

**GEK TERNA**  
GROUP OF COMPANIES

**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
<b>Total</b>	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>	<b>563.462</b>	<b>431.816</b>
<p><i>Net Financial Debt increased by c132 million in Q2 2016 against Q1 2016 mostly due to Capex in RES and Concessions</i></p>		

## Key consolidated CF items

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

€ million	H1 2016	H1 2015
<b>CAPEX</b>	<b>148.3</b>	<b>20.1</b>
<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
<b>TOTAL ASSETS</b>	<b>2.650.935</b>		<b>2.608.799</b>
<u>EQUITY AND LIABILITIES</u>			
Share capital	58.951		58.792
Other equity	312.849		291.949
<b>Total shareholders' equity</b>	<b>371.800</b>		<b>350.741</b>
Minority interests	205.759		211.624
<b>Total Equity</b>	<b>577.559</b>		<b>562.365</b>
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
<b>TOTAL LIABILITIES</b>	<b>2.073.376</b>		<b>2.046.434</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2.650.935</b>		<b>2.608.799</b>

# 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 joint 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
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>-1.696</b>	<b>4.876</b>
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