# ADMIE HOLDING Driving the Energy Transition

**Financial Results 9M 2024** Investor Presentation 16 December 2024





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ADMIE Holding – Financial Results 9M 2024

### Disclaimer

ADMIE HOLDING

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) Group, the outlook for 2024 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 Annual Financial Report ended 31. December 2023.

Although the Company believes that, as of the date of this document, the expectations reflected in the forward-looking statements are reasonable, we cannot assure you that our future results, level of activity, performance or achievements will meet these expectations. Moreover, neither the Company's directors, employees, advisors nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements. After the date of the condensed financial statements included in this document, unless required by law to update these forward-looking statements, the Company will not necessarily update any of these forward-looking statements to adjust them either to actual results or to changes in expectations.

# Highlights ADMIE Holding

### **ADMIE Holding** Overview



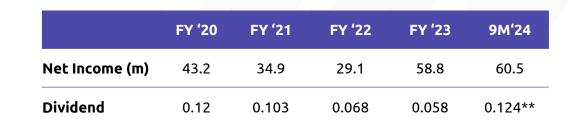
### Holds 51% of the Hellenic Electricity Transmission System Operator (IPTO)

### Purpose:

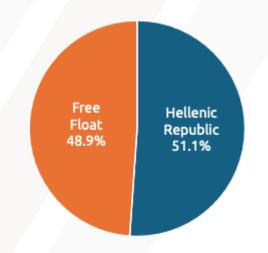
To provide operational support to IPTO's activities by offering top-level management expertise and managing stakeholder relationships in a transparent, inclusive and sustainable way Market cap: EUR 567.3 million\*

**Shares:** 232,000,000

Dividend payout ratio 100%



#### ADMIE Holding Shareholding



#### \*based on 06.12.2024 closing price

\*\* expected dividend for FY 2024 (13.5 million euro dividends (interim) already paid in September 16<sup>th</sup> 2024)

# ADMIE Holding Financial Highlights 9M & Q3 2024



Amounts in €m

INCOME 61.2		ADMIE HOLDING S.A.	Q3 2024	Q3 2023	Chg %
9M 2023: 46.6	31.3%	Income	23.6	17.1	38.2%
		ОрЕх	0.2	0.2	-
<b>OPEX 0.8</b>	27.2%	Net Profit	23.4	16.8	38.9%
9M 2023: 0.6		Net Debt	0	0	-
<b>NET PROFIT 60.5</b> 9M 2023: 46.0	31.5%	Profit per share	0.10	0.07	38.9%
CASH 21.7	13%				
9M 2023: 19.2					
<b>NET DEBT 0</b> 9M 2023: 0	$\bigcirc$				
<b>DIVIDEND 0.124e*</b> FY 2023: 0.058	114%				
*2024 e				_ /	5

## ADMIE Holding P&L and Balance Sheet summary



Amounts in €'m

Profit & Loss Statement	30.09.2024	30.09.2023	Chg %
Share of profits in investments accounted using the equity method	61.2	46.6	31.3%
Total Revenue	61.2	46.6	31.3%
Total Operating Expenses	0.8	0.6	27.2%
EBITDA	60.4	46.0	31.4%
EBIT	60.4	46.0	31.4%
Net Income	60.5	46.0	31.5%
Profit per share (euro)	0.26	0.20	31.5%
Cash and cash equivalents at the end of the period	21.7	19.2	

Balance sheet	30.09.2024	31.12.2023
Non-current assets	831.8	800.7
Current assets	22.0	5.8
Total Assets	853.8	806.5
Equity	853.4	806.4
Current liabilities	0.4	0.1
Total Equity & Liabilities	853.8	806.5

# Highlights IPTO S.A.

#### **Investment Proposition** 00 Natural monopoly in **Employees** Greece 2,090 13,671 km of HV 50% earnings payout transmission lines

#### Rational regulatory environment

Independent authority prioritizing asset growth

#### **High Capex plan** c. €6.1b of cumulative investments from 2024 to 2035

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

Leading TSO as

**Strategic Investor** 

### **IPTO** at a glance

Sole Transmission System Operator (TSO) in Greece

### **High dividend returns** Reduced borrowing costs and established minimum



**Transported Energy** 

49.5 TWh

RAB

€2.7bn (by 2025)

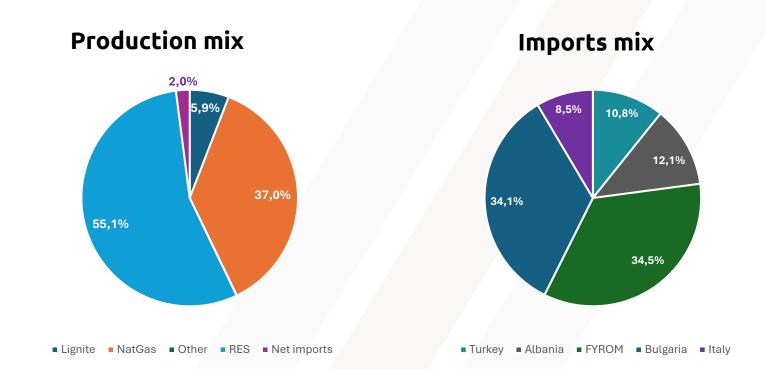




## Electricity Demand & Supply for 9M 2024



### Production & Interconnection Mix



### Key figures

- 9M'24 Total Market
   Demand reached 39.6TWh (4.7% y-o-y)
- Renewable energy contribution reached 55.1% in 9M 2024
- Net imports at 4.7 TWh; net exports shaped at 3.9 TWh

### IPTO GROUP 9M 2024 financials



<b>Profit &amp; Loss Statement</b> €m	30.09.2024	30.09.2023	Chg %
Revenue from transmission system rent	334,7	275,5	21,5%
Revenue from balancing market	13,9	11,7	19,5%
Revenue from other operations	7,7	5,7	35.1%
Total Revenue	356,4	292,9	21.7%
Total expenses	188.8	162.8	16.0%
Profit before tax and financial results	167.6	130.0	28.9%
EBITDA	260.0	212.3	22.5%
EBITDA margin	72.9%	72.5%	0.55%
EBITDA adj.	264.8	214.2	23.6%
Net Income	120.0	91.4	31.3%
Net Income margin	33.7%	31.2%	8%
Net Income adj.	123.6	92.8	33.2%
Cash flows			
CF from Operations	193.6	198.2	-2.3%

Total Revenues\* reached €356.4m increased by

 $\mathbf{\Omega}$ 

- €63.5m driven by the Transmission System Rent, increased by €59.2m mainly due to an increase in interconnection rights by €30.8m., reaching € 82.1m and an increase in of TUoS charges by € 26.9 m.
- Operating income increased by 28.9%, to €167.6m, with the total expenses margin reaching 52.9%, decreased by 486bps.
- EBITDA at €260m increased by 22.5% driven by the combined effect of higher increased revenue and lower increase in expenses. Depreciation amounted to 92.4m. versus €82.3m of the previous year
- Net Financial Expenses decreased slightly by 6.1% to €10.8m versus €11.5m the previous year.

Net profit stood at €120m. increased by 31.3%

Cash flow from operations decreased by 2.3 %.

\* Based on decision E-131/2024 of the Energy Sector of RAAEWW, the approved required revenue for the fiscal year 2024 is Euro 322.9 million.

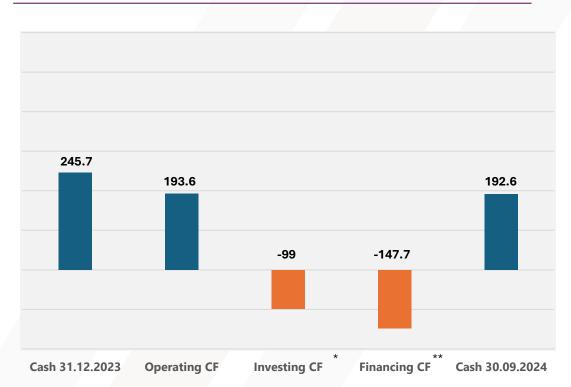
## **IPTO Group Balance Sheet and Cash flow summary**



#### Amounts in €'m

Balance sheet	30.09.2024	31.12.2023
Non-current assets	3,929	3,629
Current assets	388.7	441.9
Of which: Cash & equiv.	192.6	245.7
Total Assets	4,317	4,070
Equity	1,579	1,518
Non-current liabilities	2,371	2,052
Current liabilities	367.5	500.5
Liabilities	2,738	2,552
Of which: Debt	1,016	1,100
Total equity and liabilities	4,317	4,070

### Cash Flow evolution $(\in m)$ :



\*2024 subsidies received € 330.5m. \*\* 2024 dividend distributed € 58.9m.

### **IPTO** Financial Performance ratios



Key figures:

Net Debt

€ 936.7 million

9M 2023: € 1,018.9

Leverage

### 3.5 Net Debt/adj. EBITDA

9M 2023: 4.7

Coverage ratio

### 15.5x Interest coverage ratio\*

9M 2023: 11.3

\*EBIT/Net Interest expense

Leverage

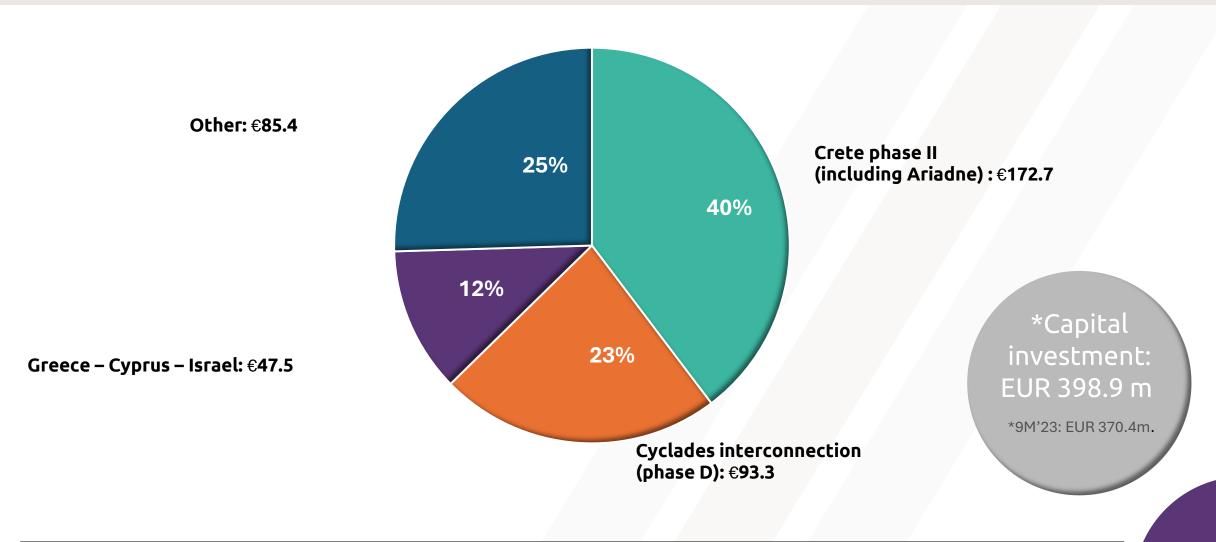
### 0.59 Net Debt/Equity

9M 2023: 0.67

## **IPTO Capex**

Euro million

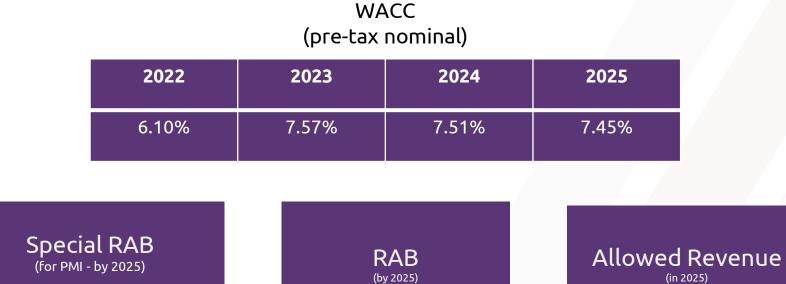




## **Updated Regulatory Framework**



RAEWW's Decision E-102/2023 on Regulatory Period 2023-25



€ 2,682.7 million

€ 484.8 million

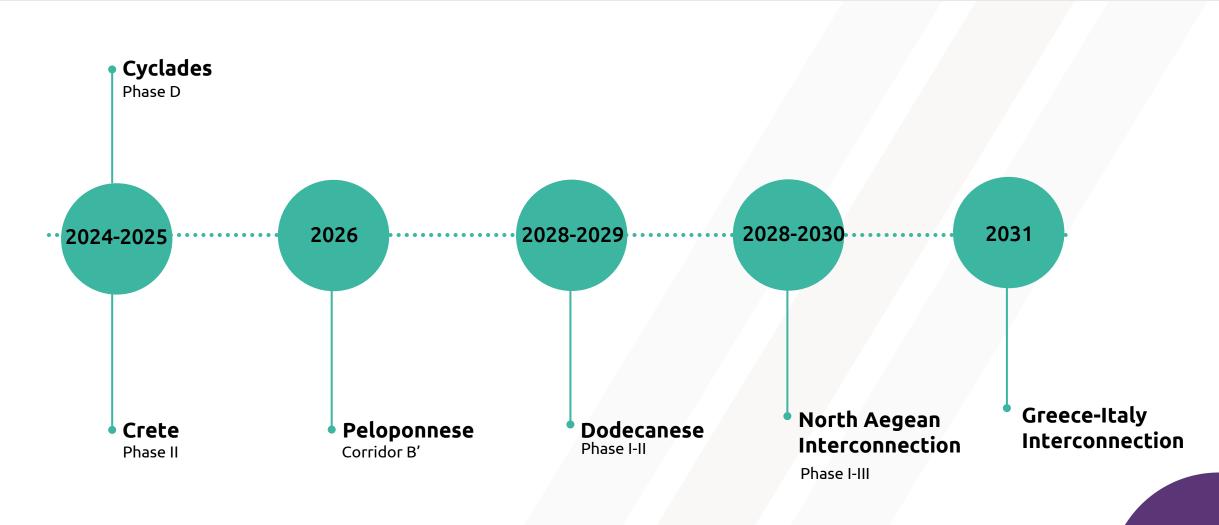
€ 711.8 million

with 1% WACC premium

# IPTO Investment Program progress

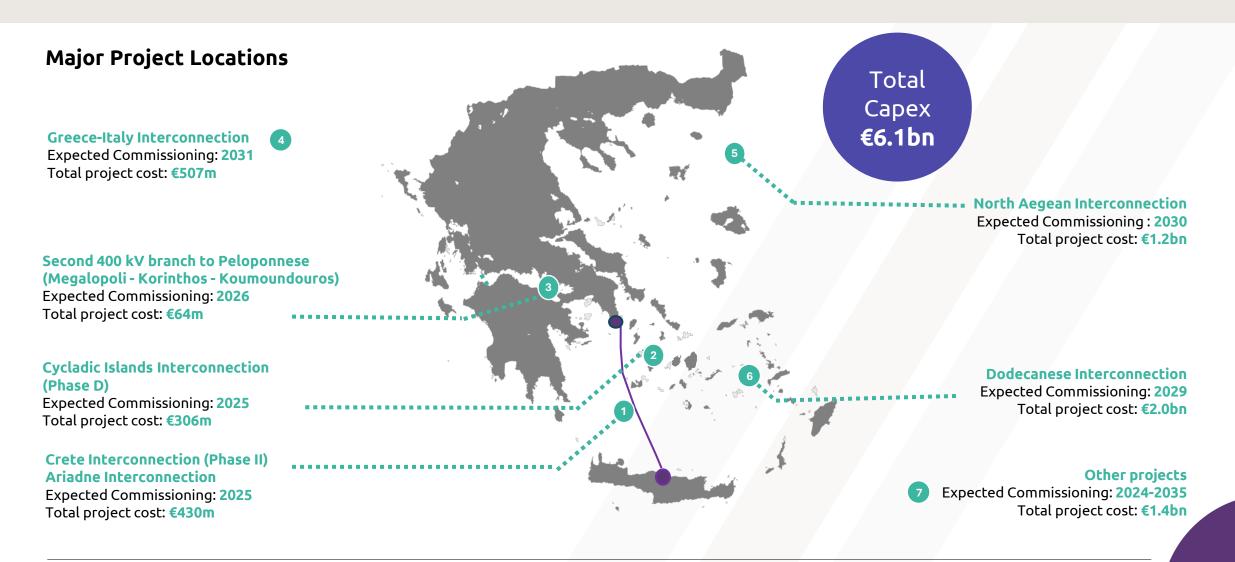
### Major Projects 2024-2031





## Major Projects 2024-2035





## Key project developments 2024



#### Ariadne Interconnection

The project will be fully operational by the end of the H1 2025



 The BoD of IPTO approved the concession of 20% of the company "ARIADNE INTERCONNECTION SINGLE MEMBER S.P.S.A." to the company "State Grid International Development Belgium Ltd", which had submitted a binding offer in the relevant tender. The amount of the offer reached EUR 62 million.

### Interconnection of Cyclades

The completion of Cyclades will enable the development of RES plants with a total capacity of 332 MW on the islands



- The 4<sup>th</sup> and final phase of the electrical interconnection Santorini, Folegandros, Milos and Serifos.
- The 1<sup>st</sup> phase (Santorini-Naxos) is already under costruction expected to be completed by the end of H1 2025.
- Substations for Folegandros, Milos, and Serifos are underway expected to delivered by the end of 2025.
- In Feb 2024, the submarine high-voltage cable Lavrio-Serifos interconnection was delivered and in May 2024 the laying of the submarine highvoltage cable for the Serifos –Milos.

#### Dodecanese and Northeast Aegean islands interconnections

In August 2024, the conclusion of the first phase of the tender process the submarine cable projects



In October 2024, the 2nd phase of the tender process for the submarine cable projects of the interconnections of the Dodecanese and the islands of the North-East Aegean commenced

On 22 November, the Tender Documents were published for part of the Dodecanese Interconnection project concerning the Conversion Stations in Corinth and Kos, as well as the Direct Current Interconnection Corinth – Kos, the budget for the cable section amounted to EUR 630 million and for the Conversion Stations, amounted to EUR 789.1 million,

## Key project developments 2024



#### Upgrading of the Koumoundourou

The project will be fully operational by the end of the H1 2025



- The construction of the new gas-insulated (GIS) Koumoundourou EHV Substation (S/S) is in progress, replacing the existing air-insulated EHV S/S.
- This new substation will connect the 400 kV Eastern Peloponnese Corridor, serve as the terminal for the Attica-Crete interconnection, and enhance supply reliability in Western Attica.
- The project is co-financed by the Recovery and Resilience Fund.

### Eastern Peloponnese Corridor

The construction of the new transmission line of the project is underway



- The sub-project of the Transmission Line 400 kV connects the existing Megalopolis EHV Substation with the new Corinth EHV Substation was put into operation in December 2022.
- The construction of the new Transmission Line connecting the Corinth EHV Substation to the Koumoundourou EHV Substation is in the construction phase.
- The completion of this sub-project is expected in the first half of 2026.

#### Great Sea Interconnection Greece-Cyprus-Israel

6th list of Projects of Common Interest in Europe



- In October 2023, IPTO was appointed as the Project Promoter for the electrical interconnection between Greece, Cyprus, and Israel.
- Received as pre-financing from the European Union's Climate, Infrastructure and Environment Executive Agency (CINEA) 165mil euros and 109 million has been paid to Nexans for the cable section for the 80km cable.
- The regulators have decided on the major terms of the project for 2025 in September 2024.

## **International Interconnection Plans**

**(**\*



#### 2nd interconnection with Italy Commissioning: 2031



Interconnection between Greece and Italy, with total capacity of 1 GW.
Completed the feasibility studies for the second Greece-Italy interconnection of 1 GW, together with the neighboring country's Operator, Terna.

#### 2nd interconnection with Bulgaria



In June 2023, IPTO commissioned, in cooperation with the Bulgarian System Operator, the Transmission second Greece-Bulgaria interconnection which (Nea Santa Maritsa), will significantly increase the margin for energy exchanges between the two countries.

#### Interconnection with Egypt

Cooperation with EETC and ELICA SA to evaluate participation in the 3 GW GREGY – Green Energy Interconnector project between Greece and Egypt.

#### 2nd interconnection with Turkey Planning phase completed: 2029

- Construction of a new 600 MW interconnection between Greece and Turkey, which will strengthen the interconnection of the European and Turkish Transmission System.
- In February of 2024 a joint steering group was established to coordinate the project.

#### 2nd interconnection with Albania Commissioning : 2030



#### Greece -Albania interconnection, together with the Transmission System Operator with a capacity of 200MW.

• In March of 2024 a joint steering committee was established, with representatives from both TSOs with the task of monitoring the progress.



#### Saudi Greek Interconnection

• In February 2024, the joint venture "SAUDI GREEK INTERCONNECTION S.A." was established with the object of conducting the feasibility study for the electricity interconnection between Greece - Saudi Arabia, by IPTO and National Grid, which hold a 50% share each.

Expected benefits: International interconnections will contribute to the increase and safe integration of RES in Greece as well as enhance RES share in EU energy mix.

# GRID Telecom



### IPTO's vehicle for providing telecom

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Greece.

 IPTO's vehicle for providing telecom services to national and international operators.

Founded in 2019, is a wholly owned subsidiary of the

Independent Power Transmission Operator (IPTO) of

- Utilises the overhead Optical Ground Wire (OPGW) cables on the power grid transmission towers and the available subsea optical cable systems to achieve superb network diversity, maximum security and high availability.
- Fiber optic network (terrestrial and submarine) exceeds
   6.000km throughout Greece.
- Grid Telecom has 26 data centers and 24 national colocation sites.
- Grid Telecom's own network is planned to expand in the Balkans-Mediterranean region.

## About GRID Telecom





# Appendices

# IPTO 9M 2024 Adjusted EBIT evolution

Adjusted EBIT (€m)

20,0

0,0

EBIT 9M 2023

Revenue



172.3

EBIT OM 2024

### Key figures

#### **Adjusted EBIT**

Includes provisions for staff compensation and risks and expenses amounted to €4.7m from €1.8m in 9M 2023.

#### Revenue

Increase of revenues €63.5m driven by the increase of transmission system rent (net) and the revenue from the Balancing Market.

#### **Third Party fees**

Negative effect of €6.7m., mainly due to an increase in fees on consulting services, in order to cover the extended operational needs.

#### Depreciation

Negative effect of €10.1m. due to the capitalization of projects as a result of the implementation of the Group's investment program.

#### 30.6% -4.0 -6.7 63.5 -2.7 200.0 -10.1 0.7 180.0 160,0 131.9 140,0 120,0 100.0 0,08 60.0 40.0

#### | Solid Revenue stream, albeit higher RAB led to higher depreciation expenses

Third Party Fees

Payroll

Other Expenses

Depreciation

Net Financial...

# WACC calculation



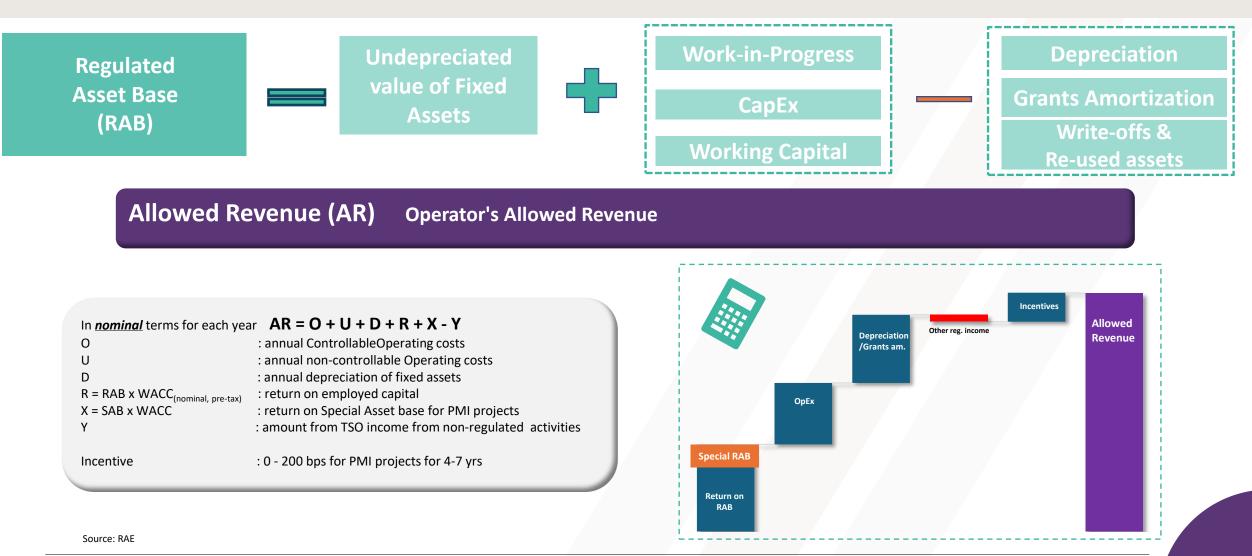
On **20.07.2023** the Energy Sector of RAEWW released its decision regarding the approval of the revised return (WACC) on the Regulated Asset Base of the Affiliate IPTO S.A. The return for the years 2023-2025 of the Regulatory Period 2022-2025 calculated as follows:

- ✓ 2023: 7.57%
- ✓ 2024: 7.51%
- ✓ 2025: 7.45%

WACC components	2024
Risk-free	2.36%
Market risk	5.5%
Equity beta	0.80
Equity return	6.76%
Country risk	1.3%
Cost of equity post-tax	8.06%
Tax rate	22.0%
Cost of equity pre-tax	10.3%
Cost of debt pre-tax	4.06%
Gearing	45.0%
WACC nominal pre-tax	7.51%

## Regulatory Period 2023-2025





## Regulatory Period 2023-2025



### Required Revenue (RR)

### Amount recovered through System usage charges

### RR = AR ± K ± P1 ± P2 - P3 ± P4 ± P5 ± P6 ± P7 ± INF ± EFF - LD - UP ± INC

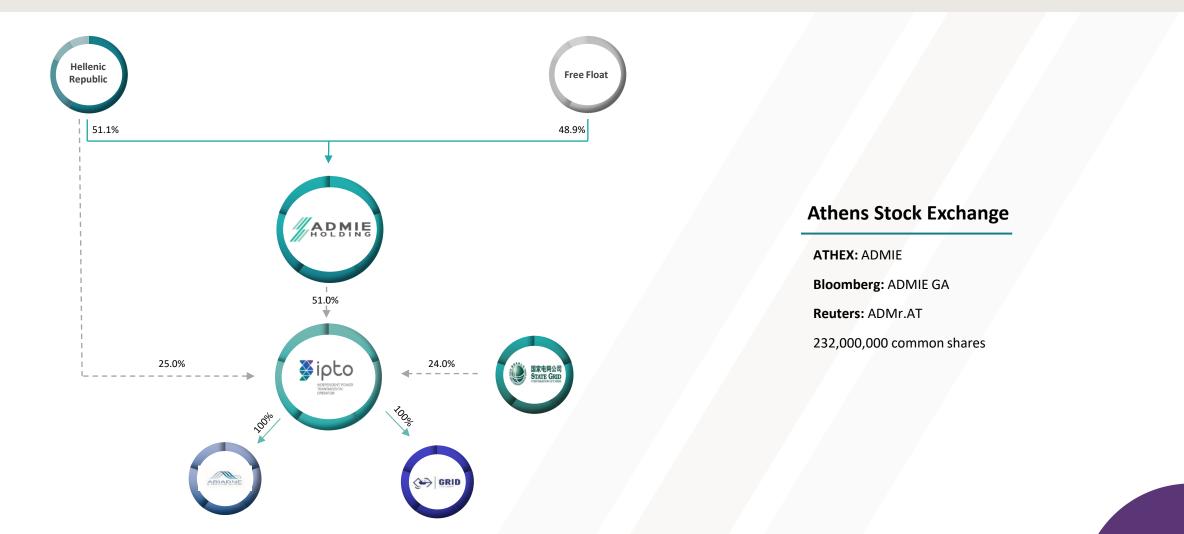
<b>±</b> K	: cost of investments financed by 3rd parties
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- ± P1 : settlement due to under-/over-recovery of RR
- ± P2 : settlement due to deviations from AR
- P3 : amount from auction of Interconnection Capacity Rights
- ± P4 : amount from Inter-TSO Compensation Mechanism
- ± P5 : settlement due to deviations from non-controlling operating costs
- ± P6 : settlement due to deviations from non-regulated activities
- ± P7 : settlement due to deviations from tax revision in regulatory period
- ± INF : settlement due to inflation deviations
- ± EFF : amount from incentive mechanism
- LD : amount from disincentive on non timely project commisioning
- UP : amount from net profits on non- regulated activities
- ± INC : amount from incentive mechanism on efficient System operations

Source: RAE

### Appendix 5 Shareholder Structure





# Contact

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