



THIRD QUARTER 2018 RESULTS

14 NOVEMBER 2018
LUCA BETTONTE, CEO





DISCLAIMER

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There can be no assurance that the projections or forecasts will ultimately prove to be accurate; accordingly, the Company makes no representation or warranty as to the accuracy of such information or the likelihood that the Company will perform as projected.

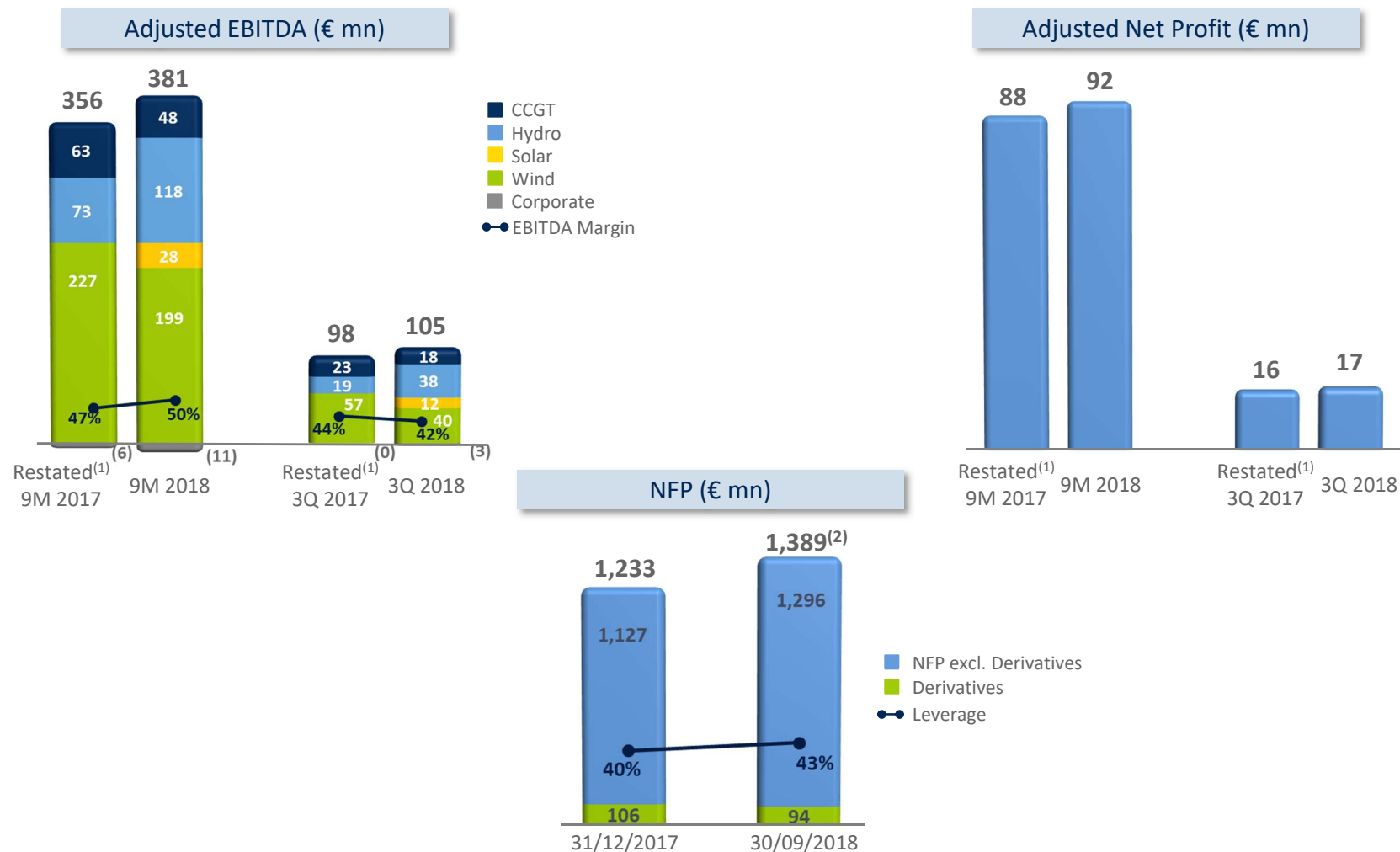
AGENDA



- ❑ 3Q 2018 Highlights
 - ✓ Key Figures
- ❑ Results Review
 - ✓ Business Environment
 - ✓ 3Q 2018 Group EBITDA
 - ✓ Results by Segments
- ❑ Key Financials
 - ✓ Profit & Loss
 - ✓ Investments
 - ✓ Cash Flow Statement
- ❑ 2018 Guidance and Conclusions
- ❑ Appendix



HIGHLIGHTS: KEY FIGURES



Good results thanks to ERG generation mix

⁽¹⁾ It excludes TE contribution for €10.1mn in 3Q 2017 and €25mn in 9M 2017

⁽²⁾ It includes Vendor Loan to api for €37mn



RESULTS REVIEW

PAOLO MERLI, CFO



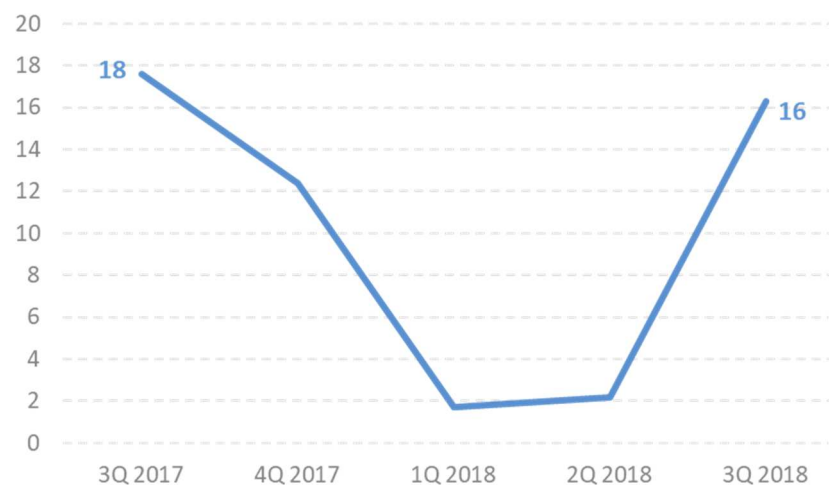


BUSINESS ENVIRONMENT

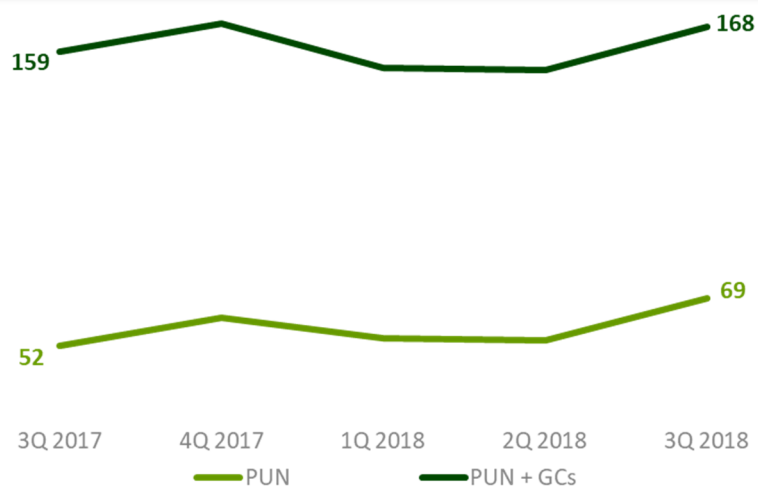
Italy: Electricity Production vs Demand (TWh)

	3Q 2017	3Q 2018	Delta %
Italian Electricity Demand	83	84	1%
Italian Electricity Production	74	74	1%
<i>of which:</i>			
- Thermo	49	49	1%
- Hydro	12	13	9%
- Solar	8	8	2%
- Wind	4	3	-21%
- Other Sources	1	1	-2%

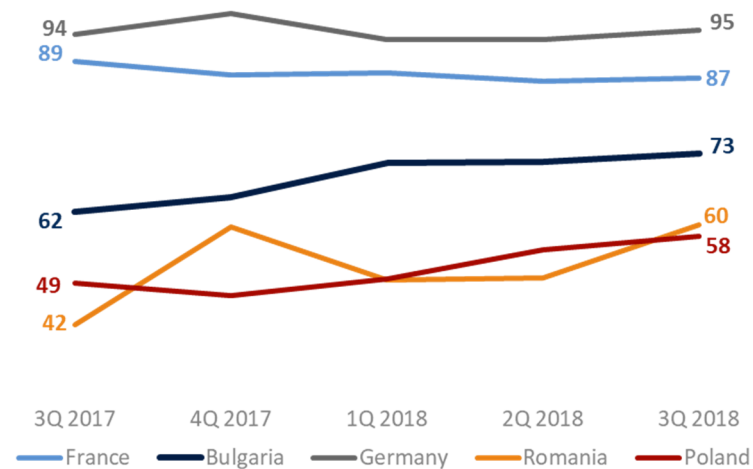
Clean Spark Spread in Italy (€/MWh)



Electricity Prices in Italy (€/MWh)

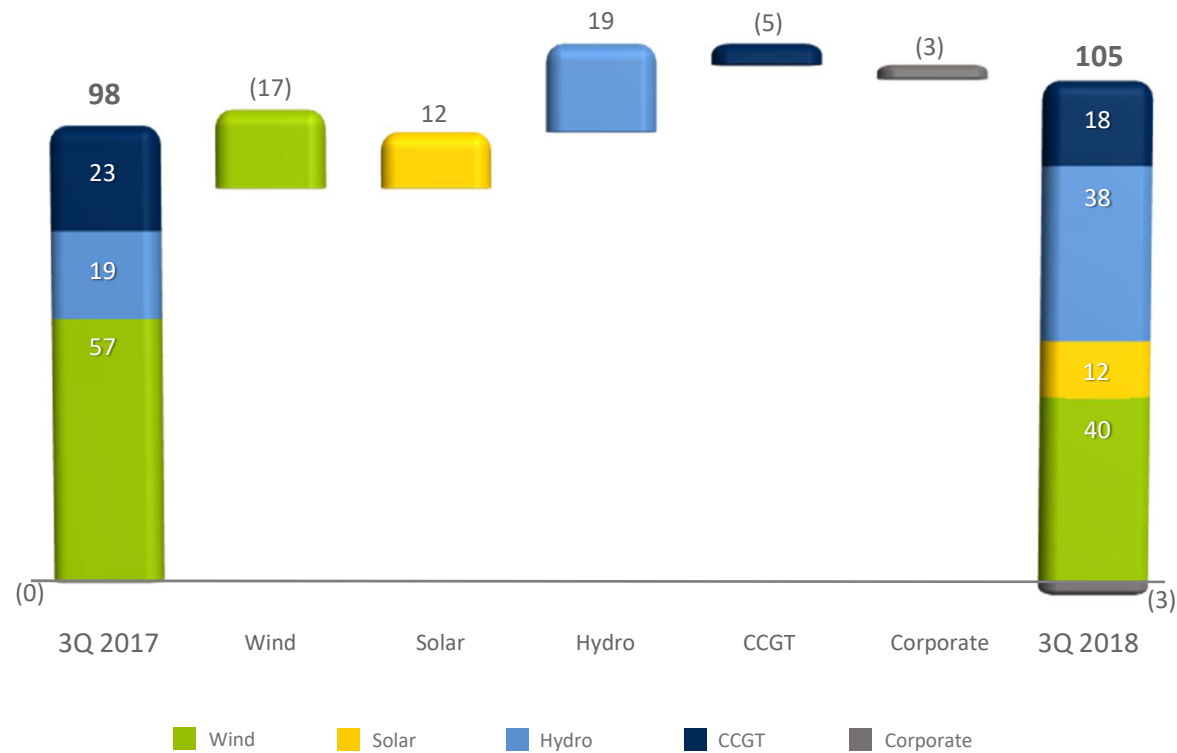


All-in Wind Prices abroad (€/MWh)



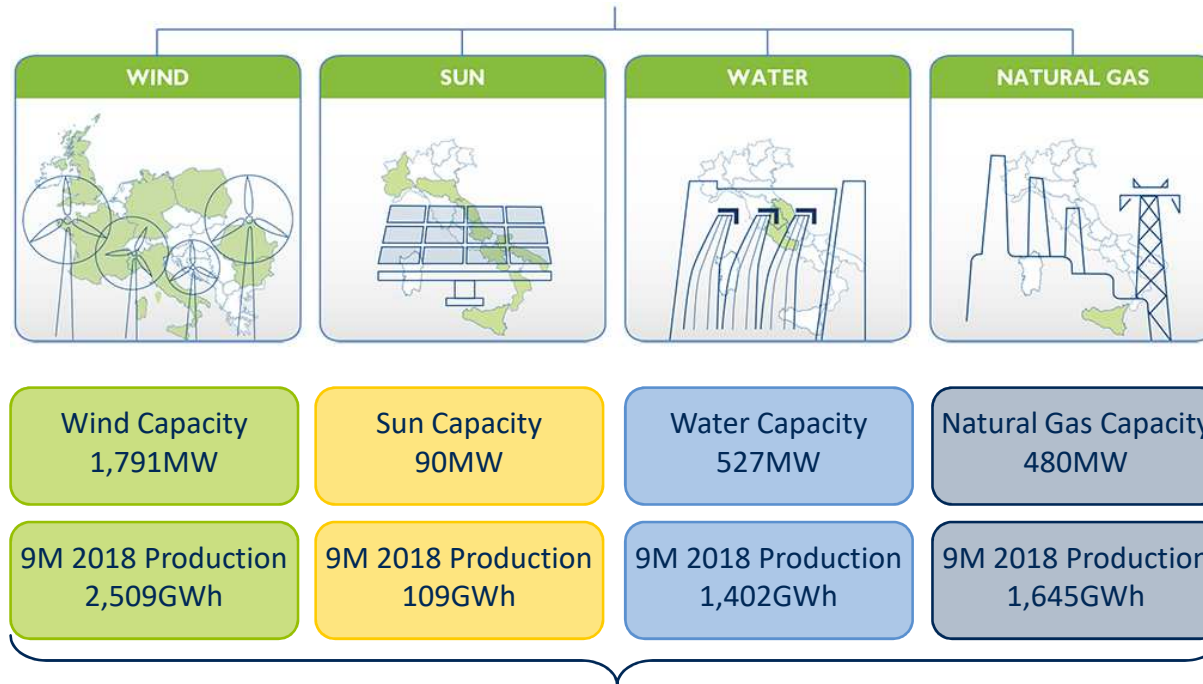


3Q 2018 GROUP EBITDA EVOLUTION





ENERGY PORTFOLIO



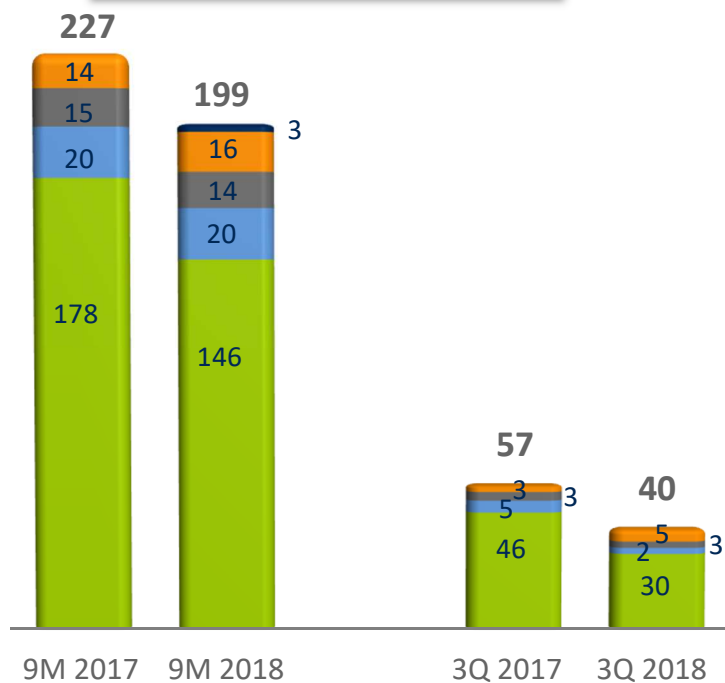
Total 9M 2018 Production: 5.7TWh

Total Energy Portfolio including hedging & other sales: 10.2TWh

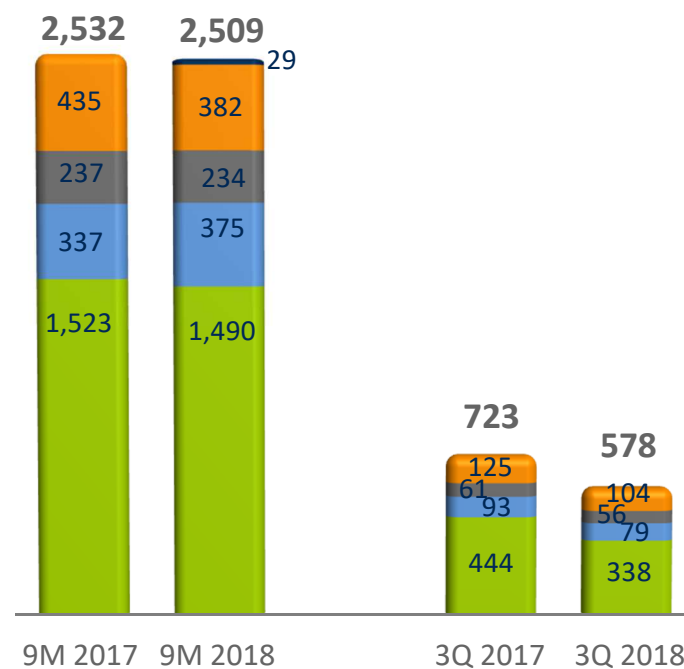


WIND RESULTS

Adjusted Ebitda (€ mn)



Volumes (GWh)



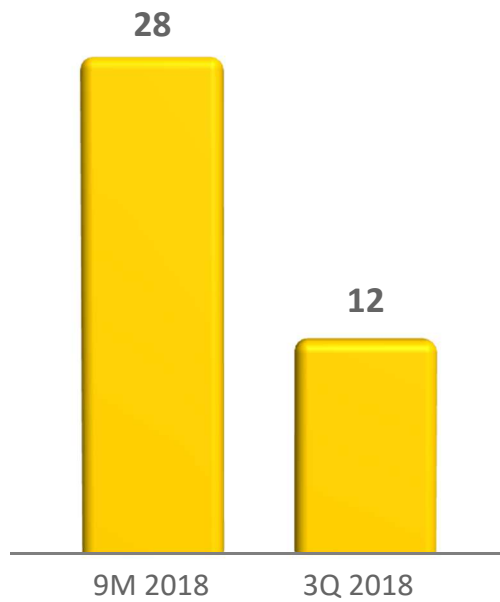
Italy France Germany East Europe U.K.

Generalized weak wind conditions

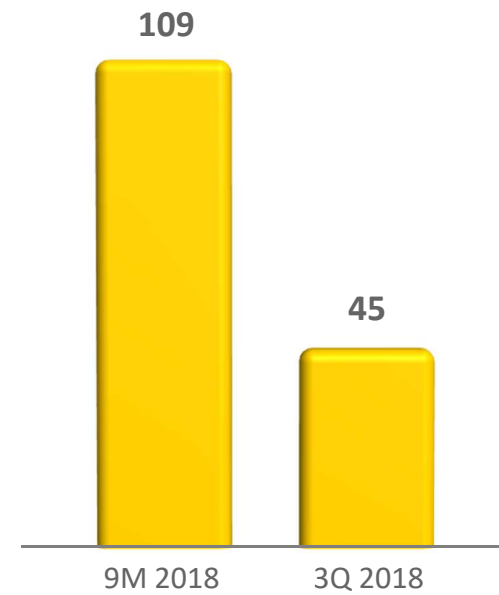
SOLAR RESULTS



Adjusted Ebitda (€ mn)



Volumes (GWh)

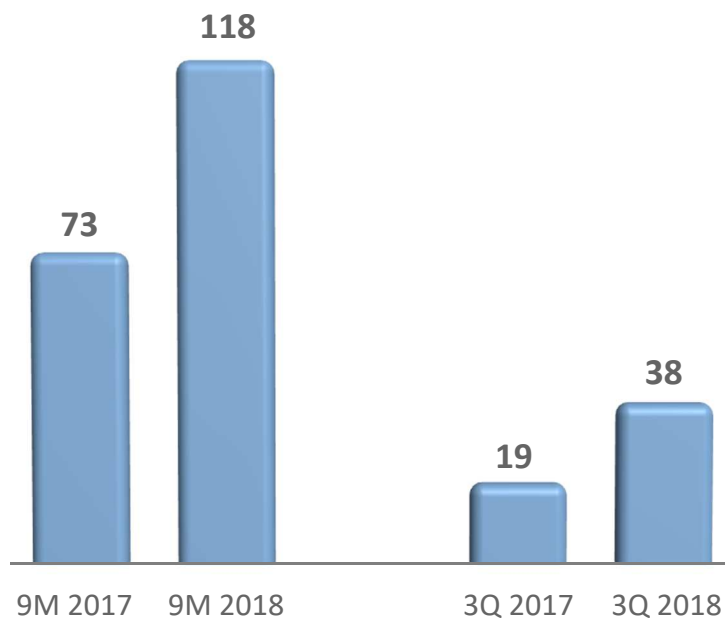


Solar consolidated as of 01/01/2018

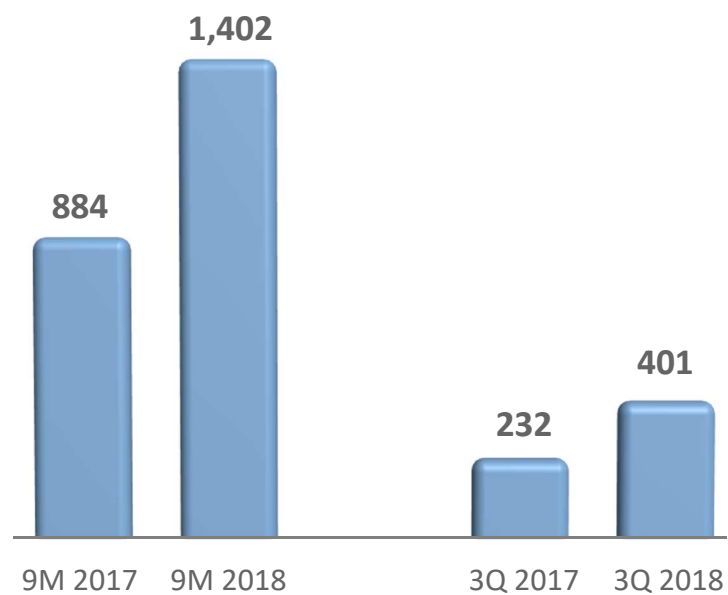


HYDRO RESULTS

Adjusted Ebitda (€ mn)



Volumes (GWh)

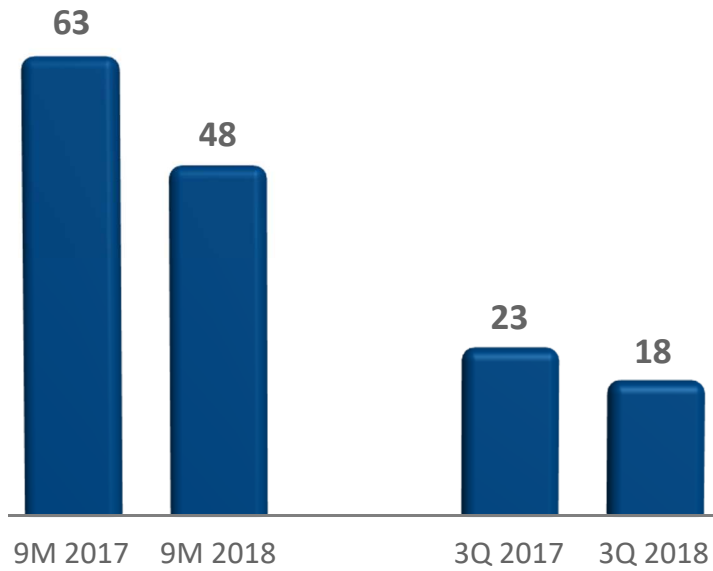


Strong hydro results

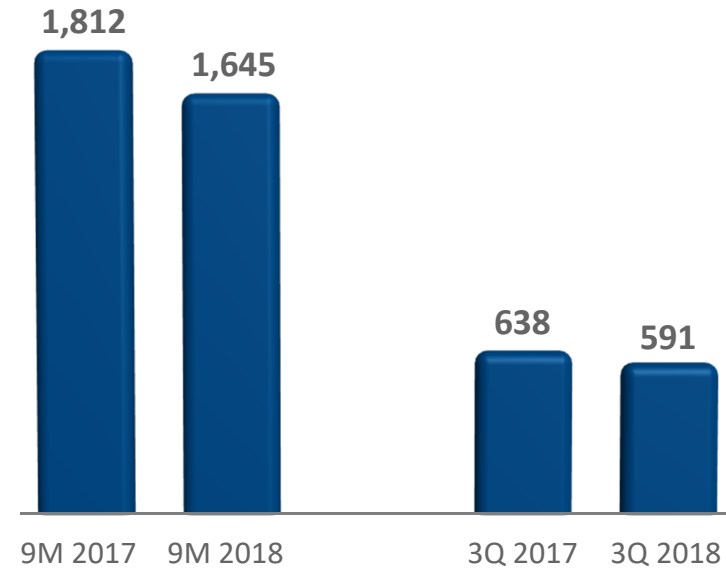
CCGT RESULTS



Adjusted Ebitda (€ mn)



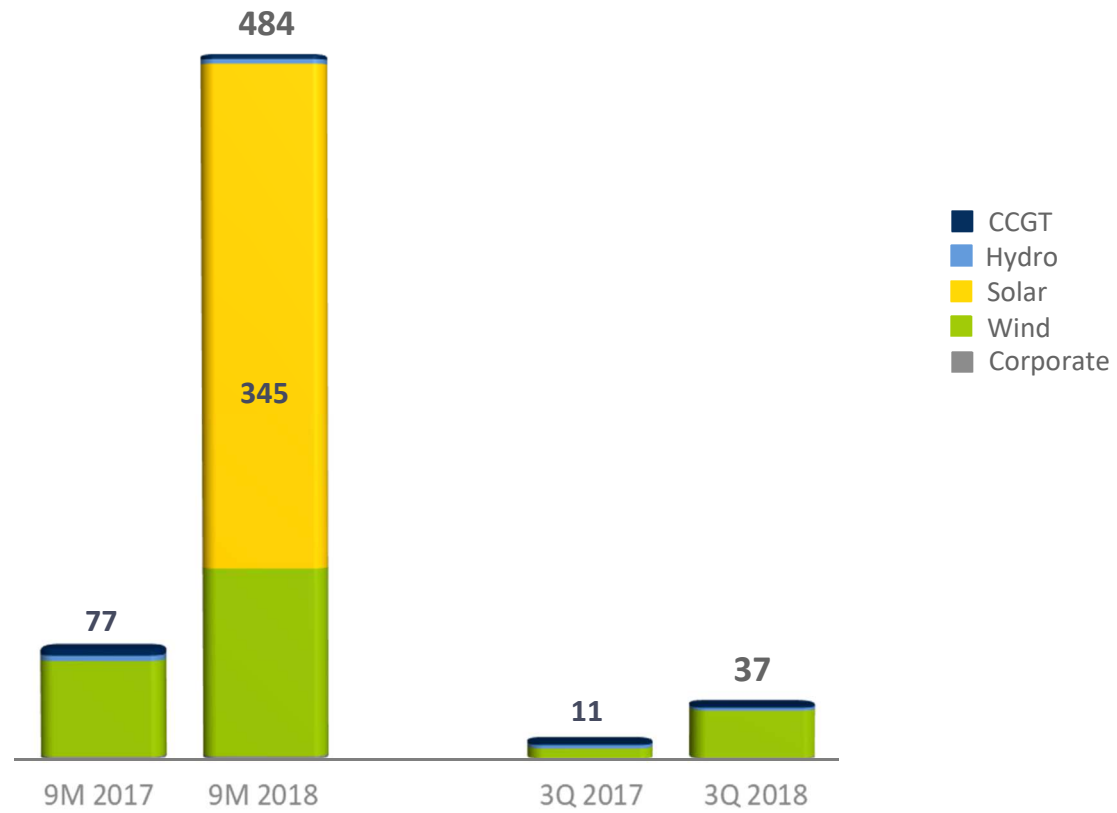
Volumes (GWh)



Still solid results



INVESTMENTS





KEY FINANCIALS



ADJUSTED P&L

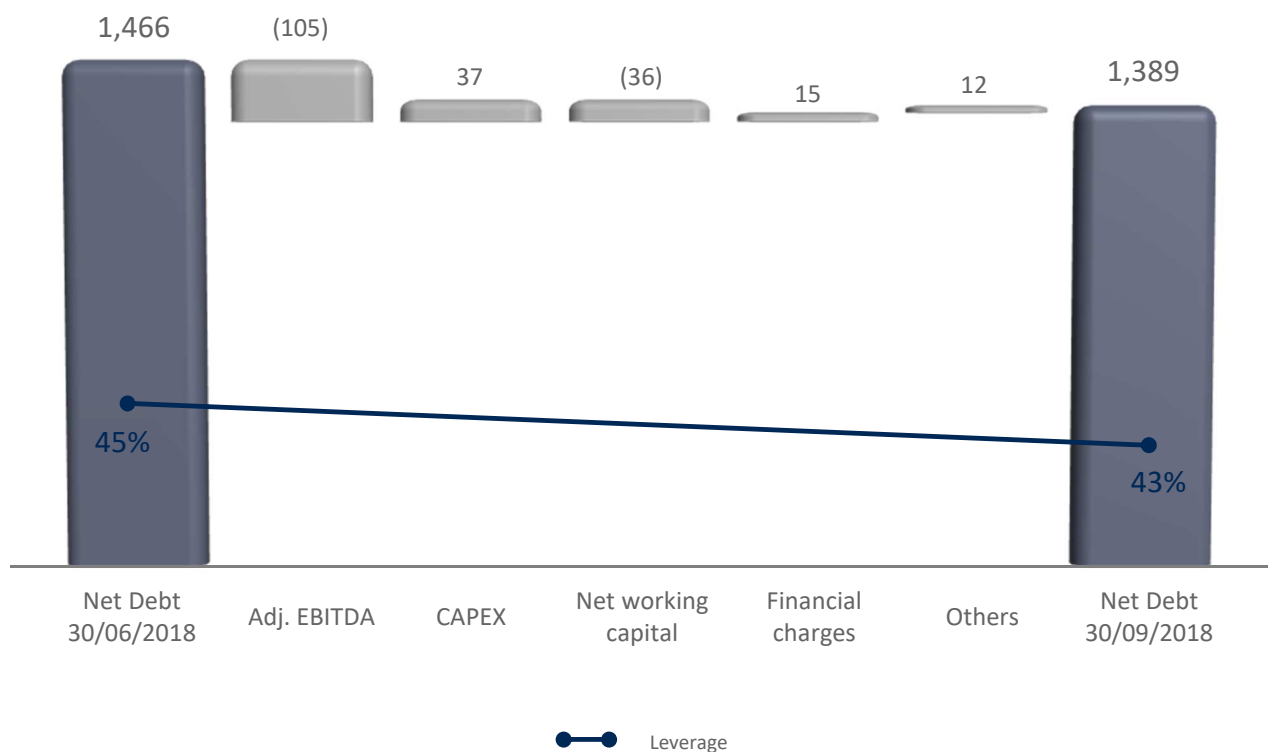


9M 2018	Restated 9M 2017	Euro millions	3Q 2018	Restated 3Q 2017
381	356	Adjusted EBITDA	105	98
(203)	(188)	<i>Amortization and depreciation</i>	(67)	(62)
178	168	Adjusted EBIT	38	36
(53)	(49)	<i>Net financial income (expenses)</i>	(15)	(15)
0	0	<i>Net income (loss) from equity investments</i>	0	0
125	119	Adjusted Results before taxes	22	21
(33)	(31)	<i>Income taxes</i>	(6)	(5)
92	88	Adjusted Results for the period	17	16
(0)	0	<i>Minority interests</i>	(0)	0
92	88	Adjusted Net Profit	17	16
26%	26%	Tax Rate	26%	24%

Note: figures based on NO GAAP measures



3Q 2018 CASH FLOW STATEMENT





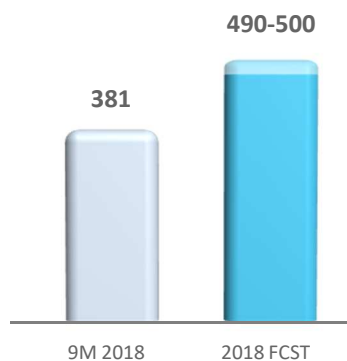
2018 GUIDANCE AND CONCLUSIONS

LUCA BETTONTE, CEO



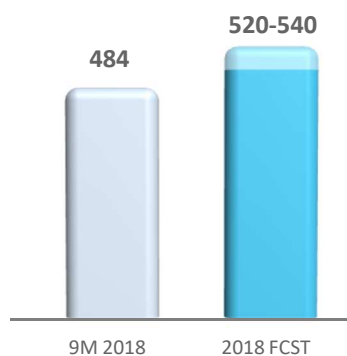


2018 GUIDANCE



Adj. EBITDA:

✓ Guidance range confirmed at €490-500mn



CAPEX:

✓ Guidance range confirmed at €520-540mn

■ Guidance range
■ Guidance
■ Actual



NFP:

✓ Guidance confirmed at €1.35bn

⁽¹⁾ It includes Vendor Loan to api for €37mn

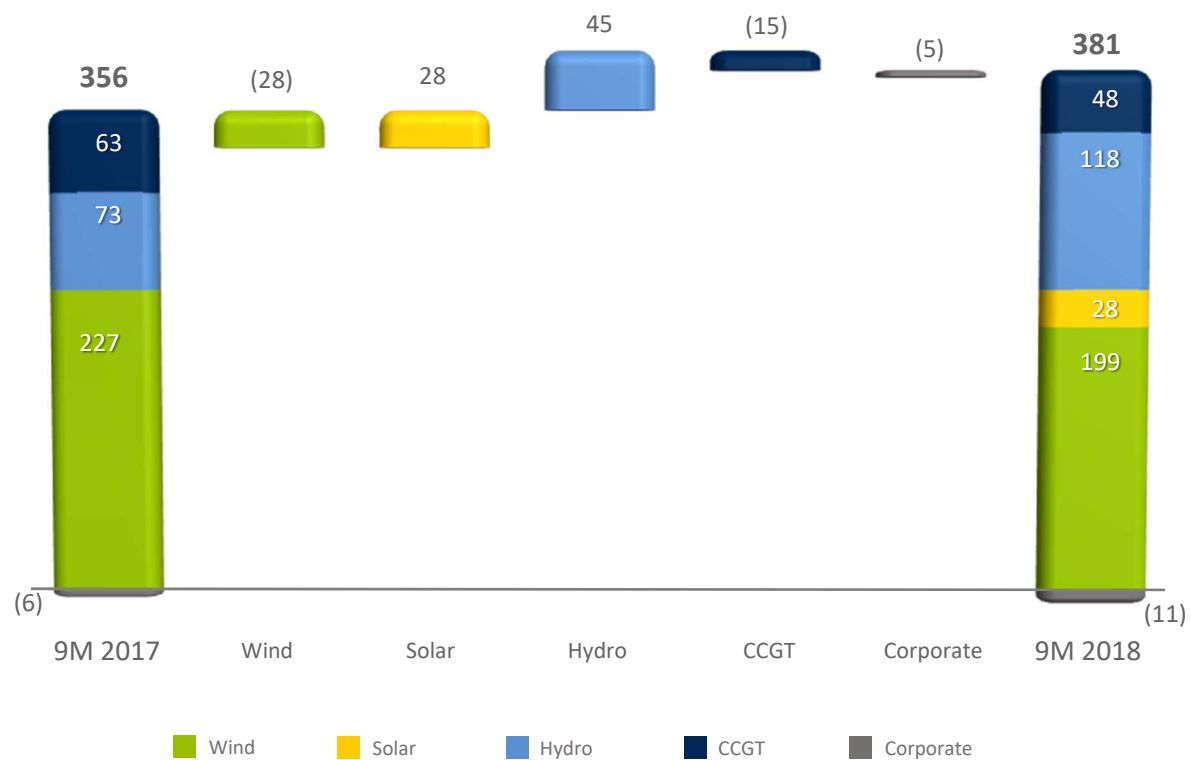


APPENDIX



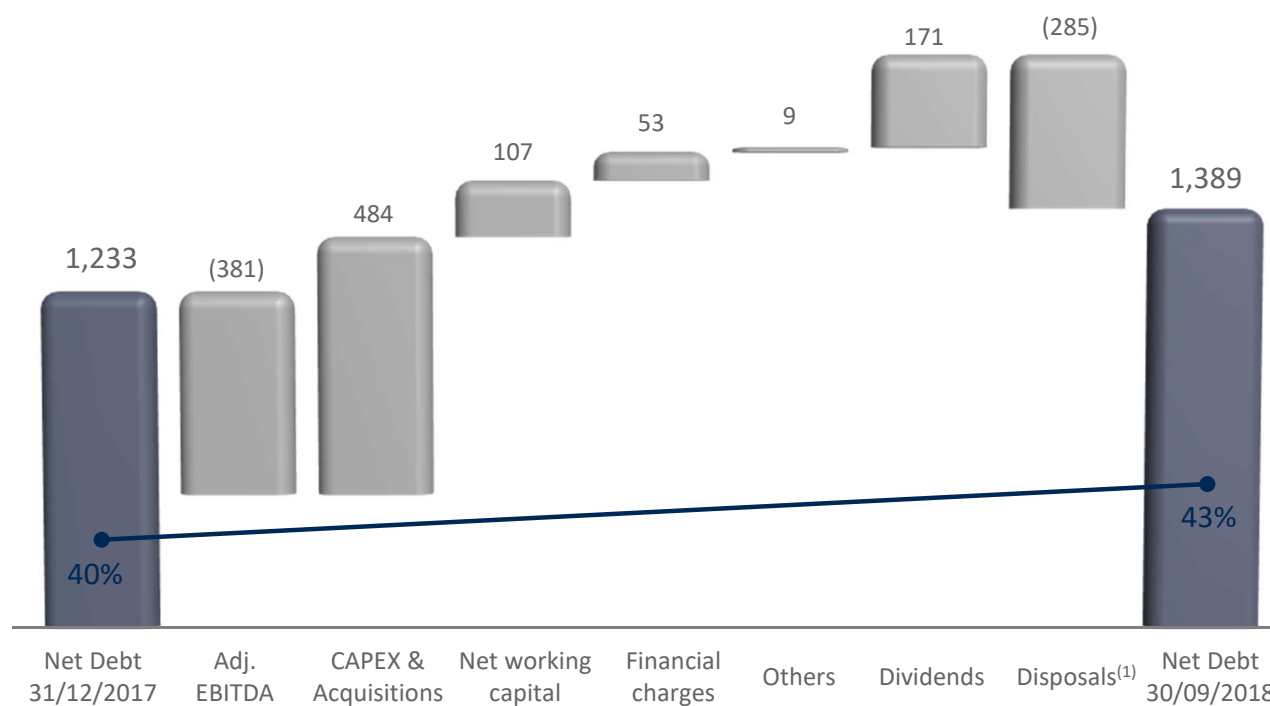


9M 2018 GROUP EBITDA EVOLUTION





9M 2018 CASH FLOW STATEMENT



●—● Leverage

⁽¹⁾ It includes €179mn referred to TotalERG disposal (on January 10, 2018), and €106mn referred to Brockaghboy disposal (on March 8, 2018)



WIND: KEY FIGURES (1/2)

9M 2018	9M 2017		3Q 2018	3Q 2017
1,791	1,768	Installed capacity (end-period, MW)	1,791	1,768
		<i>of which:</i>		
1,093	1,094	- Italy	1,093	1,094
276	252	- France	276	252
216	216	- Germany	216	216
82	82	- Poland	82	82
70	70	- Romania	70	70
54	54	- Bulgaria	54	54
0	0	- UK	0	0
2,509	2,532	Electricity Production (GWh)	578	723
		<i>of which:</i>		
1,490	1,523	- Italy	338	444
375	337	- France	79	93
234	237	- Germany	56	61
151	166	- Poland	39	45
130	153	- Romania	39	42
101	116	- Bulgaria	26	38
29	0	- UK	0	0



WIND: KEY FIGURES (2/2)

9M 2018	9M 2017	Euro millions	3Q 2018	3Q 2017
Unitary Revenues (€/MWh):				
125	147	- Italy	131	140
87	89	- France	87	90
94	95	- Germany	95	94
58	44	- Poland	58	49
53	58	- Romania	60	42
72	63	- Bulgaria	73	62
100	n.a.	- UK	n.a.	n.a.
Adjusted EBITDA:				
146	178	- Italy	30	46
20	20	- France	2	5
14	15	- Germany	3	3
6	2	- Poland	2	1
4	6	- Romania	2	1
5	5	- Bulgaria	1	1
3	(0)	- UK	0	(0)
199	227	Total Adjusted EBITDA	40	57
(120)	(119)	Depreciation	(39)	(40)
79	108	Adjusted EBIT	1	17

SOLAR: KEY FIGURES



9M 2018	9M 2017	Euro millions	3Q 2018	3Q 2017
109	n.a.	Electricity Production (GWh)	45	n.a.
295	n.a.	Unitary Revenues (€/MWh)	302	n.a.
28	n.a.	Adjusted EBITDA	12	n.a.
(15)	n.a.	Depreciation	(5)	n.a.
13	n.a.	Adjusted EBIT	7	n.a.

HYDRO: KEY FIGURES



9M 2018	9M 2017	Euro millions	3Q 2018	3Q 2017
1,402	884	Electricity Production (GWh)	401	232
105	107	Unitary Revenues (€/MWh)	119	122
118	73	Adjusted EBITDA	38	19
(43)	(44)	Depreciation	(14)	(15)
74	29	Adjusted EBIT	23	4

CCGT: KEY FIGURES



9M 2018	9M 2017	Euro millions	3Q 2018	3Q 2017
1,645	1,812	Electricity Production (GWh)	591	638
39	46	Unitary Revenues (€/MWh)	43	44
48	63	Adjusted EBITDA	18	23
(23)	(23)	Depreciation	(8)	(7)
25	39	Adjusted EBIT	11	16

INVESTMENTS



9M 2018	9M 2017	Euro millions	3Q 2018	3Q 2017
130	66	Wind	32	7
345	n.a.	Solar	0	n.a.
3	4	Hydro	2	2
4	5	CCGT	2	2
2	1	Corporate	1	0
484	77	Total	37	11