

Presentation of 9M 2020 results

December 2020

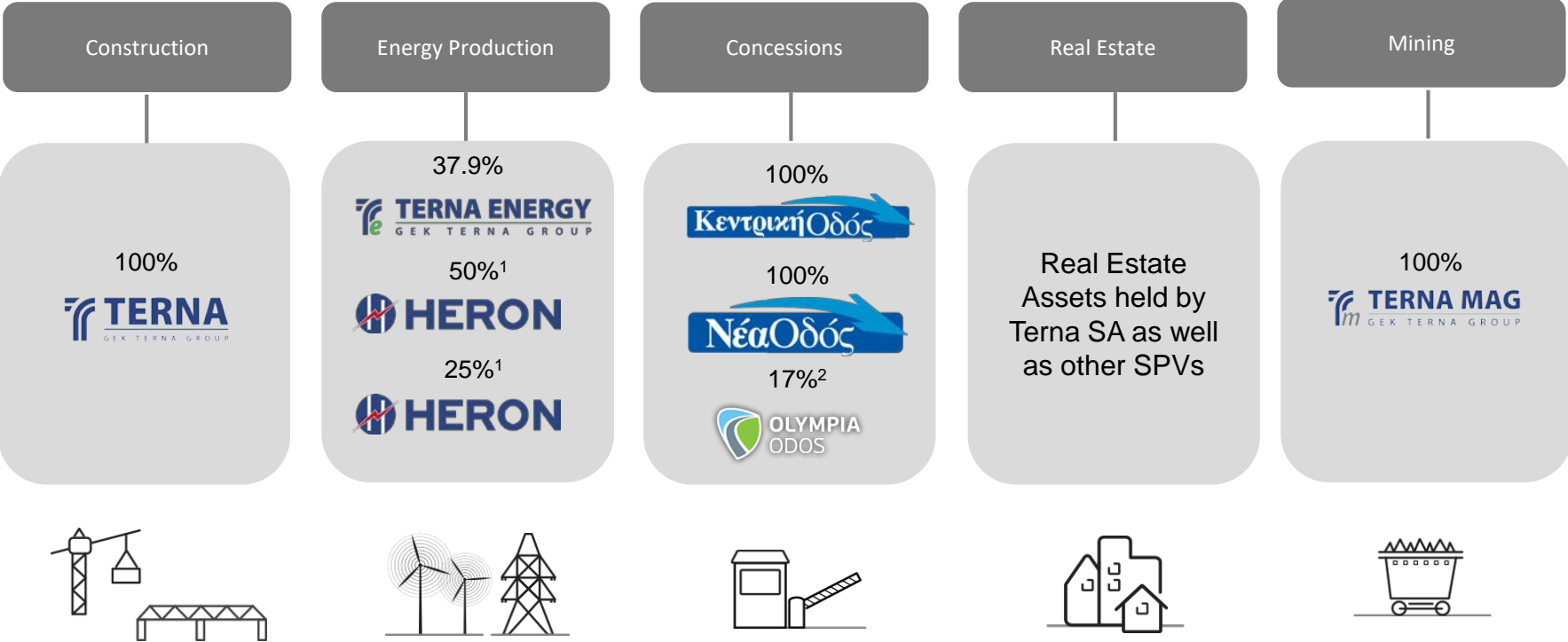
GEK TERNA
GROUP OF COMPANIES



GROUP OVERVIEW & 9M 2020 RESULTS

GEK TERNA

GROUP OF COMPANIES



1. ENGIE owns 50% of HERON I and HERON II; Qatar Petroleum owns 25% of HERON II
 2. Other shareholders: VINCI (29.9%); HOCHTIEF (17%); J&P AVAX (19.1%); AKTOR (17%)

9M 2020 results at a glance






In 9M 2020, the Group continued to invest in its core activities. It successfully refinanced a significant portion of Group debt



9M 2020 Highlights

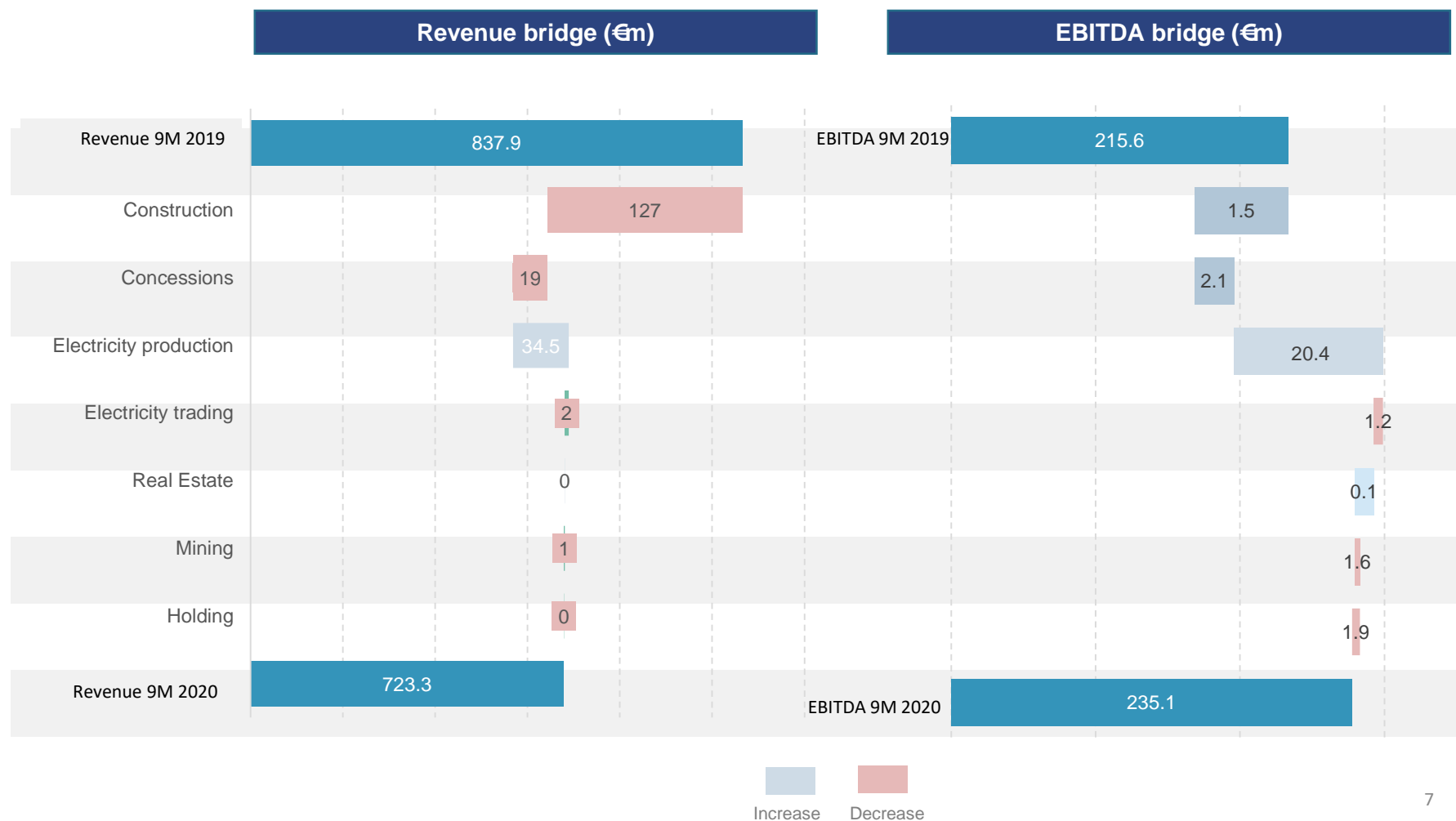
- Group EBITDA remained stable as increases in energy production and concessions were offset by construction and the fact that certain projects remain at rump-up phase
- The Group made significant steps towards rebalancing its portfolio, with the full consolidation of a number of its concessions and investments in renewable energy activities that boast longer-term and more stable cash flows
- CAPEX in core activities reached €94.1m, mostly increasing its footprint in renewable energy
- Successful 500m bond issuance secures enough equity to finance future expansion in infrastructure
- As a result, primarily of the full consolidation achieved in certain concessions, and of CAPEX, net debt decreased to €1,302m.

Developments during the period by activity

Activity	Revenue €m	Comments
 Concessions	9M 2020 118.6 9M 2019 137.4	<ul style="list-style-type: none"> Increased exposure to Motorway projects during 2019 Bidding for the Hellenikon project
 Energy Production	9M 2020 203.6 9M 2019 169.3	<ul style="list-style-type: none"> Continued strong profitability and cash flow generation Installed capacity increased to 1,373MW
 Construction	9M 2020 367 9M 2019 494	<ul style="list-style-type: none"> Backlog of €1.5bn by winning a number of high quality construction projects, including the new International airport in Heraklion (€480m)
 Real Estate	9M 2020 2.1 9M 2019 3.8	<ul style="list-style-type: none"> The Group is planning to divest in the future from specific real estate assets
 Mining	9M 2020 5.4 9M 2019 7.1	<ul style="list-style-type: none"> Still on investment phase – no results generated

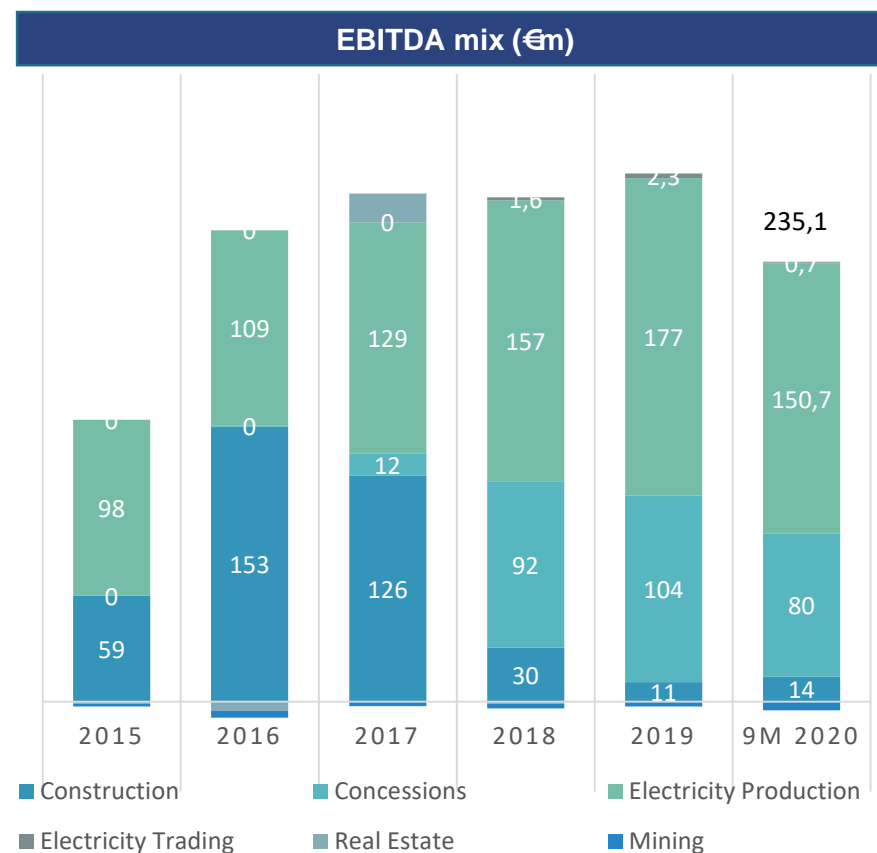
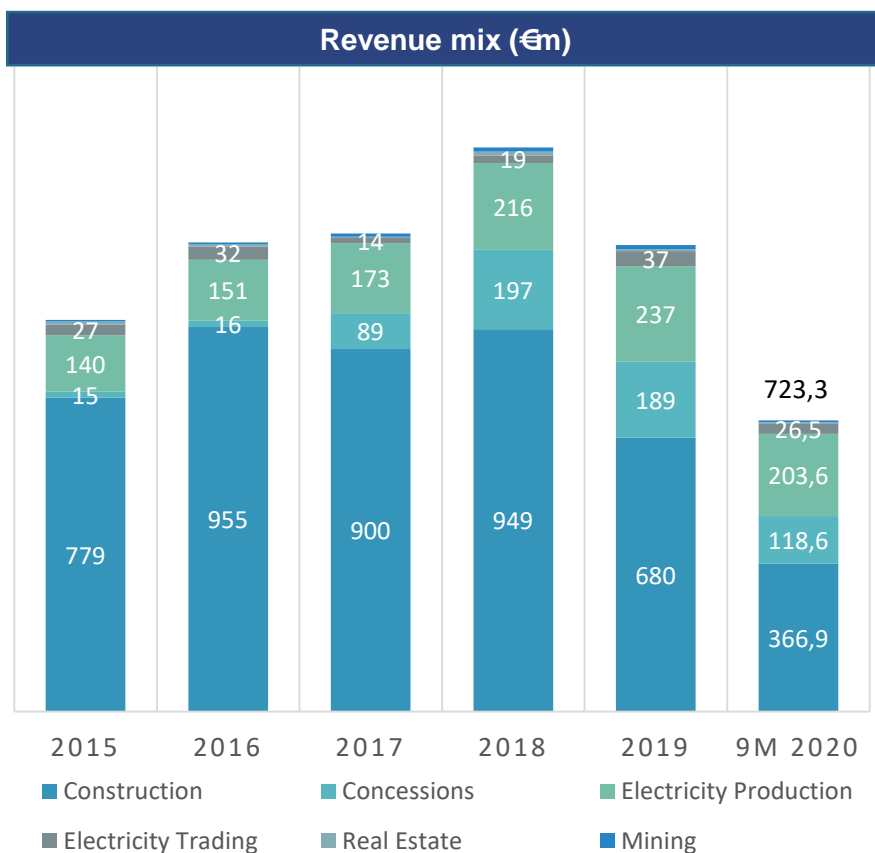
Consolidated Revenue & EBITDA evolution

Concessions and renewable energy partially offset the decline in revenue from construction and also led to improved profitability at EBITDA level



Revenue & EBITDA mix by activity

Significant rebalancing of Group portfolio towards concessions and renewable energy with a longer-term and more stable cash flow profile



Concessions

Concessions overview

Kentriki Odos

- Total length: 231km
 - Equity invested €67m (100%)
 - Senior bank debt (non recourse): €451m
- Expiration: 2036



Nea Odos

- Ionian Road & Central Greece Motorway (100% ownership)
- Total length: 378.7km (159km newly built)
 - Equity invested €192m (100%)
 - Senior bank debt (non recourse): €175m
- Expiration: 2037



Olympia Odos

- Total length: 365km
 - Equity invested €209m (100%)
 - Senior bank debt (non recourse): €675m
- Expiration: 2041
- Participation: 17%



Kasteli Airport

- New airport in Crete
 - 3,200m runway
 - 71,620m² terminal
 - 15m passengers per year
- Equity: €158.4m (100%); €36m subordinated loan
- Term: 35 years
- 32.5% stake

Waste Management/E-Ticket ¹

- > 2 waste management projects
 - c.€26m investment
- > Participation in Epirus is 100% and the duration is 27 years
- > 1 E-ticket project
 - c.€8m investment

Parking

- Parking stations all over Greece
 - 2,278 total spaces
 - c.€10m investment
- Ownership varies per project, ranging between 20% and 100%

	2019 9M	2020 9M
Revenue	137.4	118.6
EBITDA	77.6	79.7
Margin %	56%	67%
EBIT	39.3	34
Net Results	39.3	16.3

1. Through participation in Terna Energy

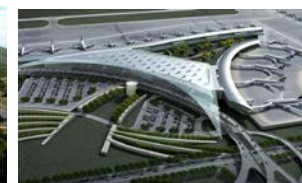
Construction Activity

Significant increase in construction backlog to €1.5bn through new contract wins

Construction Outlook

- Terna SA is the construction arm of GEK Terna Group and is one of the leading construction companies in the country
- Impeccable track record in delivering complex projects on time and on budget, such as the Stavros Niarchos Cultural Centre and Ionia Odos
- Significant infrastructure projects are expected to be tendered over the next quarters
 - There are 69 infrastructure projects in Greece¹ in the pipeline for completion by 2022 totaling €21.4bn, 34 are motorways, ports and airports, 15 Energy, 10 railways and 10 water and waste projects
 - Group expects the award of new contracts with a total value of more than 1 billion. euro.

Projects completed & under construction



P&L

	2019 9M	2020 9M
Revenue	493.9	367
EBITDA	12.5	14
Margin %	2.5%	3.8%
EBIT	6.1	5
Net Results	(2.6)	(3.8)

Select upcoming projects

Project	Value (€bn)
Ellinikon	5.0
Metro Extension	1.4
North Crete Motorway*	1.5
Undersea Salamina connection*	0.4
*concession	
Total	9.0



Backlog overview

Backlog



Greece

€1,205

- Largest project: Design and Construction of new international airport in Heraklion, Crete (€472.5m)
- Other projects include the construction of motorways, office buildings and power projects for clients such as the Ministry of Public Works
- Accounts for c79% of backlog



Overseas

€314.2

- Largest Project: Execution of buildings in Agia Napa in Cyprus (€101.6m) and Nicola Tesla Airport (€108.2m)
- Other projects include construction of airports, roads and marinas in a number of countries including Cyprus, Serbia, Bahrain & UAE
- Accounts for c21% of backlog

Total Backlog **€1,520**

Energy Production

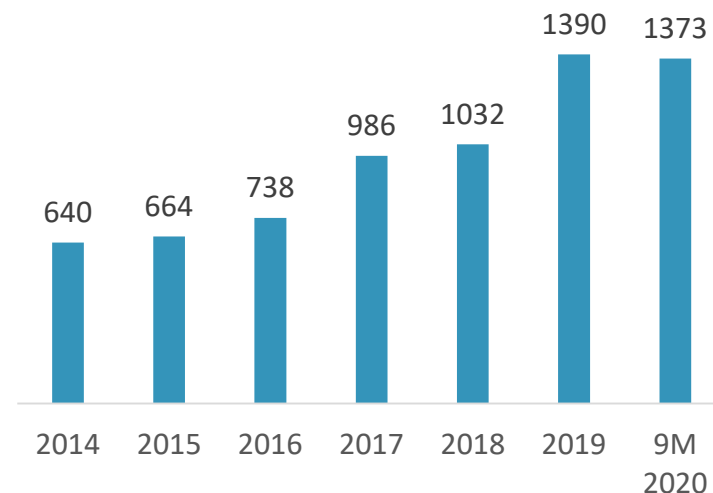
Energy Production – Renewable Energy (TERNA Energy)

Largest renewable energy platform in Greece with substantial operations abroad

Overview

- TERNA Energy is the largest renewables energy group in Greece (728 MW) with significant activities in the USA (513 MW¹), Poland (102 MW) and Bulgaria (30 MW)
 - As of Sep 2020, total installed capacity increased to 1,373 MW Strong and visible cash flow generation through a mix of Feed-in-Tariffs and off-take agreements
 - The company is also engaged in waste management and has been awarded two waste management concessions in Greece
 - Plant in Epirus commenced operations in Mar 2019 while the plant in Peloponnese is expected to commence operations in 2020
- 330 MW in Greece** (South Evia –Project Kafireas) will start construction soon, consisting of
- 150 MW in South Evia owned by TE
 - Recently acquired 270 wind park in same area (180 MW will start)

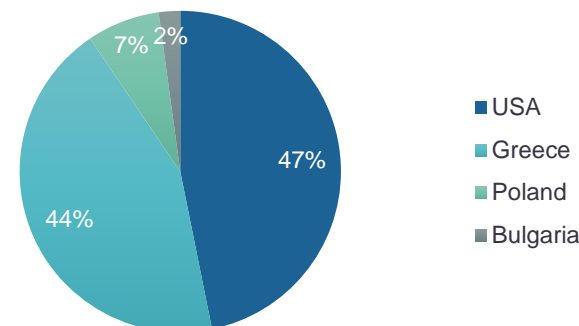
Installed capacity evolution (MW)



P&L

	2019 9M	2020 9M
Revenue	169.3	203.6
<i>Growth %</i>		20.1%
EBITDA	130.3	150.7
<i>Margin %</i>	76.9%	74%
EBIT	88.9	102.7
Net Results	35.9	57

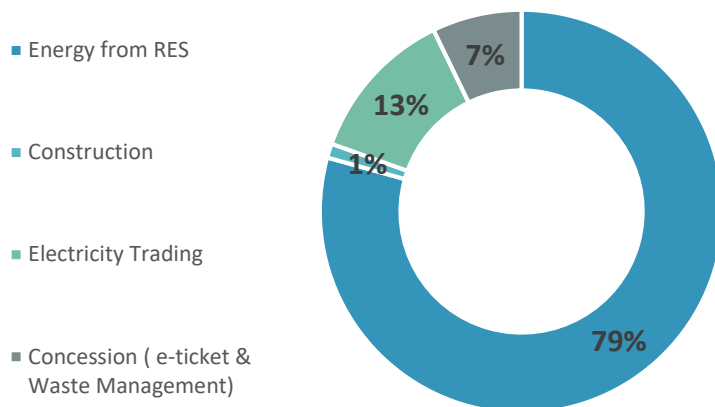
Installed capacity split by country ¹



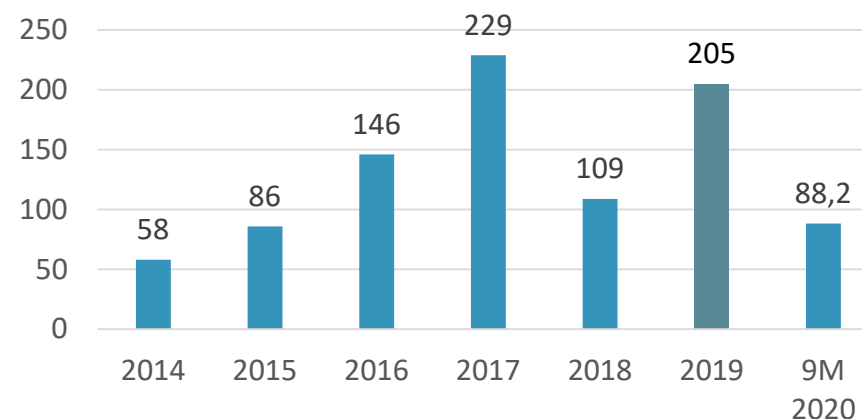
Overview of current portfolio and future pipeline

Organic growth and value creation with a focused strategy and attractive pipeline

Sales by Business Unit



Historical Capital Expenditure (€m)



Pipeline

Project	Type	Capacity	Total Project Cost*	Cash Grant/Tax Equity	Project Finance Debt	Equity / Cash	Expected commercial operation
			€m	€m	€m	€m	
UNDER CONSTRUCTION/READY TO BUILD							
Peloponnese Waste Management	Waste	2.4 MW	123	66	40	17	2021
South Evoia (Kafireas)	Wind	330 MW	569	-	455	114	2022
Taratsa	Wind	30 MW	31	-	23	8	2021
Evritania	Wind	67 MW	81	-	63	18	2022
TOTAL		429.4 MW	804	66	581	157	



1. Includes Wind, Solar and hydro technologies and includes also plants under construction (included with an average contracted life of 25 years – PPA maturity)

Appendix – Financial Data

	30/9/2020	31/12/2019	DIFFERENCE
	(amounts in mil.€)	(amounts in mil.€)	(amounts in mil.€)
NON-CURRENT ASSETS			
Tangible fixed assets	1.525,8	1.670,7	(144,9)
Intangible fixed assets	774,1	789,6	(15,5)
Investments	197,6	156,9	40,7
Other long-term assets	374,4	396,3	(21,9)
Total non-current assets	2.871,9	3.013,5	(141,6)
CURRENT ASSETS			
Inventories	52,6	57,6	(5,0)
Receivables	557,7	643,5	(85,8)
Cash and cash equivalents	1.114,3	594,7	519,6
Total current assets	1.724,6	1.295,7	428,9
TOTAL ASSETS	4.596,6	4.309,3	287,3
LIABILITIES			
Long-term loans	2.106,3	1.802,4	303,9
Grants	103,7	154,7	(51,0)
Other long-term liabilities	663,8	686,8	(23,0)
Total non-current liabilities	2.873,8	2.643,9	229,9
Short term loans	322,0	235,7	86,3
Other short-term liabilities	585,6	662,8	(77,2)
Total current liabilities	907,6	898,5	9,1
TOTAL LIABILITIES	3.781,4	3.542,4	239,0
TOTAL EQUITY	815,3	766,9	48,4
TOTAL EQUITY AND LIABILITIES	4.596,6	4.309,3	287,3

GROUP SEGMENTS	01/01-30/09 2019 (amounts in € mil)	01/01-30/09 2020 (amounts in € mil)	DIF. Q3 2020-2019 (amounts in € mil)
<i>Revenues</i>	837,9	723,2	(114,7)
<i>Gross profit</i>	179,1	169,9	(9,2)
<i>Operating Earnings (ADJUSTED EBITDA)</i>	215,6	235,1	19,5
<i>Operating Earnings (EBIT)</i>	124,9	126,3	1,4
<i>Earnings Before Taxes</i>	64,4	55,5	(8,9)
<i>Net Earnings</i>	53,0	48,4	(4,6)
<i>Loans</i>	1.947,4	2.416,1	468,7
<i>Cash and Cash Equivalents</i>	512,6	1.114,3	601,7
Net Debt	1.434,8	1.301,8	(133,0)

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85, MESOGEION AVE., ATHENS 115 26, GREECE

T. +30 210 6968000 F. +30 210 6968098-99 Email: info@gekterna.com

www.gekterna.com