Corporate Presentation

November 2024

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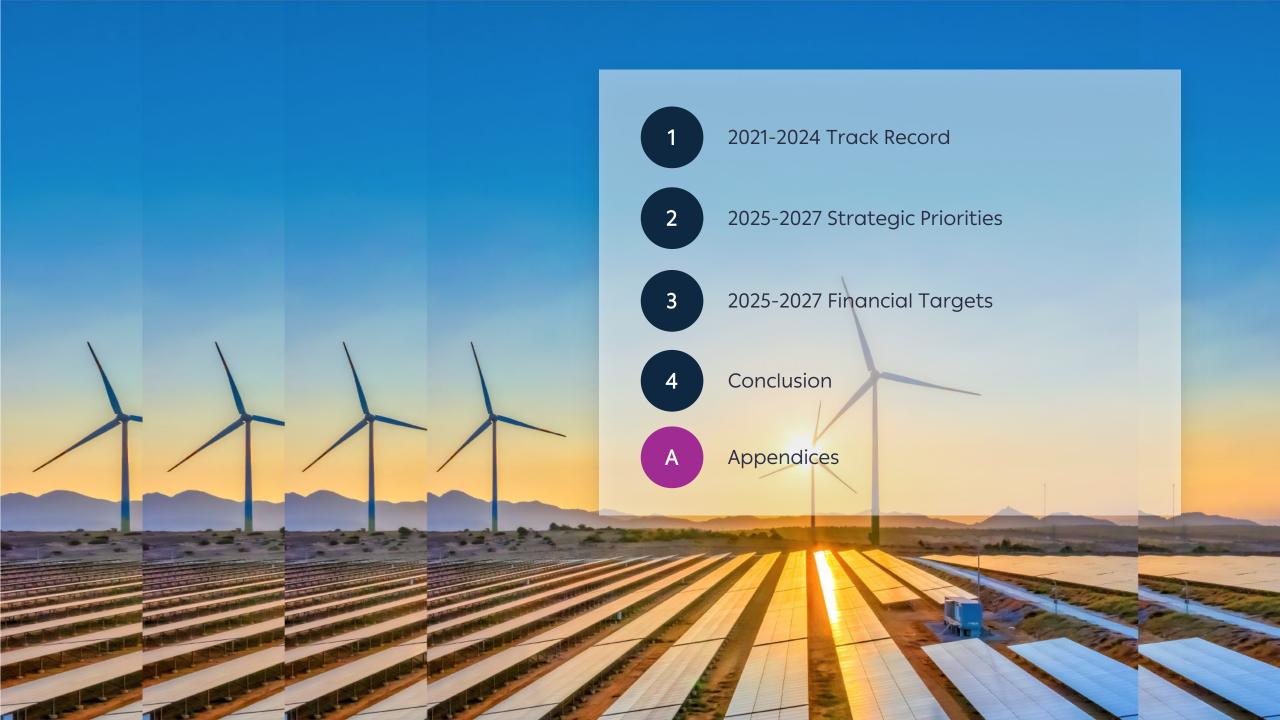
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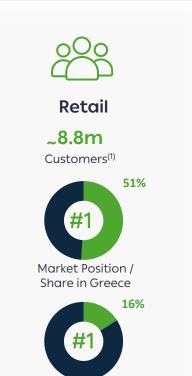
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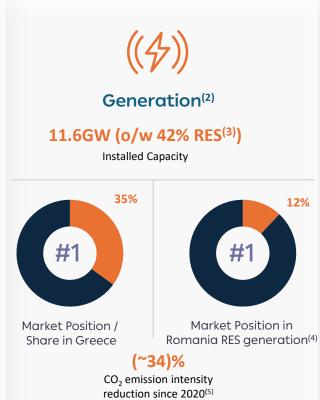


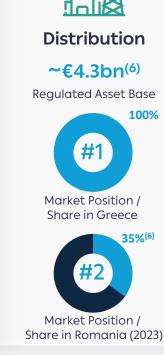


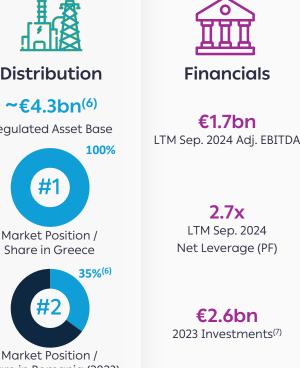
### PPC at a glance

Building a leading SEE clean utility and critical infrastructure player













Market Position /

Share in Romania

**Energy Management** (2023)



~71 TWh<sup>(8)</sup> Power



~28 TWh(8) Gas



~10 M ton  $CO_2$ 

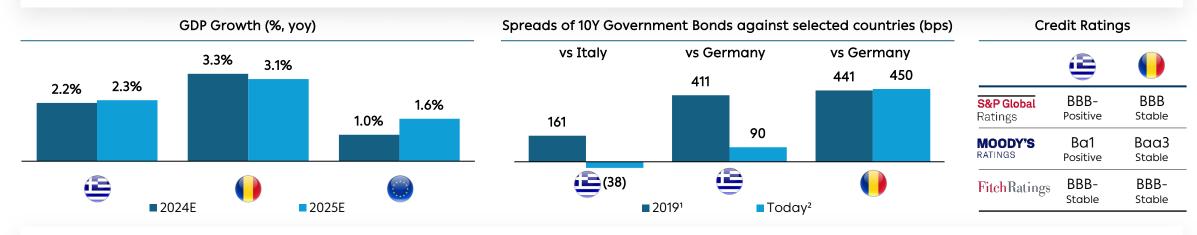
Source: Company Information. Notes: All figures refer to 9M 2024 unless otherwise stated. (1) Excluding Universal Service Supplier Customer and self-consumption. (2) Includes generation, mining and the subsidiary PPC Renewables. (3) Includes solar, wind and hydro; also includes PPC's participation in JVs totaling 186MW. (4) Includes solar and wind. (5) In terms of tons CO2/MWh generated; Scope 1 emissions divided by total electricity generation. (6) As of 31.12.2023, as RAB is estimated on a yearly basis. (7) Including €1.4bn investment in subsidiaries (excl. cash of €0.2bn acquired and €0.5bn debt acquired from former shareholder). (8) Including both spot and forward transactions.



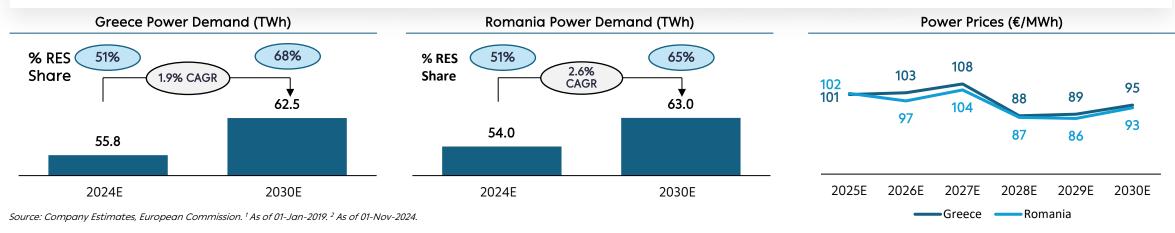


### Strong Macro Tailwinds Support Our Growth Story

PPC is active in two of the fastest growing countries in the EU, with improving macroeconomic conditions...

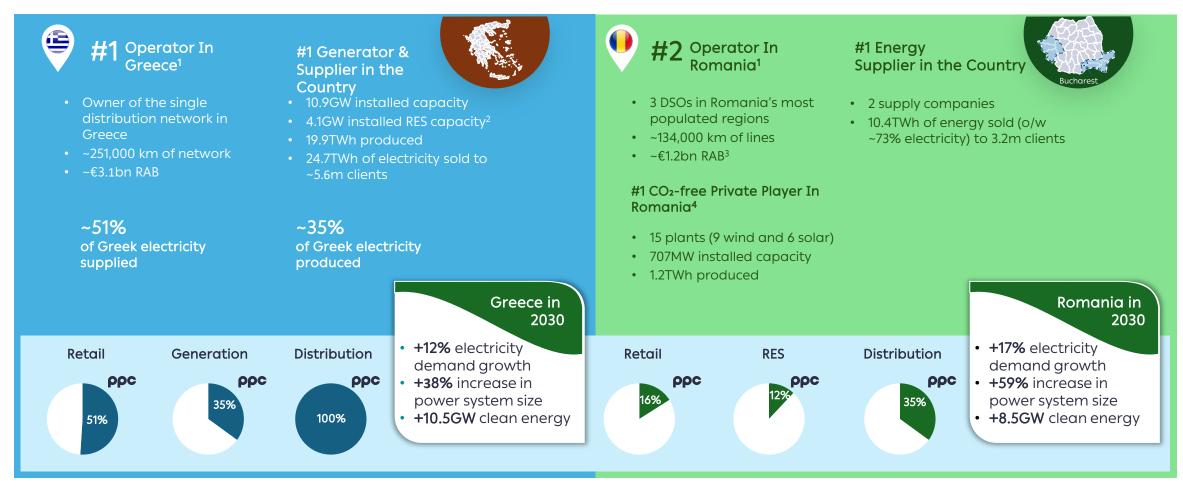


#### ...and favourable sector trends with strong regulatory support





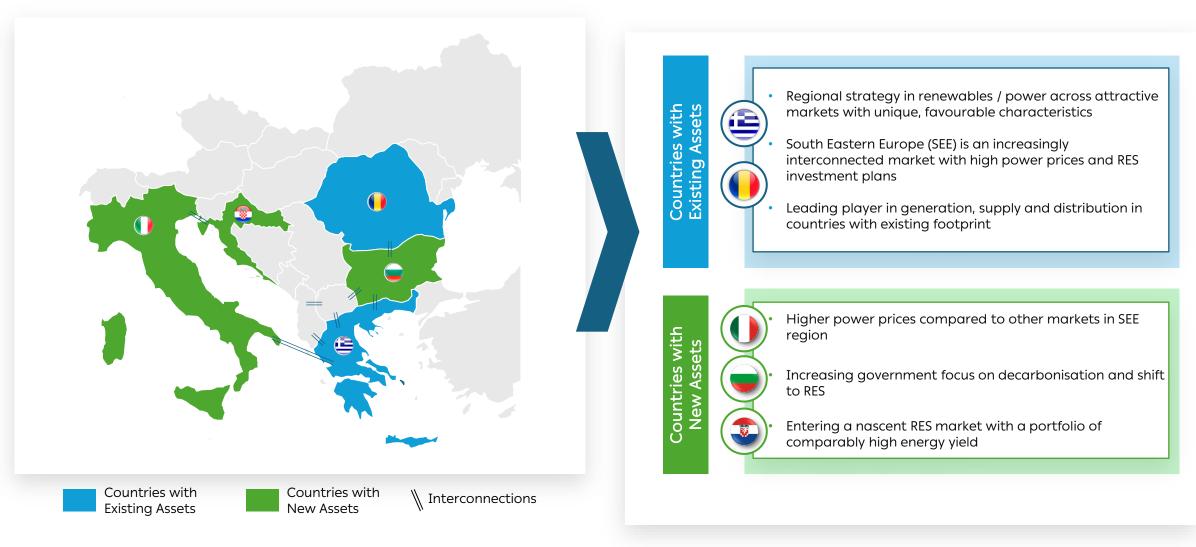
## Successful Regional Developments Consolidating Our Position as Leading SEE Utility



Source: ANRE, Rystad. (1)PPC data as of 30.09.2024 or LTM Sep. 2024. RAB in both countries and Distribution market share in Romania are as of 31.12.2023, they are estimated on a yearly basis. (2) Includes large hydro. (3) Including recoverable network losses.. (4) Wind and solar generation among CO<sub>2</sub>-free, private generators (dispatchable units only).

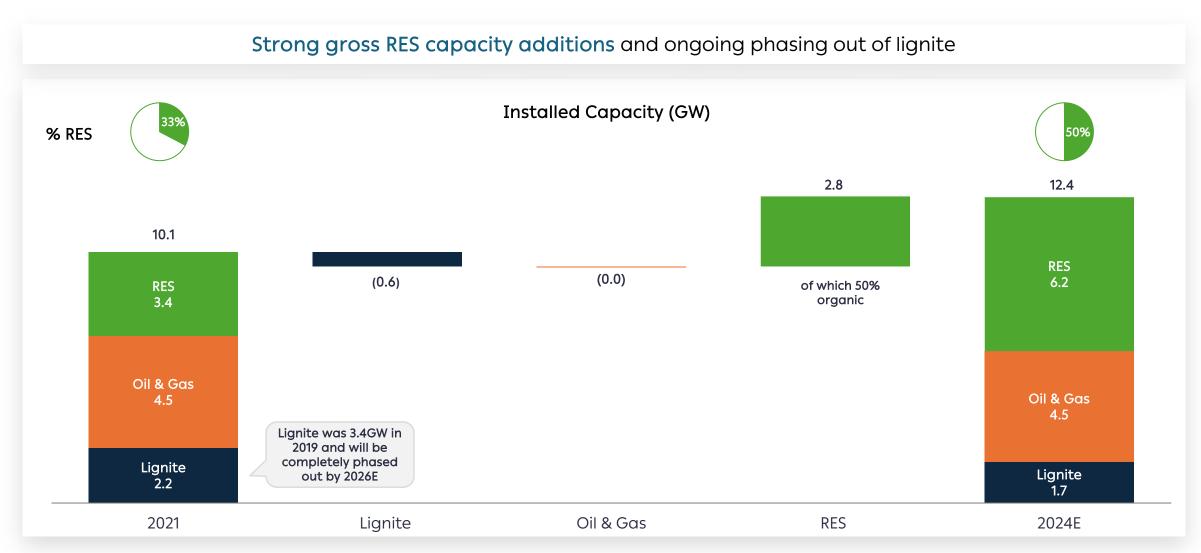


### Progress in PPC's Regional Strategy



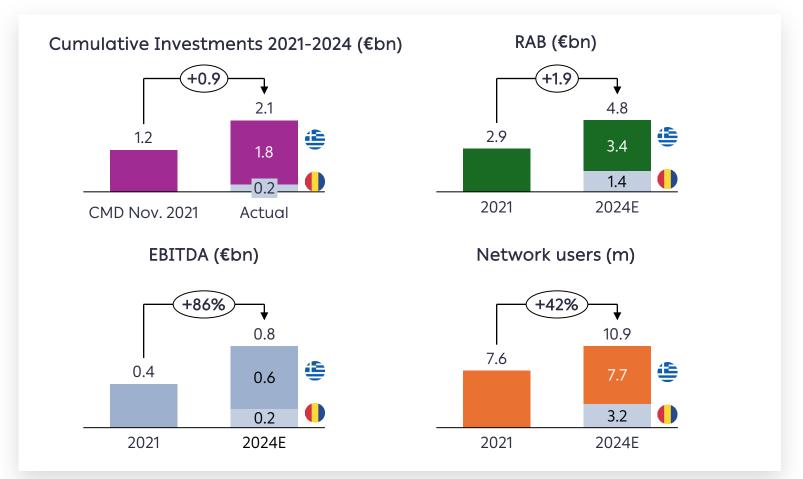


### Our Generation Portfolio is Evolving Towards a Greener Mix





## We Have Been Able to Grow Our Distribution Activity, Enhancing Our Networks and Increasing Profitability



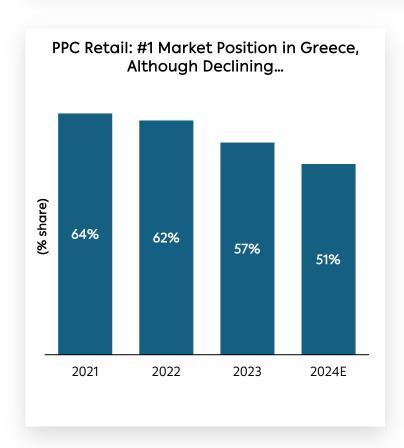
**Key Highlights** 

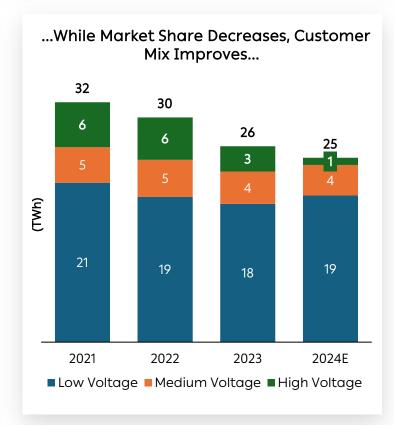
- Significant overperformance of investments for the period 2021-2024 compared to the Nov. 2021 CMD
- Material increase of EBITDA due to uplift from Greece and Romania contribution
- RAB growth driven by increased investments in Greece and new activity in Romania
  - Large base of network users in Greece (single distribution network operator) and in Romania (in three key regions of the country)

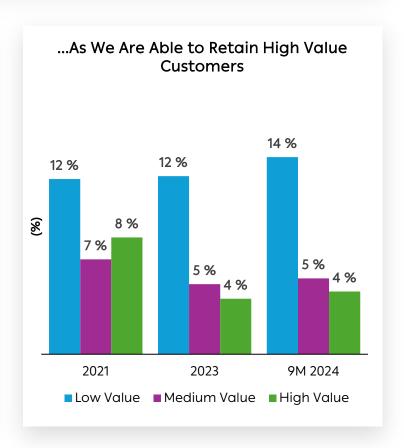


## We Have Refocused Our Retail Strategy to High Value Customer Segments

We are rationalising our customer mix with reduced market share amongst large customers and retaining high-value retail customers

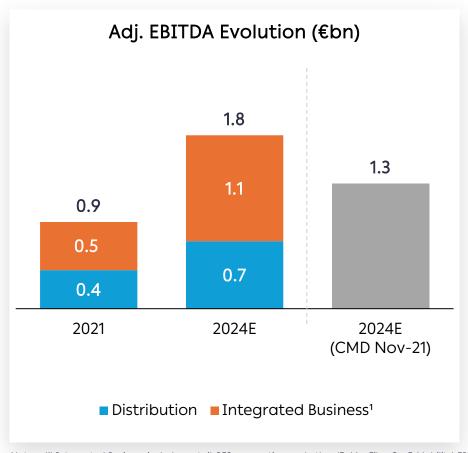


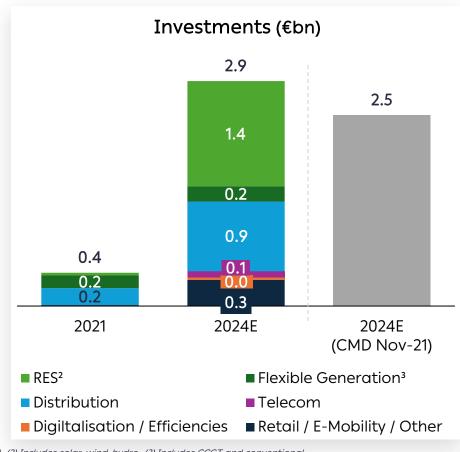






## We are Becoming Greener and More Predictable... ... Overdelivering on Targets





#### **Key Highlights**



Significant
investments in RES
and distribution
helps with
growing a
greener portfolio
and increasing
the share of longterm predictable

cash flows

Notes: (1) Integrated Business includes retail, RES, generation and other (EnMa, FiberCo, E-Mobility) EBITDA. (2) Includes solar, wind, hydro. (3) Includes CCGT and conventional.



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# Successful Track Record Up to Date Provides Confidence to Meet Our Targets Going Forward

#### Key achievements between 2021 -2024

Integrated model has been leading to overachievement of our profitability targets +€ 0.5bn EBITDA for 2024E compared to the CMD Nov-21 target (€ 1.8bn vs €1.3bn)

#### Generation

#### RES

#### Distribution

#### Retail

- Phasing out of 1.2 GW of Lignite
- Additional 2.8 GW of RES capacity
- RAB increase by €1.9bn (€4.8bn vs €2.9bn)
- Improved customer mix despite lower market share

- Investing in flexible generation new CCGT in Greece underway
- RES share in PPC's capacity mix increased to 50% from 33%
- 2x EBITDA growth (€0.8bn vs €0.4bn)

Retention of high value customers with lower churn in this segment

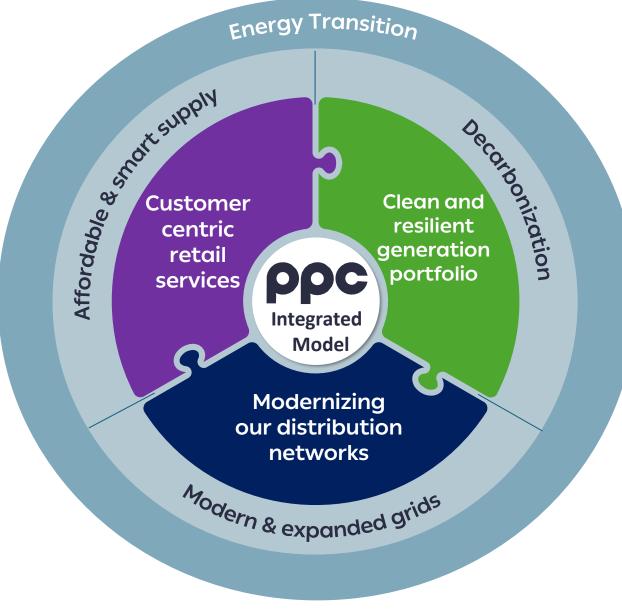
#### Energy Management





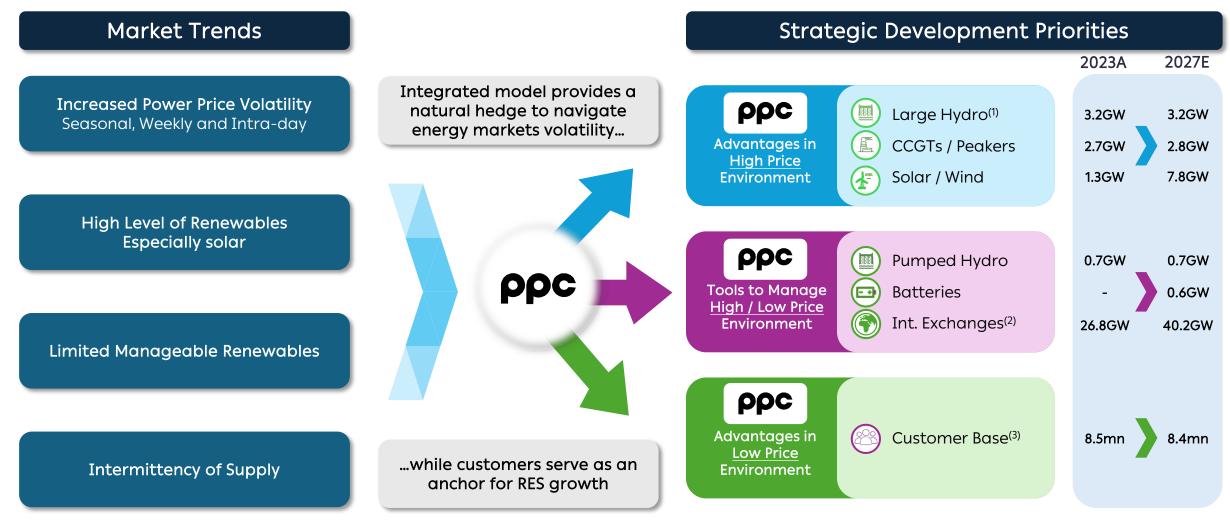
PPC Integrated Model is Well Positioned within Energy Transition

Building grids, renewables and flexible assets to serve customers in SEE Region





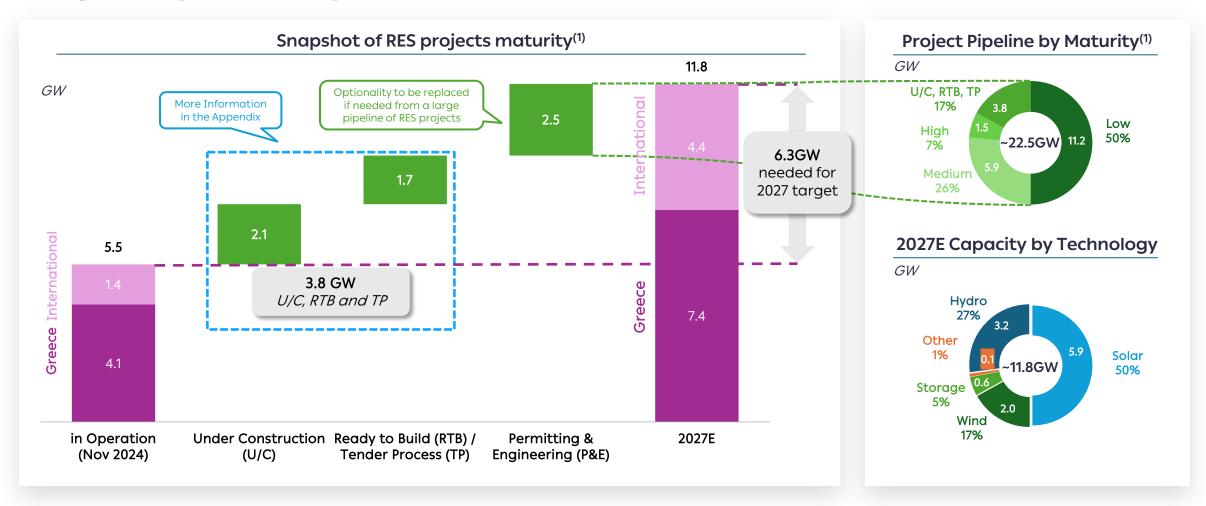
### PPC is Well Prepared to Face Market Volatility



Notes: (1) Includes Pumped Hydro. (2) Data for Transmission Operators as of Nov 2024 and 2030E respectively. (3) Numberr of customers for electricity.



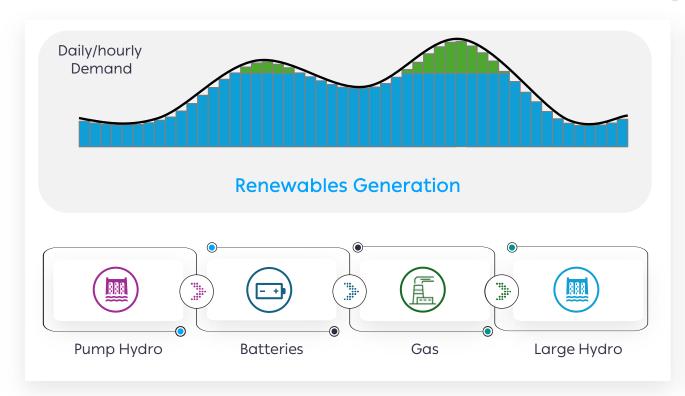
## RES Pipeline Continues to Grow, with ~60% of 2027 Target Capacity Already Secured

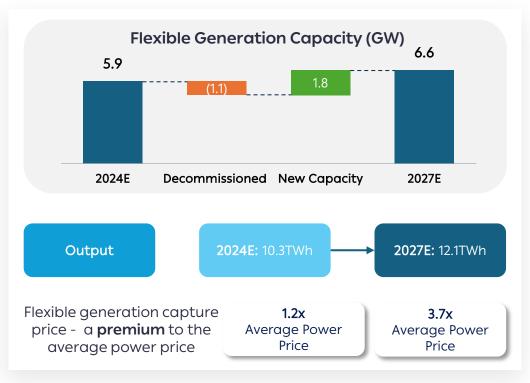


Note: (1) Including the 629MW operating assets of Macquarie (Evryo), the acquisition of which is expected to be concluded in November 2024.



## Generation - Sizeable Flexible Generation Fleet Supporting Cash Flow Generation and Security of Supply

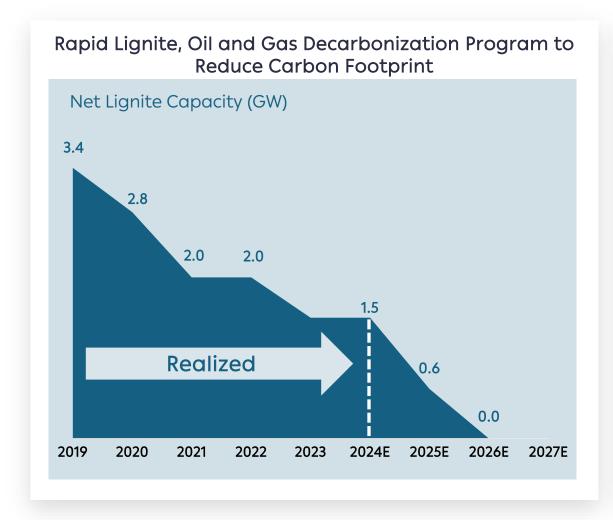




- · High penetration of renewables calls for flexibility to manage volatility
- A range of power generating technologies (in PPC's portfolio) can provide the required flexibility in different timescales
- These technologies deliver value, rather than volume...
- And benefit from high capture prices, ranging between 1.2x and 3.7x of the average power price



### Decarbonisation - Lignite Free in 2026





#### By 2027

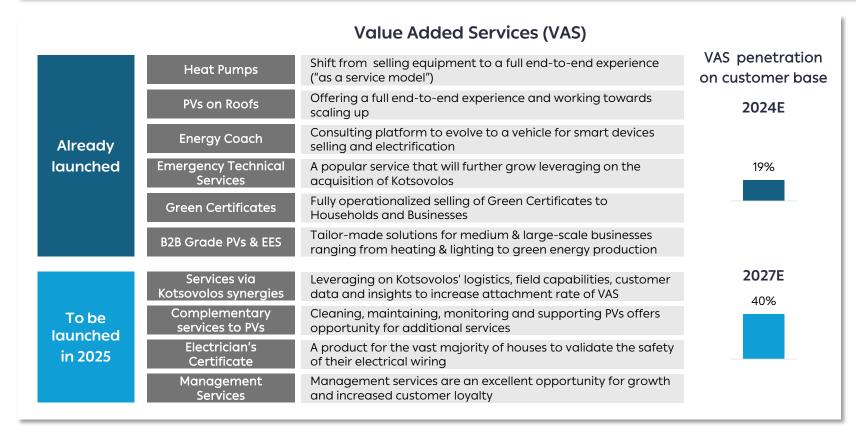
- Lignite free by 2026, with no additional decommissioning liabilities
- Significant
  reduction in oil
  capacity expected
  to take place from
  2027 onwards
- Also driven by increasing interconnections to the mainland
- Scope 1 CO2
  emissions for 2027
  expected to be 80% vs 2019

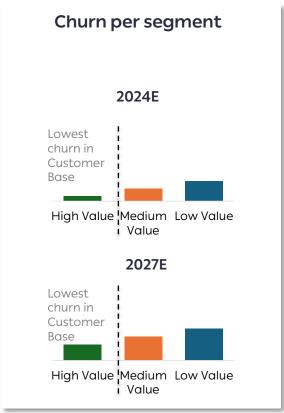
Note: (1) Refers to Scope1 emissions.



## Retail activity is integral part of our integrated model and that is why we continue to leverage on our strong position

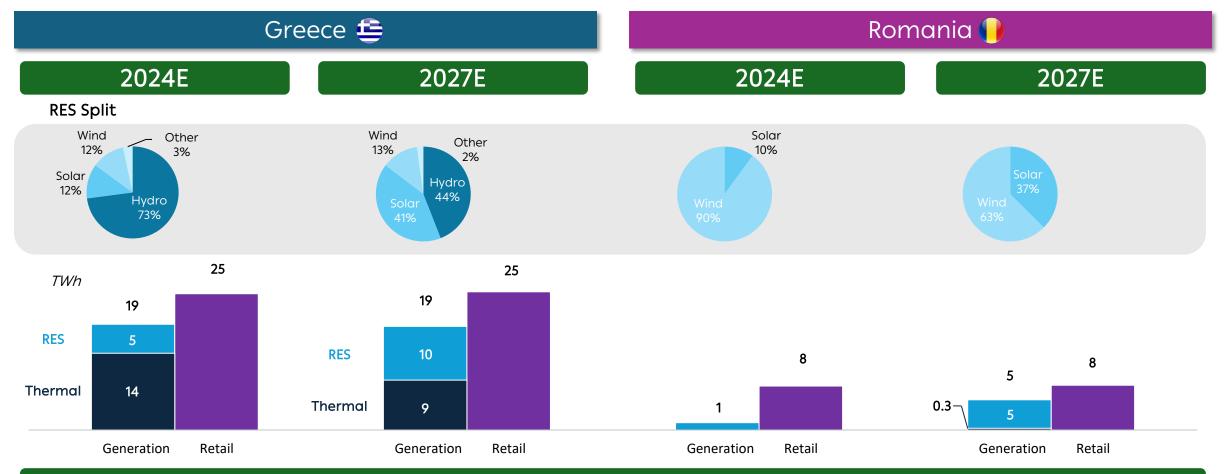
Customer centricity is key for PPC to retain high margin customers and expand Value Added Services







## Successful Integrated Model in Greece Being Extended to Romania

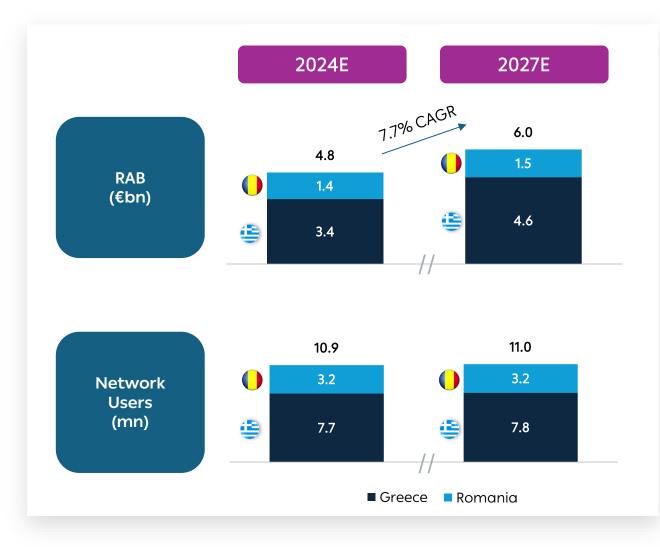


PPC remains long in Retail even beyond 2027 providing room for further growth

Note: All Hydro values represent Large Hydro



### Solid Growth and Regulatory Updates in Distribution



#### PPC Greece Distribution Update

- RAB-based model with remuneration based on WACC
- 4-year regulatory periods supporting increased cash flow security and allowing for optimization of planning and operations
- Upward WACC and allowed revenue revision for 2023-2024 at 7.66% introducing premium relative to initial return levels to capture increasing inflationary and interest rate macro environment

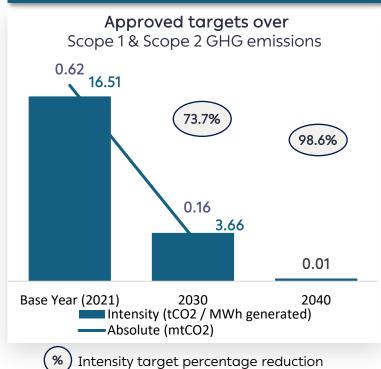
#### PPC Romania Distribution Update

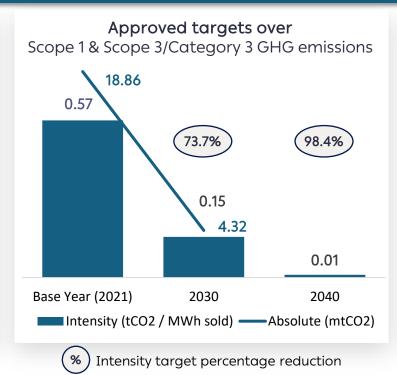
- Follows the EU Target Model
- RAB-based model with remuneration based on WACC
- 5-year regulatory periods
- 6.94% for RC5 (2025-2029) with incentives and recovery of RC4 (2019-2024) inflation
- RAB fully updated for regulatory period inflation at end of 2024



## Net Zero Ambition and Emissions Reduction Commitments in Line with SBTi 1.5 oC Trajectory Requirements







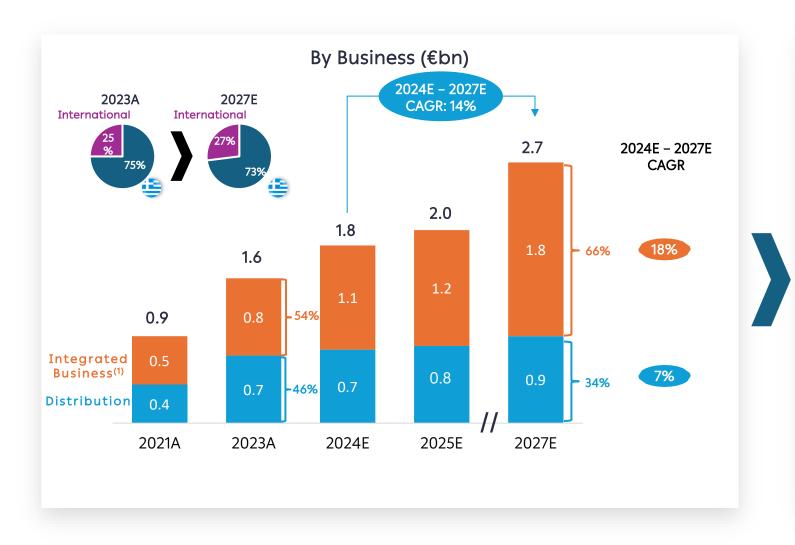


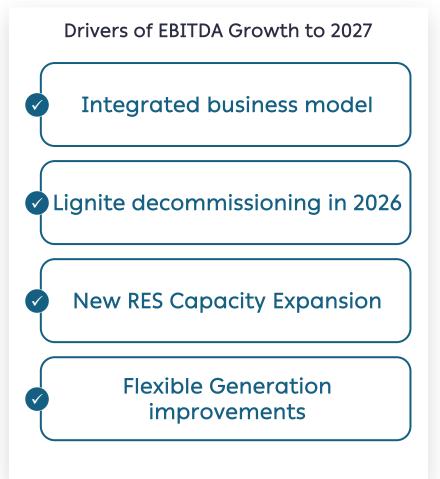
- Reduction of Scope 1 & Scope 2 GHG emissions 73.7% per MWh generated by 2030 from a 2021 base year
- Reduction of Scope 1 & Scope 3/Category 3 GHG emissions 73.7% per MWh sold by 2030 from a 2021 base year
- Reduction of all other absolute Scope 3 emissions by 42% by 2030 from a 2021 base year
- **⊘** All targets aligned to the Paris Agreement (1.5°C pathway)





### **EBITDA Growth to >€2.7bn by 2027...**

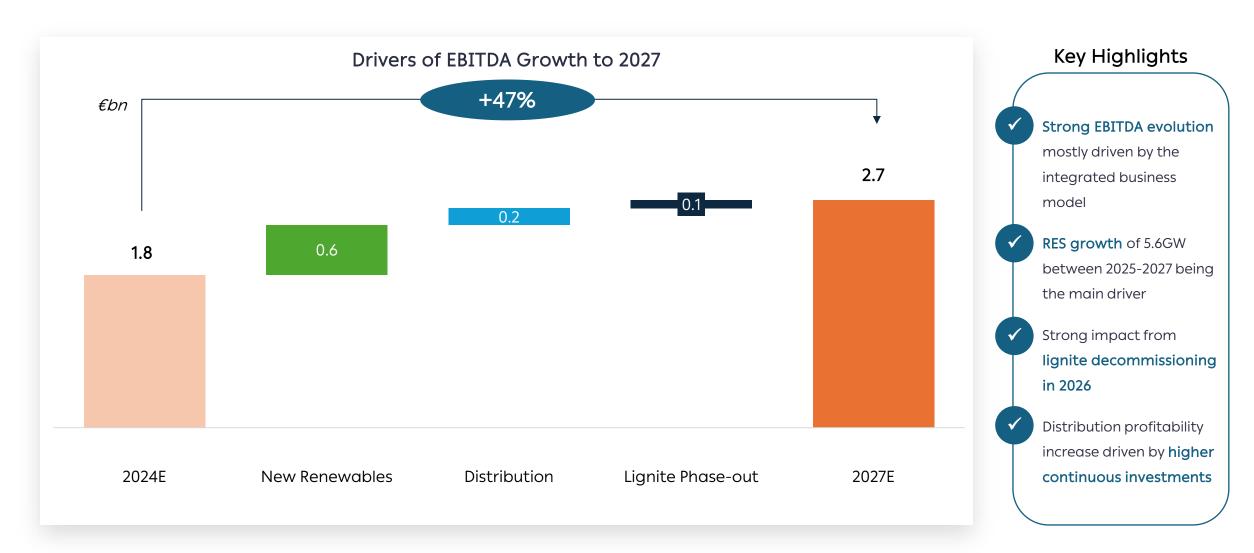




Notes: (1) Integrated Margin includes retail, RES, generation and other (EnMa, FiberCo, E-Mobility) EBITDA

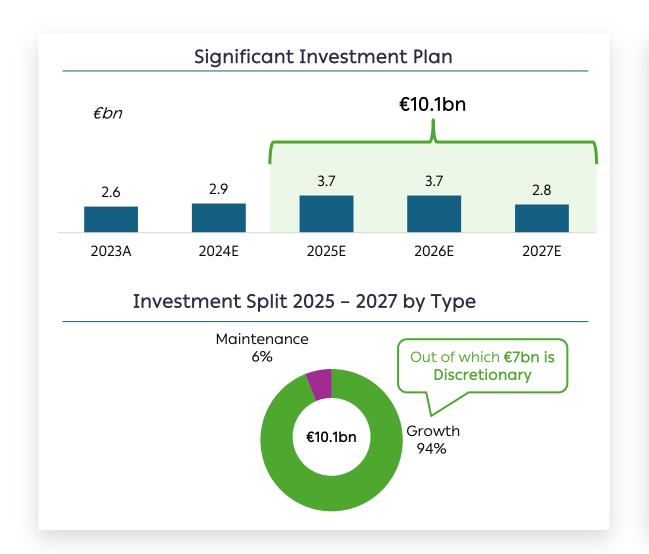


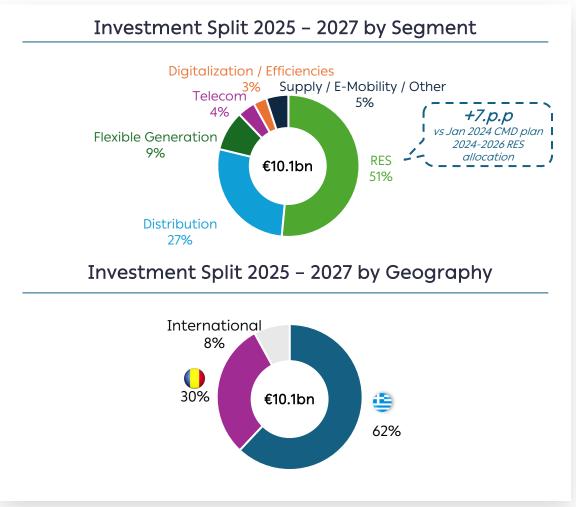
### ...Mainly Driven by the Renewables and Distribution Growth





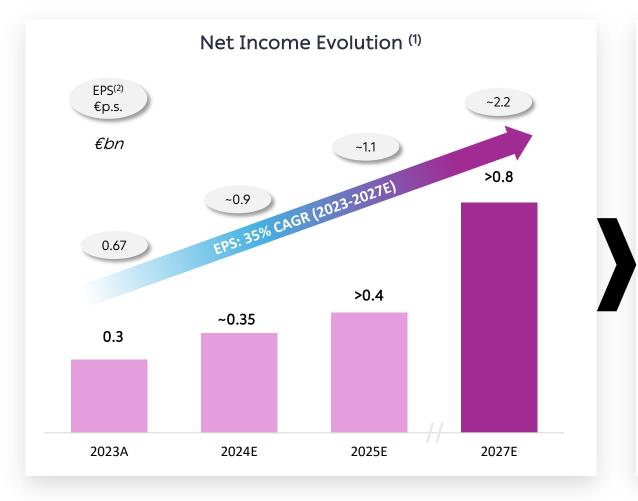
### Growth Focused Capex Plan of €10.1bn in 2025 - 2027

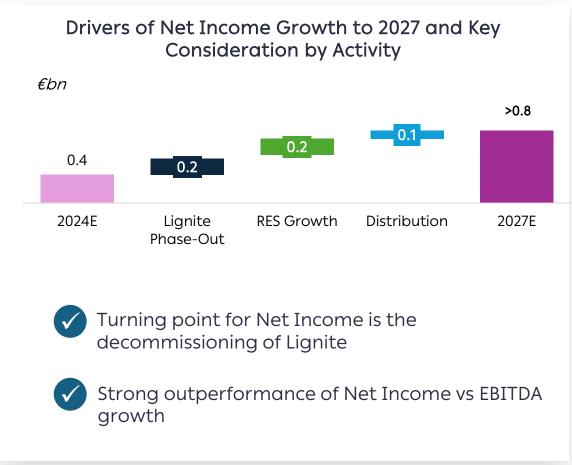






### Net Income Reaching > €0.8bn by 2027



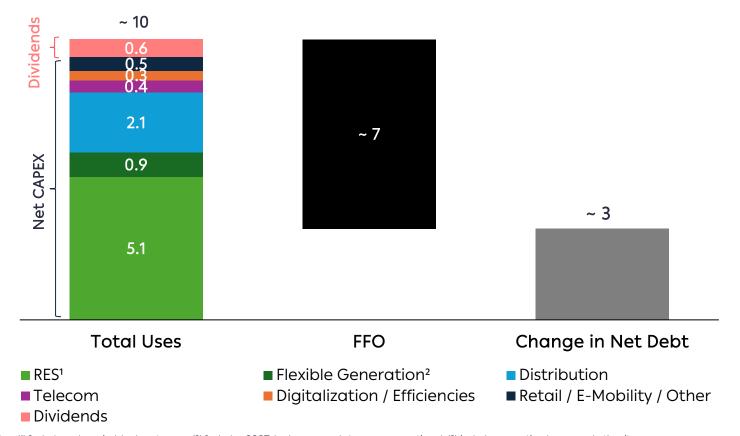


Note: (1) Net income adjusted post minorities. (2) Including Treasury shares.



## Strong Operational Cash Flow Generation Helps Fund Majority of Growth Investments

Sources and Uses of Funds (2025-2027) (€bn)



**Key Highlights** 

FFO of ~€7bn include:



- EBITDA: ~€7bn
- Δ in WC<sup>3</sup>: ~€1bn
- Net Fin. Exp and Tax: ~€(1)bn

The total investment plan is expected to be **funded mainly** by:

- FFO
- Debt

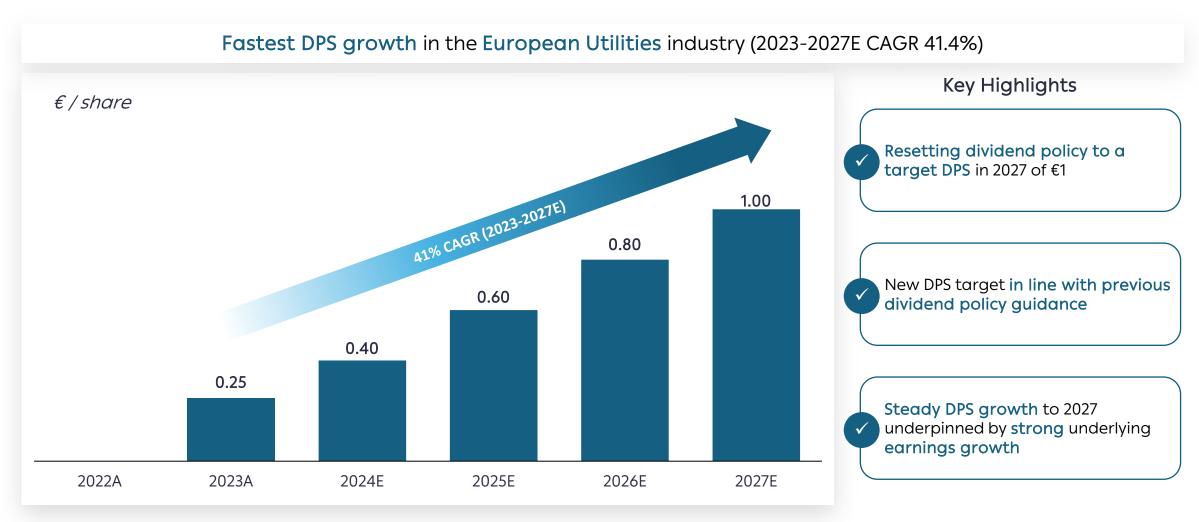
Ample available resources to fund capex via supranational debt, capital markets, EU Recovery and Resilience Facility and commercial banks (local and international)

Notes: (1) Includes solar, wind, hydro, storage. (2) Includes CCGT, hydro pumped storage, conventional. (3) includes operating leases and other items



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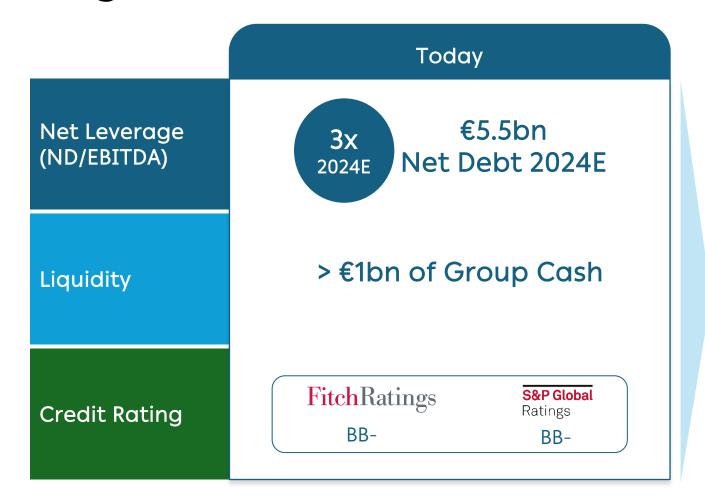
### Dividend Per Share of €1 Commitment By 2027

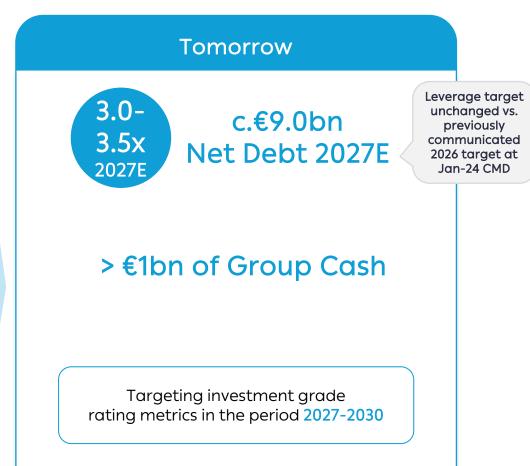


Notes: (1) 369m shares at year end 2024, following treasury shares cancellation.



## Financial Policy - Maintaining Our Leverage Discipline Despite a Significant Investment Plan







## Building a European Leader in Energy Transition

Coal Free by 2026

~12GW RES Capacity by 2027

> €2.7bn EBITDA by 2027

> €3bn EBITDA by 2030

> €0.8bn Net Income by 2027

Target €1.0 dividend / share in 2027

Critical role in supporting the energy transition in SEE region

Integrated business model provides a natural hedge & mitigates cash flow volatility

Growth through expansion into adjacent geographies and sub-sectors

Experienced market player with a strong senior management team

**CAGR 14%** 

**EBITDA** 

2024E-2027E

**CAGR 35%** 

**EPS** 

2023-2027E

**CAGR 41%** 

DPS

2023-2027E

Fastest EPS & DPS growth in the European Utilities industry



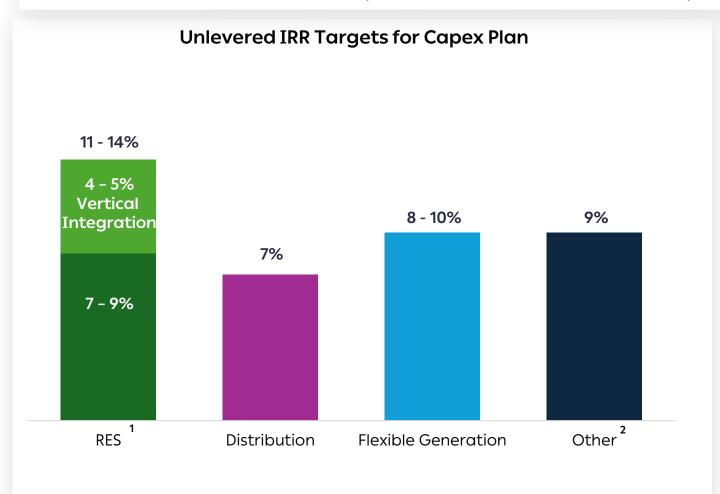
## Short-term RES Pipeline Keeps Growing with Major Projects in the Works

	Project	Capacity (Own MW)	Technology	Generation	Environmental Approvals	Status	Expected Construction Completed
Greece	Ptolemaida	801	PV	✓	✓	U/C	2024 / 2025
	Amyntaio	318	PV	✓	✓	U/C	2025
	Megalopoli 1	125	PV	✓	✓	U/C	2025
	Karkaros/Timenio	68	Wind	✓	✓	U/C	2025 / 2026
	Florina	88	PV	✓	✓	TP	2025
	Western Macedonia cluster 1	98	BESS	✓	✓	TP	2025
	Astypalaia	4	Other	✓	✓	TP	2025
	Megalopoli 2	125	PV	✓	✓	TP	2026
	Kozani/Florina projects	147	PV	✓	✓	TP	2025, 2026
	Livadaki	11	Wind	✓	✓	TP	2026
	Rodopi	60	Wind	✓	✓	TP	2026
	Aegean	43	Wind	✓	✓	U/C	2025
	Aegean	23	PV	✓	✓	U/C	2025
	Doukas	26	Wind	✓	✓	U/C	2025
Total		1,937					
Romania	Kinisi - Mosteni	210	PV	✓	✓	U/C	2025
	Prowind North	140	Wind	✓	✓	U/C	2026
	Tintesti	37	PV	✓	✓	RTB	2025
	Sinesti	25	PV	✓	✓	RTB	2025
	Romania cluster 1	270	PV			RTB	2026
	Nadab 1, 2	575	PV	✓	✓	RTB	2027
	Eximsun	85	PV	✓	✓	U/C	2025
	Călugăreni	9	BESS	✓	✓	RTB	2025
	Romania SC cluster 1	117	PV	✓	✓	RTB	2026
	Odobesti-Dumbraveni	31	PV	✓	✓	RTB	2026
Total		1,499					
Bulgaria	Colosseum	165	PV	✓	✓	U/C	2025
Total		165					
Italy	Italy cluster 1	93	PV	<b>✓</b>	✓	U/C	2025
	Italy cluster 2	67	PV	<b>✓</b>	✓	RTB	2025/2026
Total	•	160					
Total Short-term RES Pipeline		3,761					



### Attractive Returns for PPC's Strategic Plan 2025 - 2027

Investment Discipline and Attractive Returns on Capex Invested Throughout the Plan



#### **Key Highlights**

Expected average return with a spread above WACC by at least 150 bps for the €10.6 bn of identified capex pipeline in 2025-2027

Attractive returns (unlevered ~11%+ returns for RES with vertical integration)

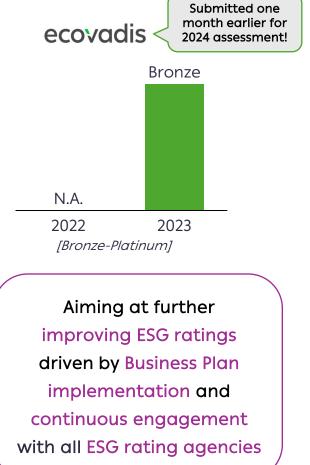
Strategic advantage in generation due to strong customer access

Notes: (1) RES IRR considers trading/supply profit on Group level. (2) "Other" includes Telecom.



## **ESG** Ratings







# Everything we do and Plan is Looked at Through the Lens of Sustainability

**PPC Vision** 

To transform into an economically and environmentally sustainable, modern, digital company

Sustainability Strategy Pillars

**Net Zero** 



Nature Positive Operations



Socioeconomic Shared Value Creation



**Ambitions** 

Transition to a low carbon economy and RES development

Reducing the use of **resources**, managing **waste**, **preserving natural systems** 



Contribution to SDGs







Strong
Institutions
Recognizing our
Efforts



First time inclusion in the index



Among the leading companies in the Greek market



PPC Group targets validated by the SBTi



action



4 notches improvement to B -

9.2 vs 7.1 industry avg.

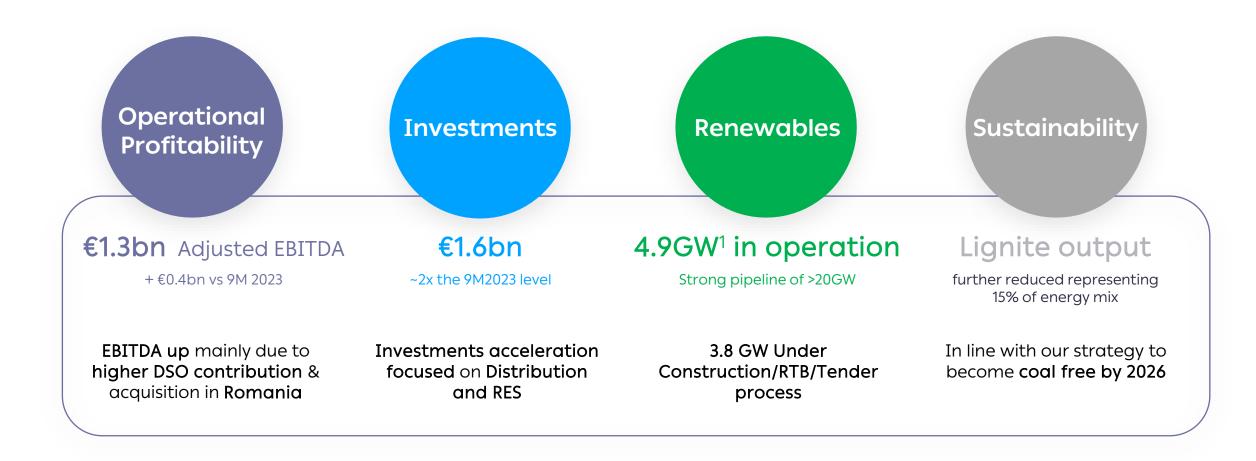


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### 9M 2024 performance highlights

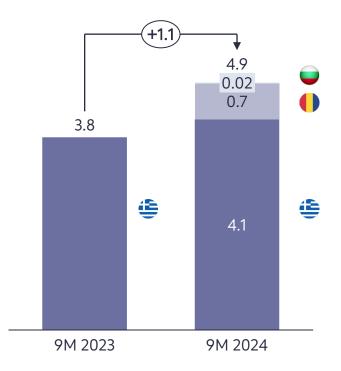


1.. Including Large Hydro

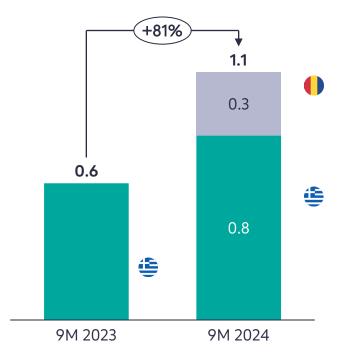


# Substantial investments towards RES expansion, grid enhancement and digitalization on a sustainable pathway

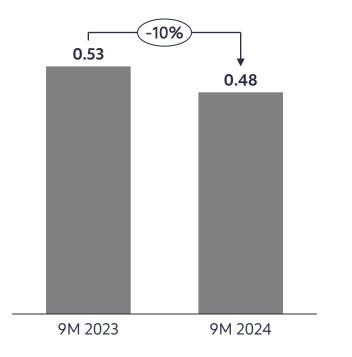
RES capacity (GW)<sup>1</sup>



RES, Distribution & Digitalization investments (€bn)



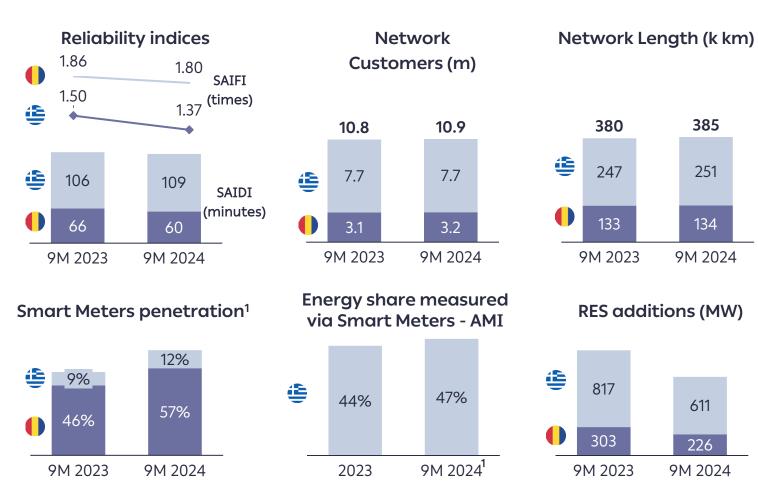
CO<sub>2</sub> emission intensity (tons CO<sub>2</sub>/MWh)<sup>2</sup>



1. Including Large Hydro. 2. Scope 1 emissions divided by total electricity generation



# Digitalizing Distribution and optimizing performance improvement remains a central focus



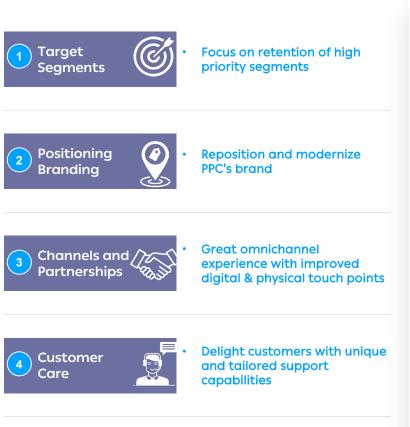
- Consumed Energy which is telemetered through smart meters in Greece, is increasing as smart meters AMI progress.
- High penetration of Smart meters in Romania – Greece is expected to pick up pace soon with the wider roll out
- Normalization of RES stations integration especially in Greece following major growth in previous years
- More than 380,000 km of network length in both countries

1. Based on provisional data



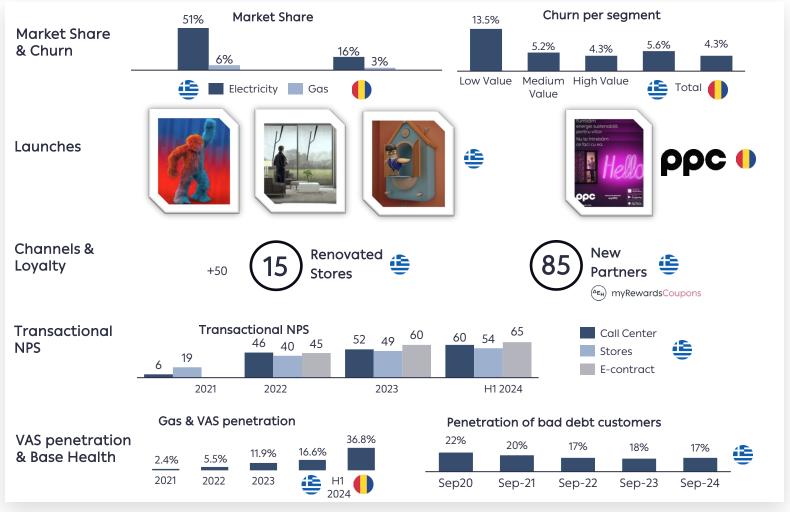
# Broadening our customer engagement, offering exceptional experience

**Governing Principles** 

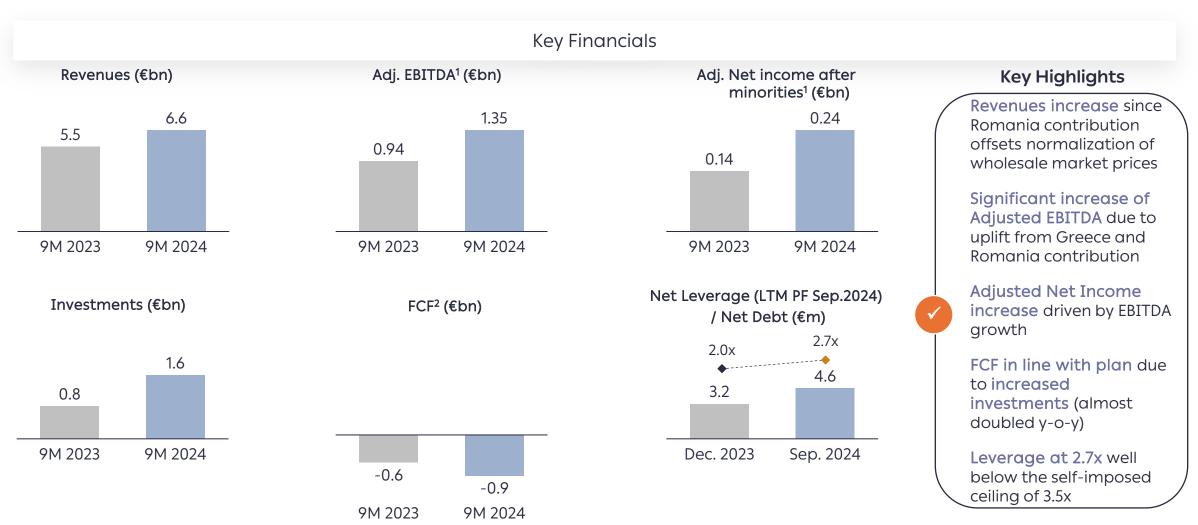




#### **Key Metrics 9M 2024**



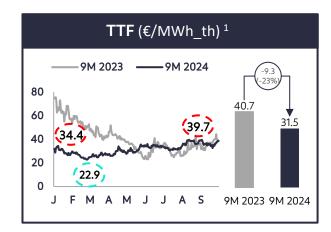
## Strong profitability in 9M2024 despite volatility in the markets

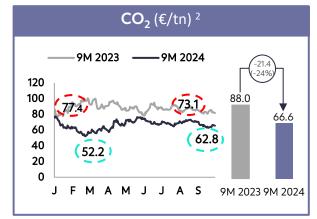


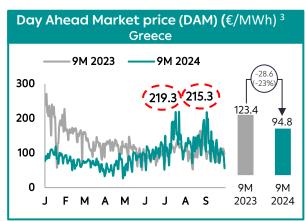
Notes: 9M 2023 figures do not include any impact from operations in Romania. 1. Analysis is provided in Alternative Performance Measures in the Appendix II (2) After Capex and Dividends.

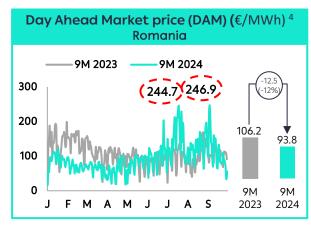


## Geopolitical risks, supply tightness and heat wave drove the market upwards in Q3-24









1. Source: EEX TTF Daily Spot prices. 2. Source: ICE EUAs Daily Futures (Dec-23 & Dec-24 accordingly). 3. Source: HENEX. 4. Source: OPCOM Note: The gas supply contracts in Greece are priced based on the previous month's average on the TTF M+1, as published by ICIS Heren ("Heren Monthly indices")



#### TTF

- Bearish Q1 due to a mild winter and low gas demand followed by a bullish shift in Q2 amid supply concerns, geopolitical tensions, and high gas demand from Asia
- The upward trend persisted in Q3 mainly driven by fears of supply disruptions, strong demand from Asia, and a slow storage refill recorded in early summer
- Average TTF price in 9M 2024 down by 23% y-o-y

#### $CO_2$

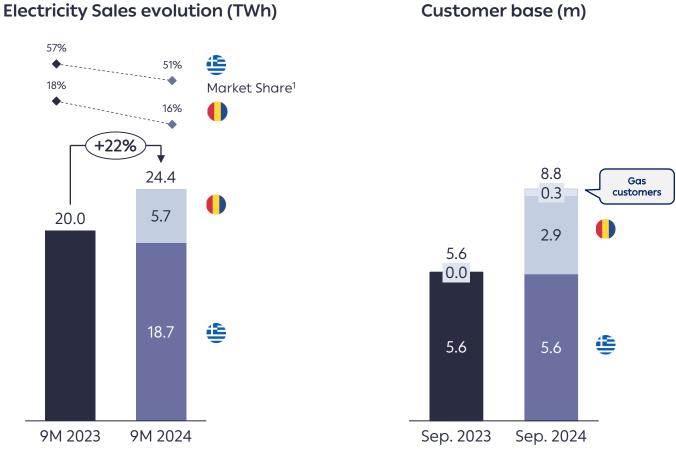
- EUA prices declined in Q1 with the downward trend reversing in Q2.
- In Q3, prices traded sideways in correlation with gas before turning downwards from mid-August due to weak industrial demand and lower use of emission-intensive fossil fuels
- 9M 2024 CO<sub>2</sub> market price down by 24% y-o-y.

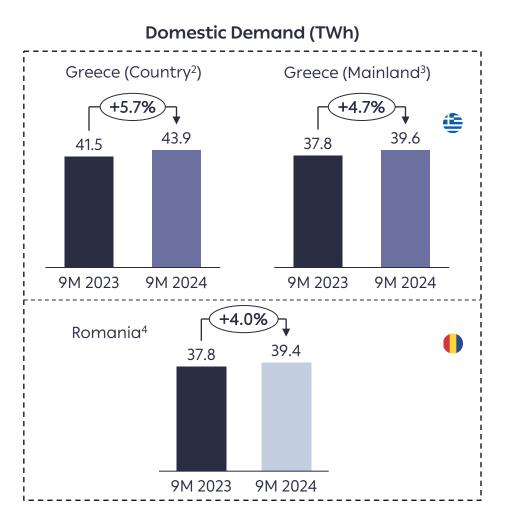
#### Day Ahead Market price

- Bearish trend in Q1 24 that persisted in Q2 driven by weak demand, extremely mild weather, and low gas and CO<sub>2</sub> prices.
- In Q3, record-high temps, worsening hydro balances and Ukraine's switch to being an importer led to the highest price increases seen in 2024 which eased after mid Sept.
- The avg. DAM price in GR for 9M 2024 was down by 23% y-o-y, while in RO, by 12% y-o-y.



# Demand increase in both Greece and Romania mainly driven by weather conditions

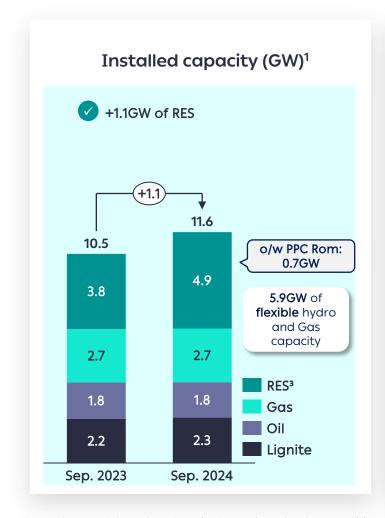


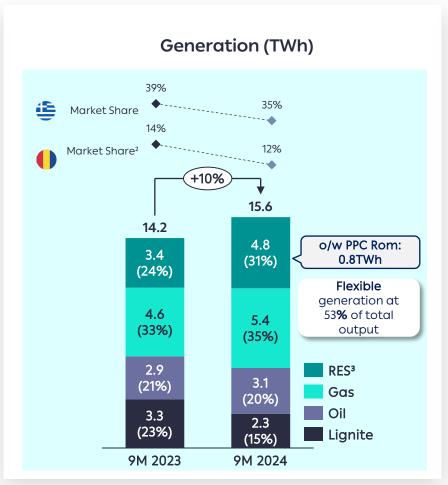


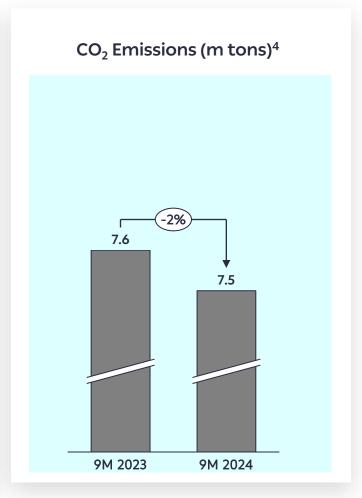
<sup>1.</sup> Average retail market share for 9M2024. Excluding Universal Service Supplier Customers. 2. For Greece: Mainland and Non Interconnected Islands based on PPC estimation 3. For Greece: Mainland Based on IPTO's data for Greece. 4. For Romania: Based on Transelectrica data



## PPC's capacity and energy mix continues its "green" transition







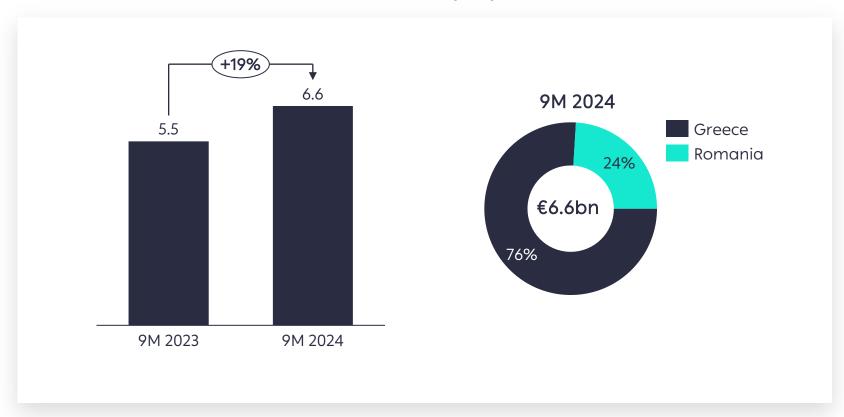
Source: Company Information. 1. Including Ptolemais V unit which was officially commissioned in Q2 2024. 2. Includes Solar & Wind 3. Includes Large Hydro. 4. Refers to Scope 1 emissions.



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## Revenue growth driven by Romania operations





Revenues increase due to contribution of acquired Romania operations and Kotsovolos (since Apr. 2024) and demand increase

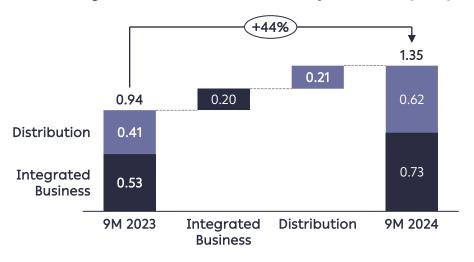
...offsetting the impact from lower power prices and market share decline

Note: 9M 2023 figures do not include any impact from operations in Romania.



### EBITDA improvement in all activities

#### Adjusted EBITDA Evolution by Business (€bn)



#### **EBITDA 9M 2024**



- Significant improvement in performance driven by both integrated and distribution activities
- Resilience of integrated business despite lower power prices



Romania contribution at 22% for 9M 2024 highlighting the added value of Romania operations on Group profitability

Note: 9M 2023 figures do not include any impact from operations in Romania.



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## Increased Integrated Business profitability due to the contribution from Romania in 9M 2024

#### Adjusted EBITDA evolution (€bn)





Contribution from activities in Romania only for 9M 2024

Note: 9M 2023 figures do not include any impact from operations in Romania.



## Higher profitability in Distribution driven by uplift in Greece and contribution from Romania in 9M 2024

#### Adjusted EBITDA evolution (€bn)





Improved profitability vs 9M 2023 due to gradual normalization of Allowed Revenue following the application of new distribution charges as of May 2023



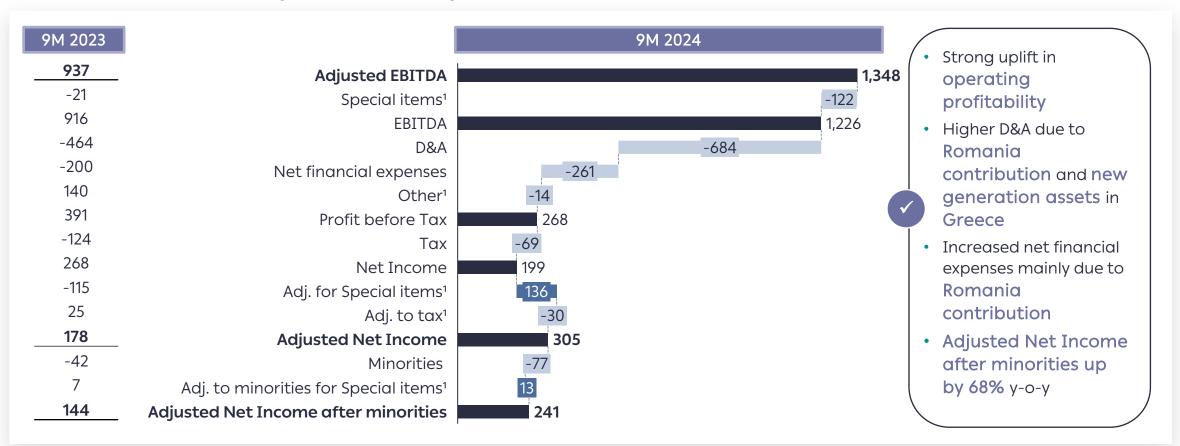
Contribution from activities in Romania only for 9M 2024

Note: 9M 2023 figures do not include any impact from operations in Romania.



## Significant growth in EBITDA and Adjusted Net Income

#### Adjusted EBITDA to Adjusted Net Income after minorities (€m)

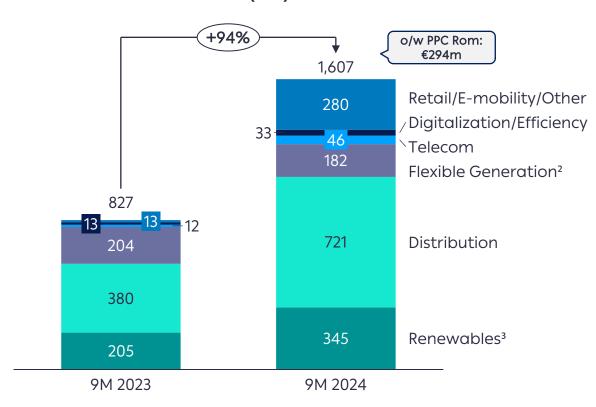


1. Analysis is provided in Alternative Performance Measures in the Appendix II.



## Significant growth in investments mainly driven by RES and Distribution

#### Investments<sup>1</sup> (€m)



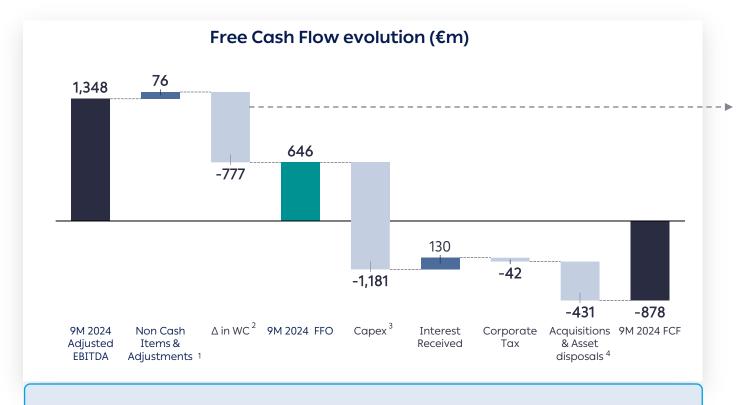
#### Investments up by ~2x driven by:

- Distribution capex to enhance and digitalize networks in Greece and Romania
- RES investments powered by 2.1
   GW projects under construction
   and new additions of ~300MW in
   Greece & Romania
- Retail investments up due to acquisition of Kotsovolos
- Telco capex as we develop the FTTH network

Note: 9M 2023 figures do not include any impact from operations in Romania. 1. Including acquisitions and partnerships 2. Flexible generation includes, CCGT and conventional . 3. Renewables includes solar, wind, hydro.

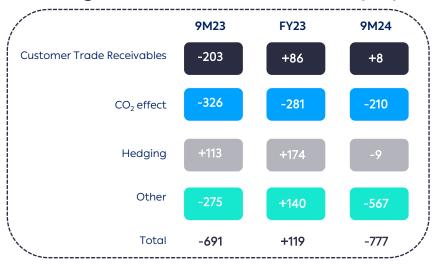


### Free Cash Flow in line with projections



- $\circ \qquad \text{Strong FFO driven by significant operational profitability absorbing WC seasonal effects} \\$
- FCF in line with expectations as an outcome of increased investments despite FFO performance

#### Change in WC breakdown evolution (€m)



Negative WC impact of  ${\in}\,0.8 \text{bn}$  at similar level to 9M 2023, driven by seasonality areas:

- CO<sub>2</sub> emissions rights payment for 2023 compliance gradual decrease expected in the next quarter
- Other items mainly driven by wind-down of State advance payment

1. Mainly relates to bad debt and unbilled revenues. 2. WC includes Customer contributions for their connection to the Distribution network. 3. Net of subsidies. 4. Including the net acquisition cost of new entities



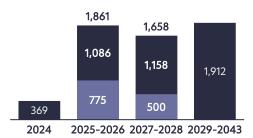
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## Liquidity position and debt profile

#### Liquidity position (€bn)



## Long Term debt maturity profile¹(€m)

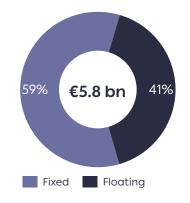


Bank Loans & Other (including Bond Loans with Greek Banks)

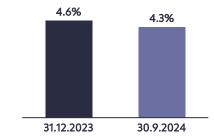
Sustainability Linked Bonds

1. Excluding overdrafts and short-term financings of € 431m

#### Long Term debt - Analysis¹ (€bn)



#### Weighted Average Cost of Debt



## **Credit Ratings**

### S&P Global

Ratings

BB-

Stable Outlook

- ✓ Re-affirmed PPC's rating at 'BB-' in the context of October 2024 new Bond Issuance.
- ✓ Stable outlook reflecting expectations for PPC to continue to deliver on its strategic plan with solid liquidity, improved margins and high investments.

### FitchRatings

BB-

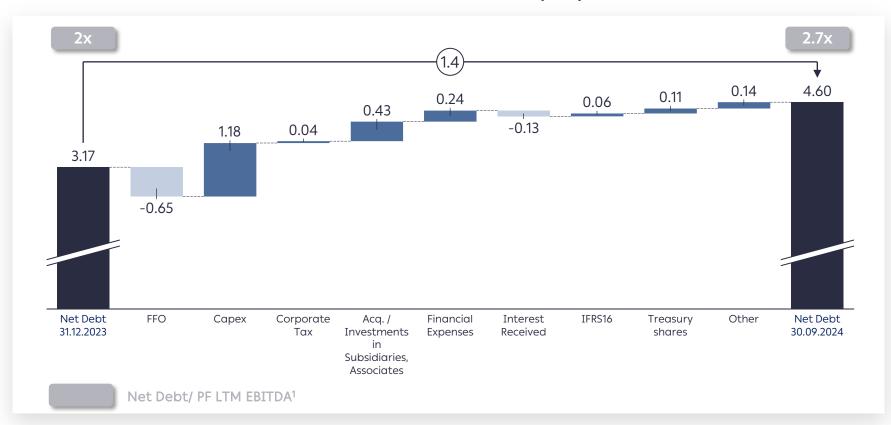
Stable Outlook

- Re-affirmed PPC's rating at 'BB-' in the context of October 2024 new Bond Issuance.
- Further strengthening of PPC's growth strategy through M&As in Romania and SE Europe.
- Stable Outlook supported by PPC's moderate leverage headroom with upward potential shall PPC deliver on its strategy and integration plans.



### Net leverage at 2.7x despite significant investments

#### Net Debt evolution (€bn)



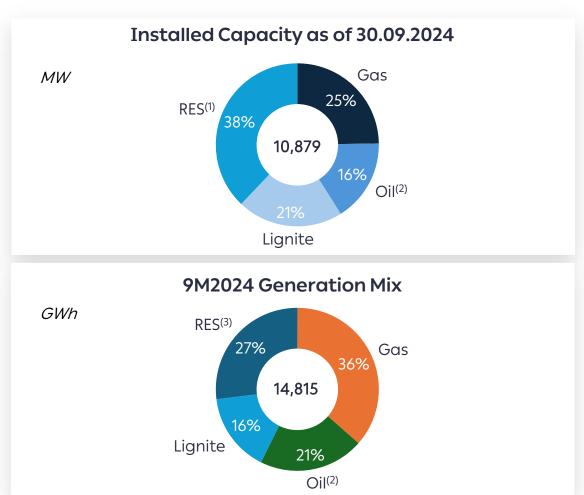
- Net debt increase in line with acceleration in investments
- Solid financial position with Net Leverage (PF) at 2.7x, below the self-imposed ceiling of 3.5x
- Comfortable headroom in order to proceed with our significant investments going forward

1. PF LTM Sep. 2024 EBITDA stood at € 1.7bn and PF 2023 EBITDA at € 1.5bn.



## Overview of PPC's Asset Portfolio (Greece)

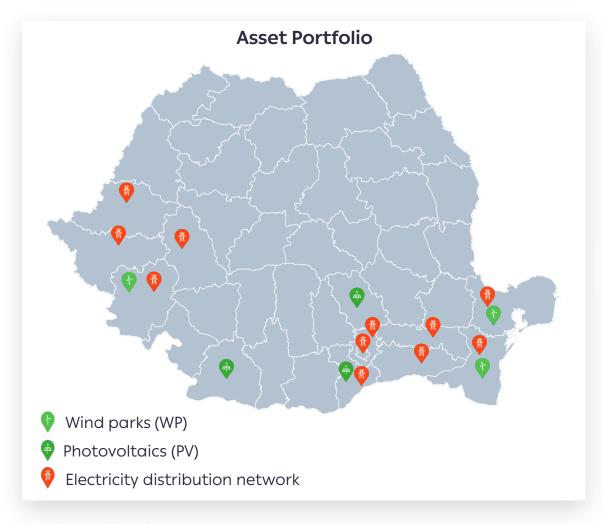


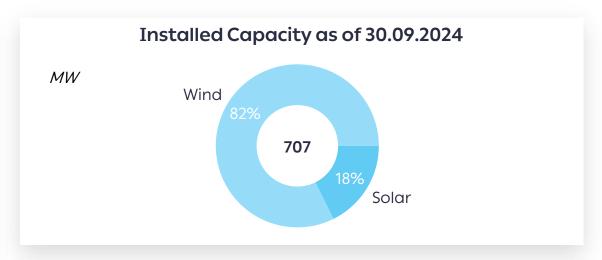


Notes: (1) Including Large Hydro. (2) Only for NII and regulated. (3) Excluding generation from PPC's participation in JVs.



### Overview of PPC's Asset Portfolio (Romania)







Source: Company Information.



### **IR Contacts**

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### Glossary

AMI Advanced Metering Infrastructure km Kilometers **ATHEX KPIs** Athens Stock Exchange Key performance indicators LTM ATR Grid connection permit ("ATR") Last twelve months B2B MW **Business to Business** Megawatt BESS Battery Energy Storage System MWh Megawatt hour BoD NCI **Board of Directors** Non-Controlling Interest CAGR Compound Annual Growth Rate ND Net Debt CAPEX NPS Capital Expenditure Net Promoter Score CCGT Opex Combined Cycle Gas Turbine Operating Expenses CDP P&E Carbon Disclosure Project Permitting & Engineering CEO Chief Executive Officer PF Pro Forma CMD PPA Capital Markets Day Power Purchase Agreement CO2 Carbon dioxide emissions PPC **Public Power Corporation** CP **PPCR** Charging Points **PPC Renewables** D&A Depreciation & Amortization PV **Photovoltaics** RAB DAM Day Ahead Market price Regulated Asset Base DPS Dividend Per Share RES Renewable Energy Sources RON DSO Distribution System Operator Romanian Leu **EBITDA** Earnings Before Interest, Taxes, Depreciation, and Amortization RRF Recovery and Resilience Facility EEX RTB European Energy Exchange Ready-to-Build EnMa **Energy Management** S&P Standard & Poor's EPS SAIDI Earnings Per Share System Average Interruption Duration Index ESG **Environment Social Governance** SAIFI System Average Interruption Frequency Index **ESMS** SBTi Environmental and sustainability management system Science Based Targets initiative EU SDGs Sustainable Development Goals **European Union** SEE EUAs **EU Allowances** South East Europe EΥ Electric Vehicle SHPP Small Hydro Power Plant FCF SLB Free Cash Flow Sustainability Linked Bond FFO SoV **Funds From Operations** Share of Voice FTTH Fibre to the Home TBD To be defined GDP **Gross Domestic Product** TCFD Task Force on Climate-Related Financial Disclosures TELCO GHG Greenhouse Gases Telecommunications GW Gigawatt ΤP **Tender Process** GWh TTF Gigawatt hour Title Transfer Facility HEnEX Hellenic Energy Exchange S.A. TWh Terrawatt hour Н٧ High voltage UC or U/C **Under Construction** ICE Intercontinental Exchange UHV SS Ultra-high voltage substation ICIS VAS **Independent Commodity Intelligence Services** Value Added Services ICT Information and Communication Technology WACC Weighted Average Cost of Capital **IFRS** WC International Financial Reporting Standards **Working Capital** IRR WP Wind Parks Internal Rate of Return

WTG

Wind turbine generation system



ISO

J۷

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Joint Venture

International Organization for Standardization

