



H1 2011 Results

GEK TERNA

Highlights

Sales	Ch%	EBITDA	Ch%	PBT	Ch%	Net Income	Ch%
413,8	+50%	56,5	+83,3	7,9	-22	0,5	-73

Developments (Year to Date)



Good performance of Thermal Energy division – 13,7 million EBITDA in H1 for 50% of 2 gas fired plants compared to 1,6 million last year



Total installed, under construction or ready to build RES capacity: 702 MW



Construction division supported by energy plants construction for third parties – 32,9 million EBITDA generation



Total CAPEX at 107,5 million (102 million in RES division) in H1 2011

Segments – Results

million €	SALES			EBITDA			EBIT			NET INCOME bm		
Segments	H1 11	H1 10	Ch%	H1 11	H1 10	Ch%	H1 11	H1 10	Ch%	H1 11	H1 10	Ch%
Construction	321,4	233	+37,9	32,9	18	+82,7	13,4	9,8	+36,7	3,3	5,5	-40
Renewables	20	16,4	+21,9	12,3	8,9	+38,2	8,3	5,7	45,6	7,4	2,9	+155
Thermal Energy	54,7	4	+1267	13,7	1,6	+756	9	0,5	+1700	4,9	0,3	+1500
Real Estate	1,9	2,6	-26,9	-2,1	0,4	-	-2,4	0,1	-	-3,3	-1	-330
Concessions	13,6	14,4	-5,5	3,2	3,2	-	0,9	1,6	-43,7	-0,5	-0,2	-150
Industrial	1,9	4,3	-5,5	-1	-0,5	-	-1,8	-1	-80	-1,8	-1,1	-63
Holding	-	-	-	-2,6	-0,9	-188	-2,6	-0,9	-	-5,8	-2,9	-
Total	413,8	275	+50	56,5	30,8	+83,4	24,8	15,8	+56,9	4,1	3,6	+13,8

Concessions

Negotiations with involved parties (State, Banks, Concessionaires) are in progress – Positive results are expected within the coming months

Restart of construction is expected till beginning next year

Construction

EPC contracts (construction of Energy Plants for third parties) are supporting significant EBITDA generation in Construction

Net debt in construction to be reduced by c100 million till the end of the year – Further significant reduction is expected after the restart of construction in Concessions

Backlog supported by new orders outside Greece - c 140 million in E.Europe within summer

Thermal Energy

Thermal Energy Plants are generating significant EBITDA-
13,7 million in H1 2011

Cost recovery mechanism supports profitability

New merchant plants will increase energy supply

Renewables

Installed capacity increases – 229 MW currently installed

Significant new installations in the coming months are supporting strong growth for next year

Significant increase in EBITDA is expected for the coming years

Real Estate

Low leverage – 260 million gross value of assets – 62 million of Net Financial Debt

No new investments in the sector

Strategy

**New investments are focusing in Renewable Energy -
1,200-1,600 MW installed in the coming years**

Restart of Concessions to support growth in Construction and Concessions

Key consolidated BS items

Net Financial Debt € million	H1 2011	Q1 2011
Construction	212,3	123,2
Renewables	116	66,4
Thermal Energy	114,3	120,1
Real Estate	62,9	67,4
Industrial	19,4	21,1
Concessions	104,9	101,5
Holding	57,7	58
Total	687,5	558
<p>Net Financial Debt increased by 129,5 million due to CAPEX in Renewables and WC in the construction of Energy Plant (EPC) for third party – significant decrease in construction debt is expected till year-end due to collections from EPC contracts</p>		

Key consolidated CF items

€ million	H1 2011	H1 2010
Operating Cash Flow (before WC changes)	69,1	37,1
Operating cash flow boosted by the operation of new Thermal Energy plant (HERON 2) and strong Construction EBITDA		

€ million	H1 2011	H1 2010
CAPEX	107,5	191,8
Accelerated CAPEX pace in Renewables (85,8 million in H1)		

APPENDIX

Financial Data

Profit & Loss

	1.1 – 30.6 2011	1.1 - 30.6 2010
Continued operations		
Revenue	413,836	275,013
Cost of sales	(366,490)	(243,172)
Gross profit	47,346	31,841
Administrative and distribution expenses	(16,232)	(17,647)
Research and development expenses	(1,465)	(1,529)
Other income/(expenses)	867	554
Financial income/(expenses)	(17,883)	(6,726)
Participation income	2	3
Gains/(Losses) from sale/valuation of participations	(4,500)	3,849
Gains/(Losses) from the valuation of associates under the equity method	(162)	(115)
Earnings before tax	7,973	10,230
Income tax expense	(3,783)	(6,574)
Net earnings from continued operations	4,190	3,656
Discontinued operations		
Earnings/(losses) from discontinued operations after tax	(31)	0
NET EARNINGS	4,159	3,656

Profit & Loss (cont)

	1.1 – 30.6	1.1 - 30.6
	2011	2010
Other comprehensive income		
Valuation of investments available for sale	(103)	(578)
Valuation of cash flow hedges	11,456	(46,724)
Translation differences from incorporation of foreign entities	(2,806)	(749)
Other income/(expenses) for the period	(20)	(13)
Tax corresponding to the above income	(2,288)	9,711
Other income for the period net of tax	6,239	(38,353)
TOTAL COMPREHENSIVE INCOME	10,398	(34,697)
Net earnings for the periods attributed to:		
Owners of the parent company from continued operations	516	1,935
Owners of the parent company from discontinued operations	(31)	0
Non-controlling interests from continued operations	3,674	1,721
	4,159	3,656
Total comprehensive income attributed to:		
Owners of the parent company from continued operations	6,963	(36,491)
Owners of the parent company from discontinued operations	(31)	0
Non-controlling interests from continued operations	3,466	1,794
	10,398	(34,697)
Earnings per share (in Euro):		
From continued operations attributed to owners of the parent	0.00611	0.02314
From discontinued operations attributed to owners of the parent	(0.00037)	0.00000
Weighted average number of shares:	84,383,847	83,627,793

Balance Sheet

	30/6/2011	31/12/2010
<u>ASSETS</u>		
Self used tangible fixed assets	753.314	688.411
Investment property	99.756	102.265
Intangible assets	332.507	323.992
Other non-current assets	84.452	91.151
Inventories	135.199	132.218
Trade receivables	288.066	325.141
Other current assets	776.445	788.183
Non-current assets held for sale	1.298	0
TOTAL ASSETS	2.471.037	2.451.361
<u>EQUITY & LIABILITIES</u>		
Share capital	48.953	48.953
Other equity	478.325	471.847
Total equity of the owners of the parent (a)	527.278	520.800
Non-controlling interests (b)	196.580	198.198
Total Equity (c) = (a) + (b)	723.858	718.998
Long-term loans	530.069	514.409
Provisions/Other-long-term liabilities	330.811	317.764
Short-term bank liabilities	406.988	360.859
Other short-term liabilities	478.189	539.331
Liabilities directly related to the non-current assets held for sale	1.122	0
Total liabilities (d)	1.747.179	1.732.363
TOTAL EQUITY & LIABILITIES (c) + (d)	2.471.037	2.451.361

Statement of cash flows

	1/1 - 30/6 2011	1/1 - 30/6 2010
Cash flow from operating activities		
Profit before tax	7,973	10,230
<i>Adjustments for the agreement of the net flows from the operating activities</i>		
Depreciation of fixed assets	32,893	16,265
Amortization of grants	(1,262)	(1,282)
Provisions	5,823	6,549
Impairments	4,500	2,634
Interest and related revenue	(4,918)	(4,839)
Interest and other financial expenses	22,801	11,565
Results from participations	0	(3,768)
Results from investment property	2,500	0
Results from the sale of fixed assets	(34)	(163)
Foreign exchange differences	(1,122)	0
Operating profit before changes in working capital	69,155	37,191
(Increase)/Decrease in:		
Inventories	(3,271)	(4,328)
Trade receivables	(120,926)	(14,120)
Prepayments and other short term receivables	(7,157)	(72,469)
Increase/(Decrease) in:		
Suppliers	46,805	30,574
Accruals and other short term liabilities	(31,626)	26,853
Collection of grants	3,500	2,876
Other long-term receivables and liabilities	(314)	36,219
Income tax payments	(6,723)	(3,977)
Operating flows from discontinued operations	32	0
Net cash flows from operating activities	(50,525)	38,820

Statement of cash flows (cont)

	1/1 - 30/6 2011	1/1 - 30/6 2010
Cash flows from investing activities		
(Purchases) / Sales of fixed assets	(109,071)	(95,367)
(Purchases) / Sales of investment property	0	(152)
Interest and related income received	4,375	3,657
(Purchases) / sales of participations and securities	(12,736)	(9,764)
Cash from consolidated company	0	8,954
Repayments/(Grants) of loans	0	(8,869)
Investing flows from discontinued operations	(9)	0
Dividend proceeds from investments	0	3
	(117,441)	(101,538)
Cash flows from financing activities		
Purchase of treasury shares of parent and subsidiaries	(2,622)	(5,986)
Net change of short-term loans	(516)	26,401
Net change of long-term loans	68,415	33,989
Payments of liabilities from financial leases	(5,672)	(4,544)
Dividends paid	(2,259)	(13,988)
Interest and other financial expenses paid	(22,022)	(12,445)
Change of other financial assets	(9,475)	0
Financing flows from discontinued operations	0	0
	25,849	23,428
Cash flows for financing activities		
Effect from foreign exchange differences in cash	(1,721)	2,248
Net increase /(decrease) of cash and cash equivalents	(143,838)	(37,042)
Cash and cash equivalents at the beginning of the year from continued operations	393,342	424,339
Cash and cash equivalents at the beginning of the year from discontinued operations	101	0
	393,443	424,339
Cash and cash equivalents at the end of the period from continued operations	249,605	387,297