

**TERNA ENERGY – PRESENTATION OF FY 2009 FINANCIAL RESULTS**

| Sales | Ch%  | EBITDA | Ch%  | PBT  | Ch%   | Net Income | Ch%   |
|-------|------|--------|------|------|-------|------------|-------|
| 73.3  | -0.4 | 26.2   | -2.3 | 23.9 | -25.6 | 15.8       | -33.8 |

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

- ⇒ **The first wind park of the company in Bulgaria (18 MW) started construction**
- ⇒ **3 winds parks (68 MW) in total started construction since the beginning of 2010 compared to 74 MW within FY 2009 – a total of 171.5 MW of RES is now under construction and 149 MW operating**
- ⇒ **CAPEX in 2009 reached €111 million (€28 m in Q4) –a total of 199.3 million has already been spent for the under construction RES installations**
- ⇒ **Increased energy sales (+33.7%) and energy EBITDA (+21%) due to higher installed capacity**
- ⇒ **Tariffs in Greece up c9% compared to last year at €87.84/MWh**
- ⇒ **Wind load factors reached c28.3% for the FY 09**

**FINANCIAL OVERVIEW**

| million €           | SALES |       |       | EBITDA |       |      | EBIT  |       |       | NET INCOME |       |       |
|---------------------|-------|-------|-------|--------|-------|------|-------|-------|-------|------------|-------|-------|
|                     | FY 09 | FY 08 | Ch%   | FY 09  | FY 08 | Ch%  | FY 09 | FY 08 | Ch%   | FY 09      | FY 08 | Ch%   |
| <i>Segments</i>     |       |       |       |        |       |      |       |       |       |            |       |       |
| <b>Energy</b>       | 33.7  | 25.3  | 33.2  | 21     | 17.3  | 20.7 | 14.6  | 12.5  | +17.1 | 12.6       | 14.5  | -13   |
| <b>Construction</b> | 39.6  | 48.4  | -18.1 | 5.2    | 9.5   | -44  | 5.1   | 9.4   | -45   | 3.2        | 9.4   | -65   |
| <b>Total</b>        | 73.3  | 73.7  | -0.4  | 26.2   | 26.9  | -2.3 | 19.7  | 21.9  | -9.6  | 15.8       | 23.9  | -33.8 |

- **Total Sales** decreased by 0.4%, reaching €73.3 million from €73.7 million in FY 08. This decrease is attributed to lower construction sales for third parties. Energy sales stood at 33.7 million, up 33.2% compared to €25.3 million last year. Construction sales for third parties stood at 39.6 million, down 18.1% compared to FY 2008.
- **EBITDA** reached €26.2 million, decreasing by 2.3% compared to FY 2008. EBITDA coming from Renewables stood at €21 million, up 20.7% compared to €17.3 million in FY 2008. The respective margin stood at 62.3%, while the mid term margin is expected at c80%, since the company currently carries increased (relatively to its energy turnover) costs related to its expansion effort both in Greece and outside Greece. EBITDA from construction stood at €5.2 million, down 44% compared to €9.5 million in FY 2008. The construction margin stood at 13.1% for the full year period.
- **Net income after minorities** reached €15.8 million, decreased by 33.8% compared to FY 08, affected by lower construction and lower financial income this year.
- **Operating cash flow before WC changes reached** €26.1 million in FY 09 compared to €27.2 million in FY 08, aiding the investment program of the company. Subsidies received within FY 09 amounted to €17.6 m.
- **Net cash at 31/12/09** amounted to €c54.7 million, compared to c€81.3 m at the end of the previous quarter. It is underlined that c€199.3 million have already been spent for the under construction RES installations.
- **CAPEX** reached 111 m in FY 09, reflecting the start of construction of new wind parks

Mr Maragoudakis, CEO of TERNA ENERGY commented: “the change of Government resulted to more delays in the licensing procedure than anticipated. We estimate that 450 MW will be constructed and at late stages of construction by end 2010 but full commissioning must be anticipated in mid 2011. We expect a total of over 600 MW to be either operational or under construction by the end of 2010, both in Greece and abroad”.

## **Main operations - results & outlook**

The Group currently operates in Greece 9 wind farms (142 MW) and 1 small hydro (6.6 MW). 133.5 MW is under construction in Greece (124 MW wind, 8.5 MW hydro and 1 solar MW). 38 MW are under construction outside Greece, in Eastern Europe (20 MW in Poland and 18 MW in Bulgaria) more wind parks are expected to start construction in this area within this year.

A total of 68 MW started construction within 2010 (30 MW in Greece, 20 MW in Poland and 18 MW in Bulgaria), compared to 74 MW in FY 2009. The average load factor of wind farms stood at c28.3% in FY 09. The expected long term average load factor for wind parks is 30%.

In Construction business, backlog for third parties reaches € c65 mio, consisting of specialized, mostly electromechanical projects. It is worth underlying that the construction division of TERNA ENERGY also executes the construction of the company's own wind parks.

In Greece, it is expected that a total of 500-600 MW will be either operational or under construction by the end of 2010. Outside Greece, it is expected that 50-100 will be in operation or under construction by the end of 2010 (Eastern Europe).

| <b>PROFIT &amp; LOSS – FULL YEAR 2009</b>                          |                    |                    |                     |                     |
|--|--------------------|--------------------|---------------------|---------------------|
|  | <b>1/1 - 31/12</b> | <b>1/1 - 31/12</b> | <b>1/10 - 31/12</b> | <b>1/10 - 31/12</b> |
|  | <b>2009</b>        | <b>2008</b>        | <b>2009</b>         | <b>2008</b>         |
| <b>Continuing Operations</b>                                       |                    |                    |                     |                     |
| Net Sales  | 73.376             | 73.741             | 65.221              | 68.438              |
| Cost of goods sold   | (48.704)           | (49.107)           | (47.390)            | (48.117)            |
| <b>Gross Profit</b>  | <b>24.672</b>      | <b>24.634</b>      | <b>17.831</b>       | <b>20.321</b>       |
| Administration Expenses  | (5.217)            | (3.970)            | (3.997)             | (3.148)             |
| RnD Expenses   | (3.156)            | (2.148)            | (3.736)             | (2.280)             |
| Other Income/expenses  | 3.491              | 3.416              | 3.140               | 1.799               |
| <b>Operating results</b>   | <b>19.790</b>      | <b>21.932</b>      | <b>13.238</b>       | <b>16.692</b>       |
| Net Financial Income/Expenses                                      | 4.131              | 10.256             | 6.171               | 12.511              |
| <b>Pre tax profit</b>  | <b>23.921</b>      | <b>32.188</b>      | <b>19.409</b>       | <b>29.203</b>       |
| Taxes  | (7.564)            | (8.230)            | (6.032)             | (7.174)             |
| <b>Net Profit from continuing operations</b>                       | <b>16.357</b>      | <b>23.958</b>      | <b>13.377</b>       | <b>22.029</b>       |
| <b>Other income recognized directly in Equity from:</b>            |                    |                    |                     |                     |
| Foreign exchange differences from incorporation of foreign units   | (9)                | (15)               | -                   | -                   |
| Expenses of subsidiary's capital increase                          | (31)               | (42)               | -                   | -                   |
| Income tax recognized directly in Equity                           | (132)              | (112)              | (139)               | (140)               |
| <b>Other income/expenses for the period net of income tax</b>      | <b>(172)</b>       | <b>(169)</b>       | <b>(139)</b>        | <b>(140)</b>        |
| <b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>                   | <b>16.185</b>      | <b>23.789</b>      | <b>13.238</b>       | <b>21.889</b>       |
| <b>Net results attributed to:</b>                                  |                    |                    |                     |                     |
| Shareholders of the parent from continued activities               | 15.864             | 23.991             | -                   | -                   |
| Minority interest from continued activities                        | 493                | (33)               | -                   | -                   |
|  |                    |                    |                     |                     |
| <b>Total income attributed to:</b>                                 |                    |                    |                     |                     |
| Shareholders of the parent from continued activities               | 15.692             | 23.822             | -                   | -                   |
| Minority interest from continued activities                        | 493                | (33)               | -                   | -                   |
|  |                    |                    |                     |                     |
| <b>Earnings per share (in Euro)</b>                                |                    |                    |                     |                     |
| From continued activities attributed to shareholders of the parent | 0,1459             | 0,2196             | 0,1230              | 0,2017              |
| <b>Average weighted number of shares</b>                           | <b>108.723.395</b> | <b>109.237.115</b> | <b>108.723.395</b>  | <b>109.237.115</b>  |

| <b>BALANCE SHEET – FULL YEAR 2009</b>                      |                |                |
|--|----------------|----------------|
|  | <b>FY 2009</b> | <b>FY 2008</b> |
| <b>ASSETS</b>  |                |                |
| <b>Non-current assets</b>                                  |                |                |
| Intangible assets  | 1.774          | 1.463          |
| Tangible assets  | 340.820        | 238.929        |
| Investment property  | 923            | 923            |
| Participation in subsidiaries                              | -              | -              |
| Participations in associates                               | 51             | 51             |
| Participation in joint-ventures                            | -              | -              |
| Other long-term receivables                                | 219            | 18.537         |
| Other investments  | 1              | 1              |
| Deferred income tax  | 1.233          | 2.444          |
| <b>Total non-current assets</b>                            | <b>345.021</b> | <b>262.348</b> |
| <b>Current assets</b>                                      |                |                |
| Inventories  | 536            | 886            |
| Trade receivables  | 22.394         | 15.142         |
| Receivables according to IAS 11                            | 2.269          | 1.177          |
| Prepayments and other receivables                          | 24.880         | 18.990         |
| Income tax receivables                                     | 518            | 337            |
| Cash and equivalents                                       | 244.837        | 290.886        |
| <b>Total current assets</b>                                | <b>295.434</b> | <b>327.418</b> |
|  |                | <b>589.766</b> |
| <b>EQUITY AND LIABILITIES</b>                              |                |                |
| <b>Equity attributed to the shareholders of the parent</b> |                |                |
| Share capital  | 32.800         | 32.800         |
| Share premium  | 281.930        | 281.961        |
| Reserves   | 17.269         | 15.316         |
| Profit carried forward                                     | 39.812         | 34.798         |
| <b>Total</b>   | <b>371.811</b> | <b>364.875</b> |
| Minority interest  | 1.405          | 934            |
| <b>Total equity</b>  | <b>373.216</b> | <b>365.809</b> |

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