



## **Capital Markets** Day

24 September 2025

Sustainable EVENTS SUSTAINABILITY ISO 2012:1



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## Strategic Plan Update

Ignacio S. Galán Executive Chairman





# **Energy** outlook



## Energy outlook: Demand growth



## Demand growth outlook already materializing: At least +50% by 2035...

#### EV sales

- 25% of sales in 2025
- 50% of sales by 2030

#### Appliances/H. Pumps

 x2 investment in demand side in 2025-35 (cooling, appliances...)

**Electricity Demand** 2023-35

**1.5**x

#### **Data centers & AI**

Demand x2 by 2030

#### **Industry**

 New tech and growing competitiveness (heat storage, green H2...)



+2% pa 23-35 vs 0.5% p.a. 10-22



+3% pa 23-35 vs 0% p.a. 10-22



+3% pa 23-35 vs 0% p.a. 10-22



+2.5% pa 23-35 vs 2% p.a. 10-22

Outlook based on IEA APS Scenario

...driving a significant improvement compared to last years



## Energy outlook: Investment



## Strong Investment needs due to several factors on top of demand...

#### **ENERGY SECURITY**

More Network infrastructures and interconnections

#### **ENERGY AUTONOMY**

More indigenous energy sources,

### **RESILIENCY &** ASSET REPLACEMENT

Need to expand networks and replace aging assets



### **SUSTAINABILITY**

More low-carbon electricity

#### COMPETITIVENESS & AFFORDABILITY

Efficiency and lower system costs

#### **INDUSTRIAL DEVELOPMENT**

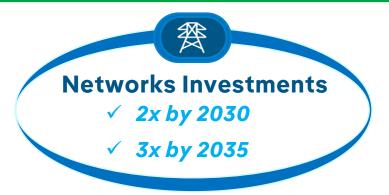
More industry/new techs



## Energy outlook: Investment Needs



## ...almost doubling by 2035 in developed countries mainly driven by Networks...



Expansion, Asset replacement & Digitalization





## Energy outlook: Energy Policy and Regulatory outlook



## ....as reflected in Energy Policy and Regulation across all our key markets



- 'Plan for Change':
  - Electricity mix 95% 'clean' by 2030
- ▶ RIIO-T3 & ED3: 3x investments in T&D



#### **United States**

- Inflation Reduction Act + One Big **Beautiful Bill**
- ▶ Bipartisan Infrastructure Framework
- Resiliency plans for T&D at Federal and State level



#### **Brazil**

- National Energy Transition Policy (PNTE)
- ▶ Green H2 plans
- ▶ Net Zero by 2050, -67% by 2035



#### **European Union**

- Clean Industrial Deal
- REPowerEU
- Carbon Border Adjustment **Mechanism**

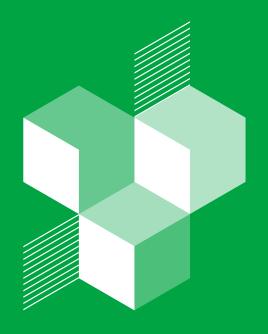


#### **Australia**

- Net Zero Plan:
  - -62-70% emissions by 2035 vs 2005
  - ▶ 82% renewable electricity by 2030
- "Powering Australia" plan
- Support for H2 deployment







## Iberdrola **Strategic Pillars** and Investments 2025-2028



## Strategic Pillars



A transformational plan to deliver predictable and profitable growth in the long-term...



Strategic pillars

#### **Priority: Regulated/LT contracted businesses**

- ✓ Networks as key investment destination
- ✓ Renewables: Completing projects under construction + Selective approach

#### Focus on A-Rated countries

- √ Strong investment needs...
- ✓ ...With attractive regulatory frameworks

...preserving our financial strength and growing dividend





## Focus on Networks regulated business to optimize growth and predictability...



#### **Networks:**

A once-in-a-century opportunity



Clear growth perspectives: Up to 3x in Distribution and 5x in **Transmission** (RIIO-T3 UK)

Strong multi-year frameworks up to 2031

✓ Attractive returns: 9.5% average nominal ROE

- √ Supply chains secured
- √ >70% of expected investments in US & UK



## ...and selective investments in Renewable power focused on finalizing projects under construction



**Renewable Power:** Selective investment



- Increasing capacity (75% already under construction) with selective approach to new investments
- ✓ CfDs/PPAs/Retail position:
  - ✓ Covering c.85% of our expected production
  - ✓ Securing long term margins
- √ Additional opportunities from storage
- Supply chains secured
- ✓ Reduced exposure to fossil fuel volatility
- √ >90% of investment in A-rated countries

## Financing model



## Reinforcing financial strength and commitment with "BBB+/Baa1" rating...



...thanks to cash flow generation and a diversified portfolio of financing sources

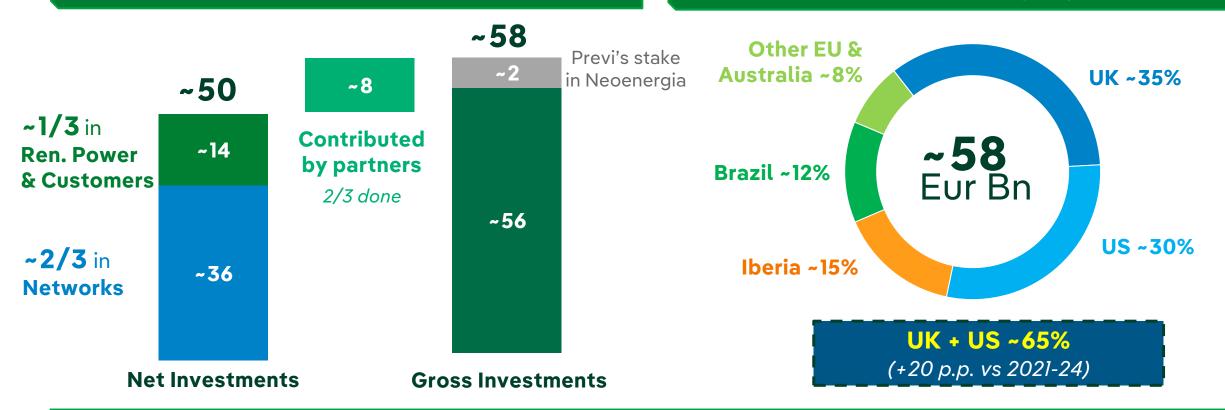




## Gross investments reach Eur ~58 Bn, with ~8 Bn contributed by partners...



#### **Gross Investments by geography**



...with 2/3 in the UK & the US and more than 70% in Growth





## Increasing presence in distribution networks in Brazil...

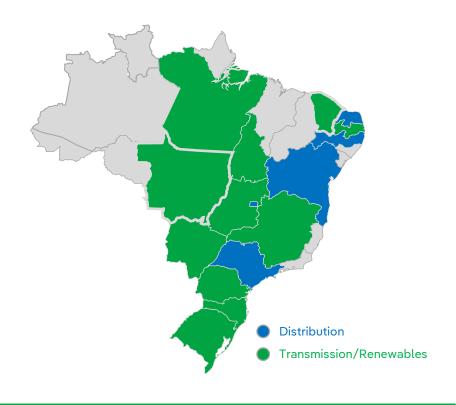
#### **Transaction details**

- Sale of 30.29% stake of Neoenergia by Previ
- ▶ Iberdrola to reach 84% of Neoenergia share capital post-acquisition
  - ✓ Transaction cost of Eur 1.88 Bn

#### **NEOENERGIA**

- ▶ 90% of Net Profit coming from Networks
  - √ +725,000 km of distribution lines
  - √ +8,000 km of transmission lines
  - ✓ Providing service to a population of ~40 million
- Stable and attractive regulatory frameworks

#### **NEOENERGIA: Presence in 18 States**



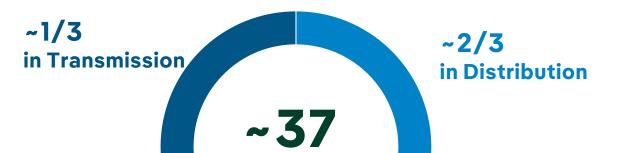
## ...through a transaction accretive from first year





## Investing Eur 37 Bn in Networks, with more than 70% in the UK and the US...





**Eur Bn** 

>70% of Network investments in UK and US ~80% in A-rated countries

#### RAB Growth (Eur Bn) ~70 +125% +40% ~24.5 49 ~21.0 7.5 9.5 ~13.0 4.5 ~11.5 9.5 燕

2024

...to increase our RAB by 40% in just 4 years...

2020



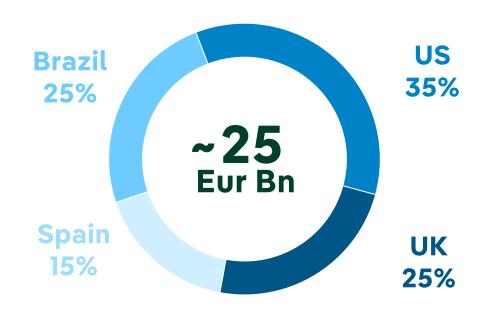
2028e

#### Investments 2025-2028: Distribution



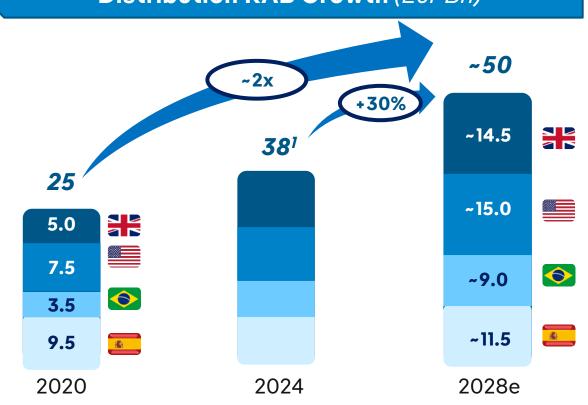
#### ...with Eur 25 Bn in Distribution...

#### **Gross investments in Distribution**



~60% of Networks investments in **Distribution** in **US** and **UK** 

#### **Distribution RAB Growth (Eur Bn)**



...to double asset base in less than a decade with a clear shift to UK & US...



## Investments 2025-2028: Transmission

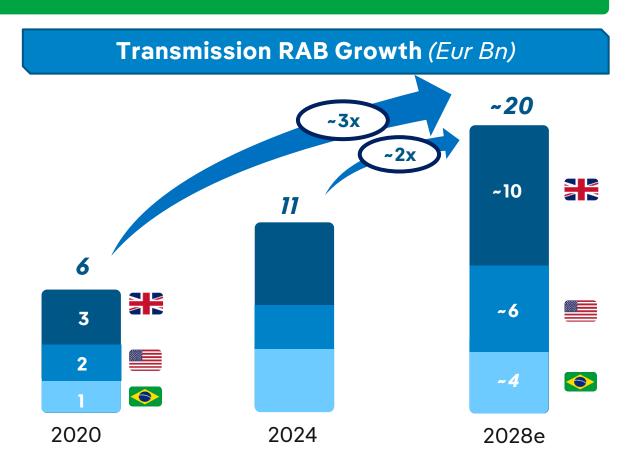


#### ...and Eur 12 Bn in Transmission...

#### **Gross investments in Transmission**



1/3 of Networks investments to reach a RAB of close to Eur 20 Bn



...multiplying our asset base >3x from 2020 with 80% in the UK and the US



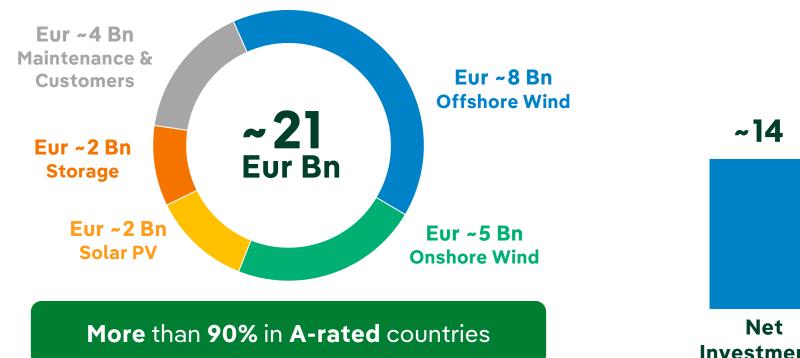
#### Investments 2025-2028: Renewable Power & Customers

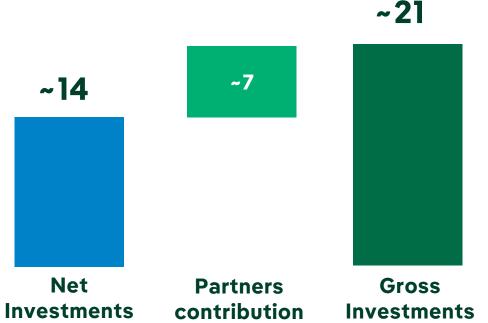


## Investing Eur 21 Bn in Renewable Power & Customers 75% in projects already under construction...



**Gross vs Net Investments** (Eur Bn)





...with Eur 7 billion contributed by partners, 75% already done







# Outlook 2028



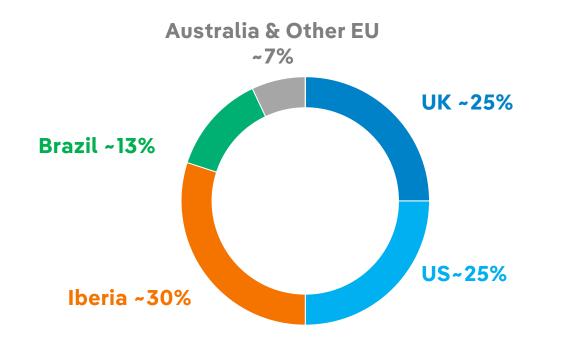
## EBITDA by geography



## EBITDA to reach Eur 18 Bn by 2028, with a Eur 3 Bn increase

## EBITDA (Eur Bn) ~18.0 +Eur 3 Bn 15.1<sup>1</sup> 2028e 2024

## EBITDA by geography





## **EBITDA** by business



## Transforming Group's profile towards Networks...

#### **EBITDA by business**

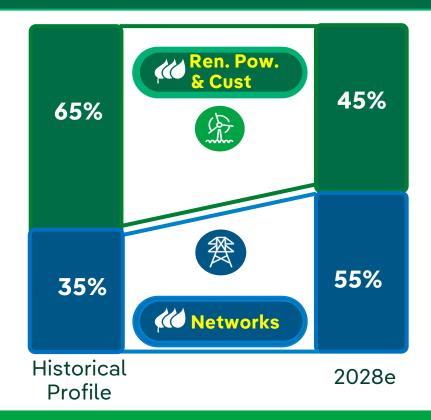


#### **Networks**

EBITDA up +3 Bn to Eur 9.5-10 Bn

**EBITDA CAGR +10%** (2024-2028)

- ~60% of EBITDA from US & UK (+15 p.p. vs 2021)
- Full contribution of ENW from 2025
- **New Rate Cases**





Ren. Pow. & Cust

EBITDA stable at Eur ~8.5 Bn

- Replacing asset sales with new renewables & storage
- ~35% of EBITDA from US & UK (+15 p.p. vs 2021)
- **Growing share** of offshore wind, storage & pumped hydro

...which consolidates as main contributor to EBITDA driven by double digit growth



#### **EBITDA Profile**



## Increasing regulated and long-term contracted profile to reach 75% of EBITDA...



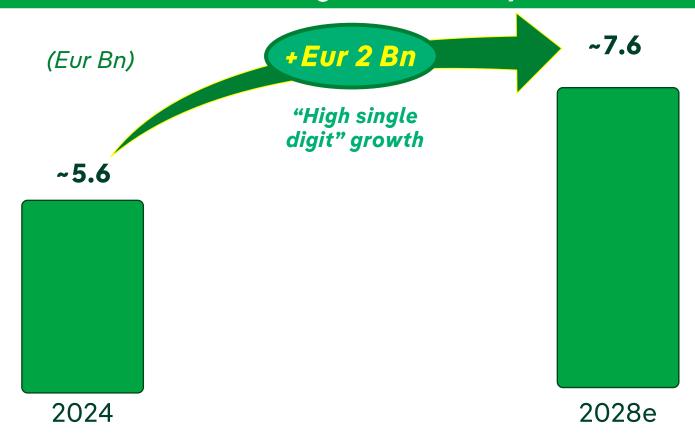
## ...with conservative assumptions in Renewable Power and Customers



## Adjusted Net Profit



## Adjusted Net Profit to grow at "High single digit" (CAGR '24-'28) reaching Eur ~7.6 Bn by 2028



Well ahead of previous plan: 2025 results already over 2026 outlook with additional growth expected in FY '26



### Shareholder remuneration



## Reaffirming shareholder remuneration policy in line with results...

**Payout between** 65% and 75% of EPS

**DPS floor at** Eur 0.64/Share Shareholder flexibility

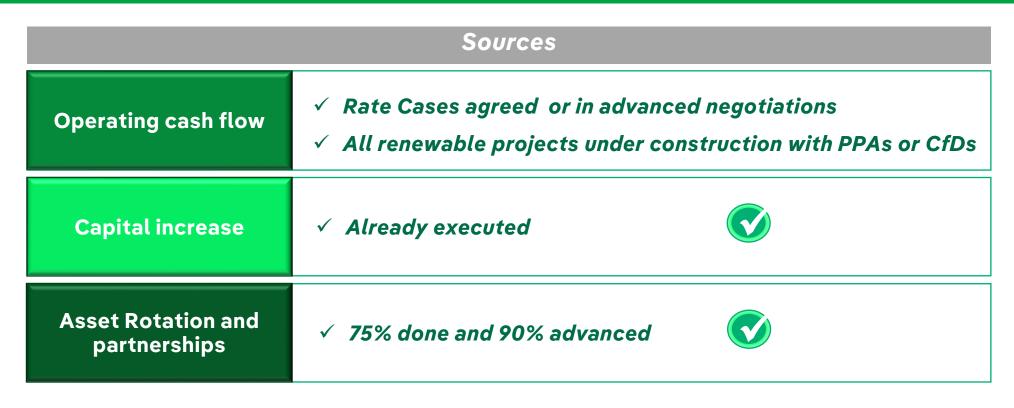
- "Iberdrola Retribución Flexible" program, including share buy-back
- Maintaining number of shares at 6,575 M



## Plan Financing



## ...preserving financial position at comfortable levels within our BBB+/Baa1 Rating thanks to cash flow generation, asset rotation and equity raise executed



No need of additional equity at least until the end of the decade





## Increasing our social dividend



- > >15,000 new hires until 2028
- >500,000 jobs¹ sustained in our supply chain
- ▶ Eur >40 Bn of tax contribution up to 2028



Supply & **Value Chain** 

- ► Eur >65 Bn of purchases to 20,000 suppliers ☑ >85% sustainable
- ▶ Eur >400 M of invesmtents in R&D p.a.



Corporate Governance

- **▶ ☑ 79% of independent directors**
- ▶ Best practices in Corporate Governance



**Nature & efficient** use of resources

- ▶ Carbon Neutral by 2030
- Net positive impact in nature







# Outlook 2031





## Maintaining at least our mid to high single-digit growth profile...

**Investments** 

above Eur 15 Bn p.a.

**Eur 10 Bn in Networks** 

- ✓ 2/3 in Distribution
- ✓ 1/3 in Transmission

Increasing Regulated profile

Focus on Networks & Power with PPAs/CfDs

**New opportunities** 

Acceleration of Electrification Networks: RAB >90 Eur Bn

Financial strength: BBB+ rating



Dividend Growth

Focus on A-rated countries: UK/US

...preserving our commitment with financial strength and dividend

