

## CONSOLIDATED FINANCIAL RESULTS FIRST QUARTER 2015

*Double-digit growth in Revenues, EBITDA and EBIT*

*Net Income more than doubled y-o-y*

- Revenues: €1.0 billion +14.4% (vs. €875.9 million)<sup>1</sup>
- EBITDA: €117.0 million +27.1% (vs. €92.0 million)
- EBIT: €61.8 million +28.5 % (vs. €48.1 million)
- EBITDA margin 11.7% (vs. 10.5%); EBIT margin 6.2% (vs. 5.5%)
- Net profit: €51.2 million (vs. €21.2 million)
- Net debt: €214.1 million (vs. €570.0 million)
- New orders intake: €773.0 million (vs. €421.0 million)

Milan, May 14, 2015 - The Board of Directors of Salini Impregilo (MTA: SAL) approved today the Interim Report as at March 31, 2015<sup>2</sup>.

**Pietro Salini**, Chief Executive Officer, said: *“The results achieved in the first quarter of 2015, in terms of growth and profitability, confirm a good start to the year for our Group. Effective management and the favorable trend in our reference market make us confident in reaching the targets set for the current year”.*

### CONSOLIDATED FINANCIAL RESULTS FIRST QUARTER 2015 HIGHLIGHTS

€/million	1Q 2015	1Q 2014 <sup>3</sup>	Change
REVENUES	1,002.2	875.9	14.4%
EBITDA	117.0	92.0	27.1%
EBITDA margin	11.7%	10.5%	
EBIT	61.8	48.1	28.5%
EBIT margin	6.2%	5.5%	
NET PROFIT	51.2	21.2	141.5%

### INCOME STATEMENT

**Consolidated revenues** for the first quarter of 2015 totaled €1,002.2 million, a 14.4% increase from the €875.9 million reported for the same period the previous year. The increase reflects the

<sup>1</sup> First quarter 2014 figures in brackets

<sup>2</sup> Unaudited figures

<sup>3</sup> First quarter 2014 restated in accordance to IFRS 5 to account for the new discontinued perimeter of Todini Group Costruzioni Generali. In addition FY 2014 figures have been prepared in accordance to the new accounting principles IFRS 10-11 as adopted for FY 2014 Financial Statements.

progress and contribution made by ongoing projects as well as new projects that have come into full operation. The quarterly results also benefited from a non-recurring positive impact of about €5 million.

**Total operating costs** were €885.2 million compared with €783.9 million a year earlier. Among these costs, the part related to purchases, subcontractors and services represented 17%, 26% and 29% of total revenues, respectively.

**EBITDA** reached €117.0 million in the first quarter of 2015, 27.1% higher than what was reported in the same period the previous year.

**EBIT** totaled €61.8 million, showing an increase of 28.5% from the same quarter the previous year.

**EBITDA margin** was 11.7% and **EBIT margin** was 6.2% against 10.5% and 5.5%, respectively, for the same quarter the previous year.

**The combined result of financial transactions and equity investments** was a net gain of €4.6 million against a net charge of €14.2 million in the first quarter of the prior year. Financial transactions alone generated a net gain of €1.4 million against a net charge of €18.2 million the same quarter previous year. This is due to fewer financial costs of approximately €11 million thanks to the reduction in gross debt, and to higher foreign-exchange gains of €16.8 million compared with €7.1 million in the first quarter of 2014. Equity investments contributed a positive result of €3.3 million, in line with the same period the prior year.

**Net profit** for the first quarter, before minorities, amounted to €51.2 million compared with €21.2 million in the first quarter of 2014. The strong increase in net profit, in addition to reflecting a positive trend in the management of continuing operations and the positive results from financial transactions, included a profit of €6.1 million from discontinued operations, versus a net loss of €3.9 million reported in the first quarter of 2014.

#### BALANCE SHEET

At March 31, 2015, gross debt was €1,455.9 million. **Net debt** was **€214.1 million**, including **€1,203.6 million in available cash and other financial assets**.

**Net debt** from discontinued activities at the end of March 2015 totaled €65.2 million against €81.3 million at the end of December 2014, showing an improvement of about €16 million.

The **net debt-to-equity ratio** was equal to 0.17.

#### NEW ORDERS AND BACKLOG

**The total backlog** at the end of the first quarter 2015 was €33.0 billion, €25.8 billion of which related to construction and €7.2 billion to concessions.

**New orders**, comprising variations in orders and share increases, totaled €773.0 million in the first quarter of 2015, versus €421.0 million in the first quarter 2014. The first quarter 2015 figure includes new orders worth some €151.0 million linked to the contract signed by Salini Impregilo to expand the Suleja Minna (Phase II) highway in Nigeria – for the construction of a new road and the restoration of the existing one in 48 months – in addition to minor contracts in Nigeria and Switzerland.

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#### **SIGNIFICANT EVENTS AND OPERATIONS THAT OCCURRED AFTER THE CLOSE OF THE QUARTER**

On April 27, the Government of Papua New Guinea and Salini Impregilo signed 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 an infrastructure whose planned investment exceeds \$2 billion.

Approved the 2015 Budget in line with the Business Plan 2014-2017.

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*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.*

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#### Safe Harbour Statement

*The 2014 consolidated financial statements will contain full disclosure of the application of the International Financial Reporting Standards and the relevant effects. It cannot be excluded that FY14 preliminary data cannot find appropriate confirmation in the data that will be represented in the annual report as of 31 December 2014 due to unforeseeable events and situations.*

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*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 34,400 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](http://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 31 March 2015.**

## Reclassified Income Statement of Salini Impregilo Group

Thousand €	1Q 2015	1Q 2014 *	Change
Operating revenue	972.061	829.631	142.430
Other revenue	30.182	46.244	(16.062)
<b>Total revenue</b>	<b>1.002.243</b>	<b>875.875</b>	<b>126.368</b>
Costs	(885.198)	(783.901)	(101.297)
<b>Gross operating profit</b>	<b>117.045</b>	<b>91.974</b>	<b>25.071</b>
Gross operating profit %	11,7%	10,5%	
Amortisation and depreciation	(55.284)	(43.919)	(11.365)
<b>Operating profit (loss)</b>	<b>61.761</b>	<b>48.055</b>	<b>13.706</b>
Return on Sales %	6,2%	5,5%	
Net financing costs	1.364	(18.174)	19.538
Net gains on investments	3.256	3.967	(711)
<b>Net financing costs and net gains on investments</b>	<b>4.620</b>	<b>(14.207)</b>	<b>18.827</b>
<b>Profit (loss) before tax</b>	<b>66.381</b>	<b>33.848</b>	<b>32.533</b>
Income tax expense	(21.352)	(8.843)	(12.509)
<b>Profit (loss) from continuing operations</b>	<b>45.029</b>	<b>25.005</b>	<b>20.024</b>
Profit from discontinued operations	6.125	(3.851)	9.976
<b>Profit (loss) for the period</b>	<b>51.154</b>	<b>21.154</b>	<b>30.000</b>
Non-controlling interests	(2.964)	(5.983)	3.019
<b>Profit (loss) for the period attributable to the owners of the parent</b>	<b>48.190</b>	<b>15.171</b>	<b>33.019</b>

(\*) First quarter 2014 restated according to IFRS 5 to account for the new discontinued perimeter of Todini Group Costruzioni Generali. In addition figures have been prepared in accordance of the new accounting principles IFRS 10-11, as adopted for FY 2014 financial statements

**Reclassified Consolidated Statement of Financial Position of the Salini Impregilo Group**

Thousand €	31 March 2015	31 December 2014	change
Non-current assets	860.272	832.355	27.917
Non-current assets held for sale, net	103.905	84.123	19.782
Provisions for risks	(100.426)	(97.527)	(2.899)
Post-employment benefits and employee benefits	(23.609)	(23.320)	(289)
Net tax assets	165.118	148.698	16.420
<i>Inventories</i>	268.836	262.740	6.096
<i>Contract work in progress</i>	1.497.225	1.252.769	244.456
<i>Progress payments and advances on contract work in progress</i>	(1.832.800)	(1.725.884)	(106.916)
<i>Receivables *</i>	1.655.972	1.614.350	41.622
<i>Payables</i>	(1.454.320)	(1.426.743)	(27.577)
<i>Other current assets</i>	668.456	689.997	(21.541)
<i>Other current liabilities</i>	(331.363)	(335.918)	4.555
Working capital	472.006	331.311	140.695
<b>Net invested capital</b>	<b>1.477.266</b>	<b>1.275.640</b>	<b>201.626</b>
<b>Equity attributable to the owners of the parent</b>	<b>1.187.206</b>	<b>1.109.903</b>	<b>77.303</b>
Non-controlling interests	75.974	76.513	(539)
<b>Equity</b>	<b>1.263.180</b>	<b>1.186.416</b>	<b>76.764</b>
<b>Net financial position</b>	<b>214.086</b>	<b>89.224</b>	<b>124.862</b>
<b>Total financial resources</b>	<b>1.477.266</b>	<b>1.275.640</b>	<b>201.626</b>

(\*) Receivables are shown net of €44.4 million (€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 and cash equivalents or financial debt with SPVs.

### Net Financial Position of Salini Impregilo Group

€/000	31 March 2015	31 December 2014	Change
Non-current financial assets	103.094	89.124	13.970
Current financial assets	144.844	156.908	(12.064)
Cash and Cash equivalents	955.689	1.030.925	(75.236)
<b>Total cash and cash equivalents and other financial assets</b>	<b>1.203.627</b>	<b>1.276.957</b>	<b>(73.330)</b>
Bank and other loans	(442.461)	(456.209)	13.748
Bonds	(394.687)	(394.326)	(361)
Finance lease payables	(101.555)	(102.310)	755
<b>Total non-current indebtedness</b>	<b>(938.703)</b>	<b>(952.845)</b>	<b>14.142</b>
Current portion of bank loans and current account facilities	(291.531)	(247.522)	(44.009)
Current portion of bond issues	(173.670)	(166.292)	(7.378)
Current portion of finance lease payables	(51.951)	(60.231)	8.280
<b>Total current indebtedness</b>	<b>(517.152)</b>	<b>(474.045)</b>	<b>(43.107)</b>
Derivative liabilities	(6.331)	(5.244)	(1.087)
Net financial assets held by SPVs and unconsolidated project companies *	44.473	65.953	(21.480)
<b>Total other financial assets (liabilities)</b>	<b>38.142</b>	<b>60.709</b>	<b>(22.567)</b>
<b>Total net financial position – continuing operations</b>	<b>(214.086)</b>	<b>(89.224)</b>	<b>(124.862)</b>
Net financial position for assets held for sale	(65.200)	(81.292)	16.092
<b>Net financial position including non-current assets held for sale</b>	<b>(279.286)</b>	<b>(170.516)</b>	<b>(108.770)</b>

(\*) This item recognizes the portion of net payables and 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 and cash equivalents or financial debt with SPVs. In the financial statements, the balances are included in Trade Receivables.