



## The Board of Directors of SARAS SpA approves the Interim Financial Report as of 31<sup>st</sup> March 2017<sup>1</sup>

- ❖ **Revenues at EUR 1,897 million** (+45% versus Q1/16)
- ❖ **Group reported EBITDA at EUR 160 million** (+137% versus Q1/16)
- ❖ **Group comparable EBITDA at EUR 126 million** (+1% versus Q1/16).  
The heaviest phase of the annual maintenance programme has been completed as planned
- ❖ **Group reported Net Result equal to EUR 92 million** (versus EUR 0 million in Q1/16), and **Group adjusted Net Result at EUR 47 million** (+16% vs. Q1/16)
- ❖ **Fully repaid the debt to Iran, related to crude oil purchased in 2012**
- ❖ **Net Financial Position on 31<sup>st</sup> March 2017 stood positive and equal to EUR +21 million**

**Milan, 16<sup>th</sup> May 2017:** The Board of Directors of Saras SpA met today under Chairman Gian Marco Moratti and approved the Interim Financial Report as of 31<sup>st</sup> March 2017, which is not subject to audit review. It should be noted that, in accordance with EU Directive 2013/50 transposed with Italian Leg. Decree n.25 dated 15<sup>th</sup> February 2016, which repealed the obligation to prepare the Interim Financial Reports, this Interim Financial Report has been issued on a voluntary basis, in order to provide information in order to ensure information continuity to the financial community in line with previous quarterly disclosure.

### Saras Group key financial and operational results<sup>2</sup>

EUR million	Q1/17	Q1/16	Change %	Q4/16
REVENUES	1,897	1,305	45%	2,115
EBITDA	160.4	67.8	137%	207.4
<i>Comparable EBITDA</i>	125.6	124.2	1%	147.8
EBIT	107.5	11.5	836%	130.7
<i>Comparable EBIT</i>	72.7	67.9	7%	91.1
NET RESULT	92.1	(0.2)	NA	44.4
<i>Adjusted NET RESULT</i>	46.6	40.2	16%	52.8
EUR million	Q1/17	Q1/16		Q4/16
NET FINANCIAL POSITION	21	253		99
CAPEX	45.8	28.6		51.6

<sup>1</sup> Pursuant to the provisions of article 154 bis, paragraph 2, of the Consolidated Finance Act, **Mr. Franco Balsamo, the Executive Director responsible for the preparation of the company's financial reporting**, states that the financial information set out in this press release corresponds to the company's documents, books and accounting records.

<sup>2</sup> In order to give a better representation of the Group's operating performance, and in line with the standard practice in the oil industry, the operating results (EBITDA and EBIT) and the Net Result are provided also with an evaluation of oil inventories based on the LIFO methodology (and not only according to FIFO methodology, which is adopted in the Financial Statements prepared according to IFRS accounting principles), because LIFO methodology does not include end-of-period revaluations and write-downs. Furthermore, for the same reason, non-recurring items for nature, relevance and frequency, as well as the "fair value" of the open positions of the derivative instruments used for oil and Forex are also excluded, both from the operating results and from the Net Result. Operating results and Net Result calculated as above are called respectively "comparable" and "adjusted" and they are not subject to audit, just like the quarterly results.



After the meeting, the Chairman declared:

***“In a context characterized by robust refining margins, Saras Group achieved solid results in the first quarter of 2017. The scheduled maintenance, this year almost entirely concentrated between January and March, was successfully completed. Therefore, today our refinery is ideally placed to exploit in full the opportunities available in a market that should remain favourable also in the later part of the year. From a financial standpoint, the Net Financial Position on 31<sup>st</sup> of March stood positive, even after the final instalment of the debt towards Iran. Such conditions allow the Group to comfortably stand the upcoming commitments included in the Business Plan 2017 – 2020, which include a fair remuneration of the shareholders as well as a multi-year investment programme, aimed at keeping the industrial leadership also in the next decade.”***

## Comments to First Quarter 2017 results

**Group revenues in Q1/17 were EUR 1,897 million.** The difference versus EUR 1,305 million realised in the first quarter of last year is mainly due to the raise of oil prices. More precisely, in Q1/17 gasoline quotations averaged 543 \$/ton (versus an average of 396 \$/ton in Q1/16), while diesel quotations stood at an average of 478 \$/ton (compared to an average of 311 \$/ton in Q1/16).

Such increase drove higher revenues of approx. EUR 478 million in the Refining segment (which were also boosted by a 19% increase in refinery runs), and higher revenues of approx. EUR 106 million in the Marketing segment, despite lower volumes sold both in Italy and Spain (down 13% versus the same period of previous year). Finally, the revenues of the Power Generation segment were higher by approx. EUR 11 million compared to the first quarter of last year, as result of higher value of power tariff and higher sales of steam and hydrogen, which more than offset lower production volumes.

**Group reported EBITDA in Q1/17 was EUR 160.4 million**, significantly higher than the EUR 67.8 million achieved in Q1/16. The difference is almost entirely due to the Refining segment that in Q1/17 benefited from higher runs due to a lighter maintenance program compared to the same period of previous year, and a better operating performance, that offset lower unitary margins. Moreover, in Q1/17 the differences in inventories between the beginning and the end of the period provided a positive contribution, while it had a negative contribution in the same quarter of last year.

**Group reported Net Result stood at EUR 92.1 million**, versus EUR -0.2 million reported in Q1/16, basically for the same reasons described at EBITDA level. Moreover, in Q1/17 depreciation and amortisation charges were lower (EUR 52.9 million versus EUR 56.3 million in Q1/16) and net financial charges decreased by 40% (approx. EUR -3.7 million versus EUR -6.2 million in the same quarter of previous year), thanks to the renegotiation of some credit lines and the early repayment of bonds, made in 2016. Finally, the other financial items (which comprise the result of the derivative instruments used for hedging, net exchange rate differences and the fair value of the positions of derivatives that were still open at the end of the period), were positive by approx. EUR 26.8 million in Q1/17, while they were negative by approx. EUR 1.8 million in the same period of last year.

**Group comparable EBITDA amounted to EUR 125.6 million in Q1/17**, up 1% compared to the EUR 124.2 million earned in Q1/16. This result is due to the Marketing segment that more than offset the lower contribution of the Power Generation and Wind segments, while Refining segment remained approximately at the same level of Q1/16. Thanks to the above described lower depreciation and financial charges, the **Group adjusted Net Result in Q1/17 reached EUR 46.6 million**, versus EUR 40.2 million in the same quarter of last year.

**Finally, CAPEX in Q1/17 was EUR 45.8 million**, in line with the scheduled investment programme, and mainly directed to the Refining segment (EUR 41.4 million).

Finally, the **Net Financial Position on 31<sup>st</sup> March 2017 was positive and stood at EUR 21 million**, versus the positive cash position of EUR 99 million as of 31<sup>st</sup> December 2016, because the cash generated from operations was absorbed by the payment of the final instalment for the Iranian crude oil purchased in 2012, as well as by the CAPEX made during the first quarter of 2017.

For further details and comments on the results of each business segment, on the Group's strategy and on the Outlook, please refer to the Interim Financial Report as of 31<sup>st</sup> March 2017.



## Conference call on 16<sup>th</sup> May 2017 and other information

At 16:00 (CET) of Tuesday 16<sup>th</sup> May 2017 there will be a conference call for analysts and investors, during which the Top Management will illustrate Saras Group results for Q1/17 and afterwards will answer all the relevant questions. A dedicated presentation will be available on the Company's website ([www.saras.it](http://www.saras.it)), under the section called "Investor Relations/Presentations".

Dial in numbers:

**For Italy:** +39 02 805 88 11  
**For UK:** +44 121 281 8003  
**For USA:** +1 718 7058794

Link for the live webcast: <http://services.choruscall.eu/links/saras170516.html>

Playback and transcript of the webcast will also be available on the Company's website. For further information, please contact the Investor Relations department.

This press release has been prepared pursuant to the Regulation implementing Legislative Decree 24<sup>th</sup> February 1998 number 58, adopted by CONSOB under resolution 14<sup>th</sup> May 1999 number 11971, as amended and supplemented. It is available to the general public on the Company's website under "Investor Relations/Financial News/Press Releases", and also on the "1Info" authorised storage mechanism ([www.1info.it](http://www.1info.it)). Moreover, the Interim Financial Report as of 31<sup>st</sup> March 2017 is also available to the public at the Company's registered office in Sarroch (CA) S.S. 195 Sulcitana Km. 19, at the administrative office in Milan, Via dell'Unione n. 1, on the Company's website under "Investor Relations/Quarterly Report", and on the "1Info" authorised storage mechanism.

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### THE SARAS GROUP

The Saras Group, founded by Angelo Moratti in 1962, has approximately 1,915 employees and total revenues of about 8.2 billion Euros as of 31<sup>st</sup> December 2015. Today, the Group is a leading European crude oil refiner and it is active also in the energy sector. It sells and distributes petroleum products in the domestic and international markets, directly and through its subsidiaries. The Group also operates in the production and sale of electricity, through its subsidiaries Sarlux Srl (IGCC plant) and Sardeolica Srl (Wind plant). Moreover, the Group provides industrial engineering and research services to the oil, energy and environment sectors through its subsidiary Sartec Srl.