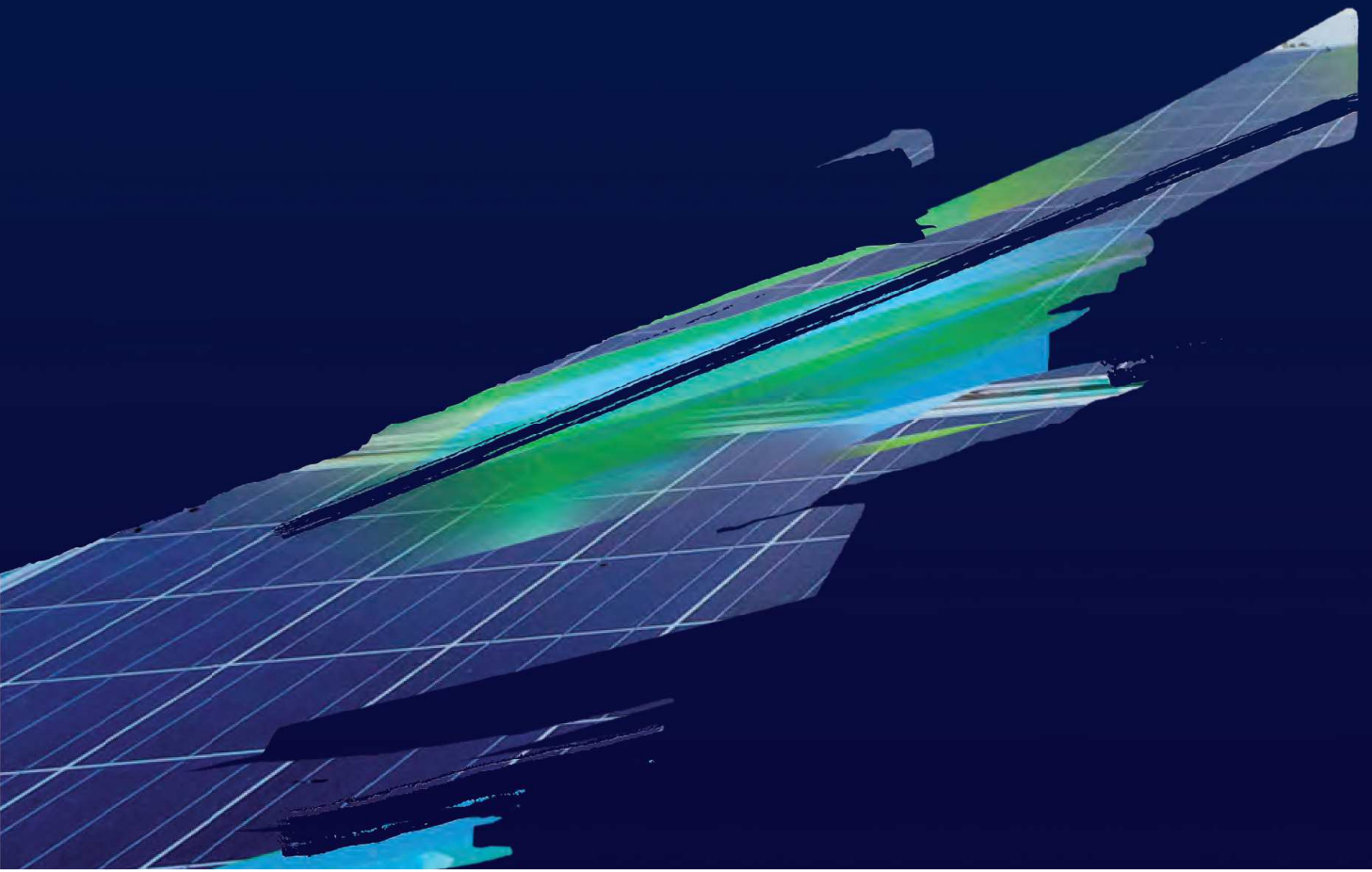


5 DATA AND INDICATORS



DATA AND INDICATORS

ECONOMIC AND FINANCIAL RESULTS

		2017	2016	2015
Revenues from ordinary operations	million EUR	1,056	1,025	944
EBITDA at replacement cost	million EUR	472	455	350
EBIT at replacement cost	million EUR	220	202	179
Net Profit	million EUR	207	125	24
of which Group Net Profit	million EUR	207	122	21
Group net profit (loss) at adjusted replacement cost ⁽¹⁾	million EUR	142	107	96
Cash flow from operations	million EUR	400	402	192
Total net financial indebtedness	million EUR	1,233	1,557	1,448
Net invested capital	million EUR	3,110	3,286	3,124
Investments ⁽²⁾	million EUR	54	60	106
Financial leverage		40%	47%	46%

⁽¹⁾ Does not include inventory gains (losses) of TotalErg, non-recurring items and related applicable theoretical taxes.

⁽²⁾ In investments in tangible and intangible fixed assets. Not including M&A investments for 39.5 million EUR in 2017 for the acquisition of the companies of the DIF Group in Germany and the M&A investments for 306 million EUR made in 2016.

Total revenues in 2017 include 100 thousand EUR in grants from Public Administration or the European Community for employee training. ERG Group does not donate to political parties.

ERG SHARES

		2017	2016	2015
Year-end reference price	EUR	15.40	10.20	12.47
Maximum price	EUR	16.50	⁽¹⁾ 12.45	13.65
Minimum price	EUR	9.96	⁽¹⁾ 8.88	8.91
Average price	EUR	12.62	10.61	11.79
Average volume	no.	249,533	244,424	251,434
Market capitalization	million EUR	2,315	1,535	1,874

⁽¹⁾ Maximum price recorded on 12 December 2017, lowest price recorded on 9 January 2017.

OPERATING DATA AND INDICATORS

		2017	2016	2015
Total electricity production	GWh	7,210	7,552	5,330
of which from renewable energy sources	GWh	4,757	4,859	2,698
Market share of power generation in Italy		1.8%	2.7%	2.0%
Sales of electricity	GWh	11,747	12,303	10,113
Market share of power sales in Italy		3.3%	3.9%	3.2%

PERSONNEL, ORGANISATION OF WORK AND INDUSTRIAL RELATIONS

		2017	2016	2015
Employees at 31/12	no.	714	715	666
Executives at Genoa site	no.	37 59%	40 70%	39 74%
Middle managers	no.	169	161	155
Administrative staff	no.	331	344	308
Workers	no.	177	170	164
Other external collaborators	no.	⁽⁴⁾ 32	35	21
Part time employees (Italy)	%	4.1%	3.8%	3.9%
Percentage of overtime (Italy)	%	4.8%	4.9%	⁽²⁾ 5.0%
Unionisation rate	%	31.0%	26.9%	30.6%
Ongoing labour disputes	no.	2	⁽¹⁾ 4	2
Strike ⁽³⁾	hours	0	272	⁽²⁾ 48
Turnover ⁽⁵⁾ (inbound staff + outbound staff)/headcount at 31/12	%	10.2%	6.8%	11.9%
Inbound turnover	%	5.0%	9.9%	17.7%
Outbound turnover	%	5.2%	3.2%	8.4%

[1] Two acquired by ERG Hydro. [2] The figure does not include ERG Hydro. [3] Hours of Italy-wide strikes.

[4] The 2017 figure includes 22 men and 10 women, the 2016 figure includes 24 men and 11 women. [5] The indicator does not count the staff that have joined/left the Group as a result of acquisitions/disposals of companies, so as to show the real change in staff during the year.

TRAINING

		2017	2016	2015
Total training	hours	37,950	31,787	27,584
Average training per employee	days/emp	6.6	5.6	5.7

	2017			2016		
	Men hours	Women hours	Total	Men hours	Women hours	Total
Executives	2,003	171	2,174	1,092	164	1,256
Middle managers	7,533	2,578	10,111	6,166	1,557	7,723
Administrative staff	14,600	4,455	19,055	11,438	4,310	15,748
Workers	6,348	262	6,610	7,023	37	7,060
Total	30,484	7,466	37,950	25,719	6,068	31,787

	2017		2016	
	Men h/emp	Women h/emp	Men h/emp	Women h/emp
Executives	57.2	85.5	29.5	54.6
Middle managers	60.8	57.3	52.2	36.2
Administrative staff	62.9	45.0	47.5	41.8
Workers	36.5	87.3	41.6	37.0

DETAILED ANALYSIS OF PERSONNEL (NO. OF EMPLOYEES)

COLLECTIVE LABOUR AGREEMENTS APPLIED	2017		2016	
	Number	%	Number	%
Energy and Oil	372	52%	378	53%
Metalworking and Mechanical Engineering	151	21%	147	20%
Electric	112	16%	105	15%
Foreign contracts	42	6%	45	6%
Industrial executives	37	5%	40	6%
Total	714	100%	715	100%

LOCATION OF PERSONNEL	2017			2016		
	Men	Women	Total	Men	Women	Total
Genoa	127	94	221	139	99	238
Siracusa	122	7	129	135	9	144
Rome	37	12	49	15	9	24
Terni (<i>various neighbouring sites</i>)	93	13	106	91	15	106
Abroad	34	14	48	37	11	48
Other Italian locations	152	9	161	148	7	155

TYPE OF CONTRACT	2017			2016		
	Men	Women	Total	Men	Women	Total
Fixed-term contract - Full time	1	2	3	4	2	6
Fixed-term contract - Part-time	-	-	-	-	-	-
Permanent contract - Full time	564	118	682	561	121	682
Permanent contract - Part-time	-	29	29	-	27	27
Group Total	565	149	714	565	150	715

JOB CLASSIFICATION	2017			2016		
	Employee	Protected category	Total	Employee	Protected category	Total
Executives	37	-	37	40	-	40
Middle managers	164	5	169	157	4	161
Administrative staff	313	18	331	324	20	344
Workers	176	1	177	169	1	170
Group Total	690	24	714	690	25	715

BREAKDOWN BY PROFESSIONAL CATEGORY AND GENDER	2017			2016		
	Men	Women	Total	Men	Women	Total
Executives	35	2	37	37	3	40
Middle managers	124	45	169	118	43	161
Administrative staff	232	99	331	241	103	344
Workers	174	3	177	169	1	170
Group Total	565	149	714	565	150	715

BREAKDOWN BY BY AGE BRACKET AND GENDER	2017			2016		
	Men	Women	Total	Men	Women	Total
<30 years	32	4	36	39	5	44
30 - 49 years	371	115	486	369	116	485
>= 50 years	162	30	192	157	29	186
Group Total	565	149	714	565	150	715

PARENTAL LEAVE	2017			2016		
	Men	Women	Total	Men	Women	Total
Employees that used parental leaves during the year	19	33	52	2	24	26
Persons returning from parental leave by 31 December 2017	19	33	52	2	24	26
Personnel resigning due to maternity	-	-	-	-	-	-

EMPLOYEES ELIGIBLE FOR RETIREMENT IN ITALY	2017		2016
	In the next 5 years	In the next 10 years	
Executives	0%	8.1%	n/a
Middle managers	0%	3.1%	n/a
Administrative staff	0%	6.0%	n/a
Workers	0%	2.4%	n/a
Total	0%	4.4%	2.9%

(1) Figure referring to Italian employees: employees (male or female) are considered pensionable at age 70 regardless of the date of their first employment (a simplified application of the Fornero - old-age pension insurance reform). Abroad, just one employee is eligible for retirement within 10 years.

OTHER INDICATORS	2017	2016	2015
Female employment (%)	20.9%	21.0%	20.6%
of which: female employment at Genoa site (%)	42.5%	41.6%	42.4%
Average time at company (years)	9.8	8.9	8.8
Average employee age (years)	43.6	43.8	43.4

DETAILED ANALYSIS OF TURNOVER - ITALY (NO. OF EMPLOYEES)

PERSONNEL EMPLOYED BY AGE AND GENDER Age	2017			
	Men	Women	Total	Turnover rate
< 30 years	9	1	10	35.7%
between 30 and 49 years	14	1	15	8.0%
>= 50 years	1	0	1	0.2%
Total	24	2	26	
Inbound turnover rate	4.5%	1.5%	3.9%	

PERSONNEL EMPLOYED BY AGE AND GENDER Age	2016			
	Men	Women	Total	Turnover rate
< 30 years	10	1	11	31.4%
between 30 and 49 years	8	6	14	3.1%
>= 50 years	7	3	10	5.5%
Total	25	10	35	
Inbound turnover rate	4.7%	7.2%	5.2%	

OUTBOUND EMPLOYEES BY AGE AND GENDER Age	2017			
	Men	Women	Total	Turnover rate
< 30 years	1	1	2	7.1%
between 30 and 49 years	8	3	11	5.9%
>= 50 years	10	2	12	2.7%
Total	19	6	25	
Outbound turnover rate	3.6%	4.4%	3.8%	

OUTBOUND EMPLOYEES BY AGE AND GENDER Age	2016			
	Men	Women	Total	Turnover rate
< 30 years	1	0	1	2.9%
between 30 and 49 years	9	4	13	2.9%
>= 50 years	9	0	9	5.0%
Total	19	4	23	
Outbound turnover rate	3.6%	2.9%	3.4%	

DETAILED ANALYSIS OF TURNOVER - ABROAD (NO. OF EMPLOYEES)

PERSONNEL EMPLOYED BY AGE AND GENDER Age	2017			
	Men	Women	Total	Turnover rate
< 30 years	5	0	5	62.5%
between 30 and 49 years	5	0	5	125.0%
>= 50 years	0	0	0	0.0%
Total	10	0	10	20.8%
Inbound turnover rate	29.4%	0.0%	20.8%	

PERSONNEL EMPLOYED BY AGE AND GENDER Age	2016			
	Men	Women	Total	Turnover rate
< 30 years	6	2	8	35.7%
between 30 and 49 years	18	5	23	8.0%
>= 50 years	5	0	5	0.2%
Total	29	7	36	
Inbound turnover rate	4.5%	1.5%	3.9%	

OUTBOUND EMPLOYEES BY AGE AND GENDER Age	2017			
	Men	Women	Total	Turnover rate
< 30 years	1	0	1	12.5%
between 30 and 49 years	7	2	9	225.0%
>= 50 years	2	0	2	5.6%
Total	10	2	12	
Outbound turnover rate	29.4%	14.3%	25.0%	

OUTBOUND EMPLOYEES BY AGE AND GENDER Age	2016			
	Men	Women	Total	Turnover rate
< 30 years	0	0	0	0.0%
between 30 and 49 years	0	0	0	0.0%
>= 50 years	0	0	0	0.0%
Total	0	0	0	
Outbound turnover rate	0.0%	0.0%	0.0%	

SAFETY*

INJURIES IN THE WORKPLACE (NO.)	Men	Women	Total 2017	Total 2016	Total 2015
Genoa	-	-	-	1	-
Siracusa	2	-	2	-	-
Rome	-	-	-	-	-
Terni	-	-	-	-	-
Abroad	2	-	2	-	-
Other locations	2	-	2	1	3
Total	6	-	6	2	3

FREQUENCY INDEX	Men	Women	Total 2017	Total 2016	Total 2015
Italy	4.31	-	3.53	n/a	n/a
Abroad	28.18	-	20.03	n/a	n/a
Total	6.01	-	4.87	1.74	2.90

Frequency index calculated as (no. of injuries x 1,000,000)/no. hours worked

SEVERITY INDEX	Men	Women	Total 2017	Total 2016	Total 2015
Italy	0.30	-	0.24	n/a	n/a
Abroad	0.34	-	0.24	n/a	n/a
Total	0.30	-	0.24	0.03	0.12

Severity index calculated as (no. of days lost x 1,000)/no. hours worked

OTHER SAFETY INDICATORS	Men	Women	Total 2017	Total 2016	Total 2015
Sick leave rate ⁽¹⁾ (%)	1.5%	1.8%	1.6%	1.9%	2.2%
Working days lost due to injuries in the workplace (no.)	300	-	300	40	121
Cases of occupational disease (no.)	-	-	-	-	-
Rate of occupational disease (%)	-	-	-	-	-
Work-related deaths (no.)	-	-	-	-	-

* The safety indicators do not count the "other external collaborators".

The figures relating to the hours worked by foreign employees have been estimated on the basis of the workable days (260), number of employees (48 - including office and O&M personnel), and daily working hours (8). The breakdown by gender was made on the basis of managerial estimates.

1) Sick leave rate refers to just the Italian employees (no. of days absence/days workable).

SAFETY

THIRD-PARTY COMPANY INJURIES		2017	2016	2015
Third-party company injuries	no.	4	1	3
Frequency index – third party companies - Total		7.28	2.14	6.56
Frequency index – third party companies - Italy		2.47	n/a	n/a
Frequency index – third party companies - Abroad		20.67	n/a	n/a
Severity index – third party companies - Total		0.05	0.06	0.30
Severity index – third party companies - Italy		0.06	n/a	n/a
Severity index – third party companies - Abroad		0.03	n/a	n/a

METHOD FOR ESTIMATING HOURS WORKED - THIRD PARTY COMPANIES

The hours worked by the employees of third party companies have been estimated differently according to the technology involved.

Hydro plants, Power, Wind Italy and Office: manual recording of the hours worked.

Wind Farms abroad: the estimate of the hours worked, given the technical impossibility of recording the presence of the O&M contractors with global service agreements, is based on a hypothesis that one FTE can service 15 MW, multiplied by workable days (260) and by 8 hours.

METHOD FOR CALCULATING DAYS LOST DUE TO INJURIES - THIRD PARTY COMPANIES

Report sent by the company of the injured worker.

SUPPLIERS

		2017	2016	2015
Active suppliers (transactions with at least one order)	no.	1,564	1,553	1,454
with registered offices or a billing address in Italy	%	71%	86%	89%
with registered offices or a billing address in the regions where our plants are located	%	35%	33%	32%
% expenditure local suppliers (Italy/total)	%	74%	59%	93%
Qualified suppliers on Vendor List	no.	920	1,147	1,042
of which: qualified based on HSE parameters	no.	226	313	248
Newly qualified suppliers in the year	no.	61	51	41
of which: newly qualified based on HSE parameters in 2017	no.	31	28	39
Average qualification time	days	103	110	114
% of tenders (of total value of purchases) ⁽¹⁾	%	41%	–	–
% of tenders (of total value of purchases)	%	–	52%	45%
% of tenders (of total number of purchases) ⁽¹⁾	%	31%	–	–
% of tenders (of total number of purchases)	%	–	29%	24%

1) The 2017 indicators have been calculated following a different method with respect to the previous years of reporting, or rather respectively considering the tender value/total value of orders issued and the number of tenders/total orders issued which does not permit a comparison with the figures for the previous years. Accordingly, the indicators are represented separately.

CUSTOMERS

		2017	2016
Intercompany customers	no.	21	20
Industrial customers	no.	9	3
Site customers	no.	11	11

WIND - ENVIRONMENT AND COMMUNITY

		2017	2016	2015
Production	GWh	3,613	3,501	2,614
Load factor		23%	23%	21%
Indirect energy consumption ⁽¹⁾	GWh	11.1	10.9	10.0
CO ₂ avoided	kt	2,270	2,217	947
Indirect CO ₂ emissions ⁽²⁾	kt	1.4	5.5	⁽³⁾ 6.1
SF ₆ present in the electrical equipment	kg	924	896	896
SF ₆ in stock	kg	1,333	n/a	n/a
SF ₆ top ups	kg	3.2	n/a	n/a
equivalent to tons of CO ₂	t	76	n/a	n/a
F-GAS present in air conditioning systems	kg	80	90	n/a
Waste produced	t	56	50	58
of which sent to recycling	%	60.9%	n/a	n/a
Waste hazardous produced	t	35	21	37
of which sent to recycling	t	16	n/a	n/a
of which sent to recycling	%	45.7%	n/a	n/a
of which sent to disposal	t	19	n/a	n/a
of which sent to disposal	%	54.3%	n/a	n/a
Waste non-hazardous produced	t	21	29	21
of which sent to recycling	t	18	n/a	n/a
of which sent to recycling	%	85.7%	n/a	n/a
of which sent to disposal	t	3	n/a	n/a
of which sent to disposal	%	14.3%	n/a	n/a

(1) The increase in consumption is caused by the increase in the plants running.

(2) The 2016 and 2017 figures take into consideration the supplies of electricity from renewable production which does not generate emissions; the indirect emissions are calculated on the basis of the conversion factors relating to the gross thermoelectric production of each country published by Terna on its website [Source: Terna, 2015 international comparisons] according to a Location Based approach.

(3) Value recalculated with respect to that indicated in the 2016 Sustainability Report using the CO₂ emission factor of each country and based on the gross thermoelectric production [Source: Terna, 2015 international comparisons].

OFFICES IN ITALY

		2017	2016	2015
Indirect energy consumption ⁽¹⁾	MWh	1,154	1,280	1,265
Indirect CO ₂ emissions	t	363	607	697

(1) The 2016 and 2017 figures take into consideration the supplies of electricity from renewable production which does not generate emissions; the indirect emissions are calculated on the basis of the conversion factors relating to the gross thermoelectric production of each country published by Terna on its website [Source: Terna, 2015 international comparisons] according to a Location Based approach.

Wastes: wastes produced in offices are disposed of as municipal waste and therefore quantities are not accounted for.

Water consumptions: the consumptions of water in the offices refers exclusively to uses for sanitary purposes and are part of the condominium services, therefore are not accounted. They are non-material with respect to the business.

HYDROELECTRIC POWER – ENVIRONMENT AND COMMUNITY

		2017	2016	2015
Production	GWh	1,144	1,358	84
Technical availability plants		96.63%	96.52%	n/a
Energy consumption from primary sources - Diesel fuel ⁽¹⁾	litres	17,000	28,700	18,033
Indirect energy consumption	GWh	13.9	7.7	n/a
CO ₂ avoided	kt	631	775	31
Indirect CO ₂ emissions ⁽²⁾	kt	0.3	0	n/a
SF ₆ present in the electrical equipment	kg	894	894	894
SF ₆ in stock	kg	323	326	326
SF ₆ top ups	kg	2.9	n/a	n/a
equivalent to tons of CO ₂	t	68	n/a	n/a
F-GAS present in air conditioning systems	kg	179	174	173
Total releases from concession (MVF)	million m ³	1,057	970	n/a
Waste produced	t	2,866	2,747	n/a
of which sent to recycling	%	99.0%	74.0%	n/a
Waste hazardous produced	t	12	3.0	n/a
of which sent to recycling	t	11	2.4	n/a
of which sent to recycling	%	91.7%	80.0%	n/a
of which sent to disposal	t	1	0.6	n/a
of which sent to disposal	%	8.3%	20.0%	n/a
Waste non-hazardous produced	t	2,854	2,744	n/a
of which sent to recycling	t	2,827	2,036	n/a
of which sent to recycling	%	99.1%	74.2%	n/a
of which sent to disposal	t	27	708	n/a
of which sent to disposal	%	0.9%	25.8%	n/a
of which waste removed from rivers and water basins (wood and grate cleaning residues) ⁽³⁾	t	2,525	2,610	n/a
of which sent for recycling		100%	⁽⁴⁾ 77%	n/a

(1) The diesel fuel is used to fuel power supply continuity systems and for office heating; emissions are not calculated for this consumption, as the figure represents the purchases and not the consumption, furthermore no final balance is drawn up.

(2) The 2016 and 2017 figures take into consideration the supplies of electricity from renewable production which does not generate emissions; the indirect emissions are calculated on the basis of the conversion factors relating to the gross thermoelectric production of each country published by Terna on its website (Source: Terna, 2015 international comparisons) and according to the Location Based approach.

(3) Wood and grate cleaning residues removed from the rivers represent a portion of the total waste produced. They are reported separately to point out the contribution given by the activities for the territory and the hydro-geological safety of river-beds.

(4) Transfer activities to the recycling facility started in May 2016.

THERMOELECTRIC POWER – ENVIRONMENT AND COMMUNITY

		2017	2016	2015
Production	GWh	2,453	2,693	2,632
ERG Power performance index ⁽¹⁾		63.2%	62.4%	61.8%
Energy consumption (primary sources)	TOE	472,468	507,738	513,486
of which natural gas	TOE	472,468	507,738	494,148
of which natural gas	thousand m ³	550,876	592,765	575,913
of which other primary sources	TOE	–	–	19,339
Indirect energy consumption ⁽²⁾	GWh	1.6	1.6	1.7
Direct CO ₂ emissions ⁽³⁾	kt	1,130	1,216	1,230
Indirect CO ₂ emissions ⁽²⁾	kt	0.8	0.8	⁽⁴⁾ 1.0
NO _x emissions ⁽³⁾	t	364	394	386
CO emissions	t	44	46	44
SF ₆ present in the electrical equipment	kg	13,061	13,061	13,061
SF ₆ in stock	kg	370	n/a	n/a
SF ₆ top ups	kg	16	5	n/a
equivalent to tons of CO ₂	t	376	117	n/a
F-GAS present in air conditioning systems	kg	823	10	n/a
F-GAS top ups	kg	132	n/a	n/a
equivalent to tons of CO ₂	t	220	n/a	n/a
Thermoelectric CO ₂ index	kt/GWheq	0.408	0.404	0.418
Thermoelectric NO _x index	t/GWheq	0.13	0.13	0.11
Thermoelectric CO index	t/GWheq	0.016	0.015	0.015
Seawater withdrawals for plant cooling systems	million m ³	200	217	226
Well water withdrawals	million m ³	5	6	8
Water returned to the natural cycle	% of withdrawals	97.1%	97.1%	96.8%
Cooling water returned to the natural cycle	million m ³	200	217	226
Water resource use index demineralised water plant	% water produced/ inbound water	63.8%	64.2%	n/a
Waste produced	t	2,079	3,715	1,856
of which sent to recycling	%	65.3%	n/a	n/a
Waste hazardous produced	t	291	351	121
of which sent to recycling	t	110	n/a	n/a
of which sent to recycling	%	37.8%	n/a	n/a
of which sent to disposal	t	181	n/a	n/a
of which sent to disposal	%	62.2%	n/a	n/a
Waste non-hazardous produced	t	1,788	3,364	1,735
of which sent to recycling	t	1,247	n/a	n/a
of which sent to recycling	%	69.7%	n/a	n/a
of which sent to disposal	t	541	n/a	n/a
of which sent to disposal	%	30.3%	n/a	n/a

(1) Index of "1st principle overall performance" calculated in accordance with the procedures laid down by Ministerial Decree of 5 September 2011 (CAR).

(2) The 2016 and 2017 figures take into consideration the supplies of electricity from renewable production which does not generate emissions; the indirect emissions are calculated on the basis of the conversion factors relating to the thermoelectric production of each country published by Terna on its website (Source: Terna, 2015 international comparisons) according to a Location Based approach.

(3) The figures relating to the atmospheric emissions are consistent with the annual data reported for the purposes of the E-PRTR Register and with the EU-ETS declarations.

(4) Value recalculated with respect to that indicated in the 2016 Sustainability Report using the CO₂ emission factor of each country and based on the gross thermoelectric production (Source: Terna, 2015 international comparisons).

WIND – HSE ECONOMIC AND ADMINISTRATIVE RESOURCES

		2017	2016	2015
Total HSE expenditure	thousands of Euro	1,177	1,100	1,222
Level of ISO 14001 and OHSAS 18001 certification of the Italian companies		100%	100%	100%
On-site safety checks and HSE audits	no.	537	271	366
HSE Audit	no.	17	71	35

HYDROELECTRIC POWER – HSE ECONOMIC AND ADMINISTRATIVE RESOURCES

		2017	2016	2015
Total HSE expenditure	thousands EUR	1,667	892	n/a
of which investments	thousands EUR	972	444	n/a
of which current expenses	thousands EUR	695	448	n/a
Level of ISO 14001 and OHSAS 18001 certification		100%	100%	n/a
On-site safety checks and HSE audits	no.	51	28	n/a

THERMOELECTRIC POWER – HSE ECONOMIC AND ADMINISTRATIVE RESOURCES

		2017	2016	2015
Total HSE expenditure	million EUR	10.5	13.0	11.0
of which investments	million EUR	1.9	3.0	3.0
of which current expenses	million EUR	8.6	10.0	8.0
Level of ISO 14001 and OHSAS 18001 certification		100%	100%	100%
On-site safety checks and HSE audits	no.	53	125	142