Press Release
No. 14 – 9.5.2019

MAIRE TECNIMONT ANNOUNCES ITS Q1 2019 CONSOLIDATED FINANCIAL RESULTS

- **Positive Q1 2019 Results**
  - **EBITDA: €57.2 million (+13.4%)**
  - **Net Income: €31.4 million (+3.1%)**
- **Improved marginality**
  - **EBITDA Margin from 5.5% to 6.4%**
- **Increase in Backlog to €6.7 billion**
- **Started expansion into Green Chemistry**

Milan, 9 May 2019 –Maire Tecnimont S.p.A.'s Board of Directors today has reviewed and approved the Interim Financial Report as at 31 March 2019 which reports a Net Income of €31.8 million.

CONSOLIDATED HIGHLIGHTS

(in Euro millions)	Q1 2019	Q1 2018	Change %	Q1 2019 Pre-IFRS 16*
Revenues	888.5	916.1	-3.0%	888.5
Business Profit (1)	77.3	70.0	+10.5%	70.3(2)
Business Margin	*8.7%*	*7.6%*	*+110bp*	*7.9%*
EBITDA	57.2	50.5	+13.4%	50.2(2)
EBITDA Margin	*6.4%*	*5.5%*	*+90bp*	*5.6%*
Pre-Tax Income	46.1	45.4	+1.7%	46.5(3)
Tax Rate	*31.2%*	*32.1%*		*31.0%*
Consolidated Net Income	31.8	30.8	+3.1%	32.1(4)

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

** To help the comparison with Q1 2018, 2019 numbers have been restated excluding the application of the IFRS 16 accounting principles as follows:*

(2) Approx. €7.0 million of leasing payments iat the Business Profit and EBITDA level;
(3) €6.0 million of amortization, positively impacting EBIT, and €1.6 million in financial charges to the leasing obligations.
(4) €0.3 million net positive effect, after taxes, of restatements (2) and (3).

(in Euro millions)	31.3.2019	31.12.2018	Change
Net Cash*	0.9	93.8	(92.9)

** Net of €43.4 million (€36.3 million at 31/12/18) of Non-Recourse Debt related to the construction and management under concession of the Alba/Bra hospital (Green Energy BU) and for the MyReplast acquisition and €16.6 million to be recovered in India (€16.2 million at 31/12/18), and excluding the IFRS 16 impact on 31 March 2019.*

ORDER INTAKE AND BACKLOG

(in Euro millions)	Q1 2019	Q1 2018	Change
Order Intake	597.9	1,301.9	(704.0)

(in Euro millions)	31.3.2019	31.12.2018	Change
Backlog	6,657.2	6,612.0	45.2

FINANCIAL HIGHLIGHTS BY BUSINESS UNIT

From 1st January 2019, the economic and financial information by Business Unit reflect the new names of Hydrocarbons and Green Energy (respectively Technology, Engineering & Construction, and Infrastructure and Civil Engineering until 31 December 2018)

(in Euro millions)	Q1 2019	% on Revenues	Q1 2019 Pre-IFRS 16*	% on Revenues	Q1 2018	% on Revenues
Hydrocarbons						
Revenues	856.0		856.0		871.0	
Business Profit	74.7	8.7%	67.7	7.9%	66.9	7.7%
EBITDA	56.2	6.6%	49.2	5.8%	49.0	5.6%
Green Energy						
Revenues	32.5		32.5		45.1	
Business Profit	2.7	8.2%	2.5	7.8%	3.1	6.8%
EBITDA	1.1	3.3%	1.0	2.9%	1.5	3.3%

**To help the comparison with Q1 2018, 2019 numbers have been restated excluding the application of the IFRS 16 accounting principles and have been modified as follows: a €7 million negative impact on Business Profit and EBITDA in the Hydrocarbons BU and a €0.1 million negative impact on Business Profit and EBITDA in the Green Energy BU;*

ORDER INTAKE BY BUSINESS UNIT

(in Euro millions)	Q1 2019	Q1 2018	Change
Hydrocarbons	587.3	1,283.2	(695.9)
Green Energy	10.6	18.7	(8.1)

BACKLOG BY BUSINESS UNIT

(in Euro millions)	31.3.2019	31.12.2018	Change
Hydrocarbons	6,382.0	6,364.8	17.2
Green Energy	275.1	247.1	28.0

The changes reported refer to the restated (pre-IFRS 16) Q1 2019 versus Q1 2018, unless otherwise stated.

Consolidated Financial Results as at 31 March 2019

Maire Tecnimont Group **Revenues** were **€888.5 million,** down 3%. These volumes are in line with the operating schedules, and the non-proportional evolution over time depends on the projects' planning and on weather-related factors for a few large contracts. Revenues in the following quarters are expected to increase in line with the projects' planning.

Restated **Business Profit** was **€70.3 million**, up 0.4%. The restated **Business Margin** was **7.9%** versus 7.6%.

G&A costs were **€18.6 million,** with a costs' incidence over revenues of about 2.0%, in line with the first quarter of 2018.

Restated **EBITDA** was **€50.2 million**, substantially in line. The margin was 5.6%, up from 5.5%.

Amortization, Depreciation, Write-downs and Provisions were **€5.4 million,** up compared to the same period of 2018, mainly due to the amortization of new assets related to the Group's activities.

Restated **EBIT** was **€44.7 million**, equivalent to a 5.0% margin, slightly down versus 5.3%, due to the increase of the previous item.

Restated **Net Financial Income was €1.8 million**, improving by €5.2 million. The 2019 number is mainly due to a net positive effect of €3.9 million related to the time value of the FX derivatives, which had a negative impact of €0.6 million in Q1 2018. The result net of any FX derivative effect is substantially in line with the previous quarters.

Restated **pre-tax Income** was **€46.5 million**, up 2.6%. Estimated taxes of €14.4 million have been provisioned.

The effective tax rate was approx. 31.0%, down compared to 32.1% of the average normalized tax rate of the last few quarters, taking into account the various jurisdictions where Group operations have been carried out.

Restated **Consolidated Net Income** was **€32.1 million**, up 4.2%.

Net cash (net of the above-mentioned value in the table footnote, and excluding the IFRS16 accounting principles effect equal to €157.7 million) at 31 March 2019 was **€0.9 million**, down compared to €93.8 million at 31 December 2018. This change is mainly due to the expected change in working capital as a result of the normal progress of projects, in particular EPCs that are about to be completed, as well as the type of the recently acquired contracts, which are not EPCs. Such a negative change is partially compensated by a €31.4 million positive FX impact related to the projects' derivative positions.

Consolidated Shareholders' Equity was **€403.2 million**, up €60.6 million vs. December 31, 2018, thanks to the income for the period, and to a positive change of the derivatives' Cash Flow Hedge reserve related to the positive mark to market of the derivatives hedging the projects' flows, net of the fiscal effect and of the translation of the financial statements stated in a foreign currency.

Performance by Business Unit

Hydrocarbons BU
Revenues were **€856 million**, down 1.7%, due to the same reasons commented above.
Restated **Business Profit** was **€67.7 million**, up 1.2%, leading to a restated **Business Margin** of **7.9%** (vs.7.7%). Restated **EBITDA** was **€42.9 million** (representing a 5.8% margin), up 0.5%.

Green Energy BU
Revenues were **€32.5 million**, down 28%, due to the end of a few contracts for large-scale plants in the renewable energy sector, not yet replaced by new acquisitions, and the final phase of a project in the hospital sector. At the same time, our subsidiary NextChem, active in the Circular Economy, started its operations following the development of the proprietary technology in the advanced mechanical plastic recycling reference plant.
Restated **Business Profit** was **€2.5 million**, down 17.3%. The restated **Business Margin** was **7.8%** vs. 6.8%. Restated **EBITDA** was **€0.9 million**, down 36.2%.

Order Intake and Backlog

Thanks to **€597.9 million** of new orders generated during the period, the Group's **Backlog** at March 31, 2019 was **€6.657,2 million**.

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

- A FEED for a petrochemical complex for Borouge 4 in the UAE
- The reinstatement of the existing Polypropylene Plant located in Yanbu Industrial City, in the Kingdom of Saudi Arabia, for NATPET
- A Fertilizers plant in Russia for Volgafert on an EPC basis
- A PDH plant in Kallo, Belgium, for Borealis on a reimbursable basis
- The first phase of a refinery revamping project in Port Harcourt, in Nigeria, for NNPC

Subsequent Events

- On 29 April 2019, Maire Tecnimont S.p.A Shareholder's Meeting has:
  - Approved the Financial Statements at 31 December 2018
  - Approved the proposed distribution of a dividend equal to €39,108,211.41
  - Appointed the new Board of Directors and the new Board of Statutory Auditors for the period 2019-2021, confirming Fabrizio Di Amato as Chairman of the Board of Directors
  - Expressed favorable vote to Section One of the 2019 Remuneration Report
  - Authorized the purchase and use of Treasury Shares up to a maximum of 2 million ordinary shares
  - Approved the amendment of the financial terms related to the appointment of PricewaterhouseCoopers as the external auditors for the 2016-2024 period, with reference to the 2018-2024 Fiscal Years.

- On 29 April 2019, the new Board of Directors has, inter alia, granted the powers to Chairman Di Amato, and confirmed Pierroberto Folgiero as CEO and General Manager, giving him the relevant powers. The Board has also confirmed the Board Committees and nominated their members.

Outlook

The Group continues to maintain a high backlog at the end of the first quarter of 2019. As a consequence, and also thanks to the contracts already signed with international clients since the beginning of the current year, the Group has ensured an industrial performance in line with the last quarters of 2018. Such a performance is mainly characterized by the execution of EPC projects, which are expected to generate higher volumes as for the projects' planning and with a marginality in line with this type of contracts.

The market environment is expected to witness an increase of investments in the downstream sector, in particular plants that transform oil and gas into petrochemicals and in the revamping of existing refineries in order to adapt the type and quality of their final products to the new market requirements, which are strongly influenced by recent environmental laws.

In this context, the Group expects to maintain a high level of backlog thanks to the well-recognized technological expertise in the petrochemical and fertilizer sectors, and to its primary competencies in the refining and gas treatment sectors. These competitive advantages are continuously being developed and expanded to include adjacent technologies in synergy with the existing ones, leveraging a flexible business model that can offer even more innovative products and services.

This outlook is supported by a significant commercial pipeline that is expected to generate new contracts in the traditional areas where the Group operates, as well as in new geographies that are economically stable and rich in raw materials.

As for the Green Acceleration project that was announced in November 2018, the Group is currently active in the Circular Economy sector through its subsidiary NextChem, thanks to the development of its proprietary technology in the most efficient and advanced plastic mechanical recycling plant in Europe, that took place in the First Quarter of 2019. The plant is located in Italy and is going to be a reference plant with an industrial scale size to support important domestic and international market opportunities.

The circular economy is one of the three pillars of NextChem's strategy, while the other two are "Greening the Brown" (mitigating the negative environmental consequences of the oil and gas transformation) and "Green-Green" (developing alternative fuel and plastic products using renewable sources), where NextChem owns proprietary technologies or exclusive agreements to develop third-party technologies, to be further commercially developed in 2019.

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Webcast Conference Call

The Q1 2019 financial results will be presented today at 5:30pm CET 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 2019 Financial Results" banner on the Home Page or through the following url:

https://services.choruscall.eu/links/mairetecnimont190509.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/Results and Presentations/Financial Results" section of Maire Tecnimont's website (https://www.mairetecnimont.com/en/investors/results-and-presentations/financial-results). The presentation shall also be made available on the 1info storage mechanism (www.1info.it).

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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 2019 will be 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's website www.mairetecnimont.com (in the "Investors/Results and Presentations/Financial Results" section, and on the authorized storage device "1info" (www.1info.it), according to the timing allowed by law.

This press release, and the "Outlook" section in particular, 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., a company listed on the Milan Stock Exchange, is at the head of an international industrial group leader in the transformation of natural resources (plant engineering in downstream oil & gas, with technological and execution competences). Through its subsidiary NextChem it operates in the field of green chemistry and the technologies to support the energy transition. Maire Tecnimont Group operates in about 45 countries, numbering around 50 operative companies and a workforce of approximately

6,300 employees, along with approximately 3,000 professionals in the electro-instrumental division. For more information: www.mairetecnimont.com.

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Maire Tecnimont Group
CONSOLIDATED INCOME STATEMENT

(Euro thousands)	31 March 2019	31 March 2018	Δ %
Revenues	872,135	900,628	
Other operating revenues	16,380	15,448	
Total revenues	**888,515**	**916,076**	***-3.0%***
Raw materials and consumables	(262,179)	(273,739)	
Service costs	(430,032)	(473,518)	
Personnel expense	(110,505)	(94,374)	
Other operating expenses	(28,560)	(23,962)	
Total Costs	**(831,275)**	**(865,593)**	***-4.0%***
EBITDA	**57,240**	**50,483**	***13.4%***
Amortization, depreciation and write-downs	(10,394)	(1,764)	
Write-down of current assets	(936)	0	
Provision for risks and charges	0	(0)	
EBIT	**45,910**	**48,718**	***-5.8%***
Financial income	7,125	5,190	
Financial expenses	(8,151)	(9,248)	
Investment income/(expense)	1,242	698	
Income before tax	**46,125**	**45,358**	***1.7%***
Income taxes, current and deferred	(14,370)	(14,559)	
Net income	**31,755**	**30,799**	***3.1%***
Group	30,844	28,506	***8.2%***
Minorities	911	2,294	
Basic earnings per share	**0.094**	**0.087**	
Diluted earnings per share	**0.094**	**0.087**	

Maire Tecnimont Group
CONSOLIDATED BALANCE SHEET 1/2

(Euro thousands)	31 March 2019	31 December 2018
Assets		
Non-current assets		
Property, plant and Equipment	42,361	33,700
Goodwill	294,202	291,754
Other intangible assets	65,442	64,232
Right-of-use - Leasing	150,361	0
Investments in associates	16,725	20,449
Financial Instruments - Derivatives	8,572	1,084
Other non-current financial assets	34,445	27,792
Other Non-current Assets	96,134	85,432
Deferred tax assets	41,452	44,801
Total non-current assets	**749,695**	**569,243**
Current assets		
Inventories	9,694	6,968
Advance payments to suppliers	521,024	338,146
Contract Assets	1,795,751	1,515,979
Trade receivables	403,249	425,768
Current tax assets	91,518	94,901
Financial Instruments - Derivatives	18,204	7,071
Other current financial assets	7,514	6,351
Other current assets	124,286	135,548
Cash and cash equivalents	558,474	650,008
Total current assets	**3,529,714**	**3,180,740**
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	**4,279,409**	**3,749,983**

CONSOLIDATED BALANCE SHEET 2/2

(Euro thousands)	31 March 2019	31 December 2018
Shareholders' Equity		
Share capital	19,921	19,921
Share premium reserve	272,921	272,921
Other reserves	12,728	2,808
Valuation reserve	2,501	(15,553)
Total Shareholders' Equity and reserves	**308,071**	**280,097**
Retained earnings/(accumulated losses)	30,002	(81,060)
Net income	30,844	110,575
Total Group Shareholders' Equity	**368,917**	**309,612**
Minorities	34,306	33,021
Total Shareholders' Equity	**403,223**	**342,633**
Non-current liabilities		
Financial debt - non-current portion	222,351	206,410
Provisions for risks and charges - beyond 12 months	18,132	16,436
Deferred tax liabilities	23,943	21,623
Post-employment and other employee benefits	10,921	11,005
Other non-current liabilities	133,888	135,490
Financial Instruments - Derivatives	1,963	6,139
Other non-current financial liabilities	202,728	202,634
Non-current financial Leasing liabilities	135,868	0
Total non-current Liabilities	**749,793**	**599,736**
Current liabilities		
Short-term debt	227,670	195,911
Short-term financial Leasing liabilities	21,881	0
Provisions for risk and charges - within 12 months	33,838	40,707
Tax payables	44,799	26,998
Financial Instruments - Derivatives	16,937	25,493
Other current financial liabilities	330	330
Client advance payments	768,964	637,837
Contract Liabilities	341,173	335,598
Trade payables	1,598,363	1,478,301
Other Current Liabilities	72,438	66,439
Total current liabilities	**3,126,392**	**2,807,614**
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	**4,279,409**	**3,749,983**

Maire Tecnimont Group

CONSOLIDATED CASH FLOW STATEMENT

(Euro thousand)	31 March 2019	31 March 2018
Cash and cash equivalents at the beginning of the year (A)	650,008	630,868
Operations		
Net Income of Group and Minorities	**31,755**	**30,799**
Adjustments:		
- Amortisation of intangible assets	3,578	1,015
- Depreciation of non-current tangible assets	925	750
- Depreciation of Right-of-use - Leasing	5,890	-
- Provisions	936	0
- (Revaluations)/Write-downs on investments	(1,242)	(698)
- Financial Charges	8,151	4,058
- Financial (Income)	(7,124)	-
- Income and deferred tax	14,370	14,559
- Capital (Gains)/Losses	1	1
- (Increase)/Decrease inventories/supplier advances	(184,517)	(51,734)
- (Increase)/Decrease in trade receivables	24,634	(30,140)
- (Increase)/Decrease in contract assets receivables	(279,102)	(211,366)
- Increase/(Decrease) in other liabilities	4,173	9,305
- (Increase)/Decrease in other assets	233	(19,827)
- Increase/(Decrease) in trade payables/advances from clients	265,801	235,766
- Increase/(Decrease) in payables for contract liabilities	5,575	(37,225)
- Increase/(Decrease) in provisions (including post-employment benefits)	(4,922)	9,371
- Income taxes paid	(3,272)	(2,958)
Cash flow from operations (B)	(114,155)	(48,325)
Investments		
(Investment)/Disposal of non-current tangible assets	(1,558)	(447)
(Investment)/Disposal of intangible assets	(1,811)	(2,455)
(Investment)/Disposal in associated companies	2,031	698
(Increase)/Decrease in other investments	(338)	(0)
(Investments)/Disposal of companies net of cash and cash equivalents acquired	(11,733)	-
Cash flow from investments (C)	(13,408)	(2,205)
Financing		
Repayments of financial Leasing liabilities	(7,057)	-
Increase/(Decrease) in short-term debt	31,600	31,940
Repayments of long-term debt	(1,492)	(15,091)
Proceeds from long-term debt	17,432	-
Increase in securities/bonds	-	(100)
Change in other financial assets and liabilities	(4,453)	7,279
Treasury Shares-Buyback	-	(22,796)
Cash flow from financing (D)	36,029	1,232
Increase/(Decrease) in Cash and Cash Equivalents (B+C+D)	(91,534)	(49,299)
Cash and cash equivalents at year end (A+B+C+D)	558,474	581,569
of which: Cash and cash equivalents of Discontinued Operations	-	-
CASH AND CASH EQUIVALENTS REPORTED IN THE FINANCIAL STATEMENTS	558,474	581,569