



## The Board of Directors of SARAS S.p.A. approves the Half-Year Financial Report as at 30<sup>th</sup> June 2013<sup>1</sup>

**Milan, 9<sup>th</sup> August 2013:** The Board of Directors of Saras S.p.A. met yesterday under Chairman Gian Marco Moratti and approved the Half-Year Financial Report as at 30<sup>th</sup> June 2013. The results of the second quarter, which are not subject to audit review, are also presented here below for sake of continuity and completeness of the information provided.

After the meeting, the Chairman declared:

*“This quarter was particularly dense of important events for the Group. In June, Rosneft became a Shareholder of Saras, with 21% of the share capital. The presence of such a prestigious Shareholder strengthens the competitive positioning of our Company, and it is an extremely satisfactory acknowledgment for the Group and for the great commitment of all Saras’ employees.*

*Another relevant event was the signature, on the 24<sup>th</sup> of June in Saint Petersburg, of an agreement for the creation of a Joint Venture, on a parity basis between Rosneft and Saras, aimed at conducting commercial and marketing activities on crude oil and refined products. Both companies believe strongly in this project, and are putting great efforts into its implementation.*

*Finally, on the 1<sup>st</sup> of July, the Group completed the corporate reorganisation previously announced to the markets, transferring all the refining activities held by Saras to the subsidiary Sarlux. The transition was very successful and perfectly on time, thanks to the expertise and dedication of our employees.”*

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

EUR Million	Q2/13	Q2/12	Change %	H1/2013	H1/2012	Change %
REVENUES	2,774	2,672	4%	5,445	5,787	-6%
EBITDA	(26.1)	(147.3)	82%	28.3	(35.4)	180%
<b>Comparable EBITDA</b>	<b>5.8</b>	<b>33.6</b>	<b>-83%</b>	<b>54.0</b>	<b>54.7</b>	<b>-1%</b>
EBIT	(307.2)	(199.4)	-54%	(301.2)	(138.2)	-118%
<b>Comparable EBIT</b>	<b>(42.8)</b>	<b>(18.5)</b>	<b>-131%</b>	<b>(43.0)</b>	<b>(48.1)</b>	<b>11%</b>
NET RESULT	(199.5)	(131.8)	-51%	(201.3)	(117.7)	-71%
<b>Adjusted NET RESULT</b>	<b>(46.3)</b>	<b>(29.3)</b>	<b>-58%</b>	<b>(57.0)</b>	<b>(65.9)</b>	<b>14%</b>
NET FINANCIAL POSITION	(157)	(82)		(157)	(82)	
CAPEX	30.9	39.8		64.3	75.9	
OPERATING CASH FLOW	65	434		125	641	

<sup>1</sup> Pursuant to the provisions of article 154 bis, paragraph 2, of the Consolidated Finance Act, **Mr. Corrado Costanzo, 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). The LIFO methodology does not include revaluations and write downs and it combines the most recent costs with the most recent revenues, thus providing a clearer picture of current operating profitability. Furthermore, for the same reason, non recurring items and the change in “fair value” of the derivative instruments are also deducted, 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 review, like the quarterly results.



## Comments to First Half 2013 results

Group Revenues in H1/13 were EUR 5,445 ml, down 6% vs. H1/12. This change is primarily due to the decrease in revenues generated by the Refining and Marketing segments, because of the lower prices for the refined oil products. In particular, the average price for gasoline stood at 995 \$/ton in H1/13 versus 1,037 \$/ton in H1/12, while diesel traded at an average price of 922 \$/ton versus 972 \$/ton in H1/12.

Group *reported* EBITDA was EUR 28.3 ml in H1/13, up 180% versus EUR -35.4 ml in H1/12. The main difference is due to the devaluation of the oil inventories. Indeed, although in both semesters under comparison there was a reduction in oil prices and a consequent devaluation of oil inventories, in H1/13 this effect had a lower impact than in H1/12. However, it should be noted that the *reported* EBITDA in H1/13 included a windfall gain of approx. EUR 23.5 ml, due to the final accounting, made in Q2/13, of a non-repayable grant related to a Regional Master Plan dated June 2002. Moreover, in H1/13 the *reported* EBITDA took a charge of approx. EUR 25 ml, due to the effects of the IFRS equalization procedure on the Power Generation results, which was entirely accounted for in Q2/13. The results of this segment, indeed, were reviewed according to a new calculation methodology applied to the CIP6/92 tariff (which regulates the sale of electricity from the Sarlux subsidiary to the National Grid Operator – Gestore dei Servizi Energetici S.p.A.), as required by Legislative Decree 69/2013. Further details are provided in the Half-Year Financial Report as at 30<sup>th</sup> June 2013.

Group *reported* Net Result stood at EUR -201.3 ml, down versus EUR -117.7 ml in H1/12, primarily because the lower devaluation of the oil inventories, as explained at EBITDA level, was more than offset by the devaluation of the CIP6/92 contract, which took place in H1/13. Indeed, as established by an independent appraisal, the revision of the CIP6/92 tariff according to the new calculation methodology required by the Legislative Decree 69/2013, determined a devaluation of approx. EUR 232 ml to the above mentioned contract, which was entirely accounted for into Q2/13 results. Further details also on this process are given in the Half-Year Financial Report as at 30<sup>th</sup> June 2013.

Moving to the analysis of the “Financial Charges and Income”, which include also the result of the derivative instruments used for hedging purposes and the net FOREX result, in H1/13 the Net Financial Charges were equal to EUR 3.5 ml, while in H1/12 they stood at EUR 38.9 ml.

Group *comparable* EBITDA amounted to EUR 54.0 ml in H1/13, substantially in line with EUR 54.7 ml achieved in H1/12. As commented previously, the Power Generation segment achieved lower results compared to H1/12, due to the effects of the IFRS equalization procedure which takes into account the new calculation methodology for the CIP6/92 tariff. Nonetheless, the lower contribution to the Group *comparable* EBITDA coming from the Power Generation segment was entirely offset by the results achieved in the Refining, Wind and Marketing segments, which in H1/13 were stronger than the results obtained in H1/12.

Finally, the Group *adjusted* Net Result stood at EUR -57.0 ml, improved versus the Group *adjusted* Net Result of EUR -65.9 ml in H1/12, mainly because of the lower Net Financial Charges, as previously discussed.

CAPEX in H1/13 was EUR 64.3 ml, in line with the investment programme of 2013, and almost entirely dedicated to the Refining segment (EUR 50.7 ml).

Group Net Financial Position on the 30<sup>th</sup> of June 2013 stood at EUR -157 ml, improved by 28% versus the position at the beginning of the year (EUR -218 ml). The main contribution comes from the positive cashflow from Operations and from the self-financing from provisions for depreciation and amortisation. Furthermore, it should be noted that some payments for crude oil are still outstanding, due to the oil embargo declared by the European Union against Iran.

## Comments to Second Quarter 2013 results

Group Revenues in Q2/13 were EUR 2,774 ml, up 4% vs. Q2/12. Indeed, in Q2/13 the Refining segment remarkably improved its revenues because its sales stood at approx. 3.9 ml tons of refined oil products, which compares with sales of approx. 3.3 ml tons in the same quarter of 2012. This result more than offset the reduction in revenues coming from the Marketing segment which, instead, suffered from the drop in the prices of the main oil products. For reference purposes, in Q2/13 the average price for gasoline stood at 948 \$/ton (versus 1,015 \$/ton in Q2/12), while diesel traded at an average price of 881 \$/ton (versus 938 \$/ton in Q2/12).

Group *reported* EBITDA in Q2/13 was EUR -26.1 ml, strongly improved versus EUR -147.3 ml in Q2/12. As commented already in the results of the half-year, the difference in the results can be mainly explained with the different devaluation amounts for the oil inventories, in the two periods under comparison, due to the price drop for crude oil and refined products. More specifically, in Q2/13 the devaluation of oil inventories was considerably lower than in the same period of last year. Moreover, in Q2/13 all the comments already made in H1/13 are still applicable, especially with regards to the accounting of the non-repayable grant related to a Regional Master Plan dated June 2002, and the effects on the Power Generation segment's results of the IFRS equalization procedure, which takes into account the new calculation methodology for the CIP6/92 tariff.



Group *reported* Net Result in Q2/13 stood at EUR -199.5 ml, down vs. EUR -131.8 ml in Q2/12, for the same reasons explained in the H1/13 results, with regards to the devaluation of the CIP6/92 contract (worth approx. EUR 232 ml), which was entirely accounted for into Q2/13 results.

Moreover, in Q2/13 the Net Financial Charges (which include also the result of the derivative instruments used for hedging of the commercial activities and the net FOREX result) stood at EUR 0.7 ml, substantially in line with the Net Financial Charges for EUR 2.4 ml in the same quarter of 2012.

Group *comparable* EBITDA in Q2/13 amounted to EUR 5.8 ml, down versus EUR 33.6 ml achieved in Q2/12. Likewise, Group *adjusted* Net Result was EUR -46.3 ml, versus the Group *adjusted* Net Result of EUR -29.3 ml reported in Q2/12. The difference in the two periods under comparison is mainly due the Power Generation segment, whose equalized results take into account the new calculation methodology adopted for the CIP6/92 tariff, as already explained in the previous paragraphs.

CAPEX in Q2/13 was EUR 30.9 ml, primarily dedicated to Refinery segment (EUR 24.7 ml).

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 Half-Year Financial Report as at 30<sup>th</sup> June 2013.

## Programme of the conference call due on 9 August 2013 and other information

At 15:00 CET of Friday 9 August 2013, there will be a conference call for analysts and investors, during which Saras Top Management will discuss a slide presentation on Q2/13 and H1/13 Group results, and will subsequently answer all the relevant questions. A dedicated presentation will be available on the Company's website ([www.saras.it](http://www.saras.it)), under "Investor Relations/Presentations" starting from 08:00 CET. The dial-in numbers for the conference call are the following:

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

Link for the live webcast: <http://services.choruscall.eu/links/saras130809.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 issued on 9<sup>th</sup> August 2013 at 08:00 CET, has been prepared pursuant to the Regulation implementing Legislative Decree no. 58 of 24<sup>th</sup> February 1998, adopted by CONSOB under resolution number 11971 of 14<sup>th</sup> May 1999, as amended and supplemented. It is available to the public at the offices of Borsa Italiana S.p.A. and from the Company's website ([www.saras.it](http://www.saras.it)), under "Investor Relations/Financial News/Press Releases". The Half-Year Financial Report as at 30<sup>th</sup> June 2013 is also available to the public at the company's registered office in Sarroch (CA) SS. 195 Sulcitana, Km. 19, at the administrative office in Milan, Galleria de Cristoforis n. 1, and it is also available on the Company's website under "Investor Relations/Quarterly Report".

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### THE SARAS GROUP

The Saras Group, whose operations were started by Angelo Moratti in 1962, has approximately 1,900 employees and total revenues of about 11.9 billion Euros as of 31<sup>st</sup> December 2012. The Group is active in the energy sector, and is a leading Italian and European crude oil refiner. It sells and distributes petroleum products in the domestic and international markets, directly and through the subsidiary Saras Energia S.A. in Spain, and the subsidiaries Arcola Petrolifera S.r.l. and Deposito di Arcola S.r.l. in Italy. The Group also operates in the electric power production and sale, through the subsidiaries Sarlux S.r.l. and Sardeolica S.r.l.. In addition, the Group provides industrial engineering and scientific research services to the oil, energy and environment sectors through the subsidiary Sartec S.p.A.. Finally, the Group operates also in the field of exploration for gaseous hydrocarbons.