

## Juan Lladó CEO

## January to September 2006 Results Presentation

13<sup>th</sup> of November 2006



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## **BUSINESS HIGHLIGHTS**

## **9M 2006 FINANCIAL RESULTS**

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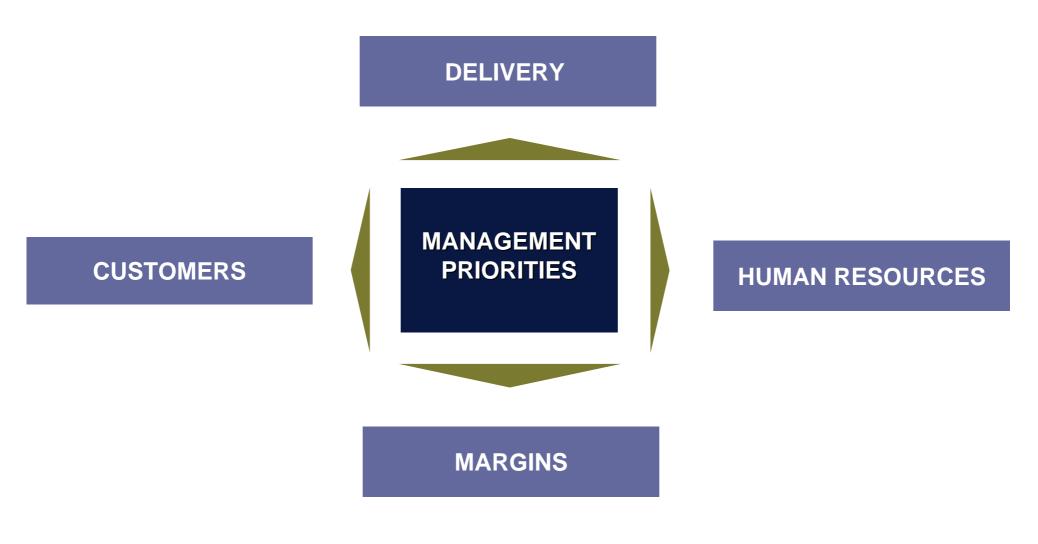
## **9M 2006 FINANCIAL RESULTS**

## **BUSINESS HIGHLIGHTS**



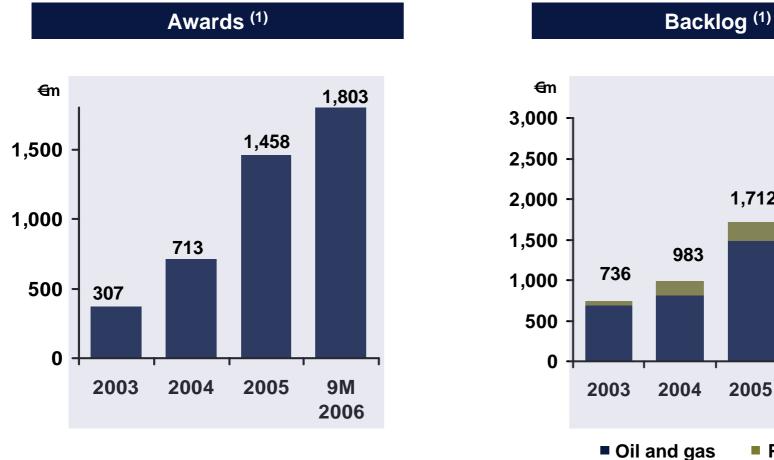
Management of Strong Business Growth

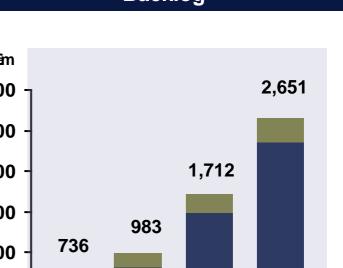




#### **DELIVERY: Execution of Current Backlog**

#### Recent strong awards with improved conditions ensure profitable growth





2005

**9M** 

2006

Power

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

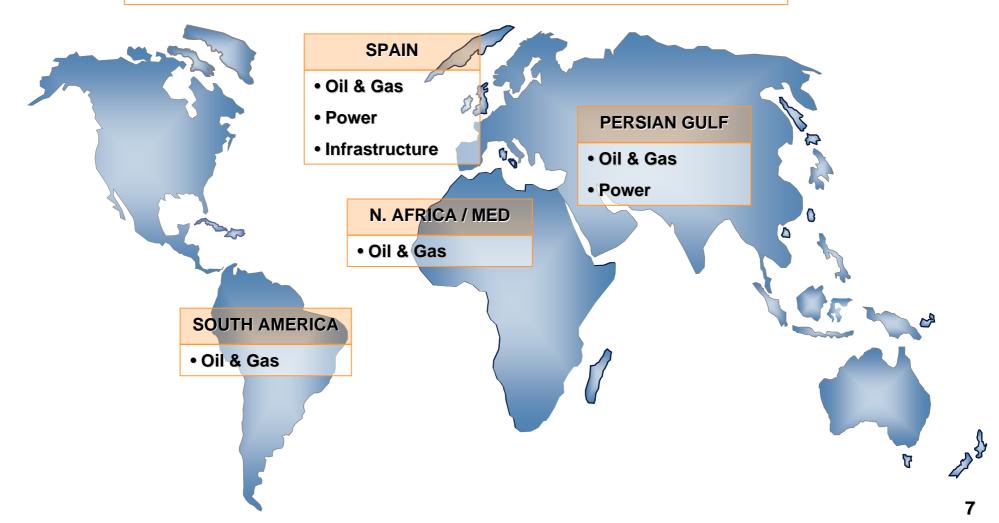
### **DELIVERY: Current Backlog**



	Name	Location	Client	Contracted End Date	Total Backlog Size 9M 2006
Refining & Petrochemicals	Rabigh Huelva Coker Nitric Acid Plant HDS – Bio Bio Pemex IV and V Dung Quat Kirikkale Izmit	Saudi Arabia Spain Chile Chile Chile Mexico Vietnam Turkey Turkey	Saudi Aramco CEPSA ENAP ENAEX ENAP PEMEX Petrovietnam Tüpras Tüpras	2008 2009 2008 2008 2008 2008 2009 2007 2006	€2,361M
Upstream & Gas	GC-28 Telemetry Hawiyah Ju'aymah TFT RKF Saih Rawl (Compression)	Kuwait Kuwait Saudi Arabia Saudi Arabia Algeria Algeria Oman	KOC KOC Saudi Aramco Saudi Aramco Total/Repsol/Sonatrach Cepsa/Sonatrach PDO	2007 2007 2008 2008 2008 2008 2008 2009	
Power	Plana del Vent As Pontes Barranco de Tirajana Ocaña/Cuenca Escatrón Saih Rawl (Power)	Spain Spain Spain Spain Spain Oman	Gas Natural Endesa Endesa - Global 3 PDO	2008 2008 2007 2006 2008 2009	€290M



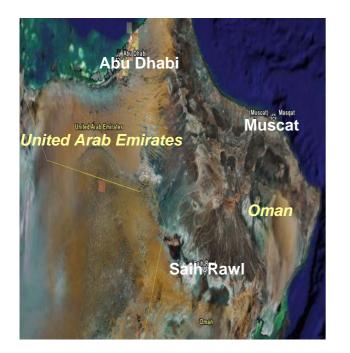
- Gaining clients that will ensure flow of business
- More complex projects with bigger size



#### CUSTOMERS: Key Awards Saih Rawl Depletion Compression Project







#### Highlights

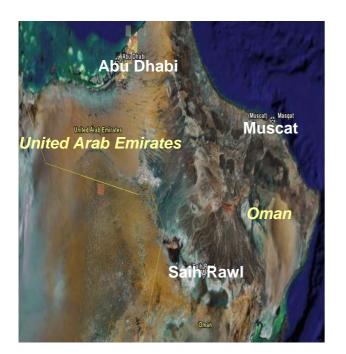
- First LSTK project of TR in Oman
- TR is the sole contractor
- First phase of the expansion plan for the gas and power facilities at Saih Rawl
- Combination of Gas and Power expertise

#### Value of Contract: 551 M\$

#### CUSTOMERS: Key Awards Saih Rawl Depletion Compression Project







#### Description

- Gas treatment:
  - Four compression trains, 30 MW each
  - Gas separation systems
  - Gas gathering expansion

■ Power:

- 120 MW power plant
- 132 kV interconnecting system between Saih Rawl, Qarn Alam and Sail-Nihayda
- Engineering hours = 375.000; Construction men hours = 2.000.000

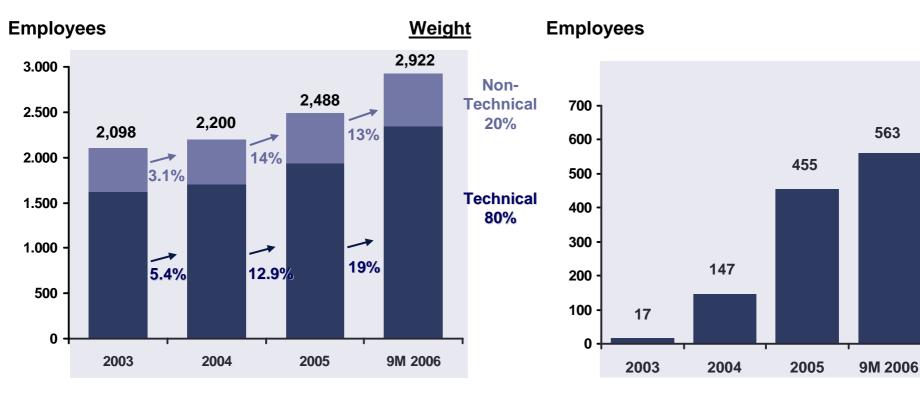
#### Key Dates

Project start date: September 2006Expected completion: June 2009



#### Headquarters and Central Production Center

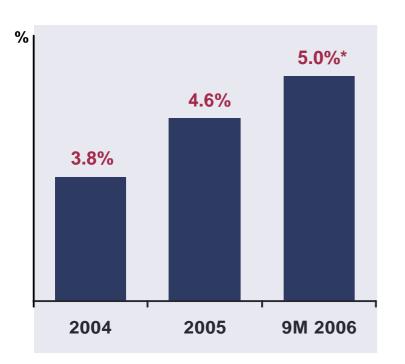
#### Satellite Engineering Centers



■ Technical ■ Non-technical



#### EBITDA MARGIN



#### Economies of scale

Improvement in contracting conditions

Selective projects

#### \* 5.3% excluding IPO costs



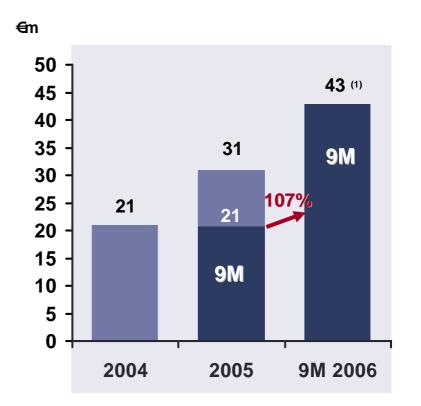
**BUSINESS HIGHLIGHTS** 

## 9M 2006 FINANCIAL RESULTS





#### ADJUSTED EBITDA



(1) Excluding IPO costs of €2.7 million



€million –	9M 06	9M 05	Var.
Revenues	806.3	464.4	74%
EBITDA	40.3	20.7	<b>95%</b>
Margin	5.0%	4.5%	
EBIT	38.2	18.9	102%
Margin	4.7%	4.1%	
Net Financial Results	3.7	4.9	
Profit before Taxes	54.8	23.8	130%
Taxes	-4.7	3.3	
Net Income	51.4	27.1	90%

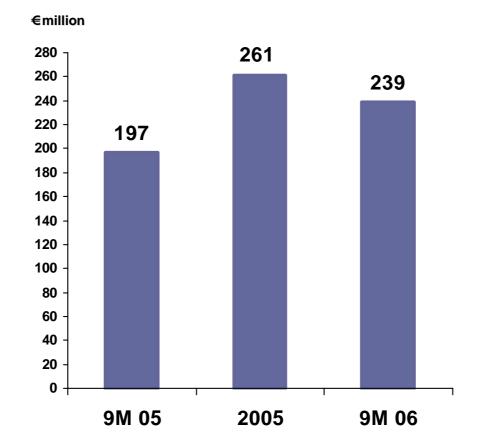


€million	9M 06	9M 05	Var.
Revenues	806.3	464.4	74%
Adjusted EBITDA <sup>(1)</sup>	42.9	20.7	107%
Margin	5.3%	4.5%	
Adjusted EBIT <sup>(1)</sup>	40.9	18.9	116%
Margin	5.1%	4.1%	
Net Financial Results	3.4	4.9	
Adjusted Profit before Taxes <sup>(2)</sup>	44.6	23.8	87%
Adjusted Taxes	-0.6	3.3	
Adjusted Net Income (2)	43.9	27.1	62%

(1) Excluding IPO costs

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





➤ Ordinary dividends and reserves distribution of €72 million paid in the first half of 2006

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

# TECNICAS REUNIDAS



