

MOTAÆNGIL

A World of Inspiration



MOTAÆNGIL



Trading update
FY 2016

2017, March 15

NET DEBT¹
€1.2 BILLION
(down 16% yoy)

TURNOVER
2.2 BILLION
(down 9% yoy
up 4% excluding Forex)

EBITDA² MARGIN
15%
(flat yoy)

BACKLOG³
€4.4 BILLION

INTERNATIONAL BACKLOG
€4.0 BILLION

CAPEX⁴
€67 MILLION

Important information and Notes

FY2016 non audited figures (vs FY2015 audited figures)

¹ NET DEBT: algebraic sum of the following captions of the consolidated balance sheet: “Cash and cash equivalents without recourse - demand deposits”; “Cash and cash equivalents with recourse - demand deposits”; “Loans without recourse”; “Loans with recourse”. Leasing and factoring operations established by the Group are not recorded in the captions aforementioned.

² EBITDA: algebraic sum of the following captions of the consolidated income statement: “Sales & services rendered”+ “Other revenues “; “Cost of goods sold, mat. cons., changes in production & subcontractors”; “Third-party supplies & services”; “Wages and salaries”; “Other operating income/(expenses)”.

³ BACKLOG: turnover to be booked in the future related to projects for which contracts have been signed or awarded and for which the client has secured funding (as of 31/12/2016)

⁴ CAPEX: net investment (acquisitions less disposals).