



Company Presentation

Strategy

Targeting more than 750 MW installed or at late stages of construction in Greece by end 2014

Diversify geographically in selected RES markets (mainly Eastern Europe & US) targeting 200-300 MW installed or at late stage of construction by end 2014

TERNA Energy – investment highlights

Experienced management team with successful **track record** in developing wind parks, consistently converting applications into operating facilities and **targeting** total RES capacity installed or at late stages of construction of **c. 1 GW by 2014**



1

Capital base strong enough to support fast profitable growth



2

Attractive regulatory framework with substantial RES support mechanisms



3

Highly visible and high quality wind pipeline targeting capacity increase to c. 1 GW by 2014



4

Technologically diversified portfolio with hydro, solar and biomass projects



5

Unique vertically integrated position with in-house successful greenfield development and RES construction capabilities



6

Profitable third party construction business operating in the attractive niche construction market of electricity-related works



SECTION 1

Overview and strategy

Portfolio

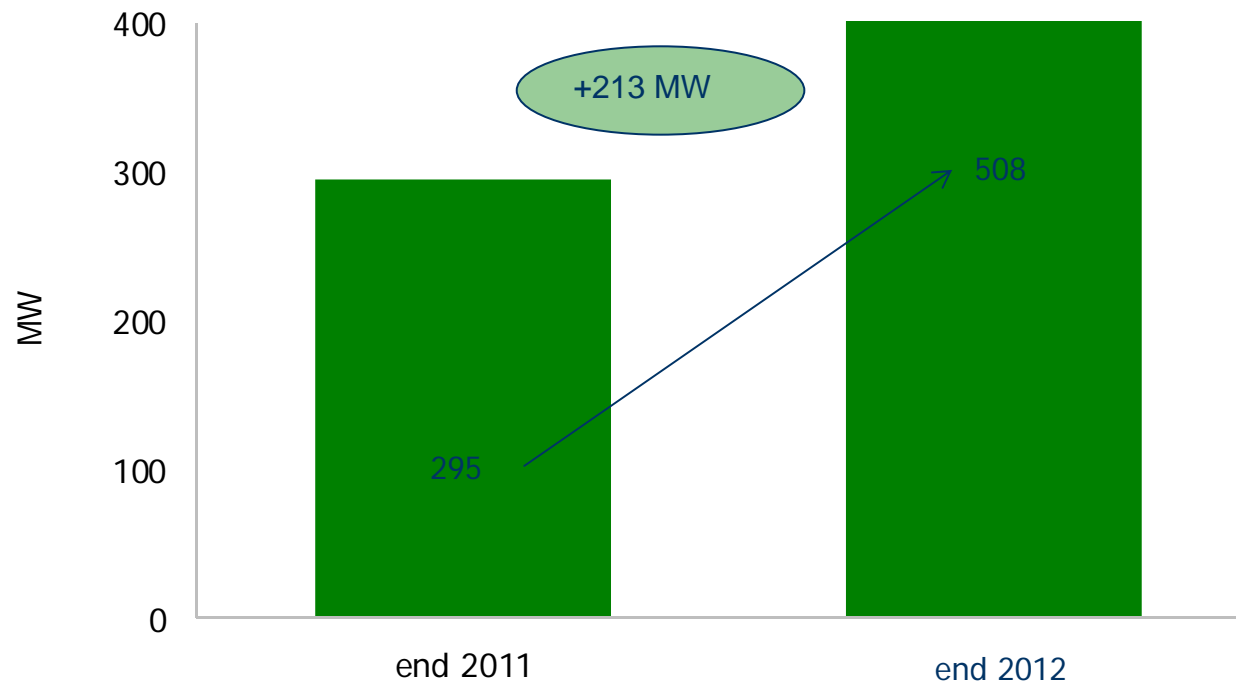
Diversified portfolio of RES projects

Expansion outside Greece

Status		Wind (MW)	SHPS & Pump Storage (MW)	P/V (MW)	Biomass & Co-generation (MW)
In operation	<i>Greece 266</i>	484	15	8,5	
	<i>Poland 74</i>				
	<i>Bulgaria 30</i>				
	<i>USA 138</i>				
Under construction (or ready to built)		243		2	
	<i>Greece 235</i>				
	<i>Poland 12</i>				
With production licence		1.660	783	18	
Application for production license filed		4.237	3.612	80	18

New installations in 2012

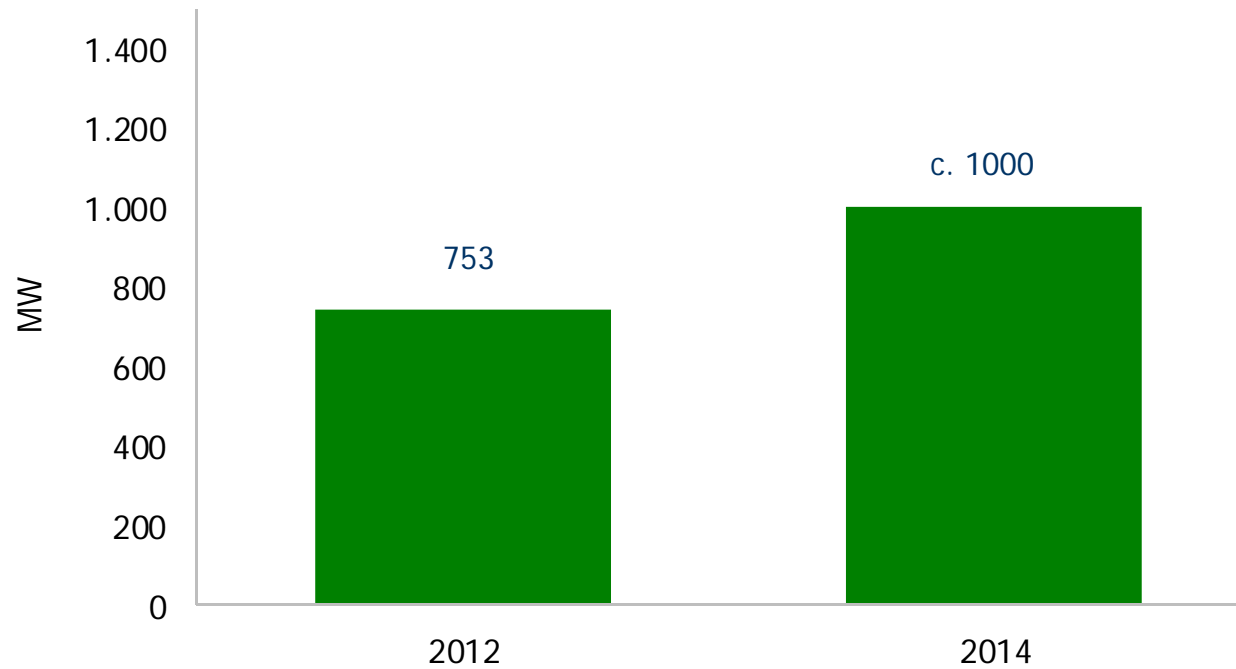
213 MW wind



Wind projects: business plan roll-out

Current RES in operation or under construction: 753 MW

Targeted installed or under construction capacity at year end



Load Factor

Average Load Factor at 28%

Load Factor	FY 2012	FY 2011
Terna Energy Wind excluding those at testing period	27,4%	27,3%
Terna Energy Including Mini Hydro and PV	28%	27,8%

Key BS items

€ million	FY 2012	9M 2012
Net Debt	295.7	308
NET DEBT is impacted with c€151.2 million spent for the under construction RES (253 MW)		

Key CF items

€ million	FY 2012	FY 2011
Operating Cash Flow (before WC changes)	53.2	34.4

€ million	FY 2012	FY 2011
CAPEX	216.6	194.1
CAPEX will continue at a fast pace		

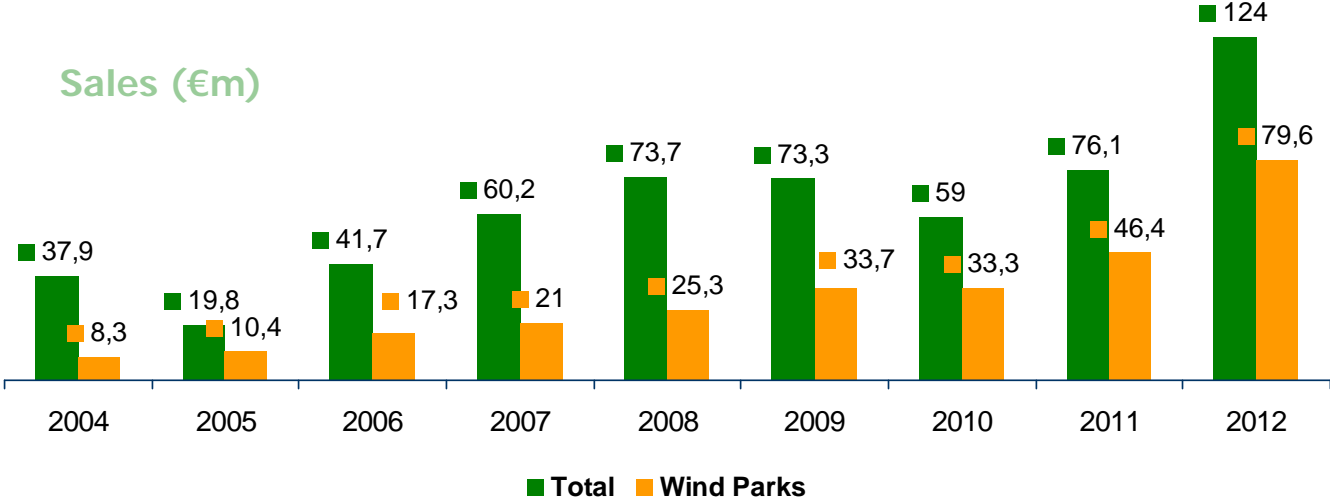


SECTION 2

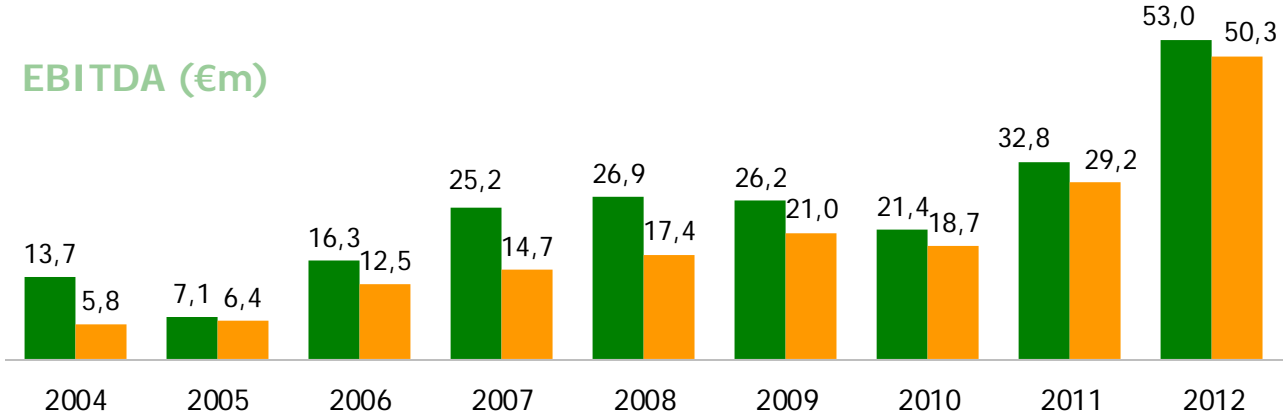
Financial overview

Historic financials

Sales (€m)



EBITDA (€m)



Segments – Results

million €	SALES			EBITDA			EBIT			NET INCOME bm		
	FY 12	FY 11	Ch%	FY 12	FY 11	Ch%	FY 12	FY 11	Ch%	FY 12	FY 11	Ch%
Segments												
Energy	79.6	46.5	+71.2	50.3	29.2	+72.1	32.3	20	+61.1	13.2	13.5	-2.7
Construction	44.4	29.7	+49.7	2.7	3.6	-25.9	2.5	3.5	-27.1	1.3	1.6	-21.6
Total	124	76.2	+62.8	53	32.8	+61.2	34.8	23.5	+48	14.5	15.1	-4.7

Energy results impacted with holding (expansionary) costs, resulting to consolidated Energy EBITDA margin at c63% – on a project level, EBITDA margin reaches 80% - gradually, consolidated EBITDA will be similar to project EBITDA

Capital structure and dividend policy

Funding of RES projects on the basis of
25% equity/75% debt

Dividend policy set by minimum legal
requirements in order to fund future growth

Renewable energy market momentum

Three factors drive renewable energy market momentum globally

Environmental awareness

- Public concern for “clean” energy sources steadily growing driven by rising environmental awareness

Regulatory framework

- Global-scale political support for the development of renewable energy sources
- Kyoto Protocol established the framework
- EU Renewable Energy Directive set targets for EU Member States to achieve by 2020
 - 20% of electricity to be produced from RES in the EU
- Growing concern for polluting gases encourages continuous research and development for more efficient RES technology

Technology

- Goal to refine and master existing renewable energy sources by developing new generation sources and technologies



APPENDIX

Financial Data

Profit & Loss

PROFIT & LOSS FY 2012		
	1/1 - 31/12	1/1 - 31/12
	2012	2011
Continuing Operations		
Net Sales	124,020	76,165
Cost of goods sold	(75,153)	(44,142)
Gross Profit	48,867	32,023
Administration Expenses	(13,741)	(10,424)
RnD Expenses	(2,459)	(2,957)
Other Income/expenses	2,207	4,915
Operating results	34,874	23,557
Net Financial Income/Expenses	(15,484)	(3,068)
Pre tax profit	19,390	20,489
Taxes	(4,963)	(5,349)
Net Profit from continuing operations	14,427	15,140
Other income recognized directly in Equity from:		
Foreign exchange differences from incorporation of foreign units	(240)	809
Cash Flow Hedge Gain/(Losses)	(7,311)	(3,511)
Capital Increase Expenses	(81)	(20)
Income tax recognized directly in Equity	670	4
Other income/expenses for the period net of income tax	(6,962)	(2,718)
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	7,465	12,422
Net results attributed to:		
Shareholders of the parent from continued activities	14,216	14,685
Minority interest from continued activities	211	455
Total income attributed to:		
Shareholders of the parent from continued activities	7,254	11,967
Minority interest from continued activities	211	455
Earnings per share (in Euro)		
From continued activities attributed to shareholders of the parent	0.1307	0.1332
Average weighted number of shares	108,737,021	110,248,215

Balance Sheet

BALANCE SHEET – FY 2012		
	31.12.2012	31.12.2011
ASSETS		
Fixed assets	769,424	580,328
Investment Property	923	923
Intangible assets	29,589	32,194
Participations and other long-term financial assets	17,325	14,081
Inventories	3,303	1,626
Trade receivables	56,805	25,254
Other current assets	176,906	106,763
Investments available for sale	-	239
Cash & cash equivalents	126,778	167,792
TOTAL ASSETS	1,181,053	929,200
LIABILITIES AND EQUITY		
Share capital	32,796	32,800
Other equity	327,929	334,690
Total shareholders' equity	360,725	367,490
Minority interests	2,329	2,119
Total Equity	363,054	369,609
Long term bank debt	292,582	165,012
Provisions/ Other L/T Liabilities	337,048	193,603
Short term bank debt	100,355	104,853
Other S/T Liabilities	88,014	96,123
TOTAL LIABILITIES	817,999	559,591
TOTAL LIABILITIES AND EQUITY (a) + (b)	1,181,053	929,200

CASH FLOW

CASH FLOW STATEMENT – FY 2012		
	1/1-31/12/2012	1/1-31/12/2011
Operating activities		
Profit before tax	19,390	20,489
Plus/less adjustments for:		
Depreciation	23,917	12,191
Provisions	196	10
Interest and related income	(4,384)	(6,504)
Interest and related expenses	19,868	9,572
Amortization of grants	(4,840)	(2,578)
Other adjustments	(941)	1,249
Operating profit before changes in working capital	53,206	34,429
Plus/Less adjustments for working capital account movements or movements related to operating activities		
Decrease / (increase) in inventories	(1,676)	571
Decrease / (increase) in receivables	5,171	(16,415)
(Decrease) / increase in liabilities (other than to banks)	(21,248)	20,428
(Less):		
Taxes paid	(4,116)	(4,482)
Total inflows / (outflows) from operating activities (a)	31,337	34,531
Investing activities		
Purchases of tangible & intangible assets	(220,248)	(194,886)
Interest received	4,803	4,769
Investments in Associates	-	(1,892)
Collection of grants	30,458	64,323
Net change in provided loans	(880)	(8,000)
(Purchases)/sales of participations and securities	-	(8,365)
Total inflows / (outflows) from investing activities (b)	(185,867)	(144,051)
Financing activities		
Proceeds/(Outflows) from share capital Decrease/(Increase)	(4,763)	(1,029)
Purchases of treasury shares	(2,130)	(3,984)
Net change in long-term loans	102,360	127,781
Net change in short-term loans	(3,164)	(22,452)
Interest and related expenses paid	(22,431)	(11,011)
Dividends paid	(6,680)	(4,411)
Change in other current assets	50,827	(250)
Total inflows / (outflows) from financing activities (c)	114,019	84,644
Effect of FX differences on cash equivalents (d)	(503)	(205)
Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c) +(d)	(41,014)	(25,081)
Cash and cash equivalents at the beginning of the period	167,792	192,873
Cash and cash equivalents at the end of the period	126,778	167,792