

A nighttime aerial photograph of Rome, Italy, featuring the Pyramid of Cestius and the Mausoleum of Augustus. The scene is overlaid with vibrant green and blue light trails that create a sense of motion and connectivity. The text is positioned in the upper left quadrant.

ACEA GROUP
2020 RESULTS
ROME, MARCH 10, 2021

acea

PERFORMANCE AND DELIVERY

SUSTAINABILITY AS A DRIVER OF GROWTH AND VALUE CREATION

REGULATED BUSINESSES SHOW
EXTRAORDINARY RESILIENCE IN
A CHALLENGING ENVIRONMENT

LIMITED IMPACT ON
ACTIVITIES MOST EXPOSED
TO THE CRISIS

EBITDA

€1,155M

+11%

STRONG
ORGANIC
GROWTH

NET PROFIT

€285M

+0.4%
(~+22% normalised)

ONGOING
VALUE
CREATION

CAPEX

€907M

+14%

84% ON
REGULATED
ASSETS

NET DEBT

€3,528M

IN LINE WITH
GUIDANCE,
DESPITE IMPACT
OF THE
PANDEMIC AND
WIDER
PERIMETER

LEVERAGE

Net Debt/
EBITDA
3.05X

Net Debt/
RAB
0.74X

GUIDANCE 2021

EBITDA
+6%/+8% VERSUS 2020

CAPEX
~ €900M

NET DEBT
€3.85B ÷ 3.95B

PERFORMANCE AND DELIVERY

DEVELOPMENT OF THE BUSINESS MIX: ACQUISITIONS IN ENVIRONMENT AND PHOTOVOLTAIC SECTORS, CONSOLIDATION OF SII TERNI

ACEA CONSOLIDATES ITS POSITION IN WASTE MANAGEMENT AND TREATMENT SECTOR



APRIL 2020

ACQUISITION OF 60% OF “FERROCART” AND “CAVALLARI”
4 waste storage, treatment and sorting plants (paper, steel, wood, plastic and metals), handling 145k tonnes per year



MAY 2020

ACQUISITION OF 70% OF SIMAM
leader in design, construction and operation of liquid waste treatment plants, and in the delivery of environmental and remediation projects, offering integrated high-technology solutions

ACEA EXPANDS FURTHER IN PHOTOVOLTAIC SECTOR



ACQUISITION OF PHOTOVOLTAIC PLANTS with total installed capacity of up to 52 MWp. Development of projects on primary market, 41 MWp already authorised out of a pipeline of > 300 MWp

BUSINESS PLAN 2020-2024



OCTOBER 2020

SUSTAINABILITY AT THE HEART OF BUSINESS AND OPERATIONAL STRATEGY
EBITDA CAGR: ~ 7%
CAPEX: €4.7bn in 2020-2024 over €2bn linked to specific sustainability targets

ACEA CONSOLIDATES SII TERNI ON LINE-BY-LINE BASIS



NOVEMBER 2020

LINE-BY-LINE CONSOLIDATION OF SERVIZI IDRICI INTEGRATI DI TERNI following changes to articles of association and increase in interest held by Umbriadue (a subsidiary of Acea) from 25% to 40%

2020 KEY ESG HIGHLIGHTS

SUSTAINABILITY AT THE HEART OF ACEA'S STRATEGY

ACEA'S BUSINESSES ARE BY DEFINITION «STRUCTURALLY SUSTAINABLE»



WATER

-3p.p. WATER LOSSES

30,000 SMART METERS INSTALLED (ACEA ATO2)

ENERGY INFRASTRUCTURE

~60,000 2G SMART METERS INSTALLED

-25% OUTAGE RISK INDICATOR

GENERATION

~70% ELECTRICITY PRODUCED FROM RENEWABLE SOURCES*, EQUIVALENT TO

210k TONNES OF CO2 SAVED

ENVIRONMENT

1.9M TONNES OF WASTE TREATMENT CAPACITY

85% MATERIALS RECOVERED OUT OF TOTAL INCOMING WASTE

COMMERCIAL & TRADING

1,363 GWh OF GREEN «G.O.» ELECTRICITY SOLD ON FREE MARKET (+20.3%), EQUAL TO 30% OF TOTAL ELECTRICITY SOLD ON FREE MARKET

SOCIAL AND GOVERNANCE

over 44% OF ACEA BOARD MEMBERS ARE WOMEN

105.5 Tonn. OF PAPER A YEAR SAVED (+92%) THANKS TO E-BILLING

SUSTAINABILITY RATINGS



A- LEADERSHIP

EE- POSITIVE

*WTE and biogas included

COVID-19 HEALTH EMERGENCY

EVERYDAY ESSENTIAL SERVICES TO OUR COMMUNITIES GUARANTEED
DELIVERING CONTINUITY AND EFFICIENCY EVEN AT THE HEIGHT OF THE PANDEMIC



ESTABLISHMENT OF A **COMMITTEE TO MANAGE COVID-19 PREVENTIVE MEASURES**



ADOPTION OF **BIOSAFETY TRUST CERTIFICATION**, AN INNOVATIVE CERTIFICATION SCHEME AIMED AT PREVENTING AND CONTROLLING THE SPREAD OF INFECTIONS



REORGANISATION OF WORK WITH **EXPANDED USE OF DIGITAL TOOLS** AND THE LARGE-SCALE ADOPTION OF **REMOTE WORKING** ARRANGEMENTS (WITH OVER 85% OF STAFF WORKING FROM HOME)



INTRODUCTION OF **SPECIAL INSURANCE COVER** FOR THE GROUP'S EMPLOYEES AND THEIR FAMILIES



GUARANTEED **CONTINUITY AND EFFICIENCY OF ALL THE SERVICES PROVIDED**



- TWO ROUNDS OF **SEROLOGICAL TESTING** (OVER 4,000 CARRIED OUT)
- **FLU VACCINATIONS** PROVIDED (OVER 400)
- **MOLECULAR, RAPID ANTIGEN AND SALIVA-BASED TESTS** (OVER 1,000)



ONGOING **DIALOGUE WITH LOCAL COMMUNITIES AND ALL THE GROUP'S STAKEHOLDERS**



OVER **12,000 HOURS OF TRAINING** ON THE COVID EMERGENCY PROVIDED TO EMPLOYEES

RESULTS 2020

KEY FINANCIAL HIGHLIGHTS

(€M)	2020 (A)	2019 (B)	% CHANGE (A/B)
CONSOLIDATED REVENUE	3,379.4	3,186.1	+6.1%
EBITDA	1,155.5	1,042.3	+10.9%
EBIT	535.0	523.2	+2.3%
GROUP NET PROFIT	284.9	283.7	+0.4%
DIVIDEND PER SHARE (€)	0.80	0.78	+2.6%
CAPEX	907.0	792.8	+14.4%

(€M)	31 Dec 2020 (A)	30 Sept 2020 (B)	31 Dec 2019 (C)	% CHANGE (A/B)	% CHANGE (A/C)
NET DEBT	3,528.0	3,535.4	3,062.8	-0.2%	+15.2%

EBITDA +11%

WELL AHEAD OF GUIDANCE

INITIAL GUIDANCE: +6%/+8%

GUIDANCE IN JULY 2020: \geq +8%

ORGANIC GROWTH $>$ +10%

NET PROFIT NORMALISED

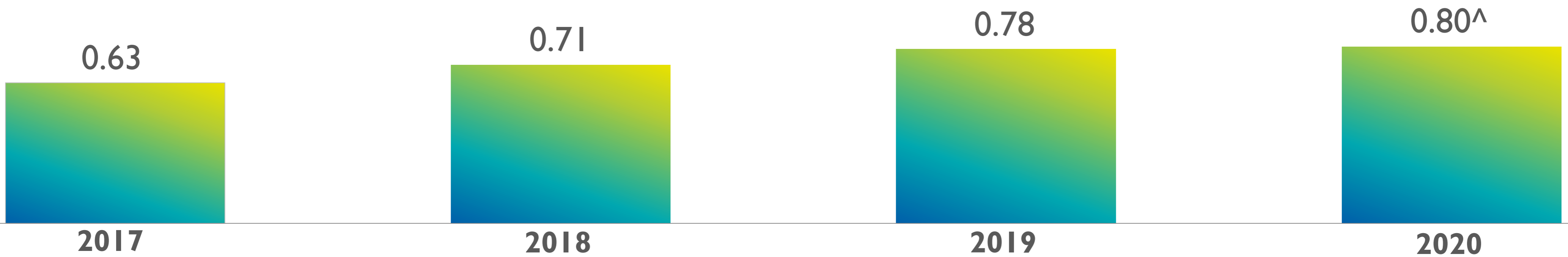
~ +22 %

NET DEBT

IN LINE WITH GUIDANCE DESPITE
IMPACT OF FIRST-TIME
CONSOLIDATION OF SII TERNI

SHAREHOLDER RETURN

DPS EVOLUTION (€)



PAYOUT*

~60 %

DIVIDEND YIELD**

4.6%

DIVIDEND POLICY

€860m

IN THE PERIOD 2020-2024

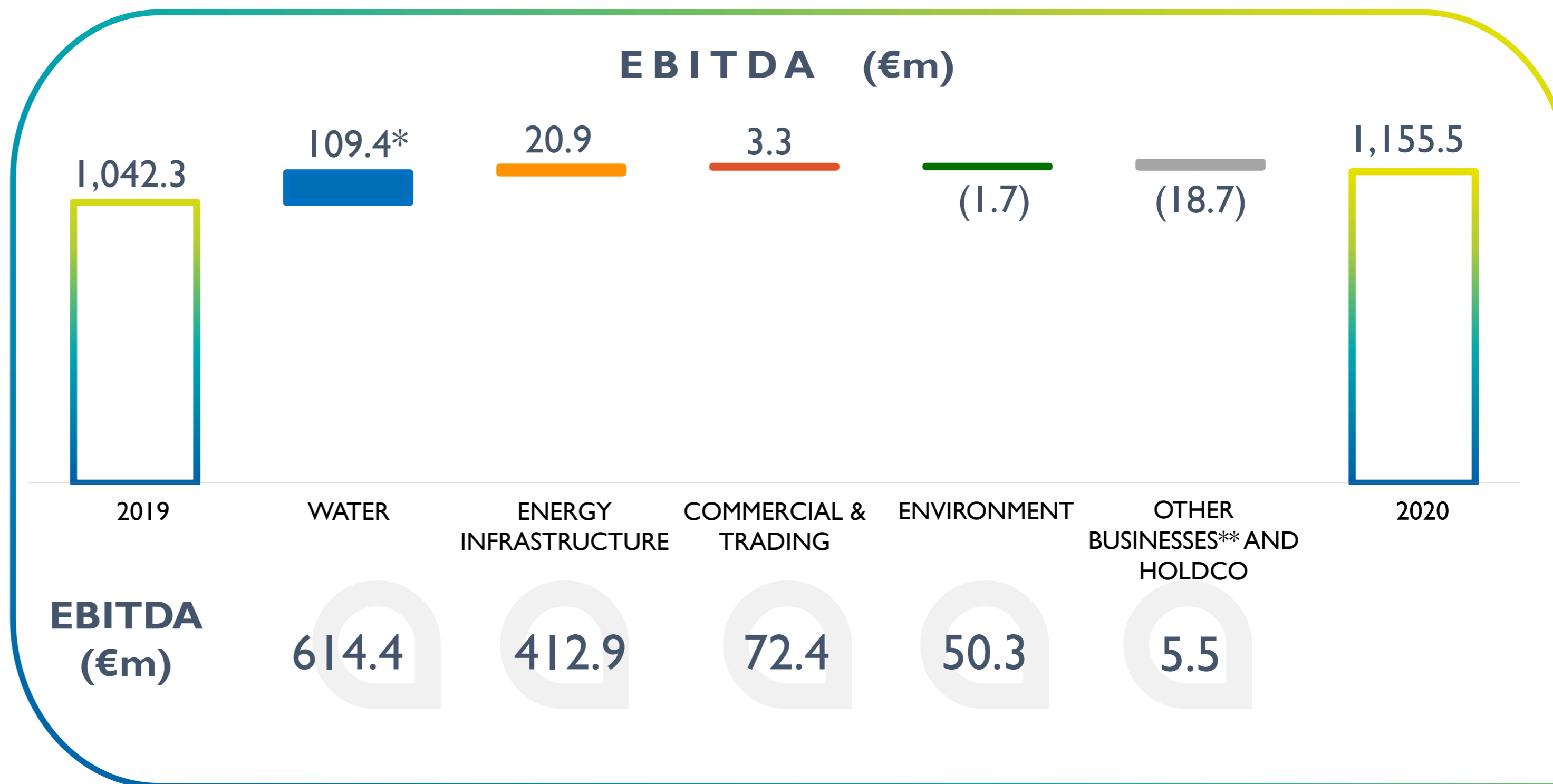
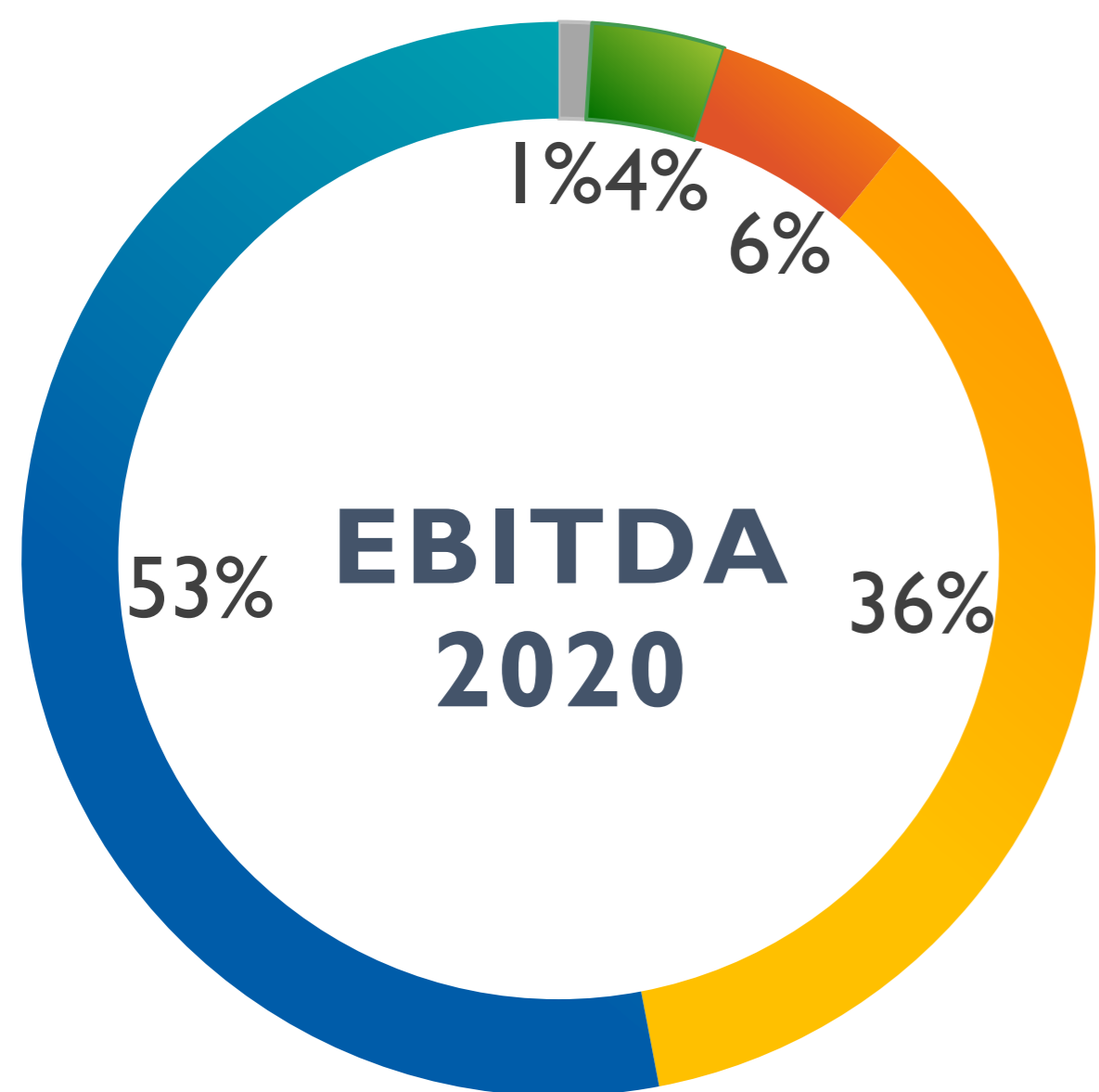
[^] The Board of Directors will propose the dividend for 2020 at the Annual General Meeting called for 22 and 23 April 2021, in first and second call, respectively

* Based on consolidated net profit after non-controlling interests

** Based on the average price for 2020

RESULTS 2020

EBITDA BY BUSINESS AREA



- WATER
- ENVIRONMENT
- COMMERCIAL & TRADING
- ENERGY INFRASTRUCTURE
- OTHER BUSINESSES** AND HOLDCO

AVERAGE GROUP WORKFORCE

2020
7,697

2019
7,070

CHANGE
+627[^]

* Line-by-line consolidation of AdF and SII Terni

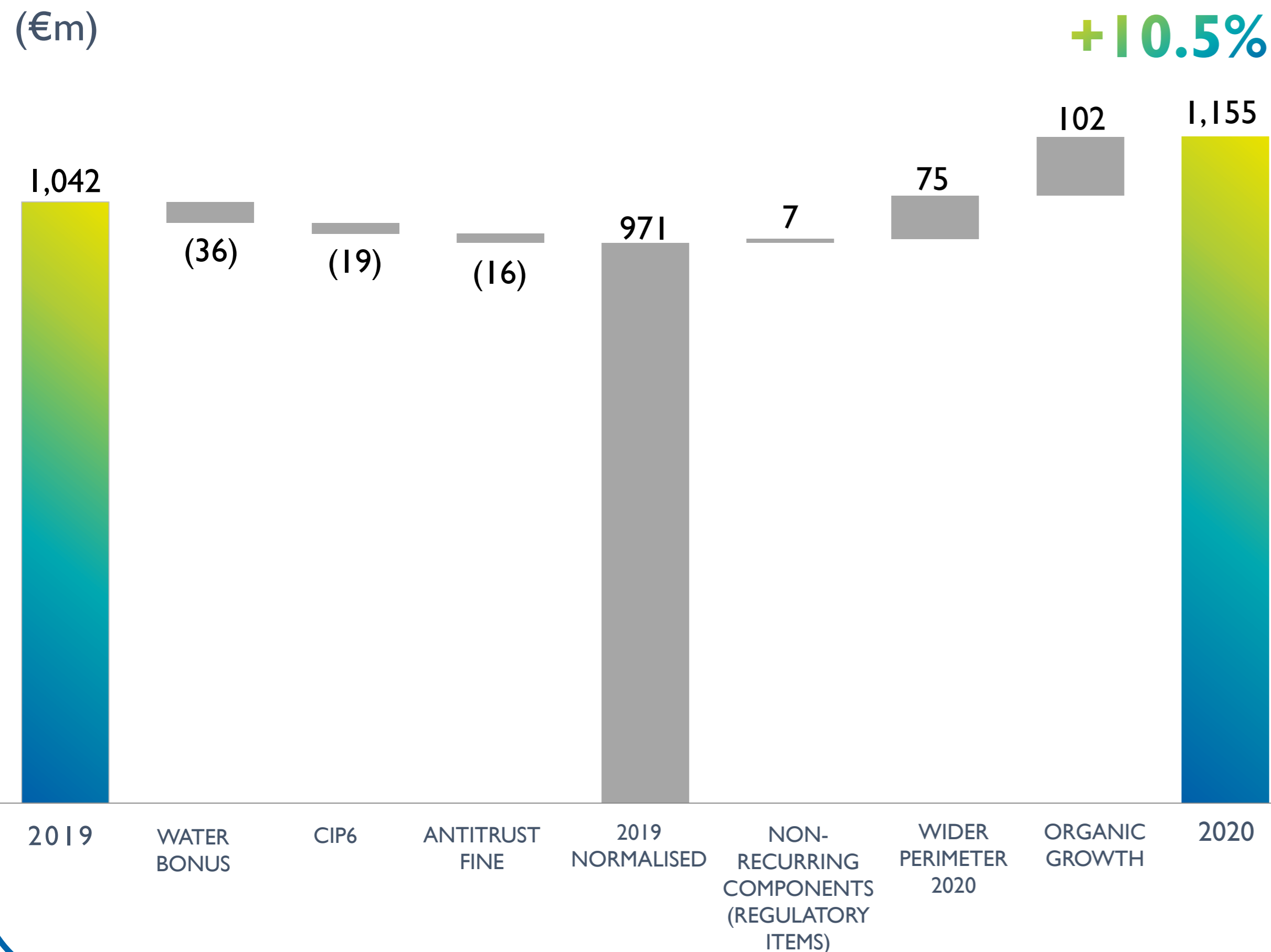
** Overseas, Engineering & Services

[^]Increase in workforce mainly reflects Group's expansion (SII Terni, ACEA Perù, Environment, Simam)

RESULTS 2020

ORGANIC EBITDA GROWTH

WIDER PERIMETER OF THE GROUP CONTRIBUTION TO EBITDA FOLLOWING CONSOLIDATION OF ADF, SII TERNI, CONSORCIO AGUA AZUL AND NEW ACQUISITIONS



(€m)	2020	2019	Change
ADF	60.4	18.1	+42.4
SII TERNI	2.2	0.9	+1.3
CONSORCIO AGUA AZUL LIMA	8.9	1.1	+7.8
PESCARA DISTRIBUZIONE GAS	2.2	1.7	+0.5
ALTO SANGRO DISTRIBUZIONE GAS	1.7	-	+1.7
DEMAP	4.0	1.8	+2.2
BERG	2.0	0.5	+1.4
FERROCART/CAVALLARI	4.3	-	+4.3
SIMAM	5.2	-	+5.2
PHOTOVOLTAIC	12.1	3.6	+8.5
TOTAL	103.0	27.7	+75.3

EBITDA AND KEY INDICATORS

FINANCIAL HIGHLIGHTS

(€m)	2020 (A)	2019 (B)	% change (A/B)
EBITDA	614.4	505.0	+21.7%
Acea Ato2	410.0	356.1	+15.1%
Acea Ato5	26.7	24.4	+9.4%
Gori	78.7	68.6	+14.7%
ADF	60.4	18.1	N.S.
SII Terni	2.2	0.9	N.S.
Equity-accounted water companies	28.7	37.2	-22.8%
Other consolidated water companies	3.8	(2.0)	N.S.
Gas distribution	3.9	1.7	N.S.
Capex	476.0	380.1	+25.2%

WATER
INCLUDING GAS DISTRIBUTION BUSINESS

KEY HIGHLIGHTS

LINE-BY-LINE
CONSOLIDATION OF
ACQUEDOTTO DEL FIORA

LINE-BY-LINE
CONSOLIDATION OF
SII TERNI

EBITDA main drivers



EBITDA
GROWTH
+21.7%

Application of tariff regime for third regulatory period 2020-2023 (Arera Resolution 580/2019):

- effect of increased investment
- no award of bonus for commercial quality (€35.8m), offset by recognition of new cost components (including those relating to sludge disposal)

Line-by-line
consolidation of
AdF
(October 2019)

+€42.4m

Line-by-line
consolidation of
SII Terni
(November 2020)

+€1.3m

Acquisition of
Alto Sangro
Distribuzione Gas
(August 2020)

+€1.7m

EBITDA AND KEY INDICATORS

FINANCIAL HIGHLIGHTS

(€m)	2020 (a)	2019 (b)	% change (a/b)	TOTAL ELECTRICITY DISTRIBUTED (GWh)	NUMBER OF PODS (‘000S)	TOTAL ELECTRICITY PRODUCED (GWh)
EBITDA	412.9	392.0	+5.3%	9,849	1,641	650
- Distribution	369.6	345.4	+7.0%	9,096	1,644	626*
- Public lighting	(2,0)	1.9	N.S.			
- Generation	45.4	44.6	+1.8%			
CAPEX	325.1	287.8	+13.0%			
- Distribution	282.5	265.7	+6.3%			
- Public lighting	3.6	3.3	+9.1%			
- Generation	39.0	18.8	+107.4%			



KEY HIGHLIGHTS

ACQUISITION OF NEW PHOTOVOLTAIC PLANTS: total installed capacity of 52 MWp

INSTALLATION OF 2G SMART METERS (~60,000 installed)

EBITDA
main
drivers



EBITDA
GROWTH
+5.3%

DISTRIBUTION: **+€24.2m**



Tariff and regulatory factors
Installation of 2G smart meters
Reduction in electricity grid losses

PUBLIC
LIGHTING: **-€3.9m**



Fewer new PODs and
increase in
maintenance costs

GENERATION: **+€0.8m**



Photovoltaic **+€8.5m**
(twice the volumes of 2019)



Hydroelectric: decrease in prices
and lower volumes
-€6.4 m

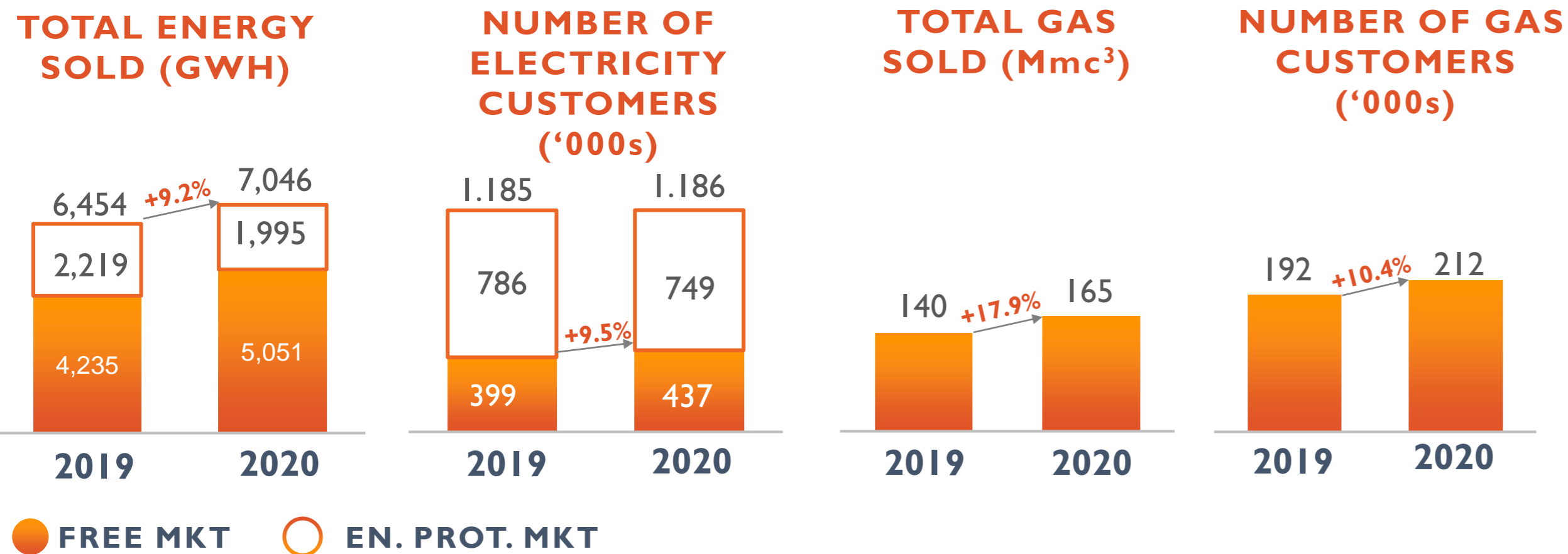
EBITDA AND KEY INDICATORS

FINANCIAL HIGHLIGHTS



**COMMERCIAL
& TRADING**

(€m)	2020 (A)	2019 (B)	% change (A/B)
EBITDA	72.4	69.1	+4.8%
Capex	44.1	43.1	+2.3%



KEY HIGHLIGHTS

INCREASED FREE MARKET CUSTOMER BASE WITH GREATER MARGIN

**EBITDA
main
drivers**



EBITDA
GROWTH
+4.8%

INCREASED FREE MARKET MARGIN: greater number of mass market customers and increased volumes of electricity sold



REDUCED MARGIN IN ENHANCED PROTECTION MARKET: lower number of customers and revised mechanism for compensating for delinquent accounts (ARERA Resolution 100/2020)

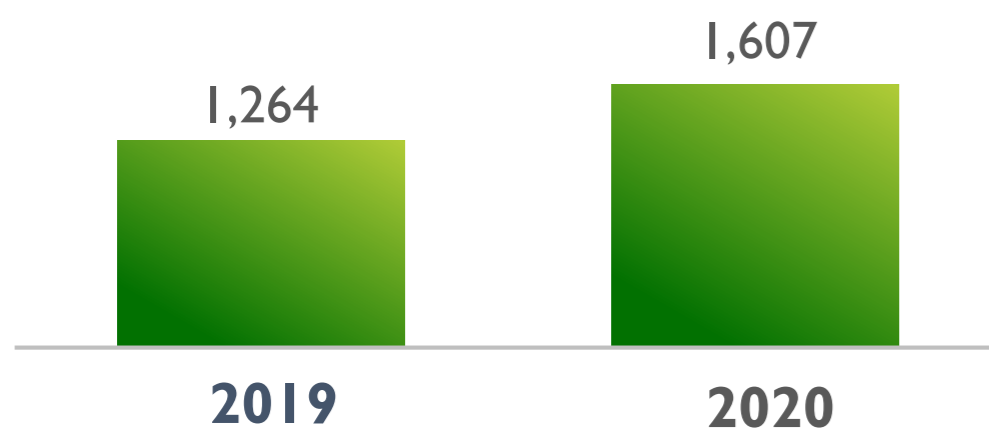
PRICE EFFECT on energy purchased and not sold to customers
~ -€4m

EBITDA AND KEY INDICATORS

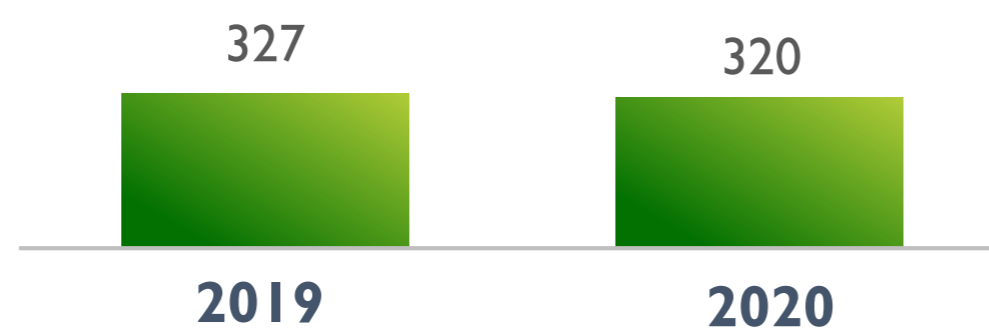
FINANCIAL HIGHLIGHTS

(€m)	2020 (A)	2019 (B)	% change (A/B)
EBITDA	50.3	52.0	-3.3%
of which: Demap	4.0	1.8	N/S
Berg	2.0	0.5	N/S
Ferrocart/Cavallari	4.3	-	N/S
Capex	23.6	51.9	-54.5%

TREATMENT AND DISPOSAL (KTONNES)



ELECTRICITY SOLD (GWh)



ENVIRONMENT

KEY HIGHLIGHTS

ACQUISITION OF 60% OF FERROCART/CAVALLARI

EBITDA
main
drivers



HIGHER TREATED VOLUMES (+27%) AND INCREASE IN DISPOSAL TARIFFS:

+€14m

M&A:

+€7.9m

Acquisition of Demap (July 2019):

+€2.2m

Acquisition of Berg (October 2019):

+€1.4m

Acquisition of Ferrocart/Cavallari (April 2020):

+€4.3m



END OF CIP6 FEED-IN TARIFFS FROM 1 AUGUST 2019

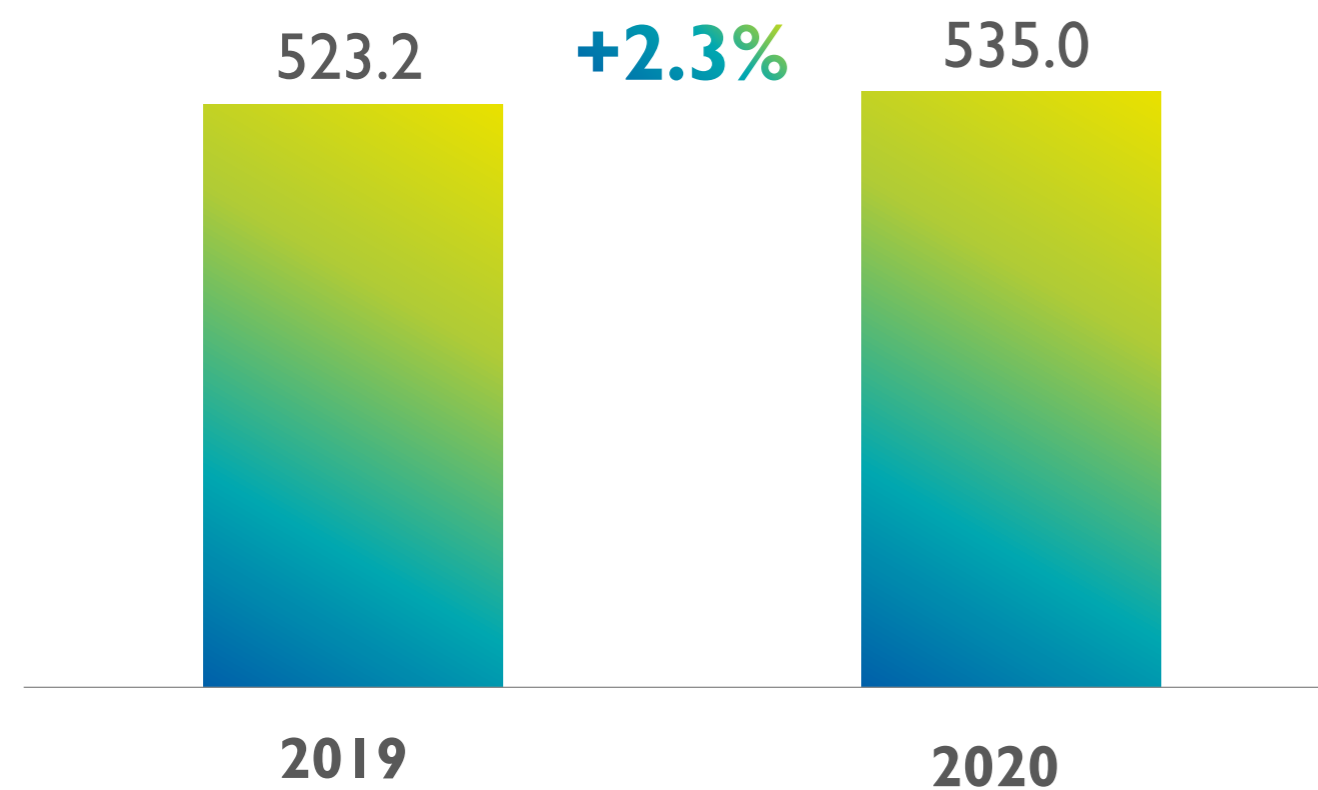
-€19.6m

REDUCTION IN PRICES OF ENERGY SOLD

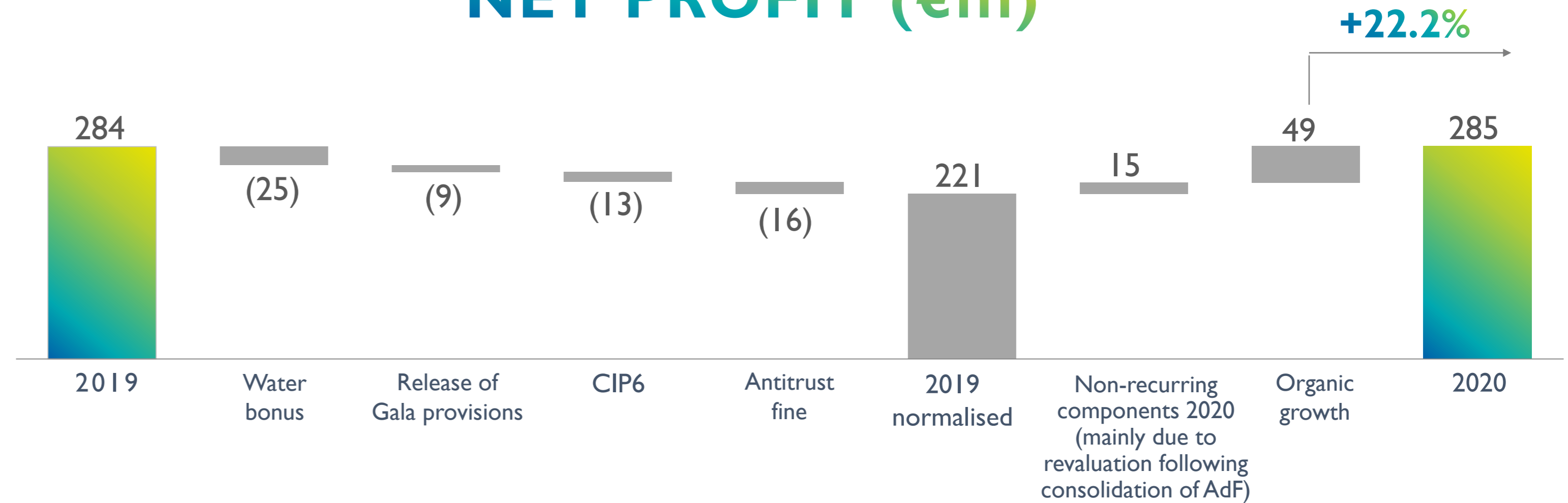
-€4m

EBIT AND NET PROFIT

EBIT (€m)



NET PROFIT (€m)



(€m)	2020	2019	% CHANGE
DEPRECIATION	498.3	409.6	+21.7%
IMPAIRMENTS	79.4	61.7	+28.7%
PROVISIONS	42.8	47.8	-10.5%

DEPRECIATION

Increased investment across all areas of business and first-time consolidations (primarily AdF +€20.8m)

IMPAIRMENTS

Release of provisions of €13.5m for Gala in 2019

NET PROFIT NORMALISED

~ +22%

TAX RATE

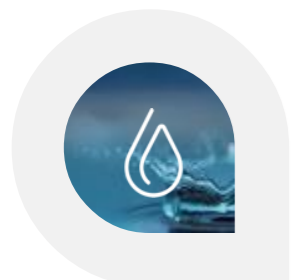
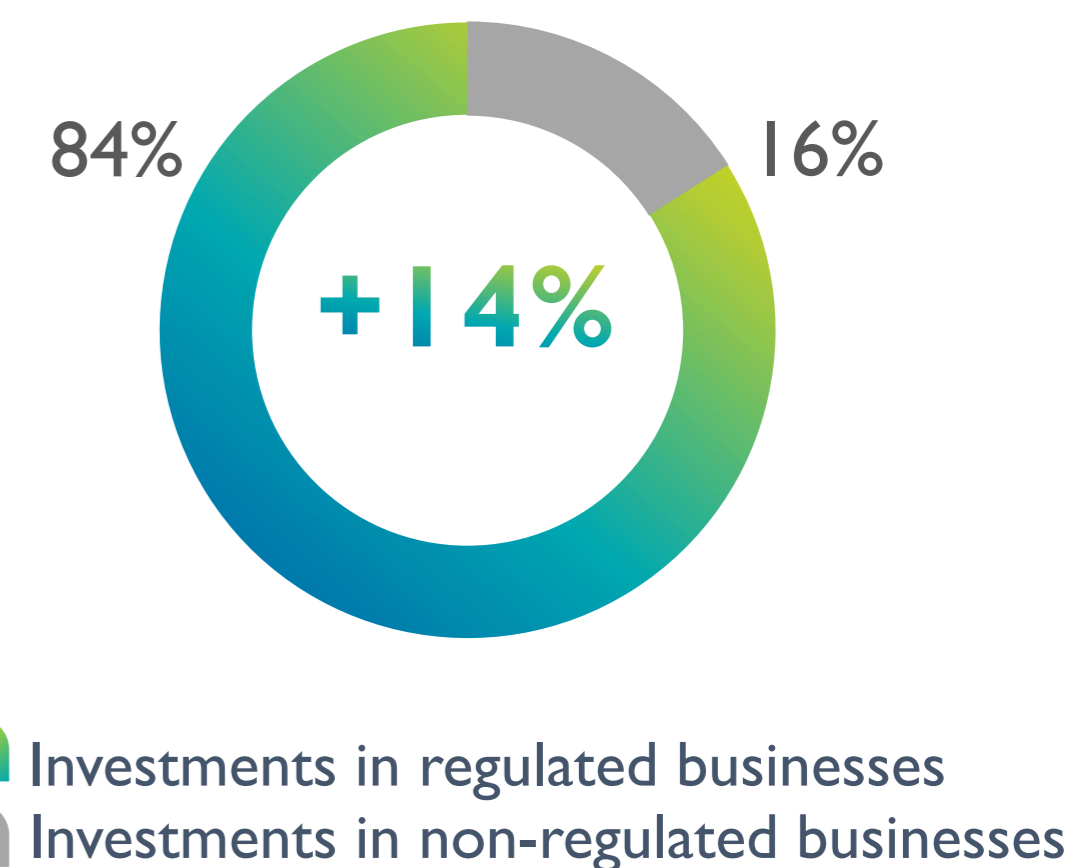
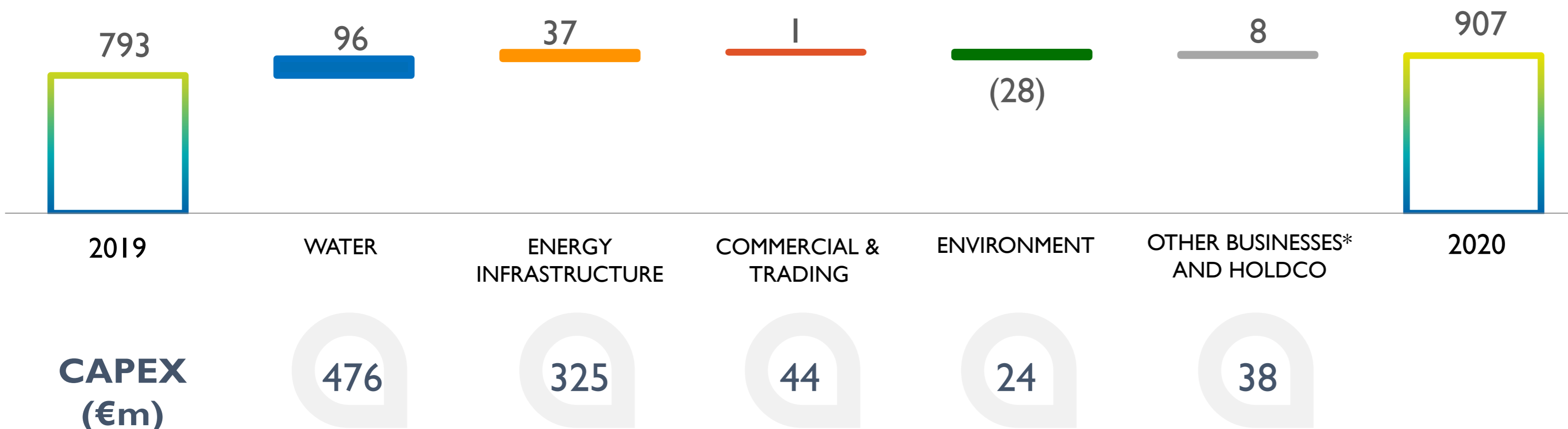
29.2%

(28.6% in 2019)

CAPEX

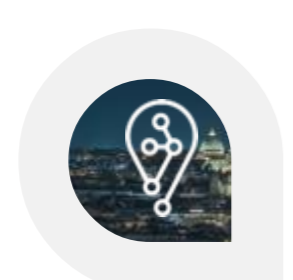
FURTHER ACCELERATION IN INVESTMENTS FOCUSING ON REGULATED ACTIVITIES

CAPEX (€m)



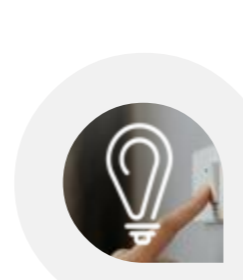
WATER

- MAINTENANCE AND EXPANSION OF WATER AND SEWAGE NETWORK
- EXTRAORDINARY MAINTENANCE OF PLANTS AND NETWORKS
- OPTIMIZATION OF TREATMENT PLANTS
- CONSOLIDATION OF ADF (€26.2m)



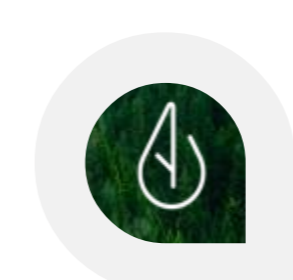
ENERGY INFRASTRUCTURE

- GRID UPGRADE AND EXPANSION
- "RESILIENCE" PLAN WITH WORK ON SECONDARY SUBSTATIONS AND MV AND LV NETWORK
- INSTALLATION OF 2G SMART METERS



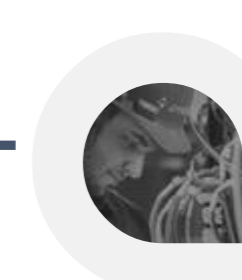
COMMERCIAL & TRADING

- CUSTOMER ACQUISITION
- INFORMATION SYSTEMS



ENVIRONMENT

- SAN VITTORE PLANT
- WORK ON ORVIETO LANDFILL



OTHER

- OVERSEAS: REDUCED INVESTMENT AT AGUAS DE SAN PEDRO
- ENGINEERING AND SERVICES: CONSOLIDATION OF SIMAM (€2.4m)
- HOLDCO: IT PROJECTS

RESULTS 2020

FOCUS ON IMPROVEMENTS IN WORKING CAPITAL

CASH FLOW

(€m)

	2020	2019
EBITDA	1,155	1,042
CHANGE IN WORKING CAPITAL	(38)	(16)
CAPEX	(886)*	(793)
FREE CASH FLOW	231	233
FINANCE INCOME/(COSTS)	(88)	(90)
CHANGE IN PROVISIONS	(112)	(107)
INCOME TAX PAID	(123)	(134)
DIVIDENDS	(166)	(151)
OTHER	(47)	(12)
M&A AND FIRST-TIME CONSOLIDATIONS	(154)	(171)
IFRS 16	(7)	(64)
TOTAL CASH FLOW	(465)	(495)

WORKING CAPITAL +€22M

INCREASE €73M

REGULATORY FACTORS: €63m

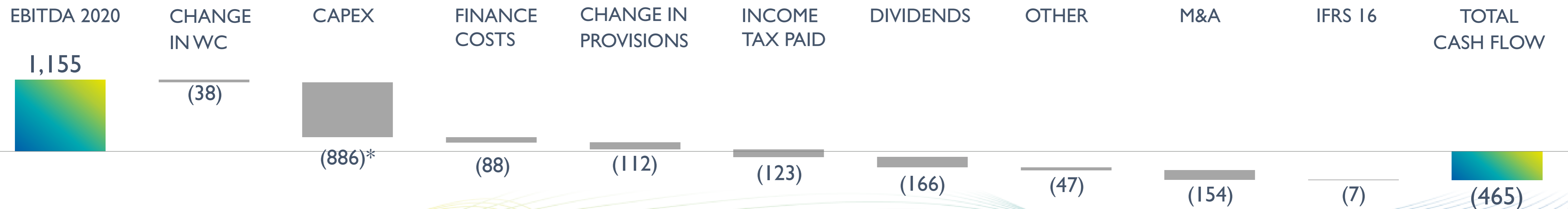
IMPACT OF COVID-19 ON COLLECTIONS: €10m

REDUCTION ~€50M

INCREASED CAPITAL EXPENDITURE IN Q4 2020 (CASH EFFECT IN 2021)

INCREASED FACTORING OF RECEIVABLES (INSTALMENT PLANS)

INCREASED REVERSE FACTORING



RESULTS 2020

NET DEBT BETTER THAN GUIDANCE

(€m)	31 Dec 2020 (a)	30 Sept 2020 (b)	31 Dec 2019 (c)	Change (a-b)	Change (a-c)
Net debt	3,528.0	3,535.4	3,062.8	(7.4)	465.2
Medium/long-term	4,130.2	4,116.9	3,523.3	13.3	606.9
Short-term	(602.2)	(581.5)	(460.5)	(20.7)	(141.7)

LEVERAGE

NET DEBT/EBITDA
31 Dec 2020

3.05x

NET DEBT/RAB
2020

0.74x

NET DEBT/EBITDA
31 Dec 2019

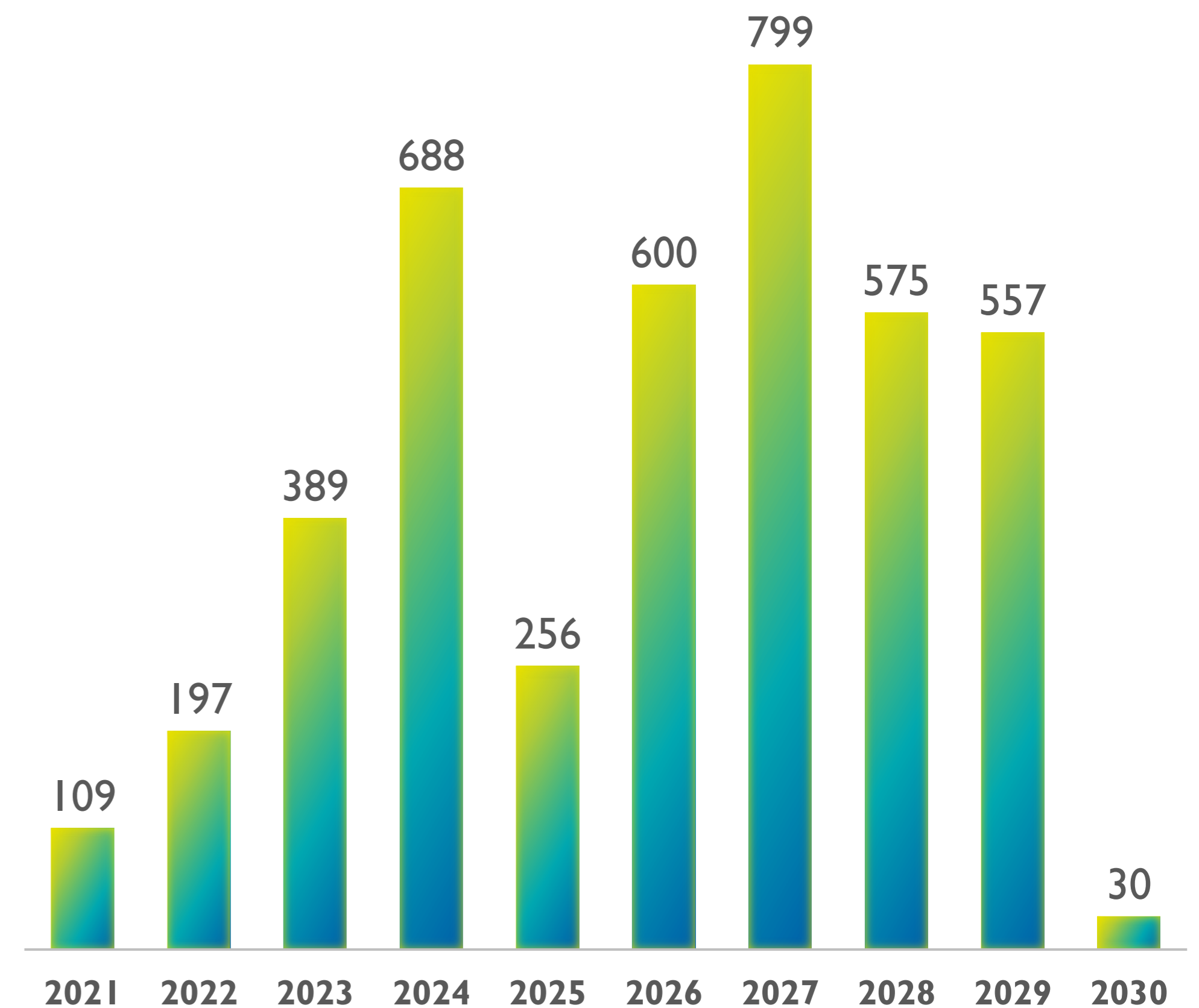
2.94x

NET DEBT/RAB*
2019

0.70x

* Estimated value

DEBT (€m)



RESULTS 2020

FINANCIAL PERFORMANCE AHEAD OF GUIDANCE

BONDS

29 JANUARY 2020

Placement of bonds worth €500m under EMTN programme. Bonds have a 9-year term and pay a fixed rate of 0.50%

GREEN BOND

21 JANUARY 2021

Placement of first GREEN BOND of €900m successfully completed. Issue under Green Financing Framework and EMTN programme in two tranches: €300m tranche, 0% coupon, maturing 28 September 2025 (first ever Italian corporate bond issued with a negative yield); €600m tranche, 0.25% coupon, maturing 28 July 2030

STRUCTURE OF DEBT

(MATURITY AND INTEREST RATES AT 31 DEC 2020)

- DEBT FALLING DUE AFTER 2021
- DEBT FALLING DUE BY 2021

- FLOATING RATE
- FIXED RATE



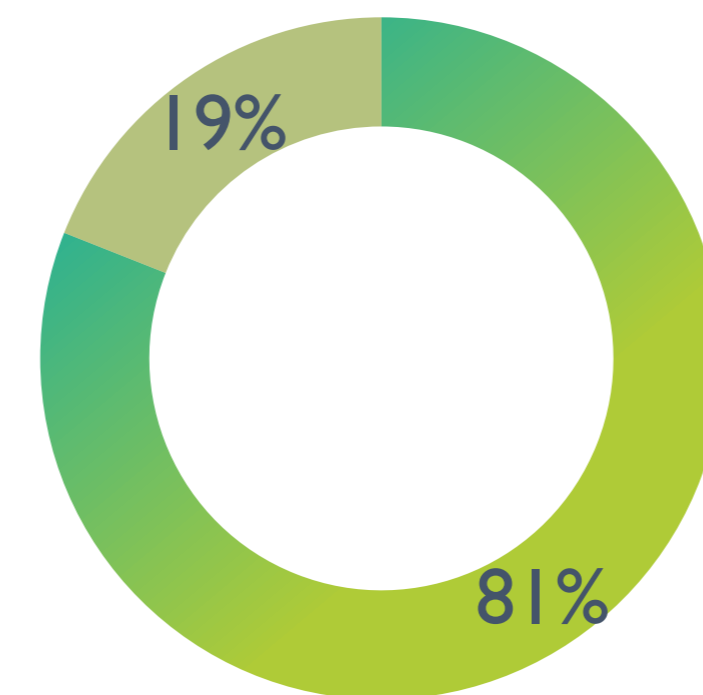
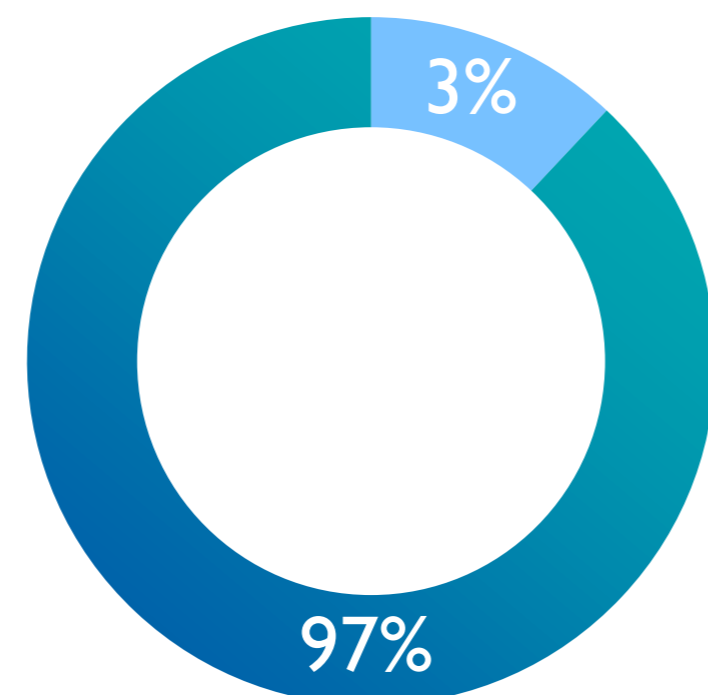
FIXED RATE



AVERAGE COST



AVERAGE TERM



RATINGS

FitchRatings

BBB+

Stable outlook

MOODY'S

Baa2

Stable outlook

Q&A SESSION

acea

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.

YOU ARE CAUTIONED NOT TO PLACE UNDUE RELIANCE ON THE FORWARD-LOOKING STATEMENTS CONTAINED HEREIN, WHICH ARE MADE ONLY AS OF THE DATE OF THIS PRESENTATION. ACEA S.P.A. DOES NOT UNDERTAKE ANY OBLIGATION TO PUBLICLY RELEASE ANY UPDATES OR REVISIONS TO ANY FORWARD-LOOKING STATEMENTS TO REFLECT EVENTS OR CIRCUMSTANCES AFTER THE DATE OF THIS PRESENTATION.

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.



aceo