



H1 2016 Results

TERNA ENERGY

Highlights

Sales	Ch%	EBITDA	Ch%	PBT	Ch%	Net Income a.m.	Ch%
93.8	+9.8	48	+2.8	10.4	-37.7	5.3	-53.1

Developments



Current installed capacity: 738 MW - Total installed, under construction or ready to build capacity: 980 MW



Wind Load Factor (LF) at 27.4% in H1 2016 vs 28.1% in H1 2015



“St George” 73 MW wind park (Greece) finished construction – another 49 MW wind park started construction (Greece) and 150 MW (US) plus 44 MW (Greece) are expected to start construction soon

Segments – Results

million €	SALES			EBITDA			EBIT			NET INCOME bm		
	H1 16	H1 15	Ch%	H1 16	H1 15	Ch%	H1 16	H1 15	Ch%	H1 16	H1 15	Ch%
Segments												
Energy from RES	66.5	66.8	-0.4	47.2	47.9	-1.5	27.7	29.0	-4.5	6.7	13.1	-48.9
Construction	10.6	5.8	+82.8	0.6	-1.1	-154.5	0.5	-1.2	-141.7	-1.1	-1.5	-26.7
Electric Energy Trading	16.4	12.8	+28.1	0.3	-0.1	n/a	0.3	-0.1	n/a	0.2	-0.2	-200.0
Concessions (e-ticket)	0.3	0.0	n/a	0.0	0.0	n/a	0.0	0.0	n/a	-0.2	0.0	n/a
Total	93.8	85.4	+9.8	48.0	46.7	+2.8	28.4	27.7	+2.5	5.7	11.5	-50.4

Load Factor

Average Load Factor at 28.3%

Load Factor	H1 2016	H1 2015
Terna Energy Wind excluding those at testing period	27.4%	28.1%
Terna Energy Total Including Mini Hydro and PV	28.3%	28.7%

Key BS items

€ million	FY 2016	FY 2015
Net Debt	371.8	337.2

Net debt increasing due to accelerating new investments

Portfolio

Diversified portfolio of RES projects

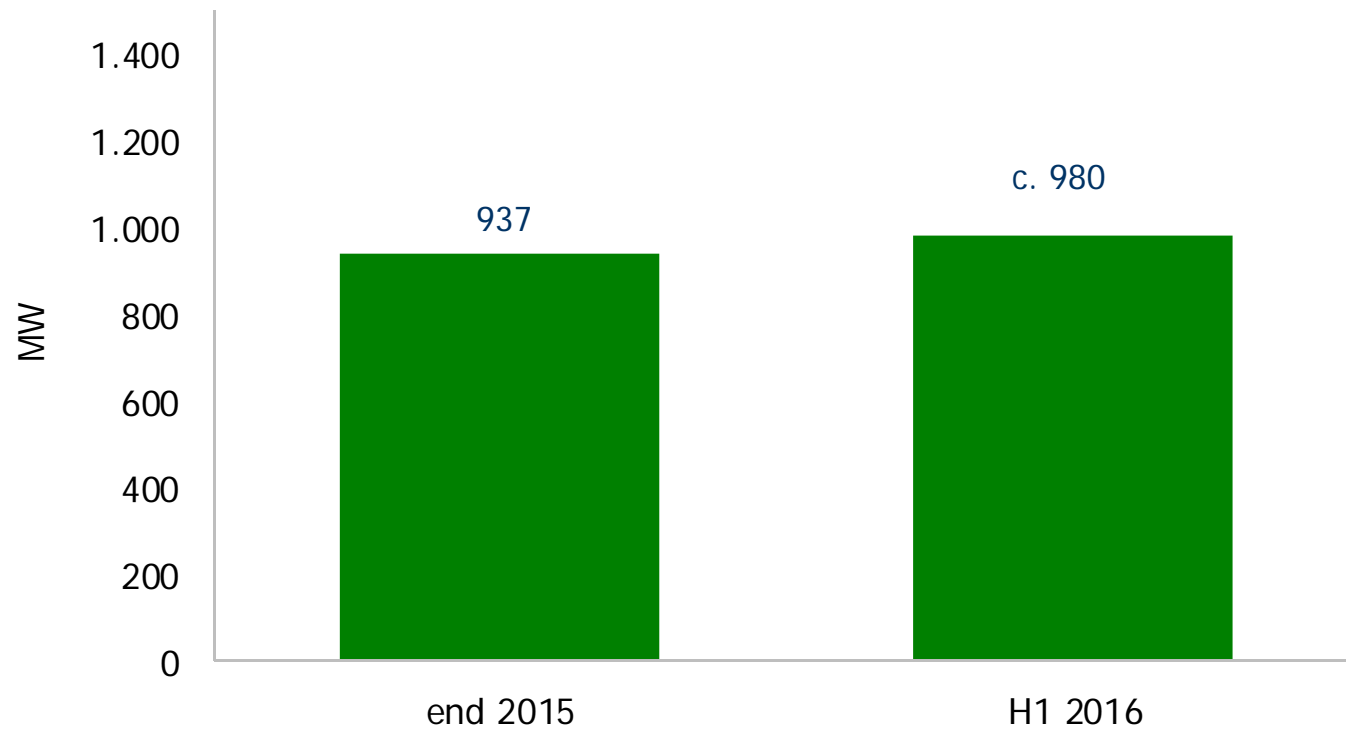
Expansion outside Greece

Status		Wind (MW)	SHPS & Pump Storage (MW)	P/V (MW)	Biomass & Co-generation (MW)
In operation	<i>Greece 467</i>	711	18	8.5	1
	<i>Poland 102</i>				
	<i>Bulgaria 30</i>				
	<i>USA 138</i>				
Under construction (or ready to built)		243			
	<i>Greece 93</i> <i>USA 150</i>				
With production licence		1.605	761	18	
Application for production license filed		3.263	3.444	15	19

Wind projects: business plan roll-out

Current RES in operation/under construction or ready to build: 980 MW

Targeted installed/under construction or ready to build capacity at year end



Strategy

Targeting to c790 MW installed and 194 MW under construction
at end 2016

Critical mass of installed c1.000 MW will enable the company both to
generate free cash flow to shareholders and take advantage of new
investment opportunities in the sector

APPENDIX

Financial Data

Profit & Loss

PROFIT & LOSS 6M 2016		
	1/1 - 30/06	1/1 - 30/06
	2016	2015
Continuing Operations		
Net Sales	93,815	85,358
Cost of goods sold	(64,904)	(55,929)
Gross Profit	28,911	29,429
Administration Expenses	(5,909)	(5,735)
RnD Expenses	(746)	(1,465)
Other Income/expenses	5,502	7,996
Operating results	27,758	30,225
Net Financial Income/Expenses	(17,347)	(13,510)
Pre tax profit	10,411	16,715
Taxes	(4,712)	(5,225)
Net Profit from continuing operations	5,699	11,490
Other income recognized directly in Equity from:		
Foreign exchange differences from incorporation of foreign units	(769)	417
Actuarial Gain/Loss from Defined Benefit Plans	-	(2)
Cash Flow Hedge Gain/(Losses)	(1,638)	1,115
Capital Increase Expenses	(54)	(120)
Income tax recognized directly in Equity	179	(130)
Other income/expenses for the period net of income tax	(2,282)	1,280
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	3,417	12,770
Net results attributed to:		
Shareholders of the parent from continued activities	5,256	11,322
Minority interest from continued activities	443	168
Total income attributed to:		
Shareholders of the parent from continued activities	2,974	12,606
Minority interest from continued activities	443	164
Earnings per share (in Euro)		
From continued activities attributed to shareholders of the parent	0.0498	0.1059
Average weighted number of shares	105,584,859	106,865,524

Balance Sheet

BALANCE SHEET – 6M 2016		
	30/06/2016	31/12/2015
<u>ASSETS</u>		
Fixed assets	896,190	858,667
Investment Property	575	575
Intangible assets	28,585	30,319
Participations and other long-term financial assets	32,519	30,112
Inventories	3,626	2,882
Trade receivables	59,094	59,519
Other current assets	77,897	73,475
Cash & cash equivalents	164,187	166,739
TOTAL ASSETS	1,262,673	1,222,288
<u>LIABILITIES AND EQUITY</u>		
Share capital	32,794	32,794
Other equity	299,346	309,081
Total shareholders' equity	332,140	341,875
Minority interests	6,089	4,906
Total Equity	338,229	346,781
Long term bank debt	387,991	393,581
Provisions/ Other L/T Liabilities	300,829	306,615
Short term bank debt	147,999	92,491
Other S/T Liabilities	87,625	82,820
TOTAL LIABILITIES	924,444	875,507
TOTAL LIABILITIES AND EQUITY (a) + (b)	1,262,673	1,222,288

CASH FLOW

CASH FLOW STATEMENT – 6M 2016

	1/1-30/06/2016	1/1-30/06/2015
Operating activities		
Profit before tax	10,411	16,715
Plus/less adjustments for:		
Depreciation	25,018	24,443
Provisions	26	222
Impairments	300	-
Interest and related income	(683)	(1,076)
Interest and related expenses	18,030	14,586
Gain from investments and securities	(717)	-
Amortization of grants	(5,398)	(5,428)
Exchange Differences	1,366	(2,522)
Operating profit before changes in working capital	48,353	46,940
Plus/Less adjustments for working capital account movements or related to operating activities		
Decrease / (increase) in inventories	(744)	(244)
Decrease / (increase) in receivables	(20,002)	(151)
(Decrease) / increase in liabilities (other than to banks)	(154)	(8,937)
(Less):		
Taxes paid	(1,728)	(1,917)
Total inflows / (outflows) from operating activities (a)	25,725	35,691
Investing activities		
Purchases of tangible & intangible assets	(67,384)	(12,153)
Interest received	552	1,085
Purchase of shares	9,622	-
Proceeds from subsidiary share capital increase	1,125	-
Total inflows / (outflows) from investing activities (b)	(56,085)	(11,068)
Financing activities		
Purchases of treasury shares	(2,869)	(547)
Net change in long-term loans	(5,973)	(2,292)
Net change in short-term loans	56,731	3,032
Dividends paid	(5,893)	-
Interest and related expenses paid	(13,503)	(10,213)
Financial assets/liabilities	(85)	(1,497)
Total inflows / (outflows) from financing activities (c)	28,408	(11,517)
Effect of FX differences on cash equivalents (d)	(600)	33
Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c) +(d)	(2,552)	13,139
Cash and cash equivalents at the beginning of the period	166,739	168,803
Cash and cash equivalents at the end of the period	164,187	181,942