

TERNA ENERGY – PRESENTATION OF 9M 2009 FINANCIAL RESULTS

Sales	Ch%	EBITDA	Ch%	PBT	Ch%	Net Income	Ch%
51.4	-6.5	19.6	+3.2	18.5	-20.2	13.8	-22.3

Changes% refer to the equivalent period last year/Amounts in million euros-consolidated - Under IFRS

- ⇒ **4 winds parks (74.5 MW) and 1 MW photovoltaic started construction since the beginning of the year – a total of 103.5 MW of RES is now under construction and 149 MW operating**
- ⇒ **CAPEX reached €3.4 million (€3.7 m in Q3) - a total of c156 million has already been spent for the under construction RES installations and prepayments to turbine suppliers**
- ⇒ **Increased energy sales (+37.8%) and energy EBITDA (+33.7%) due to higher installed capacity and tariffs compared to last year**
- ⇒ **Load factors reached c28.5% for the 9M 09**

FINANCIAL OVERVIEW

million €	SALES			EBITDA			EBIT			NET INCOME		
	9M 09	9M 08	Ch%	9M 09	9M 08	Ch%	9M 09	9M 08	Ch%	9M 09	9M 08	Ch%
Energy	22.8	16.5	+37.8	14.8	11	+33.7	10	7.7	+30	10.6	11.5	-7.7
Construction	28.6	38.5	-25.6	4.7	7.9	-39	4.7	7.8	-39	3.2	5.8	-44.7
Total	51.4	55	-6.5	19.6	18.9	+3.2	14.7	15.5	-5.3	13.8	17.3	-20.2

- **Total Sales** decreased by 6.5%, reaching € 51.4 million from € 55 million in 9M 08. This decrease is attributed to lower construction for third parties. Energy sales stood at 22.8 million, up 37.8% compared to € 16.5 million last year. Construction sales for third parties stood at 28.6 million, down 25.6% compared to 9M 2008.
- **EBITDA** reached € 19.6 million, increasing by 3.2% compared to 9M 2008. EBITDA coming from Renewables stood at € 14.8 million, up 33.7% compared to € 11 million in 9M 2008. The respective margin stood at 65%, while the mid term margin is expected at c80%, since the company currently carries increased (relatively to its turnover) costs related to its expansion effort outside Greece. EBITDA from construction stood at € 4.7 million, down 39% compared to € 7.9 million in 9M 2008. The construction margin stood at the high level of 16.3%.
- **Net income after minorities** reached € 13.8 million, decreased by 20.2% compared to 9M 08, affected by lower construction and lower financial income this year.
- **Operating free cash flow reached** € 18.2 million in 9M 09 compared to € 17.1 million in 9M 08, aiding the investment program of the company. Also, subsidies received within 9M 09 amounted to € 14.7 m.
- **Net cash at 30/09/09** amounted to € c81.3 million, compared to c€ 135.5 m at the end of the previous quarter. It is underlined that c€156 million have already been spent for the under construction RES installations and prepayments to turbine suppliers.
- **CAPEX** reached 83.4 m in 9M 09, accelerating since the last quarter (€ 63.7 m in Q3)

Mr Maragoudakis, CEO of TERNA ENERGY commented: “the snap elections and the change of Government resulted to delays in the licensing procedure of our pipeline. We expect licensing to accelerate in the coming months, keeping us on track with the target of 450 MW installed and at late stages of construction by end 2010.

Main operations - results & outlook

The Group currently operates in Greece 9 wind farms (142 MW) and 1 small hydro (6.6 MW). 103.5 MW are under construction (94 MW wind, 8.5 MW hydro and 1 solar MW). A 20 MW wind park started construction since September 09 and a total of 74.5 MW within this year. The average load factor of wind farms stood at 28.5% in 9M 09. The expected long term average load factor for wind parks is 30% and for the first 2 small hydros is 55%.

Outside Greece, mainly in SE Europe, TERNA ENERGY is progressing and developments should be expected in the coming period.

In Construction business, backlog for third parties reaches € c74 mio, consisting of specialized, mostly electromechanical projects. This backlog secures satisfactory turnover and profitability from this section for the next 2-3 years.

BALANCE SHEET – NINE MONTHS 2009		
	9M 2009	FY 2008
ASSETS		
Non-current assets		
Intangible assets	1.707	1.463
Tangible assets	316.330	238.929
Investment property	923	923
Participation in subsidiaries	-	-
Participations in associates	51	51
Participation in joint-ventures	-	-
Other long-term receivables	216	18.537
Other investments	1	1
Deferred income tax	931	2.444
Total non-current assets	320.159	262.348
Current assets		
Inventories	868	886
Trade receivables	13.745	15.142
Receivables according to IAS 11	7.472	1.177
Prepayments and other receivables	24.057	18.990
Income tax receivables	16	337
Cash and equivalents	271.106	290.886
Total current assets	317.264	327.418
	637.423	589.766
EQUITY AND LIABILITIES		
Equity attributed to the shareholders of the parent		
Share capital	32.800	32.800
Share premium	281.950	281.961
Reserves	17.505	15.316
Profit carried forward	37.629	34.798
Total	369.884	364.875
Minority interest	1.287	934
Total equity	371.171	365.809
Long-term liabilities		
Long-term loans	42.894	48.913
Other provisions	1.151	1.052
Provision for staff indemnities	113	141
Grants	51.390	48.614
Deferred income tax	766	536
Other long-term liabilities	-	102
Total long-term liabilities	96.314	99.358
Short-term liabilities	13.944	8.079
Suppliers	138.077	97.381
Short-term loans	8.829	8.951
Long-term liabilities falling due in the next period	4.010	4.006
Liabilities according to IAS 11	3.209	1.159
Accrued and other short-term liabilities	1.869	5.023
Income tax payable	169.938	124.599
Total short-term liabilities	266.252	223.957
Total liabilities	637.423	589.766
TOTAL LIABILITIES AND EQUITY	637.423	589.766

PROFIT & LOSS – NINE MONTHS 2009				
	1/1 - 30/9	1/1 - 30/9	1/7 - 30/9	1/7 - 30/9
	2009	2008	2009	2008
Continuing Operations				
Net Sales	51.456	55.067	22.566	19.106
Cost of goods sold	(33.605)	(36.922)	(16.189)	(12.514)
Gross Profit	17.851	18.145	6.377	6.592
Administration Expenses	(3.869)	(2.905)	(948)	(679)
RnD Expenses	(1.797)	(1.508)	(554)	(471)
Other Income/expenses	2.544	1.829	622	537
Operating results	14.729	15.561	5.497	5.979
Net Financial Income/Expenses	3.786	7.724	384	2.906
Pre tax profit	18.515	23.285	5.881	8.885
Taxes	(4.637)	(5.888)	(1.516)	(2.083)
Net Profit from continuing operations	13.878	17.397	4.365	6.802
Other income recognized directly in Equity from:				
Foreign exchange differences from incorporation of foreign units	(10)	-	2	-
Expenses of subsidiary's capital increase	(11)	(35)	(6)	(35)
Income tax recognized directly in Equity	(130)	-	10	-
Other income/expenses for the period net of income tax	(151)	(35)	6	(35)
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	13.727	17.362	4.371	6.767
Net results attributed to:				
Shareholders of the parent from continued activities	13.524	17.414	4.403	6.807
Minority interest from continued activities	354	(17)	(38)	(5)
	13.878	17.397	4.365	6.802
Total income attributed to:				
Shareholders of the parent from continued activities	13.728	17.379	4.370	6.772
Minority interest from continued activities	(1)	(17)	1	(5)
	13.727	17.362	4.371	6.767
Earnings per share (in Euro)				
From continued activities attributed to shareholders of the parent	0.1243	0,1593	0.0405	0,0618
Average weighted number of shares	108.764.828	109.333.400	108.662.981	109.333.400

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