

## Corporate profile

Hera is a multi utility company working in the following businesses:  
Waste (collection and disposal, urban hygiene, WTE technology, sorted waste collection, recycling), Energy (supply of gas and electricity), Water cycle (supply of drinkable water and management of the whole hydric cycle, together with purification of the sewage water collected), Networking (management of data networks and connectivity).

## Mission

“Hera’s goal is to be the best multi-utility in Italy for its customers, workforce and shareholders. It aims to achieve this through further development of an original corporate model capable of innovation and of forging strong links with the areas in which it operates by respecting the local environment”.

## Corporate Governance

### Board of Directors

<b>Chairman</b>	<b>Tomaso Tommasi di Vignano</b>
<b>Vice chairman</b>	<b>Giovanni Basile</b>
<b>C.E.O.</b>	<b>Stefano Venier</b>
Director	Francesca Fiore
Director	Giorgia Gagliardi
Director	Massimo Giusti
Director	Sara Lorenzon
Director	Aldo Luciano
Director	Stefano Manara
Director	Danilo Manfredi
Director	Erwin P.W. Rauhe
Director	Duccio Regoli
Director	Federica Seganti
Director	Marina Vignola

### Board of statutory auditors

<b>Chairman</b>	<b>Myriam Amato</b>
Standing auditor	Marianna Girolomini
Standing auditor	Antonio Gaiani
Alternative auditor	Valeria Bortolotti
Alternative auditor	Stefano Gnocchi

### Comitato Esecutivo

<b>Chairman</b>	<b>Tomaso Tommasi di Vignano</b>
Vice chairman	Giovanni Basile
Member	Stefano Venier
Member	Federica Seganti

## Shareholding



## Economic data

<i>mln €</i>	H1 13*	H1 14	H1 15	H1 16	H1 17
Total revenues	2,460.0	2,228.3	2,368.9	2,314.7	2,956.3
Ebitda	431.8	450.9	459.1	470.1	505.9
Ebit	235.5	242.8	245.0	257.4	262.2
Pre tax profit	171.5	176.3	183.7	199.4	216.3
Tax	(73.6)	(69.5)	(68.3)	(71.2)	(68.3)
Net profit	98.1	106.8	115.4	128.2	148.0
Minorities	7.7	8.5	8.1	7.2	7.0
Hera net profit	90.4	98.3	107.3	121.0	141.0

\* Adjusted due to the Acegas Aps consolidation and IFRS 11

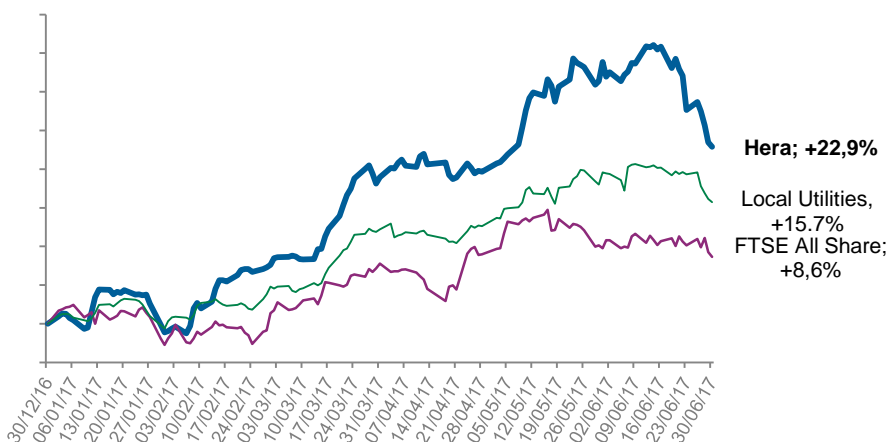
## CONTACTS

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## INVESTOR RELATIONS

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## Hera share



### Hera on stock market

Segment	Blue Chip	Shares issued (n.)	1.489.538.745
ISIN code	IT0001250932	Nominal value	1.0 €
Bloomberg ticker	HER IM	Minimum trading block	500,000
Reuters ticker	HER.MI	Official price	2.6886 €

### Data as at 30/06/2016

Data per share	2012	2013	2014	2015	2016
DPS (€)	0.09	0.09	0.09	0.09	0.09
Coupon (date)	03/06	02/06	22/06	20/06	19/06
Payment (date)	06/06	05/06	24/06	22/06	21/06
EPS (€)	0.108	0.116	0.114	0.123	0.141
Capital Gain	0.13	0.42	0.31	0.49	(0.26)
Total return (€)	0.21	0.51	0.40	0.58	(0.17)
% return	17.1%	41.9%	24.0%	29.8%	(6.8%)

## Analysts

Broker	Analyst	Rating	Target Price
B. Akros	Dario Michi	Buy	2.80 €
Banca IMI	Meris Tonin	Buy	3.30 €
Equita	Stefano Gamberini	Hold	2.95 €
Intermonte	Federico Pezzetti	Outperform	3.10 €
Kepler Cheuvreux	Claudia Introvigne	Buy	3.10 €
MainFirst	Enrico Bartoli	Outperform	2.76 €
Mediobanca	Javier Suarez	Outperform	2.90 €

## Operating data

Volumes	H1 2017	Clients	30/06/2017
Gas sold (mln mc)	2,257.7	Gas ('000)	1,386.0
Water invoiced (mln mc)	146.7	Electricity ('000)	930.8
Electricity sold (GW/h)	3,812.8	Water ('000)	1,456.1
Urban waste ('000 ton)	1,013.4		
Waste treated ('000 ton)	1,254.5		

## Latest M&A

Company	Execution	Business/activity
Aliplast	03/04/2017	Waste
Teseco	30/01/2017	Waste
Julia Servizi Più	10/03/2016	Energy Sales
Gran Sasso	06/10/2016	Energy Sales

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