

GEK TERNA
GROUP OF COMPANIES

FY 2015 Results
GEK TERNA

Highlights

Sales	Ch%	EBITDA adj*	Ch%	PBT	Ch%	Net Income	Ch%
971.8	+5.1	155.2	+49.2	18.8	n/a	-14.4	n/a

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

Developments



Construction very strong in Q4, generating c43m EBITDA, compared to c16m in 9M - backlog remains at high level (c2.8 billion)



Total installed, under construction or ready to build RES capacity: 937 MW



Operating cash flow after WC changes at 175m, boosted by construction cash flow

Segments – Results

million €	SALES			EBITDA			EBIT			NET INCOME bm		
Segments	FY 15	FY 14	Ch%	FY 15	FY 14	Ch%	FY 15	FY 14	Ch%	FY 15	FY 14	Ch%
Construction	778.9	793,5	-1.8	59.2	35.9	64.9	30.3	3.9	N/A	14.5	-38.9	137.2
Renewables	140.3	110.3	27.1	97.9	74.2	31.9	60	41.7	43.9	17.7	8.2	115.7
Thermal Energy	26.8	12.4	116.1	0.3	-0.3	200	0.3	-0.4	176,3	-12.7	-4,8	-
Real Estate	6.1	3.6	69.4	-0.7	-0.7	-	-8.7	-14.5	40.0	-15.4	-29.8	48.5
Concessions	14.7	0.7	N/A	0	-2.3	100	-0.5	-2.6	81.7	2.0	1.2	70.7
Industrial	3.5	1.9	84.2	-1.6	-2.2	27.3	-2.7	-3.9	31.0	-4.5	-5.0	10.0
Holding	1.5	1.5	-	0.1	-0.6	120.6	0.1	-0.6	116.7	-5.8	0.4	N/A
Total	971.8	923.9	5.2	155.2	103.9	49.4	78.8	23.6	234.4	-4.2	-59.1	92.8

n/a = non applicable

Segments - Highlights

Concessions

Motorways under construction, pace of execution accelerating again

Construction

Strong profitability evidenced in Q4 - Backlog remains at high level (c2.8 billion), expectations for new additions remain high

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

Renewable Energy

Growth expected – 72 MW under construction, expected to finish in the coming months

Mining

Magnesite mine in operation

Strategy

In Renewables, 1.000 MW totally installed in the coming years

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	FY 2015	9M 2015
<i>Construction</i>	-108.6	-134.4
<i>Renewables</i>	328.7	259.0
<i>Thermal</i>	-1.0	9.3
<i>Real Estate</i>	82.8	84.9
<i>Industrial</i>	31.8	30.8
<i>Concessions</i>	46.5	44.6
<i>Holding</i>	36.4	0.0
<i>Total</i>	416.6	294.2
<p><i>Net Financial Debt increased by c122 million in Q4 2015 mostly due to Capex in RES plus WC in construction</i></p>		

Key consolidated CF items

€ million	FY 2015	FY 2014
<i>Operating Cash Flow (before WC changes)</i>	<i>175.1</i>	<i>242.1</i>
<i>WC in construction improved by cash collections due to EPC construction in Ptolemais project</i>		

€ million	FY 2015	FY 2014
<i>CAPEX</i>	<i>92.8</i>	<i>111</i>
<i>CAPEX expected to accelerate within 2016 mostly due to Renewables', Magnesite and Concessions' investments</i>		

APPENDIX

Financial Data

Amounts in '000 euros

Balance Sheet

BALANCE SHEET – FY 2015			
	31.12.2015		31.12.2014
ASSETS			
Fixed assets	976,171		936,460
Real estate investments	56,215		61,214
Intangible assets	107,864		116,817
Participations and other long-term financial assets	259,974		239,200
Inventories	78,500		75,718
Trade receivables	318,382		228,661
Other current assets	427,078		369,326
Cash & cash equivalents	365,637		352,739
Non current assets available for sale	18,978		778
TOTAL ASSETS	2,608,799		2,380,913
EQUITY AND LIABILITIES			
Share capital	58,792		53,844
Other equity	291,949		310,169
Total shareholders' equity	350,741		364,013
Minority interests	211,624		201,938
Total Equity	562,365		565,951
Long term bank debt	511,442		476,182
Provisions/ Other L/T Liabilities	633,196		545,821
Short term bank debt	270,974		256,222
Other S/T Liabilities	631,049		536,737
Liabilities of non current assets available for sale	0		0
TOTAL LIABILITIES	2,046,434		1,814,962
TOTAL EQUITY AND LIABILITIES	2,608,799		2,380,913

Profit & Loss

PROFIT & LOSS FY 2015		
	1/1 - 31/12	1/1 - 31/12
	2015	2014
Continuing Operations		
Net Sales	971,773	923,894
Cost of goods sold	-862,453	-861,203
Gross Profit	109,320	62,691
Administration Expenses	-33,042	-34,984
RnD Expenses	-2,760	-2,524
Other Income/expenses	9,082	-39,101
Operating results	-18,710	12,367
Net Financial Income/Expenses	-45,072	-53,272
Pre tax profit	-18,818	-54,823
Taxes	-23,070	-4,240
Net Profit from continuing operations	-4,252	-59,063
Other income recognized directly in Equity from:		
Profit /Loss from the evaluation of financial assets available for sale	-3,315	-2,352
Profits to the part of the joint venture's other comprehensive incomes	789	-2,262
Profits to the part of the associate's other comprehensive incomes	-63	0
Profit/Loss from evaluation of cash flow hedging contracts	1,032	-4,071
Profit/Loss from Foreign exchange differences from foreign operations	1,298	-6,195
Other comprehensive income	4,251	-2,521
Expenses of share capital increase	-315	-219
Tax which corresponds to the above results	369	1,858
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	-206	-74,825
Net results attributed to:		
Shareholders of the parent from continued activities	-14,467	-61,261
Minority interest from continued activities	10,215	2,198
Total income attributed to:		
Shareholders of the parent from continued activities	-10,995	-74,738
Minority interest from continued activities	10,791	-87
Earnings per share (in Euro)	-0.14737	-0.65967

CASH FLOW

CASH FLOW STATEMENT – FY 2015		
	1/1-31/12/2015	1/1-31/12/2014
<u>Operating activities</u>		
Profit before tax	18,818	-54,823
Plus/less adjustments for:		
Depreciation	77,436	73,435
Provisions	1,460	13,537
Interest income and related income	-7,819	-7,093
Interest expenses and related expenses	52,891	60,366
Amortization of grants	-11,107	-9,039
Other adjustments	21,219	18,932
<u>Operating profit before changes in working capital</u>	152,898	95,315
Plus/Less adjustments for working capital account movements or movements related to operating activities:		
Decrease / (increase) in inventories	-4,404	741
Decrease / (increase) in receivables	-20,940	30,502
(Decrease) / increase in liabilities (other than to banks)	90,804	131,856
(Less):		
Taxes paid	-43,199	-16,256
Inflows/outflows of non continuing operating activities	0	0
<u>Total inflows / (outflows) from operating activities (a)</u>	175,159	242,158
<u>Investing activities</u>		
Purchases of tangible, intangible assets & investment properties	-94,934	-85,604
Interest received	3,109	1,955
(Purchases)/sales of participations and securities	-8,674	912
Other adjustments	-661	0
Inflows / outflows of non continuing investing activities	0	0
<u>Total inflows / (outflows) from investing activities (b)</u>	-101,160	-82,737
<u>Financing activities</u>		
Share capital's refund of the subsidiaries to the shareholders	-3,668	-7,164
Purchases of treasury shares	-1,643	-192
Net change in short-term loans	-13,702	-26,337
Net change in long-term loans	65,665	-41,268
Leasing payments	-9,872	-10,811
Interest and related expenses paid	-64,911	-53,051
Dividends paid	-315	0
Other adjustments	-42,095	4,652
<u>Total inflows / (outflows) from financing activities (c)</u>	-66,873	-134,171
Effect of FX differences on cash equivalents (d)	5,772	881
<u>Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c) + (d)</u>	12,898	26,131
Cash and cash equivalents at the beginning of the period	352,739	326,608
Cash and cash equivalents at the end of the period	365,637	352,739