



Public Power Corporation

Financial Results FY2022

March 23, 2023

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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



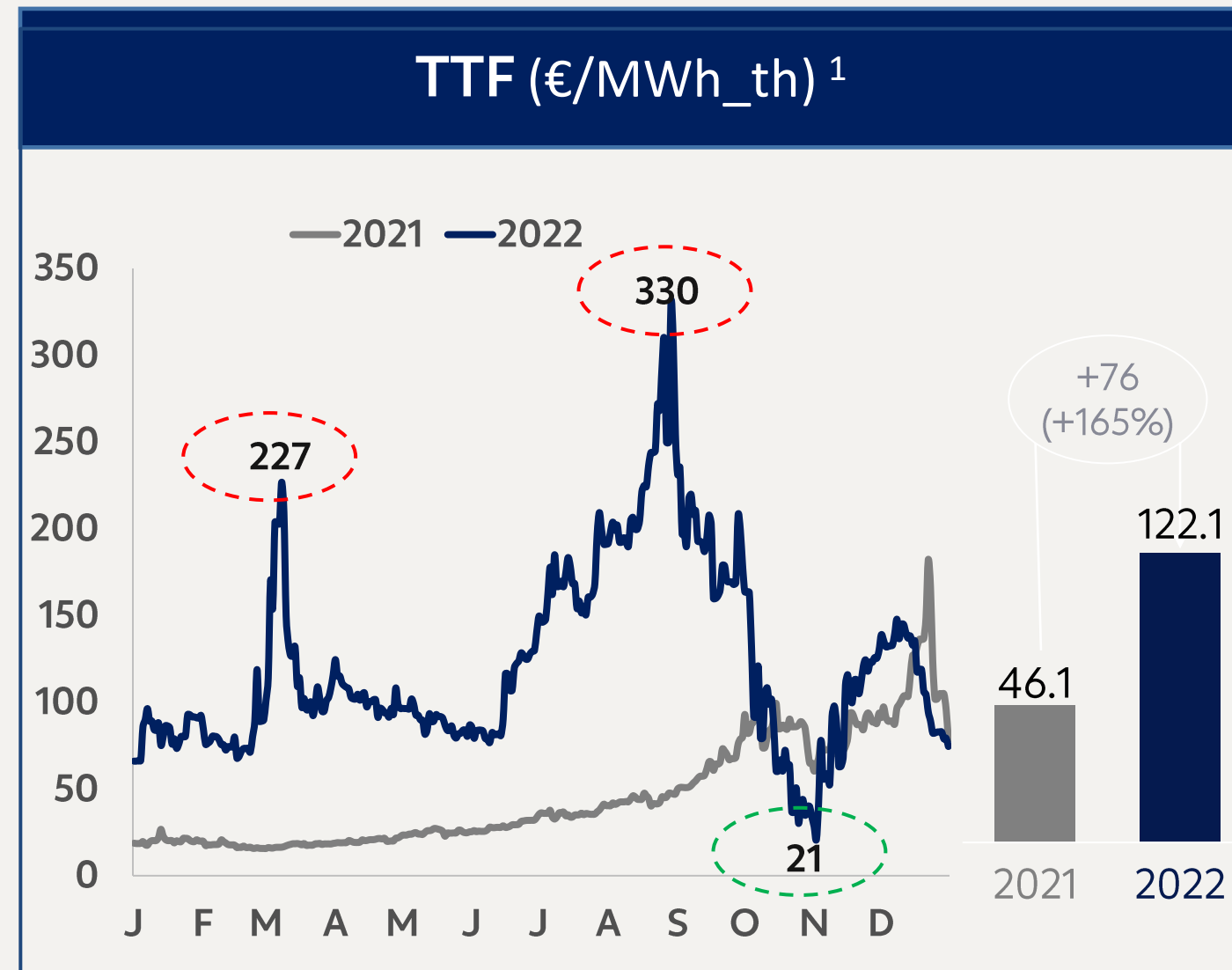
(€m)	2022	2021	Δ(%)	Q4 2022	Q4 2021	Δ(%)
Revenues	11,253	5,706	97%	2,690	2,009	34%
Recurring EBITDA	954	872	9%	309	245	26%
One-offs ¹	-302	-51	497%	-26	-1	2402%
Reported EBITDA	651	821	-21%	283	244	16%
Pre - tax Profits/(Losses) ²	-26	-150	-83%	125	-65	-293%
Capital expenditure	686	438	57%	259	127	105%
Free Cash Flow	851	289	194%	1,311	204	543%

(€m)	31.12.2022	31.12.2021	Δ(%)
Net Debt	1,388	1,890	-27%
Net Debt / EBITDA	1.46x	2.17x	

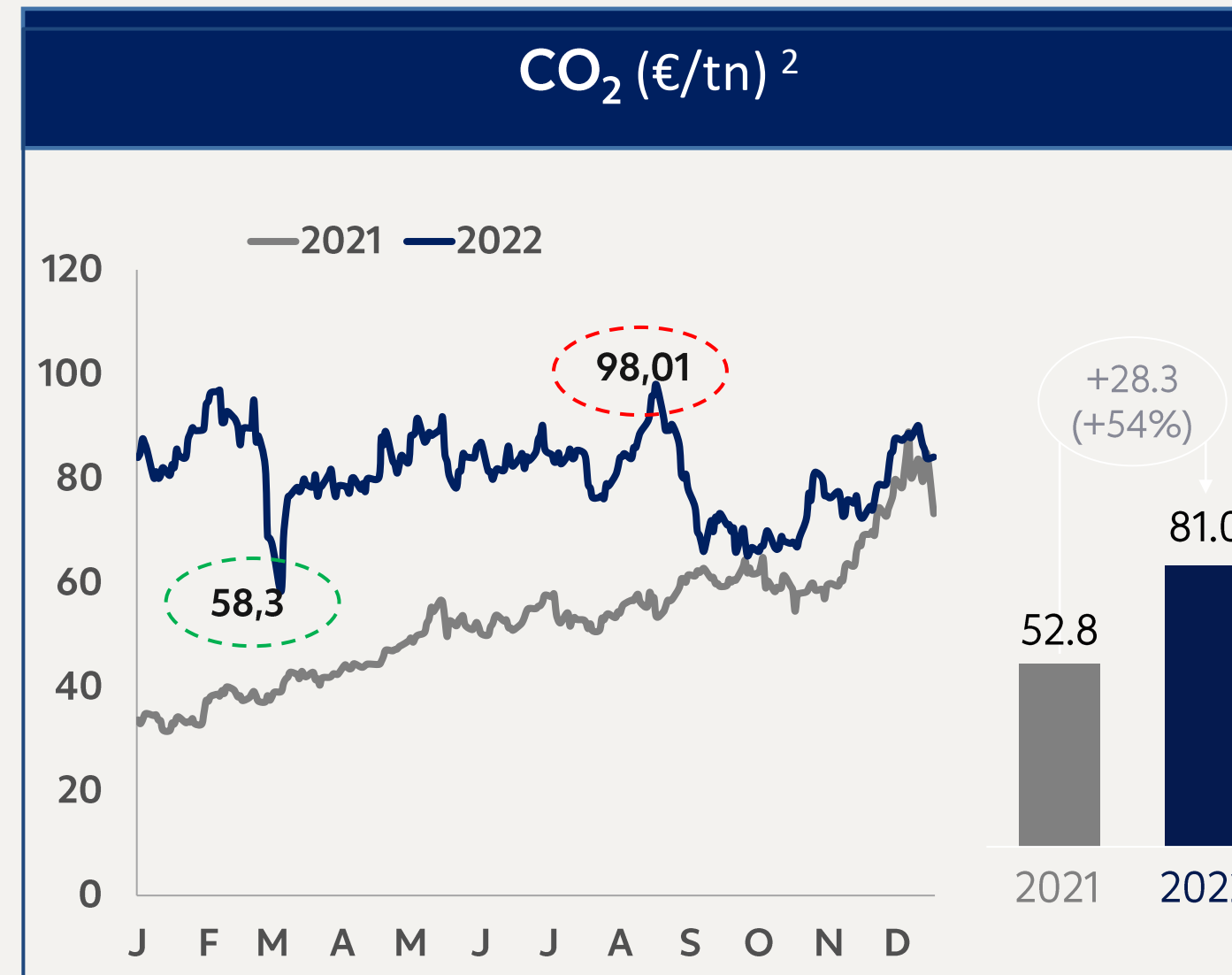
1. 2022 figures have been adjusted for the extraordinary contribution of €245.3m imposed on electricity generators for the period October 2021 – June 2022, for the provision for personnel's severance payment of €50.5m and for the retroactive charge for special allowances from the implementation of the Collective Labour Agreement for the period 2021-2024 of €6.6m. 2021 figures have been adjusted for the provision for personnel's severance payment of €16.1m and for the retroactive charge for special allowances from the implementation of the Collective Labour Agreement for the period 2021-2024 of €34.6m. 2. Pre-tax results for 2022 include a positive impact of €177.5m due to a reversal of the impairment of the investment in the new Ptolemaida V lignite unit. The reversal is due to the fact that lignite generation is no longer loss making due to the energy crisis and the associated high prices in the wholesale market.

Market Outlook – Commodity prices

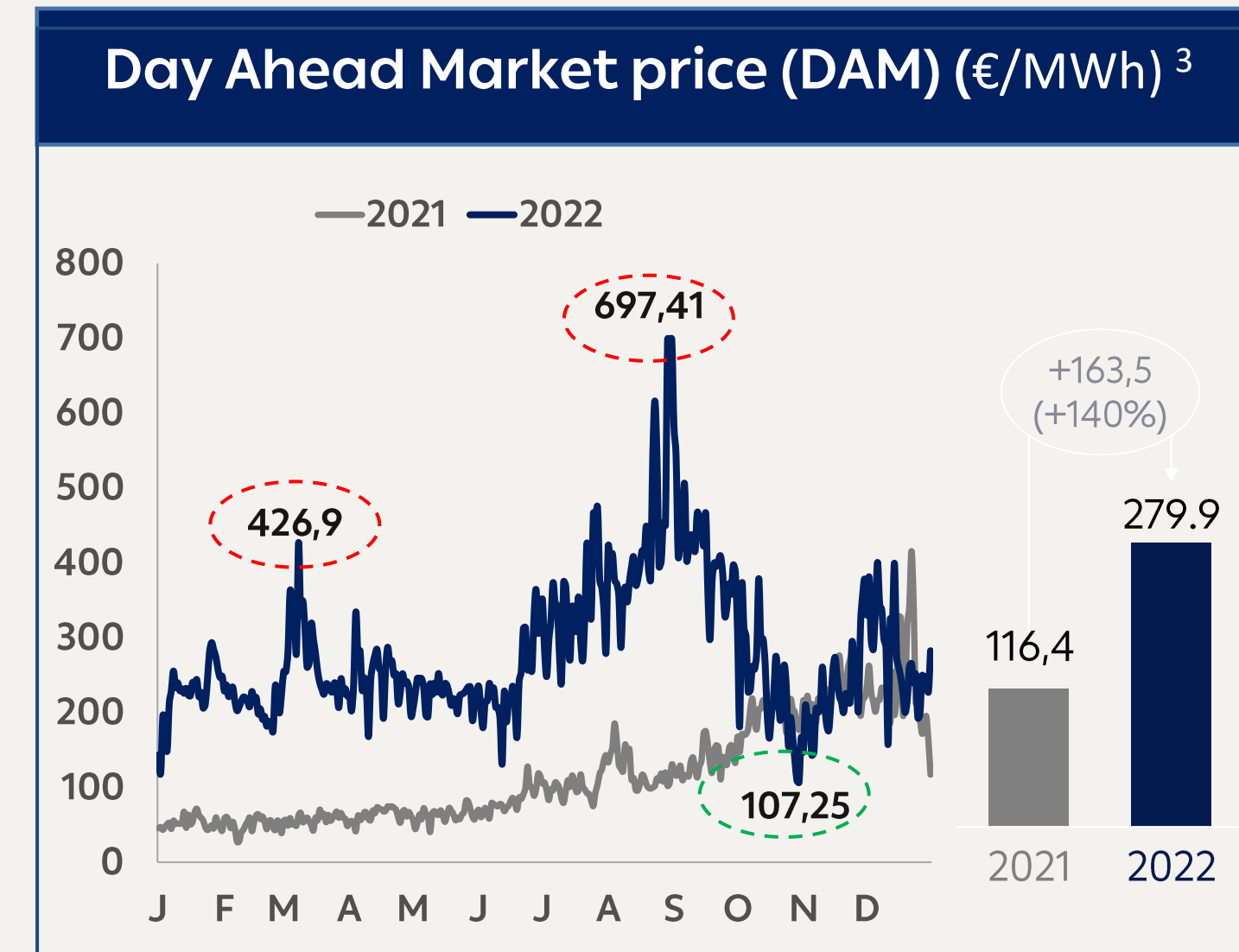
Prices settling softer in the fourth quarter- 2023 looks far more comfortable



- European gas prices have soared for most of 2022 exceeding the 300 EUR/MWh level
- De-escalation of prices at the end of 2022 due to high storage levels driven by warm weather, demand destruction and robust LNG supply
- Higher 2022 TTF price by +€76/MWh_th (€122,1/MWh_th vs €46,1/MWh_th)



- Average EUA prices significantly higher in 2022 vs 2021 due to increased thermal generation incl. the return of coal and lignite generation combined with speculative trading
- Prices at the end of 2022 very close to the ones at the end of 2021 despite significant volatility in 2022
- Higher 2022 CO₂ market price by +€28.3/tn (€81/tn vs €52.8/tn)



- Average power prices more than doubled in 2022 mainly driven by TTF following the escalation of the war in Ukraine
- Drought conditions in EU throughout the year and nuclear availability intensified the supply shortage partly mitigated by mild weather conditions and strong demand destruction
- Higher 2022 DAM price by +€163,5/MWh (€279,9/MWh vs €116,4/MWh)

- TTF prices continued to drive the wholesale market price (Day Ahead Market)
- Average CO₂ prices at a higher level in 2022 vs 2021
- PPC's ample liquidity provided support in order to address unprecedented market volatility moves and high commodity prices

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")

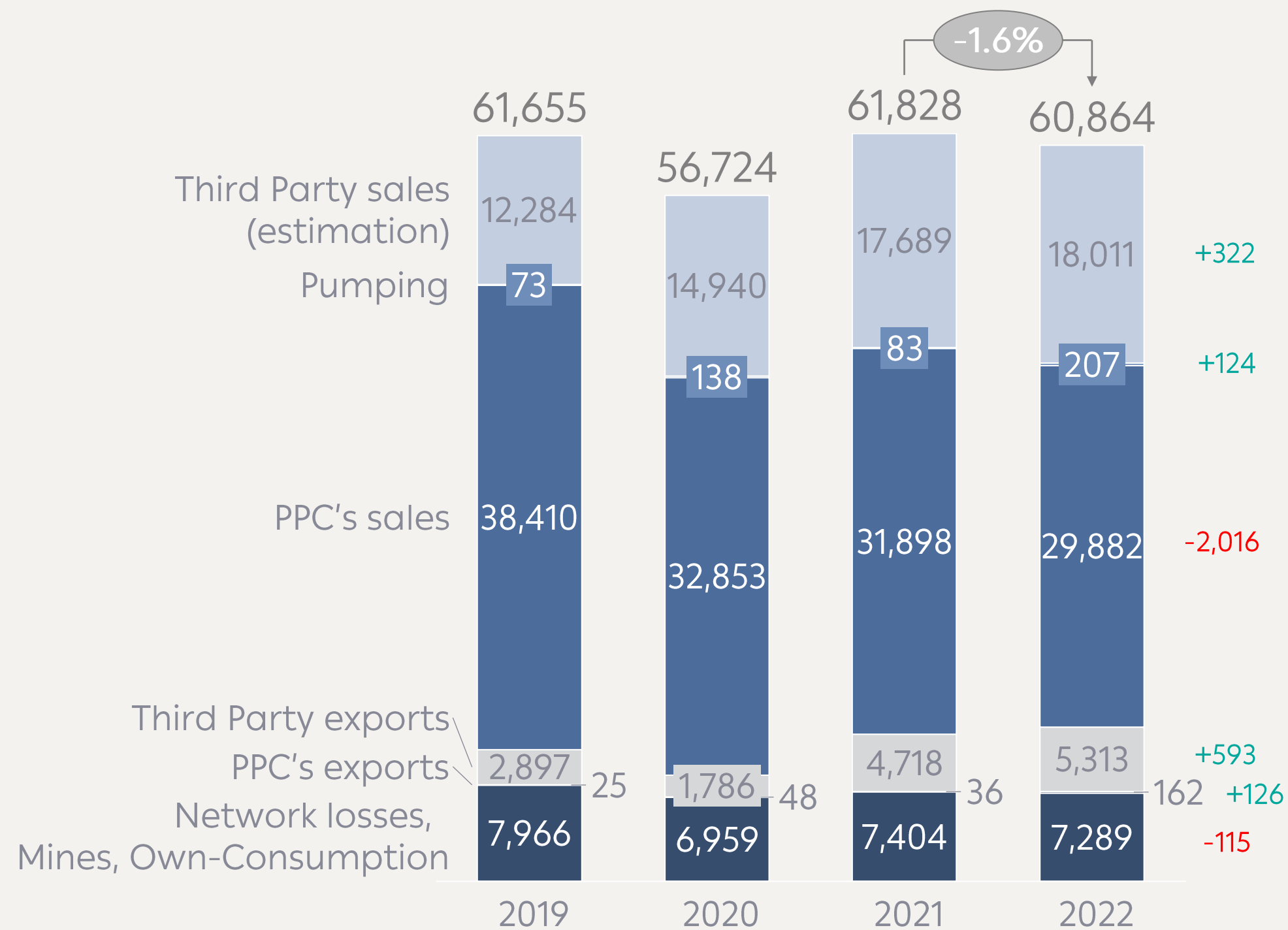
Electricity Demand - Electricity Generation and Imports

Demand reduction driven by weather conditions and energy efficiency incentives



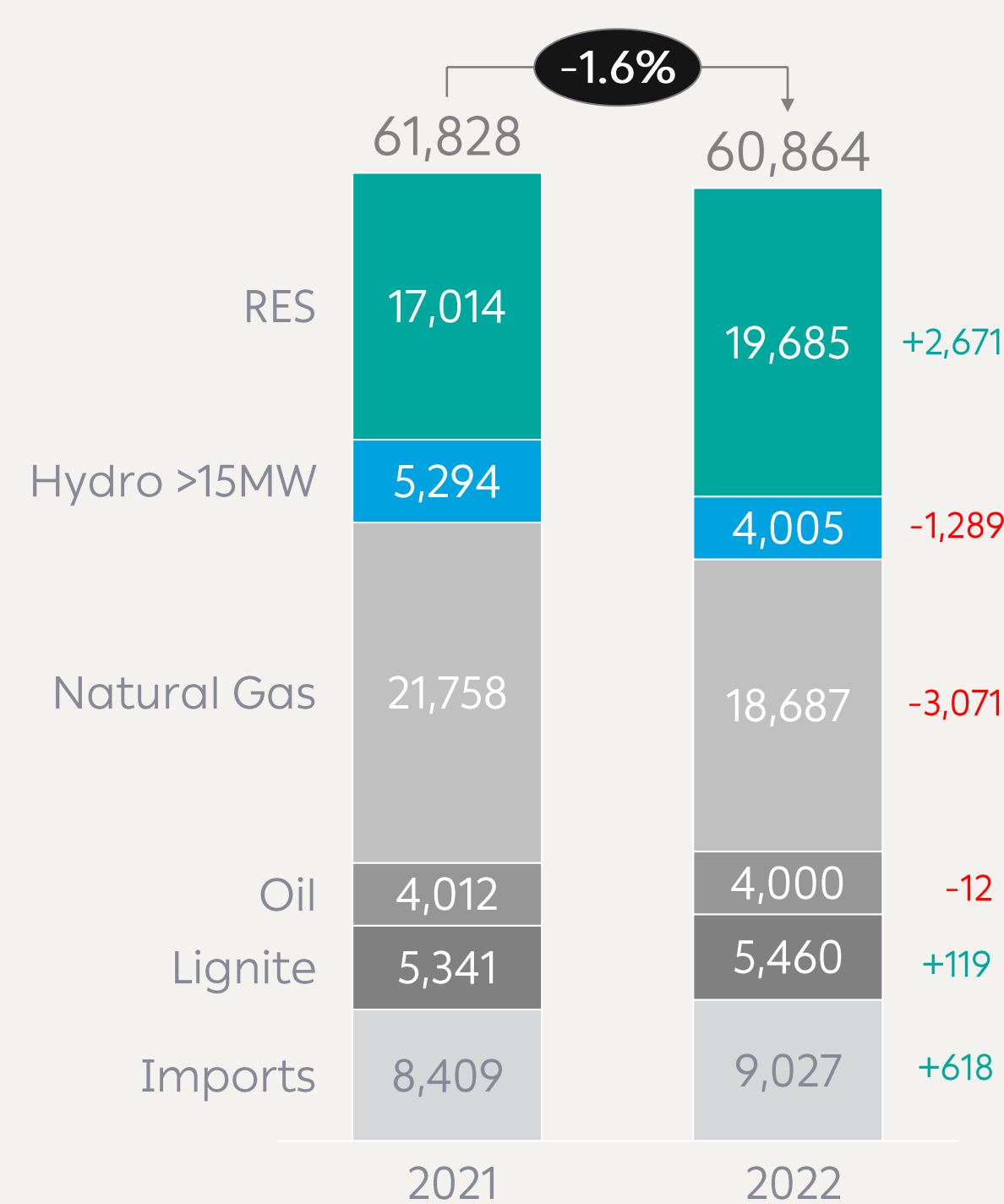
Electricity Demand (GWh)

GREECE

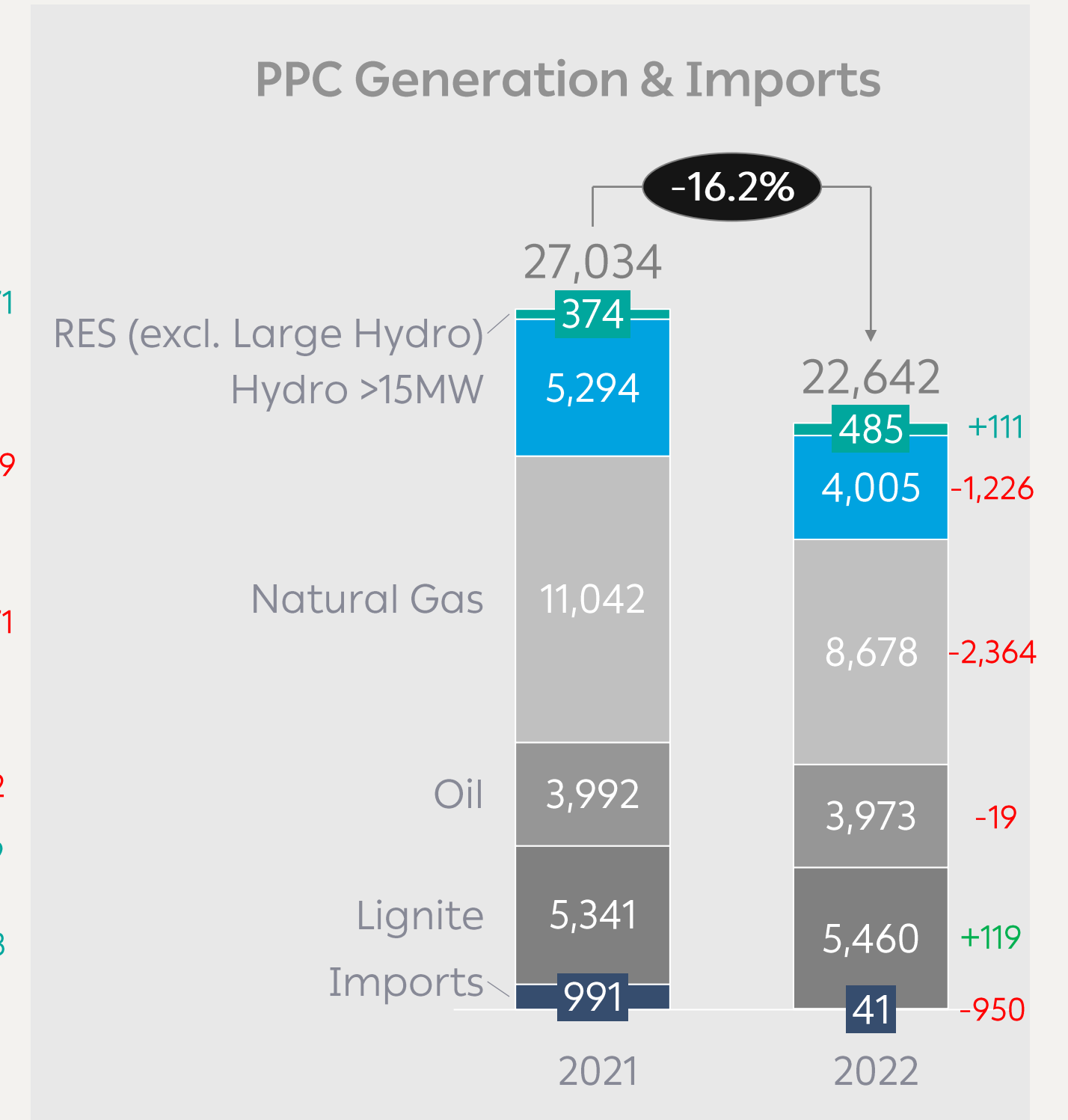


Total Electricity Generation & Imports (GWh)

GREECE



PPC



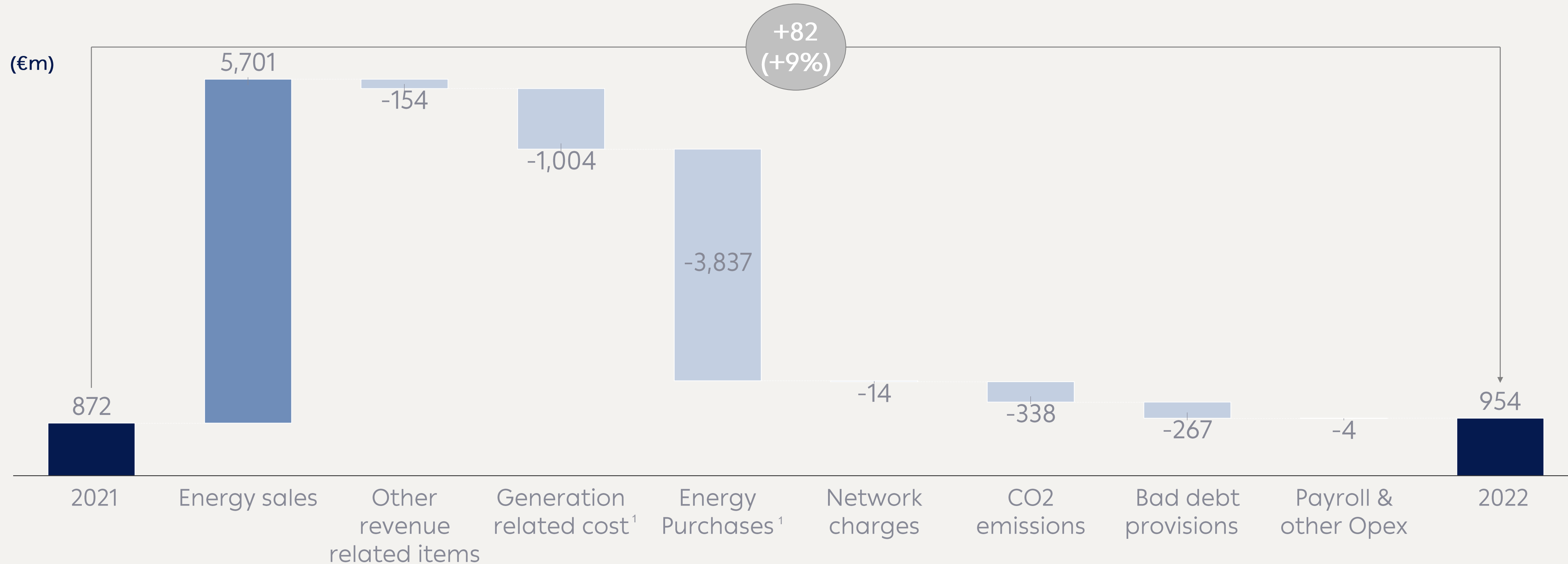
- Total electricity demand decreased by 1.6%
- Domestic demand down by 3% in 2022 driven by a 8.3% reduction in Q4 2022 due to the energy crisis and warmer weather conditions last year

	2021	2022
Domestic Demand (GWh)	57,074	55,389
PPC's average retail market share	64.3%	62.4%
PPC's generation market share	48.8%	43.6%
PPC's generation and imports market share	43.7%	37.2%

1. Domestic Demand is Total Demand minus exports. 2. 2021 data have been revised based on revised figures published by Renewable Energy Sources Operator & Guarantees of Origin (DAPEEP)

Recurring EBITDA evolution

Improved EBITDA performance despite the energy crisis



Major drivers:

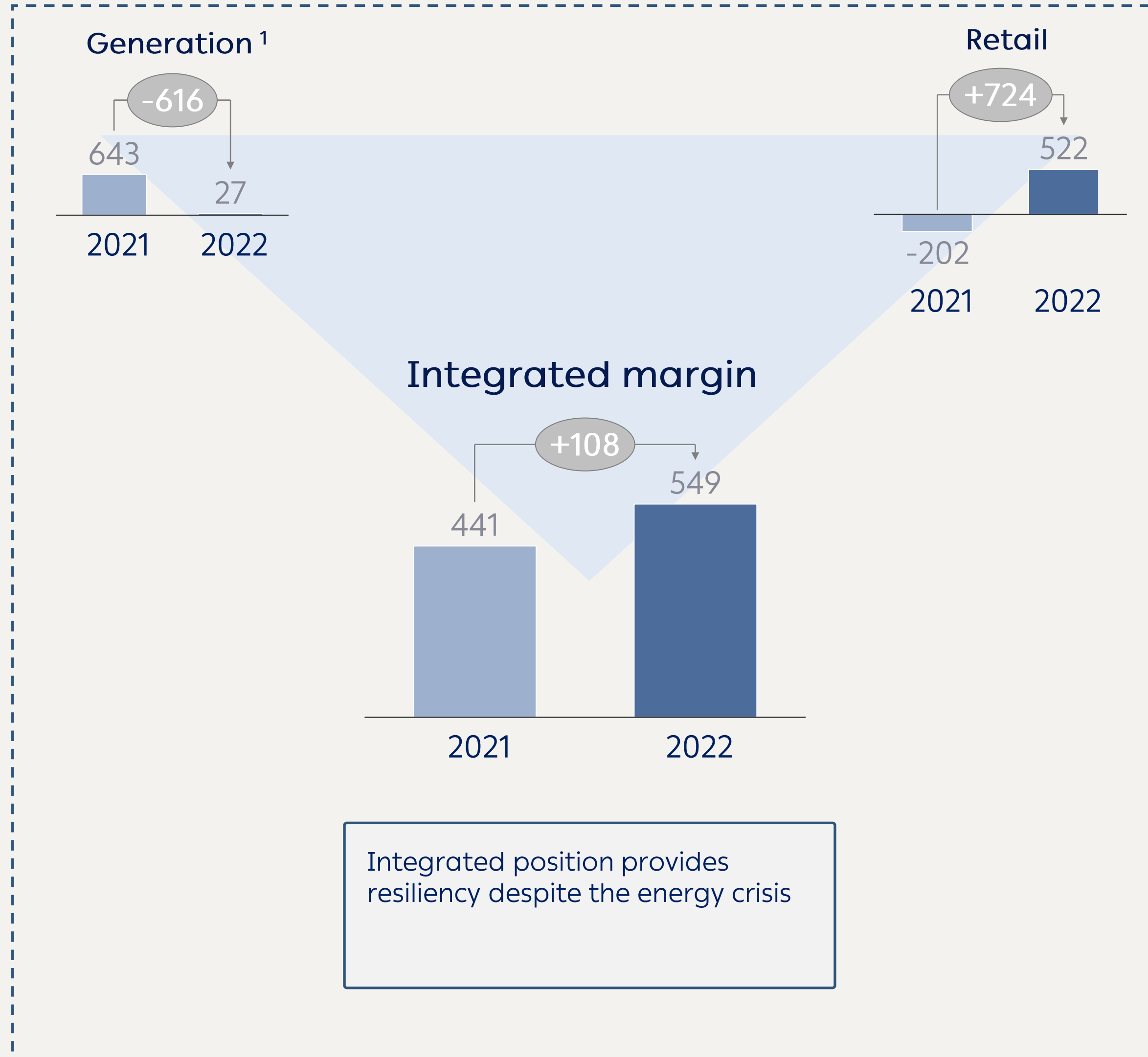
- Higher revenues and respective costs due to higher commodity prices with the peak recorded in Q3 2022
- Negative impact from CO2 emissions expense fully attributed to higher price
- Increase in bad debt provisions compared to the reversal of last year where the initiation of the securitization transactions took place

1. Including hedging impact

Recurring EBITDA per business activity



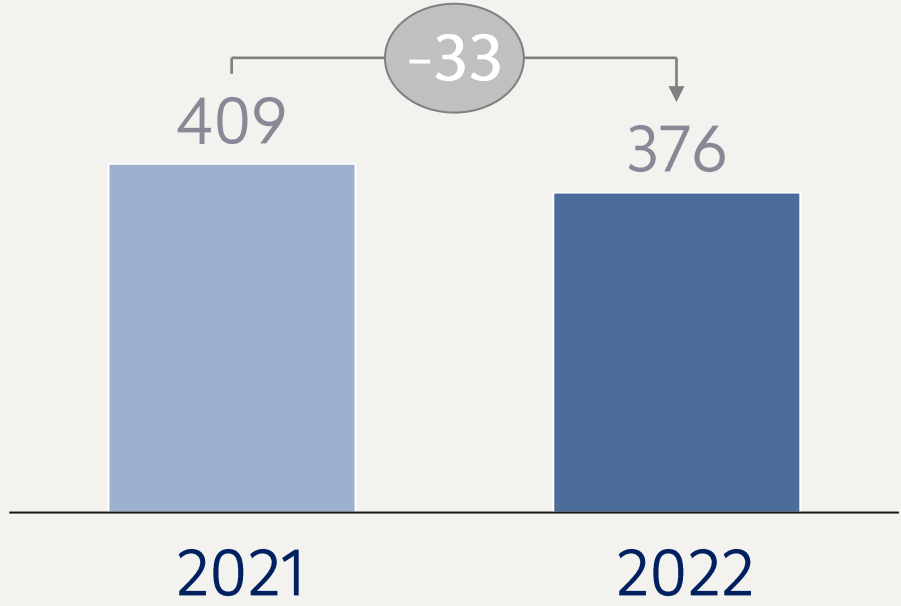
(€m)



Integrated position provides resiliency despite the energy crisis

c. 40% of Group profitability

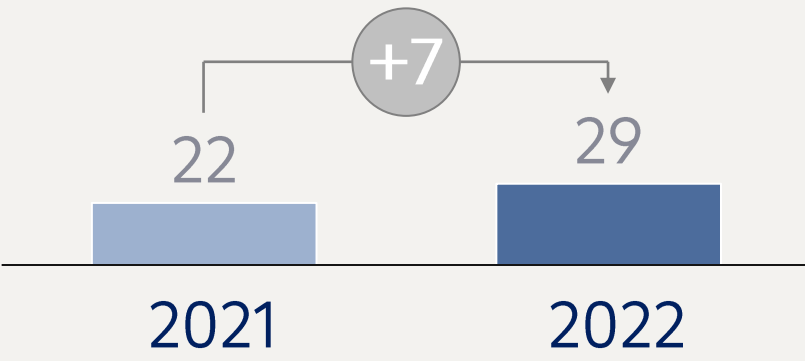
Distribution



Slight reduction in profitability due to lower consumption that is anticipated to be recovered over the next years

Contribution to materially increase from 2023 onwards

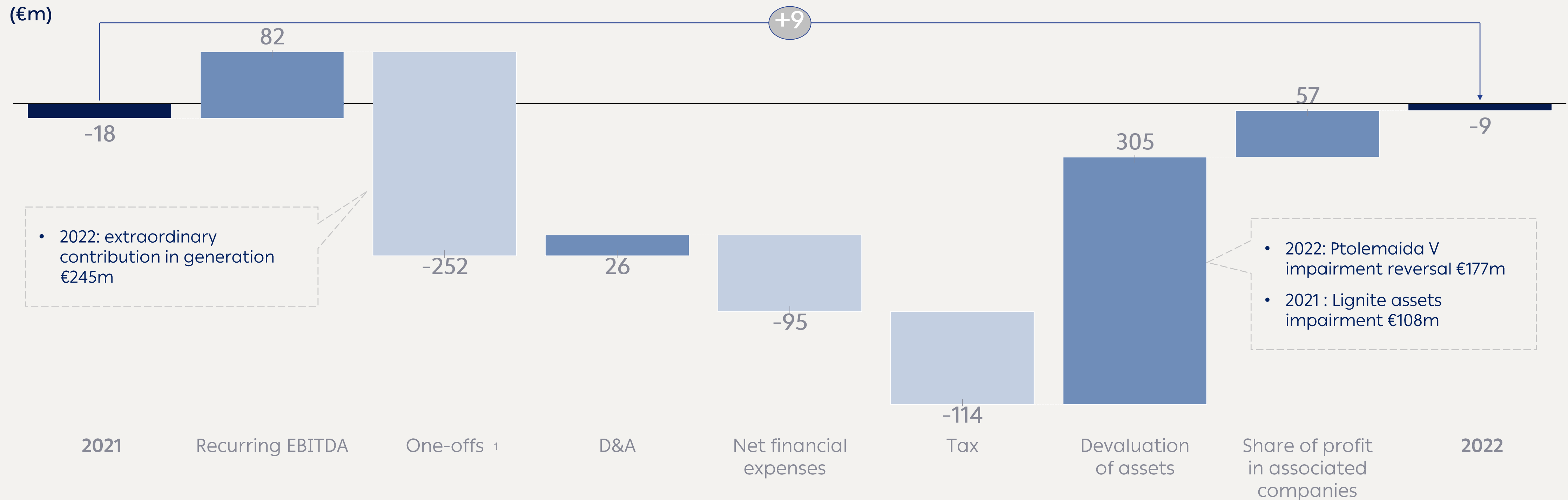
RES (excl. Large Hydro)



Increased profitability due to higher generation output

1. Including Large Hydro

Net Income



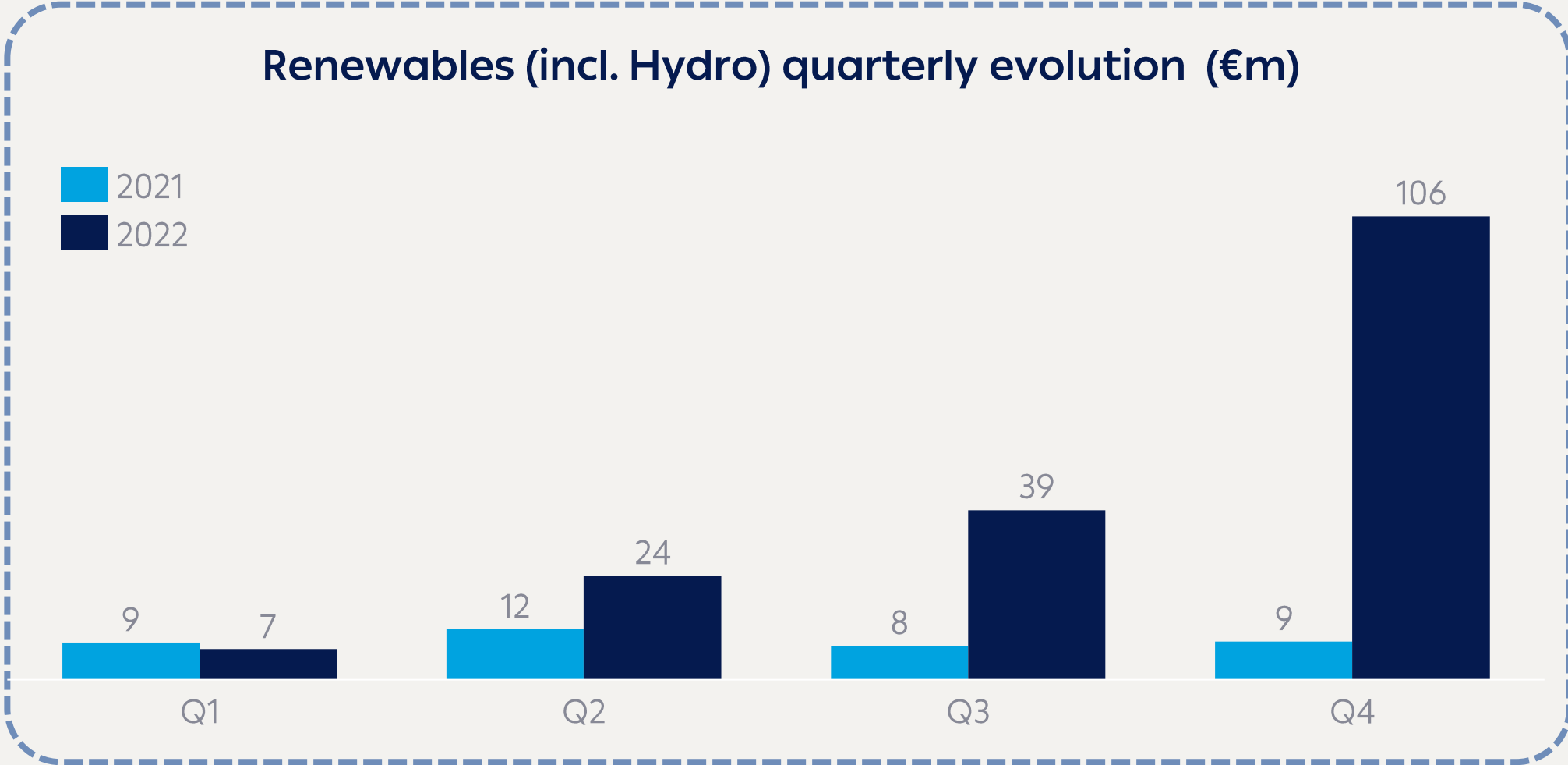
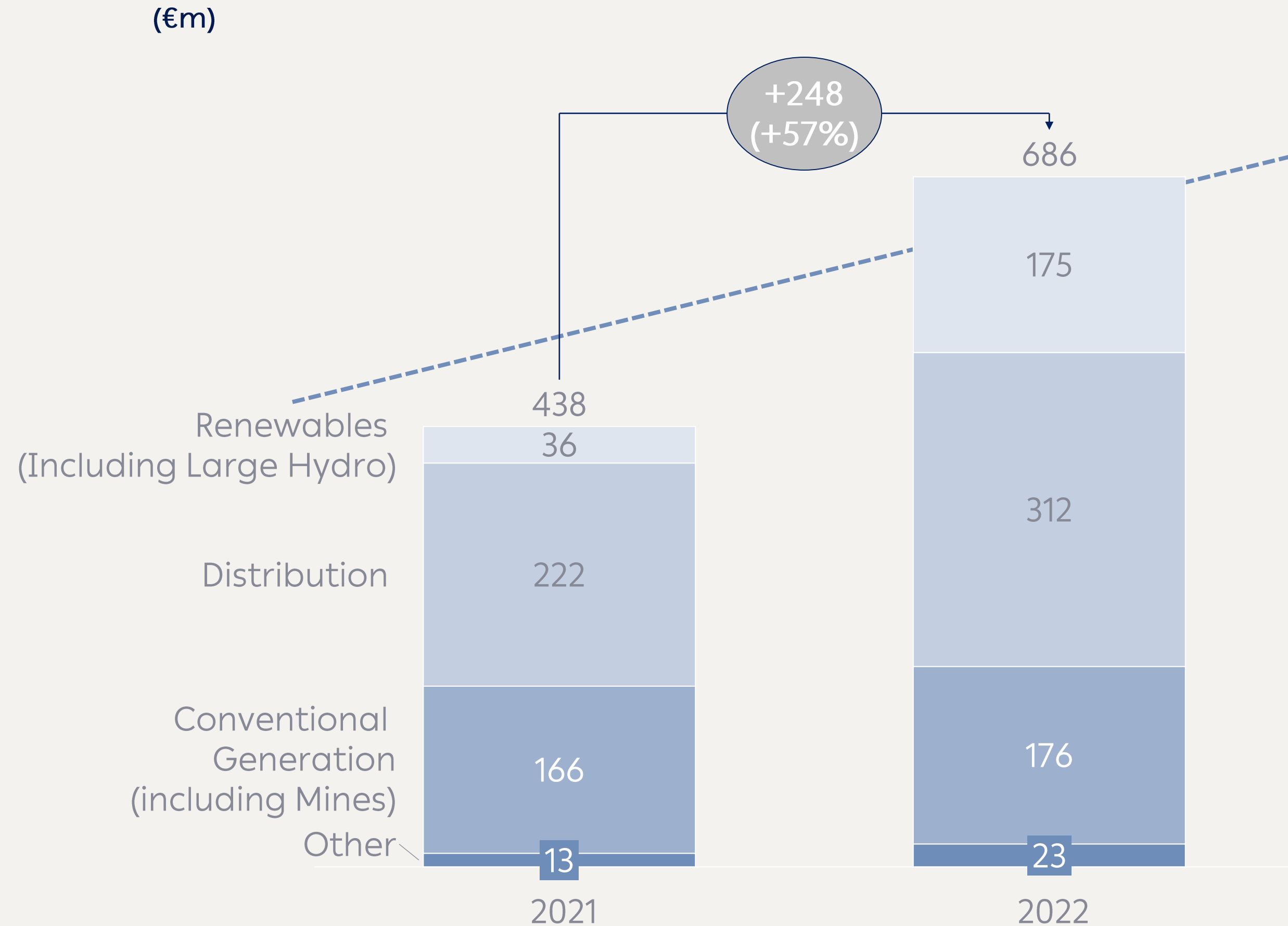
Major drivers:

- Higher impact from one-offs mainly due to the extraordinary contribution imposed on electricity generators for the past
- Net fin. expenses higher mainly due to the full effect of both securitization programs during 2022
- Higher tax delta mainly due to the income tax return for previous years recorded in 2021
- Increased share of profit in associated companies mainly driven by the capital gain from the projects attributed to the JV with RWE and the Volterra RES portfolio acquisition

FY2022: Extraordinary contribution imposed on electricity generators for the period October 2021 – June 2022 with the amount for PPC calculated at € 245.3 m (negative impact), provision for personnel's severance payment of €50.5 m (negative impact) and retroactive charge of €6.6m (negative impact) for special allowances from the implementation of the Collective Labour Agreement for the period 2021-2024. FY2021: €34.6 m expense for the retroactive charge for special allowances from the implementation of the Collective Labour Agreement for the period 2021-2024 (negative impact) and provision for personnel's severance payment of €16.1 m (negative impact).

Capex

Further acceleration of RES and Distribution capex

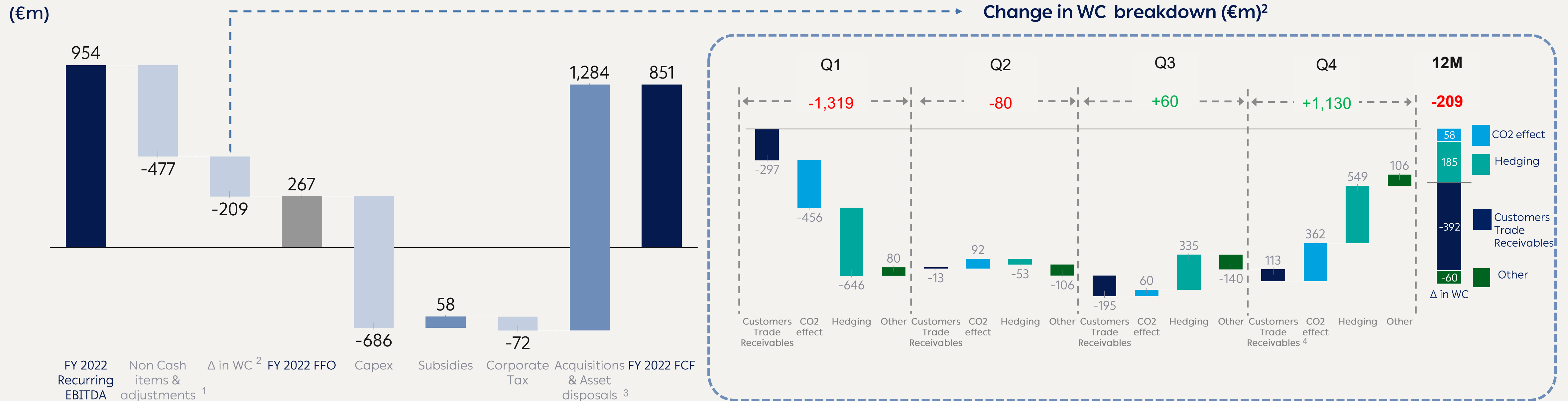


- Renewables**
 - Further increase of capex rate in Q4
 - Additional acceleration expected in the next quarters
- Distribution**
 - Significant increase of capex for the modernization of the network
- Conventional Generation**
 - Increased capex for Ptolemais V unit, concluding the investment

Free Cash Flow bridge



Working Capital strongly positive in Q4 practically reversing the negative performance in Q1



Positive FCF mainly impacted by:

- Positive FFO deriving by strong WC performance in Q4 2022 and significant operational profitability despite one off (extraordinary contribution) and non cash adjustments
- Increased capex driven by the anticipated ramp-up in RES and Distribution
- Inflow from the HEDNO stake sale

- WC at -€0.2bn with a strongly positive Q4 performance, due to:
 - Hedging positions maturing within Q4
 - Neutral effect from CO2 emission rights
 - Customers Trade Receivables gradually improving

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. 2. WC includes Customer contributions for their connection to the Distribution network. 3. Including proceeds from the HEDNO stake sale and acquisitions. 4. Includes the clearance from Greek State receivables.

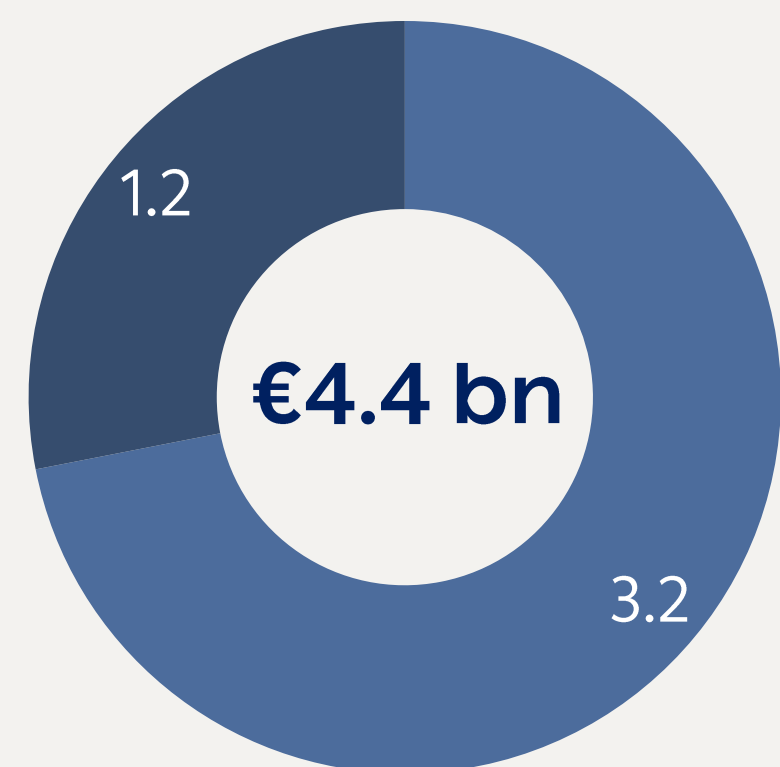
Liquidity position and debt breakdown

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

(€m)

Liquidity position

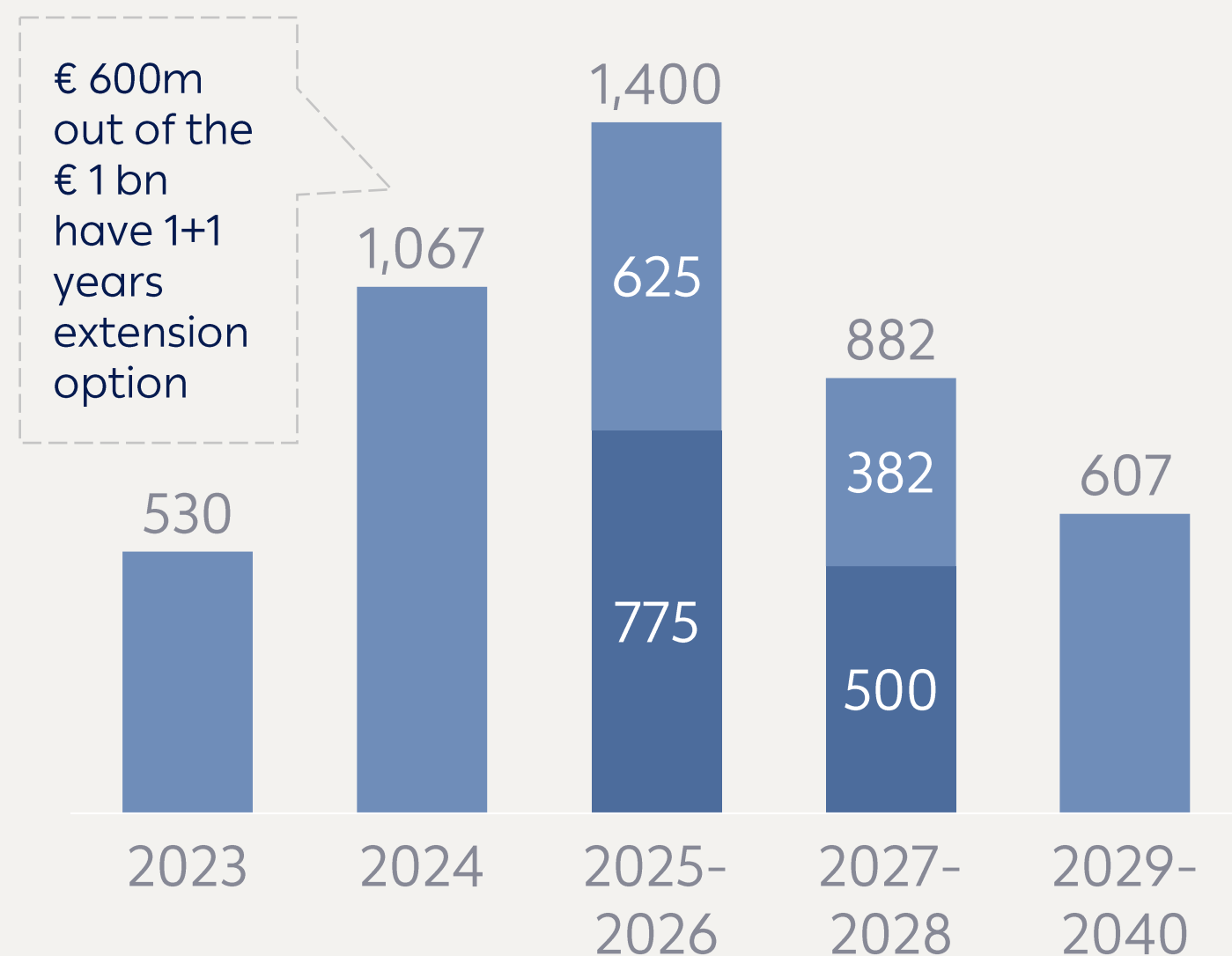
High cash reserves & available credit lines



■ Cash ■ Available credit lines

Long Term debt maturity profile¹

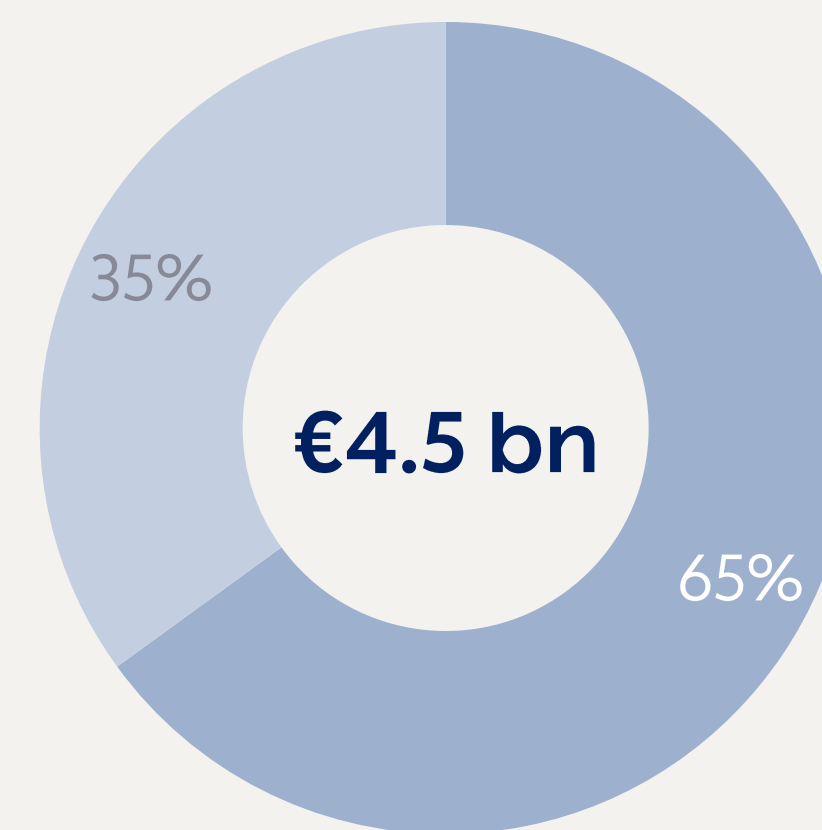
No major contractual repayments in the next 2 years with the below extension option exercised



■ Bank Loans & Other (including Bond Loans with Greek Banks)
■ Sustainability Linked Bonds

Long Term debt – Analysis¹

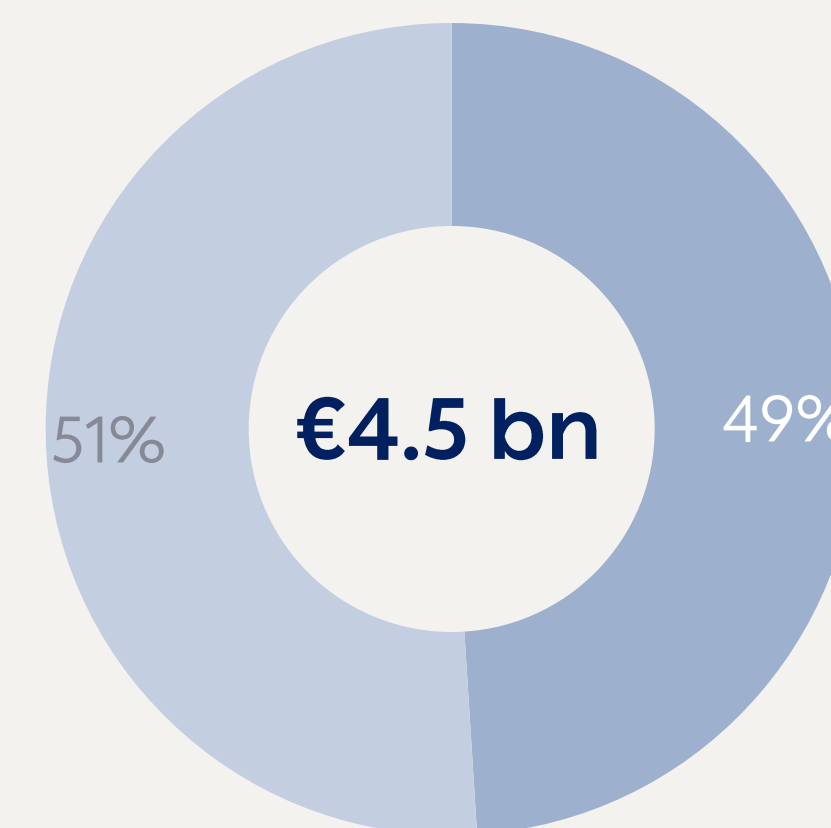
Approximately 65% of debt under fixed rates



■ Fixed ■ Floating

ESG Financing

49% ESG financing

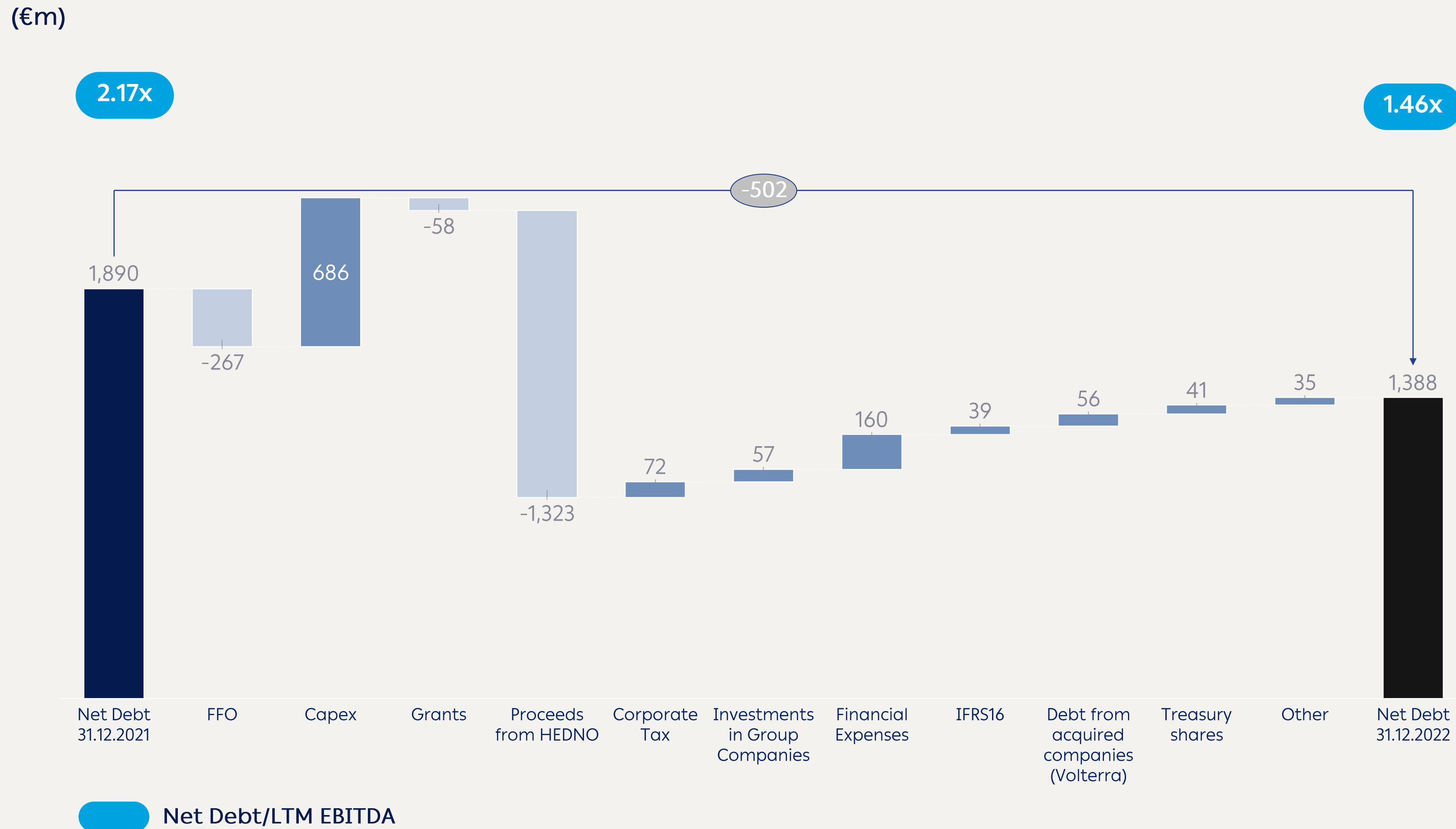


■ ESG
■ Other

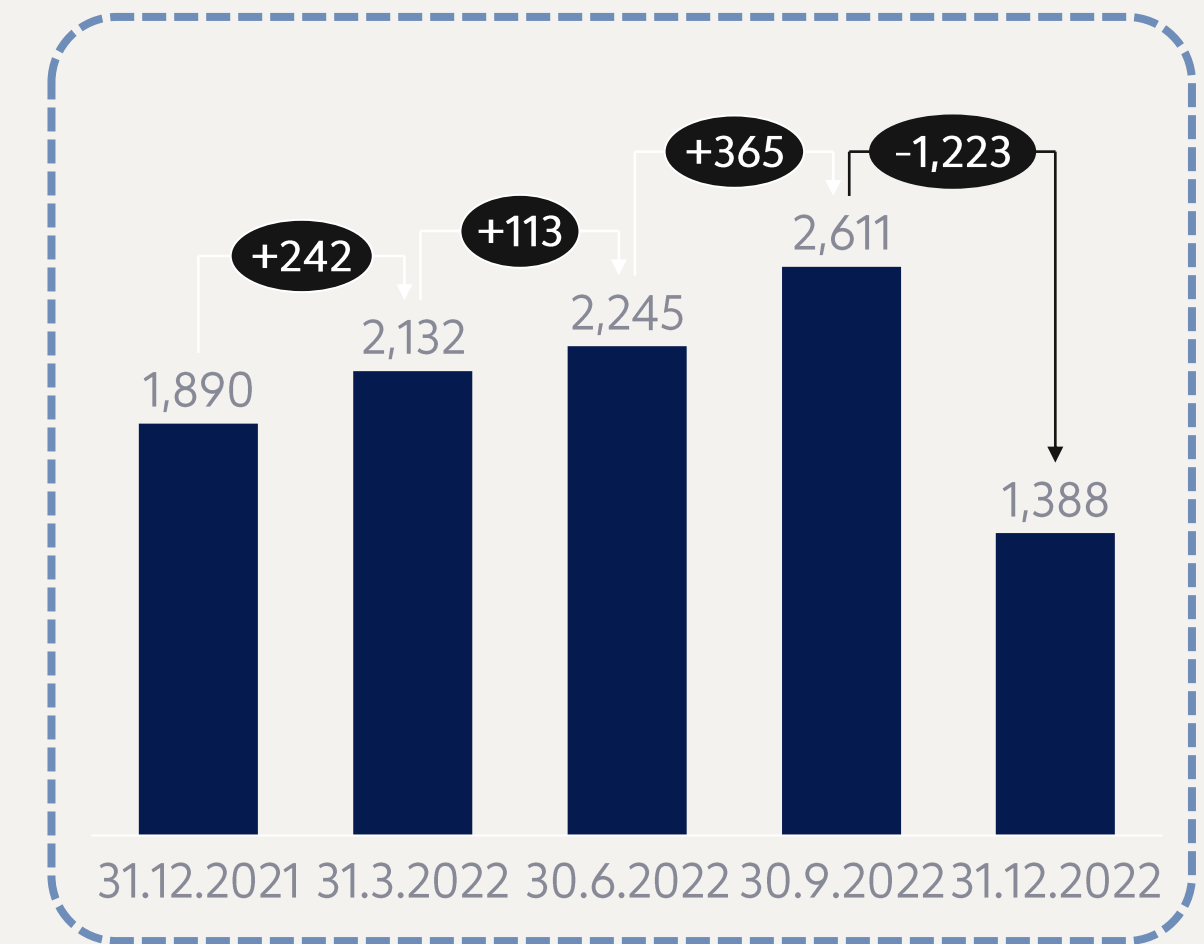
1. Excluding overdrafts and short-term financings of € 108 m

Net Debt Evolution

Significant net debt reduction in Q4 reversing the increase in Q1



Net debt evolution in 2022 (€m)



- Net debt reduction by €502 m due to reversal of negative WC seen in Q122 and HEDNO stake sale
- Net Debt/EBITDA reduction at 1.46x boosted from €1.3bn proceeds from HEDNO stake sale
- 3.5x Net Debt/EBITDA ceiling remains

Presenter

Georgios
Stassis
Chairman & CEO

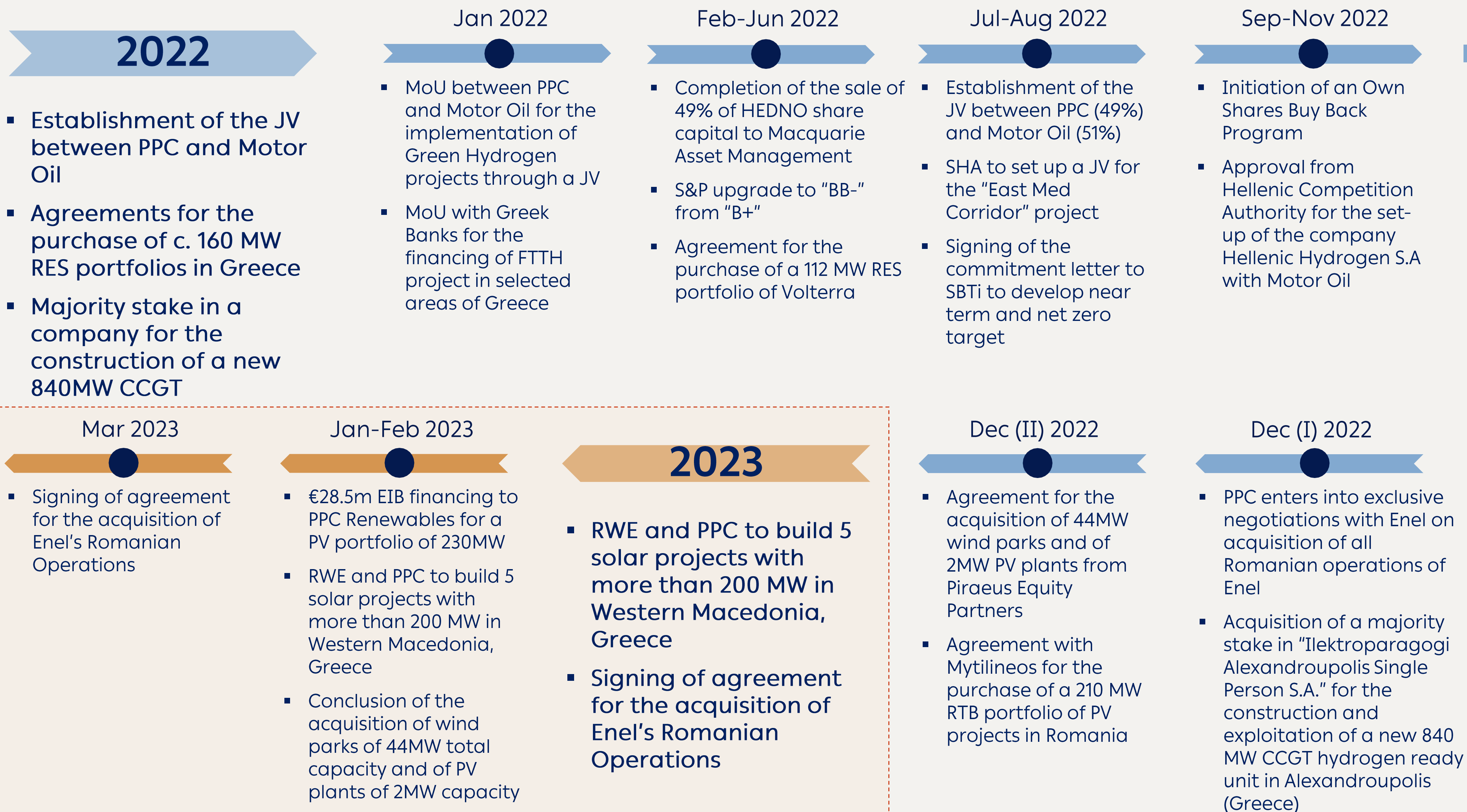


2. Overview of Major developments & Outlook



Key Developments in 2022 up to date

A year of milestones for PPC



Generation

Utilization of the full range of fuels in the energy crisis – Fully committed to our own “Green Deal”



Energy mix

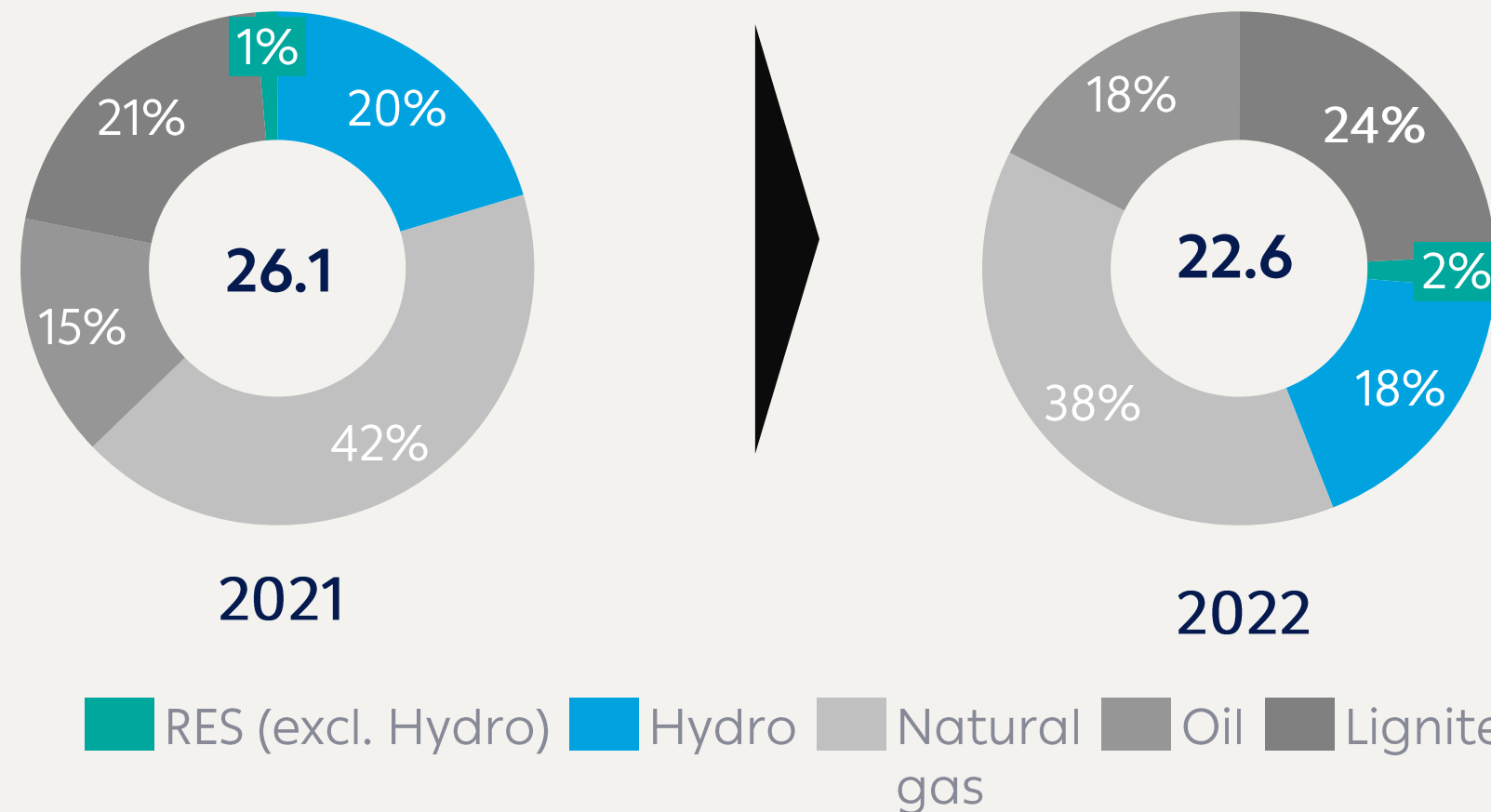
- 1 Lower generation driven by lower volumes from natural gas and hydro
- 2 Hydro generation close to historical average with good level of hydro reservoirs
- 3 CO2 emissions reduction to 14.9 mn tn (-6%)
- 4 Slight increase of emission intensity due to higher share of lignite on reduced generation

Sustainability- Linked Bond (SLB)

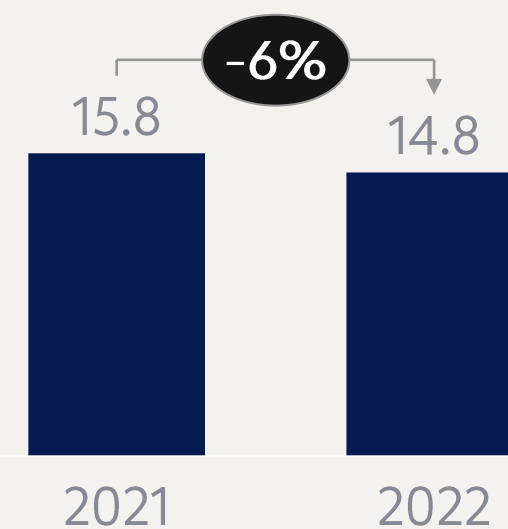
- €775m due in 2026; KPI on CO₂ emissions reduction
- 36% reduction vs 40% target (base year 2019) due to temporary increase of lignite fired generation
- “S” over “E” in the context of the overall ESG strategy and on the back of the war in Ukraine
- Significant reduction despite missing the target
- Step up of 50bps from next coupon date (2.10.2023)
- Fully committed to our strategic goal to exit from lignite and increase our RES capacity

Key metrics

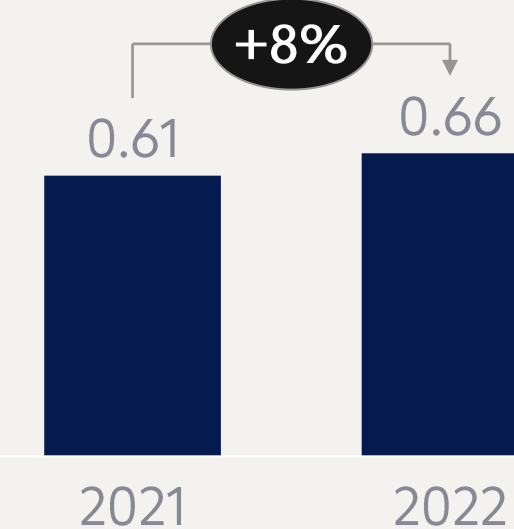
Generation (TWh)



CO₂ (m tons) ¹



CO₂ emission intensity (tons CO₂/MWh) ²



Going forward

- Participation of lignite fired generation is expected to gradually increase in the next short- term period due to energy crisis
- New lignite unit Ptolemais V (660MW) in operational testing period since Nov. 2022 - Commercial operation is expected in Q3 2023
- No change in strategic decision to exit from lignite; potential delay of 1-2 years for the phasing out of existing units
- Increased output from RES (exc. Large Hydro) – further increase going forward along with the deployment of new capacity

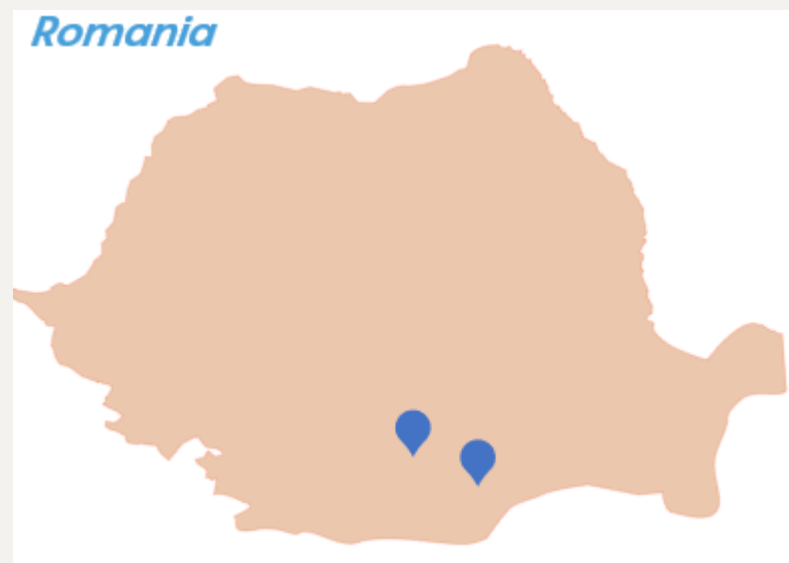
1. CO₂ emissions from electricity generation (Scope 1). CO₂ emissions as defined in the SLB framework stood at 14.9 m tonnes since they also include the emissions of c. 0.05 m tonnes from thermal generation units which do not participate in the ETS. SLB target provided for 13.9 m tons; coupon step up of 50bps from next coupon date. CO₂ emissions data for 2022 are preliminary, pending verification till end of March 2023. 2. Emissions divided by total electricity generation.

Renewables

Progress since Dec 2022 - Key highlights/Transactions



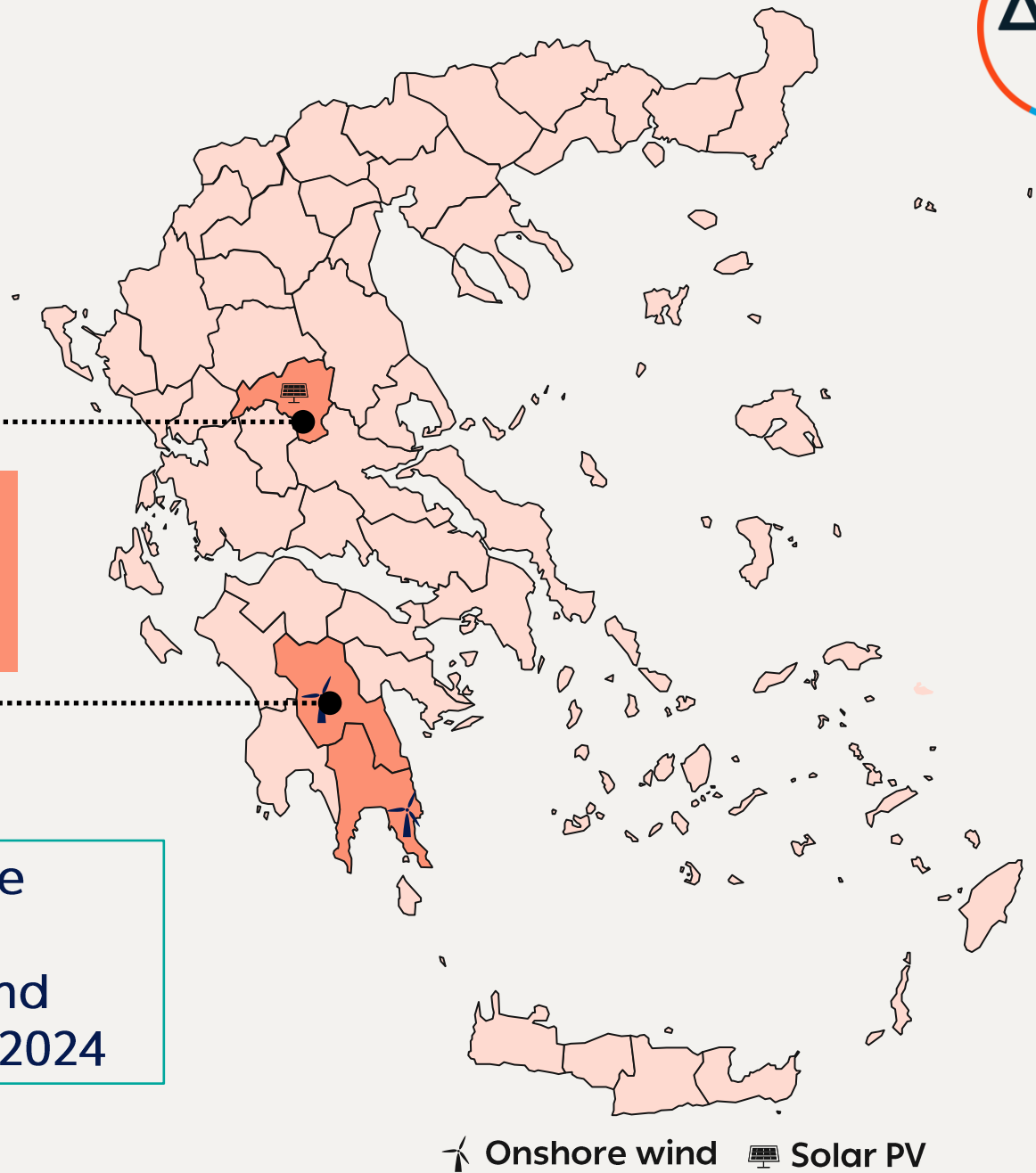
PPC Renewables purchased a renewable energy assets portfolio in operation from Piraeus Equity Partners with a total capacity of 46MW, Wind Parks with an installed capacity of 43.8MW located in the Peloponnese Region and a 2MW PV Plant in Thessaly



PPC Renewables has signed an in-principle agreement with MYTILINEOS for the development, construction and purchase of a solar power portfolio of about 210MW located in Romania. The portfolio consists of two PV Plants of 130MW and 80MW respectively, which are expected to be in commercial operation during 2024

KPM Energy SA
 • Location: Thessalia Region
 • Installations: PV park
 • Capacity: 2.0MW
 • Status: in Operation

Aioliki Beleheri SA
 • Location: Peloponnese Region
 • Installations: 2 wind parks
 • Capacity: 43.8MW
 • Status: in Operation



Tender of 550MW PV in Ptolemaida - BoS

Commencement of Construction

M&A



Constructions completed



Q4 2022

Q1 2023

Q2 2023

Today

Renewables

Further progress on RES roll-out plan – ~ 600 MW operating/completed projects

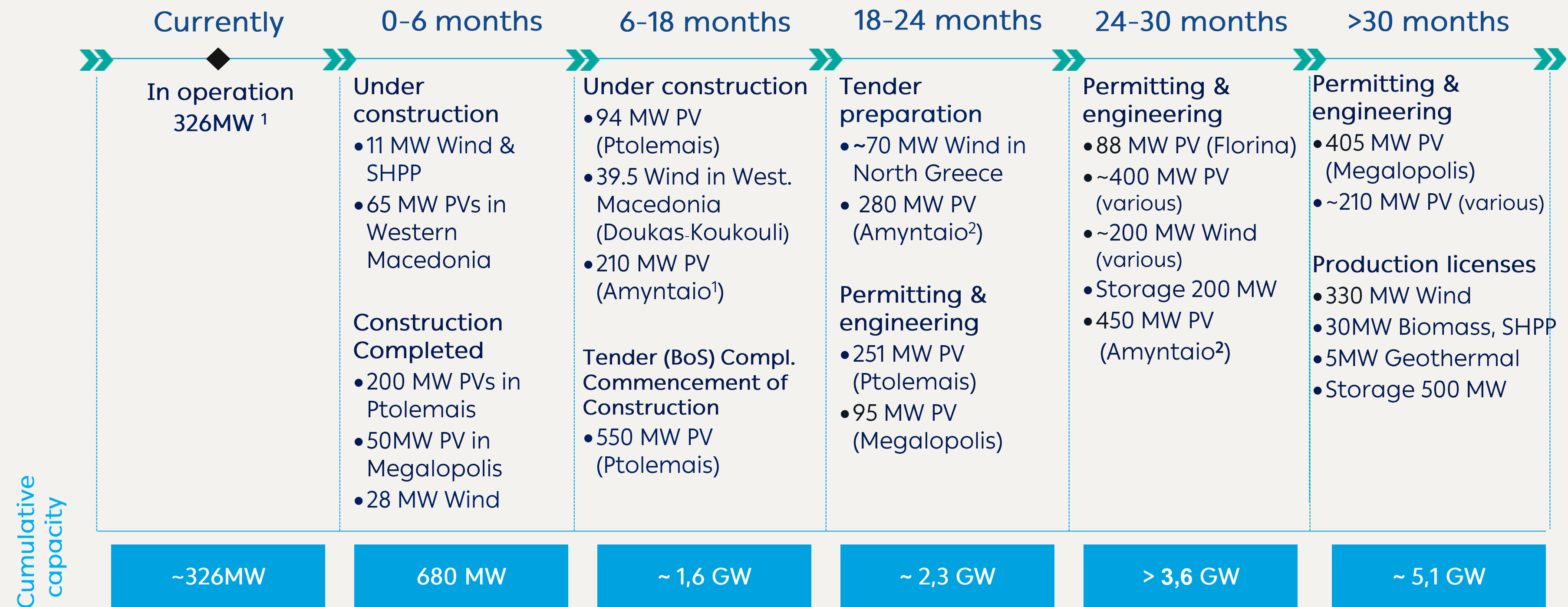


Progress since Dec 2022

- + 46MW in operation from M&A activity
- + 278MW Constr. Completed
- + 550MW tender (BoS) completed
- + 742MW awaiting environmental terms

Status update

- ~ 420MW under construction
- > 4GW practically secured



Licensing status of the new pipeline ¹

License type	WP	PV	SHPP	Storage	BIO	GEO	Floating PV	Total
Production permits				8				8
awaiting environmental terms	20	700		950			44	1,714
secured environ. & awaiting grid con. terms	72.5	1,710		93	25			1,900
granted binding grid connection terms	39.5	2,238	15					2,293
Total	132	4,648	15	1.043	25	8	44	5,915

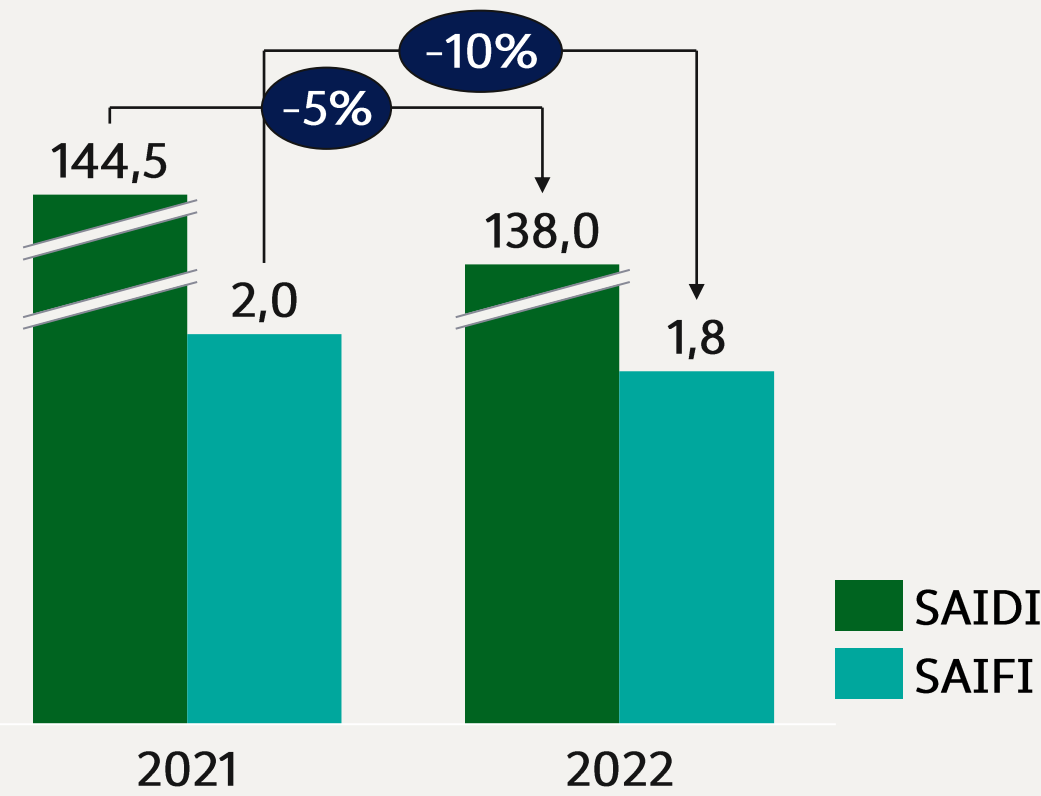
Capacity under construction (MW)

Region	WP	PV	SHPP
Ptolemais		159	
Amyntaio		210	
Doukas-Koukouli (Volterra)	39.5		
West. Macedonia			
Various Regions	6		5
Total	45.5	369	5

Reference Date: 31.03.2023. 1. Includes projects in which PPC Renewables holds minority stake. 2. Amyntaio projects (940MW) in collaboration with RWE (Includes RWE 51% participation).

Distribution

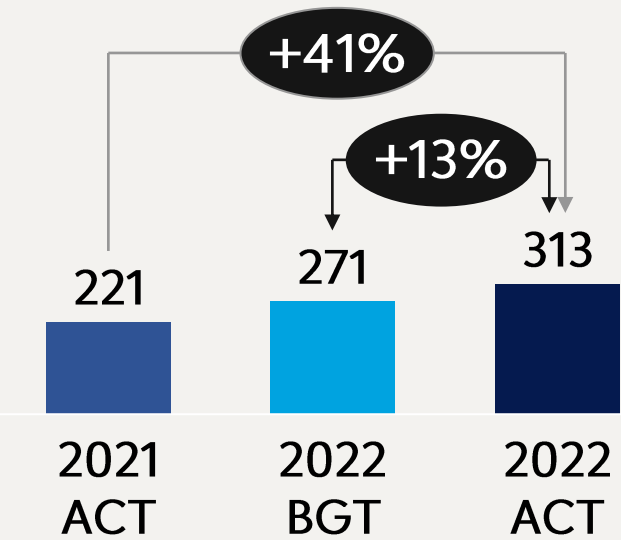
Improving Performance in Key indicators - Increasing capex to strengthen network resilience and financials



Key Operational Indices

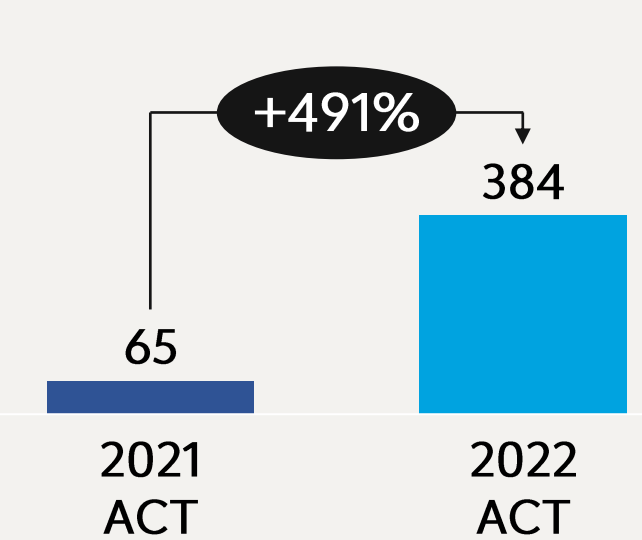
- SAIFI improved by 10%
- 5% improvement in SAIDI
- As the Distribution Network emerges from a sequence of extreme adverse weather phenomena the expected improvement in the performance indicators is evident and is attributed to the investments as well as the acceleration of digital adoption.

Capex (€m)



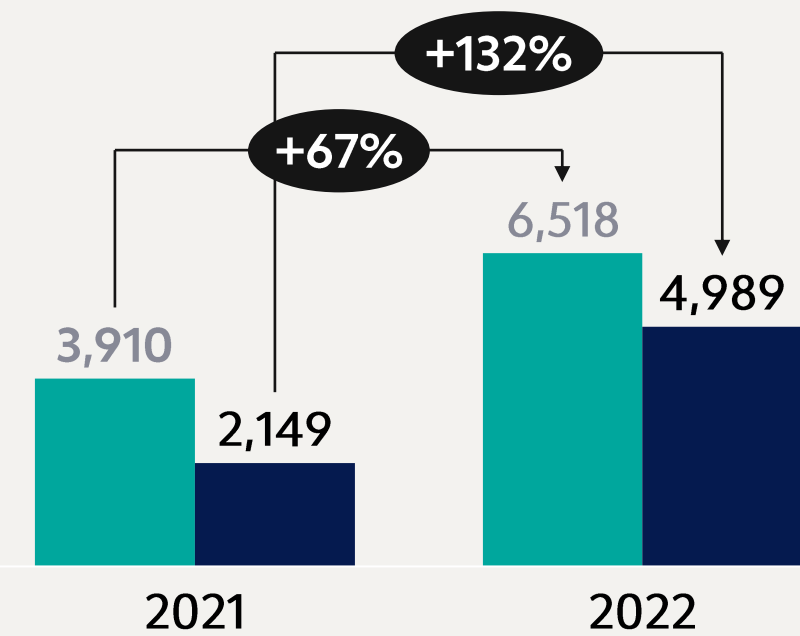
41% growth y-o-y, exceeding budget figures by 13%

New Hirings



New hirings increase to address natural attrition, secure knowledge transfer & Capex plan

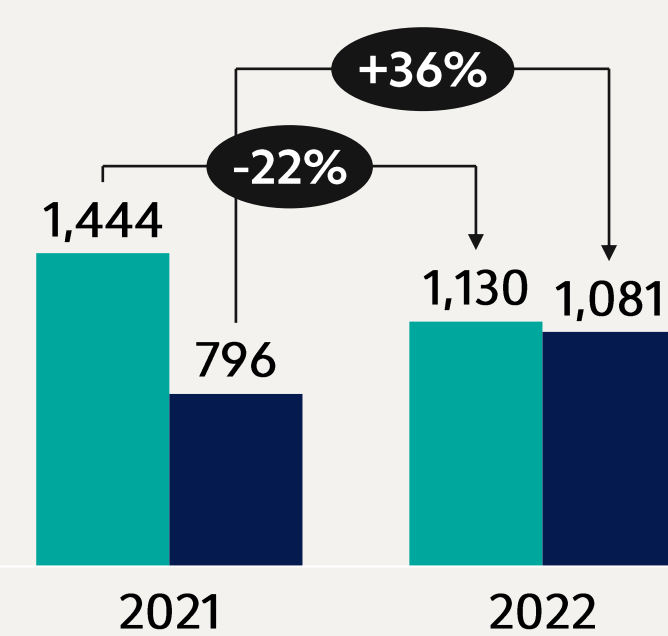
RES Integration ¹ in the Grid (units)



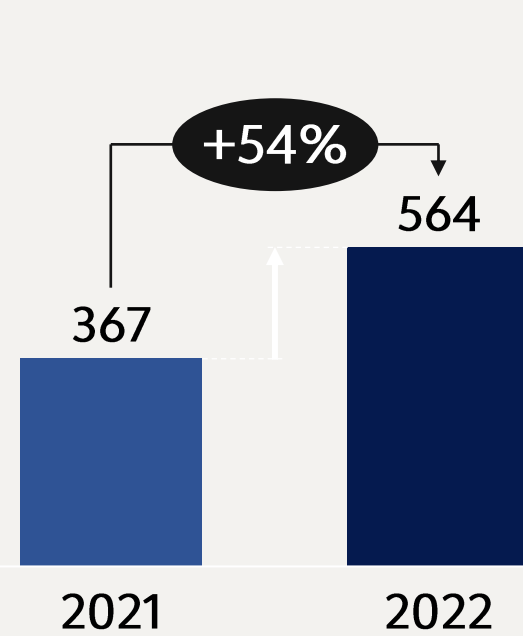
■ Signed Agreements ■ Activation of RES stations

- 132% more RES stations have been integrated compared to the same period of 2021, which translates to 36% more capacity (MW).
- 67% more agreements have been signed in the same period

RES Integration* in the Grid (MW)

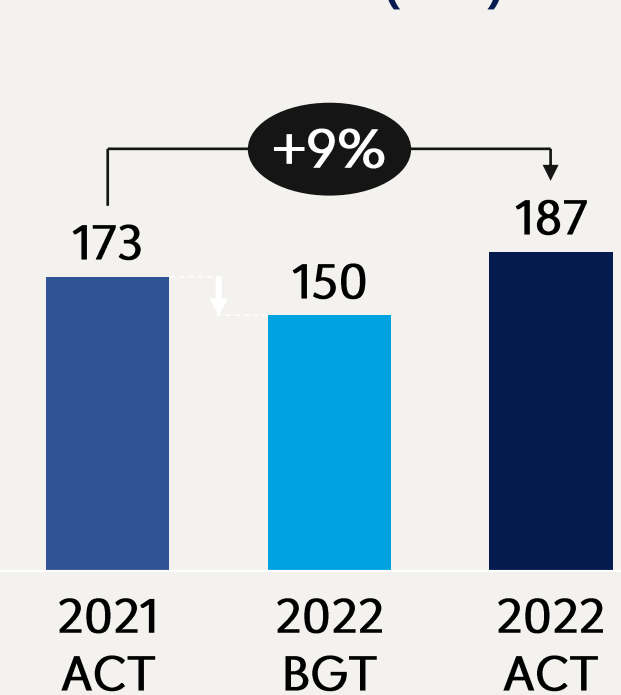


Additions in underground network (km)



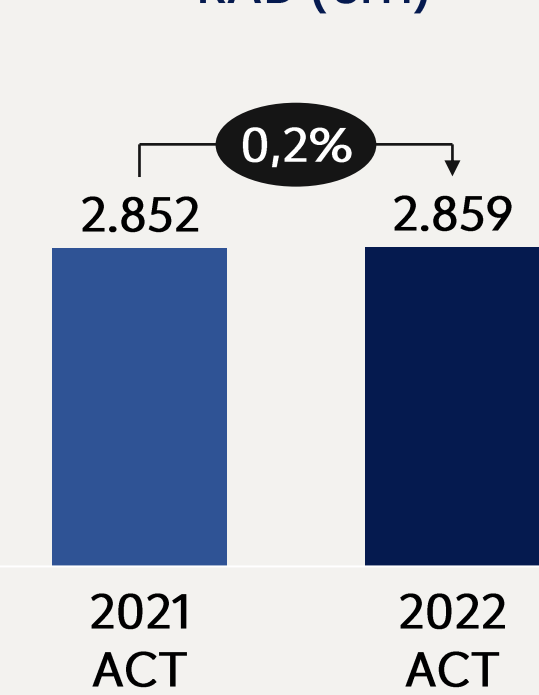
54% acceleration in new underground network construction in FY2022 to secure vulnerable areas

Cash (€m)



9% higher Cash position despite the increase in Capex plan

RAB (€m)



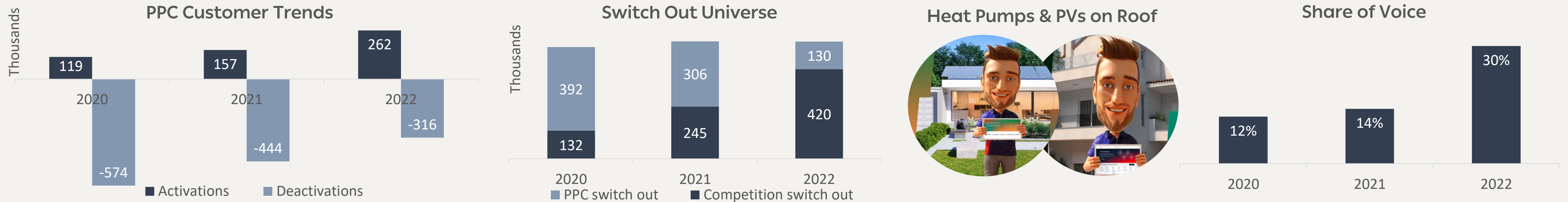
RAB stable at ~€ 2.9b

Retail

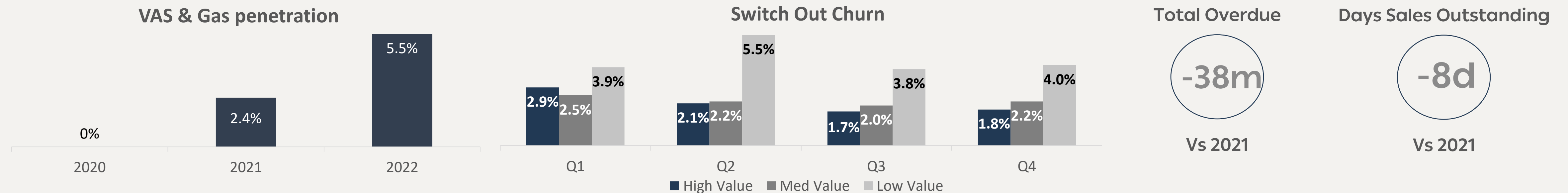


Improvement of value and customer experience with positive customer feedback despite the energy crisis

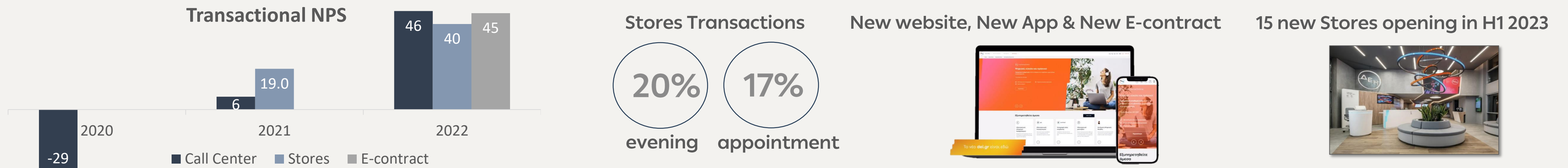
Market performance on a steadily improving trend driven by multi-channel sales strategy and effective CRM actions adopted. Significant commercial activity with the launch of our consulting platform, end to end solutions for Heat Pumps & PVs on roof, supported by increasingly improving SoV, communicating increased value, improved customer experience, stability & sustainability.



Relentless value management, controlling High Value churn, increasing VAS adoption and effectively managing debt in a time of energy crisis.



Continuous improvement of Customer Experience across all channels. Focus on improved availability, process simplicity and empathy towards customers. Fully revamped digital presence within 2022 and a Stores renovation roll-out mechanism currently delivering our new look and operating model across the country.



E-mobility / Telecommunications / East Med Corridor System

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



EV public Charging Points (CP) evolution

1,200+ public CPs active end of 2022 (more than double vs. LY)



+2,000 CPs over the next 2 years



2030 Obj: ~10k



- Public CPs more than doubled vs. LY to exceed 1,200 CPs across Greece.
- Introduced fastest HPDC (300kW DC) Public EV Chargers in Greece, on top of AC, DC, private Chargers.
- Signed-off 2,000+ Public CPs pipeline.
- Awarded 1st Municipality Tender & penetrated new channels & Top Retailers.
- Acquisition of Carge e-Mobility start-up to introduce customer-centric e-MSP platform in August 2022. Additionally we are roaming operator in 4 EU countries



Project

Status

Targets



- Construction and operation of a Fiber To The Home Network in selected areas of Greece
- Pilot project completion in Peristeri, 15k Households passed, reached December 2022.
- Construction on the field of 2023 scope is commencing April 2023.
- 2023 Plan, 13 municipalities in Attica:
 - ~200k - 400k Households passed by end of 2023
- 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
- Construction to commence in 2023 - Indicative financing terms under the form of PF in the final stage with financial institutions

Other business developments



Green Hydrogen & Storage

- Set up of a JV with Motor Oil, named "Hellenic Hydrogen S.A." (in early 2023)
- Development of **green hydrogen production and storage** projects in Greece
- The goal is to facilitate Greece's and PPC's energy transition to Net Zero

New CCGT unit

- Acquisition of a **majority stake (51%)** in a JV with DEPA Commercial (29%) and Damco Energy (20%),
- Construction of a hydrogen ready **840MW CCGT** in Alexandroupolis, N. Greece
- Connection to the FSRU of Alexandroupolis
- Very close to the Greek-Bulgarian pipe gas IGB,

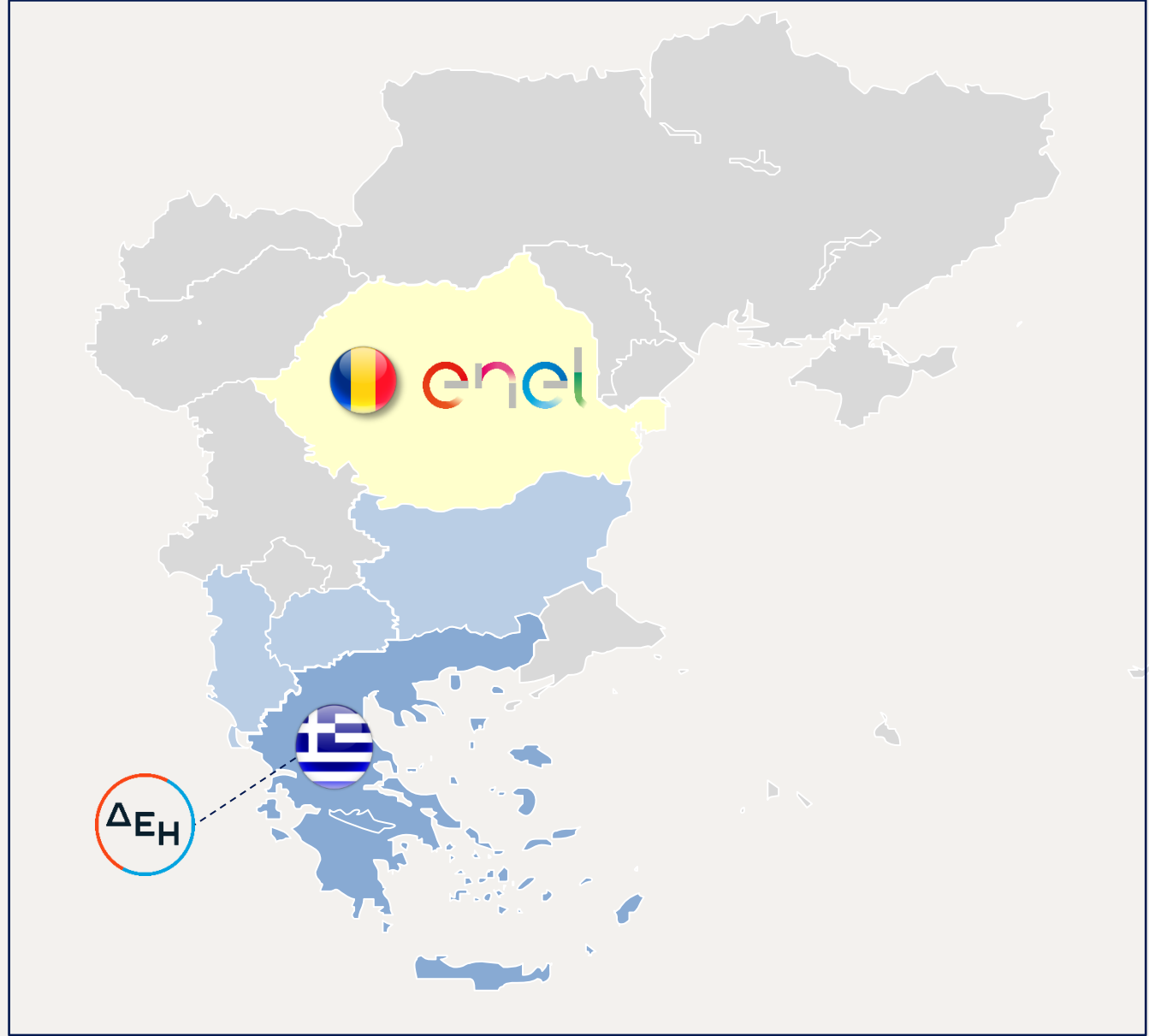
Former lignite mines

- **Transfer of part of former lignite mines** to the Hellenic Republic is underway
- **Hellenic Republic to cover the cost of restoration works** in these lands
- Fair value of these lands at €162m based on independent valuator report
- EGM on 30.3.2023 to decide on the demerger of this business sector to a separate subsidiary ("Metalignitiki S.A.")

PPC Acquisition of Enel Romania activities



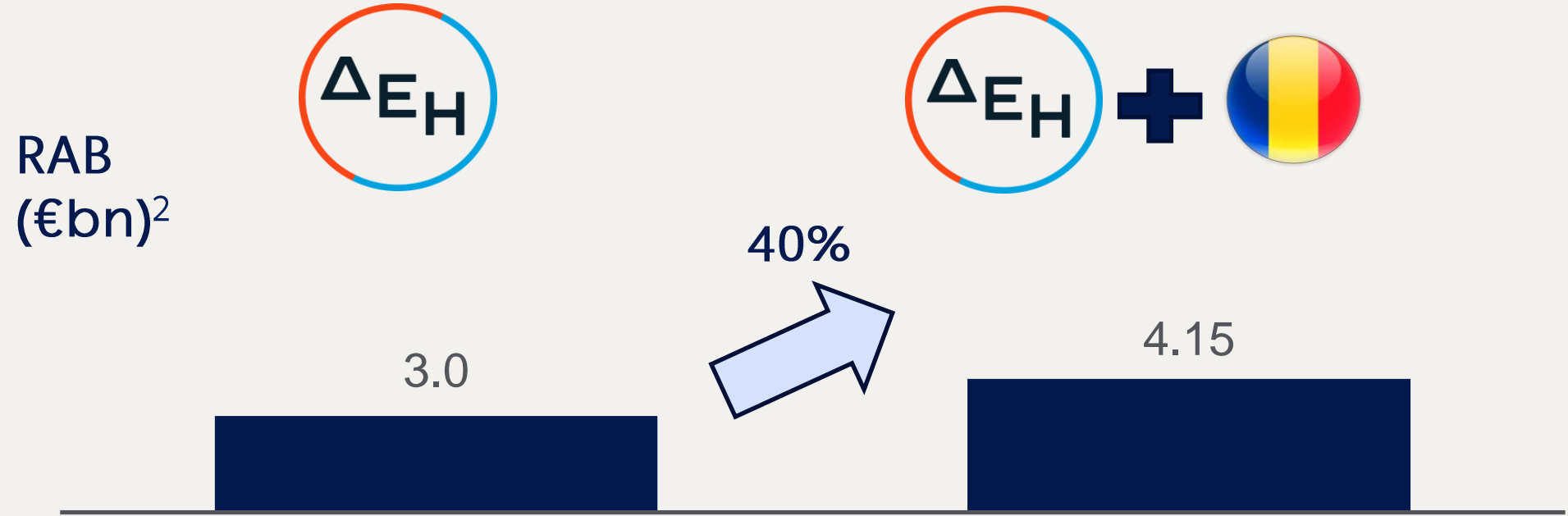
Key Highlights



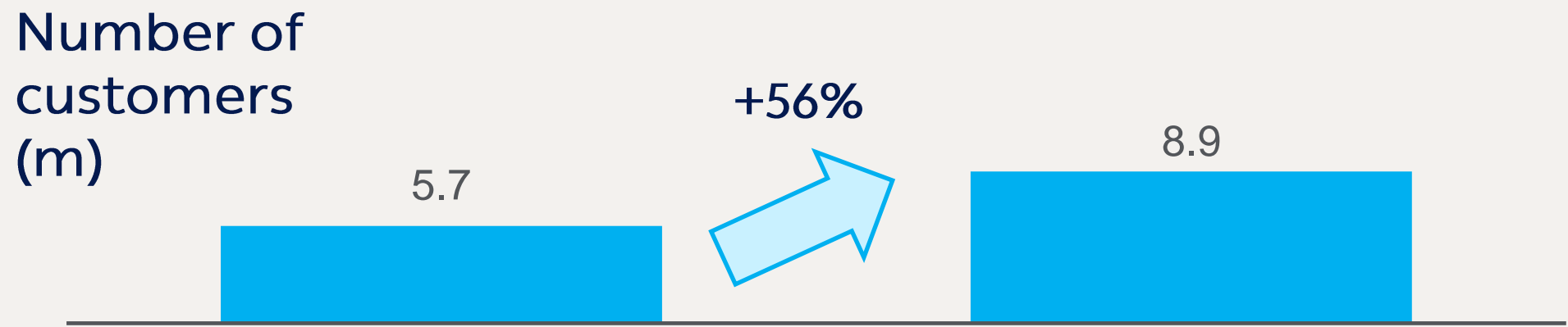
- 1 Building a Leading South-East European Clean Utility
- 2 A transformational transaction for PPC, fully aligned with its regional power / renewables transition strategy
- 3 Enterprise value of €1.9bn¹ and equity consideration of €1.260bn
- 4 Transaction to close by Q3 2023 with committed financing in place

Meaningful Immediate Impact Across PPC's Operating Segments

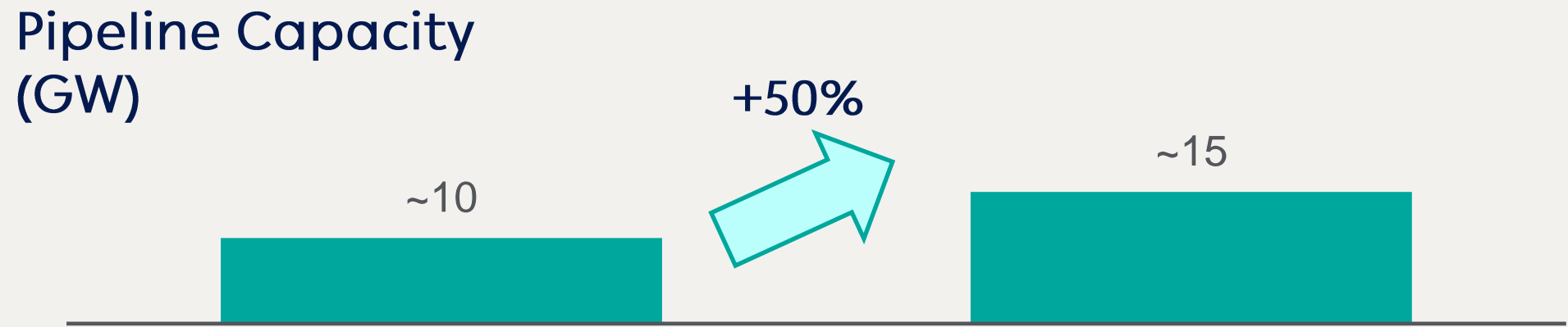
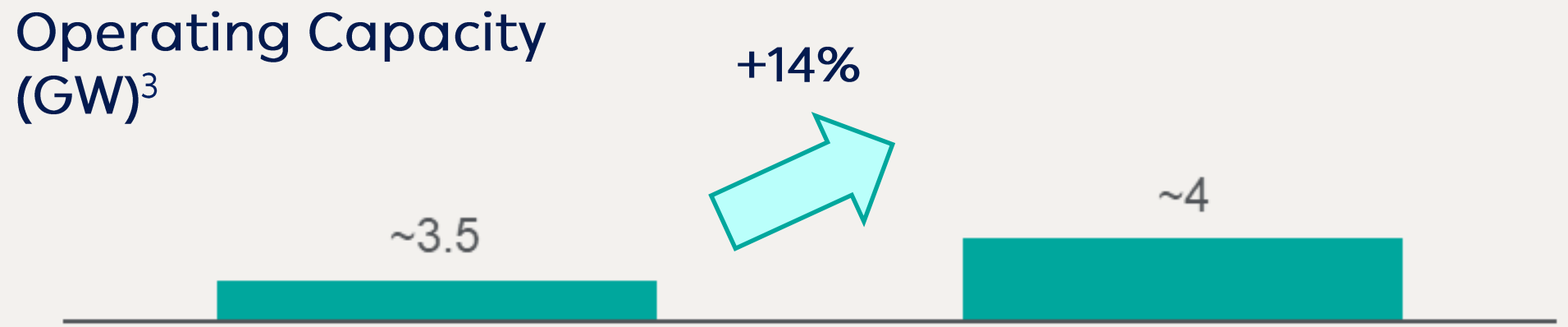
Distribution



Supply



Renewables



Company Public Information. Notes: Any EUR valuation output converted as of spot FX rate of 0.20. Figures 2022E unless stated otherwise. ¹ Includes ~€0.3bn of firm value adjustments and ~€0.35bn of minority interest. ² Includes c.€250m recoverable network losses. ³ Includes Wind, solar and large Hydro

Concluding remarks



Financials

€954 m Recurring EBITDA exceeding guidance

Resilient EBITDA in the last 3 years

Significant net debt reduction in Q4 2022 and high liquidity position

Strongly positive WC in Q4 2022

Operational

Increased RES and Distribution capex

Further progress in RES pipeline and selective M&A activity

36% reduction of CO₂ emissions vs 2019 – Committed to exit lignite despite short term increase

Retail Transformation is progressing despite the global energy crisis

Key equity highlights

Vertical integration continues to provide resilience

~ 600MW RES operating/completed projects

> 80% of our RES target for 2026 already secured

Fastest growing RES platform in Greece !!

Other developments going forward

2023E recurring EBITDA at € 1.1 bn

Enel Romania acquisition closing by Q3 2023

Strategy update in CMD post Romania transaction closing

Building a Leading South-East European Clean Utility

Glossary



AC	Alternating Current
BIO	Biomass
BoS	Balance of System
CAPEX	Capital Expenditure
CCGT	Combined Cycle Gas Turbine
CP	Charging Point
CMD	Capital Markets Day
CO ₂	Carbon dioxide emissions
CRM	Customer Relationship Management
DAM	Day Ahead Market
DAPEEP	Renewable Energy Sources Operator & Guarantees of Origin
DC	Direct Current
EBITDA	Earnings Before Interest, Taxes, Depreciation, and Amortization
E-MSP	e-Mobility Service Provider
EMC	East Med Corridor System
ESG	Environment Social Governance
EUA	European Union Allowance
EU	European Union
FCF	Free Cash Flow
FFO	Funds From Operations
FTTH	Fiber To The Home
FX	Foreign Exchange
GEO	Geothermal
GW	Gigawatt
GWh	Gigawatt hour
HEDNO	Hellenic Electricity Distribution Network Operator

HPDC	High Power DC
IRS	Interest Rate Swaps
JV	Joint Venture
M&A	Mergers & Acquisitions
MoU	Memorandum of Understanding
NPS	Net Promoter Score
Opex	Operating Expenses
PSOs	Public Service Obligations
PV	Photovoltaics
RAB	Regulated Asset Base
RES	Renewable Energy Sources
RTB	Ready To Build
S&P	Standard & Poor's
SAIDI	System Average Interruption Duration Index
SAIFI	System Average Interruption Frequency Index
SHA	Shareholders Agreement
SHPP	Small Hydro Power Plant
SLB	Sustainability Linked Bond
SoV	Share of Voice
SPV	Special Purpose Vehicle
TTF	Title Transfer Facility (Natural Gas)
TWh	Terrawatt hour
VAS	Value Added Services
VAT	Value Added Tax
WC	Working Capital
WP	Wind Parks

Financial calendar – IR contacts



What's next?

Date	Event
30.3.2023	EGM
31.3.2023	EGM
11.5.2023	Q123 results
29.6.2023	AGM
3.8.2023	H123 results
2.11.2023	9M23 results

PPC will conduct a CMD, following the completion of the transaction for the acquisition of the operations of Enel in Romania.

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Stay informed on PPC

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