

Bit Market Services

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Vedi allegato.

Milan, 15th March 2016

Ansaldo STS - Guidance 2016

The Board of Directors of Ansaldo STS (STS.MI) according to Company's performance and market outlook, approved the 2016 Guidance.

New Orders : 1,400 – 2,000 euro millions

Order Backlog: 6,300 – 7,000 euro millions

Revenue: 1,350 – 1,450 euro millions

EBIT margin (ROS): about 9.8 %

Net Financial Position (positive net cash): (320) – (370) euro millions

This press release contains statements that are provisional in nature, based on Ansaldo STS current objectives and forecasts.

These provisional statements are by their nature subject to a number of unforeseeable risk factors, which could lead to results that are different from the plans, objectives and expectations expressed herein.

PRESS RELEASE

Note:

Ansaldo STS Management also assesses the performance of the group and the business units using certain indicators that are not defined by the IFRS-EU.

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. .
- **New orders:** the sum of the contracts agreed with customers during the period that meet the contractual requirements to be recorded in the orders book.
- **Order backlog:** 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.
- **Return on Sales (R.O.S.):** is the ratio of EBIT to revenue.
- **Net financial position or debt:** is the calculation method used that complies with paragraph 127 of the CESR/05-054b recommendations implementing Regulation (EC) no. 809/2004.

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