



EL.TECH. ANEMOS
MEMBER OF ELLAKTOR GROUP

Company presentation

October 2016



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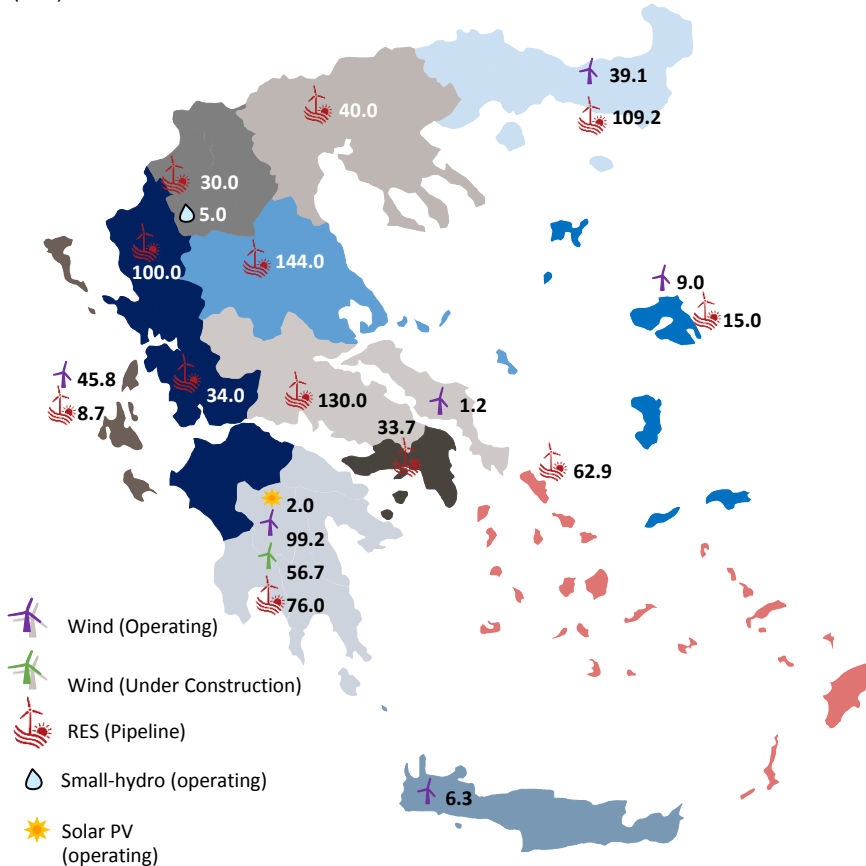
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Company overview

ELLINIKI TECHNODOMIKI ANEMOS (“ANEMOS”) is one of the leading electricity generators from Renewable Energy Sources (“RES”) sector in Greece with a strong focus on wind energy

RES in operation & pipeline projects by geography

(MW)



FY15 revenue: 97% wind, 2% hydro, 1% photovoltaic

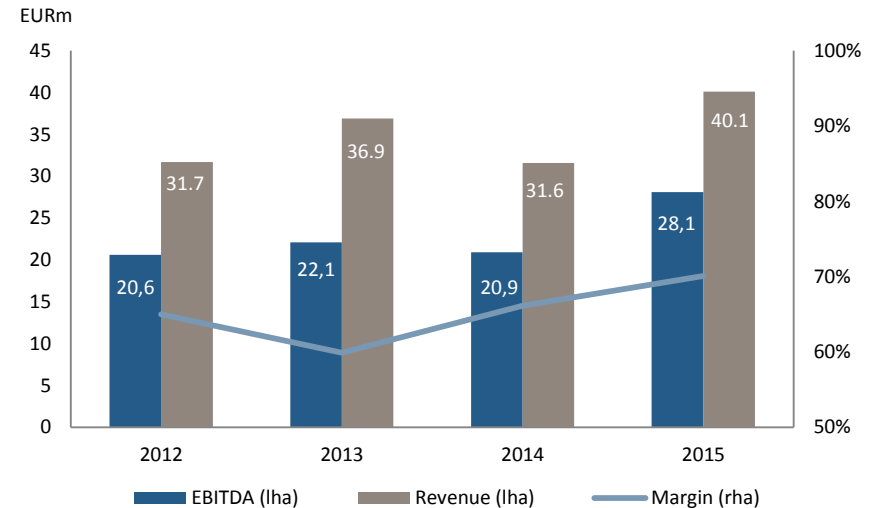
4.6 yrs weighted average wind turbine fleet age,
21.6 yrs remaining PPA duration

Market Capitalisation of EUR63m⁽¹⁾

One of the largest RES energy producers in Greece in terms of installed capacity

Total RES installed capacity of 208MW and 57MW under construction
with a target to reach 436MW by 2019

Member of the ELLAKTOR Group

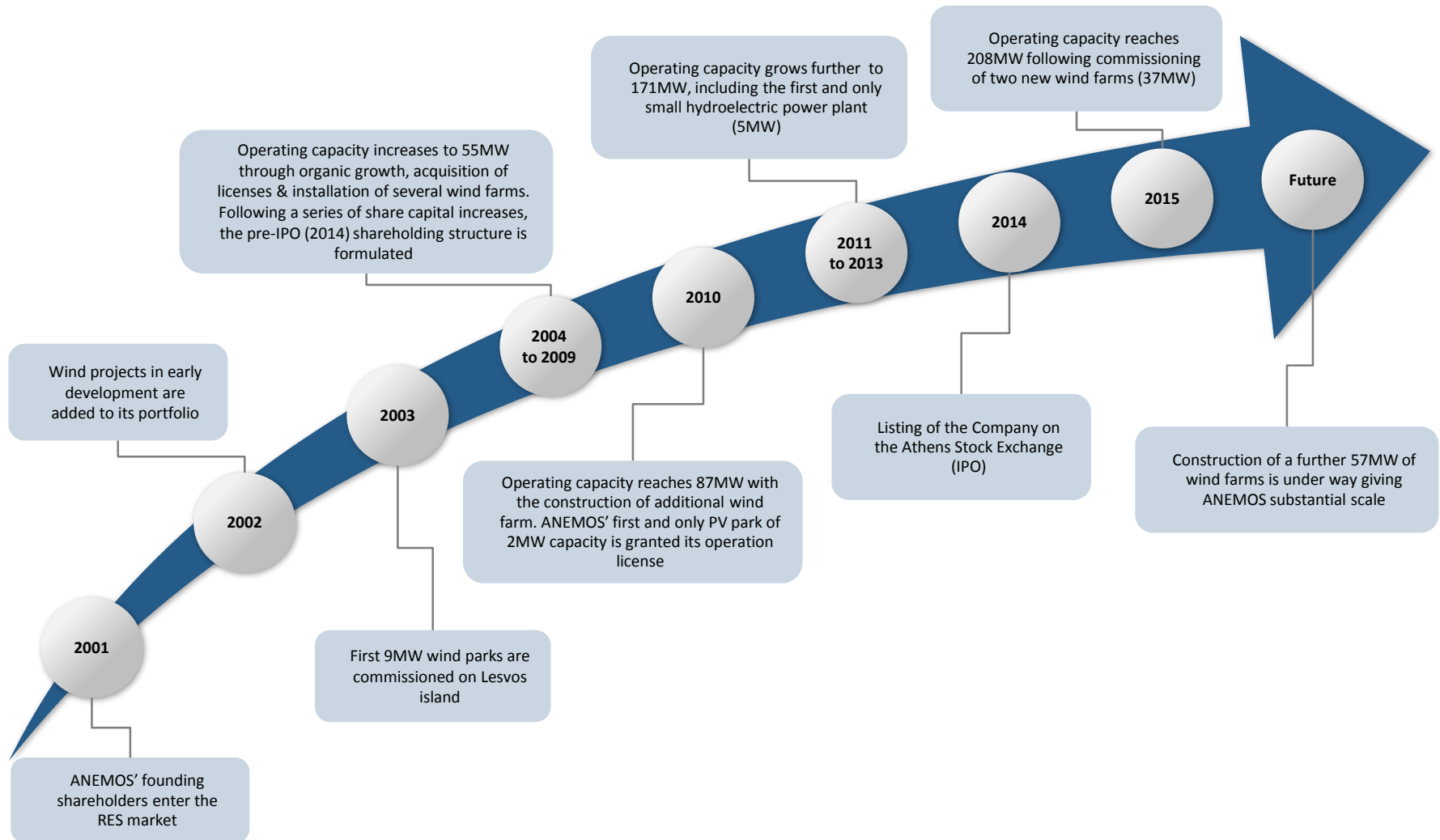


Source: ANEMOS Management

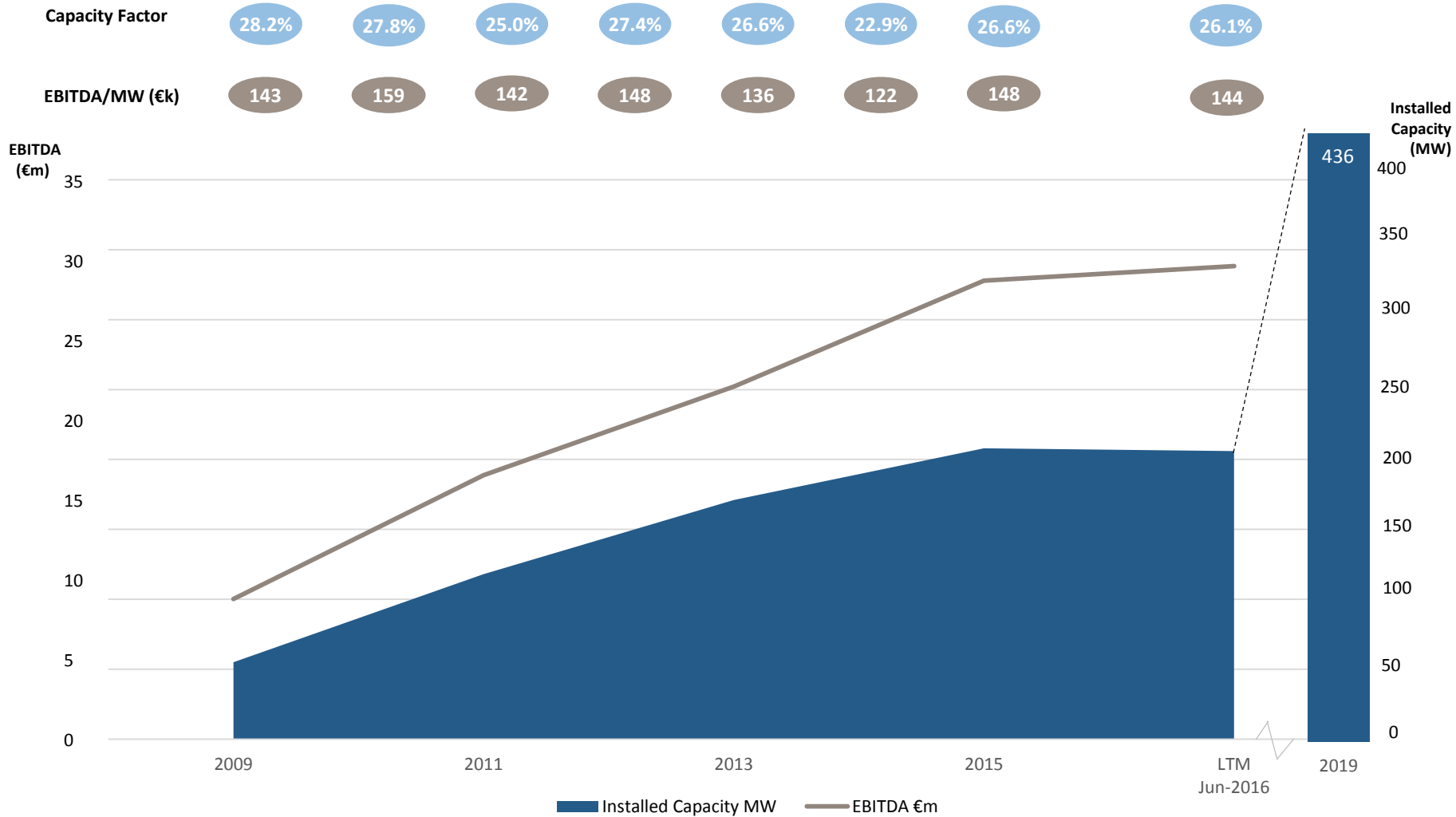
Notes:

(1) As of 11 October 2016

ANEMOS history



Development of ANEMOS' installed capacity

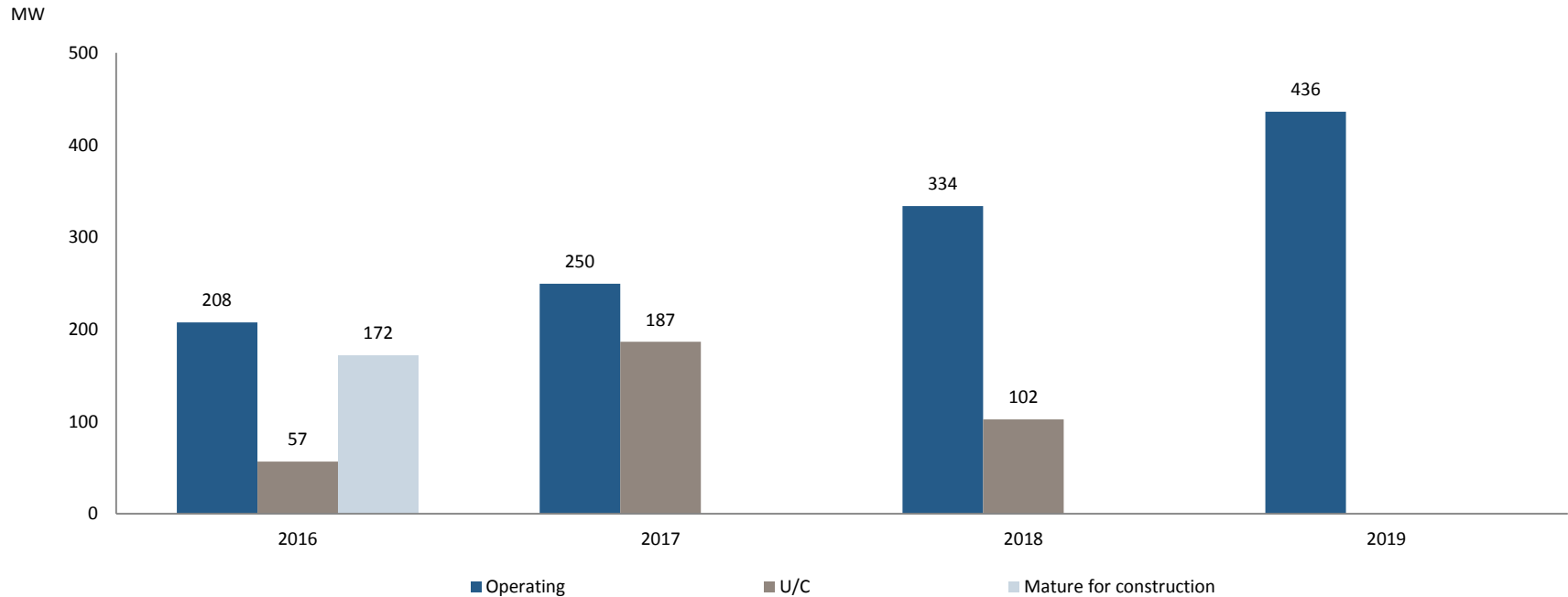


Source: ANEMOS Management

Visible, deliverable and high quality pipeline

The current pipeline is extremely strong and is underpinned by projects which are either under construction or in advanced stage of licensing

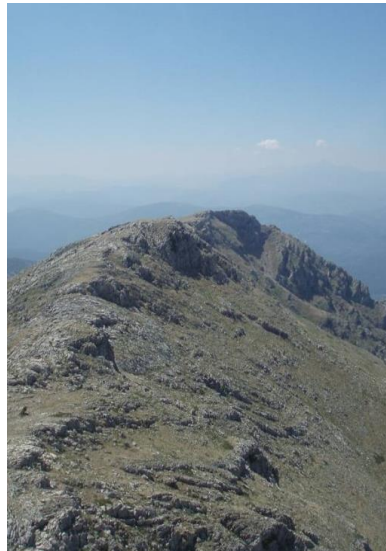
Planned capacity growth



- The business plan is based on increasing installed capacity to 436MW by 2019 reaching a steady state
- The increase of installed capacity in 2017 is underpinned by sites already under construction, due for completion early 2017
- The pipeline for the capacity increase between 2017 and 2019 is in final licensing stage

Attractive asset base

Setup Operations⁽¹⁾ Track Record



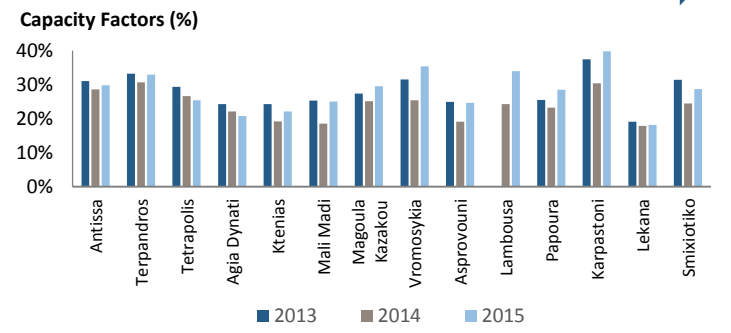
Construction
→
Typically 18-24 months to build – blue-chip providers



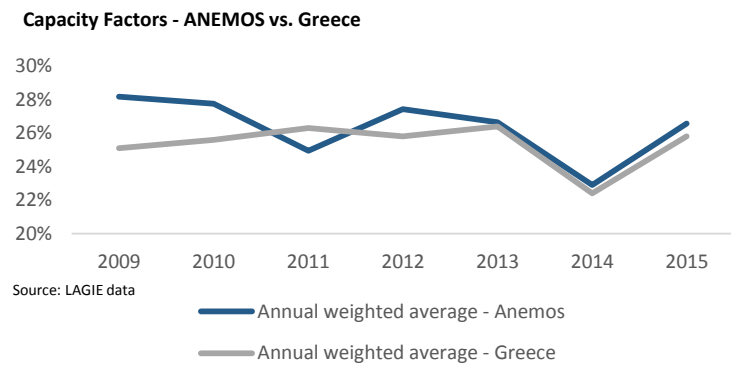
- Land is either owned or leased from the Government for the duration of Production License validity (25 years)
- Extendable for another 25 years



- 21.6 years remaining duration of PPA Agreements between ANEMOS and LAGIE/DEDDIE for operating projects
- 247MW under existing FiT regime and 189MW new generation projects planned under revised sFiP
- Average operating wind turbine age of 4.5 years



Annual weighted average **26.6%** **22.9%** **26.6%**



- Stable historical power generation
- Capacity factors typically higher than the Greek market average (2009-15)
- Very high average availability 98.8% (2009-15)

Notes:
(1) Numbers as of 2015YE

ANEMOS' investment program

ANEMOS is seeking to raise additional funding for the new generation (2017-18) investment program

Key strengths of the program	Investment	Pro forma structure																									
<ul style="list-style-type: none"> ✓ Certainty over PPA agreements ✓ Established and reliable partners ✓ Consistent, high-level capacity factors demonstrating solid site selection ✓ Strong track record of on-time and on-budget delivery ✓ Long term O&M contracts with turbine manufacturers guaranteeing availability (97%) at applicable tariff reimbursement, securing revenues 	<p>€194m in total Capex</p> <p>171.8MW additional capacity by end of 2018</p>	<table border="1"> <thead> <tr> <th></th> <th>LTM 30-Jun-2016</th> <th>2019E</th> </tr> </thead> <tbody> <tr> <td>MW Under Operation</td> <td>206.2</td> <td>436</td> </tr> <tr> <td>Gross Debt (€m)</td> <td>133.6</td> <td>280⁽¹⁾</td> </tr> <tr> <td>Net Debt (€m)</td> <td>117.1</td> <td></td> </tr> <tr> <td>EBITDA (€m)</td> <td>29.6</td> <td></td> </tr> <tr> <td>EBITDA/MW (€k)</td> <td>143.6</td> <td></td> </tr> <tr> <td>Net Debt/EBITDA (x)</td> <td>4.0</td> <td></td> </tr> </tbody> </table>			LTM 30-Jun-2016	2019E	MW Under Operation	206.2	436	Gross Debt (€m)	133.6	280 ⁽¹⁾	Net Debt (€m)	117.1		EBITDA (€m)	29.6		EBITDA/MW (€k)	143.6		Net Debt/EBITDA (x)	4.0				
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(1) Assuming full development pipeline

Key credit highlights

1

Track record of increasing installed capacity

2

Megatrends support forecast market growth

3

Attractive regulatory framework

4

Robust financial performance

5

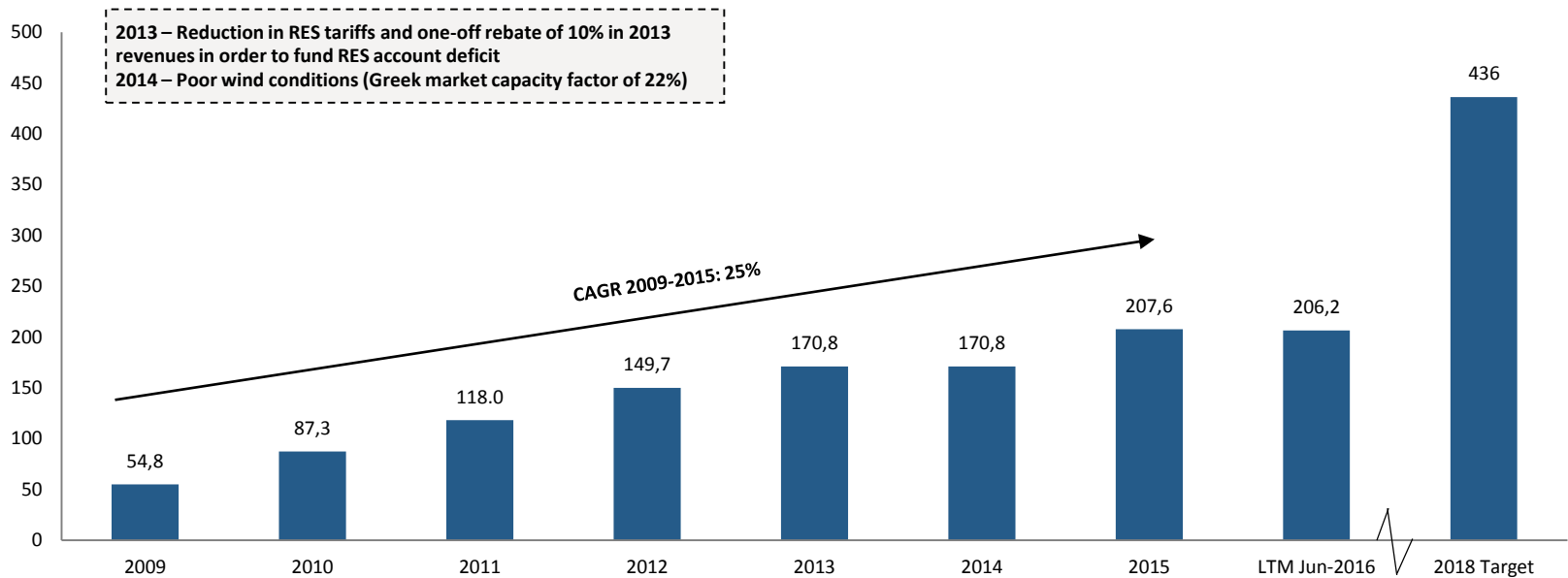
Experienced management team and highly qualified workforce

1. Track record of increasing installed capacity

Our expertise in site identification and construction has allowed us to methodically increase installed capacity over recent years

Revenue/MW (€k)	221	232	217	227	227	185	212	209
EBITDA/MW (€k)	143	159	142	148	137	122	148	144
EBITDA Margin	64.4%	68.5%	65.4%	65.1%	60.0%	66.1%	70.0%	68.7%
Capacity Factor	28.2%	27.8%	25.0%	27.4%	26.6%	22.9%	26.6%	26.1%
Availability	97.7%	99.3%	99.6%	98.5%	98.7%	99.1%	98.9%	99.0%

MW



1. Track record of increasing installed capacity

Our wealth of experience has allowed us to be consistent in our construction costs and construction duration of c. 18-24 months

Historical construction cost per site

- Average fixed assets acquisition cost of c. 1.4 €/MW, constantly decreasing to c. 1.2 €/MW in latest windfarms, in line with market average levels.
- Additional investments in substations & electrical grid infrastructure, available for either future ANEMOS' projects to connect (at no extra cost) or third parties to connect, reimbursing ANEMOS for capex already incurred:
 - 1) 300 MW available in 150 kV overhead transmission line in Thrace
 - 2) 117 MW capacity available in existing 150/20 kV substations, of which 38 MW already allocated to future ANEMOS' windfarms and the rest remain available
 - 3) 150 MW substation extensions capacity at reduced cost

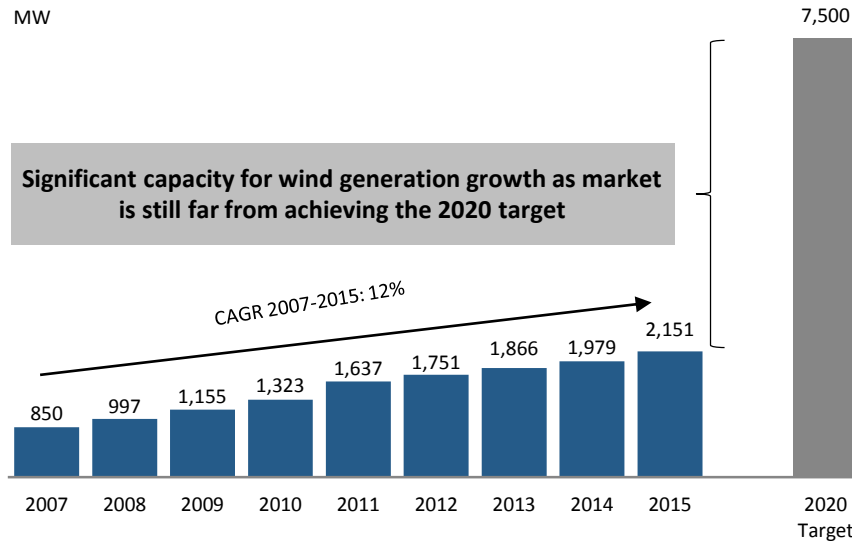
Historical construction duration per site

- Consistently achieved construction within 18-24 months (market average)
 - Wind turbine manufacturers require 9-12 months for delivery, irrespectively of project scale
 - For large projects, where substantial works are required (i.e. access roads, substations and/or electrical connection lines), there is a slight increase in execution time
 - Some projects benefit from existing infrastructure, thus decreasing construction period. Such is the case for some pipeline projects: Gropes, Tetropolis, Agia Dynati, Eptadendros

2. Mega trends support forecast market growth

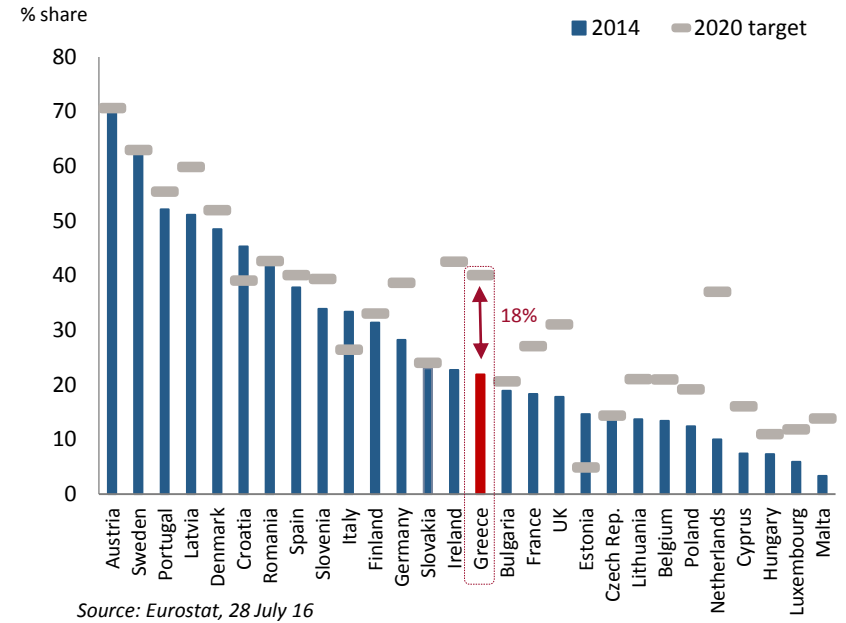
The significant shortfall against the target wind generation in Greece form the backbone of the business case for increasing installed capacity

Total Greek wind capacity



Source: Hellenic Wind Energy Association (HWEA)

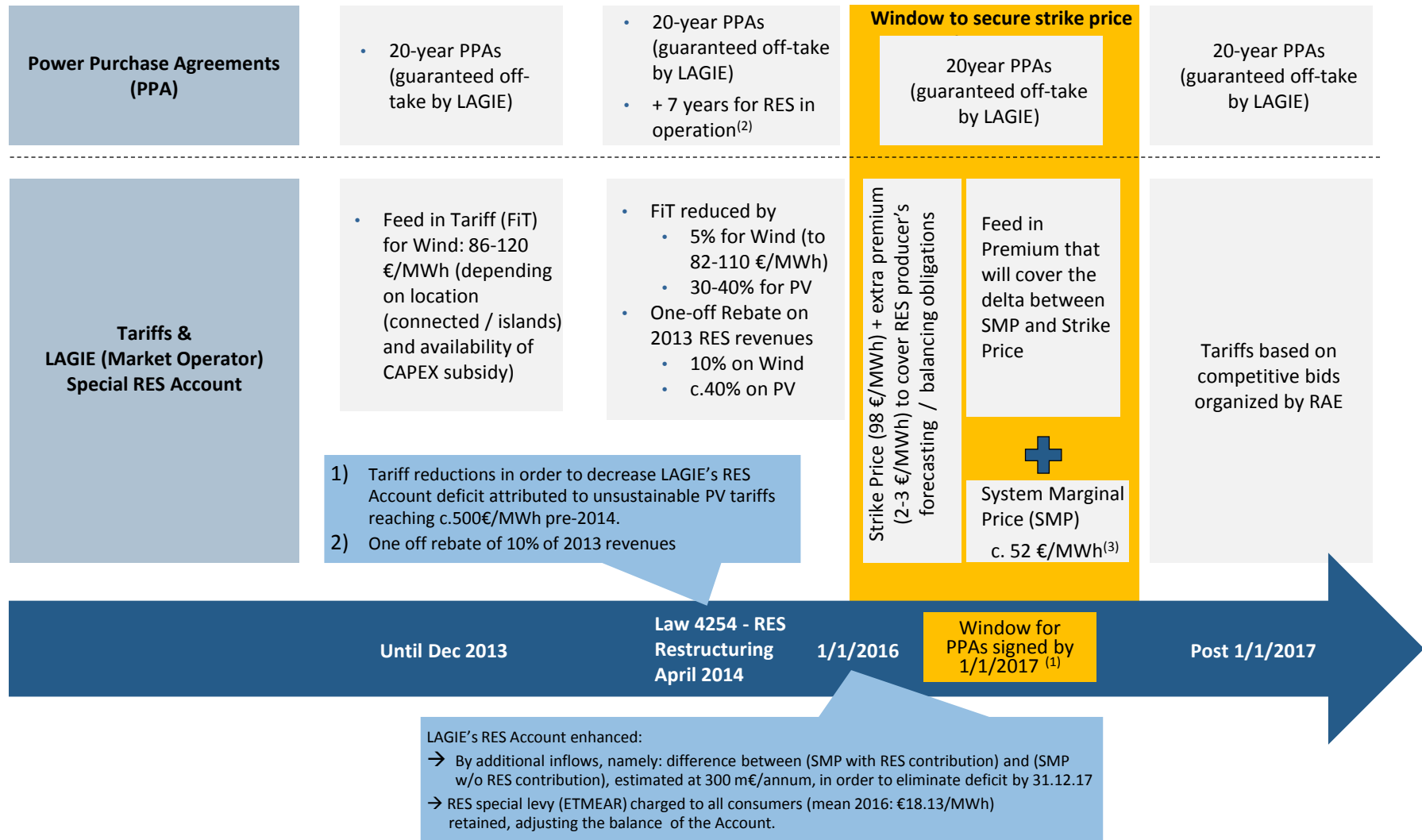
Share of renewable energy vs. target in EU



“20-20-20” and future frameworks

- European policy makers introduced goals in the energy sector for 2020 based on security supply, competitive markets and sustainability:
 - 20% reduction of CO₂ emissions compared to 1990 levels
 - 20% of the energy, on the basis of consumption, coming from renewables; and a
 - 20% increase in energy efficiency

3. Evolution of Greek RES market regulatory framework

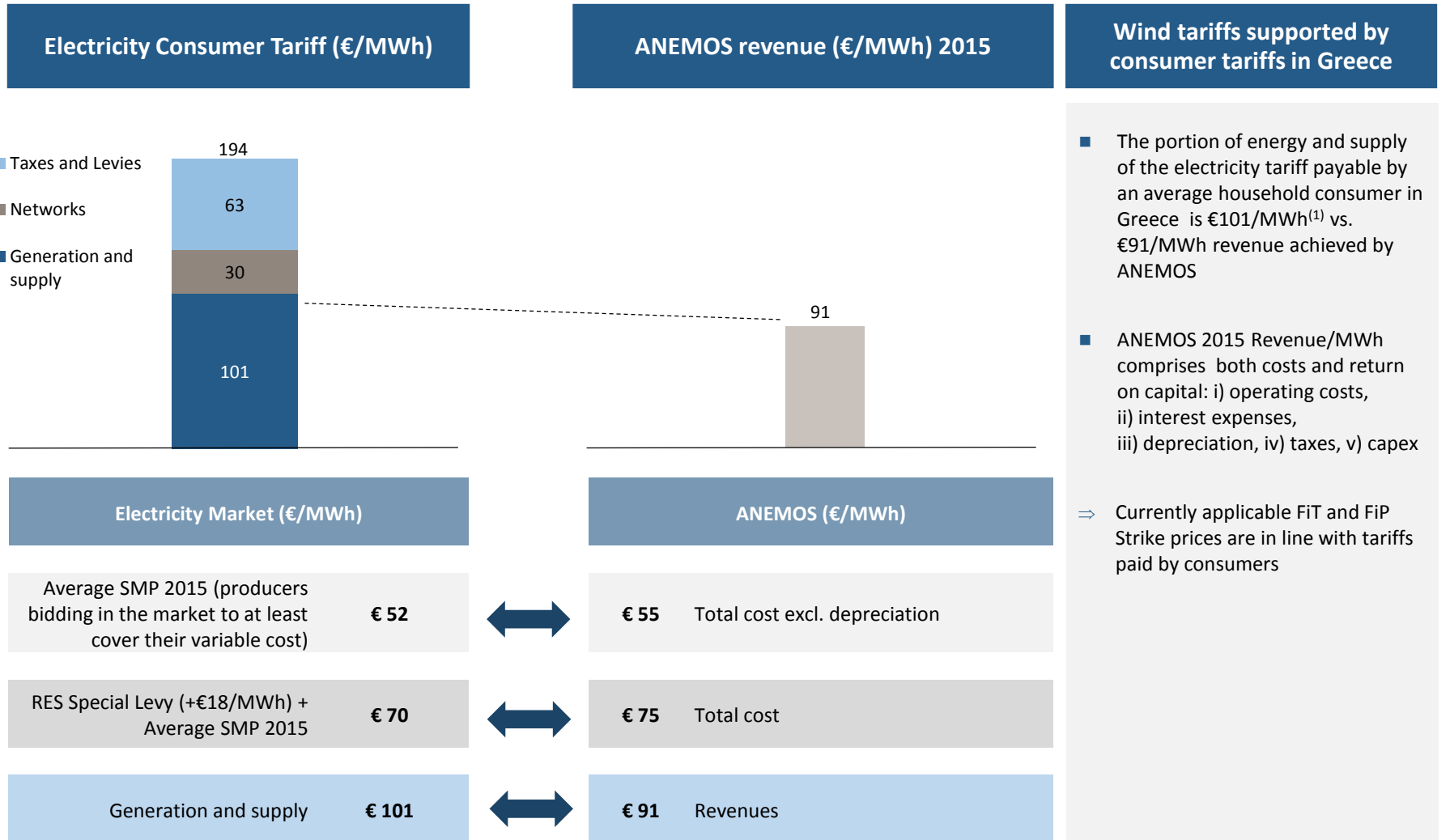


(1) Date is to be confirmed based on new legislation to be passed

(2) Offset for the FiT cut and the one-off revenue rebate (2013)

(3) 2015 average

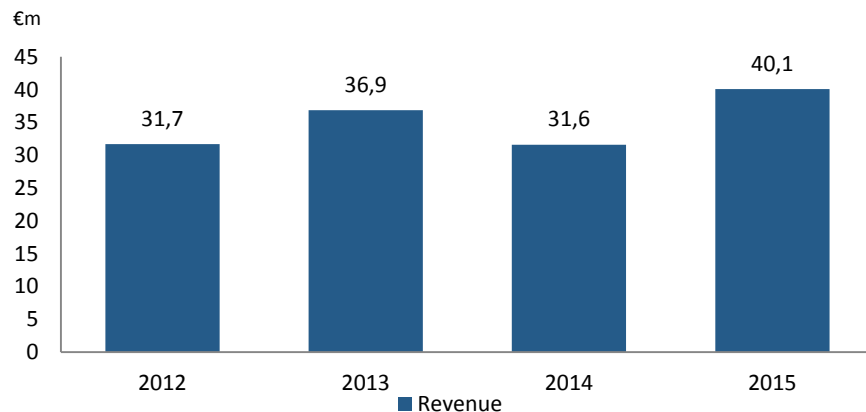
3. Attractive regulatory framework



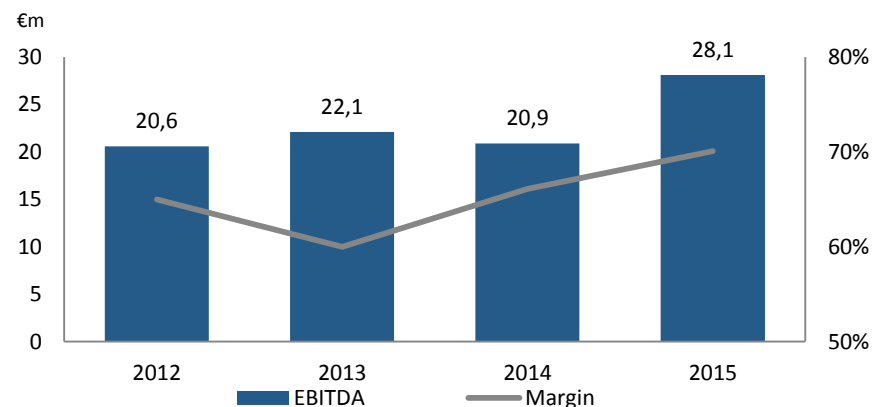
Notes:
 (1) Eurostat, updated 27.09.16

4. Robust financial performance

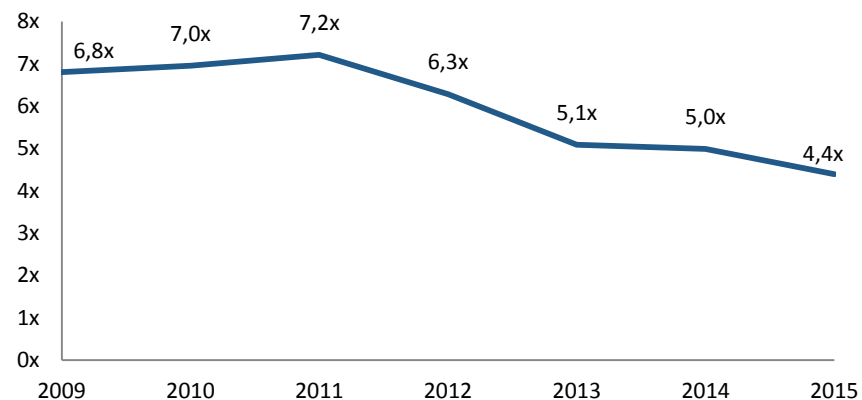
Revenue



EBITDA & EBITDA margin (%)



Net Debt/EBITDA



Free Cash Flows

€ 000s	2013	2014	2015
EBITDA	22,142	20,901	28,070
+/- Change in WC	(2,137)	2,312	795
- Tax	(1,083)	(352)	(90)
CF before Growth CapEx and Interest	18,922	22,861	28,775
- Growth CapEx	(14,764)	(38,151)	(34,045)
- Interest	(7,557)	(7,506)	(6,482)
Free Cash Flow	(3,399)	(22,796)	(11,752)

5. An experienced management team delivering on a focused strategy



Anastasios Kallitsantsis
CHAIRMAN & CEO

- Main shareholder (one of the founders), President of ELLAKTOR S.A. (former ELLINIKI TECHNODOMIKI TEV S.A.) since 2006 and an active member of the construction industry in Greece since 1976
- Studied Civil Engineering at the National Technical University of Athens



Theodoros Sietis
COO

- Executive Director and General Manager of the Company since 2001
- CEO in ENERCOM S.A. previously
- A graduate of the Faculty of Mechanical Engineering of Vienna University of Technology (TUV)



Panagiotis Mentzelopoulos
STRATEGY & INVESTMENTS

- Strategy and Investment Director since 2011
- Degree in Aerospace Engineering from the University of Southern California and a postgraduate degree (MSc) from MIT



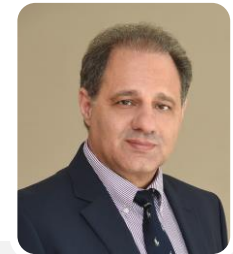
Apostolos Frangoulis
ENGINEERING & PROCUREMENT

- Technical Director since 2001
- Studied Physics at the University of Athens and holds an MSc and PhD in Mechanical Engineering from WSU in Michigan



Panagiotis Govatsos
DEVELOPMENT

- Responsible for development and licensing of renewables for the company since 2001
- PhD degree in Mechanical Engineering from the National Technical University of Athens



Gerasimos Georgoulis
CFO

- Chief Financial Officer since 2002
- A graduate of the Technological Educational Institute of Athens and of the ASOEE

5. An experienced management team delivering on a focused strategy



Key Risks and Mitigants

Regulatory

- ✓ PPAs on 81% of new projects to be signed before year end, giving certainty over offtake regime
- ✓ Licenses and approvals received ahead of construction (subject to final operating license received on completion)
- ✓ Despite the political and economic crisis of the last 6 years, changes to wind power regulation has been relatively benign: -10% one-off rebate in 2013 revenues and c. -5% decrease in FITs, in exchange for a 7-year extension of operating license and PPAs
- ✓ Hellenic Republic's electricity production from renewable sources significantly behind 2020 EU targets; state continuing to encourage further renewable production
- ✓ Measures taken under EU supervision to eliminate LAGIE's RES Account deficit by 31.12.17

Development

- ✓ Wind potential measured over extended period and to the highest technical standards (ISO 17025 certified)
- ✓ Land secured from public and private ownership, with Permits & leases for the duration of Production License (25 years), with capability to extend for another 25 years
- ✓ Secure support from local communities by providing financial support (small projects of local interest, subsidy of electricity bills and levy to Local Government)

Construction

- ✓ Blue-chip turbine manufacturers selected, providing most appropriate turbine model for local conditions
- ✓ Turnkey contracts with turbine manufacturers, providing power curve and defect guarantees
- ✓ Penalty clauses tied to production losses in the event of delays in implementation
- ✓ All-risk insurance policies in place

Operational

- ✓ Long-term contracts with turbine manufacturers and guaranteed high availability (97%) with compensation at applicable tariff
- ✓ Insurance policies in place to cover key operating risks

APPENDIX

Wind regulatory framework

- Greece has put in place support measures for wind power generation since 1994, utilising a Feed-in-Tariff (FiT) scheme
- As of 01.01.16 onwards, the FiT system for wind power producers exceeding 3MW capacity was replaced by a sFiP scheme (Law 4414/16)

Period	Remuneration framework	RES deficit
<p>Pre 01.01.16</p>	<ul style="list-style-type: none"> ■ 20-year PPAs with guaranteed off-take by the Market Operator (LAGIE) ■ Wind energy FiTs ranging between 82 – 110 €/MWh, depending on cash grants received & system interconnection (mainland/ islands) 	<ul style="list-style-type: none"> ■ RES tariff reductions in order to decrease LAGIE’s RES Account deficit (mainly for PV and only c. 5% for wind power) plus -10% one-off rebate on 2013 revenues <ul style="list-style-type: none"> – RES Account deficit attributed to unsustainable PV tariffs reaching as high as 500€/MWh when wind power tariffs were roughly less than 100 €/MWh ■ PPA extended by 7 years to counterbalance tariff cuts
<p>Post 01.01.16</p>	<ul style="list-style-type: none"> ■ 20-year PPAs with guaranteed off-take by Market Operator (LAGIE) ■ Wind energy tariffs for PPAs signed under the new regime and until 01.01.17 remain very attractive (strike price: 98 €/MWh) ■ Power forecasts in day – ahead market required for RES producers ■ Remuneration comprises: <ol style="list-style-type: none"> Market part: based on SMP (System Marginal Price) Sliding premium part: covering the difference between SMP and fixed strike price (i.e. 98 €/MWh for wind power PPAs signed pre 01.01.17) 	<ul style="list-style-type: none"> ■ LAGIE’s RES Account enhanced by additional inflows, namely: Difference between (SMP with RES contribution) and (SMP w/o RES contribution), estimated at €300m/annum, in order to eliminate deficit by 31.12.17 ■ RES special levy (ETMEAR): LAGIE’s RES Account balanced by retaining and adjusting the levy charged to all consumers (mean 2016: €18,13/MWh) ■ All mechanisms supervised by independent Energy Regulatory Authority (RAE)
<p>Post 01.01.17</p>	<ul style="list-style-type: none"> ■ 20-year PPAs ■ RES plants will participate in the Market through the day – ahead market, submitting “zero tariff” bids, thus ensuring priority in dispatch, i.e. guaranteed off-take and have balancing responsibilities by making power forecasts until EU target model is fully functional ■ sFiP scheme retained, but tariffs are set on a competitive basis (auctions organized RAE) 	

Consolidated income statement

FYE 31.12 <i>(€ thousands)</i>	2013 IFRS	2014 IFRS	2015 IFRS	H1 2016 IFRS	% change ('13-'14)	% change ('14-'15)
Revenue	36,892	31,630	40,058	22,137	(14%)	27%
Gross Profit	18,254	14,309	21,528	11,995	(22%)	50%
EBITDA	22,142	20,901	28,070	15,998	(6%)	(100%)
<i>% Margin</i>	<i>60.0%</i>	<i>66.1%</i>	<i>70.1%</i>	<i>72.3%</i>	-	-
EBIT	12,428	13,410	19,472	11,169	8%	45%
<i>% Margin</i>	<i>33.7%</i>	<i>42.4%</i>	<i>48.6%</i>	<i>50.5%</i>	-	-
Profit before Tax	3,673	6,513	12,055	7,986	77%	85%
<i>% Margin</i>	<i>10.0%</i>	<i>20.6%</i>	<i>30.1%</i>	<i>36.1%</i>	-	-
Net Income	2,671	4,567	7,345	5,718	71%	61%
<i>% Margin</i>	<i>7.2%</i>	<i>14.4%</i>	<i>18.3%</i>	<i>25.8%</i>	-	-

Source: Consolidated Financial Statements

Note: Any differences in sums or % changes are due to rounding

Consolidated balance sheet

FYE 31.12 (€ thousands)	2013 IFRS	2014 IFRS	2015 IFRS	H1 2016 IFRS	% change ('13-'14)	% change ('14-'15)
Fixed assets	215,160	243,802	267,513	267,542	13%	10%
Intangible assets	17,740	16,076	15,153	14,941	(9%)	(6%)
Investment in affiliates	5,572	5,550	-	-	0%	
Other non-current assets	4,853	5,525	7,727	6,681	14%	40%
Non-current assets	243,325	270,954	290,394	289,164	11%	7%
Cash & cash equivalents	2,702	22,573	5,088	4,576	735%	(77%)
Restricted cash	22,281	18,846	5,225	8,406	(15%)	(72%)
Pre payments for long term leasing	90	63	63	70	(30%)	0%
Trade & other receivables	19,363	18,038	23,341	25,526	(7%)	29%
Financial assets available for sale	-	-	4,467	3,458		
Current assets	44,437	59,520	38,185	42,035	34%	(36%)
TOTAL ASSETS	287,762	330,475	328,579	331,200	12%	5%
Total shareholders' equity	77,442	115,031	122,378	127,998	49%	6%
Non-current bank liabilities	110,926	116,220	113,314	109,773	5%	(3%)
Grants	58,142	53,897	52,095	51,195	(7%)	(3%)
Other non-current liabilities	6,101	8,001	10,676	12,971	31%	33%
Non-current liabilities	175,169	178,117	176,087	173,938	2%	(1%)
Current bank liabilities	26,651	29,483	24,690	23,803	11%	(16%)
Payables	8,189	7,843	5,380	5,423	(4%)	(31%)
Other current liabilities	311	-	44	37		
Current liabilities	35,151	37,626	30,114	29,264	7%	(20%)
TOTAL LIABILITIES & SHAREHOLDERS' EQUITY	287,762	330,475	328,579	331,200	15%	(1%)

Source: Consolidated Financial Statements

Note: Any differences in sums or % changes are due to rounding

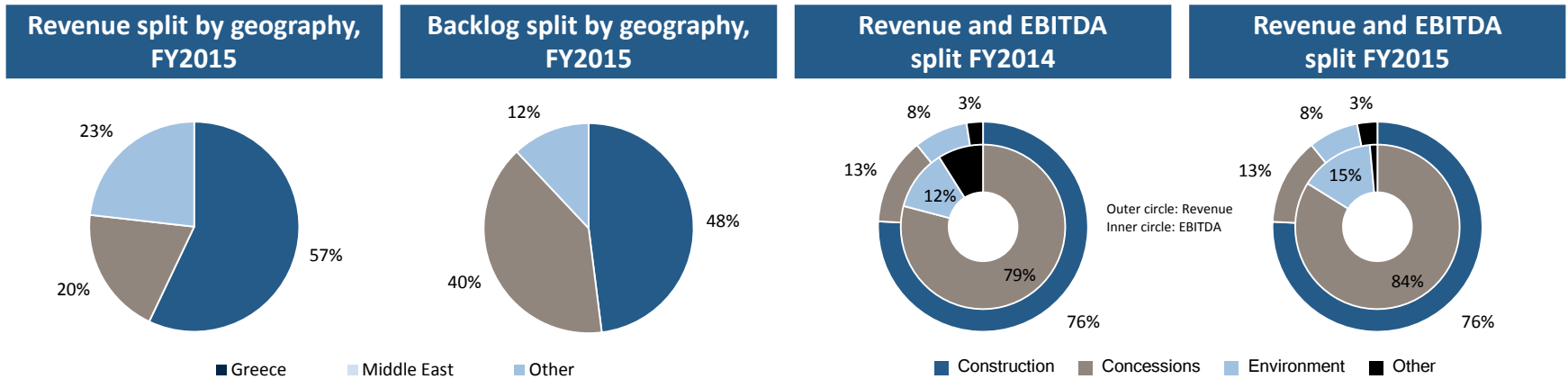
Consolidated cash flow statement




FYE 31.12	2013	2014	2015	H1 2016	% change	% change
(€ thousands)	IFRS	IFRS	IFRS	IFRS	('13-'14)	('14-'15)
Cash Flow from Operations						
Profit Before Tax	3,673	6,513	12,055	7,986	77%	85%
Adjustments for:						
Depreciation	9,714	7,491	8,598	4,828	(23%)	15%
Provisions	258	(17)	48	39	(107%)	(382%)
Bad Debts	3,250	226	1,573	700		
Profit / Loss from investments	(150)	(1,012)	(461)	(101)	575%	(54%)
Interest Payable	8,838	7,735	7,843	3,249	(12%)	1%
Changes in Working Capital:						
Decrease / (Increase) of receivables	(2,325)	2,658	(3,215)	(1,510)	(214%)	(221%)
(Decrease) / Increase of payables (non-debt)	188	(346)	(4,010)	(186)	(284%)	(99%)
Less:						
Interest Paid	(7,557)	(7,506)	(6,482)	(2,856)	(1%)	(14%)
Taxes Paid	(1,083)	(352)	(90)	(17)	(67%)	(74%)
Total Cash Flow from Operations (a)	14,806	15,391	15,859	12,131	4%	3%
Cash Flow from Investments						
(Acquisition) / Sale of subsidiaries / affiliates and other investments	-	(21)	-	-		
Acquisition of Tangible and intangible fixed assets	(14,764)	(38,130)	(34,045)	(5,541)	158%	(11%)
Proceeds from sale of Tangible and intangible fixed assets	-	-	-	-		
Interest income received	106	786	409	70	642%	(48%)
Loans (to) / from affiliates	(50)	-	-	-		
Restricted Cash	(7,985)	4,215	14,597	-	153%	246%
Other cash flows from investing activities	-	-	(4,552)	998		
Total Cash Flow from Investments (b)	(22,694)	(33,151)	(23,591)	(4,473)	46%	(29%)
Cash Flow from Financing						
Proceeds from share capital increase	-	35,133	-	-		
New Loan drawdown	2,552	23,083	49,378	5,483	805%	114%
Loan Repayment	(12,650)	(14,740)	(57,645)	(10,265)	17%	291%
Finance Lease payments	(90)	(378)	(403)	(208)	320%	7%
Dividend paid to minorities	-	(90)	(24)	-		(73%)
Dividend Tax paid	-	(10)	(3)	-		(70%)
Share Capital increase expenses paid	(1)	(2,604)	(1)	-		(100%)
Cash Grants	19,463	(1,918)	-	-	(110%)	
Participation of 3rd parties in share capital increase of subsidiaries	-	22	-	-		
Restricted Cash	-	(780)	(977)	(3,180)		25%
Other cash flows from financing activities	-	(89)	(78)	-		(12%)
Total Cash Flow from Financing (c)	9,274	37,631	(9,753)	(8,171)	306%	(126%)
Net Increase / (decrease) in cash and cash equivalents (a) + (b) + (c)	1,387	19,871	(17,485)	(512)	(1333%)	(188%)
Starting Cash Balance	1,316	2,702	22,573	5,088	105%	735%
Year End Cash Balance	2,703	22,573	5,088	4,576	735%	(77%)

Source: Consolidated Financial Statements

Note: Any differences in sums or % changes are due to rounding

- **ELLAKTOR S.A.** is a leading construction, concession and environment business headquartered in Greece and more than 60 years of experience and know-how in complex infrastructure and building projects
 - Activities in more than 20 countries
 - Business headquartered in Athens and listed on the Athens Stock Exchange with a market capitalisation of €228m⁽¹⁾
 - FY15 Revenue of €1,533m and Reported EBITDA of €155m and Adjusted EBITDA of €220m
 - Construction backlog as of 30 June 2016 of €2.8bn with a further c. €282m of contracts pending signature
- Owns 64.5% of ANEMOS



Business Unit (2015 metrics)	Construction	Concessions	Environment
	Revenue: EUR1,161m EBITDA: -EUR0.9m EBITDA (%): -0.1% Backlog ⁽²⁾ : EUR2.8bn 	Revenue: EUR206m EBITDA: EUR130m EBITDA (%): 63% 	Revenue: EUR118m EBITDA: EUR23m EBITDA (%): 19% Backlog ⁽²⁾ : EUR71m 
Activity	<ul style="list-style-type: none"> ■ Infrastructure, public, private and PPP projects ■ Business, commercial and industrial buildings 	<ul style="list-style-type: none"> ■ Design, construction, maintenance, operation 	<ul style="list-style-type: none"> ■ Environmental construction ■ Environment services ■ Waste to energy conversion

Notes:
 (1) As of 11 October 2016
 (2) As of 30 June 2016