

**Transcript.**

**Investor presentation:  
9M 2025 results**

12 November 2025, 1 pm Vilnius / 11 am London

# Earnings call transcript

Investor presentation: 9M 2025 results

12 November 2025, 1 pm Vilnius / 11 am London

## Disclaimer

In the event of any discrepancy between the Lithuanian and English versions, the English version shall prevail.

## Corporate participants

Darius Maikštėnas, Chair of the Management Board, CEO

Jonas Rimavičius, Member of the Management Board, CFO

Ainė Riffel-Grinkevičienė, Chief of Staff to CFO and Head of Investor Relations

## Presentation

### Ainė Riffel-Grinkevičienė, Chief of Staff to CFO and Head of Investor Relations

[Slide No 1]

Good afternoon and welcome to Ignitis Group's earnings call for the first nine months of 2025. Today, we will provide an overview of our operational and financial performance for the reporting period. Following the presentation, we will open the floor for the question-and-answer session.

Before we begin, please note that today's presentation contains forward-looking statements. These statements reflect the current assumptions and expectations of our management team and are subject to risks and uncertainties. Actual result may differ materially from those expressed or implied.

I will now hand over to the management team to start the presentation.

### Darius Maikštėnas, Chair of the Management Board, CEO

[Slide No 5]

Good afternoon, everyone and thank you for joining us today. In the first nine months of 2025, we delivered strong financial and operational results, with key highlights as follows: First, our Adjusted EBITDA reached EUR 405.1 million, representing a 2.0% YoY increase; second, our Installed Capacity increased by 0.7 GW to 2.1 GW, reflecting our focus on driving strategic growth; third, we maintained a robust balance sheet, with the Net Debt/Adjusted EBITDA ratio standing at 3.33 times.

Our strong financial position also confirmed by S&P Global Ratings, which reaffirmed our 'BBB+' credit rating with a stable outlook. Lastly, in line with our Dividend Policy, for the first half of this year we paid a dividend of 68.3 euro cents per share, corresponding to EUR 49.4 million.

We will now take a closer look at the progress made in each business segment.

[Slide No 6]

First, the progress of our largest business segment's – Green Capacities – portfolio development. We increased our Installed Capacity by 0.7 GW to 2.1 GW. This growth is attributed to 6 projects reaching Commercial Operation Dates. By technology, we added 450.5 MW of onshore wind and 263.0 MW solar. By country, 313.7 MW of the new capacity was installed in Lithuania, 239.0 MW in Latvia and 160.8 MW in Poland. The completed projects include Kelmė WF, the largest onshore wind farm in the Baltics, the Silesia WF II, one of the largest onshore wind farms in Poland, and the largest solar farm cluster in Latvia, comprising Varme SF, Stelpe SF I and Stelpe SF II.

We also increased our Secured Capacity by 0.3 GW to 3.4 GW, following 3 Final Investment Decisions made for BESS projects in Lithuania, with total capacity of 291 MW. It includes projects in Kelmė, Kruonis and Mažeikiai. With a combined investment of around EUR 130 million, these projects are expected to reach COD in 2027.

[Slide No 7]

Further on, in Q3 2025 we secured a EUR 318 million long-term financing for the 314 MW Kelmė WF from European Investment Bank, Swedbank, European Bank of Reconstruction and Development and Nordic Investment Bank. This is the largest debt financing transaction ever concluded by us, marking an important milestone.

We also submitted a bid for the 700 MW Lithuanian offshore wind project with State support. However, as the tender required at least two participants and only one bid was submitted, the tender did not take place. Additionally, we took over full control of Curonian Nord offshore wind project in Lithuania after acquiring 49% stake from Ocean Winds. We continue developing the project independently to obtain a construction permit in 2027. Finally, our Kelmė and Kruonis BESS projects were awarded state aid of EUR 12.6 million.

In the Networks business segment, we achieved our goal of installing over 1.2 million smart meters by 2026. Also, the regulator, has adopted the resolutions, setting RAB at EUR 1.9 billion, WACC at 5.74%, and additional tariff component at EUR 51.8 million for 2026.

In the Reserve Capacities business segment, a capital overhaul of Unit 7 at Elektrėnai Complex has commenced with completion scheduled by mid-2026.

And in our Customers and Solutions business segment, in the last quarter, we added 178 of new EV charging points, bringing the total to 1,558 across the Baltics. Also, we submitted comments to the public consultation initiated by the Lithuanian Ministry of Energy regarding prosumer model update. This change is aimed to improve loss-making prosumer supply activities, with implementation targeted from 1 April 2026. However, the timeline is subject to the European Commission's approval.

[Slide No 8]

Now I would now like to highlight the key developments in our sustainability performance. During the reporting period, our Electricity Generated (net) increased by 60.9% to 3.0 TWh. We increased generation from Green Capacities assets, driven by new assets launched – Kelmė WF, Silesia WF II, and Vilnius CHP biomass unit. However, our Green Share of Generation decreased by 17.6 pp to 66.0% due to proportionally higher electricity generation at Elektrėnai Complex.

Looking at our greenhouse gas emissions, it amounted to 3.48 million tonnes of carbon dioxide equivalent, representing a 22.5% increase YoY. This increase was primarily driven by a 92.1% increase in Scope 1 emissions, largely due to the new services provided by Elektrėnai Complex. Scope 2 emissions stayed at relatively similar levels, with a 0.9% decrease, and Scope 3 emissions increased by 14.4%, reflecting higher electricity sales, especially in Poland.

Finally, on our safety, we recorded no fatal accidents. Our total recordable injury rate stands at 0.97 for employees and 0.71 for contractors.

With the strategic performance overview concluded, I will now hand over to Jonas for the financial results.

### **Jonas Rimavičius, Member of the Management Board, CFO**

[Slide No 10]

Thank you, Darius. Let me start with the financial highlights of the first nine months 2025.

Adjusted EBITDA grew by 2% YoY and reached EUR 405.1 million, driven by strong results in Green Capacities and Networks. Adjusted Net Profit decreased by 17% and amounted EUR 177.6 million, mainly due to higher depreciation and amortisation expenses as well as lower financial activity results.

Our Investments amounted to EUR 529.9 million, with 51% allocated to the Networks and 41% directed to Green Capacities. However, as 6 projects reached COD, total Investments decreased compared to the first nine months of 2024.

ROCE decreased by 2.2 pp to 8.1%, mainly due to the lower result of the Customers & Solutions segment.

Despite 11% increase in Net Debt, our leverage metrics remained strong, with FFO/Net Debt ratio at 23.4%, and Net Debt to Adjusted EBITDA at 3.3 times.

Our robust balance sheet was also reaffirmed by S&P with a 'BBB+' credit rating and a stable outlook. Finally, in line with our Dividend Policy, we distributed a dividend of 68.3 euro cents per share for the first half of 2025 in October, marking a 3% increase compared to the previous year, in line with the Dividend Policy.

[Slide No 11]

We will now take a closer look at each of our key performance indicators, starting with Adjusted EBITDA. Firstly, Green Capacities' EBITDA grew by 19% to EUR 215.4 million, driven by new assets launched and new services provided. Secondly, Networks' EBITDA grew by 16% and reached EUR 192.8 million, mainly due to higher RAB as a result of continued Investments into our electricity network and higher WACC set by the regulator. Thirdly, Reserve Capacities' EBITDA decreased by 5% to EUR 34.7 million, mainly due to lower captured gross profit margin. Finally, our Customers and Solutions' EBITDA was EUR -43.0 million. The YoY decrease was driven by lower natural gas B2B supply results and adverse effect of prosumers under the current net-metering scheme.

[Slide No 12]

Next, let's take a look at the EBITDA results of each segment in more detail, beginning with Green Capacities. It remains the largest contributor to the Group's Adjusted EBITDA, contributing for 53% of the total. The main drivers behind 19% increase YoY were: firstly, the launch of new assets, including Silesia WF II in Poland, Kelmė WF in Lithuania, Stelpe SF and Varme SF in Latvia; and secondly, stronger performance from flexible assets and newly introduced balancing capacity services.

[Slide No 13]

Turning to the Networks segment, the growth in Networks' Adjusted EBITDA was supported by higher RAB, which grew by 13%, from EUR 1.6 billion to EUR 1.8 billion, driven by continued investments into electricity network, and an increase in the WACC set by the regulator, which increased from 5.1% in 2024 to 5.8% in 2025. For 2026, the regulator has already set RAB at EUR 1.9 billion, representing a 6% increase, and WACC at 5.74%, which is at a similar level as in 2025.

[Slide No 14]

Moving on to the Reserve Capacities segment, EBITDA of the segment decreased by 5% YoY, driven by regulatory activities.

[Slide No 15]

And finally, Customers & Solutions' Adjusted EBITDA amounted to EUR -43.0 million. Both electricity and natural gas supply results have declined YoY. On electricity side, the decrease was mainly due to prosumers under the current net-metering scheme and negative effect from increased imbalance prices, and on the natural gas side, B2B supply result was lower, mainly because of more favourable margins secured in 2024.

[Slide No 16]

After reviewing the key factors behind our business segments' EBITDA, let's move on to discuss our investments activities. In the first nine months of 2025, our investments amounted to EUR 529.9 million. 51% of investments were made in the Networks and 41% in the Green Capacities segment. Investments declined YoY by 9%, driven by lower investments in Green Capacities as 6 projects reached COD. Green Capacities investments decreased by 35% to EUR 219.2 million. In the first nine months of 2025, our main investments took place in solar, onshore wind, and hydro pumped storage projects.

In the Networks segment, we invested EUR 271.6 million, which is 25% more than last year. The growth was primarily driven by higher Investments in electricity grid expansion through new connection points and upgrades as well as higher cost to connect new customers as they are located more remotely.

[Slide No 17]

Next, our Free Cash Flow, it stood at EUR -122.6 million, relatively flat YoY.

[Slide No 18]

Turning to the leverage metrics, our Net Debt increased by 11% and amounted to EUR 1.8 billion at the end of Q3 2025. Our key rating metric, FFO/Net Debt, decreased to 23.4%, but remained above the

threshold required to maintain a 'BBB+' credit rating. Net Debt/Adjusted EBITDA rose slightly from 3.1 to 3.3 times.

[Slide No 20]

Finally, our guidance for 2025, following our performance in the first nine months of the year, we narrow our full-year 2025 Adjusted EBITDA guidance to EUR 510–540 million and update our Investments guidance to EUR 700–800 million. There have been no changes in the directional guidance for Adjusted EBITDA by segment, nor in the main drivers behind it.

With that, I will hand over to Darius to summarise our presentation.

### **Darius Maikštėnas, Chair of the Management Board, CEO**

[Slide No 21]

Thank you, Jonas. To sum up, over the first nine months of 2025, we delivered strong financial and operational results, with key highlights as follows: First, our Adjusted EBITDA reached EUR 405.1 million, representing a 2.0% increase YoY; second, our Installed Capacity increased by 0.7 GW to 2.1 GW, reflecting our focus on driving strategic growth; third, we maintained a robust balance sheet, with the Net Debt/Adjusted EBITDA ratio standing at 3.33 times.

Our strong financial position also confirmed by S&P Global Ratings, which reaffirmed our 'BBB+' credit rating with a stable outlook.

Lastly, in line with our Dividend Policy, for the first half of this year we paid a dividend of 68.3 euro cents per share, corresponding to EUR 49.4 million.

And lastly, for 2025 we expect Adjusted EBITDA to be in the range of EUR 510–540 million and investments in the range of EUR 700–800 million euros. With that, I would like to thank you for your attention and joining us today.

### **Ainė Riffel-Grinkevičienė, Chief of Staff to CFO and Head of Investor Relations**

[Slide No 22]

We will now begin a Q&A session. To submit a question through the webcast, please click the "Ask a question" button on the right-hand side of the screen. If you are dialed in and would like to ask a question, please click "\*" and "5" on your phone.

Our first question is: "How do you see the public debate surrounding the Curonian Nord project's development?"

### **Darius Maikštėnas, Chair of the Management Board, CEO**

Given that Curonian Nord is the first offshore wind project being developed in Lithuania, we appreciate the interest in it. The Group's Supervisory Board, in addition to its regular oversight activities, conducted an additional assessment of Curonian Nord development. For that purpose, they engaged independent experts from Wood Mackenzie to assess the projects' timeline, investment assumptions and risk management practices against global and European wind industry benchmarks. The assessment

concluded that the multiple implementation scenarios adopted by the project team represent a robust approach aligned with industry standards, that the investments made to date are reasonable and below benchmark levels and that the Group has a strong risk governance framework, consistent with the market practices.

**Ainè Riffel-Grinkevičienė, Chief of Staff to CFO and Head of Investor Relations**

The next question is: “Why the investment guidance for 2025 was lowered?”

**Jonas Rimavičius, Member of the Management Board, CFO**

Yes, so, we have decreased the top range of our guidance from EUR 900 million to EUR 800 million and that essentially reflects our approach in being more selective on the Green Capacities investments side. So, we are simply being more selective and are doing only the best projects that we have in our portfolio.

**Ainè Riffel-Grinkevičienė, Chief of Staff to CFO and Head of Investor Relations**

Thank you, as there are no further questions, we will wait for a minute.

As there are no further questions, this concludes our earnings call. Thank you for joining us today. If you have any further questions, please reach out to our Investor Relations team. Thank you and stay safe.