



9M 2011 Results
TERNA ENERGY

Highlights

Sales	Ch%	EBITDA	Ch%	PBT	Ch%	Net Income a.m.	Ch%
46,6	+9	19,5	+35,7	12,2	+8,8	8,6	+52,6

Developments (Year To Date)



New installation licences obtained (y-t-d): 125 MW wind + 8 MW PV



New RES installations in operation: 120 MW wind + 8,5 MW mini Hydro+ 6 MW PV – Installed capacity now reaches 295 MW



Total installed, under construction or ready to build capacity: 734 MW



Wind Load factor (LF) at 26% (27,4% including small Hydro)



CAPEX at €131,4 million in 9M 2011



c€176 million already spent for the under construction RES installations

Portfolio

Diversified portfolio of RES projects

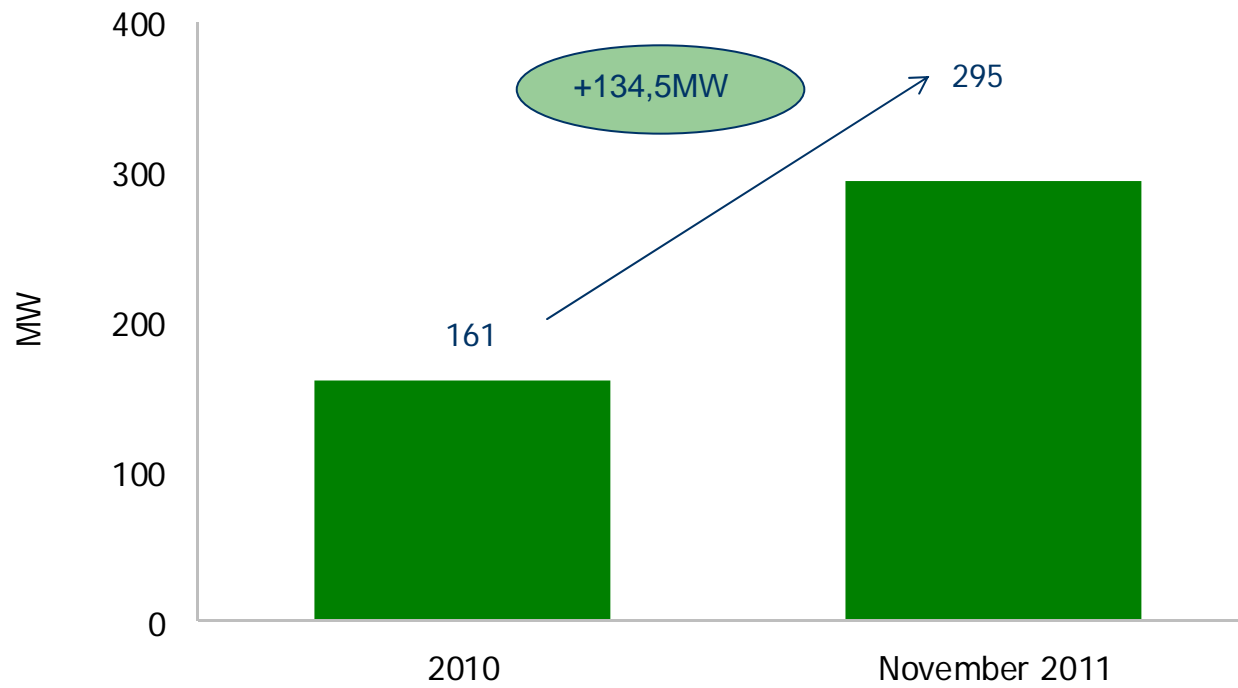
Expansion outside Greece

Status		Wind (MW)	SHPS & Pump Storage (MW)	P/V (MW)	Biomass & Co-generation (MW)
In operation	<i>Greece 263</i> <i>Poland 32</i>	274	15	6	
Under construction (or ready to built)	<i>Greece 197</i> <i>Bulgaria 30</i> <i>Poland 34</i> <i>USA 178</i>	436		3	
With production licence		1.552	157	18	
Application for production license filed		3.863 ¹	1.510	18	36

Note1: gross MW (on a net MW basis equivalent to 3.401 MW)

New installations YtD

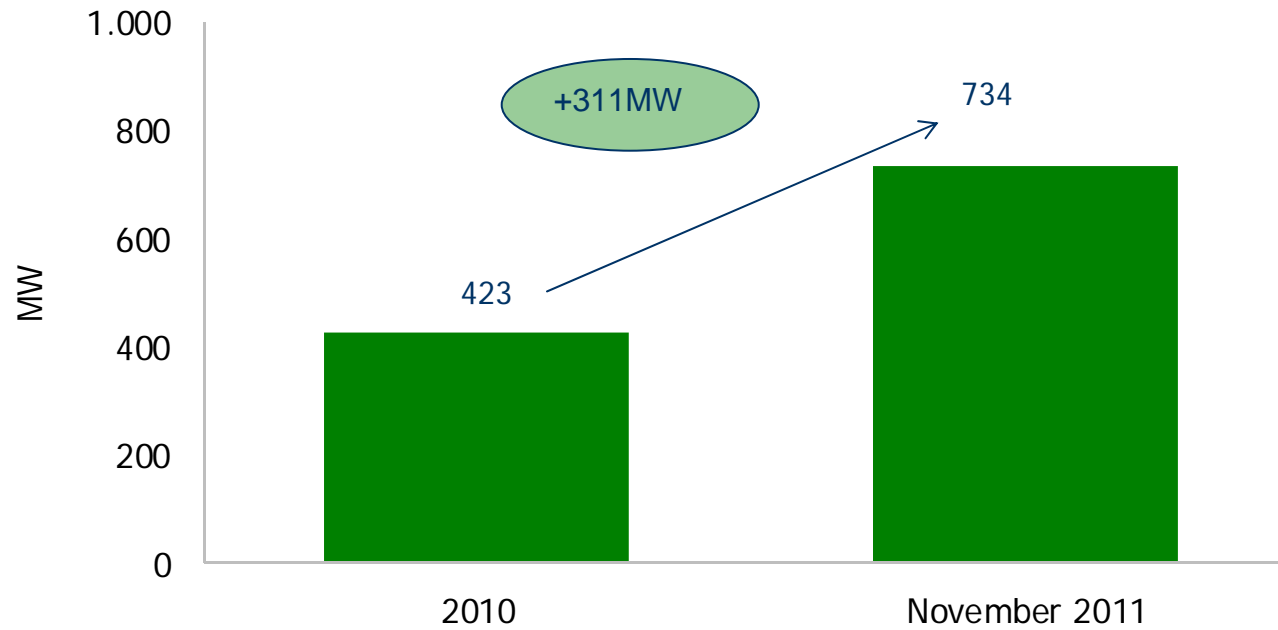
120 MW wind + 8,5 MW hydro installed + 6 MW PV
(Year to Date)
Total 134,5 MW



New permits YtD

New permits obtained YtD:
178 MW wind in US + 125 MW wind in Europe + 8 PV –
Total 311 MW

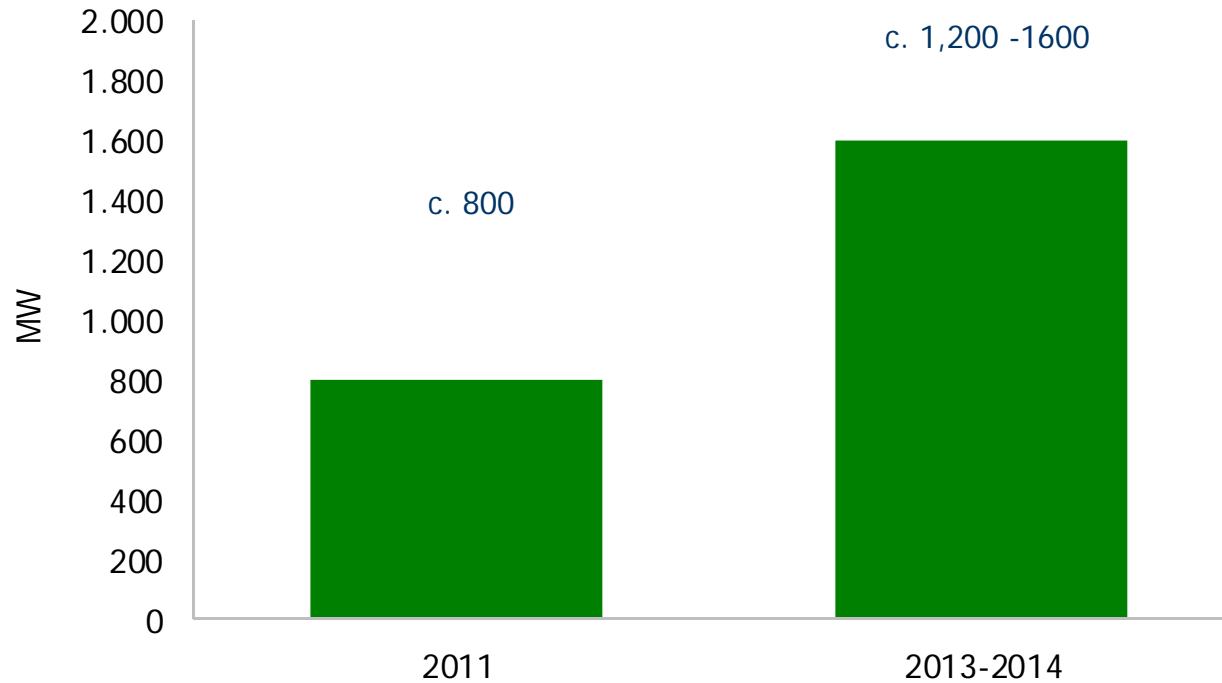
Installed or under construction capacity



Wind projects: business plan roll-out

Current RES in operation or under construction: 734 MW

Targeted installed or under construction capacity at year end



Strategy

Targeting more than 0.8 GW installed or at late stages of construction in Greece by 2013-2014

Diversify geographically in selected RES markets (mainly Eastern Europe & US) targeting 0.4-0.8GW installed or at late stage of construction by 2013-2014

Segments – Results

million €	SALES			EBITDA			EBIT			NET INCOME bm		
	9M 11	9M 10	Ch%	9M 11	9M 10	Ch%	9M 11	9M 10	Ch%	9M 11	9M 10	Ch%
Segments												
Energy	29,7	23,6	26	18,3	12,7	43,1	11,8	7,9	49	8,9	5,3	68,3
Construction	16,8	19,1	-11,9	1,2	1,5	-24	1	1,4	-26	0,1	0,5	-80
Total	46,6	42,7	9	19,5	14,3	35,7	12,9	9,4	37,3	9	5,9	53,9

Energy results impacted with holding (expansionary) costs, resulting to consolidated Energy EBITDA margin at 61,6% – on a project level, EBITDA margin reaches 80% - gradually, consolidated EBITDA will be similar to project EBITDA

Construction for third parties significance is decreased – when the under construction RES capacity gets into operation, the contribution of this segment to results will be minor

Load Factor

Average Load Factor at 27,5%

Load Factor	9M 2011	9M 2010
Terna Energy Wind excluding those at testing period in 9M 11 and 6,6 MW mini Hydro	26%	26%
Terna Energy Including 6,6 MW Mini Hydro	27,5%	27%

Key BS items

€ million	9M 2011	H1 2011
Net Debt	131,4	113,8
NET DEBT is impacted with c€176 million spent for the under construction RES (439 MW)		

Key CF items

€ million	9M 2011	9M 2010
Operating Cash Flow (before WC changes)	19,4	14,4

€ million	9M 2011	9M 2010
CAPEX	131,4	61,1
Accelerated CAPEX pace		

APPENDIX

Financial Data

Profit & Loss

PROFIT & LOSS 9M 2011		
	1/1 - 30/09	1/1 - 30/09
	2011	2010
Continuing Operations		
Net Sales	46,638	42,787
Cost of goods sold	(28,243)	(27,660)
Gross Profit	18,395	15,127
Administration Expenses	(6,628)	(5,063)
RnD Expenses	(1,964)	(2,576)
Other Income/expenses	3,296	2,070
Operating results	13,099	9,558
Net Financial Income/Expenses	(884)	1,664
Pre tax profit	12,215	11,222
Taxes	(3,128)	(5,318)
Net Profit from continuing operations	9,087	5,904
Other income recognized directly in Equity from:		
Foreign exchange differences from incorporation of foreign units	(1,835)	37
Expenses of subsidiary's capital increase	(9)	(16)
Income tax recognized directly in Equity	2	(136)
Other income/expenses for the period net of income tax	(1,842)	(115)
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	7,245	5,789
Net results attributed to:		
Shareholders of the parent from continued activities	8,697	5,697
Minority interest from continued activities	390	207
Total income attributed to:		
Shareholders of the parent from continued activities	6,855	5,582
Minority interest from continued activities	390	207
Earnings per share (in Euro)		
From continued activities attributed to shareholders of the parent	0.0826	0.0528
Average weighted number of shares	105,221,384	107,869,351

Balance Sheet

BALANCE SHEET – 9M 2011			
	30.09.2011		31.12.2010
<u>ASSETS</u>			
Fixed assets	509,392		417,194
Real estate investments	923		923
Intangible assets	31,108		17,930
Participations and other long-term financial assets	14,057		4,089
Inventories	519		2,196
Trade receivables	17,421		14,870
Other current assets	112,035		30,544
Investments available for sale	250		-
Cash & cash equivalents	136,258		192,873
TOTAL ASSETS	821,963		680,619
<u>LIABILITIES AND EQUITY</u>			
Share capital	32,800		32,800
Other equity	329,855		331,098
Total shareholders' equity	362,655		363,898
Minority interests	3,044		2,603
Total Equity	365,699		366,501
Long term bank debt	96,137		63,204
Provisions/ Other L/T Liabilities	140,023		63,914
Short term bank debt	158,035		126,848
Other S/T Liabilities	62,069		60,152
TOTAL LIABILITIES	456,264		314,118
TOTAL LIABILITIES AND EQUITY (a) + (b)	821,963		680,619

CASH FLOW

CASH FLOW STATEMENT – 9M 2011		
	1/1-30/9/2011	1/1-30/9/2010
Operating activities		
Profit before tax	12,215	11,222
Plus/less adjustments for:		
Depreciation	8,344	6,748
Provisions	(98)	44
Interest income and related income	(4,671)	(4,955)
Interest expenses and related expenses	5,555	3,291
Amortization of grants	(1,775)	(1,798)
Other adjustments	(133)	(114)
Operating profit before changes in working capital	19,437	14,438
Plus/Less adjustments for working capital account movements or movements related to operating activities:		
Decrease / (increase) in inventories	1,678	113
Decrease / (increase) in receivables	(5,834)	8,858
(Decrease) / increase in liabilities (other than to banks)	(8,934)	1,157
(Less):		
Taxes paid	(3,303)	(2,174)
Total inflows / (outflows) from operating activities (a)	20,912	22,392
Investing activities		
Purchases of tangible & intangible assets	(128,938)	(47,416)
Interest received	4,528	3,416
Collection of grants	10,780	2,733
Net change in provided loans	(8,000)	-
(Purchases)/sales of participations and securities	(8,443)	(10,992)
Total inflows / (outflows) from investing activities (b)	(130,073)	(52,259)
Financing activities		
Purchases of treasury shares	(3,683)	(6,119)
Net change in long-term loans	35,744	(7,019)
Net change in short-term loans	31,238	6,617
Interest and related expenses paid	(5,882)	(4,295)
Dividends paid	(4,411)	(7,329)
Change in other current assets	(250)	-
Total inflows / (outflows) from financing activities (c)		
Effect of FX differences on cash equivalents	(210)	23
Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c)	(56,615)	(47,989)
Cash and cash equivalents at the beginning of the period	192,873	244,837
Cash and cash equivalents at the end of the period	136,258	196,848