



# Analysts Conference

Q1 2015 Results

*May 5<sup>th</sup> 2015*



On 28 February 2015, pursuant to Article 122 of Legislative Decree 58/1998 (“TUF”) and to the implementation provisions of the regulations adopted by Consob resolution no. 11971/1999 (“Issuers Regulations”) it has been announced, for all intents and purposes, that on 24 February 2015, Hitachi Ltd. and Finmeccanica S.p.A entered into an agreement for the purchase of shareholdings (the “Agreement”), which contains certain provisions, that are instrumental to the performance of the transaction, that may theoretically be construed as shareholders’ agreements and that, for prudential reasons, have been subject to the relevant publicity notices.

These provisions of the Agreement concern all of the Ansaldo STS S.p.A's shares currently held by Finmeccanica S.p.A, which represent in aggregate approximately 40% of the Company’s share capital with voting rights.

The provisions of the Agreement may be theoretically construed as clauses concerning the exercise of voting rights in a listed company and in clauses restricting the transfer of shares, pursuant to Article 122, paragraph 1 and paragraph 5, subparagraph b) TUF.

An extract of the agreement published pursuant to law and the key information on the relevant clauses of the Agreement, in compliance with the applicable regulations, are available on the Company’s website at the address:

<http://www.ansaldo-sts.com/en/governance/shareholders-agreement>



## OUR 2015 Q1 RESULTS: WE ARE BEATING THE ODDS

Results vs 2014 Q1

REVENUE: + 8%

ORDERS: + 136%

EBIT: + 10%

FREE CASH FLOW

+ 79.9M€

Positive also in Q1  
Our V2A plan paying off

PROFITS: + 27%

Net Financial Position: +60%

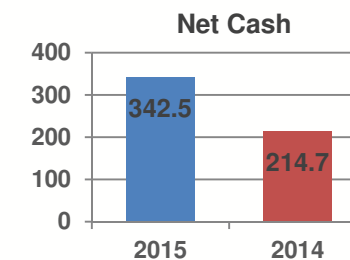
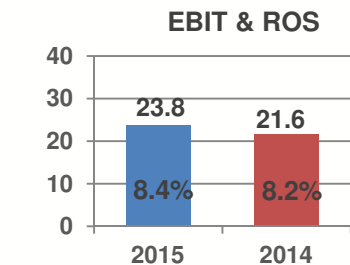
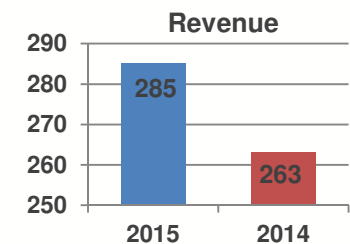
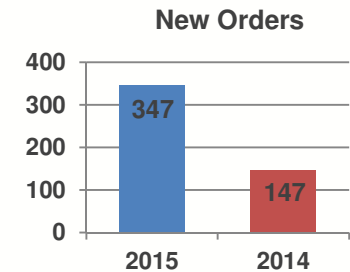
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☐ **New Orders** at 347 M€, with an increase of 200 million (+136%) compared with Q1 2014. Main orders booked in the quarter are RAFA contract variations in Australia, mostly expected later this year, for a total of 126 M€; the variation order on Riyadh Metro related to the “Iconic stations” for 62 M€ and Components (approx. 42M€).

☐ **Revenue** at 285 million, with an increase of 21 million (+8%) compared with Q1 2014 , mainly due to higher contribution coming from the projects in Asia Pacific and America regions.

☐ **EBIT** at 23.8 M€, 2.2 M€ higher versus the same period last year, leading to a **ROS** of 8.4% compared to 8.2% in Q1 2014. This is mostly due to volume effect and operating expenses savings including efficiency actions (V2A), despite higher R&D costs and a negative project mix in the quarter.

☐ **Net Financial Position (cash)** at 342.5 M€, with an improvement of 128 million compared with Q1 2014. **FOCF** equal to 48.2 M€, compared to a negative amount of -31.7 M€ in Q1 2014, mainly driven by higher collections in Middle East, Australia and Western Europe.



## Q1 2015 Results – Key Data

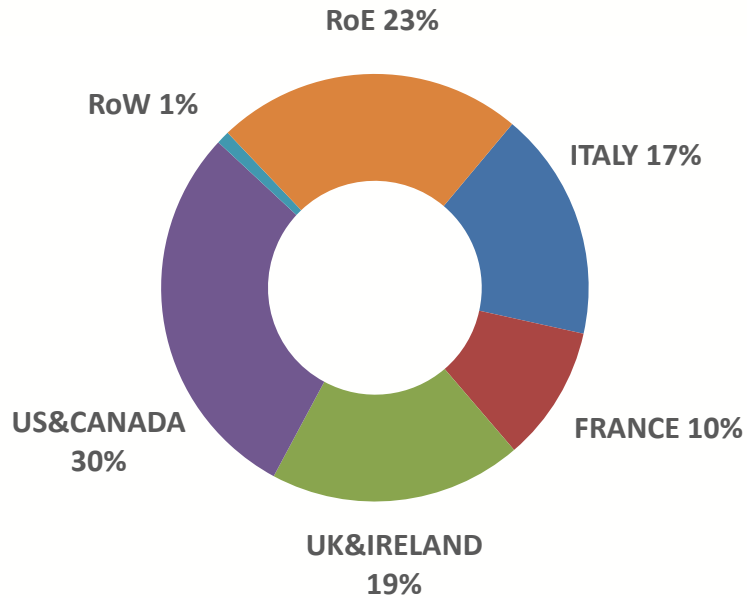
<i>(M€)</i>	March 2015	March 2014	<i>% change</i>	FY 2014
<b>New Orders</b>	<b>347.1</b>	146.9	<i>136.4%</i>	<b>1,825.0</b>
<b>Order Backlog</b>	<b>6,428.4</b>	5,446.3	<i>18.0%</i>	<b>6,120.8</b>
<b>Book to Bill Ratio</b>	<b>1.22</b>	0.56	<i>118.5%</i>	<b>1.40</b>
<b>Revenue</b>	<b>284.6</b>	263.1	<i>8.2%</i>	<b>1,303.5</b>
<b>EBIT</b>	<b>23.8</b>	21.6	<i>10.0%</i>	<b>124.5</b>
<b>ROS</b>	<b>8.4%</b>	8.2%	<i>0.2 p p</i>	<b>9.6%</b>
<b>Tax Rate</b>	<b>31.0%</b>	35.4%	<i>(4.4 p p)</i>	<b>34.9%</b>
<b>Net Result</b>	<b>17.7</b>	14.0	<i>26.7%</i>	<b>80.7</b>
<b>Net Working Capital</b>	<b>9.4</b>	75.0	<i>-87.5%</i>	<b>41.8</b>
<b>Net Financial Position</b>	<b>(342.5)</b>	(214.7)	<i>59.6%</i>	<b>(293.4)</b>
<b>R&amp;D</b>	<b>8.6</b>	6.2	<i>38.0%</i>	<b>33.0</b>
<b>Total Headcount</b>	<b>3,797</b>	3,916	<i>-3.0%</i>	<b>3,799</b>



## Geographic distribution at the end of March 2015

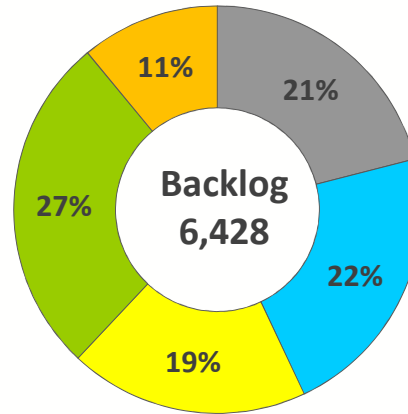
### Shareholders - Backlog - Headcount

**SHAREHOLDERS**

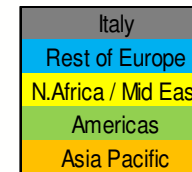
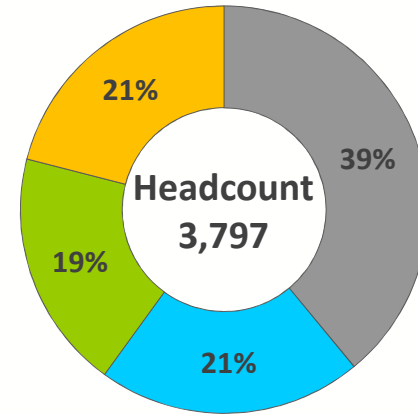


**Share's Distribution (60%)**

**BACKLOG**



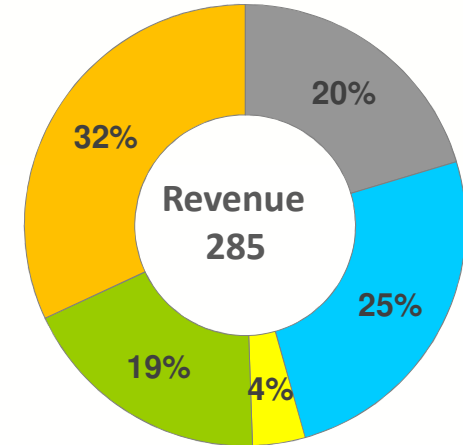
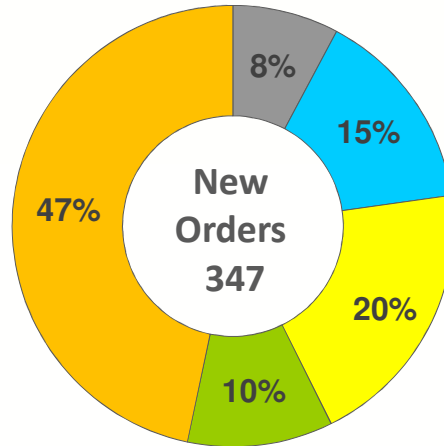
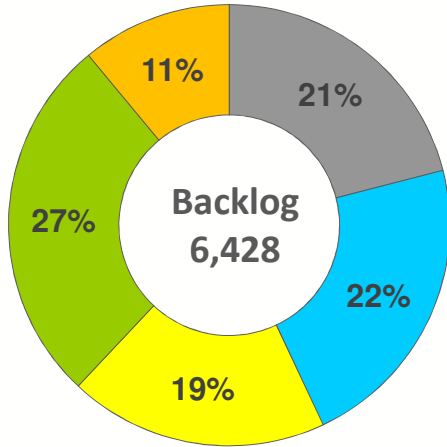
**HEADCOUNT**



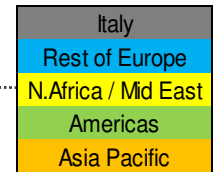
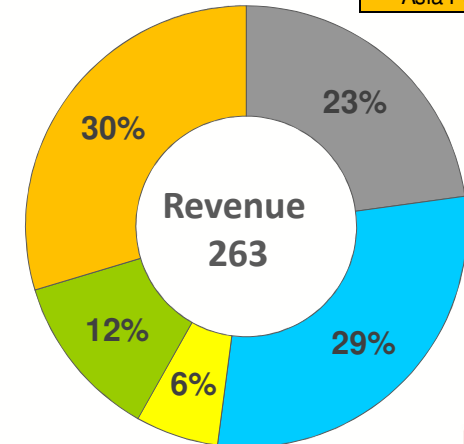
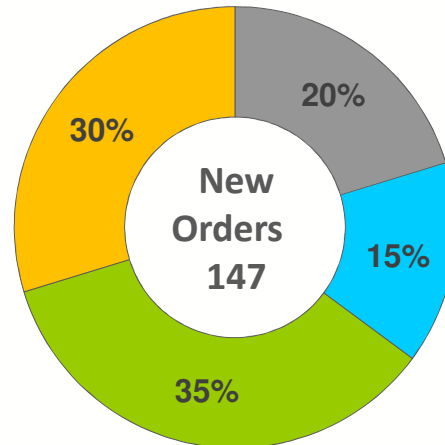
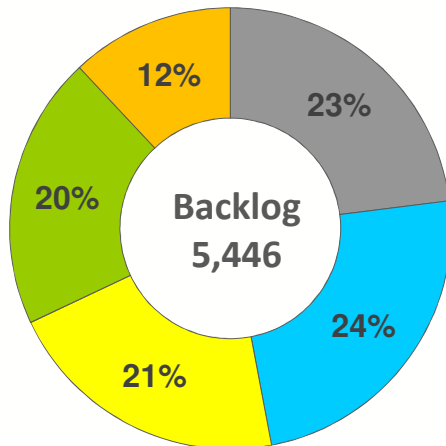
# Backlog, Orders & Revenue by Geo Area



## Q1 - 2015



## Q1 - 2014



Country	Project Name	Customer	Value (M€)
Australia	RAFA - Variation Orders	Rio Tinto	126.4
Saudi Arabia	Riyadh Metro - Iconic stations	ADA	61.7
Various EU/Asia	Various Components	Various	27.3
Various EU/Asia	Various Service & Maintenance	Various	25.1
France	Bistandard onboard Plan programme SNCF	SNCF	17.8
USA	NYCT 4 <sup>th</sup> - 6 <sup>th</sup> Avenue	NYCT	14.6
USA	Various Components	Various	14.3
China	Tianjin Metro L5	Insigma	10.0



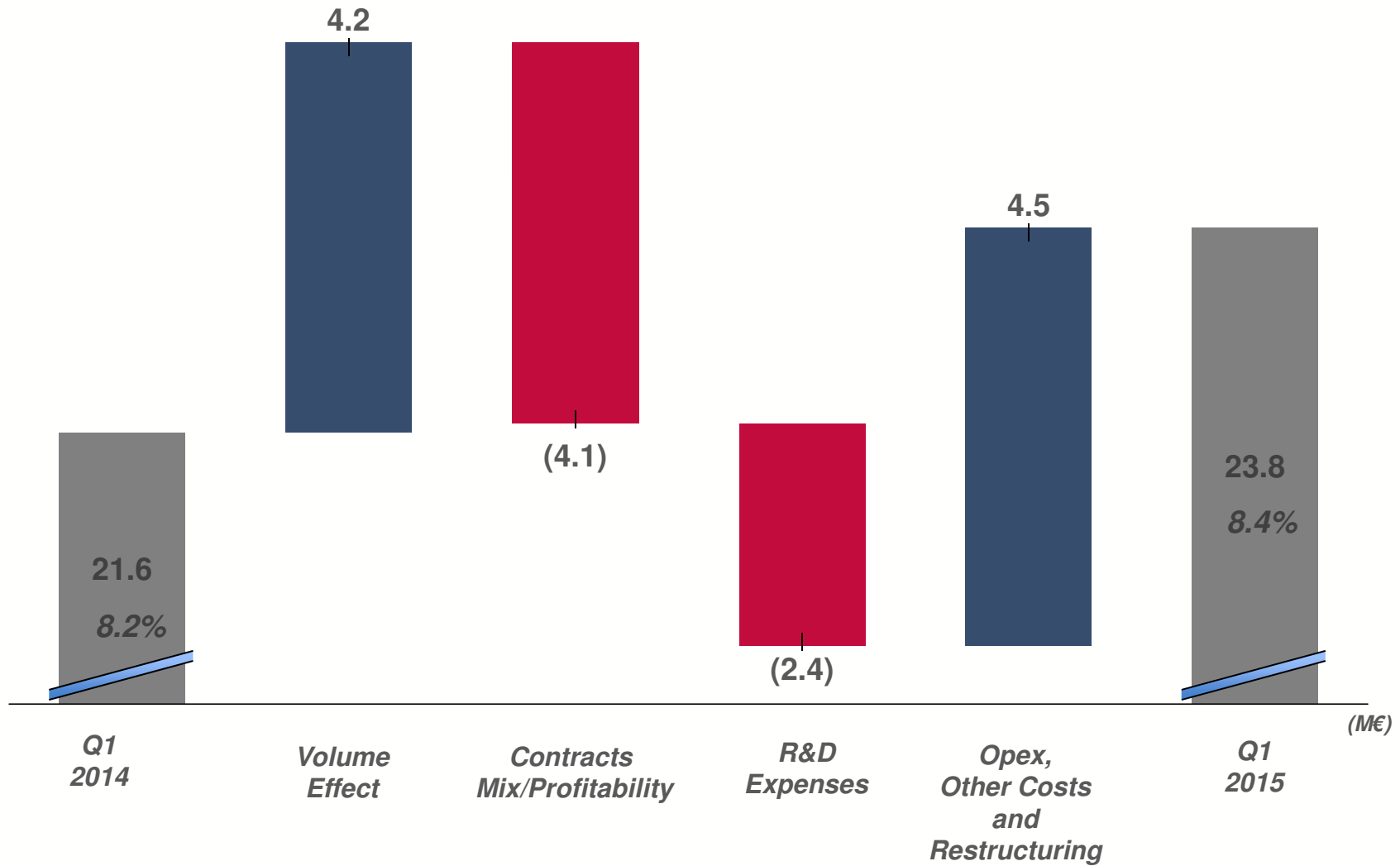
## 2015 – Key Data Guidance - Confirmed

<i>(M€)</i>	2014 Actual	2015 <i>Guidance</i>
New Orders	1,825.0	1,600 - 2,000
Order Backlog	6,120.8	6,300 - 6,800
Revenue	1,303.5	1,300 - 1,400
ROS	9.6%	~ 9.6%
Net Financial Position	(293.4)	(280) - (320)



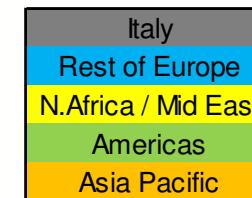
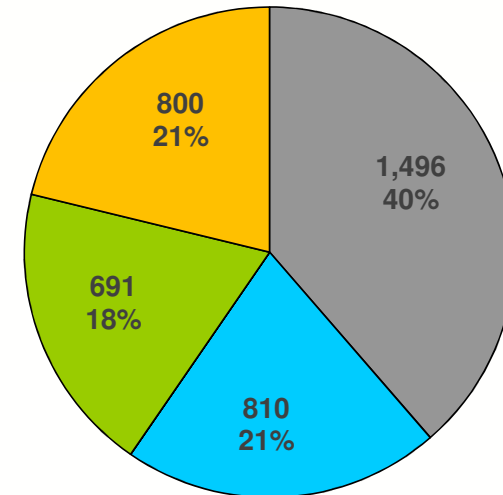
**Back Up**

## Back Up detail – EBIT Evolution – Q1 2015 vs Q1 2014



## Back Up detail – March 2015 - Total Headcount

Country	Main Locations	Headcount
<b>ITALY</b>	<i>Genoa, Naples, Turin, Potenza</i>	<b>1,496</b>
<b>FRANCE</b>	<i>Les Ulis, Riom</i>	<b>577</b>
<b>SPAIN</b>	<i>Madrid</i>	<b>168</b>
<b>SWEDEN</b>	<i>Stockholm</i>	<b>58</b>
<b>OTHER EUROPE</b>	<i>Munich, London</i>	<b>7</b>
<b>USA - CANADA</b>	<i>Pittsburgh, Batesburg, Honolulu, Montreal</i>	<b>691</b>
<b>AUSTRALIA</b>	<i>Perth, Brisbane</i>	<b>441</b>
<b>INDIA</b>	<i>Bangalore</i>	<b>221</b>
<b>MALAYSIA</b>	<i>Kuala Lumpur</i>	<b>45</b>
<b>CHINA</b>	<i>Beijing</i>	<b>70</b>
<b>Other Locations</b>	<i>various</i>	<b>23</b>
<b>TOTAL HEADCOUNT</b>		<b>3,797</b>



**APRs:** Automatic Position Reporting System, radio based digital communications system for local, regional, or long distance

**ATC:** Automatic Train Control, or ATC, is an integrated signaling system that guarantees the secure movement of trains. ATC integrates various subsystems positioned on-board and wayside. In addition to a full interlocking system, a complete ATC system consists of three subsystems: (i) ATP, (ii) ATO and (iii) ATS.

**ATP:** Automatic Train Protection, or ATP, is an ATC subsystem responsible for the safe operation of a signaling system. It imposes speed limits on trains, both to maintain a safe operating distance between them and to comply with safety and speed requirements. The ATP system is designed to be a fail-safe (vital) system.

**ATO:** Automatic Train Operation, or ATO, is an ATC subsystem which performs on-board, non-vital functions normally performed by a train driver, including ensuring a smooth acceleration of the train to the running speed, speed regulation and smoothly stopping the train at the proper position at station platforms or in front of stopping signals. ATO subsystems are primarily located on-board and represent one of the principal components of a driverless system. Additionally, ATO subsystems report vehicle health status to the central control offices.

**ATS:** Automatic Train Supervision, or ATS, is an ATC subsystem which operates to control trains automatically by means of ATO and ATP, in accordance with the railway timetable. This also involves a CTC system.

**BALISE:** An electronic beacon or transponder placed between the rails of a railway as part of an Automatic Train Protection system.

**CBI:** Computer Based Interlocking, or CBI, is an Interlocking System (see below) where the traditional wired networks of relays are replaced by software logic running on special-purpose fail-safe control hardware. The fact that the logic is implemented by software rather than hard-wired circuitry greatly facilitates the ability to make modifications when needed by reprogramming rather than rewiring (ACC, MicroLok® and SEI/PAI-NG are the Ansaldo STS CBI interlockings).

**CBTC:** Communication Based Train Control, or CBTC, is a system that allows for the interchangeability of different technological systems in use on various metro lines. CBTC can be understood as an attempt to create an ERTMS type standard for the mass transit industry.

**CENELEC:** European Committee for Electro technical Standardization

**CTC:** A Centralized Traffic Control system, or CTC, monitors the status of signaling on a line or network and displays the relevant status information to a central operator, assists in the management of the line or network consistent with the timetable and exercises control to prevent small schedule disturbances from becoming traffic jams. CTC also notifies the operator of ATC equipment failures and of failures in traction power and passenger station support facilities.

**CTCS :** Chinese Train Control System, a train control system used on railway lines in China

**DPL:** Dedicated Passenger Line.

**DTG:** Distance to Go, Wayside and on board ATP system track circuit based



**ETCS:** The European Train Control System (ETCS) is a signaling, control and train protection system designed to replace the many legacy safety systems currently used by European railways, especially on high-speed lines.

**ERTMS:** The European Rail Traffic Management System, or ERTMS, was introduced by the EU in 1992 as a means of creating a uniform system of command, control and coordination of rail traffic to allow for “interoperability” throughout EU territory. The ERTMS standard exists at three levels (ERTMS 1, 2 and 3) depending on use, each distinguished by the type of wayside and on-board equipment used and the manner in which this equipment communicates relevant data.

**EUROCAB / EVC:** Onboard computer used to process ETCS information.

**GA:** Generic Application

**GCP:** Grade Crossing Predictor, an electronic device which is connected to the rails of a railroad track and activates the crossing’s warning devices (lights, bells, gates, etc.), based on a range of factors, including train speed, which minimizes waiting delays for drivers and therefore reduces the number of accidents

**GNSS:** Global Navigation Satellite System, satellite-based global navigation system, can rely on US GPS (Global Positioning System), or Russian GLONASS (Global Navigation Satellite System), or European Galileo system under development.

**GP:** Generic Product

**GSM-R:** Global System for Mobile Communications-Railway, an international wireless communications standard for railway communication

**HERMES:** Automation – Supervision system used for mass transit system

**HSL:** High Speed Line, or HSL, refers to railway lines with capacity for speeds in excess of 200 km/h (125 mph).

**ICSS:** Integrated Control & Safety System. Integrated Communication Switching System.

**IXL:** Interlocking System. An interlocking system is responsible for the reliable and safe movement of trains inside a station, through complex junctions and for the length of the line. The interlocking system ensures that train movement is permitted only when a route is available and the switches along this route are safely locked in their position. In all cases the interlocking allocates a track portion or a route to one train at a time, excluding all others.

**LDS:** Localization Determination System, satellite-based solution for train control system SIL 4 localization

**LEU:** Encoder. Product that is interfaced to balise and permit it to change the telegram to be sent to the train in the intermittent ATP according to the status of the route

**LRT:** Light Rail Transit, or LRT, refers to a form of urban rail transit that utilizes equipment and infrastructure that is typically less massive than that used for metro systems, with modern light rail vehicles usually running along the system.

**MTBF:** Mean time between failures is the predicted elapsed time between inherent failures of a system during operation.

**MTBHE:** Mean Time Between Hazardous Events, estimated time between two events that can cause a hazardous event.

**MT:** Mass Transit



**OCC:** Operational Control Centre, system that monitors the status of signaling on the line and the location of trains

**OTP:** Optimizing Traffic Planner, or OTP, is a traffic management system that permits real time monitoring of the positioning of trains throughout a railway system. OTP optimizes system or network capacity by safely minimizing the time between trains, reducing operating costs. OTP is primarily designed for those markets where railway systems infrastructure is being used to full capacity

**PTC:** Positive Train Control, North American freight railway implementation of CBTC.

**RBC:** Radio Block Centre. All trains automatically report their exact position and direction of travel to the RBC at regular intervals. RBC sends by radio fail safe information to the train (ATP)

**SA:** Specific Application

**SCADA:** A Supervisory Control And Data Acquisition system, or SCADA, allows for the supervision of the various subsystems at work in a railway or mass transit environment. SCADA collects information from remote installations, transfers it back to a central office, analyzes the information, takes appropriate action and displays that data on a number of operator screens.

**SCC:** Automation – Supervision system used for railways system

**SCMT:** Sistema di Controllo della Marcia del Treno. Automatic train protection system.

**SIL: 0, 2, 4:** Safety Integrity Level (SIL) is determined for components and systems with safety functions.

**SSC:** Sistema Supporto Condotta, Italian train stopping system. Less sophisticated than SCMT.

**STO:** Semi-automated Operation Mode

**TETRA:** Terrestrial Trunked Radio , digital data and voice communication system

**TLC:** Telecom networking

**TSRs:** Temporary Speed Restrictions

**TTCs:** Train Conformity Check System verifies the conformity of running Rolling Stocks

**TVM:** Transmission Voie-Machine (TVM, track-to-train transmission in English) is a form of in-cab signalling originally deployed in France and used on high-speed railway lines.

**UTO:** Grade of Automation for systems, where there is no driver in the front cabin of the train, nor accompanying staff assigned to a specific train. This can also be referred to as Unattended Train Operation, or UTO

**VSS:** Vital Safety Server used in freight application (both as for IXI and RBC)



**Roberto Carassai, the Manager in charge of preparing the company's financial reports, hereby declares, pursuant to article 154-bis, paragraph 2 of the Consolidated Law on Finance, that the actual accounting information contained in this presentation corresponds to document results, books and accounting records**

This Analysts Presentation contains forward-looking statements which are based on current plans and forecasts of Ansaldo STS S.p.A. Such forward-looking statements are by their nature subject to a number of risk and factors not foreseeable that could cause actual results to differ from the plans, objectives and expectations expressed in such forward-looking statements.

These such forward-looking statements speak only as of the date on which they are made, and Ansaldo STS S.p.A. undertakes no obligation to update or revise any of them, whether as a result of new information, future events or otherwise.





**NB:** Ansaldo STS's management also assesses the performance of the group using certain indicators that are not defined by the IFRS.

The components of each indicator are described below as required by CESR/05 - 178b Communication:

**EBIT:** earnings before interest and taxes, before any adjustment. EBIT excludes gains or losses on unconsolidated equity investments and securities, as well as any gains or losses on sales of consolidated equity investments, which are classified under "financial income and expense" or "share of profits (losses) of equity-accounted investees" if related to equity-accounted investments.

**EBIT Adjusted** is given by EBIT, as defined above, net of the following items (where applicable):

- Any impairment of goodwill;
- Amortization of the portion of the purchase price allocated to intangible assets in relation to business combinations, as required by IFRS 3;
- Restructuring costs in relation to defined and significant plans;
- other income or expense not of an ordinary nature, i.e., related to particularly significant events unrelated to ordinary activities.

**Return on Sale (ROS):** it is calculated as the ratio of EBIT to revenue.

**Free operating cash flow (FOCF):** this indicator is the sum of cash flows generated by (used in) operating activities and cash flows generated by (used in) investing and disinvesting in property, plant and equipment, intangible assets and equity investments, net of cash flows from acquisitions and sales of equity investments which are deemed "strategic" due to their nature or importance. The FOCF is shown in the reclassified consolidated statement of cash flows.

**Funds From Operations (FFO):** This is the cash flows from (used in) operating activities, net of changes in working capital.

**Economic Value Added (EVA):** it is the difference between EBIT, net of income taxes and the cost of the average invested capital of the current and previous year measured on the base of the Weighted Average Cost of Capital (WACC).



**Net Working Capital:** *It is working capital less provisions for current risks and other current assets and liabilities.*

**Net Financial (Position) or Debt:** *The calculation model used complies with paragraph 127 of the CESR/05-054b recommendations implementing Regulation (EC) n ° 809/2004.*

**Net Invested Capital:** *It is the sum of non-current assets, non-current liabilities and net working capital.*

**New Orders:** *It is the sum of the contracts agreed with customers during the reporting period that meet the contractual requirements to be recorded in the orders book.*

**Order Backlog:** *It is the difference between new orders and revenue for the period (including the change in contract work in progress). This difference is added to the backlog for the previous year.*

**Headcount:** *It is the number of employees recorded in the relevant register on the reporting date.*

**Return on Equity (ROE):** *It is the ratio of the profit or loss for the twelve months to the average amount of equity at the reporting date and the corresponding period reporting date.*

**Research and development costs:** *total expense incurred for research and development, both expensed and sold. Research expense taken to profit or loss usually relates to "general technology", i.e. aimed at gaining scientific knowledge and / or techniques applicable to various new products and / or services. Sold research expense represents that commissioned by customers and for which there is a specific sales order and it is treated exactly like an ordinary order (sales contract, profitability, invoicing, advances, etc.) in accounting and management terms.*



*Our commitment to the theme of sustainable development is expressed in the countries where we operate, across five continents, through the dissemination of our corporate vision, attention to environmental, social, and promote our work through a climate of cooperation with local cultures.*

*In coherence with our vision this year we have joined the Global Compact, a voluntary initiative launched by the UN to spread culture of respect for human rights, labor, environment and against corruption.*



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THANK YOU FOR YOUR ATTENTION

