



A2A BUSINESS PLAN NEWS

Q1 2017

Milan, May 10th,2017



RELAUNCH

- **Acquisition** of a controlling stake of **ASVT**
- Start up of **A2A Illuminazione Pubblica Srl**
- Submission of the **bid for gas Atem Milano 1**
- **~60,000 increase of mass-market contracts** in the first quarter of 2017
- Successfully completed the first five years of **loyalty program "Chiara2a"** with the subscription of over 280,000 supplies
- Authorization to increase treatment capacity of the Filago WtE up to 10 t/h (+25kt/y)
- Conclusion of the procurement process and contract award for the execution of civil works for the **plastic recovery plant in Cavaglià**
- **LGH**: Waste flows optimization in order to maximize the exploitation of internal assets. Unified coordination of the commercial area and logistic
- **LGH**: Unified coordination of the procurement area
- New separate collection system in Brescia: extension in another zone



REGENERATION

- **Positive EBITDA from CCGT in Q1 2017**
- **"Demothballing" of 400 MW Chivasso CCGT**



RESHAPE

- Supply of 50 electric vehicles in Unareti
- Agreement TIM-A2A to **deploy the fiber optic network in Milan**
- **"Save grape project"**, a smart-agriculture IoT project powered by LGH and A2A Smart City
- **LGH**: Start-up of a solar district heating plant in Lodi



DISCIPLINE, DIALOGUE & DIGITAL

Discipline:

- **All En&A projects on track**, new detailed plan defined in order to achieve 2017 goals
- **In January signing of a key agreement with the Unions**, aimed at harmonizing the collective regulations and strengthening the company identity
- **Lean Project ongoing** in several functional units, many **operational efficiencies** already achieved; full roll-out across the Group including LGH starting in 2017 is being considered
- Management development **"ABC Listening Need Change"**: a new project dedicated to all the employees

Dialogue:

- 1 new multistakeholder forum (Milano) and launch of the platform **www.forumascoltoa2a.eu**
- Banco dell'Energia: the first phase of the call for projects selection (for the most needy families) ended
- Top Utility award 2017 to A2A, for territorial communication

Digital:

- **Customer base migration** (~40,000 POD) from the former Aspem Energia's IT systems into A2A Energia's cost efficient ones
- Unareti and Ld Reti WFM digitalization

ADDITIONAL PROJECTS

A2A has signed a memorandum of understanding with ACSM AGAM, ASPEM, AEVV and Lario Reti Holding to study a business and corporate partnership route