

# Duferco Energia

**Duferco** GROUP



**DUFERCO**  
**Forging New Frontiers**

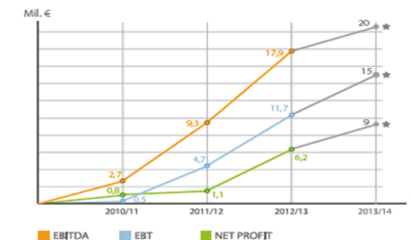
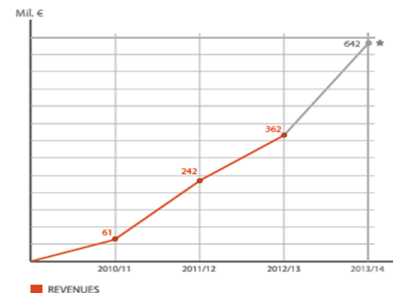
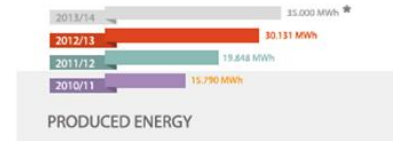
### Duferco Energia

Duferco GROUP

- Duferco Energia invested 60 mln€ in production of **renewable energy**  
=> **10.000 ZEV** can be charged
- Buys energy from **local producers** (2,5 TWh, of which about 1,5 TWh Renewable Energy)  
=> **500.000 ZEV** can be charged
- Sells **Gas** and **Power** to TOP, SME, PA, Condominiums, Domestic customers (about. 70.000 Power Point of Delivery, 30.000 Gas Point of Delivery)



DUE Energie brand is used for retail market segments and in the *green* colour identifies energy efficiency and green mobility initiatives



\* Dati di fine esercizio 2014. I dati 2015 sono di ulteriore crescita



## RATING COMMUNICATION

Milan, 05/26/2015

Cerved Rating Agency has assigned the following Public Rating:

**A2.2**

WITH INSOLVENCY PROBABILITY (AT 12 MONTHS): VERY LOW (0.3%)

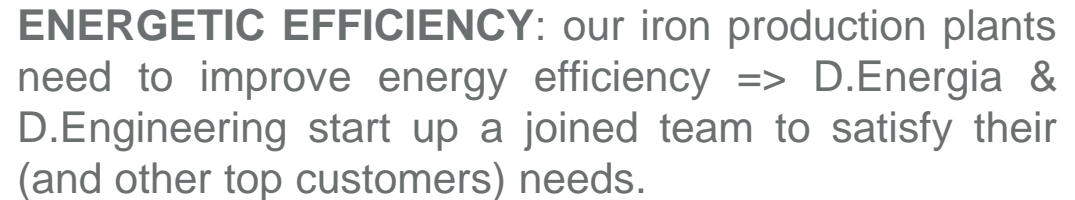
to **Duferco Energia**

The subject has been operating in the Energy Industry since 2011 and despite the persistence of the economic recession combined with the growing competitive pressure that characterizes the sector, has shown a significant increase in its turnover, recording at the same time considerable levels of profitability. Given the adequate amount of shareholders' funds the financial situation is well balanced; its total indebtedness appears definitely sustainable and the trend of the net financial debt is the result also of a careful management of the working capital, which grew slower than its revenues. Well-regarded by its counterparties, it is characterized by high creditworthiness.



The core business is being furthermore stretched in:

More capital will be assigned to trading activities enforcing also risk management and enforcing our trading department



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## **SUSTAINABLE MOBILITY**

Strategic Planning and some figures

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2015-US	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Total
Tesla Model S*	1,100	1,150	2,450	1,700	2,400	2,800	1,600	1,300	2,500	1,900	2,702	3,600	25,202
Nissan LEAF	1,070	1,198	1,817	1,553	2,104	2,074	1,174	1,393	1,247	1,238	1,054	1,347	17,269
Chevrolet Volt	542	693	639	905	1,618	1,225	1,313	1,380	949	2,035	1,980	2,114	15,393
BMW i3	670	1,089	922	406	818	551	935	792	1,710	986	723	1,422	11,024
Ford Fusion Energi	426	603	837	711	986	727	852	949	808	849	944	1,058	9,750
Ford C-Max Energi	395	498	715	553	715	667	693	723	719	695	639	579	7,591
Fiat 500e**	259	315	1,310	717	420	363	485	610	635	425	390	265	6,194
VW e-Golf	181	130	195	309	410	293	313	381	343	596	472	609	4,232
Toyota Prius PHV	401	397	473	428	727	464	584	344	216	91	44	22	4,191
Chevrolet Spark EV	86	119	151	920	283	226	57	135	157	177	166	152	2,629
BMW i8	85	113	143	138	117	137	217	210	182	149	118	656	2,265
Mercedes B-Class ED	240	109	145	158	278	242	196	172	147	81	41	97	1,906
Ford Focus Electric	85	145	140	124	165	152	135	176	145	126	93	96	1,582
smart ED	147	76	103	124	102	94	109	106	94	75	178	179	1,387
Porsche Cayenne S-E	66	71	72	88	105	88	77	83	70	125	121	137	1,103
Cadillac ELR	92	127	92	104	116	62	66	45	36	82	67	135	1,024
Kia Soul EV	69	48	63	73	108	109	59	93	105	109	83	96	1,015
BMW X5 xDrive40e										118	167	607	892
Porsche Panamera S-E	61	40	44	30	21	34	23	36	41	28	33	16	407
Tesla Model X*									6	4	5	199	214
Porsche 918 Spyder	34	14	10	28	20	29	40	22	4	0	2	0	203
Hyundai Sonata PHV**											15	145	160
Mercedes S550 PHV							10	10	17	25	21	35	118
Mitsubishi i-MiEV	3	2	10	16	18	23	12	6	3	9	4	9	115
Volvo XC90								4	0	1	7	74	86
Honda Accord PHV	28	12	5	5	5	4	1	2	0	0	1	1	64
Audi A3 Sportback e-tron												49	49
Other *	17	2	5	4	4	0	0	0	0	2	0	0	34
<b>InsideEvs</b>	<b>6,057</b>	<b>6,951</b>	<b>10,341</b>	<b>9,094</b>	<b>11,540</b>	<b>10,364</b>	<b>8,951</b>	<b>8,972</b>	<b>10,134</b>	<b>9,926</b>	<b>10,070</b>	<b>13,699</b>	<b>116,099</b>
2014 Results	5,680	7,030	9,650	8,895	12,362	12,063	11,242	12,172	10,921	9,739	9,646	13,038	122,438
<b>Worldwide*</b>	24,455	25,830	42,422	36,094	38,787	43,762	40,020	41,750	50,033	55,205	63,765	88,174	550,297



US recap:  
 2012 52.607  
 2013 97.507  
 2014 123.049





- **VEHICLE PRODUCERS and/or SELLERS** (bicycle, motorcycle-scooter, cars)



ALTRA (IVECO),  
ECOMISSION,  
CONCESSIONARIE

- **INFRASTRUCTURE PRODUCER and/or INSTALLERS**



ABB,  
ENJOYGREEN,  
ECC.

- **POWER – SERVICES VENDORS**



DUFERCO  
ENERGIA

- **MINISTERS** (MISE, MIT), **LANDS, DISTRICTS, UE, etc.**

Being a **Power Trading Company** Duferco Energia SpA today supplies:

 CHARGING SERVICE AVAILABLE ON **81 CITIES** WITH **600 STATIONS**



 MOBILITY CARD DUE ENERGIE **FLAT** WITH MONTHLY SUBSCRIPTION OR PREPAID **RECHARGEABLE** VIA **PAYPAL**

 CHARGING STATIONS FOR **PRIVATES** AND **COMPANIES**

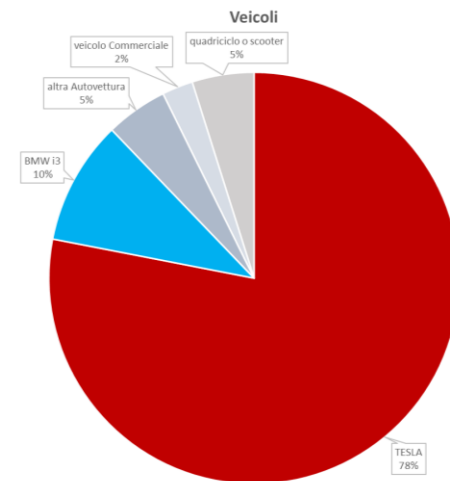
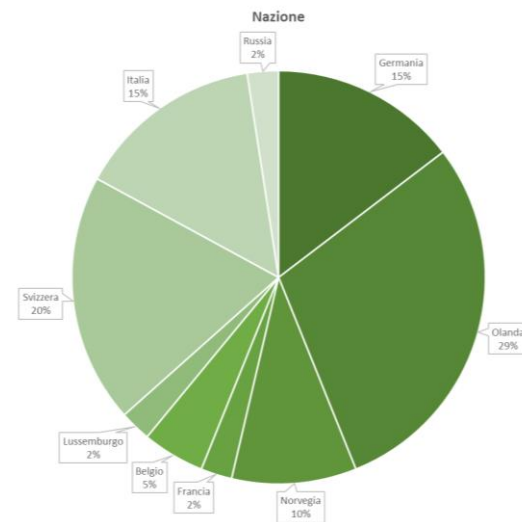
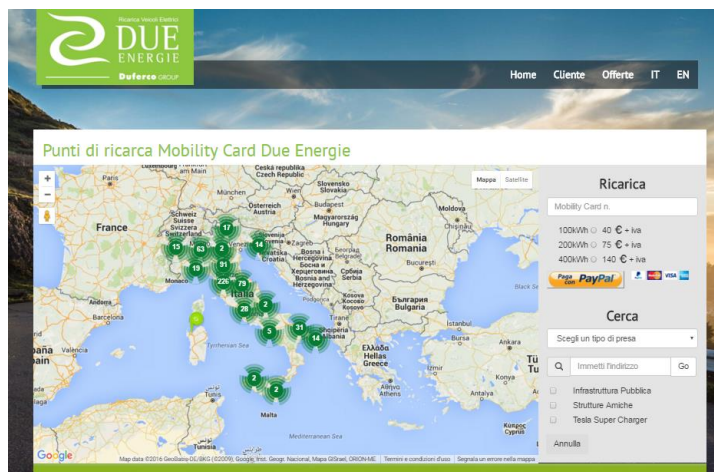


 NEW CHARGING STATIONS WITH **PUBLIC ACCESS** WHERE MARKET NEEDS



The whole development plan is based on technical interoperability with other infrastructures and roaming with other operators in order to create a tangible contribution to charging station development





Target: high demanding foreing customers



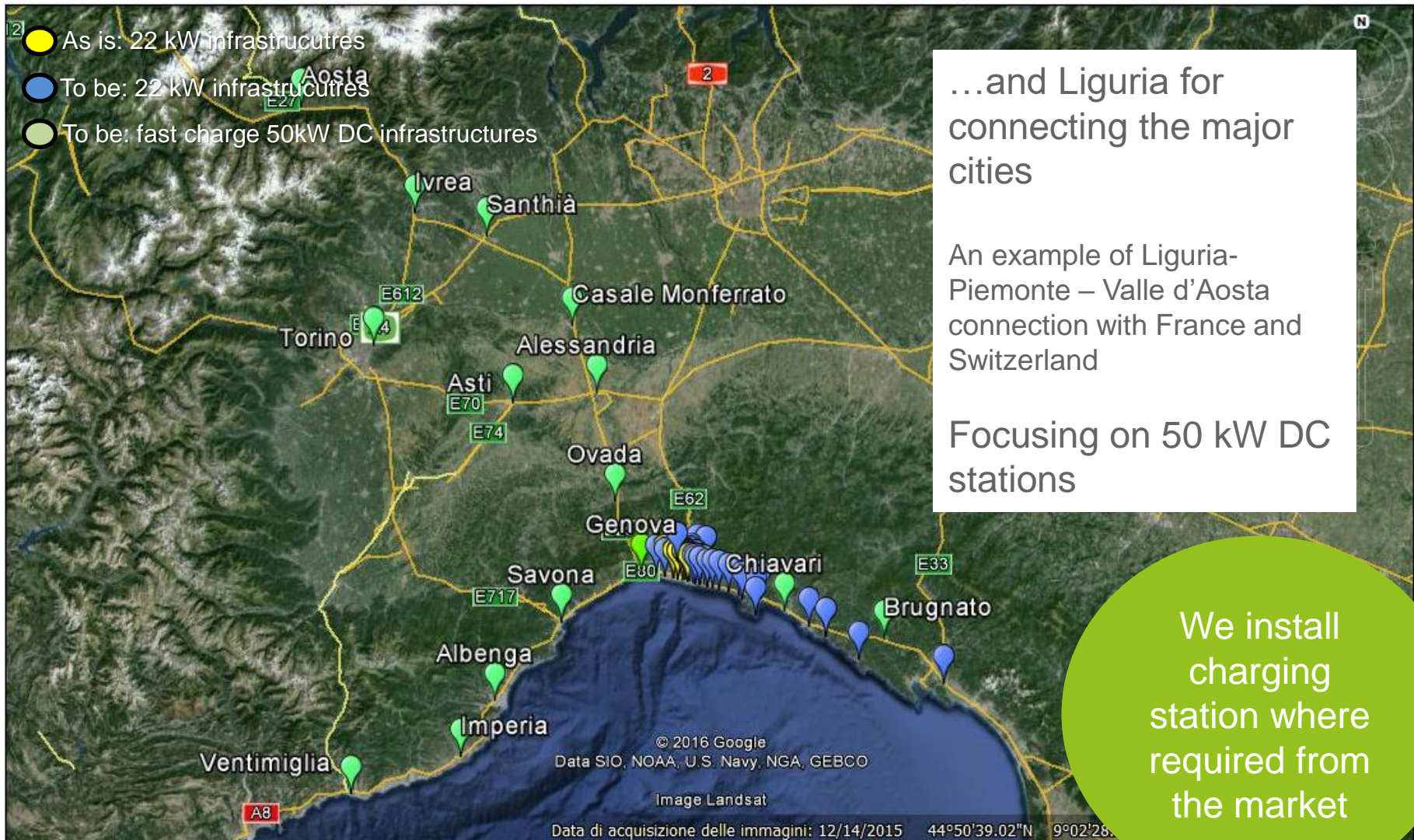
More than 80% of our customers are **TESLA** owners

More than 85% are from abroad

An example starting from Genova...









BACCARINI STEFANO

Signed by: BACCARINI STEFANO



*Ministero delle Infrastrutture e dei Trasporti*

DIREZIONE GENERALE PER LO SVILUPPO DEL TERRITORIO, LA PROGRAMMAZIONE ED I PROGETTI INTERNAZIONALI  
DIREZIONE GENERALE PER LA MOTORIZZAZIONE

2. In attuazione dei criteri di ripartizione previsti dal comma 1 e al fine di garantire il corretto utilizzo dei fondi e una distribuzione coerente delle reti di ricarica sul territorio nazionale, le risorse previste dall'articolo 1, comma 3, sono assegnate alle Regioni secondo lo schema che segue:

Regione	Riparto IMPORTO
Abruzzo	€ 524.691,74
Basilicata	€ 249.443,62
Calabria	€ 940.431,10
Campania	€ 2.743.879,78
Emilia-Romagna	€ 2.010.406,27
Friuli-Venezia Giulia	€ 539.027,58
Lazio	€ 3.211.228,16
Liguria	€ 871.619,07
Lombardia	€ 4.323.689,34
Marche	€ 593.503,78
Molise	€ 137.624,06
Piemonte	€ 2.468.631,65
Puglia	€ 1.760.441,15
Sardegna	€ 940.431,10
Sicilia	€ 2.695.137,92
Toscana	€ 1.720.300,80
Trentino-Alto Adige	€ 450.145,38
Umbria	€ 358.396,00
Valle d'Aosta	€ 74.546,37
Veneto	€ 2.050.025,12
<b>TOTALE</b>	<b>€ 28.671.680,00</b>



Liguria	€ 871.619,07
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**ENTRO IL 7 GIUGNO 2016 !**

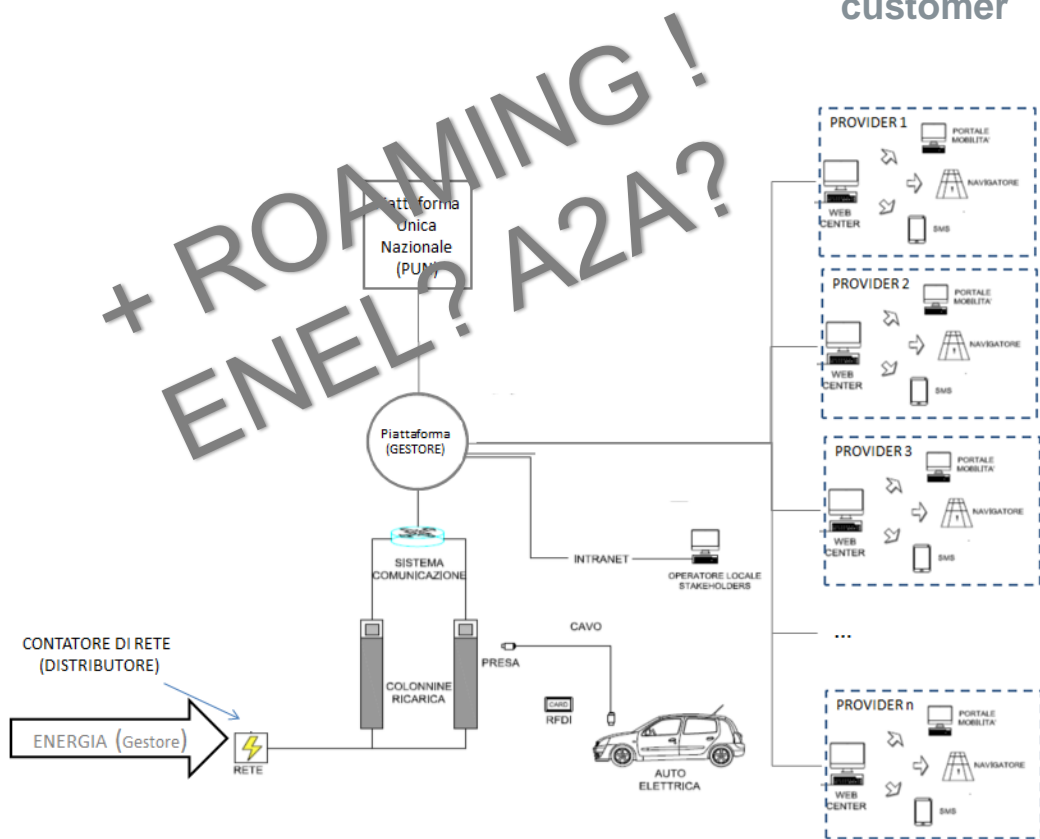
**CE LA FAREMO A NON PERDERLI  
COME TERRITORIO?**

3. Il Ministero delle Infrastrutture e dei Trasporti può modificare gli importi previsti sulla base delle proposte progettuali presentate dalle Regioni nei termini di cui all'art. 3.

**PARTE DA BOLZANO  
LA RICARICA RAPIDA  
PER AUTO ELETTRICHE  
CON INTEROPERABILITÀ**

### “POWER SALES CANNOT BE CONSIDERED A MOBILITY SERVICE”

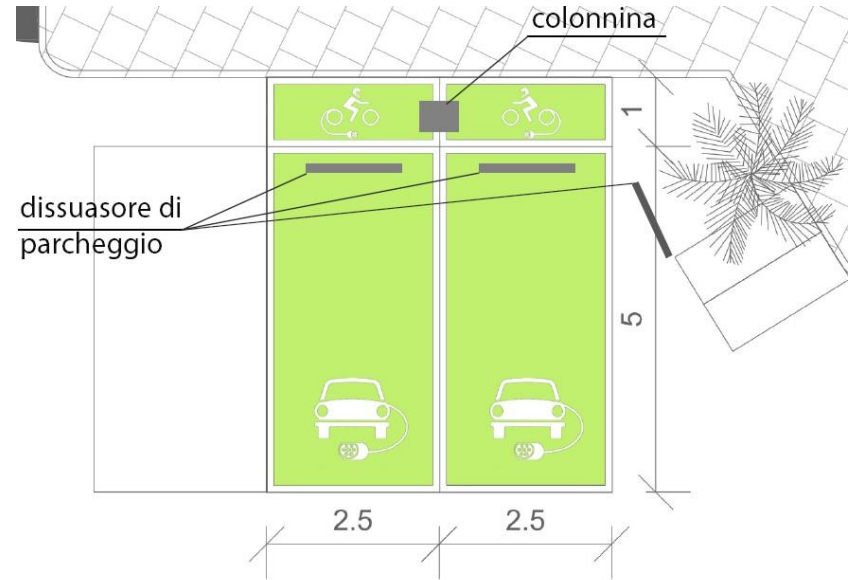
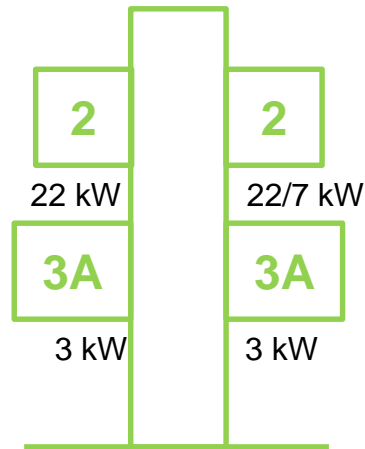
Although rules are evolving, we agree on this point in order to supply the **best service for the final customer**



### Activities that should be in charge of the Charging Point Operator:

- ) owner of POD and dispatcment (enable to sell **power**)
- ) responsible for **maintenance** of the charging points
- ) responsible for charging point **usability**
- ) allowing **roaming** with third parties (granting technical interoperability)






### Charging station with 4 charging points:

- 2xTipo 2 with 22 kW for cars
- 2xTipo 3A with 3 kW for scooters and light vehicles

### Best solution for public areas:

- With a single station 4 vehicles can be charged simultaneously;
- Two places for 2 cars and 2 places for scooters or light vehicles



E se i  
**cambiamenti**  
fossero più  
**un'opportunità**  
che un problema?

**Ing. Sergio Torre**

*Pianificazione Strategica & Controlling*

**Duferco Energia SpA**

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