



Who is Who EDA THESS

EDA THESSALONIKI-THESSALIA S.A. was founded on 30.12.2016, acting as Operator of the Natural Gas Distribution Network within the geographical areas of Thessaloniki Prefecture and Thessaly Region, as laid down in its Operation Licences, until 2043.

The above activities include the development, construction, operation, maintenance, management and exploitation of the Natural Gas Distribution Network in the geographical areas of its responsibility.

The PUBLIC GAS CORPORATION S.A. (DEPA) participates by 51% and the strategic investor company (ENI), an energy giant among the top 6 companies in the world, participates by 49% and is also in charge of the management, in EDA THESS.

The company has an extensive Natural Gas Distribution Network, starting in the south from Almyros -Volos to Chortiatis in the north and from Karditsa in the west to the Municipality of Chalkidonos and the Municipality of Thermaikos at Thessaloniki.

EDA THESS carries out its duties and tasks with equal treatment of the Distribution Network Users and End Customers, avoiding biased behavior, with organizational and operational autonomy, transparency, confidentiality in the management and use of data and information, and by applying a Compliance Program and risk management procedures.

The strategic planning of EDA THESS is based on respect for legislation, Operation Licenses and Regulatory Framework with a focus on plant safety and compliance with the Annual Maintenance Program in Distribution Networks, in accordance with the Technical Regulations.

The elements that build the success story of EDA THESS

- Effective management - Stability - Emphasis on Human Resources
- Trust of Consumers and Local Authorities
- Strategic Development Plan and Value Creation
- Return on Investment for the benefit of the Company and Consumers
- Leading to New Technologies
- Continuing Education - Personnel Training
- Model operation regarding its organizational function, its consistency on planning and supplying consumers
- Assurance of Operation of the Distribution Network and Uninterrupted Natural Gas Supply to Consumers
- Cooperation with Authorities for the configuration of the Legal and Regulatory Framework, in order to develop the natural gas market
- Strict Compliance with the Regulatory Framework
- Market Development - Creating Prospects with benefits in Local Society.

EDA THESS

the power to build a success story

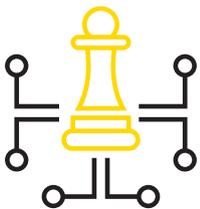


Effective **management**
Stability
Emphasis **on Human Resources**

Trust
of Consumers and Local Authorities



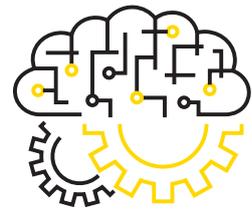
Strategic Development Plan
and Value Creation



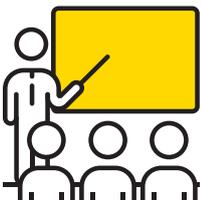
Return on Investment
for the benefit of the Company
and Consumers



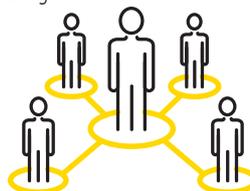
Leading
to **New Technologies**



Continuing **Education**
Personnel Training



Model operation
regarding its organizational function,
its consistency on planning
and supplying
consumers

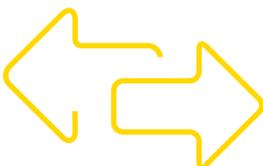


Assurance
of **Operation**
of the **Distribution**
Network

and Uninterrupted
Natural Gas Supply
to Consumers



Cooperation with Authorities
for the configuration of the Legal and Regulatory
Framework, in order to develop
the natural gas market



Strict
Compliance
with the Regulatory
Framework



Market Development – Creating Prospects
with **benefits** in **Local Society**



An ambitious Development Plan to deliver natural gas everywhere

EDA THESS continues its successful course, implementing an ambitious development plan for the 5 years 2019-2023, with a total budget of 93 million € that combines the rapid expansion of the network, connections and distributed gas volumes, with a decrease in the tariffs for consumers.

The development plan is supported by the shareholders and, in addition to developing the network in new and existing areas, provides investment in advanced technologies, modern equipment, network infrastructure and the health and safety of its people and third parties.

In particular, the 5-year development plan provides for:

- Expansion of the 4 bar network by extra 297 km
- 63,000 new connection contracts
- Distributed gas volumes of 436 million cubic meters in 2023 from 382.5 million in 2018
- 395,000 total consumer connections
- 65% of the population will use natural gas in 2023

The standard business operation, the enhanced efficiency and the digital transformation are also distinct goals of the development plan.

Along with the reliable and secure development of the network, the company's strategy is the use of technological innovations, as well as the leadership in shaping policies and actions in the regulated gas distribution environment. It should be noted that already in the period 2017 - 2018, a total of 43.1 million euro was invested in the Distribution Networks of EDA THESS, while 190 km of 4 bar and 19 bar networks were constructed.

The goal of EDA THESS is for the natural gas to reach to as many residents, households, businesses and industries in the areas under its responsibility as possible, ensuring the License areas.

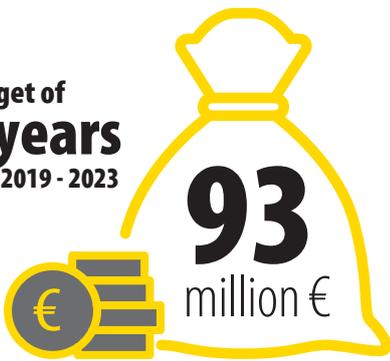
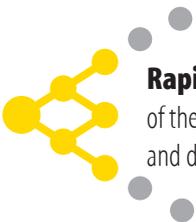
Hence, EDA THESS' plan includes the further expansion of the natural gas network to existing areas (13 municipalities in Thessaloniki and 11 in Thessaly) and the arrival of gas in new areas.

The approach of the new areas becomes through a pipeline network or the transfer of compressed natural gas (CNG).

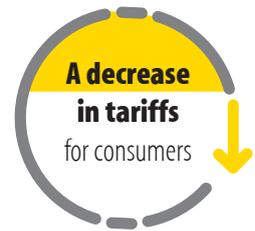
In this way, EDA THESS wants to enable residents and businesses of the new areas to benefit from the use of natural gas by reducing the financial burden compared to competitive fuels.

An ambitious **Development Plan** to deliver **natural gas everywhere**

Budget of **5 years**
2019 - 2023

Rapid expansion
of the network, connections
and distributed gas volumes



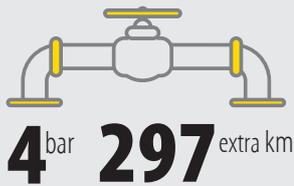
A decrease
in **tariffs**
for consumers

An increase payment
of the tax in the public sector and shareholders' dividends

2019 - 2023

The **5** year
development
plan
provides for:

Network Expansion



New connection contracts

63
thousand



Distributed gas volumes
million cubic meters

382.5

2018

436

2023

Consumers' connections

395 thousand



65% of the population
will use
NATURAL GAS in 2023



Standard business operation

Leadership in shaping policies and actions

Efficiency enhancement

Advanced technologies

Digital transformation



For the natural gas to reach to **as many** residents, households, businesses and industries in the areas under its responsibility as possible, ensuring the License areas

2018 was highly successful for EDA THESS which achieved 10/10 of its goals

2018 was a particularly successful year for the course of EDA THESS, a fact that was certified by the absolute and successful achievement of the ten business objectives that have been set by the company and concern all its activities.

More specifically, these objectives are:

- 1.** Zero accidents, in compliance with the main principle of EDA THESS.
- 2.** Compliance with the Regulatory and Legal Framework. Providing basic activity with the lowest Distribution Tariffs in Greece.
- 3.** High Penetration in the License areas. 60 % of the population is using natural gas.
- 4.** Assurance of the Company's Operational by the equal treatment of the Distribution Network Users and End Customers – Electronic System for Information Exchange (Portal Marte).
- 5.** Completion of final annual performance evaluation of the personnel.
- 6.** Consistent compliance with the Development Program and Supply of new areas, including the remote areas using compressed natural gas (CNG).
- 7.** Issuance and Granting of the Natural Gas Distribution License (OGG B' 5922/31.12.2018) and of the Natural Gas Distribution Network Operation License (OGG B' 5916/31.12.2018).
- 8.** Uninterrupted Natural Gas Supply, Assurance of Operation of the Distribution Network in the License areas and Security of Supply in the License areas.
- 9.** No new legal cases during 2018 that may have an impact - risk to the company.
- 10.** Financial Efficiency with profit before tax at 24.8 million €, surpassing the budget by 17.2%.

For 2019, the goal of EDA THESS is the investment efficiency for the benefit of shareholders, company's personnel and consumers.

EDA THESS seeks continuous training of personnel to optimize the company's services, always taking into account the values of transparency, impartiality, professionalism and cooperation throughout the performance of their duties.

The aim is for EDA THESS to remain a leader in the distribution of natural gas.

Entering 2019, EDA THESS is able to look to the future with optimism, as its solid foundations in terms of know-how and reliability combined with strong economic results and practical consumer confidence provide a good ground for further development.

1.  **Zero accidents**

5.  Completion of final annual **performance evaluation** of the personnel

7. **Issuance and Granting**

- Natural Gas Distribution License (OGG B' 5922/31.12.2018)
- Natural Gas Distribution Network Operation License (OGG B' 5916/31.12.2018)

2.  **Compliance** with the Regulatory and Legal Framework

EDATHRESS 2018
100% successful in our annual commitments

8.  **In the License areas**

Uninterrupted Natural Gas Supply
Assurance of Operation of the Distribution Network

3.  **60%** of the population is using **NATURAL GAS**

9.  **No new legal cases**

4.  **Assurance** of the Company's Operational Independence

6.  **Consistent compliance** with the Development Program

10. **Financial Efficiency**

Profit before tax  **24.8 million €**

surpassing the budget by 17.2%.