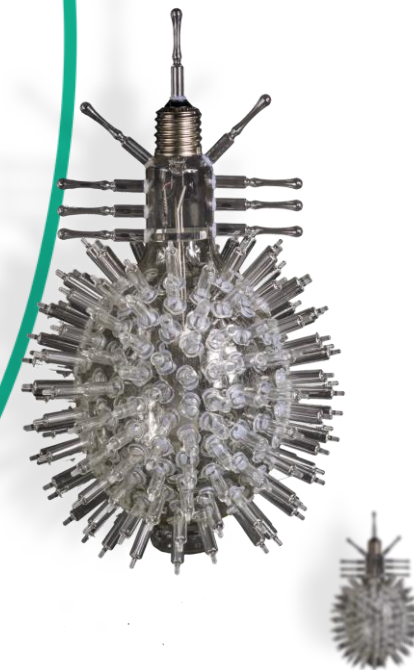




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# Most ambitious SBTi targets\*

## Q12021 Financial results



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**S&P Global**

\* Among Italian multi-utility, according to SBTi

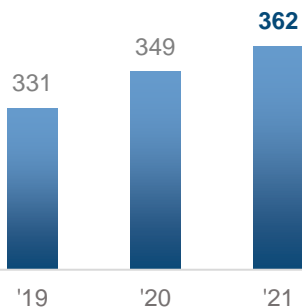
# Plan execution well on track at 360°



## Consolidating our competitive platform

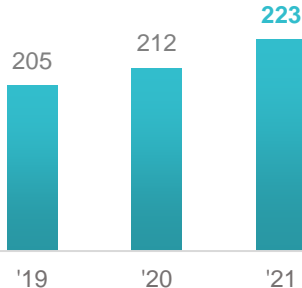
# Q1 results in a snapshot

EBITDA  
(m€)



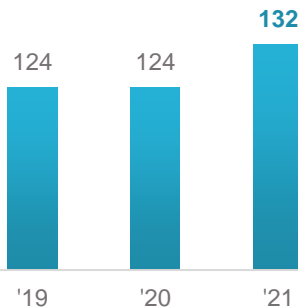
**+3.7%** '21 vs '20

EBIT  
(m€)



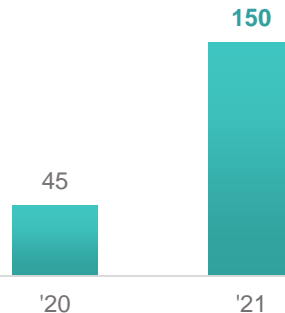
**+5.4%** '21 vs '20

NET PROFIT  
(m€)



**+6.3%** '21 vs '20

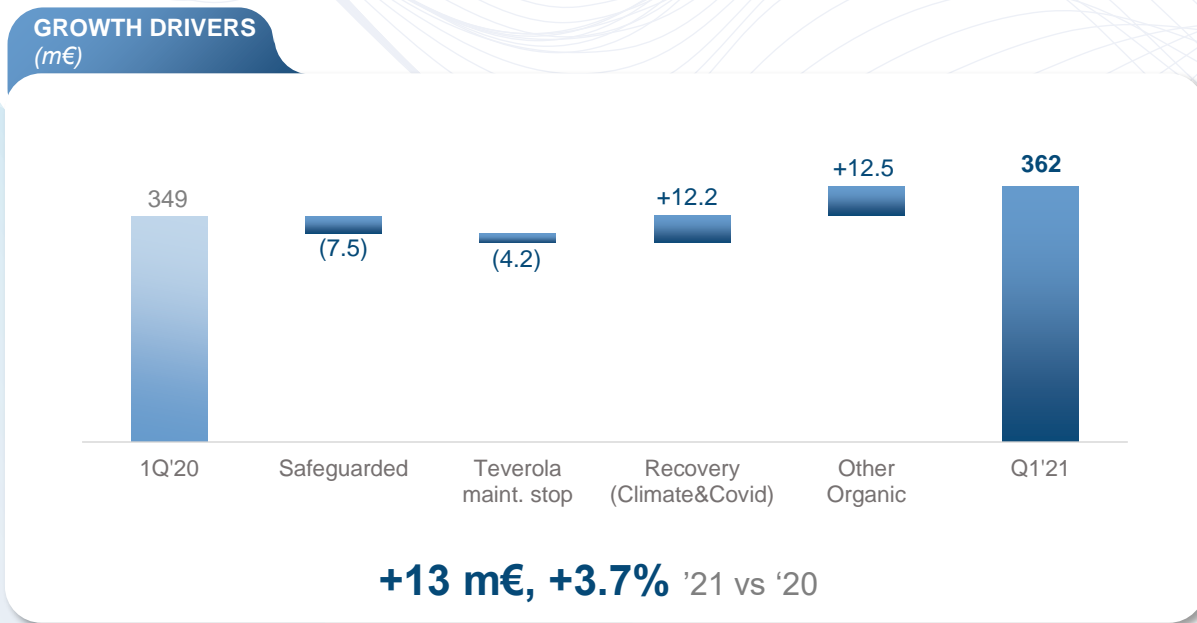
FREE CASH FLOW  
(m€)



**+3.3x** in Q1 '21

**Posting growth in a normalizing environment**

# Q1 2021 Ebitda drivers



**Market expansion drives growth**

# Business and financial results



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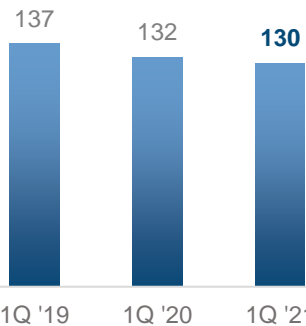


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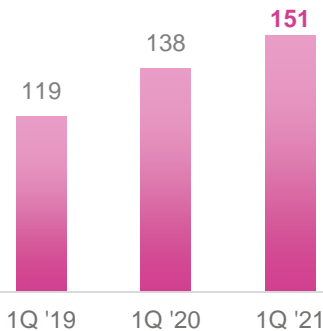
# Q1 results in a snapshot by business

## NETWORKS (m€)



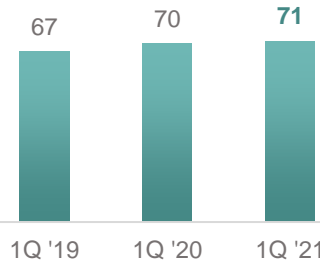
**(1.6%)** '21 vs '20

## ENERGY (m€)



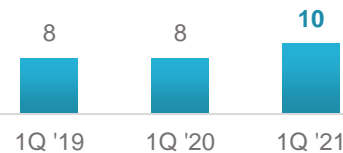
**+8.8%** '21 vs '20

## WASTE (m€)



**+0.9%** '21 vs '20

## OTHER (m€)



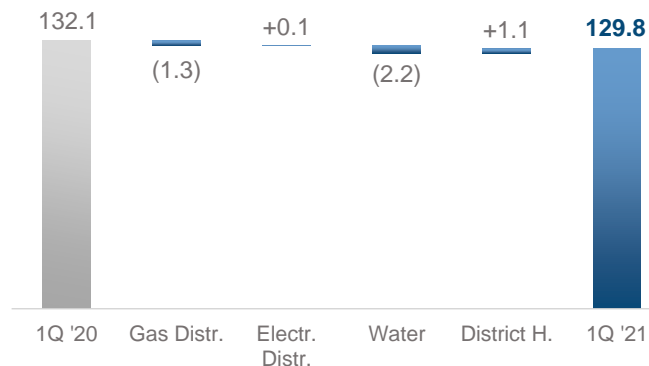
**+23.8%** '21 vs '20

**Results reflect seasonality of energy supply business**

# Networks

## GROWTH DRIVERS

(m€)



## INSIGHTS

### District Heating

- Benefitting from normalised climate conditions

### Gas Distribution

- Tariff cut, white certificates and new connections had slightly negative impacts
- Awaiting the assignment of Udine concession

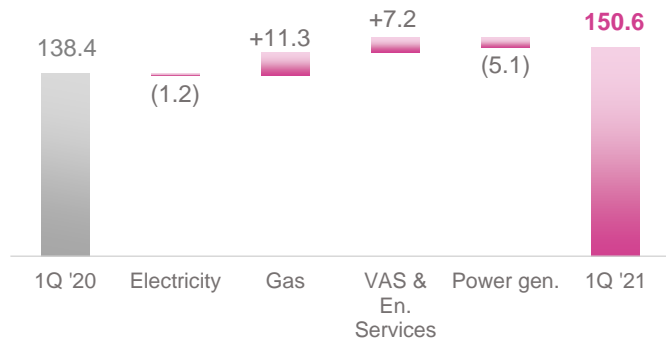
### Water

- Awaiting the official assignment of Rimini concession
- Higher operating costs vs 2020

**Advantages on “Technical” issues made the difference in both tenders**

## GROWTH DRIVERS

(m€)



## INSIGHTS

### Both Covid and Mild winter normalised

- About 70% of Q1'20 negatives normalised in Q1 '21

### Last resort markets

- Market share expansion on Default and FUI segment more than offset the reduction in the Safeguarded one.

### Energy Services

- Contribution from "Super Ecobonus" and other bonuses.

**Further expanding VAS surfing on positive market conditions**



# Waste

## GROWTH DRIVERS

(m€)



## INSIGHTS

### Volumes

- Household waste and Special waste up by 5.1%
- Further reduction of landfill disposals

### Market trends

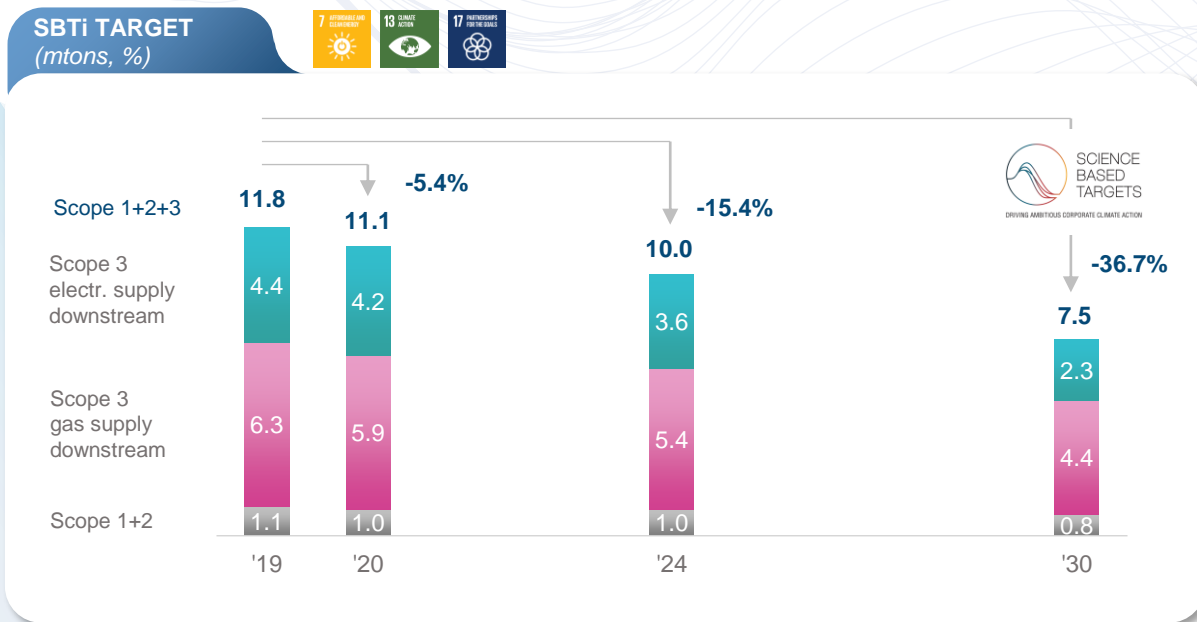
- Price trend stabilized on Special waste

### Aliplast

- Continuing growth leveraging upon circular model of regenerated plastic (+17% volumes)

**Demand of “Circularity” is persistently growing**

# Carbon Footprint: increased “science based” Target to 2030



**Own emissions negligible, committed to lower third parties'**

# Cash flow generation



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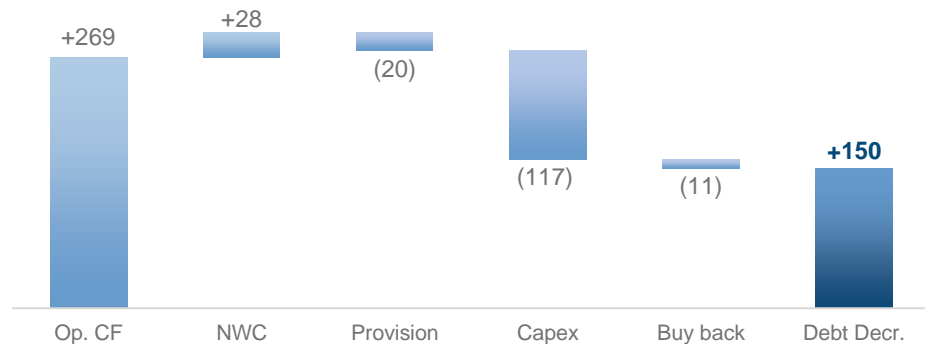


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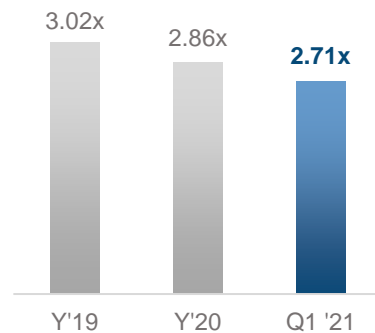
# 1Q 2021 Cash flow

## GROWTH DRIVERS (m€)



**Solid cash generation confirmed**

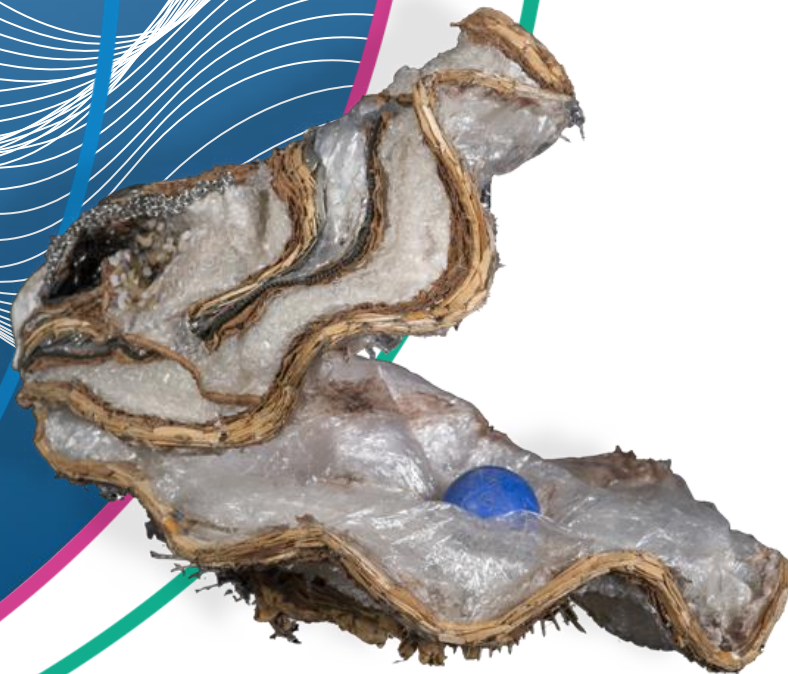
## NET DEBT / EBITDA (x)



**(5.2%) '21 vs '20**

**Standard & Poor's upgrade to BBB+/Stable**

# Closing Remarks



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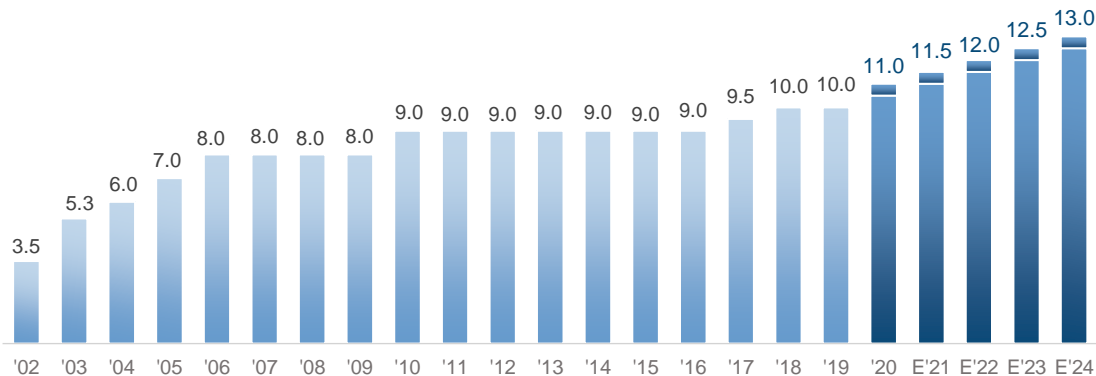


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# Closing remarks

## DPS TRACK RECORD (c€)



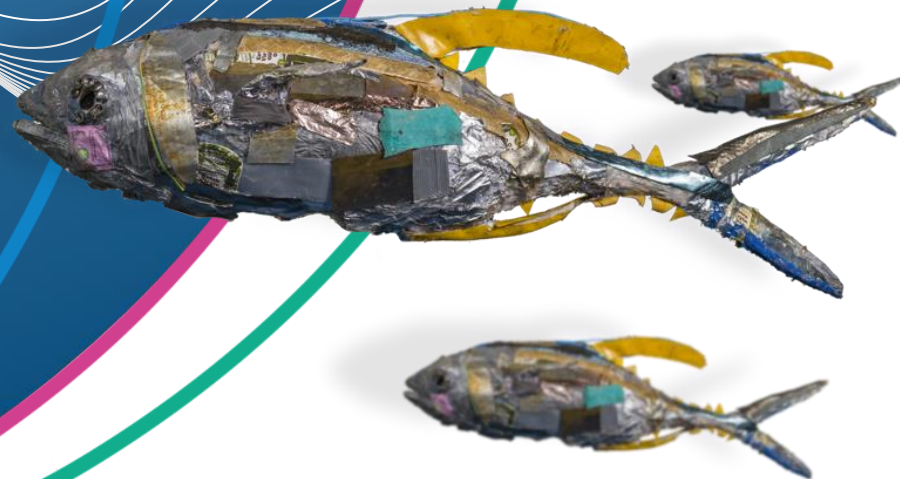
**2020 DPS ex coupon on 5<sup>th</sup> July**

**DPS approved outperformed growth expectation**



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# Annex



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## Annex: P&L

	Q1 '20	Q1 '21	
<b>REVENUES</b>	<b>2,164.8</b>	<b>2,372.5</b>	
<b>EBITDA</b>	<b>349.2</b>	<b>362.0</b>	<b>+3.7%</b>
<i>Ebitda margin</i>	<i>16.1%</i>	<i>15.3%</i>	
Depreciation and provisions	(137.5)	(138.9)	
<b>EBIT</b>	<b>211.7</b>	<b>223.1</b>	<b>+5.4%</b>
Financial costs	(21.9)	(21.9)	
Figurative interests (IAS)	(10.3)	(10.1)	
Income from Associates & J.V.	3.0	3.2	
<b>PRETAX PROFIT</b>	<b>183.0</b>	<b>194.3</b>	<b>+6.2%</b>
Tax	(52.7)	(54.0)	
<i>Tax rate</i>	<i>28.8%</i>	<i>27.8%</i>	
Minorities	(5.9)	(8.1)	
<b>NET PROFIT POST MINORITIES</b>	<b>124.4</b>	<b>132.2</b>	<b>+6.3%</b>



# Annex: Water and Waste

## WATER

(m€)	Q1 2020	Q1 2021	Ch.
Revenues	199.2	209.8	+10.6
<b>Ebitda</b>	<b>57.2</b>	<b>55.0</b>	<b>(2.1)</b>

Data	Q1 2020	Q1 2021	Ch.
<b>Aqueduct (mm3)</b>	<b>66.0</b>	<b>65.4</b>	<b>(0.6)</b>
Sewerage (mm3)	56.4	55.5	(0.9)
Purification (mm3)	55.5	54.5	(1.0)

## WASTE

(m€)	Q1 2020	Q1 2021	Ch.
Revenues	294.0	302.9	+8.9
<b>Ebitda</b>	<b>70.2</b>	<b>70.8</b>	<b>+0.6</b>

Data	Q1 2020	Q1 2021	Ch.
Urban W. Volumes (Kton)	513.4	522.3	+8.8
Special W. Volumes (Kton)	579.2	626.2	+46.9
<b>Waste from third parties</b>	<b>1,092.7</b>	<b>1,148.4</b>	<b>+55.7</b>
Internal W. Volumes (Kton)	614.1	586.8	(27.3)
<b>Total Volumes Treated</b>	<b>1,706.7</b>	<b>1,735.2</b>	<b>+28.4</b>

# Annex: Gas and Electricity

## GAS

(m€)	Q1 2020	Q1 2021	Ch.
Revenues	1,117.7	1,338.6	+220.9
<b>Ebitda</b>	<b>160.9</b>	<b>178.5</b>	<b>+17.6</b>

Data	Q1 2020	Q1 2021	Ch.
Volumes distrib. (mm3)	1,127.3	1,199.0	+71.7
Volumes sold (mm3)	3,580.3	4,944.8	+1,364.4
<i>of which trading (mm3)</i>	<i>2,231.3</i>	<i>3,462.0</i>	<i>+1,230.7</i>
District Heating (GWht)	217.9	238.1	+20.1
Final retail volumes (mm3)	1,349.0	1,482.8	+133.7
Clients ('000 unit)	2,038.9	2,056.7	+17.7

## ELECTRICITY

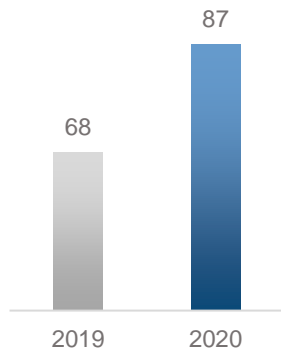
(m€)	Q1 2020	Q1 2021	Ch.
Revenues	616.2	590.6	(25.6)
<b>Ebitda</b>	<b>52.5</b>	<b>47.2</b>	<b>(5.3)</b>

Data	Q1 2020	Q1 2021	Ch.
Volumes sold (GWh)	3,295.6	2,861.9	(433.7)
<i>of which Salvaguardia (GWh)</i>	<i>565.6</i>	<i>170.8</i>	<i>(394.8)</i>
Volumes distrib. (GWh)	744.8	687.8	(56.9)
Clients ('000 unit)	1,303.7	1,315.6	+11.8

# ESG Rating improvements

**S&P Global**

1<sup>st</sup> Multi-utility in the world



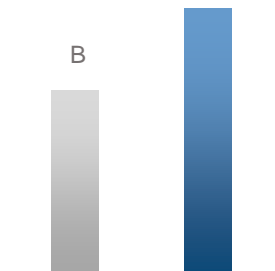
**CDP**

B

A-

2019

2020



**REFINITIV**



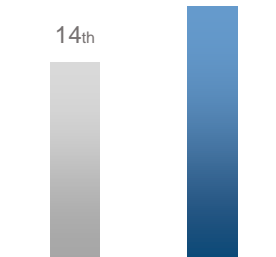
1<sup>st</sup> Multi-utility in the world

14<sup>th</sup>

12<sup>th</sup>

2019

2020



**MSCI**

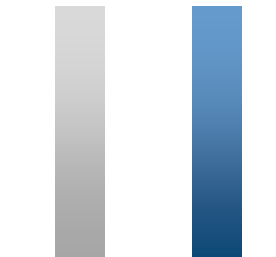


A

A

2019

2020



**INTEGRATED  
GOVERNANCE  
INDEX**

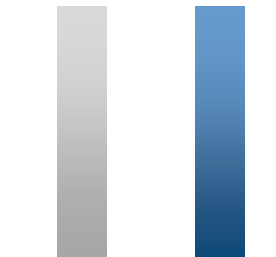
1<sup>st</sup> for green financing

1<sup>st</sup>

1<sup>st</sup>

2019

2020



## Hera reports comply with

