



1stQ 2017

CONSOLIDATED RESULTS

Conference Call

Pieve di Soligo, 10th May 2017

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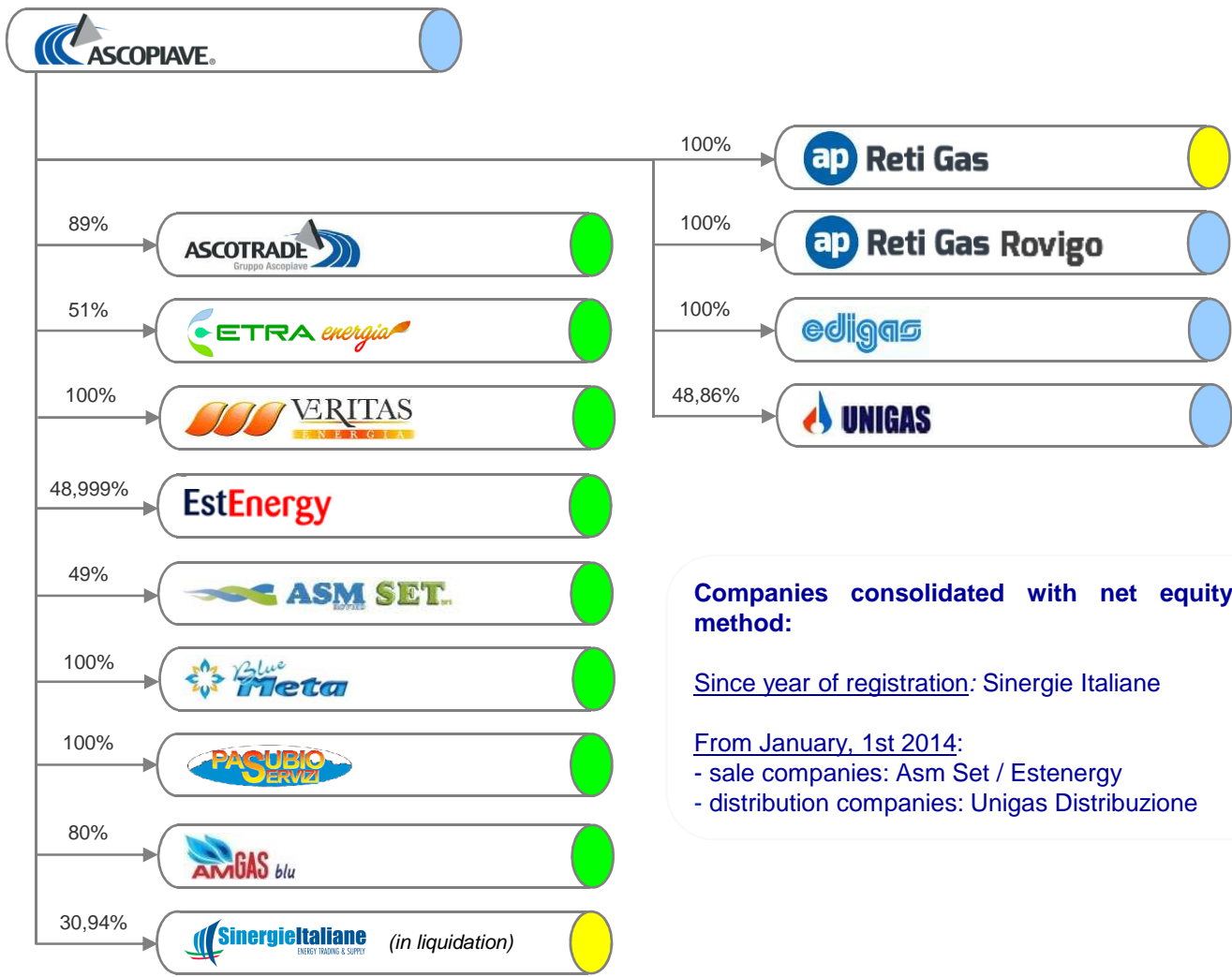
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Ascopiave Group structure as of 31st March 2017



Companies consolidated with net equity consolidation method:

Since year of registration: Sinergie Italiane

From January, 1st 2014:
 - sale companies: Asm Set / Estenergy
 - distribution companies: Unigas Distribuzione

- Gas distribution
- Gas sales
- Other activities

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1stQ 2017 consolidated income statement

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1stQ 2017 consolidated results
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(Thousand of Euro)	1stQ 2017	1stQ 2016	Chg	Chg %
Revenues	199.503	182.512	16.991	+9,3%
(Cost of raw materials and consumables)	(113.461)	(102.177)	(11.284)	+11,0%
(Cost of services)	(37.865)	(34.263)	(3.602)	+10,5%
(Cost of personnel)	(5.958)	(5.672)	(287)	+5,1%
(Other operating costs)	(5.644)	(4.417)	(1.227)	+27,8%
Other operating income	50	21	29	+134,3%
EBITDA	36.625	36.004	620	+1,7%
(Depreciations and amortizations)	(5.063)	(5.084)	21	-0,4%
(Provisions)	(478)	(616)	137	-22,3%
EBIT	31.083	30.304	778	+2,6%
Financial income / (expenses)	(63)	(111)	48	-43,2%
Evaluation of companies with net assets method (*)	3.713	3.587	127	+3,5%
EBT	34.733	33.780	953	+2,8%
(Income taxes)	(8.703)	(9.642)	939	-9,7%
Net income	26.030	24.138	1.892	+7,8%
(Net income of minorities)	(1.489)	(1.487)	(2)	+0,1%
Net income of the Group	24.541	22.651	1.890	+8,3%

(*) Result of the companies consolidated with net equity consolidation method (data are considered pro-quota): sale companies, Euro 3,4 mln (Euro 3,2 mln in 1stQ 2016); distribution companies, Euro 0,0 mln (Euro 0,2 mln in 1stQ 2016); Sinergie Italiane, Euro 0,3 mln (Euro 0,1 mln in 1stQ 2016).

Consolidated balance sheet as of 31st March 2017

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(Thousand of Euro)	31/03/2017	31/12/2016	Chg	Chg %
Tangible assets (*)	32.163	32.364	(201)	-0,6%
Non tangible assets (*)	397.171	397.664	(493)	-0,1%
Investments in associates (**)	72.150	68.738	3.412	+5,0%
Other fixed assets	23.440	23.808	(369)	-1,5%
Fixed assets	524.924	522.574	2.350	+0,4%
Operating current assets	261.545	201.908	59.637	+29,5%
(Operating current liabilities)	(213.584)	(138.003)	(75.581)	+54,8%
(Operating non current liabilities)	(47.957)	(48.151)	194	-0,4%
Net working capital	4	15.754	(15.750)	-100,0%
Total capital employed	524.928	538.328	(13.400)	-2,5%
Group shareholders equity	461.666	438.055	23.611	+5,4%
Minorities	7.527	6.154	1.373	+22,3%
Net financial position	55.735	94.119	(38.384)	-40,8%
Total sources	524.928	538.328	(13.400)	-2,5%

(*) Applying IFRIC 12 involves categorising the infrastructures under concession from tangible to intangible assets; (**) Value of the associated companies consolidated with net equity consolidation method: sale companies, Euro 51,4 mln (Euro 48,0 mln as of 31st December 2016); distribution companies, Euro 20,8 mln (Euro 20,7 mln as of 31st December 2016).

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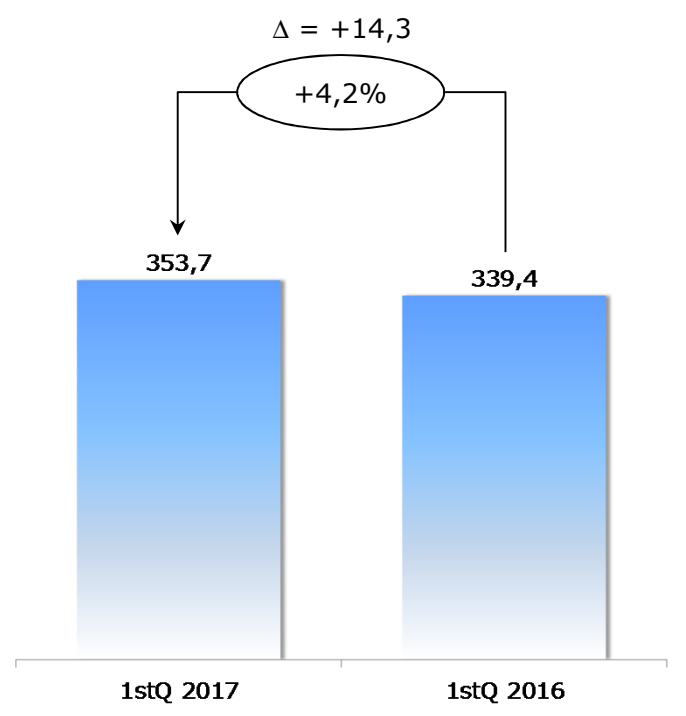
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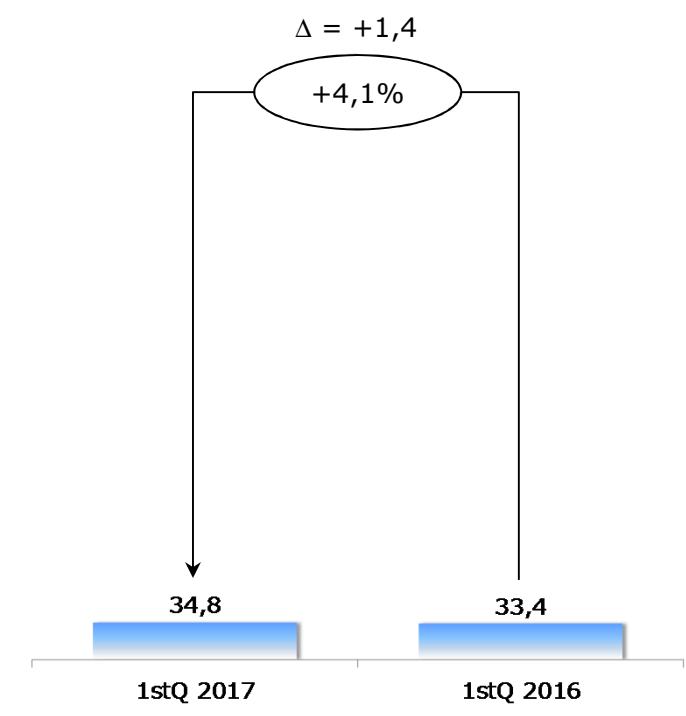
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Volumes of gas distributed

Volumes of gas distributed (Million of standard cubic meters)



Companies consolidated with full consolidation method



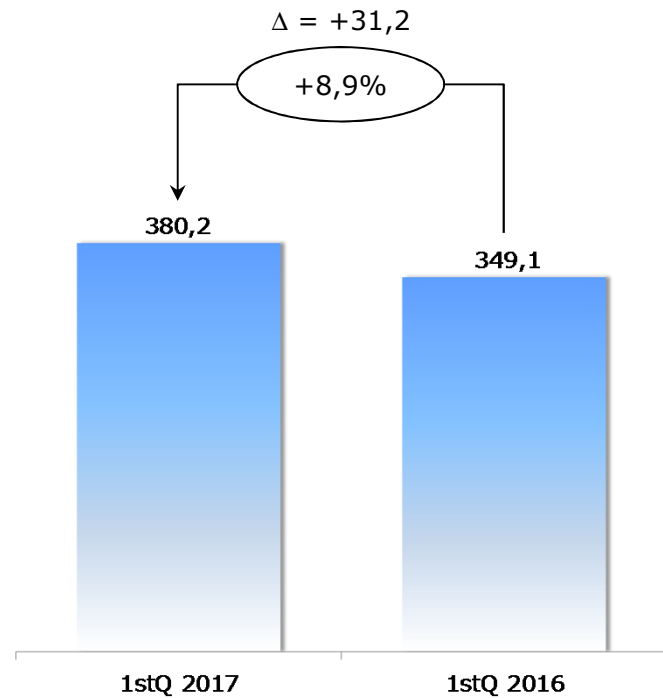
Companies consolidated with net equity consolidation method (*)

(*) Data are considered pro-quota.

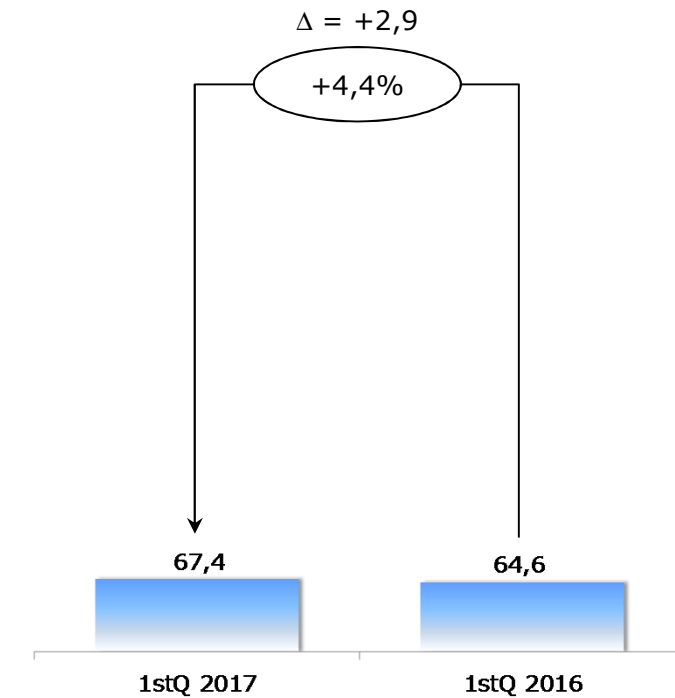


Volumes of gas sold

Volumes of gas sold (Million of standard cubic meters)



Companies consolidated with full consolidation method



Companies consolidated with net equity consolidation method (*)

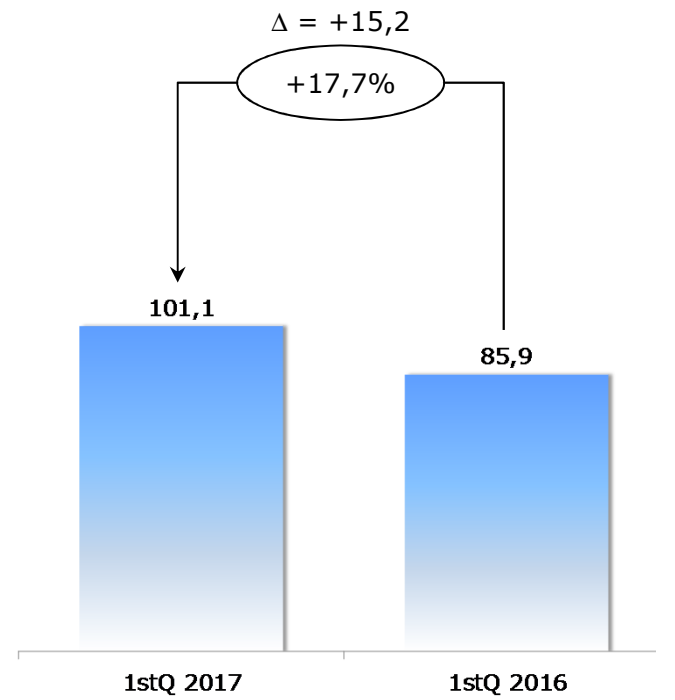
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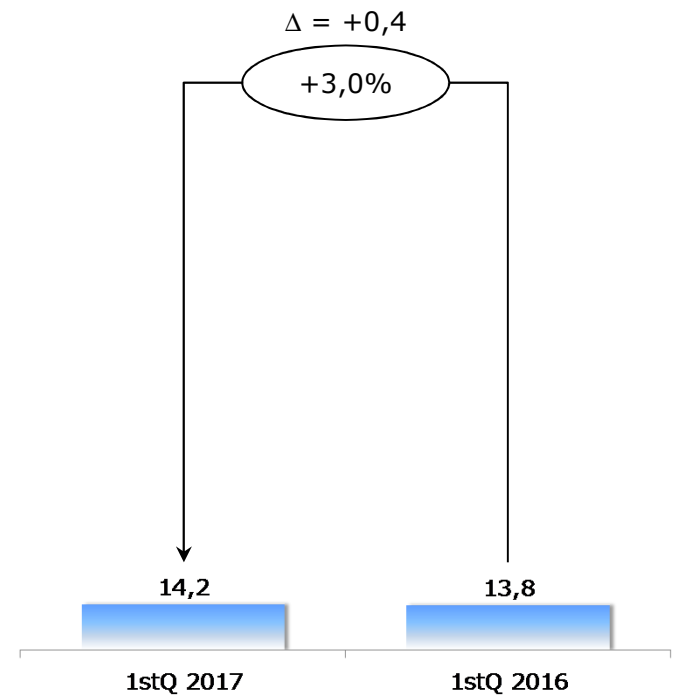
Volumes of electricity sold

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Volumes of electricity sold (GWh)



Companies consolidated with full consolidation method



Companies consolidated with net equity consolidation method (*)

(*) Data are considered pro-quota.



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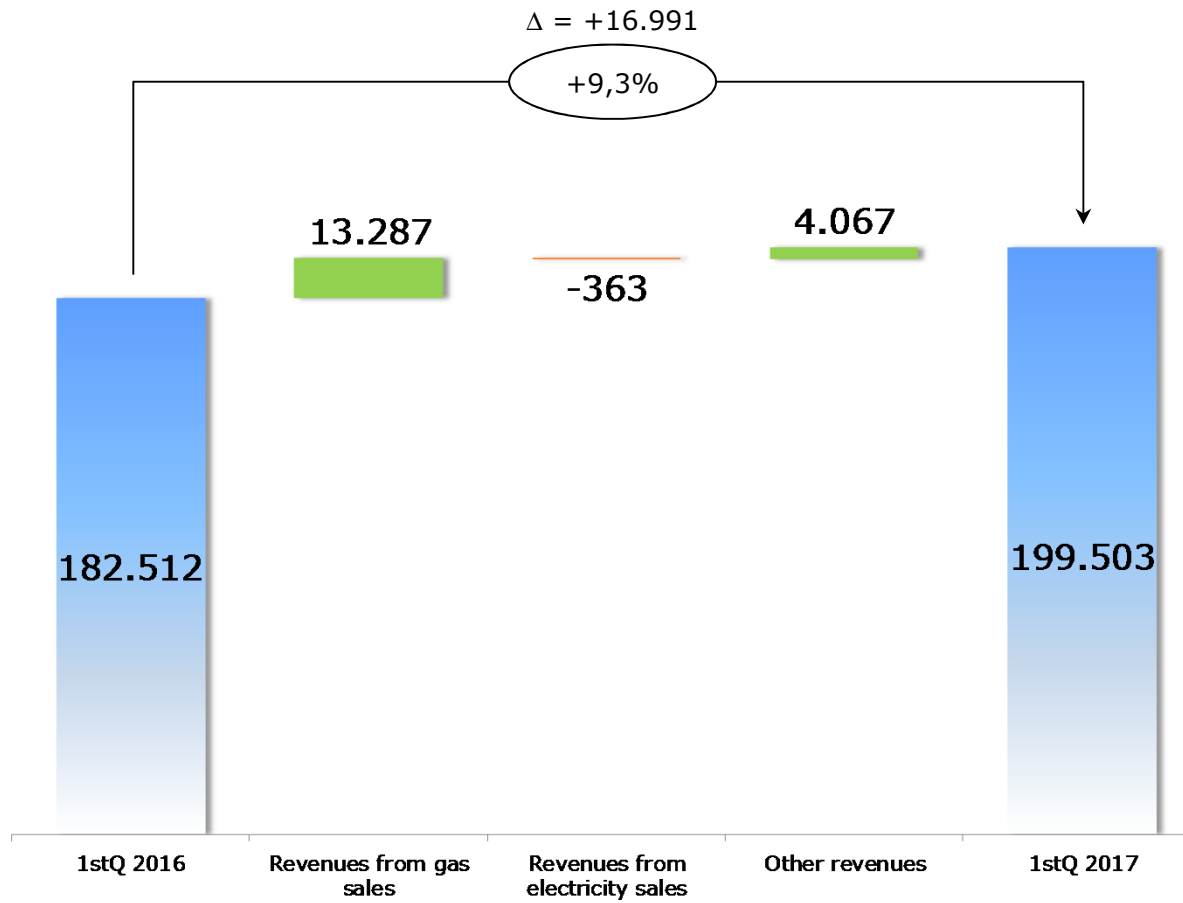
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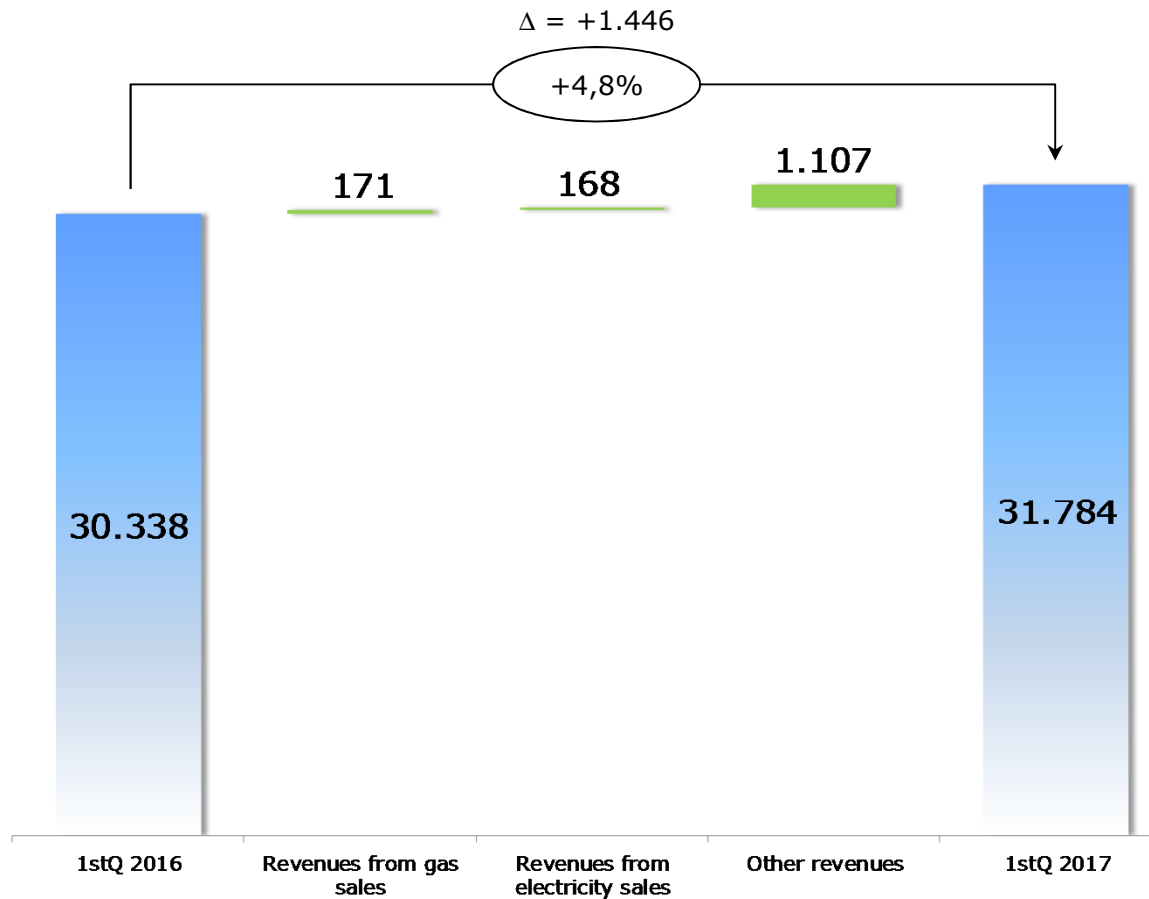
Revenues bridge (1)

Revenues bridge Companies consolidated with full consolidation method (Thousand of Euro)



Revenues bridge (2)

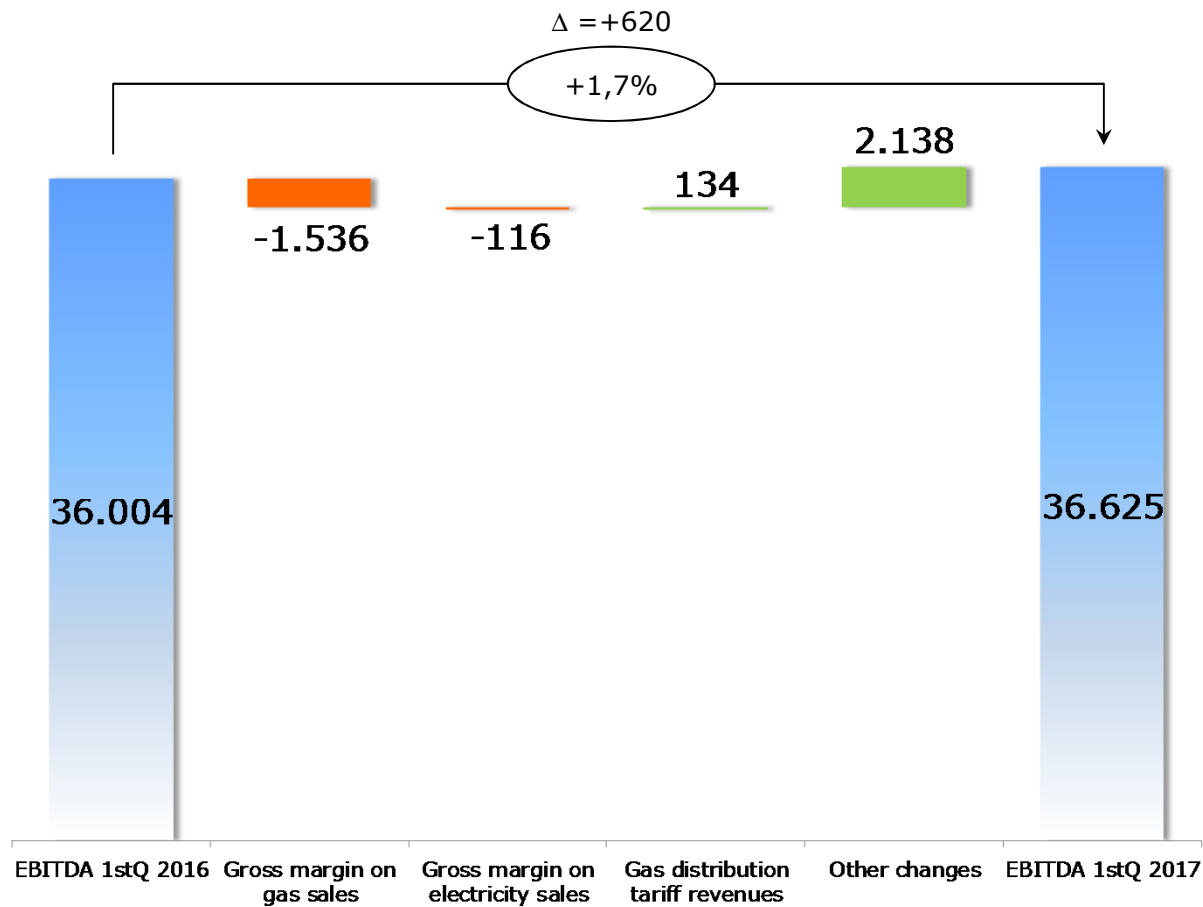
Revenues bridge Companies consolidated with net equity consolidation method (*) (Thousand of Euro)



(*) Sinergie Italiane excluded. Data are considered pro-quota.

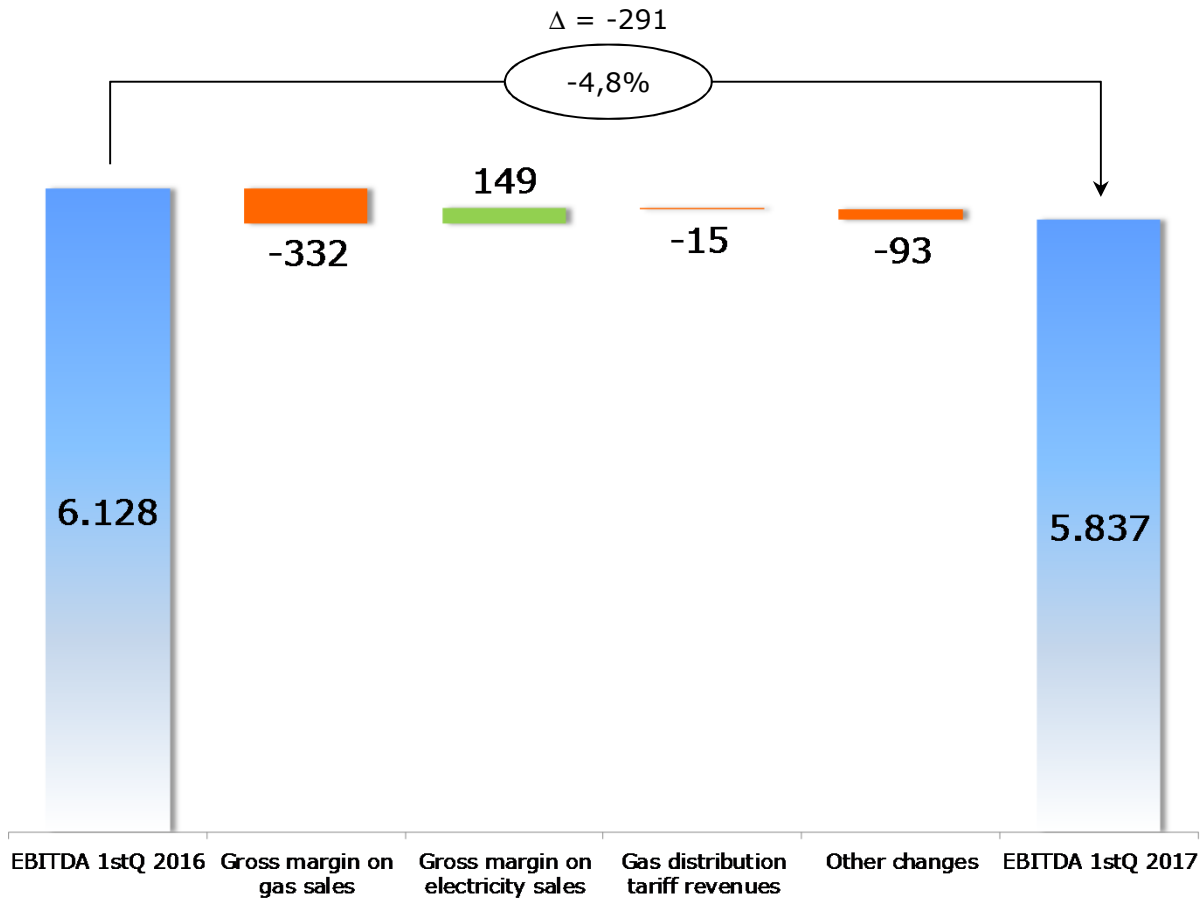
EBITDA bridge (1)

EBITDA bridge Companies consolidated with full consolidation method (Thousand of Euro)



EBITDA bridge (2)

EBITDA bridge
Companies consolidated with net equity consolidation method (*)
 (Thousand of Euro)



(*) Sinergie Italiane excluded. Data are considered pro-quota.

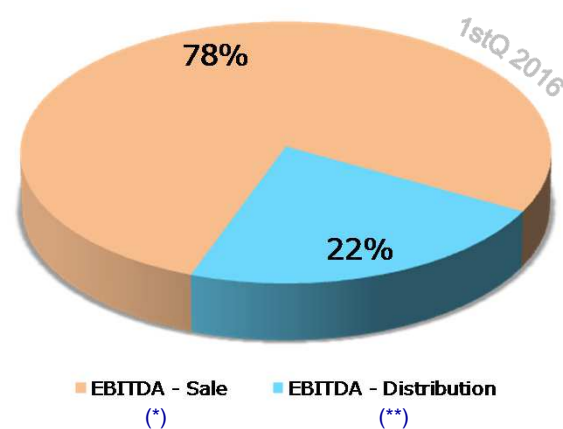
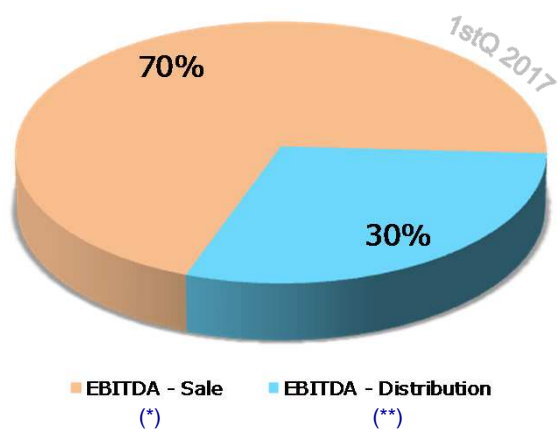
EBITDA breakdown (1)

EBITDA breakdown

Companies consolidated with full consolidation method

(Thousand of Euro)

(Thousand of Euro)	1stQ 2017	1stQ 2016	Var	Var %
EBITDA	36.625	36.004	620	+1,7%
EBITDA - Sale	25.741	27.920	(2.179)	-7,8%
EBITDA - Distribution	10.884	8.084	2.799	+34,6%
EBIT	31.083	30.304	778	+2,6%
EBIT - Sale	24.697	26.665	(1.969)	-7,4%
EBIT - Distribution	6.386	3.639	2.747	+75,5%



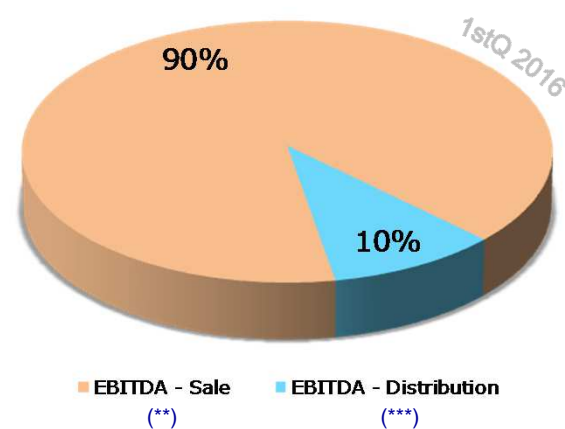
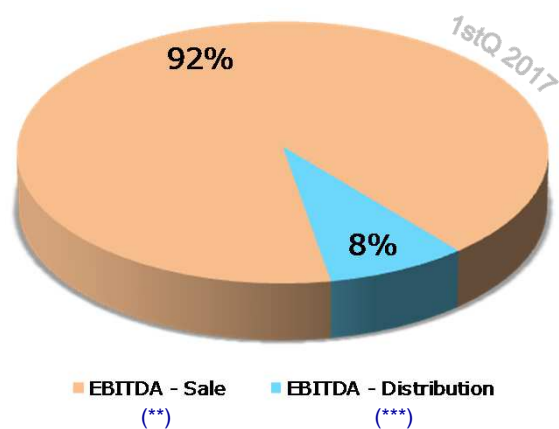
(*) Sale companies; (**) Distribution companies.

EBITDA breakdown (2)

EBITDA breakdown

Companies consolidated with net equity consolidation method (*)
(Thousand of Euro)

(Thousand of Euro)	1stQ 2017	1stQ 2016	Var	Var %
EBITDA	5.837	6.128	(291)	-4,8%
EBITDA - Sale	5.356	5.517	(161)	-2,9%
EBITDA - Distribution	481	611	(131)	-21,4%
EBIT	4.934	5.106	(172)	-3,4%
EBIT - Sale	4.747	4.790	(43)	-0,9%
EBIT - Distribution	187	316	(129)	-40,8%



(*) Sinergie Italiane excluded. Data are considered pro-quota; (**) Sale companies; (***) Distribution companies.

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Gross margin on gas sales

(Thousand of Euro) (*)	1stQ 2017	1stQ 2016	Chg	Chg %
Revenues from gas sales	161.106	152.595	8.511	+5,6%
(Gas purchase costs)	(91.480)	(84.162)	(7.318)	+8,7%
(Distribution costs)	(38.769)	(36.041)	(2.729)	+7,6%
Gross margin on gas sales (A) <i>Company consolidated with full consolidation method</i>	30.857	32.393	(1.536)	-4,7%

The decrease of gross margin on gas sales of the companies consolidated with full consolidation method, equal to - Euro 1,5 mln, is due to lower unit profit margins, in spite of higher volumes of gas sold.

(Thousand of Euro) (*)	1stQ 2017	1stQ 2016	Chg	Chg %
Gross margin on gas sales (B) <i>Company consolidated with net equity consolidation method (**)</i>	6.362	6.694	(332)	-5,0%
Gross margin on gas sales (A+B)	37.219	39.087	(1.867)	-4,8%

(*) Economic data before elisions.

(**) Data are considered pro-quota.

Gross margin on electricity sales

(Thousand of Euro) (*)	1stQ 2017	1stQ 2016	Chg	Chg %
Revenues from electricity sales	23.489	23.922	(433)	-1,8%
(Electricity purchase costs)	(13.509)	(13.202)	(307)	+2,3%
(Distribution costs)	(8.656)	(9.279)	623	-6,7%
Gross margin on electricity sales (A) <i>Company consolidated with full consolidation method</i>	1.325	1.441	(116)	-8,1%

The decrease of gross margin on electricity sales of the companies consolidated with full consolidation method, equal to - Euro 0,1 mln, is due to lower unit profit margins, in spite of higher volumes of electricity sold.

(Thousand of Euro) (*)	1stQ 2017	1stQ 2016	Chg	Chg %
Gross margin on electricity sales (B) <i>Company consolidated with net equity consolidation method (**)</i>	281	132	149	+112,9%
Gross margin on electricity sales (A+B)	1.606	1.573	33	+2,1%

(*) Economic data before elisions.

(**) Data are considered pro-quota.

Gas distribution tariff revenues

(Thousand of Euro) (*)	1stQ 2017	1stQ 2016	Chg	Chg %
Tariffs applied to sales companies	21.166	20.408	758	+3,7%
Equalization amount (+ / -)	(6.189)	(5.565)	(624)	+11,2%
Gas distribution tariff revenues (A) <i>Company consolidated with full consolidation method</i>	14.977	14.843	134	+0,9%

The increase of gas distribution tariff revenues of the companies consolidated with full consolidation method (+ Euro 0,1 mln) is due to:

- 1) change of gas distribution tariffs applied to gas sales companies: + Euro 0,8 mln;
- 2) equalization amount: - Euro 0,6 mln.

(Thousand of Euro) (*)	1stQ 2017	1stQ 2016	Chg	Chg %
Gas distribution tariff revenues (B) <i>Company consolidated with net equity consolidation method (**)</i>	1.391	1.406	(15)	-1,1%
Gas distribution tariff revenues (A+B)	16.368	16.250	118	+0,7%

(*) Economic data before elisions.

(**) Data are considered pro-quota.

Other net operating costs (1)

(Thousand of Euro)	1stQ 2017	1stQ 2016	Chg	Chg %
Other revenues	10.018	6.282	3.736	+59,5%
Other costs of raw materials and services	(14.597)	(13.284)	(1.314)	+9,9%
Cost of personnel	(5.958)	(5.672)	(287)	+5,1%
Other net operating costs (A) <i>Company consolidated with full consolidation method</i>	(10.537)	(12.673)	2.136	-16,9%

Decrease of other net operating costs of the companies consolidated with full consolidation method: + Euro 2,1 mln

of which:

- *increase of cost of personnel: - Euro 0,3 mln;*
- *increase of margin on energy efficiency tasks management: + Euro 2,1 mln;*
- *decrease of cost for consulting services: + Euro 0,3 mln;*
- *decrease of contingent assets: - Euro 0,4 mln;*
- *increase of CCSE contributions for security incentives: + Euro 0,7 mln;*
- *increase of advertising costs: - Euro 0,3 mln;*
- *increase of invoice delivery charges: - Euro 0,3 mln;*
- *other variations: + Euro 0,3 mln.*

Other operating costs (2)

(Thousand of Euro)	1stQ 2017	1stQ 2016	Chg	Chg %
Other net operating costs (A) <i>Company consolidated with full consolidation method</i>	(10.537)	(12.673)	2.136	-16,9%
Other net operating costs (B) <i>Company consolidated with net equity consolidation method (*)</i>	(2.137)	(2.104)	(33)	+1,6%
Other net operating costs (A+B)	(12.674)	(14.777)	2.103	-14,2%

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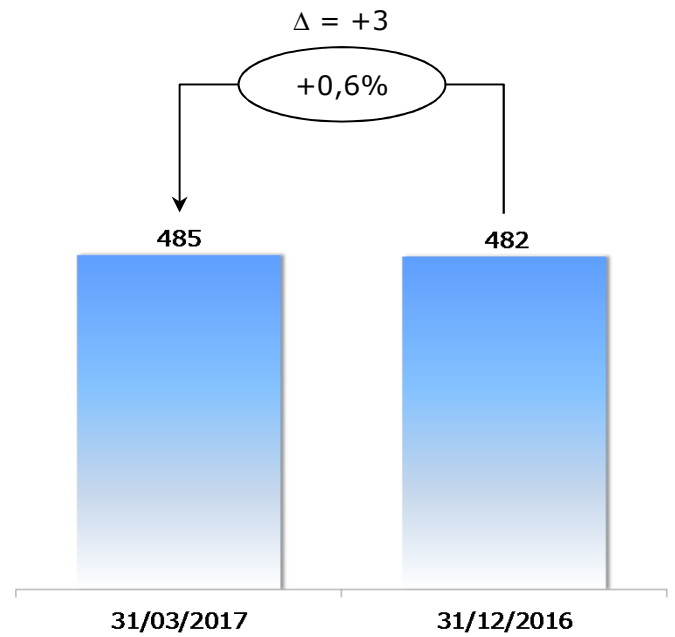
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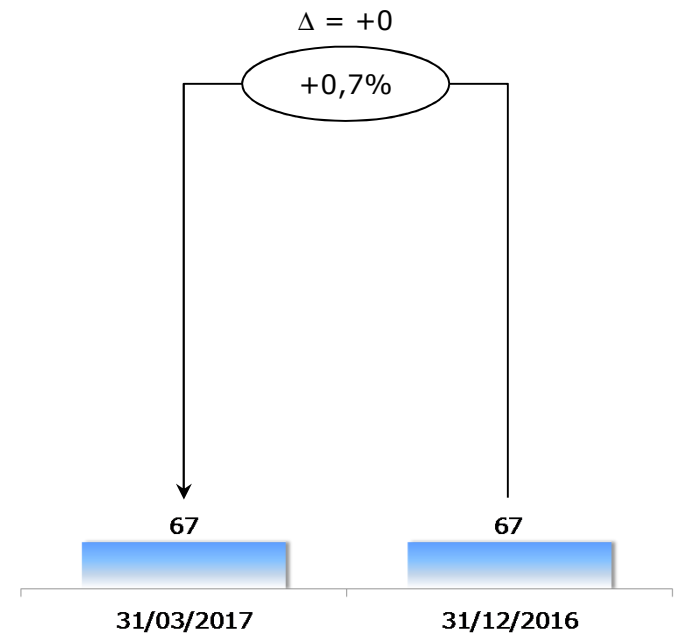
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Number of employees



Companies consolidated with full consolidation method



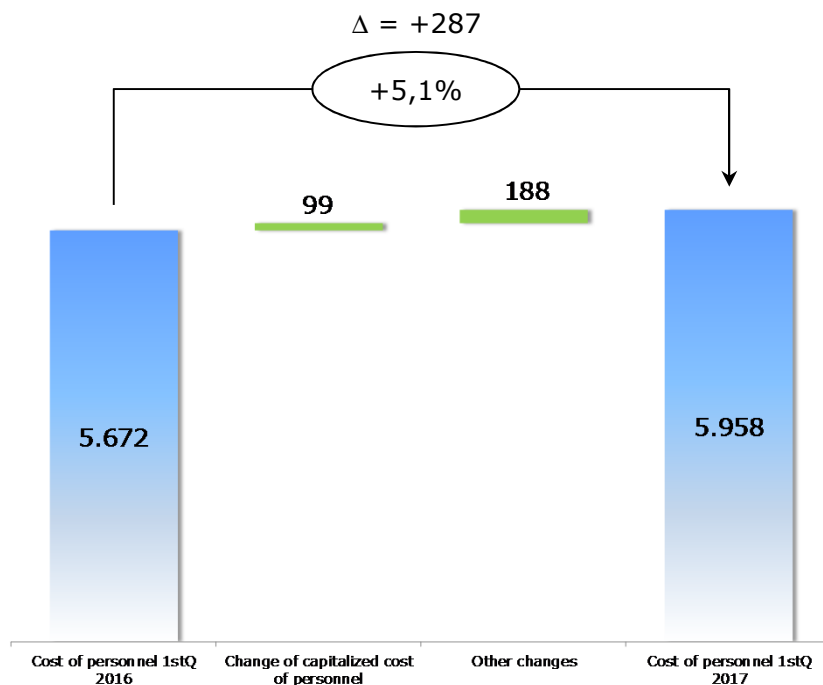
Companies consolidated with net equity consolidation method (*)

(*) Data are considered pro-quota.



Consolidated cost of personnel

Consolidated cost of personnel (Thousand of Euro)



Cost of personnel changes:

- capitalized cost of personnel: + Euro 0,1 mln
- other: + Euro 0,2 mln

1stQ 2017 cost of personnel of the companies consolidated with net equity consolidation method (Sinergie Italiane excluded): Euro 0,8 mln (+1,2%).

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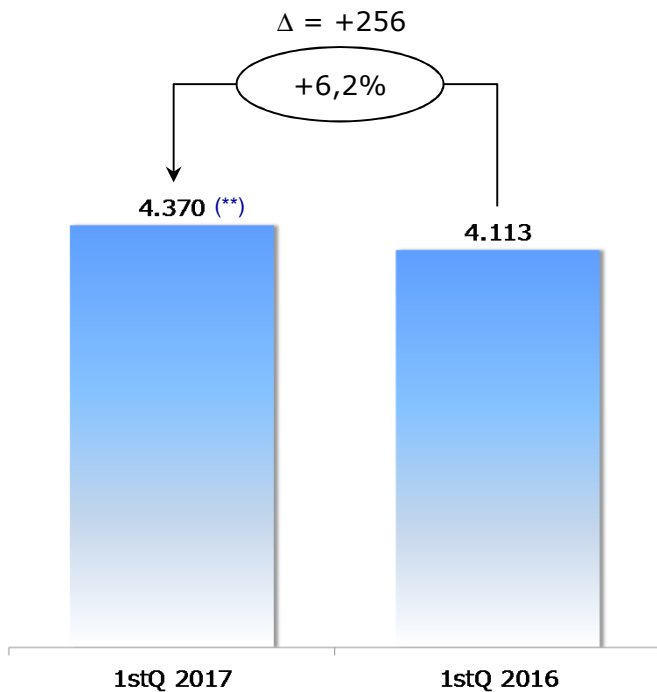
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Consolidated capex (*)
 (Thousand of Euro)



- Gas distribution systems: Euro 1,9 mln
- Gas meters: Euro 2,1 mln
- Other: Euro 0,4 mln

1stQ 2017 investments of the companies consolidated with net equity consolidation method (Sinergie Italiane excluded): Euro 0,2 mln (-4,0%).

(*) Excluding network extension in new urbanized areas that according to IAS are considered as operating costs and not investments.

(**) Investments in tangible assets: Euro 0,4 mln; investments in intangible assets: Euro 4,0 mln (excluded realizations of tangible and intangible assets and investments in associated).

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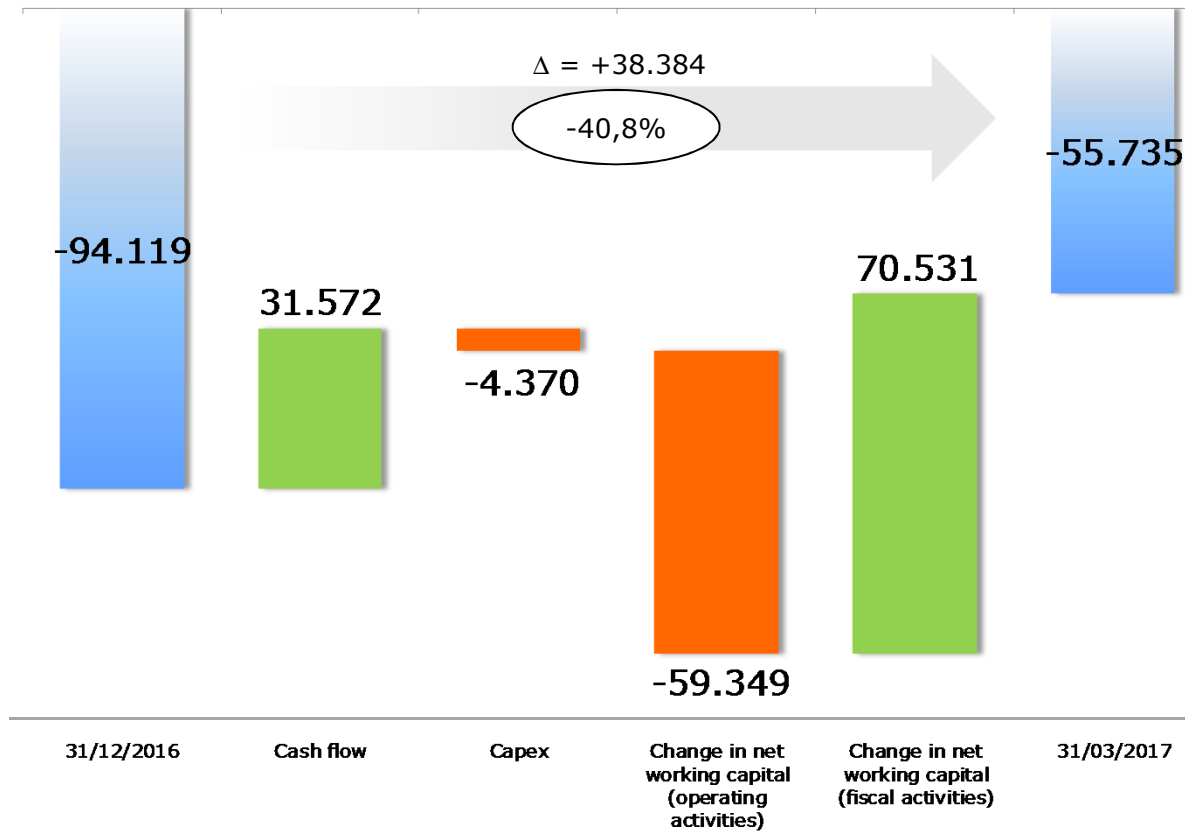
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Net financial position and cash flow (1)

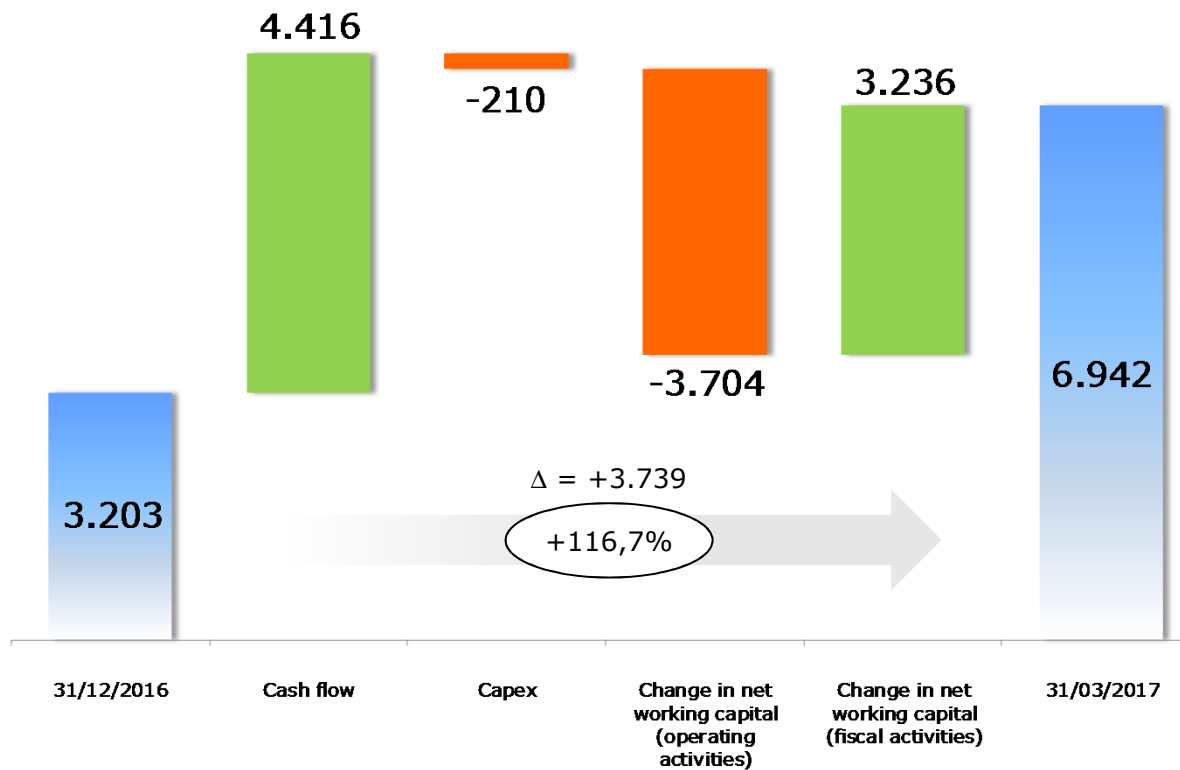
Net Financial Position and cash flow Companies consolidated with full consolidation method (Thousand of Euro)



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Net Financial Position and cash flow Companies consolidated with net equity consolidation method (*) (Thousand of Euro)



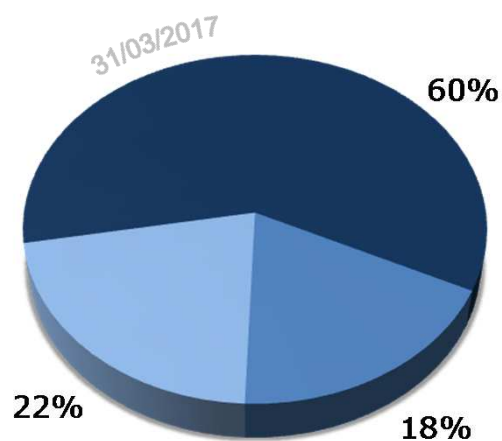
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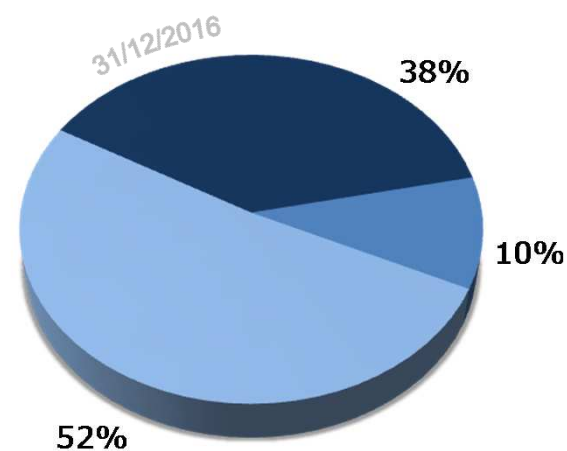
Net financial position and cash flow (3)

(Thousand of Euro) (*)	31/03/2017	31/12/2016	Var	Var %
Long term financial borrowings (>12 months)	32.130	34.541	(2.411)	-7,0%
Current position of long term financial borrowings	9.912	9.287	625	+6,7%
Short term financial borrowings (<12 months)	11.575	46.288	(34.713)	-75,0%
Total financial debt	53.617	90.116	(36.499)	-40,5%
Fixed rate borrowings	-	-	-	n.a.
Variable rate borrowings	53.617	90.116	(36.499)	-40,5%

1stQ 2017 average cost of debt: 0,31% (vs 2016 rate: 0,57%)



- Long term financial borrowings (>12 months)
- Current position of long term financial borrowings
- Short term financial borrowings (<12 months)



- Long term financial borrowings (>12 months)
- Current position of long term financial borrowings
- Short term financial borrowings (<12 months)

(*) Data refers to only companies consolidated with full consolidation method.

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