

Regulatory information - Paris, 8 November 2018

Quarterly information Third quarter 2018

2018 outlook

In line with its strategic refocusing (with notably in 2017 the acquisitions of Exensor and Winlight Companies and the disposal of the Bertin Pharma business), the Group announced on 29 June 2018 and on 10 August 2018 the disposals of:

- Bertin Technologies's "Ergonomics & Human Factor" business
- its indirect and minority stake in the SELCHP Company, owner of a household waste recovery facility in London.

In view of these transactions, the net profit for 2018 will increase significantly compared with 2017.

Income on ordinary activities for the Environment & Energy sector will be however negative, given execution difficulties focused on a specific project in England, following the default of a civil works co-contractor.

Order intake

(in € million)	2017 (restated)				2018			
	1 st quarter	2 nd quarter	3 rd quarter	Total at 30/09/2017	1 st quarter	2 nd quarter	3 rd quarter	Total at 30/09/2018
Environment & Energy	218.5	66.6	21.9	307.0	50.4	51.2	51.2	152.8
Innovation & Systems	35.7	45.0	40.4	121.1	36.8	33.8	45.9	116.6
Group	254.2	111.7	62.2	428.1	87.2	85.0	97.2	269.4

The CNIM Babcock Maroc subsidiary was incorporated into the Environment & Energy sector on 1 January 2018. Comparative figures for the first quarter 2017 were restated to take this reclassification into account.

The restated figures for 2017 (order intake, revenues and backlog) also take into account restatements related to the implementation of IFRS 15.

The portfolio of contracts for new "turnkey" household waste to energy facilities awarded to the Group but whose coming into force is not yet effective – therefore not booked in the backlog as at 30 September 2018 – remains at a high level in England and in the Middle East. The Group booked the notice-to-proceed for the Troyes plant at end-October 2018 and is expecting a strong increase in order intake in the six months ahead.

Comparative revenues

(in € million)	2017 (restated)				2018			
	1 st quarter	2 nd quarter	3 rd quarter	Total at 30/09/2017	1 st quarter	2 nd quarter	3 rd quarter	Total at 30/09/2018
Environment & Energy	89.8	77.1	106.0	273.0	86.7	138.2	103.0	327.9
Innovation & Systems	42.1	51.0	45.5	138.6	46.8	50.8	38.6	136.2
Group	131.9	128.1	151.6	411.5	133.5	189.0	141.6	464.1

Backlog

(in € million)	Backlog at 01/01/2018 <i>published</i>	Backlog at 01/01/2018 <i>restated</i>	Total at 30/09/2018			Backlog at 30/09/2018
			Change in scope	Order intake	Revenues	
Environment & Energy	587.4	696.9		152.8	327.9	521.8
Innovation & Systems	242.9	241.6	(1.6)	116.6	136.2	220.4
Group	830.3	938.5	(1.6)	269.4	464.1	742.2

Cash position

At 30 September 2018, the Group's cash position stood at:

- Cash net of all debt: - €24.3 million
- Gross cash: €85.6 million

About CNIM group

CNIM Group develops, designs and produces turnkey industrial solutions with high technological content and provides expertise, services and operations in the areas of the environment, energy, defence and industry.

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Financial calendar available at www.cnim.com