



# RENCO GROUP - FINANCE OVERVIEW

1<sup>st</sup> Quarter 2019

*YEAR TO DATE*

*UNAUDITED FIGURES*



## RENCO GROUP - FINANCE OVERVIEW

### 1<sup>st</sup> Quarter 2019

1. PRODUCTION VALUE & EBITDA
2. BACKLOG
3. NET FINANCIAL POSITION

# 1. PRODUCTION VALUE & EBITDA

## *Business Unit & Geographical Area*

1<sup>st</sup> Quarter 2019

	PRODUCTION VALUE	EBITDA	EBITDA %
SERVICE	12,8	2,8	21,9%
ASSET MANAGEMENT	12,4	4,8	38,4%
INFRASTRUCTURES	6,9	0,3	4,3%
INDUSTRIAL PLANTS	21,3	1,9	8,9%
GENERAL EXPENSES		-3,6	
<i>CONSOLIDATION ADJUSTMENTS (1)</i>	<i>-3,1</i>	<i>-0,6</i>	
<b>TOTAL RENCO GROUP</b>	<b>50,3</b>	<b>5,6</b>	<b>11,1%</b>

*(1) Elimination of intercompany revenues and EBITDA & associated company results.*

GEOGRAPHICAL AREA	PRODUCTION VALUE	EBITDA	EBITDA %
RUSSIA & CIS	7,9	2,8	35,4%
AFRICA	18,0	2,6	14,4%
EUROPE	24,1	3,0	12,4%
MIDDLE EAST & OTHER COUNTRIES	3,3	0,9	27,3%
HEADQUARTER EXPENSES		-3,1	
<i>CONSOLIDATION ADJUSTMENTS (1)</i>	<i>-3,1</i>	<i>-0,6</i>	
<b>TOTAL RENCO GROUP</b>	<b>50,3</b>	<b>5,6</b>	<b>11,1%</b>

## 2. BACKLOG

### *Business Unit & Geographical Area*

1<sup>st</sup> Quarter 2019

<b>BUSINESS UNIT</b>	<b>BACKLOG</b>
SERVICE	123,2
ASSET MANAGEMENT	217,8
INFRASTRUCTURES	120,3
INDUSTRIAL PLANTS	261,8
<b>TOTAL RENCO GROUP</b>	<b>723,1</b>

<b>GEOGRAPHICAL AREA</b>	<b>BACKLOG</b>
RUSSIA & CIS	326,7
AFRICA	200,6
EUROPE	133,6
MIDDLE EAST & OTHER COUNTRIES	62,2
<b>TOTAL RENCO GROUP</b>	<b>723,1</b>

## 2. BACKLOG

### Details

 1<sup>st</sup> Quarter 2019

BUSINESS UNIT	JOB	COUNTRY	CLIENT	CONTRACT VALUE (€/Mil)	YEAR END	PRODUCTION VALUE TO BE PRODUCE 1Q 2019 (€/Mil)	
INDUSTRIAL PLANTS	CENTRALE YEREVAN	ARMENIA	ARMPower	159,8	2021	0,3	158,4
	TAP ITALIA	ITALIA	TAP	71,3	2020	4,0	38,0
	TAP ALBANIA (quota Renco)	ALBANIA	TAP	89,7	2020	8,4	16,1
	ENI CASSIOPEA	ITALIA	ENI	17,9	2021	0,2	17,6
	TAP GRECIA (quota Renco)	GRECIA	TAP	62,6	2020	4,1	11,7
	SARIR LIBIA	LIBIA	EMI FRANCE	53,4	2019	2,5	7,6
	NAFT DASLARI PP EXPANSION AZERBAIJAN	AZERBAIJAN	NAFT DASLAARI	5	2020	0,0	5,0
	TAP COMMESSE INTERNE	ALBANIA/GRECIA	JV RENCO TERNA	24,6	2020	1,3	3,3
	OTHERS			8,2		0,6	4,0
INFRASTRUCTURE	ACCADEMIA GDF	ITALIA	CDP	20,3	2020	0,2	19,5
	LAVORI CIVILI ARMENIA	ARMENIA	ARMPower	15,2	2020	0,1	15,1
	VILLA ALMATY	KAZAKHSTAN	PRIVATE	12,1	2020	0,3	10,5
	BUILDING CEC SAIPEM CONGO	CONGO	SAIPEM	6,2	2019	2,8	2,7
	SEDE NH LOGISTICS - MOZAMBICO	MOZAMBICO	NH LOGISTIC	2	2020	0,0	2,0
	PIAZZOLA MBUNDI	CONGO	ENI CONGO	1,3	2019	0,0	1,3
	LAVORI OSPEDALE BAMBIN GESU' ITALIA		OSPEDALE PEDIATRICO BAMBIN GESU	1	2019	0,0	1,0
	OTHERS			8		1,7	6,3
	GROUP BUILDINGS			63,6		1,6	62,0
SERVICES	ENI CONGO PERSONNEL + PSV	CONGO	ENI CONGO	78,1	2022	5,5	57,9
	BAKER HUGES - GE	MONDO	GE	36,1	2021	2,5	32,5
	FIRCROFT-DEXCREST	ITALIA	ITALIA	25,3	2019	3,0	3,0
	OTHERS			16,8		1,8	29,8
ASSET MANAGEMENT	MANAGEMENT TCO CAMP	KAZAKHSTAN	TENGIZ-CHEVROIL	41,9	2023	1,4	28,5
	MANAGEMENT RENCO PROPERTIES	VARIOUS		200,3		11,0	189,3
<b>GRAND TOTAL</b>				<b>1020,7</b>			<b>723,1</b>

### 3. NET FINANCIAL POSITION

1<sup>st</sup> Quarter 2019

---

<b>NET FINANCIAL POSITION</b>	<b>€/Mil.</b>
CASH & CASH EQUIVALENT	-71.9
NET DEBT ASSOCIATED COMPANIES	-23.0
BANK LOANS	108.7
BOND	44.2
OTHER FINANCIAL DEBTS	11.8
<b>NET FINANCIAL POSITION</b>	<b>69.8</b>

---