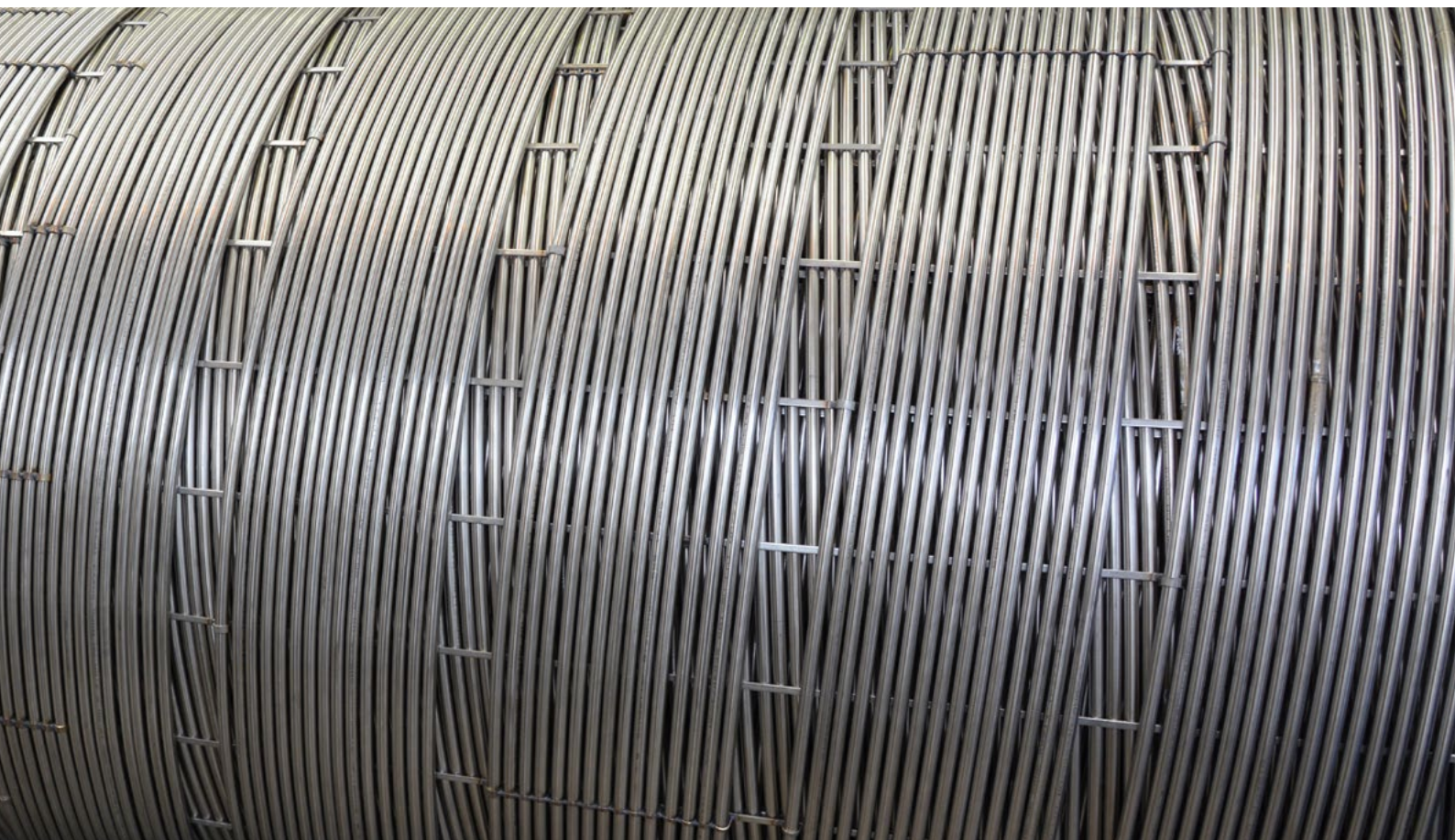




# PRESENTATION OF THE RESULTS

4<sup>th</sup> quarter of 2013



D. Jesús Esmorís  
**TUBACEX CEO**

The 2013 financial year has unfolded in an unfavorable market environment, characterized by macroeconomic uncertainties, the constant drop in the price of raw materials and the short-term reduction in the demand, which has been greater in the distribution market. Despite this environment, TUBACEX has managed to move forward in its two main strategic

pillars: the change of the product mix to higher value-added products and operational excellence. The progress in both directions allows the company to present positive growth results in comparison to those achieved in 2012. The EBITDA has increased by 12.0%, reaching 51.3 million Euros and the Net Profit stands at 15.0 million Euros, which is 26.6% above that of 2012.

However, the most characteristic event of the 2013 financial year has been cash generation resulting mainly from the intense Group efforts to lower working capital. The rigorous work done in this field has allowed us to reduce the working capital in 76.7 million Euros, thus closing the financial year with a gross cash generation

of 128 million Euros and reducing our net debt, which now stands at 3.8x EBITDA (vs. 5.7x in 2012).

In the first weeks of 2014, the market environment has remained similar to that of 2013. The distribution market still does not show signs of recovery. By contrast, the projects market has shown more dynamism with improvements foreseen for the second half of 2014.

Despite the unfavorable current environment, Tubacex's efforts on improving the product portfolio, the operational efficiency and seeking to maintain a sound financial position, will allow the company to move forward in the improvement of our performance throughout this year.

The macroeconomic data of the past two quarters have improved progressively, allowing for 2013 to be a year for moderate global recovery, although it has shown significant geographic differences.

After a disappointing start for the year in Europe, the Euro Zone was technically out of the recession in the second quarter. This recovery has been led mainly by Germany, followed by France, in a lesser degree. However, peripheral countries have also shown signs of recovery thanks to the reforms implemented on a national level and the correction of macroeconomic instability.

As for the USA, its indicators have improved from quarter to quarter and the solid internal demand has resulted in a slowdown in the speed of the purchase of bonds by the FED in January 2014.

However, although 2014 is expected to be a financial year in which we will see an expediting of growth, there are still certain risks that may endanger this incipient recovery, such as an unorganized exit from the FED expansive policy in the USA, an adjustment of growth in China and other emerging countries provoked by the reduction of stimulus or the resurgence of the Euro crisis.

In the currency market, the Euro has been the most highly valued international currency throughout 2013. The average currency exchange rate against the dollar amounted to 1.33 dollars, in contrast to 1.28 dollars in 2012. The maintenance of a systematically high currency exchange rate against the dollar, the British pound and the Brazilian real, has negatively impacted TUBACEX's income statement. We must also consider that the steep depreciation of the Japanese Yen throughout 2013 has hindered the Company's sales efforts against Japanese competitors.

Concerning raw materials, the 2013 financial year has been characterized by a continuous downward trend in prices.

## EVOLUTION OF THE NICKEL PRICE

DEC 11 - DEC 13 (\$/ton)

After a slight rebound in February, its price has shown a negative performance throughout the entire year. This fall in prices has increased during the second semester and has resulted in nickel prices closing at year end with an annual drop of 18.4%. The average nickel price has been 15,079 US\$/ton in 2013, which is 14% less than the average price in 2012.



The other two alloys with significant weight in the Group's supplies for the manufacture of stainless steel are molybdenum and chromium. The price of molybdenum has maintained a trend similar to that of nickel, with an overall drop of 15% with respect to the beginning of the year. As for the price of chromium,

after a small growth in the second quarter of the year, it suffered a correction in the third quarter, which has continued until year end.

Both effects, the appreciation of the Euro and the constant reduction of the price of raw materials, combined with

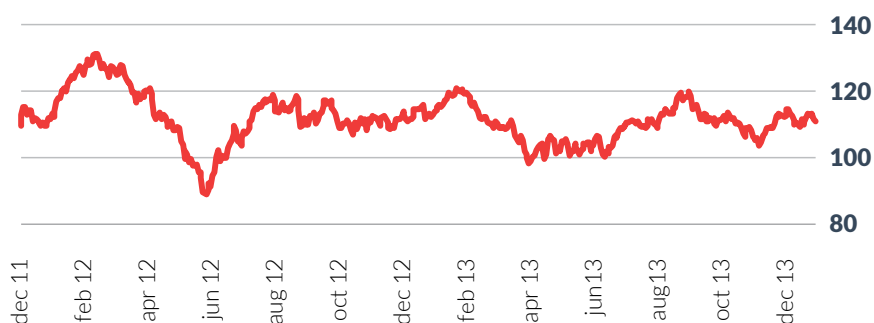
the significant reduction of stocks by the Group, have had an important negative impact in the Company's income statement.

Another important variable to consider is the maintenance of oil price in a structurally high level.

## EVOLUTION OF THE BRENT PRICE

DEC 11 - DEC 13 (\$/barrel)

Despite the small drop in crude oil barrel (Brent) prices at year end (-1.0%), the average price stood at 109.5 US\$/barrel, which is a high value that strengthens the major future expansion plans for the Oil&Gas and energy sectors (some of the main product-demanding sectors of the high value-added products manufactured by the Group).







## MAIN FINANCIAL FIGURES

Despite the unfavorable macroeconomic environment, the 2013 financial year has shown an improvement of results and profit margins, but above all it has been a year of cash generation.

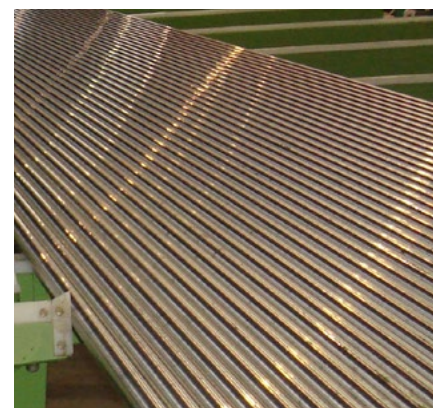
The consolidated sales figure has increased by 4.1% in comparison with 2012, thanks to an increase in the invoicing volume and an improved product mix, which have offset the drop in nickel prices and its effect on sales through alloy surcharges.

The aforementioned improvement in the product mix and the Group's advances towards operational excellence have allowed Tubacex to enhance the EBITDA margin, which stood at 9.3% (compared to 8.6% reached in 2012).

Moreover, it is necessary to highlight the extraordinary and consistent reduction in working capital as well as the Group's financial debt throughout the entire year. It is worth mentioning that TUBACEX is a group that works mainly on orders, therefore the working capital is generally sold, although it may be in the manufacturing process or pending invoicing or payment.

The working capital has closed the financial year with a drop of 76.7 million Euros, thanks to the decrease of current inventory and the improvement in client payment management and supplier payment. Financial debt, on the other hand, has been reduced by 67.7 million Euros.

At year end, the Net Financial Debt over EBITDA ratio stood at 3.8x, which is much lower than the 5.7x at the end of 2012, and closer to the Group's goal of maintaining this ratio below 3x in 2014.



### FINANCIAL FIGURES

(€ M)

	FY 2013	FY 2012	Change %	Q4 2013	Q4 2012	Change %
<b>Sales</b>	<b>554.1</b>	<b>532.4</b>	<b>4%</b>	<b>142.2</b>	<b>137.6</b>	<b>3%</b>
<b>EBITDA</b>	<b>51.3</b>	<b>45.8</b>	<b>12%</b>	<b>12.6</b>	<b>6.9</b>	<b>83%</b>
EBITDA margin	9.3%	8.6%		8.9%	5.0%	
<b>EBIT</b>	<b>31.5</b>	<b>26.5</b>	<b>19%</b>	<b>7.4</b>	<b>2.0</b>	<b>274%</b>
EBIT margin	5.7%	5.0%		5.2%	1.4%	
<b>Net Profit</b>	<b>15.0</b>	<b>11.9</b>	<b>27%</b>	<b>3.2</b>	<b>2.5</b>	<b>27%</b>
Net Margin	2.7%	2.2%		2.2%	1.8%	

	31/12/2013	31/12/2012
<b>Working Capital</b>	<b>217.6</b>	<b>294.3</b>
<b>Equity Group Share</b>	<b>259.9</b>	<b>251.5</b>
<b>Equity / Total Assets</b>	<b>40.8%</b>	<b>37.2%</b>
<b>Net Financial Debt</b>	<b>194.6</b>	<b>262.3</b>
<b>NFD/ EBITDA</b>	<b>3.8x</b>	<b>5.7x</b>

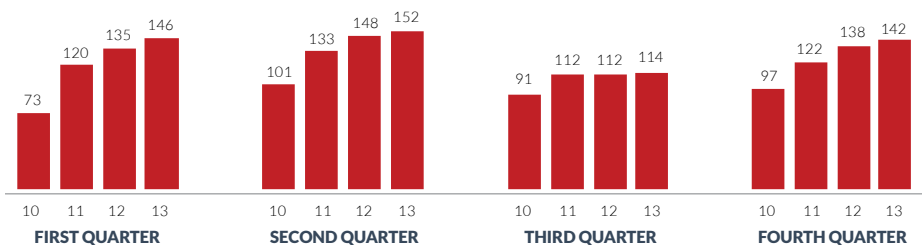
# MAIN FINANCIAL FIGURES

## QUARTERLY EVOLUTION

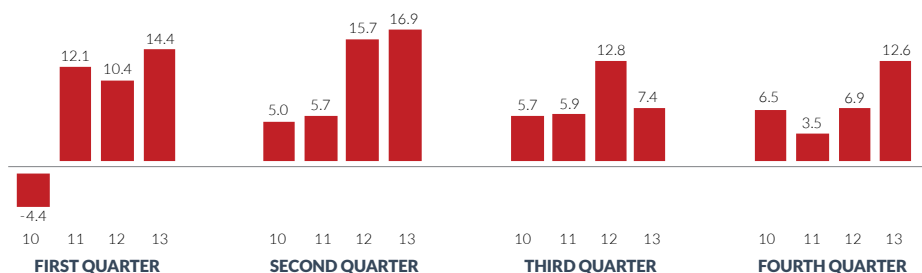
The results for the fourth quarter of the year imply a significant improvement in comparison to those of the fourth quarter of 2012. The sales figure reached 142.2 million Euros, which implies a 3.3% growth with respect to sales for the same quarter of 2012.

As regards EBITDA, it has increased by 83.3% and stands at 12.6 million Euros, with a 8.9% margin, which is clearly higher than the 5.0% margin reached in the last quarter of 2012.

## QUARTERLY EVOLUTION OF THE SALES FIGURE (€ M)



## QUARTERLY EVOLUTION OF THE EBITDA (€ M)



## PROPOSAL FOR THE DISTRIBUTION OF RESULTS

In line with the commitment to the Strategic Plan to share out between 30% and 50% of net profit, the Tubacex Board of Directors proposes a dividend payment of 0.0231 Euros

gross per share, which added to the interim dividend for the 2013 financial year, which was paid in November, accounts for a pay-out of 40%.





## BUSINESS EVOLUTION

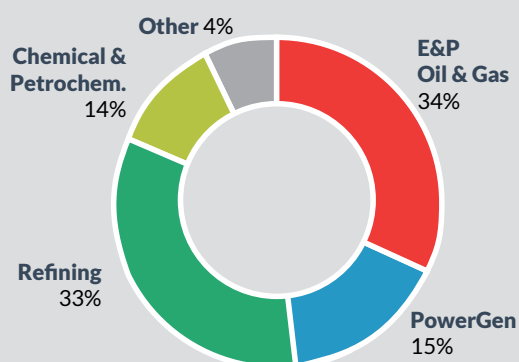
The 2013 financial year has been characterized by a gradual deterioration of market conditions.

During the year, the group has carried out its activities in an unfavorable market environment, in which the continued decline of prices for raw materials, the slowdown of economic growth and the economic crisis, espe-

cially in Europe, have caused a drop in demand, which has been very pronounced in the distribution sector.

Despite the above, in 2013 TUBACEX has maintained an average backlog of four / five months. Currently Tubacex has its backlog sold until May/June 2014.

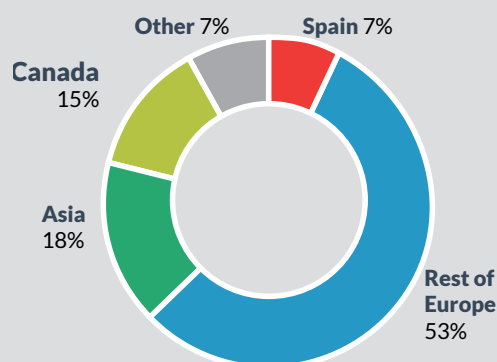
As for demand in the **Projects Market**, macroeconomic uncertainty has led to a slight slowdown in investment decisions, thus causing a slight reduction of order intake, with noticeable geographic differences. The slowdown has been sharper in Europe and Latin America, whilst the United States and Asian markets show better performance.



**BREAKDOWN OF SALES**  
2013 PROJECTS

By segments, the **Exploration and Production** segment (**E&P**) has shown a good performance and despite the delay in the implementation of the investment plan of some oil companies, which can have a short-term impact on the sales of OCTG production tubing, TUBACEX is confident regarding the performance of this segment throughout 2014.

Concerning the **Powergen** sector, 2013 has been characterized by the increase of orders in this segment, thanks to important orders for tubes for supercritical boilers received from the Chinese market. As for the **refining** sector, it continues to have the good performance it has shown throughout the year.



**GEOGRAPHIC DISTRIBUTION OF SALES**  
2013 CONSOLIDATED SALES

Geographically, more than half of the revenue of the Group proceeds from Europe. A variable to be taken into account is the Group's sales for new facilities in the oil, gas and energy sectors, in which the engineering companies and manufacturers are often European (and therefore Europe is the sale destination), but the final destination of the product is a different geographical area.





With respect to the **Distribution Market**, its performance during the 2013 financial year has been characterized by weakness, which has been accentuated in the third and fourth quarter, caused mainly by the downward trend of nickel prices and their effect on the alloy surcharge, which is ultimately leading to a short-term reduction in orders in this market.

Lastly, it is important to remember that in 2013, TUBACEX has achieved its goal of entering the umbilicals market, receiving the first orders for this type of tubes. Although the weight of this product in total sales is still very low, the Company maintains its forecast for a progressive entry in this market, with the goal of operating at 100% capacity by 2015.

As for the 2014 financial year, TUBACEX is cautious and does not expect great changes in the Distribution market, so the improvement of results and margins expected by the Company will be determined by an improvement in the performance of the Projects market and of the internal efficiency.





## SIGNIFICANT EVENTS

### TUBACEX SERVICES

23 october 2013

Tubacex Group has created a new subsidiary called Tubacex Services, to bring together several necessary services deriving from the Group's increasing focus on high value-added products.

The new company will have a shot-peening facility in Cantabria, which is a specific treatment geared to increase the resistance of tubes for supercritical boilers.



### DIVIDENDS

11 november 2013

Due to the favorable evolution of TUBACEX cash generation, in October 2013 the Board of Directors decided to pay out an interim dividend against the 2013 accounts. The payment was issued on November 11 at an amount of 0.0231 Euros gross per share.

This dividend, together with the two dividend distributions in the first half of the year, charged against 2012 results, show TUBACEX's clear commitment to the remuneration of its shareholders.



# SIGNIFICANT EVENTS

## START-UP OF THE NEW OCTG FINISHING LINE

November 2013

Throughout the quarter the new finishing line for OCTG production tubing has become completely operational. This totally automated line will allow to increase the Group's productivity in one of its key products, maintaining maximum quality levels and reducing delivery times, which will contribute to improving Tubacex's positioning in this market niche.



## TUBACEX PRODUCTION SYSTEM (TxPS)

2013-2014

Tubacex Group has launched a unique and universal production system based on continuous improvement called Tubacex Production System (TxPS). TxPS' motto "Together towards excellence" will lead the company towards operational excellence, which is one of the pillars of the 2013-2017 Strategic Plan. Throughout 2013, TxPS has been implemented successfully at the Acerálava, TTI Amurrio and TTI Llodio plants. And in 2014 it will be implemented in the rest of the Group's plants on a global level.







## TUBACEX ON THE STOCK MARKET

### EVOLUTION OF TUBACEX STOCK

JAN 13 - DEC 13

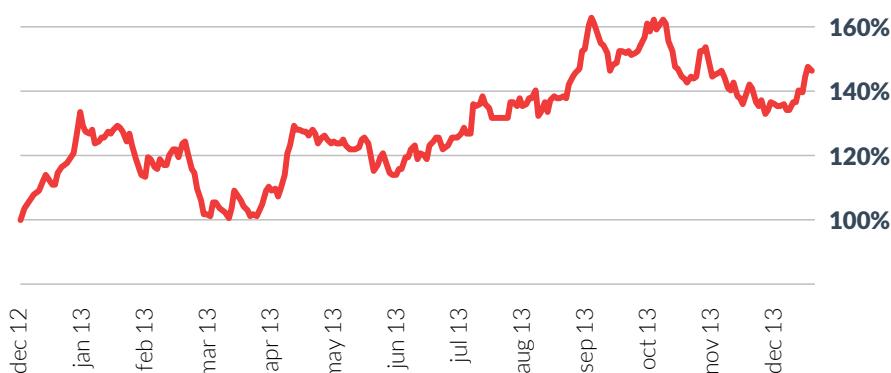
TUBACEX shares have increased by 45.6% during the 2013 financial year, closing with a value of €2.89 per share at 31 December, which represents a market capitalization of 384.3 million Euros.

As regards the fourth quarter of the year, the shares have suffered a slight correction (-1.4%), going from €2.93 per share at the end of September to €2.89 in December.

The 2013 financial year has been the first over the past five years to show a positive performance in terms of share liquidity.

During the year, a total of 108.1 million TUBACEX shares were traded, 2.6 times more than those traded in

the same period of 2012, which represents a rotation of 81.3% of the Company's capital.



### TUBACEX SHAREHOLDING

#### CURRENTLY

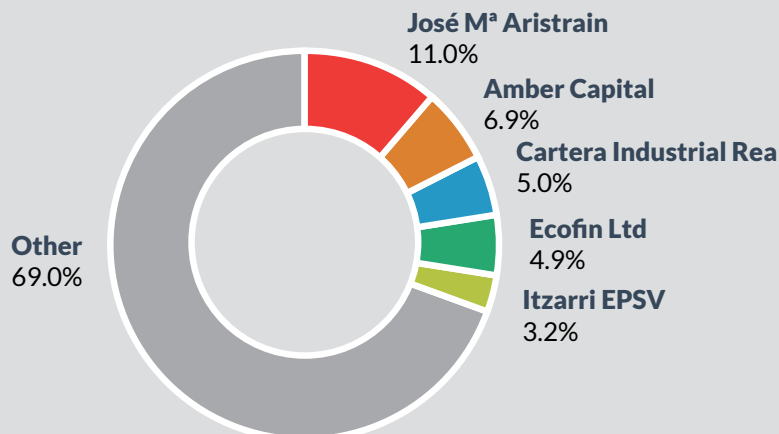
During the fourth quarter of 2013, there have been no changes in the significant shareholders of the Company.

However, after the year end, on 3 February 2014, the shareholders' structure has changed.

On the one hand, Larrender S.L. has sold its entire stake in Tubacex, thus resigning from its two proprietary directors in the Board of Directors. On the other hand, Jose María Aristrain de la Cruz and Amber Capital became significant shareholders with a participation of 11.0% and 6.9%, respectively.

Therefore, as stated in the Spanish Securities Exchange Commission (CNMV), the shareholder structure

of the company at 3 February is the following:



Source: CNMV (Spanish Securities Exchange Commission)



## FINANCIAL FIGURES

### CONSOLIDATED BALANCE SHEET

(€ M)

	31/12/2013	31/12/2012	Change %
Tangible assets	192.7	173.8	10.9%
Intangible assets	35.1	34.0	3.0%
Financial assets	55.2	54.6	1.1%
<b>Non-current assets</b>	<b>282.9</b>	<b>262.4</b>	<b>7.8%</b>
Inventories	186.4	231.6	-19.5%
Receivables	100.6	116.6	-13.7%
Other account receivables	32.8	33.2	-1.3%
Other current assets	1.7	1.8	-5.9%
Derivative financial instruments	0.2	0.7	-70.8%
Cash and equivalents	32.5	28.9	12.3%
<b>Current assets</b>	<b>354.2</b>	<b>412.9</b>	<b>-14.2%</b>
<b>TOTAL ASSETS</b>	<b>637.1</b>	<b>675.3</b>	<b>-5.7%</b>
Equity, Group Share	259.9	251.5	3.3%
Minority interests	3.6	0.5	649.0%
<b>Equity</b>	<b>263.4</b>	<b>252.0</b>	<b>4.6%</b>
Interest-bearing debt	93.5	137.2	-31.9%
Derivative financial instruments	0.2	0.5	-65.7%
Provisions and other	35.0	38.4	-8.8%
<b>Non-current liabilities</b>	<b>128.7</b>	<b>176.1</b>	<b>-26.9%</b>
Interest-bearing debt	133.6	154.0	-13.3%
Derivative financial instruments	1.0	1.3	-18.9%
Trade and other payables	69.4	53.9	28.7%
Other current liabilities	41.0	38.0	7.9%
<b>Current liabilities</b>	<b>245.0</b>	<b>247.2</b>	<b>-0.9%</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>637.1</b>	<b>675.3</b>	<b>-5.7%</b>



## CONSOLIDATED P&L

(€ M)

	FY 2013	FY 2012	Change %	Q4 2013	Q4 2012	Change %
Sales	554.1	532.4	4.1%	142.2	137.6	3.3%
Change in inventories	(35.0)	30.4	n.m.	(2.4)	(3.8)	-37.3%
Other income	6.9	5.9	16.5%	4.0	3.6	11.3%
Cost of materials	(270.7)	(333.2)	-18.7%	(74.7)	(82.5)	-9.5%
Personnel expenses	(112.7)	(108.6)	3.8%	(32.6)	(33.3)	-2.2%
Other operating costs	(91.3)	(81.2)	12.5%	(23.8)	(14.6)	62.9%
<b>EBITDA</b>	<b>51.3</b>	<b>45.8</b>	<b>12.0%</b>	<b>12.6</b>	<b>6.9</b>	<b>83.3%</b>
Depreciation	(19.7)	(19.2)	2.7%	(5.3)	(4.9)	6.9%
<b>EBIT</b>	<b>31.5</b>	<b>26.5</b>	<b>18.7%</b>	<b>7.4</b>	<b>2.0</b>	<b>273.6%</b>
Financial Result	(13.5)	(13.4)	0.6%	(2.6)	(2.9)	-8.8%
Exchange differences	(1.4)	(0.0)	n.m.	(0.9)	(0.3)	183.0%
<b>Profit Before Taxes</b>	<b>16.6</b>	<b>13.1</b>	<b>26.5%</b>	<b>3.8</b>	<b>(1.3)</b>	<b>n.m.</b>
Income taxes	(2.0)	(1.0)	89.8%	(1.1)	3.6	n.m.
<b>Consolidated Net Income</b>	<b>14.6</b>	<b>12.1</b>	<b>21.0%</b>	<b>2.7</b>	<b>2.3</b>	<b>18.5%</b>
Minority interests	0.4	(0.2)	n.m.	0.4	0.2	130.1%
<b>Net Income, Group Share</b>	<b>15.0</b>	<b>11.9</b>	<b>26.6%</b>	<b>3.2</b>	<b>2.5</b>	<b>26.7%</b>

\* n.m.: not meaningful

## MAIN FINANCIAL RATIOS

(€ M)

	FY 2013	FY 2012	% Change
NFD / EBITDA	3.8x	5.7x	-34%
EBITDA Margin	9.3%	8.6%	8%
RoE	5.8%	4.7%	23%
ROCE	4.9%	4.0%	21%
Interest coverage	2.3x	2.0x	18%
Net working capital / sales	39.3%	55.3%	-29%