

## GEK TERNA – PRESENTATION OF H1 09 FINANCIAL RESULTS

GEK TERNA H1 09 FINANCIAL RESULTS									
Sales	Ch%	EBITDA	Ch%	PBT	Ch%	Net Income	Ch%	EPS	Ch%
365	+26.9	42.3	-16	82.4	+140	70	+363	0.82	+256
<i>Changes% refer to the equivalent period last year/Amounts in € million-consolidated - Under IFRS</i>									

- Capital gains from the completion of the deal with GDF SUEZ amounted to c66 million – c10 million impairments of participations in the industrial and construction segments
- Real Estate EBIT profitability at 0.4 million compared to 19.8 million in H1 08 a negatively affects group’s profitability
- Construction sales up 38% (€316 million) and construction EBIT at 18.7-up 92%. EBIT margins stood at 5.9%. Construction backlog stands at € c1.9 billion, remaining almost stable compared to the previous quarter.

## FINANCIAL OVERVIEW

GEK TERNA KEY P&L FIGURES PER SEGMENT – H1 09									
Million €	Sales			EBITDA			EBIT		
	H109	H108	Ch%	H109	H108	Ch%	H109	H108	Ch%
Real estate	2.7	18.8	-85.1	0.7	19.9	-96.5	0.5	19.8	-97.5
Construction	316	229	+38.6	26.1	15.4	69.5	18.7	9.7	92.8
Concessions	11.3	9.7	+16.5	1.9	6.3	-69.8	0.6	1.1	-45.5
Thermal Energy*	4.7	13.8	-65.9	1.1	2.2	-40	0.1	1.2	-75
Renewables	15	10.2	47.1	9.3	6.4	+45.3	6.1	4.2	+45.2
Industrial	14.5	5.6	+158	3.6	0.7	+414	2.9	0.3	+866
Other				-0.4	-0.4		-0.4	-0.4	
<b>Total</b>	<b>365</b>	<b>287</b>	<b>+26.9</b>	<b>42.3</b>	<b>50.5</b>	<b>-16</b>	<b>28.5</b>	<b>35.9</b>	<b>-20.3</b>

- **Revenues** increased by 26.9%, reaching € 365 million from € 287 million in H1 08. This increase is primarily driven by the increased construction turnover, both in Greece and abroad.
- **EBITDA** reached € 42.3 million, decreasing by 16% compared to H1 08, impacted by weak real estate profitability. Excluding Real estate, consolidated EBITDA increased by c39%.
- **Net income after minorities** reached € 70 million, an increase of 363% compared to € 15.1 m in H1 2008, attributed to c€ 56 m (net) capital gains. It is worth mentioning that in H1 08 c15.4 million net profits from Real Estate were reported compared to € 0.1 million this year.

GEK TERNA KEY BALANCE SHEET FIGURES - H1 09								
Million	Construction	Concessions	RES	Thermal Energy	Real estate	Industrial	Non allocated	Total
CAPEX	10.1	27.2	24.5	18.4	1.4	0.1		81.6
Assets	752	84	561	147.4	255	61.5	29.5	1,891
Net Debt	(19.4)	9.2	(132.9)	71.2	52.1	-13.4	41.4	35

- **Net debt position** in the group level reached € 35 m, aided by the deal with GDF and the effective WC management in construction.
- **Total CAPEX** stood at € 81.6 million, mainly driven by Energy and Concessions
- **Total equity** reached € 762 million, from which € 563 million attributed to GEK TERNA shareholders, or c6.6 euros per share
- **Operating cash flow (before WC changes)** reached € 48.8 million compared to € 35.5 in H1 08.

## **Main operations - results & outlook**

### **Construction:**

Backlog reaches c1.9 billion euros (25% outside Greece) and construction sales stood at € 316 million compared to 229.3 m in H1 08. The backlog is expected to be maintained at high levels in the coming periods. EBIT from construction stood at 18.7 m compared to 9.7 m in H1 08. EBIT margins stood at 5.9%. CAPEX for this activity stood at 10.1 million and net cash stood at € 19.4 million compared to € 33 m net debt in the previous quarter due to increased cash collections. Construction was burdened (below EBIT) by c5 m (impairment in participation). It is worth mentioning that this division executed intragroup c€ 66 million of sales which were eliminated in the consolidation and are not reported in the top line of this division.

### **Thermal Energy:**

Sales (50% for GEK TERNA – proportional consolidation) from the existing gas-fired plant (HERON 1 - 147 MW) stood at c4.7 m, €1.1 m EBITDA and EBIT of c€ 0.1 m. It is underlined that 50% of HERON 1 operations are now reported, following the GDF SUEZ deal. The construction of the second project (HERON 2 – 435 MW CCGT) proceeds according to plan and it is expected to be in commercial operation in early 2010. CAPEX for this activity stood at € 18.4 million in H1 09. Net debt in Thermal Energy division reached 71.2 million. Still, c30 will be collected from the deal with GDF.

### **Renewable Energy:**

In Renewable Energy Sources (RES), TERNA ENERGY proceeds with its investment plans: c232 MW of wind, small hydro and solar are either operational or under construction. Numerous projects are expected to be fully licensed in the coming months. Also, TERNA ENERGY is expected to secure licenses and start construction in key markets outside Greece in the coming periods. CAPEX in RES stood at €24.4 million and the segment has a € 132.9 m net cash position.

### **Concessions:**

Ionian road and parkings' revenues stood at €11.3 million. EBITDA generated from concessions stood at € 1.9 million. Ionian road operation is at an early stage and is expected that within the coming years toll collections will be multiplied, generating economies of scale and boosting profitability of this division. Also, numerous PPPs will be tendered in the coming periods, in which the group is targeting a significant share. CAPEX in concessions stood at € 27.2 million. Net debt in concessions reached € 9.2 m.

### **Real estate:**

In **real estate**, EBIT reached € 0.4 m compared to € 19.8 m in H1 2008. Sales reached c € 2.7 million compared to € 18.8 m in 2008. The company owns real estate assets the gross value of which reaches € c 300 million and the leverage has been maintained at the low level of c20%. CAPEX in Real Estate stood at € 1.3 million and net debt stood at € 52.1 million. The Group is very cautious in Real Estate developments, continuing to build at a milder pace those projects that were “mature” before the crisis.

<b>APPENDIX</b>		
<b>GEK TERNA - Consolidated PnL &amp; Balance sheet H1 2009</b>		
	<b>H1 2009</b>	<b>H1 2008</b>
Turnover	365.102	287.514
Gross Profit	43.630	40.726
<b>EBITDA</b>		
EBIT	28.476	35.914
Profit before tax	82.419	34.359
Profit after tax	75.975	23.365
Attributable to:		15.155
Shareholders of the Company	70.020	8.210
Minority interests	5.955	
Basic earnings after tax per share (in euro)	0.82898	0.23258
<b>ASSETS</b>		
Tangible fixed assets	468.339	428.461
Investment property	104.510	105.953
Intangible assets	85.844	64.545
Other non current assets	81.095	115.530
Inventories	108.482	106.389
Trade receivables	299.349	264.638
Other current assets	743.573	694.226
Non current assets for sale	0	118.658
<b>TOTAL ASSETS</b>	<b>1.891.192</b>	<b>1.898.400</b>
<b>LIABILITIES AND EQUITY</b>		
Share capital	48.953	48.953
Other equity	514.554	442.457
Total shareholders' equity	563.507	491.410
Minority interest	199.214	198.376
Total equity	762.721	689.786
Long term bank debt	297.511	194.613
Provisions/other L/T liabilities	207.220	233.262
Short term bank debt	277.931	362.423
Other S/T liabilities	345.809	333.041
Non current liabilities for sale	0	85.275
Total Liabilities	1.128.471	1.208.614
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>1.891.192</b>	<b>1.898.400</b>

**Contact: Aristotelis Spiliotis, tel 0030-210-6968431, email: [tspiliotis@gekterna.gr](mailto:tspiliotis@gekterna.gr)**