



TECNICAS REUNIDAS

# NINE MONTHS 2018 RESULTS PRESENTATION

NOVEMBER 13<sup>TH</sup> 2018

JUAN LLADÓ  
CEO





# TR HAS A STRONG FRANCHISE. WE ARE ABOUT...



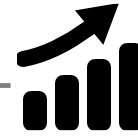
## QUALITY EXECUTION

Delivering strategic projects for recurrent clients



## QUALITY BACKLOG

Fresh and healthy backlog, entirely launched



## QUALITY PIPELINE

The recovery of the investment in our industry is a reality



## CONTENT

- **Execution**
- Awards and backlog
- Pipeline
- Financial Results
- Outlook



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Results 9M 2018

WE ARE AT THE FINAL STAGES OF EMBLEMATIC PROJECTS FOR OUR CLIENTS



**RAPID REFINERY**

**MALAYSIA**

**\$1.5B**



**JAZAN REFINERY**

**SAUDI ARABIA**

**\$2.6B**



**AEGEAN REFINERY**

**TURKEY**

**\$1.3B**



**TOUAT GAZ**

**ALGERIA**

**\$1.0B**



**GASCO**

**UAE**

**\$0.7B**



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## AT THE SAME TIME, WE ARE LAUNCHING EMBLEMATIC PROJECTS



**HARADH**

**SAUDI ARABIA**

**\$2.3B**



**BAKU REFINERY**

**AZERBAIJAN**

**NON DISCLOSED**



**BAPCO REFINERY**

**BAHREIN**

**\$1.3B**



**DUQM REFINERY**

**OMAN**

**\$1.8B**



**DAS ISLAND/BU HASA**

**UAE**

**\$1.9B**



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Results 9M 2018

## THE RECENT AWARDS ARE A GOOD INDICATOR OF FORTHCOMING PROJECTS



أدنوك  
ADNOC

### **Gas treatment plant Das Island**

- EPC contract with a total value of USD 860 M (TR's share 50%)
- 245 MMSCFD gas treatment plant that will send low pressure gas from Das Island to Habshan
- Scope: engineering, equipment and material supply, construction, installation, testing and commissioning of compression, drying and gas treatment units, power generation and other auxiliary services



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## THE RECENT AWARDS ARE A GOOD INDICATOR OF FORTHCOMING PROJECTS



### **Bu Hasa oil field expansion**

- Letter of Award for the EPC of the Bu Hasa Integrated Field Development Project in the United Arab Emirates
- LSTK Contract of USD 1,440 M
- Execution period of 39 months
- Scope: engineering, equipment and material supply, construction, installation, pre-commissioning, commissioning, testing and start-up of new oil gathering system, new gas compression facilities, and new produced water injection network as well as the upgrade of the water treatment facilities in the existing plant

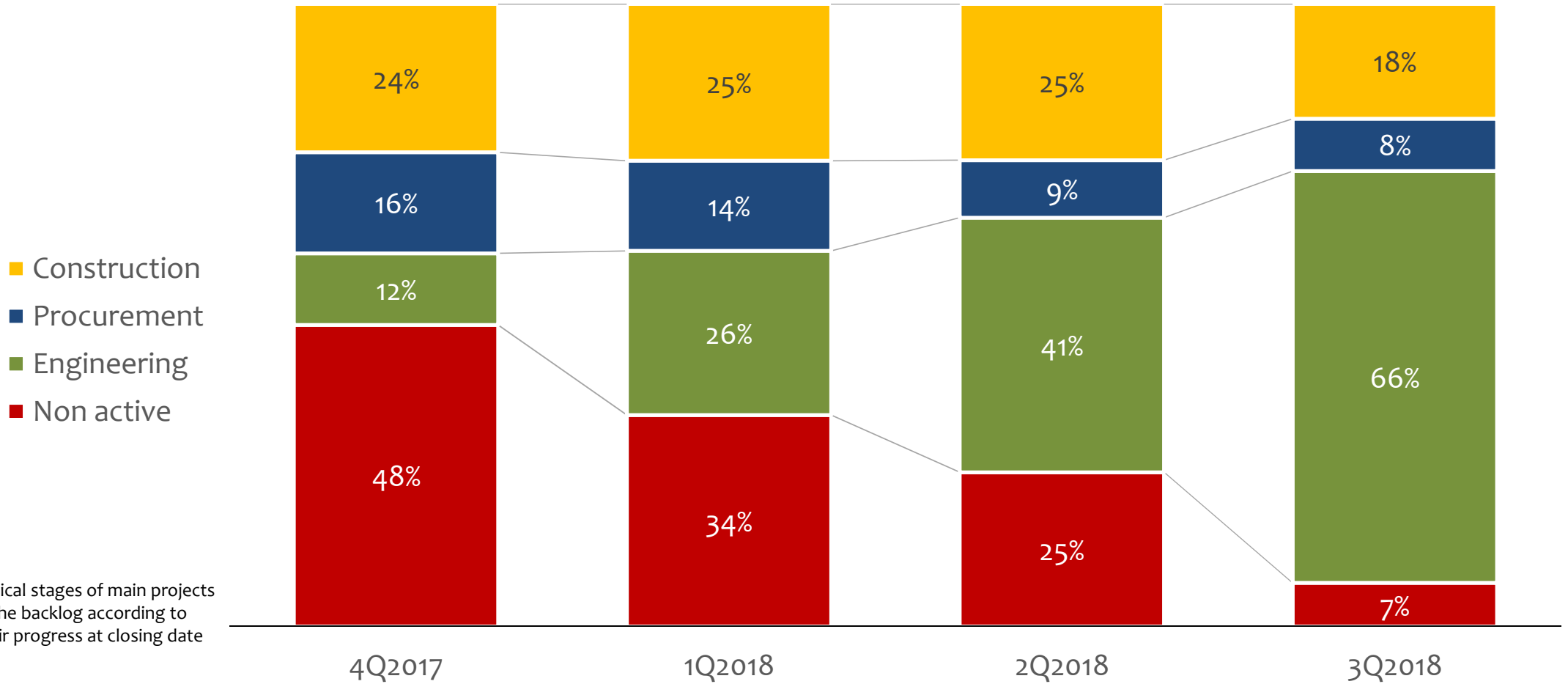


# OUR BACKLOG GATHERS PROJECTS FOR PRIME COMPANIES IN ALL GEOGRAPHIES





# CURRENTLY, MOST OF THE BACKLOG IS AT THE EARLY STAGES OF EXECUTION



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## OUR PIPELINE INCREASES QUARTER BY QUARTER



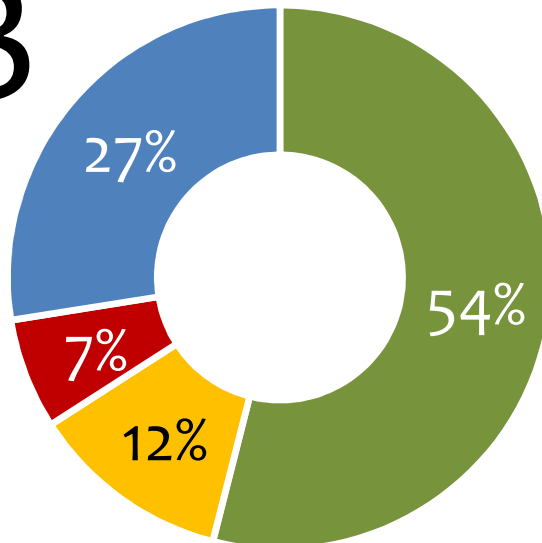
*“The oil, gas and petrochemical industries will be investing significantly as a result of solid fundamentals related to faster economic growth and increasing environmental requirements”*



Identified opportunities to be awarded in the next two years

# \$39B

- Middle East
- Europe
- Latam
- RoW



### PIPELINE PROFILE

- Opportunities arising all over the world
- More balanced in products

### THE FUNDAMENTALS BEHIND

- Growth of demand
- Enhancing profitability
- IMO 2020
- Environmental requirements
- Petrochemicals
- Natural gas in energy matrix



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## PROFIT AND LOSS

TECNICAS REUNIDAS  
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### PROFIT AND LOSS

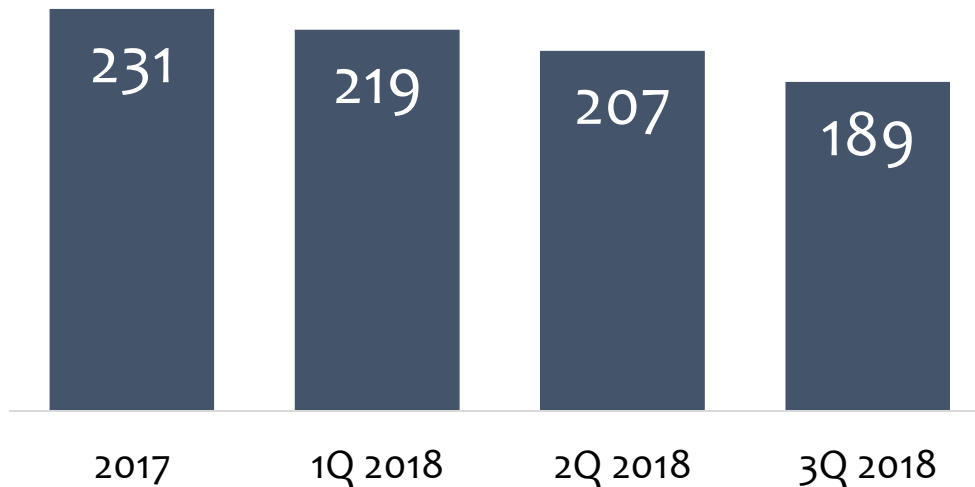
€ Million	9M 2018	9M 2017	Var.	2017
Revenues	3,255.6	3,882.6	-16%	5,068
EBITDA	43.5	104.7	-59%	121.9
EBIT	31.2	87.9	-65%	100.4
Margin	1.0%	2.3%		2.0%
Net financial results	-21.5	-7.2		-6.9
Profit before taxes	8.4	78.4	-89%	91.2
Taxes	-2.5	-22.7		-27.2
Net profit	5.9	55.7	-89%	64.0

- Delay in the start of new projects
- Current project phasing
- Impact of Turkish lira



## CASH POSITION

### Net Cash Position M€



- 80% of the backlog in Middle East
- Region with contracts with higher working capital needs, in line with NOCs solvency
- Working capital needs at commissioning stage of projects



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## OUTLOOK

Solid execution



Credentials for future growth

Recent awards already launched



The backbone of our future performance

Large and diversified pipeline



The recovery of the industry is a reality

Slow but solid margin recovery

## **DISCLAIMER**

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