

RATING COMMUNICATION

Milano, 14/06/2015

Cerved Rating Agency S.p.A. assigns the following **Public Rating**:

A2.1

WITH INSOLVENCY PROBABILITY (AT 12 MONTHS) **0,27%**

to **Trevi Finanziaria Industriale S.p.A.**

Headquarter Cesena (FC) – Via Larga 201 – Italy
Tax Code - Forlì – Cesena: 01547370401

The issued rating is based on a detailed analysis of various key elements. In this specific case, the following elements were taken into consideration: the growth and consolidation of Trevi Finanziaria Industriale S.p.A. and the well-established “TREVI Group” of which it is the parent company, the solid pillars at the basis of the ongoing success of the trademark, the competitive advantages linked with the technological innovation, the quality and reliability of its services and products.

2014 was characterized by the growth of Trevi under the financial and assets point of view, as well as by the modification of its Governance. In 2014 Trevi increased its share capital to Euro 198.6 milioni and Shareholders signed an investment agreement with *Fondo Strategico Italiano* that is now among the partners of Trevi, in order to give the company new resources, gather development opportunities and improve the financial structure.

The world success of Gruppo Trevi is also based on its organization and the ability of its Management, but also on the ability to quickly change its internal structure through a new management with new functions, such as the election of new directors in order to cope with market challenges.

The company is able to self finance itself through cash flow coming from its production and credit lines necessary to carry on its core business. Nowadays the company can rely on financing sources that duly meet its needs. The parent company keeps liquidity risk under control and makes sure that the capital and debt structure of the Group are well balanced, moreover it sets the expiry dates of financial debts following well-balanced terms. In order to cope with liquidity risk in the best way, the Group makes use of a system of cash management and committed credit lines signed with first-rate financial counterparts. Funding activity is carried out mainly by the parent company. As far as the financial activity is concerned, the last year witnessed the above-mentioned share capital increase and the issuing of bonds for a total amount of Euro 50,000,000, divided into 500 holder bonds with the nominal value of Euro 100,000 each, to be paid on 28/07/2019.

The guidelines of the 2014-2016 industrial plan are focused on Equity and Net Financial Position, the update of 2015-2017 Business Plan underlines the need to reach revenues and margins targets through an ongoing financial balance and reaching margins and results that give the chance to keep a financial balance also in the future.

These targets are reconfirmed also in 2015, a higher profitability and the growth of volumes will be reached by preserving its technological know-how and leadership in core sectors, the *Special Foundations* and by consolidating the *Oil&Gas*

sector. The goal set for the Ebitda will be reached also thanks to a higher efficiency at all levels.

The Oil&Gas sector showed some decline signals in December because of the decrease of oil price, Trevi therefore suffered a revenue fall by 5.6% also due to the postponement of some supplies and the difficult situation of some Countries. Trevi was anyway able to focus its efforts on product innovation, mainly to get further know-how in the sector of off-shore plants and in the modernization of HH range with the use of more and more state-of-the-art technologies. 2015 should be a positive year in terms of volumes as important contracts were signed with fist-class partners.

The growth will go on following the development drivers provided for by 2015's updated business plan, including a development of external and internal lines confirmed by the positive results of the new orders received over the last few months and that were added to the ones of late 2014. Moreover, several deliveries are to be made during the second half of the year, thus confirming the expectations in terms of volumes and results; O&G sector can also rely on new strategies and contract terms thanks to an efficient credit management.

Development perspectives are duly supported by well-oiled Group strategies, the Board of Directors, a careful Management and a solid financial situation. TREVI is a world leader in two sectors, its core business "Construction and Special Foundations" and "Oil & Gas". The subject is characterized by a high ability to cope with its financial engagements. Credit risk is limited.

The used methodology is available on Cerved Rating Agency web-site at the following link www.ratingagency.cerved.com

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The rating of Cerved Rating Agency, issued in compliance with EU Regulation 1060/2009 and following amendments and integrations, is an opinion on the creditworthiness of the rated entity and it summarizes the reliability or the insolvency probability of the entity.

The issued rating was requested by the entity itself, which participated in the process supplying all necessary information requested by the analytical team. The rating was communicated to the rated entity within the terms provided for by the applicable regulation in order to allow the communication of any material errors. The issued rating is subject to an on-going monitoring. While monitoring Cerved Rating Agency guarantees the updating of official and proprietary information gathered on the rated entity and, if applicable, a prompt communication of the revised rating to the rated entity. The rating issued by Cerved Rating Agency is not an investment advice, nor a form of financial consultancy; it is not a recommendation for the purchase or sale of shares or for holding particular investments, nor gives it any advice to a particular investor to make a particular investment.