



# FY2020 *Consolidated Results*

March 24<sup>th</sup> 2021

# Agenda

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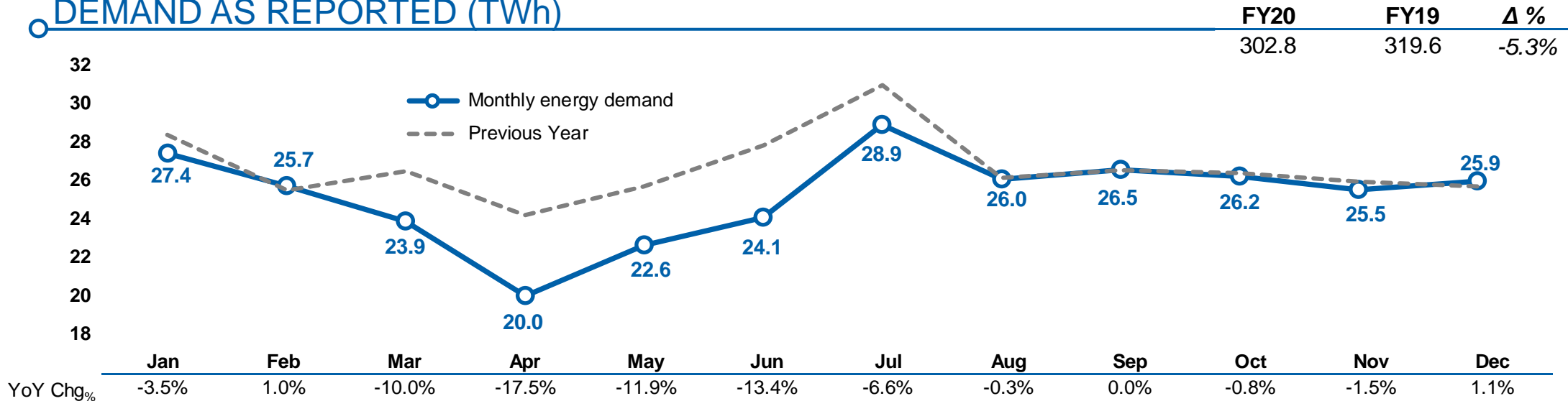
## ○ Highlights

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# Highlights

## Demand Evolution – FY2020

### DEMAND AS REPORTED (TWh)



FY 2020 data:

- National Demand at 303 TWh, o/w ~38% covered by RES
- Net Total Production at 273 TWh

- ~42% of the Net Total Production was covered by RES
- 2020 Non-RES production decreased by 7% compared to 2019
- PV production increased by ~10%

**Electricity demand recovering despite the challenging scenario**

# Highlights

## FY 2020 Key Numbers

	FY 2020		FY 2019	Δ vs FY 2019
	Actual €mn	Guidance €bn	Actual €mn	
Revenues	2,514	2.49 ✓	2,295	+10%
EBITDA	1,830	1.79 ✓	1,741	+5%
Group Net Income <sup>1</sup>	786		757	+4%
EPS <sup>2</sup> €cents	39.1	38 ✓	37.7	
Capex	1,351	1.3 ✓	1,264	+7%
Net Debt	9,173		8,259	

2020 guidance met and capex acceleration delivered

# Highlights

## 2H2020 acceleration – Businesses Achievements

2H2020

2021



### Regulated



- *2H20 acceleration despite Covid emergency*
- *Inauguration of Capri-Mainland connection*
- *Tyrrhenian and Adriatic links well on track*



### Non Regulated



*Full integration post acquisition of 90% of Brugg Cables*



### International



- *Finalization of the closing for the acquisition of the “Linha Verde I” concession in Brazil*
- *Speed-up of construction sites*

# Highlights

## 2H2020 acceleration – Group Achievements

2H2020

2021



### **New Ways of Working**

*Launch of the NexTerna project to improve work flexibility, work-life balance and carbon footprint*



### **Sustainability**

- *Confirmation in Bloomberg Gender Equality, FTSE4Good and STOXX® ESG Indexes*
- *Leader in the global Electric Utilities sector of the Dow Jones Sustainability World Index*



### **Finance**

- *Launch of two tranches of 500 mn€ new senior bonds*
- *Improvement of S&P outlook to Stable from Negative*
- *Confirmation of rating by all rating agencies*

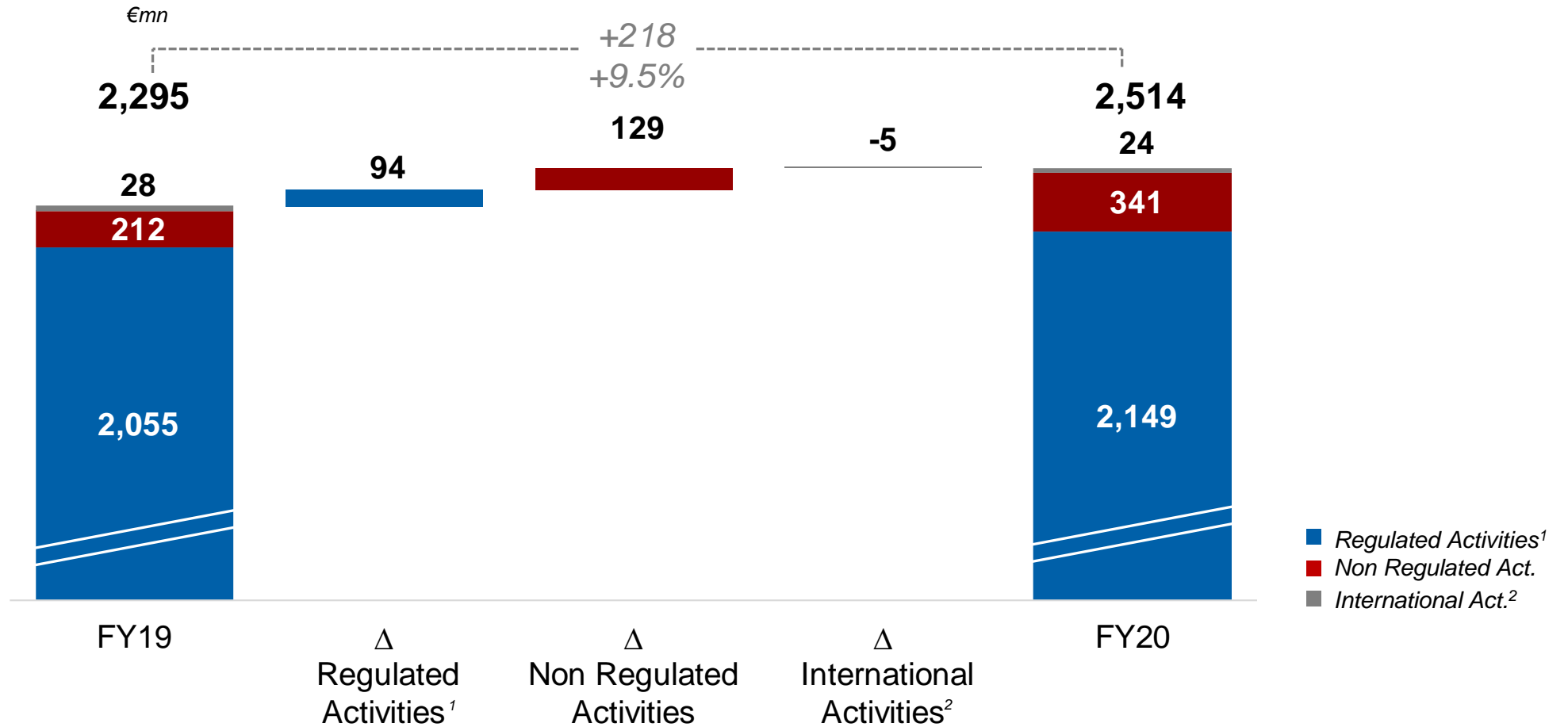
## FY20 Results

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# FY 2020 results

## Revenues



Growth driven by Regulated and Non Regulated revenues

Note: figures may not add up due to rounding

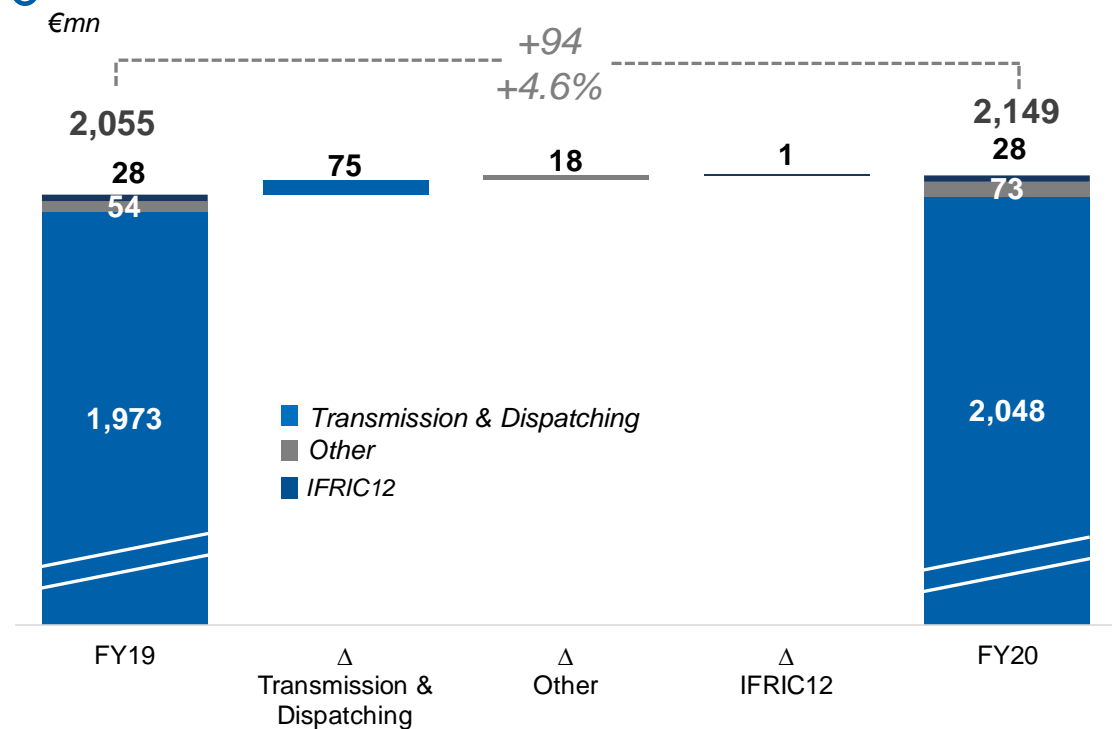
1. Including IFRIC12

2. Construction margin, including IFRIC12

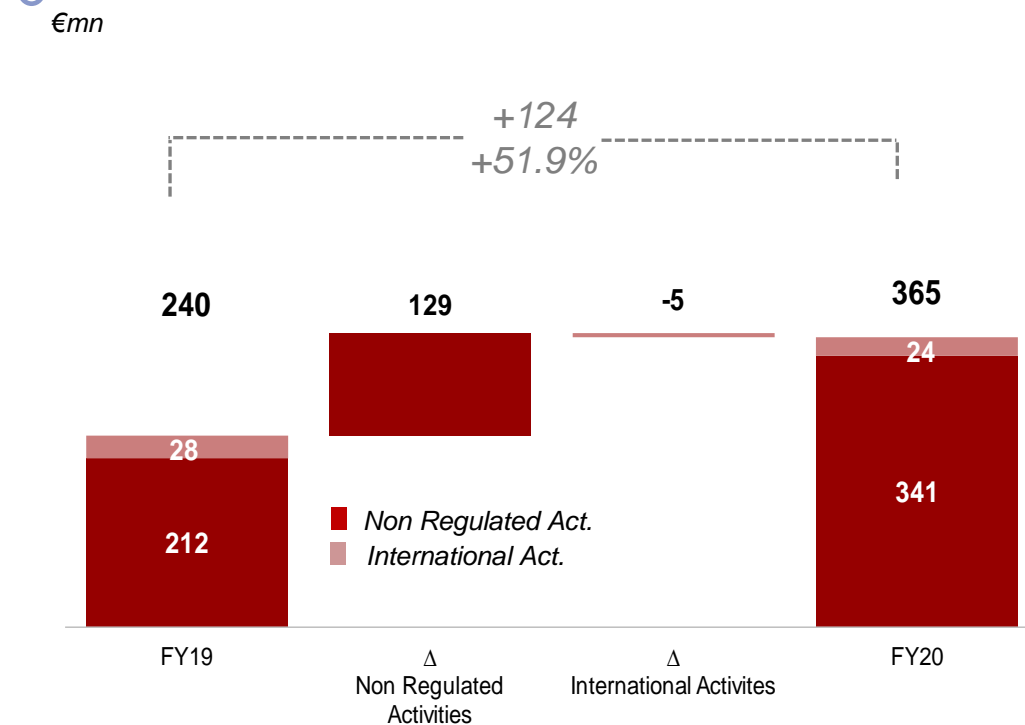
# FY 2020 results

## Revenues Analysis

### REGULATED



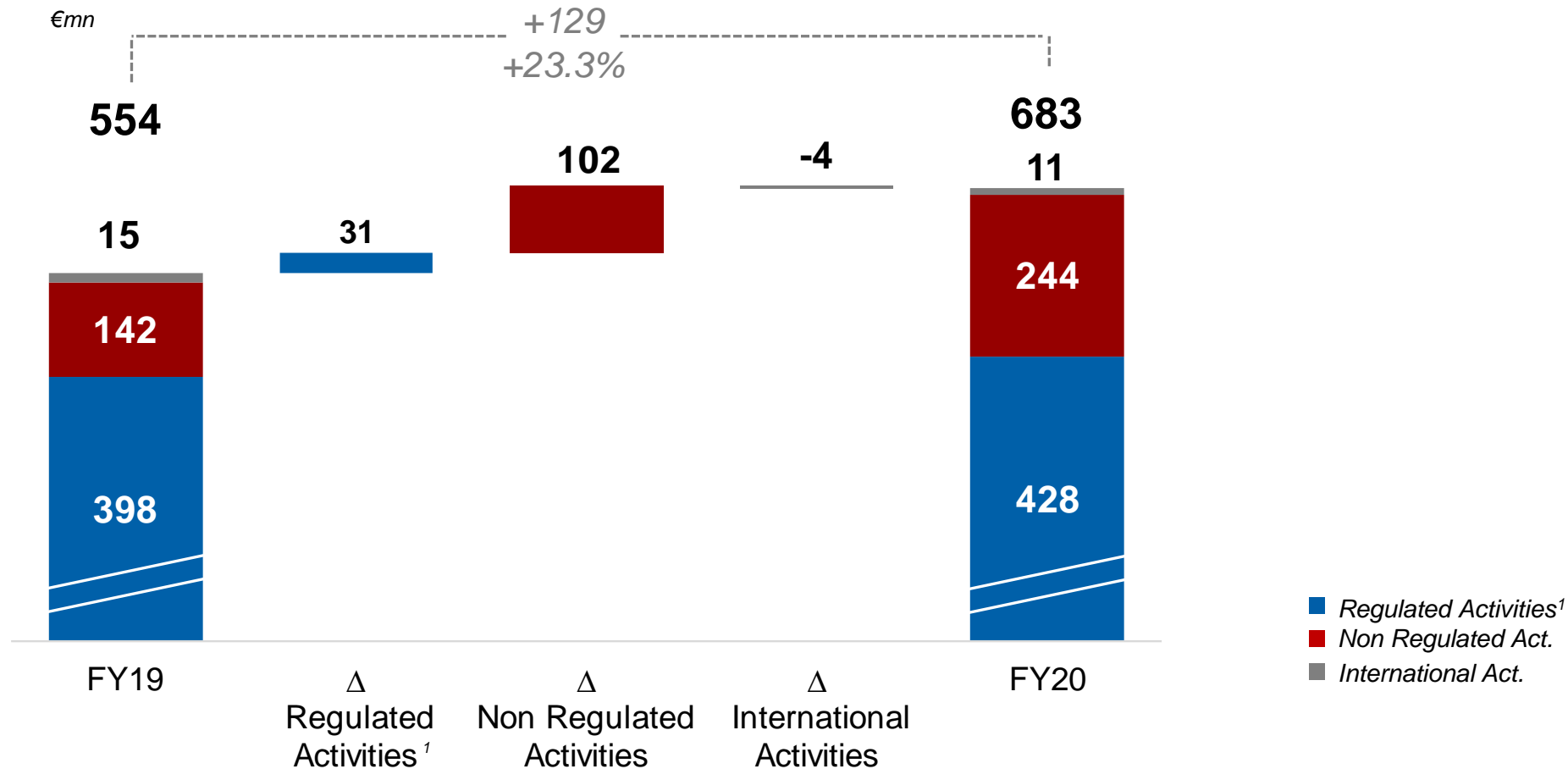
### NON REGULATED AND INTERNATIONAL



Organic increase and perimeter change as growth drivers

# FY 2020 results

Opex



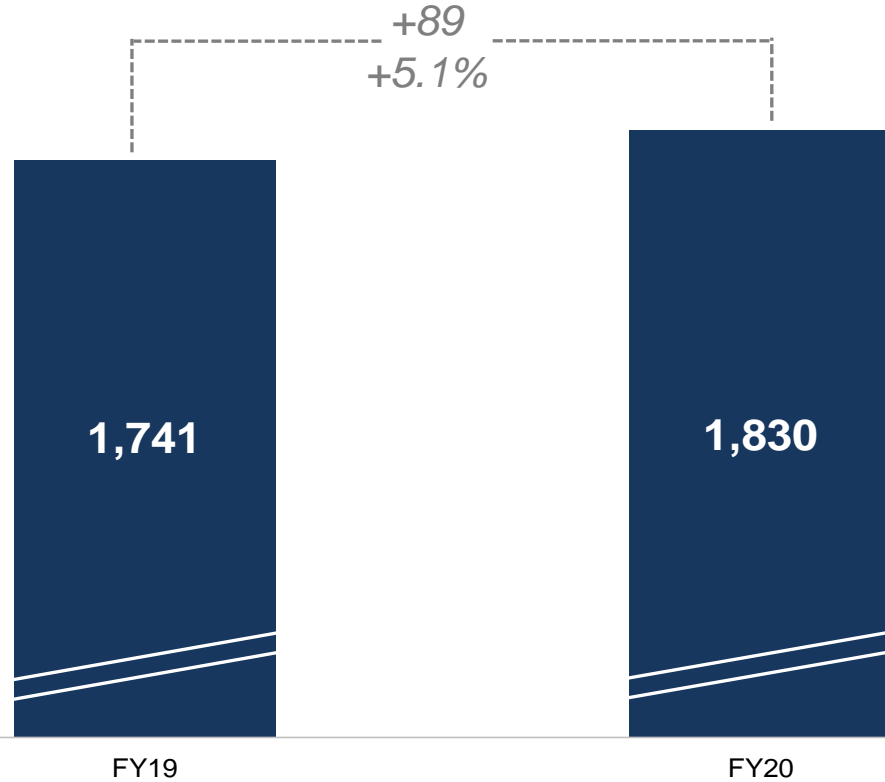
Operating costs evolution driven by Non Regulated Activities

# FY 2020 results

## EBITDA

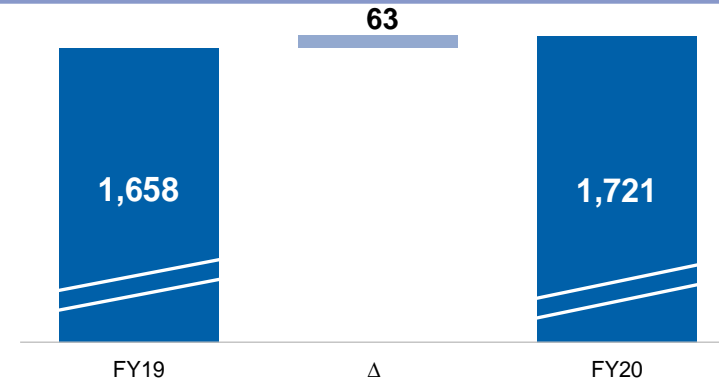
### GROUP

€mn



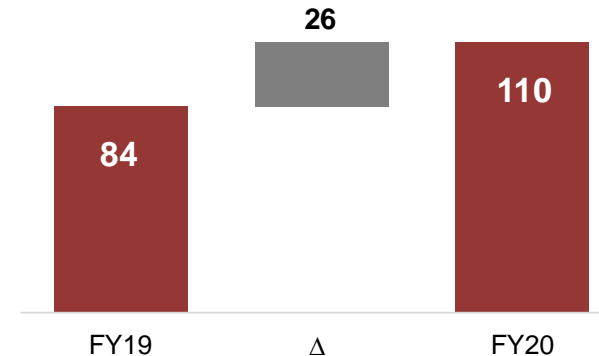
### REGULATED

€mn



### NON REGULATED AND INTERNATIONAL

€mn

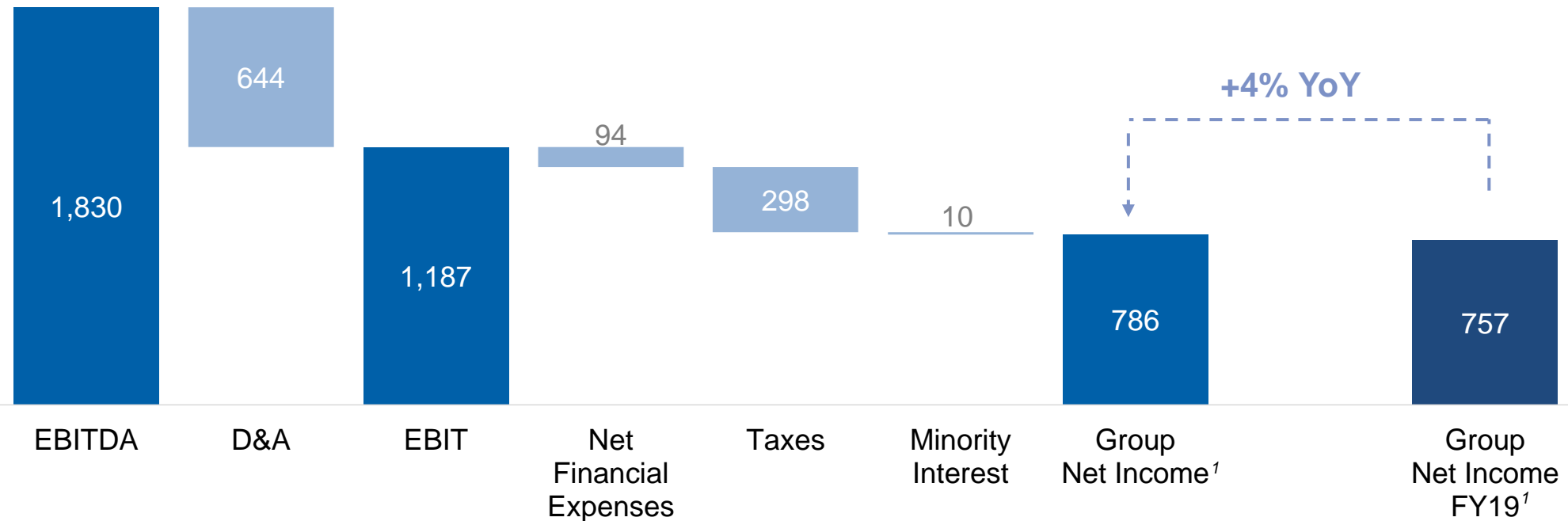


**EBITDA growth driven by all businesses**

# FY 2020 results

From EBITDA to Net Income

€mn



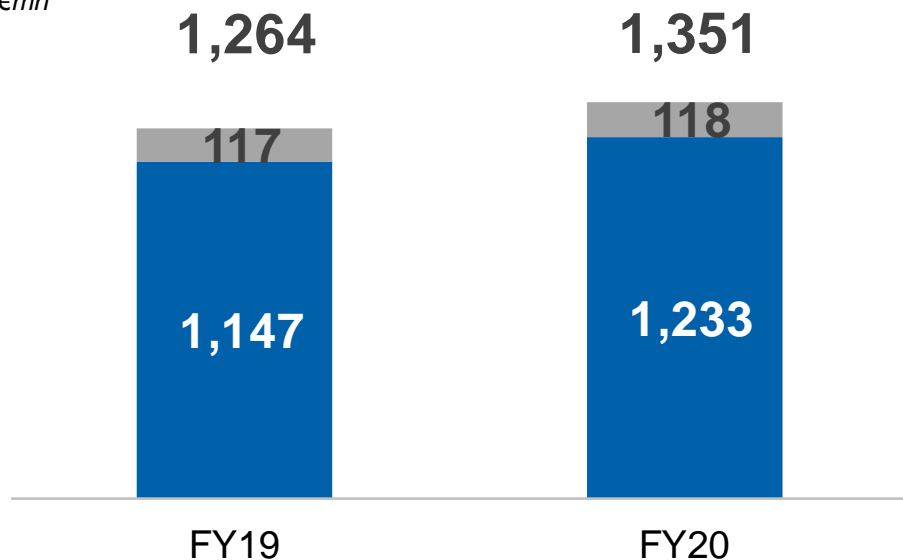
**+4% Group Net Income growth**

# FY 2020 results

## Capex

### TOTAL CAPEX

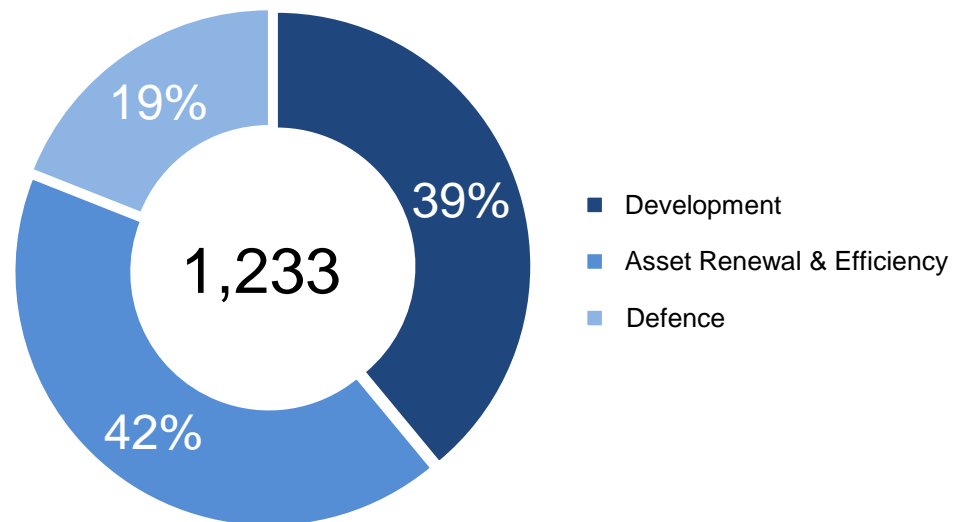
€mn



■ Regulated ■ Non Regulated and Other<sup>1</sup>

### REGULATED CAPEX

€mn

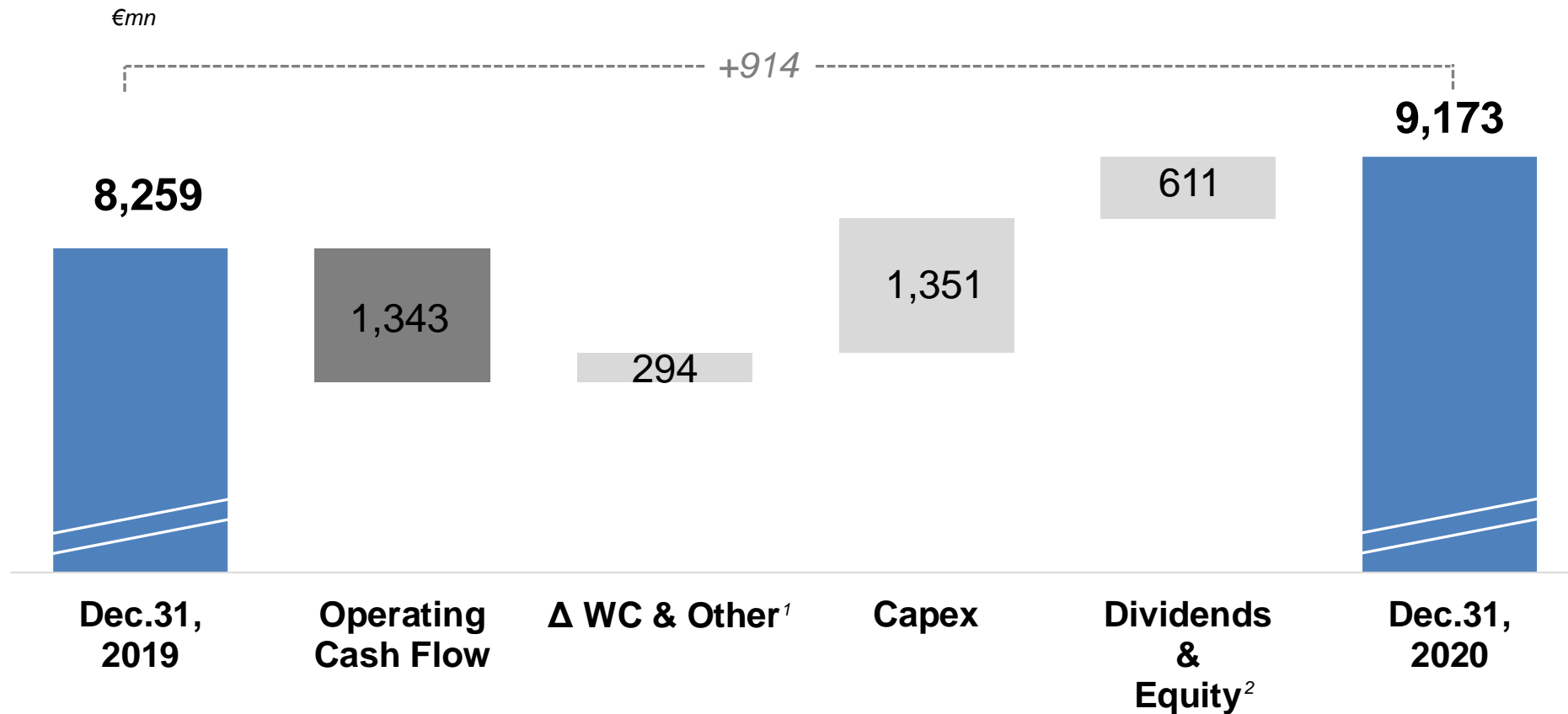


■ Development  
■ Asset Renewal & Efficiency  
■ Defence

**+7% capex acceleration despite Covid emergency**

# FY 2020 results

## Cash Flow & Net Debt Evolution

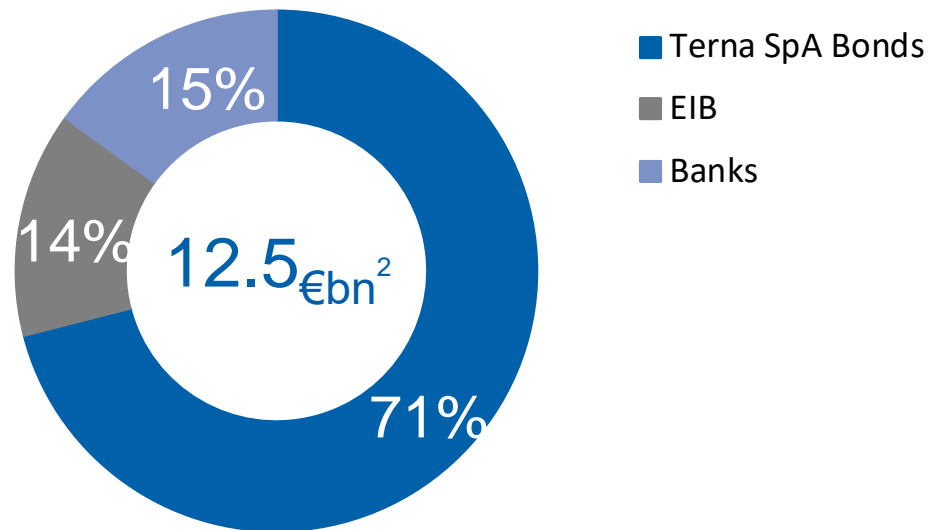


**Strong operating cash flow generation**

# FY 2020 results

## Net Debt Evolution & Financial Structure

### GROSS DEBT BREAKDOWN<sup>1</sup>



### KEY RATIOS<sup>1</sup>

Fixed/Floating Ratio

**~83% Fixed**

*Calculated on Gross Debt*

Maturity

**~5 years**

**Solid financial structure to support capex acceleration**



# Closing Remarks

FY 2021*	
Guidance €bn	
Revenues	2.57
EBITDA	1.84
Capex <sup>1</sup>	1.4
EPS <sub>€cents</sub>	39
<b>Confirming all guidance</b> ✓	

## Authorizations & Procurement

*Well on track*

## New Ways of Working

*Real Estate optimization*

*Flexibility increase*

*Logistics benefits*

*Quality of life*

**Enhancing the TSO central role in the energy transition**

## ○ Annexes

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# Annex

## Consolidated Income Statement<sup>1</sup>

€ mn	2020	2019	Δmn	Δ%
<b>Total Revenue</b>	<b>2,514</b>	<b>2,295</b>	<b>218</b>	<b>9.5%</b>
<i>Regulated Activities</i>	2,149	2,055	94	4.6%
<i>Transmission</i>	1,939	1,860	78	4.2%
<i>Dispatching</i>	109	113	-4	-3.2%
<i>Other<sup>2</sup></i>	73	54	18	33.6%
<i>IFRIC12</i>	28	28	1	3.3%
<i>Non Regulated Activities</i>	341	212	129	61.1%
<i>International Activities</i>	24	28	-5	-16.9%
<b>Total Costs</b>	<b>683</b>	<b>554</b>	<b>129</b>	<b>23.3%</b>
<i>Regulated Activities</i>	428	398	31	7.7%
<i>Labour Costs</i>	221	213	8	3.8%
<i>External Costs</i>	149	151	-1	-0.9%
<i>Other<sup>2</sup></i>	29	6	23	369.9%
<i>IFRIC12</i>	28	28	1	3.3%
<i>Non Regulated Activities</i>	244	142	102	72.3%
<i>International Activities</i>	11	15	-4	-26.7%
<b>EBITDA</b>	<b>1,830</b>	<b>1,741</b>	<b>89</b>	<b>5.1%</b>
<i>D&amp;A</i>	644	586	58	9.8%
<b>EBIT</b>	<b>1,187</b>	<b>1,155</b>	<b>32</b>	<b>2.7%</b>
<i>Net Financial Charges</i>	94	78	16	20.3%
<b>Pre Tax Profit</b>	<b>1,093</b>	<b>1,077</b>	<b>16</b>	<b>1.5%</b>
<i>Taxes</i>	298	313	-16	-5.0%
<i>Tax Rate (%)</i>	27.2%	29.1%	-1.9 pp	
<b>Total Net Income</b>	<b>795</b>	<b>764</b>	<b>31</b>	<b>4.1%</b>
<i>Minority Interest</i>	10	7	3	48.5%
<b>Group Net Income</b>	<b>786</b>	<b>757</b>	<b>28</b>	<b>3.7%</b>

# Annex

## Consolidated Balance Sheet

<i>€ mn</i>	<b>Dec. 31,2020</b>	<b>Dec. 31,2019</b>	<b>Δmn</b>
<i>PP&amp;E</i>	14,560	13,864	696
<i>Intangible Asset</i>	578	543	35
Financial Inv. and Other	508	502	7
<b>Total Fixed Assets</b>	<b>15,646</b>	<b>14,909</b>	<b>737</b>
Net WC	-1,936	-2,208	272
Funds	-121	-210	89
<b>Net Capital Invested</b>	<b>13,588</b>	<b>12,491</b>	<b>1,098</b>
<i>Financed by:</i>			
Consolidated Net Debt	9,173	8,259	914
Total Shareholder's Equity	4,416	4,232	184
<b>Total</b>	<b>13,588</b>	<b>12,491</b>	<b>1,098</b>

# Annex

## Consolidated Cash Flow

<i>€ mn</i>	<b>FY20</b>	<b>FY19</b>
<i>Total Net Income</i>	795	764
<i>D&amp;A<sup>1</sup></i>	636	573
<i>Net Change in Funds</i>	-89	-97
<b>Operating Cash Flow</b>	<b>1,343</b>	<b>1,240</b>
<i>Δ Working Capital &amp; Other<sup>2</sup></i>	-294	251
<b>Cash Flow from Operating Activities</b>	<b>1,049</b>	<b>1,491</b>
<i>Capital Expenditures</i>	-1,351	-1,264
<b>Free Cash Flow to Equity</b>	<b>-303</b>	<b>227</b>
<i>Dividends &amp; Equity<sup>3</sup></i>	-611	-586
<b>Change in Net Cash (Debt)</b>	<b>-914</b>	<b>-359</b>

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