

Public Power Corporation

Financial Results H1 2022

September 6, 2022



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Presenting Team

**Georgios
Stassis**
Chairman & CEO



**Konstantinos
Alexandridis**
CFO



Today's agenda

1. Financial performance

Konstantinos Alexandridis - Chief Financial Officer

2. Overview of Major developments & Outlook

Georgios Stassis - Chairman and CEO



Presenter

Konstantinos
Alexandridis
CFO



1. Financial performance



Financial highlights



(€m)	H1 2022	H1 2021	Δ(%)	Q2 2022	Q2 2021	Δ(%)
Revenues	4,392	2,193	100%	2,145	1,079	99%
Recurring EBITDA	429	471	-9%	259	246	5%
<i>One-offs</i> ¹	0	-37	-100%	0	2	-100%
Reported EBITDA	429	434	-1%	259	248	5%
Pre - tax Profits/(Losses)	2	14	-86%	32	43	-25%
Capital expenditure	244	191	28%	142	100	42%
Free Cash Flow	-176	483	-136%	-3	73	-104%

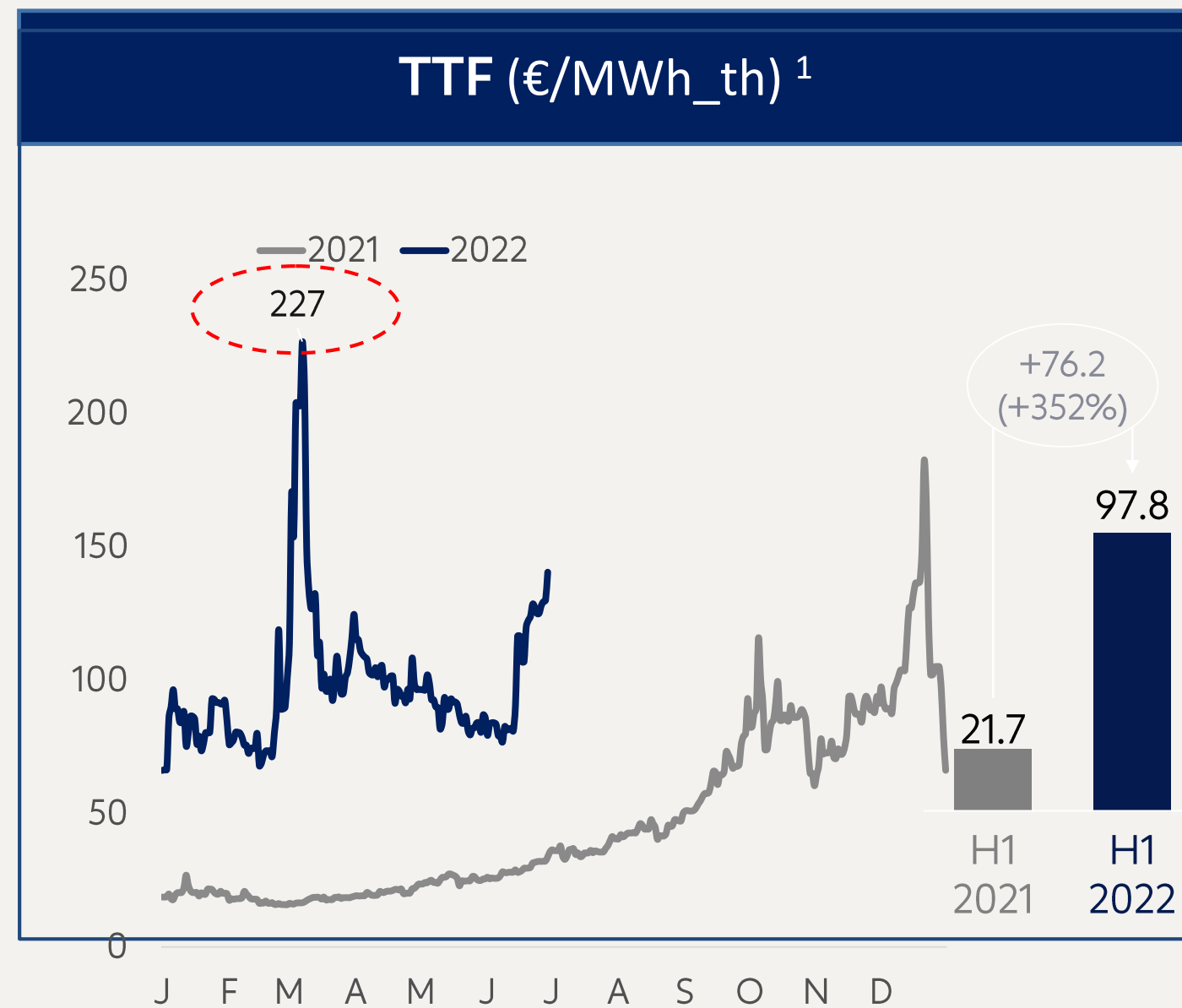
(€m)	30.06.2022	31.12.2021	Δ(%)
Net Debt	2,245	1,890	19%
Net Debt / EBITDA	2.7x	2.2x	

Notes

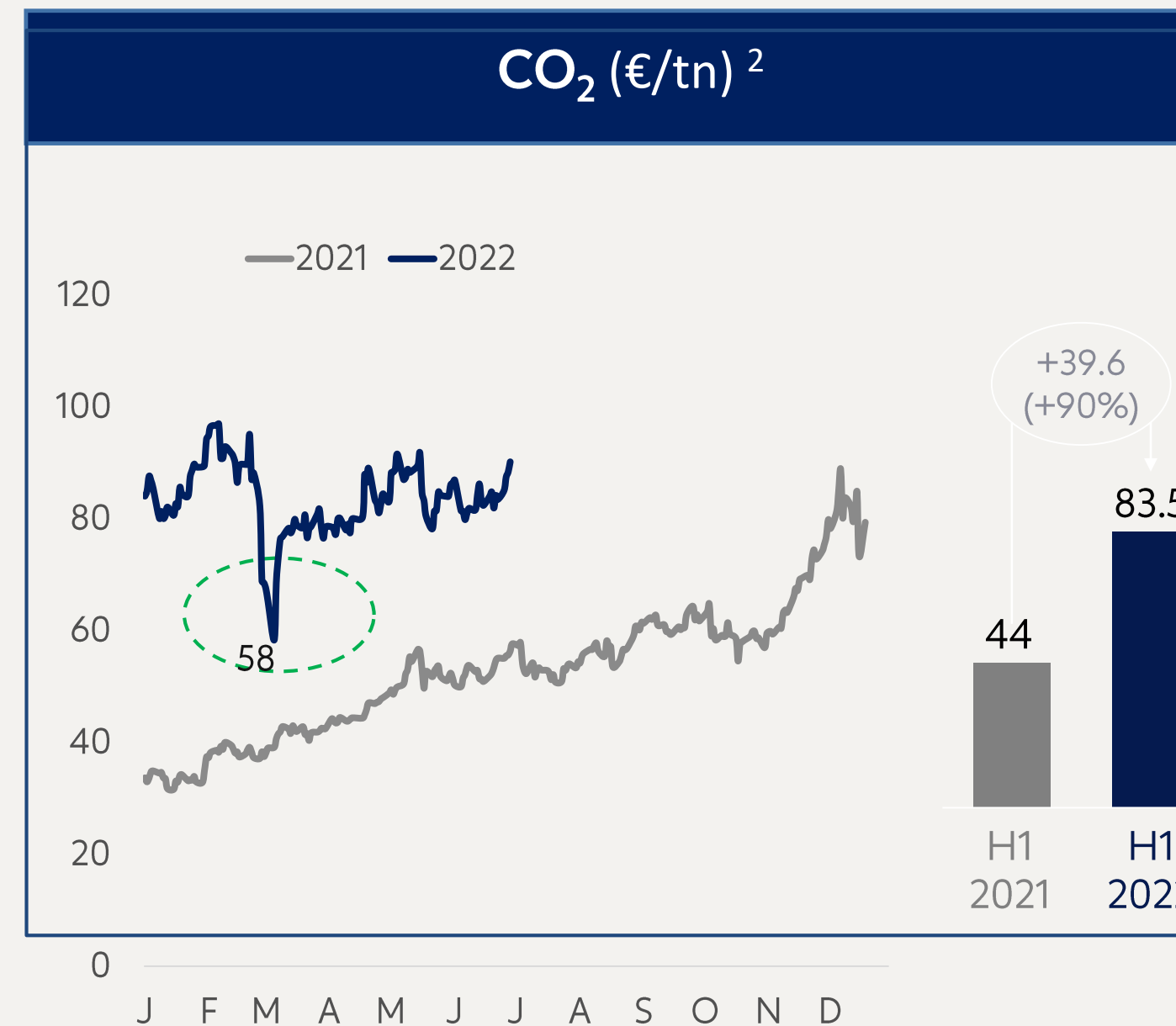
¹ H1 2021 figures have been adjusted for the provision for personnel's severance payment and for the retroactive charge for special allowances from the implementation of the Collective Labour Agreement for the period 2021-2024.

Market Outlook – Commodity prices

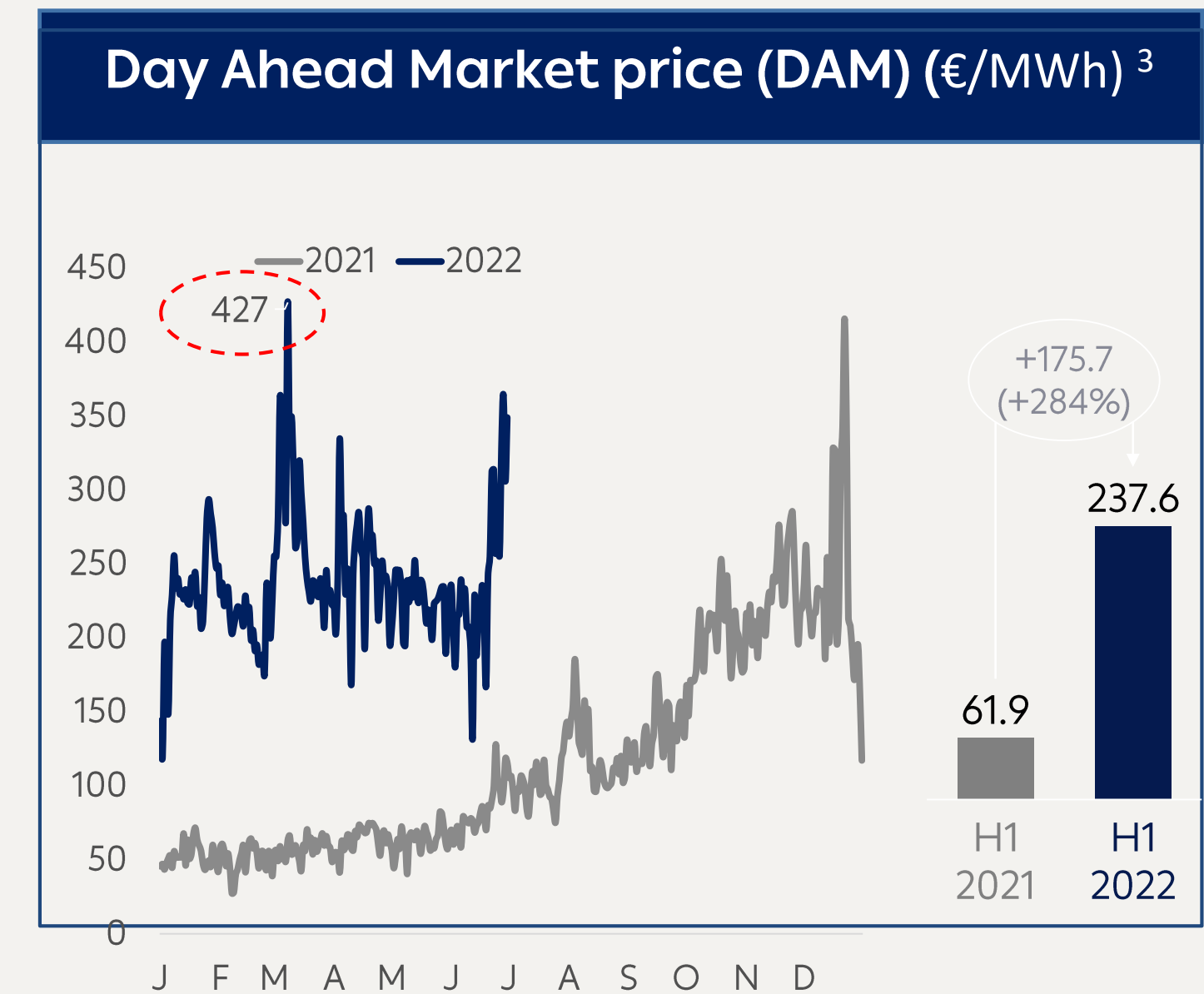
Unprecedented increase in TTF and CO2 prices compared to last year



- European gas prices surged on NS1 flow cut and remain supported on continued Russian flow risks and tightness in global LNG balance & the wider commodity complex.
- Higher H1 TTF price by +€76.2/MWh_th (€97.8/MWh_th vs €21.7/MWh_th)



- EUAs H1 2022 traded between €80-90/tCO2 as the market weighed up bullish price signals from ongoing policy reforms against a weakening macroeconomic outlook due to high energy prices
- Higher H1 CO2 market price by +€39.6/tn (€83.5/tn vs €44/tn)



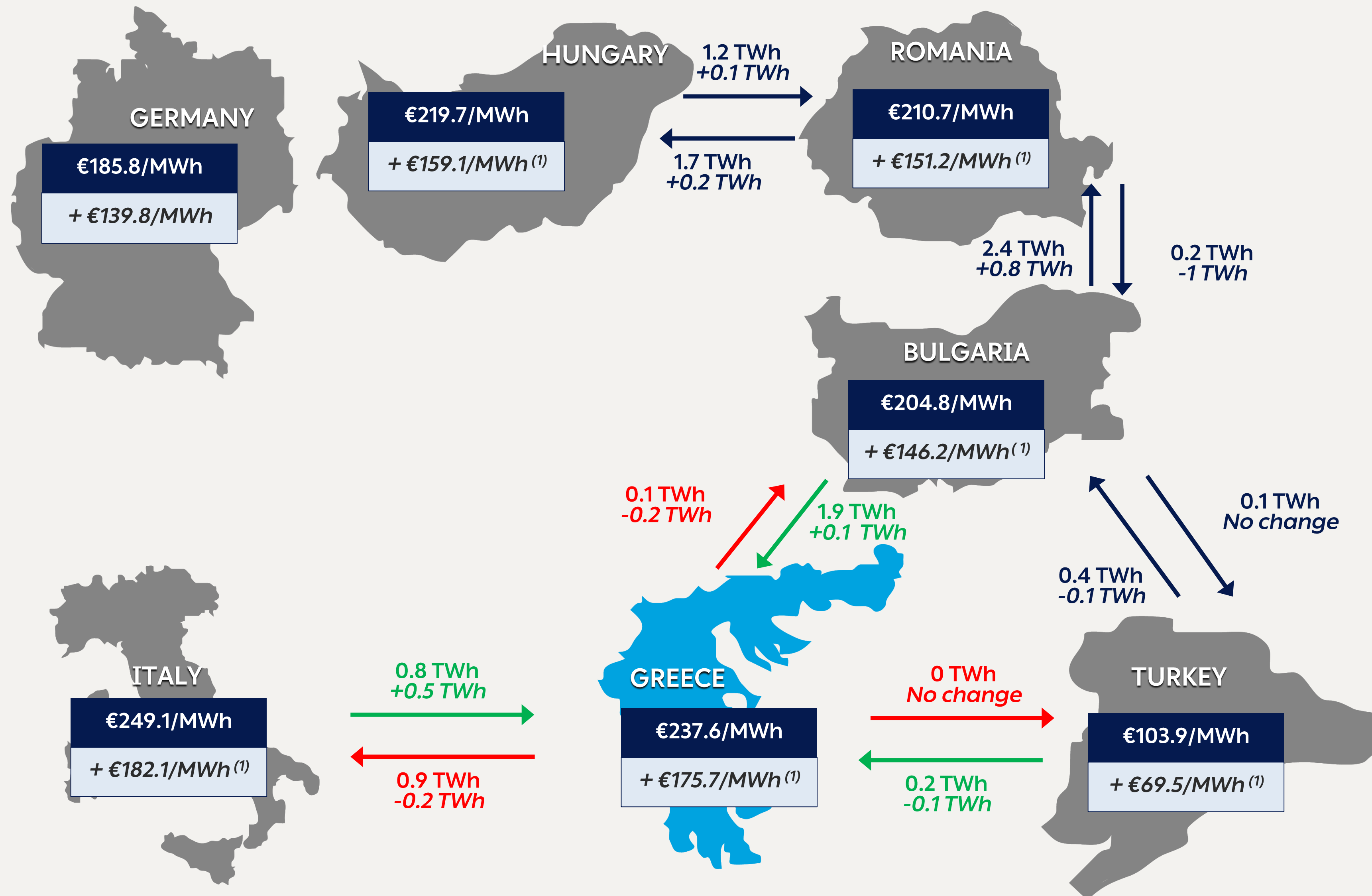
- Power prices hit more new highs. The fuel matrix - in severe drought conditions in EU- and in particular Gas TTF continues to be the main driver.
- Higher H1 DAM price by +€175.7/MWh (€237.6/MWh vs €61.9/MWh)

- Unprecedented increase in TTF and CO₂ prices compared to last year driving the wholesale market price (Day Ahead Market) up by almost 4x
- PPC was able to manage the unprecedented market volatility moves and increased commodity prices through its ample liquidity due to proven access to diversified funding sources

1. Source: EEX TTF Daily Spot prices. 2. Source: ICE EUAs Daily Futures (Dec-21 & Dec-22 accordingly). 3. Source: HENEX. Note: The gas supply contracts in Greece are priced on the basis of the previous month's average on the TTF M+1, as published by ICS Heren ("Heren Monthly indices")

Average DAM Spot Prices in H1 2022 – Greece and other

Strong link of Greek market with coupled markets and especially Balkans and Italy



Highlights

- Average spot price in Greece at €237.6/MWh (+€175.7/MWh vs 2021)
- Record prices in EU driven mainly by TTF as a result of continued Russian flow risks and tightness in supply balance
- Strong link between coupled markets thus leading to price convergence
- Spot prices in Greece are influenced by spot prices in Europe and especially Balkans and Italy
- Germany's spot prices are indicative for Central Europe and affect Hungary, Romania and indirectly Balkans

Data collected from:

- Greece (HENEX)
- Italy (SUD)
- Bulgaria (IBEX)
- Romania (OPCOM)
- Hungary (HUPX)
- Germany (EPEX)
- Turkey (TEİAŞ)

1. Change versus average H12021 prices. 2. Scheduled Commercial Exchanges (source: entso-e transparency platform) 3. Greek electricity system is also interconnected with N. Macedonia and Albania, which are not part of the EU Target Model

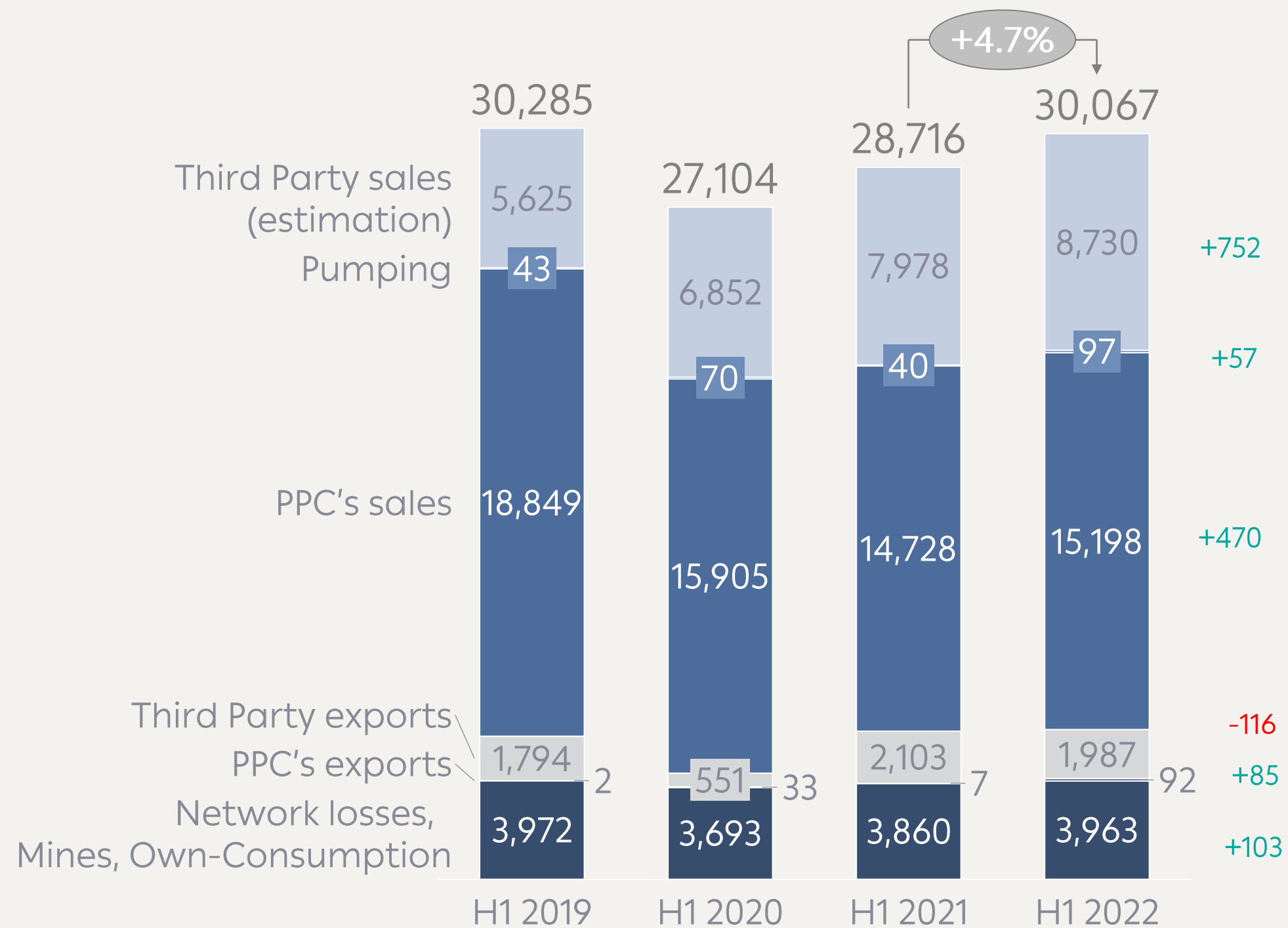
Electricity Demand - Electricity Generation and Imports

Demand recovery to pre covid level



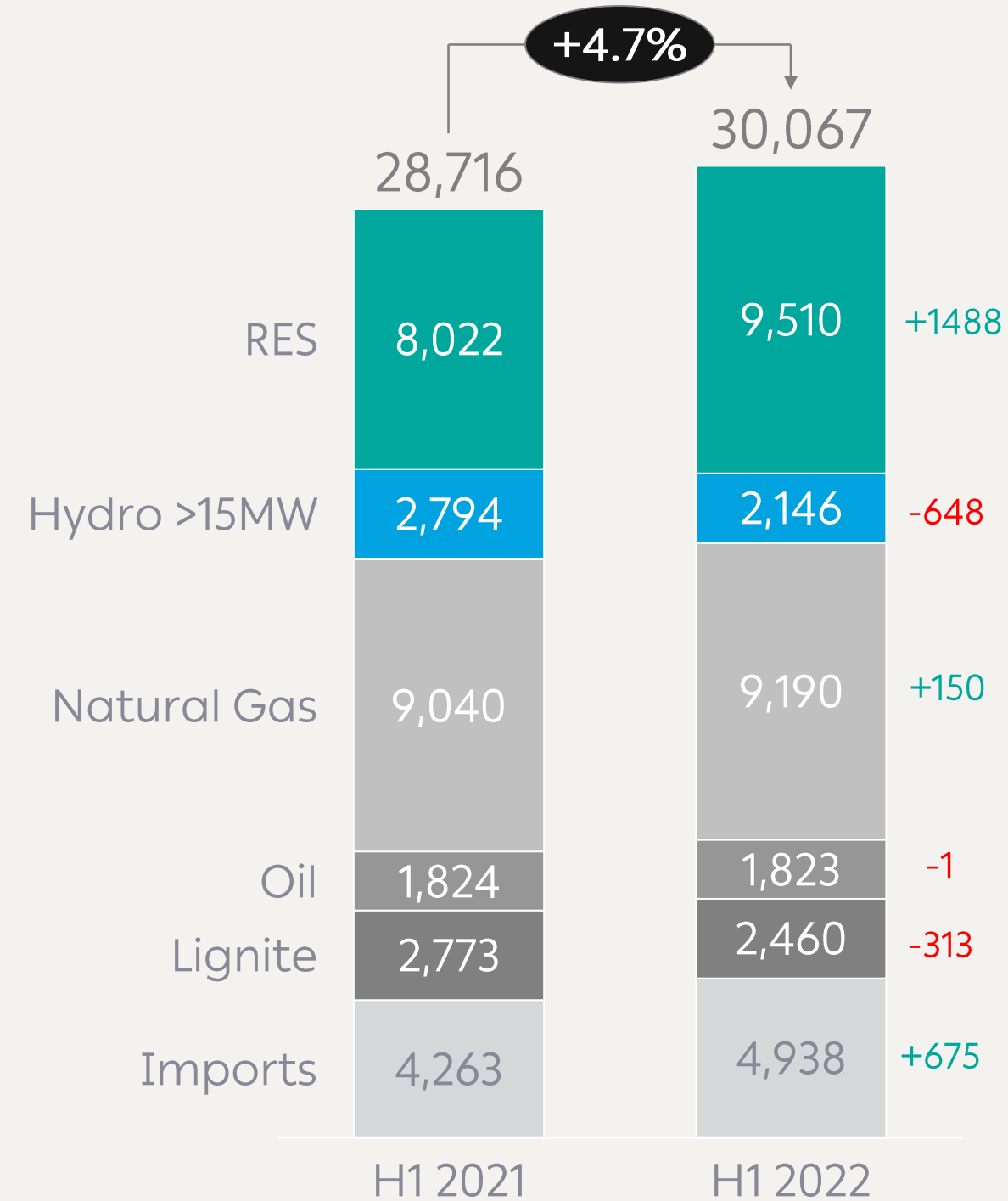
Electricity Demand (GWh)

GREECE

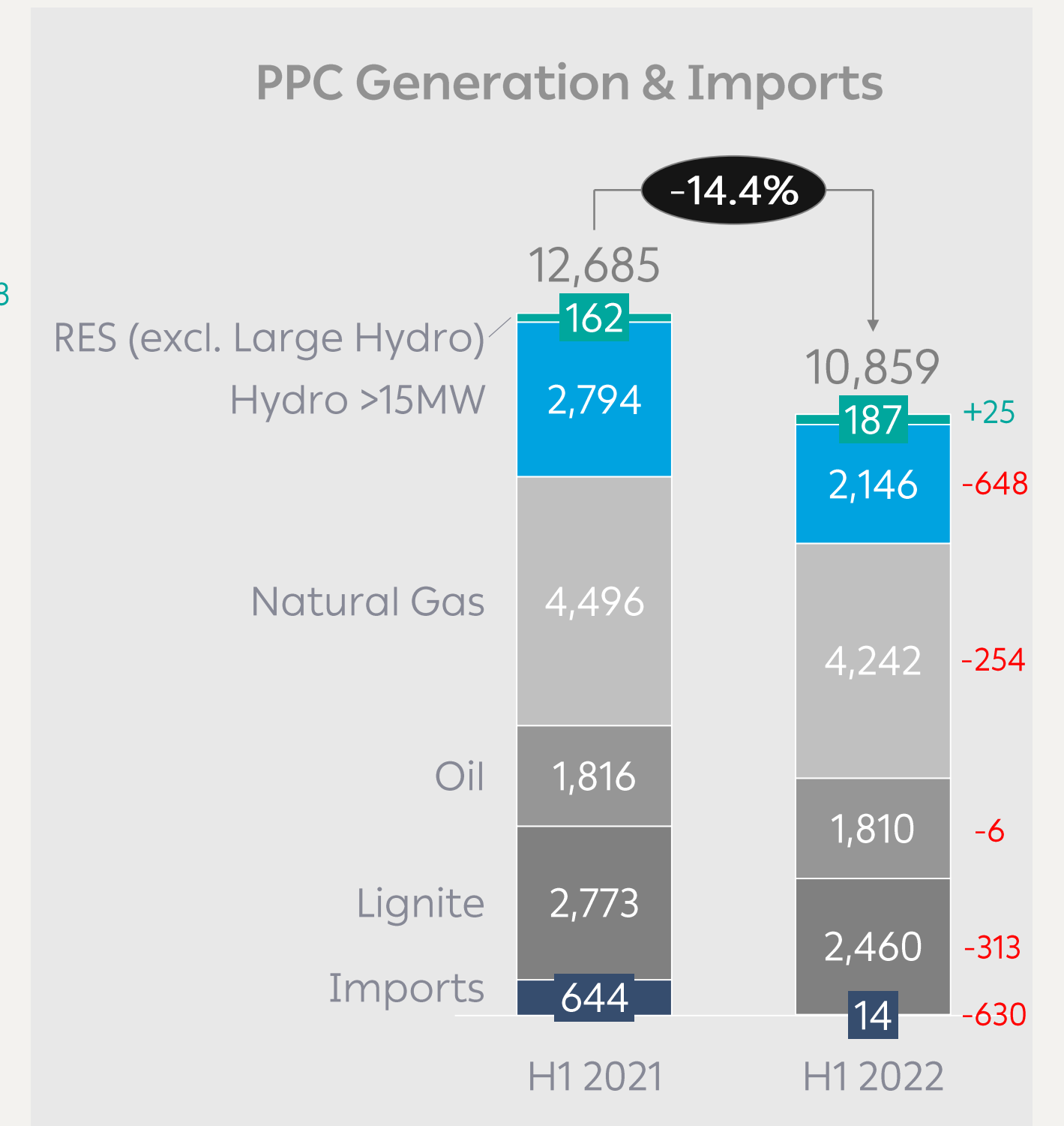


Total Electricity Generation & Imports (GWh)

GREECE



PPC

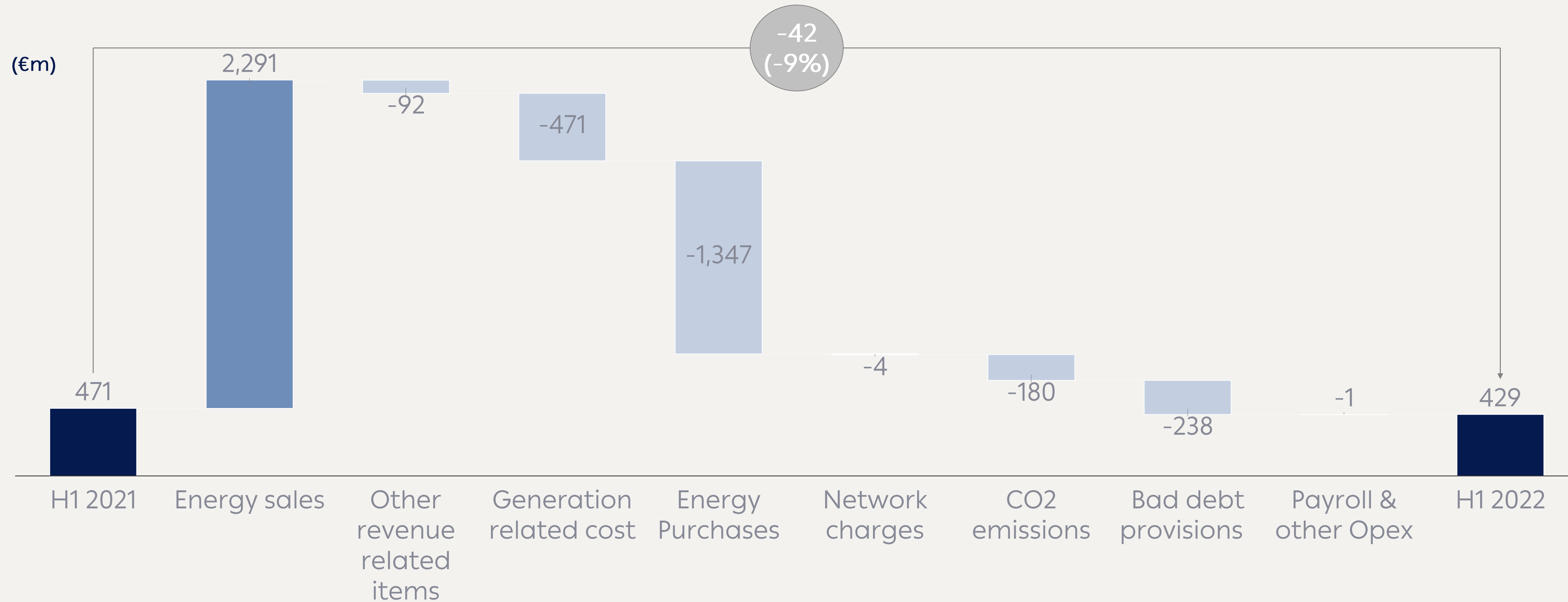


- Domestic demand up by 5.2% due to the recovery of economic activity compared to H1 2021 which was impacted by covid-19
- Total electricity demand increased by 4.7%
- PPC's sales increased by 3.2% since domestic demand increase was partially offset by 1.4 p.p. market share reduction.

1. Domestic Demand is Total Demand minus exports

	H1 2021	H1 2022
Domestic Demand (GWh)	26,606	27,988
PPC's average retail market share	64.9%	63.5%
PPC's generation market share	49.2%	43.2%
PPC's generation and imports market share	44.2%	36.1%

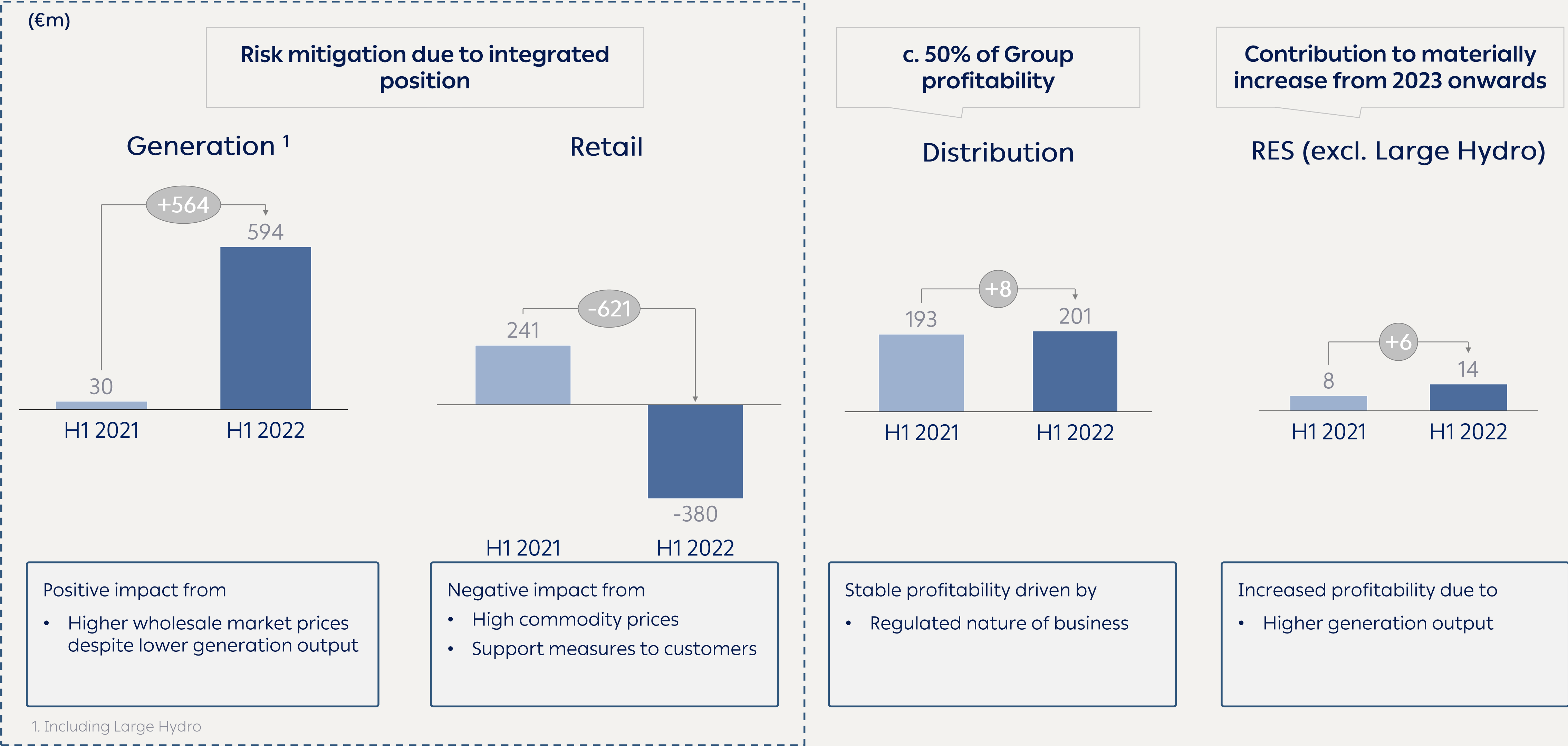
Recurring EBITDA evolution



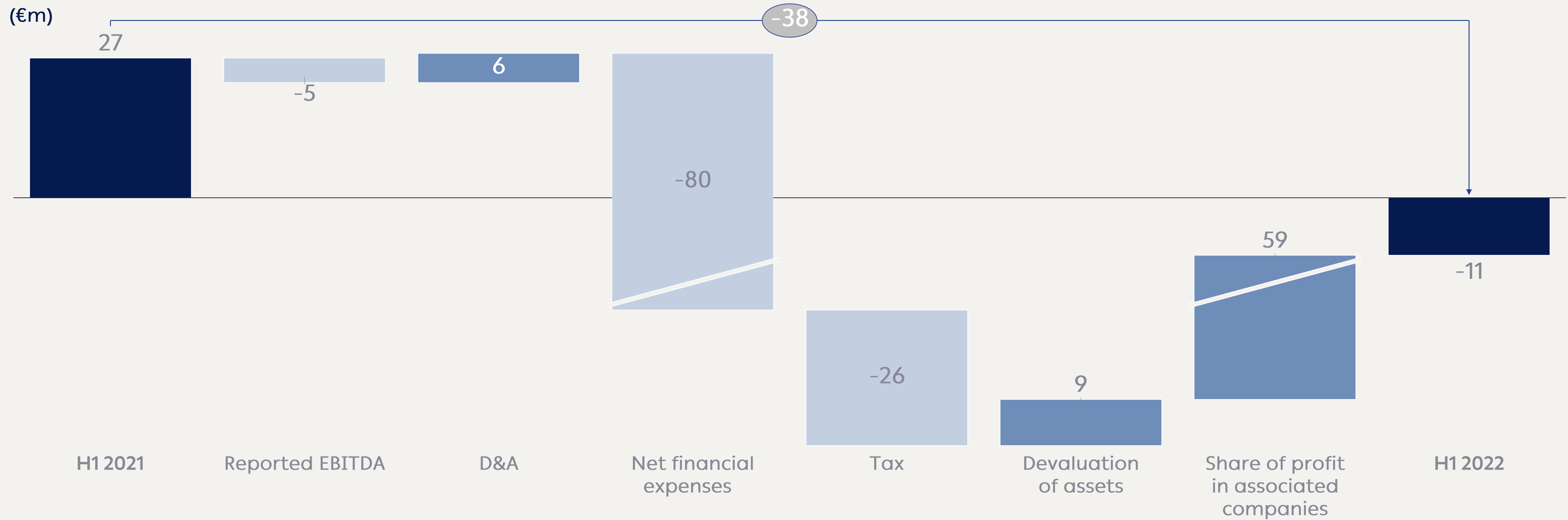
Major drivers:

- Higher revenues and respective costs due to higher commodity prices
- Increase in bad debt provisions compared to the reversal of last year where the initiation of the securitization transactions took place

Recurring EBITDA per business activity



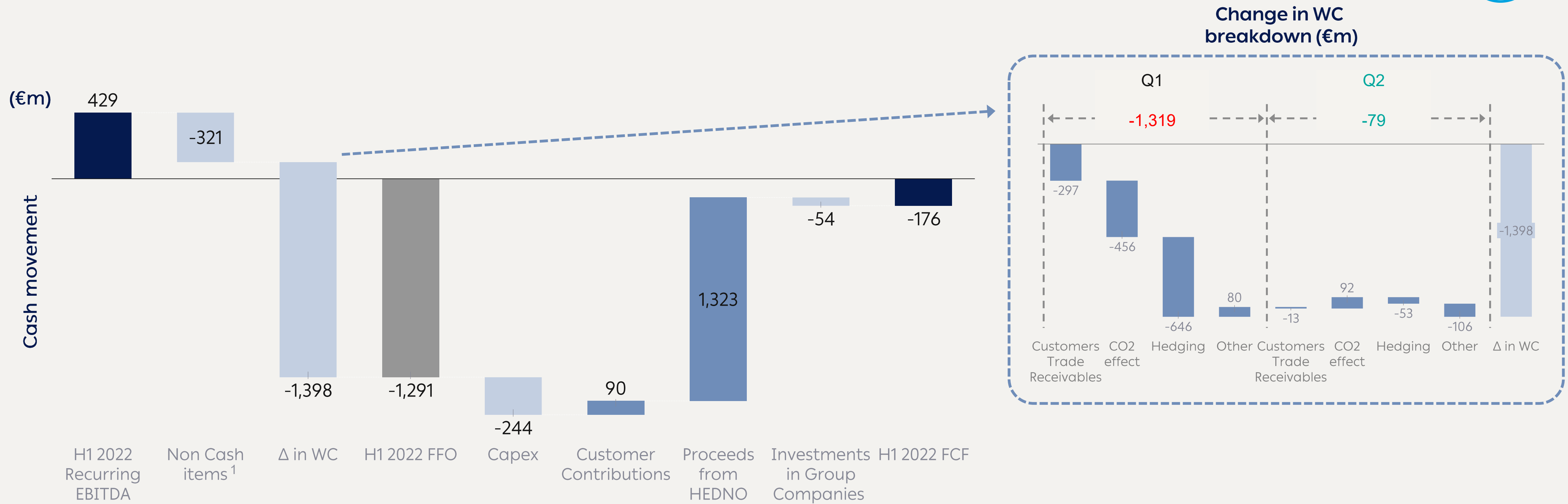
Net Income



Major drivers:

- Net fin. expenses higher mainly due to the full effect of both securitization programs during H1 2022 and at the same time lower interest income charged to our customers
- Higher tax mainly due to the change of tax-rate in H1 2021 from 24% to 22% positively affecting H1 2021
- Increased share of profit in associated companies mainly driven by the capital gain from the Volterra RES projects acquisition

H1 2022 – Free Cash Flow bridge

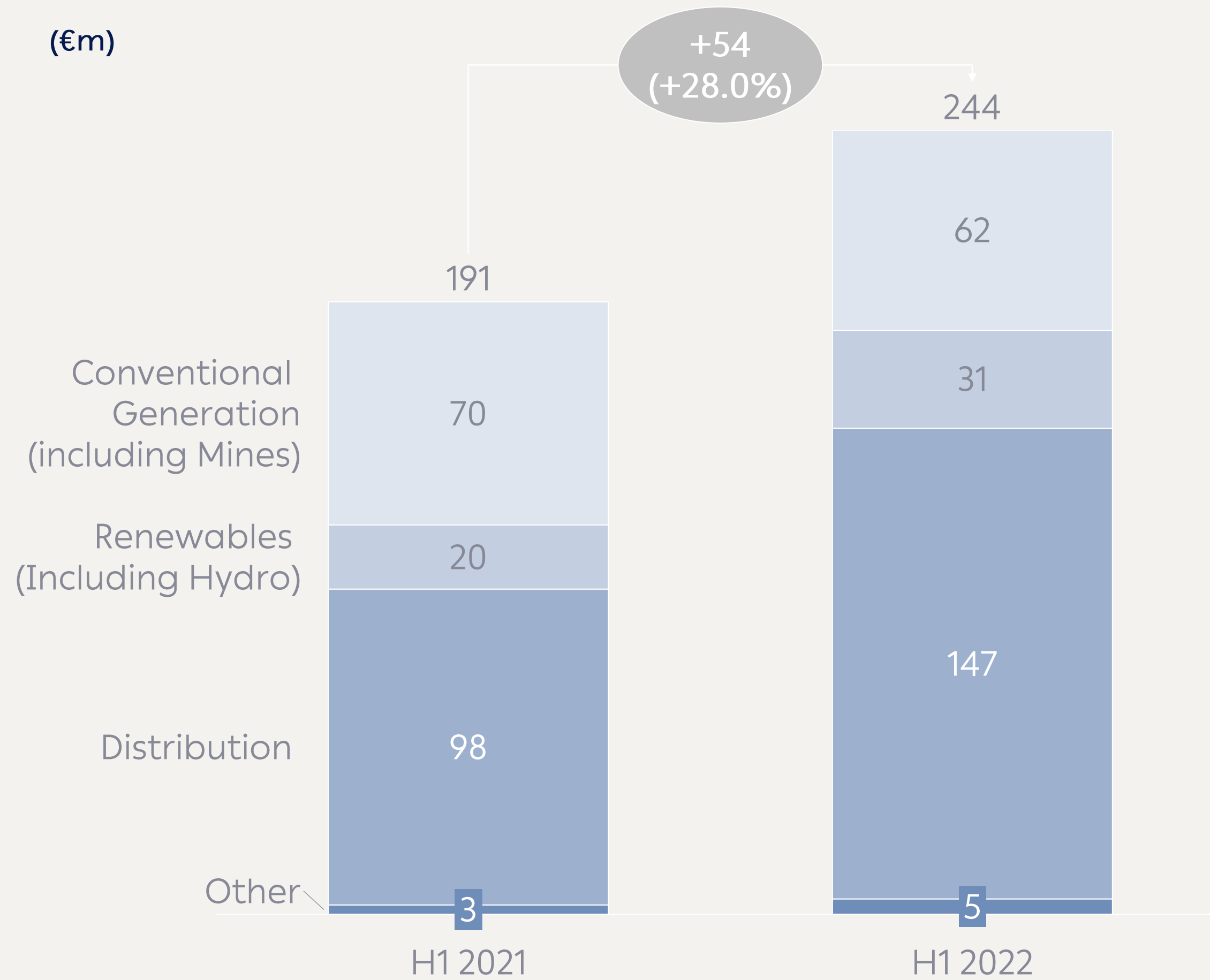


- Increase in customers trade receivables, coming mainly from Q1, was mostly driven by the higher average retail prices due to tariff indexation
- Unfavorable CO2 emission rights Working Capital effect of €364m due to the payment of 2021 compliance as scheduled
- Hedging impact of €699m relates to our balanced portfolio of TTF and Power contracts, where higher margin requirements were requested due to the increased commodity prices

1. Mainly relates to revenues from the supply of power to customers during the interval from the last measurement or billing until the reporting date. Such energy is accounted for as energy consumed but not yet billed (unbilled revenue). This is a non-cash item which we adjust for FCF.

Capex

Ramping up distribution and RES capex



Conventional Generation

- Reduction due to lower capex for environmental upgrades

Renewables

- Gradual pick up of capex – Further acceleration expected in the next quarters

Distribution

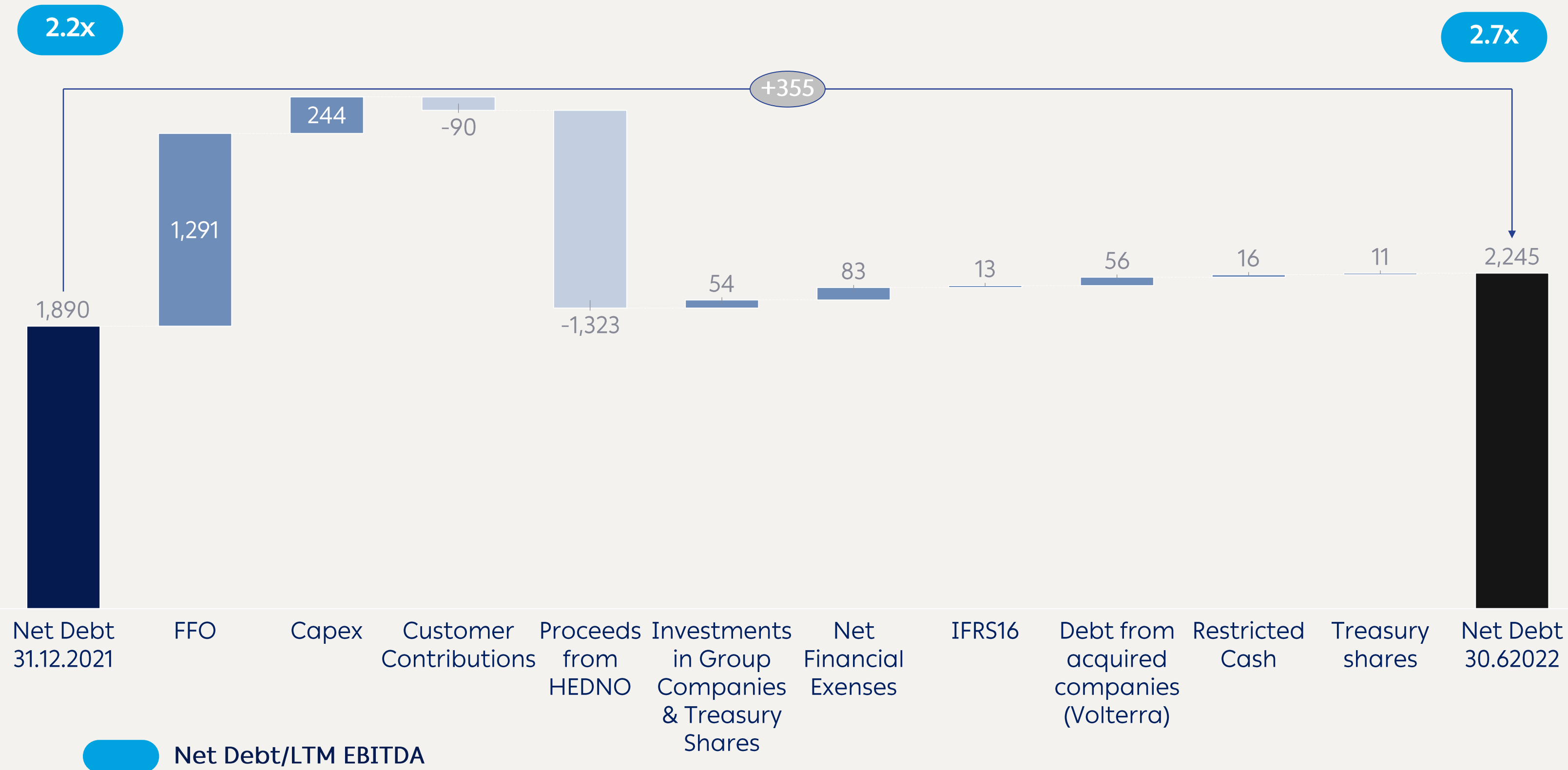
- Further increase of capex for the modernization of the network

Net Debt Evolution

Majority of increase recorded in Q1 2022



(€m)



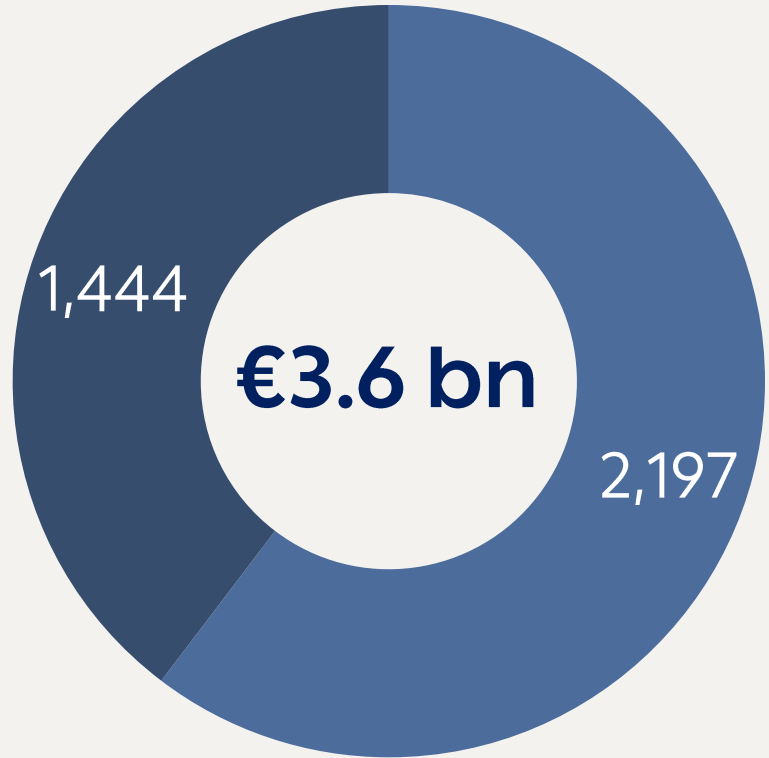
- Net debt increase by €355m due to hedging activity and increased WC needs mainly in Q1 2022
- Net Debt/EBITDA at 2.7x due to increased WC needs despite €1.3bn proceeds from HEDNO stake sale.
- Long term target for Net Debt/EBITDA below 3.5x

Liquidity position and debt breakdown (€ m)

High liquidity serves as a cushion against the ongoing volatility recorded in the markets

Liquidity position

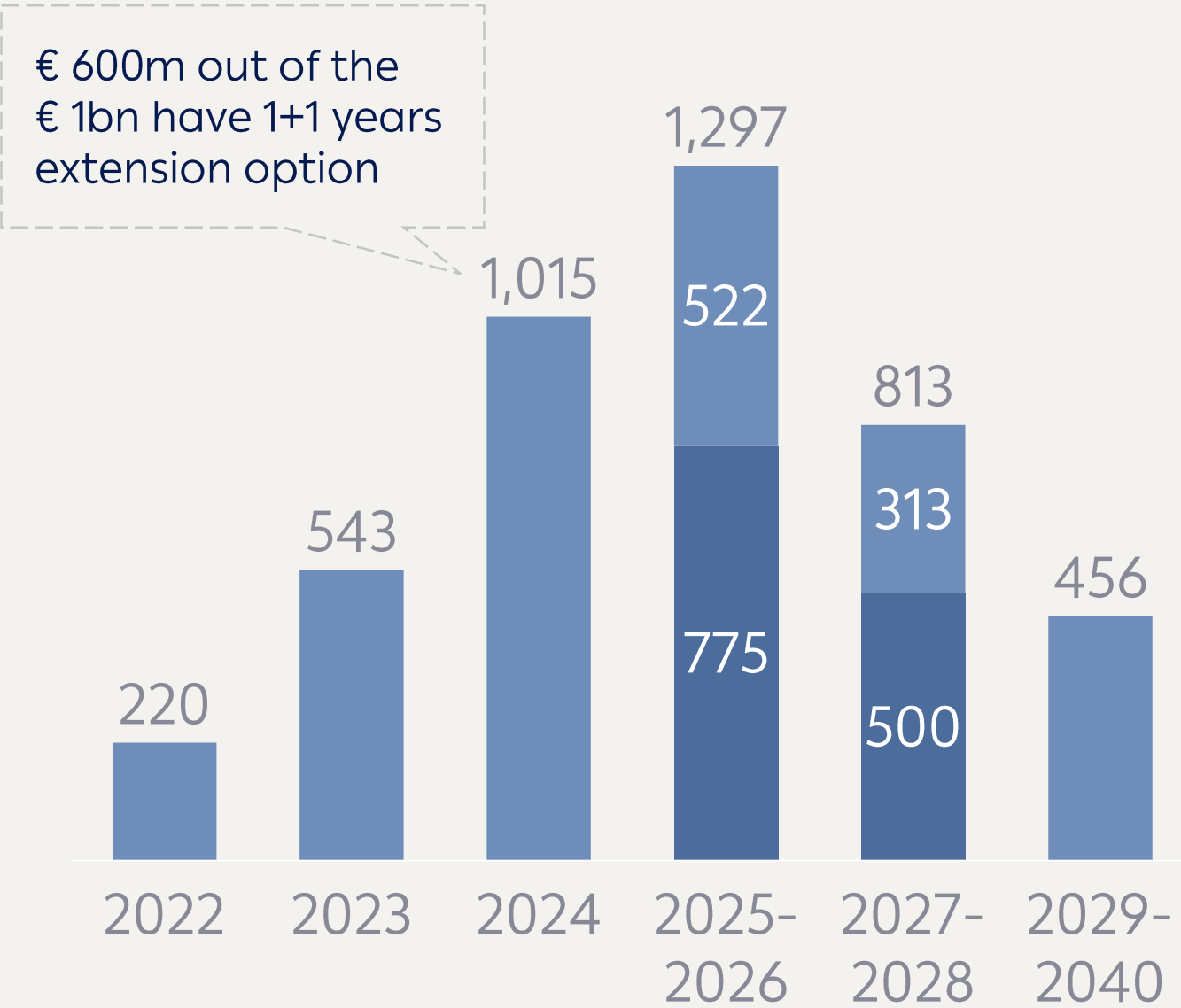
High cash reserves & available credit lines



■ Cash
■ Available committed credit lines

Long Term debt maturity profile ¹

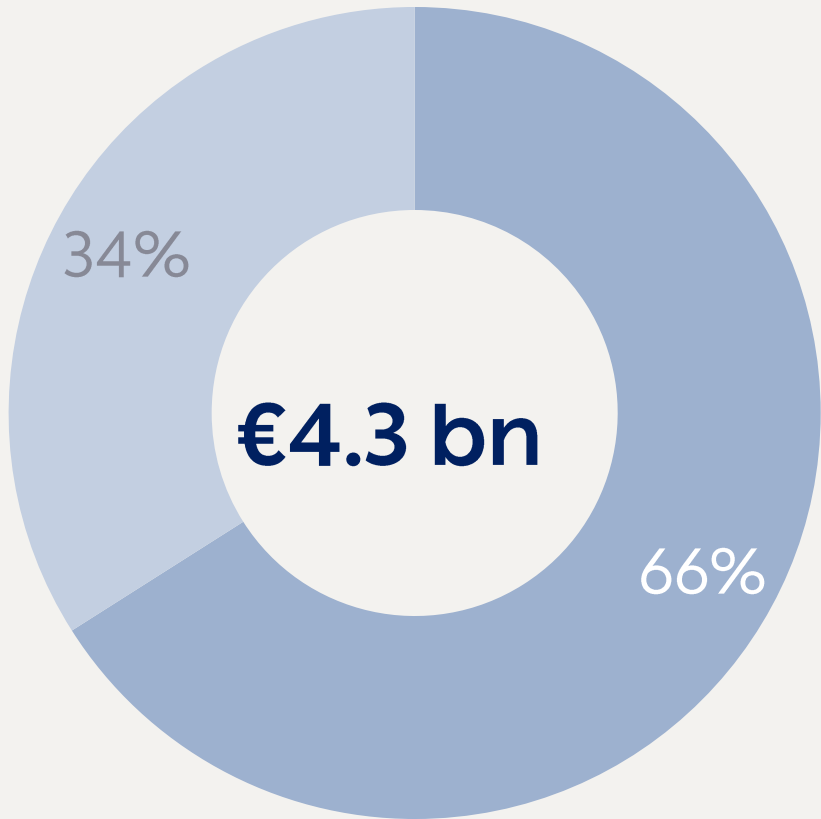
No major contractual repayments in the next 2 years



■ Bank Loans & Other (including Boand Loans with Greek Banks)
■ Sustainability Linked Boands

Long Term debt – Analysis¹

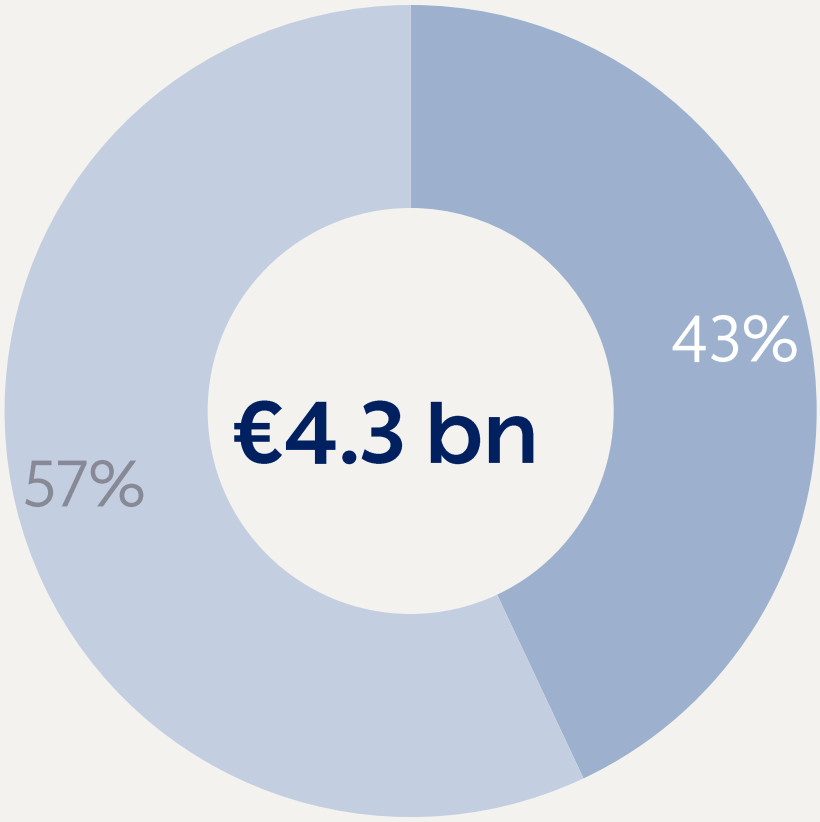
Approximately 67% of debt under fixed rates



■ Fixed
■ Floating

ESG Financing

43% ESG financing



■ ESG
■ Other

1. Excluding overdrafts and short-term financings of € 139 m

Presenter

Georgios
Stassis
Chairman & CEO



2. Overview of Major developments & Outlook



Generation

Utilization of the full range of fuels in the energy crisis

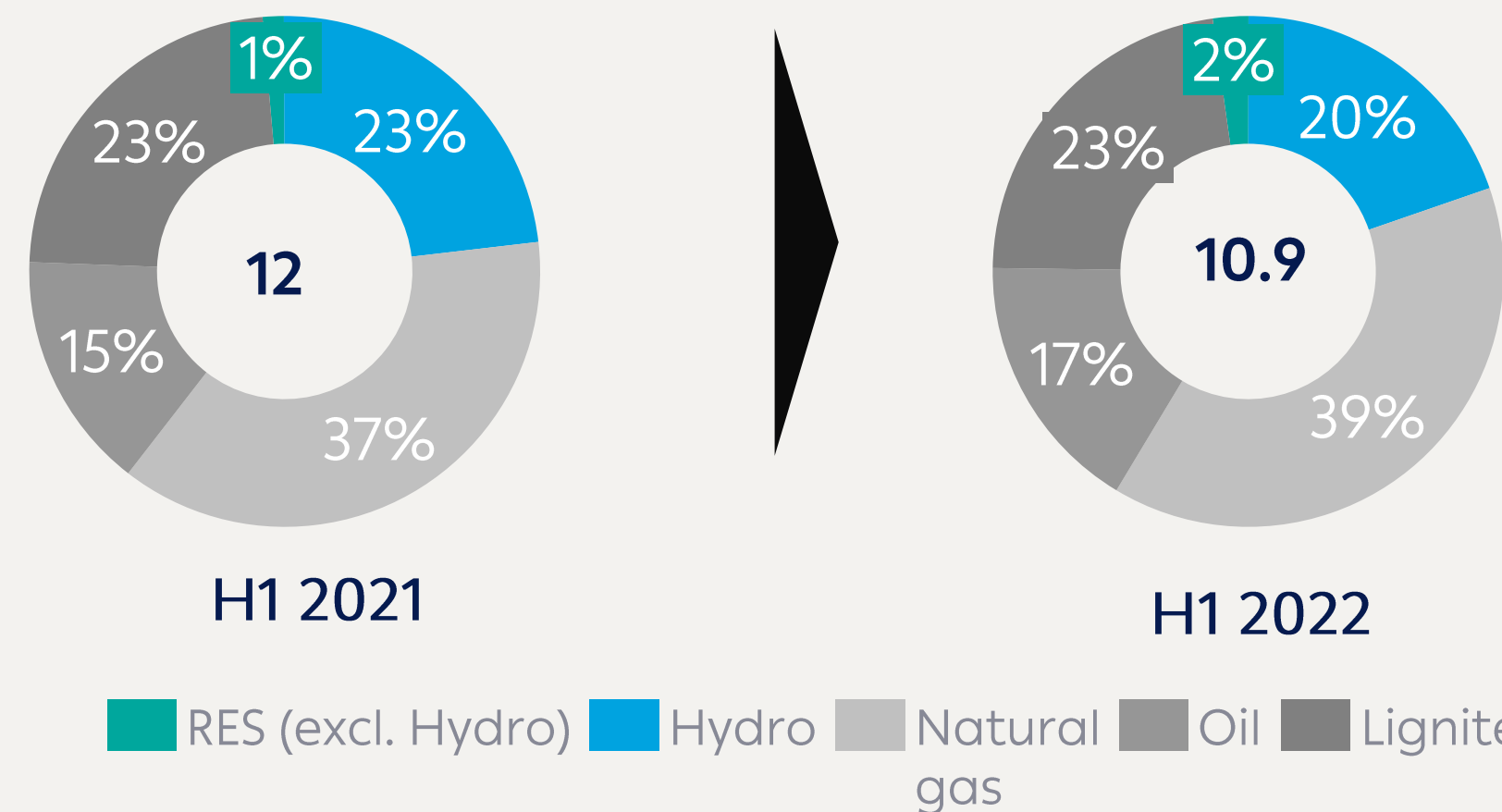


Overview

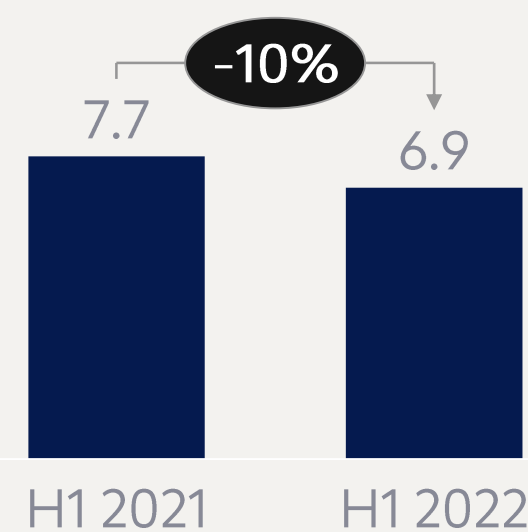
- No material change in generation mix compared to last year
- Hydro generation close to historical average – good level of hydro reservoirs
- CO₂ emissions at 6.9 mn tn (-10%)
- Slight decrease of CO₂ emission intensity
- Absorption of subsidiary companies “Lignitiki Megalopolis” and “Lignitiki Melitis” for operationally efficiency reasons

Key metrics

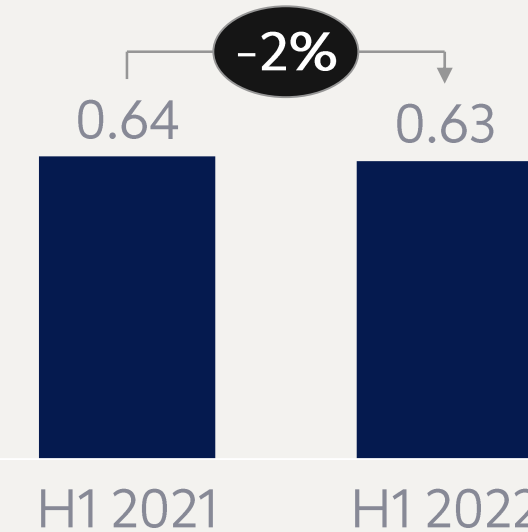
Generation (TWh)



CO₂ (m tons) ¹



CO₂ emission intensity (tons CO₂/MWh) ²



Going forward

Digitalization & Operational Efficiency

- ✓ Participation of lignite fired generation to gradually increase in the next 12 months due to energy crisis
- ✓ New lignite unit Ptolemais V (660MW) to start trial operation in 2H 2022 - Commercial operation in Q1 2023
- ✓ Exit from lignite remains a strategic decision despite the planned short-term increase
- ✓ Ramp up of Renewables capacity

1. CO₂ emissions from electricity generation (Scope 1). 2. Scope 1 emissions divided by total electricity generation.

Renewables

Sale and Purchase of Volterra's RES Portfolio by PPC Renewables - Key highlights/Transaction perimeter



Key highlights of the acquisition

- €133 m Enterprise Value
- 55% of Volterra K-R SA and Volterra Lykovouni SA (PPC Renewables has already a 45% stake)
 - 69.7 MW Wind in operation
- 100% of Iliofaneaia SA
 - 2.7 MW PV in operation
- 100% of Volterra Doukas SA and Volterra Koukouli SA
 - 39.5MW Wind RTB

Volterra Doukas S.A.-100% Stake

- Location: Kastoria , Western Macedonia
- Installations: 1 wind park
- Capacity: 26.0 MW (1)
- Status: Under Construction
- Construction Compl.: End of 2023

Volterra Koukouli S.A.-100% Stake

- Location: Kozani , Western Macedonia
- Installations: 1 wind park
- Capacity: 13.5 MW (2)
- Status: Under Construction
- Construction Compl.: End of 2023

Volterra K R S.A.-55% Stake

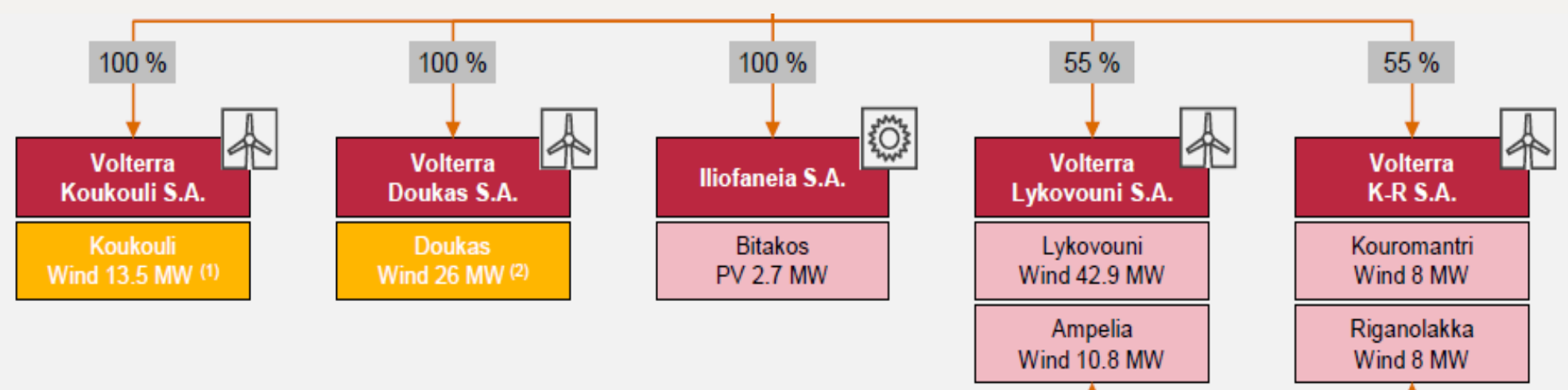
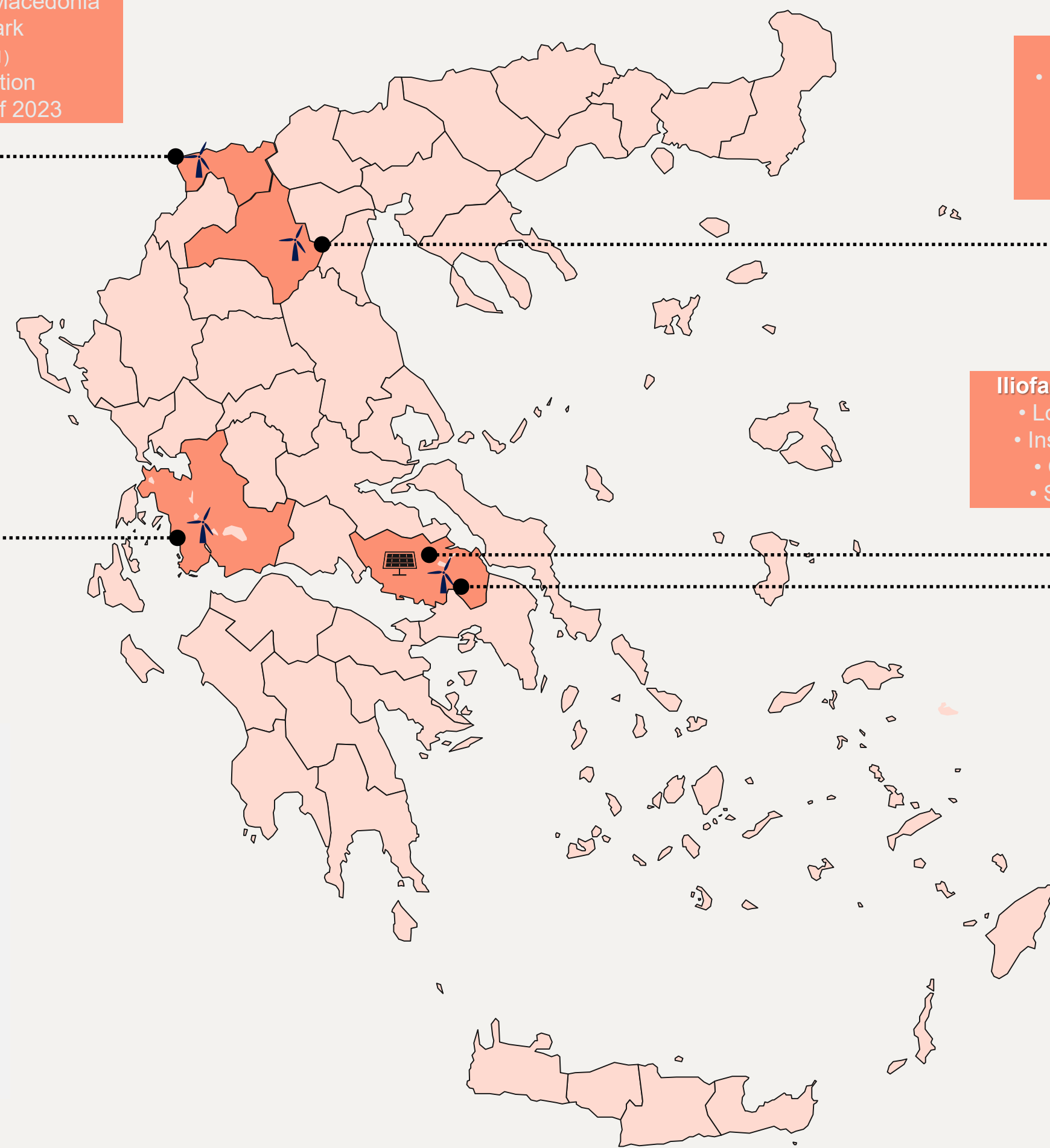
- Location: Nafpaktia, Aitol/nia
- Installations: 2 wind parks
- Capacity: 16.0 MW (8+8)
- Status: in Operation

Iliofaneaia S.A.-100% Stake

- Location: Thiva, Viotia
- Installations: 1 PV park
- Capacity: 2.65 MW
- Status: in Operation

Volterra Lykovouni S.A.-55% Stake

- Location: Thiva, Viotia
- Installations: 2 wind parks
- Capacity: 53.7 MW (42.9+10.8)
- Status: in Operation



Total RES Portfolio	
SPVs	5
Operating	72.4MW
RTB	39.5MW



Onshore wind Solar PV

1. Licensed capacity 24 MW, 2Licensed capacity 12 MW

Renewables

Strong pipeline of identified projects across Greece (excl. Large Hydro) – Major projects overview



Project: Solar Arrow I (PV)
 Location: Ptolemais
 Region: West. Macedonia
 Capacity: 15MW
 Status: In Operation

Project: Solar Arrow II (PV)
 Location: Ptolemais
 Region: West. Macedonia
 Capacity: 15MW
 Status: in Operation

Project: Iliako Velos I (PV)
 Location: Ptolemais
 Region: West. Macedonia
 Capacity: 200MW
 Status: Under construction
 Construction compl.: Q4-2022

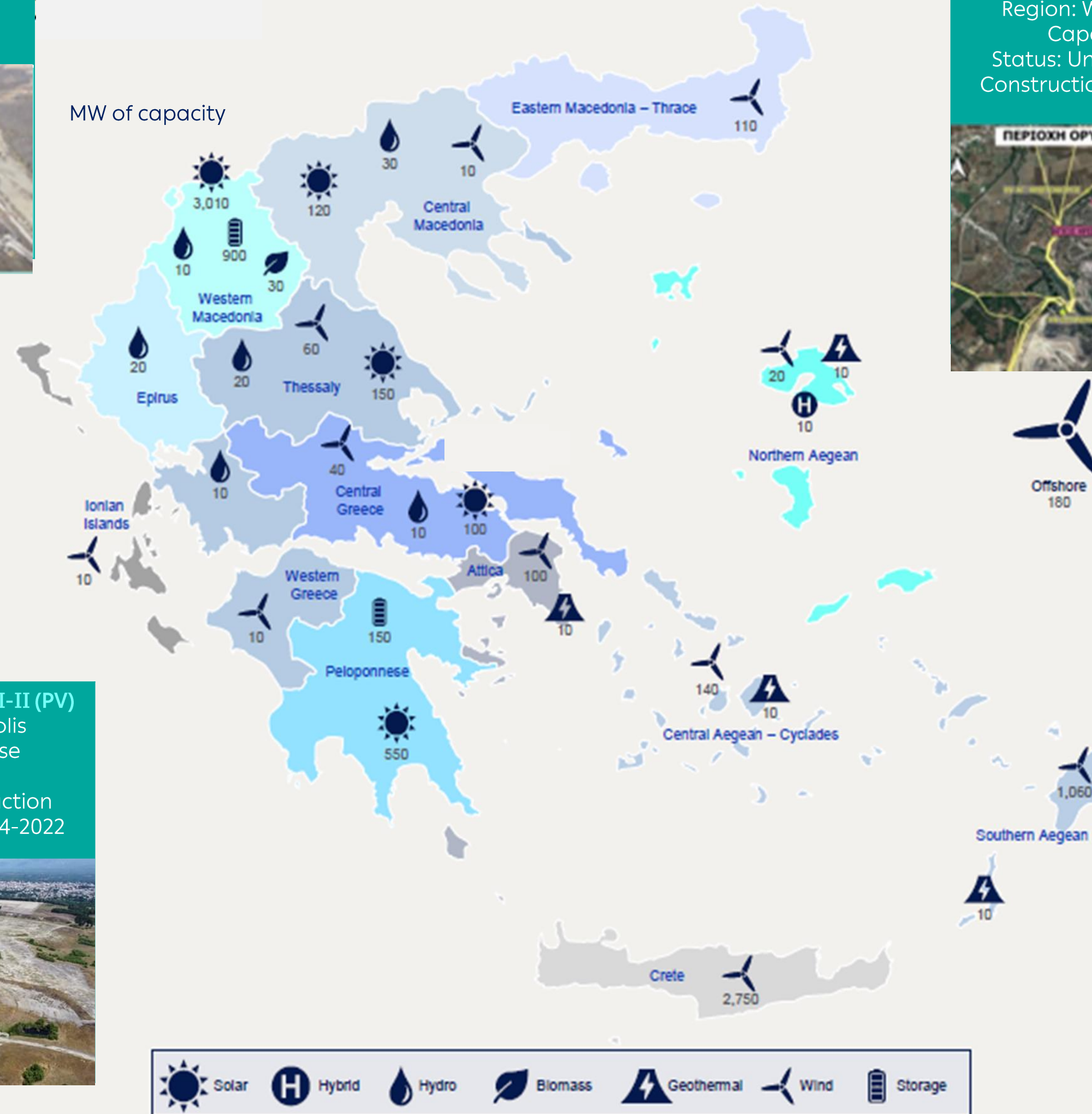
Project: Smokovo II (SHHP)
 Location: Karditsa
 Region: Thessalia
 Capacity: 3.2MW
 Status: In Operation

Project: Arkadikos Ilios I-II (PV)
 Location: Megalopolis
 Region: Peloponnese
 Capacity: 50MW
 Status: Under Construction
 Construction compl.: Q4-2022

Project: Ag.Christophoros (PV)
 Location: Ptolemais
 Region: West. Macedonia
 Capacity: 65MW
 Status: Under Construction
 Construction compl.: Q3-2023

Project: Makrochori II (SHHP)
 Location: Imathia
 Region: C.Macedonia
 Capacity: 4.8MW
 Status: Under Construction
 Construction compl.: Q1-2023

Project: Aeras/Mouzaki (WP)
 Location: Megalopolis
 Region: Thessalia
 Capacity: 27.6MW
 Status: Under Construction
 Construction compl.: H1-2023



Renewables

Further progress on RES roll-out plan

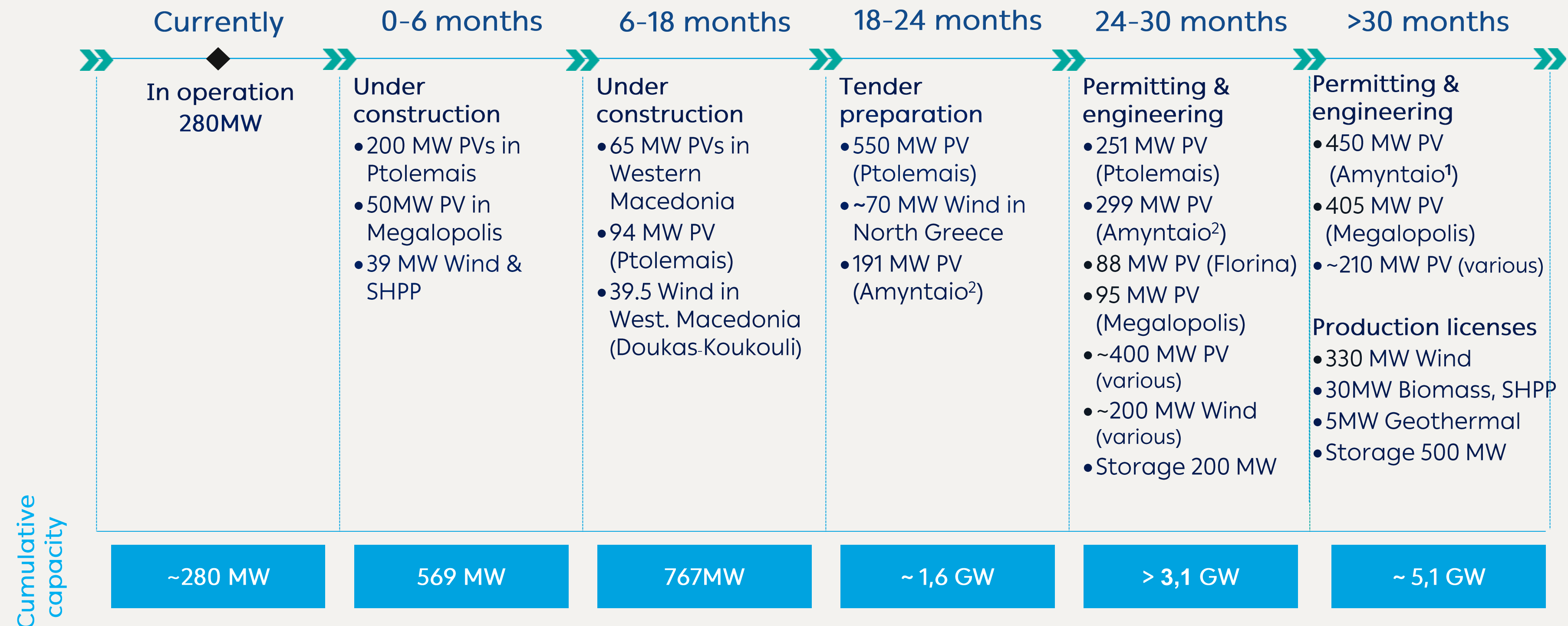


Progress since May 2022

- + 41MW in operation from Volterra's acquisition stake
- + 112MW from M&A activity (72MW in operation and 40MW under construction)
- + 100MW secured environmental terms
- + 644MW tendered (550MW+94MW)

Status update

- 394MW RTB or under construction
- > 4GW practically secured



Licensing status of the new pipeline²

License type	WP	PV	SHPP	Storage	BIO	GEO	Floating PV	Total
Production permits				1,043		8	44	1,095
awaiting environmental terms	20	700						720
secured environ. & awaiting grid con. terms	72.5	1,798			25			1,895
granted binding grid connection terms	39.5	2,150	15					2,204
Total	132	4,648	20	1,043	25	8	44	5,915

Capacity under construction (MW)

Region	WP	PV	SHPP
Ptolemais		265	
Megalopolis		50	
Doukas-Koukouli (Volterra) West. Macedonia	39.5		
Various Regions	34		5
Total	73.5	315	5

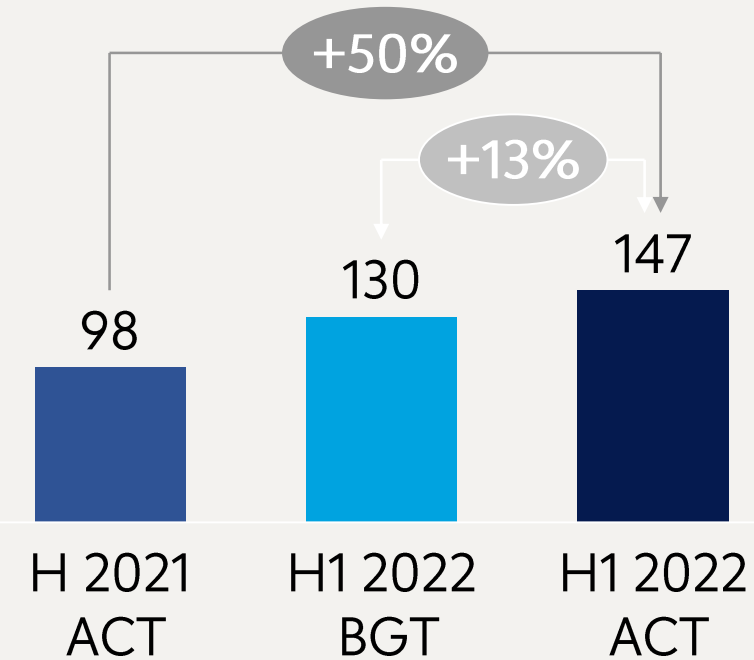
1. Amyntaio projects (940MW) in collaboration with RWE (Includes RWE 51 %participation). 2. Includes projects in which PPC Renewables holds minority stake

Distribution

Consistent financial and operating performance

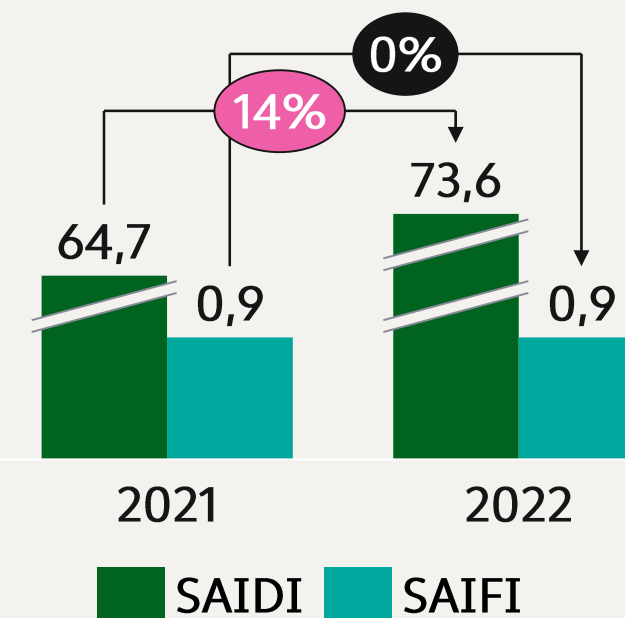


Capex (€m)



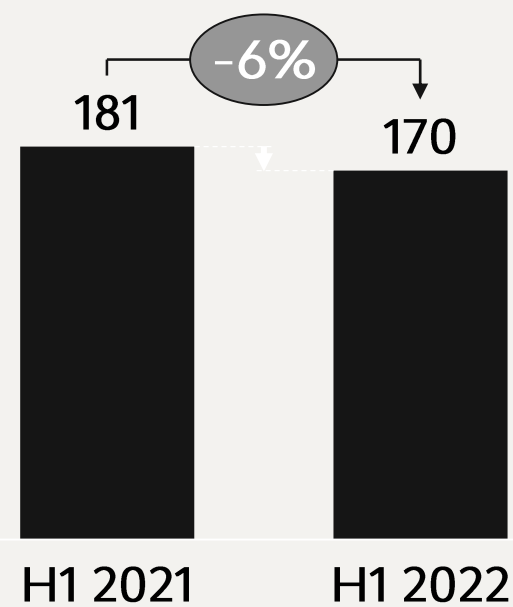
- 50% growth y-o-y
- Exceeding budgeted figures by 13%.
- Further ramp up going forward

SAIDI (min) SAIFI (occur.)



- No change in SAIFI
- 14% increase in SAIDI due to the sequence of adverse extreme weather incidents, i.e. MIDEIA, ELPIS
- The overall situation is expected to improve gradually on the account of initiatives that have been put in effect recently (i.e. Projects to increase resilience of the network, minimized constraints in relation to wood cropping near the Grid and implementation of Telematics in corporate vehicles to optimize on-site access-time, etc).

Additions in underground network (km)

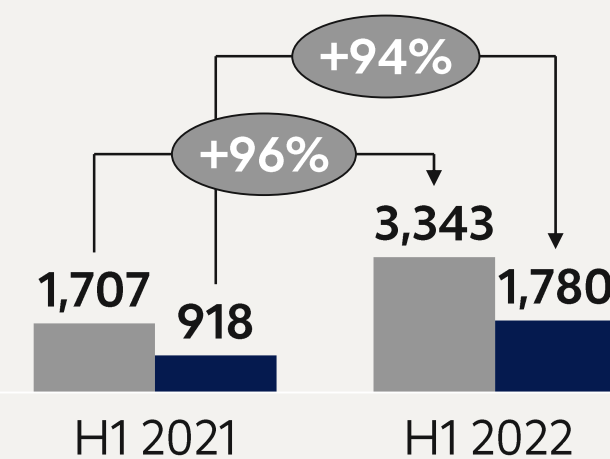


No major change in construction of new underground network due to the reallocation of resources to Network Maintenance as a result of the wildfires earlier in the year.

■ New Underground Network (km)

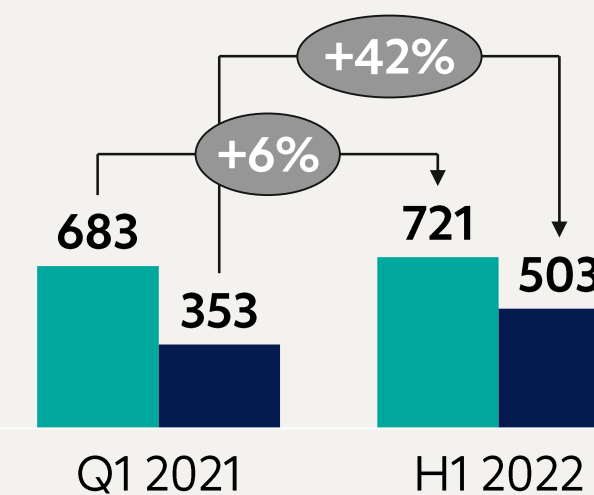
RES Integration in the Grid

(units)



■ Signed Agreements
■ Activation of RES stations

(MW)

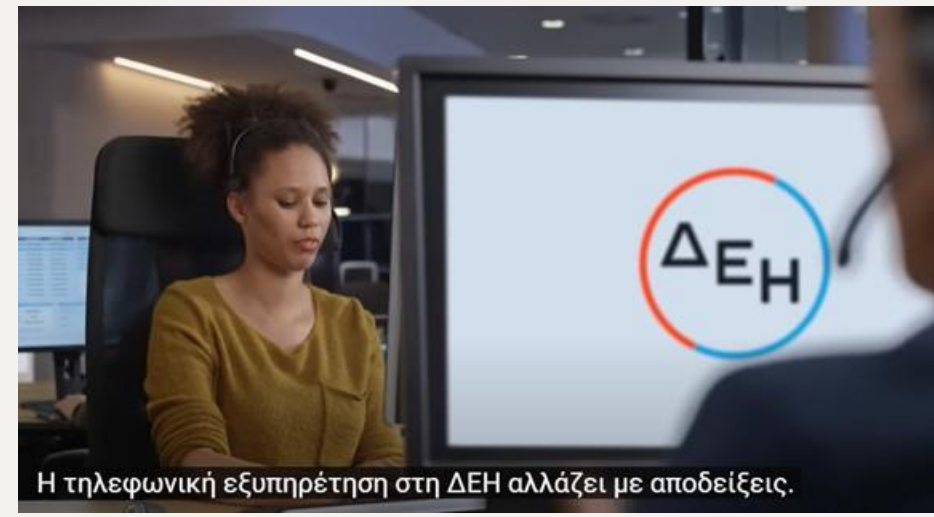


■ Signed Agreements (MW)
■ Activation of RES stations (MW)

- 94% increase in RES stations integration
- 42% more capacity (MW)
- Signed agreements highlight the potential of integrating twice (+96%) as many stations

Retail

On course to becoming the energy provided that is trusted and loved by future generations



Brand

- PPC launched a very strong brand campaign fully explaining how the new market mechanisms work and building on its' trusted legacy, significantly improved customer experience and unique energy consulting capabilities.



Know Your Customers

- Churn of our High Value segment has been the lowest in our base for three months in a row, showing increased base health driven by CRM actions.

Digitization & Cash Conversion

- Launched the capability to pay bills in six interest free instalments using a credit card.
- Launched our new fully digitalized paperless onboarding journey and customer care for the hearing impaired with video appointments.

Reposition Retail footprint

- Started our stores rollout across the country with 10 renovated by the end of the year, while our pilot Store was awarded Retail Store of the Year.

Meet new needs

- Our Energy consulting platform "myEnergy" is used as vehicle for strong partnerships (e.g. IKEA, LG, DAIKIN) increasing value for our customers.



E-mobility / Telecommunications / East Med Corridor System

Leading charge point and EV servicer provider in Greece / Initiation of a nationwide FTTH platform



EV public Charging Points (CP) evolution

600 CPs active end of H1 2022



+2,000 CPs over the next 2 years



2030 Obj: ~10k



- DEI blue #1 Public EV Chargers Network in Greece.
- Introduced first super fast HPDC (180kW) Chargers across Greece, on top of AC, DC, and private Chargers.
- Signed-off 2,000+ CPs pipeline
- Acquisition of Carge e-Mobility start-up to support transition to a customer-centric platform. Additionally we are roaming operator in 4 EU countries
- Awarded first Municipality Contracts & continued penetrating new channels



Project

Status

Targets



- Construction and operation of a Fiber To The Home Network in selected areas of Greece
- First milestone of 5k Households passed reached in August
- Next 13 Municipalities (440k Households passed) planned by end of 2023
- Pilot Project:
 - 15k Households passed in Peristeri by end of 2022
 - Up to € 15m capex
- Full roll out plan:
 - 3 Mn Households deployed by 2026

East Med Corridor System (EMC)

- Construction, management and operation of a new submarine cable system and ancillary terrestrial infrastructure and network, linking Europe with Asia.
- SHA with MENA Hub (owned by Saudi Arabia's stc), Greek telecoms and satellite applications company TTSA, and Digimed, owned by Cyprus' telecoms operator CYTA. – PPC 25% minority stake in the JV

Recent Key regulatory developments

Extraordinary legislative measures to address energy crisis



Measures for Q4 2021 – Q2 2022		Measures for Q3 2022 – Q2 2023	
One off contribution of producers		Wholesale (Generation)	Retail
One off contribution based on increased gross margin		Set up of a temporary mechanism to capture part of producers' revenues	
Reference Period	1.10.2021 – 30.6.2022	Period	8.7.2022 – 1.6.2023
Percentage contribution	90% on increased gross margin of every month of the reference period vs the corresponding month of the previous year	Mechanism structure	RAE publishes the RPRP per generation technology on a monthly basis
Exclusions	Tariff discounts and fixed tariffs are excluded	Regulated Producer Revenue Prices (RPRP)	Cost plus for lignite and CCGT/OCGT and fixed for Large Hydro (€112/MWh) and RES (€85/MWh) ⁽²⁾
Use of Funds	Inflow in the Energy Transition Fund for the subsidization of electricity tariffs ⁽¹⁾	Use of funds	Inflow in the Energy Transition Fund for the subsidization of electricity tariffs ⁽¹⁾
PPC's Contribution & timing of payment	Final calculation is still pending for all generators	Market Clearing	No change in the settlement of the DAM ⁽³⁾ . Electricity suppliers continue to pay the DAM price, however producers are remunerated with regulated prices according to Mechanism
			Simplification of tariff structure & abolition of discounts
			Period
			1.8.2022 – 1.7.2023
			Tariff indexing
			Suspension of indexing with the wholesale market price
			Tariff discounts
			Suspension of discounts related to the wholesale market price evolution
			New framework
			All electricity suppliers announce tariffs on a monthly basis based on their estimation for the wholesale market price plus a margin ⁽⁴⁾
			State subsidies
			Increased subsidies driven by the temporary mechanism in Generation market leads to lower effective tariffs

1. Other inflows of the Energy Transition Fund include inflows from the surplus of the Special RES Account and from the auction of CO₂ emission rights. 2. RES that are remunerated under Feed In Tariffs or Contract for Differences are excluded. 3. DAM: Day Ahead Market. 4. Tariffs are announced until the 20th of the previous month.

Sustainability Transition Plan Tracking

ESG on the core of our strategy



Committed to the Science-Based Targets Initiative (SBTi) for short and long term targets net zero –May '22



Officially supporters of the TCFD framework - May '22



Participation in the 'We Mean Business' initiative – May '22



Part of the "Race to Zero" global campaign – May '22



Commitment to the principles of the UN Global – June'22



Submission of CDP Climate Change questionnaire – August '22



Full disclosure of scopes 1, 2, 3 emissions according to GHG protocol –Q4 '22



Concluding remarks



Financials

€429 m Recurring EBITDA

Net debt at €2.2bn with high cash reserves

Increased WC needs due to hedging activity - Positive impact from hedging

Capex gradually ramping up

Major milestones

Sale of 49% of HEDNO at 151% EV / RAB

Acquisition of 112 MW RES portfolio

SHA for East Med Corridor System

Market volatility - Vertical integration continues to provide resilience

Key equity highlights

Resilience in energy crisis

80% of our RES target for 2026 already secured

Distribution capex plan increasing

Increasing presence in e-mobility and Telco

Other developments going forward

Screening Possible M&A opportunities

Short term increase of lignite fired generation - No change in lignite exit strategy in the long run

Fastest growing RES platform in Greece !!

Reiterate Guidance for 2022E - Recurring EBITDA at 2021 level

Financial calendar – IR contacts



Financial calendar

- November 22, 2022
Announcement
of the 9M2022 results

Stay informed on PPC

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