

FINANCIAL STATEMENTS YEAR 2016

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Chief Financial Officer, Asia

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Michele Marinutti
Vice President, Controlling

DANIELI

FINANCIAL TEAM
YEAR ENDED
JUNE 30, 2016

Millions of Euro	30/06/2016	30/06/2015	GUIDANCE
Revenues	2.508,4	2.765,9	2.700-2.850
EBITDA	211,4	254,2	240-260
EBIT	90,2	150,2	
Net profit attributable to the Group	88,3	161,8	
Group shareholders' equity	1750	1700	
Net financial position	908,2	956,1	
Number of employees	9.419	10.954	
Group order book	2.814	3.155	3.100-3.300

FINANCIAL TEAM SALES

Millions of Euro

30/06/2016

30/06/2015

GUIDANCE

Plant making

1.882,6

2.039,6

2.050-2.100

Steel making

621,3

726,3

650-750

Total

2.503,9

2.765,9

2.700-2.850

FINANCIAL TEAM
GROSS OPERATING
MARGIN- EBITDA

Millions of Euro

30/06/2016

30/06/2015

GUIDANCE

Plant making

149,3

183,7

180-190

Steel making

62,1

70,5

60-70

Total

211,4

254,2

FINANCIAL TEAM

EBIT

Millions of Euro

30/06/2016

30/06/2015

Plant making

70,9

123,3

Steel making

19,3

26,9

Total

90,2

150,2

FINANCIAL TEAM
NET PROFIT
FOR THE PERIOD
ATTRIBUTABLE
TO THE GROUP

Millions of Euro

30/06/2016

30/06/2015

Plant making

76,6

145,1

Steel making

11,7

16,7

Total

88,3

161,8

Financial Team

NET FINANCIAL POSITION

FINANCIAL TEAM
NET FINANCIAL
POSITION

+908 Millions of Euro

FINANCIAL TEAM

NET FINANCIAL POSITION

Millions of Euro	30/06/2016	30/06/2015	Variation
Securities and other financial receivables	456,1	340,5	115,4
Cash at banks	1.389,5	1.359,3	30,2
A. TOTAL CURRENT FINANCIAL ASSETS	1.845,6	1.699,8	145,8
Other debts	(357,0)	(270,3)	(86,7)
Bank debts	(170,4)	(158,8)	(11,6)
B. TOTAL CURRENT FINANCIAL LIABILITIES	(527,4)	(429,1)	(98,3)
C. Total NON-CURRENT FINANCIAL LIABILITIES	(410,0)	(314,7)	(95,3)
Positive net financial position (A) - (B) - (C)	908,2	956,1	(47,8)

FINANCIAL TEAM SUSTAINABILITY REPORT

GLOBAL VALUE ADDED

Millions of Euro

30/06/2016

A. Value of production

2.503,9

B. Intermediate costs of production

(1.962,5)

(A - B) Core global value added

541,4

C. Ancillary components

23,0

Global value added (A - B + C)

564,4

FINANCIAL TEAM SUSTAINABILITY REPORT

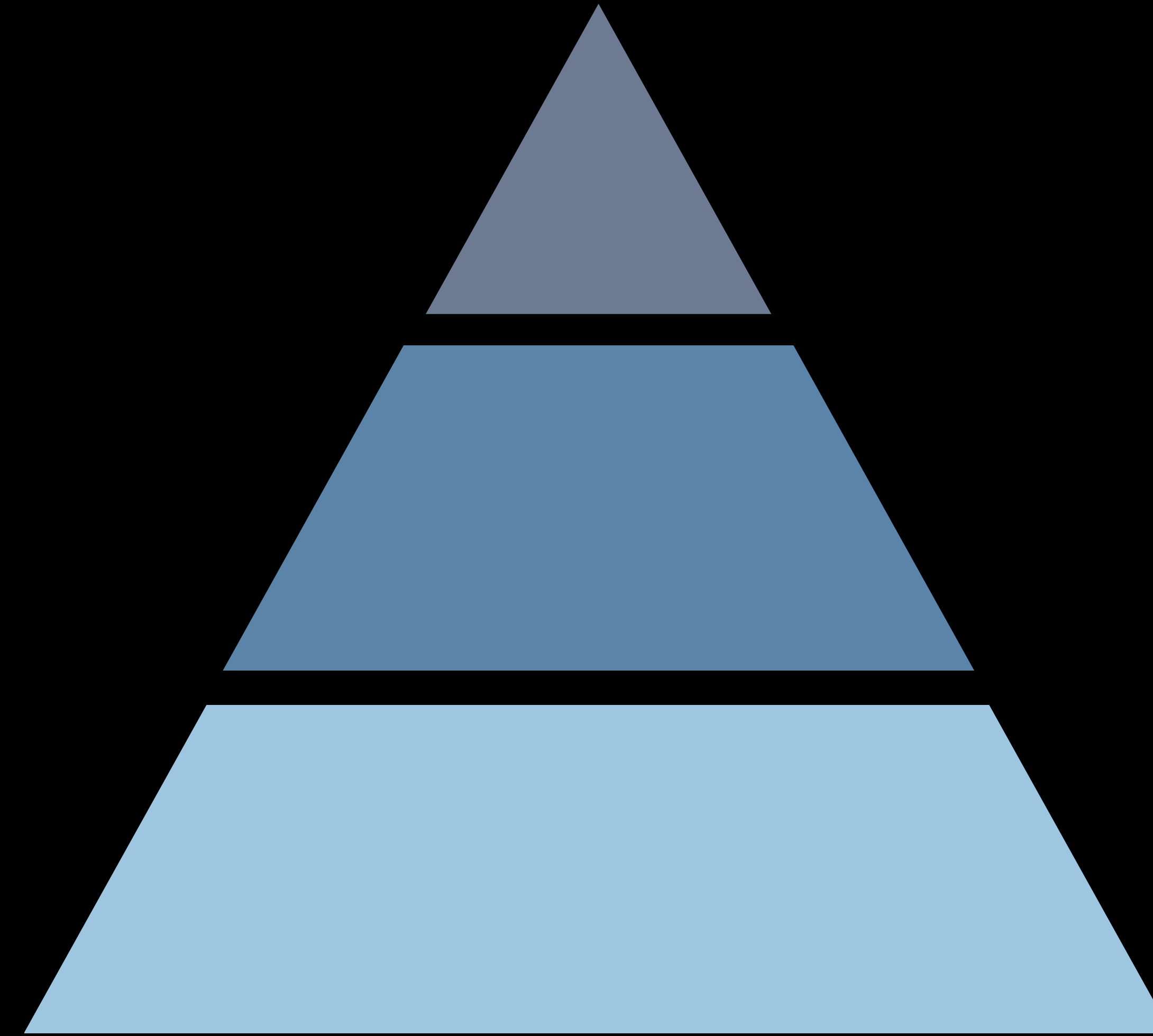
DISTRIBUTION OF GLOBAL VALUE ADDED

Millions of Euro	30/06/2016	%
A. Personnel remuneration	443,8	78,6%
B. Public Administration remuneration	23,7	4,2%
C. Venture capital remuneration	8,2	1,5%
D. Third party remuneration	-0,3	-0,1%
E. Company remuneration	79,9	14,2%
F. Lender remuneration	7,7	1,4%
G. Donations and sponsorships	1,4	0,2%
Global value added	564,4	100,0%

FINANCIAL TEAM AUDIT



FINANCIAL TEAM



6
AREAS

65
COMPANIES

250
COLLEAGUES

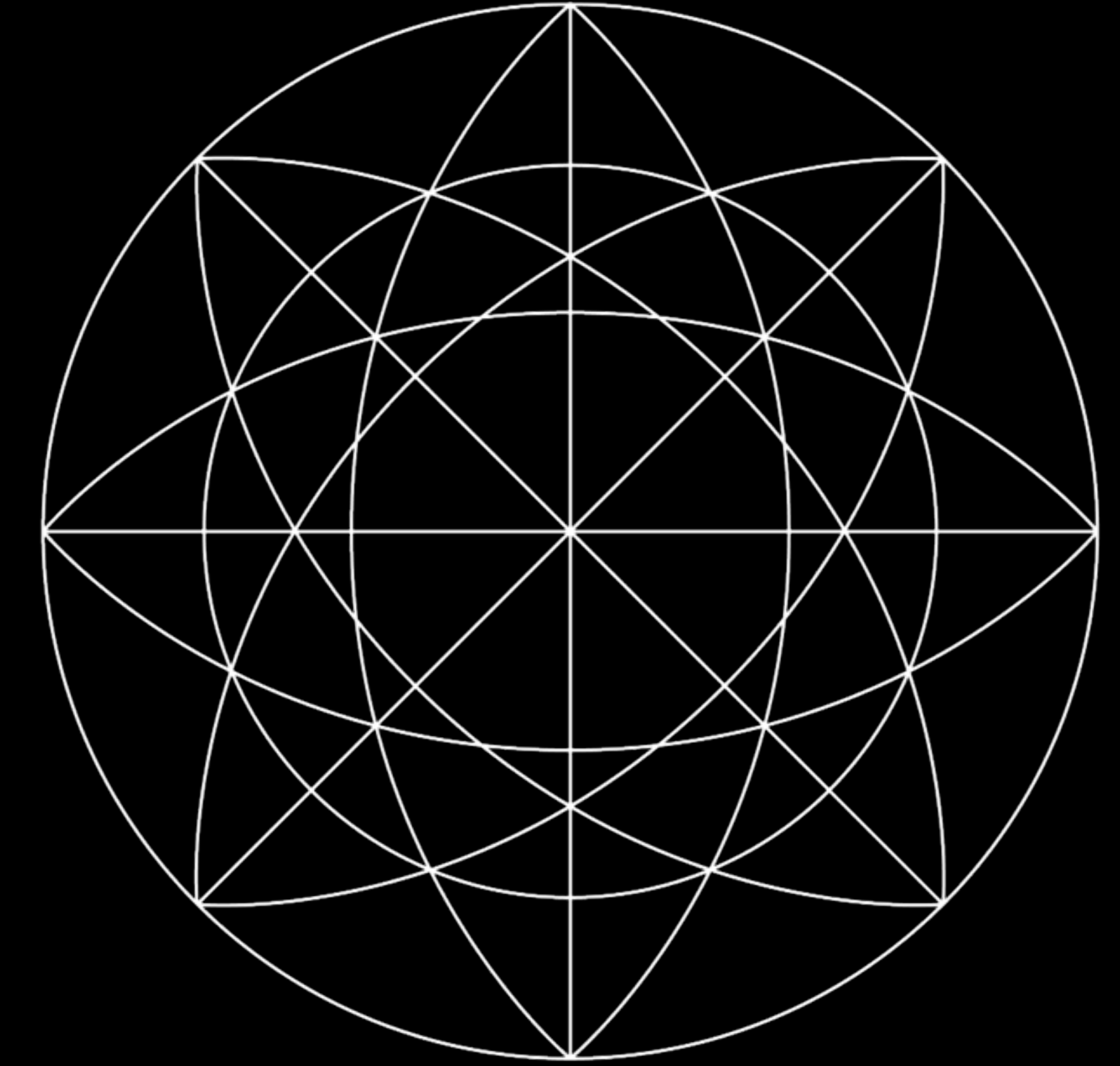
FINANCIAL TEAM
65 DIFFERENT
COMPANIES GROUPED
IN 6 MAIN REGIONS

MAIN REGIONS	NUMBER OF COMPANIES
HEADQUARTERS	1
ITALY	9
EUROPE	30
ASIA	10
AMERICAS	10
REST OF THE WORLD	5

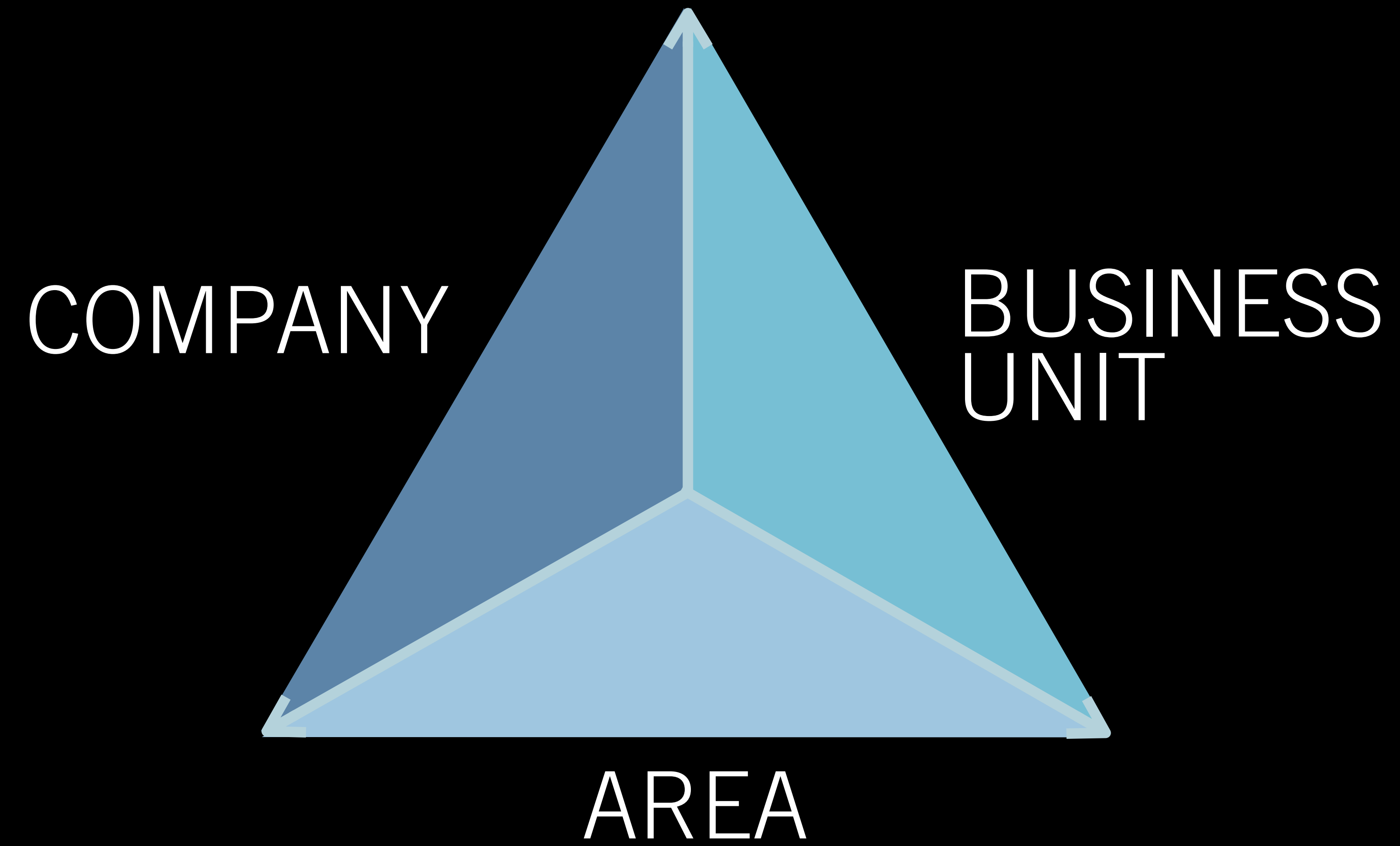


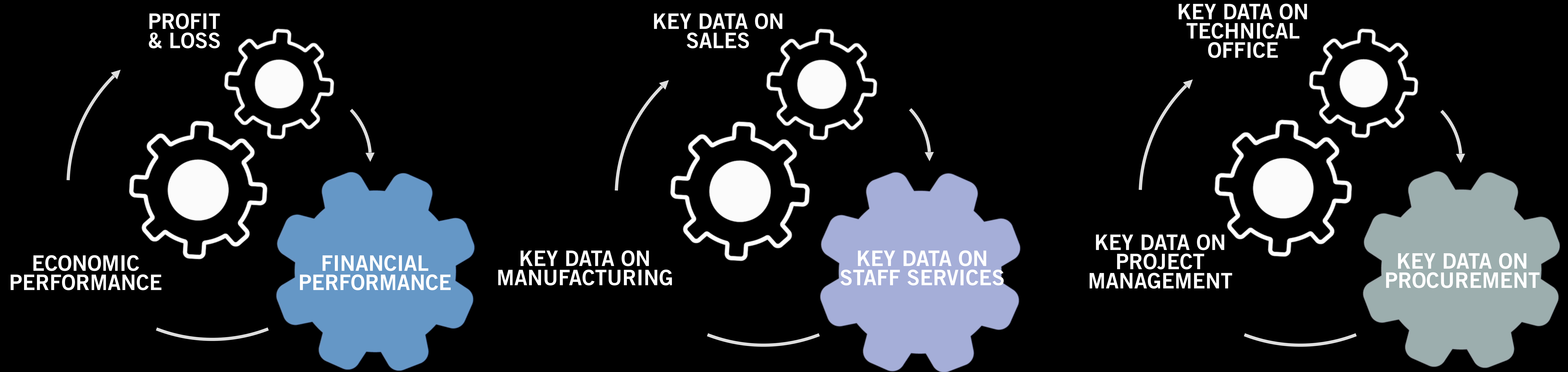
FINANCIAL TEAM

MAIN AREAS	NUMBER OF BUSINESS UNITS
LONG PRODUCTS	10
FLAT PRODUCTS	4
PLANT ENGINEERING	4
SERVICE & OTHER	4
AUTOMATION	1
CONSTRUCTION	1



FINANCIAL TEAM





STAFF

PROCUREMENT

ECONOMICAL
ASPECTS

SALES

PROFIT

DATA
CONTROL

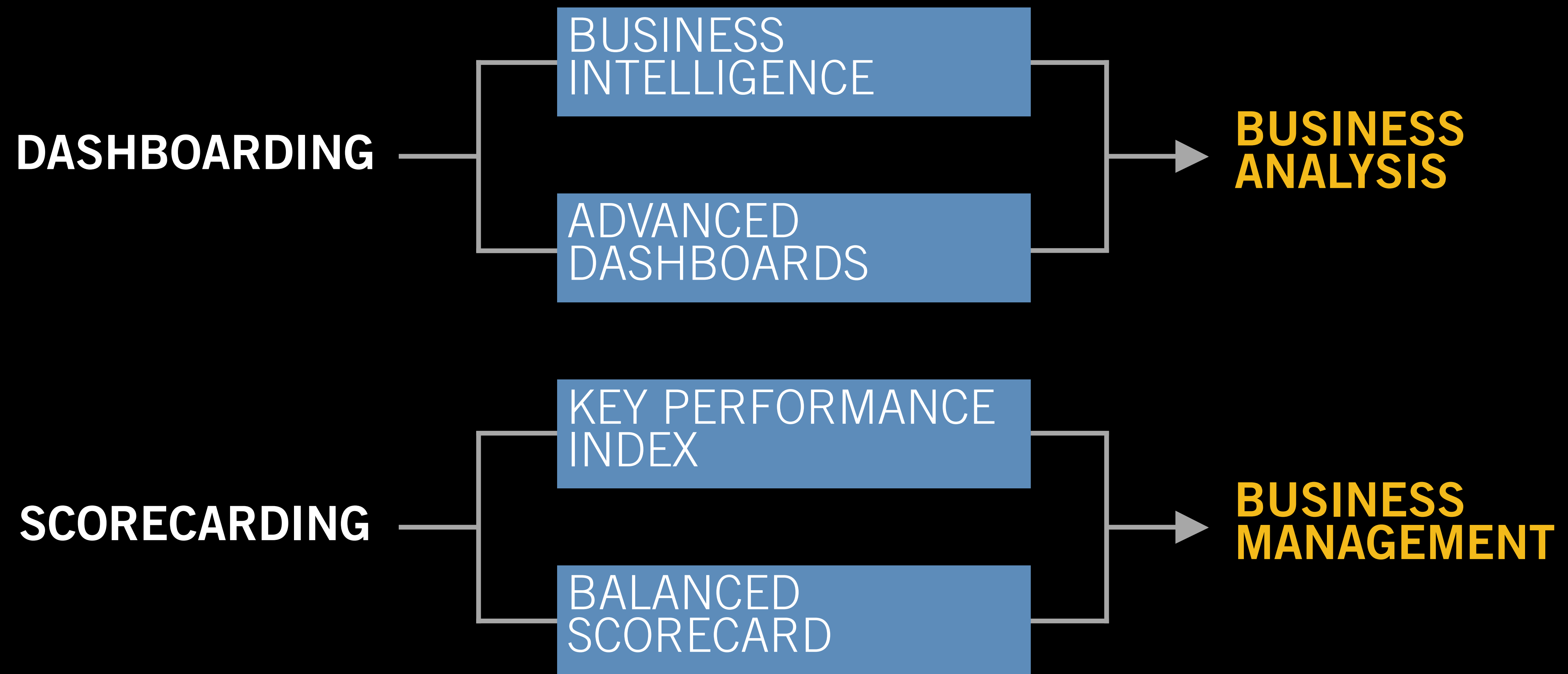
LOSS

TECHNICAL
OFFICES

MANUFACTURING



FINANCIAL TEAM MANAGEMENT CONTROL IN THE NEW INDUSTRIAL ENVIRONMENT



FINANCIAL TEAM
IN FY 2015/2016

10,000 contacts

120 sites

8,000 jobs/service

50,000 t equipments

1,300 customers

2,000,000 hours

2,000 jobs/plants

40 countries

7,000,000,000
rows of data processed



FINANCIAL TEAM MANAGING BIG DATA AND CREATING NEW VALUE



FINANCIAL TEAM



**MANAGEMENT
CONTROL**

FINANCIAL TEAM



**MANAGEMENT
CONTROL**