



FIRST QUARTER 2019 RESULTS PRESENTATION

18 April 2019



FORWARD-LOOKING STATEMENTS

Forward-looking statements contained in this presentation regarding future events and future results are based on current expectations, estimates, forecasts and projections about the industries in which Saipem S.p.A. (the “Company”) operates, as well as the beliefs and assumptions of the Company’s management.

These forward-looking statements are only predictions and are subject to known and unknown risks, uncertainties, assumptions and other factors beyond the Company’s control that are difficult to predict because they relate to events and depend on circumstances that will occur in the future. These include, but are not limited to: forex and interest rate fluctuations, commodity price volatility, credit and liquidity risks, HSE risks, the levels of capital expenditure in the oil and gas industry and other sectors, political instability in areas where the Group operates, actions by competitors, success of commercial transactions, risks associated with the execution of projects (including ongoing investment projects), in addition to changes in stakeholders’ expectations and other changes affecting business conditions.

Therefore, the Company’s actual results may differ materially and adversely from those expressed or implied in any forward-looking statements. They are neither statements of historical fact nor guarantees of future performance. The Company therefore cautions against relying on any of these forward-looking statements. Factors that might cause or contribute to such differences include, but are not limited to, economic conditions globally, the impact of competition, political and economic developments in the countries in which the Company operates, and regulatory developments in Italy and internationally. Any forward-looking statements made by or on behalf of the Company speak only as of the date they are made. The Company undertakes no obligation to update any forward-looking statements to reflect any changes in the Company’s expectations with regard thereto or any changes in events, conditions or circumstances on which any such statement is based. Accordingly, readers should not place undue reliance on forward-looking statements due to the inherent uncertainty therein.

The Financial Reports contain analyses of some of the aforementioned risks.

Forward-looking statements neither represent nor can be considered as estimates for legal, accounting, fiscal or investment purposes. Forward-looking statements are not intended to provide assurances and/or solicit investment.

TODAY'S PRESENTATION

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OPENING REMARKS

2

1Q 2019 RESULTS

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BUSINESS UPDATE

4

CLOSING REMARKS

OPENING REMARKS

1Q 2019

Good results on trend with 2019 guidance

- E&C Offshore: solid, effective execution
- E&C Onshore: turnaround progressing
- Drilling: higher volumes, margins adjusting to current environment

Contract awards for c.€2.5bn, book to bill 1.2x

Backlog at €14.8bn, including non-consolidated projects

2019 coverage improving

Visibility remains strong on selected near-term opportunities

Stable net debt



1Q 2019 RESULTS

18 April 2019

IFRS 16 FIRST ADOPTION 1/2

2019 IMPACTS

INCOME STATEMENT

EBITDA



Financial Charges



Net Income



BALANCE SHEET

Net Debt



Leverage



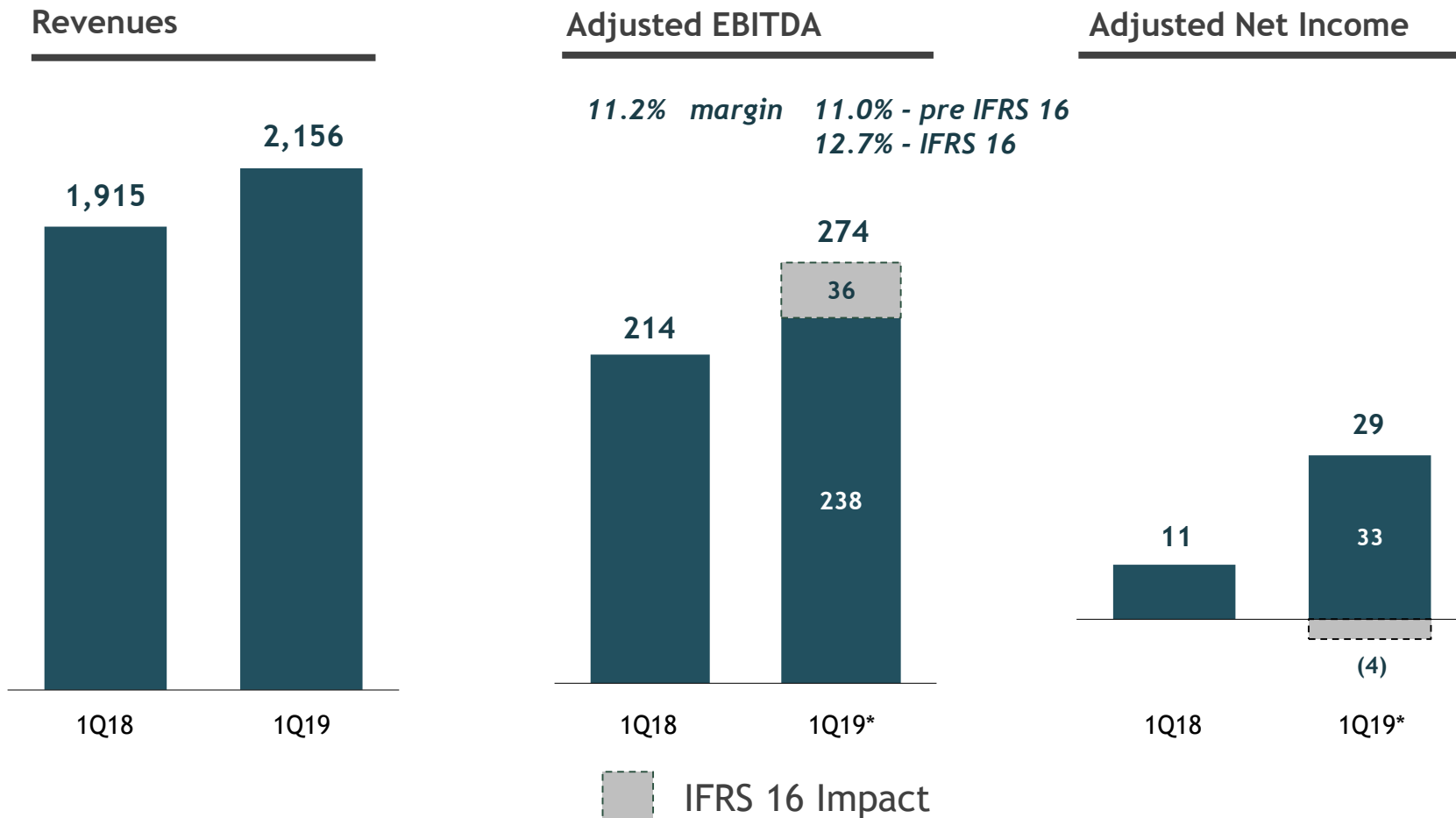
IFRS 16 FIRST ADOPTION 2/2

1Q 2019 RECONCILIATION

	1Q 2018 €mn	1Q 2019 €mn		
		pre IFRS 16	IFRS 16	IMPACT
Adjusted EBITDA	214	238	274	 36
Depreciation	114	115	148	 33
Financial Charges	43	47	54	 7
Adjusted Net Income	11	33	29	 4
Net Debt	1,200	1,185	1,745	 560

1Q 2019 RESULTS

YoY COMPARISON (€ mn)

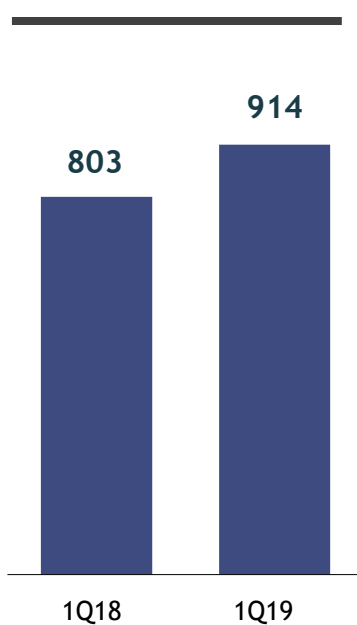


1Q 2019 RESULTS - E&C

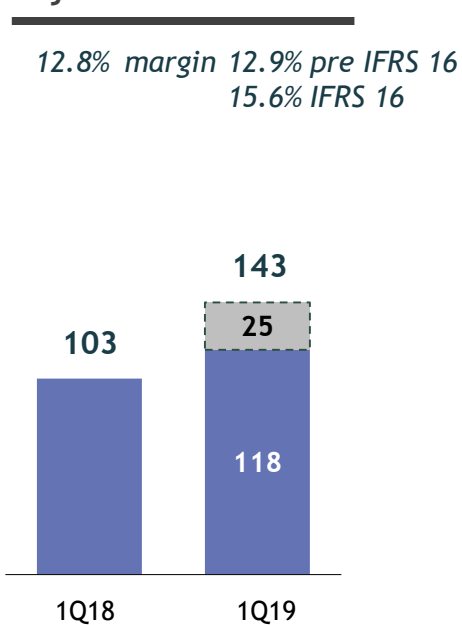
YoY COMPARISON (€ mn)

E&C OFFSHORE

Revenues

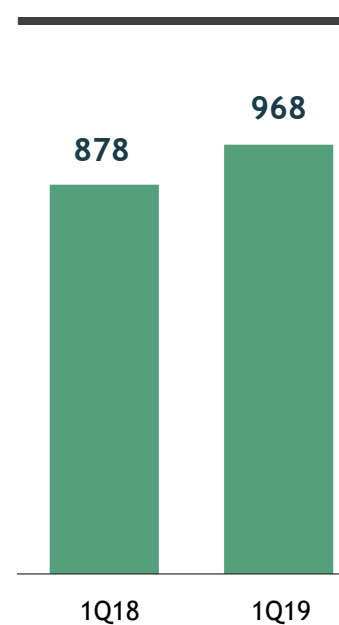


Adjusted EBITDA

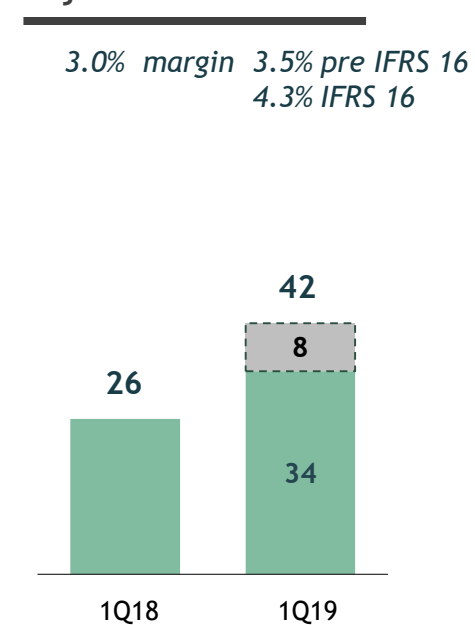


E&C ONSHORE*

Revenues



Adjusted EBITDA



(*) E&C Onshore including Floaters business and XSight

 IFRS 16 Impact

- Higher volumes in Middle East
- Good execution underpinning solid margin, stable YoY

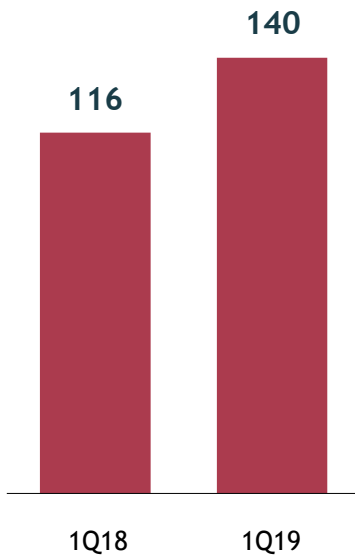
- Higher volumes in various regions more than offsetting lower activity in West Africa
- Adjusted EBITDA margin up, due to turnaround effort

1Q 2019 RESULTS - Drilling

YoY COMPARISON (€ mn)

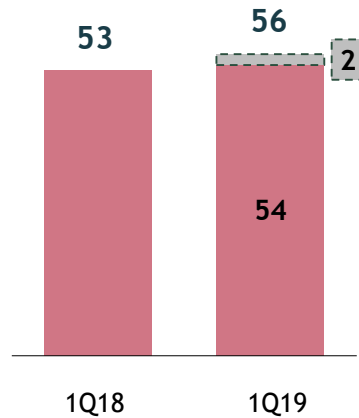
DRILLING OFFSHORE

Revenues



Adjusted EBITDA

45.7% margin 38.6% pre IFRS 16
40.0% IFRS 16



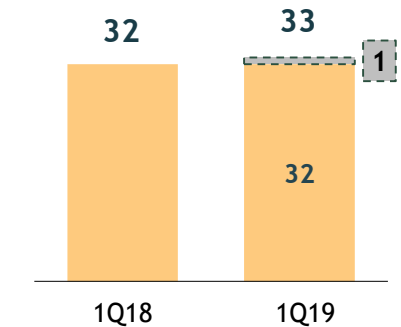
DRILLING ONSHORE

Revenues



Adjusted EBITDA

27.1% margin 23.9% pre IFRS 16
24.6% IFRS 16



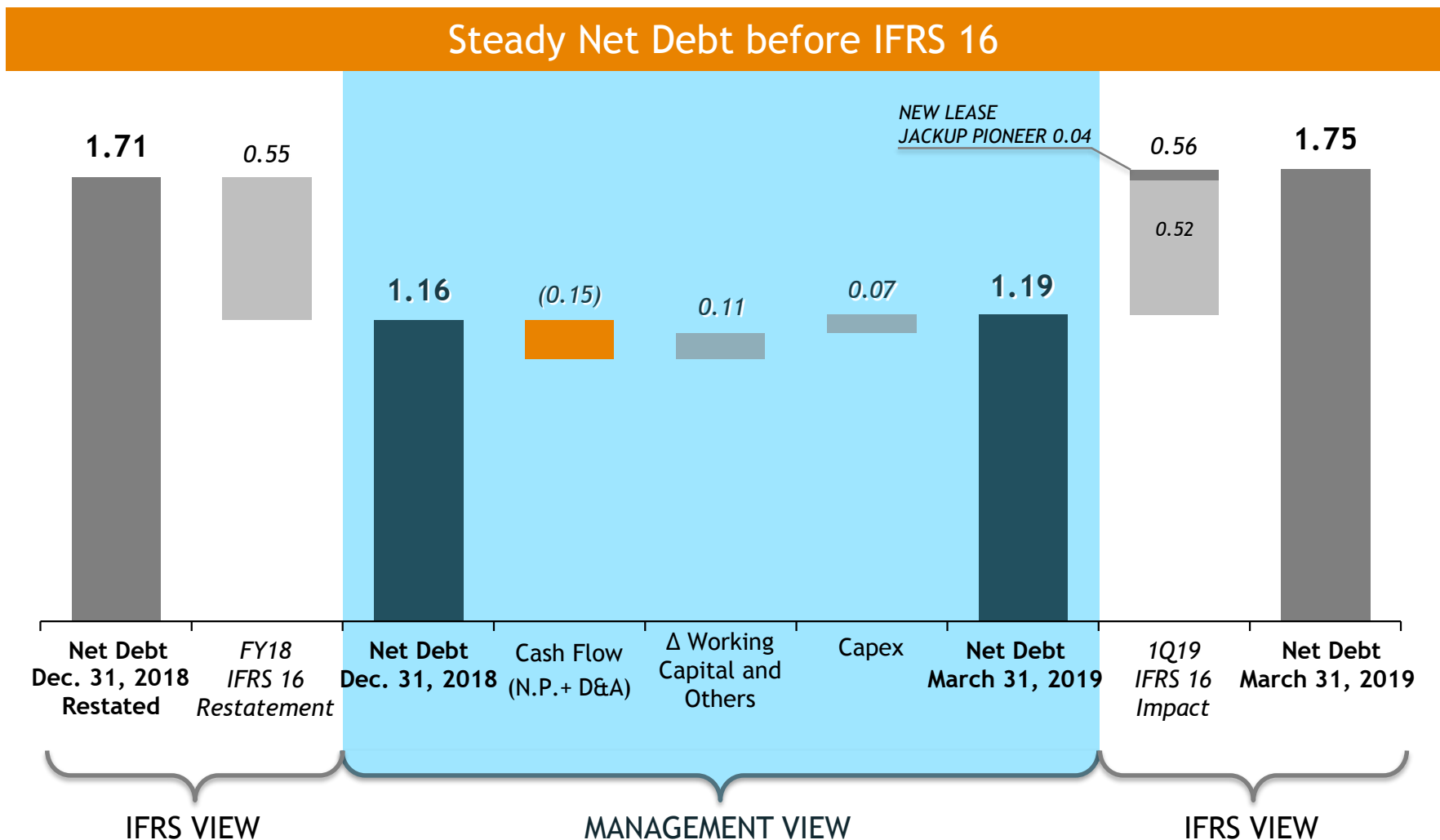
IFRS 16 Impact

- Higher volumes driven by Scarabeo 8 and Pioneer offsetting idle TAD
- EBITDA margin adjusting to current environment

- Increasing activity in Middle East, Argentina and Peru more than compensating tightening Caspian
- Good margin though slightly lower YoY

1Q 2019 NET DEBT EVOLUTION

(€ bn)





BUSINESS UPDATE

18 April 2019

MAIN RECENT AWARDS 1/2

1Q 2019

E&C Offshore



BERRI AND MARJAN FIELD DEVELOPMENT

REMINDER

- Client: Saudi Aramco
- Location: Kingdom of Saudi Arabia - Arabian Gulf
- Scope of work: EPCI of Platforms, with associated subsea pipelines, cables and infrastructures
- Main vessels employed: DeHe, Castoro II

HIGHLIGHTS:

More than 25 E&C Offshore projects carried out for Saudi Aramco



BP TORTUE MARINE CIVIL WORKS

REMINDER

- Client: BP
- Location: Maritime border of Mauritania and Senegal
- Scope of work: EPCI of berthing and loading facilities, in consortium with Eiffage
- Main vessels employed: Saipem 3000

HIGHLIGHTS:

Up to 22,000 tons of marine structures

NEW CONTRACT AWARDED IN 2Q FOR THE HUB TERMINAL FACILITIES

Drilling Onshore



NEW CONTRACTS IN SAUDI ARABIA AND BOLIVIA AND VARIOUS OTHER EXTENSIONS

- 3 New long-term contracts with Saudi Aramco ranging from 3 to 5 years
- 3 Additional contract extensions with Saudi Aramco
- 1 New long-term contract in Bolivia with duration of c. 30 months
- Various other new contracts and extensions in Q1 and Q2 in Latin America

HIGHLIGHTS:

Consolidating presence in the Middle East; market improving in Latin America

MAIN RECENT AWARDS 2/2

1Q 2019

Drilling Offshore

REMINDER



PERRO NEGRO 8

- Client: ADNOC
- Location: United Arab Emirates
- Terms: 9 months, in continuation from previous engagement



PERRO NEGRO 7

- Client: Saudi Aramco
- Location: Saudi Arabia
- Terms: 4 years, in continuation from previous engagement

HIGHLIGHTS FOR PN7 AND PN8 :

Consolidation of relationship with strategic clients in a key area



SCARABEO 8

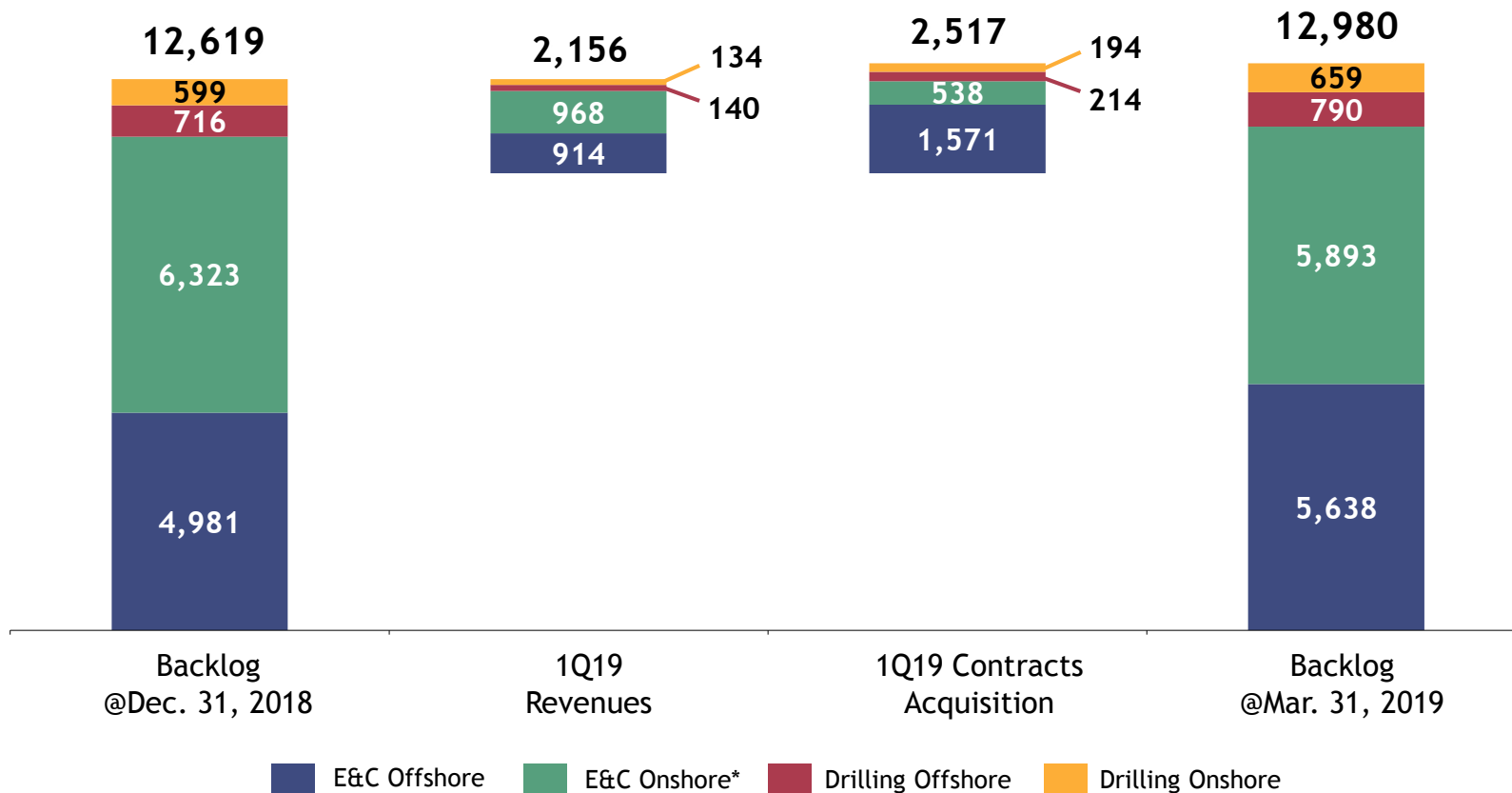
- Client: Wintershall
- Location: Norway
- Terms: 2 wells firm plus 2 wells option, expected to start around 4Q 2019

HIGHLIGHTS:

Improving market; new important relationship extending client base

1Q 2019 BACKLOG

(€ mn)



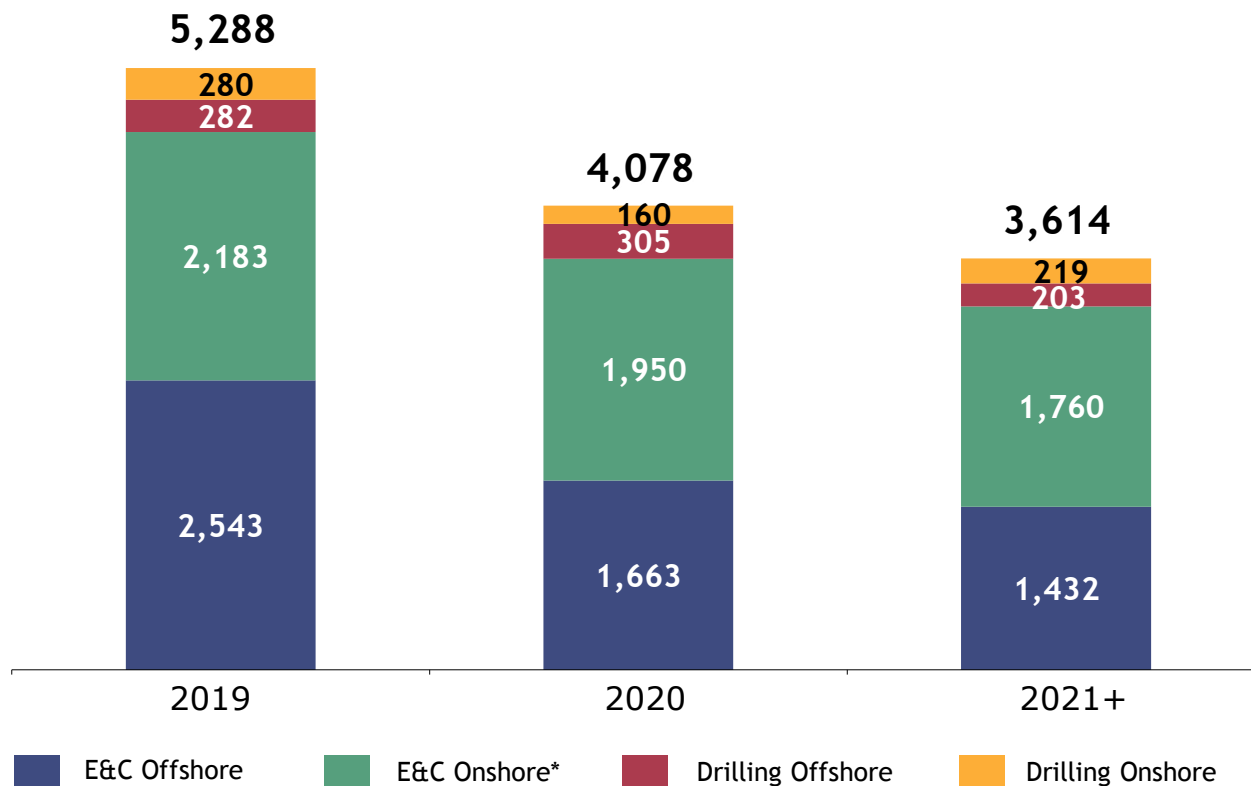
NON-CONSOLIDATED BACKLOG @ Mar. 31, 2019	
(€ mn)	1,844



(*) E&C Onshore including Floaters business and XSight

BACKLOG BY YEAR OF EXECUTION

(€ mn)



NON-CONSOLIDATED BACKLOG BY YEAR OF EXECUTION

	2019	2020	2021+
€ mn	154	425	1,265

2019 E&C OPPORTUNITIES

GOOD VISIBILITY ON SELECTED INITIATIVES

Americas

- *SUBSEA*
- *PIPELINES*
- *FLOATERS*

Approx. value of opportunities: €2.8bn

Middle East

- *UPSTREAM*
- *FIXED FACILITIES*
- *PIPELINES*
- *DOWNSTREAM*

Approx. value of opportunities: €6.4bn

Africa

- *LNG*
- *SUBSEA*
- *PIPELINES*
- *DOWNSTREAM*
- *FIXED FACILITIES*

Approx. value of opportunities: €14.1bn

Europe/ CIS and Central Asia

- *RENEWABLES*
- *FIXED FACILITIES*
- *DECOMMISSIONING*
- *LNG*
- *DOWNSTREAM*
- *PIPELINES*

Approx. value of opportunities: €2.4bn

Asia Pacific

- *PIPELINES*
- *SUBSEA*
- *RENEWABLES*
- *DOWNSTREAM*

Approx. value of opportunities: €1.9bn

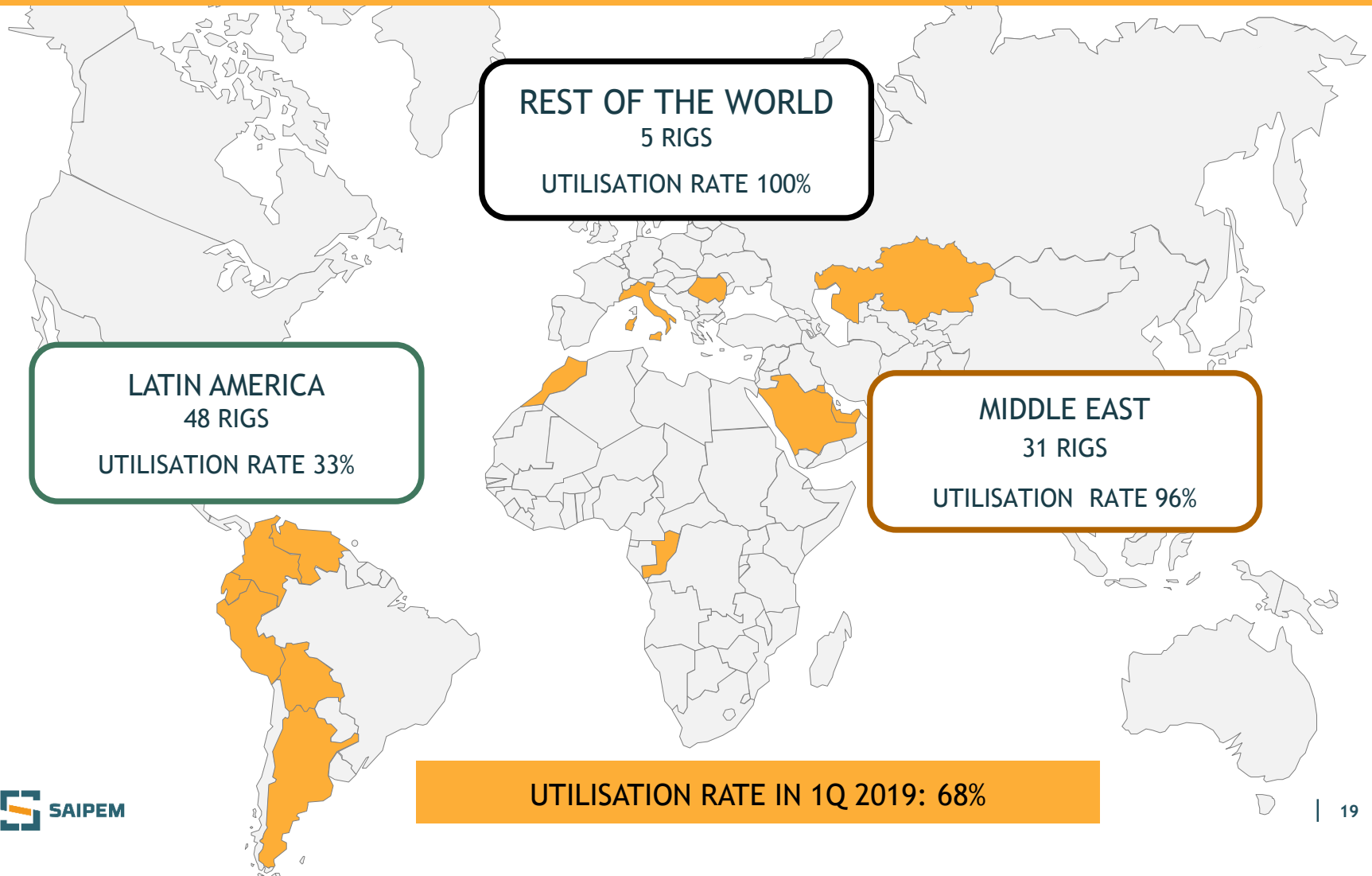
OFFSHORE DRILLING FLEET



		2019	2020	2021	CLIENT	AREA	
ULTRA DEEP-WATER and HARSH ENV.	Saipem 12000	■	■	■ TO 2022>	Eni	Pakistan-Mozamb.	
	Saipem 10000	■			Eni	Egypt	
	Scarabeo 9	■			Eni	Egypt	
	Scarabeo 8	■	■		AkerBP - Eni - Wintershall	Norway	
DEEP- WATER	Scarabeo 7	■			Eni	Indonesia	
	Scarabeo 5*				-	-	
SHALLOW-WATER	HI SPEC	Perro Negro 8	■		ADNOC	UAE	
		Perro Negro 7	■	■	TO 2023>	Saudi Aramco	Saudi Arabia
		Pioneer**	■		TO 2022>	Eni	Mexico
	STANDARD	Perro Negro 5	■		TO 2024>	Saudi Aramco	Saudi Arabia
		Perro Negro 4	■	■		Petrobel	Egypt
		Perro Negro 2*				-	-
TENDER ASSISTED	TAD						

ONSHORE DRILLING FLEET

ONSHORE FLEET @ MARCH 31, 2019: 84 RIGS





CLOSING REMARKS

18 April 2019

CLOSING REMARKS

GOOD OPERATIONAL RESULTS SUSTAINED BY HIGHER VOLUMES
AND EFFECTIVE EXECUTION IN E&C

1Q19 BOOK-TO-BILL GREATER THAN 1x: DRIVEN BY AWARDS IN E&C OFFSHORE
AND IMPROVING ACTIVITY IN DRILLING

GOOD VISIBILITY ON SELECTED NEAR TERM E&C OPPORTUNITIES

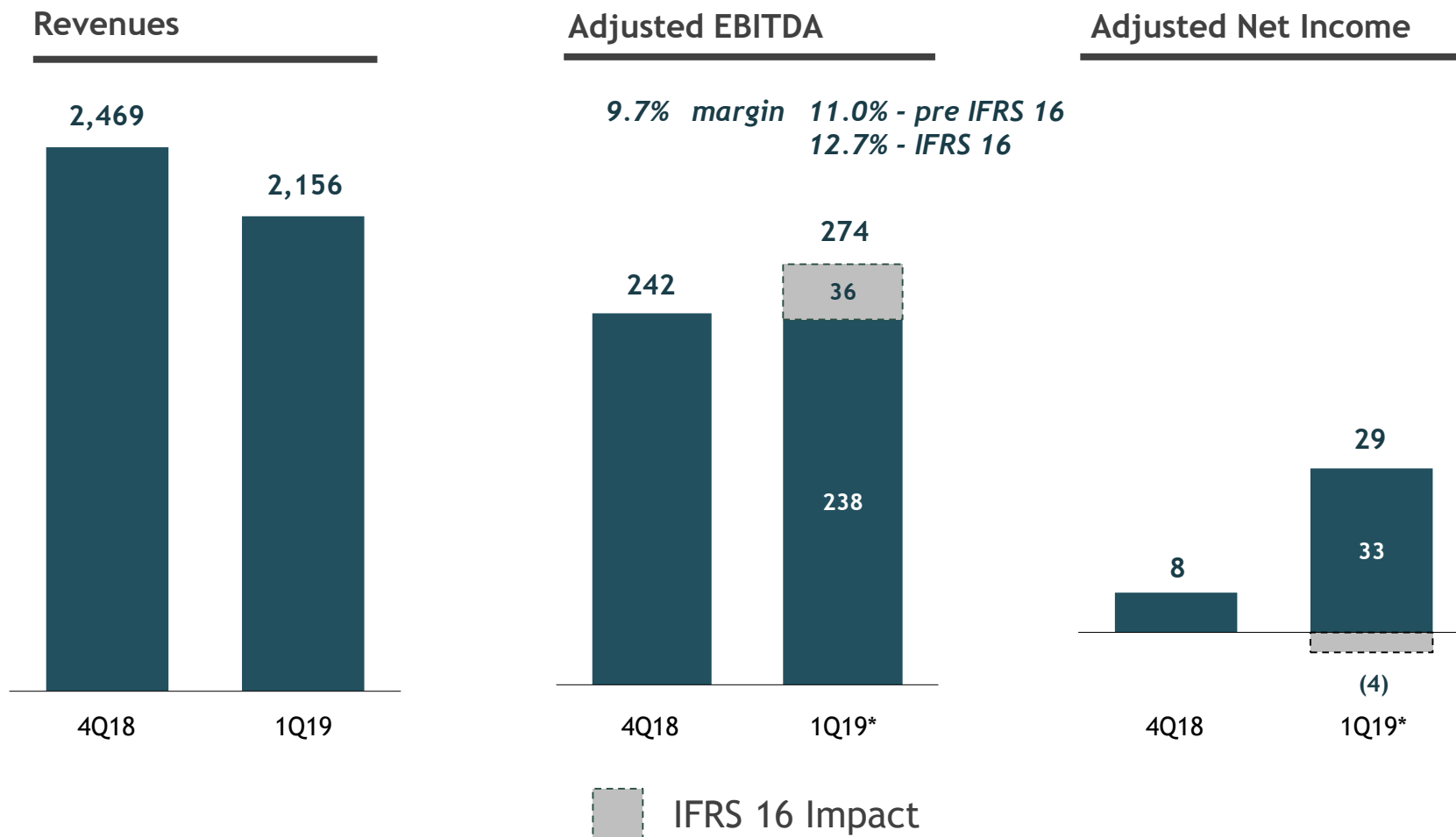
WELL POSITIONED TO DELIVER YEARLY GUIDANCE



APPENDIX

1Q 2019 RESULTS

QoQ TREND (€ mn)

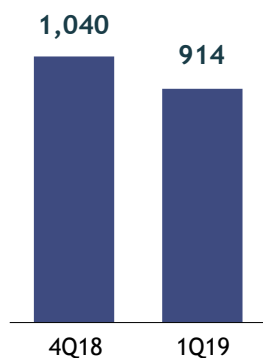


1Q 2019 RESULTS

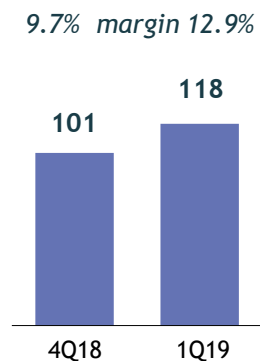
QoQ TREND (pre IFRS 16 - € mn)

E&C OFFSHORE

Revenues

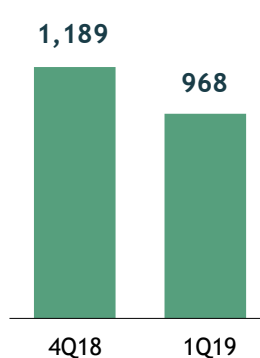


Adjusted EBITDA

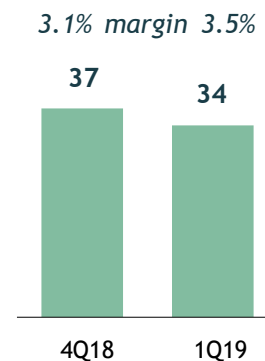


E&C ONSHORE*

Revenues

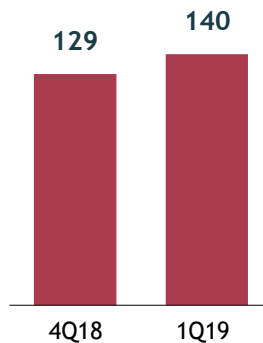


Adjusted EBITDA

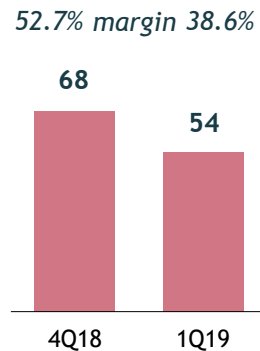


DRILLING OFFSHORE

Revenues



Adjusted EBITDA

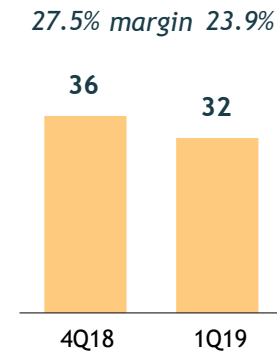


DRILLING ONSHORE

Revenues

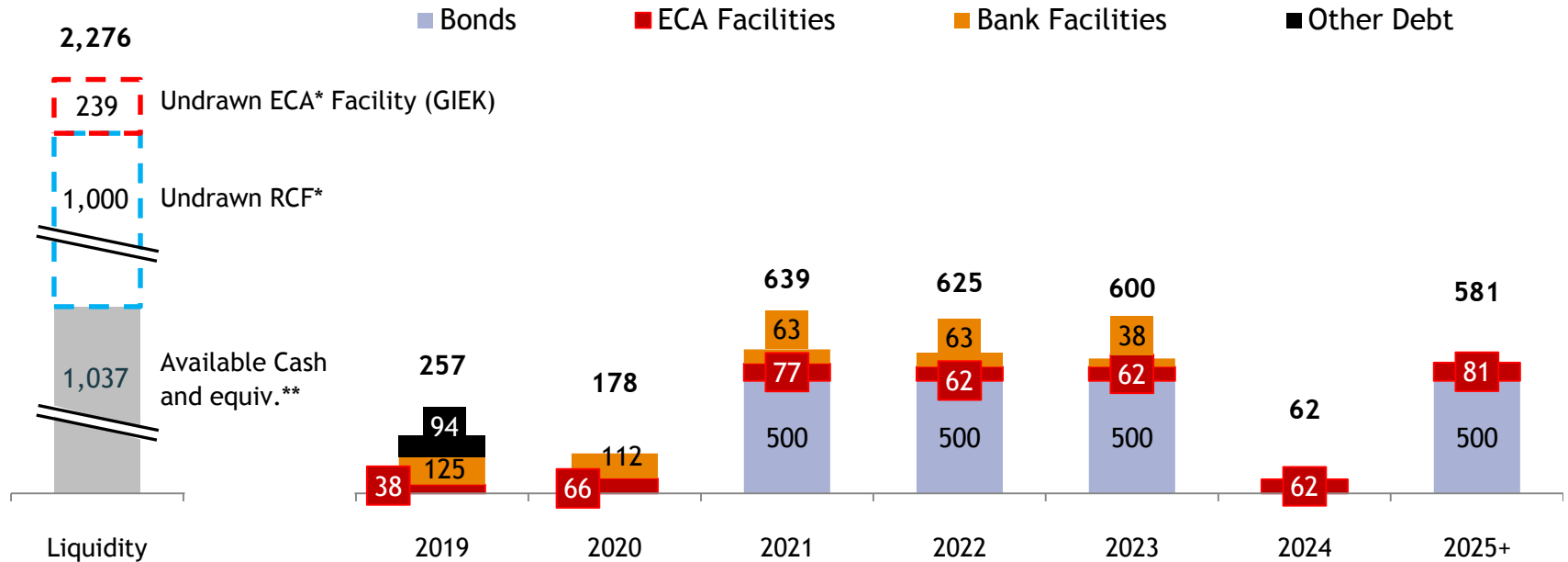


Adjusted EBITDA



CAPITAL STRUCTURE AS OF MARCH 31, 2019

LIQUIDITY AND MATURITY PROFILE (€ mn)



- Average debt maturity c.3.4 years. Overall financing interest rate c.4%, including treasury hedging
- Undrawn committed cash facilities totalling c.€1.2bn, in addition to c.€0.2bn of uncommitted facilities
- Available cash and equivalent c.€1.0bn**

(*) Committed (**) Not including trapped cash and marketable securities/other credit for c.€0.7bn

2019 GUIDANCE

REMINDER

Metrics	FY 2019*
Revenues	■ c. €9bn
Adjusted EBITDA % margin	■ >10%
CAPEX	■ c. €500mn
Net financial position	■ c. €1.0bn