

# ORDINARY GENERAL MEETING OF SHAREHOLDERS FOR THE 16<sup>th</sup> FISCAL YEAR 01.01.2017 – 31.12.2017

ATHENS, JUNE 7, 2018

**Emmanouil Panagiotakis**  
*Chairman & CEO*



PUBLIC POWER CORPORATION S.A. - HELLAS



# 16<sup>th</sup> Ordinary General Meeting of Shareholders

1

**Financial Results 2017**

2

**Recent Developments and Strategic Priorities**



# 16<sup>th</sup> Ordinary General Meeting of Shareholders

1

**Financial Results 2017**

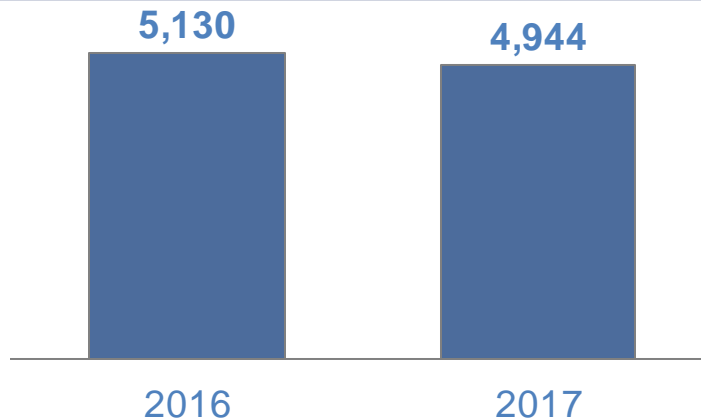
2

**Recent Developments and Strategic Priorities**



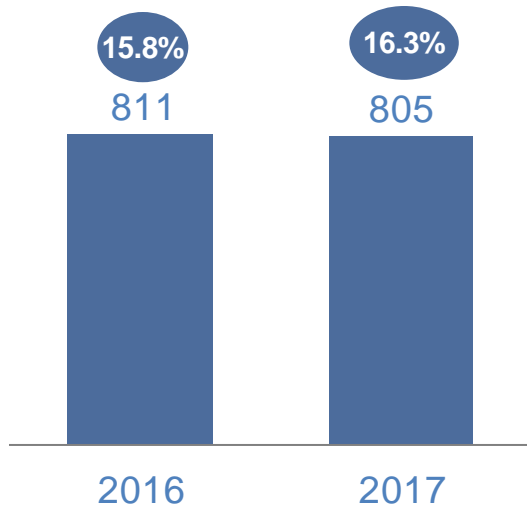
# Evolution of key financial figures of the Group 2017 / 2016

Total Revenues (€ mil.)

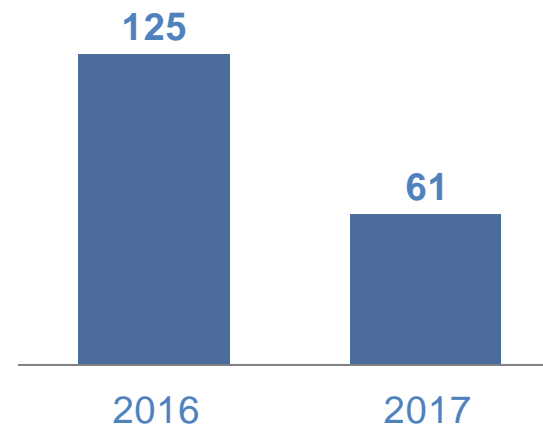


EBITDA (€ mil.)

Margin (%)



Pre – tax profits (€ mil.)

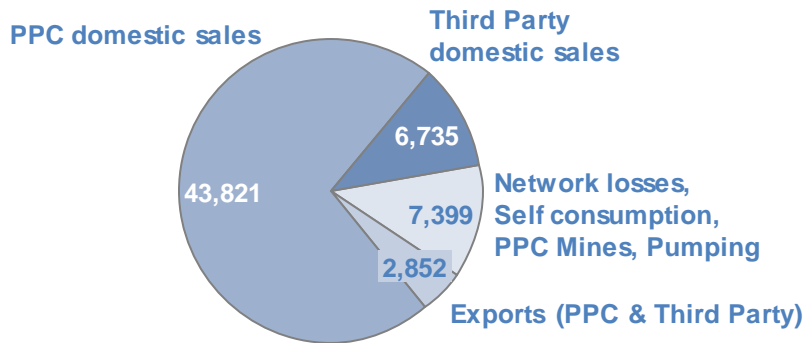




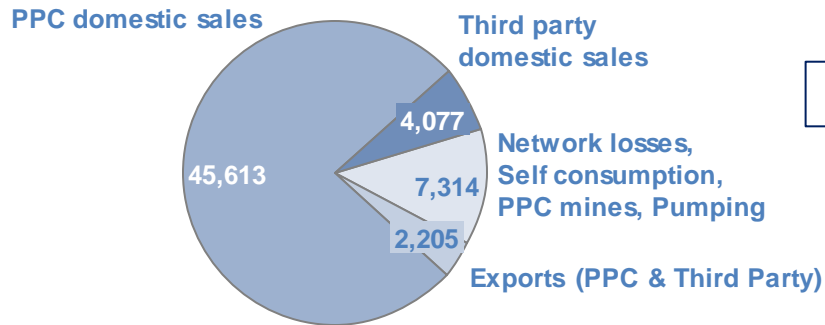
# Key Operating Figures 2017 / 2016

## Demand - Electricity Generation & Imports (in GWh)

### Demand 2017



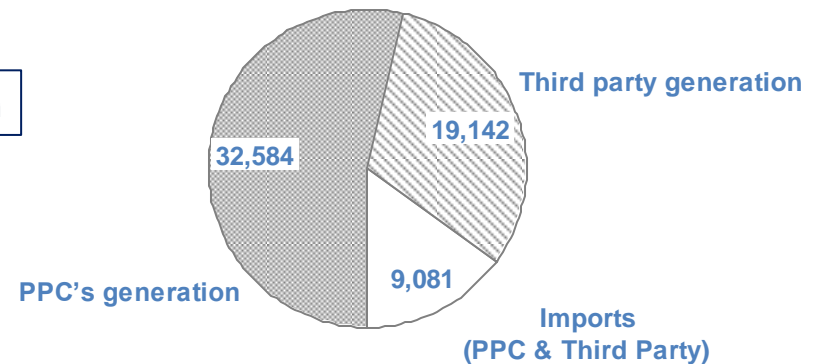
### Demand 2016



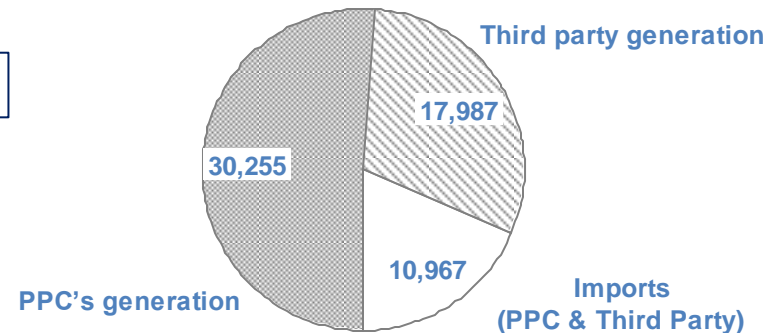
PPC's average share in the supply market of the Interconnected System was 85.4% in December 2017 compared to 89.8% in December 2016 \*

\* LAGIE data

### Electricity Generation and Imports 2017



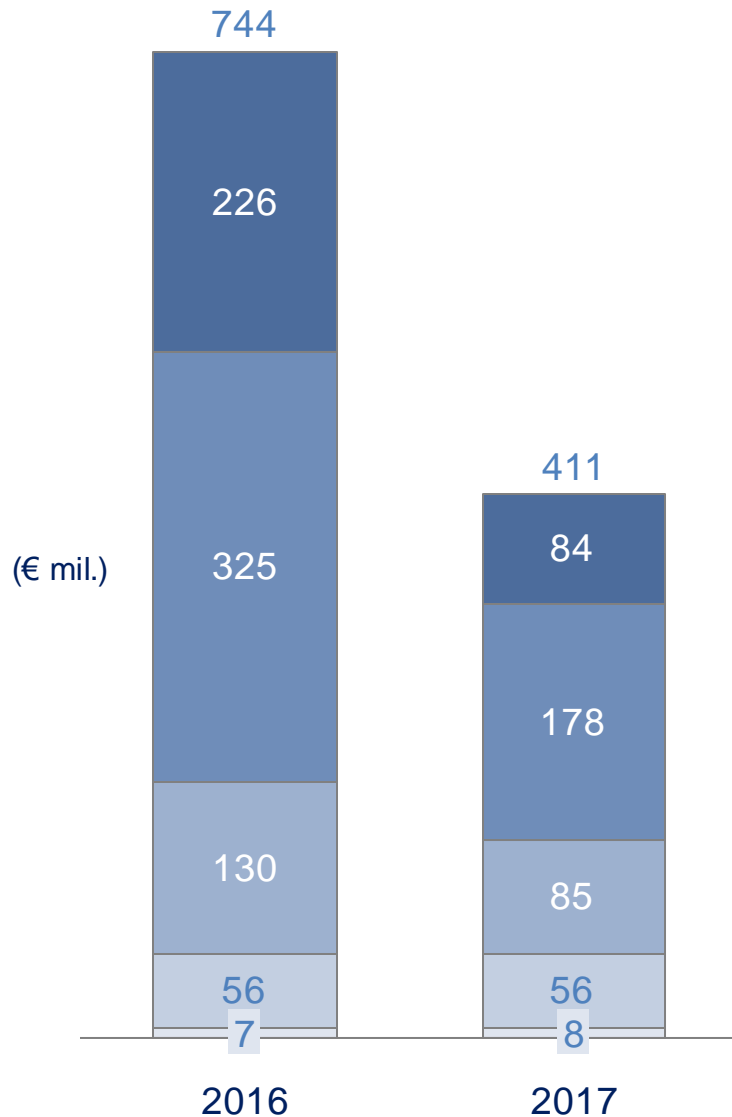
### Electricity Generation and Imports 2016



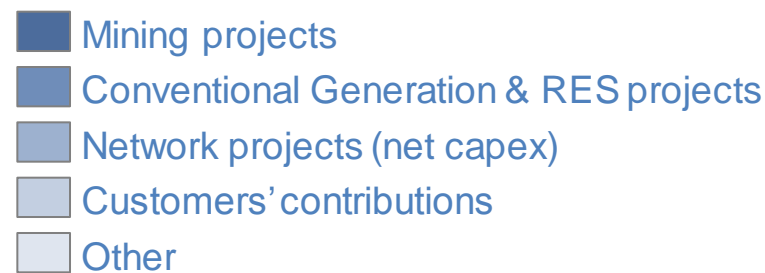
PPC's electricity generation, as a percentage of the total load in the Interconnected System was 50.2% in 2017, compared to 47.6% in 2016



## Capex (excluding IPTO S.A.)

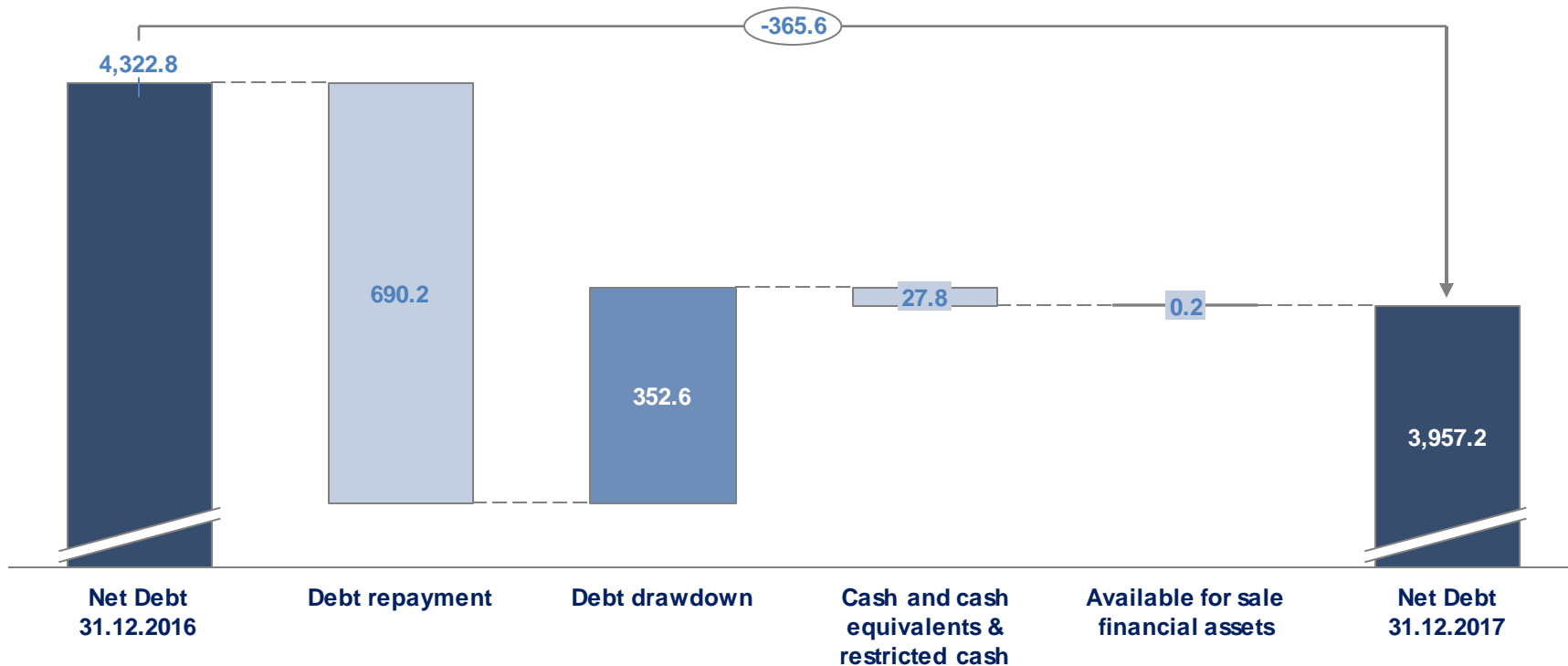


- Capital expenditure in 2017 (excluding Transmission Networks) amounted to € 411 m. compared to € 744 m. in 2016.
- Excluding network users' participation for their connection to the network (€ 55.6 m. and € 55.9 m. in 2017 and 2016 respectively), which fund part of network projects, capital expenditure amounted to € 355 m in 2017 and € 688 m in 2016.





## Debt Evolution – Liquidity (excluding IPTO S.A.)





# 16<sup>th</sup> Ordinary General Meeting of Shareholders

1

Financial Results 2017

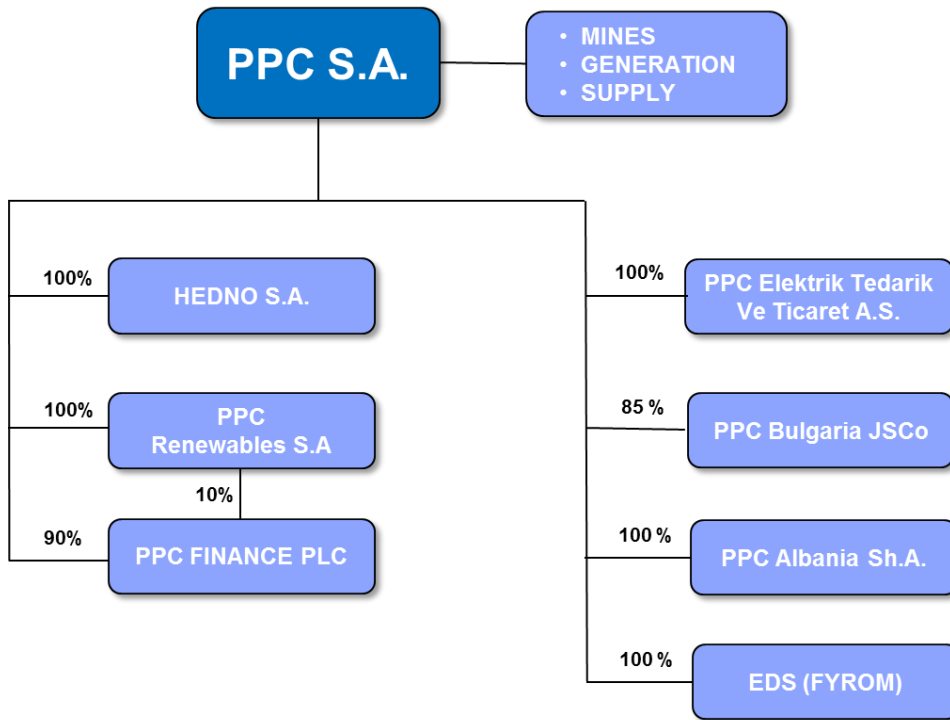
2

Recent Developments and Strategic Priorities





# PPC – The Group





## PPC in the new era

**We are transforming the Company so that in the following years we are able to offer new products and to expand in new markets.**

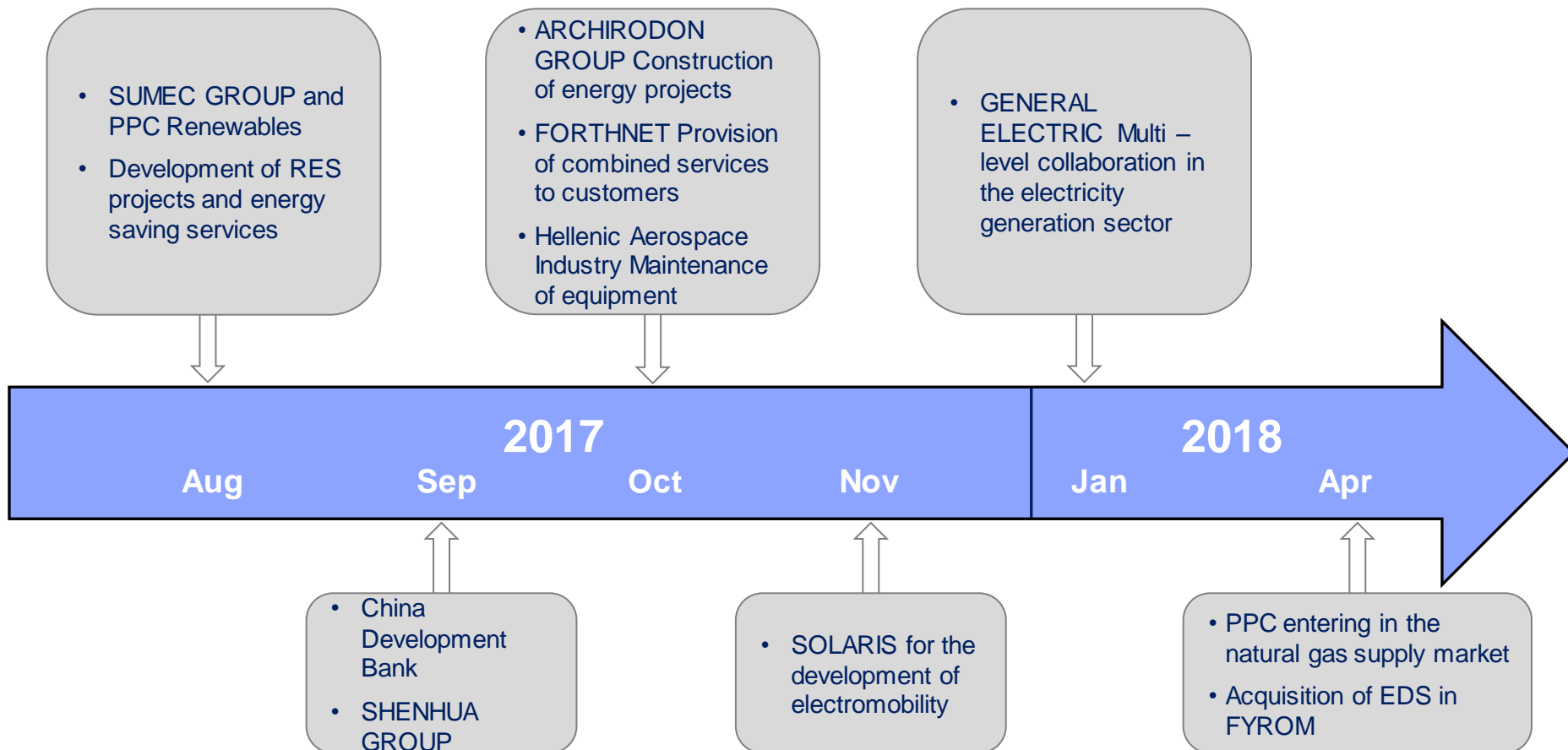
**Our business actions relate to :**

- Investing in the transition to the new “national fuel”, RES
- Provision of natural gas services to households and businesses
- Provision of new energy saving services and lighting
- Electrification for pollution free ports
- Innovative actions such as electromobility, “smart islands” etc.
- Representation to the European Institutions in Brussels
- Business collaborations in Greece and abroad with internationally acclaimed partners



## We are investing in extroversion

- We are developing collaborations with international financial giants and Greek companies aiming at the entering in new markets and activities





# Strategic and Business Plan

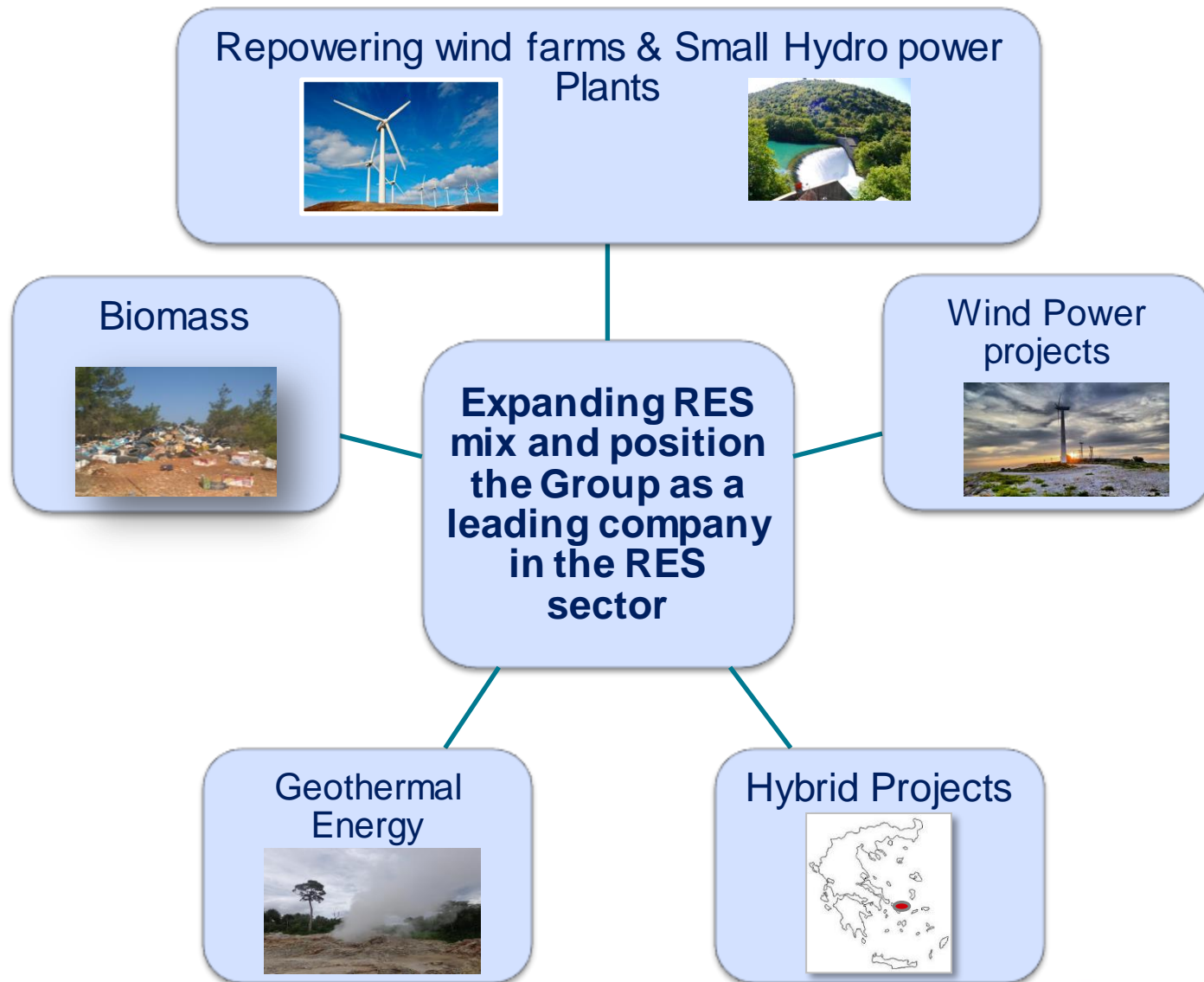
**The Strategic and Business Plan is being finalized.**

The Strategic and Business Plan includes :

- actions with quantified effect for the improvement of the financial position of PPC in the next years until 2022.
- actions for the upgrade of PPC's corporate operation both at a Company and Group level, in line with the principles of corporate governance and the development of the Group
- the strategic growth activities of PPC in the next decade, in line with the estimated needs of the Generation System within the framework of European policies and technological developments and
- the necessary business targets of PPC for its diversification and development in other markets.



# Investments in the RES sector





# Lignite Divestment

## Actions taken:

- Decision of the Board of Directors for the creation of two subsidiaries which will include:
  1. Meliti I unit and the license for Meliti II unit
  2. Megalopoli III and Megalopoli IV units along with the exploitation rights of the relevant mines.
- Tender for the Expression of Interest (May 31, 2018)



## Remaining actions:

- General Shareholders' Meeting to decide on the approval of the Draft Spin-off Terms and the Draft Articles of Incorporation of the new companies (June 26, 2018)
- Signing of the Share Sale Purchase Agreement until October 17, 2018 (6 months following the Decision of the European Commission for the transaction)
- Finalization of the sale until January 17, 2019.



# Our customer policy: being always close to the customer

We modernize our activity and we offer :

- 112 customer offices

- 30 different tariffs

Our clientele includes:

- ✓ 97% of the heavy industry
- ✓ 63% of small and medium sized businesses

- Discounts and rewards for customers who pay on time

- Monthly billing for better management of the households' budget

- Upgrade of the e-bill service

- Favorable programs for settlements while at the same time we invest on the relationship with our customers with the cooperation of an external advisor





# PPC and Corporate Social Responsibility



## Economy

Financial position / performance of the company  
New markets and investments



## Society

Corporate Governance, ethics and values  
Employee and third party health and safety  
Customer Satisfaction / products and service assurance  
Relationships / dialogue with local communities  
Sponsorships  
Volunteerism among PPC staff



## Environment

Climate change and greenhouse gas / particle emissions  
Ecosystems/ biodiversity  
Rehabilitation of degraded land  
Energy efficiency/ new technologies  
RES development



The range of our activities





## Our vision

**With electricity**

**Presence all over Greece**

**Close to all our customers**

**Provision of energy services by experienced personnel**

**Greek powerful presence in the Balkans and Europe**



## Disclaimer

*This document has been prepared by PPC S.A. and /or its subsidiaries for informational purposes only. All information herein are given as of the date hereof and are subject to change at any time without notice.*