

## Corporate profile

Hera is a multy 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>C.E.O.</b>	<b>Stefano Venier</b>
<b>Vice chairman</b>	<b>Giovanni Basile</b>
Director	Francesca Fiore
Director	Giorgia Gagliardi
Director	Massimo Giusti
Director	Sara Lorenzon
Director	Stefano Manara
Director	Danilo Manfredi
Director	Alessandro Melcarne
Director	Erwin Paul Walter Rauhe
Director	Duccio Regoli
Director	Federica Seganti
Director	Marina Vignola
Director	Giovanni Xilo

### Board of statutory auditors

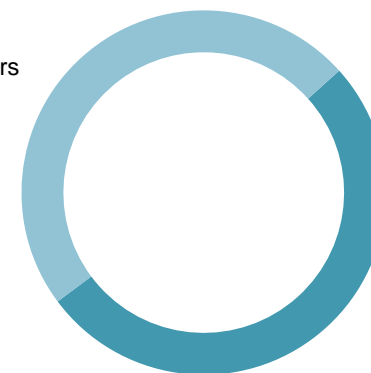
<b>Chairman</b>	<b>Myriam Amato</b>
Standing auditor	Antonio Gaiani
Standing auditor	Marianna Girolomini
Alternative auditor	Valeria Bortolotti
Alternative auditor	Stefano Gnocchi

### Comitato Esecutivo

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

## Shareholding

Public  
shareholders  
**48.5%**



Free Float  
**51.5%**

## Economic data

	30/09/13*	30/09/14^	30/09/15	30/09/16	30/09/17	30/09/18
Revenues	3,374.9	2,992.2	3,246.4	3,615.5	4,027.8	4,348.4
Ebitda	597.2	626.7	640.2	650.6	724.7	748.7
Ebit	294.5	312.9	317.3	329.2	357.9	376.5
Pre tax profit	257.2	210.2	218.4	239.1	283.4	315.8
Net profit	172.8	122.4	134.9	151.8	192.8	220.7

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

^ Adjusted due to IFRIC12

## CONTACTS

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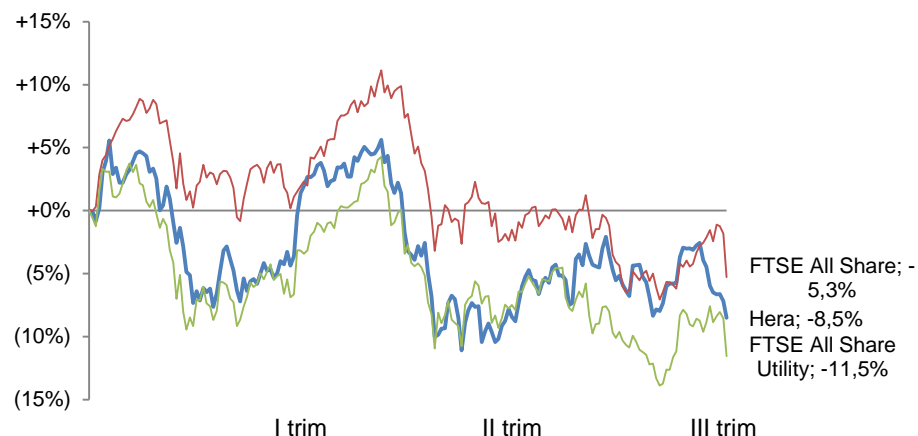
## INVESTOR RELATIONS

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Fax: +39 051 281 42 56

## Hera share



### Hera on stock market

### Data as at 30/09/2018

<i>Segment</i>	Blue Chip	<i>Shares issued (n.)</i>	1.489.538.745		
<i>ISIN code</i>	IT0001250932	<i>Nominal value</i>	1.0 €		
<i>Bloomberg ticker</i>	HER IM	<i>Minimum trading block</i>	500,000		
<i>Reuters ticker</i>	HER.MI	<i>Official price</i>	2.6807 €		

Data per share	2013	2014	2015	2016	2017
<i>DPS (€)</i>	0.09	0.09	0.09	0.09	0,095
<i>Coupon (date)</i>	02/06	22/06	20/06	19/06	18/06
<i>Payment (date)</i>	05/06	24/06	22/06	21/06	20/06
<i>EPS (€)</i>	0.116	0.114	0.123	0.141	0.171
<i>Capital Gain</i>	0.42	0.31	0.49	(0.26)	0.74
<i>Total return (€)</i>	0.51	0.40	0.58	(0.17)	0.83
<i>% return</i>	41.9%	24.0%	29.8%	(6.8%)	38.0%

## Analysts

Broker	Analyst	Rating	Target Price
B. Akros	Francesco Previtera	Buy	3.30 €
Banca IMI	Inti Merino Rimini	Buy	3.60 €
Equita	Roberto Letizia	Buy	3.50 €
Fidentiis	Dario Michi	Buy	3.30 €
Hammer Partners	Emanuele Oggioni	Buy	3.40 €
Intermonte	Federico Pezzetti	Outperform	3.20 €
Kepler Cheuvreux	Claudia Introvigne	Buy	3.40 €
MainFirst	Enrico Bartoli	Outperform	3.05 €
Mediobanca	Javier Suarez	Outperform	3.20 €

## Operating data

Volumes	9M 2018	Clients	30/09/2018
Gas sold (mln mc)	3,957.5	Gas ('000)	1,412.7
Water invoiced (mln mc)	220.4	Electricity ('000)	1,038.8
Electricity sold (GW/h)	8,937.1	Water ('000)	1,462.3
Urban waste ('000 ton)	1,758.8		
Waste treated ('000 ton)	5,604.6		

## Latest M&A

Company	Execution	Business/activity
Sangroservizi (49%)	20/03/2018	Energy sales
Blu Ranton	08/02/2018	Energy sales
Teseco	30/01/2017	Waste
Aliplast	11/01/2017	Waste

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