Partner in a changing world
Tesmec was established in **1951** in Bergamo - Italy as a pioneering stringing equipment manufacturer.

Since then Tesmec Group has evolved as one of the most innovative world leaders in the stringing business. At a later stage, Tesmec has positioned itself as a solution leader for the infrastructure market with the development of today’s leading design of trenchers.

Products range became wider and wider, following the “3xi” approach: Internationalization, Innovation, Integration. These keywords drive Tesmec towards a growing future.
Modern societies, as well as the emerging ones, face future challenges to invest in energy and telecommunications sectors. New technologies can fill the infrastructural gaps existing between countries; these will improve the efficiency and the needs for future generations. The need to rationalize energy costs and to improve the transmission speed of information, makes the global investments in energy and telecommunication sectors necessary for the global growth. This is the reason why, Tesmec mission contemplates higher investments in technologies for efficiency and management of grids.

**vision**

Tesmec Advanced technologies are developed in accordance with the ISEQ philosophy "Innovation, Safety, Efficiency, Quality" always respecting the environment. Our challenge: to drive growth and modernization of every Country

**mission**

We look at technological challenges presented by the markets more as opportunities than as threats We have a responsibility: to provide the BEST product at the BEST possible price
Tesmec Group is **Leader** in the market of the infrastructures related to the transport and distribution of energy, data and material.

Tesmec people are **pioneers** since the origins, and their proud R&D spread the name towards huge and new challenges.

Our goal is to create a **high performance environment**, which supports the implementation of our business strategy.

All this will be possible with the collaboration of our people - employees, customers, and partners - all over the world.

**A widespread network of people**

+60 years of experience

+600 people

R&D investment avg. 8% of total revenues

Customers from +135 countries worldwide choose Tesmec

90% Export
Tesmec Group headquarters are located in Grassobbio, in the vicinity of the Northern Italian town of Bergamo.

Tesmec has also other four production plants: three in Italy, in Endine Gaiano (Bergamo), Sirone (Lecco), Monopoli (Bari), and one in the USA, in Alvarado (Texas).

Tesmec pursues a "Glocal" growth strategy: we are global, but at the same time we have a local presence in the most strategic areas of the world, in order to meet the market's needs in the best way.
The development of better or more effective technologies, processes and products is a priority for everyone in Tesmec.

The development process for Tesmec product innovation - from the first idea in the job site - requires investments and engages the effort of several departments.

This is a global process that involves all Tesmec experts by establishing partnerships with leading suppliers and collaborations with the academic world, to take customer’s hands and drive him across new challenges.

**Products Supplier**  
Equipment, machines, tools and technical services

**Infrastructure Construction**  
Sector sensitive to economic cycles and dependent on investment plans

**Value Added Solutions Provider**  
Intelligence, specialists’ competences, expertise, technologies

**Infrastructure Management & Maintenance**  
Sectors not dependent on economic cycles, but recurrent

**Collaboration with Academic World and Research Institutions**
We focus on **strategic markets** for the growth and modernization of every country.

Solutions partner for your world

Tesmec designs, manufactures and sells products, technologies and integrated solutions for the construction, maintenance and efficiency of infrastructures related to the transport and distribution of energy, data and material, such as: overhead and underground networks, traditional and high speed railway lines, energy cables and pipelines. In addition to traditional businesses, Tesmec is increasing its market presence offering solutions for Power Grid's efficiency & management.
POWER LINES CONSTRUCTION & MAINTENANCE

UNDERGROUND CABLES LAYING

GRID MANAGEMENT & AUTOMATION DEVICES
Main business highlights

**ENERGY**

**Stringing**

EXECUTION OF BIG ORDER FOR OVERHEAD POWER LINES CONSTRUCTION IN BRAZIL IN TIMING WITH THE TOUGH PROJECT SCHEDULE

**Automation**

NEW ORDERS OF ELECTRONIC DEVICES AND SENSORS FOR SMART MANAGEMENT OF MEDIUM VOLTAGE GRIDS CONFIRMING THE ADDED VALUE OF TESMEC SOLUTIONS

**STRINGING EQUIPMENT**

Global Leadership

**ENERGY AUTOMATION**

Italy, South America, USA, Russia + CIS, Turkey
1. **Reconductoring USA**

   NHPL Texas jobsite
   Live line reconductoring operations (with a by-pass phase)
   CTC ACCC conductor

2. **Top efficiency BRAZIL**

   500 kV line, 6 T&D lines
   5000 km long
   70 sets of stringing equipment
   Value of the contract: ca. 36 mln €

3. **In altitude PERU**

   500 kV line at 1000 mt a.s.l.,
   900 km long
   2 modular machines for stringing 4 bundled conductors per phase

4. **Fjord crossing NORWAY**

   Special machines for fjord crossing and modular machines
   Voltage: 420 kV

5. **Extreme temperature RUSSIA**

   Huge crossing of Lena river
   Two bundled conductors 220 kV
   Extreme working conditions: -50°C (-58°F)

6. **Line construction SAUDI ARABIA**

   Yanbu-Madinah 380 kV line
   Longest project portion: 230 km
   4-500mm2 AAAC conductors per phase

7. **Tower Erection INDIA**

   Technical advice and training activity for tower erection works

8. **Big crossing CHINA**

   Ningbo-Zhoushan 500kV line sea crossing
   | length: 2.09km |
   | span: 1897m |
   | clearance: 90 m |
   conductor D = 39mm | force 120kN

1. **Fault passage indicators BRAZIL**

   Fault detectors for MV lines
   Application on the national grid with monitoring purpose, both in substations and on poles

2. **Smart Sensors ITALY**

   Innovative TA/TV installed in medium voltage switchboard
   Fitting for existing plants and connectable to the incoming cables.

3. **SMT RUSSIA**

   Smart Metering Tool (SMT) for the measurement of energy and all related electric data on Medium Voltage network
Catenary Installation

Maintenance

Powering & Repowering

Entrepreneurs of efficiency
Main business highlights

RAILWAY

TESTING PHASE FOR MAIN ITALIAN AND US PROJECTS. UP TO DATE RESULTS ARE VERY GOOD BUT STILL IN PROGRESS SO ACQUISITION OF NEW ORDERS HAS BEEN POSTPONED IN THE COMING QUARTERS

ONGOING NEGOTIATIONS WITH KEY PLAYERS ON EUROPEAN MARKET
MAIN PROJECTS

1. **Eagle P3 Project**  
   **USA**  
   Constant Tension Stringing Unit for a very fast rail wire installation  
   Tesmec Equipment: OCPC501, CTSU204

2. **Huge, top performing unit**  
   **USA**  
   Special-purpose equipment for stringing and recovering wires.  
   Tesmec Equipment: CTSC301, OWSC600

3. **TGV**  
   **FRANCE**  
   TGV high speed railway  
   Max speed line: 515.3 km/h  
   Tesmec Equipment: FR412

4. **High level maintenance**  
   **ITALY**  
   Multipurpose machines (APV), vehicles for standard and High speed lines over the whole national grid  
   Tesmec Equipment: OCPC400

5. **Snow removal**  
   **NORWAY**  
   TSNC700 is a maintenance unit operative at low temperatures (-40°C; -40°F), and can be equipped with snowblowers.

6. **Extreme temperature**  
   **RUSSIA**  
   Constant Tension Stringing Unit  
   Tesmec Equipment: CTSU300, CFT601

7. **High speed**  
   **CHINA**  
   1,318km BEIJING-SHANGHAI  
   High Speed Dedicated Line. Max Speed line: 380km/h (228mph)  
   Made with 5 sets CFB546

8. **HSDL project**  
   **CHINA**  
   505 km Zhengzhou-Xi’an  
   Passenger Dedicated Line. Max Speed line: 350km/h (228mph)  
   Made with 5 sets CFB536
Maximized attitude

PIPELINES, TELECOM, DRAINAGE

BULK EXCAVATION, SURFACE MINING

SPECIALIST DIGGING SERVICE
Main business highlights

TRENCHERS

GROWING SALES VOLUMES IN THE US, COMMERCIAL EFFORT CONCENTRATED ON NEW MARKET SEGMENT (INFRASTRUCTURES, WATER PROJECTS...)

IMPORTANT WATER PIPELINE PROJECTS IN SOUTH AMERICA

KEY INFRASTRUCTURAL PROJECTS IN MIDDLE EAST

TRENCHERS
North America, Middle East, South Equatorial Africa, France
MAIN PROJECTS

1. **Permafrost cutting**
   **CANADA**
   - 675 miles natural gas pipeline
     - Depth: 7' (215 cm)
     - Width: 32' (80 cm)
     - Models: 1075 BW

2. **Hard rock trenching**
   **USA**
   - Granite, quartz and massive micaschist trenching
     - Attachment: 6'x36''
     - Models: M5

3. **Agricultural drainage**
   **USA**
   - Fully automatic guidance system
     - Depth: 6’6” (198 cm)
     - Width: 30” (76 cm)
     - Models: 775 DT CS

4. **Gas Pipeline**
   **MEXICO**
   - 382 km 36” gas pipeline
     - Soft soil to hard rock
     - Depth: 10’ (305 cm)
     - Width: 60” (150 cm)
     - Models: 2 x 1475 CS, 2 X 1575 BW

5. **Desert Pipeline**
   **CHILE**
   - Double parallel water pipeline
     - Rock conditions: caliche (< 40 MPa)
     - Depth: 10’ (305 cm)
     - Width: 60” (150 cm)
     - Models: 3 x 1675 CS

6. **Bulk excavation**
   **FRANCE**
   - Granulated quarry of limestone (60 -100MPa) unfractured
     - Models: 2 x 1150 RH, 1 x 1475 RH

7. **Permafrost pipeline**
   **RUSSIA**
   - Extreme temperature (-20°/-40°)
     - and very abrasive soil
     - Depth: 8’(240cm) width: 3’3”(100cm)
     - Models: 1075 BW

8. **Al-Ula water pipeline**
   **SAUDI ARABIA**
   - Sandstone – limestone (50 MPa)
     - Depth: 10’ (305 cm)
     - Width: 72” (183 cm)
     - Models: 1675 CS

9. **Riyadh Metro station**
   **SAUDI ARABIA**
   - Limestone (50-90 MPa)
     - Bulk excavation dimensions:
       - Depth: 1’11” (60 cm)
       - Width: 2” (5 cm)
     - Models: 10 x 300 RS

10. **Fiber Optic network**
    **INDIA**
    - Fiber optic for 4G network installation
      - Depth: 1’11” (60 cm)
      - Width: 2” (5 cm)
      - Models: 10 x 300 RS

11. **Multi-product pipeline**
    **SOUTH AFRICA**
    - Integrated services supply
      - Depth: 6.2’-7.8’ (190-240 cm)
      - Width: 36” (92 cm)
      - Length: 233 miles (375 km)
      - Models: 4 x 1475 CS
The acquisition is of strategic importance for Tesmec in that it will allow the Group to use the technological skills developed by Marais as part of the service activities in telecommunications and laying of optical fibers and of underground electrical cables and to use them in markets where the Tesmec Group has already acquired an important market positioning. Moreover, the acquisition will allow Tesmec to enter in the French market and, more in general, in all the markets where Marais is a leader (Africa, Australia, New Zealand, etc.) with the aim to further expand its activities in telecommunications, where significant investments are planned over the next few years. Finally, the transaction will allow the Tesmec Group to use the expertise of Marais in the rental of machines and in complementary services.
Why France?

**TRENCHERS**
Trenching technology is well known and appreciated especially for fiber optic installation and energy cable laying.

**POWER LINES**
EDF is a worldwide technological leader and RTE is one of the most advanced utility in the world. They are key drivers of innovation in the field of power line construction and management.

**RAILWAY LINES**
The French railways sector is large and growing. SNCF has joined the French State, local and regional governments, and Réseau Ferré de France in a sweeping network modernization program.
Global Customer

- State Power Grids and grids owners involved in construction or management of electricity networks;
- contractors operating in the construction of infrastructure for data and electricity transmission;
- specialist companies operating as sub-contractors for the design and development of infrastructure;
- EPC (engineering, procurement & construction) contractors

ENERGY

- railway operators;
- construction companies;
- urban transport authorities;

RAILWAY

- contractors operating in the design and development of infrastructures;
- subcontractors for excavation and installation works;
- companies specialized in excavation

TRENCHERS
Tesmec identifies in honesty, membership and respect the values that distinguish our history.

We are resolute to continue building our future on human respect, acting with coherence and honesty towards colleagues, clients and suppliers.

Our will is to be an attraction pole for people who are brilliant, smart, resolute, creative in order to enrich and empower our social core, creating a group of highly motivated people.
### GROUP 1Q2015 1Q2014 Delta %

<table>
<thead>
<tr>
<th></th>
<th>1Q2015</th>
<th>1Q2014</th>
<th>Delta %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>34,4</td>
<td>27,2</td>
<td>26,4%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>4,4</td>
<td>3,2</td>
<td>37,5%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>13%</td>
<td>12%</td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>2,4</td>
<td>1,6</td>
<td>50,0%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>7%</td>
<td>6%</td>
<td></td>
</tr>
<tr>
<td>Profit Before Taxes</td>
<td>4,1</td>
<td>0,6</td>
<td>583,3%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>12%</td>
<td>2%</td>
<td></td>
</tr>
<tr>
<td>NET INCOME</td>
<td>2,8</td>
<td>0,2</td>
<td>1300%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>8%</td>
<td>1%</td>
<td></td>
</tr>
</tbody>
</table>

### ENERGY 1Q2015 1Q2014 Delta %

<table>
<thead>
<tr>
<th></th>
<th>1Q2015</th>
<th>1Q2014</th>
<th>Delta %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>19,5</td>
<td>13,8</td>
<td>41,3%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>3,5</td>
<td>2,2</td>
<td>59,1%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>17,9%</td>
<td>15,9%</td>
<td></td>
</tr>
</tbody>
</table>

### TRENCHERS 1Q2015 1Q2014 Delta %

<table>
<thead>
<tr>
<th></th>
<th>1Q2015</th>
<th>1Q2014</th>
<th>Delta %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>14,3</td>
<td>11,7</td>
<td>22,6%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,2</td>
<td>0,8</td>
<td>50,0%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>8,4%</td>
<td>6,8%</td>
<td></td>
</tr>
</tbody>
</table>

### RAILWAY 1Q2015 1Q2014 Delta %

<table>
<thead>
<tr>
<th></th>
<th>1Q2015</th>
<th>1Q2014</th>
<th>Delta %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>0,6</td>
<td>1,7</td>
<td>-65,8%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>-0,2</td>
<td>0,3</td>
<td>-183,0%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>-41,5%</td>
<td>17,6%</td>
<td></td>
</tr>
</tbody>
</table>
INTERNATIONAL SCALE AND EXPOSURE TO GROWING ECONOMIES

1Q2014

- Italy: 31%
- Europe: 26%
- Middle East: 10%
- BRICs and Oceania: 5%
- Africa: 5%
- North-Central America: 23%

1Q2015

- Italy: 7%
- Europe: 38%
- Middle East: 24%
- BRICs and Oceania: 4%
- Africa: 11%
- North-Central America: 16%
**Performance of Group Subsidiaries Consolidated**

- **Jv Condux-Tesmec (5%)**
  - Revenue 0.8 million €
  - (-79% vs 1Q2014)

- **Tesmec Service (100%)**
  - Revenue 0.6 million €
  - (-40% vs 1Q2014)

- **Sge (100%)**
  - Revenue 0.6 million €
  - First revenues of automation business

- **Tesmec Usa (100%)**
  - Revenue 8.7 million €
  - (+11.5% vs 1Q2014)

- **Jv Tesmec Peninsula (49%)**
  - Revenue 1.7 million €
  - (-54% vs 1Q2014)

- **Tesmec SA (100%)**
  - Revenue 0.3 million €
  - (+50% vs 1Q2014)

* consolidated by equity method
* The remaining 33% is held by Simest S.p.A. Since Tesmec has an obligation to buy it back from Simest S.p.A., from an accounting point of view the participation is consolidated on a 100% basis.
Increase both in absolute and in relative terms. Different trend across Sectors.
## 1Q2015 Financial Results

<table>
<thead>
<tr>
<th>Financial Information (Euro mln)</th>
<th>1Q2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Working Capital</td>
<td>70.9</td>
<td>57.9</td>
</tr>
<tr>
<td>Non Current assets</td>
<td>67.5</td>
<td>65.3</td>
</tr>
<tr>
<td>Other Long Term assets/liabilities</td>
<td>(2.7)</td>
<td>(1.7)</td>
</tr>
<tr>
<td><strong>Net Invested Capital</strong></td>
<td><strong>135.7</strong></td>
<td><strong>121.5</strong></td>
</tr>
<tr>
<td>Net Financial Indebtness</td>
<td>80.9</td>
<td>73.4</td>
</tr>
<tr>
<td>Equity</td>
<td>54.8</td>
<td>48.1</td>
</tr>
<tr>
<td><strong>Total Sources of Financing</strong></td>
<td><strong>135.7</strong></td>
<td><strong>121.5</strong></td>
</tr>
</tbody>
</table>
## Working Capital Evolution

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade Receivables</td>
<td>49,8</td>
<td>41,3</td>
<td></td>
<td>130</td>
<td>129</td>
</tr>
<tr>
<td>Inventories</td>
<td>64,8</td>
<td>55,4</td>
<td></td>
<td>184</td>
<td>190</td>
</tr>
<tr>
<td>Work in progress contracts</td>
<td>5,4</td>
<td>5,2</td>
<td></td>
<td>105</td>
<td>107</td>
</tr>
<tr>
<td>Trade Payables</td>
<td>(40,1)</td>
<td>(34,2)</td>
<td></td>
<td>24</td>
<td>32</td>
</tr>
<tr>
<td>Other Current Assets/(Liabilities)</td>
<td>(9,0)</td>
<td>(9,8)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Net Working Capital

<table>
<thead>
<tr>
<th></th>
<th>1Q2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Euro Mln</td>
<td>70,9</td>
<td>57,9</td>
</tr>
</tbody>
</table>
Operating Net Financial Position without figurative debt for Grassobbio premises

NFP increase has been mainly influenced by the increase of working capital.
Tesmec has been assigned a solicited rating by Cerved Group on March 19, 2015

**A 2.2**

corresponding to **high credit rating** with Probability of Default index of 0.35%

TESMEC S.p.A. 6% 2014-2021

**Trading Venue:** ExtraMOT - Professional Segment  
**Nominal amount:** 15,000,000 €  
**Form of the Bonds:** 150 bearer bonds with a nominal value of Euro 100,000.00  
**Issue price:** issued at par at a price equal to 100% of the nominal value  
**Duration:** 7 years  
**Interest rate:** 6%  
**Minimum Trading Lot:** 100,000 €  
**Trading Currency:** EUR  
**Interest Accrual Date:** April 10, 2014  
**Maturity Date:** April 10, 2021  
**Redemption:** Principal amount paid at maturity
CONFIRMATION OF THE GROWTH IN ENERGY AUTOMATION BUSINESS

NORMALIZATION OF RESULTS IN THE RAILWAY SECTOR THANKS TO THE FINALIZATION OF PROJECTS IN THE SECOND HALF OF THE YEAR

STRATEGIC CHOICE TO INCREASE THE PRESENCE IN MARKET SEGMENTS SUCH AS WATER PIPELINES AND INFRASTRUCTURES IS SUPPORTING THE GROWTH OF TRENCHER DIVISION IN USA AND MIDDLE EAST DESPITE THE COMPLEX OIL&GAS SECTOR

HIGHER OPPORTUNITIES IN TELECOMMUNICATION AND FIBER OPTIC MARKET THANKS TO THE ACQUISITION OF THE FRENCH COMPANY MARAIS. FIGURES OF MARAIS GROUP WILL BE CONSOLIDATED IN THE HALF-YEAR OF 2015

REDUCTION OF WORKING CAPITAL IS EXPECTED AS A RESULTS OF SALES DEVELOPMENT ESPECIALLY IN TRENCHER SECTOR
### Summary 1Q2015 Profit & Loss statement

<table>
<thead>
<tr>
<th>Profit &amp; Loss Account (€ mln)</th>
<th>1Q2015</th>
<th>1Q2014</th>
<th>Delta vs 2014</th>
<th>Delta %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Revenues</td>
<td>34,4</td>
<td>27,2</td>
<td>7,2</td>
<td>26,4%</td>
</tr>
<tr>
<td>Raw materials costs (-)</td>
<td>(17,7)</td>
<td>(13,9)</td>
<td>(3,8)</td>
<td>28%</td>
</tr>
<tr>
<td>Cost for services (-)</td>
<td>(5,7)</td>
<td>(4,8)</td>
<td>(0,9)</td>
<td>19%</td>
</tr>
<tr>
<td>Personnel Costs (-)</td>
<td>(7,4)</td>
<td>(6,3)</td>
<td>(1,1)</td>
<td>17%</td>
</tr>
<tr>
<td>Other operating revenues/costs (+/-)</td>
<td>(0,6)</td>
<td>(0,6)</td>
<td>(0,0)</td>
<td>7%</td>
</tr>
<tr>
<td>Portion of gain/(losses) from equity investments evaluated using the equity method</td>
<td>0,2</td>
<td>0,3</td>
<td>(0,1)</td>
<td>-33%</td>
</tr>
<tr>
<td>Capitalized R&amp;D expenses</td>
<td>1,2</td>
<td>1,2</td>
<td>0,0</td>
<td>0%</td>
</tr>
<tr>
<td><strong>Total operating costs</strong></td>
<td>(30,0)</td>
<td>(24,1)</td>
<td>(5,9)</td>
<td>25%</td>
</tr>
<tr>
<td>% on Net Revenues</td>
<td>-87%</td>
<td>(88%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>4,4</td>
<td>3,2</td>
<td>1,2</td>
<td>37,5%</td>
</tr>
<tr>
<td>% on Net Revenues</td>
<td>13%</td>
<td>12%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation, amortization (-)</td>
<td>(2,0)</td>
<td>(1,7)</td>
<td>(0,3)</td>
<td>20%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>2,4</td>
<td>1,5</td>
<td>0,9</td>
<td>50,0%</td>
</tr>
<tr>
<td>% on Net Revenues</td>
<td>7%</td>
<td>6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Financial Income/Expenses (+/-)</td>
<td>1,7</td>
<td>(1,0)</td>
<td>2,7</td>
<td>-270%</td>
</tr>
<tr>
<td>Taxes (-)</td>
<td>(1,3)</td>
<td>(0,3)</td>
<td>(1,0)</td>
<td>333%</td>
</tr>
<tr>
<td>Minorities</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net Income (Loss)</strong></td>
<td>2,8</td>
<td>0,2</td>
<td>2,6</td>
<td>1300%</td>
</tr>
<tr>
<td>% on Net Revenues</td>
<td>8%</td>
<td>1%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Balance Sheet (€ mln)</td>
<td>1Q2015</td>
<td>2014</td>
<td></td>
<td></td>
</tr>
<tr>
<td>-----------------------------------------------</td>
<td>--------</td>
<td>------</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inventory</td>
<td>64,8</td>
<td>55,4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Work in progress contracts</td>
<td>5,4</td>
<td>5,2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>49,8</td>
<td>41,3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable (-)</td>
<td>(40,1)</td>
<td>(34,2)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Op. working capital</strong></td>
<td><strong>79,9</strong></td>
<td><strong>67,7</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other current assets (liabilities)</td>
<td>(9,0)</td>
<td>(9,8)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net working capital</strong></td>
<td><strong>70,9</strong></td>
<td><strong>57,9</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tangible assets</td>
<td>49,4</td>
<td>48,1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intangible assets</td>
<td>13,2</td>
<td>12,4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financial assets</td>
<td>4,9</td>
<td>4,8</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Fixed assets</strong></td>
<td><strong>67,5</strong></td>
<td><strong>65,3</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net long term liabilities</td>
<td>(2,7)</td>
<td>(1,7)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net invested capital</strong></td>
<td><strong>135,7</strong></td>
<td><strong>121,5</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash &amp; near cash items (-)</td>
<td>(27,8)</td>
<td>(18,7)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Short term financial assets (-)</td>
<td>(8,6)</td>
<td>(6,8)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Short term borrowing</td>
<td>54,3</td>
<td>36,6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medium-long term borrowing</td>
<td>63,0</td>
<td>62,3</td>
<td></td>
<td></td>
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<tr>
<td><strong>Net financial position</strong></td>
<td><strong>80,9</strong></td>
<td><strong>73,4</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity</td>
<td>54,8</td>
<td>48,1</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Funds</strong></td>
<td><strong>135,7</strong></td>
<td><strong>121,5</strong></td>
<td></td>
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</tr>
</tbody>
</table>
Disclaimer

The Manager responsible for preparing the company's financial reports, Andrea Bramani, declares, pursuant to paragraph 2 of Article 154-bis of the Consolidated Law on Finance, that the accounting information contained in this presentation corresponds to the document results, books and accounting records.

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