



**Summary of the Results at
March 31, 2015**

*Call with Bondholders,
May 18, 2015, 17CET*



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Quarterly figures are not subject to a formal auditors' opinion

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MFM speakers today



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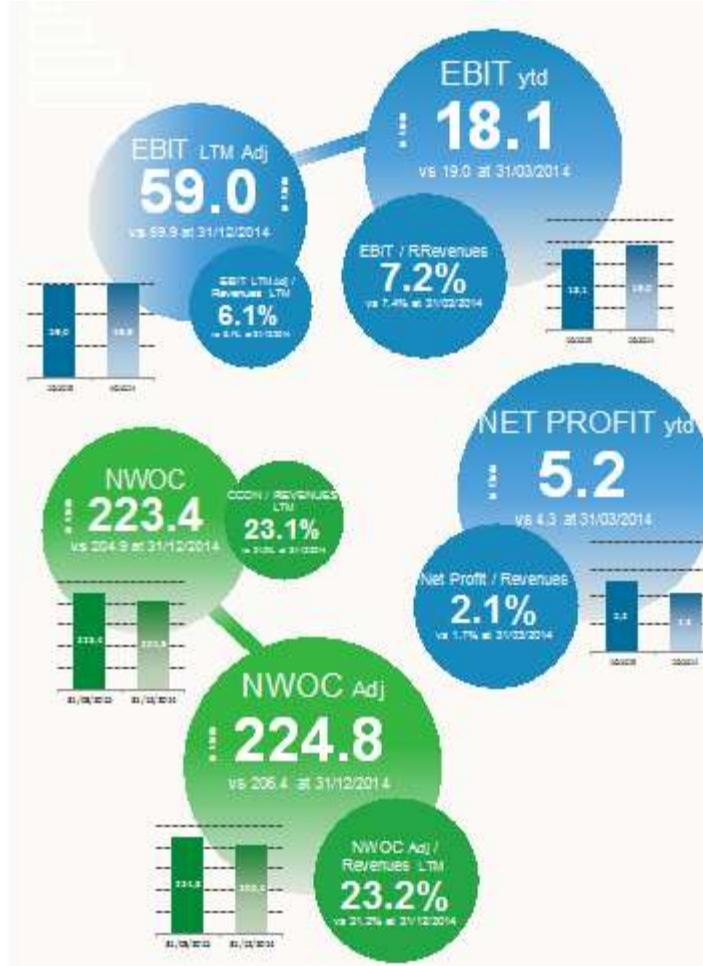
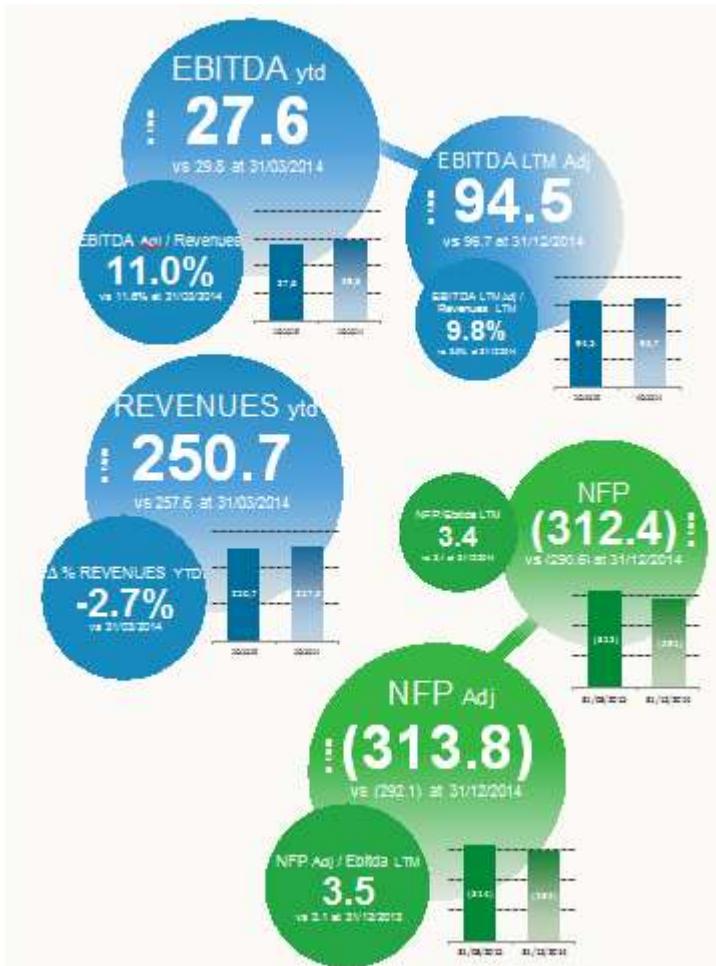
Investor Relations

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- Results at 1Q2015

- Annex

Group Performance



2015 figures follow IFRS 5 and do not include Revenues and Ebitda from "asset held for sale" whose loss is ≈€200K.

2014 figures have been restated for MIA disposal.

UPDATE - Sale of a group of activities of SMAIL

Deal Rationale

- ❑ As announced in Annual Report 2014 part of SMAIL (ongoing contracts + related work in progress) was classified as “Held for Sale” and thus included in “Discontinuing Operations”.
- ❑ In first quarter 2015 we reached an agreement with an Industry player and we signed a preliminary agreement on the sale of part of SMAIL on May 7th, 2015
- ❑ Closing is expected on June 30th, 2015
- ❑ No negative impacts are expected upon disposal since a write-down to market fair value for €2.7mln in “assets held for sale” was already accounted for in 2014 Annual Report. (NWOC for €5mln related to terminated contracts won’t be sold)

Deal in Figures

- ❑ **SMAIL 2014 figures:**
 - Revenues: €7.9 mln
 - EBITDA: €-1.7 mln
 - NWOC: €9.9 mln
 - NFP: €11.4 mln, mainly towards Manutencoop
- ❑ **SMAIL “Held for Sale” 2014 figures:**
 - Revenues: €5.0 mln
 - EBITDA: €-0.5 mln
 - NWOC: €5.0 mln
 - Expected net proceeds from disposal: €5.6mln (of which €4.1mln deferred)

Revenues

1Q 2015

€250.7mln

1Q 2014

€257.6mln

Revenues by Segment, €mln



Revenues by Client, €mln



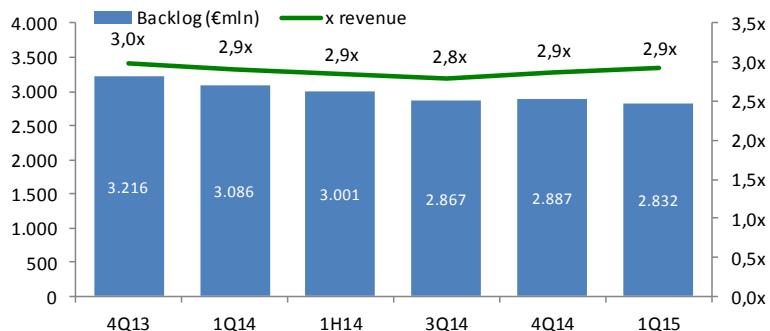
- Revenues down 2.7% compared to same quarter of 2014 as a result of:

- Reduced new signed contracts during 2014
- Telepost contract renewal in 2015 that caused a contraction in revenues of €3.5mln on annual basis

- No changes on revenues mix, with Facility Management accounting for more than 85% of total revenues
- The exposure to private sector clients remained above 25% with a slight increase in Healthcare and PSEs clients

Backlog

Revenue Visibility from Backlog



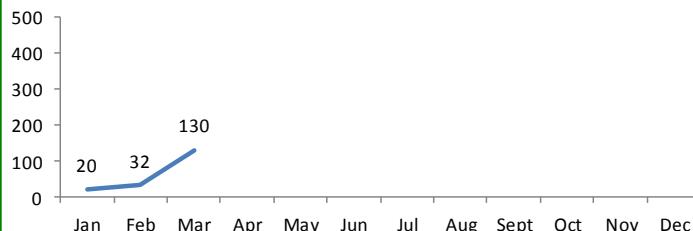
1Q 2015
€ 2.8 bln
FY 2014
€ 2.9 bln

- Thanks to significant signed contracts in first quarter, we did not experience the same backlog contraction we had in 1Q 2014
- Backlog / Revenues stable at 2.9x
- Backlog split between FM and L&S remain the same, with the former accounting 88% and the latter 12%

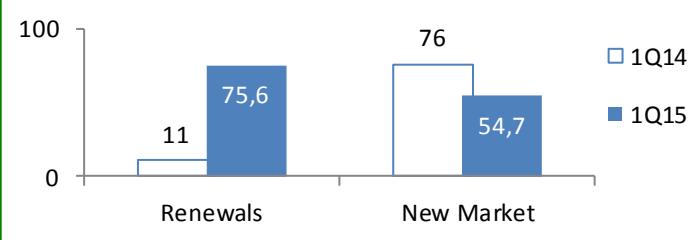
Backlog is defined as the total amount of uncancelable and already secured revenues in respect of which MFM Group has received binding commitments from customers

Sales

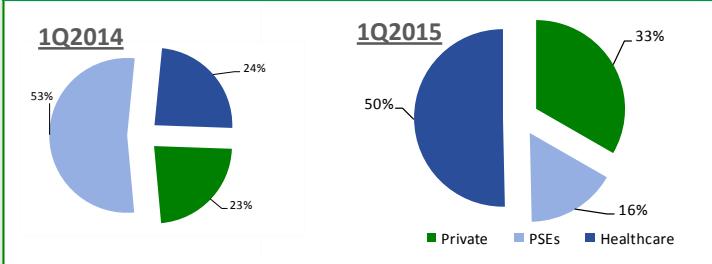
Value of contracts signed in 1Q2015, €mln



Breakdown of signed contracts in 1Q2015, €mln



Signed contracts by client type



Sales Activity

- Overall value of signed contracts in first quarter of 2015 is ≈€130mln (€88mln in 1Q2014) with yearly average value of €47mln (€33mln in 1Q2014)
- New Market value stands at €55mln; lower than 1Q 2014 due to slower pipeline awarding but with unchanged average win ratio
- Renewals value stands at €76mln; higher than 1Q 2014 due to renewal of Telepost (€26.7mln) and extensions slightly > 1 year (included in renewals)

Main signed contracts in First Quarter of 2015

- Renewal for Document Management Services for Telepost worth a total of €26.7mln in 5 years
- New contract for Energy Services for ASL Lecce (Consip Mies 1) worth a total of €24mln in 7 years
- Renewal for Maintenance Services for Healthcare Centralized Procurement worth a total of €17mln in 5 years
- Renewal for Laundry services for Le Torrette Hospital worth a total of 8.2mln in 3 years

Tenders Pipeline

Tenders joined		Awarded to the Market		Pending		WON by MFM Group	
#	Total Value	#	Total Value	#	Total Value	#	Total Value
89	€1,950mln	16	€125mln	73	€1,825mln	4	€97mln

until FY14 Call

from FY14 call until today

Tenders joined		Awarded to the Market		Pending		WON by MFM Group	
#	Total Value	#	Total Value	#	Total Value	#	Total Value
25	€584mln	0	€0mln	25	€584mln	0	€0mln

New Tenders from FY14 call until today

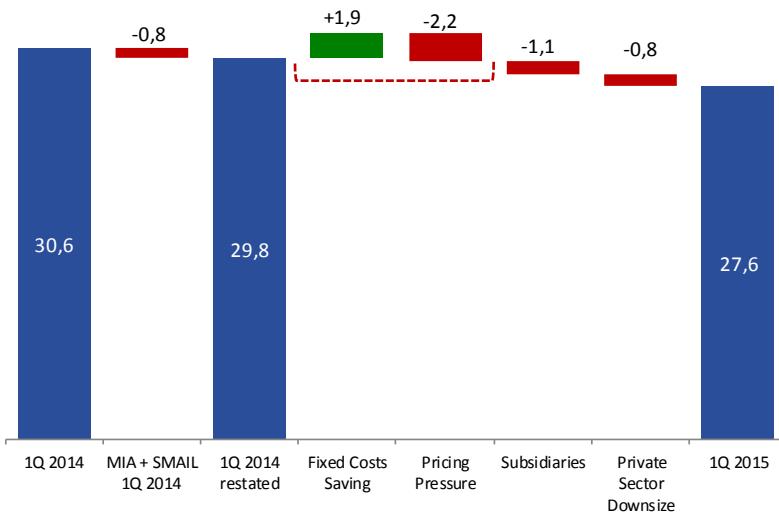
Pending as of today	
#	Total Value
98	€2,408mln*

*70% of which related to "Consip" tenders

EBITDA Adjusted



Bridge EBITDA 1Q 2015 vs 1Q 2014, €mln

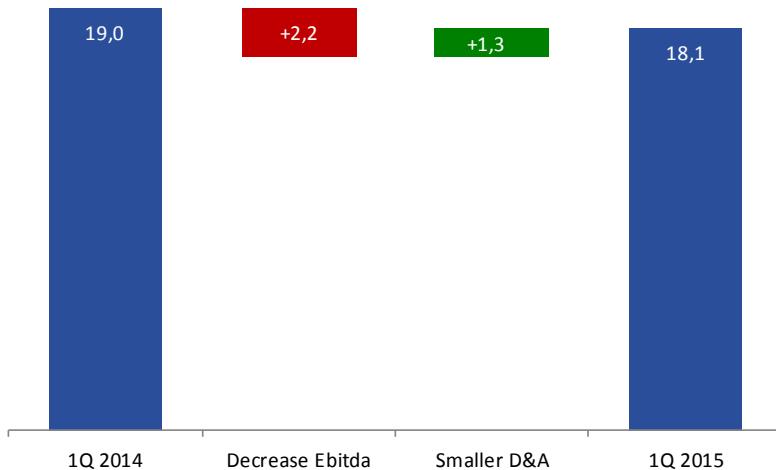


- Ebitda (no Adjustments in 1Q14 and 1Q15) declines €2.2mln compared to first quarter of 2014
- Reduction in profitability has been 0.6 percentage points YoY
- Reduction was the sum of:
 - -0.6 percentage points linked to subsidiaries and private sector (i.e. Telepost)
 - -0.9 percentage points linked to pricing pressure
 - +0.8 percentage points by reduction in fixed costs
- Based on the planned activities, we expected an acceleration on fixed costs reduction in the second half of 2015

EBIT Adjusted

1Q2015	€18.1 mln	(7.4%)
1Q 2014	€19.0 mln	(7.2%)

Bridge EBIT 1Q 2015 vs 1Q 2014, €mln



- EBIT declines €900k compared to 1Q 2014, less sharply than EBITDA
- EBIT benefits by:
 - Better environment around risks related to specific clients and weaker risks linked to specific contracts, resulted in:
 - Fewer write-downs on trade receivables for ≈€160k
 - €400k fewer provisions for risks compared to first quarter of 2014
 - €700k of fewer D&A related to reduced capex during previous year

Net Financial Expense, TAX, Net Profit

Net Financial Expenses	Taxes	Net Profit
1Q 2015 € 8.4 mln	1Q 2015 € 5.3 mln <small>Tax Rate: 50%</small>	1Q 2015 € 5.2 mln (2.1%)
1Q 2014 € 9.8 mln	1Q 2014 € 5.5 mln <small>Tax Rate: 57%</small>	1Q 2014 € 4.3 mln (1.7%)

- Net Interest load reduced thanks to:
 1. bond repurchases that lowered coupon burden
 2. early repayment of remaining debt facilities

- Despite an EBT higher of €1.1mln:
 1. Lower tax rate for 7 percentage points mainly linked to net benefit from reduction of IRAP for €1.3mln ("Legge di Stabilità")

- Net Profit for the first quarter 2015 higher than 1Q 2014 as a consequence of:
 1. Lower Financial Expense
 2. Lower Taxes

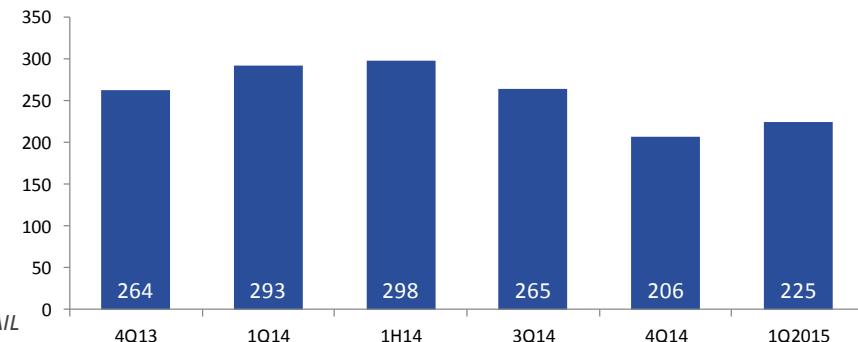
Net Working Operating Capital

NWOC
1Q 2015
€224.8 mln
FY 2014
€206.4 mln
1Q 2014
€292.9 mln*

NWOC / Revenues
1Q 2015
23.2 %**
FY 2014
21.2 %

- ✓ NWOC increased from December 2014 due to quarterly swings. The increase was mitigated by positive effects following the introduction of new “Split Payment” and “Reverse Charge” directives. (VAT no longer included in payables and receivables). This effect was offset by changes in “other items in WC” leaving neutral impact on NFP
- ✓ Compared to 1Q 2014 NWOC declined by ≈€68 mln from €293mln to €225mln
- ✓ NWOC / Revenues stands at 23.2%, higher than December 2014 but lower than first quarter 2014 (26.8%)

Net Working Operating Capital, €mln

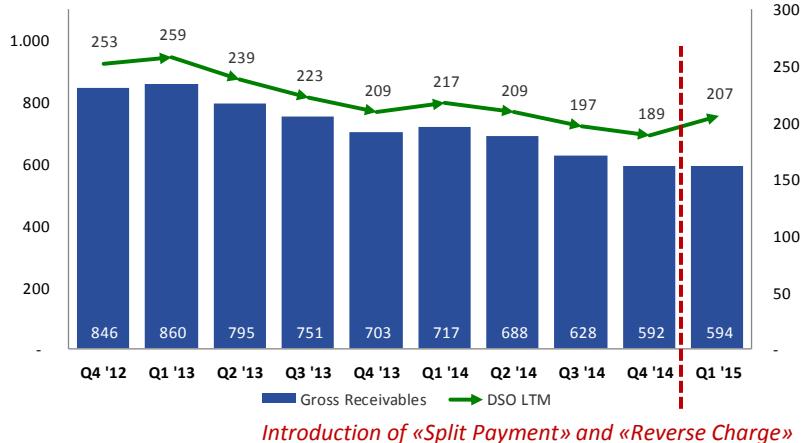


* 292.9 including €11.6mln of NWOC from MIA and €8mln of NWOC from SMAIL

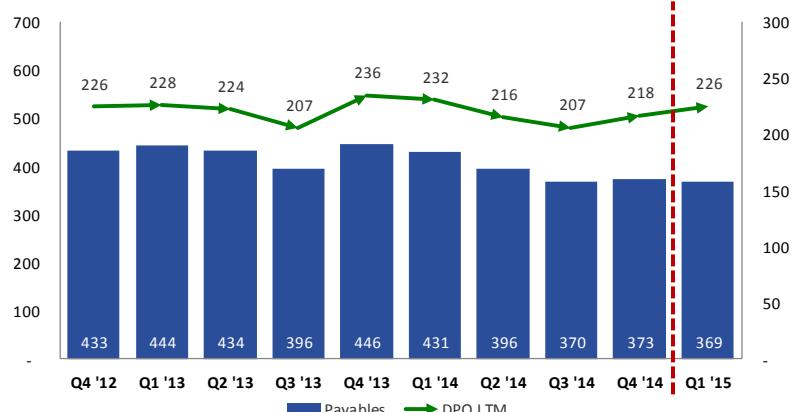
** NWOC = €225 mln; Revenues LTM = €967mln. NWOC / Rev = €225mln / € 967mln

DSOs & DPOs

Gross Receivables and DSOs



Payables and DPOs

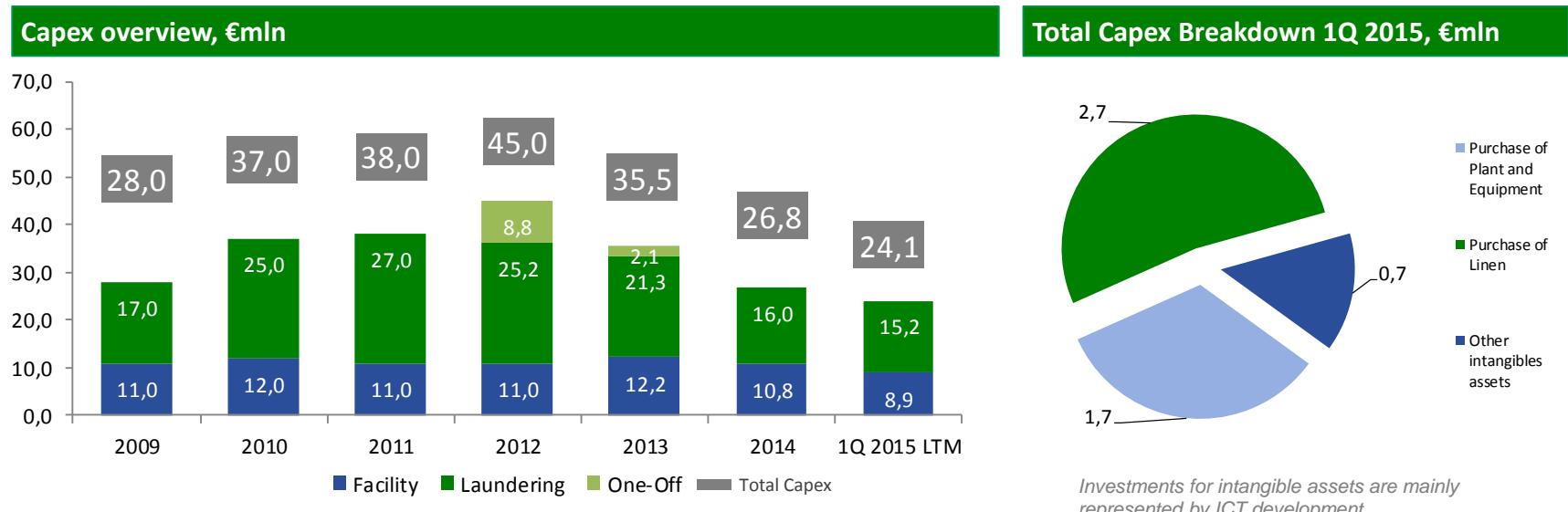


- DSO increased by 18 days compared to December 2014. We noted the following patterns:
 - Recurrent swings in first Q
 - Temporary lags on invoicing process from introduction of “Split payment/Reverse Charge”
 - No evidence about slowing down on payment habits from PA
 - Electronic invoicing, at full regime from 31March, well received by PA, gives comfort about improves in near future
- Receivables and Payables value are not perfectly comparable with the past since, following “Split Payment” and “Reverse Charge” directives, invoicing towards public entities and suppliers won’t include VAT
- Consequently, current stock of receivables and payables include a mix of the 2 fiscal regimes

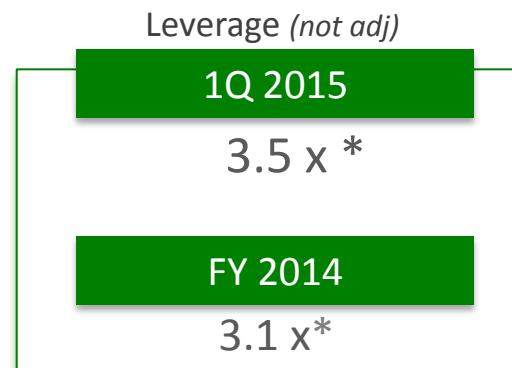
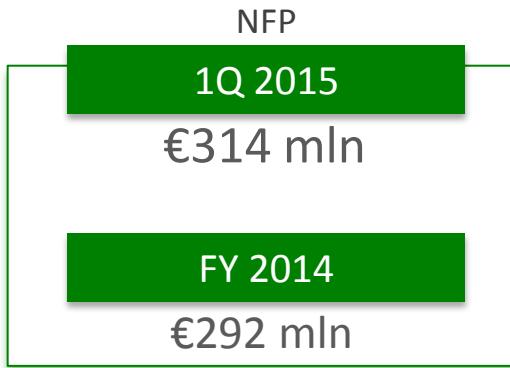
Capex



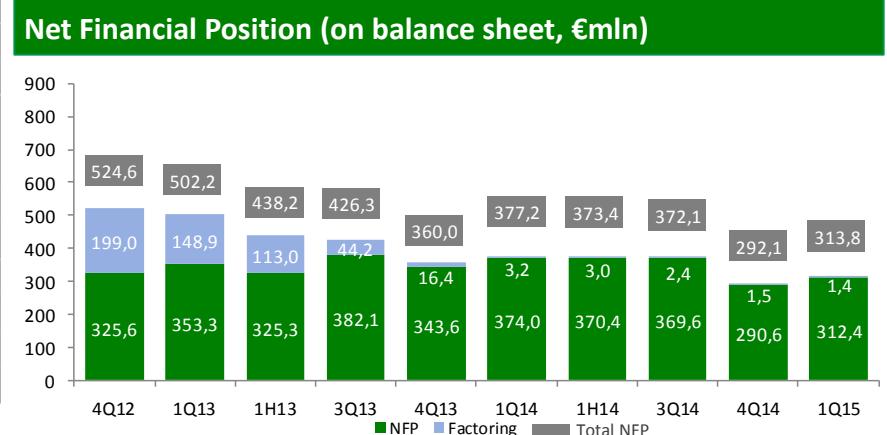
- In first quarter 2015 Industrial Capex were €5.1 mln, €2.7mln lower than same quarter of previous year:
 - €1.2mln lower in linen
 - €1.5 mln lower in ICT investments after completion of process-specific projects
- Linen purchase under L&S segment is the largest item, representing 52% of quarterly capex
- LTM capex for 2015 stands at 24.1mln



Net Financial Position



Breakdown of Net Financial Position	December 31, 2014	March 31, 2015
Long-term financial debt	379	436
Bank borrowings, including current portion of long-term debt, and other financial liabilities	28,5	23,0
Gross financial indebtedness	407,5	399,3
Cash and cash equivalents	(113,4)	(83,8)
Current financial assets	(3,5)	(3,1)
Net financial indebtedness	290,6	312,4
Factoring outstanding	1,5	1,4
Net financial indebtedness adjusted	292,1	313,8

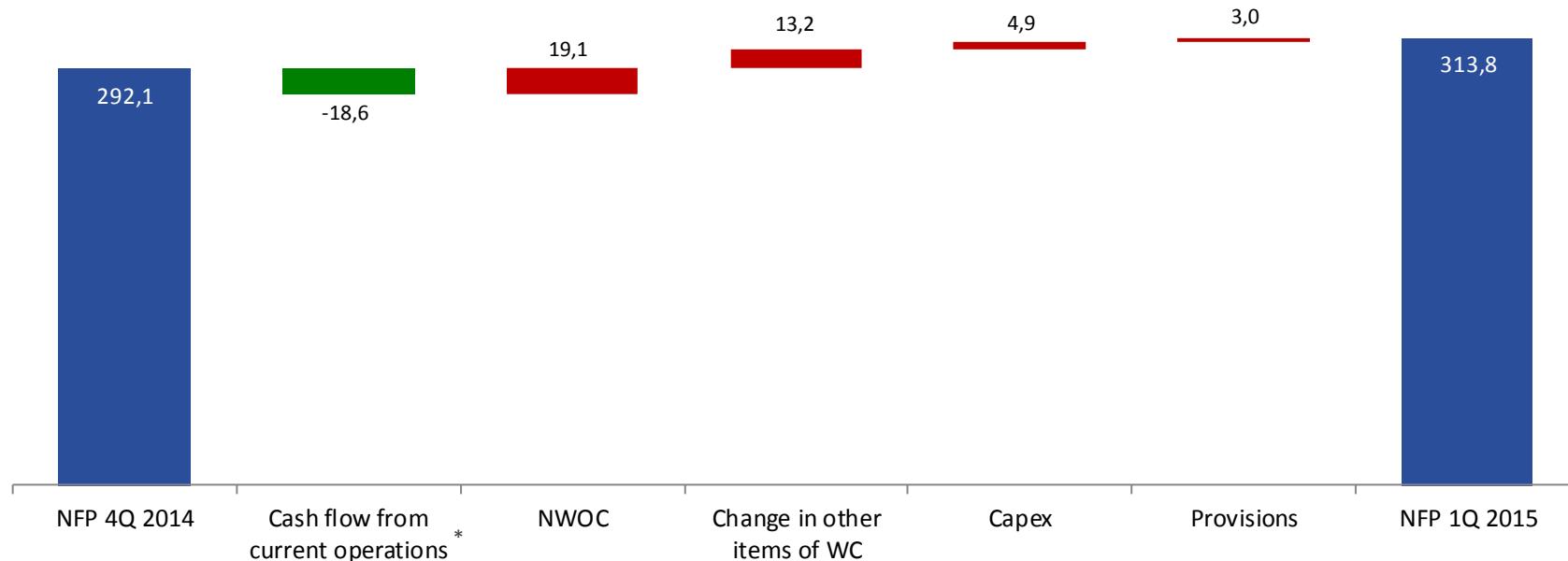


* Leverage Ratio calculated at perimeter without MIA and SMAIL.

- **1Q2015.** NFP = €314mln; Ebitda LTM = €91mln. Leverage = €314mln / € 91mln
- **FY 2014.** NFP = €292mln; Ebitda €93mln. Leverage = €292mln / €93mln

...Focus on NFP changes from December 31, 2014

Changes in Net Financial Position 4Q 2014 vs 1Q 2015, €mln



- ✓ Increase in NFP from QtoQ is mainly due to NWOC absorption and Other Items of WC
- ✓ “Split Payment” and “Reverse Charge” introduction created a transfer effect from NWOC (that should have been higher) to Changes in Other WC that should have been lower
- ✓ Cash went from €113mln in 4Q14 to €84mln in 1Q15 as result of reduction of NFP (€22mln) and accrued interest (€8mln)

*Includes €7.7mln of accrued interest related to the quarter

What's next

- ✓ Next call with Bondholders on 2Q 2015 will be held on August 13th, 2015 – 17 CET
- ✓ Manutencoop Financial Calendar is available on:
www.manutencoopfm.it/eng/investor-relations_calendario.asp

ANNEX

ANNEX

<i>(in thousands of Euro)</i>	March 31, 2015	December 31, 2014
Assets		
Non-current assets		
Property, plant and equipments	66.126	67.691
Property, plant and equipments under lease	2.700	2.867
Goodwill	369.860	369.860
Other intangible assets	24.296	24.782
Investments accounted for under the equity	30.381	29.390
Other investments	3.341	3.341
Non-current financial assets	18.460	18.449
Other non-current assets	1.682	1.787
Deferred tax assets	27.455	27.439
Total non-current assets	544.301	545.606
Current assets		
Inventories	5.241	5.115
Trade receivables and advances to suppliers	596.280	580.629
Current taxes receivables	28.903	28.922
Other current assets	27.592	30.632
Current financial assets	3.066	3.501
Cash and cash equivalents	83.830	113.382
Total current assets	744.912	762.181
Assets held for sale	5.210	5.003
Total assets held for sale	5.210	5.003
Total assets	1.294.423	1.312.790

ANNEX

<i>(in thousands of Euro)</i>	March 31, 2015	December 31, 2014
Shareholders' equity and Liabilities		
Share capital	109.150	109.150
Reserves	170.813	170.167
Retained earnings	54.233	42.553
Profit for the period attributable to equity holders	5.175	12.354
<i>Equity attributable to equity holders of the parent</i>	339.371	334.224
Capital and reserves attributable to non-controlling interests	683	409
Profit for the period attributable to non-controlling interests	(6)	273
<i>Equity attributable to non-controlling interests</i>	677	682
Total shareholders' equity	340.048	334.906
Non-current liabilities		
Employee termination indemnity	20.772	21.207
Provisions for risks and charges, non-current	12.414	12.373
Long-term financial debt	379.165	379.001
Deferred tax liabilities	11.771	11.755
Other non-current liabilities	28	28
Total non-current liabilities	424.150	424.364
Current liabilities		
Provisions for risks and charges, current	19.735	20.559
Trade payables and advances from customers	378.102	380.821
Current tax payables	5.005	4
Other current liabilities	107.258	123.624
Bank borrowings, including current portion of long-term debt, and other financial liabilities	20.125	28.512
Total current liabilities	530.225	553.520
Liabilities directly associated with assets held for sale	0	0
Total liabilities directly associated with assets classified as held for sale	0	0
Total shareholders' equity and Liabilities	1.294.423	1.312.790

ANNEX

<i>(in thousands of Euro)</i>	For the three months ended 31 March	
	2015	2014 Restated
Revenue		
Revenue from sales and services	250.328	257.370
Other revenue	388	216
Total revenue	250.716	257.586
Operating costs		
Costs of raw materials and consumables	(46.841)	(48.520)
Costs for services and use of third party assets	(79.540)	(82.563)
Personnel costs	(95.681)	(95.377)
Other operating costs	(1.023)	(1.309)
Amortization, depreciation, write-downs and write-backs of assets	(7.913)	(8.764)
Accrual of provisions for risks and charges	(1.617)	(2.042)
Total operating costs	(232.615)	(238.575)
Operating Income	18.101	19.011
Financial income and expenses		
Share of net profit of associates	1.020	391
Financial income	256	538
Financial expenses	(8.627)	(10.350)
Profit (loss) before taxes from continuing operations	10.744	9.590
Income taxes	(5.332)	(5.452)
Profit (loss) from continuing operation	5.412	4.138
Profit (loss) from discontinued operation	(243)	186
Net profit (loss) for the period	5.169	4.324
Net profit (loss) for the period attributable to non controlling interests	6	(86)
Net profit (loss) for the period attributable to equity holders of the parent	5.175	4.238

ANNEX

(in thousands of Euro)	For the three months ended 31 March	
	2015	2014 Restated
Net profit (loss) from continuing operations	5.210	4.138
Income taxes	5.211	5.356
Profit before taxes from continuing	10.421	9.494 A
Profit (loss) from discontinued operation	(243)	186 A
Gain on disposal on discontinued operation	41	0 A
Other impairment on discontinued operation	121	0 A
Amortization, depreciation, write-downs and (write-backs) of assets	7.924	9.295 A
Accrual of provisions for risks and charges	1.617	2.136 A
Employee termination indemnity provision	191	385 A
Payments of employee termination indemnity	(626)	(4.257) E
Utilization of provisions	(2.423)	(2.403) E
Share of net profit of associates	(1.020)	(391) A
Financial charges (income) for the period	8.264	9.874 A
Operating cash flows before movements in Working Capital	24.266	24.319
<i>Cash flows related to continuing operations</i>	(242)	871
<i>Cash flows related to discontinued operations</i>	24.508	23.448
Decrease (increase) of inventories	(126)	56 B
Decrease (increase) of trade receivables	(16.340)	(24.295) B
Decrease (increase) of other current assets	3.130	(1.411) C
Increase (decrease) of trade payables and advances from customers	(2.719)	(9.594) B
Increase (decrease) of other current liabilities	(16.375)	1.971 C
Change in Working Capital	(32.430)	(33.273)
Net interests received (paid) in the period	(15.965)	(18.210) A
Income taxes paid in the period	(433)	(368) A
Net cash flow from operating activities	(24.562)	(27.532)
Purchase of intangible assets, net of sales	(729)	(2.210) D
Purchase of property, plant and equipment	(4.354)	(5.604) D
Proceeds from sales of property, plant and equipment	78	607 D
Decrease (increase) of financial assets	431	658 D
Net cash from assets held for sale	50	2.634 D
Net cash flow used in investing activities	(4.524)	(3.914)
Net proceeds from/(reimburse of) borrowings	(466)	(20.978) F
Net cash flow from/(used in) financing activities	(466)	(20.978)
Changes in cash and cash equivalents	(29.552)	(52.425)
Cash and cash equivalents at the beginning of the period	113.382	184.538
Changes in cash and cash equivalents	(29.552)	(52.425)
Cash and cash equivalents at the end of the period	83.830	132.113

Euro/000	REF	Cash	Adj	Cash	NFP
				Cash	NFP
Cash at beginning of the period				113.382	113.382 (292.099)
Cash flow from current operations	A	10.917	7.702	18.619	18.619
Use of provisions	E	(3.049)	0	(3.049)	(3.049)
Change in NWOC (including factoring)	B	(19.185)	44	(19.141)	(19.141)
Other	C	(13.245)	0	(13.245)	(13.245)
Investments	D	(4.524)	(380)	(4.904)	(4.904)
Change in debt structure	F	(466)	(7.366)	(7.832)	
Cash at the end of the period				83.830	0 83.830 (313.818)



*Thank You
For Your
Attention!*