



**Summary of the Results at
March 31, 2014**

*Call with Bondholders,
May 19, 2014, 17CET*



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Index

MFM speakers today



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CFO



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Head of Investor Relations



Federico Rossi
Investor Relations

- ✓ **A word from the CFO**

- ✓ **1Q 2014 Highlights**

- ✓ **Focus on:**
 - ✓ P&L
 - ✓ Sales Activity
 - ✓ Capex
 - ✓ Net Financial Position

- ✓ **Annex**

A word from the CFO

No fireworks this quarter; waiting for 2° tranche of payments from PA

Flash

- First full quarter with redimensioned Telecom Italia contract
- Second tranche of payables in arrears not released yet

EBITDA Adj. %**

11.5% 13.1% in 1Q13

Statutory EBITDA

11.5 % 12.4% in 1Q13

- Telecom Italia impact
- Startup costs related to Consip Scuole

NWOC* / Revenues

26,8% 39,9%
in 1Q14 LTM in 1Q13 LTM

24,5% in 4Q13

- Consolidated reduction of NWOC stock

Leverage

3.3x 4.4x in 1Q13 LTM

*Includes factoring

**EBITDA Adj. does not include pro-forma items

A word from the CFO

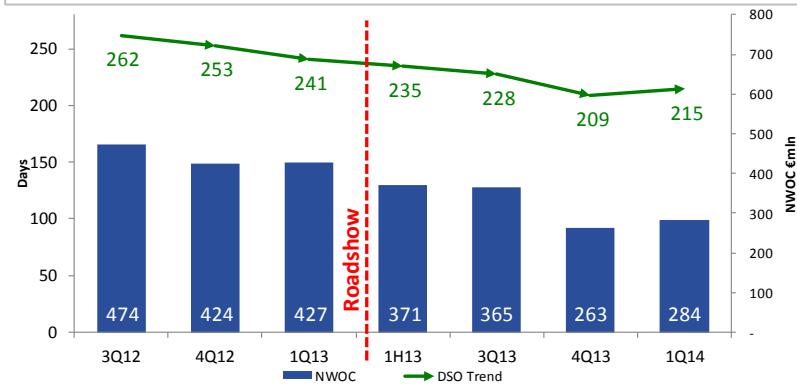
Official data from Italian Government (*Ministero Economia e Finanze*), at March 28th, 2014



- ✓ €23,5 billion in payables in arrears paid at March 28th, 2014
- ✓ Basically unchanged from February 2014
- ✓ ≈ €25 billion to be paid in 2014

DSO and Net Working Operating Capital*

Net Working Capital remains stable and under control waiting for the second tranche to be paid by Public Administration



Highlights on Cash Changes

- ✓ Cash available at end of first quarter 2014 was €132,1mln after :
 - Early repayment of CCFS for €18mln
 - Coupon payment for €18mln
- ✓ Early repayment of MPS for €20mln was performed on April 30, 2014

Note: *Data include Factoring. Since 1Q2014 DSOs are calculated on LTM Revenues. NWOC from 1H 2013 to 4Q13 are restated ex IFRS 10

1Q 2014 - Highlights



1Q2014 Results, year-to-date

Euro Million, unless otherwise stated		1Q 2014	1Q 2013	1Q vs 1Q
Revenues	265,1	284,0	-6,7%	
Ebitda	30,6	35,2	-13,2%	
Ebitda margin	11,5%	12,4%		
Ebitda Adjusted	30,6	37,1	-17,5%	
Ebitda Adjusted margin	11,5%	13,1%		
Ebit	19,2	24,8	-22,8%	
Ebit margin	7,2%	8,7%		
Tax Rate %	55%	47%		
Net Result	4,3	11,2	-61,4%	
Net result margin	1,6%	3,9%		
Net Financial Position	377	502	(125)	
DSOs	215 days	241 days	-26 days	
Net Working Capital (*)	284	427	(144)	

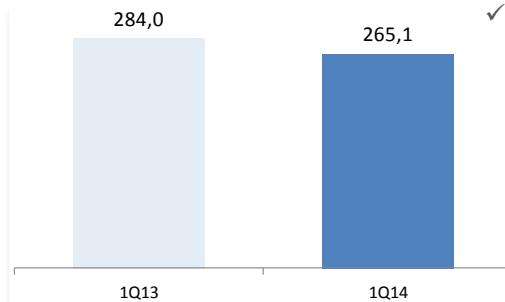
**(trade receiv + inventory - trade payb.)*

1Q 2014 takes in new IFRS 10 and IFRS 11 accounting standards on consolidated accounts and JVs, effective from Jan 01, 2014. As a consequence, 1Q 2013 has been restated for a proper comparison. 1Q13 restatements account for ≈-€120k on EBITDA and ≈-€900k on NFP

Focus on...P&L

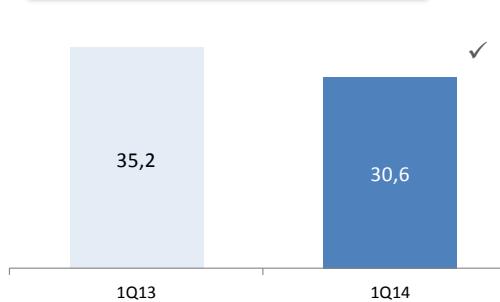
Profit & Loss, €mln

Revenues



- ✓ Revenues down following the reduction in size of Telecom Italia contract quarter vs quarter

EBITDA



- ✓ Telecom Italia re-dimensioned contract impact
- ✓ Ebitda also impacted by startup costs from Consip Scuole tender worth €116mln in multiannual value

EBIT



- ✓ Same gap in Ebitda is reflected in EBIT
- ✓ €1mln additional gap compared to same quarter of previous year for differences in write-downs and provisions

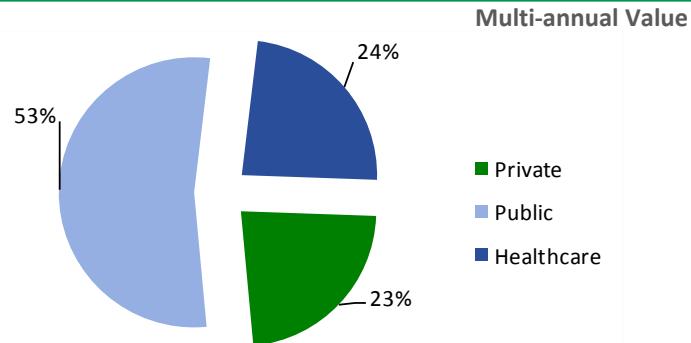
Net Result



- ✓ Decrease in Ebitda is passed to Net Result
- ✓ 1Q 2014 Net Result is also impacted by higher interest on debt compared to 1Q 2013

Focus on...Sales Activities

Signed contracts in 1Q14, by client type

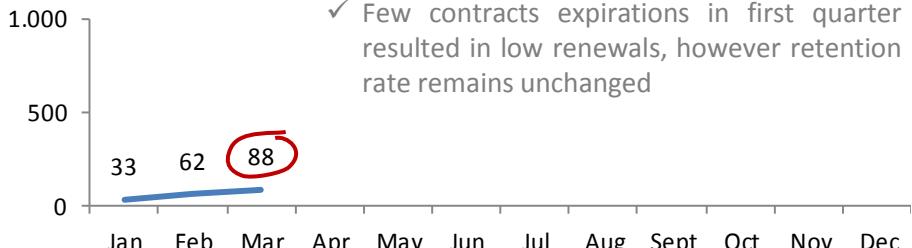


Main signed contracts in 1Q14

Multi-annual Value

- ✓ Cleaning Services for ATAC SPA Roma worth €15.7mln
- ✓ Cleaning Services for Trenitalia worth €12.5mln
- ✓ Sterilization for Ospedali Riuniti Brescia worth €9.8mln
- ✓ Technical Services for Municipality of Rovereto worth €7.3mln

Value of contracts signed in first 3 months of 2014, €mln



Breakdown of signed contracts in 1Q14



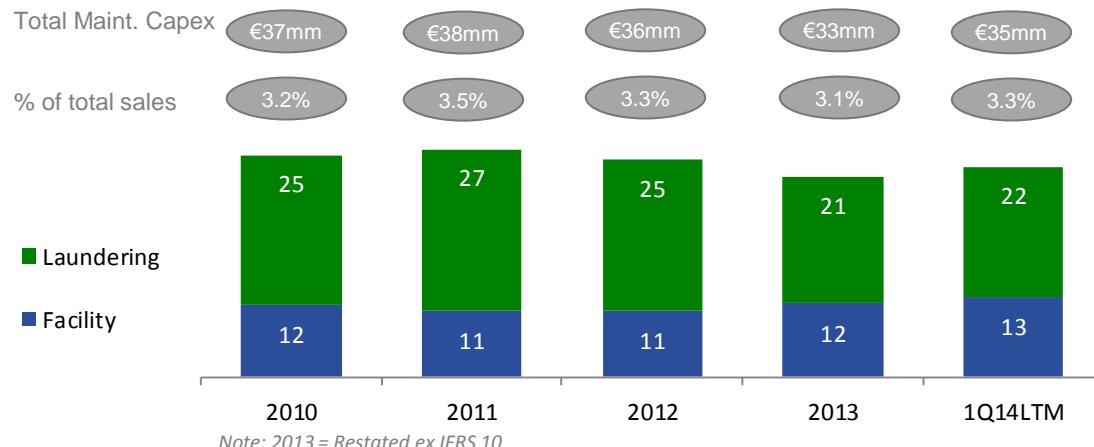
Revenue Visibility from Backlog¹



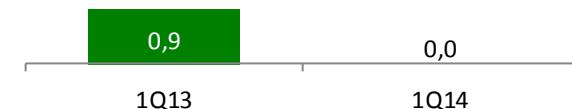
¹ Backlog is defined as the total amount of uncancelable and already secured revenues in respect of which MFM Group has received binding commitments from customers

Focus on...Capex

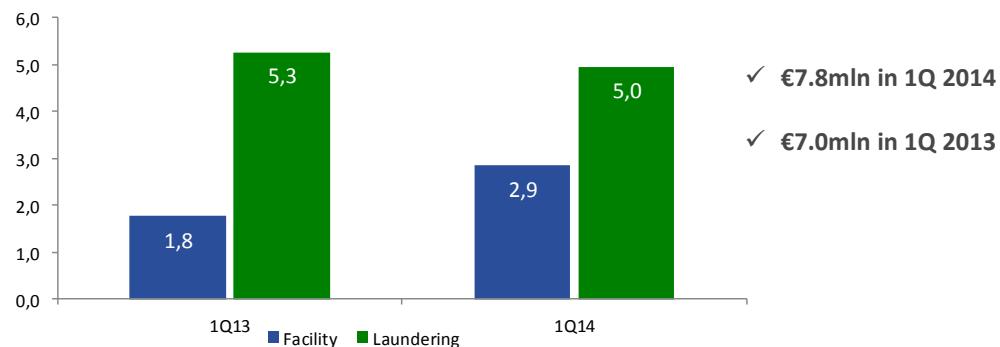
Maintenance Capex overview, €mln



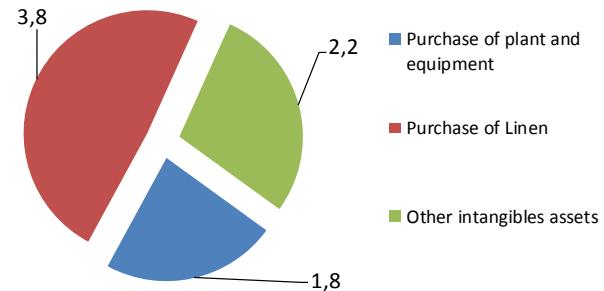
One-Off Capex overview, €mln



Maintenance Capex 1Q13 vs 1Q14, €mln

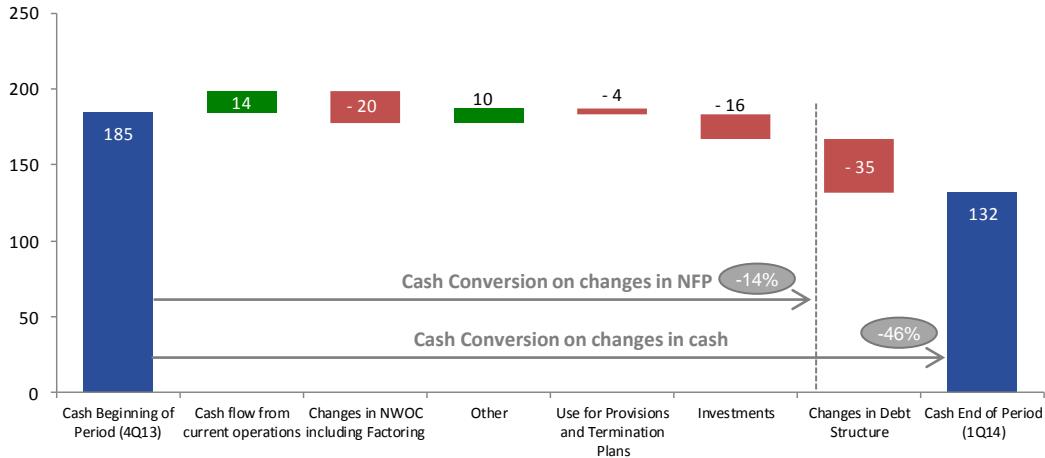


Total Capex Breakdown 1Q14, €mln

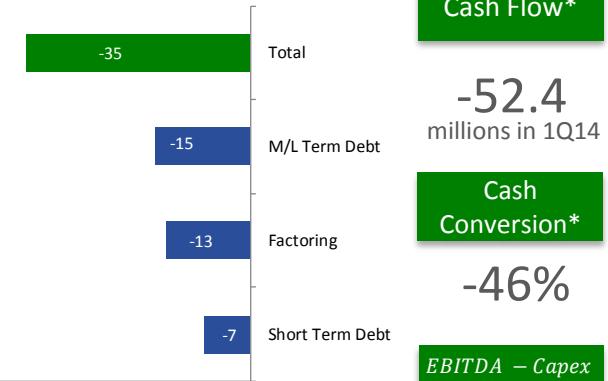


Focus on...Net Financial Position

Cashflow Bridge, 2013 vs 1Q 2014



Changes in Debt Structure



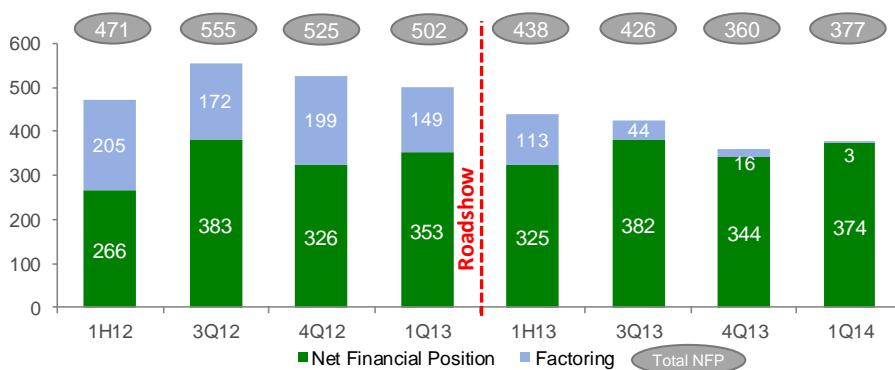
Cash Flow*
-52.4
millions in 1Q14

Cash Conversion*
-46%

EBITDA – Capex
EBITDA
74.5%

* Cash Flow = Cash end of period – Cash beginning of period, Cash Conversion = Cash Flow / EBITDA 1Q14 LTM

Net Financial Position (on balance sheet, €mln)



NFP from 1H 2013 to 4Q13 are restated ex IFRS 10

Breakdown of Net Financial Position	March 31, 2014
Long-term financial debt	441.521
Bank borrowings, including current portion of long-term debt, and other financial liabilities	70.768
Gross financial indebtedness	512.289
Cash and cash equivalents	(132.113)
Current financial assets	(6.179)
Net financial indebtedness	373.997
Factoring outstanding	3.203
Net financial indebtedness adjusted	377.200

What's next

- ✓ Next call with Bondholders on 2Q 2014 will be on held on September 1st, 2014 – 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, 2014	December 31, 2013
Assets		
Non-current assets		
Property, plant and equipments	76.279	77.320
Property, plant and equipments under lease	3.376	3.598
Goodwill	415.094	415.094
Other intangible assets	29.238	29.062
Investments accounted for under the equity method	30.762	31.858
Other investments	3.037	3.038
Non-current financial assets	19.750	10.840
Other non-current assets	1.556	1.638
Deferred tax assets	24.168	24.126
Total non-current assets	603.260	596.574
Current assets		
Inventories	6.106	6.162
Trade receivables and advances to suppliers	718.609	694.704
Current taxes receivables	14.667	16.495
Other current assets	30.666	29.225
Current financial assets	6.179	13.374
Cash and cash equivalents	132.113	184.538
Total current assets	908.340	944.498
Assets classified as held for sale	1.111	7.868
Total assets classified as held for sale	1.111	7.868
Total assets	1.512.711	1.548.940

ANNEX

<i>(in thousands of Euro)</i>	March 31, 2014	December 31, 2013
Shareholders' equity and Liabilities		
Share capital	109.150	109.150
Reserves	167.421	167.797
Retained earnings	47.353	33.606
Profit for the period attributable to equity holders of the parent	4.238	13.747
<i>Equity attributable to equity holders of the parent</i>	328.162	324.300
Capital and reserves attributable to non-controlling interests	1.954	1.611
Profit for the period attributable to non-controlling interests	86	344
<i>Equity attributable to non-controlling interests</i>	2.040	1.955
Total shareholders' equity	330.202	326.255
Non-current liabilities		
Employee termination indemnity	23.727	27.599
Provisions for risks and charges, non-current	13.487	11.715
Long-term financial debt	441.521	456.369
Deferred tax liabilities	12.136	12.144
Other non-current liabilities	28	7
Total non-current liabilities	490.899	507.834
Current liabilities		
Provisions for risks and charges, current	22.934	24.973
Trade payables and advances from customers	441.766	453.687
Current tax payables	3.436	226
Other current liabilities	152.706	148.429
Bank borrowings, including current portion of long-term debt, and other financial liabilities	70.768	85.116
Total current liabilities	691.610	712.431
Liabilities directly associated with assets classified as held for sale	0	2.420
Total liabilities directly associated with assets classified as held for sale	0	2.420
Total shareholders' equity and Liabilities	1.512.711	1.548.940

ANNEX

<i>(in thousands of Euro)</i>	March 31, 2014	March 31, 2013
Revenue		
Revenue from sales and services	264.824	283.651
Other revenue	229	341
Total revenue	265.053	283.992
Operating costs		
Costs of raw materials and consumables	(49.978)	(57.745)
Costs for services and use of third party assets	(84.711)	(93.113)
Personnel costs	(98.249)	(96.895)
Other operating costs	(1.521)	(1.567)
Capitalized internal construction costs	0	568
Amortization, depreciation, write-downs and write-backs of assets	(9.295)	(8.872)
Accrual of provisions for risks and charges	(2.136)	(1.558)
Total operating costs	(245.890)	(259.182)
Operating Income	19.163	24.810
Financial income and expenses		
Share of net profit of associates	391	717
Dividends and income from sales of investments	0	239
Financial income	655	301
Financial expenses	(10.529)	(4.767)
Profit (loss) before taxes from continuing operations	9.680	21.300
Income taxes	(5.356)	(10.109)
Profit (loss) from continuing operation	4.324	11.191
Profit (loss) from discontinued operation	0	0
Net profit (loss) for the period	4.324	11.191
Net profit (loss) for the period attributable to non controlling interests	(86)	(69)
Net profit (loss) for the period attributable to equity holders of the parent	4.238	11.122

ANNEX

<i>(in thousands of Euro)</i>	March 31, 2014	March 31, 2013
Profit before taxes from continuing operations	9.623	21.300
Amortization, depreciation, write-downs and (write-backs) of assets	9.295	8.871
Accrual of provisions for risks and charges	2.136	1.558
Employee termination indemnity provision	385	412
Share of net profit of associates	(334)	(478)
Income tax paid	(368)	(329)
Cash flow from current operations	20.737	31.334
Decrease (increase) of inventories	56	292
Decrease (increase) of trade receivables and advances to suppliers	(24.349)	(68.556)
Decrease (increase) of other current assets	(1.359)	(3.570)
Increase (decrease) of trade payables and advances from customers	(11.921)	13.911
Increase (decrease) of other current liabilities	4.297	9.799
Payments of employee termination indemnity	(4.257)	(1.299)
Utilization of provisions	(2.403)	(4.117)
Change in operating assets and liabilities for the period	(39.936)	(53.539)
Net cash flow from operating activities	(19.199)	(22.205)
Purchase of intangible assets, net of sales	(2.210)	(900)
Purchase of property, plant and equipment	(5.604)	(5.555)
Proceeds from sales of property, plant and equipment	607	66
Acquisition of investments	1	(248)
(Decrease) increase of non-current assets	658	(864)
Net cash used in business combination	0	0
Net cash from assets classified as held for sale	2.634	(2)
Net cash flow used in investing activities	(3.913)	(7.504)
Net proceeds from/(reimburse of) borrowings	(29.313)	34.398
Change in the scope of consolidation	0	4
Net cash flow from/(used in) financing activities	(29.313)	34.402
Changes in cash and cash equivalents	(52.425)	4.693
Cash and cash equivalents at the beginning of the period	184.538	51.394
Changes in cash and cash equivalents	(52.425)	4.693
Cash and cash equivalents at the end of the period	132.113	56.088



*Thank You
For Your
Attention!*