

# PRESS KIT

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## GROUP PROFILE

Edison: renewable energy, new services, and digitalization

A more sustainable energy for the future, with renewable sources, energy efficiency, new services, and digitalization. This is a new approach to energy as a crucial component of life quality and corporate competitiveness. **Innovation is the key for this future**, and Edison is taking on this challenge to keep alive the pioneering spirit that has driven the development of Europe's oldest energy company since 1884.

Today, **Edison** is among the top energy companies in Italy and in Europe. It **operates in 10 countries and employs over 5,000 people worldwide** in its two main business areas, electricity and hydrocarbons (gas and oil.)



Electricity: a clean and efficient generation fleet

Thanks to a highly efficient and diversified generation fleet, with CCGT (combined-cycle gas turbine), hydroelectric, wind, solar, and biomass power stations, **in 2015 Edison produced 18.5 TWh of electricity, accounting for 6.8% of the Italian electricity production.**

Edison is operating in the hydrocarbon industry in **Italy, Europe, in the Middle East, Africa, and South America**, thanks to **more than 100 concessions and exploration and production permits** for natural gas and crude oil, with **275.5 million barrels of oil equivalent** worth of reserves. In 2015, it imported **12.7 billion cubic metres of gas -21% of the total gas imports into Italy-** which has helped to make national energy system more secure.

## HYDROCARBONS

**257.5 Mboe**  
hydrocarbon reserves

**16.7 Mboe**  
producing hydrocarbons  
4.6 MBoe Italy  
12.0 MBoe abroad

**126 concessions**  
permits and licenses  
60 in Italy  
66 abroad

Hydrocarbon exploration, development and production in Italy and abroad



**Exploration & Production**

## Offers and innovative services for households

Edison sells electricity and natural gas to end customers, along with innovative services and energy efficiency solutions. **Over 1.2 million business and residential customers** have chosen Edison as their energy provider. Thanks to the subsidiary **Fenice**, Edison offers integrated, tailor-made solutions along the entire value chain, from the energy audit to the environmental audit, from planning, building, and turnkey management of complex energy stations to energy solutions with a small environmental footprint.

## Infrastructures for gas security

The Group is also involved in the creation of new infrastructures for gas supply for Italy and Europe, and currently manages transport, storage, and distribution of gas through its own companies. Moreover, Edison is active in the trading of electricity, gas, and commodities at large.

Edison has been part of the EDF Electricité de France group since 2012, and its saving shares are listed on the Italian stock exchange.

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# EDISON: SUSTAINABLE ENERGY FOR ITALY

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## Households at the heart of Edison's strategy

**Consumers are at the very heart of the strategic development of Edison.** This is why the offer is constantly updated with innovative services to meet the needs of an ever changing market. With more than 1.1 million customers, Edison is the number one private operator in terms of volume of energy sold on the free market with electricity and gas offers. The company strives to triple the size of its customer base by 2020 through internal and external growth.



## 2018: end of the enhanced protection service

Energy companies are trying to win on the retail market by creating a wider offer of cutting-edge services, especially because the enhanced protection service will cease to exist in 2018. This will, on the one hand, make customers a priority by creating savings for them, and on the other hand it will continue to support the categories that truly need protection.

**Edison was the first to bring electricity to Italy**, and this was a revolutionary intuition. Since 2008, this strive for innovation has been reaching the households, as shown by so many commercial initiatives the group is implementing to un-

derstand and meet the needs of the Italian population. **Edison Luce Leggera** is one of those. With this offer, the company was the first to offer to refund the yearly television fee to customers, along with products aimed at cutting consumption and saving energy.



## Monitoring household consumption and expenditure

**Energy Control** is a device for monitoring household energy consumption in real time. Customers can access their data on computers, smartphones or tablets and can easily translate KWh into €, compare their habits with those of other similar households, set daily, weekly and monthly consumption thresholds and be e-mailed when they are close to reaching those.



## ... and businesses too

Likewise, **Energy Control Business** gives businesses a chance to see consumption and electricity costs in real time, and also provides a breakdown of the consumption items and the cost for each single device. The biggest advantage for businesses is that the device helps to easily identify what best practices need to be implemented in order to keep a competitive edge.



A further service for residential customers is **Edison Netatmo**, the smart thermostat that can help save up to 25% on the gas bill for home heating. The device can be controlled remotely via an app, which can turn the heating on and off, automatically registers consumption habits, and calculates how long it takes to warm up a house -also based on the weather- so that the heating turns on only when it is necessary.



### Energy efficiency: an engine for sustainable development

The focus on sustainable development and energy saving is also strong in the industry of **energy efficiency** and large-scale **environmental services**, which in 2016 are a crucial development factor for Edison. Thanks to **Edison Energy Solutions** and to the subsidiary **Fenice**, Edison provides integrated, customised solutions along the entire value chain, from energy audit to environmental audit, from planning to building to turnkey management of complex energy facilities, to energy solutions with a small environmental footprint.

### Fenice: leader in services for large companies in Europe

With **over 80 operating sites in three countries** (Italy, Poland and Spain) and **2,000 employees**, **Fenice** is a leading company in Europe in energy services for large companies in diverse industries, from automotive to food, to energy and construction. In terms of energy efficiency, Fenice is responsible for planning, funding, building, managing, and optimising energy production and distribution facilities in order to help their customers to cut supply costs. The company also offers complex efficiency services combining diverse machinery and technologies such as co-generation, trigeneration, combined gas cycle, industrial water treatment, in order to pursue energy efficiency goals and to provide customers with the energy and the industrial fluids they need in their production process.

### Environmental services for the protection of the land

As for **environmental services**, the company offers cutting-edge solutions for waste management and land protection, with a view to cutting the costs connected with the impact of companies on the land and to promoting a more sustainable development.

It offers a full range of **integrated solutions**, from consultancy and environmental monitoring (air, soil, water, working environments, microclimate, magnetic fields) to laboratory analysis, management and intermediation for industrial waste and land restoration programmes.

Customized offers for manufacturing industry, SMEs, tertiary and public administration

Thanks to the skills offered by Fenice and Edison Energy solutions, the ESCo that has created energy efficiency solutions for, among others, Mapei, Roche and Haupt-Pharma since 2013, **Edison strives to become a key operator in the Italian energy services market**, by strengthening and diversifying its portfolio of services for small to medium-sized businesses, as well as tertiary and Public administration.

## ENERGY TRANSITION TO A LOW-CARBON PRODUCTION

A balanced generation mix of renewables and combined cycle

Edison is actively engaged in the country's energy transition towards a low-carbon production. Thanks to its highly efficient and diverse generation fleet, it produces energy with a balanced mix of wind and solar power, hydroelectric, and gas-fuelled thermoelectric power. **Its 6.9 GW installed capacity makes Edison the second operator in Italy.**

In 2015, Edison produced **18.5 TWh of electricity**, accounting for **6.8% of the entire Italian output**. Its current generation fleet consists of **72 hydroelectric power stations, 21 thermoelectric power stations, 35 wind farms, 9 solar parks, and 1 biomass power station.**



### ELECTRIC POWER



**7,0 GW**  
Net installed power

**1 HW**  
Net installed power

**18,5 TWh**  
Net power

- 48** hydroelectric plants
- 21** thermal power plants
- 35** wind farms
- 9** solar farms
- 1** central to biomassarmessi and licenses

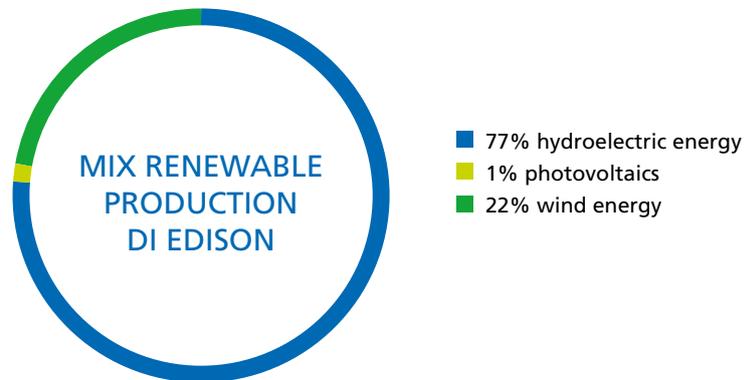
Management and development of generating electric facilities in Italy and abroad

● Power assets

## Engagement in renewables

Renewable energies account for about 25% of electricity generation of the group, which is planning on pursuing a low-carbon development in the medium term, in line with the commitments made during the Paris conference on the fight against climate change, COP21. With a view to a development that strives to curb polluting emissions, **Edison wants to raise its share of renewables to about 40% of its total energy production**, by relying chiefly on hydroelectric and wind power.

**Over the past two years Edison has strengthened its hydroelectric business** by acquiring existing facilities in the regions of Friuli, Lombardy, and Piedmont in the North of Italy, and has started building a mini-hydroelectric power station on the Adda river, the same river along which the first white coal (water)-powered stations of the group were located.



## Ranking third in wind power in Italy

Thanks to **e2i**, the company created in late 2014 in a joint project with EDF Energies Nouvelles and f2i, Edison ranks **third in wind power in Italy, with 600 MW of installed capacity**. E2i strives to become an aggregating hub for small and medium-sized operators in the renewable energies industry, besides developing its businesses by investing in new capacity.



Combined cycle gas turbine, a technology that cares for sustainability

Edison's thermoelectric generation takes the challenges of sustainable development very seriously. Its gas-powered facilities use the **combined cycle technology, which is the greenest and most efficient available**, and ensures that the national production system is **flexible enough to compensate for the irregular generation from renewable sources**. These are the reasons why natural gas is a highly environmentally friendly solution, which complements the decarbonisation policies of the energy transition. As of today, **Edison's thermoelectric installed capacity is 5,100 MW**.

Edison in Greece

Edison is active in electricity generation outside the Italian borders, mostly in Greece through **ElpEdison**, a JV with Hellenic Petroleum with two combined cycle power stations in Thessaloniki (390 MW) and Thisvi (410 MW.) Edison is also currently developing a combined cycle facility in Egypt, which will be fuelled with the gas extracted in its Abu Qir field and will produce efficient, sustainable electricity to the local market, thus helping to shrink the country's structural energy deficit.

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## STRATEGIC MANAGEMENT OF SOURCES OF SUPPLY

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Edison helps to make the domestic energy system safe by making full use of the resources of the Italian subsoil, and by ensuring the diversification of gas supply routes and sources.

A leading company in Italy and abroad

Edison ranks second in Italy in annual hydrocarbon production. The company relies on **127 concessions and exploration permits in Italy and abroad** (Algeria, Croatia, Egypt, Falkland Islands, Israel, Norway, UK), 257.5 Mboe (millions of barrels of oil equivalent) in hydrocarbon reserves, and a **8.4 Mboe** annual production for 2015.



Edison has been in the E&P business since the 1950s -exclusively in Italy, at that time. In the late 1980s the full maturity reached on the Italian market led the company to expand abroad, starting from the Mediterranean countries.

**Vega (Sicily): off-shore platform with top-notch safety levels**

Edison currently has **60 exploration and production concessions in Italy**, mostly located in the Adriatic and Sicily. **Vega A, the largest fixed off-shore platform in Italy**, is located right in the Strait of Sicily. Operating since 1987, Vega A is **the tangible proof of the high safety standards of E&P in Italy**. The field has a surface of roughly 28 square kilometres, located between 2,400 and 2,800 metres below sea level. The Vega A platform is placed on 8 pillars located around 120 metres below sea levels, produces **2,400 oil barrels a day -a total of 62 million barrels since opening**. It is estimated that once the Vega field is made fully exploitable, **it will ensure over 20 more millions of barrels of oil in the coming two decades. \*\***



**Abu Qir (Egypt): production doubled in 6 years**

**Edison’s main operations abroad are in Egypt.** It acquired the exploration, development, and production rights for the Abu Qir fields in 2009, in equal joint venture with state-owned Egyptian General Petroleum Corporation (EGPC.) After the acquisition, Edison started a requalification project to achieve **2.7 billion cubic metres of gas, and almost 3 million barrels of liquid equivalent (condensed and gpl) per year**, thanks to an additional platform and nearly 30 kilometres of underwater pipelines. **Edison strives to create an integrated presence in Egypt**, ranging from hydrocarbon E&P to electricity generation, as shown by the joint development agreement signed with the local QALAA Energy group with a view to building a 180 MW thermoelectric power station to produce energy for the local market.

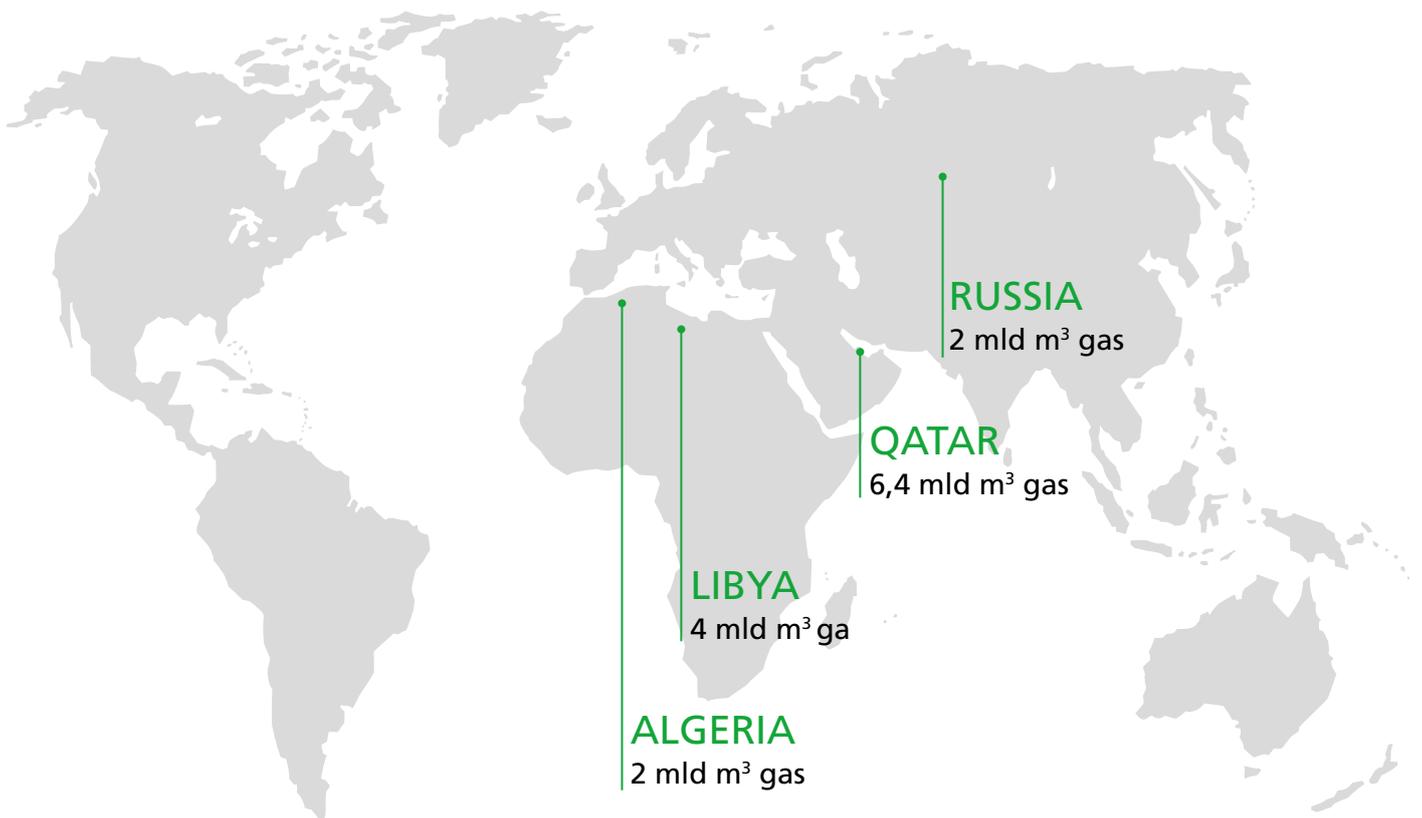
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## KEY INFRASTRUCTURES FOR THE EUROPEAN ENERGY SYSTEM

### Strategic management of sources of supply

Edison guarantees safe, flexible, and competitive gas supply for its customers, the country, and Europe, thanks to long-term contracts with some of the top producers: **Algeria** (2 billion cubic metres of gas)\*, **Libya** (4 billion cubic metres)\*, **Qatar** (6.4 billion cubic metres)\*, and **Russia** (2 billion cubic metres.)\* In 2015, Edison imported **12.7 billion cubic metres of gas, covering 21% of the total national gas imports.**

\*amounts contracted per year



### Adriatic LNG regasification terminal: new routes for gas imports

Through the **Adriatic LNG regasification terminal**, off the coast of Rovigo, the company has broadened Italy's natural gas supplier portfolio by opening up routes from Qatar. Imported gas currently reaches Italy through four methane pipelines which are physically connected to the supplier countries (Algeria, Libya, Northern Europe, Russia.) The regasification terminal is open to gas coming in from any country, which makes this a strategic facility for Italy. 80% of the terminal's capacity (6.4 billion cubic metres/year) depends on a long-term contract on the supply from Qatar and is destined to Edison, while the remaining 20% is available to the market. With a regasification capacity of **8 billion cubic metres a year, the terminal can cover more than 10% of the domestic gas need.**



### ITGI-Poseidon and East-Med for Russian and Middle-Eastern gas

Edison is working to open new routes for gas supply, with a view to diversifying the sources of supply. Among other things, the company is working on the **project for a gas pipeline connecting Greece and Italy**, with a view to opening a new Southern route to import gas from various areas, including Russia and the Eastern Mediterranean countries, to Italy and the rest of Europe.

**ITGI-Poseidon is the first leg in this gas pipeline project**, which is destined to connect the Greek/Turkish border to Italy, with a maximum transportation capacity up to 20 billion cubic metres of natural gas per year. This leg may be connected to a further interconnection project, the East-Med (between Cyprus and Greece), to take advantage of the huge quantities of gas discovered in the Eastern Mediterranean coming in from Egypt, Greece, and Israel in particular. The EU has designated ITGI-Poseidon and East-Med as Projects of European Interest, the highest degree of priority for infrastructure projects.

## INFRASTRUCTURE



**4**  
pipeline projects

Infrastructure development of gas transportation Italy and abroad

**3**  
storage centers

**1**  
GNL terminal (8mld m3/year, of which 6,4 m used by Edison)

Managing transport storage and distribution gas in Italy (Gas regulated assets)

**80 km**  
of pipelines in high pressure  
**3.626 km**  
pipeline in low and medium pressure

## Presence in the regulated gas storage, transportation, and distribution sectors

The company is also active in the regulated businesses of gas storage, transportation, and distribution through the subsidiaries **Edison Stoccaggio** and **Infrastrutture Distribuzione Gas**. Edison Stoccaggio is responsible for the natural gas storage centres of Collalto, Cellino, and San Potito Cotignola, providing an overall capacity of **750 million cubic metres of gas per year**. **Infrastrutture Distribuzione Gas** distributes some **300 million cubic metres of natural gas for civil and industrial use** to 150,000 users in Northern and Central Italy through medium and low-pressure pipe systems. Both activities are regulated and under regulation and control by the Italian Regulatory Authority for Electricity, Gas, and Water (AEEGSI), which is in charge of establishing allowed revenues, recognised operating costs, quality and safety parameters, as well as the rules for the access to networks.



Edison serves as the expertise centre for gas-related activities for the whole Edf group.

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## RESEARCH AND DEVELOPMENT FOR THE FUTURE OF ENERGY

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The ability to innovate and provide cutting-edge solutions is crucial to keep energy companies competitive. Edison supports its business through an **Research, Development & Innovation Department (RD&I)** and a **research centre based in Trofarello (Turin Area)** which is in charge of developing systems in various energy-related areas, including hydrocarbons with the new hydrocarbon labs organized in 2015 in association with the Polytechnic University of Turin and the University of Milan-Bicocca.



### Across-the-board research in the energy industry across the board

Within the framework of **renewable energies**, Edison is developing solar power storage solutions connected to glass walls covered in thin film, with a view to making buildings energy self sufficient. In cooperation with the Eifer Institute (Karlsruhe, Germany) and the Energy Department of the Polytechnic University of Turin, it is studying a ceramic material for **cogenerators** which should produce electricity directly from household gas. The Domus reproduces a realistic living space with a kitchen, a living room and a laundry room, and recreates the energy consumption of the average household in order to test and improve the performance of Energy control. Researchers at the Trofarello research centre, together with their colleagues at IIT (the Italian Institute of Technology) are also studying the possibilities for using **nanostructured materials** in water reclamation, besides developing increasingly efficient algorithms for studying rocks and acquiring 3D images.

### A worldwide network of partnerships

The Research, Innovation and Development Centre in Trofarello, Italy, is a leader in research in new energy efficiency and environmental safety solutions, working in close cooperation with EDF's R&D division. The division is responsible for a broad network of **national and international partnerships**, among which with Stanford University, the University of Pisa, the University of Milan-Bicocca, and the Italian Institute of Technology in Genova. These partnerships focusing respectively on simulation and forecast of fields, on the development and implementation of algorithms for processing seismic data, on the development of soft computing techniques, and on **nanostructured materials**.

### Research is promoted within the company

In order to spark new ideas, Edison has created an informal tool to encourage the development of employees' intuitions and support their growth. This tool, called **Innovation Lab**, is a system the RD&I division takes part in by sharing knowledge. This helps employees who have great ideas to find support from colleagues with different specialties and know-how, to build on their ideas and make them complete. Once the project is fully defined, it will be

## THE GROUP'S ECONOMIC AND FINANCIAL PROFILE

### 2015 results

Despite the difficulties of the market, Edison closed 2015 with positive operating results, proving its ability to successfully facing the challenges posed by the Italian economy. Within a context of enduring weakness characterised by stagnation of consumption, exceptionally low prices, and strong pressure on margins, **Edison has had a revenue of € 11,313 million** against € 12,325 million in the previous year. The result was chiefly impacted by the performance of the electricity section, which has suffered a turnover contraction due to lower sales volumes and average selling prices. **Revenues from hydrocarbons have grown by 6.7% reaching € 5,512 million** (against € 5,168 in 2014) thanks to higher sales volumes offsetting the lower selling prices.

### Industrial performance on the rise

**The EBITDA has spurred to € 1,261 million** from € 814 million in 2014, due to the positive outcome of the arbitration on gas supply from Libya and to the plan for cutting operating costs, which have seen a 12% drop in 2015, the perimeter being equal. All of this managed to balance out the negative impact of the plummeting oil prices, the shrinking margins of the thermoelectric field, and the shrinking hydroelectric output after the excellent levels of 2014.

### Market context and its impact on the net income

**The EBIT has shrunk by € 729 million** (against + € 292 million in 2014) as a consequence of non-recurring depreciations, with no impact on cash, deriving from the impairment process that aligned assets to the low profitability of the energy markets. Depreciations have considered the expected market scenario -both for brent and for the prices of electricity and gas- and the ensuing pressure on the margins of both industries. As a result, the Group's net result has recorded a € 980 million loss (versus a € 40 million increase in the previous year.)

### Financial soundness and debt/EBITDA ratio close to 1

**Net financial debt as of 31 December 2015 was € 1,147 million**, against € 1,766 million at the end of 2014. **The positive cash flow (over € 600 million in 2015)** is worth pointing out, as it contributes to the group's financial soundness (debt/EBITDA ratio close to 1.)

#### EDISON GROUP HIGHLIGHTS

<i>Millions of €</i>	FY 2015	FY 2014
<b>Sales revenue</b>	11.313	12.325
EBITDA	1.261	814
EBIT	(795)	292
Net income of Group	(980)	40

# A HISTORY THAT STARTED IN 1883

## Innovation and progress for over 130 years

**1883**

The Santa Radegonda becomes operational in Milan and La Scala is lit up by electricity for the first time

**1885**

Edison provided the first street lighting to the city of Milan

**1893**

Edison powered the first tram line

**1931**

Edison brought gas into homes

**1951**

Edison inaugurated the highest dam in Europe, Santa Giustina

**1953**

Edison opened the first customer care hotline in Italy

**1962**

nationalization of energy

**1966**

merger between Edison and Montecatini resulted in Montedison

**1979**

creation of a new company, Selm

**anni '90**

Edison first to introduce in Italy the combined gas cycle

**2008**

Edison build the first off-shore regasification terminal in the world, in Rovigo

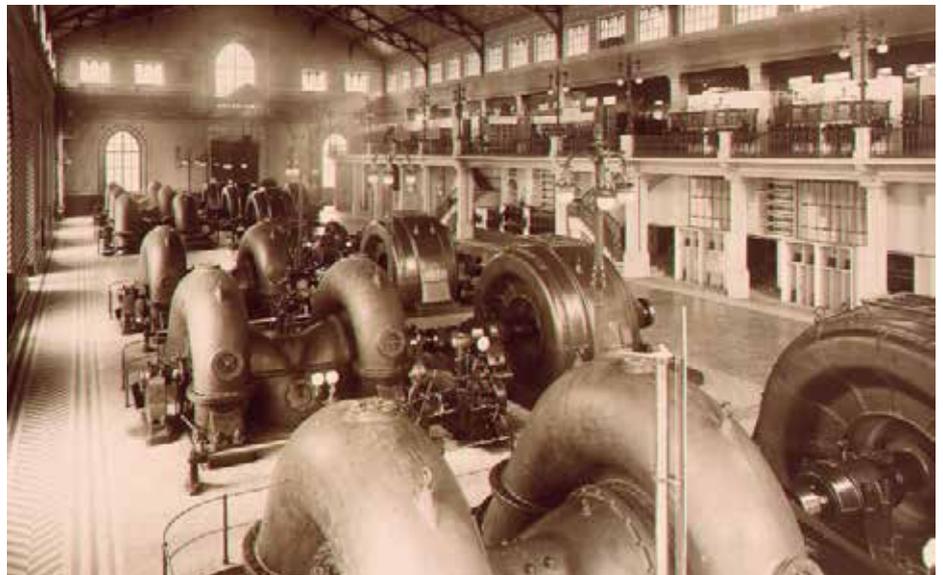
**2012**

Edison joined the EDF Group, first producer of renewable electricity in Europe

**2016**

Edison announces the new strategy focused on customers

**Edison is one of the oldest industrial companies in Italy.** Formally founded in 1884, its operations started one year earlier with the opening of the first power station in continental Europe inside the building that used to house the Santa Radegonda theatre, right in the centre of Milan. The history of Edison is full of technological records -and more. In over 130 years, this company has had a pivotal role in spreading electricity and helping the industrial development of the whole country.



In 1885, **Edison provided the first street lighting to the city of Milan**, in 1893 it powered **the first tram line**, and in 1931 **brought gas into homes**. As early as after the first world war, the company could boast the broadest, most advanced generation fleet in Italy, one of the largest in Europe. In 1951, it inaugurated **the highest dam in Europe -Santa Giustina-** and two years later it opened **the first customer care hotline in Italy**.

## Maria Artini, Ferruccio Parri, and Ermanno Olmi

Edison's long history of records is also linked to a few key people who perfectly epitomise the human quality of the company. In 1919, Edison hired **Maria Artini**, the first woman to complete an Electronic Engineering degree. She was followed in 1931 by **Ferruccio Parri**, who would go on to be the first prime minister of post-war Italy, and in 1947 by a very young **Ermanno Olmi**. Between 1953 and 1961, well before making his name as a director, he created the corporate cinema group and used his first camera, which he was gifted from the management team, to shoot over 40 short movies documenting the construction of the big alpine dams and the conditions under which the builders were working.



## From the nationalisation of energy to Montedison

Edison went through the nationalisation of energy in 1962. By that time, the company had already broadened its business and ventured into the chemical industry. It was forced to sell its electricity production and sales businesses and was only allowed to keep the power stations to power the group's industrial facilities. In 1966, the merger between Edison and Montecatini resulted in **Montedison**, the largest industrial chemical corporation in Italy. In 1979, Montedison's electricity assets -21 hydroelectric power stations and 2 thermoelectric power stations- flow into a new company, called Selm. Four years later, Selm is listed on the Italian stock exchange.

**In the 1990s, Edison brought combined gas cycle, the most efficient and greenest technology, to Italy for the first time.** The long series of records was topped in 2008 with the **first off-shore regasification terminal in the world**, in Rovigo. In that same year, Edison launched its **first offer for household customers**, which marked its comeback into the residential market and was so successful that it led to the launch of gas offers for households the following year.

## Shareholding

Meanwhile, in 1991 Selm had been renamed with the historic name Edison. Ten years later, Italennergia (a corporate vehicle created by Electricité de France, Fiat, Tassara, Banca Intesa, and San Paolo IMI) launched a takeover bid for Montedison and Edison and takes control of them, with a view to creating the second energy operator in Italy by laying off Montedison's non-energy businesses. In 2002 the merger of Edison, Fiat Energia, Sondel and Montedison resulted in a new company called Edison. In 2005, Edison is taken over by Transalpina di Energia, an equal joint venture of EdF and Delmi, a group of Italian investors led by A2A. **In May 2012 EDF, leader in electricity at European level, took over the company and in the summer it launched a takeover bid with a view to delisting the company.** Edison's saving shares are listed on the Milan Stock exchange. Edison is subjected to market obligations, and in 2016 it **has become the first group in Italy with a predominantly female board of directors.**

## Today's challenges

Today Edison is a leading national operator in electricity and gas, and the most trustworthy alternative to the incumbents on the liberalised Italian market. 2018 will mark the full liberalisation of the energy and gas market, with the end of the enhanced protection market and the obligation for customers to choose among the operators on the market. Edison sees this moment as a huge chance for further development, and is developing increasingly **competitive and reliable services and offers**, as it is in the company's tradition and proved by its long history of records.

## The company at a glance (as of 31.12.2015)

<b>Company name</b>	Edison Spa
<b>Registered office</b>	Foro Buonaparte, 31 - Milan (Italy)
<b>Shareholding</b>	EDF Group 99,476%
<b>Business</b>	Electricity and hydrocarbons
<b>Employees</b>	5,000
<b>CEO</b>	Marc Benayoun
<b>Electricity assets</b>	72 hydroelectric power plants 21 thermoelectric power plants 35 wind farms 9 solar parks 1 biomass power plant
<b>Electricity generation</b>	18,5 TWh of electricity accounting for 6.8% of the national output
<b>Hydrocarbon reserves and production</b>	Production of 8.4 million barrels of oil equivalent, 257.5 million barrels of oil equivalent in reserves
<b>Hydrocarbon licences</b>	127 concessions, permits, and exploration licences
<b>Gas supply</b>	12.7 billion cubic metres of gas, accounting for 21% of the national gas imports
<b>Storage</b>	3 gas storage centres: Collalto, Cellino, San Potito and Cotignola
<b>International presence</b>	Algeria, Belgium, Bulgaria, Croatia, Denmark, Egypt, England, Greece, Holland, Hungary, Israel, Italy, Norway, Poland, Romania, Spain, Turkey