

GEK TERNA
GROUP OF COMPANIES

9M 2011 Results
GEK TERNA

Highlights

Sales	Ch%	EBITDA	Ch%	PBT	Ch%	Net Income	Ch%
639,0	+45,5%	87,7	+74,4	7,5	-39,9	2,9	-35,5

Developments



Good performance of Thermal Energy division – 19,1 million EBITDA in 9M for 50% of 2 gas fired plants compared to 2,7 million last year



Total installed, under construction or ready to build RES capacity: 734MW that will generate more than 120 million EBITDA when operational



Construction division supported by energy plants construction for third parties – 51,8 million EBITDA generation



Total CAPEX at 156,4 million (125,7million in RES division) in 9M 2011

Segments – Results

million €	SALES			EBITDA			EBIT			NET INCOME bm		
	9M 11	9M 10	Ch%	9M 11	9M 10	Ch%	9M 11	9M 10	Ch%	9M 11	9M 10	Ch%
Segments												
Construction	495,1	368,3	34,4	51,8	29,2	77,5	19,5	17,0	14,9	5,0	7,0	-28,6
Renewables	29,7	23,6	26,0	18,3	12,8	43,1	12,0	8,0	50,0	9	5,3	69,6
Thermal Energy	87,2	10,9	696,7	19,1	2,7	600,8	11,9	0,2	5.201,3	5,4	-1,0	-635,5
Real Estate	2,8	8,7	-67,9	-2,0	2,5	-177,8	-2,4	2,1	-212,5	-5,3	-0,4	1.298,2
Concessions	21,3	22,0	-3,4	4,8	4,5	5,7	1,0	2,0	-49,4	-1,5	-1,2	22,4
Industrial	2,9	5,4	-47,6	-1,3	-0,9	37,6	-2,7	-1,7	56,7	-4,0	-2,5	59,2
Holding	0,1	0,1	-	-3,1	-0,6	411,8	-3,1	-0,6	387,7	-6,1	-2,7	127,4
Total	639,0	439,1	45,5	87,7	50,3	74,4	36,1	26,9	34,3	2,6	4,6	-43,6

Concessions

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

Restart of construction is expected within the first half of 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 c120 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 - 1,9 billion

Backlog breakdown	2007	2008	2009	2010	9M 11
BOT Greece	706	766	809	977	883
Public projects (Greece)	457	274	164	118	109
Private contracts (Greece)	144	111	81	21	73
EPC (Energy plants)	234	98	692	669	387
MENA & E.Europe	361	665	308	365	438
Total backlog	1902	1914	2054	2150	1890

Thermal Energy

Thermal Energy segment is generating significant EBITDA-
19,1 million in 9M 2011

Cost recovery mechanism supports profitability

New merchant plants will increase energy supply

Renewables

Installed capacity increases – 295 MW currently installed

Significant new installations recently: 66 MW new MW -135 MW YtD- are supporting strong growth for next year

Significant increase in EBITDA is expected for the coming years

Real Estate

Low leverage – 261,4 million gross value of assets – 65 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**

Decrease of financial debt in Construction

Restart of Concessions to support growth in Construction and Concessions

Net Financial Debt

Net Financial Debt		
€ million	9M 2011	H1 2011
Total	725,0	687,5
Net Financial Debt increased by 37,5 million due to CAPEX in Renewables and WC in the construction of Energy Plant (EPC) for third party – significant decrease in construction net debt is expected till year-end due to collections from EPC contracts		

Key consolidated CF items

€ million	9M 2011	9M 2010
Operating Cash Flow (before WC changes)	105,4	60,87
Operating cash flow boosted by the operation of new Thermal Energy plant (HERON 2) and strong Construction EBITDA		

€ million	9M 2011	9M 2010
CAPEX	156,4	261,4
Accelerated CAPEX pace in Renewables (125,7million in 9M)		

APPENDIX

Financial Data

Profit & Loss

PROFIT & LOSS 9M 2011		
	1/1 - 30/09 2011	1/1 - 30/09 2010
Continuing Operations		
Net Sales	639,013	439,149
Cost of goods sold	-572,958	-388,985
Gross Profit	66,055	50,164
Administration Expenses	-23,319	-24,184
RnD Expenses	-2,259	-3,043
Other Income/expenses	2,464	829
Operating results	36,145	26,915
Net Financial Income/Expenses	-28,829	-11,789
Pre tax profit	7,511	12,508
Taxes	-4,572	-7,951
Net Profit from continuing operations	2,939	4,557
Other income recognized directly in Equity from:		
Foreign exchange differences from incorporation of foreign units	-2,643	-374
Expenses of subsidiary's capital increase	0	0
Income tax recognized directly in Equity	10,243	14,662
Other income/expenses for the period net of income tax	-51,715	-70,353
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	-41,546	-51,508
Net results attributed to:		
Shareholders of the parent from continued activities	-1,289	1,252
Minority interest from continued activities	4,228	3,305
Total income attributed to:		
Shareholders of the parent from continued activities	-44,439	-54,789
Minority interest from continued activities	3,263	3,281
Earnings per share (in Euro)		
From continued activities attributed to shareholders of the parent	-0,0153	0,0149
Average weighted number of shares	84,373,179	83,970,674

Balance Sheet

BALANCE SHEET – 9M 2011			
	30.09.2011		31.12.2010
<u>ASSETS</u>			
Fixed assets	770,780		688,411
Real estate investments	99,752		102,265
Intangible assets	327,350		323,992
Participations and other long-term financial assets	98,436		91,151
Inventories	137,903		132,218
Trade receivables	505,010		325,141
Other current assets	417,358		394,740
Cash & cash equivalents	268,771		393,443
Non current assets available for sale	1,831		0
TOTAL ASSETS	2,627,191		2,451,361
<u>LIABILITIES AND EQUITY</u>			
Share capital	48,953		48,953
Other equity	427,183		471,847
Total shareholders' equity	476,136		520,800
Minority interests	194,606		198,198
Total Equity	670,742		718,998
Long term bank debt	530,812		514,409
Provisions/ Other L/T Liabilities	439,100		317,764
Short term bank debt	462,937		360,859
Other S/T Liabilities	521,602		539,331
Liabilities of non current assets available for sale	1,998		0
TOTAL LIABILITIES	1,956,449		1,732,363
TOTAL LIABILITIES AND EQUITY (a) + (b)	2,627,191		2,451,361

CASH FLOW

CASH FLOW STATEMENT – 9M 2011		
	1/1-30/09/2011	1/1-30/9/2010
Operating activities		
Profit before tax	7,511	12,508
Plus/less adjustments for:		
Depreciation	53,479	25,288
Provisions	9,243	10,851
Interest income and related income	-8,784	-7,315
Interest expenses and related expenses	37,613	19,104
Amortization of grants	-1,894	-1,901
Other adjustments	8,250	2,333
Operating profit before changes in working capital	105,418	60,868
Decrease / (increase) in inventories	-5,975	354
Decrease / (increase) in receivables	-205,175	-115,949
(Decrease) / increase in liabilities (other than to banks)	137,882	84,106
Taxes paid	-21,510	-6,217
Inflows/outflows of non continuing operating activities	71	0
Total inflows / (outflows) from operating activities (a)	10,711	23,164
Purchases of tangible & intangible assets	-153,262	-156,947
Interest received	9,457	5,319
(Purchases)/sales of participations and securities	-55,003	-15,893
Other adjustments	0	45
Inflows / outflows of non continuing investing activities	-18	0
Total inflows / (outflows) from investing activities (b)	-198,826	-167,476
Financing activities		
Purchases of treasury shares	-3,829	-8,829
Net change in long-term loans	77,539	74,630
Net change in short-term loans	49,194	31,623
Leasing payments	-8,538	-8,092
Interest and related expenses paid	-38,403	-20,299
Dividends paid	-2,896	-13,992
Other adjustments	-7,678	77
Total inflows / (outflows) from financing activities (c)	65,299	55,119
Effect of FX differences on cash equivalents	-1,702	678
Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c)	-124,518	-88,515
Cash and cash equivalents at the beginning of the period	393,443	424,339
Cash and cash equivalents at the end of the period	268,925	335,824