

GEKTERNA

GROUP OF COMPANIES

1H 2023 Results Presentation

September 2023

Strong momentum in concessions portfolio and new major asset win (i.e. Attiki Odos) – Robust profitability in 1H 2023 as sustained growth in construction and concessions more than mitigated lower contribution from energy

GEK TERNA
Group



- **Revenues, adj. EBITDA and net earnings increase in 1H 2023**
 - ❑ Adj. EBITDA € 250.2m (+14.7% y-o-y)
 - ❑ Net Profit attributable to shareholders exc. Non-operating items € 54.7m (+59.0% y-o-y)
- **Solid financial position and liquidity**
 - ❑ Group Net debt/adj.EBITDA at 2.1x - parent Co. net debt at € 364m
- **GEK TERNA declared in September preferred bidder for Attiki Odos 25-year concession**



- **Construction:** Activity accelerates further driving revenues and profitability
 - ❑ Backlog at new record of € 5.7bn (signed and pending to be signed)
- **Concessions:** Higher revenues and earnings driven by traffic and commencement of operations of new waste management project
 - ❑ Operating motorways: Traffic increases 11.0% y-o-y in 1H 2023
 - ❑ Further progress on under development investments - participation in new tenders
- **RES:** Capacity currently exceeds 1.2GW following completion of new WP in Evoia
 - ❑ Low wind conditions during 1H 2023 affect revenues and profitability
 - ❑ Operating and underway portfolio at ~2.5GW
- **Thermal Energy Generation, Supply and Trading:** Healthy profitability despite lower demand and prices
 - ❑ Market share gains in supply (11.3% vs. 6.7% in 1H22)

Revenues

1,604.3
+9.8% y-o-y

Adj. EBITDA

250.2
+14.7% y-o-y

Net Earnings *attributed to parent shareholders exc. non- operating items⁽¹⁾*

54.7
+59.5% y-o-y

EPS - Reported

0.74
+236.3% y-o-y

Net Operating CF

112.6
1H22: (51.3)

Net Debt ⁽²⁾

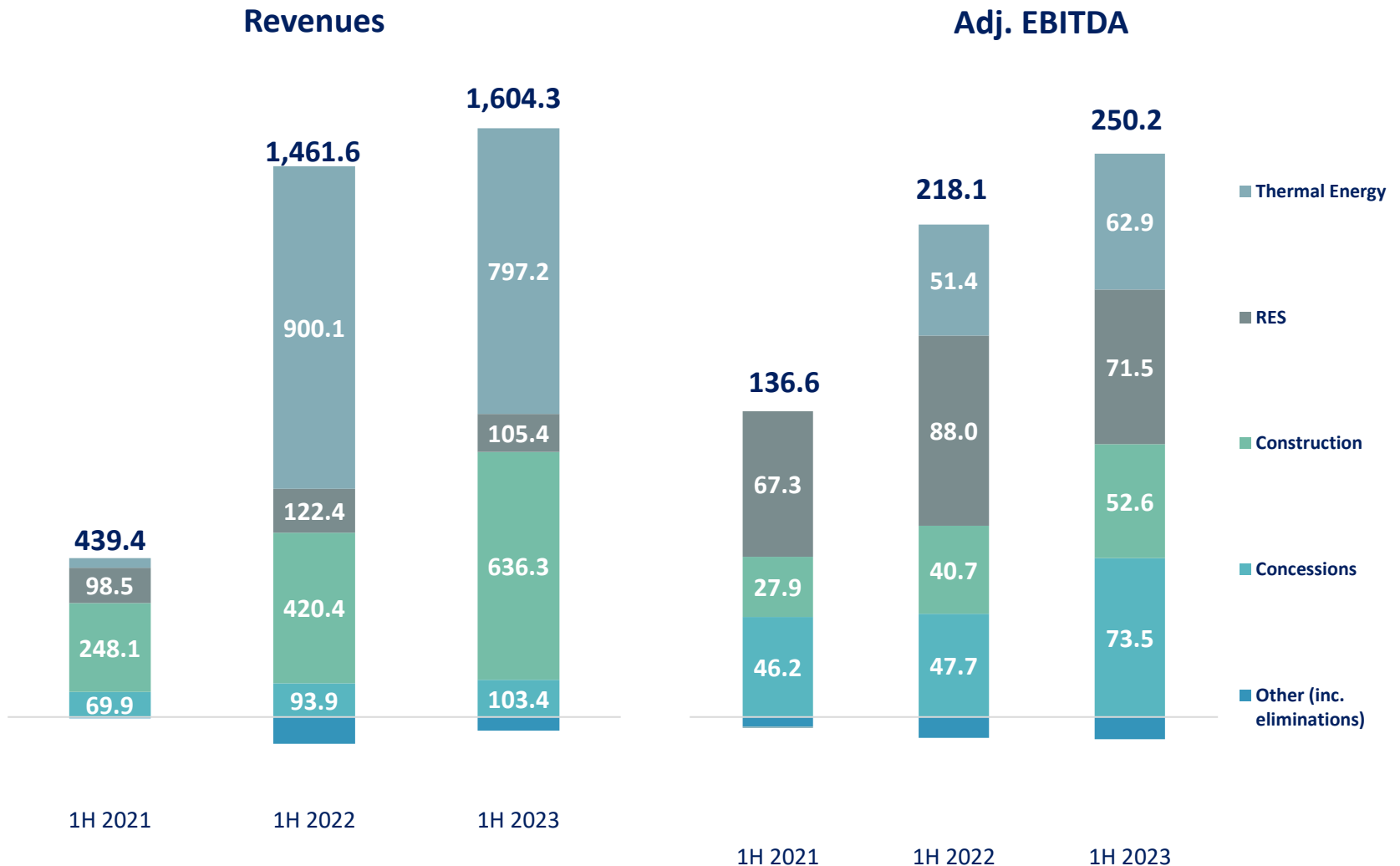
1,469.2
FY 2022: 1,365.8
2.1x Leverage
FY 2022: 2.1x

Amounts in € m (unless
otherwise stated)

1. Non operating items include at pre-tax level: a) 1H23 profit of € 5.3m from valuation of embedded derivative of E-65 motorway (vs. loss of € 49.6m in 1H22) and profit of € 15.3m from derivatives valuation in HERON Energy (vs. € 5.3m in 1H22) . 1H 22 also includes profit (capital gains) of € 21.5 m due to HERON Energy acquisition of remaining stake
2. Including restricted deposits of € 129.2m in 1H 2023, € 139.0 in GY 2022

Revenues and adj. EBITDA mix

Growth in Construction and Concessions more than mitigates lower contribution from Energy



Amounts in € m (unless otherwise stated)

Group Revenues and adj. EBITDA per segment

Revenues € m	1H 2022	1H 2023	y-o-y	% of total (1H 2023) ⁽¹⁾
Construction	420.4	636.3	51.4%	38.4%
RES	122.4	105.4	-13.8%	6.4%
Concessions	93.9	103.4	10.2%	6.2%
Thermal Energy generation supply and trading	900.1	797.2	-11.4%	48.2%
HQ and Other	9.5	12.7	34.4%	0.8%
Eliminations	(84.5)	(50.7)	n.m.	
Group total	1,461.6	1,604.3	9.8%	100.0%

adj. EBITDA € m	1H 2022	1H 2023	y-o-y	% of total (1H 2023) ⁽¹⁾
Construction	40.7	52.6	29.2%	20.2%
RES	88.0	71.5	-18.8%	27.4%
Concessions	47.7	73.5	54.1%	28.2%
Thermal Energy generation supply and trading	51.4	62.9	22.5%	24.1%
HQ and Other	(5.5)	(6.5)	n.m.	
Eliminations	(4.1)	(3.8)	n.m.	
Group total	218.1	250.2	14.7%	100.0%

1. Including only positive contributors

Consolidated Income Statement

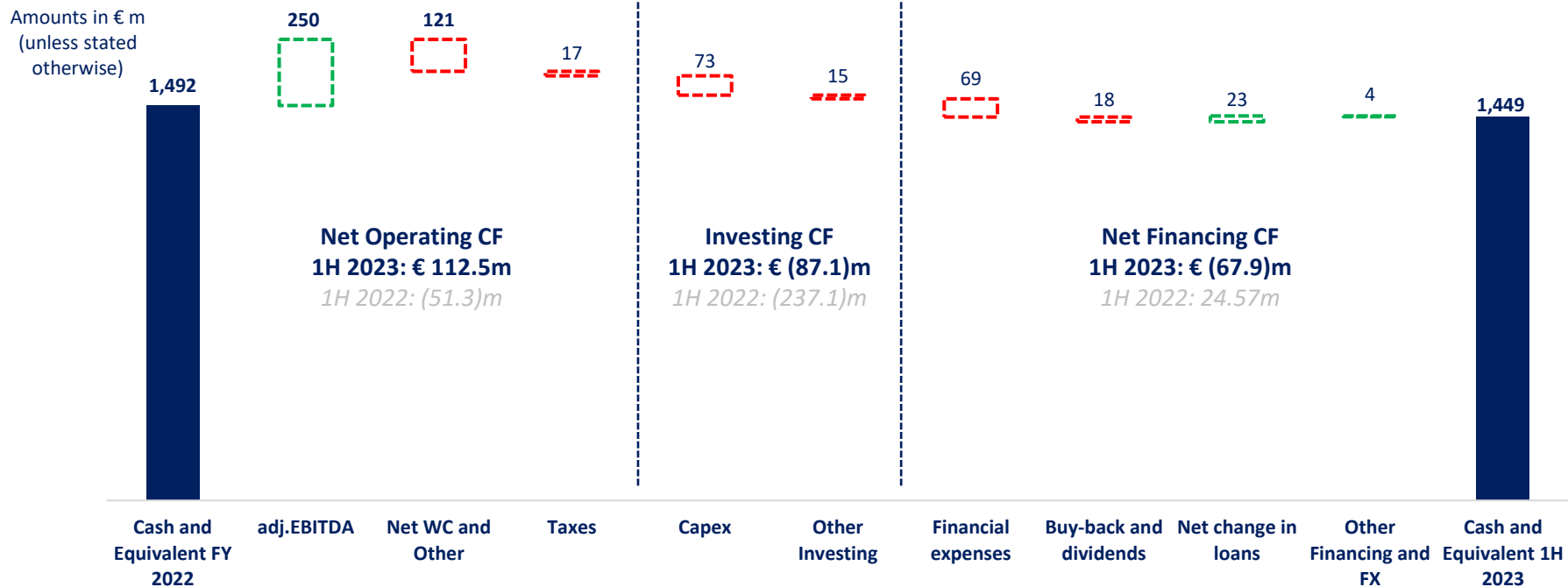
€ m	1H 2022	1H 2023	y-o-y
Revenues	1,461.6	1,604.3	9.8%
EBITDA	177.0	224.1	26.6%
Non-cash items ⁽¹⁾	40.7	26.1	
adj. EBITDA	218.1	250.2	14.7%
Net depreciation	57.7	68.5	
EBIT	119.3	155.6	30.4%
Net financial expenses	(55.1)	(59.6)	8.2%
Gains / (Losses) from financial instruments measured at fair value ⁽²⁾	(44.3)	20.6	
Other Income/Expenses ⁽²⁾	27.6	(2.0)	
Earnings/(Losses) before taxes	47.5	114.5	141.2%
Income tax	(4.0)	(29.8)	
Net Earnings/(Losses) after taxes	43.5	84.7	94.5%
Minorities	(22.3)	(14.5)	
Net Earnings/(Losses) attributed to shareholders of the parent	21.3	70.2	230.0%
EPS (€/sh)	0.22	0.74	
Net Earnings attributed to shareholders of the parent exc. non-operating items⁽²⁾	34.3	54.7	57.6%

- **Revenues and operating profitability increase** driven by growth in construction and concessions
- **Financial expenses** move in line with increase in gross debt due to investments and prevailing rates environment – Active cash management and debt profile (i.e. hedges) partially mitigate impact
- Gains / (Losses) from financial instruments measured at fair value⁽²⁾
 - ☐ Profits from nat. gas portfolio valuation following Heron Energy acquisition
 - ☐ Embedded derivative: Profit in 1H 2023 vs. loss in 1H 2022 following GGBs move
- Other income/expense⁽²⁾
 - ☐ 1H 22 includes profit (capital gains) due to HERON Energy acquisition of remaining stake
- Minorities decline due to lower RES contribution

1. Non-cash items 1H23: € 17.2m heavy maintenance provision in concessions (vs. € 12.5m in 1H22), € 7.0m provision mainly for Energy Supply (€ 13.6m in 1H 22); 1H22: € 14.6 provision for Share bonus scheme mainly in RES (vs. € 0.4m in 1H23)

2. Non operating items include at pre-tax level: a) 1H23 profit of € 5.3m from valuation of embedded derivative of E-65 motorway (vs. loss of € 49.6m in 1H22) and profit of € 15.3m from derivatives valuation in HERON Energy (vs. € 5.3m in 1H22) . 1H 22 also includes profit (capital gains) of € 21.5m due to HERON Energy acquisition of remaining stake

Strong operating profitability allows for organic CF generation to support investments

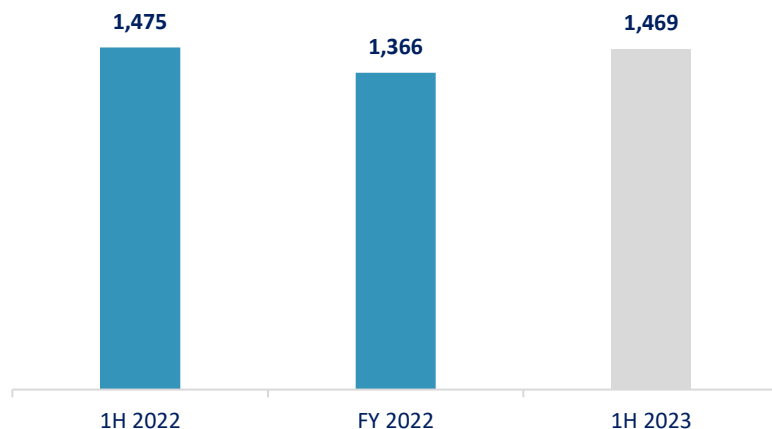


- Net WC move mainly related to further acceleration of construction activity and seasonality – Conventional energy with positive contribution following decline of energy prices
- Investing CF does not include € 67.5m payment from RES sector related to Amfilochia project
- Net change in loans mainly related to repayment of short-term loans in RES following project completion and drawdown of long-term facilities

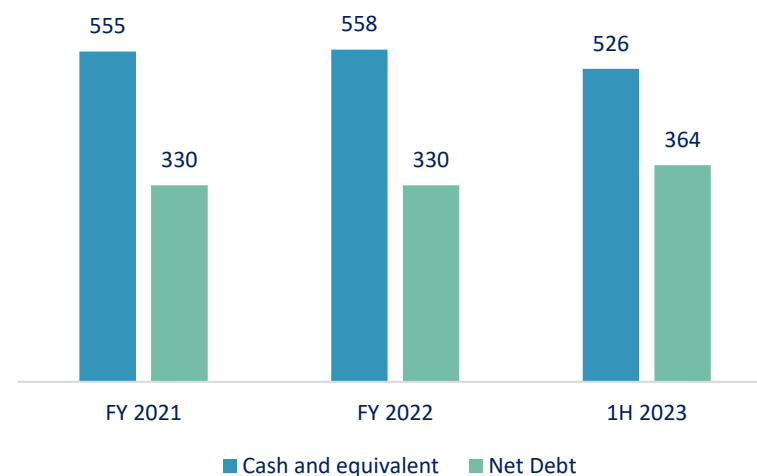
Debt highlights I: Leverage KPIs

Operating profitability supports financial position with headroom and liquidity to facilitate investment pipeline

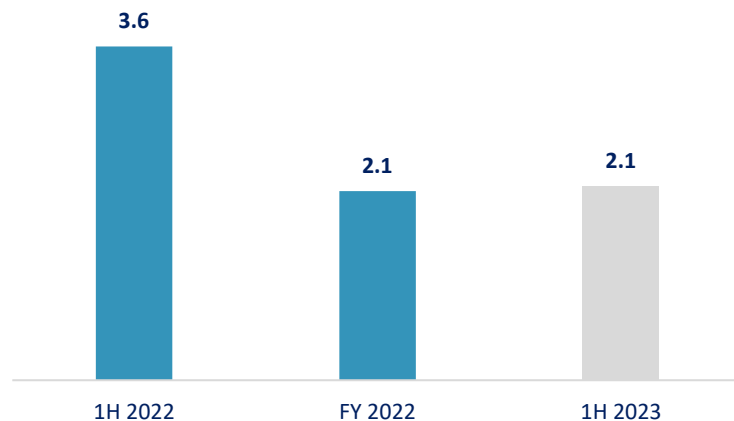
Group Net Debt⁽¹⁾ (€ m)



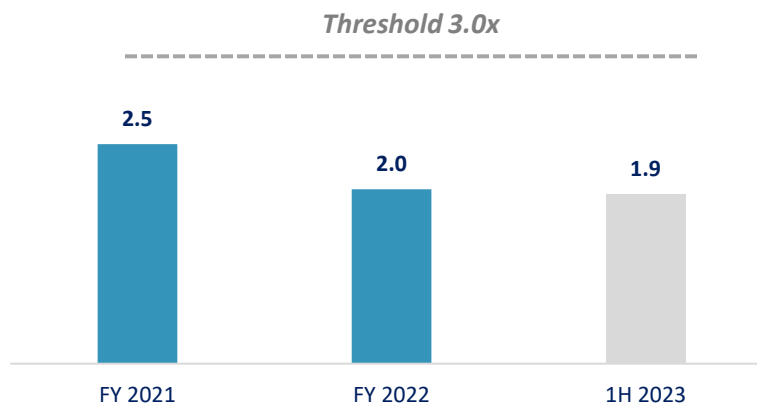
Parent Co. Cash position & Net Debt⁽²⁾ (€ m)



Group Net Debt⁽¹⁾ / adj.EBITDA (x)

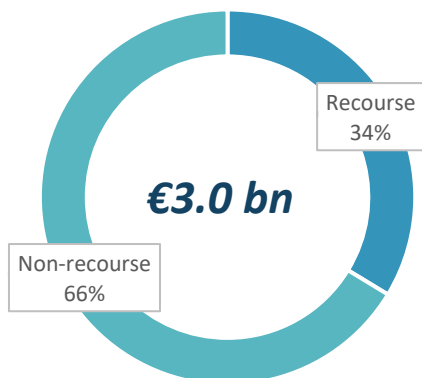


Parent Co. Debt / Equity (x)

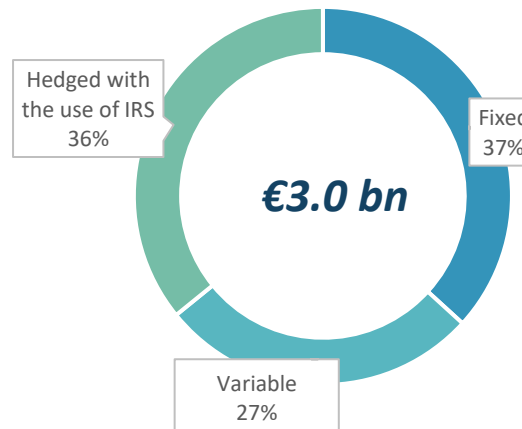


1. Inc. restricted deposits of € 129.2m in 1H 2023, € 139.0m in FY 2022, € 136.7m in 1H 2022
 2. Parent Co. Cash do not include restricted deposits of € 25.5m, Net debt inc. restricted deposits of € 25.5m

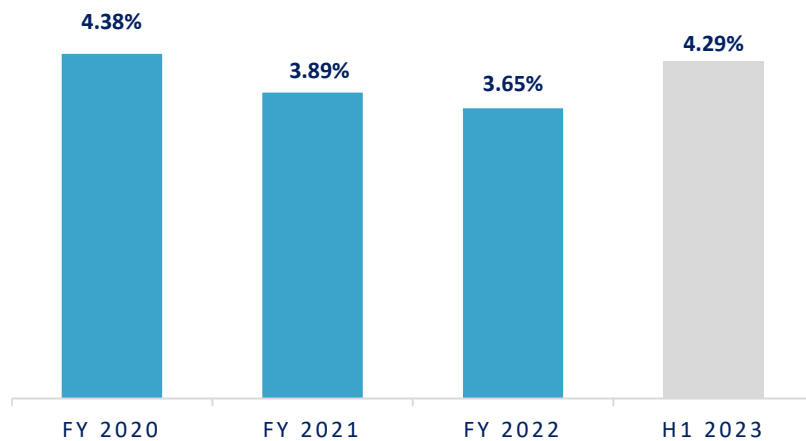
Gross debt breakdown by type



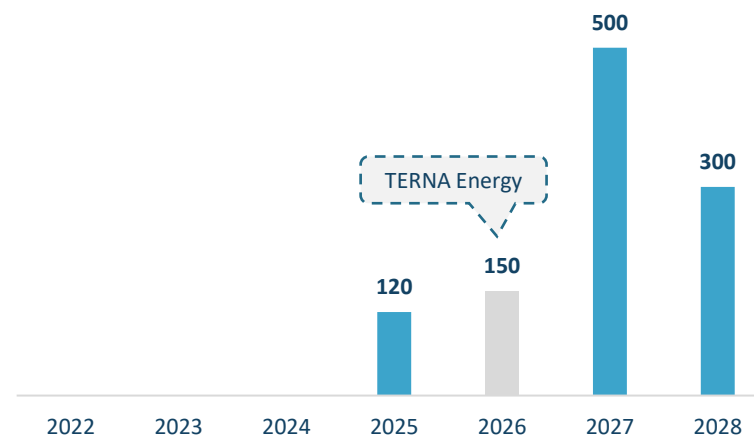
Gross debt breakdown by coupon



Group cost of debt



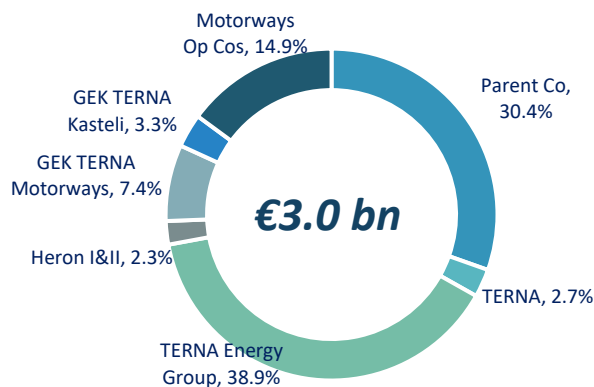
Corporate bond maturities (€ m)



Debt highlights II: Financial debt by segment/subsidiary

€ m	1H 2023			FY 2022		
	Gross Debt	Cash ⁽¹⁾	Net Debt/(Cash) ⁽¹⁾	Gross Debt	Cash ⁽¹⁾	Net Debt/(Cash) ⁽¹⁾
Construction <i>o/w external debt</i>	142.8 <i>83.0</i>	194.9	(48.1)	80.0 <i>70.0</i>	200.7	(102.7)
RES	1,074.4	299.3	775.1	1,030.8	362.5	668.3
Thermal Energy <i>o/w external debt</i>	194.0 <i>69.0</i>	269.7	(73.1)	232.5 <i>70.4</i>	238.7	(6.2)
Concessions	823.8	183.0	653.1	763.5	144.7	618.8
Holding and Other	810.1	502.6	288.4	886.3	545.1	341.2
Total	3,044.9	1,449.5	1,595.4	2,993.4	1,491.7	1,501.6
<i>x Group adj. EBITDA</i>			2.3x			2.3x
Concessions & RES	1,898.2	482.3	1,415.9	1,794.3	507.2	1,287.2
<i>x Segment adj. EBITDA</i>			5.1x			4.7x
Other	1,146.7	967.2	179.5	1,199.0	984.5	214.5
<i>x Segment adj. EBITDA</i>			0.4x			0.6x

Gross debt by main subsidiaries



Projects with >15-years of remaining lifetime (w.a.) and secured/regulated EBITDA

1. Does not include restricted deposits

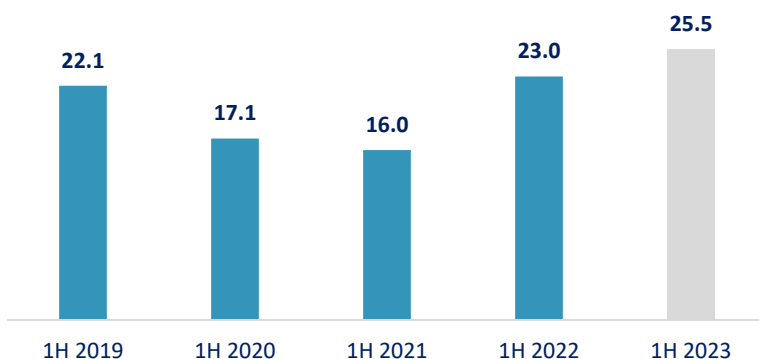
Business Segments Review



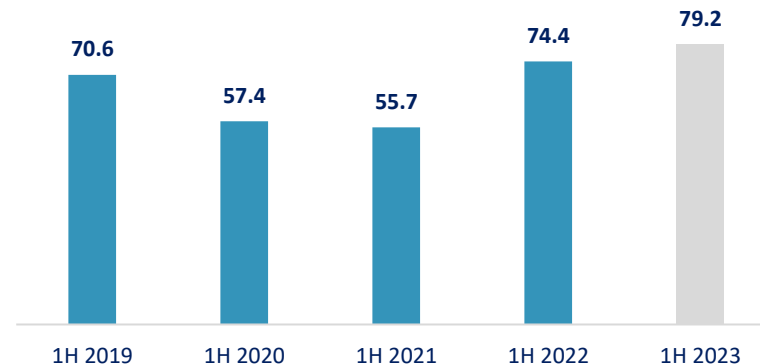
(€m)	1H 2022	1H 2023
Revenues	93.9	103.4
adj. EBITDA	47.7	73.5
margin	50.8%	69.2%
EBIT	13.1	34.1
IRS valuation impact	(49.6)	5.3
Net	(39.5)	16.8

- **Traffic in motorways increases 11.0% y-o-y in 1H 2023** following pick-up in economic activity and improved weather conditions
- Launch of commercial operations of Peloponnese waste management project
- **Operating profitability grows following revenues**
 - Margin enhanced by growth in other income (contractual compensations) and waste management
- Positive effect from IRS valuation vs. losses for 1H22 (no cash/equity impact)

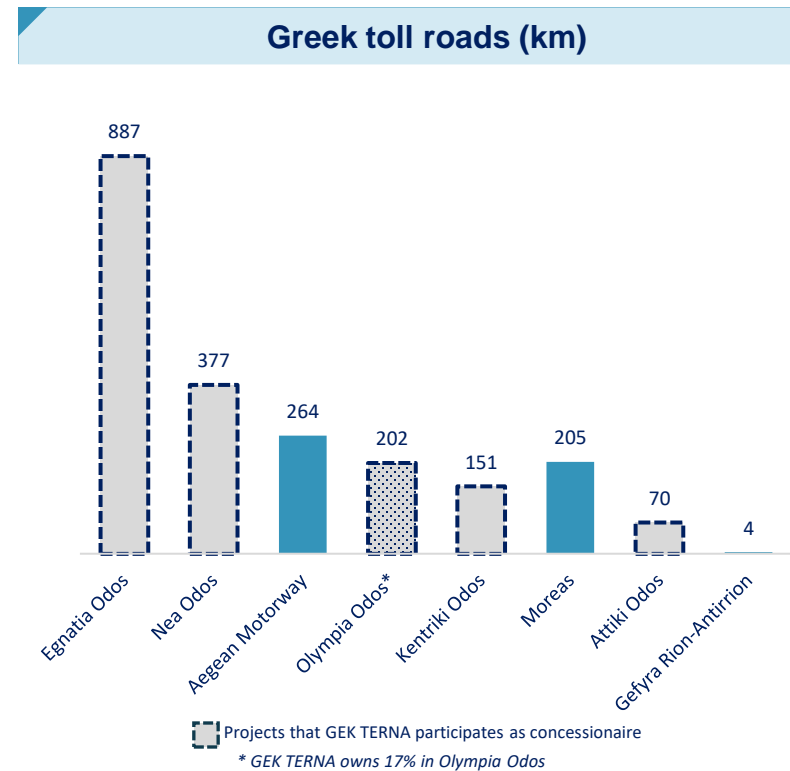
Total Transactions Nea & Kentriki Odos (m)



Total Revenues Nea & Kentriki Odos (€ m)



- **Preferred bidder for Attiki Odos 25-year concession**
- **New airport in Kasteli, Crete** construction accelerating following upgraded masterplan (progress >20%) COD 2026/27
- **Egnatia Motorway** submitted all necessary documentation for the financing and implementation of the project, and it is pending the completion of the relevant contractual procedures by the State.
- **IRC in Hellinikon** under development with main construction works expected to start within 2023 and to last for approximately 3 years
- **North Crete PPP project** signed earlier this year – GEK TERNA participates with 55% (4-year construction period)
- **Participation in major new tenders** including North Crete Motorway concession, Kalamata Airport and various other concessions/PPP



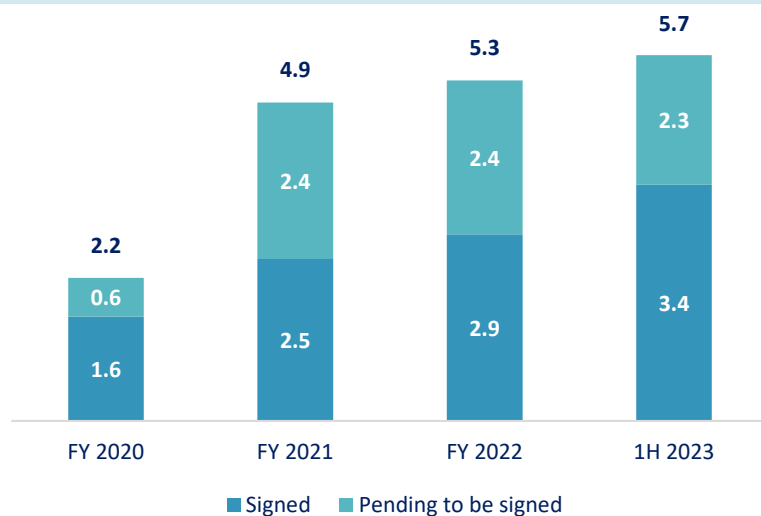
- **The total portfolio of motorways of the GEK TERNA Group, after the commencement of operation of Egnatia Odos and Attiki Odos, will exceed 1,600 km.**
- **This is the largest portfolio of motorways in the country and one of the largest in Europe with an average remaining lifetime of about 25 years**

(€m)	1H 2022	1H 2023
Revenues	420.4	636.3
adj. EBITDA	40.7	52.6
<i>margin</i>	9.7%	8.3%
EBIT	31.1	44.5
<i>margin</i>	7.6%	7.0%
Net	28.5	29.8

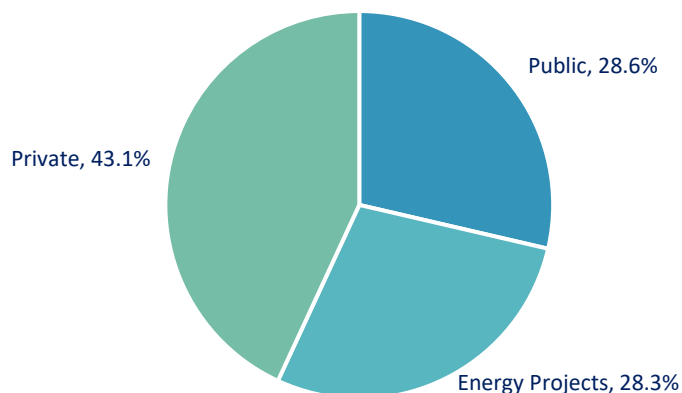
- **Backlog increases further to € 5.7bn** (vs. € 5.3bn in FY 2022)
 - >55% relates to projects that the Group participates as investor
- **Activity levels accelerate further** following the launch of execution of new private projects in Greece (inc. those that the group participates as investor) as well as public projects
- **Profitability preserved** at healthy levels despite inflationary pressures driven by solid underwriting, diversified portfolio and focused execution
- **Strong liquidity** with cash at hand of € 194.9m and a net cash position

(€m)	FY 2022	1H 2023
Loans	80.0	142.7
<i>o/w external debt of TERNA</i>		83.0
Cash	200.7	194.9
Net Debt / (Cash)	(120.7)	(52.2)

Backlog evolution (€ bn)



Total backlog mix



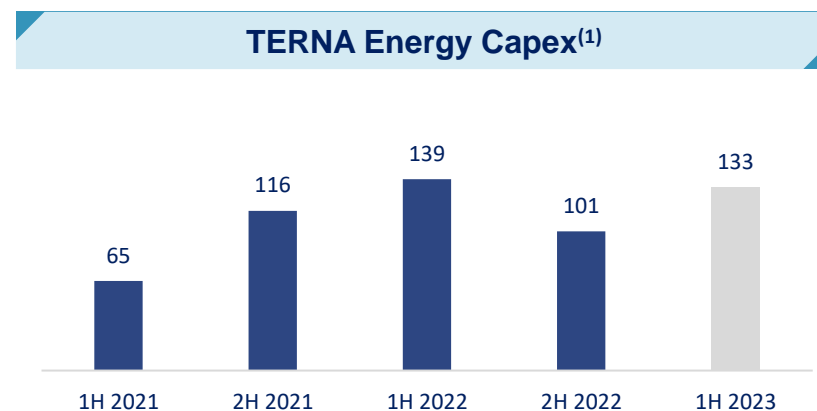
Backlog (€ bn)

Amfilochia Pump Storage	0.6
Kasteli Airport	0.6
Motorways (Central Greece-Nea Odos-Olympia-North Crete)	0.8
Komotini CCGT	0.3
Railway Line Sofia-Dragoman (BG)	0.1
EPC Unit 6 Cyprus	0.1
Ariadne Project	0.1
5* Hotel Mykonos	0.1
PV Stations West Macedonia	0.1
Other	0.5
Total signed backlog	3.4
To be signed (inc. Egnatia, IRC etc.)	2.3
Total backlog	5.7

(€m)	1H 2022	1H 2023
Revenues	122.4	105.4
adj. EBITDA	88.0	71.5
<i>margin</i>	71.9%	67.8%
EBIT	53.2	46.5
EBT	38.8	24.0
Net	24.7	18.3

(€m)	FY 2022	1H 2023
Loans	1,030.8	1,074.4
Cash	362.5	299.3
Net Debt / (Cash)	668.3	775.1

- **Installed capacity in September increases to 1.2 GW** following completion of erection of new wind park cluster in Evoia (vs. 906MW in Dec'22)
- **Low wind condition during 1H 2023 affect financials**
 - ❑ Group Load Factor at 27.6% (vs. 32.0% in 1H 2022) – RES generation down by 9.7% y-o-y
 - ❑ Conditions inline with stochastic nature of wind and forecast models, not impacting expected long-term yield
- Revenues and profitability decline following lower production – Stable OPEX
- Kafireas capex allocation almost complete (~90% of total) as Amfilochia commences (~10% of total)

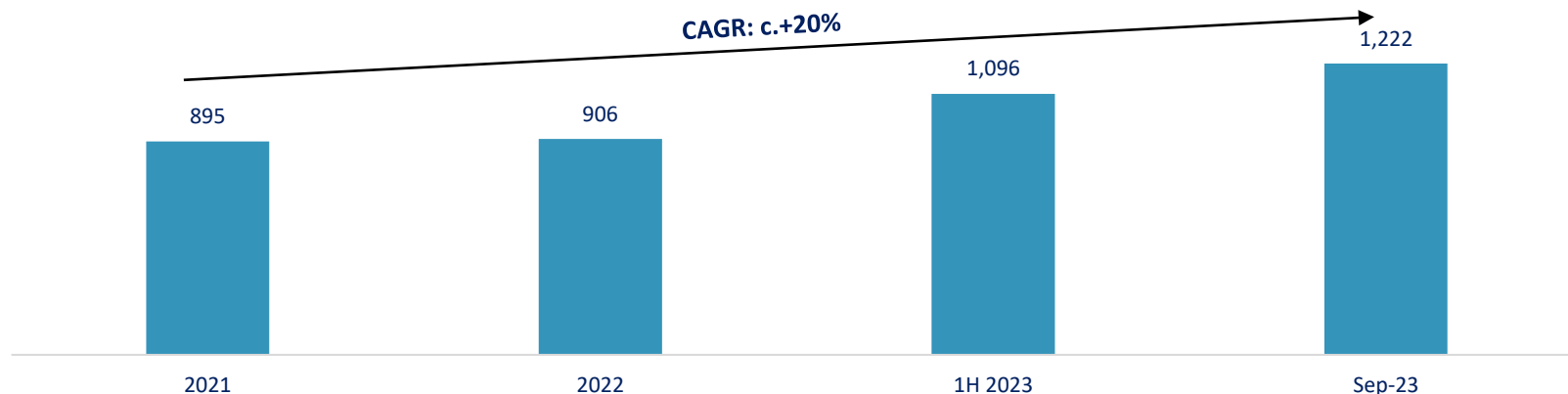


1. 1H 2023 capex figure includes € 67.5m inter-company payment related to Amfilochia project

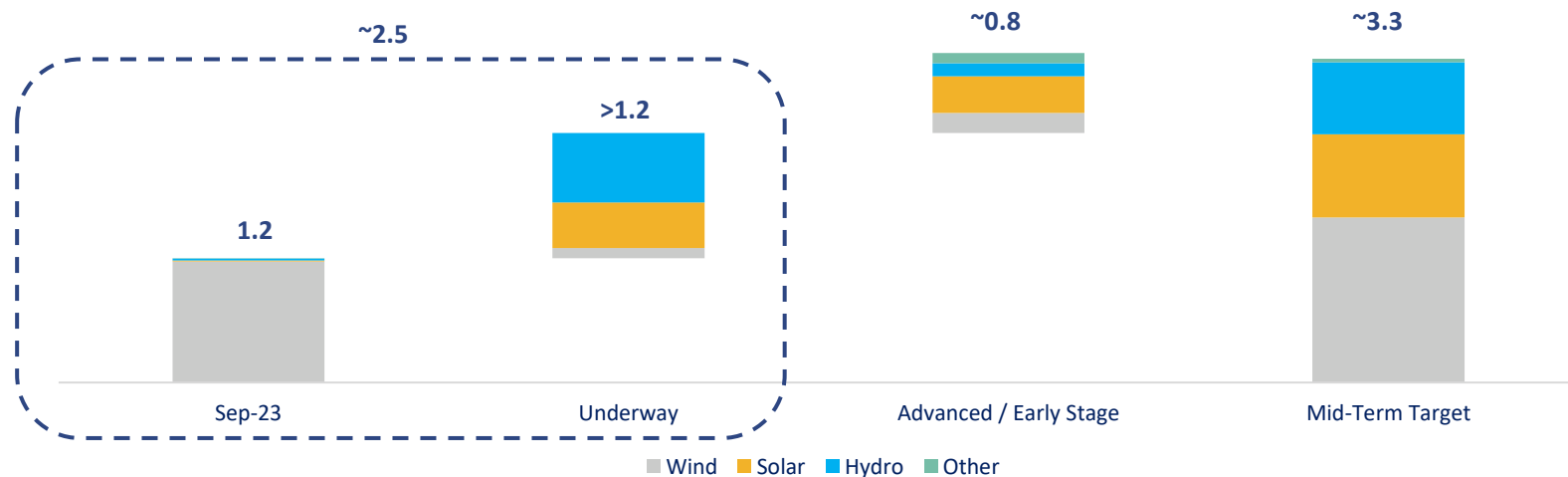
Energy from RES – Operating highlights (I)

Installed and operating capacity increases to 1.2GW while under construction/RTB exceed 1.2GW

Operating capacity (MW)



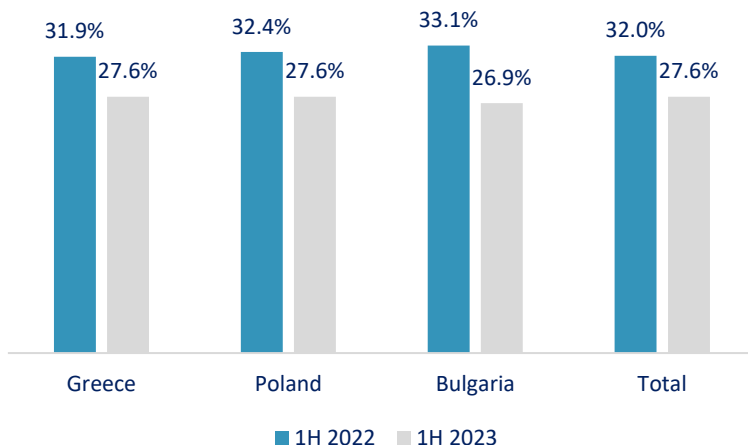
Installed capacity outlook (MW)



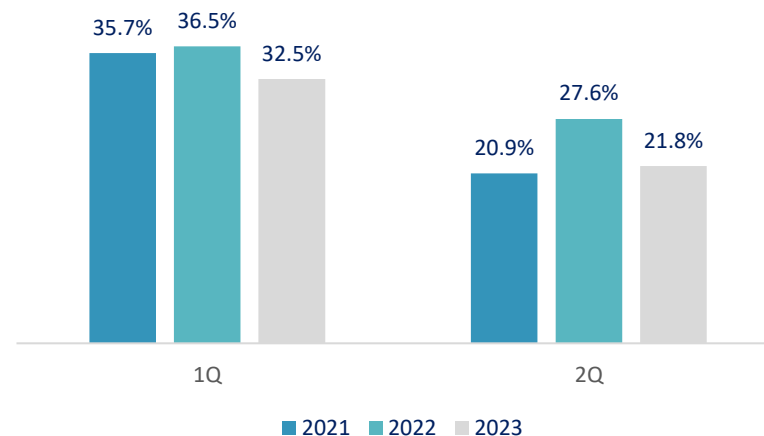
Energy from RES – Operating highlights (II)

Wind conditions in 1H 2023 ~8.0% below long-term mean⁽¹⁾, but still well above historic lows – Improved conditions in August and September

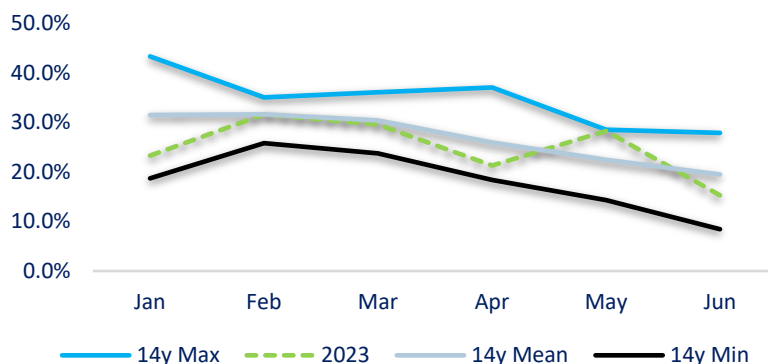
Portfolio load factor country



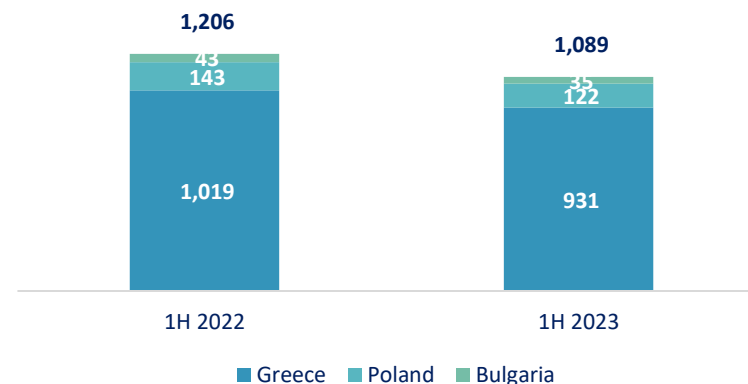
Portfolio load factor per quarter



1H 2023 Load factors vs. 14-year historical data⁽¹⁾



Group production volumes (GWh)



Notes: 1. Using a representative sample of the wind assets portfolio of TERNA Energy

(€m)	1H 2022 ⁽¹⁾	1H 2023
Revenues	900.1	797.2
adj. EBITDA	51.4	62.9
<i>margin</i>	5.7%	7.9%
EBIT	35.2	41.8
EBT	32.8	54.1
Net	28.5	41.1

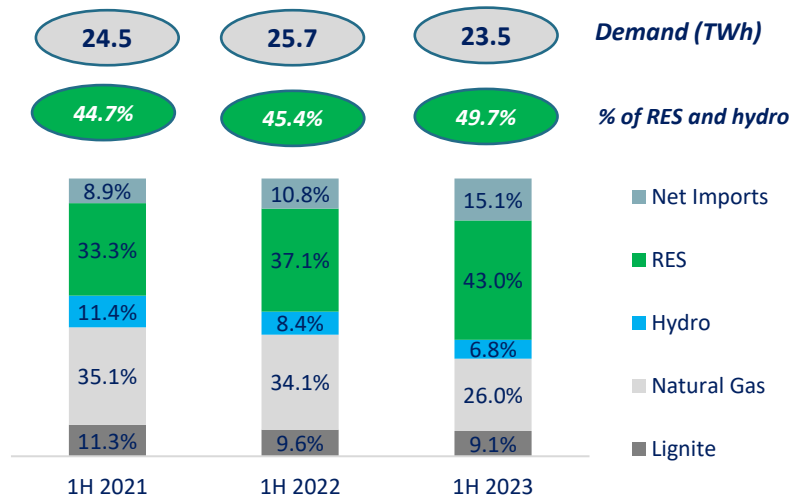
- **Revenues decline mainly due to lower energy prices**
 - ☐ Increased volumes in electricity supply due to market share gains
 - ☐ Market demand decline (-8.5% y-o-y) affects Heron II generation output
- **Profitability supported by vertical integration**
 - Supply and generation with positive contribution in 1H 2023 profitability
 - Adj. EBITDA split 1H 2023: ~66% Supply / ~33% Generation (1H 2022: ~50%/50%)
- Positive impact in financials from nat. gas derivatives valuation (1H 2023 €15.3m vs. € 5.3m in 1H 2023)
- Positive WC move in 1H2023 mainly reflecting lower energy prices and improved collections

(€m)	FY 2022	1H 2023
Loans	239.5	194.0
<i>o/w external debt of HERON I&II</i>		69.0
Cash	238.7	269.7
Net Debt / (Cash)	(0.7)	(75.7)

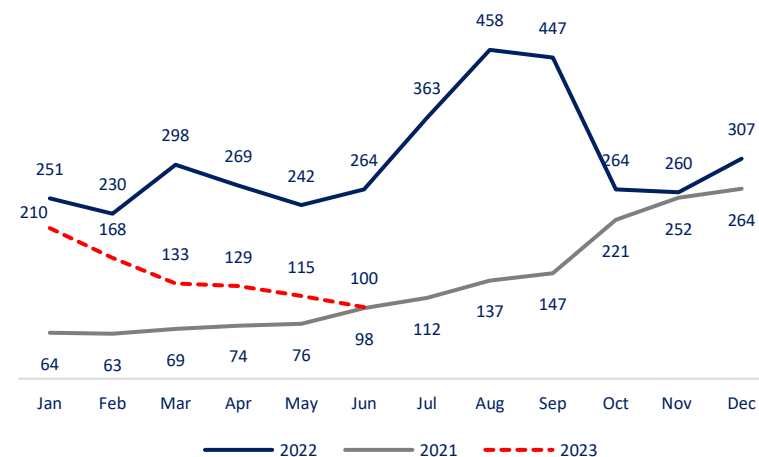
Conventional Energy – Operating performance

- Electricity sales volumes (Heron I) increase due to market share gains
- Lower demand and further RES penetration drive nat. gas production lower

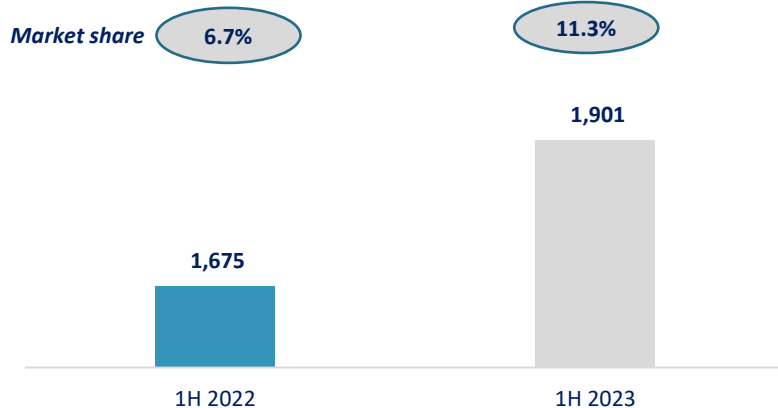
Greek power market generation mix



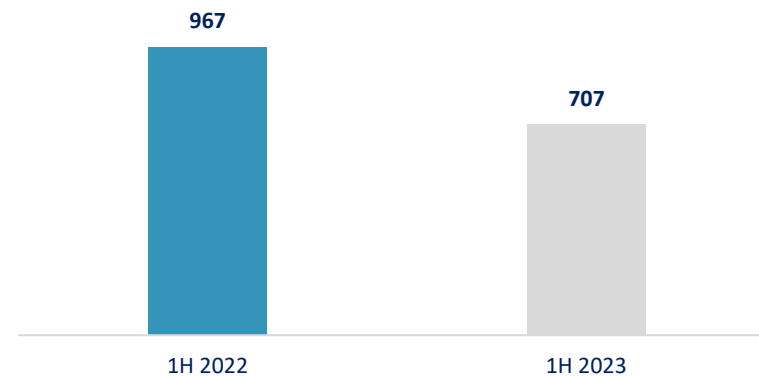
Greek DAM (€/MWh)



HERON I electricity sales volume (GWh)



HERON II production volume (GWh)



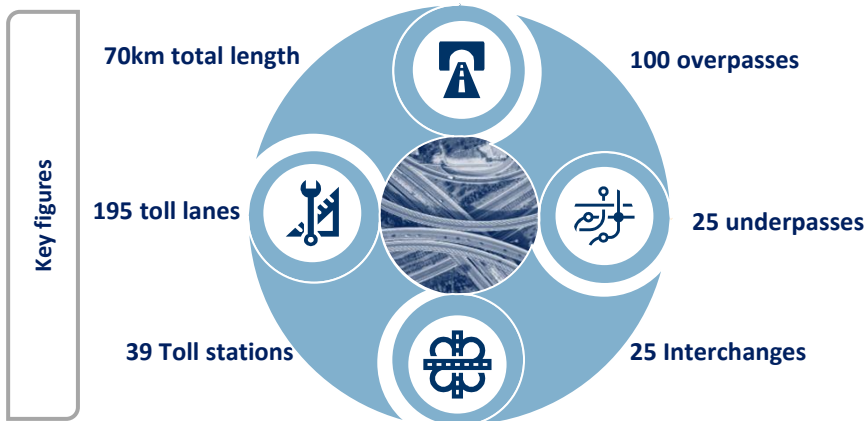
Attica Motorway highlights



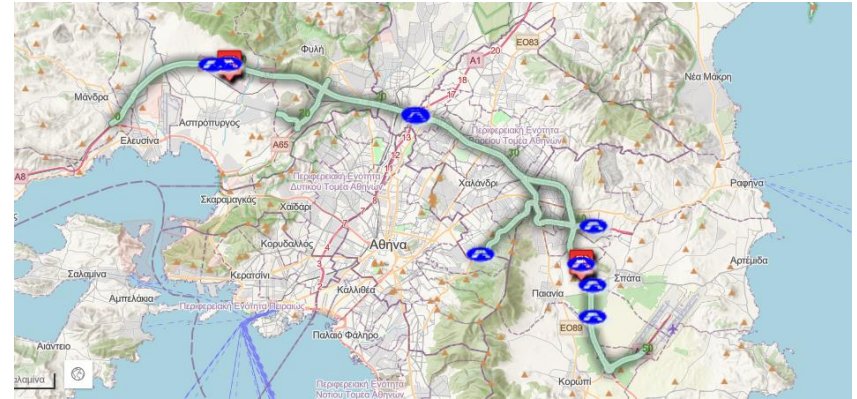
- ✓ **On September 14, GEK TERNA was declared preferred investor by HRADF for the 25-year concession of Attica Motorway for a total consideration of € 3.270bn**

Attica Motorway Overview

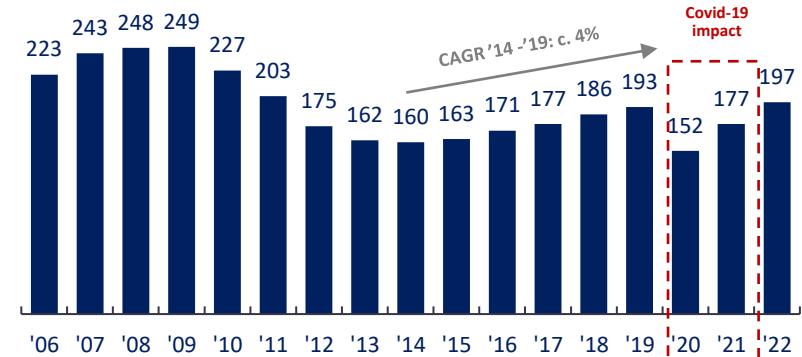
- **Attica Motorway** belongs to the first generation of co-financed projects awarded in Greece during the '90s
- It is a project constructed on a concession basis and constitutes **one of the biggest co-financed road projects in Europe**
- **Attica Motorway is a modern motorway extending along 70 km and is part of the PATHE road axis (Patra – Athens – Thessaloniki – Evzoni)** and connects the Athens-Lamia National Road with the Athens – Korinthos National Road, bypassing the center of Athens
- It is an urban motorway, with **two separate directional carriageways**, each consisting of **2-3 lanes** and an **emergency lane** (hard shoulder)
- **The current concession is expiring in Q4 2024**



Map of Attica Motorway



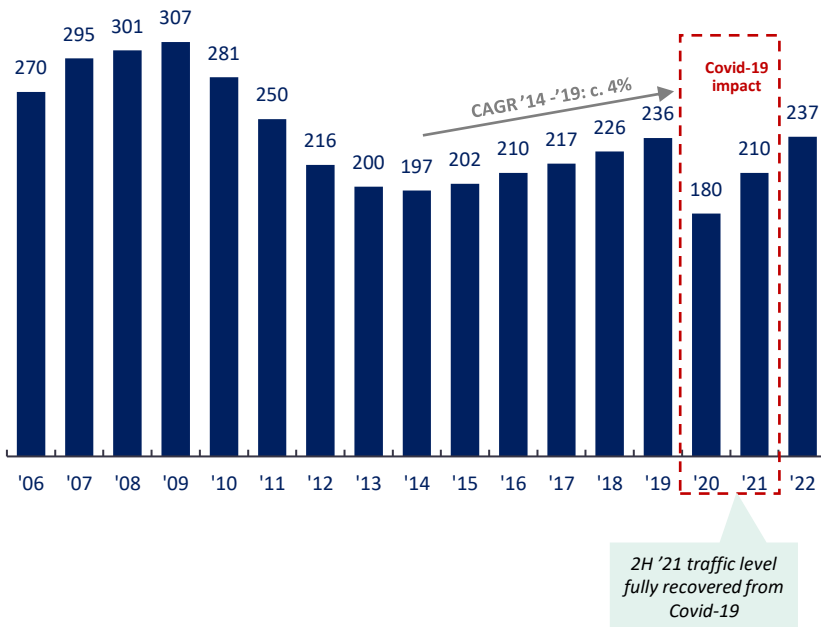
Attica Motorway Revenues (EUR m)



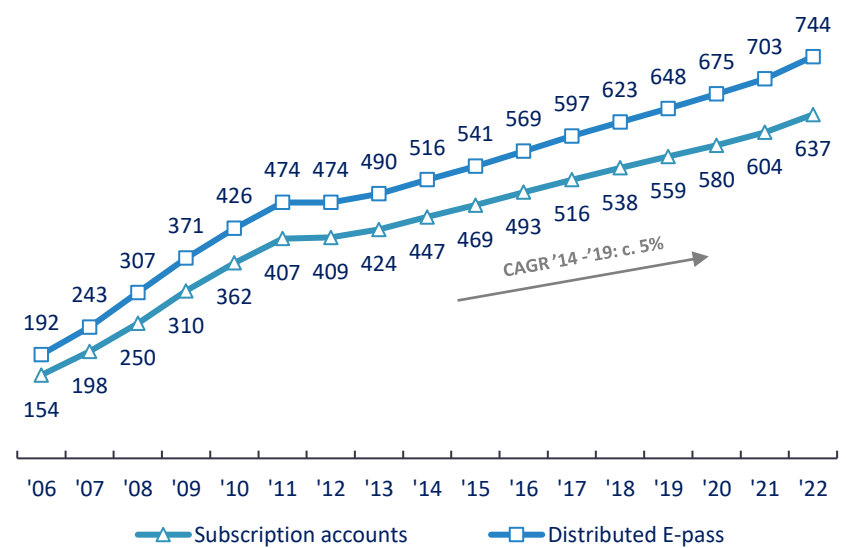
Sources: Information memorandum, Annual reports of Attiki Odos S.A.

- ✓ Toll motorway within a metropolitan area with acute traffic congestion issues: Attica Motorway users realise significant travel time savings per trip
- ✓ Attica Motorway provides the only continuous East-West route crossing Athens and links with major arterials of the urban road system
- ✓ Full access control, consisting of 2 sections: the Elefsina Stavros Spata Airport motorway (ESSM), extending for c.52 km and the Imittos Western Peripheral Motorway (IWPM), extending for c.13 km¹
- ✓ Multi purpose motorway, with strong traffic demand both on weekdays and on weekends / holiday seasons

Annual average daily traffic evolution ('000s vehicles)



Attica Motorway - Subscribers ('000s subscribers)




Sources: Information memorandum, Annual reports of Attiki Odos S.A.

Notes: 1. Attica Motorway incorporates also part of the Egaleo Western Peripheral Motorway (EWPM), extending for c.5 km



- ✓ *Very low risk project given traffic data and contractual provisions*
- ✓ *Returns (base case) within the range that GEK TERNA Group traditionally aims and achieves*
- ✓ *Upside potential*

Key financials – Base case

 Traffic CAGR (2024-49)	Low single digit	 Average annual EBITDA (2025-49)	> € 300m
 Revenue CAGR (2025-2048)	Mid to low single digit	 Avg. EBITDA margin	> 80%

A photograph of a modern building at dusk. The building has a grid-like facade with many windows, some of which are illuminated from within. The sky is a deep blue, and the building's lights create a warm glow. A large, dark, semi-transparent shape is overlaid on the right side of the image.

Appendix

- I. Performance by segment
- II. ESG highlights

Performance by Segment 1H 2023

1H 2023 (€ m)	Construction	RES	Concessions	Thermal energy generation, supply and trading	Hold Co and Other	Eliminations	Group
Revenues	636.3	105.4	103.4	797.2	12.7	(50.7)	1,604.3
Gross profit	64.1	57.5	26.0	63.8	1.9	(2.4)	210.9
adj.EBITDA	52.6	71.5	73.5	62.9	(6.5)	(3.8)	250.2
EBIT	44.5	46.5	34.1	41.8	(9.1)	(2.2)	155.5
EBT	41.1	24.0	14.5	54.1	(17.1)	(2.1)	114.5
Net Earnings	29.8	18.3	16.8	41.1	(19.3)	(2.1)	84.7

1H 2022 (€ m)	Construction	RES	Concessions	Thermal energy generation, supply and trading	Hold Co and Other	Eliminations	Group
Revenues	420.4	122.4	93.9	900.1	9.5	(84.5)	1,461.6
Gross profit	52.0	74.7	23.0	51.8	(0.5)	(3.6)	197.5
adj.EBITDA	40.7	88.0	47.7	51.4	(5.5)	(4.1)	218.1
EBIT	32.1	53.2	13.1	35.2	(10.7)	(3.6)	119.3
EBT	36.3	36.8	(58.2)	32.8	3.5	(3.6)	47.5
Net Earnings	28.0	24.7	(39.5)	28.5	5.5	(3.7)	43.5

Sustainability Development Report 2022

Available now [here](#)



ESG – Key Performance Index 2022

Available now [here](#)

	2021	2022
People		
Total number of employees (Greece& Abroad) including JVs and subcontractors	5,470	6,730
Total number of employees (Greece& Abroad)	3,371	4,369
Percentage of female employees (Greece)	28.76%	25.72%
Percentage of female employees (Abroad)	21.55%	16.00%
Percentage of female employees at the top 10% of employees by total compensation (Greece)	12.1%	12.3%
Percentage of female employees at the top 10% of employees by total compensation (Abroad)	3.5%	15.6%
Environment		
Renewable production (GWh)	2,293	2,415
Total electric power production (MWh)	4,207,812	4,512,437
Percentage of electric power produced from RES	54.48 %	53.55%
Total gross direct (Scope 1) GHG emissions (in tCO ₂ e)	813,239.00	936,938.04
Avoided emissions (CO ₂ e tons)	1,066,103	1,119,436
Social		
Social contribution through sponsorships, donations and social support programs (€ m)	3.5	5.1
Taxonomy - Aligned (% of total)		
Revenues		9%
CapEx		61%
OpEx		71%

GEK TERNA

GROUP OF COMPANIES

85, MESOGEION AVE., ATHENS 115 26, GREECE

T. +30 210 6968000 F. +30 210 6968098-99 Email: info@gekterna.com

www.gekterna.com

Investors Contacts

Argyris Gkonis - IR Officer

agkonis@gekterna.com
+30 210 6968499

Investor Relations Desk

ir@gekterna.com
+30 210 6968457

IR Roadshows and Conferences 2H 2023

Date	Event
September 27	Hellenic Fund and Asset Management Association - Athens
October 9,10,11	The Finest CEElection Equity Investor Conference - Vienna (Erste Group)
October 31	Frankfurt Mid Cap Event (ATHEX)
November 27,28	Morgan Stanley & Athens Stock Exchange Greek Investment Conference (London)
December 5,6,7,8	Winter Wonderland EMEA Conference - Prague (Wood&Co)