

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

Chairman	Tomaso Tommasi di Vignano
C.E.O.	Stefano Venier
Vice chairman	Gabriele Giacobazzi
Director	Fabio Bacchilega
Director	Danilo Manfredi
Director	Alessandro Melcarne
Director	Lorenzo Minganti
Director	Monica Mondardini
Director	Erwin P.W. Rauhe
Director	Manuela Cecilia Rescazzi
Director	Paola Gina Maria Schwizer
Director	Federica Seganti
Director	Bruno Tani
Director	Alice Vatta
Director	Marina Vignola

Board of statutory auditors

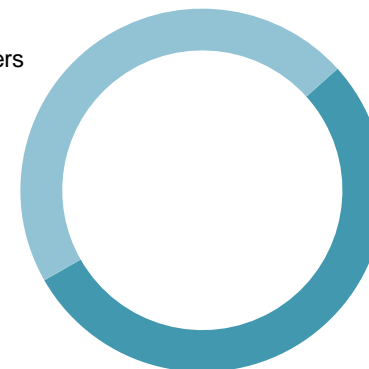
Chairman	Myriam Amato
Standing auditor	Antonio Gaiani
Standing auditor	Marianna Girolomini
Alternative auditor	Valeria Bortolotti
Alternative auditor	Stefano Gnocchi

Comitato Esecutivo

Chairman	Tomaso Tommasi di Vignano
Vice chairman	Gabriele Giacobazzi
Member	Stefano Venier
Member	Alessandro Melcarne

Shareholding

Public shareholders
46.6%



Free Float
53.4%

Economic data

	30/09/15	30/09/16	30/09/17	30/09/18	30/09/19	30/09/20
Revenues	3,246.4	3,615.5	4,027.8	4,348.4	5,063.2	4,905.9
Ebitda	640.2	650.6	724.7	748.7	785.8	806.2
Ebit	317.3	329.2	357.9	376.5	405.5	414.7
Pre tax profit	218.4	239.1	283.4	315.8	338.4	335.2
Net profit	134.9	151.8	192.8	220.7	242.0	244.7

[^] Adjusted due to IFRIC12

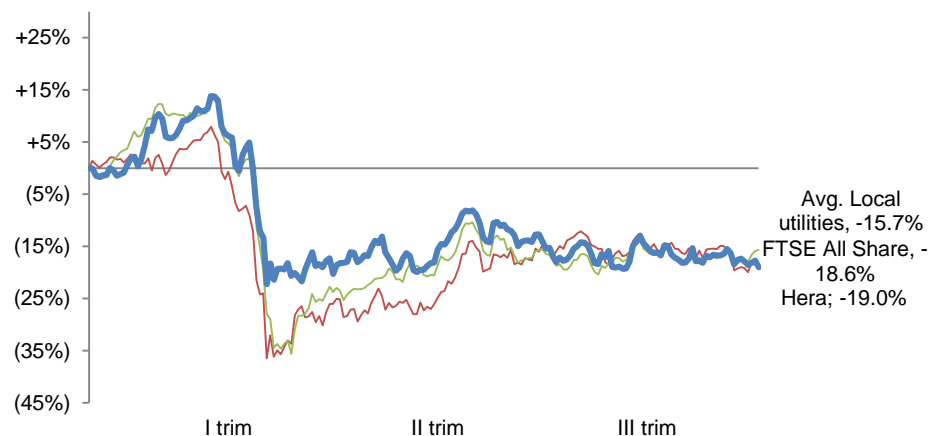
CONTACTS

HERA SpA Viale Berti Pichat, 2/4 - 40127 Bologna
Tel.: +39 051 28 71 11 Fax: +39 051 28 75 25

INVESTOR RELATIONS

Jens Klint Hansen
jens.hansen@gruppohera.it
Tel: +39 051 28 77 37 Fax: +39 051 281 42 56

Hera share



Hera on stock market

Hera on stock market		Data as at 30/09/2020	
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	3.1655 €

Data per share	2015	2016	2017	2018	2019
DPS (€)	0.09	0.09	0,095	0,10	0,10
Coupon (date)	20/06	19/06	18/06	24/06	06/07
Payment (date)	22/06	21/06	20/06	26/06	08/07
EPS (€)	0.123	0.141	0.171	0.192	0.262
Capital Gain	0.49	(0.26)	0.74	(0.26)	1.24
Total return (€)	0.58	(0.17)	0.83	(0.16)	1.34
% return	29.8%	(6.8%)	38.0%	(5.3%)	50.0%

Analysts

Broker	Analyst	Rating	Target Price
B. Akros	Emanuele Oggioni	Buy	3.90 €
Banca IMI	Roberto Ranieri	Buy	4.70 €
Equita	Roberto Letizia	Buy	3.80 €
Intermonte	Federico Pezzetti	Outperform	4.20 €
Kepler Cheuvreux	Claudia Introvigne	Hold	3.50 €
Mediobanca	Javier Suarez	Outperform	4.00 €
Stifel	Enrico Bartoli	Neutral	3.60 €

Operating data

Volumes	9M 2020	Clients	30/09/2020
Gas sold (mln mc)	8,775.0	Gas ('000)	2,019.2
Water invoiced (mln mc)	215.9	Electricity ('000)	1,319.2
Electricity sold (GW/h)	9,477.7	Water ('000)	1,469.6
Urban waste ('000 ton)	1,644.7		
Waste treated ('000 ton)	4,850.5		

Latest M&A

Pistoia Ambiente	30/07/2019	Environmental services
Ascopiave (JV)	17/06/2019	Energy sales
Cosea Ambiente	09/05/2019	Environmental services
CMV	26/02/2019	Gas distribution and sales

CONTACTS

HERA SpA Viale Berti Pichat, 2/4 - 40127 Bologna
Tel.: +39 051 28 71 11 Fax: +39 051 28 75 25

INVESTOR RELATIONS

Jens Klint Hansen
jens.hansen@gruppohera.it
Tel: +39 051 28 77 37 Fax: +39 051 281 42 56