



RENCO GROUP - FINANCE OVERVIEW

Full year 2020

YEAR TO DATE

UNAUDITED FIGURES

Pesaro, 26° February 2021



RENCO GROUP - FINANCE OVERVIEW

Full year 2020

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

1. PRODUCTION VALUE & EBITDA

Business Unit & Geographical Area

Full year 2020

BUSINESS UNIT	PRODUCTION VALUE YTD	EBITDA YTD	EBITDA %	PRODUCTION VALUE 2019	EBITDA 2019	EBITDA %
SERVICE	40,3	10,7	26,5%	47,7	11,7	24,6%
BUILDINGS	64,6	7,2	11,1%	41,2	3,5	8,5%
INDUSTRIAL PLANTS	145,8	13,2	9,1%	130,8	9,1	6,9%
ASSET MANAGEMENT (1)	34,1	13,1	38,5%	78,1	49,2	63,0%
GENERAL EXPENSES		-15,9			-15,2	
TOTAL VS/THIRD PARTIES	284,8	28,3	9,9%	297,8	58,3	19,6%
INCREASES IN FIXED ASSETS	21,9			17,3		
TOTAL RENCO GROUP	306,8	28,3	9,2%	315,2	58,3	18,5%

GEOGRAPHICAL AREA	PRODUCTION VALUE YTD	EBITDA YTD	EBITDA %	PRODUCTION VALUE 2019	EBITDA 2019	EBITDA %
RUSSIA & CIS	125,4	16,7	13,3%	98,0	14,6	14,9%
AFRICA (1)	99,0	13,2	13,4%	79,6	41,1	51,6%
EUROPE	71,3	9,4	13,2%	123,1	13,1	10,6%
MIDDLE EAST & OTHER COUNTRIES	11,0	2,6	23,5%	14,4	4,1	28,4%
HEADQUARTER EXPENSES		-13,6			-14,6	
TOTAL RENCO GROUP	306,8	28,3	9,2%	315,2	58,3	18,5%

(1) 2019 includes 35 millions of VoP and 32,8 millions of EBITDA from Renco Zanzibar's Net Capital Gain

2. BACKLOG

Business Unit & Geographical Area

Full year 2020

BUSINESS UNIT	BACKLOG	BACKLOG
	2020	2019
SERVICE	81,3	115,1
BUILDINGS	193,5	206,1
INDUSTRIAL PLANTS	157,4	238,0
ASSET MANAGEMENT	156,5	140,0
TOTAL RENCO GROUP	588,7	699,2

GEOGRAPHICAL AREA	BACKLOG	BACKLOG
	2020	2019
RUSSIA & CIS	116,9	234,7
AFRICA	223,5	259,2
EUROPE	198,0	154,3
MIDDLE EAST & OTHER COUNTRIES	50,3	51,0
TOTAL RENCO GROUP	588,7	699,2

2. BACKLOG

Details

Full year 2020

BUSINESS UNIT	JOB	COUNTRY	CLIENT	CONTRACT VALUE (€/Mil)	YEAR END	TO BE PRODUCE (€/Mil)	
INDUSTRIAL PLANTS	CENTRALE YEREVAN	ARMENIA	ARMPower	171,3	2021	34,6	
	TAP ITALIA	ITALIA	TAP	87,9	2020	0,0	
	TAP ALBANIA (quota Renco)	ALBANIA	TAP	92,6	2020	0,0	
	ENI CASSIOPEA	ITALIA	ENI	18,8	2022	17,7	
	TAP GRECIA (quota Renco)	GRECIA	TAP	66,8	2020	0,0	
	SARIR LIBIA	LIBIA	EMI FRANCE	53,4	2020	0,2	
	COMPRESSOR STATION EVERDRUP	DANIMARCA	ENERGYNET	72,0	2022	62,1	
	TAP COMMESSE INTERNE	ALBANIA/GRECIA	JV RENCO TERNA	30,2	2020	0,0	
	REALIZZAZIONE MODULI LNG CANADA	ITALIA	NUOVO PIGNONE	39,5	2022	38,2	
	SOSTITUZIONE TA7 SANNAZZARO ITALIA		ENI	4,6	2021	3,8	
	OTHERS			7,6		0,7	
	BUILDINGS	ACCADEMIA GDF	ITALIA	CDP	22,2	2021	9,4
		LAVORI CIVILI ARMENIA	ARMENIA	ARMPower	15,2	2022	3,5
VILLA ALMATY		KAZAKHSTAN	PRIVATE	12,6	2020	3,4	
BUILDING CEC SAIPEM CONGO		CONGO	SAIPEM	8,9	2020	0,0	
CAMPO CCS JV		MOZAMBICO	CCS JV	71,3	2022	47,6	
TEMPORARY BUILDINGS CCS JV		MOZAMBICO	CCS JV	47,0	2022	40,7	
ENI ROVUMA		MOZAMBICO	ENI MOZAMBICO	3,7	2021	2,2	
TUMO BUILDING		ARMENIA	SYNOPSIS	2,4	2020	0,0	
PIAZZOLA MBUNDI		CONGO	ENI CONGO	2,2	2020	1,5	
LAVORI OSPEDALE BAMBIN GESU' ITALIA			OSPEDALE PEDIATRICO BAMBIN GESU	1,3	2020	0,0	
OTHERS				3,8	2021	3,8	
GROUP BUILDINGS				101,0	2023	81,4	
SERVICES		ENI CONGO PERSONNEL + PSV	CONGO	ENI CONGO	78,1	2022	31,0
	BAKER HUGES - GE	MONDO	GE	76,7	2024	46,0	
	OTHERS			27,4		4,3	
ASSET MANAGEMENT	MANAGEMENT TCO CAMP	KAZAKHSTAN	TENGIZ-CHEVROIL	41,9	2021	0,8	
	MANAGEMENT RENCO PROPERTIES	VARIOUS		189,8		155,7	
TOTALE PORTAFOGLIO				1.350,2		588,7	

3. NET FINANCIAL POSITION

Full Year 2020

<i>NET FINANCIAL POSITION</i>	<i>(€/Mil)</i>	<i>(€/Mil)</i>
	<i>2020</i>	<i>2019</i>
BANK & CASH EQUIVALENT	-67,6	-98,1
NET DEBT ASSOCIATED COMPANIES	-28,6	-28,8
BANK LOANS	99,5	60,8
BOND	44,5	44,5
OTHER FINANCIAL DEBTS	12,7	13,8
TOTAL RENCO GROUP	60,4	-7,7