

GEK TERNA
GROUP OF COMPANIES

H1 2013 Results
GEK TERNA

Highlights

Sales	Ch%	EBITDA adj*	Ch%	PBT	Ch%	Net Income	Ch%
326	+7,1	57	-7,2	-28	n/a	-33.6	n/a
*adjusted for non cash items							

Developments



Good performance of the Energy division – 34.6m EBITDA in H1 2012 from Renewables and 12.8 m Thermal Energy compared to 26.7 and 12.1 respectively in H1 2011



Significant non cash items in construction (17.5 m) burden net profit



Total installed, under construction or ready to build RES capacity: 798 MW



Agreement in place to substitute the Spanish partners both in new equity injections and the construction of 2 motorway concession projects (Ionian & E65)

Segments – Results

million €	SALES			EBITDA			EBIT			NET INCOME bm		
	H1 13	H1 12	Ch%	H1 13	H1 12	Ch%	H1 13	H1 12	Ch%	H1 13	H1 12	Ch%
Segments												
Construction	194.6	201.1	-3.2%	5.7	19.7	-71.1%	-3.3	7.8	n/a	-26.8	-1.7	n/a
Renewables	51.4	38.2	34.6%	34.6	26.8	29.1%	20.1	17.7	13.6%	5.8	8.3	-30.1%
Thermal Energy	66.7	50.7	31.6%	12.9	12.1	6.6%	8.3	7.5	10.7%	3.3	3.0	10.0%
Real Estate	1.3	1.3	-	-0.4	-0.3	33.3%	-1.0	-3.5	-71.4%	-4.9	-5.4	-9.3%
Concessions	0.2	0.3	-33.3%	-1.3	-1.1	18.2%	-1.9	-1.9	-	-3.3	-1.9	73.7%
Industrial	10.9	11.5	-5.2%	6.3	5.6	12.5%	0.2	0.5	-60.0%	-3.5	-1.3	n/a
Holding	0.9	1.3	-30.8%	-0.8	-1.4	-42.9%	-0.9	5.2	n/a	-2.7	3.4	n/a
Total	326.0	304.4	7.1%	57.0	61.4	-7.2%	21.5	33.3	-35.4%	-32.1	4.4	n/a

n/a = non applicable

Concessions

Discussions with involved parties (State, Banks, Concessionaires) are still in progress for the restart of construction of the 3 motorways

New equity injections to the 2 motorways (Ionian & E65) will be undertaken solely by GEK TERNA – construction will be fully undertaken by TERNA

Construction

Backlog boosted by new orders - currently at 3.1 billion

Recently signed 1.4 billion energy EPC project for Public Power Corporation (lignite fired plant - Ptolemais) in Greece

An agreement is in place to substitute the 2 Spanish partners in the motorway concessions' construction (Ionian Road & E65) - more than 1 billion construction backlog will be added

Thermal Energy

Thermal Energy division generated 12.8 million EBITDA
in H1 2013

25% of HERON 2 was sold to Qatar Petroleum for a c58 m
US dollars cash consideration- GEK TERNA now owns 25%
in HERON 2 (435 MW)

Renewables

Installed capacity increases – 508 MW currently installed

Significant new installations are expected till H1 2014 –
c132 MW

Real Estate

Low leverage – 226.4 million gross value of assets – 82.1 million of Net Financial Debt

No new investments in the sector

Strategy

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

New EPC energy projects to enhance construction profitability

**Decrease of financial debt in Construction after collection of concessions'
receivables**

Restart of Concessions to support growth in Construction and Concessions

Key consolidated BS items – Net Bank Debt

NET DEBT	H1 2013	Q1 2013
Construction	152.2	139.2
Renewables	275.8	264.3
Thermal	58.5	55.9
Real Estate	82.1	82.6
Industrial	8.1	8.1
Concessions	97.2	98.3
Holding	30.00	31.7
Total	703.9	680.7
Net Debt increased by c23 million in Q2 mostly due to CAPEX		

Key consolidated CF items

€ million	H1 2013	H1 2012
Operating Cash Flow (before WC changes)	56.8	63
Operating cash flow aided by Energy Operations		

€ million	H1 2013	H1 2012
CAPEX	34.8	147

APPENDIX

Financial Data

Amounts in '000 euros

Balance Sheet

BALANCE SHEET H1 2013			
	30.06.2013		31.12.2012
ASSETS			
Fixed assets	993,226		1,008,244
Real estate investments	83,435		81,589
Intangible assets	330,161		335,341
Participations and other long-term financial assets	100,251		96,404
Inventories	121,368		122,523
Trade receivables	282,691		315,183
Other current assets	419,958		487,395
Cash & cash equivalents	220,837		251,453
Non current assets available for sale	0		0
TOTAL ASSETS	2,551,927		2,698,132
EQUITY AND LIABILITIES			
Share capital	48,953		48,953
Other equity	337,551		340,156
Total shareholders' equity	386,504		389,109
Non-controlling interests	185,181		187,972
Total Equity	571,685		577,081
Long term bank debt	561,243		487,076
Provisions/ Other L/T Liabilities	658,186		676,631
Short term bank debt	363,507		455,909
Other S/T Liabilities	397,306		501,435
Liabilities of non current assets available for sale	0		0
TOTAL LIABILITIES	1,980,242		2,121,051
TOTAL EQUITY AND LIABILITIES	2,551,927		2,698,132

Profit & Loss

PROFIT & LOSS H1 2013		
	1/1 - 30/06 2013	1/1 - 30/06 2012
Other income/expenses for the period net of income tax		
Continuing Operations		
Net Sales	326,073	304,404
Cost of goods sold	-289,080	-256,841
Gross Profit	36,993	47,563
Administration Expenses	-17,679	-18,776
RnD Expenses	-978	-1,338
Other Income/expenses	-14,879	6,661
Operating results	3,457	34,110
Net Financial Income/Expenses	-28,896	-26,770
Income from investments	-281	382
Results from the valuation/disposal of investments	-1,868	12
Associates results under equity method	-486	-144
Pre tax profit	-28,074	7,590
Taxes	-4,033	-3,138
Net Profit from continuing operations	-32,107	4,452
Other income recognized directly in Equity from:		
Evaluation of financial assets available for sale	791	-62
Evaluation of cash flow hedging contracts	30,935	-29,821
Foreign exchange differences from incorporation of foreign units	-1,005	2,727
Other income/expenses for the period net of income tax	-317	-83
Income tax recognized directly in Equity	2,303	5,264
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	600	-17,523
Net results attributed to:		
Shareholders of the parent from continued activities	-33,656	1,153
Minority interest from continued activities	1,549	3,299
Total income attributed to:		
Shareholders of the parent from continued activities	-1,924	-18,972
Minority interest from continued activities	2,524	1,449
Earnings per share (in Euro)		
From continued activities attributed to shareholders of the parent	-0.39899	0.01367
Average weighted number of shares	84,352,190	84,352,190

CASH FLOW

STATEMENT OF CASH FLOWS H1 2013		
	1/1 – 30/06/2013	1/1-31/06/2012
Operating activities		
Profit before tax	-28,074	7,590
Plus/less adjustments for:		
Depreciation	35,014	29,944
Provisions	3,703	6,479
Interest income and related income	-3,179	-3,694
Interest expenses and related expenses	32,075	30,464
Amortization of grants	-3,719	-2,048
Other adjustments	20,956	-5,666
Operating profit before changes in working capital		
Decrease / (increase) in inventories	-561	-891
Decrease / (increase) in receivables	-5,936	57,354
(Decrease) / increase in liabilities (other than to banks)	3,892	-24,025
Taxes paid	-4,554	-6,752
Inflows/outflows of non continuing operating activities	0	0
Total inflows / (outflows) from operating activities (a)	49,618	88,755
Purchases of tangible & intangible assets	-24,610	-125,377
Interest received	3,993	4,895
(Purchases)/sales of participations and securities	17,004	0
Other adjustments	0	-38
Inflows / outflows of non continuing investing activities	0	0
Total inflows / (outflows) from investing activities (b)	-3,613	-120,521
Financial activities		
(Payments) / Receipts of Increases / Decreases of subsidiaries' share capital	-549	0
Purchases of treasury shares	-151	-1,371
Net change in long-term loans	10,489	57,490
Net change in short-term loans	-27,790	-71,481
Leasing payments	-5,378	-6,368
Interest and related expenses paid	-30,160	-35,347
Dividends paid	0	-3,315
Payments for financial instruments	-11,790	0
Other adjustments related to the financial elements of assets	-11,208	1,317
Total inflows / (outflows) from financing activities (c)	-76,538	-59,075
Effect of FX differences on cash equivalents	-83	542
Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c)	-30,616	-90,299
Cash and cash equivalents at the beginning of the period	251,453	327,414
Cash and cash equivalents at the end of the period	220,837	237,115