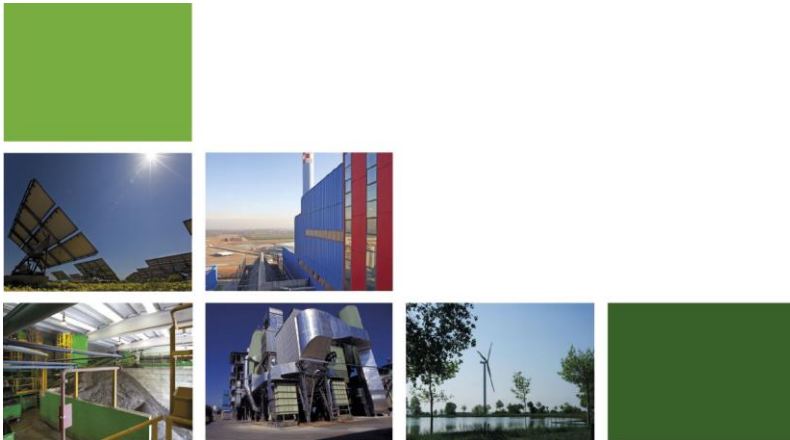


FY 2014 Results



Conference Call
13 March 2015

 **FY 2014 Results**









 **Outlook**

Highlights

	<i>IFRS 11 APPLICATION</i>			
	Dec 14	Δ vs Dec 13	Δ %	Dec 13
INSTALLED CAPACITY - MW	726	+ 31	+ 4%	695
ENERGY PRODUCTION - GWh	1,694	- 93	- 5%	1,787
REVENUES - €m	248.3			253.8
OTHER REVENUES - €m	9.4			2.3
TOTAL REVENUES - €m	257.7	+ 1.6	+ 1%	256.1
EBITDA - €m	135.3	- 10.0	- 7%	145.3
NET EARNINGS - €m	9.0	- 6.0	- 40%	15.0

2014 Main Key Factors

FACTORS / EVENTS

-  WtE Trezzo – 17MW avoided cost expired in 2014
-  Poor wind conditions in spring & summer
-  Prices: waste, energy and captured prices
-  Unbalancing costs 2013 & 2014
-  Exchange rate GBP/€
-  Perimeter – West Browncastle, Vector Cuatro
-  WtE Trezzo – Breakdown in April
-  Biomass Rende - Maintenance

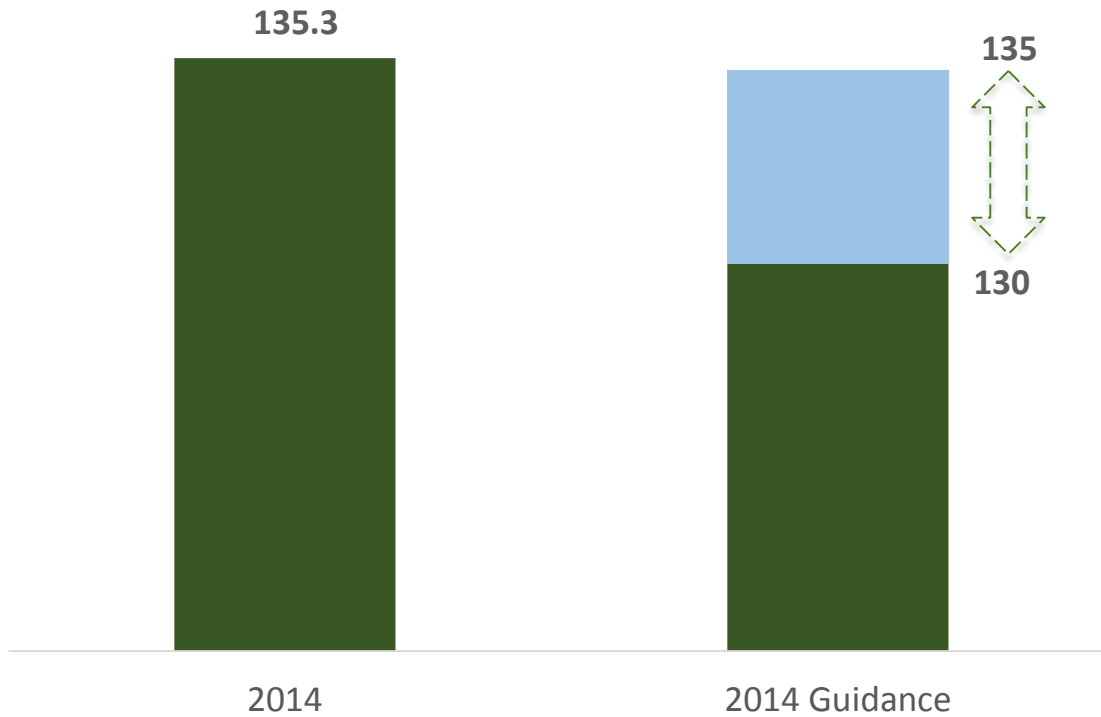
MANAGEMENT ACTIONS/REACTIONS

- ✓ Renegotiation of PPA agreements
- ✓ New O&M contracts finalized at competitive prices
- ✓ Optimization of development activities; building a “hot” programmable pipeline ~60 MW
- ✓ Renegotiation of some G&A contracts
- ✓ Anticipation of Vector Cuatro acquisition
- ✓ COD Acceleration at West Browncastle wind farm
- ✓ Closing of WtE Trezzo breakdown insurance claim (€ 3.5m) within December 2014
- ✓ Renegotiation of Petralia project finance

EBITDA better than Group Guidance

Euro millions

EBITDA Group Guidance vs 2014 Results



Performance by Sector



WTE/Biomass/FV



Wind



Services



G&A

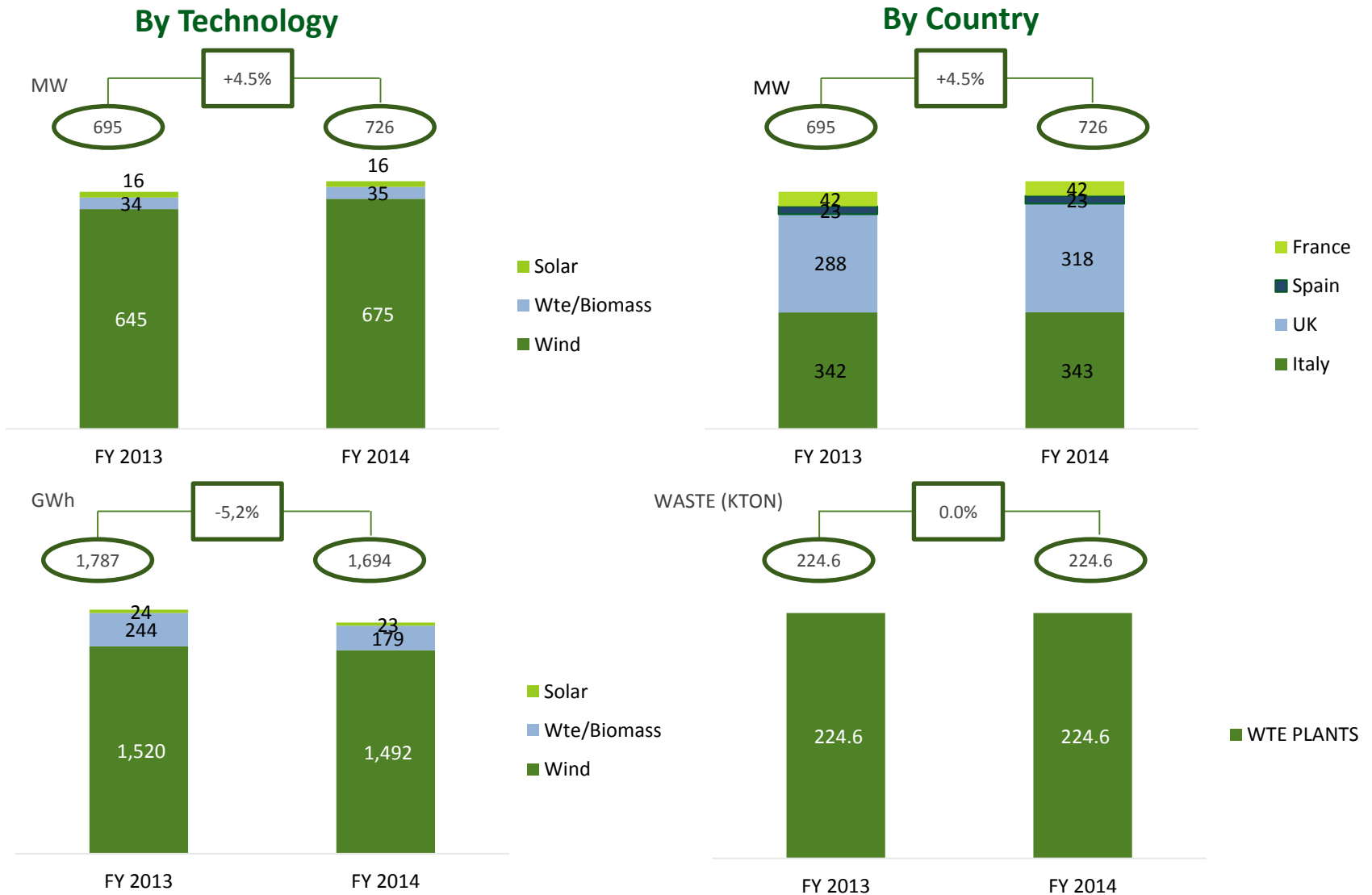
FY 2014 Financial highlights

millions of euro	Dec 2014	Dec 2013*
Revenues	248.3	253.8
Other Revenues	9.4	2.3
Net Operating costs	(122.4)	(110.8)
Ebitda	135.3	145.3
<i>% on Revenues</i>	54.5%	57.2%
Depreciation - Amortization - Write Off	(64.5)	(71.3)
Operating result	70.8	74.0
<i>% on Revenues</i>	28.5%	29.1%
Financial income and charges	(49.8)	(47.4)
Equity investments	0.6	2.1
Earnings Before Taxes	21.6	28.6
Taxes	(12.6)	(13.7)
Net Earnings	9.0	15.0
Profit attributable to non controlling interests	(5.6)	0.1
Group Net Earnings	3.4	15.1

millions of euro	Dec 2014	Dec 2013*
Net Invested capital	1,137.9	1,106.9
Equity	499.8	378.8
<i>Group Equity</i>	468.6	372.3
Net Financial Position	(638.1)	(728.1)
<i>of which: Proj. Fin. and MLT no recourse</i>	(673.9)	(690.8)
NFP excluding Derivatives Instruments	(560.0)	(673.8)

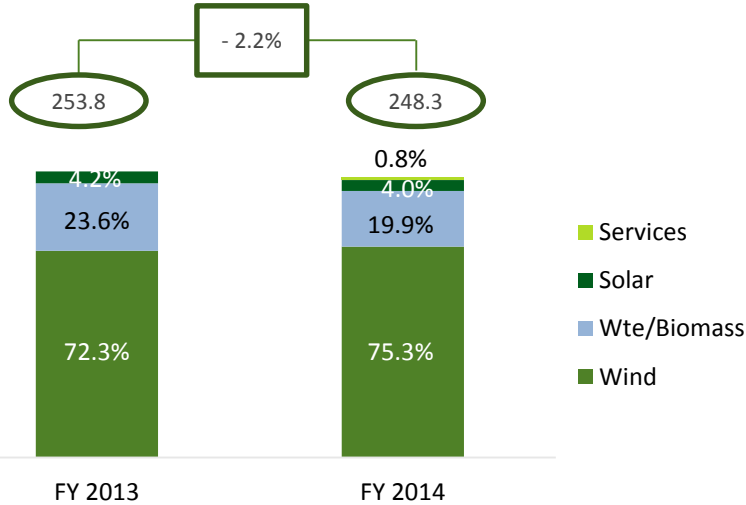
* 2013 Figures restated for IFRS 11

FY 2014 - Evolution of installed capacity and production

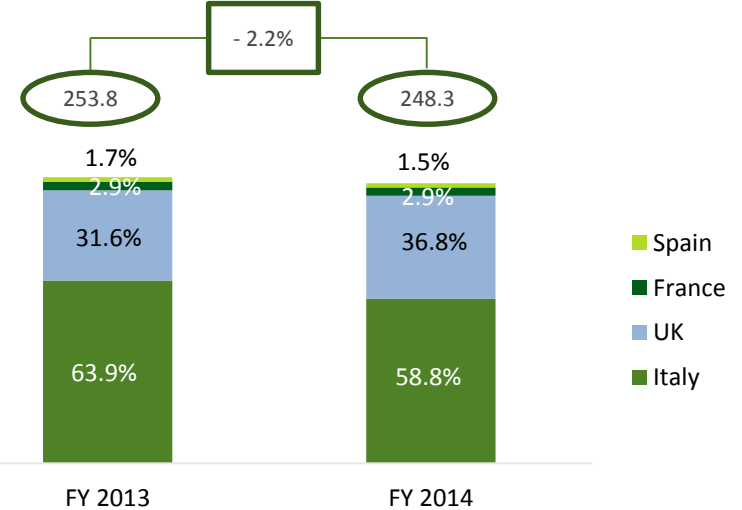


FY 2014 Financial highlights: Revenues and EBITDA

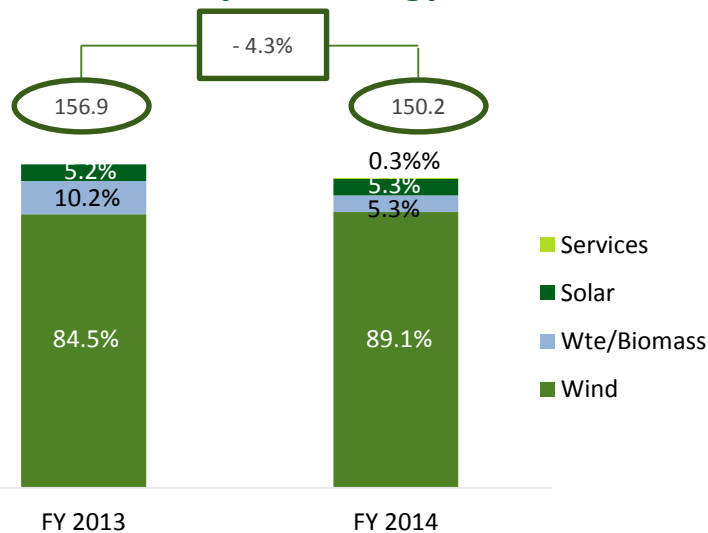
Revenues by technology



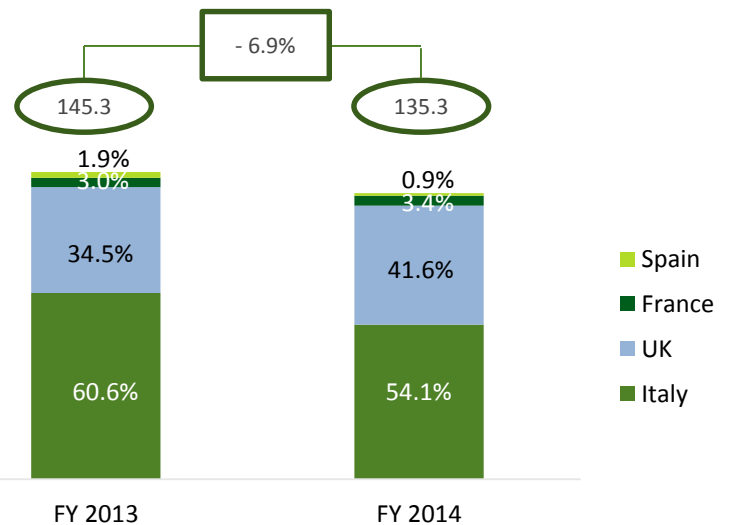
Revenues by Country



EBITDA* by technology

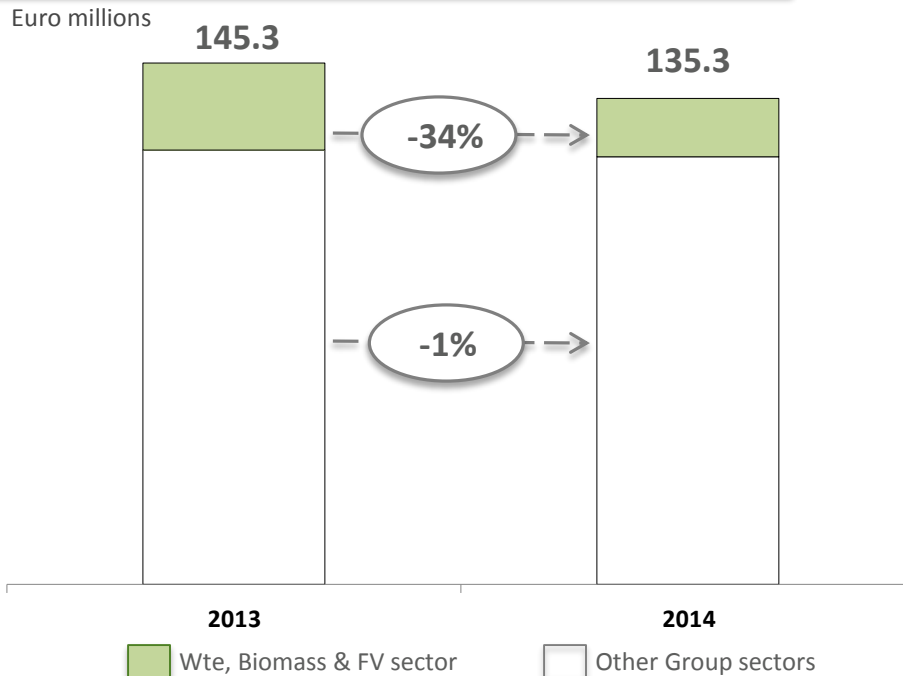


EBITDA* by Country



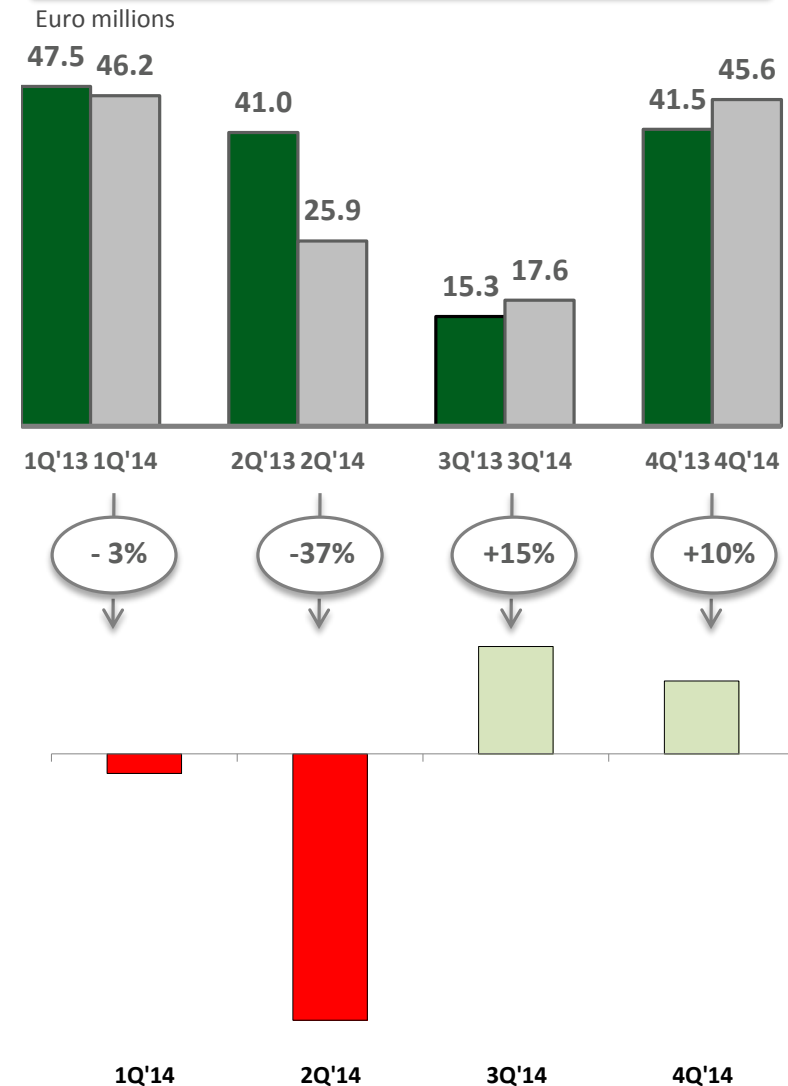
Focus on EBITDA

EBITDA: annual performance

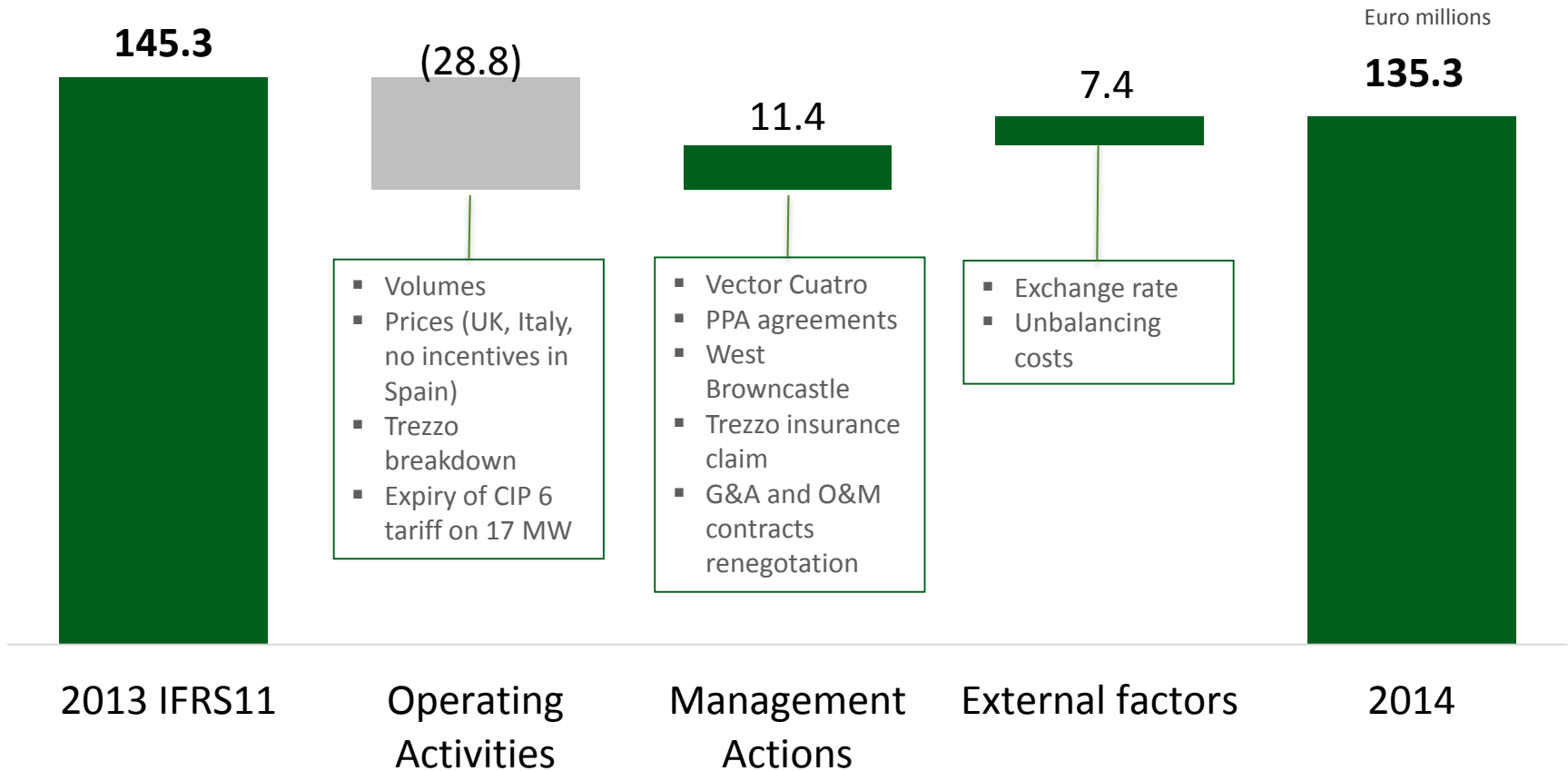


- Unexpected stoppage at the Trezzo sull'Adda WtE plant (end of April - mid of October 2014)
- Expiry of CIP6 tariff scheme on 17 MW at the Trezzo sull'Adda WtE plant, as expected by the Group
- Fall, as anticipated by the Group, in average energy prices in relation to the avoided cost of fuel (CIP6 tariff scheme)
- Maintenance works at the Rende biomass plant

EBITDA: quarterly evolution

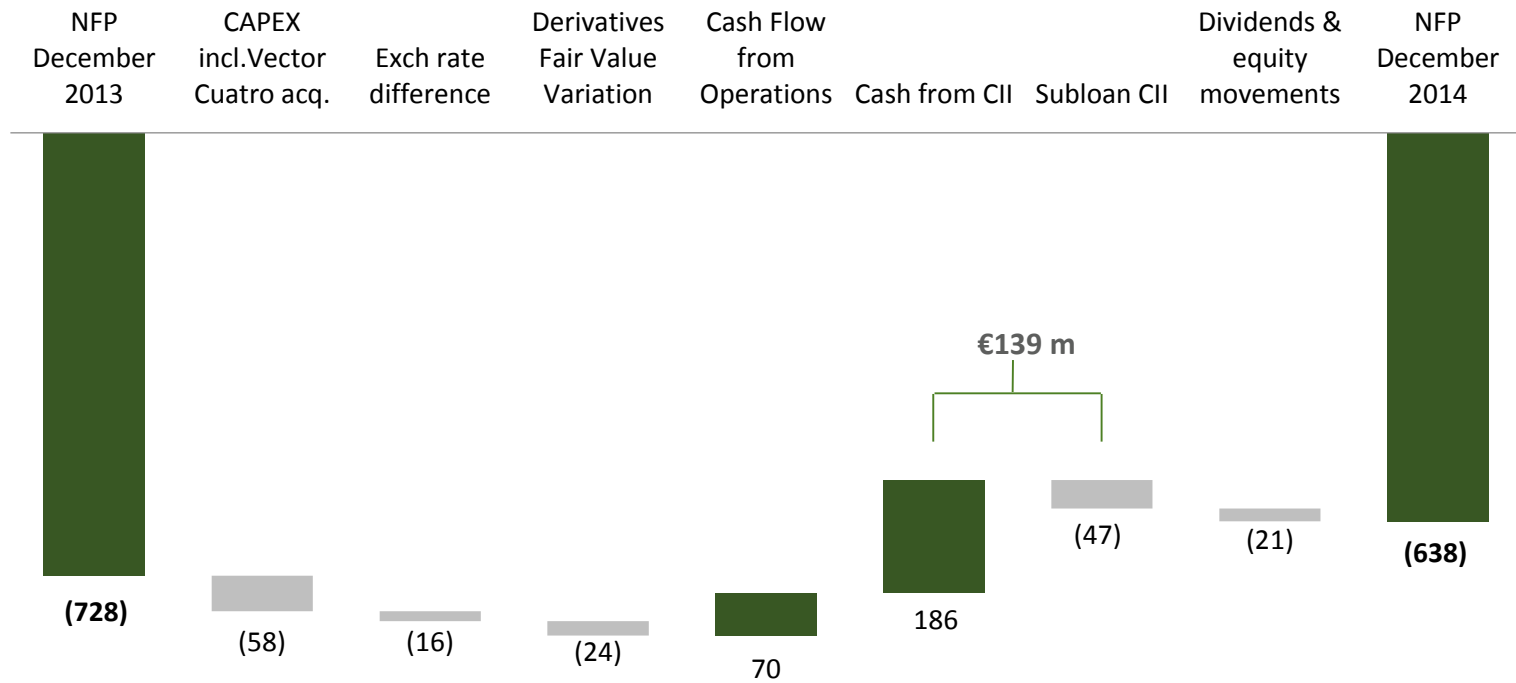


EBITDA FY 2014 vs FY 2013: key factors



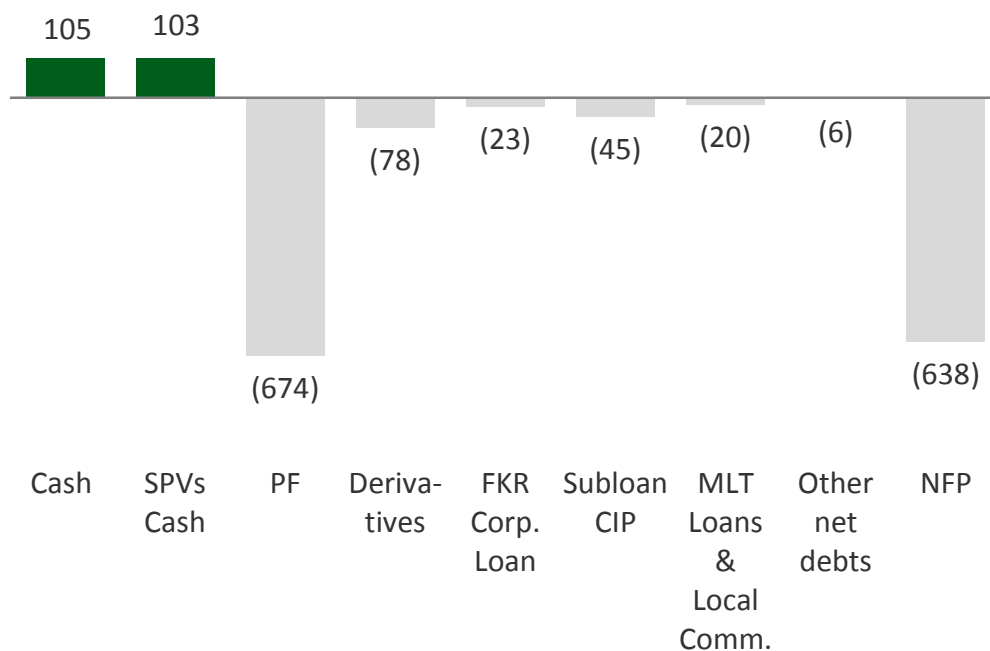
Cash flow

Euro millions



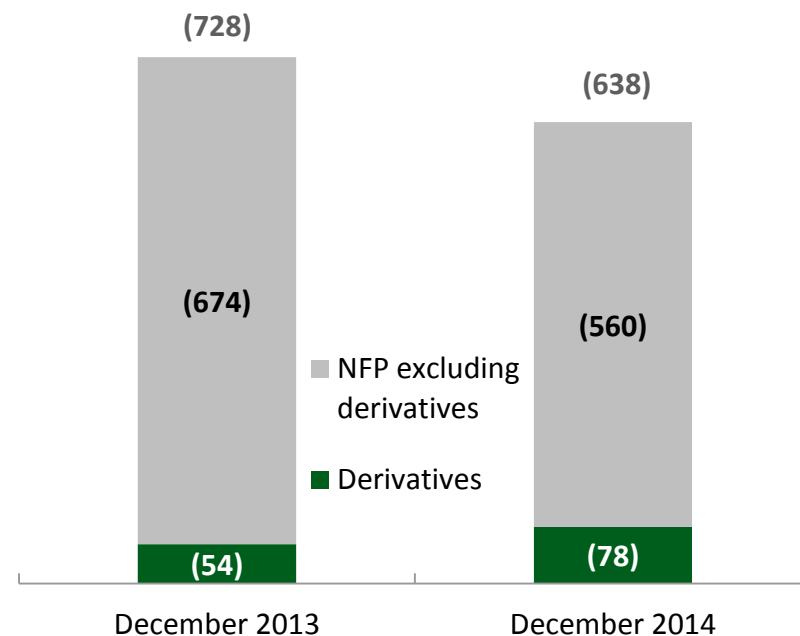
NFP breakdown

Euro millions

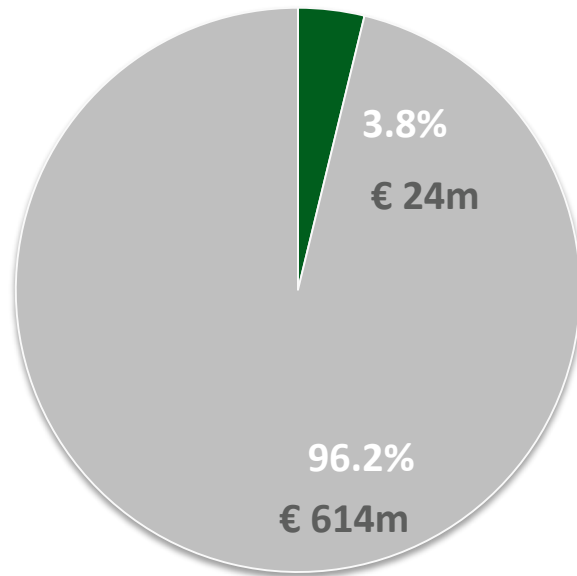


Derivatives impact on NFP

Euro millions

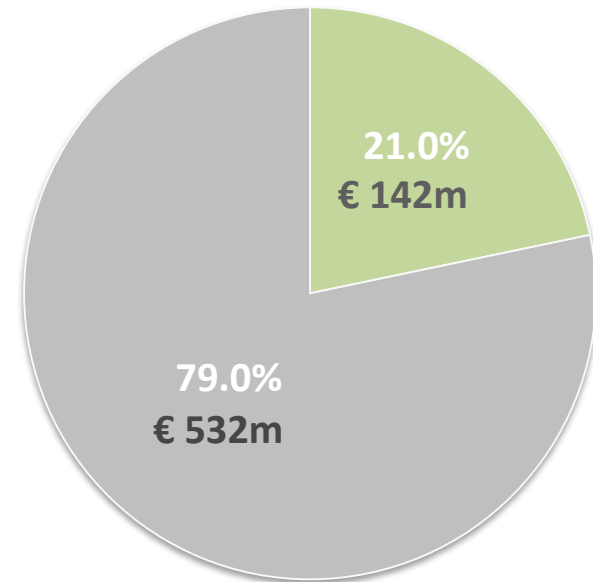


Plant under construction/in operation



■ Under Development and Construction ■ Operating

Project finance hedged

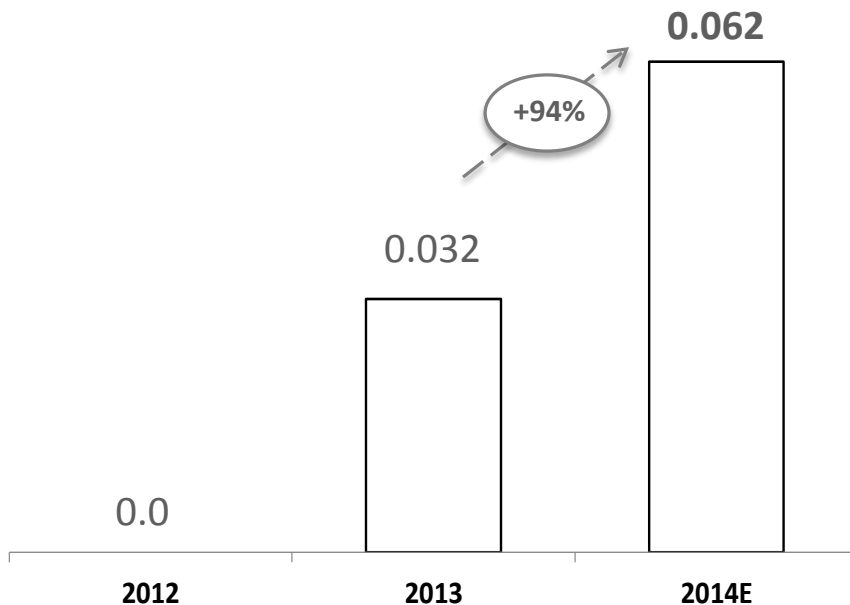


■ Unhedged pf ■ Hedged pf

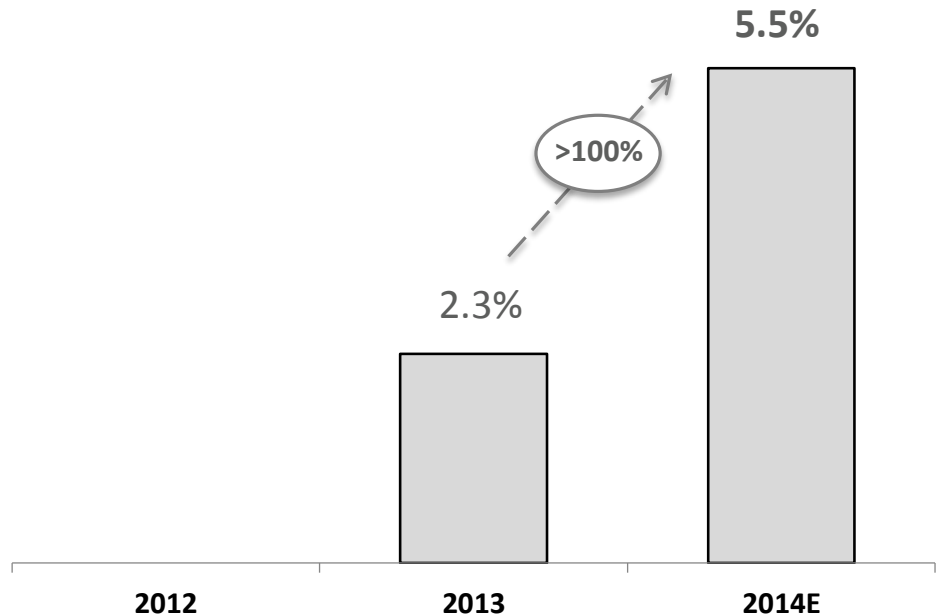
Dividend policy

Dividend per share evolution

Euro cents



Yield per share at the announcement



The increase in the dividend policy is mainly driven by :

- the effects of the positive conclusion of the Borea deal
- the strengthening of the financial structure of the Group

 FY 2014 Results

 Outlook

Key drivers

1

Existing Business

- Focus on plant availability also through innovative solutions
- O&M strategy to increase plant efficiencies
- Increase of activities in the recent acquired Service sector

2

Development & Construction

- Development of new projects leveraging also on the Group financial strength
- Ongoing construction activities on over 101 MW with differentiated delivery in 2016 and 2017

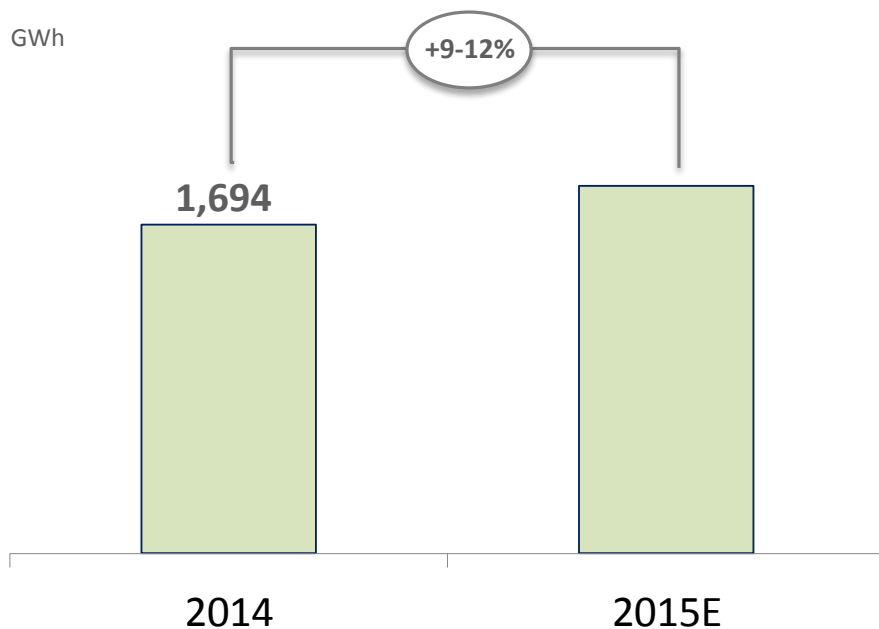
3

Regulations

- Decrease by 8% of the incentives granted to FV plants in Italy
- Introduction from 01/01/2015 of the unbalancing costs for renewables plants
- Cancellation of Robin tax burden on utilities

Output & Ebitda: guidance on 2015

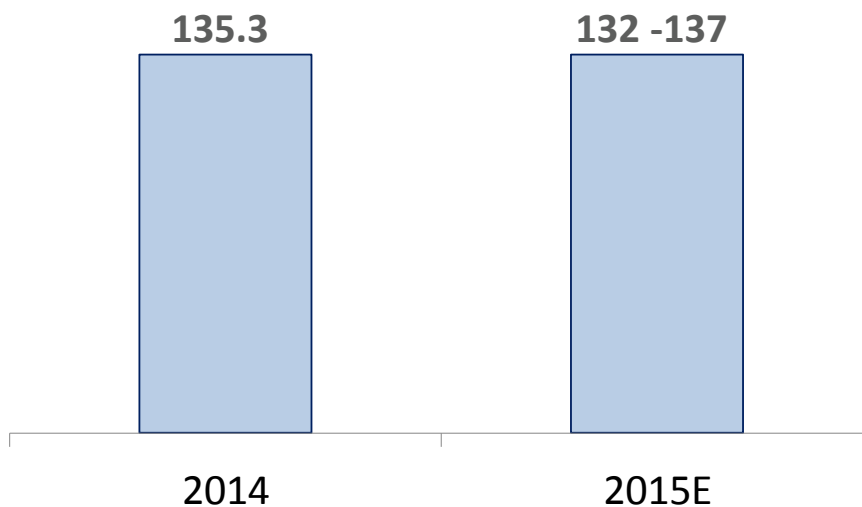
Electricity output



- Wind standard conditions
- Full operations in WtE, Biomass and FV sector
- Full year operation at West Browncastle wind farm (30 MW)

EBITDA

Euro millions



- Influence of oil & gas prices on energy market
- Full commercial impact of Vector Cuatro
- Gross production from 17 MW in Trezzo sull'Adda WtE without CIP6

Contacts

IR Contacts

IR Manager

Giorgio Botta
Milan +39 02 2433 3338
giorgio.botta@falckgroup.eu

Via Alberto Falck 14-16
20099 Sesto San Giovanni
Milano

IR Consultant

Vincenza Colucci
CDR Communication Srl
Tel. +39 335 6909547
vincenza.colucci@cdr-communication.it

FKR on line

www.falckrenewables.eu

Twitter
@falckrenewables

Next events

March 24th , 2015
Star Conference - Milan

April 29-30th, 2015
Ordinary Shareholders' Meeting

May 14th 2015
Q1 Results