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## PRESS RELEASE

### **Estra Energie awarded 4 out of 7 lots from the Consip GAS10 tender**

*In addition to its “traditional” regions in the Centre-South (lots 4, 5 and 6), for the first time it was also awarded lot 1 in the Northwest (Piedmont, Liguria and Valle d'Aosta). Out of 20 Italian regions 12 will, from now on, be served by Estra Energie therefore, Estra Group becomes the top Consip leading company for sales volumes of gas to public administrations.*

*A provision totalling 340 million cubic meters, with a potential value exceeding € 210 million*

Four lots with a potential value of 340 million cubic meters and a total of € 210 million: these are the essential numbers associated with the lots awarded to Estra Energie, a subsidiary of the Estra Group, from the tender issued by Consip for the provision of natural gas to Italian regional public administrations for the upcoming three thermal years (“GAS10” tender).

More specifically, for the fifth consecutive year the Estra Group subsidiary has been awarded lots 4, 5 and 6 - which include Tuscany, Umbria, Marche, Lazio, Abruzzo, Molise, Campania, Puglia and Basilicata - but for the first time, it was also awarded lot 1 (Northwest), which includes Piedmont, Liguria and Valle d'Aosta. Out of 20 Italian regions 12 will, from now on, be served by Estra Energie therefore, Estra Group becomes the top Consip leading company for sales volumes of gas to public administrations.

In terms of gas volumes made available and the estimated value of the supply, the figures are as follows: for Lot 1, a value of € 64.54 million for 105 million cubic meters, for Lot 4 a value of € 33.81 million for 55 million cubic meters, for Lot 5 a value of € 73.76 million for 120 million cubic meters and for Lot 6 a value of € 38.08 million for 60 million cubic meters.

*“This result confirms our ability to compete at a national level with the biggest players on the market,” commented Francesco Macri, Estra's chairman, “but beyond the numbers, which are obviously significant, as an indirect investee company of the Municipalities, it is in our DNA to work with public administrations, to whom we know how to offer products and services that are specific and innovative and, as this tender demonstrates, competitive as well. Being a company that does business whilst maintaining links to the local area is an added value, our own special quality that we can offer to public entities.”*

*“We can offer very competitive prices, combining our customers' need to save with our own growth prospects,” added Nicola Moschillo, General Manager of Estra Energie. “Targeted growth objectives and a solid structure have been the foundation of our industrial policy for years”.*

## **Estra**

*The Estra Group is among Central Italy's leading companies in the distribution and sale of natural gas and electricity sales sector and was established in 2010 through the combination of three Tuscan multi-utility companies with public capital (Consiag S.p.A., Intesa S.p.A. and Coingas S.p.A.). At the end of 2017, Multiservizi S.p.A. di Ancona, a public multi-utility company, became part of Estra's shareholding structure. 141 municipalities in the provinces of Ancona, Arezzo, Florence, Grosseto, Macerata, Pistoia, Prato and Siena are therefore indirect shareholders of Estra.*

*The Estra Group operates through its subsidiaries, joint ventures and related companies mainly in Tuscany, Umbria, Marche, Abruzzo, Molise, Campania and Calabria and is active in the distribution, sale and supply of natural gas, in the distribution and sale of LPG and in the sale and supply of electricity. In addition, it operates in telecommunications, in the planning and management of energy services and in renewable energy production.*

### Contact

#### **Barabino & Partners**

Tel.: 06/679.29.29

Massimiliano Parboni

[m.parboni@barabino.it](mailto:m.parboni@barabino.it)

Cell.: 335/8304078

Alessandra Gucciardi

[a.gucciardi@barabino.it](mailto:a.gucciardi@barabino.it)

Cell.: 339/2308572

#### **Estra – Ufficio stampa**

Tel: 0574/872033 – 2027

Saura Saccenti

[ssaccenti@estraspa.it](mailto:ssaccenti@estraspa.it)

Cell. 3358104596

**Ufficio stampa ESTRASPA**

[ufficiostampa@estraspa.it](mailto:ufficiostampa@estraspa.it)