

First Half 2015 Financial Results

3 August 2015

we build value



■ Strategy and Business Update

Pietro Salini

Chief Executive Officer



■ Financial Update

Massimo Ferrari

General Manager Finance & Corporate Group CFO



■ Closing Remarks

Pietro Salini

Chief Executive Officer

Approx. 76% of 2015 order intake target already achieved

Signed 2 exclusive MoUs totaling \$4 billion in 1H 2015, of which one with the government of Papua New Guinea for a \$2 billion hydro project.

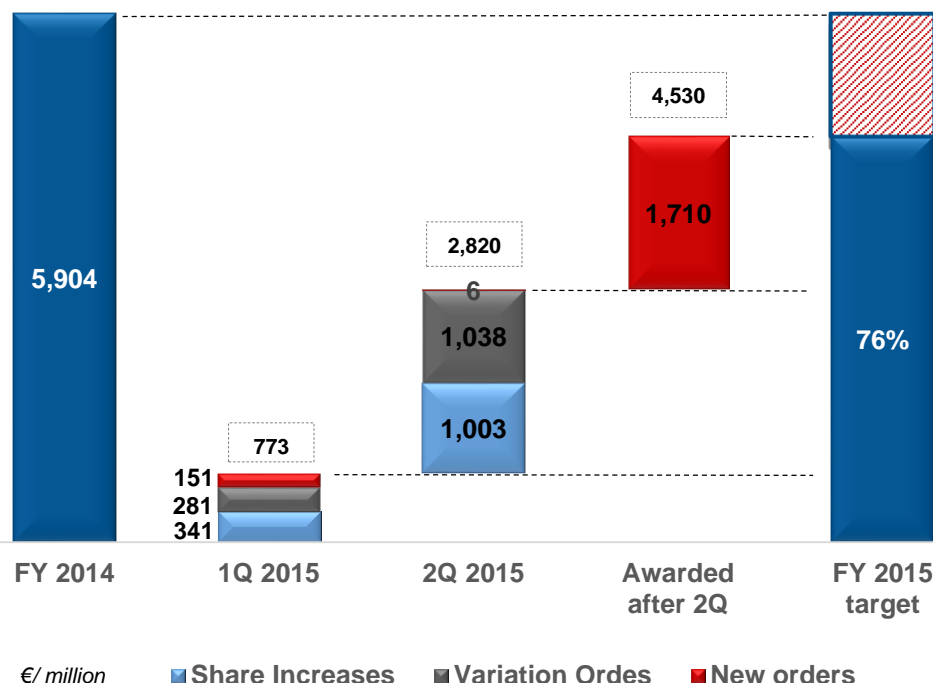
More than €10 billion of offers submitted awaiting outcome, of which €2 billion as “best offer”

2015 New Orders & Acquisitions

(€/million)

Contract Awards	157
Share Increases	1,344
Variation Orders	1,319
Total Awards as 30 June	2,820
Al Bayt stadium – Qatar	770
El Shamal projects – Qatar	300
A1 Motorway – Poland	170
New Award in Georgia *	470
New Awards after 30 June	1,710
Total Awarded YTD	4,530

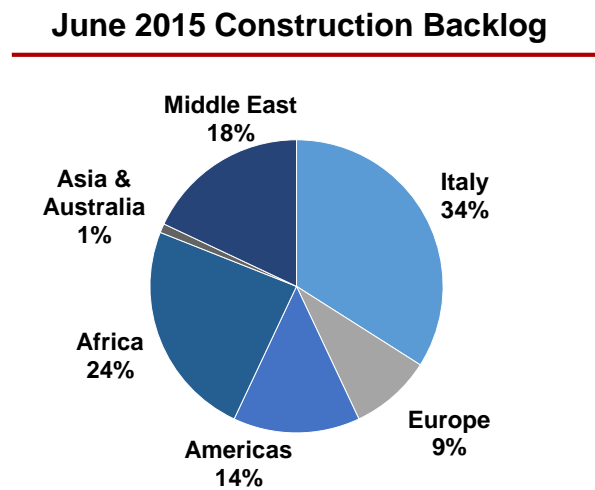
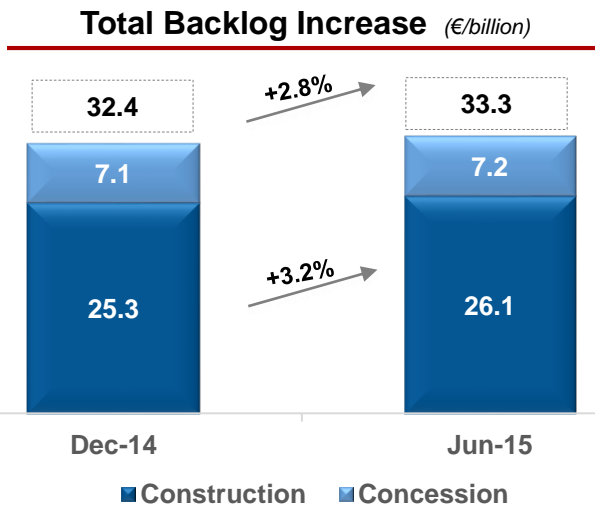
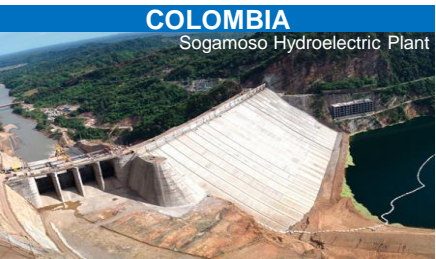
2015 Construction Orders target: in line with 2014



(*) shortly to be disclosed

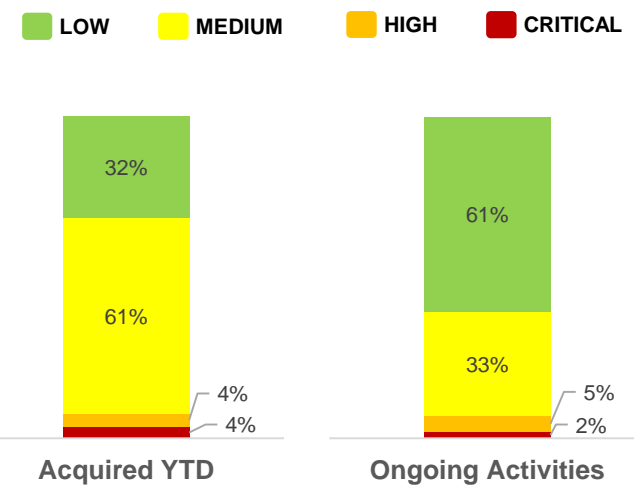
Backlog Evolution

Projects completed in 2015



Lowering Country Risk *

> 93% of Ongoing Activities addressed in countries with a medium / low country risk



Ongoing Activities defined as awaiting outcome + tender in preparation

(*) Country Risk Rating Scale - External sources specialized in analyzing country risk

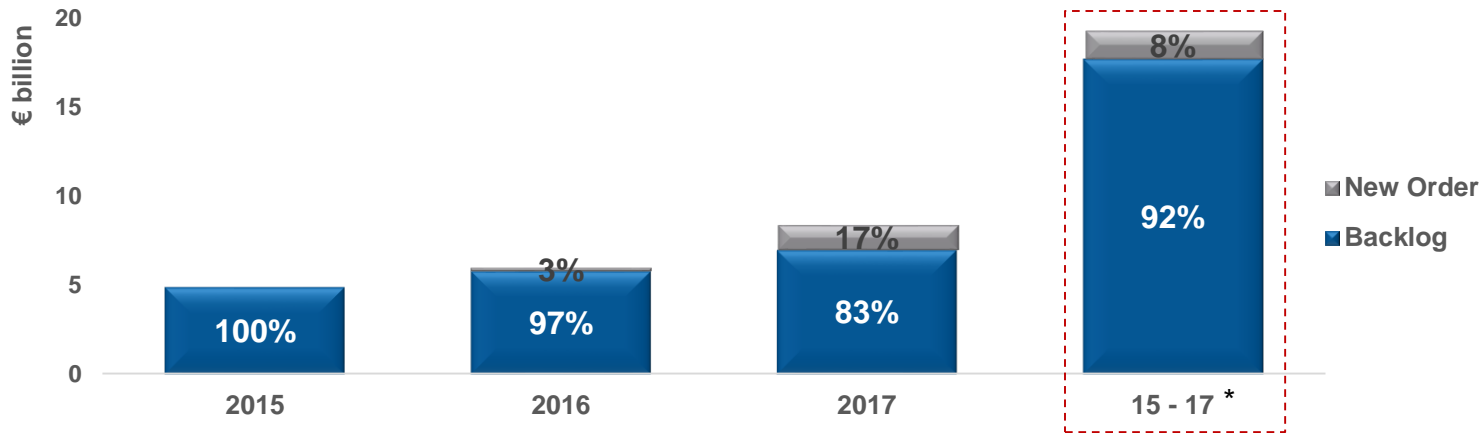
BP Revenues Coverage Almost Completed

Actual Backlog covers more than 92% of Business Plan revenues

A high level of visibility of future revenues

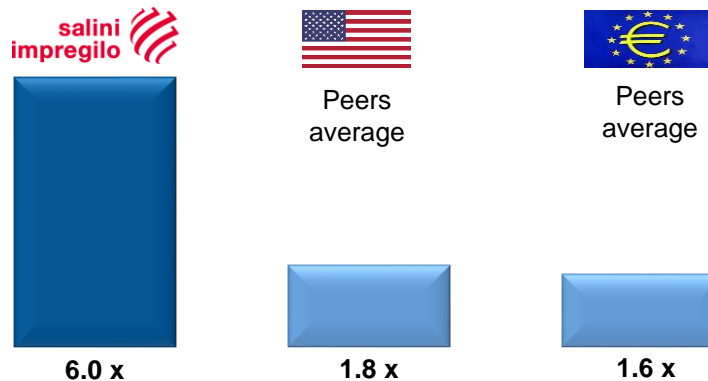
The highest Construction Backlog to Revenues ratio in the industry

Business Plan Revenues Backlog Coverage



(*) Includes €200 million revenues contribution from MoUs signed in 2015

Construction Backlog /Construction Revenues Ratio



Financial Update

Massimo Ferrari

General Manager Finance & Corporate Group CFO



New Gerald Desmond Bridge - California



Financial Highlights

Revenues growth:
+20% Q2 vs. Q1 2015
+2.9% vs. 1H 2014

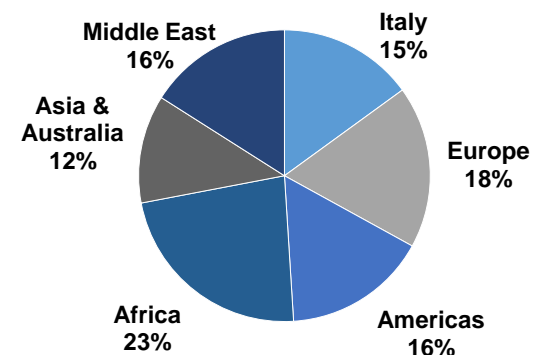
EBITDA & EBIT Margins in
line with 2015 Guidance

Balanced geographic
distribution of revenues

€/million	1H 2014*	1H 2015	Change
Revenues	2,136.6	2,199.5	2.9%
EBITDA	197.4	229.3	16.2%
<i>Ebitda margin</i>	9.2%	10.4%	
EBIT	114.1	128.5	12.6%
<i>Ebit margin</i>	5.3%	5.8%	
Net profit from continuing operations	15.6	71.9	360.7%
Net Income	76.5	60.3	(21.2%)

€/million	December 2014	June 2015
Net Equity	1,186.4	1,249.5
Net Debt	89.2	378.6
Net Debt/Equity	0.08	0.30

1H 2015 Revenues by Geography

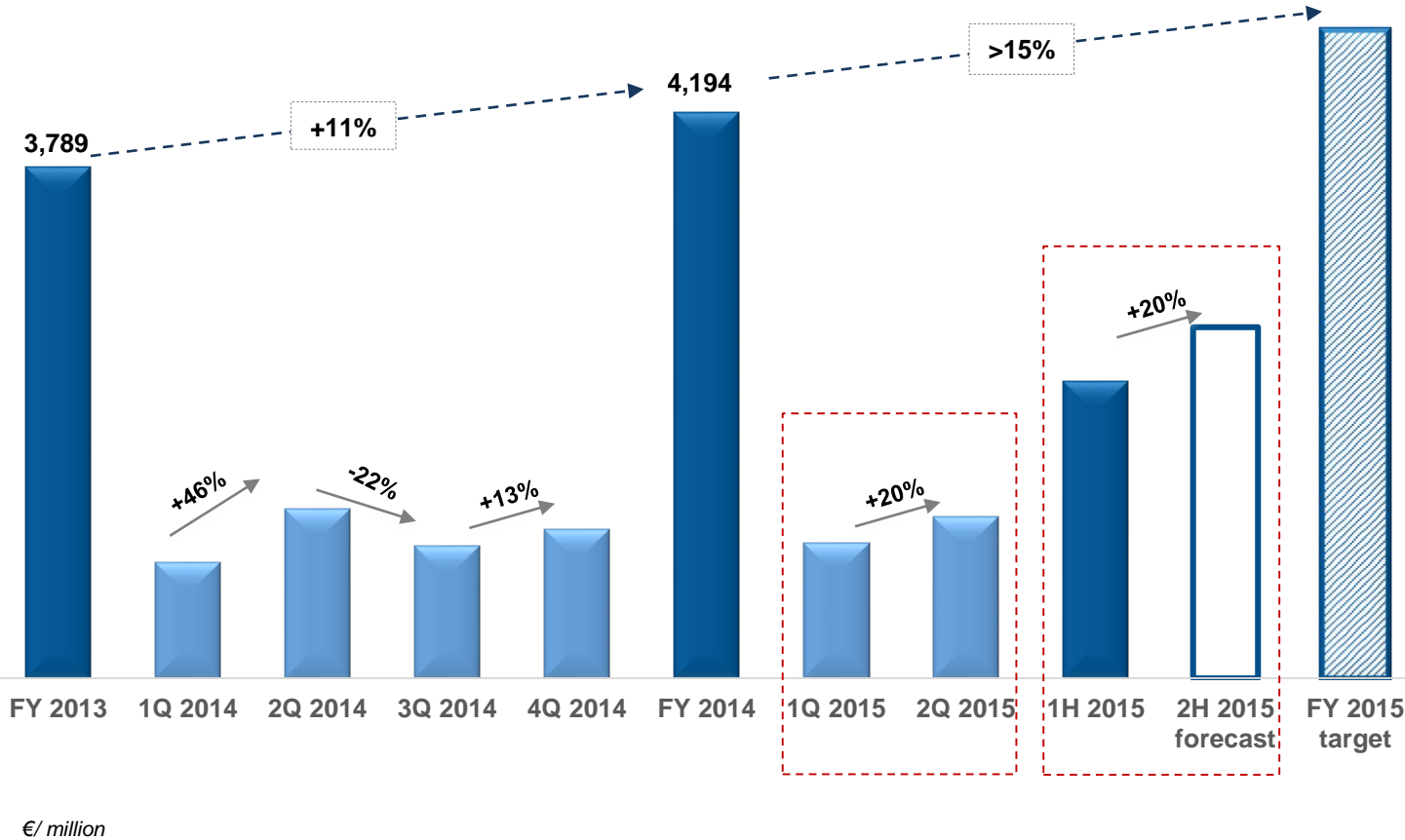


(*) First semester 2014 restated in accordance to IFRS 5. In addition, 2014 figures have been prepared in accordance to the new accounting principles IFRS 10-11 as adopted for FY 2014 and 1H2015 Financial Statements.

Fully on track to achieve Revenues target of 15% yoy growth

2H 2015 Revenues growth driven by major projects:

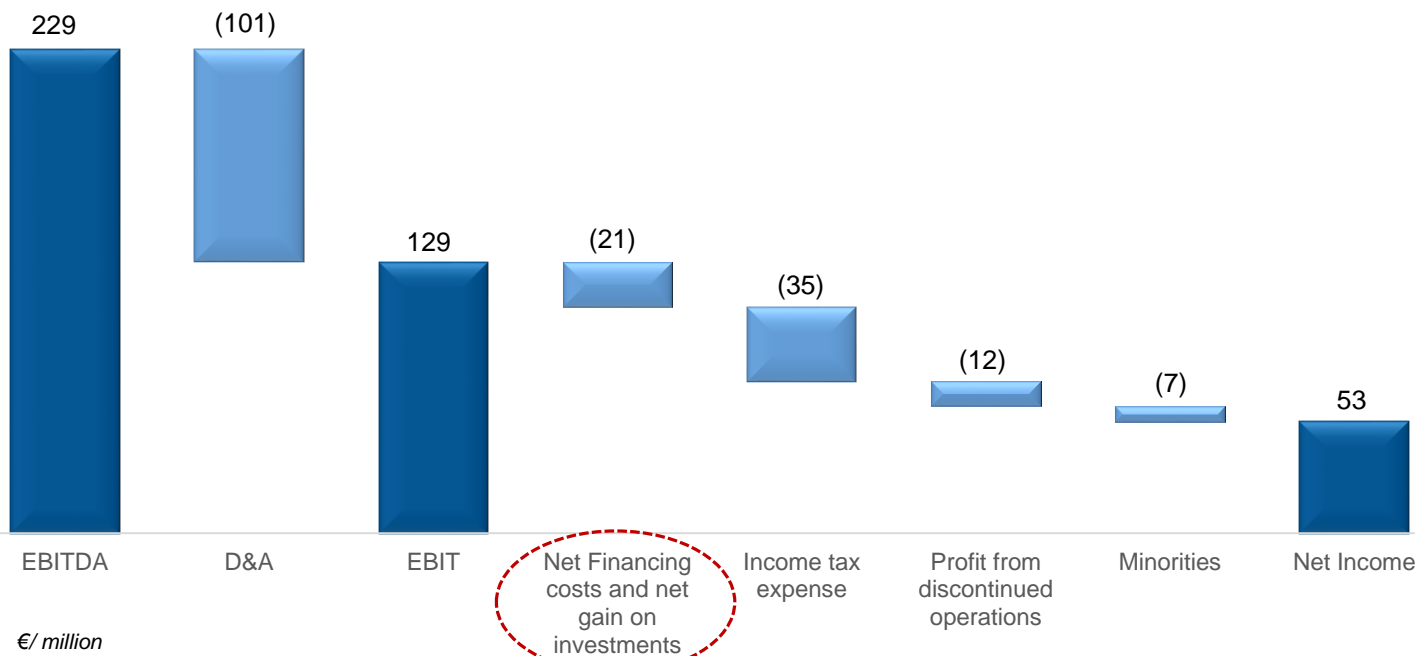
- ✓ Ethiopia
- ✓ Metro Riyadh,
- ✓ Cityringen Denmark
- ✓ Milan – Genoa High Speed Railway



EBITDA margin 10.4%
EBIT margin 5.8%
Both in line with FY 2015 targets

Both margins include €6 million of non-recurring costs to realize future synergies

Financial expenses reduced by 36% year-on-year



	1H 2015	1H 2014
Financial income	19.0	20.2
Financial expense	(46.8)	(73.3)
Net exchange rate gains (losses)	5.3	(37.6)
Gains (losses) on investments	1.2	1.7
Net financing costs and net gains on Investments	(21.3)	(89.0)

Net Financial Position

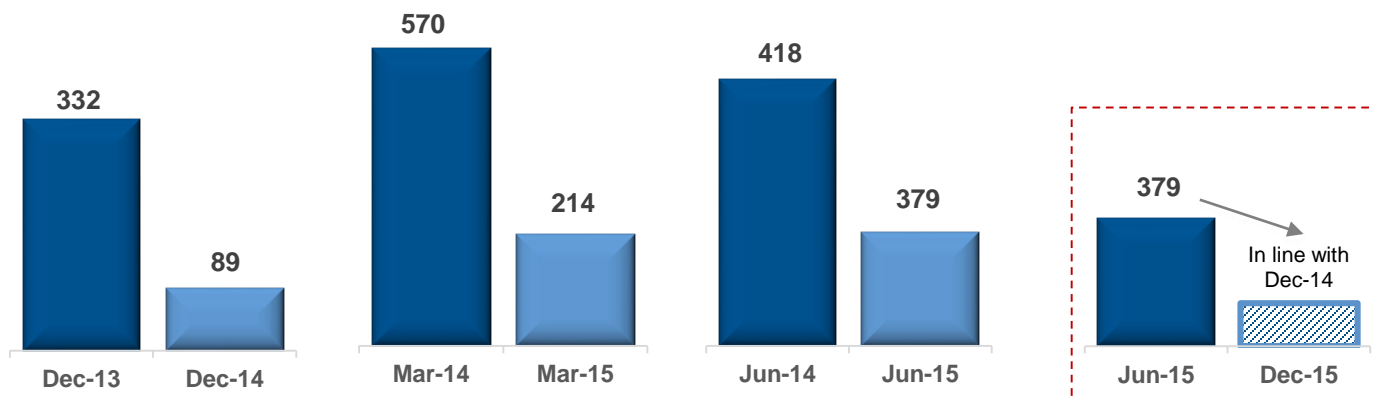
M/L Bank debt renegotiation closed successfully in 2Q 2015

Average interest rate on bank debt reduced from 4.3% to 2.6%

Net Debt expected to be in line with FY 2015 target

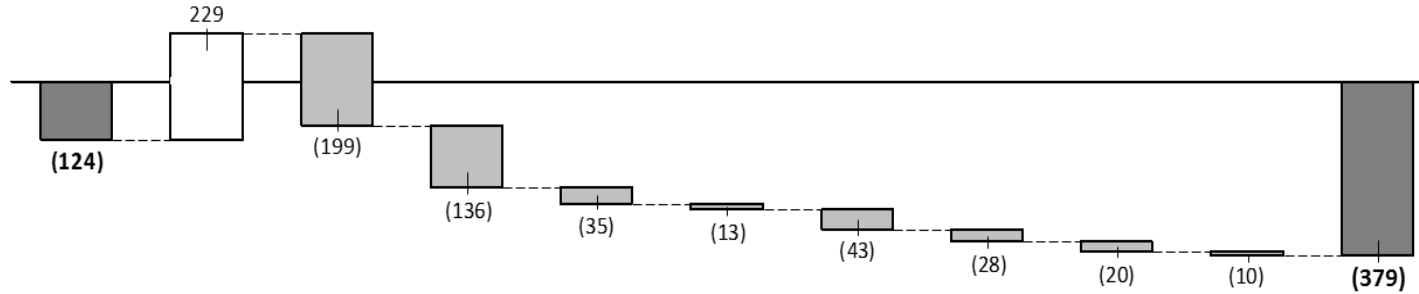
€ million	June 2015	December 2014
Cash & Cash Equivalents	983	1,031
Other Financial Assets	237	246
Total Cash & Other Financial Assets	1,221	1,277
Gross Debt		
Bank Loan	(920)	(704)
Bond	(576)	(561)
Leasing	(145)	(163)
Net Derivatives	(5)	(5)
Total Gross Debt	(1,646)	(1,432)
SPV Net Financial Assets	46	66
Net Financial Position	(379)	(89)

NET DEBT EVOLUTION (€/million)



1H 2015 Working Capital increase due to:
business expansion and
share acquisition

Consistent reduction of
Financial Expenses



**NFP
2014
restated**

EBITDA

WC variations

CAPEX (*)

taxation
@ 33%

financial
expenses

share
acquisition
effects on
intangible
assets

assets held
for sale

dividends

other (*)

**NFP
1H2015**

Stocks	(1)
Works in progress	310
Advance Payments	(170)
Receivables	67
Payables	(25)
other assets / liabilities	17
WORKING CAPITAL	199

financial charges (*)	(38)
financial profit	19
profit/loss exchange rates	5
FINANCIAL EXPENSES	(13)

(*) does not include amortized fees

(*) Other include

- 6mn PPA amortization
- 9mn fees amortization

includes the consolidation of €30mn of Seli Tunneling TBM's in Denmark

Includes additional €35 due to the change of perimeter

Closing Remarks

Pietro Salini

Chief Executive Officer



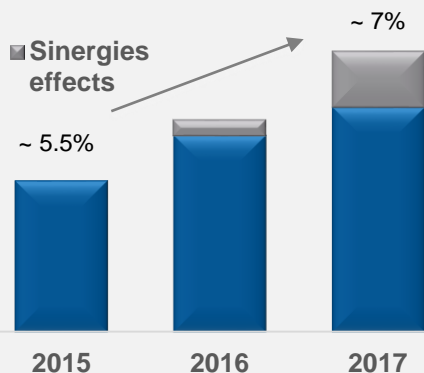
Sogamoso Hydroelectric Plant - Colombia

Reconfirmed 2014 – 2017 Business Plan Targets

M&A strategy and update

Synergies to improve Ebit margin

Ebit margin forecast



	2014 Guidance		2015 Guidance	2017 Targets
Revenues	+10%	✓	>15%	€7B
EBITDA margin	>10%	✓	~ 10.5%	EBITDA ~ €800M
EBIT margin	>5%	✓	~ 5.5%	EBIT ~ €500M
Construction Orders	€5.9B	✓	€5.9B	€7B
Net Financial Position	€(89)M	✓	In line with 2014	€0.5B Cash

Financial Appendix



Reclassified Income Statement of Salini Impregilo Group

Thousand €	1H 2015	1H 2014 (*)	Change
Operating revenue	2,136,091	2,098,111	37,980
Other revenue	63,398	38,527	24,871
Total revenue	2,199,489	2,136,638	62,851
Costs (**)	(1,970,183)	(1,939,280)	(30,903)
Gross operating profit	229,306	197,358	31,948
Gross operating profit %	10.4%	9.2%	
Amortisation and depreciation	(100,771)	(83,225)	(17,546)
Operating profit (loss)	128,535	114,133	14,402
Return on Sales %	5.8%	5.3%	
Net financing costs	(22,561)	(90,656)	68,095
Net gains on investments	1,211	1,704	(493)
Net financing costs and net gains on investments	(21,350)	(88,952)	67,602
Profit (loss) before tax	107,185	25,181	82,004
Income tax expense	(35,256)	(9,569)	(25,687)
Profit (loss) from continuing operations	71,929	15,612	56,317
Profit from discontinued operations	(11,631)	60,883	(72,514)
Profit (loss) for the period	60,298	76,495	(16,197)
Non-controlling interests	(7,269)	1,482	(8,751)
Profit (loss) for the period attributable to the owners of the parent	53,029	77,977	(24,948)

(*) economic data have been restated in accordance with IFRS 5 under the perimeter of Todini Costruzioni Generali sale. In addition, the restatement concerns the adoption of IFRS 10 and 11 as implemented in the consolidated financial statements at December 31, 2014.

(**) provisions and impairment losses included

Reclassified Consolidated Statement of Financial Position of the Salini Impregilo Group

Thousand €	30 June 2015	31 December 2014	change
Non-current assets	923,295	832,355	90,940
Non-current assets held for sale, net	67,345	84,123	(16,778)
Provisions for risks	(108,513)	(97,527)	(10,986)
Post-employment benefits and employee benefits	(23,231)	(23,320)	89
Net tax assets	178,956	148,698	30,258
<i>Inventories</i>	260,955	262,740	(1,785)
<i>Contract work in progress</i>	1,608,354	1,252,769	355,585
<i>Progress payments and advances on contract work in progress</i>	(1,856,538)	(1,725,884)	(130,654)
<i>Receivables</i>	1,699,612	1,614,350	85,262
<i>Payables</i>	(1,462,952)	(1,426,743)	(36,209)
<i>Other current assets</i>	665,703	689,997	(24,294)
<i>Other current liabilities</i>	(324,845)	(335,918)	11,073
Working capital	590,289	331,311	258,978
Net invested capital	1,628,141	1,275,640	352,501
Equity attributable to the owners of the parent	1,158,601	1,109,903	48,698
Non-controlling interests	90,896	76,513	14,383
Equity	1,249,497	1,186,416	63,081
Net financial position	378,644	89,224	289,420
Total financial resources	1,628,141	1,275,640	352,501

(*) Receivables are shown net of €46,2 (€65,9 million at December 31,2014) classified in net financial position as the portion of net receivables pertaining to consortia and/or consortium companies over which no entity has control and operating under a cost recharging system, which corresponds to the Group's share of cash equivalents or financial debt with SPVs.

Net Financial Position of Salini Impregilo Group

€/000	30 June 2015	31 December 2014	Change
Non-current financial assets	106,673	89,124	17,549
Current financial assets	130,537	156,908	(26,371)
Cash and Cash equivalents	983,451	1,030,925	(47,474)
Total cash and cash equivalents and other financial assets	1,220,661	1,276,957	(56,296)
Bank and other loans	(484,987)	(456,209)	(28,778)
Bonds	(395,138)	(394,326)	(812)
Finance lease payables	(96,302)	(102,310)	6,008
Total non current indebtedness	(976,427)	(952,845)	(23,582)
Current portion of bank loans and current account facilities	(434,672)	(247,522)	(187,150)
Current portion of bond	(181,142)	(166,292)	(14,850)
Current portion of finance lease payables	(48,474)	(60,231)	11,757
Total current indebtedness	(664,288)	(474,045)	(190,243)
Derivative assets	2	0	2
Derivative liabilities	(4,772)	(5,244)	472
Financial assets held by SPVs and unconsolidated project companies (*)	46,180	65,953	(19,773)
Total other financial assets (liabilities)	41,410	60,709	(19,299)
Total net financial position – continuing operations	(378,644)	(89,224)	(289,420)
Net financial position for assets held for sale	(55,565)	(81,292)	25,727
Net financial position including non-current assets held for sale	(434,209)	(170,516)	(263,693)

(*) This item reflects the Group credit/debt net position towards consortia and consortium companies operating cost recharging and not included in the consolidation group. The credit/debt net position is included in this item in proportion to the actual liquidity or debt resulting in the SPV. In financial statement receivables and payables that form the balance of this item are respectively included in the trade receivables and trade payables.

This presentation may contain forward-looking objectives and statements about Salini Impregilo's financial situation, operating results, business activities and expansion strategy.

These objectives and statements are based on assumptions that are dependent upon significant risk and uncertainty factors that may prove to be inexact. The information is valid only at the time of writing and Salini Impregilo does not assume any obligation to update or revise the objectives on the basis of new information or future or other events, subject to applicable regulations.

Additional information on the factors that could have an impact on Salini Impregilo's financial results is contained in the documents filed by the Group with the Italian Securities Regulator and available on the Group's website at www.salini-impregilo.com or on request from its head office.



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