

# Corporate Presentation

Oct 2020







# Disclaimer

This document contains forward-looking statements that involve risks and uncertainties. These statements may generally, but not always, be identified by the use of words such as “outlook”, “guidance”, “expect”, “plan”, “intend”, “anticipate”, “believe”, “target” and similar expressions to identify forward-looking statements. All statements other than statements of historical facts, including, among others, statements regarding the future financial position and results of ADMIE Holding and ADMIE (IPTO), the outlook for 2018 and future years as per IPTO’s business strategy and five-year business plan planning, the effects of global and local economic and energy conditions, the impact of the sovereign debt crisis, effective tax rates, future dividend distribution and management initiatives regarding ADMIE Holding’s and IPTO’s business and financial conditions are forward-looking statements. Such forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially, because current expectations and assumptions as to future events and circumstances may not prove accurate. Actual results and events could differ materially from those anticipated in the forward-looking statements for many reasons, including potential risks described in ADMIE Holding’s Greek Information Prospectus originally drafted and approved by the Hellenic Capital Market Commission in the Greek language as well as Affiliate ADMIE’s (IPTO) Annual Financial Report 31 December 2017.

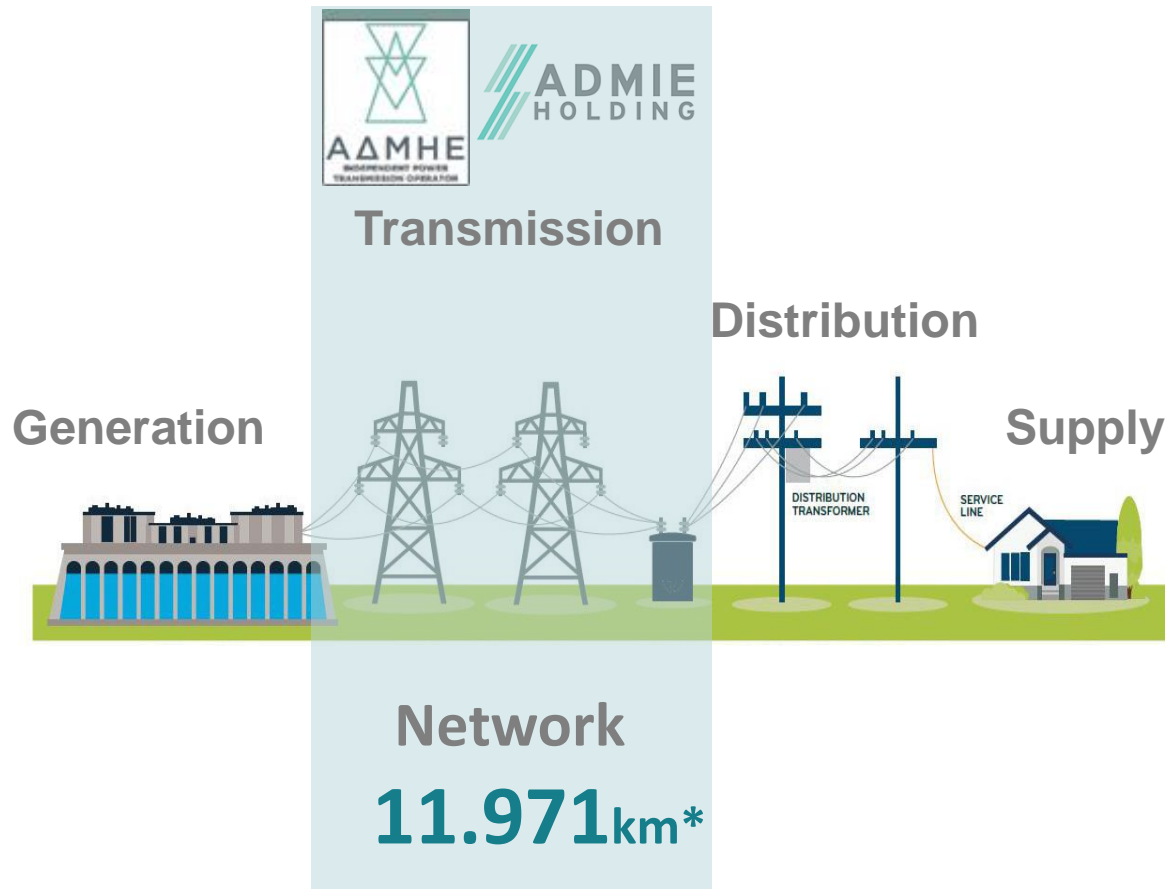
ADMIE Holding S.A. is owner of a 51% stake in “Independent Power Transmission Operator S.A.” (ADMIE/IPTO).

EBITDA = Operating Income before Income tax and Financial Income (Expense) + Depreciation & Amortization.

# Agenda

1. ADMIE HOLDING S.A. & IPTO S.A. Overview
2. Investment Program Summary
3. Financial Highlights
4. GRID Telecom
5. Appendix

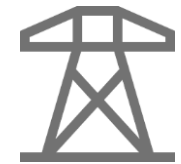
# ADMIE at a glance



- Sole Transmission System Operator (TSO) in Greece



Employees  
**1.252**



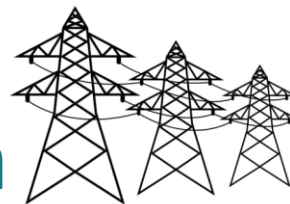
Transported Energy  
**52.2 TWh**



Net Profit  
**€105.6m**

RAB

**€1,7bn**



*\*11,868 km is the distance between Paris, France and Christmas Island, Australia*

# Investment Proposition

## Leading Position in Greece

11,971 km of HV transmission lines

## Investments

c. €5b of cumulative investments  
from 2020 to 2030

## Leading TSO as Strategic Investor

State Grid International  
Development, of China, holder  
of 24% IPTO stake with  
execution input

## Boosting dividend returns

Reduced borrowing costs and  
established minimum 50% earnings  
payout

## Rational regulatory environment

Independent authority  
prioritizing asset growth

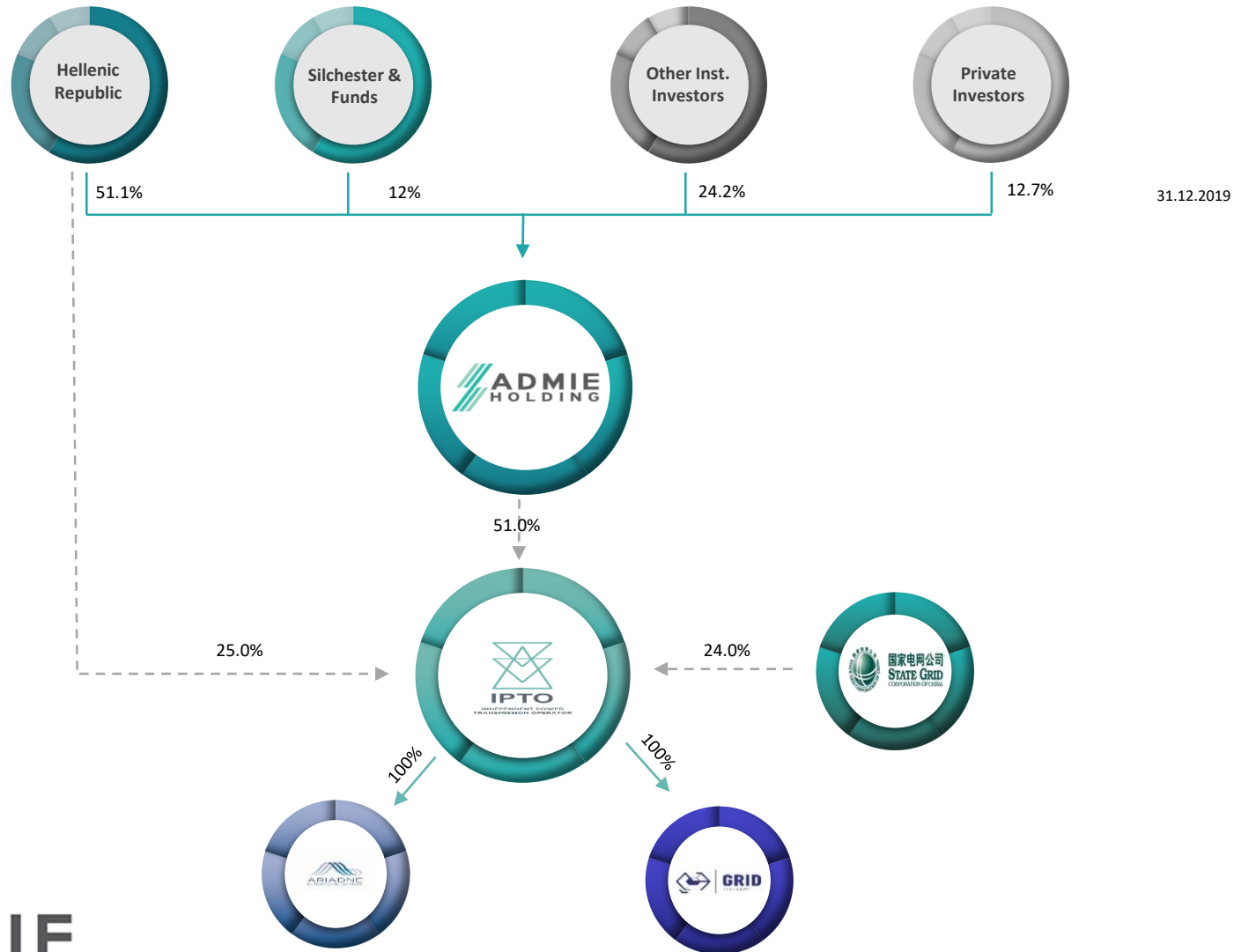


# 1.

## ADMIE HOLDING & IPTO S.A. Overview



# Shareholder Structure



## Athens Stock Exchange

**ATHEX:** ADMIE

**Bloomberg:** ADMIE GA

**Reuters:** ADMr.AT

232,000,000 common shares

# Regulatory Framework

## Stable regulatory framework

- 4 year regulatory period during which the respective parameters remain stable
- Stability is the guiding pillar of the regulator
- Approves Ten Year Network Development Plan

## No consumer credit risk

- Revenues are not depended on state payments
- Transmission operators do not have consumer credit risk

## Allowed Revenue

- Allowed revenues assure remuneration of cost of capital and cost of debt
- Remuneration is collected through System Users (suppliers) and passed over to final electricity consumers (ie companies and households)



# Remuneration scheme

Regulatory Period: Four years

Regulatory Asset Base  
(RAB)

Undepreciated invested capital + maintenance/  
development CapEx/ WiP + working capital  
- disposals - subsidies

Allowed Revenue (AR)

Operator's Allowed Revenue

$$AR = O + Dep + R$$

O

: annual operating costs

Dep

: annual depreciation of fixed assets

$R = RAB \times WACC$

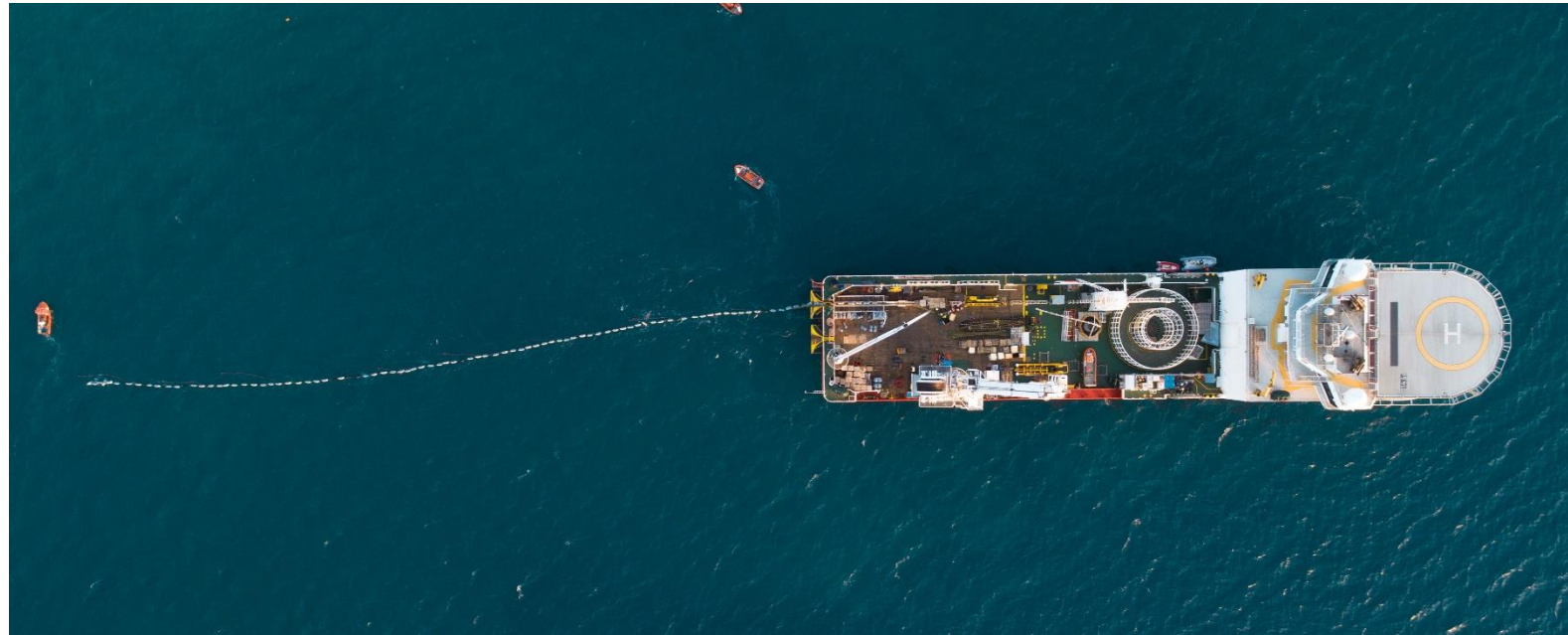
: return on employed capital

Incentive

: 100-250 bp for critical projects

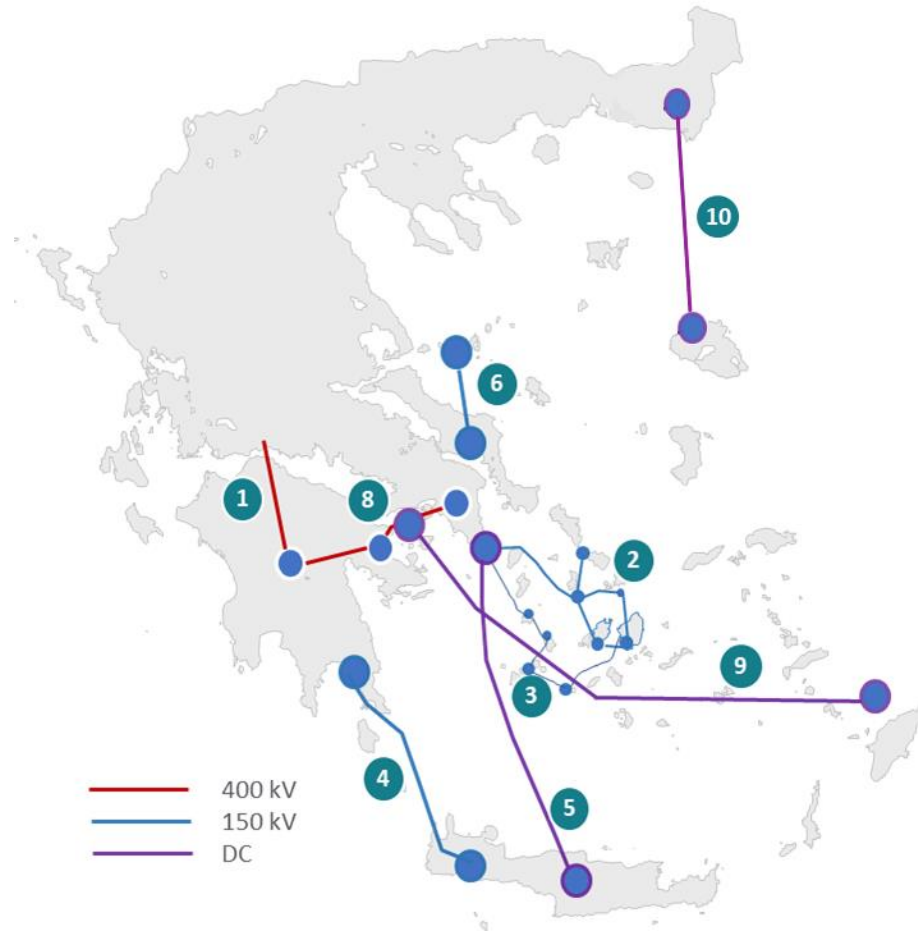
# 2.

## Investment Program Summary



# Network Development Plan 2020-2030

Major Project Locations



ID	Project description	Expected commissioning	Project Cost (2020-30) €m
1	Corridor A' 400 kV to Peloponnese (OHL Megalopoli – Patras – Acheloos)	2020	13
2	Cycladic Islands Interconnection (Phases B and C)	2020 Phase B 2020A Phase C 2020B	70
3	Cycladic Islands Interconnection Phase D	2024	393.4
4	Crete Interconnection (Phase A)	2020	235
5	Crete Interconnection (Phase B) Ariadne Interconnection	2023	1,006
6	Skiathos Island Interconnection	2021	46
7	High Voltage Substations & related projects (Koumoundourou, Patra, Rouf)	2023-25	202
8	Corridor B' 400 kV to Peloponnese (OHL Megalopoli – Korinthos – Koumoundouros)	2024	90
9	Dodecanese Interconnection	2028	1,477
10	North Aegean Interconnection	2030	935
	Various projects		575
Total Capex			5,035
Subsidies			1,000



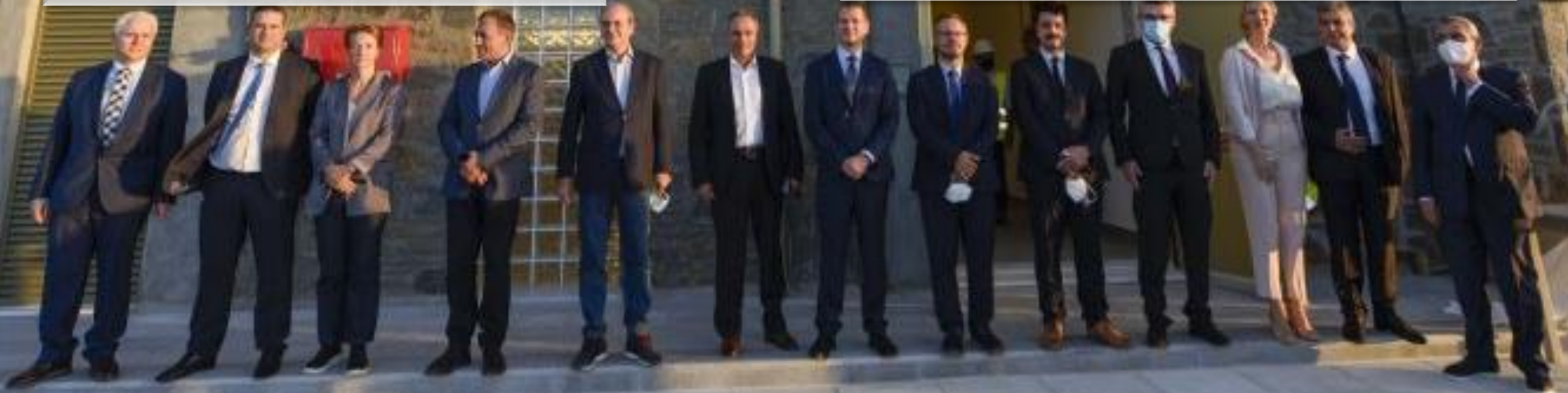
# October 13<sup>th</sup> 2020 – Commissioning of Naxos Interconnection

## Project perimeter:

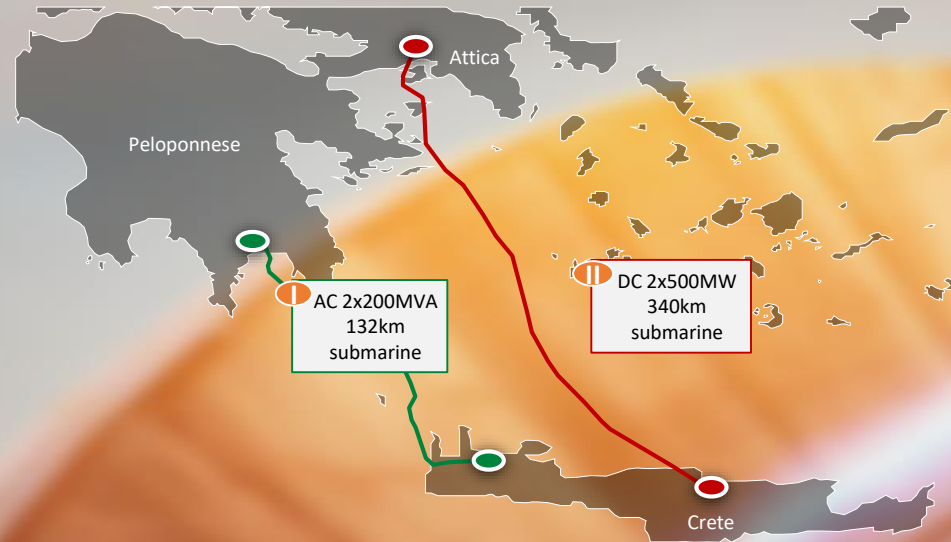
- ✓ Includes the interconnection of Syros, Mykonos, Paros and Naxos islands with mainland System (Phase B of Cyclades)
- ✓ Naxos is connected to Paros and Mykonos by submarine cables E 150 kV, length 7.6 km and 40km respectively. The project employed about 120 employees.
- ✓ The implementation time of the project, including the production and laying of cables, the construction of the Naxos substation and all the necessary tests, lasted 26 months.

## Benefits:

- ✓ It will save a considerable amount of money on fuel costs. In the non-interconnected islands, liquid fuels, light (diesel) and / or heavy oil (mazut) are used, resulting in very high production costs compared to the corresponding one in the Continental System
- ✓ Lower investments for the development and modernization of local production stations
- ✓ reduce (and in the long run eliminate) gas emissions and the associated costs
- ✓ Encourage optimal exploitation of the high RES potential of the Islands, especially the very high wind potential.



# Crete – Attica Interconnection



The company Ariadne Interconnection SPSA, a currently 100% subsidiary of IPTO, has been established as a SPV (Special Purpose Vehicle – SPV) in order to finance and construct the project of Crete – Attica Interconnection

The **Attica-Crete interconnection** is a 2X500MW capacity DC link consisting of two 328km submarine cables, additional underground and overhead lines

The **purpose** of the project is to improve the **security of supply** of Crete's electricity system

**Commissioning: 2023**

**Estimated budget: c. €1b**

- ✓ The project is considered **Project of Major Importance (PMI)**, so a Premium rate of return can be approved by the regulator (RAE), on top of the normal rate of return. The percentage of the **premium return** can be from **1%-2.5%** and is provided from the electrification of the project up until the 12th year from the scheduled year of electrification
- ✓ The **main benefits** of the project are the elimination of Public Service Obligation (**PSOs**) of more than **€ 400mn/year**, the reduction of the energy cost and environmental benefits



# Key milestones in 2019 -20





# Strategic Plan

## Leadership

- Acceleration of all island interconnections
- Participation in Energy Exchange and implementation of the target model.

## Growth

- Renovation and optimal management of assets
- Strong financial profile

## Digitalization

- Optimization of operations, systems and procedures

1

2

3

# 3.

## Financial Overview



# IPTO Group H1 2020 Highlights

## TOTAL REVENUES

€137.6m

PY €126m (+9.2%)

- ✓ Increase by €14.7m in System Rent due to the positive trend of electricity demand
- ✓ Reduction of €0.9m in Revenues from contracts, albeit reflected in a corresponding decrease in contract costs
- ✓ Decrease by €3 million of received customer contributions related to increasing number of RES connections to the Transmission System.

## EBITDA

€96.9 m

PY €89.4 m (+8.4%)

- ✓ Strong profitability margins
- ✓ Sufficient liquidity and high Interest coverage ratio (~10 times)

## Net PROFIT

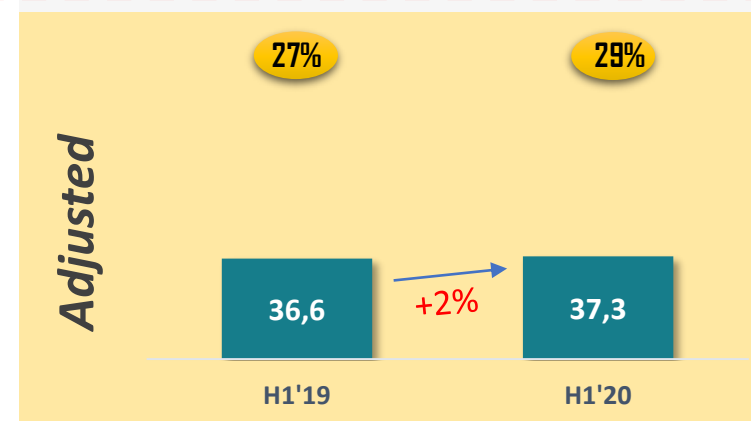
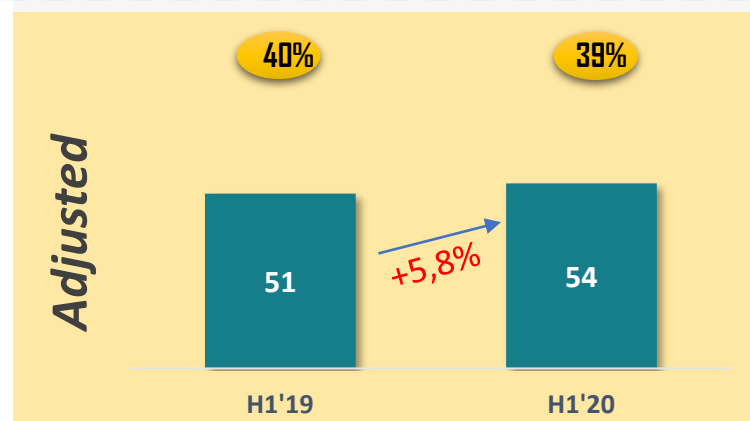
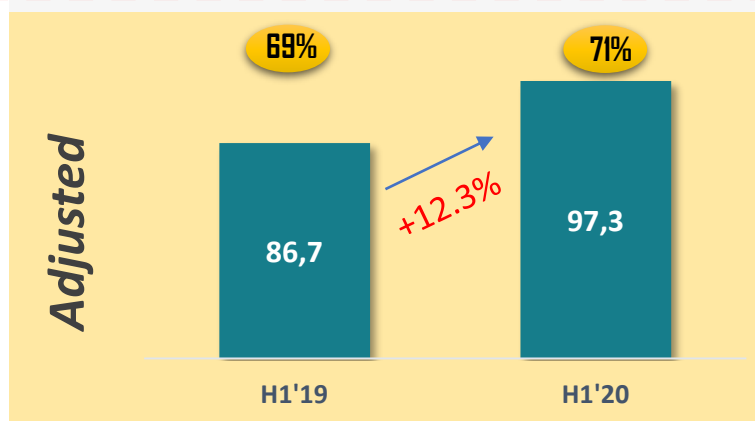
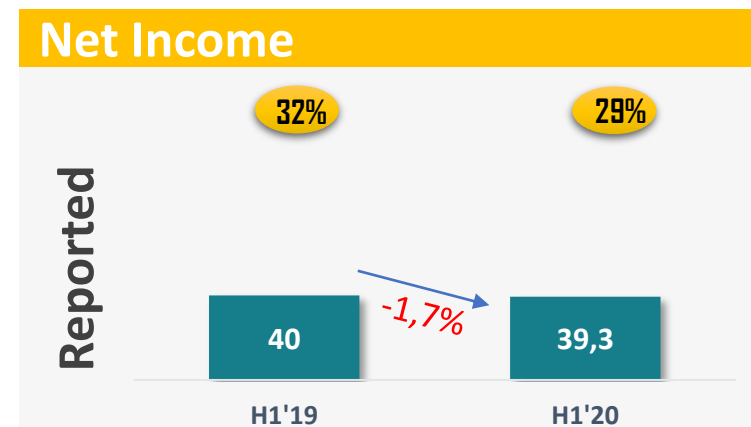
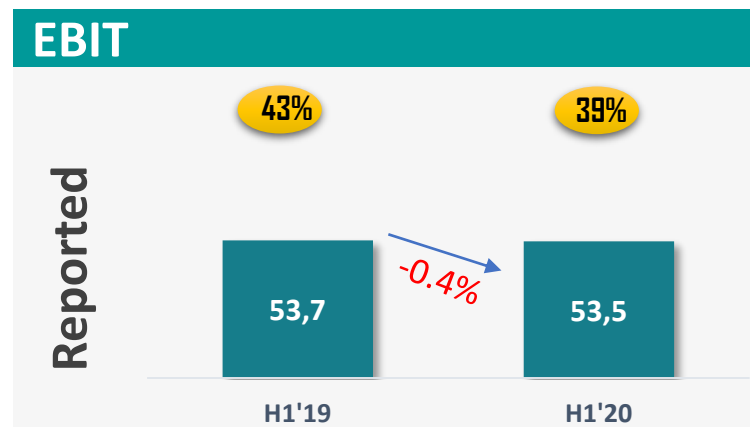
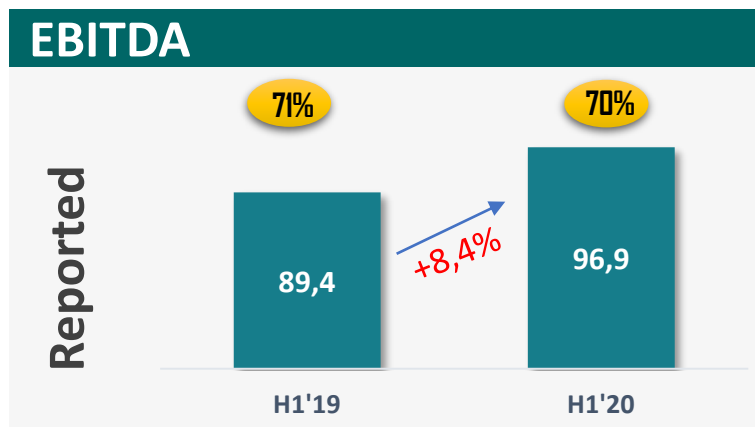
€39.3m

PY €40m (-1.7%)

- Active cash management and successful renegotiation of loan terms resulted to positive net financial income (financial income-financial expenses)



# Profitability



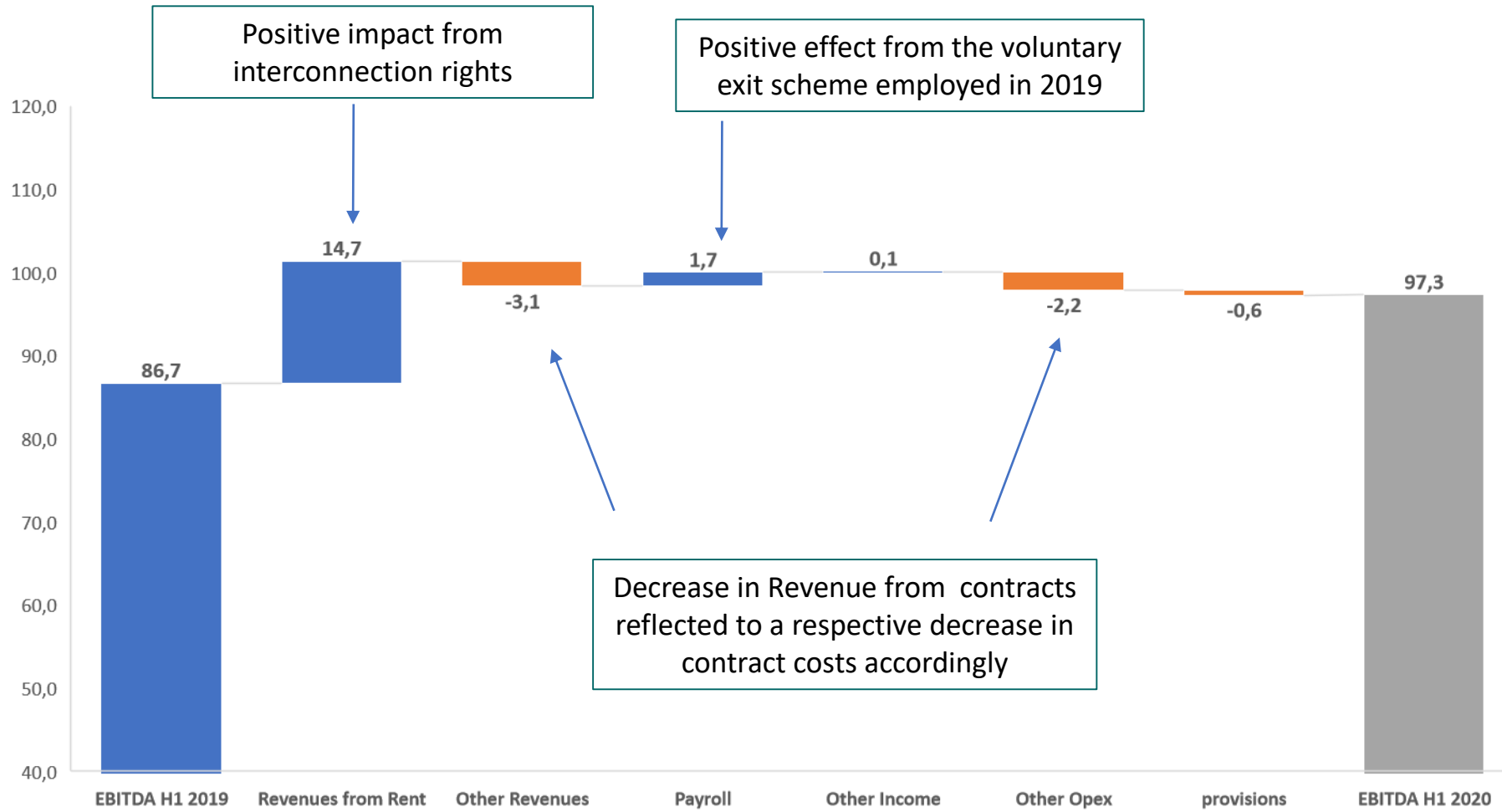
Numbers adjusted following these one-off items:

- a) Release of provision for the discount on reduced electricity tariffs given to employees and retirees of the Company amounting to EUR 0.108 million
- b) Provision for staff retirement compensation amounting to EUR 0,2 million (provision of EUR 0.5million in H1 2019)
- c) Provision for risks and expenses of EUR 0,2 million vs release of EUR 3.5 million in H1 2019,

Adjusted EBIT came in at EUR 54.0 million, higher by 5.8% y-o-y, driven mainly by increased depreciation by 22%.

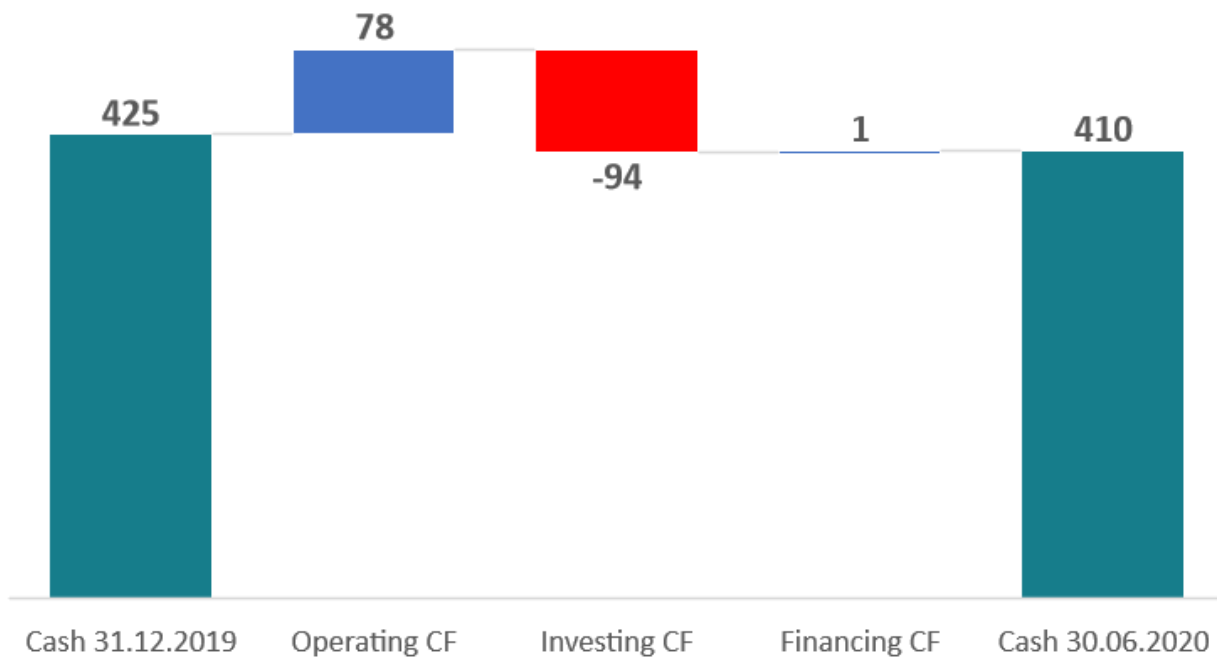
Adjusted Net profit supported also by the one-off positive impact on financial income from the gain through successful loan terms modification

# EBITDA Bridge



# Cash Flow & Net Debt

## Cash Flow Bridge



## Net Debt

**Net Debt remained at satisfactory levels due to high cash reserves standing at € 271.5m (30/06/2020)**

- 1.51x Net Debt/adj. EBITDA
- 21% Net Debt/Equity



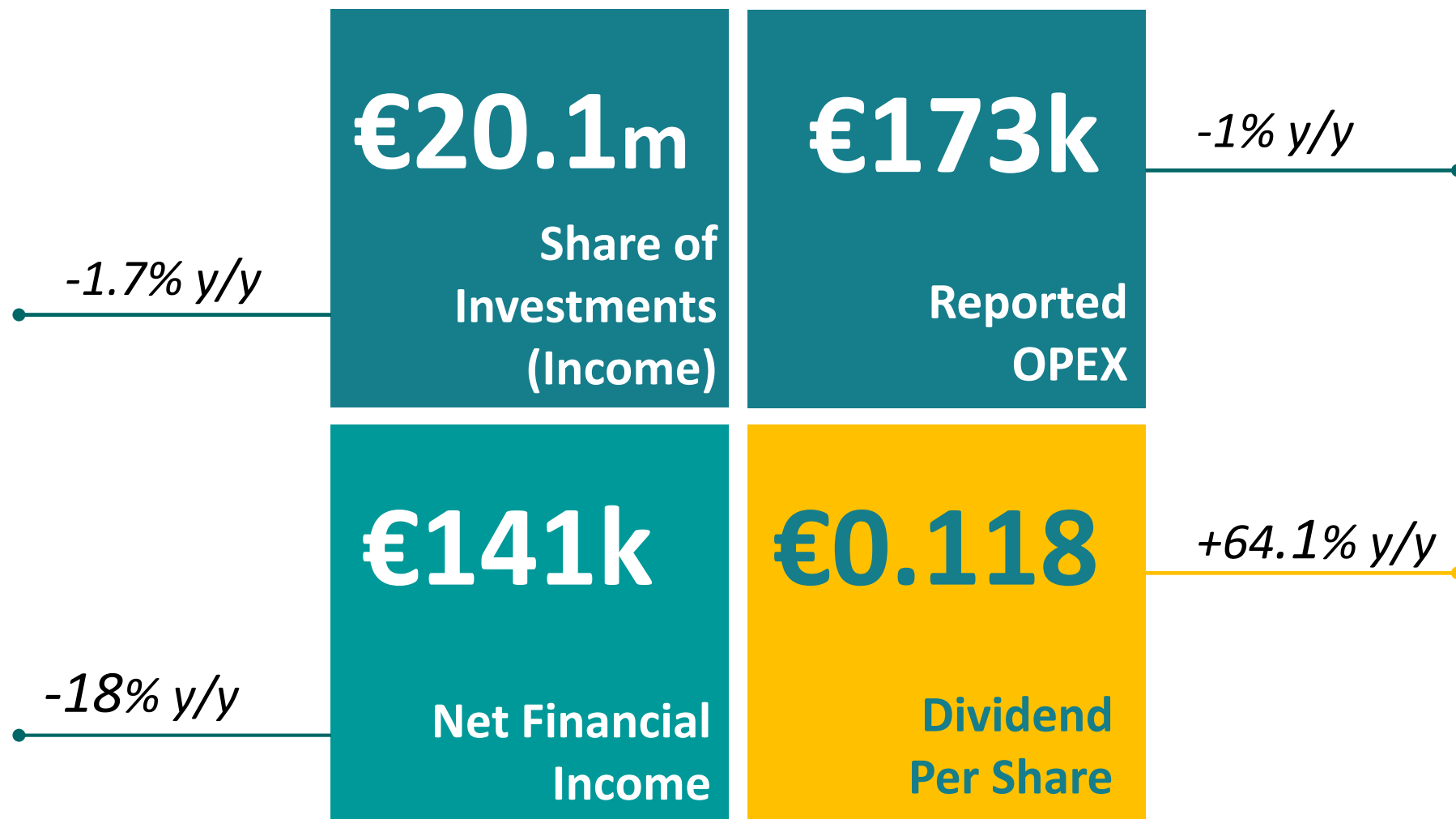
# IPTO selected items

Balance sheet	IPTO S.A.		Group	
	30.06.2020	31.12.2019	30.06.2020	31.12.2019
Non-current assets	2,403.7	2,327.7	2,203.9	2,128.6
Current assets	803.6	584.5	789.2	803.6
<i>Of which: Cash &amp; equiv.</i>	<i>210.1</i>	<i>224.4</i>	<i>410.0</i>	<i>425.2</i>
<b>Total Assets</b>	<b>2,932.2</b>	<b>2,988.2</b>	<b>2,993.2</b>	<b>2,932.2</b>
Equity	1,314.3	1,326.1	1,317.7	1,328.2
Interest-bearing liabilities	681.5	626.2	681.5	626.2
Non-current liabilities	542.4	546.7	543.5	546.7
Current liabilities	450.8	431.2	451.3	431.1
<b>Equity &amp; Liabilities</b>	<b>2,932.2</b>	<b>2,988.2</b>	<b>2,932.2</b>	<b>2,932.2</b>

Overview* IPTO S.A.	GROUP			COMPANY		
<i>Amounts in mil. euro</i>	H1 2020	H1 2019	D%	H1 2020	H1 2019	D%
Revenue from Transmission System Rent	131.2	116.5	12.6%	131.2	116.5	12.6%
<b>Total revenues</b>	<b>137.6</b>	<b>126.0</b>	<b>9.2%</b>	<b>137.2</b>	<b>126.0</b>	<b>8.9%</b>
Other income	1.3	1.3	4.7%	1.4	1.3	6.7%
Operating expenses	41.9	41.4	1.3%	41.5	41.0	1.4%
Provisions	0.1	-3.5	-104.2%	0.2	-3.5	-104.5%
EBITDA	96.9	89.4	8.4%	96.9	89.9	7.8%
<b>Adjusted EBITDA</b>	<b>97.3</b>	<b>86.7</b>	<b>12.3%</b>	<b>97.3</b>	<b>87.2</b>	<b>11.6%</b>
<i>adjusted EBITDA margin</i>	<i>70.7%</i>	<i>68.8%</i>		<i>70.9%</i>	<i>69.2%</i>	
EBIT	53.5	53.7	-0.4%	53.5	54.2	-1.3%
<b>Adjusted EBIT</b>	<b>54.0</b>	<b>51.0</b>	<b>5.8%</b>	<b>53.9</b>	<b>51.5</b>	<b>4.8%</b>
Profit before Taxes	54.1	55.0	-1.6%	53.5	54.1	-1.0%
<b>Net profit for the period</b>	<b>39.3</b>	<b>40.0</b>	<b>-1.7%</b>	<b>38.9</b>	<b>39.4</b>	<b>-1.1%</b>
<i>Amounts in mil. euro</i>	31.03.2020	31.12.2019		31.03.2020	31.12.2019	
<b>Net debt</b>	<b>271.5</b>	<b>201.0</b>	<b>35.1%</b>	<b>471.4</b>	<b>401.8</b>	<b>17.3%</b>
Cash and cash equivalents	410.0	425.2	-3.6%	210.1	224.4	-6.3%

\* Pass-through amounts included; source: ADMIE (IPTO)

# ADMIE Holding 2019 Highlights

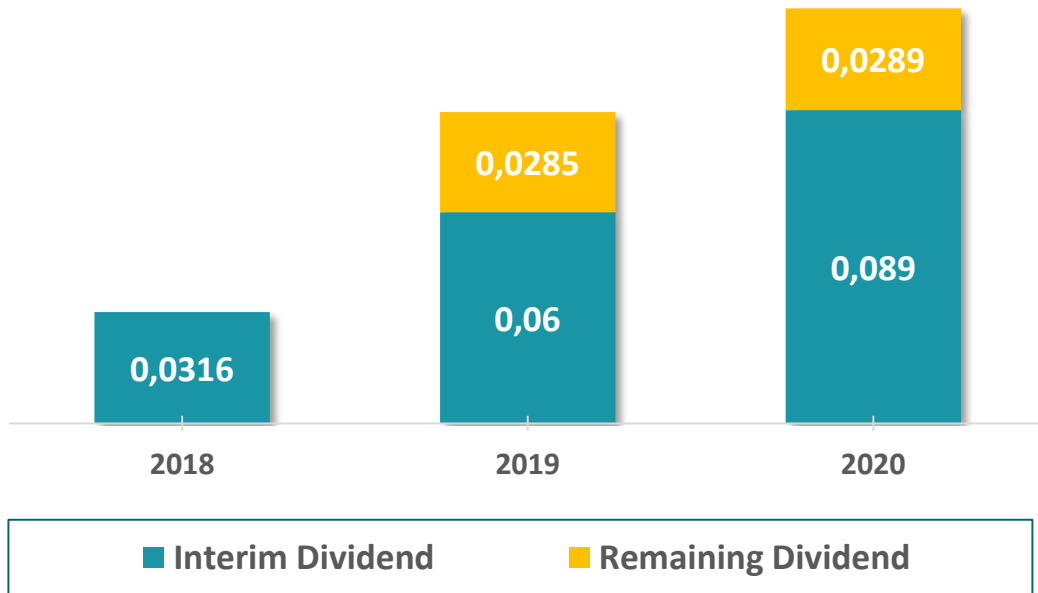


# ADMIE Holding selected items

Balance sheet	30.06.2020	31.12.2019
Non-current assets	683.3	704.6
Current assets	48.5	22.5
<i>of which: Cash &amp; equiv.</i>	34.4	8.5
<b>Total Assets</b>	<b>746.9</b>	<b>727.2</b>
Equity	746.8	727.1
Current liabilities	0.1	42.0
<b>Total Equity &amp; Liabilities</b>	<b>746.9</b>	<b>727.2</b>

P&L	30.06.2020	30.06.2019
Income from Affiliate	20.1	20.4
EBITDA	19.9	20.2
Operating Income	19.9	20.2
Net profit	20.0	20.4
Cash flows	30.06.2020	30.06.2019
CF from Operations	0.1	-0.2
CF from Investing	26.2	21.8
CF from Financing	-0.4	0.1
<b>Change in cash</b>	<b>25.9</b>	<b>21.8</b>

# Dividend Policy



	2018	2019	2020
Dividend per share	0,03	0,09	0,12
Dividend Yield (%) *	2%	4%	5%

\*Calculations for 2018 and 2019 based on year-end stock prices while 2020 based on 16.9.2020 closing price.

\*\*There is a one year accounting lag between two entities, however ADMIE Holding mitigates this issue by maximizing the Interim Dividend Policy

- ✓ Average dividend yield since listing ~4-5%
- ✓ Bound to distribute based on a minimum payout ratio of 50% (IPTO SA)
- ✓ ADMIE Holding SA is committed to distribute the bulk of dividend collected by IPTO SA

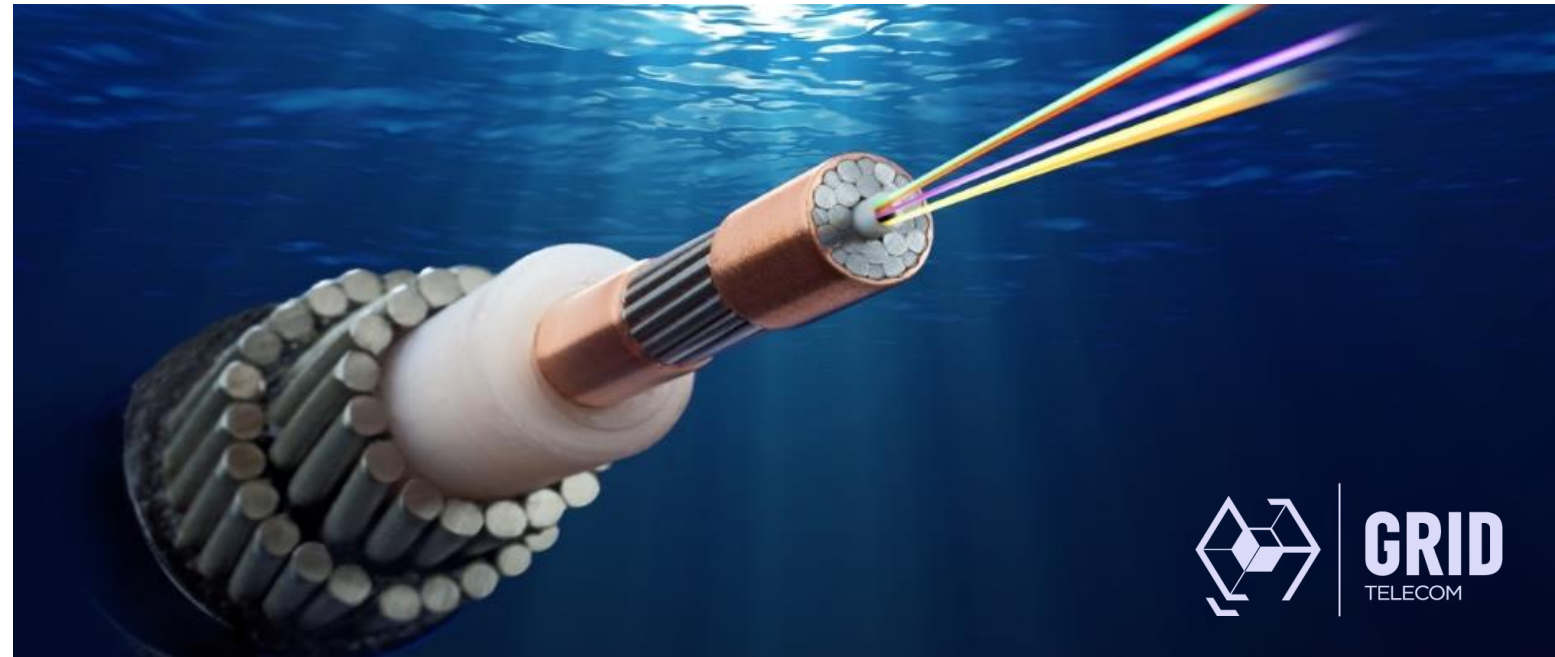


# IPTO 2019-2023 outlook

EUR	2019	Guidance	Comments
Regulated Asset Base (RAB)*	€1.68B	~€2.60B (2023)	Increase 53%
Investments (System & Users)	€248M	~ €1.80B (2023)	Ariadne Interconnection included
EBITDA*	€176.5M	~ €280M (2023)	Consolidated with Ariadne Interconnection

4.

**GRID  
Telecom**



# Services



Having direct access to the extended (2.500 km) fiber optic network throughout Greece owned by IPTO, Grid Telecom provides super high speed capacity services from 10 to 100 Gbps via state-of-the-art DWDM network.

IPTO is quickly developing its land and submarine network ensuring alternative routing thus providing protected circuits and the highest levels of availability to Carriers.



Grid Telecom provides collocation services within protected areas in IPTO's substation sites.

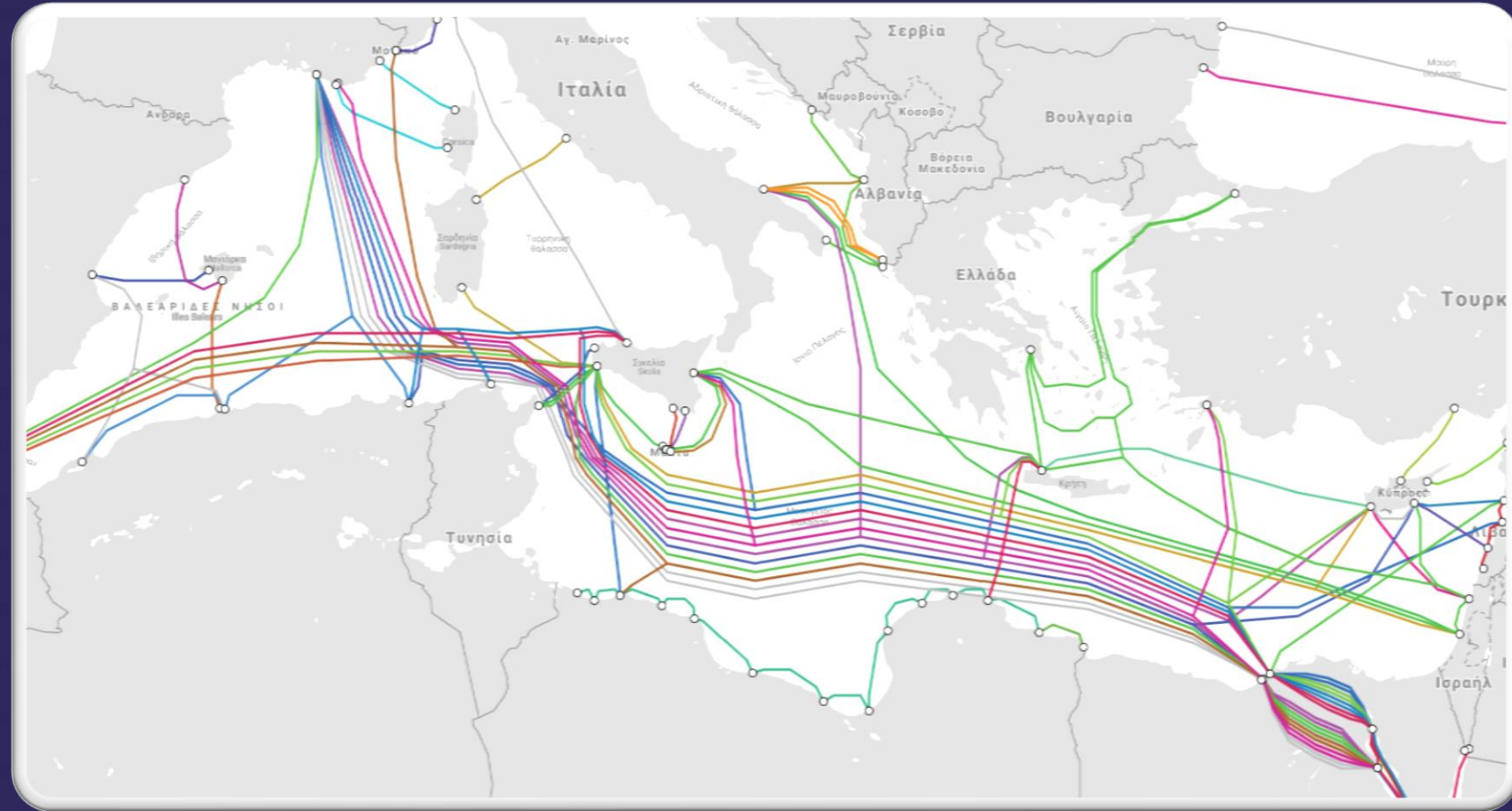


In the near future Grid Telecom will be providing collocation services to mobile telecom operators on IPTO's Powers Pylons which are set up all over Greece.



# Our Vision

- ✓ Submarine cables transfer 99% of internet traffic.
- ✓ Many local operators (East Europe) seek routes to major gateways (Athens and Chania)
- ✓ Balkans are currently under-served and by-passed by the main fiber corridors connecting Asia, Africa and Western Europe
- ✓ IPTO could provide access to main Internet Hubs in co-operation with local TSOs.







**Prof. Christos Agiakloglou**

Chairman and CEO

ADMIE Holding SA

[c.agiakloglou@admieholding.gr](mailto:c.agiakloglou@admieholding.gr)

**George Eleftheriou, CFA**

Head of IR

[g.eleftheriou@admieholding .gr](mailto:g.eleftheriou@admieholding.gr)

# Thank you

For additional information please contact  
ADMIE Holding Investor Relations

Tel: +30 210 3636 936

E-mail: [office@admieholding.gr](mailto:office@admieholding.gr)

or visit: [www.admieholding.gr](http://www.admieholding.gr)



# Appendix

IPTO key financial items/  
Regulatory Framework

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# Regulatory overview

Year	2018	2019	2020	2021
Average RAB	1,449.8	1,684.5	1,941.3	2,059.8
X				
WACC (real, pre-tax)	7.0%	6.9%	6.5%	6.3%
=				
Allowed remuneration	101.5	116.2	126.2	129.8
+				
Authorized OPEX	77.3	77.9	78.5	79.1
+				
Regulatory Depreciation	55.2	58.3	76.4	77.1
=				
Allowed revenue	234.0	252.4	281.0	285.9
Inflation (RAE 100/2019)		0,6%		
Adjusted allowed revenue *		253.9		

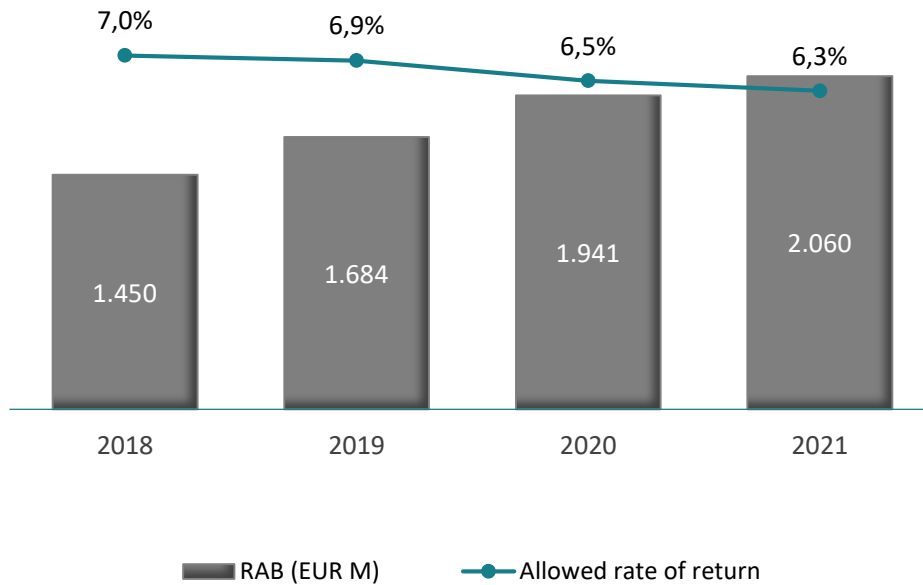
\* It is expected that RAE will incorporate inflation in the next years

Source: RAE (235/2018 & 100/2019)

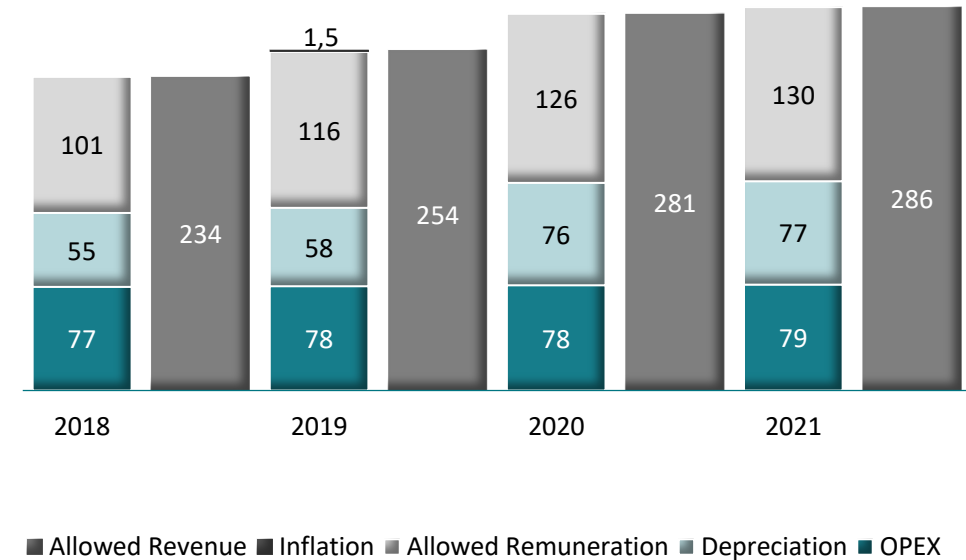
# Regulatory period 2018 – 2021

€ m

## Regulated Asset & Rate of Return



## Allowed Revenue build out



Allowed Revenue per year detailed across regulatory period; Required Revenue mandated annually



# WACC calculation

WACC components	2018	2019	2020	2021
Risk-free	0.7%	0.7%	0.7%	0.7%
Market risk	5.0%	5.0%	5.0%	5.0%
Equity beta	0.68	0.73	0.67	0.72
Country risk	2.3%	2.0%	1.8%	1.5%
<b>Cost of equity post-tax</b>	<b>6.4%</b>	<b>6.4%</b>	<b>5.9%</b>	<b>5.8%</b>
Tax rate	29.0%	29.0%	29.0%	29.0%
<b>Cost of equity pre-tax</b>	<b>9.0%</b>	<b>9.0%</b>	<b>8.3%</b>	<b>8.2%</b>
<b>Cost of debt pre-tax</b>	<b>5.3%</b>	<b>5.6%</b>	<b>5.0%</b>	<b>5.1%</b>
Gearing	36.3%	41.3%	36.3%	40.3%
<b>WACC nominal</b>	<b>7.64%</b>	<b>7.6%</b>	<b>7.1%</b>	<b>6.95%</b>
Inflation	0.6%	0.6%	0.6%	0.6%
<b>WACC real, pre-tax</b>	<b>7.0%</b>	<b>6.9%</b>	<b>6.5%</b>	<b>6.3%</b>

# Required Revenue calculation

<b>Regulatory Period</b>	<b>Four years</b>
<b>Regulatory Asset Base (RAB)</b>	Undepreciated invested capital + maintenance/development CapEx/ WiP + working capital - disposals - subsidies
<b>Allowed Revenue (AR)</b>	<b>Operator's Allowed Revenue</b>
In real terms for each year O Dep R = RAB x WACC Incentive	AR = O + Dep + R annual operating costs annual depreciation of fixed assets return on employed capital (RAB) 100-250 bp for critical projects
<b>Required Revenue (RR)</b>	<b>Amount recovered through System usage charges</b>
	$RR = AR \pm K \pm \Pi_1 \pm \Pi_2 - \Pi_3 \pm \Pi_4 - \Pi_5$
± K ± $\Pi_1$ ± $\Pi_2$ − $\Pi_3$ ± $\Pi_4$ − $\Pi_5$	cost of investments financed by 3rd parties settlement due to under-/over-recovery of RR settlement due to deviations from capex amount from auction of Interconnection Capacity Rights amount from Inter-TSO Compensation Mechanism amount from TSO income from non-regulated activities

# Islands Interconnection

## Main Objectives

### Cost Reduction

- Drastic reduction of electricity generation cost in the islands
- Substitution of oil units with RES plants and imports from the mainland

### Environmental benefits

- Most of the local old oil-fired units are located near residential and tourist areas
- They will be set in “cold reserve” status after the interconnection

### System stability

Ensuring a safe supply of energy for the islands electricity system

### PSOs elimination

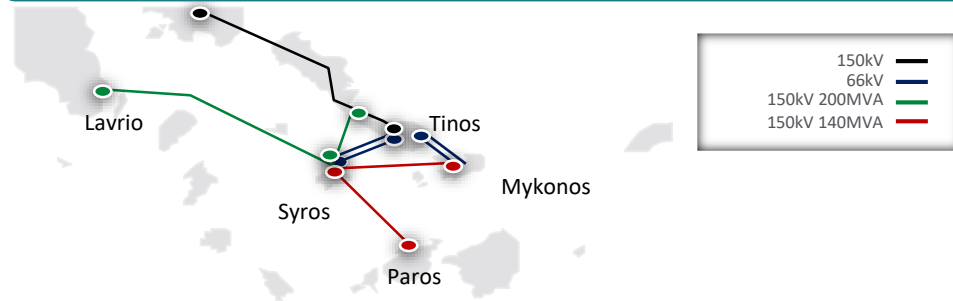
More than €300m/year due to the electricity supply of Crete and €50m/year for the Cycladic islands, from high cost oil-fired unit

### RES Enhancement

- The majority of the energy needs will be met by RES, while the rest will be imported from the mainland
- Reduction of energy dependence on imported fuels
- The achievement of the major 2020 energy goals of the country, in terms of enhancing RES penetration and reducing CO<sub>2</sub> emissions

# Cycladic Interconnection

## Phase A



Radial Interconnection of Syros island with the mainland (Lavrio), Paros, Mykonos and Tinos islands. 13 islands in total connected to the mainland.

**Completed:** May 2018 (Interconnection of Syros and Paros March 2018; Mykonos May 2018)

**Budget:** c. €250m

## Phase B



Interconnection of Naxos island with Paros and Mykonos islands (close loop between Syros-Mykonos-Naxos-Paros)

Reinforcement of the existing interconnections Andros – Evia and Andros - Tinos

**Completed:** 2019

**Estimated budget:** c. €72m

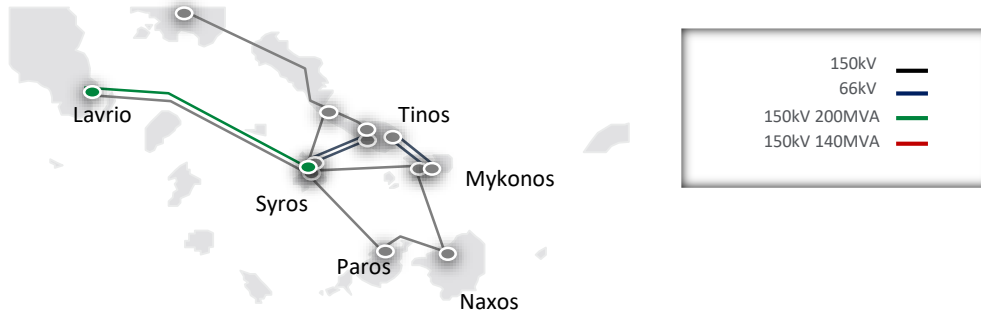
The **Hellenic Cables SA - Fulgor SA consortium** has undertaken the construction of the submarine cables connecting Naxos with Paros and Mykonos, while the **Consortium of Nari Group Corporation – Elektromek S.A.** was selected as the contractor for the construction of the 150 KV Substation in Naxos.

The tender for the installation of new increased capacity lines (200 MVA) at the Interconnections of Evia - Andros and Andros - Tinos, has also been completed and IPTO has signed a contract with the contractor **Prysmian**



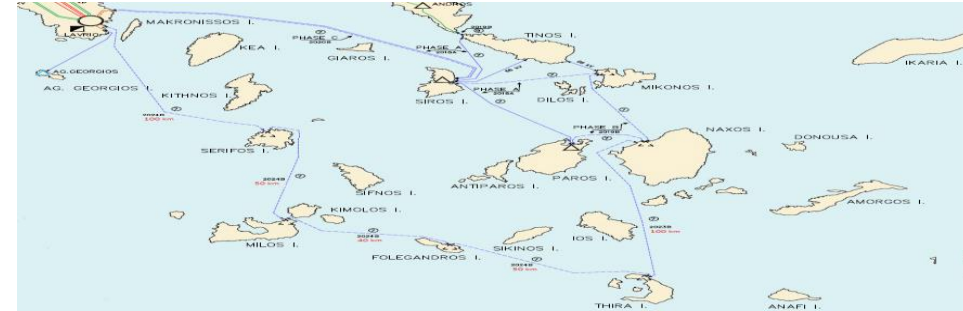
# Cycladic Interconnection

## Phase C



Construction of second submarine cable between Lavrio and Syros  
**Nexans** was the successful bidder  
**Completed:** 2020  
**Estimated budget:** c. €111m

## Phase D



Expansion to the West and Southern Cycladic Islands

Interconnection of Lavrio - Serifos – Milos – Folegandros - Thira – Naxos (or Paros).

**Estimated budget for Phase D:** c. €386m

**Expected completion:** 2023

It creates an additional strong connecting route to all the Cycladic Islands, ensuring their reliable supply for many years and also permits wider development of local RES.

# Crete- Peloponnese Interconnection (Phase A)

Interconnection of Crete with the mainland through two distinct links

The project is implemented in two phases (A, B)

## Phase A' : Connection Peloponnese - Crete



**Commissioning:** 2020

**Estimated budget:** c. €292m

**Contractualisation:** 11.2018

- **Fulgor:** western submarine interconnections and the underground connections in the Peloponnese
- **Prysmian Powerlink:** eastern submarine interconnection
- **Hellenic Cables:** underground interconnections in Crete within the Peloponnese-Crete interconnection
- **Terna:** construction of the new Substation in the South East Peloponnese, the upgrading and extension of the existing substation in the Chania area in Crete

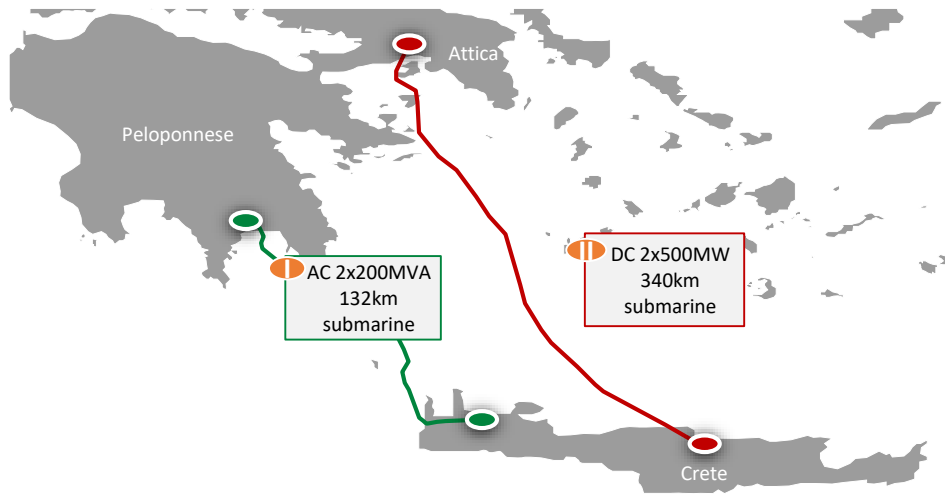
### Technical Characteristics

- Voltage: 150 kV AC
- 2 GIS Substations
- Capacity: 2 x 200 MVA
- Cable technology: XLPE
- Maximum depth: ~980 m
- Cable length: 2 x 132 km

# Crete- Attica Interconnection (Phase B)

The company Ariadne Interconnection SPSA, a currently 100% subsidiary of IPTO, has been established as a !  
(Special Purpose Vehicle – SPV) in order to finance and construct the project of Crete – Attica Interconnection

## Phase 'B : Connection Crete - Attica



**Commissioning:** H2 2023

**Estimated budget:** c. €1b

**Implementation:** Ariadne Interconnection

### Technical Characteristics

- VSC MMC Converters
- Voltage: ~500kV
- Bipolar Configuration
- Link Capacity: 2 x 500 MW
- Cable technology: MIND/XLPE
- Maximum depth: ~1250m
- Cable length: 2 x 340 km submarine and additional underground (at both sides) and overhead lines (in Crete)

### Similar projects in Europe:

**SAPEI:** Sardinia-Italy, 1000 MW, 500 kV, LCC, depth 1650 m, 420 km long

**MONITA:** Italy-Montenegro, 1000 MW, 500 kV, LCC, depth 1200 m, 415 km long

**SKAGERRAK IV:** Denmark-Norway, 700 MW, 500 kV, VSC, depth 550 m, 137 km long

**NORD.LINK:** Germany-Norway, 1400 MW, 525 kV, VSC, depth 230 m, 623 km long

**NSL:** UK-Norway, 1400 MW, 525 kV, VSC, depth 600 m, 730 km long