

# We improved our financials by increasing turnover and reducing operating costs



Accelerating growth - Strengthening resilience

increase in provisions by €12.1 million

(+112%)

0.10 euros

### We have established the foundations for sustainable development

### Exclusive concession for the next 17 years

EYDAP renewed the exclusivity for the provision of services and ensured stable prices for raw water.



### **New Regulatory Framework**

The Regulated Asset Base framework expected to be activated in Q3 2024 and will provide predictability and stability in revenue and recovery.



### **Tripled Investments**

EYDAP's strategic investments amounting to 2.1 billion euros are aimed at the continued provision of excellent quality services and at strengthening its future Regulated Asset Base.

### **ESG Upgrade**

Improved ESG ratings across all existing rating agencies, with S&P rating EYDAP higher than 69% among the 79 industry companies rated globally. EYDAP is committed to zero carbon water by2030.

### Support to and by Consumers

- Provides one of the cheapest water tarriffs worldwide according to Global Water Intelligence
- We have the highest satisfaction rate compared to all other utilities.



### We enhance our flexibilities for growth

The law to be voted on this week, regarding climate change also contains favorable regulations for EYDAP in matters such as:



Carrying out operation and maintenance activities outside Attica for water supply and sewage networks and facilities,



Ability to acquire control of businesses in related industries,



Flexibilities for development in RES and reuse of recycled water,



Simplification of procedures for assigning the maintenance, operation and upgrading of the External Water Supply System to EYDAP



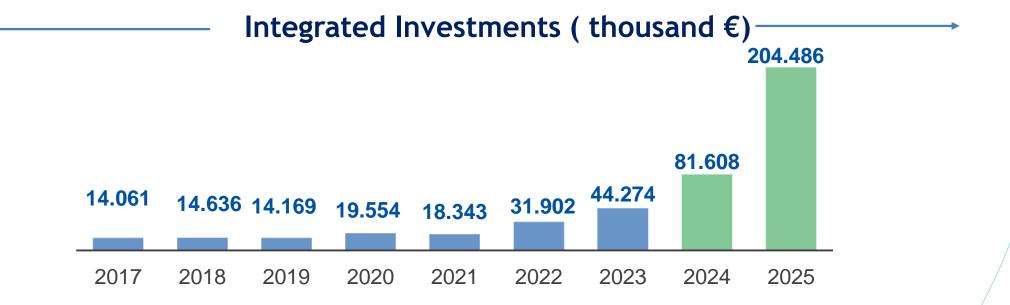
Potential of assigning to EYDAP the cleaning and maintenance of storm drains.



### We have tripled investments since 2019...

### — Planned Investments 2.1 billion in the decade

- Eastern Attica Projects 90% of the projects have been funded by the EU ~ 958 million €
- Water supply projects (upgrades of networks and facilities, smart meters, etc.) ~ 681 million €
- Sewage projects (upgrades of networks and facilities, etc.) ~ 365 million €
  - New Building, digital governance and energy projects ~ 104 million €



...and we will quintuple them in 2024

# We are changing Eastern Attica and.... We build 400,000 Serviced population new wwTP



We operate

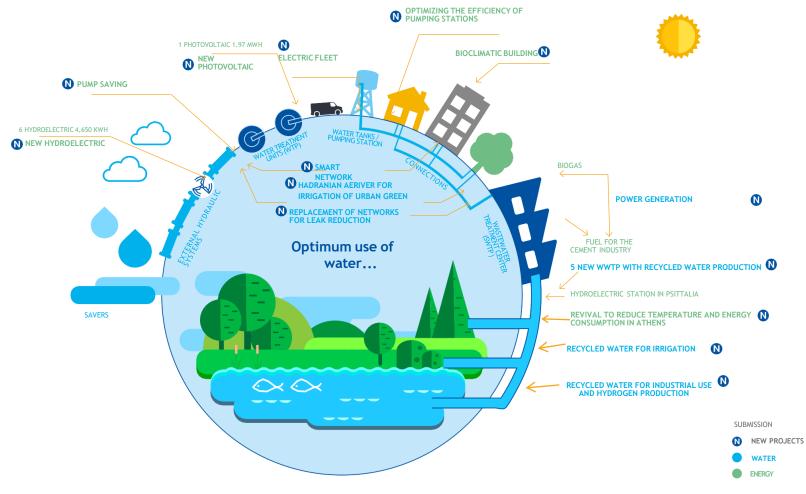
connections

Eastern Attica
Western Attica

investment

...we are upgrading Western Attica

# We are organizing a progressive action plan against climate change....



....with a zero carbon footprint

### ...and a potential water shortage

Pumping from the Yliki branch with the operation of the Mavrosouvala wells and the pumping stations of the Yliki branch.

Increase in the pumping of the Yliki branch and activation of wells of the Middle River Voiotikos Kifissos which, through the connecting Aqueduct of Distomo, feed Mornos Aqueduct.

Alternative solutions such as desalination, enrichment of the underground aquifer with recycled water and connection to other water reservoirs are already being considered.



### Improving the experience of our consumers...

Preference for direct water supply from EYDAP by 62% than by Municipalities (vs 29%, 2019)

Overall customer satisfaction 75%

Overall satisfaction regarding digital services more than 80%

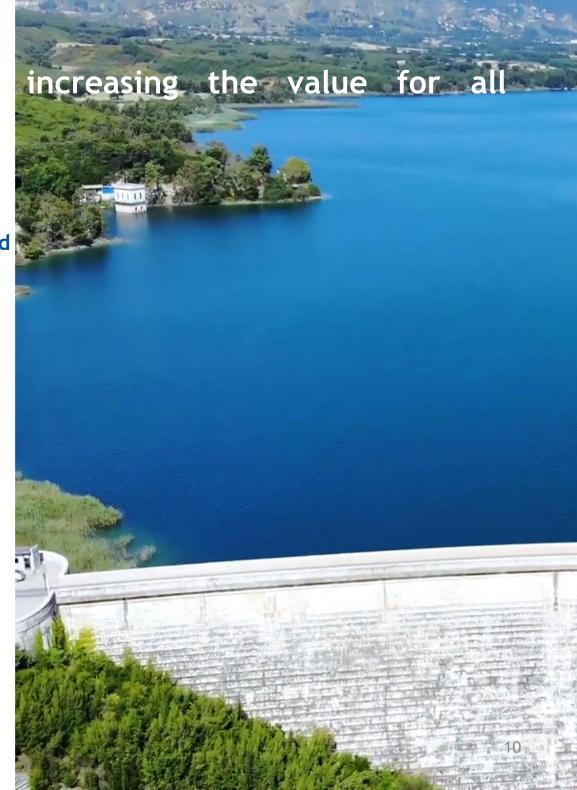
Net Promoter Score +32
1 out of 2 would recommend the Company

57% choose digital channels to pay their bills (vs. 34%, 2019)

Overall consumer satisfaction regarding EYDAP's services, in comparison to other utilities, is significantly higher by 14 to 22 percentage points.

### ...and we are committed to Shareholders

- New regulatory framework to ensure stability and predictability of revenues
- 20-year exclusive concession
- Rapidly growing investor base
- ESG Ratings upgrade
- Commitment to achieve Net Zero
- Effective governance: One Ministry One Regulator
- Stable management team
- Will of the state for development and expansion of the Company's area of competence
- Strong unlevered balance sheet with cash of approximately € 325mn.

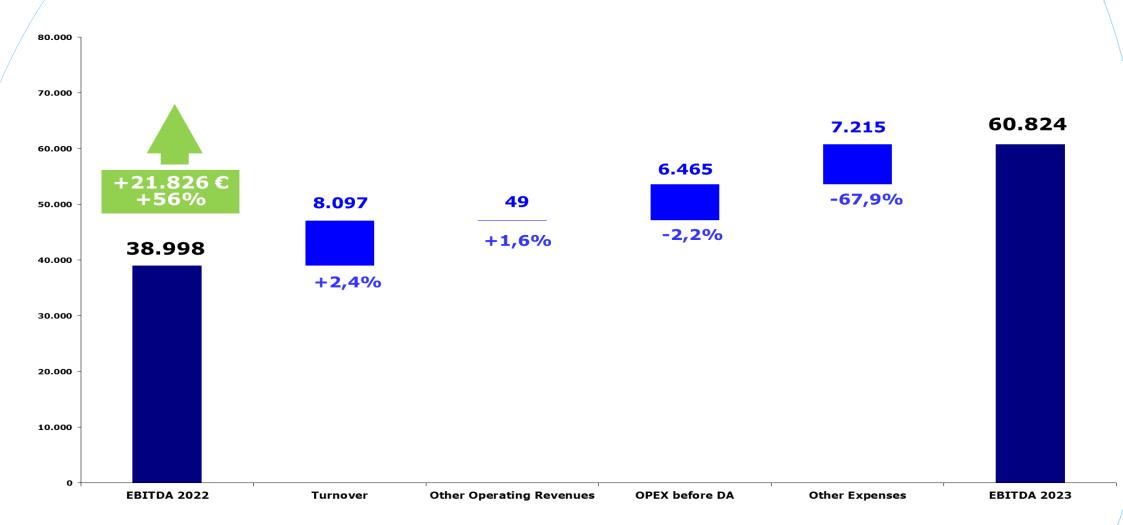




### Financial Results 2023 (Company)

In thousands of €	2021	2022	2023	Y-O-Y
Turnover	360.753	343.477	351.574	2,4%
Gross Profits	156.918	121.548	133.836	10,1%
% of turnover	43,5%	35,4%	38,1%	
EBITDA	85.484	38.998	60.824	56%
% of turnover	23,7%	11,4%	17,3%	
EBIT	46.310	117	21.517	18.332%
% of turnover	12,8%	0,0%	6,1%	
Pre-tax Profit (EBT)	59.411	10.638	27.988	163%
% of turnover	16,5%	3,1%	8,0%	
Income Tax	-28.734	-5.594	-7.716	37,9%
Net Income	30.678	5.044	20.272	302%
% of turnover	8,5%	1,5%	5,8%	

### **EBITDA 2023** (in thousands of €)



### **EBITDA Without Various Provisions 2023**

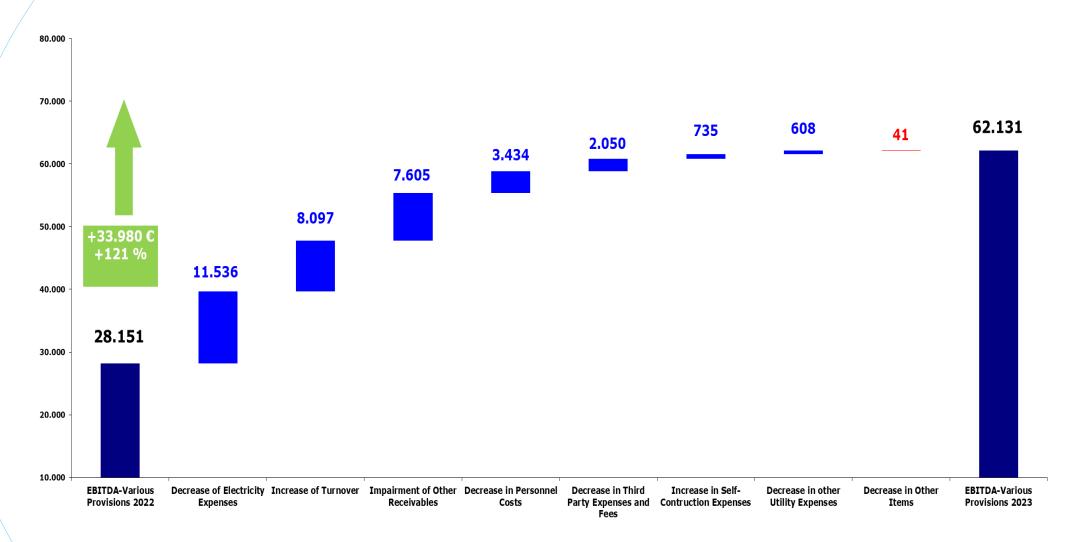
(amounts in thousands of €)

In thousands of €	2021	2022	2023	Y-O-Y	Y-O-Y %
EBITDA	85.484	38.998	60.824	21.826	56%
Various Provisions	4.250	-10.847	1.307	12.154	112%
EBITDA-Various Provisions	89.734	28.152	62.131	33.980	121%

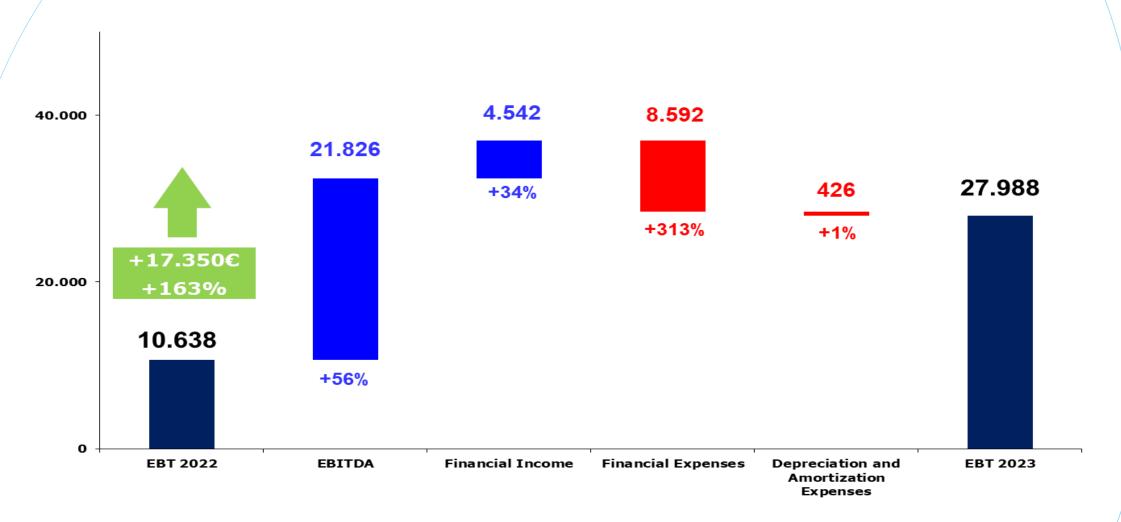
VARIOUS PROVISIONS	202 1	2022	2023	Y-o-Y
Bad Debt Expenses	3.733	-3.703	-477	87%
Provisions for Litigation Expenses	498	-7.512	1.992	127%
Inventory Write-offs (reversals)	19	369	-209	-157%
Total of Various Provisions	4.250	-10.847	1.307	112%

### **EBITDA Without Various Provisions 2023**

(amounts in thousands of €)



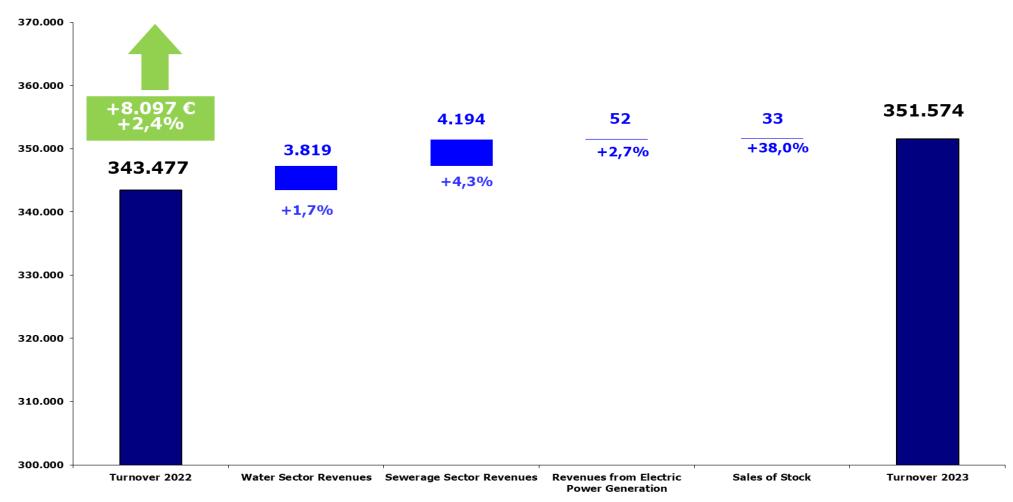
### Earnings Before Taxes (EBT) 2023 (amounts in thousands of €)



### Turnover Breakdown 2023 (amounts in thousands of €)

TURNOVER	2021	2022	2023	Y-O-Y
Revenues from Water Supply and Related Services	222.324	210.479	215.410	2,3%
% of turnover	97,6%	96,1%	96,6%	
Revenues from Sewerage Services	3.156	3.899	3.985	2,2%
% of turnover	1,4%	1,8%	1,8%	
Revenues from Electric Power Generation	242	300	306	1,9%
% of turnover	0,1%	0,1%	0,1%	
Sales of Stock	337	319	583	82,5%
% of turnover	0,1%	0,1%	0,3%	
Revenues from the Contract of O&M of the EWSS	1.804	4.101	2.634	-35,8%
% of turnover	0,8%	1,9%	1,2%	
Turnover	227.862	219.099	222.918	1,7%

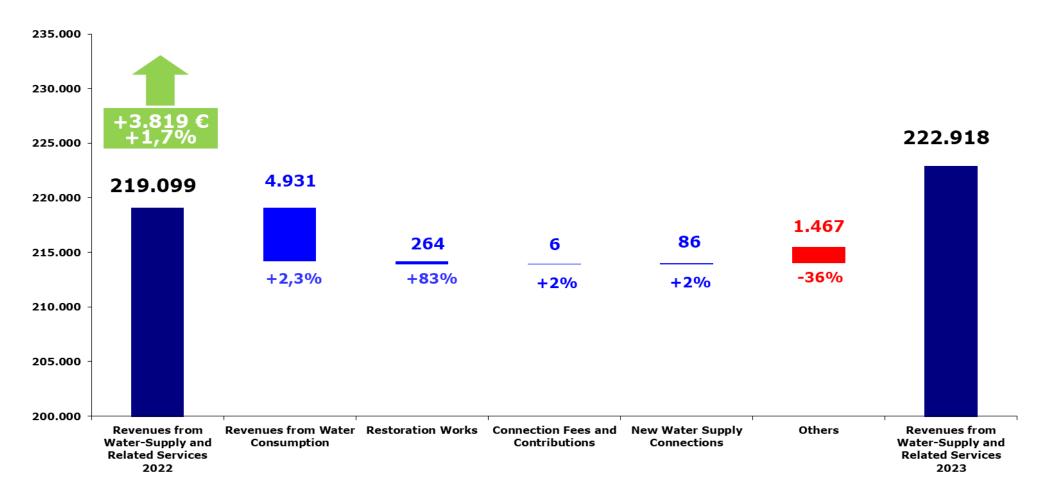
### Turnover 2023 (amounts in thousands of €)



# Revenues from Water Supply and Related Services 2023 (amounts in thousands of €)

WATER SUPPLY AND RELATED SERVICES	2021	2022	2023	Y-O-Y
Revenues from Water Consumption	222.324	210.479	215.410	2,3%
% of the total of water supply and related services	97,6%	96,1%	96,6%	
New Water Supply Connections	3.156	3.899	3.985	2,2%
% of the total of water supply and related services	1,4%	1,8%	1,8%	
Connection Fees and Contributions	242	300	306	1,9%
% of the total of water supply and related services	0,1%	0,1%	0,1%	
Restoration Works	337	319	583	82,5%
% of the total of water supply and related services	0,1%	0,1%	0,3%	
Others	1.804	4.101	2.634	-35,8%
% of the total of water supply and related services	0,8%	1,9%	1,2%	
Total of Revenues from Water Supply	227.862	219.099	222.918	1,7%

### Revenues from Water Supply and Related Services 2023 (amounts in thousands of €)



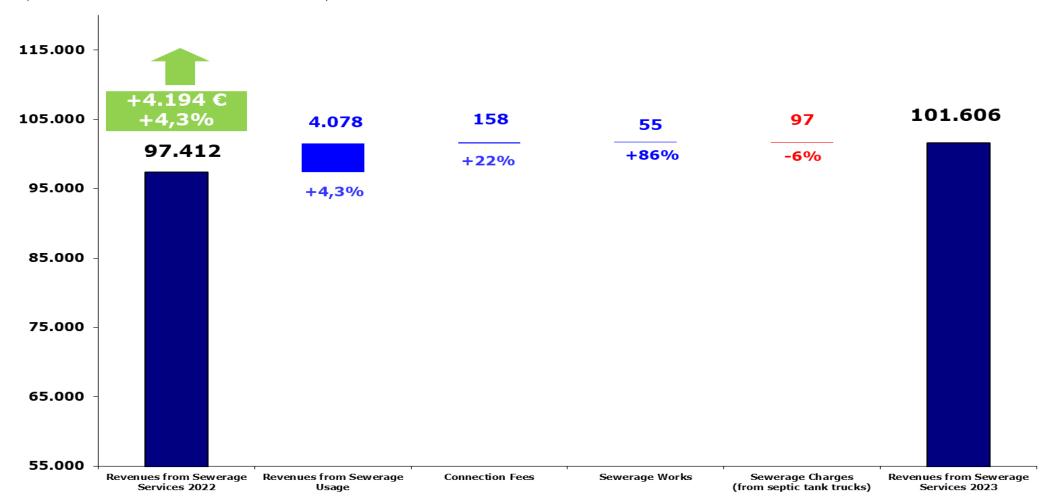
### Revenues from Sewerage Services 2023

(amounts in thousands of €)

Sewerage Revenues	2021	2022	2023	Y-O-Y
Revenues from Sewer Usage	103.882	94.999	99.077	4,3%
% of the total Revenues from Sewerage Services	97,7%	97,5%	97,5%	
Connection Fees	629	710	868	22,2%
% of the total Revenues from Sewerage Services	0,6%	0,7%	0,9%	
Sewerage Charges (septic tank trucks)	1.734	1.638	1.540	-6,0%
% of the total Revenues from Sewerage Services	1,6%	1,7%	1,5%	
Sewerage Works	59	65	120	85,6%
% of the total Revenues from Sewerage Services	0,1%	0,1%	0,1%	
Total of Revenues from Sewerage	106.304	97.412	101.606	4,3%

### Revenues from Sewerage Services 2023

(amounts in thousands of €)



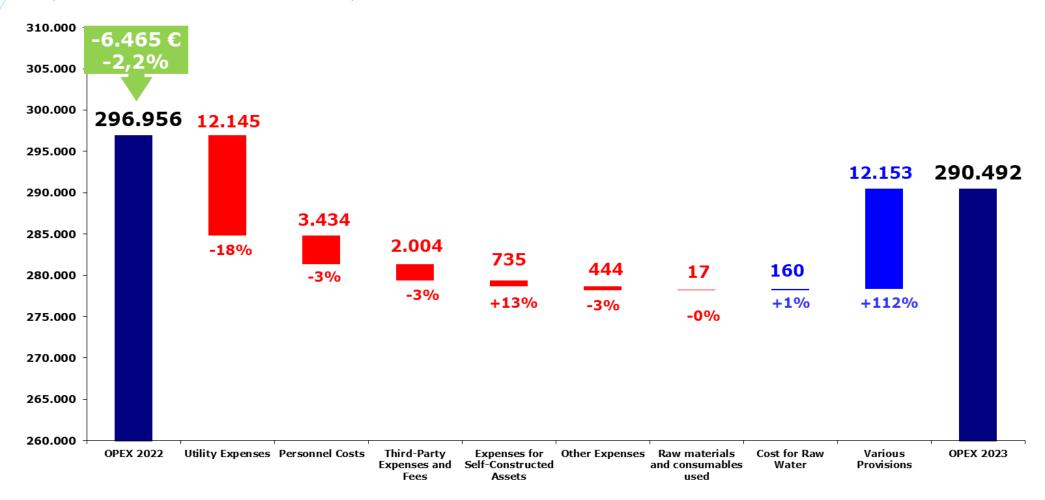
### **Operating Expenses Breakdown\* 2023**

(amounts in thousands of €)

OPERATING EXPENSES*	2021	2022	2023	Y-O-Y
Personnel Costs	127.130	132.054	128.620	-3%
% of Operating Expenses	46%	44%	44%	
Utility Expenses	44.919	68.064	55.919	-18%
% of Operating Expenses	16%	23%	19%	
Third-party Expenses and Fees	54.130	60.013	58.009	-3%
% of Operating Expenses	19%	20%	20%	
Provisions	4.250	-10.847	1.307	112%
% of Operating Expenses	2%	-4%	0%	
Cost / Provision for Raw Water	28.395	27.624	27.785	1%
% of Operating Expenses	10%	9%	10%	
Other Expenses	15.276	13.623	13.180	-3%
% of Operating Expenses	5%	5%	5%	
Raw Materials and Consumables used	11.260	12.281	12.264	0%
% of Operating Expenses	4%	4%	4%	
Expenses for Self-constructed assets	-6.932	-5.855	-6.590	13%
% of Operating Expenses	-2%	-2%	-2%	
Operating Expenses*	278.428	296.957	290.492	-2,2%

### Operating Expenses Breakdown\* 2023

(amounts in thousands of €)

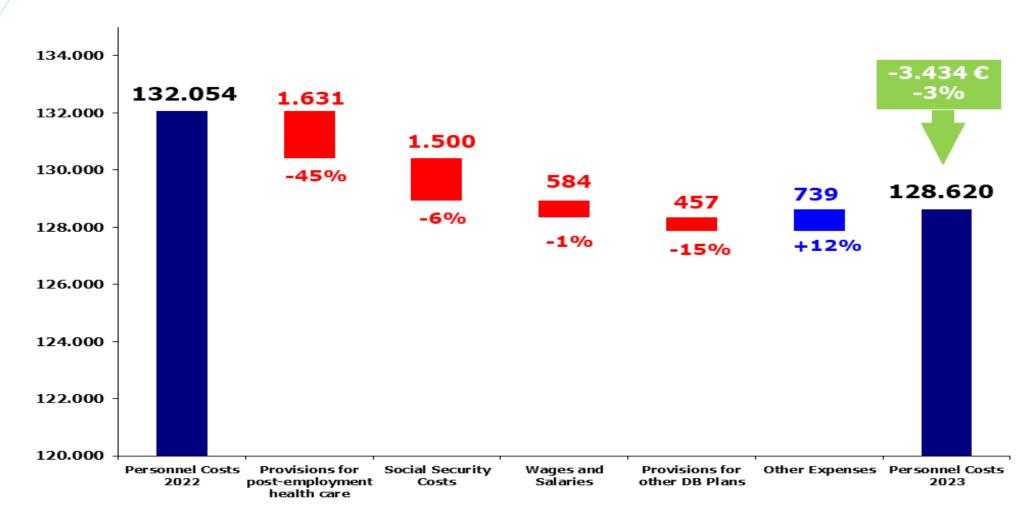


### **Personnel Costs Breakdown 2023**

(amounts in thousands of €)

PERSONNEL COSTS	2021	2022		Y-O-Y
Wages and Salaries	93.8	354 <b>95.381</b>	94.797	-1%
% of the total of Personnel Costs	7	72%	74%	
Social Security Costs	19.2	206 23.545	22.045	-6%
% of the total of Personnel Costs	1	5% 18%	17%	
Provisions for post-employment health care	4.3	3.615	1.983	-45%
% of the total of Personnel Costs		3% 3%	2%	
Provisions for other DB Plans	2.5	3.095	2.638	-15%
% of the total of Personnel Costs		2% 2%	2%	
Other Expenses	7.	186 6.417	7.156	12%
% of the total of Personnel Costs		6% 5%	6%	
Total of Personnel Costs	127.	130 132.054	128.620	-3%

### Personnel Costs 2023 (amounts in thousands of €)



# Breakdown of Various Provisions 2023 (amounts in thousands of €)

VARIOUS PROVISIONS	2021	2022	2023	Y-o-Y
Bad Debt Expenses *	3.733	-3.703	-477	87%
Provisions for Litigation Expenses	498	-7.512	1.992	127%
Inventory Write-offs (reversals)	19	369	-209	-157%
Total of Various Provisions	4.250	-10.847	1.307	112%

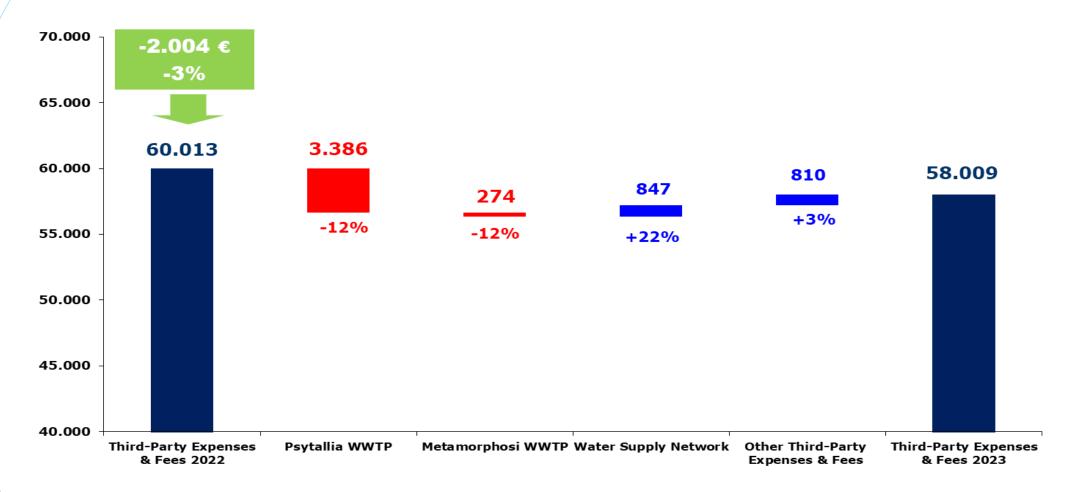
<sup>\*</sup> in the context of applying IFRS 9 from 1/1/2018, the company presents "Bad Debt Expenses" separately in the statement of income under the title "Impairment of financial assets"

# Breakdown of Third-Party Expenses & Fees 2023 (amounts in thousands of €)

THIRD-PARTY EXPENSES & FEES	2021	2022	2023	Y-o-Y
Psytallia WWTP	27.972	28.744	25.358	-12%
% of the total Third-Party Expenses and Fees	52%	48%	44%	
Metamorphosi WWTP	1.956	2.251	1.977	-12%
% of the total Third-Party Expenses and Fees	4%	4%	3%	
Water Supply Network	2.894	3.888	4.736	22%
% of the total Third-Party Expenses and Fees	5%	6%	8%	
Other Third-Party Expenses & Fees	21.309	25.129	25.939	3%
% of the total Third-Party Expenses and Fees	39%	42%	45%	
Total of Third-Party Expenses & Fees	54.130	60.013	58.009	-3%

### Third-Party Expenses & Fees 2023

(amounts in thousands of €)



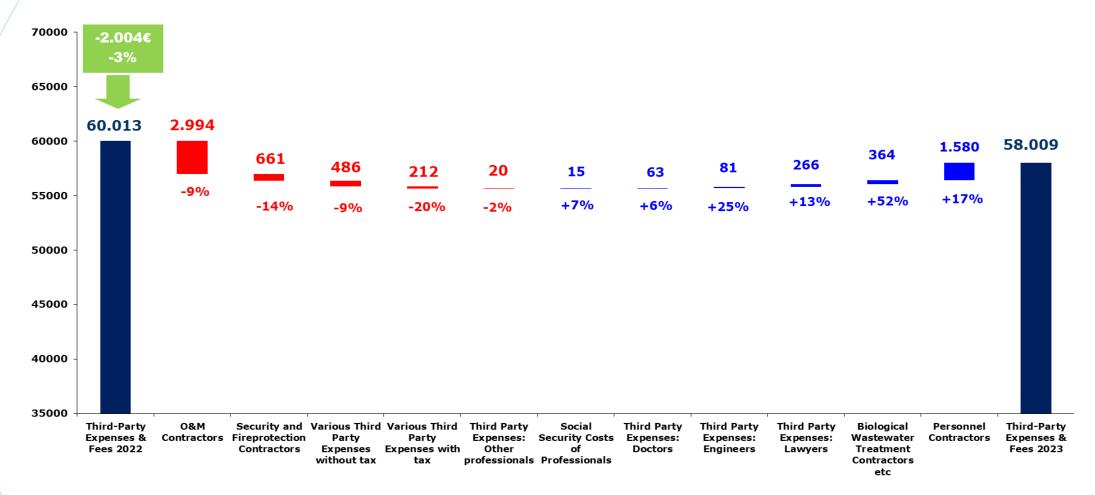
### Breakdown of Third-Party Expenses & Fees 2023

(amounts in thousands of €)

THIRD-PARTY EXPENSES & FEES	2021	2022	2023	Y-o-Y
O&M Contractors	33.484	33.957	30.963	-9%
Personnel Contractors	8.069	9.129	10.709	17%
Various Third Party Expenses without tax	3.536	5.711	5.225	-9%
Security and Fire protection Contractors	3.177	4.846	4.186	-14%
Third Party Expenses: Lawyers	2.087	1.981	2.247	13%
Various Third Party Expenses with tax	775	1.049	837	-20%
Third Party Expenses: Other Professionals	1.242	1.102	1.082	-2%
Third Party Expenses: Doctors	924	991	1.054	6%
Third Party Expenses: Engineers	609	326	407	25%
Social Security Costs of Professionals	216	221	235	7%
Biological Wastewater Treatment Contractors etc	11	699	1.063	<b>52</b> %
Total of Third-Party Expenses & Fees	54.130	60.013	58.009	-3%

### Third-Party Expenses & Fees 2023

(amounts in thousands of €)

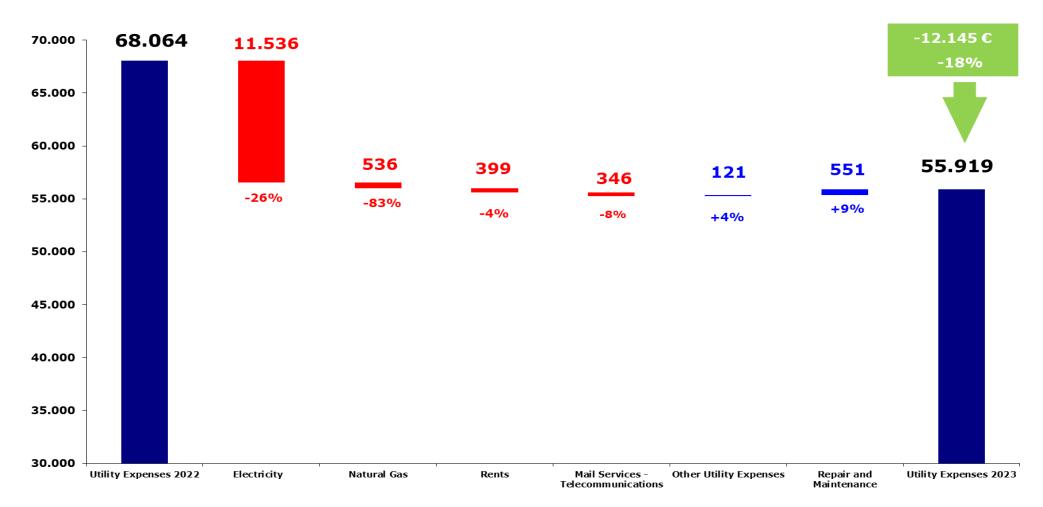


### Breakdown of Utility Expenses 2023

(amounts in thousands of €)

UTILITY EXPENSES	2021	2022	2023	Y-o-Y
Electricity	22.376	44.409	32.873	-26%
% of the total of Utility Expenses	50%	65%	59%	
Natural Gas	675	644	107	-83%
% of the total of Utility Expenses	2%	1%	0%	
Rents	9.187	9.131	8.733	-4%
% of the total of Utility Expenses	20%	13%	16%	
Mail Services - Telecommunications	4.541	4.607	4.261	-8%
% of the total of Utility Expenses	10%	7%	8%	
Repair and Maintenance	5.524	6.268	6.820	9%
% of the total of Utility Expenses	12%	9%	12%	
Other Utility Expenses	2.616	3.005	3.126	4%
% of the total of Utility Expenses	6%	4%	6%	
Total of Utility Expenses	44.919	68.064	55.919	-18%

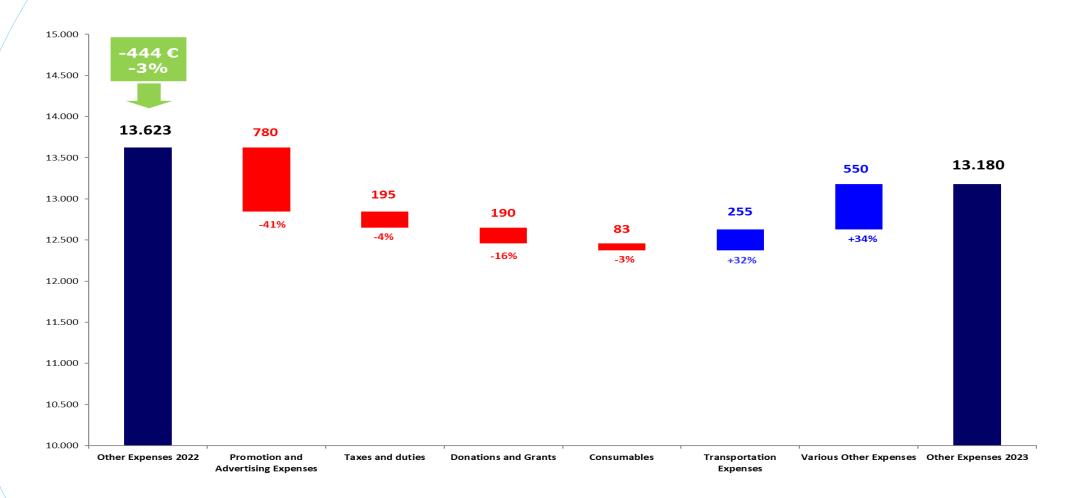
### Utility Expenses 2023 (amounts in thousands of €)



# Breakdown of Other Expenses 2023 (amounts in thousands of €)

OTHER EXPENSES	2021	2022	2023	Y-o-Y
Taxes and duties	5.803	4.895	4.700	-4%
% of the total of Other Expenses	38%	36%	36%	
Consumables	2.465	3.213	3.130	-3%
% of the total of Other Expenses	16%	24%	24%	
Promotion and Advertising Expenses	1.449	1.905	1.125	-41%
% of the total of Other Expenses	9%	14%	9%	
Transportation Expenses	705	790	1.045	32%
% of the total of Other Expenses	5%	6%	8%	
Donations and Grants	3.548	1.211	1.021	-16%
% of the total of Other Expenses	23%	9%	8%	
Various Other Expenses	1.306	1.608	2.158	34%
% of the total of Other Expenses	9%	12%	16%	
Total of Other Expenses	15.276	13.623	13.180	-3%

### Other Expenses 2023 (amounts in thousands of €)



### Balance Sheet Items 2023 (amounts in thousands of €)

ASSETS	2022	2023	23-22%
Tangible Assets	778.980	783.757	0,6%
Intagible Assets	79.964	75.684	-5,4%
Right-of-Use Assets	1.006	2.949	193,3%
Other Non Current Assets	82.884	89.930	8,5%
Inventories	16.948	20.354	20,1%
Trade Receivables-Contract Assets	169.777	169.854	0,0%
Other Current Assets	338.625	336.841	-0,5%
TOTAL ASSETS	1.468.184	1.479.369	0,8%
EQUITY AND LIABILITIES	2022	2023	23-22%
Share Capital	63.900	63.900	0,0%
Other items of Shareholders' Equity	773.795	783.671	1,3%
Liabilities for Employee Benefits	282.342	293.387	3,9%
Investment Subsidies and Customer Contributions	149.918	164.829	9,9%
Provisions and other Long-Term Liabilities	69.803	61.177	-12,4%
Other Short-Term Liabilities	128.426	112.405	-12,5%
TOTAL EQUITY AND LIABILITIES	1.468.184	1.479.369	0,8%

# Breakdown Receivables from Customers and Contract Assets 2023 (amounts in thousands of €)

Receivables from Customers and Contract Assets	2022	2023
Receivables from Customers and Contract Assets before provisions	269.380	268.980
Provisions for doubtful receivables and Contract Assets	-99.603	-99.126
Total Receivables from Customers and Contract Assets	169.777	169.854

<sup>\*</sup>In the context of applying IFRS 9 from 1/1/2018, the company presents "Bad Debt Expenses" separately in the statement of income under the title "Impairment of financial assets"

## Cash Flow Statement 2023 (amounts in thousands of €)

		2021	2022	2023
	Cash Flow from operating	FO 444	40.629	27.000
	activities Profit before tax	59.411	10.638	27.988
	Adjustments for non-cash items	24.421	13.874	32.347
	Adjustments in operating assets and liabilities	-23.095	-88.930	-45.210
	Late payment charges collected	6.668	8.500	8.467
	Interest and related expenses paid	-312	-479	-484
	Income tax paid	-28.885	-4.285	-2.540
	Net cash from operating activities	38.209	-60.682	20.568
	Cash Flow from Investing activities			
	Dividends received	59	58	0
	Interest received	6.734	4.559	9.912
	Purchases of tangible assets	-28.709	-40.019	-44.215
	Purchases of intangible assets	-1.446	-1.414	-806
	Proceeds from customer contributions and subsidies	4.667	17.869	21.049
	Net cash from Investing activities	-18.695	-18.947	-14.060
	Cash Flow from Financing activities			
	Repayment of Lease Liabilities	-558	-452	-777
	Dividends paid	-49.636	-29.437	-2.120
	Net cash from financing activities	-50.194	-29.889	-2.896
Net (decrease) i	Net (decrease) increase in cash and cash equivalents	-30.680	-109.518	3.611
	Cash and cash equivalents, beginning of the period	461.561	430.881	321.363
	Cash and cash equivalents, end of the period	430.881	321.363	324.974
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ΕΥΔΑΠ Α.Ε. ΕΤΑΙΡΕΙΑ ΥΔΡΕΥΣΗΣ & ΑΠΟΧΕΤΕΥΣΗΣ ΠΡΩΤΕΥΟΥΣΑ ΩΡΩΠΟΥ 156. ΓΑΛΑΤΣΙ, Τ.Κ. 11146

















