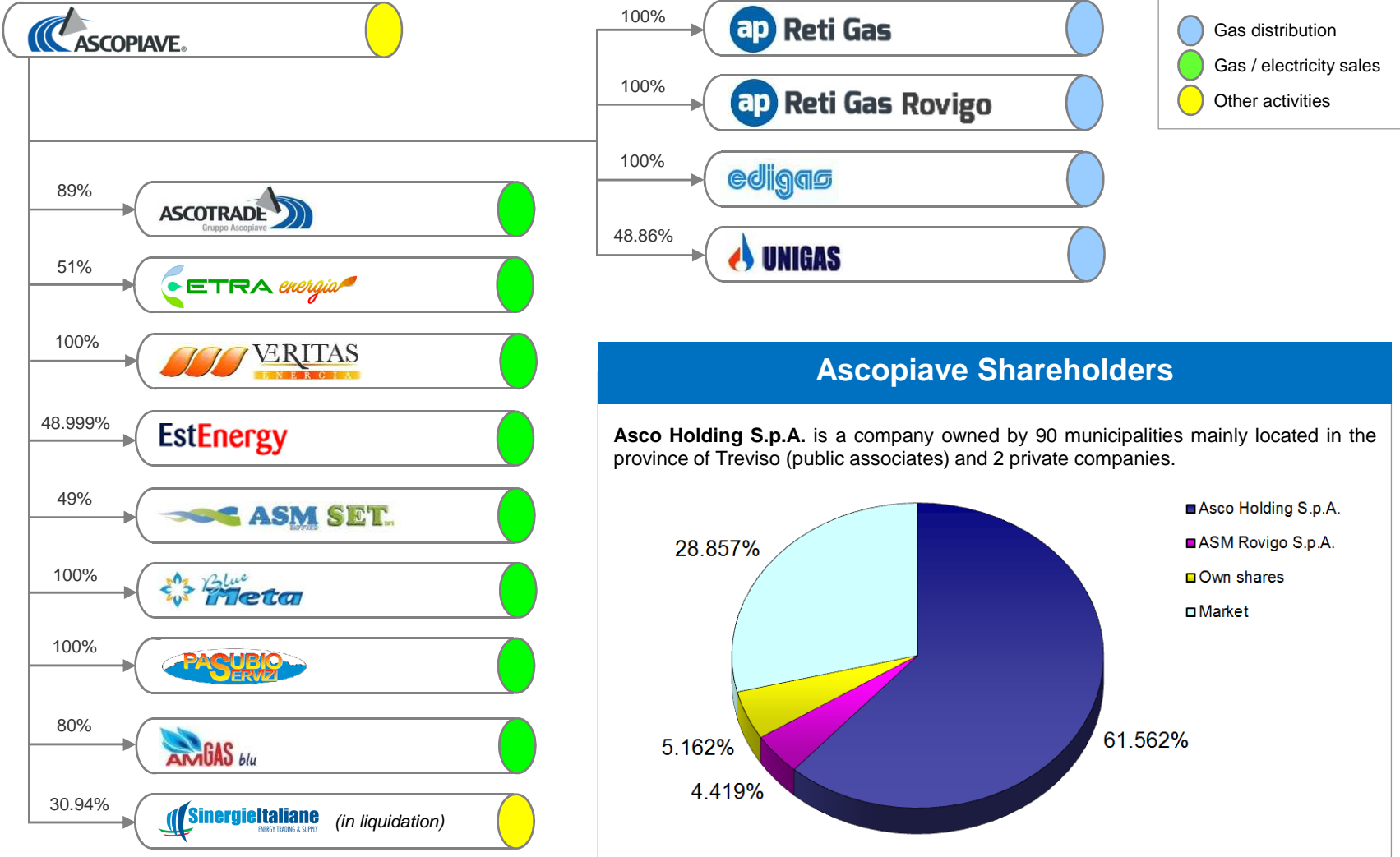




**Press conference**  
**of presentation of the 2016 annual results**

Treviso, 15th March 2017

# The Ascopiave Group today



In order to rationalizing of the company's organizational layout in the last few years the number of companies has been significantly reduced (from over 30 to actual 14)



# **2016 annual results**

**ROBERTO GUMIRATO**

General manager

Ascopiave S.p.A.

# Ascopiave today

## GROUP BUSINESS ACTIVITIES

### MAIN ACTIVITIES: NATURAL GAS SECTOR

#### GAS DISTRIBUTION

Regulated activity /  
concessions awarded by  
municipalities

#### GAS SALES TO END CONSUMERS

Not regulated activity /  
free market

### OTHER ACTIVITIES

Electricity sales to  
end consumers

Cogeneration

Heat management

## 2016 KEY FIGURES

### PERSONNEL

IFRS  
11

Pro  
rata

Number of employees

482

549

### GAS DISTRIBUTION

IFRS  
11

100%

Volumes of gas distributed (scm/mln)

802

948

Number of managed concessions

176

208

Length of gas distribution network (km)

7,843

8,946

### GAS SALES

IFRS  
11

100%

Volumes of gas sold (scm/mln)

800

1,074

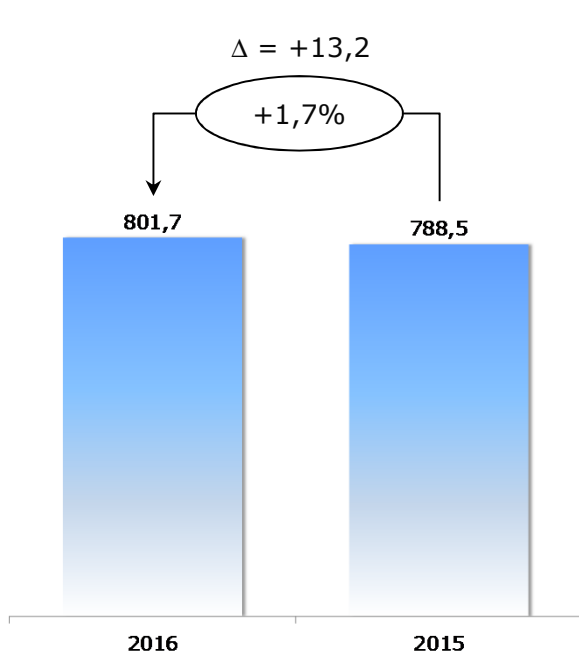
# 2016 annual results: overview

1	REVENUES	Euro 497.7 million	- Euro 84.0 mln vs 2015 (Euro 581.7 mln)
2	EBITDA	Euro 95.3 million	+ Euro 14.3 mln vs 2015 (Euro 81.0 mln)
3	EBIT	Euro 72.1 million	+ Euro 15.2 mln vs 2015 (Euro 57.0 mln)
4	NET INCOME	Euro 56.9 million	+ Euro 11.6 mln vs 2015 (Euro 45.4 mln)
5	NET FINANCIAL POSITION	Euro 94.1 million	- Euro 19.9 mln vs 2015 (Euro 114.0 mln)
6	NFP / EQUITY	0.21	Among the best in the sector
7	NFP / EBITDA	0.99	Among the best in the sector
8	DIVIDEND PROPOSED	Euro 0.18 per share	Record in the Ascopiave history

# 2016 operating data: volumes

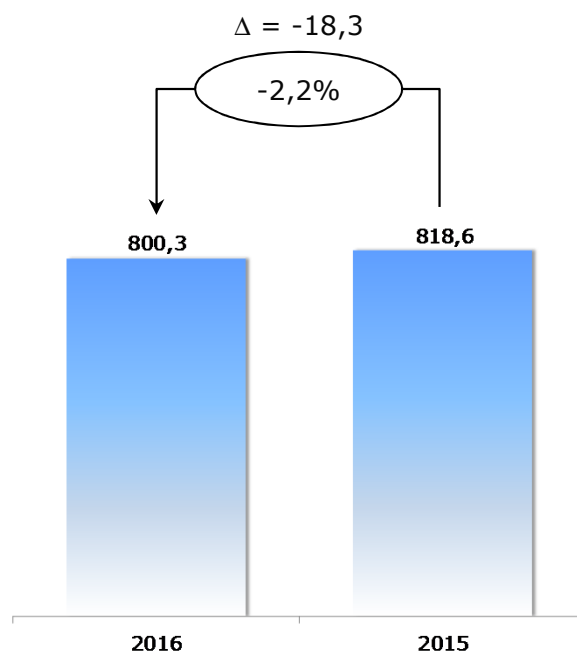
## Volumes of gas distributed

(Million of standard cubic meters)



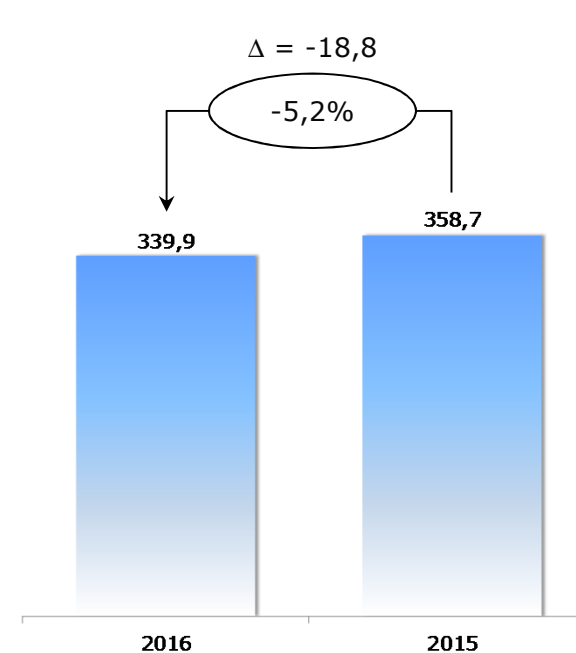
## Volumes of gas sold

(Million of standard cubic meters)



## Volumes of electricity sold

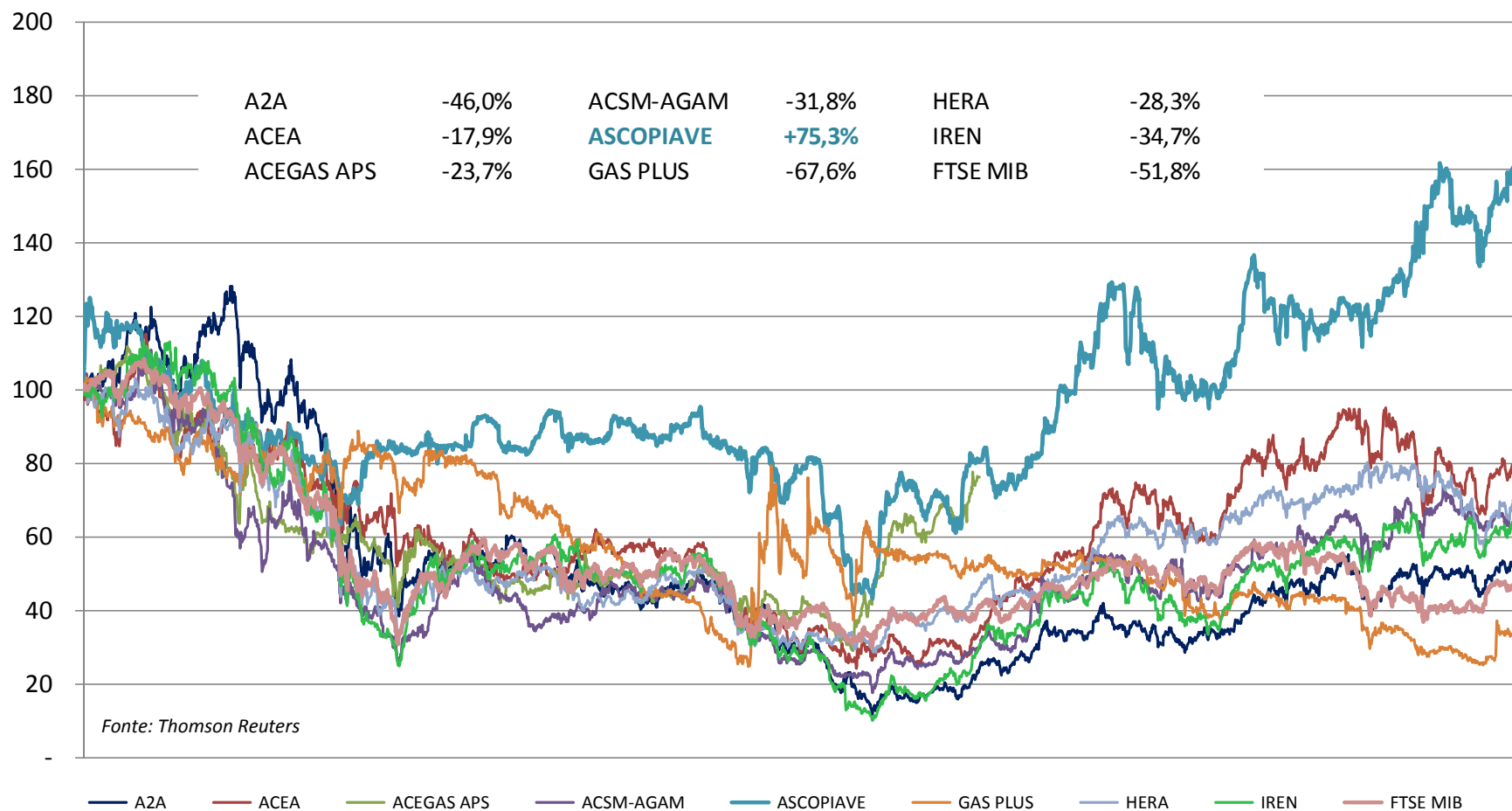
(GWh)



Companies consolidated with full consolidation method

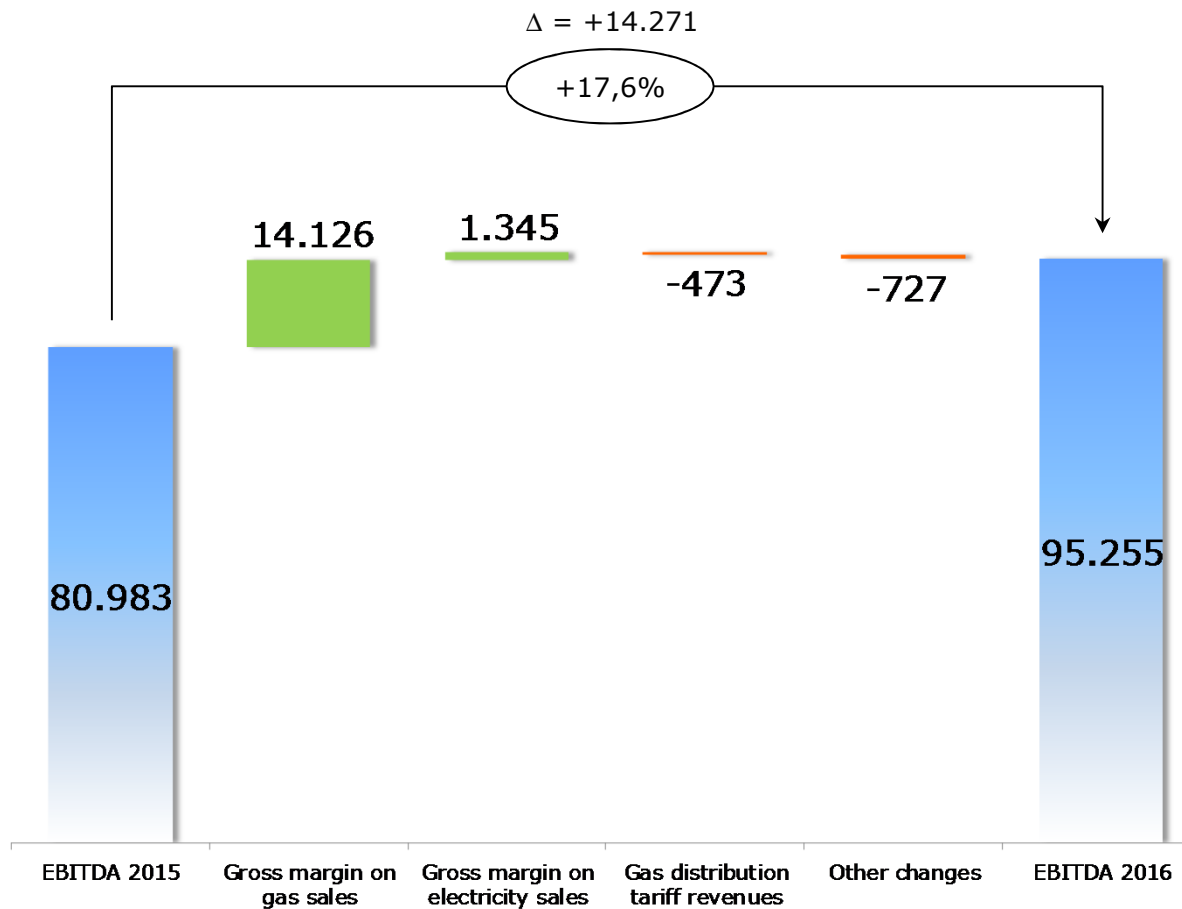
# Share trend

In terms of relative performance, the stock value of the share shows a strong advantage regard the major listed utilities.



Share trend of the major listed utilities and FTSE MIB index trend (Borsa Italiana) from 12/12/2006 to 13/03/2017

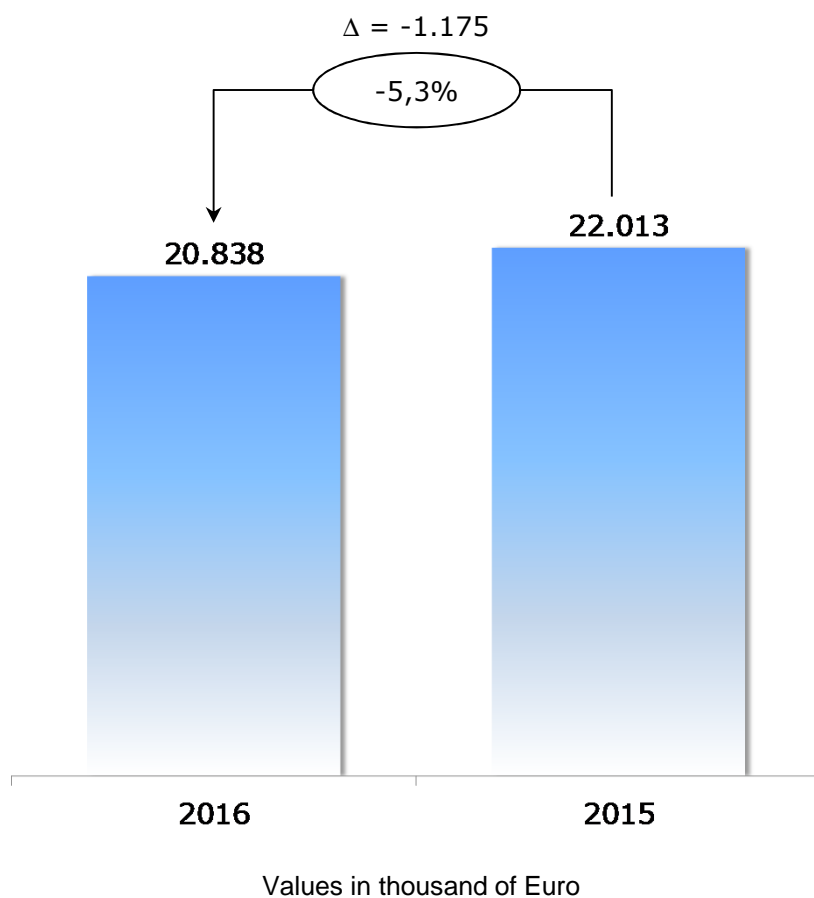
# EBITDA bridge



Companies consolidated with full consolidation method – Values in thousand of Euro



# 2016 investments



## Investments by sector

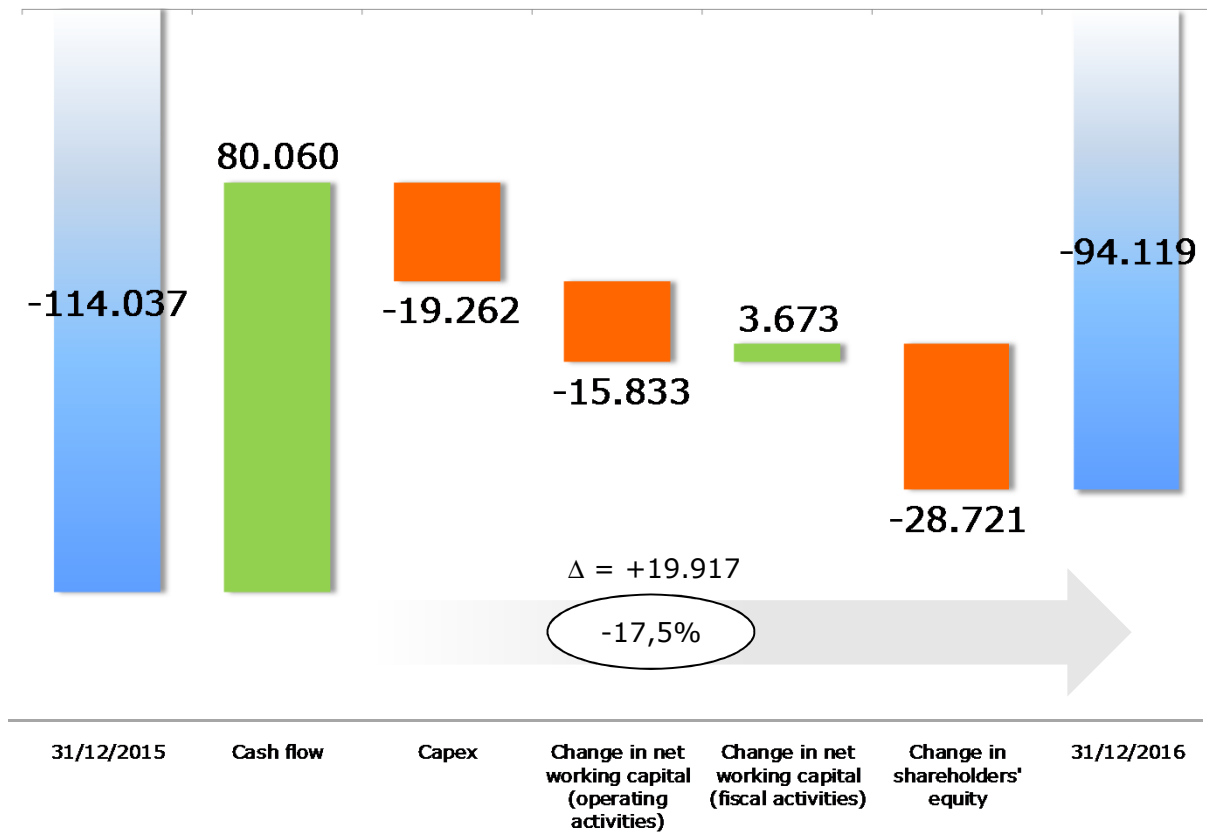
Gas distribution systems Euro 12,7 mln

Gas meters Euro 7,0 mln

Other investments Euro 1,1 mln

**TOTAL** Euro 20,8 mln

# Net Financial Position and Cash Flow



Companies consolidated with full consolidation method – Values in thousand of Euro

# 2016 main financial data

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## Main financial data

Shareholders equity

444,209

Net Financial Position (NFP)

(94,119)

EBITDA

95,255

## Financial leverage

NFP / SHAREHOLDERS EQUITY

0.21

## Debt Cover Ratio

NFP / EBITDA

0.99

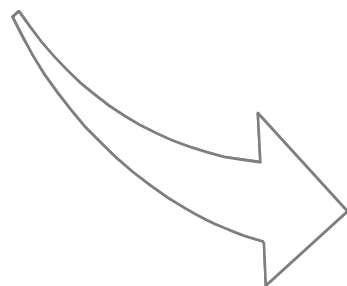
**AMONG THE BEST IN THE  
SECTOR**

Companies consolidated with full consolidation method – Values in thousand of Euro

# Dividend proposal

**2016 DIVIDEND PROPOSED: Euro 0,18 per share**

DIVIDENDS	2016 (**)	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
Dividends distributed (Thousand of Euro)	42.194	35.162	35.162	28.129	25.785	0	23.441	21.097	19.925	19.898	19.833
Group Net Income (Thousand of Euro)	53.635	43.014	35.583	38.678	27.865	6.266	31.174	25.288	18.452	21.764	16.381
Payout ratio	79%	82%	99%	73%	93%	0%	75%	83%	108%	91%	121%
Dividend per share (Euro)	0,180	0,150	0,150	0,120	0,110	0,000	0,100	0,090	0,085	0,085	0,085
Dividend yield (*)	7,2%	7,0%	7,6%	8,4%	9,2%	0,0%	6,3%	5,8%	5,7%	4,4%	4,0%



## SUSTAINABLE DIVIDEND POLICY

- Stable cash flow
- Well-balanced financial structure
- Dividend Yield at the top of the listed italian utilities

**TOTAL DIVIDENDS DISTRIBUTED FROM STOCK EXCHANGE LISTING TO DATE**  
**About 270 million of Euro (including the dividend proposal)**

(\*) Dividend yield = dividend per share / average price per share in the year; (\*\*) Dividend proposal

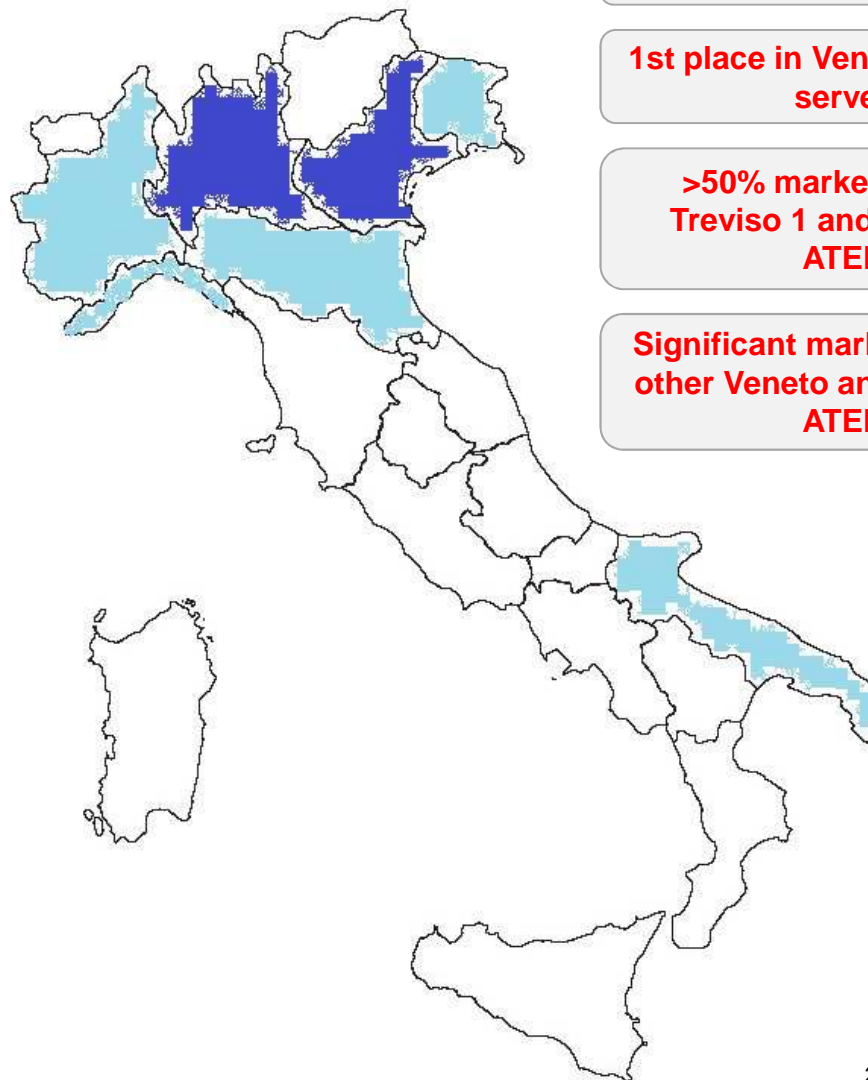
# Market positioning

Volumes of gas distributed

Ranking	Group	Vol. (smc)	%
1	Snam	7,542	24.3%
2	2i Rete Gas	5,187	16.7%
3	Hera	2,785	9.0%
4	A2A	1,832	5.9%
5	Iren	1,271	4.1%
6	Toscana Energia	1,127	3.6%
<b>7</b>	<b>Ascopiave</b>	<b>683</b>	<b>2.2%</b>
8	Linea Group Holding	639	2.1%
9	E.S.Tr.A.	547	1.8%
10	Erogasmet	205	0.7%
11	Agsm Verona	372	1.2%
12	Acsm-Agam	354	1.1%
13	Union Fenosa Internacional	353	1.1%
14	Ambiente Energia Brianza	330	1.1%
15	Energei	299	1.0%
16	Gas Rimini	275	0.9%
17	Dolomiti Energia	271	0.9%
18	Edison	275	0.9%
19	Aimag	258	0.8%
20	Aim Vicenza	247	0.8%
	Others	6,155	19.9%
<b>Total</b>		<b>31,007</b>	<b>100.0%</b>

Volumes of gas sold

Ranking	Group	Vol. (smc)	%
1	Eni	12,763	23.7%
2	Enel	5,701	10.6%
3	Edison	5,665	10.5%
4	Iren	2,228	4.1%
5	Hera	2,105	3.9%
6	E.On	2,091	3.9%
7	Engie	1,926	3.6%
8	Royal Dutch Shell Plc	1,351	2.5%
9	A2A	1,334	2.5%
10	Sorgenia	814	1.5%
<b>11</b>	<b>Ascopiave</b>	<b>801</b>	<b>1.5%</b>
12	Estra	701	1.3%
13	Unogas	601	1.1%
14	Erogasmet	585	1.1%
15	Dolomiti Energia	547	1.0%
16	Axpo Group	529	1.0%
17	Gas Natural Sdg Sa	505	0.9%
18	Metano Nord	368	0.7%
19	Linea Group Holding	361	0.7%
20	Repower Ag	337	0.6%
	Others	12,503	23.2%
<b>Total</b>		<b>53,816</b>	<b>100.0%</b>



**National player**

**1st place in Veneto for users served**

**>50% market share in Treviso 1 and Treviso 2 ATEM**

**Significant market shares in other Veneto and Lombardy ATEM**

2015 AEEGSI data



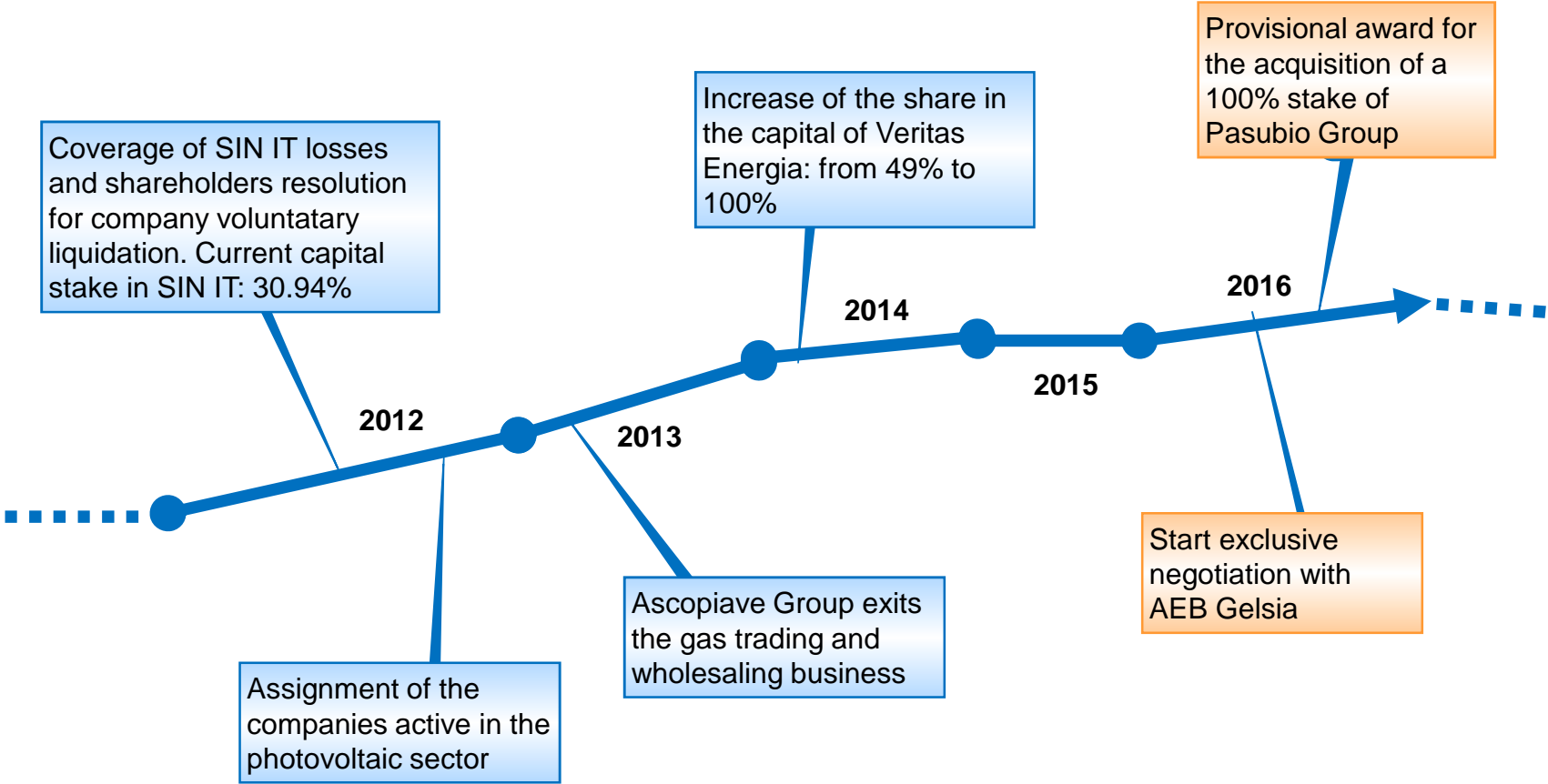
# **ASCOPIAVE 2011-2016**

**FULVIO ZUGNO**

Chairman of the board of directors

Ascopiave S.p.A.

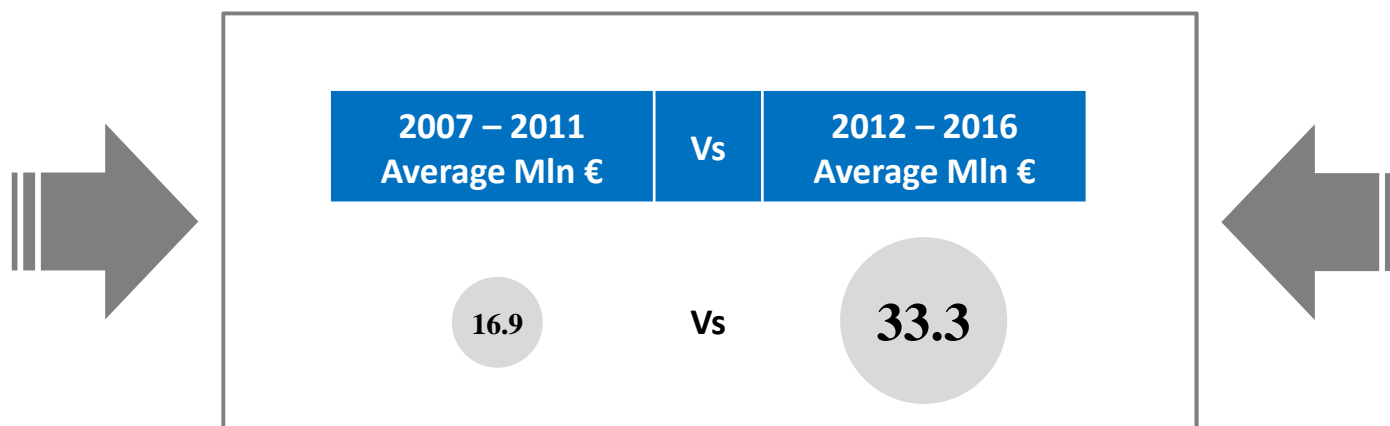
# 2012-2016: Investments and acquisitions



# Dividends trend

Year	2007	2008	2009	2010	2011	Total	Average
Dividends distributed (mln €)	19.9	19.9	21.1	23.4	0.0	84.3	16.9
Dividend per share (€)	0.085	0.085	0.09	0.10	0.00		

Year	2012	2013	2014	2015	2016	Total	Average
Dividends distributed (mln €)	25.8	28.1	35.2	35.2	42.2	166.5	33.3
Dividend per share (€)	0.11	0.12	0.15	0.15	0.18		





# Net income evolution

Year	2009	2010	2011	2012	2013	2014	2015	2016
Net income (000 €)	25,891	32,845	7,620	25,595	41,111	37,333	45,362	56,942



Ascopiave share trend (Borsa Italiana) from 01/01/2009 to 13/03/2017



**From 2009 to date:  
profitability  
and stock value**



**From 2009 to 2016:  
120% the  
improvement of net  
income**



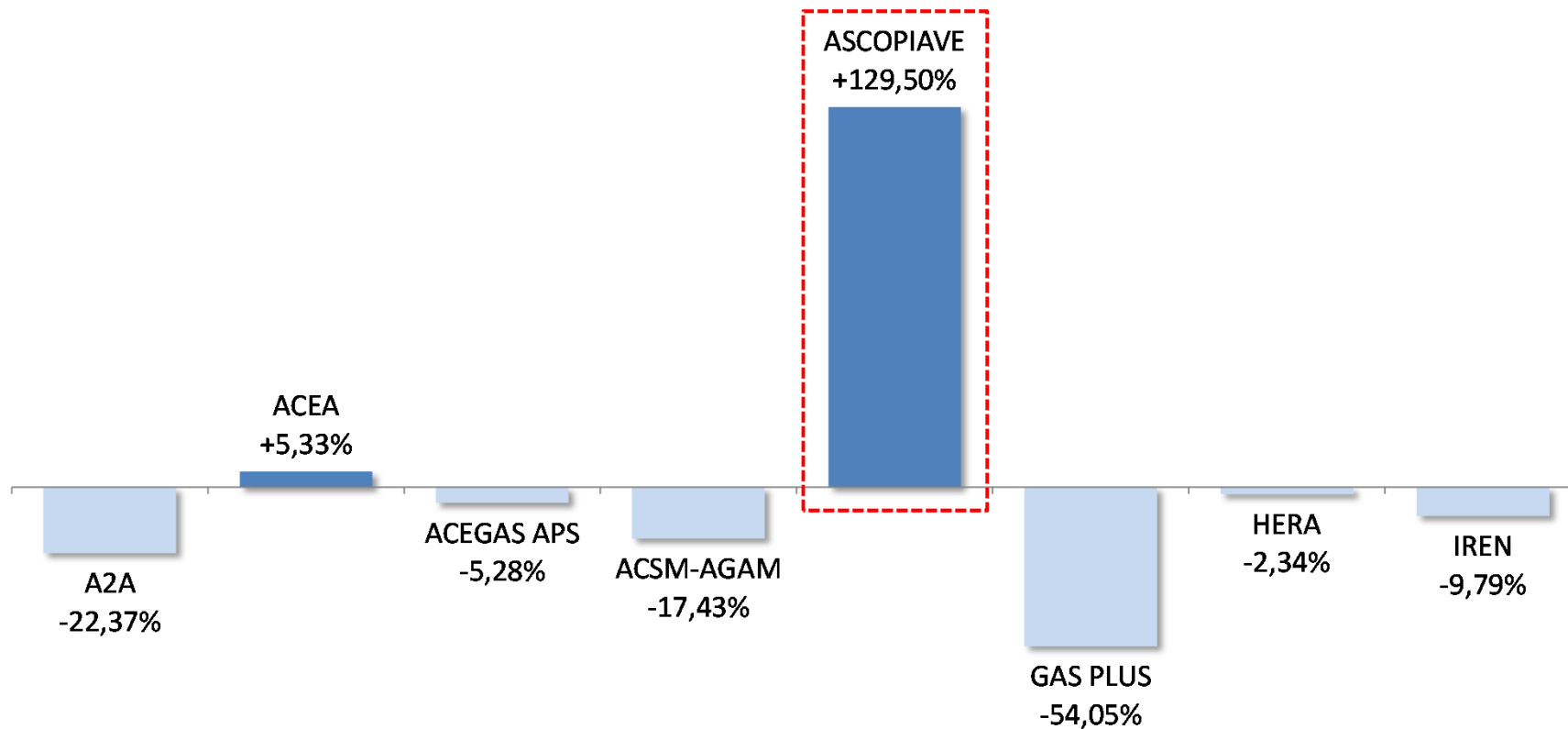
**From 2012:  
increasing trend in the  
stock price**



**13th March 2017:  
the share price  
reaches the top value  
in its history at 3.156  
Euro**

# Total Shareholder Return

In terms of Total Shareholder Return the Group has created value in a considerably higher way relative to main comparable listed companies operating in the utility sector.

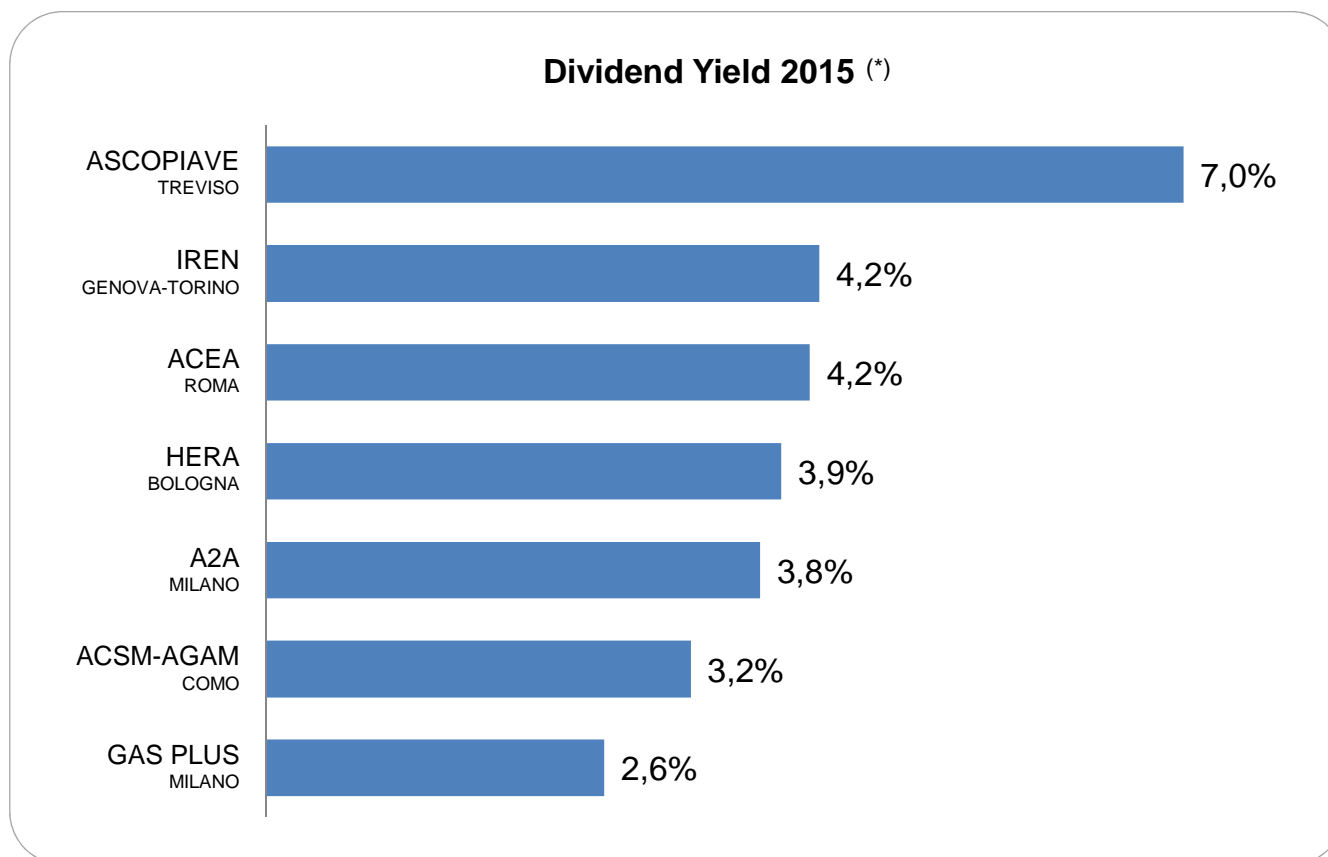


Total Shareholder Return of the share titles referred to the main listed utilities (Borsa Italiana) from 12/12/2006 to 13/03/2017

# Dividend Yield/Performance

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Dividends distributed by Ascopiave in 2015 are higher than those distributed by the major listed comparable companies.



(\*) Dividend per share / 2015 average price per share.

# Ascopiave: value for the territory

## INVESTMENTS, CONCESSION FEES AND DIVIDENDS



# 2007-2016

<b>INVESTMENTS</b>
<b>ABOUT 219 MILLION OF EURO</b>
<b>INVESTMENTS IN SHAREHOLDER MUNICIPALITIES</b>
<b>BEYOND 79 MILLION OF EURO</b>
<b>CONCESSION FEES TO SHAREHOLDER MUNICIPALITIES</b>
<b>ABOUT 35 MILLION OF EURO (FROM 2010)</b>

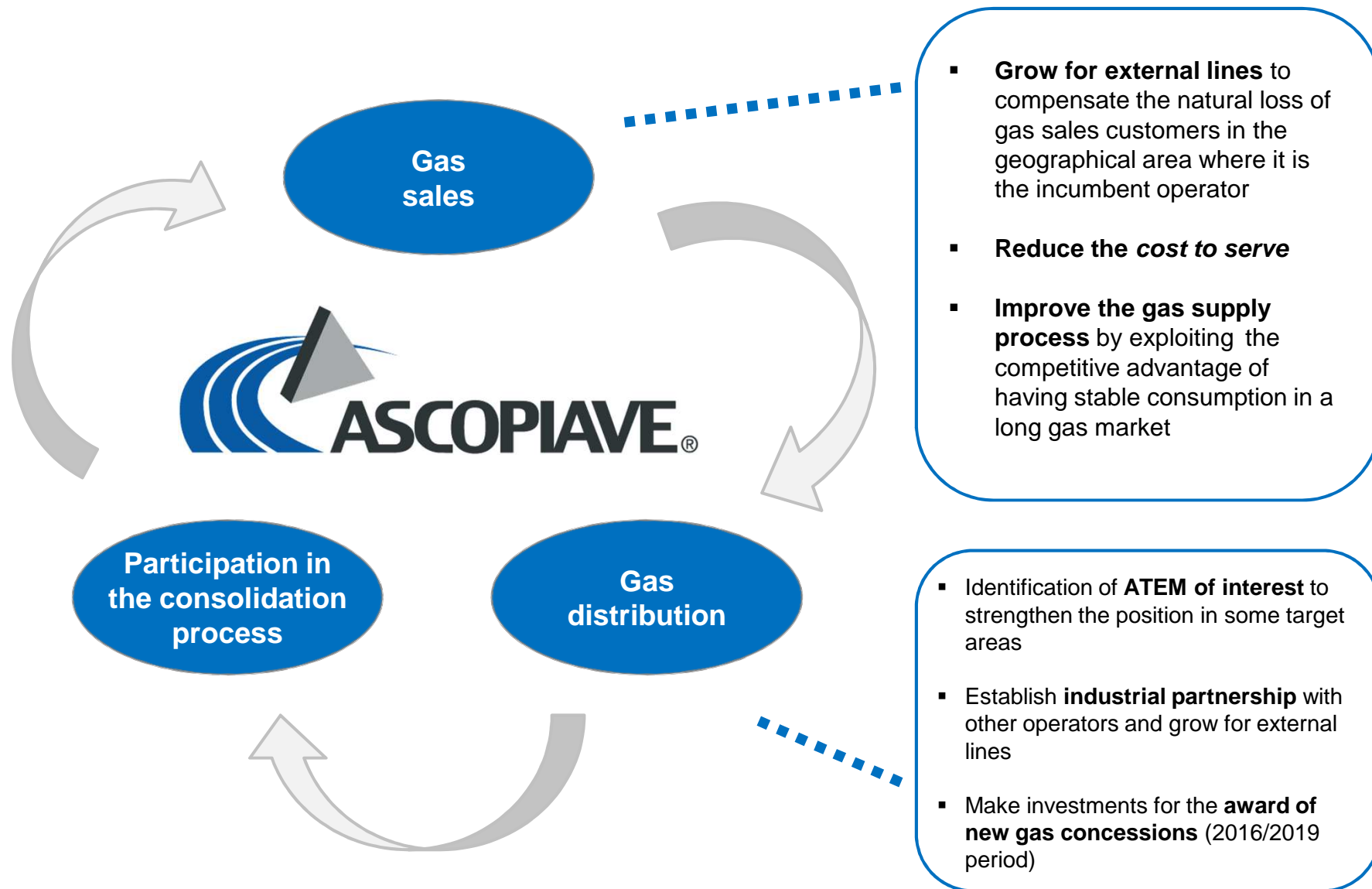
**INVESTMENTS,  
CONCESSION FEES AND  
DIVIDENDS**

**MORE THAN 540 MILLION OF EURO**

<b>DIVIDENDS DISTRIBUTED BY ASCOPIAVE</b>
<b>ABOUT 270 MILLION OF EURO</b>
<b>DIVIDENDS DISTRIBUTED BY ASCOPIAVE TO ASCO HOLDING</b>
<b>ABOUT 166 MILLION OF EURO</b>
<b>INCLUDING THE DIVIDEND PROPOSAL</b>

Concession fees paid by Ascopiave S.p.A. to non-shareholder municipalities in the period 2010-2016: about 17 million of Euro

# And tomorrow?...Strategic guidelines





**Thank you for your attention**



**DISCLAIMER**

## Disclaimer

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