

## ESB - Strategy For A Brighter Future

ESB's Strategy to 2030 is anchored in ESB's ambition to create a brighter future by leading the transition to reliable, affordable and low carbon energy

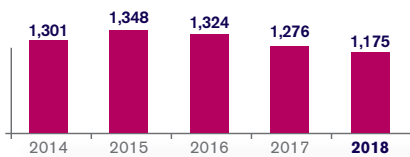
- Diverse businesses across energy value chain
- Markets – Ireland and Great Britain
- Investment focus
  - Smart reliable networks
  - Low carbon energy
  - New business growth potential

### STRATEGIC OBJECTIVES

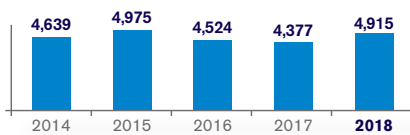
- Put customers' current and future needs at the centre of all our activities
- Produce, connect and deliver clean, secure and affordable energy
- Develop energy services to meet evolving market needs
- Grow the business while maintaining ESB's financial strength
- Deliver a high-performance culture that supports innovation and collaboration

## Consistent Financial Performance

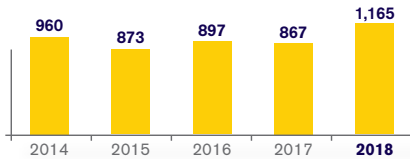
EBITDA BEFORE EXCEPTIONAL ITEMS € MILLION



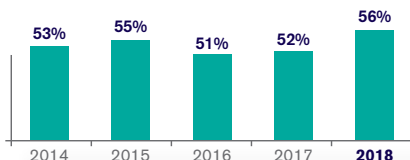
NET DEBT € MILLION



CAPITAL EXPENDITURE € MILLION



GEARING (%)



\*2018 Capex is gross of capital contributions

### Dividend Policy

Target dividend payout ratio of 40% normalised profits after tax

### ESB Credit Ratings

	<b>A-</b> (Stable Outlook)
	<b>A3</b> (Stable Outlook)

## Investment Proposition Summary

### 1. Leading Irish energy utility

- 95% Irish Government owned
- Markets – Ireland and Great Britain
- Owns all transmission & distribution networks in ROI and NI, Regulated RAB 2018 €9.6bn
- Irish Market: 38% share of generation & 33% share of supply. 1.3m customer accounts

### 2. Stable Business Profile

- Regulated networks businesses in Ireland account for approximately three quarters EBITDA & assets and 65% of capex supported by established & transparent regulatory frameworks

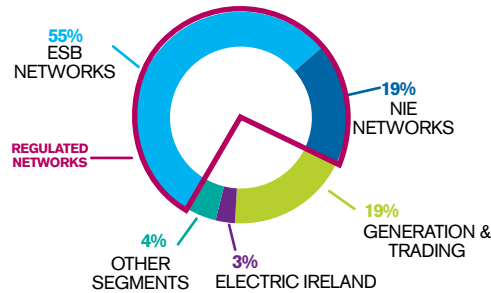
### 3. Consistently solid financial performance

- Consistently solid EBITDA
- Diversified funding and strong liquidity position
- Credit ratings of A- / A3

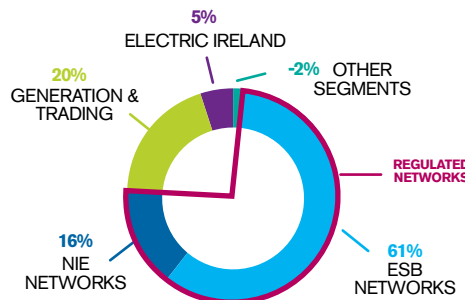
## Business Division Overview

Stable business profile with regulated networks accounting for approximately 3/4 of assets and EBITDA

FY 2018 TOTAL ASSETS BY BUSINESS - €13.1BN



FY 2018 EBITDA BY BUSINESS - €1.2BN



### ESB Networks

Sole owner and operator of distribution network and sole owner of transmission network in ROI. Regulated Asset Base (RAB) €7.9bn in 2018.

### Northern Ireland Electricity Networks (NIE Networks)

Sole owner and operator of distribution network and sole owner of transmission network in NI. RAB £1.6bn, €1.7bn in 2018.

### Generation & Trading

Portfolio 5.9 GW. Irish\* capacity 4.4 GW and 38% market share in 2017. Great Britain capacity 1.5 GW. Diversified fuel mix. Benefits from capacity and regulatory supports.

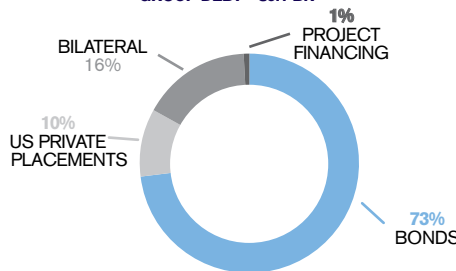
### Electric Ireland (part of Customer Solutions)

Retail business, supplying electricity, gas and energy services to customers in ROI, NI and Great Britain. 33% market share of Irish\* electricity and 1.3 million customer accounts.

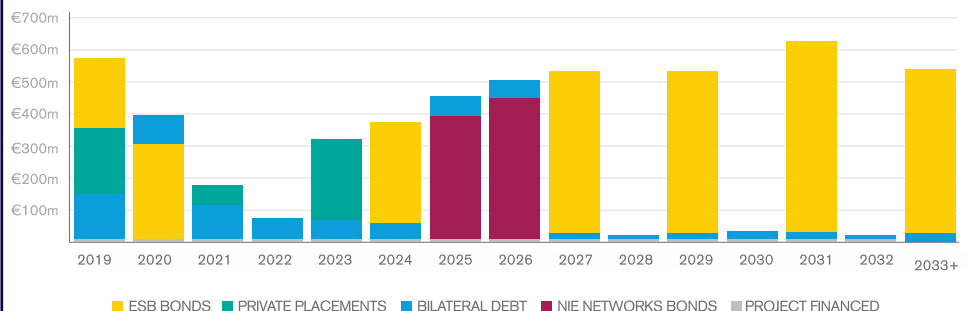
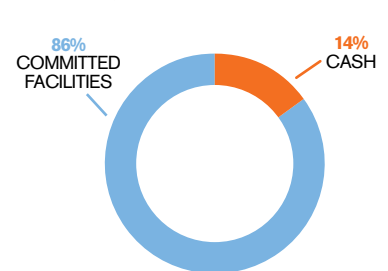
\* Irish = ROI and NI

## Group Debt Maturity 31 December 2018

GROUP DEBT - €5.1 BN



AVAILABLE LIQUIDITY €1.6 BN



### For further information, please contact:

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