



**FY 2024 Key Financials Update** 



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## **Hidroelectrica Management Board**



**Karoly Borbely** Chief Executive Officer President of the Executive Board

Professional Experience

>15 years



Professional Experience



Bogdan-Nicolae Badea Chief Investment Officer

Professional Experience

>20 years



Ianas Radoi Chief Operating Officer

Professional Experience

>20 years



>20 years

Radu Ioan Constantin Chief Administrative Officer

**Professional Experience** 

## **Hidroelectrica at a Glance**



#### #1 Electricity Producer in Romania with 100% Renewable Energy Portfolio of Scale

#1 electricity generation player in Romania

4

~28%

of electricity generation in Romania<sup>(1)</sup>



~95%

of Romanian hydropower capacity



13.9 TWh

energy delivered to the grid (3)

One of the Leading European renewable platforms with 100% green portfolio



6.3 gw

hydropower capacity



108 mw

onshore wind operating capacity



~(

GHG intensity/ net revenue (carbon footprint) (4)

Established opportunity for further diversification and integration into energy vertical





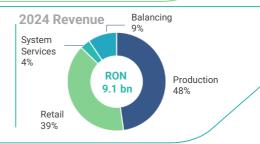
(H<sub>2</sub>)

Multiple opportunities to expand into other renewable technologies



~15%

share of energy retail market<sup>(2)</sup>



Source: Company Analysis, Autoritatea Națională de Reglementare în domeniul Energiei (Romanian Energy Regulatory Authority) annual reports

- 1. Average market shares between 2020 and 2024, based on total energy delivered to the grid company data
- 2. Based on market shares of competitive market suppliers as per ANRE 2024 December report
- 3 Resed on 2024 Data
- 4. Total GHG (greenhouse gas) emissions per net revenue (tCO2 equivalent/monetary unit) as of 2024





## Volumes decreased in 2024 due to subnormal hydrological conditions





#### Notes:

<sup>1.</sup> Energy sold does not include the volumes of positive imbalances

## Revenue decreased due to evolution of the energy price and volumes



#### Revenue



#### Highlights

- Revenues declined mainly driven by the decrease in the quantity of electricity produced due to hydrological conditions combined with decrease in energy average prices
- The volume of supplied electricity to final consumers has experienced a downward trend, triggered by increased competition on this segment.
  - Highly competitive environment is expected to be maintained as each electricity supplier will adjust commercial behavior to benefit from expected market liberalization.

## **Electricity Production**



#### **Gross Electricity Production for the last 11 years**

#### Gross Electricity Production (TWh)



## **Revenue Build-up**



		12M 2024	12M 2023	Variation (%)
Net Production	GWh	13,864	17,639	-21%
External Acquisitions	GWh	802	1,699	
Total Energy Sold	GWh	14,666	19,338	-24%
Generation Energy Sold	GWh	8,185	12,325	-34%
OPCOM Price	RON / MWh	476	493	
OPCOM Revenues, out of which	RONm	3,894	6,078	-36%
MACEE volumes	GWh	3,094	5,672	
MACEE price	RON / MWh	448	450	
MACEE Revenues	RONm	1,388	2,552	-46%
Other Ancillary Revenues	RONm	303	334	-9%
Balancing Volumes	GWh	511	433	
Balancing Price	RON / MWh	1,689	1,310	
Balancing Revenues	RONm	863	567	52%
Ancillary + Balancing Revenues	RONm	1,166	901	29%
Supply Volumes	GWh	5,572	6,046	-8%
Supply Prices (ex pass through)	RON / MWh	418	568	
Supply Revenues	RONm	2,329	3,434	-32%
Pass Through Revenues	RONm	1,501	1,498	
Pass Through %	%	64%	44%	
Total Supply Revenue	RONm	3,830	4,932	-22%
Other revenue from contracts with clients, out of which	RONm	233	249	-6%
Positive imbalances	RONm	(263)	99	
Power reduction services revenue	RONm	416	87	
Redistribution of additional revenues	RONm	78	63	
Revenue	RONm	9,123	12,160	-25%

#### Notes

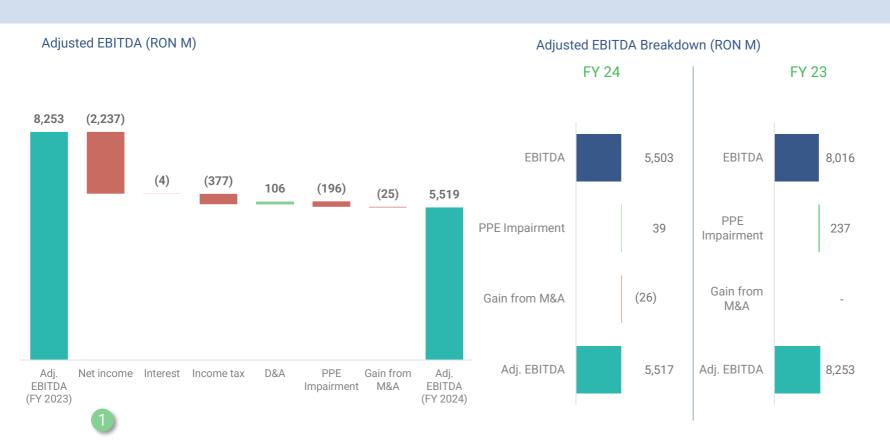
<sup>1.</sup> The quantity of positive imbalances recorded in 2024 is 399 GWh (2023: 533 GWh)

## **Adjusted EBITDA**



#### **Adjusted EBITDA**

#### Highlights



Net Income decreased by RON 2,237m (-35% YoY), triggered by decrease in both volumes of electricity sold and energy selling prices

#### **Cost Structure**



#### **Operating Expenses**

#### Operating Expenses (RON M)

% of Revenues

41%

52%

		FY 23	FY 24	2024 Vs 2023
Employee benefits expenses	1	717	885	23%
Depreciation and amortization	2	799	905	13%
Impairment loss on property, plant and equipment	3	237	39	-83%
Impairment loss on trade receivables		80	79	-1%
Repair, maintenance, materials and consumables		85	92	8%
Other operating expenses		251	307	23%
Turbinated water	4	639	518	-19%
Electricity purchased	5	456	209	-54%
Tax for electricity producers		225	235	4%
Transport and distribution of electricity		1,208	1,228	2%
Green certificates expenses		297	274	-8%
		4,995	4,772	-4%

#### Highlights

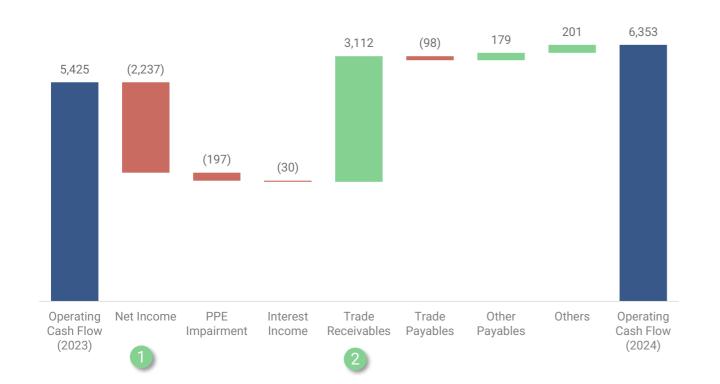
- Increase of employee benefits expenses by 23% reflects mainly the salary increases resulting from the negotiations with the employees' union, effective from July 2024 but also due to the increase in Group's headcount.
- Increase in depreciation and amortization by 13% from 2023 to 2024 primarily due to the revaluation of assets performed at the end of 2023 which resulted in an increase in the fair value of property, plant and equipment
- Decrease in impairment loss on PPE due to the change in assumptions, namely the use of project specific operating expenses for the main projects in estimating future cash flows. Additionally, in 2023, an impairment loss was recorded following the revaluation of property, plant and equipment, except for assets under construction and right of use assets.
- Decrease in turbinated water expense was mainly caused by the decrease in the volume of energy produced in 2024 as compared to 2023.
- Decrease in electricity purchased in 2024 is primarily due to covering the volume needs for the supply segment mainly from electricity generation segment as well as the decrease in the average price of negative imbalances

## **Stable Cash Flows from Both Power Generation and Supply activities**



#### **Operating Cash Flow**

#### Operating Cash Flow (RON MM)



#### Highlights

- Net Income decreased by RON 2,237 m (-35% YoY) in 2024, due to decrease in electricity selling prices and in the volume of electricity sold
- Trade Receivables declined mainly due to the improvement of the invoice collection process in 2024 compared to previous year.

As a result, there is a 17% increase in net cash from operating activities in 2024, compared to 2023.

#### **Trade Receivables**







**Investment Program / Capital Allocation** 

## **Major Hydro Projects**



Major Development On-going Projects	Livezeni-Bumbesti	Surduc Siriu	Caineni	Pascani	Rastolita (Phase 1)
3. 3. 3.	Portile de Fier branch	Curtea de Arges branch	SH Sebes branch	Bistrita branch	Cluj branch
Installed Power (MW)	65,14 MW	55 MW	26,50 MW	9,40 MW	35,20 MW
Average Annual Energy Output (GWh)	259 GWh	152 GWh	73.6 GWh	25.3 GWh	46 GWh
Completed (%)	89 %	67 %	24 %	78 %	84 %
Estimated Year for Commissioning	2027	2028	2028	2028	2026
Constraints -	Environment permits	Environment permits	Environment permits & land expropriation	Environment permits	Removal of land from the forest fund and deforestation
Estimated cost to commissioning (RON million)	RON 400 M	RON 410 M	RON 289 M	RON 387 M	RON 54 M
Approval document (AGA Decision)	AGA 15/2022	AGA 2/2024 AGA 15/2022	AGA 15/2022	AGA 15/2022	AGA 12/2019

Hydropower projects from the Management Plan could be commissioned within the estimated terms only under the condition of fulfilling of the above-mentioned constraints.

Source: Company information

## **Major Refurbishment Projects**



Major Refurbishment Projects	Stejaru plant	Bradisor plant	Vidraru plant	Raul Mare-Retezat plant	Mariselu plant
Projects	Bistrita branch	Ramnicu Valcea branch	Curtea de Arges branch	Hateg branch	Cluj branch
Current operating capacity	210 MW	115 MW	220 MW	210 MW (restricted)	221 MW
Add. capacity potential	12 MW	0 MW	Extra 3.8 MW per hydro unit x 4 / total capacity capped at 220 MW	+125MW up to nominal 335MW	4.51 MW
Key upgrades	Improve the operational efficiency and lower the maintenance capital expenditure requirements	Upgrade hydro-aggregates and auxiliary electrical and mechanical installations	Improve the operational efficiency and lower the maintenance capital expenditure requirements	Improvement from output deficiencies and natural wear and tear	Improvement from output deficiencies and natural wear and tear
Operating cycle extension	30 - 40 years	30 – 40 years	30 - 40 years	30 - 40 years	30 - 40 years
Completion Status	Tender procedure on- going for remaining works	Tender procedure on-going	Refurbishment Contract signed	Tender procedure on-going	Preparing the tender procedure for contracting works
Estimated cost to commissioning (RON million)	RON 719 M	RON 660 M	RON 1,217 M	RON 771 M	RON 1,042 M
Expected Commissioning	2030	2029	2031	2031	2034
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Refurbishment projects will be delivered during normal course of operations which will result in a negligible impact on Hidroelectrica's production output

Source: Company information

## **Major Modernisation Projects**

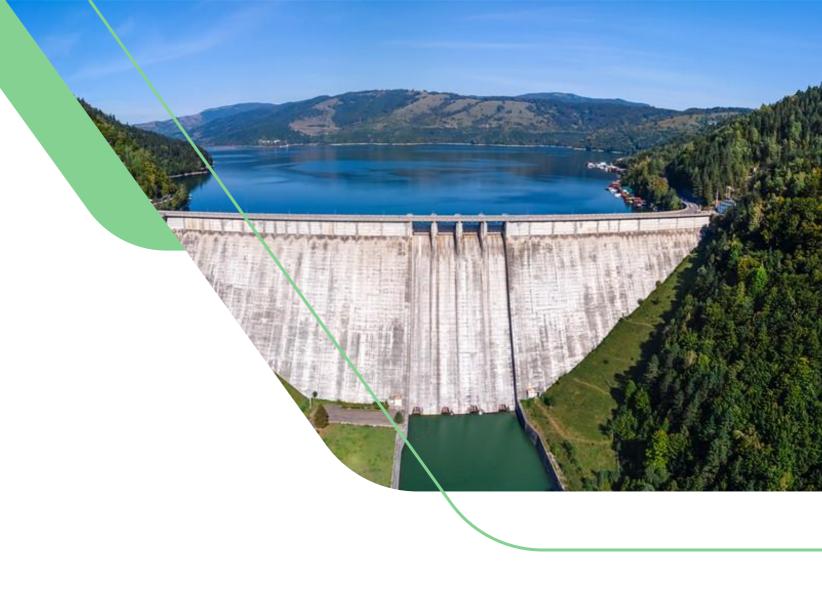


Major Projects included in Business Plan	Remeti plant	Vaduri plant	Arcesti plant
Dusiness Flan	Cluj branch	Bistrita branch	Ramnicu Valcea branch
Current operating capacity HPP	100 MW	44 MW	38 MW
Add. capacity potential	14 MW by eliminating functional restrictions		
Key upgrades	Increasing efficiency, decreasing maintenance costs	Increasing efficiency, decreasing maintenance costs	Increasing efficiency, decreasing maintenance costs
Operating cycle extension	25-30 years	25-30 years	25-30 years
Completion Status	Works in progress (Hidroserv/UCMH)	Works in progress (Hidroserv/UCMH)	Works in progress (Hidroserv/UCMH)
Estimated cost to commissioning (RON million)	RON 181 M	RON 79 M	RON 85 M
Expected Commissioning	2027	2027	2026

Hidroelectrica signed in the second quarter of 2024, with the consortium formed by Hidroserv and UCMH, contracts for the modernization of the HU 2 Vaduri, HU 2 Remeti and HU 2 Arcesti from HPPs, including electrical station 110 kV and automation and all auxiliars related to HU and HPPs. The projects are part of an extensive operation plan to maintain up to date technological standards within Hidroelectrica assets.



# **Appendix**



## **Current Regulatory Framework in the Romanian Energy Market**

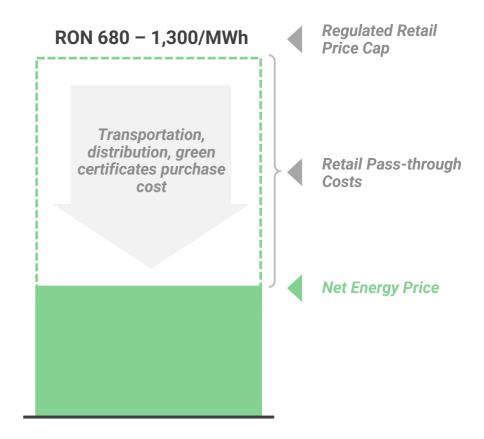


#### GEO 6/2025 (update to GEO 27/2022 and Law no123/2012)

- 80% tax applied when the monthly producer price exceeds the reference price RON 400/MWh from 01.04.2025 until 30.06.2025
- Producers are required to trade at least 50% of their annual electricity production through contracts on electricity markets (others than DAM, ID, BM)

	Retail Price Caps		
Households	• RON 680 – 1,300/MWh		
Non-household consumers	<ul> <li>RON 1,000/MWh - 85% of monthly consumption for SMEs, public utilities, consumer goods sector, hospitals and other</li> <li>RON 1,300/MWh - all other business clients</li> </ul>		
Suppliers	The cap is reimbursed up to a maximum of RON 700/MWh (applies only to active energy)		

# **Illustrative Retail Customer Invoice Composition**







**End Presentation** 

**Q&A session**