



9M 2015 Results

TERNA ENERGY

Highlights

| Sales | Ch% | EBITDA | Ch% | PBT | Ch% | Net Income a.m. | Ch% |
|-------|-------|--------|-------|------|------|-----------------|------|
| 135.2 | +29.8 | 75.9 | +53.6 | 25.4 | +361 | 15.8 | +393 |
| | | | | | | | |

Developments



Current installed capacity: 648 MW - Total installed, under construction or ready to build capacity: 918 MW



Wind Load Factor (LF) at 27.6% in 9M 2015 vs 24.9% in 9M 2014



88 MW (Greece and Poland) are finishing construction



Net debt in 9M 2015 increased by c4 m compared to the previous quarter – CAPEX in 9M 2015 at c40m, accelerated in Q3

Portfolio

Diversified portfolio of RES projects

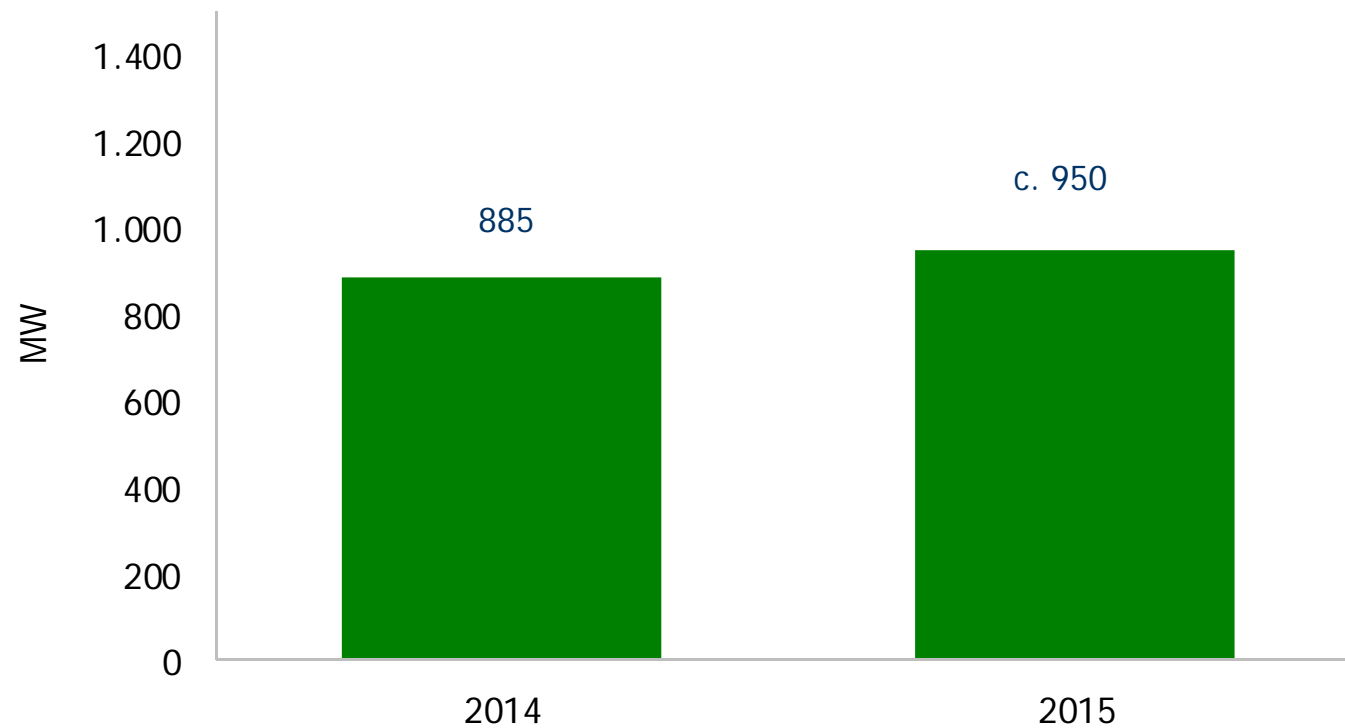
Expansion outside Greece

| Status | | Wind (MW) | SHPS & Pump Storage (MW) | P/V (MW) | Biomass & Co-generation (MW) |
|---|---|-----------|-----------------------------|----------|---------------------------------|
| In operation | <i>Greece 394</i> <i>Poland 86</i> <i>Bulgaria 30</i> <i>USA 138</i> | 622 | 18 | 8.5 | |
| Under construction (or ready to built) | <i>Greece 253</i> <i>Poland 16</i> | 269 | | | |
| 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: 915 MW

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



Strategy

Targeting to 950 MW installed or under construction/ready to build in 2015

Critical mass of installed c1.000 MW will enable the company to exploit further new investment opportunities

Segments – Results

| million € | SALES | | | EBITDA | | | EBIT | | | NET INCOME bm | | |
|-------------------------|-------|-------|-------|--------|-------|------|-------|-------|------|---------------|-------|-------|
| Segments | 9M 15 | 9M 14 | Ch% | 9M 15 | 9M 14 | Ch% | 9M 15 | 9M 14 | Ch% | 9M 15 | 9M 14 | Ch% |
| Energy from RES | 99.5 | 76.8 | +29.6 | 75.9 | 49.5 | 53.3 | 47.3 | 27.6 | 71.4 | 17.7 | 4.4 | 302.2 |
| Construction | 12.3 | 27.3 | -54.9 | -0.9 | -1.3 | 30 | -1 | -1.3 | 23 | -1.8 | -1.1 | -63.6 |
| Electric Energy Trading | 23.4 | 0.0 | n/a | 0.2 | 0.0 | n/a | 0.2 | 0.0 | n/a | 0.2 | 0.0 | n/a |
| Total | 135.2 | 104.1 | 29.8 | 75.2 | 48.2 | 56 | 46.5 | 26.3 | 76.8 | 16.1 | 3.3 | 377 |

Load Factor

Average Load Factor at 27.6%

| Load Factor | 9M 2015 | 9M 2014 |
|---|--------------|--------------|
| Terna Energy Wind excluding those at testing period | 27.3% | 24.4% |
| Terna Energy Including Mini Hydro and PV | 27.6% | 24.9% |

Key BS items

| € million | 9M 2015 | H1 2015 |
|-----------------|------------|------------|
| Net Debt | 258 | 254 |

Key CF items

| € million | 9M 2015 | 9M 2014 |
|---|-------------|-------------|
| Operating Cash Flow (after WC changes) | 75.8 | 48.2 |

| € million | 9M 2015 | 9M 2014 |
|---|-------------|-------------|
| CAPEX | 40.3 | 43.8 |
| CAPEX will accelerate in the coming months | | |

APPENDIX

Financial Data

Profit & Loss

| PROFIT & LOSS 9M 2015 | | |
|--|---------------|----------------|
| | 1/1 - 30/09 | 1/1 - 30/09 |
| | 2015 | 2014 |
| Continuing Operations | | |
| Net Sales | 135,226 | 104,100 |
| Cost of goods sold | (88,117) | (72,037) |
| Gross Profit | 47,109 | 32,063 |
| Administration Expenses | (7,743) | (10,817) |
| RnD Expenses | (1,568) | (1,402) |
| Other Income/expenses | 10,673 | 6,445 |
| Operating results | 48,471 | 26,289 |
| Net Financial Income/Expenses | (23,257) | (20,778) |
| Pre tax profit | 25,214 | 5,511 |
| Taxes | (9,083) | (2,230) |
| Net Profit from continuing operations | 16,131 | 3,281 |
| Other income recognized directly in Equity from: | | |
| Foreign exchange differences from incorporation of foreign units | 187 | (209) |
| Actuarial Gain/Loss from Defined Benefit Plans | (2) | - |
| Cash Flow Hedge Gain/(Losses) | 236 | (2,336) |
| Capital Increase Expenses | (120) | (114) |
| Income tax recognized directly in Equity | 290 | 517 |
| Other income/expenses for the period net of income tax | 591 | (2,142) |
| TOTAL COMPREHENSIVE INCOME FOR THE PERIOD | 16,722 | 1,139 |
| Net results attributed to: | | |
| Shareholders of the parent from continued activities | 15,808 | 3,236 |
| Minority interest from continued activities | 323 | 45 |
| Total income attributed to: | | |
| Shareholders of the parent from continued activities | 16,403 | 1,094 |
| Minority interest from continued activities | 319 | 45 |
| Earnings per share (in Euro) | | |
| From continued activities attributed to shareholders of the parent | 0.1480 | 0.0298 |
| Average weighted number of shares | 106,784,823 | 108,680,349 |

Balance Sheet

| BALANCE SHEET – 9M 2015 | | |
|---|------------------|------------------|
| | 30/09/2015 | 31/12/2014 |
| <u>ASSETS</u> | | |
| Fixed assets | 828,611 | 806,873 |
| Investment Property | 575 | 575 |
| Intangible assets | 30,247 | 30,091 |
| Participations and other long-term financial assets | 27,896 | 23,594 |
| Inventories | 2,507 | 2,464 |
| Trade receivables | 54,753 | 56,399 |
| Other current assets | 56,264 | 51,475 |
| Cash & cash equivalents | 171,018 | 168,803 |
| TOTAL ASSETS | 1,171,871 | 1,140,274 |
| | | |
| <u>LIABILITIES AND EQUITY</u> | | |
| Share capital | 32,794 | 32,794 |
| Other equity | 308,096 | 302,405 |
| Total shareholders' equity | 340,890 | 335,199 |
| Minority interests | 3,046 | 3,046 |
| Total Equity | 343,936 | 338,245 |
| Long term bank debt | 316,254 | 324,947 |
| Provisions/ Other L/T Liabilities | 322,074 | 325,028 |
| Short term bank debt | 114,452 | 98,396 |
| Other S/T Liabilities | 75,155 | 53,658 |
| TOTAL LIABILITIES | 827,935 | 802,029 |
| TOTAL LIABILITIES AND EQUITY (a) + (b) | 1,171,871 | 1,140,274 |

CASH FLOW

| CASH FLOW STATEMENT – 9M 2015 | | |
|--|-----------------|-----------------|
| | 1/1-30/09/2015 | 1/1-30/09/2014 |
| Operating activities | | |
| Profit before tax | 25,214 | 5,511 |
| Plus/less adjustments for: | | |
| Depreciation | 36,850 | 29,943 |
| Provisions | 646 | 41 |
| Interest and related income | (2,813) | (1,474) |
| Interest and related expenses | 26,070 | 22,252 |
| Gain/Loss from Investment Property Valuation | - | - |
| Amortization of grants | (8,145) | (6,543) |
| Exchange Differences | (1,935) | (1,482) |
| Operating profit before changes in working capital | 75,887 | 48,248 |
| Plus/Less adjustments for working capital account movements or related to operating activities | | |
| Decrease / (increase) in inventories | (42) | 2,137 |
| Decrease / (increase) in receivables | (4,438) | 5,543 |
| (Decrease) / increase in liabilities (other than to banks) | (12,470) | (6,975) |
| (Less): | | |
| Taxes paid | (3,985) | (5,699) |
| Total inflows / (outflows) from operating activities (a) | 54,952 | 43,164 |
| Investing activities | | |
| Purchases of tangible & intangible assets | (20,831) | (40,934) |
| Interest received | 1,441 | 2,097 |
| Investments in Associates | - | - |
| Collection of grants | - | 5,227 |
| Net change in provided loans | - | 5,423 |
| (Purchases)/sales of participations and securities | - | 15 |
| Total inflows / (outflows) from investing activities (b) | (19,390) | (28,152) |
| Financing activities | | |
| Proceeds/(Outflows) from share capital Decrease/(Increase) | (6,504) | (9,354) |
| Purchases of treasury shares | (1,116) | (988) |
| Net change in long-term loans | (11,750) | 7,287 |
| Net change in short-term loans | 8,538 | 5,326 |
| Interest and related expenses paid | (20,905) | (19,290) |
| Dividends paid | (315) | |
| Financial assets/liabilities | (1,769) | (891) |
| Total inflows / (outflows) from financing activities (c) | (33,821) | (17,910) |
| Effect of FX differences on cash equivalents (d) | 474 | (999) |
| Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c) +(d) | 2,215 | (3,897) |
| Cash and cash equivalents at the beginning of the period | 168,803 | 124,630 |
| Cash and cash equivalents at the end of the period | 171,018 | 120,733 |