



## A2A BUSINESS PLAN NEWS

***Q3 2018***

November 13<sup>th</sup>, 2018

# Annexes

## Update on Strategic Progress



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# T

## Transformation

2018 2022

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# E

## Excellence





2018 2022

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# C

## Community

2018 2022

 <ul style="list-style-type: none"> <li>• <b>Partnership with Fiera Milano</b> for the construction of the <b>largest Rooftop solar panel in EU</b> (10-14 MW)</li> <li>• <b>6 MW of UVAP assigned</b>, supplied through thermal driven cogeneration + <b>1 MW UVAC</b></li> </ul> <p style="text-align: center;"><b>GENERATION</b></p>	 <ul style="list-style-type: none"> <li>• <b>+60 K new free market contracts</b></li> <li>• Digital campaign <b>Member get Member</b></li> <li>• VAS: <b>Casa Sicura</b> commercial offer                     <ul style="list-style-type: none"> <li>• <b>Agreement for new EV charging stations</b> in Franciacorta and Cremona</li> </ul> </li> </ul> <p style="text-align: center;"><b>MARKET</b></p>
 <ul style="list-style-type: none"> <li>• <b>Opening of the 1st Plastic treatment plant</b> (Cavaglia) with innovative process for material recovery</li> <li>• <b>Increasing of sorted waste collection</b> in Milan up to 60%</li> <li>• <b>Awarding of collection tender</b> in Como province (8,000+ inhabitants)</li> </ul> <p style="text-align: center;"><b>WASTE</b></p>	 <ul style="list-style-type: none"> <li>• <b>Opening of new cogeneration plant of Verziano</b>, to support sewage treatment</li> <li>• <b>Smart meter water cycle</b> roll-out</li> <li>• <b>Gas tender Milano 1</b> officially awarded</li> </ul> <p style="text-align: center;"><b>NETWORKS</b></p>
<ul style="list-style-type: none"> <li>• <b>Northern Lombardy multi-utility developments – Takeover of A2A on ACSM-AGAM completed</b></li> </ul>	

- **5 processes redesigned**
- Ongoing training on Agile and **Operational Excellence for the whole A2A management team**
- **64 €M of investments in Digital and Tech** Ytd

- **INTERNAL Community:**
  - Establishment of **Young Talent Program**
  - **New digital workplace** on all employees
- **EXTERNAL Community:**
  - **Innova2a project:** second and third Shark Tank completed (200+ colleagues involved)
  - **50+ initiatives in portfolio**, of which 19 in execution and 5 in scale-up
  - **Enerchain:** joined the open innovation project on **blockchain** with major players in the industry

### Sustainability

- Signature of the **first credit line in Italy** linked to the goals of the group's sustainability plan and the standard ethics rating
- **A2A** included in the **FTSE4Good Index Series**
- Public presentation of the **2017 A2A Integrated Report**, 10<sup>th</sup> edition about group's performances on sustainability
- **N. 5 Territorial Integrated Reports** prepared and presented: Milan, Brescia, Bergamo, Sondrio and Friuli Venezia Giulia