

7. Segment reporting

The operating segments subject to reporting have been determined based on the reporting used by senior management to take decisions on the allocation of resources and performance evaluation. Segment performance is measured based on

profit or loss. This reporting is based specifically on the different geographical areas in which the Group operates and is determined using the same accounting standards used for preparing the consolidated financial statements.

The geographical areas identified are:

- Italy
- European Union (excluding Italy)
- European countries outside of the European Union
- Asia
- Africa
- America
- Oceania

Transfer prices between operating segments are defined under the same conditions as those applied to arm's length transactions.

The tables below contain economic segment information in relation to the disclosure obligations pursuant to IFRS 8.

Salini Group S.p.A. - IFRS 8

SEGMENT INFORMATION DECEMBER 2013

(Valori in Euro/000)	Italy	EU (excluding Italy)	Non-EU	Asia	Africa	America	Oceania	Total elimination of entries	Consolidated total
Revenues	627,339	574,691	156,844	390,987	850,382	866,063	3,063	(135,549)	3,333,820
Other revenues	33,876	6,771	333	7,197	10,886	18,381	4,579	9,818	91,841
Total Revenues	661,215	581,462	157,178	398,184	861,268	884,444	7,642	(125,731)	3,425,661
Costs of production	(522,833)	(529,774)	(129,214)	(325,814)	(548,462)	(608,317)	(9,233)	87,240	(2,586,409)
Value added	138,382	51,688	27,964	72,370	312,806	276,126	(1,591)	(38,492)	839,253
Personnel costs	(109,385)	(45,771)	(22,245)	(53,354)	(87,878)	(147,806)	(806)	7,803	(459,443)
Other operating costs	(35,252)	(3,222)	(584)	(2,308)	(6,119)	(18,073)	(22)	2,269	(63,313)
EBITDA	(6,256)	2,694	5,134	16,709	218,809	110,247	(2,420)	(28,420)	316,497
Depreciation and amortisation	(12,962)	(2,248)	(727)	(24,633)	(62,543)	(51,060)	(14)	1,674	(152,514)
Provisions									0
Write-downs	1,600	(1,574)	0	(6,383)	(236)	(9,737)	0	0	(16,330)
Costs capitalised for internal work	0	0	0	0	0	0	0	0	0
EBIT	(17,619)	(1,128)	4,407	(14,308)	156,030	49,450	(2,434)	(26,746)	147,653
Total of Financial Area and of Equity investments	476,983	16,478	(610)	(15,003)	(8,896)	(35,147)	(772)	(291,609)	141,422
Pre-tax profit/(loss)	459,364	15,350	3,797	(29,311)	147,134	14,303	(3,206)	(318,355)	289,075
Taxes	(37,342)	(4,574)	(1,611)	(2,381)	(10,299)	(2,036)	488	14,521	(43,234)
Profit/(loss) from continuing operations	422,022	10,776	2,186	(31,692)	136,835	12,267	(2,719)	(303,834)	245,841
Profit/(loss) from discontinued operations	(65,555)	0	0	0	0	0	0	(22,585)	(88,140)
Intercompany profit or loss elimination difference	0	0	0	0	0	0	0	0	0
Net Profit	356,467	10,776	2,186	(31,692)	136,835	12,267	(2,719)	(326,419)	157,701
Profit/(loss) attributable to minority interests	(5,403)	0	0	18	308	200	0	(4,366)	(9,244)
Profit/(loss) attributable to the Group	361,871	10,776	2,186	(31,710)	136,527	12,067	(2,719)	(322,053)	166,944

Notes to the consolidated financial statements

Reclassified statement of financial position

SEGMENT INFORMATION DECEMBER 2013

(Values in €/000)	Italy	EU (excluding Italy)	Non-EU	Asia	Africa	America	Oceania	Adjustments and eliminations	Total
Intangible assets	86,912	(84,046)	0	26	174	3,557	0	158,609	165,234
Property, plant and equipment and Investment property	47,331	12,439	4,425	67,295	234,575	160,437	36	(7,516)	519,021
Equity investments	1,527,260	(13,084)	0	0	0	21	0	(1,452,936)	61,261
Other non-current assets	19,487	955	1,285	140	3,469	5,382	0	902	31,621
Total fixed assets (A)	1,680,990	(83,736)	5,710	67,461	238,219	169,397	36	(1,300,940)	777,137
Inventories	19,346	444	0	12,244	152,528	59,454	0	0	244,016
Amounts due from clients	325,933	72,014	3,698	98,546	333,275	448,944	0	0	1,282,410
Amounts due to clients	(111,448)	(238,235)	(2,716)	(152,761)	(1,001,225)	(377,696)	0	0	(1,884,083)
Trade receivables	863,582	178,108	27,479	94,402	501,534	530,521	3,408	(564,518)	1,634,515
Other current assets	38,161	54,699	9,080	(75,329)	237,107	112,296	102	5,698	381,814
Net tax assets (liabilities)	108,477	(25,677)	(1,748)	1,812	(24,934)	48,396	741	(1,812)	105,254
Subtotal	1,244,051	41,352	35,792	(21,087)	198,284	821,915	4,251	(560,632)	1,763,927
Trade payables	(133,739)	(267,516)	(18,333)	(128,813)	(249,981)	(859,264)	(3,905)	484,268	(1,177,283)
Other liabilities	(199,640)	(3,764)	(2,838)	(9,090)	(15,592)	(74,860)	(140)	56,280	(249,644)
Subtotal	(333,379)	(271,281)	(21,171)	(137,903)	(265,572)	(934,124)	(4,045)	540,548	(1,426,927)
Operating Working Capital (B)	910,672	(229,928)	14,622	(158,989)	(67,289)	(112,209)	206	(20,084)	337,000
Non-current assets held for sale (C)	655,288	0	0	0	0	0	0	(1,685)	653,604
Non-current liabilities held for sale (D)	(681,218)	0	0	0	0	0	0	263,157	(418,061)
Employee benefits	(13,294)	(646)	0	(717)	(650)	(6,753)	0	0	(22,059)
Provisions for risks and charges	(276,638)	(2,048)	(554)	(1,393)	(5,899)	(5,687)	0	188,589	(103,629)
Total provisions (E)	(289,932)	(2,693)	(554)	(2,111)	(6,548)	(12,439)	0	188,589	(125,688)
Net Invested Capital (E=A+B+C+D+E)	2,275,801	(316,358)	19,778	(93,639)	164,382	44,749	242	(870,963)	1,223,991
(Values in €/000)									
Cash and cash equivalents	411,599	387,236	9,190	123,729	97,834	102,330	490	11	1,132,419
Current financial assets	457,255	131,939	0	1,465	69,665	2,022	0	(429,817)	232,529
Non-current financial assets	30,829	30,750	11	1,630	391	0	4	(14,687)	48,928
Current financial liabilities	(251,671)	(8,458)	(600)	(60,983)	(115,068)	(196,148)	(1,028)	192,109	(441,846)
Non-current financial liabilities	(1,017,937)	(167,875)	0	(1,867)	(69,983)	(43,341)	0	(2,737)	(1,303,740)
Net financial payables/receivables (F)	(369,924)	373,591	8,601	63,974	(17,161)	(135,136)	(534)	(255,120)	(331,708)
Shareholders' equity	1,894,522	57,234	28,379	(29,665)	146,808	(93,586)	(291)	(1,304,243)	699,157
Minority interests	11,353	0	0	0	413	3,199	0	178,160	193,124
Shareholders' equity (G)	1,905,875	57,234	28,379	(29,665)	147,221	(90,388)	(291)	(1,126,083)	892,282
Total Sources (H=F+G)	2,275,799	(316,358)	19,778	(93,639)	164,382	44,749	242	(870,963)	1,223,990
Totale Fonti (H=F+G)	2.275.799	(316.358)	19.778	(93.639)	164.382	44.749	242	(870.963)	1.223.990