



## Impregilo: Preliminary FY2012 Results

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# Highlights: Preliminary Results

	<u>2012 (€ mn)</u>	<u>Δ vs 2011</u>
• Revenues increased significantly	€2,281	+21.5%
• EBIT	-25	n.m.
– EBIT pre-IFRS 5	77	-39.6%
• Result of financial operations	-29	+47.2%
• Result from discontinued operations	716	n.m.
• Consolidated net profit	601	n.m.



Highway Oraste Sibiu (Rom)

## Highlights: Preliminary Results

- Hypothesis 2012 dividend proposal: € 600 million circa
  - Sensitivity Test & Solvency Analysis to assure the “sustainability” of Impregilo’s financial structure
  - March 25: Board to approve draft 2012 Annual Report and determine a dividend proposal for all shares, including distinction between “ordinary component” and “additional component” and the dividend for saving shares
- Confirmed:
  - focus of business on construction sector
  - 2013-2015 Business Plan Targets



Tocoma (Ven)

# Results from the Impregilo-Salini Strategic Accord

- Significant progress in commercial/marketing synergies
  - Directors for Italy and Foreign markets have been selected
  - Plan being drafted to render more efficient the commercial presences abroad:
    - 43 countries covered
    - Overlapping presences in only 26% of these (principally in Middle East)
  - Commercial targets have been analyzed and re-prioritized
  - Between 27 September and 31 December:
    - Participation in 33 tenders with total value of €13 billion
    - 4 new orders won via joint ventures (IPG-Sal) most important Mina de Cobre
    - 4 orders won by IPG or Salini by themselves (due to limitations on participation of partner)
- Cost and heavy machinery acquisition synergies underway
  - Over €1.3 billion in corporate, project (Italy & abroad) and heavy machinery costs have been analysed
  - In the future the “reference” cost base will grow considerably

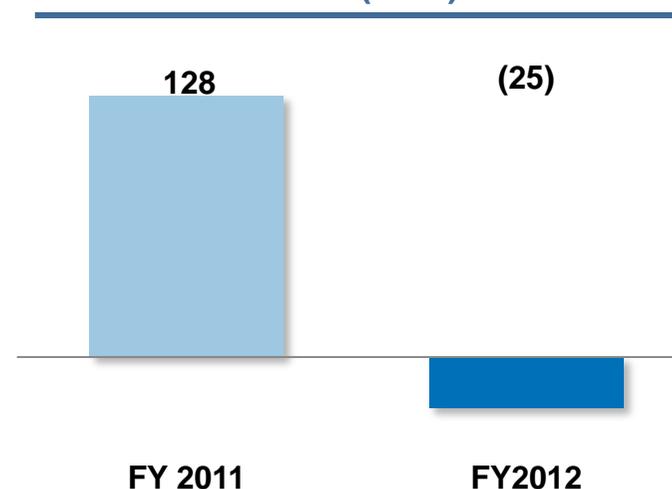


# FY 2012 Preliminary consolidated financial results\*

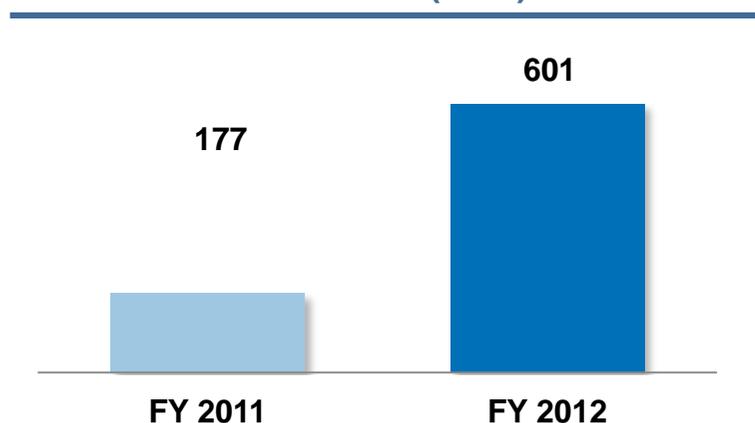
## Revenues (€mn)



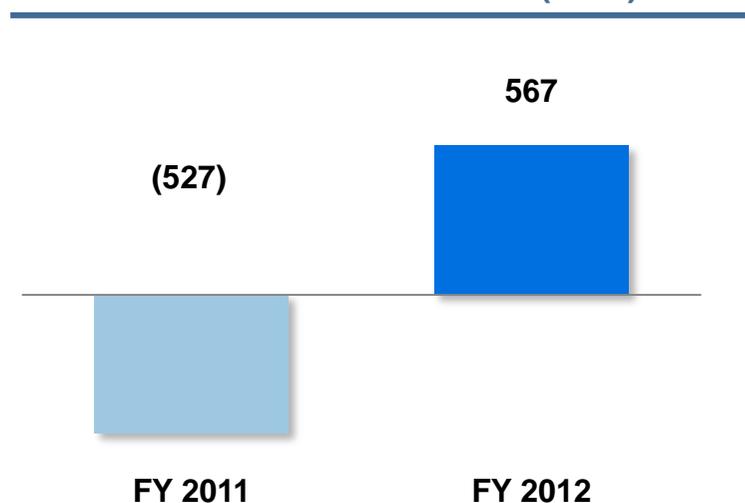
## EBIT (€mn)



## Net Profit (€mn)

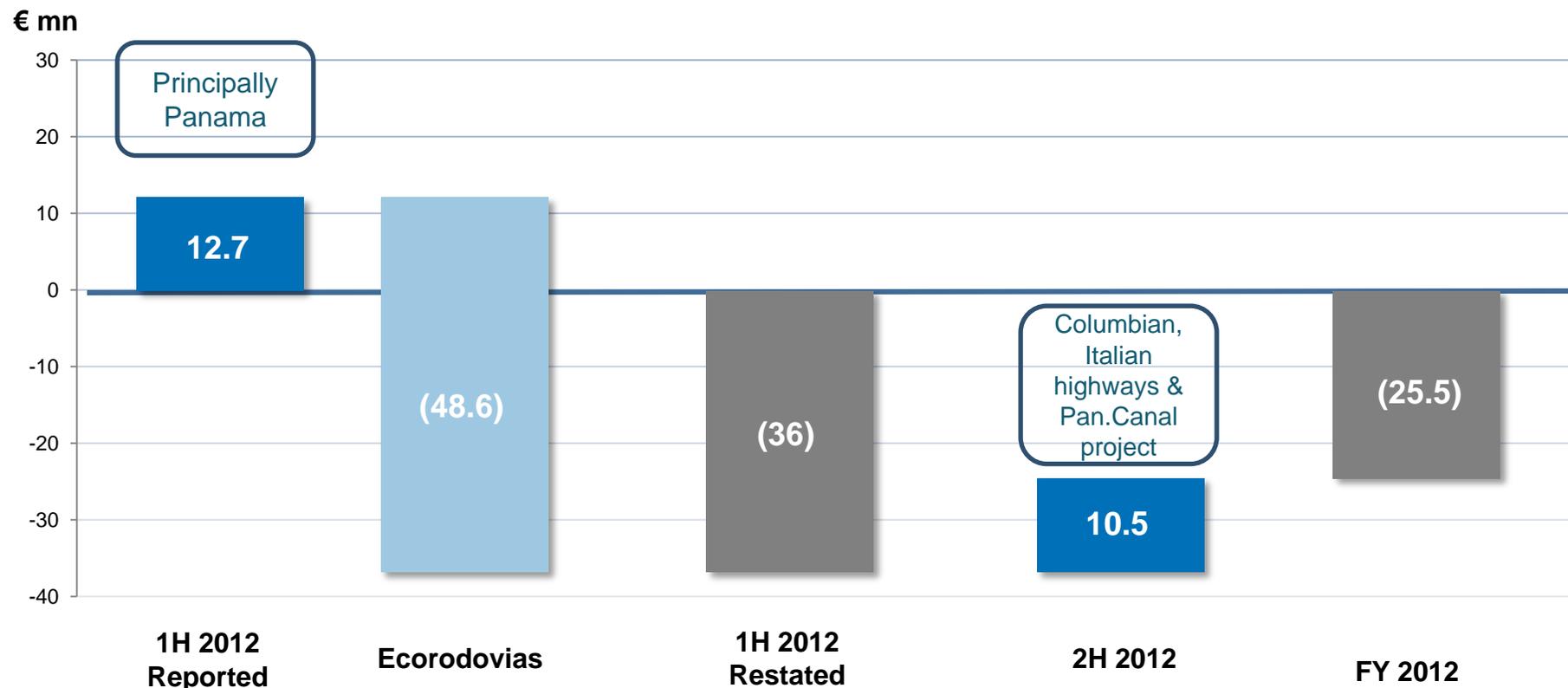


## Net Financial Position (€mn)



\* **Change in scope of consolidation:** Following the sale of the interest held by the Impregilo Group in the Brazilian holding company Ecorodovias Infraestrutura e Logística S.A. through its Impregilo International Infrastructures N.V. and consistent with the requirements of the international accounting principle IFRS 5 "Non-current Assets Held for Sale and Discontinued Operations," the 2012 economic results attributable to this investment—previously valued in accordance with the "proportional consolidation"

# EBIT Analysis: Impact from revisions of expected profitability



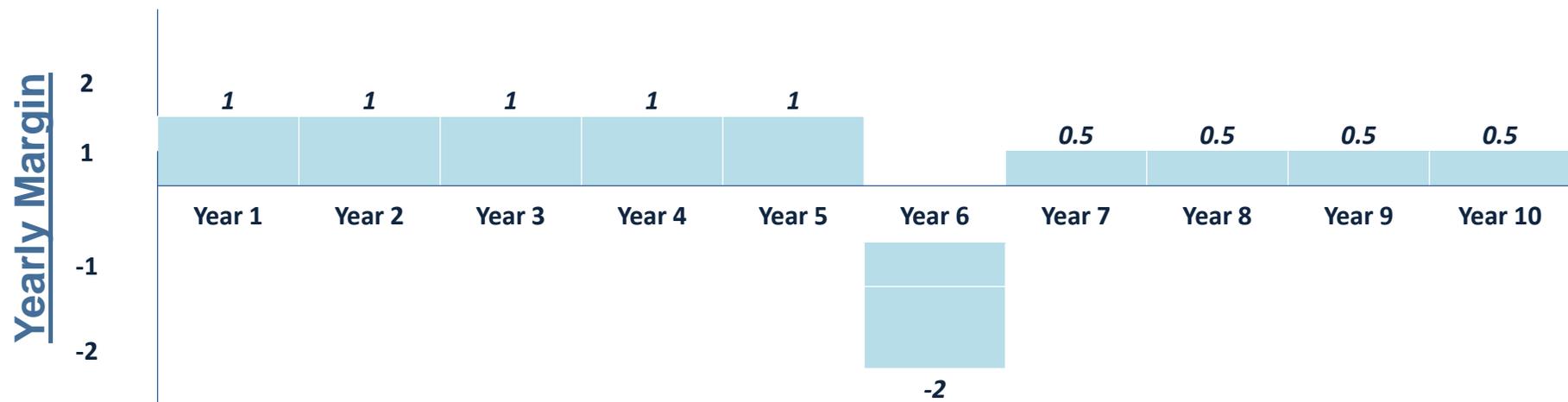
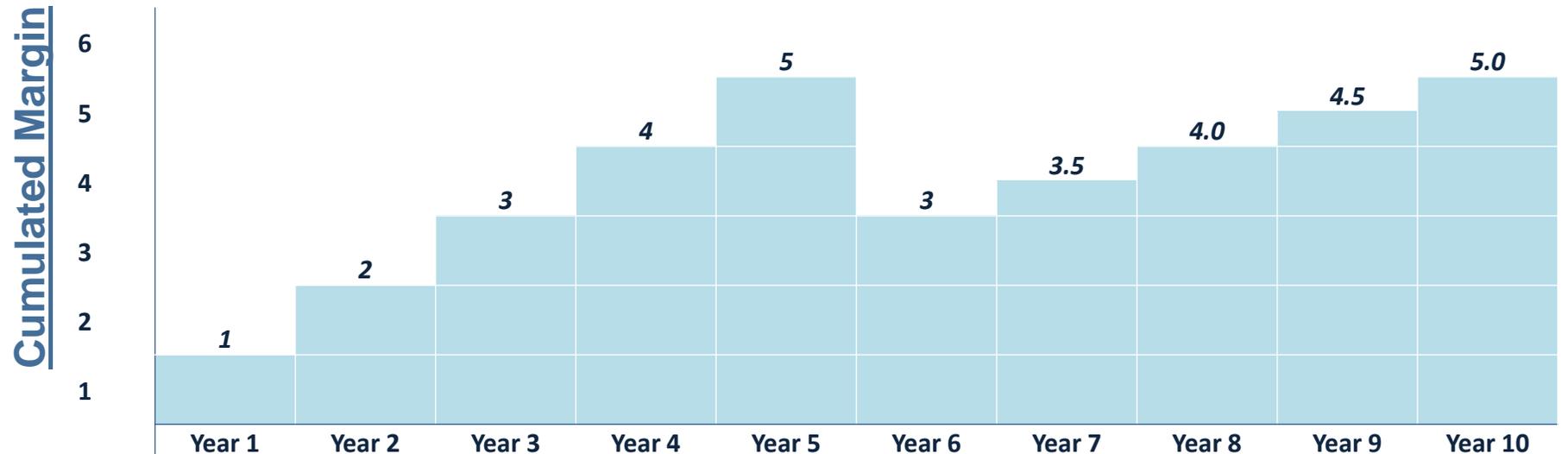
Compared to 2011 (€78\* mn normalised basis), EBIT 2012 is roughly €100 mn lower, which is almost entirely due to the Panama Canal project revisions



\* IFRS5 Restated (Ecorodovias) and normalised for the reversal of provisions for risks and charges booked in 2011 relating to RSU Campania

# P&L percentage of completion accounting impact (1/2)

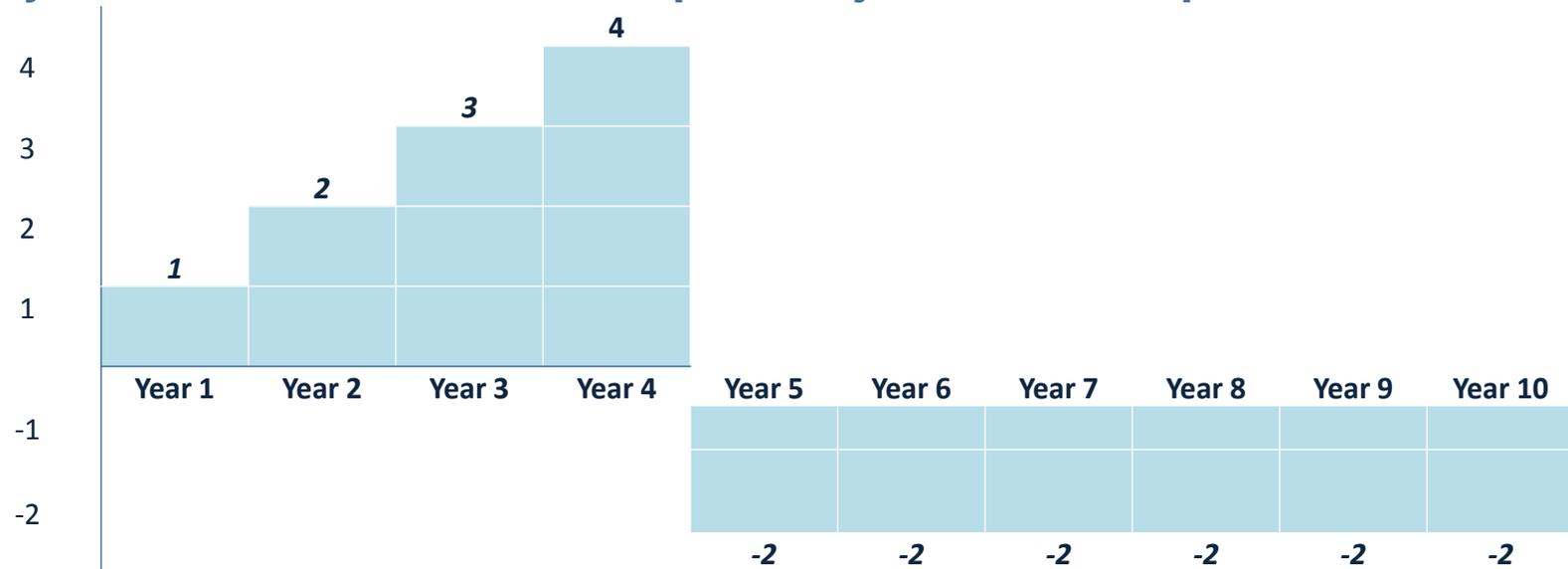
Case A: 10 year project with an expected return of 10. On year 6, the full life expected marginality declines to 5 and a subsequent adjustment is required



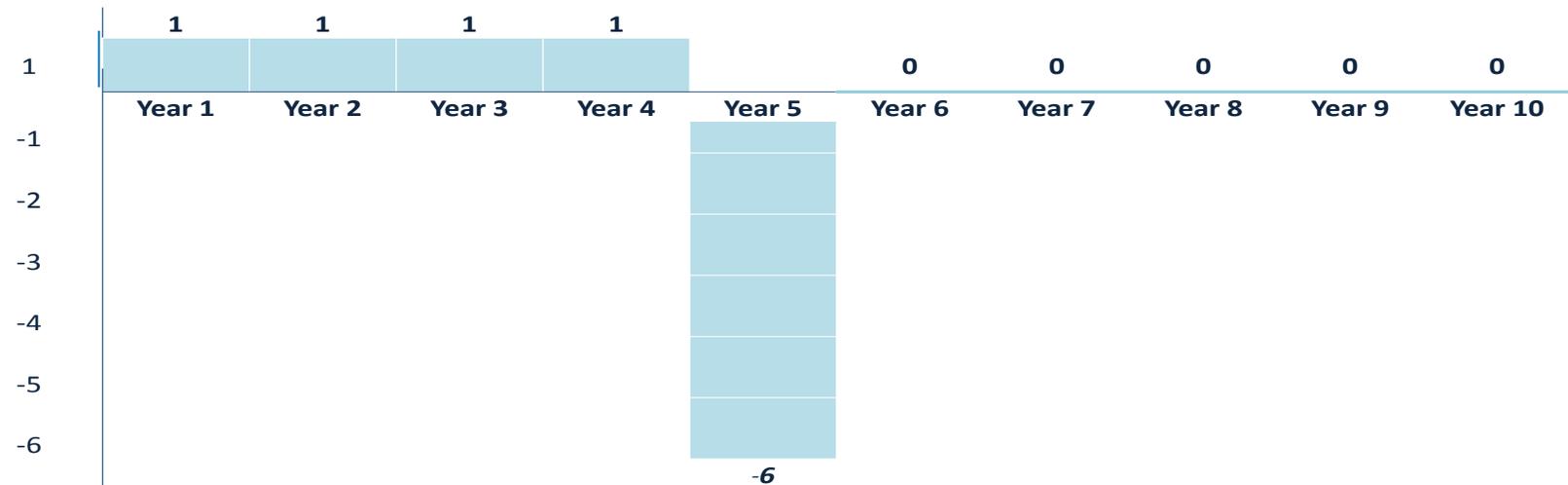
# P&L percentage of completion accounting impact (2/2)

Case B: 10 year project with an expected return of 10. On year 5, the full life expected marginality declines to -2 and a subsequent adjustment is required.

**Cumulated Margin**



**Yearly Margin**



# Ecorodovias: impact on P&L and NFP

(€mn)

	P&L	
	2012	2013
Capital Gain on 22.74% stake	539	
Net income contribution up to date of sale and valuation of 6.50% stake	181	
Change on 6.5% stake evaluation		-
<b>TOTAL</b>	<b>720</b>	<b>-</b>



**~€720 mn**

	Net Financial Position	
	2012	2013
Net proceeds from tranche I & II (22.74%)*	750	-
EcoRodovias's Debt deconsolidation	122	-
Net proceeds from 3rd tranche (6.50%)	-	187
<b>TOTAL</b>	<b>872</b>	<b>187</b>



**€1,059 mn**

\* Including €6 mn of dividends encashed at March 2012



## Take-aways

1. Impregilo's construction business in July 2012 was in need of attention.  
Today: still more to be done concerning projects in execution, but we have clearly identified the problems and the remedies necessary.
2. Ecorodovias has been sold and a mega-dividend should be distributed as promised
3. The Strategic Accord is being implemented and is delivering material synergies that will be visible in 2013
4. The assumptions of the 2013-2015 Business Plan have been updated and its targets have been confirmed.





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