

# FAST ON THE SMART ENERGY ROAD

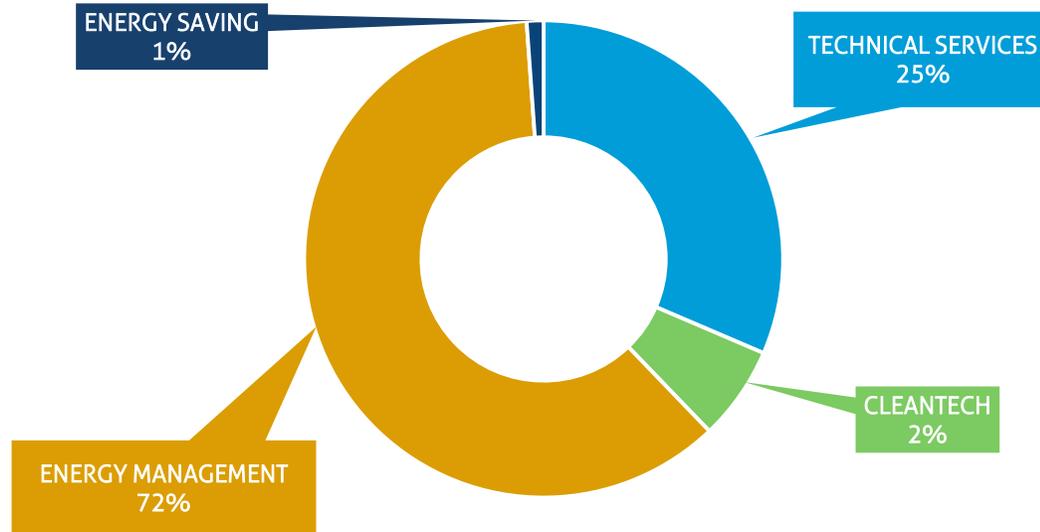
## TERNIENERGIA BUSINESS PLAN UPDATE 2015|2017

CONGRESS ROOM  
BORSA ITALIANA  
OCTOBER 30, 2015 – MILAN, IT



# 3Q 2015 RESULTS

## REVENUES BREAKDOWN



## INDUSTRIAL RESULTS

### POWER GENERATION & EPC

- 16.45 MW in full ownership
- 25.91 MW in JV 50:50
- 1.5 MW biomass
- 53 Mln KWh generated
- 273 PV Plants installed
- 284.1 MW installed

### ENERGY MANAGEMENT & ESCO

- 1,1 TWh cumulated energy managed
- 400 GWh 3Q energy managed
- 9,250 area lights managed
- 4 GWh saved

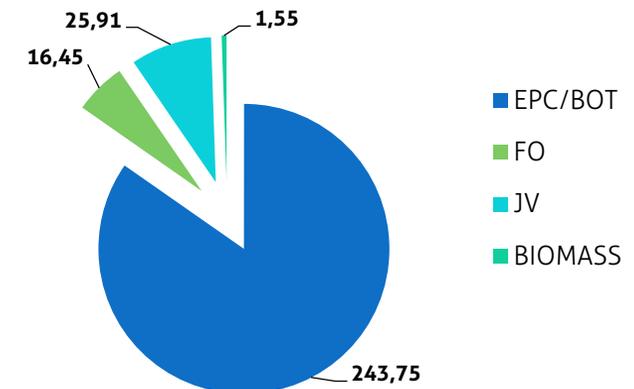
### ENVIRONMENTAL

- 2 Biomass plants installed
- 2 End fo Life Tyres plant installed
- 2 Water remediation plant installed

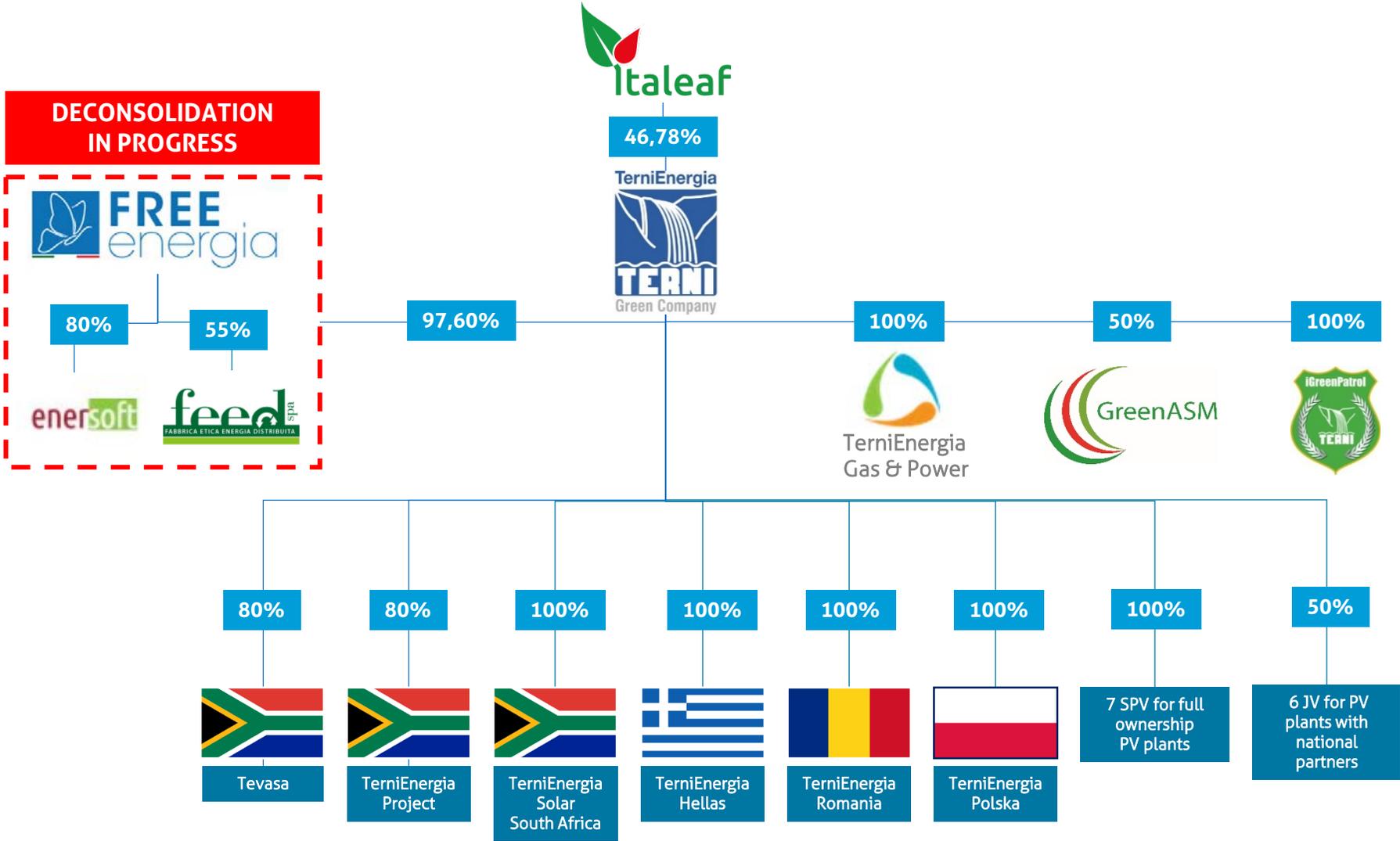
## FINANCIAL HIGHLIGHTS

REVENUES	≈ 277.2 M/€ (+755.5% - 3Q 2014)
EBITDA	≈ 16.5 M/€ (+7.8% - 3Q 2014)
NET PROFIT	≈ 3.4 M/€ (-46% - 3Q 2014)
NFP	≈ 92.9 M/€ (-14.1% - FY 2014)
EQUITY	≈ 70.9 M/€ (-0.5% - FY 2014)

## TOTAL INSTALLED MW



# SHAREHOLDERS STRUCTURE – COMPANIES CHART



# DECONSOLIDATION OF FREE ENERGIA

## DIVESTMENT AGREEMENT



## TREASURY STOCK



Maximum 6.477.550  
TerniEnergia shares  
available  
for external growth

## POTENTIAL M&A TRANSACTIONS

ENERGY SAVING

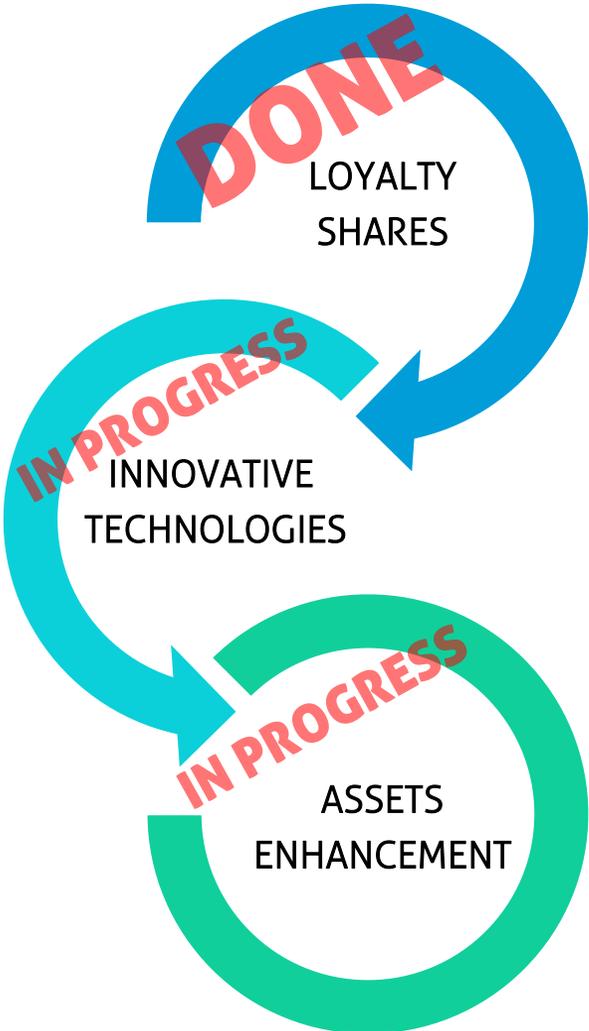
GAS & POWER  
MANAGEMENT

TECHNICAL SERVICES

# MAIN AMBITIONS FOR THE NEW TERNIENERGIA GROUP

- ✓ BOOSTING AND DIVERSIFYING THE **INTERNATIONAL EPC BUSINESS FOR RENEWABLE ENERGY PLANTS**
- ✓ **BUSINESS MIX REBALANCE** TOWARDS THE SMART ENERGY COMPANY
- ✓ **COMPLETING THE ENERGY VALUE CHAIN** IMPLEMENTING GAS & POWER
- ✓ FINANCIAL EFFICIENCY THROUGH THE **NFP REDUCTION STRATEGY**
- ✓ DEVELOPMENT OF **CROSS-SELLING OPPORTUNITIES**
- ✓ **ENANCHING THE ENERGY EFFICIENCY ACTIVITY** ENPOWERING THE COMMERCIAL NETWORK AND THE MARKET SHARE
- ✓ **DEVELOPMENT OF INNOVATIVE TECHNOLOGIES** TO SUPPLY THE NEEDS OF THE INDUSTRIAL BUSINESS

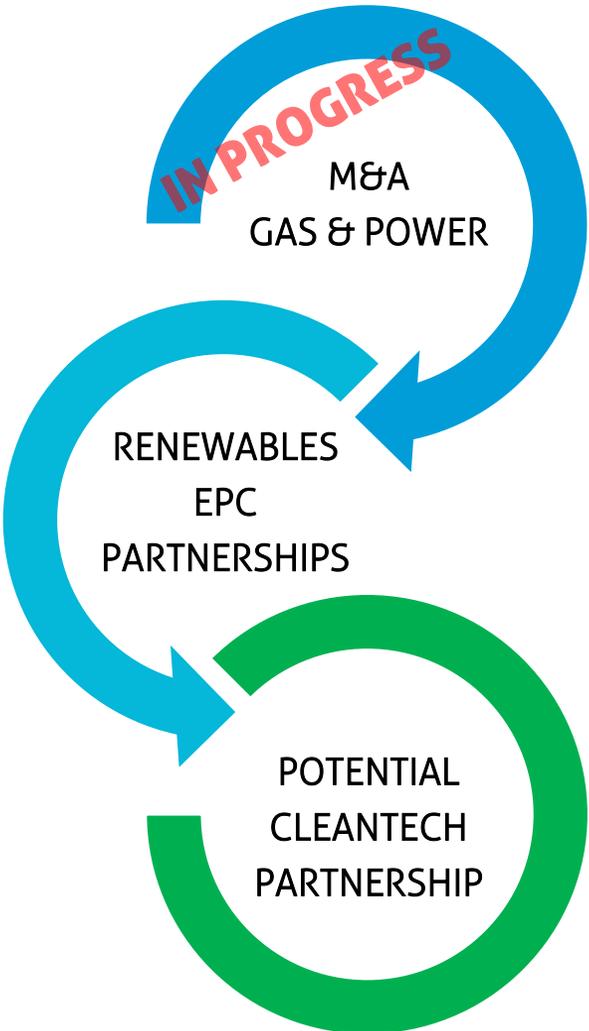
# UNLOCKING VALUE FOR THE FUTURE COMPANY GROWTH



INTRODUCING THE INCREASED VOTING RIGHTS TO IMPROVE THE GROUP'S GROWTH STRATEGY THROUGH M&A OPERATIONS, EMPOWERING THE CONTINUOUSLY CONTROL BY LONG TERM SHAREHOLDERS

INCREASING THE MARGINS IMPLEMENTING PROPRIETARY INNOVATIVE TECHNOLOGIES TO SUPPLY THE NEEDS OF ENERGY CONSUMPTION REDUCTION FOR PUBLIC, COMMERCIAL AND INDUSTRIAL CUSTOMERS

CONTINUING THE PATH OF ENHANCEMENT OF THE ASSETS REPRESENTED BY THE OWNERSHIP OF PHOTOVOLTAIC SYSTEMS OF INDUSTRIAL SIZE DEVELOPED, MAINTAINING THE MANAGEMENT OF POWER GENERATION

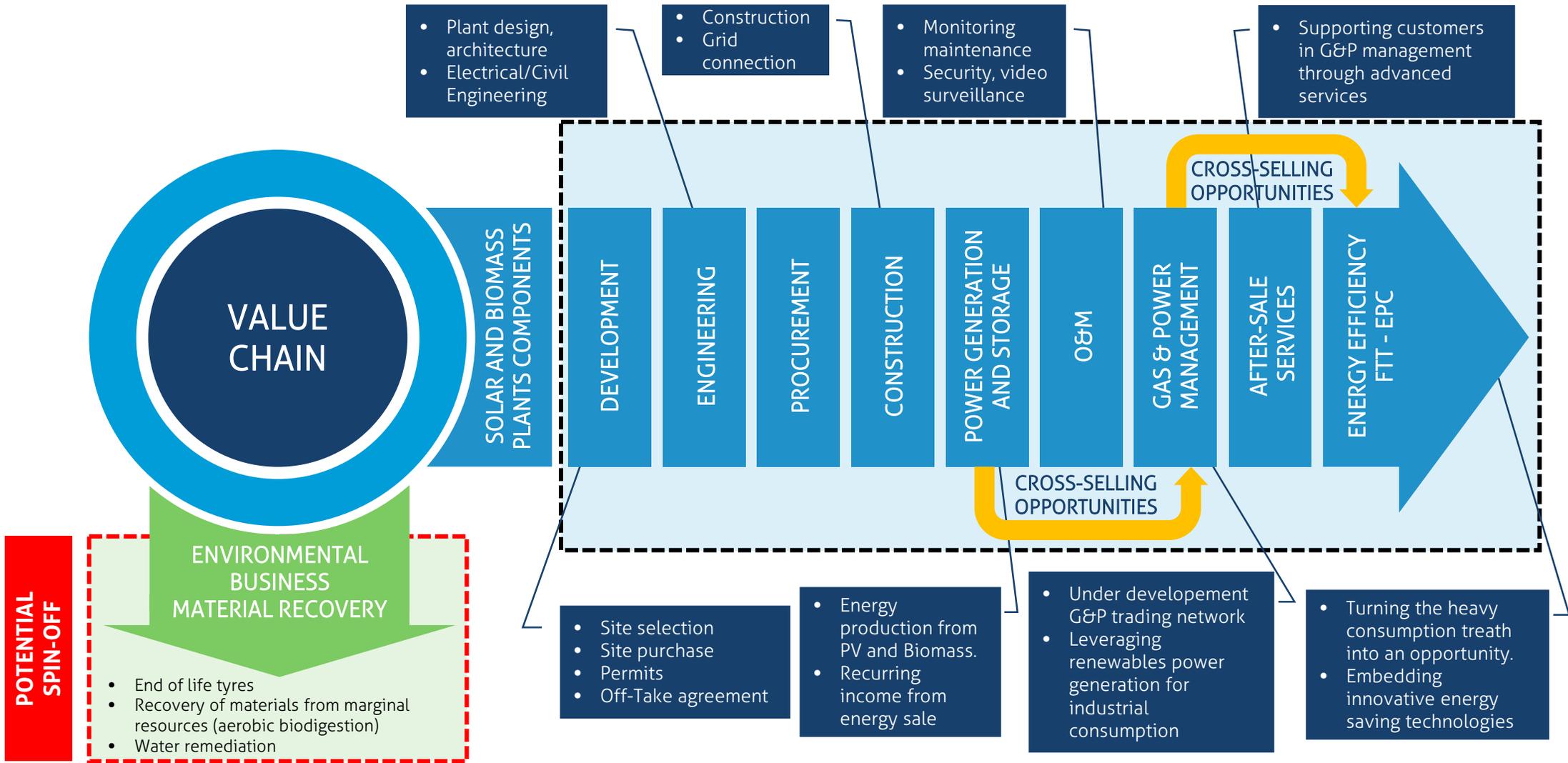


SCOUTING IN THE GAS & POWER MARKETS FOR M&A OPERATIONS. POTENTIAL INTERNATIONAL GROWTH

THE COMPANY INTENDS TO EXPLORE THE POSSIBILITY OF BECOMING A PLATFORM FOR POSSIBLE PARTNERSHIPS IN RENEWABLES EPC FIELD, TO CREATE A NATIONAL INDUSTRIAL LEADER READY FOR THE INTERNATIONAL CHALLENGES

THE COMPANY INTENDS TO EXPLORE THE OPPORTUNITY TO SPIN-OFF THE CLEANTECH BUSINESS LINE TO CREATE A NEWCO FOR AN INDUSTRIAL PARTNERSHIP

# A FULLY INTEGRATED SMART ENERGY COMPANY



# THE ORGANIZATION IN A SNAPSHOT

FOUR BUSINESS LINES TO COMPLETE THE VALUE CHAIN OF ENERGY

A SYNERGISTIC, OPERATIVE AND FINANCIAL APPROACH



## TECHNICAL SERVICES

RENEWABLES EPC – POWER  
GENERATION



## CLEANTECH

RECOVERY OF ENERGY AND  
MATERIAL FROM MARGINAL  
RESOURCES – WATER  
REMEDICATION



## ENERGY SAVING

SOLUTIONS, EPC AND  
TECHNOLOGIES FOR ENERGY  
EFFICIENCY

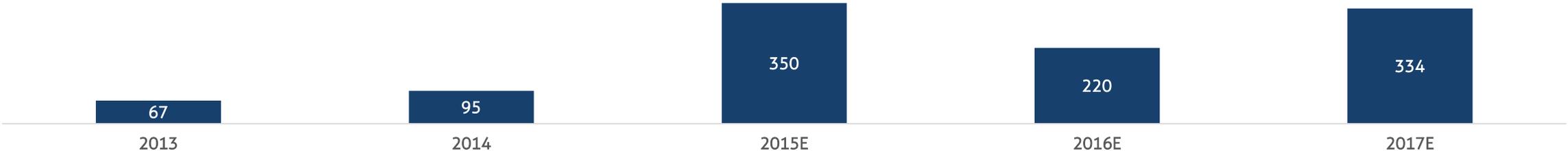


## ENERGY MANAGEMENT

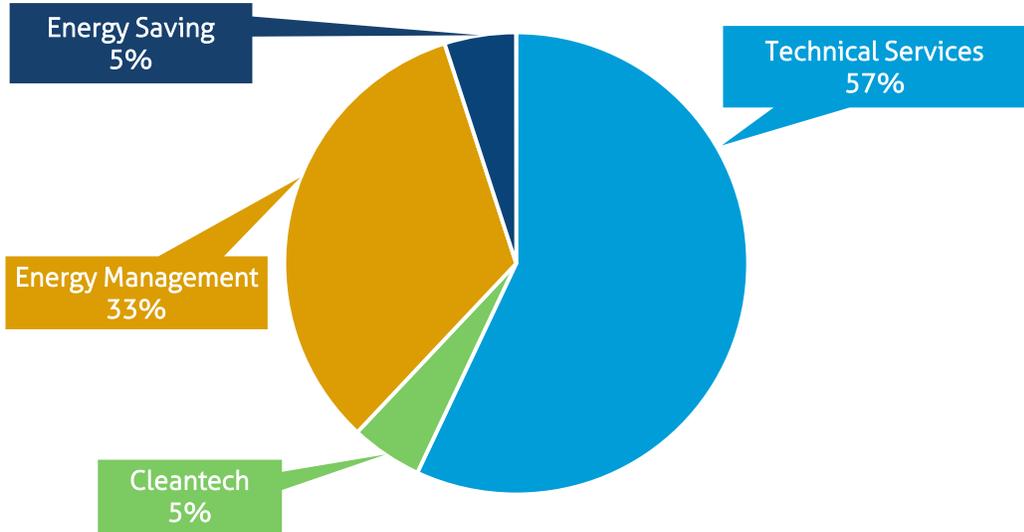
GAS & POWER TRADING  
AND MANAGEMENT –  
AFTER-SALE SERVICES

# A SOLID DOUBLE-DIGIT GROWTH

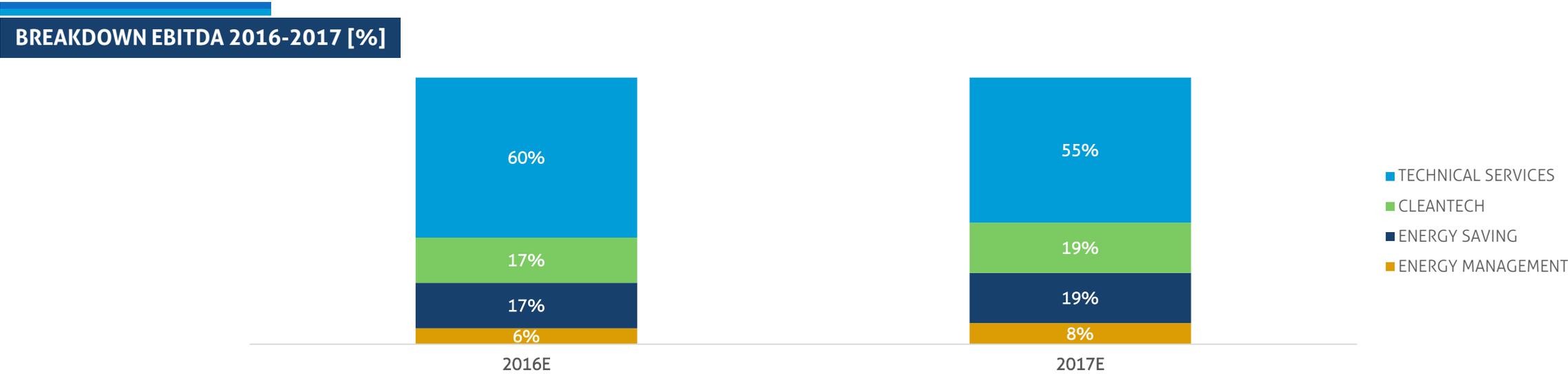
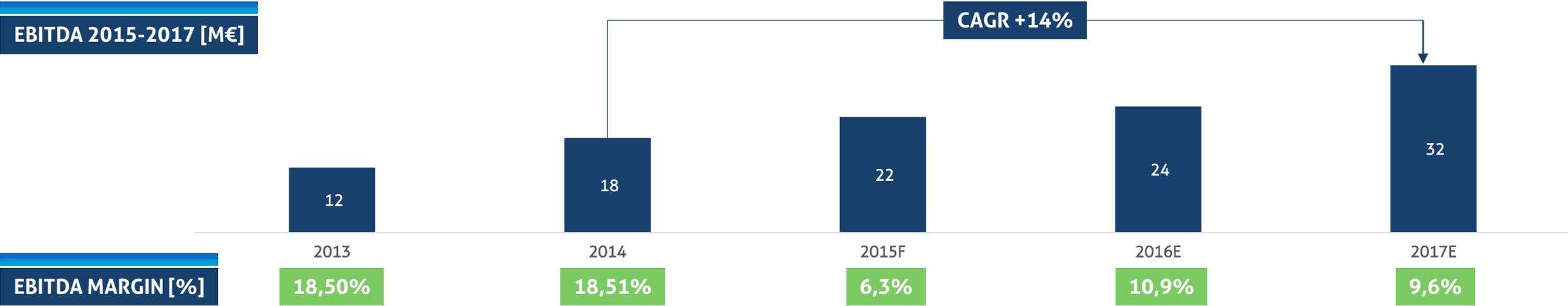
## REVENUES 2015-2017 [M€]



## 2016E REVENUES BREAKDOWN

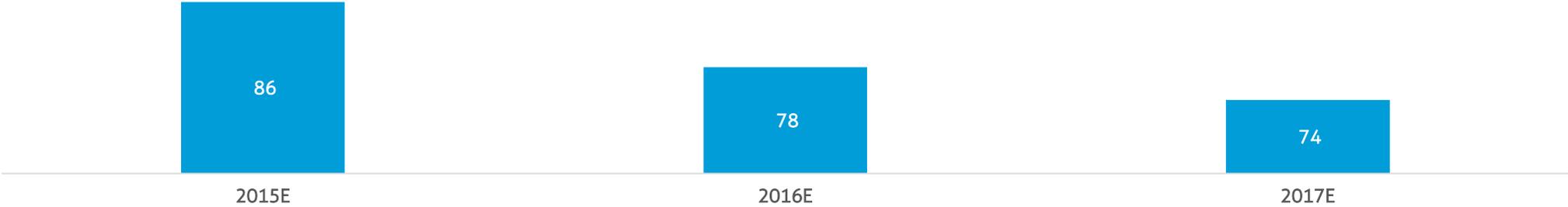


# EBITDA BOOST WITH A BALANCED MIX

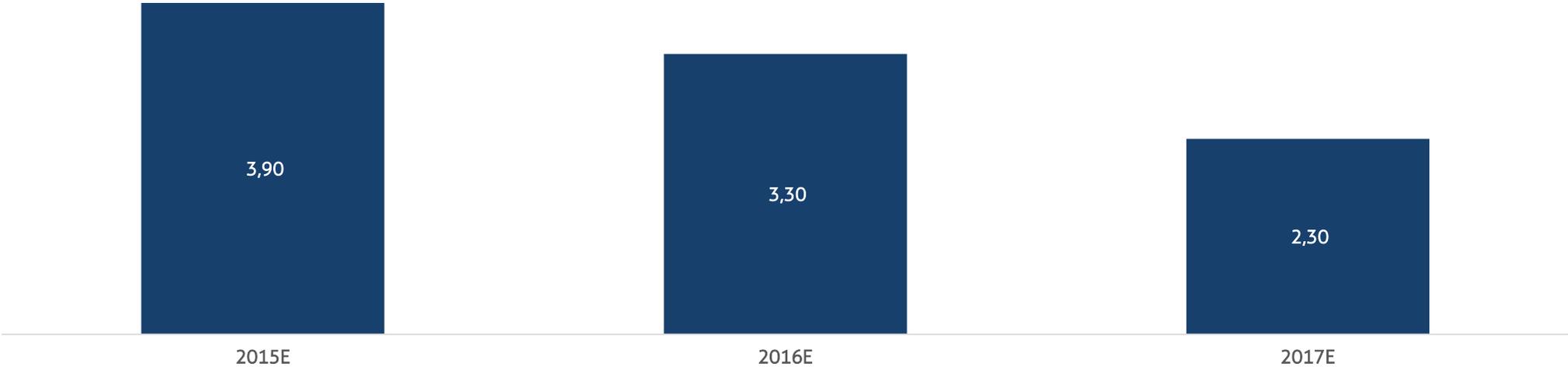


# A SEASON OF DEVELOPMENT SOLIDLY BUILT

**NFP EVOLUTION 2015-2017 [M€]**



**NFP/EBITDA 2015-2017**



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Moreover, forward-looking statements are current only at the date they are made.

# FOR FURTHER INFORMATIONS

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