

H1 2022 FINANCIAL RESULTS



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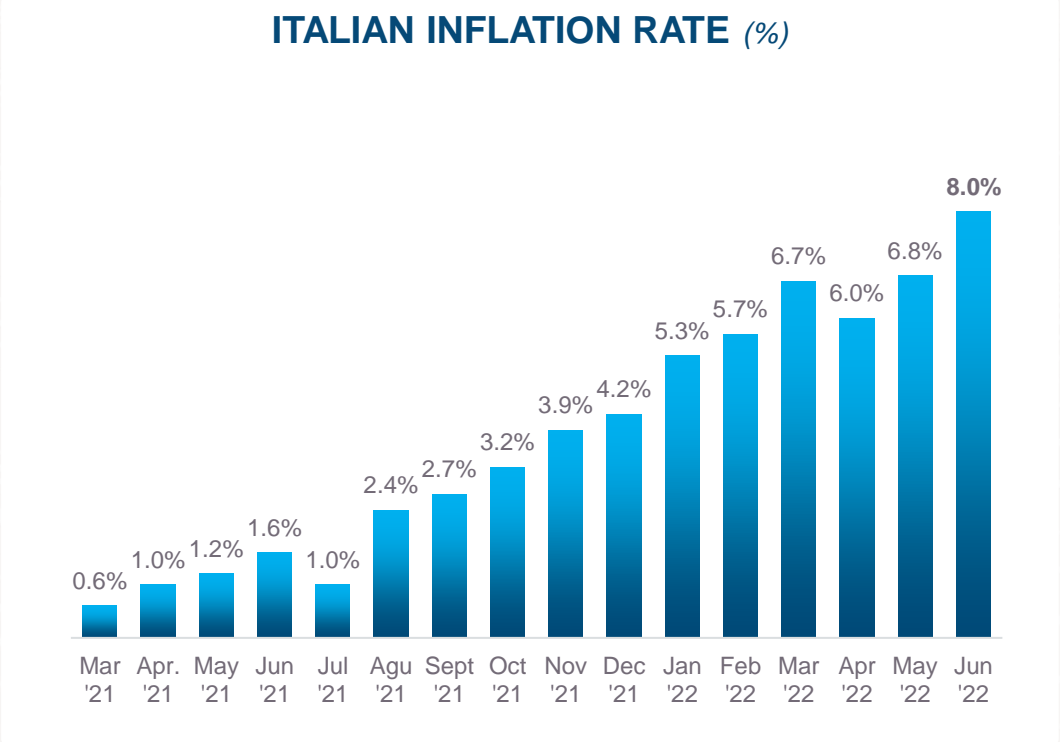
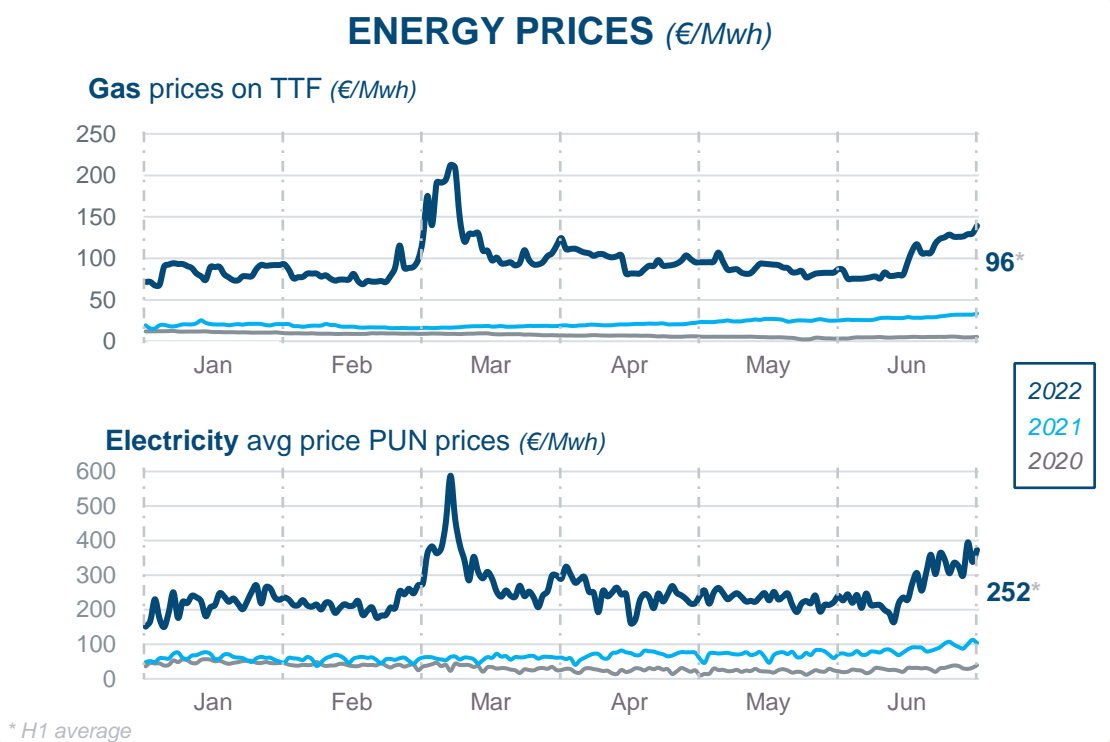
CURRENT EXTRAORDINARY SCENARIO

Tensions on energy commodity

Last 6 months 2022 vs 2021 and 2020

Extraordinary inflation

Last 16 months



Extraordinary energy prices, inflations rates and uncertainty

H1 '22 RESULTS AT A GLANCE (1)



+111%

H1 '22 VS. H1 '21



+3%

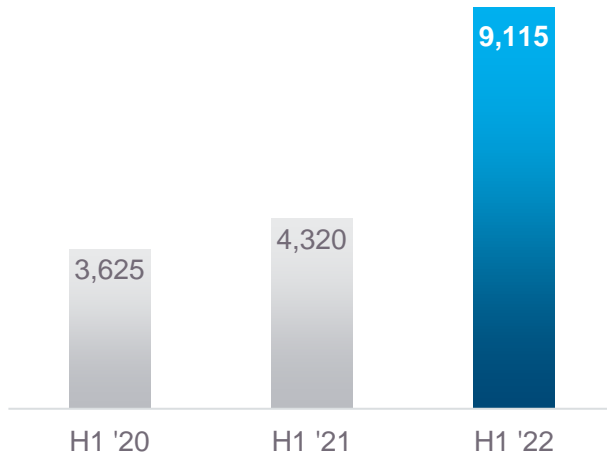
H1 '22 VS. H1 '21



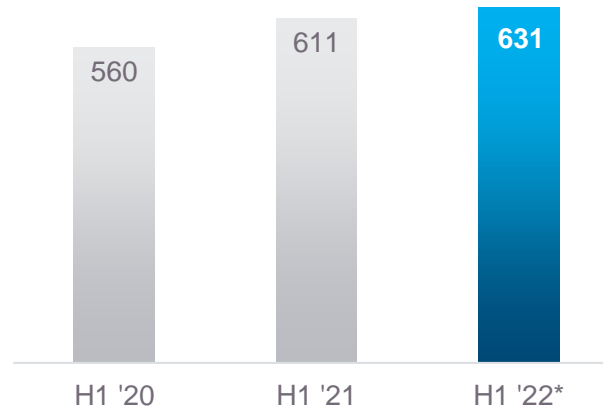
Confirmed

H1 '22 VS. H1 '21

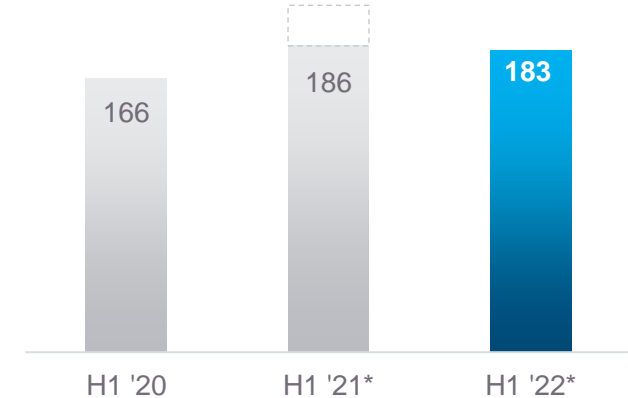
Turnover (m€)



Ebitda (m€)



Net Profit post minorities (m€)

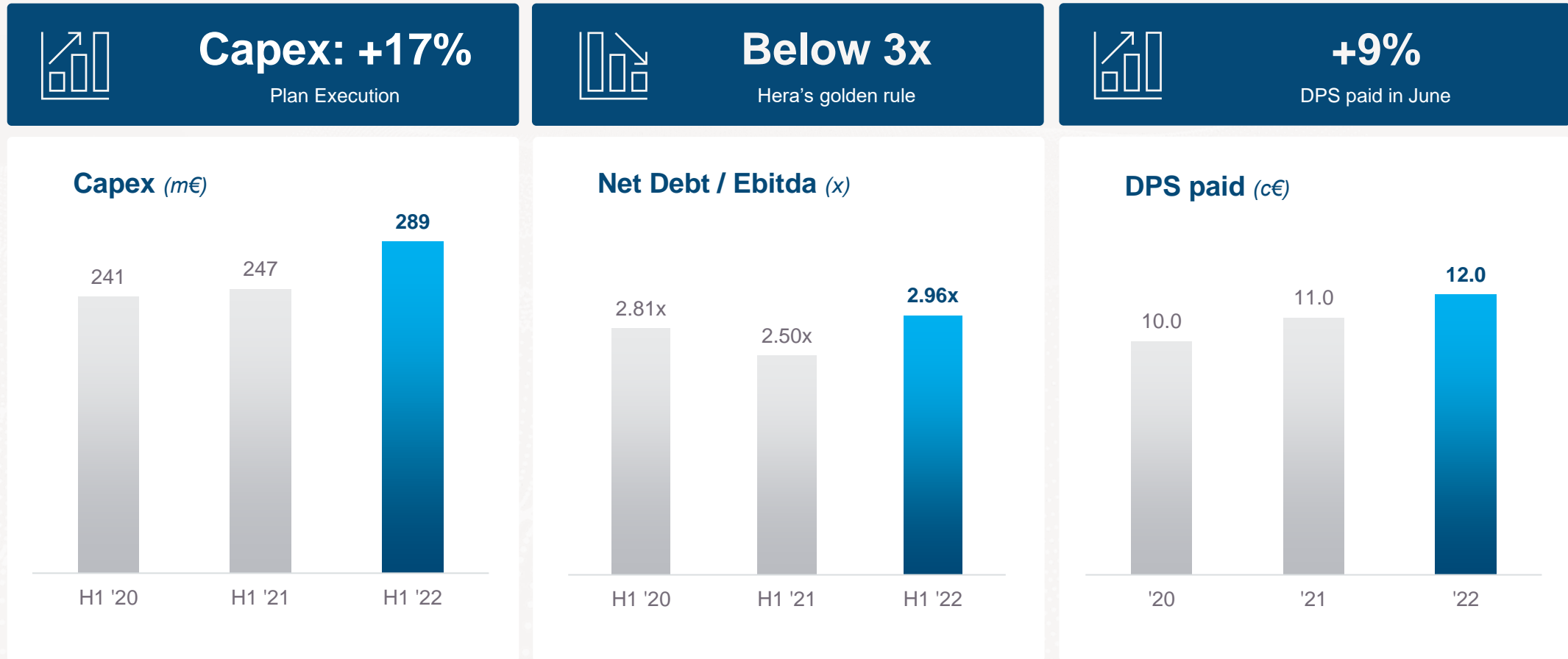


*Ebitda is adjusted for a temporary accounting difference in gas stock valuation (avg historical cost vs. avg procurement prices); this difference will progressively disappear as the Stock is emptied. Adjustments on Ebitda is -7m€ in H1'21 and +88.3m€ in H1'22

Positive one-off "Special Items" of 24.7m€ were adjusted for
*Temporary accounting difference in gas stock valuation (avg historical cost vs. avg procurement prices) were adjusted for: -5.1m€ in H1'21 and +62.7me in H1'22.

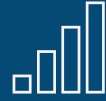
Resilient growth fuels prudent provisioning

H1 '22 RESULTS AT A GLANCE (2)



Financial strength to face tough scenario

EBITDA GROWTH ON TRACK



+20.3 m€

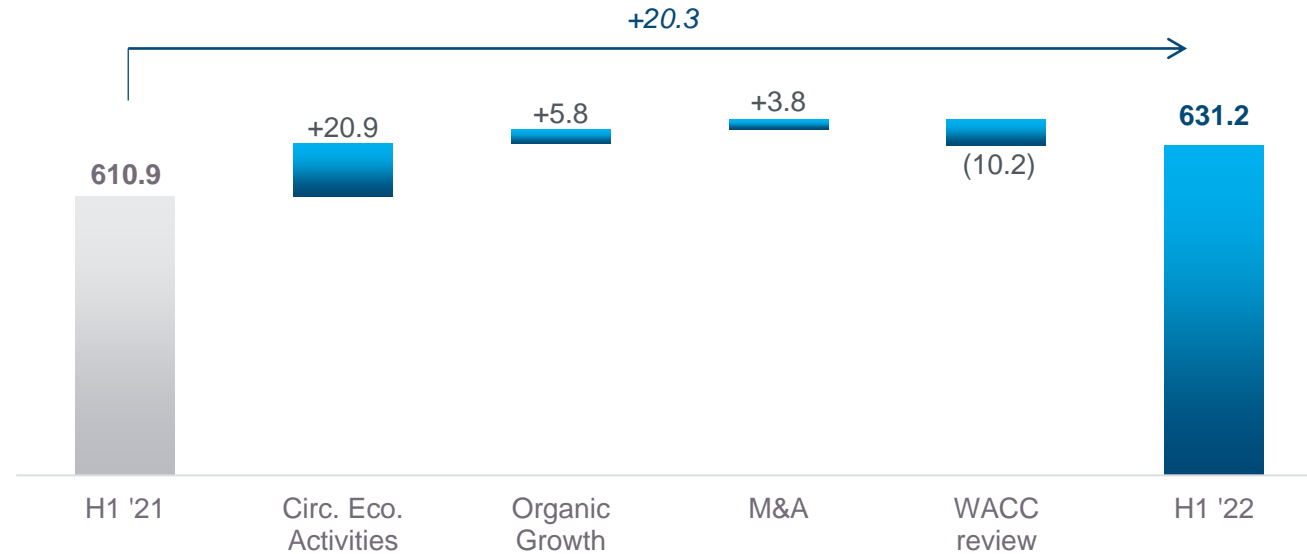
EBITDA GROWTH BY +3.3%



All drivers at work

FULLY OFFSETTING WACC REVIEW

Ebitda by driver (m€)



All our diversified growth drivers at work

WASTE TREATMENT



+12.7 m€

WASTE TREATMENT GROWTH



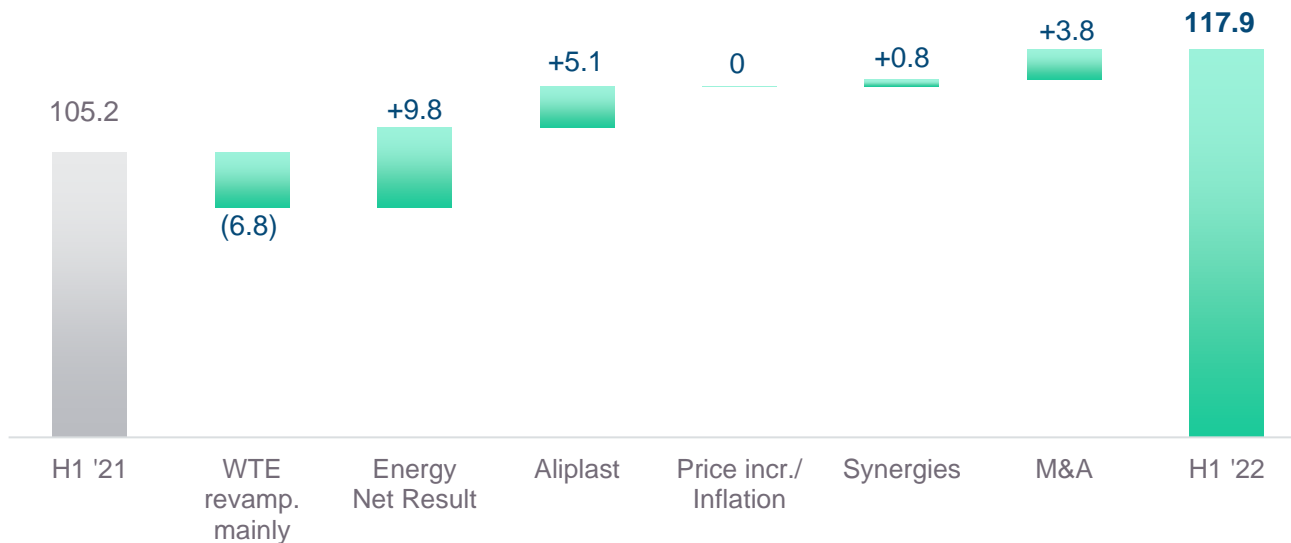
+12.1%

WASTE TREATMENT EBITDA GROWTH



Highlights

Ebitda growth drivers (m€)



- **WTE** in Trieste and in Ravenna (F3) stop for revamping
- **Energy production** from WTE more than offset the higher energy costs
- **Aliplast** still benefits from persistently high oil prices
- **Inflation fully passed through**
- **M&A** refers to Vallortigara, Macero Maceratese and synergies exploitation is progressing

Regulated Collection signed **-4.6m€** in Ebitda, due to discounts offered in the tenders to gather a valuable extension of our concessions (+13 years).

Several drivers at work underpinning a solid growth

ENERGY



+6.8 m€

ENERGY EBITDA GROWTH



+3.1%

ENERGY EBITDA GROWTH



Highlights

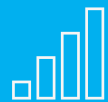
Ebitda growth drivers (m€)



- **Ancillary services** (“MSD”) normalized vs extraordinary results of 1H ‘21.
- **Eco-Efficiency services** performed well leveraging upon expertise and financial strength
- **Supply activities** benefit from full hedging policy
- **Gas Stock** temporary accounting difference between “weighted avg. cost” criteria and “current market value” have been adjusted.

Focus on gas procurement for next thermal season

NETWORKS



+8.5 m€

NETWORKS EBITDA GROWTH



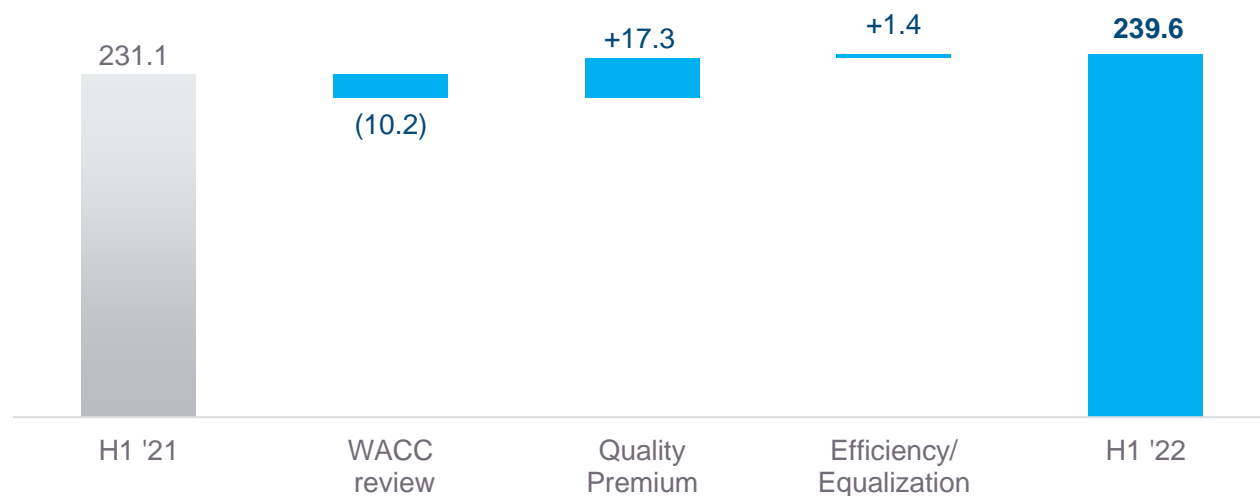
+3.6%

NETWORKS EBITDA GROWTH



Highlights

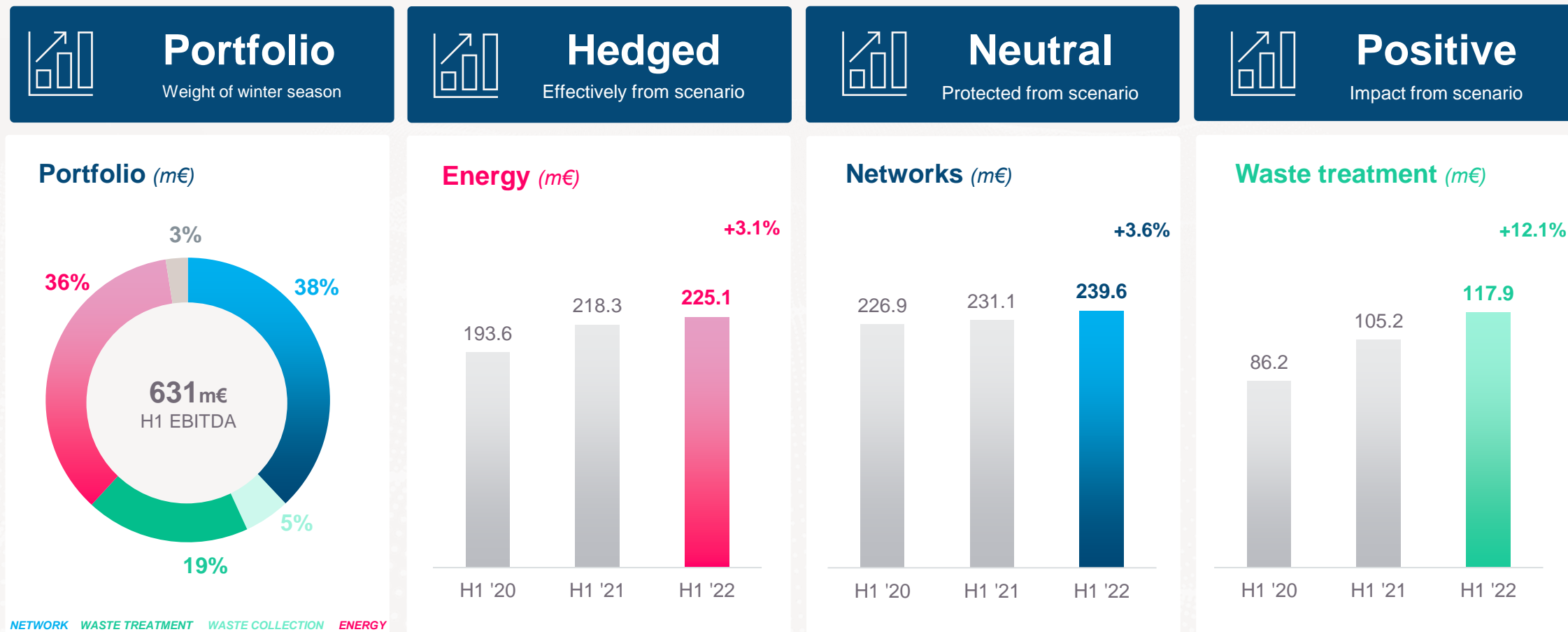
Ebitda growth drivers (m€)



- **WACC** review implied 70bps reduction on return from all regulated network activities
- **Quality Premiums** achieved both in Water (+16.6m€) and Gas (+0.7m€) activities
- **Efficiencies and Equalization** does mainly include a positive result in District Heating due to a cold winter season

Exploiting all levers to offset WACC cut

H1 '22 EFFECTIVE RISK MANAGEMENT OF PORTFOLIO



All businesses performed well

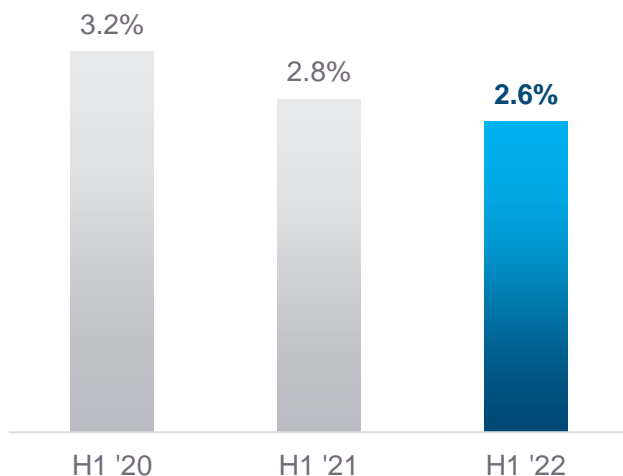
BEYOND EBITDA



-20 bps

AVG. INTEREST RATE ON DEBT

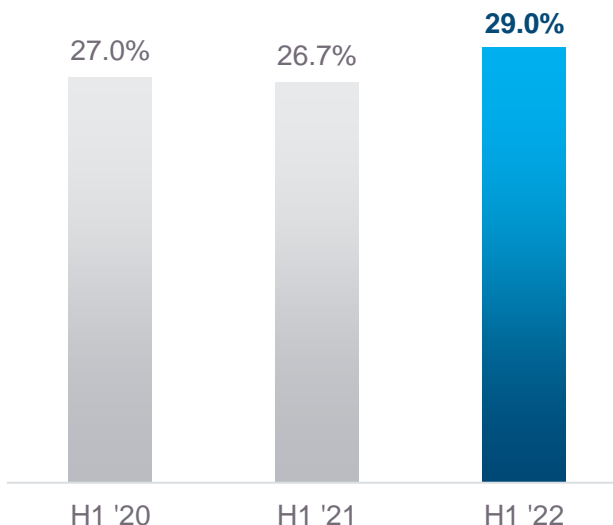
Cost of debt (%)



Confirmed

AVG. CORPORATE TAX RATE

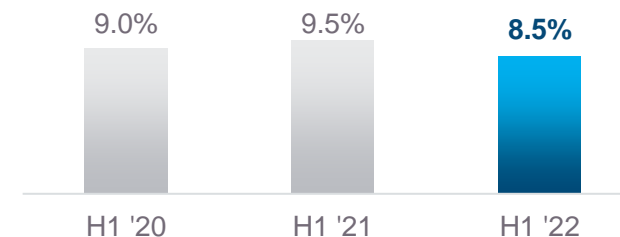
Tax rates (%)



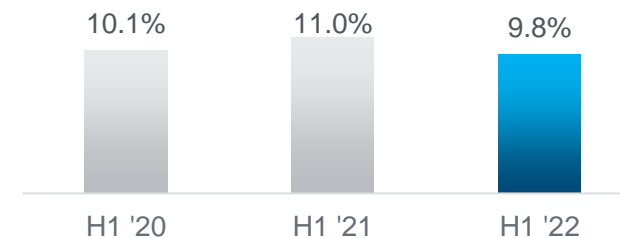
ROI & ROE

AFFECTED BY RECENT INVESTMENTS

ROI (%)




ROE (%)



Visible value creation with ratios reflecting strong investments

CASH FLOW



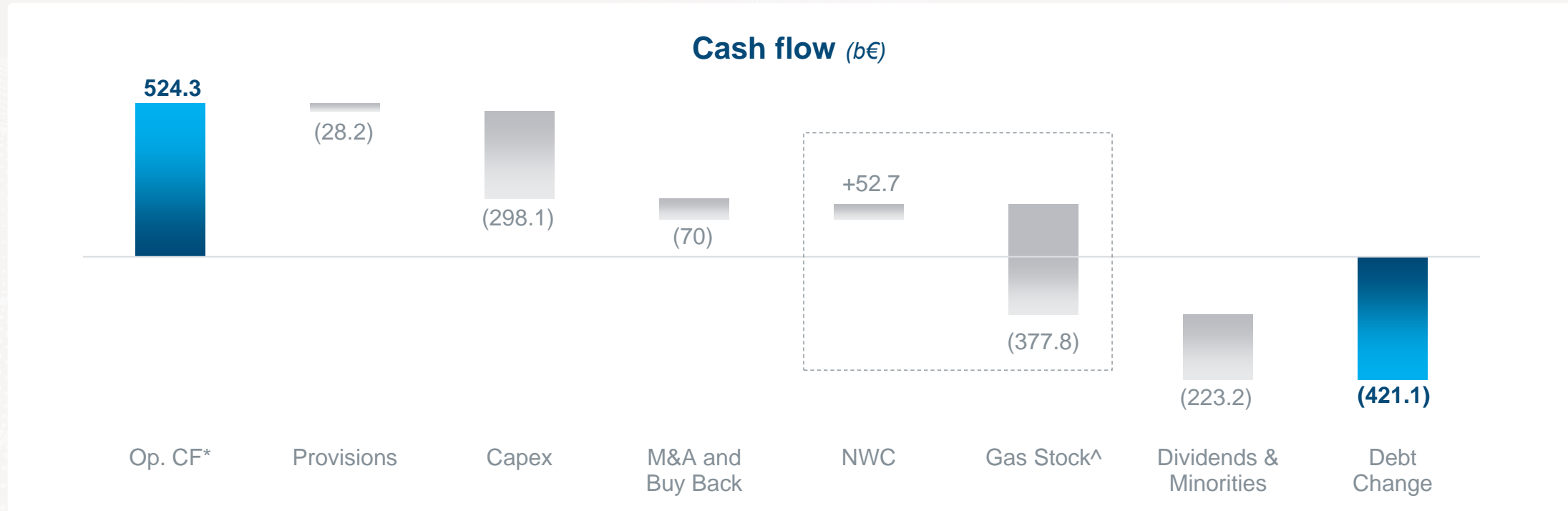
3.682 m€
H1 '22 NET DEBT



2.96x
NET DEBT / EBITDA



7 Years
AVG DURATION



Higher investments to minimize extraordinary scenario impact

* Include +88.3m€ of adjustment of the temporary account difference in gas stock valuation (difference between avg historical cost and avg acquiring cost)

^ 377.8m€ refers to the avg acquiring cost of the gas stocked (88.3m€ higher than the accounting value at avg historical cost)

The background features a complex, abstract design. It consists of several layers of wavy, undulating lines in shades of blue and green. These lines are overlaid on a grid of small, light-colored dots. The overall effect is a sense of depth and movement, with the lines appearing to flow across the frame. The colors transition from a darker blue on the left to a lighter, more vibrant green on the right.

CLOSING REMARKS

CLOSING REMARKS



+9%

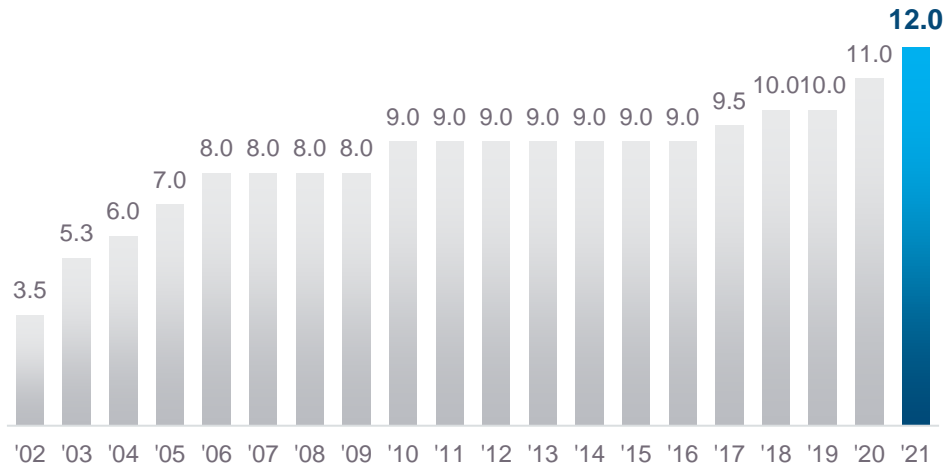
DPS INCREASE '21 vs '20



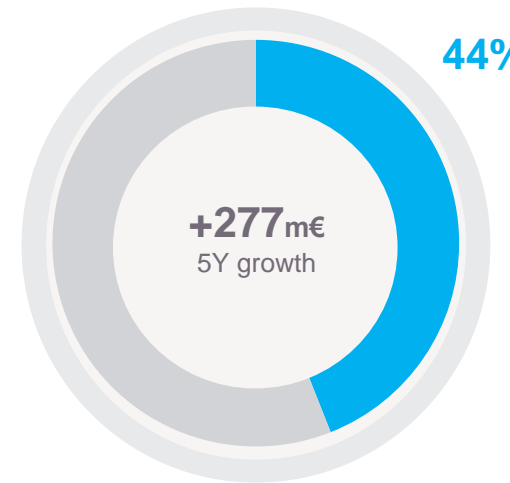
Well on track

PLAN EXECUTION IN TERM OF EBITDA GROWTH

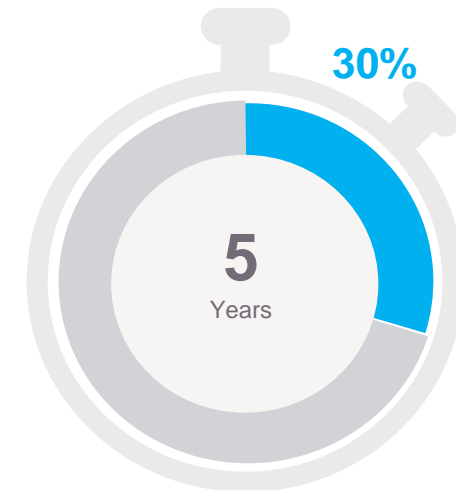
DPS (c€)



% OF ACHIEVEMENT ON EBITDA GROWTH TARGET



% OF BP TIME HORIZON



Commitments to grow fully confirmed

The background features a complex, abstract pattern of white dots and lines on a blue gradient. The pattern consists of multiple layers of wavy, undulating lines that create a sense of depth and movement. A horizontal bar with a green-to-blue gradient is positioned across the middle of the image, containing the word "ANNEX" in white, bold, uppercase letters.

ANNEX

ANNEX: Networks, Energy and Waste



Networks

Ebitda (m€)	H1 2021	H1 2022	Ch.
Networks	231.1	239.6	+8.5
District Heating	9.6	15.4	+5.9
Gas distribution	78.1	77.9	(0.1)
Electricity distribution	21.2	20.9	(0.3)
Water	122.3	125.3	+3.0
Volumes	H1 2021	H1 2022	Ch.
Water (mm3)	137.0	139.9	+2.9
Gas Distribution (mm3)	1,628.6	1,542.8	(85.8)
Electricity Distribution (GWh)	1,330.4	1,286.2	(44.2)
District Heating (GWht)	300.7	304.3	+3.6



Energy

Ebitda (m€)	H1 2021	H1 2022	Ch.
Energy	218.3	225.1	+6.9
Gas supply	129.9	174.4	+44.6
Electricity supply	48.8	11.8	(37.0)
Power generation	18.7	7.4	(11.3)
Energy efficiency	20.9	31.5	+10.6
Customers ('000)	H1 2021	H1 2022	Ch.
Gas customers	2,045.0	2,078.0	+33.0
Electricity customers	1,326.6	1,401.3	+74.7
Energy customers	3,371.6	3,479.4	+107.7



Waste

Ebitda (m€)	H1 2021	H1 2022	Ch.
Waste	142.6	150.7	+8.1
Treatment	105.2	117.9	+12.7
Collection	37.4	32.8	(4.6)
Volumes (kton)	H1 2021	H1 2022	Ch.
Urban W. Volumes	1,102.4	1,082.0	(20.4)
Special W. Volumes	1,226.4	1,353.1	+126.7
Waste from third parties	2,328.8	2,435.1	+106.3
Internal W. Volumes	1,167.3	1,237.6	+70.3
Total Volumes Treated	3,496.1	3,672.7	+176.6

ANNEX: Water and Waste



Water

(m€)	H1 2021	H1 2022	Ch.
Revenues	446.7	490.1	+43.3
Ebitda	122.3	125.3	+3.0

Data	H1 2021	H1 2022	Ch.
Aqueduct (mm3)	137.0	139.9	+2.9
Sewerage (mm3)	115.2	114.0	(1.2)
Purification (mm3)	113.6	112.6	(1.0)



Waste

(m€)	H1 2021	H1 2022	Ch.
Revenues	642.9	758.4	+115.5
Ebitda	142.6	150.7	+8.1

Volumes (kton)	H1 2021	H1 2022	Ch.
Urban W. Volumes	1,102.4	1,082.0	(20.4)
Special W. Volumes	1,226.4	1,353.1	+126.7
Waste from third parties	2,328.8	2,435.1	+106.3
Internal W. Volumes	1,167.3	1,237.6	+70.3
Total Volumes Treated	3,496.1	3,672.7	+176.6

ANNEX: Gas and Electricity



Gas

(m€)	H1 2021	H1 2022	Ch.
Revenues	2,185.6	6,139.0	+3,953.4
Ebitda	237.1	299.3	+62.2

Data	H1 2021	H1 2022	Ch.
Volumes distrib. (mm3)	1,628.6	1,542.8	(85.8)
Volumes sold (mm3)	8,336.3	7,632.1	(704.2)
<i>of which trading (mm3)</i>	<i>6,390.0</i>	<i>5,339.0</i>	<i>(1,051.0)</i>
District Heating (GWht)	300.7	304.3	+3.6
Final retail volumes (mm3)	1,946.3	2,293.1	+346.8
Clients ('000 unit)	2,045.0	2,078.0	+33.0



Electricity

(m€)	H1 2021	H1 2022	Ch.
Revenues	1,141.2	1,984.6	+843.4
Ebitda	90.0	40.1	(49.9)

Data	H1 2021	H1 2022	Ch.
Volumes sold (GWh)	5,462.9	5,742.3	+279.4
<i>of which Salvaguardia (GWh)</i>	<i>316.2</i>	<i>379.1</i>	<i>+62.9</i>
Volumes distrib. (GWh)	1,330.4	1,286.2	(44.2)
Clients ('000 unit)	1,326.6	1,401.3	+74.7

ANNEX: P&L

	H1 '21	H1 '22	
REVENUES	4,319.9	8,896.0	+111.0%
EBITDA*	610.9	631.2	+3.3%
<i>Ebitda margin</i>	14.1%	6.9%	
Depreciation and provisions	(274.3)	(296.3)	
EBIT*	336.6	334.9	(0.5%)
Financial costs	(41.2)	(38.9)	
Figurative interests (IAS)	(19.3)	(18.1)	
Income from Associates & J.V.	5.4	6.1	
PRETAX PROFIT*	281.5	284.0	+0.9%
Tax	(75.1)	(82.3)	
<i>Tax rate</i>	26.6%	29.0%	
Minorities	(20.1)	(18.4)	
NET PROFIT POST MINORITIES ADJ.*	186.3	183.3	(1.6%)
Special items	24.7	0.0	
NET PROFIT POST MINORITIES^	211.0	183.3	

*Ebitda is adjusted for a temporary accounting difference in gas stock valuation (avg historical cost vs. avg acquiring prices) as this difference will progressively disappear as the Stock is emptied. Adjustments on Ebitda is -7m€ in H1'21 and +88.3m€ in H1'22

^ Temporary accounting difference in gas stock valuation (avg historical cost vs. avg acquiring prices) accounts on Net profit for -5.1 m€ in H1'21 and +62.7 m€ in H1'22