



A2A-LGH business partnership finalized, after green light by Antitrust subject to remedies and the signing of AEM Cremona recovery plan. Key numbers:

- the purchase price for 51% of LGH amounted to 113 €M, 58% of which was paid in cash and 42% in A2A shares. A part of the cash amount will be paid three years after closing, subject to the completion of certain initiatives;
- as share payment, LGH shareholders were assigned 1.2191% of A2A share capital at a price of 1.2368 €/share. After this transaction, A2A now directly holds a total of 23,721,421 treasury shares, equal to 0.7572% of A2A share capital.

M&A



LGH 2016-2020 Business Plan - key numbers benefit from the partnership with A2A:

- EBITDA growth – from 79 €M in 2015 to 120 €M in 2020;
- synergies, when fully operational, expected to be around 15% of LGH 2015 EBITDA - supported by the introduction of EN&A methodology already applied to A2A;
- Capex amount to 242 €M, over half of which in Networks;
- net debt is expected to reduce by around 100 €M over the Plan period.

LGH will be fully consolidated by A2A from August 2016.

M&A



CCGT performance improvement on ancillary services vs. 2015 is confirmed in the period.

BU: Generation & Trading



Post-metering services: launch of the new offer CaldaiaA2A in cooperation with Fondital, addressed to the residential segment in order to fulfil customers' needs for heating boiler replacement, thus supporting the effort to increase both the customer base and the cross-selling opportunities.

BU: Energy Retail



New authorizations obtained for construction and operation of two landfills for non-hazardous waste both located in Cavaglià (Piedmont), to be operative by the end of 2017. New incremental waste capacity: 600k cubic meters.

BU: Waste



Milano 1 ATEM gas tender, including Milan municipality: deadline to submit the offer postponed to 16th January 2017 from previous 17th October 2016 - to add a trespassing portion of network from Milano 4 ATEM in the tender notice.

BU: Networks & Heat



A2A and the Government of Montenegro signed the New Shareholders' Agreements on EPCG, valid until 31 December 2016. Key points:

- put option which gives A2A the right to sell its stake for 250 €M to the State of Montenegro at the expiry of the agreements, to be exercised by 31 March 2017;
- retention of A2A management rights in EPCG;
- A2A non-opposition to the construction plan for the new thermoelectric plant in Pljevlja.

BU: International



15-year 95 €M loan agreement signed with the European Investment Bank (EIB) to finance the investment program in the integrated water cycle in the Province of Brescia. Main purposes: reduce technical losses and energy consumption; expand the coverage of drinking water treatment; improve the security of water supply.

BU: Corporate - Finance



A2A light blue logo has been revisited to reflect better the current lines of Group development: service quality, sustainability and dialogue with the stakeholders. The logo with the "Presente nel futuro" caption is embedded in a smart city and service integration context.

BU: Corporate - External Communication



Restart of the project for schools:

- 33 A2A sites open to students of primary and secondary schools;
- second edition of web contest "[Messages from space](#)". Key themes of the 2016-2017 campaign are energy efficiency and environmental sustainability.

BU: Corporate - External Communication



Launch of "MAAM U - Maternity as a master" initiative for employees in current or forthcoming maternity leave, in the context of "Melograno" project. The initiative is aimed at developing soft skills (e.g. problem solving and relational skills) through a virtual platform, available also in professional paths when employees get back to work. Pilot project phase: Q4 2016 - Q1 2017.

BU: Corporate - Human Resources



Digital transformation of customer services: partnership with Qurami app developer to simplify queue at the front office; new online customer area compatible with smartphone and tablet devices.

BU: Energy Retail