2012 Results
2013-2017 Plan

Rome - March 13, 2013

Agenda

- **2012 results** — **L. Ferraris** — **CFO**
- **2013-2017 Strategic update** — **F. Conti** — **CEO**
  - o **Strategy overview**
  - o **New assumptions**
  - o **Key priorities**
  - o **Focus on divisions**
- **Overall financial targets & Closing remarks**

2012 results

Luigi Ferraris

Financial highlights
Consolidated results

€mn	FY11	FY12	%
Revenues	79,514	84,889	+6.8
EBITDA[1]	17,605	16,738	-4.9
- recurring[1,2]	17,304	16,738	-3.3
EBIT[1]	11,278	7,735	-31.4
Group net income[1]	4,113	865	-79.0
Group net ordinary income[1,2]	4,061	3,455	-14.9
Net debt[3]	44,629	42,948	-3.8

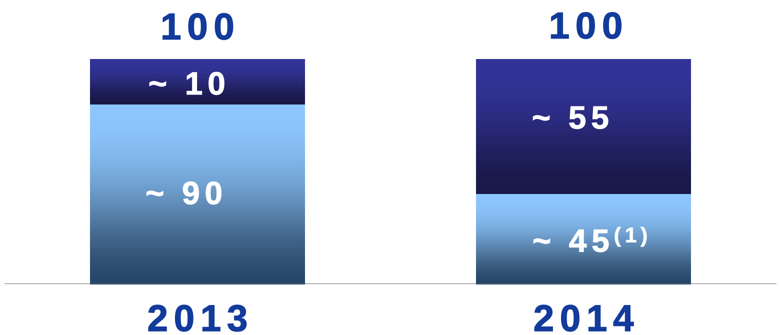
1. 2011 restated due to a change in the “white certificates” accounting policy
2. Excluding capital gains, losses and one-off items
3. Excluding net debt of assets held for sale

From EBIT to Net Income

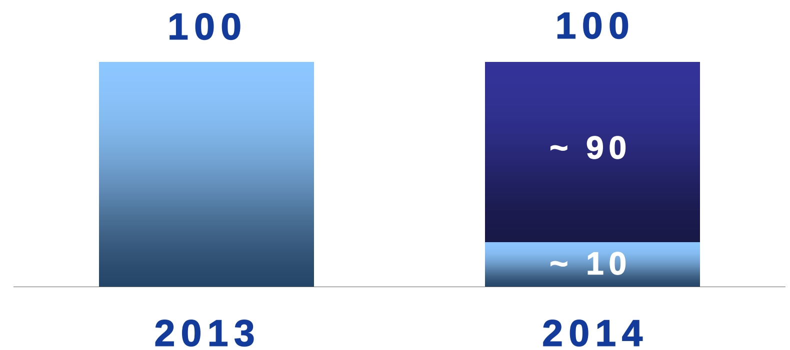
€mn	FY11	FY12	%
EBIT	**11,278**	**7,735**	**-31.4**
Net financial charges	**(3,024)**	**(3,003)**	**+0.7**
Interest charges	2,776	2,832	+1.9
Other	248	171	-29.4
Net income from equity investments using equity method	**96**	**88**	**-8.3**
EBT	**8,350**	**4,820**	**-42.3**
Income tax	**(3,027)**	**(2,745)**	**-9.3**
Net income (continuing operations & including third parties)	**5,323**	**2,075**	**-61.0**
Minorities	**(1,210)**	**(1,210)**	**-**
Group net income	**4,113**	**865**	**-79.0**

Focus on forward electricity sales
Level of total production hedged (%)

Italy

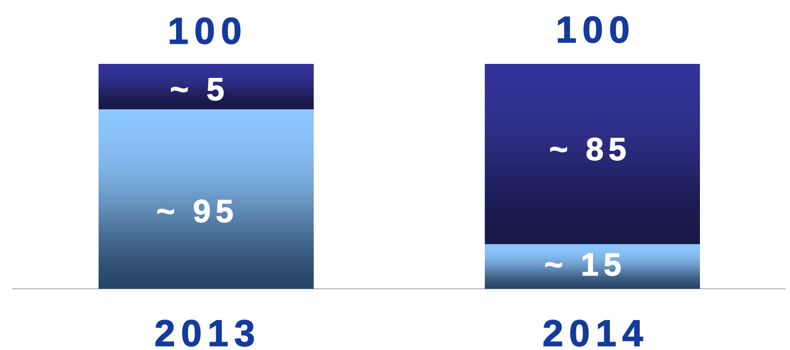


Spain[2]



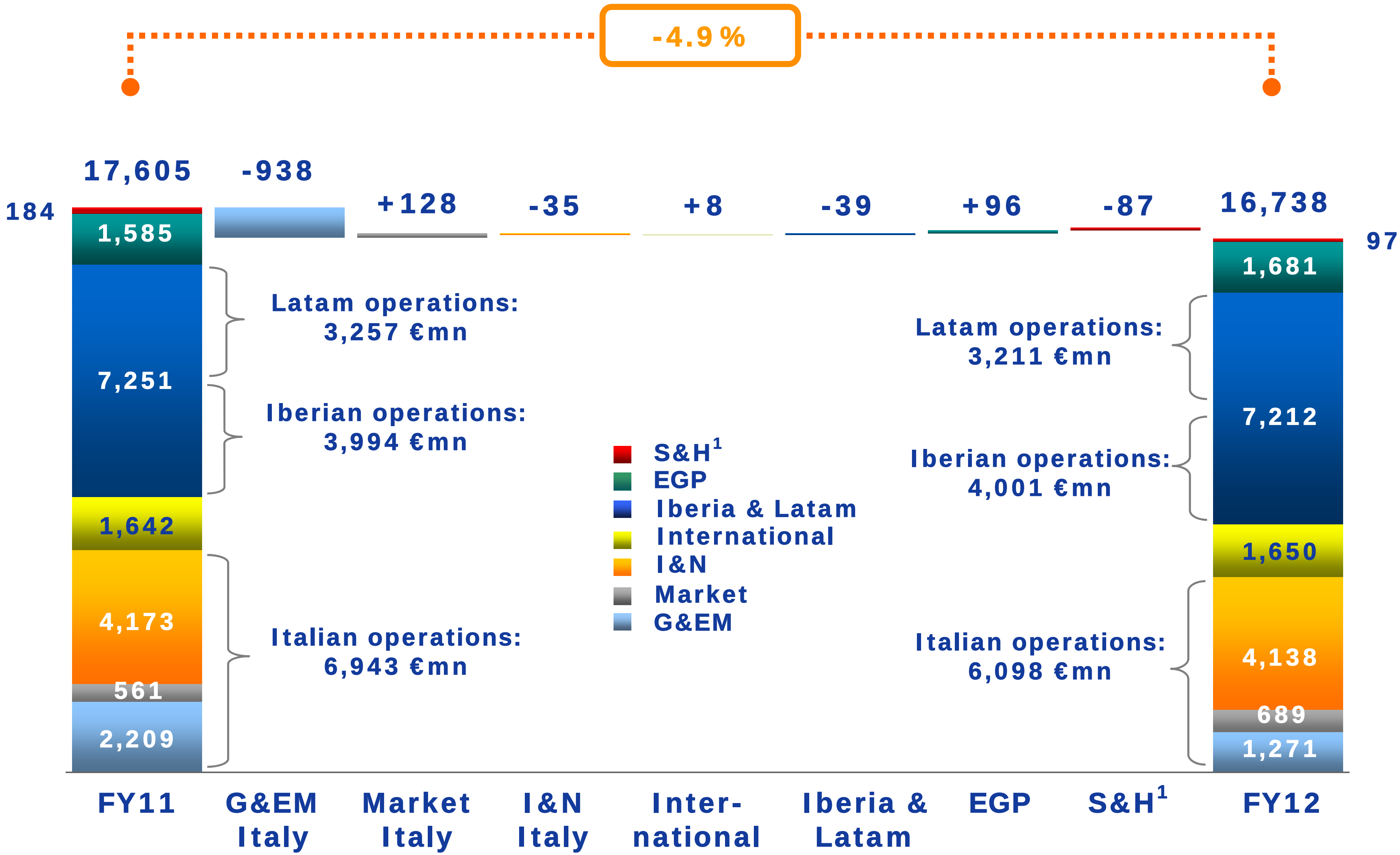
Latam

Slovakia



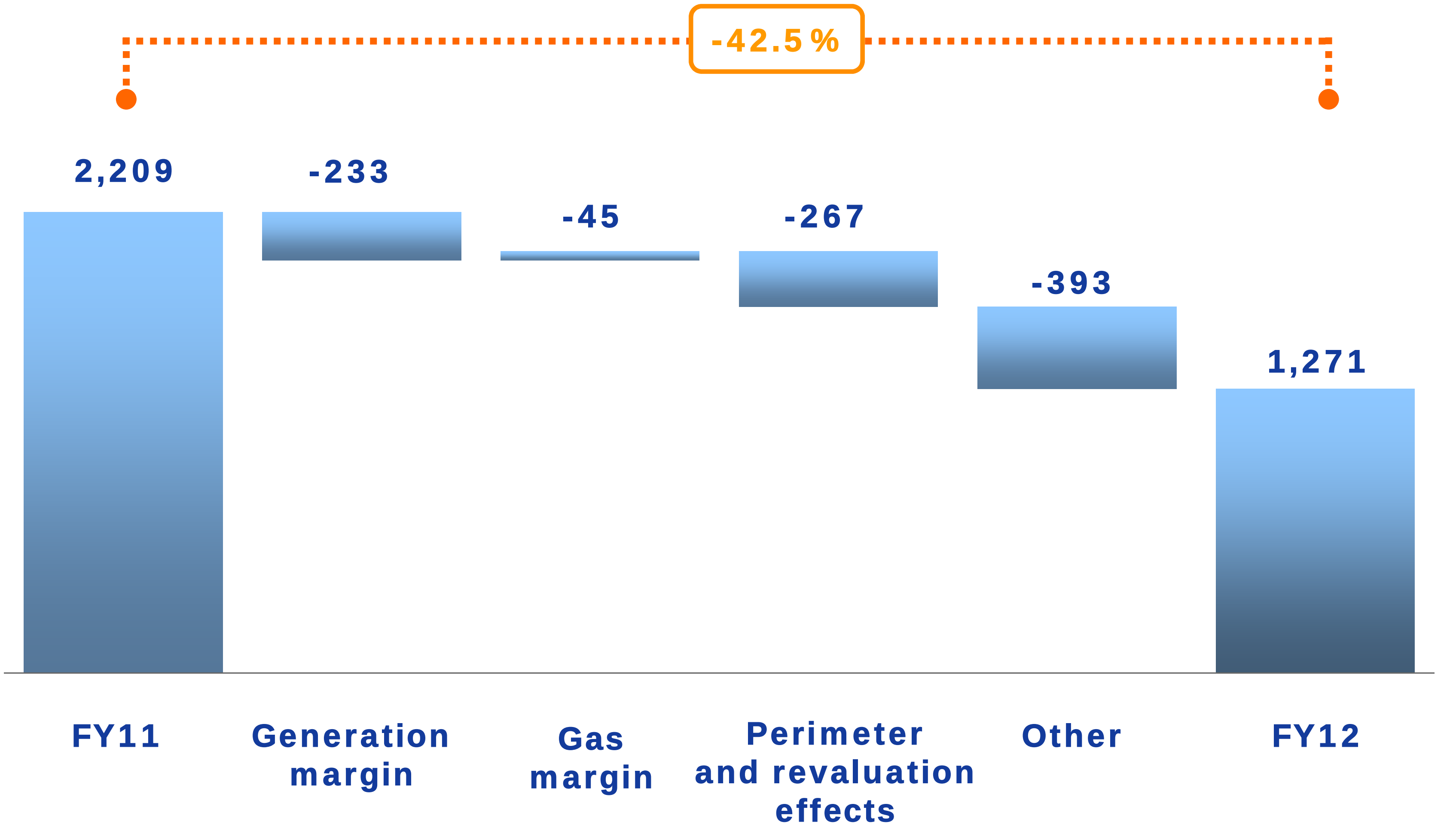
1. Including roll-over
2. Not including domestic coal output

Group EBITDA evolution (€mn)



1. Including the Engineering & Innovation division and elisions

EBITDA evolution: G&EM Italy (€mn)



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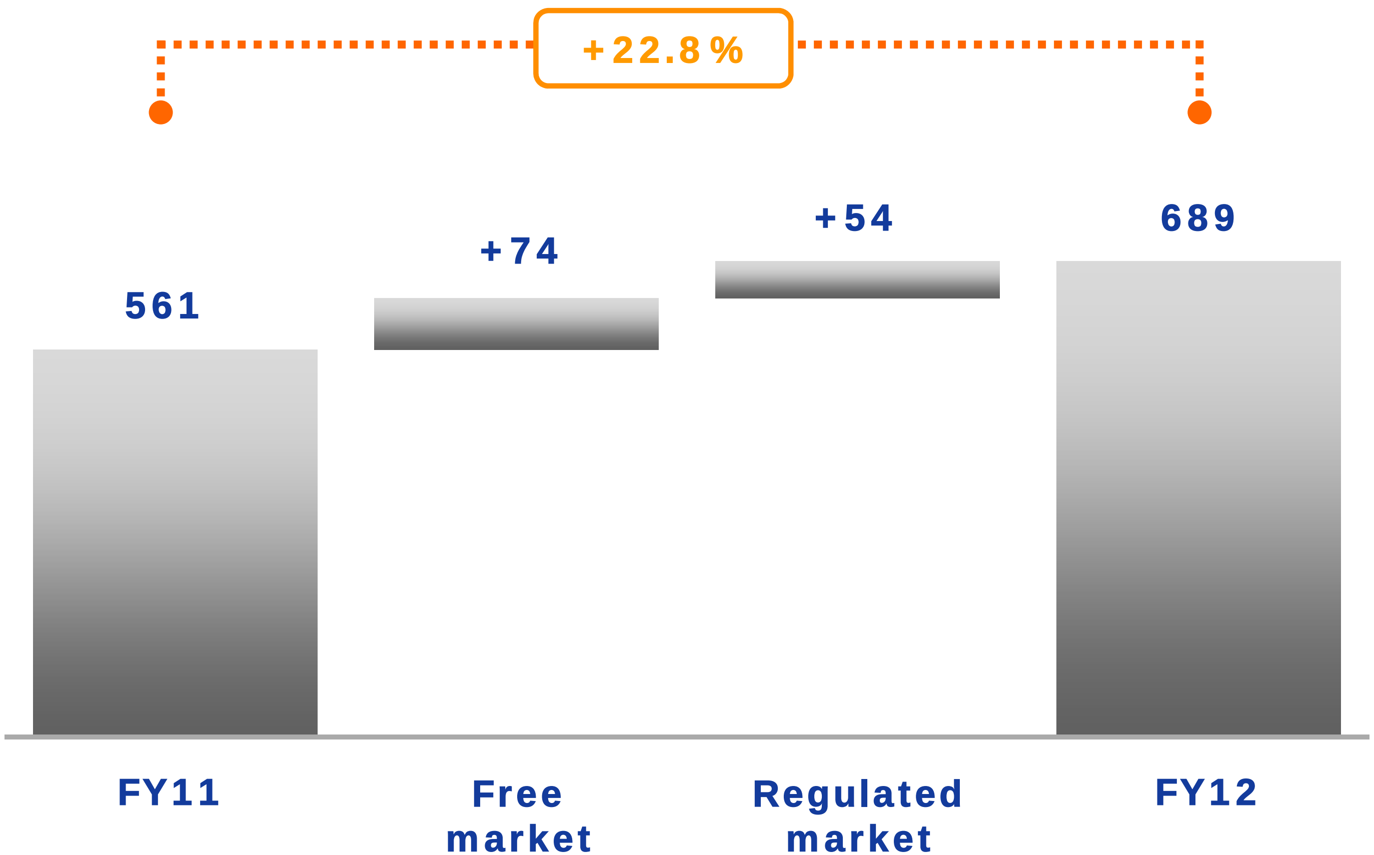
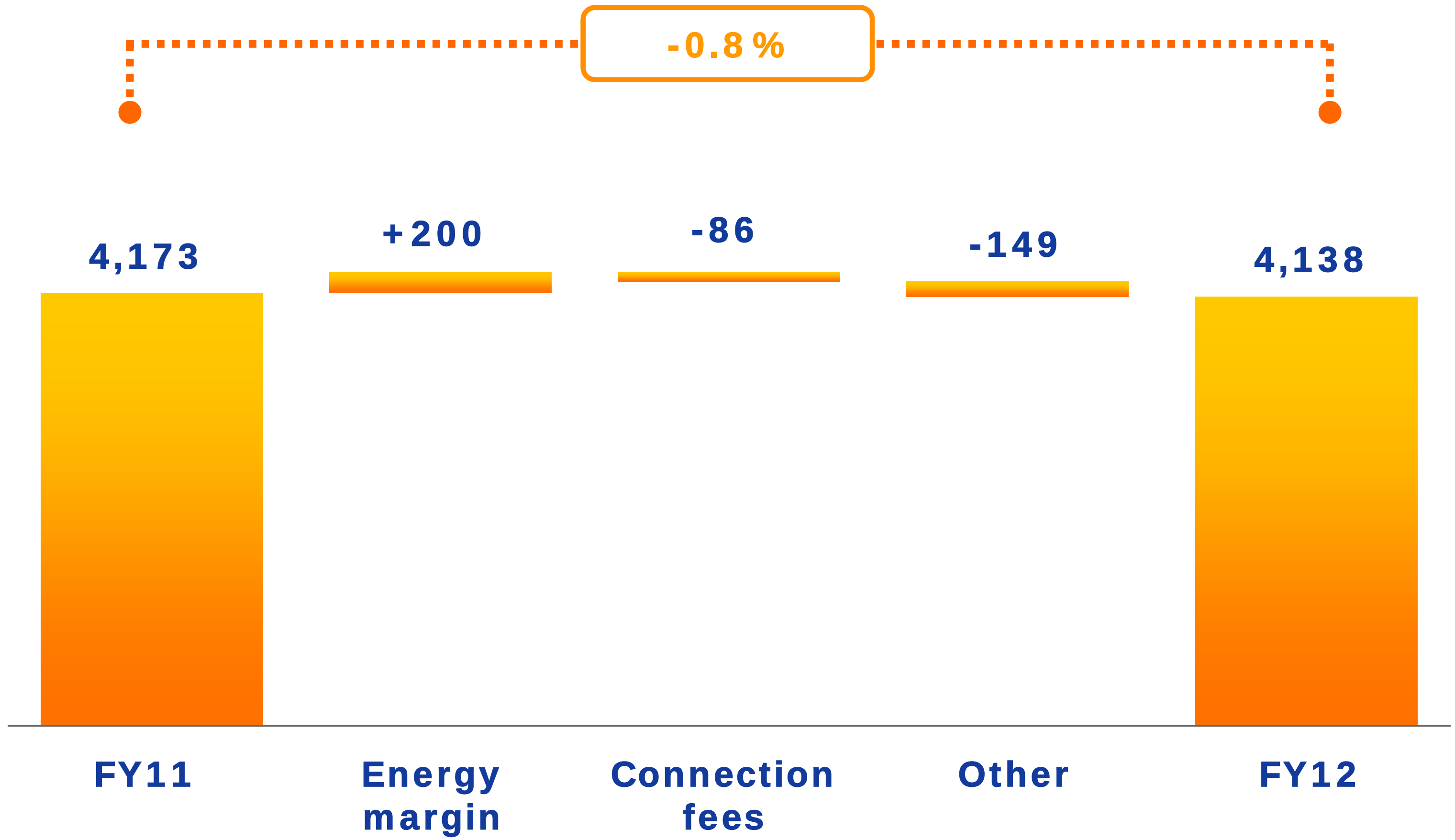
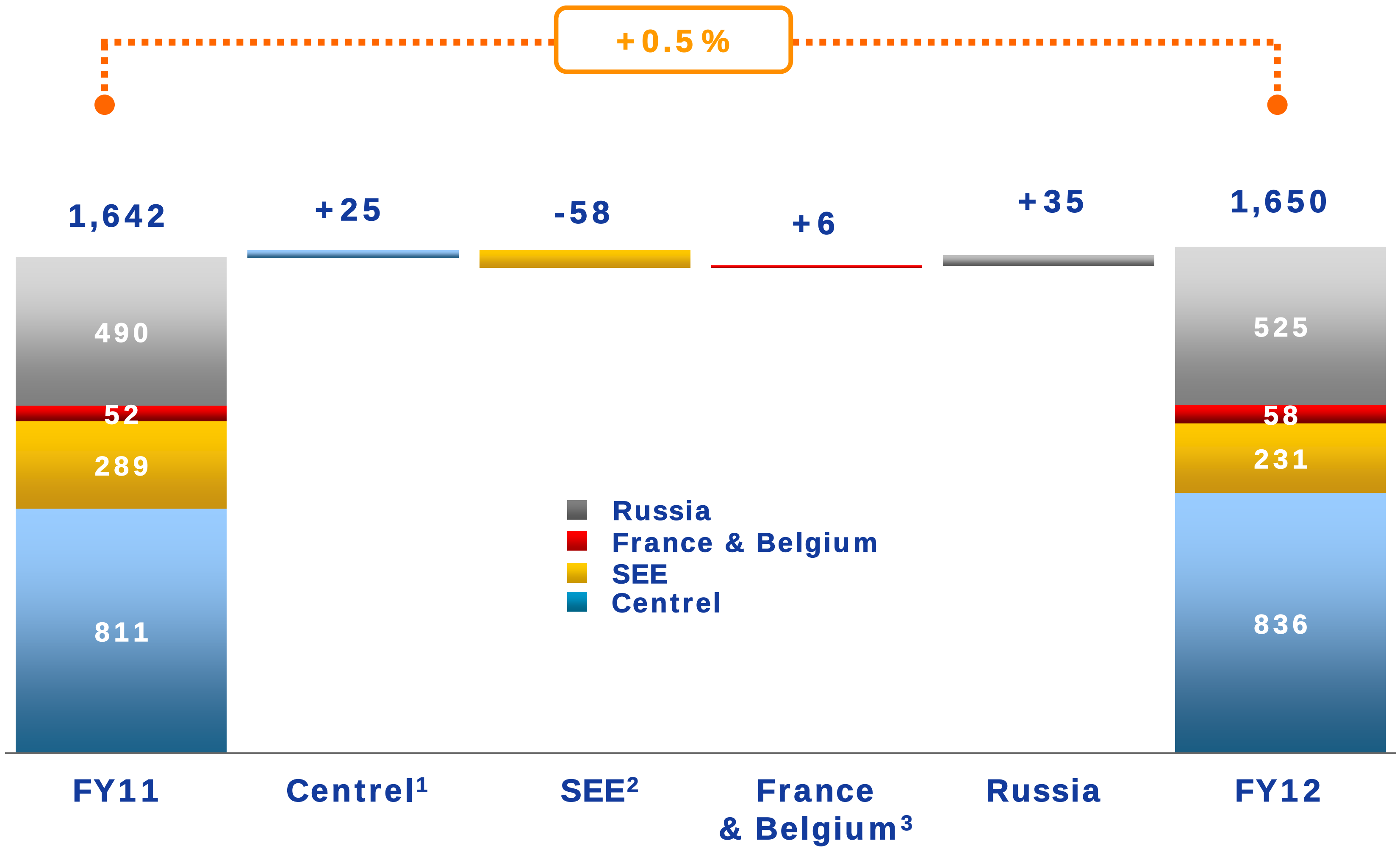
EBITDA evolution: Market Italy (€mn)



EBITDA evolution: Infrastructure & Networks Italy (€mn)

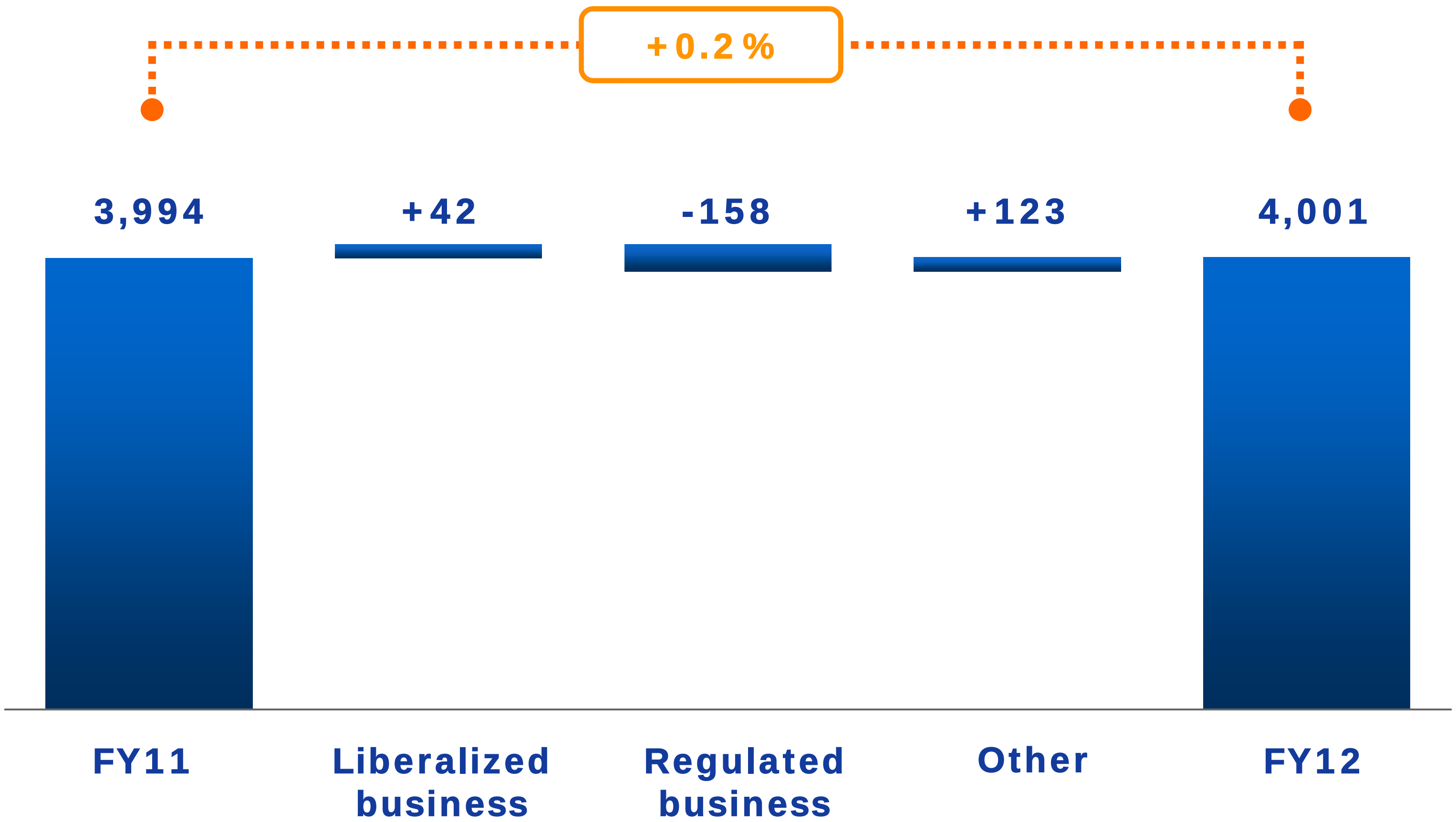


EBITDA evolution: International (€mn)



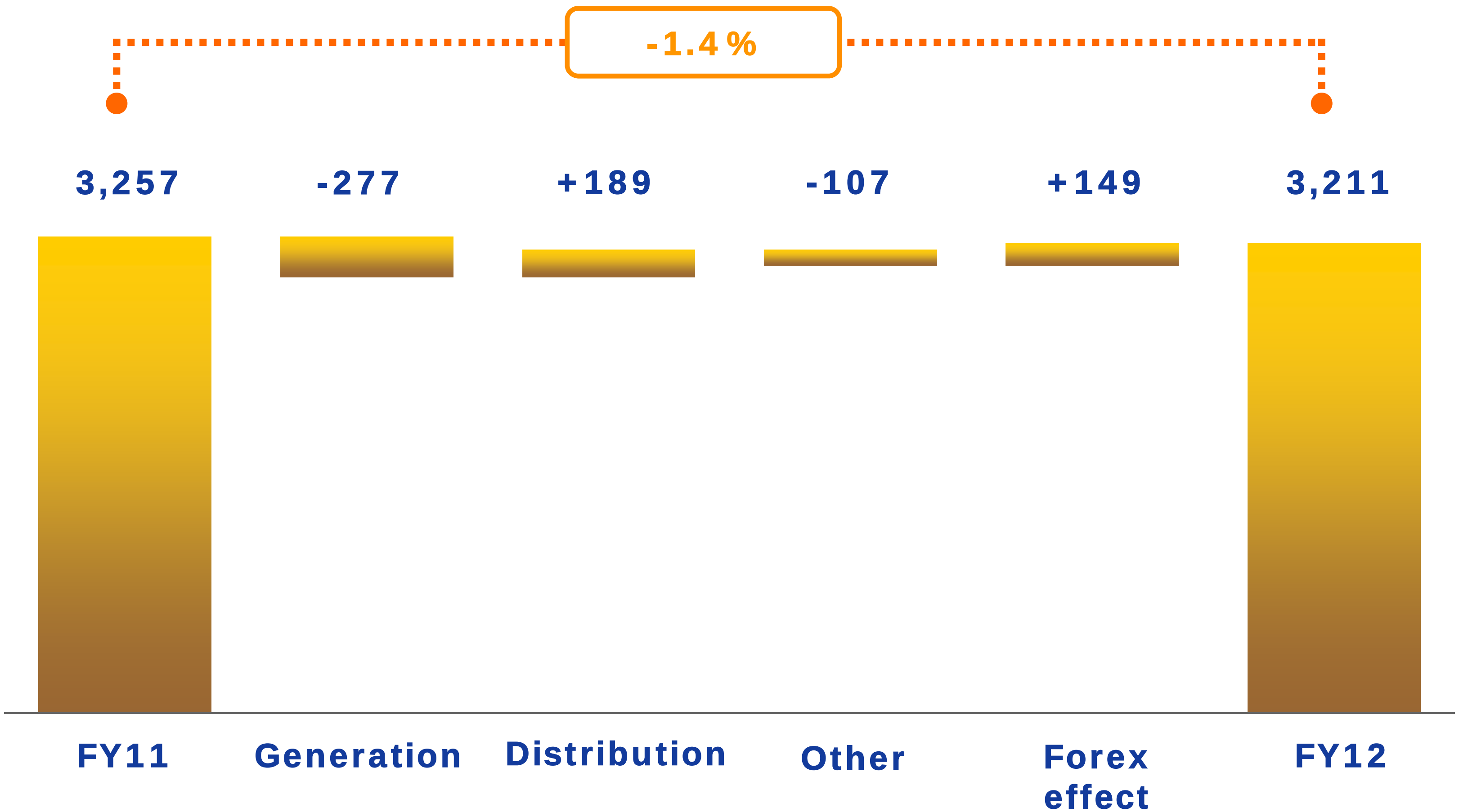
1. Slovenské Elektrárne
2. Romanian, Bulgarian and Greek operations
3. Including Enel Investment Holding

EBITDA evolution[1]: Endesa - Iberia[2] (€mn)



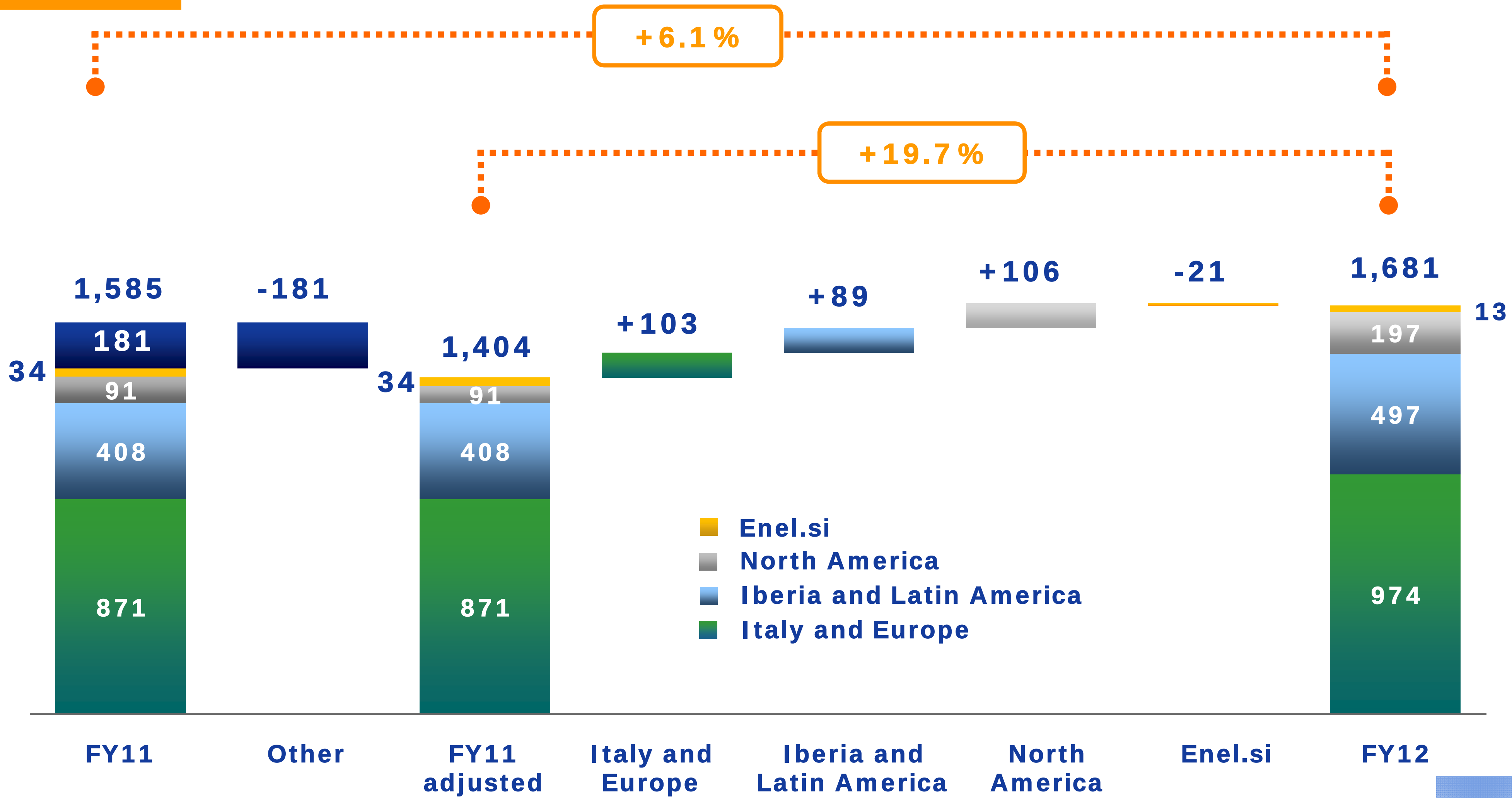
1. Enel's GAAP figures
2. Including Ireland and Marocco

EBITDA evolution[1]: Endesa - Latam (€mn)



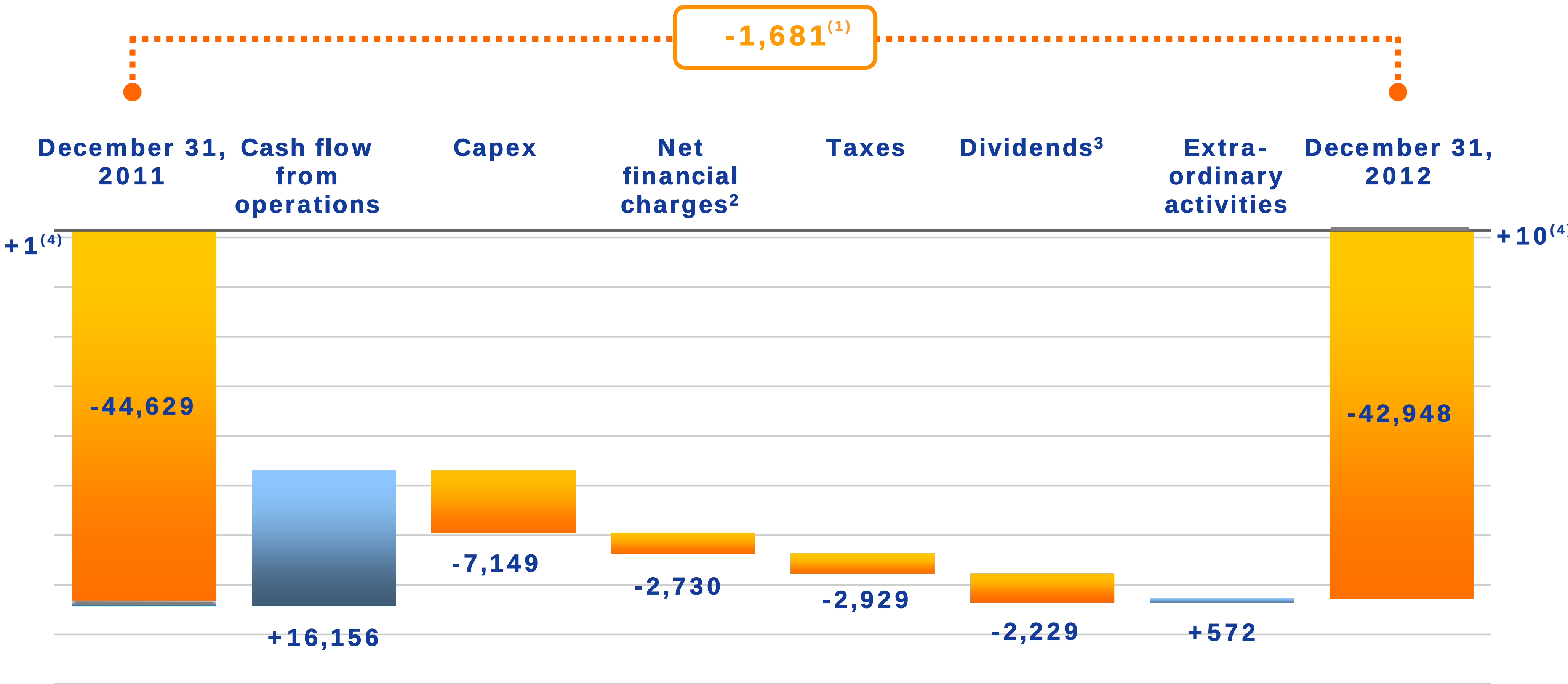
1. Enel's GAAP figures

EBITDA evolution: Enel Green Power (€mn)



Enel SpA – Investor Relations

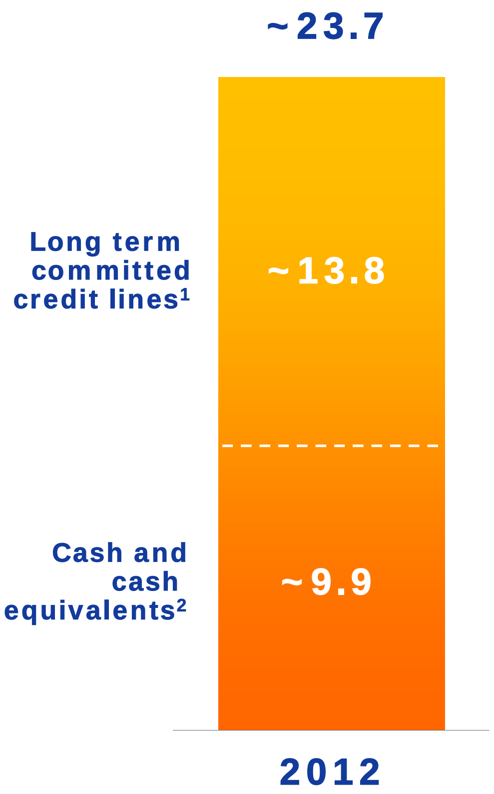
Net debt evolution (€mn)



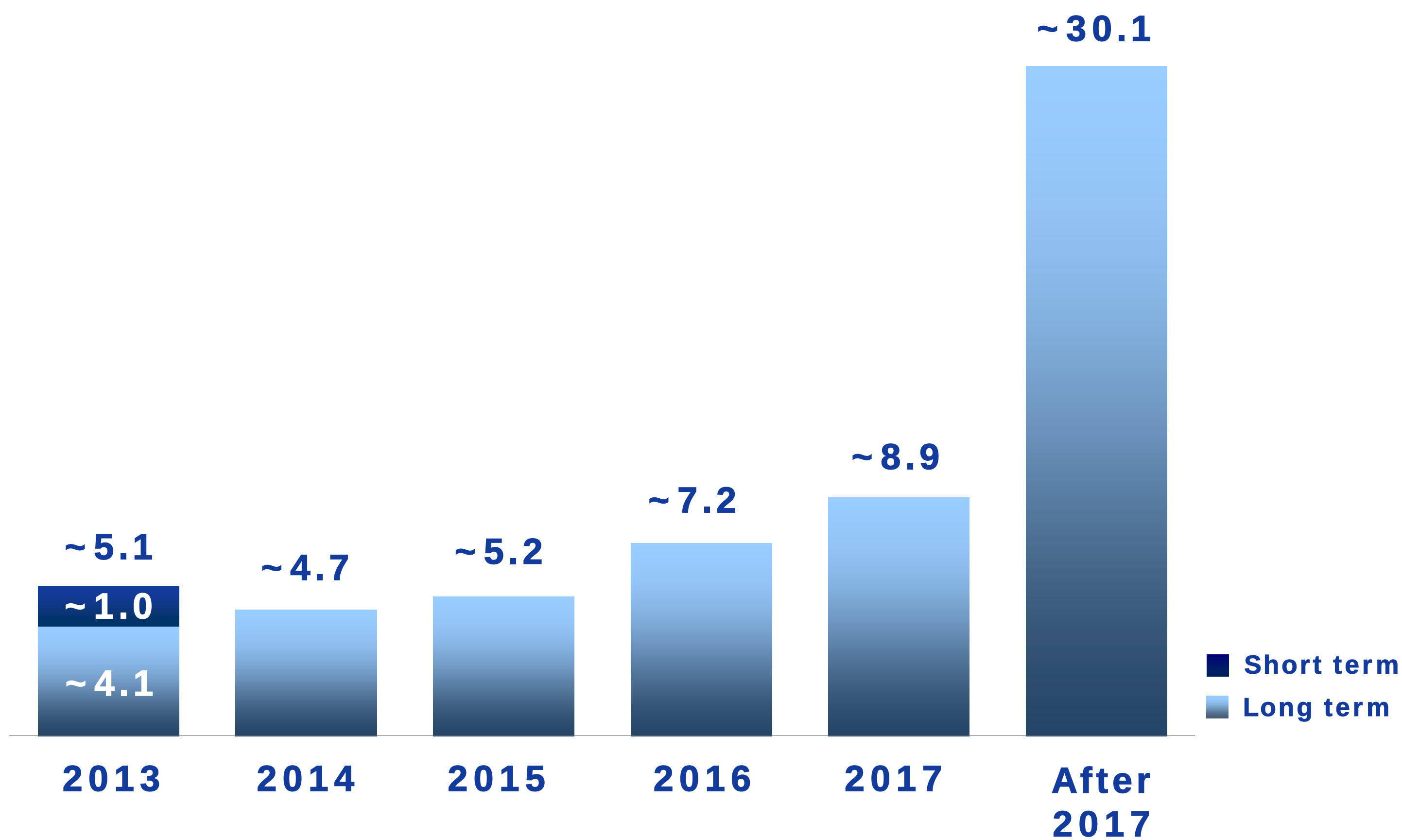
1. Net debt change calculated on continuing operations
2. Net financial charges due to interest expenses
3. Including 724 €mn of dividends paid to minorities
4. Net financial debt of assets held for sale

Enel's debt maturity profile (€bn)

Total liquidity available



Debt maturity profile



Liquidity available to cover maturities up to 2016

1. As of December 31st, 2012. Lines with maturities after 2013
2. As of December 31st, 2012

2013-2017 Strategic update

Fulvio Conti

Strategy overview
EBITDA profile (1/2)

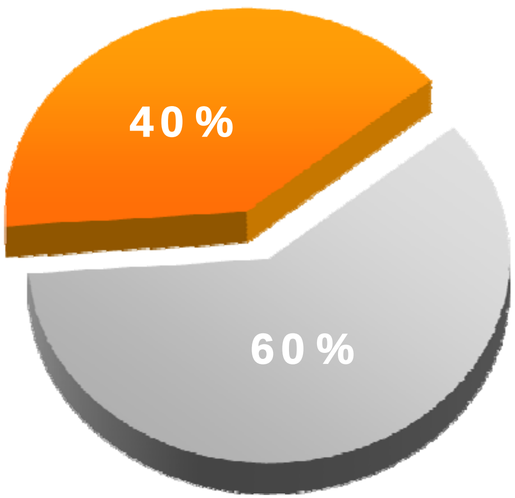
Diversifying our Group into high growth areas

1. Latam, renewables and Eastern Europe
2. Italy and Iberia
3. CAGR 2004-2012

Strategy overview
EBITDA profile (2/2)

2012

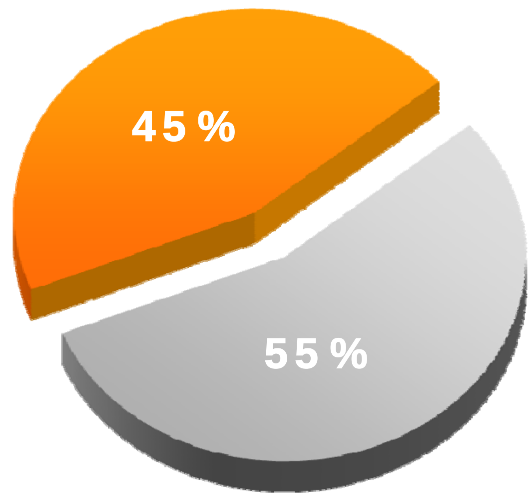
Growth markets[1]



Mature markets[2]

2017

Growth markets[1]



Mature markets[2]

A consistent strategy going forward

1. Latam, renewables and Eastern Europe
2. Italy and Iberia

New assumptions
GDP and electricity demand

		2012-2017 CAGR: GDP	2012-2017 CAGR: Electricity demand	2013 expected: GDP	2013 expected: Electricity demand
Mature markets					
Italy	New Plan	+0.6%	+1.1%	-1.0%	-0.1%
	Old Plan	+1.1%	+1.5%	+0.3%	+0.8%
Spain[1]	New Plan	+0.7%	+1.1%	-1.5%	-2.0%
	Old Plan	+1.8%	+2.1%	+0.5%	+0.8%
Growth markets					
Russia[2]	New Plan	+3.6%	+1.4%	+3.8%	+1.6%
	Old Plan	+3.4%	+1.4%	+3.8%	+1.6%
Slovakia	New Plan	+3.6%	+1.4%	+2.5%	+0.7%
	Old Plan	+4.0%	+1.9%	+2.5%	+1.7%
Latam[3]	New Plan	+4.2%	+4.8% (4)	+4.1%	+4.9% (4)
	Old Plan	+4.6%	+5.1% (4)	+4.9%	+5.1% (4)

Widening gap between mature and growth markets

1. Peninsular
2. European Urals
3. Brazil, Chile (CIS), Colombia, Peru, Argentina
4. Average growth weighted by Enel's production

Enel
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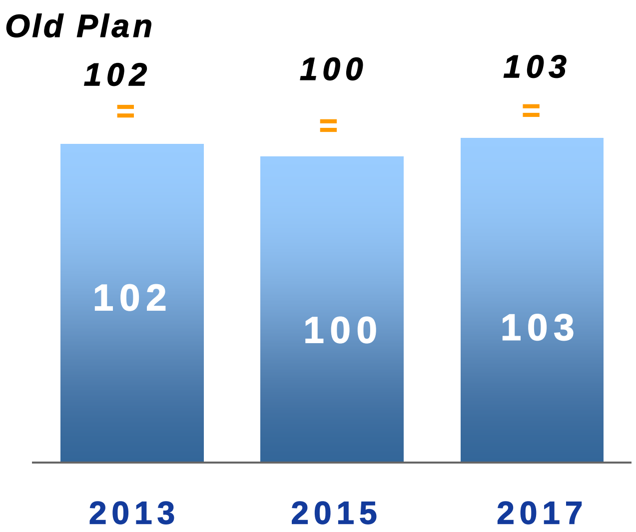
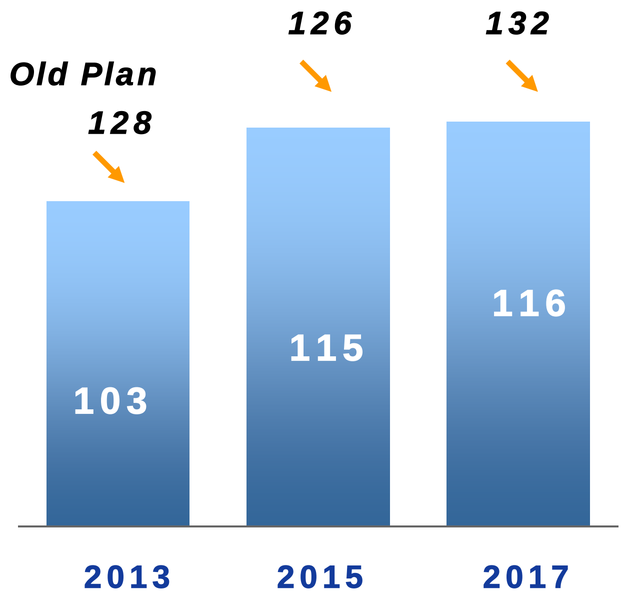
New assumptions
Commodities and CO_2 scenario

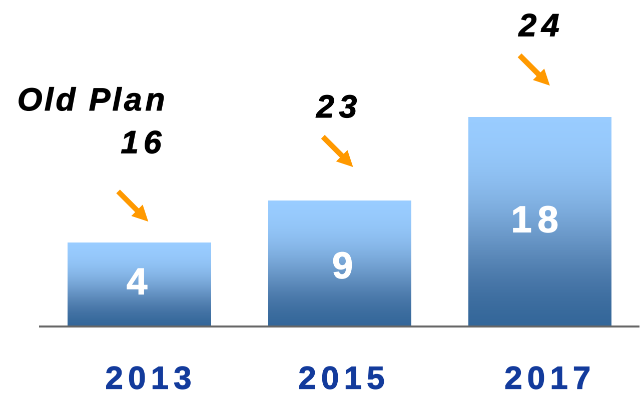
Brent ($/bbl)



Coal ($/ton)



CO_2 (€/ton)



Conservative assumptions in line with current market consensus

Key priorities

Mature markets: protecting margins and cash flow generation

Growth markets: increasing investments in Latam & Renewables

Strengthening balance sheet & portfolio optimization

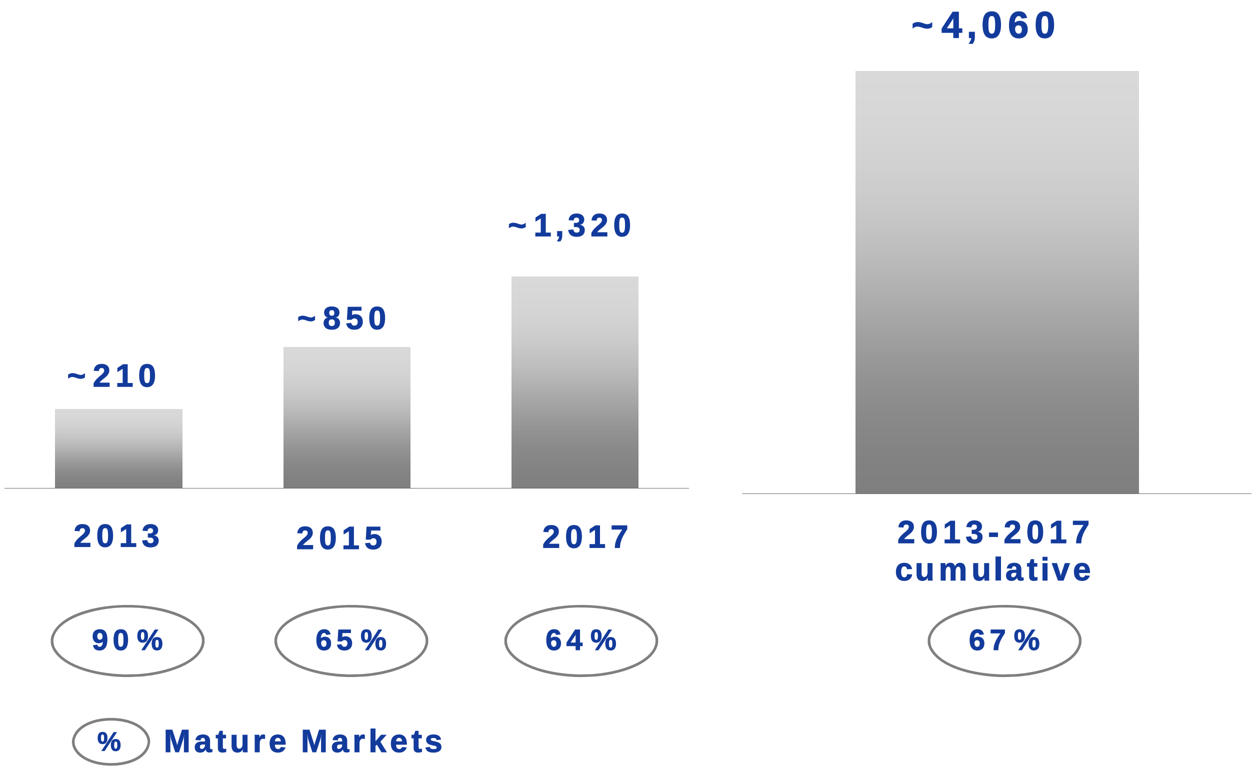
Complete Group's reorganization including minorities buy-out

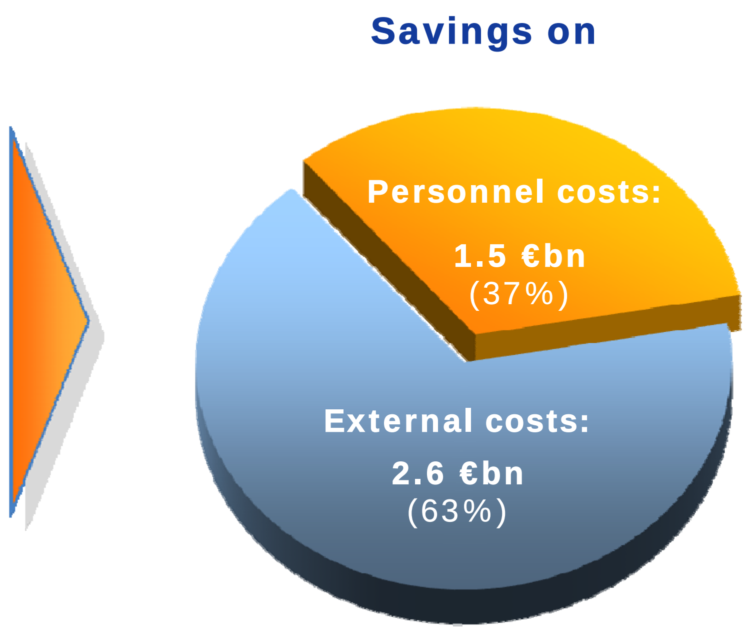
Continued focus on financial discipline

Key priorities - Mature markets

Protecting margins and cash flow generation

Costs savings programme[1] (€mn)



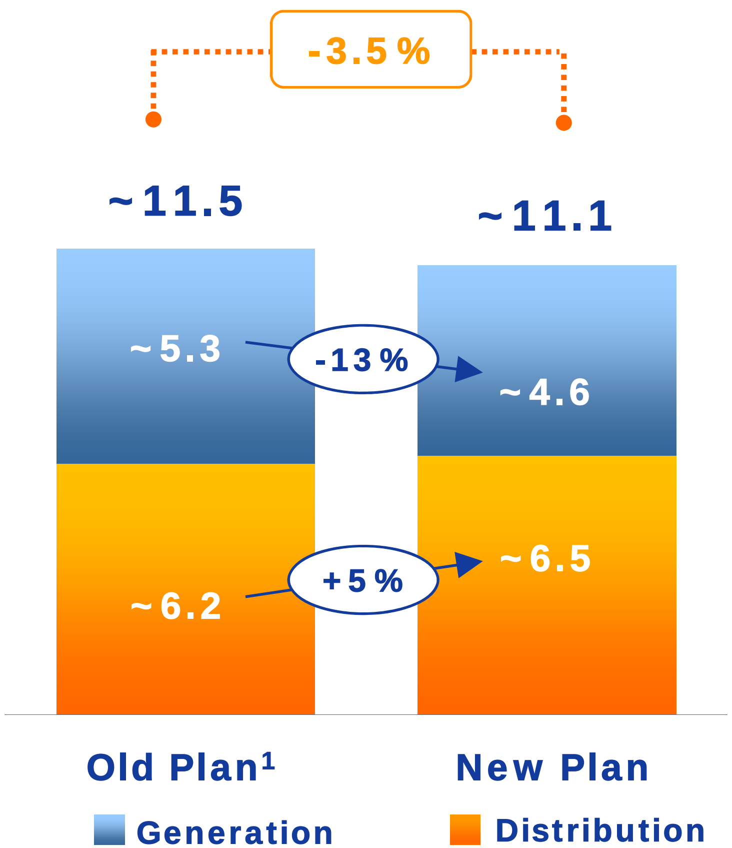


Cum. 4€bn opex reduction by 2017

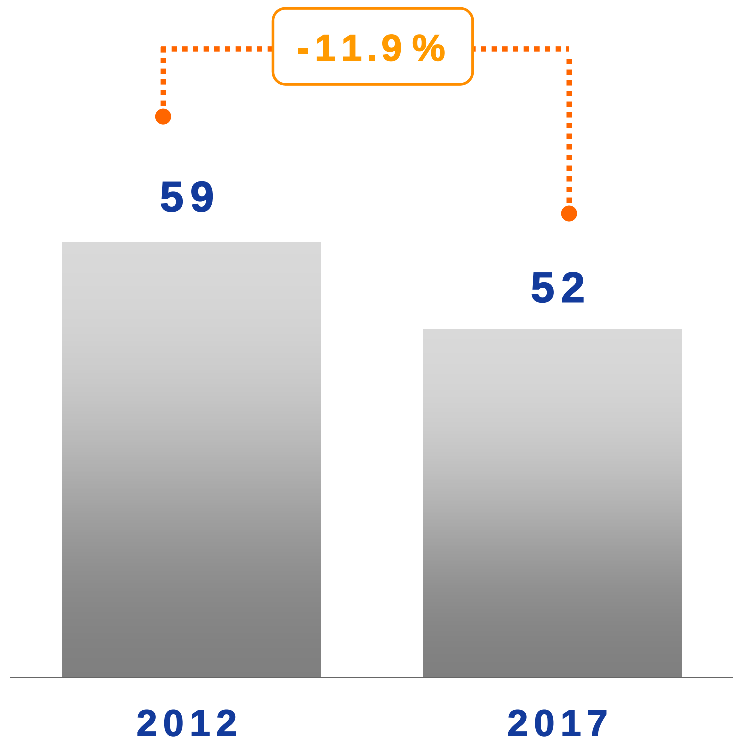
1. Based on total fixed controllable 2012 costs of 9.6 €bn

Key priorities - Mature markets
Protecting margins and cash flow generation
Capex reallocation and capacity evolution

Capex (€bn)



Capacity (GW)

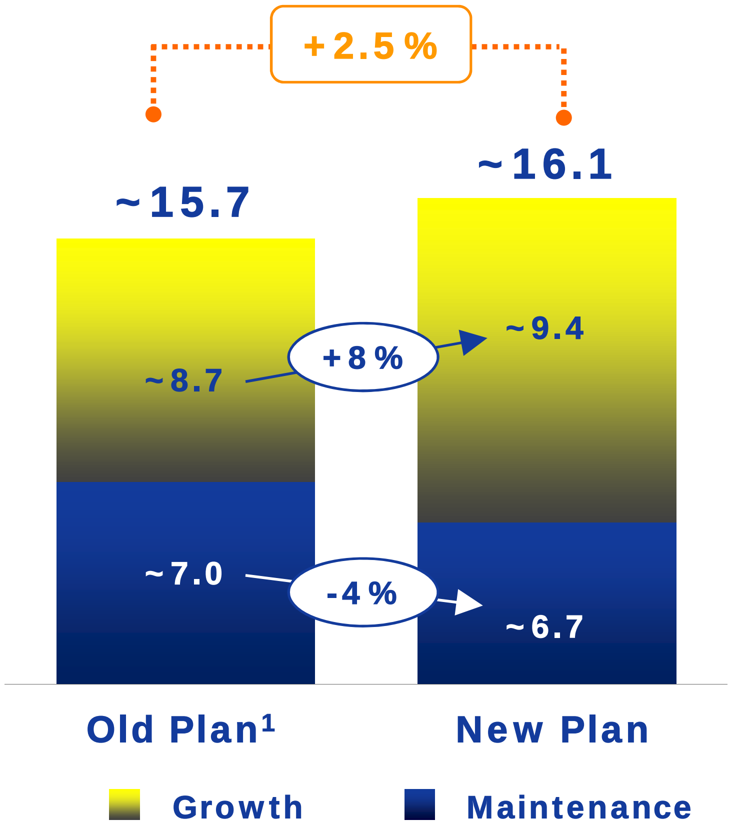


Adapting the business to a challenging environment

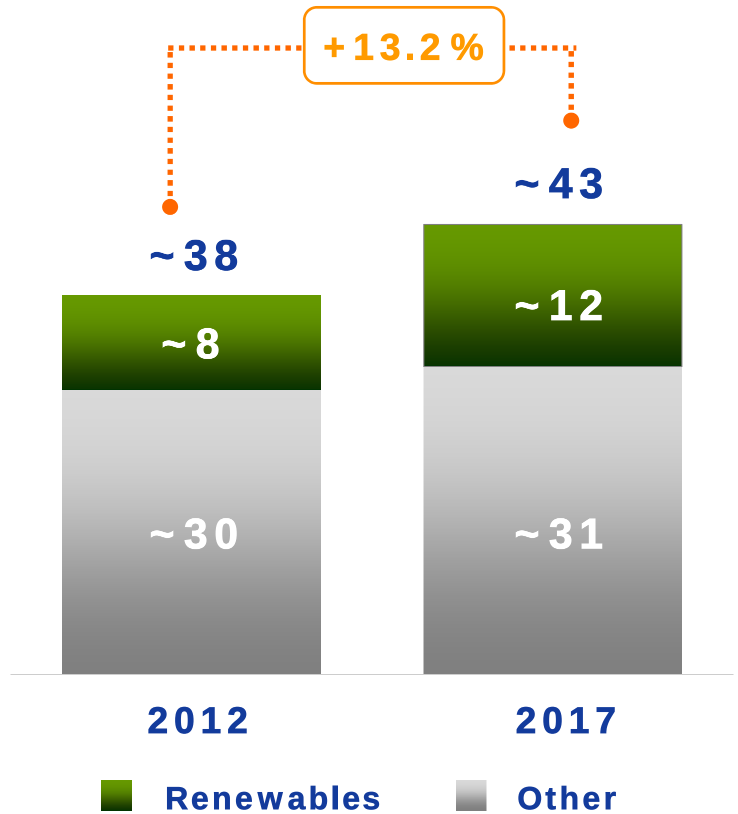
1. Refers to 2012-2016

Key priorities - Growth markets
Increasing investments in Latam & Renewables
Capex reallocation and capacity evolution

Capex (€bn)



Capacity (GW)



Total capacity increase of ~ 5.3 GW by 2017 in growth markets

1. Refers to 2012-2016

Key priorities - Growth markets

Increasing investments in Latam & Renewables

Summary of our growth markets initiatives

	Actions	Targets
Latin America 	a. Increase in customer base b. Development of new capacity	a. ~400,000 new customers/year b. Pipeline > 11 GW
Worldwide renewables 	a. Additional Capacity b. Increase in electricity output c. Stringent profitability requirements	a. +55% (+4.4 GW) 2017 vs. 2012 b. +68% (+17 TWh) 2017 vs. 2012 c. IRR of new projects ~11%
Eastern Europe 	a. Increase in generation output b. Environmental refurbishing and life extension in Russia c. Network optimization in Romania d. Additional nuclear capacity in Slovakia	a. +10% (+6.7 TWh) 2017 vs. 2012 b. RGRES (coal plant): reduction of dust emissions and dry ash removal system c. 27% reduction of grid losses by 2017 d. +~1GW to be finalized during 2014 -2015

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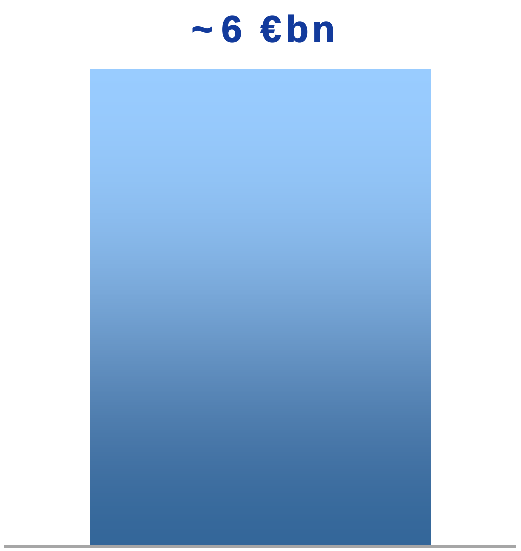
Key priorities

Strengthening balance sheet & portfolio optimization

Disposals and Hybrid financing

Disposals

Impact on net debt



Hybrid financing

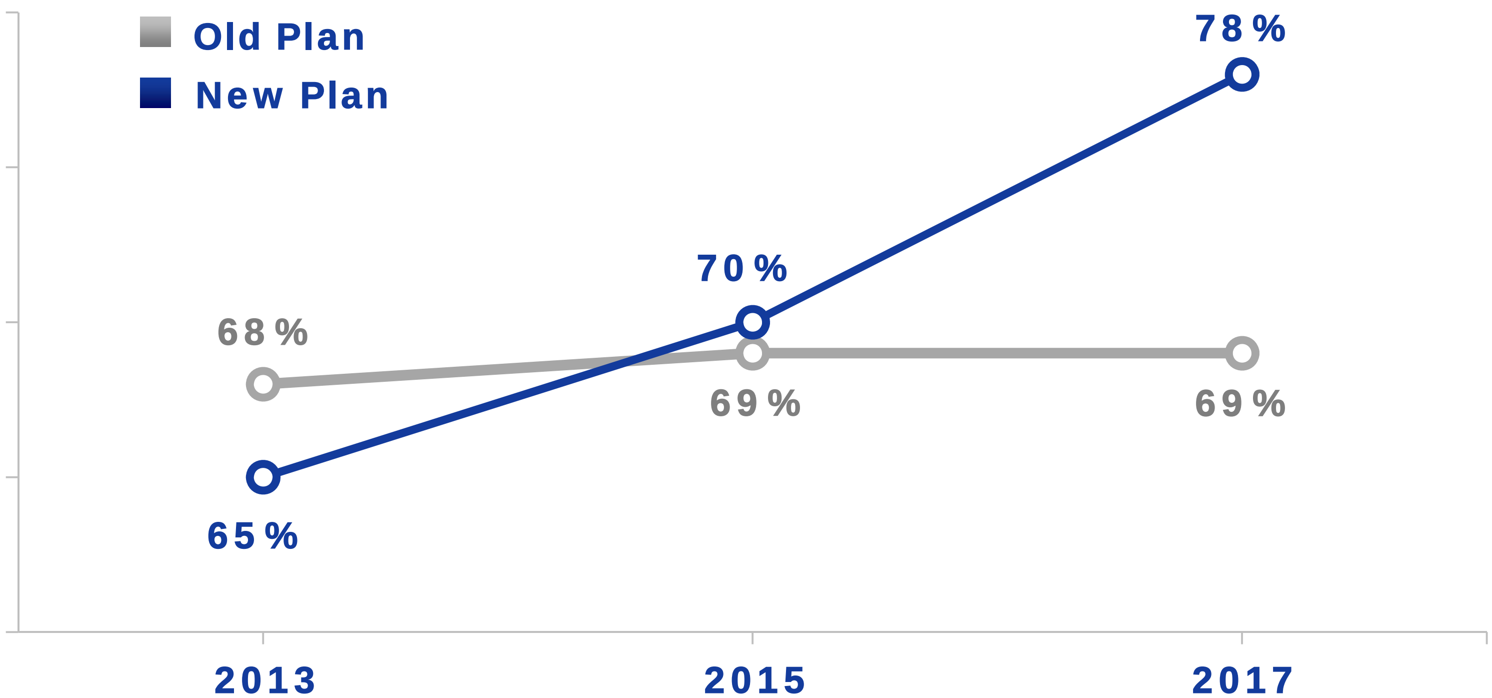
- Total size : 5.0 €bn
- Timing : 2013-2015
- Refinancing : Starting from 2018
- Feature : 50% equity content

Defending our credit rating while maintaining profitability

Key priorities
Complete Group's reorganization including minorities buyout

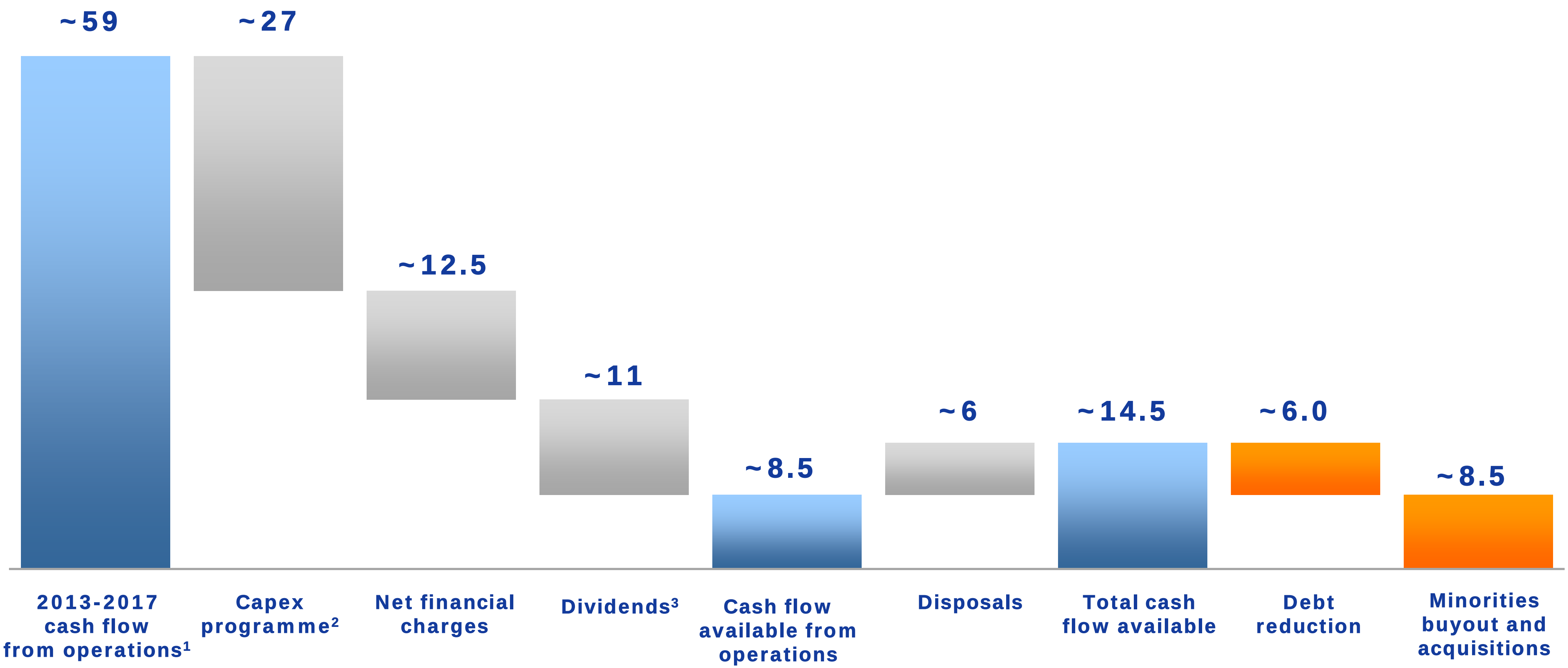
Net income ownership evolution

(Group Net Income / Total Net Income)



Simplifying Group's structure while increasing EPS

Key priorities
2013-2017 cumulative cash flow available to net debt reduction and portfolio optimization (€bn)



Continued focus on financial discipline

Fuelling debt reduction as well as EPS growth

1. Post-tax
2. Net of connection fees equal to about 3.1 €bn
3. Ca. 6.8 €bn to Enel's shareholders and ca. 4.0 €bn to minorities

Focus on divisions
Italian operations

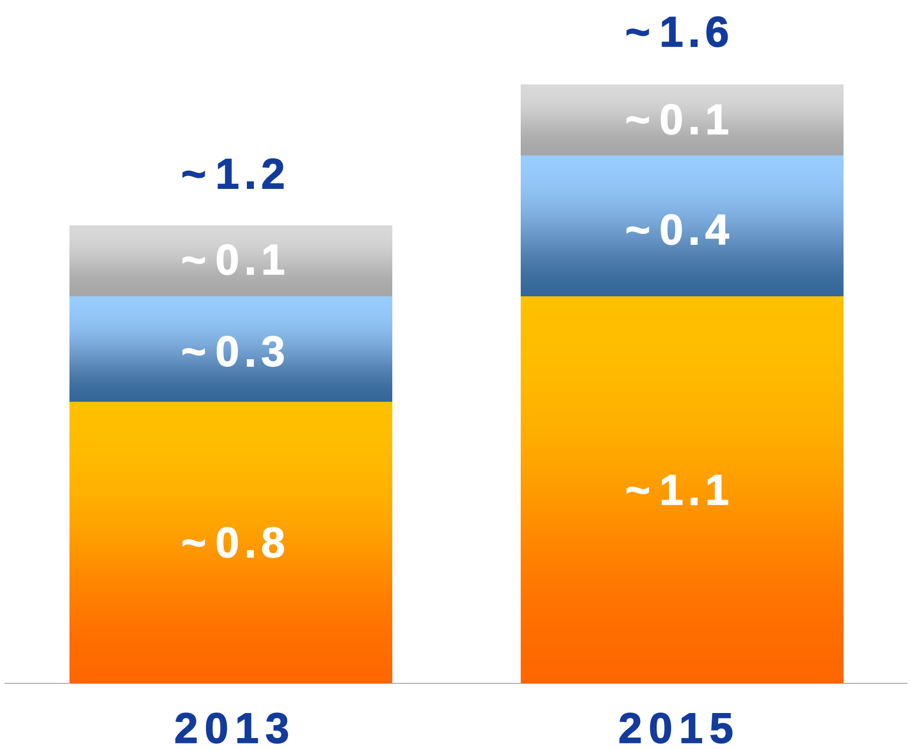
	Actions	Targets
G&EM	a. Gas contracts renegotiation b. Full exploitation of coal dark spread c. Leverage on fleet flexibility d. Reduction of installed capacity	a. First round of renegotiation completed, next round to start in 2013 b. >35 TWh of coal production per year c. ~0.6 €bn/year profitability on ancillary services d. -16% (~6 GW by 2017)
Market	a. Increasing market share in free market b. Launch of new business line on energy efficiency based on value added services	a. Customers: +2.3 mn in 2015, +4.2 mn in 2017 vs. 2012 (7.3 mn) b. Ebitda contribution > 200 €mn by 2017
Infrastructure & Networks	a. Ongoing operational efficiency and renewable dispatching on MV/LV grid b. Innovation Projects "on track": active grids, electric mobility, Smart Cities c. New technologies implementation to improve efficiency and margin protection	a. Opex/client: from 52 € in 2012 to 50 € in 2015 and 49 € in 2017 b. From ca. 1,800 recharging units in 2012 to more than doubled in 2013 - two major Smart Cities in 2017 c. Smart metering, network automation, energy forecasts and dispatching

2013-2017 cumulative opex reduction: ca. 2.2 €bn

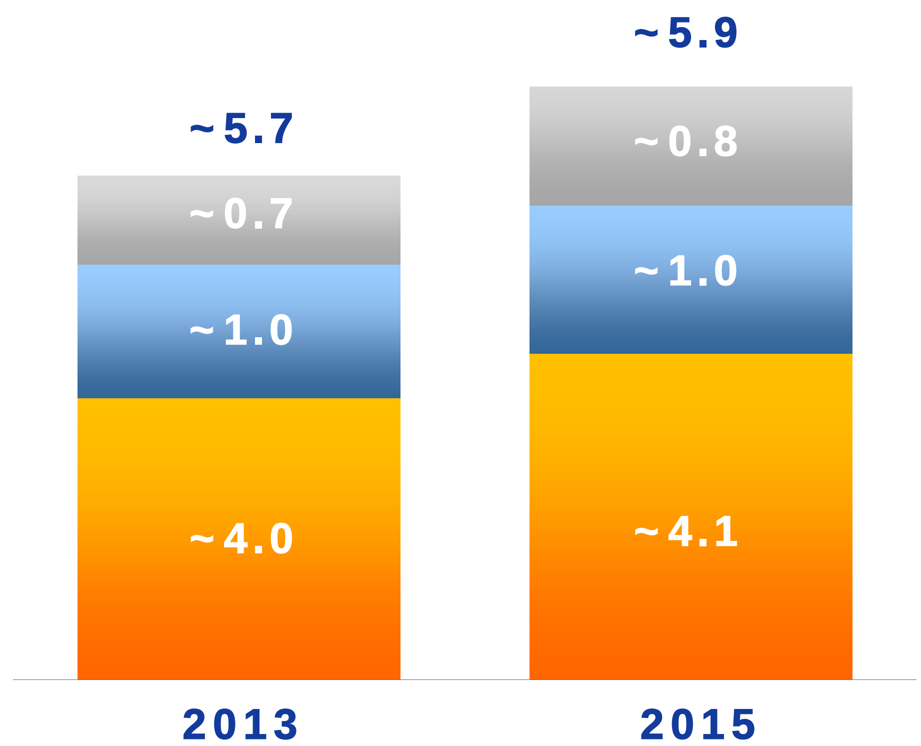
Secure profitability in a challenging environment

Focus on divisions
Italian operations: targets

Capex (€bn)



EBITDA (€bn)



Infrastructure&Networks G&EM Market

Focus on divisions
Iberian operations

	Actions	Targets
Generation & supply activities	a. Capex optimization b. Focus on supply activities to preserve margins c. Environmental requirements under scrutiny	a. -20% vs old Plan b. +7% (+7 TWh) electricity sales and +2% (+0.2 mn) free market clients by 2017
Distribution activities	a. Focus on improvement of operational efficiency b. Development of new projects c. New added value services	a. Opex reduction: unitary expenditure at 3.8 €/MWh in 2017 vs. 4.4 €/MWh in 2012 b. Smart meters implementation almost completed by 2017 c. Public lightning and engineering
Regulatory management	a. Proactive with regulation	a. New proposals and costs transfer

2013-2017 cumulative opex reduction: ca. 500 €mn[1]

Opex and capex re-sizing to cope with severe regulation

1. Already initiated in 2012

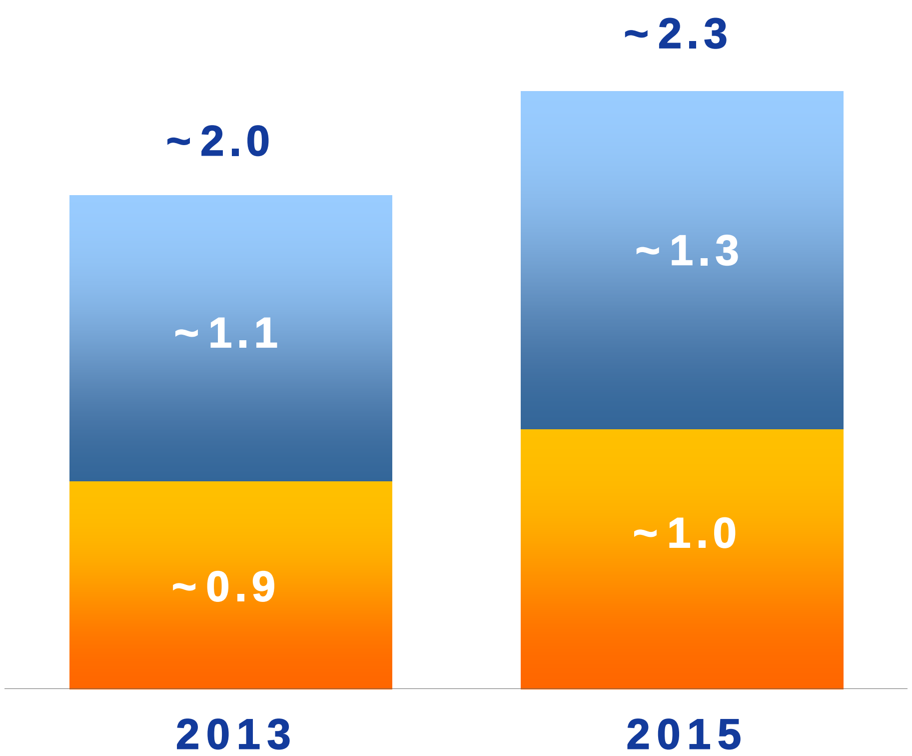
Focus on divisions
Latam operations

	Actions	Targets
Generation & supply activities	a. Demand supported by solid economic dynamics (avg. growth +4.4%) b. Increase of installed capacity c. Increasing plants efficiency d. Launch of new business	a. Increased electricity production and energy sold in 2017 vs. 2012 b. Pipeline > 11 GW c. Improved load factor during the plan period d. Gas supply
Distribution activities	a. Development of new connections b. Development of new projects c. Electricity losses reduction d. Regulatory management	a. ~400,000 new customers/year b. Smart meters implementation c. Brazil: ample room for improvement d. Preserve margins in Argentina

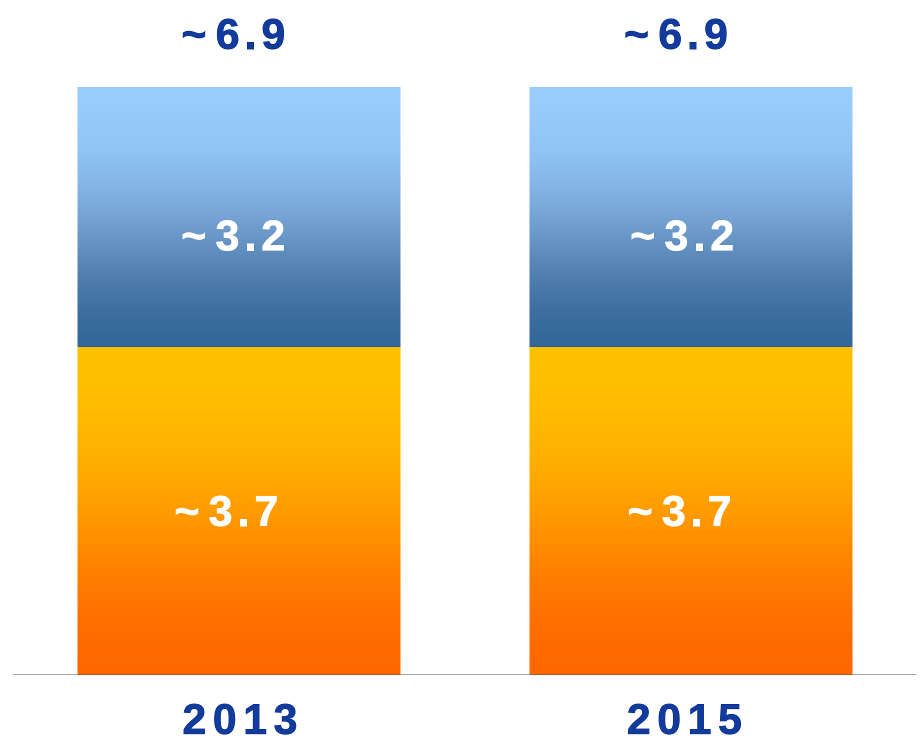
Leveraging strong fundamentals in growing regions

Focus on divisions
Iberian/Latam operations: targets[1]

Capex (€bn)



EBITDA (€bn)



Unregulated activities

Regulated activities

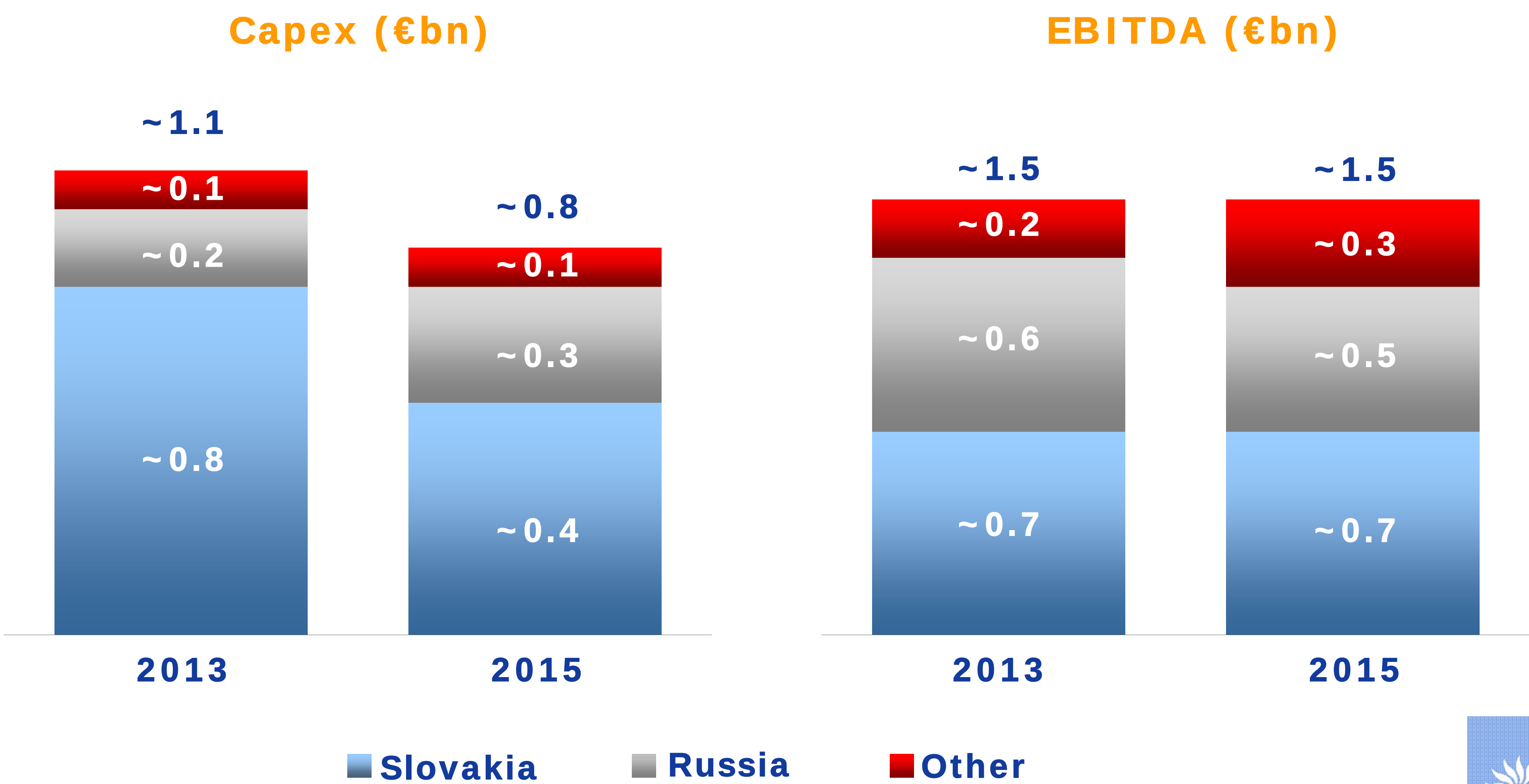
1. Stand-alone targets for Latam cannot be disclosed as Enersis is currently implementing a capital increase

Focus on divisions
International operations

	Actions	Targets
Slovakia	a. Focus on availability b. Full exploitation of new generation capacity	a. ~92% availability factor on nuclear capacity already achieved b. Higher capacity: +~1 GW in 2014-2015 Higher production: +14% (+2.9 TWh) in 2015 and +31% (+6.5 TWh) in 2017 vs 2012
Russia	a. Re-engineering plants to fit environmental needs and life extension b. Focus on CCGT availability c. Development of retail business	a. RGRES: life extension by 10-15 years and 80% dust emission reduction (average per unit) b. From 77.5% in 2012 to 94% in 2015 c. +36% of sales in free market by 2017, +40% of sales in regulated market by 2017
Romania	a. Focus on operational efficiency b. Change in portfolio mix c. Development of new projects	a. Reduction of energy losses: from 11% in 2012 to 8% in 2017 b. Focus on free market: +0.5 mn customers by 2017 c. Smart meters: ~1 mn to be installed by 2017

Maintaining profitability of our international operations

Focus on divisions
International operations: targets

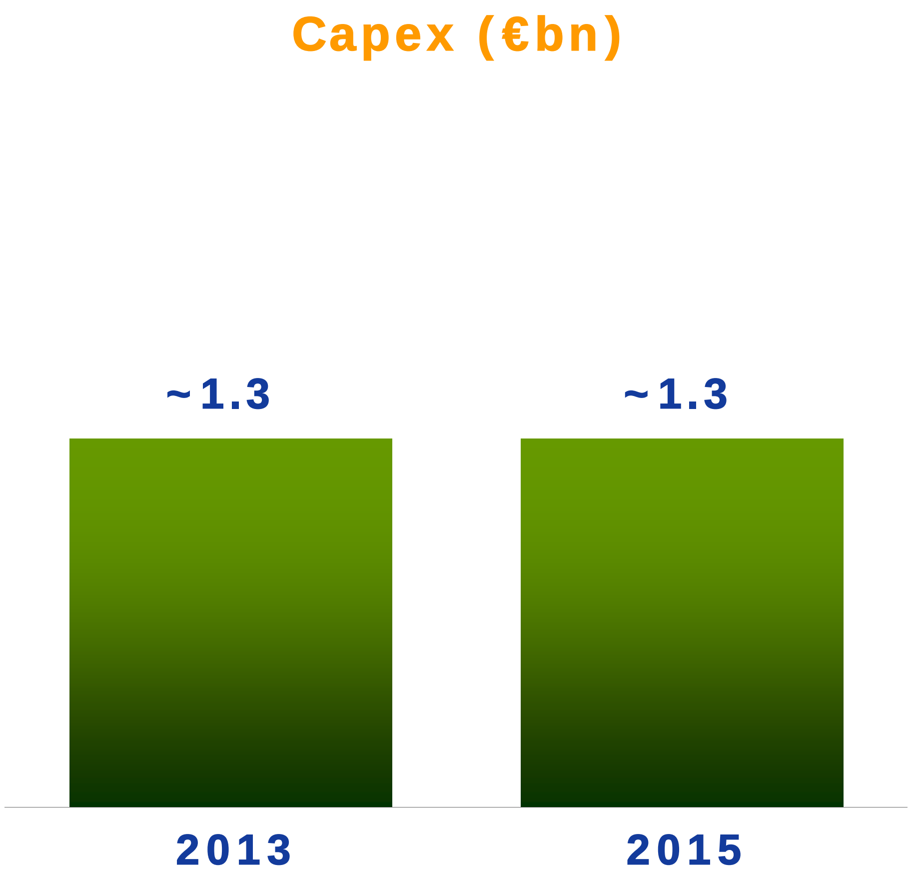


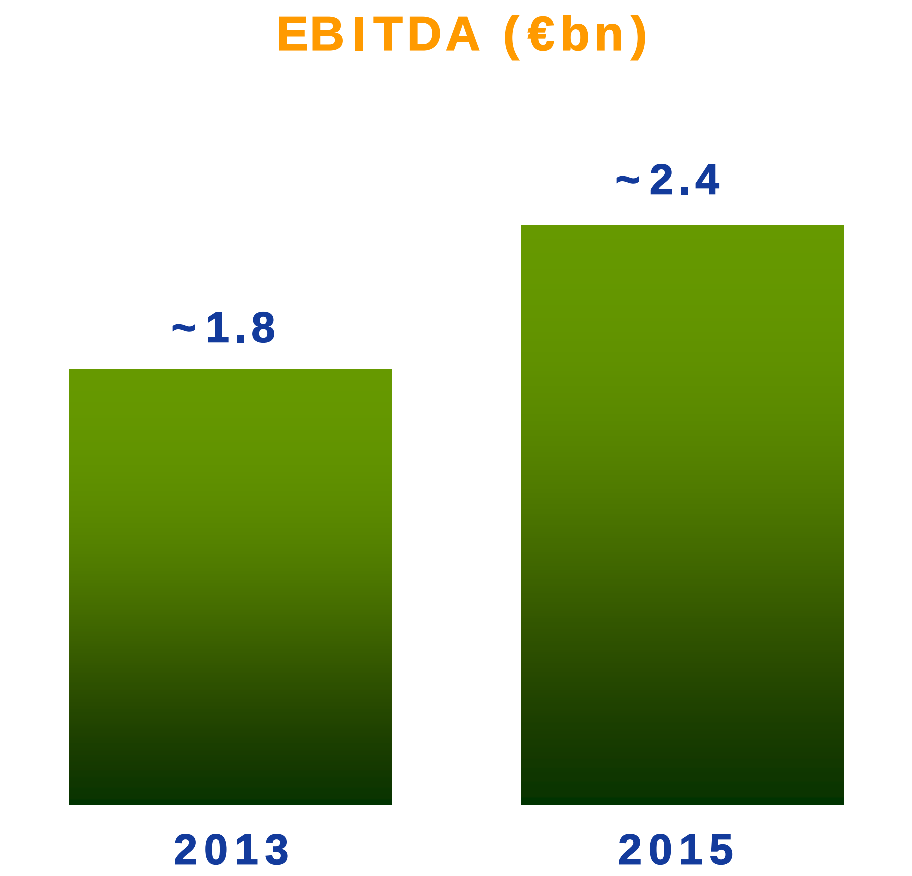
Focus on divisions
Enel Green Power

	Actions	Targets
Self financed growth	a. Strong increase in both additional capacity and electricity production b. Finalize the realization of projects already authorized for 2013 and 2014	a. Additional capacity vs. 2012: +40% (+3.2 GW) by 2015 and +55% (+4.4 GW) by 2017; higher production vs. 2012: +50% (+12.5 TWh) by 2015 and +68% (+17.2 TWh) by 2017 b. 1.8 GW under construction and ready to build
Operating excellence	a. Increase efficiency in O&M activities	a. 38,000 €/MW by 2015, 36,000 €/MW by 2017
Innovation and new technologies	a. Focus on new technologies b. Well-balanced risk profile thanks to technological and geographical diversification	a. Solar thermal energy, combined geothermal-solar, small-size biomass b. Additional capacity mix: 66% wind, 14% solar, 9% hydro, 9% geo, 2% biomass
New geographies	a. Opening of construction sites and explore opportunities in new countries	a. Turkey, South Africa, Morocco, Peru, Colombia

An improving mix of geographies and technologies to increase profitability

Focus on divisions
Enel Green Power: targets





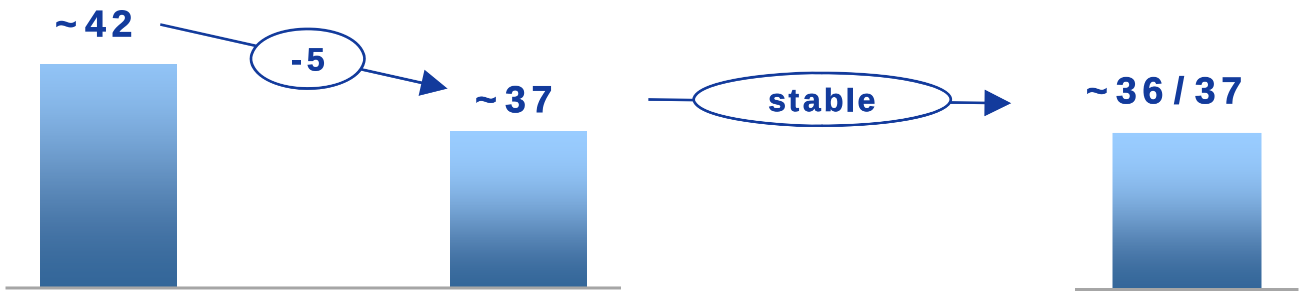
Overall financial targets & Closing remarks

Fulvio Conti

Overall financial targets
Focus on net debt evolution (€bn)

Phase 1 | **Phase 2**

2013 | 2014 | 2017



Phase 1

- Organic cash flows generation
- Capex flexibility
- Disposals
- Minorities buyout & acquisitions

Coupled with

- Tariff deficit cash in
- Hybrid financing

Phase 2

- Minorities buyout & acquisitions
- Selected organic growth
- Higher operating cash flows

Strong commitment to maintain our “investment grade” credit rating

Overall financial targets[1]
Focus on economic results (€bn)

	2013	2015	2017
• EBITDA[2]	• ~ 16.0	• ~ 16.0	~ 17 - 18
• Ordinary net income	• ~ 3.0	• ~ 3.3	~ 4 - 5

Dividend policy confirmed

1. Net of disposals
2. Recurring Ebitda, excluding non-cash items and capital gains

Closing remarks

Protect margins and cash flow generation in mature markets

Continue to focus on growth markets

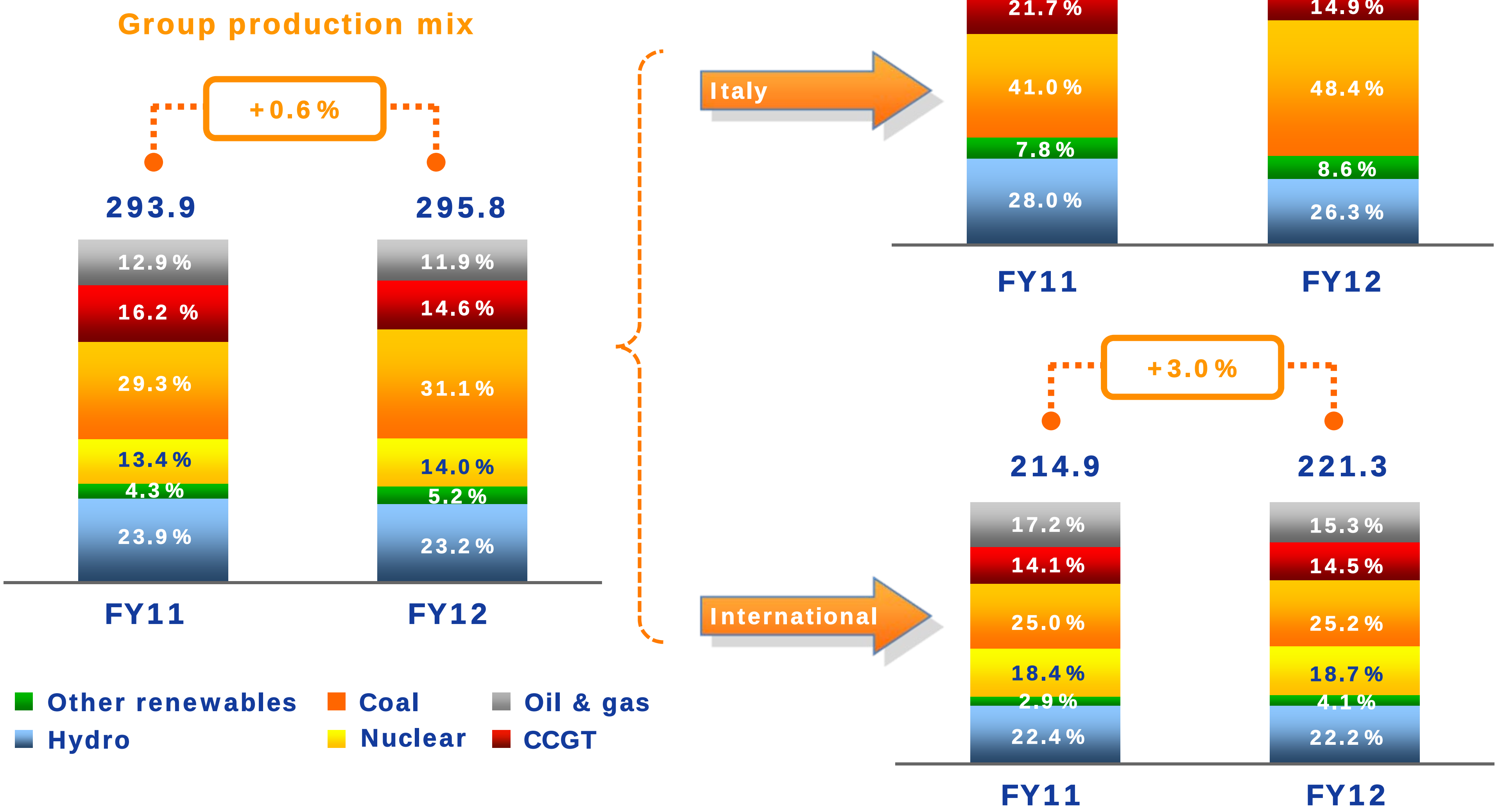
Deleverage and continued focus on financial stability

Complete the Group's reorganization including minorities buyouts

Dividend policy remains unchanged: 40% pay out as a floor

Annexes

Production mix (TWh)



FY2012 Group total net installed capacity[1]: breakdown by source and location

MW	Hydro	Other ren.	Nuclear	Coal	CCGT	Oil & gas ST / OCGT	TOTAL
Italy	13,681	1,572	-	6,745	5,916	12,026	39,940
Iberia	4,729	1,807	3,535	5,533	4,682 (2)	3,768	24,054
Centrel	2,329	7	1,816	848	-	400	5,400
SEE	19	935 (3)	-	-	406 (4)	-	1,360
Americas	9,678	1,172	-	838	3,872	2,473	18,033
Russia	-	-	-	3,623	809	4,620	9,052
TOTAL	30,436	5,493	5,351	17,587	15,685	23,287	97,839

1. Including Group renewable capacity
2. Including 123 MW of installed capacity in Morocco
3. Including 166 MW other renewable capacity in France
4. Including 406 MW of installed capacity in Belgium

FY2012 Group total net production[1]: breakdown by source and location

GWh	Hydro	Other ren.	Nuclear	Coal	CCGT	Oil & gas ST / OCGT	TOTAL
Italy	19,609	6,387	-	36,016	11,081	1,343	74,436
Iberia	5,459	4,232	26,967	30,106	6,067 (2)	9,827 (3)	82,658
Centrel	4,105	28	14,411	2,176	-	-	20,720
SEE	44	1,468 (4)	-	-	1,183 (5)	-	2,695
Americas	39,458	3,353	-	2,735	19,852	5,341	70,739
Russia	-	-	-	20,778	4,978	18,755	44,511
TOTAL	68,675	15,468	41,378	91,811	43,161	35,266	295,759

1. Including Group renewable production
2. Including 906 GWh of net production in Morocco
3. Including 24 GWh of net production in Ireland, out of perimeter since October 2012
4. Including 364 GWh of net production in France
5. Including 1,183 GWh of net production in Belgium

FY2012 renewables net installed capacity: breakdown by source and location

MW	Hydro	Geothermal	Wind	Other	TOTAL
Italy & Europe	1,532	722	1,622	122	3,998
Iberia & Latam	789	-	1,862	113	2,764
North America	313	47	832	47	1,239
TOTAL	2,634	769	4,316	282	8,001

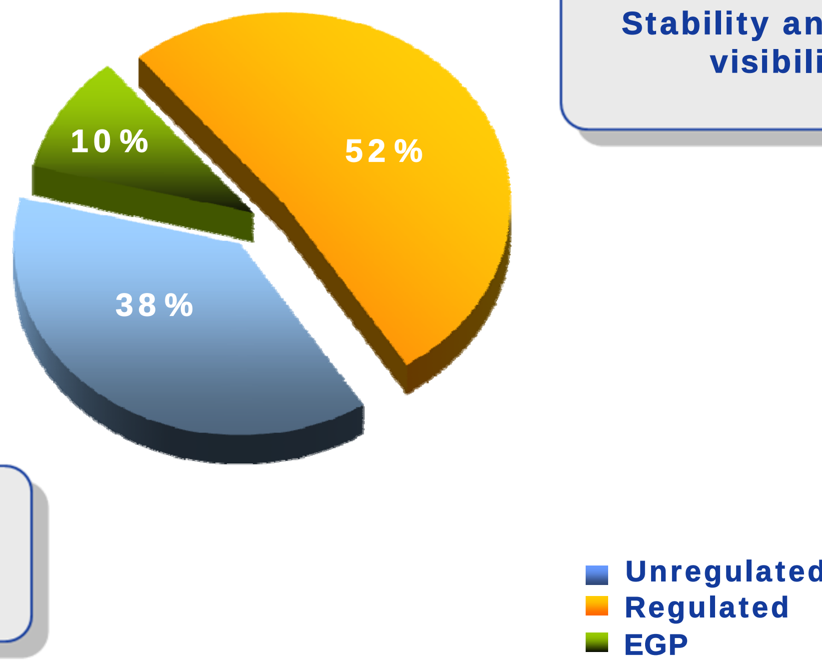
FY2012 renewables net production: breakdown by source and location

GWh	Hydro	Geothermal	Wind	Other	TOTAL
Italy & Europe	5,305	5,235	2,495	116	13,151
Iberia & Latam	3,598	-	3,998	468	8,064
North America	933	257	2,492	217	3,899
TOTAL	9,836	5,492	8,985	801	25,114

Group EBITDA: regulated / unregulated activities

FY2012 EBITDA

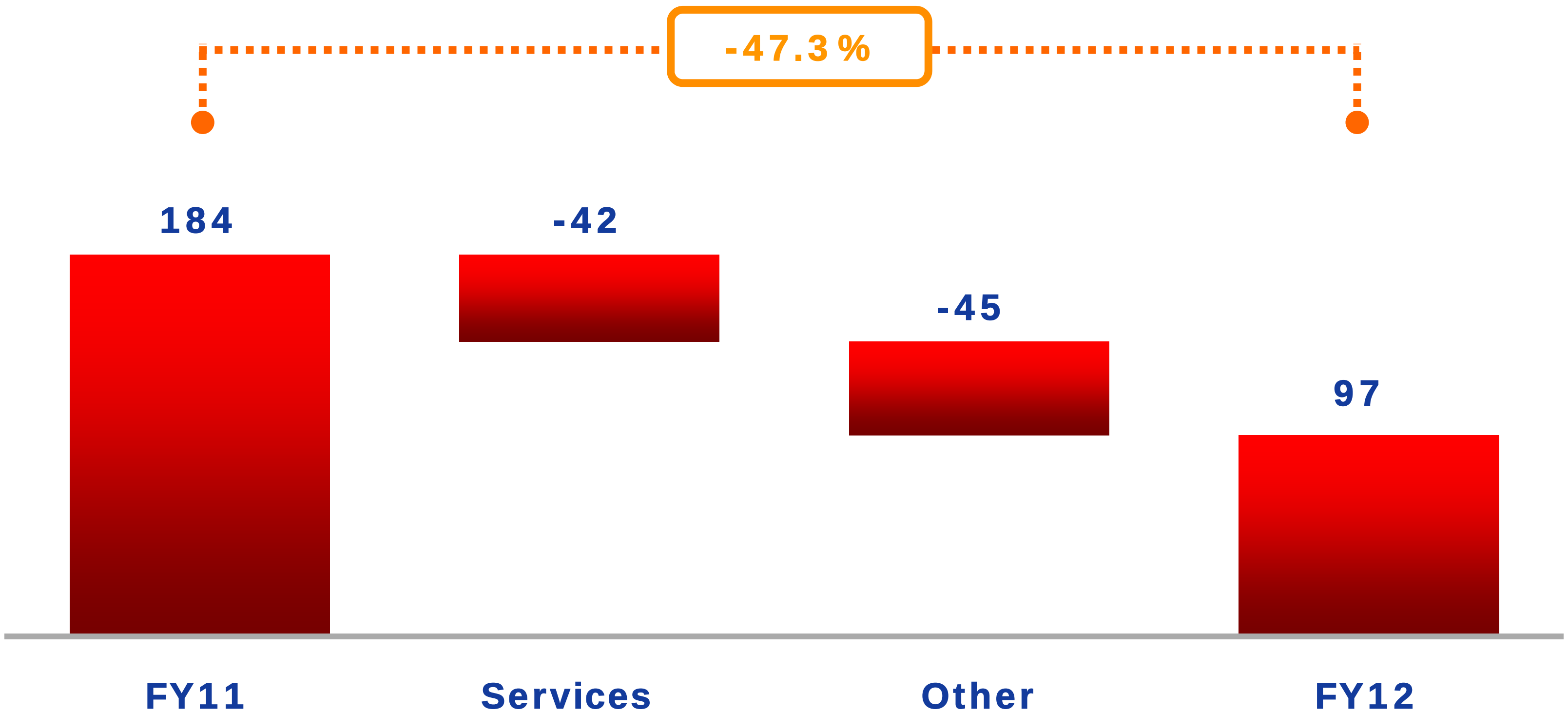
16,738 €mn



Stability and high visibility

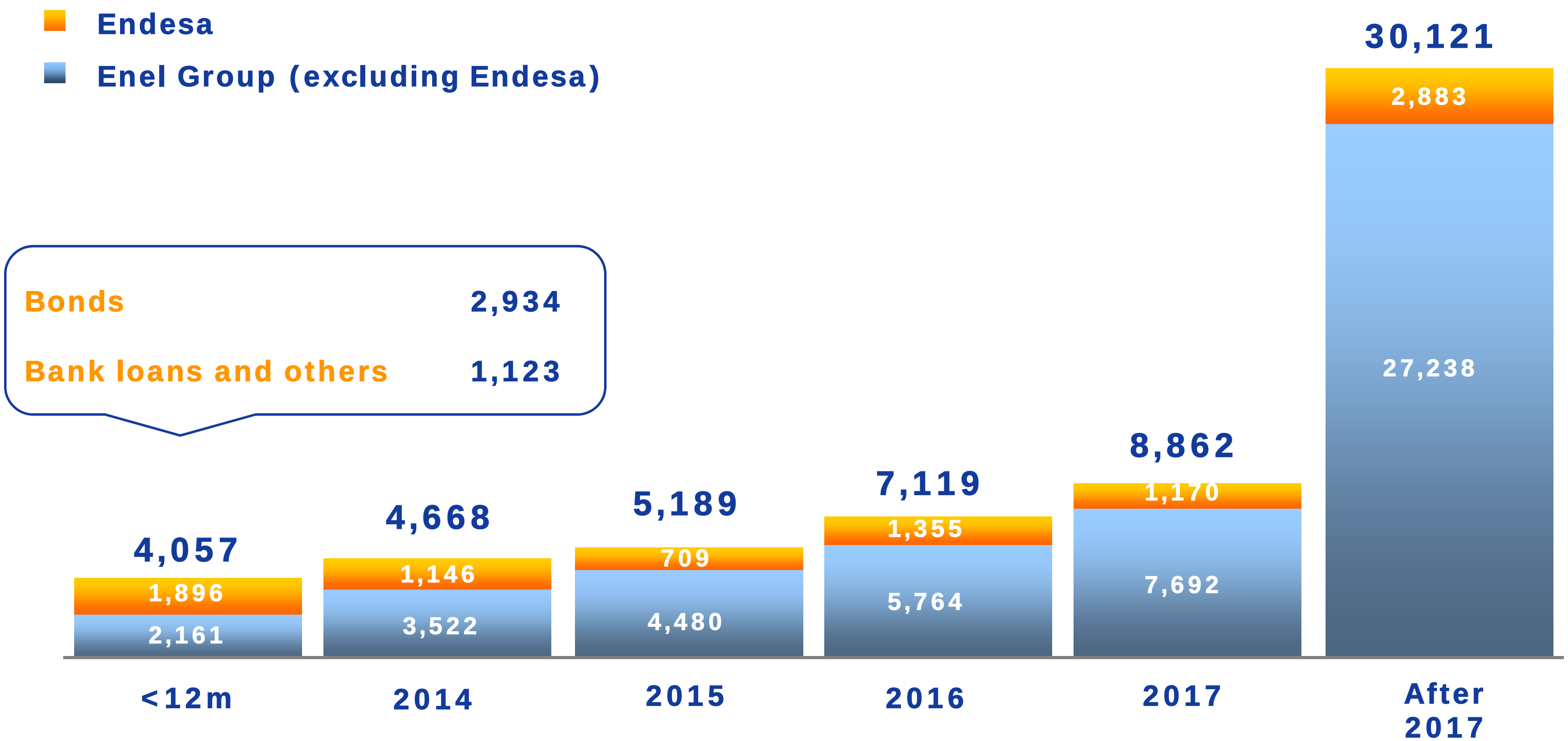
Forward sales and hedging procurement contracts to protect margin

EBITDA evolution - Other[1] (€mn)



1. Including Services & Holding, Engineering & Innovation, upstream gas and nuclear activities

Enel's long-term debt maturity profile (€mn)



6 years and 11 months
Average cost of gross debt: 4.8%

Enel Group liquidity analysis (€mn)

	Amount	Outstanding	Available
Committed credit lines	21,957	5,913	16,044 [1]
Cash and cash equivalents	-	(9,891)	9,891
Total	**21,957**	**(3,978)**	**25,935**
Uncommitted lines	1,549	141	1,408
Commercial paper	9,303	2,916	6,387
Total liquidity	**32,809**	**921**	**33,730**

1. Of which 14€bn with maturity after 2014

Debt structure[1]

- Average debt maturity: 6 years and 11 months
- Average cost of gross debt[2]: 4.8%
- (Fixed+hedged)/Total gross long-term debt: 75%
- (Fixed+hedged)/Total net debt: 99%
- Rating: Standard&Poor's = BBB+/A-2 Negative Outlook

  Moody's = Baa2/P-2 Negative Outlook

  Fitch = BBB+/F2 Negative Outlook

€mn	December 31, 2011	December 31, 2012	%
Long-term	45,127	52,383	+16.1
Short-term[3]	14,471	8,027	-44.5
Cash[4]	(14,969)	(17,462)	+16.7
Net debt	44,629	42,948	-3.8

1. As of December 31st, 2012
2. Average cost of net debt equal to 6.1%
3. Including current maturities of long-term debt
4. Including factoring and other current receivables

Enel's group financial debt evolution[1]

€mn	Enel Group (excluding Endesa)		Endesa		Group - Total
	12.31.2011	12.31.2012	12.31.2011	12.31.2012	12.31.2012
Bank loans – maturities > 12m	8,333	10,864	1,585	2,418	13,282
Bonds – maturities > 12m	32,445	37,350	5,016	4,159	41,509
Preference shares > 12m	-	-	180	-	-
Other loans – maturities > 12m	398	482	746	686	1,168
Financial receivables – maturities > 12m	-2,499	-2,515	-1,077	-1,061	-3,576
Total net LT debt - maturities > 12m	**38,677**	**46,181**	**6,450**	**6,202**	**52,383**
Bank loans – maturities < 12m	4,199	404	2,695	310	714
Bonds – maturities < 12m	1,075	1,685	1,398	1,249	2,934
Preference shares < 12m	-	-	-	181	181
Other loans – maturities < 12m	139	72	166	156	228
Financial receivables – maturities < 12m	-110	-87	-5,522	-5,231	-5,318
Total net LT debt - maturities < 12m	**5,303**	**2,074**	**-1,263**	**-3,335**	**-1,261**
Other ST bank debt	826	235	62	48	283
Commercial paper	2,016	2,555	1,188	359	2,914
Cash Collateral and other derivatives payables	650	691	-	-	691
Other ST financial debt	4	25	53	57	82
ST debt	**3,496**	**3,506**	**1,303**	**464**	**3,970**
Factoring receivables	-370	-288	-	-	-288
Cash Collateral and other derivatives receivables	-1,076	-1,402	-	-	-1,402
Other ST financial receivables	-592	-255	-232	-266	-521
Cash at banks and marketable securities	-4,313	-7,991	-2,754	-1,942	-9,933
Total net ST debt (incl. current maturities)	**2,448**	**-4,356**	**-2,946**	**-5,079**	**-9,435**
Net financial debt	**41,125**	**41,825**	**3,504**	**1,123**	**42,948**

1. As of December 31st, 2012

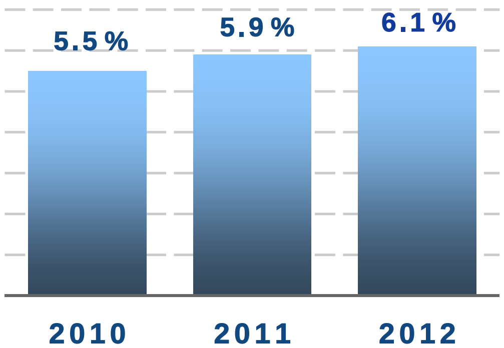
Enel's group financial debt by subsidiary[1]

€mn	Enel SpA	Endesa	EFI[2]	EIH[2]	Slovenské	EP[2]	ED[2]	Other	Total
Bonds	17,132	5,408	21,393	297	-	-	-	213	44,443
Bank loans	492	2,728	3,728	-	915	582	3,200	2,351	13,996
Preference shares	-	181	-	-	-	-	-	-	181
Other loans	(168)	(5,450)	-	-	(653)	(285)	(1,014)	72	(7,498)
Commercial paper	-	359	2,556	-	-	-	-	(1)	2,914
Other	(6,271)	(2,103)	(10)	(12)	(84)	(3)	(97)	(2,508)	(11,088)
Total	**11,185**	**1,123**	**27,667**	**285**	**178**	**294**	**2,089**	**127**	**42,948**

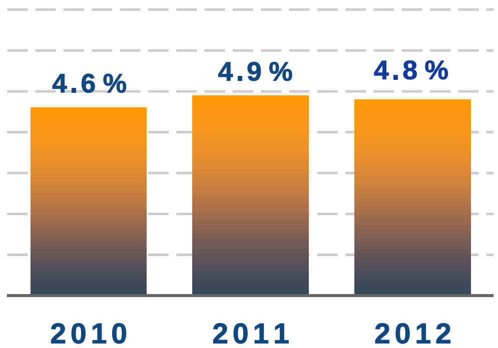
1. As of December 31st, 2012
2. EFI: Enel Financial International; EIH: Enel Investments Holding; EP: Enel Produzione; ED: Enel Distribuzione

Enel's group financial debt

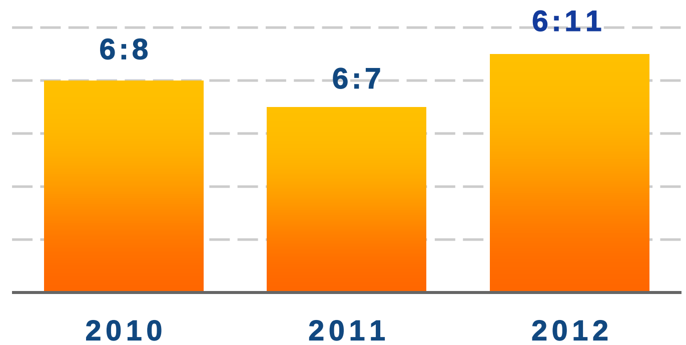
Average cost of net debt



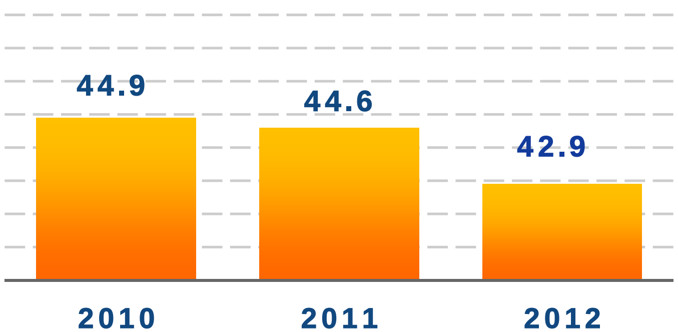
Average cost of gross debt



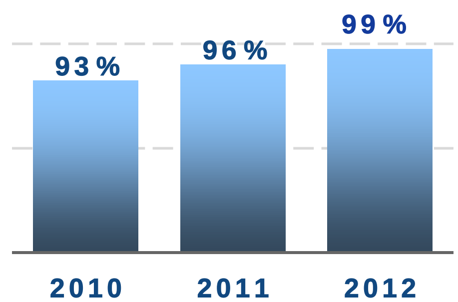
Average residual maturity (years:months)



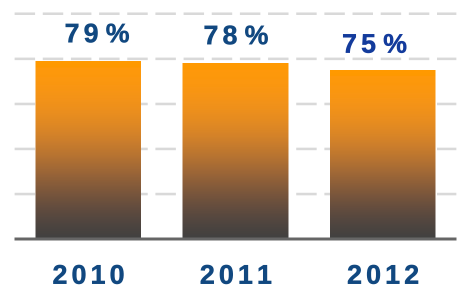
Net financial debt (€bn)



Fixed + Hedged /Total net debt



Fixed + Hedged /Total gross long term debt



Enel's long-term debt maturity profile (€mn)

Enel Group (excluding Endesa)

€mn	<12m	2014	2015	2016	2017	After 2017
Bank loans	404	1,355	696	1,164	3,963	3,686
Bonds	1,685	2,114	3,723	4,518	3,669	23,326
Other	72	53	61	82	60	226
Total	**2,161**	**3,522**	**4,480**	**5,764**	**7,692**	**27,238**

Endesa

€mn	<12m	2014	2015	2016	2017	After 2017
Bank loans	310	367	224	733	682	412
Bonds	1,249	667	419	559	424	2,090
Other[1]	337	112	66	63	64	381
Total	**1,896**	**1,146**	**709**	**1,355**	**1,170**	**2,883**

1. Including preference shares

Enel Group liquidity analysis excluding Endesa (€mn)[1]

	Amount	Outstanding	Available
Term loan (2017)	3,200	3,200	-
2009 credit facility for Endesa acquisition (2016)	617	617	-
Revolving Credit Facility (2015)[2]	10,000	-	10,000
Other committed credit lines[3]	4,511	1,692	2,819
Total committed credit lines	**18,328**	**5,509**	**12,819**
Other short-term bank debt – uncommitted lines	328	138	190
Total credit lines	**18,656**	**5,647**	**13,009**
Commercial paper	**6,000**	**2,557**	**3,443**
Total credit lines + CP	**24,656**	**8,204**	**16,452**
Cash and cash equivalents	**-**	**(7,949)**	**7,949**
Total liquidity	**24,656**	**255**	**24,401**

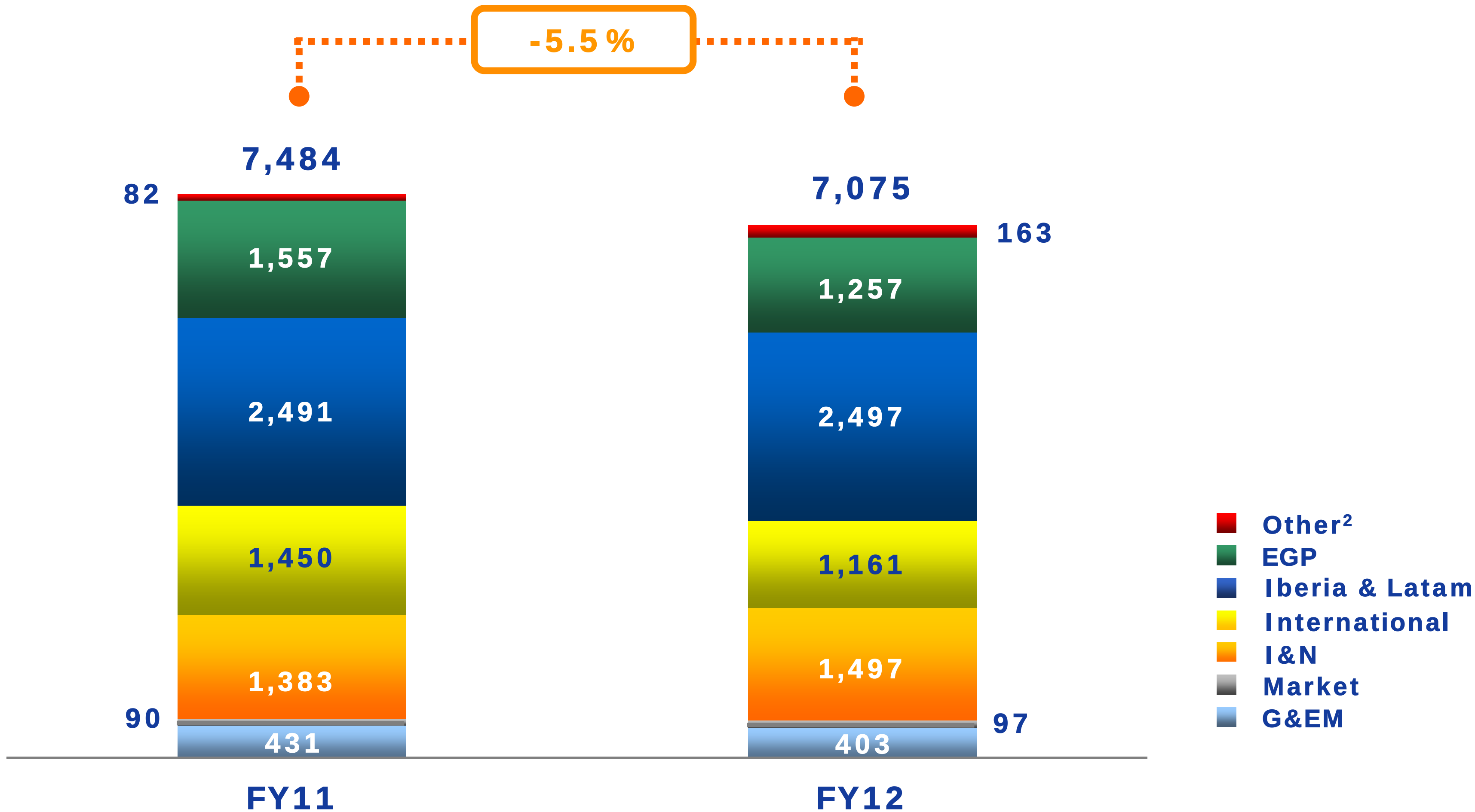
1. As of December 31st, 2012
2. New credit line signed on February 2013 to extend the maturity to 2018, starting from 2015, for a total amount of 9.4€bn
3. Including 1,420€mn relating to a committed line pertaining to Slovenske Elektrarne

Endesa liquidity analysis (€mn)[1]

	Amount	Outstanding	Available
Total committed credit lines	**3,629**	**404**	**3,225**
Other short-term bank debt – uncommitted lines	1,221	3	1,218
Total credit lines	**4,850**	**407**	**4,443**
Commercial paper issued by the Endesa Group	3,303	359	2,944
Total credit lines + CP	**8,153**	**766**	**7,387**
Cash and cash equivalents	-	(1,942)	1,942
Total liquidity	**8,153**	**(1,176)**	**9,329**

1. As of December 31st, 2012

Capex by business area (€mn)[1]



1. Continuing operations, gross of connection fees
2. Including Services & Holding, Engineering & Innovation, upstream gas and nuclear activities

Balance sheet

€mn	FY11	FY12	%
Net financial debt	44,629	42,948	-3.8
Shareholders' equity	54,300	53,158	-2.1
Net capital employed	98,929	96,106	-2.9

Generation & Energy Management - Italy

€mn	FY11	FY12	%
Revenues	23,144	25,237	+9.0
EBITDA	2,209	1,271	-42.5
EBIT	1,617	685	-57.6
Capex	431	403	-6.5
Headcount	6,277	6,043	-3.7

Market - Italy

€mn	FY11	FY12	%
Revenues	17,731	18,351	+3.5
EBITDA	561	689	+22.8
EBIT	141	183	+29.8
Capex	90	97	+7.8
Headcount	3,745	3,674	-1.9

Infrastructure & Network - Italy

€mn	FY11	FY12	%
Revenues	7,460	8,117	+8.8
EBITDA	4,173	4,138	-0.8
EBIT	3,259	3,144	-3.5
Capex	1,383	1,497	+8.2
Headcount	18,951	18,632	-1.7

International

€mn	FY11	FY12	%
Revenues	7,715	8,703	+12.8
EBITDA	1,642	1,650	+0.5
EBIT	1,062	978	-7.9
Capex	1,450	1,161	-19.9
Headcount	13,779	12,652	-8.2

Iberia & Latam

€mn	FY11	FY12	%
Revenues	32,647	34,169	+4.7
EBITDA	7,251	7,212	-0.5
EBIT	4,057	1,657	-59.2
Capex	2,491	2,497	+0.2
Headcount	22,877	22,807	-0.3

Enel Green Power

€mn	FY11	FY12	%
Revenues	2,539	2,696	+6.2
EBITDA	1,585	1,681	+6.1
EBIT	1,080	1,121	+3.8
Capex	1,557	1,257	-19.3
Headcount	3,229	3,512	+8.8

Other[1]

€mn	FY11	FY12	%
Revenues[2]	**2,356**	**2,017**	**-14.4**
Holding	*762*	*335*	*-56.0*
Services	*1,356*	*1,503*	*+10.8*
Engineering & Innovation	*386*	*311*	*-19.4*
Upstream	*2*	*2*	*-*
EBITDA[3]	**184**	**97**	**-47.3**
Holding	*(38)*	*(84)*	*>100.0*
Services	*237*	*195*	*-17.7*
Engineering & Innovation	*2*	*6*	*>100*
Upstream	*(17)*	*(20)*	*+17.6*

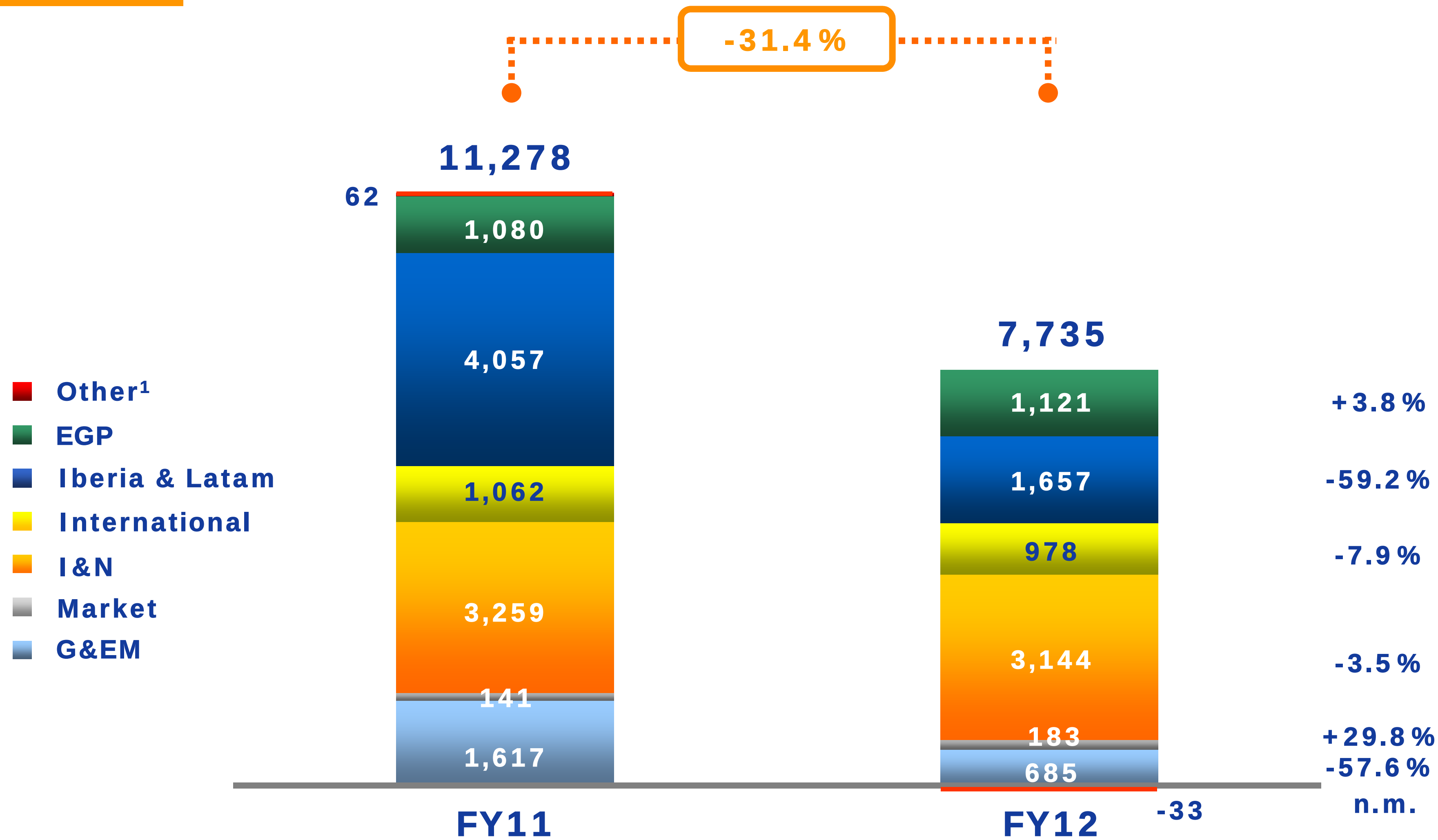
1. Including Services & Holding, Engineering & Innovation, upstream gas and nuclear activities
2. Including Other & Elisions of -150€mn in FY11 and -134€mn in FY12
3. Including Other & Elisions of 0€mn in FY11 and 0€mn in FY12

Other[1] - Continued

€mn	FY11	FY12	%
EBIT[2]	**62**	**(33)**	**n.m.**
Holding	*(52)*	*(97)*	*+86.5*
Services & other	*132*	*84*	*-36.4*
Engineering & Innovation	*(1)*	*2*	*n.m.*
Upstream	*(17)*	*(19)*	*+11.8*
Capex	**82**	**163**	**+98.8**
Holding	*13*	*8*	*-38.5*
Services & other	*64*	*65*	*+1.6*
Engineering & Innovation	*4*	*4*	*-*
Upstream	*1*	*86*	*>100*
Headcount	**6,502**	**6,382**	**-1.8**
Holding	*873*	*841*	*-3.7*
Services & other	*4,245*	*4,200*	*-1.1*
Engineering & Innovation	*1,327*	*1,277*	*-3.8*
Upstream	*57*	*64*	*+12.3*

1. Including Services & Holding, Engineering & Innovation, upstream gas and nuclear activities
2. Including Other & Elisions of 0€mn in FY11 and -3€mn in FY12

EBIT by business area (€mn)



1. Including Services & Holding, Engineering & Innovation, upstream gas and nuclear activities

Disclaimer

This presentation contains certain forward-looking statements that reflect the Company's management's current views with respect to future events and financial and operational performance of the Company and its subsidiaries. These forward-looking statements are based on Enel S.p.A.'s current expectations and projections about future events. Because these forward-looking statements are subject to risks and uncertainties, actual future results or performance may differ materially from those expressed in or implied by these statements due to any number of different factors, many of which are beyond the ability of Enel S.p.A. to control or estimate precisely, including changes in the regulatory environment, future market developments, fluctuations in the price and availability of fuel and other risks. You are cautioned not to place undue reliance on the forward-looking statements contained herein, which are made only as of the date of this presentation. Enel S.p.A. does not undertake any obligation to publicly release any updates or revisions to any forward-looking statements to reflect events or circumstances after the date of this presentation. This presentation does not constitute a recommendation regarding the securities of the Company.

Pursuant to art. 154-BIS, par. 2, of the Unified Financial Act of February 24, 1998, the executive in charge of preparing the corporate accounting documents at Enel, Luigi Ferraris, declares that the accounting information contained herein correspond to document results, books and accounting records.

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