



RENCO GROUP FINANCIAL OVERVIEW - FULL YEAR 2017

UNAUDITED FIGURES

Pesaro, 13th February 2018



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

1. PRODUCTION VALUE & EBITDA

Business Unit & Geographical Area

	PRODUCTION VALUE	EBITDA	EBITDA %
SERVICE	43,4	11,9	27,4%
ASSET MANAGEMENT	43,5	18,9	43,4%
INFRASTRUCTURES (1)	74,1	5,5	10,3%
INDUSTRIAL PLANTS	93,0	15,3	16,4%
GENERAL EXPENSES		-16,4	
CONSOLIDATION ADJUSTMENTS (2)	-10,4	-2,4	
TOTAL RENCO GROUP	243,6	32,9	13,5%

(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	86,2	18,9	22,0%
AFRICA	54,9	9,0	16,5%
EUROPE	98,2	20,2	20,6%
MIDDLE EAST & OTHER COUNTRIES	4,3	1,1	26,0%
GENERAL EXPENSES		-16,4	
TOTAL RENCO GROUP	243,6	32,9	13,5%

2. BACKLOG

Business Unit & Geographical Area

BUSINESS UNIT	BACKLOG
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SERVICE	71,9
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ASSET MANAGEMENT	259,5
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INFRASTRUCTURES	65,3
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INDUSTRIAL PLANTS	350,4
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TOTAL RENCO GROUP	747,1
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GEOGRAPHICAL AREA	BACKLOG
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RUSSIA & CIS	362,9
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AFRICA	110,4
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EUROPE	223,1
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MIDDLE EAST & OTHER COUNTRIES	50,7
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TOTAL RENCO GROUP	747,1
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2. BACKLOG

Details

BUSINESS UNIT	JOB	COUNTRY	CLIENT	CURRENCY	EURO EQUIVALENT (€/Mil.)	YEAR END	PRODUCTION VALUE 2017	TO BE PRODUCED (€/Mil.)
INDUSTRIAL PLANTS	TAP ALBANIA	ALBANIA	TAP	EUR	84,7	2020	27,9	51,4
	TAP GRECECE	GRECIA	TAP	EUR	60,3	2021	21,1	32,9
	TAP ITALY	ITALIA	TAP	EUR	65,3	2021	13,0	48,5
	TAP GREECE/ALBANIA INTERNAL JOBS	ALBANIA/ GRECIA	JV RENCO TERNA	EUR	10,0	2021	2,6	4,2
	SARIR	LIBIA	EMI FRANCE	EUR	50,0	2021	0,5	15,3
	SERGNANO	ITALIA	SNAM RETE GAS	EUR	19,9	2021	11,6	5,0
	MINERBIO	ITALIA	SNAM RETE GAS	EUR	13,2	2021	7,0	4,9
	POWER PLANT YEREVAN	ARMENIA	ARMPower	EUR	185,2	2020		185,2
OTHERS					12,3		9,3	3,0
INFRASTRUCTURES	JERMUK CAMP & CONCRETE WORKS	ARMENIA	LYDIAN ARMENIA	EUR	11,3	2017	11,0	0,2
	CIVIL WORKS TAP ALBANIA	ALBANIA	JV RENCO TERNA	EUR	7,5	2018	0,8	6,7
	CIVIL WORKS ASSISI	ITALIA	F.NE BASILICA DI S. FRANCESCO	EUR	5,5	2018	0,4	4,5
	CIVIL WORKS POWER PLANT YEREVAN	ARMENIA	ARMPower	EUR	10,0	2018		10,0
	CAMP TCO	KAZAKHSTAN	TENGIZ CHEVROIL (TCO)	KZT	24,6	2021	23,4	1,2
	ALMATY MULTIFUNCTIONAL BUILDING	KAZAKHSTAN	DARIN CONSTRUCTION	EUR	39,9	2018	8,3	0,3
	OTHERS					12,7	9,7	3,0
	GROUP BUILDINGS					59,9	20,5	39,4
SERVICES	ENI CONGO SERVIZI	CONGO	ENI CONGO	XAF (FIXED RATE)	57,1	2019 (+1+1)	20,0	28,5
	ACCORDO QUADRO GE	MONDO	GE	EUR	36,1	2019	10,1	26,0
	MANUTENZIONE ENI IRAQ	IRAQ	ENI IRAQ B.V.	USD	10,6	2019	1,2	9,4
	ACCOROD QUADRO FIRCROFT	KAZAKISTAN	FIRCROFT	EUR	19,5	2018	7,1	6,6
	OTHERS					6,4	5,1	1,3
ASSET MANAGEMENT	MANAGEMENT TCO CAMP	KAZAKHSTAN	TENGIZ CHEVROIL (TCO)	KZT	41,9	2021		41,9
	MANAGEMENT RENCO PROPERTIES	VARIOUS			261,1		43,5	217,6
GRAND TOTAL					1.104,9			747,1

3. NET FINANCIAL POSITION

NET FINANCIAL POSITION	€/Mil.
CASH & CASH EQUIVALENT	-91,6
NET DEBT ASSOCIATED COMPANIES	-14,2
BANK LOANS	93,4
BOND	44,2
OTHER FINANCIAL DEBTS	1,4
NET FINANCIAL POSITION	33,3
