



A2A BUSINESS PLAN NEWS

APRIL & MAY 2017

2017-2021 Business Plan approved on 3rd April

The main lines of the Plan, in continuity with the previous ones, are the following:

- **Relaunch:** growth in environment, smart network and energy services
- **Regeneration:** active role in the energy market transformation
- **Reshape:** buying options in smart city and green economy
- **Discipline** in operations and capital structure
- **Dialogue** & engagement with key stakeholders
- **Digital** & technological transformation

EBITDA expected to grow to 1,380 €M in 2021, cumulated CAPEX of the period equal to 2,750 €M.

2017 A2A AGM held in Brescia on 15 May . Key decisions:

- Approval of 2016 Annual Report and Integrated Report
- Distribution of the dividend proposed by the Board of Directors (i.e. 0.0492 €/share);
- Approval of the Remuneration Report;
- Renewal of the authorization for the purchase and disposal of own shares;
- Appointed for a three-year period the Board of Directors and the Board of Statutory Auditors and determined the compensation for the members.

Chairman and CEO were reconfirmed



Relaunch

Cavaglià plant for plastic recovery: start of onsite construction work.

BU: Environment



Relaunch

~60k increase of mass-market contracts on the free market in Q1 2017.

BU: Energy Retail



A2A Energia opened more than 10 new territorial contact points in May – fixed or traveling - in Milan, Brescia, Bergamo and Varese where users can subscribe the flagship BonusA2A offer. The whole campaign will end on 30 June.

BU: Energy Retail



A2A started managing public lighting service in Stradella as of April. ~2,000 LED points to be installed by the beginning of 2018.

BU: Networks & Heat



Unit 3 of Sermide CCGT plant (about 400 MW) to be demothballed upon Terna specific request. The plant will be fully operative on the market by the end of July.

BU: Generation & Trading



Fast Charge network for Electric Vehicles in Milan – Key highlights after one year since the installation:

- 10k recharges done at the 13 fast-charging points installed;
- 140 MWh delivered corresponding to ~850,000 km covered with 100% renewable energy;
- customer satisfaction score for E-Moving service: 7.2 out of 10.

E-Mobility



LGH: Start-up of a solar district heating plant in Lodi: estimated annual production ~160 MWht/y.

BU: Networks & Heat



A2A Energia, A2A Calore&Servizi and A2A Smart City campaign started in May with the aim of requalifying residential buildings heated through fuel oil boilers. The energy efficiency intervention includes the installation of a video-surveillance system.

Energy Efficiency



On May 23 2017 Standard & Poor's confirmed its BBB long term and A-2 short term corporate rating on A2A. The outlook is stable.

BU: Corporate - Finance



New A2A 2017 Investor Guidebook, Databook and Company Profile are available on the company website at the following [link](#)

BU: Corporate - Investor Relations



Monfalcone, Calabria, Gissi, San Filippo e Chivasso plants were awarded the EMAS Italia 2017 prize for the commitment and the achievements on environmental communication. The prize was assigned by the Ecolabel and Ecoaudit Committee and ISPRA to 60 industrial sites/companies out of about 1,000 companies with EMAS environmental certification.

BU: Generation & Trading



- A2A smartWorking: pilot project phase - involving 300 employees, was further extended;
- A2A Welfare: online survey for employees regarding the new welfare options introduced by 2017 Stability Law and the services already active within A2A Group.

BU: Corporate – Human Resources



A2A, together with other large companies taking part to the ELIS consortium, launched Open Italy, a «sales accelerator» project for start-ups, supported by the Ministry of Economic Development.

BU: Corporate – Strategy and Innovation



Customer base migration (~40k PODs) from the former Aspem Energia's IT systems into A2A Energia's cost efficient ones.

BU: Energy Retail



A2A signed a MoU with ACSM AGAM, ASPEM, AEVV and Lario Reti Holding to study a business and corporate partnership route. At the end of this process (which will last around 4 months), the parties may agree, where the necessary conditions are in place, that they are interested in continuing this path, subjecting any merger plan to the examination and approval of the respective shareholders.

M&A

Next issue of the Newsletter by the end of July



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