



RENCO GROUP - FINANCE OVERVIEW

3rd Quarter 2019

YEAR TO DATE

UNAUDITED FIGURES



RENCO GROUP - FINANCE OVERVIEW

3rd Quarter 2019

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

1. PRODUCTION VALUE & EBITDA

Business Unit & Geographical Area

3rd Quarter 2019

	PRODUCTION VALUE	EBITDA	EBITDA %
SERVICE	36,1	7,7	21,3%
ASSET MANAGEMENT (1)	68,4	44,6	65,2%
INFRASTRUCTURES	33,5	1,4	4,3%
INDUSTRIAL PLANTS	64,3	5,4	8,3%
GENERAL EXPENSES		-11,7	
<i>CONSOLIDATION ADJUSTMENTS (2)</i>	<i>-10,0</i>	<i>-2,7</i>	
TOTAL RENCO GROUP	192,3	44,7	23,2%

GEOGRAPHICAL AREA	PRODUCTION VALUE	EBITDA	EBITDA %
RUSSIA & CIS	41,3	10,6	25,7%
AFRICA (1)	85,9	36,1	42,0%
EUROPE	65,1	7,6	11,6%
MIDDLE EAST & OTHER COUNTRIES	10,0	3,3	33,1%
HEADQUARTER EXPENSES		-10,2	
<i>CONSOLIDATION ADJUSTMENTS (2)</i>	<i>-10,0</i>	<i>-2,7</i>	
TOTAL RENCO GROUP	192,3	44,7	23,2%

(1) VoP and EBITDA include Renco Zanzibar's net capital gain

(2) Elimination of intercompany revenues & associated company results.

2. BACKLOG

Business Unit & Geographical Area

3rd Quarter 2019

BUSINESS UNIT	BACKLOG
SERVICE	99,9
ASSET MANAGEMENT	154,3
INFRASTRUCTURES	169,2
INDUSTRIAL PLANTS	224,2
TOTAL RENCO GROUP	647,6

GEOGRAPHICAL AREA	BACKLOG
RUSSIA & CIS	296,6
AFRICA	207,1
EUROPE	91,1
MIDDLE EAST & OTHER COUNTRIES	52,8
TOTAL RENCO GROUP	647,6

2. BACKLOG

Details

 3rd Quarter 2019

BUSINESS UNIT	JOB	COUNTRY	CLIENT	CONTRACT VALUE (€/Mil)	YEAR END	PRODUCTION VALUE 3 rd Q 2019	TO BE PRODUCE (€/Mil)
INDUSTRIAL PLANTS	CENTRALE YEREVAN	ARMENIA	ARMPower	162,9	2021	10,7	151,2
	TAP ITALIA	ITALIA	TAP	73,0	2020	17,0	26,7
	TAP ALBANIA (quota Renco)	ALBANIA	TAP	89,7	2020	14,0	10,5
	ENI CASSIOPEA	ITALIA	ENI	18,3	2021	0,7	17,4
	TAP GRECIA (quota Renco)	GRECIA	TAP	62,8	2020	7,9	8,1
	SARIR LIBIA	LIBIA	EMI FRANCE	53,4	2019	7,7	2,4
	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	3,5	1,1
	OTHERS			8,2		2,7	1,9
INFRASTRUCTURE	ACCADEMIA GDF	ITALIA	CDP	20,6	2020	3,4	16,6
	LAVORI CIVILI ARMENIA	ARMENIA	ARMPower	12,2	2020	3,1	9,1
	VILLA ALMATY	KAZAKHSTAN	PRIVATE	12,1	2020	3,2	7,6
	BUILDING CEC SAIPEM CONGO	CONGO	SAIPEM	8,4	2019	6,9	1,4
	SEDE NH LOGISTICS - MOZAMBICO	MOZAMBICO	NH LOGISTIC	2,0	2020	0,0	2,0
	PIAZZOLA MBUNDI	CONGO	ENI CONGO	1,8	2019	0,4	1,4
	LAVORI OSPEDALE BAMBIN GESU'	ITALIA	OSPEDALE PEDIATRICO BAMBIN GESU'	1,0	2019	0,2	0,8
	FOW TUMO BUIDLING SYNOPSIS	ARMENIA	SYNOPSIS	2,4	2020	0,3	2,1
	FOW ABLAY KHAN	KAZAKHSTAN	DARIN	2,7	2019	1,2	1,5
	CAMPO CCS JV	MOZAMBICO	CCS JV	66,6	2021		66,6
	OTHERS			18,5		4,9	6,4
GROUP BUILDINGS			63,6		9,7	53,9	
SERVICES	ENI CONGO PERSONNEL + PSV	CONGO	ENI CONGO	78,1	2022	16,7	46,7
	BAKER HUGES - GE	MONDO	GE	36,1	2021	7,3	27,7
	FIRCROFT-DEXCREST	ITALIA	ITALIA	25,3	2019	5,6	0,4
	OTHERS			16,8		6,4	25,2
ASSET MANAGEMENT	MANAGEMENT TCO CAMP	KAZAKHSTAN	TENGIZ-CHEVROIL	41,9	2023	4,7	25,2
	MANAGEMENT RENCO PROPERTIES	VARIOUS		200,3		63,7	129,1
GRAND TOTAL				1108,1			647,6

3. NET FINANCIAL POSITION

3rd Quarter 2019

NET FINANCIAL POSITION	€/Mil.
CASH & CASH EQUIVALENT	-116,5
NET DEBT ASSOCIATED COMPANIES	- 22,0
BANK LOANS	113,5
BOND	44,2
OTHER FINANCIAL DEBTS	11,8
NET FINANCIAL POSITION	30,9
