



9M 2017 Results

TERNA ENERGY

Highlights

Sales	Ch%	EBITDA	Ch%	PBT	Ch%	Net Income a.m.	Ch%
208.3	+40.5	106.8	+35.4	32.0	+44.1	19.1	+37.4

Developments



Current installed capacity: 941 MW - Total installed, under construction or ready to build capacity: 1149 MW



Stable Wind Load Factor (LF) at 27.5% in 9M 2017 vs 27.6% in 9M 2016



203 MW wind park finished construction (Greece - USA) – new 158 MW (US) started construction plus 50 MW (Greece) are under construction



c4.5m pre-dividend proposed by BoD – a total of c20m of cash distribution approved for 2017

Segments – Results

million €	SALES			EBITDA			EBIT			NET INCOME bm		
	9M 17	9M 16	Ch%	9M 17	9M 16	Ch%	9M 17	9M 16	Ch%	9M 17	9M 16	Ch%
Segments												
Energy from RES	125.5	104.7	+19.9	91.9	76.2	+20.6	55.3	46.1	+20.0	9.6	13.3	-27.8
Construction	30.2	18.6	+62.4	13.3	2.4	+454.2	13.2	2.3	+473.9	8.7	1.0	+770
Electric Energy Trading	8.2	24.6	-66.7	0.7	0.3	+133.3	0.7	0.3	+133.3	0.5	0.3	+66.6
Concessions (e-ticket)	44.4	0.4	+11,000	0.9	0.0	n/a	0.9	0.0	n/a	0.5	-0.3	-266.6
Total	208.3	148.3	+40.5	106.8	78.9	+35.4	70.2	48.7	+44.1	19.3	14.3	+35.0

Load Factor

Average Load Factor at 27.6%

Load Factor	9M 2017	9M 2016
Terna Energy Wind excluding those at testing period	27.5%	27.6%
Terna Energy Total Including Mini Hydro and PV	27.6%	27.6%

Key BS items

€ million	9M 2017	H1 2017
Net Debt	636	599

Net debt increased in Q3 by 37m due to new CAPEX

Portfolio

Diversified portfolio of RES projects

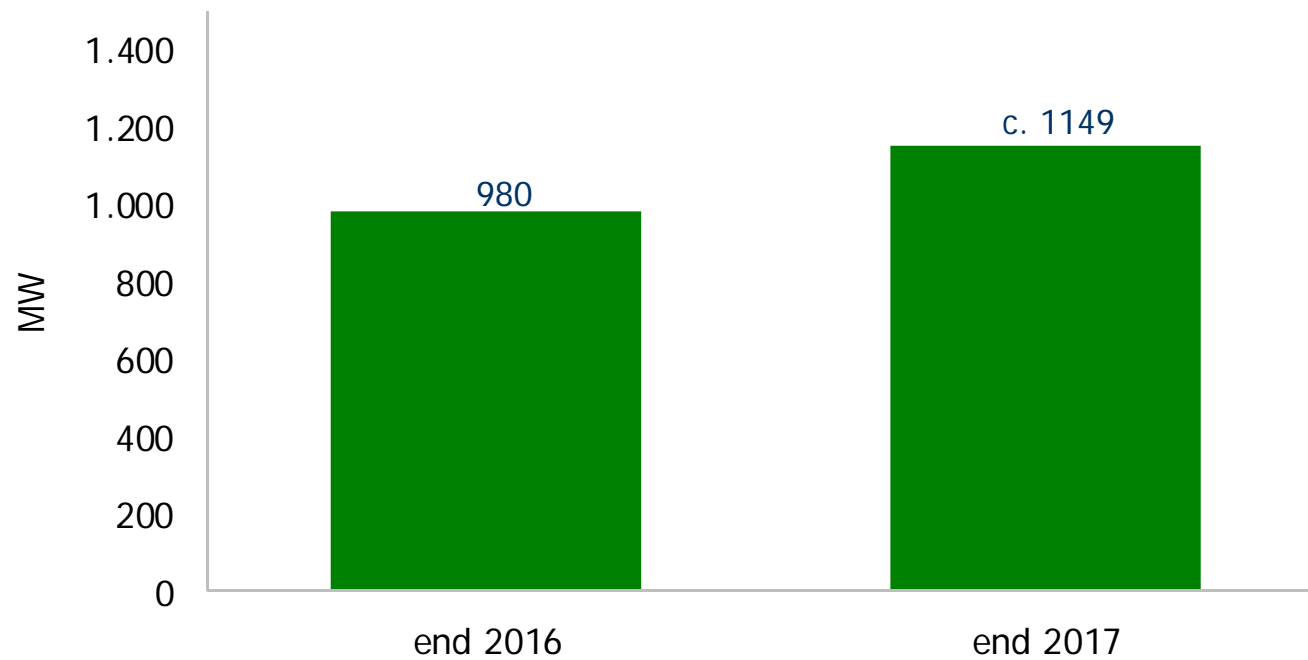
Expansion outside Greece

Status		Wind (MW)	SHPS & Pump Storage (MW)	P/V (MW)	Biomass & Co-generation (MW)
In operation	<i>Greece 516</i>	914	18	8.5	1
	<i>Poland 102</i>				
	<i>Bulgaria 30</i>				
	<i>USA 293</i>				
Under construction (or ready to built)		208			
	<i>Greece 50</i> <i>USA 158</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: 1149 MW

Installed & under construction capacity at year end



Strategy

Targeting to c1149 MW installed by end 2018/new wind parks to start construction in Greece within the coming months

Critical mass of current installed capacity enables the company both to enhance distributions to shareholders

New investment opportunities in the sector
New long term target to reach 2.000 MW

APPENDIX

Financial Data

Profit & Loss

PROFIT & LOSS 9M 2017		
	1/1 - 30/09 2017	1/1 - 30/09 2016
Continuing Operations		
Net Sales	208,352	148,320
Cost of goods sold	(137,874)	(99,499)
Gross Profit	70,478	48,821
Administration Expenses	(9,560)	(8,772)
RnD Expenses	(1,400)	(921)
Other Income/expenses	6,568	9,345
Operating results	66,086	48,473
Net Financial Income/Expenses	(34,311)	(26,328)
Gains / (Losses) from financial instruments measured at fair value	209	-
Pre tax profit	31,984	22,145
Taxes	(12,680)	(7,825)
Net Profit from continuing operations	19,304	14,320
Other income recognized directly in Equity from:		
Foreign exchange differences from incorporation of foreign units	(1,382)	(207)
Cash Flow Hedge Gain/(Losses)	5,717	(1,465)
Capital Increase Expenses	(60)	(54)
Income tax recognized directly in Equity	(260)	209
Other comprehensive income/(losses) for the period net of income tax	4,015	(1,517)
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	23,319	12,803
Net results attributed to:		
Shareholders of the parent from continued activities	19,060	13,875
Minority interest from continued activities	244	445
Other comprehensive income attributed to:		
Shareholders of the parent from continued activities	23,062	12,358
Minority interest from continued activities	257	445
Earnings per share (in Euro)		
From continued activities attributed to shareholders of the parent	0.1819	0.1316
Average weighted number of shares	104,787,423	105,433,538

Balance Sheet

BALANCE SHEET – 9M 2017		
	30/09/2017	31/12/2016
<u>ASSETS</u>		
Fixed assets	1,072,752	970,577
Investment Property	530	530
Intangible assets	25,059	27,102
Participations and other long-term financial assets	65,580	46,919
Inventories	3,302	4,063
Trade receivables	75,163	83,516
Other current assets	114,624	140,505
Cash & cash equivalents	288,613	164,399
TOTAL ASSETS	1,645,623	1,437,611
<u>LIABILITIES AND EQUITY</u>		
Share capital	32,794	32,794
Other equity	322,464	316,066
Total shareholders' equity	355,258	348,860
Minority interests	6,338	6,370
Total Equity	361,596	355,230
Long term bank debt	645,707	567,175
Provisions/ Other L/T Liabilities	216,597	236,286
Short term bank debt	229,561	100,681
Other S/T Liabilities	192,162	178,239
TOTAL LIABILITIES	1,284,027	1,082,381
TOTAL LIABILITIES AND EQUITY (a) + (b)	1,645,623	1,437,611

CASH FLOW

CASH FLOW STATEMENT – 9M 2017		
	1/1-30/09/2017	1/1-30/09/2016
Operating activities		
Profit before tax	31,984	22,145
Plus/less adjustments for:		
Depreciation	44,645	38,298
Provisions	58	26
Impairments	-	300
Interest and related income	(1,903)	(1,004)
Interest and related expenses	36,214	27,332
Results from intangible and tangible assets and from investment property	39	(4)
Amortization of grants	(8,052)	(8,129)
Gain from investments and securities	-	(717)
Results from derivatives	(209)	-
Exchange Differences	4,093	1,007
Operating profit before changes in working capital	106,869	79,254
Plus/Less adjustments for working capital account movements or related to operating activities		
Decrease / (increase) in inventories	752	(934)
Decrease / (increase) in receivables	32,708	(20,488)
(Decrease) / increase in liabilities (other than to banks)	2,799	(3,371)
(Less):		
Taxes paid	(9,145)	(5,319)
Total inflows / (outflows) from operating activities (a)	133,983	49,142
Investing activities		
Purchases of tangible & intangible assets	(177,714)	(99,010)
Rebate of grants	(1,320)	-
Interest received	893	791
Net change in provided loans	(500)	-
(Purchase) / Sale of shares	-	9,622
Total inflows / (outflows) from investing activities (b)	(178,641)	(88,597)
Financing activities		
Outflows from share capital decrease	(5,292)	-
Proceeds from share capital increase of subsidiary	119	1,125
Purchases of treasury shares	(1,586)	(2,950)
Net change in long-term loans	102,901	110,284
Net change in short-term loans	118,205	(32,184)
Interest and related expenses paid	(31,753)	(26,185)
Dividends paid	(10,411)	(8,196)
Financial assets/liabilities	(981)	(20)
Total inflows / (outflows) from financing activities (c)	171,202	41,874
Effect of FX differences on cash equivalents (d)	(2,330)	(353)
Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c) +(d)	124,214	(2,066)
Cash and cash equivalents at the beginning of the period	164,399	166,739
Cash and cash equivalents at the end of the period	288,613	168,805