



**TECNICAS REUNIDAS**

**Juan Lladó**  
**CEO**

**1st Half 2006**  
**Results Presentation**

*July 28<sup>th</sup>, 2006*

# Disclaimer



TECNICAS REUNIDAS

This document has been prepared by Tecnicas Reunidas, S.A. (the Company) solely for use at presentations held in connection with the announcement of the Company's results for the first half of 2006.

This document contains forward-looking statements of the Company and/or its management. These forward-looking statements, such as statements relating to the Company's or management's intent, belief or current expectations of the future growth in the Company's business and capital expenditure in the oil and gas industry in general, are subject to risks and variables that are beyond the Company's control and that could materially and adversely affect the outcome and financial effects of the facts expressed, implied or projected herein.

The Company is under no obligation to update or keep current the information contained in this presentation, including any looking forward-statements, or to correct any inaccuracies that may later become apparent.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein. None of the Company or any of its affiliates, advisors or representatives shall have any liability whatsoever for any loss arising from any use of this document, or its contents, or otherwise arising in connection with this document.

This document is only provided for information purposes and does not constitute, nor may it be interpreted as, an offer to sell or exchange or acquire, or solicitation for offers to purchase any share in the Company. Any decision to buy or invest in shares in relation to a specific issue must be made on the basis of the information contained in the relevant prospectus filed by the Company in relation to such specific issue.

## Index

Shareholders

Global Outlook

Our Performance

Financial Results

Shareholders

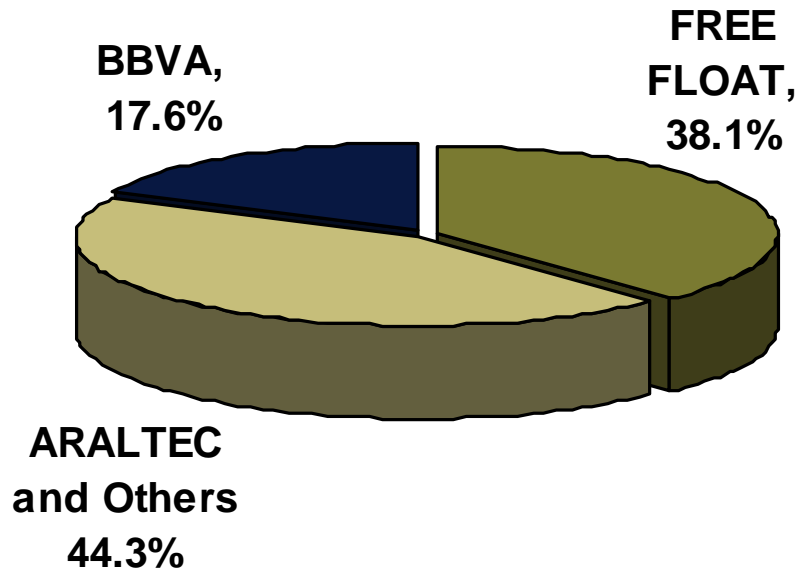
Global Outlook

Our Performance

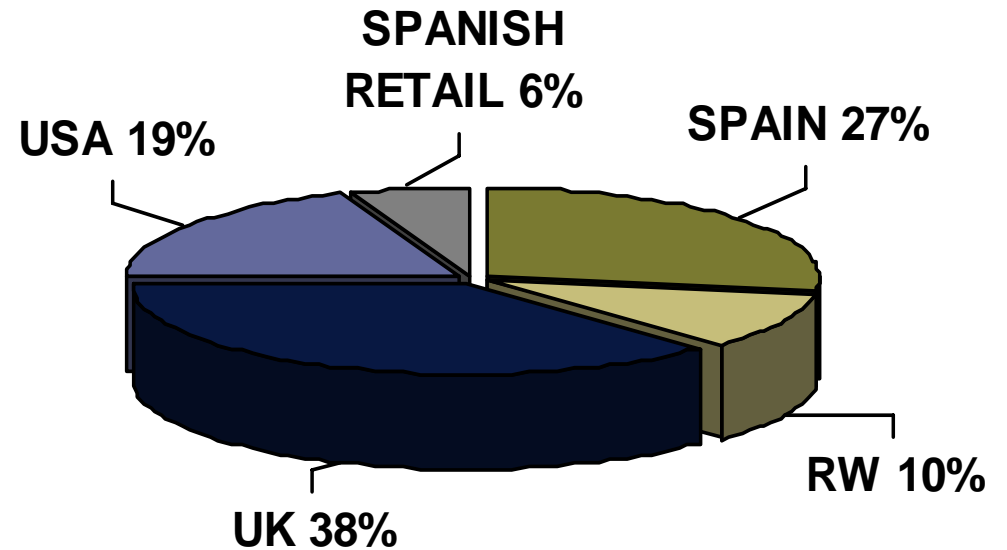
Financial Results

# Shareholder structure after the IPO

## SHARE HOLDER DISTRIBUTION



## FREE FLOAT DISTRIBUTION



➤ **IPO of existing shares: at €17 per share, listed on the 21st of June**



Shareholders

Global Outlook

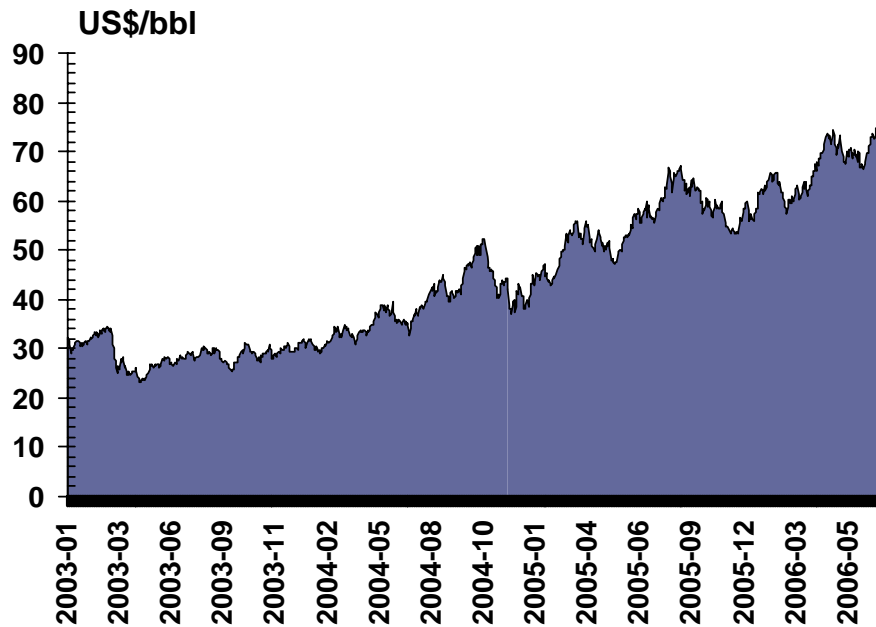
Our Performance

Financial Results

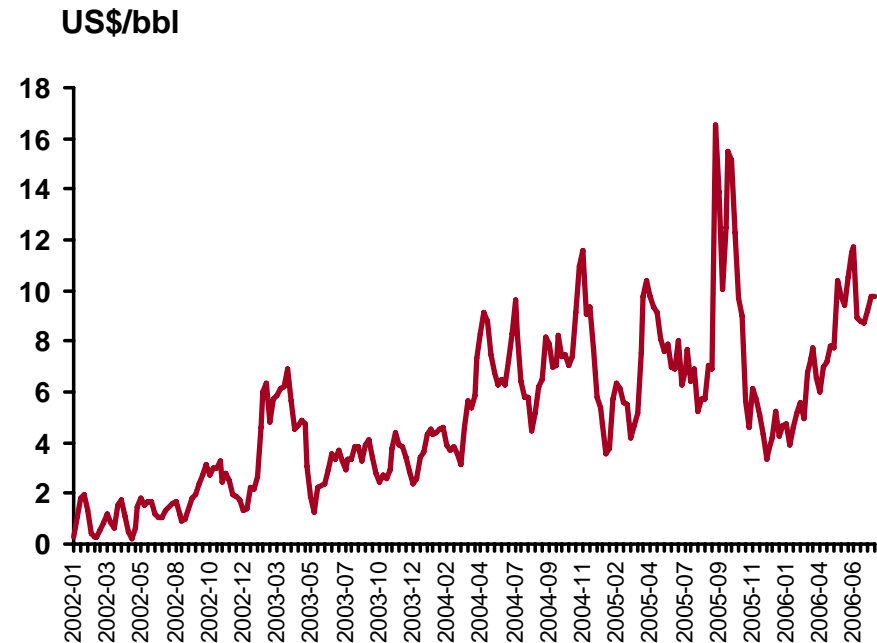


## Strong Sector Momentum Driving Contracting Growth

**Brent Price Evolution (2003 – 2006) <sup>(1)</sup>**



**Evolution of European Refining Margins (2002-2006) <sup>(2)</sup>**



- In the last recent years, upstream prices and downstream margins have been trending upwards, on the back of a strong final product demand.

(1) Source: Datastream (Crude Oil-Brent Cur. Month FOB US\$/BBL)

(2) Source: Merrill Lynch

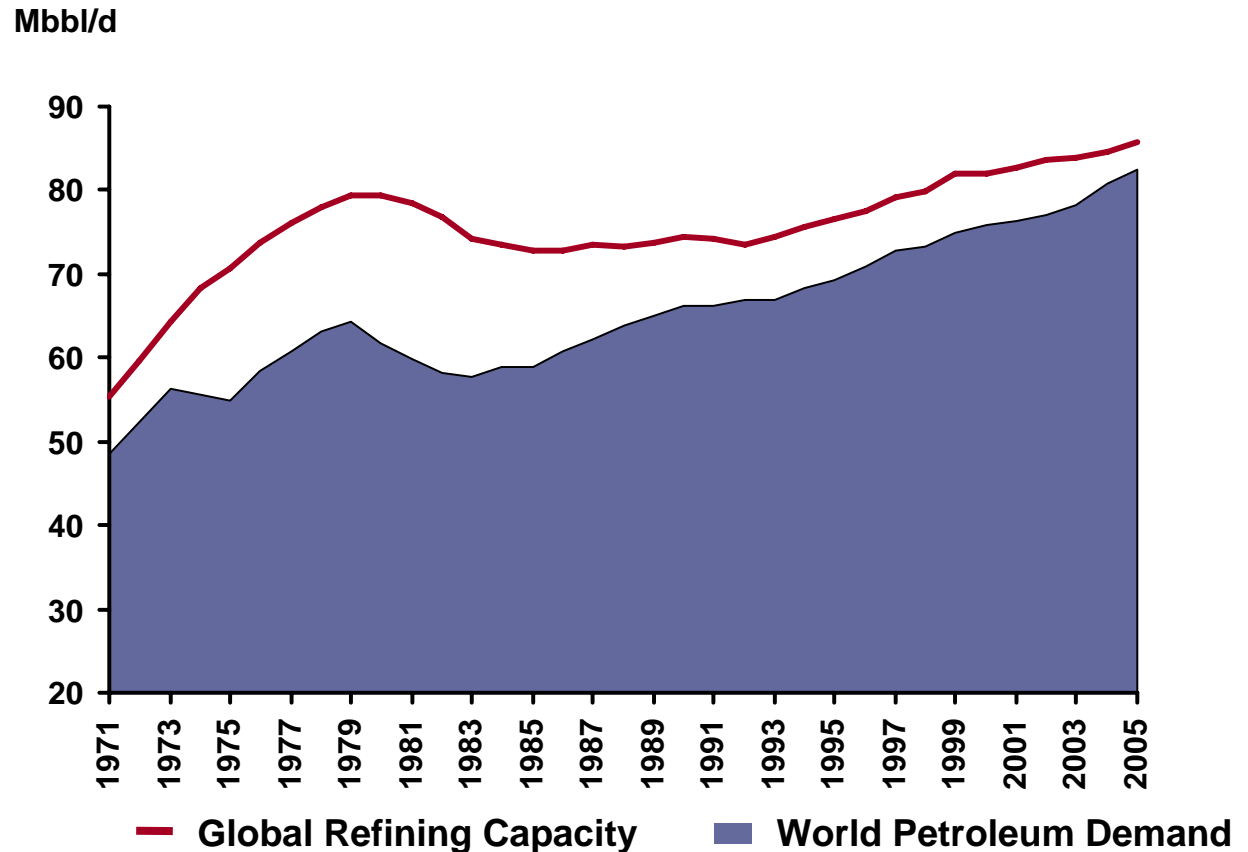
# Strong Sector Momentum Driving Contracting Growth



TECNICAS REUNIDAS

## Global Refining Capacity vs. Petroleum Product Demand<sup>(2)</sup>

- Worldwide expected investment 2004A-2030E:
  - Oil & Gas: c. \$6,000bn<sup>(1)</sup>
  - Refining: \$487bn<sup>(1)</sup>
- Middle East expected investment 2005E-2010E: \$341bn<sup>(3)</sup>



(1) Source: IEA 2005 World Energy Outlook

(2) Source: BP Statistical Review 2005

(3) Source: Saudi Aramco 2005





Shareholders

Global Outlook

Our Performance

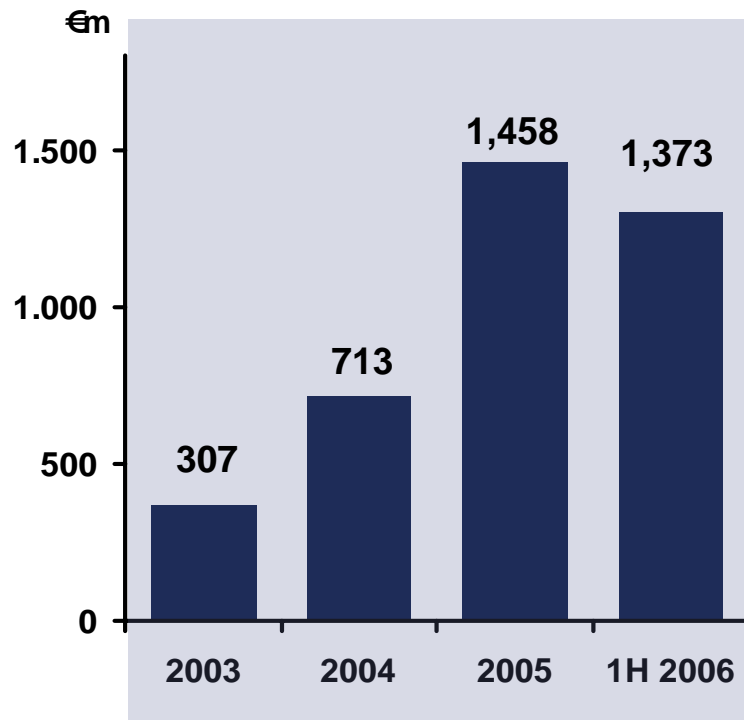
Financial Results

# Awards and backlog

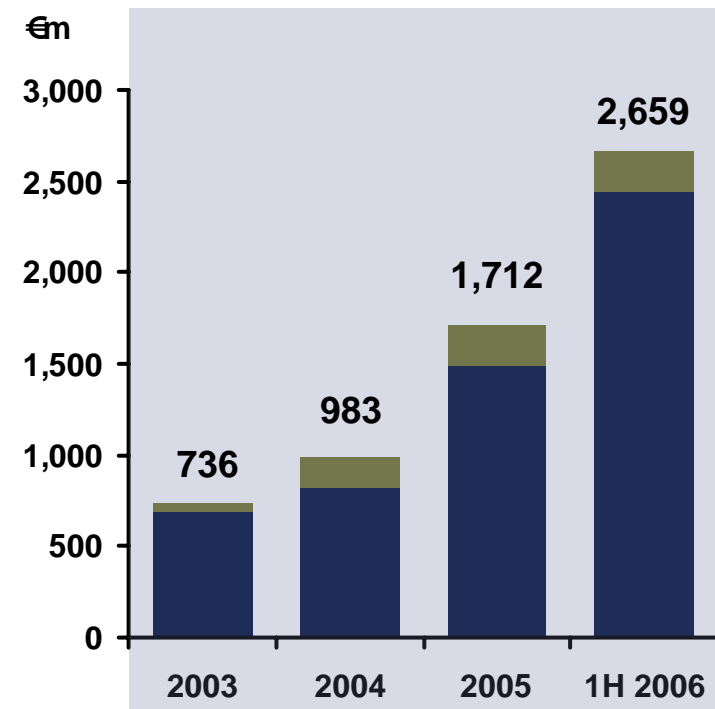


TECNICAS REUNIDAS

## Awards



## Backlog



■ Oil and gas ■ Power

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

# Current Backlog



TECNICAS REUNIDAS

	Name	Location	Client	Contracted End Date	Total Backlog Size <sup>(1)</sup>
Refining & Petrochemicals	Rabigh	Saudi Arabia	Saudi Aramco	2008	€2,444 m
	Huelva	Spain	CEPSA	2009	
	Coker	Chile	ENAP	2008	
	Nitric Acid Plant	Chile	ENAEX	2008	
	HDS – Bio Bio	Chile	ENAP	2008	
	Luján/Ensenada	Argentina	Repsol	2008	
	Pemex IV and V	Mexico	PEMEX	2008	
	Dung Quat	Vietnam	Petrovietnam	2009	
	Kirikkale	Turkey	Tüpras	2007	
	Izmit	Turkey	Tüpras	2006	
Upstream & Gas	GC-28	Kuwait	KOC	2007	€15 m
	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	
Power	Plana del Vent	Spain	Gas Natural	2008	€15 m
	As Pontes	Spain	Endesa	2008	
	Barranco de Tirajana	Spain	Endesa	2007	
	Ocaña/Cuenca	Spain	-	2006	
	Escatrón	Spain	Global 3	2008	

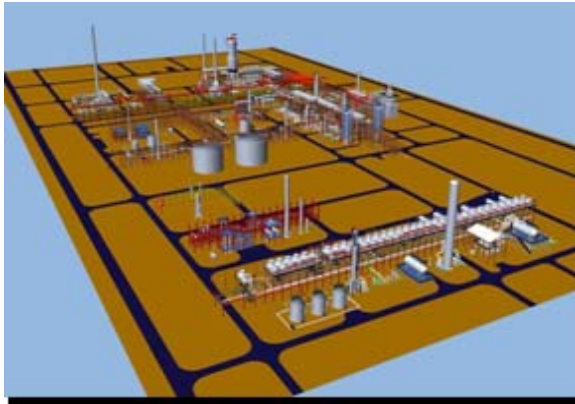
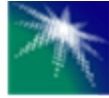
# Key Awards



TECNICAS REUNIDAS

## Rabigh

أرامكو السعودية  
Saudi Aramco



### Highlights

- TR is the sole contractor
- Consolidates relationship with key client Saudi Aramco

### Key Dates

- Contract signed: March 2006
- Expected completion: 2008

### Description

- New refinery
  - Vacuum unit
  - Gasoil hydrotreatment
  - 2 sulphur recovery trains
  - Alkylation, isomerization, acid water regeneration, amine recovery, sulphuric and interconnection
- Revamping of existing crude and hydrotreatment units

### Technical Information

- Capacity: 200,000 b/d
- Dimensions of vacuum unit:  $\varnothing = 14.5\text{m}$ ,  $h = 60\text{m}$ , weight = 800 tonnes
- Surface area: 700 x 530 m
- Engineering hours: 1,200,000 manhours
- Construction hours: 25m with a peak of 7,000 people

**Value of Contract: €1,000m**



# Human Resources

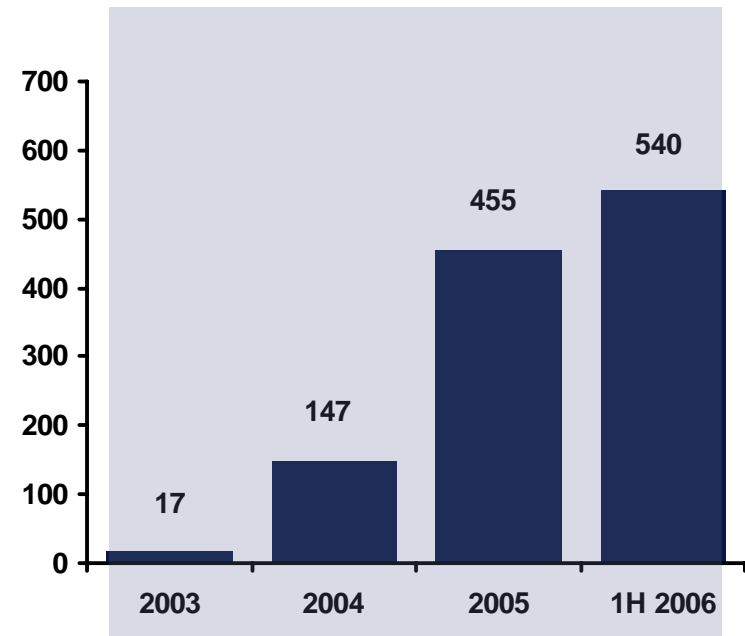
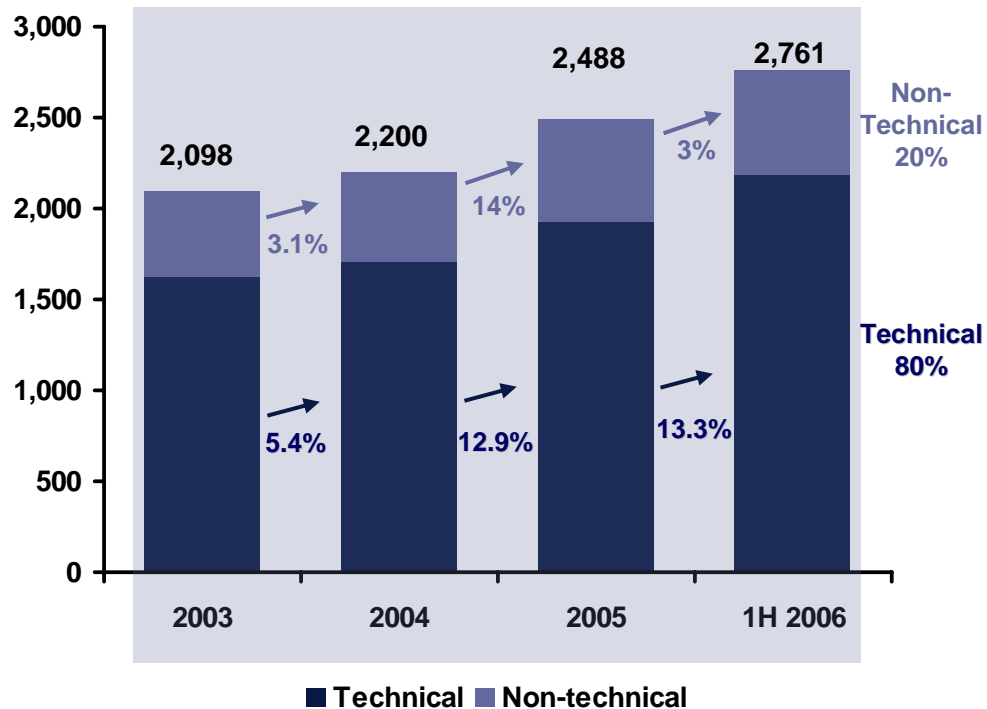
## Headquarters and Central Production Center

## Satellite Engineering Centers

### Employees

### Weight

### Employees





Shareholders

Global Outlook

Our Performance

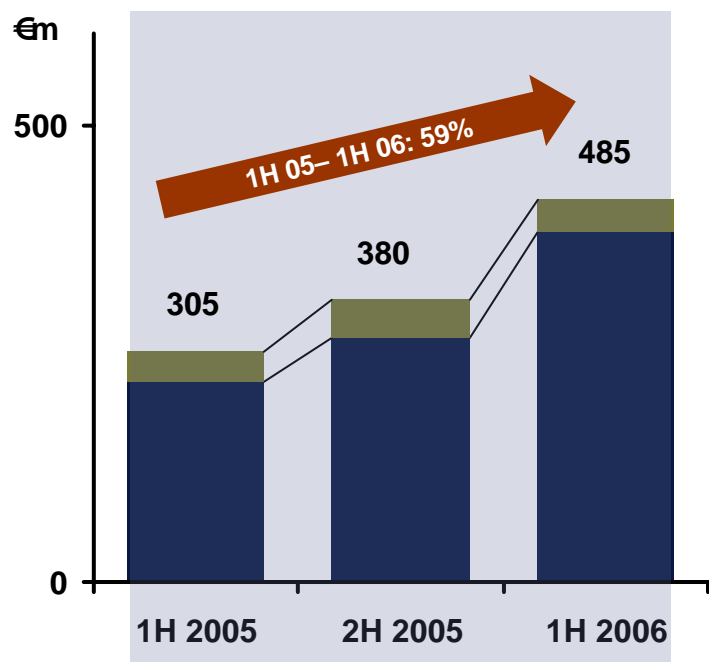
Financial Results

# Sales and EBIT growth



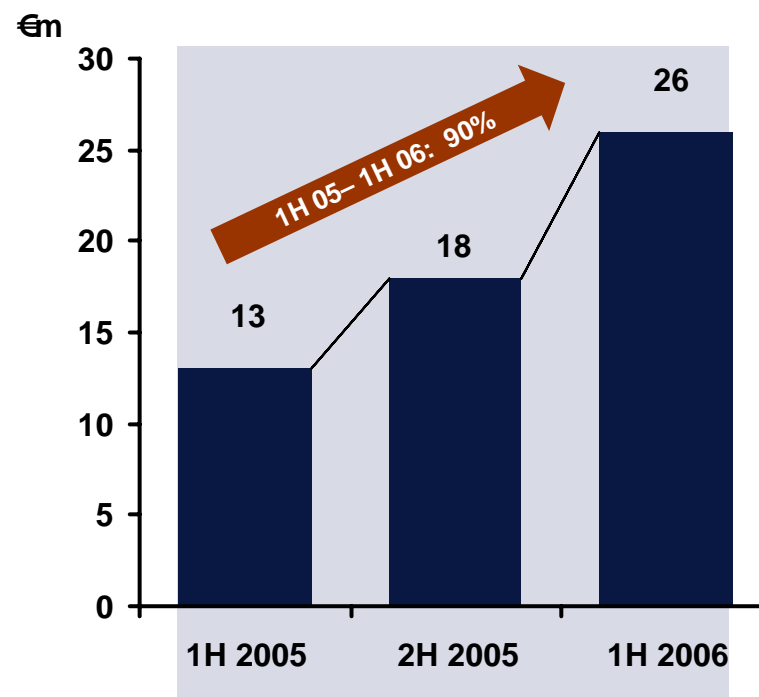
TECNICAS REUNIDAS

## SALES



■ Oil and gas ■ Power

## ADJUSTED EBITDA<sup>(1)</sup>



(1) Excluding IPO costs

# Financial Results

*Adjusted Profit and Loss Account (IPO costs and sale of assets excluded)*



TECNICAS REUNIDAS

€million	1H 06	2H 05	1 H05	
Revenues	485.0	380.4	304.7	<ul style="list-style-type: none"> <li>Revenue growth due to recent growth in backlog</li> </ul>
Adjusted EBITDA (1)	25.5	17.9	13.4	
<i>EBITDA Margin</i>	5.3 %	4.7%	4.4%	<ul style="list-style-type: none"> <li>Better margins</li> <li>Economies of scale</li> </ul>
Net Financial Results	2.8	2.8	4.0	
<b>Adjusted Profit before Taxes (2)</b>	<b>27.0</b>	<b>19.8</b>	<b>16.8</b>	
Taxes	0.5	-2.7	-2.3	
<b>Adjusted Net Income (2)</b>	<b>26.5</b>	<b>22.5</b>	<b>19.1</b>	

(1) Excluding IPO costs

(2) Excluding IPO cost and the sale of a real state subsidiary



# Financial Results

## Profit and Loss Account



TECNICAS REUNIDAS

€million	1H 06	2H 05	1H 05
Revenues	485.0	380.4	304.7
EBITDA	24.2	17.9	13.4
EBITDA Margin	5.0%	4.7%	4.4%
Net Financial Results	2.8	2.8	4.0
Profit before Taxes	38.7	19.8	16.8
Taxes	5.2	-2.7	-2.3
Net Income	33.5	22.5	19.1

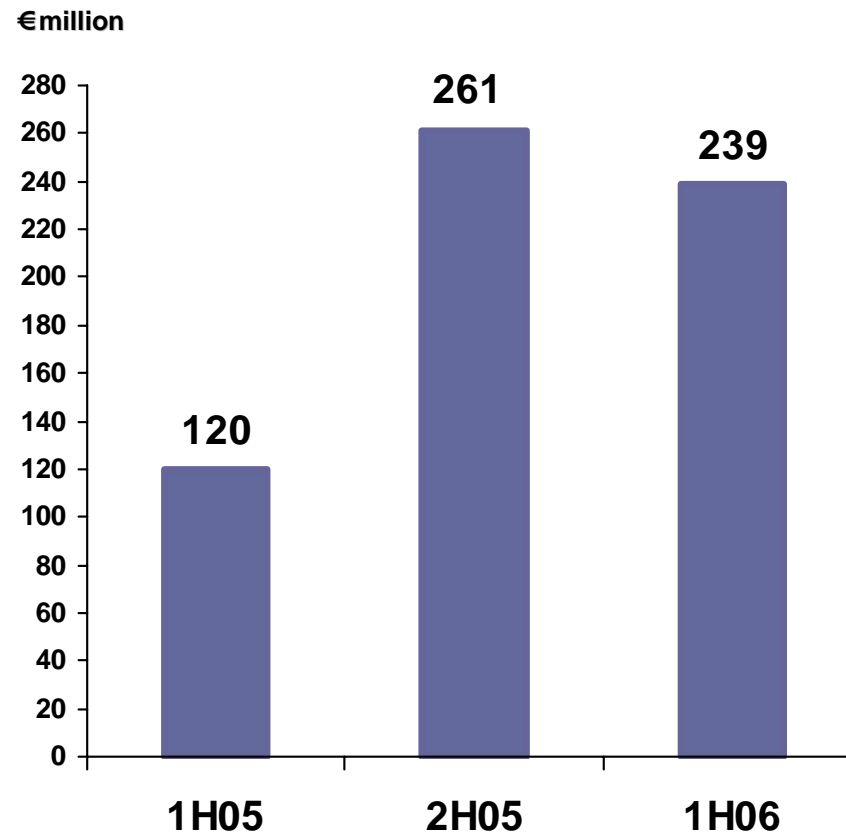
- Including IPO costs of €1.3 million

- Including €13 million profit from sale of assets

# Net Cash Position



TECNICAS REUNIDAS



- Cash out of €72 million paid in 2006 first half, coming from 2005 ordinary dividends and reserve distribution

Net cash calculated as cash and cash equivalents plus assets at fair value less financial debt