

## 2009 Results

4 March 2010

- sound backlog representing close to one year of activities;
- steady revenues at EUR 379.8 million; higher than last year;
- EBIT margin at 10.2% of revenues, higher than Group target of 10%;
- net positive cash at EUR 8.2 million thanks to tight working capital management and ample credit lines
- Dividend increased 5% to 0,60 EUR
- The general economic uncertainties have had so far a limited impact on our activities and performance.

In EUR million	FY 2009	FY 2008
New Bookings	301,5	469,5
Backlog	339,2	391,0

In EUR million	FY 2009	FY 2008
Revenue	379,8	366,7
EBITDA	42,8	46,6
EBIT	38,8	43,7
EBIT margin	10,2%	11,9%
Net result (group's share)	17,4	18,5

In EUR million	FY 2009	FY 2008
Book Equity	65,8	49,4
Net financial debt (NFD)	-8,2	10,8
Net financial debt / Equity	-12%	22%
Net financial debt / EBITDA	-19%	23%

## Global Performance Review

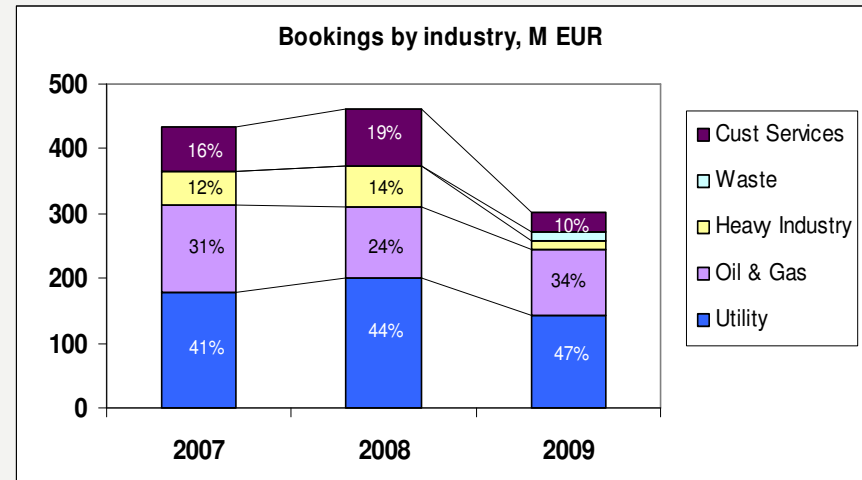


- Bookings, mostly in our US Bus, have suffered from the regulatory uncertainties in the power sector;
- strong revenues;
- healthy and sound backlog;
- significant contracts that were awarded to Hamon during 2009 under the form of letters of intent or unconfirmed options, have not been reported in bookings or backlog.
- 24 Feb 2010 : Research Cotrell Cooling Inc. Was awarded a 95 million USD turnkey contract for the first new nuclear power plant to be built in the US in 30 years.

( In MEUR)	FY 2007	FY 2008	FY 2009
New Orders	435,0	469,5	301,5
Sales	432,6	366,7	379,8
Backlog Sales	279,7	391,0	339,2
EBIT	43,4	43,7	38,8
EBIT %	10,0%	11,9%	10,2%

## Bookings by industry

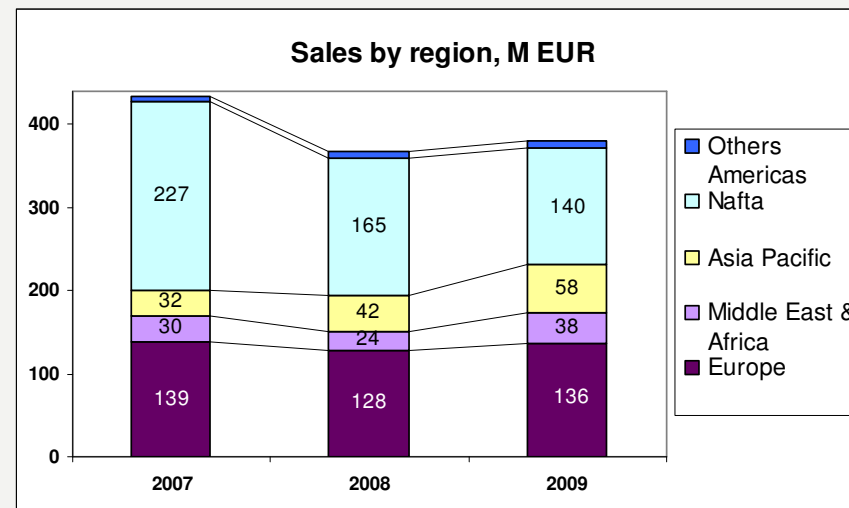
- Utilities and Oil & Gas definitely still our main focus and markets



	2007	2008	2009
Power generation	49%	54%	53%
Oil & Gas	37%	29%	37%
Other industries	14%	17%	5%
Waste incineration	0%	0%	5%
	100%	100%	100%

- Hamon is focusing on its well-mastered products and technologies
- Sales in new markets have nicely increased and compensated the temporary slow down of the NAFTA region. Europe is stable.

## Sales by Region



	2007	2008	2009
Others Americas	1%	2%	2%
Middle East & Africa	7%	7%	10%
Asia Pacific	7%	12%	15%
Nafta	52%	45%	37%
Europe	32%	35%	36%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

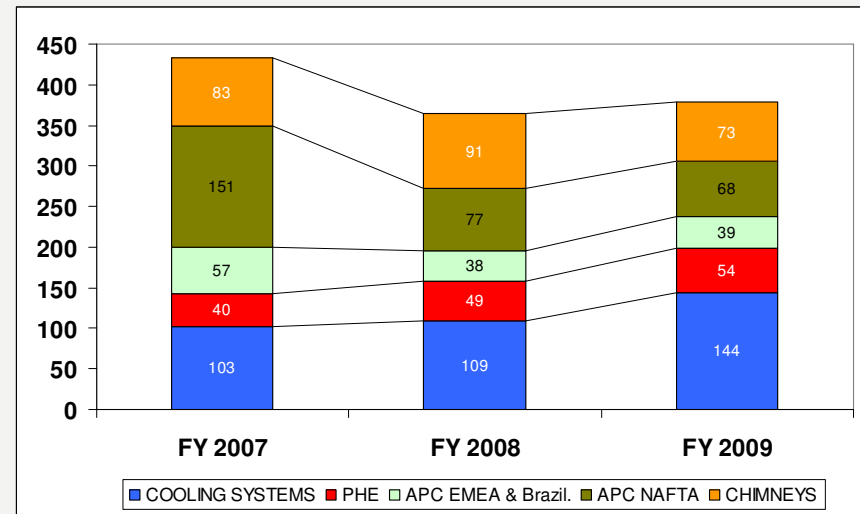
Cooling Systems

Air Pollution Control

Process Heat Exchangers

Chimneys

SALES ( In MEUR)	FY 2007	FY 2008	FY 2009
COOLING SYSTEMS	102.6	109.4	143.8
PHE	39.8	48.9	54.4
APC EMEA & Brazil.	56.9	37.6	39.1
APC NAFTA	150.7	76.8	68.0
CHIMNEYS	83.1	91.5	72.8
OTHER & Elim	-0.5	2.6	1.6
<b>TOTAL</b>	<b>432.6</b>	<b>366.7</b>	<b>379.8</b>

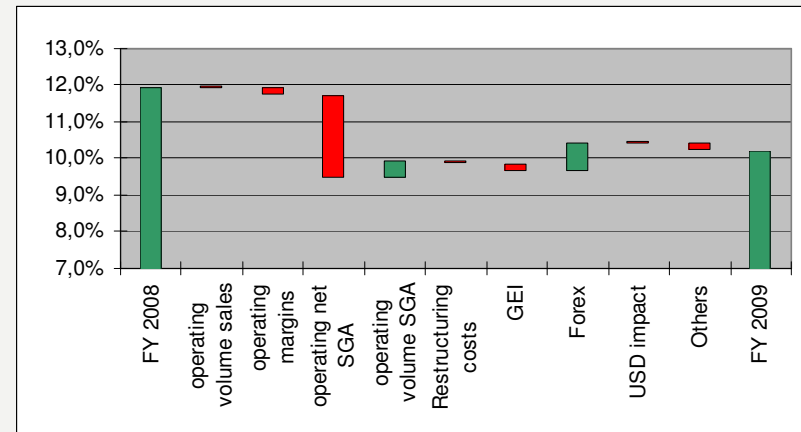


Change in sales figures	
Sales 2008	366,7
USD Impact	6,4
Scope impact (ACS, Brazil, China APC)	9,7
like for like growth	-3,0
Sales 2009	379,8

## Change in conso EBIT

- 2009 EBIT at 38,8 MEUR
  - Is lower than 2008
    - Due to
      - Higher net overhead
      - Profit from disposal of GEI in 2008 (0,8 MEUR)
    - Even if
      - Higher revenues
      - Positive Forex & USD impact

GROUP	2009 vs 2008	
	EBIT Comparison	EBIT Margin
<b>FY 2008</b>	43,7	11,9%
operating volume sales	1,6	
operating margins	-1,2	-0,2%
operating net SGA	-7,8	-2,3%
operating volume SGA		0,5%
Restructuring costs	-0,3	-0,1%
GEI	-0,8	-0,2%
Forex	2,9	0,8%
USD impact	1,1	
Others	-0,5	-0,2%
<b>FY 2009</b>	38,8	10,2%



## Financial Statements



€1.000.000	2009	2008	2007
Sales	379,8	366,7	432,6
Cost of Sales	-290,0	-279,2	-339,8
<b>Gross profit</b>	<b>89,8</b>	<b>87,4</b>	<b>92,8</b>
	23,6%	23,8%	21,5%
<b>Operating profit before restruct. costs</b>	<b>39,2</b>	<b>43,9</b>	<b>43,4</b>
Amortization and depreciation	3,6	2,7	2,9
<b>EBITDA</b>	<b>42,8</b>	<b>46,6</b>	<b>46,3</b>
	11,3%	12,7%	10,7%
Restructuring Cost	-0,4	-0,1	0,0
<b>Operating profit</b>	<b>38,8</b>	<b>43,7</b>	<b>43,4</b>
	10,2%	11,9%	10,0%
Finance Costs, net	-7,2	-8,6	-9,9
Share of Profit (Loss) of Associates	0,0	0,0	0,0
<b>Result before tax</b>	<b>31,6</b>	<b>35,1</b>	<b>33,5</b>
	8,3%	9,6%	7,8%
Income Tax Expenses	-13,3	-14,4	-14,0
<b>Net result from continued operation</b>	<b>18,3</b>	<b>20,7</b>	<b>19,6</b>
Net Result of Discontinued Operations	-0,2	-1,8	-1,2
<b>Net result for the year</b>	<b>18,0</b>	<b>18,9</b>	<b>18,3</b>
	4,7%	5,1%	4,2%

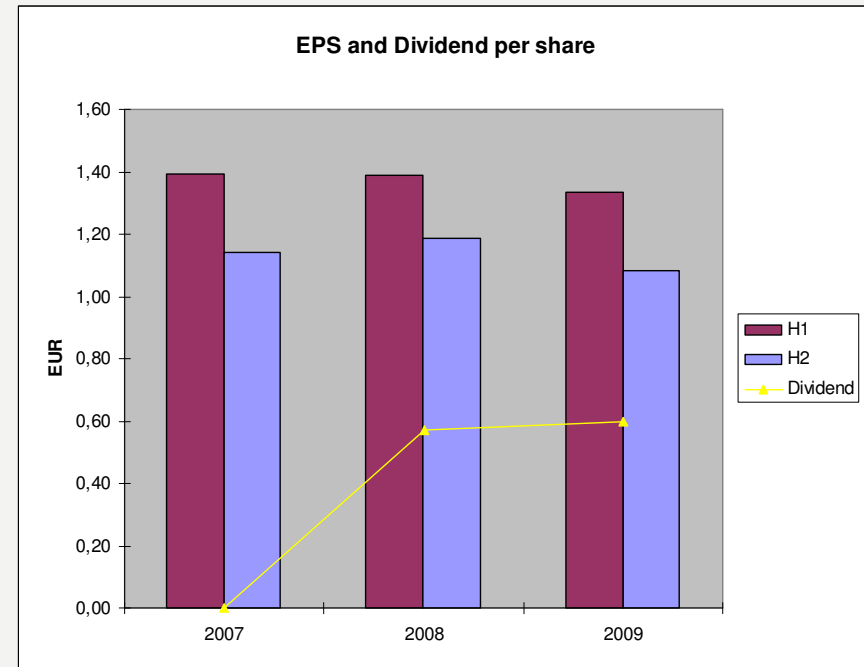
- EBIT margin at 10.2% maintained above the target of the Group of 10% of revenues
- Changes in the USD parity allowed for higher reported EBIT from our US operations (EUR 1.1 million positive impact)
- Net result, at EUR 18.0 million, is slightly below the record level of 2008
- It should be noted that the consolidation scope has been modified as follows compared to 2008:
  - ACS full year vs. 5 months (from 1st August) in 2008 ;
  - Hamon Research Cottrell do Brazil full year vs. 3 months (from 1st October) in 2008 ,
  - from 1st July 2009 the APC activities in China
  - The change in scope impacted revenues by EUR 9.7 million, EBIT by EUR -0.6 million and net result by EUR -1.7 million

- The net financial debt turned out to a net cash position of EUR 8.2 million on the back of a very well controlled working capital which also became negative during the current year;
- New Senior Facilities Agreement signed with a pool of banks on 17 December 2009 securing ample credit lines for activities and future growth;
- CAPEX, mostly to develop our production capacities, and the acquisition of the Chinese APC companies (well justified by the excellent profitability and prospects of those JVs) explain the increase of NCA.

In MEUR	31/12/2009	31/12/2008	31/12/2007
Non current assets	88,4	66,8	57,0
Current assets excl. cash	135,3	159,8	142,2
Cash & equivalent	83,3	59,1	35,7
<b>Total assets</b>	<b>306,9</b>	<b>285,6</b>	<b>234,8</b>
Equity (incl. minorities)	65,8	49,4	34,4
Non-current liabilities, excl. borrowings	14,3	9,3	13,9
Non-current borrowings	57,4	40,3	50,5
Current liabilities, excl. borrowings	151,7	157,1	124,0
Current borrowings	17,6	29,6	12,1
<b>Total equity and liabilities</b>	<b>306,9</b>	<b>285,6</b>	<b>234,8</b>
Net Working Capital	-16,4	2,4	18,3
Net Debt	-8,2	10,8	26,9

in EUR million	<u>2009</u>	<u>2008</u>	<u>2007</u>
<b>Cash generated from operations before interests and taxes</b>	<b>59.8</b>	<b>52.5</b>	<b>41.8</b>
Taxes	(11.2)	(17.2)	(8.6)
Restructuring costs	(0.2)	(0.3)	(0.3)
Others	(0.7)	(0.3)	(4.5)
<b>Cash generated from operations after restructuring</b>	<b>47.7</b>	<b>34.7</b>	<b>28.5</b>
<b>Cash flows from investing activities</b>			
Disposals	(0.3)	1.6	0.4
CAPEX	(9.1)	(3.4)	(3.4)
R&D	(1.8)	(1.2)	(0.7)
Acquisition of Subsidiaries	(4.5)	(1.5)	-
Others	(0.9)	(2.1)	(0.2)
<b>Net cash used in investing activities</b>	<b>(16.6)</b>	<b>(6.6)</b>	<b>(4.0)</b>
<b>Cash flows from financing activities</b>			
Proceeds from issuance of shares	0.1	0.2	-
Interest received	0.3	1.5	1.3
Interest paid	(5.3)	(6.4)	(7.1)
New bank borrowings	67.6	24.4	129.1
Reimbursement of bank borrowings	(67.8)	(22.6)	(131.6)
<b>Net cash from financing activities</b>	<b>(7.3)</b>	<b>(5.1)</b>	<b>(8.3)</b>
<b>Net cash from continued activities</b>	<b>23.8</b>	<b>23.0</b>	<b>16.2</b>
<b>Net cash used in discontinued activities</b>	<b>(0.2)</b>	<b>(0.4)</b>	<b>(2.7)</b>
<b>Net increase in cash and cash equivalents</b>	<b>24.9</b>	<b>22.6</b>	<b>13.4</b>
Cash and cash equivalents at beginning of period	59.1	35.7	24.4
Impact of translation differences	(0.7)	0.9	(2.2)
Cash and cash equivalents at end of period	83.3	59.1	35.7
Net increase in cash and cash equivalents	24.9	22.6	13.4

- In the light of the excellent result, the Board will recommend a total dividend of EUR 0.60 per share to the Annual Shareholders Meeting to be held on 27 April 2010. Taking into account the advance dividend paid in September 2009, the final dividend will amount to EUR 0.45 to be paid on 10 May 2010

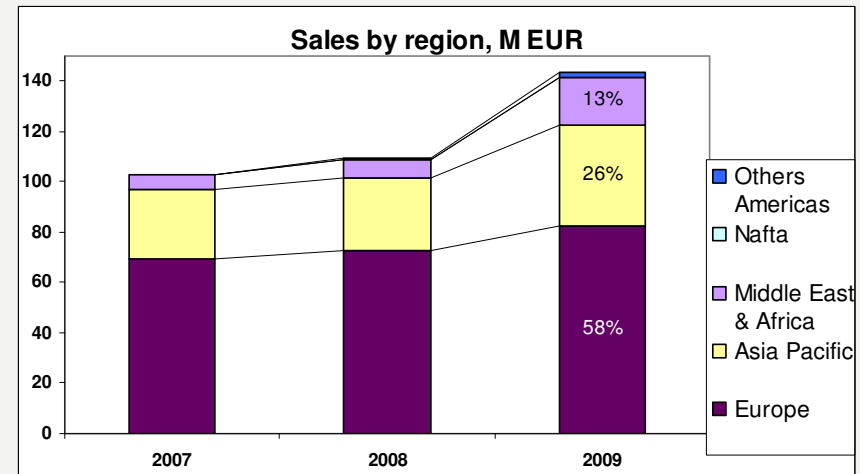
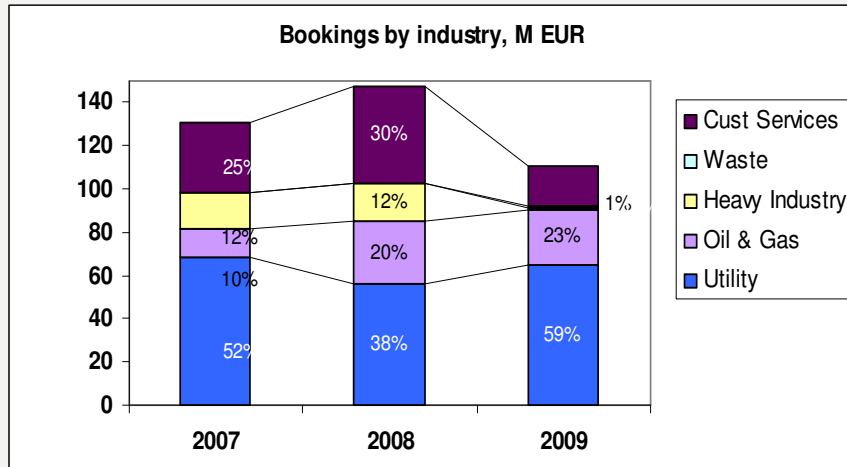


## Review by Business Unit



- Despite the adverse economic environment, the Business Unit performed extremely well in 2009, thanks to a comfortable opening backlog, excellent project execution and control of operating expenses.
- Sales and EBIT are at a record high
- Good backlog at the end of 2009; not including the full value of the contract for the construction of a 1500 MW wet/dry fan assisted NDCT in Hamburg-Moorburg coal power plant (a Vattenfall Germany plant). This contract will only translate into bookings during 2010 as the client operates with “limited notices to proceed” during the engineering phase

	FY 2007	FY 2008	FY 2009
<b>( In MEUR)</b>			
<b>New Orders</b>	130,5	147,0	110,1
<b>Sales</b>	102,6	109,4	143,8
<b>Backlog Sales</b>	93,1	122,6	104,3
<b>EBIT</b>	4,2	9,7	12,5
<b>EBIT %</b>	<b>4,1%</b>	<b>8,9%</b>	<b>8,7%</b>

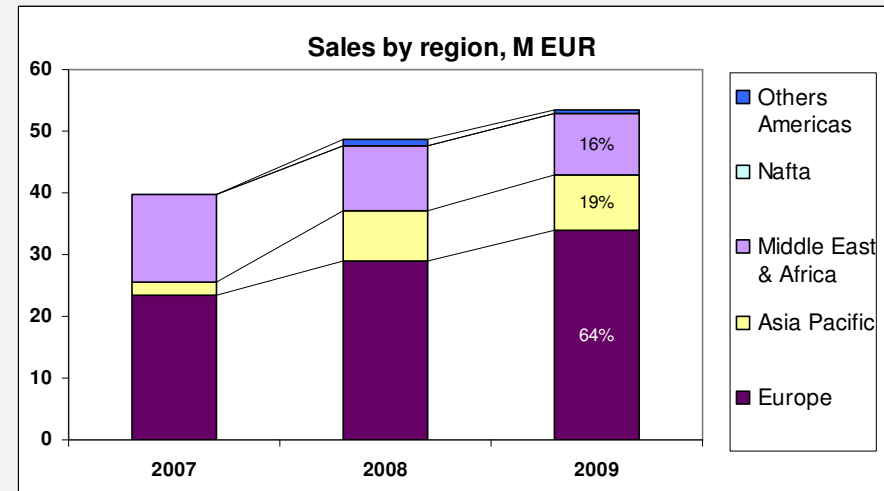
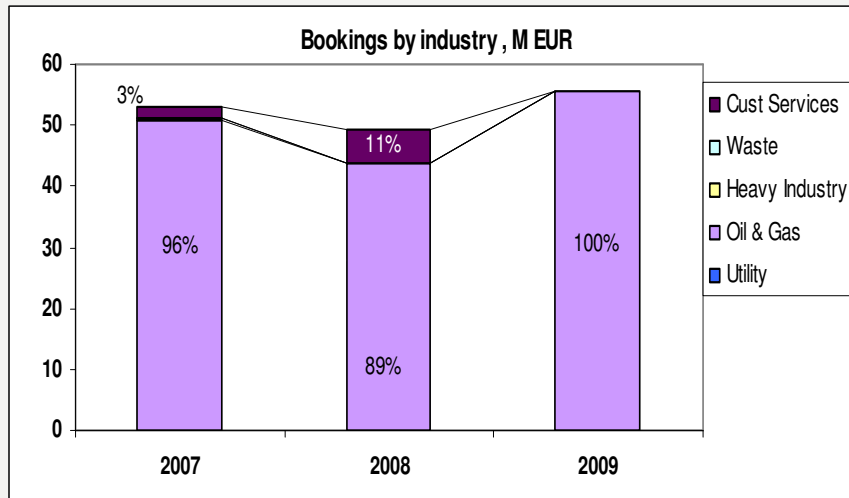


- Outlook:

- Important investments have been announced in energy sector which remains the core activity of this BU
- Hamon is further developing its activities in Middle East, Eastern Europe, India, China, through its network of existing subsidiaries and JV's
- The relaunch of the Dry and Wet NAFTA should start to show its effect in 2010
- Hamon is developing further advanced cooling technologies to cope with the need for more environmental friendly systems
- Vogtle nuclear power plant in the US

- New bookings at EUR 55.6 million, reach a new record. Many projects in the Middle East, previously delayed due to final client request for rebid, are now back at award and execution phase.
- Sales are increasing thanks to investment made in the manufacturing installations (both in France and Saudi Arabia) and their good utilization.
- Adequate level of backlog .
- Good EBIT growth (+15.2%) thanks to performance in project management and volume effect.

	FY 2007	FY 2008	FY 2009
<b>( In MEUR)</b>			
<b>New Orders</b>	53,0	49,4	55,6
<b>Sales</b>	39,8	48,9	54,4
<b>Backlog Sales</b>	34,9	36,8	38,4
<b>EBIT</b>	2,4	4,6	5,3
<b>EBIT %</b>	<b>6,1%</b>	<b>9,4%</b>	<b>9,7%</b>

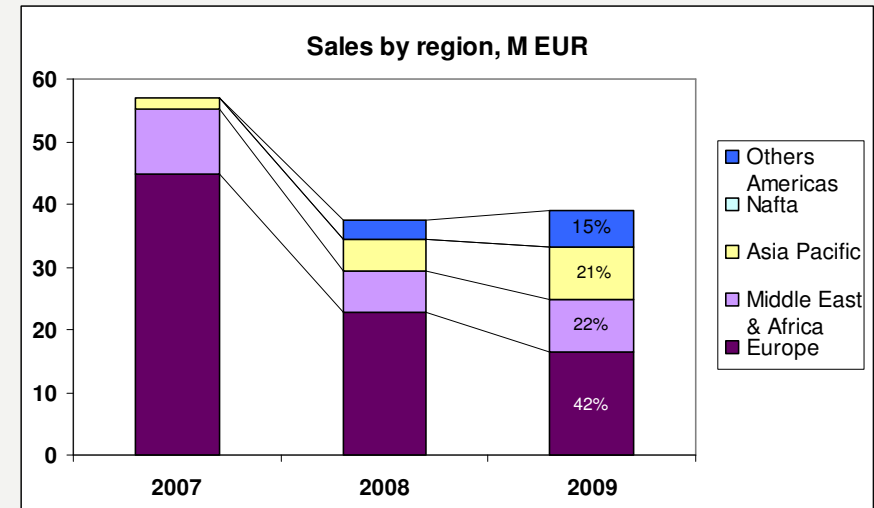
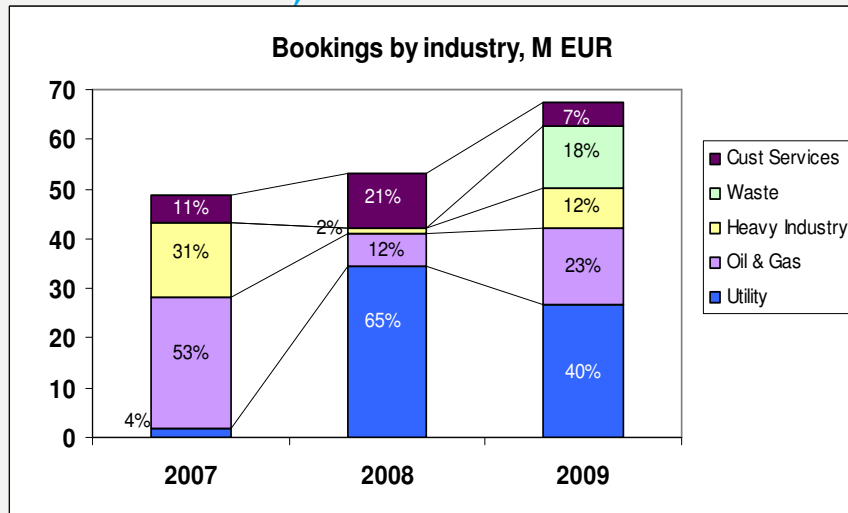


- Outlook

- 2010 activities should remain at a good level primarily for Middle East customers

- Good level of new orders.
- Low revenue, at same level as 2008, due mostly to long duration of opening backlog and timing of 2009 bookings.
- Backlog back at comfortable level.
- EBIT at 0 MEUR as :
  - turnaround situation in Brazil;
  - new headcounts to develop Germany and Eastern Europe;
  - reserve sets for customer whose financial situation did not allow to receive the payments when due.

	FY 2007	FY 2008	FY 2009
<b>( In MEUR)</b>			
<b>New Orders</b>	48,7	53,2	67,3
<b>Sales</b>	56,9	37,6	39,1
<b>Backlog Sales</b>	23,1	41,9	85,6
<b>EBIT</b>	6,1	3,1	0,0
<b>EBIT %</b>	<b>10,7%</b>	<b>8,2%</b>	<b>-0,1%</b>



- Outlook:

- European Markets, including Eastern Europe, should remain strong in niche markets.
- Export markets should play a growing role (mainly China, India, Brazil, Middle East and Africa)
- Traditional products in oil and gas and utilities will generate most of the growth as well as cement / steel with the recent acquisition made in China

- New orders for 2009 at a low point due to the lack of clear regulatory guidelines from the new administration, the current decrease in electricity and oil demand and of course the ongoing economic and financial crisis.
- Otherwise, the Business Unit performed extremely well in 2009 thanks to strict control of operating expenses, strong opening backlog and largely trouble-free project execution.
- Backlog back to end 2007 level

	FY 2007	FY 2008	FY 2009
<b>( In MEUR)</b>			
<b>New Orders</b>	111,1	113,0	34,4
<b>Sales</b>	150,7	76,8	68,0
<b>Backlog Sales</b>	24,1	65,8	30,8
<b>EBIT</b>	28,1	17,1	11,7
<b>EBIT %</b>	<b>18,6%</b>	<b>22,3%</b>	<b>17,2%</b>

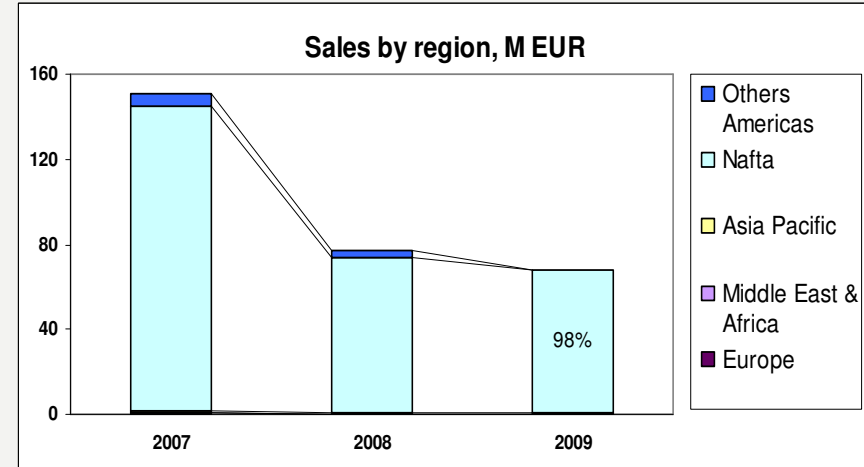
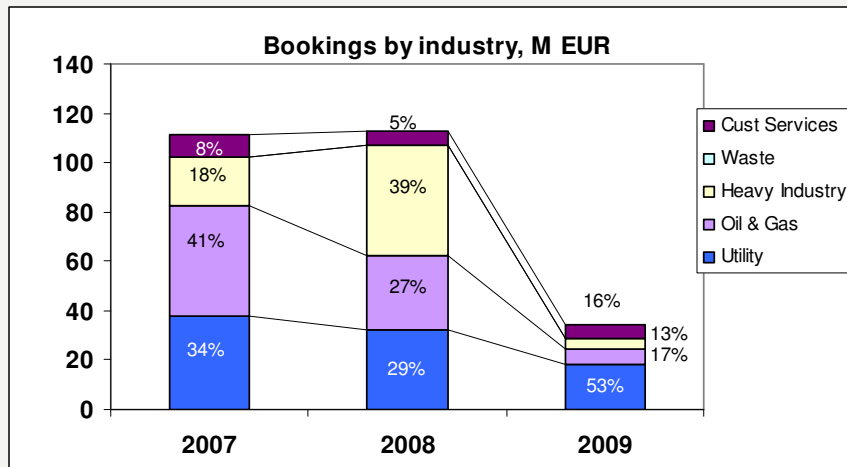
# Hamon Group Industries and Regions – APC NAFTA

Cooling Systems

Air Pollution Control

Process Heat Exchangers

Chimneys

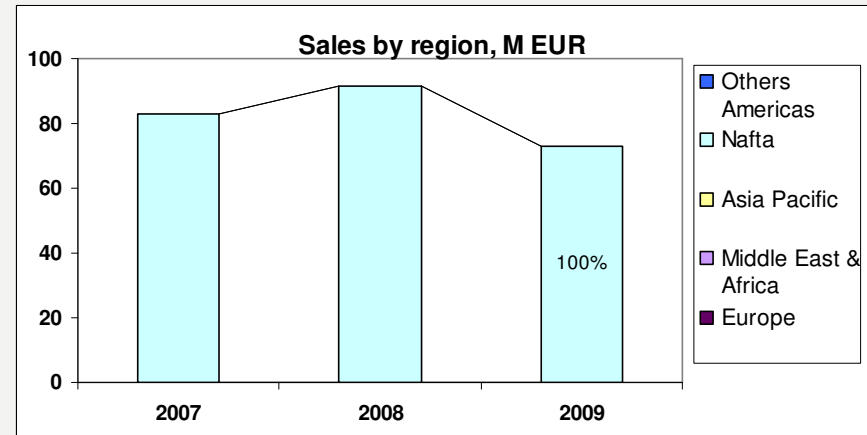
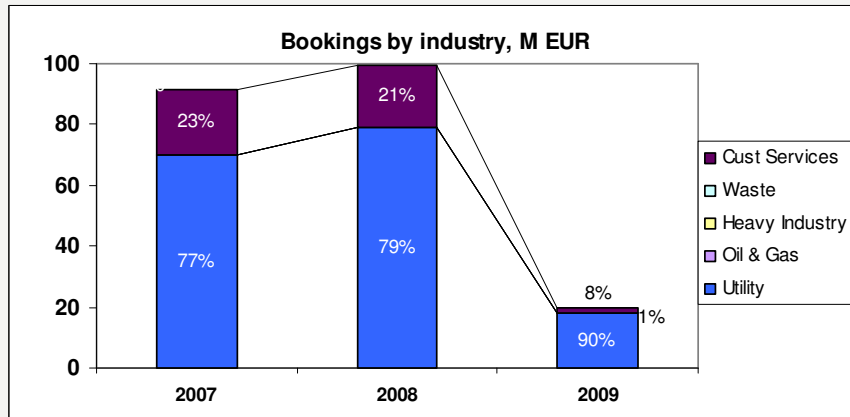


- The bulk of the 2009 bookings was for fabric filter projects such as Pacificorp and Reliant Energy. Other bookings included four major ESP rebuilds and a smaller ESP for Canada.
- Outlook
  - Hamon sees positive signs with higher level of request for quotation from customers
  - React developments to be used in revamping of mid-life coal fired power stations



- Similarly to APC NAFTA, the Chimney BU has seen a slow down of tender activity and corresponding orders for new projects which stems from the regulatory uncertainties in the United States, compounded by the current economical crisis
- EBIT margin at 17.4%, well above the industry benchmark, sets a new record for the Business Unit.

	FY 2007	FY 2008	FY 2009
<b>( In MEUR)</b>			
<b>New Orders</b>	91,6	99,6	19,7
<b>Sales</b>	83,1	91,5	72,8
<b>Backlog Sales</b>	104,6	117,1	62,0
<b>EBIT</b>	4,9	9,1	12,7
<b>EBIT %</b>	<b>5,9%</b>	<b>10,0%</b>	<b>17,4%</b>



- With most new (and major retrofit) of Coal Fired Power Plants postponed, 2009 new bookings were almost entirely in the aftermarket business. Significant Letters of Intent have not been included in the reported bookings and backlog
- Outlook
  - 2010 should see restart of new bookings depending of course on the timing of the economic recovery in the United States
  - Significant LOI received during the course of 2009 will be confirmed into full contracts in 2010.

- This presentation contains forward-looking information that involves risks and uncertainties, including statements about Hamon's plans, objectives, expectations and intentions
- Readers are cautioned that forward-looking statements include known and unknown risks and are subject to significant business, economic and competitive uncertainties and contingencies, many of which are beyond the control of Hamon
- Should one or more of these risks, uncertainties or contingencies materialize, or should any underlying assumptions prove incorrect, actual results could vary materially from those anticipated, expected, estimated or projected
- As a result, neither Hamon nor any other person assumes any responsibility for the accuracy of these forward-looking statements

## Research & Development



- Main research & developement projects in 2009:
  - Development of new thermal exchange surfaces for our cooling systems.
  - Advanced development of fan-assisted hybrid natural draft cooling towers (to remove the plume).
  - Optimization program for ESPs for thermal power plants of high capacity.
  - Optimization of design and specification of Heat Transfer Fluid Solar Steam Generating System for use on solar thermal power plants.
  - Adaptation of ReACT™ multi-pollutant control technology licensed from J-Power Entech to the US market.
  - Development of advanced fin tube designs marketed under the CTEC™ brand as air-cooled steam condensers.

## Post Balance Sheet Events



- Research Cottrell Cooling Inc has been awarded by Shaw Group for a turnkey contract worth approximately USD 95 million (around EUR 68 million): design and construction of two 600' natural draft cooling towers for the planned expansion of the Plant Vogtle nuclear generation station (unit 3 & 4) located in Waynesboro, GA.
- This order, confirmed on 24 February 2010, augurs well for the Hamon's return to the cooling business in the NAFTA region, just one year after the expiration of the 5-year non compete agreement.

# Hamon Group

Cooling Systems

Air Pollution Control

Process Heat Exchangers

Chimneys

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