

# Purpose, disclaimer and other cautionary statements

#### **DOCUMENT PURPOSE:**

This presentation has been prepared with the sole intention to facilitate the understanding of Transelectrica's operational and financial results by the general investing public (shareholders, creditors, analysts, financial media). Therefore it is of a purely informative nature. **This presentation is not an offer, invitation or a recommendation to trade in securities issued by the Company.** The detailed financial statements and the full report prepared in accordance with capital market regulations are available online at <a href="https://www.transelectrica.ro">www.transelectrica.ro</a>.

#### **FINANCIAL NUMBERS:**

reporting period: 1st January 2017 – 30th September 2017

reporting standard: International Financial Reporting Standards (IFRS)

basis/scope: standalone (unconsolidated)

external audit: unaudited

rounded numbers: for the ease of reading, certain figures used in this presentation (tables and charts) are displayed in millions and rounded to such

unit or to one or two decimals. In some cases this led to minor differences between totals and the sum of the individual elements

thereof (rounding errors)

### REGULATED TARIFFS, 3rd REGULATORY PERIOD (1st July 2014 – 30th June 2019):

The presented figures (calculation components of regulated tariffs) are presented as disclosed to us by the Romanian Energy Regulator (the public office that sets the network tariffs charged by Transelectrica for the services performed on the domestic electric energy market, in accordance with the license granted by the regulator). Tariff ex-ante parameters for the current regulatory period were subject to an interim review by the Romanian Energy Regulator at 1st July 2015

#### LANGUAGE DISCLAIMER:

This document represents the English-language version of the original Romanian-language document. The English version has been created for English readers' convenience. Reasonable efforts have been made to provide an accurate translation, however, discrepancies may occur. The Romanian version of this document is the original official document. If any questions arise related to the accuracy of the information contained in the English version, please refer to the Romanian version of the document.



# Agenda:

### **9M2017 results**

- Key numbers
- Operational results
- Financial results

### **Investments**

- Investment delivered in 9M2017
- Investment current status

### Q&A





# **Highlights**

Financials 9M y/y	Q3 y/y	Q2 y/y	Q1 y/y
<ul> <li>Revenues[mil lei] 2,414 ▲ 27.2%</li> <li>EBITDA [mil lei] 335 ▼ 33.8%</li> <li>Net income[mil lei] 65 ▼ 69.6%</li> </ul>	675 ▲ 23.1% 50 ▼ 69.4% -34 ▼ n/m	614 ▲ 3.3% 115 ▼ 20.5% 27 ▼ 36.0%	1,125 ▲ 49.0% 170 ▼ 14.1% 71 ▼ 28.3%
Operations 9M y/y	Q3 y/y	Q2 y/y	Q1 y/y

<sup>\*</sup>consumption/generation numbers do not include power plants' own electricity consumption. Consumption includes (i) consumption for hydro pumped storage, and (ii) energy losses in transmission and distribution networks. Cross-border net flow is calculated based on physical flows (export-import) aggregated across borders

### Regulatory framework

- Profit-allowed segment: lower transmission tariffs applied in 1H2017 as compared to 1H2016, as per the annual regulatory review at 1-Jul-2016 (Transmission ▼10.8 %, Dispatching ▲11.1%) and 1-Jul-2017 (Transmission ▼9.8 %, Dispatching ▼14.5%); the impact on revenues was partly offset by the +3.4% increase in volumes driven by growing electricity consumption in Romania
- Pass-through segment:

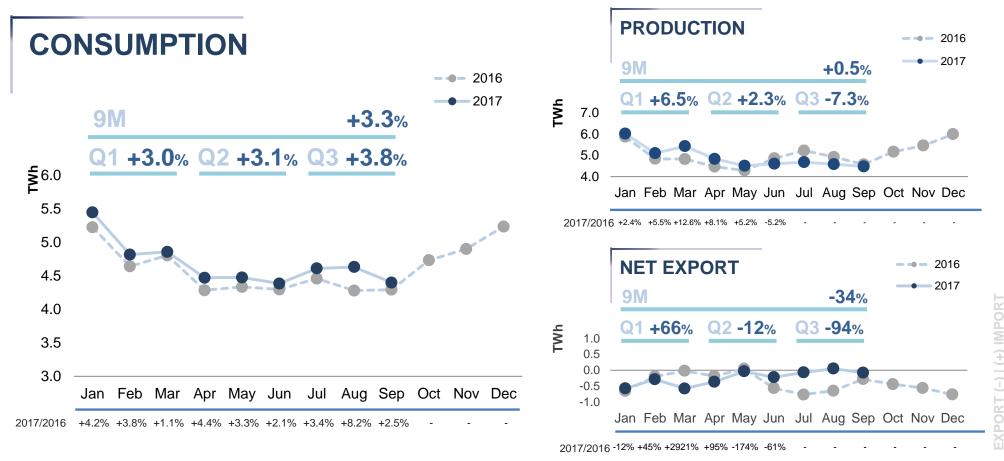
Stand-by back-up capacity services (balancing reserves): the financial loss incurred in 9M2017 was driven by a combination of growing market prices and the significant cut in the regulated tariff as of 1-Jul-2017 (▼18,9%)



# **Highlights | operational trends**

### **Domestic demand – uptrend continues**

Domestic production – slight overall growth 9M (increase in Q1 and Q2, decline in Q3)



Consumption and generation numbers do not include power plants' own electricity consumption. Consumption includes (i) energy losses in transmission and distribution networks, and (ii) consumption for hydro pumped storage. Cross-border net flow is calculated based on physical flows (import-export).



# **Key operational numbers**

### **OPERATIONAL VOLUMES**









9M 2017 / 9M 2016

CONSUMPTION

42.1 TWh / 40.6 TWh

TOTAL NET CONSUMPTION (grid losses included)
6,426 MW / 6,198 MW
HOURLY AVERAGE

**PRODUCTION** 

**44.3**<sub>TWh / 43.9TWh</sub>

TOTAL NET OUTPUT **6,754**<sub>MW / 6,693MW</sub>

HOURLY AVERAGE **△** 0.5% **⊸** 0.9%

**EXPORT** physical flows

2.15<sub>TWh</sub>
NET EXPORT
4.49<sub>TWh</sub> / 2.34<sub>TWh</sub>
EXPORT / IMPORT

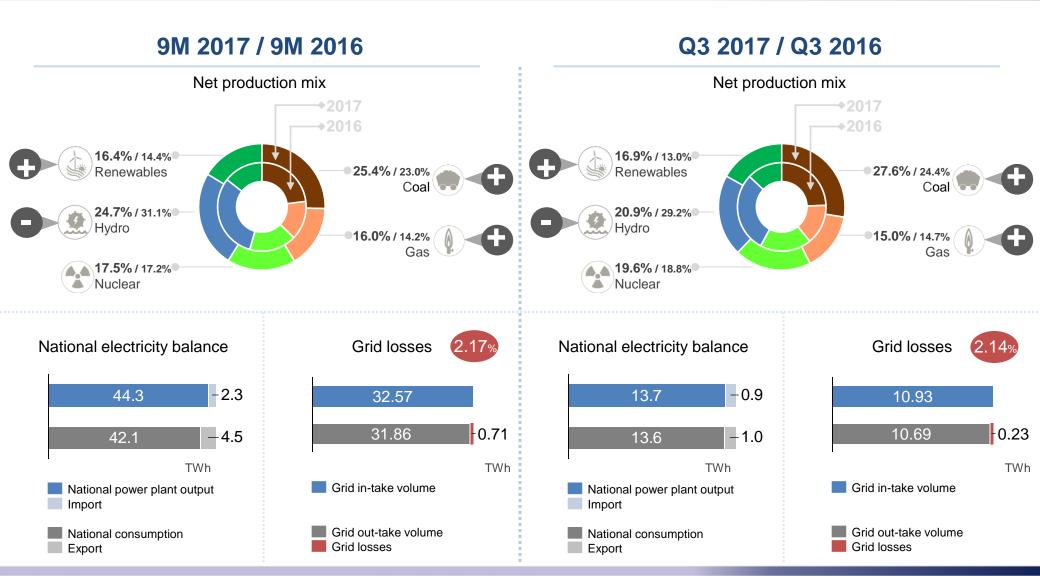
**7** 34%

CROSS-BORDER
CAPACITY USAGE

81% RS, 56% HU 65% RS, 68% HU ACTUAL USAGE OF ALLOCATED EXPORT CAPACITY



# **Highlights | operational trends**





### **Financial results**

### 9M 2017 / 9M 2016

### 9M 2017 / 9M 2016

40.5 / 39.2 TWh 3.4% VOLUME BILLED FOR GRID OFF-TAKES (TL)

41.4 / 41.1 TWh 
VOLUME BILLED FOR GRID IN-TAKES (T<sub>G</sub>)

**2,414** / 1,898 mil Lei **▲ 27.2**% REVENUES FROM OPERATIONS

884 / 993 mil Lei **5.3**% REVENUES FROM PROFIT-ALLOWED SEGMENT

335 / 505 mil Lei ▼33.8% EBITDA

101 / 261 mil Lei ▼61.5%

**65** / 213 mil Lei ▼**69**-**6**%

D ,

▼Lower transmission tariff (1 July 2016 / 1 July 2017)

#### ▲ Grid losses

- Higher prices on both spot (day-ahead and intra-day) and balancing markets
- Greater exposure to spot markets following the early termination of some long-term electricity purchases (suppliers pulling out from ongoing contracts)
- ▲ Doubtful debt (provisions)

PROFIT FROM OPERATIONS

# Revenues -49 mil Lei

Transmission fee income
Dispatching fee income
Cross-border congestion rents
Other revenues
-56 mil Lei
+ 3 mil Lei
- 3 mil Lei
+ 7mil Lei

# Expenses\* +31 mil Lei

Grid losses +22 mil Lei
Doubtful debt +25 mil lei
Other expenses -16 mil Lei

\*before depreciation and amortization

#### **EBITDA**

-81 mil Lei

**391** mil Lei (▼17% y/y)

### All operations

### **Profit-allowed operations**



**NET INCOME** 

### **Financial results**

### **Profit & Loss**

•Higher volumes (growing demand for electricity in Romania)

#### Profit-allowed segment:

- Lower revenues (transmission tariff cuts as of 1.07.2016 and 1.07. 2017)
- Increased costs, mainly grid losses (growing electricity wholesale prices) and provisions booked for doubtful debt (balancing market)

#### Pass-through segment:

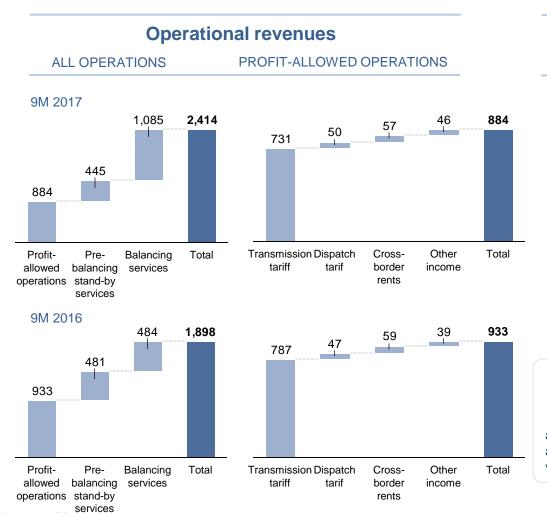
- Stand-by capacity services (balancing reserves) financial loss driven by the cut in the regulated tariff as of 1.07.2017 (aimed at offsetting the gains from previous periods) further deepened by higher market prices as compared to regulatory assumptions
- Balancing market
   Break-even (revenues=expenses)
   against a background of significantly higher balancing amounts due to greater imbalance volumes and higher balancing prices

[mil Lei]	ЭМ 2017 Э	M 2016	Δ%	23 2017	Q3 2016	Δ%	Q2 2017 (	Q2 2016	Δ%	Q1 2017	Q1 2016	Δ%
Billed volume [TWh]	40.51	39.16	+3.4%	13.11	12.69	+3.3%	12.80	12.45	+2.8%	14.60	14.02	+4.1%
Profit-allowed operations												
Revenues	884	933	-5.3%	268	285	-5.8%	283	301	-5.7%	332	348	-4.6%
Costs	493	462	+6.7%	162	155	+5.1%	157	169	-7.1%	173	138	+25.6%
EBITDA	391	472	-17.1%	106	130	-18.6%	126	131	-4.0%	159	210	-24.3%
EBITDA margin	44%	51%		39%	46%		44%	44%		48%	60%	
Depreciation	234	244	-4.1%	78	81	-4.0%	78	81	-4.1%	78	82	-4.1%
EBIT	157	228	-31.0%	28	49	-42.6%	48	50	-3.8%	81	129	-37.2%
Pass-through operations												
Revenues	1,531	965	+58.6%	407	264	+54.3%	331	294	+12.5%	793	407	+94.7%
EBIT	-56	34		-56	32		-11	14		11	-12	
All operations												
Revenues	2,414	1,898	+27.2%	675	548	+23.1%	614	594	+3.3%	1,125	755	+49.0%
Costs	2,080	1,393	+49.3%	625	386	+61.9%	499	449	+11.0%	956	557	+71.5%
EBITDA	335	505	-33.8%	50	162	-69.4%	115	145	-20.5%	170	198	-14.3%
EBIT	101	261	-61.5%	-28	81	-134.7%	37	64	-41.3%	91	116	-21.6%
Net Income	65	213	-69.6%	-34	72	-147.0%	27	43	-36.0%	71	99	-28.3%



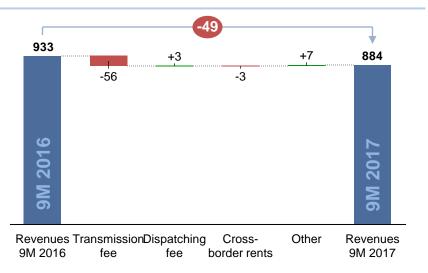
### **Financial results**

### **Operations | Revenues**



#### **Operational revenues**

PROFIT-ALLOWED OPERATIONS: BREAKDOWN



#### **DRIVERS BEHIND THE DECLINE IN REVENUES**

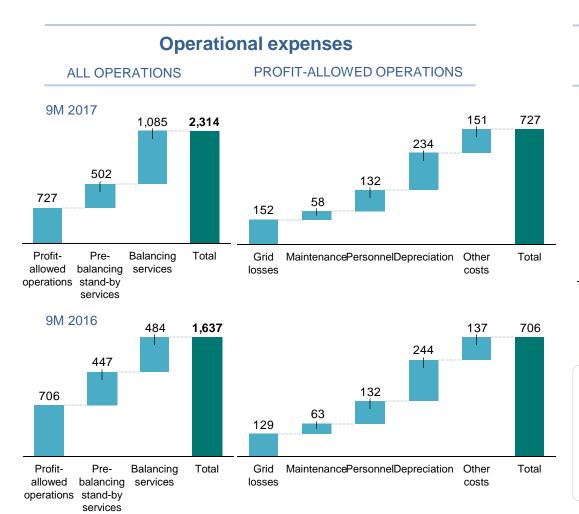
▼The decrease in revenues was mainly due to the tariff cuts (at 1.07.2016 and 1.07.2017) which was primarily caused by ex-post adjustments of exante assumptions for grid losses purchase price, inflation rate and excess volume



Chart unit: mil Lei

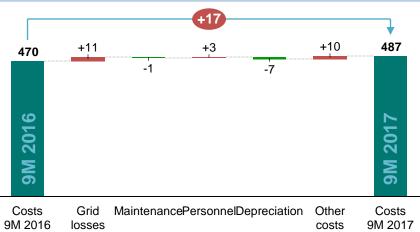
### Financial results

### **Operations | Costs**



### **Operational expenses**

PROFIT-ALLOWED OPERATIONS: BREAKDOWN



#### DRIVERS BEHIND THE OVERALL INCREASE IN COSTS

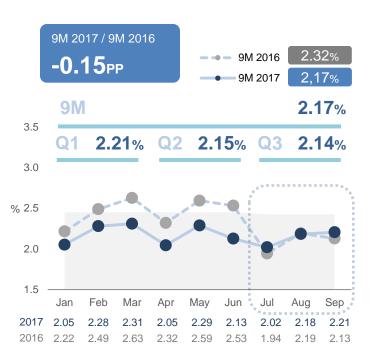
▲ Grid losses costs – driven by growing prices in the wholesale market for electricity

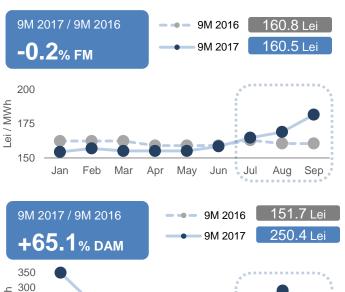
▲ Other costs: provisions for doubtful debt (+25 mil lei), grid congestions (-3 mil lei), cross-border transit settlement under Inter-TSO-Compensation agreement (-2 mil lei), other expenses (-5 mil lei)

Chart unit: mil Lei

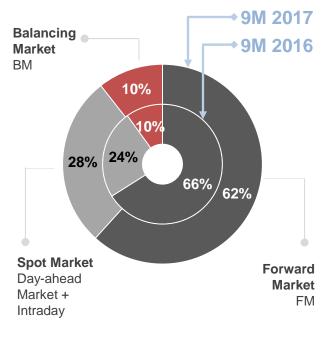


### **Financial results**





### Operational costs | grid losses



#### **GRID LOSSES**

32.57 TWh
GRID IN-TAKE VOLUME IN 9M 2017
31.86 TWh
GRID OFF-TAKE VOLUME IN 9M2017
2.17% (0.71 TWh)
GRID LOSSES IN 9M 2017

#### PRICES PAID PER MARKET

Apr

Mar

Jun

May

Jul

Aug

Sep

160.5 Lei/MWh (▼ 0.2%)
FORWARD MARKET (FM)
250.4 Lei/MWh (▲ 65.1%)
DAY-AHEAD MARKET (DAM)
431.6 Lei/MWh (▲ 35.6%)
BALANCING MARKET (BM)

250

200

150

100

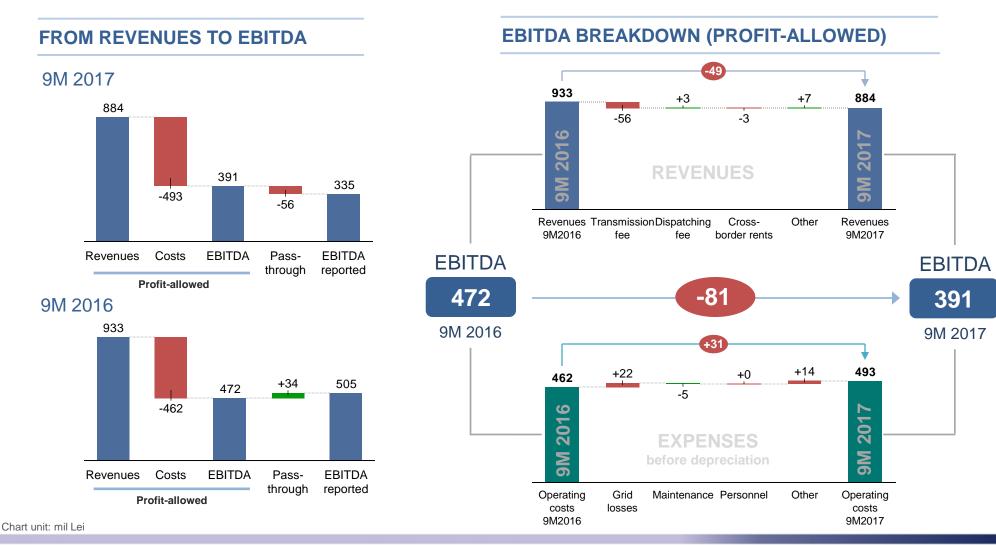
#### **AVERAGE PRICE / PURCHASE MIX**

214.1 Lei/MWh (174.3 Lei/MWh in 9M 2016) CROSS-MARKET AVERAGE PRICE PAID 62%FM / 28%SPOT / 10%BM (9M 2017) PURCHASE MIX (VOLUMES) 66%FM / 24%SPOT / 10%BM (9M 2016) PURCHASE MIX (VOLUMES)



### **Financial results**

### Operational profit | EBITDA

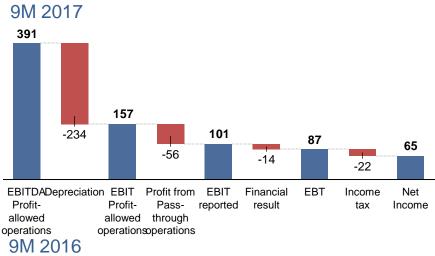


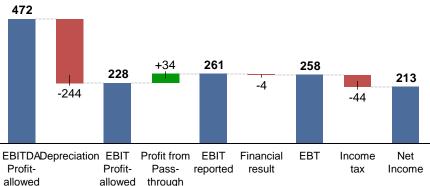


### **Financial results**

#### From EBITDA to Net income

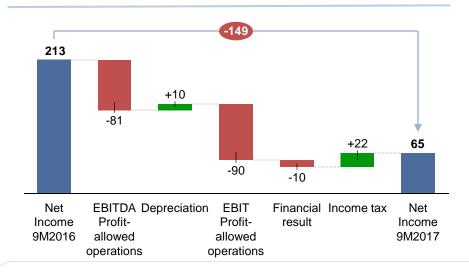
#### FROM EBITDA TO NET INCOME





operationsoperations

#### **NET INCOME BREAKDOWN**



#### DRIVERS BEHIND THE DECLINE IN NET INCOME

- Drop in EBITDA from profit-allowed operations due to lower tariffs as per the last two regulatory reviews (1 July 2016, 1 July 2017), higher grid losses costs and greater amounts booked as doubtful debt (balancing market)
- Loss from pass-through operations incurred in the stand-by capacity service (balancing reserves) due to a combination of growing market prices and lower tariff



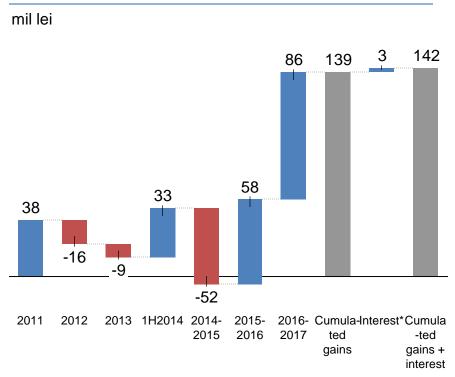
operations

Chart unit: mil Lei

# Stand-by services (balancing reserves)

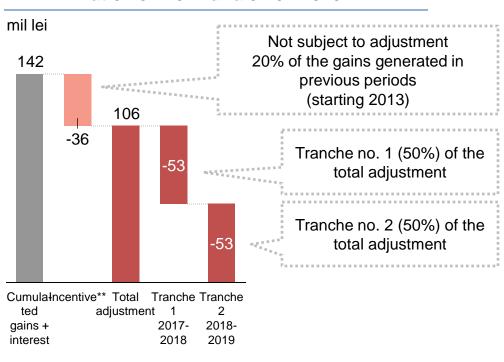
### Regulatory tariff adjustments to settle historical financial gains

# Cumulated historical gains 01.01.2011 – 30.06.2017



<sup>\*</sup> When adjustments are applied, the then-current cumulated gain/loss is multiplied with an index that factors in the time value of money for the period between the time when the gain/loss was earned/incurred and the time when that gain/loss is settled through a tariff adjustment. The index plays the role of "interest" payable/receivable by Transelectrica for temporary gaining/losing money in a pass-through activity.

# Tariff adjustments amount and timing at 01.07.2017 and 01.07.2018

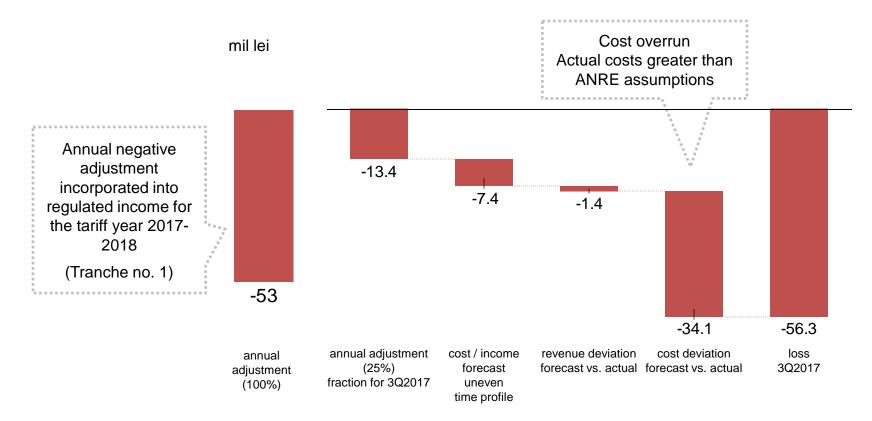


<sup>\*\*</sup> Regulation provides a specific financial incentive starting 2013. According to such incentive Transelectrica is allowed to keep 20% of potential gains (resulting from cost efficiency). The amount corresponding to that percentage is not adjusted by tariff reduction (as a way to encourage Transelectrica to pursue further cost efficiencies in the future).



# Stand-by services (balancing reserves)

### Break-down of the loss reported in 3Q2017

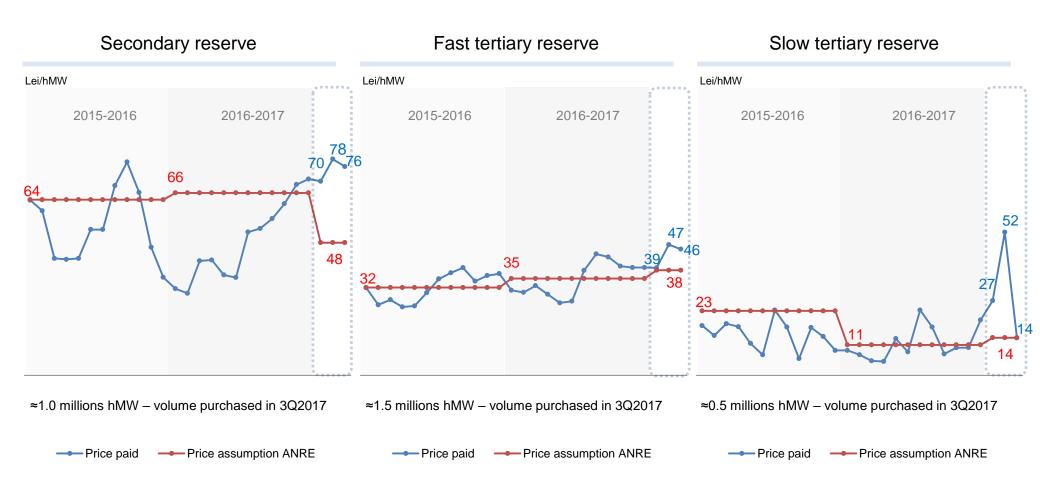




# Stand-by services (balancing reserves)

### Regulatory price assumptions vs. actual prices paid (purchases from the free market\*)

\*purchases from the market account for ≈80% of total volume in tariff year 2017-2018 (the rest is purchased based on regulatory-imposed contracts)





# Financial results | Debt position

30 Sep 2017

BBB stable | Fitch rating

#### 526 mil Lei

Gross financial debt (current portion included)

#### -55 mil Lei

Net financial debt (net of cash\*)

#### 504 mil Lei

**EBITDA** (most recent 4 quarters)

#### **0.18x** (capped at 0.95x by bank covenants)

Gross debt / Equity (current portion included)

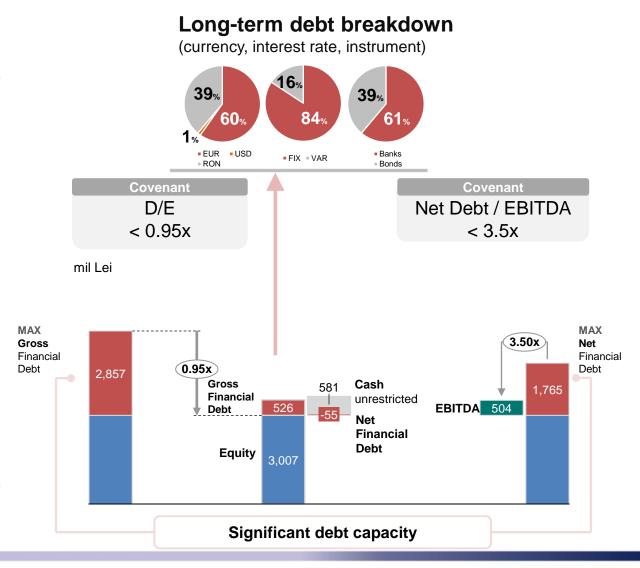
### 22.97x (floored at 4.2x by bank covenants)

EBITDA / interest expense

### 2,857 mil Lei / 1,765 mil Lei

Maximum debt levels given covenant constraints D/E (left-hand side) and Net Debt/EBITDA (right-hand side)

\*for the purpose of calculating Net financial debt, cash balances from new connection fees (23.5 mil Lei), cogeneration support scheme (36.1 mil Lei) and cross-border rent income booked under investment reserve (95.2 mil Lei) were not included in cash and cash equivalents.





# Investments | 9M2017

135 mil Lei

### New contracts signed

Total aggregate amount for 9M2017 contracts

#### Selected items:

111.8 mil Lei - Modernization of substation Domnesti 400/110/20kV

5.0 mil Lei – R&D center for live maintenance in high-voltage electric grids

4.6 mil Lei - Replacement of AT2-200MVA in substation Resita 220/110kV

4.2 mil Lei – Connection of subtations Turnu Magurele, Mostistea, Stalpu, Teleajen to Transelectrica's optic fiber network



127 mil Lei

### Capital expenditure

Amounts added to construction-work-inprogress in 9M2017

#### Selected items:

36.4 mil Lei - Modernization of substation Bradu 400/220/110/20 kV

20.4 mil Lei - Line Resita - Pancevo

13.1 mil Lei - Replacement of transforming units in substations, stage 2

8.3 mil Lei - Modernization of substation Suceava 110/20kV



100 mil Lei

# New commissioned assets

Amounts transferred from construction-work-inprogress to fixed assets in 9M2017

#### Selected items:

49.2 mil Lei - Modernization of substation Bradu 400/220/110/20 kV

12.6 mil Lei - Replacement of transforming units in substations, stage 2

12.1 mil Lei - Integrated security systems at substations (Rosiori, Oradea Sud, Paroseni, Iernut)

7.8 mil Lei - Capital repair of 400 kV line lernut - Gadalin and 220 kV line lernut - Baia Mare





# **Investments | current status**

### **Under construction**

		1.50.1	A ( )
Investment project	Estimated year of commissioni ng	Initial cost estimation [mil Lei]	Actual cost as per contract signed [mil Lei]
New cross-border line Resita (RO) – Pancevo (RS)	2018	136	81
Line Portile de fier - Anina - Resita*	2020	124	123
Substation Bradu 400/220/110 kV	2018	177	129
Substation Campia Turzii 220/110 kV	2017	86	42
Extension of substation 400 kV Medgidia Sud	2018	75	45
Substation Resita 400/220/110 kV	2020	130	81
Substation Cluj Est 400/110 kV	2019	28	17
Substation Tihau 220/110 kV	2017	11	7
Modernization of substation Sardanesti	2018	21	11
Replacement of transforming units in various substations – phase II	2018-2019	46	40
Modernization of substation 110 and 20 kV Suceava	2018	31	25
Modernization of substation 220/110kV Dumbrava	2019	30	20
Substation Domnesti 400/110/20kV	2020	144	112
Substation Turnu Severin 220/110kV	2019	63	43
Substation Arefu 220/110/20kV	2020	38	24

### **Contracts**

#### Procurement

At this time, procurements totaling an estimated **475 mil Lei** are initiated and in progress

#### **Pre-procurement**

At this time, procurements totaling an estimated 154 mil Lei are being initiated

#### **Permitting**

Line projects currently pending Government approval / environmental permits / construction authorizations / land expropriation

- Substation Smardan 400/110/20 kV (estimated cost 116.8 mil Lei)
- Substation Medgidia Sud 110 kV (estimated cost 60.1 mil Lei)
- Connections in Substation Medgidia Sud 110 kV (estimated cost 54.0 mil Lei)
- Substation Hasdat 220/110 kV (estimated cost 50.0 mil Lei)
- Substation Craiova Nord (estimated cost 47.4 mil Lei)
- Substations Bacau Sud and Roman Nord 110 kV (estimated cost 46.9 mil Lei)
- Substation Ungheni 220/110/20 kV (estimated cost 46.5 mil Lei)
- Substation Focsani Vest 110 and 400(220) kV (estimated cost 32.3 mil Lei)
- Substation Otelarie
   Hunedoara 220 kV
   (estimated cost 12.7 mil Lei)

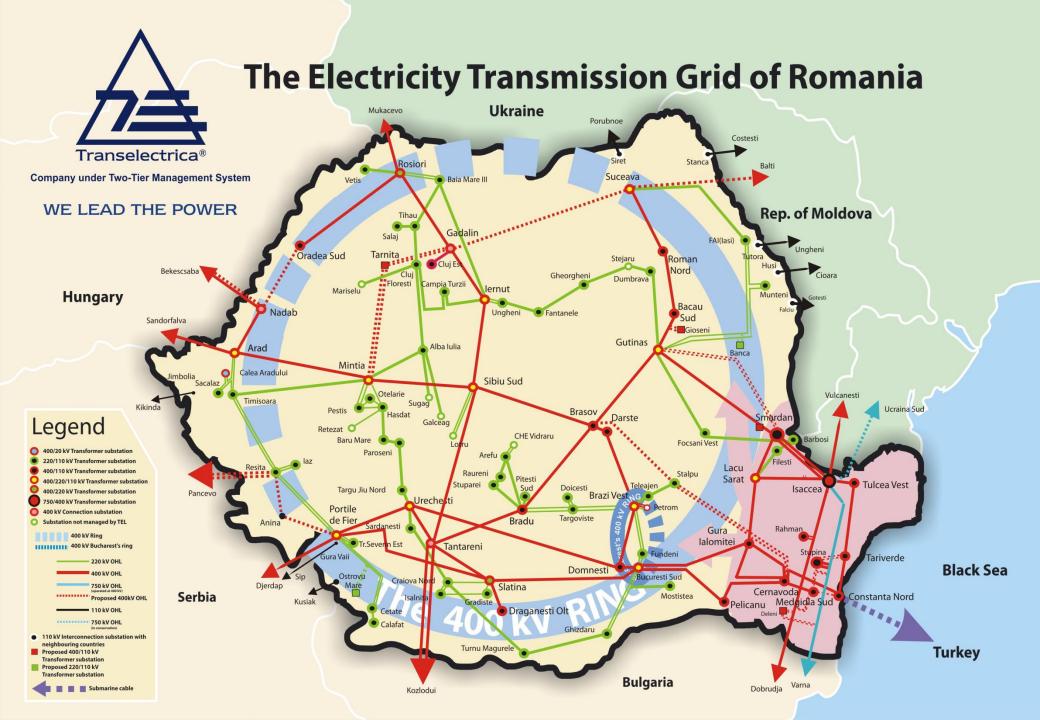
- Replacement of transforming units in substations, stage 2 (estimated cost 58.4 mil lei)
- Substation Munteni 400(220)/110/20 kV (estimated cost 53.3 mil Lei)
- Transforming unit in subtation 400/110 kV Sibiu Sud (estimated cost 14.8 mil Lei)

- Line Portile de Fier-Anina-Resita-Timisoara-Sacalaz-Arad
  - Phase I: Portile de Fier-Anina-Resita 118 km
  - Phase II: Resita-Timisoara-Sacalaz-Arad 173 km
- Line Gadalin-Suceava 260 km
- Line Smardan-Gutinas 140 km
- Line Cernavoda-Stalpu 160 km
- Line Ostrovu Mare-RET 32 km
- Line Suceava-Balti (MD) 90 km (subject to RO-MD MoU)
- Connections of lines Isaccea-Varna and Isaccea Dobrudja in substation Medgidia Sud 27 km









### Annex

# **Separate income statement**

[mil Lei]	9M 2017 IFRS	9M 2016 IFRS		Q3 2017 IFRS	Q3 2016 IFRS		Q2 2017 IFRS	Q2 2016 IFRS		Q1 2017 IFRS	Q1 2016 IFRS	
	unaudited	unaudited		unaudited	unaudited			unaudited		unaudited	unaudited	
Billed volume [TWh]	40.51	39.16	3.4%	13.11	12.69	3%	12.80	12.45 A	3%	14.60	14.02 A	4%
Profit-allowed operations	40.01	33.10	0.470	10.11	12.03	370	12.00	12.40	370	14.00	14.02	770
Operational revenues	884	933 ▼	5.3%	268	285 ▼	6%	283	301 ▼	6%	332	348 ▼	5%
Operational revenues   Transmission	794	852 ▼	6.9%	240	257 ▼	7%	255	278 ▼	8%	299	317 ▼	6%
Operational revenues   Transmission   Regulated fee	731	787 ▼	7.2%	220	236 ▼	7%	239	258 ▼	7%	273	294 ▼	7%
Operational revenues   Transmission   Cross-border rents	57	59 ▼	4.4%	18	20 ▼	6%	15	18 ▼	18%	24	22 🛦	9%
Operational revenues   Transmission   Other	6	5 🛦	6.3%	1	1 ▼	0%	2	2 🛦	6%	2	2 🛦	11%
Operational revenues   Dispatching	52	49 🛦	7.3%	16	17 ▼	6%	17	15 🔺	16%	19	17 🔺	12%
Operational revenues   Dispatching   Regulated fee	50	47 ▲	5.9%	15	16 ▼	11%	17	15 ▲	14%	19	16 ▲	16%
Operational revenues   Dispatching   Unplanned cross-border flows	2	1 🛦	67.4%	1	0 🛦	463%	1	0 🛦	111%	0	1 ▼	69%
Operational revenues   Other income	38	32 🛦	17.5%	13	11 ▲	20%	11	8 🛦	37%	14	14 🔺	5%
Operational costs	493	462 ▲	6.7%	162	155 ▲	5%	157	169 ▼	7%	173	138	26%
Operational costs   System operation	192	173 🛦	11.5%	63	52 ▲	22%	52	58 ▼	9%	77	63 🛦	22%
Operational costs   System operation   Grid losses	152	129 ▲	17.1%	51	40 ▲	27%	39	41 ▼	4%	62	49 ▲	27%
Operational costs   System operation   Congestion relief	0	3 ▼	96.8%	0	0 🛦	-	0	0 ▼	99%	0	3 ▼	98%
Operational costs   System operation   Power consumption in grid substations	10	10 🛦	2.0%	3	3 🛦	10%	3	7 ▼	57%	4	0 🛦	2039%
Operational costs   System operation   Inter-TSO-Compensation	17	20 ▼	14.8%	5	7 ▼	23%	7	7 ▼	1%	5	7 ▼	20%
Operational costs   System operation   Other	13	10 🛦	33.5%	4	3 ▲	70%	4	3 ▲	38%	5	5 ▲	11%
Operational costs   Maintenance	58	63 ▼	8.0%	23	27 ▼	14%	20	21 ▼	4%	14	15 ▼	3%
Operational costs   Personell	132	132 ▼	0.0%	44	47 ▼	7%	46	43 🔺	7%	41	41 🔺	0%
Operational costs   Other	111	94 🛦	17.3%	31	28 🛦	12%	38	47 ▼	19%	41	19 🛦	114%
EBITDA	391	472 ▼	17.1%	106	130 ▼	19%	126	131 ▼	4%	159	210 ▼	24%
Operational costs   Depreciation and amortization	234	244 ▼	4.1%	78	81 ▼	4%	78	81 ▼	4%	78	82 ▼	4%
EBIT	157	228 ▼	31.0%	28	49 ▼	43%	48	50 ▼	4%	81	129 ▼	37%
Pass-through operations												
Operational revenues	1,531	965 ▲	58.6%	407	264 ▲	54%	331	294 🔺	13%	793	407 ▲	95%
Operational revenues   System service	445	481 ▼	7.5%	126	146 ▼	14%	149	157 ▼	5%	170	177 ▼	4%
Operational revenues   Balancing service	1,085	484 🔺	124.4%	280	117 ▲	139%	182	137 🔺		623	230 🛦	171%
Operational costs	1,587	931 🛦	70.4%	463	232 🛦	100%	341	280 ▲	22%	783	420 ▲	87%
Operational costs   System service	502	447 🔺	12.1%	183	114 ▲	60%	160	143 🔺		160	190 ▼	16%
Operational costs   Balancing service	1,085	484 🔺	124.4%	280	117 ▲	139%	182	137 🔺		623	230 🛦	171%
BIT	-56	34 ▼	-	-56	32 ▼	-	-11	14 ▼	-	11	-12 ▲	-
All operations (profit-allowed and pass-through)												
Operational revenues	2,414	1,898 🛦	27.2%	675	548 ▲	23.1%	614	594 ▲	3%	1,125	755 🛦	49%
Operational costs	2,080	1,393 🔺	49.3%	625	386 ▲	62%	499	449 🛦	11%	956	557 ▲	71%
EBITDA	335	505 ▼	33.8%	50	162 ▼	69.4%	115	145 ▼	20%	170	198 ▼	14%
Operational costs   Depreciation and amortization	234	244 ▼	4.1%	78	81 ▼	4%	78	81 ▼		78	82 ▼	4%
EBIT	101	261 ▼	61.5%	-28	81 ▼	-	37	64 ▼	,0	91	116 ▼	22%
Financial result	-14	-4 ▼	288.0%	-5	2 ▼	-	-4	-8 🛦	51%	-5	2 ▼	-
EBT	87	258 ▼	66.3%	-34	83 ▼	4.000/	34	56 ▼	40%	87	118 ▼	27%
Income tax	-22	-44 A	50.5%	0	-12 A	100%	-6	-14 A	53%	-16	-19 A	19%
Net Income	65	213 ▼	69.6%	-34	72 ▼	-	27	43 ▼	36%	71	99 ▼	28%



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