

# Press release



Paris, 8 November 2016

## Q3-2016 turnover

*Ongoing strong growth in business of +78.4%*  
*Customer acquisition rate still buoyant*  
*Confirmation of annual objectives*

<i>in millions of euros</i>	<b>2016</b>	<b>2015</b>	<b>Change</b>
<b>Q3 revenue</b> <b>(including margin on energy management)</b>	<b>322.3</b>	<b>180.6</b>	<b>+78.4%</b>
<b>9-month revenue (*)</b> <b>(including margin on energy management)</b>	<b>1,185.8</b>	<b>686.3</b>	<b>+72.8%</b>

*Unaudited accounts*

*(\*) contribution by segment detailed in appendix 1*

### Ongoing strong growth in turnover

Q3 turnover was up by a record 78.4% compared to Q3 2015, standing at €322.3 million. Over nine months, the Group's revenue amounted to €1.18 billion (up 72.8% compared to the same period in 2015) thanks to the excellent performance achieved across all business segments. In particular, the Bayet Power Plant, acquired in December 2015, contributed with production of 265 GWh in Q3.

### Commercial growth further stepped up

With the acquisition of 206,000 new customer sites over the period, the Group further stepped up its customer acquisition rate (+10.8%) compared to Q3 2015, which had already recorded a sharp rise with 186,000 acquisitions. The "Residential" segment remained buoyant with 185,000 new customer sites compared to 164,000 for the same period the previous year.

At end-September 2016, the Group's customer portfolio in France stood at 1,958,000 sites versus 1,592,000 at the start of the year (+23%).

### Confirmation of annual objectives

With ongoing commercial development against a backdrop of controlled growth, the Group confirms its objective of annual turnover exceeding €1.5 billion in 2016, a customer base of over 2 million sites, and current operating income of around €85 million.



## **Increased financial flexibility of the Group**

On 27 October, the Group announced the successful completion of a new €68 million private placement bond issue with institutional investors. The transaction was cleared as planned on 4 November. While reinforcing the Group's financial flexibility, this operation also supports the commercial and industrial development, particularly in anticipation of the completion of the acquisition of a second 400 MW Natural Gas Power Plant in Belgium at the year end at the earliest.

### **Next publication:**

*2016 annual results: 13 March 2017, after the markets close*

### **About Direct Energie**

Third-largest French electricity and gas provider, the Direct Energie Group has already acquired and earned the trust of more than 1.9 million residential and professional customer sites in France and Belgium (under the Poweo brand). An integrated energy provider, Direct Energie is involved in the production and supply of electricity and gas, as well as the sale of energy services to its customers.

Direct Energie has based its success of over thirteen years on its technical expertise, its outstanding customer relations and its capacity for innovation.

In 2015, the Group generated consolidated revenue of just over €1 Bn and supplied 11.4 TWh of energy.

For more information: [www.direct-energie.com](http://www.direct-energie.com)

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## Appendix 1 : segment information (\*)

<i>In thousands of euros</i>	Commercial trade		Production	Total		Total
	France	Belgium	France	France	Belgium	
<b>Revenue 30/09/2016</b>						
Revenue from ordinary activities	1,156,884	22,260	6,699	1,163,583	22,260	1,185,844
<b>Revenue 30/09/2015</b>						
Revenue from ordinary activities	681,991	3,764	508	682,499	3,764	686,263

(\*) unaudited accounts