



9M 2023 Results



November 2023

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9M 2023 Highlights

Strong performance in 3Q following normalisation of wind conditions and increased capacity allows to recover slow start of the year – 3Q adj.EBITDA+50.9% y-o-y // 9M adj.EBITDA € 124.5m (-1.6% y-o-y)

Key Highlights

- **Installed capacity at 1.2 GW post Kafireas completion (vs. 0.9GW in end-2022)**
- **Normalised wind conditions for August and September along with increased effective capacity drive generation higher, allowing to recover from slow start of the year**
- **Further acceleration expected in 4Q as Kafireas now operates with full capacity**
- **~2.5GW of projects operating, under construction or ready to build phase**

Key Financials

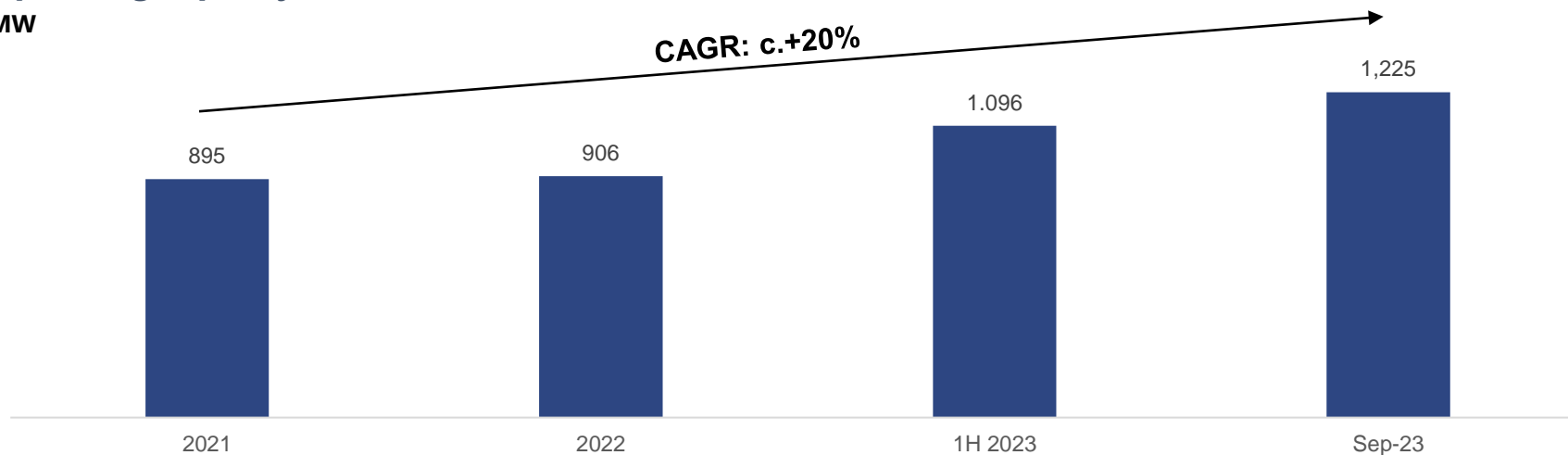
- **3Q Group revenues increase by 43.1% y-o-y to € 90.3m // adj.EBITDA +50.9% y-o-y € 49.8m**
 - Group Load Factor 3Q 2023 at 29.6% (vs. 29.2% in 3Q 2022) – Power generation +28.4% y-o-y
- **9M Group revenues increase by 7.8% y-o-y to € 235.9m // adj. EBITDA at 124.5m, -1.6% y-o-y**
 - Group Load Factor 9M 2023 at 27.9% (vs. 31.1% in 9M 2022) – Power generation +2.3% y-o-y
- **Group adj. Net Profit 3Q € 18.0m (+87.5% y-o-y) // 9M € 41.9m (-21.2% y-o-y)**
- **Operating CF 9M 2023 at € 113.9m // € 58.9m of OCF in 3Q 2023**
- **Capex at € 178m during the 9M period for Kafireas and Amfilochia**
- **Net debt at € 844.4m (vs. € 669.3m in Dec'22) with leverage (Net Debt/adj.EBITDA) at 5.2x**

Growing Asset Base

Installed capacity increases to 1.2GW while under construction/RTB exceed 1.2GW

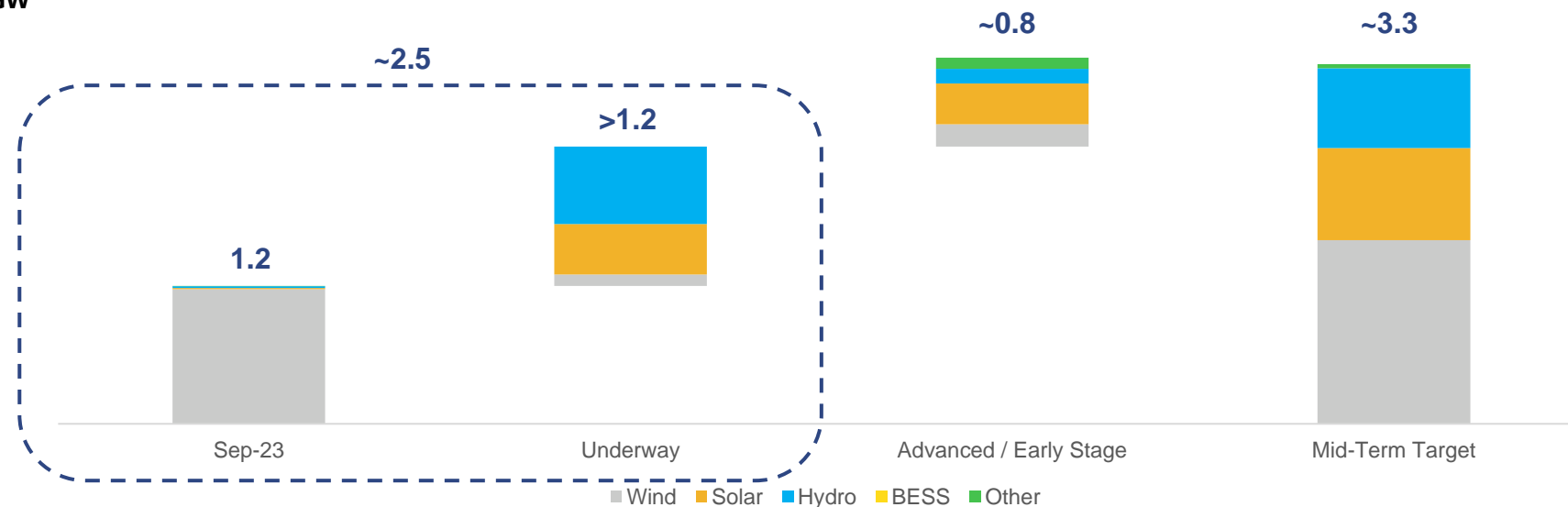
Operating capacity

MW



Installed capacity outlook

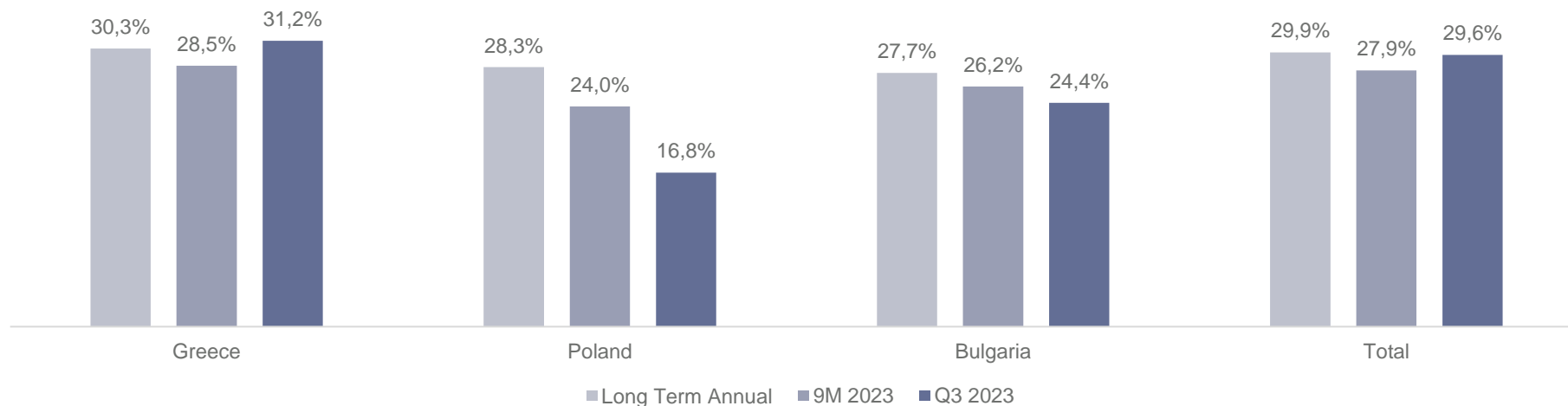
GW



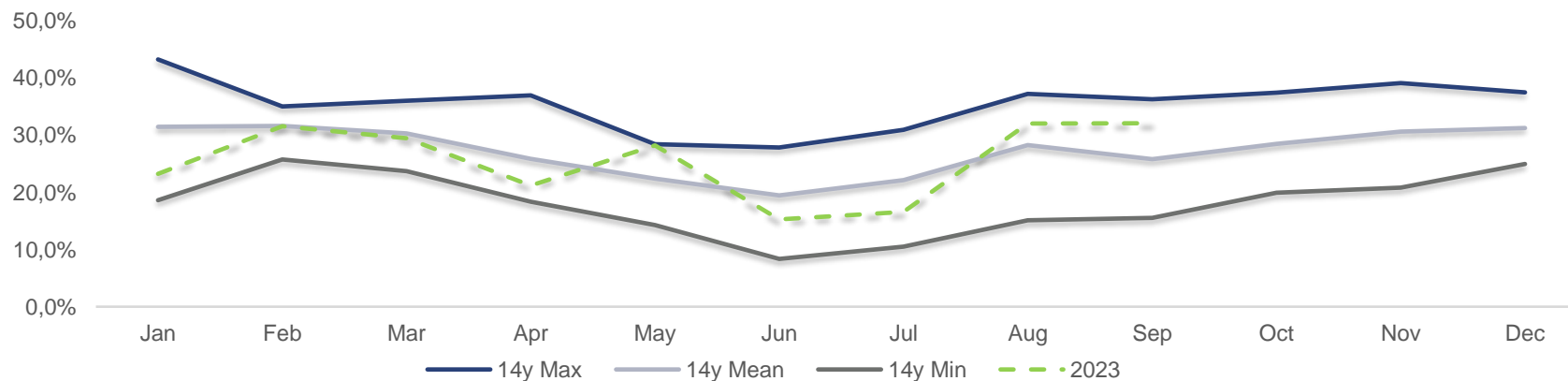
Operating Performance Overview

Wind conditions in 3Q 2023 recover to normalised levels and along with increased effective capacity drive generation volumes sharply higher, recovering the slow 1H 2023 performance

Portfolio load factor per country



2023 Load factor vs. long-term average⁽¹⁾



(1) Average for a representative sample of assets for the period 2008-22

Financial Performance by Business Segment

Increased RES production in 3Q drives revenues and profitability higher – Increased contribution from Waste Management and Construction

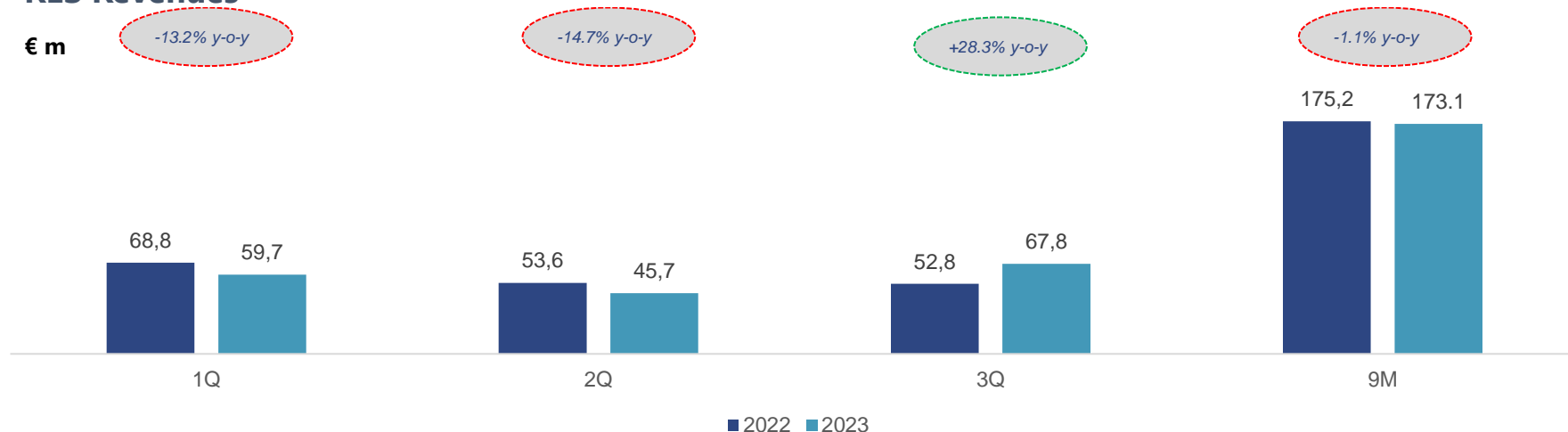
€ m	3Q 2022	3Q 2023	y-o-y	9M 2022	9M 2023	y-o-y
Group revenues	63.0	90.2	43.1%	218.9	235.9	7.8%
RES	52.8	67.8	28.3%	175.2	173.1	(1.1%)
Waste Management	2.8	5.1	80.9%	5.9	11.7	98.3%
E-Ticket	3.2	3.3	5.1%	9.3	10.2	9.7%
Construction	4.3	14.1	225.9%	28.6	40.9	43.0%
Group adj. EBITDA	33.0	49.8	50.9%	126.5	124.5	(1.6%)
RES	35.7	46.1	26.7%	124.0	116.9	(5.7%)
Waste Management	0.8	1.2	44.6%	0.9	4.2	366.7%
E-Ticket	0.3	1.5	449.5%	1.0	2.4	140.0%
Construction	-3.8	1.0	n.m.	0.6	0.9	50.0%
<i>Group adj. EBITDA margin</i>	<i>52.3%</i>	<i>55.2%</i>		<i>57.8%</i>	<i>52.8%</i>	
<i>RES segment adj. EBITDA margin</i>	<i>67.5%</i>	<i>67.8%</i>		<i>70.8%</i>	<i>67.6%</i>	
Group adj. Net Profit	9.6	18.0	+87.5%	53.1	41.9	(21.2%)

Financial Performance - RES Segment

Strong performance in 3Q following wind conditions normalization (for August & September) and increased effective capacity (Kafireas only partially in operation during 3Q) allow recovery of slow 1H 2023 - Further acceleration expected as Kafireas enters full operation in 4Q 2023 and wind conditions remain supportive

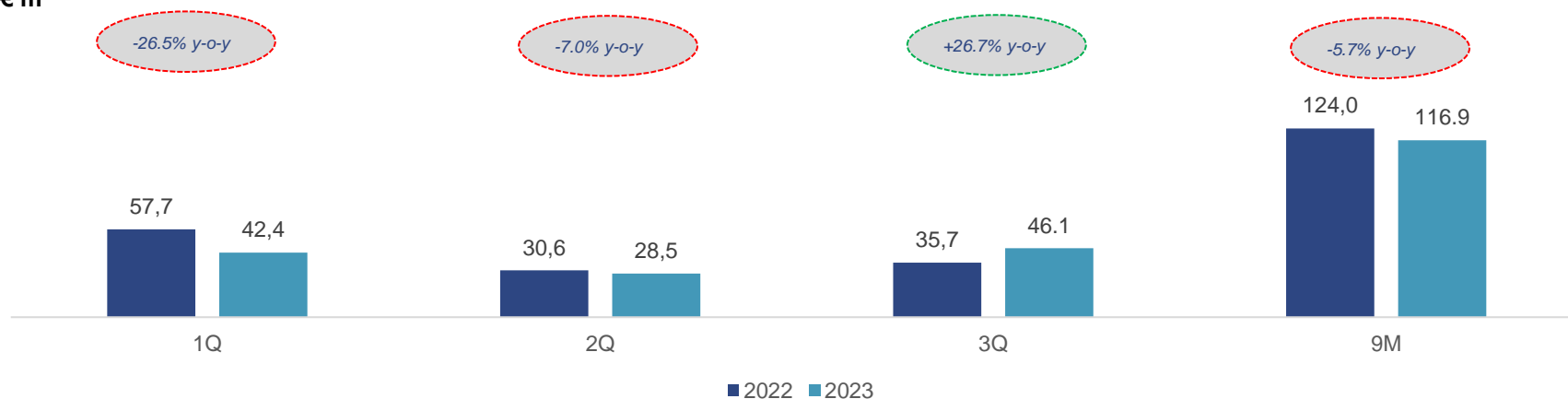
RES Revenues

€ m



RES adj.EBITDA

€ m

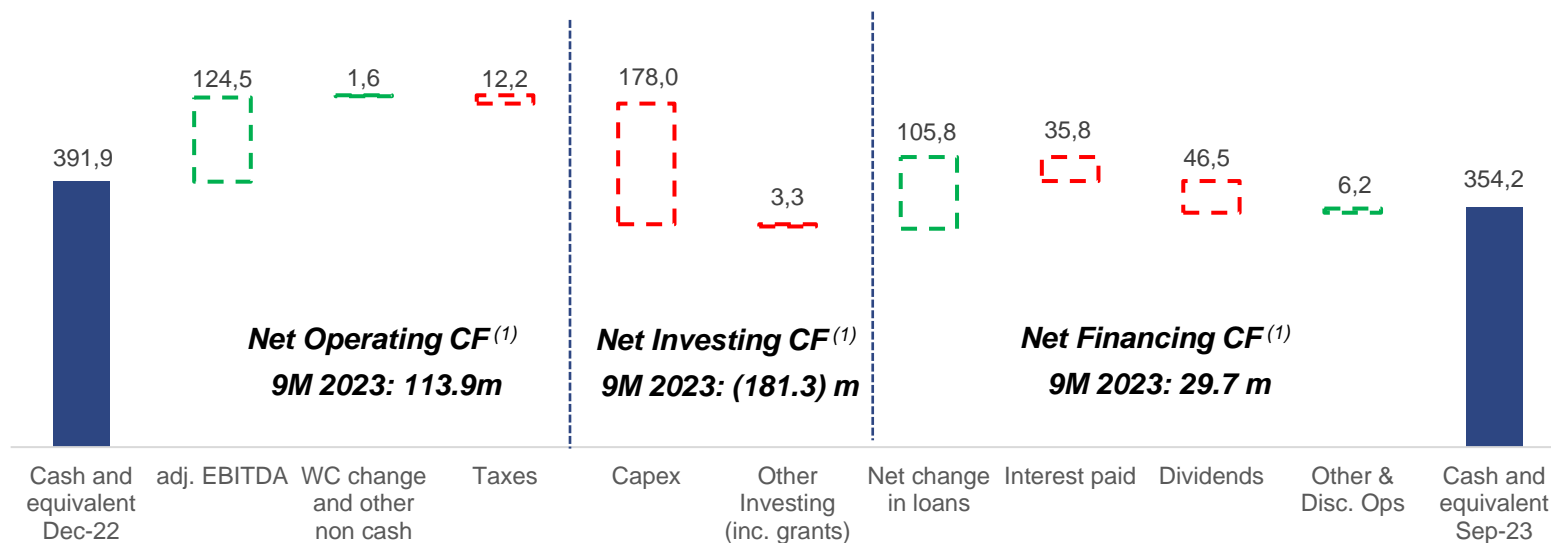


Cash Flow

Strong operating cash flow generation continues, supporting the investment program and shareholder returns

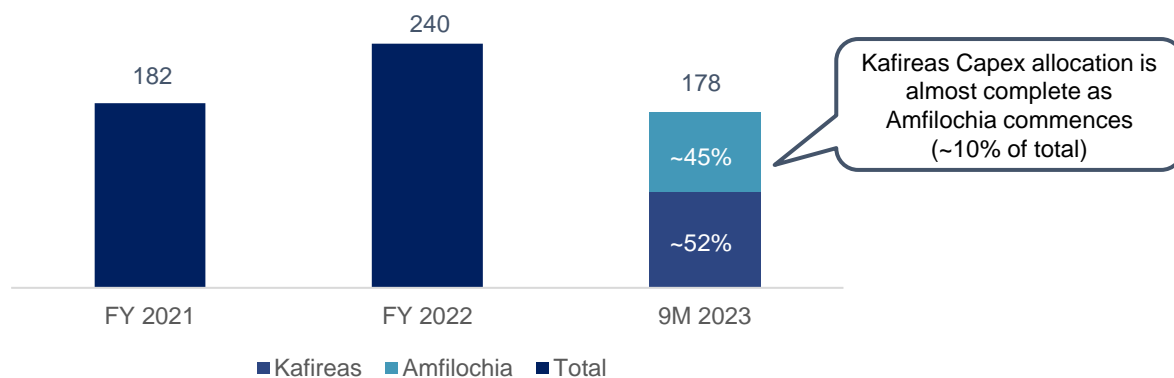
Cash flow bridge

€ m



Capex⁽¹⁾

€ m



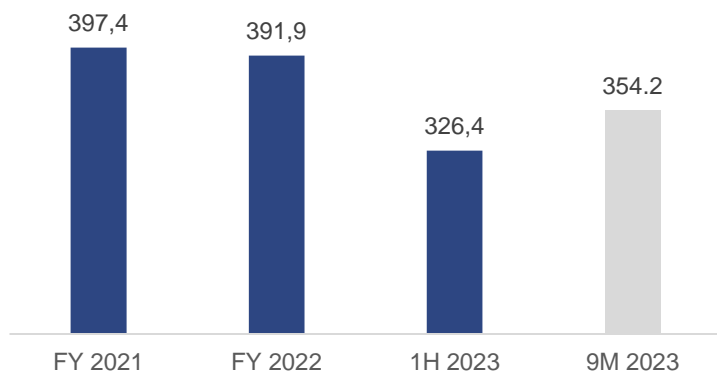
Notes: 1. From continued operations

Balance Sheet Highlights

Healthy leverage and liquidity to sustain investment plans

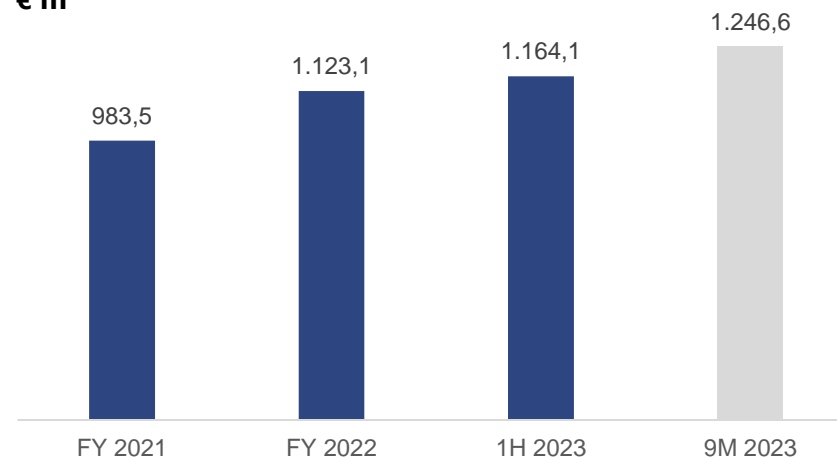
Cash and Cash Equivalent⁽¹⁾

€ m



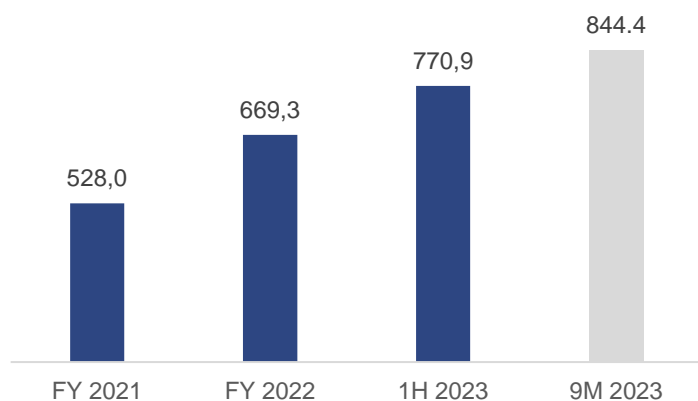
Gross debt

€ m



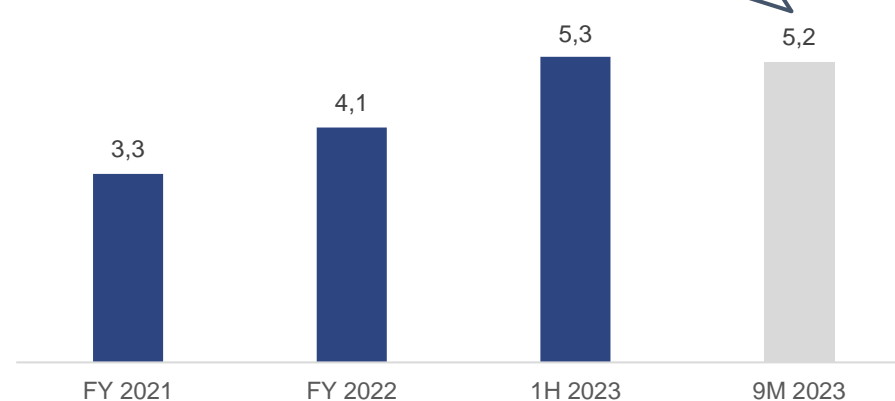
Net Debt

€ m



Net debt / adj. EBITDA

(x)



Notes: 1. Does not include restricted cash.



Terna Energy Unique Investment Proposition

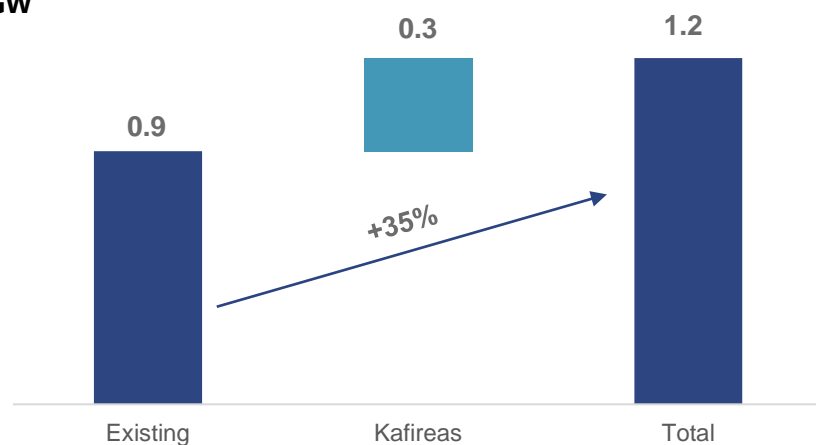
Portfolio Update

The “Kafireas” Effect

Commissioning of Kafireas project is an important milestone for the Group’s growth

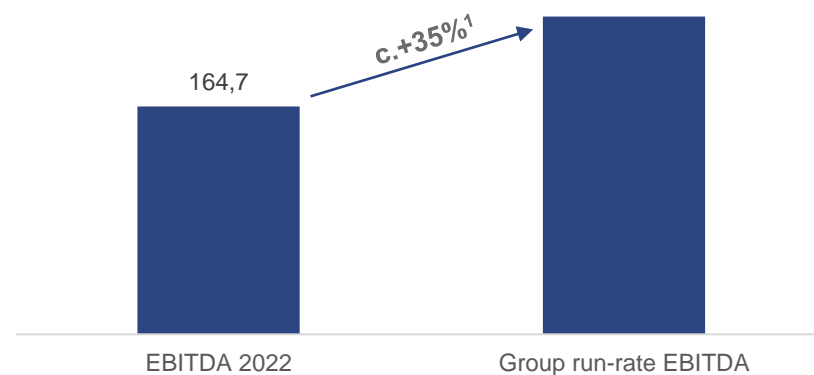
Installed capacity

GW



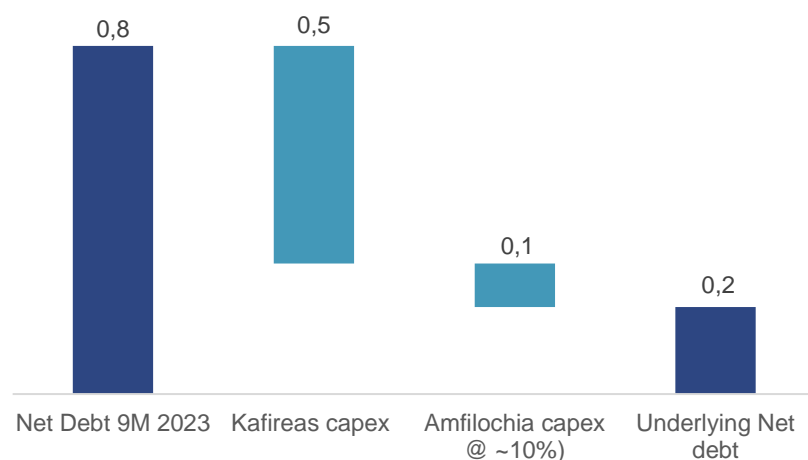
Group run-rate EBITDA

€ m



Net debt breakdown

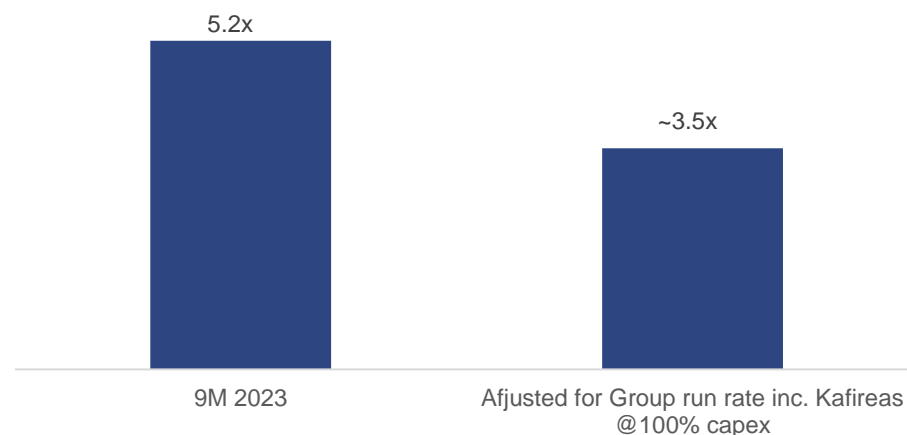
€ bn



Notes: 1. Expected

Net debt / adj. EBITDA

(x)



Portfolio Overview (I)

- Leading Renewable Energy Company in Greece, with Established Presence in Poland and Bulgaria
- Large operating asset base located at the most favourable locations in the respective countries
- Young fleet with substantial remaining contracted PPA lifetime

Key Figures



3
Countries
with Presence



1.2 GW
Total Installed
Capacity



~7 Years
Weighted
Average
Asset Life



>15 Years
Weighted
Average
Remaining PPA
Lifetime

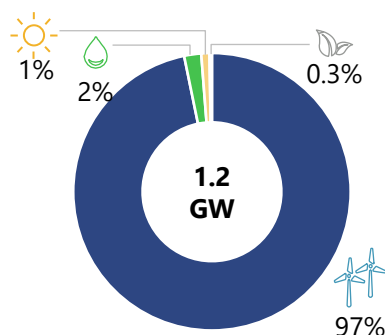


4.2%
Effective Cost
of Debt

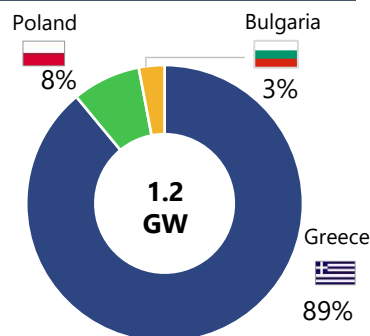


74%
Non-Recourse
Debt of Total Debt

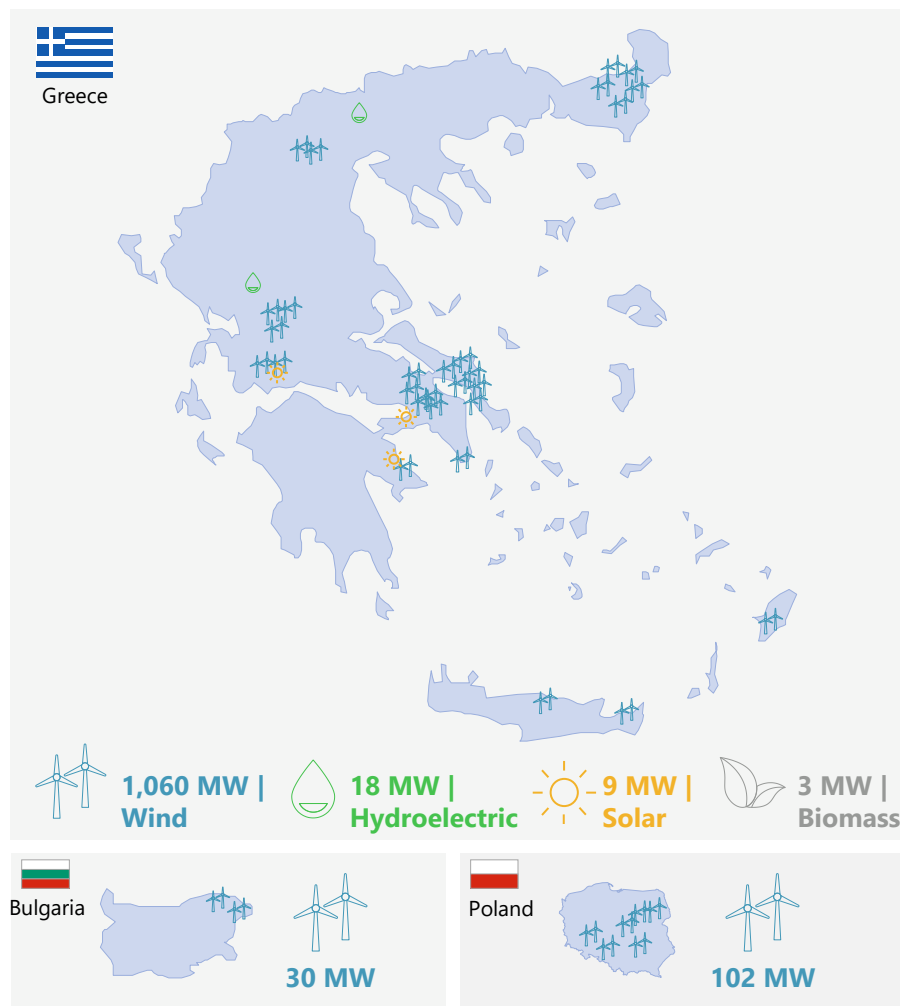
Capacity Breakdown by Technology



Capacity Breakdown by Country



Geographical Footprint



Portfolio Overview (II)

- High quality, diversified and complementary portfolio
- Substantial long-term, secured and predictable cash-flow

Largest Portfolio In The Greek Market



1.2 GW
Installed Capacity

+



11 GW
Projects
at various stages

Technologically Diversified



✓
Wind



✓
Solar



✓
Hydroelectric



✓
**Biomass/
Waste**



✓
Storage

Exceptionally High Load Factors Vs GR Market

Last 5Y Measurements

28% - 31%

25 - 27% ⁽¹⁾

TERNA ENERGY
GEK TERNA GROUP

Greece

Long Term Contracted Revenue



96%
% of Greek
Installed Capacity
Contracted



1.9 ⁽²⁾ GW
Operating &
Near-term
Pipeline under
Secured PPAs



€7 ⁽³⁾ Bn
Contracted
Revenue

Market Backdrop - Outlook

Market backdrop

- **Capex costs**

- PV remain on a downward trend since the beginning of the year
- Wind stabilized

- **Corporate PPAs**

- Strong demand by energy intensive consumers in Greece and abroad
- Prices showing signs of stabilization at current, healthy levels

- **Licensing**

- Early signs of pick-up in pace by authorities
- Support at EU level to accelerate

Attractive value creation opportunities for good quality projects

TERNA Energy Outlook

- Wind conditions were weak during the first 7 months of the year. There has been a normalization over the recent months and along with increased effective capacity should allow to at least recover the slow start of the year – Further acceleration expected in 2024 given increased effective capacity
- >550MW of new projects (mostly PV) to start construction in Greece and SE Europe within the next few months - Sizable part of new capacity already under advanced discussion with third parties for corporate PPAs
- Strict commitment to targeted return levels - Focusing on highly value added projects
- Closely monitoring market / regulatory backdrop to optimise and further accelerate the realisation of our large pipeline

Group Income Statement

€ m	9M 2022	9M 2023
Revenue	218.9	235.9
Cost of sales	(109.8)	(127.9)
Gross profit	109.1	108.0
Administrative & distribution expenses	(41.3)	(24.4)
Research and development	(4.7)	(5.4)
Other income, net	12.0	8.0
Operating profit	75.1	86.2
Financial expenses, net	(24.3)	(31.6)
EBT	50.8	54.6
Income tax expense	(18.4)	(13.9)
Net Profit	32.4	40.7
Discontinued ops	18.7	0.0
Net Profit from continued & discontinued ops	51.1	40.7
EBITDA	105.6	123.6
adj. EBITDA⁽¹⁾	126.5	124.5
adj. Net Profit⁽¹⁾ from continued & discontinued ops	71.9	41.9

Sustainability Development Report 2022

Available now [here](#)



ESG – Key Performance Index 2022

Available now [here](#)



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