

Athens, September 30th, 2021

Financial Results First Half 2021:

Steady course focused on growth strategy

- Turnover of 156 million euros from 158.3 million euros in the corresponding half of 2020, reduced by 1.4%
- Increase in total water consumption by 1.4% to 194.8 million cubic meters from 192.2 million cubic meters in the corresponding period of 2020
- EBITDA 35.3 million euros from 36.7 million euros in the first half of 2020 (-3.7%)
- Profits before taxes of 23.9 million euros from 24 million euros in the corresponding period of 2020 (-0.6%)

"In the first half of 2021 we faced new challenges, while remaining committed to achieving our goals and strategy, demonstrating stability in our results," Harry Sachinis, CEO of EYDAP, stated during the announcement of the six months' financial results of 2021.

Under the Law 4812/2021, the exclusive right of EYDAP for the provision of water supply and sewerage services was renewed until 2040, setting the grounds for the settlement of various issues of the past, the signing of the new contract with the Greek State and the development course of the company.

At the same time, we continued to manage the special conditions of the pandemic without affecting the smooth operation of the Company. With the employees as an ally, who have a very high vaccination rate of 85%, EYDAP offers consumers the security required as a covid-free company.

The obligation of the Company to comply with Law 4412/2016, in combination with the appeals from both parties, led to time delays in the appointment of a postal contractor and created significant problems in the issuance of bills and invoicing, but we make every effort to definitively resolve the issue.

EYDAP will continue its reform program by creating the appropriate environment for the development course and the corresponding results, within the principles of Sustainable Development. "

In the first half of 2021, turnover was decreased by 1.4% (-2.2 million euros) and amounted to 156 million euros from 158.3 million euros in the corresponding half of 2020.

Total consumption increased by 1.4% to 194.8 million cubic meters from 192.2 million cubic meters in the corresponding period of 2020.

Due to the time delay of the appointment of a postal service contractor, as a consequence of the time-consuming judicial involvement of the relevant tender after continuous and bilateral appeals of the participants, there was a suspension of distribution of bills and therefore a temporary suspension of their issuance. From 27.04.2021 until 15.06.2021 no invoicing of the Company's customers took place, leading to:

- increase in the balance of customers through the Contractual Assets including the formation of provision for non-invoiced income for this period, estimated at approximately euro 20 million and
- decrease in collectibles for the two months of June-July by 59% compared to the corresponding period last year.

Operating cost (cost of sales, administrative expenses, distribution expenses and impairment of financial assets) amounted to € 139.0 million, recording a decrease of approximately -1.3 million € (or -0.9 %).

Earnings before interest, tax, depreciation and amortization (EBITDA)* decreased by 3.7% or -1.4 million € amounting to € 35.3 million versus € 36.7 million in the first half of 2020, while EBITDA margin remained stable.

Earnings before interest and tax (EBIT)* decreased amounting to € 17.8 million versus € 18.6 million in the first half of 2020. EBIT margin stood at 11% versus 12% in the first half of 2020.

In the first half of 2021, profit before tax amounted to € 23.9 million versus € 24 million in the first half of 2020.

Profit after tax decreased by € 9.7 million versus € 14.3 million in the first half of 2020, recording decrease by 32%. Net profit margin stood at 6.2% versus 9.1% in the first half of 2020.

Operating Cash Flows amounted to +17.6 million € versus +34.3 million € in the corresponding period of 2020. Cash Flows from investing activities were negative standing at -8.6 million € (due to the acquisition of tanging fixed assets amounting to -13.5 million € and the interest collected amounting to +3.7 million €)

In the current period, the formed provision for the additional cost of the raw water amounts to approximately 3.9 million euros. The calculation of the formed provision was based on the discussions with the Greek State as well as on the draft contracts (Exclusive Contract and Operation and Maintenance Contract) that have been prepared since July and since then, have been processed by the competent Ministries for their final configuration. Based on those drafts, the Company undertakes for the first three years, the maintenance of the External Water Supply System, with an annual flat fee. This annual fee for the years 2021-2023 will not be paid by the Fixed Assets Company, since, according to the provision of the draft contracts, these amounts have been taken into account in the calculation of the raw water supply prices throughout the duration of the contract. , i.e. for the years 2021 to 2040. Consequently, these amounts will be apportioned in these years and will be charged accordingly to the raw water supply costs of those years. It is noted that from the fourth year, or from the time that a new contractor will emerge, provided there is a relevant extension of up to one year, in the relevant tender procedure and respectively in the Operation and Maintenance Contract, EYDAP SA will be entitled to receive a flat fee from the Fixed Assets Company, for the operation and maintenance services offered to the External Water Supply System.

Regarding the management of the pandemic, guided by the corporate social responsibility towards its employees and the citizens, EYDAP harmonized its operation from the beginning of the pandemic outbreak with special health protocols and the relevant legal framework while enhancing the digital services.

The Company has set clear ESG strategic goals, aiming at the continuous improvement of the respective indices.