

FAMILY OFFICE INVESTOR DAY
II edizione



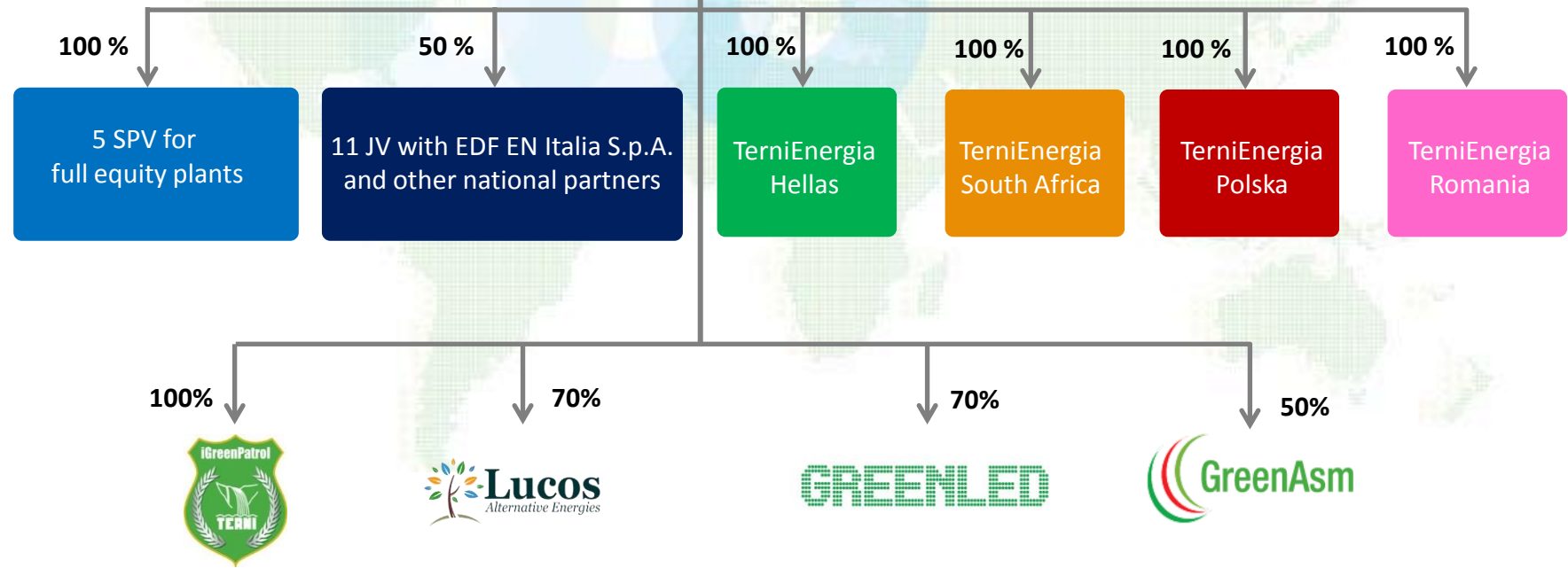
Milano, Sala Convegni Intesa Sanpaolo - 4 marzo 2013

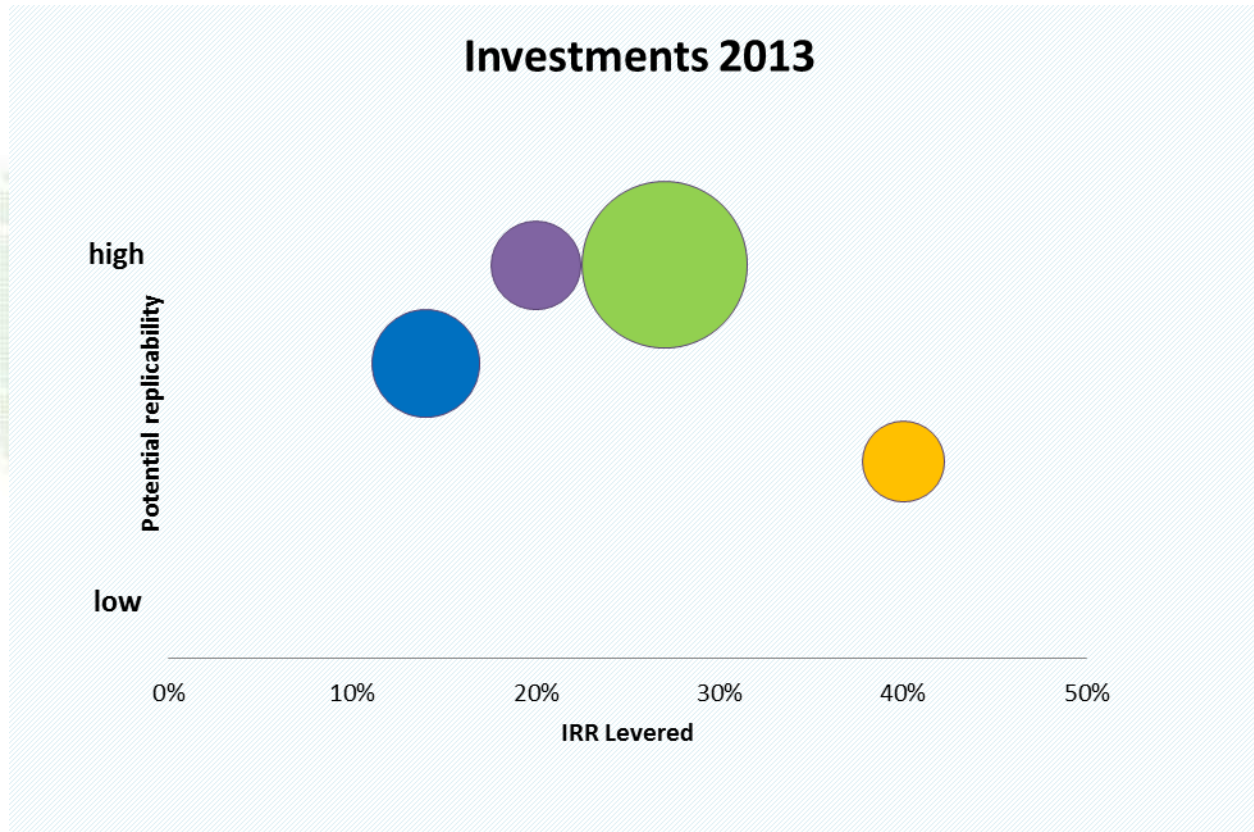


TerniEnergia

Milano, Family Office Investor Day

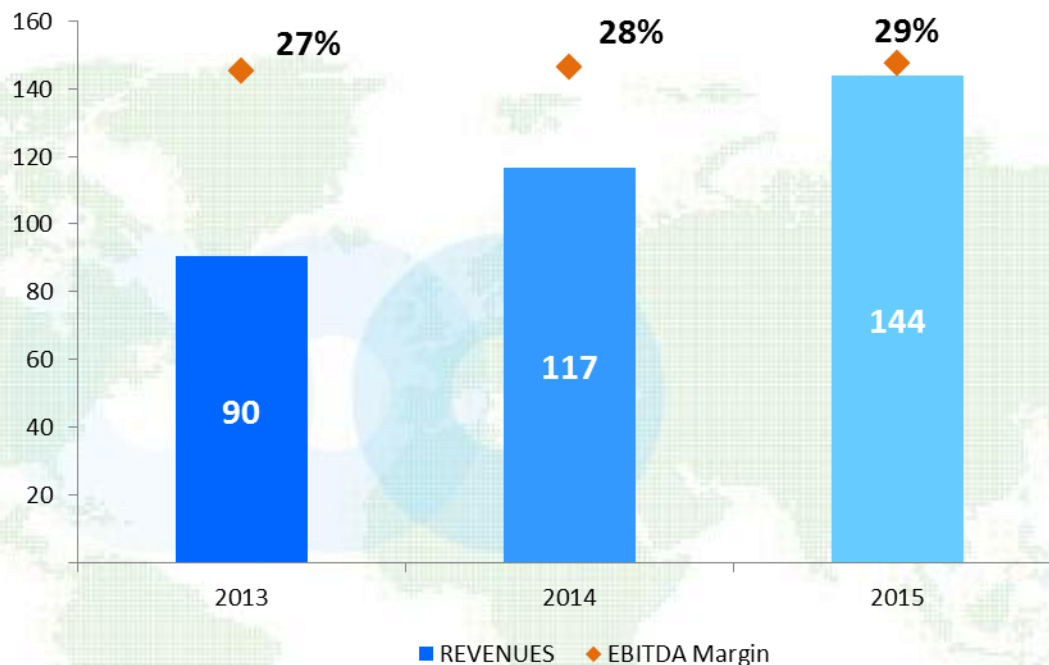
March 4th, 2013





- Planned investments for 2013 amounted to € 20 million in the areas of:
 - Treatment and recovery marginal resources █
 - Power generation █
 - water purification █
 - Energy efficiency and cogeneration █
- Profitability and investment high replicability

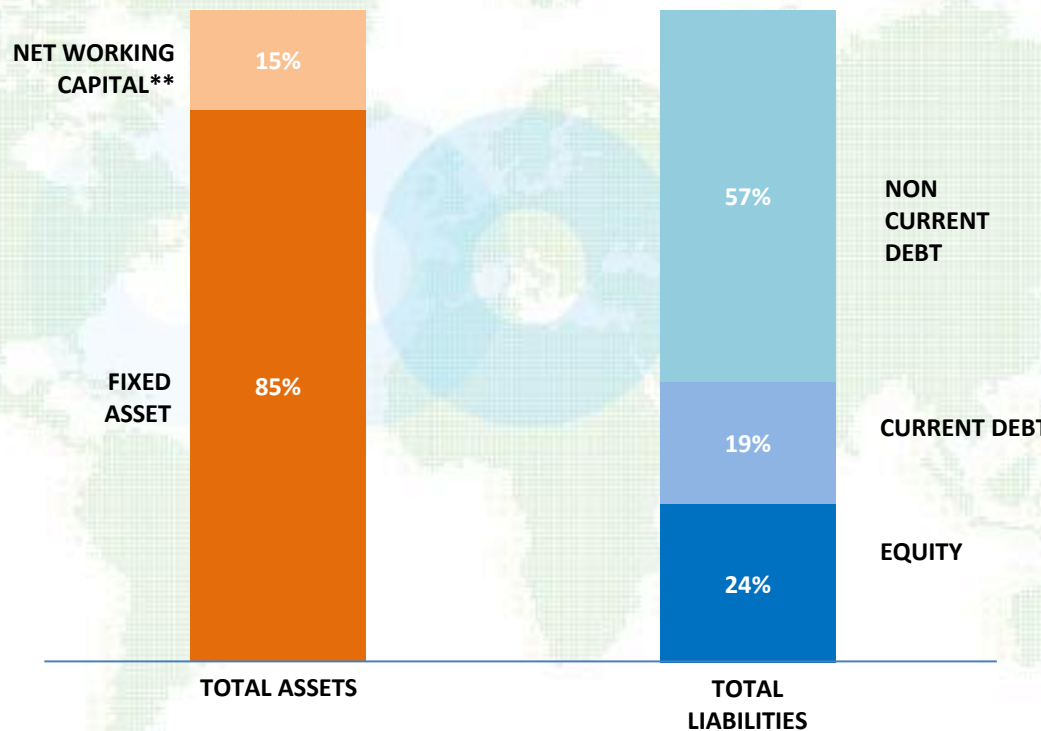
Changes in the value of production and margins



- Revenues rose from € 90m in 2013 with a CAGR of 17%. Continue the gradual change in the composition started in 2012 in favor of business in recurring revenue resulting from the entry into operation of facilities owned, with a diversity of plants that are not only more but also solar and biomass recovery of marginal materials.
- The EBITDA margin increased gradually to the impact of margins generation, more stable due to the new mix of the business.

(*) Data relating to the aggregate business of the Group TerniEnergia, after the merger with TerniGreen - Proforma resulting from the proportional consolidation of the Power Generation.

Break down Balance sheet 2013

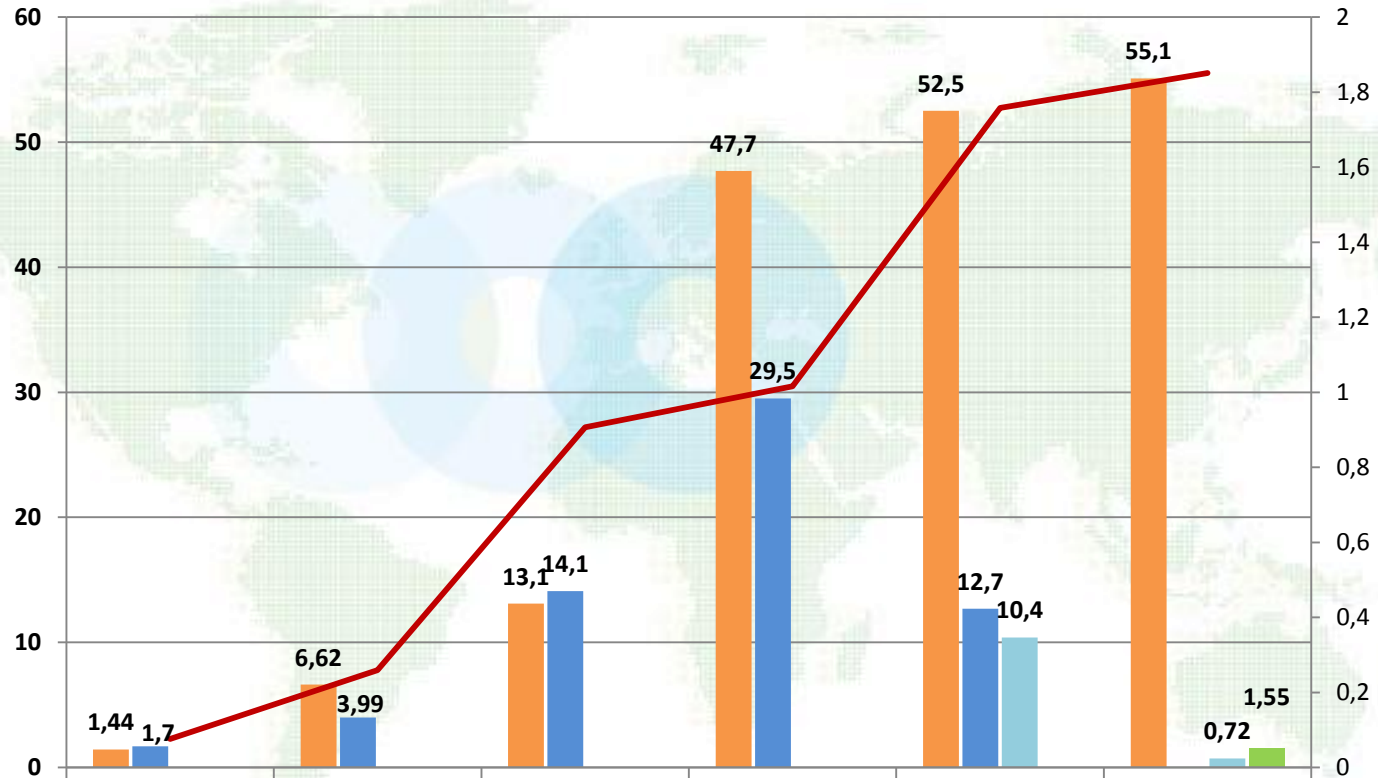







- Gearing Ratio < 1,1 (PFN/Debit short)
- Copertura Fixed Assets 3,3 (Fixed Asset\Equity)

(*) Data relating to the aggregate business of the Group TerniEnergia, after the merger with TerniGreen - Proforma resulting from the proportional consolidation of the Power Generation.

(**) Including Provision and other liabilities

Total Installed at December 31th, 2012: 251 MWp



 PV - EPC (MWp)	1,44	6,62	13,1	47,7	52,5	55,1
 PV - JV (MWp)	1,7	3,99	14,1	29,5	12,7	
 PV - FE (MWp)					10,4	0,72
 BIOMASSE - FE (MWp)						1,55
 Average MWp	0,076	0,259	0,907	1,016	1,758	1,85

Net Profit 2012 Growth

