

Energy and Environment: the Strength of a Group

KINEXIA Company Presentation

GREEN INVESTOR DAY Milan, 9th May 2013









2. Core Business



3. Financials FY2012



4. Business Plan 2013 - 2015



OVERVIEW: COMPANY ORGANISATION sostenya KM Verde 100% Kinexia S.p.A. Waste Italia 39,96% Partecipazioni S.r.I. 60% SEI Energia S.p.A. **ECOEMA** Volteo Energie Waste Italia Zero* Waste Italia S.p.A. 100% 100% 74,77% GMC S.r.l. Holding s.p.A. 3.6% 32,7% 63.7% N.O.V.E. S.p.A. **ASGA** Bioenergie Italia Atria Solar S.r.l. 49% 49% S.r.l. Soc. Agricola 100% Waste Italia 100% S.p.A. 100% Agricerere S.r.I. Stea Divisione FAECO S.p.A. Energia Solare S.r.l. Soc. Agricola 100% 51% 70% Ecoadda ER Soc. Agricola S.r.I. Sagitta 76% Renewables S.r.I. S.r.I. 100% 100% Smaltimenti Agrisorse S.r.I. Controllati SMC E-Vento Cirò S.r.l. Soc. Agricola S.p.A. 65% 100% 70% Alice Sammartein Biogas Ambiente S.r.I. Soc. Agricola A R.L. SPV** 100% 90% Verde Imagna S.r.I. SPV** 100%

^{*}Private Equity Synergo SGR Fund

^{**}Special Purpose Vehicle, each company dedicated to the construction and management of a single plant in the environmental, photovoltaic, bioenergy and wind power sectors.







2. Core Business



3. Financials FY2012



4. Business Plan 2013 - 2015







CORE BUSINESS: SOSTENYA GROUP

A diversified Group in the Renewable Energy and Environmental Sectors



KINEXIA S.p.A.

WASTE ITALIA S.p.A.

RENEWABLE ENERGY

ENVIRONMENT

DISTRICT HEATING

NON HAZARDOUS WASTE

ENVIRONMENTAL SERVICES

Strong expertise in the renewables and 30 years in waste and environmental businesses

2012 FIGURES (mn€)	2012		
VALUE OF PRODUCTION	145		
EBITDA	41		
PRF - TAX RESUITS	1 *		

^{*} Before goodwill amortisations and depreciations

PRODUCTION



KINEXIA S.p.A.

RENEWABLES

EPC and O&M

PV RETAIL

DEVELOPMENT -PV, WIND, BIOMASS,

BIOENERGY

ENVIRONMENT

ECOEMA S.r.l..

DISTRICT HEATING

SEI ENERGIA S.p.A.

Achievements

Kinexia is a holding company operating in the renewable energy and environmental sector.

Kinexia fosters the development of technological solutions integrating the production of energy from renewable sources and environmental services.

46Mw PV Plants Built and activated

6MW Operating **BIOGAS Plants** Energy production 19,4MWe and 100MWth Electrical and heat power installed capacity

7MW **BIO-Energy** Plants built and activated producing energy in 2013

2mn tons capacity "Fluff" landfill plant (December 2012)

_____ 30MW Wind farm in construction in 2013 positively registered to benefit incentives







2. Core Business



3. Financials FY2012



4. Business Plan 2013 - 2015







	2011	2010	Change
Value of Production	89.0	97.9	-9%
EBITDA	15.6	9.9	+57%
Pre – Tax Results*	5.8	3.9	+49%
Net Profit*	3.2	2.6	+23%.
Net Profit	(2.8)	0.6	n.m.
Net Financial Debt	(56.1)	(96.6)	+42%
Net Invested Capital	112,7	150,2	-25%

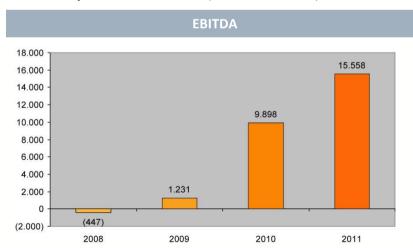
^{*} Net of non-recurring €6mn depreciations

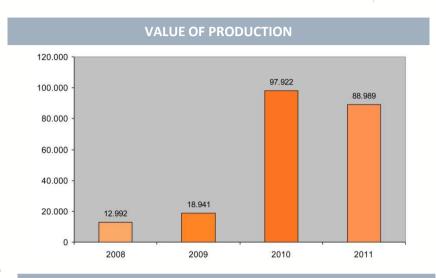
Headline driven by constructions in renewables

Double digit growth in 2011 EBITDA: +57% vs 2010; After 20 years...

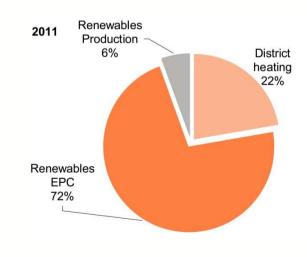
shareholders dividend of € 0.04 per share (48% pay out ratio)

Reduction of 2011 NFP at €56mn (€97 mn end 2010)





VALUE OF PRODUCTION BREAKDOWN %





2012 FINANCIALS

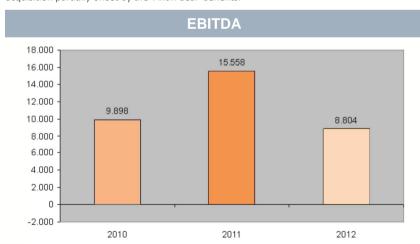
	2012	2011	Change	
Value of Production	62.2	89.0	-30%	
EBITDA	8.8	15.6	-43%	
Net Profit	0.7	(2.8)	>100%.	
Net Financial Debt	(65.6)	(56.1)	-17%	
Net Invested Capital	120.6	112.7	7%	

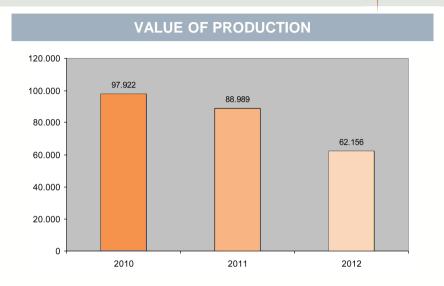
Decrease of renewable construction sector due to Italian regulation uncertainties in the period as well as the worsening of the general macroeconomic and credit conditions, partially offset by a continuous improvement of district heating business.

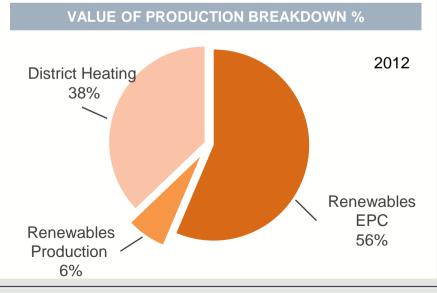
Net profit at €0.7mn benefits the sale of 15MWp PV plants to Antin.

Focus in the environmental sector as stated in the new BP 2013-2015: Kinexia acquired in December 2012 Faeco S.p.A. for €26.2mn (Car fluff and special waste landfill) of which €10.8mn payables in 2013-2017.

Debt increase mainly due to new built *in-house* 7MW biogas plants *project financing* and Faeco acquisition partially offset by the 'Antin deal' benefits.













2. Core Business



3. Financials FY2012



4. Business Plan 2013 - 2015





Confirmation of current Kinexia businesses

Focus on environment







- Agro-energy
- District heating
- Wind / Small wind energy
- Energy efficiency
- Photovoltaic in building integration



- Production of energy from anaerobic digestion of waste
- Valorization of energy from non-conventional fuels
- Plants for disposal and treatment of asbestos also deriving form PV installations
- Material recovery



- Development of the business throughout Middle & Far East and EMEA
- Strategic Joint Venture for realizing integrated solutions both in the energy and in the environmental field

Kinexia fosters the development of technological solutions integrating the production of energy from renewable sources and the environmental services.

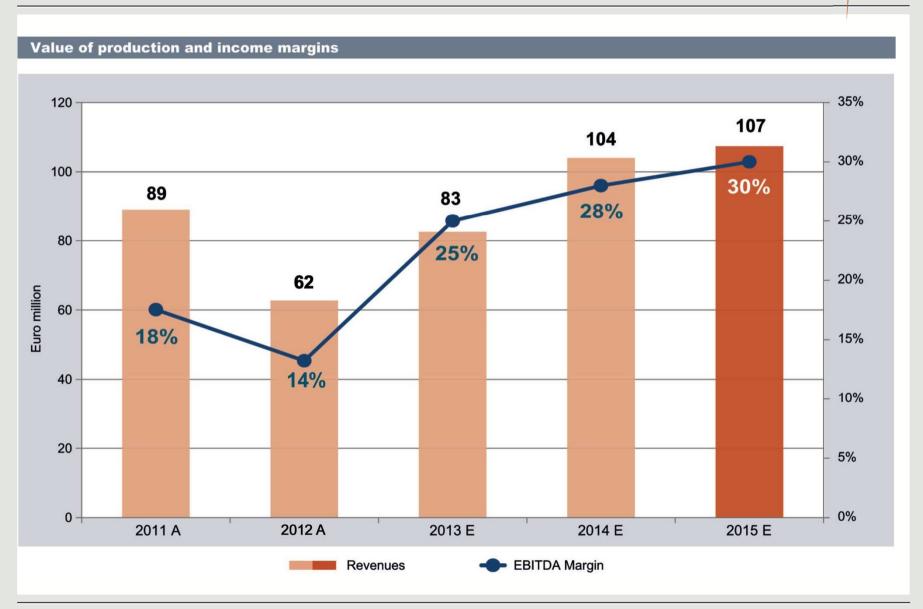
BUSINESS PLAN 2013-2015: POSITIONING AND AREAS OF BUSINESS



		Wind	Biogas		Cogeneration Energy		Fluff Asbestos		
		Solar Small Wind Small Hydro	From waste	From agriculture and animal livestock waste	Anaerobic digestion/ OFMSW *		Efficiency		
ES	Technology Production								
E ENERGIES	Project Planning and General Contracting	V	V	V	V	V	V	V	V
RENEWABLE	Production of EE and heat		U	V	V	V	V		
REN	Maintenance and management	V	V	J	V	V	V	V	V
	Collection	0 00						1	
F	Selection			V					
ONME	Treatment			V				V	V
ENVIRONMENT	Recovery and Valorization		J	J	J			V	
	Disposal			J	J			V	V
		* Organic Fraction	of Municipal Solid	Waste					

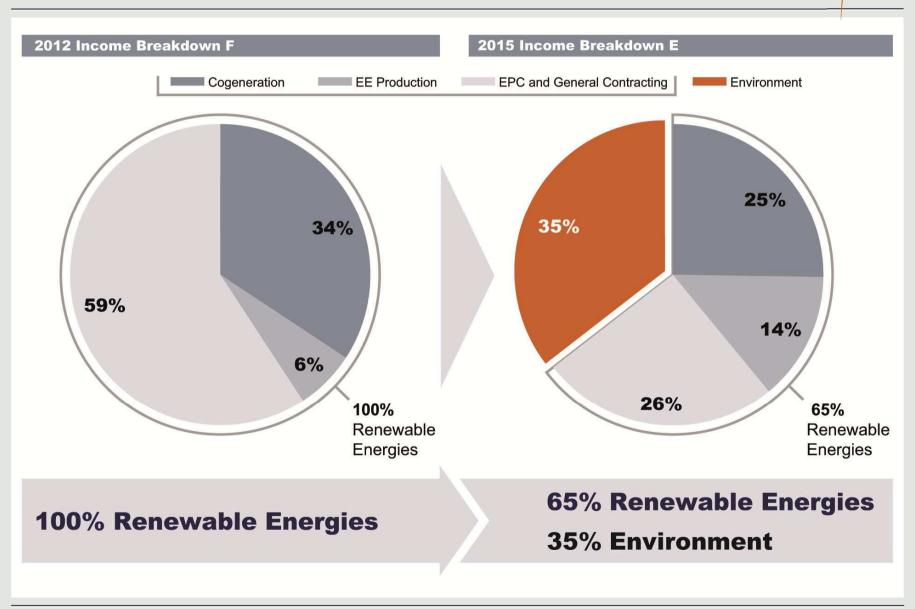
BUSINESS PLAN 2013-2015: REVENUES AND EBITDA TARGET





BUSINESS PLAN 2013-2015: BREAKDOWN OF REVENUES TARGET







Sector-based actions

1 Jb

Elected
Investments
for energy
production
(wind,
exploitable
by-products
and
co-generative
assets).

2

Green projects
pipeline with
third-party
sharing
maintaining a
general
contractor and
competence
partner role.

3 Jh

Offer of turnkey solutions to the market exploiting our authorization, administrative, engineering and realization Group expertise.
Permanence in the PV field aimed at the self-consumption.

4

Start-up of operation and advisory services through EPC scheme and FTP scheme in the energy efficiency field and through operative alliance and promotion of co-generative solutions and efficiency in order to recover TEE, negotiable in the Market.

5 —

Industrial
partnership for
the acquisition
and construction
of plants with
a high
value-added in
the control
management
and treatment
of organic and
waste materials

6 Ilm

Management
and acquisition
of authorized
landfills for the
asbestos and
fluff treatment
and the recycle
of materials with
potential energy
value through
new
technologies.

7 Ib

Market analysis,
partnership
scouting and
opening of new
offices in the
Mediterranean
Area, Africa,
Middle East and
China

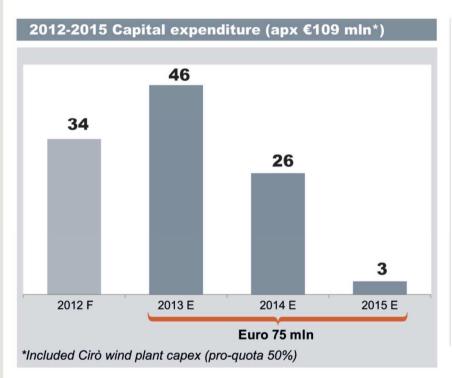


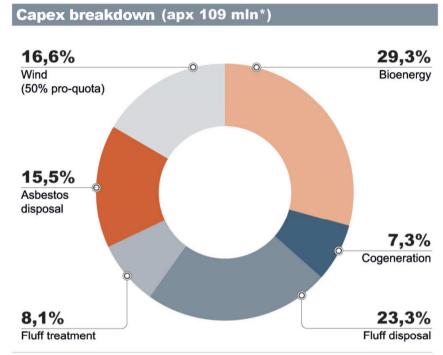


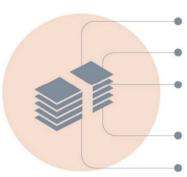
		2012 F	2013 E	2014 E	2015 E
s	Bioenergy	Bioenergy: 7 plants of 1 MW each (active since 2013)			
energies	PV	45 MW built to third parties. PV roof modules			
Renewable	Wind energy		30 MW plant (operating since 2014)		
Ren	Co-generation	19 MWe and 100MWth SEI ENERGIA plants already active			
	Biogas	6 operating biogas plants from landfill totaling 6MW (ex Bioelektra)			
ENVIROMENT	Fluff/Special Waste		Landfill acquisition for the disposal of 190.000 ton/year of special waste + 90.000 ton/year of waste with a high specific gravity	Construction of a 100.000 ton/year Fluff treatment plant	
ENVIE	Asbestos			Landfill acquisition for the disposal of 120.000 tons per year	
	Municipal Organic Waste		Construction of a 45.000 ton/year OFMSW treatment plant		

BUSINESS PLAN 2013 - 2015: ACTION PLAN - INVESTMENT PLAN AND FINANCIAL TARGETS









- € 75 million of investments planned during the business plan period (about € 109 million including 2012)
- Investments planned: apx 60% in 2013
 - Investments in the renewable energies sector equal to apx 53% of the total investements during the period 2012-2015 (vs apx 47% of investements in the environmental sector)
- Target 2015: PFN/EBTDA~ 2,2x
- Target 2015: D/E ~ 1,1x



18



1. Overview



2. Core Business



3. Financials FY2012



4. Business Plan 2013 - 2015



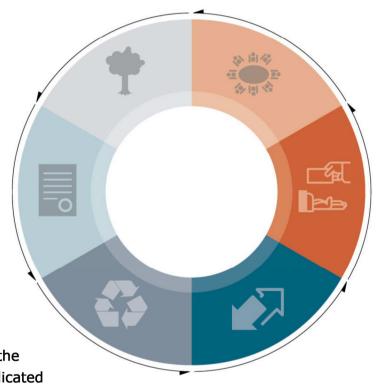
INVESTMENT OPPORTUNITIES: INVESTMENT HIGHLIGHTS



Development plan sustainability and high consensus worldwide in the Green economy sector

Potential Kinexia share market value upside as consequence of the development plan

Higher Profit margins thanks to the start-up of the business unit dedicated to the waste management, the business plan and the incremental production generated by the renewable energy power plants



A highly experienced management team

Dividend yield expected over 6%

Exporting our long experience in the production of green energy and waste management to the developing Countries

DISCLAIMER

This document has been prepared by KINEXIA solely for information purposes and for use in presentations of the Group's strategies and financials. The information contained herein has not been independently verified. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein. Neither the company, its advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or its contents or otherwise arising in connection with this document. The forward-looking information contained herein has been prepared on the basis of a number of assumptions which may prove to be incorrect and, accordingly, actual results may vary. This document does not constitute an offer or invitation to purchase or subscribe for any securities and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. The information herein may not be reproduced or published in whole or in part, for any purpose, or distributed to any other party. These materials do not constitute or form a part of any offer or solicitation to purchase or subscribe for securities.



KINEXIA			IR TOP	
Raffaele Vanni			Floriana Vitale	
Head of Investor Relations	Communication and Organization Director, CSR, Special Projects	Press agency	ir@irtop.com	
<u>@</u>		@		
investorrelator@kinexia.it	alessandra.fornasiero@kinexia.it	ufficiostampa@kinexia.it	+39 02 45473883	
				
+39 02 87211700	+39 02 41305 715	+39 334 6086216		

Contacts