

## Press release

Paris, 14 May 2018

### Q1 2018 turnover

Increase in activity: **+25.7% at €489.8m**

Ongoing commercial growth in France: **287,000 customer sites acquired**

€ m	Q1 2018	Q1 2017 (**)	Change
<b>3 Month Revenue from Ordinary Business (*)</b>	<b>489.8</b>	<b>389.8</b>	<b>25.7%</b>
<i>Of which Revenue excluding Energy Management margin</i>	<i>483.5</i>	<i>358.0</i>	<i>35.1%</i>
<i>Of which Contribution of Energy Management margin</i>	<i>6.3</i>	<i>31.8</i>	<i>-80.2%</i>

(\*) unaudited data, estimated revenue, breakdown by segment presented in the Appendix

(\*\*) retroactive application of the implementation of IFRS 15 in the 2017 financial year

#### Expanding activity

Q1 2018 turnover posts again a strong growth, reaching €489.8m. This new 25.7% increase compared to Q1 2017 is due to:

- the continued sales momentum in France which results in a 26.4% increase in the contribution of the Commercial Trade segment to €451.5m (€357.1m for the same period in 2017);
- the first contribution of the Renewable Energy segment at €32.1m following the consolidation of Quadran Group starting 31 October 2017;
- the decrease in the production of flexible assets (Bayet and Marcinelle gas power plants) to 430 GWh compared to 930 GWh in Q1 2017, which translates with the decline in the Production segment to €6.3m compared to €32.7m over the same period in 2017. The main explanation comes from a change in the market price environment: indeed, whereas wholesale electricity prices have been relatively stable over Q1 2018, the first months of 2017 were marked by strong volatility notably due to the unavailability of the nuclear plants.

## Continued commercial growth in France

The Group acquired 287,000 customer sites during the first quarter, significantly higher than Q1 2017 which was already a record with 233,000 new sites.

The momentum mainly remains driven by the Residential segment (207,000 customer sites acquired), but also by the "Large account" under segment with the acquisition of 67,000 sites compared to 21,000 over the same period in 2017. This performance confirms the Group's strategy to continue its development in a balanced way across all consumer segments.

As of 31 March 2018, the customer portfolio amounts to 2,704,000 sites, up 5.7% compared to 31 December 2017.

**ISIN code: FR0004191674 / LEI code: 969500AZY2G5SSJC5G90**  
**Ticker symbol: DIREN/ Euronext Paris, Compartment A**

### About Direct Energie

As France's leading alternative energy player, Direct Energie positions itself as the energy operator of the 21st century by focusing its strategy on customer satisfaction, innovation and the development of the energies of the future. Operating in France (continental and overseas territories) and Belgium, the Group supplies electricity and gas to over 2.6 million residential and non-residential customer sites. Direct Energie also produces electricity through renewable production facilities (onshore wind, solar, hydraulic, and biogas) and conventional plants (natural gas combined cycle), located throughout the region. In 2017, the Group achieved consolidated revenue of €1,966 million (€1,141 million restated with the impact of the implementation of the standard IFRS 15, mandatory as from 1 January 2018).

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

### Press contact Image Sept:

Grégoire Lucas – [gregoire.lucas@image7.fr](mailto:gregoire.lucas@image7.fr) - Tel + 33 (0)1 53 70 74 94

Marie Artzner - [martzner@image7.fr](mailto: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](mailto:stephanie.stahr@cmcic.fr) - Tel + 33 (0)1 53 48 80 59

### Direct Energie

Investor Relations: Mathieu Behar – [mathieu.behar@direct-energie.com](mailto:mathieu.behar@direct-energie.com) - Tel +33 (0)1 73 03 74 16

Press Relations: [relations-presse@direct-energie.com](mailto:relations-presse@direct-energie.com) – Tel +33 (0)1 73 03 78 72

### Segment reporting (\*)

<i>In thousands of euros</i>	Commercial Trade		Production		Renewable Energies	Total		Total
	France	Belgium	France	Belgium	France	France	Belgium	
<b>Revenue at 31 March 2018</b>								
Revenue from ordinary activities	444,528	6,973	3,691	2,576	32,059	480,278	9,549	489,827
<b>Revenue at 31 March 2017 (**)</b>								
Revenue from ordinary activities	350,893	6,206	25,553	7,117	-	376,446	13,323	389,768

(\*) unaudited data,

(\*\*) retroactive application of the implementation of IFRS 15 in the 2017 financial year