

**GEK TERNA**  
GROUP OF COMPANIES

**H1 2014 Results**  
**GEK TERNA**

## Highlights

Sales	Ch%	EBITDA adj*	Ch%	PBT	Ch%	Net Income	Ch%
388.5	+60	46.8	+26.1	4.9	n/a	-0.1	n/a

\*adjusted for non cash items, n/a= non applicable

### Developments



Cash collections resulted to a further 36m decrease in net debt – net bank debt now stands at 392m vs 428m in the previous quarter



Total installed, under construction or ready to build RES capacity: 866 MW



Construction backlog remains at high levels (c3.6 billion) – the execution of the motorways is accelerating and is expected to boost results of the segment



Operating cash flow after WC changes at 142.9m

## Segments – Results

million €	SALES			EBITDA			EBIT			NET INCOME bm		
	H1 14	H1 13	Ch%	H1 14	H1 13	Ch%	H1 14	H1 13	Ch%	H1 14	H1 13	Ch%
<b>Segments</b>												
<b>Construction</b>	332.6	188.1	76.8	15.4	5.7	170.1	2.9	-3.3	187.8	-1.4	-28.1	95
<b>Renewables</b>	52.8	51.5	2.5	34	34.6	-1.7	18.9	20.1	-6.0	3.9	5.8	-32.7
<b>Thermal Energy</b>	0	0	-	-0.5	-0.2	N/A	-0.5	-0.2	-150	1.5	3.9	-61.5
<b>Real Estate</b>	1.9	1.3	46.1	0	-0.4	N/A	-0.4	-0.9	55.6	-2.9	-4.9	40.8
<b>Concessions</b>	0.3	0.3	0	0.1	-0.1	N/A	0	-0.2	100	1.7	-2.5	168
<b>Industrial</b>	0.9	0.2	350	-0.8	-1.2	N/A	-1.3	-2.0	35.0	-1.2	-3.3	63.6
<b>Holding</b>	0.1	0.9	-88.9	-0.8	-0.9	N/A	-0.8	-0.9	11.1	-0.4	-2.6	84.6
<b>Total</b>	388.6	242.3	60.4	47.4	37.5	26.4	18.8	12.6	49.2	1.2	-31.7	103.8

n/a = non applicable

## Segments - Highlights

### Concessions

Motorways fully restarted –  
Their construction will accelerate in H2

### Construction

Backlog remains at high level- currently at c3.6 billion

### Real Estate

The activity remains weak

## Segments - Highlights

### Thermal Energy

Good performance of the plants

### Renewable Energy

Growth remains – 96 MW installed YtD

### Mining

Magnesite mine in operation

## Strategy

**New investments are focusing in Renewable Energy -  
1.000 MW -in total- installed in the coming years**

**Construction cash flow will support investments of the Group**

**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 Bank Debt

NET DEBT	H1 2014	Q1 2014
Construction	13.5	21.1
Renewables	254.4	260.1
Thermal	0	21.8
Real Estate	75.7	73.9
Industrial	11.7	15.4
Concessions	28.1	27.9
Holding	9.1	7.4
<b>Total</b>	<b>392.5</b>	<b>427.6</b>
<p><b>Net Debt decreased by €35 million in H1 due to debt repayments</b></p>		

## Key consolidated CF items

€ million	H1 2014	H1 2013
<b>Operating Cash Flow (after WC changes)</b>	<b>143</b>	<b>8.7</b>
<b>Operating cash flow aided by WC management</b>		

€ million	H1 2014	H1 2013
<b>CAPEX</b>	<b>59.1</b>	<b>18.1</b>
<b>CAPEX is currently low but expected to accelerate in H2 mostly due to Renewables, Magnesite and Concessions' investments</b>		



# APPENDIX

## Financial Data

Amounts in '000 euros

## Balance Sheet

<b>BALANCE SHEET – H1 2014</b>			
	<b>30.06.2014</b>		<b>31.12.2013</b>
<b>ASSETS</b>			
Fixed assets	895.446		868.838
Real estate investments	73.736		73.599
Intangible assets	129.273		127.235
Participations and other long-term financial assets	201.583		201.623
Inventories	88.580		89.235
Trade receivables	218.166		239.218
Other current assets	421.286		390.673
Cash & cash equivalents	284.373		326.608
Non current assets available for sale	0		0
<b>TOTAL ASSETS</b>	<b>2.312.443</b>		<b>2.317.029</b>
<b>EQUITY AND LIABILITIES</b>			
Share capital	53.844		53.844
Other equity	386.299		391.019
<b>Total shareholders' equity</b>	<b>440.143</b>		<b>444.863</b>
Minority interests	190.412		195.195
<b>Total Equity</b>	<b>630.555</b>		<b>640.058</b>
Long term bank debt	485.011		523.423
Provisions/ Other L/T Liabilities	529.074		431.920
Short term bank debt	191.941		259.878
Other S/T Liabilities	475.862		461.750
Liabilities of non current assets available for sale	0		0
<b>TOTAL LIABILITIES</b>	<b>1.681.888</b>		<b>1.676.971</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2.312.443</b>		<b>2.317.029</b>

## Profit & Loss

PROFIT & LOSS H1 2014		
	1/1 - 30/06	1/1 - 30/06
	2014	2013
Continuing Operations		
Net Sales	388.533	242.313
Cost of goods sold	-353.938	-215.444
Gross Profit	34.595	26.869
Administration Expenses	-18.021	-16.407
RnD Expenses	-1.135	-978
Other Income/expenses	7.162	-14.330
Operating results	22.601	-4.846
Net Financial Income/Expenses	-17.666	-24.040
Pre tax profit	4.935	-28.886
Taxes	-3.755	-2.813
Net Profit from continuing operations	1.180	-31.699
Other income recognized directly in Equity from:		
Profit /Loss from the evaluation of financial assets available for sale	-1.790	791
Profit/Loss to the part of the join venture's other comprehensive incomes	-1.181	2.331
Loss from prortion of total comprehensive income of Associates	-13	0
Profit/Loss from evaluation of cash flow hedging contracts	-1.719	2.811
Profit/Loss from Foreign exchange differences from foreign operations	-500	-1.005
Expenses of share capital increase	-169	-312
Tax which corresponds to the above results	320	83
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>-3.872</b>	<b>-27.000</b>
Net results attributed to:		
Shareholders of the parent from continued activities	-132	-33.248
Minority interest from continued activities	1.312	1.549
Total income attributed to:		
Shareholders of the parent from continued activities	-4.398	-29.524
Minority interest from continued activities	526	2.524
Earnings per share (in Euro)		
From continued activities attributed to shareholders of the parent	-0,00148	-0,39416
Average weighted number of shares		

# CASH FLOW

CASH FLOW STATEMENT – H1 2014		
	1/1-30/06/2014	1/1-30/06/2013
<b>Operating activities</b>		
Profit before tax	4.935	-28.885
Plus/less adjustments for:		
Depreciation	32.372	28.230
Provisions	800	156
Interest income and related income	-3.625	-4.254
Interest expenses and related expenses	24.154	26.793
Amortization of grants	-4.232	-3.661
Other adjustments	-14.539	19.621
<b>Operating profit before changes in working capital</b>	<b>39.865</b>	<b>38.000</b>
Plus/less adjustments for working capital account movements or movements related to operating activities:		
Decrease / (increase) in inventories	-1.290	-615
Decrease / (increase) in receivables	53.594	-26.363
(Decrease) / increase in liabilities (other than to banks)	65.984	1.963
(Less):		
Taxes paid	-15.187	-4.311
Inflows/outflows of non continuing operating activities	0	0
<b>Total inflows / (outflows) from operating activities (a)</b>	<b>142.966</b>	<b>8.674</b>
Investing activities		
Purchases of tangible, intangible assets & investment properties	-43.085	-15.328
Interest received	5.249	4.828
(Purchases)/sales of participations and securities	-36	19.504
Other adjustments	2.130	5.000
Inflows / outflows of non continuing investing activities	0	0
<b>Total inflows / (outflows) from investing activities (b)</b>	<b>-35.742</b>	<b>14.004</b>
Financing activities		
Payments/Collections from increases/decreases of subsidiaries share capital	0	-549
Purchases of treasury shares	0	-151
Net change in short-term loans	-68.031	-27.790
Net change in long-term loans	-50.854	12.474
Leasing payments	-3.612	-5.378
Interest and related expenses paid	-27.741	-24.294
Dividends paid	0	0
Other adjustments	365	-11.208
<b>Total inflows / (outflows) from financing activities (c)</b>	<b>-149.873</b>	<b>-56.896</b>
Effect of FX differences on cash equivalents (d)	414	-83
Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c) + (d)	-42.235	-34.301
Cash and cash equivalents at the beginning of the period	326.608	227.934
Cash and cash equivalents at the end of the period	284.373	193.633