

# Highlights

Balance Sheet (millions of euros)	2002	% change	2001	2000	1999			
Total assets	2,311.3	+10.0	2,100.6	1,885.4	1,197.9			
Shareholders' equity	310.8	-1.9	316.9	302.0	200.6			
<b>Profit &amp; Loss Account (millions of euros)</b>								
Sales	1,521.9	+10.3	1,379.9	1,204.6	866.2			
EBITDA	174.7	+5.0	166.5	126.3	88.3			
Operating profit	118.3	+1.2	116.9	85.2	53.4			
Net profit attributable to parent company	43.5	+4.8	41.5	36.1	21.9			
Net cash flow (after tax profit+amort. & deprec. +prov.)	118.3	+10.6	107.0	88.8	55.6			
<b>Significant variables</b>								
Margin (% EBITDA/sales)	11.50		12.06	10.48	10.19			
Net debt/shareholders' equity	0.79		0.55	0.59	-0.61			
EBITDA/financial profit or loss	3.16		3.21	6.18	-5.11			
<u>Returns (after tax profit as %age of):</u>								
- shareholders' equity (ROE)	14.00		13.09	11.96	10.92			
- total assets (ROA)	1.88		1.97	1.92	1.83			
<u>Per share figures</u>								
- earnings per share	0.48		0.46	0.40	0.28			
- dividend per share	0.14		0.14	0.12	0.08			
<b>Activity abroad (millions of euros)</b>								
<u>Exports and local company sales</u>	2002		2001		2000		1999	
- USA	143.2	9.5%	5.8	0.4%	2.8	0.2%	0.3	0.0%
- Latin America	333.7	21.9%	336.7	24.4%	352.3	29.2	346.3	40.0%
- Europe (excluding Spain)	94.4	6.2%	125.8	9.1%	76.5	6.3%	41.8	4.8%
- Africa	10.9	0.7%	9.4	0.7%	14.2	1.2%	12.4	1.4%
- Asia	29.6	1.9%	22.9	1.7%	10.6	0.9%	4.7	0.6%
Total abroad	611.8	40.2%	500.6	36.3%	456.4	37.8%	405.5	46.8%
Total Spain	910.1	59.8%	879.3	63.7%	748.2	62.2%	460.7	53.2%
Consolidated total	1,521.9	100.0%	1,379.9	100.0%	1,204.6	100.0%	866.2	100.0%
<b>Personnel</b>								
<u>(average workforce)</u>	<u>2002</u>	<u>2001</u>	<u>2002</u>			<u>Spain</u>	<u>Abroad</u>	<u>Total</u>
Spain	5,946	5,539	- Engineers and other university graduates			972	292	1,264
Abroad	<u>2,483</u>	<u>3,999</u>	- Technicians			532	117	649
Total	8,429	9,538	- Admin. staff			975	196	1,171
			- Manual workers			<u>3,467</u>	<u>1,878</u>	<u>5,345</u>
						5,946	2,483	8,429