

Legal Notice

RESULTS PRESENTATION / First Quarter 2023

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ALTERNATIVE PERFORMANCE MEASURES

- In addition to the financial information prepared under IFRS, this presentation includes certain alternative performance measures ("APMs") for the purposes of Commission Delegated Regulation (EU) 2019/979, of March 14, 2019 and as defined in the Guidelines on Alternative Performance Measures issued by the European Securities and Markets Authority on 5 October 2015 (ESMA/2015/1415es). The APMs are performance measures that have been calculated using the financial information from Iberdrola, S.A. and the companies within its group, but that are not defined or detailed in the applicable financial information framework. These APMs are being used to allow for a better understanding of the financial performance of Iberdrola, S.A. but should be considered only as additional information and in no case as a substitute of the financial information prepared under IFRS. Moreover, the way Iberdrola, S.A. defines and calculates these APMs may differ from the way these are calculated by other companies that use similar measures, and therefore they may not be comparable. Finally, please consider that certain of the APMs used in this presentation have not been audited. Please refer to this presentation and to the corporate website (www.iberdrola.com) for further details of these matters, including their definition or a reconciliation between any applicable management indicators and the financial data presented in the consolidated financial statements prepared under IFRS.
- If you are interested in the definitions of the Alternative Performance Measures, please click on the following link: <u>https://www.iberdrola.com/documents/20125/42337/alternative-performance-measures-definitions.pdf</u>
- If you are interested in what the Alternative Performance Measures are for the quarter, click on the following link: <u>https://www.iberdrola.com/documents/20125/3103725/alternative-performance-measures-23Q1.pdf</u>



Highlights of the period





NET PROFIT OF EUR 1,485 M DRIVEN BY STRONG OPERATING PERFORMANCE

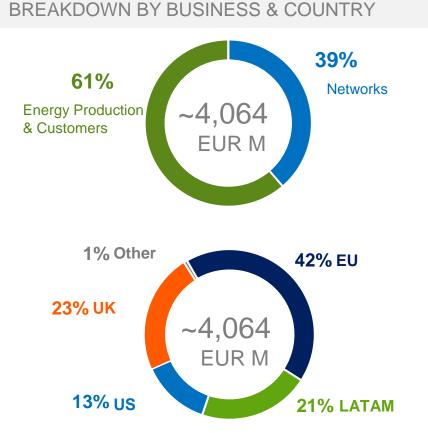
	Recovery of previous retail deficit in the UK
EBITDA grows 38% to EUR 4,064 M	Better operating performance in EU: lower wholesale prices and output normalization
	Growth in networks and renewables
Investments of EUR 10,400 M in the last 12 months	EUR ~4,800 M invested in networks : increasing and diversifying our asset base EUR ~4,600 M invested in renewables , 30% in offshore wind
Improving financial ratios in the	Operating Cash Flow up to EUR 3,000 M in Q1'23
current macro scenario	FFO/Adjusted Net Debt reaches 25.3% (+130 bps)
	Agreement to sell 60% of our business in Mexico for USD 6 Bn
Asset Rotation & Partnerships	Scaling up co-investment vehicles with NORGES BANK
	New agreement with GIC in Brazil to co-invest in transmission
New energy policies accelerating electrification in our core markets	Electricity Market Reform and Net Zero Industry Act in the EU, Inflation Reduction Act in the US, Powering Up Britain in the UK

PLAN '23-'25 PROGRESSING AHEAD OF SCHEDULE



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EBITDA REACHES EUR 4,064 M, UP 38%



NETWORKS

- Higher asset base
- Positive impact of annual tariff adjustments in US and Brazil
- Regulatory frameworks protecting from higher inflation

ENERGY PRODUCTION AND CUSTOMERS

- Retail UK: Recovery of previous deficits and increases in tariff cap
- Renewable production increase in the EU and the US due to higher resource and additional installed capacity
- Recovery of nuclear production and price normalization driving lower electricity purchases to third parties

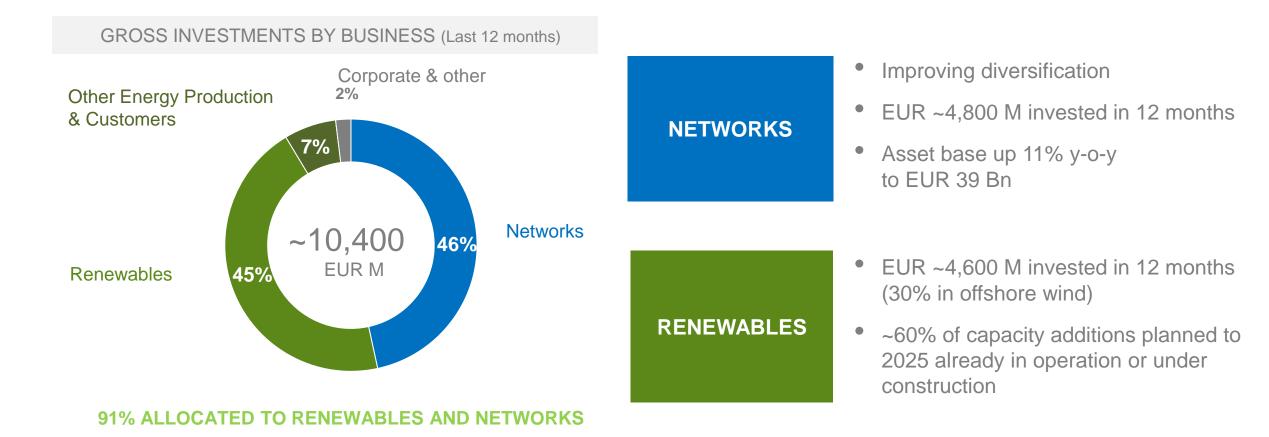
~80% FROM "A-RATED" COUNTRIES



Investments



INVESTMENTS UP +9% TO EUR ~10,400 M IN THE LAST 12 MONTHS WITH EXPECTED ACCELERATION IN COMING QUARTERS



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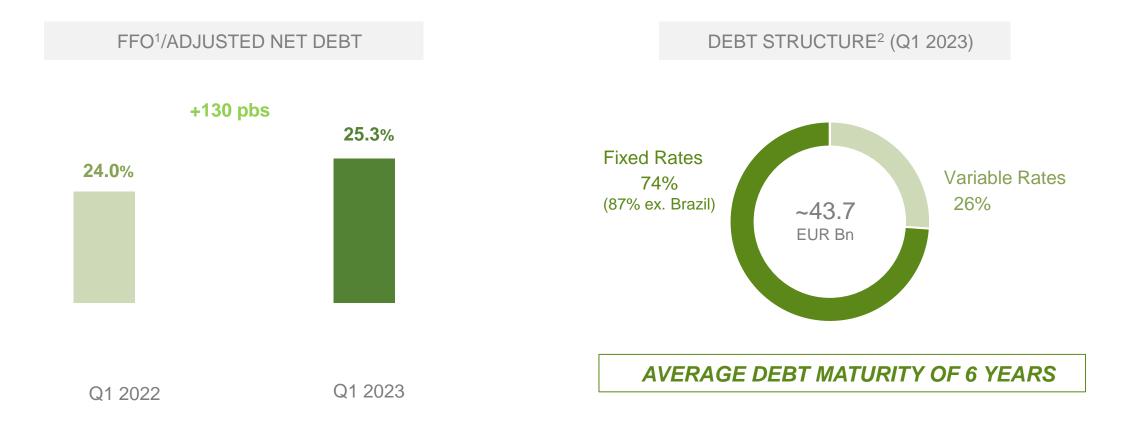
CONSOLIDATING OFFSHORE WIND EXPANSION: PLAN TO 2025 SECURED

			In operation	Capacity	Construction progressing on budget	Route to market
	\bullet	St. Brieuc	2Q2023	496 MW		Tariff secured for 20 years
Under construction	ê	Vineyard Wind	4Q2023	806 MW		PPAs signed for 100% of capacity with average tenor of 20 years
3,500 MW	•	Baltic Eagle	2Q2024	476 MW		PPAs signed for 100% of capacity with average tenor of 15 years
TOTAL INVESTMENT ABOVE EUR 11 Bn		East Anglia 3	2026	1,397 MW		CfD secured for 15 years
TO 2026	•	Windanker	2026	308 MW		PPAs signed for 100% of capacity with average tenor of 15 years

WITH AN AVERAGE SPREAD OVER WACC OF 150-200 BPs



FINANCIAL RATIOS IMPROVING DRIVEN BY CASH FLOW GENERATION...



... WITH LIQUIDITY COVERING 22 MONTHS OF FINANCING NEEDS



¹ FFO = Net Profit + Minority Results + Amortiz.&Prov. – Equity Income – Net Non-Recurring Results + Fin. Prov.+ Goodwill deduction + Dividends from companies accounted via equity - /+ reversion of extraordinary tax provision. Mar 2022 FFO includes collection of EUR 826 M on positive court rulings in Spain. Mar 2023 FFO includes collection of EUR 340 M positive impact linked to NY Order that allows to accrue certain regulatory assets. Proforma including Poland onshore in Mar 2022 ² Excludes net debt linked to the Brazilian transmission assets subject to the GIC transaction



AGREEMENT TO SELL 60% OF IBERDROLA'S BUSINESS IN MEXICO, RETAINING ALL PRIVATE CUSTOMERS AND RENEWABLE GROWTH

TRANSACTION	
OVERVIEW	

- Selling 13 generation facilities
- **Transaction** complying with Mexican energy policy directives
- Price of USD 6,000 M

THE NEW IBERDROLA MEXICO

- Retaining ~40% of our current business (~ USD 400 M EBITDA)
- 15 plants in operation (9 renewables)
- 6,000 MW of renewable pipeline

REAFFIRMING OUR COMMITMENT TO MEXICO CUSTOMERS AND DECARBONIZATION





AGREEMENT WITH GIC TO CO-INVEST IN TRANSMISSION BUSINESS IN BRAZIL

50%-50% partnership in 8 operating transmission assets (1,865 km of lines) for BRL 1,200 M



Option to include in the joint vehicle assets under construction or from future auctions at COD

Improving Neoenergia's financial position: reducing Net Debt in BRL 3,000 M

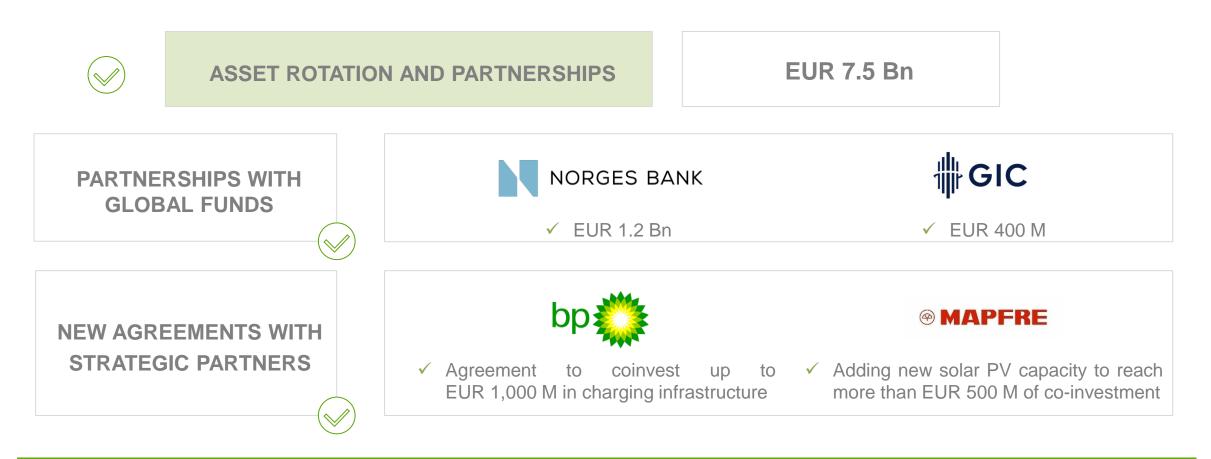
Increased ability to access additional transmission auctions (auctions for more than BRL ~51,000 M in 2023¹)

PROVIDING FLEXIBILITY TO ACCELERATE GROWTH



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ASSET ROTATION PLAN ALREADY EXECUTED...



... PARTNERING WITH LEADING GLOBAL FUNDS FOR COINVESTMENT





SALES OF ~116 TWH PER ANNUM SECURED THROUGH RETAIL & SME CUSTOMERS, LONG TERM PPAs AND REGULATED MECHANISMS...



... EQUIVALENT TO AROUND 95% OF OUR CURRENT PRODUCTION





AVANGRID'S ADJUSTED EBITDA OF USD 633 M (-1%)

Net Profit of USD 245 M affected by non-recurring impacts in 1Q'22 (USD 181 M CIP restructuring deal)

Gross investments of USD 2,670 M invested in 12 months with ~75% in Networks

Business Highlights

• <u>Networks</u>:

- Rate cases ongoing in NY,ME & CT
- ✓ PNM Resources merger agreement extended (until July '23)
- NECEC: Unanimous decision in favor. The project may lawfully continue construction.
- <u>Renewables</u>:
 - ✓ 1,700 MW in construction with ~50% offshore wind

NEOENERGIA'S EBITDA UP +14% TO BRL 3,620 M

Net Profit of BRL 1,215 M

12M gross investments reached BRL 9,575 M

Business Highlights

- Networks:
- ✓ Positive tariff reviews for Bahia and Rio Grande do Norte
- ✓ 4 new transmission assets commissioned
- ✓ Agreement with GIC to co-invest in transmission

<u>Renewables</u>:

 Reaching 4,600 MW in operation (hydro, onshore wind and solar PV)

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ENERGY CRISIS IS DRIVING NEW POLICIES TO SPEED UP ELECTRIFICATION

GAS PRICES GRADUALLY NORMALIZING...

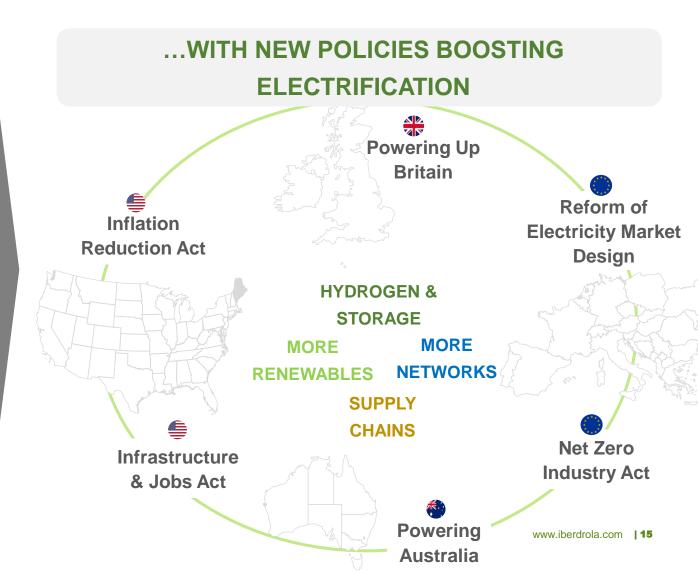
Rising gas price due to fossil fuel dependence now clearly signalled as the source of the crisis

Soft winter and efficiency measures reducing impacts on industry and residential customers

Gas storage levels at record highs

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Energy prices starting to normalize; need to accelerate renewables to reduce dependence on fossil fuels



Regulation and policies to boost electrification



Commission proposal on "Reform of Electricity Market Design": key aspects

- Market is functioning properly
- "Evolution" to more Single Market and long-term contracting (PPAs)
- No retroactivity: voluntary "CfDs" auctions for new renewable investments, nuclear and repowering
- Need of "emergency statement" from EC (fixed criteria) for any measures by Member States, with compensation to suppliers
- •New support mechanisms to storage, demand-side response and grid operators to incentivize flexibility services

Commission proposal of Net Zero Industry Act

- Goals: build and improve EU supply chains, security of supply, regulatory flexibility, easier access to EU funds
- •8 key Net Zero technologies, including onshore and offshore wind, solar PV, storage, heat pumps and smart grids
- Target of local production : 40% for solar PV components, 85% for wind turbines and heat pumps...
- Easing of permitting and financing for renewables





Regulation and policies to boost electrification



Renewable Energy Directive

- Increasing renewable targets from 32% to 42.5% of total energy consumption by 2030
- Renewable targets by sector: 29% for transport, 42% for H2 production and 49% for residential energy consumption

Inflation Reduction Act

- Promoting electrification: more renewables and networks
- Increasing visibility: PTC/ITCs (30% of investment) secured for 10 years at fixed price for wind and solar
- Incentives to green H2: \$3/kg PTC for 10 years
- Facilitating access to local supply chains: PTC for wind and solar components; ITC for new clean manufacturing facilities

Infrastructure Investment and Jobs Act

- Focus on infrastructures resiliency and development
- Grid improvements to support resiliency and smart grids

Powering up Britain

- Reaffirming full power sector decarbonization by 2035, with an Acceleration Plan for renewables and networks
- Higher ambition on:
 - Transport: 100% of Zero Emissions Vehicles in 2035
 - Industry decarbonization: increasing electrification
 - Heat decarbonization: New targets of ~600,000 heat pumps per year by 2028 and replacement natural gas boilers by 2035 the latest

Powering Australia

- Government target of 43% emission reduction by 2030 (vs. 2005)
- Plan for rewiring networks (expansion & modernization)
- ~59 GW additional renewable capacity to be installed by 2030

- Specific support for EV chargers
- Easier financing and permitting for transmission projects

CREATING SUSTAINABLE VALUE FOR ALL

Protecting the planet

- Accelerating path to zero emissions
- Reinforcing our commitment to the circular economy:
 - ✓ Recycling blade factory
 - ✓ Recycling ion-lithium battery plant

Supporting communities

Strengthening local supply chains: New PV manufacturing facilities in Spain with capacity of 2 GW/year

- Additional innovation projects pointed to the opportunity of the Next Generation Funds:
 - ✓ Green H2-production projects in Spain selected within **IPCEI** initiative approved by the European Commission
 - ✓ Innovation Funds: grants requested for developing Green Methanol, Green Ammonia or Green Heat.
 - ✓ Others: repowering, networks, storage,...

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Purpose driven governance

Upcoming AGM: Glass Lewis and ISS recommending positive vote to all items on the agenda

•Medal of Honor from World Jurist Association for embedding decarbonization in Corporate and Sustainability System and the defense of Rule of Law







Income Statement / Group

EBITDA up 38%, to EUR 4,065 M, and Net Profit up 40%, to EUR 1,485 M...

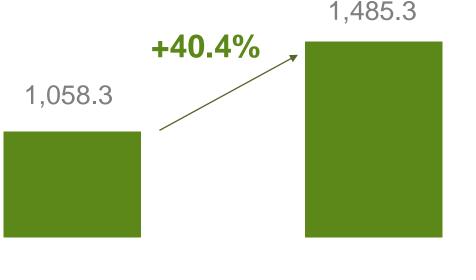
EUR M	Q1 2023	Q1 2022	%
Revenues	15,461	12,150	+27.2
Gross Margin	6,709	4,685	+43.2
Net Operating Expenses	-1,465	-1,151	+27.2
Levies	-1,179	-583	+102.2
EBITDA	4,065	2,951	+37.7
EBIT	2,738	1,747	+56.7
Net Financial Expenses	-510	-399	+27.7
Equity Results	3	216	-98.4
Taxes	-592	-312	+90.0
Minorities	-154	-194	-20.5
Net Profit	1,485	1,058	+40.4



Net Profit evolution

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Strong growth will moderate during the year due to the fact that during this quarter Iberdrola had...



- ... higher production and higher sales
- ... much lower energy purchases at much lower prices than in Q1 '22
- ... 2022 UK retail deficit recovered in Q1 '23 which was originally expected during the year

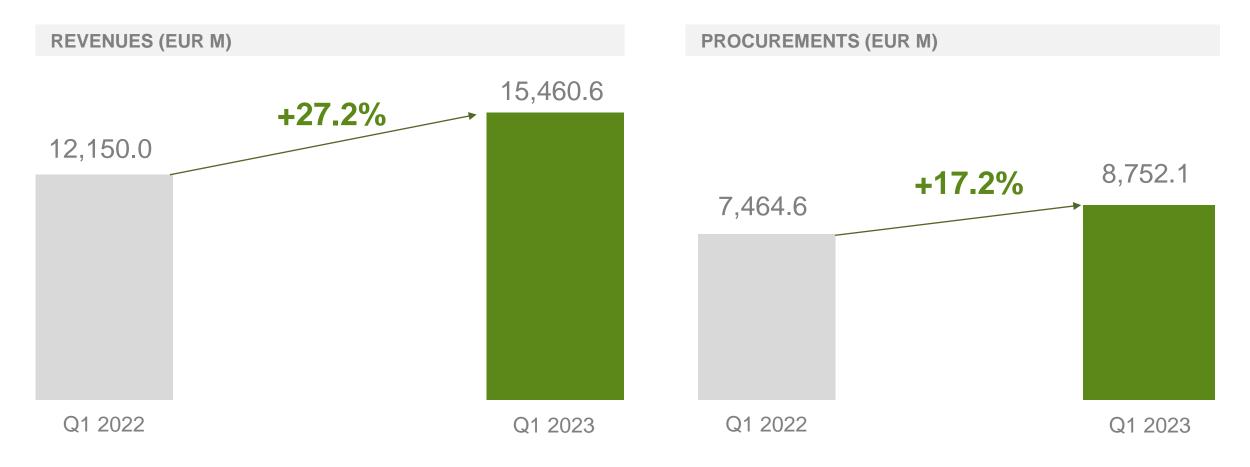
Q1 2022 Q1 2023 ... positive effect in gas management

Next quarters will not be as strong and one-off results in 2022 will lower the difference from April onwards



Gross Margin / Group

Gross Margin up 43%, to EUR 6,709 M, and 40% excluding FX and reconciliation impacts in US



Revenues up 27%, to EUR 15,461 M, and Procurements up 17%, to EUR 8,752 M



Net Operating Expenses / Group

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Net Operating Expenses up 7% excluding FX, extraordinaries and reconciliation impacts in the US

Net Operating Expenses (EUR M)

	Q1 2023	Q1 2022	vs'22 (%)
Net Personnel Expenses	-714.4	-547.4	+30.5%
External Services	-954.2	-780.7	+22.2%
Other Operating Income	203.4	176.8	+15.2%
Total Net Operating Expenses	-1,464.8	-1,151.3	+27.2%

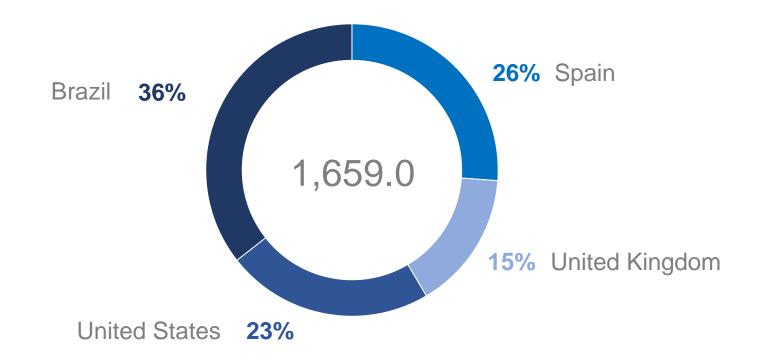
Net Personnel Expenses increases 8.1% excluding FX, US pensions one off and reconciliation impacts External services grows 7.4% excluding FX and reconciliation impacts in US



Results by Business / Networks

RESULTS PRESENTATION / First Quarter 2023

Networks Reported EBITDA grows 4.5%, to EUR 1,659 M



Balanced EBITDA contribution across geographies



SPAIN

BRAZIL



EBITDA EUR 434.0 M (+6.1%):

• EBITDA increases as a consequence of the regularization on revenues due to investments made in previous years.

EBITDA BRL 3,290.4 M (+18.7%):

• Growth driven mainly by tariff adjustments in Distribution and higher contribution from transmission assets.

EBITDA IFRS USD 408,0 M (-14.4%):

UNITED STATES
 EBITDA decrease due to a negative impact of a pension provision reversal in IFRS in 2022 (USD 99 M), partially compensated by recognition of arrearages*.
 EBITDA US GAAP USD 534.7 M (+7.9%)

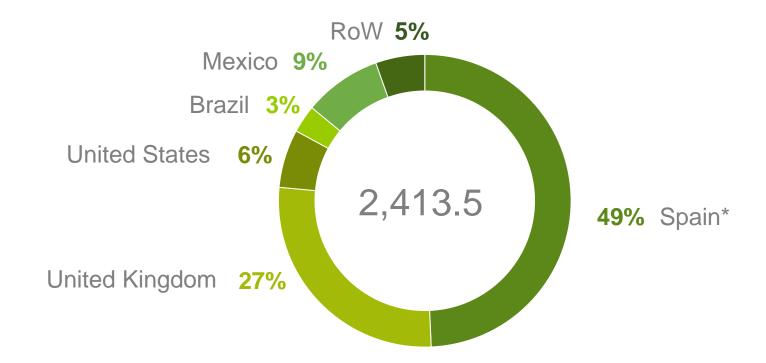
UNITED EBITDA GBP 225.0 M (-10.1%):

KINGDOM • Lower contribution from transmission assets affected by temporary remuneration effects, to be recovered.

Results by Business / Energy Production and Customers



Energy Production and Customers EBITDA up 77.4%, to EUR 2,414 M





 Positive effect in gas management vs. Q1 '22 	SF	PAIN	 EBITDA EUR 1,190.1 M (+113.5%): EBITDA increase thanks to: Higher production, especially hydro and nuclear (+3.1 TWh) and higher sales. Lower energy purchases at much lower prices than last year. Positive effect in gas management vs. Q1 '22
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EBITDA GBP 579.6 M (+144.0%):

- Collection of past tariff deficit (GBP +275 M) which had a negative impact in Q4 '22
- **KINGDOM** Margin normalization in Q1 '23 results.
 - Lower onshore wind output (-19.0%).

UNITED EBITDA USD 166.8 M (+13.1%):

• Higher output (+4.7%) due to new installed capacity, and better prices.



MEXICO	 EBITDA USD 222.7 M (+3.7%): Higher contribution from thermal assets thanks to new capacity in operation since May '22 (Tamazunchale II, 514 MW), partially compensated by lower wind load factor. 	
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EBITDA BRL 412.0 M (-2.0%):

• Higher wind output (54.2%) thanks to new installed capacity (+399 MW), offset by lower contribution from thermal business.

EBITDA EUR 131.0 M (+1.5%):

• Higher capacity in operation compensated by higher costs associated to the international expansion.



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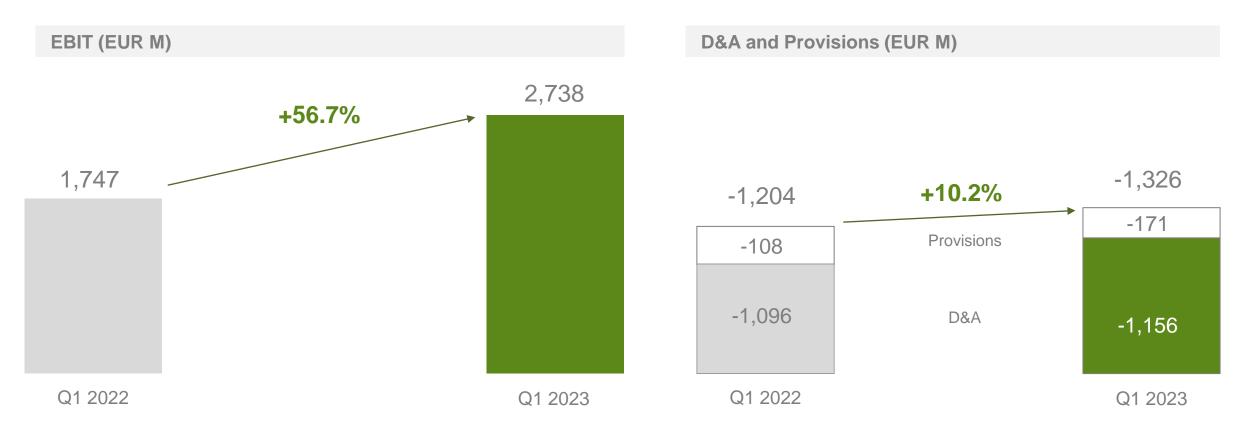
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EBIT / Group

EBIT grows 57%, to EUR 2,738 M

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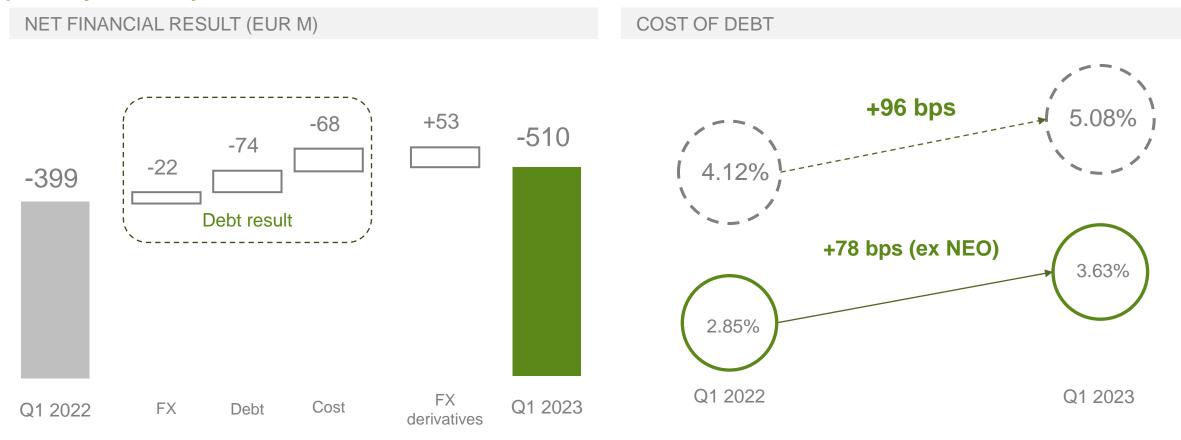
D&A and provisions up 10.2%, to EUR 1,326 M, driven by higher asset base and bad debt evolution due to increasing customer billing



Net financial results

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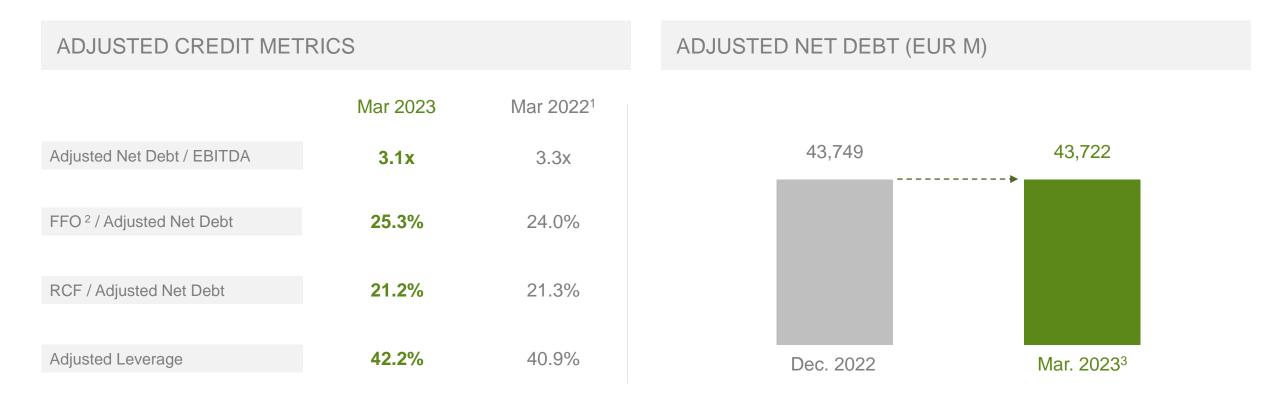
Net Financial Results up EUR 111 M, to EUR 510 M, due to higher average debt and interest rates, partially offset by FX derivatives results



BRL cost compensated at EBITDA level Excluding NEO, debt cost increases 78 bp despite interest rates increasing 220 bp



FFO / Adjusted Net Debt improves 1.3 p.p. as 14% average growth in yearly FFO exceeds 8% average growth in net debt



Debt will improve vs. guidance as we close deals in Mexico and Brazil



- 1) Proforma including Poland onshore in Mar 2022
- 2) Mar 2022 FFO includes collection of EUR 826 M on positive court rulings in Spain

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- 2) Mar 2023 FFO includes collection of EUR 340 M positive impact linked to NY Order that allows to accrue certain regulatory assets
- 3) Excludes net debt linked to the Brazilian transmission assets subject to the GIC transaction

Net Profit / Group

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Net Profit up 40%, to EUR 1,485 M

EUR M	Q1 2023	Q1 2022	vs'22 (%)	
EBIT	2,738.0	1,747.1	+56.7%	
- Net Financial Expenses	-510.1	-399.5	+27.7%	
- Equity Method	3.4	215.8	-98.4	
- Corporate Tax	-591.9	-311.5	+90.0%	
- Minorities	-154.0	-193.6	-20.5%	
Net Profit	1,485.4	1,058.3	+40.4%	

Lower Equity Method coming from AGR due to the offshore CIP reorganization in 2022 increases the tax rate but reduces minority interest. Taxes 2023 also affected by 1.2% revenue tax in Spain.





Conclusions

STRONG OPERATING PERFORMANCE EXPECTED TO CONTINUE OVER THE REST OF THE YEAR...

Speed-up of investments

'23e organic investment¹ ~12 Bn



Acceleration of permits



- **Progress in offshore wind:** • Saint-Brieuc (France): first export in May
- and full commissioning in December 2023
- Vineyard Wind (US): first export in 4Q 2023
- - **Networks:**
 - New transmission in operation in Brazil
 - New rate cases in US and Brazil

Improving business conditions

Hydro reserves at average levels (M

- Normalization of renewable output
- New network tariffs in US, UK (# and Brazil



Recovery of retail deficits in UK

$(\bigcirc$ **Operating efficiency**

Reinforcing solidity and financial strength

- (2)
- Asset rotation plan to 2025 **100% implemented**
- Ð Improving Operating Cash Flow
- ~75% Debt fixed rates at (87% ex. Brazil)
- € Liquidity covered for 22 months
- **A**

Business profile protecting from higher inflation/interest rates

Net Profit hedged for FX

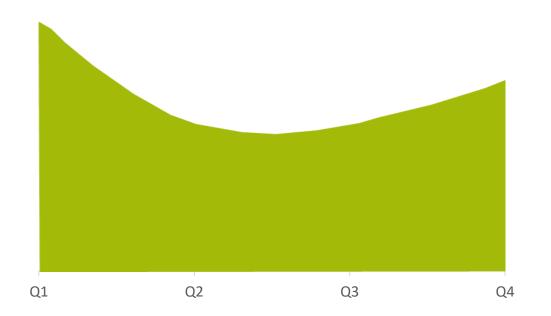






...FOLLOWING A MORE NORMALIZED DISTRIBUTION OF NET PROFIT AFTER AN UNUSUALLY LOW Q1 2022

NORMALIZED QUARTERLY EVOLUTION (LAST YEARS AVERAGE)



2023 OUTLOOK: MID TO HIGH SINGLE DIGIT NET PROFIT GROWTH EXCLUDING ADDITIONAL EXTRAORDINARY RESULTS



DELIVERING ON OUR PLAN 2023-2025 AHEAD OF SCHEDULE...



- ~60% of capacity additions in operation or under construction
- c100% of Network investments secured with tariff frameworks closed or under advanced negotiation



• 100% executed



 Co-investment agreements with leading global funds

... AND IMPROVING FINANCIAL SOLIDITY











PROJECTS IN PROGRESS	CAPEX	GRANTS AWARDED
CASTELLÓN GH2 – BP Castellón refinery 25 MW electrolyser (50% BP partnership).	> 60 M€	15 M€
FORESA - 5MW electrolyser, green methanol in Galicia.	15 M€	5,5 M€
LIPSA - 2,5MW electrolyser, plant oils in Cataluña.	11 M€	4 M€
TMB – Barcelona hydrogen buses, 5.5 MW electrolyser.	19 M€	4 M€
ELECTRIC CHARGING STATIONS – electric infrastructure deployment for vehicles, trucks and high power with storage in Spain and Portugal.	150 M€	30 M€
DISTRICT HEATING Palencia with biomass.	35 M€	5 M€
Collaborative innovation projects – smartgrids, energy system flexibility, offshore, IA, smart solutions and green hydrogen.	> 100 M€ *	70 M€ *

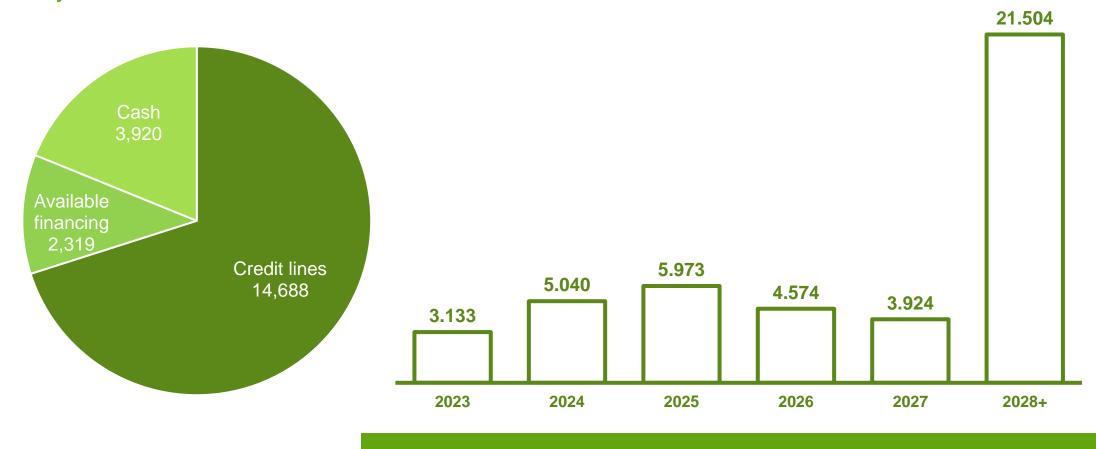
PROJECTS PENDING RESOLUTION	CAPEX
IPCEI IBERDROLA - Important Project of Common European Interest up to 800 MW electrolyser in Puertollano and Palos.	~1,800 M€
GREEN MEIGA – hydrogen production system 150 MW electrolyser. 100.000 tons per year green methanol.	
GREEN AMMONIA EXPRESS - hydrogen production system in Sines (Portugal)	4 000 MC
GREEN HEAT TARRAGONA – green industrial heat production system in Tarragona.	~1,200 M€
MOD4PV – gigawatt scale assembly plant of PV modules. 1.6 GW production capacity per year (in collaboration with a technological partner)	
STORAGE IN EXISTING PV PLANTS – 6 projects in Extremadura, Castilla y León, Castilla-la Mancha and Andalucía.	~100 M€
CIRCULAR ECONOMY - wind repowering, mini-hydroelectric plant renovation, blade recycling plant.	200 M€



Liquidity and maturities

RESULTS PRESENTATION / First Quarter 2023

As of today, our liquidity totals EUR 21 bn covering 22* months of financing needs with an average life of debt of 6 years



Strong liquidity to face potential volatility in financial markets

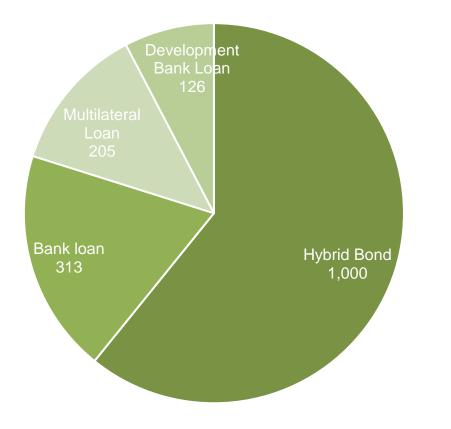


Diversified financing portfolio at competitive rates

RESULTS PRESENTATION / First Quarter 2023

Continuing with the strategy of **diversification** of funding sources that provides **flexibility** to tap the market, raising Eur 1.6 Bn in new financing and extending the term of Eur 3 Bn in existing transactions ...

New financing 2023: EUR 1.644 M



Main transactions

Bond market

• EUR 1,000 M in green public hybrid bond

Bank market

• BRL 1,750 M in 4131 loans

Multilateral / development

- EUR 205 M signed with EIB
- JPY 18,175 M signed with JICA

Extensions

- EUR 2,500 sustainable syndicated credit line
- USD 500 M syndicated bank loan

... room for additional bank financing and new markets



ESG financing



Iberdrola signed EUR 1.3 Bn of new green financing for a total of EUR 48.6 bn in ESG transactions

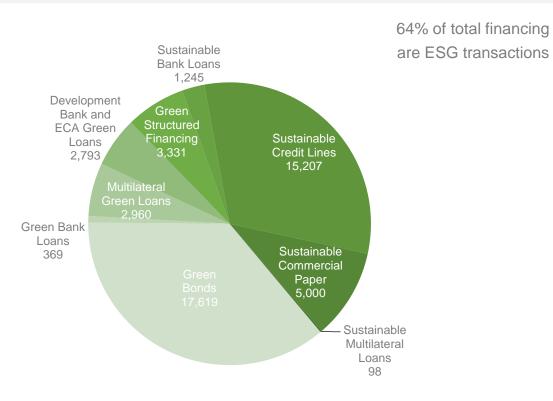
NEW ESG FINANCING Q1 2023: EUR 1,331 M *

81% of newly signed financing are ESG transactions, reaffirming Iberdrola's commitment while becoming its main source of financing

Product	Q1
Green	1,331
Hybrid bonds	1,000
Multilateral loans	205
Development bank & ECA loans	126
Total ESG	1,331

*Includes all signed financing, regardless of its consolidation % and disbursement date

TOTAL ESG FINANCING: EUR 48,623 M *



Iberdrola remains the world leading private group in green bonds

iberdrola

ESG+F

RESULTS PRESENTATION / First Quarter 2023

			2022	2025e	2030e
	Carbon Neutral in electricity generation in 2030	Specific emissions (global mix) g CO2 /kWh	88	<70	Carbon neutral*
	Biodiversity: Net positive impact in 2030	% assets with biodiversity assessment and Neutrality Plan	n/a	20%	100%/ Net Positive
	Biodiversity: Conservation, restoration & plantation	Trees, in Million % No Net Deforestation in 2025	2.5	8	20
E	Blade recycling	% recycled blades**	0%	50%	100%
	Water consumption	% reduction vs. 2021	+2%	-18%	-63%
	Smart Solutions	Number of solutions, in Million	13.0	18	21
	R&D investment	Million Euros	362.7	420	550
	Training hours	Hours per employee (annual)	67.9	≥55	≥55
	Smart Grid implementation	% of HV and MV grids	76	83	-
	Women in relevant positions	% of women	26%	30%	35%
	Equal pay certification	Equal pay certification	n/a	\checkmark	-
S	Accidentality Rate	% of improvement vs 2021 (own employees)	-6.4%	-10%	-21%
	Electricity for All program	Cumulative beneficiaries, in Million	11	14	16
	Foundation	Beneficiaries per year, in Million	5.7	8	10
	Sustainable Suppliers	% of total purchases	91.5%	≥85%	≥85%
	Cybersecurity	Number of annual assessments or external verifications	1,919	2,000	2,000
	Best practices in Governance	Maintain	\checkmark	\checkmark	\checkmark
G	ndependent Board Members	Over 50%	\checkmark	\checkmark	\checkmark
	Women in the Board	At least 40%	\checkmark	\checkmark	\checkmark
F	ESG financing	% of ESG Financing	82	Minimum 80%	-



** This target is subject to the existence of a commercially feasible solution