# Acquisition of Iberdrola Mexico







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## Integrated Utility Player, with AssetCo Gaining Weight

- ✓ Transformation of Cox into an integrated utility
  with a market-leading electricity supply position
- ✓ Transaction expected to triple Cox's EBITDA to
   ~€720m by 2025E and unlock economies of
   scale across the entire energy platform
- ✓ Leverage on a scalable utility asset base to identify accretive growth opportunities
- ✓ Leverage Cox's longstanding presence and know-how in the Mexican market
- ✓ Reinforce Cox footprint in high-growth, attractive markets via a sizable investment
- Favorable macro and energy fundamentals in Mexico: growing electricity sector with significant investment needs

## Leading Platform in Mexico, Built by Reputable Seller



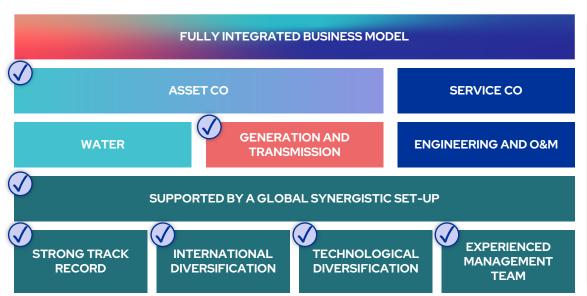
- Leading c. 25% market share in the qualified supply segment
- Leverage on the platform's track record as a reputable supplier with proven operational capabilities
- ✓ Establishing footprint in energy further unlocks Cox's strategy to become a leading water player
- ✓ Identified desalination projects with a total capacity of up to 900k-1,200k m3 / day
- Benefit from synergetic relationship between desalination plants and generation assets

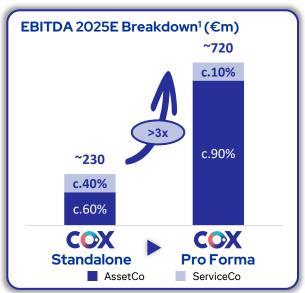


**Unparalleled Opportunity in a Region with Strong Capabilities** 

**Gateway into Water & Consolidating IPO Strategic Plans** 









LANDMARK ACQUISITION, FULLY ALIGNED WITH OUR STRATEGY



POSITIONS COX AS A LEADING INTEGRATED UTILITY WITH SIGNICANT POTENTIAL IN THE WATER SECTOR



**FULFILLS INVESTMENT PLAN 2025-2028** 

### TRANSACTION OVERVIEW

# TRANSACTION SUMMARY

 Agreement to acquire 100% of Iberdrola Mexico







Sizeable, young & majority-owned portfolio with a balanced tech mix



o.w. **1.4 GW** 

Advanced Development<sup>2</sup>



Qualified Power Supplier<sup>3</sup> in Mexico (25% market share)

#1

**PURCHASE PRICE** 

• Enterprise value of \$4,170m



Adj. transaction multiple of ~6.5x12025E EBITDA

**FUNDING PLAN** 

 Combination of ~25% equity, 75% acquisition debt



Equity includes Cox own funds plus commitments from relevant institutional investors



Top-tier banks already provided terms and preliminary debt financing commitments

TIMING & APPROVALS

 Further transaction details to follow at Cox CMD in the coming months



Closing expected in Q4 2025 - Q1 20264



TRANSACTION REINFORCES COX'S PRESENCE IN MEXICO



SUPPORTS COX'S LONG-TERM STRATEGY AS AN INTEGRATED UTILITY

# Top 5 Private Electricity Generation Player Top 10 Mexican Platforms by Capacity<sup>1</sup> (GW) 8.5 **Fiemex** 3.7 **Saavi** ₩ ValiaEnergis GPG > 2.7 // Iberdrola México 2.6 KINC 1.7 **≦** Zuma Energio enel Cubico 🔿

0.3

**GENERATION** 

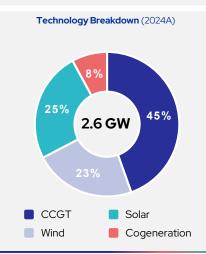
# 2.6 GW Operating

Sizeable, Young & Majority Owned Portfolio with a Balanced Tech Mix



# 11.8 GW / 1.4 GW

Renewables Pipeline / o.w. Adv. Dev.<sup>2</sup>



### **SUPPLY**



#1 Qualified Supplier, with ~25% Market Share



Contracts of up to 15
Years with an Average
Life of ~8 Years



### 20+ TWh

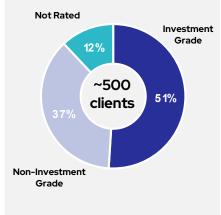
Energy Supplied 2025E



98%+ Contract Renewal Rate Driven by a Commercial Workforce of 200+ FTEs

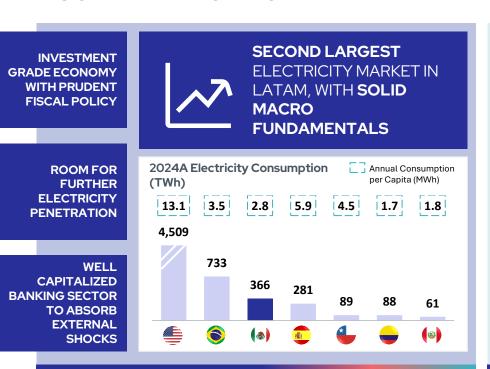


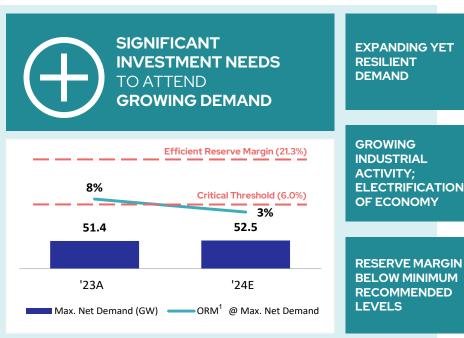






# SCALED ELECTRICITY MARKET WITH SIGNIFICANT INVESTMENT NEEDS



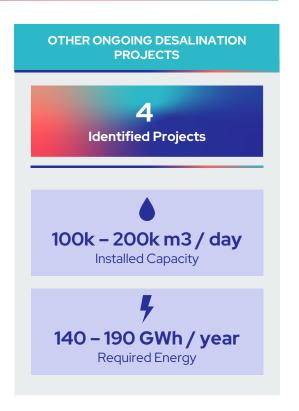




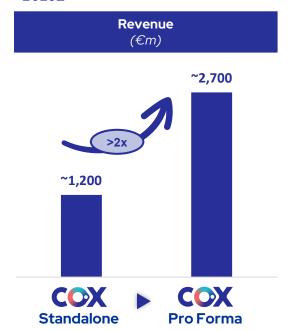


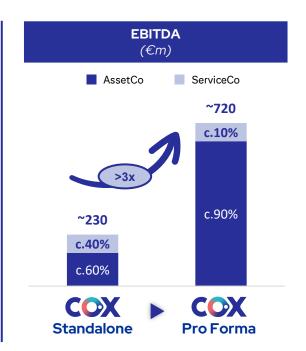
- 1 Stressed water resources
- Maturity of desalination technology leading to lower construction costs
- Potential for public-private partnerships
- Potential advantage on electric supply due to vertical integration

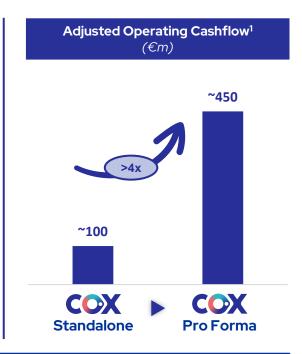




### 2025E



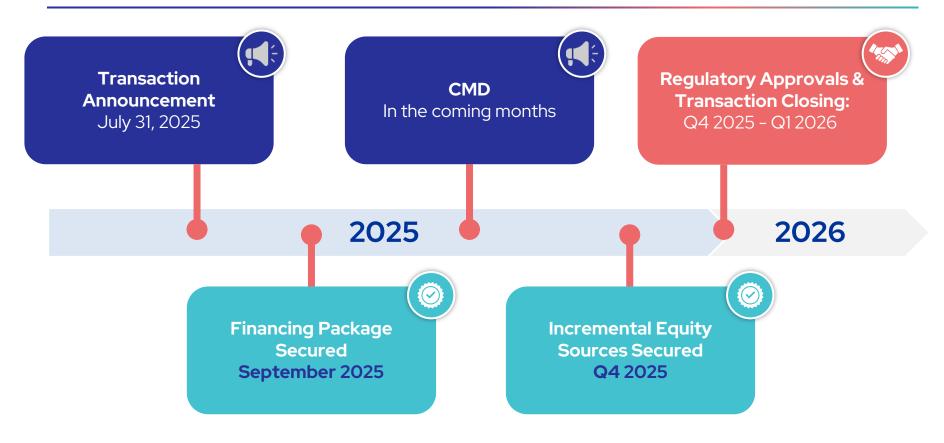






FINANCIAL METRICS ACCELERATION, UNLOCKING SUBSTANTIAL CASH FLOW GENERATION TO CONTINUE DELIVERING OUR "ENERGY FOLLOWS WATER" STRATEGY

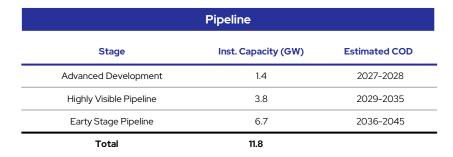




# IBERDROLA MEXICO PORTFOLIO OF GENERATION ASSETS

Operating Capacity				
Plant	Inst. Capacity (MW)	COD	Stake	Offtaker
1 PIER	221	2020	51%	Other
2 PIER II	66	2015	51%	Other
3 Santiago	105	2021	100%	Supply <sup>1</sup>
4 Bii Nee Stipa	26	2010	100%	Propimex
5 PEM	102	2008	100%	Other
6 Dos Arbolitos	70	2014	100%	P&G / Nestle
7) Cuyoaco	274	2020	100%	Supply <sup>1</sup>
8 Hermosillo	137	2018	100%	Supply <sup>1</sup>
9) Santiago	232	2018	100%	Supply <sup>1</sup>
O El Carmen	866	2016	100%	Supply <sup>1</sup>
11) Dulces Nombres II	300	2019	100%	Supply <sup>1</sup>
12) Ramos	52	2016	100%	Supply <sup>1</sup>
13) Monterrey	41	2003	100%	CFE
14) Altamira	57	2018	100%	Other
Bajío	52	2018	100%	CostCo
Total	2,601	2017 <sup>2</sup>	95%³	











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