



# FY 2024 RESULTS & STRATEGY UPDATE







### **DISCLAIMER**

This document contains certain forward-looking information that is subject to a number of factors that may influence the accuracy of the statements and the projections upon which the statements are based. There can be non assurance that the projections or forecasts will ultimately prove to be accurate; accordingly, the Company makes no representation or warranty as to the accuracy of such information or the likelihood that the Company will perform as projected.



# **AGENDA**

- ☐ FY 2024 Highlights and Delivery on our Strategy Paolo Merli, CEO
- □ 2024-2026 Strategy Update Paolo Merli, CEO
- ☐ Financials & Capital Structure Michele Pedemonte, CFO
- ☐ FY & 4Q 2024 Results Review Michele Pedemonte, CFO
- 2025 Guidance & Conclusions Paolo Merli, CEO
- **□** Appendix



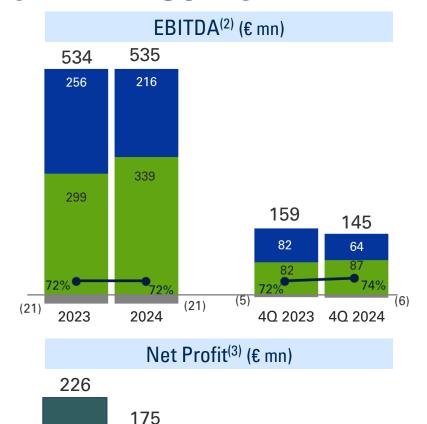


# FY 2024 HIGHLIGHTS AND DELIVERY ON OUR STRATEGY

Paolo Merli - CEO

# 2024 KEY FIGURES<sup>(1)</sup>





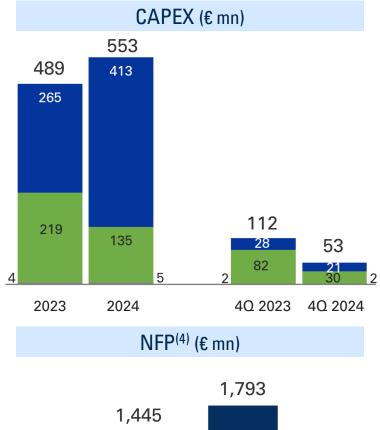


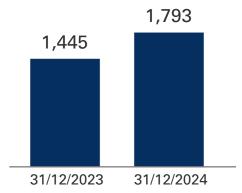
■ EBITDA Margin

International

Corporate

Italy





## Solid results despite the volatile environment

2023

2024

77

40 2023

45

40 2024

<sup>(1)</sup> Adjusted figures on continuing operations (excluding CCGT for FY 2023)

<sup>(2)</sup> It refers to figures net of clawback measures (including IFRS 16 effect)

<sup>(3)</sup> Net Profit post-Minorities, and net of clawback measures

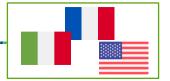
<sup>(4)</sup> It does not include IFRS 16 liability, respectively for €172mn as at 31.12.23, and €229mn as at 31.12.24



# DELIVERING ON OUR STRATEGY

**Solid Execution** 

+579MW: Repowering & Greenfield in Italy and France, M&A in France and entry in the US



Route-to-market Strategy

5 long-term PPAs signed with leading corporates and utilities for ca. 500GWh/year of RES energy



Sustainable Finance

lssued ERG's fourth €500mn Green Bond, EIB financing €243mn for renewable energy development



**ESG** 

Consolidated Top Performance position in main ESG Ratings and included in S&P Yearbook 2025



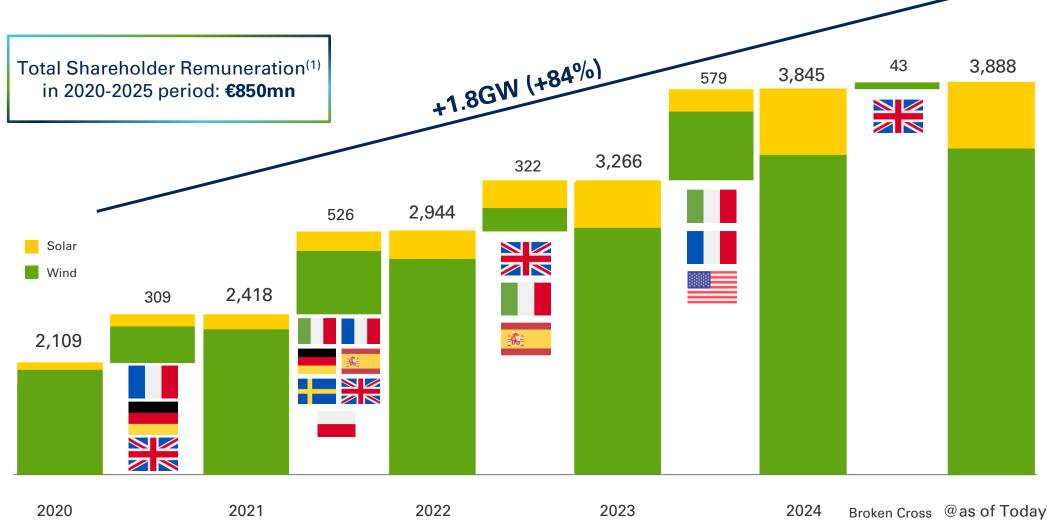
Shareholders Remuneration

€1/sh Dividend + Share Buyback for a total purchase of 1.1mn own shares(1)









Keep delivering on our growth strategy with a mix of internal projects and M&A



# PIONEER IN REPOWERING: FIRST 270MW FULLY IN OPERATION







Gross capacity: 50MW PPA: 15 years, with



Gross capacity: 101MW

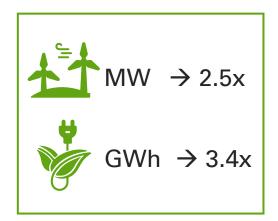


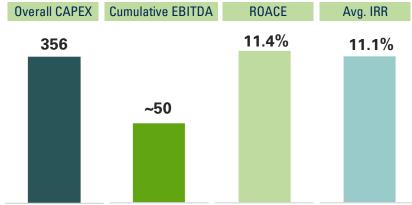
Salemi-Castelvetrano

Gross capacity: 76MW

COD: 2.12.2024

CFD: 20 years

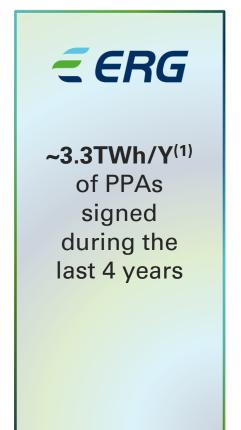


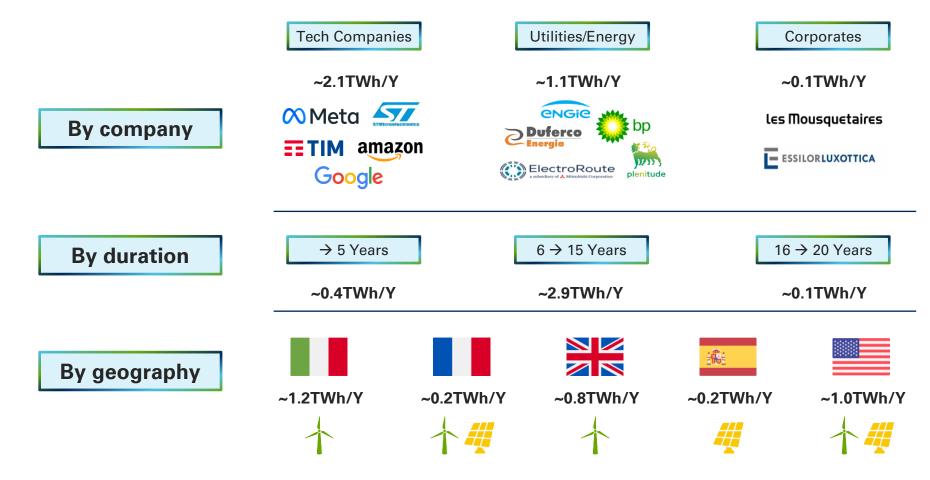


- Ability to capitalize on PPA market: switch from CFD to corporate PPAs, to capture higher returns
- Proven technology with best-in-class availability

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# PRO-ACTIVE ROUTE TO MARKET APPROACH





### ERG well positioned to capture growing energy needs from emerging datacenters



































# REGULATORY FRAMEWORK EVOLUTION IN OUR CORE GEOGRAPHIES

Country	RES Auctions: type & d	Storage: support mechanisms and planning	
	✓ FER X 2 ways CFD	20 years	Capacity mkt 2026-28  MACSE exp in 2025 (delivery 2028)
	✓ 2 ways CFD	20 years	Capacity mkt Expected as of 2026
	✓ 1 way CFD	20 years	Capacity mkt Expected in 2028
	✓ 2 ways CFD	15 years	Capacity mkt 2026-28
	2 ways CFD	12 years	Capacity mkt Expected in 2025

existing / on line in progress / to be scheduled

FERX first auction expected in 2025
New opportunities in BESS to be exploited

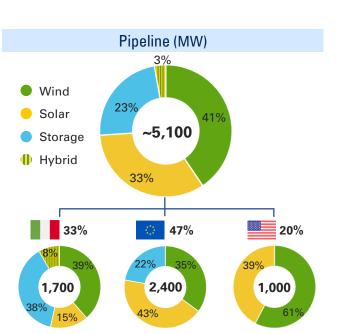
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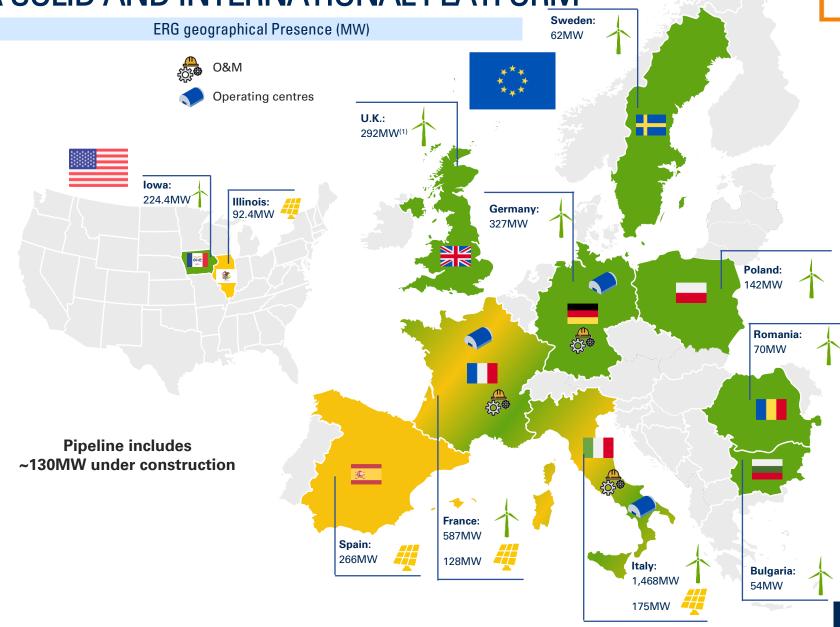
# Installed Capacity (MW) Wind Solar 3,888 83% 42% \$ 50%

1,928

317

1,643





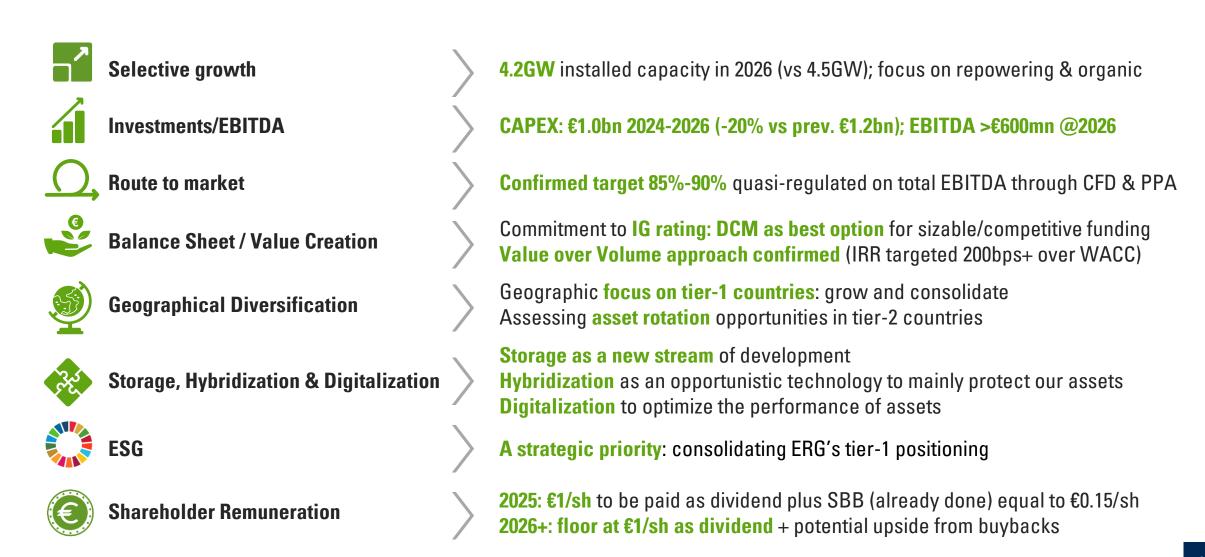


# 2024-2026 STRATEGY UPDATE

Paolo Merli - CEO

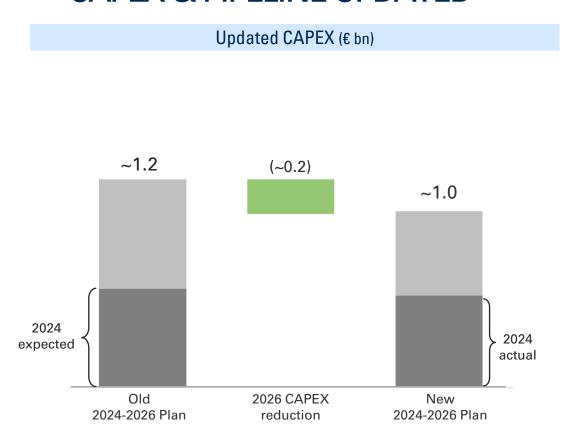


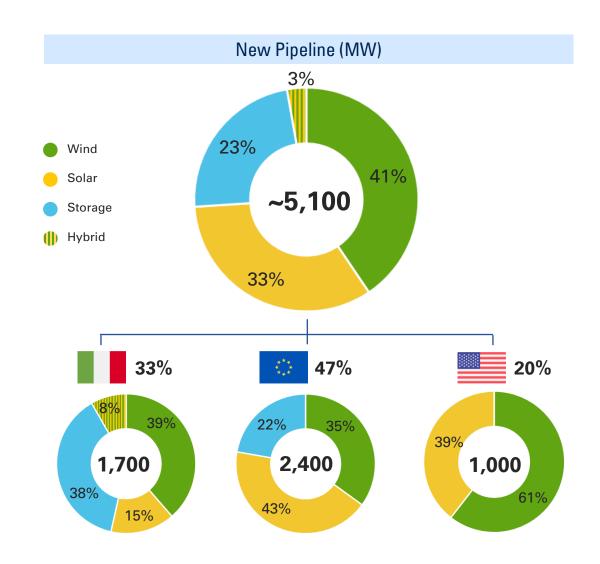
# VALUE OVER VOLUME APPROACH REINFORCED





# **CAPEX & PIPELINE UPDATED**





Size of pipeline maintained, reducing solar exposure & more focus on flexibility



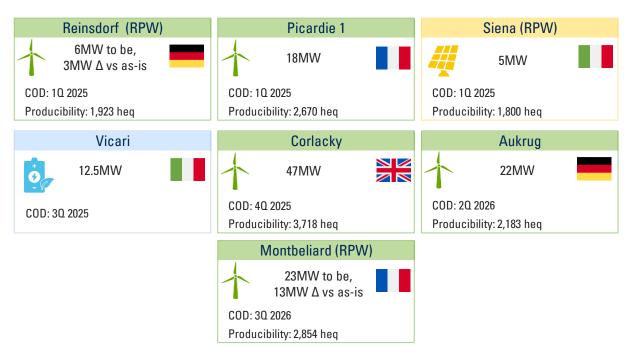
# RELYING ON A FULLY SECURED GROWTH IN THE SHORT TERM











~130MW<sup>(1)</sup> under construction, route to MKT secured ~500MW<sup>(2)</sup> fully authorized, waiting for auctions and FERX

Adding visibility to our growth prospects in IT, FR, UK and DE. First move in Storage

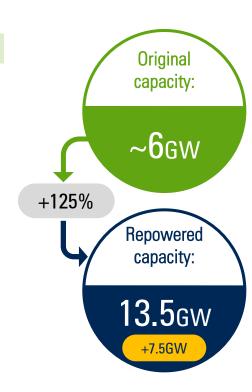


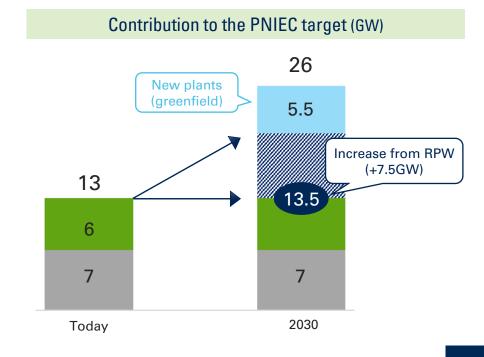
# REPOWERING: ITALIAN CASE

- More than 45% of the current Italian wind fleet can be repowered: ~6GW out of 13GW
- Repowering is key to achieving the 2030 NECP target for onshore wind: 26GW
- Through **repowering**, **potential increase of** installed **wind capacity by +7.5GW**, i.e. ~58% of the required addition to achieve the PNIEC target

### Repowering potential: Selection criteria

- 1 End of incentives by 2029
- 2 WTG size not exceeding 2GW
- 3 Wind farms of at least 3 WTG
- 4 Wind farms with a capacity of at least 5MW

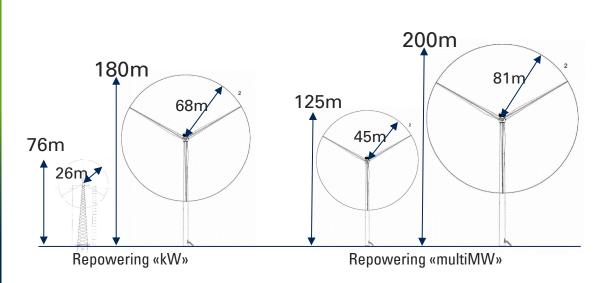






# REPOWERING AS A STRATEGIC PILLAR IN ITALY AND ABROAD





		Project	MW as is	MW to be	Delta MW	Delta Prod.	VIA Decree	AU Decree
$\bigcap$		1	10	30	2x	2x	✓	✓
Ш		2	10	20	2x	3x	$\checkmark$	$\checkmark$
Ш	<u>9</u>	3	50	100	2x	3x	$\checkmark$	$\checkmark$
Ш	<b>≥</b>	4	30	60	2x	3x	$\checkmark$	$\checkmark$
	REPOWERING KW	5	10	20	2x	3x	$\checkmark$	ongoing
	OWE KW	6	30	35	1x	2x	$\checkmark$	ongoing
Ш	P	7	40	120	3x	4x	$\checkmark$	$\checkmark$
1	8	8	15	45	3x	3x	$\checkmark$	ongoing
• 11		9	35	70	2x	2x	$\checkmark$	ongoing
		Subtotal	230	500	2x	3x		
- [[	MULTI	10	30	60	2x	3x	ongoing	ongoing
		11	40	60	1x	2x	ongoing	ongoing
	JUL MW	12	30	50	2x	2x	ongoing	ongoing
Ų		Subtotal	100	170	2x	2x		
	<b>∞</b> }						Perm	nitting
IJ	VCE VAI	no. 3	30	60	2x	2x	1/3 aut	horised
	FRANCE & GERMANY	no. 4	60	70	1x	2x	2/4 aut	horised
	# 5	Subtotal	90	130	1x	2x		

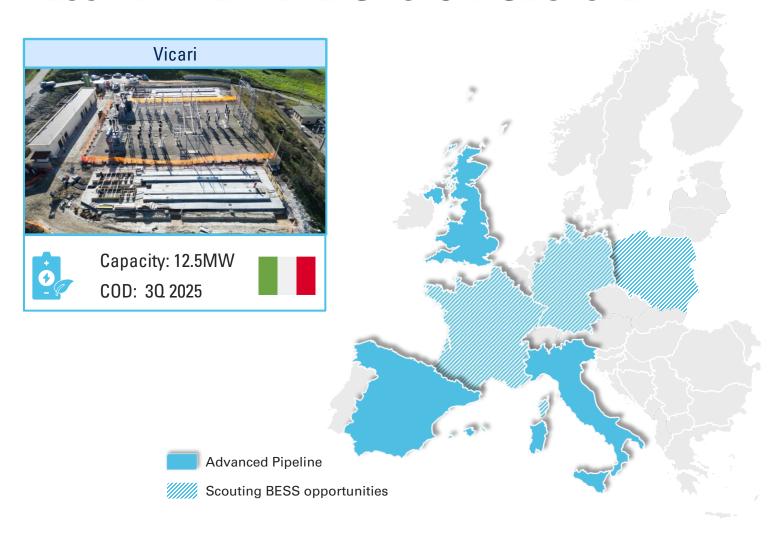
### Pioneer in the RPW with:

- 269MW already in operation
- 29MW under construction

A more sizeable pipeline in Repowering to be activated opportunistically



# **BESS - BATTERY ENERGY STORAGE SYSTEM**



**Advanced Pipeline** of ~120MW, of which:



22MW fully permitted

37MW fully permitted

**Long-Term Pipeline** of ~1GW in:













# **ESG: A STRATEGIC PRIORITY**



- ✓ Net Zero target by 2040 to continue decarbonization path
- ✓ Circular Economy: minimizing waste in wind repowering
- ✓ Natural Capital Preservation in our organic RES developments



- ✓ Sharing Value with Local Communities
- **ERG Academy** to engage next generation in energy transition



- Safety first is a priority in all our actions
- **DEI&B**(1) well defined goals to foster engagement & empowerment





- ✓ Enhancing governance model by promoting ethical and responsible business conduct
- **Engaging the supply chain** in decarbonization, D&I, and protecting Human Rights





























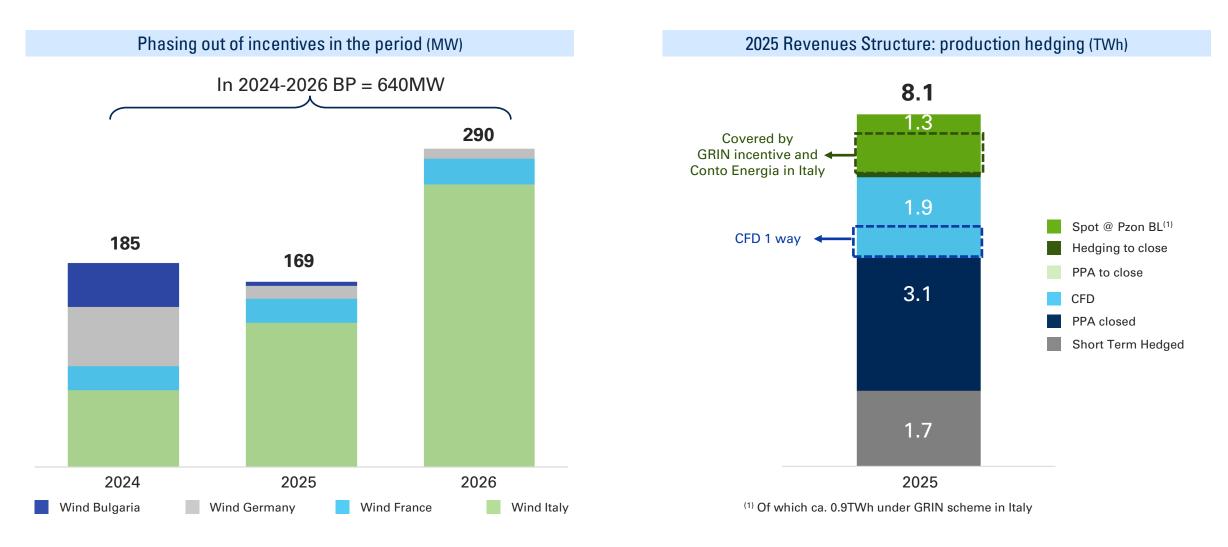


# FINANCIALS & CAPITAL STRUCTURE

Michele Pedemonte - CFO



# 640MW OUT OF INCENTIVES IN THE BP PERIOD

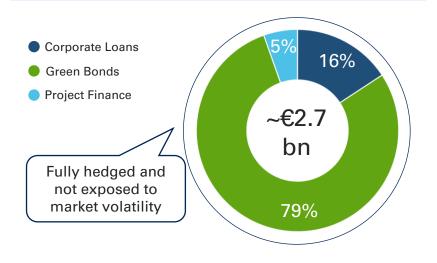


PPA as route to market to stabilize revenues after the end of incentives

# A SOLID FINANCIAL STRUCTURE



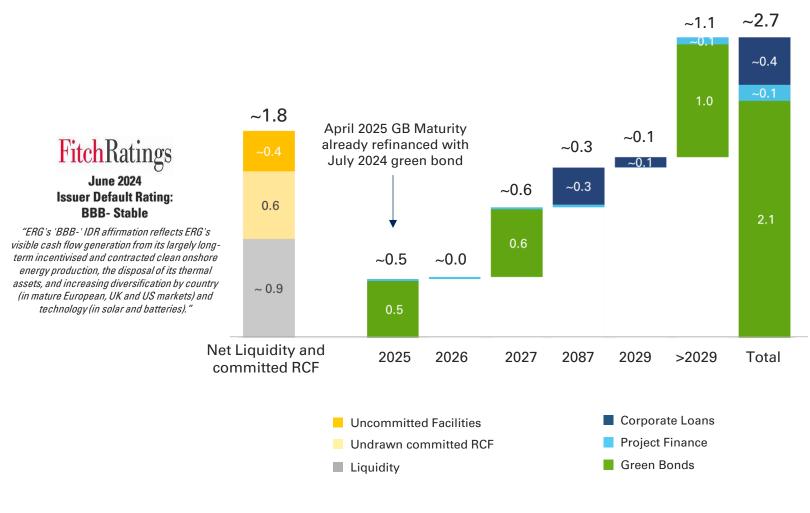




### Sustainable vs Traditional Finance



### Repayment Schedule based on stock as of December 2024<sup>(1)</sup> (€ bn)

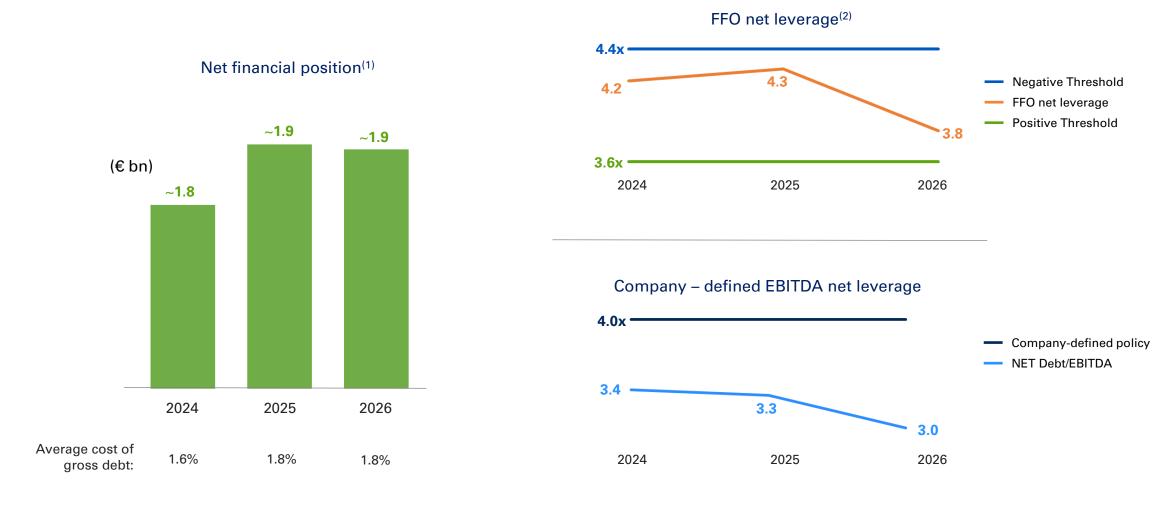


### A strong and efficient balance sheet with a well-spread repayment schedule

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# INVESTMENT GRADE RATING ALWAYS A PILLAR OF ERG GROWTH PLAN

Net financial position, FFO net leverage & company-defined EBITDA net leverage



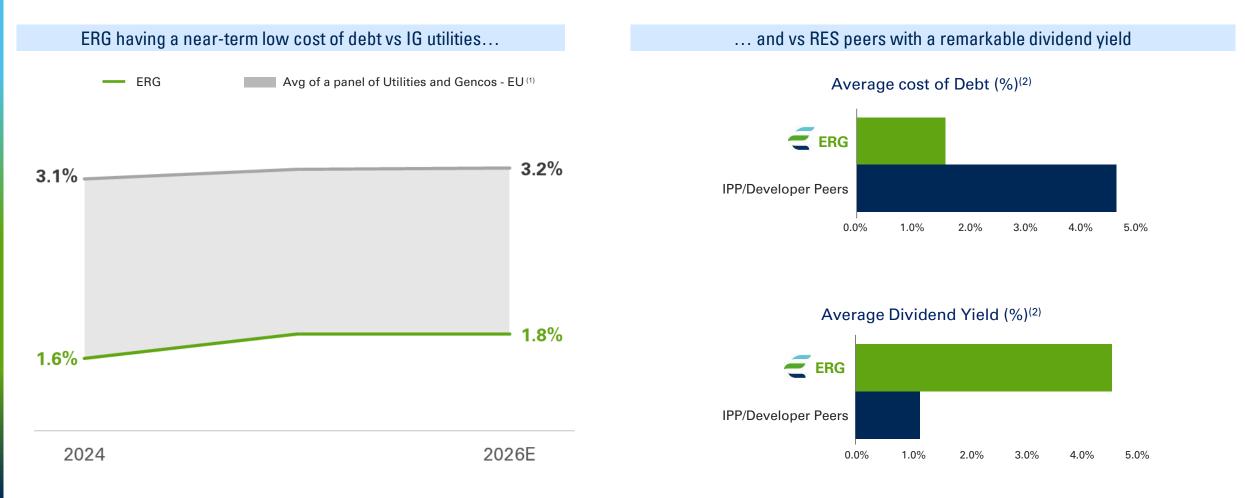
**Strong Commitment to IG rating** 

<sup>(1)</sup> Excluding IFRS 16 liability

<sup>(2)</sup> Based on ERG's estimates



# COST OF ERG SUSTAINABLE DEBT REMAINS MODERATE



### ERG has the lowest cost of debt and the highest dividend yield vs pure players

<sup>(1)</sup> Internal estimation based on latest publicly available data (ENEL, Orsted, A2A, Iren, Acciona Energia)

Data referred to 2023-2024 (Voltalia, Neoen, Encavis, Solaria, Terna Energy, Grenergy, Boralex, Orsted, Acciona Energia, EDPR)

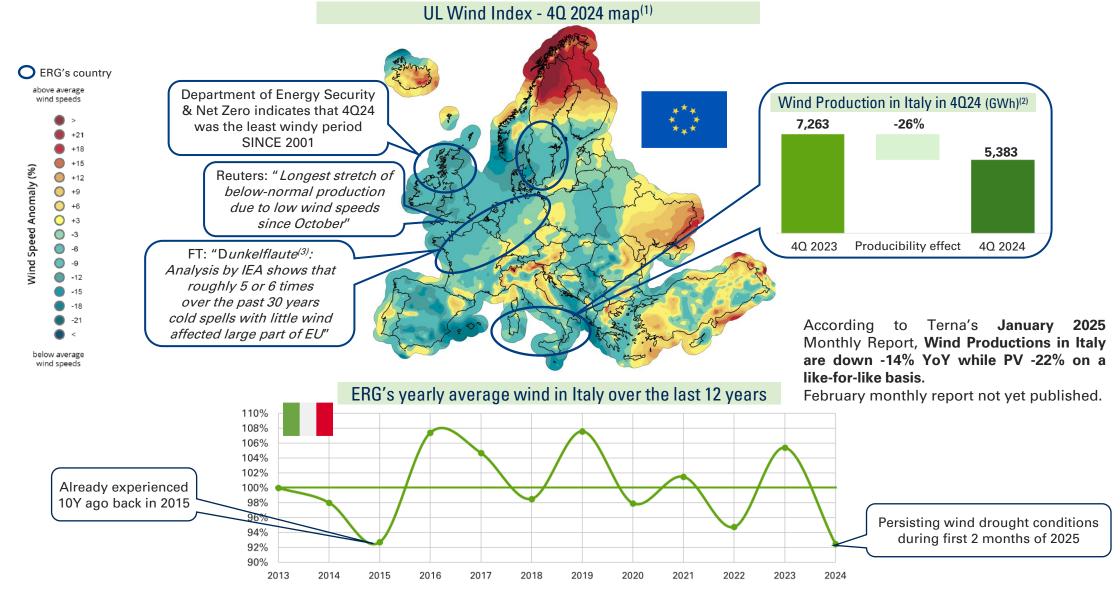


# FY & 40 2024 RESULTS REVIEW

Michele Pedemonte - CFO

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# WIND DROUGHT SINCE OCTOBER CONTINUING IN JAN-FEB 2025



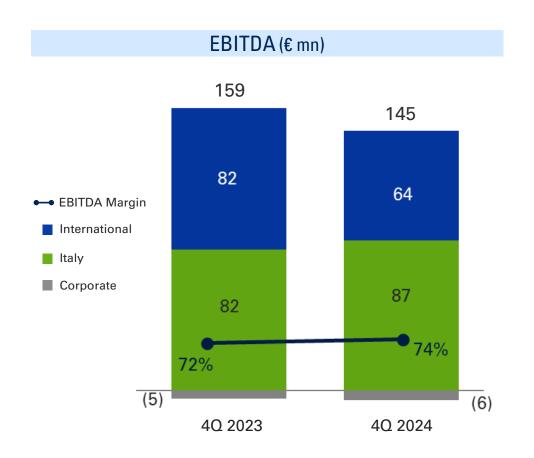
<sup>(1)</sup> Source: UL Wind Index. Wind anomalies are calculated as a percent deviation from the 1995-2019 mean wind speed at 100m above ground level

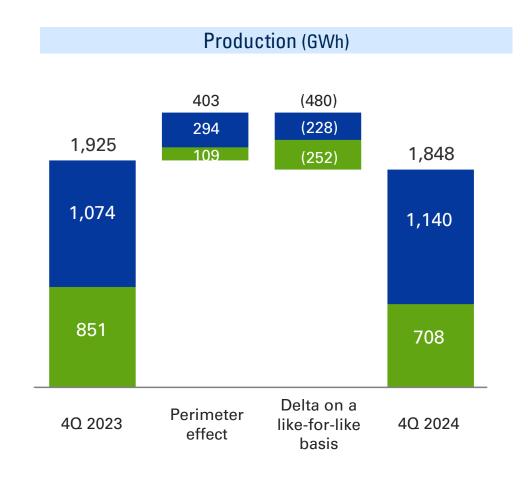
<sup>(2)</sup> Graph based on data from Terna's Monthly Reports on the Electricity System

<sup>(3)</sup> DunkelFlaute: periods with combined wind and solar PV generation very low



# **40 2024 EBITDA & PRODUCTION**

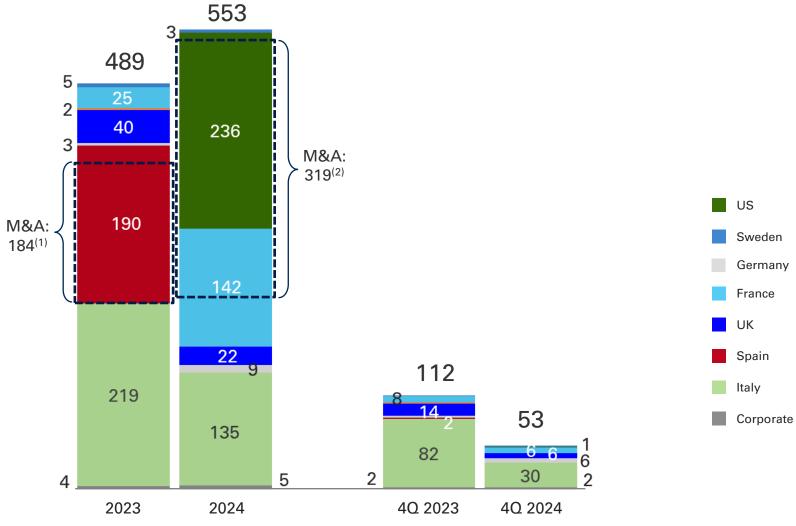




Exceptional wind drought across EU only partially offset by larger installed capacity



# **INVESTMENTS**



<sup>(1)</sup> M&A CAPEX related to the closing in Spain of two Solar acquisitions: Garnacha (for about €152mn, closing on June 23, 2023), and Fregenal (for an amount of €32mn, closing on June 30, 2023)

<sup>(2)</sup> M&A CAPEX related to the closing of two Wind & Solar acquisitions in France (for about €84mn, closing on January 29, 2024) and in US (for an amount of €235mn, closing on April 24, 2024)



# **ADJUSTED P&L**

2024	2023	Euro millions	40 2024	40 2023
535	534	Adjusted EBITDA	145	159
(263)	(223)	Amortization and depreciation	(70)	(56)
271	312	Adjusted EBIT	75	103
(27)	(14)	Net financial income (expenses)	(9)	(2)
244	298	Adjusted Results before taxes	66	101
(66)	(71)	Income taxes	(20)	(24)
178	227	Adjusted Results on continued operations	46	77
(3)	(2)	Minority interests	(1)	0
175	226	Adjusted Net Profit	45	77
0	(7)	Adjusted Results on discontinued operations (1)	0	(1)
175	219	Adjusted Results for the period	45	75
27%	24%	Tax Rate	31%	24%

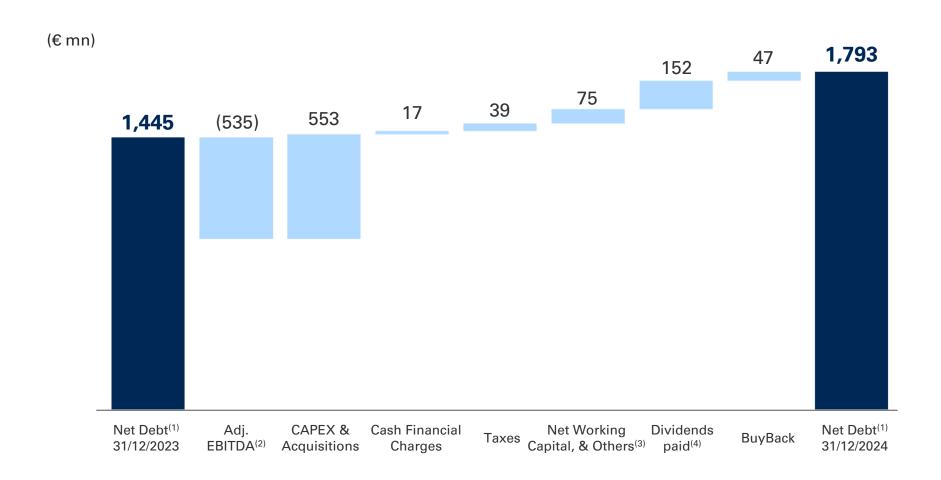




Note: Figures include IFRS 16 effect
(1) FY e 4Q 2023 figures refer to CCGT Results



# 2024 CASH FLOW STATEMENT



<sup>(1)</sup> They do not include IFRS 16 liability, respectively for €172mn as at 31.12.23, and €229mn as at 31.12.24

<sup>(2)</sup> EBITDA includes IFRS 16 effect for €17mn

<sup>(3)</sup> It includes, among Others, reversal of no-cash items (PTC USA)

<sup>(4)</sup> They include €5.6mn of dividends to Minorities

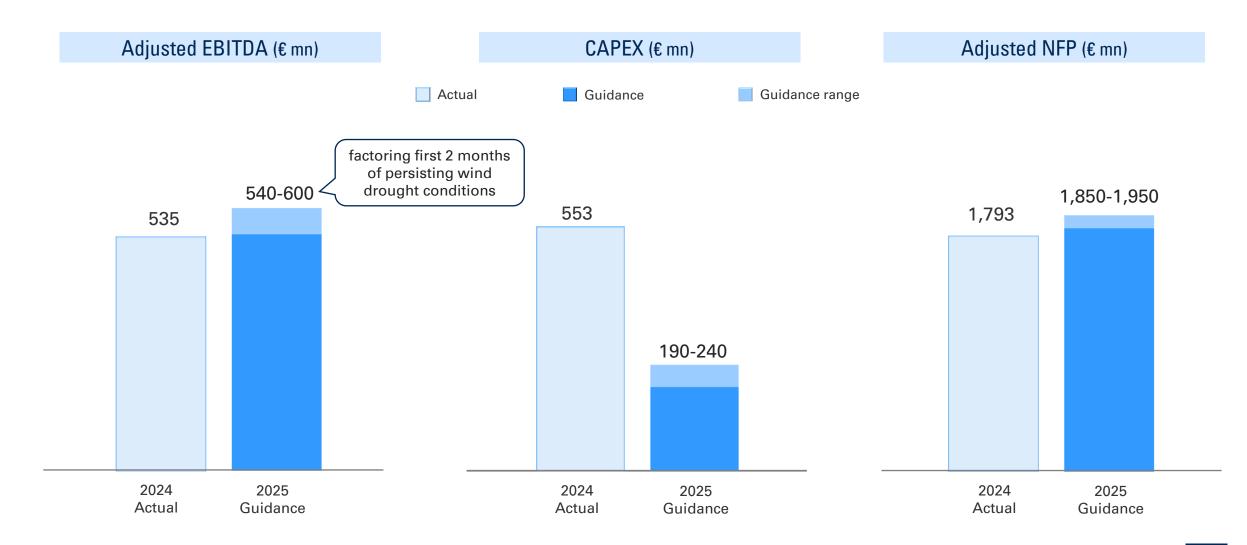


# 2025 GUIDANCE & CONCLUSIONS

Paolo Merli - CEO

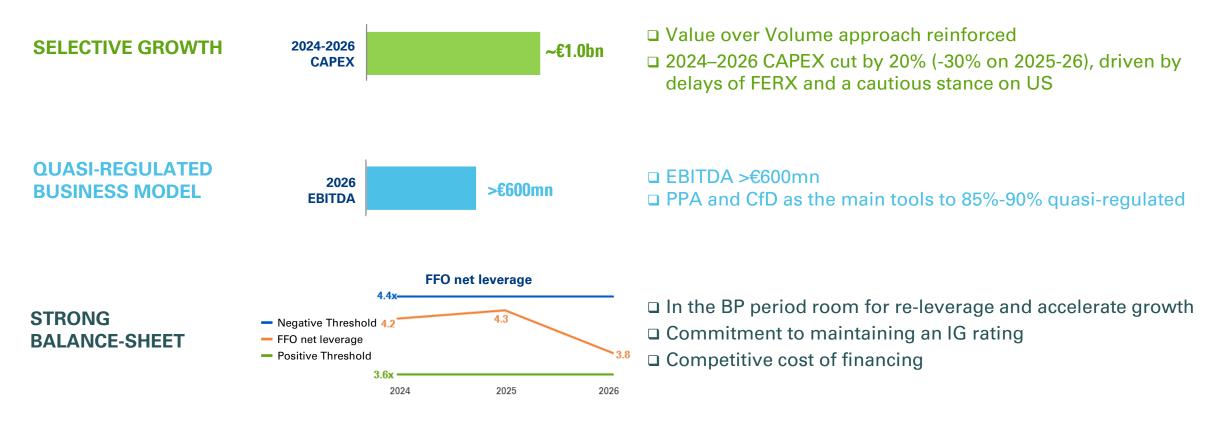


# 2025 GUIDANCE

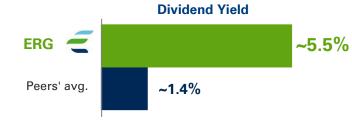




# BECOMING MORE SELECTIVE IN A COMPLEX SCENARIO







□ Superior annual shareholder remuneration with a floor at €1/sh as cash dividend and flexibility to allocate extra-cash on buyback, based on yearly performance and perspectives



# **APPENDIX**

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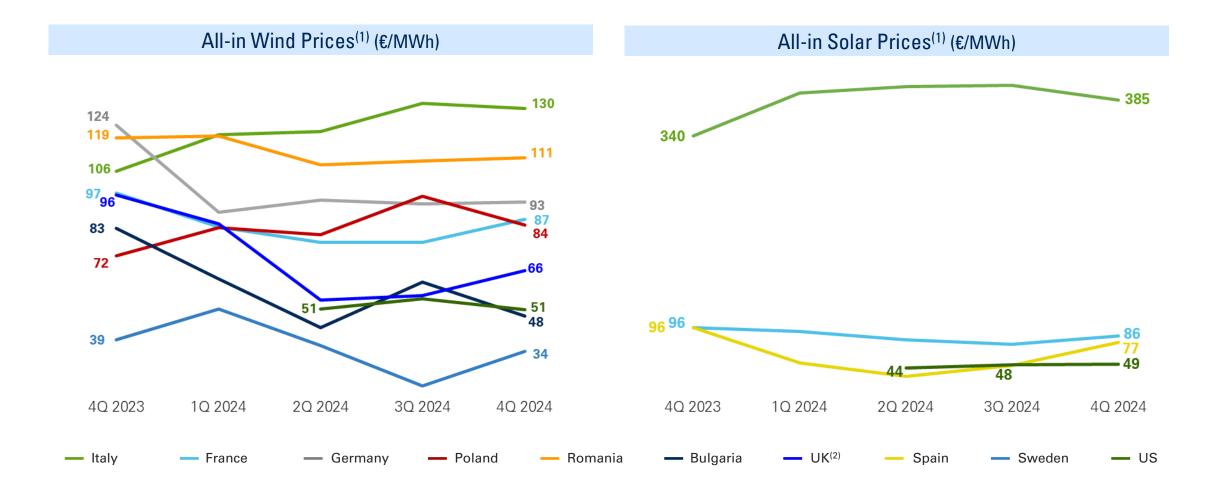
# PRO-ACTIVE ROUTE TO MARKET APPROACH THROUGH VOLATILE YEARS

Country & Asset Type		sset Type	Plants & Capacity	Price Structure	Tenor / Start Date	Counterparty	Volume
<b>†</b>		Greenfield	Evishagaran / Craiggore tot. 70MW	Fixed Price	6 years Jan '22	ElectroRoute a substituty of A Minufelial Corporation	~240GWh/Y Pay as Produced
<b>†</b>		Asset Based FiP expired	Bois Bigot, Bois de l'Arche/Theta PTF 72MW	Fixed Price	5 years Sept – Dec '21	<b>ENGIE</b>	~150GWh/Y Pay as Produced
#		Greenfield	Mulligan 70MW	Fixed Price	12 years Jan '23	bp	~Avg. 133GWh/Y Fixed Shape
1		Greenfield	Great Pathfinder 224MW	Fixed Price	12 years Apr '23	<b>∞</b> Meta	~831GWh/Y Pay as produced
<b>†</b>	X	Greenfield	Sandy Knowe / Creag Riabhach tot. 179MW	Fixed Price	10 years Jan '23	<b>ENGIE</b>	~400GWh/Y Baseload
4	i (Rei	Greenfield	Garnacha 149MW	Discount to Mkt with Floor	12 years from COD (Apr '24)	Google	~190GWh/Y Pay as Produced
<b>†</b>		Repowering	Partinico-Monreale 42MW	Fixed Price	12 years Jan '23	ESSILORLUXOTTICA	~70GWh/Y Baseload
#		Greenfield	Chaume Solar 29MW	Fixed Price	15 years Jan '25	les Mousquetaires	~35GWh/Y Pay as Produced
1		Asset Based FiP expired	Wind Portafolio 48MW equiv. + 53MW	Collar Structure	9 years Jan '23	<b>TIM</b>	~420GWh/Y Baseload + ~120GWh/Y Pay as Produced
<b>†</b>		Repowering	Camporeale + Mineo-Militello- Vizzini tot. 150MW	Fixed Price	15 years Jan '24	STRECORDECTORICS	~250GWh/Y Baseload
1		Greenfield	Roccapalumba 47MW	Fixed Price	20 years from COD (Jun '24)	Google	~100GWh/Y Pay as Produced
1		Asset Based	Rotello 42MW	Fixed Price	5 years Jan '25	<b>Duferco</b> Energia	~100GWh/Y Pay as Produced
1		Asset Based	Wind Portfolio 5MW equiv.	Fixed Price	5 years Jan '25	engie	~44GWh/Y Baseload
1		Asset Based	San Cireo 30MW	Fixed Price	5 years Jan '25	plenitude	~64GWh/Y Pay as Produced
1	<b>-</b>	Greenfield	Corlacky 47MW	Fixed Price	15 years from COD (exp. 4Q '25)	amazon	~180GWh/Y Pay as Produced

TOT: ~3.3TWh/Y<sup>(1)</sup>



# **BUSINESS ENVIRONMENT**



<sup>(1)</sup> Prices net of clawback measures

<sup>(2)</sup> UK prices net of balancing revenues



# A SNAPSHOT OF FY AND 4Q 2024 RESULTS: PRODUCTION

2024	2023	Δ	Energy Production (GWh):	40 2024	40 2023	Δ
2,720	2,784	(64)	Italy	708	851	(143)
1,210	1,315	(104)	France	322	435	(113)
568	629	(62)	Germany	153	217	(64)
710	742	(32)	East Europe	194	236	(41)
588	455	133	UK & Nordics	168	129	38
479	213	266	Spain	63	57	6
684	0	684	US	240	0	240
<b>6,959</b> 1,357 <i>932</i>	6,139	<b>820</b> 1,357 <i>932</i>	Total Energy Production of which, Contribution of new assets: • Wind	1,848 403 <i>361</i>	1,925	(77) 403 <i>361</i>
425		425	• Solar	42		42





# A SNAPSHOT FY AND 4Q 2024 RESULTS: EBITDA

2024	2023	Δ	Adjusted EBITDA (€ mn):	40 2024	40 2023	Δ
339	299	40	Italy	87	82	5
51	81	(30)	France	16	30	(14)
34	68	(34)	Germany	10	21	(11)
54	49	5	East Europe	16	12	4
30	38	(8)	UK & Nordics	8	17	(9)
15	20	(6)	Spain	2	3	(O)
32	0	32	US	12	0	12
(21)	(21)	(0)	Corporate	(6)	(5)	(1)
535	534	1	Total Adjusted EBITDA (1)	145	159	(14)
73		73	of which, Perimeter effect:	26		26
60		60	• Wind	24		24
13		13	• Solar	2		2

