



RENCO GROUP - FINANCE OVERVIEW

3rd Quarter 2018

YEAR TO DATE

UNAUDITED FIGURES



RENCO GROUP - FINANCE OVERVIEW

3st Quarter 2018

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

1. PRODUCTION VALUE & EBITDA

Business Unit & Geographical Area

3rd Quarter 2018

	PRODUCTION VALUE EBITDA		EBITDA %
SERVICE	39,1	9,3	23,8%
ASSET MANAGEMENT	36,0	13,5	37,5%
INFRASTRUCTURES	27,1	0,5	1,8%
INDUSTRIAL PLANTS	77,3	14,6	18,8%
GENERAL EXPENSES		-11,8	
<i>CONSOLIDATION ADJUSTMENTS</i>	<i>-11,5</i>	<i>-2,9</i>	
TOTAL RENCO GROUP	168,0	23,2	13,8%

GEOGRAPHICAL AREA	PRODUCTION VALUE EBITDA		EBITDA %
RUSSIA & CIS	30,0	10,3	34,3%
AFRICA	47,7	5,4	11,3%
EUROPE	91,4	16,9	18,5%
MIDDLE EAST & OTHER COUNTRIES	10,4	3,0	28,8%
HEADQUARTER EXPENSES		-9,5	
<i>CONSOLIDATION ADJUSTMENTS</i>	<i>-11,5</i>	<i>-2,9</i>	
TOTAL RENCO GROUP	168,0	23,2	13,8%

2. BACKLOG

Business Unit & Geographical Area

3rd Quarter 2018

BUSINESS UNIT	BACKLOG
SERVICE	51,5
ASSET MANAGEMENT	259,7
INFRASTRUCTURES	77,7
INDUSTRIAL PLANTS	293,6
TOTAL RENCO GROUP	682,5

	<i>€/Millions</i>
GEOGRAPHICAL AREA	BACKLOG
RUSSIA & CIS	351,8
AFRICA	135,8
EUROPE	163,7
MIDDLE EAST & OTHER COUNTRIES	31,2
TOTAL RENCO GROUP	682,5

2. BACKLOG

Details

 3rd Quarter 2018

BUSINESS UNIT	JOB	CONTRACT VALUE (€/Mil.)	YEAR END	PRODUCTION VALUE YTD 2018	TO BE PRODUCED (€/Mil.)
INDUSTRIAL PLANTS	TAP ALBANIA	86,8	2020	25,1	29,5
	TAP GRECECE	61,6	2020	17,0	18,5
	TAP ITALY	67,4	2020	8,9	41,8
	TAP GREECE/ALBANIA INTERNAL JOBS	20,8	2020	4,0	5,0
	SARIR	53,4	2021	5,0	13,8
	SERGNANO	19,9	2018	4,3	0,0
	MINERBIO	14,2	2018	5,5	0,0
	POWER PLANT YEREVAN	166,6	2020	5,5	161,1
	P&I LIFEBOATS	7,8	2019	1,4	6,4
	FUEL GAS SKID EGITTO	0,6	2019		0,6
	CASSIOPEA	17,0	2020		17,0
OTHERS			0,6	0,0	
INFRASTRUCTURE	CONCRETE JERMUK	0,8	2018	0,6	0,0
	PALAZZO MULTIF. ALMATY	39,9	2018	0,2	0,1
	SCHNEIDER ORKEN	4,6	2019	2,4	2,1
	LAVORI CIVILI TAP ALBANIA	5,3	2019	4,2	0,2
	FINISHING TAP ALBANIA	4,4	2019	2,3	2,1
	VILLA ALMATY	4,6	2019	0,9	3,7
	RISTRUTTURAZIONE APP.TO	0,2	2018	0,2	0,0
	LAVORI CIVILI ARMENIA	16,0	2020	0,0	16,0
	FOW ABLAY KHAN	1,7	2020	0,3	1,4
	MANUTENZIONE SYNOPSIS	0,2	2018	0,1	0,2
	LAVORI CIVILI ENI CONGO	1,9	2019		1,9
	ACCADEMIA GDF	19,8	2020		19,8
	SEDE NH LOGISTICS - MOZAMBICO	2,0	2020		2,0
	FF&E VILLA ALMATY	10,0	2020		10,0
GROUP BUILDINGS	48,0	2021	15,9	31,6	
SERVICES	ENI CONGO PERSONNEL	60,0		15,5	16,5
	ACCORDO QUADRO BAKER HUGES - GE	40,0		7,3	22,7
	MANUTENZIONI ENI IRAQ	10,6		2,7	5,8
	ACCORDO QUADRO FIRCROFT	24,9		8,2	3,8
	OTHER	8,0		5,4	2,7
ASSET MANAGEMENT	MANAGEMENT TCO CAMP	41,9		4,5	37,4
	MANAGEMENT RENCO PROPERTIES	253,8		31,5	222,3
GRAND TOTAL		1.052,1			682,5

3. NET FINANCIAL POSITION

3rd Quarter 2018

NET FINANCIAL POSITION	€/Mil.
CASH & CASH EQUIVALENT	-71,2
NET DEBT ASSOCIATED COMPANIES	-13,9
BANK LOANS	113,0
BOND	44,3
OTHER FINANCIAL DEBTS	0,8
NET FINANCIAL POSITION	73,0
