



4Q AND FY 2023 RESULTS

Paolo Merli - CEO

13 March 2024

DISCLAIMER

This document contains certain forward-looking information that is subject to a number of factors that may influence the accuracy of the statements and the projections upon which the statements are based. There can be non assurance that the projections or forecasts will ultimately prove to be accurate; accordingly, the Company makes no representation or warranty as to the accuracy of such information or the likelihood that the Company will perform as projected.

AGENDA

- ❑ **2023: Execution and Completion of Energy Transition**
 - Key Figures
 - Recent Developments
- ❑ **Results Review**
 - Business Environment
 - FY 2023 Production & EBITDA
 - Investments
- ❑ **Key Financials**
 - Profit & Loss
 - Cash Flow Statement
- ❑ **2024 Guidance and Conclusions**

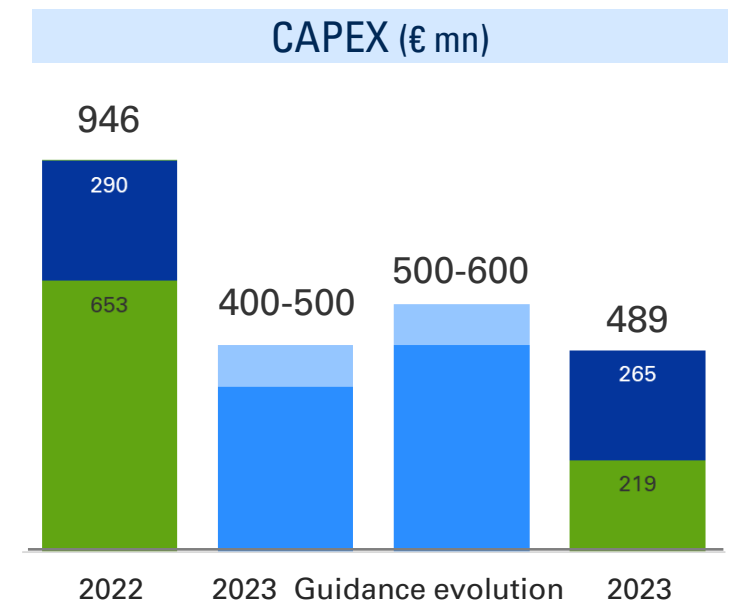
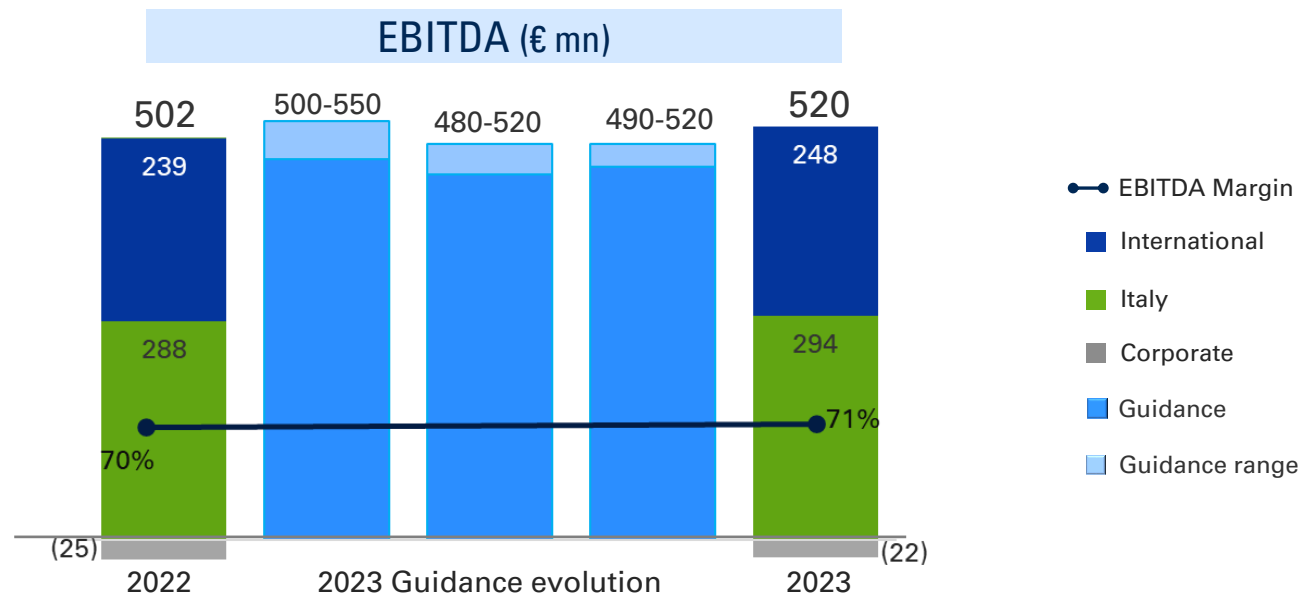


2023: EXECUTION AND COMPLETION OF ENERGY TRANSITION

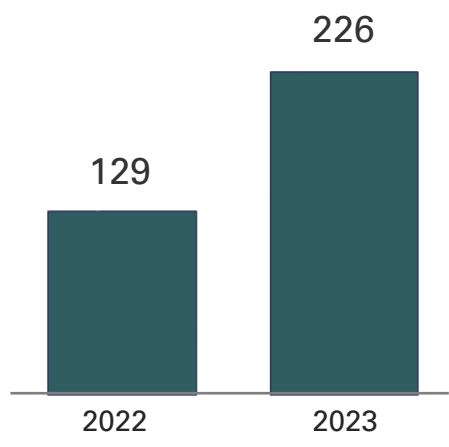
Paolo Merli - CEO



A STRONG SET OF RESULTS IN 2023

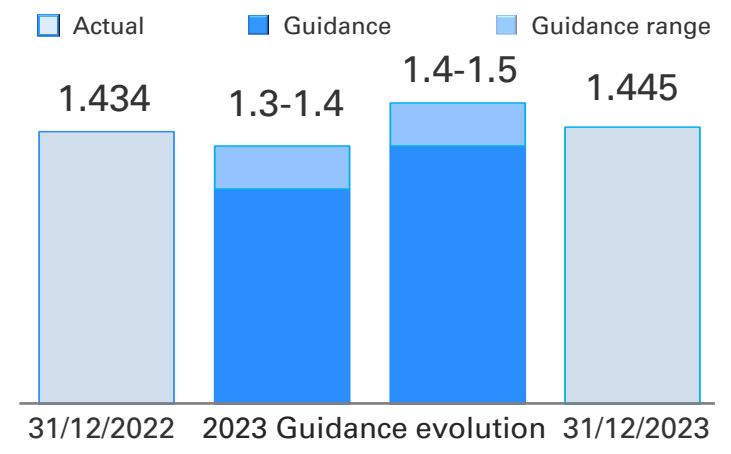


Net Profit (€ mn)



Dividend confirmed at €1/sh

NFP (€ bn)



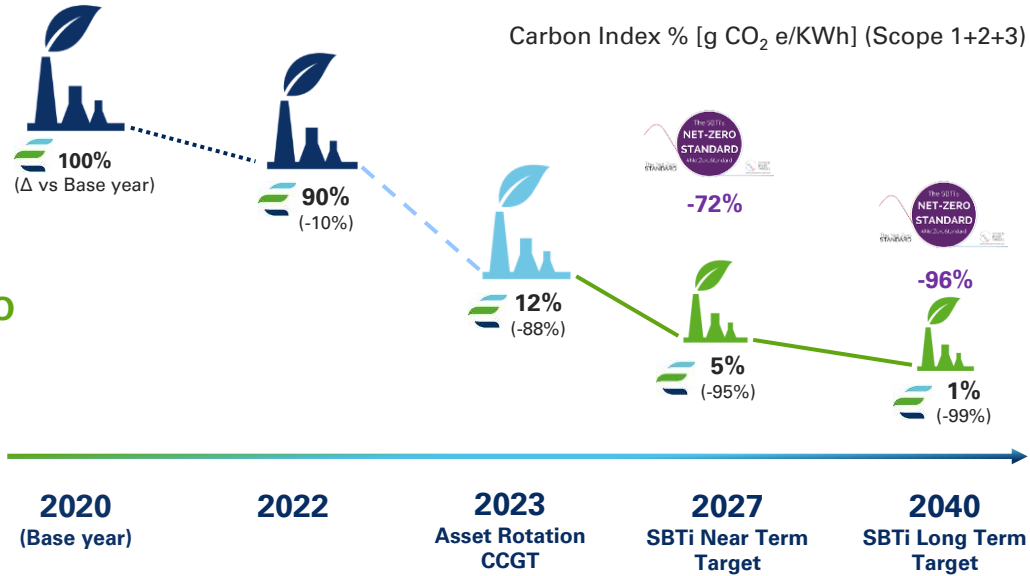
Strong results driven by larger installed capacity coupled with an efficient financial structure

COMPLETION OF OUR ENERGY TRANSITION

CCGT divestment crucial for 'Net Zero' Target

ESG Achievements in 2023/early 2024

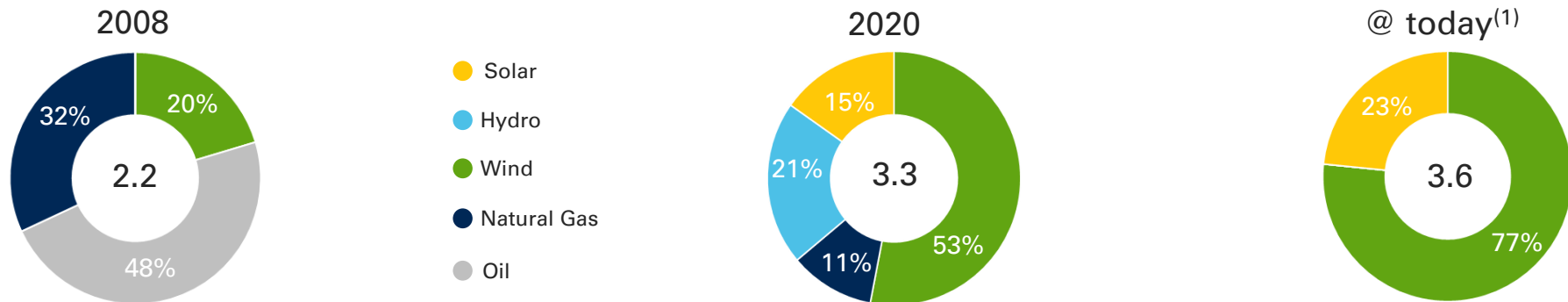
ESG ROADMAP TO NET ZERO



- ERG confirmed the "A-List" of the Carbon Disclosure Project
- The Science Based Target initiative approves ERG's Net Zero targets
- ERG is confirmed among the Corporate Knights "Global 100"

Evolution of Capital Employed (€ bn)

COMPLETION OF ENERGY TRANSITION



⁽¹⁾ Figures as of today do not include CCGT, which is accounted in FY 2023 under IFRS5 amongst the assets under disposal

ACHIEVEMENTS IN 2023/EARLY 2024

Growth



Transformation in a pure RES player completed with the sale of CCGT thermal plant



Entered the US market through a strategic partnership with Apex for a 317MW Wind & Solar portfolio



Wind Repowering: start-up of Partinico-Monreale (42MW) and Camporeale (50MW)



Wind Greenfield: +92MW in UK (Creag Riabhach), and +47MW in Italy (Roccapalumba)



M&A: strengthened our presence in Solar in Spain (+174MW) and in France (73.2MW)



Storage: Vicari BESS plant (12.5MW) in construction, to be up and running in 3Q 2025

Revenue Securitization



Quasi regulated revenues to the tune of 84% in 2023

Corporate



Buy Back Programme: purchased 3.7mn own shares⁽¹⁾

⁽¹⁾ ERG now holds 4,540,080 shares equals to 3.0203% of share capital

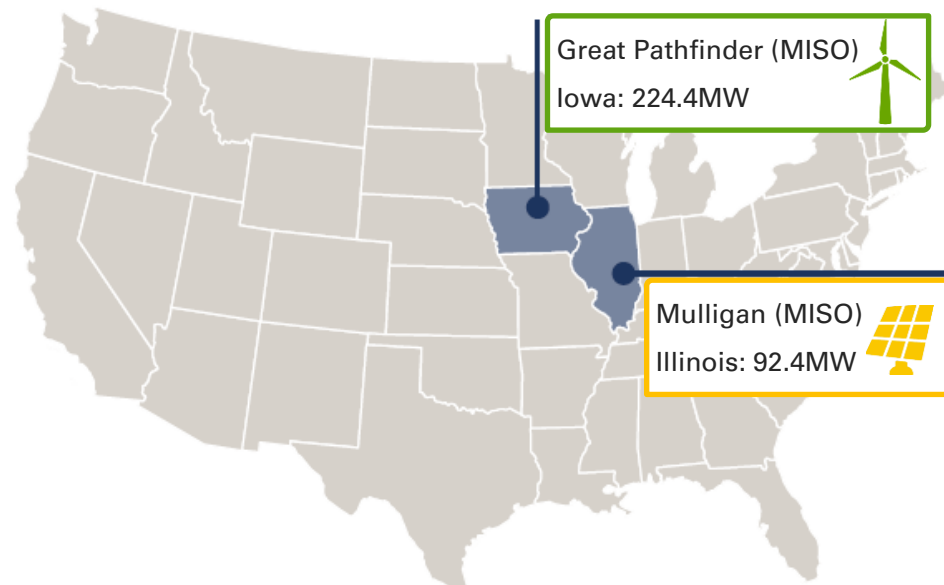
ENTERING THE US WIND & SOLAR MARKET

Transaction Overview

- Agreement with Apex Clean Energy Holdings for a **strategic partnership** (75% ERG's stake) to manage an operating **Wind & Solar portfolio** (for a total of **317MW**)
- **Apex** will continue the **operational management** of the assets
- **Cooperation agreement** for **additional 1GW** solar and onshore wind projects under development
- Closing expected within 1H 2024



Location (within the MISO)



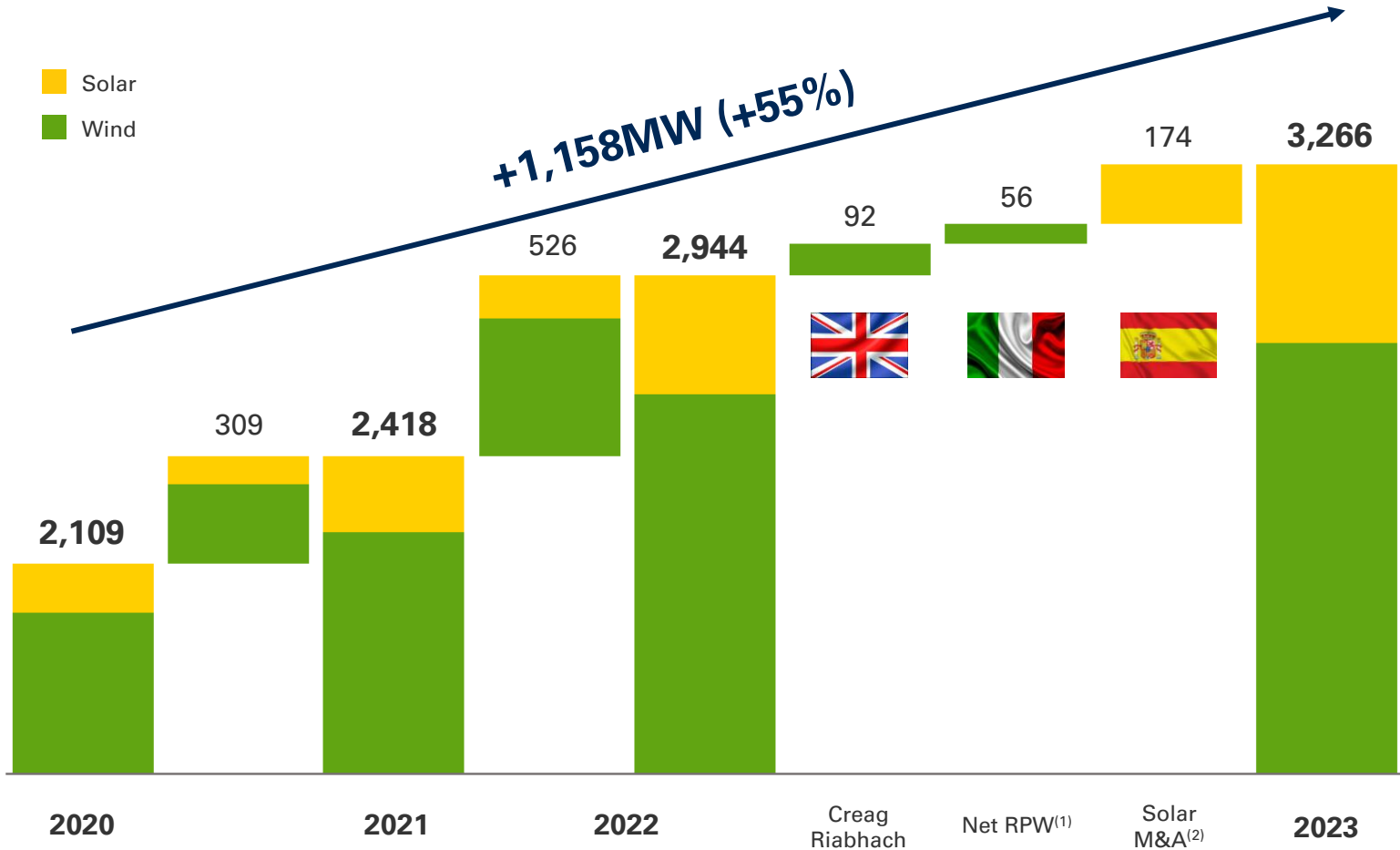
Rationale

- **First investment in the US renewable market** boosting ERG's **geographical diversification**
- **US** to become **one of the largest ERG's market abroad**
- **Plants** located in **highly attractive wind / solar resource zones**
- **Equipment** provided by **best-in-class O&Ms / EPCs**
- **Stable revenues** ensured through **long-term power purchase agreements**
- Assets benefitting from **tax equity investments with market-leading counterparts**
- **Stable investment return** in a **favorable regulatory environment**

Wind & Solar Plants Overview

Total Capacity:	317 MW (224MW Wind + 92MW Solar)
Energy Production:	~1TWh (~ 35% average load factor)
Enterprise Value:	\$270mn
COD/commissioning:	Feb. 2023 (Wind), July 2022 (Solar)
Route to Market:	12-year Corporate PPA for each plant with primary off-takers








































SIGNIFICANT EXECUTION FROM 2020 TO FY 2023



Keep delivering on our growth strategy with a mix of internal projects and M&A

⁽¹⁾ Partinico-Monreale + Camporeale: gross capacity post-repowering = 42MW + 50MW
⁽²⁾ Fregenal (25MW) + Garnacha (149MW)

A PLATFORM OF PPA WITH TIER 1 OFF-TAKERS TO STABILIZE REVENUES

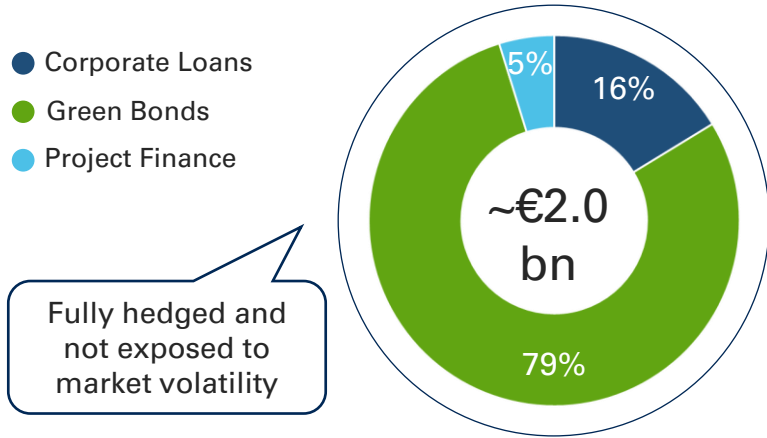
Country & size	Plants & Capacity	Price structure	Tenor/ start date	Counterparty	Volume	Signing Date	
  Asset Based FiP expired	110MW equiv. + Avigliano/Lacedonia 53MW	Collar Structure	10 years Jan '22		~220GWh/Y Baseload +~120GWh/Y Pay as Produced	May '21	
  Asset Based FiT expired	Bois Bigot, Bois de l'Arche/Theta PTF 72MW	Fixed Price	5 years Sept – Dec '21		~150GWh/Y Pay as Produced	Oct '21	
  Greenfield	Evisagaran/ Craigmore tot. 70MW	Fixed Price	5 years Jan '22		~250GWh/Y Pay as Produced	Jul '21	
  Greenfield	Sandy Knowe/Creag Riabhach tot. 179W	Fixed Price	10 years Jan '23		~400GWh/Y Baseload	Mar '22	
  Greenfield	Garnacha 149MW	Discount to Mkt with Floor	12 years From COD (exp. Apr '24)		~190GWh/Y Pay as Produced	Aug '22	
  Repowering	Partinico-Monreale 42MW	Fixed Price	12 years Jan '23		~70GWh/Y Baseload	Mar '23	
  Greenfield	Chaume Solar 29MW	Fixed Price	15 years Jan '25	les Mousquetaires	~35GWh/Y Pay as Produced	Apr '23	
  Asset Based FiP expired	Wind Portafolio 100MW equiv.	Collar Structure	10 years Jan '23		~200GWh/Y Baseload	May '23	
  Repowering	Camporeale + Mineo-Militello-Vizzini, tot. 150MW	Fixed Price	15 years Jan '24		~260GWh/Y Baseload	Nov '23	
  Greenfield	Roccapalumba 47MW	Fixed Price	20 years From COD (exp. Apr '24)		~100GWh/Y Pay as Produced	Feb '24	

TOT: ca. 2.0TWh/Y

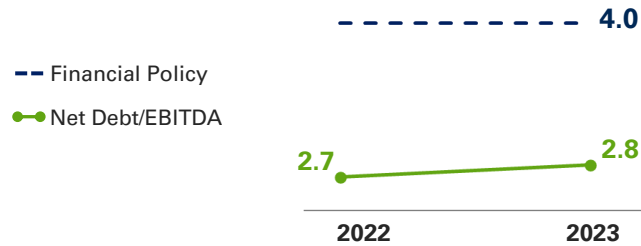


A SOLID FINANCIAL STRUCTURE

Gross debt at 31/12/2023



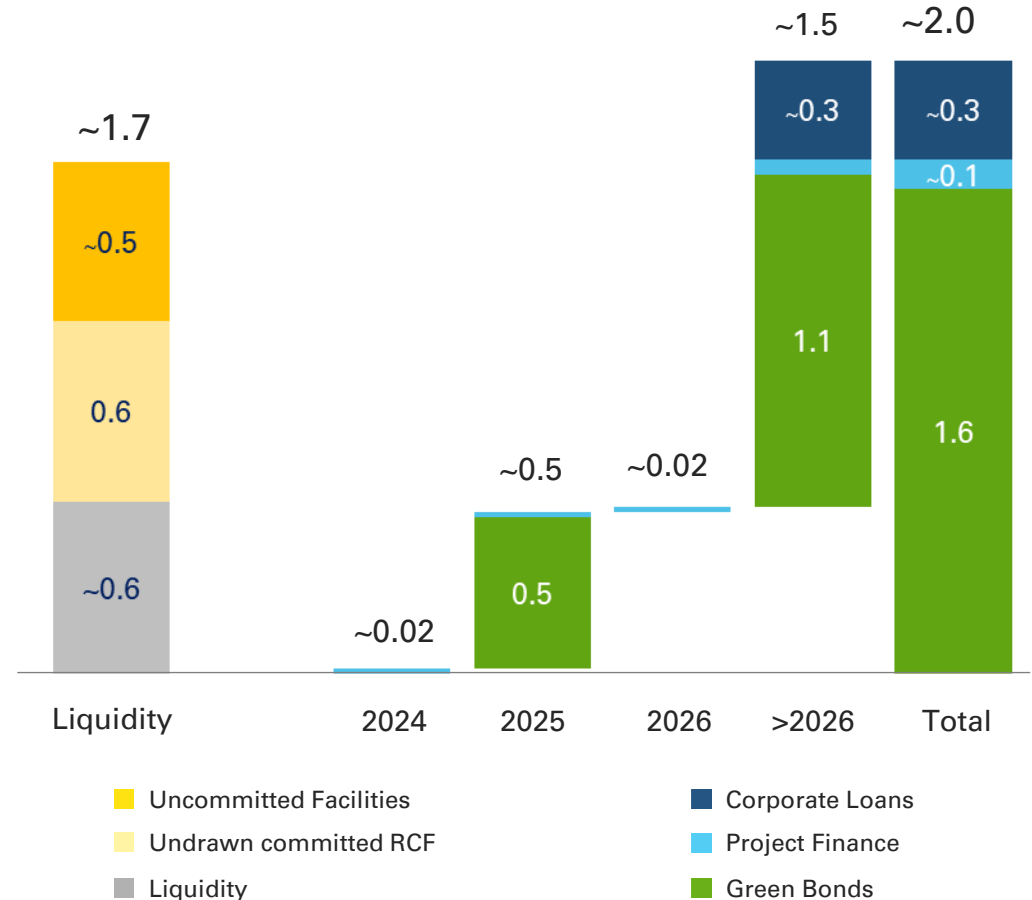
Leverage (NFP/EBITDA)



FitchRatings
Issuer Default Rating:
BBB- Stable

"ERG's 'BBB-' IDR affirmation reflects visible cash flow generation from its largely long-term incentivised and contracted clean-energy production, its progressive diversification in mature EU markets, including UK, and solar technology...."

Repayment Schedule based on stock as of December 2023 (€ bn)



A strong and efficient balance sheet to support growth and a sustainable dividend policy

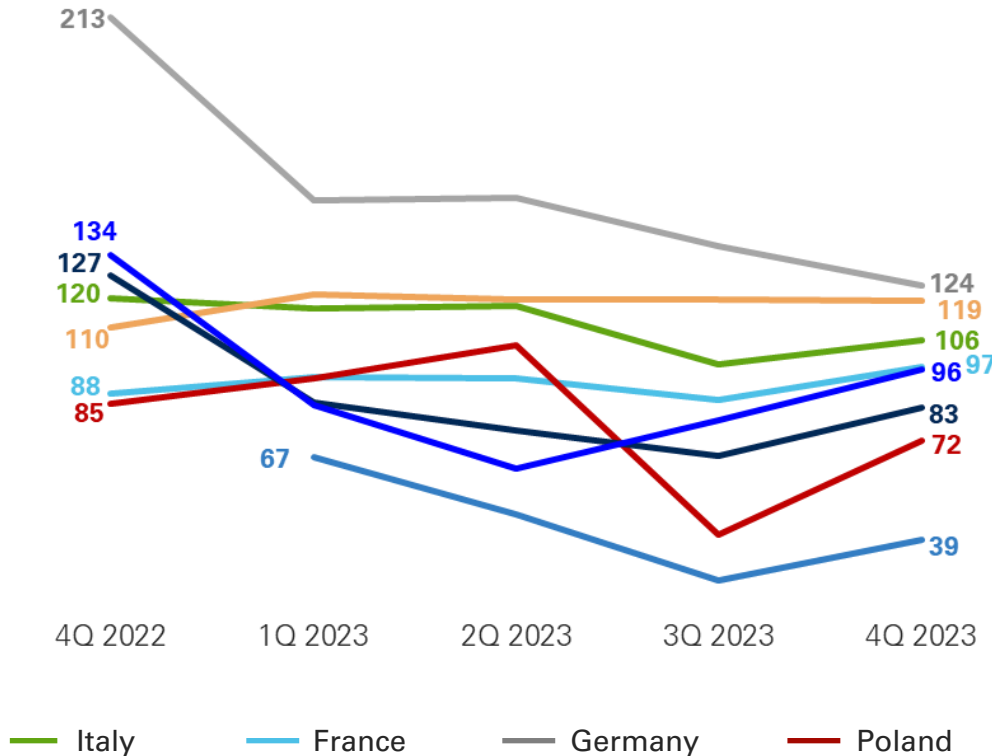
(1) Cost of outstanding gross debt as of 31 December 2023

RESULTS REVIEW

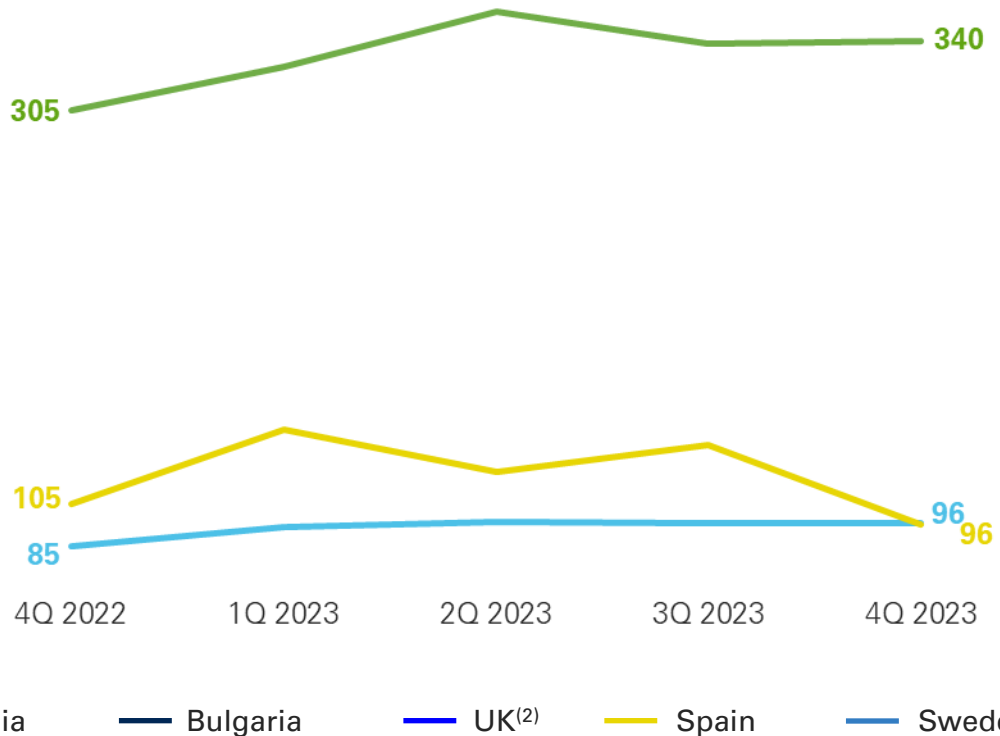
Michele Pedemonte - CFO

BUSINESS ENVIRONMENT

All-in Wind Prices⁽¹⁾ (€/MWh)



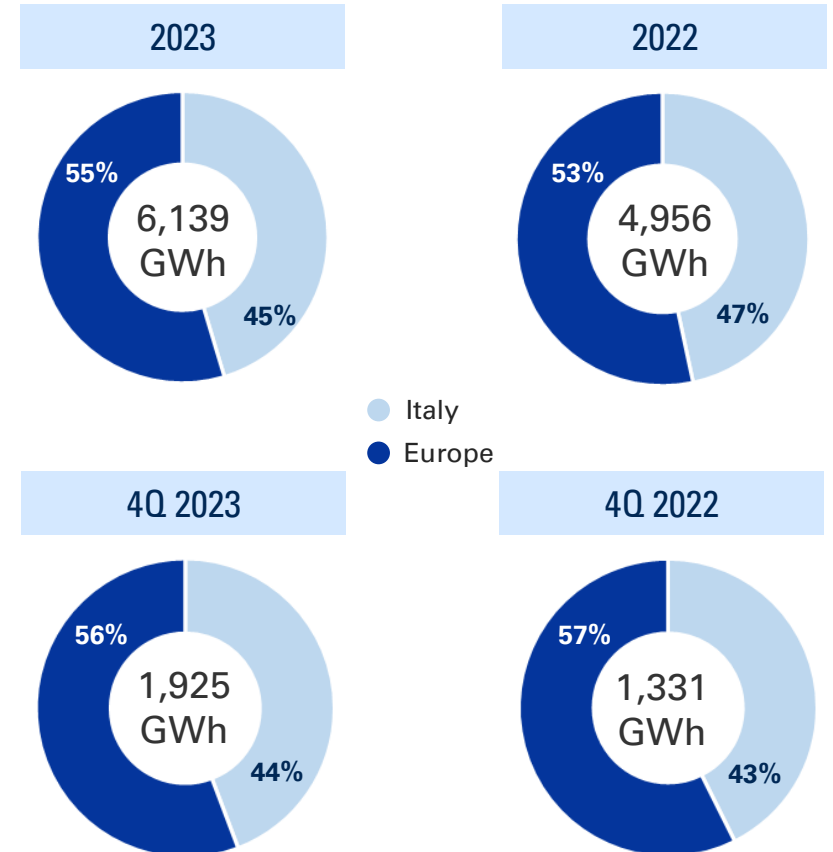
All-in Solar Prices⁽¹⁾ (€/MWh)



⁽¹⁾ Prices net of clawback measures
⁽²⁾ UK prices net of balancing revenues

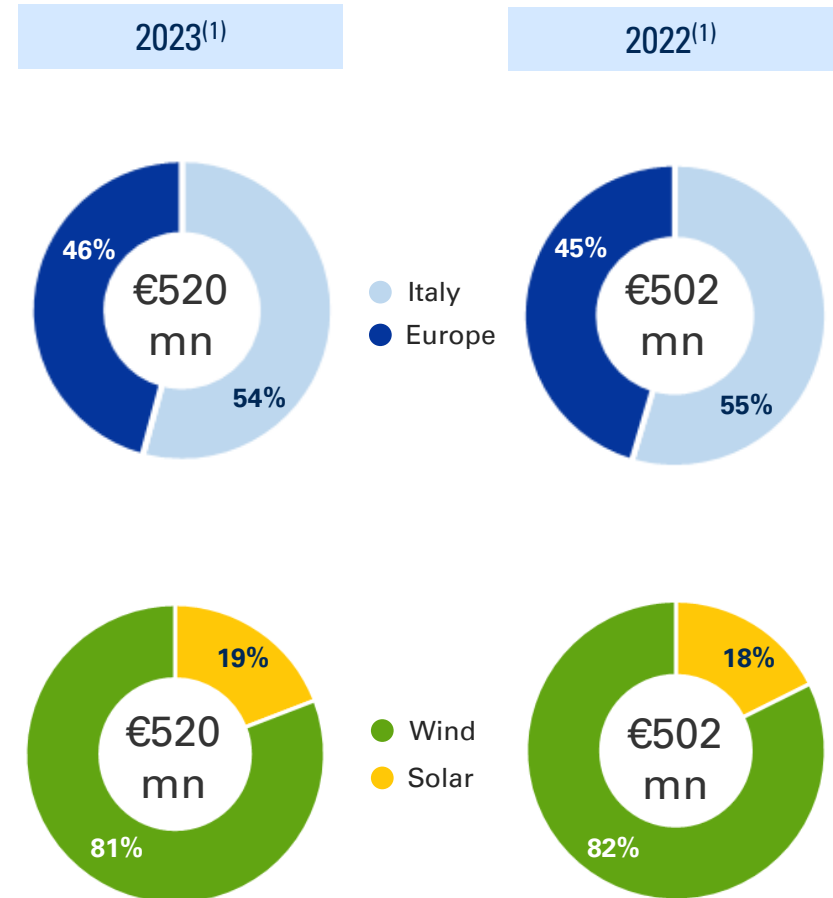
A SNAPSHOT OF FY AND 4Q 2023 RESULTS: PRODUCTION

2023	2022	Δ	Energy Production (GWh):	4Q 2023	4Q 2022	Δ
2,784	2,312	472	Italy:	851	567	284
2,528	2,062	466	• Wind	812	529	283
256	250	7	• Solar	39	38	1
1,315	1,076	239	France:	435	343	92
1,219	982	237	• Wind	422	331	90
96	94	1	• Solar	14	11	2
629	556	73	Germany - Wind:	217	153	64
742	615	128	East Europe - Wind:	236	160	75
455	226	229	UK & Nordics - Wind:	129	81	48
213	171	42	Spain - Solar:	57	26	31
6,139	4,956	1,183	Total Energy Production	1,925	1,331	594
638	638	638	of which, Perimeter effect:	110	110	110
579	579	579	• Wind	82	82	82
59	59	59	• Solar	27	27	27



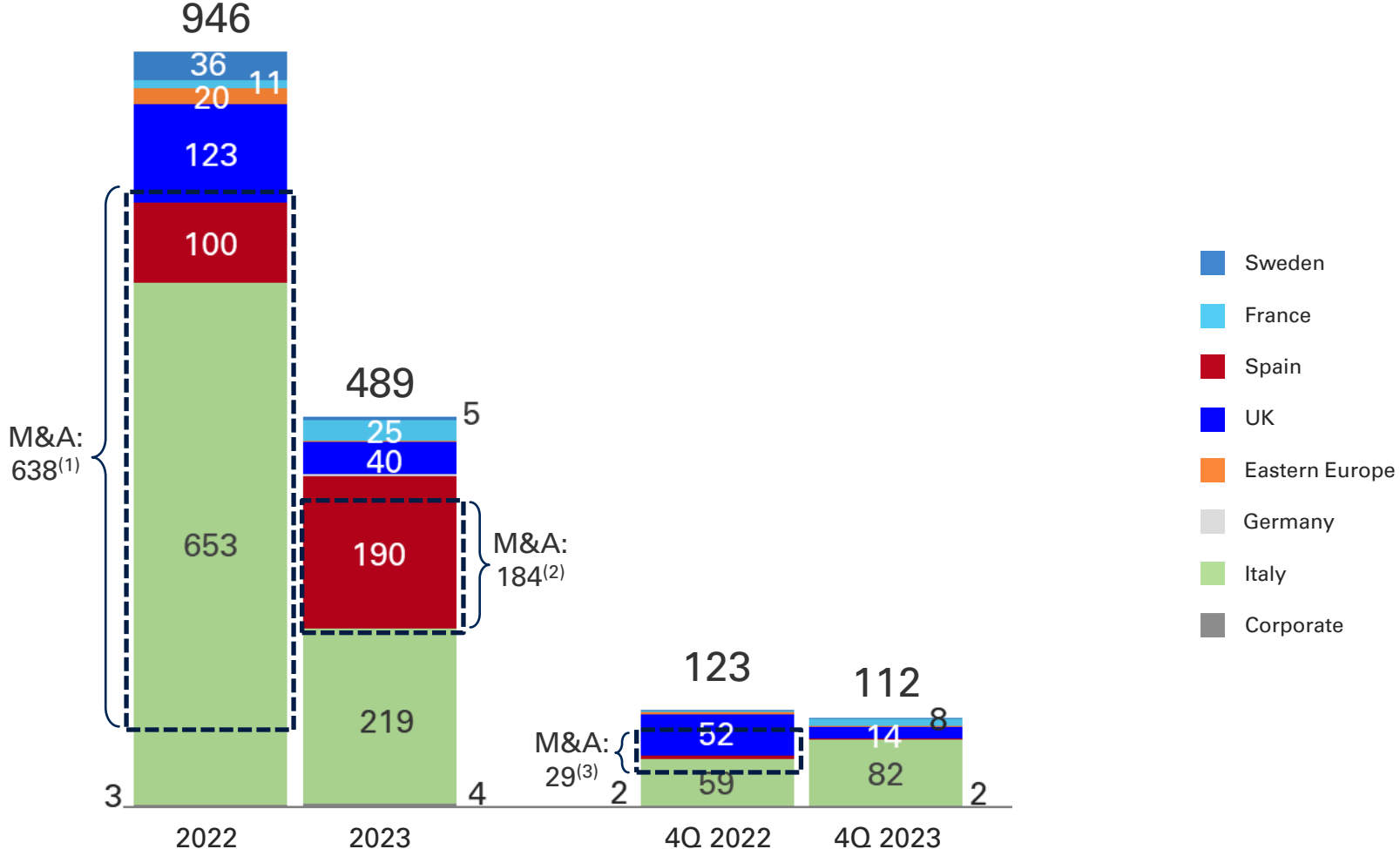
A SNAPSHOT OF FY AND 4Q 2023 RESULTS: EBITDA

2023	2022	Δ	Adjusted EBITDA (€ mn):	4Q 2023	4Q 2022	Δ
294	288	7	Italy:	81	54	27
216	218	(2)	• Wind	70	46	24
79	70	9	• Solar	11	8	2
78	55	23	France:	30	18	11
73	50	23	• Wind	30	18	11
5	5	0	• Solar	0	(0)	0
65	70	(5)	Germany - Wind:	20	27	(6)
48	72	(24)	East Europe - Wind:	11	12	(1)
37	24	13	UK & Nordics - Wind:	16	6	10
20	18	2	Spain - Solar:	3	2	1
(22)	(25)	3	Corporate:	(5)	(8)	2
520	502	19	Total Adjusted EBITDA ⁽¹⁾	155	112	44
68		68	of which, Perimeter effect:	17		17
62		62	• Wind	16		16
6		6	• Solar	0		0



⁽¹⁾ It refers to figures net of clawback measures. Please refer to page 19 for reconciliation of gross and net figures

INVESTMENTS



(1) M&A CAPEX related to related to Valentia Solar acquisition in Spain (€100mn), plus Siena Solar acquisition (€115mn) and Donatello Wind acquisition (€396mn), both of them in Italy, and Corlacky Wind acquisition in UK (€27mn)
 (2) M&A CAPEX related to the closing in Spain of two Solar acquisitions: Garnacha (on June 23, 2023, for about €152mn), and Fregenal (on June 30, 2023 for an amount of €31mn)
 (3) M&A CAPEX mainly related to Corlacky Wind acquisition in UK (€27mn)

KEY FINANCIALS

ADJUSTED P&L

2023	2022	Euro millions	4Q 2023	4Q 2022
520	502	Adjusted EBITDA ⁽¹⁾	155	112
(215)	(229)	Amortization and depreciation	(54)	(63)
305	273	Adjusted EBIT	101	49
(6)	(25)	Net financial income (expenses)	(0)	(7)
(0)	0	Net income (loss) from equity investments	(0)	0
299	248	Adjusted Results before taxes	101	42
(71)	(115)	Income taxes	(24)	(29)
228	133	Adjusted Results on continued operations ⁽²⁾	77	13
(2)	(4)	Minority interests	0	0
226	129	Adjusted Net Profit	77	14
(7)	16	Adjusted Results on discontinued operations ⁽³⁾	(1)	(1)
219	145	Adjusted Results for the period	76	13
24%	46%	Tax Rate	24%	69%

Note: figures based on NO GAAP measures

⁽¹⁾ EBITDA net of clawback measures.

⁽²⁾ Net Profit net of clawback measures.

⁽³⁾ Figures refer to CCGT Results



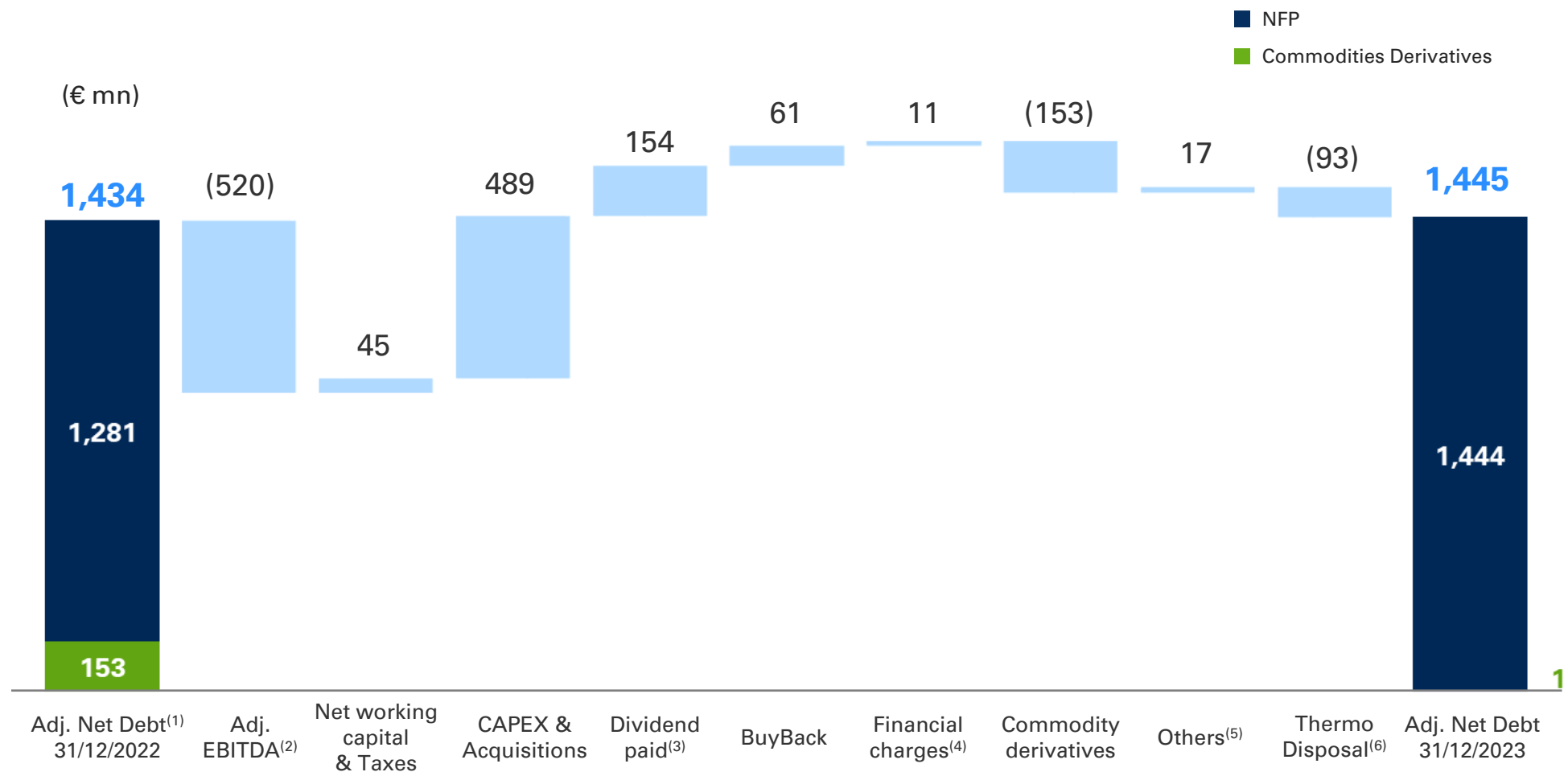
EXTRAORDINARY CLAWBACK AND WINDFALL TAXES EFFECTS

2023	2022	At EBITDA level (€ mn):	4Q 2023	4Q 2022	2023	2022	At NET PROFIT ⁽¹⁾ level (€ mn):	4Q 2023	4Q 2022
532	537	EBITDA gross of clawback measures	158	126	235	212	Net Profit gross of clawback measures/Windfall taxes	79	43
12	35	(-) Clawback measures:	3	15	9	83	(-) Clawback measures/Windfall taxes:	2	30
0	7	<i>Italy</i>	-	2	0	61	<i>Italy</i>	-	20
6	7	<i>France</i>	2	7	4	5	<i>France</i>	2	5
-	2	<i>Germany</i>	-	2	-	2	<i>Germany</i>	-	2
0		<i>Spain</i>	0		0		<i>Spain</i>	0	
6	19	<i>East Europe⁽²⁾</i>	0	4	5	16	<i>East Europe⁽²⁾</i>	0	3
520	502	EBITDA net of clawback measures	155	112	226	129	Net Profit net of clawback measures/Windfall taxes	77	14

⁽¹⁾ Net profit post-Minorities

⁽²⁾ In Romania clawbacks measures internalized in price mechanisms as of 2023

2023 CASH FLOW STATEMENT



(1) Figures from continuing operations

(2) Figure net of clawback measures for €12mn

(3) Out of which €5mn to Minorities

(4) It includes prepayment fee for €5mn related to one-off fee related to liability management

(5) It includes mainly +€28mn fair value IRS, and -€11mn others

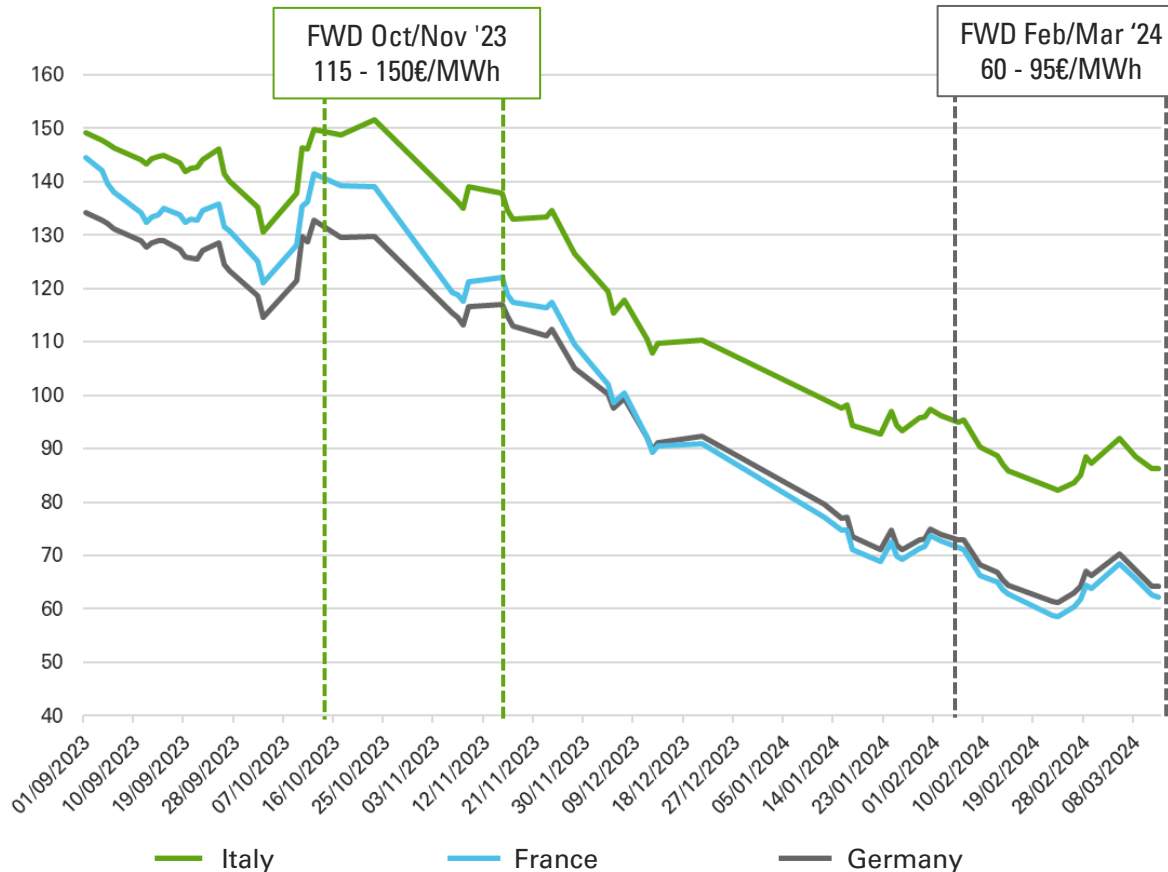
(6) It refers to CCGT disposal whose EV was €191mn

2024 GUIDANCE

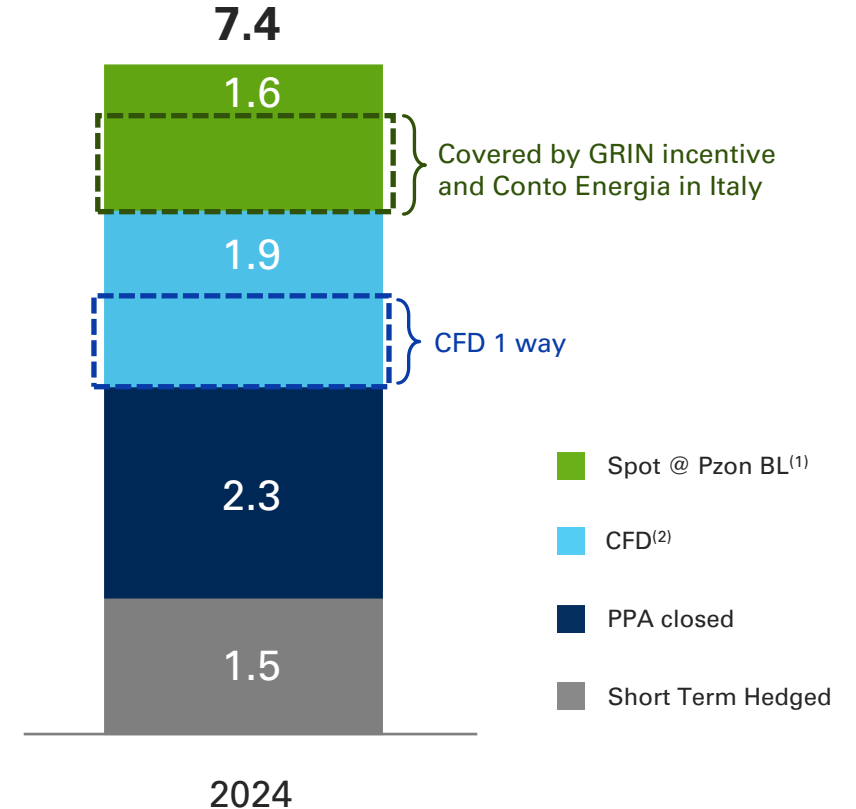
Paolo Merli - CEO

EXTREME VOLATILITY IN NATURAL GAS AND ELECTRICITY PRICES

Electricity prices – 2024 daily fwd prices evolution (€/MWh)



2024 ERG's hedging through PPA, CFD and s/t hedging (TWh)

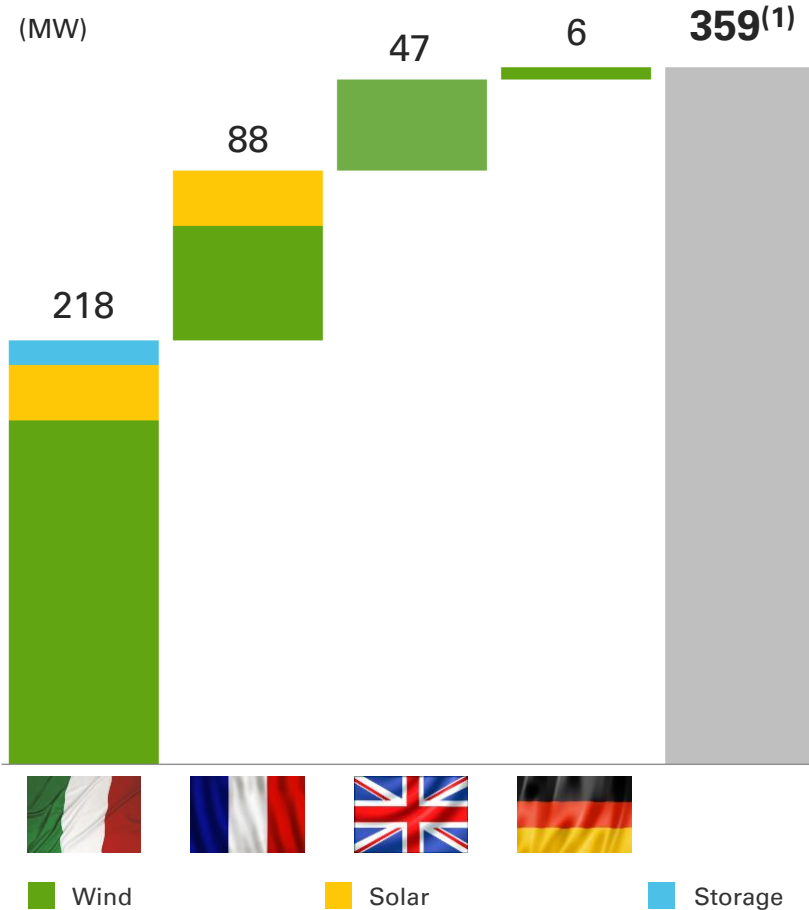


Revenues stabilized thanks to PPA, hedging and CFDs

⁽¹⁾ Of which ca. 1.1TWh under GRIN scheme in Italy, with a reversal correlation with previous year power prices

⁽²⁾ Of which ca. 0.9TWh CFD 1 way

ASSETS UNDER CONSTRUCTION

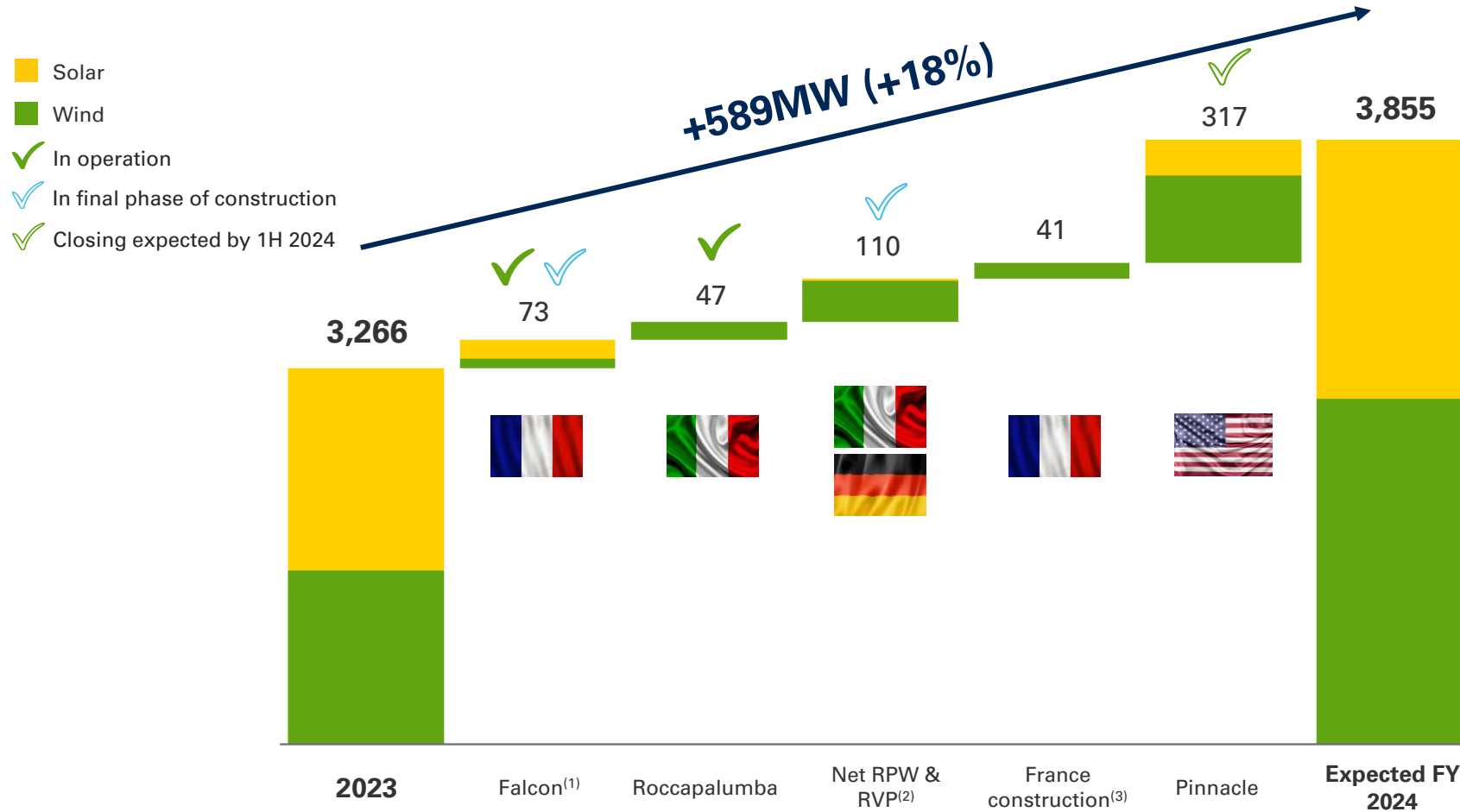


Mineo-Militello-Vizzini (RPW) 101MW to be, 51MW Δ vs as-is COD: 2Q 2024 Producibility: 2,300 heq	Salemi-Castelvetrano (RPW) 76MW to be, 50MW Δ vs as-is COD: 4Q 2024 Producibility: 2,300 heq	Bourgogne 1 32MW COD: 4Q 2024 Producibility: 2,260 heq
Limousine 1 9MW COD: 4Q 2024 Producibility: 2,170 heq	Picardie 1 18MW COD: 1Q 2025 Producibility: 2,670 heq	Corlacky 47MW COD: 4Q 2025 Producibility: 3,760 heq
Reinsdorf (RPW) 6MW to be, 3MW Δ vs as-is RTB COD: 4Q 2024 Producibility: 1,823 heq	Siena (RVP) 29MW to be, 6MW Δ vs as-is COD: 4Q 2024 Producibility: 1,800 heq	Falcon 29MW COD: 2Q 2024
Vicari 12.5MW COD: 3Q 2025		

Adding visibility to our growth prospects in IT, FR, UK and DE. First move in storage

⁽¹⁾ Tot MW under construction: on absolute terms = 359MW, on a differential basis = 257MW

ANOTHER SIGNIFICANT GROWTH EXPECTED IN 2024



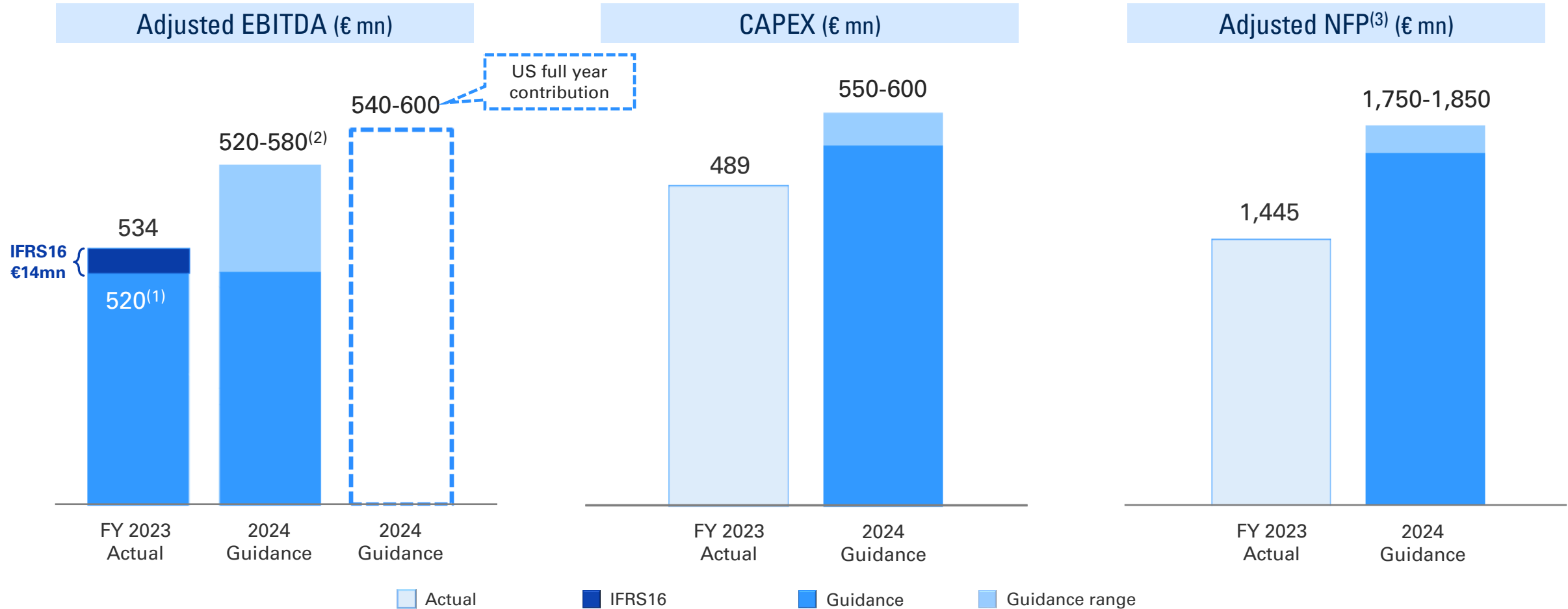
A visible and international mix of internal projects and M&A

⁽¹⁾ Of which 29MW Solar in final phase of construction

⁽²⁾ Wind: Mineo-Militello-Vizzini + Salemi-Castelvetro + Reinsdorf: gross capacity post-repowering = 101MW + 76MW + 6MW. Solar: Siena gross capacity post-repowering= 29MW

⁽³⁾ Bourgogne 1 (32MW) + Limousine 1 (9MW)

2024 GUIDANCE



⁽¹⁾ Net of clawback measures in 2023 for €12mn

⁽²⁾ EBITDA guidance net of clawbacks. It includes IFRS16 for €15mn and US consolidation assumed as of 2H 2024

⁽³⁾ It does not include IFRS16 liability, amounting respectively to €172mn (actual FY 2023) and €210mn (2024 guidance)