



9M 2022 RESULTS PRESENTATION

aceea

ROME, 9 NOVEMBER 2022

PERFORMANCE AND DELIVERY 9M 2022

ACEA CONTINUES TO DELIVER ON ITS ECONOMIC AND SOCIAL GROWTH PATH
IN A CHALLENGING ENVIRONMENT

EARNINGS GROWTH DRIVEN BY OPERATIONAL EFFICIENCY

EBITDA	EBIT	NET PROFIT	
€1,002m +8%	€485m +5%	€257m +4%	<ul style="list-style-type: none">↑ improved operating results↑ gain on sale to Equitix of a majority stake in ACEA's photovoltaic assets (~€19m)↓ windfall tax art. 37 of Law Decree 21/2022 (~€26m)

CAPITAL STRUCTURE SUPPORTING SUSTAINABLE BUSINESS GROWTH

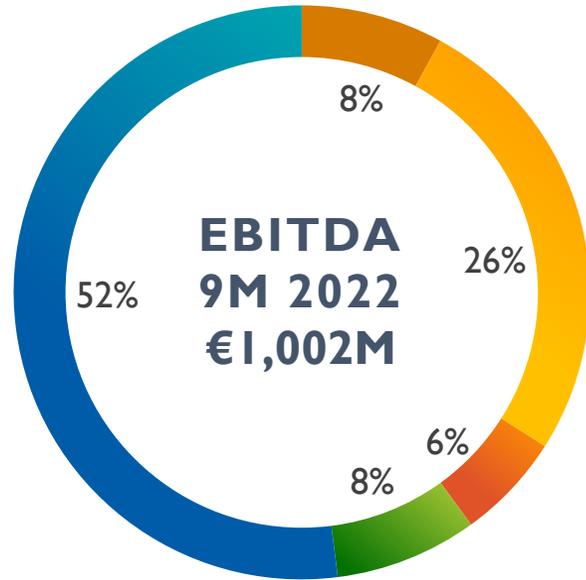
CAPEX	NET DEBT	LEVERAGE
€700m* +5%	€4,393m +10%	NET DEBT/ EBITDA LTM 3.3 x

NET DEBT GUIDANCE FOR 2022 REVISED

EBITDA +4%/+6% VERSUS 2021 (EBITDA 2021: €1,256m) ✓	CAPEX BROADLY IN LINE WITH 2021 (CAPEX 2021: €931m) ✓	NET DEBT €4.4/4.5bn <u>REVISED</u> (PREVIOUS GUIDANCE €4.2/4.3bn)
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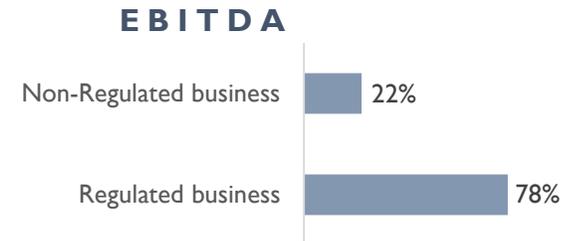
RESULTS 9M 2022

EBITDA



- WATER
- ENERGY INFRASTRUCTURE
- ENVIRONMENT
- GENERATION
- COMMERCIAL & TRADING

		EBITDA +7.8%						
		(\u20acm)						
	930.2	26.2	(10.4)	24.8	1.8	34.2	(4.5)	1,002.3
	9M 2021	WATER*	ENERGY INFRASTRUCTURE	GENERATION	COMMERCIAL & TRADING	ENVIRONMENT**	OTHER BUSINESSES^ AND HOLDCO	9M 2022
EBITDA (\u20acm)		515.8	264.1	78.5	58.0	83.2	2.7	



* Technical quality bonus (years 2018/2019), totalling \u20ac26.9m for water companies consolidated on a line-by-line basis.

** Effect of energy price and release of the Terni plant from its obligation to purchase CO2 allowances.

^ Overseas, Engineering & Services.

FINANCIAL HIGHLIGHTS 9M 2022

HIGHLIGHTS



(€m)	9M 2022 (A)	9M 2021 (B)	%change (A/B)
EBITDA	515.8	489.6	+5%
ACEA ATO2	350.8	324.3	+8%
ACEA ATO5	26.1	24.9	+5%
Gori	54.0	60.4	-11%
Adf	46.2	47.1	-2%
SII Terni	10.5	10.5	-
Equity-accounted water companies	19.2	13.1	+47%
Other consolidated water companies	4.2	4.3	-2%
Gas distribution	4.8	5.0	-4%
CAPEX*	395.5	357.8	+11%

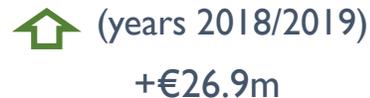
✓ **Closing of agreement** between the Consortium established by Ascopiave, Acea and Iren and the A2A Group for the **acquisition of certain gas distribution concessions.**

Concessions of interest to ACEA: concessions in 5 ATEMs, including 2 in Abruzzo, 2 in Molise and 1 in Campania. (Consolidated on a line-by-line basis from October 2022).

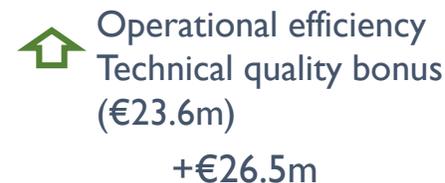
EBITDA main drivers



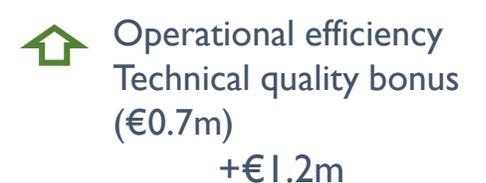
TECHNICAL QUALITY BONUS



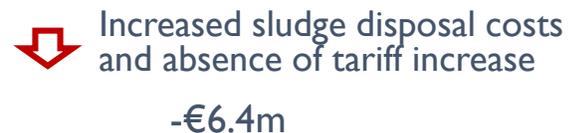
ACEA ATO2



ACEA ATO5



GORI



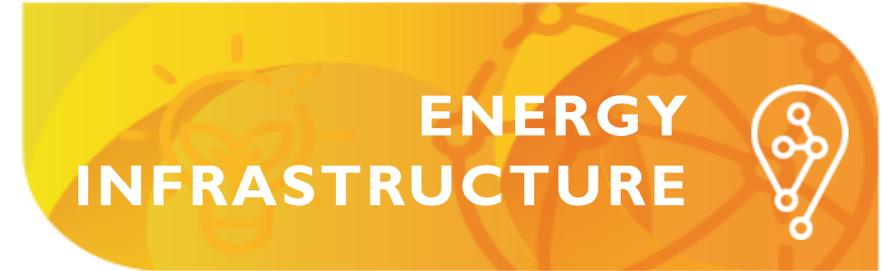
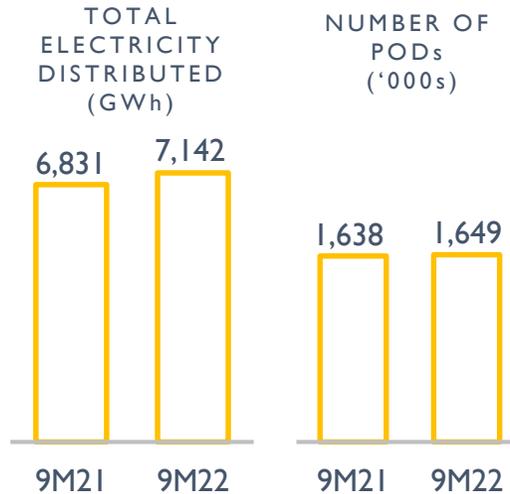
EQUITY-ACCOUNTED WATER COMPANIES



FINANCIAL AND OPERATIONAL HIGHLIGHTS 9M 2022

HIGHLIGHTS

(€m)	9M 2022 (A)	9M 2021 (B)	%change (A/B)
EBITDA	264.1	274.5	-4%
- Areti	264.3	277.1	-5%
- Public lighting	(0.2)	(2.6)	n/s
CAPEX	191.9	196.9	-3%



EBITDA main drivers



ELECTRICITY DISTRIBUTION ARETI

Effect of 70-bps reduction in WACC from 5.9% to 5.2% (-€20m) partially offset by improved operational efficiency, increased RAB and resilience

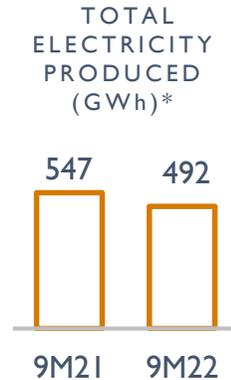
2G SMART ELECTRICITY METERS

Number installed at 30 September 2022
~ 571,000

FINANCIAL AND OPERATIONAL HIGHLIGHTS 9M 2022

HIGHLIGHTS

(€m)	9M 2022 (A)	9M 2021 (B)	%change (A/B)
EBITDA	78.5	53.7	+46%
CAPEX	26.0	30.5	-15%



- ✓ ACEA Solar has obtained the “**Environmental Impact Assessment**” and “**Single Consent**” from **Sardinia Regional Authority** for construction of a **photovoltaic plant** in the municipality of Bolotana (NU). The largest in Sardinia, the plant will have installed capacity of **approximately 85MW** and will enter service in 1H2024. Annual production capacity will be approximately 170 GWh. (July 2022)

EBITDA main drivers



PRICE AND VOLUME EFFECTS

- ↑ Effect of energy price increase (+€153.43/MWh), partly offset by reduction in hydroelectric volumes (-78 GWh) due to scarce rainfall
- +€24.2m**

PHOTOVOLTAIC PLANTS

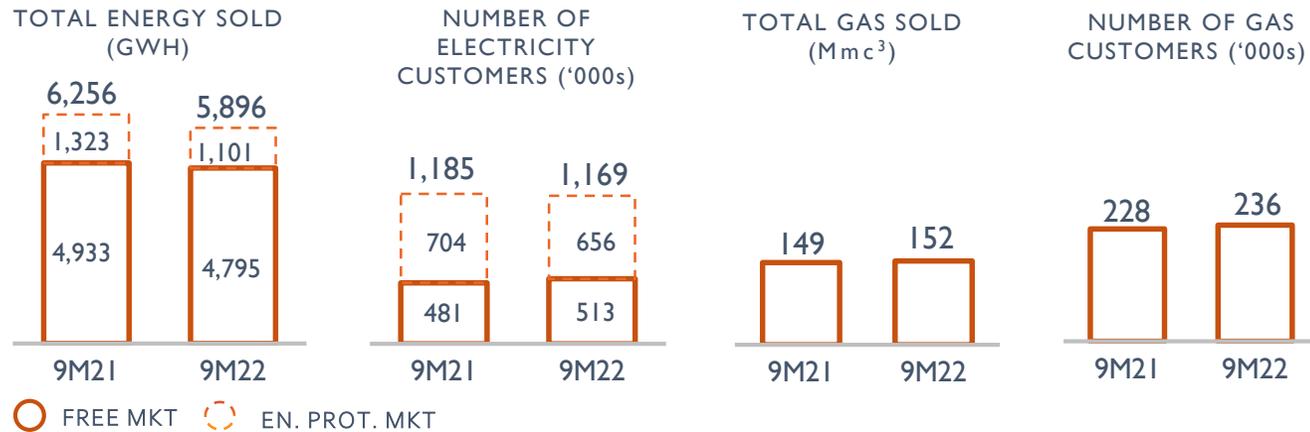
Total pipeline of 923 MW

- authorisation granted for 201 MW (under construction + ready to build)
- 722 MW awaiting authorisation

FINANCIAL AND OPERATIONAL HIGHLIGHTS 9M 2022

HIGHLIGHTS

(€m)	9M 2022 (A)	9M 2021 (B)	%change (A/B)
EBITDA	58.0	56.2	+3%
CAPEX	31.0	33.9	-9%



EBITDA main drivers



+3%

EBITDA FROM ELECTRICITY AND GAS SALES



-€13.0m

LOSS OF CUSTOMERS



Result of auction for "small" and "micro" enterprises on enhanced protection mkt

-18,000 CUSTOMERS

LOWER EXTERNAL COSTS



Primarily due to lower contingent liabilities

+€5.0m

ACEA INNOVATION AND VAS



Increased revenue from Energy Efficiency projects

+€9.1m

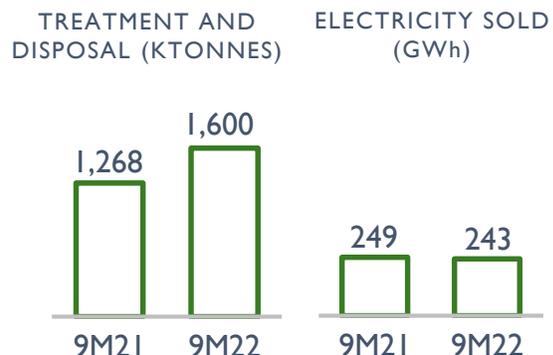
FINANCIAL AND OPERATIONAL HIGHLIGHTS 9M 2022

HIGHLIGHTS

ENVIRONMENT



(€m)	9M 2022 (A)	9M 2021 (B)	% change (A/B)
EBITDA	83.2	49.0	+70%
CAPEX	27.5	23.2	+19%



- ✓ Acea Ambiente wins auction for “**Polo Cirsu**” business unit in waste treatment and storage sector in Abruzzo. (June 2022)

- ✓ Acea Ambiente acquires a 70% stake in **Tecnoservizi** (mechanical treatment and recovery of recyclable urban waste and non-hazardous special waste). Authorised treatment capacity: 210,000 tonnes a year. (October 2022)
- ✓ Acea Ambiente acquires **Italmacero** (mechanical treatment and recovery of recyclable urban waste and non-hazardous special waste). Authorised treatment capacity: 13,000 tonnes a year. (November 2022)

EBITDA main drivers



EBITDA FROM WTE PLANTS

- ↑ Higher prices received for electricity produced by San Vittore and Terni plants
- +€24.6m

CHANGE IN SCOPE OF CONSOLIDATION

- ↑ Deco group (Nov 2021) €8.6m
 - ↑ Meg (Oct 2021) €1.6m
 - ↑ SerPlast (Feb 2022) €0.5m
- +€10.7m

CO2 ALLOWANCES

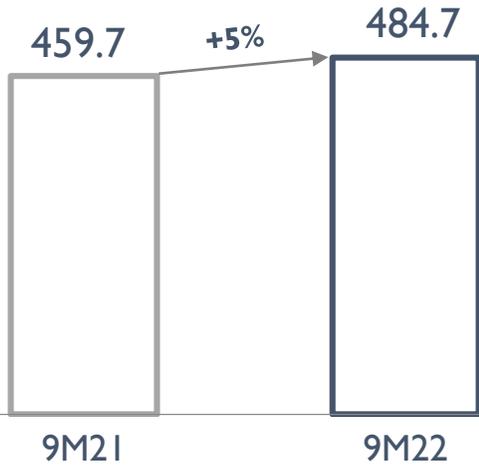
- ↑ Release from obligation to purchase CO2 allowances for Terni plant
- +€11.1m

DEMAP

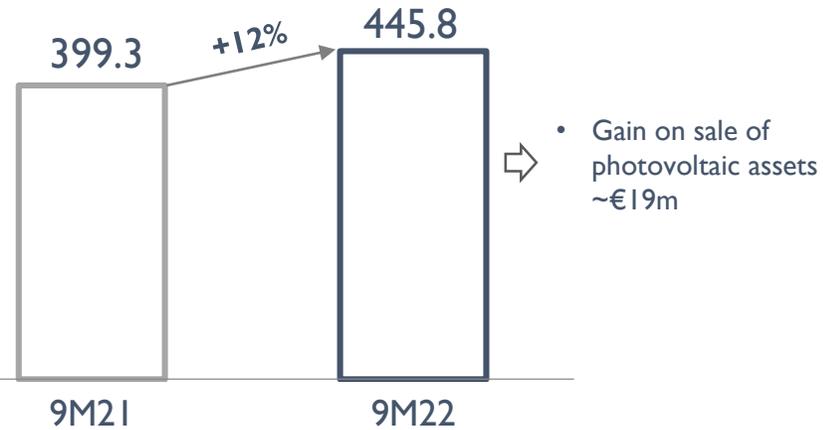
- ↓ Closure of plant due to fire in Dec 2021. Restarted Feb 2022
- €3.1m

EBIT AND NET PROFIT 9M 2022

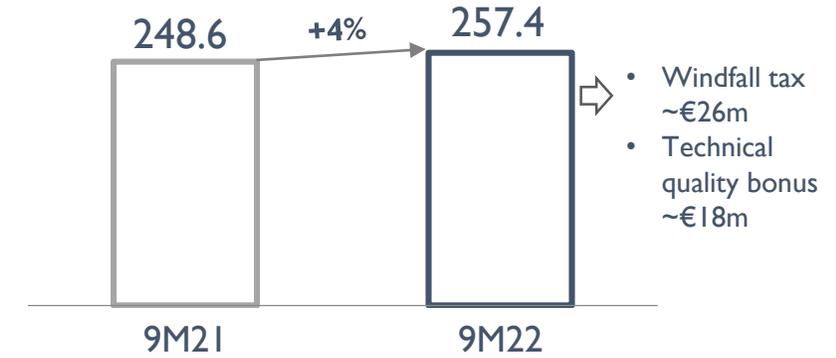
EBIT (€m)



PRE-TAX PROFIT (€m)



NET PROFIT (€m)

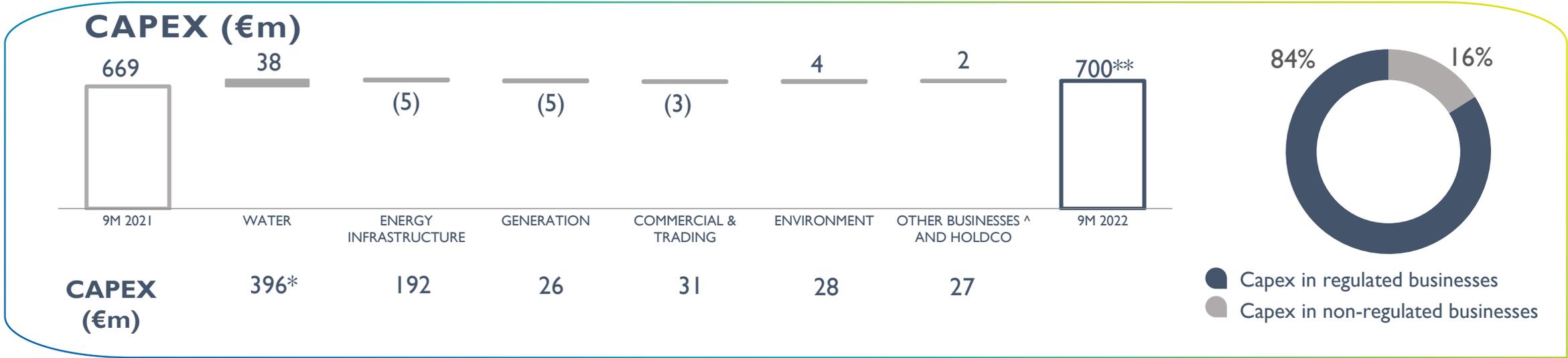


(€m)	9M 2022	9M 2021	% CHANGE
DEPRECIATION	435.9	395.2	+10%
IMPAIRMENTS	73.9	66.4	+11%
PROVISIONS	7.8	8.9	-12%
TOTAL	517.6	470.5	+10%

TAX RATE 9M 2022: 36.4%
(tax rate 9M 2021: 29.8%)

**NORMALISED TAX RATE 9M 2022,
ADJUSTING FOR WINDFALL TAX: 30.6%**

CAPEX 9M 2022



 <p>WATER</p> <ul style="list-style-type: none"> REPAIR AND EXPANSION OF WATER AND SEWER PIPES EXTRAORDINARY MAINTENANCE OF PLANTS AND NETWORKS WORK ON TREATMENT PLANTS 	 <p>ENERGY INFRASTRUCTURE</p> <ul style="list-style-type: none"> UPGRADE OF THE GRID WORK ON PRIMARY AND SECONDARY SUBSTATIONS INSTALLATION OF 2G METERS 	 <p>GENERATION</p> <ul style="list-style-type: none"> EXTRAORDINARY MAINTENANCE OF PRODUCTION PLANTS CONSTRUCTION OF PHOTOVOLTAIC PLANTS 	 <p>COMMERCIAL & TRADING</p> <ul style="list-style-type: none"> CUSTOMER ACQUISITION E-MOBILITY PROJECTS 	 <p>ENVIRONMENT</p> <ul style="list-style-type: none"> WORK ON SAN VITTORE, TERNI AND MONTEROTONDO MARITTIMO PLANTS WIDER SCOPE OF CONSOLIDATION 	 <p>OTHER</p> <ul style="list-style-type: none"> CORPORATE: IT PROJECTS
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^ Overseas, Engineering & Services.
 * Net of grant-funded investment of €15.4m.
 ** Including impact of Law Decree 50/22 (~€14m)

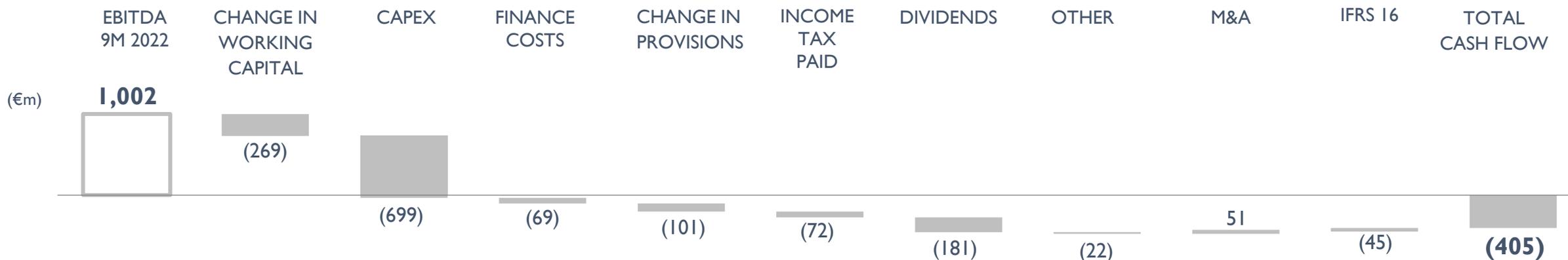
CASH FLOW 9M 2022

CASH FLOW (€m)

	9M 2022	9M 2021
EBITDA	1,002	930
CHANGE IN WORKING CAPITAL	(269)	(270)
CAPEX*	(699)	(669)
FREE CASH FLOW	34	(9)
FINANCE INCOME/(COSTS)	(69) [°]	(63)
CHANGE IN PROVISIONS	(101)	(95)
INCOME TAX PAID	(72)	(84)
DIVIDENDS	(181)	(170)
OTHER	(22)	(16)
M&A	51 [^]	(21)
IFRS 16	(45)	(7)
TOTAL CASH FLOW	(405)	(465)

FREE CASH FLOW

-  EFFECT OF SALE OF PHOTOVOLTAIC ASSETS
-  CASH-IN OF TECHNICAL QUALITY BONUS (WATER)
-  ENERGY SCENARIO EFFECT
-  WINDFALL TAX



* Net of grant-funded investments.

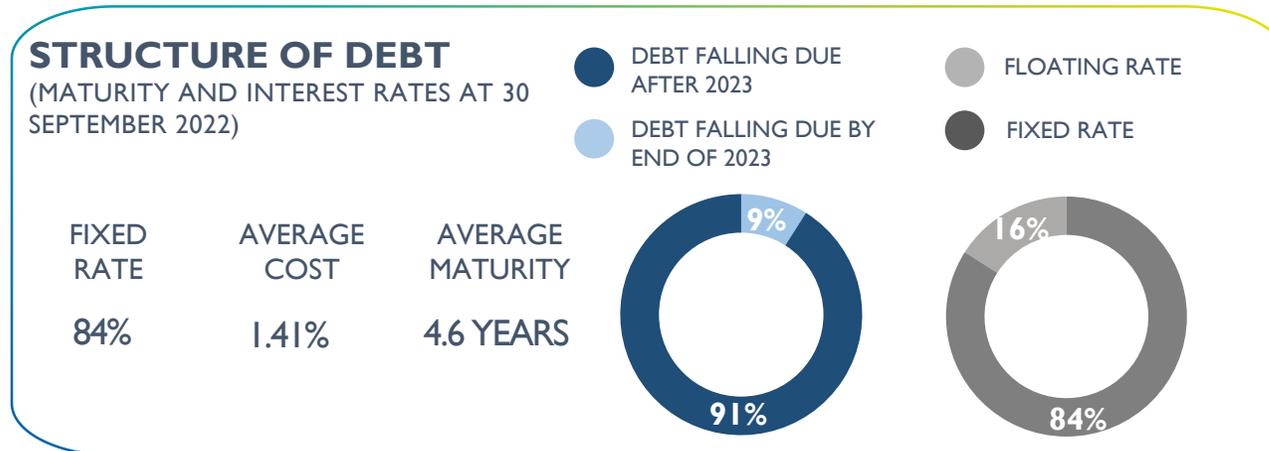
[°] Excludes income from the discounting of Gori's debt (€11m).

[^] Includes proceeds from the sale to Equitix of a majority stake in ACEA's photovoltaic assets (~€150m).

RESULTS 9M 2022

SOLID CAPITAL STRUCTURE

(€m)	30 Sept 2022 (A)	31 Dec 2021 (B)	30 Sept 2021 (C)	Change (A-B)	Change (A-C)
NET DEBT	4,393.0	3,988.4	4,016.8	404.6	376.2
Medium/long-term	4,706.2	4,792.0	4,844.1	(85.8)	(137.9)
Short-term	(313.2)	(803.6)	(827.3)	490.4	514.1



SUSTAINABILITY RATING-LINKED REVOLVING CREDIT FACILITY worth €200m and with a 3-year duration, linked to two target ESG ratings assigned by Standard Ethics and EticaNews (IGI). (August 2022)

LEVERAGE

NET DEBT / EBITDA LTM 30 SEPT 2022	NET DEBT / EBITDA 31 DEC 2021
3.3x	3.2x

RATINGS

FitchRatings **BBB+**
Stable Outlook
(rating and outlook affirmed in July 2022)

MOODY'S **Baa2**
Negative Outlook
(rating affirmed and outlook revised from Stable to Negative in August 2022)

SUATINABILITY RATINGS

CDP
«A-», Leadership

standard ethics Standard Ethics **«EE»**,
outlook upgraded to **«Positive»**
(July 2022)

Bloomberg Gender Equality Index 2022
Bloomberg GEI improved to **80.67**
(January 2022)

Gaia Ratings improved to **82/100**
(January 2022)



Q&A SESSION

**ACEA GROUP
RESULTS 9M 2022**

ROME, 9 NOVEMBER 2022



DISCLAIMER

THIS PRESENTATION CONTAINS CERTAIN FORWARD-LOOKING STATEMENTS THAT REFLECT THE COMPANY'S MANAGEMENT'S CURRENT VIEWS WITH RESPECT TO FUTURE EVENTS AND FINANCIAL AND OPERATIONAL PERFORMANCE OF THE COMPANY AND ITS SUBSIDIARIES.

THESE FORWARD-LOOKING STATEMENTS ARE BASED ON ACEA S.P.A.'S CURRENT EXPECTATIONS AND PROJECTIONS ABOUT FUTURE EVENTS. BECAUSE THESE FORWARD-LOOKING STATEMENTS ARE SUBJECT TO RISKS AND UNCERTAINTIES, ACTUAL FUTURE RESULTS OR PERFORMANCE MAY MATERIALLY DIFFER FROM THOSE EXPRESSED THEREIN OR IMPLIED THEREBY DUE TO ANY NUMBER OF DIFFERENT FACTORS, MANY OF WHICH ARE BEYOND THE ABILITY OF ACEA S.P.A. TO CONTROL OR ESTIMATE PRECISELY, INCLUDING CHANGES IN THE REGULATORY FRAMEWORK, FUTURE MARKET DEVELOPMENTS, FLUCTUATIONS IN THE PRICE AND AVAILABILITY OF FUEL AND OTHER RISKS.

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THIS PRESENTATION DOES NOT CONSTITUTE A RECOMMENDATION REGARDING THE SECURITIES OF THE COMPANY. THIS PRESENTATION DOES NOT CONTAIN AN OFFER TO SELL OR A SOLICITATION OF ANY OFFER TO BUY ANY SECURITIES ISSUED BY ACEA S.P.A. OR ANY OF ITS SUBSIDIARIES.

PURSUANT TO ART. 154-BIS, PAR. 2, OF THE LEGISLATIVE DECREE N. 58 OF FEBRUARY 24, 1998, THE EXECUTIVE IN CHARGE OF PREPARING THE CORPORATE ACCOUNTING DOCUMENTS AT ACEA, FABIO PARIS - CFO OF THE COMPANY - DECLARES THAT THE ACCOUNTING INFORMATION CONTAINED HEREIN CORRESPOND TO DOCUMENT RESULTS, BOOKS AND ACCOUNTING RECORDS.