



Prato, 11 May 2016

PRESS RELEASE

2016 financial statements approved by the shareholders

- *Net income: Euro 15.1 million*
- *Revenues: Euro 1,044.4 million*
- *Gross Operating Margin (EBITDA): Euro 86.6 million*
- *Investments: Euro 61.3 million*

The Estra Group ended financial year 2016 with **total revenues of 1,044.4 million**, a 13.3% increase with respect to 2015, **gross operating margin (EBITDA) of 86.6 million** (a 45% increase with respect to 2015, not considering the one-off capital gains deriving from the disposal of the gas distribution system in the Municipality of Prato) and with **consolidated net profit of Euro 15.1 million**, down with respect to 2015, weighed down by significant one-off components, in particular the cited capital gains

Shareholders' equity rose from Euro 270.3 to **320.5 million** (a 61.9% increase).

In 2016, Estra saw significant growth thanks to industrial operations and commercial development policies. More specifically, the Group completed significant M&A transactions with Coopgas and Prometeo. In February, an agreement was signed with CPL Concordia to acquire 100% of the gas and electricity sales company Coopgas and, in April, the Estra Group obtained control, through Estra Energie, over the sales company Prometeo (59.59% of units). Also through Estra Energie, in August 2016 the Estra Group acquired 45% of Piceno Gas Vendita.

Thanks to these operations and the implementing of organic growth strategies throughout Italy, the Estra group reached a total of almost **750 thousand customers**, placing it among the top ten Italian utilities in the energy sector.

In the last financial year, the multi-utility sold **1,200 million cubic metres of natural gas**, showing a 9.6% increase with respect to 2015 and **distributed 554 million** through its own gas network of more than 5,000 km.

Relative to **electricity**, sales in 2016 reached **708 Gwh**, a 35% increase over 2015.

In 2016, **investments** remained stable with respect to the previous financial year, reaching **61.3 million**. Investments mainly involved the M&A operations carried out during the year, as well as methane distribution networks and systems, and commercial activities to acquire gas and electricity customers.

During 2016, the Group developed its energy efficiency services and saw its telecommunication development strategies confirmed, through the installation of fibre-optic wires in various significant areas.

In November 2016, with the objective of optimising its flexibility and financial strength, Estra successfully issued an **€ 80 million** non-convertible **bond loan** (guaranteed by the subsidiary Centria), subscribed by institutional investors.

The bonds, with a maturity of 7 years, listed with the regulated Dublin Stock Market, have a 2.45% coupon. The operation, which confirms Estra's presence on the international bond market,

represents an additional step towards diversification of its funding sources, as well as improving the Group's debt profile by increasing the average maturity.

“The year just ended, stated Chief Executive Officer Alessandro Piazzì, saw performance that was very positive as a whole. The results achieved have allowed us to further strengthen the assets upon which we are basing our growth. The significant increase in Group EBITDA and turnover demonstrate Estra's ability to face increasingly competitive external conditions by taking advantage of our company's efficiency while also improving the quality of our services.”

“With the figures in hand, Estra represents a reliable company that offer concrete support for local areas,” declared Chairman Francesco Macrì. “This is demonstrated by our profit and the size of shareholders' equity, an important indicator that the company has created lasting value and a fundamental requirement for a business as a going concern. The growth and consolidation seen over the last few years demonstrate the effectiveness of the strategy the company has adopted.”

ESTRA

Estra is one of the largest multi-utilities in Italy in the energy sector which, through its various companies, provides services ranging from the sale of methane, LPG and electricity, to telecommunications, distribution of natural gas and energy services. It is a young company with deep roots in the local area, with assets of know-how and technical, organisational and operational capacities inherited from the companies which founded it. Estra, founded in 2010, is already one of the main national multi-utilities for sales of gas and electricity.