## **INVESTOR RELATIONS**

# **FINANCIAL HIGHLIGHTS**

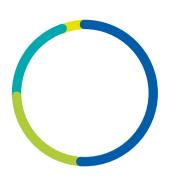
3,972

1,256

1,155

3.379





**ACEA SHARE PERFORMANCE IN 2021** 

— ACEA +9.4%

(chart normalised to Acea share price - Source: Bloomberg)

51.00% Roma Capitale 23.33% Suez 20.22% Market 5.45% Caltagirone

Chart only shows equity investments of more than 3%. Source: CONSOB



**CONSOLIDATED REVENUES** 

2021

2020

**EBITDA** 

2021

2020

**PROFIT BEFORE TAX** 503 2021



**NET PROFIT OF THE GROUP** 2021 313 285 2020

**GROUP INVESTMENTS** 



Figures in € million. net of financed investments and net of investments in discontinued operations. \*\* net of financed investments.



52.2% Water **29.6%** Energy Infrastructure **6.4%** Commercial and Trading 6.3% Generation 5.1% Environment 2.2% Overseas 1.4% Engineering and Services

**GROUP INVESTMENTS** 



55.7% Water 30.6% Energy Infrastructure 5.5% Commercial and Trading 4.0% Environment 2.6% Generation 1.0% Engineering and Services 0.6% Overseas



Again in terms of sustainability, there was an increase in the rating for the fourth year in a row in the comprehensive evaluation of the ESG performance by Gaïa Rating. Numerous initiatives were also put in place, including the preparation of a Diversity & Inclusion Plan.

Acea overcame a two-year period marked by significant change, maintaining in 2021 its extraordinary commitment made in 2020, thus confirming its ability to plan and look ahead, the efficacy of its processes and the skills of its people, which, combined with a sense of responsibility and team spirit, allowed them to express their full potential. The recent Top Employers Italia 2022 certification is recognition of the policies adopted for this fundamental asset in terms of recruitment, training, professional development, welfare, inclusion and diversity.

A LEADING ITALIAN INTEGRATED MULTIUTILITY COMPANY THAT INVESTS IN SUSTAINABILITY, KEY DRIVER OF THE **GROUP'S BUSINESS STRATEGIES, GENERATING VALUE FOR** PEOPLE AND THE TERRITORIES IN WHICH IT OPERATES.

04/21 05/21 06/21 07/21 08/21 09/21 10/21 11/21 12/21

WE INVEST IN INNOVATION AND DIGITALIZATION, WITH A STRONG COMMITMENT TO ECOLOGICAL TRANSITION.





## **CORPORATE HIGHLIGHTS**

## WATER

NUMBER ONE OPERATOR in Italy for water services

with about **9** million residents served in Latium, Tuscany, Umbria, Campania and Molise

### COMMERCIAL **AND TRADING**

ONE OF THE LEADING national players in the energy market

with about **8.3** TWh of electricity sold



**ENERGY** 

in Italy

with over **9** TWh

of energy distributed

**LEADING OPERATOR** in Italy in waste management with about **1.52** million tons of waste managed

ONE OF THE LEADING

energy distribution operators



**ONE OF THE LEADING** Italian players in the energy generation from renewable sources

with over **1** TWh of energy produced





FOUR DEDICATED COMPANIES 444,838 drinking water analysis 193,107 waste water analysis



# LETTER TO SHAREHOLDERS

#### Dear shareholders,

In a context that remains complex due to the pandemic and its effects on the economy and society, in addition to the worsening of the crisis caused by volatility on the energy market in the second half of the year, the 2021 results have recorded solid growth. The current situation was further exacerbated by the conflict in February, with more damage to the equilibrium, hurling us into a dramatic scenario, the real effects of which are currently difficult to predict. However, this new condition clarified the urgency to take action on energy procurement and to accelerate the ecological transition in terms of awareness, authorisation procedures and the concrete actions to be implemented.

With regard to the Covid-19 emergency, the Acea Group continues to confirm its full commitment shown at the start of the pandemic, ensuring the continuity and quality of the services provided and the many measures adopted to protect customers, stakeholders and its own people. This plan led to the achievement of the "Biosafety Trust Certification" for the prevention and control of the spread of infection. Worthy of mention is the opening, in May 2021, of a vaccination hub, which was identified by the Lazio Region as one of the main facilities of reference renowned for its great efficiency. The hub was also opened for vaccination and other healthcare opportunities for Ukrainian refugees.

The strategy that was implemented, supported by a solid financial structure, made it possible to continue developing the business with progressive growth in results across all areas, leading to a significant increase in the EBITDA, which surpassed the guidance revised upwards in 2021. This growth was supported by a significant investment plan and was further bolstered by the major industrial operations concluded in terms of the circular economy and the renewables sector. This was proof of the pursuit of sustainability principles, a key value and pillar of the Group's development strategy. In this sense, we must also mention the work groups launched recently, alongside academic and technological partners, to define the path towards the longterm objectives set out by Agenda 2030, while including the relative projects in the ten-year Business Plan.

In a scenario of volatility in the raw material prices and the energy market, Acea confirms its strategy involving major investments in infrastructure, with positive effects on the Group's operating and economic performance, in addition to the maintenance of a solid financial structure.

We are certain that the plan for the business and human resources will allow Acea to continue to grow, while preserving its role as company of reference that can foster trust and meet the changing expectations of its stakeholders. A Group capable of interpreting the ecological transition in its broadest sense, by including economic and social aspects, so that this profound change can take place in the name of progress and leave no one behind.

The Chairperson Michaela Castelli いん

The Chief Executive Officer Giuseppe Gola







**4** companies operating in water services

serving **10** million residents in Latin America

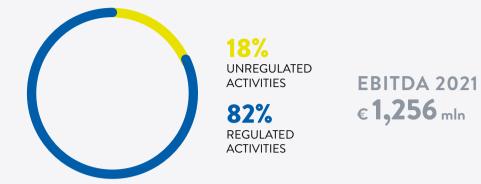
## ACEA ORGANISATIONAL MODEL

Acea adopts an operational model based on an organisational layout in line with the Strategic Business Plan consolidating its role to govern, guide and control the Holding not only with the current business portfolio focused on areas of greater value, but also on the strategic development of the Group in new business segments and territories.

Acea's macrostructure is based around the corporate functions and seven industrial areas – Environment, Commercial and Trading, Water, Energy Infrastructure, Engineering and Services and Overseas.

The activities of each business segment are described below.

Figures are in € million.

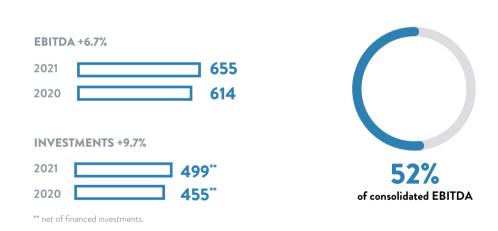




The Acea Group is the top Italian operator in the water sector serving 9 million people. The Group manages the integrated water service in Rome and Frosinone and in the respective provinces, as well as in other parts of Latium, in Tuscany, Umbria, Campania and Molise. The Group is also present in Abruzzo as it has entered the natural gas distribution market in the Municipality of Pescara and in the province of L'Aquila.

#### NUMBER ONE OPERATOR IN ITALY

- About 9 mln residents served and 1,360 mln cubic meters of water supplied annually • About 59,100 km of drinking water supply network and 23,900 km of sewer network managed
- · Management of the entire integrated water cycle supply chain, from collection of water through to its return to the environment
- Design, construction and operation of distribution plants and networks using innovative technologies
- · Focus on the protection of water and sustainability



# **GENERATION**

The Acea Group is one of the main national operators in the field of generation from renewable sources and is involved in energy efficiency projects and energy solutions in the business segment. It is particularly focused on finding innovative approaches to managing production assets and implementing new production capacity that reduces the Group's carbon footprint.

#### ONE OF THE LEADING OPERATORS IN ITALY

- Energy efficiency projects
- Hydroelectric power stations: 121 MW
- Thermoelectric plants: 107 MW
- Photovoltaic plants: 72.5 MWp
- Photovoltaic plants under development: 800 MW





\*\*\* net of investments in discontinued operation

2020

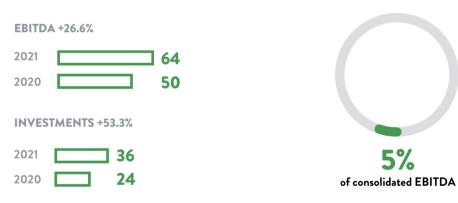
# 6% of consolidated EBITDA

The Acea Group is one of the leading national players in Italy with nearly 1.52 million tonnes of waste managed each year. At the various treatment and disposal plants operated in seven regions there is a main waste-to-energy plant and the largest anaerobic digestion and composting plant in Lazio region. The Group pays particular attention to the development of investments in the waste-to-energy and waste-recycling business, which is considered to have high potential, in line with the strategic objective of environmental and energy enhancement of waste, as well as its recovery and recycling in the plastics, paper and metals sectors and in the production of high-quality compost.

#### ONE OF THE LEADING OPERATORS IN ITALY

- Umbria, Latium, Tuscany, Piedmont, Valle d'Aosta, Veneto, Marche and Abruzzo
- Wate managed: 1.52 mln tons
- Electric energy transferred (WTE): 328 GWh
- Electric energy produced: 388 GWh

**ENVIRONMENT** 



# **ENERGY INFRASTRUCTURE**

The Acea Group is a major operator in Italy with about 9 TWh of electricity distributed in Rome. The Group also manages the public and artistic lighting of the capital for a total of more than 227,600 lights. The Acea Group is committed to energy efficiency projects and the development of new technologies, such as smart grids and electric mobility, through particularly innovative pilot projects.

#### ONE OF THE LEADING OPERATORS IN ITALY

- Electricity distributed: 9.172 TWh in the city of Roma and surroundings
- municipalities (Formello, Fiumicino and others) • Energy supplied in areti network: 9.83 TWh

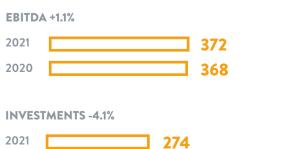
2021

2020

2021

2020

- Management of public and artistic lighting: 201,215 lights



286



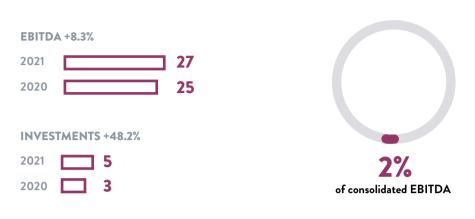


# **OVERSEAS**

The Acea Group manages water activities in Latin America and its objective is to make the most of development opportunities in other businesses related to those already held in Italy

It is present in Honduras, Dominican Republic and Peru, serving approximately 10 million people. The activities are carried out in partnership with local and international partners, including through staff training and the transfer of know-how to local entrepreneurs.

Water management in Latin America



## **COMMERCIAL AND TRADING**

The Acea Group is one of the leading Italian players in the sale of electricity and offers innovative and flexible solutions for the supply of electricity and natural gas with the objective of consolidating its positioning as a dual fuel operator. It operates on the market segments of medium-sized enterprises and households with the objective of improving the quality of the services offered with particular regard to web and social channels. It supervises the Group's energy management policies. The Segment also has the objective of developing and searching for innovations and start-ups to launch testing projects in the technological field.

- ONE OF THE LEADING OPERATORS IN ITALY
- Electricity sold: 8.3 TWh
- Free market customers: 0.49 mln
- Protected market customers: 0.70 mln Gas customers: 0.23 mln
- **EBITDA +11.2%** 2021 81 72 2020 **INVESTMENTS +12.0%** 2021 49 6% 44 2020 of consolidated EBITDA



## **GROUP STRUCUTURE** THE GROUP STRUCTURE, IN THE VARIOUS BUSINESS SEGMENTS, COMPRISES THE FOLLOWING MAIN COMPANIES.

WA	'ER	Λ.	ENVIRONMENT
96%	ACEA ATO 2	(1)	100% ACEA AMBIENTE
<b>98%</b>	ACEA ATO 5		100% DEMAP 90% AS RECYCLING
99%	SARNESE VESUVIANO 37% gori		80% ISECO 60% BERG 60% CAVALLARI
100%	ACEA MOLISE		60% FERROCART 60% MEG
99%	UMBRIADUE SERVIZI IDRICI 40% SERVIZIO IDRICO INTEGRATO		100% DECO 100% ECOLOGICA SA
<b>99%</b>	OMBRONE 40% ACQUEDOTTO DEL FIORA		<b>85%</b> Aquaser
77%	ACQUE BLU ARNO BASSO 45% ACQUE		<b>51%</b> ACQUE INDUSTRIALI <b>50%</b> ECOMED
75%	ACQUE BLU FIORENTINE 40% PUBLIACQUA		
<b>48%</b>	G.E.A.L.	P	OVERSEAS
40%	UMBRA ACQUE		<b>100%</b> ACEA INTERNATION
35%	INTESA ARETINA 46% NUOVE ACQUE		100% ACEA DOMINICANA 100% ACEA PERÙ
58% 51%	gesesa Adistribuzionegas		61% AGUAS DE SAN PED 100% CONSORCIO ACEA- Dominicana
	55% NOTARESCO GAS		44% CONSORCIO AGUA 51% AGUAZUL BOGOTÀ
GEN	IERATION		51% AGUAZUL BOGOTĂ
	ACEA PRODUZIONE 100% ECOGENA 49% ENERGIA 100% ACEA SOLAR 100% ACEA SOLAR 100% ACEA SUN CAPITAL 100% ACEA GREEN 100% KT4 100% SOLARIA REAL ESTATE 100% TRINOVOLT 100% MARCHE SOLAR 100% EUROLINE 3		COMMERCIAL AND TRADING 100% ACEA ENERGIA 50% UMBRIA ENERGY 100% ACEA ENERGY MANAGEMENT 100% ACEA INNOVATION

70% SIMAM **100%** TECHNOLOGIES WATER SERVICES **44%** INGEGNERIE TOSCANE

## **ENGINEERING AND SERVICES**

The Acea Group has developed know-how at the forefront in the design, construction and management of integrated water systems: from the source to the pipelines, from distribution to the sewer network, and treatment. It develops applied research projects aimed at technological innovation in the water, environmental and energy sectors. Laboratory and engineering consultancy services are of particular importance. The Acea Group is also engaged in the design and creation of plants for the environment and for the treatment of water and waste.

- Laboratory analyses of drinking water: 444,838
- Laboratory analyses of wastewater: 193,107
- Worksite inspections: 15,577

EBITDA +17.4%

2021 - 17 15 2020

**INVESTMENTS +48.7%** 

2021 10 2020 7



of consolidated EBITDA

Acea overcame a two-year period marked by significant change, maintaining in 2021 its extraordinary commitment made in 2020

INFRASTRUCTURE

100% ARETI

