



Energy for everyone

Public Power Corporation S.A.

9 Month 2016 Trading Update

Athens, December 22, 2016



Agenda

9 Month 2016

Trading Update

George Angelopoulos, CFO

**Comments on Financial Results &
Recent Developments**

Emmanouil Panagiotakis, Chairman and CEO



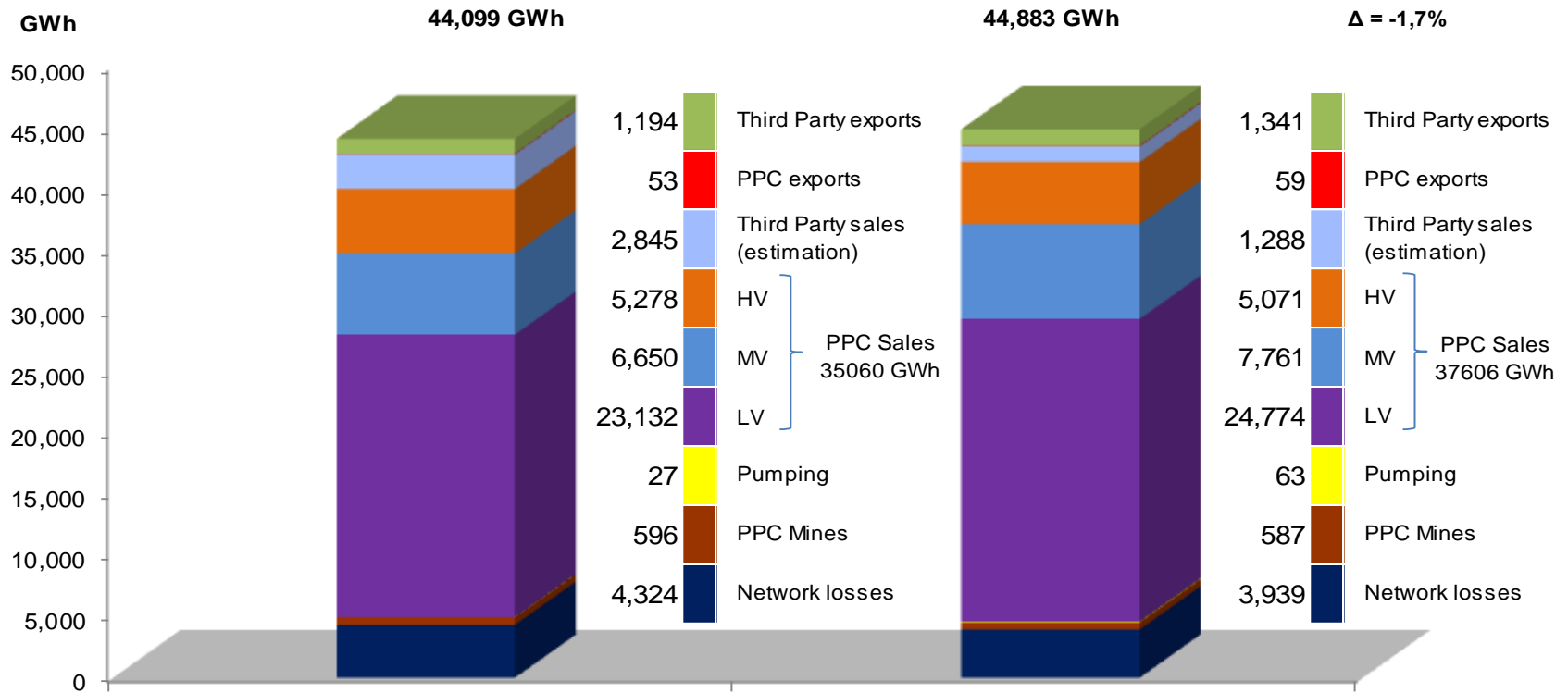
Agenda

Trading Update
1.1.2016 – 30.9.2016

George Angelopoulos
Chief Financial Officer



Electricity Demand 9M2016 / 9M2015



9M2016

PPC domestic sales :	35,060 GWh
Average Market Share (estimation):	92.5%

PPC exports:	53 GWh
Average Market Share :	4.3%

9M2015

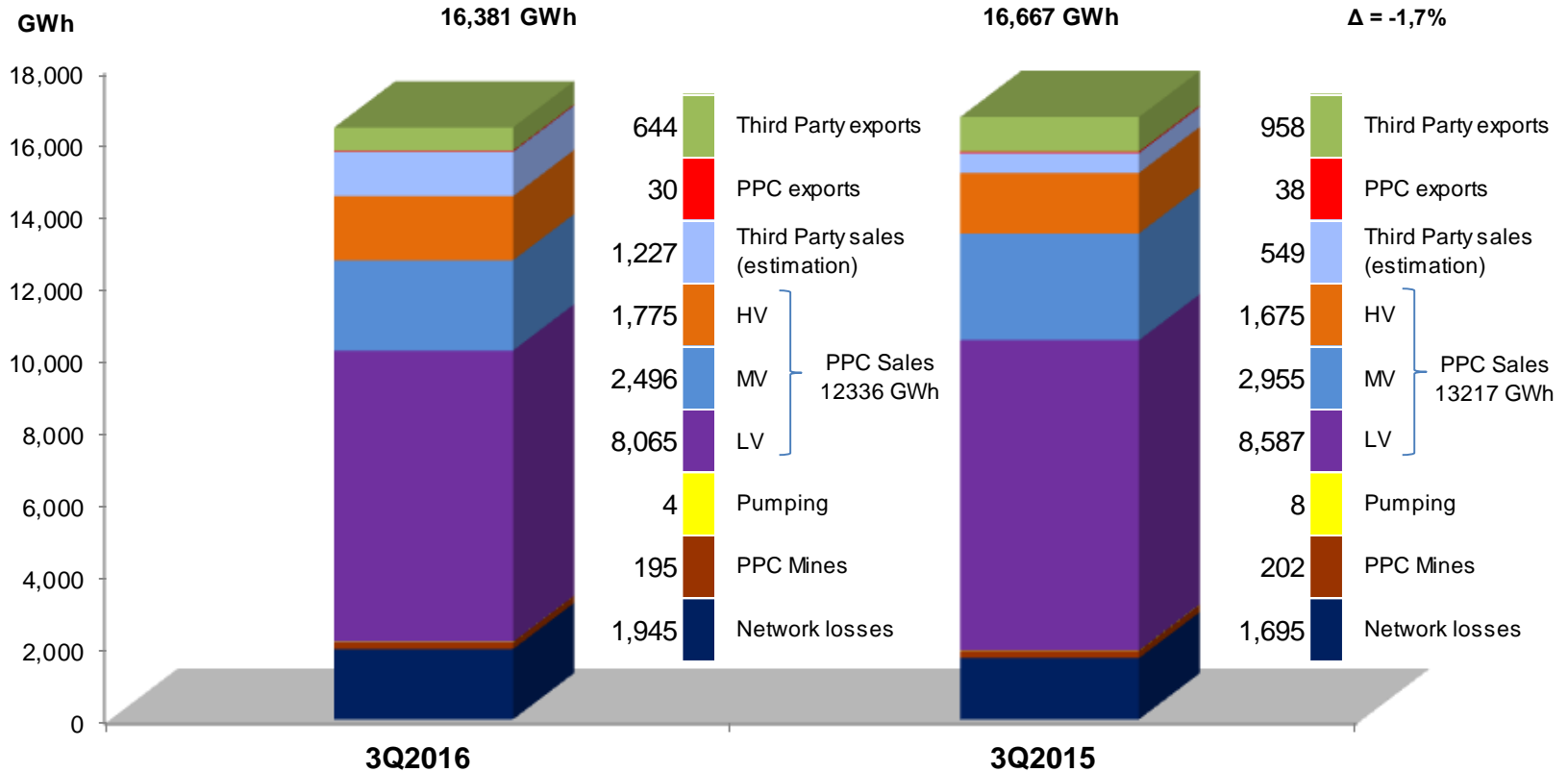
PPC domestic sales :	37,606 GWh
Average Market Share (estimation) :	96.7%

PPC exports:	59 GWh
Average Market Share :	4.2%

Electricity demand, excluding pumping and exports, decreased by 1.4% (595 GWh). However, PPC's domestic sales decreased by 6.8% (2,546 GWh), as the average market share declined by 4.2 percentage points.



Electricity Demand 3Q2016 / 3Q2015



PPC domestic sales :	12,336 GWh
Average Market share (estimation) :	91.0%

PPC domestic sales :	13,217 GWh
Average Market share (estimation) :	96.0%

PPC exports:	30 GWh
Average Market share :	4.5%

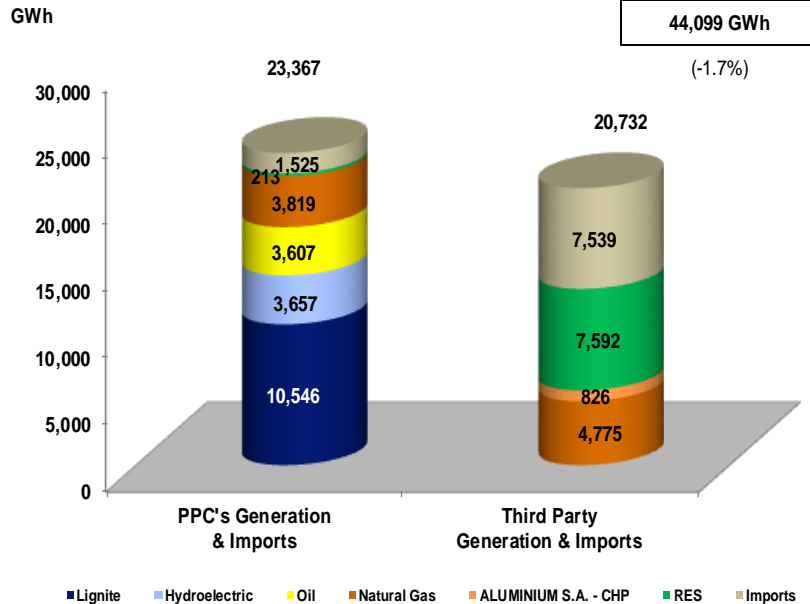
PPC exports:	38 GWh
Average Market share :	3.8%

In 3Q2016, electricity demand, excluding pumping and exports, increased by 0.3% (40 GWh) vs 3Q2015. PPC's domestic sales decreased by 6.7% (881 GWh) as the average market share was reduced by 5 percentage points.

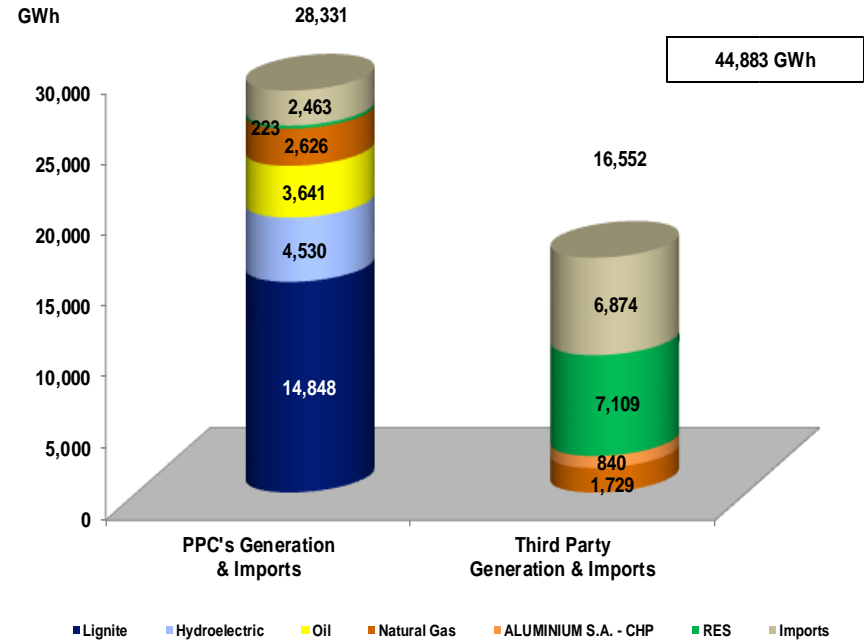


Electricity Generation and Imports 9M2016 / 9M2015

9M2016



9M2015



PPC generation: 21,842 GWh	PPC imports: 1,525 GWh
Average Market Share: 62.3%	Average Market Share: 16.8%
PPC's Average Market Share in Generation as percentage of total load in the Interconnected System: 45.7%	

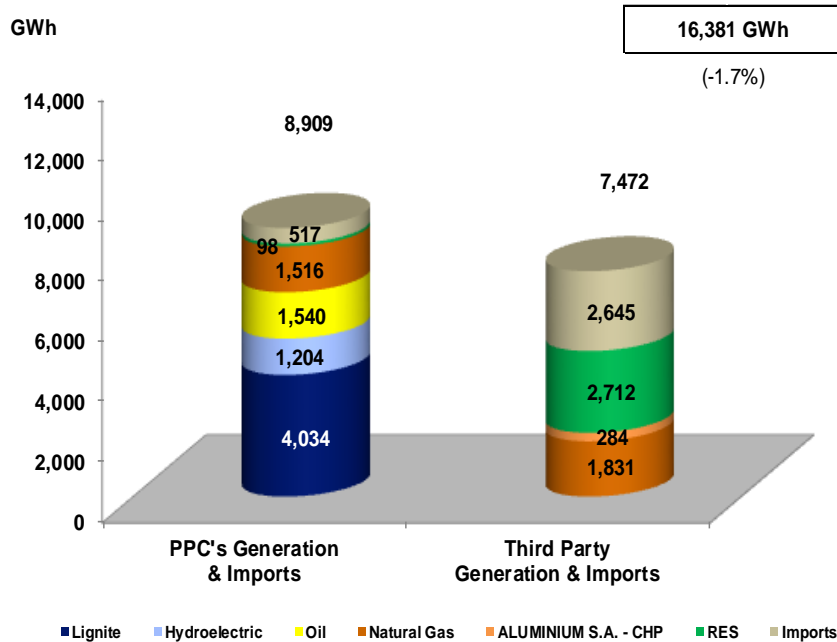
PPC generation: 25,868 GWh	PPC imports: 2,463 GWh
Average Market Share: 72.8%	Average Market Share: 26.4%
PPC's Average Market Share in Generation as percentage of total load in the Interconnected System: 54.7%	

In 9M2016, PPC's electricity generation and imports, covered 53% of total demand (49.5% in the Interconnected System) , while the corresponding percentage in 9M2015 was 63.1% (60.7% in the Interconnected System). PPC's market share in electricity generation, as a percentage of the total load in the Interconnected System declined to 45.7% from 54.7% respectively.



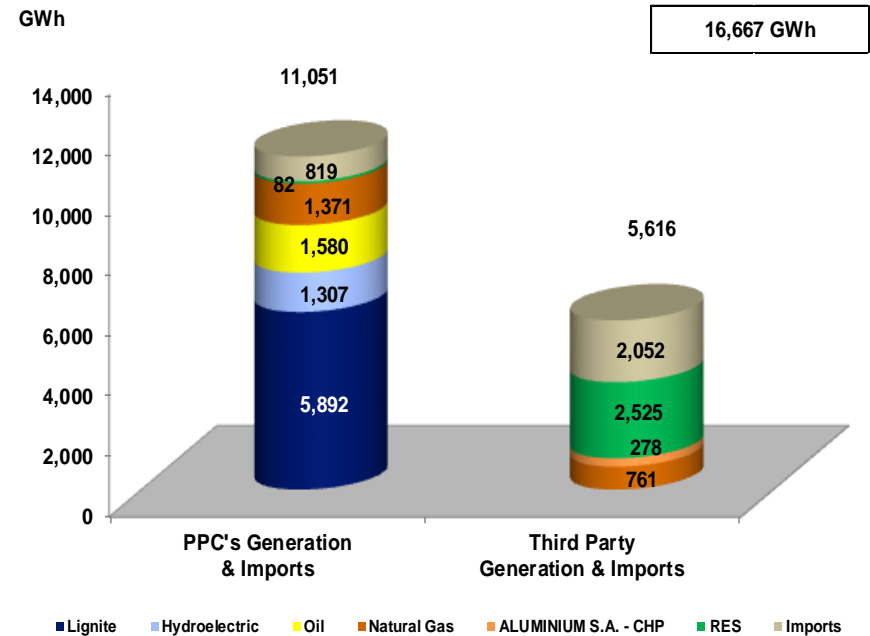
Electricity Generation and Imports 3Q2016 / 3Q2015

3Q2016



PPC generation: 8,392 GWh	PPC imports: 517 GWh
Average Market share: 63.5%	Average Market share: 16.4%
PPC's Average Market Share in Generation as percentage of total load in the Interconnected System: 46.9%	

3Q2015

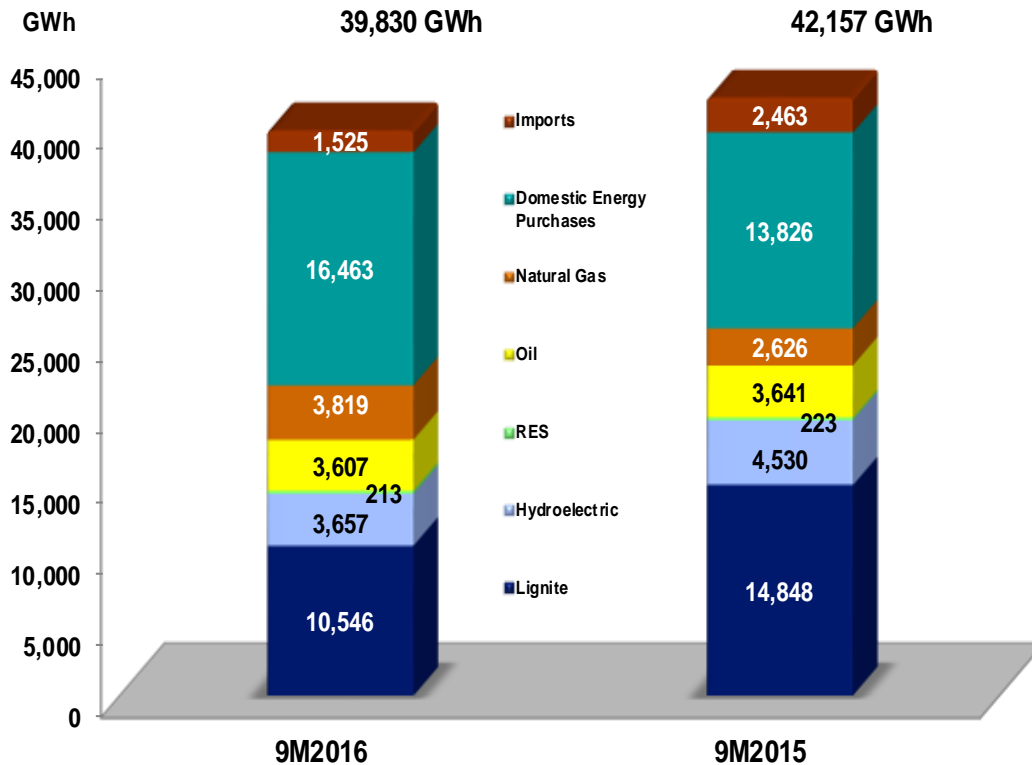


PPC generation: 10,232 GWh	PPC imports: 819 GWh
Average Market share: 74.2%	Average Market share: 28.5%
PPC's Average Market Share in Generation as percentage of total load in the Interconnected System: 58.2%	

In 3Q2016, PPC's electricity generation and imports, covered 54.4% of total demand (50.5% in the Interconnected System), while the corresponding percentage in 3Q2015 was 66.3% (63.7% in the Interconnected System). PPC's market share in electricity generation, as a percentage of the total load in the Interconnected System declined to 46.9% from 58.2% respectively.



PPC/ Energy Generation and Purchases (GWh) 9M2016 / 9M2015



	TOTAL	Δ GWh	Δ %	% Participation	
		-2,327	-5.5%	9M2016	9M2015
PURCHASES	Imports	-938	-38.1%	3.8%	5.8%
	Domestic Energy Purchases	2,637	19.1%	41.3%	32.8%
IMPORTED FUELS	Natural Gas	1,193	45.4%	9.6%	6.2%
	Oil	-34	-0.9%	9.1%	8.6%
DOMESTIC FUELS	RES	-10	-4.5%	0.5%	0.5%
	Hydroelectric	-873	-19.3%	9.2%	10.7%
	Lignite	-4,302	-29.0%	26.5%	35.2%
TOTAL	PURCHASES			45.2%	38.6%
	IMPORTED FUELS			18.6%	14.9%
	DOMESTIC FUELS			36.2%	46.5%

In 9M2016, electricity generation from lignite decreased by 29% (4,302 GWh) compared to 9M2015. In the same period the percentage participation of lignite in PPC's total energy mix, decreased to 26.5% from 35.2% in 9M2015.

Natural gas-fired generation marked significant increase by 45.4% settling at 3,819 GWh. Energy purchases (excluding PPC's imports) from the System and the Network increased by 19.1% (2,637 GWh), while hydro generation decreased by 19.3% to 3,657 GWh.



Key financial figures for 9M2016

(in € mln.)	9M2016	9M2015	Δ
Turnover	4,040.8	4,452.0	-9.2%
Turnover (adjusted for one-off items)	4,051.5	4,452.0	
EBITDA	775.9	773.4	0.3%
EBITDA margin	19.2%	17.4%	
EBITDA (adjusted for one-off items)	876.5	773.4	13.3%
EBITDA margin (adjusted for one-off items)	21.6%	17.4%	
Pre-tax profits / (Losses)	112.2	63.3	77.3%
Pre-tax profits / (Losses) (adjusted for one-off items)	212.8	63.3	236.2%
Net income / (Loss)	69.5	5.9	
Net income / (Loss) (adjusted for one-off items)	140.9	5.9	

Bad debt provisions of LV and MV customers (in € mln)

3Q2016	2Q2016	3Q2015
91.1	156.9	342.3



Capex - Debt Evolution - Liquidity

- Capital expenditure in 9M2016 amounted to € 580.9 m. compared to € 605.8 m. in 9M2015, that is a reduction by 4.1%.
- Net debt amounted to € 4,583.4 m., a reduction of € 394.8 m. compared to 30.09.2015 (4,978.2 m.), while compared to 31.12.2015 (€ 4,788.9 m) it was reduced by € 205.5 m.
- Debt repayments in 9M2016 amounted to € 237.5 m.
- In addition, during 9M2016, we proceeded with the drawdown of € 100 m and in November, we proceeded with the drawdown € 80 m. from EIB for generation capex in the non interconnected islands, out of a total credit line of € 190 m.
- Signing of the first loan agreement with EIB for an amount of € 40 m. - out of a total approved credit line of € 85 m. - for Distribution Network capex.



Comments on Financial Results & Recent Developments

Emmanouil Panagiotakis
Chairman and CEO
Public Power Corporation S.A.



Comments on financial results

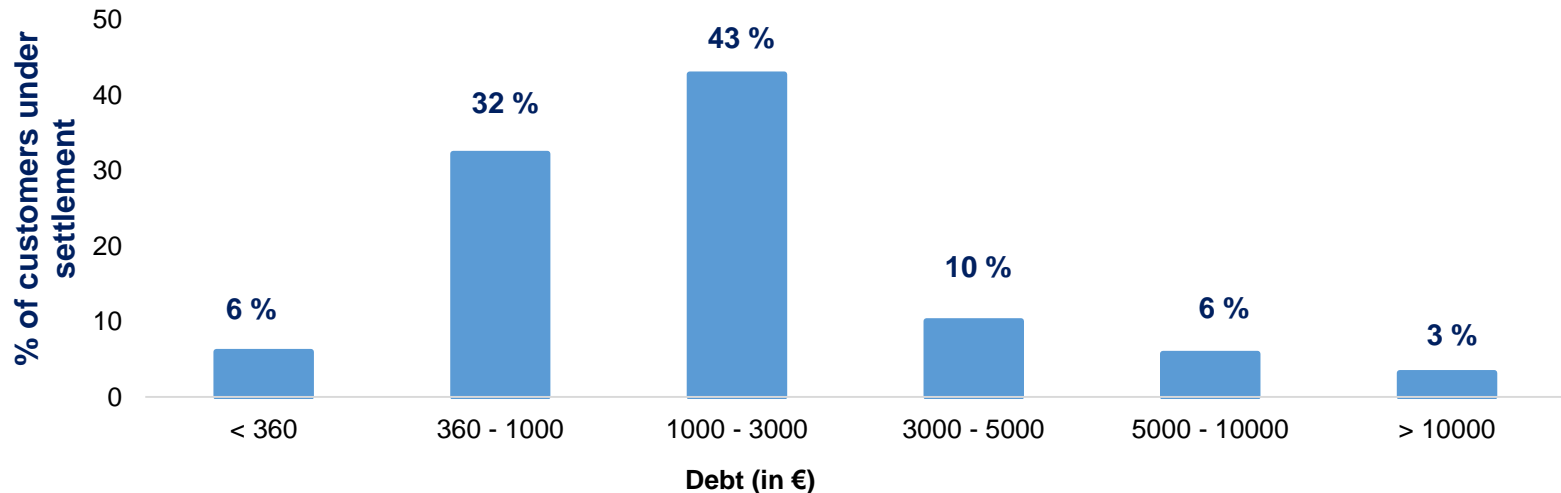
- ❑ 3Q2016 results were positively impacted by the reduction of bad debt provisions for Low and Medium Voltage customers by € 251 m.
- ❑ Despite turnover reduction, mainly due to market share loss, the operating profitability of the Group, adjusted for one-off items marked an improvement.
- ❑ Including one-offs, operating profitability remained practically stable at € 776 m. and EBITDA margin improved by 1.8 percentage points to 19.2%.
- ❑ Net debt of the Group declined by € 205 m compared to the end of 2015.



Overdue Receivables / Settlements

- ❑ 580,000 customers have settled total dues in the order of € 1.15 bln, (excluding third party amounts) making use of the favourable settlements program of 36 installments without advance payment.
- ❑ Close to 72 % of settlements is being honoured.

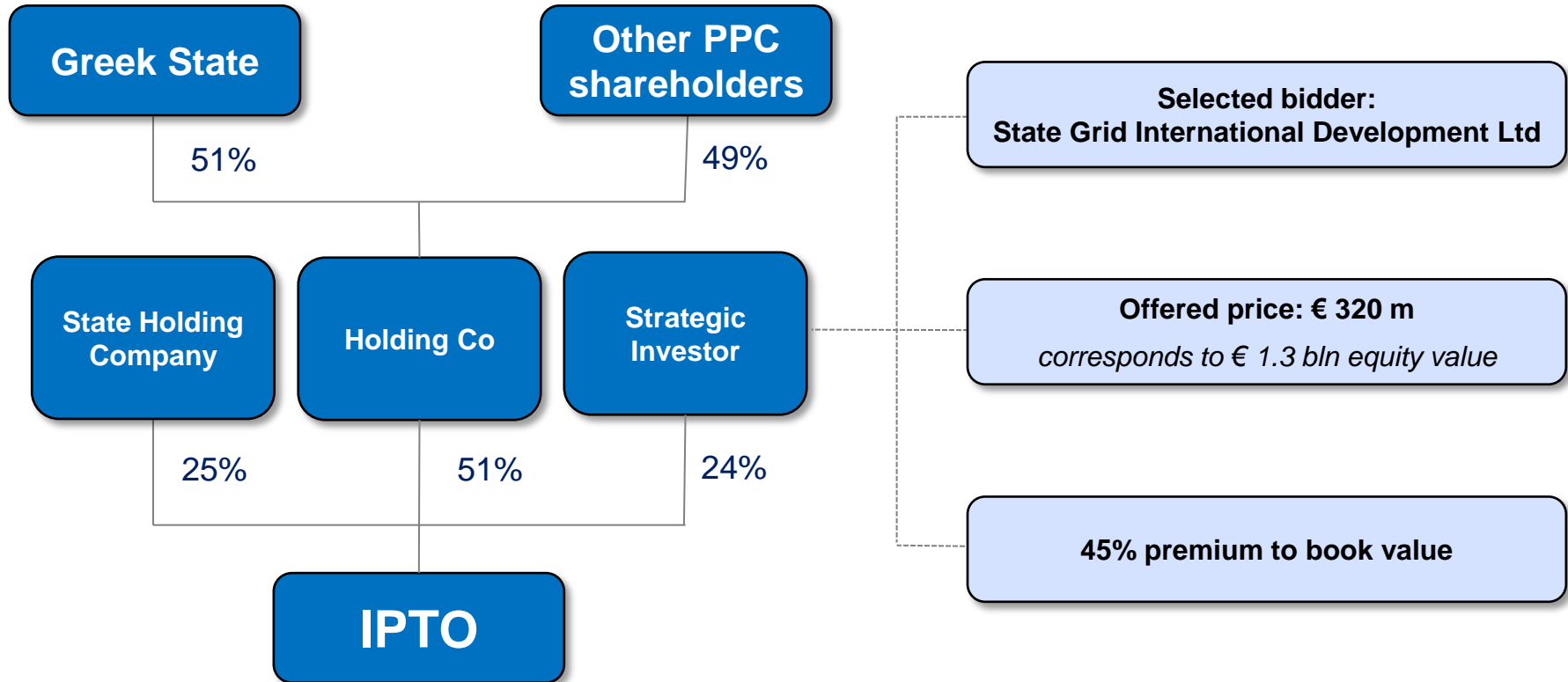
Breakdown of customers that have entered into settlement



PPC's overdue receivables continue to decrease in absolute figures



In process of completing IPTO ownership unbundling





Major operating developments

MoU with CMEC

- MoU for the set up of a JV for the construction of Meliti II lignite unit.
- Strategic partnership for the development of joint projects in Greece and the wider region.
- Collaboration for the construction of smart meters.

Renewables

- Tender for the repowering of old wind parks in the islands
- Scheduling the initiation of geothermal energy fields exploitation.



Top priorities going forward

- ❑ Intensification of actions for the improvement of collection of electricity bills.
- ❑ Containment of power thefts.
- ❑ Recovery of amounts owed to PPC due to PSOs, initially for the years 2013 and 2014.
- ❑ Development of a Strategic Plan for the appropriate Business Model in order to address the challenges that the Company is facing.



DISCLAIMER

Some of the information contained herein includes forward-looking statements. It is noted that the Group is subject to various risks, which, among other, relate to macroeconomic conditions, €/€ exchange rate, oil, natural gas, electricity prices and the price of CO₂ emission rights, as well as changes in the market, legal, regulatory and fiscal framework and bad debt evolution, that could cause actual results to differ materially from those anticipated in the forward-looking statements.