

# **2012 Interim Results**

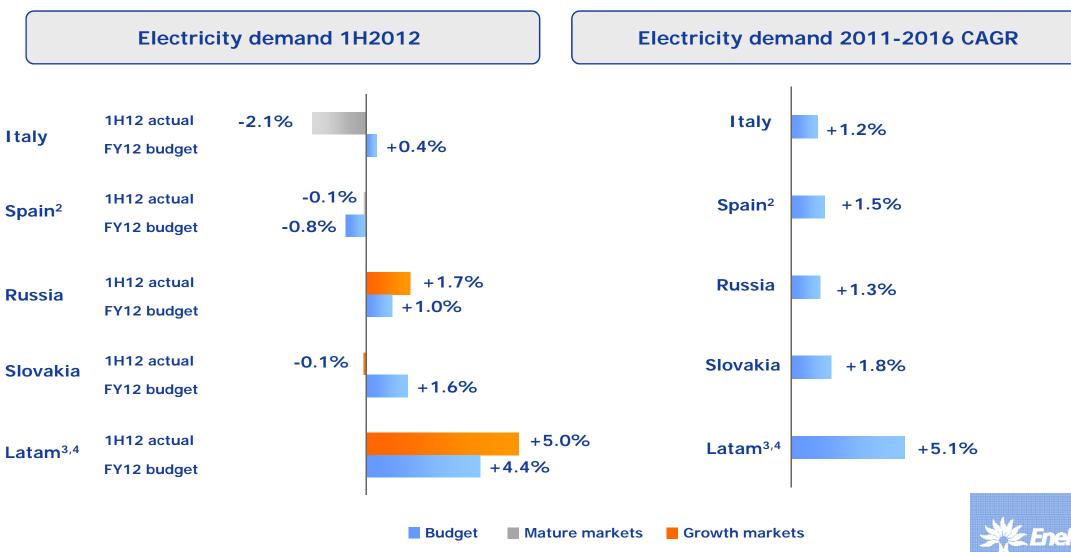
August 2, 2012

# **Agenda**

- Opening remarks
- 2012 Interim Results
- Annexes



### **Elect**ricity demand<sup>1</sup> vs. plan assumptions



<sup>1.</sup> Data not adjusted for working days and temperatures

<sup>2.</sup> Peninsular

<sup>3.</sup> Brazil, Chile (CIS), Colombia, Peru, Argentina

<sup>4.</sup> Average demand growth weighted by production

## **Span**ish regulation

FY12e EBITDA impact (€mn)

Measures already approved<sup>1</sup>

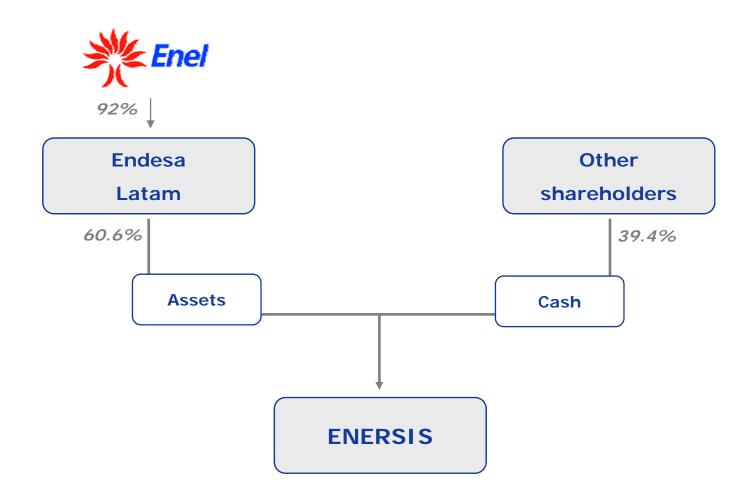
Decrease of distribution remuneration	-278
• 10% reduction of national coal volumes	-9
10% reduction of capacity payments	-9
Decrease of remuneration of extra-peninsular generation	-100
Direct impact on Supreme Court resolution on social bonus	+112
Potential claim of historical social bonus financing (non-recurring)	+80 / +100

**TOTAL** ~ -204 / -184

# Strong commitment to minimize any potential negative impact of new regulatory measures



# Latarm rationalization process (1/2)



One platform for growth



### Latam rationalization process (2/2)

Consolidated industrial position in Latin American countries

Larger financial resources to finance growth in Latam

Increased visibility and value enhancement of LatAm subsidiaries

Cash to fuel growth and assets consolidation



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# Financial highlights: consolidated

€mn	1H11	1H12	%
Revenues	38,391	40,692	+6.0
EBITDA	8,929	8,282	-7.2
- recurring <sup>1,2</sup>	8,512	8,282	-2.7
EBIT	6,072	5,341	-12.0
Group net income	2,552	1,821	-28.6
Group net ordinary income <sup>1</sup>	2,305	1,640	-28.9
Net debt	44,629 <sup>(3),(4)</sup>	47,572 (4)	+6.6



<sup>1.</sup> Excluding capital gains, losses and one-off items.

<sup>2.</sup> Including EGP fair value adjustment.

<sup>3.</sup> As of December 31, 2011

<sup>4.</sup> Excluding net debt of assets held for sale

### From EBIT to Net Income

€mn	1H11	1H12	%
EBIT	6,072	5,341	-12.0
Net financial charges	(1,410)	(1,501)	+6.5
Interest charges Other	1,410 0	1,437 64	+1.9 n.m.
Net income from equity investments using equity method	63	45	-28.6
EBT	4,725	3,885	-17.8
Income tax	(1,536)	(1,493)	-2.8
Net income (continuing operations & including third parties)	3,189	2,392	-25.0
Minorities	(637)	(571)	-10.4
Group net income	2,552	1,821	-28.6



### Focus on forward electricity sales

#### Level of total production hedged (%)



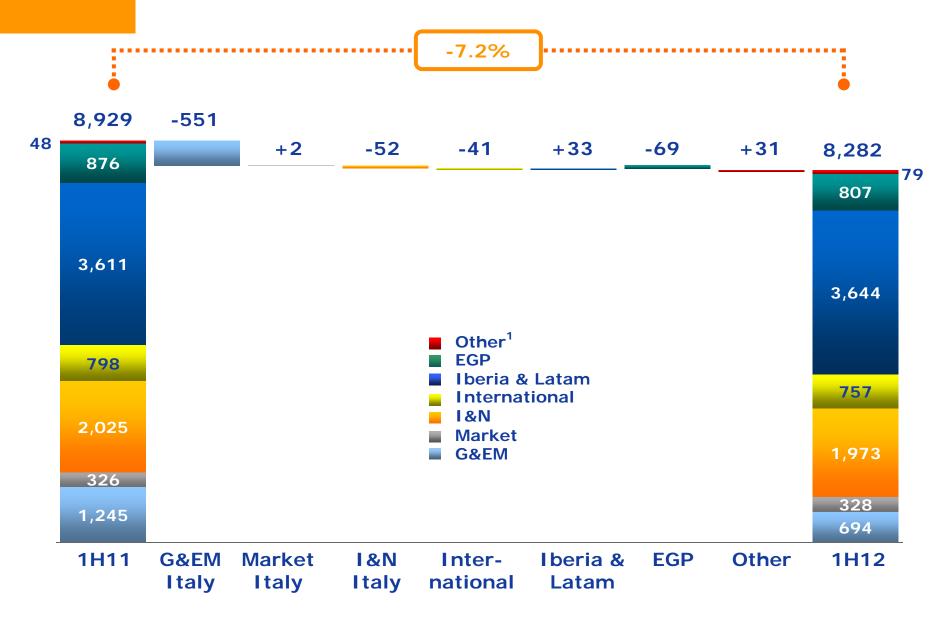


Hedged



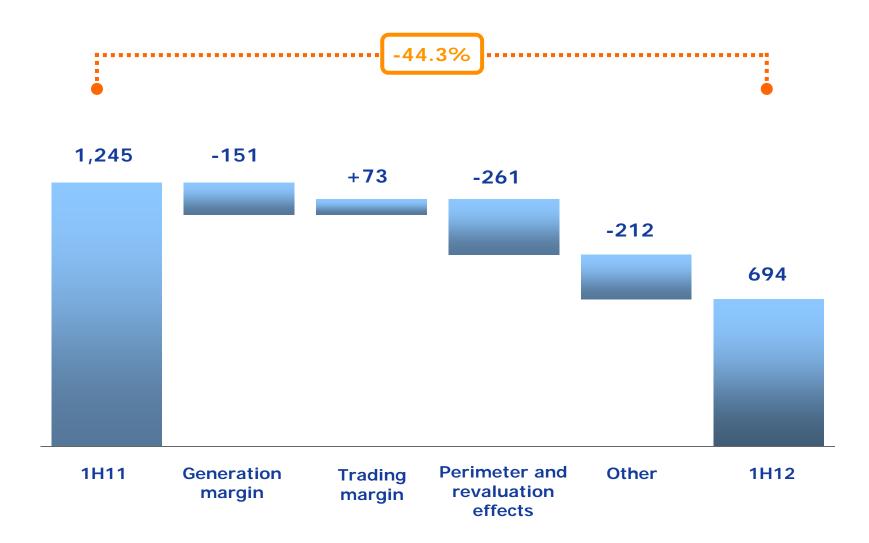
<sup>1.</sup> Including roll-over

### Group EBITDA evolution (€mn)



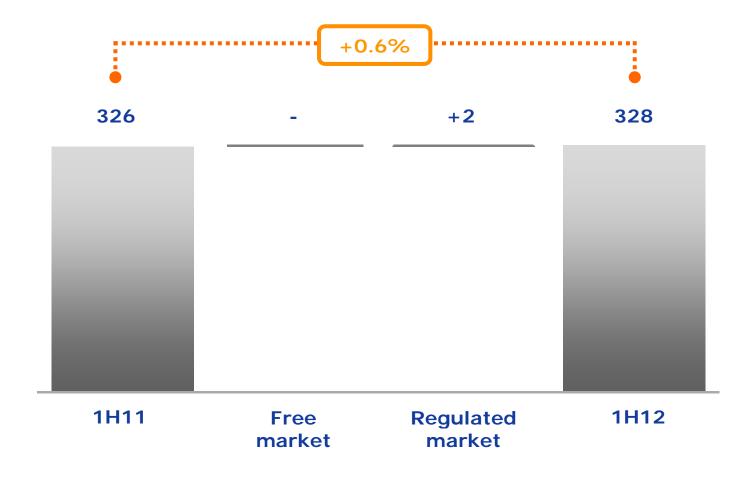


# **EBIT**DA evolution: G&EM Italy (€mn)



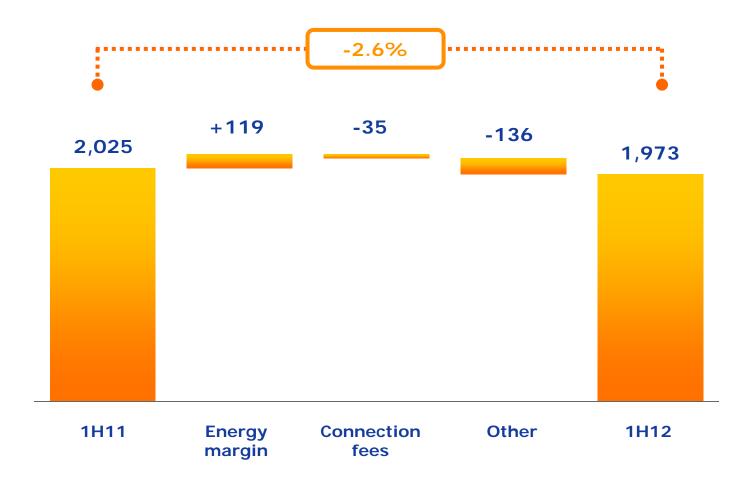


# **EBIT**DA evolution: Market Italy (€mn)



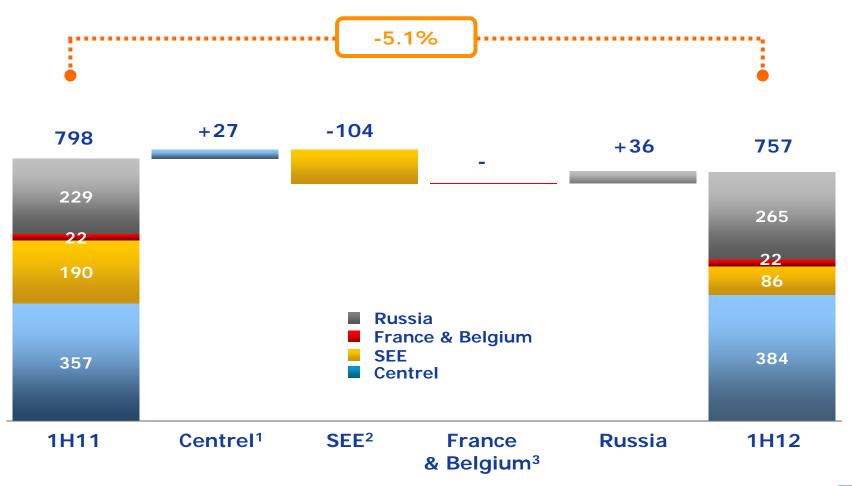


# **EBIT**DA evolution: Infrastructure & Networks Italy (€mn)





### **EBIT**DA evolution: International (€mn)



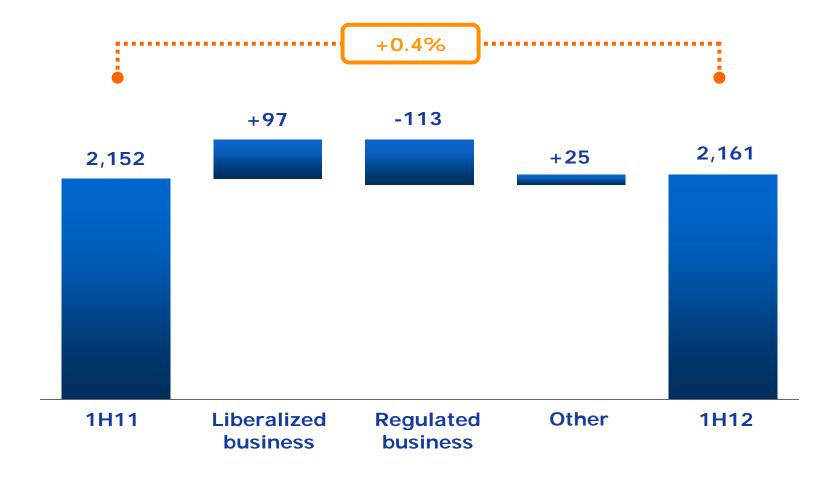


<sup>2.</sup> Romanian, Bulgarian and Greek operations



<sup>3.</sup> Including Enel Investment Holding

## **EBIT**DA evolution¹: Endesa - Iberia² (€mn)

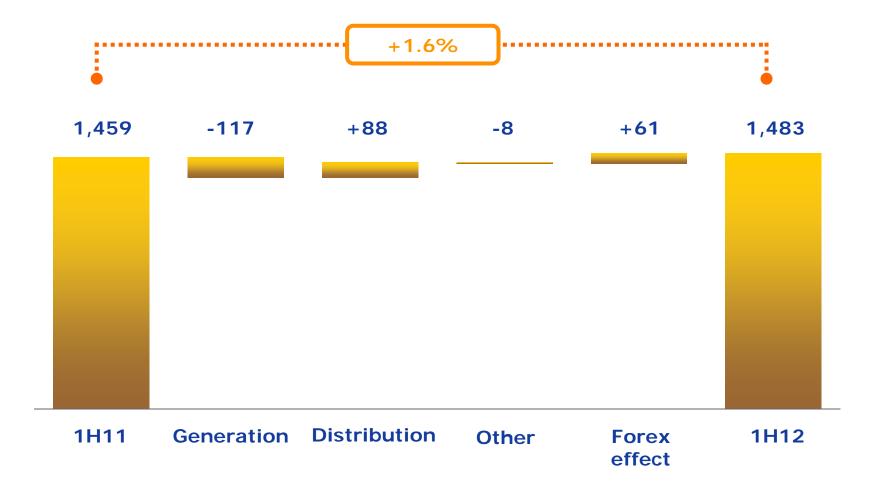




<sup>1.</sup> Enel's GAAP figures

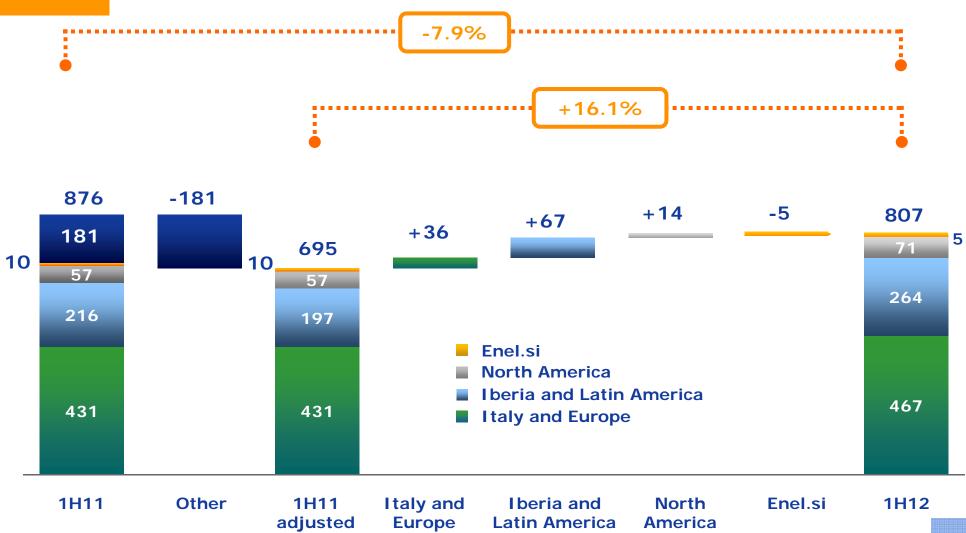
<sup>2.</sup> Including Ireland and Marocco

## **EBIT**DA evolution¹: Endesa - Latam (€mn)

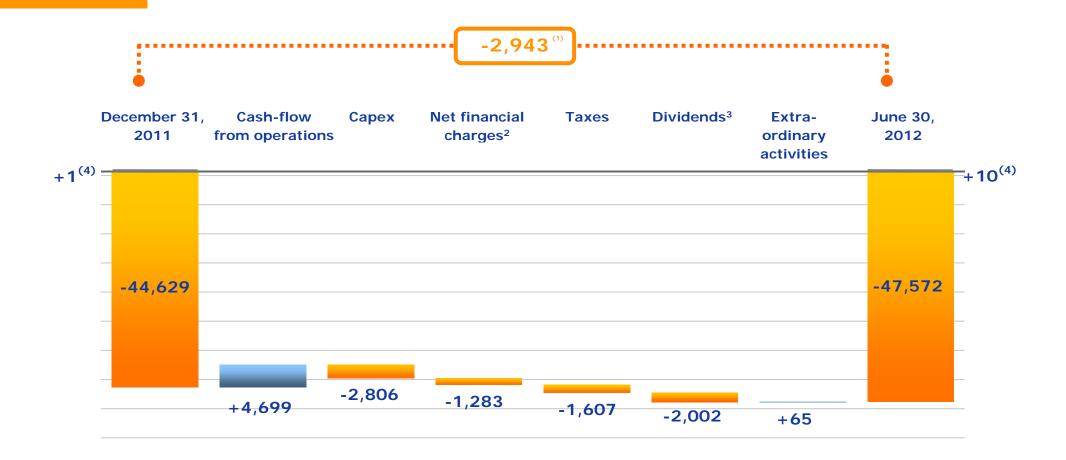




### **EBIT**DA evolution: Enel Green Power (€mn)



### **Net d**ebt evolution (€mn)





2. Net financial charges due to interest expenses

4. Net financial debt of assets held for sale

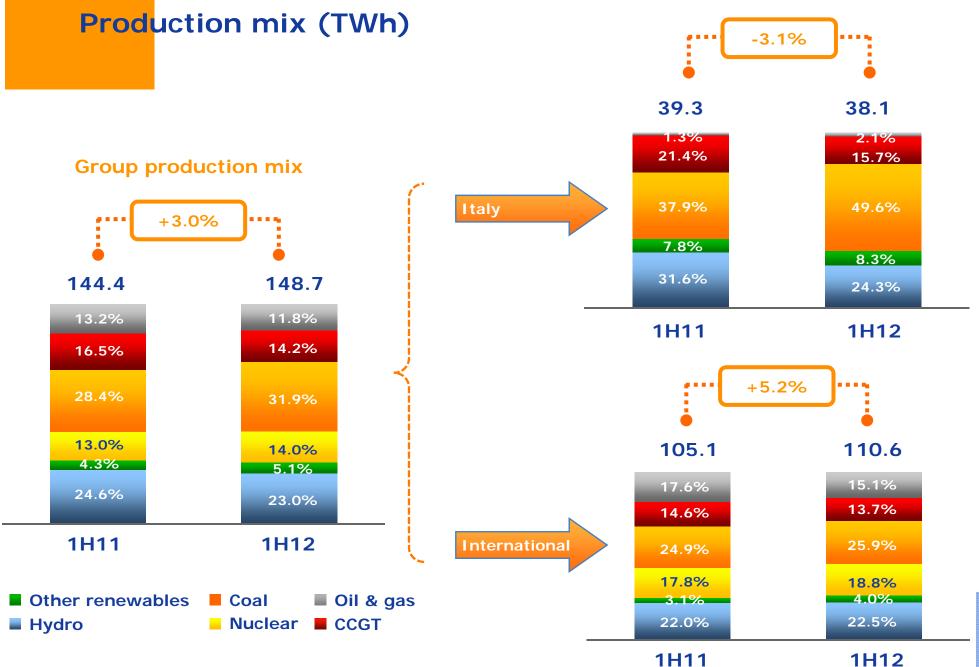


<sup>3.</sup> Including 497€mn of dividends paid to minorities

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# 1H2012 Group total net installed capacity<sup>1</sup>: breakdown by source and location

MW	Hydro	Other ren.	Nuclear	Coal	CCGT	Oil & gas ST/OCGT	TOTAL
Italy	13,652	1,466	-	6,746	5,916	12,021	39,801
Iberia	4,729	1, <b>771</b>	3,535	5,533	4,682 <sup>(2)</sup>	4,781 <sup>(3)</sup>	25,031
Centrel	2,329	7 	1,816	849	-	400	5,401
SEE	19	704 <sup>(4)</sup>	-	-	405 <sup>(5)</sup>	- -	1,128
Americas	9,677	1,100 	-	488	3,880	2,475	17,620
Russia	-	 	-	3,623	809	4,575	9,007
TOTAL	30,406		5,351		15,692	24,252	97,988

<sup>1.</sup> Including Group renewable capacity

<sup>2.</sup> Including 123 MW of installed capacity in Morocco

<sup>3.</sup> Including 1,013 MW of installed capacity in Ireland

<sup>4.</sup> Including 166 MW other renewable capacity in France 5. Including 405 MW of installed capacity in Belgium

city in Relaium



# 1H2012 Group total net production<sup>1</sup>: breakdown by source and location

GWh	Hydro	Other ren.	Nuclear	Coal	CCGT	Oil & gas ST/OCGT	TOTAL
Italy	9,264	3,174	_	18,870	5,967	0,791	38,066
Iberia	3,033	2,154	13,734	15,947	3,090 <sup>(2)</sup>	4,766 <sup>(3)</sup>	42,724
Centrel	2,355	16	<b>7</b> ,091	1,063	- -	 -	10,525
SEE	35	695 <sup>(4)</sup>		- -	317 <sup>(5)</sup>		1,047
Americas	19,441	1,582	-	991	9,370	2,865 	34,249
Russia	<u>-</u>			10,625	2,384	9,085	22,094
TOTAL			20,825		21,128	17,507	148,705

<sup>1.</sup> Including Group renewable production

22

<sup>2.</sup> Including 458 GWh of net production in Morocco 5. Ir

<sup>3.</sup> Including 17 GWh of net production in Ireland

<sup>4.</sup> Including 180 GWh of net production in France 5. Including 317 GWh of net production in Belgium

# 1H2012 renewables net installed capacity: breakdown by source and location

MW	Hydro	Geothermal	Wind	Other	TOTAL
Italy & Europe	1,532	722	1,299	106	3,659
Iberia & Latam	788	- -	1,749	120	2,657
North America	313	47	830	48	1,238
TOTAL	2,633	769	3,878	274	7,554



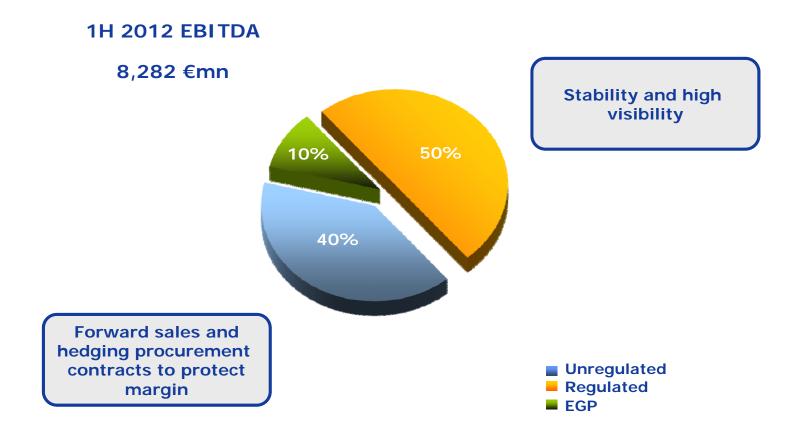


# 1H2012 renewables net production: breakdown by source and location

GWh	Hydro	Geothermal Wind		Other	TOTAL
Italy & Europe	2,634	2,611	1,205	48	6,498
Iberia & Latam	1,836	-	1,962	238	4,036
North America	565	140	1,217	110	2,032
TOTAL	5,035	2,751	4,384	396	12,566

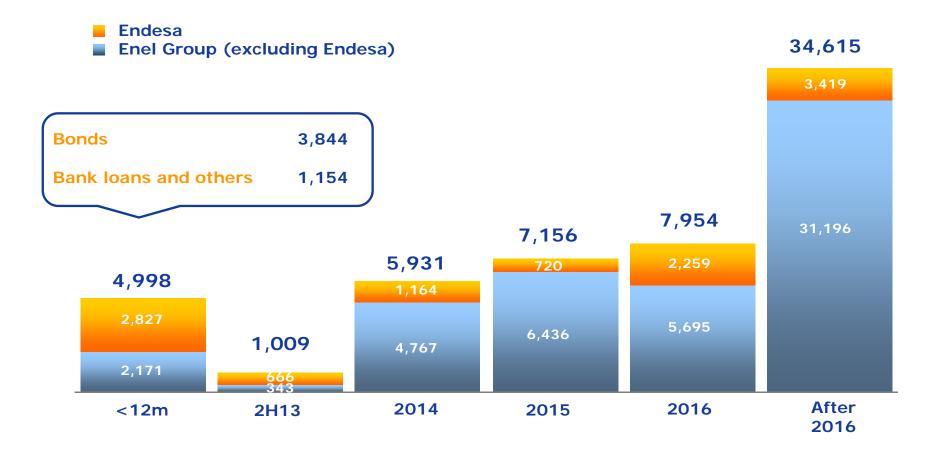


### **Group EBITDA:** regulated/unregulated activities





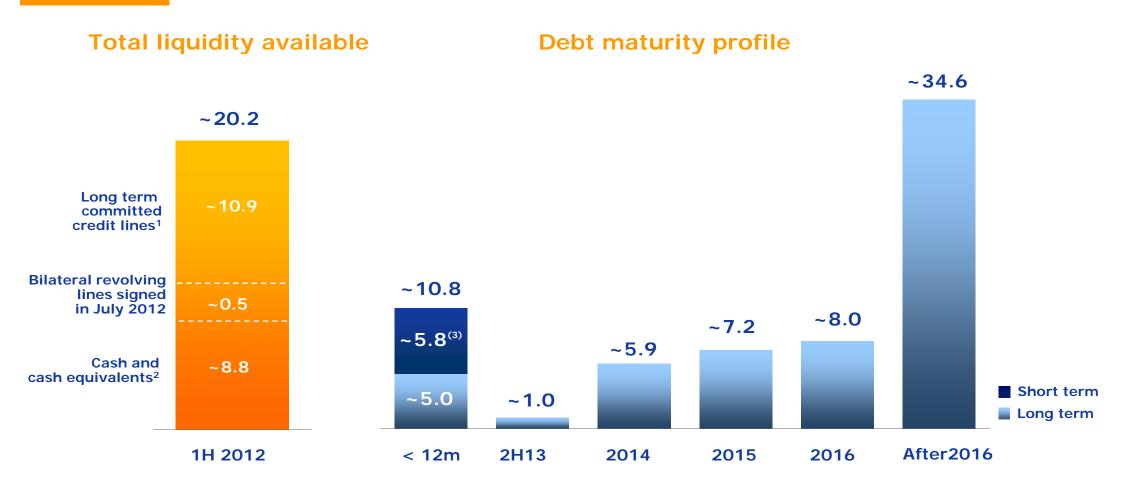
### **Enel's long-term debt maturity profile (€mn)**



6 years and 8 month Average cost of gross debt: 4.9%



### **Enel's debt maturity profile (€bn)**



# Liquidity available to cover maturities up to 2014



<sup>2.</sup> As of 30th of June 2012

<sup>3.</sup> Commercial paper 4.5€bn, short term debt 1.3€bn as of June 30th 2012

# **Enel** Group liquidity analysis (€mn)

	Amount	Outstanding	Available
Committed credit lines	23,550	10,276	13,274 <sup>(1)</sup>
Cash and cash equivalents	-	(8,845)	8,845
Total	23,550	1,431	22,119
Uncommitted lines	1,767	125	1,642
Commercial paper	9,318	4,495	4,823
Total liquidity	34,635	6,051	28,584



### **Debt** structure<sup>1</sup>

- Average debt maturity: 6 years and 8 months
- Average cost of gross debt<sup>2</sup>: 4.9%
- (Fixed+hedged)/Total gross long-term debt: 68%
- (Fixed+hedged)/Total net debt: 83%
- Rating: Standard&Poor's = BBB+/A-2 Stable Outlook

Moody's = Baa1/P-2 Under Review

Fitch = BBB+/F2 Rating Watch Negative

€mn	December 31, 2011	June 30, 2012	%
Long-term	45,127	53,164	+17.8
Short-term <sup>3</sup>	14,471	10,762	-25.6
Cash <sup>4</sup>	(14,969)	(16,354)	+9.3
Net debt	44,629	47,572	+6.6

<sup>1.</sup> As of June 30th, 2012



<sup>2.</sup> Average cost of net debt equal to 6.1%

<sup>3.</sup> Including current maturities of long-term debt

<sup>4.</sup> Including factoring and other current receivables

# Enel's group financial debt evolution<sup>1</sup>

<u>Enel</u>	Group (exclu	ding Endesa)	<u>End</u>	esa esa	<u> Group - Total</u>
€mn	12.31.2011	06.30.2012	12.31.2011	06.30.2012	06.30.2012
Bank loans - maturities > 12m	8,333	13,545	1,585	3,046	16,591
Bonds – maturities > 12m	32,445	34,356	5,016	4,463	38,819
Preference shares > 12m	-	-	180	-	-
Other loans – maturities > 12m	398	536	746	719	1,255
Financial receivables – maturities > 12m	-2,499	-2,419	-1,077	-1,082	-3,501
Total net LT debt - maturities > 12m	38,677	46,018	6,450	7,146	53,164
Bank loans - maturities < 12m	4,199	391	2,695	372	763
Bonds - maturities < 12m	1,075	1,716	1,398	2,128	3,844
Preference shares < 12m	-	-	-	180	180
Other loans – maturities < 12m	139	64	166	147	211
Financial receivables – maturities < 12m	-110	-32	-5,522	-5,022	-5,054
Total net LT debt - maturities < 12m	5,303	2,139	-1,263	-2,195	-56
Other ST bank debt	826	207	62	60	267
Commercial paper	2,016	3,477	1,188	1,013	4,490
Cash Collateral and other derivatives payables	650	932	<del>-</del>	<del>-</del>	932
Other ST financial debt	4	14	53	61	75
ST debt	3,496	4,630	1,303	1,134	5,764
Factoring receivables	-370	-301	-	-	-301
Cash Collateral and other derivatives receivables		-1,526	-	-	-1,526
Other ST financial receivables	-592	-355	-232	-218	-573
Cash at banks and marketable securities	-4,313	-6,554	-2,754	-2,346	-8,900
Total net ST debt (incl. current maturities)	2,448	-1,967	-2,946	-3,625	-5,592
Net financial debt	41,125	44,052	3,504	3,521	47,572





# Enel's group financial debt by subsidiary<sup>1</sup>

€mn	Enel SpA	Endesa	EFI <sup>2</sup>	EIH <sup>2</sup>	Slovenské	EP <sup>2</sup>	ED <sup>2</sup>	Other	Total
Bonds	17,223	6,591	18,336	297	-	_	_	216	42,663
Bank loans	3,312	3,418	4,244	_	844	605	2,908	2,023	17,354
Preference share	es -	180	-	_	-	-	-	-	180
Other loans	(160)	(5,238)	-	_	(602)	(259)	(466)	(364)	(7,089)
Commercial pap	er -	1,013	3,477	_	-	-	-	-	4,490
Other	(4,676)	(2,443)	(32)	(14)	9	(108)	(75)	(2,687)	(10,026)
Total	15,699	3,521	26,025	283	251	238	2,367	(812)	47,572

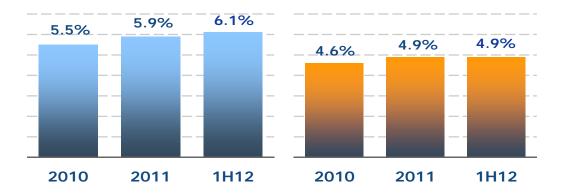


<sup>2.</sup> EFI: Enel Financial International; EIH: Enel Investments Holding; EP: Enel Produzione; ED: Enel Distribuzione



### Enel's group financial debt

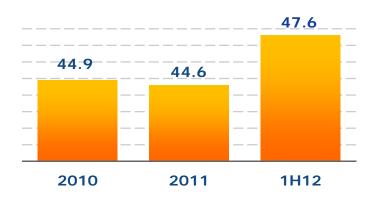
#### Average cost of net debt Average cost of gross debt



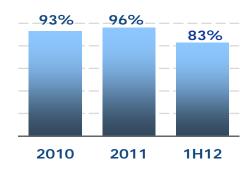
#### Average residual maturity (years:months)



Net financial debt (€bn)



Fixed + Hedged /Total net debt



Fixed + Hedged /Total gross long term debt





1. As of June 30th, 2012

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

#### **Enel Group (excluding Endesa)**

€mn	<12m	2H13	2014	2015	2016	After 2016
Bank loans	391	263	2,566	2,660	1,126	6,930
Bonds	1,716	43	2,155	3,721	4,511	23,926
Other	64	37	46	55	58	340
Total	2,171	343	4,767	6,436	5,695	31,196

#### **Endesa**

€mn	<12m	2H13	2014	2015	2016	After 2016
Bank loans	372	121	374	225	1,619	707
Bonds	2,128	471	685	434	581	2,292
Other <sup>1</sup>	327	74	105	61	59	420
<b>Total</b>	<b>2,827</b>	<b>666</b>	<b>1,164</b>	<b>720</b>	<b>2,259</b>	<b>3,419</b>





# **Enel** Group liquidity analysis excluding Endesa (€mn)<sup>1</sup>

	Amount	Outstanding	Available
2009 credit facility for Endesa acquisition (2014) 2009 credit facility for Endesa acquisition (2016) Other committed credit lines <sup>2</sup>	1,359 617 17,509	1,359 617 6,855	- - 10,654
Total committed credit lines	19,485	8,831	10,654
Other short-term bank debt – uncommitted lines	279	116	163
Total credit lines	19,764	8,947	10,817
Commercial paper	6,000	3,481	2,519
Total credit lines + CP	25,764	12,428	13,336
Cash and cash equivalents	_	(6,499)	6,499
Total liquidity	25,764	5,929	19,835



<sup>1.</sup> As of June 30th, 2012

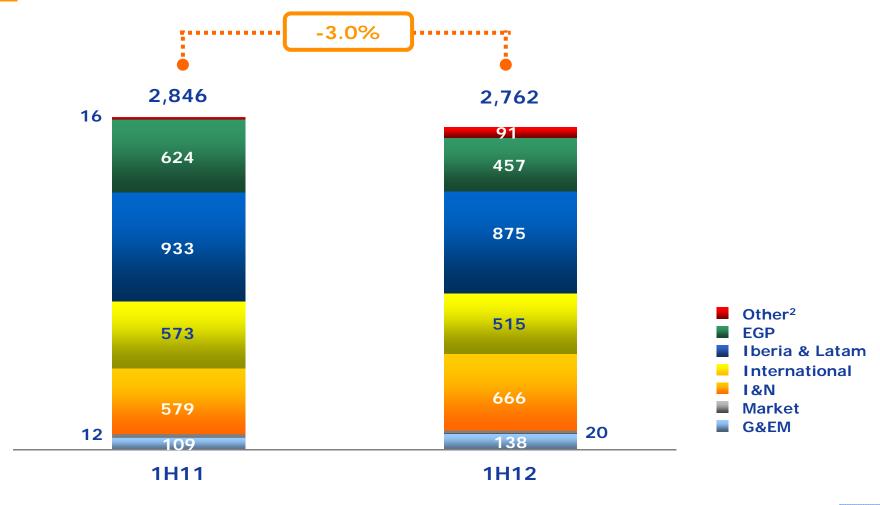
<sup>2.</sup> Including 1,420€mn relating to a committed line pertaining to Slovenske Elektrarne

# Endesa liquidity analysis (€mn)<sup>1</sup>

	Amount	Outstanding	Available
Total committed credit lines	4,065	1,445	2,620
Other short-term bank debt – uncommitted lines	1,488	9	1,479
Total credit lines	5,553	1,454	4,099
Commercial paper issued by the Endesa Group	3,318	1,014	2,304
Total credit lines + CP	8,871	2,468	6,403
Cash and cash equivalents	-	(2,346)	2,346
Total liquidity	8,871	122	8,749



### Capex by business area (€mn)<sup>1</sup>





<sup>2.</sup> Including Services & Holding, Engineering & Innovation, upstream gas and nuclear activities



#### **Balance** sheet

€mn	FY11	1H12	%
Net financial debt	44,629	47,572	+6.6
Shareholders' equity	54,440	54,631	+0.4
Net capital employed	99,069	102,203	+3.2





## **Gene**ration & Energy Management - Italy

€mn	1H11	1H12	%
Revenues	10,221	11,304	+10.6
EBITDA	1,245	694	-44.3
EBIT	956	385	-59.7
Capex	109	138	+26.6
Headcount	6,277 <sup>(1)</sup>	6,181	-1.5





# Market - Italy

€mn	1H11	1H12	%
Revenues	8,803	9,408	+6.9
EBITDA	326	328	+0.6
EBIT	180	126	-30.0
Capex	12	20	+66.7
Headcount	3,745 <sup>(1)</sup>	3,711	-0.9



## Infrastructure & Network - Italy

€mn	1H11	1H12	%
Revenues	3,594	3,784	+5.3
EBITDA	2,025	1,973	-2.6
EBIT	1,567	1,502	-4.1
Capex	579	666	+15.0
Headcount	18,951 <sup>(1)</sup>	18,846	-0.6





#### **Inter**national

€mn	1H11	1H12	%
Revenues	3,819	4,273	+11.9
EBITDA	798	757	-5.1
EBIT	496	595	+20.0
Capex	573	515	-10.1
Headcount	13,779 <sup>(1)</sup>	13,395	-2.8





### Iberia & Latam

€mn	1H11	1H12	%
Revenues	15,844	16,495	+4.1
EBITDA	3,611	3,644	+0.9
EBIT	2,197	2,145	-2.4
Capex	933	875	-6.2
Headcount	22,877 <sup>(1)</sup>	23,047	+0.7



### **Enel** Green Power

€mn	1H11	1H12	%
Revenues	1,329	1,332	+0.2
EBITDA	876	807	-7.9
EBIT	684	570	-16.7
Capex	624	457	-26.8
Headcount	3,229 <sup>(1)</sup>	3,379	+4.6



Other<sup>1</sup>

€mn	1H11	1H12	%
Revenues <sup>2</sup>	1,007	930	-7.6
Holding	340	156	-54.1
Services	<i>529</i>	678	+28.2
Engineering & Innovation	201	166	-17.4
Upstream	1	1	-
EBITDA <sup>3</sup>	48	79	+64.6
Holding	(28)	(18)	+35.7
Services	94	103	+9.6
Engineering & Innovation	(1)	3	n.m.
Upstream	(8)	(9)	+ 12.5



<sup>1.</sup> Including Services & Holding, Engineering & Innovation, upstream gas and nuclear activities

<sup>2.</sup> Including Other & Elisions of -64€mn in 1H11 and -71€mn in 1H12

<sup>3.</sup> Including Other & Elisions of -9€mn in 1H11 and 0€mn in 1H12

### Other<sup>1</sup> - Continued

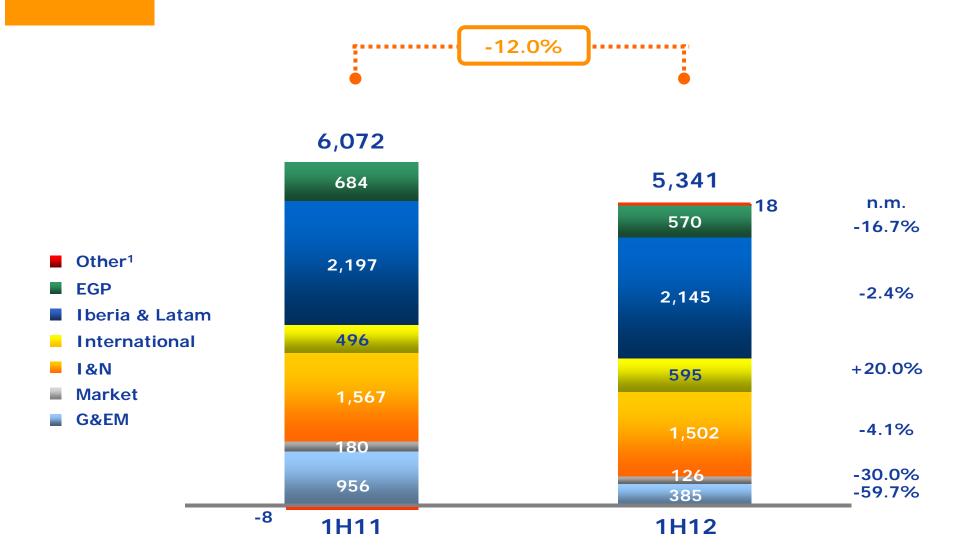
€mn	1H11	1H12	%
EBIT <sup>2</sup>	(8)	18	n.m.
Holding	(33)	(23)	+30.3
Services & other	45	49	+8.9
Engineering & Innovation	(3)	1	+133.3
Upstream	(8)	(9)	+12.5
Capex	16	91	+468.8
Holding	2	2	-
Services & other	13	23	+76.9
Engineering & Innovation	1	1	-
Upstream	0	<i>65</i>	n.m.
Headcount	6,502 <sup>(3)</sup>	6,457	-0.7
Holding	873	867	-0.7
Services & other	4,245	4,249	+0.1
Engineering & Innovation	1,327	1,283	-3.3
Upstream	<i>57</i>	<i>58</i>	+1.8

Including Services & Holding, Engineering & Innovation, upstream gas and nuclear activities
 Including Other & Elisions of -9€mn in 1H11 and 0€mn in 1Q12



<sup>3.</sup> As of December 31st, 2011

# **EBIT** by business area (€mn)





#### **Disclaimer**

This presentation may contain certain statements that are neither reported financial results nor other historical information ("forward-looking statements"). 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 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 revisions to any forward-looking statements to reflect events or circumstances after the date of this presentation.

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.

#### **Contact** us

#### Investor Relations Team (investor.relations@enel.com)

Luca Torchia (Head of IR)	+39 06 8305 3437
Pedro Cañamero (Equity IR)	+39 06 8305 5292
Elisabetta Ghezzi (Fixed income IR)	+39 06 8305 2708
Matteo Cavadini (Staff)	+39 06 8305 2326
Marco Donati (Staff)	+39 06 8305 9252
• Federica Dori (Staff)	+39 06 8305 7975
Federica Todaro (Staff)	+39 06 8305 9502

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