



Press Release

The Board of Directors of ERG S.p.A.  
approves the Half-Yearly Financial Report as at 30 June 2018

**Consolidated adjusted<sup>1</sup> EBITDA: €277 million, restated<sup>2</sup> €258 million in the first half of 2017**

**Adjusted Group net result: €76 million, restated<sup>2</sup> €72 million in the first half of 2017**

**Genoa, 3 August 2018** – At its meeting held today, the Board of Directors of ERG S.p.A. approved the Half-Yearly Financial Report as at 30 June 2018. The figures for the second quarter, which are not subject to approval by the Board of Directors or to independent audit, are to be considered pro-forma numbers and are presented here for the sake of completeness and continuity of the information provided.

**Consolidated adjusted<sup>1</sup> financial results:**

2nd Quarter			Performance highlights (million Euro)	1st Half		
2018	2017	Var. %		2018	2017	Var. %
114	107	+7%	<b>EBITDA</b>	277	258	+7%
47	43	+9%	<b>EBIT</b>	140	133	+6%
19	18	+6%	<b>Group net result</b>	76	72	+4%

	30.06.18	31.12.17	Variation
<b>Net financial debt (million Euro)</b>	1,466	1,233	+234
<b>Leverage<sup>3</sup></b>	45%	40%	

Luca Bettonte, ERG's Chief Executive Officer, commented:

“The results for both the second quarter and the first six months of the year shown an improvement with respect to 2017. The strong complementarity of the various energy sources, the activities of energy management, the growth in Solar Power in Italy and Wind Power in Europe, permit us to achieve constantly growing results.

During the half year the negative effects deriving from the loss of incentives on 145 MW of Italian Wind Power between 1 July 2017 and 30 June 2018, the increase in imbalance charges and the reduction in Energy Efficiency Certificate prices were more than offset by the contribution of the new Solar Power assets in Italy (90 MW) and Wind Power assets outside of Italy, particularly in France where by the end of the year we shall exceed 300 MW of installed capacity. During these six months electricity prices have only partly absorbed the increase in the cost of natural gas and CO<sub>2</sub>, with consequent reduction of the clean spark spread in the Thermolectric Power sector; at the same time the abundant availability of water allowed the Terni complex to achieve extremely high levels of contribution.

On the basis of these results and in view of the positive energy price scenario for the next six months, we are carrying out an upward adjustment of our end-of-year guidance, with EBITDA between Euro 490 and 500 million, compared to the previous estimate of Euro 475 million. Investments are forecast within a range of Euro 520-540 million, compared to the previous Euro 500 million, taking into consideration ERG's recent developments in the solar power sector with the incorporation of ERG Q Solar1 whose objective is to consolidate the sector in Italy, as well as the recent acquisition of a 79 MW authorised wind power project in Scotland. Mainly as a result of this increase in investments, an end-of-year net debt of around Euro 1,350 million is forecast, compared to the previous figure of Euro 1,300 million.”

<sup>1</sup> In order to facilitate the understanding of business performance, the financial results are shown excluding significant income components of a non-recurring nature (special items): these results are indicated using the term “adjusted”. For a definition of the indicators and reconciliation of the amounts in question, reference is made to the specific section of this Press Release “Alternative Performance Indicators”

<sup>2</sup> For a definition and reconciliation of restated amounts reference is made to the Preliminary Remarks section of this Press Release

<sup>3</sup> The ratio of total net financial debt (including project financing) to net invested capital

## Preliminary remarks

We mention that, in order to facilitate the understanding of business performance, the financial results are shown excluding significant components of a non-recurring nature (special items): the results in question are described as “**Adjusted results**”.

## Restated comparative data

- The sale of **TotalErg**, completed on 10 January 2018, marked the definitive exit from the OIL industry on the part of the ERG Group, whose business starting from 2018 thus exclusively concerns the market for the generation of electricity from renewable sources. The comparison of 2018 results with those for the corresponding periods in 2017 is therefore affected by this variation in scope: consequently, in order to facilitate the understanding of performance during the two periods, and bearing in mind the Group’s new strategic and industrial positioning, the comparative financial data for 2017 have been modified, excluding the adjusted results<sup>4</sup> pertaining to the TotalErg joint venture which were previously consolidated using the equity method and stated at the line “Net gains on equity investments”. In the first six months of 2017 this contribution was positive by Euro 15 million (+Euro 24 million as regards FY2017).
- Starting from 1 January 2018 accounting standard **IFRS 15 – Revenue from Contracts with Customers** has been applied, without significantly impacting the Group’s Consolidated Financial Statements. More specifically, for some contracts ERG has been identified as “agent”, providing for net revenue amounts to be reported showing just the total income.

(million Euro)	1st half 2017	Deconsolidation of TotalErg	IFRS 15 reclassifications	1 <sup>st</sup> Half 2017 restated
<b>Financial highlights</b>				
Revenues from ordinary operations	538	0	(4)	534
<b>Adjusted EBITDA</b>	<b>258</b>	<b>0</b>	<b>0</b>	<b>258</b>
<b>Adjusted EBIT</b>	<b>133</b>	<b>0</b>	<b>0</b>	<b>133</b>
Net result	84	(12)	0	72
of which Group net result	84	(12)	0	72
<b>Adjusted Group net result</b>	<b>87</b>	<b>(15)</b>	<b>0</b>	<b>72</b>

## Second quarter 2018

### Consolidated financial results

In the second quarter of 2018 revenues from ordinary operations totalled Euro 231 million, essentially in line with respect to the second quarter of 2017 (Euro 234 million).

**Adjusted EBITDA** came to Euro 114 million, with an increase over Euro 107 million posted in the second quarter of 2017. The increase of Euro 7 million reflects the following factors:

- **Wind power (-14):** EBITDA amounted to Euro 52 million, with a downturn compared to the corresponding period a year earlier (Euro 66 million), following the poorer results posted by the Italian wind farms (-12 million), primarily reflecting the lower incentivised output (72% of the total compared to 86% in 2017) and the decrease in unitary incentive value (Euro 99/MWh compared to Euro 107/MWh), as well as the imbalance charges. The overseas wind farms posted a negative trend in results (Euro -2 million) due to the poorer wind conditions (-10%) and the consolidation during the second quarter of 2017 of the results achieved during the entire first half of the year by the newly-acquired facilities in Germany.
- **Solar power (+11):** EBITDA came to Euro 11 million, in keeping with the forecasts concerning the

<sup>4</sup> Net of special items and inventory gains (losses)

plants acquired from Forvei at the beginning of the year, including Euro 10 million for energy account revenues and Euro 2 million for market revenues, net of around Euro 1 million for overheads mostly pertaining to operation and maintenance costs.

- **Hydroelectric power (+26):** EBITDA came to Euro 45 million (Euro 19 million in 2017) with a sharp growth compared to the previous year thanks to the abundant water availability recorded during the period (+99%).
- **Thermoelectric power (-14):** the result posted by thermoelectric power came to Euro 11 million, with a downturn of Euro 14 million compared to Euro 25 million for the second quarter in 2017, due above all to the lower contribution from Energy Efficiency Certificate revenues due to the price adjustment of the certificates accrued during previous periods. The results also reflected the less profitable trend in the spark spread since energy prices do not yet fully incorporate the higher cost of gas and CO<sub>2</sub>.

**Adjusted EBIT** came to Euro 47 million (Euro 43 million in the second quarter of 2017) after amortisation and depreciation totalling Euro 68 million (Euro 64 million in the second quarter of 2017), up by Euro 4 million mainly reflecting the new investments in Solar power.

The **adjusted Group net result** amounted to Euro 19 million (Euro 18 million in the second quarter of 2017) and reflects both the already commented improvement in operating results and the increase in financial charges following the change in the scope of consolidation.

### **First half of 2018**

#### **Consolidated financial results**

In the first six months of 2018, **revenues from ordinary operations** totalled Euro 516 million, with a downturn compared to Euro 534 million in 2017, mainly due to the discontinuation of a major bilateral contract at the end of 2017, partly offset by the variation in scope.

**Adjusted EBITDA** came to Euro 277 million, with an increase compared to Euro 258 million posted in 2017. The positive variation of Euro 19 million reflects the following factors:

- **Wind power (-11):** EBITDA amounted to Euro 159 million, with a downturn compared to the corresponding period a year earlier (Euro 170 million), following the poorer results posted by the Italian wind farms (-Euro 16 million), primarily reflecting the lower incentivised output (72% of the total compared to 86% in 2017) and the decrease in unitary incentive value (Euro 99/MWh compared to Euro 107/MWh), as well as the imbalance charges. The downturn in results as regards Italy were only partly offset by the improvement in overseas results (+Euro 5 million) which reflect the growth in French installed capacity as well as the contribution from the Brockaghboy wind farm in the UK during the first quarter.
- **Solar power (+16):** EBITDA came to Euro 16 million, in line with the forecasts concerning the plants acquired from Forvei at the beginning of 2018, including Euro 15 million for energy account revenues and Euro 4 million for market revenues, net of around Euro 3 million for overheads mostly pertaining to operation and maintenance costs.
- **Hydroelectric power (+26):** EBITDA came to Euro 80 million (Euro 54 million in 2017), with a strong growth compared to the previous year which, *inter alia*, benefitted from the recovery of prior incentives in the amount of Euro 8 million in connection with the cancellation of the RES-E (*IAFR*) status revocation for certain plants. Performance was favourably affected by the abundant water availability recorded during the period, particularly starting from the month of March.
- **Thermoelectric power (-10):** the result posted by thermoelectric power came to Euro 30 million, with a downturn of Euro 10 million compared to Euro 40 million for the first six months of 2017, following above all the lower contribution from Energy Efficiency Certificate revenues, which in the first half of 2017 had benefitted to the extent of Euro 11 million from the revaluation of certificates accrued in 2016 and sold in 2017. The results also reflected the less profitable trend in the spark spread since energy prices do not yet fully incorporate the higher cost of gas and CO<sub>2</sub>.

**Adjusted EBIT** came to Euro 140 million (Euro 133 million in the first half of 2017) after amortisation and depreciation totalling Euro 136 million, up by Euro 11 million mainly reflecting the new investments in Solar Power (126 million in 2017).

The **adjusted Group net result** amounted to Euro 76 million, with a slight growth over the restated figure of Euro 72 million for the first six months of 2017, reflecting the already commented improvement in operating results and the increase in financial charges relating to the funding of the new production capacity acquired.

The **Group net result** of Euro 105 million (restated Euro 72 million in the first six months of 2017) reflects, in addition to the already commented improvement in net operating results, the capital gain relating to the sale of Brockaghboy.

**Net financial debt** came to **Euro 1,466 million**, showing an increase (Euro 234 million) with respect to 31 December 2017, mainly reflecting investments during the period (Euro 447 million), the distribution of dividends (Euro 171 million) and the payment of a debt associated with OIL purchases from previous years (Euro 42 million), partly offset by the positive cash flow during the period (Euro 175 million), and the payments received for the sale of TotalErg (Euro 180 million) and Brockaghboy (Euro 106 million).

### Investments

2 <sup>nd</sup> Quarter		Million Euro	1 <sup>st</sup> Half	
2018	2017		2018	2017
80	52	Wind power	97	60
-1	n.a.	Solar power <sup>(1)</sup>	345	n.a.
1	1	Hydroelectric power	1	1
1	2	Thermoelectric power	2	4
0	1	Corporate	1	1
<b>81</b>	<b>55</b>	<b>Total investments</b>	<b>447</b>	<b>66</b>

<sup>(1)</sup> *Solar Power: effect of price adjustment during the period*

During the first six months of 2018 **investments** totalled **Euro 447 million** (restated Euro 66 million in the first half of 2017) and mainly concern the acquisition of solar plants in Italy (Euro 345 million), two wind farms in France (Euro 12 million) and acquisition of the French wind power companies from Impax New Energy (Euro 67 million). Moreover, during the period investments were carried out **in property, plant and equipment and intangible fixed assets amounting to Euro 21 million**, of which 80% in the Wind Power sector (76% in 2017), primarily connected with development of the Linda wind farm in Germany, 10% in the Thermoelectric Power sector (14% in 2017), 5% in the Hydroelectric Power sector (5% in 2017) and 10% in the Corporate sector (4% in 2017), mainly concerning the ICT area.

**Wind Power:** Investments during the first six months of 2018 (Euro 97 million) mainly concerned the acquisition from Vent d'Est SAS of a 75% equity interest in two companies owners of two wind farms with an overall capacity of 16.25 MW, the acquisition and development costs pertaining to the Linda project for the construction of a 21.6 MW wind farm in Germany and the acquisition, completed during the second quarter of 2018, of two wind farms in France, including an 8 MW farm already operational, an 18 MW facility under construction and a company which owns a pipeline of approximately 750 MW, at varying stages of development.

**Solare Power:** Investments during the period refer to the acquisition of 30 photovoltaic plants, which came on stream between 2010 and 2011 and are located in 8 regions between the North and South of Italy, with an installed capacity of 89 MW and annual output of around 136 GWh. The entire installed capacity is eligible for incentives, with an average expiry date of 2030. The transaction's enterprise value amounted to approximately Euro 345 million.

**Hydroelectric Power:** Investments in hydroelectric power, amounting to Euro 1.2 million, refer above all to maintenance contracts and projects scheduled in the area of Health, Safety and the Environment.

**Thermoelectric Power:** Investments in the first half of 2018 (Euro 2 million) primarily concerned ERG Power's CCGT facility, which continued with its initiatives aimed at maintaining the plants' operational efficiency, flexibility and reliability. Moreover, the scheduled interventions went ahead in the area of Health, Safety and the Environment.

## Operational Data

Electricity sales by the ERG Group, carried out in Italy through ERG Power Generation S.p.A.'s Energy Management, refer to the electricity generated by its wind farms and its thermoelectric, hydroelectric and solar power plants, and to purchases on organised markets and via physical bilateral contracts.

During the **second quarter of 2018**, overall electricity sales came to 3.4 TWh (2.5 TWh in the corresponding period of 2017), against a total of around 1.8 TWh produced by the Group's facilities (1.6 TWh in the corresponding period of 2017), of which approximately 0.3 TWh abroad and 1.5 TWh in Italy. The latter figure represents about 2.0% of overall domestic electricity demand (1.6% in the second quarter of 2017).

During the **first six months of 2018**, overall electricity sales came to 7.1 TWh (6.1 TWh in the corresponding period of 2017), against a total of around 4.1 TWh produced by the Group's facilities (3.6 TWh in the corresponding period of 2017), of which approximately 0.8 TWh abroad and 3.3 TWh in Italy. The latter figure represents about 2.1% of overall domestic electricity demand (1.8% in the first half of 2017).

Electricity sold wholesale includes sales on the IPEX power exchange, in both the "Day-ahead Market" (MGP) and the "Intraday Market" (MI) and in the "Ancillary Services Market" (MSD), as well as sales to leading sector operators using the "over the counter" (OTC) platform. The latter are carried out by Energy Management with a view to developing forward contracting activities also for the purpose of hedging generation, in line with the Group's risk policy.

During the first six months of 2018 steam sales<sup>5</sup> amounting to 344 thousand tonnes were also carried out (397 thousand tonnes in the same period of 2017).

2 <sup>nd</sup> quarter					1 <sup>st</sup> half			
2018	2017	Δ	Δ%	Electricity Output (GWh)	2018	2017	Δ	Δ%
712	746	-35	-5%	Wind power output	1,931	1,809	122	7%
419	421	-2	0%	- Italy	1,151	1,078	73	7%
292	325	-33	-10%	- Overseas	779	730	49	7%
43	n.a.	43	n.a.	Solar power output	64	n.a.	64	n.a.
531	266	265	99%	Hydroelectric power output	1,001	652	349	53%
528	574	-47	-8%	Thermoelectric power output	1,054	1,175	-120	-10%
1,813	1,587	226	14%	ERG plants total output	4,050	3,635	415	11%

With regard to output, in the **second quarter of 2018** we particularly report:

**Wind power:** wind power output totalled 712 GWh, less than in the second quarter of 2017 (746 GWh), with a stable situation as regards Italy (from 421 GWh to 419 GWh) and a downturn of 10% outside of Italy (from 325 GWh to 292 GWh), reflecting a decrease of -33 GWh. This was attributable above all to the lower output in Germany which, during the corresponding period of 2017, had benefitted from 23 GWh of German plant output (DIF), as well as the lower productions in Romania and Poland, partly offset by the increase in French output, which benefitted from 5 GWh pertaining to the new wind farms (Vent d'est).

**Solar power:** solar power output amounted to 43 GWh and refers to plants acquired at the beginning of the year.

**Hydroelectric power:** hydroelectric power output, which benefitted from the abundant water availability recorded during the period, totalled 531 GWh, with an increase compared to both the corresponding period in 2017 (266 GWh), and the ten-year historical average.

**Thermoelectric power:** thermoelectric power output totalled 528 GWh, down by 47 GWh compared to the corresponding period in 2017 (574 GWh).

<sup>5</sup> Steam supplied to end users net of the steam quantities withdrawn by the users and pipeline leaks.

## **In the first six months of 2018:**

**Wind power: wind power output** totalled 1,931 GWh, with an increase over the first half of 2017 (1,809 GWh), reflecting a 7% growth in output in Italy (from 1,078 GWh to 1,151 GWh) and an upturn of 7% outside of Italy (from 730 GWh to 779 GWh).

The growth in Italian output (+73 GWh) reflects the improved wind conditions with respect to those recorded in the first half of 2017 regarding essentially all regions, particularly Sicily and Sardinia, with the exception of Puglia and, to a lesser extent, Molise.

Outside of Italy, the increase of +49 GWh reflects the contribution, until 7 March 2018, from the plant in Northern Ireland (29 GWh), together with the higher output in France which also benefitted from 17 GWh produced by the French plants (Vent d'Est) that were not present in the corresponding period of 2017. These higher productions abroad were partly mitigated by the poorer output in Eastern Europe (-34 GWh) compared to the particularly high productions recorded in Bulgaria and Romania during the first six months of 2017.

**Solar power: solar power output**, amounting to 64 GWh, concerns the plants acquired at the beginning of the year.

**Hydroelectric power: hydroelectric power output**, which benefitted from the abundant water availability recorded during the period, totalled 1,001 GWh, with an increase compared to both the corresponding period in 2017 (652 GWh), and the ten-year historical average.

**Thermoelectric power: thermoelectric power output** totalled 1,054 GWh, with a downturn of 120 GWh compared to the corresponding period in 2017 (1,175 GWh).

### ***Main events during the half year***

On **10 January 2018** ERG sold a 51% shareholding in TotalErg S.p.A. and a 51% stake in Total Italia S.r.l. Conclusion of the transaction followed approval by the competent Antitrust Authority and completion of the spin-off of the TotalErg S.p.A. business unit in favour of Total Italia S.r.l..

On **12 January 2018**, through its subsidiary ERG Power Generation S.p.A., ERG acquired from VEI Green S.r.l. - an investment holding company controlled by PFH S.p.A., with the participation of leading Italian institutional investors – a 100% stake in ForVei S.r.l., the ninth largest photovoltaic operator in Italy with a total installed capacity of 89 MW.

On **12 January 2018**, through its subsidiary ERG Windpark Beteiligungs GmbH, ERG acquired a 100% equity stake in Windpark Linda GmbH & Co. KG, holder of authorisations for the construction of a wind farm in Germany with a capacity of 21.6 MW and annual output when fully operational estimated at around 50 GWh.

On **7 March 2018** ERG's Board of Directors approved the 2018-2022 Strategic Plan.

On **21 March 2018**, through its subsidiary ERG Eolienne France SAS, ERG acquired from Vent d'Est SAS a 75% equity interest in two companies owners of two wind farms in France with an overall capacity of 16.25 MW.

On **6 April 2018**, through its subsidiary ERG Power Generation S.p.A., ERG signed an agreement with Impax New Energy Holding Cooperatief W.A. regarding the acquisition in France of two wind farms (26 MW) and a pipeline of approximately 750 MW. The transaction closing took place on 15 May 2018.

On **23 April 2018** the ERG S.p.A. Shareholders' Meeting appointed the new Board of Directors, confirming Edoardo Garrone as Chairman and resolving to pay a dividend of 1.15 Euro per share, including an extraordinary component of 0.40 Euro. ERG's Board of Directors confirmed Alessandro Garrone as Executive Deputy Chairman, Giovanni Mondini as Deputy Chairman and Luca Bettonte as Chief Executive Officer.

On **27 April 2018**, through its subsidiary ERG Eolienne France SAS, ERG signed an agreement with Global Wind Power France regarding the acquisition of a 100% equity interest in WP France SAS, the holder of rights, permits and authorisations for a 6.9 MW wind farm project in France.

On **18 May 2018** ERG, through its subsidiary Windpark Linda GmbH & Co. KG, holder of authorisations for the construction of a wind farm in Germany, having successfully participated in the auction held on 1 May

last dedicated to the on-shore wind power sector, was assigned 21.6 MW of new wind power.

### **Main events occurred after the end of the period**

On **12 July 2018** ERG announced the conclusion, during the first six months of the year, of Liability Management transactions totalling Euro 500 million.

On **1 August 2018**, through its subsidiary ERG Power Generation SpA, ERG completed the acquisition of a 100% equity interest in Creag Riabhach Wind Farm Ltd, a company incorporated under Scottish law, holder of authorisations for the construction of a wind farm in Scotland, to the north of Inverness, in the county of Sutherland. The wind farm will comprise 22 turbines, giving an authorised capacity of 79.2 MW and estimated electricity output, when fully operational, of around 250 GWh/year.

On **2 August 2018**, through its subsidiary ERG Eolienne France SAS, ERG acquired from Renvico France SAS a 25% equity interest in the companies Parc Eolienne de la Voie Sacrée SAS and Parc Eolienne d'Epense SAS, owners of two wind farms with an overall capacity of 16.25 MW, which came on stream respectively in 2007 and 2005; this follows the 75% stake already purchased from Vent d'Est SAS last March.

On **3 August 2018** ERG and Quercus Assets Selection Sarl, a European fund focused on investments in renewable sources with over Euro 350 million of assets under management, signed an agreement for the creation of a public limited company, ERG Q Solar1, to be based in Genoa under the joint ownership of Erg (60%) and the sub-fund Quercus Italian Solar Fund (40%), with the objective of consolidating the Italian photovoltaic market.

### **Business outlook**

Set out below is the foreseeable trend in the main scenario and performance indicators during 2018:

- **Wind power:** ERG continues to pursue its international development strategy in the Wind Power sector; in fact following the acquisition of the Melier (8 MW), Voie Sacrée (12 MW) and D'Epense (4.25 MW) wind farms, together with the Torfou (18 MW) and Vallée de l'Aa (13 MW) wind farms under construction, scheduled to come on stream during the year, by the end of 2018 installed capacity in France will exceed 300 MW. Regarding Italy, however, in keeping with the forecasts contained in the 2018 – 2022 Business Plan, a downturn in EBITDA is expected due to the negative impact of imbalance legislation, the progressive exit from the incentive system during the year of around 72 MW and the lower incentive price, the value of which is determined based on the average price of electricity recorded in 2017. Outside of Italy, the result is expected to be a slight improvement on the previous year; the increase in installed capacity in France and the favourable scenario in Poland more than offset the discontinuation of the double green certificate in Romania. Overall, therefore, the Wind Power sector is expected to post a significant downturn in total EBITDA.
- **Solar Power:** In 2018 ERG entered the Solar Power sector via the acquisition of FORVEI (89 MW), further consolidating its technological diversification strategy. Moreover, due to the significant size of the operation it will be possible to expand and optimise Energy Management's portfolio and capitalise industrial skills in the management of assets. Overall, EBITDA for the Solar Power sector will contribute towards improving the result compared to 2017, the year prior to the Group's entry into this technology. For FY2018 EBITDA is expected to exceed Euro 30 million, in line with the Business Plan forecast.
- **Hydroelectric Power:** During 2018, ERG will continue interventions to consolidate the Terni hydroelectric complex. A strong upturn in results is expected due to the higher volumes anticipated compared to the previous year, such as to more than offset the lower price of the incentive provided for approximately 40% of output and the revenues connected with the recovery of prior incentives totalling around Euro 8 million which had benefitted the hydroelectric power sector in 2017. The hydroelectric sector is expected to post a decided upturn in EBITDA .
- **Thermoelectric Power:** During 2018, ERG will continue to improve the operating efficiency of ERG Power's CCGT plant. A sharp downturn in results is expected due to the less favourable price scenario and the reduction in the price of white certificates, partly mitigated by participation in the dispatching services market, recovery of operational efficiency and the Energy Management business. The thermoelectric sector is expected to post a decline in EBITDA.

Insofar as concerns the indications provided for FY2018, it is considered appropriate, starting from this report, in view of the specific characteristics of the 2018 – 2022 Business Plan, to express forecasts as regards both EBITDA and Capex within a range in order to more clearly reflect, from an economic perspective, the variability of the presence of natural resources (wind, water, sun), production portfolio sources, and, from an investment perspective, the flexibility in the progress of the various development projects, some of which are, by nature, less predictable, such as M&A investments.

Overall FY2018 EBITDA is forecast within a range of between Euro 490 and 500 million, with a slight growth compared to 2017 (Euro 472 million) despite the decreasing incentivised perimeter in the Italian Wind Power sector and the lower incentive price as regards both Wind and Hydro. These effects are more than offset by the contribution of the new Solar Power assets and the new overseas wind farms, as well as the forecast growth in volumes as regards the Hydro sector.

FY2018 investments are expected to be in a range of between Euro 520 and 540 million, with an increase compared to the previous indication (Euro 500 million), since it includes the estimated investments pertaining to the NewCo with Quercus in the Italian photovoltaic sector, as well as the price paid to acquire a 100% equity interest in the company Creag Riabhach Wind Farm Ltd, holder of authorisations for the construction of a 79 MW wind farm in Scotland.

ERG's cash generation, both from operating activities and deriving from the sale of TotalErg and Brockaghboy, will make it possible to limit the increase in debt to around Euro 1.35 billion (Euro 1.23 billion in 2017), partly offsetting the investments during the period, as well as the distribution of an ordinary and extraordinary dividend of €1.15 per share and the payment of financial charges.

*In reference to the estimates and forecasts contained in this document and particularly in the Business Outlook section, we point out that actual results may differ from the announced results due to a multitude of factors, including: future trends in prices, the operating performance of plants, conditions pertaining to wind, water availability and irradiation, the impact of regulations for the oil and energy industry and the environment, other changes in business conditions and in the action of the competition.*

*The layout of the accounting statements corresponds to the format used in the Interim Report on Operations. Appropriate explanatory notes illustrate the results at replacement cost.*

*Pursuant to Article 154-bis(2) of the Consolidated Finance Act, the manager responsible for preparing the company's financial reports, Paolo Luigi Merli, declares that the accounting information contained in this press release corresponds to the accounting documents, books and records.*

*The results for the second quarter and first half of 2018 will be illustrated to analysts and investors today, 3 August 2018, at 3 p.m. (CEST), during a conference call and simultaneous webcast, which may be viewed by visiting the Company's website ([www.erg.eu](http://www.erg.eu)); the presentation will be available on the said website, in the "Investor Relations/Presentations" section, at the offices of Borsa Italiana S.p.A. and on the e-Market Storage authorised storage mechanism ([www.emarketstorage.com](http://www.emarketstorage.com)) 15 minutes before the conference call.*

*This press release, issued at 1.30 p.m. (CEST) on 3 August 2018, is available to the public on the Company's website ([www.erg.eu](http://www.erg.eu)) in the section "Media/Press Releases", at the offices of Borsa Italiana S.p.A. and on the e-Market Storage authorised storage mechanism ([www.emarketstorage.com](http://www.emarketstorage.com)). The Half-yearly Financial Report at 30 June 2018, including the Report of the Independent Auditors, will be made available to the public within the time limits laid down by current legislation at the Company's registered office at via De Marini 1, Genoa, on the Company's website ([www.erg.eu](http://www.erg.eu)) in the section "Investor Relations/Financial statements and reports", at the offices of Borsa Italiana S.p.A. and on the e-Market Storage authorised storage mechanism ([www.emarketstorage.com](http://www.emarketstorage.com)).*

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## Performance highlights

FY 2017 restated	(EUR million)	1st Half		2nd quarter	
		2018	2017 restated	2018	2017 restated
<b>Main Income Statement data</b>					
1,056	Revenues from ordinary operations	516	534	231	234
<b>472</b>	<b>EBITDA adjusted</b>	<b>277</b>	<b>258</b>	<b>114</b>	<b>107</b>
<b>220</b>	<b>EBIT adjusted</b>	<b>140</b>	<b>133</b>	<b>47</b>	<b>43</b>
207	Net income	105	72	20	18
207	of which Group net income	105	72	20	18
<b>117</b>	<b>Group net profit (loss) adjusted <sup>(1)</sup></b>	<b>76</b>	<b>72</b>	<b>19</b>	<b>18</b>
<b>Main Financial data</b>					
<b>3,110</b>	<b>Net invested capital</b>	<b>3,275</b>	<b>3,267</b>	<b>3,275</b>	<b>3,267</b>
1,877	Shareholders' Equity	1,809	1,753	1,809	1,753
1,233	Total net financial indebtedness <sup>(2)</sup>	1,466	1,514	1,466	1,514
1,115	of which non-recourse Project Financing <sup>(3)</sup>	1,223	1,206	1,223	1,206
40%	Financial leverage	45%	46%	45%	46%
<b>45%</b>	<b>EBITDA Margin %</b>	<b>54%</b>	<b>48%</b>	<b>49%</b>	<b>46%</b>
<b>Operating data</b>					
<b>1,814</b>	<b>Installed capacity at period end - wind farms</b>	<i>MW</i>	<b>1,791</b>	<b>1,768</b>	<b>1,791</b>
3,613	Electric power generation from wind farms	<i>milioni di KWh</i>	1,931	1,809	712
<b>480</b>	<b>Installed capacity - thermoelectric plants</b>	<i>MW</i>	<b>480</b>	<b>480</b>	<b>480</b>
2,453	Electric power generation from thermoelectric plants	<i>milioni di KWh</i>	1,054	1,175	528
<b>527</b>	<b>Installed capacity at period end - Hydroelectric plants</b>	<i>MW</i>	<b>527</b>	<b>527</b>	<b>527</b>
1,144	Electric power generation from hydroelectric plants	<i>milioni di KWh</i>	1,001	652	531
n.a.	<b>Installed capacity - solar plants</b>	<i>MW</i>	<b>90</b>	n.a.	<b>90</b>
n.a.	Electric power generation from solar plants	<i>milioni di KWh</i>	64	n.a.	43
<b>11,747</b>	<b>Total sales of electric power</b>	<i>milioni di KWh</i>	<b>7,085</b>	<b>6,065</b>	<b>3,431</b>
54	Investments <sup>(4)</sup>	<i>milioni di Euro</i>	447	66	81
<b>714</b>	<b>Employees at period end</b>	<i>Unità</i>	<b>714</b>	<b>714</b>	<b>737</b>
<b>Net unit revenues</b>					
144.0	Wind Italy	<i>Euro/MWh</i>	123.2	149.8	118.4
96.4	Wind Germany	<i>Euro/MWh</i>	93.4	94.7	93.4
88.3	Wind France	<i>Euro/MWh</i>	87.0	88.6	86.0
45.5	Wind Poland	<i>Euro/MWh</i>	52.4	40.8	55.2
62.5	Wind Bulgaria	<i>Euro/MWh</i>	71.2	78.9	71.3
57.8	Wind Romania	<i>Euro/MWh</i>	50.0	63.1	50.2
97.9	Wind UK	<i>Euro/MWh</i>	100.4	n.a.	n.a.
n.a.	Solar	<i>Euro/MWh</i>	290.3	n.a.	291.2
109.1	Hydroelectric power	<i>Euro/MWh</i>	99.1	101.1	103.6
45.5	Thermoelectric power	<i>Euro/MWh</i>	37.3	47.4	23.8

To enhance understandability of business performance, recurring revenues and operating results are shown, therefore excluding special items. The comparative restated 2017 data not take account of the results of TotalErg, sold in January 2018. In addition, in line with the Report on the 2017 Annual Report, the results of Brockaghboy Windfarm Ltd, sold on March 7, 2018, were exposed in the ordinary activity both in the 2018 data and in the 2017 comparative data.

<sup>(1)</sup> does not include special items and related applicable theoretical taxes

<sup>(2)</sup> includes the financial loan to api S.p.A. (EUR 36 million) as deferred component of the TotalErg sale price

<sup>(3)</sup> including cash and cash equivalents and excluding the fair value of the derivatives to hedge interest rates

<sup>(4)</sup> in property, plant and equipment and intangible assets. Including M&A investments equal to EUR 425 million performed in the 1st half of 2018 for the acquisition of the companies of the ForVei Group (solar) and for the acquisitions of companies owning wind farms in France and Germany. In 2017, M&A investments amounted to EUR 39.5 million for the acquisition of the DIF Group companies in Germany.

## Performance highlights by segment

FY 2017 restated	(EUR million)	1st half		2nd quarter	
		2018	2017 restated	2018	2017 restated
	<b>Revenues from ordinary operations:</b>				
445	Wind power	210	232	77	95
n.a.	Solar	19	n.a	12	n.a
137	Hydroelectric power	100	76	57	29
473	Thermoelectric power <sup>(1)</sup>	187	226	86	109
38	Corporate	17	20	8	10
(37)	Intra-segment revenues	(17)	(20)	(8)	(10)
<b>1,056</b>	<b>Total revenues</b>	<b>516</b>	<b>534</b>	<b>231</b>	<b>234</b>
	<b>EBITDA adjusted</b>				
316	Wind power	159	170	52	66
n.a.	Solar	16	n.a	11	n.a
94	Hydroelectric power	80	54	45	19
78	Thermoelectric power <sup>(1)</sup>	30	40	11	25
(16)	Corporate	(8)	(6)	(6)	(4)
<b>472</b>	<b>EBITDA adjusted</b>	<b>277</b>	<b>258</b>	<b>114</b>	<b>107</b>
	<b>Amortisation, depreciation and write-downs</b>				
(160)	Wind power	(81)	(79)	(40)	(41)
n.a.	Solar	(10)	n.a	(5)	n.a
(58)	Hydroelectric power	(29)	(29)	(14)	(15)
(31)	Thermoelectric power <sup>(1)</sup>	(15)	(16)	(8)	(8)
(3)	Corporate	(1)	(1)	(1)	(1)
<b>(252)</b>	<b>Amortisation and depreciation adjusted</b>	<b>(136)</b>	<b>(126)</b>	<b>(68)</b>	<b>(64)</b>
	<b>EBIT</b>				
156	Wind power	78	91	13	25
n.a.	Solar	6	n.a	6	n.a
35	Hydroelectric power	51	25	31	4
48	Thermoelectric power <sup>(1)</sup>	14	24	3	17
(19)	Corporate	(9)	(7)	(7)	(4)
<b>220</b>	<b>EBIT adjusted</b>	<b>140</b>	<b>133</b>	<b>47</b>	<b>43</b>
	<b>Investments <sup>(2)</sup></b>				
75	Wind power	97	60	80	52
n.a.	Solar	345	n.a	(1)	n.a
6	Hydroelectric power	1	1	1	1
10	Thermoelectric power	2	4	1	2
3	Corporate	1	1	0	1
<b>94</b>	<b>Total investments</b>	<b>447</b>	<b>66</b>	<b>81</b>	<b>55</b>

<sup>(1)</sup> Includes Energy Management contribution

<sup>(2)</sup> Including investments in tangible and intangible fixed assets and M&A investments

## Adjusted Income Statement

To enhance understandability of Group performance, the operating results are shown excluding non-recurring items. As already indicated in the Introduction, the pro forma comparative data are shown in order to take account of the change in scope linked to the TotalErg transaction and the application of IFRS 15.

For the definition of measures, the composition of the financial statements and the reconciliation of the amounts involved, as well as for the restatement of the comparative pro-forma figures, reference is made to what has been indicated in the section Alternative Performance Measures below.

	1st half		2nd quarter	
	2018	2017 restated	2018	2017 restated
<i>(EUR million)</i>				
Revenues from ordinary operations	515.7	534.2	231.4	233.7
Other revenues and income	14.1	4.7	11.3	1.9
<b>TOTAL REVENUES</b>	<b>529.8</b>	<b>538.9</b>	<b>242.7</b>	<b>235.6</b>
Costs for purchase and changes in inventory	(139.7)	(171.4)	(70.3)	(71.9)
Costs for services and other operating costs	(82.8)	(77.5)	(42.1)	(40.1)
Cost of labor	(30.6)	(31.8)	(16.0)	(16.6)
<b>EBITDA</b>	<b>276.7</b>	<b>258.2</b>	<b>114.2</b>	<b>106.9</b>
Amortisation, depreciation and write-downs of fixed assets	(136.2)	(125.6)	(67.6)	(64.1)
<b>EBIT</b>	<b>140.5</b>	<b>132.6</b>	<b>46.6</b>	<b>42.8</b>
Net financial income (expenses)	(37.8)	(34.0)	(19.7)	(17.5)
Net income (loss) from equity investments	0.0	(0.0)	(0.0)	(0.1)
<b>Profit before taxes</b>	<b>102.7</b>	<b>98.5</b>	<b>26.8</b>	<b>25.2</b>
Income taxes	(27.1)	(26.1)	(7.6)	(7.1)
<b>Profit for the period</b>	<b>75.6</b>	<b>72.5</b>	<b>19.2</b>	<b>18.1</b>
Minority interests	(0.1)	0.0	(0.0)	0.0
<b>Group's net profit (loss)</b>	<b>75.5</b>	<b>72.5</b>	<b>19.2</b>	<b>18.1</b>

## Reclassified Statement of Financial Position

The reclassified Balance Sheet contains the assets and liabilities of the mandatory financial statements, indicated in the Notes to the Financial Statements published on the occasion of the annual financial report and the half-yearly financial report, highlighting the **uses** of resources in fixed assets and in working capital and the related **funding sources**. Said financial statements are consistent with the mandatory financial statements.

For the definition of the indicators for the main items used in the Reclassified Balance Sheet, reference is made to that indicated in the "Alternative Performance Measures" section below.

06/30/2017	Reclassified Statement of Financial Position	06/30/2018	12/31/2017
	<i>(EUR million)</i>		
3,320.3	Fixed assets	3,343.8	3,260.8
210.1	Net working capital	224.1	150.0
(6.5)	Employees' severance indemnities	(5.8)	(6.4)
329.3	Other assets	322.2	278.7
(586.6)	Other liabilities	(608.9)	(573.0)
<b>3,266.7</b>	<b>Net invested capital</b>	<b>3,275.4</b>	<b>3,110.1</b>
1,752.6	Group Shareholders' Equity	1,807.8	1,877.5
0.0	Minority interests	1.2	0.0
1,514.1	Net financial indebtedness	1,466.4	1,232.7
<b>3,266.7</b>	<b>Shareholders' equity and financial debt</b>	<b>3,275.4</b>	<b>3,110.1</b>

## Cash Flow

	1st half		2nd quarter	
	2018	2017	2018	2017
EBITDA adjusted	276.7	258.2	114.2	106.9
Change in working capital	(143.4)	(53.7)	(78.8)	(16.2)
<b>Operative Cash Flow</b>	<b>133.3</b>	<b>204.5</b>	<b>35.4</b>	<b>90.7</b>
Investments on tangible and intangible fixed assets	(21.4)	(24.2)	(13.3)	(13.4)
Acquisition of companies ( <i>business combination</i> )	(425.2)	(39.5)	(68.0)	(39.5)
Investments on financial fixed assets	(0.9)	15.4	0.8	15.7
TotalErg transaction	179.5	-	(0.0)	-
Sale net asset Brockahgboy	105.7	-	(0.0)	-
Divestments and other changes	0.2	-	1.5	-
<b>Cash Flow from investments</b>	<b>(162.1)</b>	<b>(48.2)</b>	<b>(79.0)</b>	<b>(37.2)</b>
Net Financial income (expenses)	(37.8)	(34.0)	(19.7)	(17.5)
Net income (loss) from equit investments	0.0	(0.1)	(0.0)	(0.1)
<b>Cash Flow from financial management</b>	<b>(37.8)</b>	<b>(34.1)</b>	<b>(19.7)</b>	<b>(17.6)</b>
<b>Cash flow from tax management</b>	<b>-</b>	<b>(15.2)</b>	<b>-</b>	<b>(15.2)</b>
Distribution of dividends	(171.1)	(74.4)	(171.1)	(74.4)
Other changes in shareholders' equity	6.2	10.6	(2.7)	4.0
<b>Cash Flow from Shareholders'equity</b>	<b>(164.9)</b>	<b>(63.8)</b>	<b>(173.8)</b>	<b>(70.4)</b>
<b>Change in scope of consolidation</b>	<b>(2.2)</b>	<b>-</b>	<b>(0.1)</b>	<b>-</b>
<b>Initial net financial indebtedness</b>	<b>1,232.7</b>	<b>1,557.2</b>	<b>1,229.1</b>	<b>1,464.3</b>
<i>Change in the period</i>	233.7	(43.1)	237.3	49.8
<b>Final net financial indebtedness</b>	<b>1,466.4</b>	<b>1,514.1</b>	<b>1,466.4</b>	<b>1,514.1</b>

**Operating Cash Flow** for the first half of 2018 is positive for 133 million, down by 71 million compared to the same period of 2017 mainly due to the payment of a debt position of 42 million linked to Oil purchases of previous years and seasonal trends in the working capital affected. also from the exit of the Group VAT of TotalErg.

**Cash flow from investments** is mainly linked to M&A activities and in particular the acquisition of ForVei (EUR 345 million) and Vent d'Est SAS (EUR 12 million), and the French companies acquired by Impax New Energy (67 million). A detailed analysis of investments in tangible and intangible fixed assets during the period made may be found in the specific section.

The cash flow from divestments is mainly linked to the sale of investment in TotalErg and of the UK Brockaghboy wind farm.

**Cash flow from financial management** refers to the higher payables linked to interest accrued during the period.

**Cash flow from shareholders' equity** relates mainly to the effects of the transition to IFRS 9 at the date of first application (1 January 2018), net of the related tax effects and movements of cash flow hedge reserve linked to financial derivatives instruments.

**Change in the scope of consolidation** relates to the effects of the line-by-line consolidation of equity investments previously recognised with the cost method since they were not yet operational (WP France 6) or were not of a significant size (ISAB Energy Solare).

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## ALTERNATIVE PERFORMANCE MEASURES

### Definitions

On 3 December 2015 CONSOB issued Communication no. 92543/15, which transposes the Guidelines regarding the use and the presentation of Alternative Performance Measures in the context of regulated financial information, issued on 5 October 2015 by the European Securities and Markets Authority (ESMA). The Guidelines, which updated the CESR Recommendation on Alternative Performance Measures (CESR/05 - 178b), aim to promote the usefulness and the transparency of alternative performance measures in order to improve their comparability, reliability and capacity for understanding.

Some of the Alternative Performance Measures (APM) used in this document are different from the financial indicators expressly provided by the IAS/IFRS adopted by the Group.

These alternative measures are used by the Group in order to facilitate the communication of information on business performance as well as on net financial indebtedness.

Finally, it is noted that in order to facilitate the understanding of businesses' operating performance, results of operations are shown excluding special income items: these results are indicated with the term "Adjusted results".

Since the composition of these indicators is not regulated by the applicable accounting standards, the method used by the Group to determine these measures may not be consistent with the method used by other operators and so these might not be fully comparable.

Below are the definitions of the APMs used by the Group and a reconciliation with the items of the financial statement models adopted:

- EBITDA is an indicator of operating performance calculated by adding "Amortisation, depreciations and write-downs" to the net operating profit. EBITDA is explicitly indicated as a subtotal in the financial statements.
- Adjusted EBITDA is the gross operating margin, as defined above, with the exclusion of significant special income components.
- EBITDA margin is an indicator of the operating performance calculated by comparing the adjusted EBITDA and the Revenues from ordinary operations of each individual business.
- The adjusted tax rate is calculated by comparing the adjusted values of taxes and profit before tax
- Adjusted Group net profit is the net result of the Group with the exclusion of significant special income components, net of the related tax effects.
- Investments are obtained from the sum of investments in tangible and intangible assets. Starting from this Report, they also include the value of the acquisitions of net assets within the scope of M&A transactions.
- Net working capital is defined by the sum of inventories, trade receivables and trade payables.
- Net invested capital is determined by the algebraic sum of fixed assets, net working capital, liabilities related to employee severance indemnities, other assets and other liabilities.
- Net financial indebtedness is an indicator of the financial structure and is determined in accordance with CONSOB communication 15519/2006, also including the non-current financial loan to api S.p.A. (EUR 36 million) as a deferred component of the TotalErg sale price, as well as non-current portion of assets relating to derivative instruments.
- Financial leverage is calculated by comparing total net financial liabilities (including Project Financing) and the net invested capital.
- Special items include significant income components of an unusual nature. Among these are considered:
  - o income and expenses linked to events whose occurrence is non-recurring, or from those operations or events that are not frequently repeated in the usual course of business;
  - o income and expenses linked to events not typical of normal business activities, such as restructuring and environmental expenses;
  - o gains and losses on the disposal of assets;
  - o significant writedowns recognized on assets as a result of impairment tests;
  - o the proceeds and related reversals recognized in application of IFRS 9 in relation to the restructuring of existing loans

## Reconciliation with adjusted operating results

FY 2017 restated	EBITDA	Notes	1st half		2nd quarter	
			2018	2017 restated	2018	2017 restated
457.6	EBITDA from continuing operations		273.4	258.2	114.2	106.9
2.3	Contribution of discontinuing operation (Brockaghboy)	1	3.3	-	0.0	0.0
459.9	EBITDA		276.7	258.2	114.2	106.9
12.4	Exclusion Special items: - Reversal of ancillary charges on extraordinary operations		-	-	-	-
472.3	Adjusted EBITDA		276.7	258.2	114.2	106.9
	<b>Amortization and depreciation and write-downs</b>					
(250.9)	Amortization and depreciation on continuing operations		(135.5)	(125.6)	(67.6)	(64.1)
(1.3)	Contribution of discontinuing operation (Brockaghboy)	1	(0.7)	-	-	-
(252.2)	Amortization and depreciation adjusted		(136.2)	(125.6)	(67.6)	(64.1)
0.0	Exclusion Special items: - Special Items		0.0	0.0	0.0	0.0
(252.2)	Amortization and depreciation adjusted		(136.2)	(125.6)	(67.6)	(64.1)
	<b>Group's net Profit (loss)</b>					
107.9	Group's net Profit (loss)		105.1	72.5	20.2	18.1
9.3	Exclusion of ancillary charges on extraordinary operations		-	-	-	-
-	Exclusion of capital gain of Brockaghboy sale	2	(26.2)	-	0.1	0.0
-	Exclusion of net proceeds (IFRS 9) on refinancing	3	(3.4)	-	(1.1)	0.0
117.2	Adjusted Group Net Profit (loss)		75.5	72.5	19.2	18.1

The accounting results of Brockaghboy, the subsidiary sold on 7 March 2018, are subject to the requirements of IFRS 5.

In this Report, the results achieved in the period 1 January 2018 to 7 March 2018 by the assets sold are shown and commented on in ordinary operations, in line with the approach already adopted in the Report on Operations of the 2017 Financial Statements.

The aforementioned sale of Brockaghboy resulted in the recognition of a capital gain of EUR 26 million, net of the related tax effects and other ancillary components, which for the purposes of this Report is considered a special item.

During the period the Group renegotiated a loan. IFRS 9 does not allow for the deferment of the economic effects of the renegotiation of loans on the residual life of the debt: this resulted in the accounting in the quarter of a gain of approximately EUR 4 million. For the purposes of clearer disclosure of the cost of net financial indebtedness, it was considered appropriate to show in the adjusted income statement financial charges related to the debt service payment, with the recognition of deferred benefits of the renegotiation along the duration of the debt and not all in one immediate posting at the time of the amendment. The aforementioned adjustment relates primarily to the reversal of the aforementioned benefit net of the effects linked to the reversal of similar income relating to re-financing operations of previous years.

Below is the reconciliation between the Financial Statements and the recurring statements shown and commented upon in this Report.

**First Half 2018**

<i>(EUR million)</i>	Values in Consolidated Financial Statement	Reversal of Broackaghboy IFRS 5 reclassification	Reversal of special items	1st half Adjusted
Revenues from ordinary operations	512.8	2.9	-	515.7
Other revenues and income	13.2	0.9	-	14.1
<b>TOTAL REVENUES</b>	<b>525.9</b>	<b>3.8</b>	-	<b>529.8</b>
Costs for purchase	(140.3)	(0.0)	-	(140.3)
Changes in inventory	0.7	-	-	0.7
Costs for services and other operating costs	(82.3)	(0.6)	-	(82.8)
Cost of labor	(30.6)	-	-	(30.6)
<b>EBITDA</b>	<b>273.4</b>	<b>3.3</b>	-	<b>276.7</b>
Amortisation, depreciation and write-downs of fixed	(135.5)	(0.7)	-	(136.2)
<b>EBIT</b>	<b>137.9</b>	<b>2.6</b>	-	<b>140.5</b>
Net financial income (expenses)	(33.0)	(0.6)	(4.2)	(37.8)
Net income (loss) from equity investments	0.0	26.7	(26.7)	0.0
<b>Profit before taxes</b>	<b>105.0</b>	<b>28.7</b>	<b>(30.9)</b>	<b>102.7</b>
Income taxes	(28.2)	(0.2)	1.3	(27.1)
<b>Net result from continued operations</b>	<b>76.8</b>	<b>28.4</b>	<b>(29.6)</b>	<b>75.6</b>
Net result from asset sold	28.4	(28.4)	-	0.0
<b>Profit for the period before minorities</b>	<b>105.2</b>	-	<b>(29.6)</b>	<b>75.6</b>
Minority interests	(0.1)	-	-	(0.1)
<b>Group's net profit (loss)</b>	<b>105.1</b>	-	<b>(29.6)</b>	<b>75.5</b>



## Comparative pro forma data 1st Half 2017

It was considered appropriate to amend the 2017 comparative data in order to take account of the following:

- The aforementioned sale of **TotalErg** on 10 January 2018 marked the ERG Group's definitive departure from the OIL industry. Since this date, its business has therefore been focused exclusively on the market for the generation of energy from renewable sources. The comparison of the 2018 results with those of the same periods of 2017 is therefore affected by this change in scope. As such, in order to facilitate the understanding of the performance in the two periods and in view of the Group's new strategic and industrial positioning, the 2017 comparative figures were amended so as to exclude the recurring results<sup>6</sup> of the joint venture TotalErg which had previously been consolidated under the equity method and reported in the line "Net income (loss) from equity investments". In the first half of 2017 this contribution was positive in the amount of EUR 15 million (EUR +24 million for the whole of 2017).
- IFRS 15 - Revenue from Contracts with Customers has been applied as from 1 January 2018, with no significant impact on the Group's Consolidated Financial Statements. In particular, some ERG contracts were identified as "agent", requiring a net representation (netting) of certain operating costs as a reduction in revenues.

(EUR million)	1st half	IFRS 15 reclassifications	Exclusion of inventory gain/losses	Exclusion TotalErg net result	1st half 2017 adjusted RESTATED
Revenues from ordinary operations	538.3	(4.1)	-	-	534.2
Other revenues and income	4.7	-	-	-	4.7
<b>TOTAL REVENUES</b>	<b>543.0</b>	<b>(4.1)</b>	-	-	<b>538.9</b>
Costs for purchase	(171.9)	0.5	-	-	(171.4)
Changes in inventory	(0.0)	-	-	-	(0.0)
Costs for services and other operating costs	(81.1)	3.6	-	-	(77.5)
Cost of labor	(31.8)	-	-	-	(31.8)
<b>EBITDA</b>	<b>258.2</b>	-	-	-	<b>258.2</b>
Amortisation, depreciation and write-downs of fixed assets	(125.6)	-	-	-	(125.6)
<b>EBIT</b>	<b>132.6</b>	-	-	-	<b>132.6</b>
Net financial income (expenses)	(34.0)	-	-	-	(34.0)
Net income (loss) from equity investments	11.9	-	2.9	(14.8)	(0.0)
<b>Profit before taxes</b>	<b>110.5</b>	-	<b>2.9</b>	<b>(14.8)</b>	<b>98.5</b>
Income taxes	(26.1)	-	-	-	(26.1)
<b>Net result from continued operations</b>	<b>84.4</b>	-	<b>2.9</b>	<b>(14.8)</b>	<b>72.5</b>
Net result from asset sold	-	-	-	-	-
<b>Profit for the period before minorities</b>	<b>84.4</b>	-	<b>2.9</b>	<b>(14.8)</b>	<b>72.5</b>
Minority interests	-	-	-	-	-
<b>Group's net profit (loss)</b>	<b>84.4</b>	-	<b>2.9</b>	<b>(14.8)</b>	<b>72.5</b>

<sup>6</sup> Net of special items and inventory gains (losses)