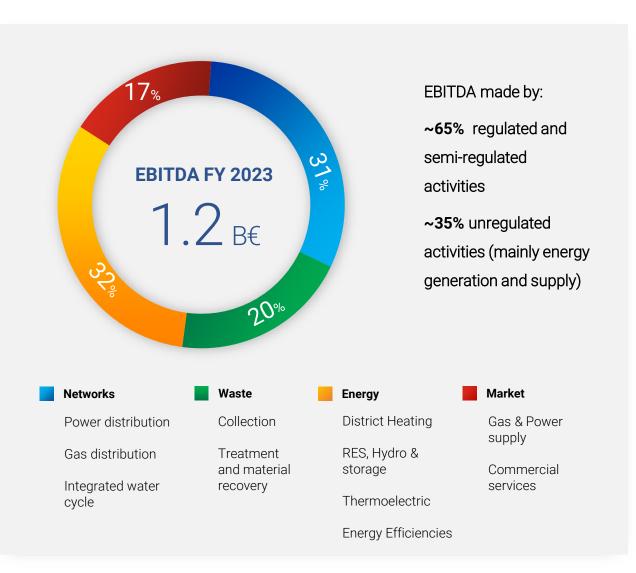
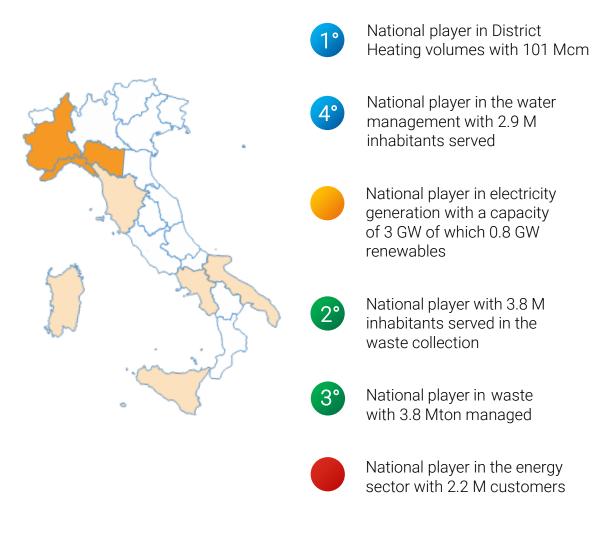


## Iren at a glance







**INVESTOR DAY 2024** 



## A new capital allocation to support the strategic vision



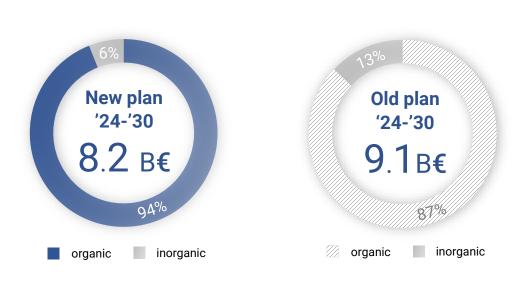
#### CAPITAL ALLOCATION REVIEW

- 1) Reallocation of **investments** with a selective approach to profitability
- 2) Financial discipline aimed at maintaining current rating levels
- 3) Extended visibility of dividend policy during the plan



## Prioritizing organic investments in regulated activities...

#### **CAPEX '24-'30**



#### MAIN CHANGES VS. OLD PLAN

- 1) Investments refocusing
- 2) Increased investment in organic growth of regulated businesses
- 3) Investments in **renewables** supported by **incentives**
- 4) Rescheduling of waste development plants
- 5) Inorganic investments reduction. 85% of planned projects already identified (EGEA and Sienambiente)



## ...we reallocate investments for a sound and visible plan



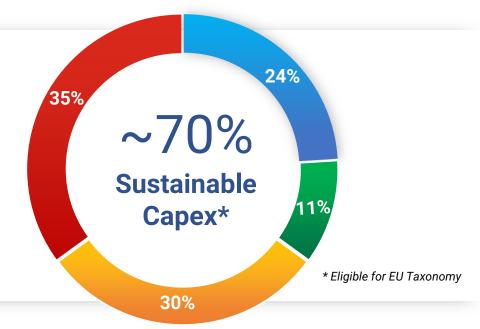
\*Including incentives and PPAs on RES

STRATEGY

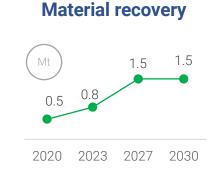
## Sustainability drives future investments

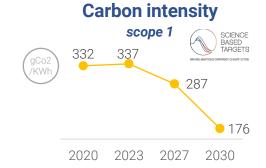
5 SUSTAINABILITY FOCUS AREAS
 DECLINE OUR INDUSTRIAL STRATEGY,
 IN LINE WITH THE CSRD

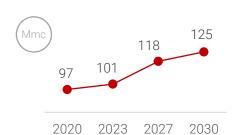




# Water leaks 33% 26% 20% 2020 2023 2027 2030







**District heating volumes** 

## EGEA: a contribution to the growth of all businesses



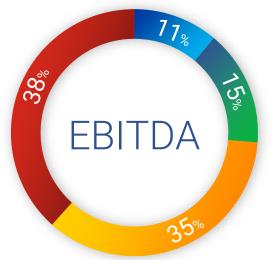
n 2023 (Iren estimates)

■ EBITDA Adjusted: 55/60M
 ◆\*

Net debt: 190M€\*

**Networks** 

CASH OUT: 85M€ in 2024 and 85M€\*\* in 2026









Waste





#### STRATEGIC DRIVER

- 1) Accelerate growth in all business lines
- 2) Strengthen territorial presence in historical areas
- 3) Extract synergies
- CONSOLIDATION ASSUMED IN 2026

2023 data, Iren estimates

\*\* Assumed estimate to date

**INVESTOR DAY 2024** 

TEGY H1 2024 RESULTS FRAMEWORK ANNEXES



<sup>\*</sup> Estimates under international accounting standards

## Macrotrend and main development drivers

## **BUSINESS UNITS**

#### MACRO TREND

#### IREN'S ACTIONS



**NETWORKS** 

- Water resource scarcity
- Electrification of consumption
- Quality of service

- Sustainable water management
- Power grid upgrading
- Performance improvement



**WASTE** 

- Circular economy
- Sorted waste collection

- Material and energy recovery
- Best practices expansion into new territories



**ENERGY** 

- Energy transition
- Decarbonization

- CCGT plants flexibilization
- Development of RES and district heating



**MARKET** 

- Market competitiveness
- Increased customer value

- Acquisition of resilient customer portfolios
- Anti-churn rate actions (new services, strengthening contact channels)



**ENABLERS** 

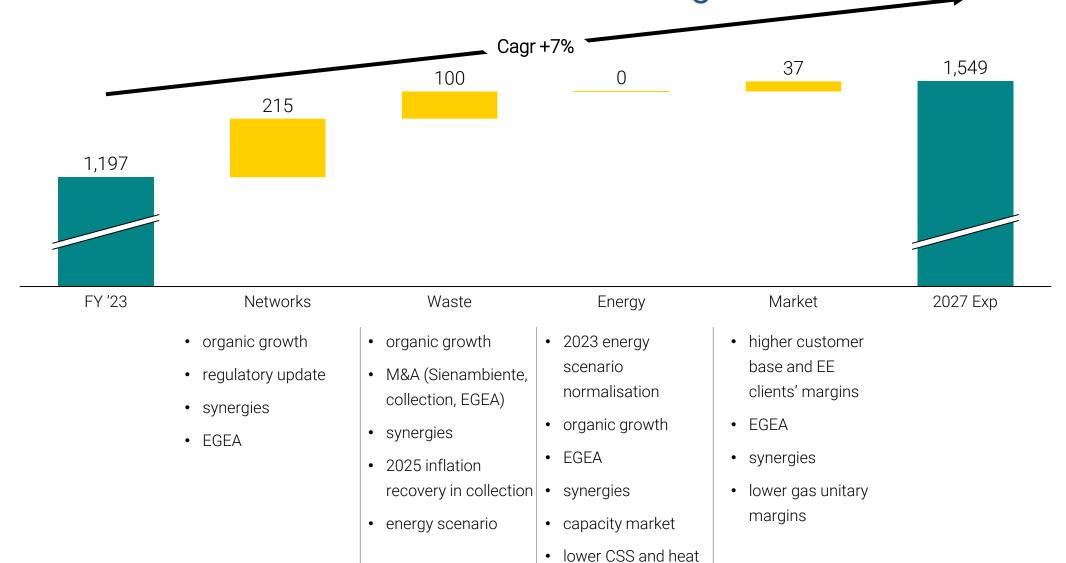
Digitalisation

Increased operational efficiency



## 2023-2027 EBITDA bridge





margins

## Sound and sustainable growth

**CUMULATED CAPEX** 8.2 B€ of which 600M€ flexible over the three-year period 2025-2027



Maximum threshold at 3.5x consistent with our 80% regulated asset portfolio by plan-end



Commitment to achieve efficiencies

and synergies confirmed

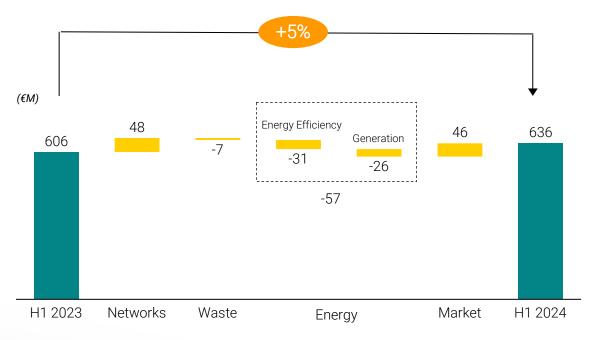


## H1 results at a glance



<b>€</b> M )				
	H1 '23	H1 '24	Δ	Δ%
Revenues	3.214	2.698	-516	-16%
EBITDA	606	636	30	5%
EBIT	248	281	33	13%
Group net profit	143	145	2	2%
Capex	402	369	-33	-8%
Net Financial Position	3.933*	4.013	81	2%

#### **EBITDA EVOLUTION**



\* FY 2023



#### Tailwinds

- Regulatory framework update
- Market BU profitability increase
- Organic & inorganic growth

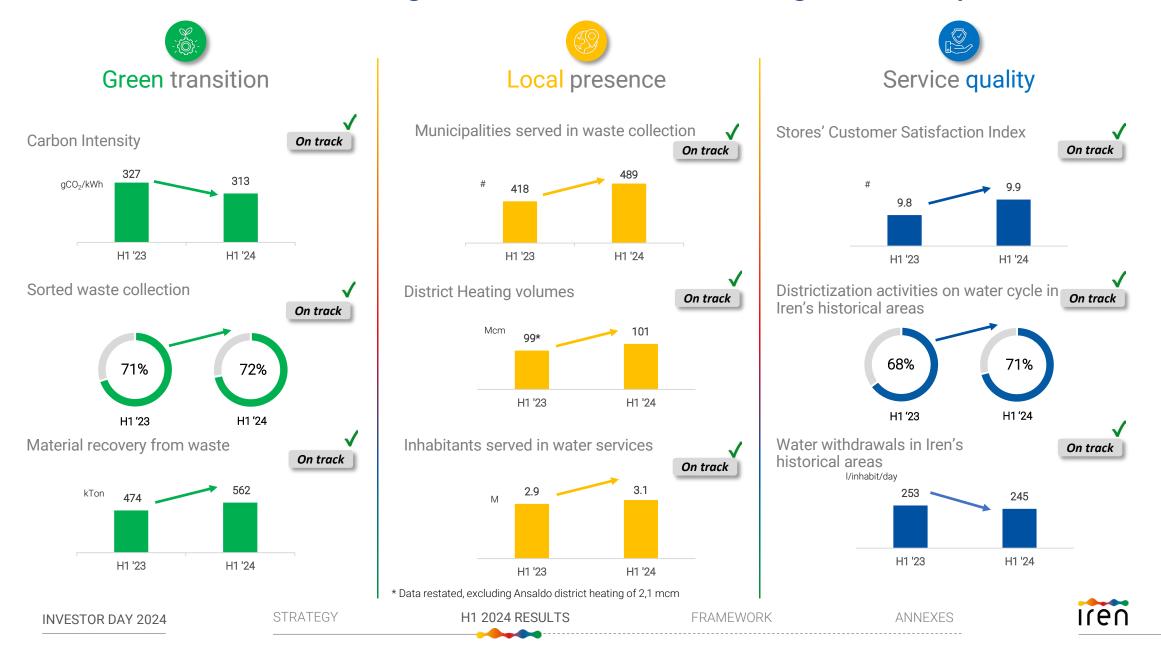


#### Headwinds

- Lower achieved energy prices on RES & WTE
- Works' conclusion after Superbonus incentives
- Waste plants' availability and ramp-up costs

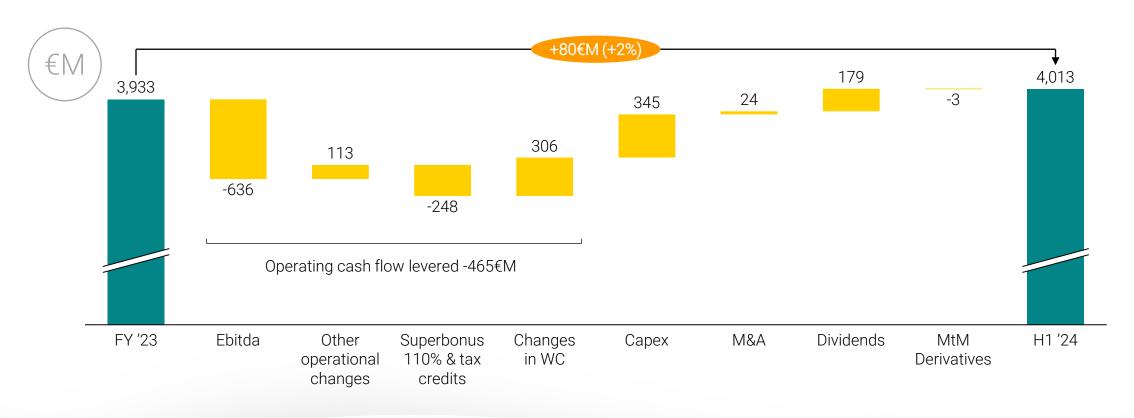


## Sustainable growth continued throughout the period



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## Net financial position evolution (H1 2024 vs FY2023)



- Operating cash flow completely offset technical investment and M&A outflows
- NWC increase due to the incomplete billing of water clients for tariff updates
- 2024 expected cash-in from the disposal of Superbonus 110% and tax credits completed
- Dividend outflow for ~180€M



## Closing remarks

#### GUIDANCE 2024 CONFIRMED

**INVESTOR DAY 2024** 

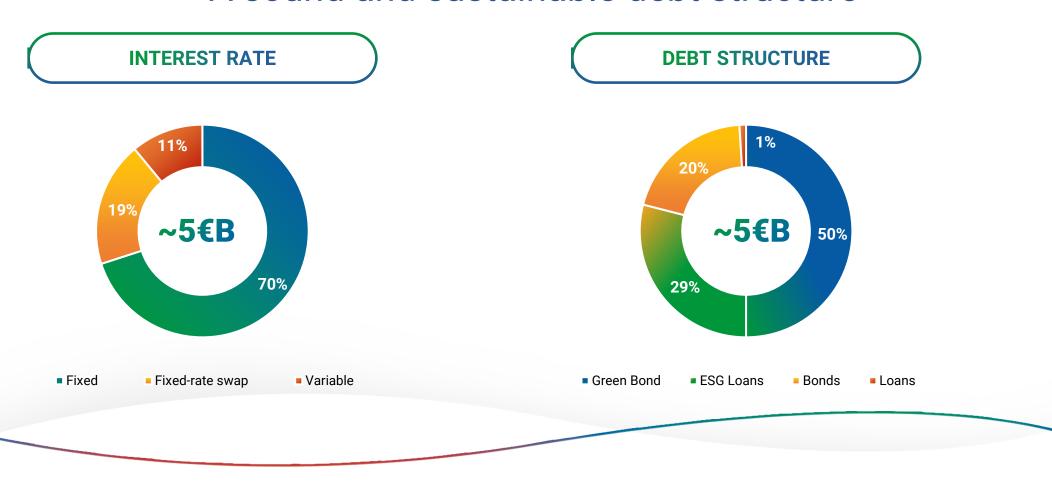
- EBITDA 1,240M€ (+4% vs. FY2023)
- Net profit 260/270M€ (+4% vs. FY2023)
- Gross Investments: ~1B€ (including EGEA's minority stake cash out)
- NFP/EBITDA: ~3.3x



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## A sound and sustainable debt structure



89%

4.6 years

2.1%

**79%** 

Fixed rate debt

Average duration

Average cost

Sustainable debt

**ANNEXES** 

STRATEGY H1 2024 RESULTS **FRAMEWORK** 



## Ample liquidity to cope with maturities



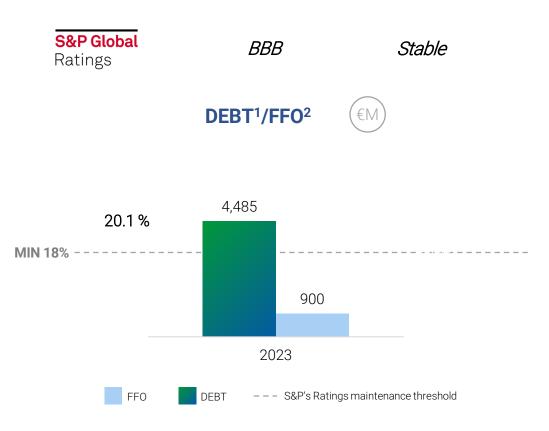
- First maturity in November 2024 (already refinanced) and balanced maturity distribution during years
- Strong availability of undrawn credit lines

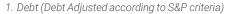
STRATEGY



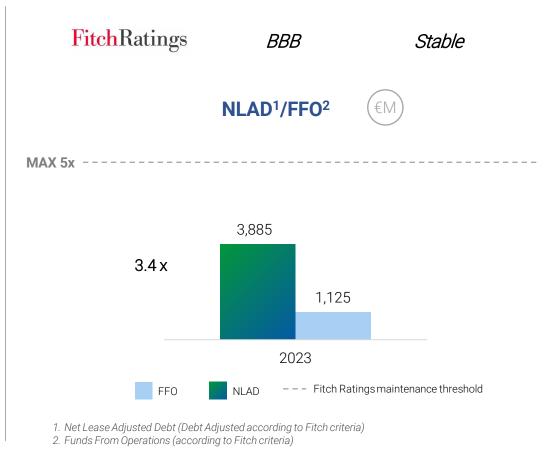
## Strong commitment to maintaining a financial solidity

2024 Guidance confirmed on NFP/EBITDA at 3.3x. Rating KPIs are expected to be in line with metrics, targeting an 80% of EBITDA coming from regulated and quasi-regulated activities.





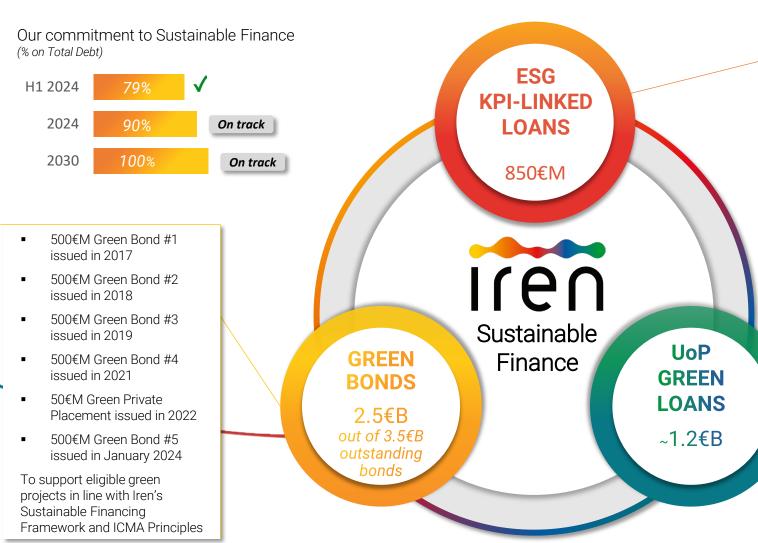
<sup>2.</sup> Funds From Operations (according to S&P criteria)



**ANNEXES** 

**FRAMEWORK** 

### Sustainable finance



H1 2024 RESULTS

- Term Loans and RCFs entered by Iren for a total amount of 850€M
- Sustainability-Linked Loans to enhance Group's commitment in terms of long-term sustainable strategy
- ESG KPI-Linked Loans envisage core KPIs included in Sustainable Financing Framework\*:
  - ✓ Scope 1 GHG emissions reduction
  - ✓ Water leaks

- Credit facilities by EIB
   (European Investment Bank),
   CEB (Council of Europe
   Development Bank) and CDP
   (Cassa Depositi e Prestiti)
   devoted to financing specific
   sustainable projects and to
   support Group green transition
- Very long-lasting relationship with multilateral banks with 2€B+ granted over the period

Green Bonds are issued under the 4€B EMTN Program renewed in July 2024

STRATEGY

FRAMEWORK ANNEXES

<sup>\*</sup> In one Term Loan the selected KPIs are i) Water Leaks and ii) Water Withdrawal from the environment

## Framework components

#### **Green Financing Component**

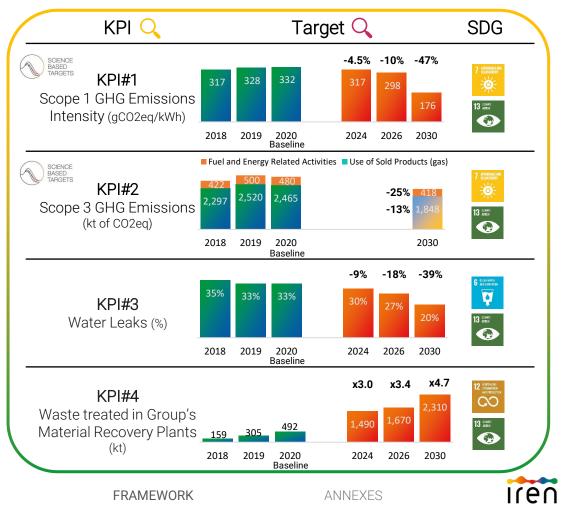




#### **Sustainability-Linked Component**

Category Q	Eligible Projects/Activities	SDG
Renewable Energy	<ul> <li>Hydroelectric power electricity generation</li> <li>Solar PV electricity generation</li> <li>Wind power electricity generation</li> </ul>	11 International 12 International 13 International 13 International 14 International I
Energy Efficiency	<ul> <li>Energy network development</li> <li>Electricity storage</li> <li>Thermal storage capacity</li> <li>Cogeneration facilities</li> <li>District heating networks</li> <li>Gas network hydrogenation</li> <li>Buildings energy efficiency</li> <li>Waste to Energy facilities</li> <li>Waste-to-chemical facilities</li> </ul>	7 amendan  9 mon norm  11 browner  13 am  A = 4
Circular Economy	<ul><li>Waste urban collection</li><li>Waste urban recycling</li><li>Waste urban treatment</li></ul>	11 Section
Sustainable Water and Wastewater Management	<ul> <li>Wastewater treatment plant upgrades</li> <li>Water distribution network efficiency</li> </ul>	6 Emerson 12 Section 13 Section 14 Section 15 Section 16 Section 17 Section 18 Section 18 Section 18 Section 19 Section 1
Clean Transportation	<ul><li>Electric Vehicles</li><li>E-mobility</li></ul>	9 minutes   9 minutes   11 minutes   12 minutes   13 minu

STRATEGY



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## Networks: service quality and investments drive growth



- Network upgrading
- 4 new purification plants
- Operational efficiency and service quality

**INVESTOR DAY 2024** 

Implementation of NRRP projects



#### **ELECTRICITY**

- Network upgrading
- 5 new primary substations
- Performance and commercial quality improvement
- Implementation of NRRP projects



#### **GAS**

- Maintenance of distribution network
- Network replacement to increase security



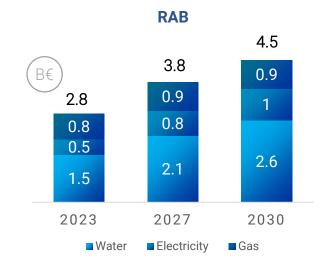
- Increased investments in distribution networks
- EGEA consolidation in integrated water service and gas distribution

**GAS NETWORK READY** 

**FOR HYDROGEN** 

**BLEND** 







**WASTEWATER** 

**REUSED** 



-35% 2030 vs FY2023



STRATEGY H1 2024 RESULTS FRAMEWORK AN



24

## Waste: collection development and energy recovery



- Territorial expansion through tenders and consolidations, not only in historical territories
- Operating cost efficiency while maintaining high service quality
- Push on sorted waste collection



## TREATMENT AND DISPOSAL

- Waste treatment facilities development (6 new plants)
- Energy recovery capacity expansion (4<sup>th</sup> line in Turin WTE)
- Waste flows optimisation

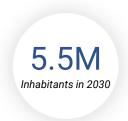


- EGEA consolidation in collection activity
- New WTE in Gioia Tauro with PPP and new WTE in one of our reference areas
- Re-planning of material recovery plants development

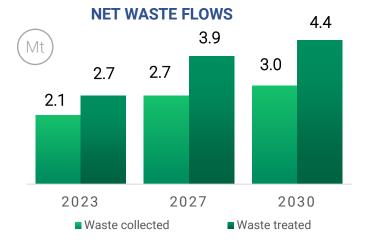


#### **BASIN SERVED**

#### **SORTED WASTE COLLECTION**







ANNEXES



## Energy: decarbonization of energy generation



#### **RES**

- Development of greenfield renewable capacity
- Hydro plants repowering
- Energy communities

**INVESTOR DAY 2024** 



#### CCGT, THERMO **AND HEAT**

- Air cooler installation on CCGT
- Turbigo disposal after 2027
- Expansion of district heating network



#### **ENERGY EFFICIENCY**

- Rebuilding activity on private and public sector
- Energy efficiency for business clients and public administration



- EGEA consolidation in district heating and public lighting
- New positioning on RES and BESS



# 2.5<sub>B€</sub> **EBITDA** 7% CAGR **GROWTH**



2023



2027

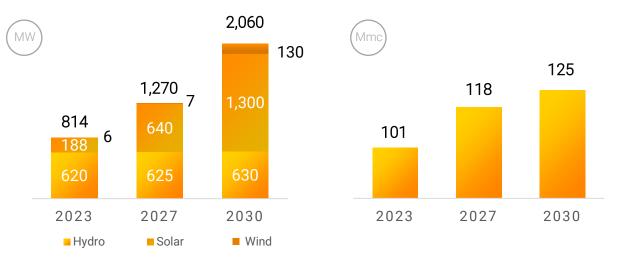
■Thermo ■Heat 2023 Energy scenario normalization

**CAPEX** 

#### **BUILDING RENOVATION PROJECTS**

## ~600 2024-30

#### **RES CAPACITY DISTRICT HEATING VOLUMES**



Including solar "producer" model for 90MW in 2027 and 160MW in 2030



2030

■ En. Efficiency

## Market: long term valorisation of customers



- Increasing EE clients due to electrification of consumptions
- Medium and long term PPA with end-clients
- Further strengthening of pull channels, digital and physical stores



#### **SERVICES**

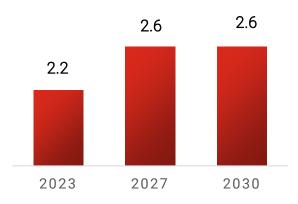
- Boost cross-selling of Iren Plus products and services for increased household loyalty
- Further development of bundle offers including connectivity
- Stand-alone insurance growth



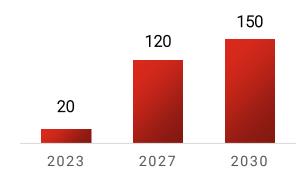
- EGEA customer base consolidation
- Consolidation of clients won in protected market auctions



#### RETAIL & SMEs CUSTOMER BASE (M)



INSURANCE STAND ALONE CONTRACTS AND SERVICES (K)



#### **NEW STORE/CORNER**





## Synergies and operational efficiencies

#### SYNERGIES AND EFFICIENCIES '24-'30



- 7% REDUCTION OF OPERATIONAL COSTS BY 2030
- VISIBLE RESULTS IN THE FIRST THREE YEARS

#### **Rationalization activity:**

- 1. Turnover and reskilling
- 2. Specialization hubs
- 3. Streamlining of sales and engineering functions
- 4. Unification of call centre and customer billing
- 5. Integration of acquired companies

#### **External costs:**

- 1. Reduction of external costs through process reviews
- 2. Activities' internalization

#### Other projects:

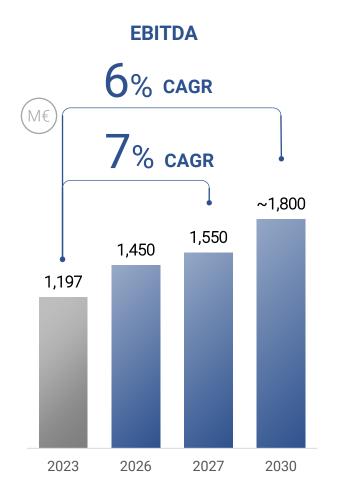
- 1. Service level improvement and related rewards
- 2. Automation and artificial intelligence in corporate, commercial and asset management processes

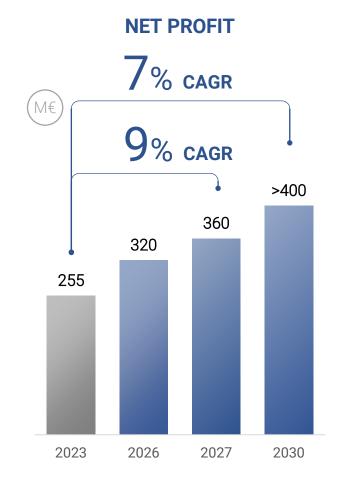




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## Growth already visible in the first part of the plan





FRAMEWORK

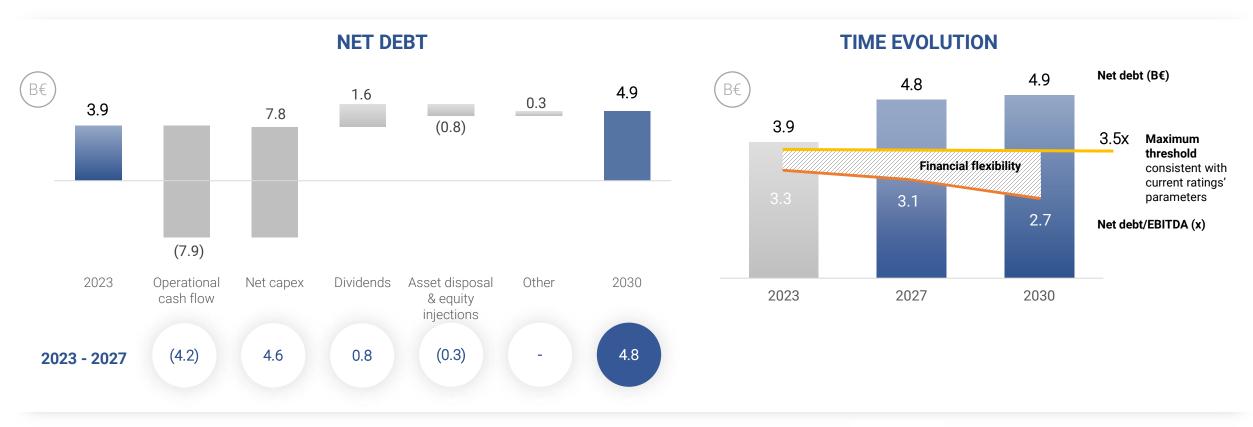
#### **2024-2030 GROWTH PILLARS:**

- Organic growth: >+550 M€
- Inorganic growth: +95 M€
- Efficiencies and synergies: +130 M€
- Asset rotation: -40 M€
- Scenario and regulation: -30 M€
- **Energy scenario and 2023 Superbonus** normalization: -100 M€
- **Business profile:** Increased EBITDA from regulated activities, from 70% to 80% during the plan



**INVESTOR DAY 2024** 

## Net debt evolution





STRONG COMMITMENT TO MAINTAIN FINANCIAL RATINGS

**INVESTOR DAY 2024** 

S&P Global **BBB** Ratings

**Fitch**Ratings **BBB** 

STRATEGY H1 2024 RESULTS FRAMEWORK **ANNEXES** 





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## Dividend policy with floor until 2027

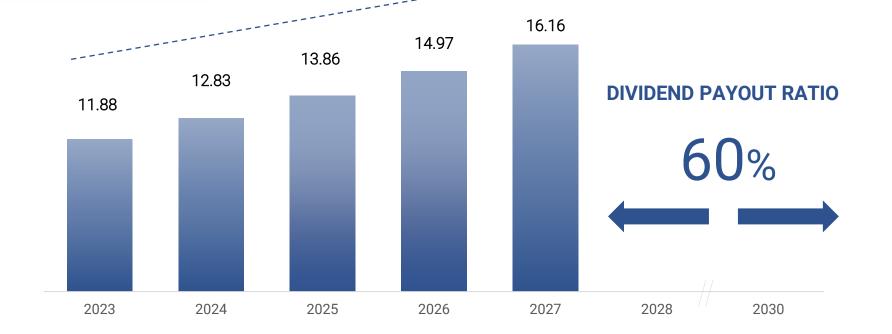
#### **DIVIDEND POLICY maximum between:**

• 60% PAY-OUT of ordinary Group's net income

8% DPS growth until 2027







FRAMEWORK





## Regulatory framework

	GAS	ELECTRICITY	WATER	WASTE INTEGRATED SERVICE AND REGULATED PLANTS
Regulatory period	6 years (2020 – 2025)	4 years (2024 – 2027)	6 years (2024 – 2029)	4 years (2022 – 2025)
WACC methodology update	6 years (2022 - 2027)	6 years (2022 – 2027)	6 years (2024 - 2029)	6 years (2022 – 2027)
WACC update	Ebery 3 years for general parameters (2025) <sup>1</sup> , specific parameters <sup>2</sup> in 2026	Ebery 3 years for general parameters (2025) <sup>1</sup> , specific parameters <sup>2</sup> in 2028	Every 2 years (2026)	Every 2 years (2026)
	GAS DISTRIBUTION AND METERING	ELECTRICITY DISTRIBUTION AND METERING	INTEGRATED WATER SERVICE	INTEGRATED WASTE SERVICE <sup>4</sup> AND REGULATED PLANTS
2024-2030 WACC (pre tax)	6.5%	6.0%	6.1% <b>+</b> 1%³	6.3%+1% <sup>3</sup> ; 6.6%+1% <sup>3</sup>

<sup>1.</sup> With annual check of trigger threshold (0.5% in abosolute value) for rate update

ANNEXES



<sup>2.</sup> Specific parameters: beta and gearing

<sup>3.</sup> Time lag rate to cover the financial burden arising from the time mismatch between the year of realization of the investment and the year of start-up recognition in the tariff

<sup>4.</sup> Without prejudice to the application of lower remuneration levels in the case of award by tender

## **Industrial KPIs**

	2023	2027	2030
Waste collected (Mton)	2.1	2.7	3.0
Waste treated in Iren's plants (Mton)	2.7	3.9	4.4
WTE's electricity sold (TWh)	0.5	0.5	0.8
Hydro production (TWh)	1.1	1.3	1.3
Solar and Wind production (TWh)	0.2	1.0	2.4
Thermo and CCGT production (TWh)	6.9	6.4	2.9
Heat sold (TWht)	2.1	2.6	2.8
Electricity sold to end clients (TWh)	7.6	7.9	8.7
Gas sold to end clients (Bmc)	1.0	1.0	0.9



STRATEGY

## Business plan's energy scenario

	2023	2027	2030
<b>PUN</b> (€/MWh)	127.4	98.6	94.6
<b>PSV</b> (€/MWh)	42.3	28.3	25.5
<b>ETS</b> (€/Ton)	83.5	102	116
Clean spark spread Iren (€/MWh)	5.0	3.0	2.0

H1 2024 RESULTS





## **Networks concessions**



ATEM	EXPIRY
Genova 1	Expired
Parma	Expired
Reggio Emilia	Expired
Vercelli	Expired
Piacenza 2 - Est	Expired



AREA	EXPIRY
Piacenza	2040
Reggio Emilia	2043
Genova	2032
Parma <sup>1</sup>	2027
Vercelli	2023 (exstension ex lege)
La Spezia	2033
Enna	2034

## ELECTRICITY





AREA	EXPIRY
Torino	2030
Parma	2030
Vercelli	2030

<sup>1</sup>Original expiration to 2025 extended ex lege (L. Reg. Emilia-Romagna.n. 14/2021 Art.16)

**INVESTOR DAY 2024** 





## Concessions

## **HYDROELECTRIC**

#### **CONCESSIONS**



AREA	HYDROELECTRIC PLANT	POWER (MW)	EXPIRY
Piemonte 1	Pont Ventoux-Susa	157	2034
Piemonte 2	Valle Orco e S. Mauro	300	Expired 2010 PPP proposal
Piemonte 3	S. Lorenzo, Moncalieri, La Loggia, Valle Dora	25	>2042
Campania	Nucleo Tusciano	108	2029
Liguria	Brugneto, Canate	10	Expired 2014 Water management (2032)



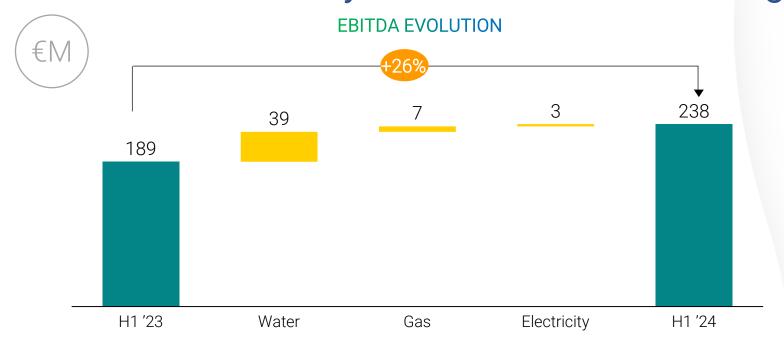
**WASTE CONCESSIONS** 

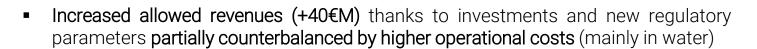
AREA	EXPIRY
Parma	2037
Piacenza	2037
Reggio Emilia	Expired (extension ex lege)
Torino	2034
Vercelli 1	2028
Vercelli 2	2030
La Spezia	2028
Toscana sud	2033
Cuneo FRAMEWORK	2031 ANNEXES ICEN 36



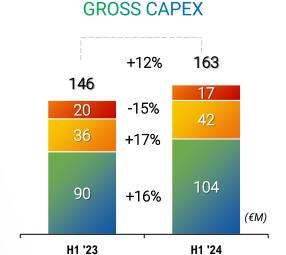
# **NETWORKS**

Growth driven by investments and new regulatory parameters

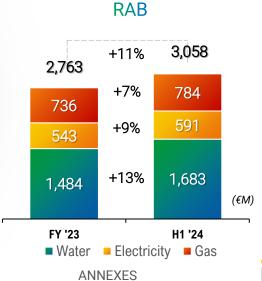




- Extraordinary recovery of inflation in water for 9€M experienced in Q1 and not replicable
- Positive contribution of consolidation (+5€M) through **Acquaenna**, operating in Sicily water service



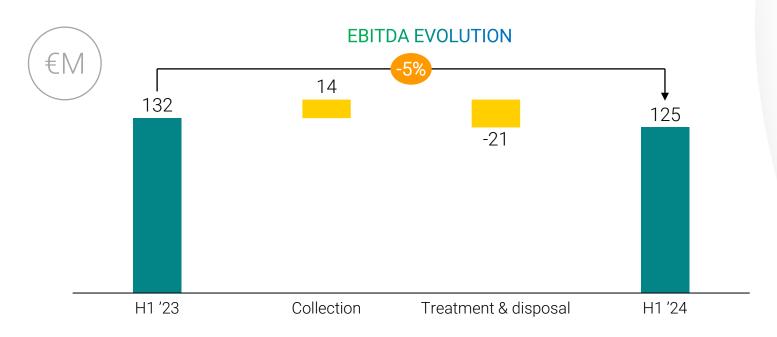
■ Water ■ Electricity ■ Gas

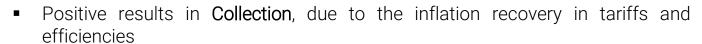




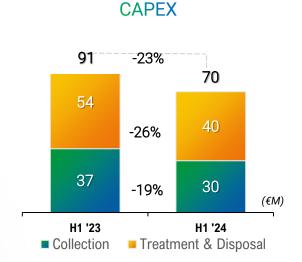
# WASTE

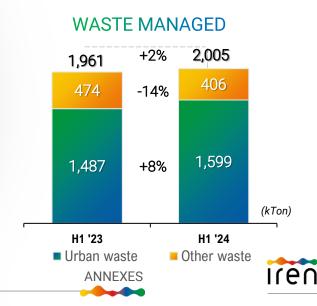
# Up in collection and consolidation, down in plants' activities



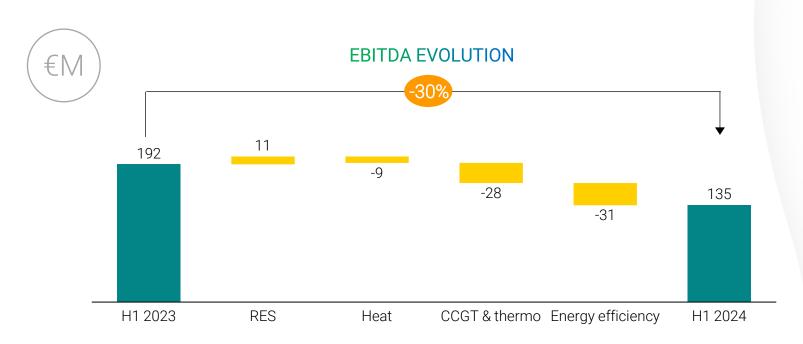


- Treatment & Disposal were down, due to lower plants' availability (WTE turbine extraordinary maintenance and WTE failure impacted for 9M€) and high ramp up costs
- Lower energy scenario and minor special waste volumes to landfills (-14%)
- Positive contribution from the consolidation of Sienambiente (+6M€)





# ENERGY Lower energy prices and energy efficiency works' conclusion



- RES benefited from higher volumes (almost +50% YoY) offset by lower energy prices
- Lower heat due to the decrease in margins following the gas price trend partially counterbalanced by higher volumes (+5%)
- Lower production hours to capture positive clean spark spread combined with a weaker MSD (12€M vs. 16€M in H1 2023)
- Works' conclusion after Superbonus incentives

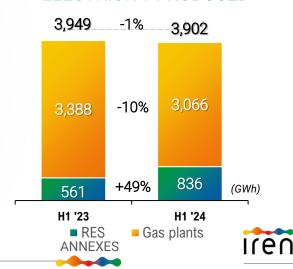
# 1,224 <sub>+5%</sub> 1,283

(GWht)



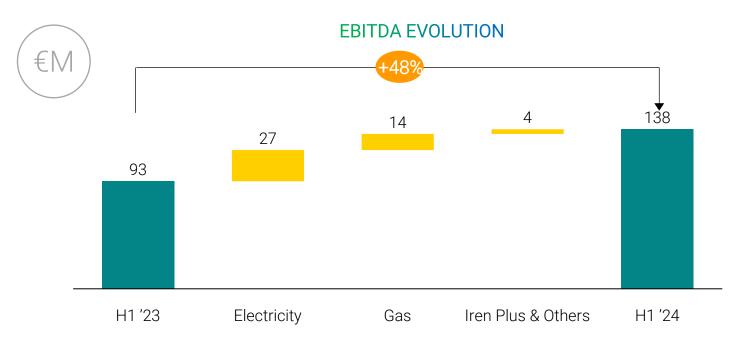
H1 '24

H1 '23



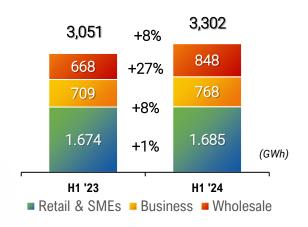
# MARKET

# Positive increase of value in a more competitive market

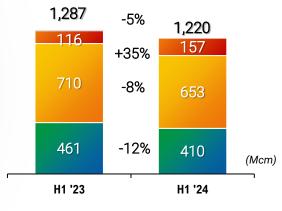


- Effectiveness commercial policy
- Margins partially offset by higher costs for maintaining the customer base in a competitive market
- Retail clients around 2.2M in line with FY2023
- Electricity volumes sold increased in all business lines
- Good performance of Iren Plus & Others services thanks to bundle offers

### **ELECTRICITY SOLD**



### **GAS SOLD**



■ Final clients ■ Internal users ■ Wholesale





# Ebitda to group net profit reconciliation



	H1 '23	H1 '24	Δ	Δ%
EBITDA	606	636	29	4.8%
D&A	-287	-320		
Provisions to bad debt	-36	-34		
Other provisions and write-downs	-36	-1		
EBIT	248	281	33	13.1%
Financial charges	-41	-46		
Companies consolidated at equity method	1	5		
Others	5	2		
EBT	214	241	27	12.6%
Taxes	-56	-74		
Minorities	-15	-22		
Group net profit	143	145	2	1.5%

- Depreciation increase linked to investments made and new companies' integrations (Sienambiente and Acquaenna)
- Other provision one-off for Sostegni ter Decree in 2023 (34€M)
- Cost of debt at 2.1% (vs 1.8% in H1' 23)

■ Increased tax rate in 2024, which does not benefit from the tax credit for energy-consuming companies (30.5% vs. 26.1% in the H1 2023).



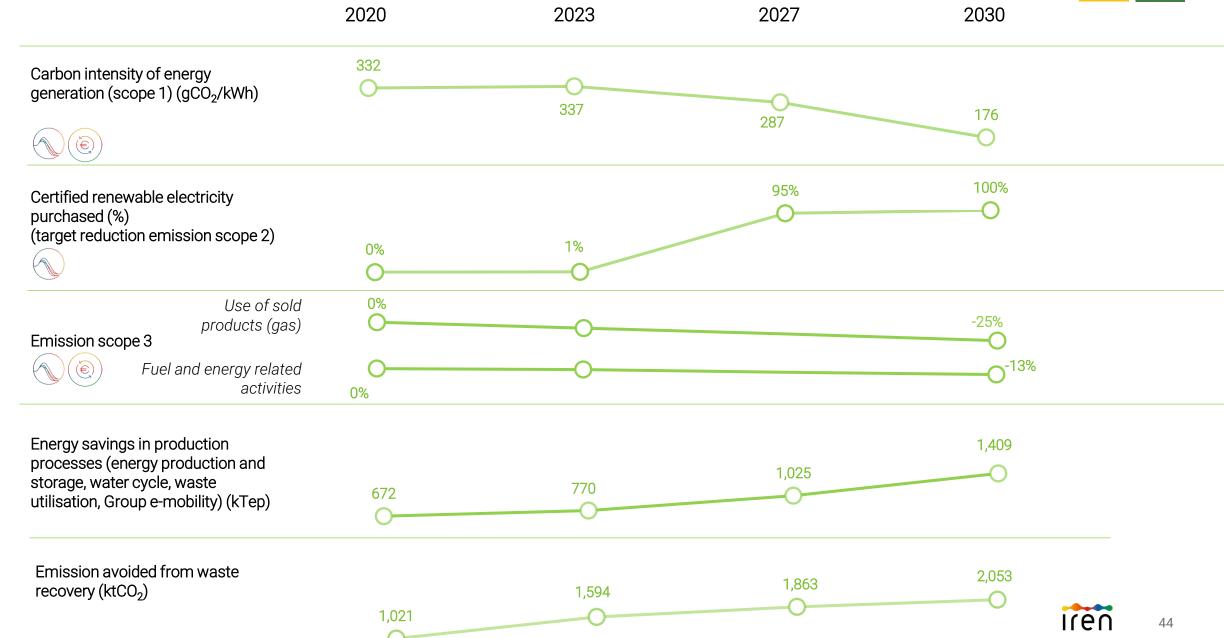


STRATEGY



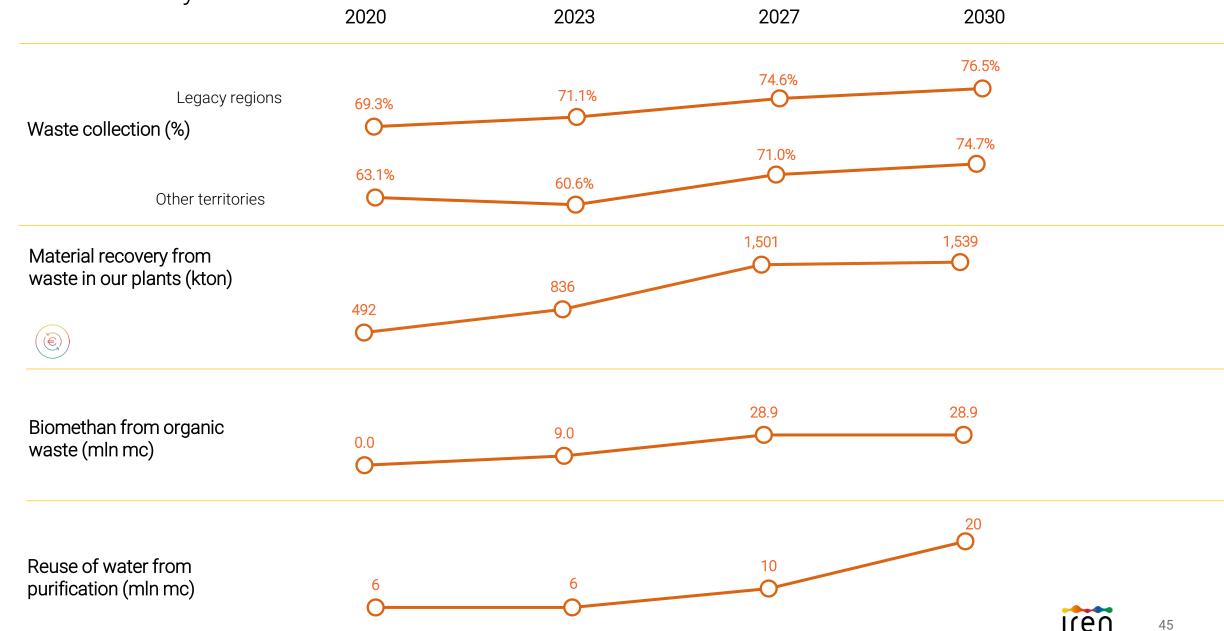
## Decarbonization





# Circular economy

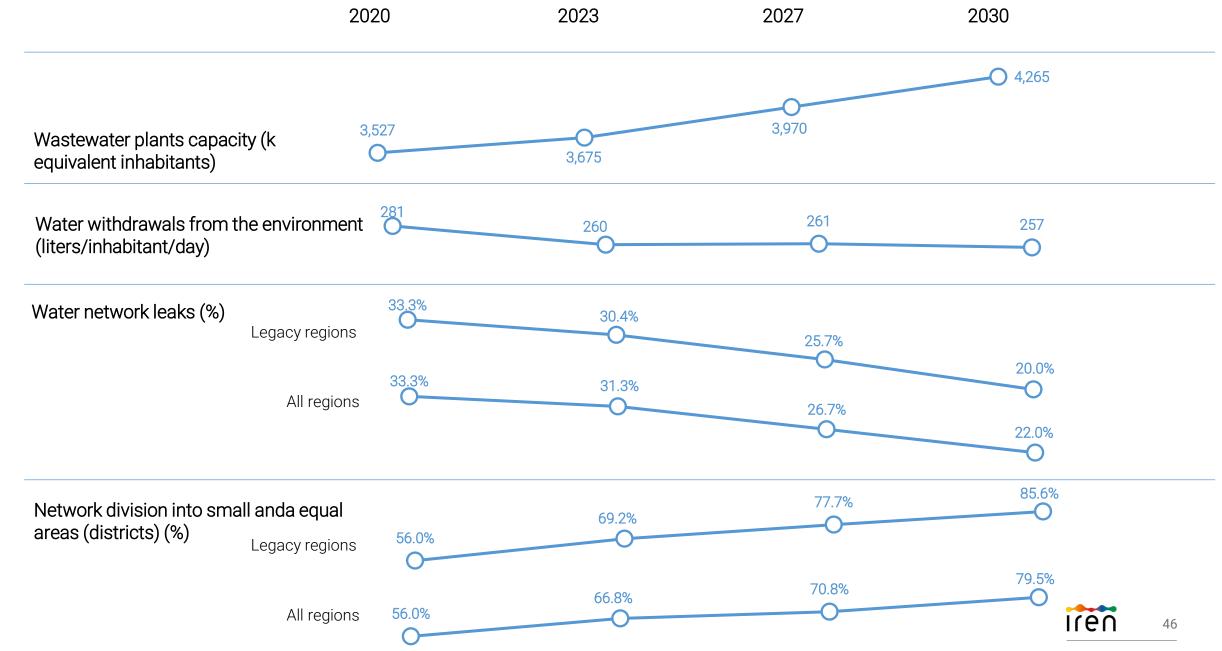




# Water resources



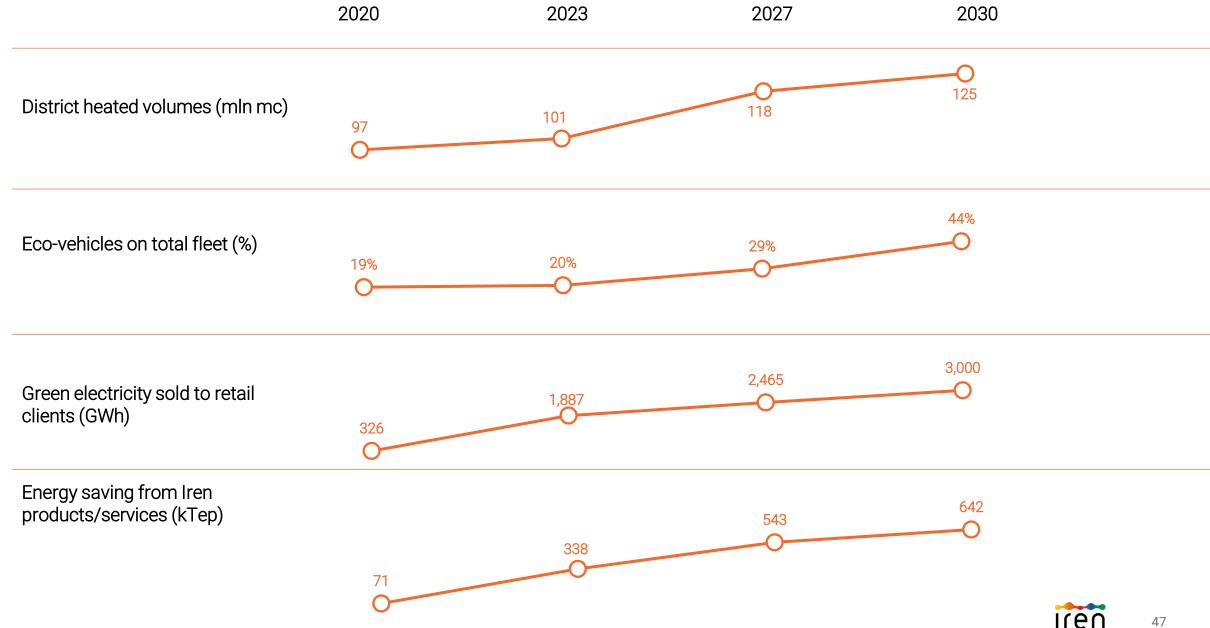




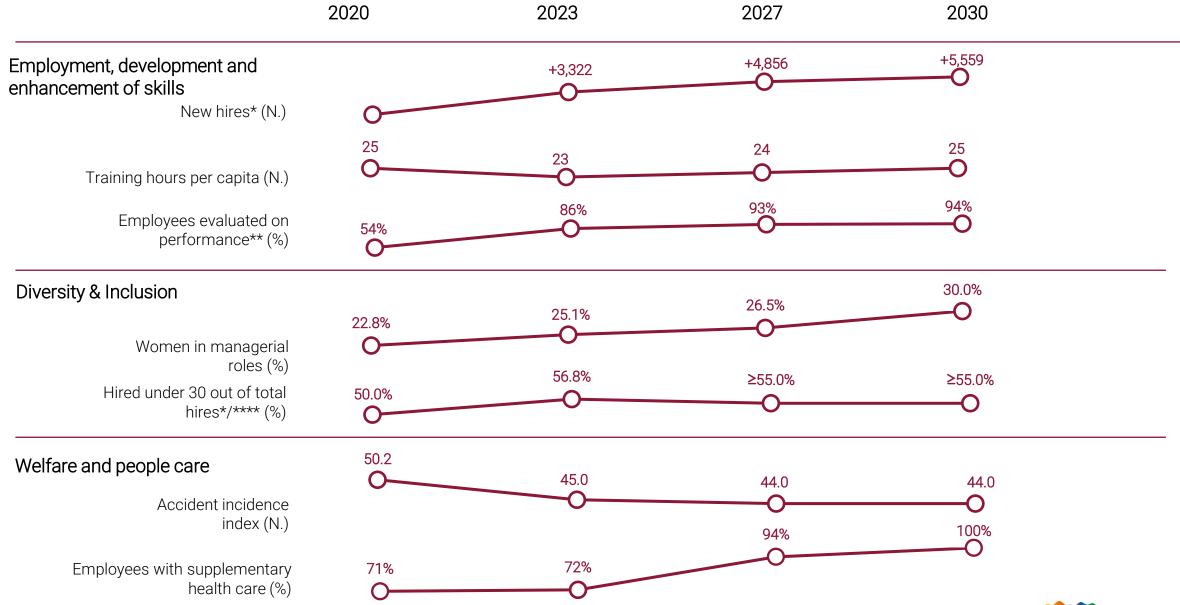
# Resilient cities











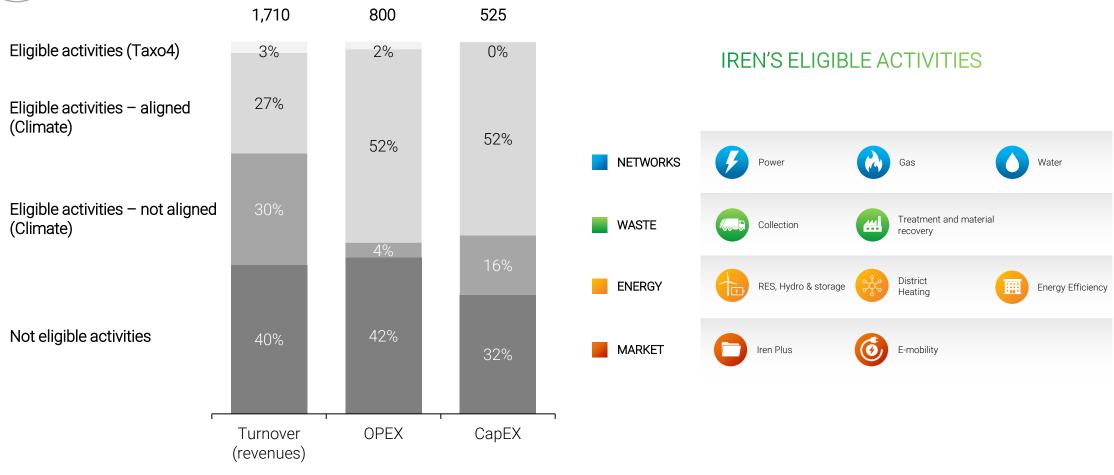
<sup>\*</sup> Progressive growth VS. 2020; \*\* Excluding fixed-term employees, hired less than 6 months, staff from corporate acquisitions less than 1 year, staff with absences more than 6 months, taking over contracts <3 years; \*\*\*2020 figure is 40.4 influenced by Covid 19 emergency, so 2019 was used as a basis. Also 2021 is influenced by health emergency; \*\*\*\* Excludes hiring from contracting/internment takeovers.



# Focus on EU Taxonomy in 2023



Eligible, aligned and non-eligible activities related to the KPIs required by the EU Taxonomy





# Disclaimer

The Manager in charge of drawing up the corporate accounting documents and the Chief Financial Officer of IREN S.p.A., Mr. Giovanni Gazza, hereby declares, pursuant to paragraph 2 of article 154 bis of the Consolidated Finance Act (Legislative Decree No 58/1998), that the accounting information contained in this presentation is consistent with the accounting documents, records and books.

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FRAMEWORK





**INVESTOR DAY 2024**