

**GEK TERNA**  
GROUP OF COMPANIES

**Q1 2014 Results**  
**GEK TERNA**

## Highlights

Sales	Ch%	EBITDA adj*	Ch%	PBT	Ch%	Net Income	Ch%
163.4	+68	21.9	+2.3	1.3	n/a	-1.9	n/a

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

### Developments



Cash collections and change of consolidation method in Concessions and Thermal Energy results to significantly lower debt levels for the Group – net bank debt now stands at 428m vs 582m in the previous quarter



Total installed, under construction or ready to build RES capacity: 865 MW



Construction backlog remains at high level (c3.7 billion) – the execution of the motorways will accelerate in Q2 and Q3



Restart of the magnesite mining activity – promising outlook

## Segments – Results

million €	SALES			EBITDA			EBIT			NET INCOME bm		
	Q1 14	Q1 13	Ch%	Q1 14	Q1 13	Ch%	Q1 14	Q1 13	Ch%	Q1 14	Q1 13	Ch%
<b>Segments</b>												
<b>Construction</b>	133	66.9	98.8%	3.9	1.3	200%	-0.9	-17.4	n/a	-3.8	-15	n/a
<b>Renewables</b>	28.8	28.4	1.41%	19.2	20.1	-4.7%	11.9	13.4	-11.2	4.1	5.7	-28%
<b>Thermal Energy</b>	0	0	0	-0.4	-0.1	n/a	-0.5	-0.1	n/a	2	0.8	150%
<b>Real Estate</b>	0.9	0.6	50%	0.1	-0.1	0%	-0.3	-0.3	n/a	-0.8	-2.4	n/a
<b>Concessions</b>	0.2	0.2	0%	0	0.1	n/a	0	0	0%	0.1	-1.2	n/a
<b>Industrial</b>	0.5	0.1	n/a	-0.3	-0.8	n/a	-0.6	-1.2	n/a	-0.6	-3.0	n/a
<b>Holding</b>	0.1	0.7	n/a	-0.5	1	n/a	-0.5	-0.2	n/a	-1.1	-1.9	n/a
<b>Total</b>	163.5	96.8	68.9%	22	21.4	2.8%	9.1	-5.8	n/a	-0.1	-17	n/a

n/a = non applicable

## Segments - Highlights

### Concessions

Motorways fully restarted –  
Their construction will accelerate in Q2 and Q3

### Construction

Backlog remains at high level- currently at c3.7 billion

### Real Estate

The activity remains weak

## Segments - Highlights

### Thermal Energy

Good performance of the plants

### Renewable Energy

Growth remains – 72 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	Q1 2014	FY 2013
Construction	21.1	96.8
Renewables	260.1	245.4
Thermal	21.8	28.5
Real Estate	73.9	78.6
Industrial	15.4	8.1
Concessions	27.9	135.4
Holding	7.4	-10.5
<b>Total</b>	<b>427.6</b>	<b>582.5</b>
<p><b>Net Debt increased by c155 million in Q1 2014 both due to cash collections and change of consolidation method in Thermal energy and Concessions</b></p>		

## Key consolidated CF items

€ million	Q1 2014	Q1 2013
<b>Operating Cash Flow (after WC changes)</b>	<b>83</b>	<b>22</b>
<b>Operating cash flow aided by WC management</b>		

€ million	Q1 2014	Q1 2013
<b>CAPEX</b>	<b>20.1</b>	<b>21.9</b>
<b>CAPEX is currently low but expected to accelerate in 2014 mostly due to Renewables' and Magnesite and Concessions' investments</b>		



# APPENDIX

## Financial Data

Amounts in '000 euros

## Balance Sheet

<b>BALANCE SHEET – Q1 2014</b>			
	<b>31.03.2014</b>		<b>31.12.2013</b>
<b>ASSETS</b>			
Fixed assets	879.640		868.838
Real estate investments	73.602		73.599
Intangible assets	125.885		127.235
Participations and other long-term financial assets	207.222		201.623
Inventories	87.516		89.235
Trade receivables	222.676		239.218
Other current assets	421.883		390.673
Cash & cash equivalents	267.848		326.608
Non current assets available for sale	0		0
<b>TOTAL ASSETS</b>	<b>2.286.272</b>		<b>2.317.029</b>
<b>EQUITY AND LIABILITIES</b>			
Share capital	53.844		53.844
Other equity	387.374		391.019
<b>Total shareholders' equity</b>	<b>441.218</b>		<b>444.863</b>
Minority interests	196.514		195.195
<b>Total Equity</b>	<b>637.732</b>		<b>640.058</b>
Long term bank debt	517.248		523.423
Provisions/ Other L/T Liabilities	563.318		431.920
Short term bank debt	178.226		259.878
Other S/T Liabilities	389.748		461.750
Liabilities of non current assets available for sale	0		0
<b>TOTAL LIABILITIES</b>	<b>1.648.540</b>		<b>1.676.971</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2.286.272</b>		<b>2.317.029</b>

## Profit & Loss

PROFIT & LOSS Q1 2014		
	1/1 - 31/03	1/1 - 31/03
	2014	2013
Continuing Operations		
Net Sales	163.494	96.804
Cost of goods sold	-145.396	-96.145
Gross Profit	18.098	659
Administration Expenses	-9.096	-7.472
RnD Expenses	-593	-390
Other Income/expenses	2.294	969
Operating results	10.703	-6.234
Net Financial Income/Expenses	-9.351	-12.041
Pre tax profit	1.352	-18.275
Taxes	-1.432	1.242
Net Profit from continuing operations	-80	-17.033
Other income recognized directly in Equity from:		
Profit /Loss from the evaluation of financial assets available for sale	-415	-25
Profits to the part of the joint venture's other comprehensive incomes	-855	1.527
Profit/Loss from evaluation of cash flow hedging contracts	-992	727
Profit/Loss from Foreign exchange differences from foreign operations	-98	1.106
Expenses of share capital increase	-80	-175
Tax which corresponds to the above results	343	276
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>-2.177</b>	<b>-13.597</b>
Net results attributed to:		
Shareholders of the parent from continued activities	-1.957	-18.910
Minority interest from continued activities	1.877	1.877
Total income attributed to:		
Shareholders of the parent from continued activities	-3.565	-16.184
Minority interest from continued activities	1.390	2.587
Earnings per share (in Euro)		
From continued activities attributed to shareholders of the parent	-0.0225	-0,2241
Average weighted number of shares		

# CASH FLOW

CASH FLOW STATEMENT – Q1 2014		
	1/1-31/03/2014	1/1-31/03/2013
<b>Operating activities</b>		
Profit before tax	1.352	-18.275
Plus/less adjustments for:		
Depreciation	14.658	13.242
Provisions	1.391	-282
Interest income and related income	-1.344	-1.472
Interest expenses and related expenses	13.341	12.773
Amortization of grants	-2.007	-1.831
Other adjustments	-13.345	1.223
<b>Operating profit before changes in working capital</b>	14.048	5.378
Plus/Less adjustments for working capital account movements or movements related to operating activities:		
Decrease / (increase) in inventories	1.192	29
Decrease / (increase) in receivables	49.394	-12.915
(Decrease) / increase in liabilities (other than to banks)	21.439	30.941
(Less):		
Taxes paid	-3.076	-1.121
Inflows/outflows of non continuing operating activities	211	0
<b>Total inflows / (outflows) from operating activities (a)</b>	83.208	22.312
Investing activities		
Purchases of tangible, intangible assets & investment properties	-23.218	-11.372
Interest received	976	414
(Purchases)/sales of participations and securities	258	17.004
Other adjustments	0	-43
Inflows / outflows of non continuing investing activities	0	0
<b>Total inflows / (outflows) from investing activities (b)</b>	-21.984	6.003
Financing activities		
Share capital's refund of the subsidiaries to the shareholders	0	0
Purchases of treasury shares	0	0
Net change in short-term loans	-65.212	-26.718
Net change in long-term loans	-36.726	-2.523
Leasing payments	-2.157	-2.255
Interest and related expenses paid	-11.234	-7.443
Dividends paid	0	0
Other adjustments	-4.754	-12.069
<b>Total inflows / (outflows) from financing activities (c)</b>	-120.083	-51.008
Effect of FX differences on cash equivalents (d)	98	-380
Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c) + (d)	-58.760	-23.073
Cash and cash equivalents at the beginning of the period	326.608	227.934
Cash and cash equivalents at the end of the period	267.848	204.861