



Financial Results H1 2023

Thursday, September 28, 2023

- The Turnover decreased by 1.1. million euros and was affected by the decrease in consumption by approximately 1.9% during the six month period. It is noted that the consumption up to today has increased by 0.2% compared to last year.
- After deducting various provisions (disputed cases of legal claims in the previous corresponding period and impairment of financial assets mainly from the increase in the balance of Municipalities):
 - Operating Expenses were reduced by 1 million Euros
 - EBITDA increased to 21.5 million euros from 20.6 million euros in the corresponding half of 2022
- Electricity costs in the six-month period decreased by 0.3 million euros. It is estimated that the annual cost will be reduced.
- The absorption of the investment program increased by 51.5% from 13.9 million euros to 21.1 million euros.
- In relation to the corresponding half of 2019, the decrease in EBITDA by 22.0 million euros corresponds by 42% to electricity costs, by 18% to third party fees and expenses and by 18% to staff fees and expenses.
- 2023 is a transitional year until the implementation of the new Regulatory Framework.

We estimate that the Regulatory Framework will be implemented at the beginning of the second semester of 2024

- The Organization of the Regulatory Authority has been approved, regarding the responsibilities of its Departments and Services. It is estimated that the Plenary of the Authority will be installed by December 2023. The Authority also needs to be properly staffed.

RAEWW Decision 119/2023 (Government Gazette 5408/B' /11-9-2023)

- The JMD "Defining general rules Procedures and method of cost recovery of water services in its various uses" that will replace the JMD of 2017, which was defined as unconstitutional, is expected in October.

Law 5037/2023 (for the foundation of RAEWW) / Article 34 par. 6

- EYDAP aims to have completed the General Water Services Plans (G.W.S.P.) by 31.12.2023 which is related, among other things, to the "costing of the water services provided, pricing policy formulation and cost recovery levels", in order to be ready as soon as article 35 is implemented on 1.1.2024.

Law 5037/2023 (of the RAEWW foundation) / Article 35

Allowable income will be calculated based on RAB methodology

Performance on RAB: the allowable return on its capital employed

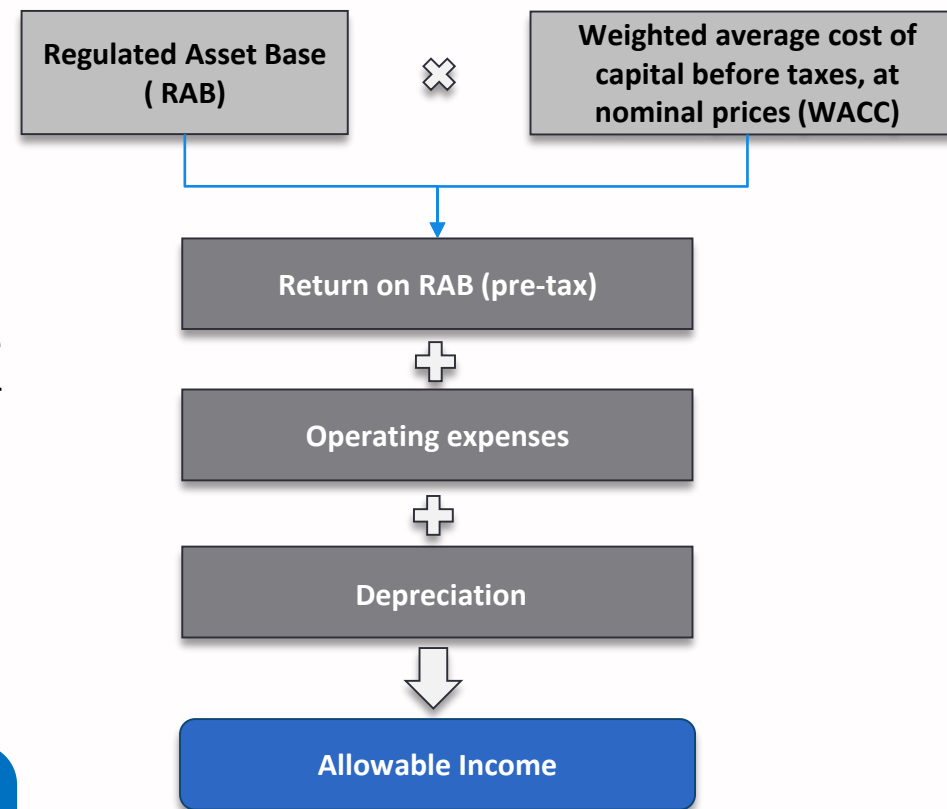
- Regulated Asset Base (RAB): the total of capital employed in the Regulated Activity
- Weighted average cost of capital (WACC): the percentage rate of return on RAB which is unified throughout the regulatory period

Operating costs: the reasonable and efficient costs of the regulated entity in the context of carrying out its activities provided for by law and deemed necessary for the smooth operation of the network

Depreciation: the estimated annual depreciation of fixed assets of the Regulated Asset Base of the activity (based on economic or accounting useful life)

Allowed Income: the income that the regulated entity is allowed to receive taking into account the reasonable cost of the capital employed of the activity included in the RAB, the projected investments of the period and the reasonable operating expenses

Indicative Revenue Allowance (RAB) Calculation



Cost Recovery will be a Key Direction

"...cost recovery is established as the main direction of the applied pricing policy in the sense that through this policy the recovery rate must be improved..."

Decision CoS 2519/2022 / Paragraph 10

EYDAP can recover "...as an operating cost that is part of its financial cost..." the €157 million it has allocated for raw water for the period 2013-2020".

JMD 352462 / Government Gazette 5830 / 14.12.2021 / Article 6

"...any issues of over-recovery and/or under-recovery in each regulatory period will be addressed ... with the approval of the new tariffs of the water service providers."

Letter of the Secretary General of the Ministry of Foreign Affairs / 14.4.2022

We build the foundations for increase in value



- 20-year exclusive concession
- New regulatory framework to ensure stability and predictability of revenues
- Rapidly growing investment base
- Commitment to achieve Net Zero
- Upgrade by ESG Rating Agencies
- Strong unleveraged balance sheet with cash of €297 million (30.06.2023)

An abstract graphic of a water splash or liquid droplet, rendered in white and light blue, flowing from the top left towards the bottom center of the slide.

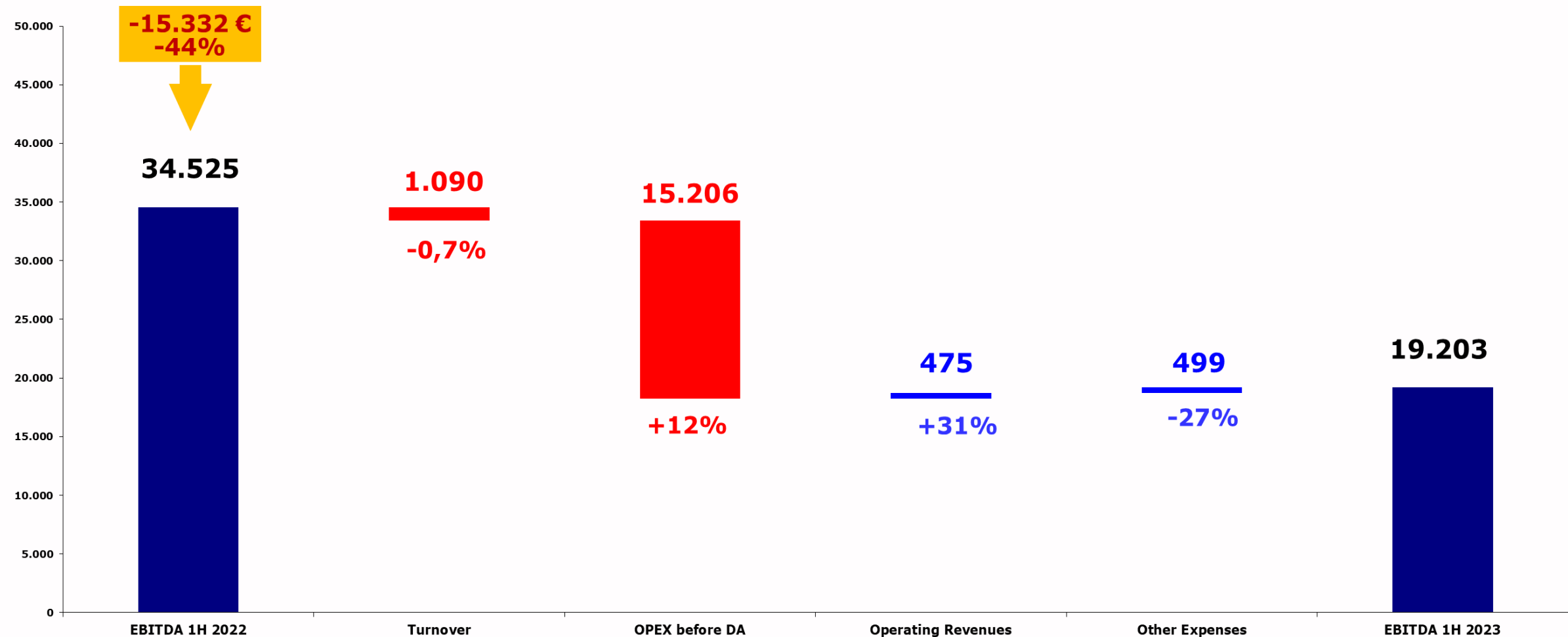
Financial Results 1H 2023

Financial Results 1H 2023 (Company)

| In thousands of € | 1H 2021 | 1H 2022 | 1H 2023 | Y-O-Y |
|----------------------|---------|---------|---------|---------|
| Turnover | 156.034 | 163.854 | 162.764 | -0,7% |
| Gross Profits | 71.843 | 67.135 | 55.317 | -17,6% |
| % of turnover | 46% | 41,0% | 34,0% | |
| EBITDA | 35.328 | 34.525 | 19.203 | -44,4% |
| % of turnover | 23% | 21,1% | 11,8% | |
| EBIT | 17.779 | 14.988 | -329 | -102,2% |
| % of turnover | 11% | 9,1% | -0,2% | |
| Pre-tax Profit (EBT) | 23.897 | 20.317 | 1.873 | -90,8% |
| % of turnover | 15% | 12,4% | 1,2% | |
| Income Tax | -14.200 | -3.657 | -1.181 | -67,7% |
| Net Income | 9.698 | 16.660 | 692 | -95,8% |
| % of turnover | 6% | 10,2% | 0,4% | |

EBITDA 1H 2023

(in thousands of €)



EBITDA without Various Provisions 1H 2023

(amounts in thousands of €)

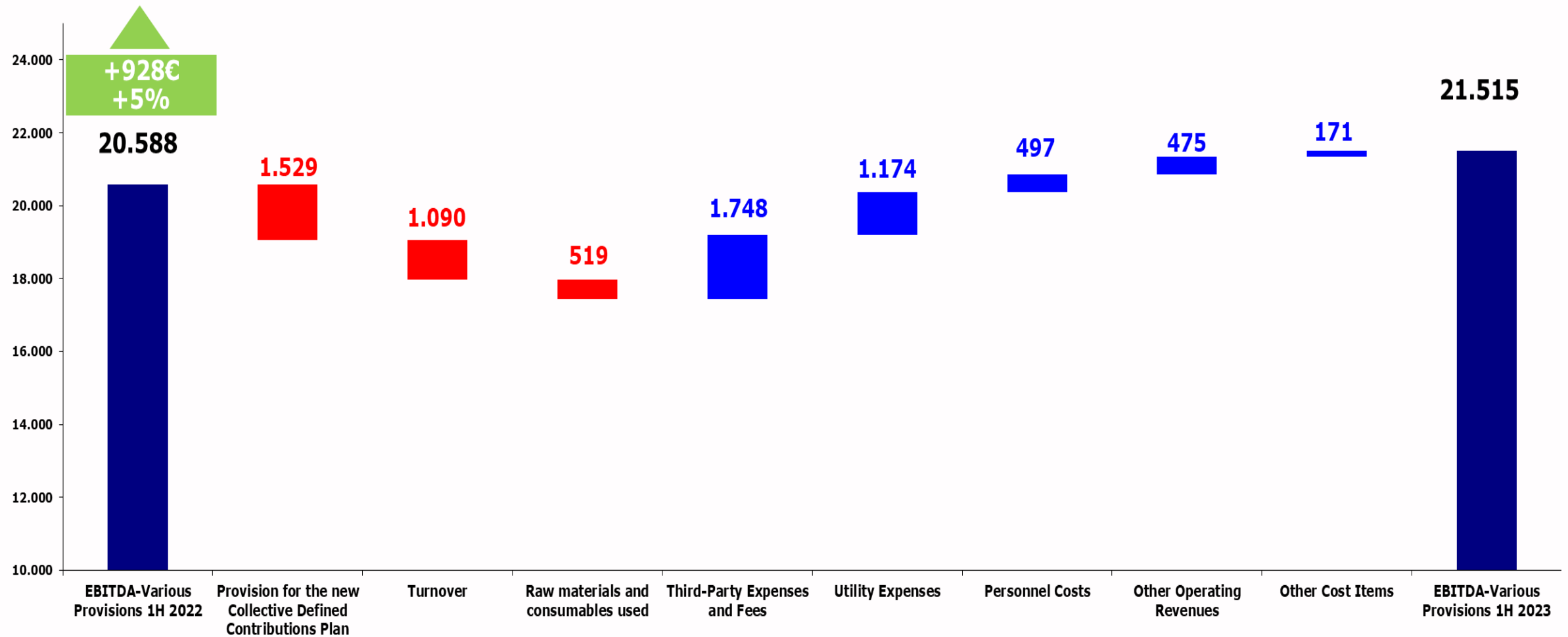


| | 1H 2022 | 1H 2023 | Y-O-Y | Y-O-Y % |
|----------------------------------|----------------|---------------|----------------|-------------|
| EBITDA | 34.525 | 19.203 | -15.322 | -44% |
| Various Provisions | -13.938 | 2.312 | 16.250 | 117% |
| EBITDA-Various Provisions | 20.588 | 21.515 | 928 | 5% |

| VARIOUS PROVISIONS | 1H 2022 | 1H 2023 | Y-o-Y | Y-o-Y % |
|---|----------------|--------------|---------------|--------------|
| Provisions for Impairment of Receivables * | -5.198 | 1.924 | 7.122 | 137% |
| Provisions for Litigations Cases | -8.952 | 429 | 9.381 | 105% |
| Provisions for Obsolete Inventories | 213 | -40 | -253 | -119% |
| Total of Various Provisions | -13.938 | 2.312 | 16.250 | 117% |

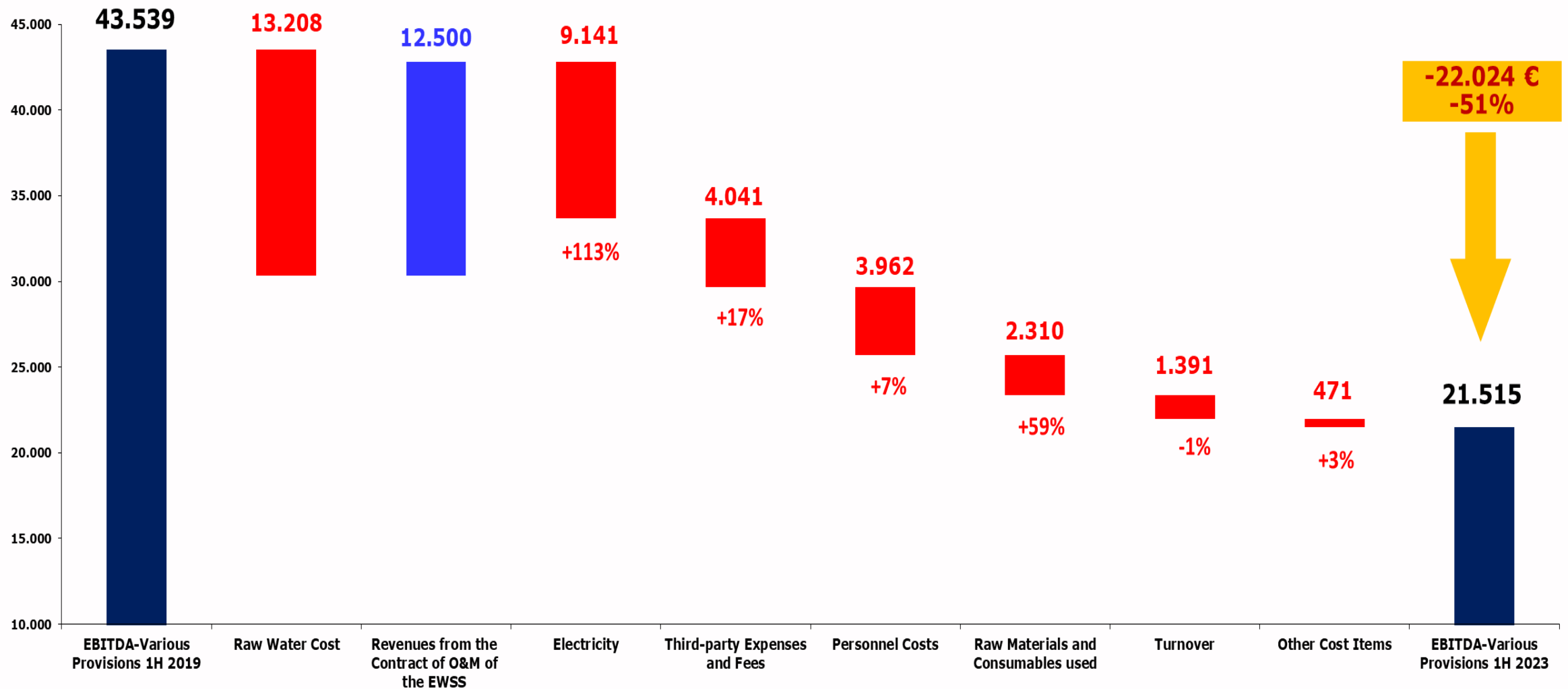
EBITDA without Various Provisions 1H 2023

(amounts in thousands of €)



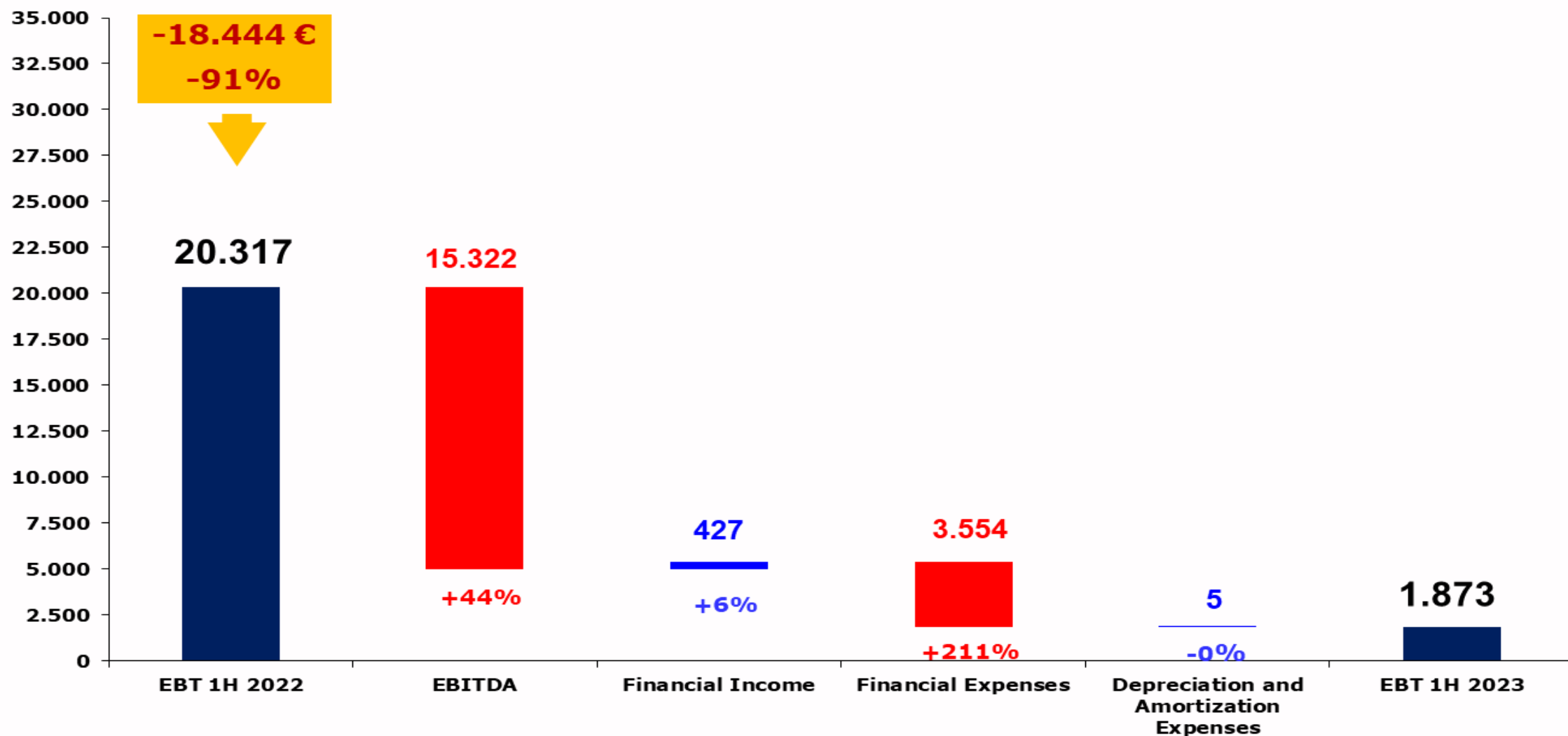
EBITDA without Various Provisions 1H 2023 vs 1H 2019

(amounts in thousands of €)



Earnings Before Taxes (EBT) 1H 2023

(amounts in thousands of €)



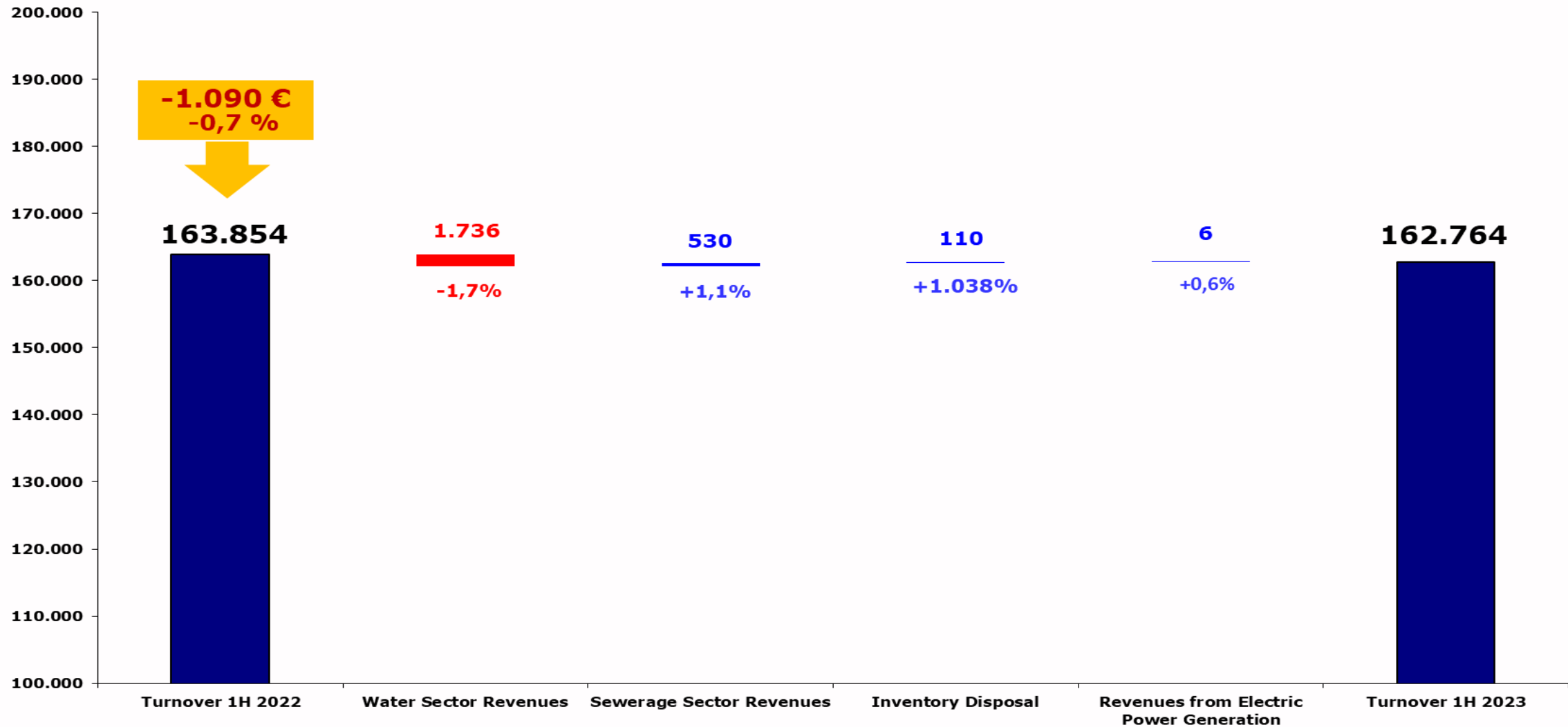
Turnover Breakdown 1H 2023

(amounts in thousands of €)

| TURNOVER | 1H 2021 | 1H 2022 | 1H 2023 | Y-O-Y |
|---|---------|---------|---------|-------|
| Revenues from Water Supply and Related Services | 105.925 | 103.035 | 101.299 | -1,7% |
| % of turnover | 67,9% | 62,9% | 62,2% | |
| Revenues from Sewerage Services | 49.392 | 47.307 | 47.837 | 1,1% |
| % of turnover | 31,7% | 28,9% | 29,4% | |
| Revenues from Electric Power Generation | 717 | 1.002 | 1.008 | 0,6% |
| % of turnover | 0,5% | 0,6% | 0,6% | |
| Sales of Stock | 0 | 11 | 120 | 1038% |
| % of turnover | 0,0% | 0,0% | 0,1% | |
| Revenues from the Contract of O&M of the EWSS | 0 | 12.500 | 12.500 | 0,0% |
| % of turnover | 0,0% | 6,90% | 7,68% | |
| Turnover | 156.034 | 163.854 | 162.764 | -0,7% |

Turnover 1H 2023

(amounts in thousands of €)



Revenues from Water Supply and Related Services 1H 2023

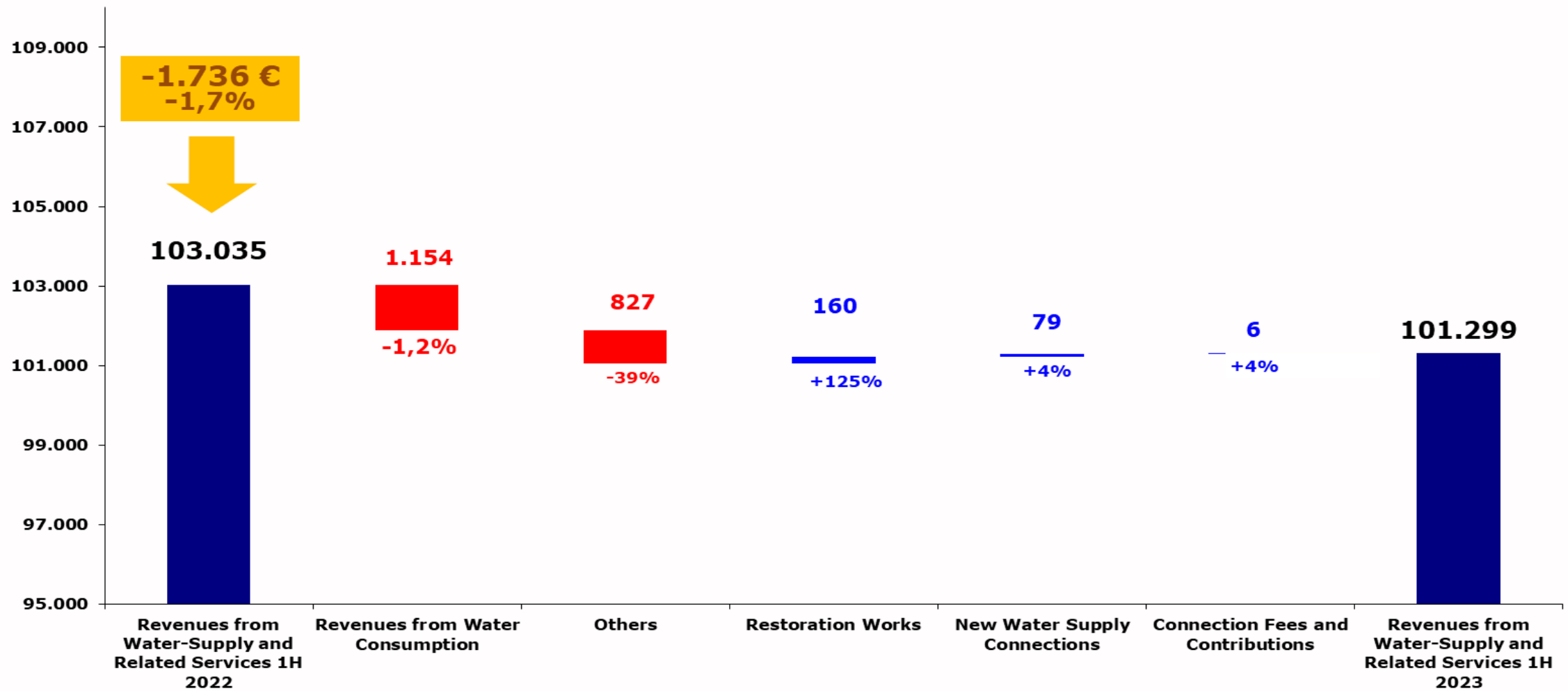
(amounts in thousands of €)



| WATER SUPPLY AND RELATED SERVICES | 1H 2021 | 1H 2022 | 1H 2023 | Y-O-Y |
|--|----------------|----------------|----------------|---------------|
| Revenues from Water Consumption | 103.817 | 98.665 | 97.511 | -1,2% |
| <i>% of the total of water supply and related services</i> | <i>98,0%</i> | <i>95,8%</i> | <i>96,3%</i> | |
| New Water Supply Connections | 1.501 | 1.952 | 2.031 | 4,0% |
| <i>% of the total of water supply and related services</i> | <i>1,4%</i> | <i>1,9%</i> | <i>2,0%</i> | |
| Connection Fees and Contributions | 114 | 150 | 156 | 4,0% |
| <i>% of the total of water supply and related services</i> | <i>0,1%</i> | <i>0,1%</i> | <i>0,2%</i> | |
| Restoration Works | 155 | 129 | 289 | 124,5% |
| <i>% of the total of water supply and related services</i> | <i>0,1%</i> | <i>0,1%</i> | <i>0,3%</i> | |
| Others | 338 | 2.139 | 1.312 | -38,7% |
| <i>% of the total of water supply and related services</i> | <i>0,3%</i> | <i>2,1%</i> | <i>1,3%</i> | |
| Total of Revenues from Water Supply | 105.925 | 103.035 | 101.299 | -1,7% |

Revenues from Water Supply and Related Services 1H 2023

(amounts in thousands of €)



Revenues from Sewerage Services 1H 2023

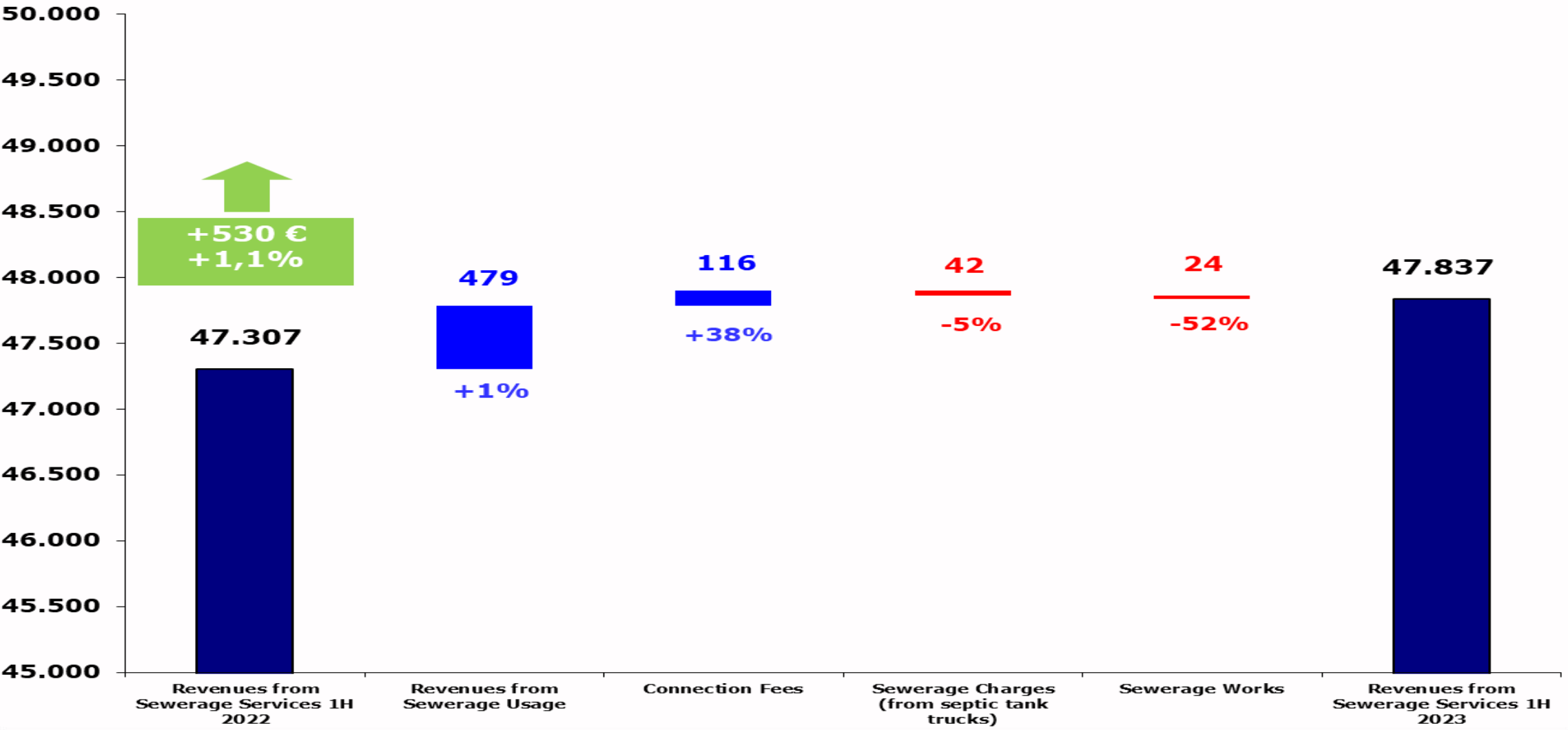
(amounts in thousands of €)



| Sewerage Revenues | 1H 2021 | 1H 2022 | 1H 2023 | Y-O-Y |
|---|---------------|---------------|---------------|---------------|
| Revenues from Sewer Usage | 48.126 | 46.116 | 46.596 | 1,0% |
| <i>% of the total Revenues from Sewerage Services</i> | <i>97,4%</i> | <i>97,5%</i> | <i>97,4%</i> | |
| Connection Fees | 368 | 303 | 420 | 38,3% |
| <i>% of the total Revenues from Sewerage Services</i> | <i>0,7%</i> | <i>0,6%</i> | <i>0,9%</i> | |
| Sewerage Charges (septic tank trucks) | 882 | 841 | 799 | -5,0% |
| <i>% of the total Revenues from Sewerage Services</i> | <i>1,8%</i> | <i>1,8%</i> | <i>1,7%</i> | |
| Sewerage Works | 15 | 46 | 22 | -52,2% |
| <i>% of the total Revenues from Sewerage Services</i> | <i>0,0%</i> | <i>0,1%</i> | <i>0,0%</i> | |
| Total of Revenues from Sewerage | 49.392 | 47.307 | 47.837 | 1,1% |

Revenues from Sewerage Services 1H 2023

(amounts in thousands of €)



Operating Expenses Breakdown* 1H 2023

(amounts in thousands of €)

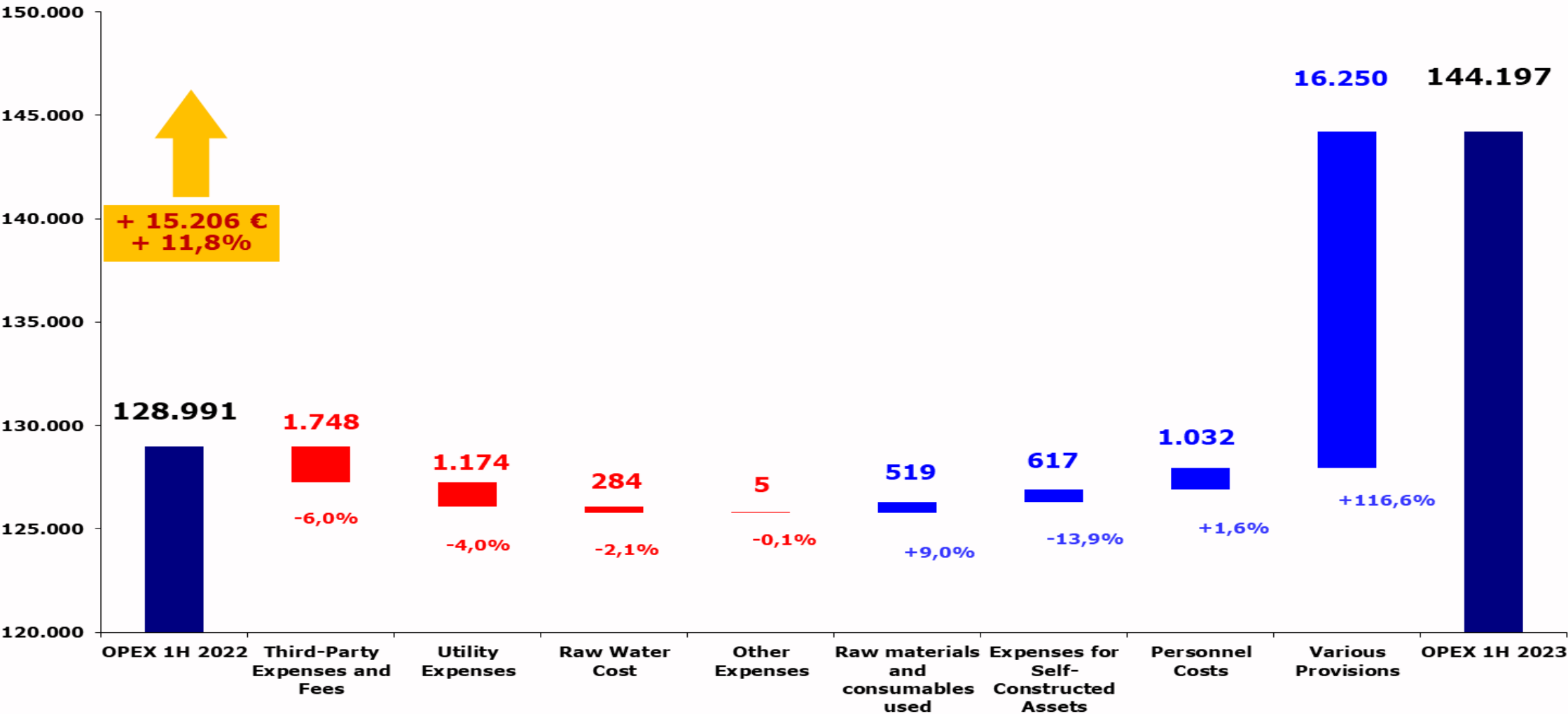


| OPERATING EXPENSES* | 1H 2021 | 1H 2022 | 1H 2023 | Y-O-Y |
|---|----------------|----------------|----------------|---------------|
| Personnel Costs | 61.352 | 62.708 | 63.740 | 1,6% |
| <i>% of Operating Expenses</i> | <i>51%</i> | <i>49%</i> | <i>44%</i> | |
| Utility Expenses | 19.658 | 29.498 | 28.324 | -4,0% |
| <i>% of Operating Expenses</i> | <i>16%</i> | <i>23%</i> | <i>20%</i> | |
| Third-party Expenses and Fees | 26.166 | 29.368 | 27.620 | -6,0% |
| <i>% of Operating Expenses</i> | <i>22%</i> | <i>23%</i> | <i>19%</i> | |
| Provisions | 2.711 | -13.938 | 2.312 | 116,6% |
| <i>% of Operating Expenses</i> | <i>2%</i> | <i>-11%</i> | <i>2%</i> | |
| Cost for Raw Water | 3.887 | 13.492 | 13.208 | -2,1% |
| <i>% of Operating Expenses</i> | <i>3%</i> | <i>10%</i> | <i>9%</i> | |
| Other Expenses | 6.486 | 6.572 | 6.567 | -0,1% |
| <i>% of Operating Expenses</i> | <i>5%</i> | <i>5%</i> | <i>5%</i> | |
| Raw Materials and Consumables used | 4.810 | 5.738 | 6.257 | 9,0% |
| <i>% of Operating Expenses</i> | <i>4%</i> | <i>4%</i> | <i>4%</i> | |
| Expenses for Self-constructed assets | -3.612 | -4.448 | -3.831 | -13,9% |
| <i>% of Operating Expenses</i> | <i>-3%</i> | <i>-3%</i> | <i>-3%</i> | |
| Operating Expenses* | 121.458 | 128.991 | 144.197 | 11,8% |

Operating Expenses Breakdown* 1H 2023

(amounts in thousands of €)

*before D&A expenses



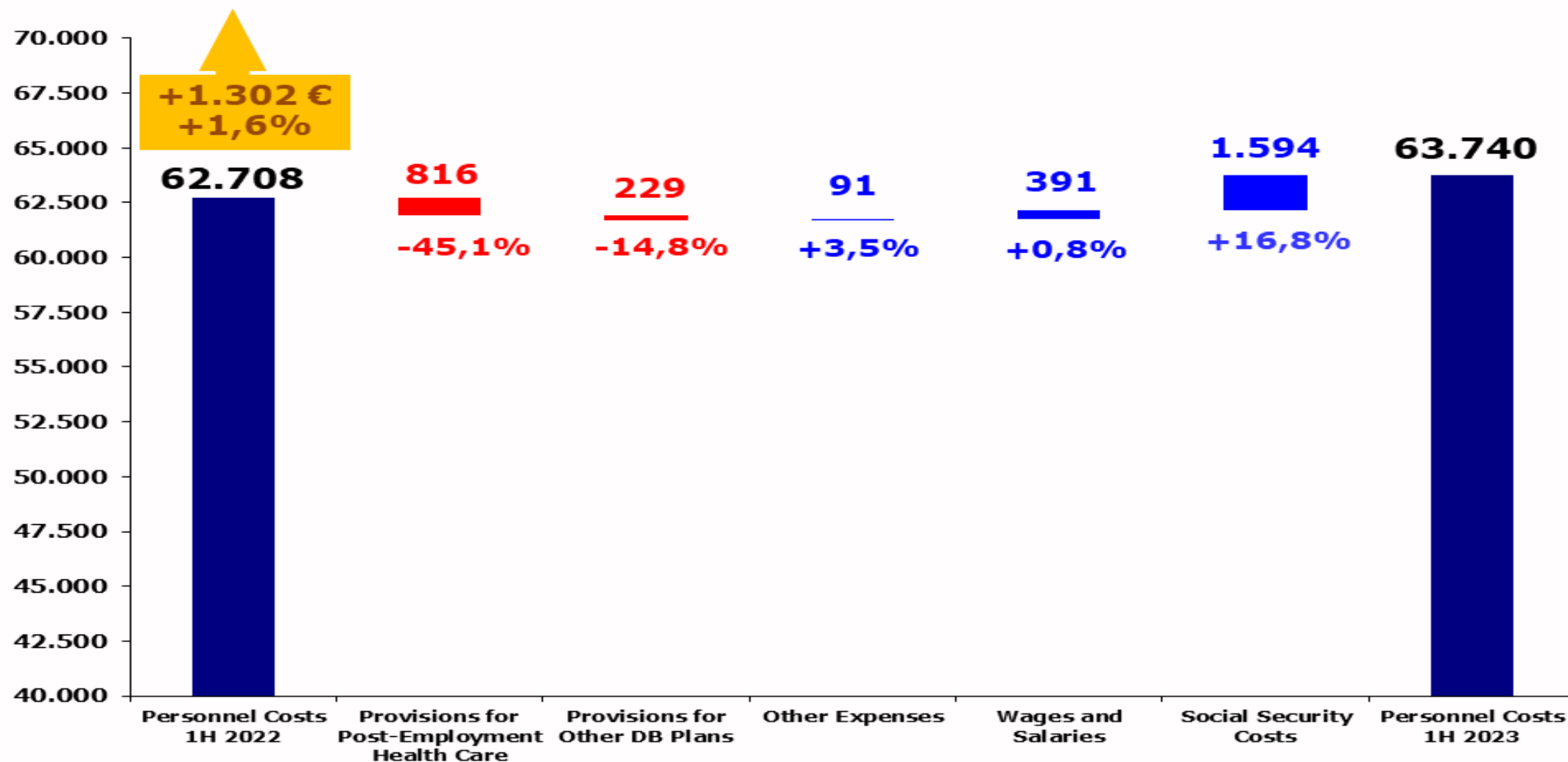
Personnel Costs Breakdown 1H 2023

(amounts in thousands of €)

| PERSONNEL COSTS | 1H 2021 | 1H 2022 | 1H 2023 | Y-O-Y |
|---|---------------|---------------|---------------|-------------|
| Wages and Salaries | 46.233 | 47.245 | 47.636 | 1% |
| <i>% of the total of Personnel Costs</i> | <i>75%</i> | <i>75%</i> | <i>75%</i> | |
| Social Security Costs | 9.537 | 9.516 | 11.110 | 17% |
| <i>% of the total of Personnel Costs</i> | <i>16%</i> | <i>15%</i> | <i>17%</i> | |
| Provisions for post-employment health care | 2.173 | 1.807 | 992 | -45% |
| <i>% of the total of Personnel Costs</i> | <i>4%</i> | <i>3%</i> | <i>2%</i> | |
| Provisions for other DB Plans | 1.269 | 1.548 | 1.319 | -15% |
| <i>% of the total of Personnel Costs</i> | <i>2%</i> | <i>2%</i> | <i>2%</i> | |
| Other Expenses | 2.141 | 2.592 | 2.682 | 3% |
| <i>% of the total of Personnel Costs</i> | <i>3%</i> | <i>4%</i> | <i>4%</i> | |
| Total of Personnel Costs | 61.352 | 62.708 | 63.740 | 2% |

Personnel Costs 1H 2023

(amounts in thousands of €)



Breakdown of Various Provisions 1H 2023

(amounts in thousands of €)



| VARIOUS PROVISIONS | 1H 2021 | 1H 2022 | 1H 2023 | Y-o-Y |
|--|--------------|----------------|--------------|-------------|
| Provisions for Impairment of Receivables * | 3.447 | -5.198 | 1.924 | 137% |
| Provisions for Litigations Cases | -1.017 | -8.952 | 429 | 105% |
| Provisions for Obsolete Inventories | 281 | 213 | -40 | -119% |
| Total of Various Provisions | 2.711 | -13.938 | 2.312 | 117% |

* 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”

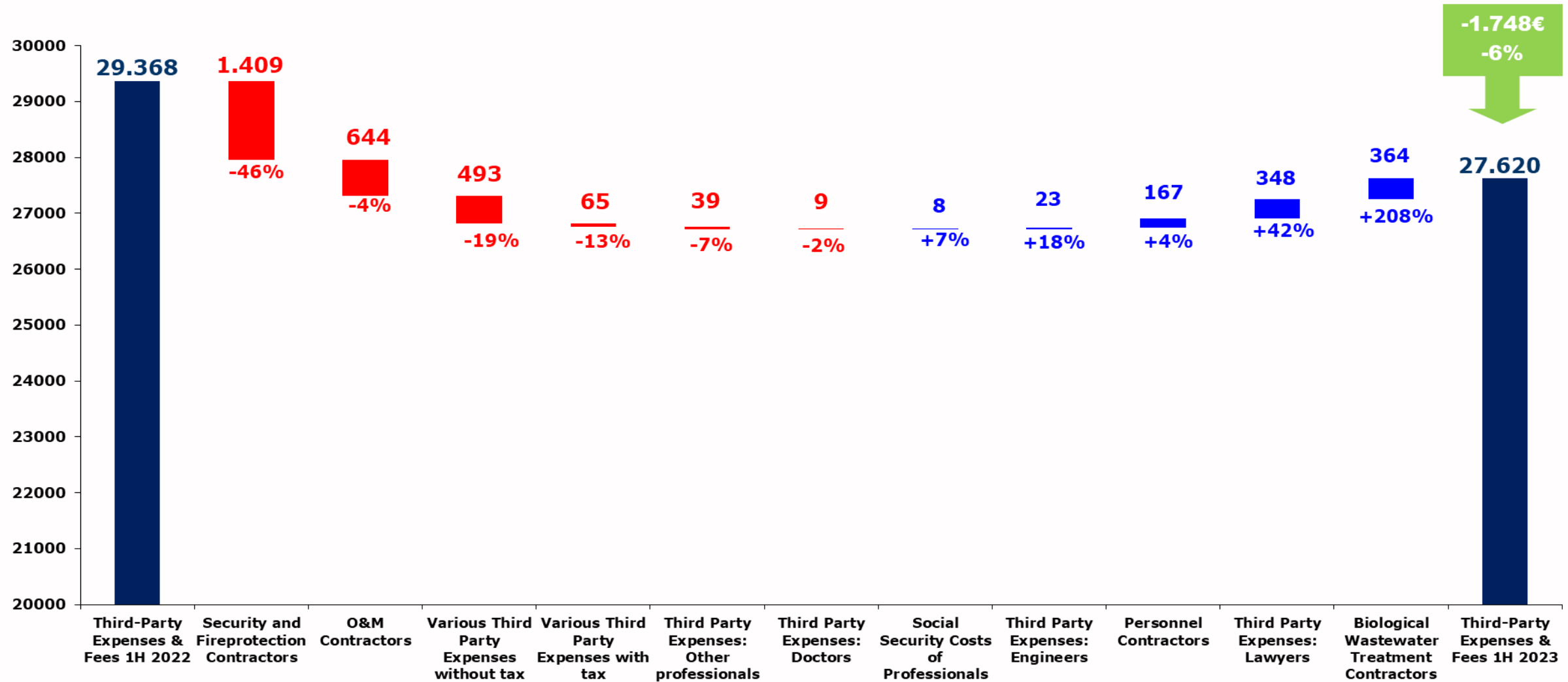
Breakdown of Third-Party Expenses & Fees 1H 2023

(amounts in thousands of €)

| THIRD-PARTY EXPENSES & FEES | 1H 2021 | 1H 2022 | 1H 2023 | Y-o-Y |
|---|---------------|---------------|---------------|------------|
| O&M Contractors | 16.629 | 16.496 | 15.852 | -4% |
| Personnel Contractors | 3.794 | 4.395 | 4.562 | 4% |
| Various Third Party Expenses without tax | 1.388 | 2.640 | 2.147 | -19% |
| Security and Fire protection Contractors | 1.415 | 3.084 | 1.674 | -46% |
| Third Party Expenses: Lawyers | 1.125 | 836 | 1.185 | 42% |
| Various Third Party Expenses with tax | 327 | 481 | 416 | -13% |
| Third Party Expenses: Other Professionals | 680 | 561 | 522 | -7% |
| Third Party Expenses: Doctors | 435 | 460 | 452 | -2% |
| Third Party Expenses: Engineers | 256 | 131 | 155 | 18% |
| Social Security Costs of Professionals | 104 | 109 | 117 | 7% |
| Biological Wastewater Treatment Contractors | 12 | 175 | 538 | 208% |
| Total of Third-Party Expenses & Fees | 26.166 | 29.368 | 27.620 | -6% |

Third-Party Expenses & Fees 1H 2023

(amounts in thousands of €)



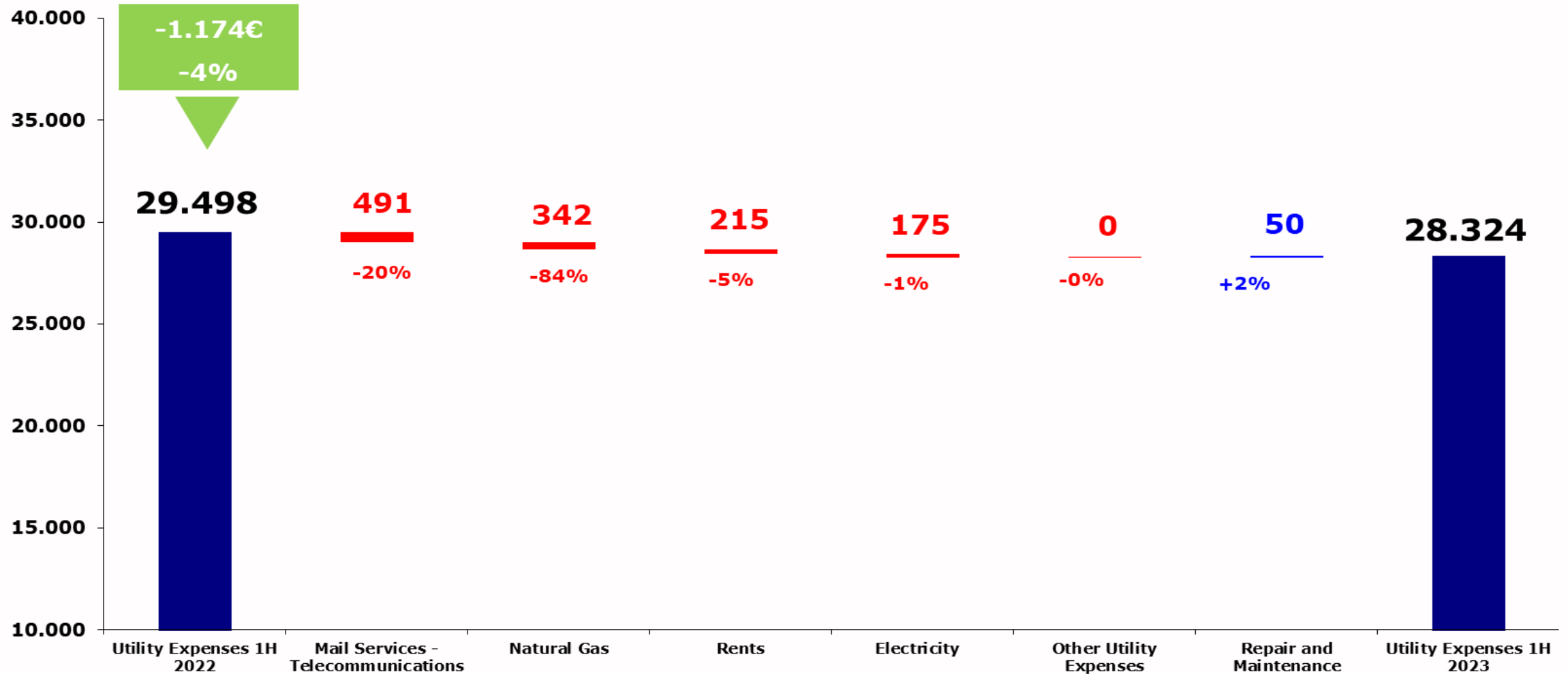
Breakdown of Utility Expenses 1H 2023

(amounts in thousands of €)

| UTILITY EXPENSES | 1H 2021 | 1H 2022 | 1H 2023 | Y-o-Y |
|---|---------------|---------------|---------------|-------------|
| Electricity | 9.328 | 17.423 | 17.249 | -1% |
| <i>% of the total of Utility Expenses</i> | <i>47%</i> | <i>59%</i> | <i>61%</i> | |
| Natural Gas | 171 | 410 | 68 | -84% |
| <i>% of the total of Utility Expenses</i> | <i>1%</i> | <i>1%</i> | <i>0%</i> | |
| Rents | 4.463 | 4.700 | 4.484 | -5% |
| <i>% of the total of Utility Expenses</i> | <i>23%</i> | <i>16%</i> | <i>16%</i> | |
| Mail Services - Telecommunications | 2.118 | 2.502 | 2.011 | -20% |
| <i>% of the total of Utility Expenses</i> | <i>11%</i> | <i>8%</i> | <i>7%</i> | |
| Repair and Maintenance | 2.406 | 2.943 | 2.993 | 2% |
| <i>% of the total of Utility Expenses</i> | <i>12%</i> | <i>10%</i> | <i>11%</i> | |
| Other Utility Expenses | 1.172 | 1.520 | 1.520 | 0% |
| <i>% of the total of Utility Expenses</i> | <i>6%</i> | <i>5%</i> | <i>5%</i> | |
| Total of Utility Expenses | 19.658 | 29.498 | 28.324 | -4% |

Utility Expenses 1H 2023

(amounts in thousands of €)



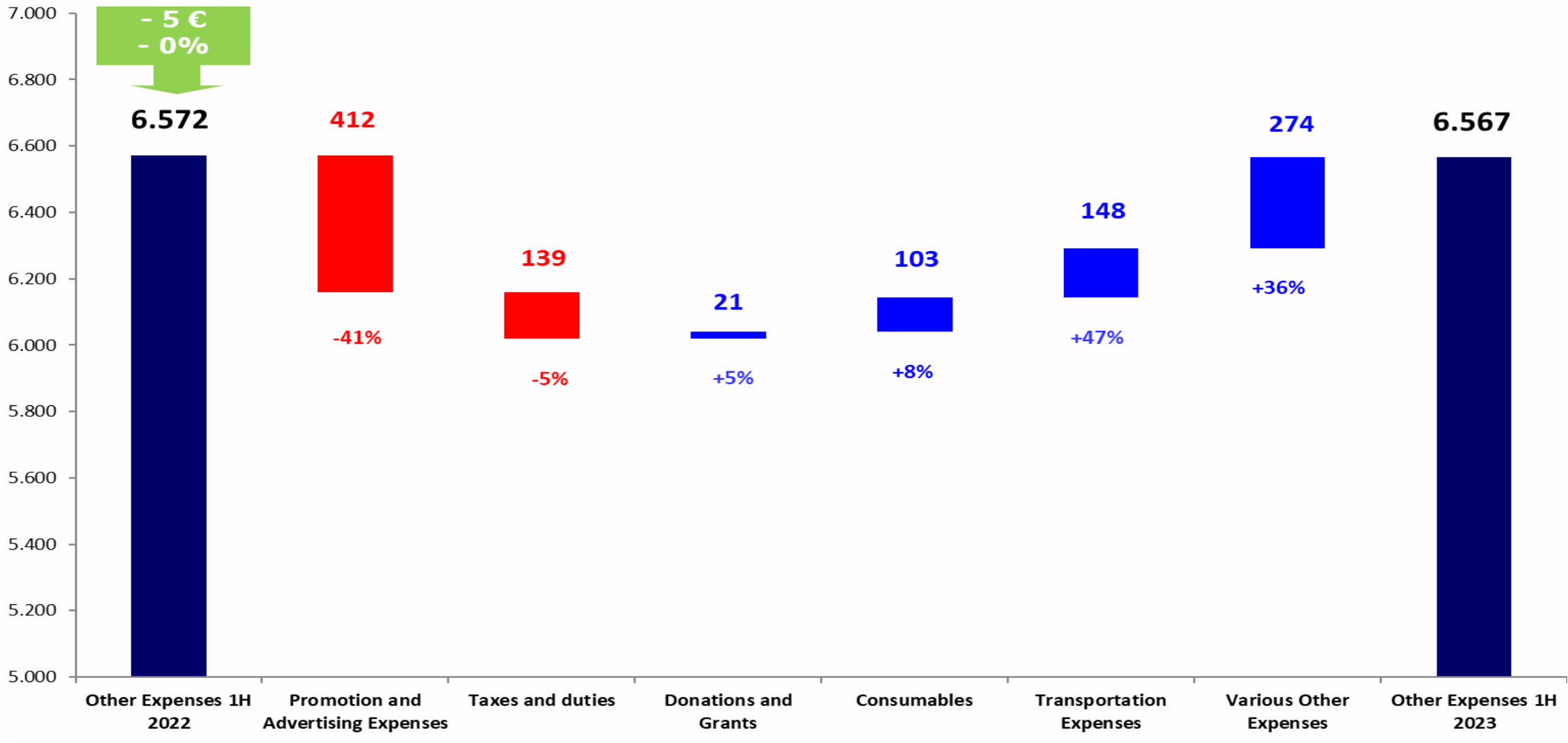
Breakdown of Other Expenses 1H 2023

(amounts in thousands of €)

| OTHER EXPENSES | 1H 2021 | 1H 2022 | 1H 2023 | Y-o-Y |
|---|--------------|--------------|--------------|-------------|
| Taxes and duties | 3.498 | 2.806 | 2.666 | -5% |
| <i>% of the total of Other Expenses</i> | <i>54%</i> | <i>43%</i> | <i>41%</i> | |
| Consumables | 947 | 1.245 | 1.348 | 8% |
| <i>% of the total of Other Expenses</i> | <i>15%</i> | <i>19%</i> | <i>21%</i> | |
| Promotion and Advertising Expenses | 471 | 1.012 | 600 | -41% |
| <i>% of the total of Other Expenses</i> | <i>7%</i> | <i>15%</i> | <i>9%</i> | |
| Transportation Expenses | 286 | 316 | 464 | 47% |
| <i>% of the total of Other Expenses</i> | <i>4%</i> | <i>5%</i> | <i>7%</i> | |
| Donations and Grants | 691 | 438 | 459 | 5% |
| <i>% of the total of Other Expenses</i> | <i>11%</i> | <i>7%</i> | <i>7%</i> | |
| Various Other Expenses | 594 | 755 | 1.029 | 36% |
| <i>% of the total of Other Expenses</i> | <i>9%</i> | <i>11%</i> | <i>16%</i> | |
| Total of Other Expenses | 6.486 | 6.572 | 6.567 | 0% |

Other Expenses 1H 2023

(amounts in thousands of €)



Balance Sheet Items 1H 2022

(amounts in thousands of €)

| ASSETS | 2022 | 1H 2023 | 1H23-22% |
|---|------------------|------------------|--------------|
| Tangible Assets | 778.980 | 778.791 | 0,0% |
| Intangible Assets | 79.964 | 77.764 | -2,8% |
| Right-of-Use Assets | 1.006 | 2.156 | 114,4% |
| Other Non Current Assets | 82.884 | 85.109 | 2,7% |
| Inventories | 16.948 | 19.294 | 13,8% |
| Trade Receivables-Contract Assets | 169.777 | 170.649 | 0,5% |
| Other Current Assets | 338.625 | 309.429 | -8,6% |
| TOTAL ASSETS | 1.468.184 | 1.443.191 | -1,7% |
| | | | |
| EQUITY AND LIABILITIES | 2022 | 1H 2023 | 1H23-22% |
| Share Capital | 63.900 | 63.900 | 0,0% |
| Other items of Shareholders' Equity | 773.795 | 774.628 | 0,1% |
| Liabilities for Employee Benefits | 282.342 | 283.082 | 0,3% |
| Investment Subsidies and Customer Contributions | 149.918 | 157.368 | 5,0% |
| Provisions and other Long-Term Liabilities | 69.803 | 58.809 | -15,7% |
| Other Short-Term Liabilities | 128.426 | 105.404 | -17,9% |
| TOTAL EQUITY AND LIABILITIES | 1.468.184 | 1.443.191 | -1,7% |

Breakdown Receivables from Customers and Contract Assets 1H 2023

(amounts in thousands of €)



| Receivables from Customers and Contract Assets | 2022 | 1H 2023 |
|--|----------------|----------------|
| Receivables from Customers and Contract Assets before provisions | 269.380 | 272.176 |
| Provisions for doubtful receivables and Contract Assets | -99.603 | -101.527 |
| Total Receivables from Customers and Contract Assets | 169.777 | 170.649 |

*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 1H 2022

(amounts in thousands of €)

1H 2021 1H 2022 1H 2023

Cash Flow from operating activities

| | | | |
|---|---------------|-----------------|----------------|
| Profit before tax | 23.897 | 20.317 | 1.873 |
| Adjustments for non-cash items | 15.138 | 655 | 19.177 |
| Adjustments in operating assets and liabilities | -20.238 | -169.323 | -43.544 |
| Late payment charges collected | 3.093 | 4.497 | 3.696 |
| Interest and related expenses paid | -158 | -242 | -227 |
| Income tax paid | -4.130 | 0 | 0 |
| Net cash from operating activities | 17.602 | -144.096 | -19.024 |

Cash Flow from Investing activities

| | | | |
|--|---------------|---------------|---------------|
| Dividends received | 59 | 58 | 0 |
| Interest received | 3.686 | 2.143 | 3.963 |
| Purchases of tangible assets | -12.440 | -15.627 | -19.496 |
| Purchases of intangible assets | -1.059 | -756 | -241 |
| Proceeds from customer contributions and subsidies | 1.178 | 8.471 | 10.520 |
| Net cash from Investing activities | -8.576 | -5.710 | -5.254 |

Cash Flow from Financing activities

| | | | |
|---|--------------|-----------------|----------------|
| Repayment of Lease Liabilities | -325 | -238 | -319 |
| Dividends paid | -56 | -173 | -29 |
| Net cash from financing activities | -380 | -411 | -348 |
| Net (decrease) increase in cash and cash equivalents | 8.646 | -150.217 | -24.626 |

Cash and cash equivalents, beginning of the period

461.561 430.881 321.363

Cash and cash equivalents, end of the period

470.209 280.663

September 2023



Thank you!

