



RENCO GROUP FINANCIAL OVERVIEW – FULL YEAR 2018

UNAUDITED FIGURES

Pesaro 25th February 2019



RENCO GROUP FINANCIAL OVERVIEW FULL YEAR 2018

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

1. PRODUCTION VALUE & EBITDA

Business Unit & Geographical Area

Full year 2018

	PRODUCTION VALUE	EBITDA	EBITDA %
SERVICE	52,6	12,1	23,1%
ASSET MANAGEMENT	61,9	31,8	51,3%
INFRASTRUCTURES (1)	39,7	0,6	3,2%
INDUSTRIAL PLANTS	103,2	20,0	19,4%
GENERAL EXPENSES		-16,4	
<i>CONSOLIDATION ADJUSTMENTS (2)</i>	<i>-16,1</i>	<i>-4,4</i>	
TOTAL RENCO GROUP	241,2	43,6	18,1%

(1) INFRASTRUCTURES RESULT INCLUDES PRODUCTION (WITHOUT MARGIN) FOR CONSTRUCTION AND EXTRAORDINARY MAINTENANCE OF RENCO BUILDINGS. THE EBITDA % IS ADJUSTED CONSIDERING ONLY THIRD PARTIES JOBS.

(2) ELIMINATION OF INTERCOMPANY REVENUES & ASSOCIATED COMPANY RESULTS.

GEOGRAPHICAL AREA	PRODUCTION VALUE	EBITDA	EBITDA %
RUSSIA & CIS	57,8	27,3	47,3%
AFRICA	68,5	10,2	15,0%
EUROPE	116,7	19,7	16,9%
MIDDLE EAST & OTHER COUNTRIES	14,4	3,7	25,9%
HEADQUARTER EXPENSES		-12,9	
<i>CONSOLIDATION ADJUSTMENTS (2)</i>	<i>-16,1</i>	<i>-4,4</i>	
TOTAL RENCO GROUP	241,2	43,6	18,1%

2. BACKLOG

Business Unit & Geographical Area

Full year 2018

BUSINESS UNIT	BACKLOG
SERVICE	46,3
ASSET MANAGEMENT	247,4
INFRASTRUCTURES	83,5
INDUSTRIAL PLANTS	285,7
TOTAL RENCO GROUP	662,9

€/Millions

GEOGRAPHICAL AREA	BACKLOG
RUSSIA & CIS	351,4
AFRICA	122,5
EUROPE	153,2
MIDDLE EAST & OTHER COUNTRIES	35,9
TOTAL RENCO GROUP	662,9

2. BACKLOG

Details

Full year 2018

BUSINESS UNIT	JOB	CONTRACT VALUE (€/Mil.)	YEAR END	PRODUCTION VALUE YTD 2018	TO BE PRODUCED (€/Mil.)
INDUSTRIAL PLANTS	TAP ALBANIA	89,8	2020	34,1	23,9
	TAP GRECECE	61,6	2020	20,4	15,3
	TAP ITALY	70,5	2020	13,0	40,8
	TAP GREECE/ALBANIA INTERNAL JOBS	24,6	2020	7,6	5,4
	SARIR	53,4	2021	10,5	15,5
	SERGNANO	20,1	2018	3,9	0,0
	MINERBIO	14,2	2018	6,2	0,0
	POWER PLANT YEREVAN	160,1	2021	2,1	158,1
	P&I LIFEBOATS	7,6	2019	4,3	3,3
	FUEL GAS SKID EGITTO	0,6	2019	0,0	0,6
	CASSIOPEA	17,9	2020	0,0	17,9
	NAFT DASLARI- POWER PLANT EXPANTION	5,0	2019	0,0	5,0
OTHERS			1,0	0,0	
INFRASTRUCTURE	CONCRETE JERUK	0,8	2018	0,6	0,0
	PALAZZO MULTIF. ALMATY	39,9	2018	0,2	0,0
	SCHNEIDER ORKEN	5,3	2019	4,4	0,8
	LAVORI CIVILI TAP ALBANIA	5,5	2019	3,7	1,0
	FINISHING TAP ALBANIA	4,4	2019	3,2	1,2
	VILLA ALMATY	4,7	2019	1,4	3,3
	RISTRUTTURAZIONE APP.TO	0,2	2018	0,2	0,0
	CIVIL WORKS POWER PLANT YEREVAN	16,1	2020	1,0	15,1
	FOW ABLAY KHAN	1,7	2020	0,5	1,2
	MANUTENZIONE SYNOPSIS	0,2	2018	0,3	0,0
	LAVORI CIVILI ENI CONGO	2,2	2019	0,7	1,5
	ACCADEMIA GDF	19,8	2020	0,6	19,2
	BUILDING CEC SAIPEM	5,8	2019	0,7	5,3
	SEDE NH LOGISTICS - MOZAMBICO	2,0	2020	0,0	2,0
	FF&E VILLA ALMATY	7,0	2020	0,0	7,0
	GROUP BUILDINGS	48,0	2021	22,1	25,9
	SERVICES	ENI CONGO PERSONNEL	49,8		20,9
ACCORDO QUADRO BAKER HUGES - GE		40,0		9,7	22,0
MANUTENZIONI ENI IRAQ		10,6		3,9	6,7
ACCORDO QUADRO FIRCROFT		24,9		10,4	5,6
OTHER		8,0		7,7	6,7
ASSET MANAGEMENT	MANAGEMENT TCO CAMP	41,9		6,0	35,9
	MANAGEMENT RENCO PROPERTIES	253,8		42,3	211,5
GRAND TOTAL		1.065,5			662,9

3. NET FINANCIAL POSITION

Full year 2018

NET FINANCIAL POSITION	€/Mil.
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CASH & CASH EQUIVALENT	-72,7
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NET DEBT ASSOCIATED COMPANIES	-22,4
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BANK LOANS	93,5
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BOND	44,3
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OTHER FINANCIAL DEBTS	0,8
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NET FINANCIAL POSITION	43,6
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