



# A2A BUSINESS PLAN NEWS

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**Q2 2018**

Milan, July 31<sup>st</sup>,2018

# Update on Strategic Progress



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## Transformation

2018 2022

**GENERATION**

- **Sermide CCGT restarted** (Group 3 400 MW)
- Electric **rotor revamping** of Premadio hydro plant (Group 1)
- **Pilot project on UVAP\*** launched

**MARKET**

- **+65 K new free market contracts**
- Set up 3 out of 5 **stores SPAZIO A2A** with new technologies of remote interaction, trained **105 new sales consultants**
- **E-mobility**: tender won in **Bergamo**

**WASTE**

- Increased **industrial waste plants efficiencies** and **more valuable hazardous waste mix**
- **MoU** with Coldiretti, Bonifiche Ferraresi, Snam and GSE to **recover biomethane from waste**

**NETWORKS**

- **CAPEX acceleration** (+20 €M vs H1 17)
- **Innovative electric boiler** for Canavese cogeneration plant (first tech innovation in Italy)
- **Smart PPE\*\*** for workers

- **Northern Lombardy multi-utility deal finalised** (+ 250K customers mass market EE & GAS, + 300K POD gas distribution, ..)

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## Excellence

2018 2022

- **Investments** in H1 18: ~ **40 €M in Digital and Tech** innovation
- **2,000+ employees** involved in **change management** activities on issues of operational excellence
- **10 new initiatives** of **process redesign** completed with an **agile approach**

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## Community

2018 2022

- **INTERNAL Community**:
  - 2nd wave smart working (800+ employees)
  - **Welfare Package** introduction
  - Go live **new Performance Management** process
  - **Talent Program** extension on all BUs
  - **Pilot on new digital workplace** (intranet)
- **EXTERNAL Community**:
  - Innova2a project: **first Shark Tank** completed
  - **16 concepts** analyzed → **10 projects** on-going

### Sustainability

- First **Consolidated Disclosure of Non-Financial Information Report** presented to Shareholders' Meeting
- Submission of Science-Based Target Initiative **commitment to set emissions reductions targets**
- “Action2art” event, in order to **promote circular economy matters in the schools**

\* UVAP (Unità Virtuali Abilitate di Produzione) = aggregated production unit for ancillary services market  
 \*\* Personal Protective Equipment