

TERNA ENERGY, established in 1997, is a subsidiary of GEK TERNA GROUP of companies, one of the major business players in the Greek market and a pioneer player in the development of the RES Industry in Europe. Today, TERNA ENERGY is a major player in the Renewable Energy Market developing Wind Farms, Hydroelectric Projects, Pumped Storage projects, Hybrid systems on the islands, Solar Energy Plants as well as Waste to Energy and Biomass Projects.

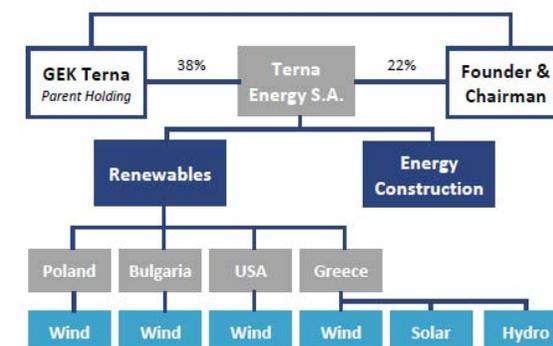
The Group's total installed capacity accounts for 986 MW. The Group has installations of 561 MW in Greece, 293 MW in the USA, 102 MW in Poland and 30 MW in Bulgaria. At the same time, the Group has RES installations currently under construction or ready for construction with a capacity of 178 MW in Greece and abroad. Overall, the Company operates, is constructing or has full licensing of 1,166 MW of RES installations in Europe and America. The Company is targeting, in the longer-term horizon, to reach almost 2,000 MW of RES projects in operation in all countries where it has selected to extend its activities. (September 2018)

## Terna Energy Company Overview

- Largest Greek renewable company
- 986 MW of installed capacity<sup>(1)</sup>
- c178 MW under construction or ready to build capacity
- Geographic diversification with 19.9% of sales in Eastern Europe and US
- Strong financial profile with 2017 revenues of €276.5 MM and EBITDA of €147.5 MM
- Market capitalization: €710 MM as of 13th September 2018

### Key Financials

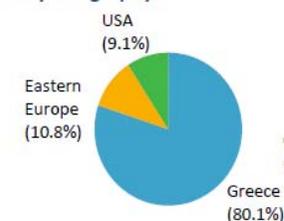
€ MM	FY13	FY14	FY15	FY16	FY17	Q1 17	Q1 18
Sales	139.6	158.3	198.6	225.6	276.5	55.5	71.7
Sales Growth	13%	13%	26%	14%	23%	10%	29%
EBITDA	69.9	74.1	99.3	115.8	147.5	35.3	45.6
EBITDA Margin	50%	47%	50%	51%	53%	64%	64%
EBIT	35.3	43.5	62.7	74.8	105.3	23.1	33.9
Net Income	4.4	5.8	17.4	21.4	37.1	9.4	12.9
Cash Flow before Working Capital Changes	70.2	74.8	103.8	116.3	150.0	n.a.	n.a.
Cash Flow Conversion <sup>(6)</sup>	100%	101%	105%	100%	102%	n.a.	n.a.
Capital Expenditure	36.0	58.1	85.9	145.5	229.2	n.a.	n.a.
Net Financial Debt	242.2	254.5	346.3	554.5	563.9	563.0	518.5
Net Financial Debt / EBITDA	3.5x	3.4x	3.5x	4.8x	3.8x	n.m	n.m



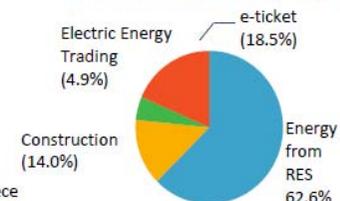
### Sales by Geography and by Business Unit

FY 2017

#### By Geography



#### By Business Unit



TERNA ENERGY is an IPP, Developer and Operator of Renewable Energy Projects with a capacity that spans from site investigation and assessment of available renewable energy potential, to the design, licensing, construction, as well as the operation, maintenance and commercial exploitation of RES projects.

TERNA ENERGY is active in the RES production carrying out three distinctive but complementary objectives:

- The company invests its own capital in the development of new electrical energy production units.
- The company develops new installations by utilizing its specialized personnel and own infrastructure / equipment: for the wind measurement, energy capacity planning, permission and construction procedures.
- It owns and commercially operates its energy units.

## Terna Energy Market Positioning

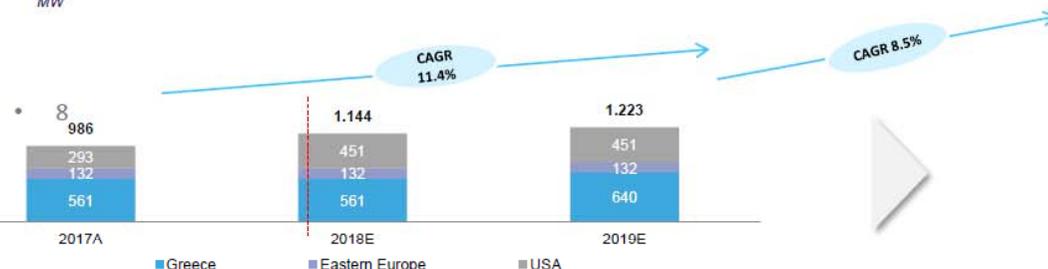
Strong Operational and Technical Excellence	
Skilled Engineering Team	<ul style="list-style-type: none"> <li>• <u>Founder and shareholder</u>, as well as key senior managers have civil and <u>mechanical engineering backgrounds</u></li> <li>• Large technical team of over <u>80 engineers</u></li> </ul>
Construction Synergies	<ul style="list-style-type: none"> <li>• Very strong operational and technical capabilities given backbone of the construction focused parent GEK Terna</li> <li>• <u>In-house</u> construction of projects</li> <li>• Track record of projects completed <u>on time and on budget</u></li> </ul>
Maintenance & Insurance Coverage	<ul style="list-style-type: none"> <li>• Maintenance agreements with the turbine manufactures working with Terna Energy's engineering teams ensures <u>transfer of valuable know-how to the company</u></li> <li>• <u>Full insurance coverage both for damages and revenue loss</u></li> <li>• Turbines come with 5-year guarantees; expected life of c.25 years</li> </ul>

## ...With a Focused Growth Strategy and Attractive Pipeline

### Focused Growth Strategy with Attractive and Visible Pipeline

A Successful Growth Story So Far With a 2 GW Target by 2025...

MW



• The Company has a strong and credible 7-year growth plan to reach c. 2 GW (by 2025)

• This can be comfortably achieved through:

- Competitive tenders in Greece (2.6 GW<sup>(1)</sup> between 2018 and 2020)
- Additional capacity in the US
- Additional capacity of 241 MW in pre- / under- construction phase
- Existing production license for c. 2.4 GW of additional capacity

2.000  
2025E

...With an Attractive and Visible Pipeline to Achieve it

Project	Type	Capacity (MW)	Total Project Cost* € MM	Cash Grant/Tax Equity € MM (1)	Project Finance Debt € MM (2)	Equity / Cash € MM (3)	COD
<b>UNDER CONSTRUCTION</b>		<b>178 MW</b>					
Fluvanna 2 (USA)*	Wind	158 MW	210	125	50	35	H1-2019
Servouni	Wind	19 MW	20	-	13	7	2019
Epirus Waste Management	Waste	1.5 MW	42	20	15	7	2019
<b>PRE-CONSTRUCTION PROJECTS</b>		<b>102.4 MW</b>					
Peloponnese Waste Management	Waste	2.4 MW	122	64	43	15	2019
Evoia SPA (A+B phase)	Wind	100 MW	120	-	85	35	2019-20
<b>TOTAL HIGH PRIORITY</b>		<b>281 MW</b>	<b>514</b>	<b>209</b>	<b>206</b>	<b>99</b>	

Notes:

1. 170.92 MW of Wind and 160.40 MW of Solar have already been auctioned on 2<sup>nd</sup> July 2018 and announced on 4<sup>th</sup> July 2018
2. €140 MM PPP agreement signed on 14 June for 28 years which will be split between a two-year construction period and a 26-year operation period
3. 237 MW of Wind and 3.9 MW of Waste
4. 1.605 MW of Wind, 761 MW of SHPS and 18 MW of Solar
5. 3,265 MW of Wind, 3,444 MW of SHPS, 15 MW of Solar and 19 MW of Biomass and Co-generation

\* Total project cost = (1)+(2)+(3) = Cash grant/Tax equity + Project finance Debt + Equity

15

TERNA ENERGY actively participates in the Greek Association of Renewable Energy Producers, ([www.hellasres.gr](http://www.hellasres.gr)) as well as the European Renewable Energy Federation (EREF) while it is also active in international initiatives to further promote the use of RES.