

Corporate Presentation

Jan 2021





Disclaimer

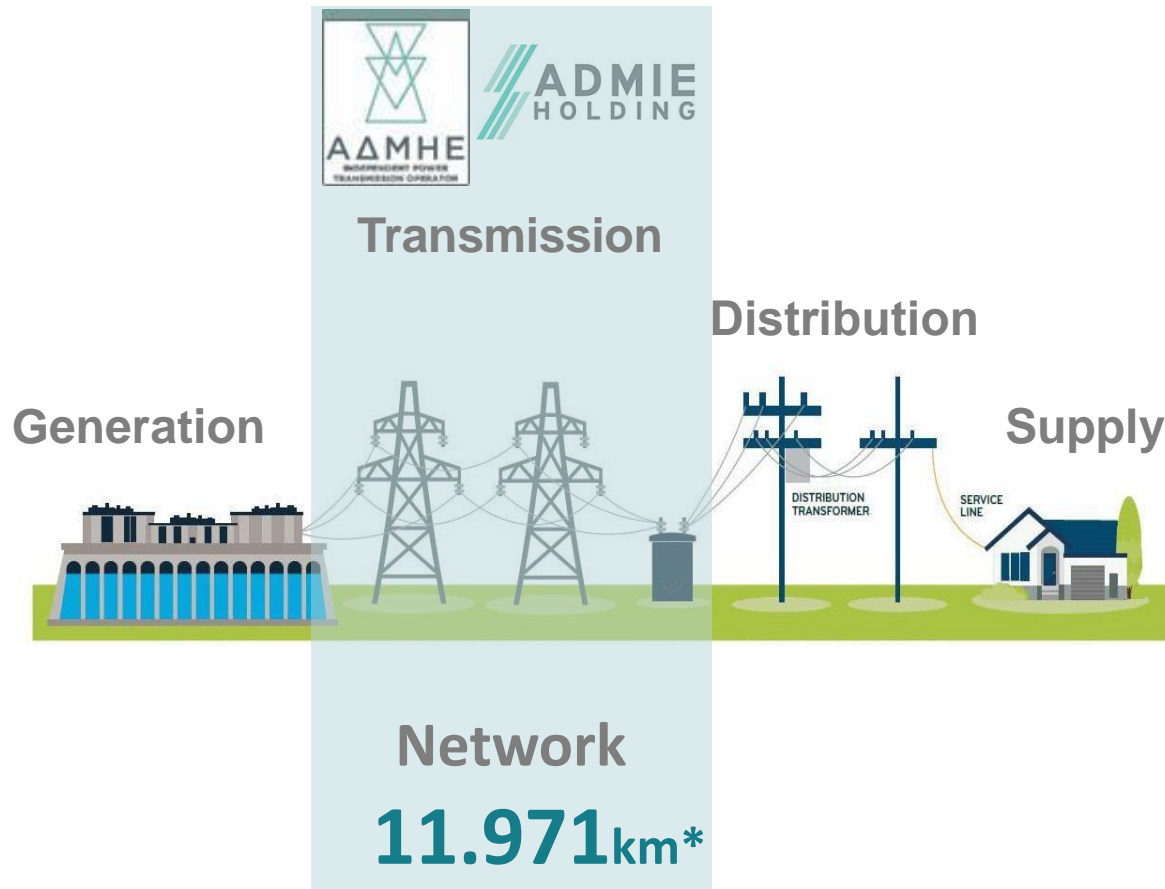
This document contains forward-looking statements that involve risks and uncertainties. These statements may generally, but not always, be identified by the use of words such as “outlook”, “guidance”, “expect”, “plan”, “intend”, “anticipate”, “believe”, “target” and similar expressions to identify forward-looking 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.

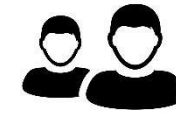
Agenda

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

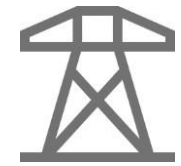
ADMIE at a glance



- Sole Transmission System Operator (TSO) in Greece



Employees
1.252

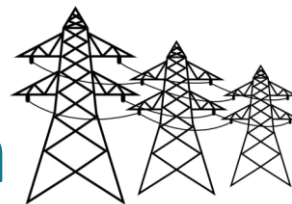


Transported Energy
52.2 TWh



Net Profit
€105.6m

RAB
€1,7bn



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

Investment Proposition



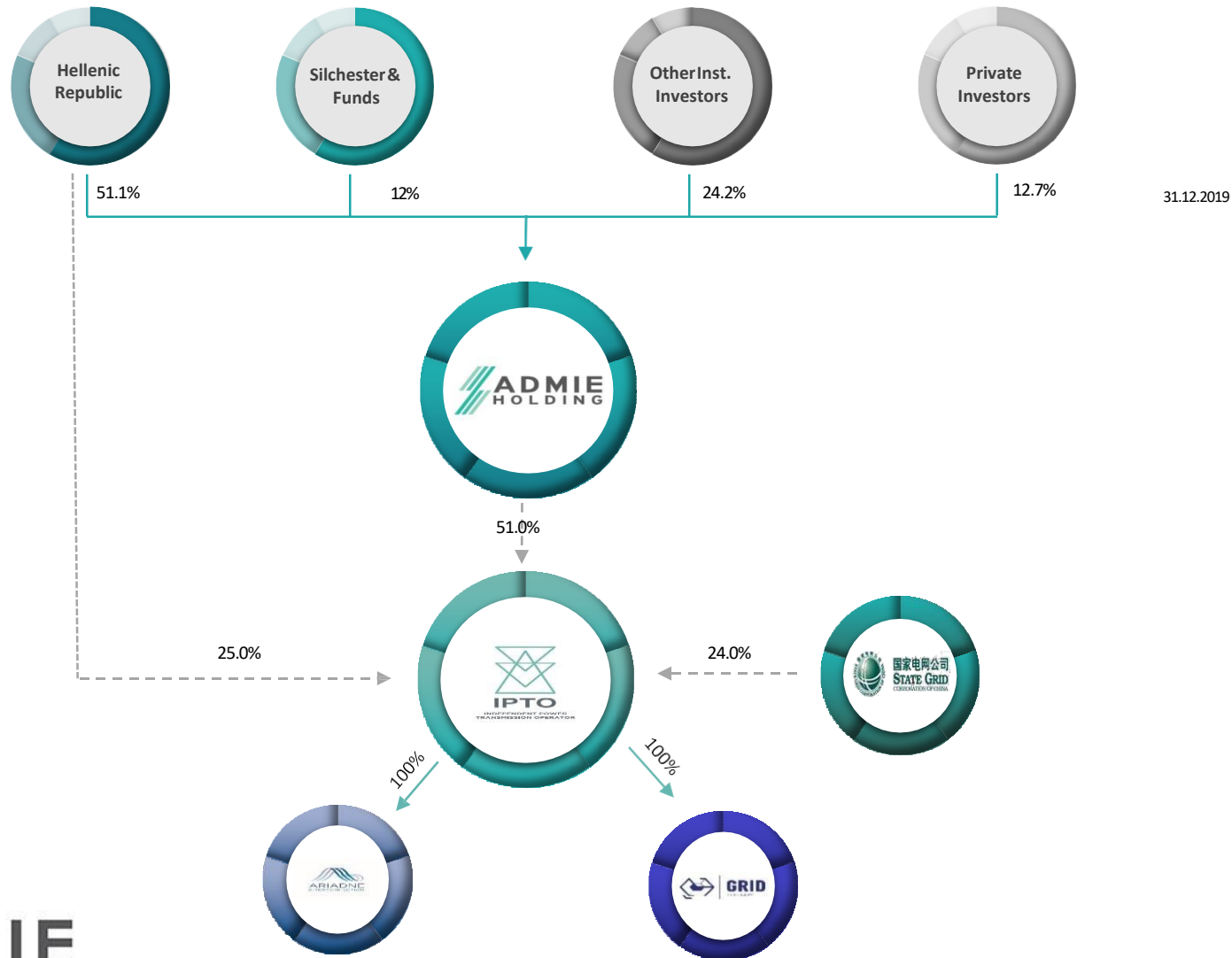
1.



ADMIE HOLDING & IPTO S.A. Overview



Shareholder Structure



Athens Stock Exchange

ATHEX: ADMIE

Bloomberg: ADMIEGA

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

$R = RAB \times WACC$

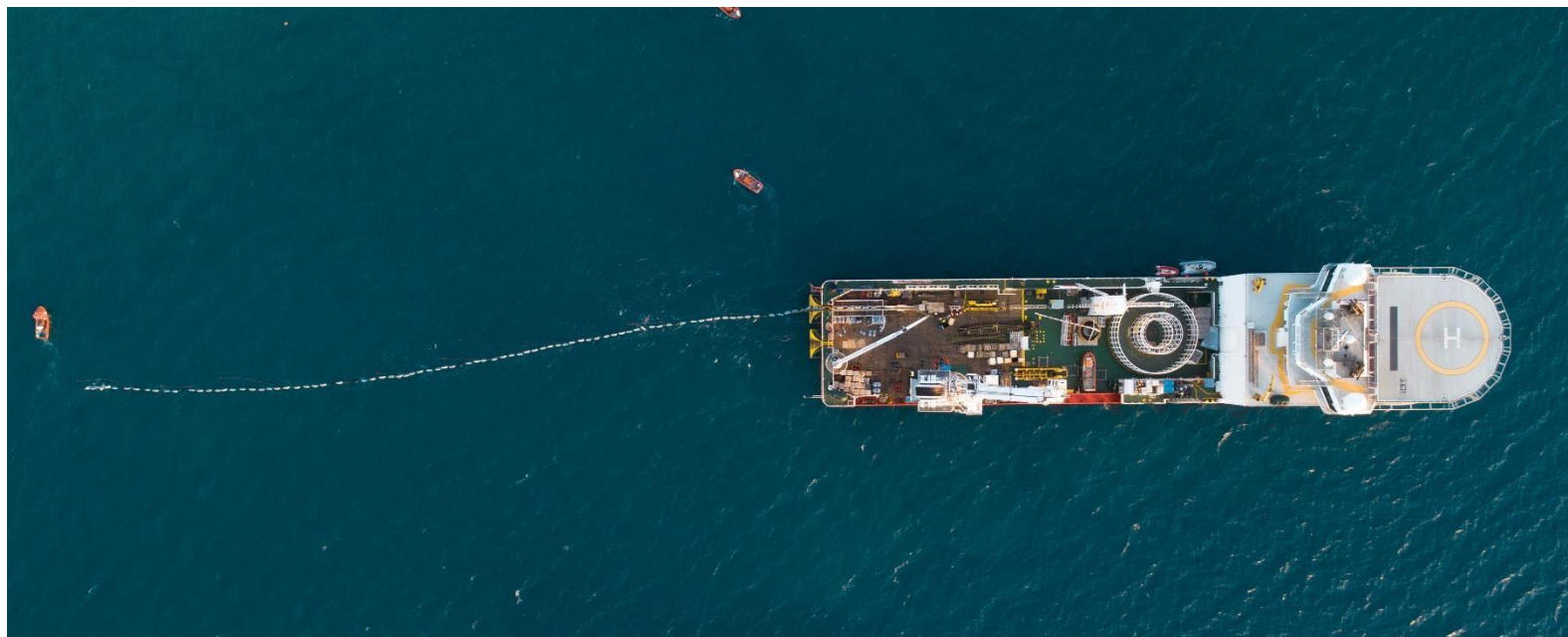
: return on employed capital

Incentive

: 100-250 bp for critical projects

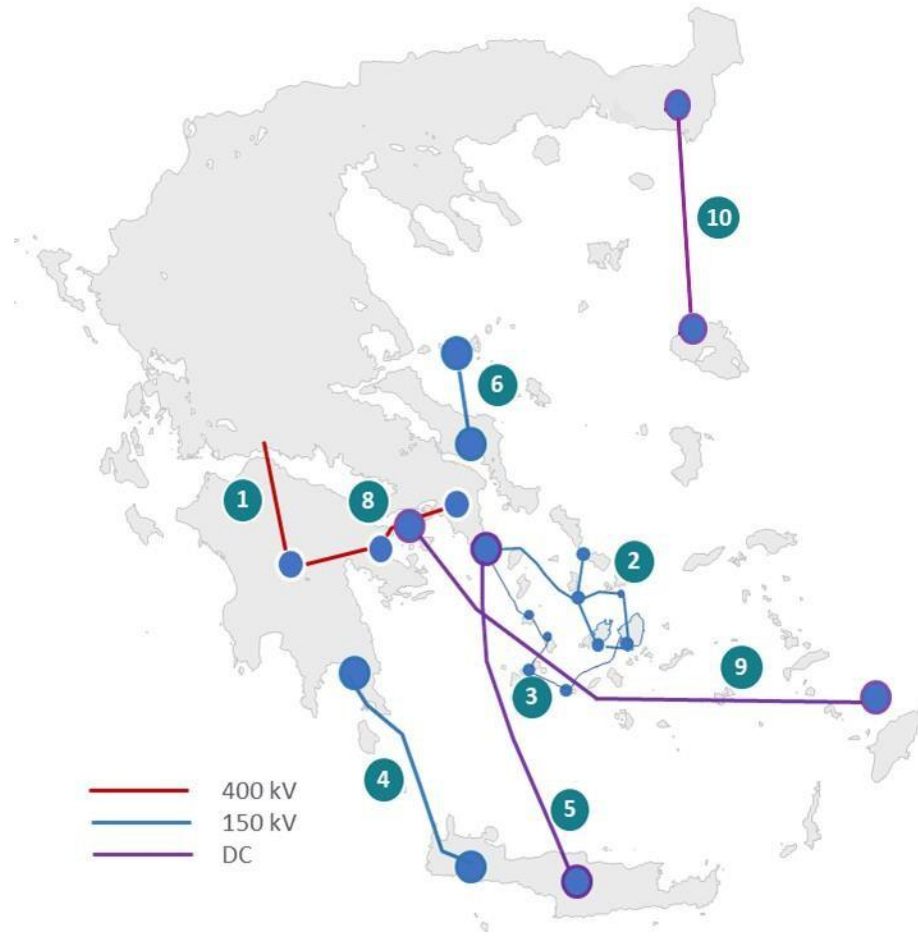
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Investment Program Summary



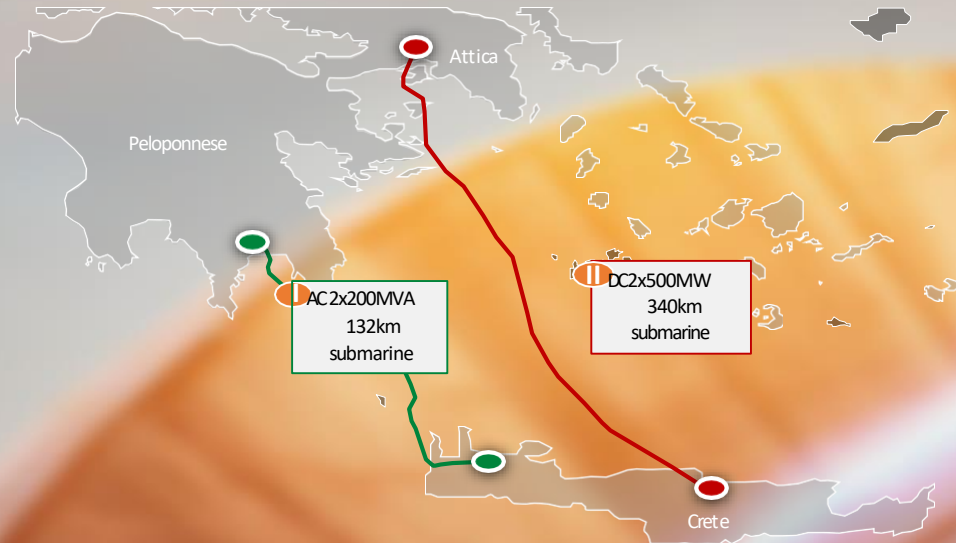
Network Development Plan 2020-2030

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 Band Q)	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

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

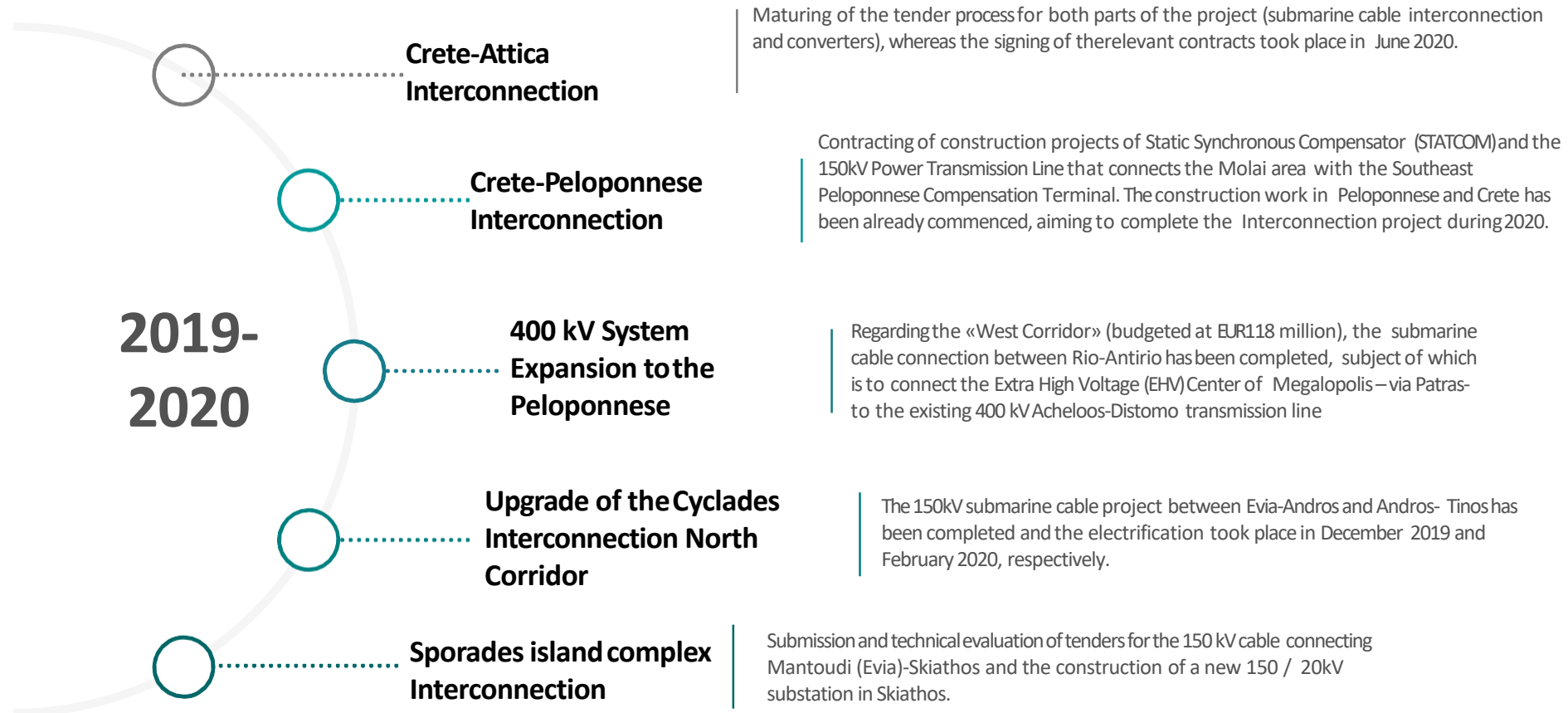
The **purpose** of the project is to improve the **security of supply** of Crete's electricity system

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 9M 2020 Highlights

TOTAL REVENUES

€209.9m

PY €192.3m (+9.1%)

- ✓ Increase by €25.9m in System Rent due to the positive trend of electricity demand
- ✓ Reduction of €1.2m in Revenues from contracts, albeit reflected in a corresponding decrease in contract costs
- ✓ Decrease by €6.4 million of received customer contributions related to increasing number of RES connections to the Transmission System.

EBITDA

€149.2 m

PY €139.8 m (+6.7%)

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

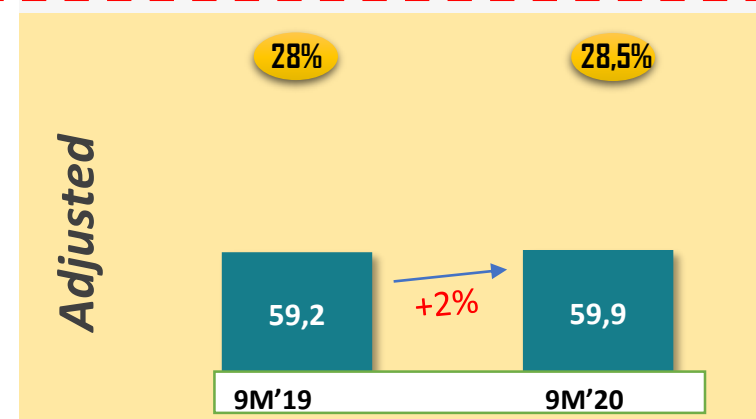
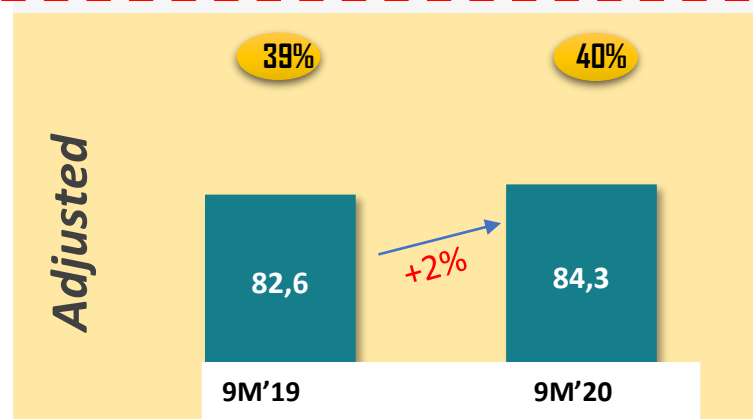
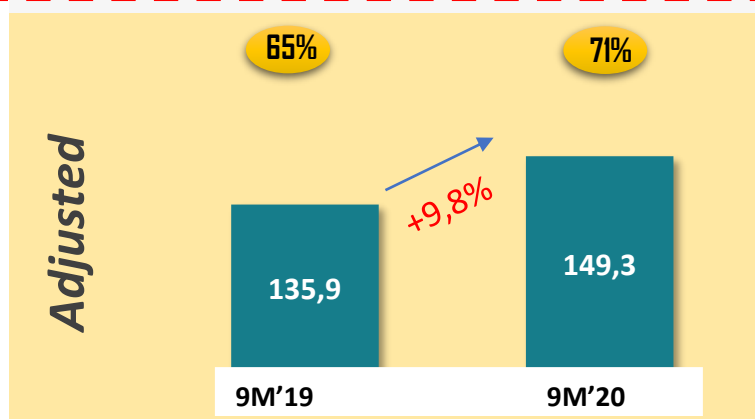
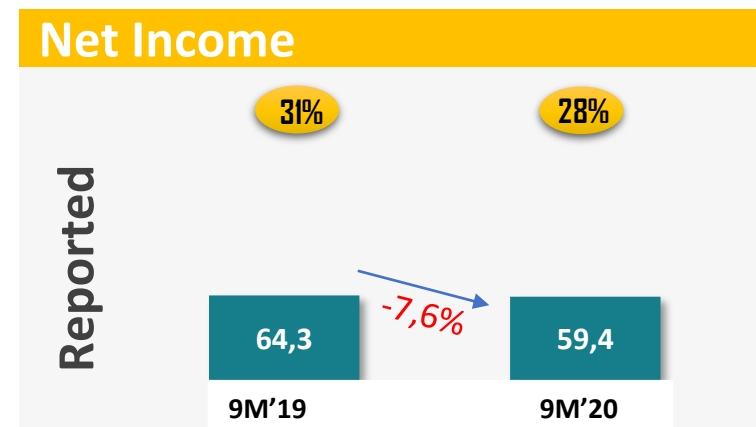
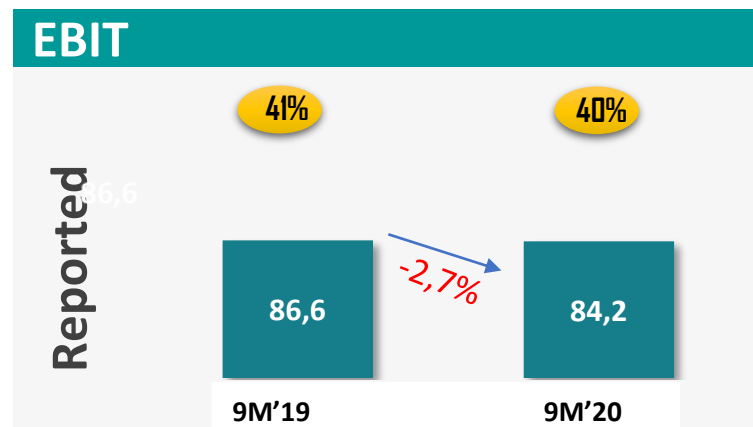
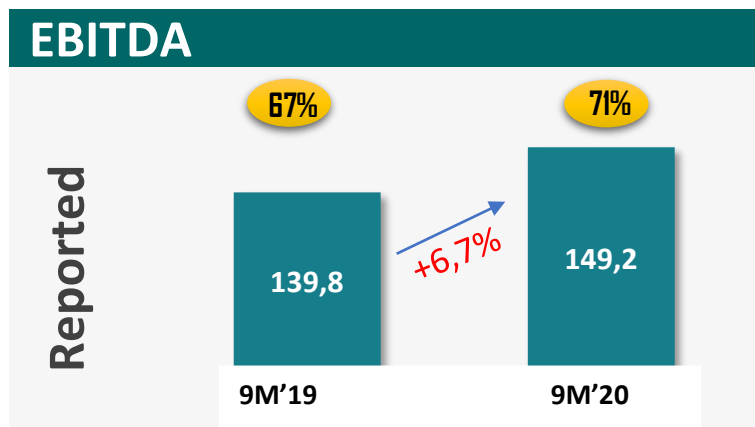
Net PROFIT

€59.4m

PY €64.3m (-7.6%)

- 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:

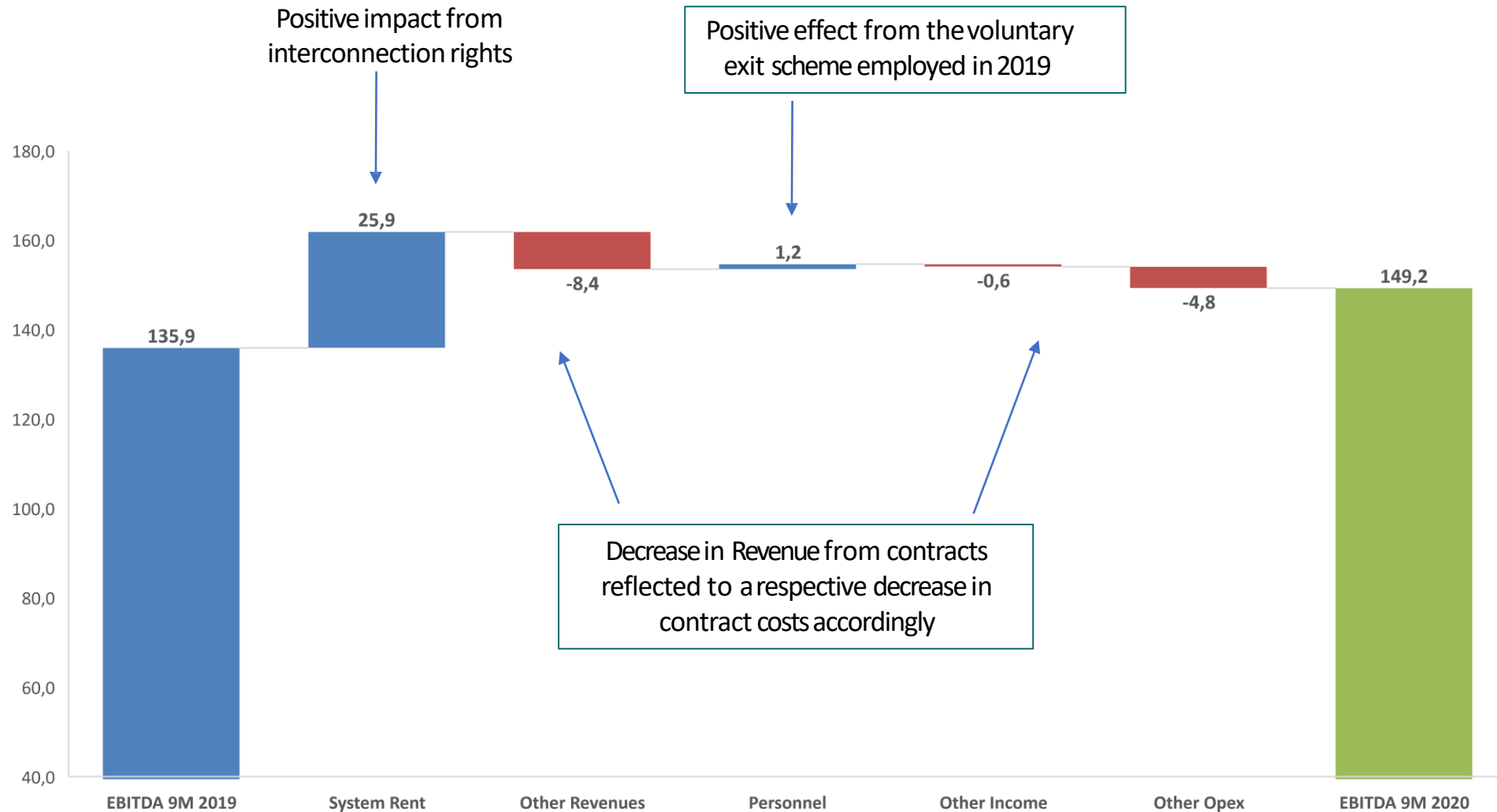
- a) Release of provision for the discount on reduced electricity tariffs given to employees and retirees of the Company and provision for staff retirement compensation amounting to EUR 0,3 million (provision of EUR 1.1million in 9M 2019)
- a) Provision for risks and expenses of EUR 0,2 million vs release of EUR 4.2 million in H1 2019
- b) One-off revenue from optic fibers amounting to EUR 0.7 million.

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.

Amounts in €'m

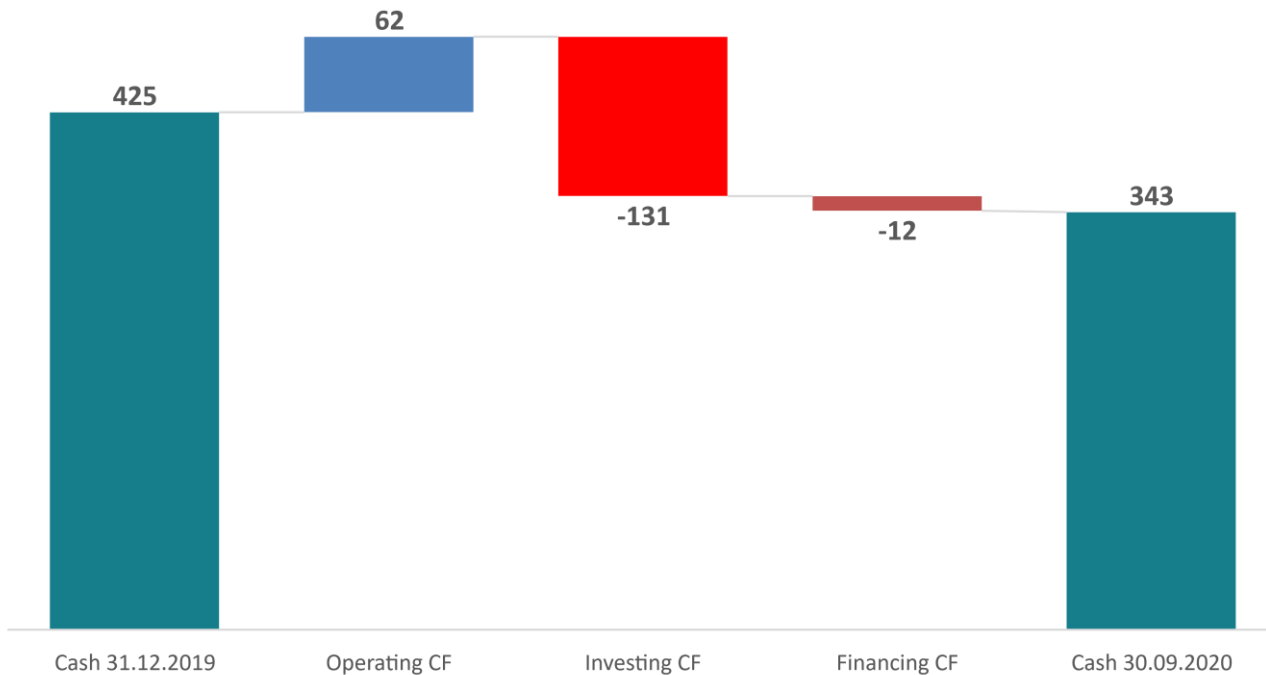
EBITDA Bridge



Amounts in €'m

Cash Flow & Net Debt

Cash Flow Bridge



Net Debt

Net Debt remained at satisfactory levels due to high cash reserves standing at € 334,8m (30/09/2020)

- 1.9x Net Debt/adj. EBITDA
- 21% Net Debt/Equity

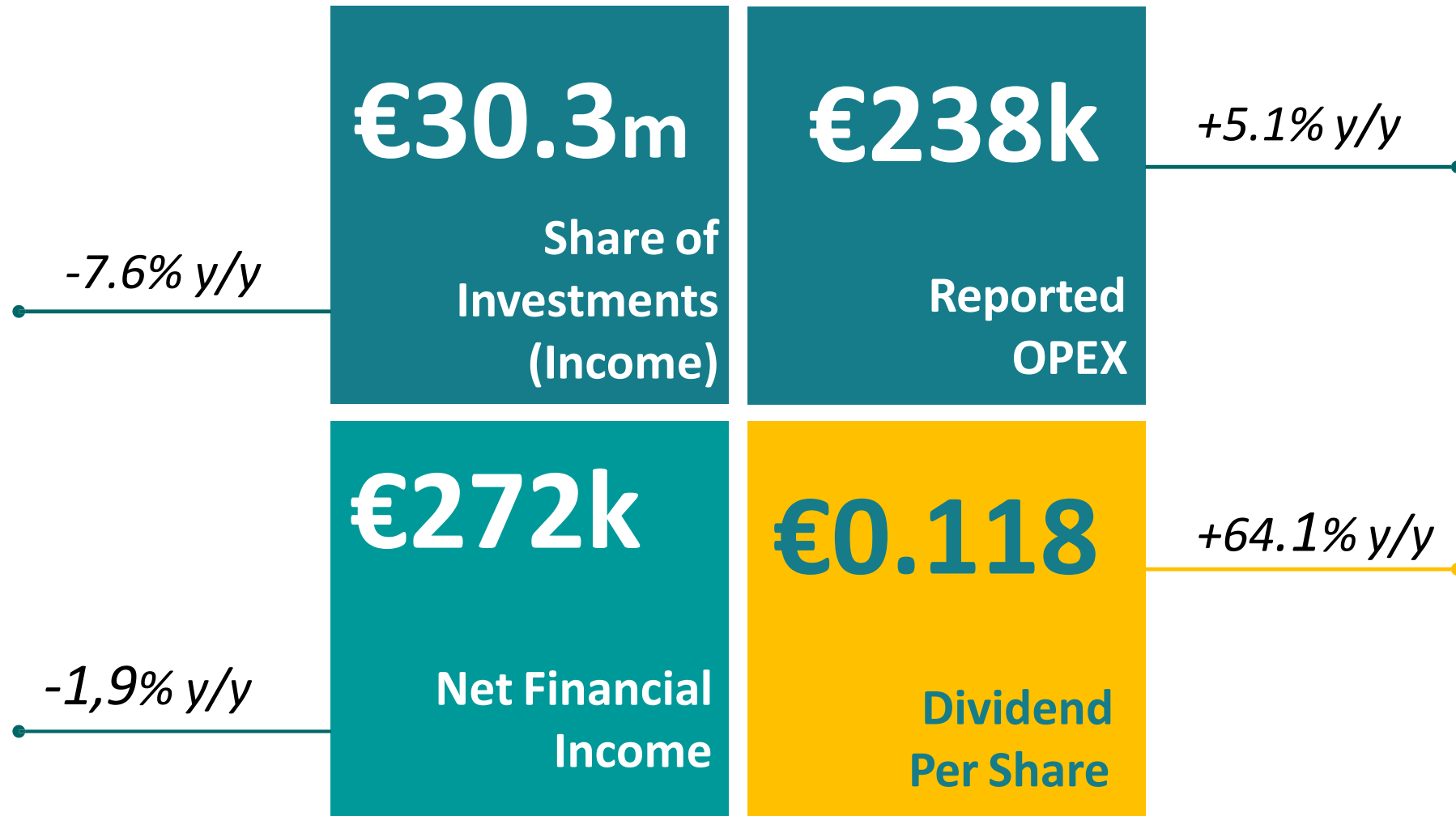
IPTO selected items

Balance sheet	IPTO S.A.		Group	
	30.09.2020	31.12.2019	30.09.2020	31.12.2019
Non-current assets	2,488.9	2,327.7	2,290.6	2,168.6
Current assets	602.9	602.4	750.2	803.5
<i>Of which: Cash & equiv.</i>	<i>195.7</i>	<i>224.3</i>	<i>343.0</i>	<i>425.2</i>
Total Assets	3,091.8	2,932.2	2,932.2	2,932.2
Equity	1,334.4	1,326.9	1,337.7	1,329.9
Interest-bearing liabilities	680.7	625.3	680.7	625.3
Non-current liabilities	1,198.2	1,086.2	1,202.2	1,086.2
Current liabilities	500.8	516.0	559.2	516.9
Equity & Liabilities	3,091.8	2,930.2	3,040.8	2,932.2

Overview IPTO S.A.	GROUP			COMPANY		
Amounts in mil. euro	9M 2020	9M 2019	D%	9M 2020	9M 2019	D%
Revenue from Transmission System Rent	200.3	174.4	1.9%	200.3	174.4	14.9%
Total Revenues	209.9	192.3	9.1%	209.2	192.3	8.8%
Other income	1.7	2.3	-25.1%	1.9	2.4	-21.3%
Operating expenses	62.7	59.0	6.2%	62.0	58.6	5.9%
Provisions	-0.2	-4.2	-94.6%	-0.2	-4.2	-94.9%
EBITDA	149.2	139.8	6.7%	149.2	140.4	6.3%
Adjusted EBITDA	149.3	135.9	9.8%	149.3	136.5	9.4%
<i>adjusted EBITDA margin</i>	<i>71.1%</i>	<i>70.7%</i>		<i>71.4%</i>	<i>71.0%</i>	
EBIT	84.2	86.6	-2.7%	84.3	87.1	-3.2%
Adjusted EBIT	84.3	82.6	2.0%	84.4	83.2	1.5%
Profit before Taxes	79.8	88.4	-9.7%	79.3	87.1	-9.0%
Net profit for the period	59.4	64.3	-7.6%	59.0	63.4	-6.9%
Amounts in mil. euro	30.09.2020	31.12.2019		30.09.2020	31.12.2019	
Net debt	334.8	201.0	66.6%	482.1	401.8	20.0%
Cash and cash equivalents	343.0	425.2	-19.3%	195.8	224.4	-12.7%

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

ADMIE Holding 9M 2020 Highlights



ADMIE Holding selected items

Balance sheet	30.09.2020	31.12.2019
Non-current assets	708.6	704.6
Current assets	28.4	22.5
<i>of which: Cash & equiv.</i>	7.7	8,5
Total Assets	736,9	727.2
Equity	736.4	727.1
Current liabilities	0.5	0.1
Total Equity & Liabilities	736,9	727.2

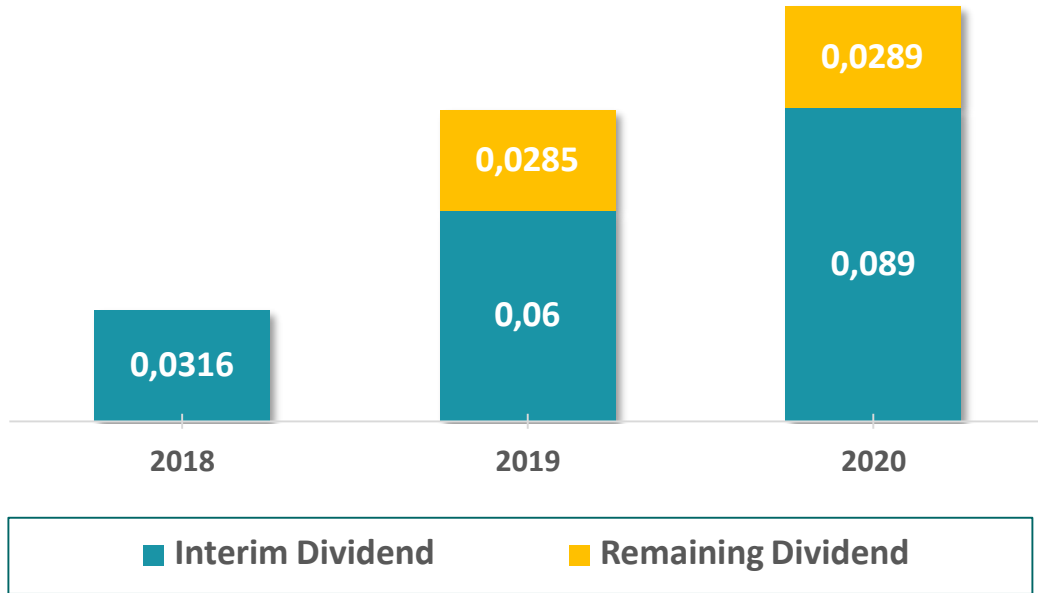
P&L	30.09.2020	30.09.2019
Income from Affiliate	30.3	32.8
EBITDA	30.1	32.5
Operating Income	30,1	32,5
Net profit	30.3	32.8
Cash flows	30.09.2020	30.09.2019
CF from Operations	0.7	2.1
CF from Investing	26.2	21.8
CF from Financing	-27.7	-19.4
Change in cash	-0.8	4.5
source: ADMIE(IPTO)		

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



	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.

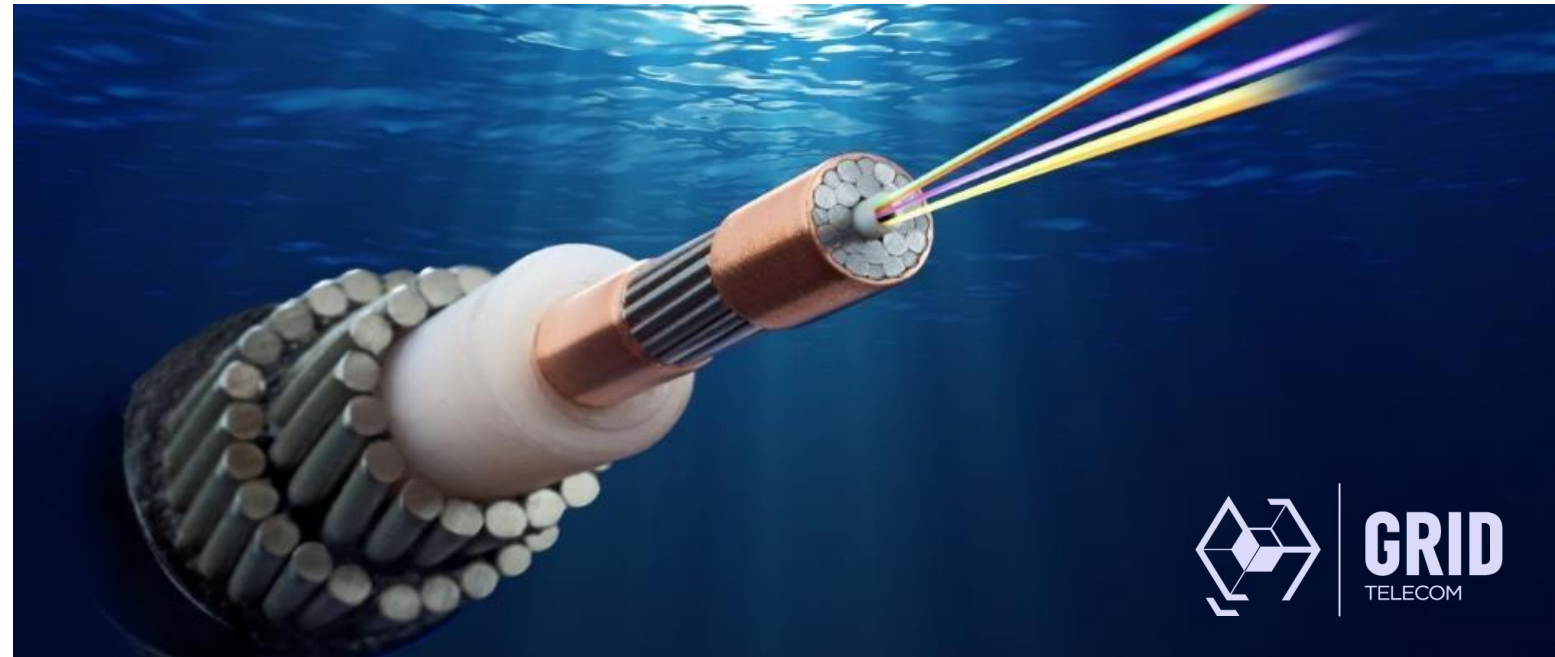
**There is a one year accounting lag between two entities, however ADMIE Holding mitigates this issue by maximizing the Interim Dividend Policy

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.

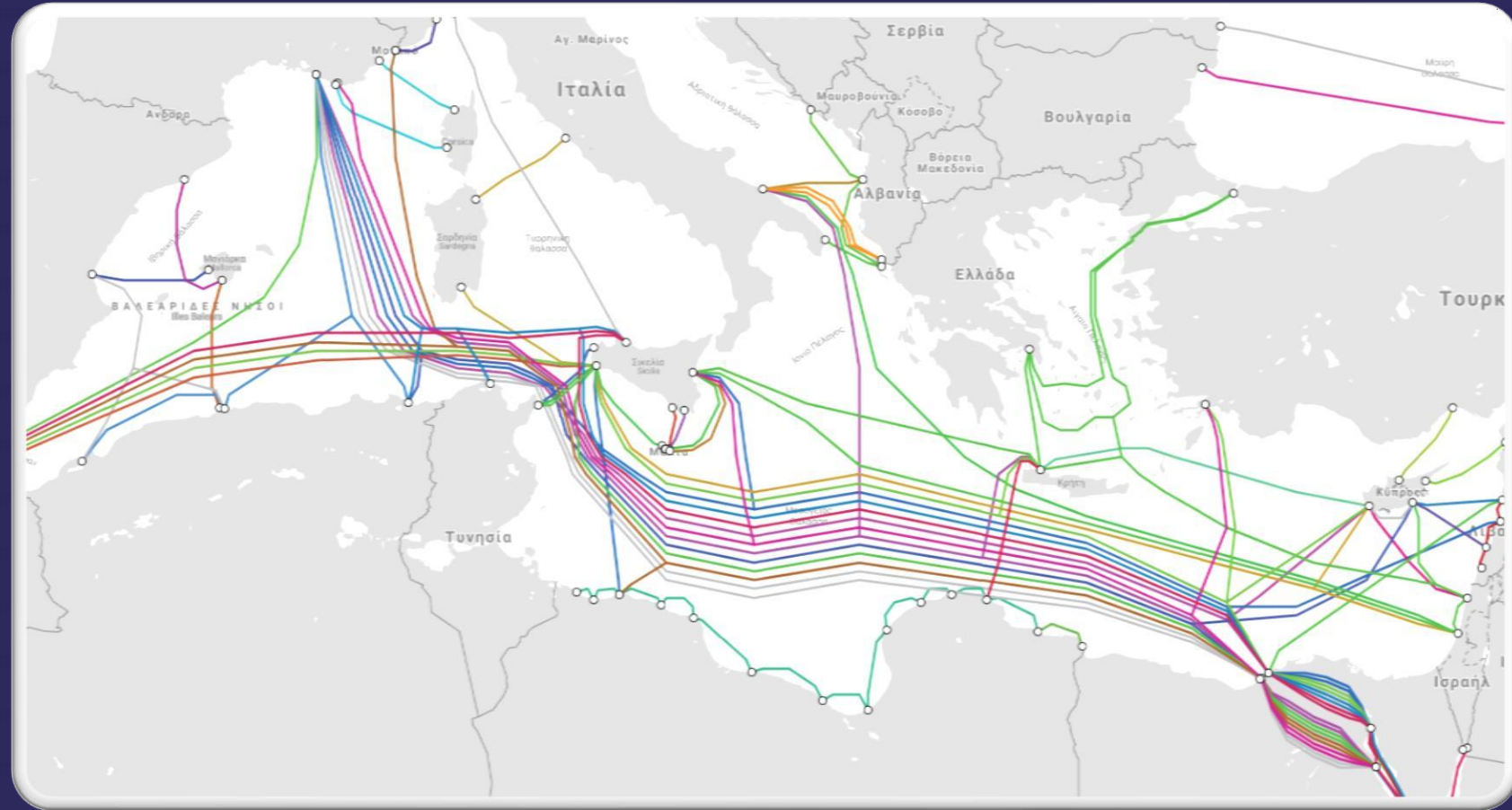


In the near future Grid Telecom will be providing collocation services to mobile telecom operators on IPTO's Power Pylons which are set up all over Greece.



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 underserved 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

For additional information please contact
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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 <small>(RAE100/2019)</small>		0,6%		
Adjusted allowed revenue *		253.9		

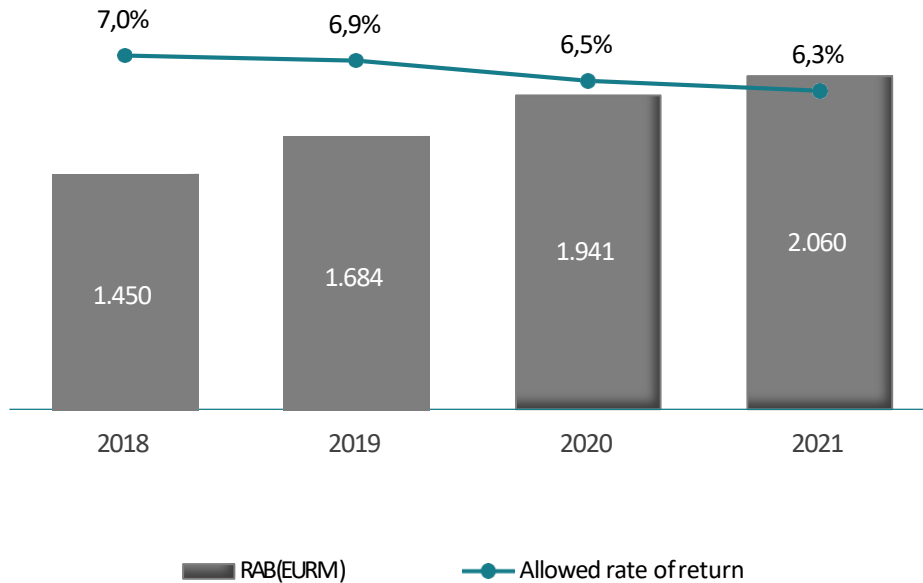
* It is expected that RAE will incorporate inflation in the next years

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

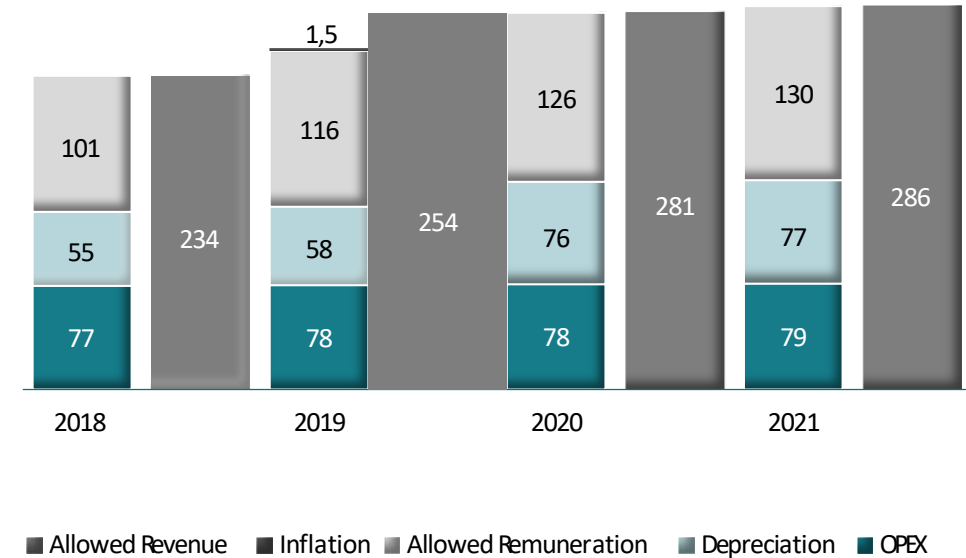
Regulatory period 2018–2021

€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%
Taxrate	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= RABx 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
Required Revenue (RR)	Amount recovered through System usage charges
$\pm K$ $\pm \Pi_1$ $\pm \Pi_2$ $- \Pi_3$ $\pm \Pi_4$ $- \Pi_5$	$RR = AR \pm K \pm \Pi_1 \pm \Pi_2 - \Pi_3 \pm \Pi_4 - \Pi_5$ 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

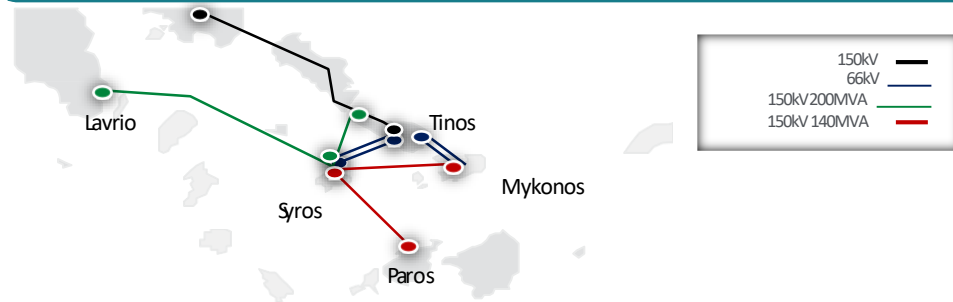
More than €300m/year due to the electricity supply of Crete and €50m/year for the Cycladic islands, from high cost oil-fired unit

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 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

Completed: 2019

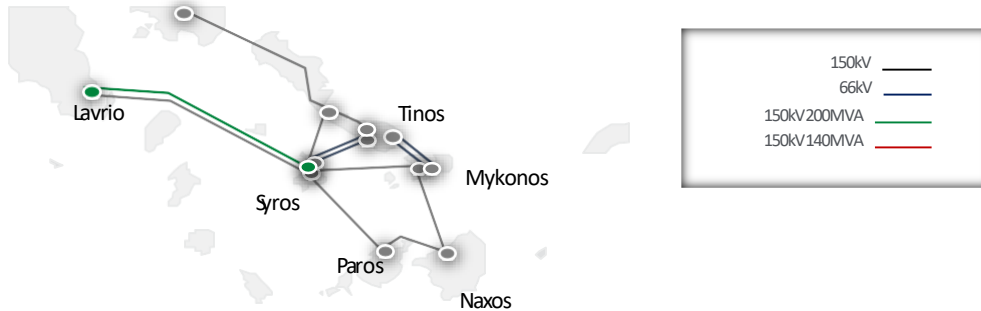
Estimated budget: c. €72m

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**

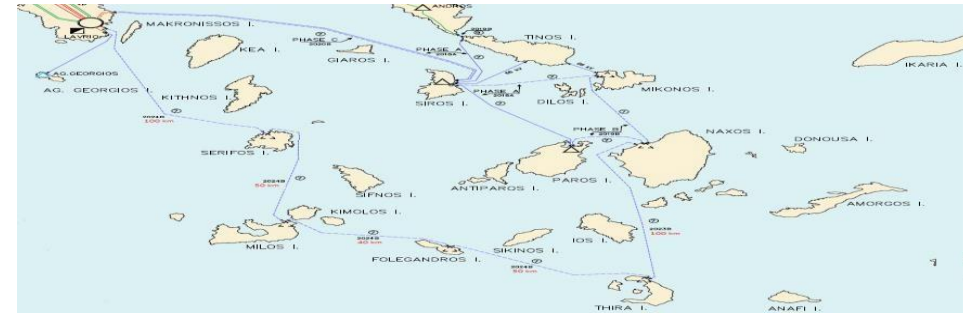
Cycladic Interconnection

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

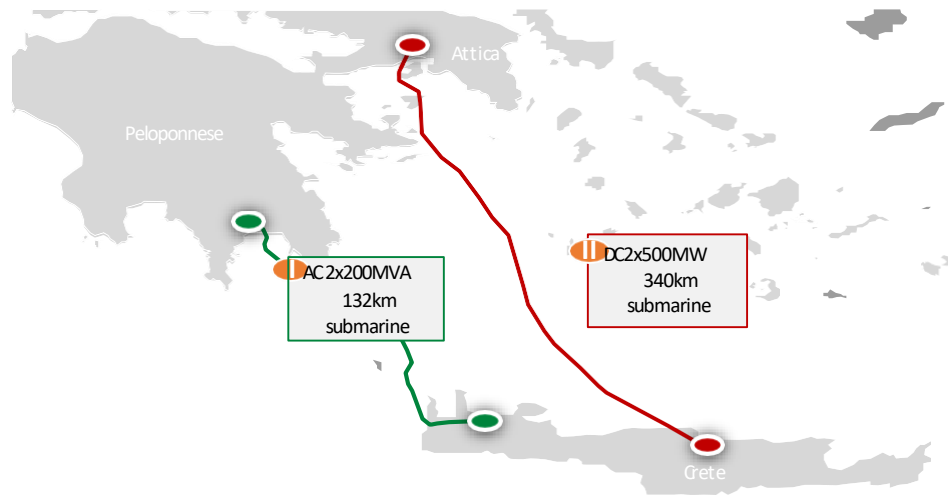
Expected completion: 2023

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 (PhaseA)

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

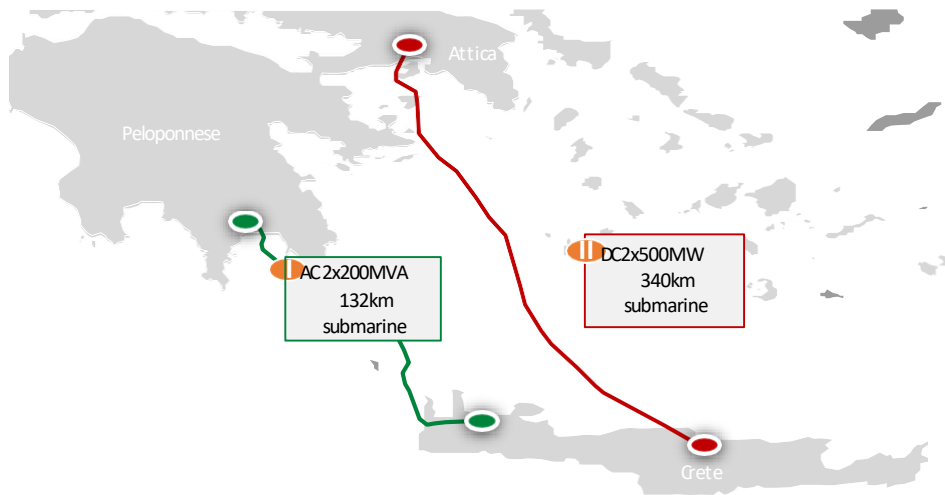
- Voltage: 150 kV AC
- 2 GIS Substations
- Capacity: 2 x 200 MVA
- Cable technology: XLPE
- Maximum depth: 980 m
- Cable length: 2 x 132 km

Crete- Attica Interconnection (PhaseB)



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: H22023
Estimated budget: c. €1b
Implementation: Ariadne Interconnection

Technical Characteristics

- VSC/MCC Converters
- Voltage: ~500 kV
- Bipolar Configuration
- Link Capacity: 2 x 500 MW
- Cable technology: MIND/XLPE
- Maximum depth: ~1250 m
- 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