



## THE BoD APPROVES THE FIRST QUARTER 2017 RESULTS

### STABLE REVENUES IN THE SPECIAL FOUNDATIONS SECTOR BUT ONGOING WEAKNESS IN THE OIL & GAS SECTOR

**Total revenues: Euro 237 million**

**EBITDA: Euro 11.8 million (EBITDA margin of 5%)**

**Result for the period attributable to the Group: a loss of Euro 18.6 million**

**Net debt: Euro 543.8 million**

**Order portfolio: Euro 732.5 million of which 73% to be completed in 2017**

**Significant special foundations contracts in Asia and the Middle East**

*Cesena, 15 May 2017 - The Board of Directors of TREVI - Finanziaria Industriale S.p.A., the Parent Company of the TREVI Group, one of the world leaders in special foundations engineering and in the manufacture of machinery for special foundations and for drilling, approved the results for the first quarter 2017.*

In the first quarter 2017, **TOTAL CONSOLIDATED REVENUES** were **Euro 237 million**, a decrease compared to the figure of **Euro 264.6 million** for the first quarter of the previous financial year. The decline in revenues reflected the weakness of the Oil & Gas segment and, in particular, Drillmec. This segment contributed 19% of total revenues compared to 29% in the first quarter of the previous financial year. Revenues in the special foundations segment were stable, accounting for 81% of total revenues compared to 71% in the same quarter of 2016, and were boosted by new and important contracts that will continue throughout 2017.

The overall decrease in first quarter 2017 Group revenues is attributable to the Oil & Gas segment where the worldwide crisis continues and is causing difficulties for companies operating in this sector. The decrease was mainly due to the Drillmec Division that was affected by a stop to work on the contract to supply three drilling plants in Bolivia for YPF following the unexpected cancellation of the contract by the client.

The drop in volumes, together with lower profitability from the different mix of contracts in the Special Foundations Division, was also reflected in the **EBITDA** of **Euro 11.8 million** (5% of total revenues), down from Euro 35.7 million in the first quarter 2016 (13.5% of total revenues).

As a result of the above and also due to a prudent provision made for the aforementioned Drillmec contract, **there was a net operating loss of Euro 7.6 million**, a decrease compared to the operating profit of Euro 18.6 million in the first quarter 2016.

**The NET RESULT of the GROUP was a loss of Euro 18.6 million** (a loss of Euro 8.4 million in first quarter 2016).

**GROUP NET EQUITY was Euro 446.7 million** compared to Euro 472.4 million at year-end 2016.

**TOTAL NET DEBT was Euro 543.8 million** compared to Euro 440.7 million at 31 December 2016.

At 31 March 2017, in compliance with IAS 10 and in continuation of the process shown in the consolidated statement of financial position at 31 December 2016, since the Group had failed to meet one of the financial covenants (Net Debt/ EBITDA) in the contracts for the banks loans at 31 December 2016, the Directors reclassified in current debt the sum of Euro 292 million, which was the total of all the loans for which one of the financial covenants had not been met; however, it should be noted that by 12 April 2017, the Company had received waiver agreements from all the banks that had given it loans and, therefore, from that date, financial debt was once again classified according to the maturity terms of each individual contract.

## **SEGMENT ANALYSIS**

### **SPECIAL FOUNDATIONS DIVISION**

Total revenues in the first quarter 2017 in the Special Foundations Division, which includes Trevi S.p.A., Soilmec S.p.A. and their respective subsidiaries and associates, was **Euro 194.3 million**, more or less in line with the figure for the same period of the previous financial year.

The **EBITDA was Euro 18.1 million, a margin of 9.3% of sales compared to 17.2% in the first quarter of the previous financial year.** The drop in the gross operating margin was due to lower volumes, in particular from the Trevi Division in Nigeria and Venezuela, and to the partial completion of contracts in the water business unit of Soilmec.

**Net debt was Euro 194.9 million** and had increased Euro 77.9 million compared to the figure at year-end 2016, which is in line with the typical seasonality of the business.

### **TREVI**

The first quarter 2017 consolidated revenues of this Division were **Euro 150.5 million, an increase of 4.4%** compared to the figure for the same period of the previous financial year (Euro 144 million).

The growth was mainly from the Middle East and reflected the contribution of the Mosul Dam project in Iraq, which is now fully operational, and the Salipazari Port project in Istanbul, Turkey.

### **SOILMEC**

The first quarter 2017 consolidated revenues of the Soilmec Division were **Euro 46.9 million** (-11.9% year-on-year) but exceeded the budget figures for the period.

The decrease mainly reflects the business flows in **Africa, Latin America** and the **Far East**.

## **OIL & GAS SEGMENT**

The growth outlook remains uncertain for this segment and, given the continued unfavourable trends in the energy sector, the Group continued with the important process of restructuring this sector to improve efficiency and decrease costs.

**In the first quarter 2017, this segment had total revenues of Euro 46 million**, compared to Euro 80.3 million in the first quarter of the previous financial year, a decrease of 42.7%.

This decrease was a direct consequence of the negative performance of the Drillmec Division caused by stagnation in the market and the stalling of the contract to supply three drilling plants to Bolivia following cancellation of the contract by the client YPFB.

As a result of the lower revenues, the Segment had negative **EBITDA** in the first quarter of Euro **7 million** (EBITDA of Euro 1.4 million at 31 March 2016).

**Net debt was Euro 358.7 million**, a deterioration of approximately Euro 27 million compared to the figure at 31 December 2016.

### **Drillmec**

The first quarter 2017 revenues were **Euro 17.7 million**, a decrease of approximately Euro 37 million compared to the same quarter of 2016. This decrease was due to the completion of some important contracts during 2016, the continuing weakness of the Oil & Gas market, which hampered the acquisition of new orders, and the interruption in work for the contract for YPFB. The operating profitability reflected the drop in revenues.

Currently, the main markets for this Division are in the **Far East, Eastern Europe and Africa**.

### **Petreven**

Whilst the market sector in which it operates remains in crisis, the Division is working to return to profitability by using its competitive advantages that are its solid client relationships and avant-garde fleet. It is also implementing efficiency measures and optimising its cost base in order to offset the reduction in margins and cash flows.

The Petreven division had an **increase in revenues of 8% to Euro 28.4 million** in the first quarter 2017, compared to Euro 26.3 million at 31 March 2016.

The Division is currently active in South America and is working for the leading Oil majors and Oil nationals.

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**The Group order portfolio was Euro 732.5 million compared to Euro 956.4 million at 31 December 2016;** the decrease of Euro 223.9 million (-23.4%) compared to the figure at year-end

2016 was mainly because this figure is prudently shown net of the contract with YPFB in Bolivia for approximately Euro 121.4 million, following cancellation of the contract at the request of the client. It should also be remembered that the figure for the first quarter 2016 included the important Mosul (Iraq) contract acquired in that period.

**Orders acquired in the first quarter 2017 totalled approximately Euro 131.4 million.**

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*The Managing Director, Stefano Trevisani, commented “The first quarter 2017 results confirm the solidity of the Special Foundations Division, which had good growth in the Middle East. However, the difficulties in the Oil & Gas Division persist. In particular, without prior warning, Drillmec received a “notice of cancellation” for the contract to supply three drilling plants to Bolivia. The client, Yacimientos Petroliferos Fiscales Bolivianos (YPFB), cancelled the contract citing “force majeure” but without providing any further reasons for this decision. The Company has taken all necessary steps to protect its rights and interests under the contract and, at the same time, is working on the order portfolio to increase the existing backlog and reduce the impact on 2017.”*

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#### **About TREVI Group:**

*Trevi Group is a worldwide leader in the field of soil engineering (special foundations, tunnel excavation, soil consolidation and the building and marketing of special rigs and equipment relevant to this engineering sector); the Group is also active in the drilling sector (oil, gas and water) both in the production of plant and the supply of services, and it also builds automated underground car parks. The Group was established in Cesena in 1957 and today has more than 30 branches and is present in over 80 countries. Its success is due to the vertical integration of the main divisions making up the Group: the Trevi Division that supplies special services in the field of soil engineering;; the Petreven Division active in oil drilling services;; the Soilmec Division that produces and develops plant and machinery for soil engineering;; and the Drillmec division that produces and develops drilling rigs (oil, gas and water).*

*The parent company has been listed on the Milan stock exchange since July 1999.*

*The key financial figures for 2016 are: Total revenues of € 1080.5 million, EBITDA of €75.7 million (margin of 7%), a negative EBIT of €38 million, and a Group Net Loss of €86.4 million. Further information can be found on the website:*

[www.trevifin.com](http://www.trevifin.com)

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**TREVI GROUP**

**CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

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Capitale sociale Euro 82.391.632,50 Int. Vers.

Registro Imprese Forlì – Cesena, Codice Fiscale e Partita IVA: 01547370401 – C.C.I.A.A. R.E.A. n 201.271

(In thousands of Euro)

<b>ASSETS</b>	<b>31/03/2017</b>	<b>31/12/2016</b>
<b>Non-current Assets</b>		
Property, plant and equipment	351,089	356,415
Intangible Fixed Assets	63,448	65,226
Investments	2,627	2,631
Deferred tax assets	80,879	82,141
Non-current financial derivative instruments	0	0
Trade receivables and other non-current assets	24,359	25,241
<b>Total Non-current Assets</b>	<b>522,402</b>	<b>531,653</b>
<b>Current Assets</b>		
Inventories	350,584	352,398
Trade receivables and other current assets	517,034	493,642
Tax assets for current taxes	36,658	32,425
Current financial derivative instruments	0	0
Current financial assets	0	0
Cash and cash equivalents	211,640	301,133
<b>Total Current Assets</b>	<b>1,115,915</b>	<b>1,179,598</b>
<b>TOTAL ASSETS</b>	<b>1,638,318</b>	<b>1,711,251</b>
<b>SHAREHOLDERS' EQUITY</b>	<b>31/03/2017</b>	<b>31/12/2016</b>
<b>Share Capital and Reserves</b>		
Share capital	82,289	82,290
Other reserves	302,469	309,541
Retained earnings including Result for the period	61,959	80,539
<b>Group Net Shareholders' Funds</b>	<b>446,717</b>	<b>472,369</b>
<b>Net shareholders' funds attributable to non-controlling interests</b>	<b>10,749</b>	<b>10,371</b>
<b>Total Net Shareholders' Funds</b>	<b>457,465</b>	<b>482,740</b>
<b>Non-current Liabilities</b>		
Non-current financing	115,662	100,397
Non-current financial derivative instruments	1,015	1,126
Deferred taxes	29,435	29,790
Post-employment benefits	19,699	19,729
Non-current provisions for risks and charges	4,458	4,450
Other non-current liabilities	99	127
<b>Total Non-current Liabilities</b>	<b>170,368</b>	<b>155,619</b>
<b>Current Liabilities</b>		
Trade payables and other current liabilities	329,888	388,636
Tax liabilities for current taxes	29,102	29,872
Current financing	638,552	640,047
Current provisions for risks and charges	12,576	13,891
Current financial derivative instruments	368	447
<b>Total Current Liabilities</b>	<b>1,010,484</b>	<b>1,072,892</b>
<b>TOTAL LIABILITIES</b>	<b>1,180,853</b>	<b>1,228,511</b>
<b>TOTAL NET SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>1,638,318</b>	<b>1,711,251</b>

**TREVI GROUP**  
**CONSOLIDATED INCOME STATEMENT**

(In thousands of Euro)

	<b>31/03/2017</b>	<b>31/03/2016</b>
Revenues from sales and services	231,307	252,452
Other operating revenues	5,681	12,184
- of which with non-recurring	0	0
<b>Sub-Total of Total Revenues</b>	<b>236,988</b>	<b>264,636</b>
Cost of raw materials and consumables	68,369	124,108
Changes in inventories of raw materials, ancillary materials, consumables and products	(5,342)	(21,627)
Personnel expenses	58,724	60,244
- of which with non-recurring	1,442	0
Other operating expenses	100,806	87,661
- of which with non-recurring	0	0
Depreciation and amortization	13,407	16,222
Provisions and impairments	5,982	871
Increase in fixed assets for internal use	(629)	(2,037)
Changes in inventories of finished and semi-finished products	3,232	(19,407)
<b>Operating Result</b>	<b>(7,561)</b>	<b>18,601</b>
Financial income	501	476
(Financial expenses)	(5,737)	(6,955)
Gain/ (losses) on exchange rate	(438)	(17,827)
<b>Sub-total of Net financial expenses and exchange rate gains/ (losses)</b>	<b>(5,674)</b>	<b>(24,306)</b>
Adjustments to of financial assets	(270)	(0)
<b>Pre-tax Result</b>	<b>(13,505)</b>	<b>(5,705)</b>
Tax	5,201	181
<b>Net Result</b>	<b>(18,706)</b>	<b>(5,886)</b>
<b>Attributable to:</b>		
<b>Parent Company shareholders</b>	<b>(18,581)</b>	<b>(8,369)</b>
Non-controlling interests	(125)	2,482

**TREVI GROUP**  
**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**

(In thousands of Euro)

	31/03/2017	31/03/2016
<b>Profit/ (loss) for the period</b>	<b>(18,706)</b>	<b>(5,886)</b>
<b>Other items of comprehensive income subsequently recycled to profit or loss for the period</b>		
Cash flow hedge reserve	115	(110)
Tax	(37)	18
<b>Change in cash flow hedge reserve</b>	<b>79</b>	<b>(92)</b>
Translation reserve	<b>(6,647)</b>	<b>(20,904)</b>
<b>Total of other comprehensive income that may be recycled subsequently to profit or loss net of tax</b>	<b>(6,569)</b>	<b>(20,997)</b>
<b>Other items of comprehensive income that will not subsequently be recycled to profit or loss for the period:</b>		
Actuarial gains/ (losses)	0	0
Tax	0	0
<b>Total other items of comprehensive income will not subsequently be recycled to profit / (loss) for the period net of tax</b>	<b>0</b>	<b>0</b>
<b>Comprehensive income net of tax</b>	<b>(25,275)</b>	<b>(26,883)</b>
Parent Company shareholders	(25,652)	(26,110)
Non-controlling interests	378	(773)

**TREVI GROUP**  
**CONSOLIDATED STATEMENT OF CHANGES IN NET EQUITY**

(In thousands of Euro)

Description	Share Capital	Other Reserves	Accumulated Profit	Group Total	Share of non controlling interests	Total Net Equity
<b>Balance at 01/01/16</b>	<b>82,289</b>	<b>315,322</b>	<b>167,302</b>	<b>564,914</b>	<b>14,658</b>	<b>579,572</b>
Result for the period			(8,368)	(8,368)	2,482	(5,885)
Actuarial gains/ (losses)						
Other comprehensive income/ (loss)		(17,741)		(17,741)	(3,256)	(20,997)
<b>Total comprehensive income/ (loss)</b>	<b>0</b>	<b>(17,741)</b>	<b>(8,368)</b>	<b>(26,109)</b>	<b>(773)</b>	<b>(26,882)</b>
Allocation of profit for 2015 and dividend distribution				0		0
Other Changes				0		0
<b>Balance at 31/03/16</b>	<b>82,289</b>	<b>297,581</b>	<b>158,934</b>	<b>538,804</b>	<b>13,885</b>	<b>552,689</b>
<b>Balance at 01/01/17</b>	<b>82,290</b>	<b>309,540</b>	<b>80,539</b>	<b>472,369</b>	<b>10,371</b>	<b>482,740</b>
Result for the period			(18,581)	(18,581)	(124)	(18,705)
Actuarial gains/ (losses)		0		0		0
Other comprehensive income/ (loss)		(7,071)		(7,071)	502	(6,569)
<b>Total comprehensive profits/ (losses)</b>	<b>0</b>	<b>(7,071)</b>	<b>(18,581)</b>	<b>(25,651)</b>	<b>378</b>	<b>(25,274)</b>
Allocation of profit for 2016 and dividend distribution				0		0
Other Changes				0		0
<b>Balance at 31/03/17</b>	<b>82,290</b>	<b>302,470</b>	<b>61,959</b>	<b>446,718</b>	<b>10,749</b>	<b>457,466</b>

## TREVI GROUP

### CONSOLIDATED STATEMENT OF CASH FLOWS

(In thousands of Euro)

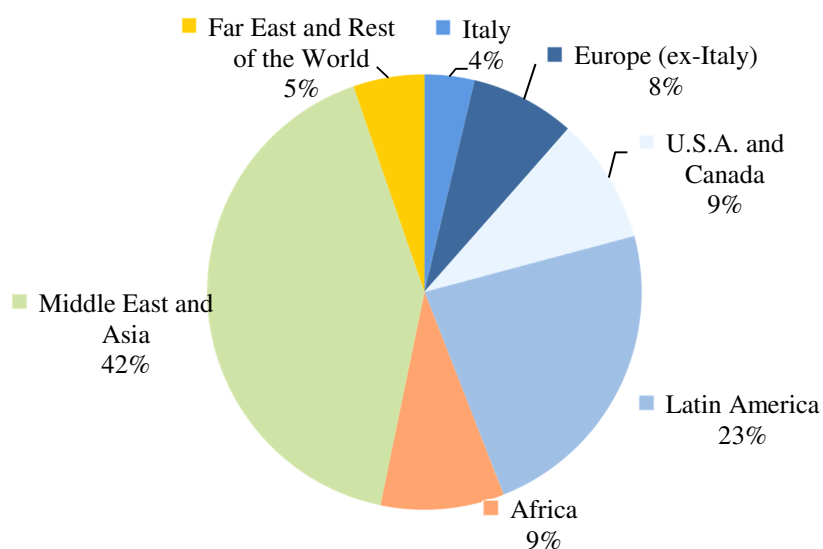
	31/03/2017	31/03/2016
Net Result for the period	(18,706)	(5,886)
Income taxes for the period	5,201	181
<b>Pre-tax Result</b>	<b>(13,505)</b>	<b>(5,705)</b>
Depreciation and amortization	13,407	16,222
Financial (revenues)/ expenses	5,236	6,479
Changes in reserve for risk and costs and for post-employment benefits	(1,337)	(2,991)
Adjustments to financial assets	270	0
(Gains) / losses from sale or write-downs of fixed assets	7	270
<b>(A) Cash Flow from Operations before Changes in Working Capital</b>	<b>4,079</b>	<b>14,274</b>
(Increase)/Decrease trade receivables	(15,971)	4,379
(Increase)/Decrease inventories	1,815	(27,704)
(Increase)/Decrease other assets	(9,511)	18,817
Increase/(Decrease) trade payables	(40,781)	(71,209)
Increase/(Decrease) other liabilities	(22,892)	(32,100)
<b>(B) Changes in Working Capital</b>	<b>(87,340)</b>	<b>(107,817)</b>
<b>(C) Cash out for interest and other expenses</b>	<b>(5,236)</b>	<b>(6,479)</b>
<b>(D) Cash out for taxes</b>	<b>(1,430)</b>	<b>(297)</b>
<b>(E) Cash Flow generated (absorbed) by operations (A+B+C+D)</b>	<b>(89,928)</b>	<b>(100,319)</b>
<b>Investments</b>		
Operating (investments)	(10,928)	(9,726)
Operating divestments	2,207	5,491
Net change in financial assets	(266)	(415)
<b>(F) Cash Flow generated (absorbed) by investments</b>	<b>(8,987)</b>	<b>(4,650)</b>
<b>Financing activities</b>		
Increase/(Decrease) in share capital for purchase of own shares	0	0
Other changes including those in non-controlling interests	(4,158)	(8,301)
Increase/(Decrease) in debt, financing and derivative instruments	13,992	37,637
Increase/(Decrease) in leasing liabilities and other financing debt	(6,172)	(3,759)
<b>(G) Cash Flow generated (absorbed) from financing activities</b>	<b>3,662</b>	<b>25,578</b>
<b>(H) Net Change in Cash Flows (E+F+G)</b>	<b>(95,253)</b>	<b>(79,391)</b>
<b>Opening Balance of Net Liquid Funds</b>	<b>293,708</b>	<b>290,490</b>
<b>Net Changes in Liquid Funds</b>	<b>(95,253)</b>	<b>(79,391)</b>
<b>Closing Balance of Net Liquid Funds</b>	<b>198,454</b>	<b>211,099</b>
<b>Description</b>	<b>31/03/2017</b>	<b>31/03/2016</b>
Cash and cash equivalents	211,640	218,297
Bank overdrafts	(13,186)	(7,198)
<b>Cash and cash equivalents net of bank overdrafts</b>	<b>198,454</b>	<b>211,099</b>



## TREVI GROUP TOTAL REVENUES

(In Thousands of Euro)

Geographic Area	31/03/2017	%	31/03/2016	%	Change	Ch%
Italy	8,807	3.7%	11,894	4.5%	(3,087)	-26.0%
Europe (ex-Italy)	18,453	7.8%	16,709	6.3%	1,744	10.4%
USA and Canada	22,152	9.3%	28,694	10.8%	(6,542)	-22.8%
Latin America	54,979	23.2%	54,331	20.5%	648	1.2%
Africa	21,796	9.2%	64,257	24.3%	(42,461)	-66.1%
Middle East and Asia	98,274	41.5%	65,387	24.7%	32,887	50.3%
Far East and rest of the World	12,528	5.3%	23,364	8.8%	(10,836)	-46.4%
<b>TOTAL REVENUES</b>	<b>236,988</b>	<b>100%</b>	<b>264,636</b>	<b>100%</b>	<b>(27,648)</b>	<b>-10.4%</b>



(In Thousands of Euro)

	31/03/2017	%	31/03/2016	%	Change	Ch. %
Oil, gas and water drilling equipment	17,721	7%	54,420	21%	(36,699)	-67.4%
Drilling services	28,387	12%	26,296	10%	2,091	8.0%
Interdivision eliminations and adjustments	(115)		(393)		278	
<b>Sub-Total Oil &amp; Gas Sector</b>	<b>45,993</b>	<b>19%</b>	<b>80,323</b>	<b>30%</b>	<b>(34,330)</b>	<b>-42.7%</b>
Special foundation services	150,500	69%	144,211	54%	6,289	4.4%
Manufacture of special foundation machinery	46,923	22%	53,256	20%	(6,333)	-11.9%
Interdivision eliminations and adjustments	(3,156)		(2,757)		(399)	
<b>Sub-Total Foundations Sector (Core Business)</b>	<b>194,267</b>	<b>82%</b>	<b>194,710</b>	<b>74%</b>	<b>(443)</b>	<b>-0.2%</b>
<b>Parent Company</b>	6,424		6,743		(319)	-4.7%
Interdivision and Parent Company eliminations	(9,696)		(17,140)		7,444	
<b>TREVI GROUP</b>	<b>236,988</b>	<b>100%</b>	<b>264,636</b>	<b>100%</b>	<b>(27,648)</b>	<b>-10.4%</b>

## FOUNDATION SECTOR (CORE BUSINESS)

### Summary Income Statement (\*)

(In Thousands of Euro)

	31/03/2017	31/03/2016	Change	Change %
<b>TOTAL REVENUES</b>	<b>194,267</b>	<b>194,710</b>	<b>(443)</b>	<b>-0.2%</b>
Changes in inventories of work in progress, semi-finished and finished goods	(839)	8,637	(9,475)	
Increase in fixed assets for internal use	584	2,009	(1,426)	
<b>VALUE OF PRODUCTION</b>	<b>194,012</b>	<b>205,356</b>	<b>(11,344)</b>	<b>-5.5%</b>
Raw materials and external services	133,279	129,037	4,242	
Other operating expenses	2,400	1,898	502	
<b>VALUE ADDED</b>	<b>58,334</b>	<b>74,421</b>	<b>(16,088)</b>	<b>-21.6%</b>
<i>% of Total revenues</i>	<i>30.0%</i>	<i>38.2%</i>		
Personnel expenses	40,217	40,906	(689)	
<b>GROSS OPERATING RESULT (EBITDA)</b>	<b>18,116</b>	<b>33,515</b>	<b>(15,399)</b>	<b>-45.9%</b>
<i>% of Total revenues</i>	<i>9.3%</i>	<i>17.2%</i>		
Depreciation and amortization	8,666	11,169	(2,503)	
Provisions and write-downs	723	885	(161)	
<b>OPERATING RESULT (EBIT)</b>	<b>8,728</b>	<b>21,462</b>	<b>(12,734)</b>	<b>-59.3%</b>
<i>% of Total revenues</i>	<i>4.5%</i>	<i>11.0%</i>		

## FOUNDATION SECTOR (CORE BUSINESS)

### Summary Statement of Financial Position

(In Thousands of Euro)

	31/03/2017	31/12/2016	Change	Change %
<b>A) Fixed assets</b>	<b>270.685</b>	<b>273.790</b>	<b>(3.105)</b>	<b>-1.1%</b>
- Inventories	314.292	287.275	27.017	
- Trade receivables	319.897	324.148	(4.251)	
- Trade payables (-)	(216.732)	(253.612)	36.880	
- Pre-payments (-)	(107.949)	(114.004)	6.055	
- Other assets (liabilities)	2.006	(9.332)	11.338	
<b>B) Net invested capital</b>	<b>311.514</b>	<b>234.476</b>	<b>77.038</b>	<b>32.9%</b>
<b>C) Invested capital less liabilities for the year (A+B)</b>	<b>582.199</b>	<b>508.266</b>	<b>73.933</b>	<b>14.5%</b>
<b>D) Post-employment benefits (-)</b>	<b>(16.575)</b>	<b>(16.822)</b>	<b>247</b>	<b>-1.5%</b>
<b>E) NET INVESTED CAPITAL (C+D)</b>	<b>565.624</b>	<b>491.444</b>	<b>74.181</b>	<b>15.1%</b>
<i>Financed by:</i>				
<b>F) Group net equity</b>	<b>359.745</b>	<b>363.953</b>	<b>(4.207)</b>	<b>-1.2%</b>
G) Share of non-controlling interests	11.005	10.468	537	
<b>H) Net debt</b>	<b>194.874</b>	<b>117.023</b>	<b>77.851</b>	<b>66.5%</b>
<b>I) TOTAL SOURCES OF FINANCING (F+G+H)</b>	<b>565.624</b>	<b>491.444</b>	<b>74.181</b>	<b>15.1%</b>

## OIL&GAS SECTOR

### Summary Income Statement (\*)

(In thousands of Euro)

	31/03/2017	31/03/2016	Change	Change %
<b>TOTAL REVENUES</b>	<b>45,993</b>	<b>80,323</b>	<b>(34,330)</b>	<b>-42.7%</b>
Changes in inventories of work in progress, semi-finished and finished goods	(2,420)	9,841	(12,261)	
Increase in fixed assets for internal use	45	28	17	
<b>VALUE OF PRODUCTION</b>	<b>43,618</b>	<b>90,193</b>	<b>(46,575)</b>	<b>-51.6%</b>
Raw materials and external services	31,616	69,287	(37,670)	
Other operating expenses	1,675	1,124	551	
<b>VALUE ADDED</b>	<b>10,327</b>	<b>19,783</b>	<b>(9,455)</b>	<b>-47.8%</b>
% of Total revenues	22.5%	24.6%		
Personnel expenses	17,384	18,349	(965)	
<b>GROSS OPERATING RESULT (EBITDA)</b>	<b>(7,057)</b>	<b>1,434</b>	<b>(8,490)</b>	<b>-592.2%</b>
% of Total revenues	-15.3%	1.8%		
Depreciation and amortization	4,382	5,123	(741)	
Provisions and write-downs	5,259	10	5,249	
<b>OPERATING RESULT (EBIT)</b>	<b>(16,698)</b>	<b>(3,699)</b>	<b>(12,999)</b>	<b>-351.4%</b>
% of Total revenues	-36.3%	-4.6%		

## OIL&GAS SECTOR

### Summary Statement of Financial Position

(In Thousands of Euro)

	31/03/2017	31/12/2016	Change	Change %
<b>Stato patrimoniale Oil&amp;Gas</b>				
<b>A) Fixed assets</b>	<b>118,886</b>	<b>122,659</b>	<b>(3,773)</b>	<b>-3.1%</b>
- Inventories	213,143	217,079	(3,936)	
- Trade receivables	128,761	127,983	778	
- Trade payables (-)	(84,514)	(93,426)	8,913	
- Pre-payments (-)	(26,703)	(23,928)	(2,775)	
- Other assets (liabilities)	35,652	29,479	6,174	
<b>B) Net invested capital</b>	<b>266,339</b>	<b>257,187</b>	<b>9,152</b>	<b>3.6%</b>
<b>C) Invested capital less liabilities for the year (A+B)</b>	<b>385,225</b>	<b>379,846</b>	<b>5,379</b>	<b>1.4%</b>
<b>D) Post-employment benefits (-)</b>	<b>(2,066)</b>	<b>(1,817)</b>	<b>(249)</b>	<b>13.7%</b>
<b>E) NET INVESTED CAPITAL (C+D)</b>	<b>383,160</b>	<b>378,029</b>	<b>5,130</b>	<b>1.4%</b>
<i>Financed by:</i>				
<b>F) Group net equity</b>	<b>23,877</b>	<b>45,275</b>	<b>(21,399)</b>	<b>-47.3%</b>
G) Share of non-controlling interests	593	940	(347)	
<b>H) Net debt</b>	<b>358,690</b>	<b>331,814</b>	<b>26,876</b>	<b>8.1%</b>
<b>I) TOTAL SOURCES OF FINANCING (F+G+H))</b>	<b>383,160</b>	<b>378,029</b>	<b>5,130</b>	<b>1.4%</b>

(\*)The individual Income Statements above have not been adjusted for inter-divisional transactions; they do not include the Parent Company or Trevi Energy S.p.A.