

Press release

Paris, 10 May 2017

Q1-2017 revenue

Continued strong business growth: +25.7%
Record customer acquisition: 240,000 new sites

€ m	Q1 2017 (*)	Q1 2016	Change
Revenue from ordinary business (**)	648.5	516.0	+ 25.7%
<i>of which revenue excluding energy management margin</i>	<i>616.7</i>	<i>509.7</i>	<i>+ 21.0%</i>
<i>of which energy management margin</i>	<i>31.8</i>	<i>6.3</i>	<i>x5</i>

() unaudited figures, estimated turnover*

*(**) details of contribution by segment in Appendix*

Striking commercial growth once again

Q1-2017 revenue shows once again strong growth of +25.7% compared to the same period in 2016, and reaches €648.5 million. Supported by all business segments, increase on a like-for-like basis (+24.3% to €641.4 million) is all the more impressive as it compares to record growth of +62% over the same period in 2016.

Among the highlights is the upswing in power production, recognized in energy management margin, under the combined effect of the first contribution from the Marcinelle combined gas cycle power plant of €7.1 million, with production of 425 GWh, and the Bayet combined gas cycle power plant which contribution is multiplied by 5 to reach €25.5 million (production of 505 GWh).

Continued momentum for sales

With 233,000 customer sites acquired in France, the Group confirms its ability to continue the sales growth over extended periods. This new acceleration is mainly driven by the residential segment with 202,000 new customer sites, as compared to 138,000 over the same period in the previous year (+46.4%). This performance enables the Group's French customer portfolio to increase by 7.9% compared to 31 December 2016 with 2,227,000 customer sites at 31 March 2017.

As a reminder, Q1 2016 fully benefited from the termination of regulated "yellow" and "green" tariffs whose implementation starting 1 January 2016 exceptionally boosted commercial acquisitions in the "Major Accounts" segment with 66,000 new sites as compared to 21,000 for Q1 2017.



2017 outlook

Based on these Q1 commercial achievements, the Group confirms its 2017 annual targets:

- A portfolio of 2.5 million customer sites;
- Revenue of €2,000 million at seasonal average temperatures and;
- Current operating profit of €100 million at seasonal average temperatures.

Next publication:

H1-2017 revenue and results: 27 September 2017 after market

ISIN Code: FR0004191674 / Mnemonic: DIREN / Euronext Paris, Compartment A

About Direct Energie

Third-largest French electricity and gas provider, the Direct Energie Group supplies, in France and Belgium (under the Poweo brand) more than 2.1 million residential and non-residential customer sites. As an integrated energy actor, Direct Energie produces power, supplies gas and electricity, and sells energy services to its customers. Direct Energie's success has been underpinned for more than 14 years by its technical expertise, excellent customer relationships and innovation capacity.

In 2016, the Group generated consolidated revenues of €1,692.4 million and delivered 19.8 TWh of energy.

For more information, visit our website: www.direct-energie.com

Press contact:

Image Sept

Grégoire Lucas - glucas@image7.fr - Tel +33 (0)1 53 70 74 94

Marie Artzner - martzner@image7.fr - Tel +33 (0)1 53 70 74 31 or +33 (0)6 75 74 31 73

CM CIC Market Solutions

Stéphanie Stahr – stephanie.stahr@cmcic.fr - Tel +33 (0)1 53 48 80 57

Direct Energie

Mathieu Behar – mathieu.behar@direct-energie.com - Tel +33 (0)6 12 48 85 85

Segment reporting

<i>In thousands of euros</i>	Commercial Trade		Production		Total		Total
	France	Belgium	France	Belgium	France	Belgium	
Revenue at 31 March 2017 (*)							
Revenue from ordinary activities	604,724	11,070	25,553	7,117	630,277	18,187	648,463
Revenue at 31 March 2016							
Revenue from ordinary activities	502,529	8,448	5,060	-	507,589	8,448	516,037

(*) *Estimated revenue*