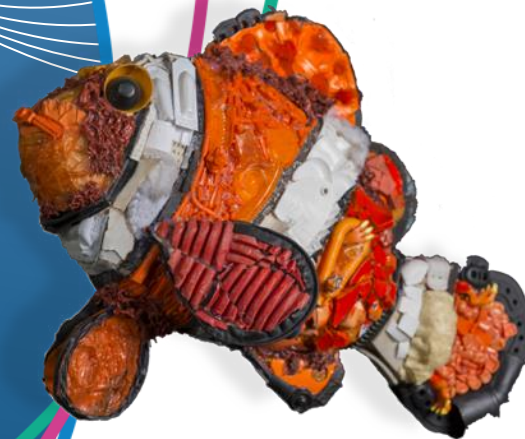




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Strong growth rates even versus 2019

H1 2021 Financial results

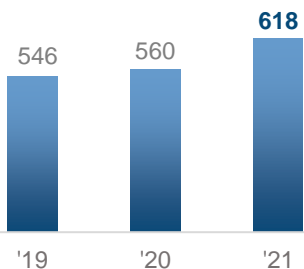


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H1 results in a snapshot

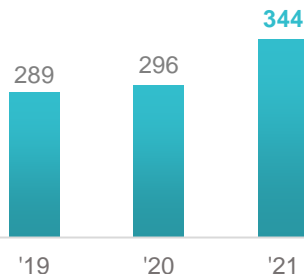
EBITDA (m€)



+10.4% '21 vs '20

+13.2% '21 vs '19

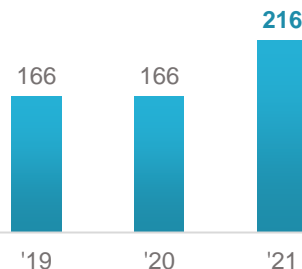
EBIT (m€)



+16.2% '21 vs '20

+19.0% '21 vs '19

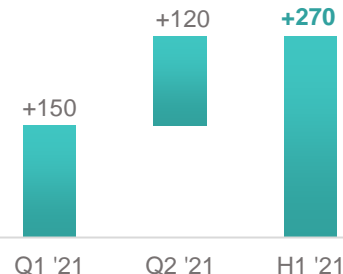
NET PROFIT (m€)



+30.0% '21 vs '20

+30.1% '21 vs '19

FREE CASH FLOW (m€)

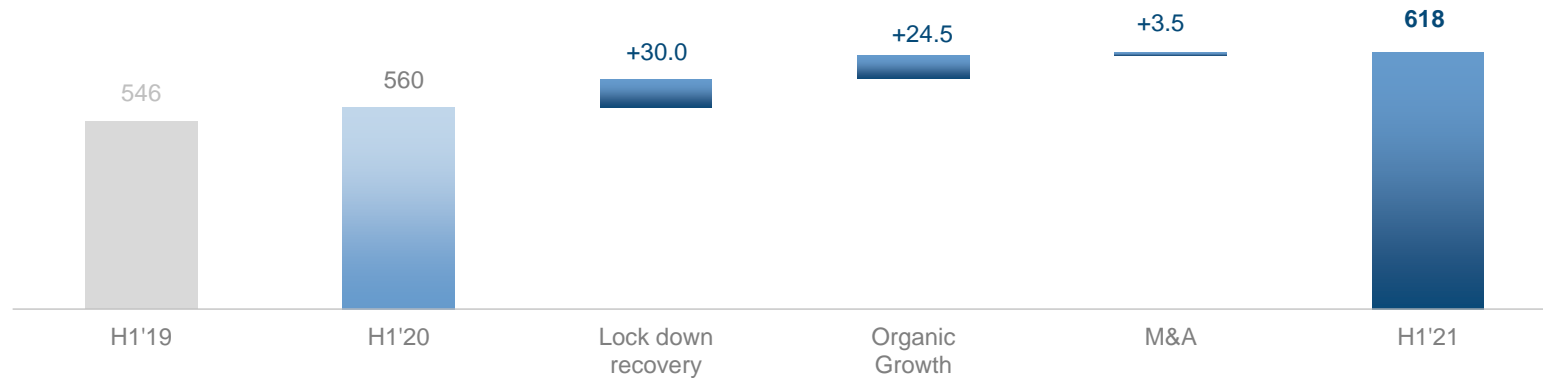


H1 Strong CF

Solid results to underpin further growth

H1 2021 Ebitda drivers

GROWTH DRIVERS (m€)



+58 m€, +10.4% '21 vs '20

Strong growth rate underpinned by all activities

M&A executed in Waste, adding 3.3k clients

3 ACQUISITIONS

Strengthening industrial waste platform on ref. territory borders to further expand.

Syn. exp.: +25% Ebitda

Enterprise Value of 123 m€

Ebitda: 20m€
Plant Capacity: 236 kton/Y

6.1x EV/Ebitda

Recycla



Operating in **Veneto** and E-R region and treats solid and liquid industrial waste to be recycled.

Landfill disposal is **limited to 3%**

Ebitda: 7.9 m€
Plant Capacity: 40 kton/Y

Strengthening platform

Sea



Operating in **Marche** region and treats solid and liquid, hazardous and non hazardous industrial waste

Expandible stocking facilities of **V.A. hazardous** liquid waste.

Ebitda: 7.7 m€
Plant Capacity: 46 kton/Y

V.A. industrial waste

Confidential



Operating in **Veneto and E-R** to treat solid and liquid industrial waste.

Stocking, selection, recovery and disposal capacity is **expandible**.

Ebitda: 5.8 m€
Plant Capacity: 150 kton/Y

Expansion opportunities

Gathering synergy potentials and further plant expansion potentials



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Business and financial results

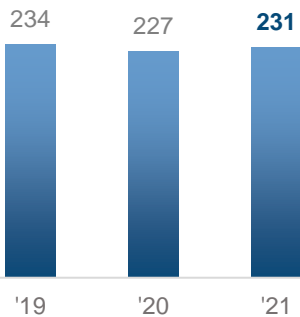


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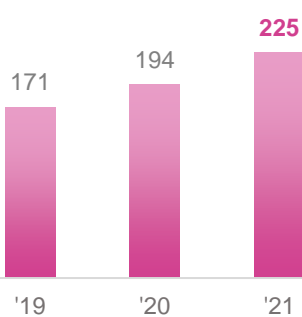
H1 results in a snapshot by business

NETWORKS (m€)



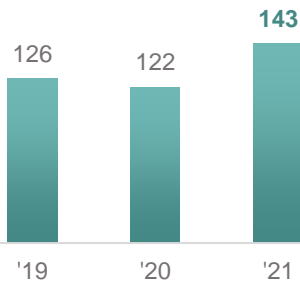
+1.9% '21 vs '20

ENERGY (m€)



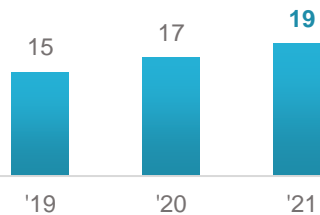
+16.4% '21 vs '20

WASTE (m€)



+16.5% '21 vs '20

OTHER (m€)



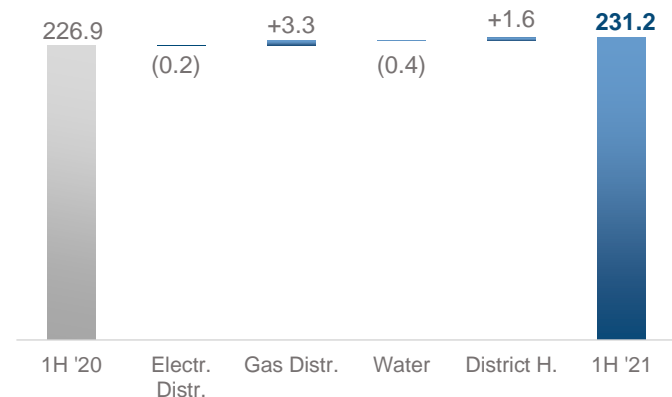
+11.9% '21 vs '20

All businesses reported robust results

Networks

GROWTH DRIVERS

(m€)



INSIGHTS

District Heating

- Benefitting from normalised climate conditions and efficiencies

Gas and Electricity Distribution

- Contribution from white certificates and new connections
- Still waiting for pending result on Udine concession

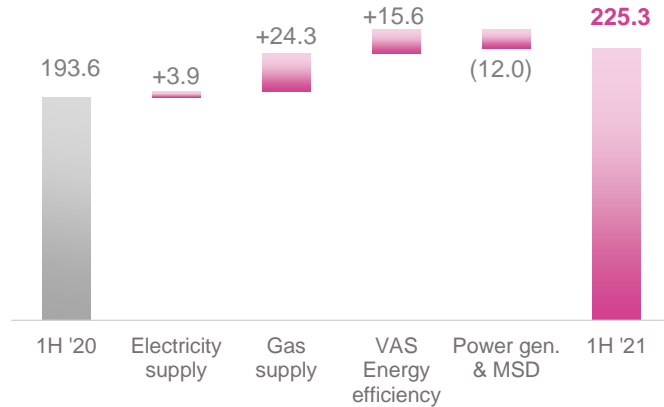
Water

- Still waiting for pending result on Rimini concession
- Higher costs on electricity and sludges

Still waiting for pending result on tenders in Udine and Rimini

Energy

GROWTH DRIVERS (m€)



INSIGHTS

Covid normalised

- Impact almost fully recovered (about 17.2m€)

Last resort markets & Maggior Tutela

- Default and FUI compensated reduction of Safeguarded.
- Won 3 Maggior Tutela tenders: +70k clients from July 1st.

Customer base

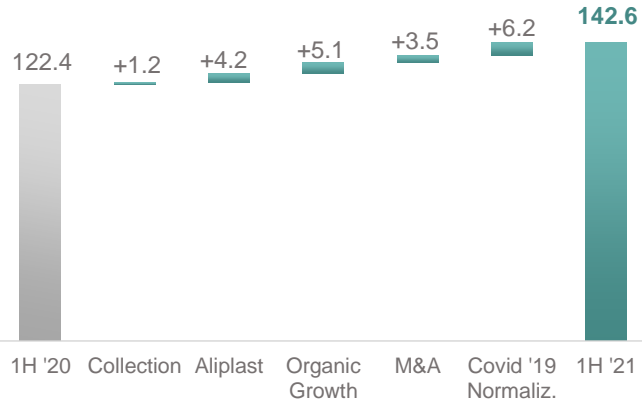
- +35k clients in last 12 months
- Ecogas acquisition closed: +22k clients in Abruzzo

VAS: energy efficiency (110% tax bonus)

- Tax credit on “energy efficiency” capex boosts demand for energy services.
- Hera offering includes project, execution and completion of finance/tax duties related to the “110% ecobonus”.

Taking advantage from demand of “Carbon neutrality” related services

GROWTH DRIVERS (m€)



INSIGHTS

Collection

- Regulated collection activities benefit from new tariffs

Good Aliplast and Organic Growth performance

- Aliplast demand up at double digit growth rates (+11k tons vs. '20) and margins benefit from virgin polymer prices
- Special waste volume up by +100 kton with positive/steady trend in prices

M&A: Recycla

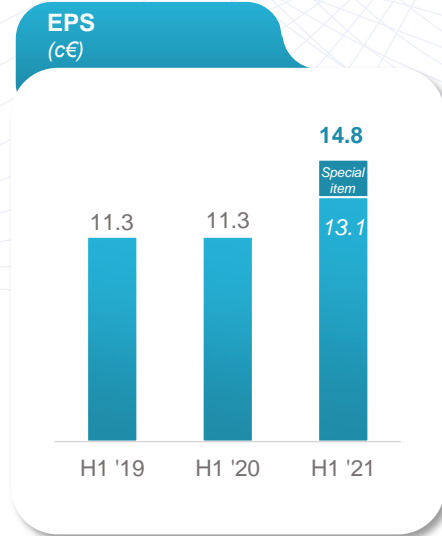
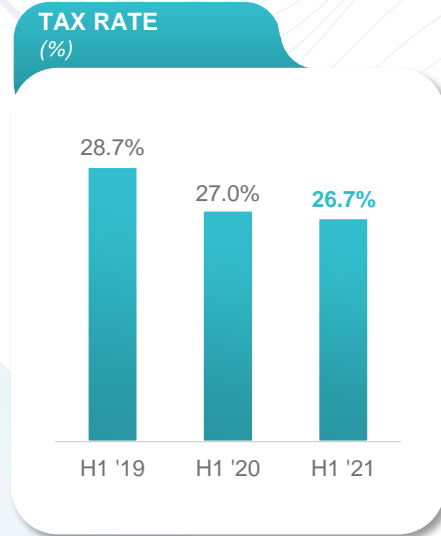
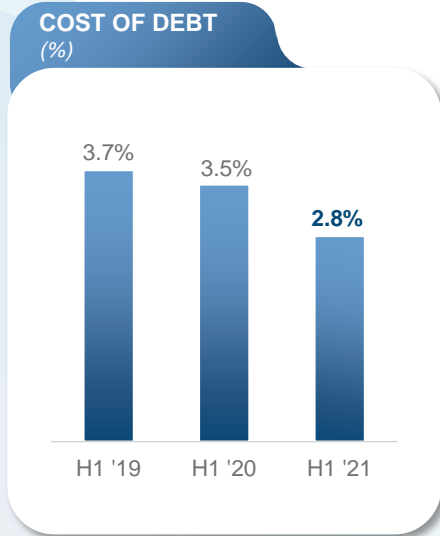
- Consolidated since Jan. 1st 2021
- Waste disposals in landfill: 3% (beating UE targets)

Covid progressively normalizing

- Recovering partially on volumes and on energy prices of WTE electricity production.

Aliplast order backlog covers year 2022

Beyond Ebitda

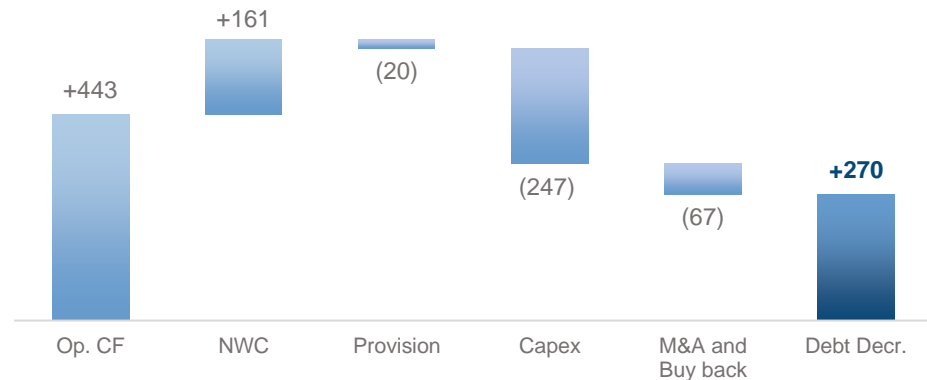


Solid results down to bottom line and on returns

1H 2021 Cash flow

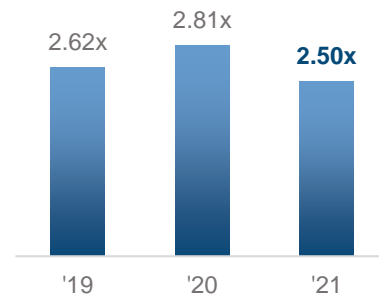
GROWTH DRIVERS

(m€)



NET DEBT / EBITDA*

(x)



S&P upgrade
BBB+ stable

Solid cash generation



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Closing Remarks

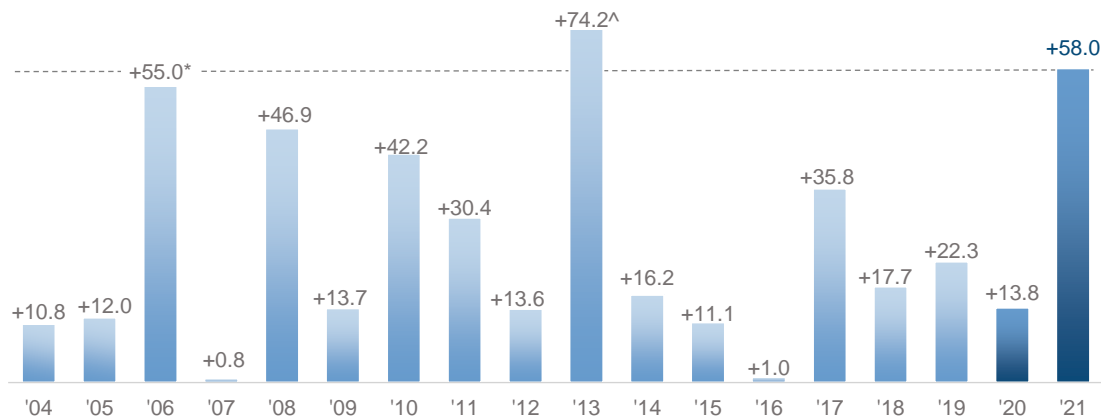


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Closing remarks

Among strongest
Ebitda growth in H1



*Merger with Meta SpA

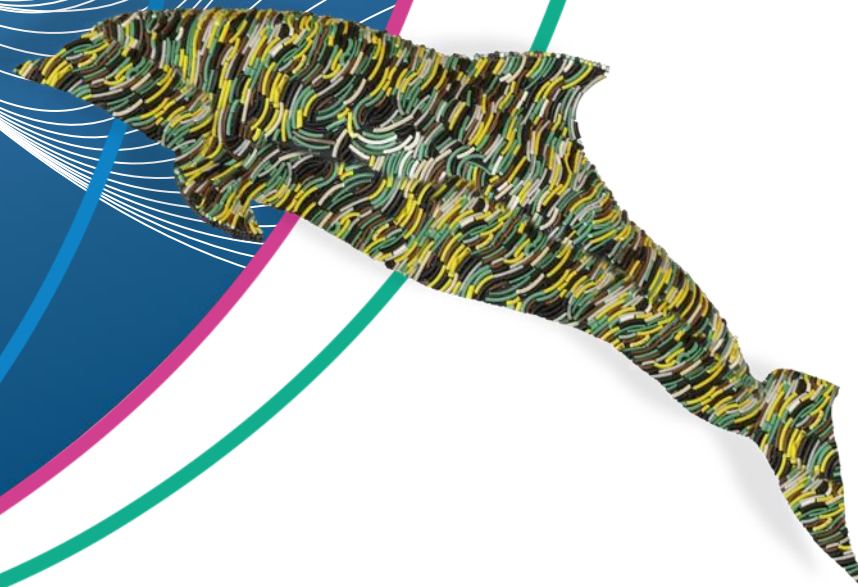
^Merger with AcegasAps

Facts confirming the reliability of Group growth profile



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Annex



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Annex: P&L

	H1 '20	H1 '21	
REVENUES	3,624.9	4,319.9	
EBITDA	559.7	617.9	+10.4%
<i>Ebitda margin</i>	<i>15.4%</i>	<i>14.3%</i>	
Depreciation and provisions	(264.0)	(274.3)	
EBIT	295.7	343.6	+16.2%
Financial costs	(39.2)	(41.2)	
Figurative interests (IAS)	(20.7)	(19.3)	
Income from Associates & J.V.	3.7	5.4	
PRETAX PROFIT	239.5	288.5	
Tax	(64.6)	(77.0)	
<i>Tax rate</i>	<i>27.0%</i>	<i>26.7%</i>	
Minorities*	(8.7)	(20.1)	
Special Items^		24.7	
NET PROFIT POST MINORITIES	166.2	216.1	+30.0%

* Include about -5.5m€ Special items related to tax exemptions («Affrancamenti»)

^ Mainly related to tax exemptions («Affrancamenti»)

Annex: Networks, Energy and Waste

NETWORKS

Ebitda (m€)	H1 2020	H1 2021	Ch.
Networks	226.9	231.1	+4.2
District Heating	8.0	9.6	+1.5
Gas distribution	74.8	78.1	+3.3
Electricity distribution	21.4	21.2	(0.1)
Water	122.7	122.3	(0.4)

RAB (m€)	Y '19	Y '20	Ch.
Networks	3,215	3,182	(1.0%)
Gas distribution	1,103	1,015	(7.9%)
Electricity distribution	366	370	+1.1%
Water	1,546	1,597	+3.2%
District Heating	~200	~200	+0.0%

ENERGY

Ebitda (m€)	H1 2020	H1 2021	Ch.
Energy	193.6	225.3	+31.7
Gas supply	112.6	136.9	+24.3
Electricity supply	44.9	48.8	+3.9
Power generation	30.7	18.7	(12.0)
Energy efficiency	5.3	20.9	+15.6

Customers ('000)	H1 '20	H1 '21	Delta
Electricity customers	1,308.5	1,326.6	+18.1
Gas customers	2,028.4	2,045.0	+16.6
Energy customers	3,336.9	3,371.6	+34.7

WASTE

Ebitda (m€)	H1 2020	H1 2021	Ch.
Waste	122.4	142.6	+20.2
Treatment	86.2	105.2	+19.0
Collection	36.2	37.4	+1.2

Volumes (kton)	H1 2020	H1 2021	Ch.
Urban W. Volumes	1,030.6	1,102.4	+71.8
Special W. Volumes	1,111.6	1,226.4	+114.8
Waste from third parties	2,142.2	2,328.8	+186.6
Internal W. Volumes	1,278.9	1,167.3	(111.6)
Total Volumes Treated	3,421.1	3,496.1	+75.0

Annex: Water and Waste

WATER

(m€)	H1 2020	H1 2021	Ch.
Revenues	415.6	446.7	+31.2
Ebitda	122.7	122.3	(0.4)

Data	H1 2020	H1 2021	Ch.
Aqueduct (mm3)	137.5	137.0	(0.4)
Sewerage (mm3)	116.6	115.2	(1.4)
Purification (mm3)	114.8	113.6	(1.2)

WASTE

(m€)	H1 2020	H1 2021	Ch.
Revenues	580.0	642.9	+62.8
Ebitda	122.4	142.6	+20.2

Data	H1 2020	H1 2021	Ch.
Urban W. Volumes (Kton)	1,030.6	1,102.4	+71.8
Special W. Volumes (Kton)	1,111.6	1,226.4	+114.8
Waste from third parties	2,142.2	2,328.8	+186.6
Internal W. Volumes (Kton)	1,278.9	1,167.3	(111.6)
Total Volumes Treated	3,421.1	3,496.1	+75.0

Annex: Gas and Electricity

GAS

(m€)	H1 2020	H1 2021	Ch.
Revenues	1,634.6	2,185.6	+551.1
Ebitda	200.8	244.1	+43.3

Data	H1 2020	H1 2021	Ch.
Volumes distrib. (mm3)	1,449.5	1,628.6	+179.1
Volumes sold (mm3)	5,996.4	8,336.3	+2,339.9
<i>of which trading (mm3)</i>	<i>4,253.8</i>	<i>6,390.0</i>	<i>+2,136.2</i>
District Heating (GWht)	262.8	300.7	+37.9
Final retail volumes (mm3)	1,742.6	1,946.3	+203.7
Clients ('000 unit)	2,028.4	2,045.0	+16.6

ELECTRICITY

(m€)	H1 2020	H1 2021	Ch.
Revenues	1,097.3	1,141.2	+43.9
Ebitda	97.0	90.0	(7.0)

Data	H1 2020	H1 2021	Ch.
Volumes sold (GWh)	6,130.7	5,462.9	(667.8)
<i>of which Salvaguardia (GWh)</i>	<i>1,080.9</i>	<i>316.2</i>	<i>(764.8)</i>
Volumes distrib. (GWh)	1,350.4	1,330.4	(20.0)
Clients ('000 unit)	1,308.5	1,326.6	+18.1