

A nighttime aerial photograph of Rome, Italy, featuring the Pyramid of Cestius and the Mausoleum of Augustus. The image is overlaid with vibrant, glowing light trails in shades of green and blue, creating a sense of motion and energy. The ACQA logo is positioned in the bottom right corner.

ACQA GROUP
HI 2021 RESULTS
ROME, 28 JULY 2021

acqa

GROWTH DRIVEN BY EFFECTIVE OPERATIONAL AND FINANCIAL MANAGEMENT

SUSTAINABILITY, INNOVATION, CUSTOMER CENTRICITY AND RESULTS DELIVERY

EBITDA

€619M

+9%

NET
PROFIT

€166M

+15%

CAPEX

€482M

+17%

NET
DEBT

€3,913M

LEVERAGE

NET
DEBT/
EBITDA
LTM

3.2X

2021 GUIDANCE UPDATED:

- EBITDA **>+8% versus 2020 RAISED** (previously +6%/+8%)
- CAPEX **~€900M CONFIRMED**
- NET DEBT **€3.85/3.95BN CONFIRMED**

ACEA'S KEY ROLE IN SUPPORTING THE COUNTRY'S ECONOMIC RECOVERY

INVESTMENT IN **WATER NETWORKS** TO REDUCE INFRASTRUCTURE GAP

DEVELOPMENT OF **RENEWABLE SOURCES, DECARBONISATION** AND **E-MOBILITY**

CIRCULAR ECONOMY

COVID-19 HEALTH EMERGENCY

CONTINUED COMMITMENT TO ENSURING THE **SAFETY OF EMPLOYEES** AND THE **CONTINUITY OF SERVICES**

BIOSAFETY TRUST CERTIFICATION OBTAINED - **ROME VACCINATION HUB** OPENED (DELIVERING APPROX. 1,700/1,800 DOSES A DAY, WITH OVER 44,000 PEOPLE VACCINATED)

A LEADING INDUSTRIAL GROUP

SUSTAINABILITY AND INNOVATION AT THE HEART OF OUR STRATEGY – RECENT ACTIVITIES

SUSTAINABILITY REPORT 2020

The steps taken to **PROTECT WATER RESOURCES** have enabled us to cut the water loss rate in Rome from 43.2% in 2017 to 29.5% in 2020 (compared with a national average of about 42%)

JANUARY 2021

Successful placement of first **GREEN BOND** for €900m

JANUARY 2021

FITCH RATINGS has confirmed our Long-Term Issuer Default Rating as “BBB+” with a “Stable” outlook

APRIL/JUNE 2021

ACEA begins to offer charging services for **ELECTRIC-POWERED VEHICLES** with the launch of “ACEA E-MOBILITY” app

JULY 2021

Partnership between Acea Energia and Windtre to promote and market the **ELECTRICITY AND GAS OFFERING**, initially through telecom company’s retail outlets in Veneto and Puglia

JULY 2021

Acea agrees to **ACQUIRE 70% OF SERPLAST AND 60% OF MEG**, companies operating in plastic recycling sector

ACEA launches its **LUCE 100% GREEN** and **GAS 0% CO2** offers

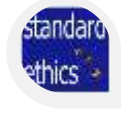
SUSTAINABILITY: key measures



MAY 2021

GAIA RATING

Acea scores 78/100 in overall rating of ESG performance. Third consecutive improvement



JUNE 2021

STANDARD ETHICS

Corporate rating improves from «EE-» to «EE»

NUMEROUS INITIATIVES FOCUSING ON INNOVATION: strategic role to play in response to challenges of digital transformation and ecological transition

- €12m in funding obtained with 9 partners for the **Promises project**, selected following a call for proposals linked to Europe’s Horizon 2020 programme set up to deliver on the Green Deal objectives
- Memorandum of understanding between Acea Innovation and the Municipality of Taranto for **the city’s ecological transition**
- Acea presents **WAIDY WOW**, an updated, revamped version of the app for people who care about water and the environment

RESULTS HI 2021

KEY FINANCIAL HIGHLIGHTS

(€M)	HI 2021 (A)	HI 2020 (B)	% CHANGE (A/B)
CONSOLIDATED REVENUE	1,824.6	1,622.0	+12.5%
EBITDA	618.8	568.7	+8.8%
EBIT	309.8	280.9	+10.3%
GROUP NET PROFIT	165.8	143.8	+15.3%
CAPEX	481.5	410.6	+17.3%

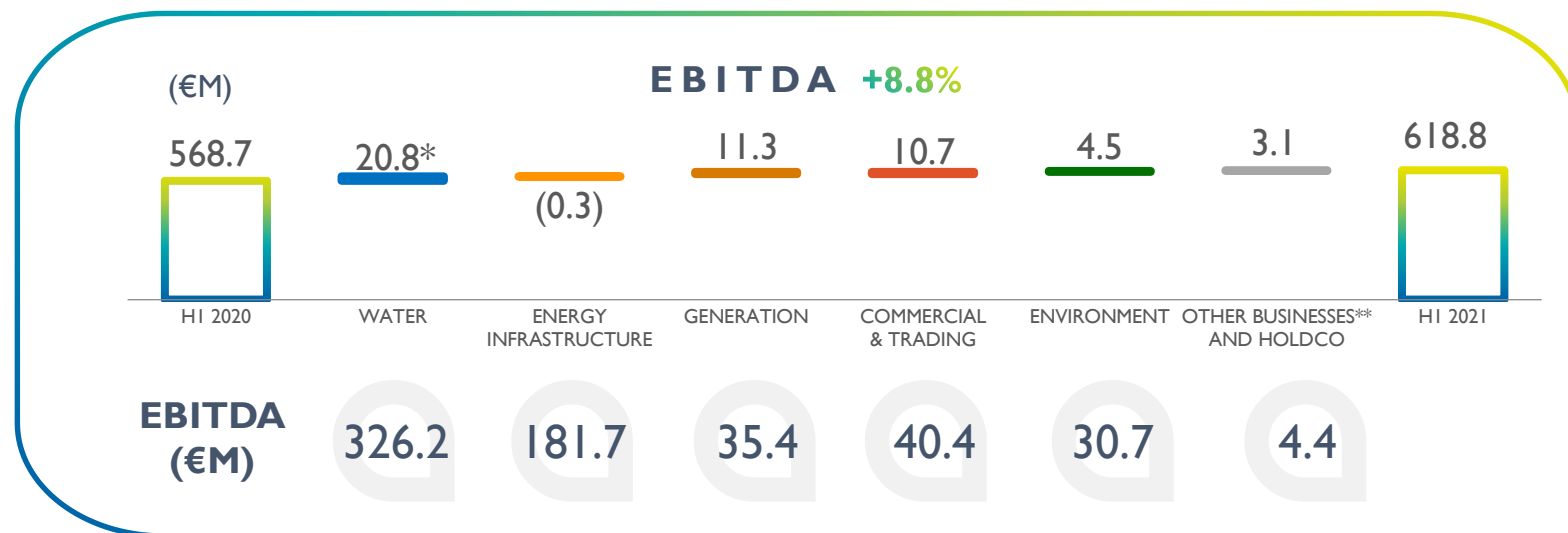
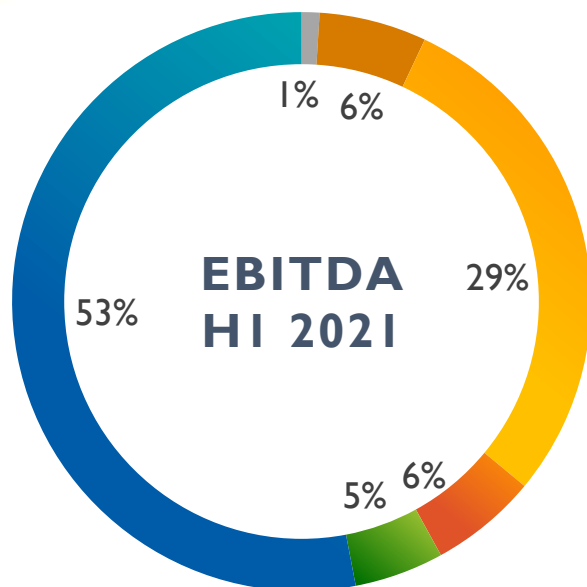
(€M)	30 June 2021 (A)	31 Dec 2020 (B)	30 June 2020 (C)	% CHANGE (A/B)	% CHANGE (A/C)
NET DEBT	3,913.4	3,528.0	3,527.5	+10.9%	10.9%

OPERATIONAL AND FINANCIAL SOLIDITY CONFIRMED BY STRONG HALF-YEAR RESULTS

CONTINUED FOCUS ON OPERATIONAL EFFICIENCY, INVESTMENT IN INFRASTRUCTURE AND POSITIVE CONTRIBUTION FROM ALL AREAS OF BUSINESS CONFIRMING STRONG RESILIENCE

RESULTS HI 2021

EBITDA



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

CHANGES IN SCOPE OF CONSOLIDATION

EBITDA (€M)	Change
SII TERNI	+7.0
ALTO SANGRO DISTRIBUZIONE GAS	+2.0
FERROCART/CAVALLARI	+1.8
SIMAM	+2.3
PHOTOVOLTAIC	+1.5
CONSORCIO ACEA E LIMA NORTE	+0.4
TOTAL	+15.0

ORGANIC GROWTH IN
EBITDA
>+6%

* Line-by-line consolidation of SII Terni

** Overseas, Engineering & Services

EBITDA AND QUANTITATIVE DATA HI 2021

FINANCIAL HIGHLIGHTS

(€M)	HI 2021 (A)	HI 2020 (B)	% change (A/B)
EBITDA	326.2	305.4	+6.8%
Acea Ato2	215.7	200.8	+7.4%
Acea Ato5	15.3	15.7	-2.5%
Gori	41.0	39.5	+3.8%
ADF	32.2	30.6	+5.2%
SII Terni	7.3	0.3	n/s
Equity-accounted water companies	8.7	16.1	-46.0%
Other consolidated water companies	2.9	1.3	+123.1%
Gas distribution	3.1	1.1	+181.8%
CAPEX	246.9	229.2	+7.7%



EBITDA GROWTH
+6.8%

EBITDA main drivers

APPLICATION OF TARIFF REGIME
Third regulatory period 2020-2023
(Arera Resolution 580/2019):

- effect of increased investment

LINE-BY-LINE CONSOL.
OF SII TERNI
(November 2020)
+€7.0M

ACQUISITION OF ALTO
SANGRO DISTRIBUZIONE GAS
(August 2020)
+€2.0M

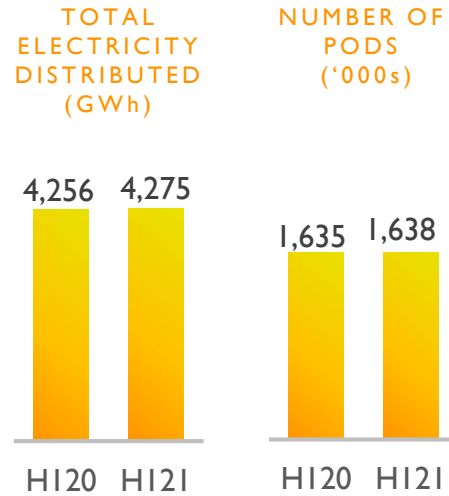
EBITDA AND QUANTITATIVE DATA HI 2021

FINANCIAL HIGHLIGHTS



STABLE EBITDA

(€M)	HI 2021 (A)	HI 2020 (B)	% change (A/B)
EBITDA	181.7	182.0	-0.2%
- Areti	184.0	181.3	+1.5%
- Public lighting	(2.3)	0.7	n/s
CAPEX	139.5	133.6	+4.4%



EBITDA
main drivers

DISTRIBUTION

Positive contribution from distribution

PUBLIC LIGHTING

Missing approvals for new assets

INSTALLATION OF 2G METERS CONTINUES

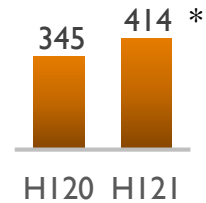
Over 150,000 now installed

EBITDA AND QUANTITATIVE DATA HI 2021

FINANCIAL HIGHLIGHTS

(€M)	HI 2021 (A)	HI 2020 (B)	%change (A/B)
EBITDA	35.4	24.1	+46.9%
CAPEX	21.7	7.7	+181.8%

TOTAL
ELECTRICITY
PRODUCED
(GWh)



EBITDA GROWTH
+46.9 %

EBITDA main drivers

PRICE AND VOLUME EFFECTS

Price effect on energy market and increased volumes of hydroelectric energy produced
+€2.8M

PHOTOVOLTAIC **+€1.5M**

NEW PHOTOVOLTAIC PLANTS

- Total capacity of 62 MWp.
- Construction of plants with capacity of ~60 MWp in progress.

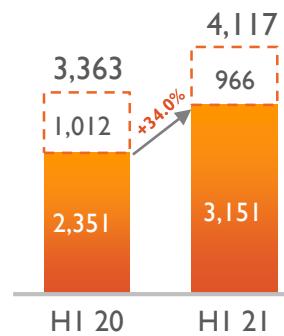
* of which photovoltaic 33 GWh

EBITDA AND QUANTITATIVE DATA HI 2021

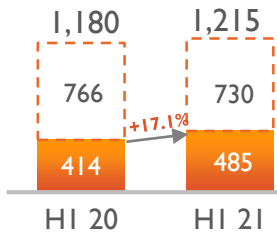
FINANCIAL HIGHLIGHTS

(€M)	HI 2021 (A)	HI 2020 (B)	Variaz.% (A/B)
EBITDA	40.4	29.7	+36.0%
CAPEX	36.0	17.6	+104.5%

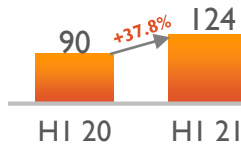
TOTAL ENERGY SOLD
(GWH)



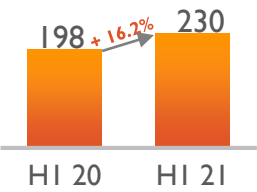
NUMBER OF
ELECTRICITY
CUSTOMERS ('000s)



TOTAL GAS SOLD
(Mmc³)



NUMBER OF GAS
CUSTOMERS ('000s)



● FREE MKT ○ EN. PROT. MKT

COMMERCIAL & TRADING



↑ EBITDA GROWTH
+36.0%

EBITDA main drivers

ACQUISITION OF NEW CUSTOMERS

Increased investment in customer acquisition

IMPROVED MARGIN ON FREE MARKET

Growth in volume of electricity sold and number of customers
+€12.5M

IMPROVED MARGIN ON GAS SALES

+ €6.9M

EBITDA AND QUANTITATIVE DATA HI 2021

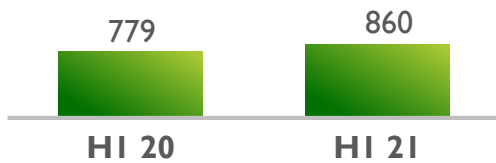
FINANCIAL HIGHLIGHTS

(€M)	HI 2021 (A)	HI 2020 (B)	% change (A/B)
EBITDA	30.7	26.2	+17.2%
CAPEX	14.8	9.5	+55.8%

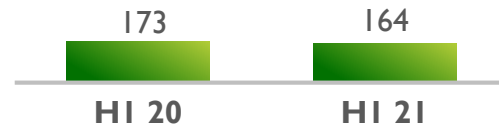


Agreement to acquire 70% of Serplast and 60% of Meg, companies operating in the plastic recycling sector.
 EV (100%): €12M
 EBITDA 2021E: €3M
 EV/EBITDA: ~4x
 Volumes treated 2021E: ~70,000 Tonnes/year

TREATMENT AND DISPOSAL (KTONNES)



ELECTRICITY SOLD (GWh)



EBITDA GROWTH
+17.2% (organic growth ~10%)

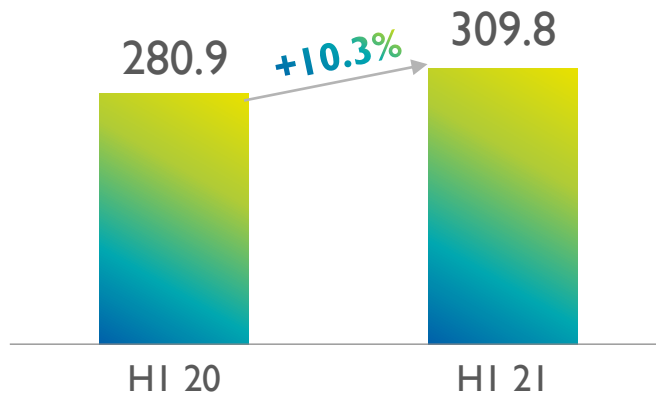
EBITDA
 main drivers

INCREASE IN VOLUMES TREATED AND DISPOSED OF
 Improved margins on electricity sales
 +€2.6M

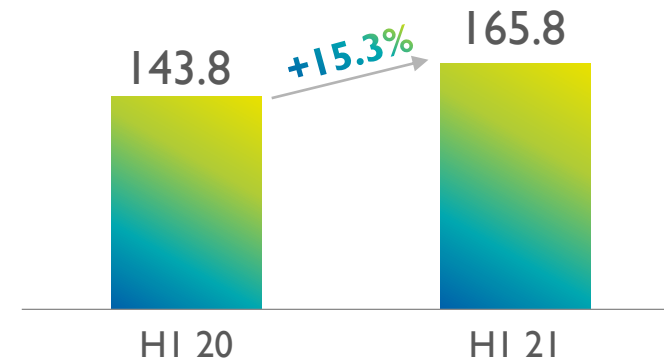
CHANGE IN SCOPE OF CONSOLIDATION
 Acquisition of Ferrocarril/ Cavallari (April 2020)
 +€1.8M

EBIT AND NET PROFIT HI 2021

EBIT (€M)



NET PROFIT (€M)



TAX RATE 29.8%
(30.5% in HI 2020)

(€M)	HI 2021	HI 2020	% CHANGE
DEPRECIATION	259.9	239.9	+8.3%
IMPAIRMENTS	45.8	40.3	+13.6%
PROVISIONS	3.3	7.5	-56.0%
TOTAL	309.0	287.7	+7.4%

DEPRECIATION

increased investment across all areas of business and changes in scope of consolidation

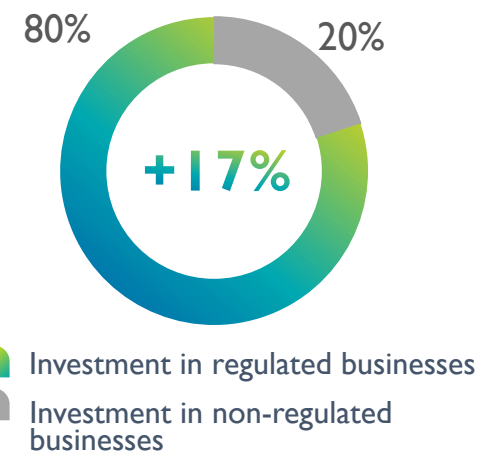
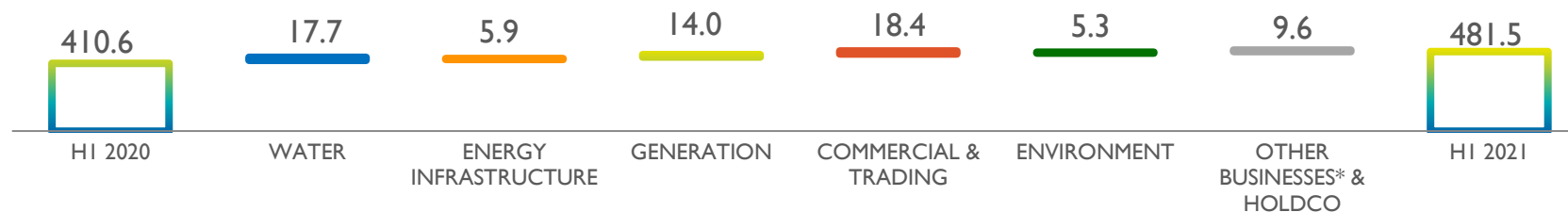
IMPAIRMENTS

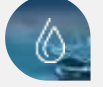
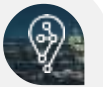


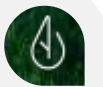
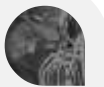
primarily due to growth of Commercial & Trading segment

CAPEX HI 2021

SIGNIFICANT INVESTMENT IN UPGRADING INFRASTRUCTURE

CAPEX (€M)



 <h3>WATER</h3> <ul style="list-style-type: none"> REPAIR AND INCREASED CAPACITY OF WATER AND SEWER PIPES EXTRAORDINARY MAINTENANCE OF PLANTS AND NETWORKS WORK ON TREATMENT PLANTS CONSOLIDATION OF SII TERNI (€4.8M) 	 <h3>ENERGY INFRASTRUCTURE</h3> <ul style="list-style-type: none"> UPGRADE AND EXPANSION OF ELECTRICITY GRID "RESILIENCE" PLAN WITH WORK ON SECONDARY SUBSTATIONS AND THE MV AND LV NETWORK INSTALLATION OF 2G METERS 	 <h3>GENERATION</h3> <ul style="list-style-type: none"> EXTRAORDINARY MAINTENANCE OF PRODUCTION PLANTS CONSTRUCTION OF PHOTOVOLTAIC PLANTS 	 <h3>COMMERCIAL & TRADING</h3> <ul style="list-style-type: none"> CUSTOMER ACQUISITION INFORMATION SYSTEMS 	 <h3>ENVIRONMENT</h3> <ul style="list-style-type: none"> SAN VITTORE PLANT WORK ON ORVIETO LANDFILL CHANGE IN SCOPE OF CONSOLIDATION (FERROCART/CAVALLARI €0.8M) BERG: CONSTRUCTION OF CONCENTRATOR 	 <h3>OTHER</h3> <ul style="list-style-type: none"> OVERSEAS: INCREASED INVESTMENT AT AGUAS DE SAN PEDRO ENGINEERING AND SERVICES: CONSOLIDATION OF SIMAM (€0.7m) HOLDCO: IT PROJECTS
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* Overseas, Engineering & Services

RESULTS HI 2021

FOCUS ON IMPROVEMENTS IN WORKING CAPITAL

CASH FLOW (€M)

	HI 2021	HI 2020
EBITDA	619	569
CHANGE IN WORKING CAPITAL	(177)	(210)
CAPEX	(474)*	(411)
FREE CASH FLOW	(32)	(53)
FINANCE INCOME/(COSTS)	(43)	(43)
CHANGE IN PROVISIONS	(63)	(56)
INCOME TAX PAID	(44)	(45)
DIVIDENDS	(170)	(166)
OTHER	(11)	(16)
M&A	(11)	(86)
IFRS 16	(12)	-
TOTAL CASH FLOW	(385)	(465)

WORKING CAPITAL IMPROVES BY €33M

The positive performance of collections has helped to improve working capital over LTM from -€130m at 30 June 2020 to -€9m at 30 June 2021 (~€121m)



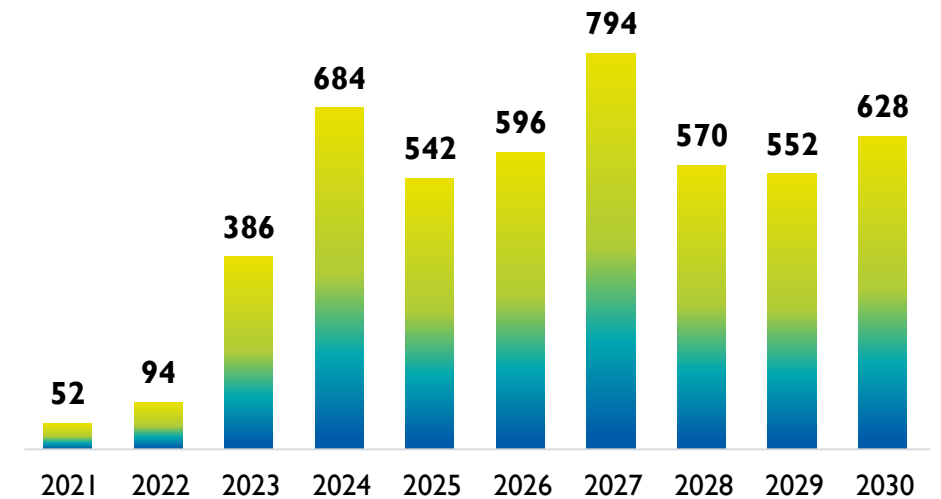
* Net of grant-funded investment

RESULTS HI 2021

SOLID CAPITAL STRUCTURE

DEBT (€M)

(€M)	30 June 2021 (A)	31 Dec 2020 (B)	30 June 2020 (C)	CHANGE (A-B)	CHANGE (A-C)
Net debt	3,913.4	3,528.0	3,527.5	385.4	385.9
Medium/long-term	4,837.1	4,130.2	4,095.8	706.9	741.3
Short-term	(923.7)	(602.2)	(568.3)	(321.5)	(355.4)



LEVERAGE

NET DEBT / EBITDA LTM
30 JUNE 2021

3.2x

NET DEBT / EQUITY
30 JUNE 2021

1.7x

RATINGS

FitchRatings

BBB+
STABLE
OUTLOOK

MOODY'S

Baa2
STABLE
OUTLOOK

GREEN BOND

21 JANUARY 2021

Placement of first GREEN BOND worth €900m successfully completed. Issue in two tranches:

- first €300m tranche, 0% rate, maturing 28 September 2025 (first corporate issue in Italy with negative yield);
- second €600m tranche, 0.25% rate, maturing 28 July 2030

STRUCTURE OF DEBT

(MATURITY AND INTEREST RATES AT 30 JUNE 2021)

85%

FIXED
RATE

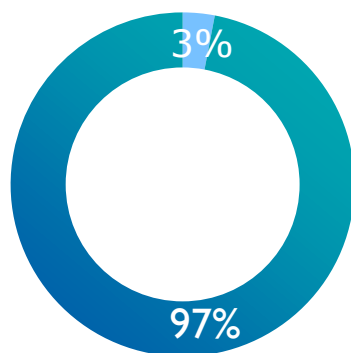
1.43%

AVERAGE
COST

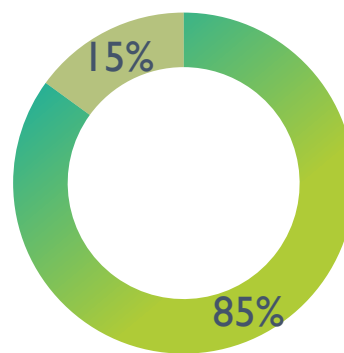
5.5
YEARS

AVERAGE
TERM

● DEBT FALLING DUE
AFTER 2022
● DEBT FALLING DUE
BY END OF 2022



● FLOATING RATE
● FIXED RATE



SUSTAINABILITY RATINGS



A-
LEADERSHIP



EE
POSITIVE ↑
RATING UPGRADED IN JUNE
2021



78/100 ↑
IMPROVEMENT IN RATING
FOR THIRD YEAR RUNNING



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.



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