



TECNICAS REUNIDAS

# FIRST QUARTER 2019 RESULTS PRESENTATION

MAY 16<sup>TH</sup> 2019

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CEO





# CONTENT

- **Awards and pipeline**
- Backlog
- Financial Results
- Outlook

## ExxonMobil Singapore Refining project



- EPC contract for process units at its Singapore refinery expansion project.
- The contract has a value of approximately US\$1.5 billion over a duration of 43 months.
- The refinery expansion aims to produce higher-value products from fuel oil.
- TR's scope includes hydro-processing conversion units, sulphur recovery, hot oil system and associated offsites and utilities.

## Combined cycle in Abu Dhabi

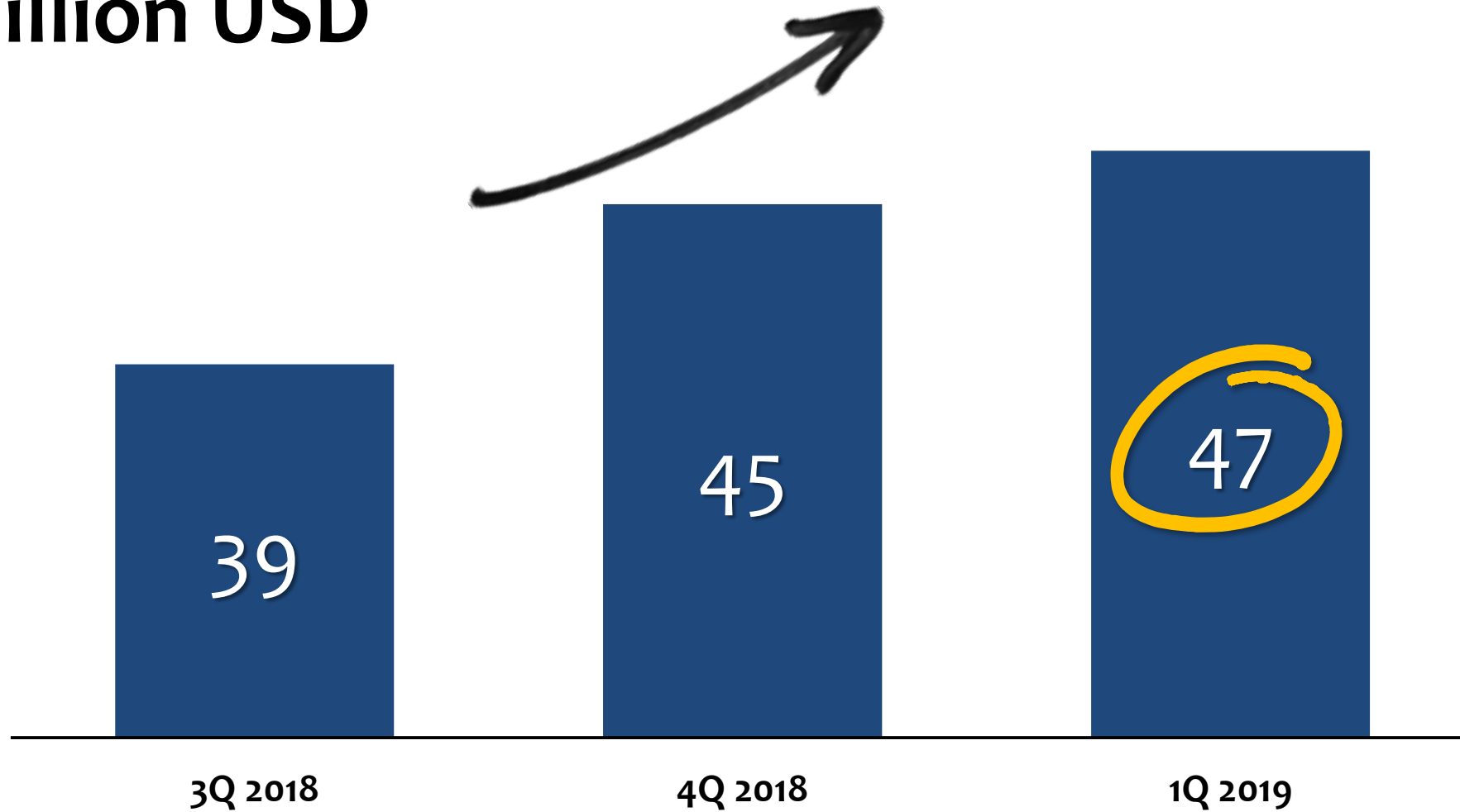


- New combined cycle power plant for Sumitomo & GE EFS in Hamriyah, in the United Arab Emirates.
- The contract value for Técnicas Reunidas will be above 350 million dollars
- This new combined cycle will provide electricity to the Emirate of Sharjah.
- The scope includes the main plant in addition to all necessary balance of plant to connect the facility to the gas & electricity grids.



# PIPELINE: INCREASING AND DYNAMIC

**Billion USD**



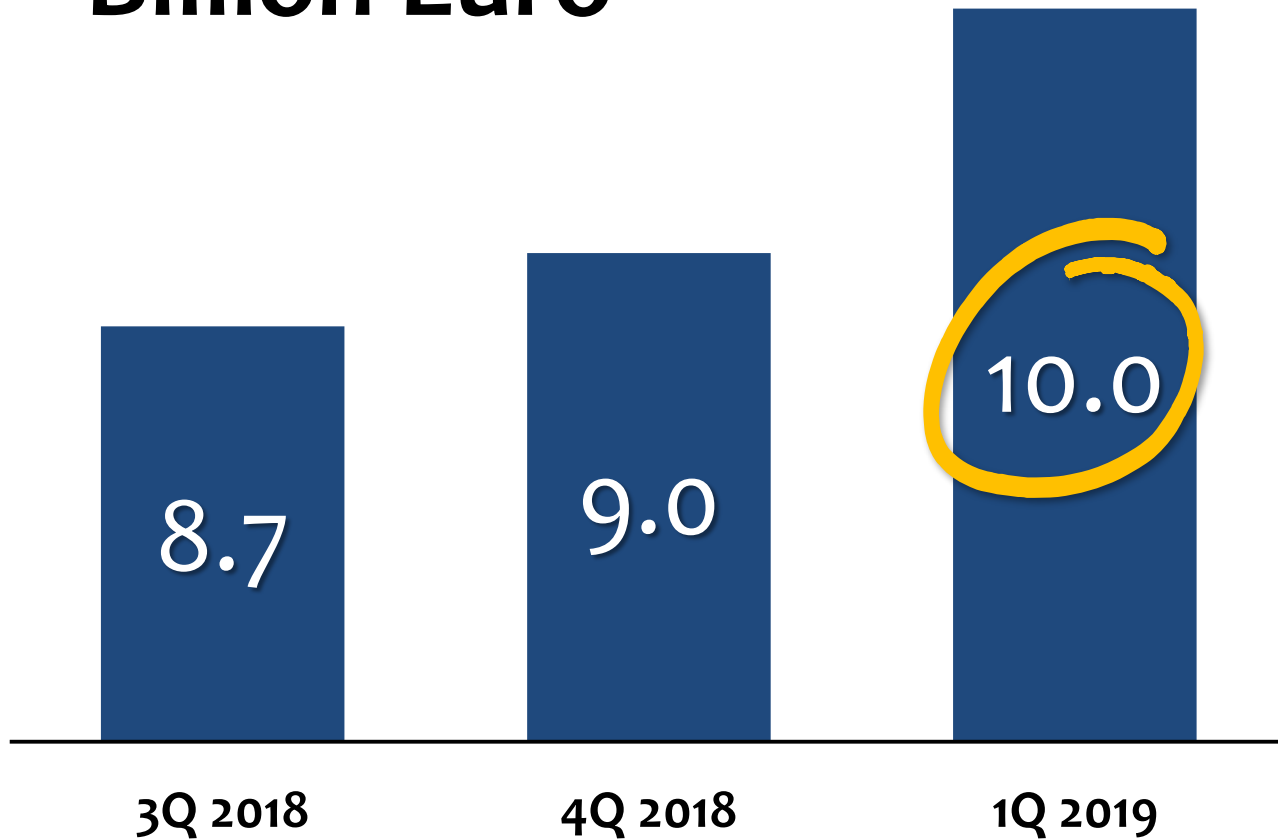


# CONTENT

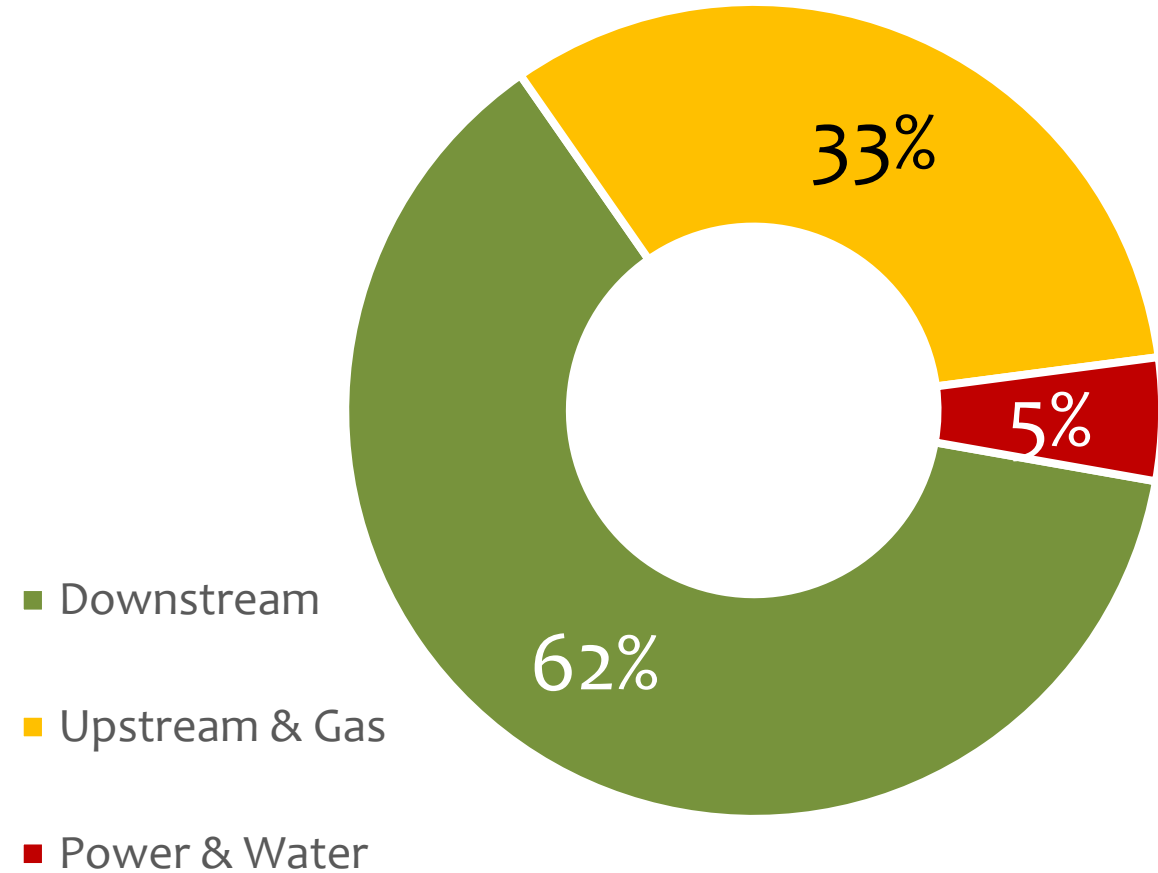
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# THE AWARDS HAVE RESULTED IN A HIGHER BACKLOG

**Billion Euro**



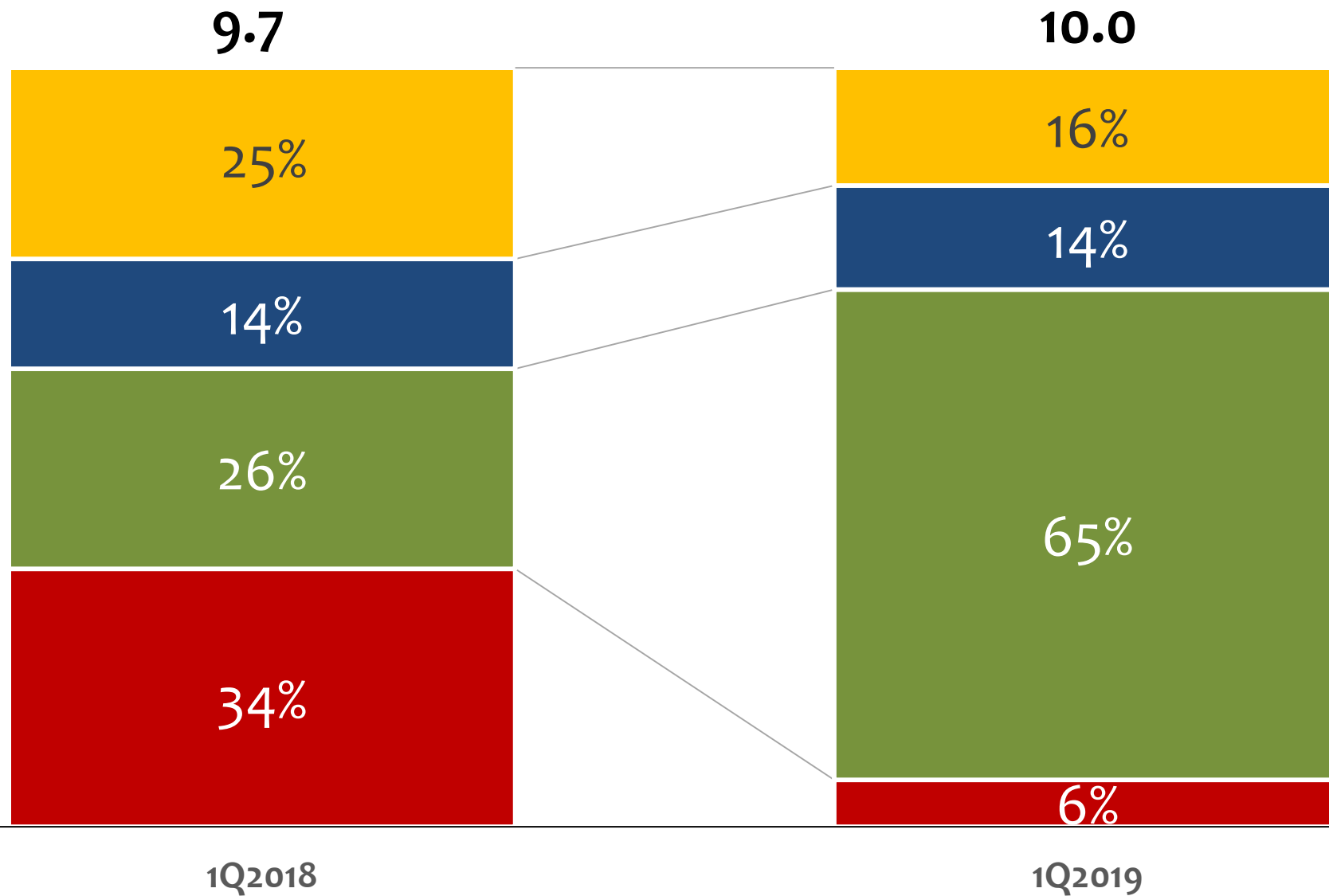
## SPLIT BY PRODUCTS



# BACKLOG EXECUTION: PROGRESSIVELY BACK ON TRACK THROUGH 2019

**B€**  
 Backlog

- Construction
- Procurement
- Engineering
- Non active



Typical stages of main EPC projects in the backlog according to their progress at closing date





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# PROFIT AND LOSS

## PROFIT AND LOSS

€ Million	1Q 2019	1Q 2018	Var.
Revenues	915	1,161	-21%
EBITDA*	19.9	9.1	+119%
Margin	2.2%	0.8%	
EBIT*	10.6	4.9	+116%
Margin	1.2%	0.4%	
Net financial results*	-3.6	-4.1	
Profit before taxes	5.7	0.8	+651%
Taxes	-2.0	-0.2	
Net profit*	3.7	0.5	+593%

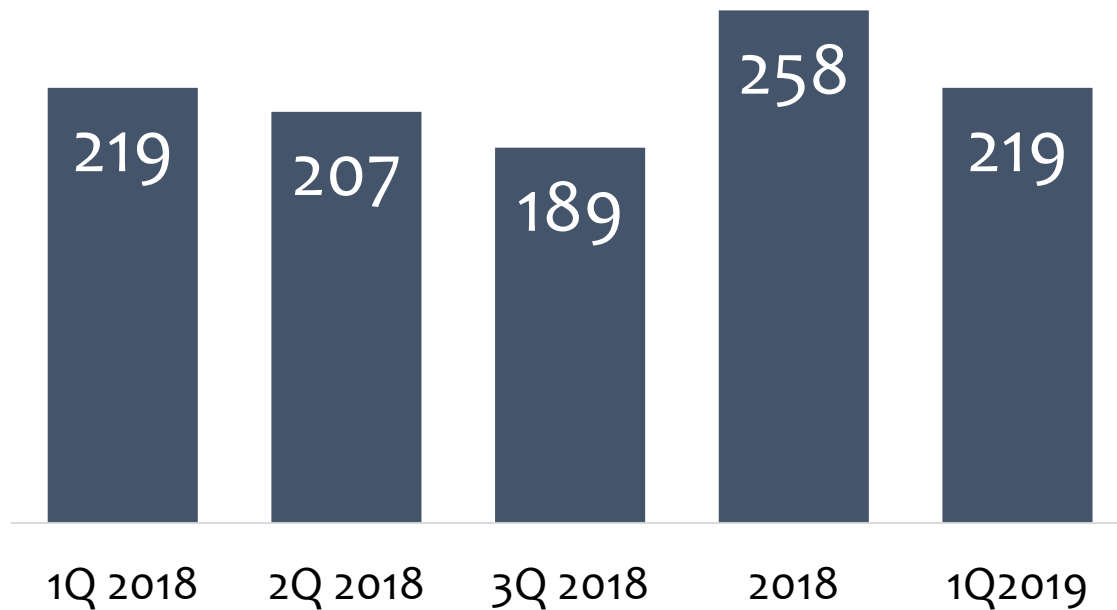
\*Impacts from the application of the IFRS 16 in the 1Q 2019 results:

- EBITDA: + € 6.6 million
- EBIT: + € 0.6 million
- Financial result: - € 0.2 million
- Net profit: + € 0.4 million

- In line with company guidance
- Unbalanced backlog: lower sales impact the operational leverage

## Net Cash Position

M€



- Stable cash position around this level in recent quarters.
- 68% of the backlog in Middle East
- Working capital needs at commissioning stage of projects



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# GUIDANCE AND BUSINESS OUTLOOK

## MARKET OUTLOOK

- All products at a high demand
  - New investments in oil production
  - High demand for gas infrastructure, Asia, Europe and Middle East
  - Refining: grassroots, expansions, upgrades and environmental regulation
  - Super-cycle in petrochemicals in the Middle East
- Recovery of the industry in all geographies

## COMPANY OUTLOOK

- Pipeline keeps increasing, with a faster pace of sanctioning
- Future sales growth based on fresh, growing backlog
- Client trust on TR franchise is key for long term success

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