1stQ 2013

CONSOLIDATED RESULTS

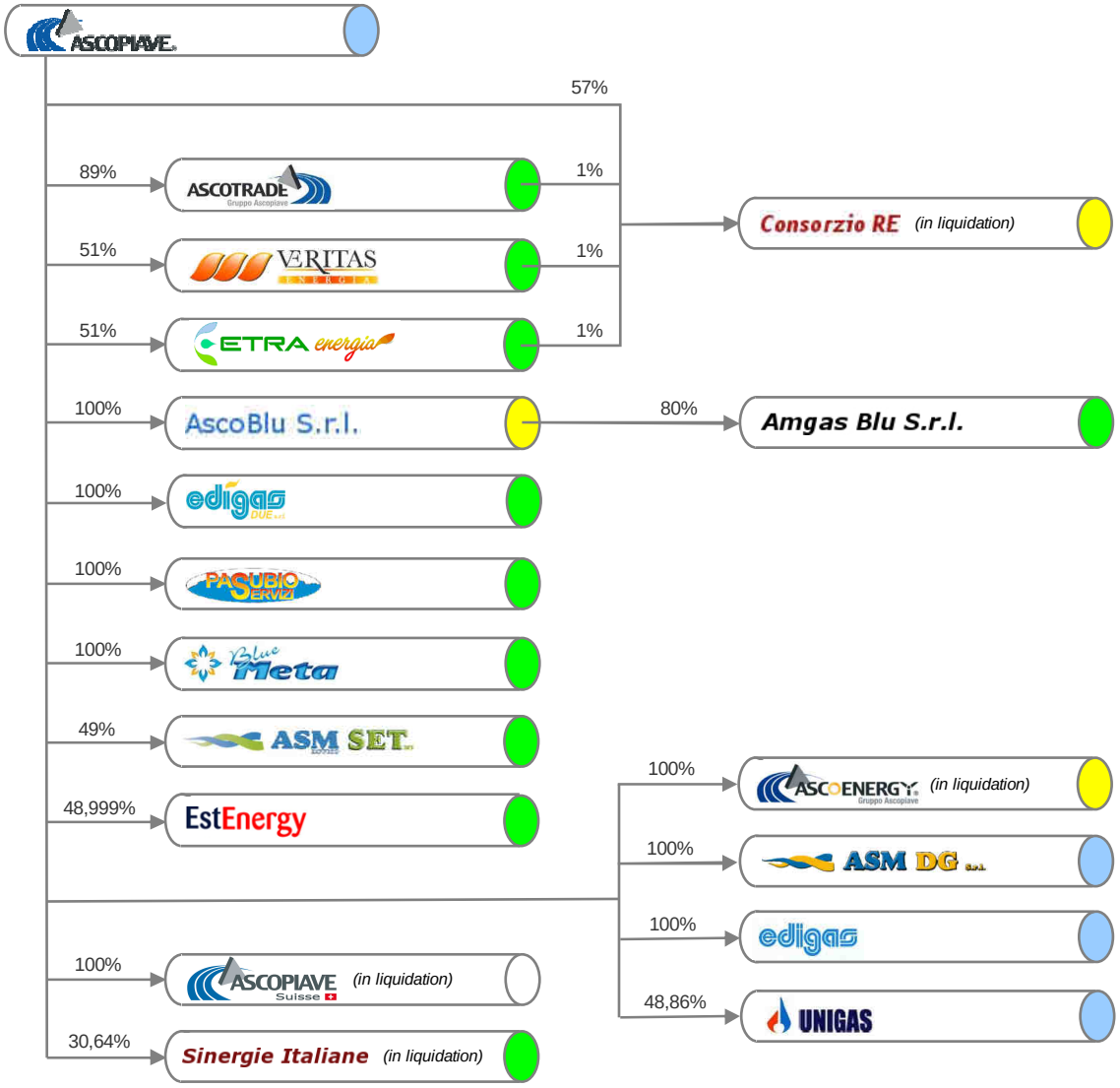
Conference Call

Pieve di Soligo, May, 15th 2013

Financial highlights

→ Ascopiave Group structure as of March, 31st 2013
→ 1stQ 2013 income statement
→ Balance sheet
Operating Data
Revenues and EBITDA
Gross margin on gas activities and other net operating costs
Personnel
Capex and lenght of the gas distribution network
Net Financial Position and cash flow

Ascopiave Group structure as of March, 31st 2013



Gas distribution
Gas sales
Other activities

CONFERENCE CALL – 1stQ 2013 results

Pieve di Soligo, May, 15th 2013

1stQ 2013 income statement

(Thousand of Euro)	1stQ 2013	1stQ 2012	Chg	Chg %
Revenues	**371.523**	**396.886**	**(25.363)**	**-6,4%**
(Cost of raw materials and consumables)	(252.478)	(305.556)	53.078	-17,4%
(Cost of services)	(46.798)	(45.307)	(1.491)	+3,3%
(Cost of personnel)	(6.887)	(6.362)	(526)	+8,3%
(Other operating costs)	(9.041)	(2.683)	(6.358)	+236,9%
Other operating income	687	94	593	+632,1%
EBITDA	**57.005**	**37.072**	**19.933**	**+53,8%**
(Depreciations and amortizations)	(4.918)	(4.585)	(333)	+7,3%
(Provisions)	(2.853)	(1.576)	(1.276)	+81,0%
EBIT	**49.235**	**30.911**	**18.324**	**+59,3%**
Financial income / (expenses)	(1.599)	(2.337)	738	-31,6%
Evaluation of companies with net assets method	(351)	(2.096)	1.745	-83,2%
EBT	**47.284**	**26.478**	**20.806**	**+78,6%**
(Income taxes)	(19.407)	(12.576)	(6.831)	+54,3%
Earnings after taxes	**27.877**	**13.902**	**13.975**	**+100,5%**
(Net loss from discontinued operations)	-	848	(848)	-100,0%
Net income	**27.877**	**14.750**	**13.127**	**+89,0%**
(Net income of minorities)	(1.797)	(1.311)	(486)	+37,0%
Net income of the Group	**26.080**	**13.439**	**12.641**	**+94,1%**

Balance sheet

(Thousand of Euro)	31/03/2013	31/12/2012	Chg	Chg %
Tangible assets (*)	40.135	40.534	(399)	-1,0%
Non tangible assets (*)	448.491	450.457	(1.966)	-0,4%
Other fixed assets	29.716	29.817	(101)	-0,3%
Fixed assets	**518.342**	**520.808**	**(2.466)**	**-0,5%**
Operating current assets	426.360	363.436	62.923	+17,3%
(Operating current liabilities)	(326.157)	(261.175)	(64.983)	+24,9%
(Operating non current liabilities)	(61.877)	(64.122)	2.245	-3,5%
Net working capital	**38.326**	**38.140**	**186**	**+0,5%**
Total capital employed	**556.668**	**558.948**	**(2.280)**	**-0,4%**
Group shareholders equity	**410.095**	**384.053**	**26.042**	**+6,8%**
Minorities	**6.562**	**4.765**	**1.797**	**+37,7%**
Net financial position	**140.011**	**170.130**	**(30.119)**	**-17,7%**
Total sources	**556.668**	**558.948**	**(2.280)**	**-0,4%**

(*) Applying IFRIC 12 involves categorising the infrastructures under concession from tangible assets to intangible assets

Financial highlights

Operating Data

→ Volumes of gas distributed
→ Volumes of gas sold to end customers
→ Volumes of gas sold on trading and wholesaling activities
→ Number of gas sales customers

Revenues and EBITDA

Gross margin on gas activities and other net operating costs

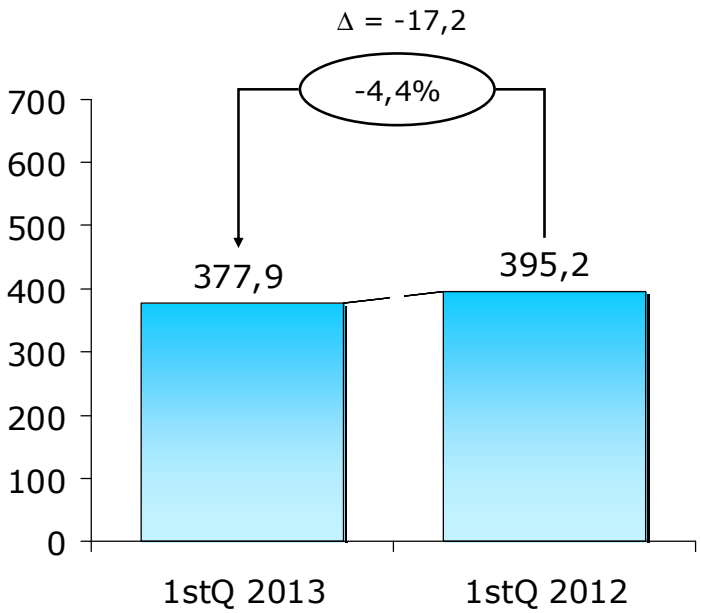
Personnel

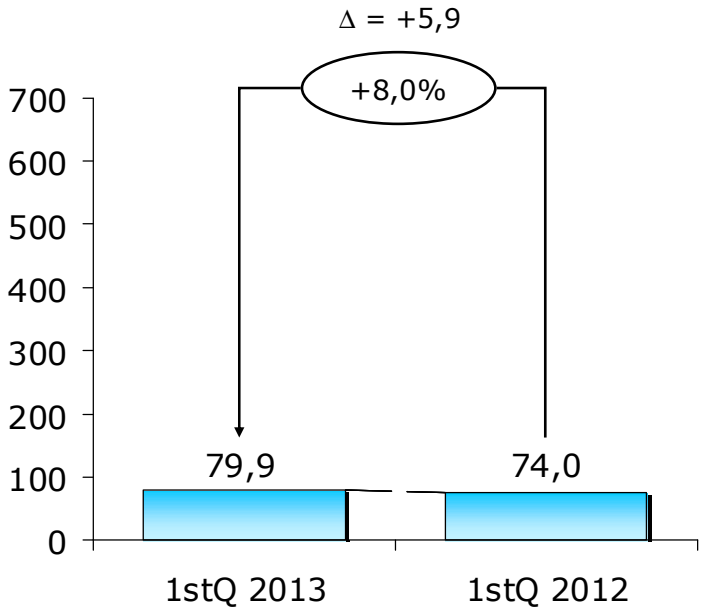
Capex and lenght of the gas distribution network

Net Financial Position and cash flow

Volumes of gas distributed (1)

Volumes of gas distributed
(Million of standard cubic meters)





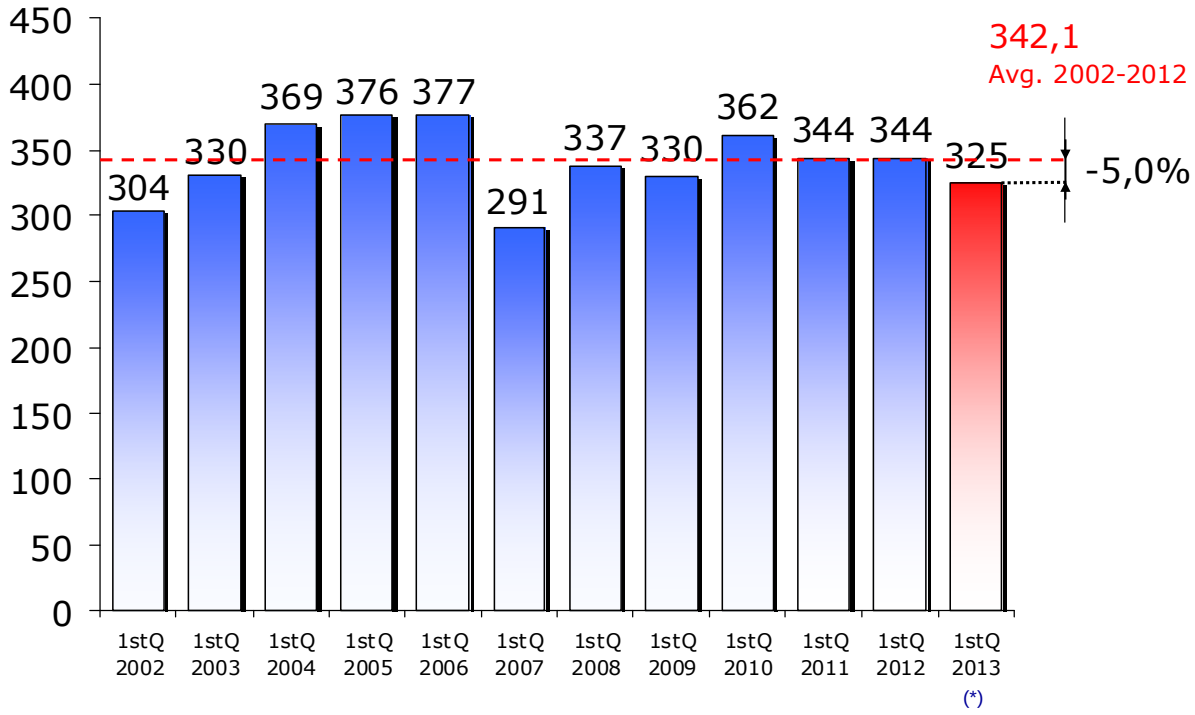
Gas distributed
Companies consolidated at 100%

Gas distributed
Companies consolidated at 49%

Volumes of gas distributed (2)

Volumes of gas distributed: hystorical trend

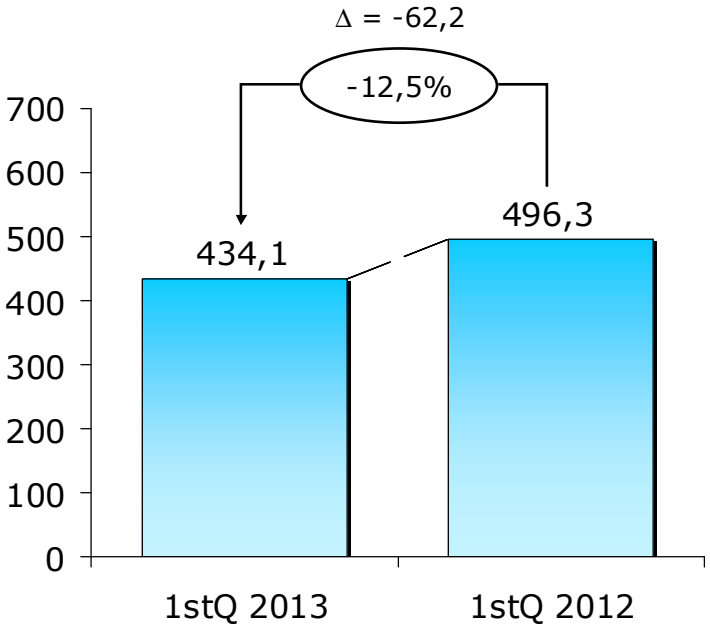
(Million of standard cubic meters)

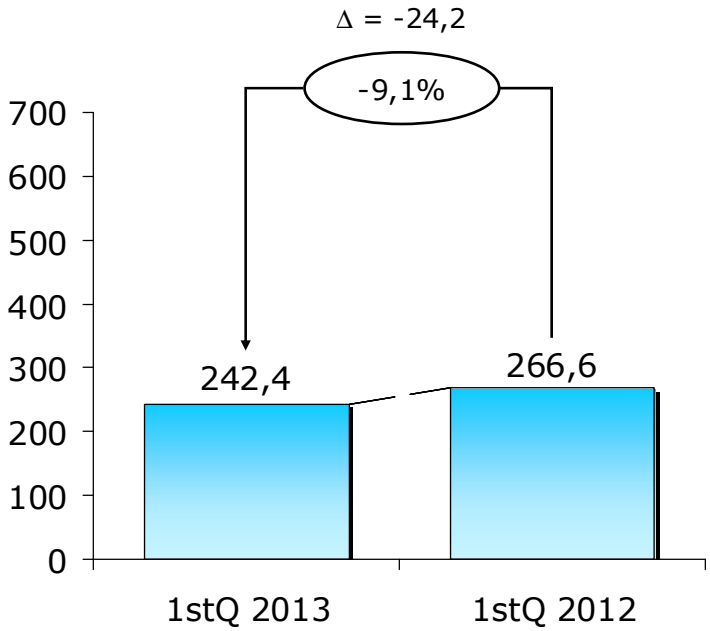


(*) Excluding volumes of natural gas distributed by ASM DG, Edigas Esercizio Distribuzione Gas and Unigas Distribuzione Gas

Volumes of gas sold to end customers

(Million of standard cubic meters)



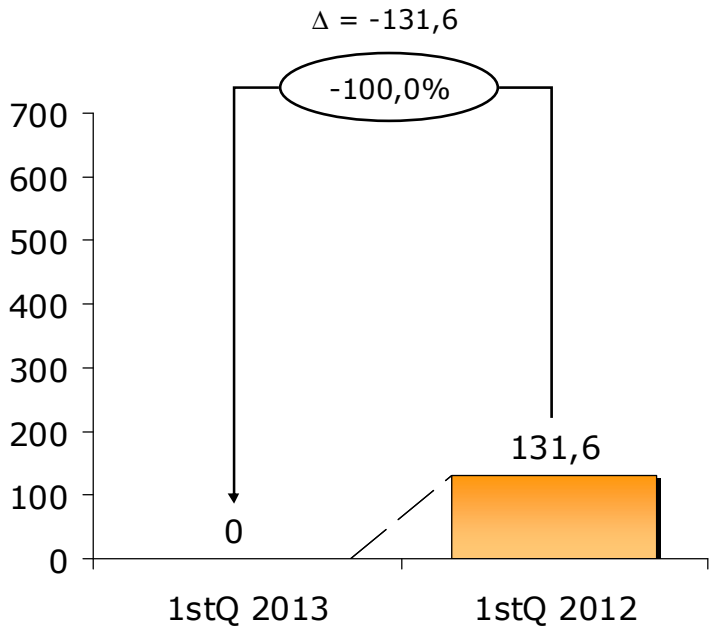


Gas sold to end customers
Companies consolidated at 100%

Gas sold to end customers
Companies consolidated at 49%-51%

Volumes of gas sold on trading and wholesaling activities

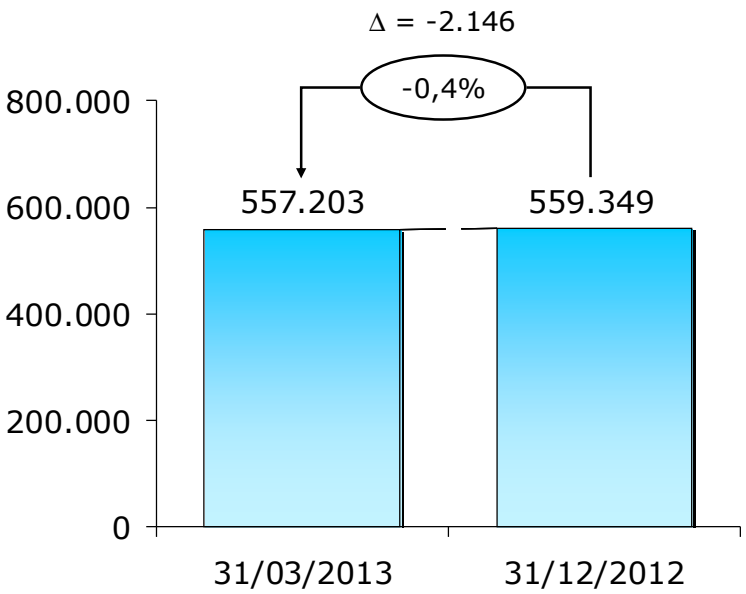
(Million of standard cubic meters)



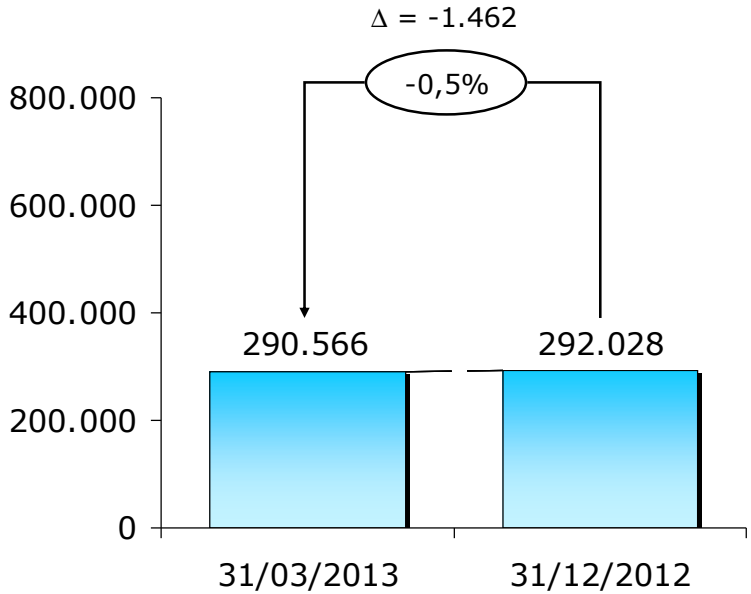
Gas sold on trading and wholesaling activities
Companies consolidated at 100%

Number of gas sales customers

Gas sales customers
Companies consolidated at 100%



Gas sales customers
Companies consolidated at 49%-51%



Contents

Financial highlights

Operating Data

Revenues and EBITDA

→ Revenues bridge

→ EBITDA bridge

Gross margin on gas activities and other net operating costs

Personnel

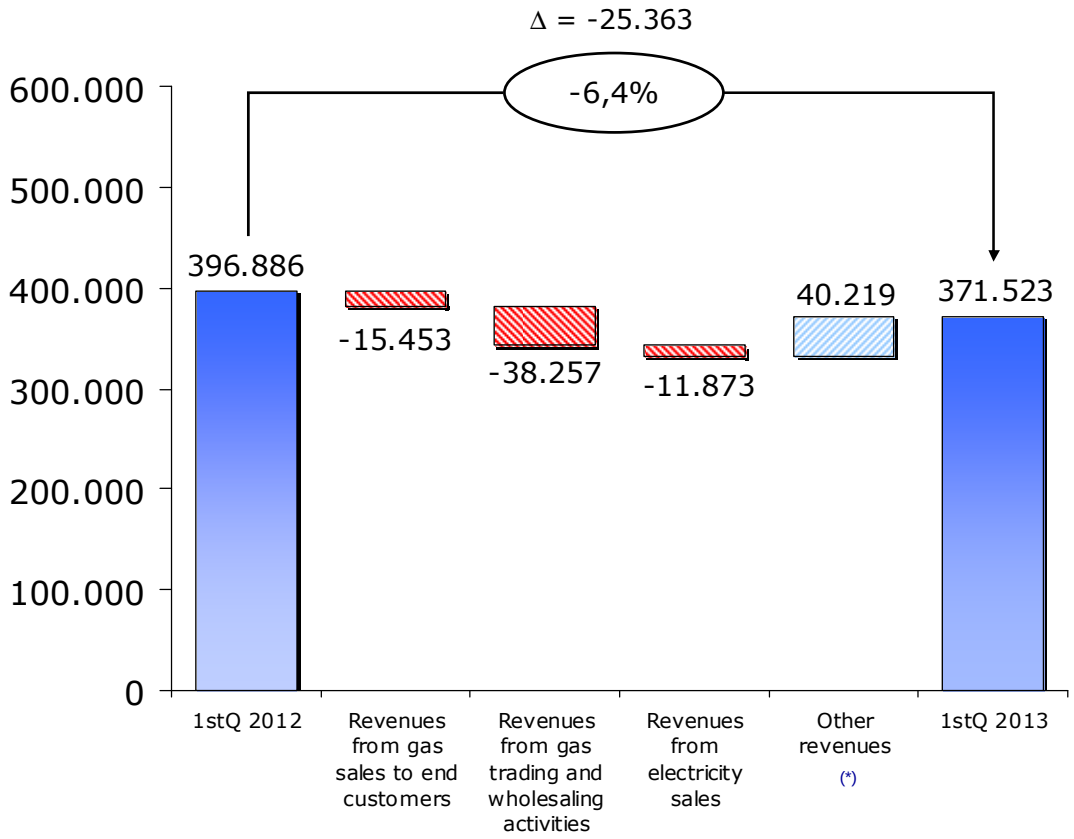
Capex and lenght of the gas distribution network

Net Financial Position and cash flow

Revenues bridge (1)

Revenues bridge

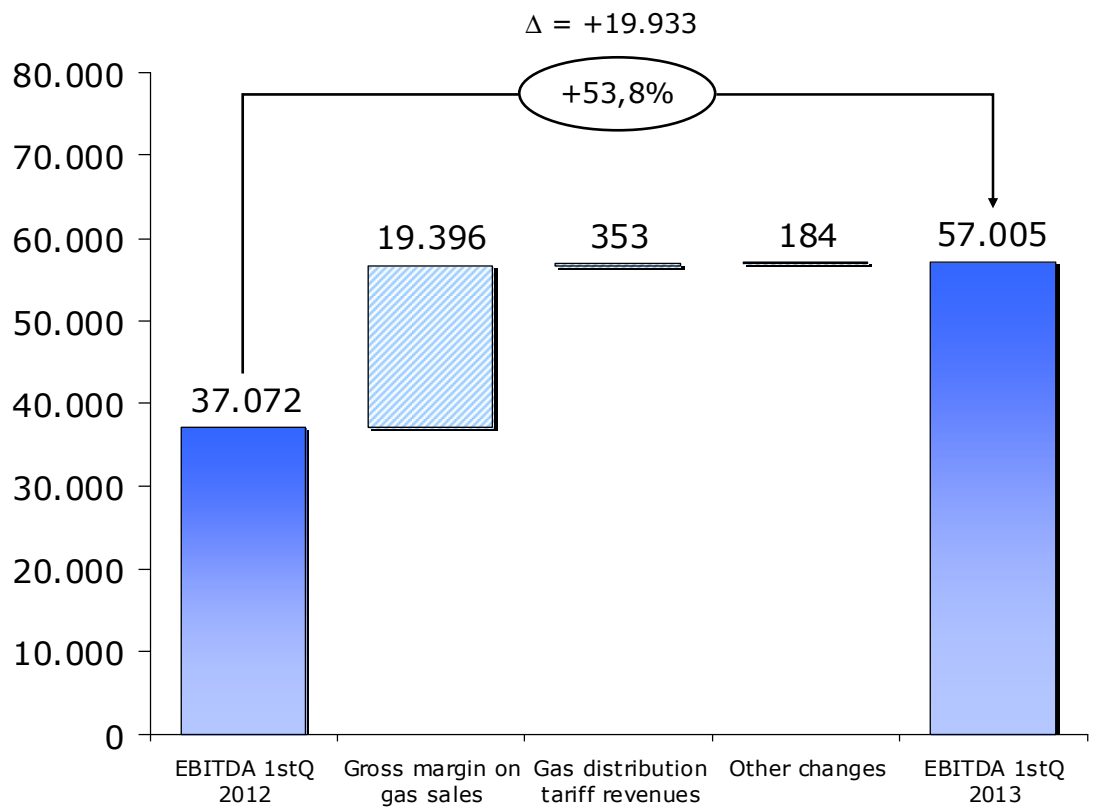
(Thousand of Euro)



(*) of which € 34,2 million relating to sale at Exchange Hub (PSV) of gas from Russia procured through *take or pay* contracts signed by Sinergie Italiane, regulated in the sphere of the framework supply agreement on the part of the Group's reference shipper.

EBITDA bridge (1)

EBITDA bridge
(Thousand of Euro)



Financial highlights

Operating Data

Revenues and EBITDA

Gross margin on gas activities and other net operating costs

→ Gross margin on gas sales
→ Distribution tariff revenues
→ Other net operating costs

Personnel

Capex and lenght of the gas distribution network

Net Financial Position and cash flow

Gross margin on gas sales

(Thousand of Euro)	1stQ 2013	1stQ 2012	Chg	Chg %
Revenues from gas sales to end customers	311.240	321.498	(10.258)	-3,2%
Revenues from gas trading and wholesaling	-	38.257	(38.257)	-100,0%
Revenues from gas sales	**311.240**	**359.755**	**(48.515)**	**-13,5%**
(Gas purchase costs)	(203.304)	(280.685)	77.381	-27,6%
(Distribution costs)	(54.531)	(45.062)	(9.469)	+21,0%
Gross Margin on Gas Sales	**53.405**	**34.009**	**19.396**	**+57,0%**

The increase of gross margin on gas sales to end customers is equal to + Euro 19,4 mln.

Distribution tariff revenues

(Thousand of Euro)	1stQ 2013	1stQ 2012	Chg	Chg %
Tariffs applied to sales companies	25.004	24.160	843	+3,5%
Equalization amount (+ / -)	(7.806)	(7.315)	(490)	+6,7%
Gas distribution tariff revenues	**17.198**	**16.845**	**353**	**+2,1%**

The increase of gas distribution tariff revenues (+ Euro 0,4 mln) is due to:

1) change of gas distribution tariffs applied to gas sales companies: + Euro 0,8 mln;

2) equalization amount: - Euro 0,5 mln.

Other net operating costs:

- **Decrease of net operating costs: +€0,2M**

  of which:

  - Increase of gas distribution concession fees: -€0,1M
  - Increase of personnel cost: -€0,5M
  - Increase of gross margin in electricity sales: +€0,4M
  - Decrease of marketing and customer acquisition cost: +€0,3M
  - Decrease of energy efficiency margin: -€0,5M
  - Decrease of revenues for distribution network connection services : -€0,5M
  - Capital gain realized on the disposal of distribution plants: +€0,7M
  - Other changes: +€0,4M

Financial highlights

Operating Data

Revenues and EBITDA

Gross margin on gas activities and other net operating costs

Personnel

→ Number of employees

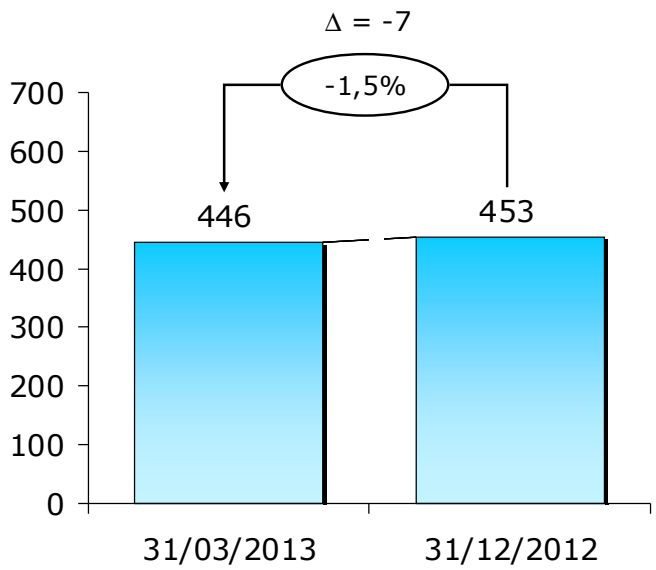
→ Cost of Personnel

Capex and lenght of the gas distribution network

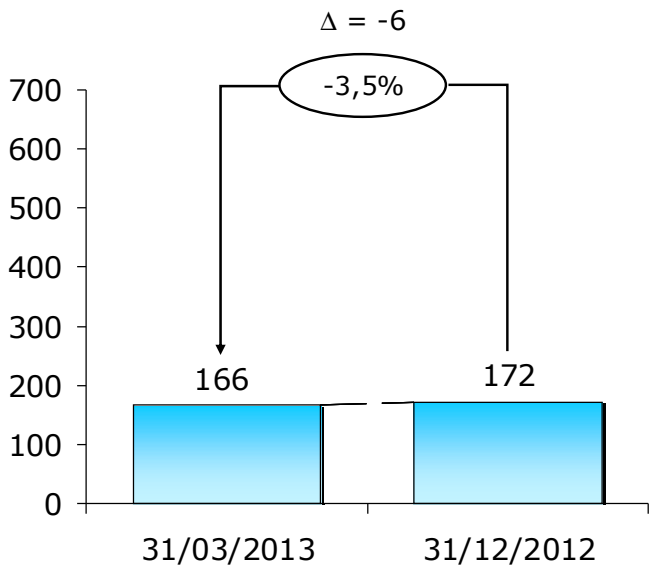
Net Financial Position and cash flow

Number of employees (1)

No. of employees
Companies consolidated at 100%

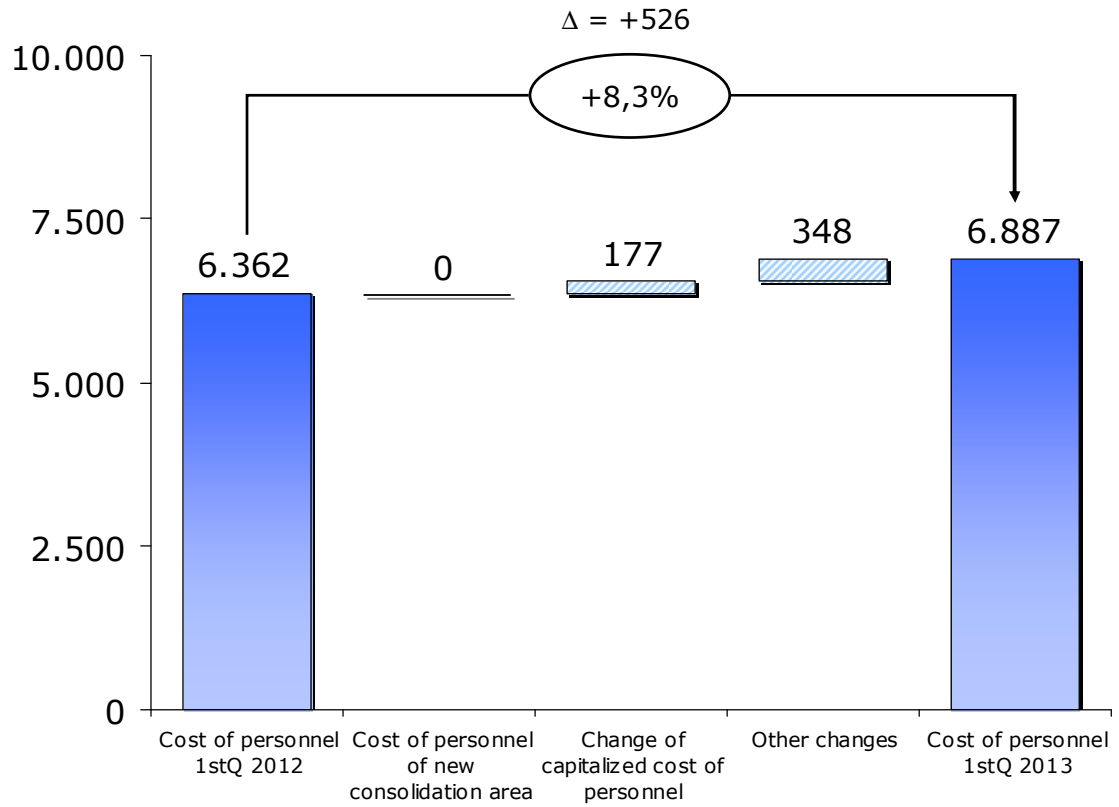


No. of employees
Companies consolidated at 49%-51%



Cost of personnel

(Thousand of Euro)



Contents

Financial highlights

Operating Data

Revenues and EBITDA

Gross margin on gas activities and other operating costs

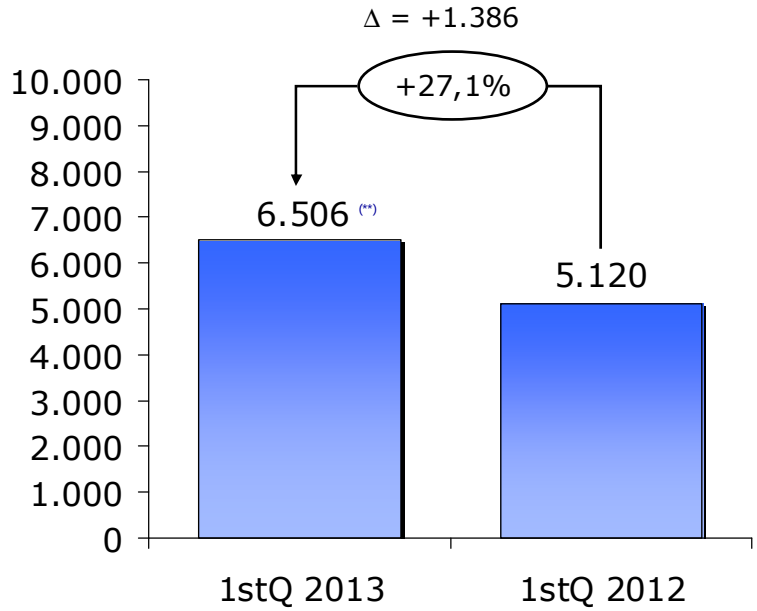
Personnel

Capex and lenght of the gas distribution network

Net Financial Position and cash flow

Capex and lenght of the gas distribution network

Capex (*)
(Thousand of Euro)



- Gas distribuition system: Euro 1,8 mln
- gas meters: Euro 0,1 mln
- gas distribution concession fees: Euro 4,3 mln
- other: Euro 0,3 mln

(*) Excluding network extension in new urbanized areas that according to IAS are operating costs and not investments
(**) Investments in tangible assets: 0,2 million of Euro; investments in intangible assets: 6,3 million of Euro (realization of tangible and intangible assets and participation investments are excluded)

Financial highlights

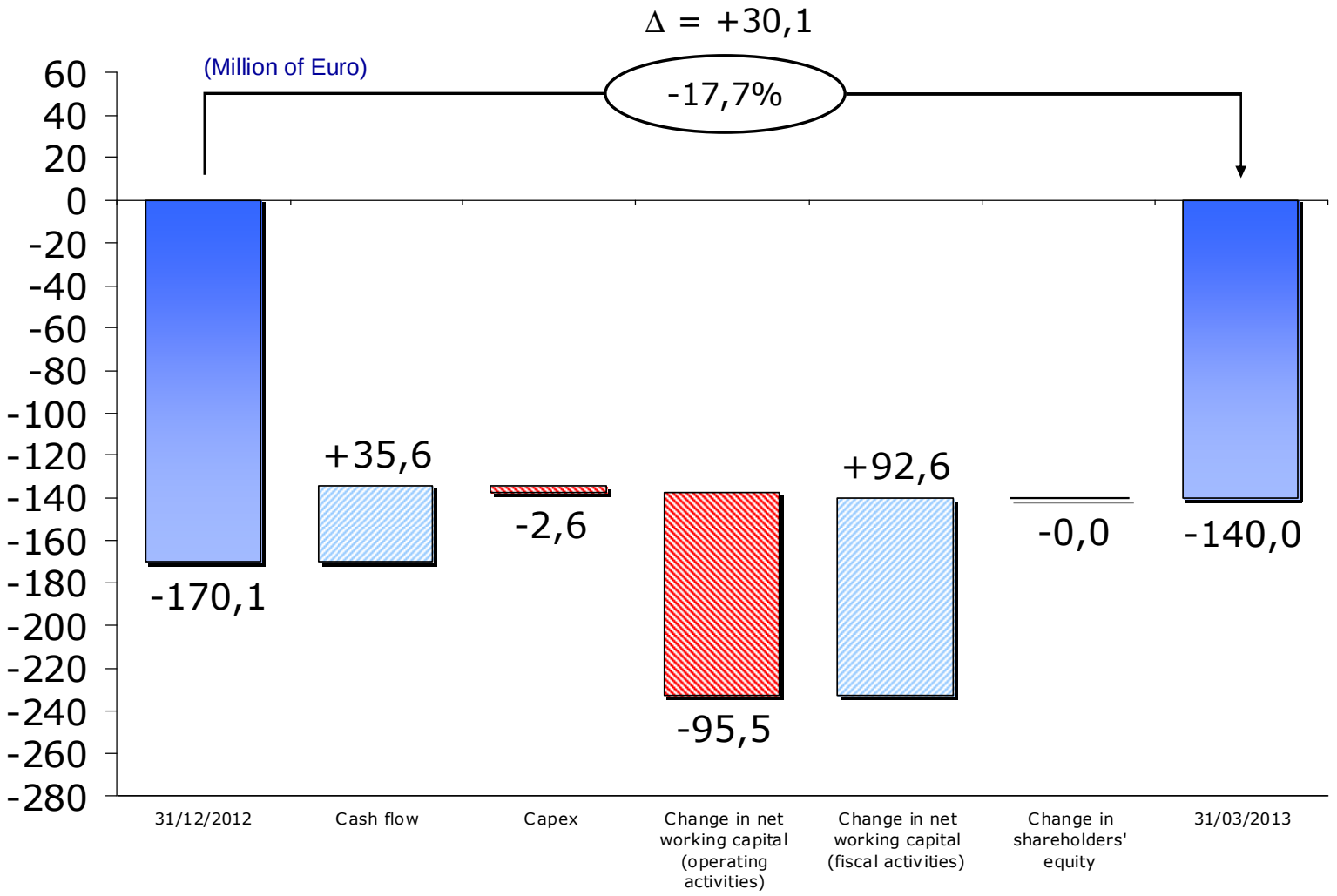
Operating Data

Revenues and EBITDA

Gross margin on gas activities and other net operating costs

Personnel

Capex and lenght of the gas distribution network

Net Financial Position and cash flow

Net Financial Position and cash flow