



Press Release

Bologna, 8 April 2016

Julia Servizi Più enters the Hera Group

Hera Comm has completed its acquisition of 100% ownership of the gas and electricity sales company. Through this purchase, the Hera Group acquires new customers and consolidates its presence in Abruzzo.

Following the definitive sale approved by the City Council, today in Bologna the final steps were carried out to transfer ownership of the gas and electricity sales company Julia Servizi Più, owned at 100% by the City of Giulianova (TE), through the signing of the divestiture contract with Hera Comm, an Hera Group company already active in Abruzzo and Marche through the activities of Hera Comm Marche.

Julia Servizi Più, which reported over EUR 7.3 million in revenues in 2014, has approximately 14,700 customers distributed throughout the municipality and the province of Teramo.

Existing contracts with customers will remain in place and the operation will not lead to any changes in the sales and customer support structure: indeed, the company will continue to operate in the Giulianova area with specific personnel and channels of communication. In addition, new services and offers will gradually be introduced.

As a matter of fact, Hera Comm's experience in managing more than 2.1 million customers throughout Italy will enable it to effectively meet local area requirements through a variety of options tailored to its specific needs, in terms of both gas and electricity, taking advantage of Hera's network of qualified agents.

The Hera Group is a major Italian multi-utility company active in the sectors of energy (distribution and sale of electricity and gas), the environment (waste collection and treatment) and water (water supply, sewerage and wastewater treatment). Over 8,500 employees work for the Group and strive every day to respond to the multiple needs of 4.4 million people in more than 350 municipalities, mainly located in Emilia-Romagna, the Marche and Triveneto. The sales company Hera Comm, controlled at 100% by Hera S.p.A., operates throughout the country and also maintains a presence in Abruzzo and Marche, selling gas to more than 130,000 customers and electricity to over 50,000 customers.

"This operation allows us to further develop our presence in the liberalized gas and electricity market and represents an important step forward in a process of development in the Adriatic regions, an established area of activity for us," **explains Cristian Fabbri, CEO of Hera Comm.** "Our local roots, our continual efforts to improve the services we offer, the availability of affordable options designed to meet the needs of customers: these are the ingredients that have led to a progressive increase in the number and satisfaction of our clients in recent years. We are thus confident that the existing customers of Julia Servizi will appreciate the new services and integrated options offered by the Hera Group in its effort to be ever more customer-centered."

"With the contract signed today, the 8th of April," **declared Francesco Mastromauro, the Mayor of Giulianova,** "the Hera Group formally becomes 100% owner of Julia Servizi Più. The transfer of Julia, required by the provisions regarding municipally-owned affiliates, has allowed the City to earn 850 thousand euros over the asking price set at auction, for a total of 5.387 million euros. This is not just an economic



matter, however. The current employment levels will also be safeguarded, and the headquarters will remain in Giulianova, based on a decision I and the majority made, as established in a specific clause of the call for tenders. With the transfer of Julia to the Hera Group, one of Italy's leading operators in this sector, not only will the company's presence in the local area be maintained, but customers will also be able to enjoy significant benefits thanks to additional services and new jobs. "