



ACEA GROUP



2021 RESULTS



BUSINESS PLAN 2020-2024



BUSINESS LINE HIGHLIGHTS



BUSINESS PLAN 2020-2024 KEY TARGETS





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BUSINESS PLAN 2020-2024



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Acea is a leading multi-utility player in the Italian market*

2021 EBITDA



82% regulated

Ownership structure

(Source: based on proof of share ownership filed for AGM of April 2022)

Caltagirone
5.9%

Free Float
19,8%

Roma
Capitale
51%



Water

Leader

in the water supply sector in Italy

With more than 9 M customers

in Lazio, Toscana, Umbria, Molise and Campania



Energy Infrastructure

Leading

Italian player in the electricity distribution market

With more than 9 TWh

of distributed electricity

8 8

Commercial & Trading

One of the main

players in the Italian energy market

With more than 8 TWh

of electricity sold



Environment

One of the main players in

the Italian waste treatment sector

more than 1.7 M tons

of treated / disposed waste



Power generation

Green player

in power generation in Italy

With **300 MW** of installed capacity¹



Engineering and services

Business line
offering
technical
services to
the Group

With ~ 450k tests of drinking water >193k tests of waste water



Gas distribution

Entry in the gas distribution business with ~127k redelivery points



^{*} Data as of 31 December 2021

^{~120} from hydroelectric plants, ~107 from thermoelectric plants and 73 from photovoltaic plants



Growth

Growth driven by regulated businesses, with significant investment in RAB...

6.7%EBITDA CAGR 2019-24

5.9 B€ 2024 RAB



Renewables

...also supported by investments in RES, both industrial scale and consumer

747 MW

Installed PV capacity in 2024

~1000
nestic PV plants

Domestic PV plants in 2024



nnovation

...together with investments for new innovative services (VAS)

0.6 B€

Innovation capex 2020-24

2200+

EV charging stations in 2024



Delivery

...proving a consistent track record of outperforming business plan targets

+9.8%

EBITDA CAGR 2019 - 2021

4.7 B€

Capex and M&A 2020-24



Sustainability

...with strong focus on environmental impact and circular economy

-11 pp

Water losses in 2024

150+

«Smart Comp» composters in 2024

Acea as a leading player in infrastructure and sustainability



More than 2B€ related to specific sustainability targets with highest relevance and priority to the Group

SUSTAINABILITY

Sustainable Development Goals (SDGs)



CAPEX related to sustainability targets | M€, 2020-2024

Related to investments in sustainability



2.1B€ of **investments** related to **sustainability** targets over the plan (**+400M€**¹ vs. previous Business Plan):



263 water losses reduction



220 resiliency of Rome aqueduct system



127 efficiency of **purification** system



234 installation of smart meters for water and electricity



492 resiliency and efficiency of electric grids



58 infrastructure modernization and remote mgmt.



445² circular economy treatment of waste



29 e-mobility infrastructure



212 increase of **green energy** generation

Acea sustainability rating











⁺¹⁸⁰M€ related to the installation of smart water and electric meters, +120M€ related to efficiency and resiliency of electric grids, +100M€ to improve the efficiency of the purification system; Includes 206M€ of M&A capex



ACEA GROUP



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Performance and delivery

SOLID, EFFECTIVE AND SUSTAINABLE STRATEGY

SUSTAINABLE **DEVELOPMENT ACROSS ALL AREAS OF BUSINESS**

EBITDA

€1,256M +9%

INITIAL GUIDANCE :+6%/+8% REVISED GUIDANCE: >+8%

NET DEBT

€3,977M +13%

GUIDANCE FOR 2021: €3.85/3.95BN



NET PROFIT

€313M +10%

VALUE CREATION FOR SHAREHOLDERS AND **TERRITORIES**

LEVERAGE

NET DEBT/

NET DEBT/ EBITDA

RAB 0.71x3.17x

POSITIVE TREND FOR ALL **KEY PERFORMANCE INDICATORS**

CAPEX

€931M* +5%

SELECTIVE ACCELERATION OF **INVESTMENTS**

DPS

€0.85 +6.3%

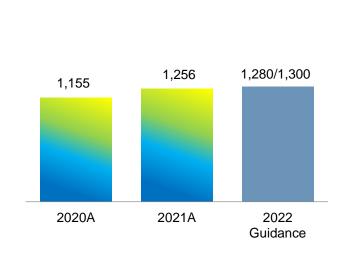
EBITDA GUIDANCE FOR 2022 RAISED

EBITDA CAPEX NET DEBT +4%/+6% €4.2/4.3BN **BROADLY IN LINE VERSUS 2021 WITH 2021** (previously +2%/+4%)

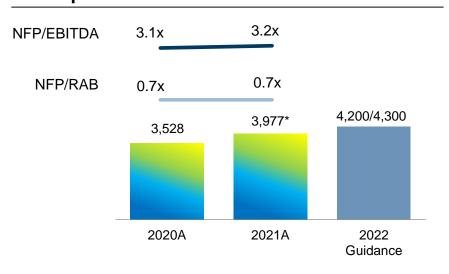


Key financials

EBITDA | M€



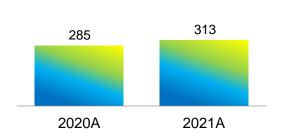
NFP | M€



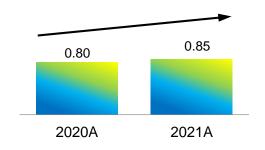
RAB | B€

Water 1 3.1^ 2.5 ATO2 2.2 1.7 ATO5 0.2 0.1 SII TERNI 0.1 0.1 AdF 0.3 0.2 GORI 0.3 0.3 ARETI 2.5 2.3 Electricity distribution 2.3 2.1		2021	2020
ATO5 0.2 0.1 SII TERNI 0.1 0.1 AdF 0.3 0.2 GORI 0.3 0.3 ARETI 2.5 2.3 Electricity distribution 2.3 2.1	Water ¹	3.1^	2.5
SII TERNI 0.1 0.1 AdF 0.3 0.2 GORI 0.3 0.3 ARETI 2.5 2.3 Electricity distribution 2.3 2.1	ATO2	2.2	1.7
AdF 0.3 0.2 GORI 0.3 0.3 ARETI 2.5 2.3 Electricity distribution 2.3 2.1	ATO5	0.2	0.1
GORI 0.3 0.3 ARETI 2.5 2.3 Electricity distribution 2.3 2.1	SII TERNI	0.1	0.1
ARETI 2.5 2.3 Electricity distribution 2.3 2.1	AdF	0.3	0.2
Electricity distribution 2.3 2.1	GORI	0.3	0.3
	ARETI	2.5	2.3
	Electricity distribution	2.3	2.1
Measurement 0.2 0.2	Measurement	0.2	0.2

Net Income | M€







2022 GUIDANCE

EBITDA +4%/+6% versus 2021= €1,256M

CAPEX broadly in line with 2021= €931M

NET DEBT: €4.2B/€4.3B

¹ Water RAB value does not consider RAB of sub-consolidated companies

[^] RAB "accounting" which includes capex until 2021
* Net Debt in accordance with the new ESMA guidance amounts to €3,988M

Results 2021

KEY FINANCIAL HIGHLIGHTS

(€M)		2	2021 (A)	2020 (B)	%CHANGE (A/B)
CONSOLIDATE	D REVENUE	3	,972.0	3,378.9	+17.6%
EBITDA		1	,256.1	1,155.5	+8.7%
EBIT			581.1	535.0	+8.6%
GROUP NET PR	OFIT		313.3	284.9	+10.0%
DIVIDEND PER	SHARE		0.85	0.80	+6.3%
CAPEX			931*	886*	+5.1%
(€M)	31 Dec 2021 (A)	30 Sept 2021 (B)	31 Dec 2020 (C)	CHANG (A/B	
NET DEBT	3,977.2	3,998.3	3,528.0	-0.5	% +12.7%
NET DEBT (ESMA)	3,988.4		3,552.0		+12.3%

STRONG PROFITABILITY AND OPTIMAL **CASH FLOW MANAGEMENT**

EVOLUTION OF DPS (€)



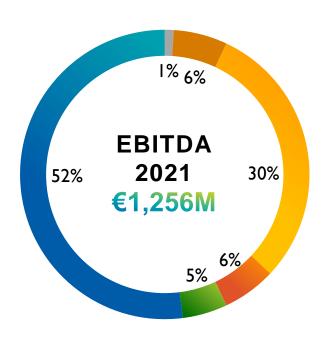


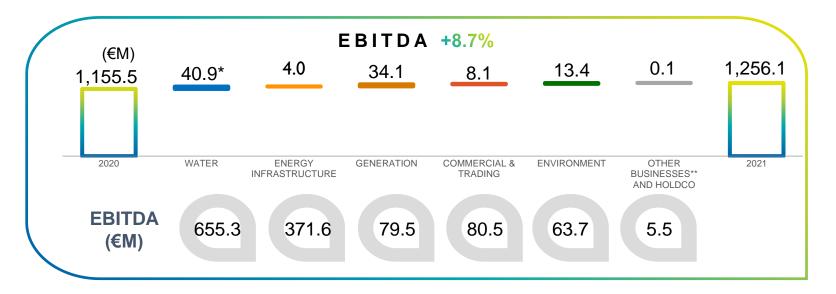
^{*} Net of investments linked to assets to be deconsolidated (photovoltaic) and grant-funded investments

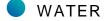
¹ Based on consolidated net profit after non-controlling interests

² Based on the share price at 11 March 2022.

Results 2021 EBITDA







ENERGY INFRASTRUCTURE

ENVIRONMENT

COMMERCIAL & TRADING

GENERATION

OTHER BUSINESSES** AND HOLDCO

CHANGE IN SCOPE OF CONSOLIDATION

EBITDA (€M)	Change
SII TERNI	+11.6
A D I S T R I B U Z I O N E G A S ^	+ 3 . I
FERROCART/CAVALLARI	+ 2 . 8
SIMAM	+ 3 . 0
MEG	+ 0 . 5
DECO/ECOLOGICA SANGRO	+1.1
PHOTOVOLTAIC	+ 2 . 8
ACEA AND LIMA NORTE CONSORTIUM	+1.0
TOTAL	+ 2 5 . 9

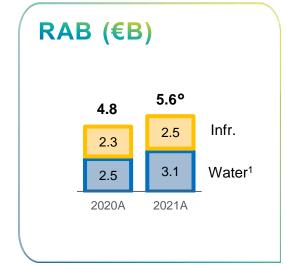
GROWTH ON COMPARABLE **PERIMETER EBITDA** +6.5%

^{*} Line-by-line consolidation of SII Terni

^{**} Overseas, Engineering & Services

SIGNIFICANT INVESTMENTS IN INFRASTRUCTURE UPGRADE







WATER



ENERGY INFRASTRUCTURE



GENERATION



COMMERCIAL & TRADING



ENVIRONMENT



OTHER

- REPAIR AND EXPANSION OF WATER AND SEWER PIPES
- EXTRAORDINARY
 MAINTENANCE OF PLANTS
 AND NETWORKS
- WORK ON TREATMENT PLANTS
- CHANGE IN SCOPE OF CONSOLIDATION (SII TERNI €8.3M ADISTRIBUZIONEGAS €2.5M

- UPGRADE OF THE GRID
- "RESILIENCE" PLAN WITH WORK ON SECONDARY SUBSTATIONS AND THE MV AND LV NETWORK
- INSTALLATION OF 2G METERS



- OF PRODUCTION PLANTS
- CONSTRUCTION OF PHOTOVOLTAIC PLANTS

- CUSTOMER ACQUISITION
- E-MOBILITY PROJECTS
- WORK ON ORVIETO LANDFILL
- WORK ON SAN VITTORE PLANT
- REVAMPING OF APRILIA COMPOSTING PLANT
- CHANGE IN SCOPE OF CONSOLIDATION (FERROCART/CAVALLAR I, MEG AND DECO €2.0M)
- BERG: CONSTRUCTION OF A CONCENTRATOR

- OVERSEAS: INCREASED INVESTMENT AT THE ACEA LIMA NORTE AND ACEA LIMA SUR CONSORTIA
- ENGINEERING AND SERVICES: CONSOLIDATION OF SIMAM
- HOLDCO: IT PROJECTS

^{*} Net of grant-funded investment (€22.8M)

[^] Overseas, Engineering & Services

¹ Water RAB value does not consider RAB of sub-consolidated companies

[°] RAB "accounting" which includes capex until 2021

Key ESG Highlights

ACEA: SUSTAINABILITY AT THE HEART OF OUR STRATEGIC DECISIONS AND OUR OPERATIONS

SUSTAINABILITY

- ✓ ACEA HAS COMMITTED TO SET NEAR-TERM COMPANY-WIDE EMISSION REDUCTIONS IN LINE WITH CLIMATE SCIENCE WITH THE SBTI (July 2022)
- ✓ FIRST CLIMATE DISCLOSURE REPORT PUBLISHED, IN AGREEMENT WITH RECOMMENDATIONS FROM TASK FORCE ON CLIMATE-RELATED FINANCIAL DISCLOSURES TCFD (June 2022)



reduction of volume of water losses vs. 2020;

Water loss in Rome is 28.6%

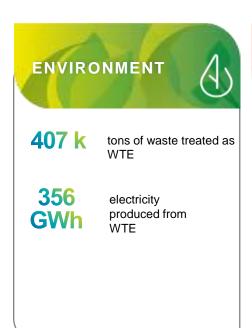
tons of sludge produced (ATO2, ATO5, Gori, Gesesa, Adf) of which 67% recovered (44% in 2020)

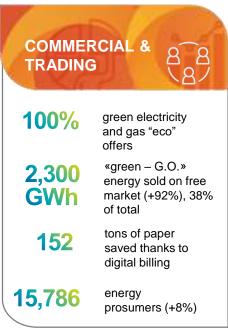


316 k smart meters installed in 2021

201,000 lighting points managed in Rome, 92% using LED lamps

70% energy produced from renewable sources out of total of 1 TWh EQUIVALENT TO: 220,000 tons of CO2 saved Synergies and circular economy between Roma South treatment plant and Tor di Valle power station







Key ESG Highlights

ACEA: A GENERATOR OF ESG VALUE IN THE AREAS IN WHICH WE OPERATE





> ACEA vaccination hub



➤ "social bonus" discounts to help support financially distressed customers with both their electricity/gas and water bills, with savings of €8.8m and €2.4m, respectively



- ➤ 80% of **qualified suppliers** have completed a self-assessment questionnaire on aspects relating to sustainability, further rollout of Ecovadis rating
- > 15,444 inspections of work sites conducted



- ➤ Quality employment: 84% of new hirings on permanent contracts; 39% aged under 30. 98% of employees on permanent contracts
- > ~170 thousand hours of training provided
- > Certification as «Top Employers Italia 2022» (Jan 2022)



> Diversity & Inclusion Plan

GOVERNANCE

> 10% of short and medium/long-term remuneration linked to quantitative sustainibility goals

GREEN FINANCING & RATINGS

- ➤ First Green bond of €900m issued in January 2021
- ➤ €200m "Sustainability Rating Linked" revolving credit facility, with a tenor of 3 years, linked to two ESG rating targets issued by Standard Ethics and EticaNews. (August 2022)
- > Sustainability ratings:



CDP

confirmed «A-», leadership



Standard Ethics

«EE» rating, outlook raised to «positive» (July 2022)



Bloomberg GEI improved to 80.67



Gaia Ratings

improved to 82/100





ACEA GROUP



2021 RESULTS



BUSINESS PLAN 2020-2024



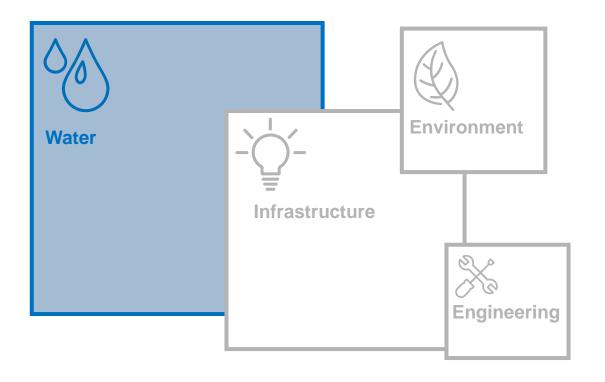
BUSINESS LINE HIGHLIGHTS



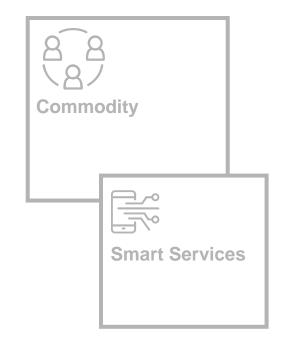
BUSINESS PLAN 2020-2024 KEY TARGETS

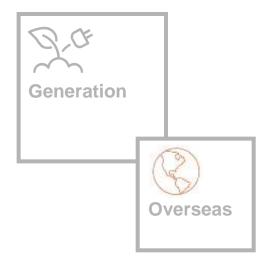


Operations



Commercial









Development of a **Smart Water Company** for the **sustainability** of the water resource through improved quality and efficiency

Expansion through tenders in new territories



Smart water meters installation plan and projects for grids' districtualization



On-going pursuit of water resource protection and losses reduction



Rationalization of small water purification plants



Grids' performance optimization through Water Management **System**



Ensuring water supply continuity through the doubling of **Peschiera and Marcio** aqueducts



SII Terni full consolidation (32 municipalities in the Province of Terni; November 2020)



The Consortium established by ACEA, Ascopiave and Iren won bid for gas distribution assets of A2A

The assets of interest to ACEA consist of **concessions in 5 ATEM**, including 2 in Abruzzo, 2 in Molise and 1 in Campania.

• EV: €35.8M

Closing: April 2022



+500k

Smart meters installed

water losses1

36

Rationalized plants

-15 pp

Failures incidence

170 M€

CAPEX

>220K

CLIENTS SERVED

30,700

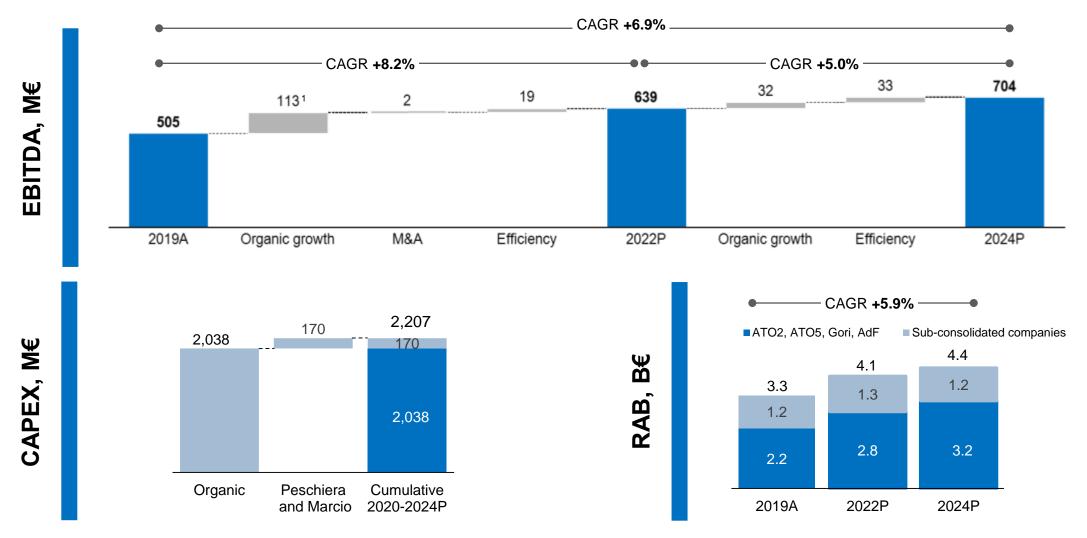
POINTS OF REDELIVERY



ACEA and NTT DATA presented "Waidy® Management System (WMS)", the cloud native solution for the protection of water resources. (June 2022)

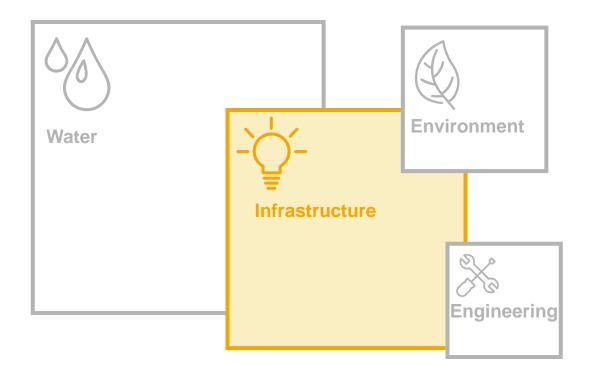




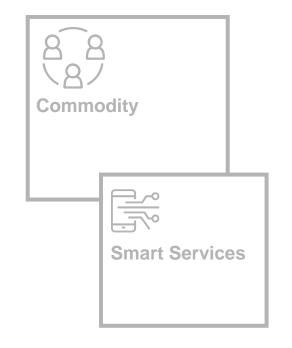


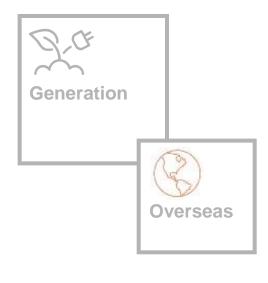


Operations



Commercial









A leading player in the energy transition process through projects aimed at increasing electrification and integration of the distributed generation



Investments in grids' resiliency with upgrades on **specific cabins** rewarded with a premium vs. the reference WACC

145+ M€ CAPEX



Digitalization through remote control and **IoT solutions** on private and public grids

60%+
MV/LV cabins



Development work on grids to reflect new regulation on **service continuity** (penalty suspension recognized)

155+ M€ CAPEX



Installation of 2G smart meters

1.3 M installed meters at 2024



New Control center for grids' management

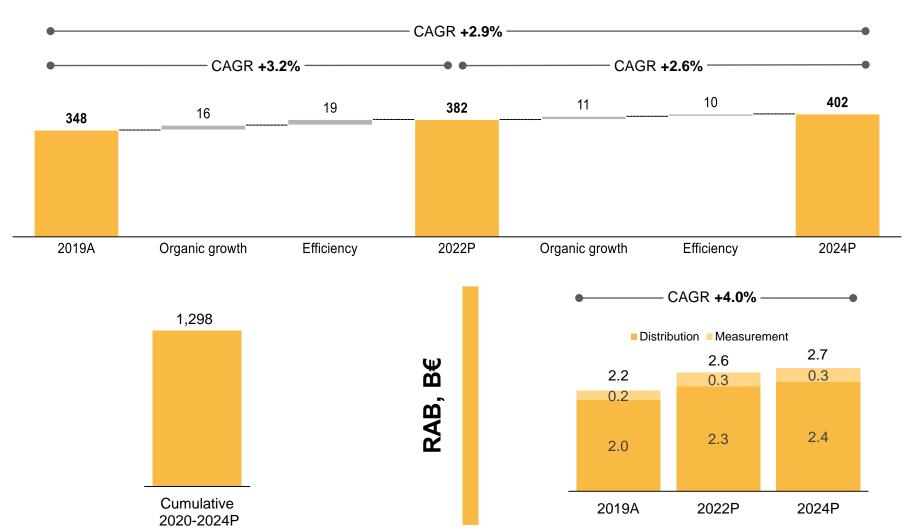
13+ M€
CAPEX

Areti and RSE-Ricerca Sistema Energetico have renewed their partnership agreement for grid modernisation, in line with the decarbonisation goals set in the 2030 Agenda. (March 2022)



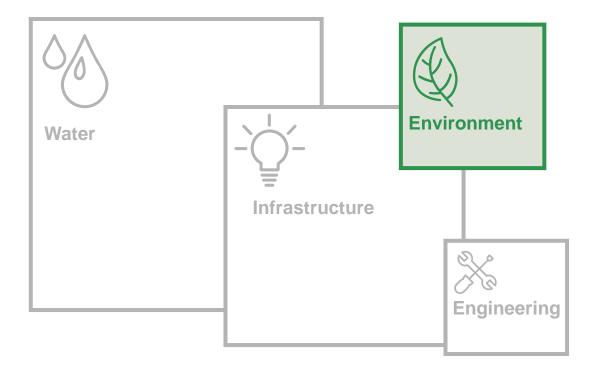


CAPEX, M€

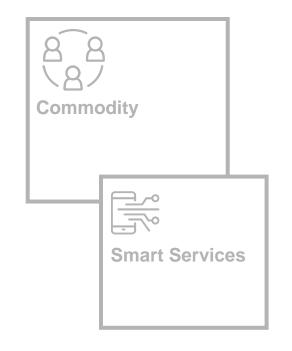


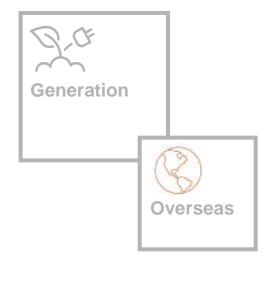


Operations



Commercial









Market consolidation towards circular economy also with a "one-stop-shop" approach

Acceleration to close the waste loop in Central Italy



«Core business» consolidation in energy recovery (WtE), disposal of non-separated waste, and disposal / treatment of organic waste





Strengthening of the **Waste-to-Material** (WtM) chain **with circular economy approach** (e.g. plastic, paper, ...)

+0.6 Mt/y
added capacity at
2024



Further development of the special waste segment promoting synergies with Water (e.g. sludge) and WtE (e.g. ashes) segments

+0.5 Mt/a added capacity at 2024



Value creation from the **post-merger integration** of acquired companies **and development of industrial synergies** through operating model commissioning and control systems integration

15+
acquired plants at 2024









Agreement for the acquisition of a 70% stake in Serplast (Abruzzo) and a 60% stake in Meg (Veneto), companies operating in the plastic recycling sector. EV (100%): €12M

• EBITDA 2021E: €3M

• EV/EBITDA: ~4x

Volumes treated: ~70,000 Tonnes/year

This acquisition marks a further expansion of ACEA's plastic waste treatment capability, with the entry into a new sector, recycling, which is expected to deliver strong growth in the coming years.

Closing for Meg: October 2021 - Closing for Serplast: February 2022



Agreement for the **acquisition of a 65% stake in Deco (Abruzzo)**, company that operates in the designing, building and operating facilities used in the treatment, disposal and recovery of solid urban waste.

• EV (100%): €68M

• EBITDA 2020: €11M

• EV/EBITDA: 6,2x

Volumes treated (authorized): ~270,000 Tonnes/year

The transaction enables ACEA to further consolidate its extensive presence in Central Italy - Closing: November 2021

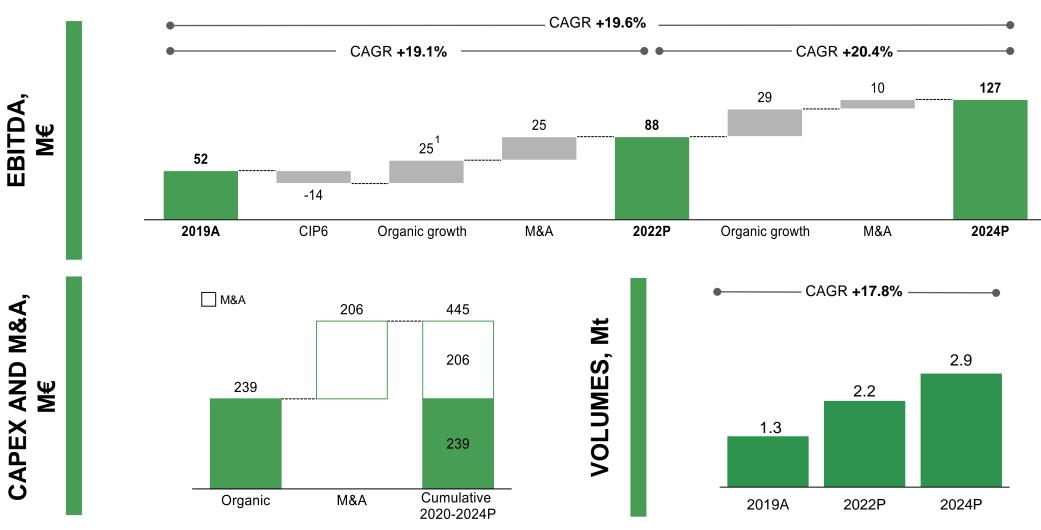


Acquisition the business unit "Polo Cirsu" in Abruzzo, bid totalling €19.1m. (June 2022)

The business unit consists of: "Grasciano1" landfill; "Grasciano2" landfill (consisting of an initial lot of 234k mc and a second lot to be constructed with authorised capacity of 246k mc); recycling and composting plant; platform for the recovery of separated waste and durable goods.

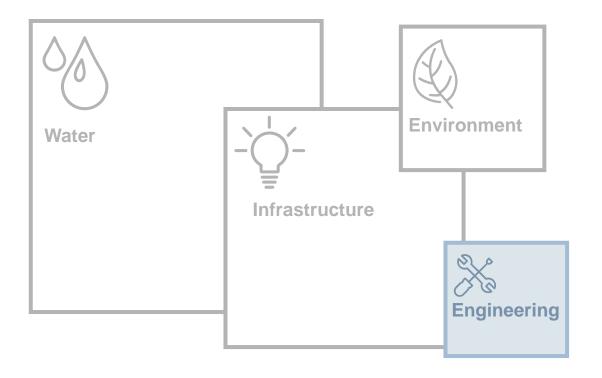




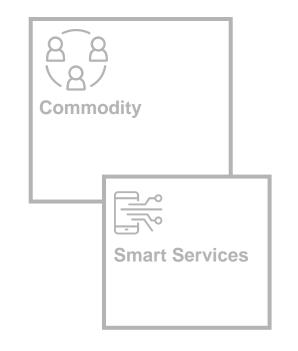


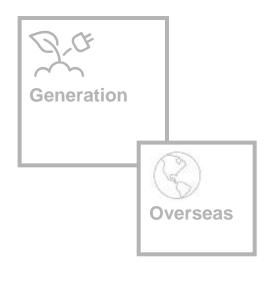


Operations



Commercial







Engineering & services MAIN INITIATIVES

Development of a
building oriented
company tasked with
turnkey management
of construction and
engineering activities

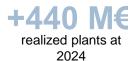


Integration of the acquisition of **SIMAM** and **focus** on core **engineering activities**





Construction of plants through internalization of construction activities with an EPC view





Performance improvement to reduce unitary costs related to SII





End-to-end management of investment with reduction of execution time and strengthening of laboratory activities



Development of a **commercial unit** to support growth and of a **research center**

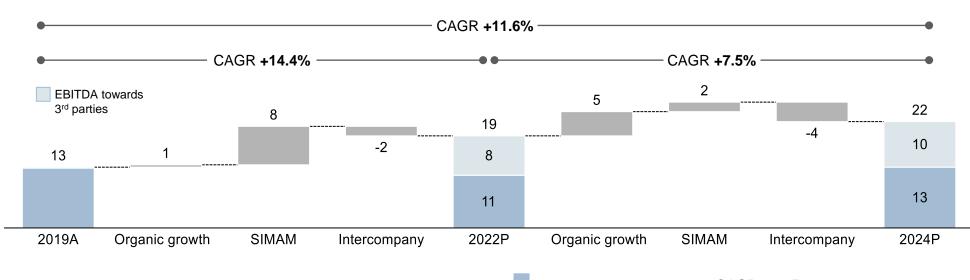


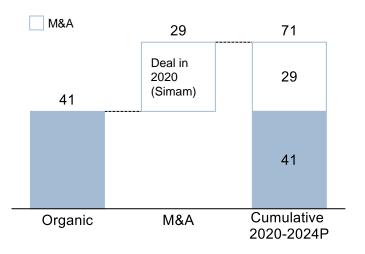
Engineering & services KEY FINANCIALS

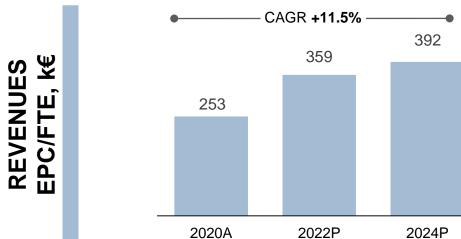


EBITDA, M€

CAPEX AND M&A, M€

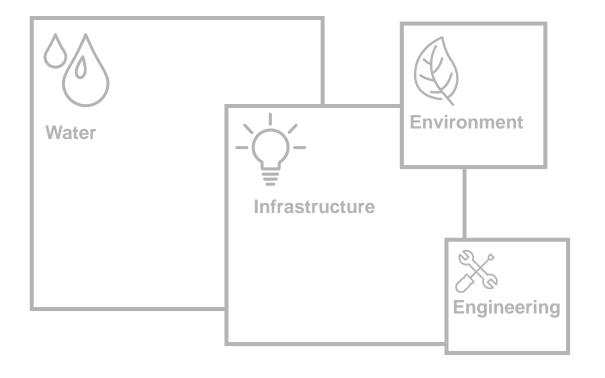




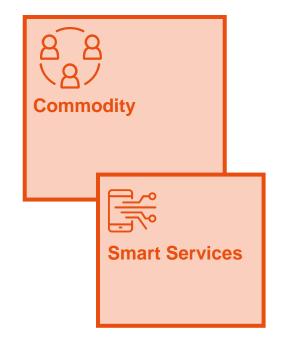


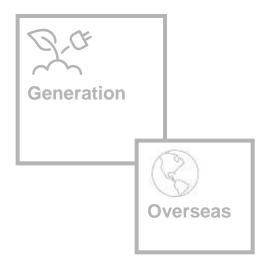


Operations



Commercial







Commercial & trading: focus on energy commodity



Commercial **expansion** in the Center and South of **Italy**, supported by regulated market phase-out and «digital» offerings



Focus on **core territories** with growth in the **Center and South of Italy**





Cross-selling and up-selling opportunities thanks to regulated market phase-out in 2022



customers switching to free market



Boost of dual fuel penetration (i.e. gas) on the existing customer base



gas customers vs 2019



Digital Attack through a **new platform** for **customer journey** management

+100K digital customer

vs 2019

ACEA launches its LUCE 100% GREEN and GAS 0% CO2 offers (June 2021)



Partnership between Acea Energia and Windtre to promote and market the ELECTRICITY AND GAS OFFERING, initially through telecom company's retail outlets in Italy (January 2022)



Commercial & trading: focus on Smart Services



Development of a

Services-Based

Company to strengthen

the relationship with

customers and increase

Acea Group brands

franchise



Organic development of e-mobility segment with charging stations increase and value-added services

2,200+
charging stations
at 2024



Push on **energy efficiency services** leveraging on opportunities from **fiscal incentives**

100+

condominiums at 2024



Installation of «Smart Comp» composters, managed remotely through an IoT platform developed by Acea

150+
composters installed

omposters insta at 2024



Installation of residential PV and solar thermal plants

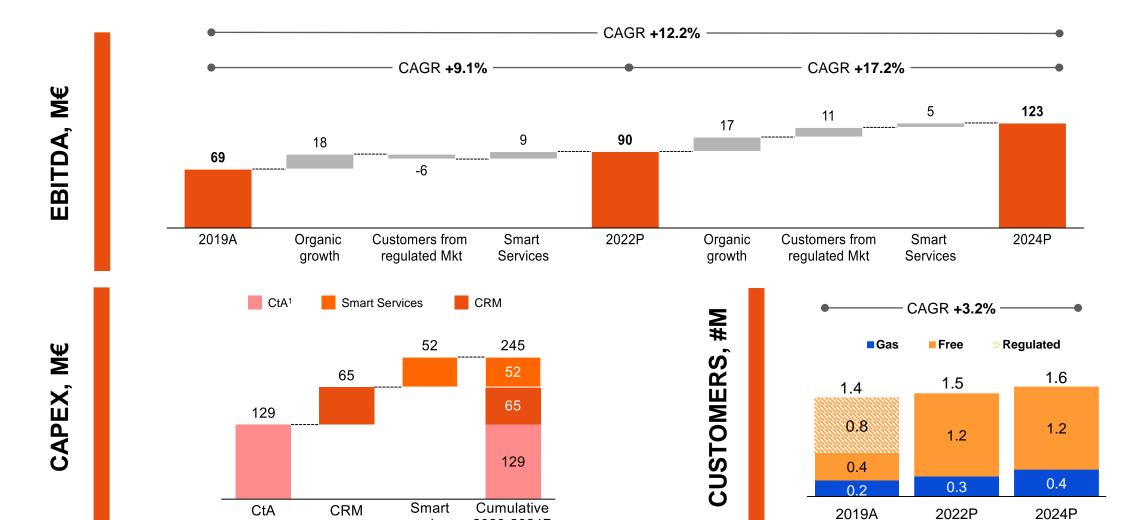
~1,000 plants installed at 2024

ACEA begins to offer charging services for ELECTRIC-POWERED VEHICLES with the launch of "ACEA E-MOBILITY" app (April 2021)



Commercial & trading KEY FINANCIALS



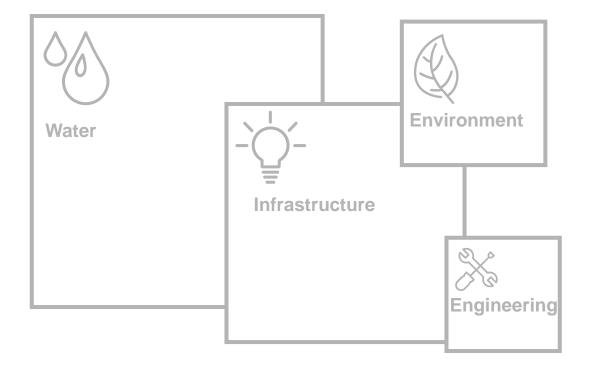


2020-2024P

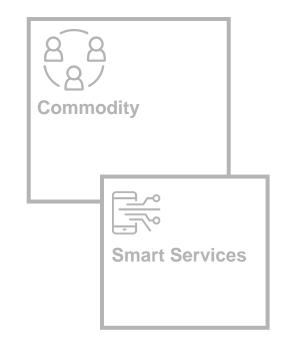
services

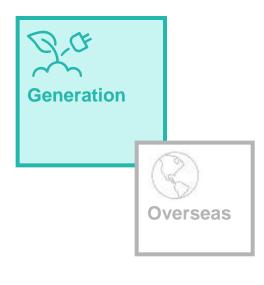


Operations



Commercial









Growth of PV portfolio to exploit opportunities from the energy transition and decarbonization processes



RES growth to exploit opportunities from the decarbonization process

installed at 2024



Greenfield development of PV in industrial and and agricultural areas

569 MW installed at 2024



M&A development to accelerate PV portfolio growth



Photovoltaic plants (as of December 2021)

Total capacity of 73 MWp.



Agreement with Equitix for the sale of a majority stake in NewCo set to manage photovoltaic assets.

The newly established company, AE Sun Capital, 60% owned by Equitix and 40% owned by ACEA Produzione, has acquired the ACEA Group's photovoltaic holding company from ACEA Produzione. The holding company is the owner of photovoltaic plants with total installed capacity of 105 MW, including 46 MW qualifying for various feed-in tariffs and 59 MW represented by newly built plants already connected or in the process of being connected to the national grid

- EV (100%): €220M
- EV/EBITDA 2022: 10x

Closing: March 2022



Opening of "Piana di Santa Chiara" photovoltaic plant in the Municipality of Ferrandina (Matera). The plant was built by ACEA Solar and is owned by AESun Capital (60% Equitix and 40% ACEA Produzione). (June 2022)

The plant occupies approximately 40 hectares of land and has installed capacity of approximately 20MW, resulting in annual production of approximately 36 GWh. This is equal to more than 1,830 equivalent hours per year and 15 kt of avoided CO2 emissions per year. The new plant will produce sufficient electricity to cover the annual usage of over 10,000 households.



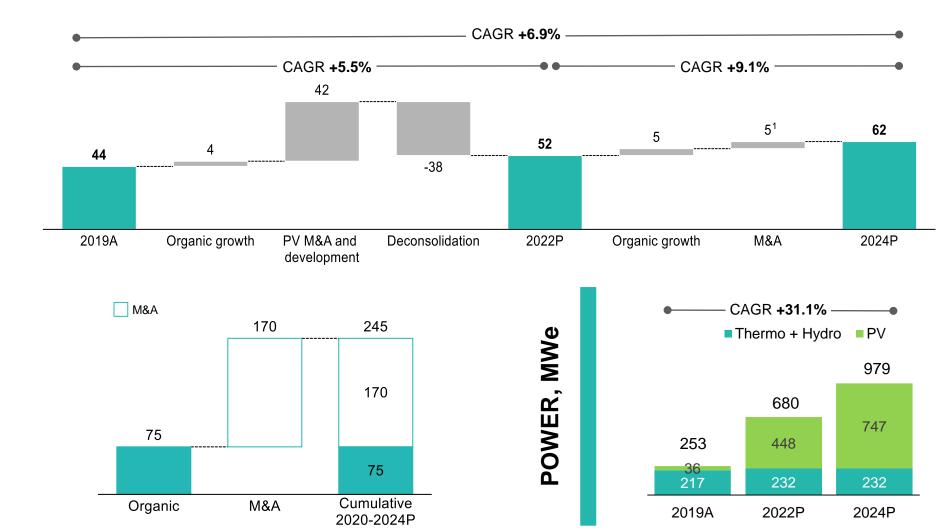
ACEA Solar (wholly owned of ACEA Produzione) has obtained from the Region of Sardinia the "Environmental Impact Assessment" and the "Single Authorisation" for the construction of a photovoltaic facility in the municipality of Bolotana (province of Nuoro). (July 2022)

The plant, the largest in Sardinia and one of the largest in Italy, will have an installed capacity of 85MW and will come into operation in 1H2024.

Expected annual production capacity is around 170 GWh, corresponding to 70 thousand tons of avoided CO2 emissions per year.





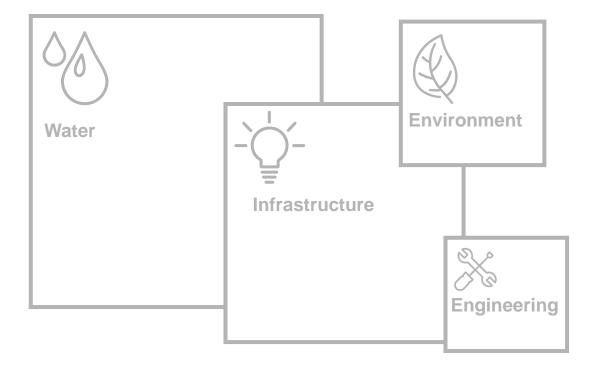




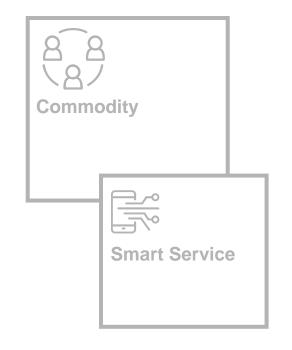
CAPEX AND M&A, M€

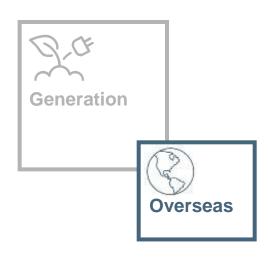
EBITDA, M€

Operations



Market









Current positioning



Acea Dominicana Consorcio Agua Azul

companies Overseas





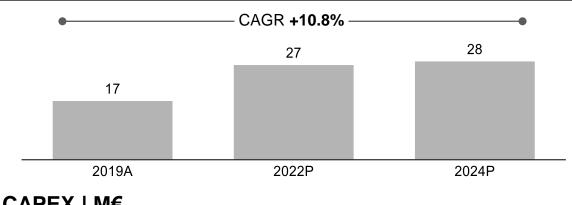
Aguas de San Pedro

61%

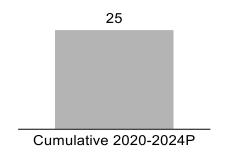


- Acea International: overseas holding (management, scouting, tender monitoring)
- Acea Dominicana: management of commercial services for the north and east regions of Dominican Republic
- Consorcio Agua Azul: provision of water and discharge services in the city of Lima
- Agua de San Pedro: management of water services for the city of San Pedro Sula in Honduras
- Acea Perù: subsidiary established to scout and develop opportunities in the Country

EBITDA | 2019-2024, M€



CAPEX | M€



In 2021, Acea entered into three-year contracts to manage fresh water pumping stations and maintain the fresh and waste water network in the city of Lima in Perù.



Agenda



ACEA GROUP



2021 RESULTS



BUSINESS PLAN 2020-2024



BUSINESS LINE HIGHLIGHTS



BUSINESS PLAN 2020-2024 KEY TARGETS



Business Plan 2020-2024 Key Targets

SIGNIFICANT GROWTH AT 2024, WHILE MAINTAINING A BALANCED CAPITAL STRUCTURE



6.7% of EBITDA CAGR with a 2024 target of 1.4 B€



Group **net profit** growing to **0.38 B€** in 2024



4.3 B€ of organic **CAPEX** (~850 M€ / year) and **0.4B€** capex from M&A (~80 M€ / year)



RAB growing to **5.9 B€** in 2024



Balanced NFP / EBITDA ratio over the plan reaching 3.0x in 2024 and NFP/RAB of 0.7x in 2024



860 M€ of dividends to be distributed throughout the plan







APPENDIX

IH 2022 RESULTS IQ 2022 RESULTS

REGULATORY FRAMEWORK

- Water
- Electricity distribution
- Environment





IH 2022 RESULTS

PERFORMANCE AND DELIVERY

RESULTS AHEAD OF EXPECTATIONS IN A CHALLENGING ENVIRONMENT

DOUBLE-DIGIT GROWTH

EBITDA

€682M +10%

EBIT

€348M +12%

NET PROFIT

€183M +10%

NET DEBT IN LINE WITH GUIDANCE

CAPEX

€462M -3%

NET DEBT

€4,212M +6%

LEVERAGE

NET DEBT/EBITDA LTM 3.2x

2022 EBITDA GUIDANCE RAISED



ACEA HAS COMMITTED TO SET NEAR-TERM COMPANY-WIDE EMISSION REDUCTIONS IN LINE WITH CLIMATE SCIENCE WITH THE SBTI



DELIVERY IN 1H 2022

SUSTAINABLE GROWTH MODEL COMBINING INNOVATION A STRONG FOCUS ON PEOPLE AND TERRITORIES TO CREATE SHARED VALUE

March 2022

Closing of sale to Equitix of photovoltaic assets

Acea and Suez sign final agreements for partnership for design and commercialisation of digital water metering systems

April 2022

Closing of acquisition, in consortium with Ascopiave and Iren, of certain gas distribution concessions from A2A

May 2022

First Green Bond Allocation & Impact Report published for years 2019 and 2020

June 2022

ACEA and NTT DATA Italy present "Waidy@ Management System (WMS)", a native cloud solution for protecting water resources

Go-live of the largest photovoltaic plant in Basilicata (20 MW), built by Acea Solar and owned by AE Sun Capital (60% Equitix, 40% Acea Produzione)

Acea Ambiente wins the auction for «Polo Cirsu» business unit (Abruzzo) operating in waste treatment and storage

First climate disclosure report published, in agreement with recommendations from Task Force on Climate-Related Financial Disclosures (TCFD)

July 2022

M&A TRANSACTIONS -

Authorisation received for a photovoltaic plant, to be largest in Sardinia and one of biggest in Italy. Installed capacity ~85MW

January 2022

Gaia Rating assigns ACEA a score of 82/100 for ESG performance

ACEA awarded Top Employers Italia 2022 certification

ACEA's ranking in Bloomberg Gender-Equality Index (GEI) 2022 improves, after obtaining score of 80.67

July 2022

Standard Ethics upgrades ACEA's Outlook to «Positive» from «Stable» and affirms Corporate Rating as «EE»,

Fitch Ratings affirms ACEA's «BBB+» rating with «Stable» Outlook



RESULTS IH 2022

KEY FINANCIAL HIGHLIGHTS

GROWTH INCREASINGLY FOCUSED ON BUSINESS SUSTAINABILITY AT THE HEART OF ACEA'S CORPORATE CULTURE

(€M)		1 H	2022 (A)	IH 2021 (B)	% CHANGE (A/B)
CONSOLIDATED R	EVENUE		2,347.7	1,824.3	+28.7%
EBITDA			682.5	618.8	+10.3%
EBIT			348.3	309.8	+12.4%
PRE-TAX PROFIT			323.7	269.2	+20.2%
GROUP NET PROF	IT		183.0	165.8	+10.4%
CAPEX*			461.8	473.7	-2.5%
(€M)	30 June 2022 (A)	3 I Dec 202 I (B)	30 June 2021 (C)	% CHANGE (A/B)	% CHANGE (A/C)
NET DEBT	4,212.1	3,988.4	3,932.8	3 +5.6%	+7.1%

MAIN DRIVERS

NET PROFIT 1H 2022:

- positive operating momentum
- **capital gain from sale to Equitix** of a majority stake in ACEA 's photovoltaic assets (~€19M)
- windfall tax as per art. 37 of Law Decree 21/2022 (~€29M)

AVERAGE GROUP WORKFORCE^

1H 2022 7,227 1H 2021 7,004 CHANGE +223^^

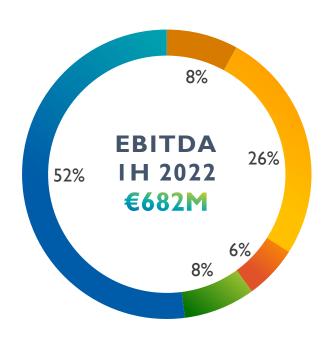
^{*} Net of grant-funded investment.

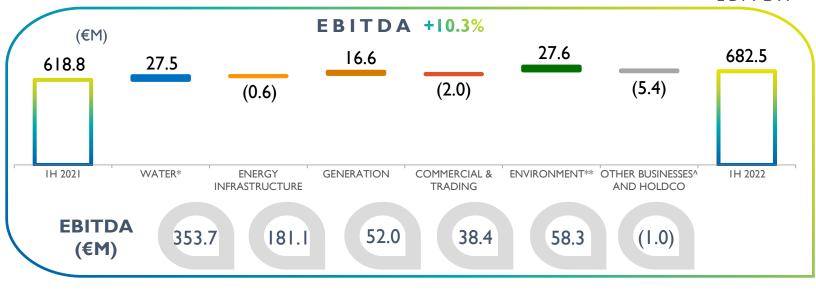
[^] Excluding employees of the Overseas segment.

^{^^} The increase primarily reflects the change in the scope of consolidation in the Environment segment.

RESULTS IH 2022

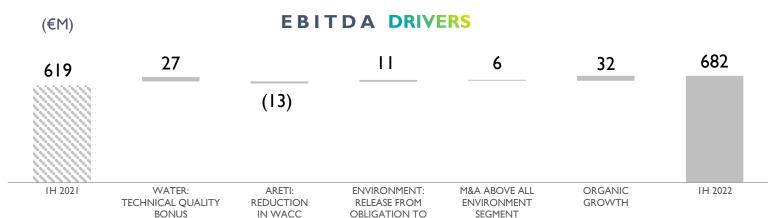
EBITDA











PURCHASE CO2 **ALLOWANCES**

^{*} Technical quality bonus (years 2018/2019), equal to €26.9M for Acea Group's fully consolidated water companies

^{**} Release of the Terni plant from its obligation to purchase CO2 allowances ^ Overseas, Engineering & Services.

FINANCIAL HIGHLIGHTS IH 2022

HIGHLIGHTS

(€M)	1H 2022 (A)	1H 2021 (B)	%CHANGE (A/B)
EBITDA	353.7	326.2	+8.4%
ACEA ATO2	241.5	215.7	+12.0%
ACEA ATO5	17.9	15.3	+17.0%
Gori	35.6	41.0	-13.2%
Adf	31.8	32.2	-1.2%
SII Terni	7.0	7.3	-4.1%
Equity-accounted water companies	13.9	8.7	+59.8%
Other consolidated water companies	2.8	2.9	-3.4%
Gas distribution	3.2	3.1	+3.2%
CAPEX*	251.2	239.1	+5.1%



- ✓ Closing of agreement between the Consortium established by Ascopiave, Acea and Iren and the A2A Group for the acquisition of certain gas distribution concessions.
 - Concessions of interest to ACEA: concessions in 5 ATEMs, including 2 in Abruzzo, 2 in Molise and I in Campania. (April 2022)
- ✓ ACEA and NTT DATA Italia presented "Waidy@ Management System (WMS)", a native cloud solution for protecting water resources. (June 2022)

EBITDA main drivers



+8.4%

TECHNICAL QUALITY BONUS (years 2018/2019)

+€26.9M

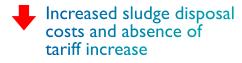
GROWTH AT ACEA ATO2

Operational efficiency Technical quality bonus (€23.6M) +€25.8M

GROWTH AT ACEA ATO5

Operational efficiency Technical quality bonus (€0.7M) +€2.6M

OFFSET BY GORI



-€5.3M

HIGHLIGHTS

				TOTAL ELECTRICITY DISTRIBUTED (GWh)	NUMBER OF PODs ('000s)
(€M)	1H 2022 (A)	1H 2021 (B)	%CHANGE (A/B)	4,275 4,560	1,638 1,648
EBITDA	181.1	181.7	(0.3%)		
- Areti	181.5	184.0	(1.4%)		
- Public lighting	(0.4)	(2.3)	n/s		
CAPEX	135.9	139.5	-2.6%	IH2I IH22	IH2I IH22



EBITDA main drivers



ELECTRICITY DISTRIBUTION ARETI

Reduction in WACC of 70 bps from 5.9% to 5.2% (-€13.3M) offset by improved operational efficiency, increase in RAB and resilience

2G ELECTRICITY SMART METERS

Approx. 507,000 installed at 30 June 2022



HIGHLIGHTS

				TOTAL ELECTRICITY PRODUCED (GWh)
(€M)	1H 2022 (A)	1H 2021 (B)	%CHANGE (A/B)	414* 377*
EBITDA	52.0	35.4	+46.9%	377
CAPEX	19.5	21.7	-10.1%	1H2I 1H22

EBITDA main drivers



PRICE AND VOLUME **EFFECTS**

Effect of energy price rises (+€136.25/MVVh), partly offset by reduction in hydroelectric volumes (-70.7 GWh)

+€14.0M

PHOTOVOLTAIC PLANTS

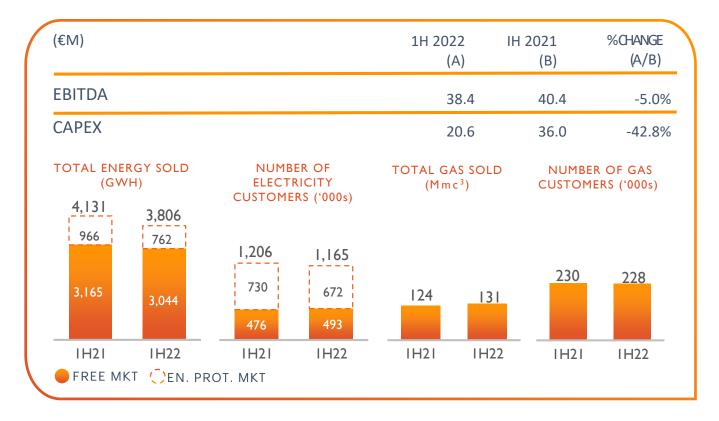
Total pipeline of 640 MW

- ≥ 200 MW approved (under construction + ready to build)
- > 440 MW awaiting approval



- Deal with Equitix for the sale of a majority stake in the holding company to which Acea's photovoltaic assets have been transferred (total installed capacity of 105 MW, including 46 MW eligible for feed-in tariffs and 59 MW newly built). (March 2022)
- ✓ Launch of largest photovoltaic plant in Basilicata, 20MW "Piana di Santa Chiara" plant in municipality of Ferrandina (Matera). Plant was built by ACEA Solar and is owned by AE Sun Capital (60% Equitix and 40% ACEA Produzione). (June 2022)
- ACEA Solar has obtained the "Environmental Impact Assessment" and "Single Consent" from Sardinia Regional Authority for construction of a photovoltaic plant in the municipality of Bolotana (NU). The largest in Sardinia and one of the biggest in Italy, the plant will have installed capacity of approximately 85MW and will enter service in H1 2024. Annual production capacity is expected to be approximately 170 GWh, equal to over 70,000 tonnes of avoided CO2 emissions per year. (July 2022)

HIGHLIGHTS





EBITDA Main drivers



FREE MKT, ENHANCED PROTECTION MKT AND GAS MKT EBITDA



-€7.8M

LOWER CUSTOMER BASE

Outcome of the auctions for «small» and «micro» businesses served by the enhanced protection market

- 18.000 CUSTOMERS

OPERATIONAL EFFICIENCY



+€3.4M

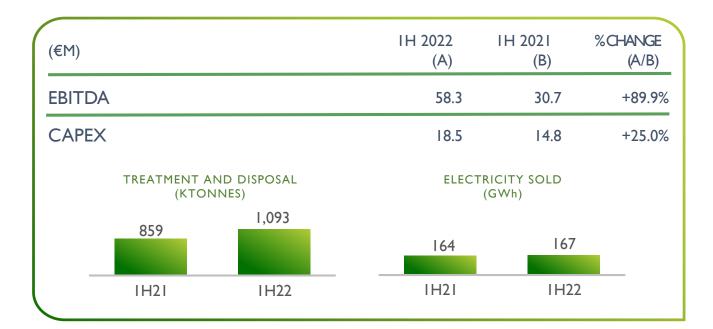
ACEA INNOVATION AND VAS

Increased revenue from Energy Efficiency projects and value added sérvices

+€2.2M



HIGHLIGHTS





- Acquisition of 70% of S.E.R.Plast and 60% of Meg, companies operating in the plastic recycling sector - volumes handled ~70k tonnes per year. Closing for Meg in October 2021, closing for S.E.R.Plast in February 2022.
- ✓ **Acquisition of 65% of Deco**, a company that designs, builds and operates plants involved in treatment, disposal and recovery of solid urban waste - volumes handled ~270k tonnes per year. Closing November 2021.
- ✓ ACEA Ambiente wins auction for "Polo Cirsu" business unit in waste treatment and storage sector in Abruzzo. (June 2022)

EBITDA Main drivers



INCREASED EBITDA FROM WTE PLANTS

Higher prices received for electricity produced +€14.3M

CHANGE IN SCOPE OF CONSOLIDATION

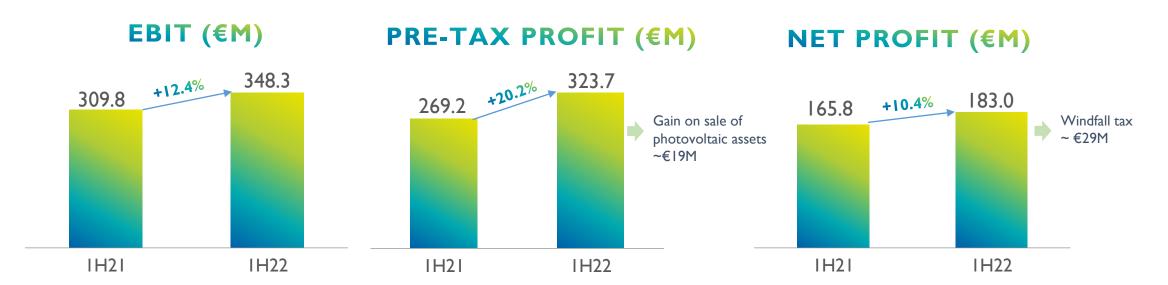
Deco group +€6.0M Meg +€1.2M SerPlast +€0.4M +€7.6M

CO₂ **ALLOWANCES**

Release from obligation for Terni plant to purchase CO2 allowances +€11.1M



EBIT AND NET PROFIT IH 2022



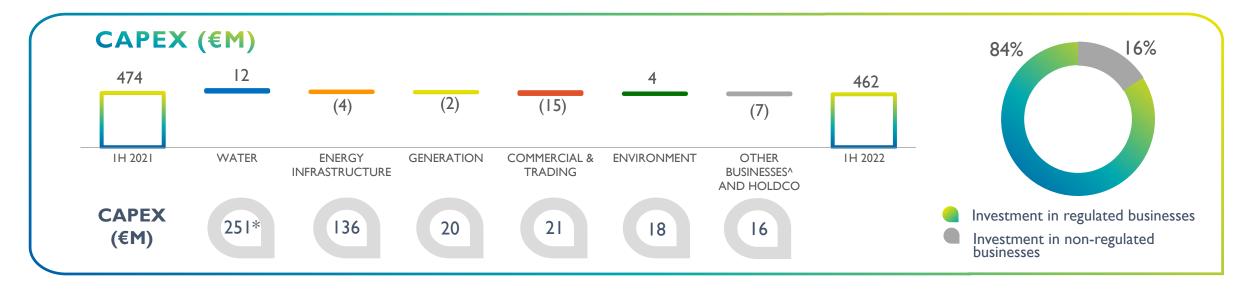
TOTAL	334.2	309.0	+8.2%
PROVISIONS	6.0	*3.3	+81.8%
IMPAIRMENTS	42.9	45.8	-6.3%
DEPRECIATION	285.3	259.9	+9.8%
(€M)	1H 2022	1H 2021	% CHANGE

TAX RATE 1H 2022 38.8% (tax rate IH 2021: 29.8%) **NORMALISED TAX RATE 1H 2022 EXCLUDING WINDFALL TAX: 30.0%**



CAPEX IH 2022

INVESTMENTS FOCUSED ON ECOLOGICAL TRANSITION AND EFFICIENCY





WATER

- REPAIR AND WIDENING OF WATER AND SEWER PIPES
- EXTRAORDINARY MAINTENANCE OF PLANTS AND NETWORKS
- WORK ON TREATMENT **PLANTS**



ENERGY INFRASTRUCTURE

- UPGRADE OF THE GRID
- WORK ON PRIMARY AND SECONDARY SUBSTATIONS
- INSTALLATION OF 2G METERS



GENERATION

- EXTRAORDINARY MAINTENANCE OF PRODUCTION PLANTS
- CONSTRUCTION OF PHOTOVOLTAIC PLANTS



COMMERCIAL & TRADING

- CUSTOMER ACQUISITION
- E-MOBILITY PROJECTS



ENVIRONMENT



OTHER

- WORK ON SAN VITTORE, TERNI AND MONTEROTONDO **MARITTIMO PLANTS**
- CHANGE IN SCOPE OF CONSOLIDATION





- ^ Overseas, Engineering & Services.
- * Net of grant-funded investment.

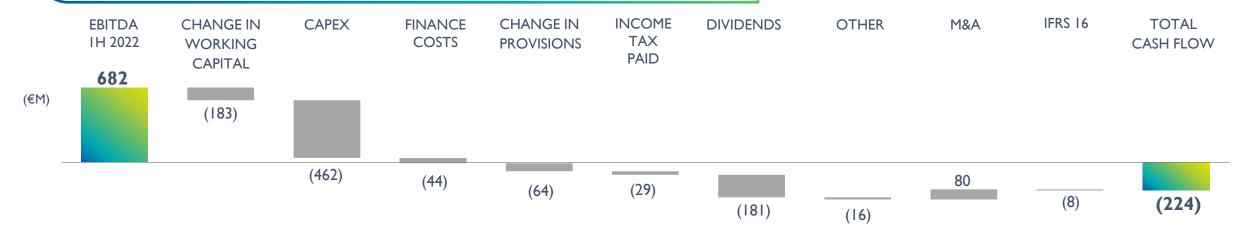
CASH FLOW (€M) 1H2022 EBITDA 682 CHANGE IN WORKING CAPITAL (183) CAPEX* (462)

(474)(32) FREE CASH FLOW 38 FINANCE INCOME/(COSTS) (44)(43)CHANGE IN PROVISIONS (64)(63) (29)(44)INCOME TAX PAID (181)(170) DIVIDENDS (11)OTHER (16)M & A 80^ (11)IFRS 16 (8) (12) TOTAL CASH FLOW (224)(385)

CASH FLOW IH 2022

POSITIVE FREE CASH FLOW

- ▲ SALE OF PHOTOVOLTAIC ASSETS
- ▲ TECHNICAL QUALITY BONUS (WATER)
- FURTHER REDUCTION IN GENERAL SYSTEM COSTS (ARETI)
- ENERGY PRICE EFFECT
- **WINDFALL TAX**



1H2021

619

(177)



^{*} Net of grant-funded investment.

(€M)	30 June 2022 (A)	31 Dec 2021 (B)	30 June 2021 (C)	CHANGE (A-B)	CHANGE (A-C)
NET DEBT	4,212.1	3,988.4	3,932.8	223.7	279.3
Medium/long- term	4,684.7	4,792.0	4,856.5	(107.3)	(171.8)
Short-term	(472.6)	(803.6)	(923.7)	331.0	451.1

STRUCTUI (MATURITY AND			DEBT FALLING DUE AFTER 2022	FLOATING RATE
30 JUNE 2022)			DEBT FALLING DUE BY END OF 2022	FIXED RATE
84%	1.40%	4.9 YEARS	1%	16%
FIXED RATE	AVERAGE COST	AVERAGE TERM	99%	84%

RESULTS IH 2022

SOLID FINANCIAL STRUCTURE

LEVERAGE

NET DEBT/ NET DEBT/ EBITDA LTM EBITDA 30 JUNE 2022 31 DEC 2021 3.2x 3.2x

RATINGS

SUATINABILITY RATINGS

FitchRatings

BBB+ Stable Outlook

Moopy's Baa2 Stable Outlook*

CDP «A-», leadership confirmed



Standard Ethics «EE» Outlook raised to «Positive»



Bloomberg GEI improved to 80.67



Gaia Ratings improved to 82/100





IQ 2022 RESULTS

PERFORMANCE AND DELIVERY

A STRONG, RESILIENT BUSINESS MODEL

EBITDA

€318M +2%

NET PROFIT

€99M* +20%

CAPEX

€222M -3%

NET DEBT

€3,890M -3%

LEVERAGE

NET DEBT/ EBITDA LTM 3.08×



2022 GUIDANCE CONFIRMED

EBITDA

+2%/+4% VERSUS 2021 CAPEX

BROADLY IN LINE WITH 2021 NET DEBT

€4.2/4.3B

ARERA Resolution 183/2022 (26 April 2022)

Incentive mechanism for technical quality in the integrated water service (years 2018/2019): the water companies fully consolidated in the Acea Group have received ~€26m



RESULTS IQ 2022 KEY FINANCIAL HIGHLIGHTS

NET DEBT	3,890.3	3,988.4	3,654.1	-2.5%	+6.5%
(€M)	31 Mar 2022 (A)	3 I Dec 202 I (B)	31 Mar 2021 (C)	% CHANGE (A/B)	% CHANGE (A/C)
CAPEX**		22	22.4	228.7	-2.8%
GROUP NET PRO	OFIT	9	9.4*	83.1	+19.6%
EBIT		153.8		155.5	-1.1%
EBITDA		318.2		311.5	+2.1%
CONSOLIDATED) REVENUE	1,1	92.5	929.9	+28.2%
(€M)		IQ 2022 IQ (A)		Q 2021 (B)	% CHANGE (A/B)

KEY FINANCIAL INDICATORS CONFIRM CONSTANT GROWTH TREND

AVERAGE GROUP WORKFORCE^

1Q 2022 7,197 1Q 2021 **7,004** CHANGE +193^^

^{*} Includes the capital gain on the sale to Equitix of a majority stake in ACEA's photovoltaic assets (~€21M).

^{**} Net of grant-funded investment

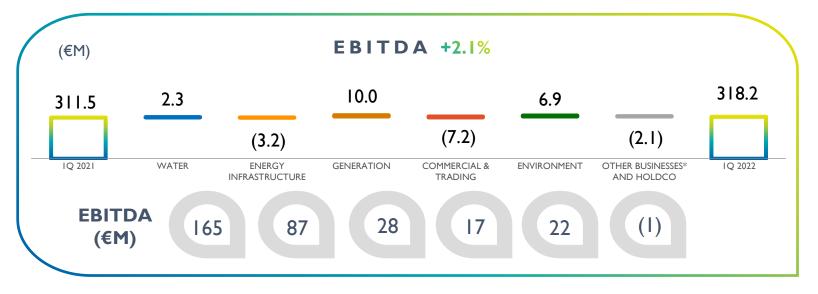
[^] Excludling employees in the Overseas segment.

^{^^} Increase primarily due to wider scope of consolidation in the Environment segment.

RESULTS IQ 2022

EBITDA





CHANGES IN SCOPE OF CONSOLIDATION

EBITDA (€M)	Change
M E G	+0.5
S.E.R.PLAST	+0.1
DECO	+1.8
ECOLOGICA SANGRO	+1.1
PHOTOVOLTAIC	+1.2
CONSORCIO ACEA LIMA SUR	+0.1
TOTAL	+4.8



CASH FLOW 1Q 2022

CASH FLOW (€M)	IQ 2022	IQ 2021
EBITDA CHANGE IN WORKING CAPITAL	3 8 (80)	3 I 2 (I 2 8)
FREE CASH FLOW	(222)	(229)
FINANCE INCOME/(COSTS)	(22)	(23)
CHANGE IN PROVISIONS	(29)	(23)
O T H E R	(7)	(6)
M & A	1 4 5 *	(8)
IFRS 16	(4)	-
TOTAL CASH FLOW	9 8	(105)

POSITIVE FREE CASH FLOW: €15M
IMPROVED WORKING CAPITAL MANAGEMENT

TOTAL CASH FLOW: €98M

BENEFITTING FROM IMPACT OF

PHOTOVOLTAIC ASSETS TRANSACTION





RESULTS 1Q 2022

SOLID FINANCIAL STRUCTURE

LEVERAGE

3.08x	3.17x
3 I Mar 2022	3 I Dec 202 I
EBITDA LTM	EBITDA
NET DEBT/	NET DEBT/

RATINGS

SUSTAINABILITY RATINGS

FitchRatings BBB+ Stable Outlook

Moody's Baa2
Stable Outlook**



CDP
«A-», leadership
confirmed



Standard Ethics **«EE»**, **«positive»**outlook*



Bloomberg GEI improved to 80.67



Gaia Ratings improved to 82/100

(€M)	31 Mar 2022 (A)	31 Dec 2021 (B)	31 Mar 2021 (C)	CHANGE (A-B)	CHANGE (A-C)
Net debt/(funds)	3,890.3	3,988.4	3,654.1	(98.1)	236.2
Medium/long-term	4,484.6	4,792.0	4,949.2	307.4	(464.6)
Short-term	(594.3)	(803.6)	(1,295.1)	(209.3)	700.8

STRUCTURE OF DEBT **DEBT FALLING DUE FLOATING RATE AFTER 2022** (MATURITY AND INTEREST RATES AT 31 MARCH 2022) **DEBT FALLING DUE FIXED RATE BY END OF 2022** 4.8 86% 1.40% **YEARS FIXED RATE AVERAGE AVERAGE** COST **TERM**



^{*} Outlook raised to «Positive» in July 2022





REGULATORY FRAMEWORK

- Water
- Electricity distribution
- Environment



TARIFF REGIME FOR THE THIRD REGULATORY PERIOD (2020-2023)

ARERA Resolution 639/2021 - 2022/2023 period

- > WACC: 4.8% (previously 5.2%)
- > Real risk-free rate cut from 0.5% to 0.13%.
- > Water Utility Risk Premium held at 1.7%.
- Cost of Debt reduced from 2.8% to 2.4%.
- Level of inflation to be applied to allowed costs in 2021 equal to 0.1% and in 2022 equal to 0.2%.
- RAB deflator for 2021 is 0.5% and 0.4% for 2022.

EXPIRY OF CONCESSIONS	
ATO2 Lazio Centrale (Acea ATO2)	2032
ATO5 Frosinone (Acea ATO5)	2033
ATO3 Regione Campania (Gori)	2032
ATO4 Alto Valdarno (Nuove Acque)	2027
ATO2 Basso Valdarno (Acque)	2031
ATO3 Medio Valdarno (Publiacqua)	2024
ATO6 Ombrone (Acquedotto del Fiora)	2031
Municipality of Lucca (Geal)	2025
ATO I Perugia (Umbra Acque)	2031
ATI4 Umbria (Umbriadue Servizi Idrici)	2031





ARERA Resolution 614/2021 - "Rate of return on invested capital for infrastructure services in the electricity and gas sectors for the period 2022-2027»

- Confirmation of regulatory period of 6 years (2022-2027), with an interim review after 3 years.
- Increase in Beta for electricity distribution and transmission and gas transmission.
- Increase in taxation from 28% to 29.5%.
- Reduction in weight of new Debt in the period 2022-2024 from 50% to 33.3% and from 2025 from 75% to 66.6%.
- Revised method for calculating Risk-Free Rate.

Areti's concession expires in 2030

ELECTRICITY DISTRIBUTION REGULATORY PERIOD WACC: SIX YEARS 2022-2027

• WACC FOR 2022-2024: **5.2**%

REGULATORY PERIOD WACC: SIX YEARS 2016-2021

- WACC for 2016-2018 5.6%
- WACC for 2019-2021 5.9%

WACC FOR OTHER ACTIVITIES

ELECTRICITY TRANSMISSION

Electricity transmission WACC 2019-2021: 5.6% WACC 2022-2024: 5.0%

GAS NETWORKS

Gas transport WACC 2020-2021: 5.7% WACC 2022-2024: 5.1%

Gas distribution WACC 2020-2021: 6.3% WACC 2022-2024: 5.6%

Gas storage WACC 2020-2021: 6.7% WACC 2022-2024: 6.0%

MAIN ARERA RESOLUTIONS:

614/2021 Rate of return on invested capital for infrastructure services in the electricity and gas sectors for the 2022-2027

635/2021 Determination of tariff components for general system costs for 2022 + Warm home discount scheme and related additional component Jan-Mar 2022

536/2021 Work on improving the resilience of distribution networks eligible for rewards and penalties (2021-2023 Plan)

537/2021 Rewards and penalties for work on improving the resilience of electricity distribution networks completed in 2020

604/2021 Method of compensating for settlement items deriving from objections to two-year statute of limitations raised by final users and sellers

358/2021 Confirmation of cap of €250 per EEC and additional payment of €10 per EEC.

547/2021 Determination of the additional one-off component of €7.26 per EEC for each certificate handed over at the end of the year of obligation 2020





ARERA RESOLUTION 363/2021 (MTR-2) - REGULATORY PERIOD 2022-2025

- The earlier method has been confirmed for the regulatory period 2022-2025, after a number of changes designed to encourage its application, promote economic and environmental efficiency targets and limit discretionary behaviour by local authorities. The changes have introduced an **initial attempt** to regulate access plants involved in closure of the cycle.
- The scope of application covers **treatment plants used in the «recovery and disposal»** of **all urban waste**, regardless of how it is subsequently classified. **Recycling chains**, managed by recycling consortia and other entities, are, on the other hand, **not addressed**.
- Regional planning has been given a decisive role in defining plants involved in closure of the cycle, operating in structurally rigid markets (insufficient capacity to meet demand for treatment), as «minimum». These plants will subject to revenue caps: the prices applied in 2021 (which will form the basis for the entire regulatory period) will be adjusted on the basis of allowable costs in accordance with ARERA's method. A cap on annual tariff increases has also been introduced.
- Vice versa, plants not classified as «minimum» as part of the planning process will be considered **«additional»**: these plants **will not be subject to regulated tariffs**, but will only be subject to disclosure requirements.
- In order to drive development of the circular economy, MTR-2 also introduces a number of **environmental components targeting waste producers**, with incentives to reduce waste flows and penalties for waste sent to landfill.
- In a later resolution (68/2022/R/rif dated 22 February 2022), ARERA determined, in line with the approach adopted when setting the TIWACC for the energy sectors, the WACC for the regulatory period 2022-2025 save for any intra-period adjustments as 6% for facilities not integrated into the waste cycle (the WACC for the integrated cycle is instead 5.6%).



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