Enel SpA Investor Relations



# **2009 Inter**im Results

July 31, 2009

Enel SpA Investor Relations

# Agenda

#### 2009 interim results

• Annexes



# **Financial highlights: consolidated**

Emn	1H08	1H08 pro-forma	1H09	%
Revenues	29,316	29,324	28,457	-3.0%
EBITDA	7,405	7,322	7,939	8.4%
- recurring <sup>4</sup>	7,400	7,317	7,631	4.2%
EBIT	5,285	5,027	5,579	11.0%
Group net income	2,851	2,739	3,524	28.7%
Net debt	<b>49,967</b> <sup>1,2</sup>	<b>49,967</b> <sup>1,2</sup>	55,764 <sup>2,3</sup>	11.6%



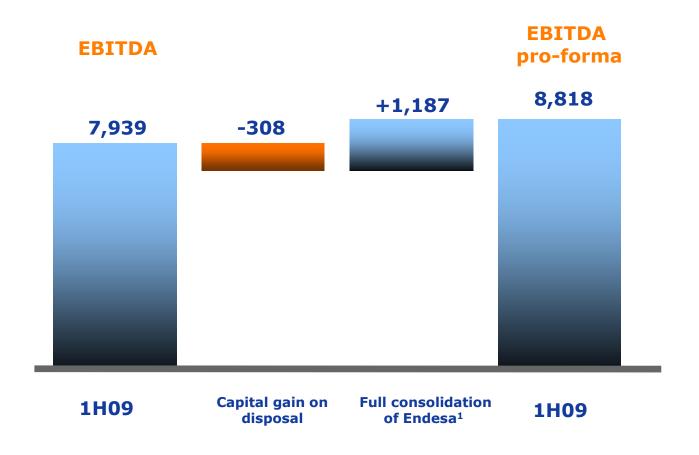
1. As of December 31, 2008

2. Excluding net debt of assets held for sale

3. Net debt includes the change of consolidation method in Endesa from proportional (67.05%) to full (100%).

4. Net of capital gain, losses and one-off items

# **Financial highlights: 1H2009 Ebitda pro-forma**





# **From E**BIT to net income

€mn	1H08	1H08 pro-forma	1H09	%
EBIT	5,285	5,027	5,579	11.0
Net financial charges	(1,446)	(1,430)	(209)	-85.4
Interest charges	(1543)	(1,528)	(1,170)	-23.4
Fair value of Acciona's put option	113	113	970	758.4
Other	(16)	(15)	(9)	-43.4
Net income from equity investments using equity method	27	27	21	-22.2
ЕВТ	3,866	3,624	5,391	44.8
Income tax	(819)	(740)	(1,333)	80.1
Net income (continuing operations)	3,047	2,884	4,058	40.7
Net income (discontinued operations)	226	235	(84)	-135.7
Net income (including third parties)	3,273	3,119	3,974	27.4
Minorities	(422)	(380)	(450)	18.4
Group net income	2,851	2,739	3,524	28.7



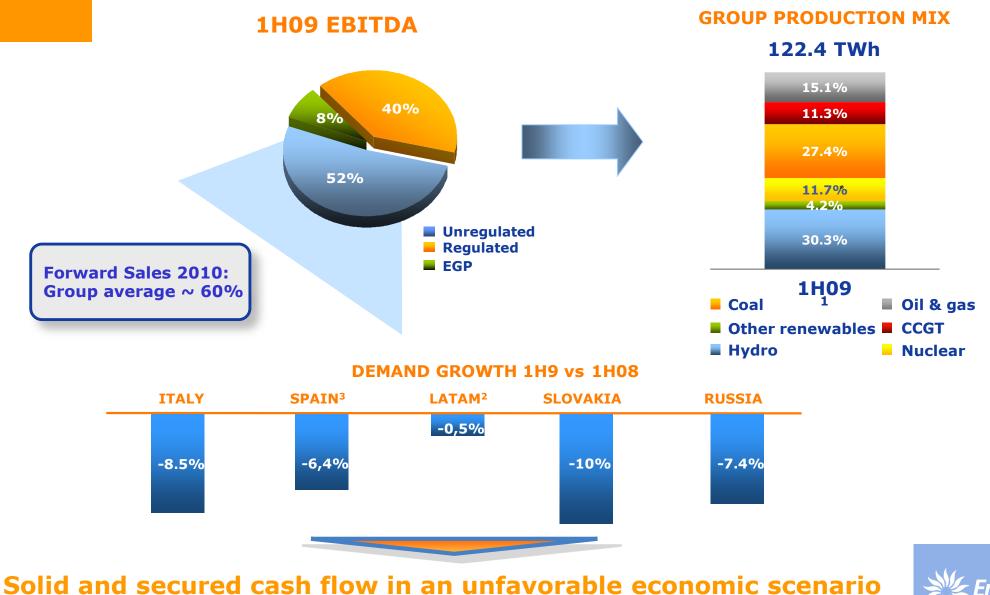
# **Group** EBITDA breakdown: 1H2008 pro-forma

€mn	1H08	1H08 pro-forma	1H09	%
G&EM - Italy	2,021	1,633	1,877	14.9
Market - Italy	291	295	160	-45.8
I&N - Italy	2,008	1,926	2,016	4.7
International	580	547	698	27.6
Iberia&Latam	2,436	2,332	2,416	3.6
Enel Green Power	-	521	620	19.0
S&H <sup>1</sup>	69	68	152	123.5
Total	7,405	7,322	7,939	8.4



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### **Group** EBITDA: regulated/unregulated activities





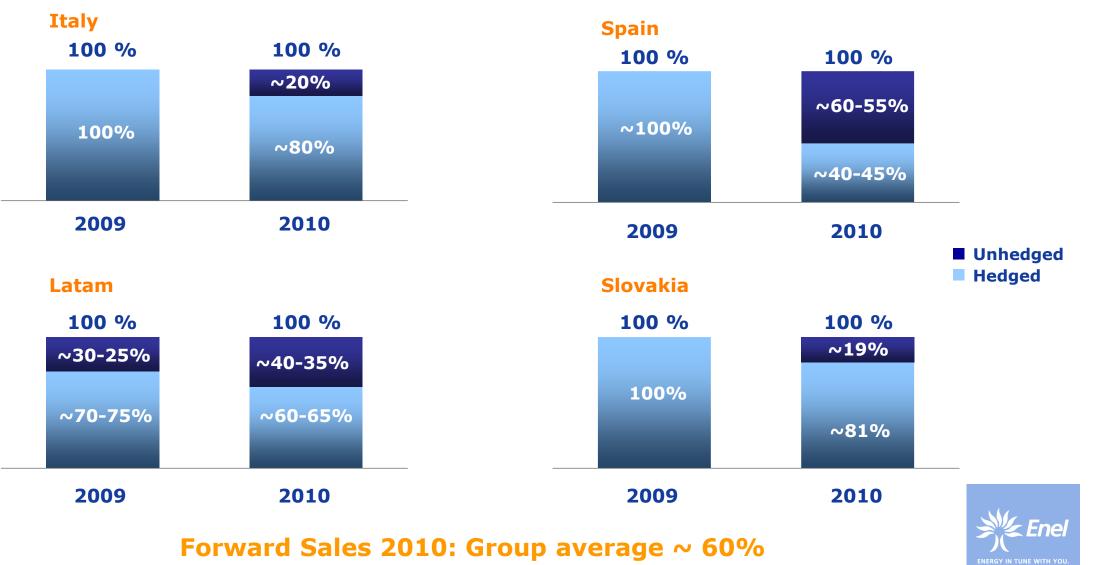
1. Endesa production consolidated at 67%. Oil & gas production includes Endesa's extrapeninsular cost-plus remunerated capacity.

2. Countries where Endesa operates, Ebitda weighted.

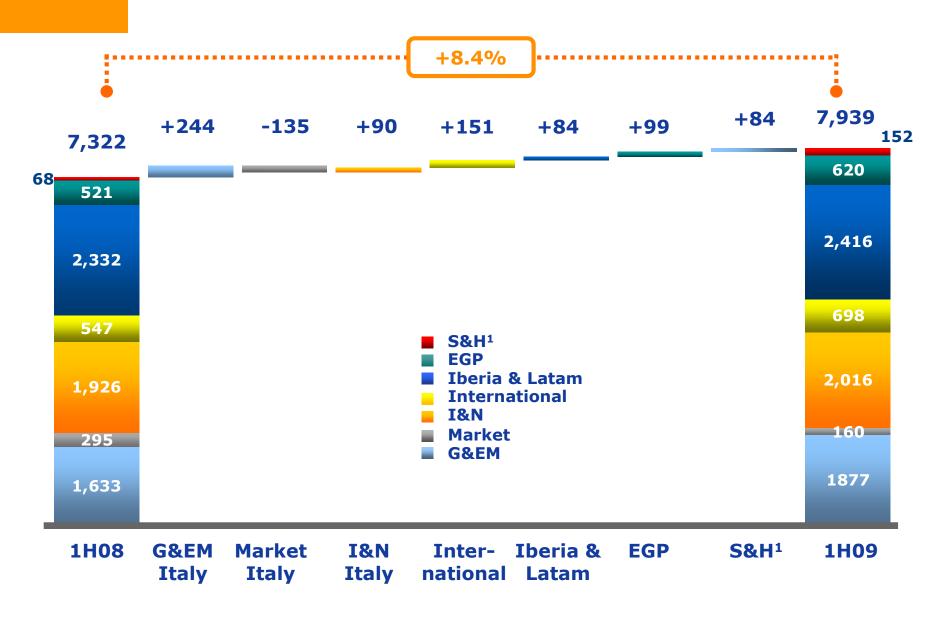
3. Peninsular demand growth.

# **Focus** on forward electricity sales

Level of total production hedged (%)



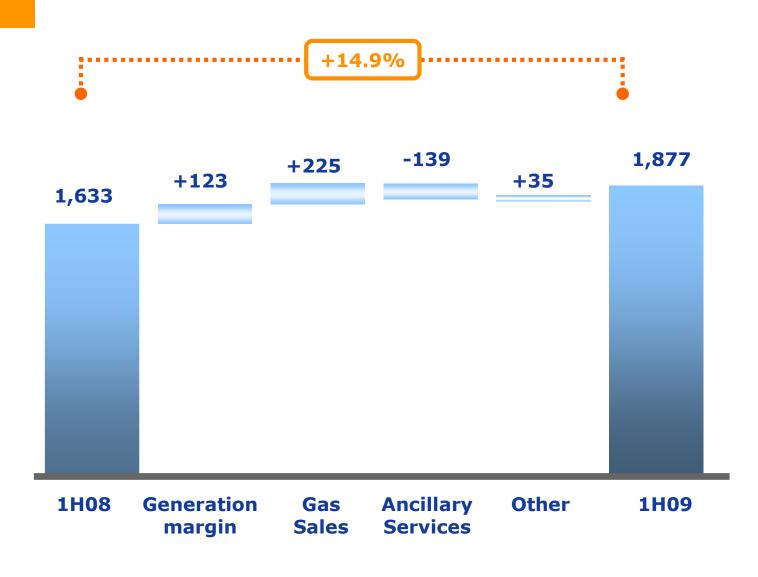
# **Group** EBITDA evolution (€mn)



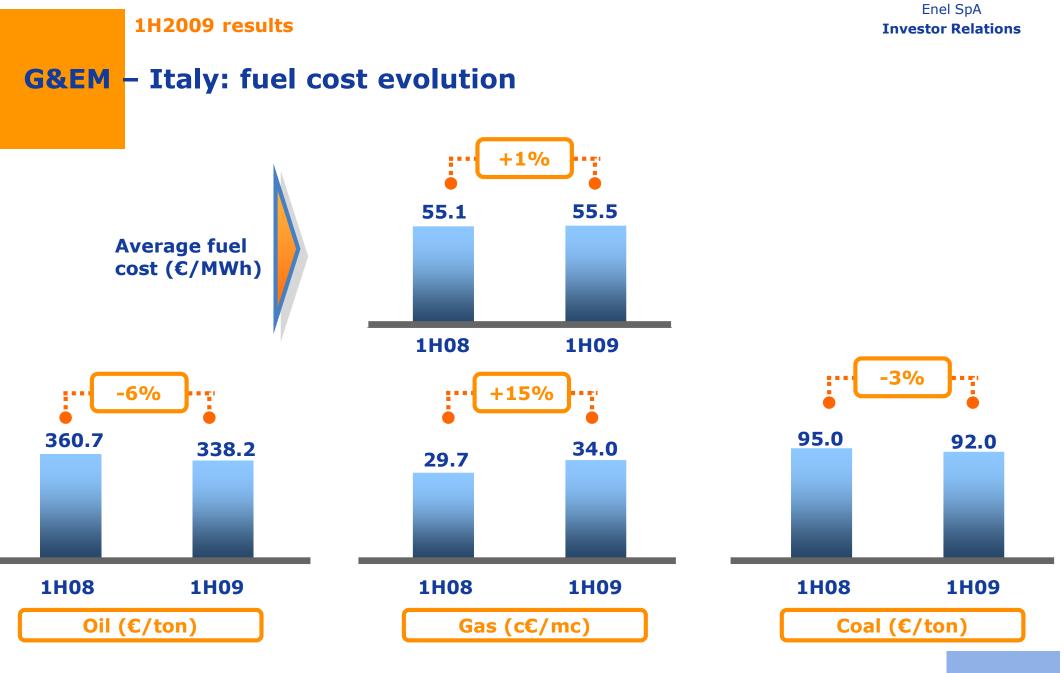


1. Including the Engineering and Innovation division

# **EBITDA** evolution - G&EM Italy (€mn)

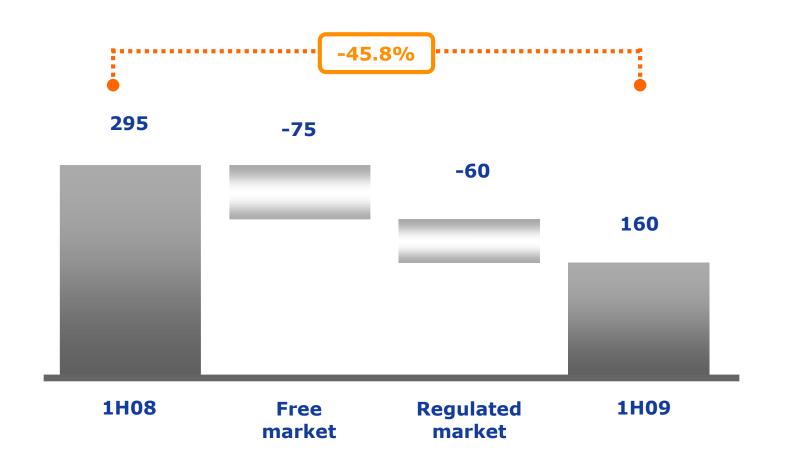






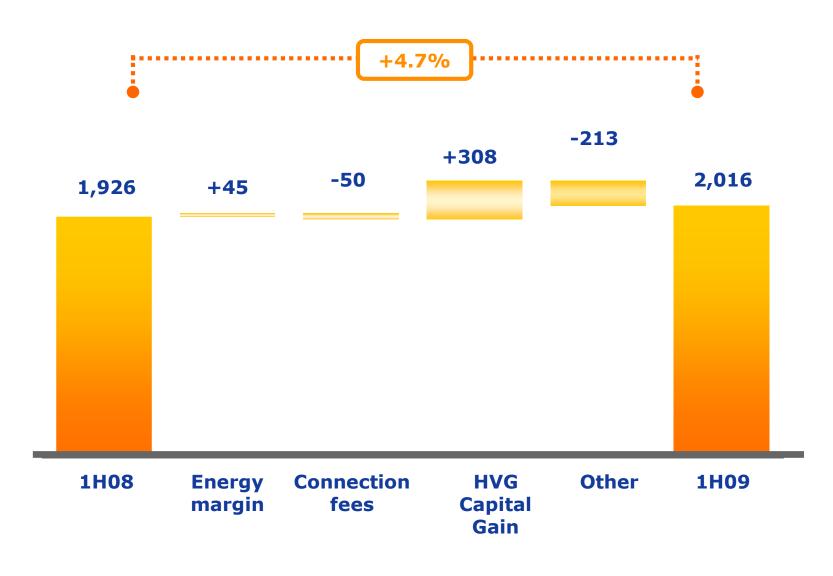


### **EBITDA** evolution - Market Italy (€mn)



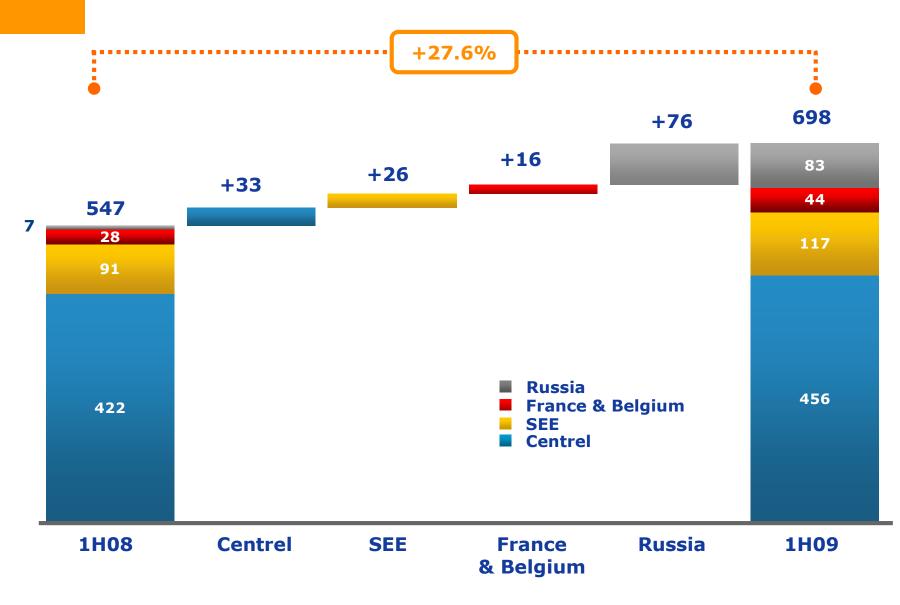


### **EBITDA** evolution - I&N Italy (€mn)





### **EBITDA** evolution - International (€mn)





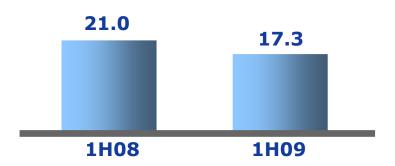


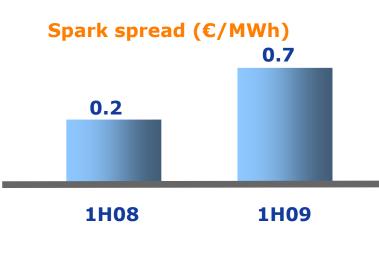


2. Rub/Eur exchange rate as of June 30, 2009

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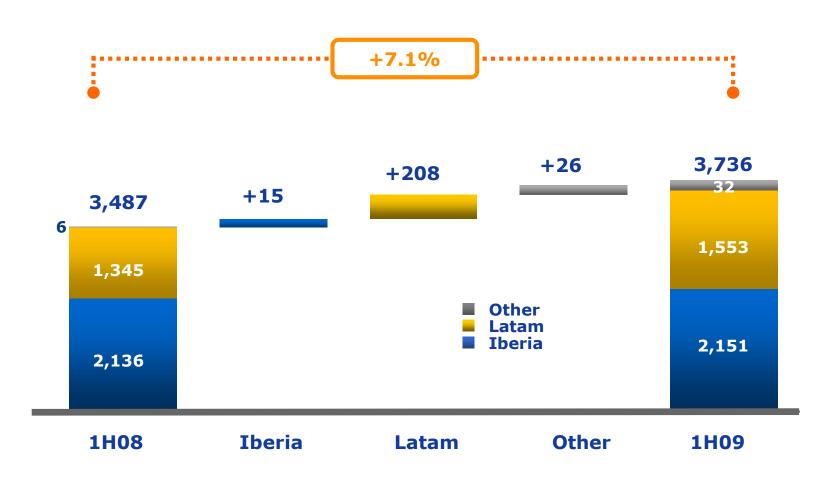
**Production (TWh)** 







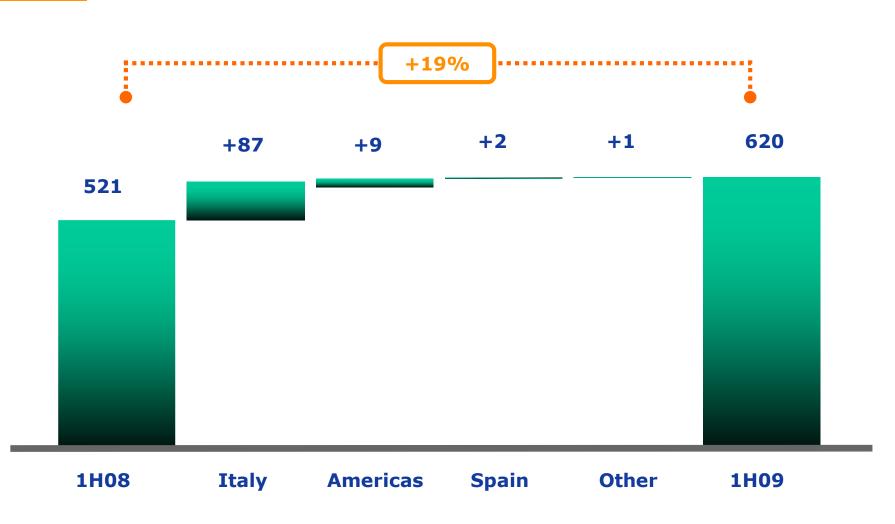
### **EBITDA** evolution: focus on Endesa<sup>1</sup>





1. 100% Endesa results as released on July 28, 2009. Endesa's GAAP

# **EBITDA** evolution: focus on Enel Green Power (€mn)

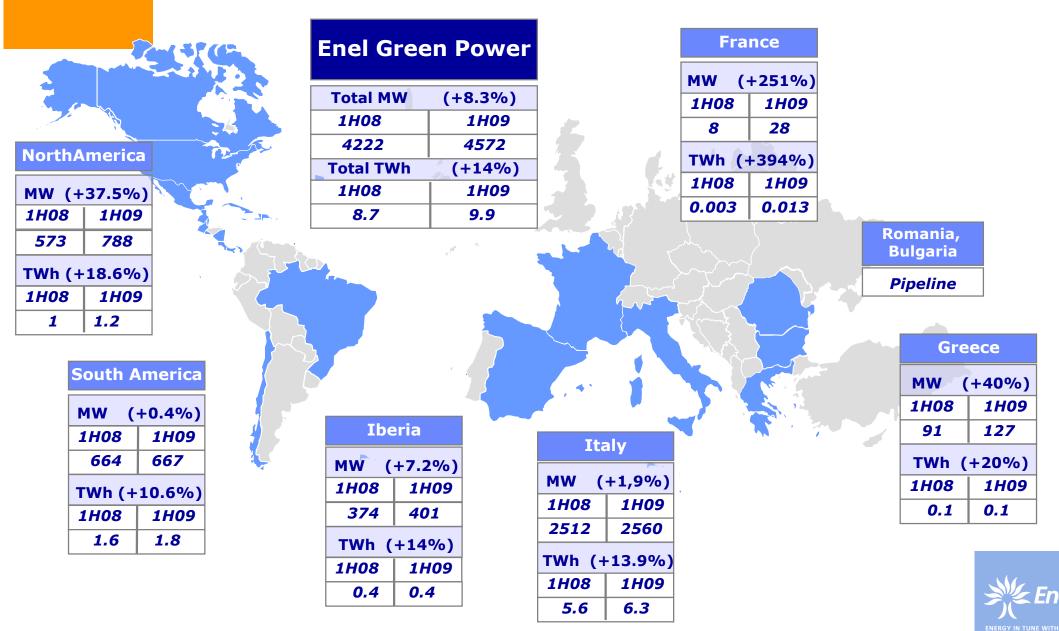




#### Enel SpA Investor Relations

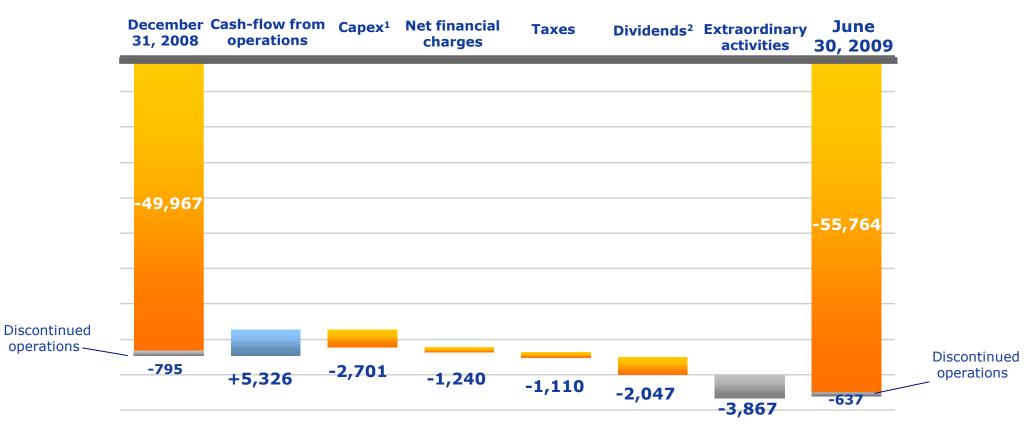
#### 1H2009 results

# **Enel** Green Power Capacity & Production<sup>1</sup>



### **Net debt evolution (€mn)**







- 1. Including investment of assets to be disposed equal to 111 mn€.
- 2. Including dividends relating to minorities.
- 3. Net variation calculated on continuing operations.

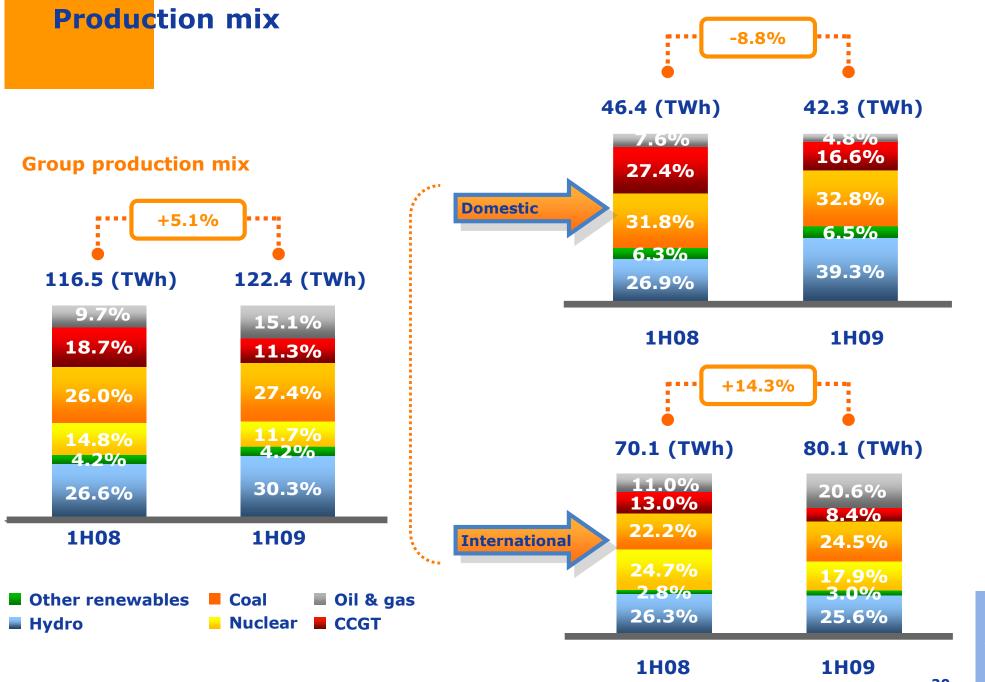
Enel SpA Investor Relations

# Agenda

- 2009 interim results
- Annexes



#### **1H2009 results - Operational annexes**



Enel

**1H2009 results - Operational annexes** 

### **1H200**9 group installed capacity: breakdown by source and location

MW	Hydro	RES - other	Nuclear	Coal	CCGT	Oil & gas ST/OCGT	TOTAL
Italy	14,430	1,051	-	6,200	5,946	12,698	40,325
Iberia	4,794	1,174	3,642	5,804	2,197 <sup>1</sup>	<b>6,323</b> <sup>2</sup>	23,934
Centrel	2,329	-	1,712	1,254	-		5,295
SEE	10	<b>166</b> <sup>3</sup>		748	-		924
Americas	9,597	525		538	3,920	2,159	16,739
Russia	-			3,623		4,575	8,198
TOTAL	31,160	2,916	5,354	18,167	12,063	25,755	95,415



1. Including 123 MW of installed capacity in Morocco

2. Including 1,068 MW of installed capacity in Ireland

3. Including 28 MW other renewable capacity in France

**1H2009 results - Operational annexes** 

### **1H200**9 group net production: breakdown by source and location

GWh	Hydro	RES - other	Nuclear	Coal	CCGT	Oil & gas ST/OCGT	TOTAL
Italy	16,621	2,719	-	13,893	7,030	2,042	42,305
Iberia	3,920	1,524	7,684	7,174	1,843 <sup>1</sup>	3,999 <sup>2</sup>	26,144
Centrel	2,404	-	6,643	1,269	-		10,316
SEE	11	134 <sup>3</sup>	-	1,720	-		1,865
Americas	14,148	726	-	757	4,920	3,947	24,498
Russia	-	-	-	8,735	-	8,550	17,285
<b>TOTAL</b> 1. Including 288GWI	37,104	5,103	14,327	33,548	13,793	18,538	122,413



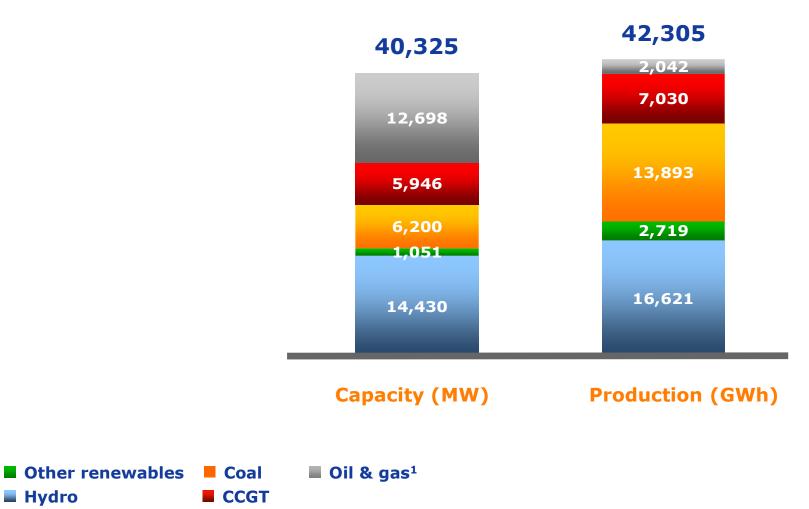
1. Including 288GWh of net production in Morocco

2. Including 248 GWh of net production in Ireland

3. Including 13GWh of net production in France

#### **1H2009 results - Operational annexes**

#### **Generation mix - Italy**



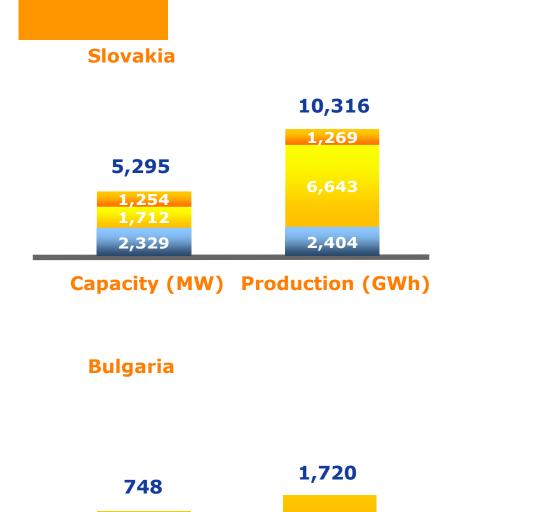


1. Including turbogas

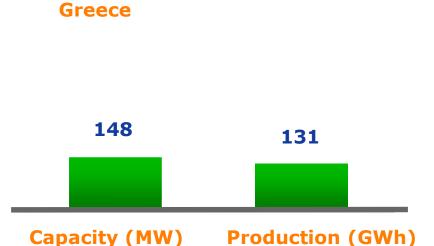
Hydro

1H2009 results - Operational annexes

#### **Generation mix - Centrel & South Eastern Europe**



**Capacity (MW) Production (GWh)** 

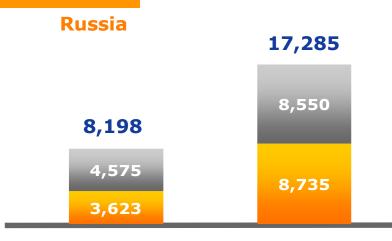


Other renewables
 Coal
 Hydro
 Nuclear



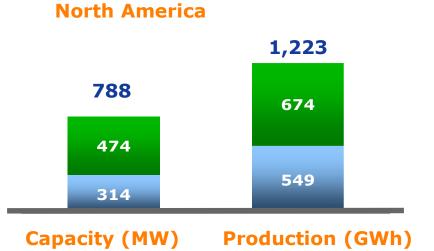
1H2009 results - Operational annexes

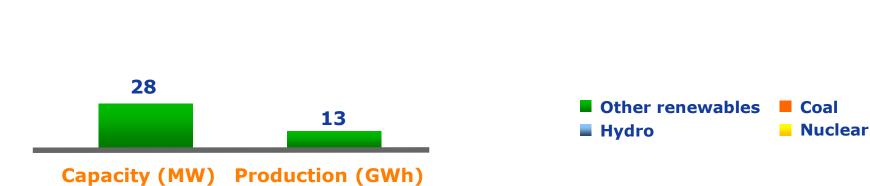
### **Generation mix – Russia, North America & France**



Capacity (MW) Production (GWh)

France



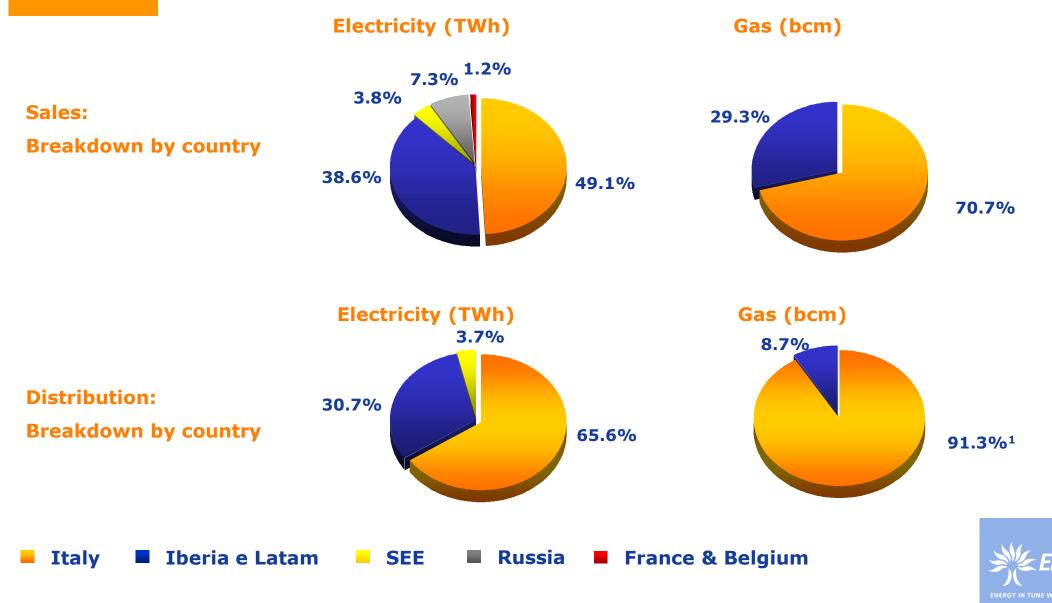






#### 1H2009 results - Operational annexes

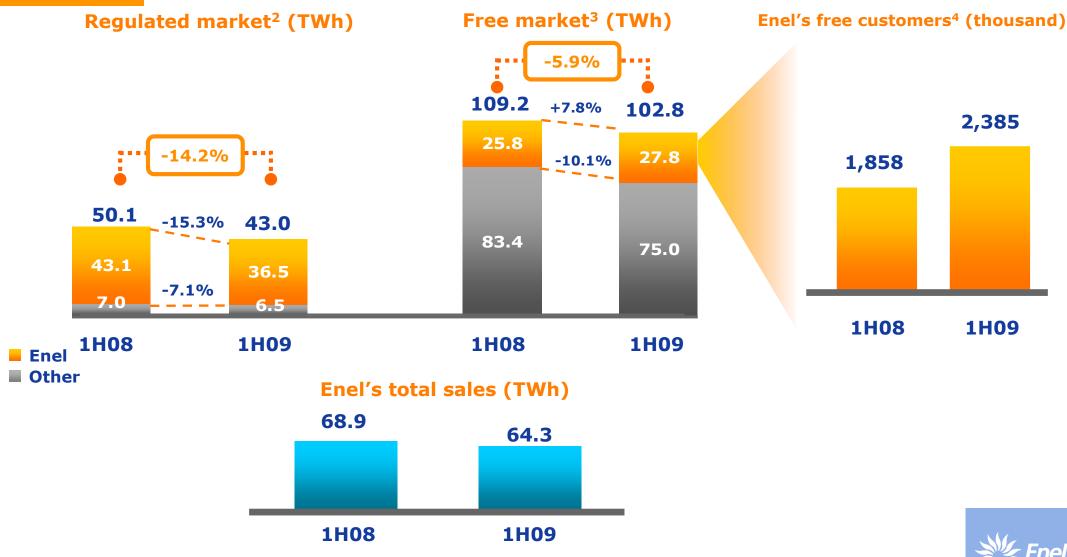
#### **Electricity and gas**



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1H2009 results - Operational annexes

#### **Italian** electricity sales market<sup>1</sup>

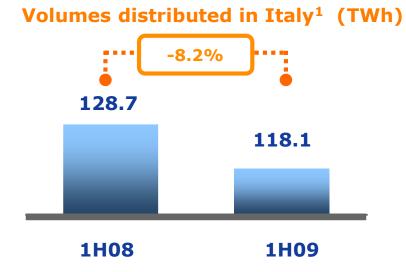


- 1. Excluding losses on the grid. Other operators' data are Enel's estimates based on Single Buyer figures
- 2. 'Maggior tutela & salvaguardia' up to April 30, 2008
- 3. Including self-consumption and, since May 2008, sales to "salvaguardia" customers
- 4. Including dual energy customers



#### 1H2009 results - Operational annexes

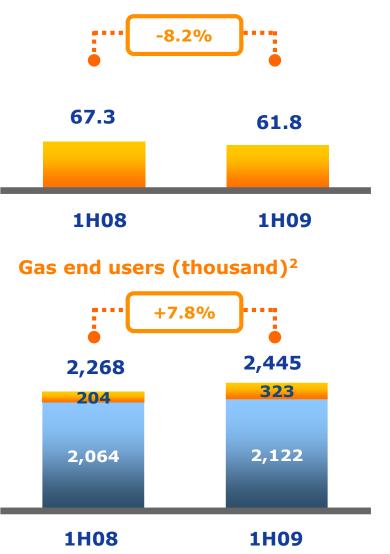
# **Enel's** electricity and gas distribution



Volumes distributed (bcm)<sup>2</sup>







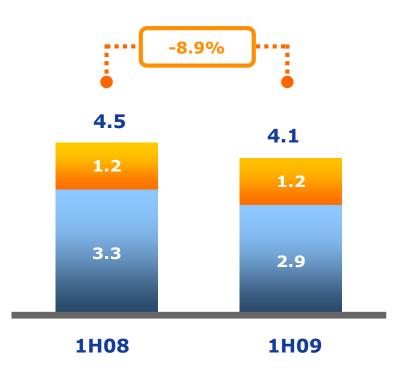
1. 1H08 restated

2. Including assets held for sale

#### **1H2009** results - Operational annexes

### Enel's gas sales

Volumes sold (bcm)



#### **Customers (thousand)**<sup>1</sup>

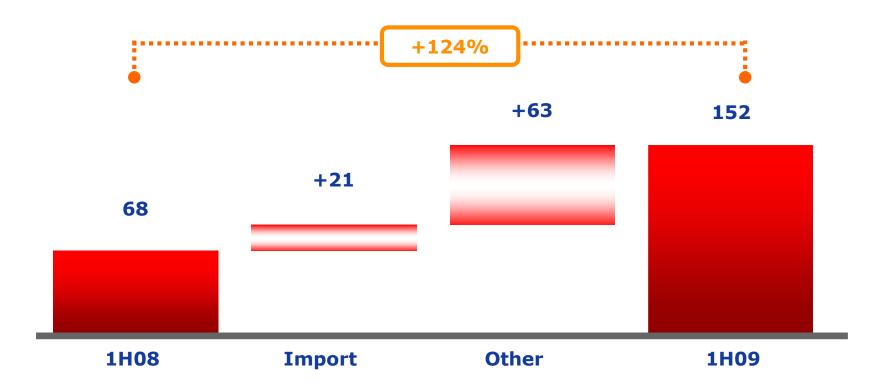




ItalyInternational

1H2009 results – Financial annexes

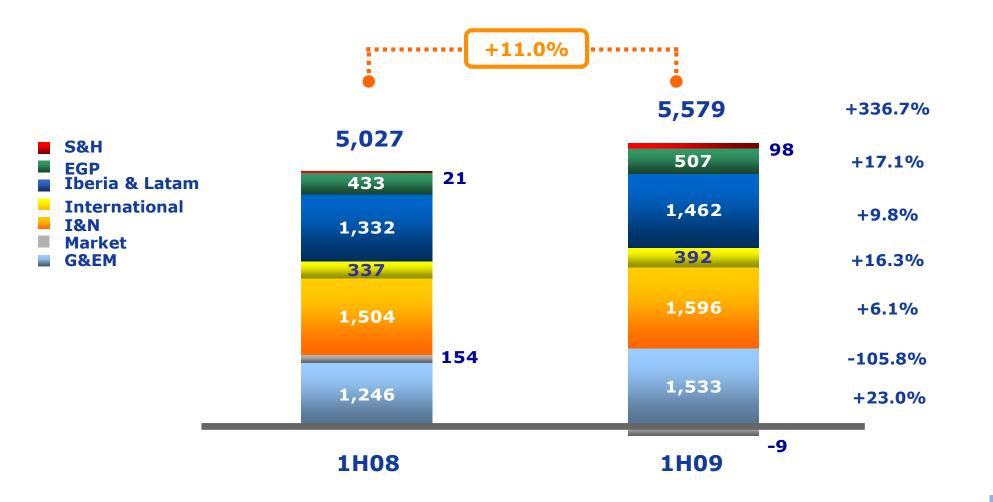
# **EBITDA** evolution - Services & Holding<sup>1</sup> (€mn)





#### 1H2009 results – Financial annexes

### **EBIT by business area (€mn)**





## **Balanc**e sheet

€mn	December 31, 2008	June 30,2009	%
Net financial debt	49,967	55,764	+12
Shareholders' equity	26,295	40,837	+55
Net capital employed	76,262	96,601	+27



#### **Debt structure**

- Average debt maturity: 5 years and 4 months
- Average cost of debt: 4.6%<sup>1</sup>
- (Fixed+hedged)/Total long-term debt: 62%
- (Fixed+hedged)/Total net debt: 55%
- Rating: S&P's = A-/A-2 Outlook stable; Moody's = A2/P-1 Outlook negative Fitch = A-/F2 Outlook stable

€mn	December 31, 2008	June 30, 2009	%
Long-term	48,154	48,479	+0.7
Short-term <sup>2</sup>	8,577	12,956	+51.1
Cash <sup>3</sup>	-6,764	-5,671	-16.2
Net debt	49,967	55,764	+11.6



2. Including current maturities of long-term debt

3. Including factoring and other current receivables



# **Enel's** group financial debt evolution as of June 30, 2009

€mn	Enel Group (exc	luding Endesa)	Ende	sa <sup>1</sup>	<u>Group - Total</u>
	12.31.2008	06.30.2009	12.31.2008	06.30.2009	06.30.2009
Bank loans – maturities > 12m	25,867	20,852	3,525	8,056	28,908
Bonds – maturities > 12m	16,604	16,684	3,644	5,643	22,327
Preferred shares > 12m	-	-	973	1,457	1,457
Other loans – maturities > 12m	158	269	274	320	589
Financial receivables – maturities > 12m	-373	-507	-2,518	-4,295	-4,802
Total net LT debt - maturities > 12m	42,256	37,298	5,898	11,181	48,479
Bank loans – maturities < 12m	281	2,782	309	853	3,635
Bonds – maturities < 12m	431	555	1,933	823	1,378
Preferred shares < 12m	-	-	-	-	-
Other loans – maturities < 12m	24	29	132	230	259
Financial receivables – maturities < 12m	-11	-13	-513	-855	-868
Total net LT debt - maturities < 12m	725	3,353	1,861	1,051	4,404
Other ST bank debt	1,410	1,195	168	259	1,454
Commercial paper	2,425	3,503	1,367	2,651	6,154
Other ST financial debt	97	76	-	-	76
ST debt	3,932	4,774	1,535	2,910	7,684
Factoring receivables	-367	-296	-	-	-296
Other ST financial receivables	-402	-374	-292	-666	-1,040
Cash at banks and marketable securities	-1,969	-1,768	-3,210	-1,699	-3,467
Total net ST debt (incl. current maturitie	es) 1,919	5,689	-106	1,596	7,285
Net financial debt	44,175	42,987	5,792	12,777	55,764



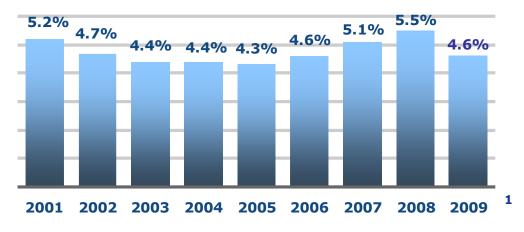
# **Enel's** group financial debt by subsidiary as of June 30, 2009

€mn	Enel SpA	Endesa	EFI	EIH	Slovenské	EP	P ED	Other	Total
Bonds	13,765	6,466	2,606	522	194	-	-	152	23,705
Bank loans	12,787	8,909	7,073	-	58	742	1,647	1,327	32,543
Preferred shares	-	1,457	-	-	-	-	-	-	1,457
Other loans	(6)	(4,600)	-	-	-	(6)	(17)	(193)	(4,822)
Commercial pape	er -	2,651	3,503	-	-	-	-	-	6,154
Other	723	(2,106)	(29)	(151)	(99)	(1)	(247)	(1,363)	(3,273)
Total	27,269	12,777	13,153	371	153	735	1,383	(77)	55,764



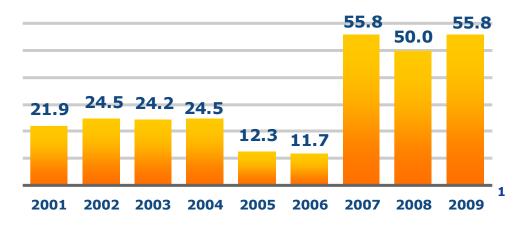
#### 1H2009 results – Financial annexes

### **Enel's** group financial debt

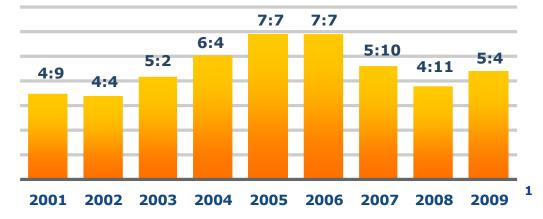


#### Average cost of debt

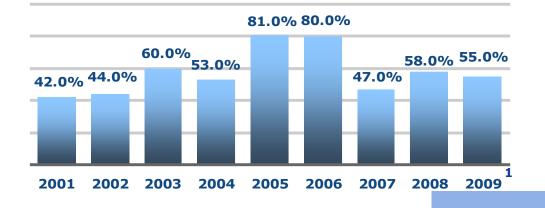








#### Fixed + Hedged/Total net debt



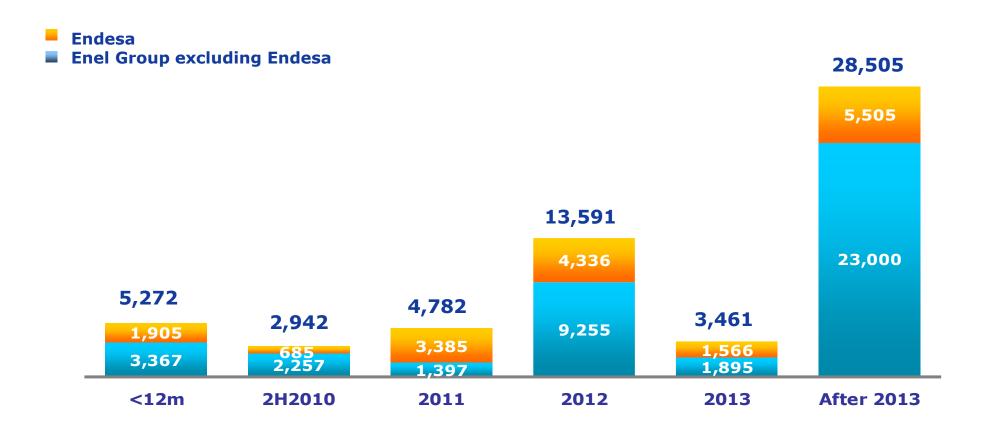
ENERGY

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### **Enel lo**ng-term debt maturity profile (€mn)<sup>1</sup>





## **Enel G**roup liquidity analysis excluding Endesa (€mn)

		June 30, 2009	
	Amount	Outstanding	Available
36M credit facility for Endesa acquisition	2,506	2,506	-
60M credit facility for Endesa acquisition	7,828	7,828	-
2009 credit facility for Endesa acquisition (2014)	5,500	5,500	
2009 credit facility for Endesa acquisition (2016)	2,500	2,500	
Other committed credit lines <sup>1</sup>	7,375	2,350	5,025
Total committed credit lines	25,709	20,684	5,025
Other short-term bank debt – uncommitted lines	1,066	580	486
Total credit lines	26,775	21,264	5,511
Commercial paper issued by EFI SA	4,000	3,513	487
Total credit lines + CP	30,775	24,777	5,998
Cash and cash equivalents		(1,768)	1,768
Total liquidity	30,775	23,009	7,766



# **Endesa** liquidity analysis (€mn)

		June 30,	2009
	Amount	Outstanding	Available
Total committed credit lines	9,882	2,697	7,185
Other short-term bank debt – uncommitted lines	1,388	479	909
Total credit lines	11,270	3,176	8,094
Commercial paper issued by the Endesa Group	4,000	2,661	1,339
Total credit lines + CP	15,270	5,837	9,433
Cash and cash equivalents		(1,699)	1,699
Total liquidity	15,270	4,138	11,132



#### **Generation & Energy Management - Italy**

€mn	1H08	1H08 pro-forma	1H09	%
Revenues	10,865	10,325	9,294	-10.0
EBITDA	2,021	1,633	1,877	14.9
EBIT	1,583	1,246	1,533	23.0
Сарех	527	417	376	-9.8
Headcount	6,829 <sup>1</sup>	6,829 <sup>1</sup>	6,656	-2.5



#### **1H2009 results – Financial annexes**

Market - Italy

€mn	1H08	1H08 pro-forma	1H09	%
Revenues	11,139	11,065	10,613	-4.1
EBITDA	291	295	160	-45.8
EBIT	149	154	-9	-105.8
Сарех	22	22	26	18.2
Headcount	<b>4,170</b> <sup>1</sup>	<b>4,170</b> <sup>1</sup>	4,003	-4.0



#### **Infrast**ructure & Network - Italy

€mn	1H08	1H08 pro-forma	1H09 <sup>1</sup>	%
Revenues	3,302	3,146	3,471	+10.3
EBITDA	2,008	1,926	2,016	+4.7
EBIT	1,539	1,504	1,596	+6.1
Capex	672	625	520	-16.8
Headcount	<b>20,394</b> <sup>1,2</sup>	<b>20,394</b> <sup>1,2</sup>	21,141	+2.5



2. Figure as of December 31, 2008

## **International**

€mn	1H08	1H08 pro-forma	1H09	%
Revenues	2,020	1,965	2,649	34.8
EBITDA	580	547	698	27.6
EBIT	355	337	392	16.3
Сарех	390	190	417	119.5
Headcount	<b>16,865</b> <sup>1</sup>	<b>16,865</b> <sup>1</sup>	16,312	-3.3



#### **1H2009 results – Financial annexes**

# Iberia & Latam

€mn	1H08	1H08 pro-forma	1H09	%
Revenues	8,631	8,180	7,149	-12.6
EBITDA	2,436	2,332	2,416	3.6
EBIT	1,637	1,332	1,462	9.8
Сарех	949	896	894	-0.2
Headcount	<b>17,827</b> <sup>1</sup>	<b>17,827</b> <sup>1</sup>	26,787	50.3



#### **Enel Green Power**

€mn	1H08	1H08 pro-forma	1H09	%
Revenues	-	852	863	1.3
EBITDA	-	521	620	19.0
EBIT	-	433	507	17.1
Сарех	-	364	326	-10.4
Headcount	-	2,432 <sup>1</sup>	2,693	10.7



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# Services & Holding<sup>1</sup>

€mn	1H08	1H08 pro-forma	1H09	%
Revenues	1,431	1,430	1,322	-7.6
Holding	337	337	356	5.6
Services & other	554	553	<b>509</b>	-8.0
Engineering & Innovation	540	540	457	-15.4
EBITDA	69	68	152	123.5
Holding	(21)	(21)	54	n.m.
Services & other	81	81	89	9.9
<b>Engineering &amp; Innovation</b>	5	5	13	160.0
Other & Elisions	4	3	(4)	n.m.
EBIT	22	21	98	366.7
Holding	(24)	(24)	<b>50</b>	n.m.
Services & other	38	38	40	5.3
Engineering & Innovation	4	4	12	nm
Other & Elisions	4	3	(4)	nm

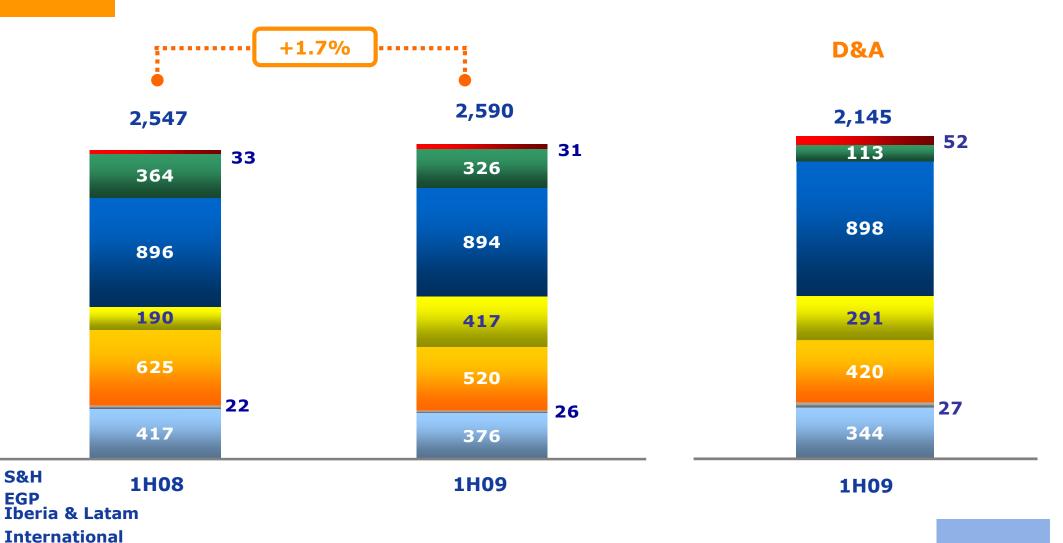
1. Including E&I

# **Services & Holding -** Continued<sup>1</sup>

€mn	1H08	1H08 pro-forma	1H09	%
Сарех	33	33	31	-6.1
Holding	5	5	-	n.m.
Services & other	28	28	31	10.7
Headcount	6,175 <sup>2</sup>	6,175 <sup>2</sup>	6,157	-0.3
Holding	749	749	716	-4.4
Services & other	4,406	4,406	4,301	-2.4
<b>Engeneering &amp; Innovation</b>	1020	1020	1,140	11.8



#### **Focus** on capex by business area(€mn)<sup>1</sup>





1. Continuing operations only

**I&N** 

Market G&EM

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