



# PRESENTATION OF THE RESULTS

4<sup>th</sup> quarter of 2014



D. Jesús Esmorís  
**CEO**

"2014 has been a year of growth for TUBACEX, in spite of the unfavorable market environment. Gradual progress in the Group's strategic pillars enables extremely positive results to be presented today. The EBITDA has increased by 25% with respect to 2013, reaching 64.1 million Euros, whilst profit before tax has almost doubled, standing at 32.6 million Euros.

During 2014, TUBACEX has successfully completed the First Phase of its Strategic Plan aimed at the genera-

tion of cashflow. All of the objectives set out for this Phase have been completed and have even been exceeded in most cases, leading us towards the objectives for the Second Phase. This is the case of the EBITDA Margin, which closed the year at 11.7%, very near to the 12% objective of the second Phase, or NWC over sales which has fallen below 40%. For this reason, TUBACEX announced in July that it was bringing forward Phase 2, which is focused on growth.

Within this Second Phase, TUBACEX has recently announced the acquisition of IBF in Italy and Prakash in India. These two operations fit perfectly into the strategic objective of becoming a solutions provider as we can complement the range of products we offer and strengthen our presence in the markets with the fastest expected growth.

Thanks to these acquisitions, the TUBACEX Group has become the leading manufacturer of seamless stainless

steel tubes worldwide and the only manufacturer capable of offering the whole dimensional range. Furthermore, the Group now has industrial platforms in Spain, Austria, USA, Italy, China and India.

The market environment for 2015 is complicated, with a significant fall in oil prices, which is causing a delay in some investments. However, TUBACEX is firmly committed to its strategy of becoming a leading solutions provider for the Oil and Gas sectors and believes that the current oil prices are not sustainable.

The significant improvements achieved in Phase I of our Strategic Plan put us in a better position to face this unfavorable market. We have no doubt that by relying on our Business Strategy, with a focus on Premium Products, on our Operational Strategy, based on continuous improvement, and applying a strict cost control policy, we will come out of this crisis in a stronger position."



## MARKET ENVIRONMENT

After a light slowdown in the global economy in 2013, 2014 has shown a slight improvement from the macro-economic point of view, with a global growth of more than 3%. This growth has been observed in almost all the reference economies, although with large differences depending on the geographic areas.

While emerging economies continue to grow strongly (although less than in previous years), in developed economies we can encounter very significant geographic differences, among which we must highlight the solid growth of the North American economy (>2%) that contrasts with the lighter growth in the Eurozone (<1%) and Japan (<0.5%).

As far as raw materials are concerned, the second half of the year has been characterized by a correction in the prices, which has lessened the strong upward trend of the first half.

The average **nickel** price stood at 16,932 dollars/ton during the year, which is 12% higher than the average price registered in 2013.

### EVOLUTION OF THE NICKEL PRICE

DEC 11 - DEC 14 (\$/ton)

**Nickel** price stood at 18,800 dollars per ton at the end of June, 34.3% higher than at the beginning of the year. However, the correction in prices in the second semester resulted in the year closing at 15,025 dollars per ton, which implies a growth of 7.3%.



The other two alloys with a significant weight in the Group's supplies for the manufacture of stainless steel, **molybdenum** and **chromium**, have also varied in the same way as nickel, with a strong growth in the first half which was corrected throughout the second

semester of the year.

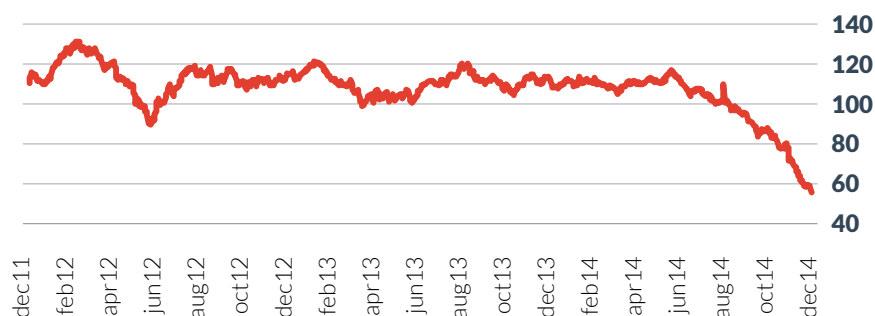
In terms of **oil** prices, the fourth quarter has seen an intensification of the fall that started in the previous quarter.

TUBACEX trusts that the current price levels are not structural and, therefore, confirms its full confidence in its commitment to the Upstream sector and the good investment prospects of the Oil&Gas sector in the medium- to long-term.

### EVOLUTION OF THE BRENT PRICE

DEC 11 - DEC 14 (\$/barrel)

The Brent has closed the year at \$55.5 barrel, which implies a drop of 50% during the year. This trend has remained steady during the first weeks of 2015, when the Brent stood at minimum figures during the last four years, reaching \$45, although it has been eased in February and now remains close to \$60 barrel.





## MAIN FINANCIAL FIGURES

The results obtained for 2014 show important growth with respect to 2013 and the successful fulfillment of Phase I of the Company's Strategic Plan.

On one hand, the TUBACEX Group has continued advancing in its business strategy, aimed at increasing the weight of premium products. Thanks to the progress in this area and in spite of the slight reduction in volume with respect to last year, the sales figure stands at 546.7 million Euros, in line with the figure achieved in 2013.

On the other hand, TUBACEX has also continued with its industrial strategy, whose priority focus is operational excellence. Achievements in the indus-

trial field together with the aforementioned improvement in the mix have considerably improved the EBITDA Margin, placing it at 11.7%, far higher than the strategic objective of 10% for the year end and almost fulfilling the strategic target set out in Phase II of the Strategic Plan (2015-2016). It is worth mentioning that this EBITDA margin is very important for TUBACEX as it represents a return to an annual EBITDA margin in double figures (which was last reached in 2008). Therefore, the EBITDA for the year reached 64.1 million Euros, which represents growth of 25.1% with respect to 2013.

Similarly, TUBACEX has maintained its working capital control policy through-

out the year, which has enabled the working capital to be reduced to 202.4 million Euros (15.2 million Euros less than the close of 2013). This working capital figure represents 37.0% of sales, hence fulfilling the objective of closing the year at 45% and even bringing forward the fulfillment of the 40% objective set out in Phase II of the Strategic Plan.

The net financial debt has been reduced by 43.1 million Euros over the year, falling from 194.6 million Euros at the close of 2013 to 151.5 million Euros in 2014. The Net Financial Debt over EBITDA for TUBACEX stands at 2.4 times, once more fulfilling the Group's objective of keeping this ratio below 3 times by the end of the year.

### FINANCIAL FIGURES

(€ M)

	2014	2013	change %	Q4 2014	Q4 2013	change %
<b>Sales</b>	<b>546.7</b>	<b>554.1</b>	<b>-1.4%</b>	<b>146.7</b>	<b>142.2</b>	<b>3.2%</b>
<b>EBITDA</b>	<b>64.1</b>	<b>51.3</b>	<b>25.1%</b>	<b>15.1</b>	<b>12.6</b>	<b>19.6%</b>
EBITDA margin	11.7%	9.3%		10.3%	8.9%	
<b>EBIT</b>	<b>43.7</b>	<b>31.5</b>	<b>38.5%</b>	<b>9.8</b>	<b>7.4</b>	<b>32.4%</b>
EBIT margin	8.0%	5.7%		6.7%	5.2%	
<b>EBT</b>	<b>32.6</b>	<b>16.6</b>	<b>96.6%</b>	<b>7.4</b>	<b>3.8</b>	<b>95.1%</b>
EBT margin	6.0%	3.0%		5.1%	2.7%	
<b>Net Profit</b>	<b>23.8</b>	<b>15.0</b>	<b>58.2%</b>	<b>4.8</b>	<b>3.2</b>	<b>52.8%</b>
Net Margin	4.3%	2.7%		3.3%	2.2%	

	31/12/2014	31/12/2013
<b>Working Capital</b>	<b>202.4</b>	<b>217.6</b>
<b>Equity Group Share</b>	<b>285.2</b>	<b>259.9</b>
<b>Equity / Total Assets</b>	<b>40.7%</b>	<b>40.8%</b>
<b>Net Financial Debt</b>	<b>151.5</b>	<b>194.6</b>
<b>NFD/ EBITDA</b>	<b>2.4x</b>	<b>3.8x</b>



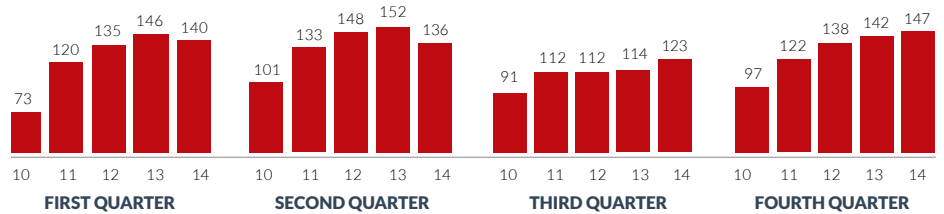
## QUARTERLY EVOLUTION

The results for the fourth quarter of the year imply a significant improvement in comparison to those of the fourth quarter of 2013. The sales figure reached 146.7 million Euros, which implies a 3.2% growth with respect to sales for the same quarter of the previous year.

As regards EBITDA, it has increased by 19.6% and stands at 15.1 million Euros, with a 10.3% margin, which is clearly higher than the 8.9% margin reached in the last quarter of 2013.

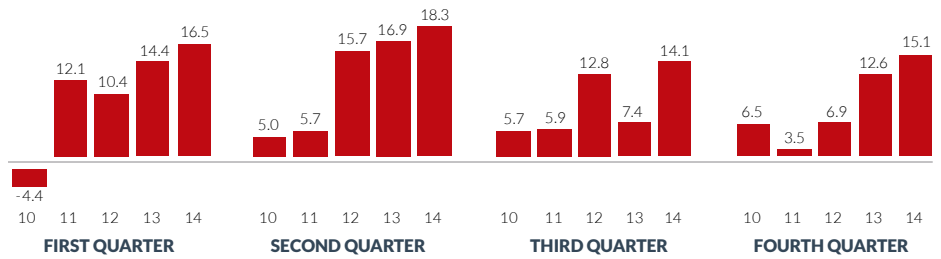
## QUARTERLY EVOLUTION OF THE SALES FIGURE

(€ M)



## QUARTERLY EVOLUTION OF THE EBITDA

(€ M)

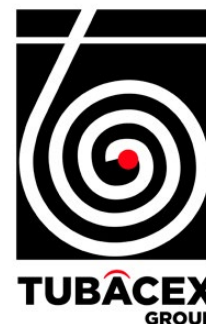
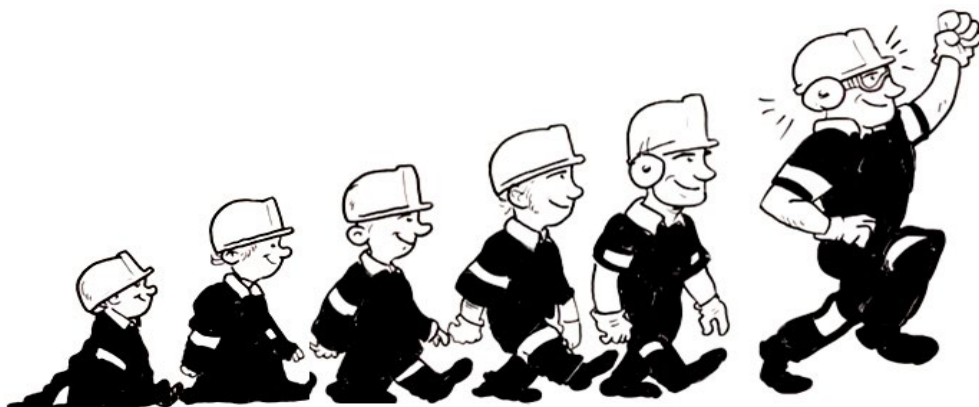


## PROPOSAL FOR THE DISTRIBUTION OF RESULTS

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 0.0501 Euros

gross per share, which added to the interim dividend for the 2014 financial year, which was paid in January 2015, accounts for a pay-out of 40%.





## CURRENT STATUS OF THE STRATEGIC PLAN

In July 2013 TUBACEX released its Strategic Plan, which steers its actions until 2017 and that includes four strategic objectives:

- Double the company's value
- Reduce market volatility
- Be a benchmark supplier for clients
- Be the company for which people want to work

The achievement of these four strategic objectives is based on two core pillars: the business strategy (product and market) and the industrial strate-

gy focused on operational excellence.

In order to meet its objectives TUBACEX defined three different stages:

(i) Phase I focused on cash generation during 2013 and 2014, (ii) Phase II oriented to growth in 2015 and 2016 and (iii) the Third Phase focused on consolidate the achievements of the previous stages.

Results released today mean the successful fulfillment of the First Phase

and the completion of all the objectives set out for this stage. Moreover, in many cases, the objectives achieved are closer to goals of the Second Phase. Thus TUBACEX has already entered into the Growth Phase as evidenced by the acquisitions of IBF in Italy and Prakash in India and the Greenfield project in Cantabria. Thanks to these actions, TUBACEX Group has become the leading manufacturer of seamless stainless steel tubes.



**CASH GENERATION**



**GROWTH**

**PHASE I  
2013-2014**

**PHASE II  
2015-2016**

**FY 2014**

**PRODUCT MIX**

30% Premium Products vs.  
70% Traditional

40% Premium Products vs.  
60% Traditional

**36.2%**

**SALES GROWTH**

>15%

>15%

**+15%<sup>1</sup>**

**EBITDA MARGIN**

10%

12%

**11.7%**

**NET DEBT / EBITDA**

<3x

2-3x

**2.4x**

**ROCE**

10%

12%

**10%**

**WORKING CAPITAL / SALES**

45%

40%

**37.0%**

1) Sales growth FY2014 vs. FY2012, assuming stable nickel price.



## BUSINESS EVOLUTION

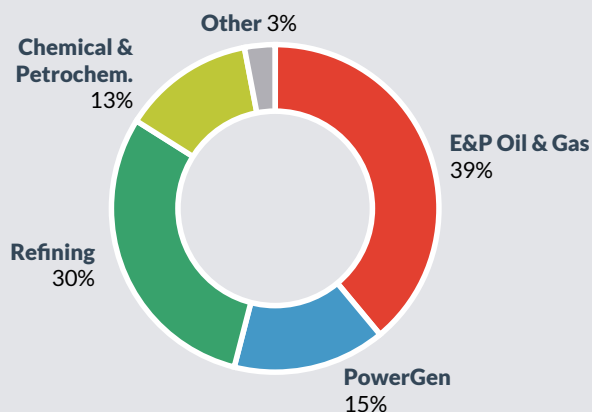
From a commercial point of view, 2014 has been characterized by an increase in order intake both in terms of quantity and product mix sold.

However, this performance, which is extremely positive in general terms (as it has been achieved in an unstable environment in terms of the price of raw materials), has been marked by the inconsistent performance of the different products and markets that make up demand for the TUBACEX Group.

In the **Projects Market**, in which the Group's most specialized products are concentrated, we have increased our market share and invoicing figures have been high throughout the year, offsetting the evolution of the **Distribution Market**, aimed at the more standard product, which has undergone a downward trend throughout the year.

Tubacex currently has its backlog sold until April/May 2015.

Looking towards 2015, it must be highlighted that order intake for the last quarter of the year has been affected by the brusque fall in oil prices, which have dropped by more than 50% since summer. However, as already mentioned, TUBACEX firmly believes that the current price levels are not structural and is fully committed to its strategic objective of becoming a leading solutions provider for the oil and gas sector.

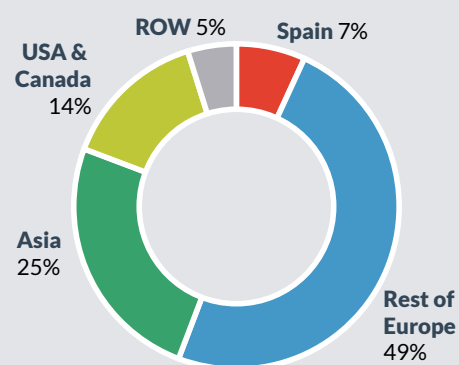


### BREAKDOWN OF SALES

#### 2014 PROJECTS

By segments, the **Oil & Gas Exploration and Production** segment continues its good performance and has increased its weight in the Group's total sales, in line with the Company's strategic objectives. Within this sector, the performance of tubes for oil and gas extraction can be highlighted, significantly increasing its weight in sales, as well as tubes for the off-shore market where TUBACEX continues to extend its range of products, from tubes for oil platforms to tubes for the manufacture of umbilicals and other equipment for underwater handling and extraction of hydrocarbons.

As for the **Powergen** sector, following a slight slowdown mid year caused mainly by the growth slowdown in China, the main destination for supercritical boiler tubes, demand during the last quarter of the year has undergone an upturn with important orders that will be translated into sales in 2015. In terms of the **Refining** sector, demand has remained low with relevant orders received from the USA, but with good perspectives due to the increase in the refining margins for the oil companies.



### GEOGRAPHIC DISTRIBUTION OF SALES

#### 2014 CONSOLIDATED SALES

Geographically, more than half of the revenue of the Group proceeds from Europe. It must be taken into account that in the Group's sales for new facilities in the oil, gas and energy sectors, the engineering firm or manufacturer of the Group's client equipment is often European (and therefore Europe is the sale destination), but the final destination of the product is a different geographical area.





## SIGNIFICANT EVENTS

### PRESENTATION OF THE ACQUISITION OF IBF

November 2014

On 11 November, TUBACEX presented the acquisition of the Italian company IBF at the Stock Market Palace in Madrid, before an audience of almost 80 people from the financial world.

The CEO of Tubacex Group, Jesús Esmorís, was responsible for the presentation, with the presence of the IBF General Manager, Roberto Cazzaniga and the Tubacex CFO, Guillermo Ruiz-Longarte.

*After the closure of the financial year, on 9 January 2015, TUBACEX informed the Spanish Securities Exchange Commission (CNMV) that it had completed the acquisition of 65% of IBF stock and holds a purchase option on the remaining 35%. This agreement brings into effect the integration of IBF into TUBACEX Group.*



### ADIPEC FAIR

November 2014

TUBACEX has attended the Abu Dhabi International Petroleum Exhibition and Conference (ADIPEC), in Abu Dhabi, United Arab Emirates. It is one of the greatest trade fairs in the oil world and the largest in its segment in the Middle East, a showcase for technologies, products and trends of the oil sector. This fair has allowed the Group to showcase its new product developments for the oil and gas industry and the petrochemical sector.



## METALEXPO FAIR

November 2014

Also in November, TUBACEX attended the Metal Expo 2014 exhibition in Moscow. This trade fair has become one of the most important international events for manufacturers and consumers of steel, tubes and accessories, as well as oil and gas producers, especially from Russia, the Commonwealth of Independent States (CIS) and Baltic countries. The fair was visited by over 650 companies of the sector from 35 countries and over 30,000 professional visitors from different parts of the world



## DIVIDENDS

December 2014

The TUBACEX Board of Directors meeting held on 19 December approved an interim dividend against the results of the year 2014, amounting to 0,0231 euros gross per share, payable on 20 January 2015.

## AGREEMENT TO ACQUIRE PRAKASH STEELAGE

February 2015

After the closure of the financial year, TUBACEX has reached an agreement, with the Indian company Prakash Steelage, to buy 67.53% of its seamless stainless steel tubes business.

This acquisition fits perfectly into the company's Strategic Plan and will enable TUBACEX to strengthen its position Asia, one of the fastest growing markets.







## TUBACEX ON THE STOCK MARKET

### EVOLUTION OF TUBACEX STOCK

JAN 14 - DEC 14

TUBACEX shares have increased by 7.3% during the 2014 financial year, closing with a value of €3.10 per share at 31 December, which represents a market capitalization of 412.2 million Euros.

As regards shares' liquidity, it has maintained the positive trend it started in 2013, which has enabled the rotation of over 100% of the Company's stock for the first time since 2009.

Throughout 2014, a total of 162.0 million shares have been traded, representing a rotation of 122%

of the stock as well as an increase of 50% over the previous year.



### TUBACEX SHAREHOLDING

16.02.15

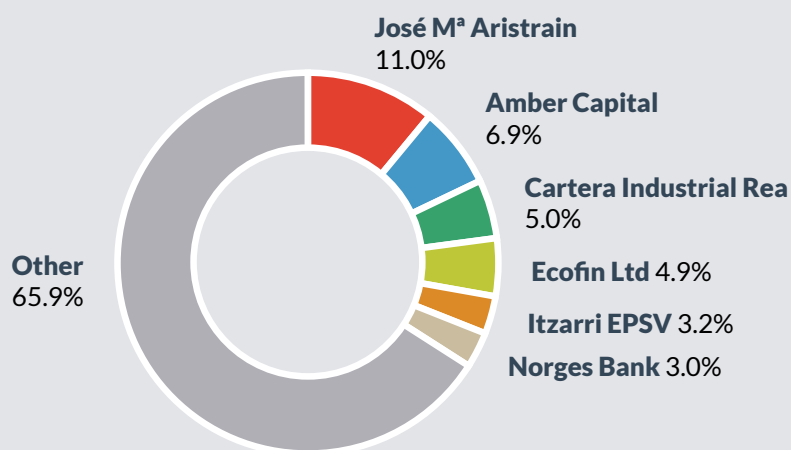
During the last quarter of the year, there has been a new change in the structure of TUBACEX's significant shareholders.

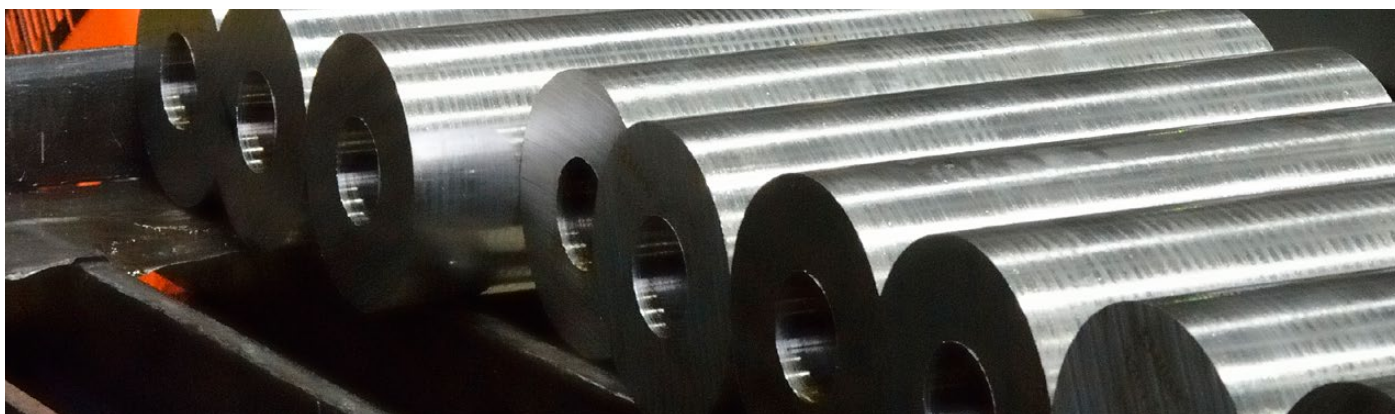
At 18 December, Norges Bank has notified the Spanish Securities Exchange Commission (CNMV) the acquisition of the significant shareholder status with a participation of 3.05% of the capital.

This change joins those that took place during the first quarter of the year and, as we reported at the time, they consisted of the loss of Larreder S.L. as a significant shareholder and

the incorporation of Corporación Aristrain and Amber Capital as significant shareholders.

According to the Spanish Securities Exchange Commission, the TUBACEX shareholding is structured as follows.





## FINANCIAL FIGURES

### CONSOLIDATED BALANCE SHEET

(€ M)

	31/12/2014	31/12/2013	% change
Tangible assets	198.7	192.7	3.1%
Intangible assets	36.9	35.1	5.2%
Financial assets	51.7	55.2	-6.4%
<b>Non-current assets</b>	<b>287.3</b>	<b>282.9</b>	<b>1.5%</b>
Inventories	209.0	186.4	12.1%
Receivables	67.8	100.6	-32.7%
Other account receivables	25.8	32.8	-21.3%
Other current assets	1.3	1.7	-25.4%
Derivative financial instruments	0.6	0.2	168.4%
Cash and equivalents	108.6	32.5	234.2%
<b>Current assets</b>	<b>413.0</b>	<b>354.2</b>	<b>16.6%</b>
<b>TOTAL ASSETS</b>	<b>700.3</b>	<b>637.1</b>	<b>9.9%</b>
Equity, Group Share	282.2	259.9	8.6%
Minority interests	2.9	3.6	-18.1%
<b>Equity</b>	<b>285.1</b>	<b>263.4</b>	<b>8.2%</b>
Interest-bearing debt	120.7	93.5	29.1%
Derivative financial instruments	0.5	0.2	194.5%
Provisions and other	42.0	35.0	20.0%
<b>Non-current liabilities</b>	<b>163.3</b>	<b>128.7</b>	<b>26.8%</b>
Interest-bearing debt	139.4	133.6	4.3%
Derivative financial instruments	1.1	1.0	7.9%
Trade and other payables	74.3	69.4	7.1%
Other current liabilities	37.1	41.0	-9.5%
<b>Current liabilities</b>	<b>259.1</b>	<b>245.0</b>	<b>2.8%</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>700.3</b>	<b>637.1</b>	<b>9.9%</b>

## CONSOLIDATED P&L

(€ M)

	2014	2013	change %	Q4 2014	Q4 2013	change %
Sales	546.7	554.1	-1.4%	146.7	142.2	3.2%
Change in inventories	7.7	(35.0)	n.m.	(5.9)	(2.4)	149.7%
Other income	6.6	6.9	-3.3%	2.0	4.0	-51.0%
Cost of materials	(292.6)	(270.7)	8.1%	(85.2)	(74.7)	14.0%
Personnel expenses	(116.3)	(112.7)	3.2%	(28.9)	(32.6)	-11.4%
Other operating costs	(88.0)	(91.3)	-3.7%	(13.5)	(23.8)	-43.2%
<b>EBITDA</b>	<b>64.1</b>	<b>51.3</b>	<b>25.1%</b>	<b>15.1</b>	<b>12.6</b>	<b>19.6%</b>
Depreciation	(20.5)	(19.7)	3.7%	(5.3)	(5.3)	1.7%
<b>EBIT</b>	<b>43.7</b>	<b>31.5</b>	<b>38.5%</b>	<b>9.8</b>	<b>7.4</b>	<b>32.4%</b>
Financial Result	(11.5)	(13.5)	-14.9%	(2.4)	(2.6)	-9.1%
Exchange differences	0.5	(1.4)	n.m.	0.1	(0.9)	n.m.
<b>Profit Before Taxes</b>	<b>32.6</b>	<b>16.6</b>	<b>96.6%</b>	<b>7.4</b>	<b>3.8</b>	<b>95.1%</b>
Income taxes	(9.4)	(2.0)	n.m.	(3.0)	(1.1)	178.1%
<b>Consolidated Net Income</b>	<b>23.3</b>	<b>14.6</b>	<b>58.9%</b>	<b>4.5</b>	<b>2.7</b>	<b>62.7%</b>
Minority interests	0.5	0.4	31.9%	0.4	0.4	-11.4%
<b>Net Income, Group Share</b>	<b>23.8</b>	<b>15.0</b>	<b>58.2%</b>	<b>4.8</b>	<b>3.2</b>	<b>52.8%</b>

\* n.m.: not meaningful

## MAIN FINANCIAL RATIOS

(€ M)

	2014	2013	change %
NFD / EBITDA	2.4x	3.8x	-38%
NFD / Shareholders' Equity	53.7%	74.9%	-28%
EBITDA Margin	11.7%	9.3%	27%
EBIT Margin	8.0%	5.7%	40%
RoE	8.4%	5.8%	46%
ROCE	10.0%	6.9%	45%
Interest coverage	3.8x	2.3x	63%
Net working capital / sales	37.0%	39.3%	-6%