Interim Report at September 30, 2018

Contents

1. Financial Statements

Consolidated Income Statement

(in Euro thousands)	9M 2018	9M 2017	Cge. %
Revenues	2,716,660	2,570,905	
Other operating revenues	16,290	17,501	
Total Revenues	**2,732,949**	**2,588,406**	***5.6%***
Raw materials and consumables	(751,729)	(1,067,760)	
Service costs	(1,444,884)	(1,046,056)	
Personnel expense	(304,534)	(276,273)	
Other operating expenses	(82,210)	(55,012)	
Total Costs	**(2,583,355)**	**(2,445,101)**	***5.7%***
EBITDA	**149,594**	**143,305**	***4.4%***
Amortization, depreciation and write-downs	(6,342)	(4,518)	
Write-down of current assets	0	(1,827)	
Provisions for risks and charges	(162)	(225)	
EBIT	**143,091**	**136,734**	***4.6%***
Financial income	14,048	45,453	
Financial charges	(26,042)	(30,340)	
Investment income/(expense)	1,126	170	
Income before tax	**132,221**	**152,018**	***-13.0%***
Income taxes, current and deferred	(42,591)	(53,622)	
Net income for the period	**89,630**	**98,396**	***-8.9%***
Group	83,665	91,489	***-8.6%***
Minorities	5,966	6,907	
Basic earnings per share	**0.255**	**0.299**	

Consolidated Statement of Financial Position

(in Euro thousands)	September 30, 2018	December 31, 2017
Assets		
Non-current assets		
Property, plant and equipment	33,159	33,927
Goodwill	291,754	291,754
Other intangible assets	43,731	40,427
Investments in associates	18,567	16,436
Financial instruments - Derivatives	1,372	1,222
Other non-current financial assets	24,002	22,516
Other non-current assets	62,133	55,584
Deferred tax assets	40,228	38,535
Total non-current assets	**514,946**	**500,401**
Current assets		
Inventories	4,043	3,453
Advances to suppliers	385,811	255,514
Construction contracts	1,511,416	1,264,178
Trade receivables	372,114	481,342
Current tax assets	77,471	91,641
Financial instruments - Derivatives	8,615	19,976
Other current financial assets	6,273	5,356
Other current assets	126,933	146,847
Cash and cash equivalents	620,654	630,868
Total current assets	**3,113,330**	**2,899,175**
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	**3,628,276**	**3,399,576**

(in Euro thousands)	September 30, 2018	December 31, 2017
Shareholders' Equity		
Share capital	19,921	19,690
Share premium reserve	272,921	224,698
Other reserves	519	6,683
Valuation reserve	(13,133)	22,114
Total shareholders' equity & reserves	**280,228**	**273,186**
Retained earnings/(accumulated losses)	(80,797)	(129,882)
Net income for the period	83,665	118,650
Total Group Shareholder' Equity	**283,096**	**261,953**
Minorities	28,379	21,817
Total Shareholders' Equity	**311,474**	**283,770**
Non-current liabilities		
Financial debt - non-current portion	210,889	324,602
Provisions for risk and charges - beyond 12 months	63,883	62,007
Deferred tax liabilities	26,392	31,159
Post-employment & other employee benefits	11,902	11,452
Other non-current liabilities	111,708	79,465
Financial instruments - Derivatives	4,100	249
Other non-current financial liabilities	202,535	39,719
Total non-current liabilities	**631,410**	**548,652**
Current liabilities		
Short-term debt	197,070	103,943
Provisions for risks and charges - within 12 months	2,926	3,384
Tax payables	43,467	41,413
Financial instruments - Derivatives	23,730	9,876
Other current financial liabilities	330	79,911
Client advance payments	660,356	573,783
Construction contracts	301,172	408,561
Trade payables	1,388,045	1,282,306
Other Current Liabilities	68,295	63,976
Total current liabilities	**2,685,392**	**2,567,154**
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	**3,628,276**	**3,399,576**

Statement of changes in Consolidated Shareholders' Equity

(in Euro thousands)	Share capital	Share premium reserve	Other reserves	Translation reserve	Valuation reserve	Retained earnings/accum. losses	Income/(losses) for period	Group Shareholders' equity	Minority interest capital & reserves	Group & Minority int. consol. share. equity
December 31, 2016	**19,690**	**224,698**	**79,363**	**(14,907)**	**(21,233)**	**(192,405)**	**74,371**	**169,577**	**15,079**	**184,656**
Allocation of the result						74,371	(74,371)	-		-
Other changes			(204)			(231)		(435)	(1,095)	(1,530)
IFRS 2 (Employee share plans)			3,972					3,972		3,972
Treasury shares			(1,879)					(1,879)		(1,879)
Distribution dividends			(18,883)			(9,531)		(28,414)		(28,414)
Comprehensive income				(4,173)	47,747		91,489	135,064	6,907	141,971
September 30, 2017	**19,690**	**224,698**	**62,370**	**(19,079)**	**26,514**	**(127,796)**	**91,489**	**277,886**	**20,891**	**298,777**
December 31, 2017	**19,690**	**224,698**	**24,756**	**(18,073)**	**22,114**	**(129,882)**	**118,650**	**261,953**	**21,817**	**283,770**
Allocation of the result						118,650	(118,650)	-		-
Distribution dividends						(42,064)		(42,064)		(42,064)
Share capital increase in service of Equity Linked Bond	231	48,223						48,454	-	48,454
Other changes			(110)			280		170	595	765
Application IFRS 15 & 9						(27,781)		(27,781)	-	(27,781)
IFRS 2 (Employee share plans)			(4,248)			-		(4,248)		(4,248)
Utilisation Treasury Shares 2018 for PAD 2' cycle			4,949					4,949		4,949
Acquisition of Treasury Shares 2018			(27,706)					(27,706)		(27,706)
Utilization of Treasury Shares for Equity Linked Bond			64,942					64,942		64,942
Equity-Linked Bond Conversion Effect			(33,597)			-		(33,597)		(33,597)
Comprehensive income				(10,395)	(35,247)		83,665	38,023	5,966	43,988
September 30, 2018	**19,921**	**272,921**	**28,987**	**(28,468)**	**(13,133)**	**(80,797)**	**83,665**	**283,095**	**28,379**	**311,474**

Consolidated Statement of Cash Flow (indirect method)

(in Euro thousands)	September 30, 2018	September 30, 2017
Cash and cash equivalents at beginning of period (A)	**630,868**	**497,138**
Operations		
Net Income of Group and Minorities	**89,630**	**98,396**
Adjustments:		
- Amortization of intangible assets	3,991	2,341
- Depreciation of non-current tangible assets	2,350	2,177
- Provisions	162	2,053
- (Revaluations)/Write-downs of investments	(1,126)	(170)
- Financial (Income)/Charges	11,996	(15,113)
- Income & deferred tax	42,591	53,622
- Capital (Gains)/Losses	220	4
- (Increase) / Decrease inventories/supplier advances	(130,886)	69,710
- (Increase) / Decrease in trade receivables	101,021	19,627
- (Increase) / Decrease in construction contract receivables	(294,394)	(382,262)
- Increase /(Decrease) in other liabilities	36,563	(1,276)
- (Increase)/Decrease in other assets	15,806	21,802
- Increase / (Decrease) in trade payables/advances from clients	192,312	340,249
- Increase / (Decrease) in construction contract payables	(107,389)	(142,078)
- Increase / (Decrease) in provisions (incl. post-employ. benefits)	2,569	(3,002)
- Income taxes paid	(32,643)	(13,145)
Cash flow from operations (B)	**(67,228)**	**52,932**
Investments		
(Investment)/Disposal of non-current tangible assets	(1,802)	(2,802)
(Investment)/Disposal of intangible assets	(7,295)	(7,414)
(Investment)/Disposal of associated companies	(1,005)	382
Cash flow from investments (C)	**(10,102)**	**(9,833)**
Financing		
Increase/(Decrease) in bank overdrafts	31,061	(1,821)
Change in financial payables	(64,201)	(8,821)
(Increase)/Decrease in securities/bonds	162,674	39,707
Change in other financial assets/liabilities	7,353	2,707
Dividends	(42,064)	(28,414)
Treasury shares	(27,706)	(3,297)
Cash flow from financing (D)	**67,117**	**(3,404)**
Increase/(Decrease) in cash and cash equivalents (B+C+D)	**(10,213)**	**39,695**
Cash and cash equivalents at end of period (A+B+C+D)	**620,655**	**536,833**
of which: Cash and cash equivalents of Discontinued Operations	-	-
CASH AND CASH EQUIVALENTS AT END OF PERIOD REPORTED IN FINANCIAL STATEMENTS	**620,655**	**536,833**

2. Group operating performance

The Maire Tecnimont Group 9M 2018 key financial highlights (compared to the same period of the previous year) are reported below:

(in Euro thousands)	9M 2018	%	9M 2017	%	Change	
Performance indicators:						
Revenues	2,732,949		2,588,406		144,543	5.6%
Business Profit (*)	205,164	7.5%	196,983	7.6%	8,180	4.2%
EBITDA (**)	149,594	5.5%	143,305	5.5%	6,289	4.4%
EBIT	143,091	5.2%	136,734	5.3%	6,357	4.6%
Net financial expense	(10,868)	(0.4%)	15,283	0.6%	(26,152)	(171.1%)
Income before tax	132,221	4.8%	152,018	5.9%	(19,796)	(13.0%)
Income taxes	(42,591)	(1.6%)	(53,622)	(2.1%)	11,031	(20.6%)
Tax rate	(32.2%)		(35.3%)		N/A	
Net income	89,630	3.3%	98,396	3.8%	(8,765)	(8.9%)
Group net income	83,665	3.1%	91,489	3.5%	(7,824)	(8.6%)

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

(**) EBITDA is net income for the period before taxes (current and deferred), net financial expenses, currency exchange differences, gains and losses on the valuation of holdings, amortization and depreciation and provisions. EBITDA is a measure utilized by management to monitor and assess the operating performance. Management consider EBITDA a key parameter in measuring the Group's performance as not impacted by the effects of differing criteria applied to taxable income, the amount and characteristics of the capital utilized and by amortization and depreciation. As EBITDA is not governed by the Group's accounting standards, the Group calculation criteria may not be uniform with those adopted by other groups and, therefore, may not be comparable.

The 9M 2018 key financial highlights (compared to 9M 2017) are reported below:

(in Euro millions)	9M 2018	9M 2017*	Change %
Revenues	2,732.9	2,588.4	5.6%
Business Profit	205.2	186.9 (1)	9.8%
Business Margin	*7.5%*	*7.2%*	
EBITDA	149.6	133.2 (1)	12.3%
EBITDA Margin	*5.5%*	*5.1%*	
Income before tax	132.2	108.6 (2)	21.8%
Tax Rate	*32.2%*	*35.3%*	
Consolidated Net Income	89.6	70.3 (2)	27.5%

* *For comparison with 9M 2018, the 9M 2017 figures were adjusted as described in note (1) and (2):*

(1) *Adjusted figure, recalculated as per IFRS 15 retrospectively to 2017, with a negative impact of Euro 10.1 million on EBITDA.*

(2) *Adjusted figure, recalculated applying that indicated in note (1) and excluding a positive one-off impact of Euro 33.3 million (pre-tax) from derivatives related to the convertible bond.*

The Maire Tecnimont Group in 9M 2018 reported production volumes of Euro 2,732.9 million, up 5.6% on 9M 2017 (Euro 2,588.4 million).

The increase in volumes reflects progress on backlog projects and refers to the main EPC projects which are in the full construction phase.

The Group reports a Business Profit of Euro 205.2 million for 9M 2018, increasing 4.2% on Euro 197 million for 9M 2017 and up 9.8% on the 2017 adjusted figure. The 9M 2018 Consolidated Business Margin was 7.5%, substantially in line with 9M 2017 and with recent quarters.

G&A costs were Euro 52 million, accounting for 1.9% of consolidated revenues, in line with the first nine months of 2017 and with recent quarters.

The Group, taking account also of R&D costs of approx. Euro 3.5 million in 9M 2018, reports EBITDA of Euro 149.6 million (+4.4% on Euro 143.3 million for 9M 2017 and up 12.3% on the 9M 2017 adjusted figure). The margin was 5.5%, in line with recent quarters and improving on the 9M 2017 adjusted figure.

Amortization, depreciation, write-downs and provisions amounted to Euro 6.5 million, in line with the previous year (Euro 6.5 million).

Net financial expenses amounted to Euro 10.9 million, against income in the comparative period of Euro 15.3 million, with the latter mainly owing to the non-recurring positive contribution from the net valuation of derivative instruments. The result however improved Euro 7.1 million against adjusted expenses of Euro 18 million for 2017. The 9M 2018 figure also includes a net negative component of Euro 1.6 million related to the "time value" of currency derivatives.

Income before tax was Euro 132.2 million, reducing 13%, with estimated taxes of Euro 42.6 million. The decrease exclusively relates to the financial management result; an increase of 21.8% is reported on the 2017 adjusted figure.

The effective tax rate was approx. 32.2%, in line with the adjusted average tax rate reported for the preceding quarters and improving on the same period of the previous year (35.3%), based on the various countries in which operations are carried out.

Net Income for the first nine months of 2018 was Euro 89.6 million, compared to Euro 98.4 million for 9M 2017, while increasing 27.5% on the 2017 adjusted figure.

Group net income amounted to Euro 83.7 million, compared to Euro 91.5 million for the same period in 2017; up 27.5% on the 2017 adjusted figure.

In the first nine months of 2018, Group commercial operations generated new orders worth Euro 2,702.6 million.

The Backlog at September 30, 2018 was Euro 7,329.8 million, slightly increasing on Euro 100.5 million at December 31, 2017.

3. Performance by Business Unit

INTRODUCTION

Maire Tecnimont S.p.A. heads an integrated industrial group providing engineering services and works in the following sectors of the domestic and international markets - (I) Technology, Engineering & Construction; - (II) Infrastructure & Civil Engineering.

The BU figures are in line with the internal reporting structure utilized by company Top Management. The features of these sectors are outlined below:

I. **"Technology, Engineering & Construction" Business Unit** - designs and constructs plant, principally for the "natural gas chain" (involving separation, treatment, liquefaction, transport, storage, regasification and compression and pumping stations); designs and constructs chemical and petrochemical industry plant for the production, in particular, of polyethylene and polypropylene (polyolefin), ethylene oxide, ethylene glycol, purified terephthalic acid ("PTA"), ammonia, urea and fertilizers; issues, in addition, within the fertilizer sector, licenses on patented technology and proprietary know-how to current and potential urea producers. Other major activities related to the sulphur recovery process, hydrogen production and high temperature furnaces. It is also engaged in the design and construction of hydro-carbon electric power plant and waste-to-energy and district heating plant.

II. **"Infrastructure & Civil Engineering" Business Unit** - engaged in the design and construction of major infrastructural projects (such as roads and motorways, rail lines, underground and surface metro lines, tunnels, bridges and viaducts) and industrial and commercial and tertiary sector facilities and buildings; it provides environmental services for infrastructure, civil and industrial construction and energy sector projects and plant in general. The Group provides maintenance and facility management services, in addition to general services for temporary construction facilities and Operation & Maintenance services. It also works on large-scale renewables sector plant (mainly solar and wind).

The Maire Tecnimont Group 9M 2018 key financial highlights by Business Unit (compared to 9M 2017) are reported below:

(in Euro thousands)	Technology, Engineering & Construction		Infrastructure & Civil Engineering		Total	
	Total	% Revenues	Total	% Revenues	Total	% Revenues
9M 2018						
Revenues	2,602,358		130,591		**2,732,949**	
Business Margin	197,763	7.6%	7,401	5.7%	**205,164**	**7.5%**
EBITDA	146,486	5.6%	3,108	2.4%	**149,594**	**5.5%**
9M 2017						
Revenues	2,495,228		93,178		**2,588,406**	
Business Margin	192,795	7.7%	4,188	4.5%	**196,983**	**7.6%**
EBITDA	143,253	5.7%	52	0.1%	**143,305**	**5.5%**

(in Euro thousands)	Technology, Engineering & Construction		Infrastructure & Civil Engineering		Total	
	Total	% Revenues	Total	% Revenues	Total	% Revenues
Change 9M 2018 vs 2017						
Revenues	107,130	4.3%	37,413	40.2%	**144,543**	**5.6%**
Business Margin	4,968	2.6%	3,213	76.7%	**8,180**	**4.2%**
EBITDA	3,233	2.3%	3,056	5851.3%	**6,289**	**4.4%**

The 9M 2018 key financial highlights by Business Unit (compared to 9M 2017) are reported below:

(in Euro millions)	9M 2018	% Revenues	9M 2017	% Revenues
Technology, Engineering & Construction				
Revenues	2,602.4		2,495.2	
Business Profit	197.8	*7.6%*	182.7	*7.3%*
EBITDA	146.5	*5.6%*	133.2(1)	*5.3%*
Infrastructure & Civil Engineering				
Revenues	130.6		93.2	
Business Profit	7.4	*5.7%*	4.2	*4.5%*
EBITDA	3.1	*2.4%*	0.1	*0.1%*

(1) Adjusted figure, recalculated as per IFRS 15 retrospectively to 2017, with a negative impact of Euro 10.1 million on EBITDA.

TECHNOLOGY, ENGINEERING & CONSTRUCTION BUSINESS UNIT

9M 2018 revenues amounted to Euro 2,602.4 million (Euro 2,495.2 million in 9M 2017), up 4.3% on the previous year.

The increase in volumes reflects progress on backlog projects and refers to the main EPC contracts which are in the full construction phase, in continuity with recent quarters.

The 9M 2018 Business Profit increased to Euro 197.8 million (Euro 192.8 million for 9M 2017) and also rose on the 2017 adjusted figure.

9M 2018 EBITDA was Euro 146.5 million (Euro 143.3 million in 2017), with a margin of 5.6%. This performance is reflective of the business margin, as previously outlined, while improving also on the 2017 adjusted figure.

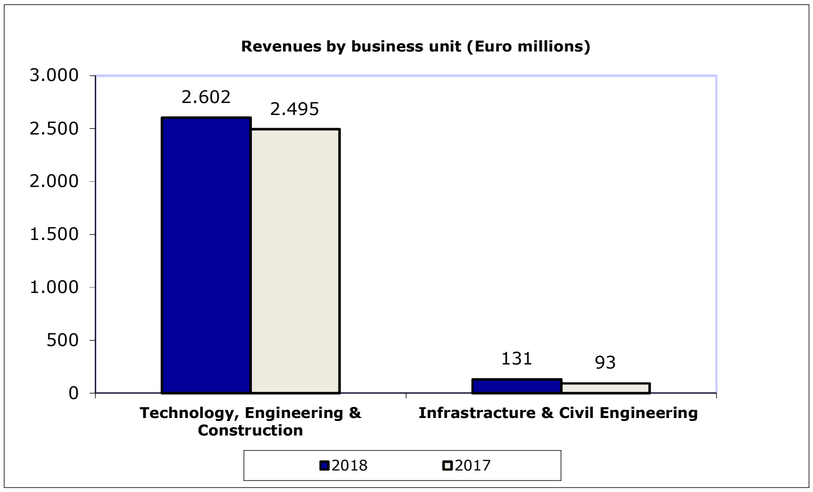
INFRASTRUCTURE & CIVIL ENGINEERING BUSINESS UNIT

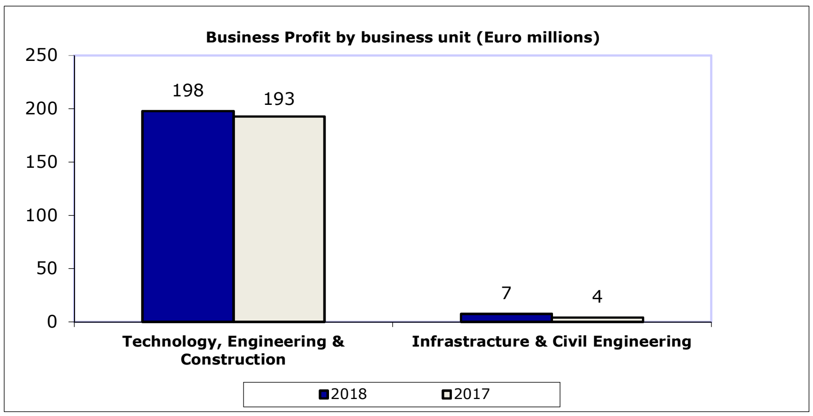
9M 2018 revenues of Euro 130.6 million rose 40.2% on the previous year (9M 2017 revenues of Euro 93.2 million), as a result of the advancement of orders in portfolio acquired in the large renewables plant sector and the recommencement of a construction project in the hospital sector.

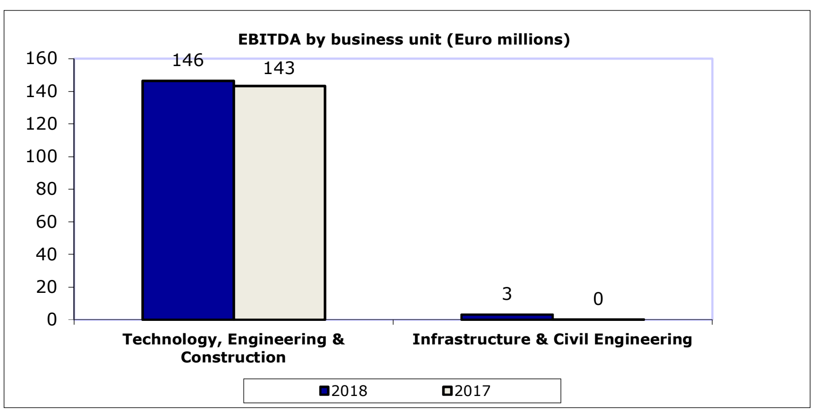
The 9M 2018 Business Profit was Euro 7.4 million (Euro 4.2 million in 9M 2017). In addition, the Business margin for 9M 2018 was 5.7%, increasing on 4.5% in 9M 2017.

EBITDA in 9M 2018 was Euro 3.1 million after the absorption of G&A costs; 9M 2017 EBITDA was a slight profit of Euro 52 thousand.

The following tables outline the Revenues, Business Profit and EBITDA by Business Unit commented upon above.



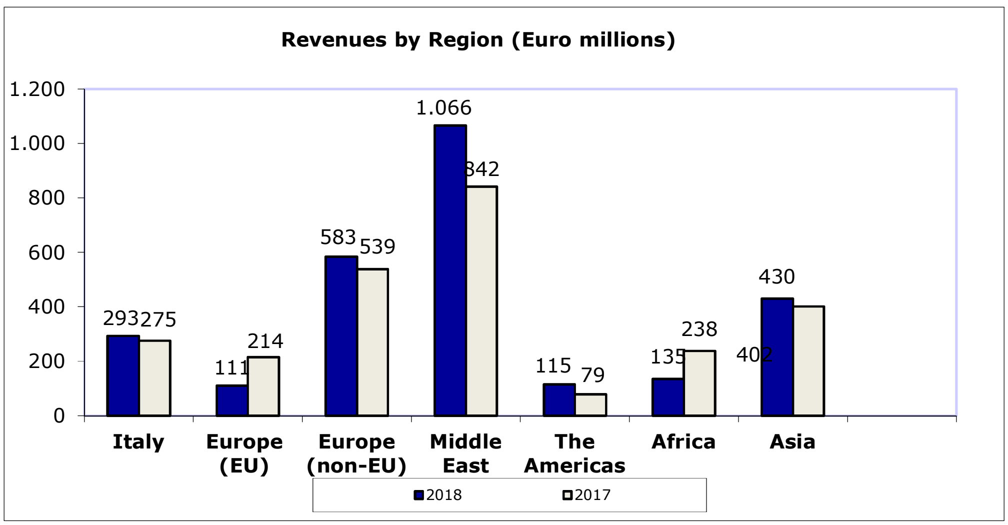




VALUE OF PRODUCTION BY REGION:

The regional breakdown of Revenues in 9M 2018 compared to the previous year is illustrated below:

(in Euro thousands)	9M 2018		9M 2017		Change	
	Total	%	Total	%	Total	%
Italy	292,668	10.7%	275,098	10.6%	17,570	6.4%
Overseas						
• Europe EU	110,846	4.1%	214,479	8.3%	(103,633)	(48.3%)
• Europe non-EU	583,236	21.3%	538,568	20.8%	44,669	8.3%
• Middle East	1,065,585	39.0%	841,765	32.5%	223,820	26.6%
• The Americas	115,486	4.2%	78,879	3.0%	36,607	46.4%
• Africa	135,337	5.0%	237,820	9.2%	(102,483)	(43.1%)
• Asia	429,790	15.7%	401,799	15.5%	27,991	7.0%
Total Consolidated Revenues	**2,732,949**		**2,588,406**		**144,543**	**5.6%**



The main regional revenue sources were the Middle East (39%) and Europe – non-EU (21.3%). As evident from the Revenues by Business Unit table, this figure highlights the significant contribution of the "Technology, Engineering & Construction" Business Unit in the Middle East, in which the Group has a long-standing presence and in relation to the Non-EU Europe area reflects the development of the current activities in Russia.

4. Backlog by Business Unit and Region

The following tables outline the Group's Backlog, broken down by Business Unit at September 30, 2018, net of third party shares and compared with December 31, 2017 and June 30, 2017:

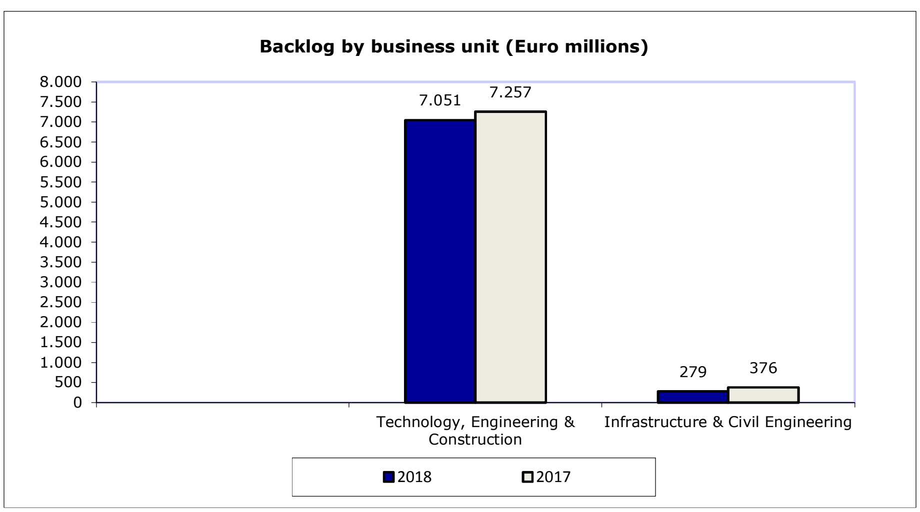
Backlog at 31.12.2017	(Euro thousands)	Backlog at 30.09.2018	Backlog at 30.09.2017	Change September 2018 vs September 2017		Change September 2018 vs December 2017	
							%
6,864,257	Technology, Engineering & Construction	7,050,847	7,256,516	(205,669)	(2.8%)	186,590	2.7%
365,109	Infrastructure & Civil Engineering	278,974	376,219	(97,245)	(25.8%)	(86,135)	(23.6%)
7,229,366	**Totale**	**7,329,822**	**7,632,736**	**(302,913)**	**(4.0%)**	**100,456**	**1.4%**

BACKLOG BY BUSINESS UNIT

(in Euro thousands)	Technology, Engineering & Construction	Infrastructure & Civil Engineering	Total
Initial Order Backlog at 01/01/2018	**6,864,257**	**365,109**	**7,229,366**
Adjustments/Eliminations (**)	147,186	(21,074)	126,112
2018 Order Intake	2,640,673	61,906	2,702,579
Revenues net of third parties (*)	2,601,269	126,967	2,728,236
Backlog at 30/09/2018	**7,050,847**	**278,974**	**7,329,822**

(*) Backlog revenues are net of third party shares of Euro 4.7 million.

(**) 9M 2018 Adjustment/Eliminations principally reflect portfolio currency adjustments.



The Backlog at September 30, 2018 was Euro 7,329.8 million, increasing Euro 100.5 million on December 31, 2017.

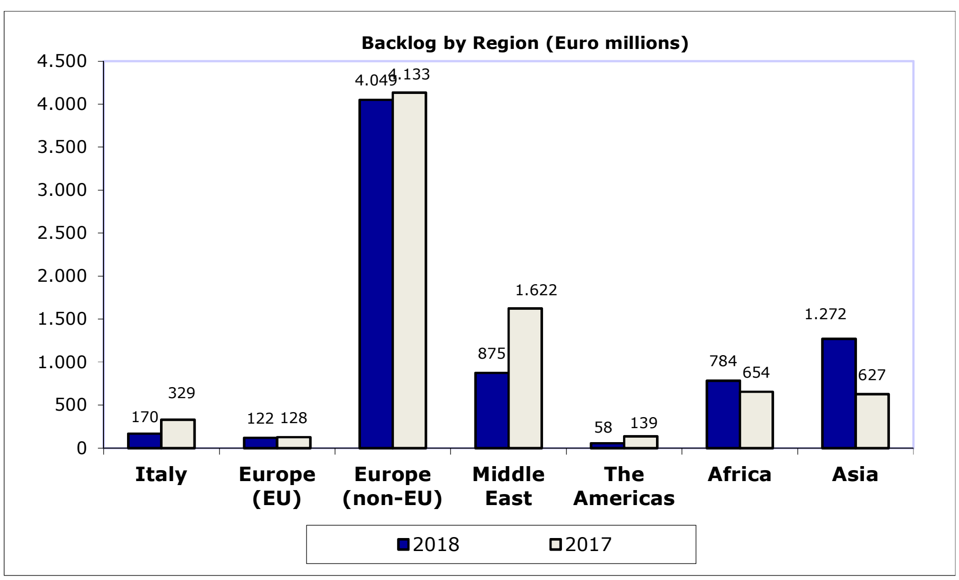
Backlog by Region

The following table outlines the Group's Backlog, broken down by Region at September 30, 2018, net of third party shares and compared with December 31, 2017 and September 30, 2017:

(in Euro thousands)	Italy	Overseas						Total
		Europe (EU)	Europe (non-EU)	Middle East	The Americas	Africa	Asia	
Initial Order Backlog at 01/01/2018	**335,037**	**89,311**	**4,127,516**	**1,459,969**	**111,531**	**588,443**	**517,558**	**7,229,366**
Adjustments/Eliminations (**)	(33,117.557)	67,064.614	(3,588)	33,329	(24,167)	30,677	55,914	126,112
2018 Order Intake	130,916.441	102,152.667	508,312	447,334	86,011	299,953	1,127,899	2,702,579
Revenues net of third parties (*)	262,582.259	136,865.366	583,261	1,065,529	115,486	134,721	429,790	2,728,236
Backlog at 30/09/2018	**170,253.82**	**121,663**	**4,048,979**	**875,103**	**57,889**	**784,353**	**1,271,581**	**7,329,822**

(*) Backlog revenues are net of third party shares of Euro 4.7 million.
(**) 9M 2018 Adjustment/Eliminations principally reflect portfolio currency adjustments.

Backlog at 31.12.2017	(in Euro thousands)	Backlog at 30.09.2018	Backlog at 30.09.2017	Change September 2018 vs September 2017	
					%
335,037	Italy	170,254	328,993	(158,740)	(48.3%)
89,311	Europe (EU)	121,663	127,725	(6,062)	(4.7%)
4,127,516	Europe (non-EU)	4,048,979	4,133,025	(84,046)	(2.0%)
1,459,969	Middle East	875,103	1,622,492	(747,389)	(46.1%)
111,531	The Americas	57,889	139,241	(81,352)	(58.4%)
588,443	Africa	784,353	654,143	130,210	19.9%
517,558	Asia	1,271,581	627,116	644,465	102.8%
			0		
7,229,366	**Total**	**7,329,822**	**7,632,736**	**(302,913)**	**(4.0%)**



Order Intake by Business Unit and Region

The table below outlines 9M 2018 Group Order Intake broken down by Business Unit and Region and compared with the previous year:

(in Euro thousands)	9M 2018		9M 2017		Change 2018 vs 2017	
		% of total		% of total		
Order Intake by Business Unit						
Technology, Engineering & Construction	2,640,673	97.7%	4,025,353	99.7%	(1,384,680)	(34.4%)
Infrastructure & Civil Engineering	61,906	2.3%	12,477	0.3%	49,430	396.2%
Total	**2,702,579**	**100.0%**	**4,037,829**	**100.0%**	**(1,335,250)**	**(33.1%)**
Order Intake by Region:						
Italy	130,916	4.8%	73,583	1.8%	57,334	77.9%
Europe (EU)	102,153	3.8%	8,259	0.2%	93,893	1136.8%
Europe (non-EU)	508,312	18.8%	3,847,857	95.3%	(3,339,545)	(86.8%)
Middle East	447,334	16.6%	23,875	0.6%	423,460	1773.7%
The Americas	86,011	3.2%	15,319	0.4%	70,693	461.5%
Africa	299,953	11.1%	20,939	0.5%	279,015	1332.5%
Asia	1,127,899	41.7%	47,998	1.2%	1,079,901	2249.9%
Total	**2,702,579**	**100.0%**	**4,037,829**	**100.0%**	**(1,335,250)**	**(33.1%)**

In the first nine months of 2018, Group commercial operations generated new orders worth Euro 2,702.6 million.

5. Group balance sheet and financial position

The Maire Tecnimont Group key balance sheet highlights at September 30, 2018 and December 31, 2017 were as follows:

Maire Tecnimont Condensed Consolidated Statement of Financial Position (in Euro thousands)	September 30, 2018	December 31, 2017	*Change*
Non-current assets	**514,946**	**500,401**	**14,544**
Inventories/Advances to Suppliers	*389,853*	*258,967*	130,886
Construction contracts	*1,511,416*	*1,264,178*	247,239
Trade receivables	*372,114*	*481,342*	(109,229)
Cash and cash equivalents	*620,654*	*630,868*	(10,213)
Other current assets	*219,292*	*263,820*	(44,528)
Current assets	**3,113,330**	**2,899,175**	**214,155**
Assets held for sale, net of eliminations	**0**	**0**	**0**
Total assets	**3,628,276**	**3,399,576**	**228,700**

Maire Tecnimont Condensed Consolidated Statement of Financial Position (in Euro thousands)	September 30, 2018	December 31, 2017	*Change*
Group shareholders' equity	**283,096**	**261,953**	**21,143**
Minorities Shareholders' Equity	**28,379**	**21,817**	**6,562**
Financial debt - non-current portion	*210,889*	*324,602*	(113,713)
Other non-current financial liabilities	*202,535*	*39,719*	162,816
Other non-current liabilities	*217,986*	*184,332*	33,654
Non-current liabilities	**631,410**	**548,652**	**82,758**
Short-term debt	*197,070*	*103,943*	93,127
Other financial liabilities	*330*	*79,911*	(79,581)
Client advance payments	*660,356*	*573,783*	86,573
Construction contracts	*301,172*	*408,561*	(107,389)
Trade payables	*1,388,045*	*1,282,309*	105,736
Other current liabilities	*138,418*	*118,649*	19,769
Current liabilities	**2,685,392**	**2,567,154**	**118,237**
Liabilities held for sale, net of eliminations	**0**	**0**	**0**
Total Shareholders' Equity and Liabilities	**3,628,276**	**3,399,576**	**228,700**

"Non-current assets" increased on the previous year, principally due to the recognition of deferred tax assets arising from the application of the new standards IFRS 15 & IFRS 9, of the investments in intangible assets and of trade receivables due beyond 12 months regarding amounts held by clients for the successful outcome of works in progress.

"Current assets" also increased on the previous year, by Euro 214,155 thousand, with the main changes concerning the working capital movements on the main orders, as per the contractual terms and a general and continuous growth of production volumes again in the first nine months of 2018.

Cash and cash equivalents at September 30, 2018 amount to Euro 620,654 thousand, an increase of Euro 10,213 thousand compared to December 31, 2017.

The main cash flow movements are reported below:

Cash Flow Statement (in Euro thousands)	September 30, 2018	September 30, 2017	*Change*
Cash and cash equivalents at beginning of year (A)	**630,868**	**497,138**	*133,730*
Cash flow generated by operating activities (B)	**(67,228)**	**52,932**	*(120,162)*
Cash flow absorbed by investing activities (C)	**(10,102)**	**(9,833)**	*(269)*
Cash flow generated/absorbed by financing activities (D)	**67,117**	**(3,404)**	*70,522*
Increase/(Decrease) in cash and cash equivalents (B+C+D)	**(10,213)**	**39,695**	*(49,908)*
Cash and cash equivalents at end of period (A+B+C+D)	**620,655**	**536,833**	*83,822*
of which: Cash and cash equivalents of Discontinued Operations	*0*	*0*	*0*
Cash and cash equivalents at end of period reported in financial statements	**620,655**	**536,833**	*83,822*

Cash of Euro 67,228 thousand was absorbed by operating activities, as reflecting the expected working capital changes relating to the normal execution of projects which, during the full execution phase, absorb cash, while partially offset by new recently acquired contracts. Cash flows from operating activities include also income tax payments, which in the first nine months totalled Euro 32,643 thousand.

Investing activities absorbed cash for Euro 10,102 thousand, mainly due to the costs incurred for the installation of software and other applications, license development and new technology, in addition to capex as a result of the overall growth of the Group and for investments in the Volgafert LLC joint venture, set up together with PJSC KuibyshevAzot, for the development, construction, financing, maintenance and management of a new urea plant in Togliatti, Samara region, Russian Federation.

Financing activities generated overall cash of Euro 67,117 thousand, principally due to the utilisation of factoring operations for the working capital management of certain projects and current account overdrafts, and financial income related to the settlement of the residual portions of the cash-settled Total Return Equity Swap (TRES) derivative instruments. In addition, during the period Euro 10 million was repaid as per the repayment plan for the original Euro 350 million loan undertaken by the subsidiary Tecnimont S.p.A.; an additional Euro 165 million was thereafter repaid following the issue on May 3 of a non-convertible bond for a similar amount by Maire Tecnimont S.p.A. and in July 2018, in completion of the funding diversification and Group medium/long-term debt optimisation project, the subsidiary Tecnimont S.p.A. agreed a new medium/long-term cash loan contract for a total amount of Euro 285 million. The operation stipulates the issue of a new medium/long-term cash credit line for Euro 185 million, with Euro 175 million allocated for the full repayment of the residual part of the original Euro 350 million loan undertaken by Tecnimont and Euro 10 million to top up the original loan, in addition to the increase of the "Revolving Facility" credit line issued in favour of Tecnimont from Euro 50 million to Euro 100 million. The New Loan Contract has enabled a reduction in the applicable medium/long-term Group debt margin from 1.95% to 1.70%, extending the maturity from March 2022 to June 30, 2023 and reviewing the repayment plan.

These effects were partially offset by the payment of the dividend approved by the Shareholders' Meeting of Euro 42,064 thousand and by the residual purchases of treasury shares for approx. Euro 27.7 million, in addition to interest paid in the first nine months of 2018.

The Net Financial Position is outlined in the following table:

NET FINANCIAL POSITION (in Euro thousands)	September 30, 2018	December 31, 2017	*Change*
Short-term debt	197,070	103,943	93,127
Other current financial liabilities	330	79,911	(79,581)
Financial instruments - Current derivatives	23,730	9,876	13,855
Financial debt - non-current portion	210,889	324,602	(113,713)
Financial instruments - Non-current derivatives	4,100	249	3,852
Other non-current financial liabilities	202,535	39,719	162,816
Total debt	**638,655**	**558,299**	**80,355**
Cash and cash equivalents	(620,654)	(630,868)	10,213
Other current financial assets	(6,273)	(5,356)	(917)
Financial instruments - Current derivatives	(8,615)	(19,976)	11,361
Financial instruments - Non-current derivatives	(1,372)	(1,222)	(150)
Other non-current financial assets	(10,248)	(8,920)	(1,328)
Total cash and cash equivalents	**(647,162)**	**(666,341)**	**19,179**
Other financial liabilities of discontinued operations	0	0	0

NET FINANCIAL POSITION (in Euro thousands)	**September 30, 2018**	**December 31, 2017**	***Change***
Other financial assets of discontinued operations	0	0	0
Net financial position	**(8,508)**	**(108,042)**	**99,534**
"Project Financing - Non Recourse" financial payables - 'Alba-Bra Hospital Initiative'	(36,113)	0	(36,113)
Adjusted Net Financial Position	**(44,621)**	**(108,042)**	**63,421**

As the Net Financial Position is not governed by the Group's accounting standards, the Group calculation criteria may not be uniform with those adopted by other groups and, therefore, may not be comparable.

The adjusted net financial position at September 30, 2018 was a Net Cash position of Euro 44.6 million, reducing on December 31, 2017, although altering in composition.

Cash and cash equivalents at September 30, 2018 amount to Euro 620,654 thousand, a decrease of Euro 10,213 thousand compared to December 31, 2017.

Against the decrease in cash and cash equivalents as already reported, the gross debt rose following an increase in short-term debt due to factoring operations for the working capital management of a number of projects and increases in current account overdrafts with the utilisation of short-term cash flow management credit lines.

The decrease in the mark to market of derivative instruments also impacted the financial position for Euro 28,917 thousand, principally concerning derivative instruments hedging order revenue and cost fluctuations, including raw materials, mainly as a result of the performance of the Dollar against the Euro compared to December 31, 2017.

The "Project Financing – Non Recourse" financial payables account concerns the loan obtained in 2018 by the project company MGR Verduno S.p.A., engaged in the "Alba-Bra Hospital concession" construction and management contract agreed with ASL CN2. This is a no-recourse financial payable, i.e. for the financing of Concession sector initiatives not guaranteed by the parent company, but rather by cash flows from such initiatives of the Vehicle company during the infrastructure construction and management period.

Group Shareholders' equity at September 30, 2018 amounts to Euro 283,096 thousand, a net increase of Euro 21,143 thousand compared to December 31, 2017 (Euro 261,953 thousand).

Total consolidated Shareholders' Equity, considering minority interests, at September 30, 2018 amounts to Euro 311,474 thousand, an increase of Euro 27,705 thousand compared to December 31, 2017. This increase is also due to the change in minority interest equity including the result for the period.

The increase in Group Shareholders' Equity is principally due to net income for the period, together with the increases related to the share capital increase and the reduction in the treasury shares reserve in service of the equity-linked bond loan conversion requests, which were satisfied through the assignment to entitled parties of 14,952,300 treasury shares of the company from the buy-back program to service the conversion of the Loan which commenced on September 25, 2017, and 23,112,932 newly-issued shares from a paid-in share capital increase to service the Loan, approved by the Extraordinary Shareholders' Meeting of the Company of April 30, 2014.

The main decreases in Group Shareholders' Equity related to the payment of the dividend approved by the Shareholders' AGM of Euro 42,064 thousand, of the Cash Flow Hedge reserve of derivative hedging instruments, essentially against decreases in the mark to market of order revenue and cost fluctuations, net of the relative tax effect, the translation reserve for financial statements in foreign currencies and for approx. Euro 27.8 million the application of the new accounting standards IFRS 15 & IFRS 9.

"Current liabilities" also increased on the previous year (+Euro 118,237 thousand). The main changes concern the working capital movements on the main orders, as per the contractual terms and due to the general and continuous growth of production volumes.

6. Human Resources

The headcount at September 30, 2018 of the Maire Tecnimont Group was 6,034, compared to 5,443 at December 31, 2017, with a net increase of 591 following 1,097 new hires and 506 departures in the period.

The workforce at 30/09/2018 of the Maire Tecnimont Group, with movements on 31/12/2017, is outlined in the following tables:

Changes in workforce by category (31/12/2017-30/09/2018):

Category	Workforce 31/12/2017	New hires	Departures	Reclassification employee category (*)	Workforce 30/09/2018	Cge. Workforce 30/09/2018 vs. 31/12/2017
Executives	587	34	(22)	42	641	54
Managers	1,879	245	(124)	107	2,107	228
White-collar	2,857	678	(318)	(140)	3,077	220
Blue-collar	120	140	(42)	(9)	209	89
Total	**5,443**	**1,097**	**(506)**	**0**	**6,034**	**591**
Average headcount	**5,252**				**5,753**	

(*) includes promotions, changes in category following inter-company transfers / Job Title reclassifications

The category "Executives" and "Managers" does not reflect the Italian contractual term, but refers to national and international Management and Middle Management identification parameters utilized for Italian and overseas managerial staff.

Changes in workforce by region (31/12/2017-30/09/2018):

Region	Workforce 31/12/2017	New hires	Departures	Reclassification employee category (*)	Workforce 30/09/2018	Cge. Workforce 30/09/2018 vs. 31/12/2017
Italy & rest of Europe	2,646	402	(209)	(2)	2,837	191
India Region	1,885	47	(69)	(8)	1,855	(30)
South East Asia & Australian Region	0	1	0	1	2	2
Rest of Asia	95	94	(24)	6	171	76
Russia & Caspian Region	261	273	(67)	0	467	206
Americas Region	18	12	(2)	0	28	10
Middle East Region	470	245	(127)	3	591	121
North Africa Region & Sub-Saharan Africa Region	68	23	(8)	0	83	15
Total	**5,443**	**1,097**	**(506)**	**0**	**6,034**	**591**

7. Subsequent events and outlook

Outlook

The significant backlog at September 30, 2018 allows the Group to forecast for the last quarter of the year a prevalence of EPC project operations, with volumes substantially in line with the initial quarters of the year and margins reflecting those generally applied for such contracts.

In terms of the forecast cash flows from projects under execution and those expected to be acquired by year-end, an improved financial performance against the first nine months of the year is expected.

As the organisational structure and geographical reach expands, streamlining measures continue to be rolled out, which have lowered general expenses - and as confirmed in recent quarters - against production generated in the period to the lowest levels in the industry.

The market is expected to remain challenging, although the recognised technological know-how of the Group continues to develop and extend to adjacent technologies, in synergy with existing technologies and a flexible business model offering innovative services and products that can anticipate market demand. We can therefore forecast the maintenance of a significant backlog. This forecast is backed up by a strong commercial pipeline and the expectation of additional new contracts by the end of the current year.

8. Statement of the Executive Officer for Financial Reporting in accordance with Article 154-bis, paragraph 2 of the CFA

The undersigned Dario Michelangeli, as "Executive Officer for Financial Reporting" of MAIRE TECNIMONT S.p.A., declares, in accordance with Article 154-bis, paragraph 2 of the Consolidated Finance Act, that the accounting disclosure in this "Interim Report at September 30, 2018" corresponds to the underlying accounting documents, records and entries of the company.

Milan, November 7, 2018

Executive Officer
for Financial Reporting

Dario Michelangeli