



Safe Harbor Statement

This Presentation contains certain forward-looking statements. Forward-looking statements concern future circumstances and results and other statements that are not historical facts, sometimes identified by the words "believes," "expects," "predicts," "intends," "projects," "plans," "estimates," "aims," "foresees," "anticipates," "targets," and similar expressions. The forward-looking statements contained in this Presentation, including assumptions, opinions and views of the Company or cited from third party sources, are solely opinions and forecasts reflecting current views with respect to future events and plans, estimates, projections and expectations which are uncertain and subject to risks. Market data used in this Presentation not attributed to a specific source are estimates of the Company and have not been independently verified. These statements are based on certain assumptions that, although reasonable at this time, may prove to be erroneous. By their nature, forward-looking statements involve a number of risks, uncertainties and assumptions that could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. If certain risks and uncertainties materialize, or if certain underlying assumptions prove incorrect, Fincantieri may not be able to achieve its financial targets and strategic objectives. A multitude of factors which are in some cases beyond the Company's control can cause actual events to differ significantly from any anticipated development. Forward-looking statements contained in this Presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. No one undertakes any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Market data used in this Presentation not attributed to a specific source are estimates of the Company and have not been independently verified. Forward-looking statements speak only as of the date of this Presentation and are subject to change without notice. No representations or warranties, express or implied, are given as to the achievement or reasonableness of, and no reliance should be placed on, any forward-looking statements, including (but not limited to) any projections, estimates, forecasts or targets contained herein.

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Declaration of the Manager responsible for preparing financial reports

Pursuant to art. 154-BIS, par. 2, of the Unified Financial Act of February 24, 1998, the executive in charge of preparing the corporate accounting documents at Fincantieri, Carlo Gainelli, declares that the accounting information contained herein correspond to document results, books and accounting records.



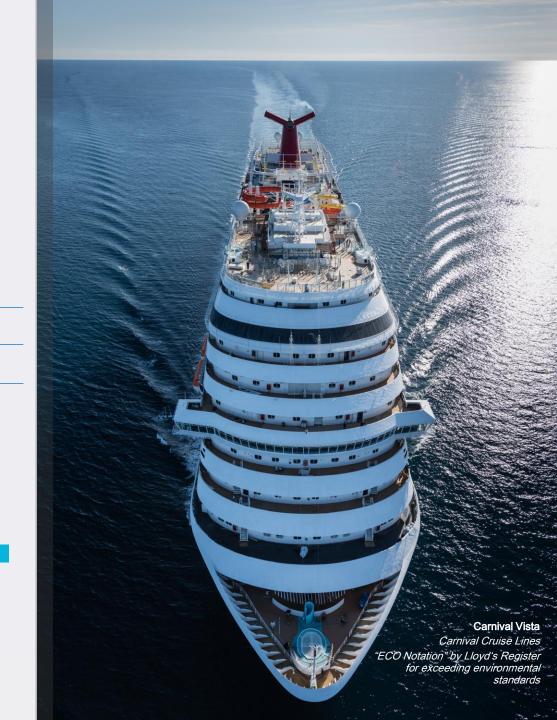
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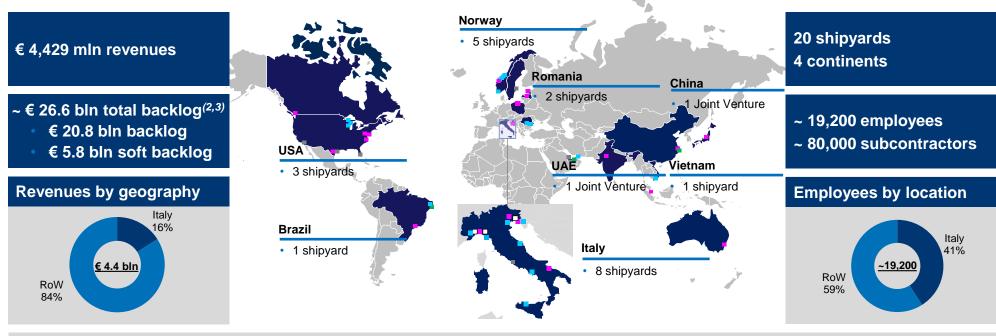
Section 1

Introduction



Fincantieri at a glance

#1 Western designer & shipbuilder⁽¹⁾ with 230 years of history & >7,000 ships built













Note: all figures reported at December 31, 2016, except for backlog and soft backlog which are referred to Q1 2017 (at March 31, 2017) (1) By revenues, excluding naval contractors in the captive military segment. Based on Fincantieri estimates of shipbuilders' revenues in 2015 (2) At March 31, 2017 (3) Sum of backlog and soft backlog; soft backlog represents the value of existing contract options and letters of intent as well as contracts in advanced

Operating subsidiary Representative / Sales office





negotiation, none of which yet reflected in the order backlog

[□] Corporate/BU headquarters ■ Shipyard ■ Joint Venture

Business units, products and positioning

	End markets	Main products	Positioning	Revenues 2016 ⁽⁴⁾	Backlog ⁽⁵⁾	
Shipbuilding	Cruise	All cruise ships (from contemporary to luxury)	• #1 worldwide (~45% market share ⁽¹⁾)	€ 2,078 mln (44.2% on total)	€ 18,859 mln (60 ships)	
	Naval	 All surface vessels (also stealth) Support & Special vessels Submarines 	 Leader: #1 in Italy⁽²⁾ Key supplier for US Navy & Coast Guard⁽³⁾ Key supplier for Qatar Emiri Naval Forces 	€ 1,156 mln (24.6% on total)		
	Other	High tech ferries Large mega-yachts	 Leading player: High tech ferries Large mega-yachts 	€ 12 mln (0.3% on total)		
Offshore	***************************************	 OSV Offshore wind OPV Expedition cruise aquaculture Special vessels 	Leading player in high-end OSVs	€ 960 mln (20.4% on total)	€ 1,444 mln (43 ships)	
Equipment Systems & Services		 Marine systems, components & turnkey solutions Ship interiors Naval services Ship repairs & conversions 	Leading player worldwide	€ 495 mln (10.5% on total)	€ 1,180 mln	

⁽¹⁾ By oceangoing cruise ships > 10,000 gross tons ordered in the 2004 – 2016 period. Source: Fincantieri analysis based on IHS Lloyd's Fairplay – Shippax data and Company press releases (2) For all the large ships and ex

(4) Breakdown calculated based on revenues gross of consolidation effects (5) At March 31, 2017



Track record, clients and technological leadership



⁽¹⁾ Includes other products delivered by Naval business unit. Includes US subsidiaries pre Fincantieri acquisition, excluding 174 RB-M delivered since 2002, of which 28 in 2014 and 3 in 2015
(2) Includes other products delivered by Offshore business unit. Includes VARD and predecessor companies





⁽³⁾ Parent company of several brands: Carnival Cruise Lines, Costa Crociere, Cunard, Holland America Line, P&O Cruises, Princess Cruise Lines and Seabourn Cruise Lines

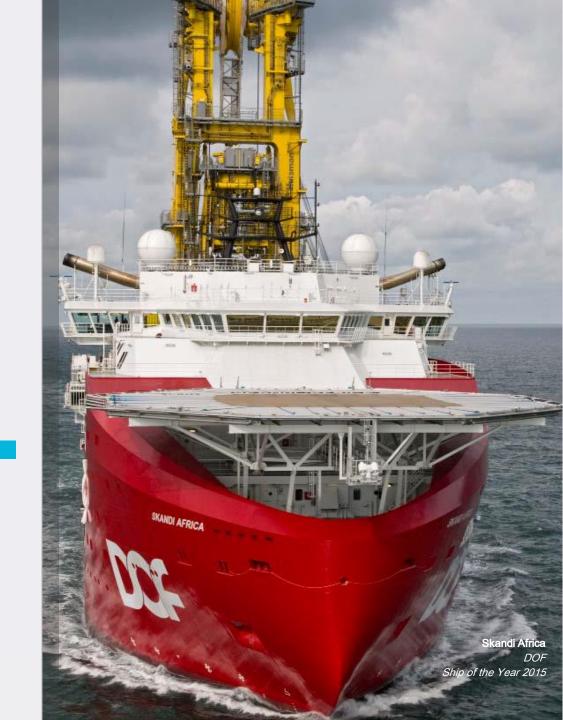
⁽⁴⁾ Award instituted by the major Nordic shipping magazine Skipsrevyen

⁽⁵⁾ In terms of loading capacity (2011) (6) In terms of bollard pull at the date of construction (423 tons)

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Section 2

Q1 2017 results



Q1 2017 Key Messages

- Q1 2017 results in line with Business Plan 2016-2020 targets: revenues up 5.3% vs Q1 2016 and EBITDA margin at 6.0% vs 4.9% Q1 2016; Business Plan targets confirmed
- Total backlog⁽¹⁾ at € 26.6 bln covering ~6 years of work if compared to 2016 revenues:
 - Backlog at € 20.8 bln (103 ships) up from € 18.2 bln in FY 2016 thanks to the conversion of soft backlog into firm orders
 - Soft backlog⁽²⁾ at € 5.8 bln, at same high levels as in FY 2016 thanks to new commercial opportunities
- Extraordinary commercial success with the signing, in the first months of the year, of orders and agreements for a total of 19 cruise ships (including options) to be built at the Italian shipyards, Vard shipyards and through the joint venture in China:
 - MoA for 2 cruise ships for Carnival brands Princess Cruises and Holland America Line;
 - Order for 4 cruise ships (with options for additional 2) for Norwegian Cruise Line brand;
 - First binding agreements with CSSC and Carnival for the construction in China of 2 ships (with options for additional 4);
 - LOI signed by Vard for an expedition cruise vessel;
 - MoA, signed in April, for 2 cruise ships (with option for additional 2) for Viking Ocean Cruises
- Sound operating performance with the delivery of three cruise ships from three different shipyards during the first months of the year ("Viking Sky", "Majestic Princess" and "Silver Muse")
- Significant progress in the acquisition of STX France with the signing of the Heads of Terms with the France State in April: the agreement is a key step for the finalization of the final agreements among future shareholders and also includes the guidelines of the business plan prepared by Fincantieri for STX France. Fincantieri is working with the Court of Seoul in order to finalize the acquisition of STX France as soon as possible



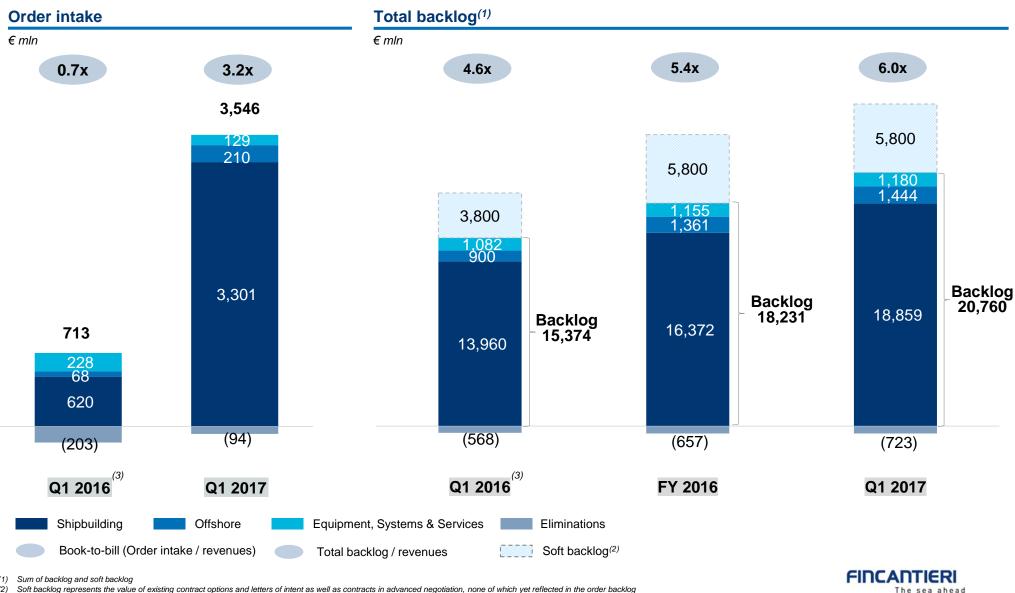
⁽¹⁾ Sum of backlog and soft backlog

⁽²⁾ Soft backlog which represents the value of existing contract options and letters of intent as well as contracts in advanced negotiation, none of which yet reflected in the order backlog

Q1 2017 main orders

	Vessel		Client	Delivery
Shipbuilding		4 cruise ships	Norwegian Cruise Line	2022-2025
Offshore		1 krill fishing vessel	Aker BioMarine	2018
Q1 2017 main d	leliveries			
	Vessel		Client	Shipyard
Shipbuilding		Cruise ship "Viking Sky"	Viking Ocean Cruises	Ancona
5p		Cruise ship "Majestic Princess"	Princess Cruises (Carnival Corporation)	Monfalcone
Offshore	CO. 200	OSCV "Skandi Buzios"	Techdof	Vard Søviknes
Olishore -	F	OSCV "Far Superior"	Farstad	Vard Vung Tau

Order intake and backlog – by segment

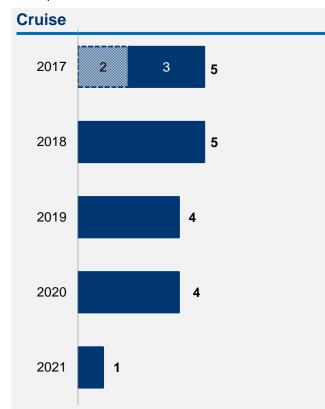


⁽³⁾ For comparison purposes, Q1 2016 figures are restated following the redefinition of operating segments. Following the operational reorganization carried out in November 2016, the repair & conversion services, cabins & public areas business, as well as integrated systems business, all previously included in the Shipbuilding segment, have been relocated to the Equipment, Systems & Services segment starting from FY 2016 results.

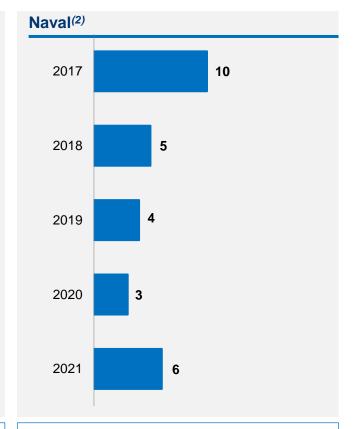
Backlog deployment

Shipbuilding

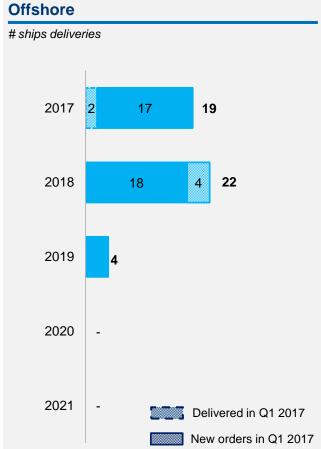
ships deliveries(1)



- · Additional 5 unit scheduled after 2021
- 22 vessels
- Deliveries up to 2025, stretching to 2027 in case of confirmation of the option for 2 ships for Norwegian Cruise Line



- Additional 10 units scheduled after 2021
- 38 vessels
- Deliveries up to 2026

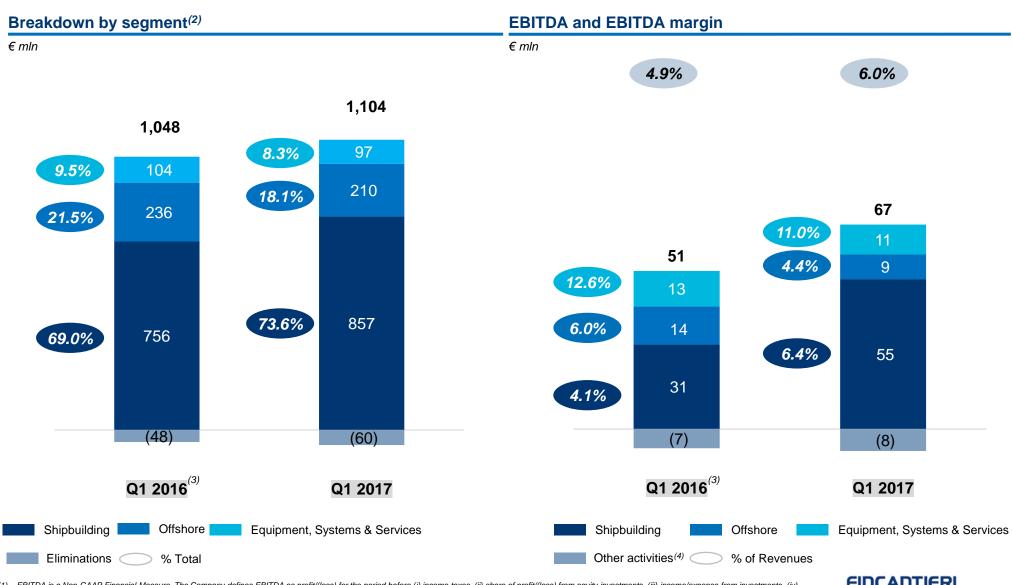


- 43 vessels
- 20 module carrier vessels scheduled for delivery in 2017-2018 and 6 expedition cruise vessels in 2018-2019

(1) Articulated Tug Barge (ATB) is an articulated unit consisting of a barge and a tug, thus being counted as two vessels in one unit (2) Ships with length > 40 m



Revenues and EBITDA⁽¹⁾ – by segment



⁽¹⁾ EBITDA is a Non-GAAP Financial Measure. The Company defines EBITDA as profit/(loss) for the period before (i) income taxes, (ii) share of profit/(loss) from equity investments, (iii) income/expense from investments, (iv) finance costs, (v) finance income, (vi) depreciation and amortization, (vii) wages guarantee fund - Cassa Integrazione Guadagni, (viii) expenses for corporate restructuring, (ix) accruals to provision and cost of legal services for asbestos claims, (x) other non recurring items

(4) Other costs

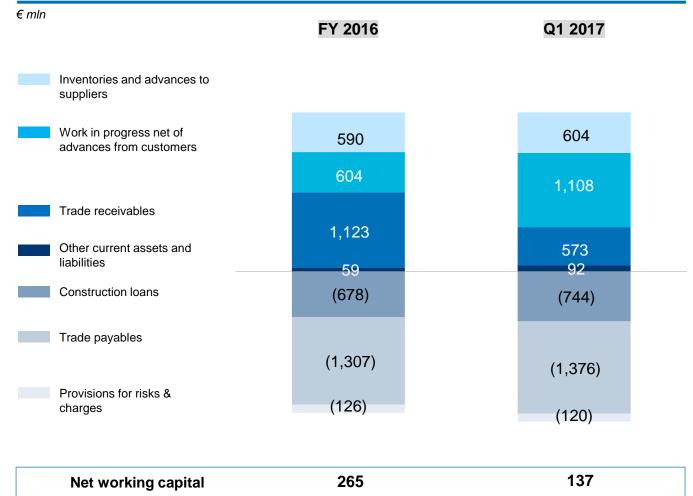
Breakdown calculated on total revenues before eliminations

For comparison purposes, Q1 2016 figures are restated following the redefinition of operating segments. Following the operational reorganization carried out in November 2016, the repair & conversion services, cabins & public areas business, as well as integrated systems business, all previously included in the Shipbuilding segment, have been relocated to the Equipment, Systems & Services segment starting from FY 2016 results.

Net working capital and net debt⁽¹⁾

Breakdown by main components

Net debt



(1) Construction loans are committed working capital financing facilities, treated as part of Net working capital, not in Net financial position, as they are not general purpose loans and can be a source of financing only in connection with ship contracts

615

540

Comments

- Net working capital and net debt dynamics related to the increase of the production volumes in cruise and the cash-in of the final installments for the 2 cruise ships delivered during the quarter
- Construction loans at € 744 mln of which € 594 mln related to VARD and € 150 mln related to Fincantieri
- Most of the Group's debt is related to the financing of current assets associated with cruise ships construction and therefore consistent with net working capital changes



Outlook

2017 results expected to be in line with the Business Plan

Shipbuilding

- Further volume growth and margin improvement thanks to
 - the **start of construction works for cruise sister ships** acquired after crisis at higher prices
 - full swing production of the Italian Navy's fleet renewal program and of design activities related to the Qatari order

2017 Guidance

Continuing effort to increase profitability thanks also to production synergies with VARD

Offshore

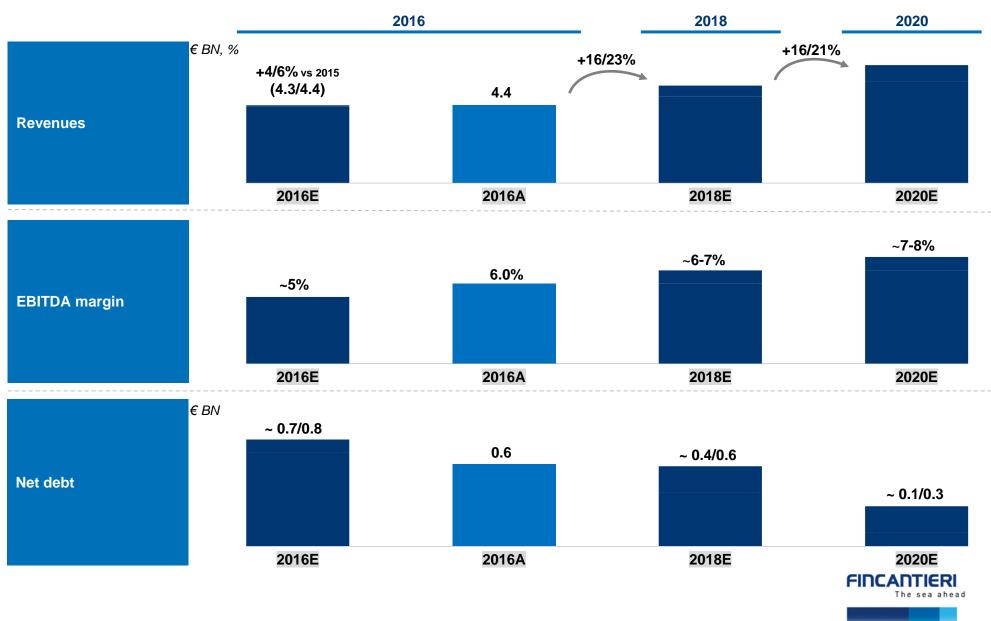
- Expected growth of volumes related to the diversification strategy implemented by Vard
- Oil&Gas sector crisis persists, with possible impacts on backlog

Equipment, Systems & Services

- Deployment of the significant backlog related to the Italian Navy's fleet renewal program
- Continuous focus on the insourcing of high value added activities, in order to strengthen the focus on core
 products and further develop after sales activities

^{*} Net debt partly used to finance net working capital

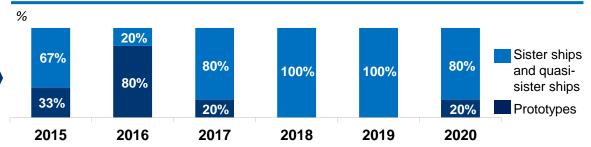
Short and medium term financial targets



Shipbuilding: quantifying main drivers of growth and increasing profitability

Cruise ships by delivery year: prototypes, sister ships and quasi-sister ships

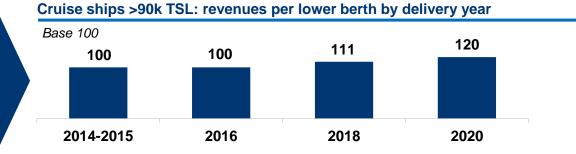
Cruise: mix prototypes/ sister ships and quasi-sister ships



 Fewer prototypes to be delivered from 2017: lower execution risks, better margins

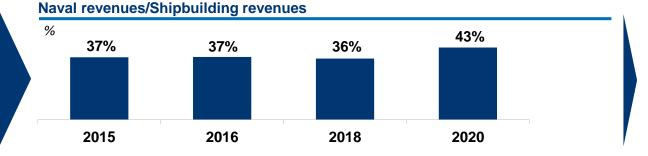
Cruise: pricing

trends



 Positive trend due to progressive kick-in of ships acquired after the crisis

Naval revenues/ Shipbuilding revenues



 Increase towards the end of Business Plan horizon thanks to the Italian Navy program and development of opportunities abroad



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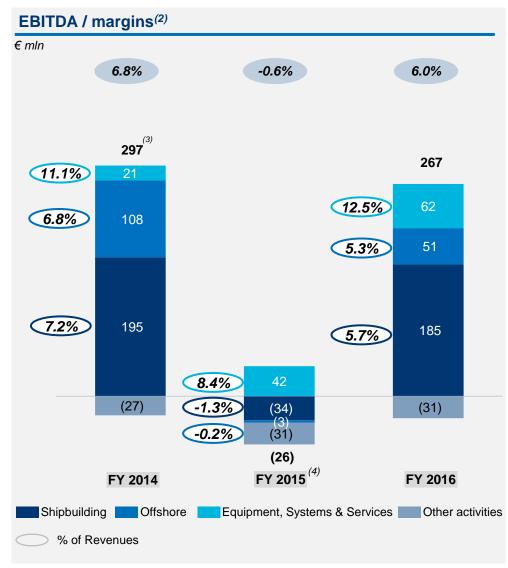
Section 3

Appendix Historical financial performance



Financial performance





on construction contracts in Brazil (€ 35 mln in 2014)

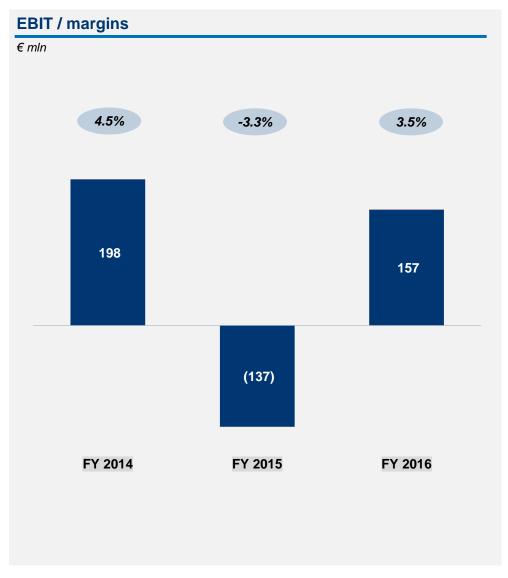
(4) For comparison purposes, 2015 figures are estated following the redefinition of operating segments. Following the operational reorganization carried out in November 2016, the repair & conversion services, cabins & public areas business, as well as integrated systems business, all previously included in the Shipbuilding segment, have been relocated to the Equipment, Systems & Services segment starting from FY 2016 results.

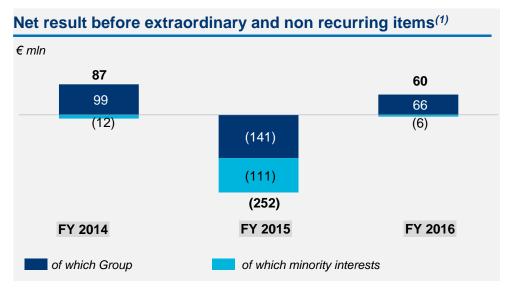


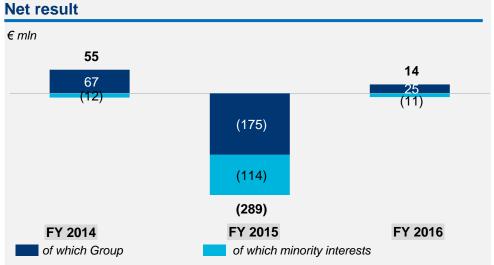
⁽¹⁾ Breakdown calculated gross of consolidation effects
(2) EBITDA is a Non-GAAP Financial Measure. The Company defines EBITDA as profit/(loss) for the period before (i) income taxes, (ii) share of Ebil Da is a non-park-ministrain inequale: In el Company inclines Ebil Da is a proint (loss) non the period before (r) income (asks, (n) share or profit) (loss) from equity investments, (iii) income/expense from investments, (iv) if inance or costs, (v) if inance income, (vi) depreciation and amortization, (vii) extraordinary wages guarantee fund — Cassa integrazione Guadents (arraordinaria, (viii) expenses for corporate restricts other non-recurring personnel costs, (iv) accruals to provision and cost of legal services for asbestos from sky other non-recurring interest. EBITDA breakdown are referred only to operating segments

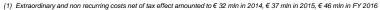
⁽³⁾ Including the release of orders risk fund referred to the provisions accrued at VARD business combination for expected losses

Financial performance



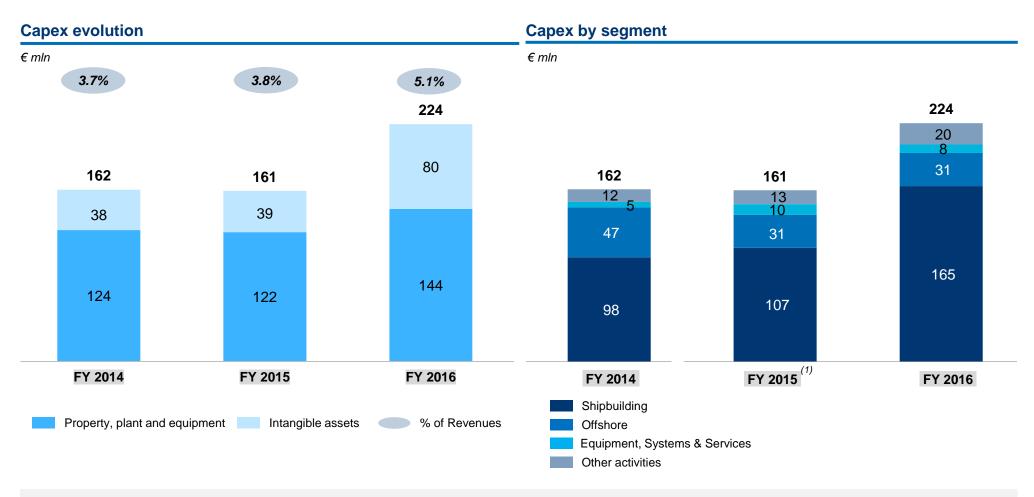








Capex



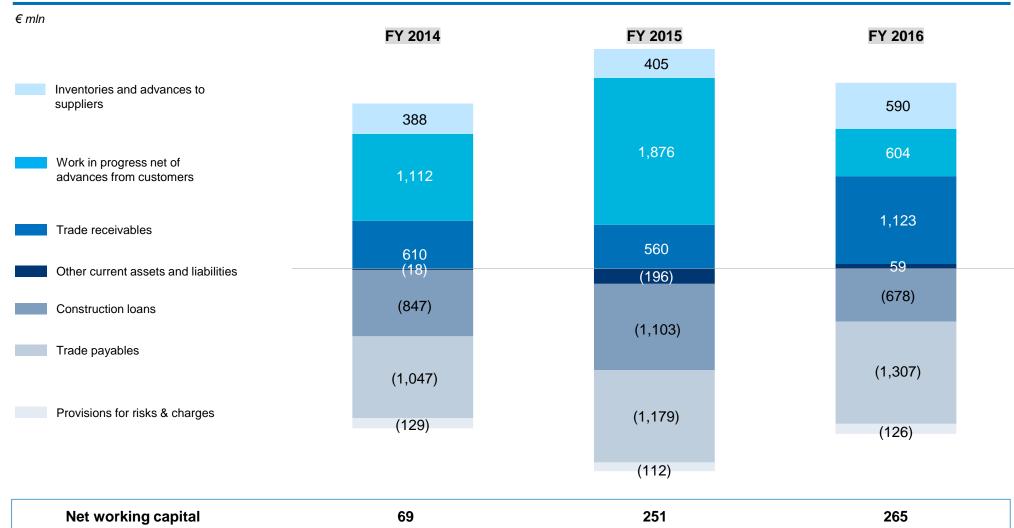
· 2015 and 2016 Capex mainly related to:

- Property, plant and equipment aimed at supporting the development of production volumes and improving safety conditions and compliance with environmental regulations within the production sites
- Intangible assets mainly related to the development of new technologies for cruise business and IT systems



Net working capital⁽¹⁾

Breakdown by main components

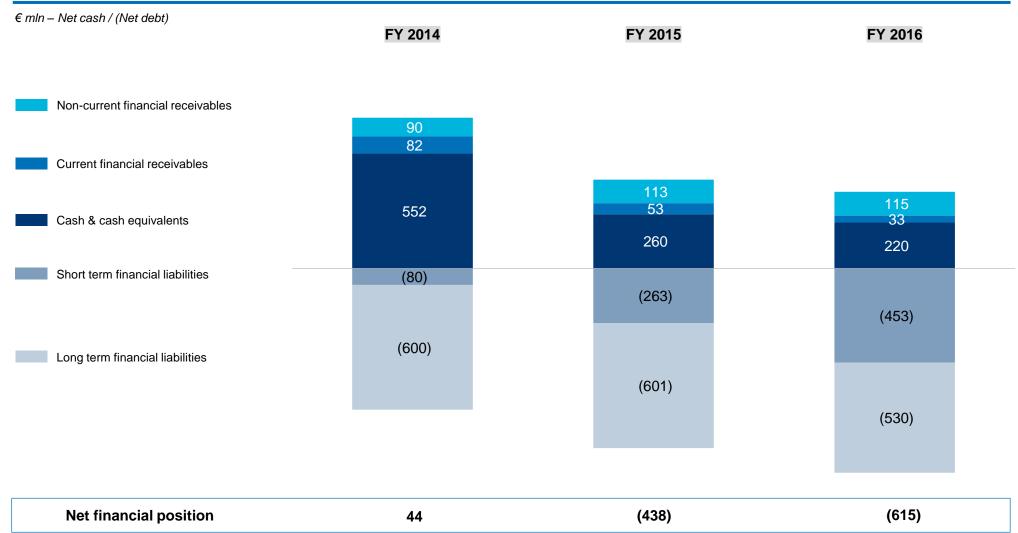


⁽¹⁾ Construction loans are committed working capital financing facilities, treated as part of Net working capital, not in Net financial position, as they are not general purpose loans and can be a source of financing only in connection with ship contracts



Net financial position⁽¹⁾

Breakdown by main components



⁽¹⁾ Net financial position does not account for construction loans as they are not general purpose loans and can be a source of financing only in connection with ship contracts

Working capital dynamics

Indicative payment terms

Main phases of the shipbuilding process⁽¹⁾ Signing A First Cut B Launch C Delivery D Outfitting and Design / Project Hull Assembly and **Pre-Outfitting** Sea Trials

Impact on net working capital

Cruise



- 20% during construction
- 80% on delivery

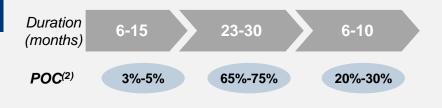


- Increases during construction
- Impact on net debt

Naval⁽³⁾



According to % of completion



Neutral profile

Offshore(3)



- 20% during construction
- 80% on delivery



- Increases during construction
- VARD generally uses construction loans (guaranteed by the ship as collateral)

⁽¹⁾ Phases and durations may be subject to changes depending on circumstances, regions and vessels specificity, production geographical area and type of construction (2) Percentage of Completion
(3) Illustrative for frigates and support vessels

Overview of financial performance indicators⁽¹⁾

€ mln	FY 2014	FY 2015	FY 2016	Q1 2016	Q1 2017
Order intake	5,639	10,087	6,505	713	3,546
Total backlog	14,814	18,721	24,031	19,174	26,560
Of which backlog	9,814	15,721	18,231	15,374	20,760
Of which soft backlog	5,000	3,000	5,800	3,800	5,800
Revenues	4,399	4,183	4,429	1,048	1,104
EBITDA	297	(26)	267	51	67
As a % of revenues	6.8%	-0.6%	6.0%	4.9%	6.0%
EBIT	198	(137)	157	-	-
As a % of revenues	4.5%	-3.3%	3.5%	-	-
Net result before extr. and non recurring items ⁽²⁾	87	(252)	60	-	-
Attributable to owners of the parent	99	(141)	66	-	-
Net result for the period	55	(289)	14	-	-
Attributable to owners of the parent	67	(175)	25	-	-
Net fixed assets	1,417	1,453	1,590	1,480	1,613
Net working capital ⁽³⁾	69	251	265	154	137
Of which construction loans	(847)	(1,103)	(678)	(1,098)	(744)
Equity	1,530	1,266	1,241	1,271	1,211
Net financial position Net cash/ (Net debt)	44	(438)	(615)	(363)	(540)
Employees	21,689	20,019	19,181	-	-

⁽¹⁾ With the aim to provide a meaningful index to measure the Group financial results, the Group adopts an EBITDA definition which normalizes the trend of results over time, and increases the level of comparability of the same results by excluding the impact of non recurring and extraordinary operating items; for the same reason, the Group also monitors Net Income before non recurring and extraordinary items (both operating and financials)



⁽²⁾ Excluding extraordinary and Non Recurring Items net of tax effect
(3) Construction loans are accounted for in Net working capital, not Net financial position, as they are not general purpose loans and can be a source of financing only in connection with ship contracts

Profit & Loss and Cash flow statement

Profit & Loss statement (€ mln)	FY 2014	FY 2015	FY 2016
Revenues	4,399	4,183	4,429
Materials, services and other costs	(3,234)	(3,337)	(3,291)
Personnel costs	(843)	(865)	(846)
Provisions ⁽¹⁾	(25)	(7)	(25)
EBITDA	297	(26)	267
Depreciation, amortization and impairment	(99)	(111)	(110)
EBIT	198	(137)	157
Finance income / (expense) ⁽²⁾	(66)	(135)	(66)
Income / (expense) from investments	6	(3)	(10)
Income taxes ⁽³⁾	(51)	23	(21)
Net result before extraordinary and non recurring items	87	(252)	60
Attributable to owners of the parent	99	(141)	66
Extraordinary and non recurring items ⁽⁴⁾	(44)	(50)	(59)
Tax effect on extraordinary and non recurring items	12	13	13
Net result for the period	55	(289)	14
Attributable to owners of the parent	67	(175)	25
Cash flow statement (€ mln)	FY 2014	FY 2015	FY 2016
Beginning cash balance	385	552	260
Cash flow from operating activities	33	(287)	73
Cash flow from investing activities	(157)	(172)	(237)
Free cash flow	(124)	(459)	(164)
Cash flow from financing activities	303	167	115
Net cash flow for the period	179	(292)	(49)
Exchange rate differences on beginning cash balance	(12)	-	9
Ending cash balance	552	260	220

⁽¹⁾ The line "Provisions and impairment" has been modified in "Provisions" and includes provisions and reversal for risks and writedowns. It excludes impairment of Intangible assets and Property, plant and equipment, which is included in "Depreciation, amortization and impairment" (previously "Depreciation and amortization"). This change had no effect on the comparative information.



⁽²⁾ Includes interest expense on construction loans for € 26 in FY 2014, € 36 mln in FY 2015 and €34 mln in FY 2016

⁽³⁾ Excluding tax effect on extraordinary and non recurring items

⁽⁴⁾ Extraordinary and non recurring items gross of tax effect

Net result before extraordinary and non recurring items⁽¹⁾

Net result before extraordinary and non recurring items (€ mln)	FY 2014	FY 2015	FY 2016
A Net result before extraordinary and non recurring items ⁽¹⁾	87	(252)	60
Attributable to owners of the parent	99	(141)	66
B Extraordinary and non recurring items gross of tax effect	(44)	(50)	(59)
Of which extraordinary wages	(10)	(3)	(1)
Of which restructuring costs	(9)	(17)	(12)
Of which asbestos claims	(21)	(30)	(27)
— Of which other non recurring items	(4)	-	(19)
Tax effect on extraordinary and non recurring items	12	13	13
Net result for the period	55	(289)	14
A + B + C Attributable to owners of the parent	67	(175)	25

- Extraordinary wages costs related to CIG (Cassa Integrazione Guadagni) for employees in temporary layoff
- Restructuring costs extraordinary costs, such as severance, related to workforce reduction under the Reorganization Plan in Italy and Vard
- Asbestos claims provisions or costs for asbestos related to claims by employees
- Other non recurring items mainly write-downs; in 2014 IPO related costs; in 2016 related to a provision for an ongoing litigation with a Mega Yacht owner



Balance sheet

Balance sheet (€ mln)	FY 2014	FY 2015	FY 2016
Intangible assets	508	518	595
Property, plant and equipment	959	974	1,064
Investments	60	62	58
Other non-current assets and liabilities	(48)	(44)	(69)
Employee benefits	(62)	(57)	(58)
Net fixed assets	1,417	1,453	1,590
Inventories and advances	388	405	590
Construction contracts and advances from customers	1,112	1,876	604
Construction loans	(847)	(1,103)	(678)
Trade receivables	610	560	1,123
Trade payables	(1,047)	(1,179)	(1,307)
Provisions for risks and charges	(129)	(112)	(126)
Other current assets and liabilities	(18)	(196)	59
Net working capital	69	251	265
Assets held for sale including related liabilities	-	-	1
Net invested capital	1,486	1,704	1,856
Equity attributable to Group	1,310	1,137	1,086
Non-controlling interests in equity	220	129	155
Equity	1,530	1,266	1,241
Cash and cash equivalents	(552)	(260)	(220)
Current financial receivables	(82)	(53)	(33)
Non-current financial receivables	(90)	(113)	(115)
Short term financial liabilities	80	263	453
Long term financial liabilities	600	601	530
Net debt / (Net cash)	(44)	438	615
Sources of financing	1,486	1,704	1,856

