Public Power Corporation S.A.

Financial Results 2018

Athens, April 23, 2019

Financial Results

1.1.2018 – 31.12.2018

Alexandra Konida

Chief Financial Officer

Public Power Corporation S.A.

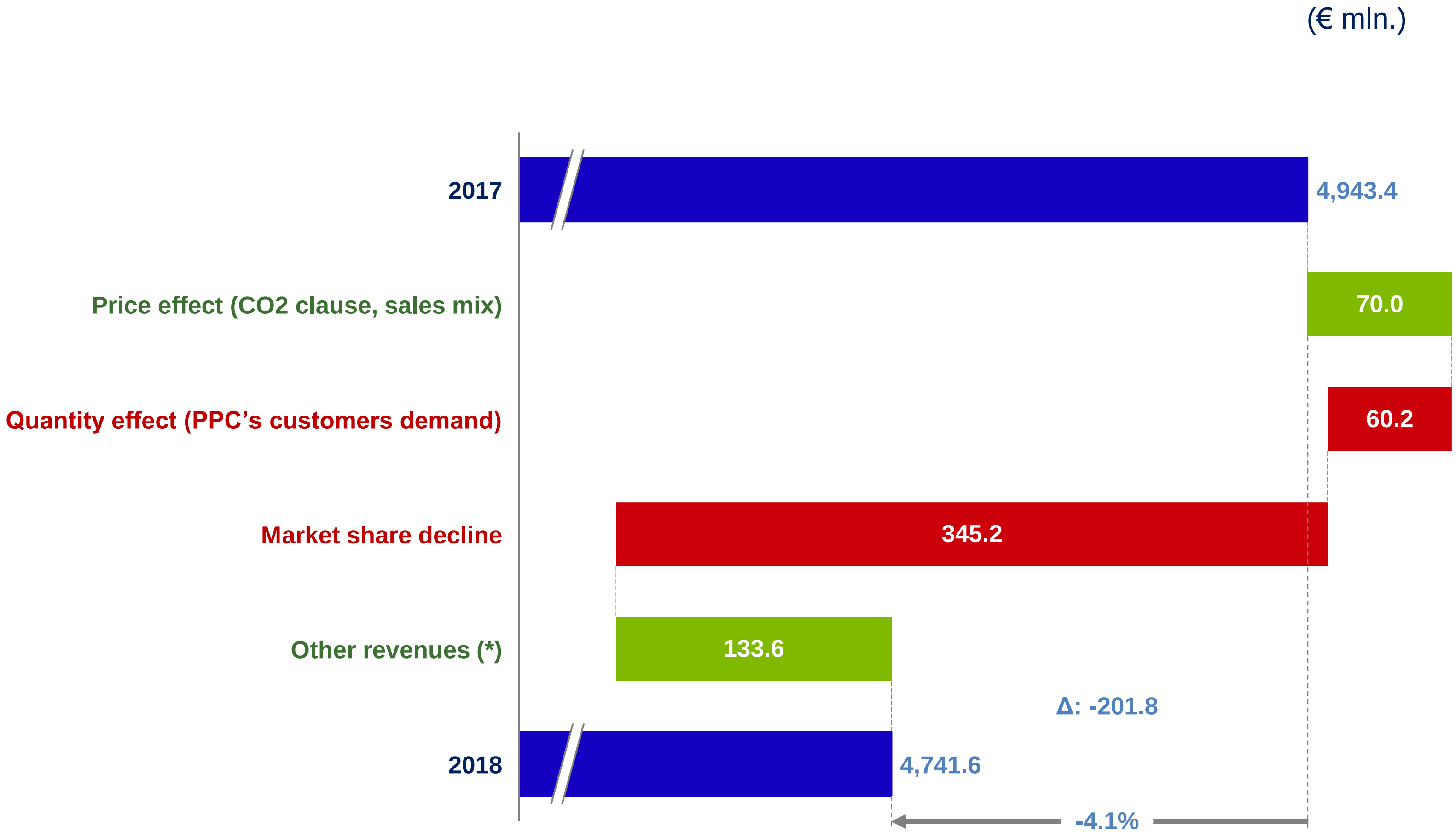
Electricity Demand 2018 / 2017

(GWh)		2018	2017	Δ%
Electricity demand		62.129	60.807	*2,2%*
Exports	PPC	12	15	*-20,0%*
	Third Party	4.971	2.837	*75,2%*
Domestic sales	PPC	40.921	43.821	*-6,6%*
	Third Party (estimation)	9.060	6.735	*34,5%*

		2018	2017
PPC average market share	Domestic sales	81,9%	86,7%
	Exports	0,2%	0,5%

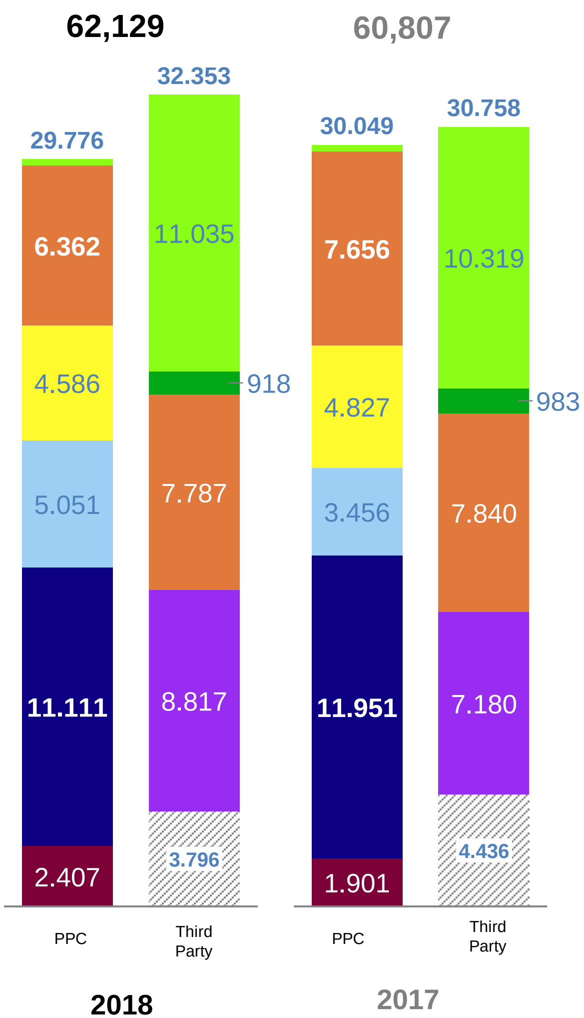
Total electricity demand increased by 2.2% due to the significant increase of third party exports. On the contrary, domestic demand decreased by 1.2%, and PPC’s domestic sales decreased by 6.6% due to the decrease of average market share by 4.8 percentage points.

Turnover Evolution 2018 / 2017



(*) Other revenues includes mainly revenues from energy sales of thermal units in non-interconnected islands, customers contributions, third party Distribution network fees & PSOs

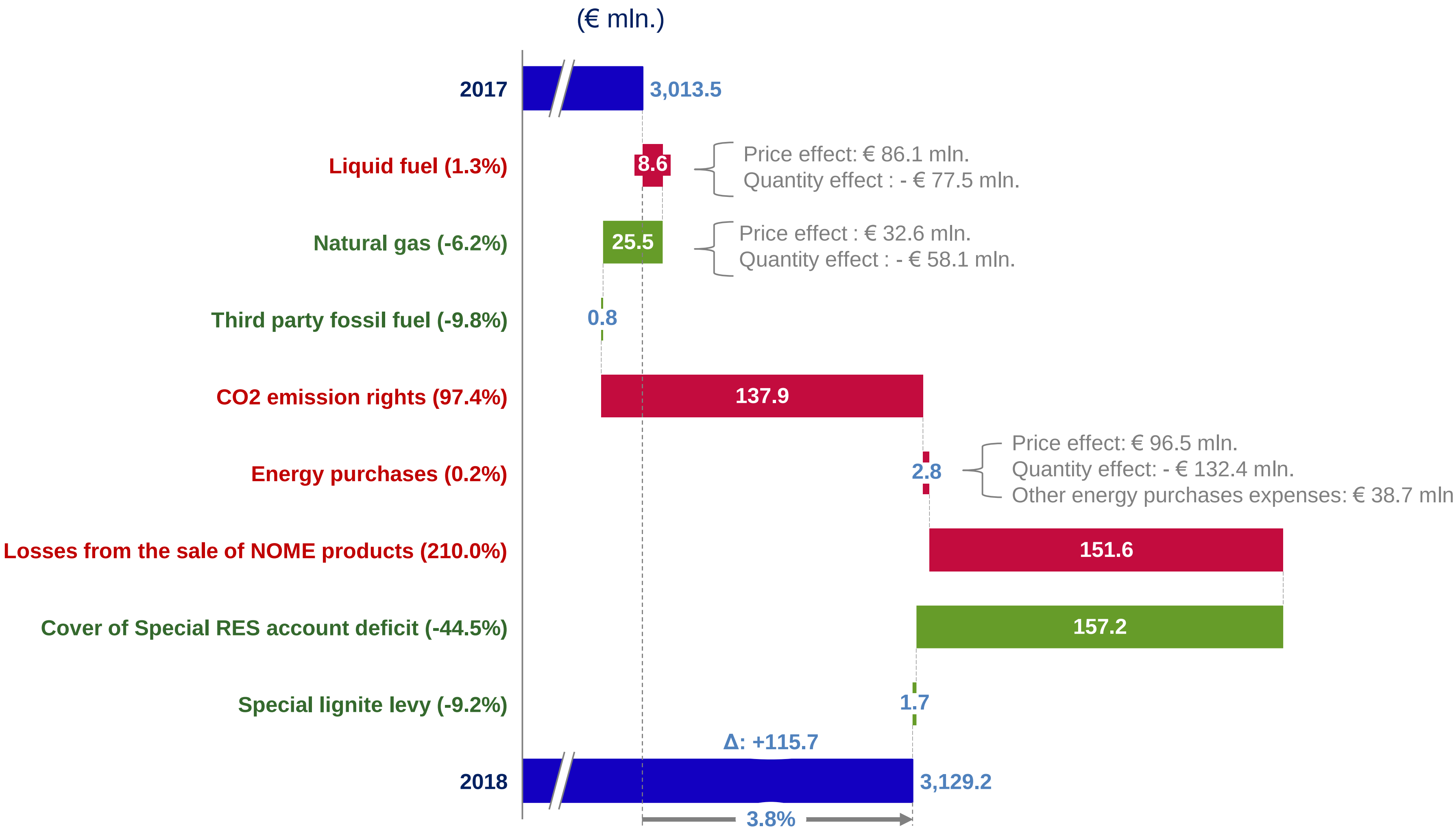
Electricity Generation and Imports 2018 / 2017



GWh	2018	2017	Δ	Δ%
Electricity Generation and Imports	**62,129**	**60,807**	***1,322***	***2.2%***
PPC Generation	**27,369**	**28,148**	*-779*	*-2.8%*
RES	259	258	*1*	*0.4%*
Natural Gas	6,362	7,656	*-1,294*	*16.9%*
Oil	4,586	4,827	*-241*	*-5.0%*
Hydro	5,051	3,456	*1,595*	*46.2%*
Lignite	11,111	11,951	*-840*	*-7.0%*
Lignite subsidiaries generation	**3,796**	**4,436**	*-640*	*-14.4%*
Third Party Generation	**19,740**	*19,142*	*598*	*3.1%*
RES	11,035	10,319	*716*	*6.9%*
ALUMINIUM S.A. - CHP	918	983	*-65*	*-6.6%*
Natural Gas	7,787	7,840	*-53*	*-0.7%*
Imports	**11,224**	**9,081**	***2,143***	*23.6%*
PPC	2,407	**1,901**	*506*	*26.6%*
Third Party	8,817	7,180	*1,637*	*22.8%*
Market share				
PPC Generation as per total Generation in the country	*53.8%*	*54.4%*	*-0.6*	
PPC Generation in the Interconnected System as per total load of the Interconnected System	*40.1%*	*42.2%*	*-2.1*	

	2018	2017	Δ	Δ%
NOME Quantities (GWh)	12,503	4,681	7,822	*167.1%*

Fuels, CO_2 and energy purchases expenses evolution

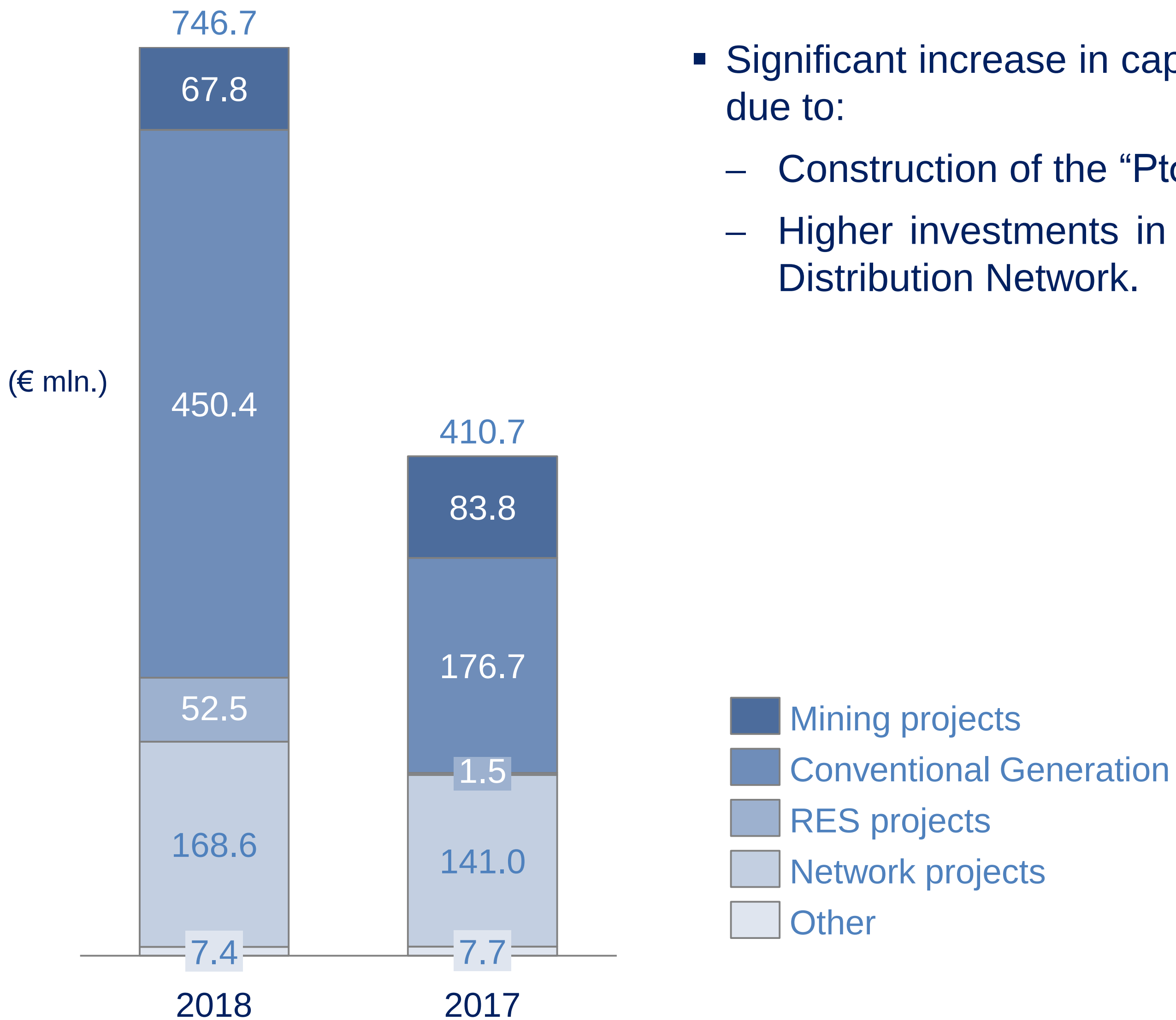


Summary Financial Results 2018 / 2017

Key Figures - Group from continuing operations (€ mln.)	2018	2017	Δ	Δ%
Total Revenues	**4,741.6**	**4,943.4**	***(201.8)***	***(4.1)***
Revenues from Energy Sales	4,258.2	4,593.6	*(335.4)*	*(7.3)*
Payroll Expense	722.5	743.9	*(21.4)*	*(2.9)*
Fuel, CO_2 emission rights and energy purchases expenses	3,129.2	3,013.5	*115.7*	*3.8*
Cover of Special RES account deficit	*196.3*	*353.5*	*(157.2)*	*(44.5)*
Net expense from NOME type auctions	*223.8*	*72.2*	*151.6*	*210.0*
Allowance for doubtful balances	**(169.7)**	28.9	*(198.6)*	*(687.2)*
Other provisions [(*)]	**150.3**	46.6	*103.7*	*222.5*
Other expenses	649.2	641.5	*7.7*	*1.2*
EBITDA (excluding the one-off impacts)	**260.1**	**469.0**	***(208.9)***	***(44.5)***
EBITDA Margin	***5.5%***	***9.5%***		
Pre-tax profits / (Losses) (excluding the one-off impacts)	**(465.5)**	**(214.5)**	***(251.0)***	***117.0***
One-off items: *Severance payment for personnel)*	***(148.8)***			
Final settlement of the regulated charge for RES (ETMEAR) for the years 2012, 2013	***105.2***			
Revenue recognized for PSOs for the years 2012-2016		***359.8***		
EBITDA	**216.5**	**828.8**		
EBITDA Margin	***4.6%***	***16.8%***		
Pre-tax profits / (Losses)	**(509.1)**	**145.3**		
Net income / (Loss)	**(542.0)**	**127.6**		

[(*)] Including a provision of € 109.5 m, for overdue interest that IPTO claims from PPC

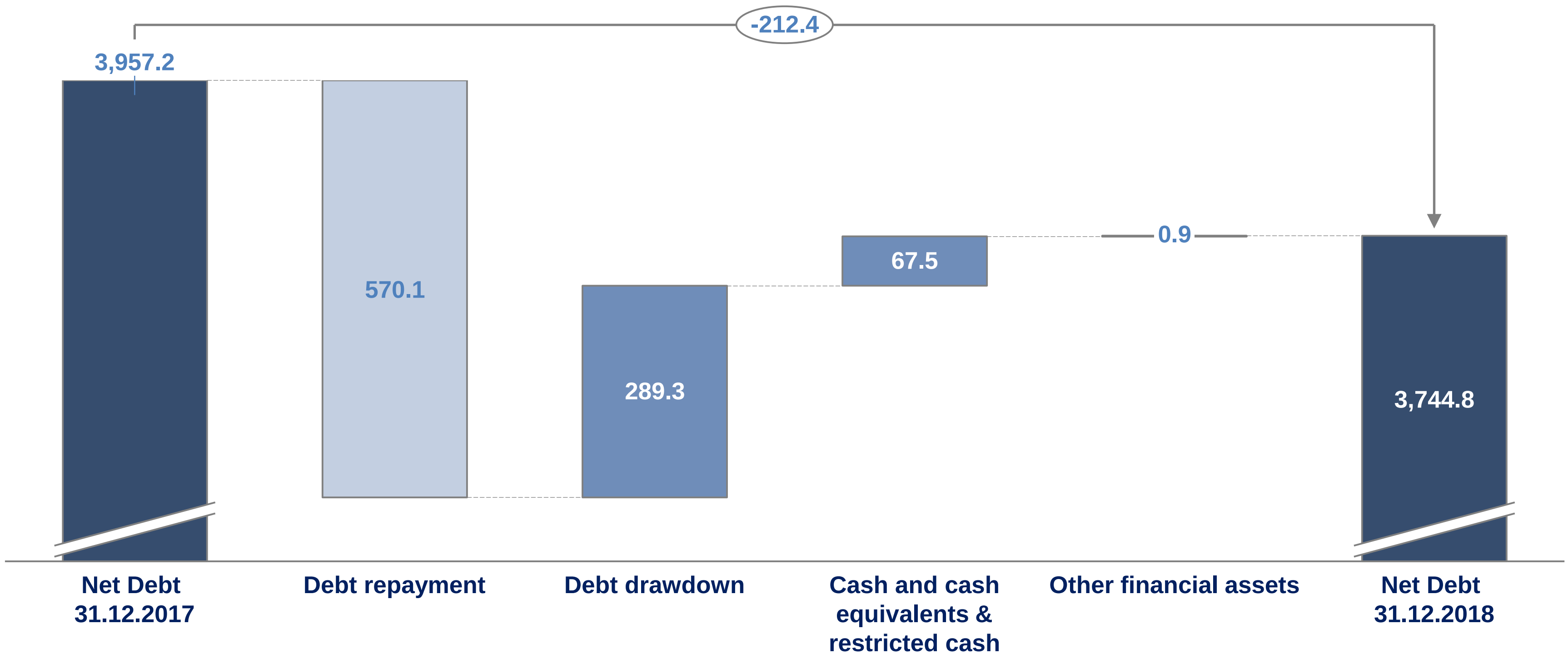
Capex



- Significant increase in capex by € 336 m, mainly due to:
  - Construction of the “Ptolemais V” unit,
  - Higher investments in RES projects and the Distribution Network.

Debt Evolution – Liquidity

(€ mln.)



Comments on Financial Results & Recent Developments

Emmanouil Panagiotakis

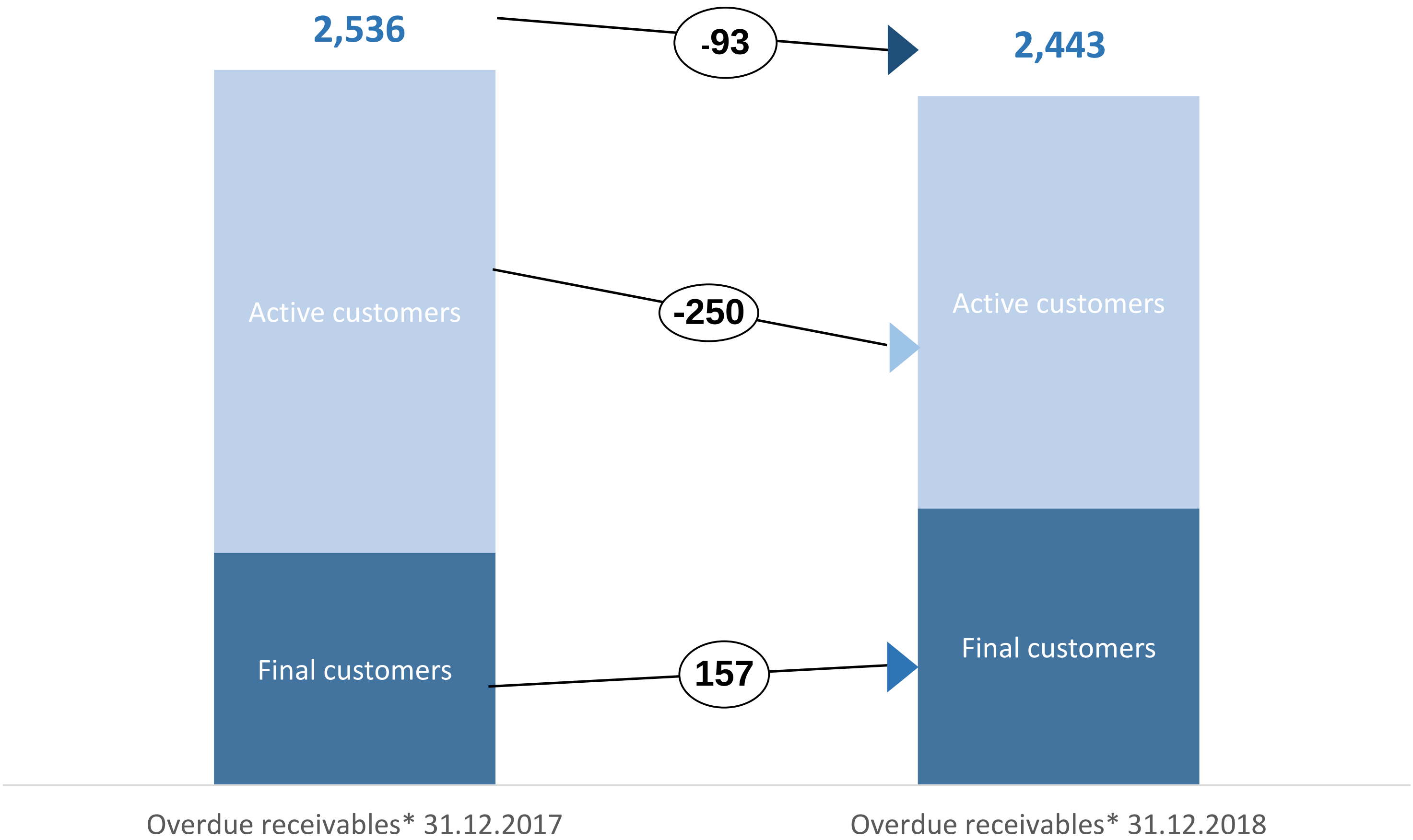
Chairman and CEO

Public Power Corporation S.A.

Comments on financial results of fiscal year 2018

- Positive impact on operating profitability from internal actions:
  - significant improvement of receivables collection leading to reversal of provisions
  - reduction of operational cost
- Negative impact from:
  - increased expenses for electricity generation due to sharp increase of CO_2 emission rights' price
  - higher negative impact from NOME auctions
  - reduction of revenues driven by lower sales as a result of both market share loss and lower demand
  - one-off items

Evolution of overdue Receivables (in € m)



** excluding settlements*

Major financial developments

EIB loan
(January 2019)

- € 155 m loan from the European Investment Bank out of a total approved facility of € 255 m
- Use of funds: Reinforcement and modernization of the Distribution Network
- Tenor: 20 years

Financing from Black Sea Trade & Development Bank
(April 2019)

- Approval of a new corporate loan of € 160 m from Black Sea Trade & Development Bank
- Use of funds: Financing of PPC's capex plan
- Tenor & repayment: 5 years, bullet repayment at the maturity date of the loan

€ 200 m syndicated loan and repayment of € 350 m. Senior Notes
(April 2019)

- € 200 m syndicated loan from a consortium of Greek Banks for the repayment of the Senior Notes maturing on 1.5.2019

Major operational developments

Agreement with Volterra

- Agreement to proceed with Volterra for the joint development and operation of wind parks with total capacity 69.7MW.
- In process of acquiring 45% of the share capital of Volterra's two SPVs:
  - The first SPV owns two wind parks of 16 MW total capacity in Etoloakarnania region at a FiP of € 98/MWh - already in operation
  - The second SPV owns two wind parks in Viotia region, (one with capacity 42.9MW with a FiP of € 98/MWh and the other 10.8 MW capacity with a FiP of € 56.45 /MWh) - construction will start soon.
- The above transactions are subject to the notification and approval of the Hellenic Competition Commission.

Lignite Divestment

- Re-launching the tender with six parties having submitted an Expression of Interest
- Implementation of VRS Scheme in both lignite subsidiaries has led to payroll cost reduction
- Finalization of negotiations for a new supply contract with Achlada Mines, leading to lower fuel cost for "Meliti Lignite S.A."
- New Capacity Remuneration Mechanism pending approval from DG Comp
- SPA under negotiations with eligible participants
- According to timetable, binding offers are expected by May 6, 2019

2019 Outlook

- Positive contribution to financial results is expected from the:
  - abolition as of 1.1.2019 of the charge to cover the deficit of the Special Account for Renewables
  - revision of discount scheme from 15% to 10% for customers who pay on time
  - ongoing actions for the reduction of controllable operational expenses and receivables collection improvement
  - rebate of € 100 m from the surplus of the Special Account for Renewables
- Pursuing full remuneration for PSOs expenses already incurred in previous years.
- Exploring all alternative financing options for securitization of overdue receivables aiming at further enhancing liquidity as well as recovering receivables from strategic defaulters.
- Successful divestment of lignite units potentially leading to reduction of NOME quantities

DISCLAIMER

Some of the information contained herein includes forward-looking statements. It is noted that the Group is subject to various risks, which, among other, relate to macroeconomic conditions, EUR/USD exchange rate, oil, natural gas, electricity prices and the price of CO_2 emission rights, as well as changes in the market, legal, regulatory and fiscal framework and bad debt evolution, that could cause actual results to differ materially from those anticipated in the forward-looking statements.