



# eNova

Energia per fare

[www.enova.it](http://www.enova.it)

Milano, December 12 2013



eNova  
Energia per fare

# Who is Enova

Enova was constituted in April 2002 by the will of a group of Gas Distribution Companies which, after the liberalization of the sector, decided to face together the new market.

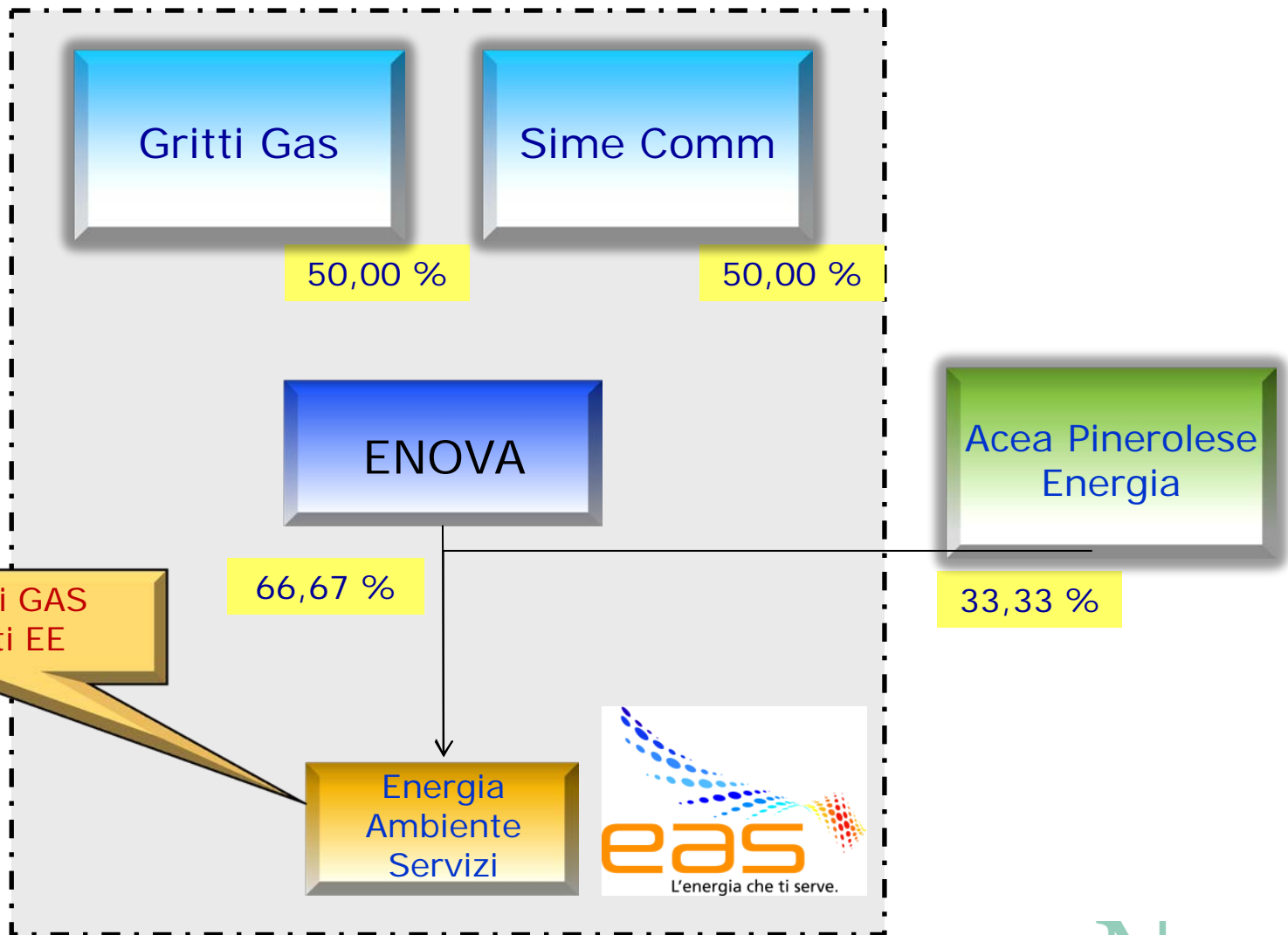
**GRITTI  
GAS**



**eNova**  
Energia per fare

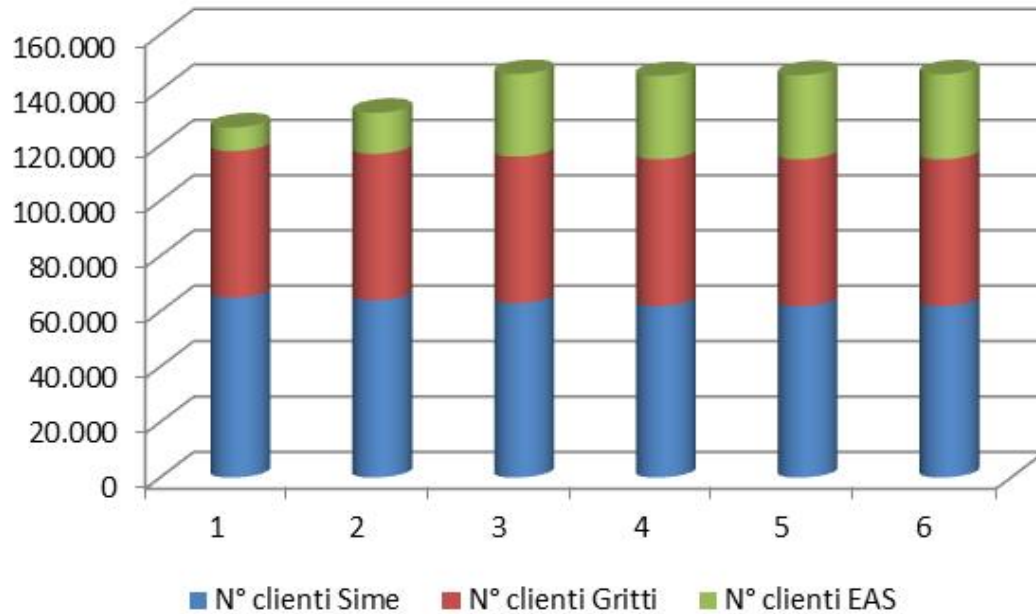
Over the years Enova has grown as a significant player in the Italian gas shipping market and has begun its activities in the Central Europe markets. Enova has transportation capacity over the Italian import pipelines, and it's an active member at Central European Gas Hub (CEGH), Net Connect Germany (NCG) and PRISMA capacity platform.

# Today's group structure



30.000 clienti GAS  
1.000 Clienti EE

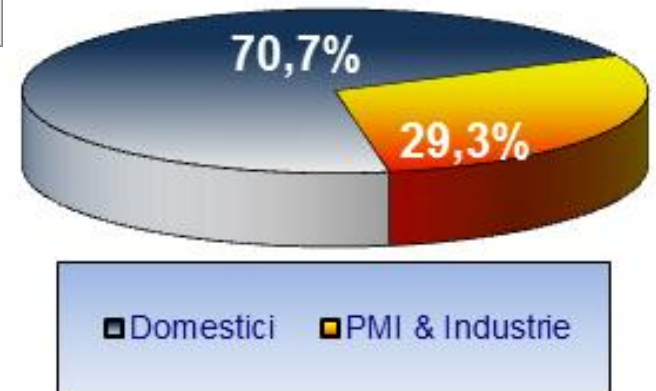
# Our customers



- optimal portfolio mix
- strong local "Brand" recognition

- widespread presence in Northern Italy (more than 195 towns)
- roughly 140.000 end-user customers

La segmentazione dei Clienti finali



# Activities

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Our mission is to “give an efficient answer to the challenges of the newly liberalized market” . We operate as:

## **SHIPPER:**

- Gas Procurement: research and selection of the best supply sources in terms of quantity, flexibility, index formula, delivery conditions and constraints, price;
- National and International Transportation contracts management;
- Storage contracts management;
- Gas balancing.
- Member at PRISMA

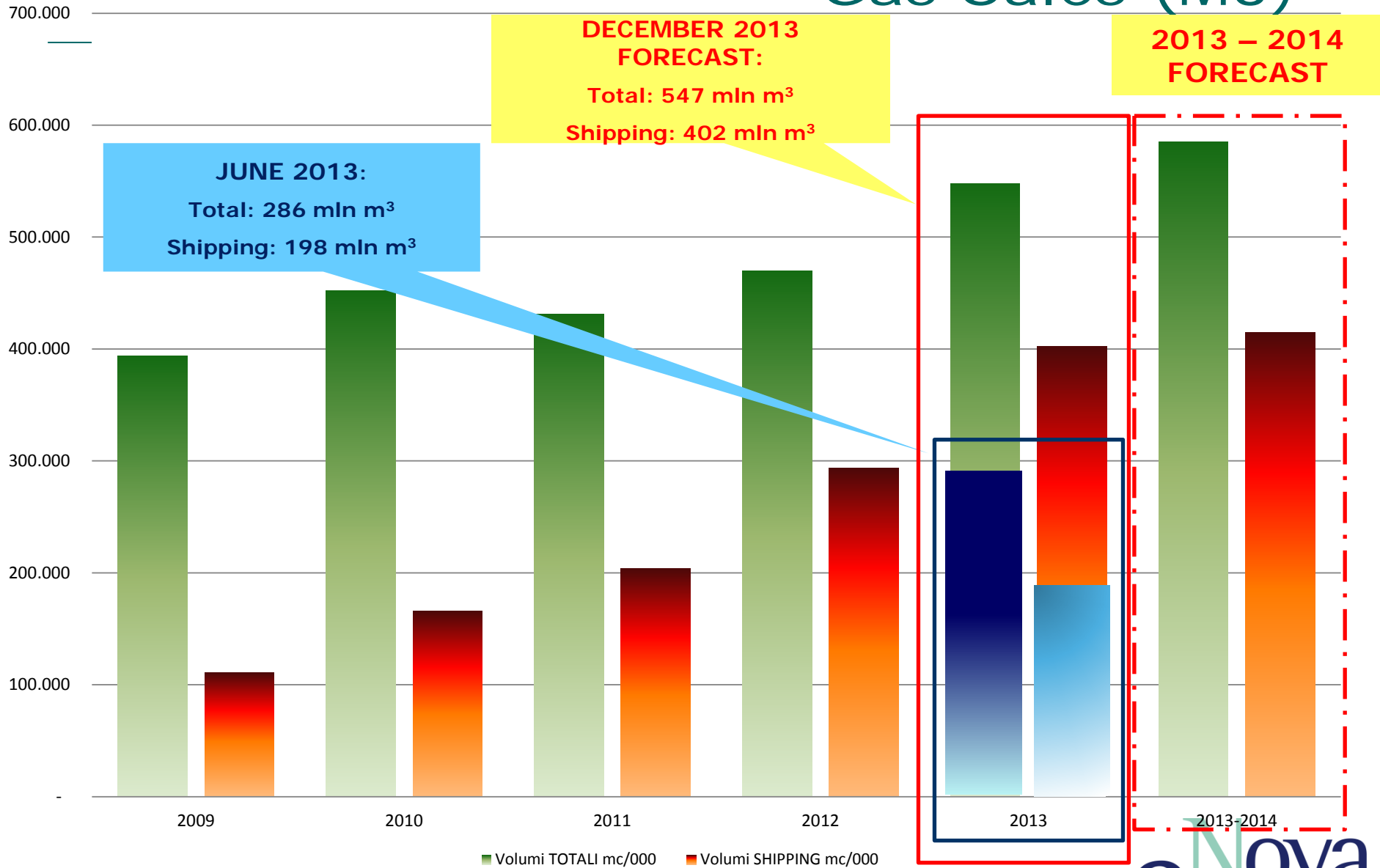
## **TRADER:**

- Gas Trading: CEGH, NCG, PSV, Cross-Border;

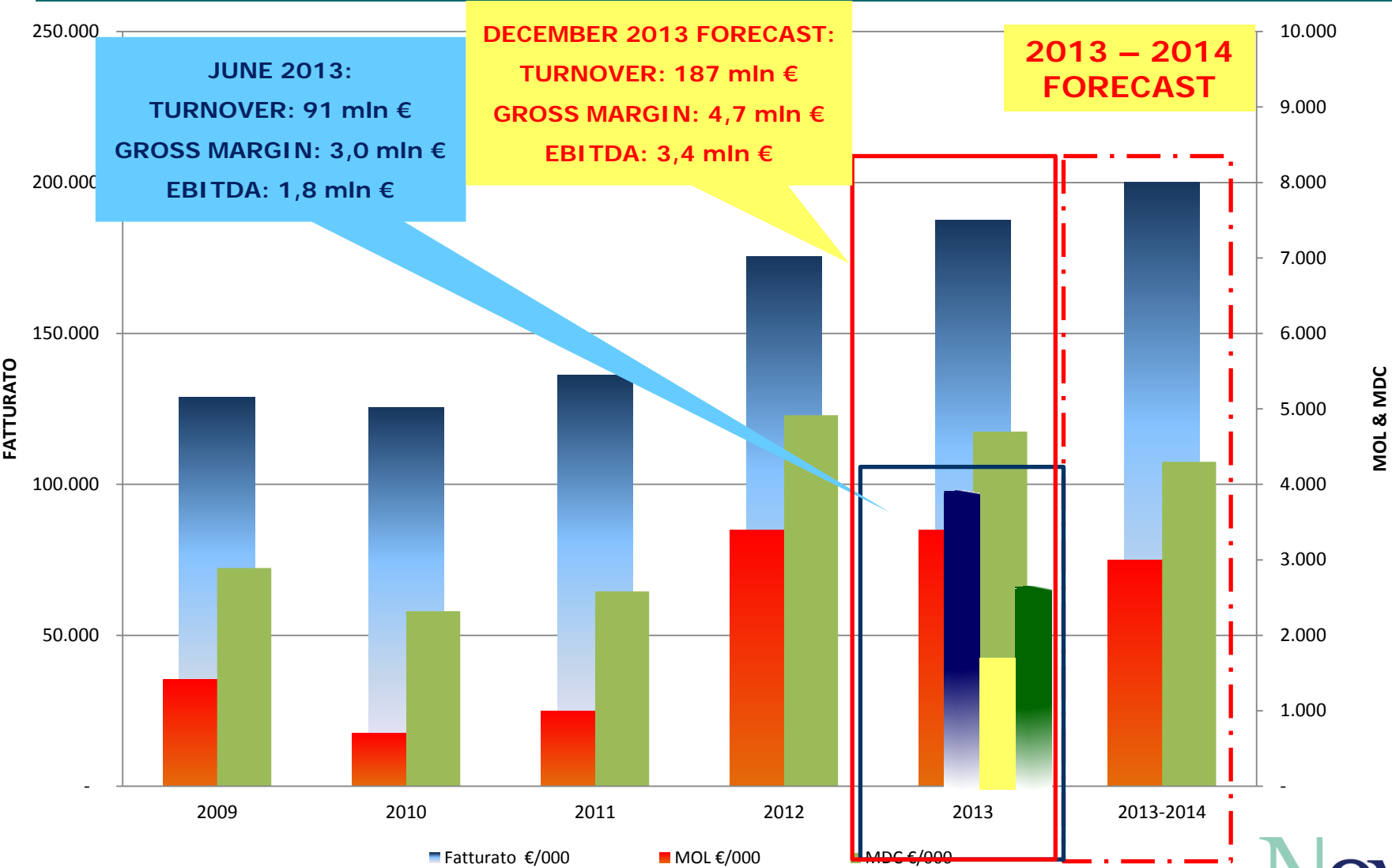
## **TRADER :**

- Gas sale and delivery to REMI stations of Shareholders, Partners and Customers;
- Gas sale and delivery to Shareholders, Partners and Customers outside their historical territories;
- Advisory activities to Shareholders, Partners and Customers.

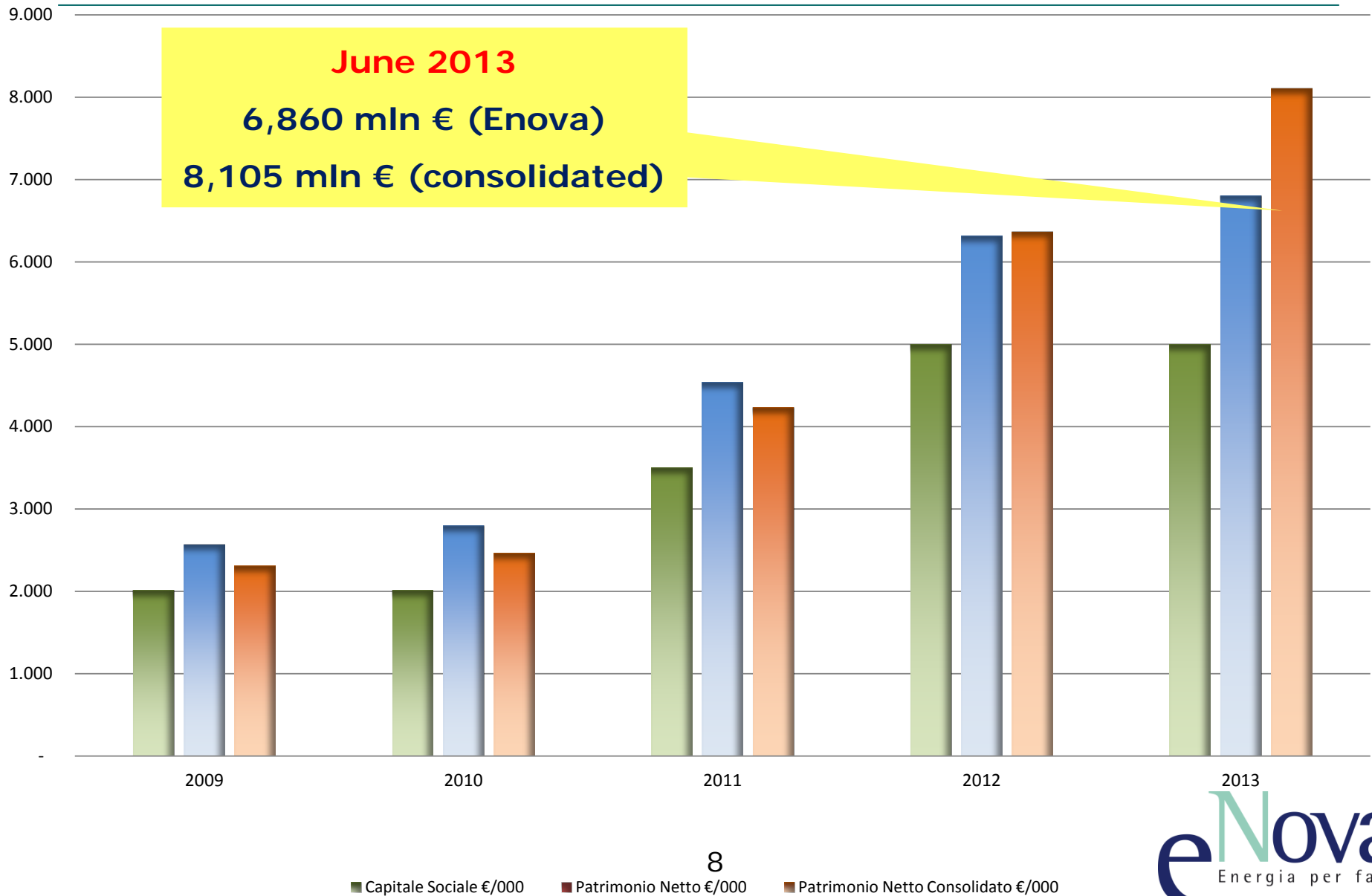
# Gas Sales (M3)



# Turnover, Gross Margin & EBITDA



# Equity & Net Assets



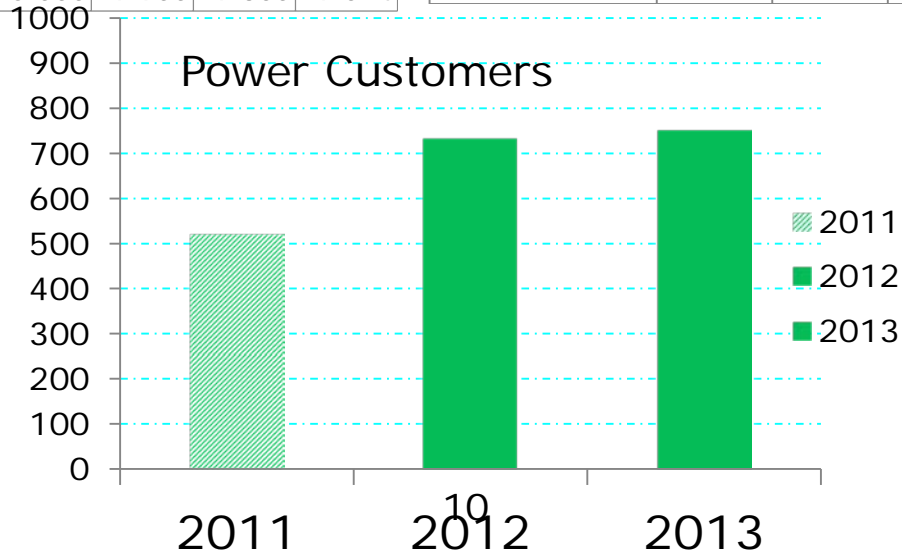
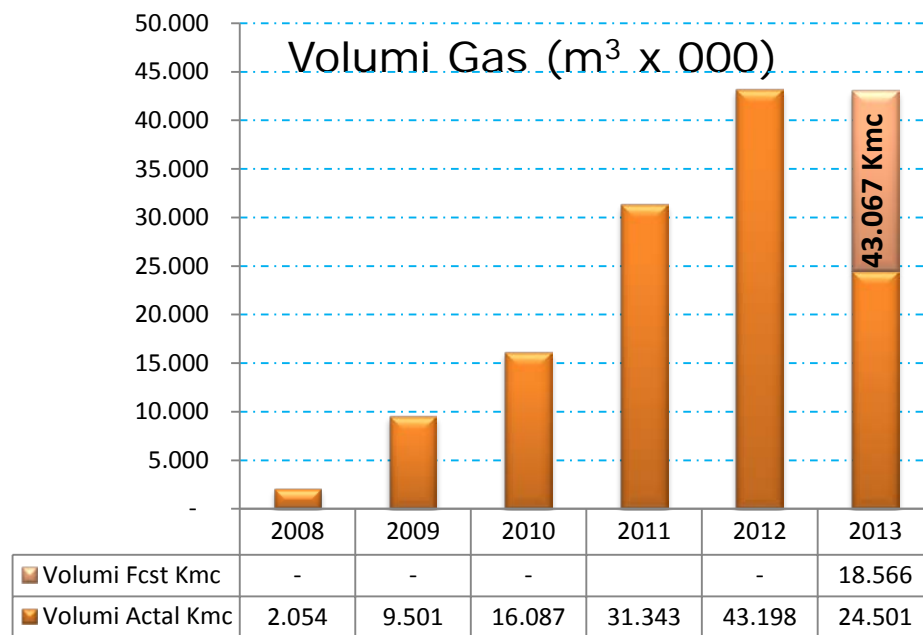
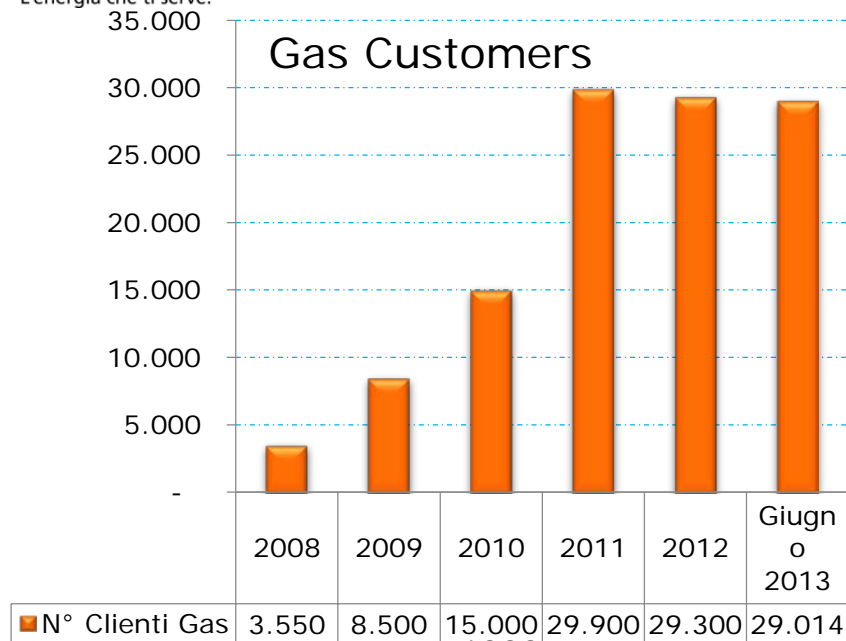


# EAS: Who we are and what we do

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- Energia Ambiente Servizi S.r.l. (EAS) is a natural gas and power selling company, focused on the retail market;
- Eas was created by the acquisition of smaller gas selling companies in northern Italy;
- EAS has a portfolio of 29,000 end-user gas customers with an estimated consumption of more than 40 mln m<sup>3</sup> (June 2013) ;
- At the end of 2011 EAS started selling power to its customers (1,000 contracts, 12 Gwh consumption)
- A team of 13 employees fully committed to customer service, while all staff activities are demanded to Enova;
- EAS offers to its customers:
  - 6 offices open to the public
  - A toll-free call center available 6 days a week
  - A Website «[www.eas.enova.it](http://www.eas.enova.it)»

# EAS: some numbers



# EAS: equity and net assets

