

## Press release

Paris, 7 November 2017

### Q3-2017 revenue

*Sustained commercial growth  
Pace of customer acquisitions on the rise again  
Annual target of 2.5 million customer sites achieved one quarter in advance*

<i>In € millions</i>	2017	2016	Change	Change restated for regulatory items (1)
<b>Q3 revenue including energy management margin</b>	<b>363.9</b>	322.3	<b>+13%</b>	<b>+20%</b>
<b>9 month revenue including energy management margin (*)</b>	<b>1,369.9</b>	1,185.8	<b>+16%</b>	<b>+19%</b>

*Unaudited data,*

*(\*) Contribution by segment presented in detail in the Appendix*

#### Continued rise in revenue thanks to the commercial dynamic

Q3-2017 revenue posted solid growth to stand at €363.9 million, driven in particular by sales activity that remained very strong. Restated for regulatory items which positively impacted Q3-2016, and to a lesser extent Q3-2017 revenue, the growth reaches +20%.

Over the first nine months of 2017, growth in business, restated for these regulatory items, amounted to 19%, resulting in revenue of €1,369.9 million. The production segment, which is included in the Group's energy supply strategy, contributes to this performance for an amount of around €41.2 million.

With almost 2,503,000 customer sites at end of September, the Group reaches its 2017 annual target one quarter ahead. This achievement is mainly driven by customer site acquisitions in France (248,000 vs 206,000 in Q3 2016, +20.4%), market on which the Group now supplies 2,440,000 customer sites (a 25% increase compared to end of September 2016). Even though the residential segment is still a major contributor with 231,000 acquisitions over the quarter, the Group continues to gain market shares on the non-residential segment reminding the year 2016 was a particularly successful period in terms of acquisitions thanks to the termination of the regulated tariffs for these specific consumers starting 1 January 2016.

(1) *The Q3-2016 revenue benefited from favourable regulatory items for an amount of €21.8m (of which €14.2m of retroactive tariff billing following a State Council decision, and €7.6m with respect to a network service agreement that ended in September 2016). The same impacts amounted to €43.5m over the first nine-months 2016. In 2017, a billing complement related to the retroactive tariff adjustment also had a positive impact on the revenue. (€2.8m on Q3, and €5.7m on the first nine months)*



## **2017 annual targets confirmed**

This continued commercial development enables the Group to confirm its annual revenue target of €2 billion, and a current operating income of €100 million subject to temperatures in line with seasonal normals over Q4 2017.

### **Next publication:**

*2017 annual revenue: 28 February 2018 after stock market*

***ISIN code: FR0004191674 / Ticker symbol: DIREN / Euronext Paris, Compartment A***

### **About Direct Energie**

Third-largest French electricity and gas provider, the Direct Energie Group supplies more than 2.5 million residential and non-residential customer sites in France and Belgium (under the Poweo brand). Direct Energie is an integrated operator that produces and supplies electricity and gas, as well as selling energy services to its customers. The Group's success has been underpinned for more than fourteen years by its technical expertise, excellent customer relations and capacity for innovation.

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

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

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## Segment reporting (\*)

*In thousands of euros*

	Commercial Trade		Production		Total		Total
	France	Belgium	France	Belgium	France	Belgium	
<b>Revenue at 30 September 2017</b>							
Revenue from ordinary activities	1,300,773	28,002	30,057	11,117	1,330,830	39,119	1,369,949
<b>Revenue at 30 September 2016</b>							
Revenue from ordinary activities	1,156,884	22,260	6,699	-	1,163,583	22,260	1,185,844

(\*) Unaudited data