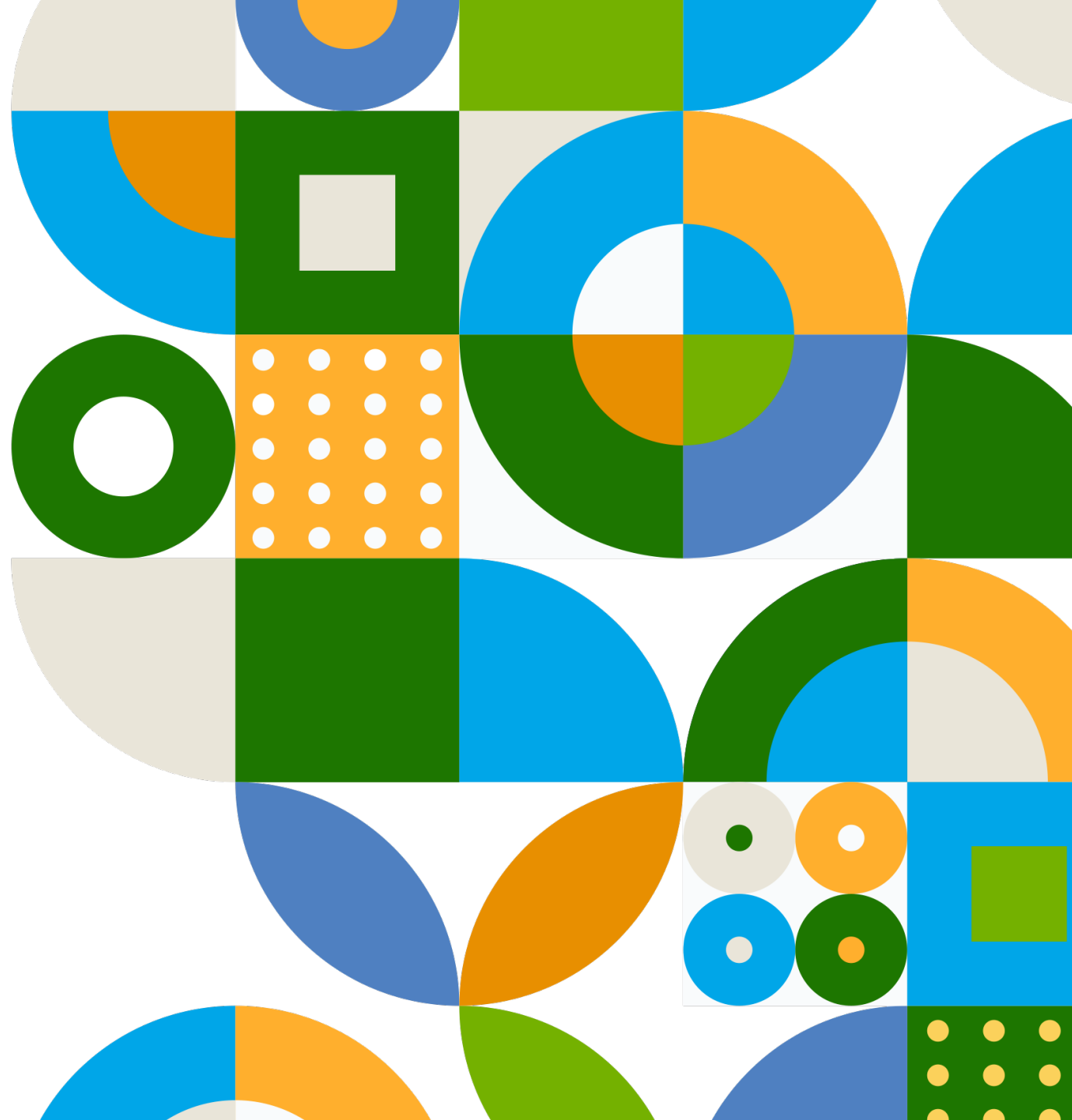




# FY 2023 Results

Milan  
12.03.2024



**Italian distribution mitigated impact of disposals, high inflation and interest rates**

**Greece and Esco were significant growth engines**

**Strategic entry into water sector**

**Sustainability performance proves validity of actions put in place**

**2024 Regulatory decisions based on the last 2yrs macro**

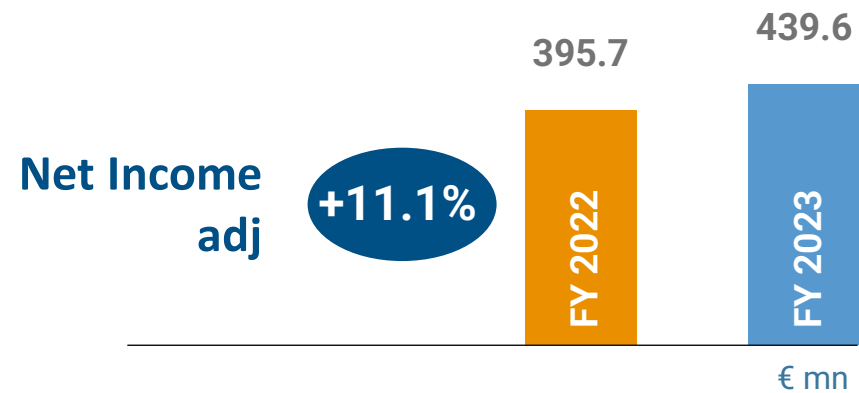
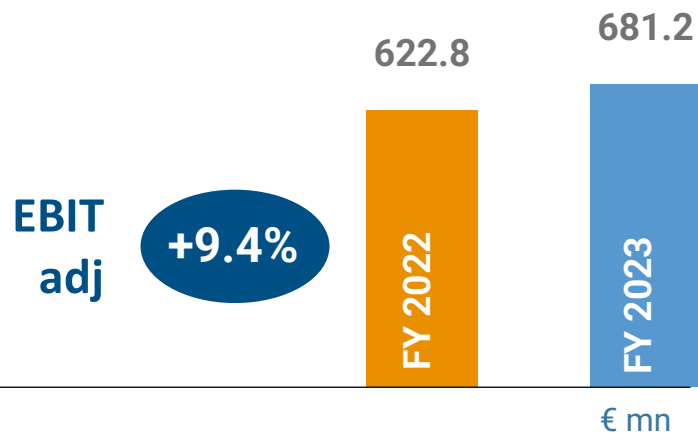
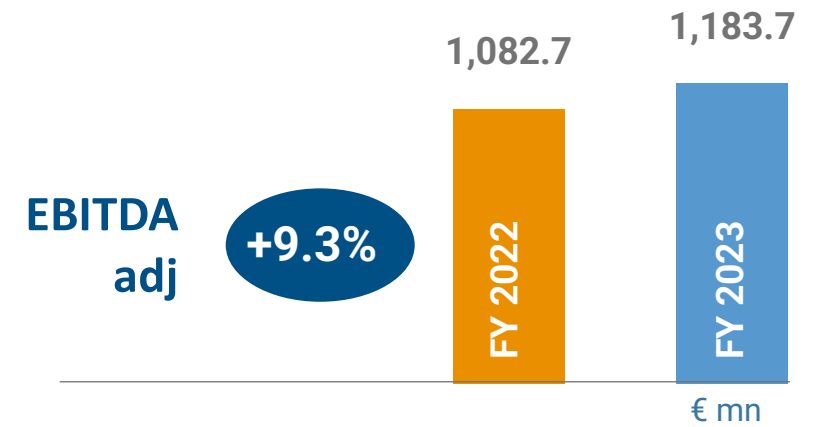
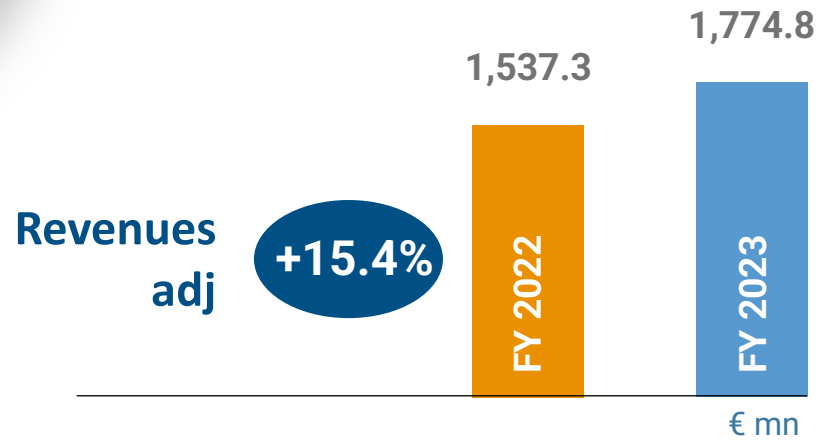


**Keep creating value for our shareholders**

**Proposing dividend of 0.352€ /share**

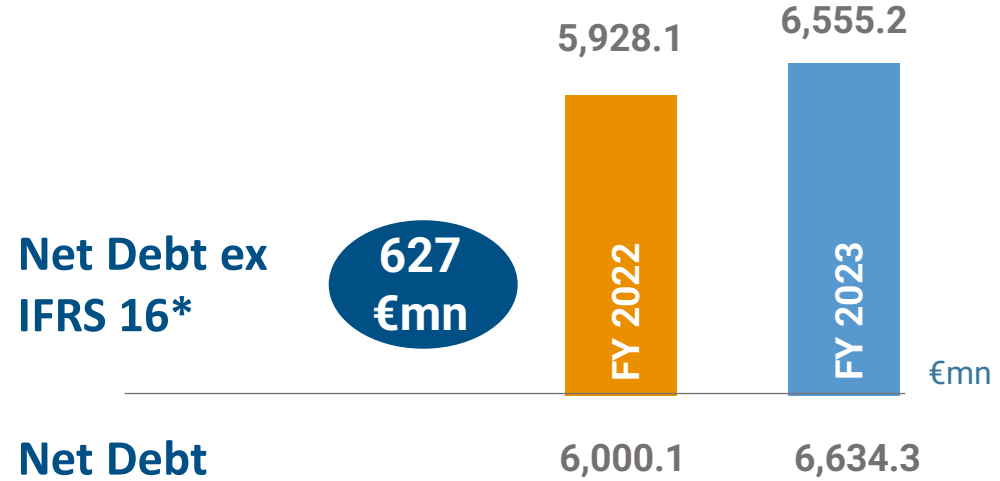
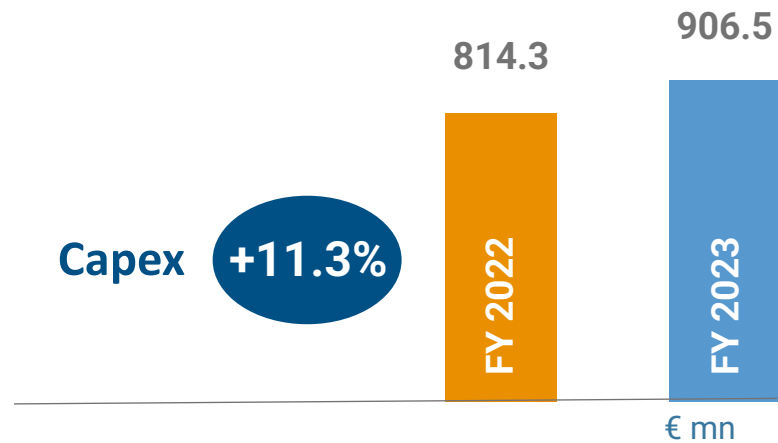
# FY 2023 Results key highlights

Numbers in line with guidance, with growth in all P&L lines



# FY 2023 Results key highlights

## Italian distribution cash generation supports investment growth and other businesses' development

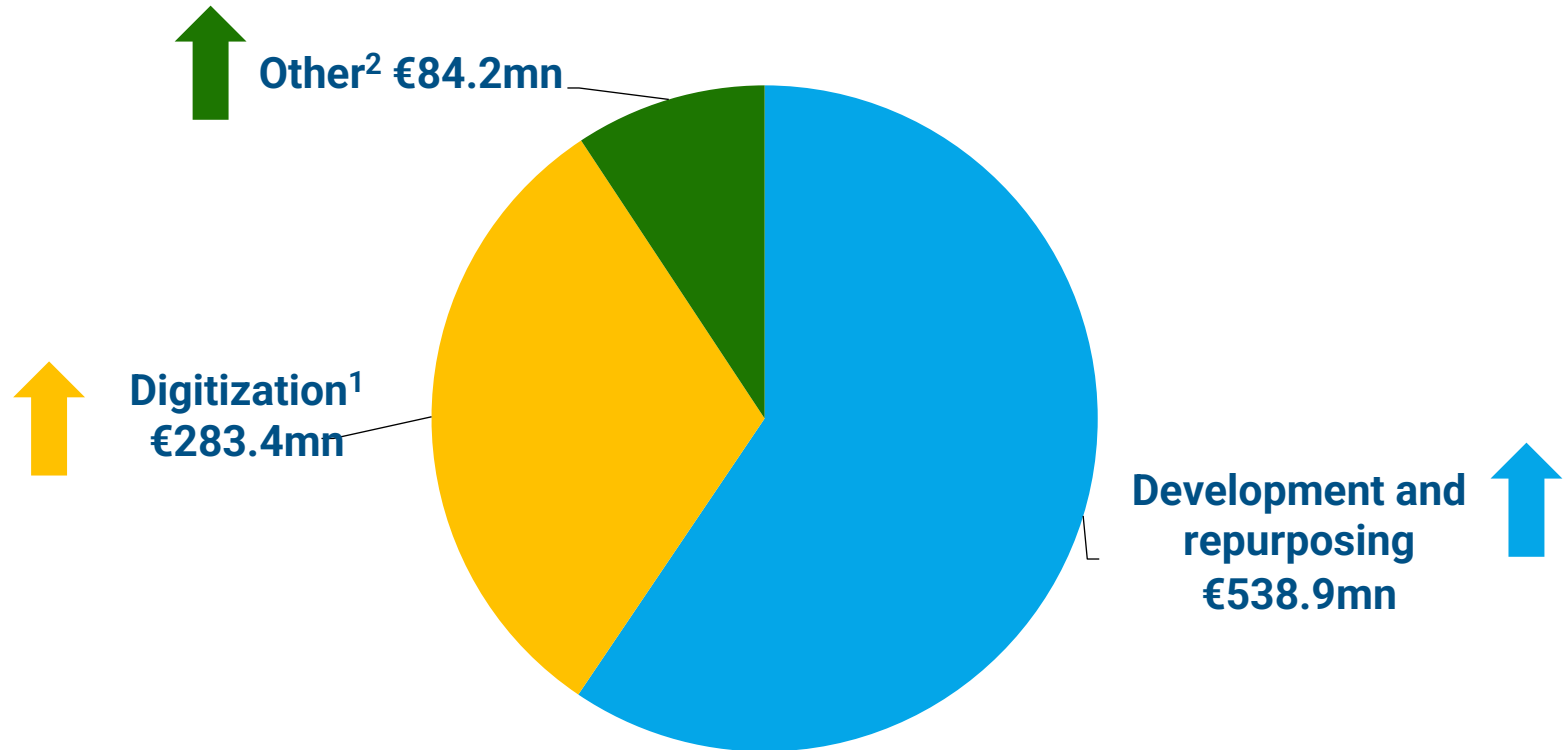


(\*) Operating leases ex IFRS 16 €79.1mn at the end of FY 2023 and €72.0mn at the end of 2022

**FY 2023  
Results  
capex**

**FY 2023 €906.5mn, +11.3%**

**~965 km of new network  
pipes, of which 598km in  
Greece**



Note: capex including IFRS 16, total amounts; (1) includes metering (2) ICT, Real estate and IFRS16

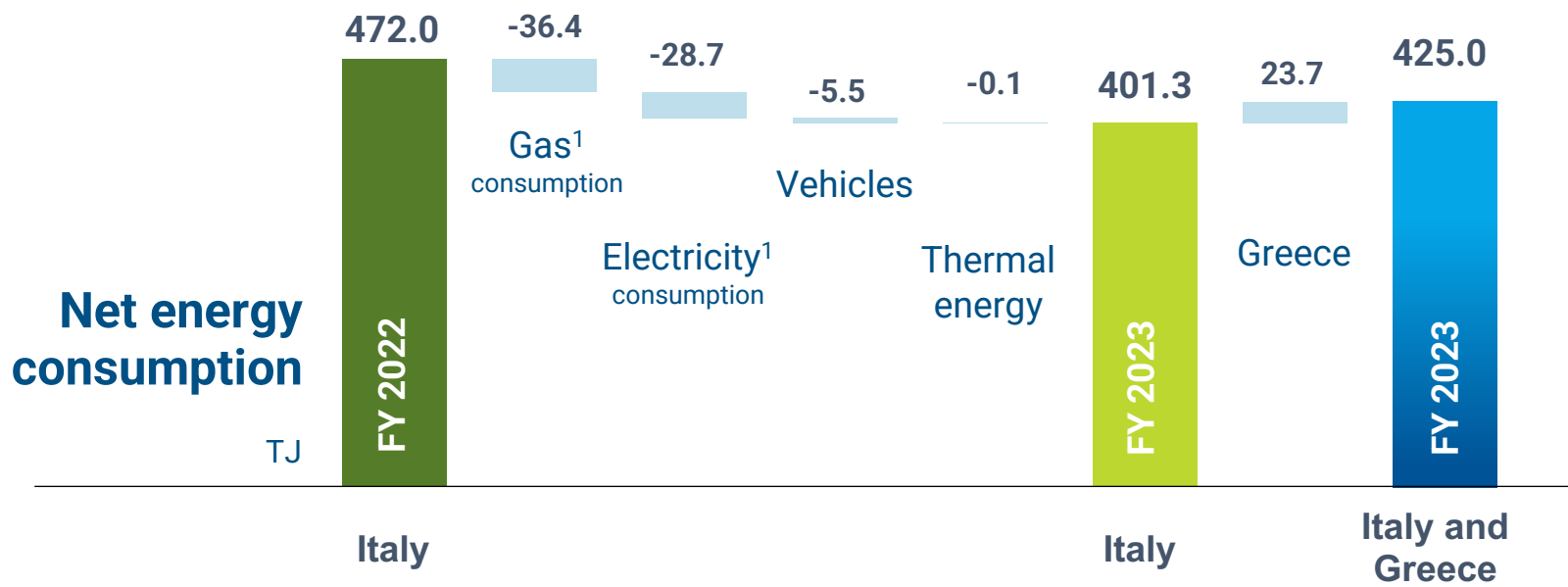
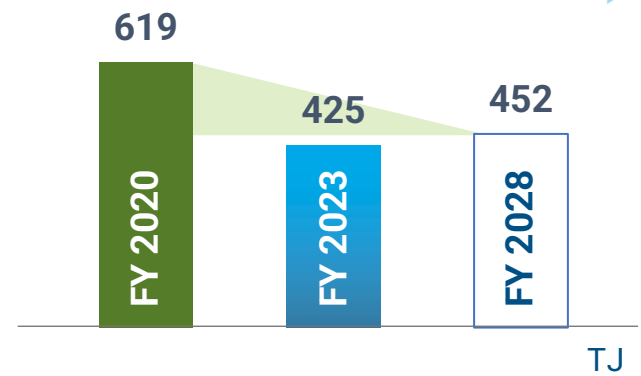
**FY 2023  
Results ESG  
environment**



**Net energy consumption -31% vs 2020,  
below 2028 target**

of which -23.9 TJ from  
efficiencies in industrial  
processes, mainly pre-heating

**TARGET -27% 2020-28** →



**-11.6%** Including Greece<sup>2</sup>

**-15.0%** Italy only

(1) Civil and industrial consumption; (2) 4 months in 2022 and 12 months in 2023

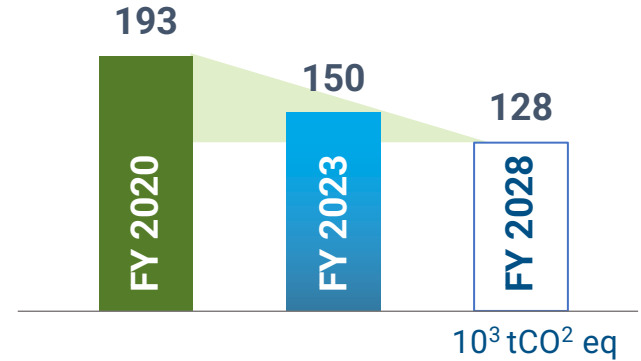
**FY 2023  
Results ESG  
environment**



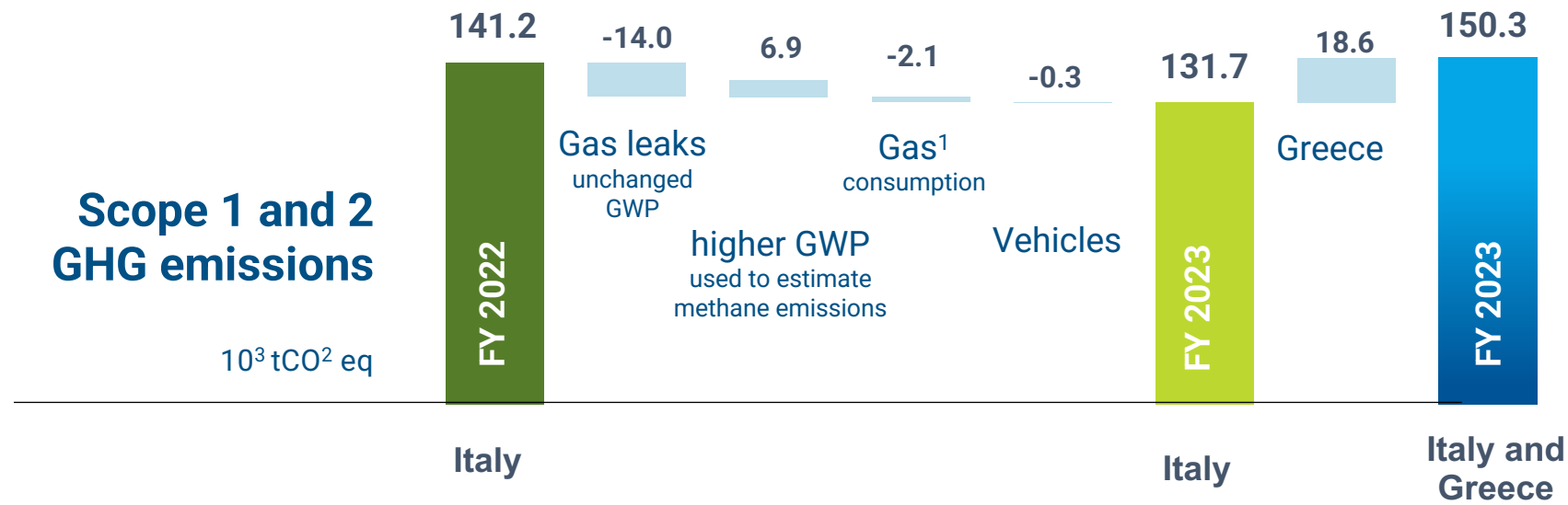
**Scope 1 and 2 Emissions -22% vs 2020**

**TARGET -34% 2020-28** →

- 120% of the network inspected in 2023 (+14% in terms of km)  
- Gas leaked / km surveyed: Italy 70 smc/km (-23%)



**Scope 1 and 2  
GHG emissions**



**+1.5%**  
**-6.7%**

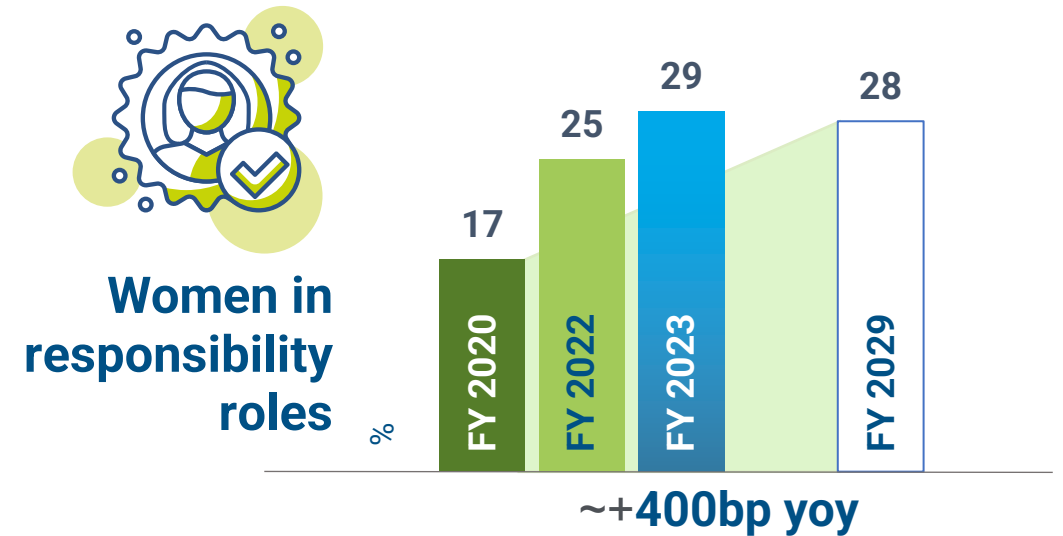
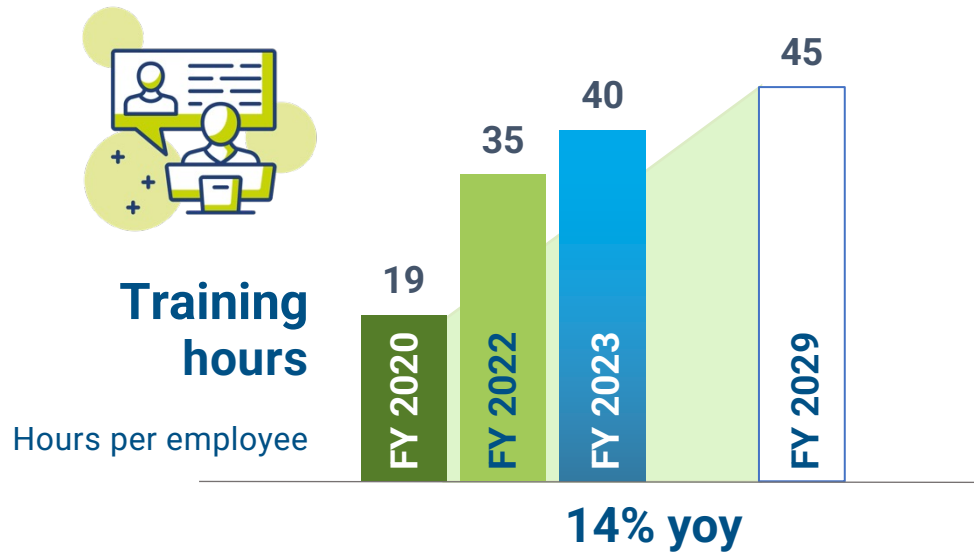
**Including Greece<sup>2</sup>**  
**Italy only**

(1) Civil and industrial consumption; (2) 4 months in 2022 and 12 months in 2023; Note GWP Global Warming Potential

# FY 2023 Results ESG social targets

## Social targets

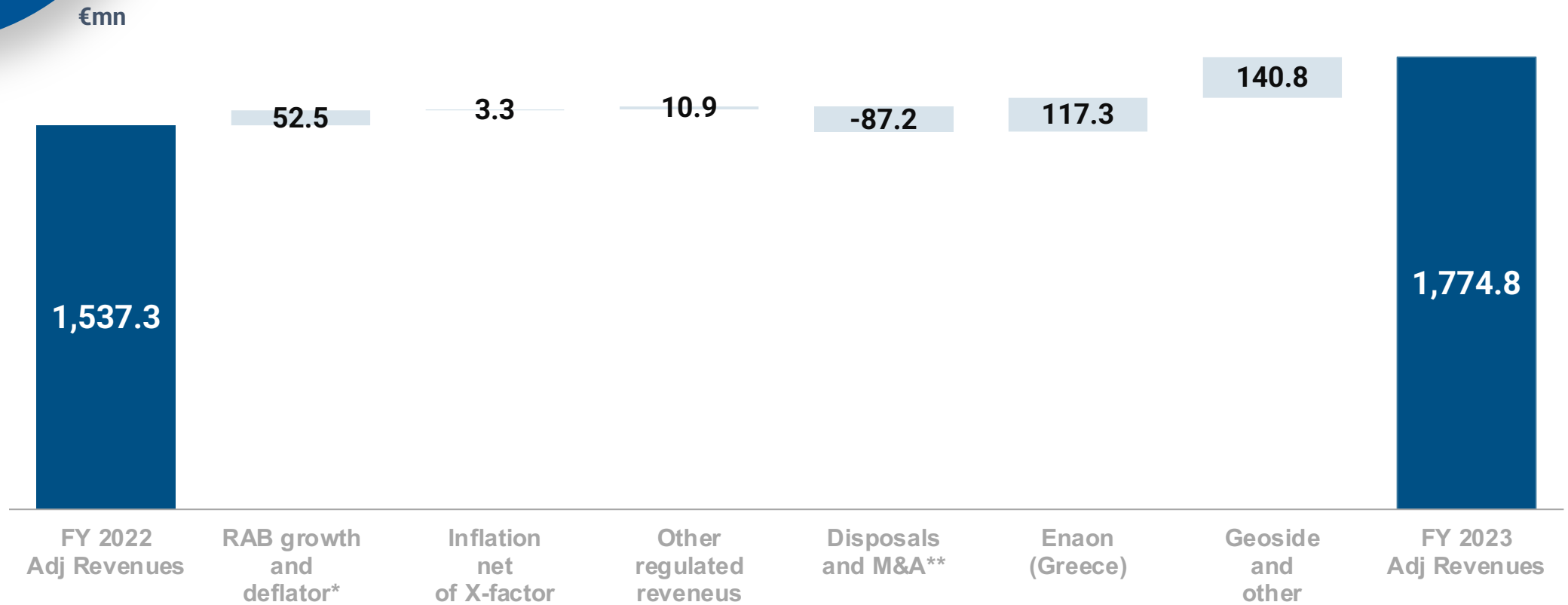
- accelerated effort on training totalling 173,330 hours in Italy and Greece
- female presence keeps growing, both on total workforce (20.3%) and responsibility roles (28.8%, vs 2029 target of 28%)



Note: data refer to Italy only

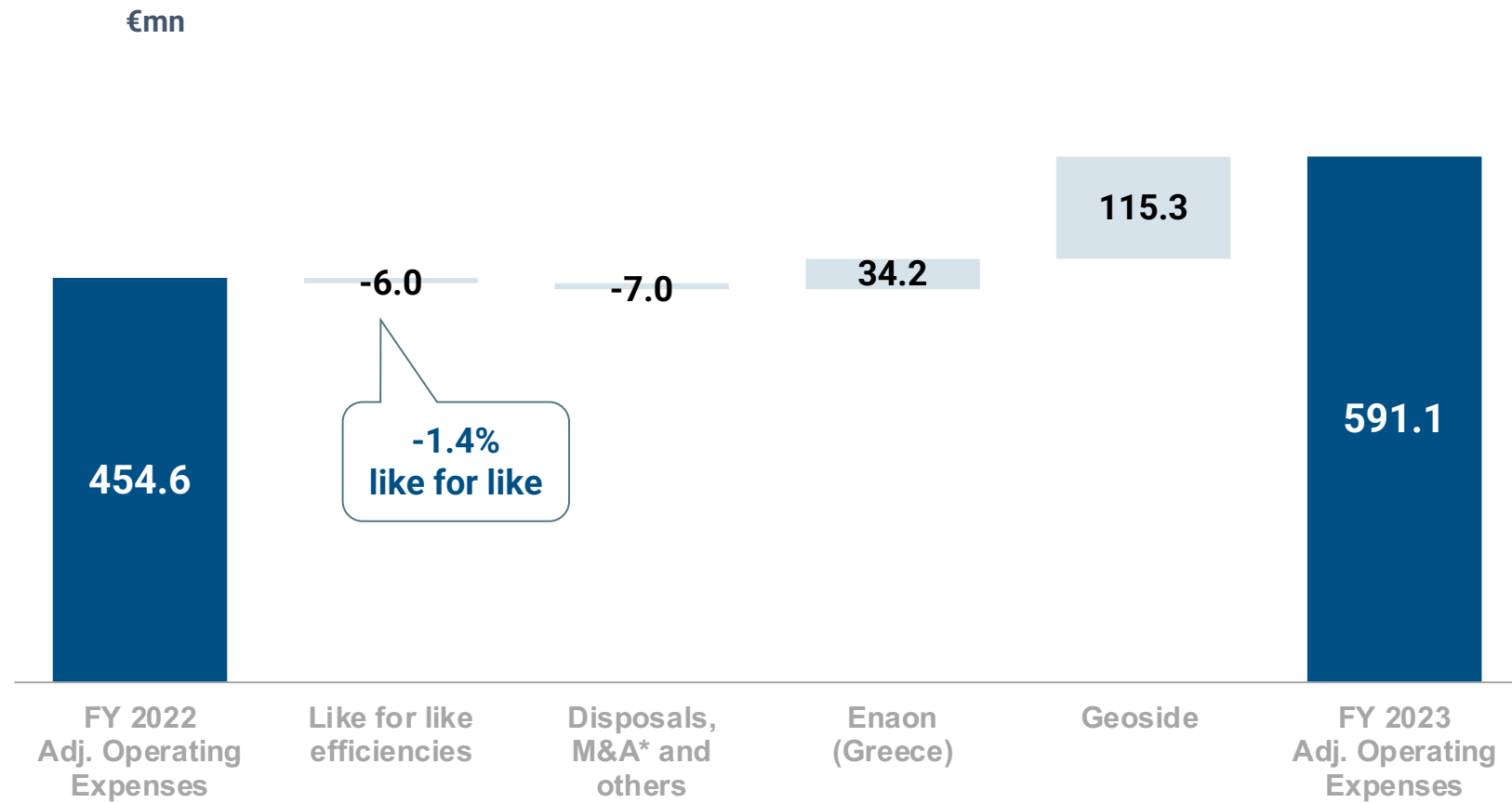


**Adj Revenues +15.4% vs FY 2022**



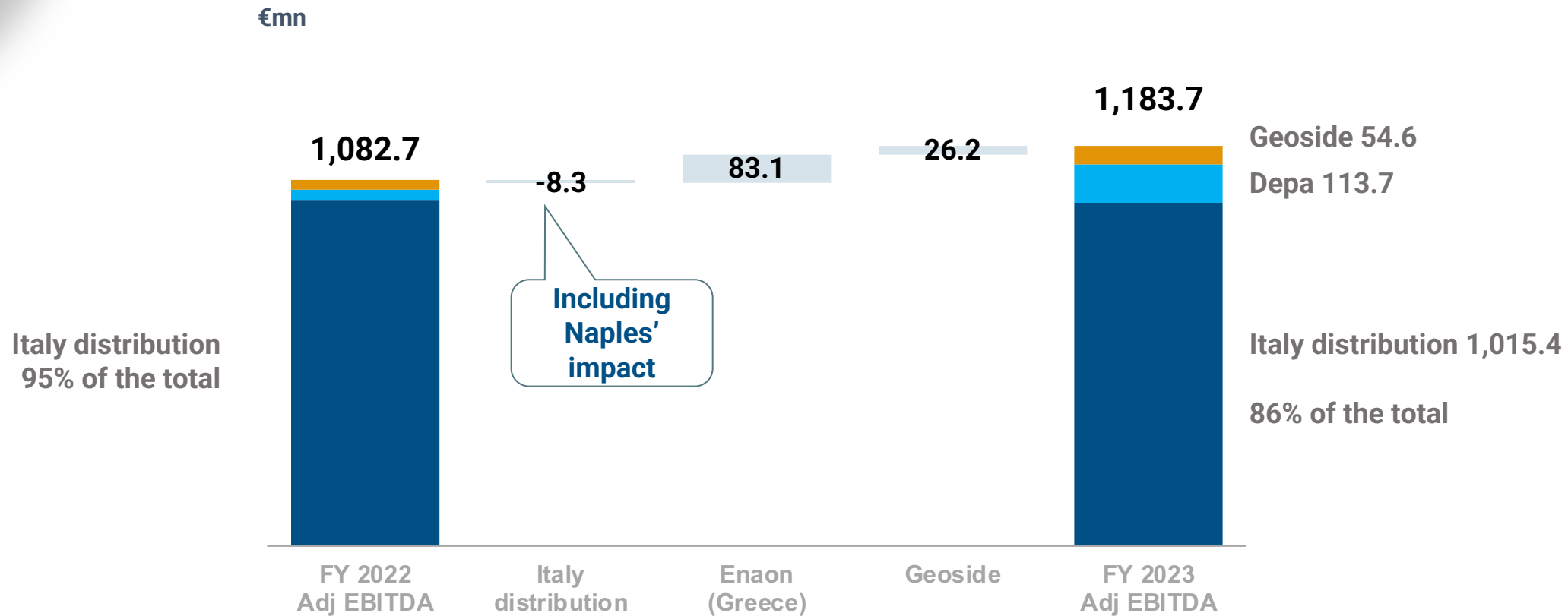
Note: Enaon (formerly DEPA Infrastructure) fully consolidated as of 1st September 2022; (\*) Including Sardinia; (\*\*) Naples, Gaxa and Janagas mainly;

## Operating expenses adj +30.0% vs FY 2022



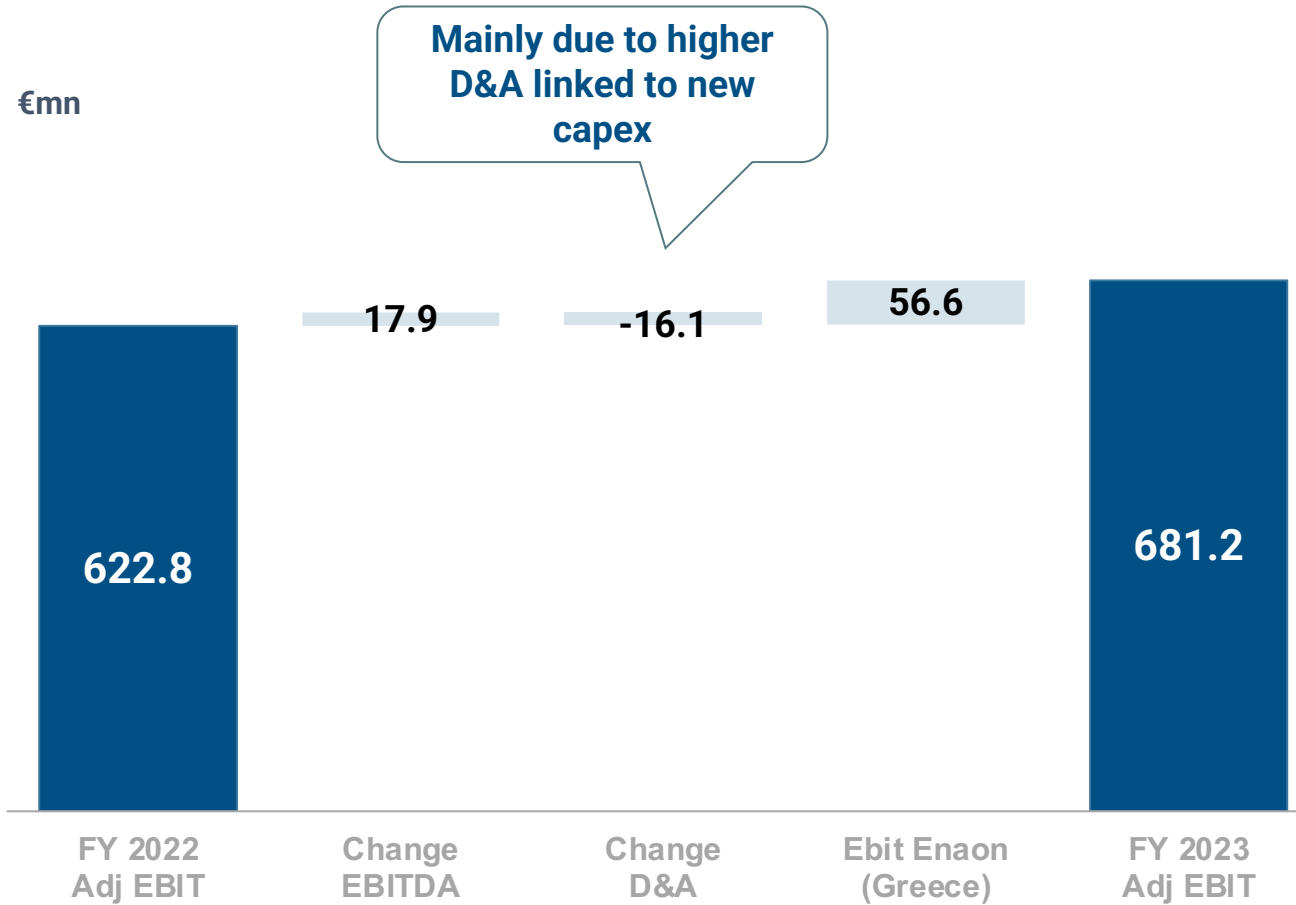
Note: Enaon (formerly DEPA Infrastructure) fully consolidated as of 1st September 2022; (\*) Naples, Gaxa and Janagas

## EBITDA adj +9.3% vs FY 2022

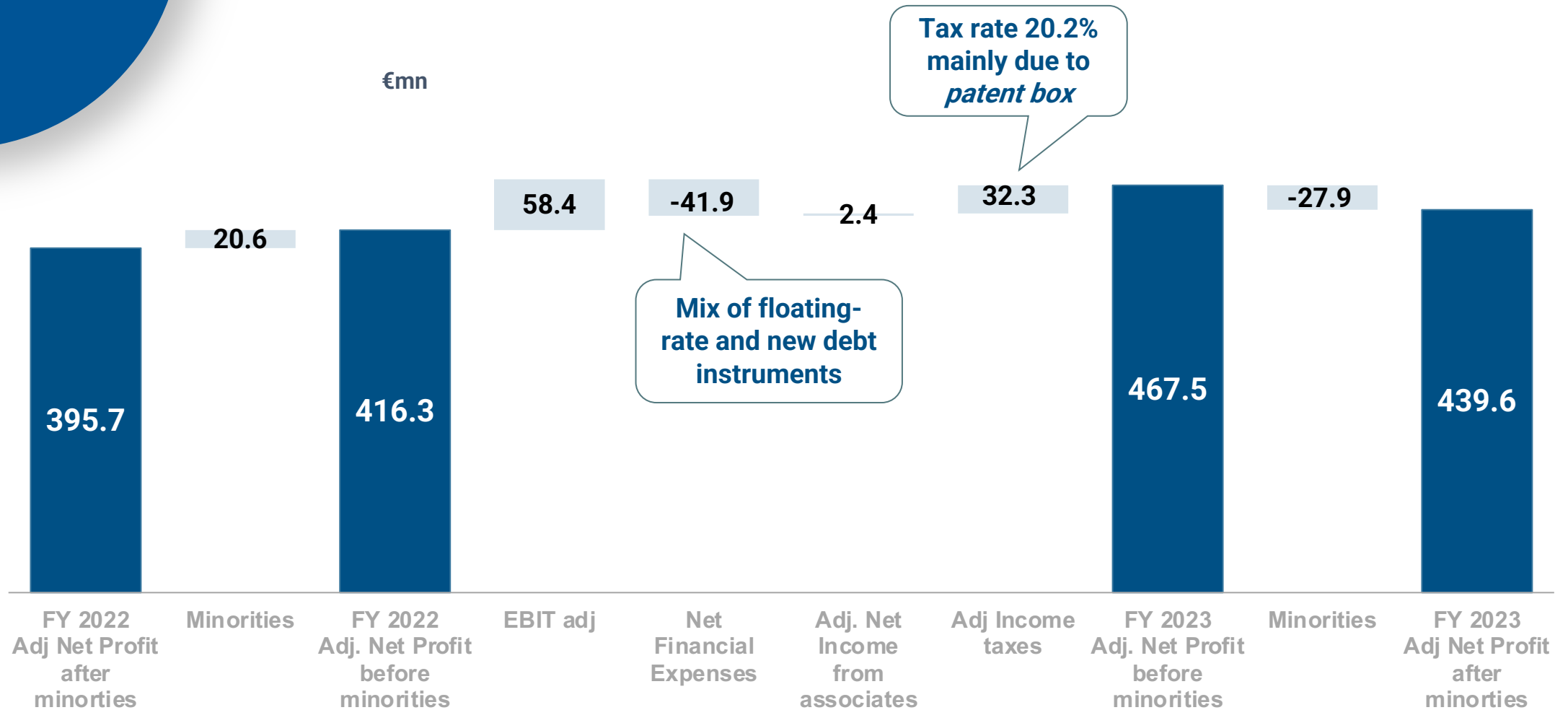


Note: Enaon (formerly DEPA Infrastructure) fully consolidated as of 1st September 2022

## Ebit adj. +9.4% vs FY 2022



## Net Profit adj +11.1% vs FY 2022



	FY 2022 adjusted*	FY 2023 adjusted*	Change	
<b>P&amp;L, € mln</b>				
<b>Total Revenues</b>	<b>1,537.3</b>	<b>1,774.8</b>	<b>237.5</b>	
Operating expenses	- 454.6	- 591.1	- 136.5	
<b>EBITDA</b>	<b>1,082.7</b>	<b>1,183.7</b>	<b>101.0</b>	↑ + 9.3%
Depreciation & amortisation	- 459.9	- 502.5	- 42.6	
<b>EBIT</b>	<b>622.8</b>	<b>681.2</b>	<b>58.4</b>	↑ + 9.4%
Net interest income (expenses)	- 56.3	- 98.2	- 41.9	
Net income from associates	0.7	3.1	2.4	
<b>EBT</b>	<b>567.2</b>	<b>586.1</b>	<b>18.9</b>	
Income taxes	- 150.9	- 118.6	32.3	
<b>NET PROFIT before minorities</b>	<b>416.3</b>	<b>467.5</b>	<b>51.2</b>	
Minorities	- 20.6	- 27.9	- 7.3	
<b>NET PROFIT after minorities</b>	<b>395.7</b>	<b>439.6</b>	<b>43.9</b>	↑ + 11.1%

FY 2023  
reported

FY 2023  
adjusted

Delta

*P&L, € mln*

	FY 2023 reported	FY 2023 adjusted	Delta
<b>Total Revenues</b>	<b>1,817.5</b>	<b>1,774.8</b>	<b>42.7</b>
Operating expenses	- 609.9	- 591.1	- 18.8
<b>EBITDA</b>	<b>1,207.6</b>	<b>1,183.7</b>	<b>23.9</b>
Depreciation & amortisation	- 526.4	- 502.5	- 23.9
<b>EBIT</b>	<b>681.2</b>	<b>681.2</b>	<b>-</b>
Net interest income (expenses)	- 98.2	- 98.2	-
Net income from associates	3.1	3.1	-
<b>EBT</b>	<b>586.1</b>	<b>586.1</b>	<b>-</b>
Income taxes	- 118.6	- 118.6	-
<b>NET PROFIT before minorities</b>	<b>467.5</b>	<b>467.5</b>	<b>-</b>
Minorities	- 27.9	- 27.9	-
<b>NET PROFIT after minorities</b>	<b>439.6</b>	<b>439.6</b>	<b>-</b>

*effects of Resolution 737/2022/R/gas related to recognition of the residual value of replaced smart meters and related charges and impairments*

FY 2022

FY 2023

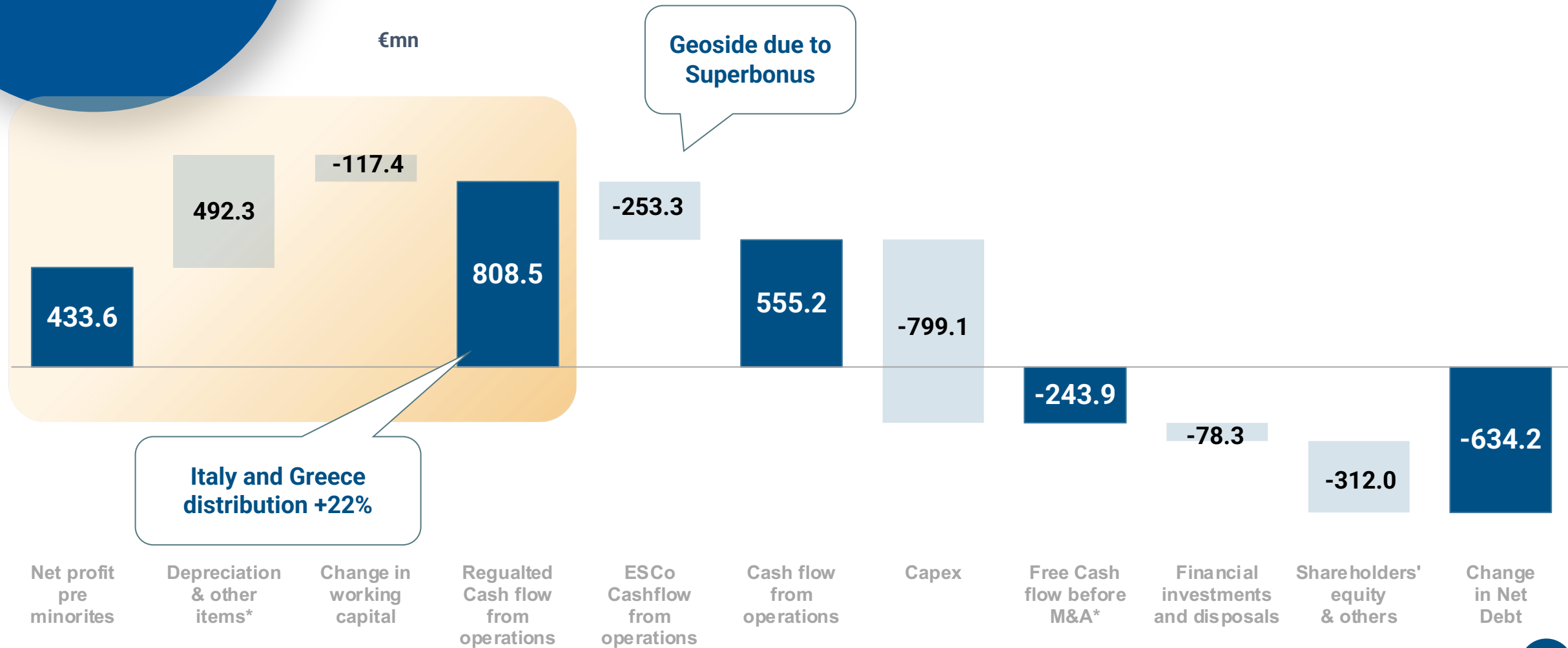
Change

*Geoside, € mln*

	FY 2022	FY 2023	Change
<b>Total Revenues</b>	<b>155.8</b>	<b>298.9</b>	<b>143.1</b>
Operating expenses	- 127.5	- 244.3	- 116.8
<b>EBITDA</b>	<b>28.3</b>	<b>54.6</b>	<b>26.3</b>
Depreciation & amortisation	- 3.0	- 3.4	- 0.4
<b>EBIT</b>	<b>25.3</b>	<b>51.2</b>	<b>25.9</b>
EBITDA Margin	18%	18%	



## Distribution Operational Cash Flow recovered significantly



(\*) includes IFRS16 effects

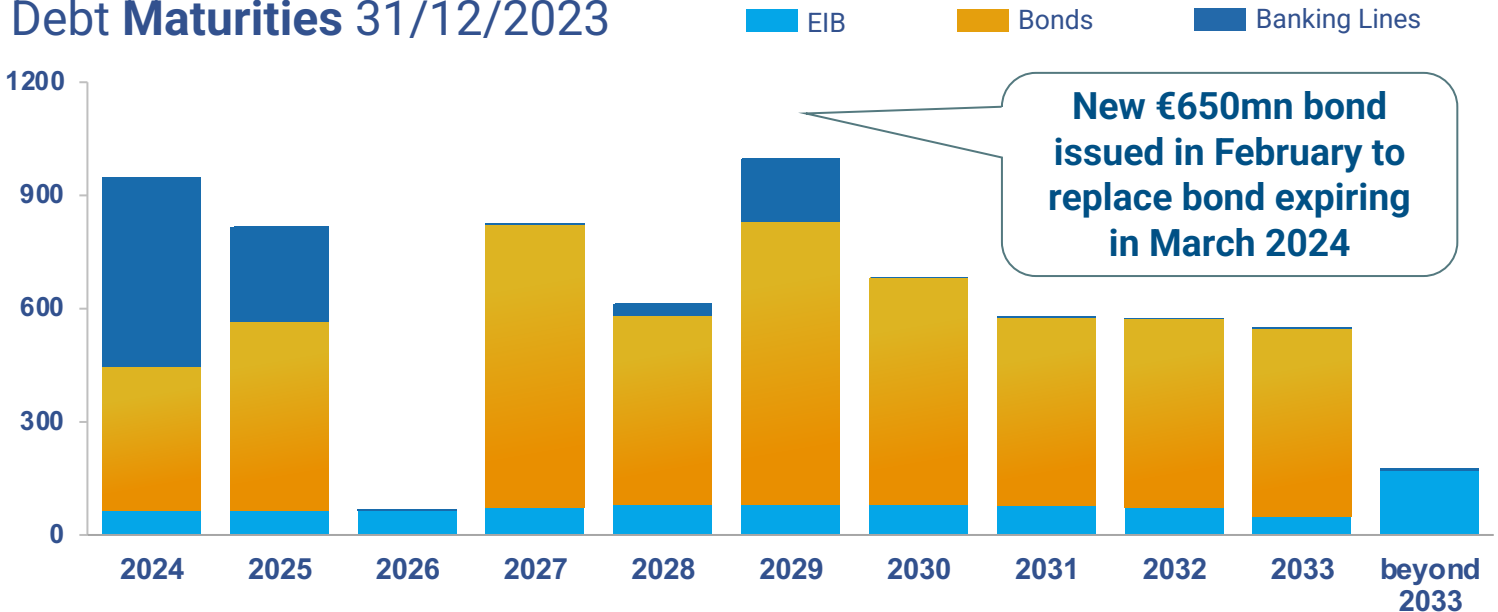
# FY 2023 Results debt structure

**2024** New €650mn bond issued and new sustainability linked RCF (€600mn) signed to keep an adequate buffer going forward

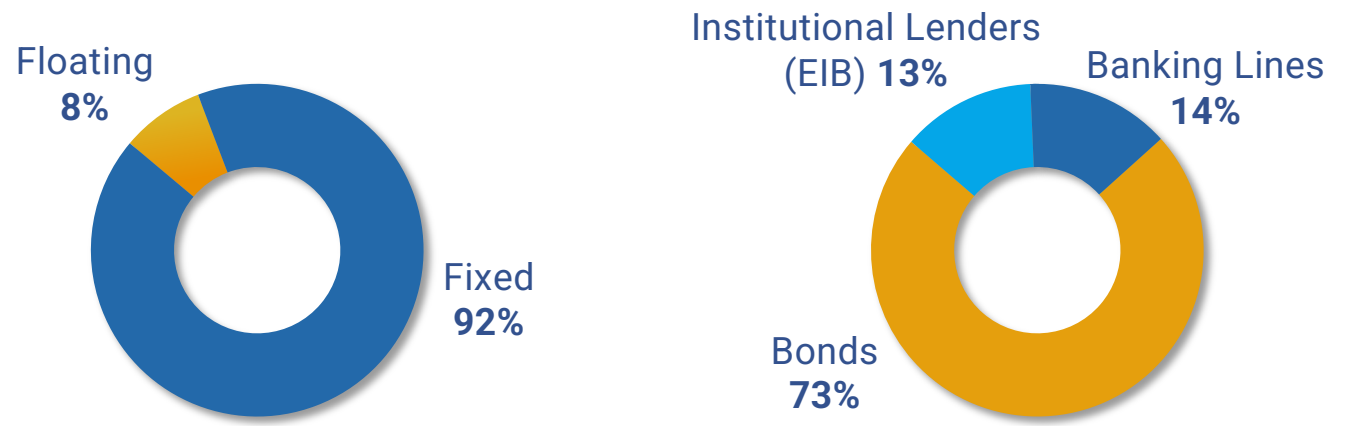
**Average cost of debt ~1.4%** in FY 2023

**Net Debt €6,6bn** with IFRS 16 at FY implying <65% leverage<sup>2</sup>

**Debt Maturities 31/12/2023**



**Gross Debt Structure<sup>1</sup> 31/12/2023**

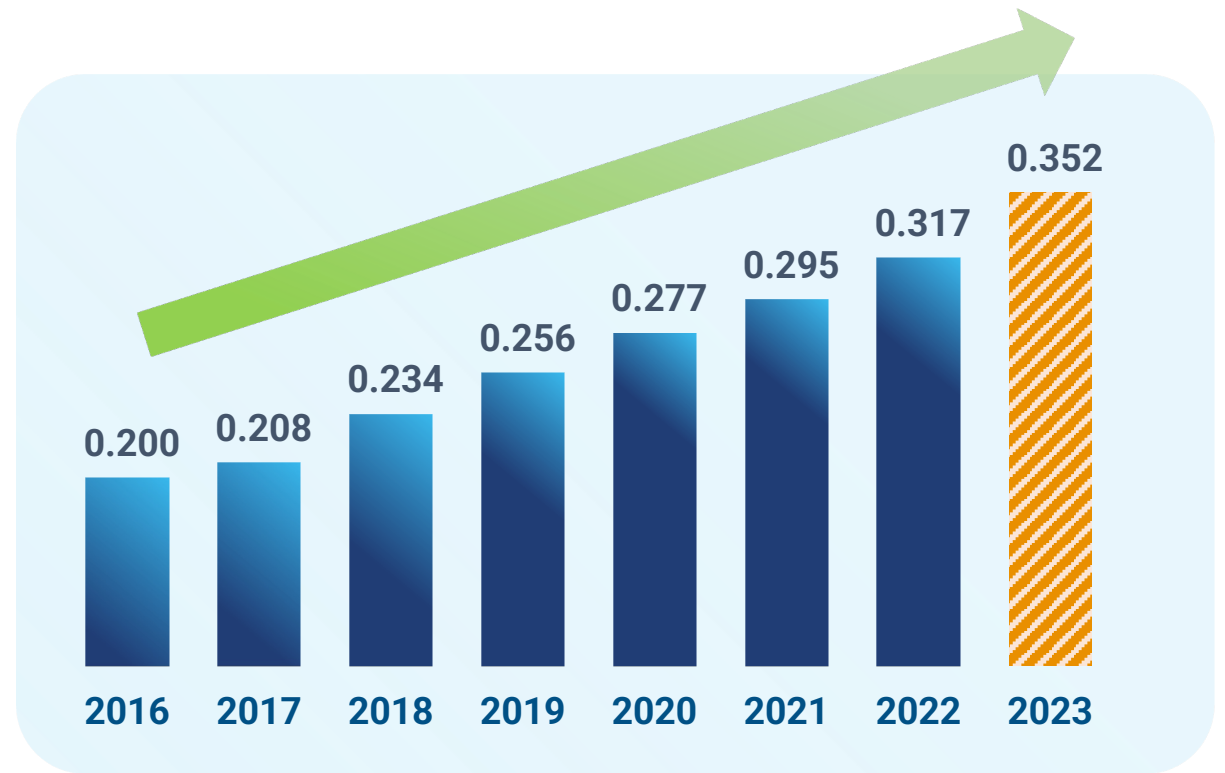


(1) excluding IFRS16; (2) regulated business

# Shareholders' return

## Strong growth pattern continues

**Dividend proposal implies**  
11.04% growth vs 2022  
above DPS policy floor of 4%



Dividend per share (€)

Q&A

FY 2022

FY 2023

Change

*REVENUES adjusted, € mln*

	FY 2022	FY 2023	Change
<b>Regulated revenues Italy distribution</b>	<b>1,263.1</b>	<b>1,283.8</b>	<b>20.7</b>
Distribution	1,175.5	1,197.3	21.8
Tariff contribution for meters replacement	2.0	10.0	8.0
Other distribution revenues	85.7	76.5	-9.2
<b>Other revenues</b>	<b>222.8</b>	<b>322.3</b>	<b>99.6</b>
<b>DEPA Infrastructure</b>	<b>51.4</b>	<b>168.6</b>	<b>117.3</b>
<b>TOTAL REVENUES</b>	<b>1,537.3</b>	<b>1,774.8</b>	<b>237.5</b>

FY 2022

FY 2023

Change

## OPERATING EXPENSES adjusted, € mln

	FY 2022	FY 2023	Change
<b>Distribution fixed costs Italy+Greece</b>	<b>244.8</b>	<b>263.8</b>	<b>19.0</b>
Net labour cost	148.8	162.8	14.0
Net external cost	96.0	101.0	5.0
<b>Other activities</b>	<b>143.6</b>	<b>250.5</b>	<b>106.9</b>
Net labour cost	6.9	7.7	0.8
Net external cost	136.7	242.8	106.1
Other costs	-1.0	8.3	9.3
Tee	1.8	1.6	-0.2
Concessions fees	65.4	66.9	1.5
<b>OPERATING EXPENSES</b>	<b>454.6</b>	<b>591.1</b>	<b>136.5</b>

FY 2023  
Results  
Balance sheet

	31/12/22	31/12/23	Change
<b>Net invested capital</b>	<b>8,390.7</b>	<b>9,235.0</b>	<b>844.3</b>
Fixed capital	8,120.6	8,421.4	300.8
Tangible fixed assets	379.0	386.0	7.0
Net intangible fixed assets	7,975.5	8,250.3	274.8
Net payables investments	- 303.5	- 370.5	- 67.0
Equity-accounted and other investments	69.6	155.6	86.0
Net working capital	340.0	872.3	532.3
Provisions for employee benefits	- 69.9	- 65.3	4.6
Assets held for sale and directly related liabilities	-	6.6	6.6
<b>Net financial debt</b>	<b>6,000.1</b>	<b>6,634.3</b>	<b>634.2</b>
Financial debt for operating leases (IFRS 16)	72.0	79.1	7.1
<b>Net financial debt ex operating leases</b>	<b>5,928.1</b>	<b>6,555.2</b>	<b>627.1</b>
<b>Shareholders' equity</b>	<b>2,390.6</b>	<b>2,600.7</b>	<b>210.1</b>

	4Q 2022	4Q 2023	Change
<b>P&amp;L adjusted, € mln</b>			
<b>Total Revenues</b>	<b>450.3</b>	<b>405.0</b>	<b>- 45.3</b>
Operating expenses	- 153.0	- 131.8	21.2
<b>EBITDA</b>	<b>297.3</b>	<b>273.2</b>	<b>- 24.1</b>
Depreciation & amortisation	- 129.4	- 128.7	0.7
<b>EBIT</b>	<b>167.9</b>	<b>144.5</b>	<b>- 23.4</b>
Net interest income (expenses)	- 15.2	- 26.2	- 11.0
Net income from associates	- 2.7	3.7	6.4
<b>EBT</b>	<b>150.0</b>	<b>122.0</b>	<b>- 28.0</b>
Income taxes	- 38.5	6.2	44.7
<b>NET PROFIT before minorities</b>	<b>111.5</b>	<b>128.2</b>	<b>16.7</b>
Minorities	- 4.4	- 5.3	- 0.9
<b>NET PROFIT after minorities</b>	<b>107.1</b>	<b>122.9</b>	<b>15.8</b>



# FY 2023 Results quarters

1Q 2023

2Q 2023



3Q 2023

4Q 2023

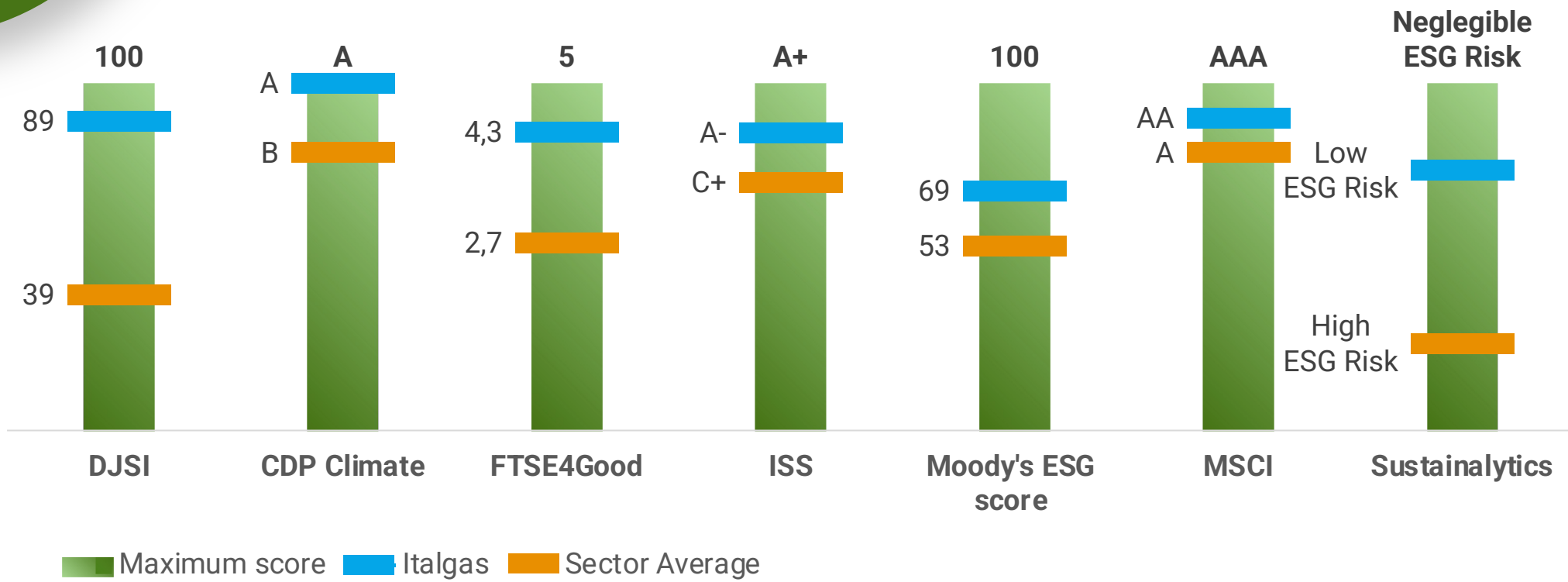
## *P&L adjusted, € mln*

<b>Total Revenues</b>	<b>479.9</b>	<b>451.9</b>	<b>438.0</b>	<b>405.0</b>
Operating expenses	- 182.7	- 142.1	- 134.5	- 131.8
<b>EBITDA</b>	<b>297.2</b>	<b>309.8</b>	<b>303.5</b>	<b>273.2</b>
Depreciation & amortisation	- 124.7	- 123.5	- 125.6	- 128.7
<b>EBIT</b>	<b>172.5</b>	<b>186.3</b>	<b>177.9</b>	<b>144.5</b>
Net interest income (expenses)	- 19.9	- 24.7	- 27.4	- 26.2
Net income from associates	0.4	- 0.7	- 0.3	3.7
<b>EBT</b>	<b>153.0</b>	<b>160.9</b>	<b>150.2</b>	<b>122.0</b>
Income taxes	- 41.1	- 44.1	- 39.6	6.2
<b>NET PROFIT before minorities</b>	<b>111.9</b>	<b>116.8</b>	<b>110.6</b>	<b>128.2</b>
Minorities	- 8.3	- 7.2	- 7.1	- 5.3
<b>NET PROFIT after minorities</b>	<b>103.6</b>	<b>109.6</b>	<b>103.5</b>	<b>122.9</b>

**FY 2023  
Results**  
main physical  
data

	<b>OPERATING HIGHLIGHTS (TOTAL)</b>	<b>OF WHICH ITALY with affiliates</b> 	<b>OF WHICH GREECE</b> 
<b>Network length</b>	82,033.7 km	74,109.7 km	7,924.0 km
<b>Municipalities</b>	2,050	1,905	145
<b>Active Redelivery Points</b>	7.974 mn	7.375 mn	0.599 mn

# Sustainability performance



## Vision

To be a leading figure in the world of energy, driving its sustainable evolution and innovating each day to improve people's quality of life.

## Purpose

Pioneers by passion and builders by calling, we bring all our energy to accelerate the ecological transition. We do it for us. We do it for everyone.

## Mission

We have guaranteed efficient, safe and excellent energy services to the community for over 180 years. We favour the energy transition, creating the networks of the future and promoting innovative, sustainable solutions. We take care of local communities. We fuel positive, productive relationships with all of our stakeholders: individuals, companies, suppliers and shareholders. We enter new markets where we can apply our distinctive expertise. We promote the growth of individuals and develop talent, creating inclusive, stimulating work environments

Italgas's Manager, Gianfranco Maria Amoroso, in his position as manager responsible for the preparation of financial reports, certifies pursuant to paragraph 2, article 154-bis of the Legislative Decree n. 58/1998, that data and information disclosures herewith set forth correspond to the company's evidence and accounting books and entries. This presentation contains forward-looking statements regarding future events and the future results of Italgas that are based on current expectations, estimates, forecasts, and projections about the industries in which Italgas operates and the beliefs and assumptions of the management of Italgas. In particular, among other statements, certain statements with regard to management objectives, trends in results of operations, margins, costs, return on equity, risk management are forward-looking in nature. Words such as 'expects', 'anticipates', 'targets', 'goals', 'projects', 'intends', 'plans', 'believes', 'seeks', 'estimates', variations of such words, and similar expressions are intended to identify such forward-looking statements. These forward-looking statements are only predictions and are subject to risks, uncertainties, and assumptions that are difficult to predict because they relate to events and depend on circumstances that will occur in the future. Therefore, Italgas's actual results may differ materially and adversely from those expressed or implied in any forward-looking statements. Factors that might cause or contribute to such differences include, but are not limited to, economic conditions globally, political, economic and regulatory developments in Italy and internationally. Any forward-looking statements made by or on behalf of Italgas speak only as of the date they are made. Italgas does not undertake to update forward-looking statements to reflect any changes in Italgas's expectations with regard thereto or any changes in events, conditions or circumstances on which any such statement is based. The reader should, however, consult any further disclosures Italgas may make in documents it files with the Italian Securities and Exchange Commission and with the Italian Stock Exchange.



[Investor.relations@italgas.it](mailto:Investor.relations@italgas.it)

Anna Maria Scaglia

