



# Results **Presentation**

First half

27 July, 2023

Sustainable Event





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# Highlights of the period



# Highlights of the period



## NET PROFIT UP 21% TO EUR 2,521 M (+28% excluding non-cash exceptional item)

## EBITDA of EUR 7,561 M (+17%)

- Growth driven by investments in Networks and Renewables
- United Kingdom: Cash recovery from previous years retail deficits
- **EU:** Normalization of renewable output and prices

# Strategic Plan Execution

- Investments of Eur 10,544 M in the last 12m:
  - ✓ Networks Asset Base up 10% to reach Eur 40 Bn
  - √ ~2,500 new renewables MW, reaching a total renewable capacity of ~41,250 MW
- 135 TWh/y contracted through LT PPAs & Regulated mechanisms (avg. 12y), and retail customers

# Asset Rotation & Partnerships

- EUR ~7,5 Bn asset rotation plan to 2025 already completed
- Mexico Agreement: SPA already signed, on track for closing before year end
- Co-investment agreement with Masdar for Baltic Eagle offshore wind farm

# Increasing cashflow & financial strength

- FFO reaches Eur 5,731 M in H1 '23, up 21% excluding hydro canon collection in H1 '22
- Improving ratios: FFO/Adjusted Net Debt increases to 24.9%
- Reinforcing balance sheet: Eur 3.4 Bn of new green financing and liquidity of Eur 20.3 Bn

# Shareholder engagement & return

- Annual General Meeting: 72% quorum with 98 % average favourable vote
- Total 2022 Dividend up +11.6% to 0.501 euros/share, already reaching 2025 planned floor





## EBITDA REACHES EUR 7,561 M, UP 17%

#### **EBITDA BREAKDOWN BY BUSINESS**



#### **NETWORKS**

- Higher asset base (+10% year-on-year)
- Annual tariff adjustments in the UK, Brazil and the US
- Regulatory frameworks protecting from higher inflation in the UK and Brazil

#### **ENERGY PRODUCTION & CUSTOMERS**

- EU:
- Normalization of renewable output and prices
- Eur -86 M non-cash adjustment related to RECORE parameters update in Spain.
- UK: Cash recovery from previous year retail deficits and improving business conditions

## STRONG PERFORMANCE IN THE UK AND EU



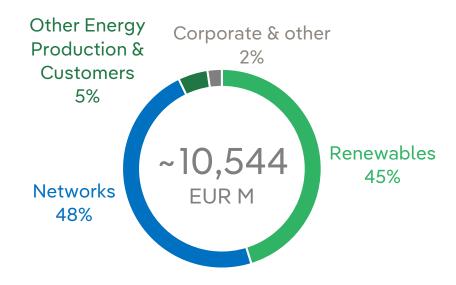
# **Strategic Plan Execution: Investments**



## **INVESTMENTS UP 8% IN LAST 12 MONTHS TO EUR 10,544 M...**

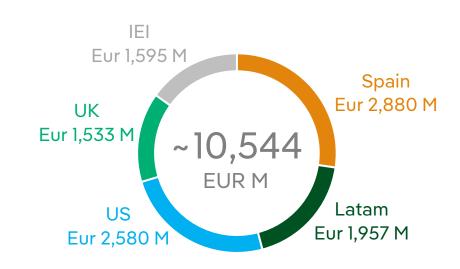
#### **GROSS INVESTMENTS BY BUSINESS**

(last 12 months)



#### **GROSS INVESTMENTS BY GEOGRAPHY**

(last 12 months)



#### ...93% ALLOCATED TO NETWORKS AND RENEWABLES

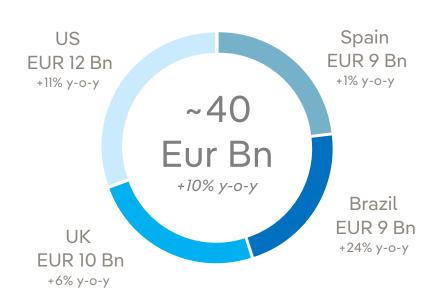


# **Strategic Plan Execution: Networks investments**



## **NETWORKS INVESTMENTS UP 24%, GROWING IN ALL GEOGRAPHIES...**

#### **H12023 ASSET BASE BY GEOGRAPHY**



#### **NETWORKS**

- Improving diversification
- Further growth expected through new Rate Cases:
  - US: Maine (closed until jun-2025) and NY (joint proposal agreed until apr-2026)
  - Brazil: Bahia and R.G. do Norte (closed until 2028) and Sao
     Paulo (expected in August, until 2027)
- Transmission UK:
  - Eastern link project (GBP 1.0 Bn of investment from SPW between 2026 and 2030)
- Transmission US:
  - NY: Transco and CLCPA with investments of USD~3Bn until 2030
  - New England: NECEC construction works allowed to move forward

...REACHING AN ASSET BASE OF EUR 40 BN (+10% Y-O-Y)



# Strategic Plan Execution: Renewables



# ~2,565 MW INSTALLED IN THE LAST 12 MONTHS, to reach ~41,250MW ~7,100 MW UNDER CONSTRUCTION ON TRACK (representing additional investment of Eur ~12 Bn)

# NEW INSTALLED CAPACITY BY TECHNOLOGY (Y-o-Y) Onshore Wind Offshore Wind 115 MW Solar PV 1,550 MW Total 2,565 MW

R			PACITY U		CONSTRUC GRAPHY	CTION	
Spain	275	-	2,100	-	2,375	34%	
<b>U</b> S	-	800	850	-	1,650	23%	
<b>₩</b> UK	200	1,400	25	-	1,625	23%	
German	у -	475	50	-	525	7%	Portuga
(IEI	175	-	200	150	525	7%	<b>A</b> ustrali
() France	-	400	-	-	400	6%	Other E 
Total	650	3,075	3,225	150	7,100		

# Strategic Plan Execution: Renewables



## OFFSHORE WIND: PROGRESSING BUILD UP AND PROTECTING PROFITABILITY

#### PROJECTS UNDER CONSTRUCTION OR IN PROGRESS

		Capacity	First export	Seabed cost
( ) Saint B	rieuc	500 MW	July 2023	
Vineyar	d Wind	800 MW	H2 2023	
Baltic E	agle	475 MW	H1 2024	
Windan	ıker	300 MW	2026	€~0 M
East An	iglia 3	1,400MW	2026	]
Park Ci	ty Wind	800 MW	2027	
© Commo	nwealth	1,240 MW	2028	

#### **SECURED AREAS**

	Capacity	In operation	Seabed cost
EAIN & EA2	1,600 MW	>2028	
Kitty Hawk	3,500 MW	>2030	
MarramWind <sup>1</sup>	3,000 MW	>2030	€ 0-50/kW
CampionWind <sup>1</sup>	2,000 MW	>2030	
Machair Wind	2,000 MW	>2030	

Additional selective growth with seabed costs -95% vs recent auctions in our core markets

OUR 'FIRST MOVER' STATUS PROVIDES US OPTIONALITY on future projects at competitive costs



# Strategic Plan Execution: Routes to Market



# ~135 TWH/Y CONTRACTED THROUGH LT PPAS & REGULATED CONTRACTS (avg. term ~12y) AND RETAIL CUSTOMERS

#### **CONTRACTED REVENUES OUTLOOK 2023E1**

# Regulated Contracts (CFDs,Other) 13% Avg. term ~16 years Petail Customers 30% Avg. term ~2-3 years TWh/year Avg. term ~11 years

~90% covered by own production

#### **ROUTES TO MARKET: LATEST DEVELOPMENTS IN Q2**

- New multi-country PPA with Vodafone for more than 410 GWh
- Signing of Baltic Eagle PPAs Holcim and Stahl Holding Saar

#### **CUSTOMER PORTFOLIO**











multi-country















NEED OF STABLE ATTRACTIVE FRAMEWORKS TO CONTINUE PROMOTING UPTAKE System benefits: Price stability and industrial competitiveness

# **European Electricity Market Reform**



## **ELECTRICITY MARKET REFORM: BALANCED AND FOCUSED PROPOSALS FROM BOTH EU COMMISSION AND PARLIAMENT (ITRE COMMITTEE)**

			European Commission Proposal	Parliament Committee Approval
		nition of proper market performance: new measures to increase y and avoid distortions		
MARKET	' '	on rules to declare "State of emergency": Spot prices >180 Eur/MW	'h	
FUNCTIONING		s to inframarginal technologies considered		
		tion of capacity mechanisms: Removal of "last resource process" an of approval process	d	
LONG-TERM	► Need to	o promote PPAs in a Single European Market		
CONTRACTING	> Volunta	ary CfDs with no retroactivity for existing plants		
ENERGY		es to increase flexibility in the system: open to new investments sting facilities		
TRANSITION		rt for Networks deployment: need of anticipate investments to demand and connection for renewables		

IN LINE WITH PROPOSALS FROM INDUSTRY ASSOCIATIONS SUCH AS EURELECTRIC, WIND EUROPE...



# Avangrid and Neoenergia Results (LOCAL GAAP)



#### **AVANGRID'S EBITDA REACHES USD 1,299 M (-1%)**

Investments reached USD 2,742 M during last 12M

#### **BUSINESS HIGHLIGHTS**

#### **Networks:**

- ▶ Rate Cases joint proposal filed in NY (expected to be effective from May 1st until April 2026, includes prior arrearages), closed CMP from July 1st until June 2025
- ► Additional projects in transmission: NECEC in New England and Transco and CLCPA in New York, USD ~3 Bn until 2030
- ▶ PNM Resources merger agreement extended (until Dec-23, extendable by mutual agreement for additional 3 months)

#### Renewables:

- ▶ Onshore wind repowering opportunity up to 4,600 MW of current fleet following Inflation Reduction Act. Works starting H2
- ▶ 410 MW of new renewables in operation

#### **NEOENERGIA'S EBITDA REACHES BRL 6,282 M (-2%)**

Investments reached BRL 9,620 M during last 12M

#### **BUSINESS HIGHLIGHTS**

#### **Networks:**

- ► Sale of 50% stake of operational transmission assets to GIC for BRL 1.2 bn
- ► Positive outlook for concessions renewal for distribution companies

#### Renewables:

▶ Oitis wind farm in operation (566 MW)



# **Asset rotation & Partnerships**



## **ASSET ROTATION PLAN 2023-2025 ALREADY COMPLETED (EUR 7,500 M)**

#### Major progress in Asset Rotation as at H1 2023

Mexico Transaction	Mexico Infr. Partners	<b>✓</b>
Strategic Alliance in Spain and Portugal	Norges Bank	$\checkmark$
Transmission Brazil	GIC	$\checkmark$
JV Onshore Spain	Mapfre	$\checkmark$
Hydro stake in Brazil	Eletrobras	$\checkmark$

#### **Top-tier partnerships for co-investment**

JV Offshore (Vineyard Wind One)	CIP	$\checkmark$
JV Offshore & Onshore (ScotWind)	Shell	$\checkmark$
JV Mobility	ВР	$\checkmark$
JV Offshore (Baltic Eagle)	Masdar	<b>⋖</b>

#### **Q2** key developments

- Agreement to sell ~60% of Iberdrola's business in Mexico
  - SPA already signed around USD 6,000 M
  - Closing expected before year-end
- Co-investment agreement with Masdar for Baltic Eagle

#### **Top-Tier partners**





















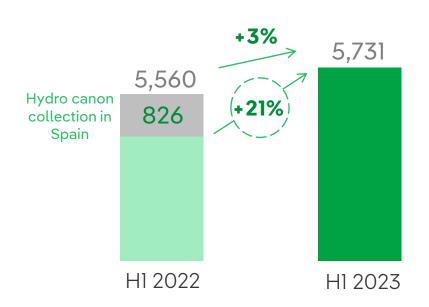


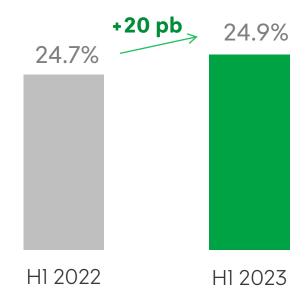


# FFO REACHES EUR 5,731 M IN H1 '23, UP +21% excluding hydro canon collection in H1 '22

OPERATING CASH FLOW (FFO<sup>1</sup>) - H1 2023

#### FFO/ADJUSTED NET DEBT





# FURTHER IMPROVEMENT IN FINANCIAL RATIOS EXPECTED BY YEAR END as asset rotation transactions are cashed in



# **Annual General Meeting**



## 72% QUORUM WITH 98 % AVERAGE FAVOURABLE VOTE

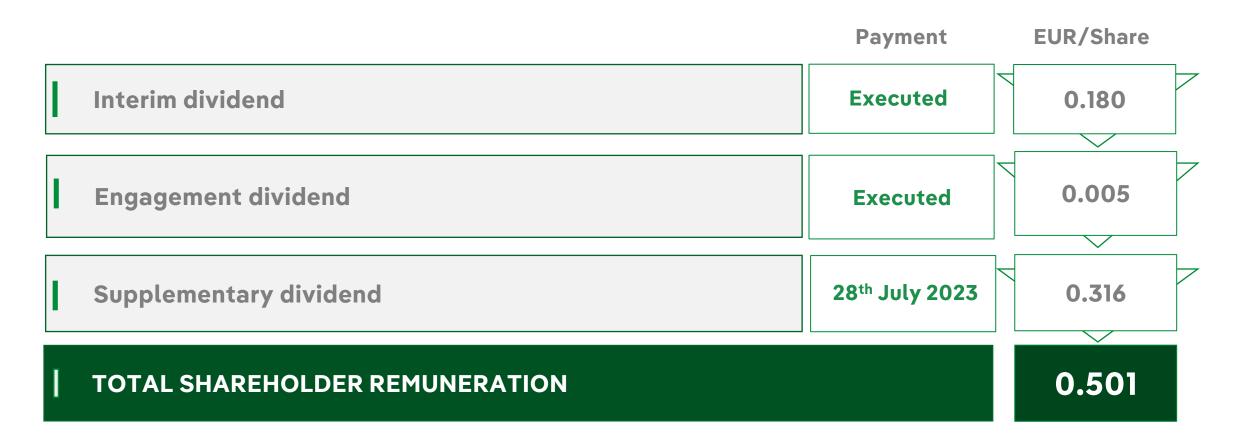
Group of Proposals	Average vote in favour
Corporate Management and Results	99.7%
Corporate Governance and Sustainability System	99.9%
Remunerations	96.9%
Board of Directors	98.2%



## **Shareholder remuneration**



# TOTAL SHAREHOLDER REMUNERATION INCREASES BY 11.6%<sup>1</sup> TO 0.501 EUROS reaching 2025 dividend floor in our strategic plan







# **Analysis of results**



# **Accounting Highlights**



#### H1 '23 results includes two non-cash impacts that need to be explained

Regulated					
renewables in Spair					
(RECORE)					

Market estimates adjusted by the Government to reflect lower power prices

Affecting c. 1.6 TWh of total regulated renewable output (c. 7 TWh)

One-off accounting impact at EBITDA level of EUR -86 M and EUR -55 M at net profit

Pure accounting effect (non-cash) that will reverse over regulatory life. Profitability guaranteed at 7.4%

# Reorganization of Iberdrola Mexico

Assets reclassified as held for sale

According to IAS 12, need to register difference between tax and accounting value of the shares

Total one-off impact at Income tax level of EUR -140 M (USD -151 M)

Capital gain to be registered once transaction is closed



## **Income Statement / Group**



EBITDA up 17% to EUR 7,561 M, and Net Profit would have increased 28% to EUR 2,661 M, excluding one-off non-cash impact in Mexico (EUR -140 M)

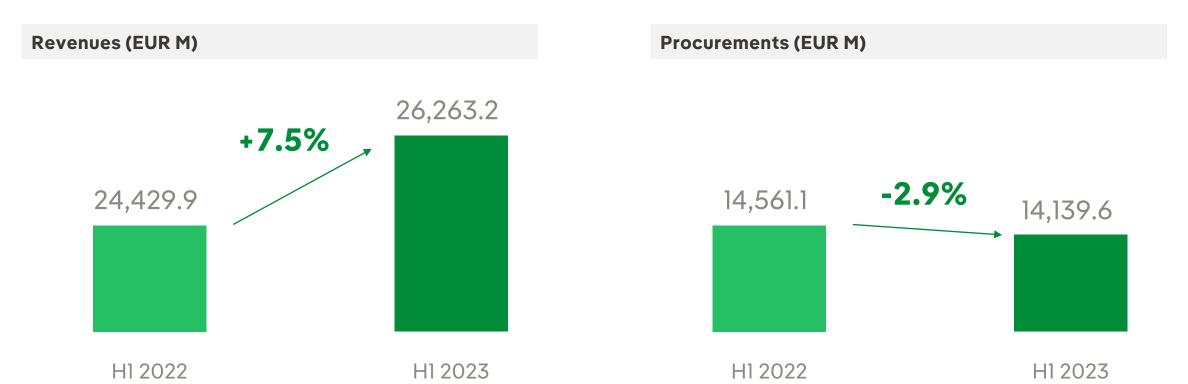
EUR M	H1 2023	H1 2022	%
Revenues	26,263	24,430	+7.5
Gross Margin	12,124	9,869	+22.8
Net Operating Expenses	-2,905	-2,492	+16.6
Levies	-1,658	-933	+77.6
EBITDA	7,561	6,444	+17.3
EBIT	4,911	3,922	+25.2
Net Financial Expenses	-1,127	-916	+23.1
Equity Results	-6	161	-103.5
Taxes	-1,016	-700	+45.1
Minorities	-241	-392	-38.5
Net Profit	2,521	2,075	+21.5



# **Gross Margin / Group**



### Gross Margin up 23% to EUR 12,124 M



Revenues up 7.5%, to EUR 26,263 M driven by UK, and Procurements down 2.9%, to EUR 14,140 M normalizing 2022 situation affected by fixed price policy and higher costs



# **Net Operating Expenses / Group**



Excluding extraordinaries in 1H '22 and reconciliation impacts in the US, Net Personnel Expenses increases 6.5% and External services 6.8%...

Net Operating Expenses (EUR M)					
	H1 2023	H1 2022	vs'22 (%)		
Net Personnel Expenses	-1,416.4	-1,211.3	+16.9%		
External Services	-1,850.4	-1.663.0	+11.2%		
Other Operating Income	361.2	382.5	-5.6%		
Total Net Operating Expenses	-2,905.2	-2,491.8	+16.6%		

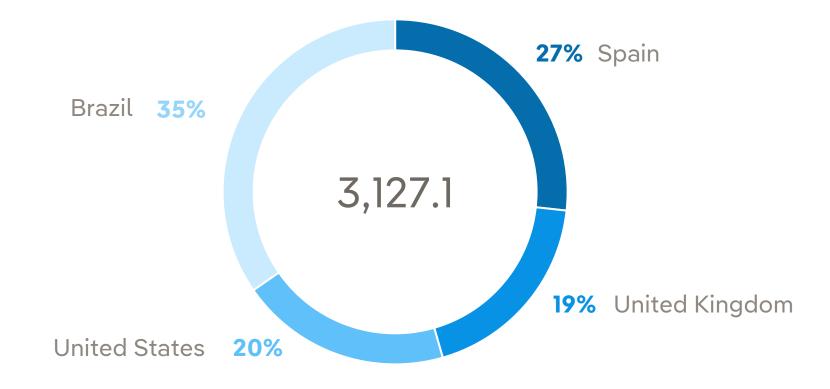
...driving Net Operating Expenses up by 7.5% vs the 16.6% reported



# **Results by Business / Networks**



### **Networks Reported EBITDA reaches EUR 3,127 M**



H1'22 positively affected by one-offs in US totaling EUR 533 M partially compensated by legal case in Spain (EUR 195 M)



## **Results by Business / Networks**



SPAIN

#### EBITDA EUR 845.4 M (+33.7%):

• Driven by a negative one-off in H1 '22 related to a legal case that reversed at the end of the year (EUR -195 M)

BRAZIL

#### EBITDA BRL 5,979.6 M (+3.0%):

- Growth driven by tariff reviews in Distribution
- Partially compensated by deconsolidation of assets included in GIC deal from April 1st

#### UNITED STATES

#### **EBITDA IFRS USD 666.1 M (-47.3%):**

- USD 550 M positive one-off in H1 '22 linked to NY Order that permitted the accrual of certain regulatory assets and additional USD 87 M in pensions one-off.
- NY rate case to be retroactive from May 1st once rate case is settled

#### **EBITDA US GAAP USD 897.2 M (-3.2%)**

UNITED KINGDOM

#### EBITDA GBP 512.9 M (+10.3%):

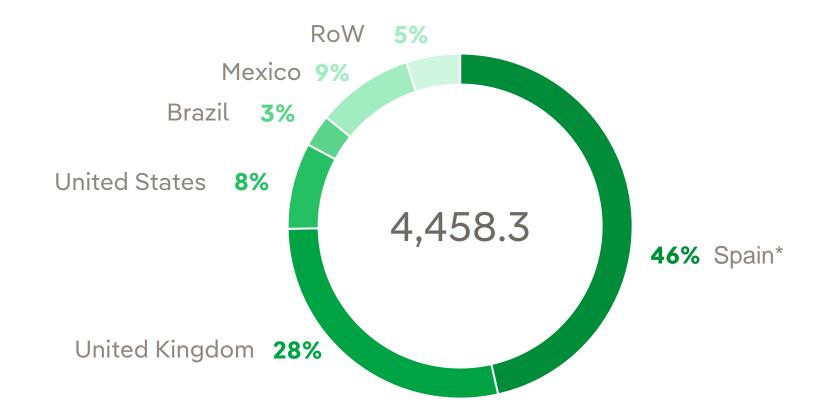
• Higher contribution due to the new regulatory framework ED2 and higher asset base



# Results by Business / Energy Production and Customers



## **Energy Production and Customers EBITDA to EUR 4,458 M**



<sup>\* 1.2%</sup> revenue tax in Spain included in corporation while for presentation purposes appears in Energy Production and Customers in Spain (EUR -216 M) because it only affects to the Energy Production and Customers business.



# Results by Business / Energy Production and Customers



#### EBITDA EUR 2,060.5 M (+46.0%):

#### SPAIN

- Compared to a weak 2022 as a result of:
  - o Production reaching normal levels, especially hydro and nuclear (+4.1 TWh) and higher sales due to a gain in market share
  - o Lower energy purchases at much lower prices than last year

#### UNITED KINGDOM

#### EBITDA GBP 1,100.7 M (+149.5%):

- Full collection of past tariff deficit (GBP +297 M) which had a negative impact in Q4 '22
- Margin normalization in H1 '23 results
- Lower onshore wind output (-31.3%)

# UNITED STATES

#### **EBITDA USD 393.2 M (+12.1%):**

• Higher output (+2.4%) and better prices



# Results by Business / Energy Production and Customers



MEXICO

#### EBITDA USD 452.9 M (-3.0%):

• Lower contribution from renewable assets partially compensated by the new capacity in operation (Tamazunchale II)

BRAZIL

#### EBITDA BRL 838.5 M (-10.5%):

• New renewable capacity in operation offset by lower contribution from thermal business

RoW

#### **EBITDA EUR 211.7 M (+2.5%):**

• Higher production thanks to new capacity in operation



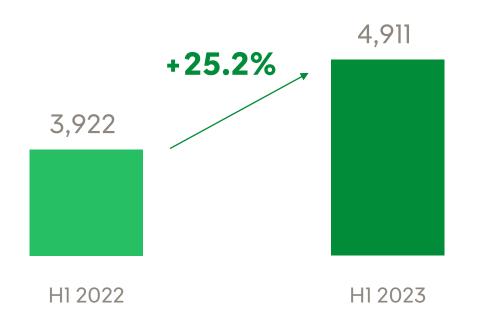
# **EBIT / Group**

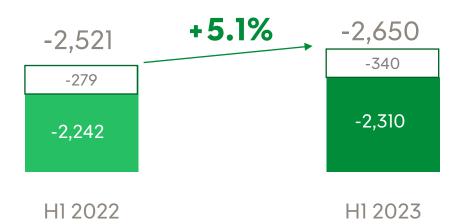


## EBIT grows 25% to EUR 4,911 M

## EBIT (EUR M)

#### **D&A and Provisions (EUR M)**





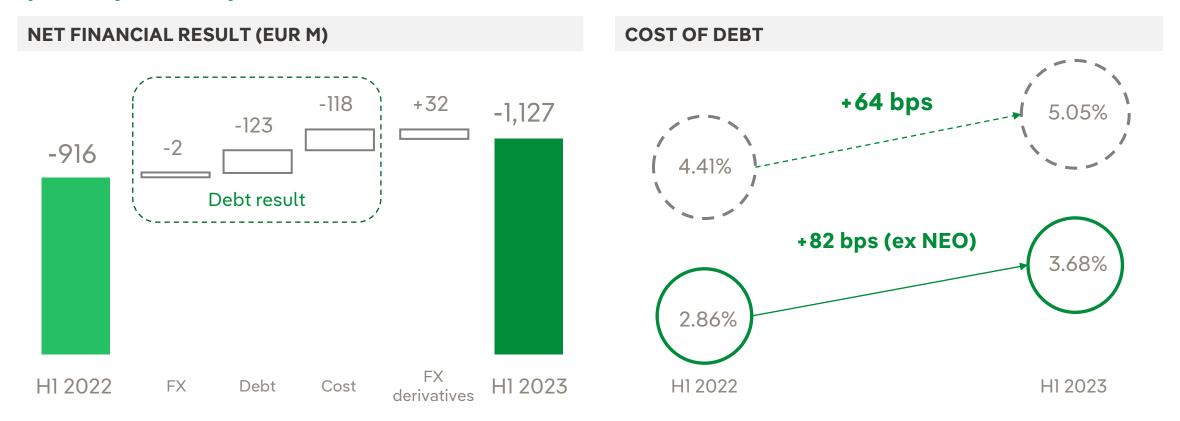
D&A and provisions up 5% to EUR 2,650 M, driven by higher asset base and bad debt evolution due to increased customer billing



## **Net Financial Results / Group**



Net Financial Results up EUR 211 M to EUR 1,127 M, due to higher average debt and interest rates, partially offset by FX derivatives results



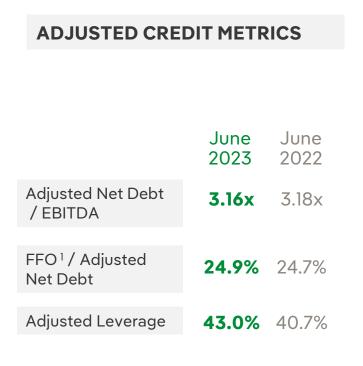
Excluding NEO, debt cost increases 82 bp despite interest rates increasing more than 200 bp, as Iberdrola has 75% of fixed debt

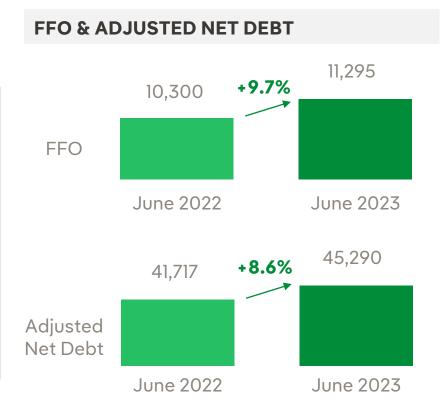


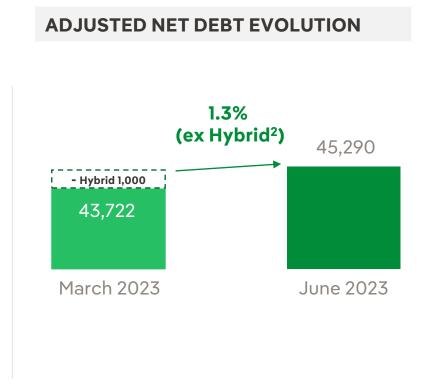
# Financial ratios and Adjusted Net Debt / Group



# FFO / Adjusted Net Debt improves to 24.9% compared to H1 2022, despite EUR 826 M positive impact of hydro canon recovery in 2022







Ongoing deals<sup>3</sup> expected to be cashed in before year end totaling over EUR 6 Bn driving expected FY 2023 Net Debt to EUR ~42 Bn

K. Mexico, Brazil (GIC), Spain (NBIM) and Baltic Eagle (Masdar)



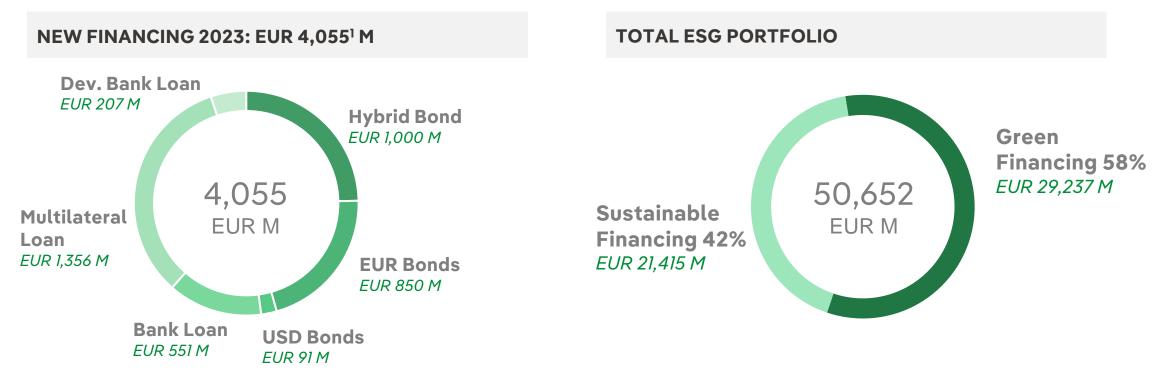
<sup>1.</sup> June 2022 FFO includes collection of EUR 826 M related to the hydro canon in Spain and positive one-off linked to NY Order that allows to accrue certain regulatory assets (EUR 340 M)

<sup>2.</sup> Hybrid issued in Q1 2023 was called and replaced in Q2 2023

# Financial strength



# Diversified portfolio provides flexibility to target the markets at the right timing achieving very favourable conditions



Most competitive hybrid bond vs. private global utilities since the market reopened

Eur 3.4 Bn issued YTD (>80% of total), reaching 66% of the total portfolio

World leading private Group in Green Bonds issued

Liquidity of EUR 20.3 Bn, covering 21 months of financing needs



# **Net Profit / Group**



Net Profit growth lower than EBIT affected by: one-off in Mexico (EUR -140 M in 2023 Income Tax) and CIP reorganization (EUR +218 M in 2022 Equity Method)

EUR M	H1 2023	H1 2022	vs'22 (%)	
EBIT	4,911.0	3,922.3	+25.2%	
- Net Financial Expenses	-1,127.7	-915.9	+23.1%	
- Equity Method	-5.6	161.0	-103.5	
- Corporate Tax	-1,015.7	-699.8	+45.1%	
- Minorities	-241.2	-392.5	-38.5%	
Net Profit	2,520.7	2,075.0	+21.5%	

Excluding Mexico one-off net profit would have increased 28%







# Conclusions



## **Conclusions**



# Increasing Net Profit growth outlook to High Single Digit excluding capital gains from asset rotation

# Very strong H1...

# 28% Growth in Net Profit

(exc. non-cash exceptional item)

- Renewable production recovery
- Lower energy costs
- Retail recovery in the UK

## ...with additional upsides in H2

# New Rate Cases in Networks

- US: Maine & NY
- Brazil: Bahia (April), Rio Grande do Norte (April) & Sao Paulo (August)
- Expected recovery of uncollectibles in US,
   Brazil and the UK

# Improving FFO & Financial Ratios

- FFO +21%<sup>1</sup> up to EUR 5,731M
- FFO/Adjusted Net Debt at 24.9%

#### Renewables

- Production increase:
  - Load factor recovery
  - Higher installed capacity

# **Anticipating Targets**

- Asset Rotation Plan completed until 2025
- 2025 Dividend floor already reached

### Stronger Balance Sheet

- Cash inflows from asset rotation transactions
- Net Debt reduction







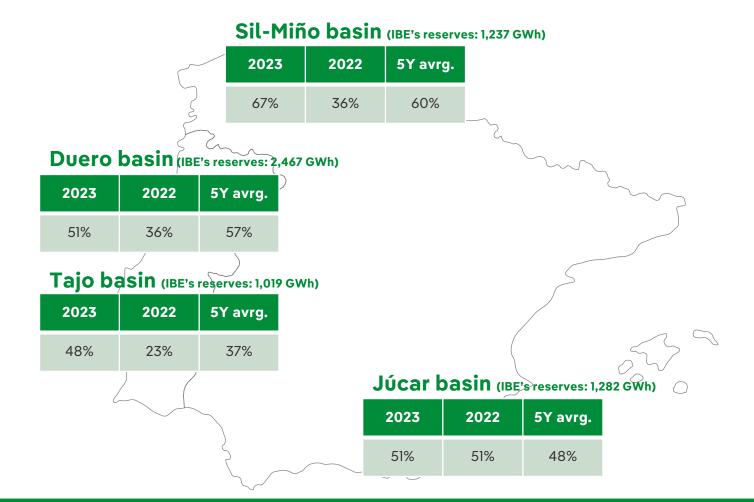
# **Annex**

# **Hydro situation in Spain**



- Hydro situation in Spain varies by basin
- Iberdrola's dams reserves at good levels vs. '22 and 5Y average

Iberdrola	2023	2022	5Y avrg.
Reserves (%)	53%	37%	52%
Output (TWh)	8.3	4.8	6.9



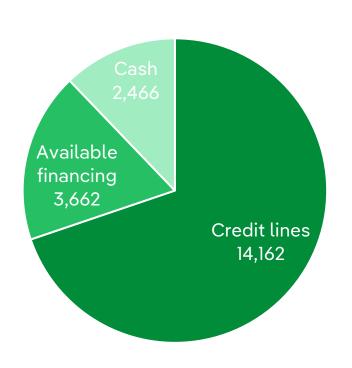
## Hydro reserves and production reaching normal levels

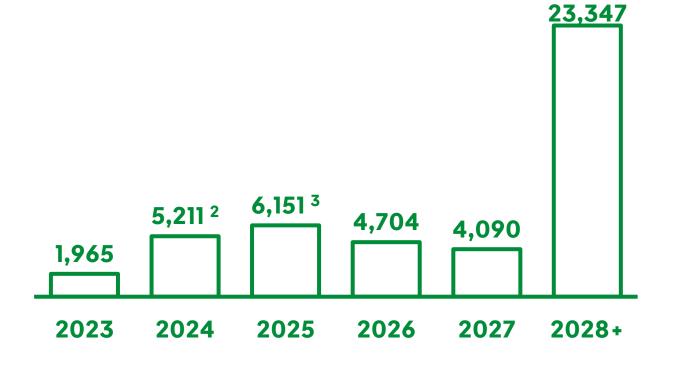


# **Liquidity and maturities**



As of today, liquidity<sup>1</sup> totals EUR 20.3 bn covering 21 months of financing needs with an average life of debt close to 6 years





Strong liquidity to face potential volatility in financial markets

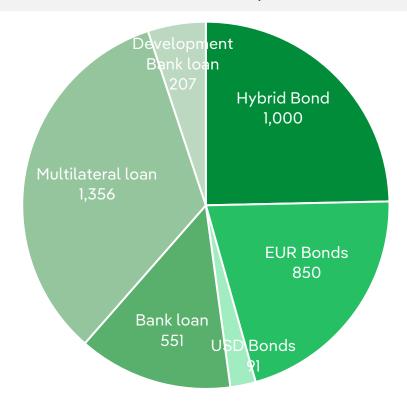


# Diversified financing portfolio at competitive rates



Continuing with the strategy of diversification of funding sources that provides flexibility to tap the market, raising Eur 4.1<sup>(1)</sup> Bn in new financing and extending the term of Eur 6.1<sup>(1)</sup> Bn in existing transactions...

**NEW FINANCING 2023: EUR 4,055 M (1)** 



#### **MAIN TRANSACTIONS**

#### **Bond market**

- EUR 1,000 M in green public hybrid bond
- EUR 850 M in green public bonds
- USD 100 M in tax-exempt bond

#### **Bank market**

• BRL 3,100 M in 4131 loans

#### Multilateral / development banks

- EUR 1,205 M signed with EIB
- BRL 800 M signed with IFC
- JPY 18,175 M signed with JICA
- USD 100 M signed with ICO

#### **Bank market extensions**

- EUR 5,000 M sustainable syndicated credit line
- USD 500 M syndicated bank loan

... room for additional bank financing and new markets



# **ESG** financing



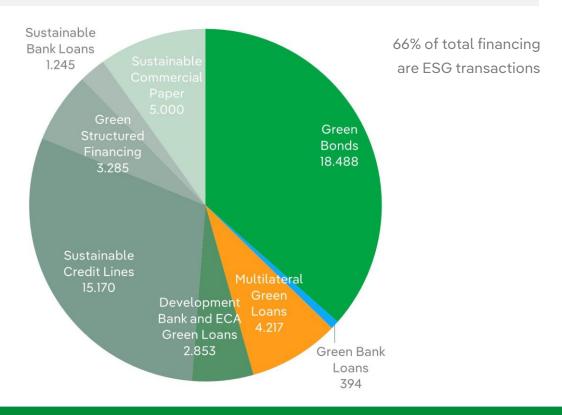
# Out of the EUR 4.1 Bn raised in 2023, EUR 3.4 Bn correspond to new green financing for a total portfolio of EUR 50.7 Bn in ESG transactions

NEW ESG FINANCING H1 2023: EUR 3,440 M (1)

85% of newly signed financing are ESG transactions, reaffirming lberdrola's commitment while becoming its main source of financing

Product	H1 2023
Green	3,440
Hybrid bonds	1,000
Senior bonds	850
Bank loans	28
Multilateral loans	1,356
Development bank & ECA loans	207
Total ESG	3,440

#### TOTAL ESG FINANCING: EUR 50,652 M (1)



## Iberdrola remains the world leading private group in green bonds





			2022	2025e	2030e
E	Carbon Neutral in electricity generation in 2030	Specific emissions (global mix) g CO2 /kWh	88	<70	Carbon neutral <sup>1</sup>
	Biodiversity: Net positive impact in 2030	% assets with biodiversity assessment and Neutrality Plan	0%	20%	100%/ Net Positive
	Biodiversity: Conservation, restoration & plantation	Trees, in Million and No Net Deforestation in 2025	2.5	8	20
	Blade recycling	% recycled blades²	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 (annual)	362.7	420	550
S	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	✓	-
	Accidentality Rate (own employees)	% of TRIR improvement vs 2021	-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
G	Best practices in Governance	Maintain	✓	✓	✓
	Independent Board Members	Over 50%	✓	✓	✓
	Women in the Board	At least 40%	✓	✓	✓
F	ESG financing	% of ESG Financing	82	Minimum 80%	-



