

PRESS RELEASE

THE BOARD OF SALINI IMPREGILO HAS APPROVED:

A) THE ACQUISITION OF LANE INDUSTRIES INC. A LEADING US CONSTRUCTION COMPANY

- Creation of a larger and stronger Group with 2015 pro-forma sales of more than €6 billion
- With Lane, the large and attractive US construction market will be a key region for the Group, representing approx. 21% of pro-forma revenues
- Significant commercial synergies expected thanks to Lane's strong local platform combined with Salini Impregilo's technical capabilities and greater financial resources
- Transaction value equal to approx. \$406 million net of adjustments that will be defined at closing
- The transaction has been approved also by the Board of Directors of Lane and is subject to the approval of Lane shareholders and other customary closing conditions including antitrust. Closing is expected in January 2016.

B) THE FIRST 9 MONTHS 2015 CONSOLIDATED FINANCIAL RESULTS

- Revenues: €3.4 billion (vs. €3.1 billion; +8.4%)¹
- EBITDA: €340.4 million (vs. €306.3 million; +11.1%); EBITDA margin 10.1% (vs. 9.9%)
- EBIT: €185.2 million (vs. €180.4 million; +2.6 %); EBIT margin 5.5% (vs. 5.8%)
- No recurring cost €7.5 million: adjusted EBITDA margin 10.3%, adjusted EBIT margin 5,7%
- Net financing costs and equity investments €59.7 million (€109.9 million) improving by 45.2%
- Net profit from continuing operations: €87.8 million (vs. €45.3 million); +94.0%
- Business plan total revenues coverage by backlog increased to 94%

Milan, November 12, 2015 - The Board of Directors of Salini Impregilo (MTA: SAL) approved yesterday an agreement under which Salini Impregilo will acquire 100% of the share capital of Lane Industries Inc. The Board also approved the first nine months Interim Financial Report as at September 30, 2015.

A) AGREEMENT TO ACQUIRE 100% OF LANE INDUSTRIES INC.

¹ First nine-month 2014 figures in brackets

Lane is the **top highway contractor** and **top private asphalt producer** in the US. It is a family-owned business with more than 100 years of history specialized in heavy civil construction and in the transportation infrastructure sector with approx. \$1.5 billion turnover.

The company has three divisions: asphalt production, road projects and other infrastructure projects, in both domestic and international markets. Lane is the largest US private producer of asphalt, as well as the top highway contractor in the US. Thanks to its strong track record, technical experience and the strategic location of its materials plants, Lane is participating in some of the largest and most complex projects in the US, such as the highway construction in Florida, the I-4 Ultimate, a \$2.3 billion contract, in which Lane has a 30% stake.

The acquisition of Lane represents a further step by Salini Impregilo to expand in the **large and attractive US infrastructure market**. It will enable the Group to create a **powerful platform** to seize opportunities in a market where having a local presence and a local team of managers it is must to succeed.

With Lane, Salini Impregilo will be able to access a much larger pool of projects. The US transportation infrastructure market - \$130 billion in 2014 - is expected to grow above GDP on the back of a recovering economy, a positive demographic trend and the pent-up demand for significant upgrades and expansions of existing infrastructure after years of underinvestment. The presence of Lane into the Group will bring **significant growth opportunities**, while increasing the diversification of the portfolio by **improving the balance** of its exposure between developed and developing markets.

TRANSACTION DETAILS & CLOSING

The value of the transaction is equal to approx. \$406 million net of adjustments that will be defined at closing and takes into account the value of Lane's stakes in JVs. Salini Impregilo will finance this transaction with available cash, existing credit lines and new financing available at closing. The acquisition is expected to close in January 2016, subject to the approval of Lane's shareholders and the satisfaction of other customary conditions, including compliance with US antitrust requirements.

Pietro Salini, Salini Impregilo CEO, commented: *"The Lane acquisition will be a key milestone in the development of our company. After the completion of the merger between Salini and Impregilo in January 2014, we demonstrated our ability to integrate businesses, to create value for our shareholders and to achieve our business plan target, profit and enhancement of human resources. Our Group already operates in the US with its subsidiary Healy, and has already developed projects such as the Metro in San Francisco, and Lake Mead in Nevada. With Lane, we bring our group to a new, more ambitious level as we reach a truly global scale while preserving a sound financial structure. We will be at home in more than 50 countries with a workforce of more than 35,000 employees. We will have a leadership position in the US, in Europe as well as in high-growth regions. We will be able to compete globally and seize the best opportunities on a risk-adjusted basis. We will achieve all of this thanks to the acquisition of a great US company that shares many things in common with Salini Impregilo. I look forward to welcoming into our group the talented Lane management team and its employees so we can build together a solid and profitable future".*

B) FIRST 9 MONTHS 2015 CONSOLIDATED FINANCIAL RESULTS

€/million	9M 2015	9M 2014 ²	Change
REVENUES	3,367.5	3,106.6	8.4%
EBITDA	340.4	306.3	11.1%
<i>EBITDA margin</i>	<i>10.1%</i>	<i>9.9%</i>	
EBIT	185.2	180.4	2.6%
<i>EBIT margin</i>	<i>5.5%</i>	<i>5.8%</i>	
NET PROFIT from continuing operations	87.8	45.3	94.0%
NET PROFIT	80.2	110.5	(27.5%)

INCOME STATEMENT

Consolidated revenues for the first nine months of 2015 totaled **€3,367.5 million**, a 8.4% increase from the €3,106.6 million reported for the same period the prior year, due to the progress of some large-scale projects among which: the Red Line North project in Qatar, Line 3 of the Riyadh Metro in Saudi Arabia, the Skytrain project in Australia, and the High Speed/High Capacity Milan - Genoa railway in Italy.

Total operating costs in the first nine months of 2015 were **€3,027.1 million** compared with €2,800.3 million a year earlier. The ratio of operating expenses to total revenues is in line with September 2014. Non-recurring costs of approximately €7.5 million were recorded in the first nine months of 2015. They relate to strategic projects aimed at improving the Group's efficiency and achieving the business plan's objectives.

In the first nine months of 2015, **EBITDA** was **€340.4 million**, 11.1% higher than the figure reported in the same period the prior year. **EBIT** in the first nine months of 2015 totaled **€185.2 million**, versus €180.4 million in the same period of the previous year.

In the first nine months 2015, **EBITDA margin** was 10.1% and **EBIT margin** was 5.5%, in line with our year-end targets. Including no recurring costs **adjusted EBITDA margin 10.3%**, and **adjusted EBIT margin 5.7%**.

The combined result of **net financing costs and equity investments** in the first nine months of 2015 negative for **€59.7 million**, showing a noticeable improvement of €49.3 million, compared with the first nine months of 2014, which reported a net expense of €109.0 million. The improvement is largely attributable to the reduction in financial expenses, decreasing from €103.1 million to **€73.5 million**. This is thanks to the renegotiation of a substantial portion of the medium-long bank debt, which substantially reduced the average cost of debt. **Net foreign exchange** recorded a loss of €12.1 million compared with a loss of €41.3 million in the same period last year.

In the first nine months of 2015, **net profit from continuing operations** came to **€87.8 million**, showing a remarkable increase versus €45.3 million realized in the first nine months of 2014. **Net profit**, before minorities, amounted to **€80.2 million**, including a **loss from discontinued operations** of **€7.7 million**, that

² First nine months 2014 restated in accordance to IFRS 5. In addition, 2014 figures have been prepared in accordance to the new accounting principles IFRS 10-11 as adopted for FY 2014.

compared with €110.5 million for the first nine months of 2014, which included €65.3 million mainly deriving from the Fisia Babcock sale.

BALANCE SHEET

At September 30, 2015, **net debt was €357.3 million**, showing an improvement versus the net debt of June 2015 equal to €378.6 million, and an increase of €268.1 million versus the net debt at the end of December 2014. The average M/L bank debt maturity has been successfully extended from 2016 to 2019, and the average cost of M/L bank debt substantially reduced versus the prior year. For the first nine months of 2015, the net debt-to-equity ratio was equal to 0.29.

The bond issued by Impregilo International Infrastructures NV for an amount of €150 million will mature on November 26, 2015, and it will be replaced by a bank loan, already committed, for a period of five years with more favorable conditions.

NEW ORDERS AND BACKLOG

The total backlog as at September 30, 2015 is **€33.7 billion**, €26.5 billion of which related to construction and €7.2 billion to concessions.

New orders, comprising variation orders and share increases, **totaled €4.5 billion**. The total amount includes **new orders of €1.9 billion**, **variation orders for €1.3 billion** and **share increases for €1.3 billion**.

SIGNIFICANT EVENTS AND OPERATIONS THAT OCCURRED IN THE FIRST NINE MONTH OF 2015

April 27, 2015 - PAPUA NEW GUINEA - The Government of Papua New Guinea and Salini Impregilo signs an exclusive agreement to develop jointly a hydroelectric project of 1800 MW. The agreement with the second largest nation in Oceania after Australia concerns the development of infrastructure whose planned investment exceeds \$2 billion.

May 23, 2015 - ITALY - The Como bypass of the Pedemontana Lombardia was inaugurated. Salini Impregilo leads the Pedelombarda Consortium. The work of the entire project carried out by the Pedelombarda Consortium is split into three macro-sections totaling about 24 km. In addition to the Como bypass, these included the A8-A9 motorway link called Section 8, covering 14.585 km, and the first section of the Varese bypass covering 4.9 km, both already inaugurated in January.

May 28 2015 - USA - Salini Impregilo successfully completed - on time and on budget - the tunnel for Central Subway, a major project to extend a subway line across the heart of San Francisco.

July 1, 2015 - COLOMBIA - Successfully completed the "El Quimbo" hydroelectric complex reservoir works in the Colombian region of Huila, 250 km south-west of the capital of the South American country. The structure includes a main dam, a secondary dam and a 400 MW power station. The contract value was €450 million.

July 8, 2015 - QATAR - Signed a contract of €770 million for the construction of the Al Bayt stadium in Al Khor, a city about 50 km north of the capital, Doha.

July 9, 2015 - QATAR - Won a contract for the construction of primary urban infrastructures in Shamal, a residential area with great expansion possibilities that is situated at approximately 100 km from the

capital, Doha, in the extreme northern area of Qatar. The project is worth €300 million. It is part of the Framework Contract for Local Roads and Drainage Programme (LR&DP).

July 14, 2015 - The Board of Directors of Salini Impregilo S.p.A. appointed Alberto Giovannini as Chairman of the Company's Board of Directors. Giovannini replaces Claudio Costamagna, who was recently appointed Chairman of the Board of Directors of Cassa Depositi e Prestiti S.p.A.

July 22, 2015 – POLAND - Won a contract worth €170 million for the design and construction of a 20.27 km section of the A1 Motorway, south of Warsaw, near the City of Katowice. The project is partly funded by the European Union and the Polish state.

August 31, 2015 – GEORGIA - Contract worth \$575 million for the construction of a new hydropower project in Georgia.

OUTLOOK 2015

Guidance for the year-end reconfirmed.

Massimo Ferrari, in his capacity as Director in charge of the preparation of the company's accounting documents, declares, pursuant to Section 2 of Article 154 bis of the Italian Uniform Financial Code, that the information contained in this press release corresponds to the accounting documents, books and entries.

On November 12, 2015, at 9:30 CET, Salini Impregilo will hold a conference call for the financial community to comment on the financial results of the first nine months of 2015 and the company's strategic evolution. A presentation will be available on the Group's website at the following link <http://www.salini-impregilo.com/en/investor-relations/>. A replay of the conference call will be available at the same link, one hour after the close of the call.

Safe Harbour Statement

Certain statements in this press release may constitute forward-looking statements that concern risks, uncertainties and other factors that could lead to results differing materially from what had been anticipated. Such risks and uncertainties include, but are not limited to, the Group's ability to confront the effects of the uncertain global economic outlook; its ability to acquire and integrate new businesses; its ability to win new contracts; its ability to manage relations with clients; its ability to achieve and manage growth; its ability to manage fluctuations in foreign exchange rates and changes in local conditions; its ability to resolve computer system problems; its ability to manage credit, insurance and inventory risks; its ability to adapt to changes to tax regimes as well as other political, economic and technological factors and other risks and uncertainties.

Salini Impregilo is a global leading player in the construction of major infrastructures, specializing in the Hydro and Dams, where the Group is the world's leader, as well as in the Railways, Metro systems, Roads & Motorways. The Group has been active for more than 100 years and today it operates in more than 50 countries, across five continents, with more than 30,000 employees. At the end of 2014 its turnover was €4.2 billion with a backlog of €32 billion. Salini Impregilo Group is headquartered in Italy and is listed at the Milan Stock Exchange (Borsa Italiana: SAL; Reuters: SALI.MI; Bloomberg: SAL.IM). For more information, please visit our website at www.salini-impregilo.com.

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Attached are the reclassified consolidated income statement, balance sheet and Net Financial Position of Salini Impregilo as at 30 September 2015.

RECLASSIFIED INCOME STATEMENT OF THE SALINI IMPREGILO GROUP

Thousand €	Jan-Sep 2015	Jan-Sep 2015 (*)	change
Operating revenue	3.285.006	3.043.977	241.029
Other revenue	82.485	62.623	19.862
Total revenue	3.367.491	3.106.600	260.891
Costs (**)	(3.027.132)	(2.800.291)	(226.841)
Gross operating profit	340.359	306.309	34.050
Gross operating profit %	10,1%	9,9%	
Amortisation and depreciation	(155.203)	(125.863)	(29.340)
Operating profit (loss)	185.156	180.446	4.710
Return on Sales %	5,5%	5,8%	
Net financing costs	(59.275)	(114.749)	55.474
Net gains on investments	(392)	5.790	(6.182)
Net financing costs and net gains on investments	(59.667)	(108.959)	49.292
Profit (loss) before tax	125.489	71.487	54.002
Income tax expense	(37.647)	(26.201)	(11.446)
Profit (loss) from continuing operations	87.842	45.286	42.556
Profit from discontinued operations	(7.655)	65.265	(72.920)
Profit (loss) for the period	80.187	110.551	(30.364)
Non-controlling interests	(11.407)	(2.276)	(9.131)
Profit (loss) for the period attributable to the owners of the parent	68.780	108.275	(39.495)

(*) The income statement data for the first 9 months of 2014 were reclassified in accordance with IFRS 5 according the new transfer perimeter of the Todini Costruzioni Generali Group. The restatement concerned the adoption of IFRS 10 and 11 standards according to the modalities followed in the consolidated financial statements as at December 31, 2014.

(**) They include provisions and impairment losses for € 5.875 thousands

RECLASSIFIED CONSOLIDATED BALANCE SHEET OF THE SALINI IMPREGILO GROUP

Thousand €	September 30, 2015	December 31, 2014	change
Non-current assets	897.621	832.355	65.266
Non-current assets held for sale, net	68.740	84.123	(15.383)
Provisions for risks	(106.515)	(97.527)	(8.988)
Post-employment benefits and employee benefits	(22.776)	(23.320)	544
Net tax assets	180.584	148.698	31.886
<i>Inventories</i>	276.817	262.740	14.077
<i>Contract work in progress</i>	1.698.957	1.252.769	446.188
<i>Progress payments and advances on contract work in progress</i>	(1.761.048)	(1.725.884)	(35.164)
<i>Receivables (*)</i>	1.645.556	1.614.350	31.206
<i>Payables</i>	(1.521.495)	(1.426.743)	(94.752)
<i>Other current assets</i>	570.351	689.997	(119.646)
<i>Other current liabilities</i>	(326.942)	(335.918)	8.976
Working capital	582.196	331.311	250.885
Net invested capital	1.599.850	1.275.640	324.210
Equity attributable to the owners of the parent	1.147.041	1.109.903	37.138
Non-controlling interests	95.479	76.513	18.966
Equity	1.242.520	1.186.416	56.104
Net financial position	357.330	89.224	268.106
Total financial resources	1.599.850	1.275.640	324.210

(*) The Receivables items is considered net of € 35,0 million (€65,9 millionas at December 31,2014) classified in the net financial position, referred to the net receivables/payables financial position of the Group towards Consortiums and Consortium Companies (SPV) that function through cost transfers and the are not included within in the Group's consolidation scope. The net receivables/payables position is included in the net financial position based on the actual liquidity or indebtedness owned by the SPV.

NET FINANCIAL POSITION OF THE SALINI IMPREGILO GROUP

Thousand €	September 30, 2015	December 31, 2014	change
Non-current financial assets	100.015	89.124	10.891
Current financial assets	220.379	156.908	63.471
Cash and cash equivalents (*)	995.221	1.030.925	(35.704)
Total cash and cash equivalents and other financial assets	1.315.615	1.276.957	38.658
Bank and other loans	(520.569)	(456.209)	(64.360)
Bonds	(395.842)	(394.326)	(1.516)
Finance lease payables	(98.100)	(102.310)	4.210
Total non current indebtedness	(1.014.511)	(952.845)	(61.666)
Current portion of bank loans and current accounts facilities	(479.254)	(247.522)	(231.732)
Current portion of bonds	(163.794)	(166.292)	2.498
Current portion of finance lease payables	(45.950)	(60.231)	14.281
Total current indebtedness	(688.998)	(474.045)	(214.953)
Derivative assets	5	0	5
Derivative liabilities	(4.486)	(5.244)	758
Financial assets held by SPVs and unconsolidated project companies (**)	35.045	65.953	(30.908)
Total other financial assets (liabilities)	30.564	60.709	(30.145)
Total net financial position-continuing operations	(357.330)	(89.224)	(268.106)
Net financial position for assets held for sale	(71.090)	(81.292)	10.202
Net financial position including non-current assets held for sale	(428.420)	(170.516)	(257.904)

(*) It includes the amount of € 77.3 million of tied-up liquidity of the Cavtomi Consortium, due to a litigation.

(**) This item acknowledges the net credit/debit position of the Group towards Consortiums and Consortium Companies ("SPVs") functioning through cost transfers and not included in the consolidation scope of the Group. The net credit standing and debt position is included in the item in the amount corresponding to the actual liquidity or indebtedness owned by the SPV. The receivables and payables that compose the balance of the item are respectively included among the commercial credit and commercial debts.