



A2A BUSINESS PLAN NEWS

FEBRUARY & MARCH 2017

2017-2021 Business Plan to be approved on 3rd April - conference call on the same day at 2 pm CET.

A2A announced its 2016 preliminary results:

- EBITDA of over 1.22 €bn (+22% vs. 2015)*
- Pre-tax profit of 350 €M*
- Net impairments at 261 €M*
- NFP of 3.14 €bn, NFP/EBITDA down to 2.6x*
- CAPEX at around 420 €M and Free Cash Flow of 230 €M (the latter net of LGH transaction)*



Unit 2 of Chivasso CCGT plant (about 400 MW of capacity), has been de-mothballed upon Terna specific request and is now operative on the market.

BU: Generation & Trading



Excluding external growth, Free mass market customer base increased by almost +120k units in 2016 vs. the previous year, in line with the growth trend envisaged by the Business Plan.

BU: Energy Retail



Fedelta2a marketing campaign – run in the reference territory and targeted to A2A protected market customers, was concluded successfully: more than 55k electricity and gas contracts on the free market were signed.

BU: Energy Retail



[Bonusa2a](#), a new electricity and gas commercial offer was launched in February. The offer conditions include a fixed price for 2 years, 100% renewable energy with a bonus on first energy bill in case of online contract activation – up to 150€ for residential and 250€ for small business customers.

BU: Energy Retail



Loyalty program [Chiara2a](#) will be concluded at the end of March after 5 years, with more than 250,000 subscriptions. By the end of April the participants to the program can convert the loyalty points to various prizes, vouchers - also on energy bill up to 100 €, energy efficiency products as well as charity contribution to Cesvi and Banco dell'Energia.

BU: Energy Retail



A2A increased its stake in ASVT (Azienda Servizi Valtrompia) from 49% to 75% through:

- A capital increase of 5.8 €M – fully subscribed by A2A
- direct acquisition of ASVT shares from 18 local shareholders for 1.58 €M

The deal was mainly aimed at improving the water purification system in ASVT reference territory in the Province of Brescia.

ASVT will be fully consolidated by A2A as of March 2017.

Key 2015 numbers: EBITDA ~4 €M, Net Profit ~2.2 €M, Equity 11.9 €M, Net Debt 7.5 €M.

BU: Networks



Buccinasco paper recovery plant: authorisation obtained to increase capacity from 54kton/y up to 140 kton/y.

BU: Environment



A2A placed with qualified investors 300 €M notes with 7-year maturity due in March 2024, issued under its EMTN Programme. Key numbers: 1.25% annual fixed coupon rate; 99.774% issue price; 1.284% yield.

BU: Corporate - Finance



Annual national survey by Cerved on customer satisfaction: in 2016 A2A was confirmed at first place - fifth year in a row. The survey involved more than 7,000 customers.

BU: Energy Retail



In order to strengthen its commitment towards sustainability, A2A has developed a model for assigning a quantitative CSR target to all its managers starting from 2017. The target is coherent with A2A 2020 Sustainability Plan and 2030 Sustainability Policy.

BU: Corporate – Human Resources / Sustainability



A2A is now progressing with the “School-job Alternation” initiative targeted to schools: 300 students from 12 secondary schools throughout Italy will take part to the program in the next three years. 100 students will be offered an apprenticeship within A2A Group.

BU: Corporate – Human Resources



A2A launched new websites for corporate area and Group subsidiaries. Contents and web tools are now compatible with computer, tablet and smartphone devices. *Comments and suggestions to improve the websites are welcome!*

BU: Corporate – External Relations

Next issue of the Newsletter by the end of May



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News for investors & analysts – February and March 2017

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