# Results Presentation
# 9M 2026 Results

TUBACEX GROUP

October 2026

# 9M 2026 | Executive summary

- In the first nine months of 2026, Tubacex recorded **sales** of **€475.6M** and **EBITDA** of **€54.0M**, with an **11.4% margin**, in a global environment that remains very challenging.
- Performance continues to reflect the lingering effects of **lower order intake in 2025**, affected by **US tariff policies** that remain in force. This is compounded by an **adverse geopolitical environment**, marked by the war in Ukraine and the conflict in the Middle East that began in March 2026, which continues to delay investment decisions and hamper the recovery in activity.
- Since March, **disruptions linked to Abu Dhabi** have affected the Group's entire value chain and **increased working capital requirements**.
- Profitability reflects the impact of **lower activity volumes** and **higher operating, logistics and energy costs**; **efficiency improvement measures** and the **premium mix** help sustain **a double-digit EBITDA margin.**
- The Group's diversification and focus on high value-added products remain key strengths. **OCTG** continues to deliver robust and growing revenue, **the Umbilicals** order book is at record levels, **A&D** is progressing well commercially, and **Nuclear** has advanced award opportunities.
- The **order book** stands at €**1,162M**, slightly above June, showing the **first signs of stabilization** after several quarters of decline.
- The **near term** remains **challenging**. However, expected new awards, particularly in **Nuclear**, and progress in the commercial pipeline could strengthen the order book and lay the foundations for a **recovery in activity in 2027**.

## 9M 2026 IN FIGURES

**SALES**
**€475.6 M**

**EBITDA**
**€54.0 M**

**EBITDA Margin**
**11.4%**

**NFD / EBITDA***
**5.4x**

*Calculated based on the last twelve months' EBITDA, before the voluntary year-end 2025 adjustments.



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# MAIN **FINANCIAL FIGURES**

| *(€M)* | 9M 2025 | 9M 2026 | % Var. |
|---|---|---|---|
| **Sales** | 525.9 | 475.6 | -9.6% |
| **EBITDA** | 84.6<br>*16.1%* | 54.0<br>*11.4%* | -36.2% |
| **EBIT** | 50.4<br>*9.6%* | 17.9<br>*3.8%* | -64.4% |
| **Profit Before Tax and Minorities** | 26.9<br>*5.1%* | (2.4)<br>*neg.* | n.m. |
| **Net Income** | 16.7<br>*3.2%* | (5.5)<br>*neg.* | n.m. |

| | Dec. 25 | Sept. 26 | Var. (€M) |
|---|---|---|---|
| **Working Capital**<br>***% sales*** | 323.9<br>*45.0%* | 384.1<br>*57.4%* | +60.2 |
| **Net Financial Debt**<br>***(x EBITDA)[1]*** | 344.8<br>*3.3x* | 405.0<br>*5.4x* | +60.2 |

1. Calculated based on last twelve months' EBITDA, before the voluntary year-end 2025 adjustments.

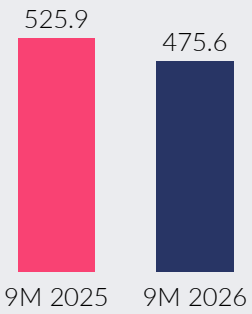
neg.: negative | n.m.: not meaningful

**EBITDA, working capital and net financial debt continue to reflect the impact of operational and logistical disruptions in Abu Dhabi, which have affected planning and invoicing across the Group's value chain.**

**This temporary effect is expected to normalize as operations and logistics flows stabilize.**

# MAIN FIGURES FROM THE **INCOME STATEMENT**

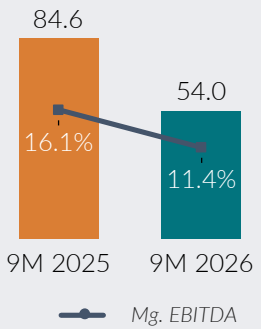
**SALES**
€M




## Sales

- Sales reached **€475.6M,** 9.6% below 9M 2025, in an environment that remains very challenging.
- Performance reflects the lingering effects of **lower order intake in 2025**, while **tariff uncertainty** and **geopolitical tensions** in the Middle East continue to hinder the recovery in activity.
- **OCTG revenue continues to grow**, supported by Abu Dhabi despite the disruptions, while **lower value-added products** remain the most affected by lower activity and **competitive pressure**.

**EBITDA**
€M




## EBITDA

- EBITDA reached **€54.0M**, with a margin of **11.4%**.
- Profitability is affected by **lower activity volumes**, lower fixed-cost absorption and **higher energy and gas costs**.
- Higher **logistics costs** associated with supply to Abu Dhabi have put further pressure on margins.
- **Excluding operating cost overruns** arising from the conflict in the Middle East and assuming a **normal level of activity**, the **EBITDA margin** would have been within the **strategic target range**.
- **Efficiency improvement measures** and **operational discipline**, together with a focus on **higher value-added solutions**, help sustain profitability.



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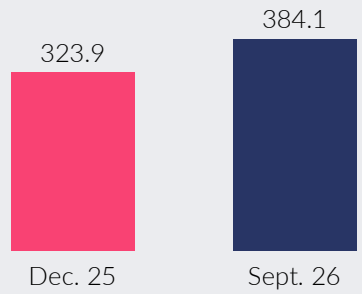
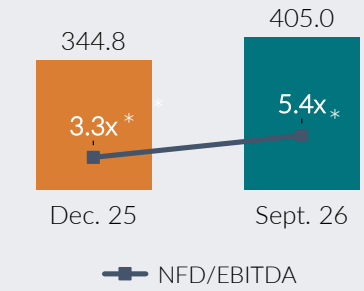
# KEY BALANCE SHEET FIGURES: NET FINANCIAL DEBT

### Working Capital
€M




### Net Financial Debt
€M




## Working Capital and Net Financial Debt

- At the end of September 2026, **Working Capital** stood at **€384.1M** and **NFD** at **€405.0M**, **both €60.2M higher** than in December 2025.
- The **increase** in both metrics is **directly linked to ADNOC's supply chain**. Of the €384.1M **Working Capital** balance, **€145.5M** relates to this supply chain across Group entities, **including €64.9M** of **short-term receivables** recorded in the Abu Dhabi JV (compared with €15.3M at year-end).
- These balances relate to ADNOC's **$1,000M** multi-year supply contract under a **take-or-pay** arrangement.
- The **contract guarantees monetization** of these balances and **provides visibility on revenue and cash flows** over the coming months.
- To avoid production stoppages in Abu Dhabi, alternative routes were used after the Strait of Hormuz closed. This created a **temporary inventory build-up** while other shipments remained held up in transit.
- The **focus** is **on stabilizing operations and logistics** flows and **managing working capital**.

## Cash movements

- **CAPEX** to September amounted to **€35M**, focused on efficiency improvements and selective initiatives linked to premium and higher value-added products.

## Financial Strength

| | | | | | |
|---|---|---|---|---|---|
| **Liquidity position** | **€162.9M** | **Solvency** | **Equity/ Total Assets 33%** | **Structural NFD[1]** | **€20.9M** |

**NET FINANCIAL DEBT REMAINS AFFECTED BY WORKING CAPITAL, WITH A FOCUS ON ITS NORMALIZATION AND CASH GENERATION**



*Calculated excluding the 2025 accounting adjustments
1) NFD – Working Capital

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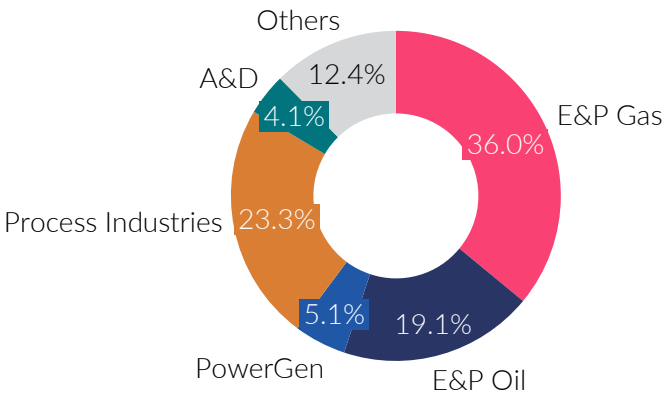
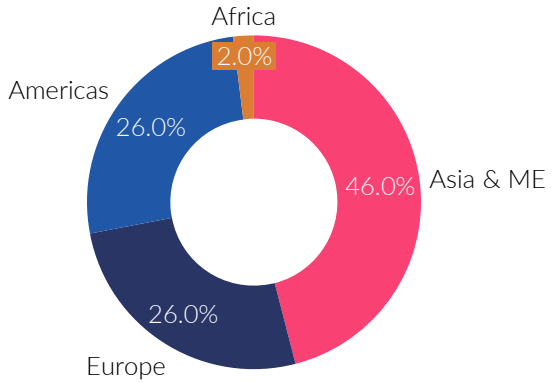
# **SALES** BREAKDOWN | By sector and geography

- **E&P** remains the Group's main business, accounting for 55% of sales, with gas the largest contributor to the mix.
- Although they still account for a limited share of sales, **PowerGen and Aerospace & Defense** bring technological content and exposure to markets with strong medium-term growth prospects.
- **Asia & Middle East** is the main destination region, accounting for **46% of sales**, while **Europe and the Americas each** contribute **26%**, helping diversify the Group's regional exposure.
- **Premium products**, **industrial diversification** and **proximity to key global customers** remain **key levers** to compete in higher value-added applications and reduce business cyclicality.

## Sales breakdown by sector




## Sales breakdown by geography



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# ORDER BOOK | Breakdown by business

**TOTAL ORDER BOOK**

## €1,162.4M

| | | |
|---|---|---|
| **E&P Oil & Gas** | €954.7M | **82.1%** |
| **PowerGen** | €67.3M | **5.8%** |
| **A&D** | €52.5M | **4.5%** |
| **Process Industries** | €52.1M | **4.5%** |
| **Other** | €35.8M | **3.1%** |

The total order book includes ADNOC's gas extraction contract.

## KEY TAKEAWAYS

- After several quarters of decline, the order book is showing its **first signs of stabilization** and stood at **€1,162.4M** at the end of September, slightly above June.
- E**&P Oil & Gas** accounts for **82.1%** of the order book, reflecting the weight of the Group's **strategic contracts**.
- Outside E&P, **PowerGen and Aerospace & Defense** strengthen the Group's presence in strategic segments and high value-added applications.
- **More projects** in Subsea, Nuclear and A&D **are approaching the award stage**, strengthening the prospects for pipeline conversion, although timing remains subject to customer decisions.

**FIRST SIGNS OF ORDER BOOK STABILIZATION AND MORE STRATEGIC PROJECTS APPROACHING AWARD**

# COMMERCIAL UPDATE | Key Trends

**The third quarter combines tangible commercial progress with an uneven recovery across markets.**

## Businesses showing positive signs

- **E&P (OCTG and Umbilicals):** OCTG continues to deliver robust and growing revenue, supported by Abu Dhabi. The Umbilicals order book is at record levels, and capacity was expanded during 2026, with further capacity expansions under consideration.
- **A&D:** positive commercial performance, with the annual commercial target already exceeded by the end of September, driven by aerospace and space.
- **PowerGen / Nuclear**: first orders linked to SMR projects in North America and good near-term prospects, with new awards expected for conventional nuclear power plants before year-end.

## Businesses with a slower recovery cycle

- **Process Industries:** Refining and Petrochemicals remain affected by delays in investment decisions, while Asian competition puts particular pressure on more commodity products.
- The **geopolitical and trade environment** continues to affect award and execution schedules, delaying the conversion of opportunities in certain markets.
- Overall, pipeline conversion requires **selectivity and commercial discipline.**

**MORE OPPORTUNITIES IN STRATEGIC BUSINESSES, WITH CONVERSION STILL DEPENDENT ON THE ENVIRONMENT**

# COMMERCIAL UPDATE | Trends by business

## E&P (OIL & GAS)

- **OCTG:** continued supply to ADNOC under the existing contract and signs of increased activity in other Middle Eastern markets. Petrobras has awarded Tubacex the *Best OCTG Supplier Award 2026*.
- **SURF:** the Umbilicals order book is at record levels and commercial inquiries have increased versus 2025. Capacity for welding and coiling was expanded during 2026, and further expansions are being considered to meet demand.
- **Drilling:** improved order intake, driven by Dubai and Norway, although recovery remains uneven across businesses and geographies.

## AEROSPACE & DEFENSE (A&D)

- **Defense and Space:** qualification as an approved supplier to an international naval defense group and negotiation of a long-term agreement with a US space manufacturer.
- **New capabilities:** AS9120 certification to strengthen the aerospace distribution offering and development of titanium tubes.

## POWERGEN

- **Nuclear:** first orders linked to SMR projects in North America, as well as maintenance work at power plants in the US and the Czech Republic, and additional material supply for Hinkley Point.
- **Conventional PowerGen:** an order for one USC unit in China and maintenance work for a coal-fired power plant in the US, maintaining a selective approach in this segment.
- **Commercial outlook:** further awards are expected in the nuclear business before year-end, supported by ongoing opportunities with EDF and Westinghouse.

## PROCESS INDUSTRIES

- **Fertilizers:** growing interest in premium grades, particularly urea, and in plant refurbishment and upgrade opportunities.
- **Specialty materials:** inquiries about differentiated grades for heat exchangers and reactors are increasing.
- **Refining and Petrochemicals:** activity remains affected by delays in investment decisions and Asian competition in more commodity products.

## OTHER MARKETS

- **Low Carbon:** activity continued to advance in CCUS, hydrogen, geothermal and other applications linked to the energy transition.
- **Hydraulic & Instrumentation:** demand remains stable, although competitive pressure and price sensitivity persist in commodity products. The focus remains on niche opportunities and higher value-added solutions.

# MAIN **ESG** KPIs

| | Indicator | Unit | 2019* | 9M 2026 | Goal 2030 |
|---|---|---|---|---|---|
| ENERGY & CLIMATE | Energy Intensity(1) | MWh/ GVA | 2.85 | 1.43 | 2.13 |
| | Scope 1 & 2 emissions intensity(2) | Ton $CO_2$/ GVA | 0.70 | 0.22 | 0.28 |
| | % Renewable Energy | % total energy | 0% | 35.0% | 40% |
| CIRCULAR ECONOMY | Waste recycled | % total generated | 60.5% | 83.4% | 95% |
| SUPPLY CHAIN | % suppliers evaluated on ESG factors | % | 0% | 92.7% | 99% |
| DIVERSITY | Gender pay gap | Ratio | 11.5% | 5.1% | 10.1% |
| PROFESSIONAL DEVELOPMENT | Training delivery per employee | Hours /FTE | 13.7 | 21.6 | 15 |
| HEALTH & SAFETY | Lost Time Injury Frequency Rate [LTIFR] | 2019 Basis | 100 | 38.6 | 25 |
| | Severity Rate | 2019 Basis | 100 | 60.9 | 25 |

*2020 and 2021 are not considered as representative years due to the COVID-19 pandemic and strikes at several Group sites
1. Intensity metrics for Group companies are weighted by energy consumption.
2. Intensity metrics for Group companies are weighted by emissions.
GVA: Gross Value Added (€k)



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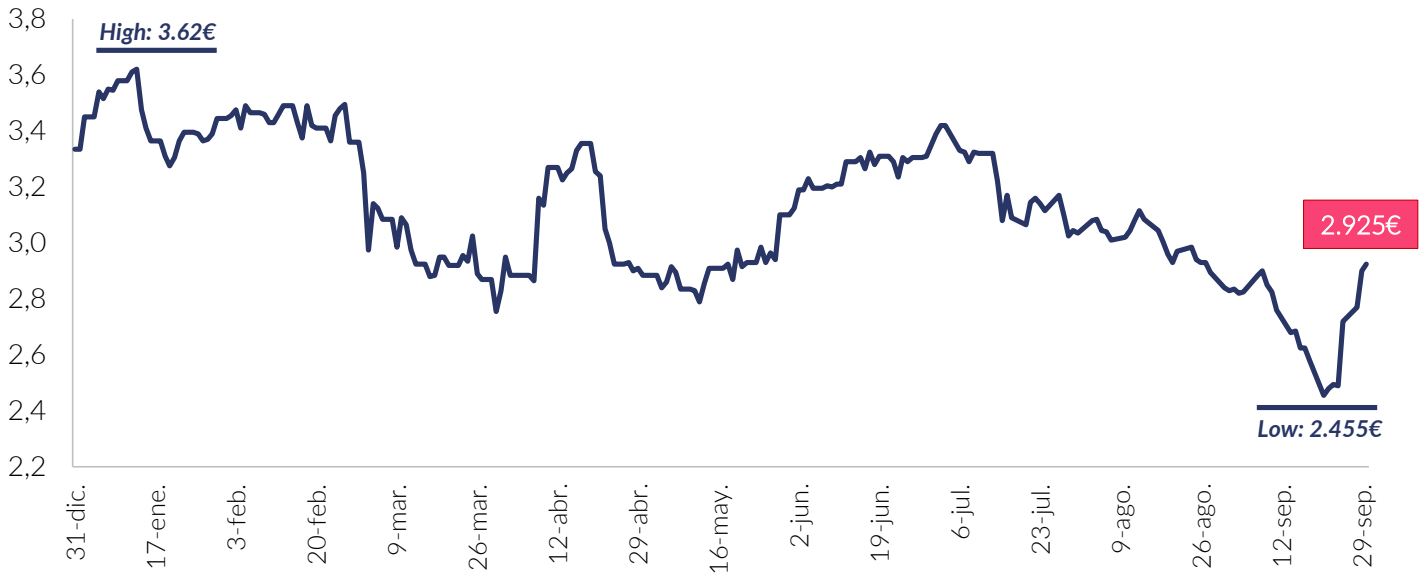
# Share Price performance | Tubacex share in 2026

## Tubacex share price performance 9M 2026 (€/share)




| Key data | |
|---|---|
| # shares | 126,549,251 |
| €/share (30 Sep 2026) | 2.925€ |
| Market Cap. (€M) | €370.2M |
| Year Low | 2.455€ (21 Sep) |
| Year High | 3.62€ (13 Jan) |
| % change | -12.3% |
| Average target Price[1] | €4.10 |
| Upside potential[2] | 40.2% |

- **The share closed September at €2.925, down 12.3% year to date, amid limited operational visibility and geopolitical uncertainty.**

**MEDIUM-TERM UPSIDE DEPENDS ON OPERATIONAL NORMALIZATION AND CONVERTING COMMERCIAL OPPORTUNITIES INTO GROWTH AND RESULTS**



Source: Stock Exchanges and Markets (Bolsas y Mercados)
1) Average target price as of 20 October, according to market consensus
2) Compared with the market close on 30 September

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# 9M 2026 Summary | Operational discipline, cash focus and first signs of stabilization

## MARKET ENVIRONMENT

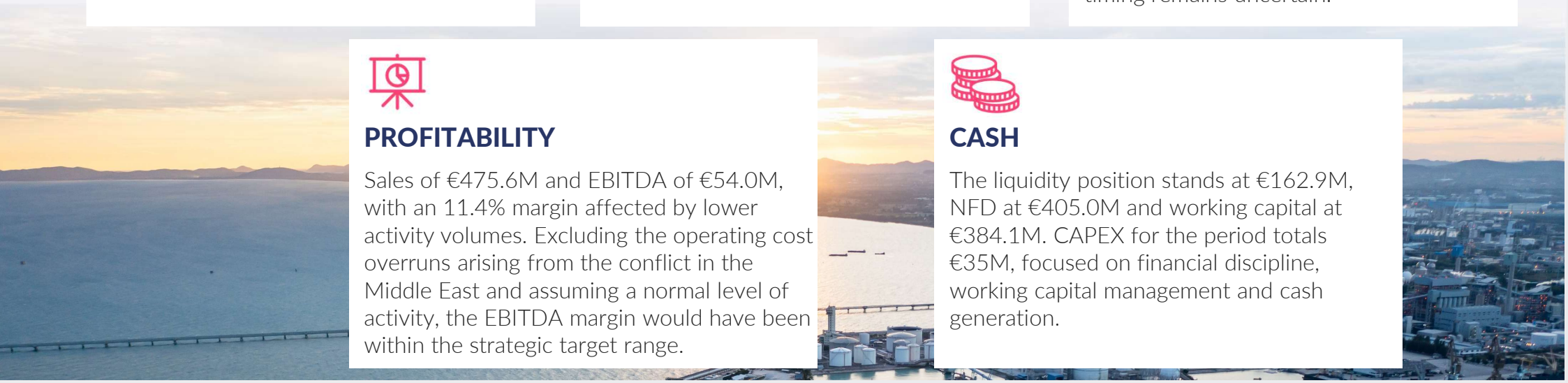
Lower activity and delayed investment decisions in a changing global tariff and regulatory environment, marked by high geopolitical uncertainty. Recovery remains uneven across segments.

## ABU DHABI

Alternative logistics routes have helped maintain production continuity and secure supplies. Uncertainty over shipments has led to a temporary build-up of material and pressure on working capital.

## ORDER BOOK AND PIPELINE

The order book stands at €1,162M and is showing the first signs of stabilization after several quarters of decline. The pipeline retains opportunities in strategic and high value-added segments, although award timing remains uncertain.



## PROFITABILITY

Sales of €475.6M and EBITDA of €54.0M, with an 11.4% margin affected by lower activity volumes. Excluding the operating cost overruns arising from the conflict in the Middle East and assuming a normal level of activity, the EBITDA margin would have been within the strategic target range.

## CASH

The liquidity position stands at €162.9M, NFD at €405.0M and working capital at €384.1M. CAPEX for the period totals €35M, focused on financial discipline, working capital management and cash generation.

# Outlook

**Market Environment**

- The **fourth quarter will remain challenging**, as an uncertain tariff, regulatory and geopolitical environment continues to weigh on investment decisions.
- The **EU safeguard measures** in force since July could support a recovery in European activity after two years of weakness, although their impact will depend on translating into new orders.
- Looking ahead to 2027, the **materialization of projects currently under negotiation** will be key to accelerating the recovery in activity. Award timing remains subject to market conditions and customer decisions.

**Positioning and opportunities**

- **OCTG** continues to deliver robust and growing revenue, while the **Umbilicals** order book is at record levels. Expected new awards in both businesses, together with advanced **Nuclea**r opportunities and the **A&D** pipeline, could strengthen the order book and support a recovery in activity in 2027.
- **The Group's industrial and geographic diversification**, together with its focus on premium products and highly demanding technical applications, strengthens the Group's ability to capture these opportunities.

**Priorities**

- Restore **normal operational and logistics** conditions **in Abu Dhabi** and make progress in **reducing working capital**.
- **Convert commercial opportunities** into orders and profitable activity while maintaining selectivity in order intake.
- **Improve margins and cash generation** through cost discipline and increasingly selective capital allocation.

**CHALLENGING NEAR-TERM ENVIRONMENT, WITH COMMERCIAL SIGNS THAT COULD LAY THE FOUNDATIONS FOR A GRADUAL RECOVERY IN 2027**

# APPENDIX

TUBACEX GROUP

# CONSOLIDATED INCOME STATEMENT

| *(€M)* | 9M 2025 | 9M 2026 | % var. | Q3 2025 | Q3 2026 | % var. |
|---|---|---|---|---|---|---|
| **Sales** | 525.9 | 475.6 | -9.6% | 164.4 | 152.0 | -7.6% |
| **Change in inventories** | 25.6 | 7.6 | -70.2% | (1.6) | 12.1 | n.m. |
| **Other income** | 31.4 | 28.2 | -10.4% | 4.8 | 4.9 | 3.3% |
| **Cost of materials** | (222.2) | (194.6) | -12.4% | (61.9) | (77.8) | 25.7% |
| **Personnel expenses** | (131.2) | (124.5) | -5.1% | (36.6) | (36.2) | -1.0% |
| **Other operating costs** | (144.8) | (138.3) | -4.5% | (45.4) | (38.9) | -14.5% |
| **EBITDA** | **84.6** | **54.0** | **-36.2%** | **23.7** | **16.2** | **-31.8%** |
| **EBITDA Margin** | 16.1% | 11.4% | | 14.4% | 10.6% | |
| **Depreciation & Amortization** | (34.2) | (36.1) | 5.5% | (10.6) | (11.1) | 4.5% |
| **EBIT** | **50.4** | **17.9** | **-64.4%** | **13.1** | **5.1** | **-61.2%** |
| **EBIT Margin** | 9.6% | 3.8% | | 8.0% | 3.3% | |
| **Financial Results and FX** | (23.5) | (20.4) | -13.3% | (6.4) | (8.1) | 26.5% |
| **Profit Before Taxes and Minority Intesets** | **26.9** | **(2.4)** | **n.m.** | **6.6** | **(3.1)** | **n.m.** |
| **Profit Before Tax and Minority Interests Margin** | 5.1% | neg.% | | 4.0% | neg. | |
| **Income Tax** | (4.3) | (2.0) | -53.2% | (1.1) | (1.4) | 30.2% |
| **Non-controlling interests** | (5.9) | (1.1) | -82.0% | (4.5) | (1.7) | -61.6% |
| **Profit attributable to owners of the parent** | **16.7** | **(5.5)** | n.m. | **1.1** | **(6.2)** | **n.m.** |
| **Net Margin** | 3.2% | neg. | | 0.7% | neg. | |

n.m.: not meaningful

# CONSOLIDATED BALANCE SHEET

| (€M) | 31/12/25 | 30/09/26 | %var. |
|---|---|---|---|
| **Intangible assets** | 114.7 | 112.5 | -1.9% |
| **Tangible assets** | 321.1 | 329.6 | 2.7% |
| **Financial assets** | 117.0 | 100.9 | -13.8% |
| **Non-current assets** | **552.8** | **543.1** | **-1.8%** |
| **Inventories** | 396.1 | 386.6 | -2.4% |
| **Trade receivables** | 73.8 | 127.8 | 73.1% |
| **Other receivables** | 32.4 | 29.6 | -8.5% |
| **Other current assets** | 2.5 | 4.1 | 68.4% |
| **Derivative financial instruments** | 2.7 | 2.6 | -5.5% |
| **Cash & equivalents** | 156.8 | 101.4 | -35.3% |
| **Current assets** | **664.2** | **652.0** | **-1.8%** |
| **TOTAL ASSETS** | **1,217.0** | **1,195.1** | **-1.8%** |

| (€M) | 31/12/25 | 30/09/26 | %var. |
|---|---|---|---|
| **Equity, Group Share** | 292.3 | 287.1 | -1.8% |
| **Minority interests** | 101.8 | 108.1 | 6.3% |
| **Equity** | **394.1** | **395.2** | **0.3%** |
| **Interest-bearing debt** | 175.8 | 162.5 | -7.6% |
| **Derivative financial instruments** | 0.2 | 0.3 | 30.2% |
| **Provisions and others** | 103.8 | 83.3 | -19.7% |
| **Non-current liabilities** | **279.8** | **246.0** | **-12.1%** |
| **Interest-bearing debt** | 325.8 | 343.9 | 5.6% |
| **Derivative financial instruments** | 2.3 | 5.5 | 136.9% |
| **Trade and other payables** | 146.1 | 130.3 | -10.8% |
| **Other current liabilities** | 69.0 | 74.2 | 7.5% |
| **Current liabilities** | **543.2** | **553.9** | **2.0%** |
| **TOTAL EQUITY & LIABILITIES** | **1,217.0** | **1,195.1** | **-1.8%** |

# ALTERNATIVE PERFORMANCE MEASURES – **APM I**

Tubacex presents its results in accordance with the International Financial Reporting Standards (IFRS). Furthermore, this report provides other non-IFRS financial measures, called Alternative Performance Measures (APM), which are used by management to assess the Company's performance. The definition, reconciliation and explanation of the main Alternative Performance Measures used in this report are set out below:

| | |
|---|---|
| EBIT (Earnings Before Interest and Taxes) | Tubacex calculates EBIT in its income statement as operating profit before interest and taxes. |
| EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) | Tubacex calculates EBITDA in its income statement as net revenue less operating expenses, excluding depreciation and amortization of fixed assets, as well as impairments of non-current assets and gains or losses on disposals of non-current assets.<br>EBITDA = EBIT + Depreciation and amortization + Provisions<br>EBITDA provides an analysis of the Group's operating profit before the payment of interest and taxes and it is generally used as an assessment metric by analysts, investors, rating agencies and other market participants. It also provides an initial approximation to the cash generated by operating activities. Indeed, Tubacex uses EBITDA as a starting point for the calculation of the cash flow. |
| EBITDA MARGIN | Tubacex calculates EBITDA margin as EBITDA divided by sales. EBITDA margin provides information on the company's operating profitability. |
| EBIT MARGIN | Tubacex calculates EBIT margin as EBIT divided by sales. |
| NET MARGIN | Tubacex calculates net margin as net profit divided by sales. |
| PROFIT BEFORE TAXES MARGIN | Tubacex calculates profit before tax margin as profit before tax divided by sales. |

# ALTERNATIVE PERFORMANCE MEASURES – **APM II**

| | |
|---|---|
| NET FINANCIAL DEBT | Tubacex calculates Net Financial Debt as the difference between the gross financial debt and the cash and cash equivalents balance along with the balance for temporary financial investments on the assets side of the Balance Sheet. For this calculation, Gross Financial Debt is understood to be the sum of short-term and long-term debt with credit institutions and the bonds and other securities in the liabilities on the Balance Sheet. Net Financial Debt provides an initial approximation to the Company's debt position and its solvency and liquidity, by relating cash and cash equivalents to debt on the liability side. Based on Net Financial Debt, commonly used metrics are calculated, such as the Net Financial Debt /EBITDA debt ratio, an indicator that is widely used in the capital markets to compare different companies that is calculated by dividing the Net Financial Debt by the EBITDA. |
| WORKING CAPITAL | Tubacex calculates working capital as inventories plus trade receivables less trade payables. |
| WORKING CAPITAL OVER SALES | Tubacex calculates working capital as a percentage of sales by dividing working capital by sales. |
| STRUCTURAL NET FINANCIAL DEBT | Tubacex defines structural net financial debt as net financial debt less working capital. It provides a view of the Company's structural debt because, given the Group's largely make-to-order manufacturing strategy, working capital is tied to orders already secured. |
| CASH GENERATION | Tubacex calculates cash generation as the reduction in net financial debt from one period to the next. |
| BOOK-TO-BILL | Tubacex calculates the book-to-bill ratio as order intake for the period divided by sales for the same period. The ratio provides information on the strength of demand. |

# ALTERNATIVE PERFORMANCE MEASURES – **APM III**

| | |
|---|---|
| ORDER BOOK | Tubacex calculates the order book as the value of firm orders pending execution at the end of the reporting period. It provides information on future activity visibility and the Group's committed workload. |
| LIQUIDITY POSITION | Tubacex calculates the liquidity position as cash and cash equivalents plus authorized but undrawn credit facilities and loans. It provides information on the Group's immediately available financial resources. |
| SOLVENCY RATIO | Tubacex calculates the solvency ratio as equity divided by total assets. It measures the Group's capital strength and ability to meet its obligations. |
| MARKET CAPITALIZATION | Tubacex calculates market capitalization as the number of shares outstanding multiplied by the closing share price on the reference date. It provides an indication of the Company's market value. |
| TRADED VALUE | Tubacex calculates traded value as the monetary value of the Company's shares traded during the period, determined by multiplying the number of shares traded by their transaction price. It provides a measure of the stock's liquidity. |

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