



NEW BOARD MANDATE

ENABLING LOCAL CLUSTER DEVELOPMENT

RECONCEIVING PRODUCTS PRACTICES AND MARKETS

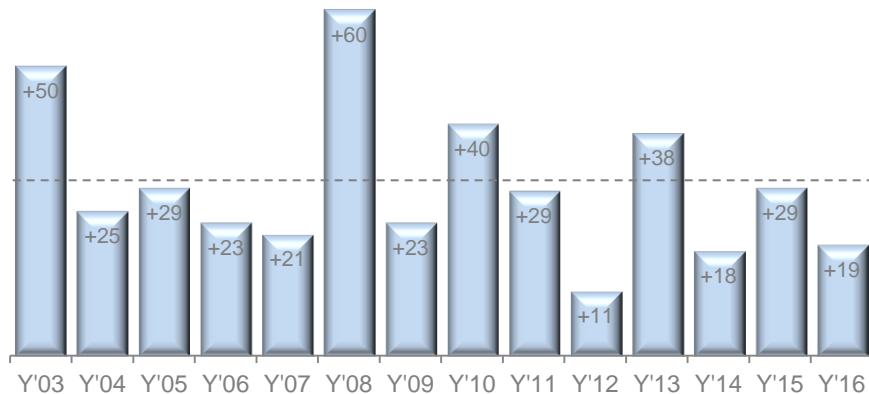
GRUPPO
HERA

SHARING VALUE OF GOOD ENERGY

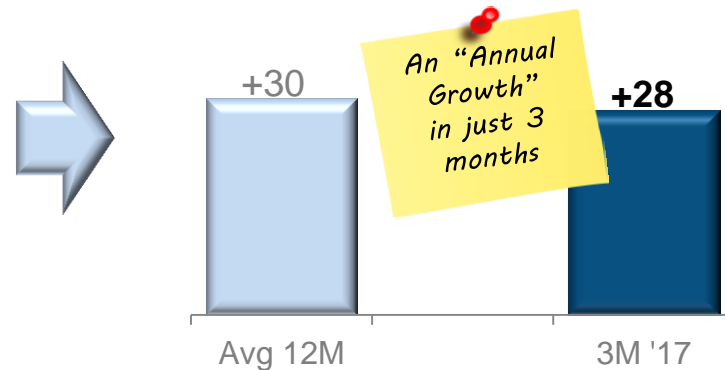
Q1 2017 FINANCIAL RESULTS

A leap in growth

Organic Ebitda growth per year
(M€ on 12 months basis)



Organic Ebitda growth Q1 vs avg year
(M€)

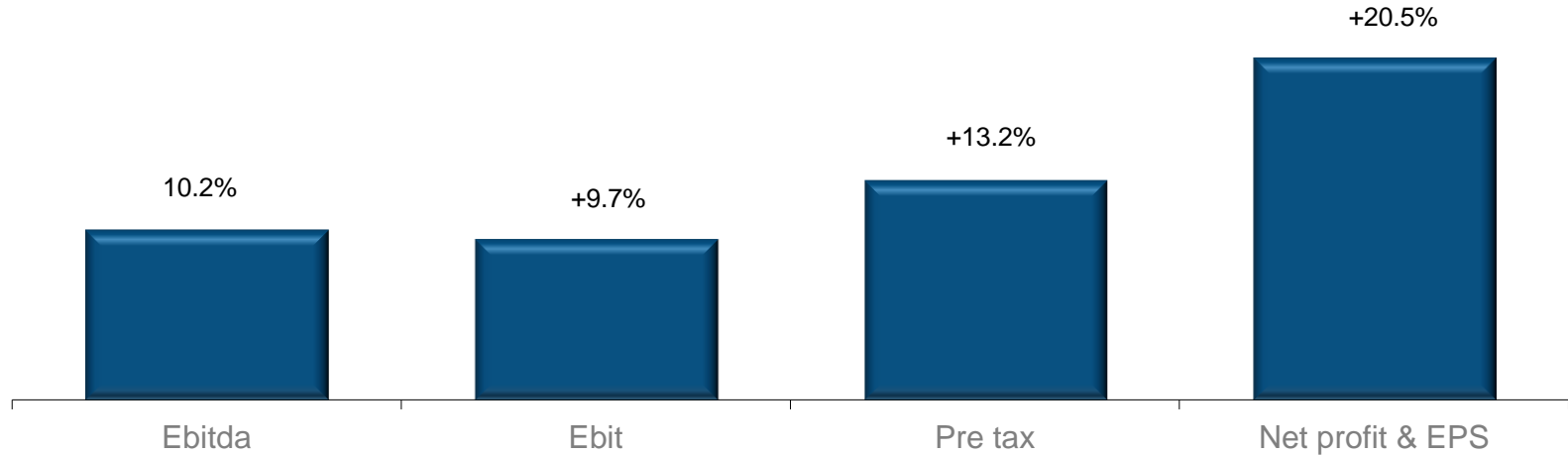


M&A achieved will be accounted for, starting from H1*

* On a full year basis

Highlights on Q1 results

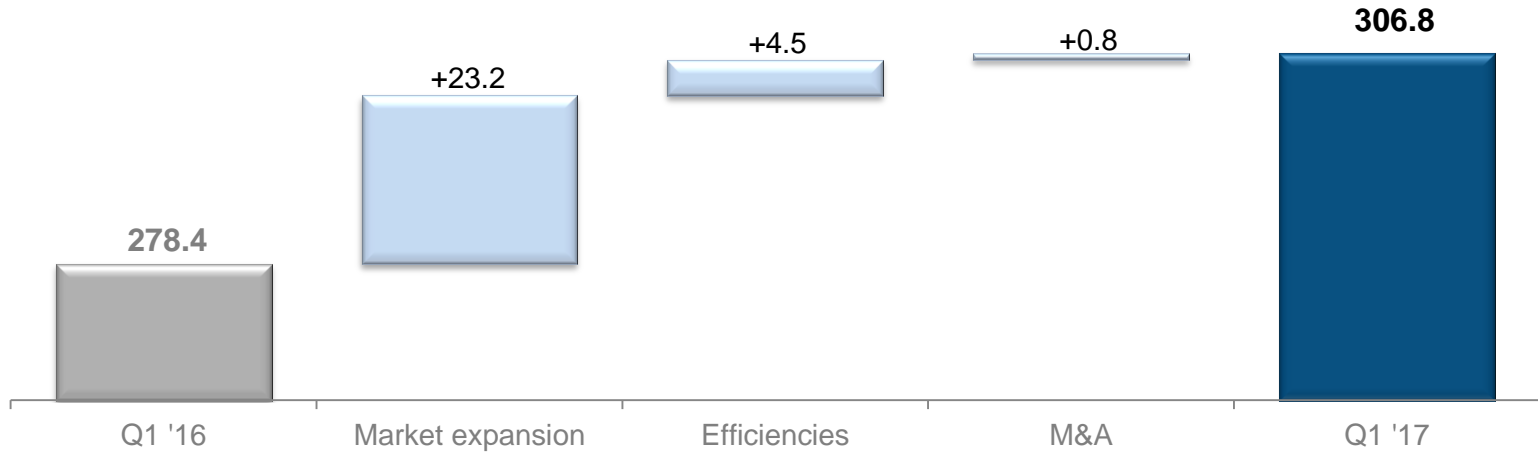
Q1 growth rates of main figures (%)



A robust set of results

Q1 2017 EBITDA growth drivers

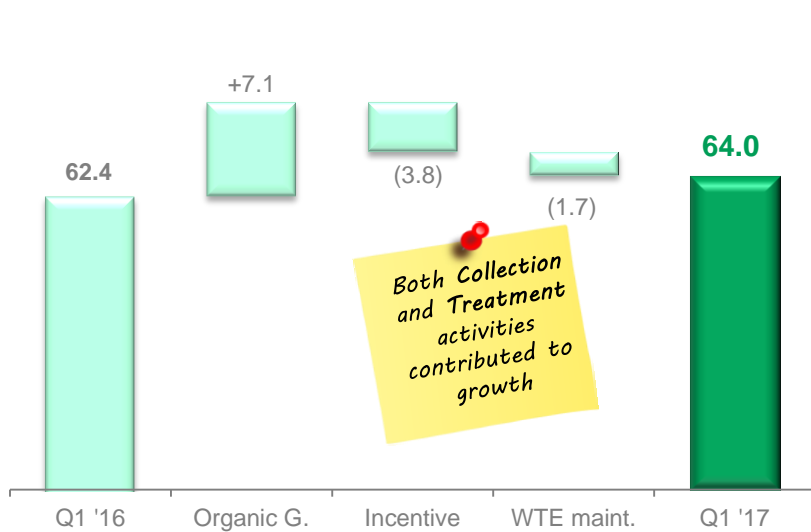
Ebitda growth drivers
(M€)



Recurrent growth factors drive performance

WASTE: Benefitting from landfill's full operations

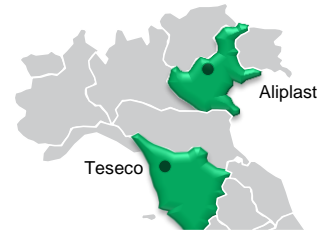
Ebitda growth by business
(M€)



Waste volumes from third parties
(kton)



2017 acquisitions



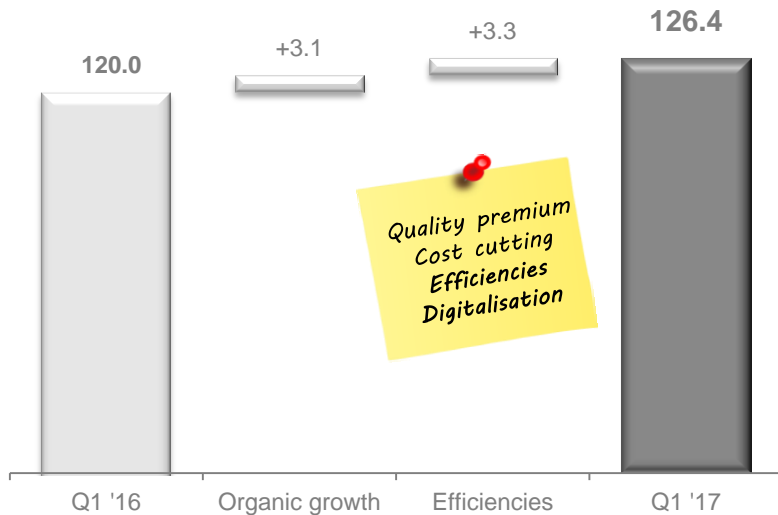
Contribution will be included starting from second quarter

“One offs” reduced visibility of a performing Q1

NETWORKS: tariffs and cost savings progressing

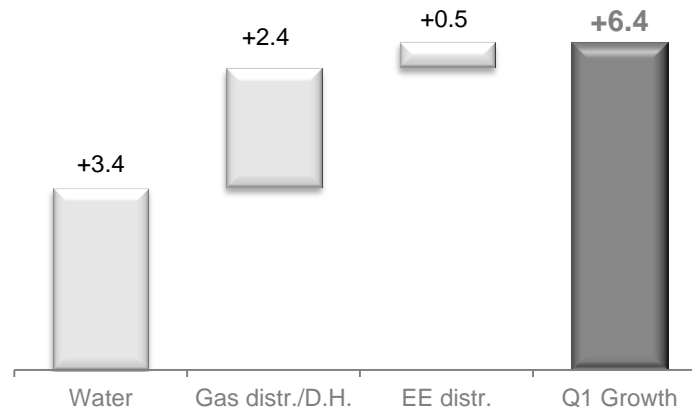
Ebitda growth drivers

(M€)



Ebitda Growth breakdown

(M€)

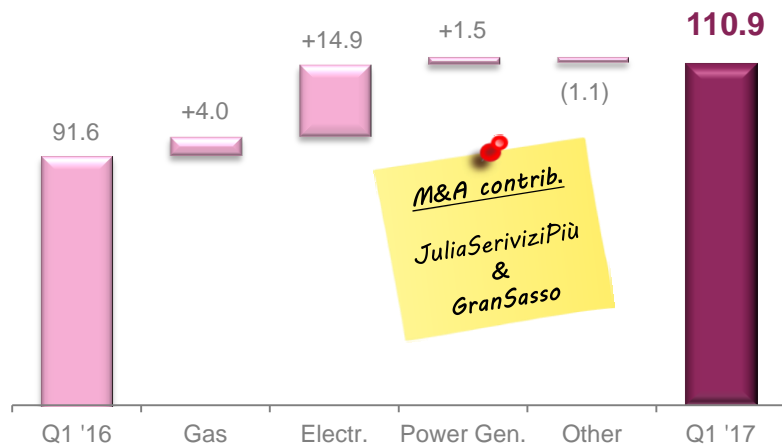


Better returns from regulated asset base

ENERGY: *all* market segments expanded

Ebitda growth drivers

(M€)



Regulated market coverage (2017 & 2018)

Safeguarded Elect. clients



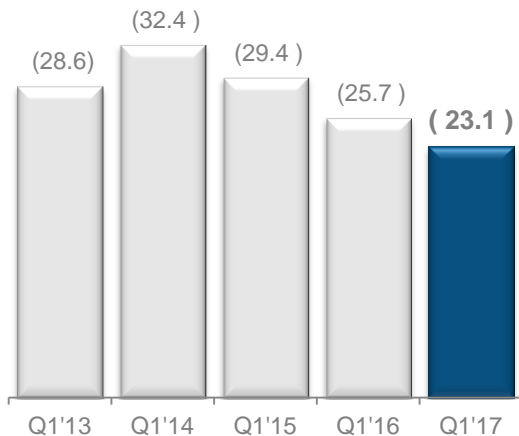
Default gas supply



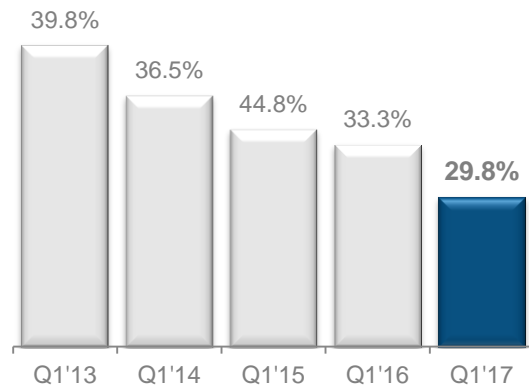
All activities contributed to growth

Enhanced both financial and tax profile

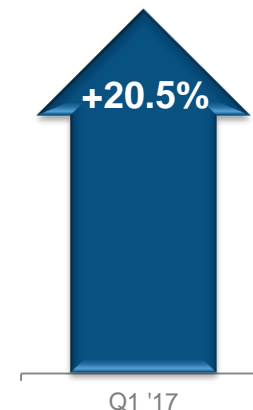
Financial Inc./(Expenses)
(M€)



Tax rate
(%)



Q1 2017 EPS growth
(%)

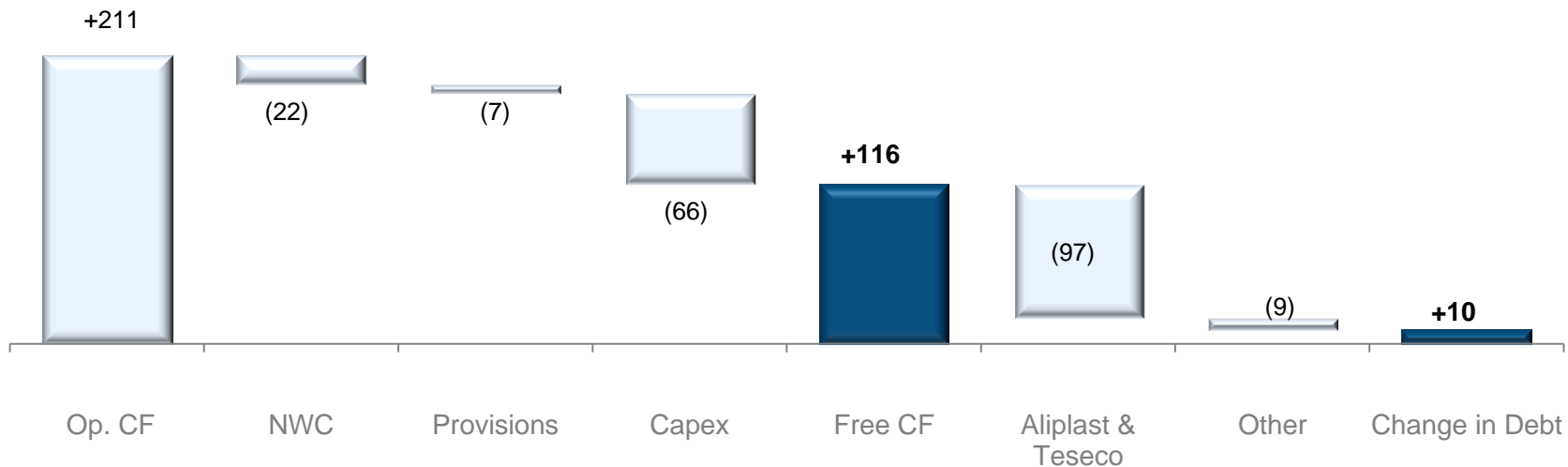


Further financial and tax enhancements improves EPS

Cash flows

Free cash flows Q1 2017

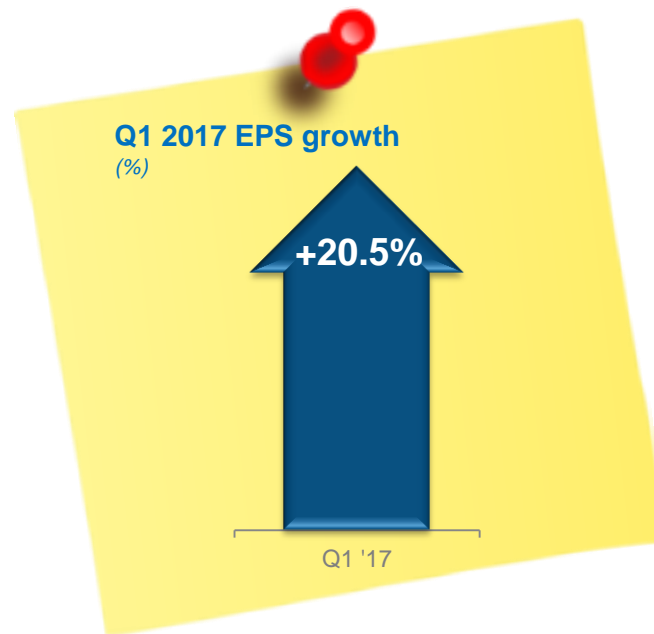
(M€)



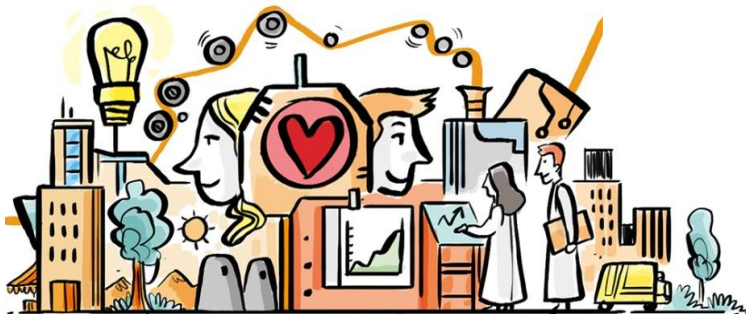
Once again: more with less

Closing remarks

- Good performances not fully reflected into Q1 accounts, give high visibility to the full year results.
- AGM confirmed DPS at 9 eurocent as promised and appointed the new B.o.D., enlarged by +1 representative of private shareholders (from 3 to 4).
- Q1 '17 is reassuring a full alignment with our planned growth targets.



Annex Q1 2017



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Annex: P&L

Q1 Profit & Loss

(M€)

	Q1 '16	Q1 '17	
REVENUES	1,309.1	1,667.6	+27.4%
EBITDA	278.4	306.8	+10.2%
<i>Ebitda margin</i>	<i>21.3%</i>	<i>18.4%</i>	
Depreciation and provisions	(107.6)	(119.6)	
EBIT	170.8	187.3	+9.7%
Cost of Debt	(27.0)	(24.2)	
Figurative interests (IAS)	(3.5)	(5.3)	
Income from Associates & J.V.	4.7	6.5	
PRETAX PROFIT	145.1	164.2	+13.2%
Tax	(48.4)	(48.9)	
<i>Tax rate</i>	<i>33.3%</i>	<i>29.8%</i>	
Minorities	(5.6)	(5.4)	
NET PROFIT POST MINORITIES	91.2	109.9	+20.5%

Annex: Waste and Water



Leveraging on market expansion

(m€)	Q1 2016	Q1 2017	Ch. %
Revenues	235.4	240.2	+2.0%
Ebitda	62.4	64.0	+2.5%

Special Waste Volumes up +7.9%

Data	Q1 2016	Q1 2017	Ch. %
Urban W. Volumes (Kton)	471.0	471.7	+0.1%
Special W. Volumes (Kton)	581.0	627.0	+7.9%
Waste from third parties	1,052.0	1,098.7	+4.4%
Internal W. Volumes (Kton)	625.7	588.3	(6.0%)
Total Volumes Treated	1,677.7	1,687.0	+0.6%



Growing results in Water

(m€)	Q1 2016	Q1 2017	Ch. %
Revenues	179.4	201.8	+12.5%
Ebitda	49.8	53.3	+6.9%

Volumes

Data	Q1 2016	Q1 2017	Ch. %
Aqueduct (mm3)	69.8	71.1	+1.9%
Sewerage (mm3)	57.3	54.8	(4.3%)
Purification (mm3)	56.8	54.6	(3.9%)

Annex: Gas and Electricity



Default gas underpinned margins

(m€)	Q1 2016	Q1 2017	Ch. %
Revenues	561.0	650.4	+15.9%
Ebitda	130.3	135.6	+4.1%

Volumes sold up +26.6%

Data	Q1 2016	Q1 2017	Ch. %
Volumes sold (mm3)	1,261.2	1,596.2	+26.6%
<i>of which trading (mm3)</i>	<i>324.0</i>	<i>585.8</i>	<i>+80.8%</i>
Final retail volumes (mm3)	937.2	1,010.4	+7.8%
Clients ('000 unit)	1,327.1	1,383.2	+4.2%



Safeguarded clients underpinned margins

(m€)	Q1 2016	Q1 2017	Ch. %
Revenues	359.8	634.1	+76.3%
Ebitda	31.6	48.4	+53.2%

Expanding free mkt customer base

Data	Q1 2016	Q1 2017	Ch. %
Volumes sold (GWh)	2,524.2	2,478.9	(1.8%)
Clients ('000 unit)	862.6	911.3	+5.6%