



1Q 2021 RESULTS

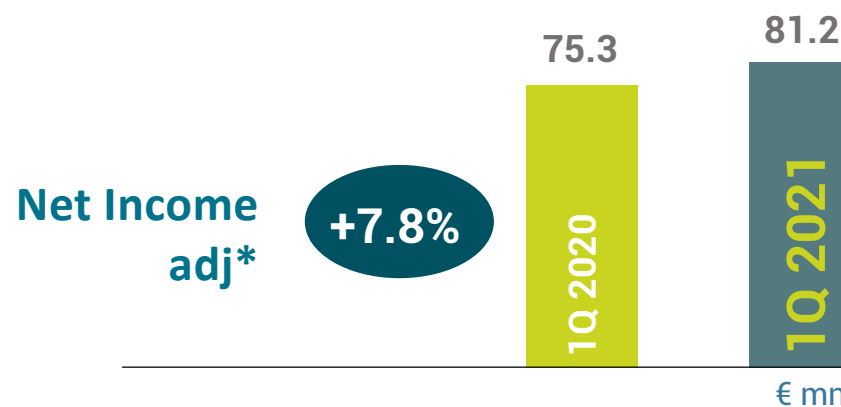
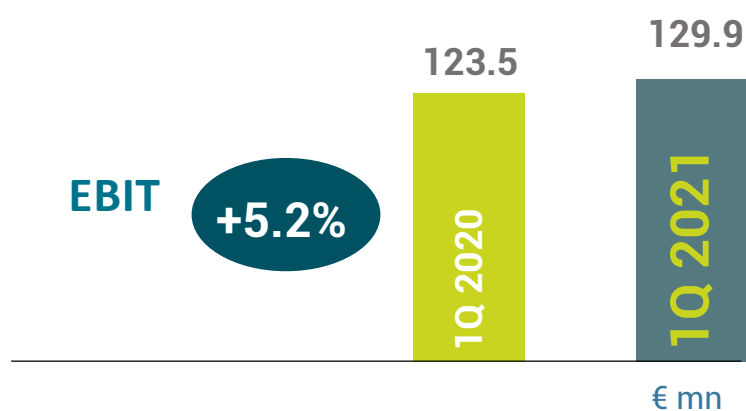
Milan

05.05.2021

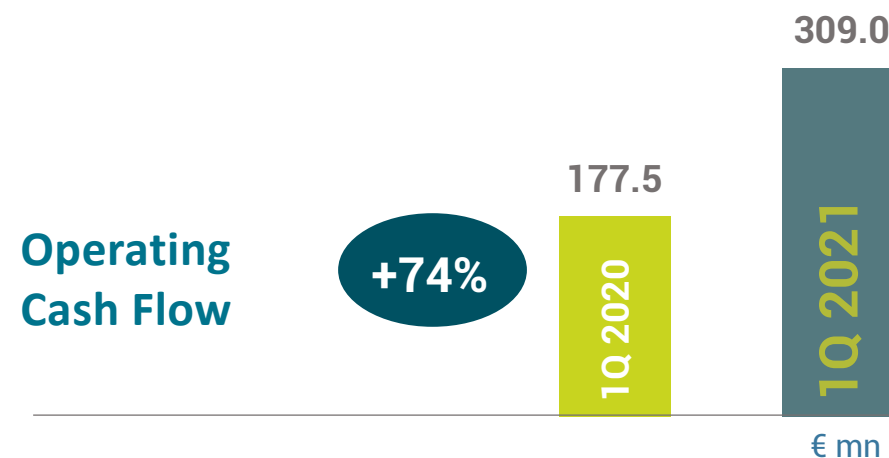
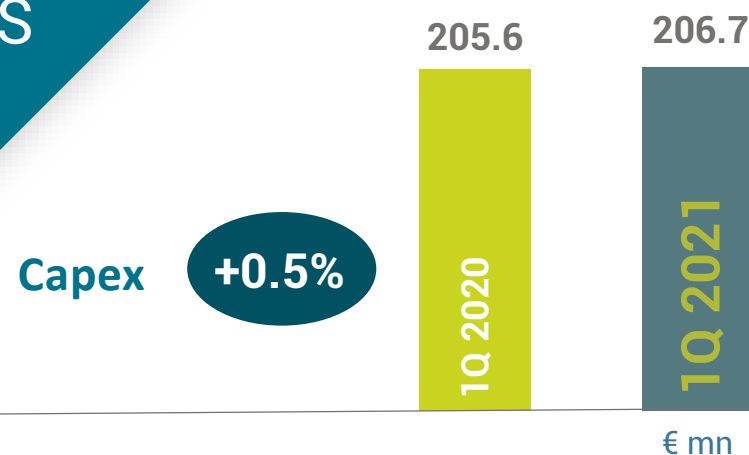


1Q 2021 RESULTS KEY HIGHLIGHTS

Growth path continues led by RAB growth and costs control despite Resolution 570 (impact in 1Q of €2m)



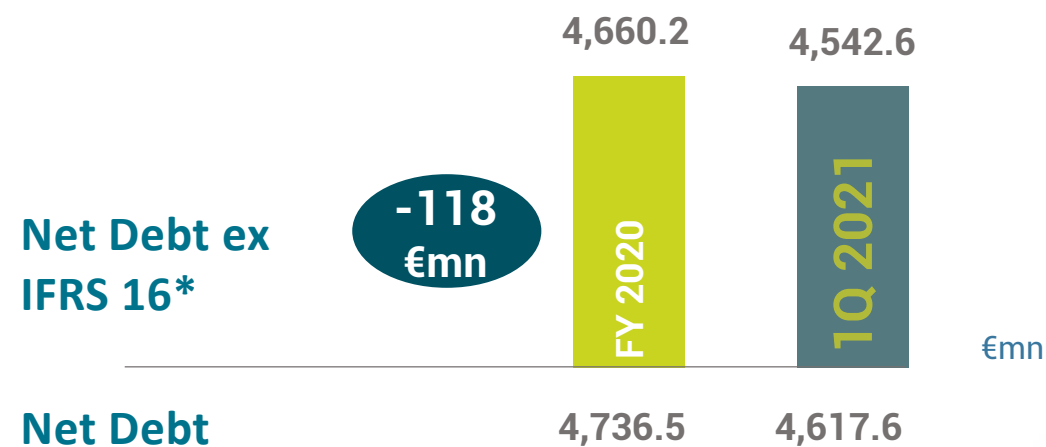
1Q 2021 RESULTS KEY HIGHLIGHTS



Capex in line with last year

Cashflow generation also reflects working capital evolution

Net Debt decreased on the back of cashflow generation

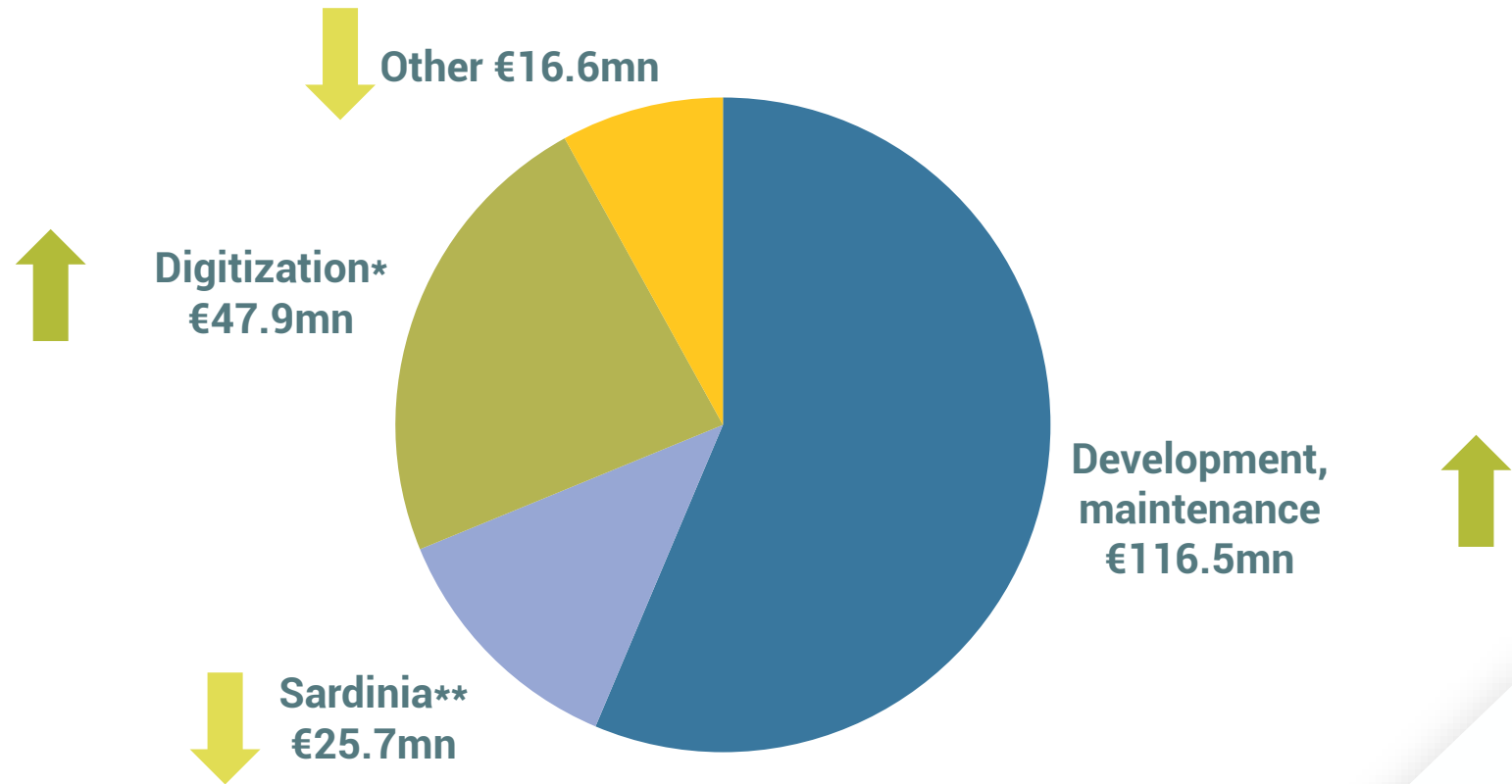


(*) Operating leases ex IFRS 16 €75.0mn at the end of 1Q 2021 and €76.3mn at the end of 2020

CAPEX MIX HAS CHANGED AS EXPECTED

203km new networks pipes of
which 40km in Sardinia
262k new smart meters
installed***

1Q 2021
€206.7mn +0.5% yoy



RESULTS

1Q 2021 REPORTED VS ADJUSTED

€ mln	1Q 2021 reported	1Q 2021 adjusted	Change	
Total Revenues	333.3	333.3	-	
Operating expenses	- 98.9	- 98.9	-	
EBITDA	234.4	234.4	-	
Depreciation & amortisation	- 104.5	- 104.5	-	
EBIT	129.9	129.9	-	
Net interest income (expenses)	- 20.0	- 13.6	6.4	- 6.4mn cost of bond buyback transaction finalised in February
Net income from associates	0.6	0.6	-	
EBT	110.5	116.9	6.4	
Income taxes	- 29.5	- 31.0	- 1.5	- 1.5mn fiscal impact of above mentioned non-recurring item
NET PROFIT before minorities	81.0	85.9	4.9	
Minorities	- 4.7	- 4.7	-	
NET PROFIT after minorities	76.3	81.2	4.9	

RESULTS

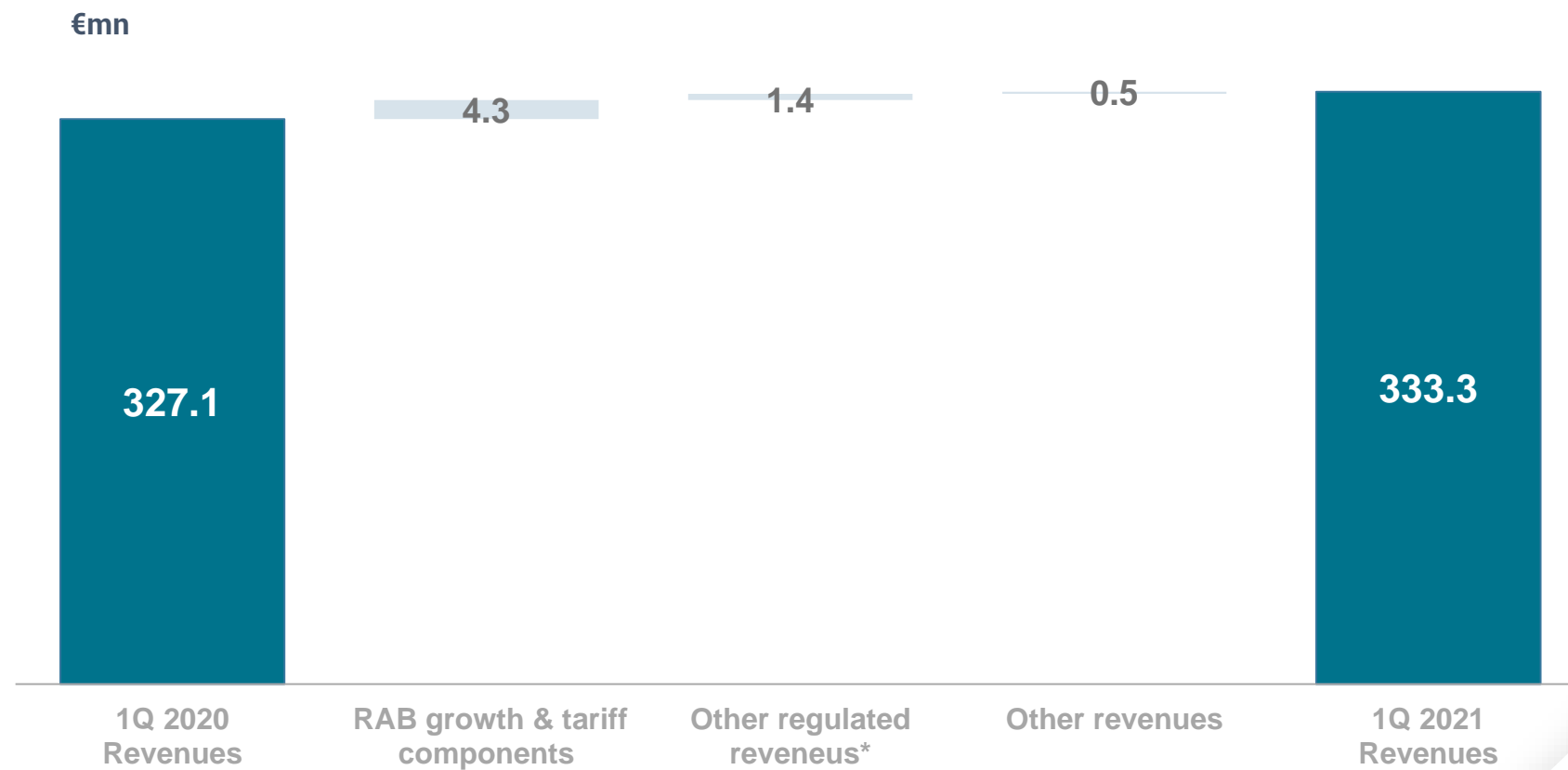
1Q 2021 ADJUSTED

€ mln	1Q 2020 adjusted	1Q 2021 adjusted	Change	
Total Revenues	327.1	333.3	6.2	
Operating expenses	- 100.2	- 98.9	1.3	
EBITDA	226.9	234.4	7.5	↑ + 3.3%
Depreciation & amortisation	- 103.4	- 104.5	- 1.1	
EBIT	123.5	129.9	6.4	↑ + 5.2%
Net interest income (expenses)	- 13.4	- 13.6	- 0.2	
Net income from associates	0.9	0.6	- 0.3	
EBT	111.0	116.9	5.9	
Income taxes	- 30.1	- 31.0	- 0.9	
NET PROFIT before minorities	80.9	85.9	5.0	
Minorities	- 5.6	- 4.7	0.9	
NET PROFIT after minorities	75.3	81.2	5.9	↑ + 7.8%

RESULTS

1Q 2021

Revenues +1.9% vs 1Q 2020



(*) including tariff adjustments

RESULTS

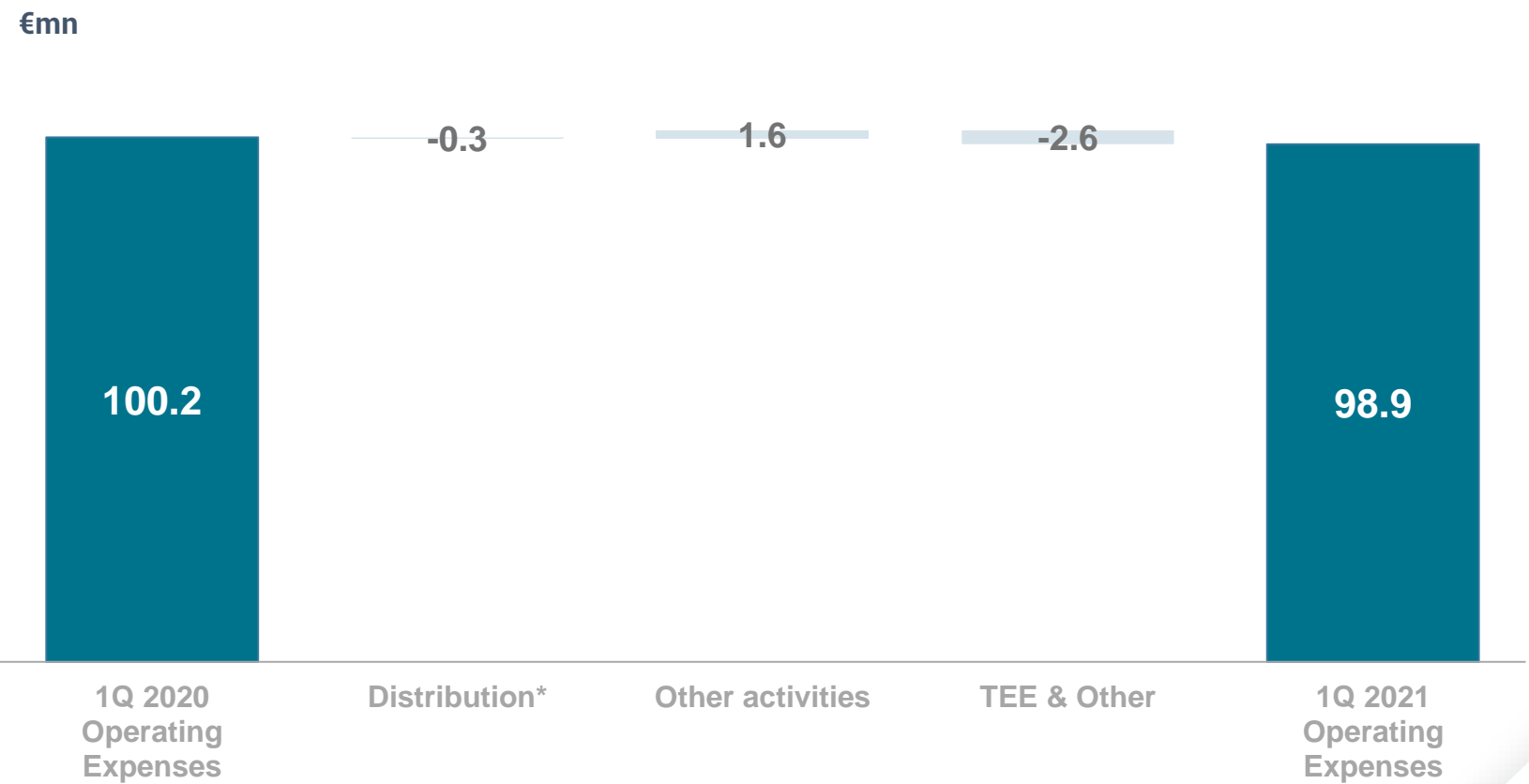
1Q 2021

	1Q 2020	1Q 2021	Change
€ mln			
Regulated revenues	315.3	321.0	5.7
Distribution	294.9	298.0	3.1
Tariff contribution for meters replacement	2.5	3.3	0.8
Other distribution revenues	17.9	19.7	1.8
Other revenues	11.8	12.3	0.5
TOTAL REVENUES	327.1	333.3	6.2

RESULTS

1Q 2021

Operating expenses -1.3% vs 1Q 2020



(*) excluding concession fees, included in TEE & Other

RESULTS

1Q 2021

€ mln

Distribution fixed costs

Net labour cost

Net external cost

Other activities

Net labour cost

Net external cost

Other costs

Tee

Concessions fees

OPERATING EXPENSES

1Q 2020

1Q 2021

Change

68.4

37.6

30.8

7.9

0.9

7.0

2.0

4.9

17.0

100.2

68.1

39.0

29.1

9.5

1.1

8.4

0.9

3.0

17.4

98.9

- 0.3

1.4

- 1.7

1.6

0.2

1.4

- 1.1

- 2.0

0.4

- 1.3

RESULTS

1Q 2021

Ebit +5.2% vs 1Q 2020

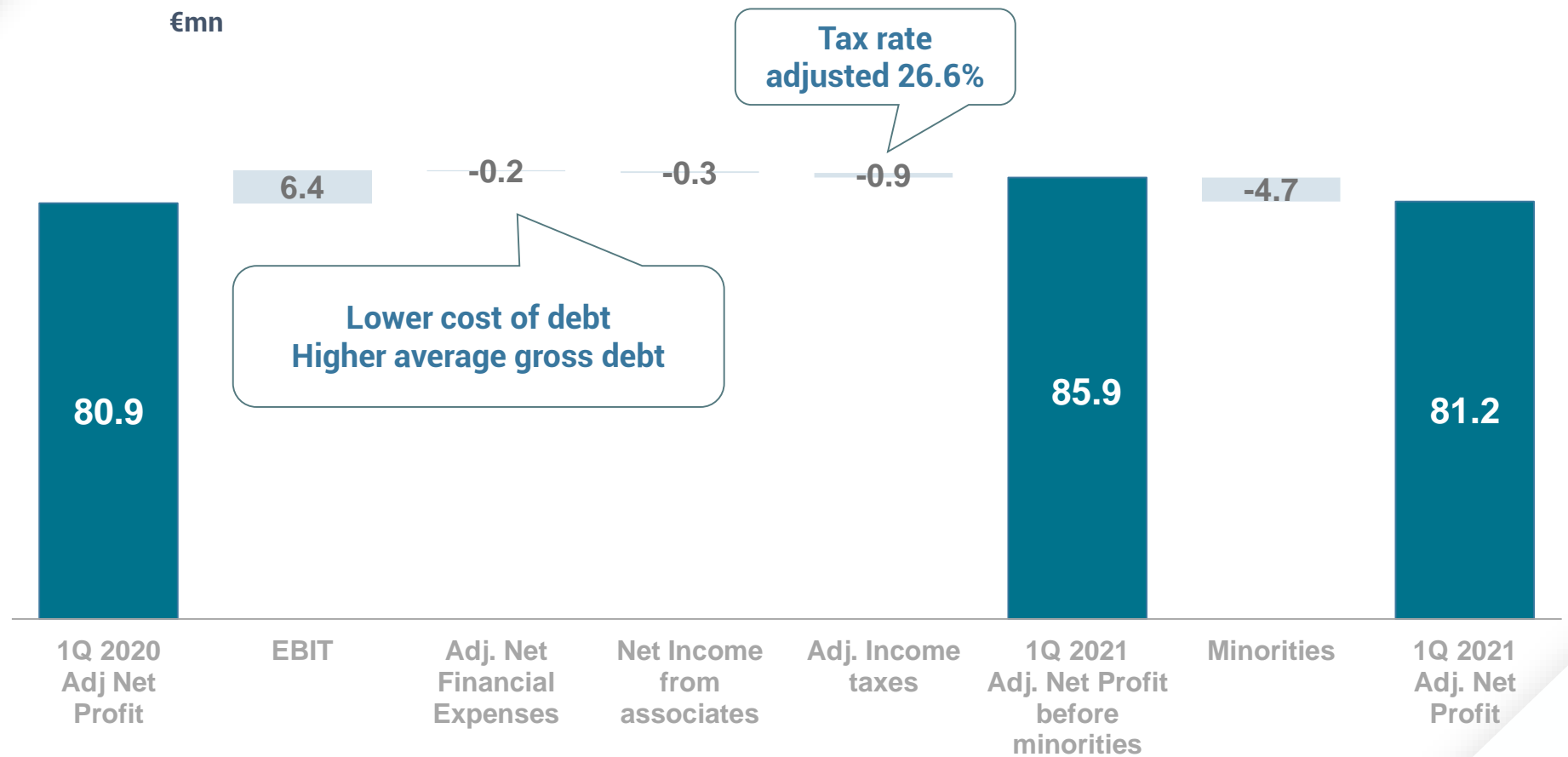
€mn



RESULTS

1Q 2021

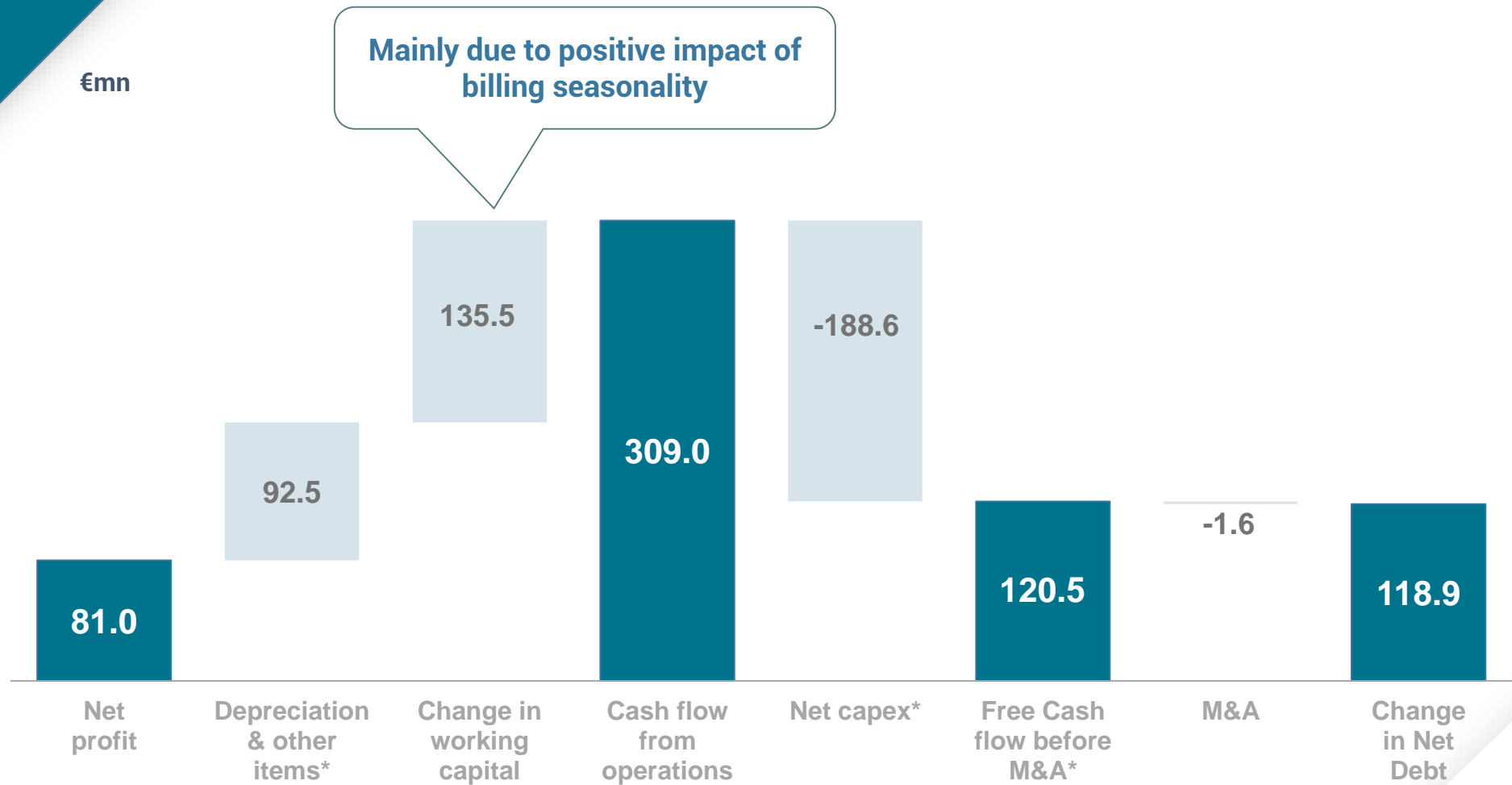
Adjusted Net Profit +7.8% vs 1Q 2020



RESULTS

1Q 2021

Cash Flow



FINANCIAL STRATEGY

A KEY SOURCE OF VALUE CREATION

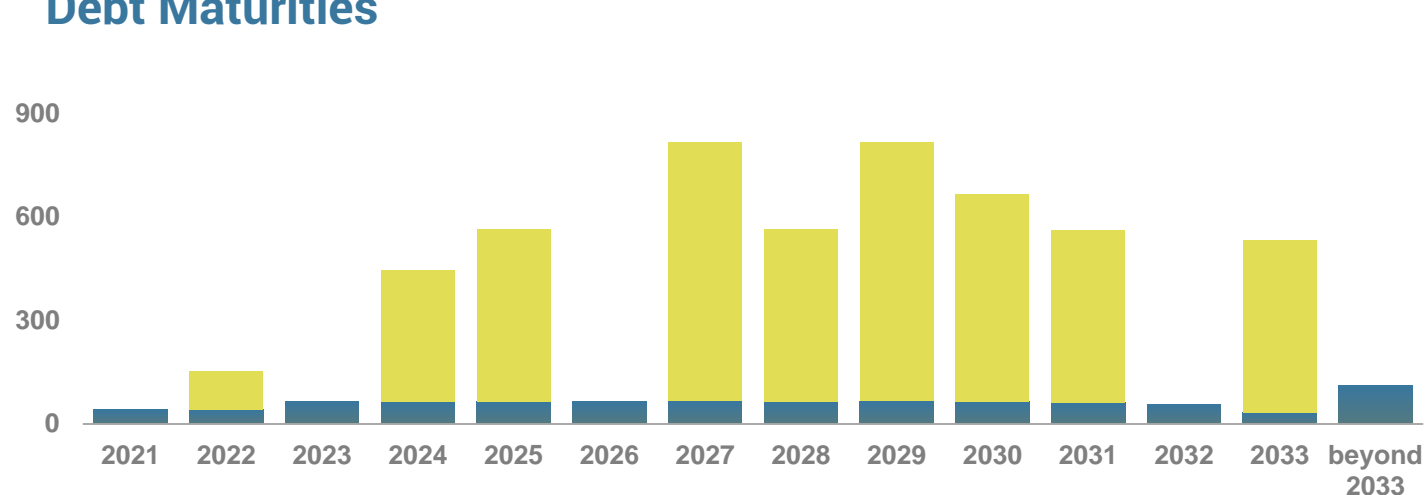
Limited refinancing needs

Liquidity buffer €892mn

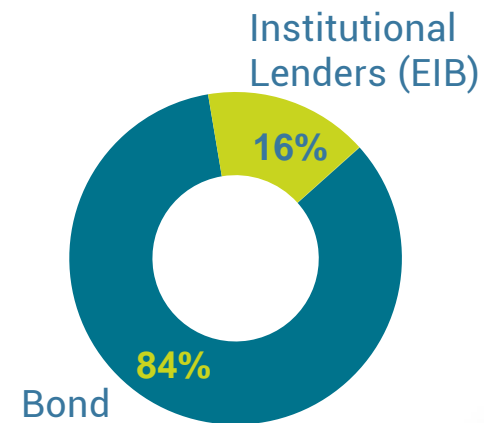
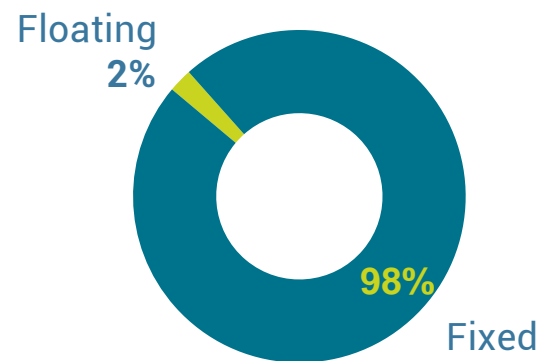
Low exposure to interest rates volatility and long debt tenor

Best in class cost of debt of ~1% in 1Q 2021

Debt Maturities



1Q 2021 Gross Debt Structure*



(*) excluding IFRS16

RESULTS

1Q 2021

BALANCE SHEET

€ mln

FY 2020

1Q 2021

Change

Net invested capital	6,713.9	6,679.2	- 34.7
Fixed capital	6,707.2	6,792.3	85.1
Tangible fixed assets	369.9	367.7	- 2.2
Net intangible fixed assets	6,511.5	6,614.2	102.7
Net payables investments	- 208.6	- 224.6	- 16.0
Equity-accounted and other investments	34.4	35.0	0.6
Net working capital	111.2	- 10.1	- 121.3
Provisions for employee benefits	- 104.6	- 103.1	1.5
Assets held for sale and directly related liabilities	0.1	0.1	-
Net financial debt	4,736.5	4,617.6	- 118.9
Financial debt for operating leases (IFRS 16)	76.3	75.0	- 1.3
Net financial debt ex operating leases	4,660.2	4,542.6	- 117.6
Shareholders' equity	1,977.4	2,061.6	84.2

1Q 2021 CONCLUSION

Growth led by RAB increase

Change in capex mix reflecting the “nearly” completed meters replacement plan

Cost efficiency continues thanks to Digital Transformation

Additional focus on Sustainability

Successful bond issuance

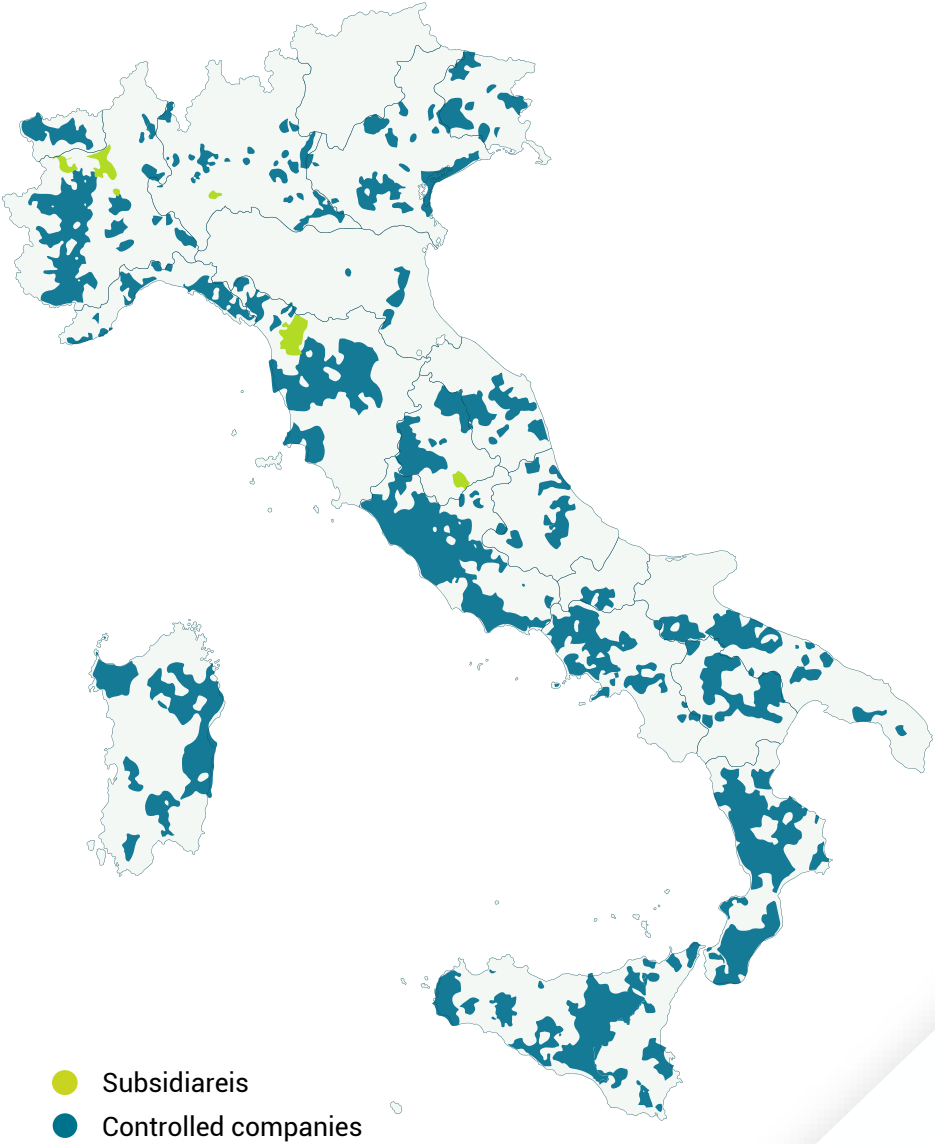
New business plan 2020-27 to be presented in June

APPENDIX



MAIN NUMBERS

	OPERATING HIGHLIGHTS (TOTAL)	OF WHICH AFFILIATES
Network length	73.319 km	1,877 km
Municipalities	1,888	61
Redelivery Points	7.750 mn	0.153 mn
Market Share ⁽¹⁾	35%	0,1%



(*) Calculated by redelivery points

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IR contacts

Anna Maria Scaglia
Armando Iobbi

Investor.relations@Italgas.it