



## **press release**

Pesaro/Bologna, 28 July 2008

### **Hera acquires Urbino-based Megas Trade**

**Finalised today the acquisition of the Marche region-based gas and electricity company that will bring about 40,000 new customers to the group**

The Hera Group's territorial consolidation process is expanding into areas bordering those already served in Emilia-Romagna.

Today, in fact, they formalised the 100% acquisition of Megas Trade, the leading gas and electricity provider in the Province of Urbino, with more than 36,000 customers. The acquisition implied a consideration of 5.8 million Euro including Net Financial Debts for 1.2 million Euro.

Megas Trade, 70% owned by Marche Multiservizi and 30% by Megas Net, closed 2007 with revenues of 26.279 million euro and about 78 million cubic metres of gas sold.

Cristian Fabbri, General Manager of Hera Comm, sales company of the Hera Group, expressed satisfaction with the conclusion of this transaction, which represents a great opportunity for the territory, emphasising that "Megas Trade customers can in fact benefit from the numerous opportunities that belonging to a large group can offer, not only in terms of services but also market competitiveness, without relinquishing the local roots of the company."

Megas Trade will be renamed HeraComm Marche and will form a nucleus around which the Hera Group will be developing intense commercial activity in the Marche region.

The transaction concluded today follows that formalised last week with Liguria Gas Service which involved the Hera Group's acquisition of more than 3,600 gas customers, continuing the development and consolidation of Hera's presence in the Modena area of the Appenines.

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