

## Shaping tomorrow everyday

FULL YEAR 2022 RESULTS AND BUSINESS PLAN AT 2030 UPDATE

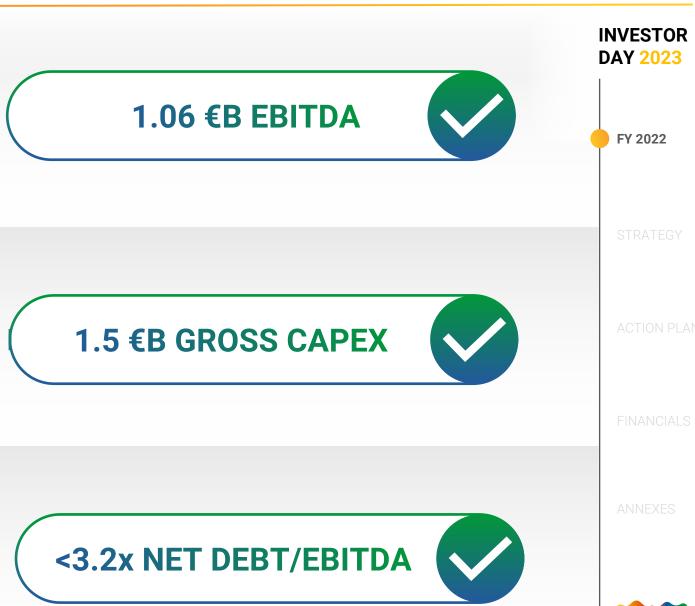


### FY 2022 GUIDANCE ACHIEVED

ORDINARY EBITDA +6.4% vs 2021



PROVEN SOUND FINANCIAL DISCIPLINE

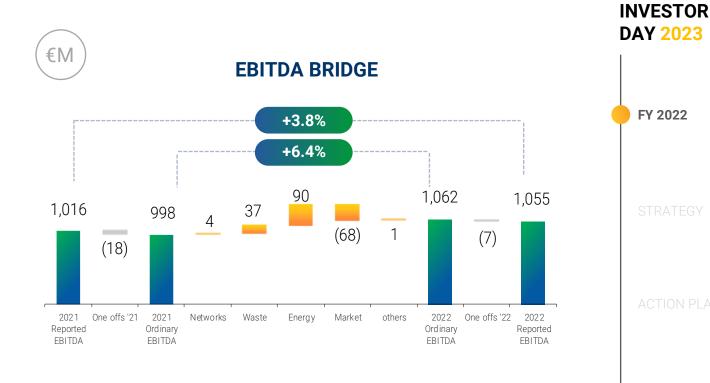


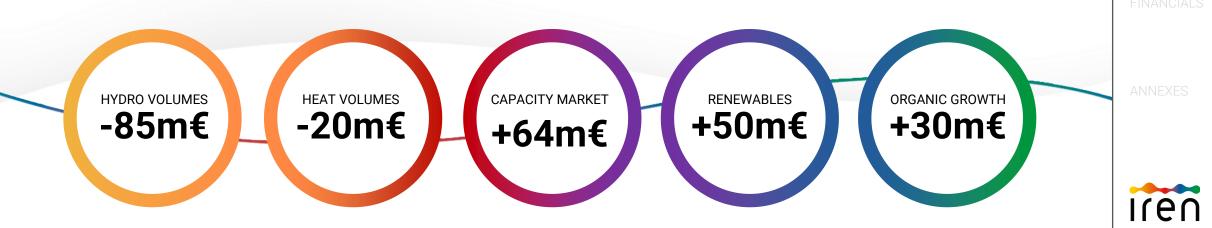
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## PROVEN RESILIENCE OF IREN BUSINESS MODEL

EBITDA growth in line with guidance despite highly challenging energy scenario

- Networks: Positive contribution from yoy increase in allowed revenues, manly in Water
- Waste: Favourable impact from energy prices on Treatment and consolidation of SEI Toscana (as of July 1<sup>st</sup>, 2022)
- Energy: Capacity market, PV assets acquisitions and energy efficiency business growth, more than offset exceptionally low hydro and heat volumes
- Market: Electricity business severely hit by harsh price growth, ineffective natural hedging (given low hydro volumes) and disabled repricing activity





## FAST PROGRESSION ON OUR STRATEGIC PATH ACROSS ALL BUSINESSES

INVESTOR DAY 2023

€M	EBITDA	<b>GROSS TECHNICAL CAPEX</b>	INDUSTRIAL ACHIEVEMENTS	
Networks	413	328	<ul> <li>✓ Acquired water service in eastern Ligurian municipalities (+34,000 inhabitants served)</li> </ul>	FY 202
	+8% vs. 2021	+7% vs. 2021	✓ Acquired new gas networks (Vercelli and Savona)	STRAT
Waste	264 +16% vs. 2021	<b>193</b> +17% vs. 2021	<ul> <li>Added 366 kt/y of new waste treatment capacity</li> <li>+0.9 M inhabitants served due to consolidation of SEI Toscana (+31% vs FY2021)</li> </ul>	ACTIO
Energy	<b>316</b> +14% vs. 2021	225	<ul> <li>✓ Reached more than 200MW of photovoltaic capacity in operation or already authorized</li> <li>✓ New 430MW combined cycle line of the Turbigo</li> </ul>	FINAN
Market	14	+33% vs. 2021	<ul> <li>Reached 2,215k customers (+212k customers vs. 2021) of which +43k customers due to the acquisition of Alegas</li> </ul>	ANNE
Smart Solutions & others	-87% vs. 2021 48 >100% vs. 2021	+23% vs. 2021 <b>277</b> * 2.5x vs. 2021	<ul> <li>Penetration rate of Iren Plus products and services at 32%</li> <li>Added 273 new construction sites thanks to Superbonus 110%</li> </ul>	

## NET PROFIT IMPACTED BY SEVERAL NON-RECURRING ITEMS

€M	FY '21	FY '22	Δ	Δ%
REVENUES	4,956	7,863	2,907	58.7%
EBITDA	1,016	1,055	39	3.8%
D&A	-478	-523		
Provisions for bad debts	-54	-64		
Other provisions and write-downs	-30	-5		
EBIT	454	464	10	2.2%
Financials charges	-64	-70		
Companies consolidated with equity method	10	12		
Other financial	23	-7		
EBT	424	399	-25	-5.9%
Taxes	-90	-129		
Minorities	-30	-44		
GROUP NET PROFIT	303	226	-77	-25.4%
GROUP NET PROFIT Adj.	263	253	-10	-3.5%
GROSS CAPEX	955	1,485	530	55.5%
NET FINANCIAL POSITION	2,906	3,347	441	15.2%

- Higher depreciation as a result of acquisitions and new industrial investments carried-out during the period
- Increase of provisions for bad debt linked to doubling of revenues; so far, no significant deterioration in past due receivables
- Release of legal provisions following claims' settlement (already accounted in H1). 5€M provision related to DL Sostegni ter
- Average cost of debt down to 1.6% vs. 1.7% in 2021
- -21 €M impact on derivatives due to non-foreseeable sudden change in ARERA index for gas and heat (from Pfor to PSV)
- -27€M impact of "Contributo di solidarietà" decree (i.e. Windfall tax), of which €3M relating to 2023 Budget Law

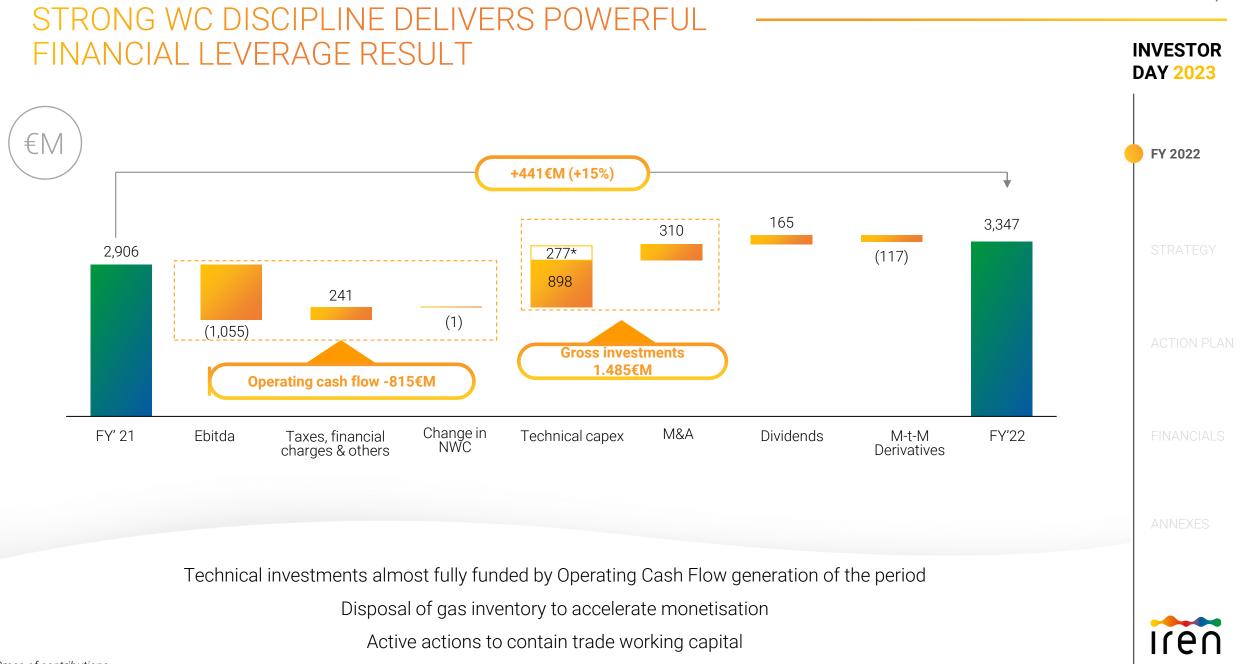
FINANCIALS

ANNEXES



INVESTOR DAY 2023

FY 2022



\* Gross of contributions



### ALL STRATEGIC PILLARS CONFIRMED

Green transition

Support energy independence

Counter climate change and responsible use of resources

Electrification of consumptions

Strong technical expertise

Capability to execute Repower EU funded investments

Local presence

Become a preferred partner for local stakeholders (Public-Private Partnership) Reinforce competitive strength Expand offerings of integrated services Increase physical and digital

presence

Service quality

STRATEGY

INVESTOR DAY 2023

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ACTION PLAN

FINANCIALS

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### STRATEGIC VISION REINFORCED

GEOPOLITICAL

consumptions

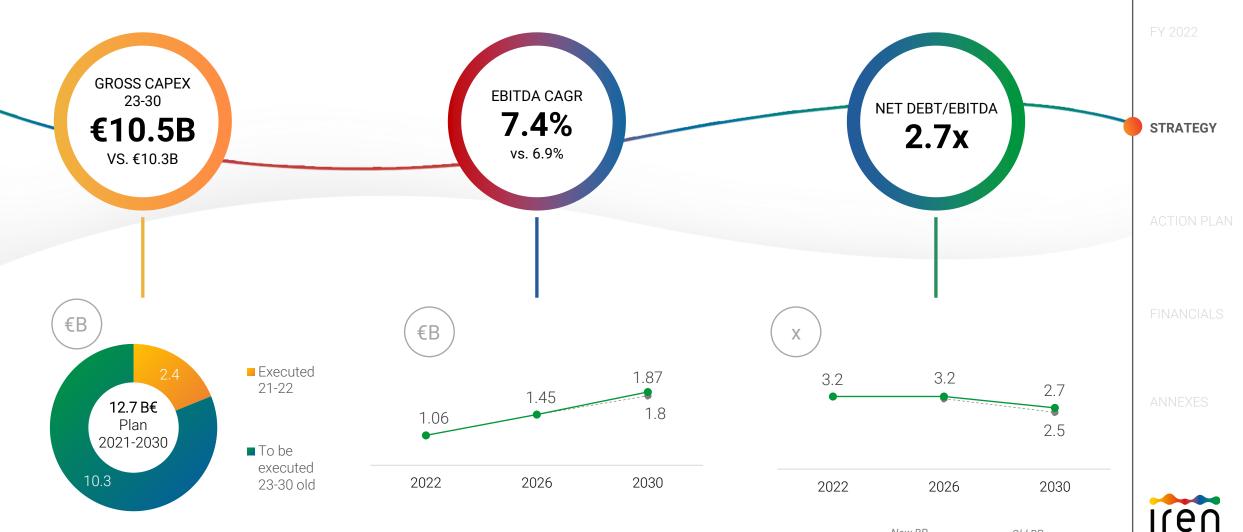
buildings

**Repower EU** 



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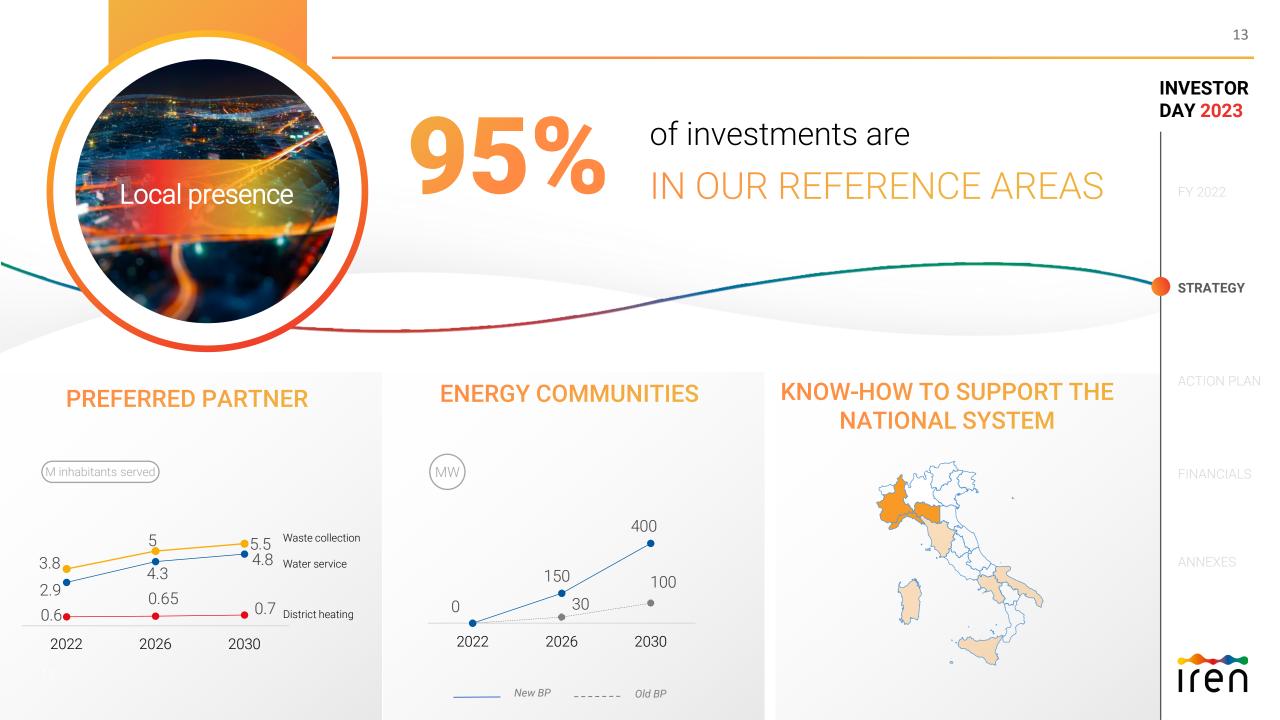
All main KPIs of the new plan are in line with the previous one thereby confirming the effectiveness of our strategy



INVESTOR DAY 2023

New BP \_\_\_\_\_ Old BP







#### **SERVICE QUALITY**

PURIFICATION CAPACITY

+15%

E.E. INTERRUPTION FREQUENCY (SAIFI)

-40%

#### DIGITALIZATION

E.E. & GAS SMART METERS

100%

WATER NETWORK DISTRICTUALIZATION

90%

#### **CUSTOMER SATISFACTION**

**INCREASE IN LOCAL PRESENCE** 

+55%

INSOURCING OF CUSTOMER OPERATIONS' KEY ACTIVITIES

75%

FINANCIALS

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## INVESTMENTS FULFILLING ALL OUR STRATEGIC PILLARS: FOCUS ON RENEWABLES AND ENERGY COMMUNITIES



#### **RENEWABLE ENERGY DEVELOPMENT**

- Development of 3 GW of photovoltaic (70%) and wind (30%) onshore and offshore capacity including co-development projects
- 15% of total renewable capacity with "development and management" business model
- · Acceleration of growth with minority financial partner



#### **ENERGY COMMUNITIES**

 Boost on energy communities in reference territories for 0.4 GW

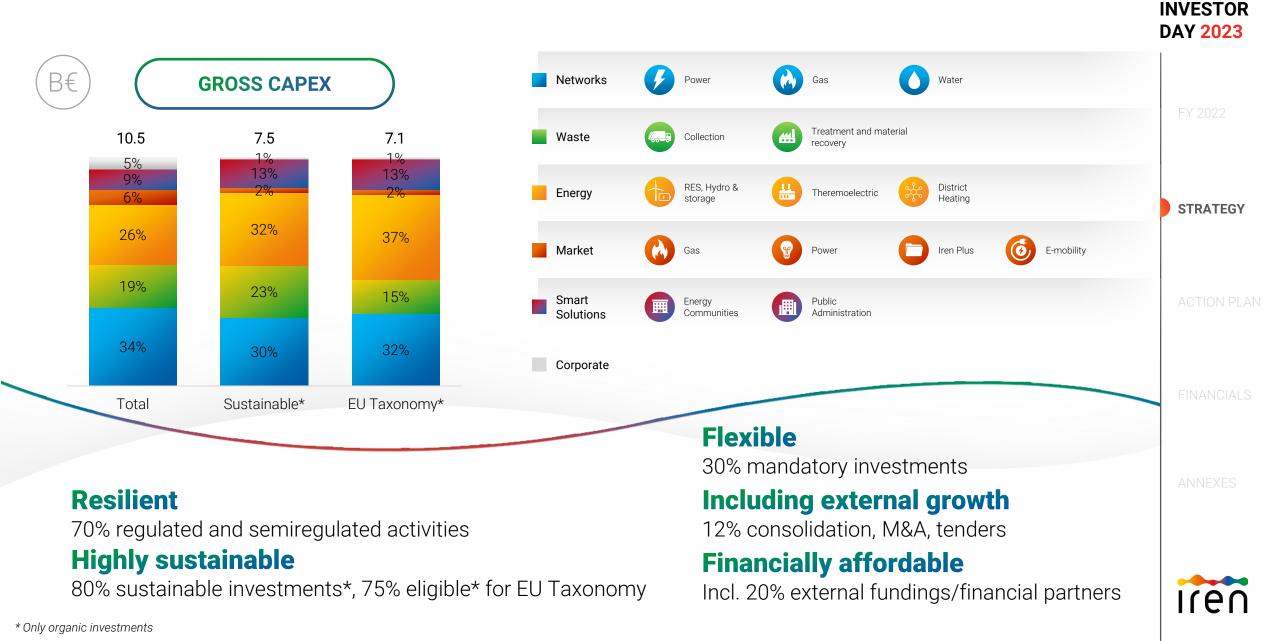


#### **STABILIZING ENERGY PRICES**

- Renewable capacity development integrated with customer portfolio (B2C and B2B coverage)
- Long-term PPAs for effective energy management (60%)



## HIGHLY SUSTAINABLE INVESTMENT PLAN







#### NETWORKS: DOUBLING OF RAB TO 5B€ SUPPORTED BY SERVICE EXCELLENCE RAB



**ELECTRICITY** 

**NETWORKS** 

Network enhancement to improve operational efficiency and service quality resulting in RAB growth

Inorganic growth through consolidations and tenders also in the South of Italy

Upgrade to «smart grid» by accelerating investments for:

- performance improvement
- support to electrification of consumptions
- digitalization

Improvement of commercial quality and increase in operational efficiency

Repower EU funds for networks resilience

Maintain the current network in the reference territories and boost energy transition and digitisation

Development in strategic areas through tenders

Financial exposure optimization through sale of minority interest to a financial partner within 2023



2022

2026

2030



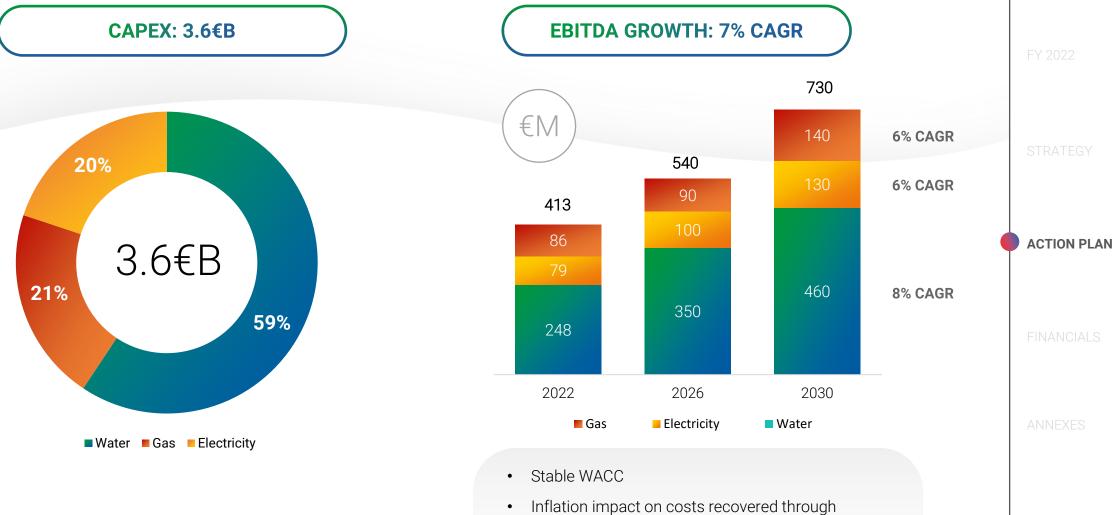




### NETWORKS: VALUE CREATION THROUGH DEVELOPMENTS IN STRATEGIC AREAS

INVESTOR DAY 2023

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- tariffs and RAB revaluation
- Efficiencies

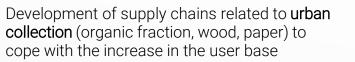
# WASTE: COLLECTION EXPANSION TO SUPPORT MATERIAL AND ENERGY RECOVERY



**Territorial expansion** (M&A, consolidations and tenders) to protect plant flows

Push on **sorted waste collection** with roll-out of "pay- as you throw" model

Push for **automation** and **digitalization** to increase efficiency

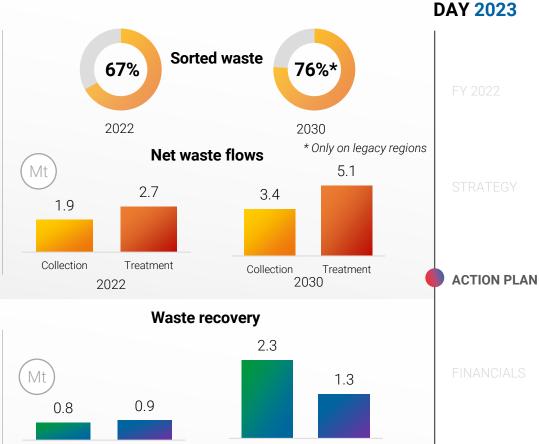


Expansion in **plastic treatment and recycling**, also through partnerships

Positioning on **emerging supply chains** (electronics, textiles, batteries)

Development of 2 WTEs for regional needs

Remoduling of organic waste plants development linked to system overcapacity



Material

Waste recovery/

Waste treated

2030

Material

2022

63%

2022

Energy

Energy

71%

2030



INVESTOR

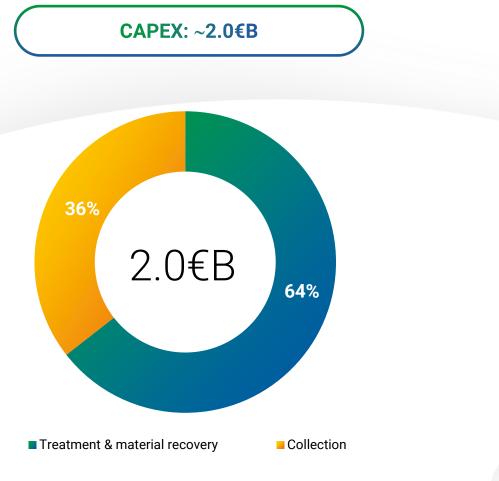
ANNEXES



## WASTE: GROWTH DRIVEN BY INCREASING TERRITORIAL PRESENCE - AND NEW FACILITIES

INVESTOR DAY 2023

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- Positive effect of inorganic growth in collection
- Contribution of new treatment and material recovery plants

## ENERGY: PROGRESSIVE DECARBONISATION OF GENERATION SOURCES

**RES development** integrated with customer portfolio

#### RES, HYDRO & STORAGE

THERMOELECTRIC

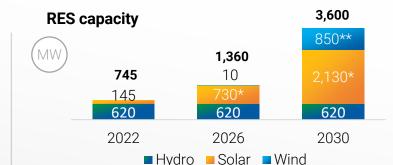
**DISTRICT HEATING** 

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 Long-term PPAs for effective energy management on third-party renewable plants
 Boost of Energy Communities
 Offshore wind co-development

Hydroelectric: focus on concessions renewal



Storage: development consistent with RES growth scenario <sup>1</sup>\* Includes Energy Communities "seller model": 60 MW at 2026 and 200MW at 2030; \*\* Includes 400MW of offshore wind in co-development

Completion of **plant flexibilization** including air cooling

**Decommissioning of thermoelectric merchant asset** (after 2026)

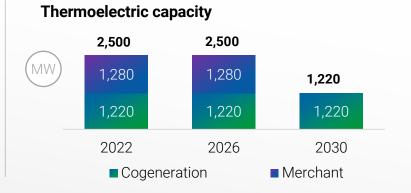
Increase short-term generation to support system security

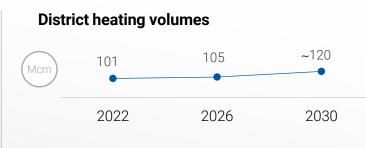
Volume development in the medium to long term

Drive towards decarbonisation/circularity of the system

Energy optimisation in grid operation

Adoption/pilot innovative technologies





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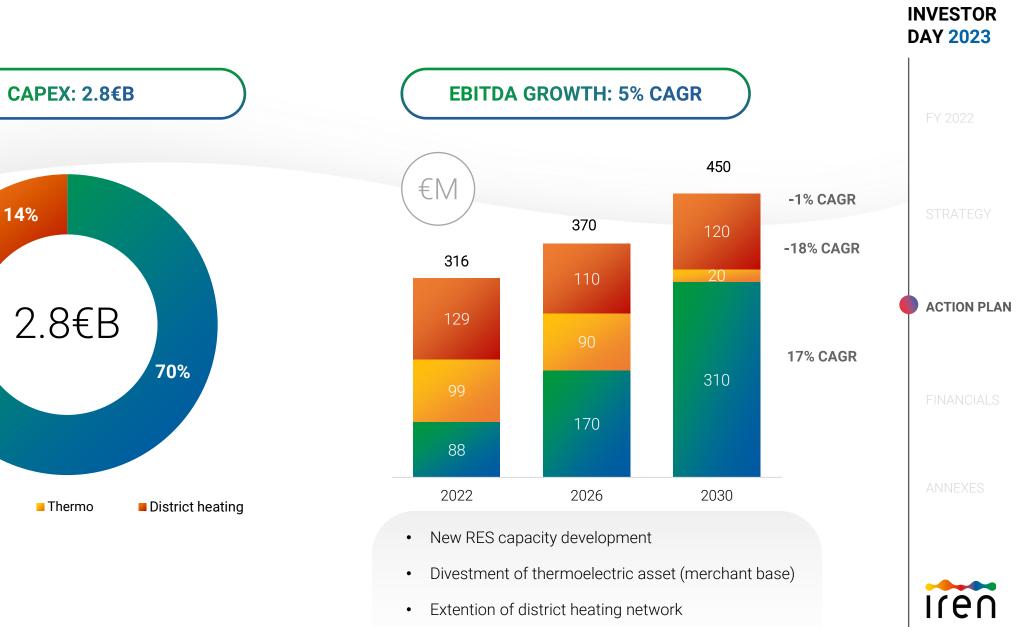
**ACTION PLAN** 



INVESTOR DAY 2023

16%

RES & Storage



## MARKET: FOCUS ON ELECTRIFICATION OF CONSUMPTIONS AND RETAIL CLIENTS

INVESTOR DAY 2023

Customer base growth and customer value increase through:

- Electrification of consumptions
- Further boost of Iren Plus Cross-selling services (penetration rate from 32% in 2022 to 39% in 2030)

**Development of energy communities** (+250,000 customers)

Acceleration of **rebalancing of acquisition channel mix** in favour of web self and store channels

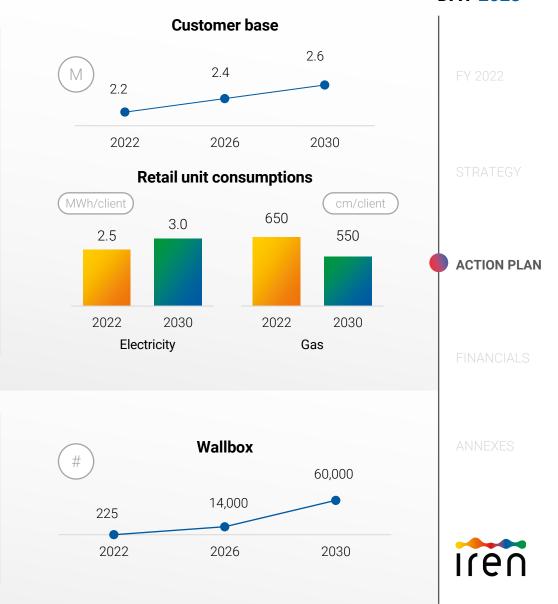
Improvement of **customer satisfaction** also through internalisation of services

Medium- to long-term PPA development with end customers (both B2B and B2C) to stabilise margins

Development of **leadership position** in **private charging** infrastructure on our customer base

Installation of **semi-public charging stations** on territories where Iren manages the electricity grid (enabling synergies)

Development of charging infrastructure for **local public transport** by leveraging public funds







#### 26 MARKET: PROFITABILITY RECOVERY AND **NEW SUSTAINABILITY-LINKED BUSINESS LINES** INVESTOR **DAY 2023 CAPEX:** ~0.7€B **EBITDA GROWTH** €M 210 24% 170 **ACTION PLAN** 120\* 0.7€B 5% CAGR\*\* 180 160 76% 14 2022 2026 2030 Clients & services E-mobility Full recovery of customer portfolio value ٠ Contribution of E-mobility ٠ Iren Growth in product and service margins thanks to ٠

energy communities with seller model

## SMART SOLUTIONS: LOCAL PREFERRED PARTNER **TO EXECUTE GREEN TRANSITION**

 $\blacksquare$ 

**ENERGY** 

PUBLIC

**ADMINISTRATION** 

**COMMUNITIES** 

Development of energy communities on the "producer" or "seller" model according to customer needs

Development of integrated services portfolio complementary to energy communities for long-term value generation

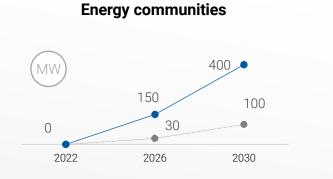


- Enhancement of districts starting with redevelopment
  - of key services (e.g. schools, hospitals, public buildings)
  - Integrated management of complex projects of relevance to territories by leveraging PPP tools (e.g. specific local public transport services)
  - "Smart" services (security, LTZ access, parking, ...)



**DAY 2023** 

27



PA renovation projects

350

2022 - 2026

Cumulative revenues (€M)

56

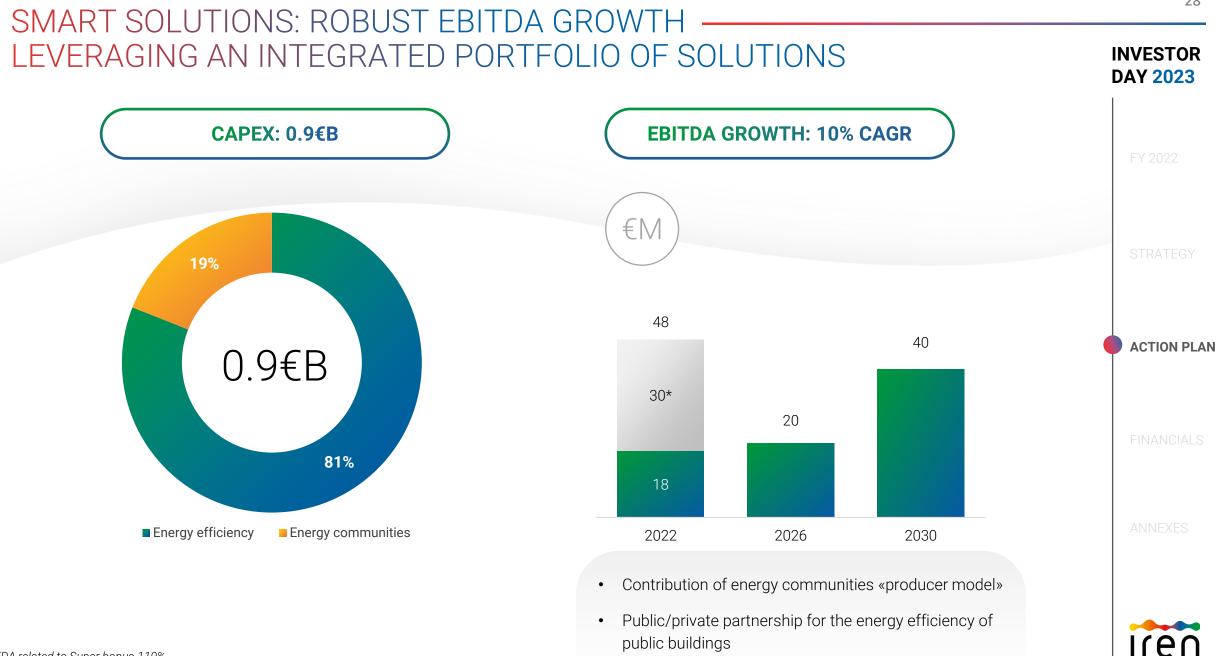
2022

700

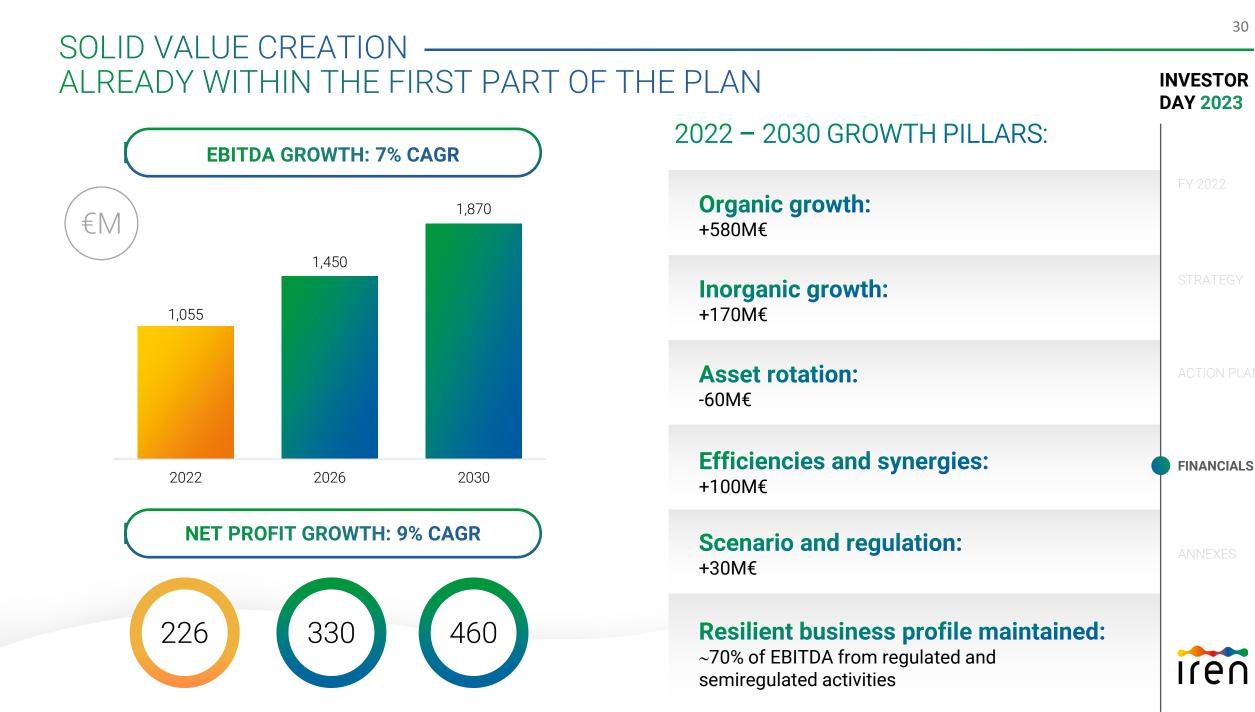
2022 - 2030

**ACTION PLAN** 

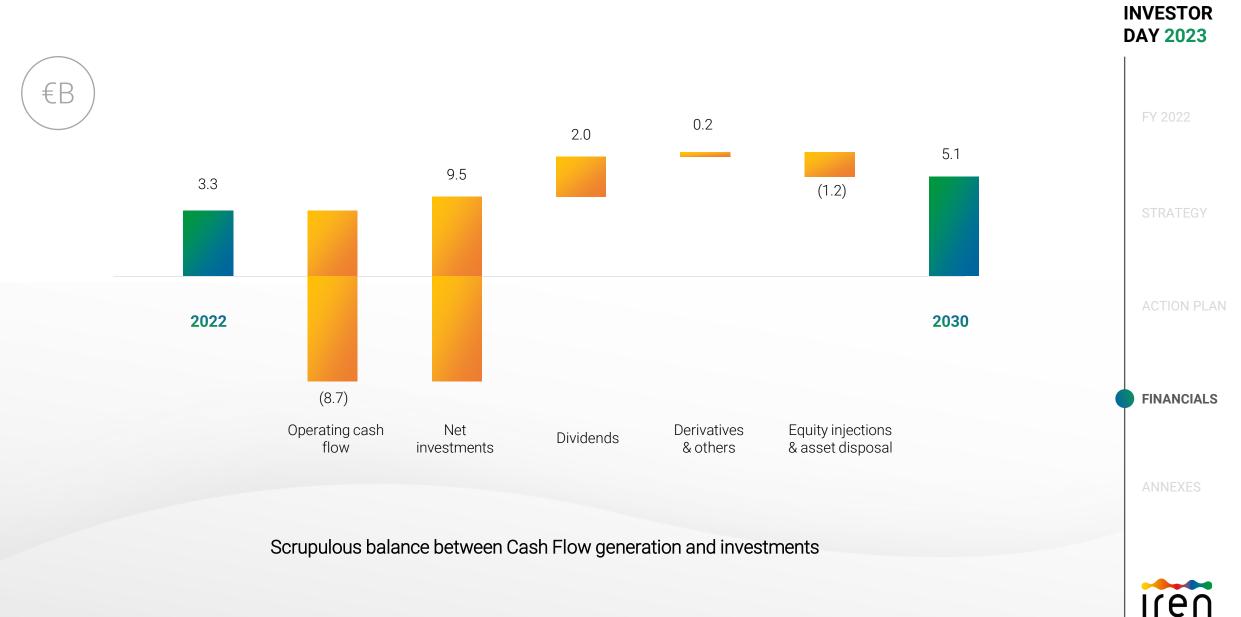




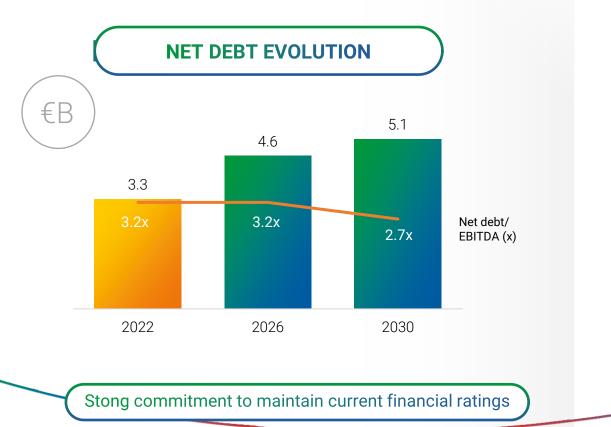




#### CAPITAL ALLOCATION 2022-2030 -



## A SOUND AND LOW-RISK FINANCIAL PROFILE -



BBB -

BBB

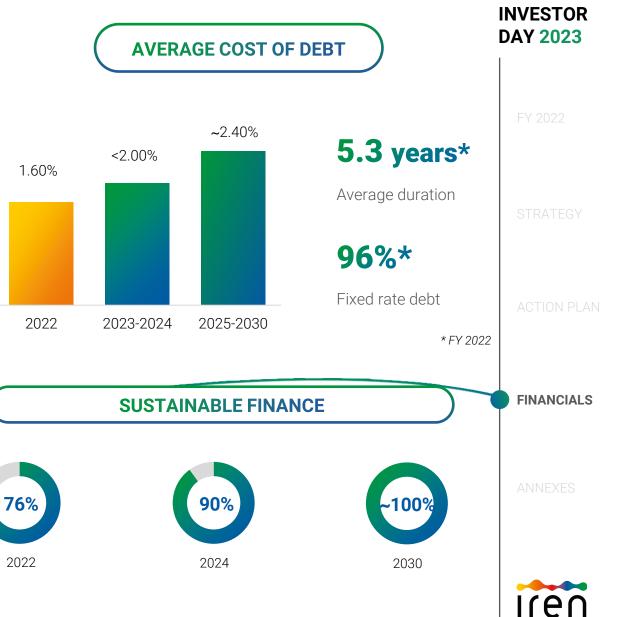
Positive

Stable

S&P Global

**Fitch**Ratings

Ratings

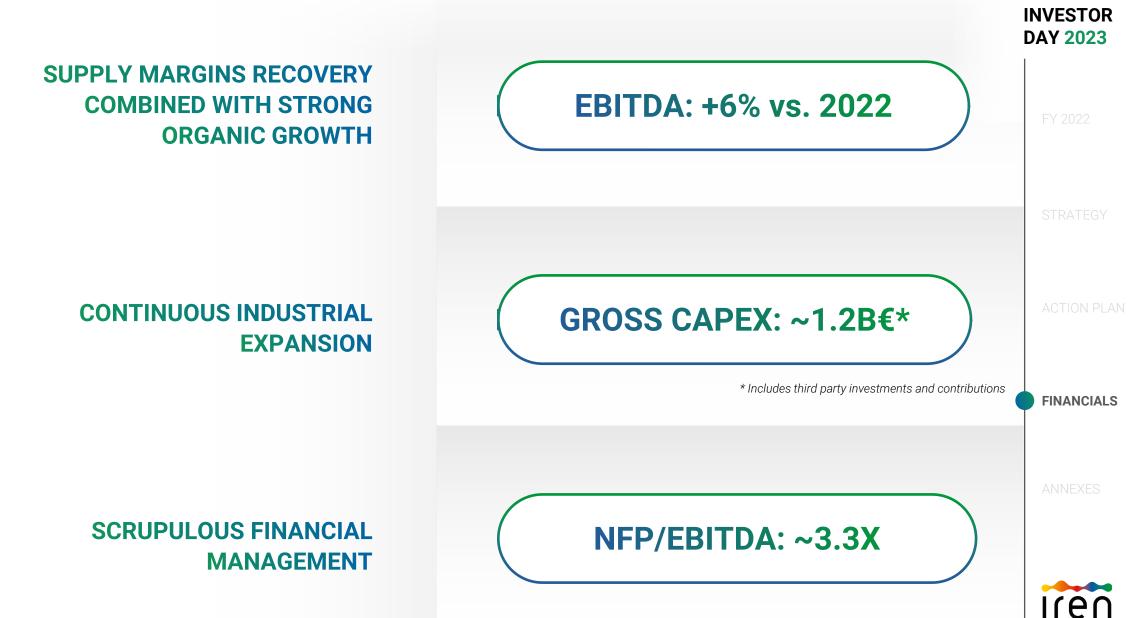


## LOWER RISK PROFILE VS. OLD PLAN -



33

2023 GUIDANCE



#### CLOSING REMARKS

10.5

0.5

10

2021

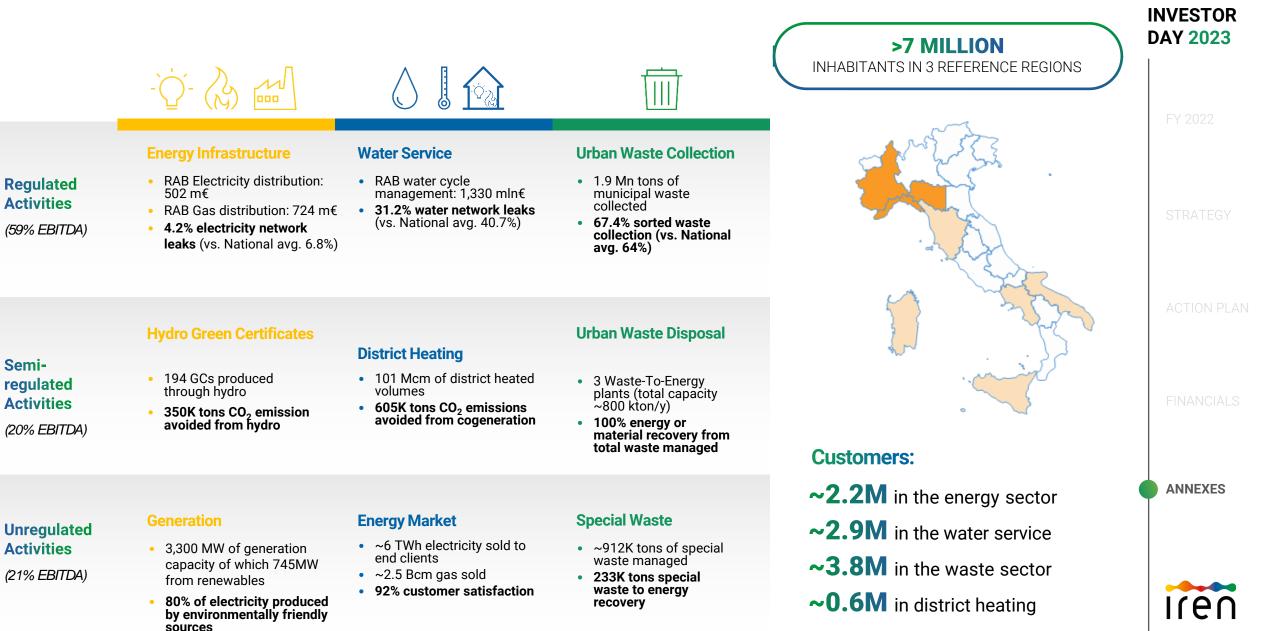


Dividend increase compared to 2021 Business Plan

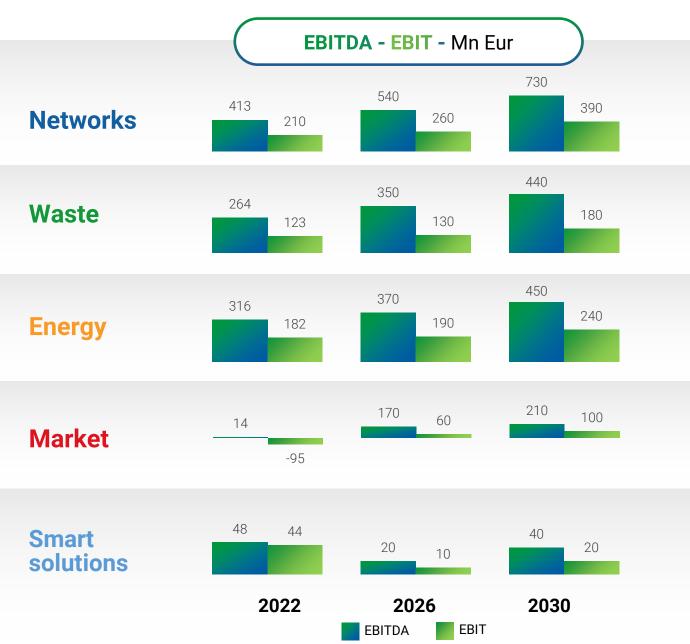


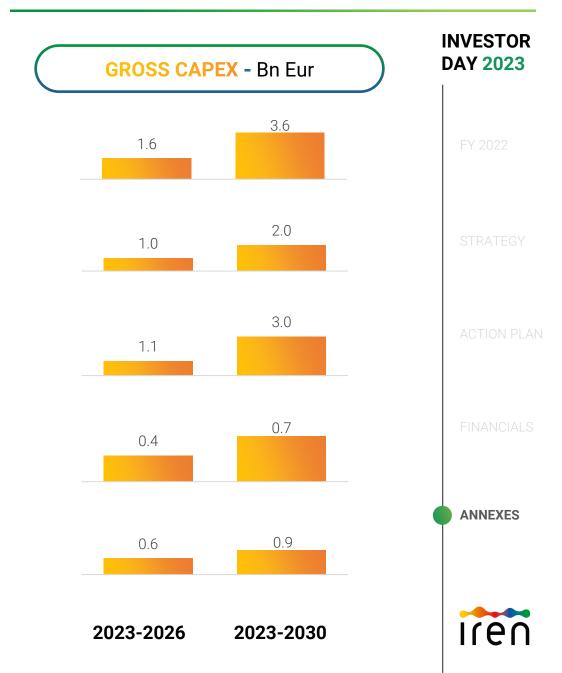
## IREN AT A GLANCE

Semi-



# BUSINESS UNIT - CAPEX AND PROFITABILITY





# REGULATORY FRAMEWORK —

	GAS DISTRIBUTION	ELECTRICITY DISTRIBUTION	WATER SERVICE	Integrated waste collection service & regulated plants <sup>1</sup>	INVESTOR DAY 2023	
Regulatory period	6 years (2020 – 2025)	8 years (2016 – 2023)	4 years (2020 – 2023)	4 years (2022 – 2025)	FY 2022	
WACC methodology update	6 years (2022 – 2027)	6 years (2022 – 2027)	4 years (2020 – 2023)	6 years (2022 – 2027)	STRATEGY	
WACC update	Every 3 years for general parameters (2022)*, specific parameters** in 2023 (confirmed)	Every 3 years for general parameters (2022)*, specific parameters in 2024	Every 2 years (2022)	Every 3 years for general and specific parameters** (2022)	ACTION PLAN	
Actual rates (pre tax)	Until	2023	2024			
Gas distribution and metering	5.6%		5.6%		FINANCIALS	
Electricity distribution and metering	5.2%		5.2%			
Integrated waste collection – regulated plants	5.6% - 6.0%		5.6% - 6.0%			
Water integrated service	4.	8%	4			

## BUSINESS PLAN SCENARIO -

	2022	2026	2030	INVESTO DAY 2023
<b>PUN</b> (€/MWh)	303.1	108.5	80.2	FY 2022
PSV (€cent/smc)	121.9	39.0	23.7	STRATEG
<b>ETS</b> (€/Ton)	80.9	82.3	91.1	
Clean spark spread - PSV (€/MWh)	22.5	5.2	2.7	ACTION P
<b>Hydro Green Certificates</b> (€/MWh)	42.9	45.8	76.7	FINANCIA
Energy Efficiency Certificates (€/TEE)	256.8	250	250	

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ATEM	EXPIRY	AREA	EXPIRY	AREA	EXPIRY	S
enova 1	Expired	Piacenza	Tender ongoing	Torino	2030	
Parma	Expired	Reggio Emilia	2040	Parma	2030	A
		Genova	2032	Vercelli 1	2030	
ggio Emilia	Expired	Parma*	2027			FI
rcelli	Expired	Vercelli 1	2023			
acenza 2 - Est	Expired	La Spezia	2033			

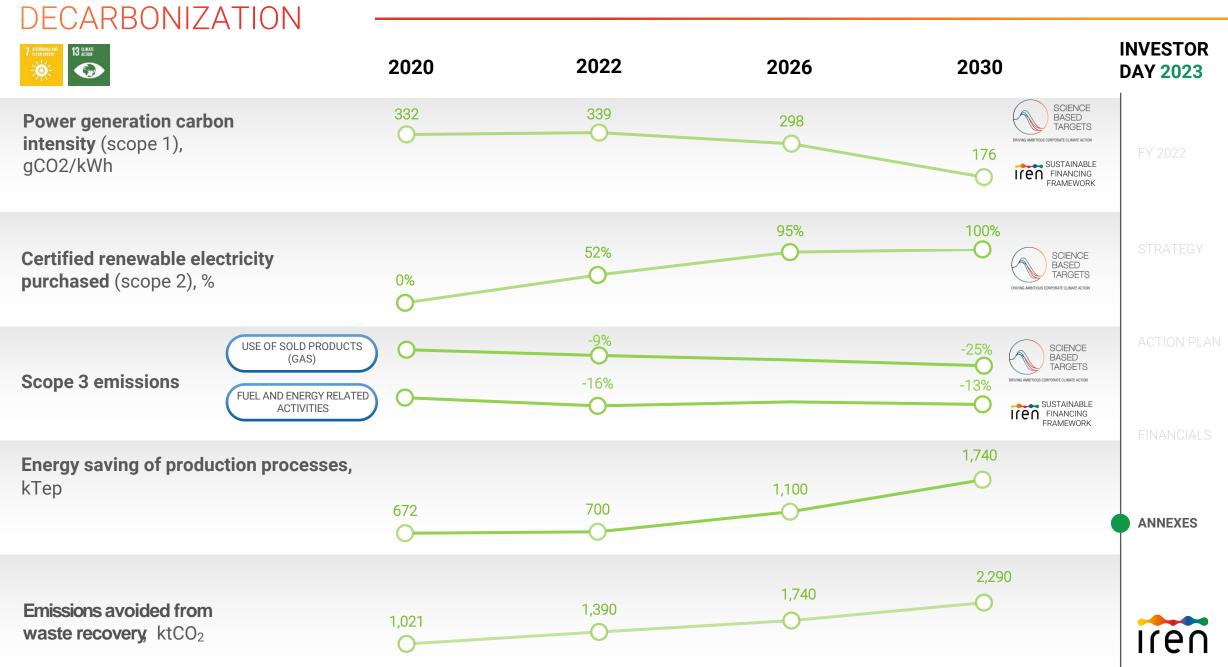
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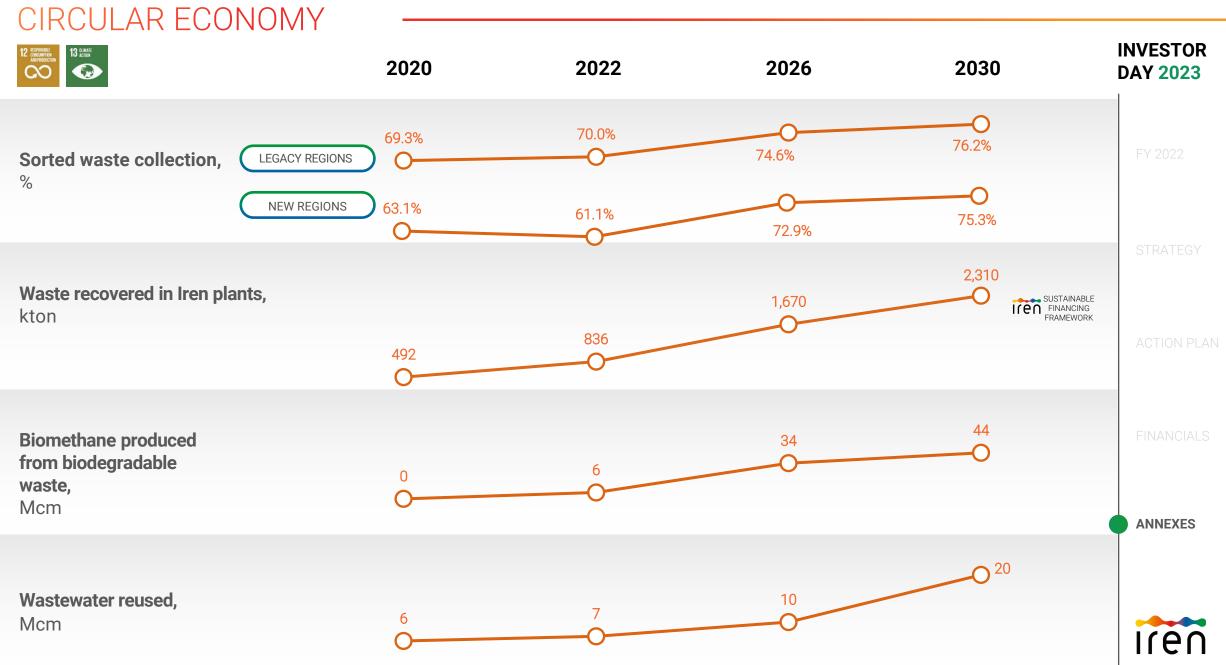
# HYDROELECTRIC AND WASTE CONCESSIONS —

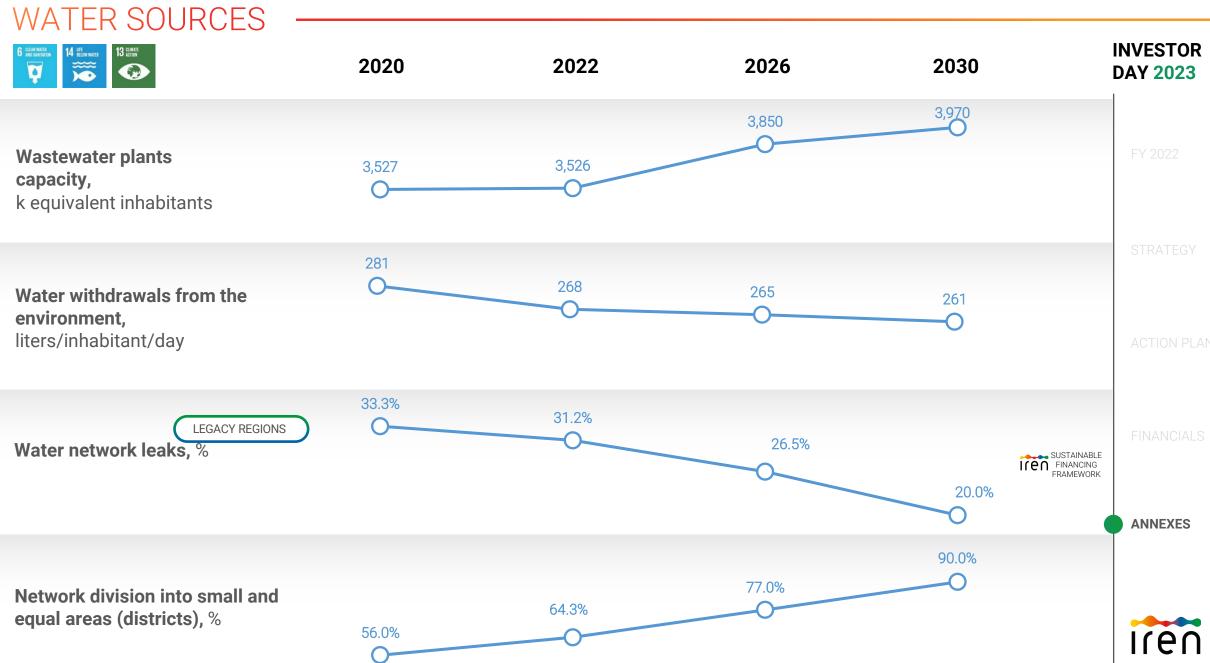
	HYDROELECTRIC CO	NCESSION	IS	MAIN WASTE	ECONCESSIONS	INVESTO DAY 2023
AREA	Hydroelectric plant	Electric power	Expiry	AREA	EXPIRY	
		(MW)		Parma	2037	STRATEG
Piemonte 1	Pont Ventoux-Susa	157	2034	Piacenza	2037	
Piemonte 2	Valle Orco e S. Mauro	300	Expired (2010) issued PPP	Reggio Emilia	Expired	ACTION P
			proposal	Torino	2033	
Piemonte 3	S. Lorenzo, Moncalieri, La Loggia, Valle Dora	25	-	Vercelli 1	2028	FINANCIA
Campania	Campania Nucleo Tusciano	Nucleo Tusciano 108	2029	Vercelli 2	2030	
		Expired (2014)	La Spezia	2028		
Liguria	Brugneto, Canate	10	water management concession expire in 2032	Toscana sud	2033	irer

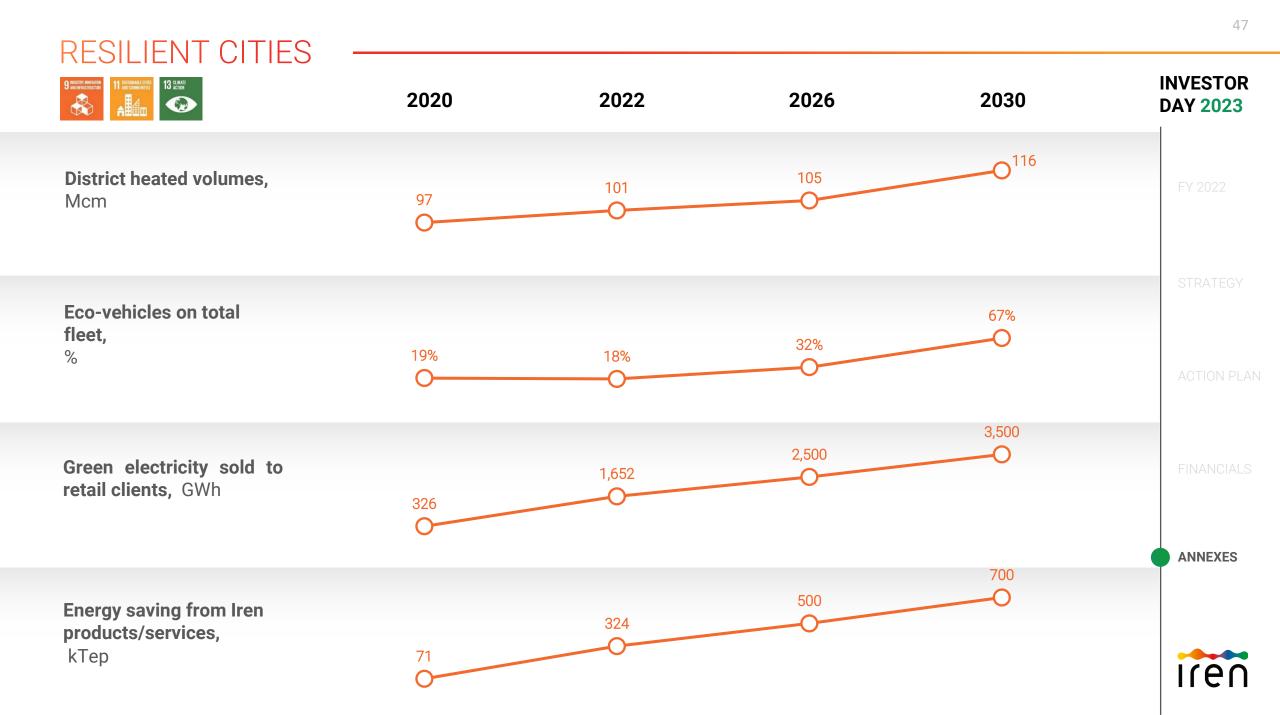
## SUSTAINABLE FINANCING FRAMEWORK —

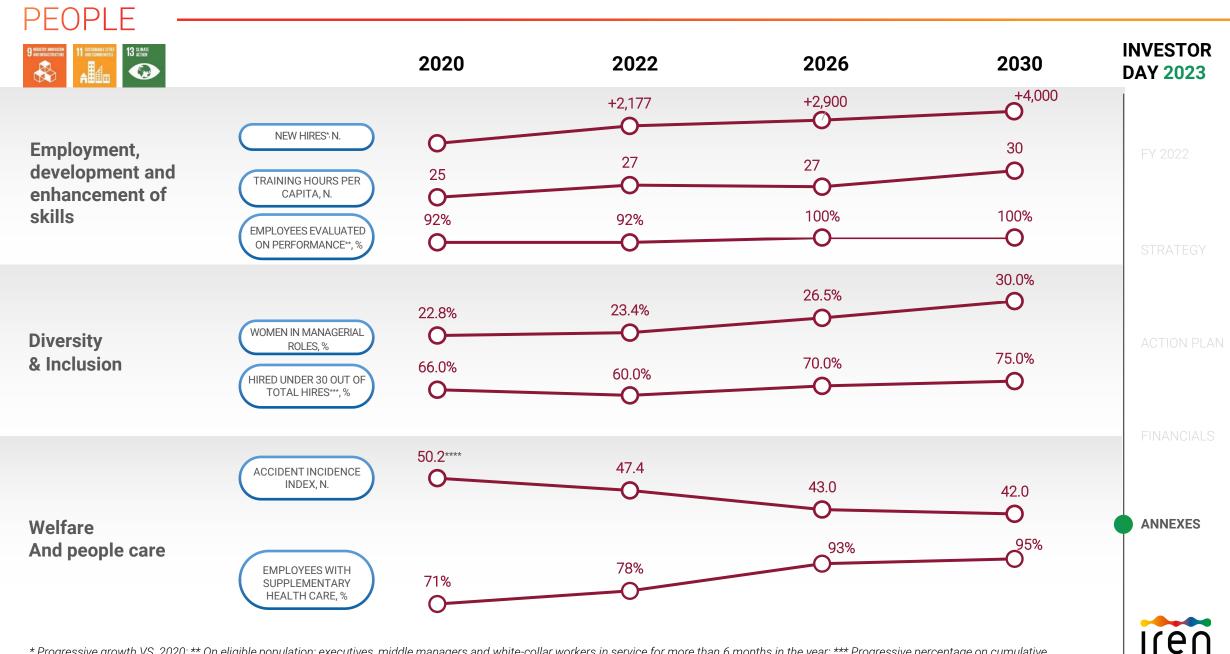












\* Progressive growth VS. 2020; \*\* On eligible population: executives, middle managers and white-collar workers in service for more than 6 months in the year; \*\*\* Progressive percentage on cumulative hires from 2020 on permanent contracts and independent of contracting and internalisation; \*\*\*\* 2020 figure is 40.4 influenced by Covid19 emergency, so 2019 was used as a basis.