

Corporate Presentation

June 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.

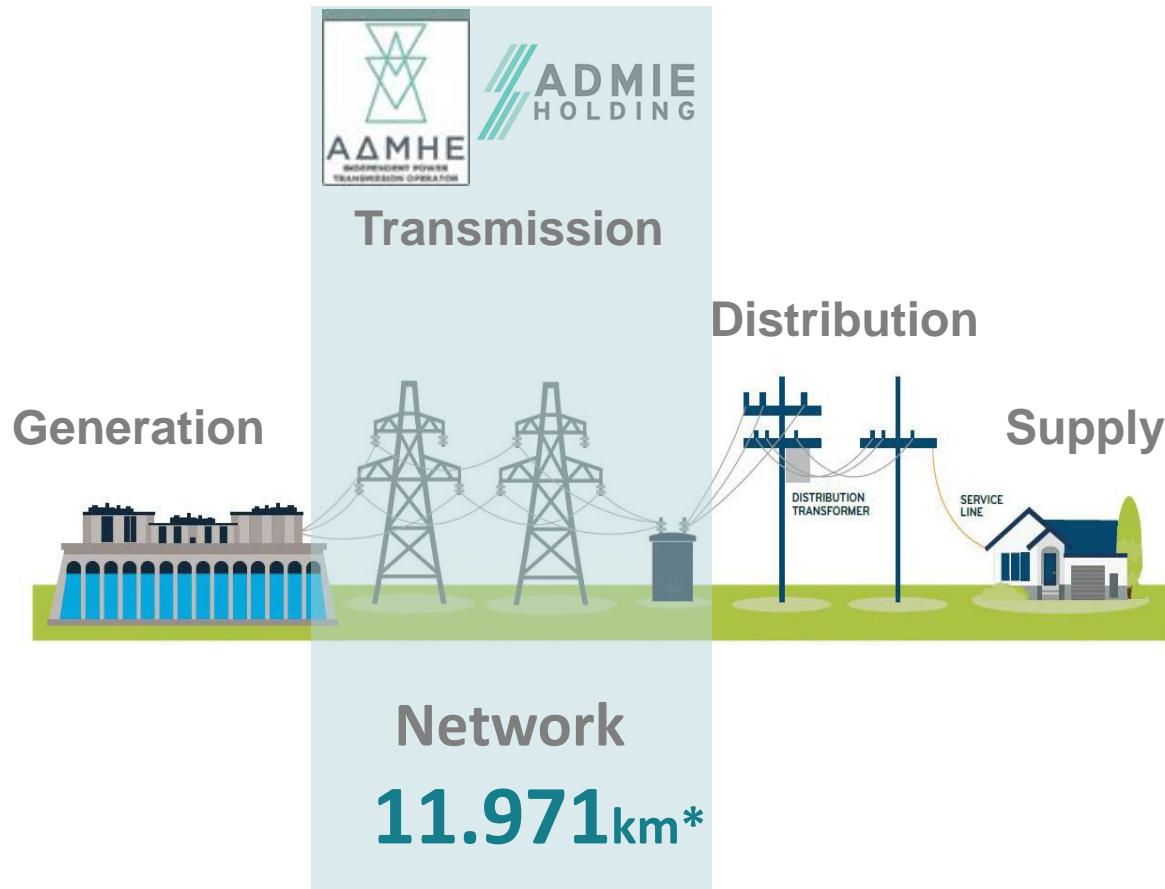
ADMIE Holding S.A. is owner of a 51% stake in “Independent Power Transmission Operator S.A.” (ADMIE/IPTO).

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

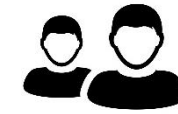
Agenda

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



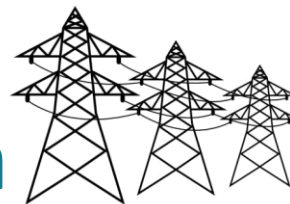
Transported Energy
52.2 TWh



Net Profit
€105.6m

RAB

€1,7bn



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

Investment Proposition

Natural monopoly in Greece

11,971 km of HV transmission lines

Boosting dividend returns

Reduced borrowing costs and established minimum 50% earnings payout

Rational regulatory environment

Independent authority prioritizing asset growth

Investments

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

Leading TSO as Strategic Investor

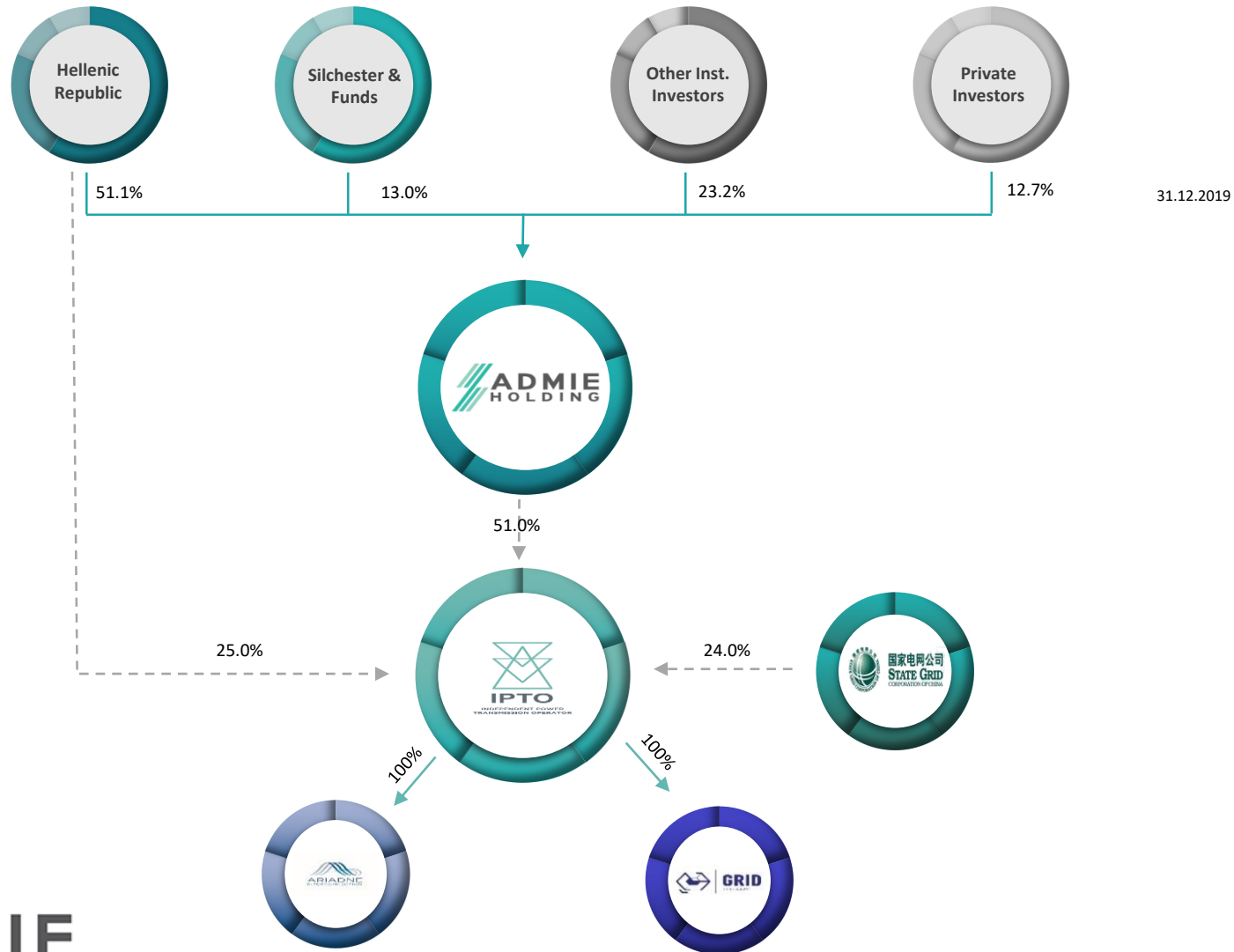
State Grid International Development, of China, holder of 24% IPTO stake with execution input

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

$R = RAB \times WACC$

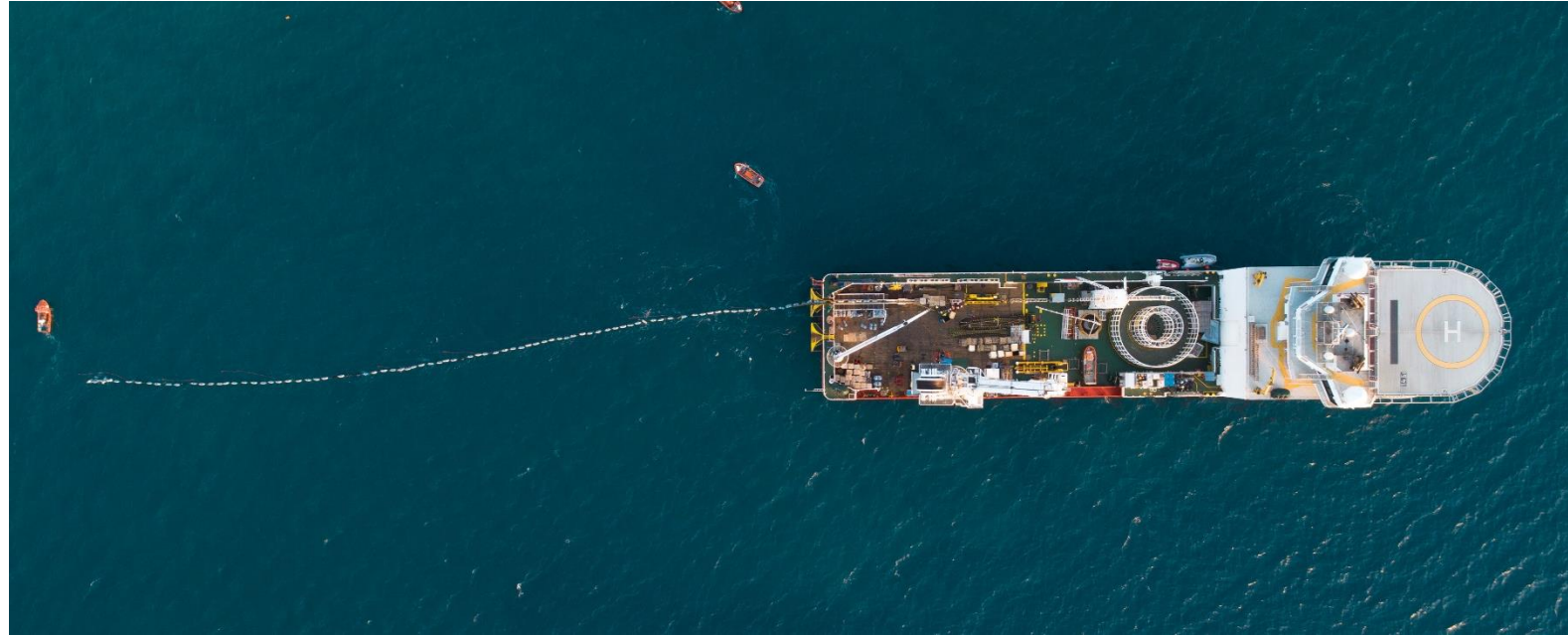
: return on employed capital

Incentive

: 100-250 bp for critical projects

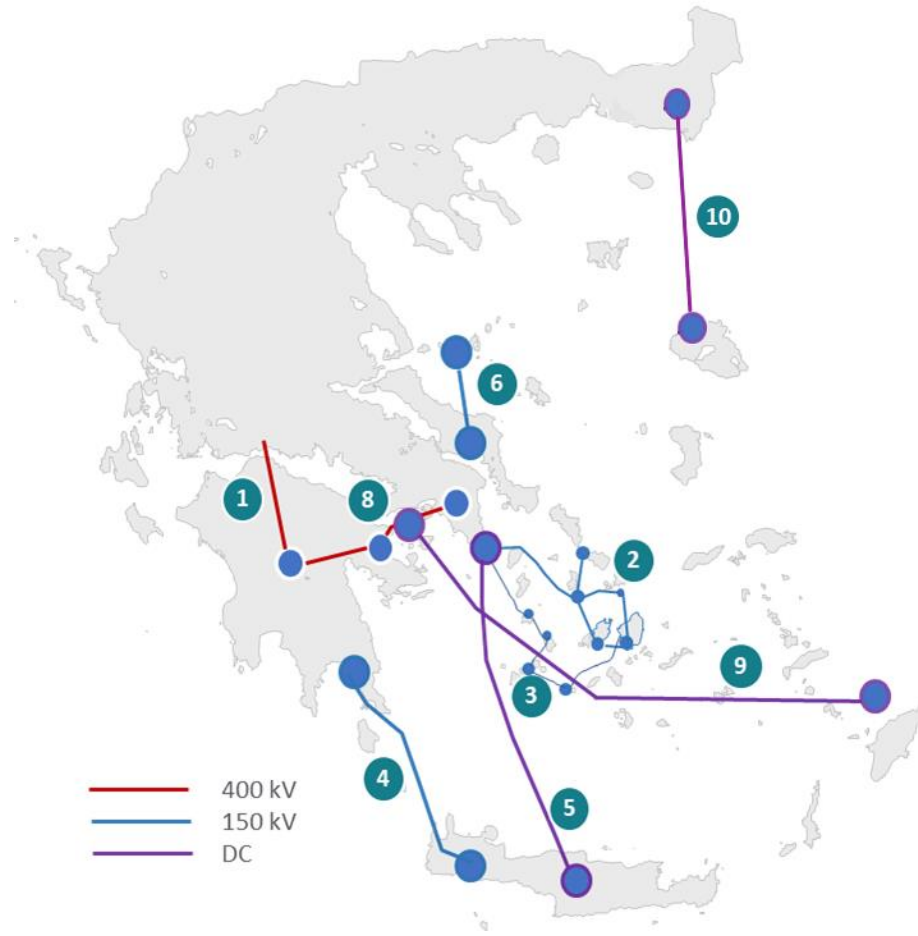
2.

Investment Program Summary



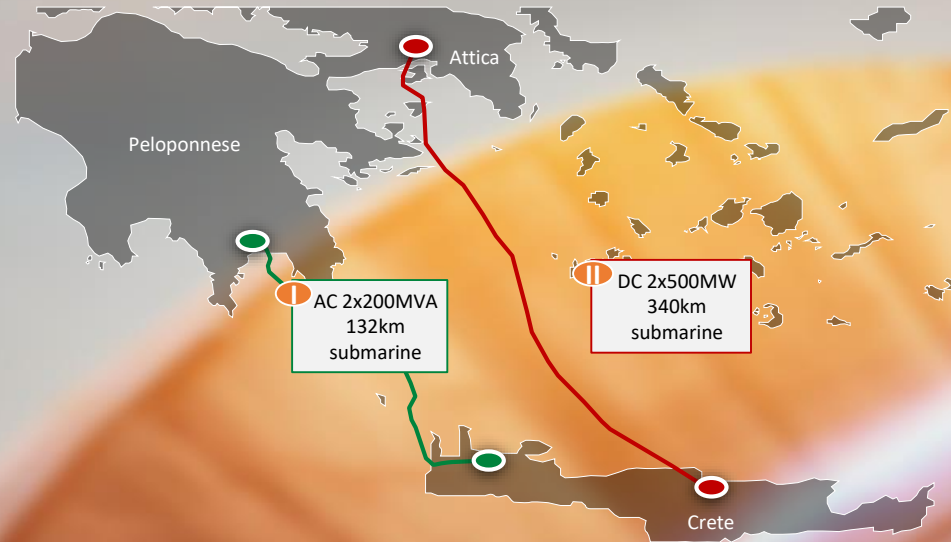
Network Development Plan 2020-2030

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	386
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

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

June 10th 2020 – Signing of contracts

“The signing of the contracts for the submarine link Attica – Crete and the electrical interconnection are decisions that will definitely have a positive environmental impact on the island. In addition to the environmental message, there is at the same time a development dimension because with the submarine electricity interconnection Attica – Crete ends the energy insecurity that existed for decades on the island. Crete is turning onto a new page of sustainable development.”

Kostis Hatzidakis Environment and Energy Minister



“During these challenging times, IPTO will continue to focus all its efforts in order to protect the timely implementation of the project and ensure the safe and reliable power supply of Crete through the mainland system by 2023. Apart from the economic benefits of the interconnection of Crete for all Greek consumers, through the decline of Public Service Obligations (PSO), the implementation of this project paves the way for the accelerated integration of RES in the island based on the principles of sustainable development.”

Mr. Manos Manousakis Chairman of Ariadne Interconnection, Chairman and CEO of IPTO GROUP,



Διασύνδεση
Κρήτης - Αττικής

Ένα όραμα δεκαετιών γίνεται πράξη.

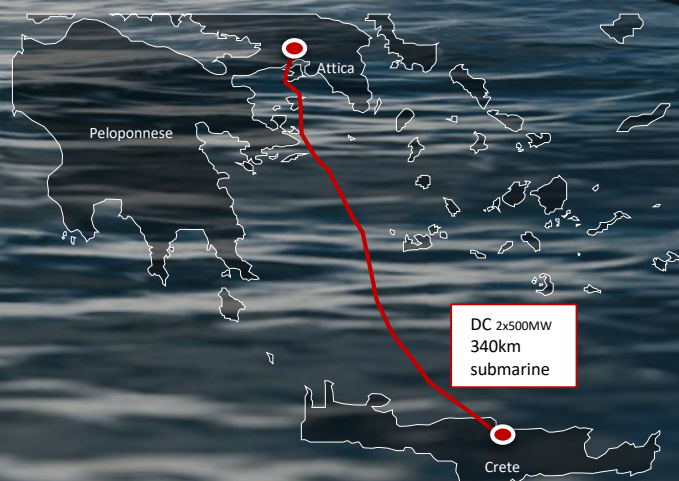




“... by undertaking the most important infrastructure project currently under construction in Greece and one of the most important interconnections across Europe, IPTO becomes an even stronger company and consolidates its leading position in the power transmission energy industry”

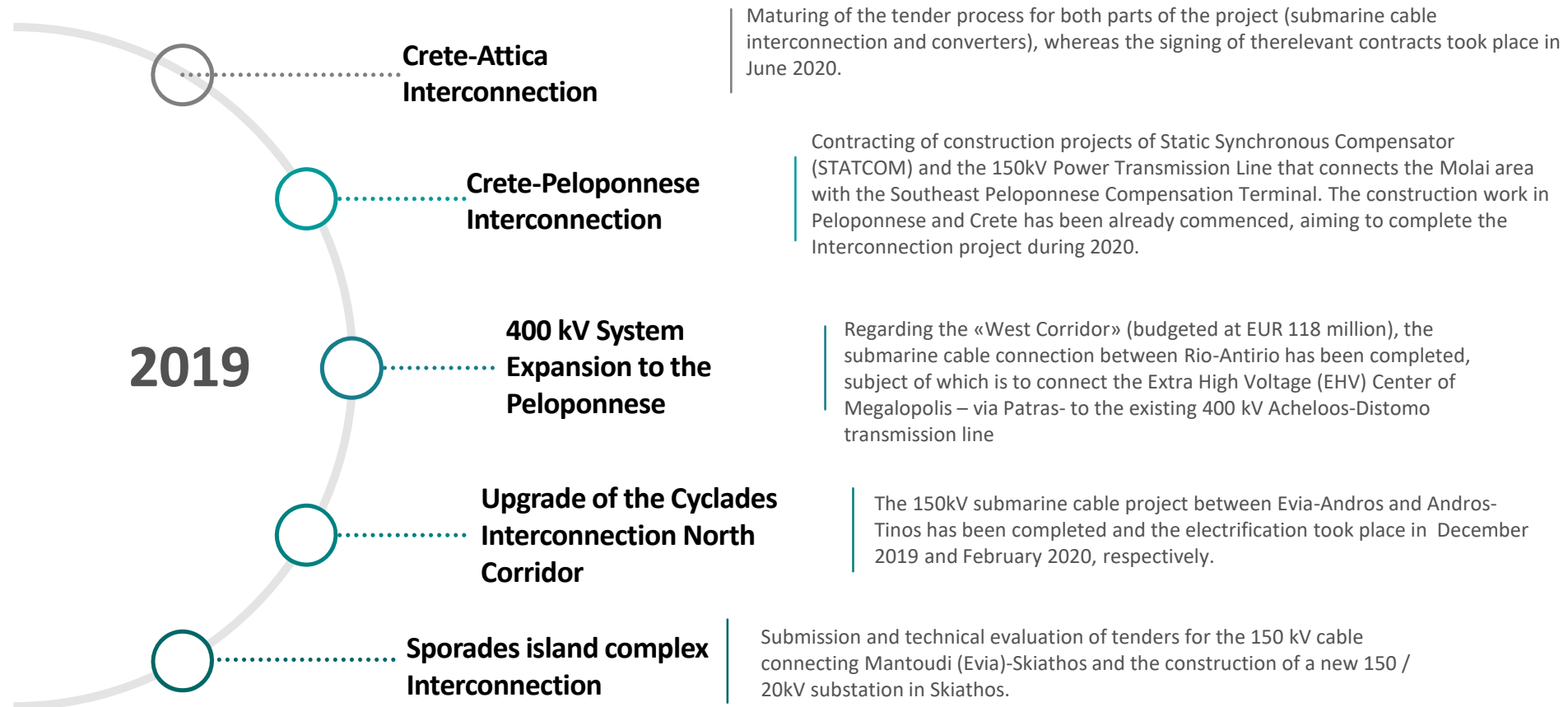
Manos Manousakis,
Chairman & CEO of IPTO SA

“... IPTO’s managerial team has envisioned the new era for the Operator, with the interconnection of the islands as its central strategic aim. The company that until now was operating a mainly overland grid, is dynamically expanding its activities to the field of island interconnections, creating value for the consumers and the shareholders”



Iason Rousopoulos
Chairman of ADMIE HOLDING SA
Deputy CFO of IPTO SA

Key milestones in 2019



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 2019 Highlights

TOTAL REVENUES

€249.8m

PY €247.4m (+1.0%)

- ✓ Increase by €6.5m in System Rent due to the positive trend of electricity demand
- ✓ Reduction of €11.2m in Revenues from contracts, albeit reflected in a corresponding decrease in contract costs
- ✓ Increase by 6.8 EUR million of received customer contributions related to increasing number of RES connections to the Transmission System.

EBITDA

€224.1 m

PY €180.9 m (+23.9%)

- ✓ Positive affected by one-off non recurring items
- ✓ Strong profitability margins
- ✓ Sufficient liquidity and high Interest coverage ratio (~10 times)

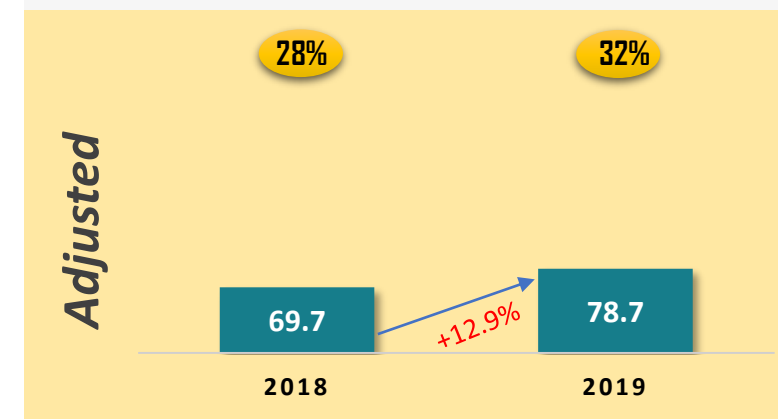
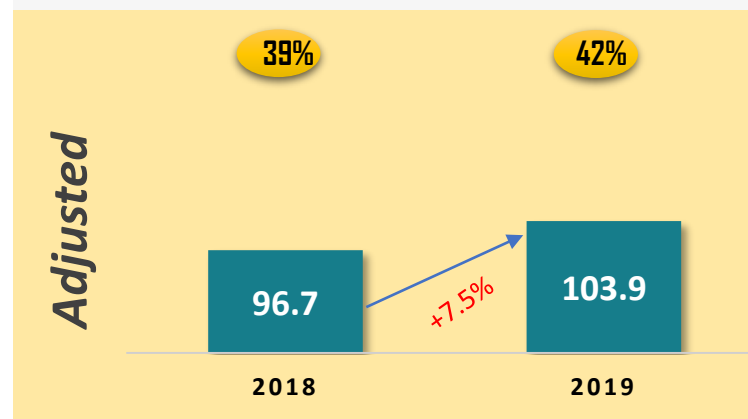
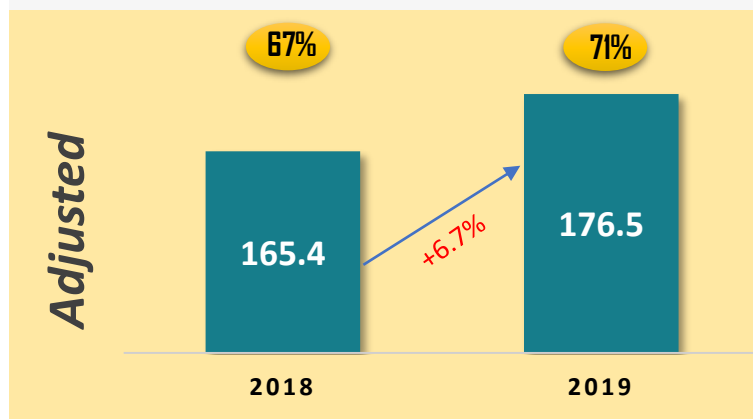
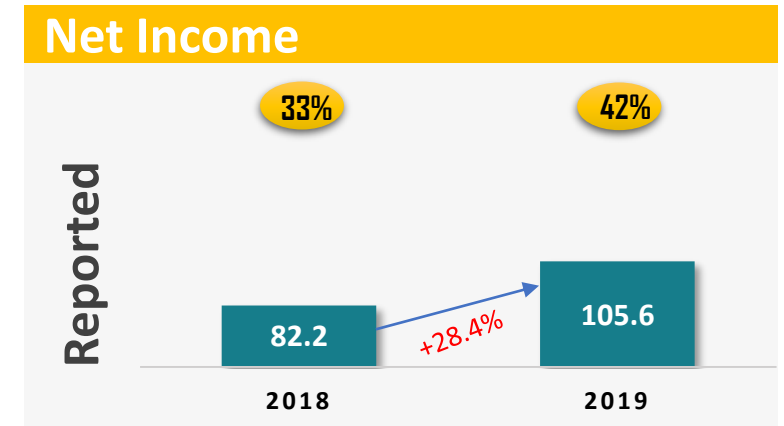
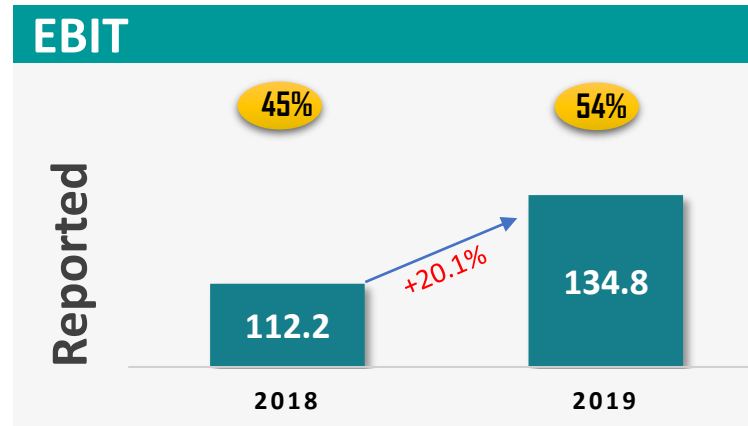
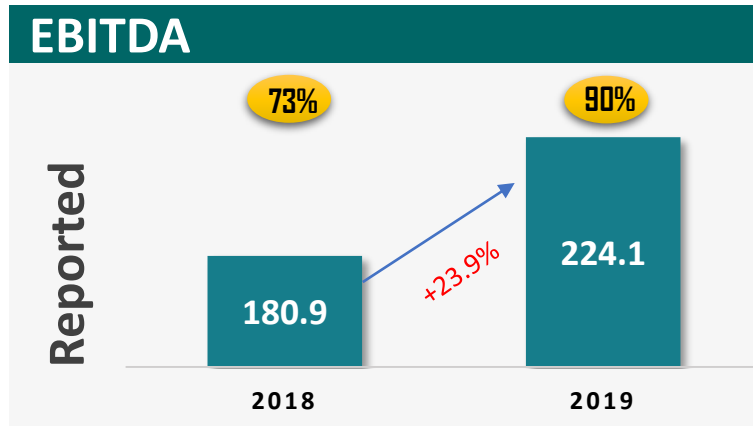
Net PROFIT

€105.6m

PY €82.2m (+28.4%)

- Active cash management led to Net financial income amounted to €2,2m in 2019 versus Net financial expenses amounted to €7,7 m. in 2018.

Profitability



Numbers adjusted following these one-off items:

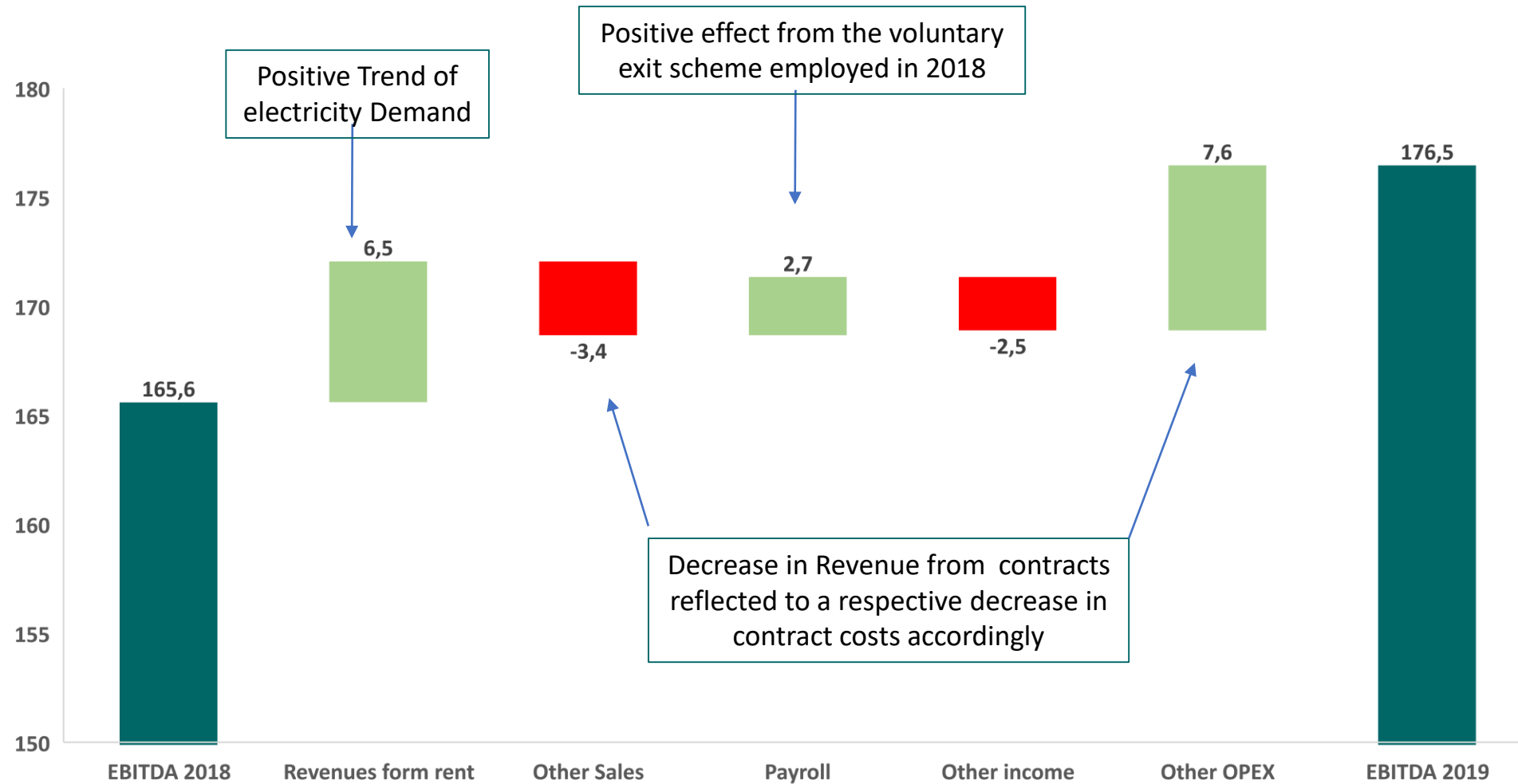
- a) Release of provision for the discount on reduced electricity tariffs given to employees and retirees of the Company amounting to EUR 15,7 million
- b) Provision for staff retirement compensation amounting to EUR 0,6 million (provision of EUR 11.5 million in 2018)
- c) Release of provision for risks and expenses of EUR 4,3 million vs EUR 27 million in 2018,
- d) Recovery of the costs of special projects (Polypotamos) amounting to EUR 27,5 million,
- e) Revenue of prior years' optical fiber rents amounting to EUR 0,7 million.

Adjusted EBIT came in at EUR 103.9 million, higher by 7.5% y-o-y, adjusted for the negative impact of asset devaluation as of 31.12.2019 (EUR 16.8 million)

Adjusted Net profit supported also by the one-off positive impact on financial income from the discounting of long-term receivables (Polypotamos) by EUR 4 million.

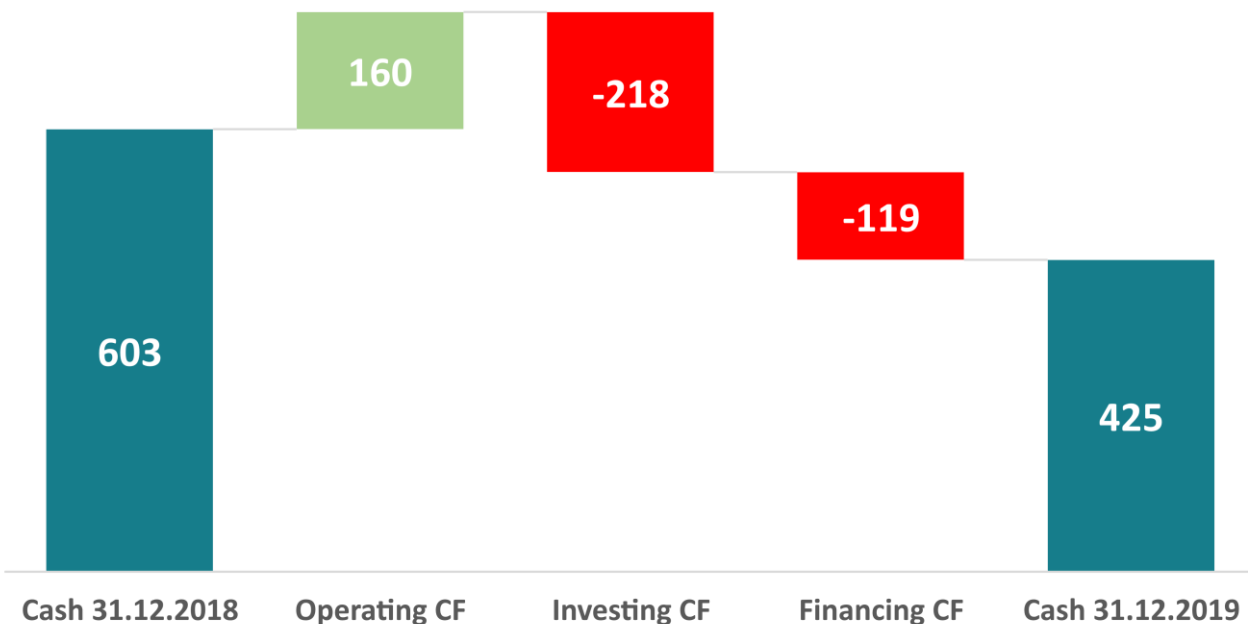
Amounts in €'m

EBITDA Bridge



Cash Flow & Net Debt

Cash Flow Bridge



Net Debt

Net Debt remained at satisfactory levels due to high cash reserves standing at € 201m (31/12/2019)

- 1.14x Net Debt/adj. EBITDA
- 10.2x Interest coverage ratio
- 0.15x Net Debt/Equity

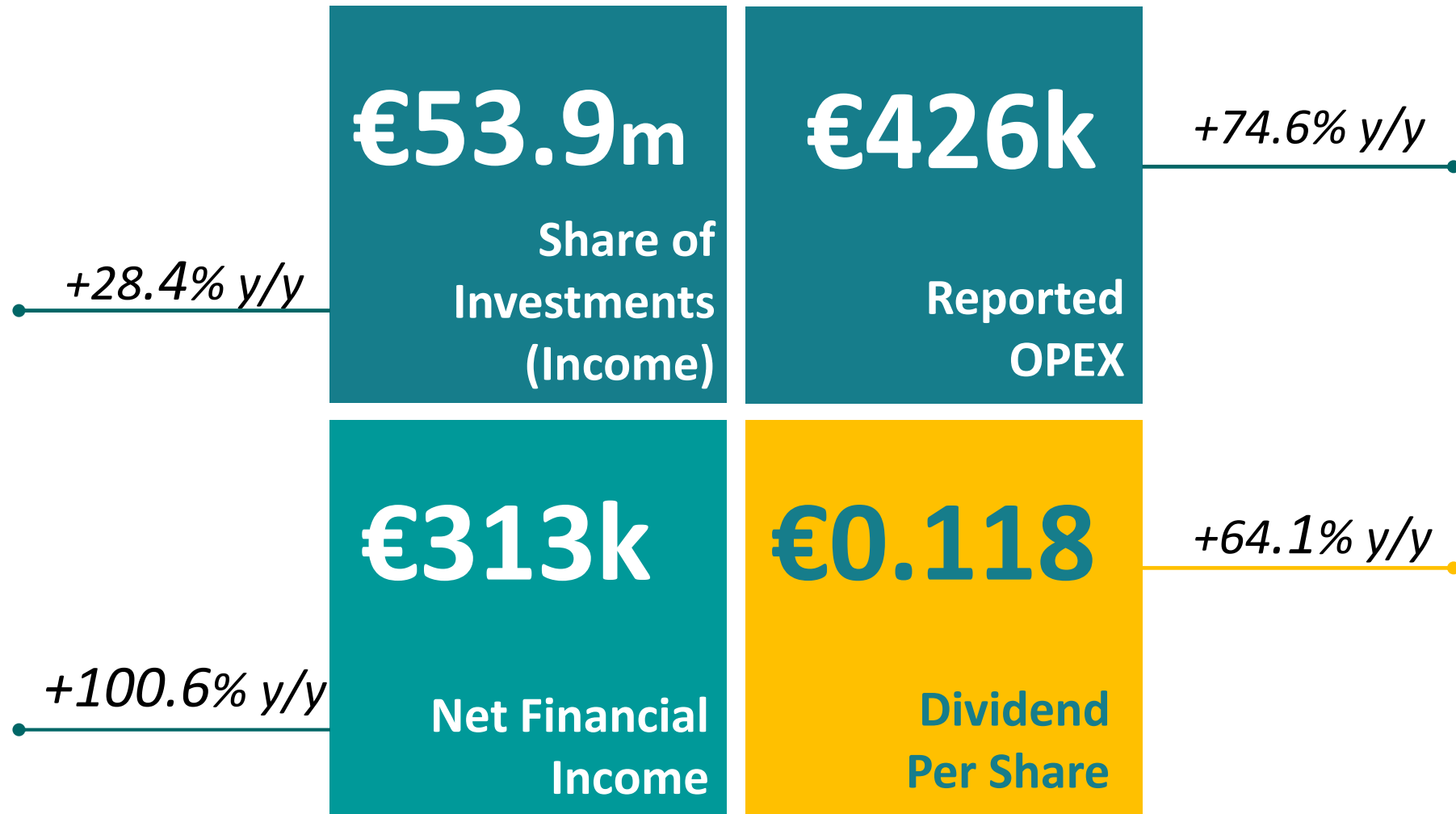
IPTO selected items

Balance sheet	IPTO S.A.		Group	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Non-current assets	2.327,7	1.870,0	2.128,6	1.670,0
Current assets	602,4	1.235,9	803,6	1.436,3
<i>Of which: Cash & equiv.</i>	<i>224,4</i>	<i>402,6</i>	<i>425,2</i>	<i>602,9</i>
Total Assets	2.930,2	3.105,9	2.932,2	3.106,3
Equity	1.326,1	1.030,4	1.328,2	1.030,7
Interest-bearing liabilities	626,2	688,6	626,2	688,6
Non-current liabilities	546,7	495,7	546,7	495,7
Current liabilities	431,2	891,1	431,1	891,3
Equity & Liabilities	2.930,2	3.105,9	2.932,2	3.106,3

P&L	IPTO S.A.			Group	
	31.12.2019	31.12.2018	Chg yoy	31.12.2019	31.12.2018
System rent	229.1	222.7	2.9%	229.1	222.7
Total revenues	249.0	247.4	0.7%	249.8	247.4
Reversals/(Provisions & Impairments)	-4.4	-27.0	-83.7%	-4.3	-27.0
EBITDA	222.7	181.1	23.0%	224.1	180.9
EBITDA margin	89%	73%	16.0 πμ	90%	73%
Operating Income	133.4	112.4	18.6%	134.8	112.2
<i>Financial Income</i>	<i>13.3</i>	<i>11.2</i>	<i>19%</i>	<i>15.4</i>	<i>11.7</i>
<i>Financial Expenses</i>	<i>-13.2</i>	<i>-19.4</i>	<i>-32%</i>	<i>-13.2</i>	<i>-19.4</i>
Net Financial Expenses	0,1	-8,2		2,2	-7,7
Net profit/(loss)	102.9	82.0	26%	105.6	82.2
Cash flows	31.12.2019	31.12.2018	Chg yoy	31.12.2019	31.12.2018
CF from Operations before WC	221.5	167.3	32%	220.4	167.1
CF from Operations after WC*	161.4	-197.7	-182%	159.9	-198.0
CF from Investments	-220.3	-287.4	-23%	-218.3	-86.8
CF from Financing	-119.4	115.9	-203%	-119.4	115.9
Change in cash	-178.3	-369.2	-52%	-177.8	-168.9

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

ADMIE Holding 2019 Highlights



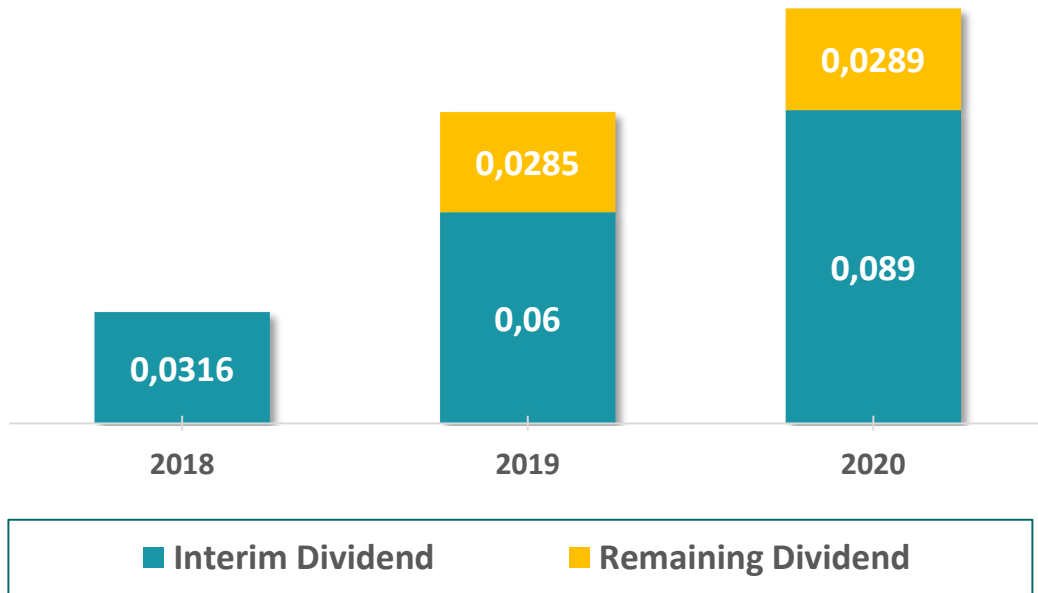
ADMIE Holding selected items

Balance sheet	31.12.2019	31.12.2018
Non-current assets	704.6	552.0
Current assets	22.5	14.8
<i>of which: Cash & equiv.</i>	8.5	4.8
Total Assets	727.2	566.7
Equity	727.1	566.7
Current liabilities	42.0	20.0
Total Equity & Liabilities	727.2	566.7

P&L	31.12.2019	31.12.2018
Income from Affiliate	53.9	41.9
EBITDA	53.4	41.7
Operating Income	53.4	41.7
Net profit	53.7	41.9
Cash flows	31.12.2019	31.12.2018
CF from Operations	1,4	-1,3
CF from Investing	21,8	10,2
CF from Financing	-19,5	-6,3
Change in cash	3,6	2,7

source: ADMIE (IPTO)

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 15.6.2020 closing price.

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

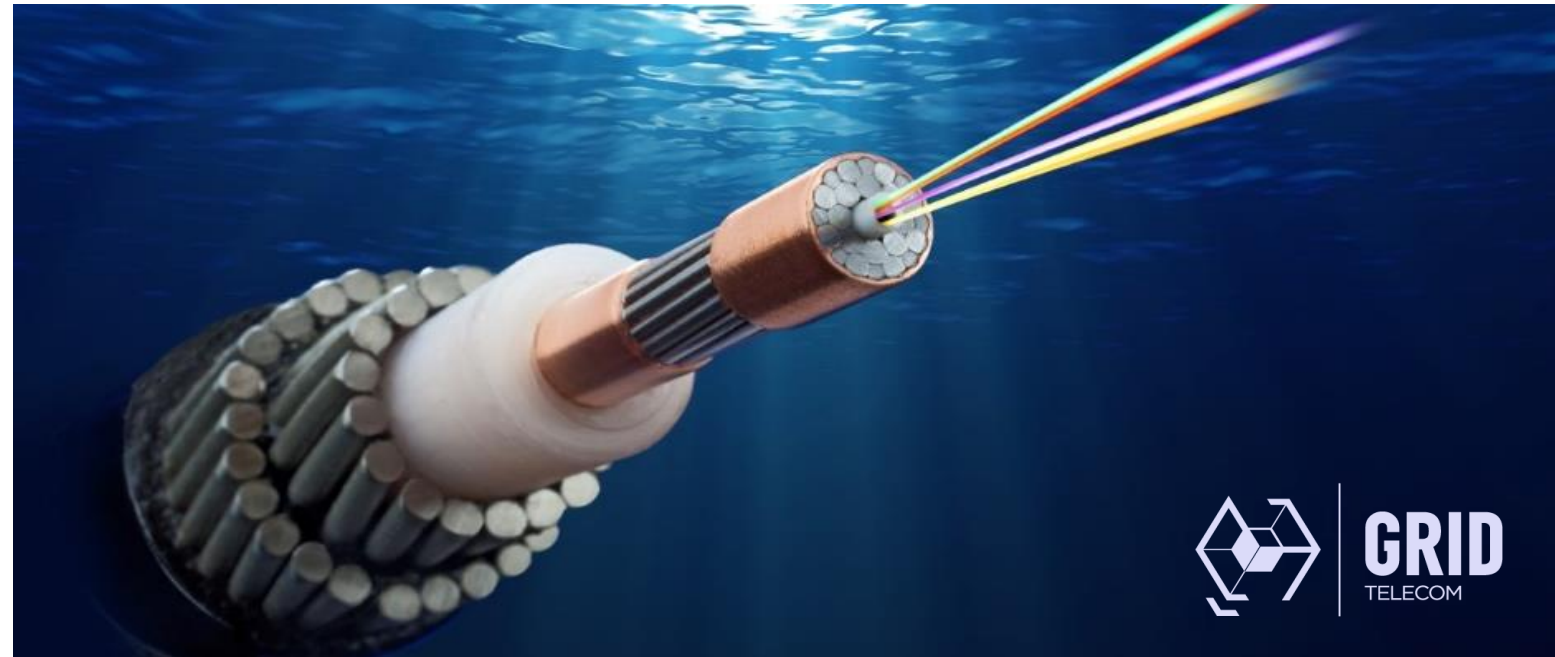
- ✓ Average dividend yield since listing ~4-5%
- ✓ Bound to distribute based on a minimum payout ratio of 50% (IPTO SA)
- ✓ ADMIE Holding SA is committed to distribute the bulk of dividend collected by IPTO SA

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.

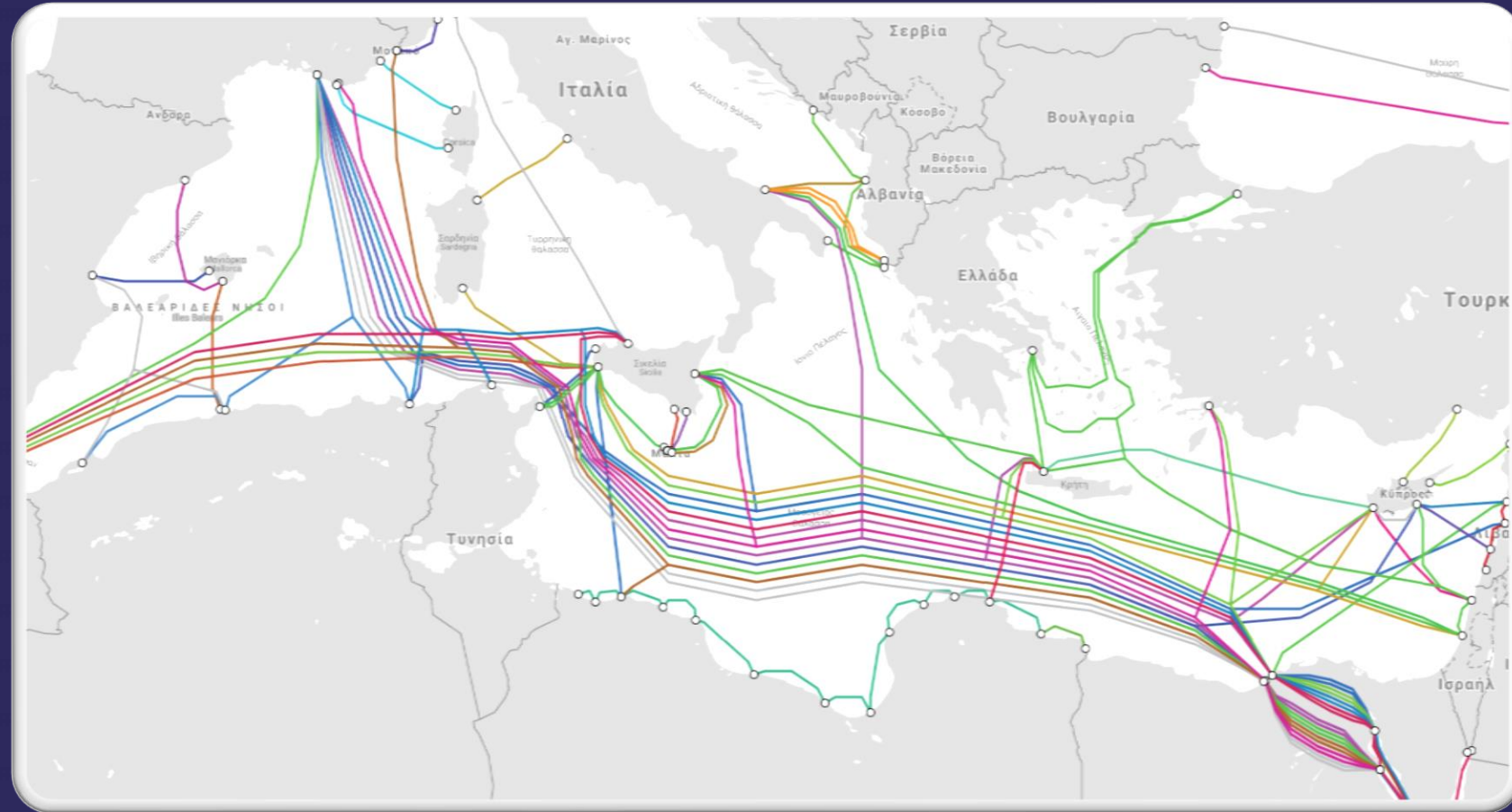


In the near future Grid Telecom will be providing collocation services to mobile telecom operators on IPTO's Powers Pylons which are set up all over Greece.



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.





Thank you

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or visit: www.admieholding.gr



Appendix

IPTO key financial items/
Regulatory Framework

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		

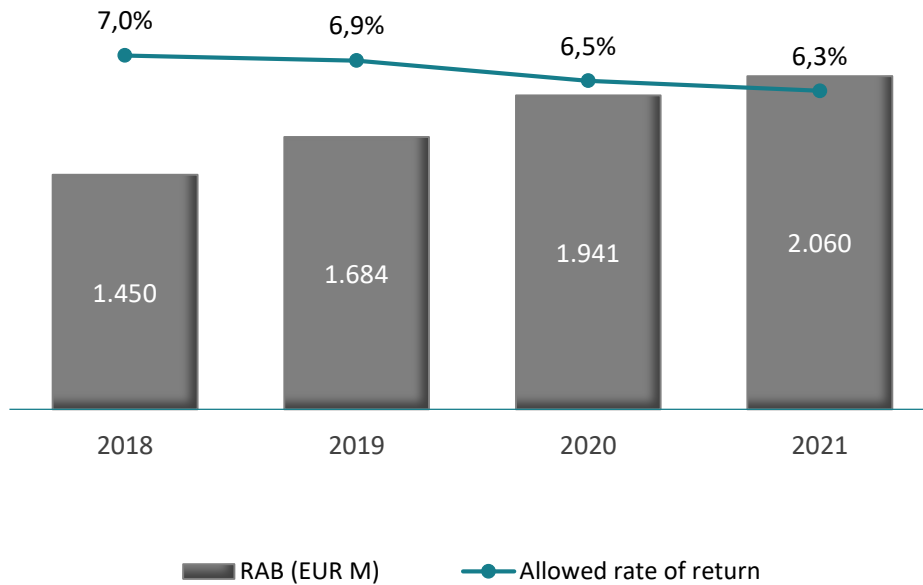
* It is expected that RAE will incorporate inflation in the next years

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

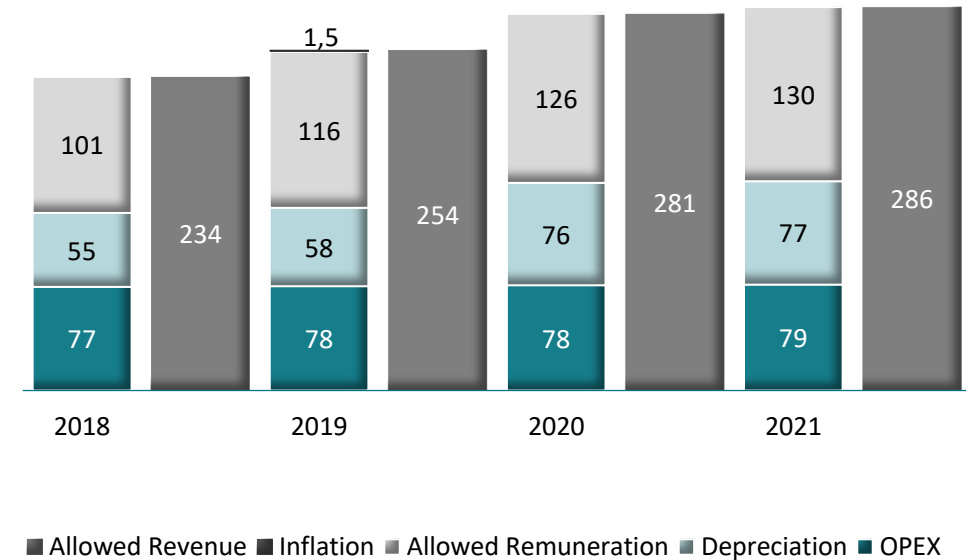
Regulatory period 2018 – 2021

€ 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%
Cost of equity post-tax	6.4%	6.4%	5.9%	5.8%
Tax rate	29.0%	29.0%	29.0%	29.0%
Cost of equity pre-tax	9.0%	9.0%	8.3%	8.2%
Cost of debt pre-tax	5.3%	5.6%	5.0%	5.1%
Gearing	36.3%	41.3%	36.3%	40.3%
WACC nominal	7.64%	7.6%	7.1%	6.95%
Inflation	0.6%	0.6%	0.6%	0.6%
WACC real, pre-tax	7.0%	6.9%	6.5%	6.3%

Required Revenue calculation

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
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 100-250 bp for critical projects
Required Revenue (RR)	Amount recovered through System usage charges
	$RR = AR \pm K \pm \Pi_1 \pm \Pi_2 - \Pi_3 \pm \Pi_4 - \Pi_5$
± K ± Π_1 ± Π_2 − Π_3 ± Π_4 − Π_5	cost of investments financed by 3rd parties settlement due to under-/over-recovery of RR settlement due to deviations from AR 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

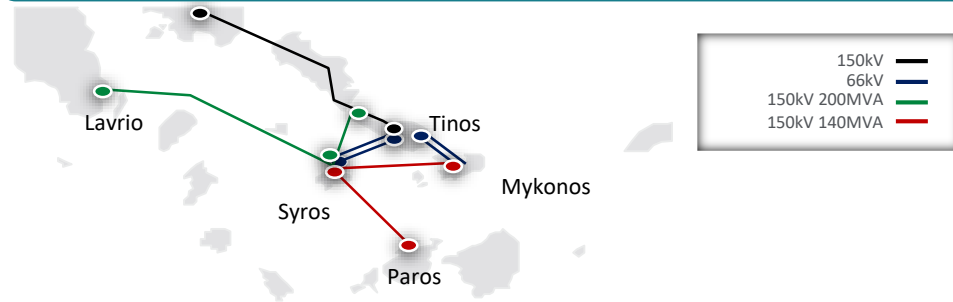
More than €300m/year due to the electricity supply of Crete and €50m/year for the Cycladic islands, from high cost oil-fired unit

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 CO₂ 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

Expected completion: 2019

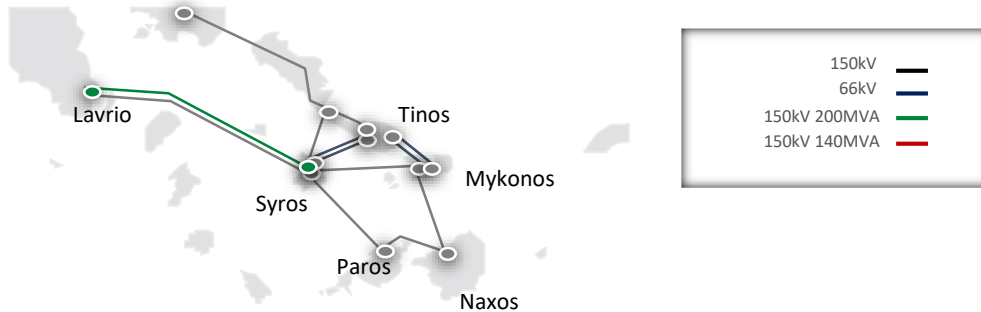
Estimated budget: c. €72m

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**

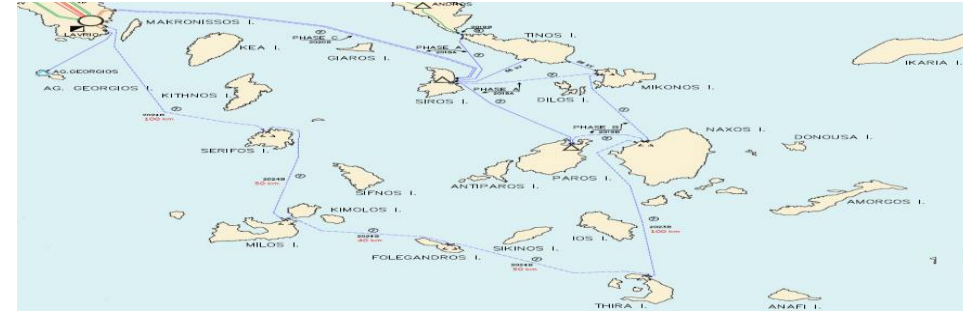
Cycladic Interconnection

Phase C



Construction of second submarine cable between Lavrio and Syros
Nexans was the successful bidder
Expected completion: 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

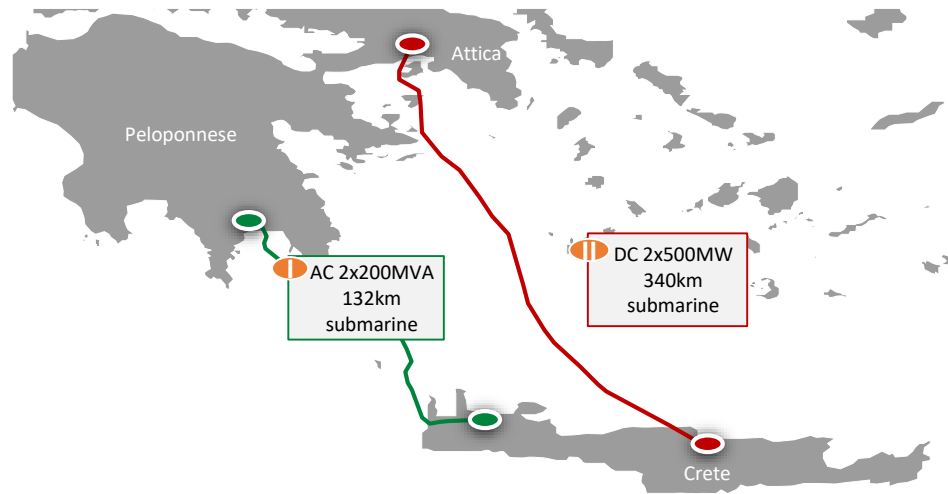
It creates an additional strong connecting route to all the Cycladic Islands, ensuring their reliable supply for many years and also permits wider development of local RES.

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

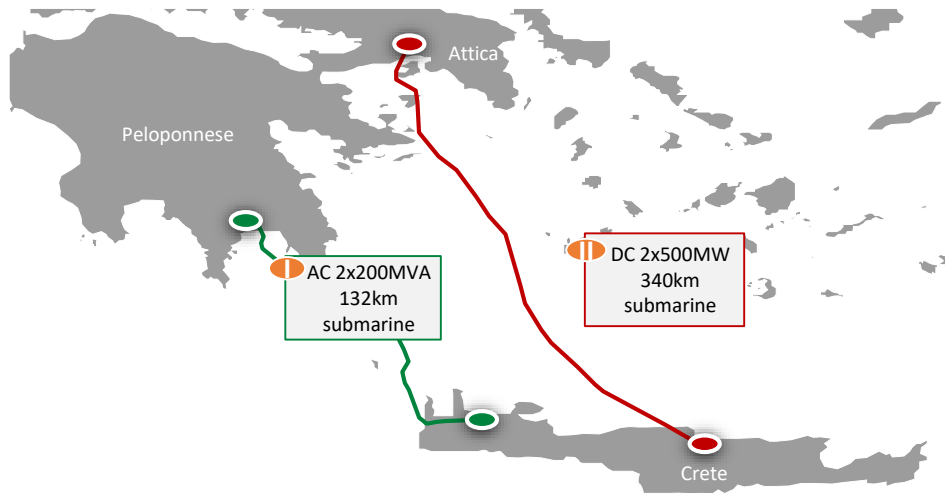
Technical Characteristics

- 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: 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