



**Renewables-focused
integrated utility and the
largest energy group in the Baltics**



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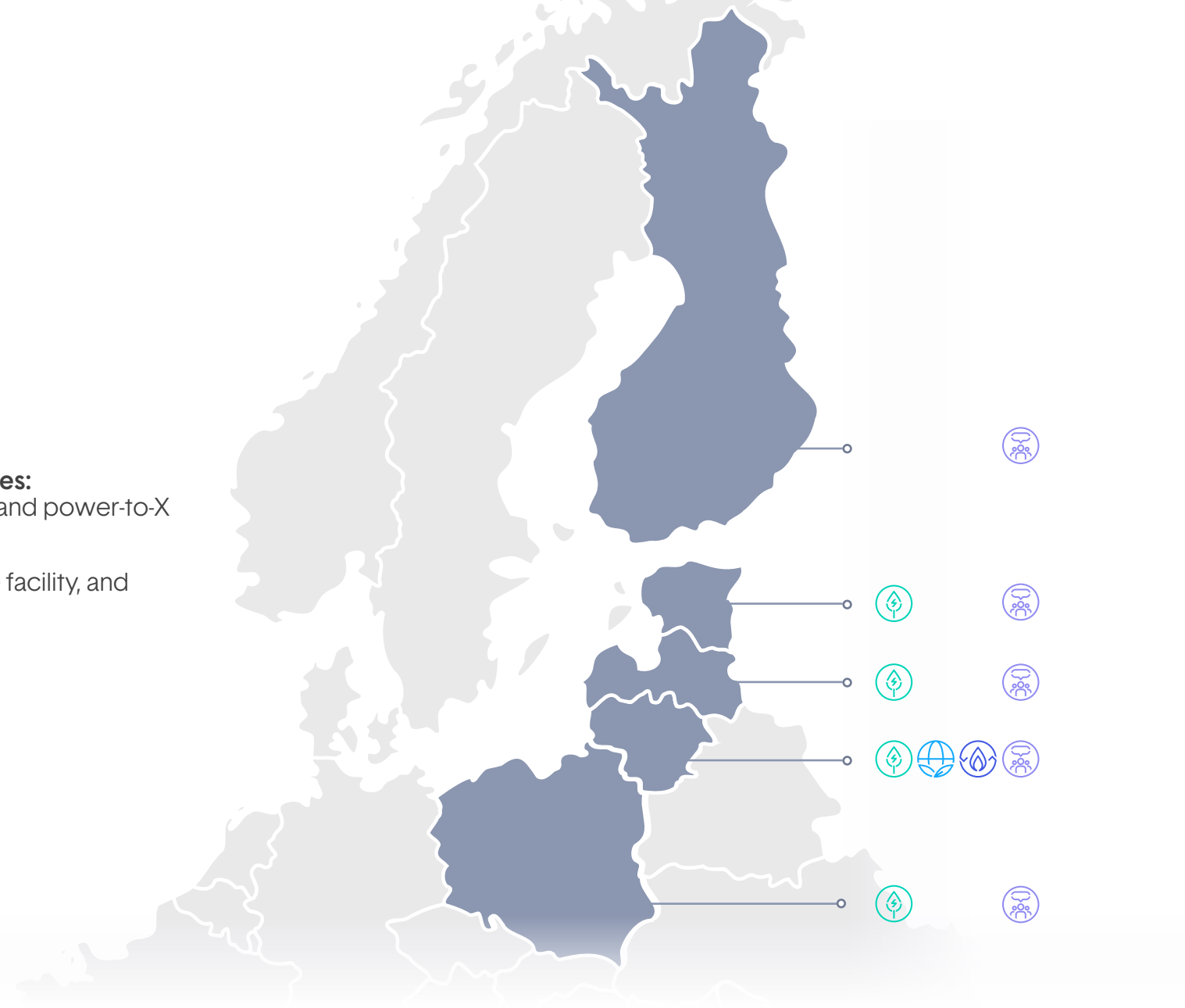
1. Business model and strategy

Renewables-focused integrated utility

Ignitis Group

Renewables-focused integrated utility and the largest listed company in the Baltics

- **4–5 GW** of installed Green Capacities by 2030
- **Net zero** emissions by 2040–2050
- **Focus on green generation and green flexibility technologies:** onshore and offshore wind, batteries, pumped-storage hydro and power-to-X
- **Integrated business model:** benefiting from the largest customer portfolio, energy storage facility, and network in the Baltics
- Active in the **Baltic states, Poland and Finland**



Purpose

Our purpose is to create
a 100% **green and secure**
energy ecosystem
for current and future
generations



We fulfil our purpose by leading the regional transition into a climate-neutral, secure and independent energy ecosystem and contributing to Europe's decarbonisation by facilitating renewable energy flows from Northern to Central Europe (incl. Germany).

By leading the regional transition in Lithuania and the Baltics, we strive to become one of the first 100% green energy systems in Europe.

By energy ecosystem we mean the combination of the multiple interdependent parties involved in the generation, consumption, transformation and transportation of clean energy (including industry, transport and heating).

Integrated business model

We are utilising integrated business model to maximise potential

Green Capacities



#1 in Lithuania¹
#2 in the Baltics¹



Installed capacity: 1.4 GW
Pipeline: 6.3 GW
Total portfolio: 7.7 GW

Strategic focus
Delivering **4–5 GW** of installed green generation and green flexibility capacity by 2030

Customers & Solutions



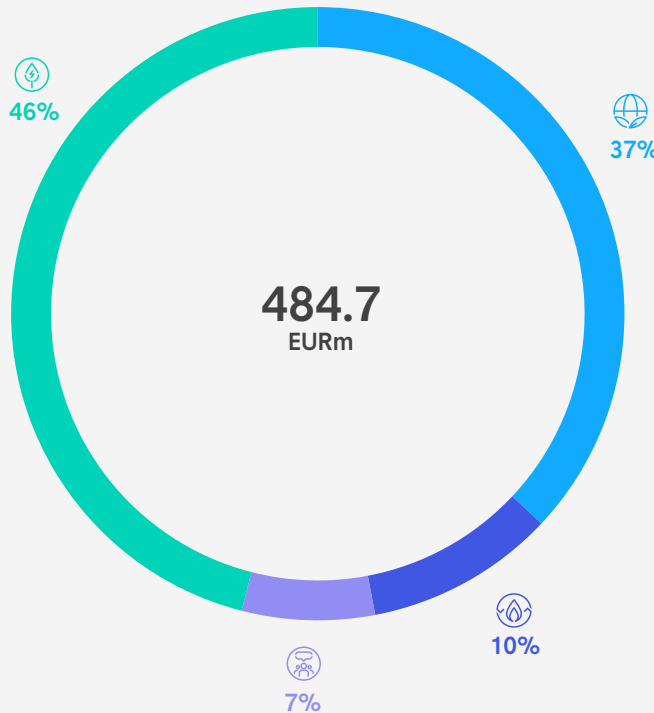
#1 in the Baltics³



The largest customer portfolio in the Baltics:
1.4 million customers

Strategic focus
Utilising and further expanding our customer portfolio to enable the Green Capacities build-out

Adjusted EBITDA 2023



Networks

Fully regulated country-wide natural monopoly
Regulated asset base (RAB):
EUR 1.6bn

Strategic focus
Expanding a resilient and efficient network that enables electrification

#1 in the Baltics²



Reserve Capacities

Highly regulated gas-fired power plants mainly operating as system reserve

Strategic focus
Contributing to the security of the energy system

#1 in Lithuania¹
#2 in the Baltics¹



¹ Based on installed capacity.

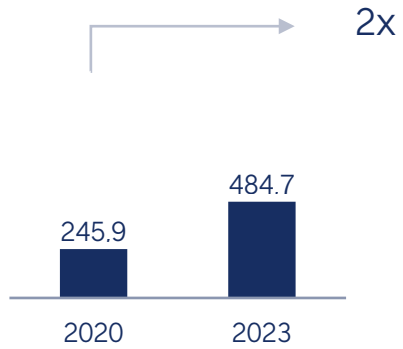
² Based on the network size and the number of customers.

³ Based on the number of customers.

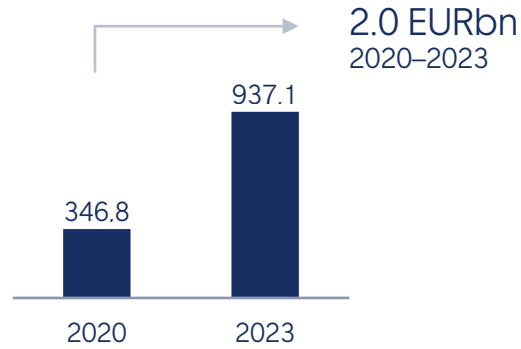
Note: data, except Adjusted EBITDA, is as of 31 March, 2024.

Successful track record

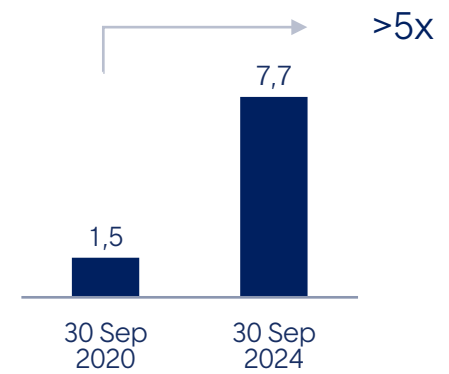
1. Adjusted EBITDA, EURm



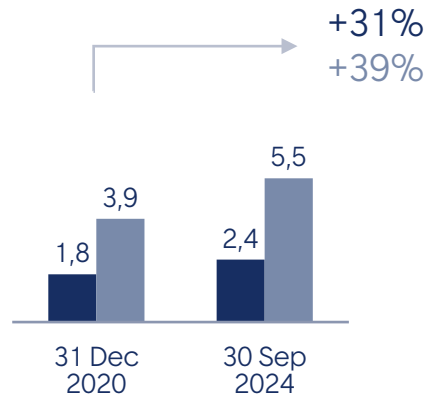
2. Investments, EURm



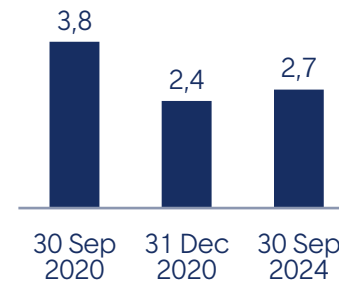
3. Green Capacities Portfolio, GW



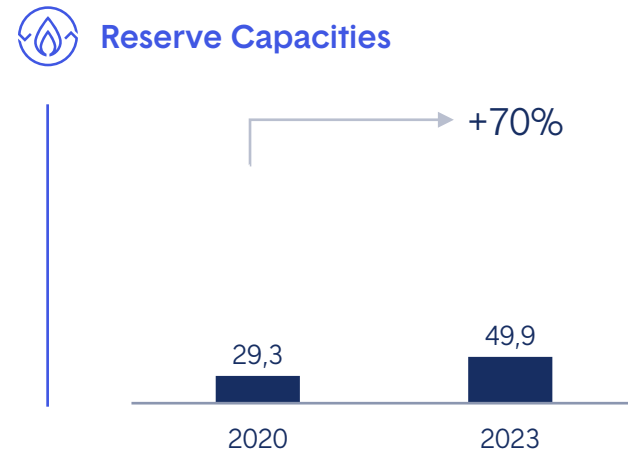
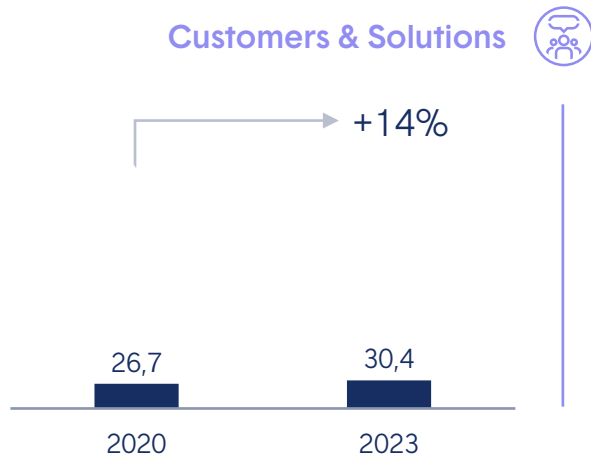
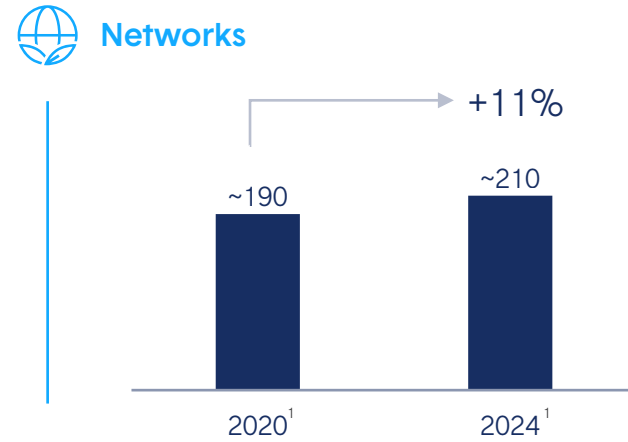
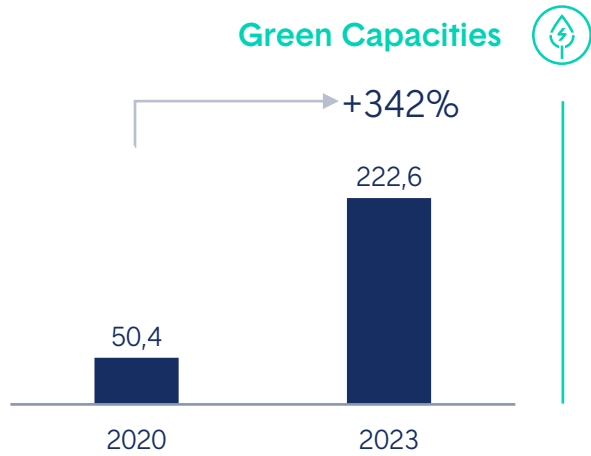
4. Equity, EURbn
Total assets, EURbn



5. Net Debt / Adjusted EBITDA, Times



Growth across all segments, driven by Green Capacities



2. Context

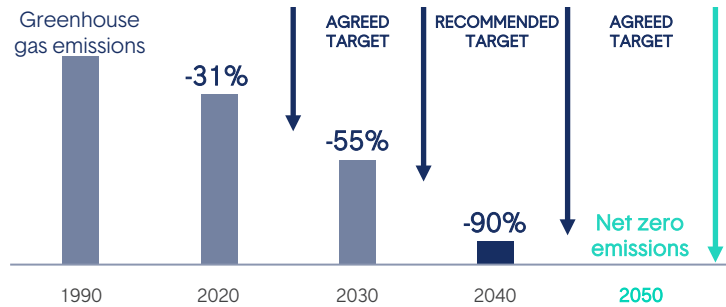
Energy transition in the region

Context

Alignment and commitment to Europe's decarbonisation and ensuring energy security in our region

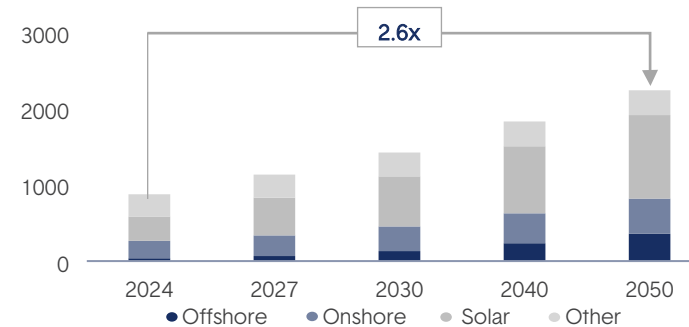
Decarbonisation: EU action and climate related targets

The European Union proposes ambitious net greenhouse emissions reduction targets¹



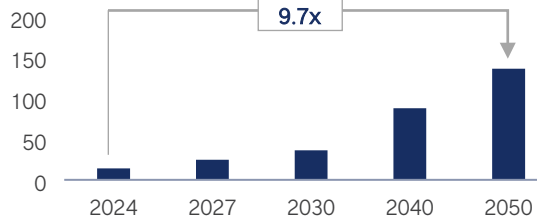
Energy security: scaling-up and speeding-up of renewable energy

European renewable capacity^{2, 3}, GW

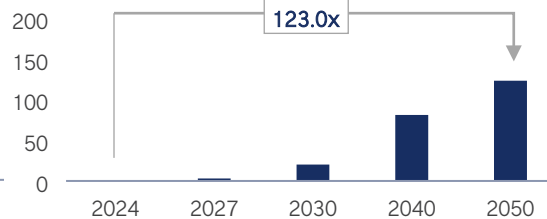


Green flexibility: growing battery and power-to-X capacities

European battery capacity², GW

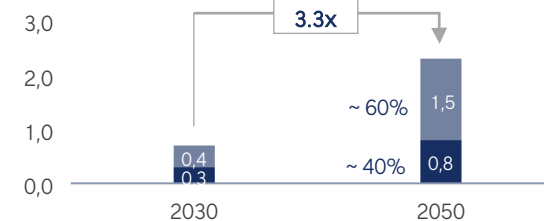


European Power-to-X capacity², GW



Grid: growing investment in power grids need

Cumulative investments in power grids based on the historical trend and additional investments required in Europe⁴, trillion EUR



If investments in grids were to continue at their historical rate until 2050, there would be a 60% funding gap

● Additional investments
● Historical investment trends

¹ Source: European Commission. [Factsheet - Europe's 2040 climate pathway](#).

² Source: ICIS.

³ Wind energy capacity targets for the EU defined in the European Wind Power Action Plan: 510 GW by 2030 (whereof offshore renewable energy targets for the EU: at least 111 GW by 2030 and 317 GW by 2050).

Source: Company analysis based on [EUR-Lex - 52023DC0669 - EN - EUR-Lex \(europa.eu\)](#), [EUR-Lex - 52023DC0668 - EN - EUR-Lex \(europa.eu\)](#), and [EUR-Lex - 52022DC0221 - EN - EUR-Lex \(europa.eu\)](#).

⁴ Source: European Round Table for Industry „Strengthening Europe's Energy Infrastructure“ 2024 March.

Significant opportunities for green energy expansion in the Baltics and Poland

Lithuania: Structural electricity deficit

Only ~40% of electricity consumption is covered by national generation in 2021–2023 on average¹. The country aims to become self-sufficient and electricity-exporting, therefore, a significant build-out of domestic generation assets is expected.

Estonia: Phase-out of oil shale

More than half or ~57% of Estonia's electricity production in 2022³ was from oil shale (49% in 2021), and there is a growing need to further develop new renewable capacities to cover the phase-out of oil shale.

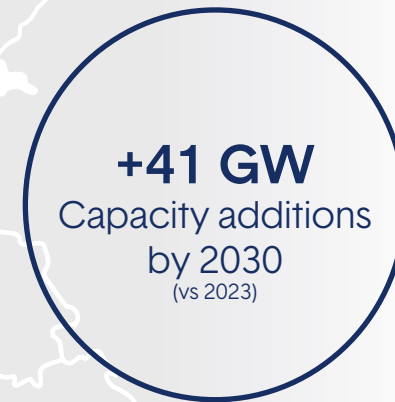
The Baltics: terminated electricity and gas imports from Russia & Belarus

Electricity imports from Russia and Belarus were terminated region-wide following Russia's war in Ukraine. These imports are expected to be replaced by domestic renewables.

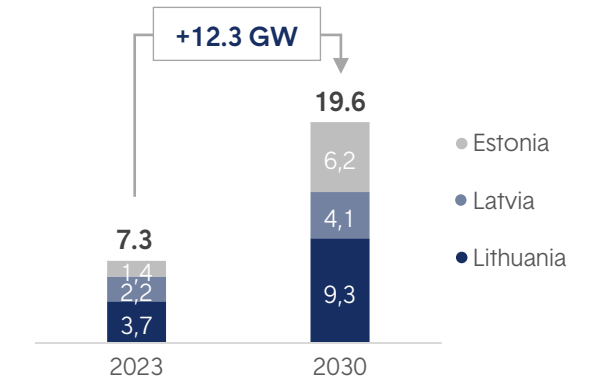
Poland: Transition away from coal generation

Coal generation represented 61% of the generation mix in Poland in 2023² (70% in 2022). This is expected to gradually decline further and be replaced by renewable energy.

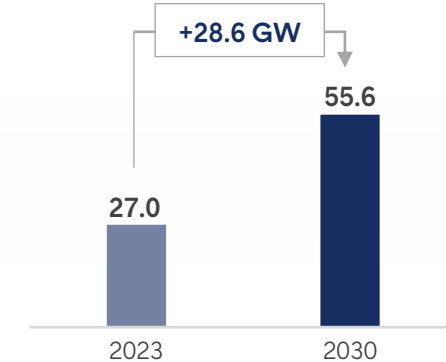
Green energy development forecast, installed capacity GW^{4,5}
(in the Baltics and Poland)



Baltics



Poland



¹ Source: Litgrid. National electricity demand and generation: [Litgrid. National electricity demand and generation](#).

² Source: Ember. Poland electricity generation by source: [Europe | Electricity Transition | Ember \(ember-climate.org\)](#).

³ Source: Statistics Estonia. Oil shale electricity production: [Oil shale electricity production increased last year | Statistikaamet](#).

⁴ Installed capacities include: wind, solar, bio, hydro and battery assets.

⁵ Source: Company analysis based on ICIS, Litgrid, ENTSO-E.

3. Business segments



Green Capacities

Strategic priorities:

Delivering 4–5 GW of installed green generation and green flexibility capacity by 2030 with a focus on:

- Onshore and offshore wind
- Batteries, pumped-storage hydro and power-to-X

Focus markets:

The Baltic states and Poland

We are also exploring new opportunities in other EU markets undergoing energy transition

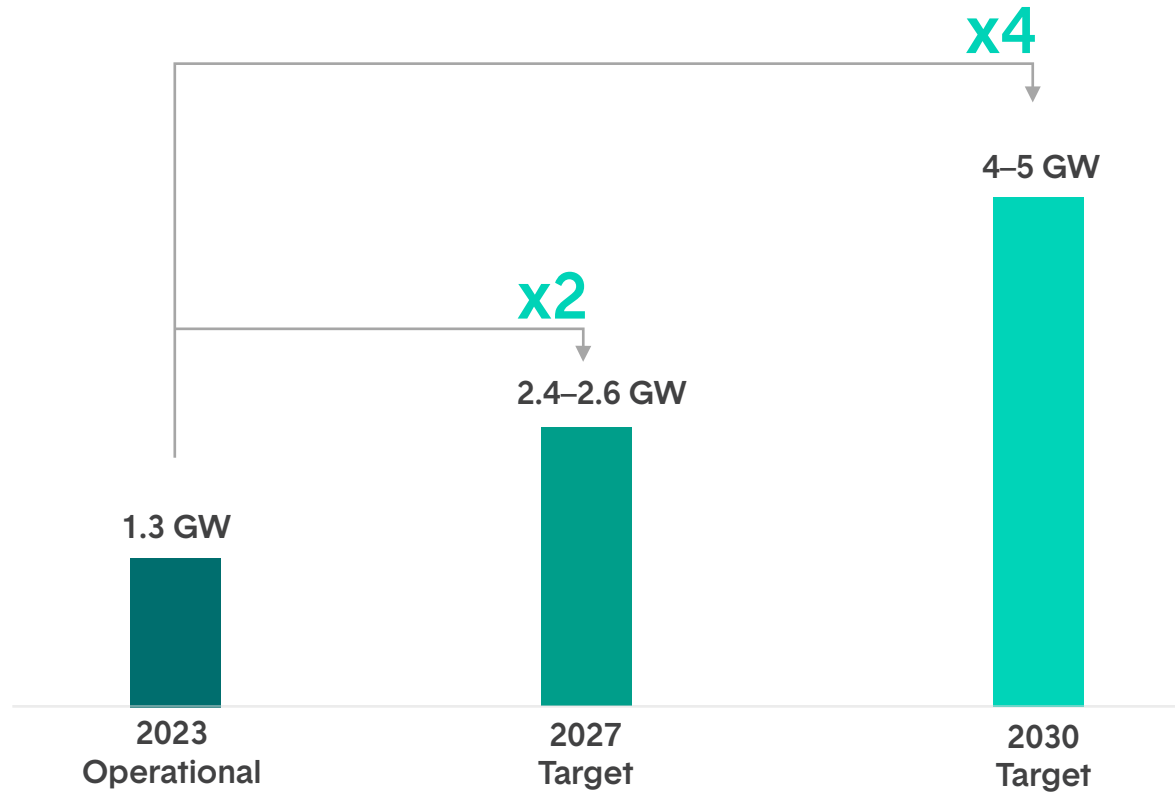




Green Capacities targets

2027: 2.4–2.6 GW¹

2030: 4–5 GW¹



Current Portfolio

7.7 GW
Total
Portfolio

1.4 GW
Installed
Capacity

3.1 GW
Secured
Capacity

¹ Gross installed capacity (includes 100% of capacity which Ignitis Group owns >50%).



We focus on technologies that can deliver a 100% green and secure energy ecosystem

Green generation technologies

Focus technologies



Onshore wind

The conditions in the Baltics and Poland are favourable for onshore wind development as there are no natural barriers (such as mountains) that can block wind, and it has low population density.



Offshore wind

Offshore wind development is seen as the backbone of our Green Capacities expansion strategy.

Complementary technologies



Solar

Used in cases where it adds value (e.g. higher utilisation of existing grid connections, synergies from common infrastructure, securing grid connections).



Hydro, biomass and waste-to-energy



Baseload generation profile with additional flexibility

Green flexibility technologies

Focus technologies



Batteries

Enables integration of renewables by facilitating demand management, improves grid reliability while limiting output curtailment.



Pumped-storage hydro

Very large balancing capacities that enable future renewable energy growth in the region.



Power-to-X technologies

Potential solutions for attaining global climate goals and decarbonizing industry, transportation and power generation.





Offshore wind



Green generation

Our target

We aim to build at least

2 offshore wind projects
in the Baltics

- one project in Lithuania (COD ~2030)
- at least one more project in the Baltics (COD post 2030)

The status³ of our offshore wind development projects:

	Seabed secured	EIA	Grid secured	FiD
Lithuanian offshore WF 0.7 GW COD ~2030	✓	 In progress	✓	-
Estonian offshore WF 1–1.5 GW (two sites) COD ~2035	✓	-	-	-

Offshore wind potential in the Baltics

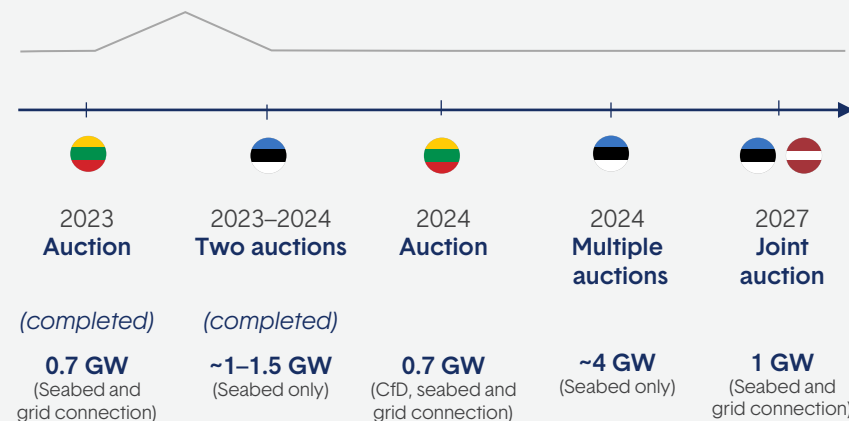
Publicly announced auctions for 2023–2027

Long term potential

	~5.5 GW	>10 GW ¹
	0.5 GW	14.5 GW ²
	1.4 GW	4.5 GW ²

~8 GW

>30 GW



¹ Ministry of Economic Affairs and Communication of the Republic of Estonia.

² Study on Baltic offshore wind energy cooperation under BEMIP.

³ As of 31 March, 2024.



Onshore wind

Green generation

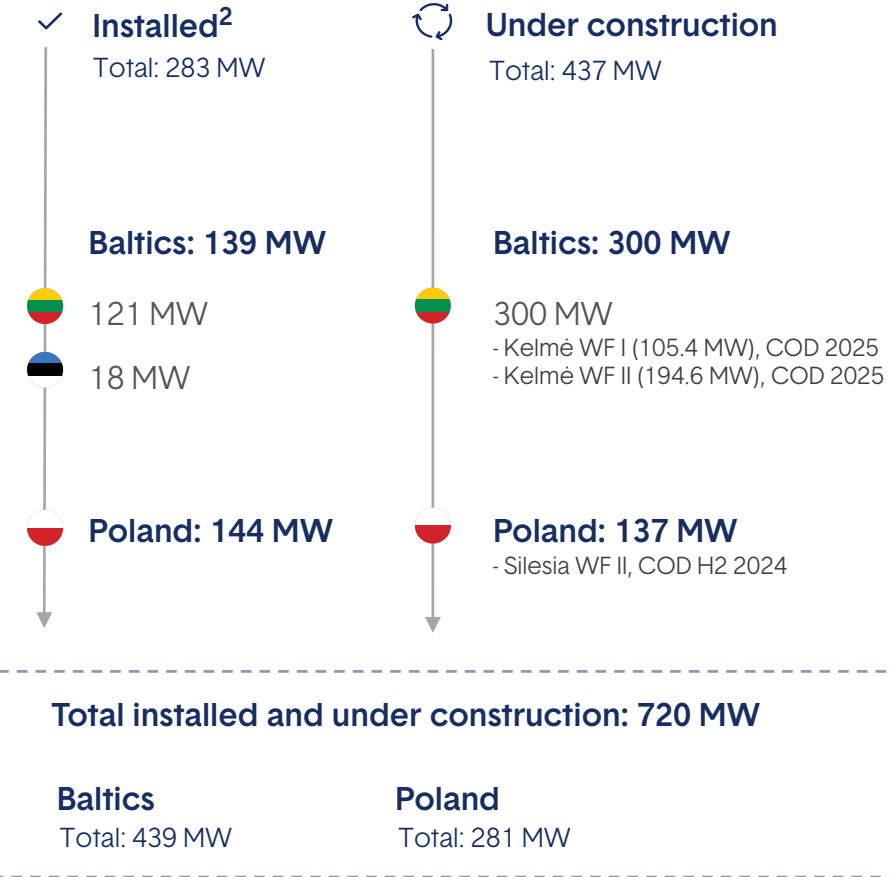


Our target

>700 MW
onshore wind capacity installed by 2027

The conditions in the Baltics and Poland are favourable for onshore wind development as there are no natural barriers (such as mountains) that can block wind, and it has low population density

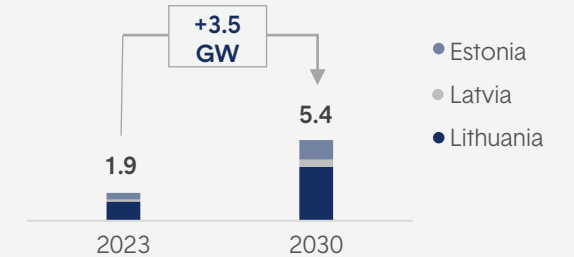
Our progress:



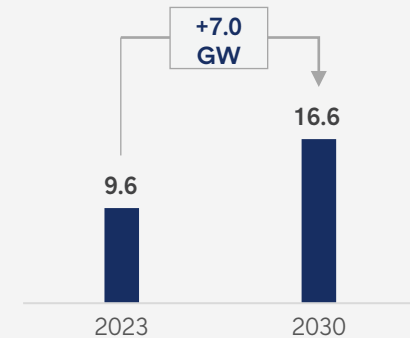
Onshore wind development forecast in the Baltics and Poland

Total onshore wind installed capacity ~22 GW in 2030¹

Baltics



Poland



¹ Source: ICIS, ENTSO-E.

² As of 31 March, 2024.



Complementary technologies

Green generation and green flexibility technologies



Solar

Our target

>400 MW

solar capacity installed
by 2027

Solar technology will be used in cases when it adds value by creating a more stable generation profile. Hybrid technology generation ensures higher utilisation of available grid capacities and a more stable generation profile.

Our progress:

- Solar capacity under construction²**
Total: 291.1 MW
- Baltics: 261.1 MW**
 - Lithuanian solar Portfolio (22.1 MW), COD 2024
 - Latvian solar Portfolio (239 MW), COD 2025
- Poland: 30 MW**
 - Polish solar Portfolio (30 MW), COD 2024



Hydro, biomass and waste-to-energy

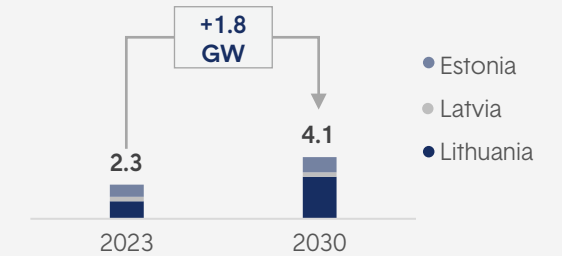
Green baseload (and flexible – contributing to balance of the energy system) technologies are a part of our portfolio. No further plans to expand our hydro run-of-river, biomass and waste-to-energy technologies portfolio.

- Installed / under construction³**
Total: 227 MW / 349 MWth
 - Hydro (run-of-river): 101 MW
 - Biomass: 73³ MW (+209³ MW heat capacity installed)
 - Waste-to-energy: 44⁴ MW (+140⁴ MW heat capacity installed)
- + additional flexibility

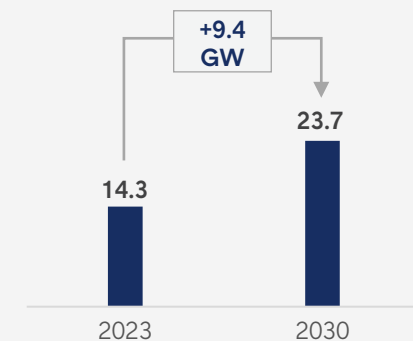
Solar development forecast in the Baltics and Poland

Total solar installed capacity ~27.8 GW in 2030¹

Baltics



Poland



¹ Source: ICIS, ENTSO-E.

² As of 31 March, 2024.

³ Vilnius CHP biomass unit (73 MWe, 169 MWth) COD to be achieved, after the COD for the remaining capacity (23 MWe, 20 MWth) will be reached, therefore, it is included within the total of under construction. Elektrėnai Biomass Boiler: 40 MWth.

⁴ Kaunas CHP: 24 MWe / 70 MWth. Vilnius CHP waste-to-energy unit: 20 MWe / 70 MWth.



Pumped-storage hydro



Green flexibility

Kruonis PSHP is one of the largest energy storage facilities in Europe:

Current capacity
900 MW

Four operating units (4x225 MW) can perform up to 300 cycles¹ per year.

The upper reservoir can hold around 48.7 million cubic meters of working water.



Expansion in 2026
+110 MW

New 5th unit (1x110MW) will provide extra flexibility.

It will also allow us to provide more balancing and ancillary services.



+110 MW
by 2026

Capabilities post-2026
1,010 MW

All 5 turbines will be able to run at full load for ~10 hours.

10 hours x 1 GW = 10 GWh
of storage capacity.

Flexibility in generation mode: 0 – 1,010 MW
(pre-expansion: 160 – 900 MW)

Flexibility in pump mode: 59 – 1,010 MW
(pre-expansion: 220 – 900 MW)

5th unit cycle efficiency of 76%
(pre-expansion: ~71%)

5th unit max capacity reachable in 80 seconds
(pre-expansion: 180 seconds)



Batteries



Green flexibility

Our target

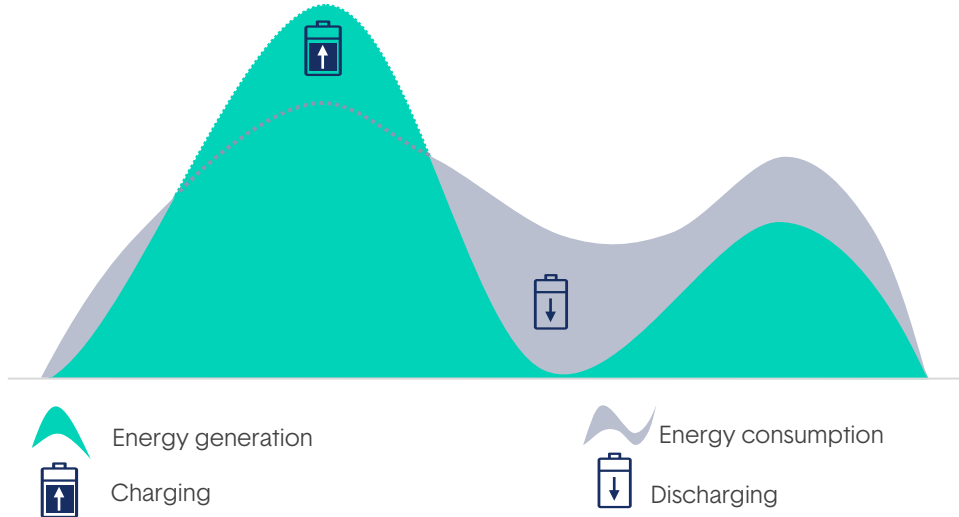
Commercial-scale batteries by 2027

Batteries

Batteries enable integration of renewables by facilitating demand management, helping improve grid reliability, limiting output curtailment.

Balancing and grid services

Batteries have roles in a variety of markets – balancing, ancillary, frequency containment reserves, day-ahead and intra-day arbitrage. Rapid development of renewables in the region is increasing demand for balancing and grid services.



Power-to-X



Green flexibility

Our target

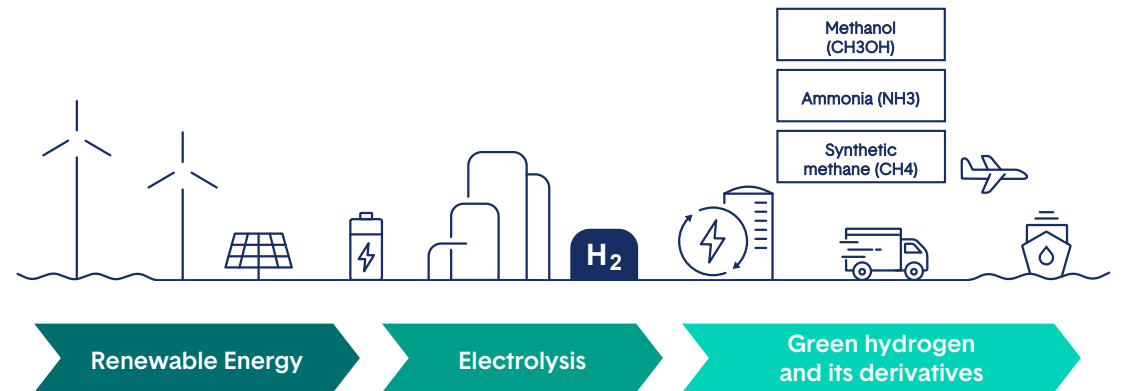
Green hydrogen production and e-fuel conversion pilot project

Green hydrogen & e-fuels

Ignitis group's strategy is to pursue the development of a pilot project, leading to the full commercialization of Power-to-X technologies in the longer term.

2nd and later stages – utility scale

Successful pilot project will pave the way to developing strategic partnerships and gaining resources for utility-scale green hydrogen and e-fuel production capabilities.



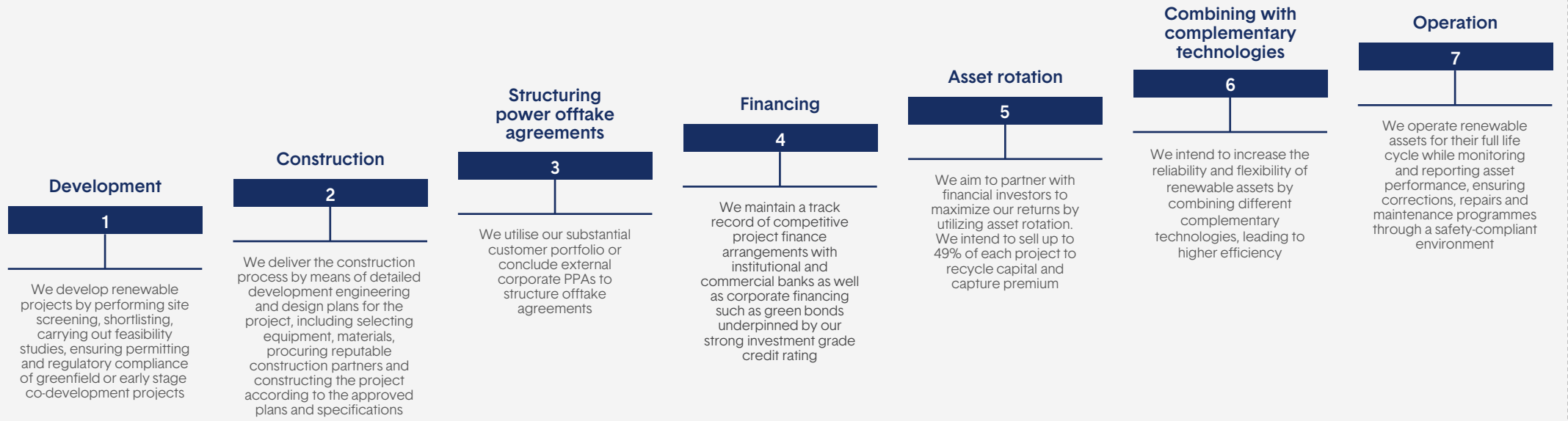


Operating model

We are delivering value across all execution stages

Value-creation concept

Adding value throughout the project execution stages



Typical project return

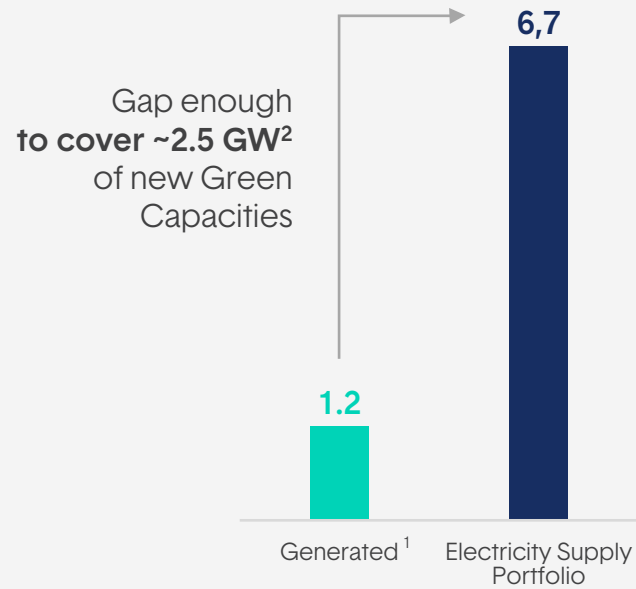
Return after value added



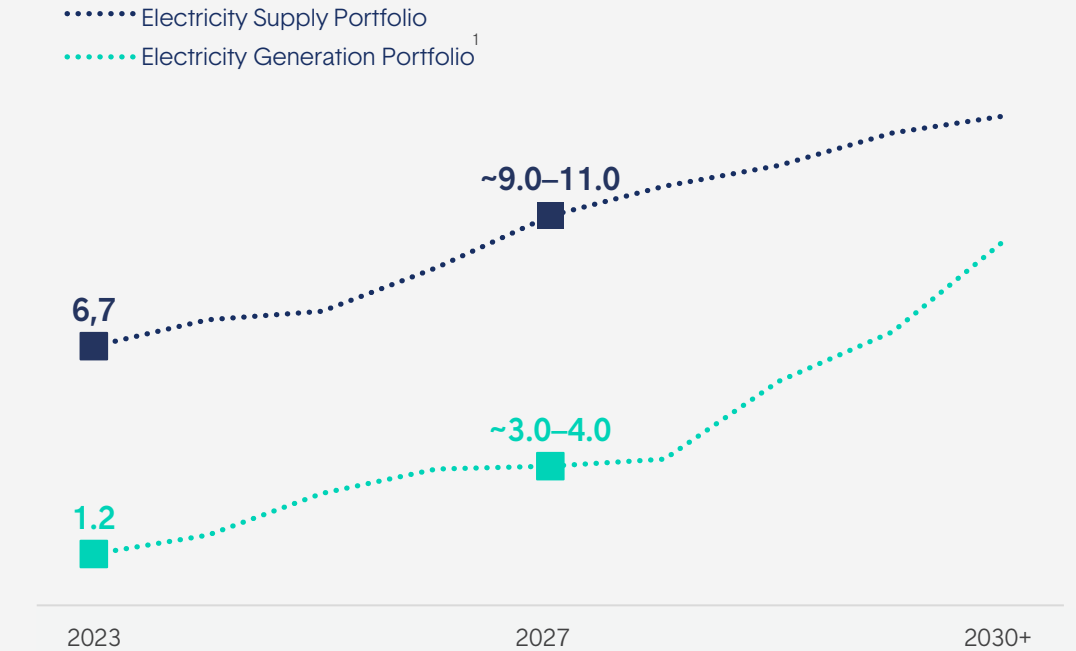
Power offtake capabilities

We utilise our supply portfolio to structure offtake agreements to enable Green Capacities build-out that creates a competitive advantage

Electricity generated¹ vs supplied by Ignitis Group in 2023, TWh



Electricity generated¹ vs supplied by Ignitis Group over 2023 – 2030+, TWh



¹ Excluding opportunistic assets (Elektrėnai complex, which accounted for 14% of the total generated volume, and Kruonis PSHP, with 26% of total generation in 2023).

² Assuming the whole surplus of electricity supply (5.5 TWh) can be utilised for new wind and solar generation offtake with a load factor of ~25% (57/43 split between wind and solar with load factors of ~35% and ~12% respectively).



Strategic partnerships

We partner with strategic investors to adopt new technologies or enter new markets



Partnership with Ocean Winds:
adopting offshore wind technologies

Rationale

In 2020 we partnered with Ocean Winds (OW) to participate in the first 700 MW offshore wind auction and develop the first offshore wind project in Lithuania. Ignitis Group also contribute to the development of an offshore wind farm in the UK, taking a 5% stake in the Moray West wind farm, in order to gain experience and valuable know-how in offshore wind project development in other countries, which will be used to develop offshore wind energy in Lithuania.

Lithuanian offshore
WF project:

Moray West offshore
WF project:

Structure

Ignitis group (51%) and Ocean Winds (49%)

Structure

Ignitis Group is a minority shareholder with a stake of 5%

Capacity

700 MW (CoD ~ 2030)

Capacity

882 MW (CoD 2025)

Status

The auction was won in 2023

Status

Under construction (the projects has reached the financial close in April 2023)



Partnership with Copenhagen Infrastructure Partners:
participation in Estonian and Latvian offshore wind tenders

Rationale

In 2023 we partnered with Copenhagen Infrastructure Partners P/S (through its New Markets Fund I) to collaborate exclusively on offshore wind opportunities in Estonia and Latvia and intend to jointly bid in the upcoming offshore wind tenders in these countries. The partnership leverages Ignitis Group's leading market position in the Baltic region and CIP's global offshore wind expertise.

Structure

Ignitis Group (50%) and Copenhagen Infrastructure Partners (50%)

Capacity

1 – 1.5 GW (Estonian offshore WF – two seabed sites) expected to become operational around 2035

Status

The first auction was won in 2023 (Dec - Liivi 2 site) and the second - in 2024 (Jan - Liivi 1 seabed area)



Partnership with Fortum:
adopting WtE technologies

Rationale

In 2015 we partnered with Fortum (a leading WtE player) to build Kaunas CHP.

Structure

Ignitis Group (51%) and Fortum* (49%)

*in 2021, Fortum has signed an agreement to sell its district heating business in the Baltics to Partners Group, a leading global private markets firm, acting on behalf of its clients.

Capacity

24 MW electricity and 70 MW heat capacity.
Investments ~EUR 152m

Status

Kaunas CHP has been successfully completed and operational since 2020



Networks

Strategic priorities:

1. Resilient and efficient electricity distribution
2. Electricity network expansion and facilitation of the energy market
3. End-to-end customer experience

Focus market:

Lithuania



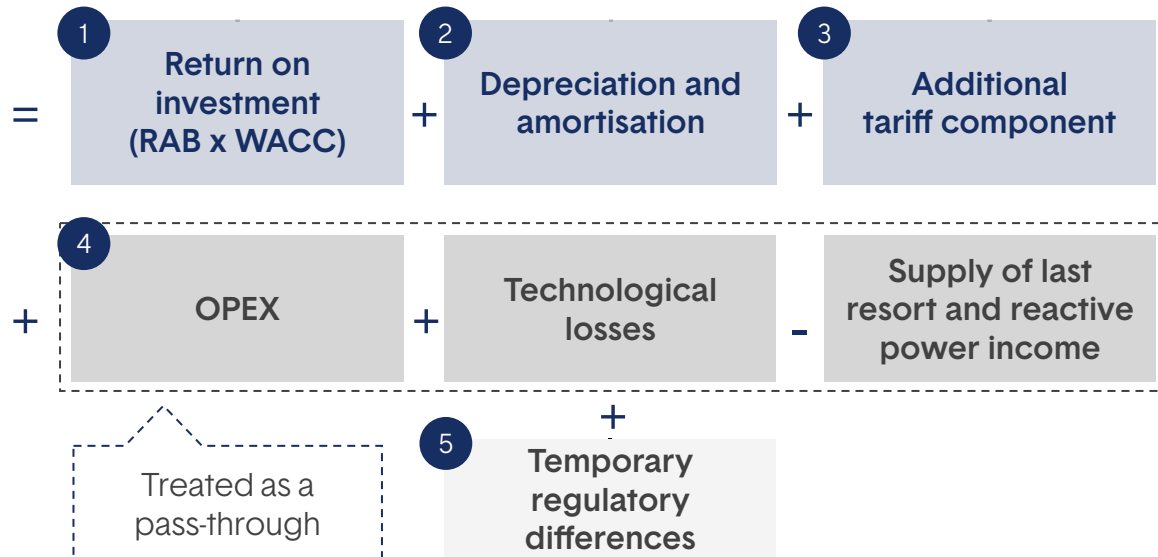


Networks regulatory framework

1

The largest network in the Baltics, a natural monopoly for distribution services
>99.5%¹ of the Lithuanian market

Allowed revenue



Electricity



Natural gas

Regulated Asset Base, 2024

1.3 EURbn

0.3 EURbn

Approved WACC (pre-tax), 2024

5.09%

5.03%

Regulatory periods

2022–2026
Current

2024–2028
Current

2027–2031
Next

2029–2033
Next



Strategic focus on electricity network and customers

Resilient and efficient electricity distribution

~39%* **Maintenance:** modernization (efficiency and resilience), automation and digitization
*share of total Networks investments over 2024–2027

<p>✓ Network resilience</p> <p>≤1.05¹ electricity SAIFI 2024–2027 avg. (per annum)</p> <p>2023: 1.23 interruptions per customer</p>	<p>✓ Network automation</p> <p>~66% Share of users connected to automated control lines in 2027</p> <p>2023: 57%</p>	<p>✓ Network efficiency</p> <p>≤5.0% Technological losses 2024–2027 yearly avg.</p> <p>2023: 4.1%</p>
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Electricity network expansion and facilitation of the energy market

~56%* **Expansion** to enable green electrification
*share of total Networks investments over 2024–2027

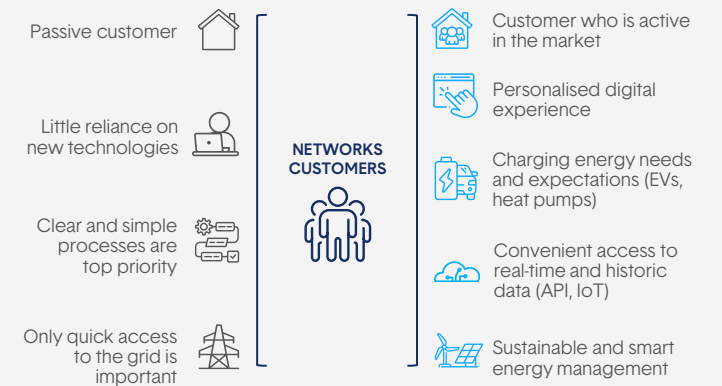
<p>+ New connections</p> <p>~280k new connection points and upgrades in 2024-2027</p> <p>2023: 76k</p>	<p>+ Network capacity expansion</p> <p>Increasing capabilities of future infrastructure enabled by growing electrification needs</p>	<p>+ Smart meter rollout</p> <p>>1.2 million smart meters in the network in 2026</p> <p>2023: 0.7 million</p>
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- ✓ **Facilitating the energy market's development:**
- Transport electrification/EV charging
 - Energy efficiency
 - Industrial electrification
 - Heating electrification

End-to-end customer experience

Standardised solutions and channels to reflect the customer needs

<p>✓ Improved customer service</p>	<p>✓ Data governance, quality and data modeling</p>	<p>✓ Expanded data hub capabilities</p>
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¹ Indicators are calculated in accordance with the provisions of the description of indicators of reliability and service quality of electricity distribution approved by the State Energy Regulatory Council for the regulatory period (established on the basis of Resolution No. O3E 79 of the State Energy Regulatory Council of January 26). The targets are assessed according to the principles used during the determination of the level and the methodology in force according to which the following cases are excluded from SAIFI: (1) outages caused by natural phenomena corresponding to the values of indicators of natural, catastrophic meteorological and hydrological phenomena – wind speed >28 m/s and by eliminating interruptions all country wise (not regionally); (2) outages caused by faults in the transmission system operator's network.



3. Financials

Investments, target returns,
leverage and dividends

#EnergySmart

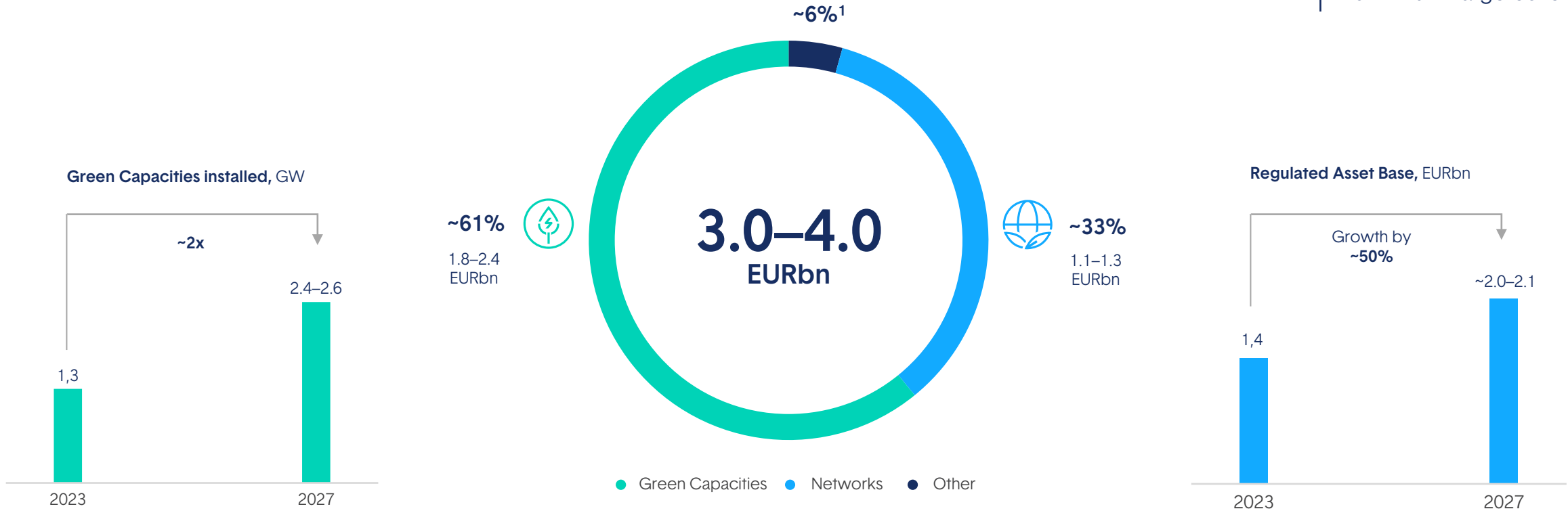


Investments over 2024–2027

3.0–4.0 EURbn

Investments aligned with the EU Taxonomy
94.8% (2023)

≥85–90%²
2024–2027 targeted level

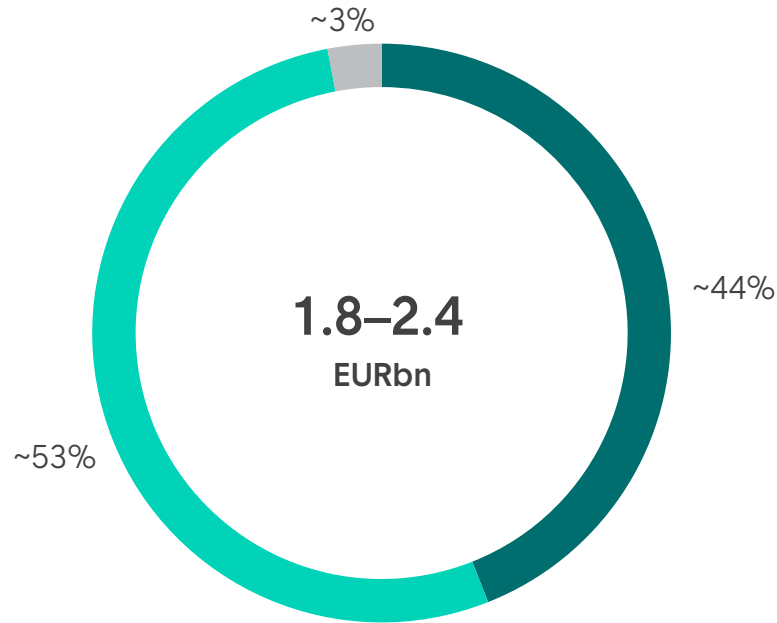


¹ Includes Reserve Capacities segment, Customers & Solutions segment, IT and other investments.

² Share of Investments to be directed to the maintenance or expansion of the EU Taxonomy-aligned activities. There are differences in methodologies used to calculate Investments and actual Taxonomy CAPEX KPI.



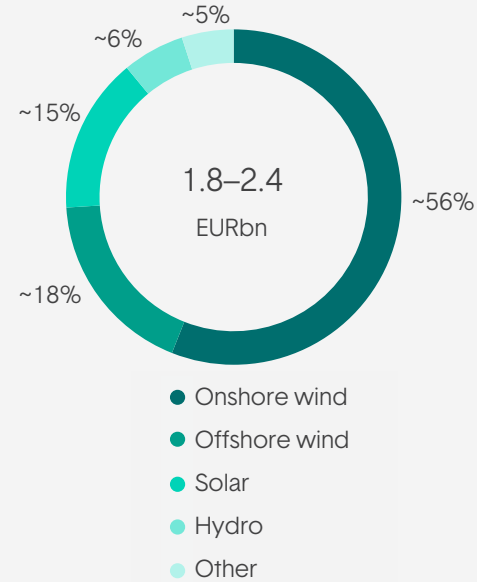
Investments over 2024–2027: Green Capacities



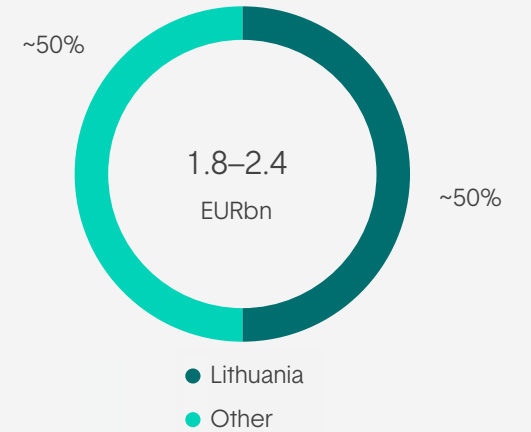
- Expansion: new capacity additions over 2024–2027¹
- Expansion: new capacity additions post 2027
- Maintenance: major repairs of existing assets

¹ Excludes ~0.48 EURbn investments made before 2024, related to the projects with COD in 2024–2027.

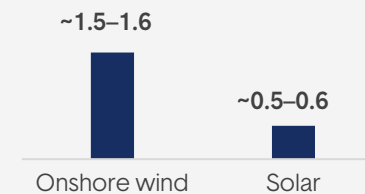
Investments over 2024–2027 By technology, %



By geography, %

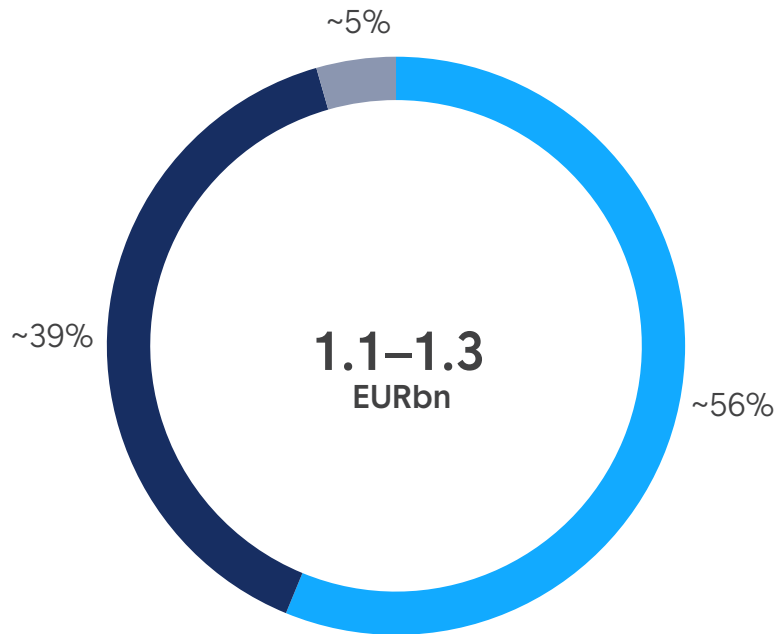


Investments per MW, mEUR/MW

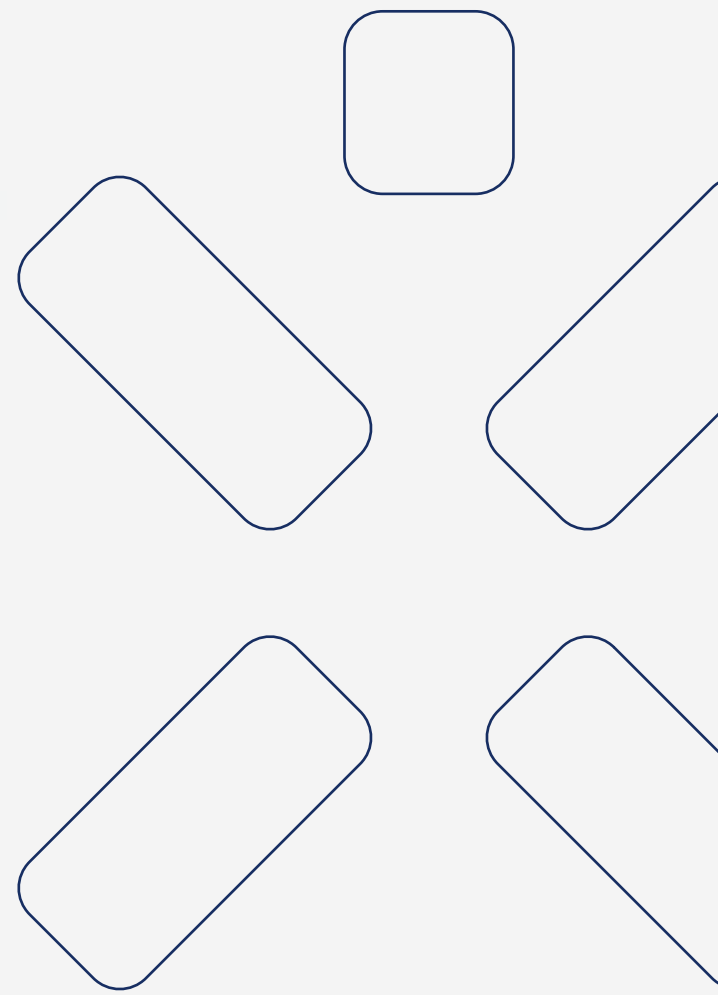




Investments over 2024–2027: Networks



- Electricity network expansion
- Electricity network maintenance and other
- Natural gas network





Target returns

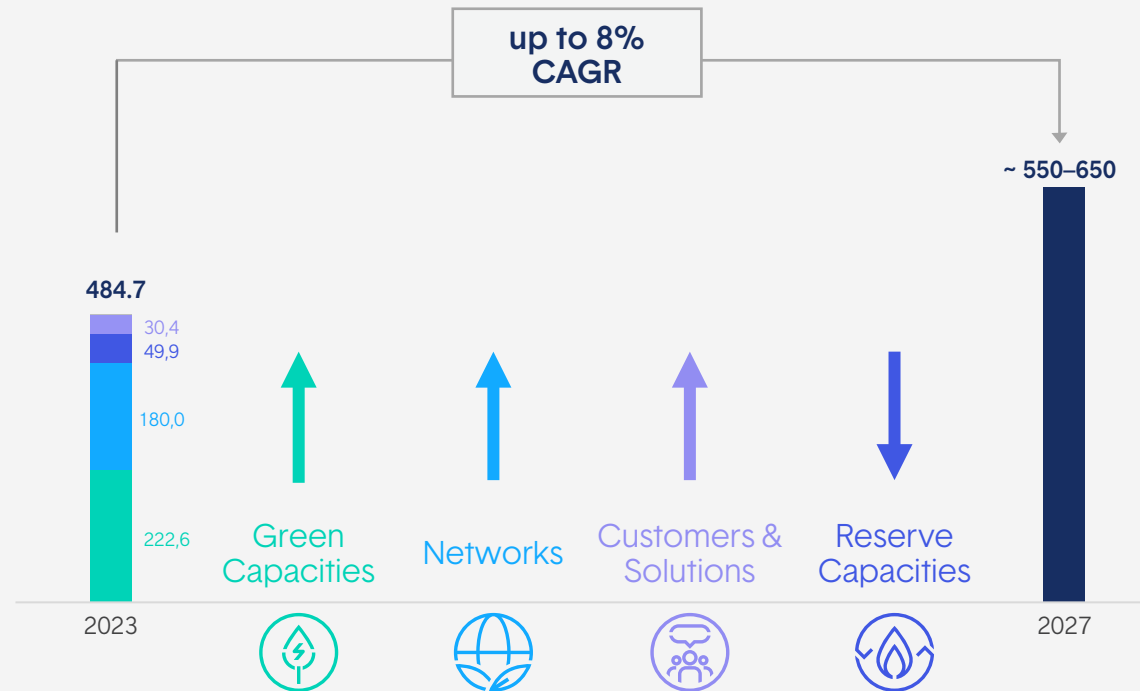
EBITDA expected to reach EUR ~550–650m in 2027, mainly driven by Green Capacities and Networks

Targeted IRR–WACC spread

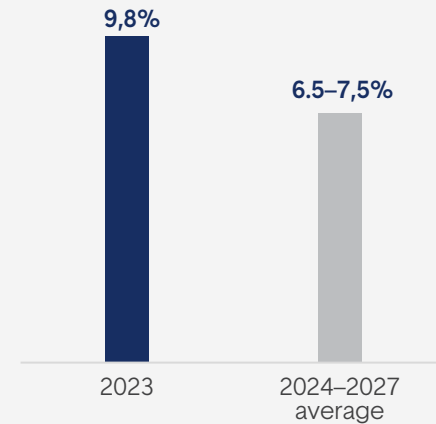
≥ 100 bps
in commercial/
non-regulated activities

≥ 0 bps
in regulated activities

Adjusted EBITDA, EURm



Adjusted ROCE, %

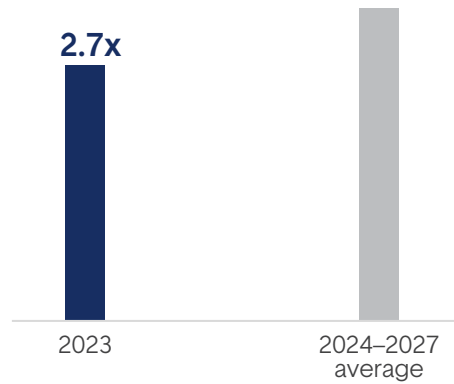




Commitment to a solid investment-grade credit rating

Net debt/Adjusted EBITDA

Targeted level <5.0x



We expect to maintain

BBB or above

credit rating over the 2024-2027 period

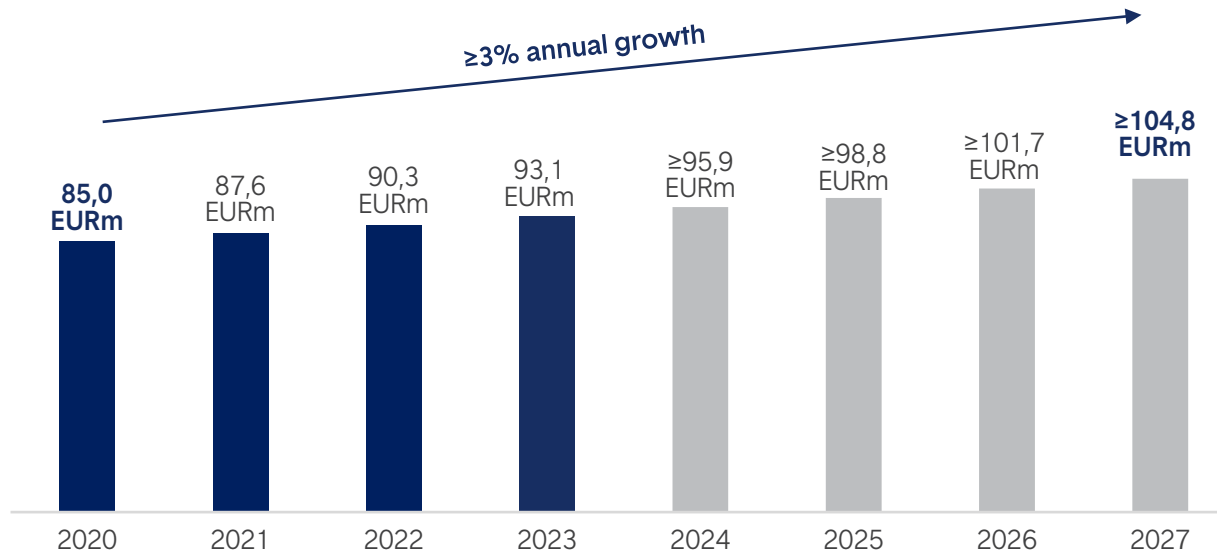


Growing dividends

We are committed to increase dividends >3% annually

Minimum annual dividends, EURm

(declared for the financial year)



Minimum DPS¹, Eur	1.14	1.19	1.24	1.29	≥1.32	≥1.36	≥1.41	≥1.45
Dividend yield², %	5.6%	5.7%	6.6%	6.8%	~7.3%	~7.5%	~7.7%	~8.0%

7.3–8.0%

Implied dividend yield over the 2024–2027 period

Dividend policy

We are committed to increase dividends to shareholders at a minimum 3% annual rate.

We also have the flexibility to distribute excess cash, if available

¹ Calculated based on the No. of shares (72,388,960 ordinary shares).

² Implied dividend yield (annual) over the 2024–2027 period is calculated based on Ignitis Group's share price: 18.14 €/sh (closing price as of 25th April 2024). Dividend yield for GDRs: 6.9% in 2023.

4. Highlights

Growing sustainable return to our shareholders



Our equity story

An attractive blend of growth and yield

Renewables-focused integrated utility, leading energy transition in the Baltics:

- 1.4 GW operational.
- 4–5 GW target of installed Green Capacities by 2030 (x4 vs. 2022).
- >7 GW Green Capacities Portfolio (x5 vs. 2019).

Integrated business model that ensures resilient performance even in volatile market conditions:

- significant share of green flexibility capacity with one of the largest energy storage facilities in Europe.
- Networks RAB of 1.6 EURbn with double-digit growth, required to enable net zero.
- largest customer portfolio in the Baltics supporting Green Capacities growth.

Strong financial profile:

- BBB+ credit rating.

Committed to sustainability:

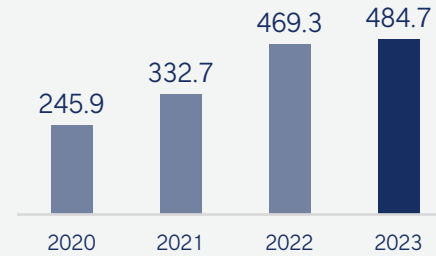
- target net zero emissions by 2040–2050.

Attractive blend of growth and yield:

- Adjusted EBITDA growth of up to 8%¹.
- Dividend yield of ~7–8%².

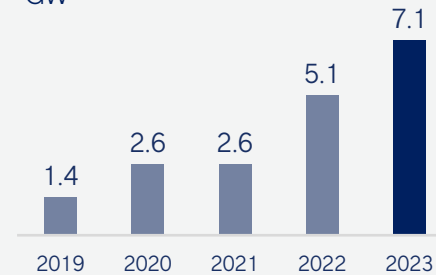
A proven track record

EURm



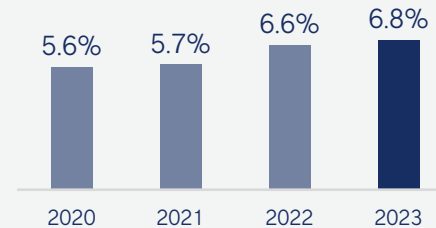
x2
Adjusted EBITDA

GW



x5
Green Capacities
Portfolio

%



~7–8%
dividend yield
2024–2027

1. CAGR, 2023–2027.

2. Implied dividend yield (annual) over the 2024–2027 period.
Note: unless otherwise stated, data is as of 31 March 2024.

Q&A



More about Ignitis Group

Reports & presentations
Sustainability
Strategy

Contacts

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