

MAIRE TECNIMONT ANNOUNCES ITS 1Q 2018 CONSOLIDATED FINANCIAL RESULTS

- **Strong growth of the main KPIs:**
 - **Revenues: €916.1 million (+21.1%)**
 - **EBITDA: €50.5 million (+11.0%)**
- **Solid financial position**
 - **Net cash of €108.0 million**
- **Backlog at €7.5 billion**
- **New orders for €1.3 billion**

Milan, 3 May 2018 - Maire Tecnimont S.p.A.'s Board of Directors has reviewed and approved the Interim Financial Report as at 31 March 2018, which reports a Net Income of €30.8 million.

CONSOLIDATED HIGHLIGHTS

(in Euro millions)	Q1 2018	Q1 2017	Change %
Revenues	916.1	756.5	21.1%
Business Profit ⁽¹⁾	70.0	62.7	11.6%
<i>Business Margin</i>	7.6%	8.3%	
EBITDA	50.5	45.5	11.0%
<i>EBITDA Margin</i>	5.5%	6.0%	
Pre-Tax Income	45.4	49.2	-7.8%
<i>Tax Rate</i>	32.1%	35.3%	
Consolidated Net Income	30.8	31.8	-3.3%

(1) "Business Profit" is the industrial margin before the allocation of general and administrative costs and research and development expenses.

(in Euro millions)	31.3.2018	31.12.2017	Change
Net Cash	108.0	108.0	0.0

ORDER INTAKE AND BACKLOG

(in Euro millions)	Q1 2018	Q1 2017	Change
Order Intake	1,301.9	64.3	1,237.6

(in Euro millions)	31.3.2018	31.12.2017	Change
Backlog	7,503.3	7,229.4	273.9

FINANCIAL HIGHLIGHTS BY BUSINESS UNIT

(in Euro millions)	Q1 2018	% on Revenues	Q1 2017	% on Revenues
Technology, Engineering & Construction				
Revenues	871.0		736.1	
Business Profit	66.9	7.7%	61.7	8.4%
EBITDA	49.0	5.6%	45.4	6.2%
Infrastructure & Civil Engineering				
Revenues	45.1		20.4	
Business Profit	3.1	6.8%	0.9	4.7%
EBITDA	1.5	3.3%	0.1	0.3%

ORDER INTAKE BY BUSINESS UNIT

(in Euro millions)	Q1 2018	Q1 2017	Change
Technology, Engineering & Construction	1,283.2	60.9	1,222.3
Infrastructure & Civil Engineering	18.7	3.4	15.3

BACKLOG BY BUSINESS UNIT

(in Euro millions)	31.3.2018	31.12.2017	Change
Technology, Engineering & Construction	7,160.8	6,864.3	296.5
Infrastructure & Civil Engineering	342.5	365.1	(22.6)

The changes reported refer to Q1 2018 versus Q1 2017, unless otherwise stated.

Consolidated Financial Results as at 31 March 2018

Maire Tecnimont Group **Revenues** were **€916.1 million**, up 21.1%. This increase is related to the progress of projects in the backlog, mainly EPCs, that are in their construction phase.

Business Profit was **€70.0 million**, up 11.6%. The **Business Margin** was **7.6%** versus 8.3%. The change in marginality is related to the

progress of the projects in the Technology, Engineering & Construction BU, reflecting a different mix of projects under execution as at 31 March 2018, compared to the same period last year, but in line with the last quarters.

G&A costs were **€18.4 million**, up approx. €2.5 million as non-recurring savings were recorded in Q1 2017. These costs' incidence over revenues has nevertheless decreased from 2.1% to **2%**.

EBITDA was **€50.5 million**, up 11.0%. The margin was 5.5%, compared to 6.0%, for the same reasons explained above.

Amortization, Depreciation, Write-downs and Provisions were **€1.8 million**, slightly up €0.3 million, due to the amortization of new assets related to the Group's activity.

EBIT was **€48.7 million**, up 10.8%.

Net Financial Charges were **€3.4 million**, vs. a net financial income of €5.2 million, mainly due to the positive, non-recurring effect in Q1 2017 of the net valuation of certain derivatives.

Pre-tax Income was **€45.4 million**, down 7.8%, due to the non-recurring effect in Q1 2017, as explained in the paragraph above. Estimated taxes of €14.6 million have been provisioned. The effective tax rate was approx. 32.1%, improving when compared to the average tax rate reported for the preceding quarters, based on the various jurisdictions where operations have been carried out.

Consolidated Net Income was **€30.8 million**, down 3.3%, due to the effect of the Net Financial Charges that had been positively impacted by the non-recurring effect in Q1 2017, as explained above.

Net Cash at 31 March 2018 was **€108.0 million**, in line with the level on 31 December 2017, taking into account outflows of €22.8 million for the acquisition of Treasury Shares related to the share conversion of the equity-linked bond.

Consolidated Shareholders' Equity was **€333.6 million**, up €49.8 million vs. December 31, 2017, thanks to the income for the period, the capital increase and the reduction of the Treasury Shares reserve following the share conversion of the equity-linked bond. This level also takes into account the negative change of the Cash Flow Hedge reserve generated by hedging derivatives, and an approx. €27.6 million negative adjustment due to the implementation of the new IFRS 9 and 15 accounting principles.

Performance by Business Unit

Technology, Engineering & Construction BU

Revenues were **€871.0 million**, up 18.3%, thanks to the progress of the projects in the backlog, EPCs in particular, that became fully operational and in continuity with the last few quarters in 2017. The **Business Profit** was **€66.9 million**, up 8.4%, leading to a **Business Margin** of **7.7%** (vs. 8.4%), due to the same reasons outlined above. **EBITDA** was **€49.0 million** (5.6% margin), up 7.9%.

Infrastructure & Civil Engineering BU

Revenues were **€45.1 million**, up €24.7 million, due to the progress of the projects in the Backlog, including large-scale renewables. **Business Profit** was **€3.1 million**, up €2.1 million. The **Business Margin** was 6.8%. **EBITDA** was €1.5 million, up €1.4 million, thanks to a higher contribution of the renewable energy activities.

Order Intake and Backlog

Thanks to **€1,301.9 million** of new orders generated during the period, the Group's **Backlog** at March 31, 2018 was **€7,503.3 million**, up €273.9 million on December 31, 2017.

In particular, the main projects awarded to the Group include the following:

- The upgrade and revamping of the Haydar Aliyev Refinery based in Baku, Azerbaijan, on behalf of SOCAR (USD800 million)
- The "Delayed Coking Unit (DCU)" project, inside the Omsk refinery, in the Russian Federation, on behalf of JSC Gazprom Neft – Omsk Refinery (USD215 million)
- The implementation of a new High-Density Polyethylene unit and the upgrade of a Polypropylene unit, located in Batangas City, in the Philippines, on behalf of JG Summit Petrochemical Corporation (USD180 million)

Subsequent Events

On April 24, 2018, the public offering that was started on April 18, 2018 in Italy and Luxembourg of the Maire Tecnimont S.p.A. Senior Unsecured Notes due 30 April 2024 ended. The issue total amount is €165 million, the interest rate is 2.625% and the annual yield is 2.625%.

Today, 165,000 bonds have been issued at par. The minimum denomination is €1,000 (onethousand). Today also marks the settlement date as well as the date from which the Notes will be entitled to rights.

The notes have begun trading today on the *Mercato Telematico delle Obbligazioni (MOT)*, organized and managed by Borsa Italiana S.p.A., as well as on the Regulated Market of the Luxembourg Stock Exchange. The issue proceeds will be entirely used to partially repay Tecnimont S.p.A.'s medium to long term bank debt.

On April 26th, Maire Tecnimont S.p.A.'s Shareholders' ordinary Meeting approved the Financial Statements at 31 December 2017, a dividend distribution of €0.128 per share, and the First Section of the 2018 Remuneration Report.

Outlook

The Group is to maintain in 2018 the good industrial performance achieved in 2017 and in the first quarter of 2018, thanks to the significant backlog at the end of December 2017 and March 2018, thanks to the new contracts signed with international clients since the beginning of the year.

In spite of the on-going expansion of both the organizational structure and the geographic diversification, efficiency improvement targets will continue to be maintained, even if such improvements have already led to one of the lowest G&A-Revenues ratio in the industry.

Even though the market environment is expected to remain challenging, a high level of backlog is to be maintained, thanks to our well-recognized technological expertise, which is continuously being developed and expanded to include adjacent technologies in synergy with the existing ones, and to a flexible business model that can offer innovative products and services.

This outlook is supported by a significant commercial pipeline that is expected to generate new contracts in the upcoming quarters, which will contribute to an increasing geographical diversification.

The following information is provided upon a request by CONSOB:

Maire Tecnimont Group and Maire Tecnimont S.p.A. Net Financial Position

The Maire Tecnimont Group Net Financial Position is presented below:

NET FINANCIAL POSITION	31 March 2018	31 December 2017	Change
<i>(in Euro thousands)</i>			
Short-term borrowings	153,797	103,943	49,854
Other current financial liabilities	330	79,911	(79,581)
Financial instruments - Current derivatives	10,333	9,876	457
Financial debt net of current portion	295,656	324,602	(28,946)
Financial instruments - Non-current derivatives	766	249	517
Other non-current financial liabilities	39,731	39,719	12
Total debt	500,612	558,299	(57,687)
Cash and cash equivalents	(581,569)	(630,868)	49,299
Other current financial assets	(5,259)	(5,356)	97
Financial instruments - Current derivatives	(10,089)	(19,976)	9,887
Financial instruments - Non-current derivatives	(1,867)	(1,222)	(645)
Other non-current financial assets	(9,878)	(8,920)	(958)
Total cash and cash equivalents	(608,662)	(666,341)	57,680
Other financial liabilities of assets for sale	0	0	0
Other financial assets of assets for sale	0	0	0
Net financial position (Net Cash)	(108,050)	(108,042)	(8)

The Net Financial Position of the Parent Company Maire Tecnimont S.p.A. is presented below:

NET FINANCIAL POSITION (MET S.p.A.)	31 March 2018	31 December 2017	Change
<i>(in Euro thousands)</i>			
Short-term borrowings	1,033	1,964	(931)
Financial instruments - Current derivatives	246	0	246
Other current liabilities – Equity-Linked Bond	0	79,581	(79,581)
Other non-current fin. liabilities – non-convertible bonds	39,731	39,719	12
Other non-current financial liabilities	348,805	332,805	16,000
Total Debt	389,814	454,069	(64,255)
Cash and cash equivalents	(60)	(2,124)	2,064
Financial instruments - Current derivatives	0	(5,404)	5,404
Other current financial assets	(3,200)	(3,200)	0
Other non-current financial assets	(62,195)	(62,195)	0
Total Cash and Cash Equivalents	(65,455)	(72,923)	7,468
Net Financial Position	324,359	381,146	(56,787)

Related party transactions

With reference to the information on related party transactions, all transactions with related parties are settled at market conditions. The Company's receivables/payables (including financial) and cost/revenue transactions with related parties at 31 March 2018 are presented in the tables below.

<i>31/3/2018 (in Euro thousands)</i>	Trade Receivables	Trade Payables	Costs	Revenues
G.L.V. Capital S.p.A.	0	(92)	(140)	0
Maire Investments Group.	1	(85)	(72)	0
Total	1	(177)	(212)	0

In particular, payable contracts refer to the lease of office buildings to Group companies, the use of the "Maire" trademark and other minor charges by parent company GLV Capital S.p.A. and to existing relations with Maire Investments Group, a company linked to Maire Tecnimont S.p.A.'s main shareholder for the lease of office buildings and other spaces assigned to "La Sapienza" University research center as a result of a cooperation agreement signed with them. The remaining payable and receivable contracts refer to administrative and facility management services respectively.

Transactions with other non-consolidated and/or associated Group companies are purely commercial and relate to specific activities linked to projects; in addition, certain consortia are in liquidation, having substantially concluded their operations:

<i>31/3/2018 (in Euro thousands)</i>	Trade Receivables	Trade Payables	Financial Receivables	Financial Payables	Costs	Revenues
MCM Servizi Roma S.c.a.r.l. in liquidazione	0	(95)	0	0	0	0
Studio Geotecnico Italiano	0	(110)	0	0	(108)	0
Villaggio Olimpico MOI S.c.a.r.l. In liquidazione	0	(4)	69	0	0	0
Desimont Contracting	1.726	0	0	(371)	0	0
Biolevano S.r.l	577	0	0	0	0	785
Processi Innovativi S.r.l	97	(332)	0	0	(58)	18
BIO P S.r.l	8	(48)	18	0	(11)	2
TCM KTR LLP	7	0	198	0	0	2
Exportadora de Ingenieria y Servicios Tcm Spa	0	0	0	(67)	0	0
Volgafert LLc	1.725	0	0	0	0	0
Total	4.140	(589)	285	(438)	(177)	807

Webcast Conference Call

The Q1 2018 financial results will be outlined today at 5:30pm CEST during an audio-webcast conference call held by the top management.

The conference call may be followed as a webcast by connecting to the website (www.mairetecnimont.com) and clicking on the "Q1 2018 Financial Results" banner on the Home Page or through the following url:

<http://services.choruscall.eu/links/mairetecnimont180503.html>

Alternatively, you may participate in the conference call by calling one of the following numbers:

Italy: +39 02 805-8811

UK: +44 121 281-8003

USA: +1 718 705-8794

The presentation given by the top management will be available at the start of the conference call in the "Investors/Documents&Presentations" section of Maire Tecnimont's website

(<http://www.mairetecnimont.com/en/investors/documents-presentations>).

The presentation shall also be made available on the 1info storage mechanism (www.1info.it).

Dario Michelangeli, as Executive for Financial Reporting, declares - in accordance with paragraph 2, Article 154-bis of Legislative Decree No. 58/1998 ("Consolidated Finance Act") - that the accounting information included in this press release corresponds to the underlying accounting records.

The Interim Financial Report as at 31 March 2018 is available to the public at the registered office in Rome, at the operative office in Milan, at Borsa Italiana S.p.A., on the Company website www.mairetecnimont.com at Investors/Documents & Presentations section (<http://www.mairetecnimont.com/en/investors/documents-presentations>), and on the authorized storage device "1info" (www.1info.it).

This press release, and in particular the "Outlook" section contains forecasts. The declarations are based on current estimates and projections of the Group concerning future events and, by their nature, are subject to risk and uncertainty. Actual results may differ significantly than the estimates made in such declarations due to a wide range of factors, including the continued volatility and further decline of the capital and finance markets, raw material price changes, altered economic conditions and growth trends and other changes in business conditions, in addition to other factors, the majority of which outside the control of the Group.

Maire Tecnimont S.p.A.

Maire Tecnimont S.p.A. is a company listed with the Milan stock exchange. It heads an industrial group (the Maire Tecnimont Group) that leads the international Engineering & Construction (E&C), Technology & Licensing and Energy Business Development & Ventures markets, with specific competences in plants, particularly in the hydrocarbons segment (Oil & Gas, Petrochemicals and Fertilisers), as well as in Power Generation and Infrastructures. The Maire Tecnimont Group operates in approximately 30 different countries, numbering around 45 operative companies and a workforce of about 5,500 employees, along with approximately 3,000 additional Electrical & Instrumentation professionals. For more information: www.mairetecnimont.com.

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The Consolidated Income Statement, Balance Sheet and Cash Flow Statement are presented below

Maire Tecnimont Group
CONSOLIDATED INCOME STATEMENT

(Euro thousands)	31 March 2018	31 March 2017	Δ %
Revenues	900,628	750,066	
Other operating revenues	15,448	6,457	
Total revenues	916,076	756,523	21.1%
Raw materials and consumables	(273,739)	(304,393)	
Service costs	(473,518)	(293,350)	
Personnel expense	(94,374)	(88,800)	
Other operating expenses	(23,962)	(24,485)	
Total Costs	(865,593)	(711,028)	21.7%
EBITDA	50,483	45,495	11.0%
Amortization, depreciation and write-downs	(1,764)	(1,510)	
Write-down of current assets	0	0	
Provision for risks and charges	0	0	
EBIT	48,718	43,985	10.8%
Financial income	5,190	17,849	
Financial expenses	(9,248)	(12,661)	
Investment income/(expense)	698	(1)	
Income before tax	45,358	49,172	-7.8%
Income taxes, current and deferred	(14,559)	(17,337)	
Net income	30,799	31,835	-3.3%
Group	28,506	30,636	-7.0%
Minorities	2,294	1,200	
Basic earnings per share	0.087	0.100	

Maire Tecnimont Group
CONSOLIDATED BALANCE SHEET 1/2

(Euro thousands)	31 March 2018	31 December 2017
Assets		
Non-Current Assets		
Property, plant and Equipment	33,625	33,927
Goodwill	291,754	291,754
Other intangible assets	41,868	40,427
Investments in associates	16,436	16,436
Financial Instruments – Derivatives	1,867	1,222
Other non-current financial assets	23,356	22,516
Other Non-current Assets	57,198	55,584
Deferred tax assets	47,925	38,535
Total Non-Current Assets	514,028	500,401
Current Assets		
Inventories	3,996	3,453
Advance payments to suppliers	306,706	255,514
Construction Contracts	1,445,576	1,264,178
Trade Receivables	504,482	481,342
Current tax assets	97,377	91,641
Financial Instruments – Derivatives	10,089	19,976
Other current financial assets	5,259	5,356
Other current assets	165,060	146,847
Cash and cash equivalents	581,569	630,868
Total Current Assets	3,120,112	2,899,175
Non-current assets classified as held for sale	0	0
Elimination of assets to and from assets/liabilities held for sale	0	0
Total Assets	3,634,140	3,399,576

CONSOLIDATED BALANCE SHEET 2/2

(Euro thousands)	31 March 2018	31 December 2017
Shareholders' Equity		
Share capital	19,921	19,690
Share premium reserve	272,921	224,698
Other reserves	13,824	6,683
Valuation reserve	12,981	22,114
Total Shareholders' Equity and reserves	319,647	273,186
Retained earnings/(accumulated losses)	(38,635)	(129,882)
Net income for the year	28,506	118,650
Total Group Shareholders' Equity	309,517	261,953
Minorities	24,078	21,817
Total Shareholders' Equity	333,595	283,770
Non-Current Liabilities		
Financial Debt - non-current portion	295,656	324,602
Provisions for risks and charges - beyond 12 months	68,616	62,007
Deferred Tax Liabilities	33,047	31,159
Post-employment and other employee benefits	11,587	11,452
Other Non-Current Liabilities	88,041	79,465
Financial Instruments - Derivatives	766	249
Other Non-Current Financial Liabilities	39,731	39,719
Total non-current Liabilities	537,443	548,652
Current Liabilities		
Short-term Debt	153,797	103,943
Provisions for Risk and Charges - within 12 months	4,272	3,384
Tax Payables	66,251	41,413
Financial Instruments - Derivatives	10,333	9,876
Other Current Financial Liabilities	330	79,911
Client Advance Payments	778,960	573,783
Construction Contracts	371,336	408,561
Trade Payables	1,317,681	1,282,306
Other Current Liabilities	60,143	63,976
Total current liabilities	2,763,103	2,567,154
Liabilities directly associated with non-current assets classified as held for sale	0	0
Elimination of liabilities to and from assets/liabilities held for sale	0	0
Total Shareholders' Equity and Liabilities	3,634,140	3,399,576

Maire Tecnimont Group
CONSOLIDATED CASH FLOW STATEMENT

(Euro thousand)	31 March 2018	31 March 2017
Cash and cash equivalents at the beginning of the year (A)	630,868	497,138
Operations		
Net Income of Group and Minorities	30,799	31,835
Adjustments:		
- Amortisation of intangible assets	1,015	811
- Depreciation of non-current tangible assets	750	699
- Provisions	0	-
- (Revaluations)/Write-downs on investments	(698)	1
- Financial (Income)/Charges	4,058	(5,188)
- Income and deferred tax	14,559	17,337
- Capital (Gains)/Losses	1	0
- (Increase)/Decrease inventories/supplier advances	(51,734)	3,545
- (Increase)/Decrease in trade receivables	(30,140)	(26,443)
- (Increase)/Decrease in construction contract receivables	(211,366)	(197,178)
- Increase/(Decrease) in other liabilities	9,305	5,750
- (Increase)/Decrease in other assets	(19,827)	7,822
- Increase/(Decrease) in trade payables/advances from clients	235,766	93,002
- Increase/(Decrease) in payables for construction contracts	(37,225)	48,119
- Increase/(Decrease) in provisions (including post-employment benefits)	9,371	(113)
- Income taxes paid	(2,958)	103
Cash flow from operations (B)	(48,325)	(19,897)
Investments		
(Investment)/Disposal of non-current tangible assets	(447)	(1,491)
(Investment)/Disposal of intangible assets	(2,455)	(2,603)
(Investment)/Disposal in associated companies	698	(531)
Cash flow from investments (C)	(2,205)	(4,625)
Financing		
Increase/(Decrease) in bank overdrafts	31,940	28,193
Changes in financial liabilities	(15,091)	(8,032)
Increase/(Decrease) in securities/bonds	(100)	(103)
Change in other financial assets and liabilities	7,279	(11,772)
Treasury Shares-Buyback	(22,796)	-
Cash flow from financing (D)	1,232	8,285
Increase/(Decrease) in Cash and Cash Equivalents (B+C+D)	(49,299)	(16,235)
Cash and cash equivalents at year end (A+B+C+D)	581,569	480,903
of which: Cash and cash equivalents of Discontinued Operations	-	-
CASH AND CASH EQUIVALENTS REPORTED IN THE FINANCIAL STATEMENTS	581,569	480,903