

TREVI Group

RESULTS ENDED 30 JUNE 2013

STRONG INCREASE IN TOTAL REVENUES AND MARGINS

Consolidated key financial and economic data 1H13

- Value of Production €678m
- Revenues €663m
- EBITDA €76m
- EBIT €43m
- Net Financial Position €462m
- Backlog €931m

Cesena, August 28th 2013 – The Board of Directors of TREVI - Finanziaria Industriale S.p.A., the holding company of the **TREVI Group**, one of the world's leaders in engineering services for special foundations and in the manufacturing of machinery for special foundations and for drilling, approved the First Half Financial Statements ended June 30th 2013.

Euro mln	1H13	1H12	%	2Q13	2Q12	%
Value of production	677.6	608.6	11,3%	368.2	283.0	30,1%
Revenues	663.5	584.7	13,5%	363.8	276.9	31,4%
Value added	190.2	165.5	15,0%	101.9	81.5	25,0%
EBITDA	75.6	56.1	34,6%	42.8	24.5	74,8%
EBIT	43.4	28.9	50,2%	26.0	9.9	161,8%
EBT	23.5	22.0	6,8%	14.8	9.4	56,9%
GROUP NET PROFIT	10.9	12.0	-9,3%	8.2	3.8	114,5%
NET DEBT	462.1	425.6	-8,6%	462.1	425.6	-8,6%
BACKLOG	931.2	929.3	0,2%	931.2	929.3	0,2%

SEMESTER RESULTS

The mechanical engineering side of the business has produced an average increase in revenue of 15% which is to be ascribed to the manufacturing and sale of oil & gas drilling rigs. In the manufacturing plants of the U.S. and Italy great progress is being carried out in manufacturing the first offshore installations intended for the Gulf of Mexico and the Caspian Sea. This has marked the line of discontinuity with the past, which signalled an increase in terms of revenues and will also appear in the future in terms of margins. The EBIT has doubled in absolute terms.

The services side of the business recorded a significant increase in revenues (+11.3%), which is all the more relevant when you consider the low consumption of goods and services of third parties. The operating result increased by more than 20%.

At a **Consolidated** level, the First Half **TOTAL REVENUES** were Euro **663.5** million, increasing **13.5%** if compared to the 2012 figure of Euro **584.7** million.

The **value of production** was Euro **677.6** million increasing **11.3%** if compared to Euro **608.6** million of the first half of 2012.

EBITDA was Euro **75.6** million (a margin of 11.4% on total revenues) compared to Euro **56.1** million in 2012, increasing **34.6%** with respect to last year. **EBIT** was Euro **43.4** million (an EBIT margin of 6.5%) compared to Euro **28.9** million of the same period last year.

PROFIT BEFORE TAX AND NON-CONTROLLING INTERESTS was Euro **23.5** million compared to Euro **22.0** million in 2012; **Group NET PROFIT** was Euro **10.9** million compared to the Euro **12.0** million of the previous year.

QUARTER RESULTS

At the **Consolidated** level the second quarter **TOTAL REVENUES** were Euro **363.8** million, an increase of **31.4%** if compared to the 2012 figure of Euro **276.9** million.

The value of production was Euro **368.2** million from Euro **283.0** million of the same period last year.

EBITDA was Euro **42.8** million (a margin of 11.8% on total revenues) increasing **74.8%** if compared to Euro **24.5** million of the same period last year. **EBIT** was Euro **26.0** million (a margin of 7.2%) compared to Euro **9.9** million of the same period last year.

PROFIT BEFORE TAX AND NON-CONTROLLING INTERESTS was Euro **14.8** million compared to Euro **9.4** million in 2012; **Group NET PROFIT** was Euro **8.2** million compared to the value of last year of Euro **3.8** million.

The 2013 first half **ROI** was **9.57%** compared to **6.62%** in same period last year; the 2013 **ROE** was **4.92%**.

NET DEBT was at Euro **462.1** million compared to Euro **425.1** million on 30 June 2012.

TOTAL NET EQUITY was Euro **444.8** million, substantially in line with last year's figure of **448.8** million.

The **NET DEBT/EQUITY** ratio was **1.04x** (0.95x on 30 June 2012) and **NET DEBT/EBITDA** was **3.06x** (3.79x on 30 June 2012).

The **ORDER PORTFOLIO** was Euro **931.2** million substantially in line with that of 30 June 2012 at Euro **929.3** million.

The Chairman Davide Trevisani, commented – *"The results for the first half of 2013 show a significant increase in both the Group's revenues (+13.5%) and the relative operating margin. (+34.6%)*

Initiatives of operational improvements and cost reduction, already initiated from the end of the previous financial year, are showing their results in terms of growth for the Group. The services division in the first half of 2013 recorded an increase in marginality over the previous year and despite the current market scenario, the results are very reassuring. The Mechanical Engineering Division has also achieved significant recovery in margins compared to the first quarter of 2013. The backlog remains appreciable in value which signals volumes of the level of last year. Lastly, the operating results of the period show that the Group is in line with its objectives".

The CFO, Daniele Forti, the manager responsible for the preparation of the company's accounts states that, in accordance with paragraph 2 of article 154 bis of the Testo Unico della Finanza (Consolidated Financial Law), the accounting information contained in the present communication corresponds to the company's documented results, accounts and reports.

Cesena (FC), 28 August 2013

The manager responsible for the preparation of the company's accounts.

Daniele Forti

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: **Trevi**, the division that supplies special services in the field of soil engineering, **Petreven**, the oil drilling division of the Group, **Soilmec**, the division that produces and develops plant and machinery for soil engineering and **Drillmec** the division that produces and develops drilling rigs (oil, gas and water).

The parent company TREVI – Finanziaria Industriale Spa has been listed on the Milan stock exchange since July 1999.

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TREVI GROUP
HALF YEAR CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
CONSOLIDATED STATEMENT OF FINANCIAL POSITION
(In thousands of Euro)

ASSETS	30/06/2013	31/12/2012
Non-current Assets		
Tangible Fixed Assets		
Land and buildings	98,703	87,370
Plant and equipment	200,587	202,356
Industrial and commercial equipment	24,998	24,407
Other assets	20,905	21,993
Fixed assets under construction and pre-payments	2,713	3,345
Total Tangible Fixed Assets	347,907	339,471
Intangible Fixed Assets		
Development costs	9,765	10,066
Industrial patents and use of intellectual property	832	824
Concessions, licences, brands	789	799
Goodwill	6,001	6,001
Fixed assets under construction and pre-payments	7,823	7,338
Other intangible fixed assets	5,770	2,996
Total Intangible Fixed Assets	30,980	28,025
Investments	2,327	4,123
- <i>investments in associates and joint-ventures valued at equity</i>	1,278	1,388
- <i>other investments</i>	1,049	2,734
Tax assets for pre-paid taxes	22,294	22,475
Non-current financial derivatives	-	-
Financial assets held to maturity	-	200
Other non-current financial receivables	4,296	4,356
- <i>of which with related parties</i>	2,588	2,545
Trade receivables and other non-current assets	19,655	15,806
Total Financial Fixed Assets	48,572	46,959
Total Non-current Assets	427,458	414,455
Current Assets		
Inventories	362,809	352,322
Trade receivables and other current assets	573,797	461,743
- <i>of which with related parties</i>	16,105	17,496
Tax assets for current taxes	38,336	43,580
Current financial derivative instruments and trading instruments at fair value	324	76
Cash and cash equivalents	173,809	189,925
Total Current Assets	1,149,075	1,047,645
TOTAL ASSETS	1,576,533	1,462,100

TREVI GROUP
HALF YEAR CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
CONSOLIDATED STATEMENT OF FINANCIAL POSITION
(In thousands of Euro)

Shareholders' Funds	30/06/2013	31/12/2012
Share Capital and Reserves		
Share capital	35,033	35,033
Other reserves	109,425	106,196
Retained profits including profit for the period	278,382	278,111
Group Net Shareholders' Funds	422,839	419,339
Net shareholders' funds attributable to non-controlling interests	21,922	12,549
Total Net Shareholders' Funds	444,761	431,888
LIABILITIES		
Non-current Liabilities		
Non-current financing	206,224	188,888
Other non current financing	49,677	50,684
Non-current financial derivatives	1,553	2,418
Tax payables for deferred taxes	29,839	30,362
Post-employment benefits	20,136	19,335
Non-current provisions	10,593	11,494
Other non-current liabilities	81	22
Total Non-current Liabilities	318,103	303,202
Current Liabilities		
Trade payables and other current liabilities	409,311	335,615
- of which with related parties	12,018	6,644
Tax liabilities for current taxes	24,672	29,979
Current debt	351,066	332,854
Payables for other current financing	28,452	28,477
Current financial derivatives	79	45
Current provisions	88	38
Total Current Liabilities	813,668	727,009
TOTAL LIABILITIES	1,131,772	1,030,211
TOTAL NET SHAREHOLDERS' FUNDS AND LIABILITIES	1,576,533	1,462,100

TREVI GROUP**HALF YEAR CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
CONSOLIDATED INCOME STATEMENT***(In thousands of Euro)*

	30/06/2013	30/06/2012(*)
Revenues from sales and services	647,573	568,081
- of which with related parties	5,560	3,350
Other operating revenues	15,887	16,659
Sub-total of Total Revenues	663,460	584,741
Raw materials and consumables	329,074	284,239
Changes in inventories of raw materials, ancillary materials, consumables and products	(1,276)	16,211
Personnel expenses	114,686	109,365
Other operating expenses	159,541	142,674
- of which with related parties	5,830	275
Depreciation	25,753	23,076
Provisions and impairments	6,384	4,108
Increase in fixed assets for internal use	(6,091)	(11,137)
Changes in inventories of finished and semi-finished products	(8,026)	(12,735)
Operating Profit	43,415	28,940
Financial revenue	1,067	6,613
(Financial expenses)	(14,274)	(16,315)
Exchange rate gains /(losses)	(6,569)	2,801
Sub-total of Financial revenue/ (expenses) and Exchange rate gains/ (Losses)	(19,776)	(6,901)
Revenues/ (Costs) from associates	(152)	0
Pre-tax Profit	23,487	22,039
Tax	9,994	10,047
Net Profit	13,493	11,992
Attributable to:		
Parent Company shareholders	10,946	12,033
Non-controlling interests	2,547	-41
	13,493	11,992
Group Earnings per Share:	0.156	0.172
Diluted Group Earnings per Share:	0.156	0.172

() The 2012 figures have been restated for the application of IAS19 revised.*

TREVI GROUP
HALF YEAR CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
(In thousands of Euro)

	30/06/2013	30/06/2012(*)
Profit/ (loss) for the period	13,493	11,992
Other components of comprehensive income, which will subsequently be reclassified in profit / (loss) for the year		
Cash flow hedge reserve	856	(469)
Tax	(274)	156
Change in cash flow hedge reserve	582	(313)
Translation reserve	2,561	8,685
Total other components of comprehensive income which will subsequently be reclassified in profit / (loss) for the year after tax	3,143	8,372
Other components of comprehensive income will not subsequently be reclassified in profit / (loss) for the year:		
Actuarial profit/ (loss)	148	51
Tax	(32)	(11)
Total other components of comprehensive income will not subsequently be reclassified in profit / (loss) for the year after tax	116	40
Comprehensive income net of tax	16,752	20,404
Parent Company shareholders	14,226	19,994
Non-controlling interests	2,526	410

(*) The 2012 figures have been restated for the application of IAS19 revised.

TREVI GROUP
HALF YEAR CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
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
Balance at 01/01/13	35,033	106,195	278,111	419,338	12,549	431,888
Profit for the period			10,946	10,946	2,547	13,493
Actuarial profit/ (loss)		116		116		116
Other comprehensive profits/ (losses)		3,163		3,163	(20)	3,143
Total comprehensive profits/ (losses)	0	3,279	10,946	14,225	2,526	16,751
Allocation of profit for 2012 and dividend distribution		(49)	(9,076)	(9,125)	(455)	(9,580)
Change in area of consolidation			(1,599)	(1,599)	7,302	5,702
Balance at 30/06/13	35,033	109,425	278,382	422,839	21,922	444,761
Balance at 01/01/12	35,040	110,301	280,471	425,812	12,076	437,888
Profit for the period			12,033	12,033	(41)	11,992
Actuarial profit/ (loss)		40		40		40
Other comprehensive profits/ (losses)		7,922		7,922	451	8,373
Total comprehensive profits/ (losses)	0	7,962	12,033	19,995	410	20,405
Allocation of profit for 2011 and dividend distribution		4,280	(13,405)	(9,125)	(319)	(9,444)
Sale/(Purchase) of own shares	(7)	(50)		(57)		(57)
Balance at 30/06/12 (*)	35,033	122,493	279,099	436,625	12,167	448,792

(*) The 2012 figures have been restated for the application of IAS19 revised.

TREVI GROUP
HALF YEAR CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
CONSOLIDATED STATEMENT OF CASH FLOWS
(In thousands of Euro)

	Six months to 30/06/2013	Six months to 30/06/2012(*)
Net income for the period	13,493	11,992
Income taxes for the period	9,994	10,047
Pre-tax profit	23,487	22,039
Depreciation	25,753	23,076
Financial (revenues)/ expenses	13,206	9,702
Changes in reserve for risk and costs and for post-employment benefits	(49)	2,699
(Profit)/loss from associates	152	(0)
(Gains) / losses from sale or write-downs of fixed assets	174	741
(A) Cash Flow from Operations before Changes in Working Capital	62,723	58,257
(Increase)/Decrease trade receivables	(110,429)	61,917
(Increase)/Decrease inventories	(10,485)	3,463
(Increase)/Decrease other assets	210	23,511
Increase/(Decrease) trade payables	90,827	(96,687)
Increase/(Decrease) other liabilities	(33,863)	(23,359)
(B) Changes in Working Capital	(63,740)	(31,155)
(C) Cash out for interest and other expenses	(13,206)	(9,702)
(D) Cash out for taxes	(8,159)	(8,734)
(E) Cash Flow generated (absorbed) by operations (A+B+C+D)	(22,382)	8,666
Investments		
Operating (investments)	(44,251)	(37,630)
Operating divestments	6,666	7,713
Net change in financial assets	1,645	(487)
(F) Cash Flow generated (absorbed) by investments	(35,940)	(30,404)
Financing activities		
Increase/(Decrease) in share capital for purchase of own shares	(0)	(7)
Other changes including those in non-controlling interests	8,772	55
Increase/(Decrease) in debt, financing and derivative instruments	31,228	3,990
Increase/(Decrease) in leasing liabilities and other financing debt	(1,031)	22,495
(G) Cash Flow generated (absorbed) from financing activities	38,969	26,533
(H) Net Change in Cash Flows (E+F+G)	(19,353)	4,795
Opening Balance of Net Liquid Funds	183,218	161,648
Net Changes in Liquid Funds	(19,354)	4,795
Closing Balance of Net Liquid Funds	163,864	166,443

Note: the entry Closing Balance of Net Liquid Funds includes: cash and cash equivalents, net of bank overdrafts.

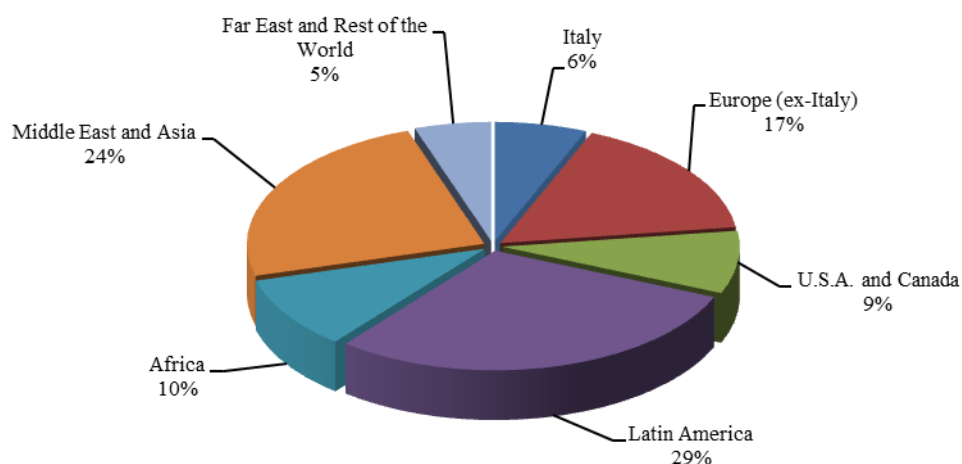
Description	Six months to 30/06/2013	Six months to 30/06/2012
Cash and cash equivalents	173,809	168,248
Bank overdrafts	(9,945)	(1,805)
Cash and cash equivalents net of bank overdrafts	163,864	166,443

() The 2012 figures have been restated for the application of IAS19 revised.*

**TREVI GROUP
TOTAL REVENUES**

(In Thousands of Euro)

Geographic area	30/06/2013	%	30/06/2012	%	Change	Ch. %
Italy	41,653	6.3%	59,701	10.2%	(18,048)	-30.2%
Europe (ex-Italy)	110,086	16.6%	82,117	14.0%	27,969	34.1%
USA and Canada	56,248	8.5%	95,259	16.3%	(39,011)	-41.0%
Latin America	195,561	29.5%	137,205	23.5%	58,356	42.5%
Africa	65,390	9.9%	54,688	9.4%	10,702	19.6%
Middle East and Asia	159,839	24.1%	113,453	19.4%	46,386	40.9%
Far East and rest of the World	34,683	5.2%	42,317	7.2%	(7,633)	-18.0%
TOTAL REVENUES	663,460	100%	584,740	100%	78,720	13.5%



**TREVI GROUP
BUSINESS SECTOR**

(In Thousands of Euro)

	30/06/2013	%	30/06/2012	%	Change	Ch. %
Special foundation services	241,581	36%	229,865	39%	11,716	5.1%
Drilling services	63,440	10%	44,993	8%	18,447	41.0%
Interdivision eliminations and adjustments	(1,776)		(2,343)		567	
Sub-total of the Foundations and Drilling Services Division	303,245	46%	272,515	47%	30,730	11.3%
Manufacture of special foundation machinery	95,094	14%	122,160	21%	(27,066)	-22.2%
Oil, gas and water drilling equipment	277,944	42%	203,167	35%	74,777	36.8%
Interdivision eliminations and adjustments	(370)		(1,272)		902	
Sub-total of the Mechanical Engineering Division	372,668	56%	324,055	55%	48,613	15.0%
Parent Company	7,254		6,927		327	4.7%
Interdivision and Parent Company eliminations	(19,706)		(18,757)		(950)	
TREVI GROUP	663,460	100%	584,740	100%	78,720	13.5%

SPECIAL FOUNDATIONS AND DRILLING SERVICES

Summary Income Statement

(In thousands of Euro)

	30/06/2013	30/06/2012	Change	Ch %
TOTAL REVENUES	303,245	272,515	30,729	11.3%
<i>-of which inter-divisional</i>	5,384	1,287	4,097	
Changes in inventories of work in progress, semi-finished and finished goods	917	0	917	
Increase in fixed assets for internal use	3,352	4,837	(1,485)	
Other operating revenues	0	0	0	
VALUE OF PRODUCTION	307,513	277,352	30,161	10.9%
Raw materials and external services	168,268	151,404	16,864	11.1%
Other operating expenses	6,738	5,501	1,236	
VALUE ADDED	132,507	120,446	12,061	10.0%
<i>% of Total revenues</i>	<i>43.7%</i>	<i>44.2%</i>		
Personnel expenses	77,488	75,700	1,788	
GROSS OPERATING PROFIT	55,020	44,746	10,273	23.0%
<i>% of Total revenues</i>	<i>18.1%</i>	<i>16.4%</i>		
Depreciation	18,756	16,595	2,161	
Provisions and write-downs	5,285	3,081	2,204	
OPERATING RESULT	30,978	25,070	5,908	23.6%
<i>% of Total revenues</i>	<i>10.2%</i>	<i>9.2%</i>		

SPECIAL FOUNDATIONS AND DRILLING SERVICES

Summary Statement of Financial Position

(In Thousands of Euro)

	30/06/2013	31/12/2012
A) Fixed assets	261,969	265,199
B) Net invested capital		
- Inventories	126,622	107,454
- Trade receivables	198,536	206,107
- Trade payables (-)	(126,489)	(119,342)
- Pre-payments (-)	(49,086)	(54,286)
- Other assets (liabilities)	(1,482)	(10,595)
	148,101	129,338
C) Invested capital less liabilities for the year (A+B)	410,070	394,537
D) Post-employment benefits (-)	(14,002)	(13,240)
E) NET INVESTED CAPITAL (C+D)	396,068	381,297
<i>Financed by:</i>		
F) Group net equity	260,611	247,328
G) Share of non-controlling interests	8,152	7,127
H) Net debt	127,305	126,841
I) TOTAL SOURCES OF FINANCING (F+G+H)	396,068	381,297

MECHANICAL ENGINEERING**Summary Income Statement**

(In thousands of Euro)

	30/06/2013	30/06/2012	Change	Ch %
TOTAL REVENUES	372,668	324,055	48,613	15.0%
<i>-of which inter-divisional</i>	6,207	8,488	(2,281)	
Changes in inventories of work in progress, semi-finished and finished goods	7,110	12,736	(5,626)	
Increase in fixed assets for internal use	1,145	638	507	
Other operating revenues	0	0	0	
VALUE OF PRODUCTION	380,923	337,429	43,494	12.9%
Raw materials and external services	323,198	291,798	31,400	10.8%
Other operating expenses	1,627	1,100	527	
VALUE ADDED	56,098	44,532	11,567	26%
<i>% of Total revenues</i>	<i>15.1%</i>	<i>13.7%</i>		
Personnel expenses	34,277	30,710	3,567	
GROSS OPERATING PROFIT	21,821	13,821	8,000	57.9%
<i>% of Total revenues</i>	<i>5.9%</i>	<i>4.3%</i>		
Depreciation	6,962	6,346	616	
Provisions and write-downs	1,128	1,063	65	
OPERATING RESULT	13,731	6,413	7,318	114.1%
<i>% of Total revenues</i>	<i>3.7%</i>	<i>2.0%</i>		

MECHANICAL ENGINEERING**Summary Statement of Financial Position**

(In Thousands of Euro)

	30/06/2013	31/12/2012
A) Fixed assets	105,941	96,113
B) Net invested capital		
- Inventories	475,609	385,862
- Trade receivables	233,536	177,691
- Trade payables (-)	(213,022)	(129,427)
- Pre-payments (-)	(114,394)	(96,271)
- Other assets (liabilities)	5,001	5,568
	386,730	343,424
C) Invested capital less liabilities for the year (A+B)	492,671	439,537
D) Post-employment benefits (-)	(5,035)	(5,039)
E) NET INVESTED CAPITAL (C+D)	487,636	434,498
<i>Financed by:</i>		
F) Group net equity	145,379	146,528
G) Share of non-controlling interests	12,370	4,088
H) Net debt	329,886	283,882
I) TOTAL SOURCES OF FINANCING (F+G+H)	487,636	434,498