

Gas Plus Group

Analyst Presentation *FY 2022 Financial Results*

*April 5th, 2023**

**Gas
Plus**

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MARKET SCENARIO

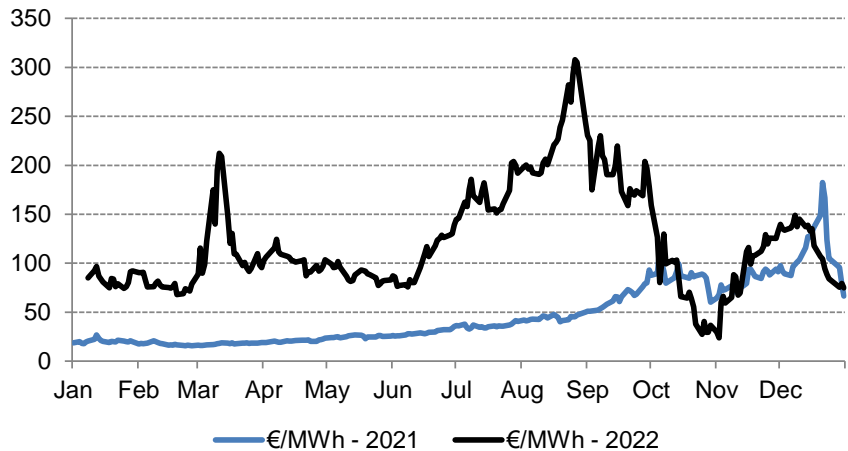
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HIGHLIGHTS

3

FINANCIAL RESULTS

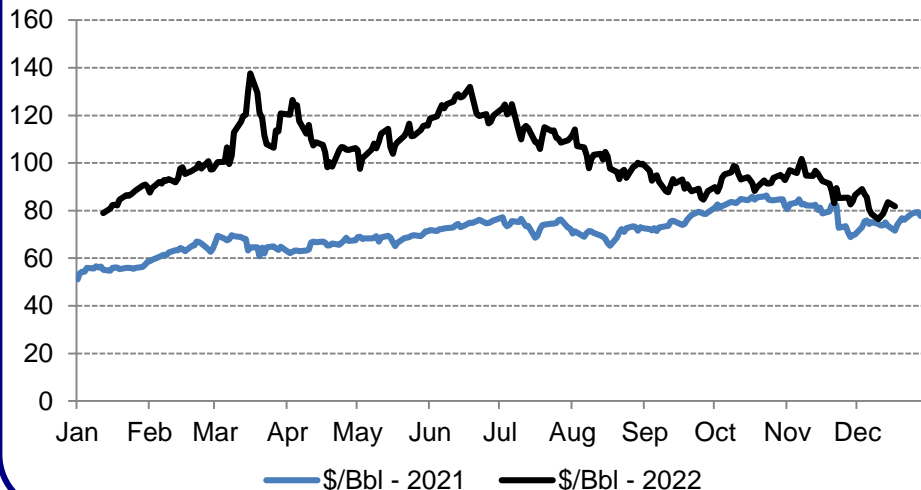
TTF Gas Price – Day Ahead



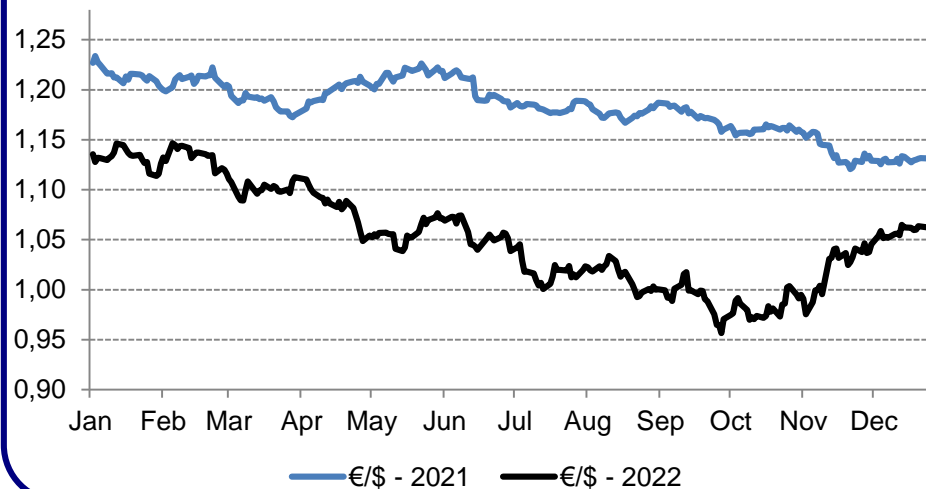
TTF vs VTP Romania Gas Price* – Day Ahead



Brent Price – Month+1



€/€ Exchange Rate - Spot



(*) source: BRM

1 MARKET SCENARIO

2 HIGHLIGHTS

3 FINANCIAL RESULTS

The Group performed well, net of extraordinary contributions in Italy and Romania, in terms of both development projects and profitability:

- ✓ Romanian gas-in of the Midia Project, anticipated at half year, allowed a + 42 % of gas production for 2022 and 2023 production is expected to double 2022 levels
- ✓ E&P EBITDA reached € 83.5 M (vs € 10.1 M in 2021)

Only Retail BU was affected by contingent market constrains also in 2H 22 and posted on yearly basis a - € 11.8 M EBITDA.

Strong reduction of NFP to € 49 M - Romanian RBL financing of € 19 M fully reimbursed at the beginning of 2023.

Charge of extraordinary contributions pushed the tax rate to 94 %: Net Profit 2022 reduced to € 3.4 M – compared with a Net Profit Adjusted of € 32.4 M.

Outlook 2023

- ✓ Return to profitability of the Retail BU will balance an expected slight reduction of the E&P EBITDA, affected positively by the FY contribution of Romanian production, and negatively by lower gas price scenarios.
- ✓ Further Capex mainly for Longanesi development project and exploration well E15-1 in the Dutch North Sea.
- ✓ Lower charge of extraordinary contributions on 2023 revenues, applicable as last year, only in Romania, in the current fiscal setup.

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MARKET SCENARIO

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HIGHLIGHTS

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FINANCIAL RESULTS

- E&P
- RETAIL
- NETWORK & TRANSPORTATION
- GROUP FINANCIAL RESULTS
- COMPANY PROFILE

FY 2022 P&L - E&P contribution

E&P (MScme)	FY22	FY21	Δ (%)
Hydrocarbon Production	181.6	128.2	41.7%
<i>of which natural gas</i>	155.2	93.9	65.3%
<i>of which oil and condensate</i>	26.4	34.5	(23.3%)
EBITDA (M€)	83.5	10.1	726.6%
Exploration Capex	0.2	0.2	(12.8%)
Development Capex	24.3	15.1	61.0%

E&P Reserves

E&P (MScme)	Dec 31, 2022	Dec 31, 2021	Δ (%)
Hydrocarbon Reserves	4,096.8	4,288.9	(4.5%)
<i>of which domestic</i>	3,394.3	3,563.9	(4.8%)
<i>of which international</i>	702.5	725.0	(3.1%)

➤ 2022 Results:

- Relevant EBITDA result due to two factors : increased gas prices (58%) and increased production levels (42%)
- **Domestic activities:**
 - “Longanesi” project: completed in 2022 drilling and completion activities of the Longanesi 2 dir and Longanesi 3 dir wells. Completed the preparatory activities allowing the start of drilling of the new well Casale Cocchi 1 dir in early February 2023 which with the subsequent work-over of the existing Abbadesse 1 dir well will conclude during 2023 the subsurface activities of the project.
 - Restart of production from some fields. The activity of evaluating and restarting some fields will continue in 2023 with the startup in early January of an additional field and the scheduling during the year of additional restarts

➤ International activities:

Romania Offshore concession “Midia Shallow XV”

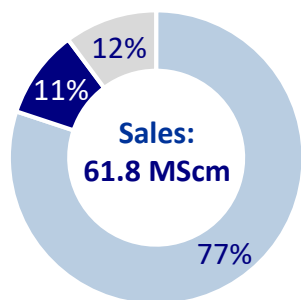
- First gas was achieved on June 15, 2022, through the production of 4 ANA wells and from November 2022 with the last Doina development well.

Netherland offshore permit E 15-C

- Completed the preparatory activities allowing the start of drilling of the new E15-1 well planned for late Q2 2023

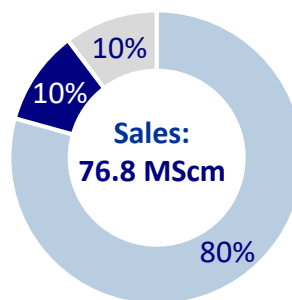
P&L - Retail

FY 2022



- Residential
- Small Business
- Industrial

FY 2021



Retail	FY22	FY21	Δ (%)
Sales (MScm)	61.8	76.8	(19.5%)
Residential	47.5	60.8	(21.9%)
Small Business/Multipod	6.8	8.1	(15.8%)
Industrial	7.6	8.0	(4.7%)
EBITDA (M€)	(11.8)	2.5	n.a.

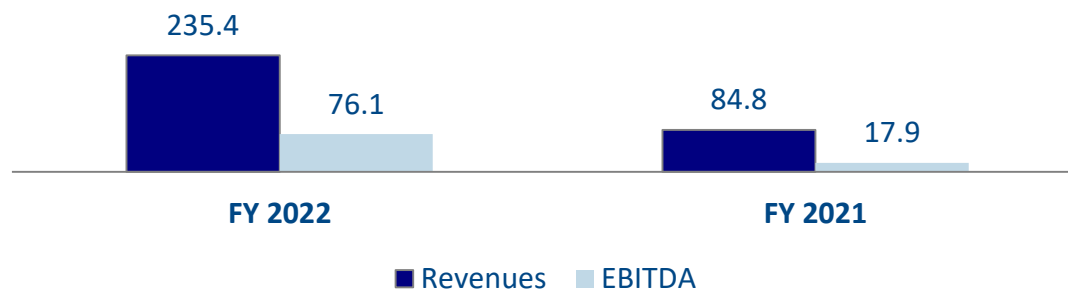
- The 2022 has been characterized by the exponential and constant increase of gas prices, difficulties of gas supply and strong decline of consumptions
- This scenario negatively affected EBITDA 2022:
 - ✓ in the first part of the year due to the sharp deterioration of unitary marginality, started at the end of 2021, related to customers with fixed price or variable price with cap.
 - ✓ in the last quarter of the year affected by negative economic conditions of supply caused by overall market supply tightness
- Return of typical marginality started from beginning of 2023
- Thanks to securitization agreement put in place from the Group for the mass market customers, there is no impact on solvency despite the strong increase on receivables' value due to price increase

FY 2022 P&L – Network & Transportation Contribution

	FY22	FY21	Δ (%)
Distributed Volumes (MScm)	200.9	228.1	(12.0%)
Direct end users (#K)	109.0	109.2	(0.2%)
Pipeline (Km)	1,827.0	1,822.0	0.3%
EBITDA (M€)	7.0	7.6	(9.0%)
Capex (M€)	2.7	2.6	4.4%

- The warmer temperature registered during 2022 has led to a decrease in the distributed volumes of gas (-12.0%) compared to last year.
- The additional restrictions on revenues cap from gas distribution, due to the reduction of the wacc rate, have generated a EBITDA decrease compared to 2021.
- Slight Capex increase (+4.4%).
- The installation of the new G4-G6 smart meters is ongoing: 65% of the total was installed as of December 31st 2022, in line with the deadline set by the Authority (85% by 31/12/2023)
- No ATEM tenders involving Group concession have been launched to date. The Group intends to evaluate the new ATEM tenders in order to maintain the same perimeter of activities as a minimum target

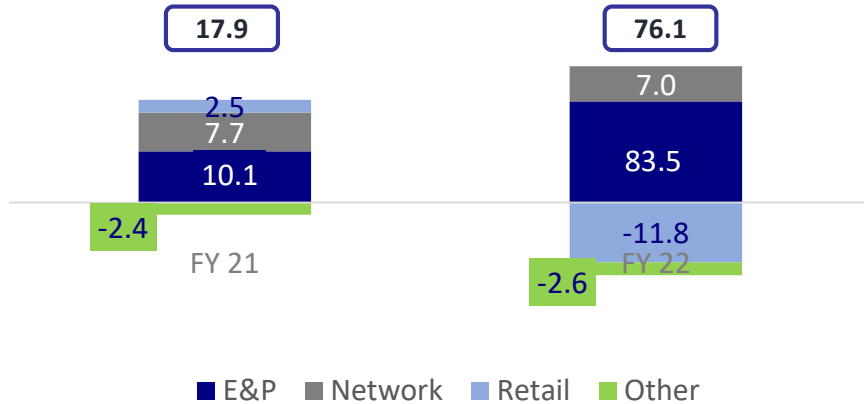
FY 2022 – Group P&L



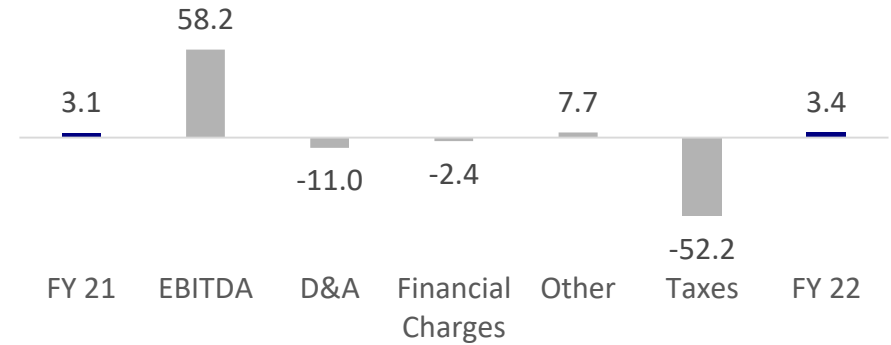
Group (M€)	FY 22	FY 21	Δ (%)
Revenues	235.4	84.8	177.5%
Operating Costs	159.2	66.9	137.9%
EBITDA	76.1	17.9	325.9%
EBIT	61.4	14.2	333.7%
EBT	55.8	3.4	1,541.2%
Net Result	3.4	3.1	6.6%
EPS (€)	0.08	0.07	6.6%

- Strong growth in Revenues and Operating costs as effect to exceptionally high prices and increase in gas productions
- Increase in EBITDA thanks to strong growth of the BU E&P margins
- Amortization and depreciation growing for the increase in E&P productions
- Reassessment on assets previously depreciated (+8.9M€) thanks to the recovery of hydrocarbon prices and the restart of some fields
- Despite the strong growth in Ebitda, Net Result in line with 2021 due to the estimated impact of the extra-profit tax (in Italy and Romania) for over 38 M€.

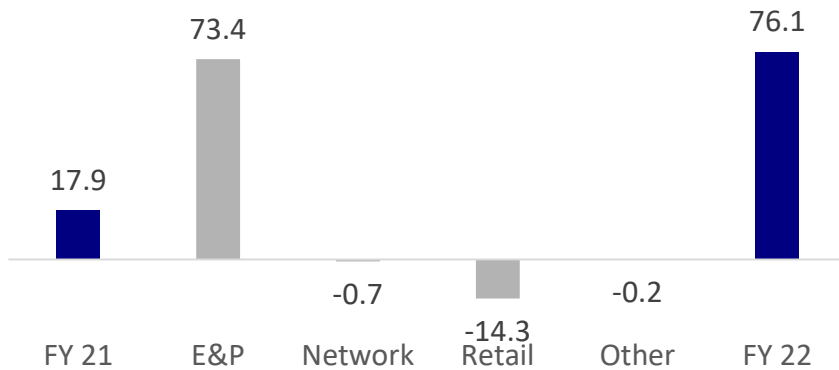
EBITDA Breakdown by BU (M€)



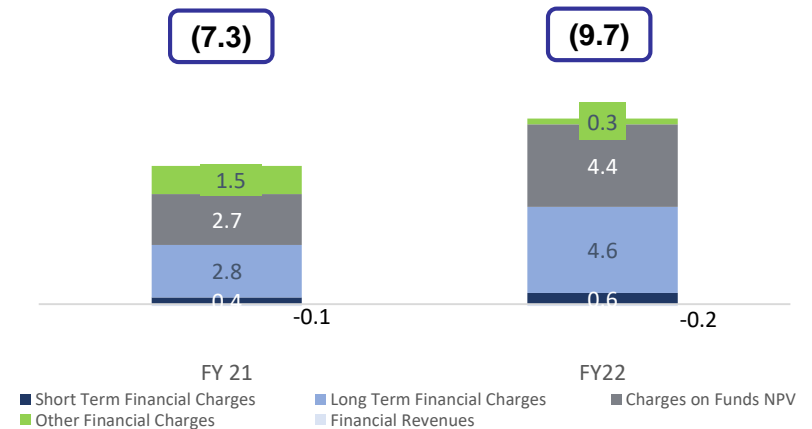
Group Net Result Evolution (M€)



Group Ebitda Evolution (M€)



Net Financial Charges Evolution (M€)

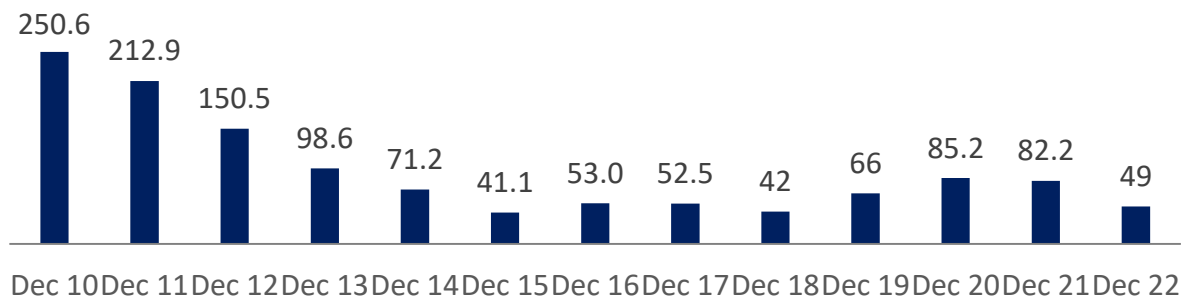


December 31, 2022 – Group Balance Sheet

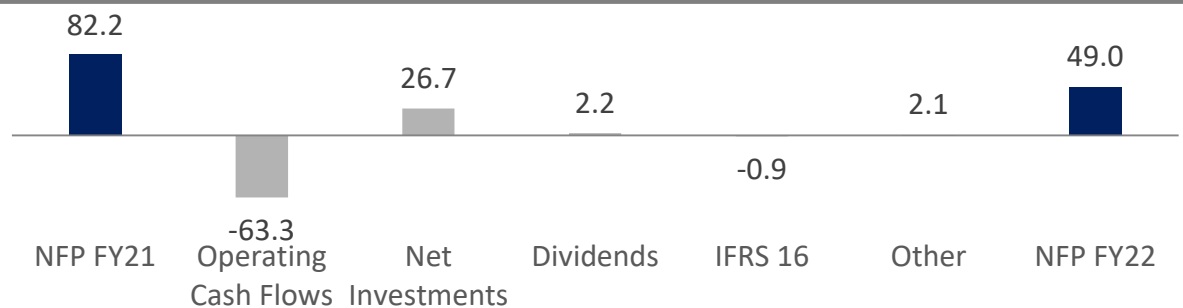
Group (M€)	Dec 31, 2022	Dec 31, 2021	Δ (%)
Inventories	3.4	3.4	1.6%
Receivables	50.7	37.1	36.6%
Payables	(51.8)	(32.5)	59.4%
Other Working Credits/Debits	(43.9)	(25.7)	71.4%
Non Current Assets	399.7	380.9	4.9%
Taxes, Abandonment, Severance and Other provision	(122.5)	(110.0)	11.4%
Net invested capital	235.5	253.2	(7.0%)
Net Financial Debt	49.0	82.2	(40.4%)
<i>of which long term</i>	57.5	73.6	(21.9%)
<i>of which short term</i>	(8.5)	8.6	n.a.
Equity	186.5	171.0	9.0%
Total Sources	235.5	253.2	(7.0%)

- Increase in Non Current Assets after investments for 27.3 M€
- Negative amount of Working Capital due to the increase in tax debts (royalties, Windfalltax, extra-profit tax)
- Despite the investments strong decrease in Net Financial Debt as effect of positive cash flows of E&P activities
- Debt/equity ratio at 0.26 (vs 0.48 at 31/12/2021)

Group NFP Historical Trend (M€)

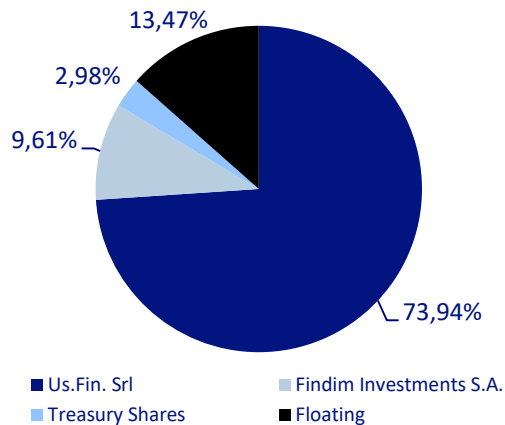


Group NFP Evolution (M€)



- The NFP shows a significant reduction despite the investments and the temporary negative cash flows of the BU Retail.
- NFP is close to its lowest levels since 2010 and also includes the effects of IFRS 16 on leasing contracts equal to 3.9 M€
- The operating cash flows exceeded expenditure on investments, dividends and other charges.

Shareholding as at 28 March 2023



Share information

N. of share: 44,909,620

Share price as of 31.12.2022: € 2.40

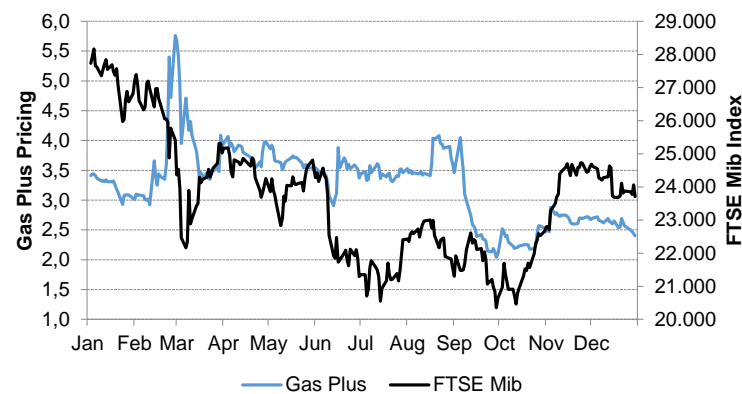
Share price as of 04.04.2023: € 2.55

Mkt cap 31.12.2022: € 107,8 million

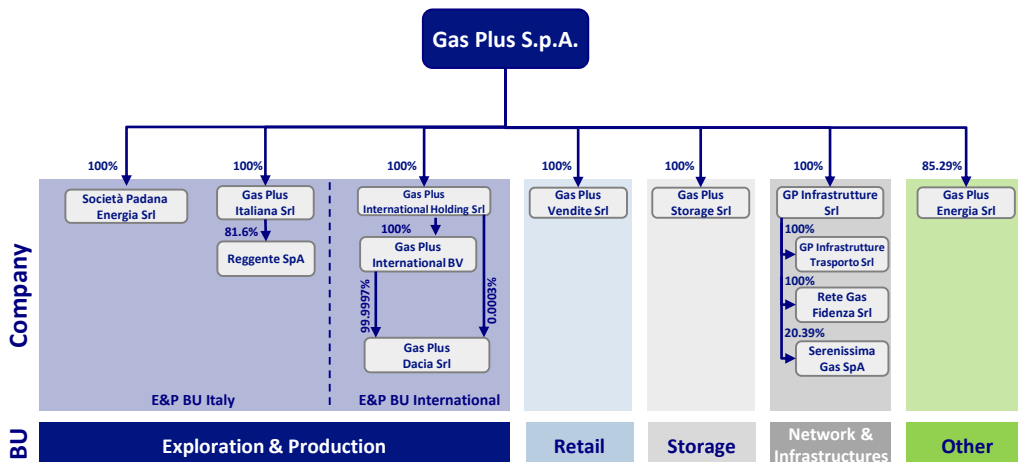
Italian Stock Exchange – Euronext Milan

Own shares as of 31.12.2022: 1,336,677

Share price performance



Group structure*



Management

Stefano Cao	Chairman – Gas Plus S.p.A.
Davide Usberti	CEO Gas Plus S.p.A.
Cinzia Triunfo	Group General Manager and Director of Gas Plus S.p.A.
Germano Rossi	Group CFO
Massimo Nicolazzi	Executive Director Gas Plus Dacia S.r.l.
Regulated Activity - Network	
Leonardo Dabrassi	Chairman – GP Infrastrutture S.r.l
Achille Capelli	Network Manager

(*) Gas Plus Group Structure as of 31 december 2022

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