

Press release

The Alperia Group approves the 2017-2021 policy plan

On 28 February and 14 March 2019 respectively, the Steering Board and Supervisory Board of Alperia SpA (the "Boards") examined the current state of the plan that was approved last year and approved the updates to the 2017-2021 Policy Plan for the Alperia Group (the "Plan").

The Boards examined the current state of the Plan, after the second year of implementation, and came to a positive evaluation of the activities completed to date. Specifically:

- Acquired 70% of SUM S.p.A., a sales company operating in the corporate sector in the Triveneto area;
- Acquired 60% of Bartucci S.p.A., the third ESCo in Italy for TEEs generated;
- Reorganised the Sales and Trading BU, which led to the establishment of Alperia Smart Services as the only sales company in the Group;
- Signed the agreements for the establishment of a JV in the field of electric mobility with Dolomiti Energia;
- Commenced projects for the complete digitisation of the Group's assets and processes;
- Commenced projects for the rationalisation of the portfolio of investee companies;
- Commenced new IoT service and the Smart City ("Edyna Smart") projects;
- Commenced the construction project for the Merano site and the new biomass power station for district heating in Merano;
- 50% increase in dividends paid to shareholders.

The strategic guidelines of the 2017-2021 Plan (for the creation of value for the territory and shareholders through a medium to long-term vision) were confirmed and the plan was updated, providing for:

1. 328 million euros in investments over the next three years in areas currently within the group's scope of activity.
2. Over 65 million euros in investments in the new Smart Region BU and 17 million euros in investments for additional innovative projects and for the digitisation of assets and processes in the next three years.
3. Further push to increase the efficiency of processes, to capture post-merger synergies, with combined savings equivalent to 28 million euros per year when in full swing.
4. Growth for acquisitions, to consolidate the market outside of South Tyrol and make the most of opportunities that may arise from the consolidation of the local utilities sector in North Italy and to ensure the rebalancing of the Group's mix and the return on added value for the local community.

5. Maintaining solid financial discipline with a NFP/EBITDA ratio stably below 3x across the entire scope of the plan.
6. Significant growth for EBITDA and for dividends.
7. The objectives of the plan will be pursued keeping in mind environmental and social sustainability and the local benefits provided for the communities served.

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