

PRESS RELEASE

ACEA: BOARD APPROVES DRAFT FINANCIAL STATEMENTS AND CONSOLIDATED FINANCIAL STATEMENTS FOR 2017

- **EBITDA €840 million** (-6% compared to 2016, **+7% on adjusted basis¹**).
- **EBIT €360 million** (-32% compared to 2016, **-2% on adjusted basis¹**
- **Group net profit €181 million** (-31% compared to 2016, **+2% on adjusted basis¹**)
- **Investments €532 million** (in line with 2016)
- **Net debt €2,421 million** (**€2,325 million adjusted²**, compared to €2,127 million at 31 December 2016)

EBITDA exceeding March 2017 guidance figures and the forecast included in the Business Plan

Investments in line with March 2017 guidance figures

Net financial position in line with March 2017 guidance figures, with an improvement compared to the forecast divulged in the Business Plan

Group net profit reflects both the impact of non-recurring items totalling €46 million and an increase of €38 million in depreciation, mainly ascribable to IT investments with a substantially shorter useful life. In 2016, net profit benefited from the positive effect deriving from elimination of the so-called regulatory lag

Proposed dividend of €0.63 per share (payout ratio of 74%, calculated on net profit after minority interests), with a growth over 2016

Rome, 14 March 2018 – The Board of Directors of ACEA SpA, chaired by Luca Lanzalone, has approved the draft Financial Statements and consolidated Financial Statements for the period ended 31 December 2017 and the Sustainability Report – Consolidated non-financial declaration.

FINANCIAL HIGHLIGHTS

| (€ million) | 2017 | 2016 | Var. % | 2017 adjusted ¹ | 2016 adjusted ¹ | Var. % |
|--|-------|-------|--------|----------------------------|----------------------------|------------|
| Consolidated revenues | 2,797 | 2,832 | -1% | 2,797 | 2,721 | +3% |
| EBITDA | 840 | 896 | -6% | 840 | 785 | +7% |
| EBIT | 360 | 526 | -32% | 406 | 414 | -2% |
| Group net profit (after minority interests) | 181 | 262 | -31% | 214 | 210 | +2% |

| (€ million) | 2017 | 2016 | Var. % |
|--------------------|------|------|--------|
| Investments | 532 | 531 | - |

| (€ million) | 31/12/17 | 31/12/16 | Var. % |
|--------------------------------------|--------------|----------|-------------|
| Net debt | 2,421 | 2,127 | +14% |
| Adjusted² net debt | 2,325 | 2,127 | +9% |
| Net invested capital | 4,245 | 3,885 | +9% |

¹ Adjusted financial data do not include the following non-recurring items:

- for 2017 the negative impacts - totalling €46 million gross of the tax effect - produced above all by the impairment of the receivable from ATAC (€6 million) and the Areti receivable from GALA (€16 million) and by the write-down of assets pertaining to ACEA Ambiente and ACEA Produzione due to impairment (€12 million).
- for 2016, above all the positive impact (€111 million gross of the tax effect) resulting from elimination of the so-called regulatory lag

² Adjusted net debt, for 2017, does not include the overall impact amounting to €96 million deriving from the GALA affair (€30 million), the impact as regards ATAC (€6 million) or the effects arising from adoption of the split payment (€60 million).



Stefano Donnarumma, Acea Group CEO, commented: "These financial statements mark the end of a year characterised by strong discontinuity with the past which, from May onwards, saw our entire business focused on the maintenance and development of infrastructures and a commitment to improving the quality of services provided to users. The natural conclusion of this work – Donnarumma continued – was clearly reflected in the new business plan which, together with Chairman Luca Lanzalone and the entire Board of Directors, we presented to the financial community on 28 November last and which met with a decidedly positive reception on its part". "The plan objectives – concluded the CEO – which envisage both an upturn in economic and financial results and an improvement in the quality of customer services, will be pursued with determination thanks to the support of our Shareholders and Stakeholders".

The Annual General Meeting of Shareholders will be convened on 20 and 27 April, respectively in first and second call, to pass resolution regarding approval of the Annual Financial Statements at 31 December 2017 and allocation of the year's profit and examination of the Consolidated Financial Statements, the accompanying Reports and the consolidated non-financial declaration pursuant to Legislative Decree no. 254/2016. The documentation pertaining to the approval of the 2017 Financial Statements and the Reports on the other items of the Agenda, as required by current regulations, will be made available to the public within the deadline laid down by law.

The Board of Directors will propose to the Annual General Meeting the distribution of a dividend per share of 0.63 Euro, which will be available for payment starting from 20 June 2018, with an ex-dividend date as of 18 June 2018 and record date of 19 June 2018.

ACEA GROUP 2017 RESULTS

Consolidated revenues totalled 2,797 million Euro, with a growth compared to 2016, on an adjusted basis, of 76 million Euro (+3%). We mention that in 2016 the sum pertaining to the so-called regulatory accounting came to 111 million Euro.

Consolidated EBITDA, at 840 million Euro, exceeded the guidance figure announced to the market (816-832 million Euro) and showed a growth, on an adjusted basis, of 55 million Euro, compared to 2016 (+7%). This trend is primarily ascribable to the contribution of the Energy Infrastructures, Water and Environment segments and the change in the scope of consolidation. EBITDA for the Commercial and Trading area fell by 20 million Euro following the downturn in margin as regards the free energy market and the recognition in 2016 of non-recurring income amounting to around 10 million Euro.

The contributions of the industrial segments to consolidated EBITDA (approximately 75% derives from regulated activities) are as follows: Water 41%; Energy Infrastructures 39%; Commercial and Trading 9%; Environment 7%; Overseas 2%; Engineering and Services 2%.

- **WATER** – EBITDA for this segment, at 350 million Euro, was up by 14 million Euro compared to 2016 (+4%). This growth is above all ascribable to the tariff revisions that were introduced starting from the second half of 2016 and the rise in service quality premium, which reached 31 million Euro. The contribution of the consolidated companies to shareholders' equity amounted to 24 million Euro (down slightly with respect to the previous year).
- **ENERGY INFRASTRUCTURES** - EBITDA for this segment came to 333 million Euro (+56 million Euro on an adjusted basis).

| EBITDA (€ million) | 2017 | 2016 adjusted |
|--------------------------------------|---------------|------------------|
| Distribution | 287 | 242 |
| Generation | 41 | 32 |
| Public Lighting | 4 | 3 |
| OPERATIONAL HIGHLIGHTS | | |
| Electricity generation (GWh) | 426 | 405 |
| Electricity distributed (GWh) | 10,040 | 10,009 |

- **COMMERCIAL AND TRADING** – This segment closed 2017 with EBITDA at 78 million Euro, down by 20 million Euro compared to 2016. The decrease is due above all to the recognition in 2016 of non-recurring revenues totalling 10 million Euro. The electricity sales business showed a downturn in EBITDA mainly as a result of the reduction in volumes and margins.

| OPERATIONAL HIGHLIGHTS | 2017 | 2016 |
|---|--------------|--------------|
| Electricity sold (GWh) | 6,843 | 8,316 |
| <i>Free market</i> | <i>4,191</i> | <i>5,559</i> |
| <i>Enhanced protection market</i> | <i>2,652</i> | <i>2,757</i> |
| Gas sold (million m³) | 103 | 107 |

- **ENVIRONMENT** – In 2017, this segment recognised EBITDA of 64 million Euro (+13% compared to 2016). The result was positively influenced by the improved plant performances and by the higher quantities of electricity sold, with particular reference to the San Vittore facility, as well as by the resumption of operations at the Aprilia composting plant (June 2016).

| OPERATIONAL HIGHLIGHTS | 2017 | 2016 |
|---|--------------|------|
| Treatment and disposal ('000 tonnes) | 1,077 | 822 |
| WTE electricity sold (GWh) | 354 | 302 |

- **OVERSEAS** – The segment closed 2017 with EBITDA of 14 million Euro (4 million Euro in 2016), primarily reflecting the consolidation of Aguas de San Pedro.
- **ENGINEERING AND SERVICES AND PARENT COMPANY** – These segments posted EBITDA of 1 million Euro.

EBIT, at 406 million Euro on an adjusted basis, posted a downturn of 8 million Euro compared to 2016. The change essentially reflects the following non-recurring items: restored ownership of the property housing the car park, as a result of the sentence (around 9 million Euro); the write-down of amounts due from GALA and ATAC (totalling 22 million Euro); the write-down of assets pertaining to ACEA Ambiente and ACEA Produzione (12 million Euro). Moreover, an increase of around 53 million Euro in depreciation was posted as a result of the IT investments brought on stream with a substantially shorter useful life.

The result from financing activities in 2017 posted an improvement of 40 million Euro with respect to 2016. At 31 December 2017, the average global "all in" cost of the ACEA Group debt was 2.6% compared to 2.9% in 2016.

Group net profit amounted to 181 million Euro (214 million Euro on an adjusted basis, up by 4 million Euro with respect to 2016). The impact on Net Profit of higher depreciation, net of the tax effect, was around 38 million Euro compared to 2016.

Investments carried out in 2017 totalled 532 million Euro, substantially in line with a year earlier (531 million Euro), of which approximately 86% refers to regulated activities. More specifically, investments were divided between: Water 271 million Euro, Energy Infrastructures 209 million Euro,



Commercial and Trading 19 million Euro, Environment 15 million Euro, Overseas 5 million Euro, Engineering and Services 1 million Euro, Parent Company 11 million Euro.

Group Net debt at 31 December 2017 was up by 295 million Euro, from 2,127 million Euro at the end of 2016 to 2,421 million Euro in 2017. The variation reflects, *inter alia*, investments made, dividends paid out, the above mentioned increase in exposure towards GALA and ATAC and adoption of the so-called split payment (Law 96/2017). On an adjusted basis the debt would be 2,325 million Euro (+198 million Euro compared to 2016), in line with the guidance provided to the market, indicating an improvement of around 77 million Euro compared to the forecast included in the Business Plan. It is interesting to note that in the fourth quarter of 2017 the Group cut its debt by around 66 million Euro, from 2,487 million to 2,421 million Euro, as a result of cash generated by working capital in the amount of approximately 100 million Euro.

SIGNIFICANT EVENTS DURING 2017

ACEA and Open Fiber to build network of the future for Rome

On 3 August 2017 ACEA and Open Fiber signed a Memorandum of Understanding ("MoU").

Board of Directors approves the 2018-2022 Business Plan focused on investments, infrastructure resilience and innovation

On 28 November 2017 ACEA's Board of Directors approved the Group's Business Plan for the period 2018 – 2022 focused on investments, infrastructure resilience and innovation. The Business Plan will be supported by four strategic pillars: strong industrial growth, centred around the development of infrastructure and a customer-oriented approach; continuous territorial emphasis; technological innovation in view of the "Smart Grid" and "Smart City" projects; operational efficiency and performance improvement via the rigorous management of costs and investments.

SIGNIFICANT EVENTS AFTER 2017 YEAR-END

ACEA and Open Fiber: agreement regarding network evolution and the development of innovative services for the city of Rome

On 12 January 2018 ACEA's CEO, Stefano Donnarumma, and Elisabetta Ripa, CEO of Open Fiber, following the Memorandum of Understanding executed on 3 August 2017, signed a deal setting out the terms and conditions of the overall industrial agreement for the development of an ultrafast broadband communications network in the city of Rome. The project provides for the implementation of a next-generation fibre optic infrastructure designed to offer ultrafast connectivity to the Capital's residents over the next five years. The network will enable a series of services in the cultural, healthcare, social and business development and Public Administration fields, also via the implementation of new applications for telecommunications and remote control of power and water networks. For this purpose, ACEA will make available to Open Fiber its infrastructures for the laying of fibre optic cable, thereby minimising the impact of the works on the town.

Board of Directors approves issue of one or more series of notes

On 23 January 2018 the Board of Directors of ACEA S.p.A. authorised the issue of one or more series of senior notes under its EMTN (Euro Medium Term Notes) Programme, for a maximum aggregate principal amount of 1 billion Euro, to be placed with institutional investors and listed on the Luxembourg Stock Exchange. The issue of notes will take place by 15 July 2018.

Placing of bonds for overall 1 billion Euro

On 1 February 2018 ACEA completed a 300 million Euro placement of 5-year floating rate bonds (3-month Euribor + 0.37%) and a 700 million Euro placement of 9.5-year fixed rate bonds (1.5%), under its 3 billion Euro EMTN (Euro Medium Term Notes) Programme, as last updated on 17 July 2017 and supplemented on 23 January 2018. The Notes issue, intended exclusively for placement with Euro-market institutional investors, was well received, with requests exceeding 2.5 times the amount



of Notes offered. Fitch Ratings and Moody's respectively assigned to the issue a rating of BBB+ and Baa2, in line with that of ACEA.

OUTLOOK

The results achieved by the ACEA Group as at 31 December 2017, after taking account of the main extraordinary items, are in line with expectations.

The Group intends to carry out major investments in infrastructures which, without affecting its financial soundness, should have an immediately positive impact on performance, on EBITDA and on billing and collection processes. It remains committed to implementing all actions for a continuous and constant improvement of the billing and sale process with a view to pursuing the reduction of working capital and curbing the Group's debt. The financial structure of the ACEA Group is reassuring in terms of future stability. In fact, as at 31 December 2017, 71% of debt is fixed rate, so as to safeguard against possible rises in interest rates and potential financial or lending volatilities; as at 31 December 2017 the average duration of medium/long-term borrowing is 5.3 years. It should be noted that the reduction in average cost of debt went down from 2.9% at 31 December 2016 to 2.6% at 31 December 2017.

GUIDANCE FOR 2018

For 2018, on a like-for-like basis, ACEA forecasts:

- an increase in EBITDA of between 3% and 5%, based on the result for 2017 (840 million Euro);
- a growth in investments with respect to 532 million Euro in 2017, in keeping with the Business Plan;
- net debt at the end of the year between 2.6 and 2.7 billion Euro.

NOTES APPROACHING MATURITY

The 600 million Euro bond (of which 270 million Euro was concerned with partial repurchase in October 2016) is due to mature on 12 September, gross annual coupon of 3.7%.

A conference call will be held at 3.30 p.m. (Italian time) today, 14 March 2018, in order to present the results at 31 December 2017. To coincide with the start of the conference call, back-up material will be made available on the website www.acea.it.

Pursuant to Article 154 bis, paragraph 2 of the Consolidated Finance Act, the Executive Responsible for Financial Reporting, Giuseppe Gola, declares that the accounting information contained in this press release corresponds to the accounting documents, books and records.

The following schedules are attached:

Consolidated accounts: income statement at 31.12.2017, statement of financial position at 31.12.2017, statement of changes in shareholders' equity, reclassified statement of financial position at 31.12.2017, analysis of net debt at 31.12.2017 and the statement of cash flows for the period ended 31.12.2017.

Acea Group contacts

Press Office

Tel. +39 57997733 - email: ufficio.stampa@aceaspa.it

Investor Relations

Tel. +39 06 57991

investor.relations@aceaspa.it

Company website: www.acea.it

CONSOLIDATED INCOME STATEMENT FOR THE YEAR ENDED 31/12/2017

| | 31/12/17 | 31/12/16 | Increase (Decrease) | Percentage Increase (Decrease) |
|--|------------------|------------------|------------------------|--------------------------------------|
| Revenues from sales and services | 2,669,876 | 2,708,646 | (38,770) | (1.4%) |
| Other revenues and proceeds | 127,107 | 123,772 | 3,336 | 2.7% |
| Consolidated net revenues | 2,796,983 | 2,832,417 | (35,435) | (1.3%) |
| Staff costs | 215,231 | 199,206 | 16,025 | 8.0% |
| Cost of materials and overheads | 1,768,621 | 1,766,209 | 2,412 | 0.1% |
| Consolidated operating costs | 1,983,853 | 1,965,415 | 18,437 | 0.9% |
| Net income (costs) from commodity risk management | 0 | 0 | 0 | n.s. |
| Income (costs) from equity investments of a non-financial nature | 26,864 | 29,345 | (2,481) | (8.5%) |
| Gross Operating Profit (EBITDA) | 839,994 | 896,347 | (56,353) | (6.3%) |
| Amortisation, Depreciation, Provisions and Impairment charges | 480,102 | 370,403 | 109,699 | 29.6% |
| Operating Profit (EBIT) | 359,892 | 525,944 | (166,052) | (31.6%) |
| Financial income | 17,379 | 17,258 | 121 | 0.7% |
| Financial costs | (89,334) | (128,822) | 39,488 | (30.7%) |
| Income (costs) from equity investments | 259 | 1,707 | (1,448) | (84.8%) |
| Profit (loss) before tax | 288,196 | 416,087 | (127,891) | (30.7%) |
| Income taxes | 95,992 | 143,548 | (47,555) | (33.1%) |
| Net profit (loss) | 192,203 | 272,539 | (80,335) | (29.5%) |
| Net Profit (Loss) from discontinued Operations | | | | |
| Net Profit (Loss) | 192,203 | 272,539 | (80,335) | (29.5%) |
| Net Profit (Loss) attributable to non-controlling interests | 11,521 | 10,192 | 1,329 | 13.0% |
| Net Profit (Loss) attributable to the Group | 180,682 | 262,347 | (81,665) | (31.1%) |
| Earnings (Loss) per share attributable to Parent's shareholders | | | | |
| Basic | 0.84841 | 1.23188 | (0.38347) | (31.1%) |
| Diluted | 0.84841 | 1.23188 | (0.38347) | (31.1%) |
| Earnings (Loss) per share attributable Parent's shareholders, net of Treasury Shares | | | | |
| Basic | 0.85008 | 1.23430 | (0.38422) | (31.1%) |
| Diluted | 0.85008 | 1.23430 | (0.38422) | (31.1%) |

Amounts in thousands of Euro

CONSOLIDATED STATEMENT OF FINANCIAL POSITION AT 31/12/2017

| | 31/12/17 | 31/12/16 | Increase (Decrease) |
|---|------------------|------------------|------------------------|
| Property, plant and equipment | 2,252,910 | 2,210,338 | 42,572 |
| Investment property | 2,547 | 2,606 | (58) |
| Goodwill | 149,978 | 149,825 | 153 |
| Concessions | 1,819,400 | 1,662,727 | 156,673 |
| Other intangible fixed assets | 144,121 | 158,080 | (13,959) |
| Equity investments in subsidiaries and associates | 280,853 | 260,877 | 19,976 |
| Other equity investments | 2,614 | 2,579 | 35 |
| Deferred tax assets | 271,148 | 262,241 | 8,906 |
| Financial assets | 38,375 | 27,745 | 10,629 |
| Other assets | 234,154 | 34,216 | 199,937 |
| NON-CURRENT ASSETS | 5,196,099 | 4,771,235 | 424,863 |
| Inventories | 40,201 | 31,726 | 8,475 |
| Trade receivables | 1,022,710 | 1,097,441 | (74,731) |
| Other current assets | 148,192 | 132,508 | 15,683 |
| Current tax assets | 61,893 | 74,497 | (12,604) |
| Current financial assets | 237,671 | 131,275 | 106,396 |
| Cash and cash equivalents | 680,641 | 665,533 | 15,108 |
| CURRENT ASSETS | 2,191,309 | 2,132,981 | 58,328 |
| Non-current assets held for sale | 183 | 497 | (314) |
| TOTAL ASSETS | 7,387,591 | 6,904,713 | 482,878 |

Amounts in thousands of Euro

| | 31/12/17 | 31/12/16 | Increase (Decrease) |
|--|------------------|------------------|------------------------|
| Shareholders' equity | | | |
| Share capital | 1,098,898 | 1,098,899 | 0 |
| Legal reserve | 100,619 | 95,188 | 5,431 |
| Other reserves | (308,073) | (351,090) | 43,017 |
| Retained earnings (losses) | 645,500 | 565,792 | 79,709 |
| Profit (loss) for the year | 180,682 | 262,347 | (81,665) |
| Total Group Shareholders' Equity | 1,717,626 | 1,671,136 | 46,491 |
| Non-controlling interests | 93,580 | 86,807 | 6,772 |
| Total Shareholders' Equity | 1,811,206 | 1,757,943 | 53,263 |
| Staff termination benefits and other defined benefit plans | 108,430 | 109,550 | (1,120) |
| Provisions for liabilities and charges | 258,154 | 202,122 | 56,032 |
| Borrowings and financial liabilities | 2,745,035 | 2,797,106 | (52,071) |
| Other liabilities | 184,270 | 185,524 | (1,255) |
| Deferred tax liabilities | 92,835 | 88,158 | 4,678 |
| NON-CURRENT LIABILITIES | 3,388,725 | 3,382,460 | 6,265 |
| Trade payables | 1,237,808 | 1,292,590 | (54,782) |
| Other current liabilities | 277,819 | 273,782 | 4,038 |
| Financial debt | 633,155 | 151,478 | 481,677 |
| Tax payables | 38,841 | 46,361 | (7,520) |
| CURRENT LIABILITIES | 2,187,623 | 1,764,211 | 423,413 |
| Liabilities directly associated with assets held for sale | 37 | 99 | (63) |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | 7,387,591 | 6,904,713 | 482,878 |

Amounts in thousands of Euro

STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

| | Share Capital | Legal Reserve | Other Reserves | Profit for the year | Total | Non-controlling Interests | Total Shareholders' Equity |
|--|------------------|---------------|----------------|---------------------|------------------|---------------------------|----------------------------|
| Balances as at 1 January 2016 | 1,098,899 | 87,908 | 155,533 | 181,584 | 1,523,924 | 72,128 | 1,596,053 |
| Net profit (loss) | 0 | 0 | 0 | 262,347 | 262,347 | 10,192 | 272,539 |
| Other comprehensive income (losses) | 0 | 0 | 0 | (3,338) | (3,338) | 240 | (3,098) |
| Total comprehensive income (loss) | 0 | 0 | 0 | 259,009 | 259,009 | 10,432 | 269,441 |
| Appropriation of 2015 profit (loss) | 0 | 7,280 | 174,304 | (181,584) | 0 | 0 | 0 |
| Distribution of dividends | 0 | 0 | (106,274) | 0 | (106,274) | (4,405) | (110,679) |
| Change in basis of consolidation | 0 | 0 | (5,524) | 0 | (5,524) | 8,652 | 3,129 |
| Other changes | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Balances as at 31 December 2016 | 1,098,899 | 95,188 | 218,040 | 259,009 | 1,671,136 | 86,807 | 1,757,943 |

Amounts in thousands of Euro

| | Share Capital | Legal Reserve | Other Reserves | Profit for the year | Total | Non-controlling Interests | Total Shareholders' Equity |
|--|------------------|----------------|----------------|---------------------|------------------|---------------------------|----------------------------|
| Balances as at 1 January 2017 | 1,098,899 | 95,188 | 218,040 | 259,009 | 1,671,136 | 86,807 | 1,757,943 |
| Net profit (loss) | 0 | 0 | 0 | 180,682 | 180,682 | 11,521 | 192,203 |
| Other comprehensive income (losses) | 0 | 0 | 0 | (9) | (9) | 402 | 393 |
| Total comprehensive income (loss) | 0 | 0 | 0 | 180,673 | 180,673 | 11,923 | 192,596 |
| Appropriation of 2016 profit (loss) | 0 | 5,431 | 253,579 | (259,009) | 0 | 0 | 0 |
| Distribution of dividends | 0 | 0 | (131,780) | 0 | (131,780) | (4,330) | (136,110) |
| Change in basis of consolidation | 0 | 0 | (2,496) | 0 | (2,496) | (714) | (3,210) |
| Other changes | 0 | 0 | 93 | 0 | 93 | (106) | (14) |
| Balances as at 31 December 2017 | 1,098,899 | 100,619 | 337,435 | 180,673 | 1,717,626 | 93,580 | 1,811,206 |

Amounts in thousands of Euro

RECLASSIFIED CONSOLIDATED STATEMENT OF FINANCIAL POSITION AT 31/12/17

| Statement of financial position | 31/12/17 | 31/12/16 | Increase (Decrease) | Percentage Increase (Decrease) |
|------------------------------------|--------------------|--------------------|------------------------|--------------------------------------|
| Non-current assets and liabilities | 4,514,218 | 4,335,476 | 178,742 | 4.1% |
| Net working capital | (281,472) | (450,606) | 169,134 | (37.5%) |
| Invested capital | 4,232,746 | 3,884,869 | 347,877 | 9.0% |
| Net debt | (2,421,540) | (2,126,926) | (294,614) | 13.9% |
| Shareholders' Equity | (1,811,206) | (1,757,943) | (53,263) | 3.0% |
| Total funding | 4,232,746 | 3,884,869 | 347,877 | 9.0% |

Amounts in thousands of Euro

ANALYSIS OF CONSOLIDATED NET DEBT AT 31/12/2017

| | 31/12/2017 | 31/12/2016 | Increase (Decrease) | Percentage Increase (Decrease) |
|---|--------------------|--------------------|------------------------|--------------------------------------|
| Non-current financial assets (liabilities) | 2,738 | 2,074 | 664 | 32.0% |
| Non-current financial assets (liabilities) due from/to Parents, Subsidiaries and Associates | 35,637 | 25,671 | 9,966 | 38.8% |
| Non-current borrowings and financial liabilities | (2,745,035) | (2,770,851) | 25,815 | (0.9%) |
| Net medium/long-term debt | (2,706,661) | (2,743,106) | 36,445 | (1.3%) |
| Cash and cash equivalents and securities | 680,641 | 665,533 | 15,108 | 2.3% |
| Short-term borrowings | (544,559) | (79,216) | (465,343) | n.s. |
| Current financial assets (liabilities) | 32,857 | (78,130) | 110,987 | (142.1%) |
| Current financial assets (liabilities) due from/to Parent and Associates | 116,181 | 107,993 | 8,189 | 7.6% |
| Net short-term debt | 285,121 | 616,179 | (331,059) | (53.7%) |
| Total debt | (2,421,540) | (2,126,926) | (294,614) | 13.9% |

Amounts in thousands of Euro

STATEMENT OF CONSOLIDATED CASH FLOWS FOR THE PERIOD ENDED 31/12/2017

| | 31/12/17 | 31/12/16 | Increase (Decrease) |
|--|------------------|------------------|------------------------|
| Cash flow from operating activities | | | |
| Profit from continuing operations before tax | 288,196 | 416,087 | (127,891) |
| Amortisation and depreciation | 328,911 | 254,247 | 74,664 |
| Revaluations/impairment charges | 63,228 | 33,643 | 29,586 |
| Increase/(decrease) in provisions for liabilities | 56,032 | 12,266 | 43,766 |
| Increase/(decrease) in staff termination benefits (TFR) | (2,087) | (8,683) | 6,596 |
| Net financial interest expense | 71,955 | 111,564 | (39,609) |
| Income taxes paid | (137,764) | (109,635) | (28,129) |
| Cash flow generated by operating activities before changes in working capital | 668,471 | 709,487 | (41,018) |
| Increase in current receivables | (70,073) | (56,652) | (13,421) |
| Increase/(decrease) in current payables | 10,752 | 47,334 | (36,582) |
| Increase/(decrease) in inventories | (8,475) | (5,103) | (3,372) |
| Change in working capital | (67,797) | (14,422) | (53,375) |
| Change in other operating assets/liabilities | (160,476) | (49,391) | (111,084) |
| TOTAL CASH FLOW FROM OPERATING ACTIVITIES | 440,199 | 645,674 | (205,478) |
| Cash flow from investment activities | | | |
| Purchase/sale of property, plant and equipment | (183,395) | (248,949) | 65,554 |
| Purchase/sale of intangible fixed assets | (330,583) | (318,472) | (12,110) |
| Equity investments | 19 | 9,481 | (9,462) |
| Purchase/sale of investments in subsidiaries | (3,833) | 0 | (3,833) |
| Proceeds/payments deriving from other financial investments | (117,026) | (33,328) | (83,698) |
| Dividends received | 9,626 | 9,318 | 307 |
| Interest income received | 16,929 | 22,178 | (5,250) |
| TOTAL CASH FLOW FROM INVESTMENT ACTIVITIES | (608,263) | (559,772) | (48,491) |
| Cash flow from financing activities | | | |
| Non-controlling interest in capital increase of subsidiaries | 0 | 3,129 | (3,129) |
| Repayment of long-term borrowings and loans | 386,401 | 239,167 | 147,233 |
| Disbursement of borrowings/other medium/long-term loans | (450,000) | (146,757) | (303,243) |
| Decrease/increase in other short-term borrowings | 481,614 | (107,609) | 589,223 |
| Interest expense paid | (98,732) | (112,273) | 13,541 |
| Dividends paid | (136,110) | (110,679) | (25,431) |
| TOTAL CASH FLOW FROM FINANCING ACTIVITIES | 183,173 | (235,022) | 418,196 |
| Cash flow for the period | 15,108 | (149,120) | 164,228 |
| Net opening balance of cash and cash equivalent | 665,533 | 814,653 | (149,120) |
| Net closing balance of cash and cash equivalent | 680,641 | 665,533 | 15,108 |

Amounts in thousands of Euro