



# H1 2015 Results GEK TERNA

## Highlights

Sales	Ch%	EBITDA adj*	Ch%	PBT	Ch%	Net Income	Ch%
448.6	+15.4	53.7	+14.9	1.6	-67	-14.5	n/a

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

### Developments



Impairments in Construction and Real Estate burdened profitability – backlog remains at high level (c3 billion)



Total installed, under construction or ready to build RES capacity: 885 MW



Operating cash flow before WC changes at 51m

## Segments – Results

million €	SALES			EBITDA			EBIT			NET INCOME bm		
<i>Segments</i>	<i>H1 15</i>	<i>H1 14</i>	<i>Ch%</i>	<i>H1 15</i>	<i>H1 14</i>	<i>Ch%</i>	<i>H1 15</i>	<i>H1 14</i>	<i>Ch%</i>	<i>H1 15</i>	<i>H1 14</i>	<i>Ch%</i>
<i>Construction</i>	361.1	332.6	8.6%	5.8	15.4	-62.3%	-8.6	2.9	n/a	-11.6	-1.4	n/a
<i>Renewables</i>	66.8	52.8	26.5%	48.0	34,0	41.2%	29.0	18.9	53.7%	13.1	4.0	n/a
<i>Thermal Energy</i>	12.8	0	n/a	-0.1	-0.5	80.0%	-0.1	-0.5	80.0%	-1.4	1.5	n/a
<i>Real Estate</i>	3.1	1.9	63.2%	0.0	0.0	n/a	-3.2	-0.4	n/a	-4.7	-2.9	-59.3%
<i>Concessions</i>	1.1	0.3	n/a	-0.2	0.1	n/a	-0.5	0.0	n/a	1.1	1.7	-34.9%
<i>Industrial</i>	1.6	0.8	100.0%	-1.1	-0.8	-37.5%	-2.1	-1.3	-57.6%	-2.1	-1.2	-73.3%
<i>Holding</i>	2.1	0.1	n/a	1.4	-0.8	n/a	1.3	-0.8	n/a	-2.0	-0.4	n/a
<b>Total</b>	448.6	388.5	15.5%	53.8	47.4	13.5%	15.8	18.7	-15.5%	-7.6	1.2	n/a

n/a = non applicable

## Segments - Highlights

### Concessions

Motorways under construction, but pace of execution currently lower

### Construction

Backlog remains at high level - currently at c3 billion  
Assuming stability, expectations remain high

### Real Estate

The activity still weak - Total assets in real estate at 154.7 million

## Segments - Highlights

### Thermal Energy

Energy demand remains weak – financial performance stable

### Renewable Energy

Growth expected – 88 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	H1 2015	Q1 2015
<i>Construction</i>	<b>8.3</b>	<b>-0.5</b>
<i>Renewables</i>	<b>258.0</b>	<b>272.8</b>
<i>Thermal</i>	<b>5.5</b>	<b>-0.7</b>
<i>Real Estate</i>	<b>83.5</b>	<b>80.5</b>
<i>Industrial</i>	<b>29.1</b>	<b>27.4</b>
<i>Concessions</i>	<b>44.4</b>	<b>41.5</b>
<i>Holding</i>	<b>1.2</b>	<b>10.3</b>
<i>Total</i>	<b>430.0</b>	<b>431.3</b>
<i>Net Financial Debt stable compared to the last quarter</i>		

# Key consolidated CF items

€ million	H1 2015	H1 2014
<b>Operating Cash Flow (before WC changes)</b>	<b>51.1</b>	<b>39.9</b>
<i>WC in construction burdened by recent instability - WC should improve in H2 due to EPC construction</i>		

€ million	H1 2015	H1 2014
<b>CAPEX</b>	<b>20.2</b>	<b>59.2</b>
<i>CAPEX expected to accelerate within H2 2015 mostly due to Renewables', Magnesite and Concessions' investments</i>		



# APPENDIX

## Financial Data

Amounts in '000 euros

## Balance Sheet

BALANCE SHEET H1 2015			
	30.06.2015		31.12.2014
<b>ASSETS</b>			
Fixed assets	941.484		936.460
Real estate investments	60.553		61.214
Intangible assets	113.129		116.817
Participations and other long-term financial assets	251.180		239.200
Inventories	80.350		75.718
Trade receivables	285.076		228.661
Other current assets	344.775		370.104
Cash & cash equivalents	306.384		352.739
Non current assets available for sale	0		0
<b>TOTAL ASSETS</b>	<b>2.382.931</b>		<b>2.380.913</b>
<b>EQUITY AND LIABILITIES</b>			
Share capital	58.792		53.844
Other equity	294.114		310.169
Total shareholders' equity	352.906		364.013
Minority interests	207.986		201.938
Total Equity	560.892		565.951
Long term bank debt	435.032		476.182
Provisions/ Other L/T Liabilities	478.860		545.821
Short term bank debt	298.353		256.222
Other S/T Liabilities	609.794		536.737
Liabilities of non current assets available for sale	0		0
<b>TOTAL LIABILITIES</b>	<b>1.822.039</b>		<b>1.814.962</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2.382.931</b>		<b>2.380.913</b>

## Profit & Loss

PROFIT & LOSS H1 2015		
	1/1 - 30/06	1/1 - 30/06
	2015	2014
Continuing Operations		
Net Sales	448.627	388.533
Cost of goods sold	-418.787	-353.938
Gross Profit	29.840	34.595
Administration Expenses	-16.910	-18.021
RnD Expenses	-1.651	-1.135
Other Income/expenses	12.540	7.162
Operating results	23.819	22.601
Net Financial Income/Expenses	-22.192	-17.666
Pre tax profit	1.627	4.935
Taxes	-9.184	-3.755
Net Profit from continuing operations	-7.557	1.180
Other income recognized directly in Equity from:		
Profit /Loss from the evaluation of financial assets available for sale	521	-1.790
Profits to the part of the joint venture's other comprehensive incomes	754	-1.181
Profits to the part of the associate's other comprehensive incomes	0	-13
Profit/Loss from evaluation of cash flow hedging contracts	1.115	-1.719
Profit/Loss from Foreign exchange differences from foreign operations	1.023	-500
Other comprehensive income	2.293	0
Expenses of share capital increase	-206	-169
Tax which corresponds to the above results	-624	320
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>4.876</b>	<b>-5.052</b>
Net results attributed to:		
Shareholders of the parent from continued activities	-14.471	-132
Minority interest from continued activities	6.914	1.312
Total income attributed to:		
Shareholders of the parent from continued activities	-10.357	-4.398
Minority interest from continued activities	7.676	526
Earnings per share (in Euro)	-0,14288	-0,00148

# CASH FLOW

CASH FLOW STATEMENT H1 2015		
	1/1-30/06/2015	1/1-30/06/2014
<u>Operating activities</u>		
Profit before tax	1.627	4.935
Plus/less adjustments for:		
Depreciation	39.679	32.372
Provisions	-750	800
Interest income and related income	-3.601	-3.625
Interest expenses and related expenses	24.197	24.154
Amortization of grants	-5.467	-4.232
Other adjustments	-4.537	-14.539
<u>Operating profit before changes in working capital</u>	51.148	39.865
Plus/Less adjustments for working capital account movements or movements related to operating activities:		
Decrease / (increase) in inventories	-4.632	-1.290
Decrease / (increase) in receivables	-29.110	21.234
(Decrease) / increase in liabilities (other than to banks)	3.637	98.344
(Less):		
Taxes paid	-14.090	-15.187
Inflows/outflows of non continuing operating activities	0	0
<u>Total inflows / (outflows) from operating activities (a)</u>	6.953	142.966
<u>Investing activities</u>		
Purchases of tangible, intangible assets & investment properties	-17.588	-43.085
Interest received	2.346	5.249
(Purchases)/sales of participations and securities	430	-36
Other adjustments	-848	2.130
Inflows / outflows of non continuing investing activities	0	0
<u>Total inflows / (outflows) from investing activities (b)</u>	-15.660	-35.742
<u>Financing activities</u>		
Share capital's refund of the subsidiaries to the shareholders	0	0
Purchases of treasury shares	-427	0
Net change in short-term loans	15.549	-68.031
Net change in long-term loans	-24.476	-50.854
Leasing payments	-4.644	-3.612
Interest and related expenses paid	-22.831	-27.741
Dividends paid	0	0
Other adjustments	-1.497	365
<u>Total inflows / (outflows) from financing activities (c)</u>	-38.326	-149.873
Effect of FX differences on cash equivalents (d)	678	414
<u>Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c) + (d)</u>	-46.355	-42.235
Cash and cash equivalents at the beginning of the period	352.739	326.608
Cash and cash equivalents at the end of the period	306.384	284.373