



# *Full Year 2020 Results*

12 MARCH 2021  
LUCA BETTONTE, CEO



## DISCLAIMER

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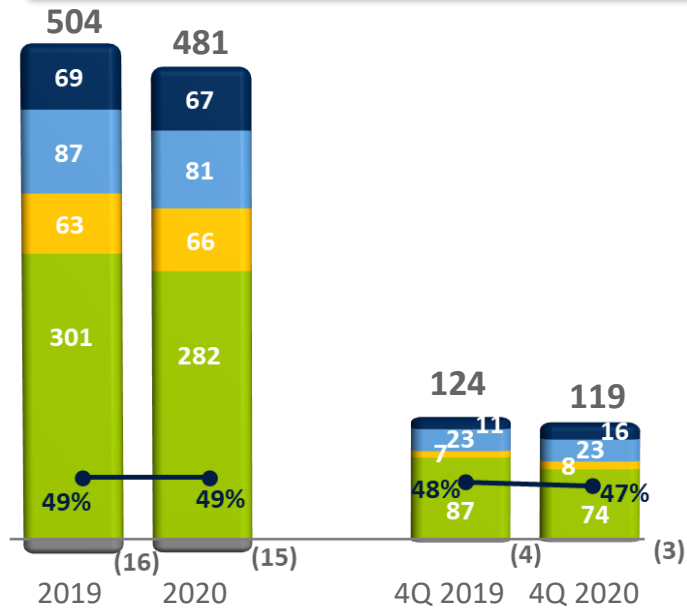
# AGENDA



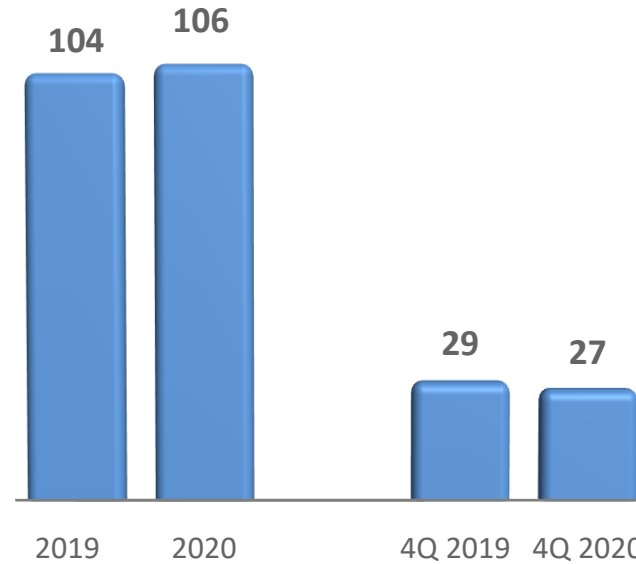
- ❑ 4Q 2020 Highlights
  - ✓ Key Figures
  - ✓ 2020 Main Takeaways & Business Plan Deployment
- ❑ Results Review
  - ✓ Business Environment
  - ✓ 2020 Group EBITDA
  - ✓ Results by Segments
- ❑ Key Financials
  - ✓ Profit & Loss
  - ✓ Investments
  - ✓ Cash Flow Statement
- ❑ 2021 Guidance and Conclusions
- ❑ Appendix

# HIGHLIGHTS: KEY FIGURES

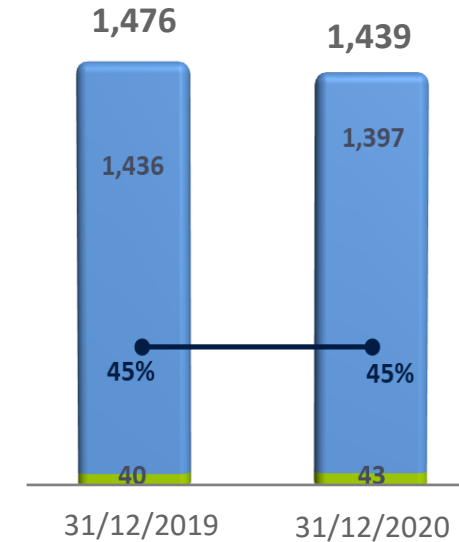
Adjusted EBITDA (€ mn)



Adjusted Net Profit (€ mn)



Adjusted NFP (€ mn)



■ CCGT    ■ Solar    ■ Corporate  
■ Hydro    ■ Wind    ● EBITDA Margin

■ Adj. NFP excl. Derivatives  
■ Derivatives  
 ● Adj. Leverage

Lower Ebitda driven by poorer Wind/Hydro production in Italy as well as tougher price scenario exacerbated by Covid-19  
 Bottom line up YoY thanks to lower financial charges and taxes

# FY 2020 RESULTS VS GUIDANCE



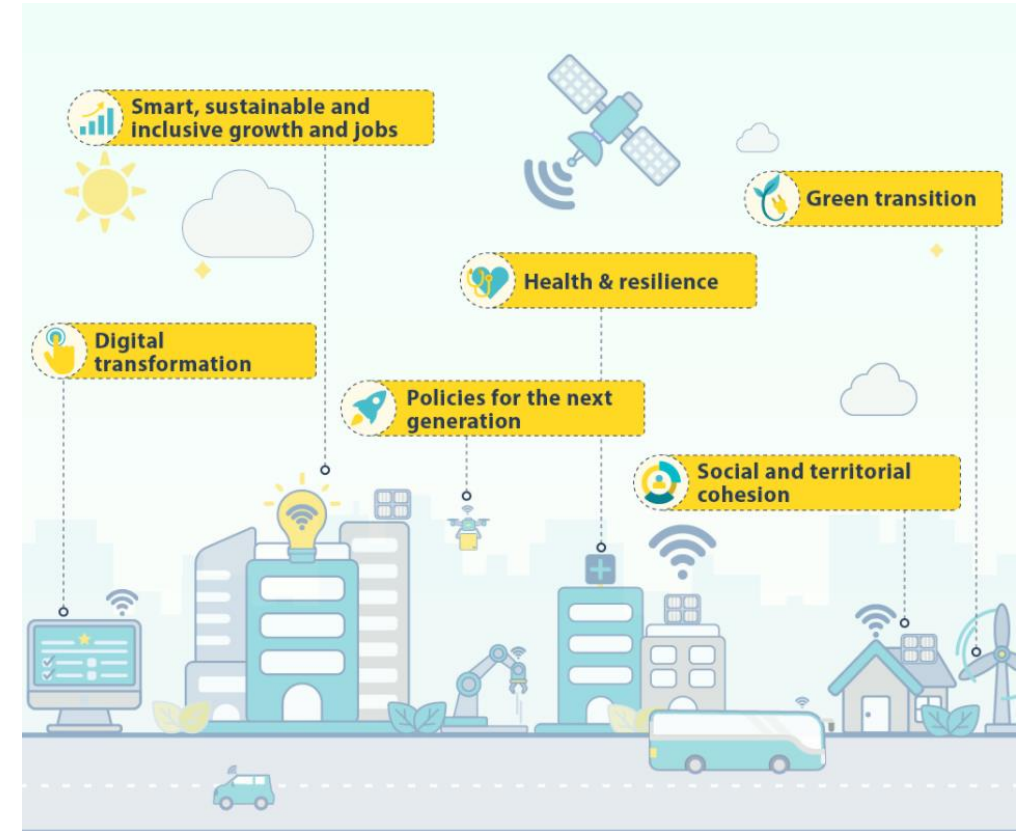
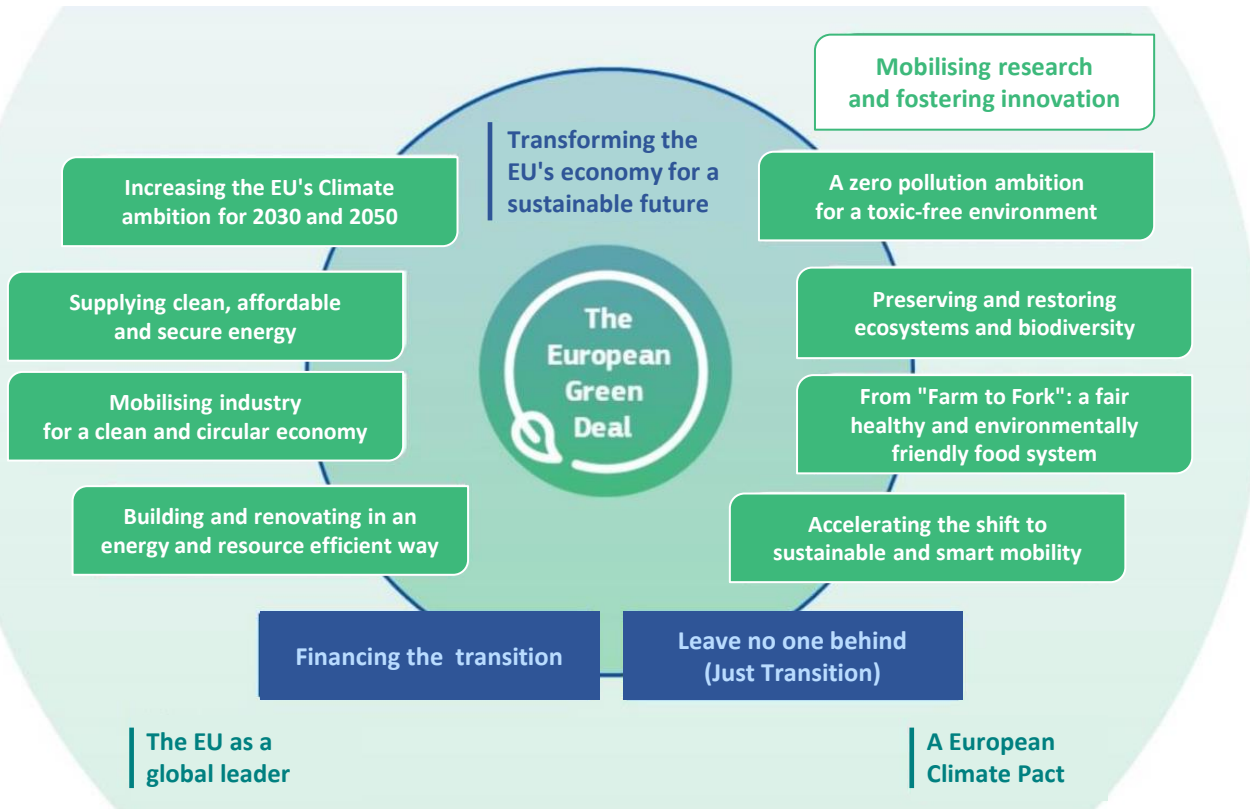
Results at bottom-end of the guidance due to poorer than expected wind conditions in Q4

## 2020 MAIN TAKEAWAYS & BUSINESS PLAN DEPLOYMENT

# EU STRONG PUSH TOWARDS RENEWABLES...

EU Green Deal: EU carbon zero by 2050

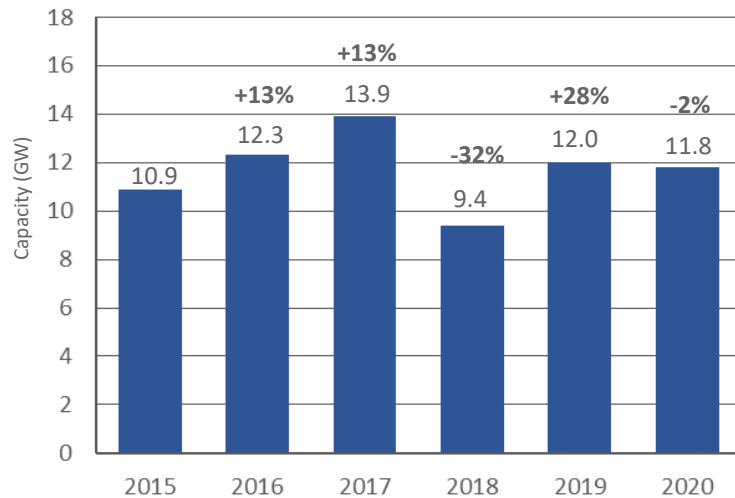
Next Generation EU for a greener, more digital and resilient EU



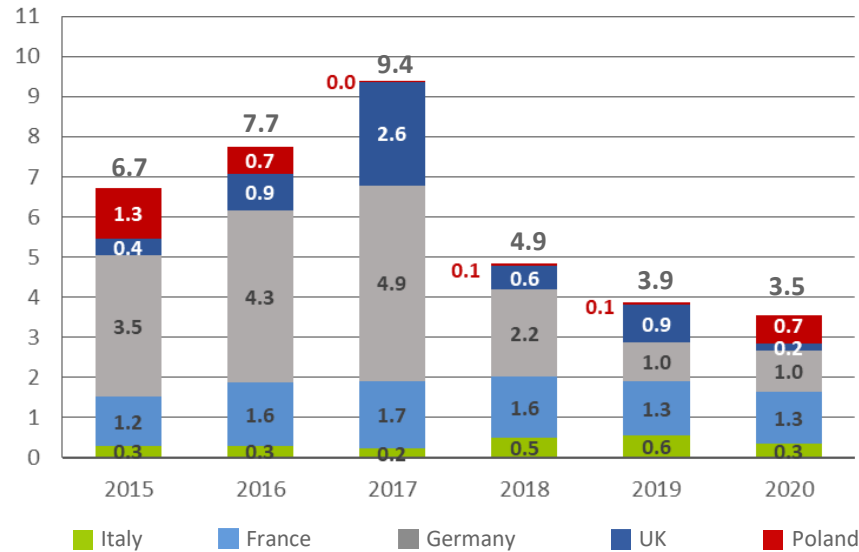
EU Green Deal and EU Recovery Fund to boost RES growth and Sustainability

# ... DIDN'T TRANSLATE INTO REALITY

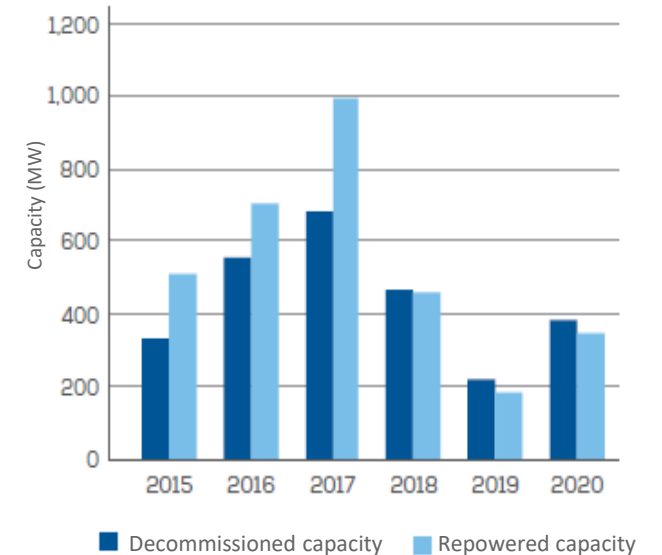
New Onshore Wind installations in Europe



Onshore Wind capacity additions in ERG core countries (GW)



Decommissioned and repowered Capacity



- ✓ Tough and long permitting processes, exacerbated by low acceptance at local level and a high amount of litigation
- ✓ Covid-19 implications: delays in authorization and construction
- ✓ Infrastructural constraints involving the grids
- ✓ Complex permitting even for the RPW: only 345MW of 2020 capacity additions came from RPW, and 388MW were decommissioned

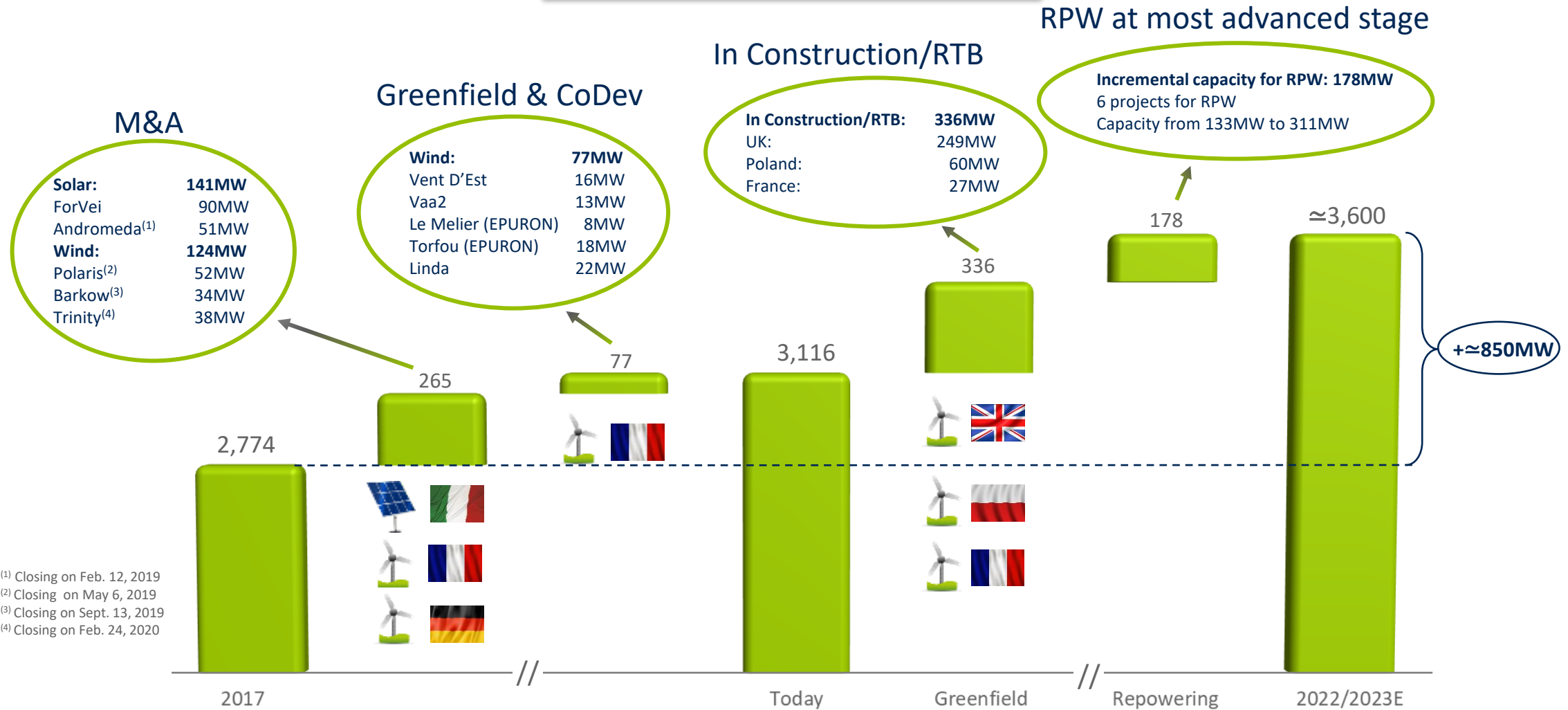
**Bottleneck in Permitting is slowing down new capacity installations (far from PNIECs targets)**

Source: WindEurope



# ERG ON TRACK WITH 2022 BP TARGETS ALTHOUGH WITH SOME DELAYS

















Growth in installed capacity (MW)



<sup>(1)</sup> Closing on Feb. 12, 2019  
<sup>(2)</sup> Closing on May 6, 2019  
<sup>(3)</sup> Closing on Sept. 13, 2019  
<sup>(4)</sup> Closing on Feb. 24, 2020

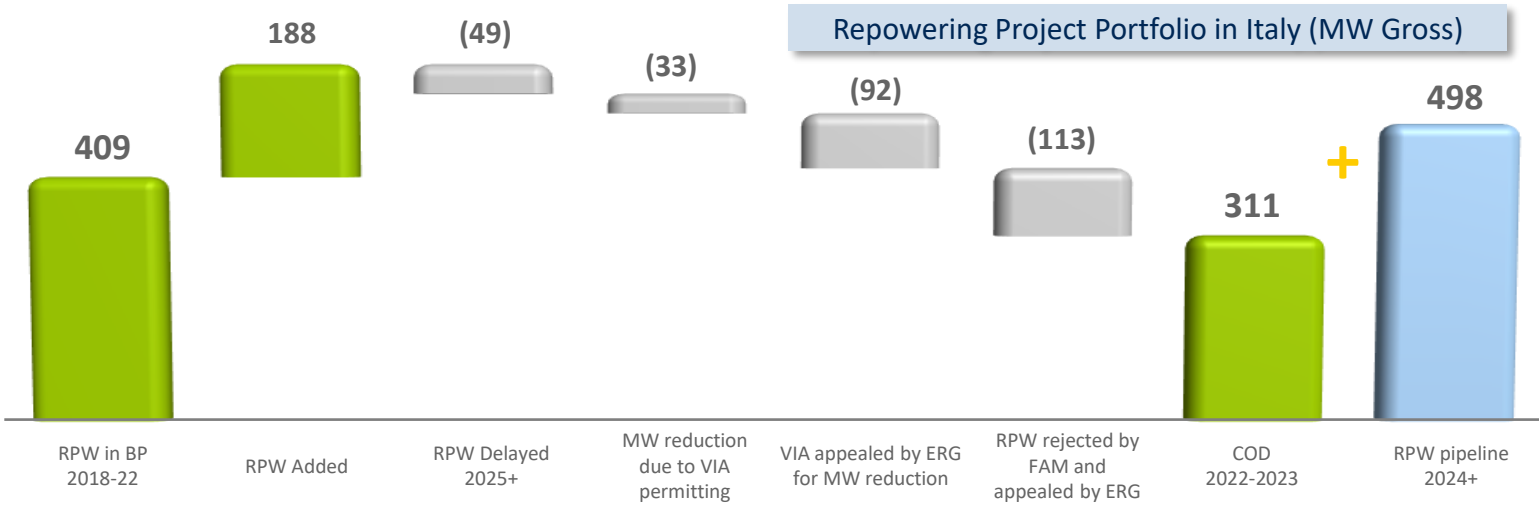
Some delays due to bottlenecks in authorization and Covid-19

# PROJECTS UNDER CONSTRUCTION AND/OR RTB

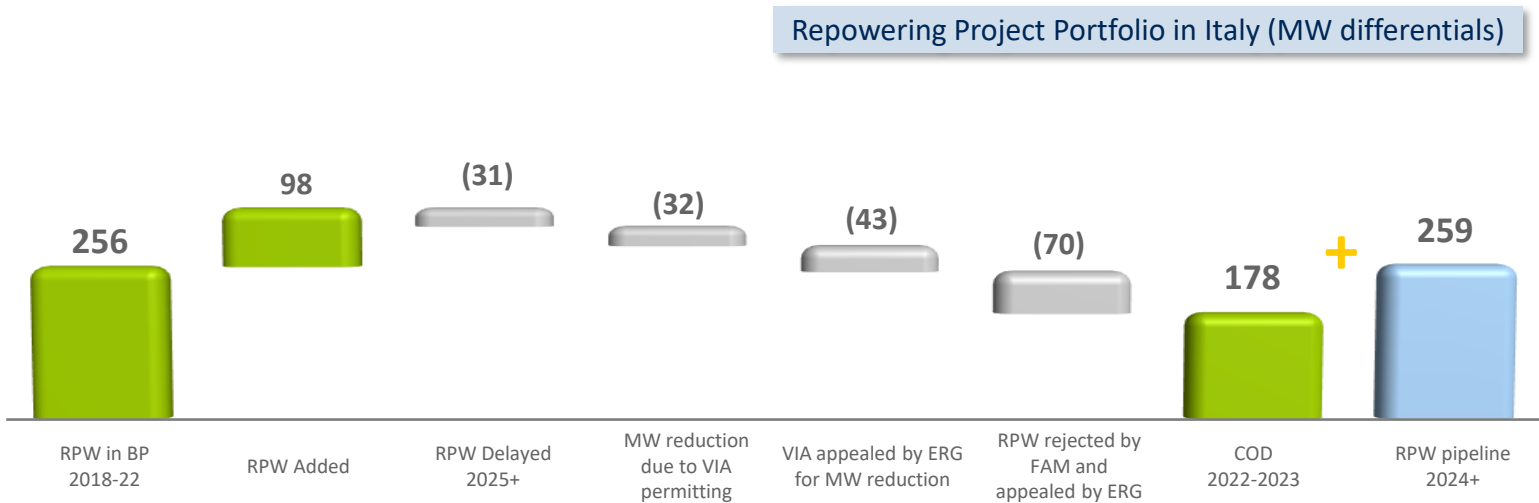
<p><b>Evishagaran</b></p>  <p>47MW </p> <ul style="list-style-type: none"> <li>• Construction started in January 2020</li> </ul> <p>COD: 4Q 2021            Producibility: 3,700 heq</p>	<p><b>Sandy Knowe</b></p>  <p>86MW </p> <ul style="list-style-type: none"> <li>• Construction started in 4Q 2020</li> </ul> <p>COD: 1Q 2022 (50MW); 2H 2023 (36MW)            Producibility: 3,100 heq</p>	<p><b>Craiggorre</b></p>  <p>24MW </p> <ul style="list-style-type: none"> <li>• Construction started in 4Q 2019</li> </ul> <p>COD: 4Q 2021            Producibility: 3,400 heq</p>	<p><b>Creag Riabhach</b></p>  <p>92MW </p> <ul style="list-style-type: none"> <li>• Construction started in 4Q 2020</li> </ul> <p>COD: 2H 2022            Producibility: 2,900 heq</p>
<p><b>Laszki</b></p>  <p>36MW </p> <ul style="list-style-type: none"> <li>• Construction to start in 2Q 2021</li> </ul> <p>COD: 1H 2022            Producibility: 2,500 heq</p>	<p><b>Piotrkow</b></p>  <p>24.5MW </p> <ul style="list-style-type: none"> <li>• Construction started in 4Q 2020</li> </ul> <p>COD: 1H 2022            Producibility: 3,100 heq</p>	<p><b>Champagne I</b></p>  <p>20MW </p> <ul style="list-style-type: none"> <li>• Construction to start in 3Q 2021</li> </ul> <p>COD: 1H 2022            Producibility: 2,300 heq</p>	<p><b>Vaa2 ext.</b></p>  <p>7MW </p> <ul style="list-style-type: none"> <li>• Construction to start in 3Q 2021</li> </ul> <p>COD: 4Q 2021            Producibility: 2,100 heq</p>

**Under Construction/RTB: 336MW**

# UPDATE ON REPOWERING



- Gross RPW by 2022-23: from 410MW to 311MW
  - Longer than expected complex authorisation processes, also exacerbated by Covid 19
  - High degree of litigation: 205MW under recourse, with no visibility on timing

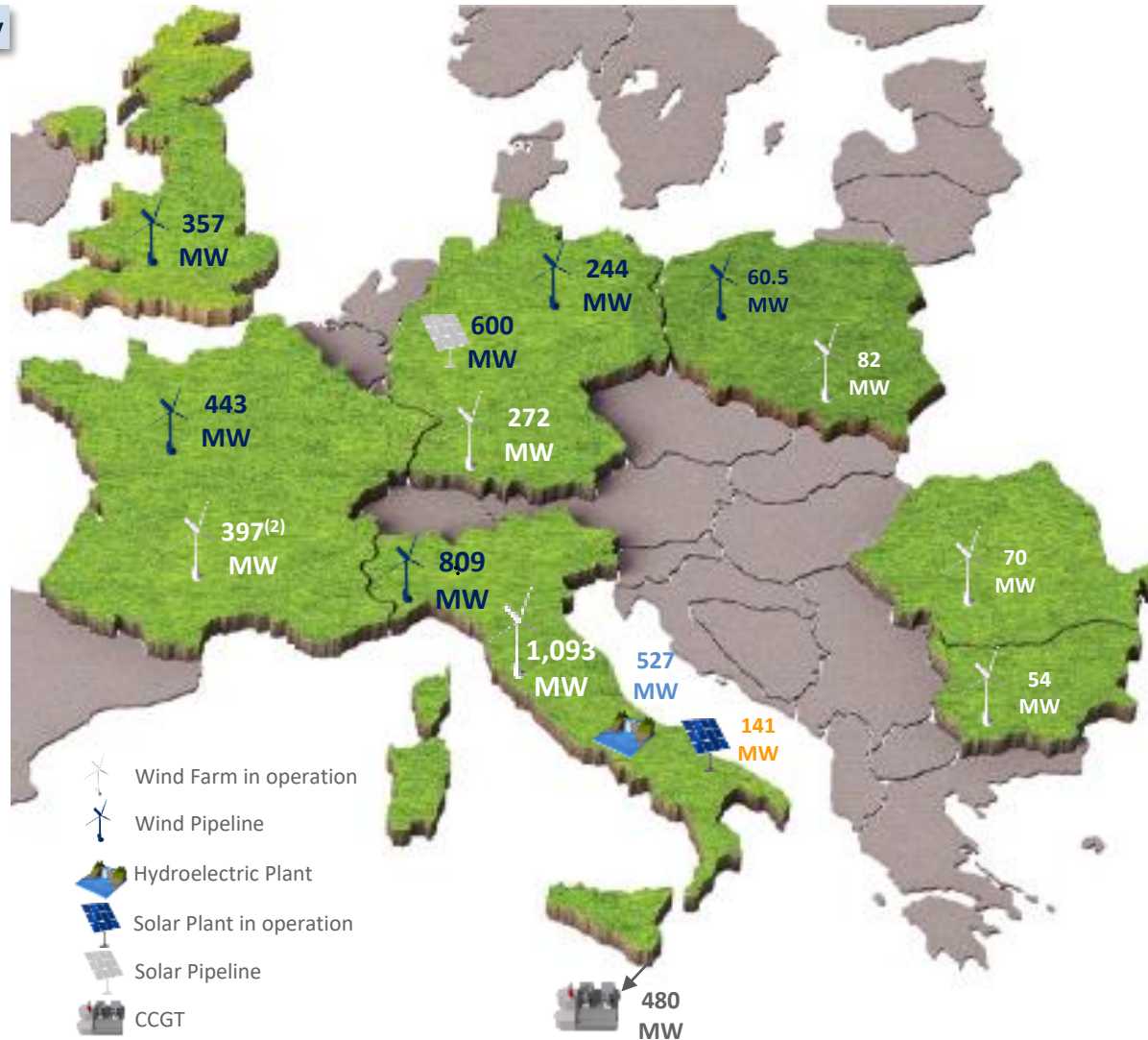
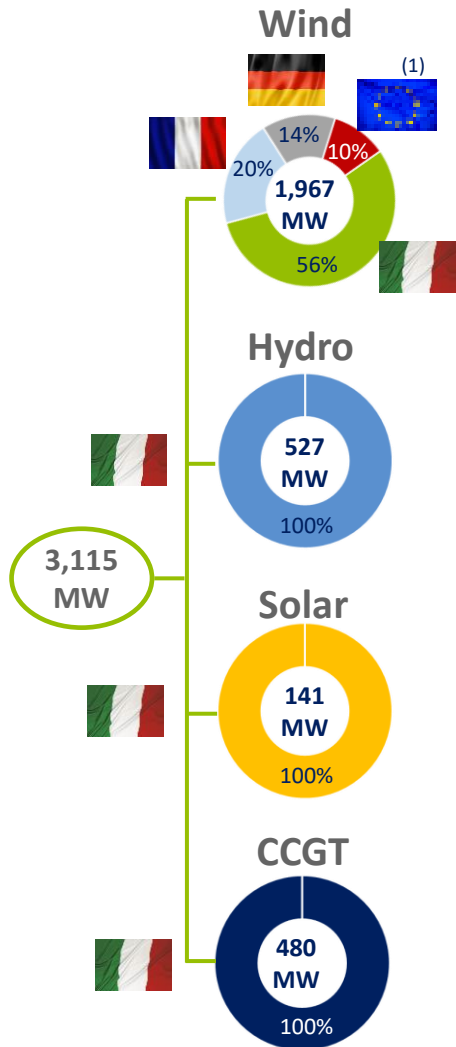


- Still working on 498MW RPW pipeline at different stages of development with COD beyond 2024

Delay in RPW but better quality of investments thanks to possibility to take part to the auctions

# A SOLID PIPELINE TO BOOST FUTURE GROWTH

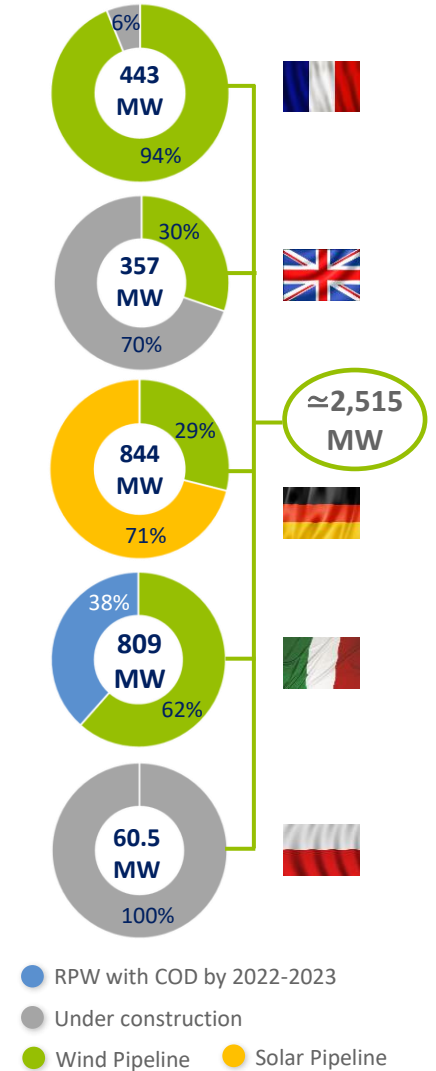
## Total installed Capacity as of today



<sup>(1)</sup> It refers to Poland, Romania and Bulgaria

<sup>(2)</sup> It includes Trinity acquisition of 38MW, whose closing took place on February 24, 2020

## Pipeline as of today



# RESULTS REVIEW

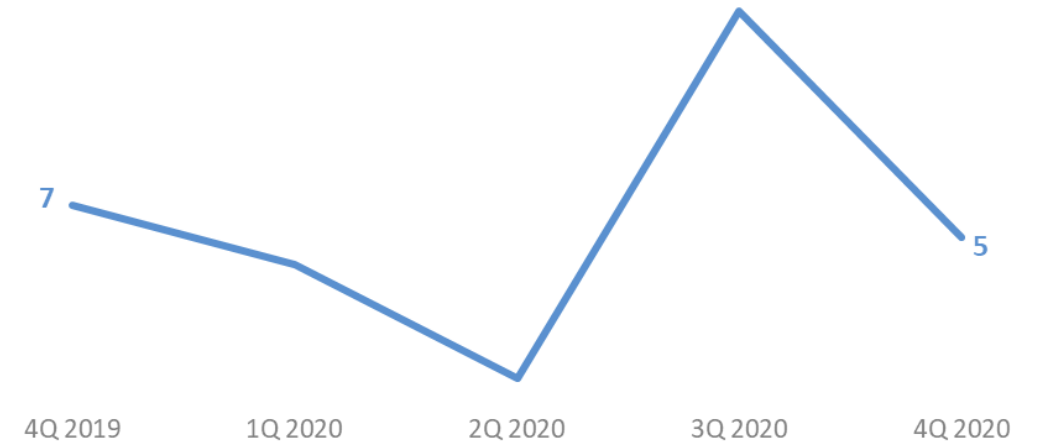
PAOLO MERLI, CORPORATE GENERAL MANAGER & CFO

# BUSINESS ENVIRONMENT

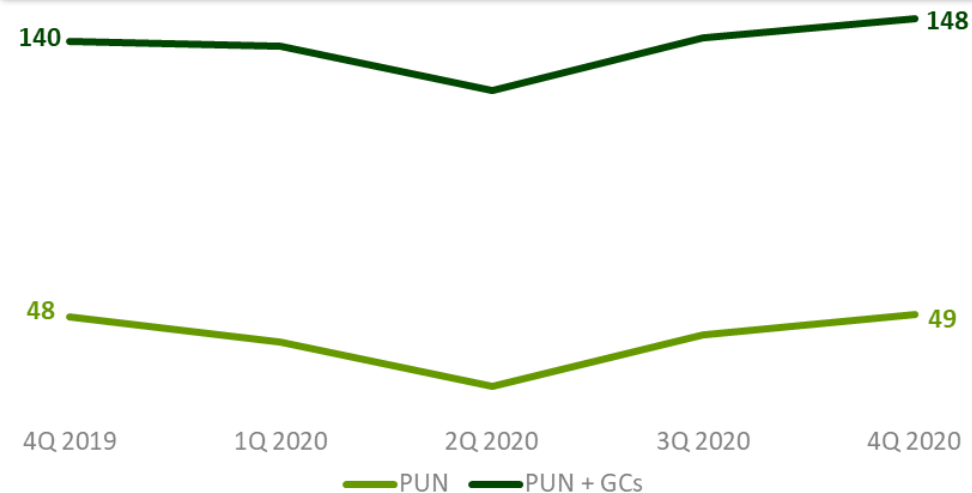
Italy: Electricity Production vs Demand (TWh)

	4Q 2019	4Q 2020	Delta %
Italian Electricity Demand	78	78	0%
Italian Electricity Production	68	67	-3%
<i>of which:</i>			
- Thermo	46	45	-1%
- Hydro	12	12	-7%
- Solar	3	4	10%
- Wind	6	5	-17%
- Other Sources	1	1	0%

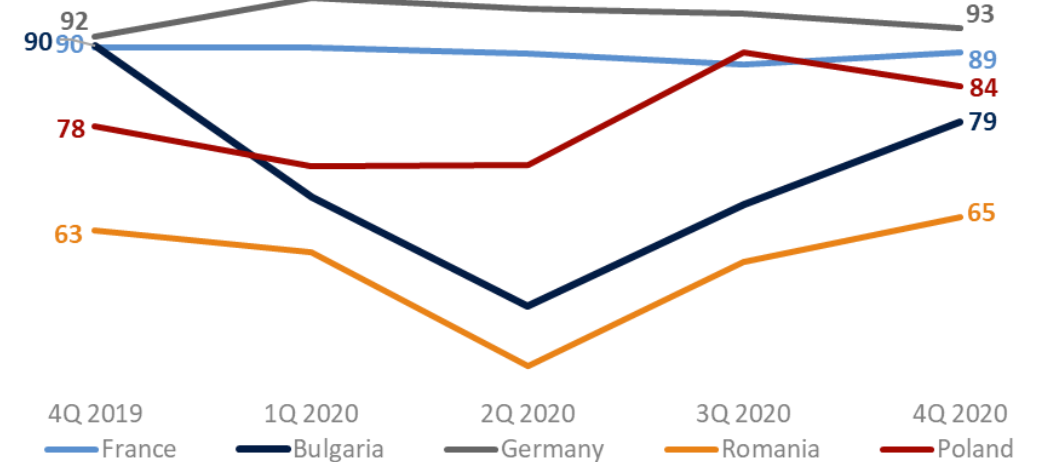
Clean Spark Spread Indicator (€/MWh)



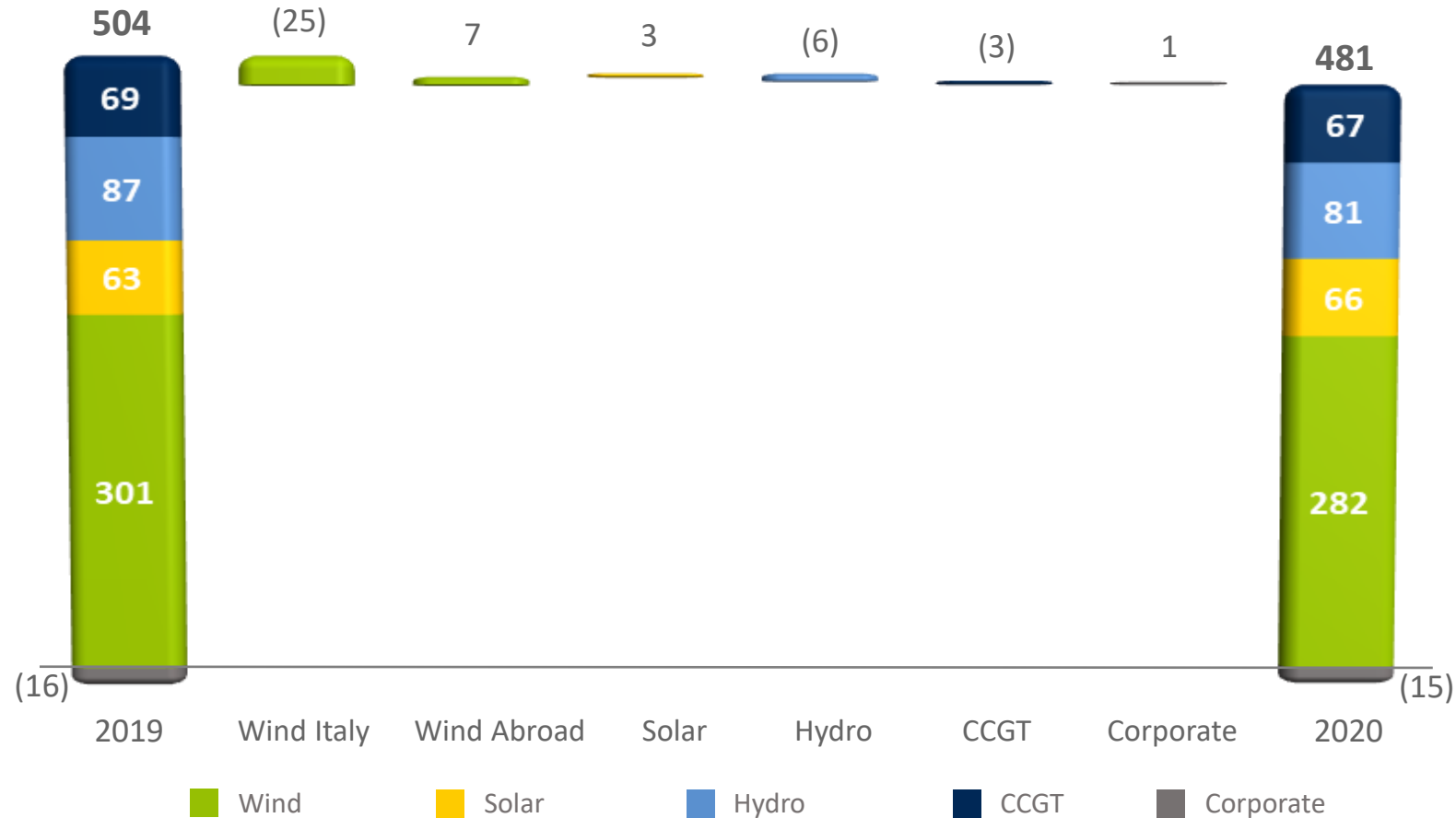
Electricity Prices in Italy (€/MWh)



All-in Wind Prices abroad (€/MWh)

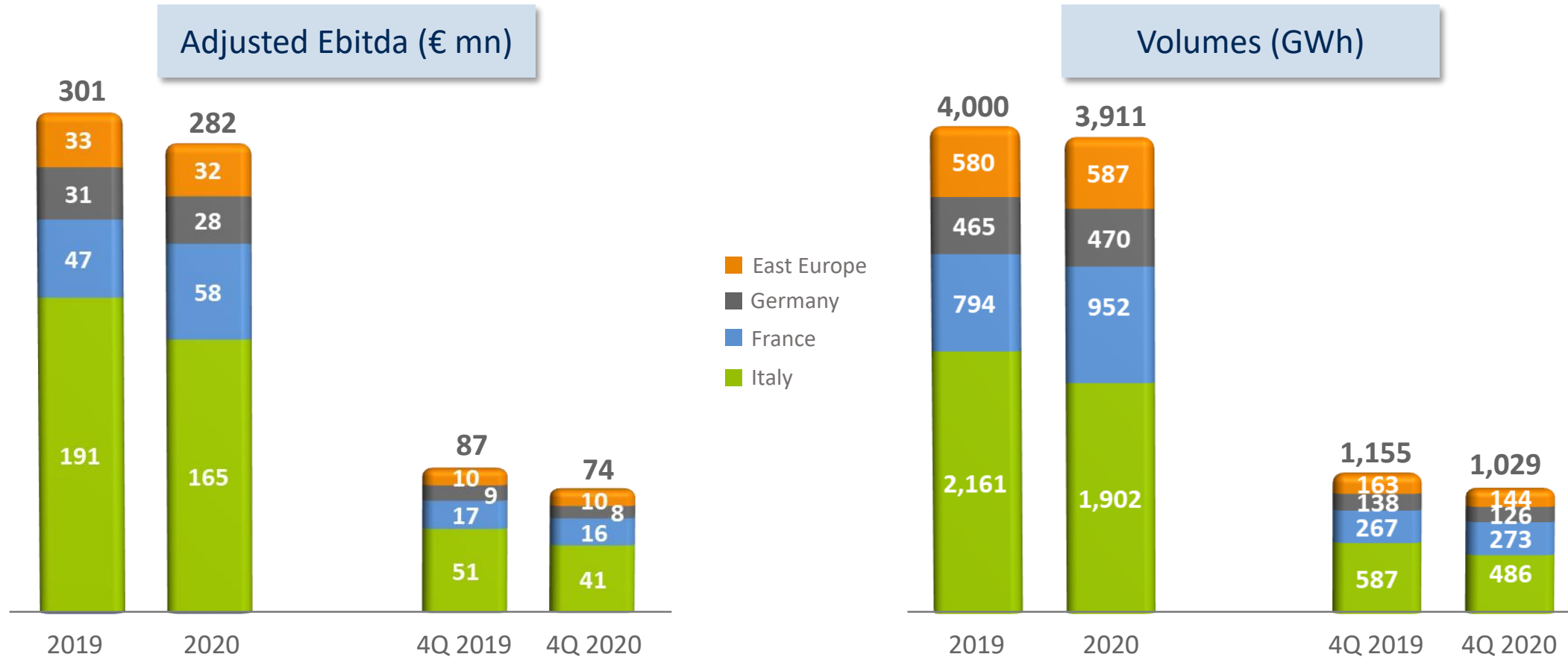


## 2020 GROUP EBITDA EVOLUTION



**Weaker Wind in Italy but greater overseas, Hydro lower vs historical avg  
Period characterized by a poor price environment, exacerbated by Covid-19**

# WIND RESULTS

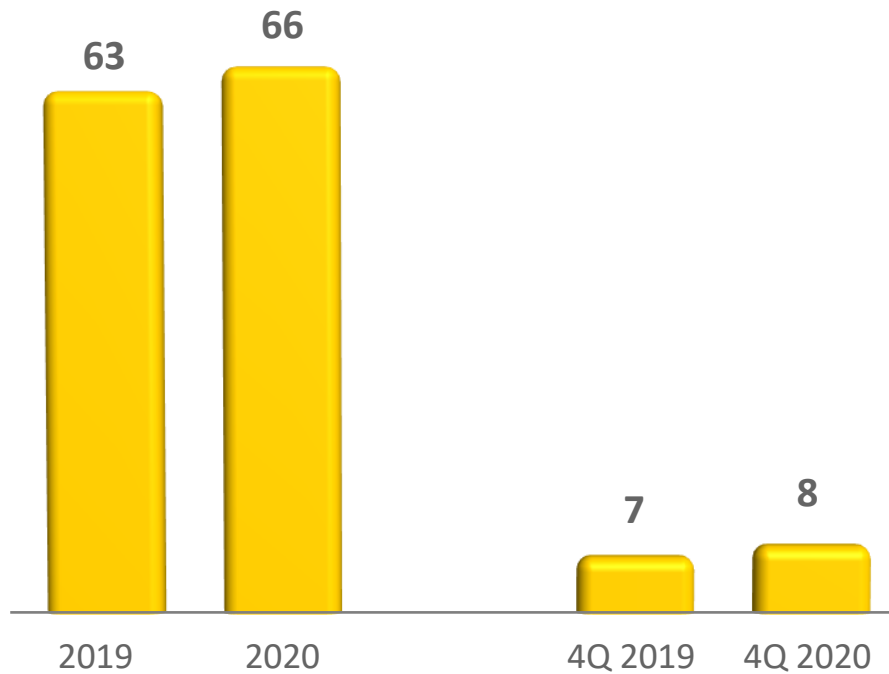


4Q penalized by a generalized worse wind availability in Italy and abroad

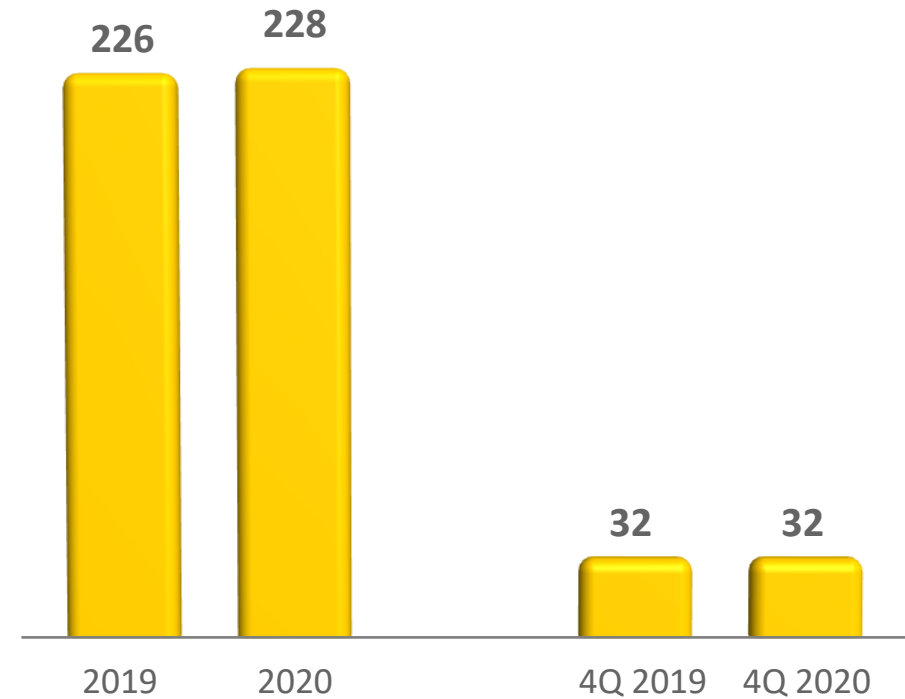


# SOLAR RESULTS

Adjusted Ebitda (€ mn)



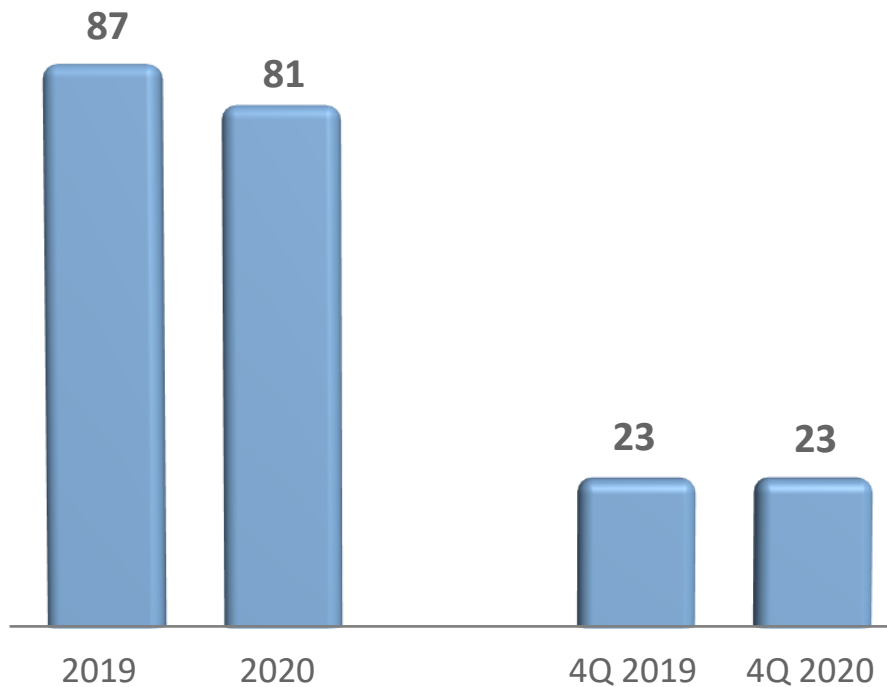
Volumes (GWh)



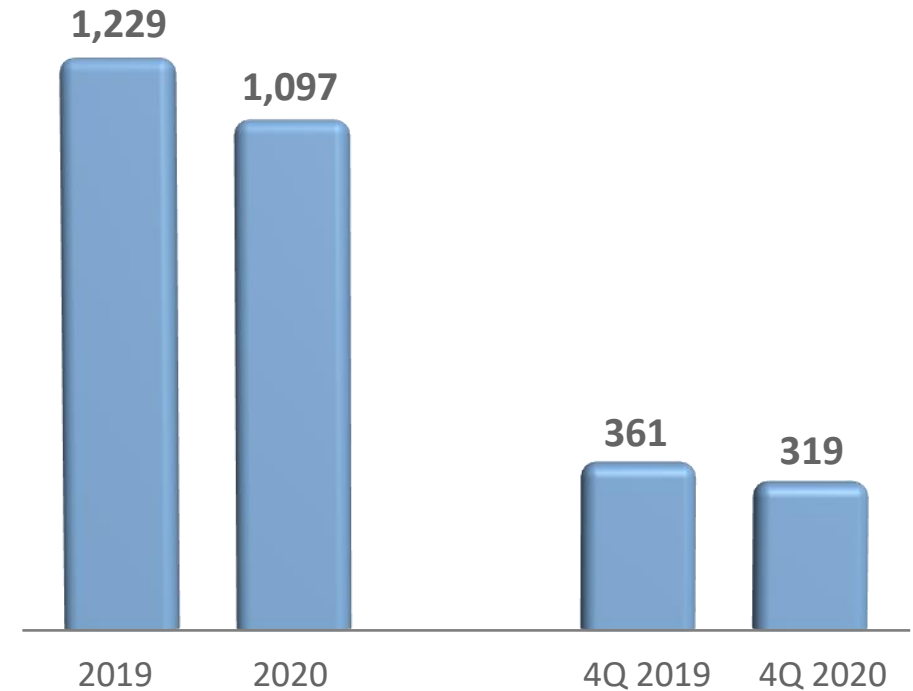
Results better YoY thanks to greater volumes

# HYDRO RESULTS

Adjusted Ebitda (€ mn)



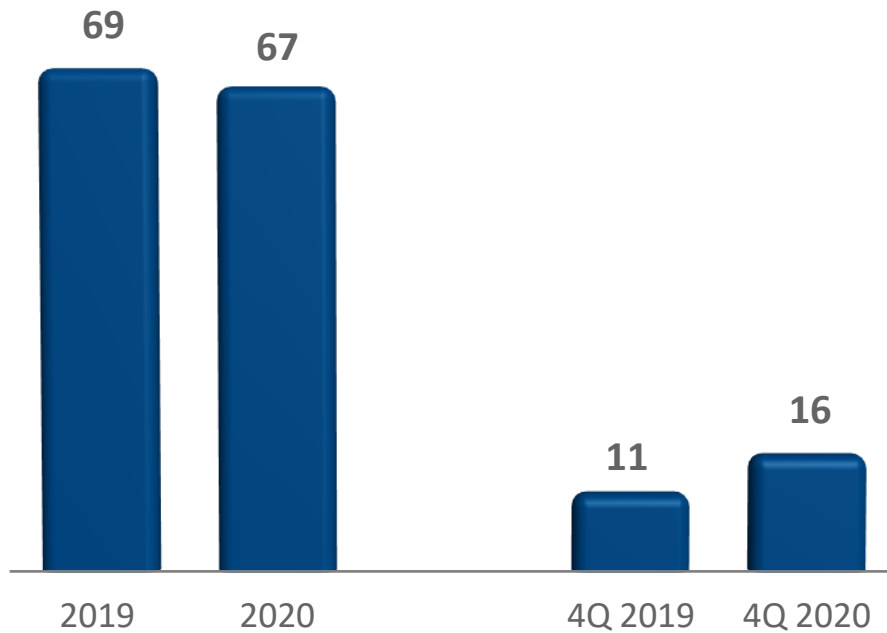
Volumes (GWh)



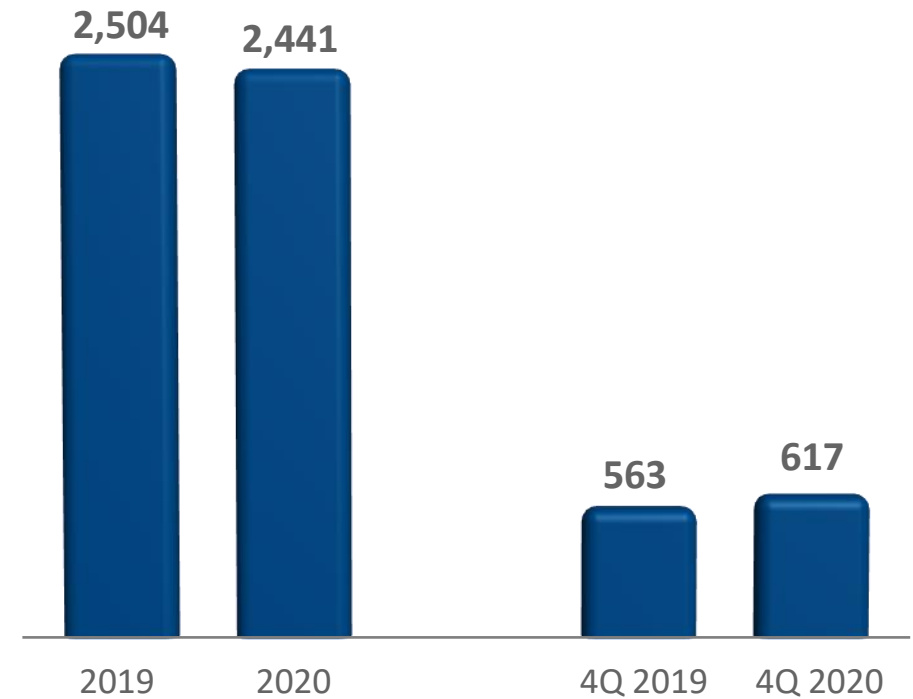
Results penalized by weaker volumes YoY due to a persistent dry season

# CCGT RESULTS

Adjusted Ebitda (€ mn)

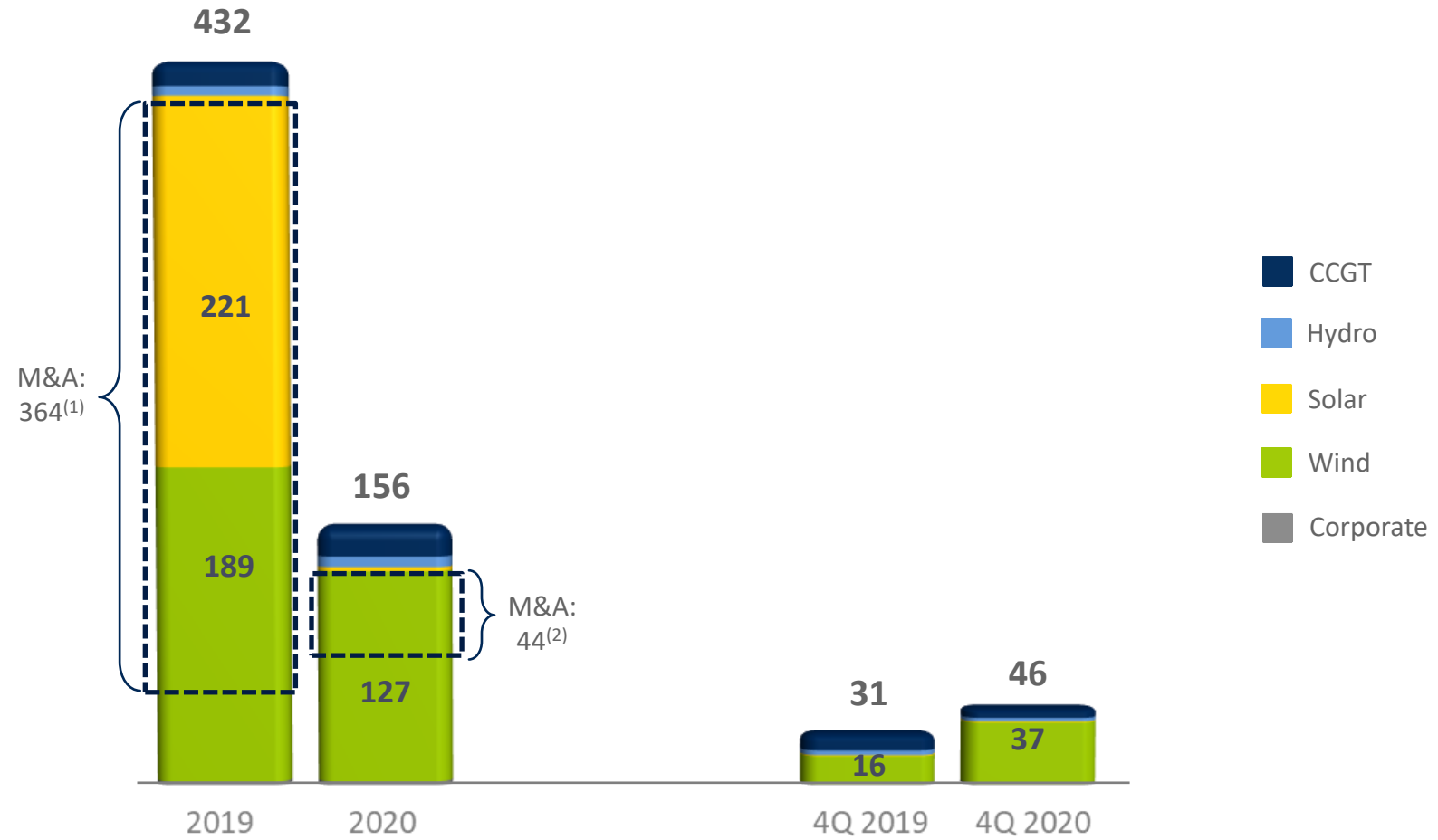


Volumes (GWh)



Tough trading environment coupled with end of white certificates

# INVESTMENTS



<sup>(1)</sup> M&A CAPEX related to the closing of Andromeda acquisition amounting to €220mn, Polaris acquisition for €52mn, Craiggore and Windwarts acquisitions (respectively for €6mn and €2mn,) and Barkow acquisition for €84mn

<sup>(2)</sup> M&A CAPEX related to the closing of Trinity acquisition (which took place on February 24, 2020 for an amount of €42mn), and of Laszki acquisition (which took place on March 5, 2020) amounting to €2mn

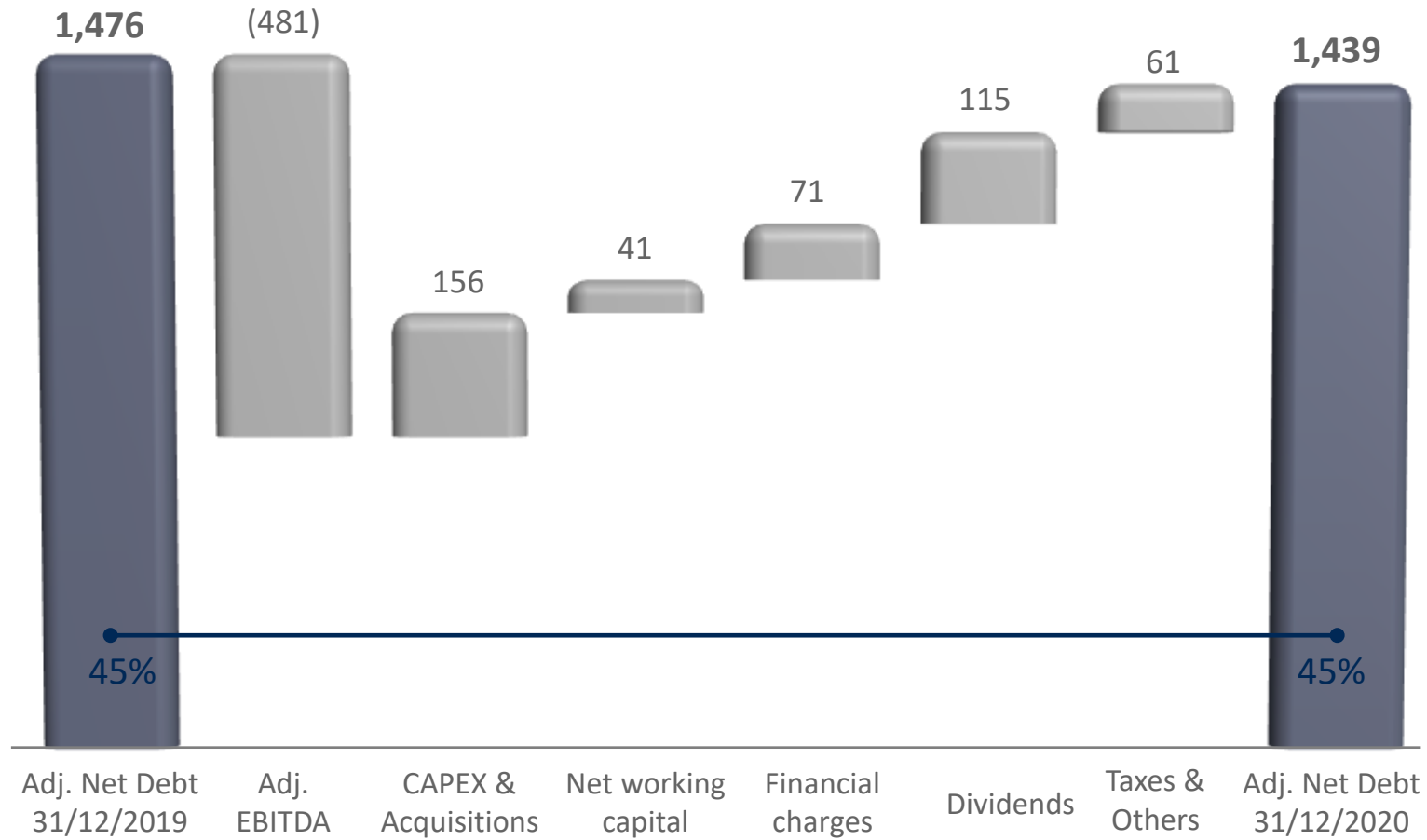
## KEY FINANCIALS

# ADJUSTED P&L

2020	2019	Euro millions	4Q 2020	4Q 2019
481	504	Adjusted EBITDA	119	124
(298)	(299)	<i>Amortization and depreciation</i>	(74)	(76)
183	205	Adjusted EBIT	45	48
(47)	(61)	<i>Net financial income (expenses)</i>	(9)	(13)
0	0	<i>Net income (loss) from equity investments</i>	0	0
136	144	Adjusted Results before taxes	36	34
(29)	(39)	<i>Income taxes</i>	(9)	(6)
107	105	Adjusted Results for the period	27	29
(2)	(1)	<i>Minority interests</i>	0	0
106	104	Adjusted Net Profit	27	29
21%	27%	Tax Rate	25%	16%

Note: figures based on NO GAAP measures

# 2020 CASH FLOW STATEMENT



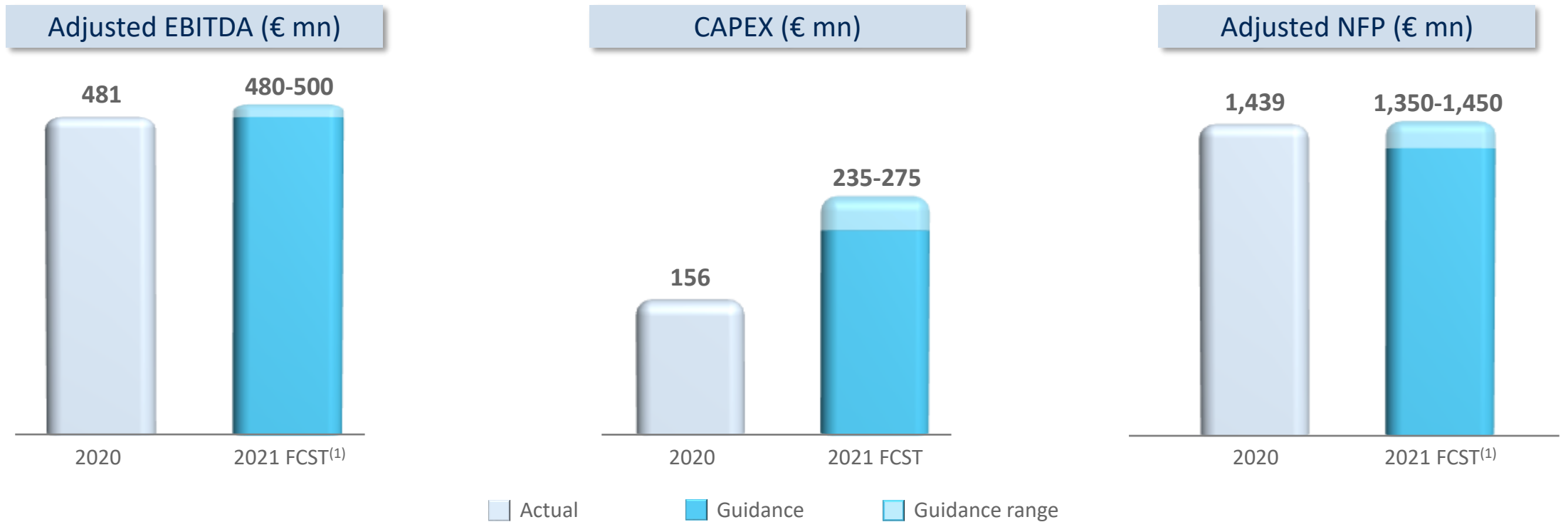
—●— Adj. Leverage

# 2021 GUIDANCE

LUCA BETTONTE, CEO



# 2021 GUIDANCE

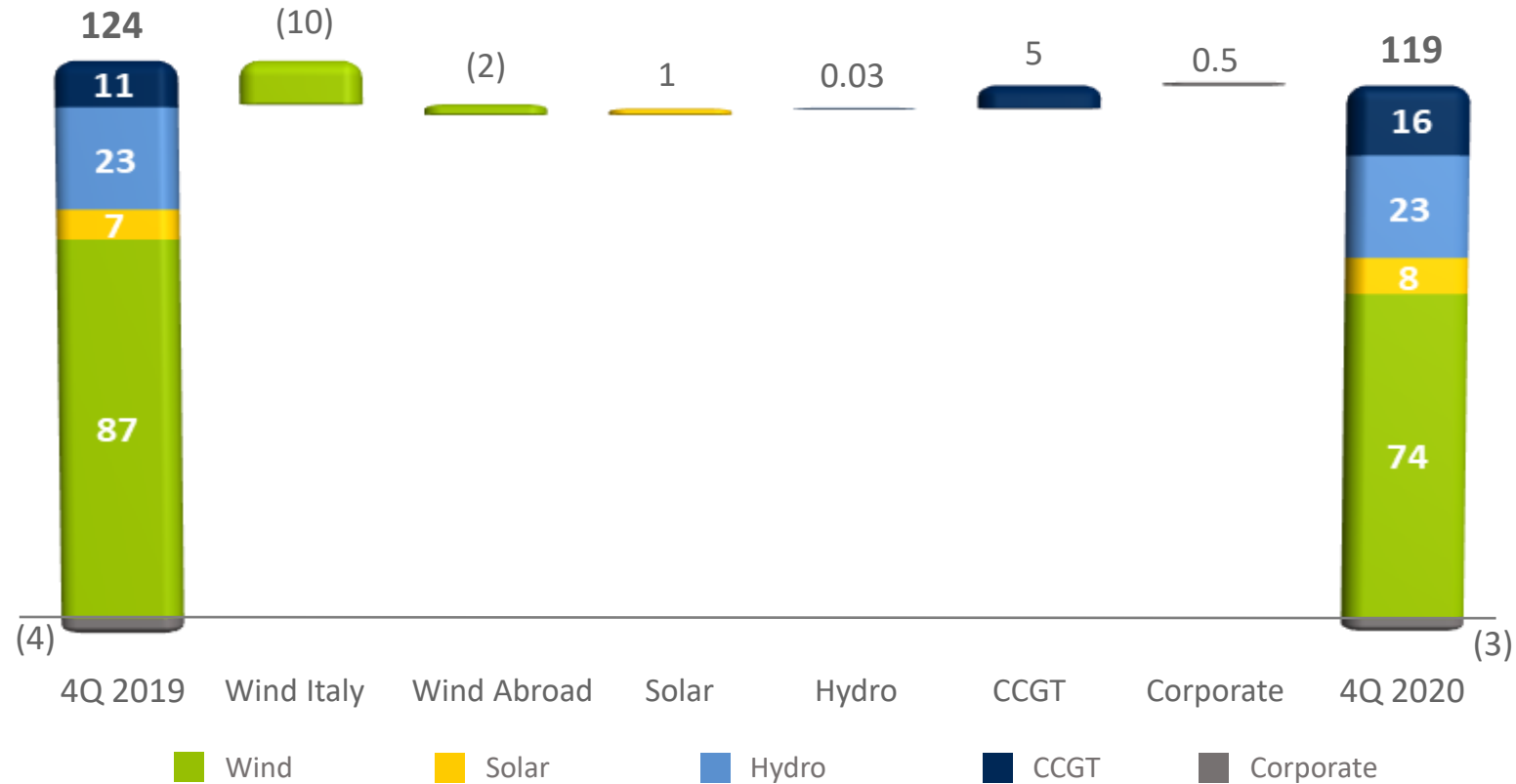


**Go back to normal after COVID-19: Profitability up, Capex on the rise, Indebtedness under control**

<sup>(1)</sup> 2021 Guidance does not include IFRS 16 effects

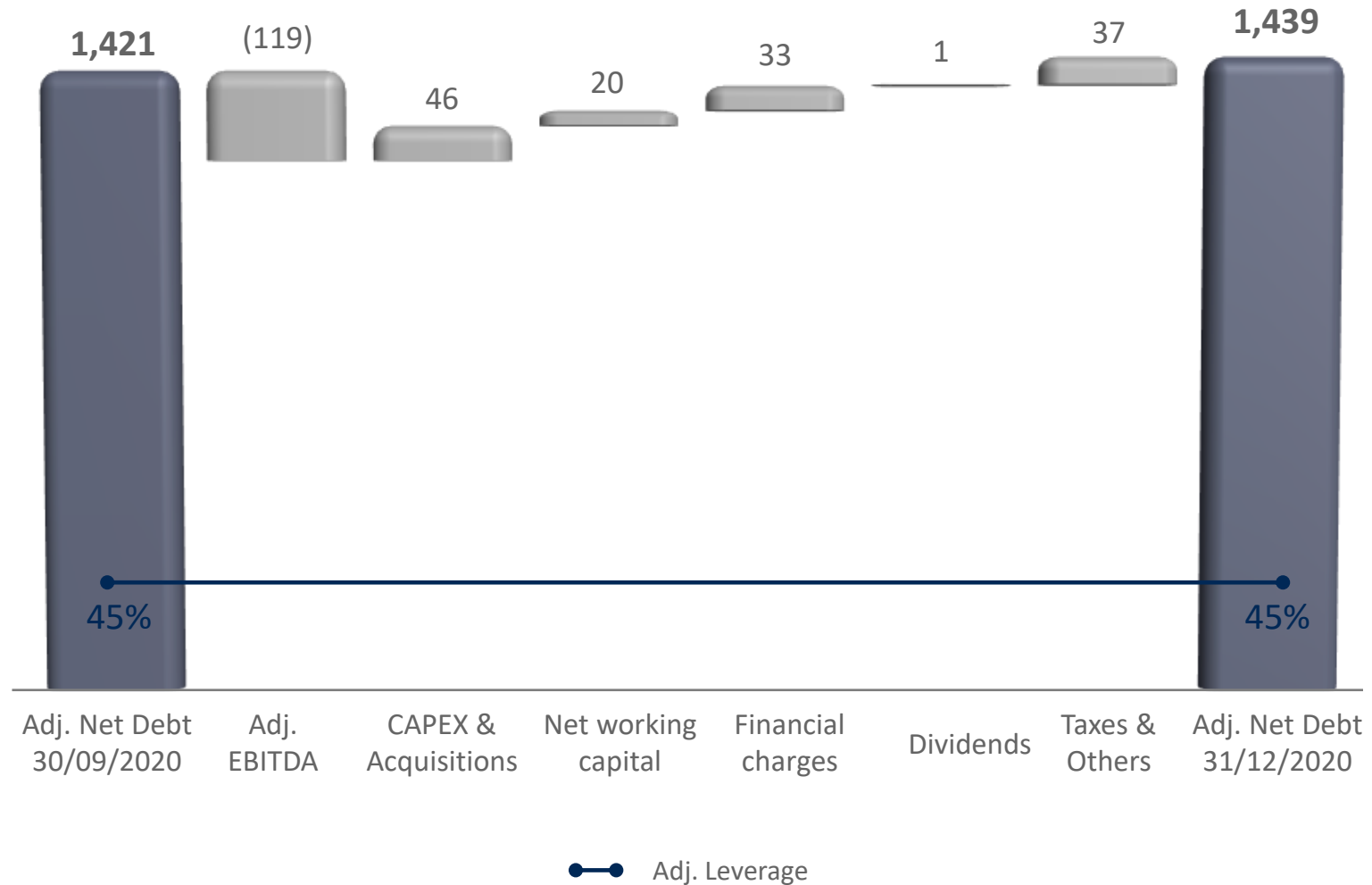
## APPENDIX

# 4Q 2020 GROUP EBITDA EVOLUTION



**Tough price environment, better wind conditions in Italy, lower volumes in Wind abroad and Hydro**

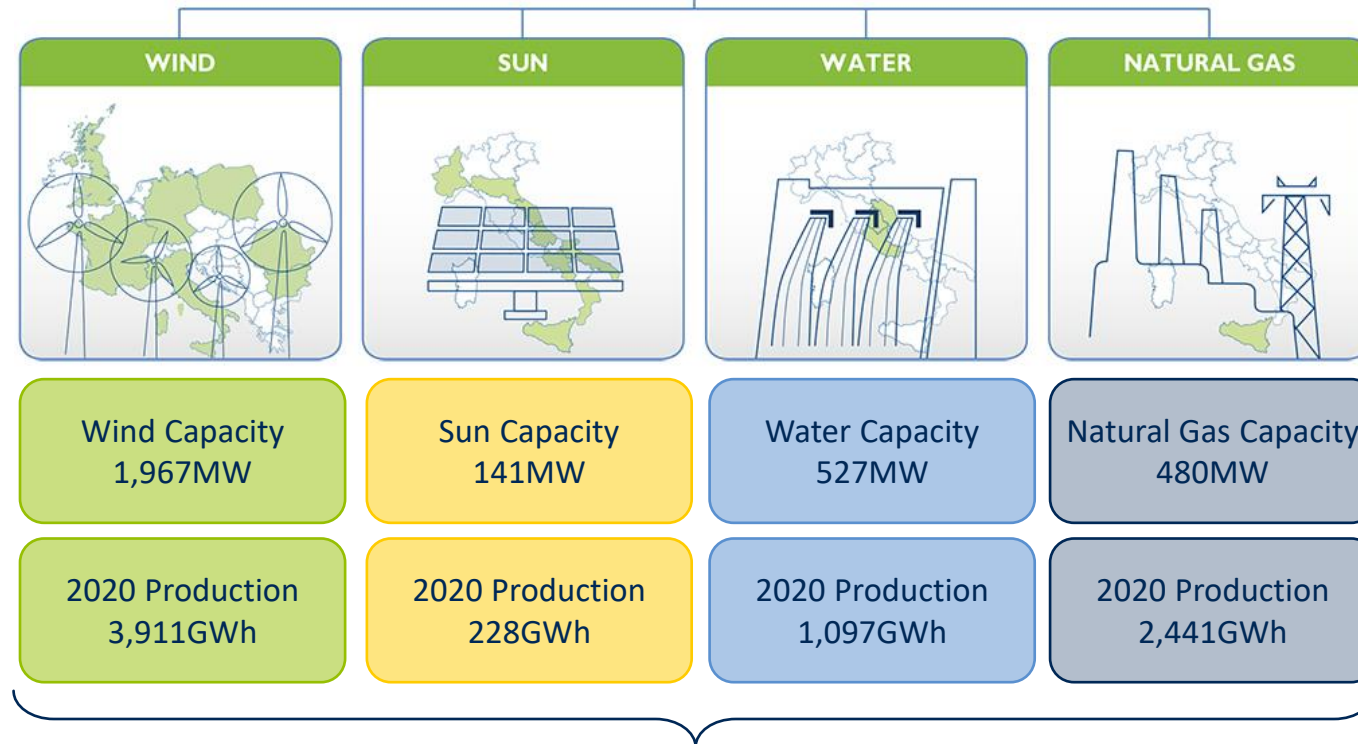
# 4Q 2020 CASH FLOW STATEMENT



# ENERGY PORTFOLIO



EVOLVING ENERGIES



**Total 2020 Production: 7.7TWh**

**Total Energy Portfolio including hedging & other sales: 14.9TWh**

# WIND: KEY FIGURES (1/2)

2020	2019		4Q 2020	4Q 2019
1,967	1,929	Installed capacity (end-period, MW)	1,967	1,929
		<i>of which:</i>		
1,093	1,093	- Italy	1,093	1,093
397	359	- France	397	359
272	272	- Germany	272	272
82	82	- Poland	82	82
70	70	- Romania	70	70
54	54	- Bulgaria	54	54
3,911	4,000	Electricity Production (GWh)	1,028	1,155
		<i>of which:</i>		
1,902	2,161	- Italy	486	587
952	794	- France	273	267
470	465	- Germany	126	138
244	255	- Poland	64	76
193	190	- Romania	43	52
150	135	- Bulgaria	36	35
0	0	- UK	0	0

## WIND: KEY FIGURES (2/2)

2020	2019	Euro millions	4Q 2020	4Q 2019
Unitary Revenues (€/MWh):				
119	118	- Italy	115	115
89	89	- France	89	90
96	96	- Germany	93	92
78	73	- Poland	84	78
56	67	- Romania	65	63
66	79	- Bulgaria	79	90
Adjusted EBITDA:				
165	191	- Italy	41	51
58	47	- France	16	17
28	31	- Germany	8	9
15	15	- Poland	4	5
8	10	- Romania	2	2
9	8	- Bulgaria	4	2
(1)	(1)	- UK	(0)	(0)
282	301	Total Adjusted EBITDA	74	87
(165)	(169)	Depreciation	(40)	(42)
117	132	Adjusted EBIT	35	44

# SOLAR: KEY FIGURES

2020	2019	Euro millions	4Q 2020	4Q 2019
228	226	Electricity Production (GWh)	32	32
315	314	Unitary Revenues (€/MWh)	318	302
66	63	Adjusted EBITDA	8	7
(42)	(41)	Depreciation	(11)	(11)
24	22	Adjusted EBIT	(3)	(4)



# HYDRO: KEY FIGURES

2020	2019	Euro millions	4Q 2020	4Q 2019
1,097	1,229	Electricity Production (GWh)	319	361
109	102	Unitary Revenues (€/MWh)	103	94
81	87	Adjusted EBITDA	23	23
(57)	(57)	Depreciation	(14)	(14)
24	30	Adjusted EBIT	9	9

# CCGT: KEY FIGURES

2020	2019	Euro millions	4Q 2020	4Q 2019
2,441	2,504	Electricity Production (GWh)	617	563
35	40	Unitary Revenues (€/MWh)	39	40
67	69	Adjusted EBITDA	16	11
(30)	(28)	Depreciation	(8)	(7)
37	41	Adjusted EBIT	9	3

# INVESTMENTS

2020	2019	Euro millions	4Q 2020	4Q 2019
127 <sup>(1)</sup>	189 <sup>(2)</sup>	Wind	37	16
2	221 <sup>(3)</sup>	Solar	1	1
6	6	Hydro	2	3
18	15	CCGT	6	10
2	2	Corporate	1	1
156	432	Total	46	31

<sup>(1)</sup> M&A CAPEX related to the closing of Trinity acquisition (which took place on February 24, 2020 for an amount of €42mn), and of Laszki acquisition (which took place on March 5, 2020) amounting to €2mn

<sup>(2)</sup> M&A CAPEX related to Polaris acquisition for €52mn, plus Craiggore and Windwarts acquisitions (respectively for €6mn and €2mn), and Barkow acquisition for €84mn

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