



# RENCO GROUP - FINANCE OVERVIEW

3<sup>rd</sup> Quarter 2020

*YEAR TO DATE*

*UNAUDITED FIGURES*

*Pesaro, 30<sup>o</sup> November 2020*



## RENCO GROUP - FINANCE OVERVIEW

### 3<sup>rd</sup> Quarter 2020

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

# 1. PRODUCTION VALUE & EBITDA

## Business Unit & Geographical Area

 3<sup>rd</sup> Quarter 2020

BUSINESS UNIT	PRODUCTION VALUE YTD	EBITDA YTD	EBITDA %	PRODUCTION VALUE 3°Q '19	EBITDA 3°Q '19	EBITDA %
SERVICE	31,7	8,3	26,2%	36,1	7,7	21,3%
BUILDINGS	64,1	3,8	5,9%	33,5	1,4	4,2%
INDUSTRIAL PLANTS	110,2	7,1	6,4%	64,3	5,4	8,4%
ASSET MANAGEMENT (1)	30,4	11,2	36,8%	68,4	44,6	65,2%
GENERAL EXPENSES		-12,0			-11,7	
CONSOLIDATION ADJUSTMENT (2)	-7,8	-2,4		-10,0	-2,7	
<b>TOTAL RENCO GROUP</b>	<b>228,5</b>	<b>16,0</b>	<b>7,0%</b>	<b>192,3</b>	<b>44,7</b>	<b>23,2%</b>

GEOGRAPHICAL AREA	PRODUCTION VALUE	EBITDA YTD	EBITDA %	PRODUCTION VALUE 3°Q '19	EBITDA 3°Q '19	EBITDA %
RUSSIA & CIS	94,6	14,5	15,3%	41,3	10,6	25,7%
AFRICA (1)	71,7	10,2	14,3%	85,9	36,1	42,0%
EUROPE	53,8	3,5	6,5%	65,1	9,1	14,0%
MIDDLE EAST & OTHER COUNTRIES	16,3	2,2	13,8%	10,0	3,3	33,0%
HEADQUARTER EXPENSES		-12,0			-11,7	
CONSOLIDATION ADJUSTMENT (2)	-7,8	-2,4		-10,0	-2,7	
<b>TOTAL RENCO GROUP</b>	<b>228,5</b>	<b>16,0</b>	<b>7,0%</b>	<b>192,3</b>	<b>44,7</b>	<b>23,2%</b>

(1) 2019 includes 35 millions of VoP and 32,4 millions of EBITDA from Renco Zanzibar's Net Capital Gain

(2) Elimination of intercompany revenues and EBITDA & associated company results

## 2. BACKLOG

### Business Unit & Geographical Area

3<sup>rd</sup> Quarter 2020

BUSINESS UNIT	BACKLOG	BACKLOG
	3°Q 2020	3°Q 2019
SERVICE	83,5	99,9
ASSET MANAGEMENT	114,3	154,3
BUILDINGS	154,2	169,2
INDUSTRIAL PLANTS	193,6	224,2
<b>TOTAL RENCO GROUP</b>	<b>545,6</b>	<b>647,6</b>

GEOGRAPHICAL AREA	BACKLOG	BACKLOG
	3°Q 2020	3°Q 2019
RUSSIA & CIS	160,6	296,6
AFRICA	176,8	207,1
EUROPE	155,1	91,1
MIDDLE EAST & OTHER COUNTRIES	53,1	52,8
<b>TOTAL RENCO GROUP</b>	<b>545,6</b>	<b>647,6</b>

## 2. BACKLOG

### Details

 3<sup>rd</sup> Quarter 2020

BUSINESS UNIT	JOB	COUNTRY	CLIENT	CONTRACT VALUE (€/Mil)	YEAR END	TO BE PRODUCED 30.06.2020	TO BE PRODUCE (€/Mil)
INDUSTRIAL PLANTS	CENTRALE YEREVAN	ARMENIA	ARMPower	159,8	2022	76,7	54,9
	TAP ITALIA	ITALIA	TAP	82,7	2020	11,2	2,5
	TAP ALBANIA (quota Renco)	ALBANIA	TAP	92,3	2020	6,0	4,0
	ENI CASSIOPEA	ITALIA	ENI	18,3	2022	17,2	16,5
	TAP GRECIA (quota Renco)	GRECIA	TAP	66,4	2020	6,0	4,0
	SARIR LIBIA	LIBIA	EMI FRANCE	53,4	2020	0,2	0,2
	COMPRESSOR STATION EVERDRUP	DANIMARCA	ENERGYNET	72,0	2022	71,7	71,3
	TAP COMMESSE INTERNE	ALBANIA/GRECIA	JV RENCO TERNA	30,2	2020	1,7	1,0
	REALIZZAZIONE MODULI LNG CANADA	ITALIA	NUOVO PIGNONE	35,2	2022	35,2	35,1
	SOSTITUZIONE TA7 SANNAZZARO	ITALIA	ENI	4,6	2021	3,8	3,5
	OTHERS			7,6		0,8	0,8
	INFRASTRUCTURE	ACCADEMIA GDF	ITALIA	CDP	22,8	2021	11,1
LAVORI CIVILI ARMENIA		ARMENIA	ARMPower	15,2	2022	7,3	6,0
VILLA ALMATY		KAZAKHSTAN	PRIVATE	12,1	2020	4,4	3,4
BUILDING CEC SAIPEM CONGO		CONGO	SAIPEM	8,0	2020	0,1	0,1
CAMPO CCS JV		MOZAMBICO	CCS JV	71,3	2022	54,8	47,6
TEMPORARY BUILDINGS CCS JV		MOZAMBICO	CCS JV	44,9	2022	43,7	40,7
ENI ROVUMA		MOZAMBICO	ENI MOZAMBICO	3,7	2021	2,7	2,2
TUMO BUILDING		ARMENIA	SYNOPSIS	2,4	2020	0,7	0,5
PIAZZOLA MBUNDI		CONGO	ENI CONGO	2,2	2020	1,5	1,5
LAVORI OSPEDALE BAMBIN GESU'		ITALIA	OSPEDALE PEDIATRICO BAMBIN GESU	1,3	2020	0,2	0,1
OTHERS				5,4	2020	0,0	0,0
GROUP BUILDINGS				65,0		49,0	42,7
SERVICES	ENI CONGO PERSONNEL + PSV	CONGO	ENI CONGO	78,1	2022	38,3	30,5
	BAKER HUGES - GE	MONDO	GE	60,7	2024	48,1	46,6
	OTHERS			27,4		7,7	6,4
ASSET MANAGEMENT	MANAGEMENT TCO CAMP	KAZAKHSTAN	TENGIZ-CHEVROIL	41,9	2020	3,0	1,5
	MANAGEMENT RENCO PROPERTIES	VARIOUS		173,5		121,4	112,8
<b>TOTALE PORTAFOGLIO</b>				<b>1.258,4</b>		<b>624,3</b>	<b>545,6</b>

### 3. NET FINANCIAL POSITION

3<sup>rd</sup> Quarter 2020

<i>NET FINANCIAL POSITION</i>	<i>(€/Mil)</i>	<i>(€/Mil)</i>
	<i>3°Q 2020</i>	<i>3°Q 2019</i>
BANK & CASH EQUIVALENT	-75,9	-116,5
NET DEBT ASSOCIATED COMPANIES	-26,6	-22,0
BANK LOANS	118,2	113,4
BOND	35,0	44,2
OTHER FINANCIAL DEBTS	12,7	11,8
<b>TOTAL RENC0 GROUP</b>	<b>63,4</b>	<b>30,9</b>