



H1 2016 Results

GEK TERNA

Highlights

Sales	Ch%	EBITDA adj*	Ch%	PBT	Ch%	Net Income	Ch%
580.8	+29.4	122.6	+127.8	44.6	n/a	27.3	n/a
*adjusted for non cash items, n/a= non applicable							

Developments



Construction performing strongly in H1 2016, generating c75m EBITDA, compared to c16m in H1 2015 – backlog still at high level (c2.7 billion)



GEK TERNA increased its participation to Toll Roads in Greece up to c55%, by injecting c68m within first half. Next year, Toll Roads will be in operation, generating income for GEK TERNA



Total installed, under construction or ready to build RES capacity: 980 MW

Segments – Results

million €	SALES			EBITDA			EBIT			NET INCOME bm		
<i>Segments</i>	<i>H1 16</i>	<i>H1 15</i>	<i>Ch%</i>	<i>H1 16</i>	<i>H1 15</i>	<i>Ch%</i>	<i>H1 16</i>	<i>H1 15</i>	<i>Ch%</i>	<i>H1 16</i>	<i>H1 15</i>	<i>Ch%</i>
<i>Construction</i>	491.9	361.1	36.2%	77	5.8	N/A	63.0	-8.6	N/A	40	-11.6	N/A
<i>Renewables</i>	66.5	66.8	-0.5%	47.3	48.0	-1.4%	27.6	29.0	-4.6%	6.7	13.1	-48.6%
<i>Thermal Energy</i>	16.5	12.8	28.4%	0.3	-0.1	N/A	0.3	-0.1	N/A	0.3	-1.4	119.8%
<i>Real Estate</i>	2.6	3.1	-16.2%	0.4	0.0	N/A	-0.7	-3.2	77.2%	-2.5	-4.7	47%
<i>Concessions</i>	1.7	1.1	46.9%	-0.3	-0.2	50%	-0.6	-0.5	-8.9%	0.2	1.1	-81%
<i>Industrial</i>	1.7	1.6	8.3%	-1.4	-1.1	27%	-2.1	-2.1	0%	-2.8	-2.1	-31.4%
<i>Holding</i>	0.0	2.1	-97.7%	-0.6	1.4	N/A	-0.6	1.3	N/A	-14.6	-2.0	N/A
Total	580.9	448.6	29.5%	122.7	53.8	128.7%	86.9	15.8	N/A	27.3	-7.6	N/A

n/a = non applicable

Segments - Highlights

Concessions

Motorways will be in operation next year, generating stable, long term income for GEK TERNA

Construction

Strong profitability in H1 - Backlog still at high level
(c2.7 billion)

Real Estate

The activity still weak - Total assets in real estate at 144 million

Segments - Highlights

Thermal Energy

Energy demand remains weak – financial performance stable – promising outlook in supply

Renewable Energy

Growth expected – 243 MW under construction or ready to build

Mining

Magnesite mine in operation – still c20m to complete investments

Strategy

In Renewables, 1.000 MW totally installed will generate cash available to shareholders both for increased dividend distributions and new investments

Construction cash flow will support investments of the Group – positive outlook for the coming years

Magnesite mine will enhance growth in the future – a new stable activity which further improves risk profile of the Group

Key consolidated BS items – Net Financial Debt

NET DEBT	H1 2016	Q1 2016
<i>Construction</i>	-65.311	-107.361
<i>Renewables</i>	354.629	336.223
<i>Thermal</i>	-796	-304
<i>Real Estate</i>	85.579	81.703
<i>Industrial</i>	34.361	31.744
<i>Concessions</i>	135.775	46.954
<i>Holding</i>	19.225	42.857
<i>Total</i>	563.462	431.816
<i>Net Financial Debt increased by c132 million in Q2 2016 against Q1 2016 mostly due to Capex in RES and Concessions</i>		

Key consolidated CF items

€ million	H1 2016	H1 2015
<i>Operating Cash Flow (before WC changes)</i>	<i>118.6</i>	<i>51.1</i>
<i>Strong operating cash flow generation in construction</i>		

€ million	H1 2016	H1 2015
<i>CAPEX</i>	<i>148.3</i>	<i>20.1</i>
<i>CAPEX expected to accelerate further in 2016 mostly due to Renewables' investments</i>		

APPENDIX

Financial Data

Amounts in '000 euros

Balance Sheet

BALANCE SHEET – H1 2016			
	30.06.2016		31.12.2015
<u>ASSETS</u>			
Fixed assets	1.012.679		976.171
Real estate investments	55.539		56.215
Intangible assets	101.500		107.864
Participations and other long-term financial assets	328.609		259.974
Inventories	81.660		78.500
Trade receivables	250.134		318.382
Other current assets	484.774		427.078
Cash & cash equivalents	330.139		365.637
Non current assets available for sale	5.901		18.978
TOTAL ASSETS	2.650.935		2.608.799
<u>EQUITY AND LIABILITIES</u>			
Share capital	58.951		58.792
Other equity	312.849		291.949
Total shareholders' equity	371.800		350.741
Minority interests	205.759		211.624
Total Equity	577.559		562.365
Long term bank debt	544.982		511.442
Provisions/ Other L/T Liabilities	536.733		633.196
Short term bank debt	348.619		270.747
Other S/T Liabilities	643.042		631.0491
Liabilities of non current assets available for sale	0		0
TOTAL LIABILITIES	2.073.376		2.046.434
TOTAL EQUITY AND LIABILITIES	2.650.935		2.608.799

Profit & Loss

PROFIT & LOSS H1 2016		
	1/1 - 30/06	1/1 - 30/06
	2016	2015
Continuing Operations		
Net Sales	580.875	448.627
Cost of goods sold	-482.311	-418.787
Gross Profit	98.564	29.840
Administration Expenses	-18.319	-16.910
RnD Expenses	-995	-1.651
Other Income/expenses	4.797	12.540
Operating results	-24.473	23.819
Net Financial Income/Expenses	-14.945	-22.192
Pre tax profit	44.629	1.627
Taxes	-17.308	-9.184
Net Profit from continuing operations	27.321	-7.557
Other income recognized directly in Equity from:		
Profit /Loss from the evaluation of financial assets available for sale	-12.291	521
Profits to the part of the join venture's other comprehensive incomes	-281	754
Profits to the part of the associate's other comprehensive incomes	0	0
Profit/Loss from evaluation of cash flow hedging contracts	-1.638	1.115
Profit/Loss from Foreign exchange differences from foreign operations	200	1.023
Other comprehensive income	12.269	2.293
Expenses of share capital increase	-59	-206
Actuarial losses on defined benefit pension plan	-2	0
Tax which corresponds to the above results	106	-624
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	-1.696	4.876
Net results attributed to:		
Shareholders of the parent from continued activities	24.061	-14.471
Minority interest from continued activities	3.260	6.914
Total income attributed to:		
Shareholders of the parent from continued activities	23.724	-10.357
Minority interest from continued activities	1.901	7.676
Earnings per share (in Euro)	0.24146	-0.1429

CASH FLOW

CASH FLOW STATEMENT – H1 2016		
	1/1-30/06/2016	1/1-30/06/2015
<u>Operating activities</u>		
Profit before tax	44.629	1.627
Plus/less adjustments for:		
Depreciation	39.495	39.679
Provisions	-3.326	-750
Interest income and related income	-3.140	-3.601
Interest expenses and related expenses	27.613	24.197
Amortization of grants	-5.534	-5.467
Other adjustments	18.875	-4.537
<u>Operating profit before changes in working capital</u>	118.612	51.148
Plus/Less adjustments for working capital account movements or movements related to operating activities:		
Decrease / (increase) in inventories	-3.180	-4.632
Decrease / (increase) in receivables	48.260	-29.110
(Decrease) / increase in liabilities (other than to banks)	-125.439	3.637
(Less):		
Taxes paid	-26.006	-14.090
Inflows/outflows of non continuing operating activities	0	0
<u>Total inflows / (outflows) from operating activities (a)</u>	12.247	6.953
<u>Investing activities</u>		
Purchases of tangible. intangible assets & investment properties	-76.661	-17.588
Interest received	866	2.346
(Purchases)/sales of participations and securities	-27.650	430
Other adjustments	-27.008	-848
Inflows / outflows of non continuing investing activities	0	0
<u>Total inflows / (outflows) from investing activities (b)</u>	-130.453	-15.660
<u>Financing activities</u>		
Share capital's refund of the subsidiaries to the shareholders	0	0
Purchases of treasury shares	-3.207	-427
Net change in short-term loans	74.007	15.549
Net change in long-term loans	40.245	-24.476
Leasing payments	-2.870	-4.644
Interest and related expenses paid	-22.337	-22.831
Dividends paid	-3.576	0
Payments/Collections from increases/decreases of subsidiaries share capital	1.125	0
Other adjustments	-85	-1.497
<u>Total inflows / (outflows) from financing activities (c)</u>	83.302	-38.326
Effect of FX differences on cash equivalents (d)	-594	678
Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c) + (d)	-35.498	-46.355
Cash and cash equivalents at the beginning of the period	365.637	352.739
Cash and cash equivalents at the end of the period	330.139	306.384