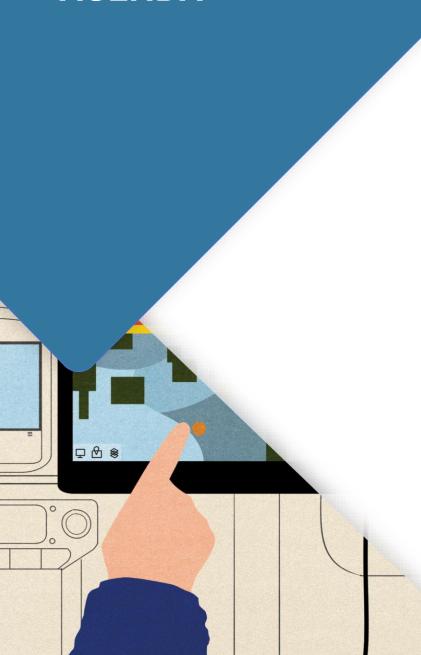


AGENDA



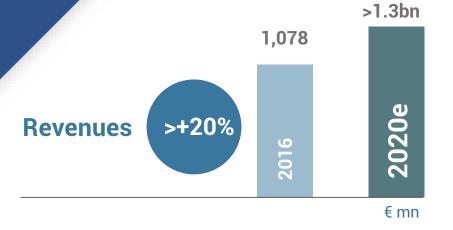
- MAIN ACHIEVEMENTS
- SCENARIO
- **STRATEGY 2020-26**
- FINANCIALS 2020-26
 SHAREHOLDERS' RETURN
- **APPENDIX**



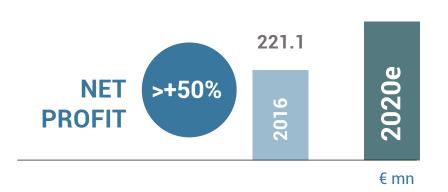
MAIN ACHIEVEMENTS Since the spin off

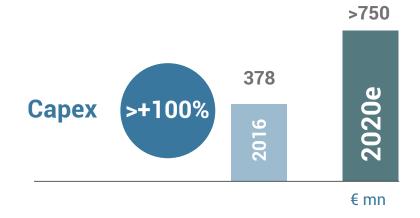
Material growth delivered since 2016











SCENARIO

Cooperation of all energy resources is the most immediate and cost-effective way to reach decarbonization goals

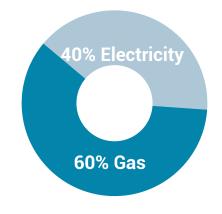
Energy transition at the core of EU policies

1,400TWh ELECTRICITY

NUKE AND COAL BINDING CLOSURES



INFRASTRUCTURE
INVESTMENTS TO COPE
WITH DEMAND NEEDS



EU yearly energy consumption (~ 7,500 TWh)

Alternative ways of sourcing and delivering energy are needed

Green gases are recognized viable alternatives with significant potential

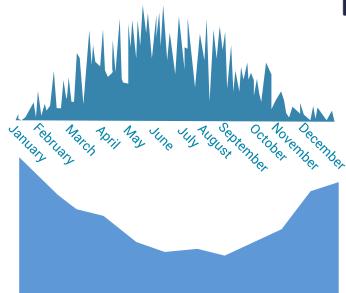








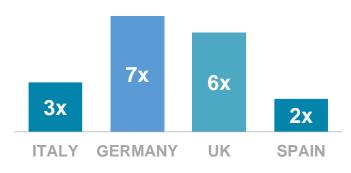
Monthly average gas load





guarantee energy supply security & flexibility

Gas winter summer demand fluctuations⁽¹⁾



TOMORROW

sustain the decarbonisation effort

Gas infrastructures

- ✓ Already available
- Widespread everywhere in EU
- Deliver and store big quantities of energy
- Allow management of infra-annual demand fluctuations

Gas infrastructures foster the development, intake and diffusion of green gases



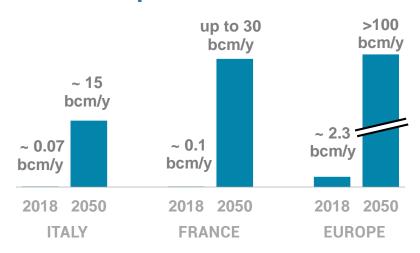


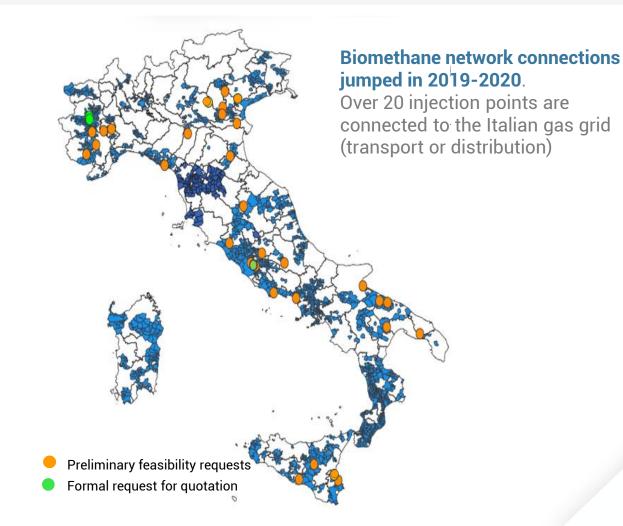
green option

E-MARKET SDIR CERTIFIED

Technology development and regulatory support are fostering biomethane

Expected biomethane production⁽¹⁾







2030-40 GREEN HYDROGEN

Answering to the need of storage

Power to Gas (PTG) shows higher technical performance, better environmental impact and diversification of applications, compared to other storage systems

RES Development to 2050

FROM POWER

GENERATION TO END

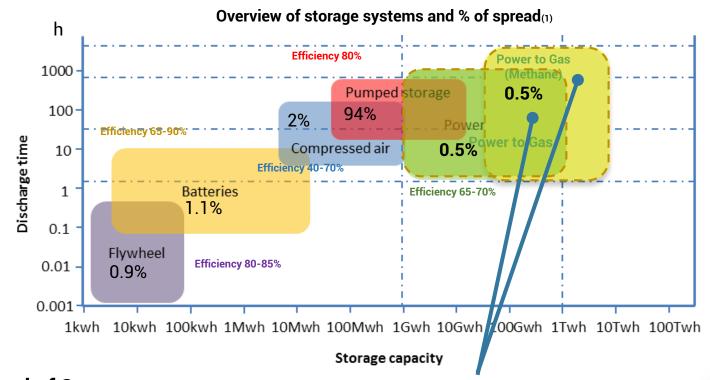
USERS

Intermittence and displacement of the grid

444



- Displacement between supply & demand
- Peak of production caused by seasonality and location



Need of Storage Systems

P2G Advantages







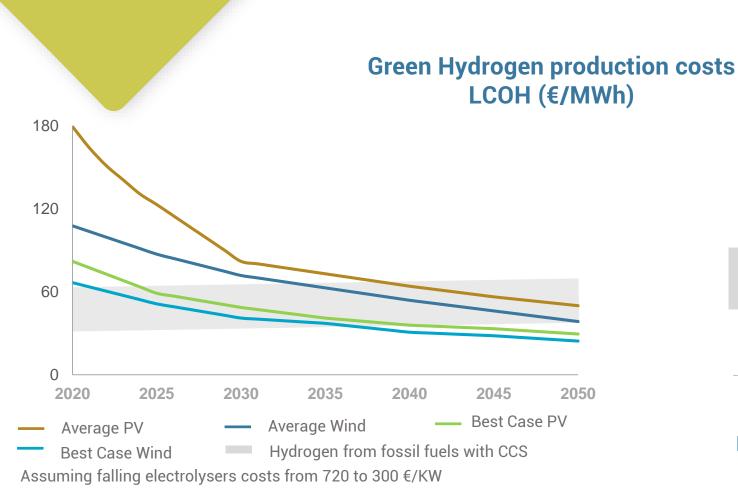


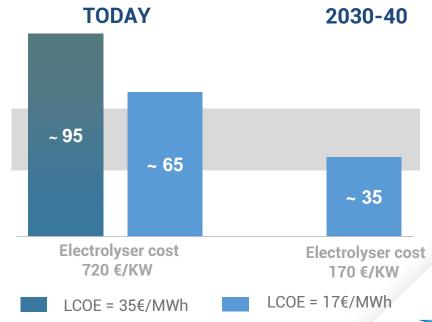


Cost issue will need to be addressed

E-MARKET SDIR CERTIFIED

Green hydrogen expected to become competitive But this will require ~ 10 years for prices to fall





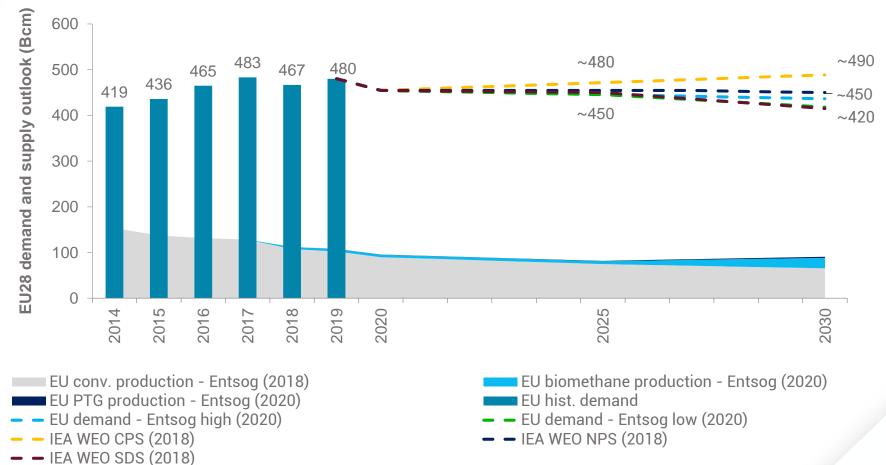


DEMAND

E-MARKET SDIR CERTIFIED

Volumes to remain relatively flat in Europe

European gas demand remains supported till 2030 with green gases progressively increasing their market share

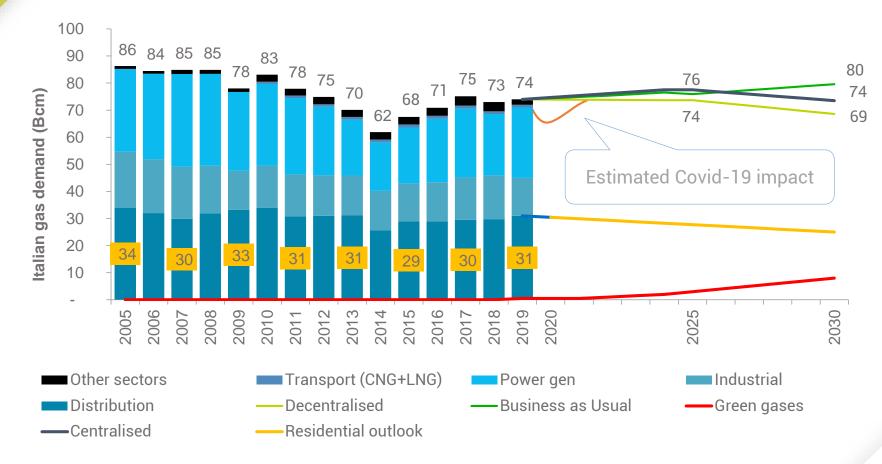




DEMANDAs well as in Italy



A similar trend is forecasted for Italy



DSOs

E-MARKET SDIR CERTIFIED

Need to adapt to the new world ...



ENVIRONMENTAL POLICIES

- Decarbonization
- Energy efficiency
- Sustainable Mobility
- Power to Gas and Green gas



TECHNOLOGICAL PROGRESS

- Digitization
- Big data and analytics
- Agile methodology



CHALLENGES FOR GAS DSOs

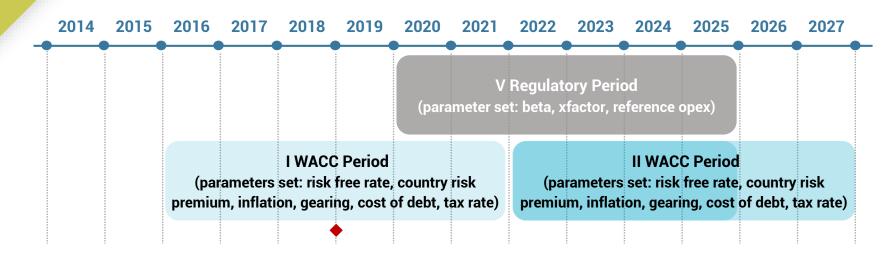
- Methane emissions control and reduction
- Infrastructure development and upgrade
- Digitization, AI and smart tools implementation
- Competitive and agile business models
- Ensure technical compatibility of biomethane and H₂ in distribution networks



REGULATION

E-MARKET SDIR CERTIFIED

... supported by a fair and «innovative» regulation



WACC review started Res. 380/2020



Regulator highlighted the need to have a clear and predictable regulatory framework for investors and to guarantee an adequate risk adjusted return on investments.

Focus on innovation Cons. 39/2020



Consultation ongoing. New regulation is aiming at boosting innovation in natural gas distribution and transport grids in 3 core areas:

- optimisation of networks management
- innovative use of existing infrastructures
- technological and operational innovation of networks



4 STRATEGIC PILLARS

Enabling a more sustainable path for gas





Core Business Development

Maintenance and upgrade of existing network, new areas methanisation including Sardinia, selective M&A, tenders and foreign opportunities



Digital Transformation

Key for energy transition. Leadership in asset, processes and workforce digitization and technical innovation to reduce costs, increase efficiencies and reliability



New opportunities

Leveraging on existing internal capabilities (Water, Esco, Services) and preparing for the new energy world (Power to Gas project)



Financial Structure & Shareholders' Returns

To ensure value creation, support growth opportunities and guarantee a robust shareholder's return



SUSTAINABILITY

New strategy embeds sustainability





47
SUSTAINABILITY
ACTIONS
81%
COMPLETED

















ENVIRONMENT

- Emission reduction
- Energy efficiency
- Digitization to enhance and optimise grid management and maintenance (gas and water)
- Facilitate green gases usage
- Sardinia methanisation to replace more polluting fuels
- Transfer of knowledge to other grid businesses
- Green and sustainable finance

SOCIAL

- New policies on Corporate Citizenship, Human Rights, Diversity and HSQE
- Workforce empowerment and safety, considering also Covid-19 implications
- Extension of Work on Site App to all construction sites
- Harmonise processes with sales companies
- · Get closer to the end-consumer
- Promote social innovation with educational projects (digital divide, energy culture projects)

GOVERNANCE

- Integrated annual report commitment (2020 FY results)
- Sustainability KPIs in the remuneration scheme of CEO and top management
- Integration of ESG and climate risks in the Enterprise Risk Management
- Sharing of sustainability best practices among DSOs (through GD4S)



Enabling a more sustainable path for gas





Core Business Development

Maintenance and upgrade of existing network, new areas methanisation including Sardinia, selective M&A, tenders and foreign opportunities



Digital Transformation





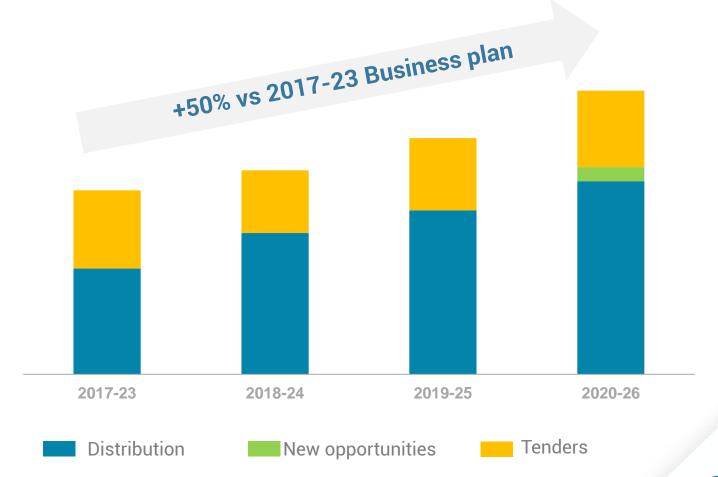


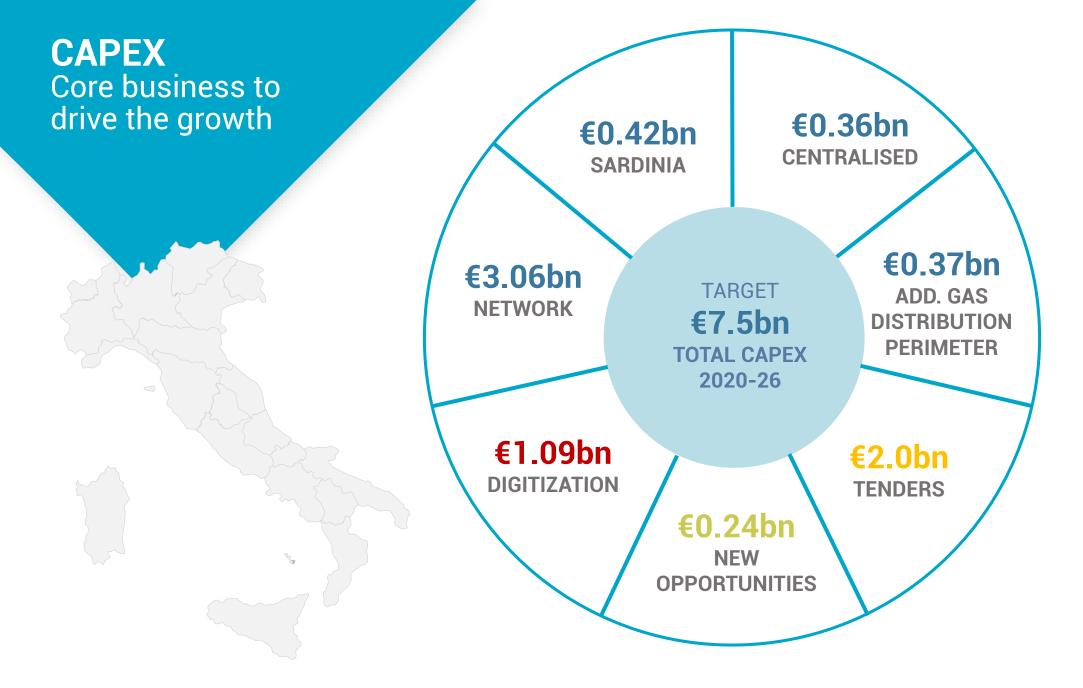
CAPEX +50% in 4 years



Increase in spending related to core assets









CAPEXCore business to drive the growth





- Replacement and upgrade
- Network extension & new grid
- Investments induced by tenders
- GPL conversions
- Technical Innovation and energy efficiency



- Distribution grid development
- LPG grid conversion to natural gas
- Maintenance and metering

DIGITIZATION €1.09bn

- Completion of smart meters replacement programme
- Assets digitization
- Processes digitization

ADD. GAS
DISTRIBUTION
PERIMETER
€0.37bn

- Streamline organisation
- Acquisition of additional 150k PDR
- Technical capex in assets acquired

CENTRALIZED €0.36bn

- ICT
- Real Estate
- Other





NETWORK

Maintenance and growth capex

€3.06bn

CAPEX

Network spending, well balanced between maintenance and growth

Maintenance of existing network



Extensions and new grids



Investments induced by tenders



GPL conversions



Technical Innovation and energy efficiency







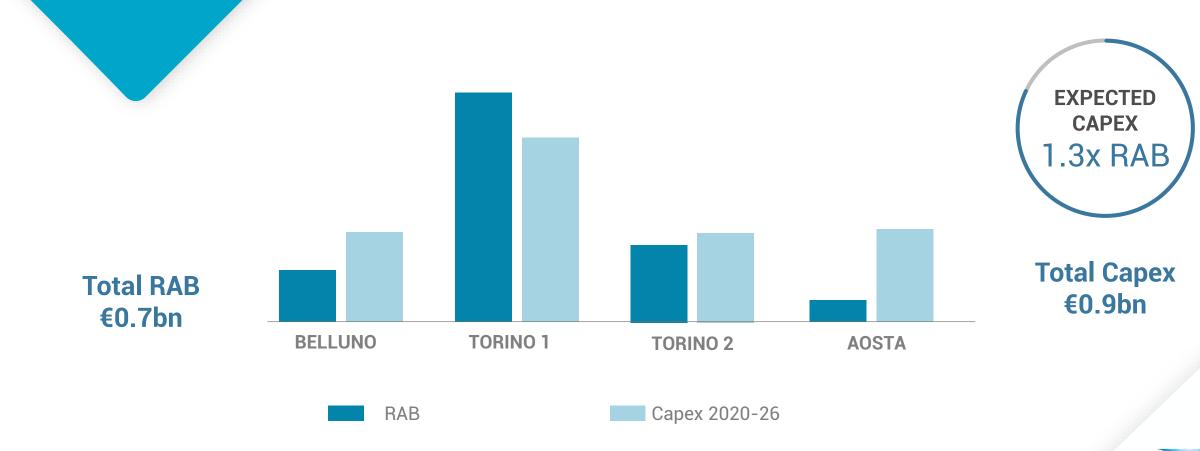


NETWORK

Growth opportunity induced by tenders



Tenders completed prove that capex deployment in ATEMs post tender is material



SARDINIAKey targets

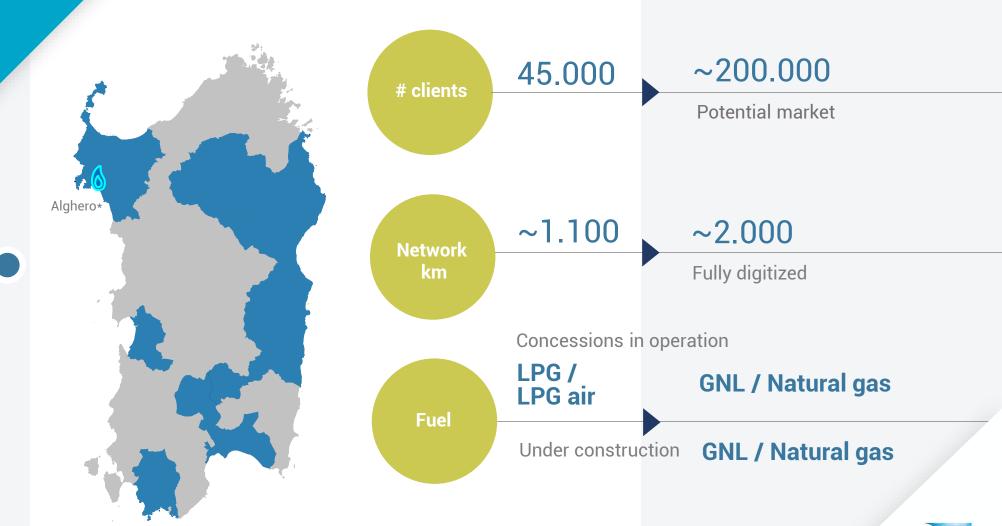
E-MARKET SDIR CERTIFIED

TODAY

TOMORROW

7 operating concessions 10 under construction

~800 Km completed as of today





4 STRATEGIC PILLARS

Enabling a more sustainable path for gas







Digital Transformation

Key for energy transition. Leadership in asset, processes and workforce digitization and technical innovation to reduce costs, increase efficiencies and reliability







E-MARKET SDIR CERTIFIED

DIGITAL TRANSFORMATION

ASSETS

PROCESSES

WORKFORCE









Cloud

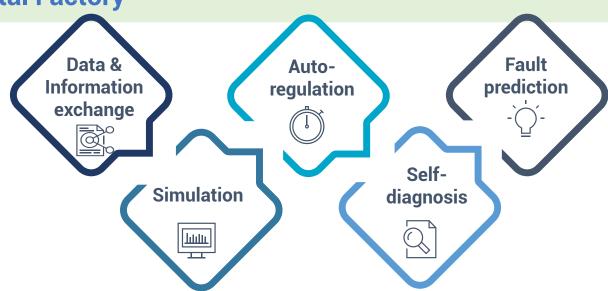


IoT platform / Data Lake



Digital Factory

Combining IoT, Big Data/AA, Digital and blockchain



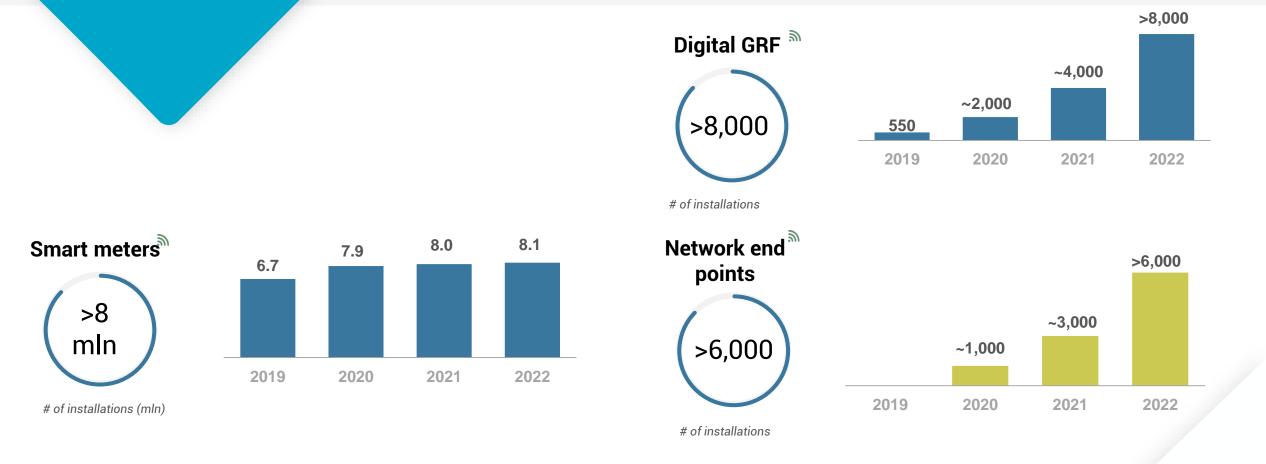


DIGITIZATION

E-MARKET SDIR CERTIFIED

Assets, some numbers

Targeting digitization of the whole network by early 2022



DIGITAL FACTORY a unique asset





Accelerator of Italgas' transformation

INNOVATION



Optimization, simplification and digitization of the main business processes and support functions, increasing their efficiency and effectiveness, through the adoption of new technologies



MOBILIZATION OF PEOPLE



Daily involvement of cross-functional teams (the "digital rooms") to enhance skills and experiences of people working every day for the success of the company



AGILE WAY OF WORKING



Agile releases in only 4 months of the first solution (MVP1), equipped with the priority features and functionalities, identified by the team and shared with the business in order to ensure successful and quick impact



DIGITAL FACTORY Firing on all cylinders



9 business processes since digital factory kick-off



DIGITIZATION

Major technical innovations underway





- ✓ Gas pre-heating Optimization & Saving Energy
- ✓ Leak survey with CRDS technology (Picarro)
- Highest technological and safety standards in odorization control and pressure management
 - A new management and control system to optimise and adjust the gas pressure in each section of the distribution network
 - New field analysis devices that measure and automatically adjust the odorization ratio
- ✓ Advanced RTUs to control and manage the network
- ✓ Micro-turbines to produce electricity for local use exploiting gas pressure reduction
- ✓ Localization of underground assets



DIGITIZATIONMethane emissions



Picarro has transformed our ability to detect, control and reduce methane emissions

TARGET
>20%
LOWER CH4
EMISSIONS
by 2026

 Length of inspected gas network:

2019

- 16,111 km for Italgas Reti
- 4,070 km for Toscana Energia
- Success rate 88 %
 (percentage rate between reported leaks and actual leaks)
- 10,319, the number of repaired leaks out of 20,181 km of the inspected gas network

 Length of inspected gas network:

As of 08/2020

- 35,303 Km for Italgas Reti
- 4,394 Km for Toscana Energia
- Success rate 74%
 (percentage rate between reported leaks and actual leaks)
- 21,368, number of repaired leaks out of 39,697 km of the inspected gas network

 Progressive reduction of LISA1 emissions (LISA/km)

PLAN PERIOD

- Increased attention on super emitters
- Reduction of time for maintenance of leaks (1/3 compared to ARERA standards)
- Reduction of max time for detection of LISA (max 10ds)

ANNUAL
INSPECTION OF
THE WHOLE
NETWORK



DIGITIZATIONValue creation





Getting ready for a future scenario of standard capex / opex based regulation



~ €50m capex impact



~ €160m P&L impact



✓ **ICT:** cloud adoption and reduction of software development requests



✓ ICT: cloud adoption to drive opex reduction



✓ Network: more efficient maintenance capex through workforce reorganization and intervention optimisation



✓ Operation: savings from activities to end-users, penalties reduction, grid maintenance efficiencies



✓ Increase of ARERA incentives thanks to new technologies for leak detection activity



4 STRATEGIC PILLARS

Enabling a more sustainable path for gas





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New opportunities

Leveraging on existing internal capabilities (Water, Esco, Services) and preparing for the new energy world (Power to Gas project)



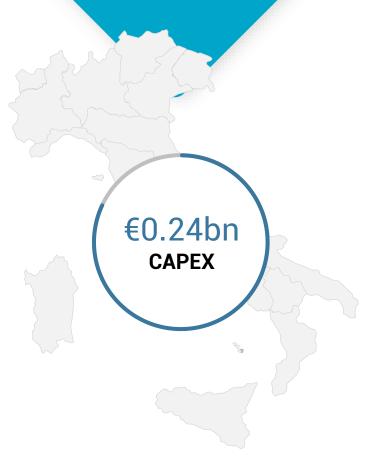
Financial Structure & Shareholders' Returns

To ensure value creation, support growth opportunities and guarantee a robust shareholder's return



NEW OPPORTUNITIES

Leveraging on internal capabilities



CURRENT FOOTPRINT

WATER €0.12bn

Italgas Acqua



ENERGY EFFICIENCIES €0.10bn

Seaside and Toscana Energia Green



PILOT PROJECTS AND R&D €0.02bn

Smart meters and digitization expertise









Best practices in gas network management applied to water networks



Acquisition of new concessions

ITALGAS ACQUA

- Serving 5 municipalities in the province of Caserta
- Small scale (Revenues ~ 7mn)
- Fully digitized network by 2021



ADVANTAGES

- ✓ Deep understanding of the regulation and knowledge of the business
- ✓ Expertise in managing pipeline networks
- Opportunity to digitise new grids replicating what already done by Italgas Acqua
- ✓ Solid expertise in water leakages management and reduction
- ✓ Sustainability focus







Strong potential from growing focus on energy efficiency, boosted by Italian State support schemes



2 ESCOs 1 Company

- Seaside and Toscana Energia Green offer a solid platform
- Business integration allows for significant synergies





COMBINED GROWTH

- High potential thanks to complementarity of businesses (geography, customer base)
- Focus on Buildings energy renovation and Digital Services

EXTERNAL GROWTH

Scouting for new opportunities

- to expand the scale of services offered
- to consolidate a fragmented sector gaining economies of scale



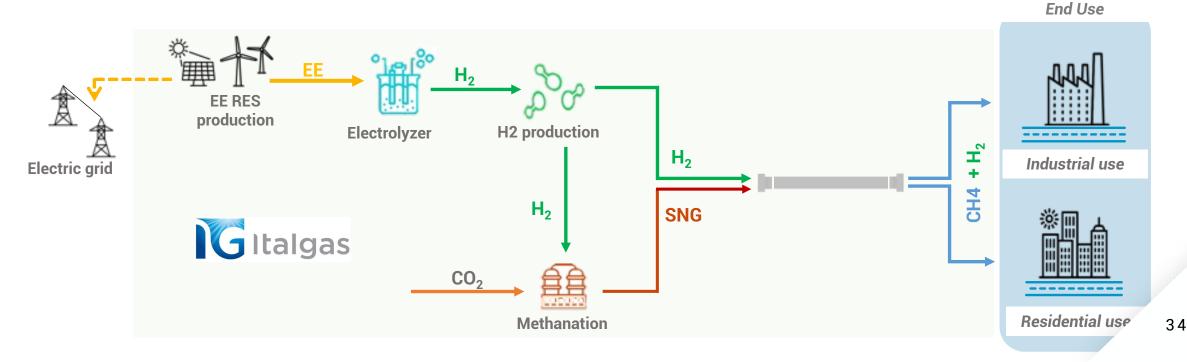
POWER TO GAS Preparing for the future

PILOT PROJECT

 Realisation of a pilot power-to-gas project using excess renewables energy in collaboration with industrial partners, the Polytechnic of Turin and the University of Cagliari

ADVANTAGES

- ✓ Small scale initial investment with potential for ramp up
- ✓ Exposure to the whole value chain of green hydrogen production
- ✓ Evaluate implications of hydrogen transport on gas distribution equipment and network
- ✓ Project eligible for European funds

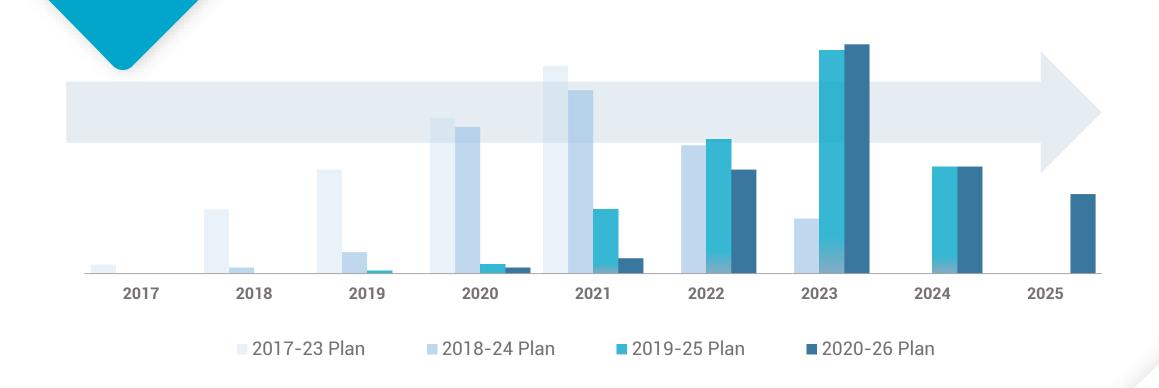




TENDERSNew assumed calendar



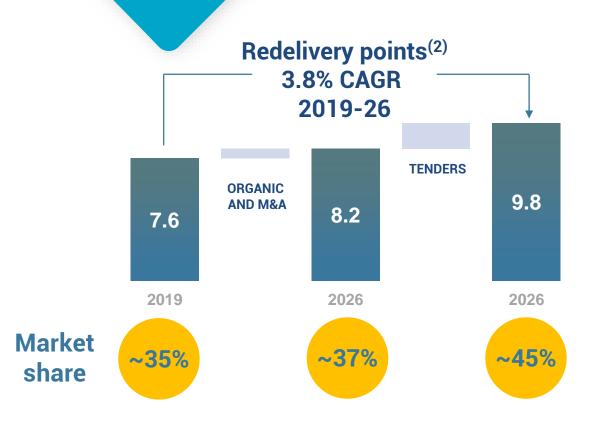
2023 peak year in terms of awarded tenders Completion by 2025



TENDERSGrowth opportunity



We have kept a conservative approach on capex induced by the ATEMs awarded



Tenders Capital deployment



Award of 74 ATEMs

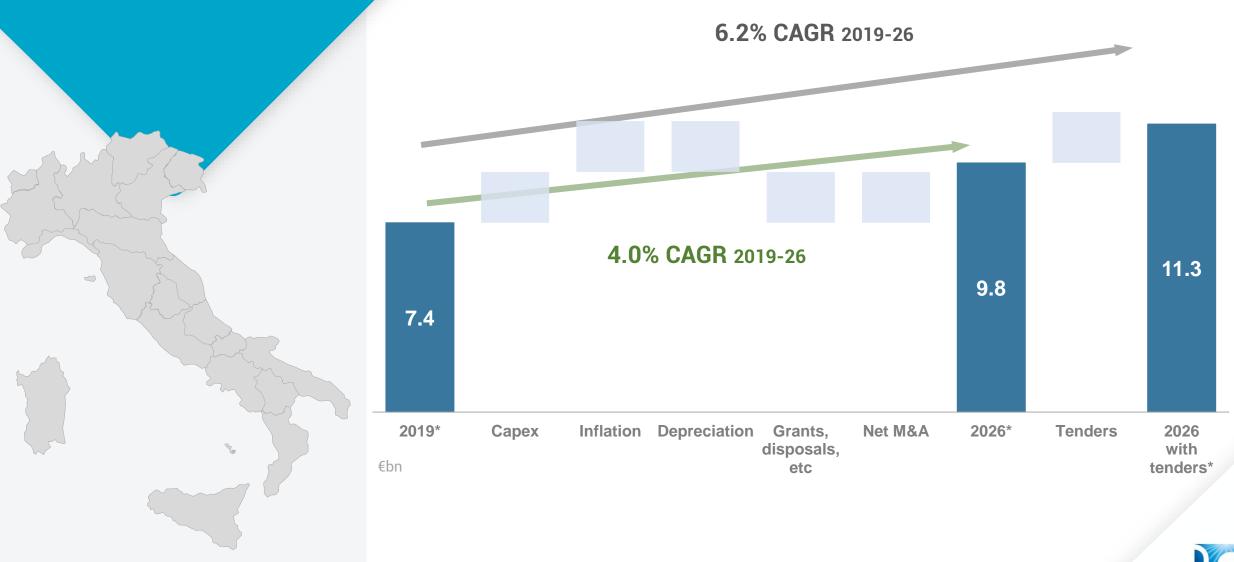
CAPEX INDUCED BY TENDERS €0.8bn

Technical capex in assigned ATEMs



RAB GROWTH Superior RAB growth



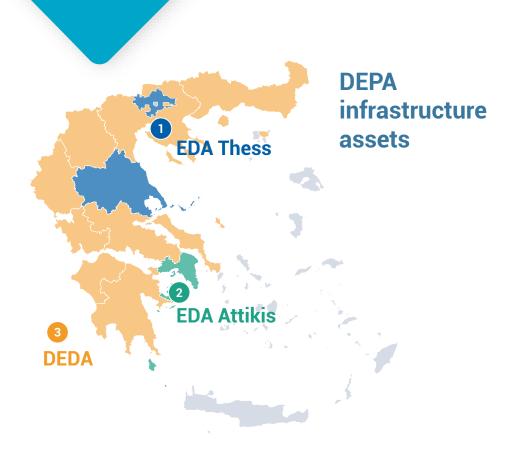




POTENTIAL GROWTH OUTSIDE ITALY Monitoring opportunities



Italgas has been shortlisted for DEPA privatization in Greece. Fits with our investment criteria



INVESTMENT CRITERIA

- Comparable sovereign risk
- Ability to exercise an industrial role
- Visible and established regulatory framework
- Similar-risk adjusted returns to those available in Italy
- Size comparable to Italian large-medium ATEM



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Enabling a more sustainable path for gas





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To ensure value creation, support growth opportunities and guarantee a robust shareholder's return





DISTRIBUTION COSTS

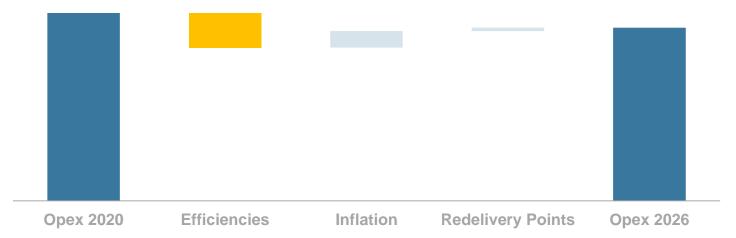
Reduction aligned with ARERA

Technological innovation and digitization to drive efficiencies

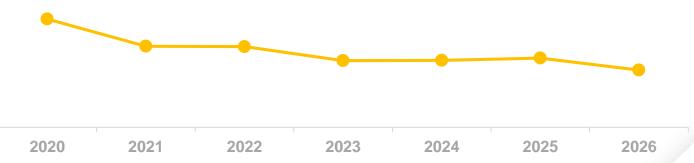
Operating costs drop to offset the negative impact from regulatory X-factor over the plan



Distribution operating expenses without tenders*



Unitary cost per redelivery point**





DISTRIBUTION COSTS

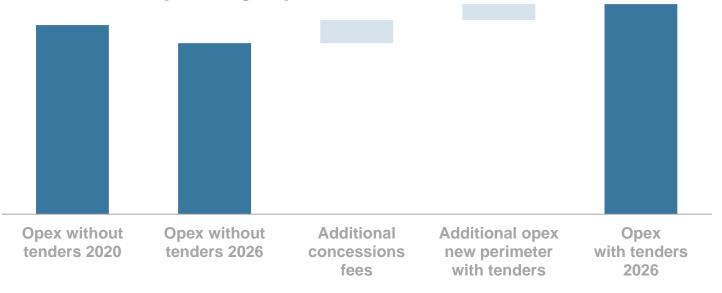
Further efficiencies with tenders

Most of the operating cost increase related to higher concession fees

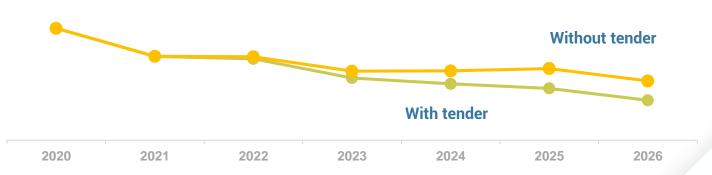
Further efficiencies driven by higher economies of scale and optimised geographical footprint



Distribution operating expenses*



Unitary cost per redelivery point**







A key source of value creation

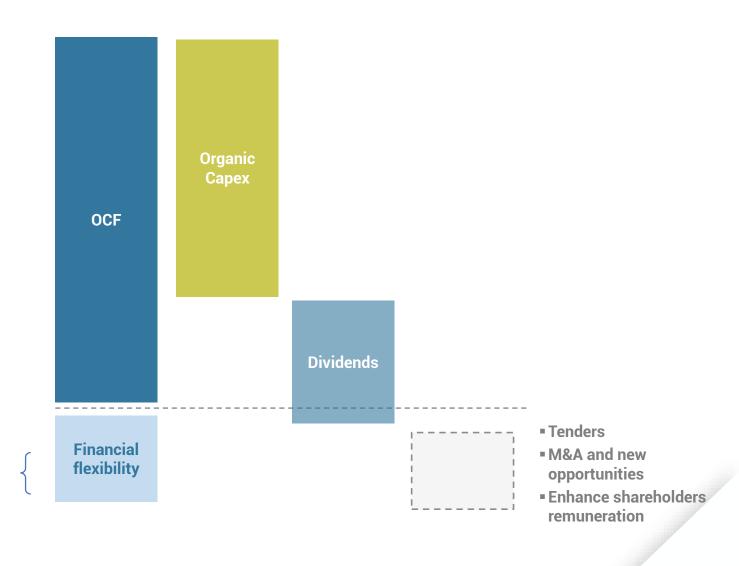
Support capex growth maintaining flexibility for tenders, new opportunities and dividends through cash-flow generation

Preserve

credit rating

current

Preserve a solid investment grade profile



FINANCIAL STRATEGY

A key source of value creation

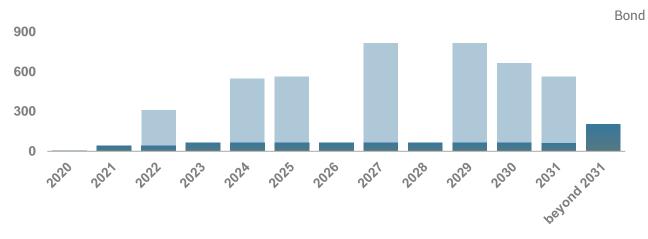
Limited refinancing and liquidity needs

Long tenor
Low exposure to interest rates
volatility

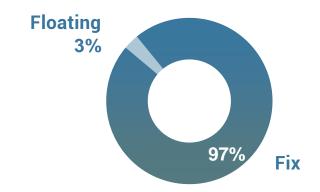
Explore green and sustainable finance options

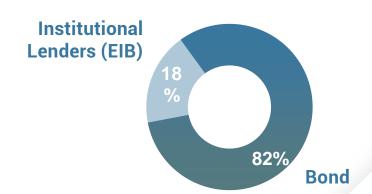
Best in class cost of debt of c1% and headroom for further reduction

9M 2020 Debt Maturities



9M 2020 Debt Structure



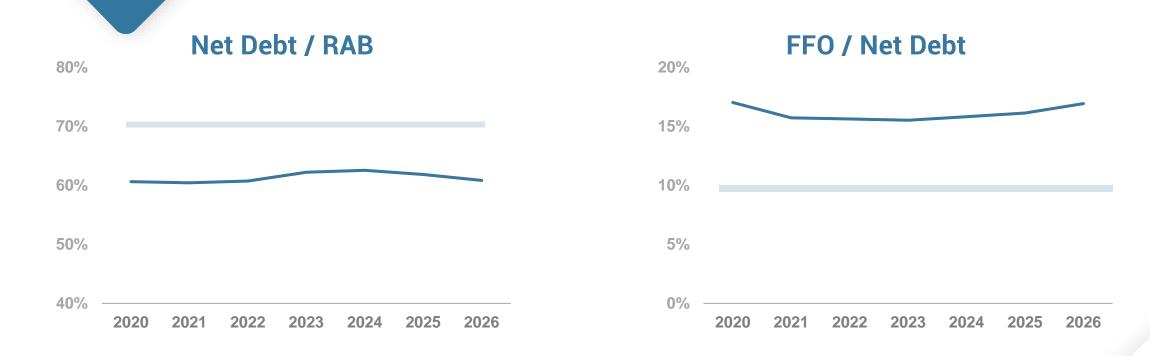




CREDIT METRICS

Moody's Baa2 Fitch BBB+

Credit metrics remain within range through the plan



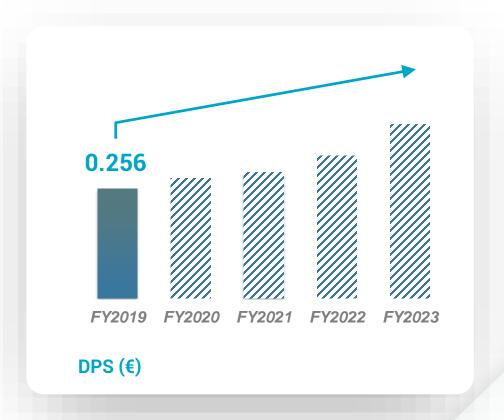


SHAREHOLDER REMUNERATION New DPS policy to 2023

New 2020-23 Dividend Policy designed to allow investors to keep benefitting from underlying business growth

Higher between

- ✓ DPS equal to 65% payout on Adjusted Net Income
- ✓ DPS 2019 +4% per annum



CLOSING REMARKS



Digital Transformation is our core focus
... to transform our assets, processes and people
Support energy transition and decarbonization path
Leverage our core competences to expand our business
Improved our dividend policy



Create value for our stakeholders



APPENDIX





SUSTAINABILITY PLAN

Our goals





- 1
- DEVELOP THE SUSTAINABILITY CULTURE
- Strengthen and enhance the sustainability positioning;
- Promote the sustainability culture along the value chain



2

PUT PEOPLE AT THE CENTRE

- Protect and optimise know-how and harmonise operational processes;
- Develop skills;
- · Engage employees and ensure their well-being;
- Promote diversity and equal opportunities;
- · Strengthen employee dialogue and engagement



- CREATE VALUE FOR THE TERRITORY AND COMMUNITIES
- Give back to the reference territory.



CREATE VALUE FOR CUSTOMERS AND THE MARKET

- · Harmonize processes with sales companies;
- Shorten the distances from the end customer.



5 EFI

CONTRIBUTE TO THE EFFICIENCY AND SECURITY OF THE SYSTEM

- Improve energy efficiency and reduce the carbon footprint;
- Develop gas advocacy;
 - Enable circular economy process.







FOCUS Developing a sustainability culture

Our effort to integrate sustainability in the corporate culture and industrial processes is getting recognised















ALLOWED RETURN post resolution 570



€mn	2019	2020-21

		Distribution	Metering	Distribution	Metering
Risk Free	rf	0,5%	0,5%	0,5%	0,5%
Total Market return	TMR	6,0%	6,0%	6,0%	6,0%
Country Risk premium	CRP	1,4%	1,4%	1,4%	1,4%
βeta unlevered	βunlevered	0,439	0,502	0,439	0,439
βeta levered	β levered	0,706	0,807	0,706	0,706
Real Cost of Equity		5,8%	6,3%	5,8%	5,8%
Country Risk premium		1,4%	1,4%	1,4%	1,4%
Debt risk Premium	DRP	0,5%	0,5%	0,5%	0,5%
Tax Shield	tc	24,0%	24,0%	24,0%	24,0%
Real Cost of Debt		1,8%	1,8%	1,8%	1,8%
Leverage	D/E	80,0%	80,0%	80,0%	80,0%
Gearing	D/(D+E)	44,4%	44,4%	44,4%	44,4%
Inflation	rpi	1,7%	1,7%	1,7%	1,7%
Tax Rate	Т	31,0%	31,0%	31,0%	31,0%
F Factor	***************************************	0,5%	0,5%	0,5%	0,5%
Allowed Return		6,3%	6,8%	6,3%	6,3%



THE LEADING GAS DISTRIBUTOR in ITALY

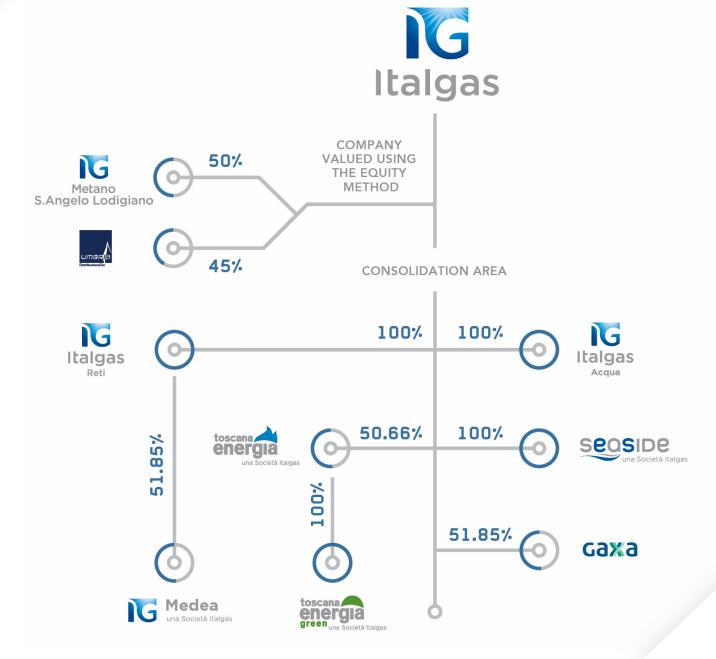
	OPERATING HIGHLIGHTS (TOTAL)	OF WHICH AFFILIATES
Network length	72,719 km	1.873 km
Municipalities	1,886	61
Redelivery Points	7.738 mn	0.153 mn
Market Share ⁽¹⁾	35%	0,1%





GROUP STRUCTURE





Disclaimer



Italgas's Manager, Giovanni Mercante, in his position as manager responsible for the preparation of financial reports, certifies pursuant to paragraph 2, article 154-bis of the Legislative Decree n. 58/1998, that data and information disclosures herewith set forth correspond to the company's evidence and accounting books and entries. This presentation contains forward-looking statements regarding future events and the future results of Italgas that are based on current expectations, estimates, forecasts, and projections about the industries in which Italgas operates and the beliefs and assumptions of the management of Italgas. In particular, among other statements, certain statements with regard to management objectives, trends in results of operations, margins, costs, return on equity, risk management are forward-looking in nature. Words such as 'expects', 'anticipates', 'targets', 'goals', 'projects', 'intends', 'plans', 'believes', 'seeks', 'estimates', variations of such words, and similar expressions are intended to identify such forward-looking statements. These forward-looking statements are only predictions and are subject to risks, uncertainties, and assumptions that are difficult to predict because they relate to events and depend on circumstances that will occur in the future. Therefore, Italgas's actual results may differ materially and adversely from those expressed or implied in any forward-looking statements. Factors that might cause or contribute to such differences include, but are not limited to, economic conditions globally, political, economic and regulatory developments in Italy and internationally. Any forward-looking statements made by or on behalf of Italgas speak only as of the date they are made. Italgas does not undertake to update forwardlooking statements to reflect any changes in Italgas's expectations with regard thereto or any changes in events, conditions or circumstances on which any such statement is based. The reader should, however, consult any further disclosures Italgas may make in documents it files with the Italian Securities and Exchange Commission and with the Italian Stock Exchange.





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