuel	2010
	Montoir de Bretagne	France	Gaz de France	2010
	Granadilla II	Spain	Endesa	2010
	Puerto de Barcelona	Spain	Gas Natural	2010
	San Adrian de Besos	Spain	Endesa	2010
	Saih Rawl (power plant)	Oman	PDO	2009
	Escatron II	Spain	Global 3	2009
	Barranco de Tirajana III	Spain	Endesa	2009

\* Project in execution on an open book basis

### **Backlog as of March, 31<sup>st</sup>**

At the end of March 2008, the backlog of the company amounted to € 4,646 million, of which 89% corresponded to the oil and gas division and 11% to the power division. Infrastructure and industries contracts are not included in the backlog calculation. From March 2007, backlog grew by 39%.

The most relevant contract changes in the backlog during the first quarter were the conversion of the Cartagena project for Repsol YPF in Spain and the Elefsina refinery upgrade project for Hellenic Petroleum (HELPE) in Greece.

- The Cartagena refining project for Repsol, originally awarded to TR on OBE basis in October 2006, was converted into Lump Sum Turnkey (LSTK) in January 2008. The total contract amount for TR is above € 1,000 million.  
The final contract includes the award of two new hydrogen units not included in the initial scope of the contract.

The expansion of the Cartagena refinery will be the largest industrial investment in Spain to date. The scope of the TR contract includes a 5,500 kt/year distillation unit, a 2,500 kt/year hydrocracker and four 3,000 kt/year hydro-desulphurisation units and two new hydrogen units of 90 kt/year and 50 kt/year. The refinery expansion is scheduled to start operations in 2011.

- Recently, TR announced the start of the FEED verification, to be followed by engineering work, for the Elefsina Refinery Upgrade Project for Hellenic Petroleum (HELPE). Total investment will exceed one billion Euros, the largest investment ever made by HELPE in Greece.

The Elefsina refinery will maintain its existing distillation capacity of 100,000 bpd. The purpose of the upgrade is to maximise diesel production, eliminate fuel oil production and fully meet or surpass all environmental regulations. The project includes: a hydrocracker unit (40,000 bpd), a flexicoker unit (20,000 bpd), a vacuum distillation unit (45,000 bpd) and a hydrogen unit (120,000 m<sup>3</sup>/h).

The flexicoker unit, licensed by Exxon Mobil, has been selected by HELPE to improve the refinery's local environmental performance by utilizing the produced clean gas emitting lower NO<sub>x</sub>, SO<sub>2</sub> and particulates. It will be the sixth unit of its kind in the world, and the second built in Europe. Thus, TR will become the second company in the world to design this kind of advanced unit of high technological efficiency.

At the end of March 2008, the backlog includes three projects signed on an open book basis that are expected to convert to lump sum contracts in the future: the Kayan project in Saudi Arabia, the Borouge project in Abu Dhabi and the Sines project in Portugal. The company initial estimate of the aggregate value of these three projects is € 2,008 million.

### 3. CONSOLIDATED INCOME STATEMENT

CONSOLIDATED INCOME STATEMENT January - March	1Q 08 €million	1Q 07 €million	Var. %	Year 2007 €million
<b>Net Revenues</b>	<b>580.0</b>	<b>440.5</b>	<b>31.7%</b>	<b>2,005.2</b>
Other Revenues	0.0	0.1		2.3
<b>Total Income</b>	<b>580.0</b>	<b>440.5</b>	<b>31.7%</b>	<b>2,007.5</b>
Raw materials and consumables	-445.4	-318.1	<b>40.0%</b>	-1,379.8
Personnel Costs	-64.5	-48.9	<b>31.9%</b>	-214.0
Other operating costs	-36.4	-49.3	<b>-26.1%</b>	-300.4
<b>EBITDA</b>	<b>33.8</b>	<b>24.3</b>	<b>39.4%</b>	<b>113.3</b>
Amortisation	-1.3	-1.1		-5.3
<b>EBIT</b>	<b>32.6</b>	<b>23.2</b>	<b>40.6%</b>	<b>108.0</b>
Financial Income/ expense	1.8	2.0		6.0
Share in results obtained by associates	0.0	0.0		0.6
<b>Profit before tax</b>	<b>34.3</b>	<b>25.2</b>	<b>36.4%</b>	<b>114.6</b>
Income tax	-2.1	-1.3		-6.7
<b>Net Profit</b>	<b>32.2</b>	<b>23.9</b>	<b>35.0%</b>	<b>107.9</b>

### 3.1 REVENUES

REVENUES BREAKDOWN January - March	1Q 08 €million	%	1Q 07 €million	%	Var. %
<b>Oil and gas</b>	<b>486.6</b>	<b>84%</b>	<b>357.5</b>	<b>81%</b>	<b>36.1%</b>
<b>Power</b>	<b>64.1</b>	<b>11%</b>	<b>56.4</b>	<b>13%</b>	<b>13.6%</b>
<b>Infrastructure and industries</b>	<b>29.4</b>	<b>5%</b>	<b>26.5</b>	<b>6%</b>	<b>10.9%</b>
<b>Net Revenues</b>	<b>580.0</b>	<b>100%</b>	<b>440.5</b>	<b>100%</b>	<b>31.7%</b>

Tecnicas Reunidas net revenues grew by 31.7%, reaching €580.0 million in the first quarter of 2008, with strong performance in all business units:

Oil and Gas: Revenues from January to March 2008 increased by 36.1%, compared to the same period the year before, representing 84% of total sales. The refining and petrochemical division continued to be the major contributor to absolute sales growth, although upstream and gas are growing at the same pace than the refining and petrochemical division.

- Refining and petrochemical. The major contributors to revenues in the first quarter of 2008 were: the Cartagena project for Repsol (Spain), the Borouge project for ADNOC (UAE) and the the Rabigh project for Saudi Aramco (Saudi Arabia). Also, projects in Mexico and Vietnam contributed significantly to sales.
- Upstream and natural gas. In the first quarter of 2008, growth in this division was enhanced by the Saih Rawl Project for PDO, Oman, and the Hawiyah project for Saudi Aramco. Also, the two projects in Kuwait and the Medgaz project contributed significantly to sales.

Power: Revenues from this division increased by 13.6%, from €56.4 million in the first quarter of 2007 to €64.1 million for the same period in 2008. Growth was mainly driven by the power plant of the Saih Rawl project in Oman, the new project in Barranco de Tirajana for Endesa and the Escatron II project in Spain.

**Infrastructure and industry:** Revenues in the infrastructure and industry division grew by 10.9%, reaching € 29.4 million in 1Q 2008. The major project contributing to revenues in the first quarter of 2008 was the engineering of a solar panel production plant.

### 3.2 OPERATING PROFIT

OPERATING MARGINS	1Q 08	1Q 07	Var.	Year 2007
January - March	€million	€million	%	€million
EBITDA	33.8	24.3	39.4%	113.3
Margin	5.8%	5.5%		5.7%
EBIT	32.6	23.2	40.6%	108.0
Margin	5.6%	5.3%		5.4%

EBIT BREAKDOWN	1Q 08	1Q 07	Var.	Year 2007
January - March	€million	€million	%	€million
Operating Profit from divisions	44.7	31.8	40.5%	149.8
Costs not assigned to divisions	-12.1	-8.6	40.5%	-41.8
Operating profit (EBIT)	32.6	23.2	40.6%	108.0

- EBITDA reached €33.8 million in the first quarter of 2008, up 39.4% and EBIT reached €32.6 million for the same period, with an increase of 40.6% due to the effect of fast growing sales and the improvement of project margins.
- Operating margin stood at 5.6% in 1Q 2008, from 5.3% in 2007 due to better contractual terms in the recently awarded projects.

### 3.3 NET PROFIT

Financial Income/Expense	1Q 08	1Q 07	Year 2007
January - March	€million	€million	€million
Net financial Income *	2.7	2.6	8.6
Gains/losses in transactions in foreign currency	-0.9	-0.6	-2.5
Financial Income/Expense	1.8	2.0	6.0

\* From net cash and other investments less financial expenditure

NET PROFIT	1Q 08	1Q 07	Var.	Year 2007
January - March	€million	€million	%	€million
Net Profit	32.2	23.9	35.0%	107.9
Margin	5.6%	5.4%		5.4%

- Financial results decreased from an income of € 2.0 million in the first quarter of 2007 to an income of € 1.8 million in 2008, due to a slightly higher impact of the “losses in transactions in foreign currency”.

- Tecnicas Reunidas recognised a tax expense of € 2.1 million in the first quarter of 2008; slightly higher than in 2007, due to a larger contribution of sales in Spanish operations.
- In the first quarter of 2008, net profit climbed to € 32.2 million and grew by 35.0%, compared to the same period in 2007. Net Margin improved to 5.6%, compared to 5.4% of the first quarter 2007.

#### 4. CONSOLIDATED BALANCE SHEET

CONSOLIDATED BALANCE SHEET	1Q 08 €million	1Q 07 €million	Year 2007 €million
<b>ASSETS:</b>			
<b>Non-current Assets</b>			
Tangible and intangible assets	49.1	35.9	46.2
Investment in associates	6.5	6.4	7.5
Deferred tax assets	20.1	18.2	19.6
Other non-current assets	6.7	6.3	6.7
	<b>82.4</b>	<b>66.8</b>	<b>80.0</b>
<b>Current assets</b>			
Inventories	16.1	17.2	9.0
Trade and other receivables	1,098.8	903.7	919.2
Other current assets	51.5	8.8	29.1
Cash and Financial assets	512.1	333.6	479.8
	<b>1,678.5</b>	<b>1,263.3</b>	<b>1,437.1</b>
<b>TOTAL ASSETS</b>	<b>1,760.9</b>	<b>1,330.1</b>	<b>1,517.1</b>
<b>EQUITY AND LIABILITIES:</b>			
<b>Equity</b>	<b>246.2</b>	<b>182.9</b>	<b>231.9</b>
<b>Non-current liabilities</b>	<b>22.7</b>	<b>13.0</b>	<b>23.2</b>
Financial Debt	12.6	3.3	11.9
Other non-current liabilities	10.2	9.7	11.2
<b>Long term provisions</b>	<b>17.5</b>	<b>26.7</b>	<b>25.1</b>
<b>Current liabilities</b>			
Financial Debt	33.7	76.3	46.1
Accounts payable	1,368.4	1,002.0	1,134.6
Other current liabilities	72.3	29.2	56.2
	<b>1,474.5</b>	<b>1,107.5</b>	<b>1,236.9</b>
<b>Total liabilities</b>	<b>1,514.7</b>	<b>1,147.2</b>	<b>1,285.2</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,760.9</b>	<b>1,330.1</b>	<b>1,517.1</b>

EQUITY	1Q 08 €million	1Q 07 €million	Year 2007 €million
Shareholders' funds + retained profit	267.2	190.0	232.8
Treasury stock	-22.9	0.0	0.0
Hedging reserve	20.8	6.5	19.0
Interim dividends	-25.1	-16.8	-25.2
Minority Interest	6.2	3.3	5.2
<b>EQUITY</b>	<b>246.2</b>	<b>182.9</b>	<b>231.9</b>

NET CASH POSITION	1Q 08 €million	1Q 07 €million	Year 2007 €million
Current assets less cash and financial assets	1,166.4	929.7	957.3
Current liabilities less financial debt	-1,440.8	-1,031.2	-1,190.8
<b>COMMERCIAL WORKING CAPITAL</b>	<b>-274.3</b>	<b>-101.5</b>	<b>-233.5</b>
Financial assets	16.7	22.3	17.7
Cash and cash equivalents	495.4	311.3	462.0
Financial Debt	-46.3	-79.6	-58.0
<b>NET CASH POSITION</b>	<b>465.8</b>	<b>254.0</b>	<b>421.8</b>
<b>NET CASH + COMMERCIAL WORKING CAPITAL</b>	<b>191.4</b>	<b>152.5</b>	<b>188.3</b>

- Net cash reached € 465.8 million at the end of March 2008, representing an increase of €211.8 million compared to the level of March 2007.
- In January 2008, the company paid out a 2007 interim dividend of €0.45 per share. In March, the Board of Directors decided to propose to the Shareholders Annual General Meeting (AGM) the distribution of a total dividend of €0.96 per share out of 2007 results. Therefore, the company will distribute a complementary dividend of 0.515 per share, on July. Altogether, the total dividend payment from 2007 results will be €54.1, which represents more than 50% of 2007 net profit.
- Equity grew by €63.3 million from March 2007 to March 2008. This increase came from the net profit generated by the operations, which outweighed the distribution of the interim dividend and the effect of the increase in treasury stock.
- During the first quarter of the year, TR bought back 1,0% of its outstanding shares at an average price of €40,19 per share.

## 5. RELEVANT EVENTS AND OTHER COMMUNICATIONS

In the first quarter of 2008, the company filed with the Spanish CNMV the following communications:

- TR reached an agreement with REPSOL-YPF for the continuation of its project for the expansion of Cartagena's refinery under a lump sum turnkey scheme. The total contract amount for TR is € 1,000 million.

TR started work on this project in October 2006 under a reimbursable contract that included the option of converting into a lump sum turnkey project after the eighth month.

The expansion of the Cartagena refinery will be the largest industrial investment in Spain to date. It includes a 5.500 kt/year crude oil unit, a 2.500 kt/year hydrocracker and four 3.000 kt/year hydro-desulphurisation units. The new units will boost the refinery's distillation capacity from the current 5.500 kt/year to 11.000 kt/year. The new complex will be one of the most technologically advanced refineries in Europe. Moreover, TR and Repsol also agreed to incorporate two new hydrogen units of 90 kt/year and 50 kt/year in the scope of the project.

The project's purpose, as part of REPSOL-YPF's latest refining investment plan, is to provide the refinery with a production system that will boost distillation and conversion capacity for processing crude oils high in sulphur content, reduce the deficit of gasoil and adapt the units to future product specifications. The expansion of the refinery is scheduled to start the operations in 2011.

Once the investment is finished, more than 50% of the production of the complex will be medium distillates, mainly gasoils, contributing significantly to reduce the growing deficit of these products in Spain.

- The company reported to the CNMV that it had signed a contract with Merrill Lynch Capital Markets España, in order to improve the liquidity of TR's stocks approved in the Annual Shareholders Meeting; with a maximum limit of 5% of stockholders' equity in treasury stock, it will have an initial duration up to 31<sup>st</sup> December 2008, and may be tacitly extended for successive annual periods. Furthermore, TR also filed a communication on the 11<sup>th</sup> of February 2007 to the CNMV when it reached 1% of stockholders' equity in treasury stock.
- In January 2008, the company paid out a 2007 interim dividend of €0.45 per share, amounting a total of €25.2 million. On March 28, the Board of Directors decided to propose to the Shareholders Annual General Meeting the distribution of a total dividend of €0.96 per share out of 2007 results. Therefore, the company will distribute a complementary dividend of €0.515 per share, in July. Altogether, the total dividend payment from 2007 result will be € 54.1 million, which represents more than 50% of 2007 net profit.

- The company reported to the CNMV the Board of Director's approval regarding the amendment of the Internal Code of Conduct. Its text is available to all Shareholders through the Técnicas Reunidas web site.
- The company also reported that the Board of Directors approved the appointment of Mr. de Asúa as Vice-Chairman III of the said Board of Directors. This appointment was issued in Public Deed and officially recorded in the Madrid Companies Register.

Moreover, since the end of the first quarter, the company also filed with the Spanish CNMV the Elefsina Refinery Upgrade Project:

- Hellenic Petroleum S.A. (HELPE) signed a contract with TR for the execution of the Elefsina Refinery Upgrade Project. TR started FEED verification, to be followed by engineering work for the Elefsina Refinery Upgrade Project (ERUP) for HELPE.

The refinery will maintain its existing production capacity of 100,000 bpd. The purpose of this upgrade is to maximise diesel production, eliminate fuel oil production and fully meet or surpass all environmental regulations. The project includes the following: a hydrocracker unit (40,000 bpd), a flexicoker unit (20,000 bpd), a vacuum distillation unit (45,000 bpd) and a hydrogen unit (120,000 m<sup>3</sup>/h).

This new hydrocracker unit, which is one of the most complex refining units, will be TR's twenty-second. The flexicoker unit, licensed by Exxon Mobil, despite its high cost, has been selected by HELPE to improve the refinery's local environmental performance by utilizing the produced clean gas emitting lower NO<sub>x</sub>, SO<sub>2</sub> and particulates. It will be the sixth unit of its kind in the world, and the second built in Europe. Thus, TR will become the second company in the world to design this kind of advanced unit of high technological efficiency.

Total investment will exceed a thousand million Euros, the largest investment ever made by HELPE in Greece.

Hellenic Petroleum S.A. is the leading Greek Refining & Marketing Company, with three of the four refineries in Greece and 73% of the local oil products demand. It operates 1300 retail stations in Greece and more than 300 retail stations in Cyprus, Serbia, Bosnia, Bulgaria, Montenegro, Albania and Georgia. It operates the first private CCGT power plant in Greece and has a 35% share in DEPA, the gas pipeline and supply company. In addition, HELPE operates another refinery in FYROM with a capacity of 2.5 million tonnes per year.