

**GEK TERNA**  
GROUP OF COMPANIES

**H1 2017 Results**  
**GEK TERNA**

# Highlights

Sales	Ch	EBITDA adj*	Ch	PBT	Ch	Net Income	Ch
604.6	+4%	159	+31.5%	80.5	+80.4%	35.5	+47.9%
*adjusted for non cash items, n/a= non applicable							

## Developments

- ➔ Kastelli Airport in Crete island/480 m construction value/35 y concession period
- ➔ Toll Roads are now in operation, generating long term stable income for GEK TERNA – targeting to increase share
- ➔ Construction still delivers strong results, generating c103.2m EBITDA in H1 2017, compared to c75.9m in H1 2016 – backlog remains high (c1.95 billion)
- ➔ Total installed, under construction RES capacity: 980 MW – soon the respective number will reach 1130 MW

## Segments – Results

million €	SALES			EBITDA			EBIT			NET INCOME bm		
	H1 17	H1 16	Ch%	H1 17	H1 16	Ch%	H1 17	H1 16	Ch%	H1 17	H1 16	Ch%
<b>Segments</b>												
<b>Construction</b>	479,4	491,9	-2,6%	103,2	76,0	35,8%	92,4	63,0	46,6%	48,3	40,0	20,9%
<b>Renewables</b>	78,8	66,5	18,5%	56,6	47,2	19,9%	32,0	27,7	15,6%	2,4	6,7	-63,8%
<b>Thermal Energy</b>	5,1	16,4	-68,7%	0,4	0,3	22,8%	0,3	0,3	24,2%	-0,1	0,3	-132,6%
<b>Real Estate</b>	0,9	2,6	-64,7%	-0,7	-0,3	-121,7%	-1,1	-0,7	-50,2%	-4,0	-2,5	-61,4%
<b>Concessions</b>	35,6	1,7	n/a	1,3	-0,4	n/a	1,1	-0,6	n/a	0,3	0,2	32,4%
<b>Industrial</b>	4,7	1,7	n/a	-1,1	-1,4	17,8%	-1,8	-2,1	14,4%	-2,7	-2,8	3,3%
<b>Holding</b>	0,1	0,0	48,9%	-0,6	-0,6	0,0%	-0,6	-0,6	0%	-2,1	-14,6	85,6%
<b>Total</b>	604,6	580,9	4,1%	159,1	120,9	31,6%	122,3	86,9	40,7%	42,1	27,3	54,3%

n/a = non applicable

## Segments - Highlights

### Concessions

Motorways are now in operation, generating stable, long term income for GEK TERNA – new Kastelli Airport will boost the concessions' portfolio

### Construction

Strong profitability in H1 - Backlog still at high level  
(c1.95 billion)

### Real Estate

c80m planned disposal in Bulgarian assets -Total assets in real estate at  
Real estate: 153 million

## Segments - Highlights

### Thermal Energy

Financial performance stable – Promising outlook in supply

### Renewable Energy

Growth expected – 194 MW currently under construction, 150 MW finishing soon, another 150 MW will start shortly

### Mining

Magnesite mine in operation – still c20m to complete investments

## Strategy

Concessions cash flow to boost cash flow to equity/ operation of Motorways started- Kastelli to enhance size and returns

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

In Renewables, critical mass of 1.000 MW totally installed will increase cash available to shareholders ie GEK TERNA

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 2017	Q1 2017
<i>Construction</i>	<i>-375,8</i>	<i>-429.8</i>
<i>Renewables</i>	<i>537</i>	<i>518.9</i>
<i>Thermal</i>	<i>-0.7</i>	<i>-1</i>
<i>Real Estate</i>	<i>104.6</i>	<i>95.7</i>
<i>Industrial</i>	<i>36.7</i>	<i>37.8</i>
<i>Concessions</i>	<i>145.6</i>	<i>149.1</i>
<i>Holding</i>	<i>15.3</i>	<i>17.3</i>
<i>Total</i>	<i>463.4</i>	<i>388</i>
<p><i>Net Financial Debt increased by c85 million in H1 2017 mostly due to WC in construction</i></p>		

# APPENDIX

## Financial Data

Amounts in '000 euros



# Balance Sheet

BALANCE SHEET – H1 2017			
	30.06.2017		31.12.2016
<b>ASSETS</b>			
Fixed assets	1.100.956		1.087.192
Real estate investments	95.046		88.230
Intangible assets	76.237		90.828
Participations and other long-term financial assets	351.458		381.536
Inventories	55.528		56.606
Trade receivables	261.704		279.786
Other current assets	471.948		477.428
Cash & cash equivalents	629.260		621.003
Non current assets available for sale	7.319		1.884
<b>TOTAL ASSETS</b>	<b>3.049.456</b>		<b>3.084.493</b>
<b>EQUITY AND LIABILITIES</b>			
Share capital	58.951		58.951
Other equity	364.990		324.898
Total shareholders' equity	423.941		383.849
Minority interests	211.912		214.656
Total Equity	635.853		598.505
Long term bank debt	867.994		844.001
Provisions/ Other L/T Liabilities	584.231		627.188
Short term bank debt	224.690		180.247
Other S/T Liabilities	736.688		834.552
Liabilities of non current assets available for sale	0		0
<b>TOTAL LIABILITIES</b>	<b>2.413.603</b>		<b>2.485.988</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>3.049.456</b>		<b>3.084.493</b>

# Profit & Loss

PROFIT & LOSS H1 2017		
	1/1 - 30/06 2017	1/1 - 30/06 2016
Continuing Operations		
Net Sales	604.628	580.875
Cost of goods sold	-470.733	-482.311
Gross Profit	133.895	98.564
Administration Expenses	-19.018	-18.319
RnD Expenses	-854	-995
Other Income/expenses	-6.635	4.797
Operating results	1.258	-14.945
Net Financial Income/Expenses	-28.122	-24.473
Pre tax profit	80.524	44.629
Taxes	-38.369	-17.308
Net Profit from continuing operations	42.155	27.321
Other income recognized directly in Equity from:		
Profit /Loss from the evaluation of financial assets available for sale	5.434	-12.291
Profits to the part of the joint venture's other comprehensive incomes	1.258	-281
Profits to the part of the associate's other comprehensive incomes	0	0
Profit/Loss from evaluation of cash flow hedging contracts	1.867	-1.638
Profit/Loss from Foreign exchange differences from foreign operations	550	200
Other comprehensive income	0	12.269
Expenses of share capital increase	-241	-59
Actuarial losses on defined benefit pension plan	0	-2
Tax which corresponds to the above results	-2.548	106
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>48.475</b>	<b>25.625</b>
Net results attributed to:		
Shareholders of the parent from continued activities	35.582	24.061
Minority interest from continued activities	6.573	3.260
Total income attributed to:		
Shareholders of the parent from continued activities	41.218	23.724
Minority interest from continued activities	7.257	1.901
Earnings per share (in Euro)	0,36380	0,24146

# CASH FLOW

CASH FLOW STATEMENT – H1 2017		
	1/1-30/06/2017	1/1-30/06/2016
<u>Operating activities</u>		
Profit before tax	80.524	44.629
Plus/less adjustments for:		
Depreciation	42.339	39.495
Provisions	1.107	-3.326
Interest income and related income	-5.155	-3.140
Interest expenses and related expenses	33.688	27.613
Amortization of grants	-5.580	-5.534
Other adjustments	15.017	18.875
<u>Operating profit before changes in working capital</u>	161.940	118.612
Plus/Less adjustments for working capital account movements or movements related to operating activities:		
Decrease / (increase) in inventories	-47	-3.180
Decrease / (increase) in receivables	17.193	48.260
(Decrease) / increase in liabilities (other than to banks)	-116.044	-125.439
(Less):		
Taxes paid	-12.484	-26.006
Inflows/outflows of non continuing operating activities	0	0
<u>Total inflows / (outflows) from operating activities (a)</u>	50.558	12.247
<u>Investing activities</u>		
Purchases of tangible, intangible assets & investment properties	-73.547	-76.661
Interest received	1.353	866
(Purchases)/sales of participations and securities	-179	-27.650
Other adjustments	947	-27.008
Inflows / outflows of non continuing investing activities	0	0
<u>Total inflows / (outflows) from investing activities (b)</u>	-71.426	-130.453
<u>Financing activities</u>		
Share capital's refund of the subsidiaries to the shareholders	0	0
Purchases of treasury shares	-1.169	-3.207
Net change in short-term loans	38.069	74.007
Net change in long-term loans	39.424	40.245
Leasing payments	-2.388	-2.870
Interest and related expenses paid	-31.814	-22.337
Dividends paid	-5.709	-3.576
Payments/Collections from increases/decreases of subsidiaries share capital	-3.013	1.125
Other adjustments	-894	-85
<u>Total inflows / (outflows) from financing activities (c)</u>	32.506	83.302
Effect of FX differences on cash equivalents (d)	-3.381	-594
Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c) + (d)	8.257	-35.498
Cash and cash equivalents at the beginning of the period	621.003	365.637
Cash and cash equivalents at the end of the period	629.260	330.139