

9M 2013 Results

November 7, 2013

Opening remarks **9M20**13 highlights

Disposal plan and hybrid financing well on track

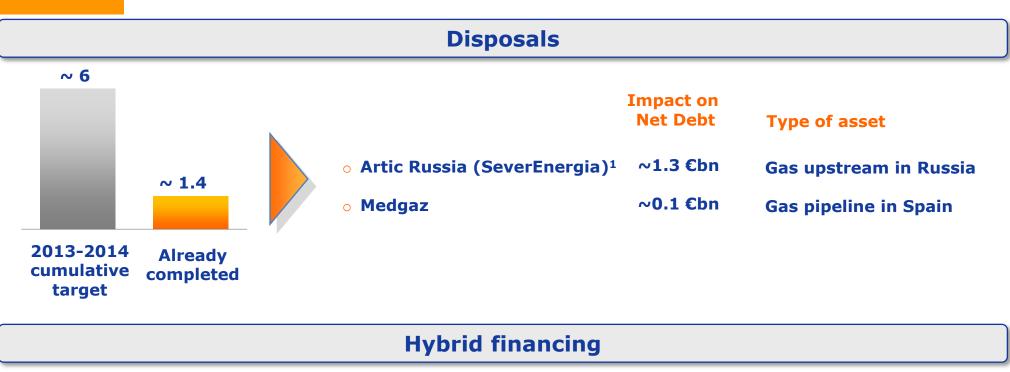
Opex down by 3%, -5% in mature markets: full year 2013 savings target upgraded

Capex down by 15%, -28% in mature markets: ongoing capex optimization

FY 2013 overall financial targets confirmed



Major achievements Focus on balance sheet (€bn)





EUR tranche Sep. 3, 2013 1,250 €mn 6.50% GBP tranche Sep. 3, 2013 400 £mn 7.75%

Issue date

Amount

Coupon

USD tranche Sep. 17, 2013 1,250 \$mn 8.75%

ENERGY IN TUNE WITH YOU.

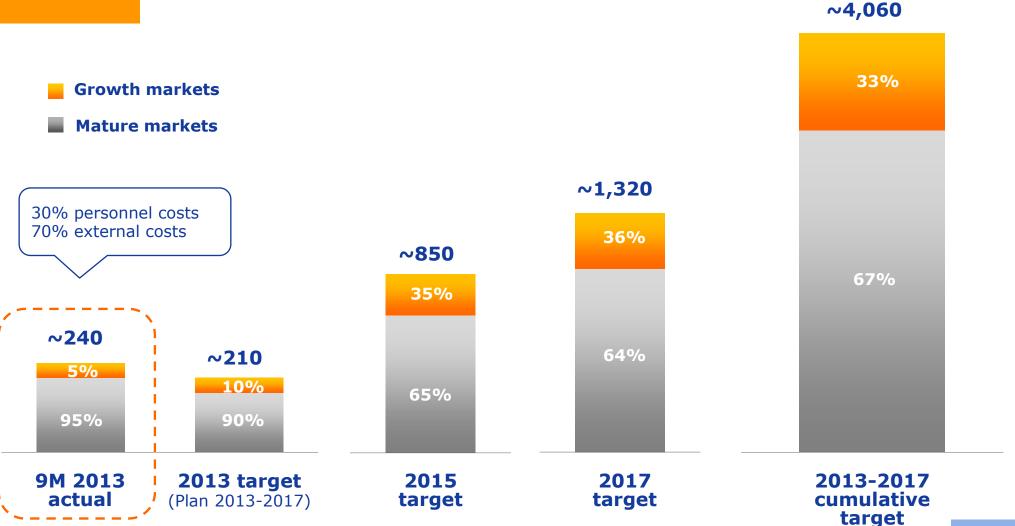
EUR swap avg:

ca. 7 %

- Investor Relations

Deleveraging process well on track

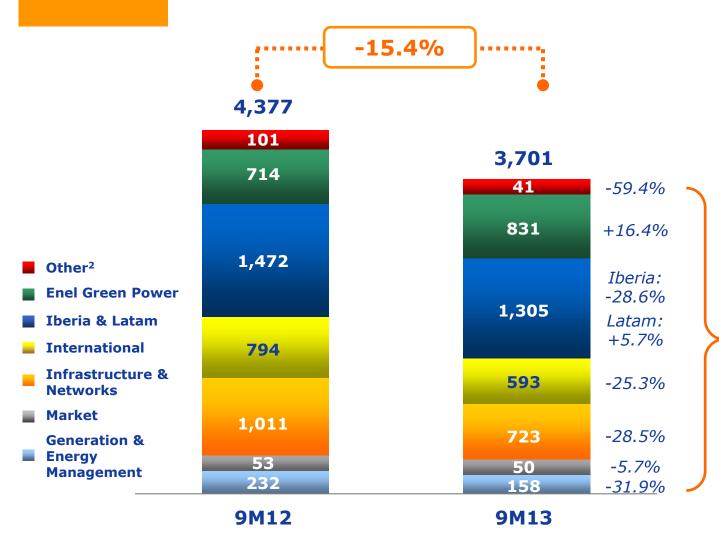
Major achievements Focus on cost savings programme¹ (€mn)



FY 2013 target upgraded to ca. 300 €mn



Gross capex¹ (€mn)



Mature markets:

o Italy³: -28%

o Spain4: -29%

Organic growth capex: -17%



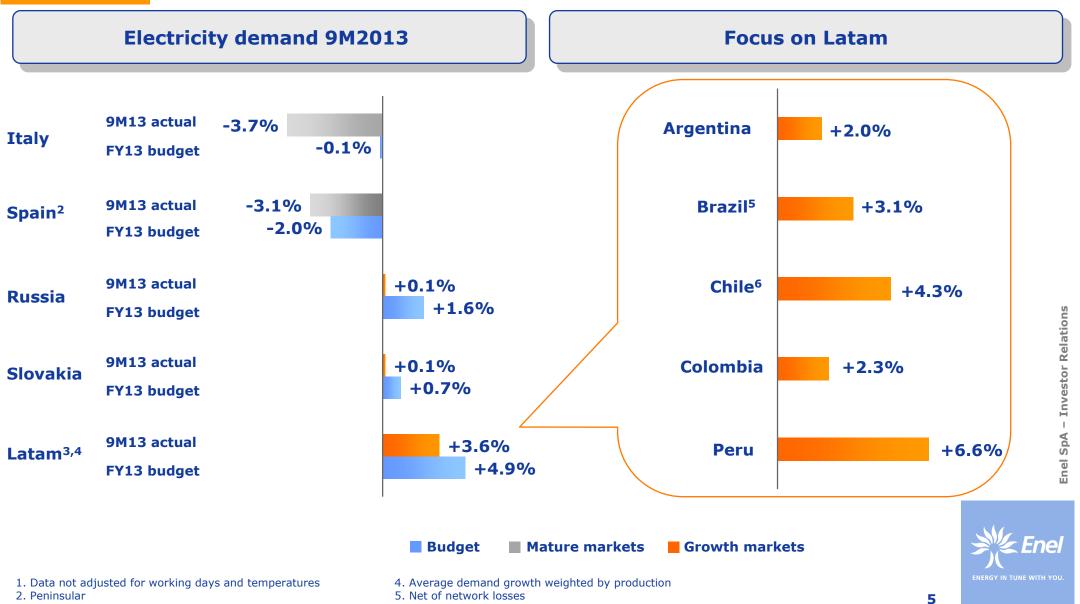
^{1.} Continuing operations, gross of connection fees

^{2.} Including Services & Holding, Engineering & Innovation, upstream gas and nuclear activities

^{3.} Weighted average, excluding EGP

^{4.} Excluding EGP

Country electricity demand¹ vs. plan assumptions



^{2.} Peninsular

^{3.} Brazil, Chile (SIC), Colombia, Peru, Argentina

^{6.} Figure related to SIC (Sistema Interconectado Central)

Financial highlights **Conso**lidated results

€mn	9M12	9M12 restated ¹	9M13	%
Revenues	61,899	61,899	59,149	-4.4
EBITDA	12,761	12,736	12,187	-4.3
EBIT	8,200	8,186	7,478	-8.6
Group net income	2,808	2,784	2,335	-16.1
Group net ordinary income ²	2,627	2,603	2,307	-11.4
Net debt ³	42,948 ⁽⁴⁾	42,948 ⁽⁴⁾	43,990	+2.4

1. 2012 restated due to a change in the "white certificates" accounting policy and to the retrospective application of IAS 19 revised

Enel SpA - Investor Relation

^{2.} Excluding capital gains, losses and one-off items

^{3.} Excluding net debt of assets held for sale

^{4.} As of December 31st, 2012

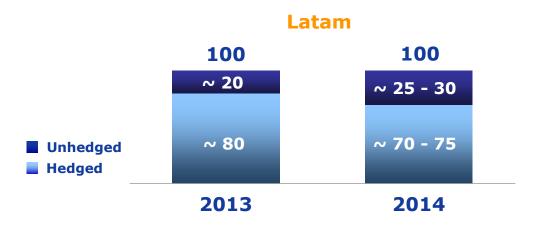
From EBIT to Net Income

€mn	9M12	9M12 restated ¹	9M13	%
EBIT	8,200	8,186	7,478	-8.6
Net financial charges (2,326)	(2,326)	(2,016)	-13.3
Interest charges Other	(2,148) (178)	(2,148) (178)	(2,086) 70	-2.9 n.m.
Net income from equity investments using equity method	65	65	69	+6.2
EBT	5,939	5,925	5,531	-6.6
Income tax (2,310)	(2,309)	(2,078)	-10.0
Net income (continuing operations & including third parties)	3,629	3,616	3,453	-4.5
Minorities	(821)	(832)	(1,118)	+34.4
Group net income	2,808	2,784	2,335	-16.1



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





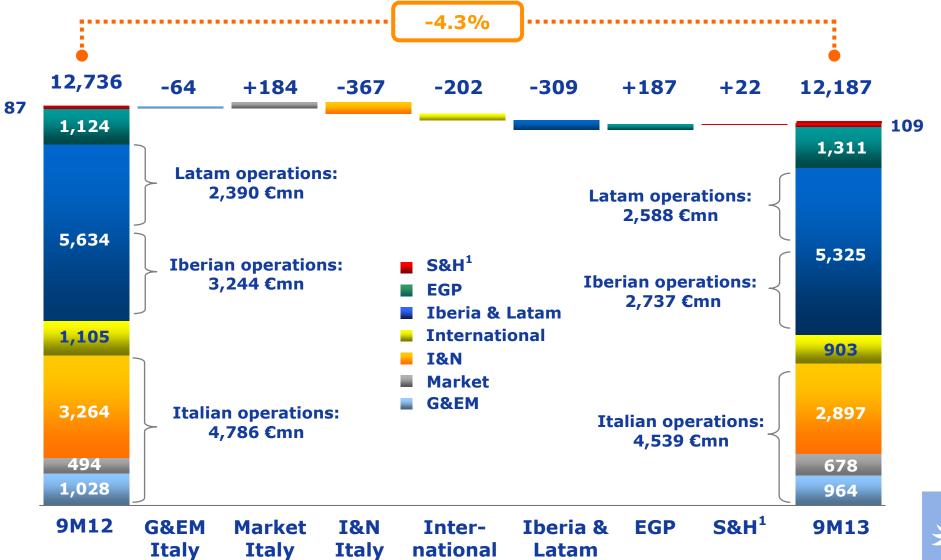




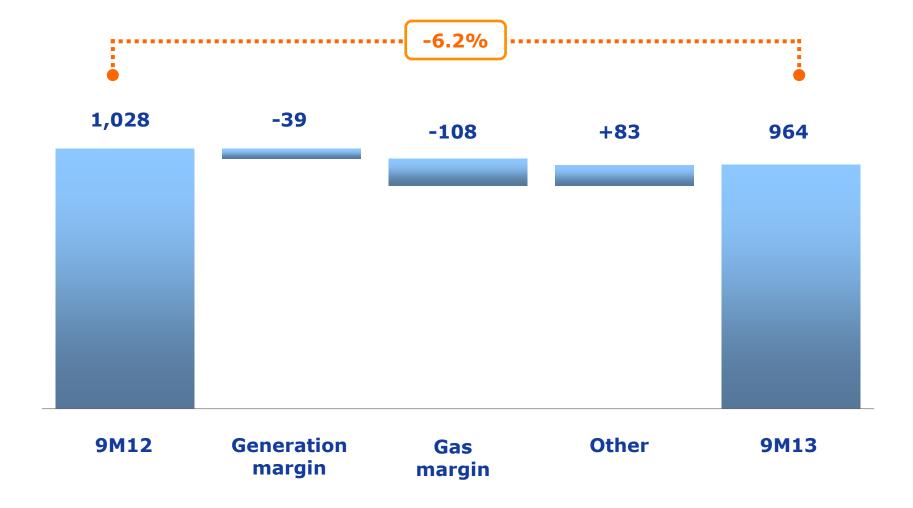
^{1.} Including roll-over

^{2.} Not including domestic coal output

Group EBITDA evolution (€mn)



EBITDA evolution: G&EM Italy (€mn)

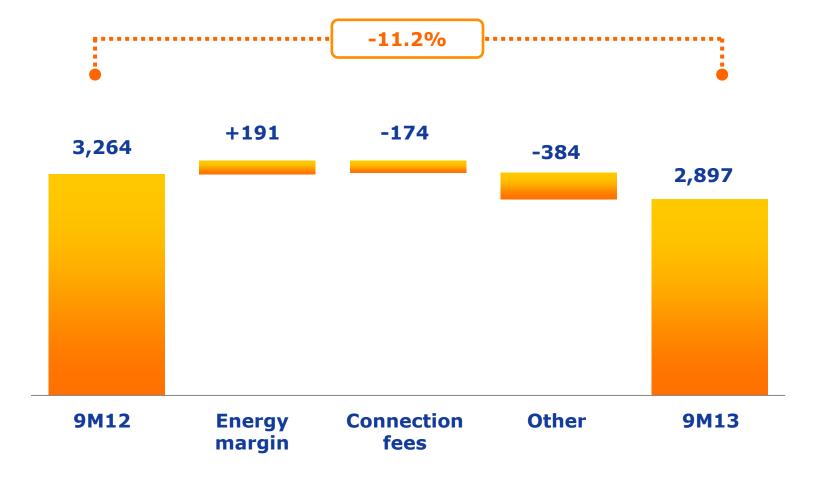


EBITDA evolution: Market Italy (€mn)



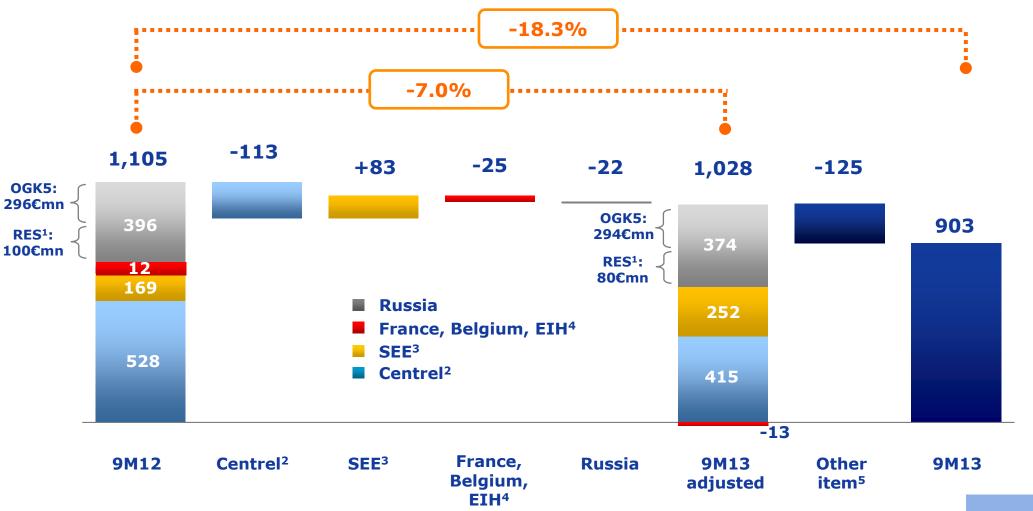


EBITDA evolution: Infrastructure & Networks Italy (€mn)





EBITDA evolution: International (€mn)



1. RusEnergoSbyt

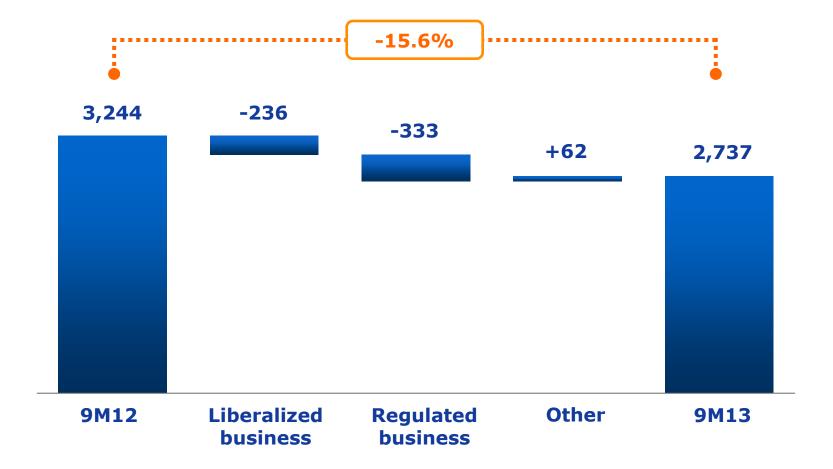
Slovenské Elektrárne
 Romanian operations

4. Enel Investment Holding

5. Pertaining to Enel Investment Holding

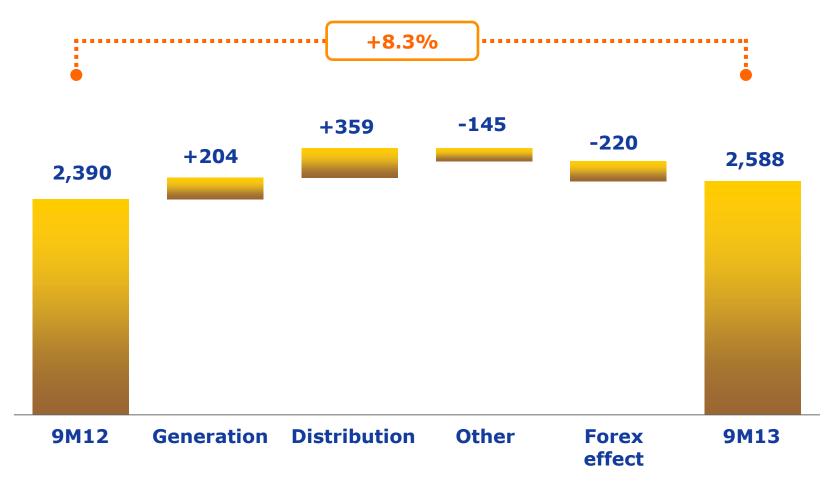
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EBITDA evolution¹: Endesa - Iberia² (€mn)



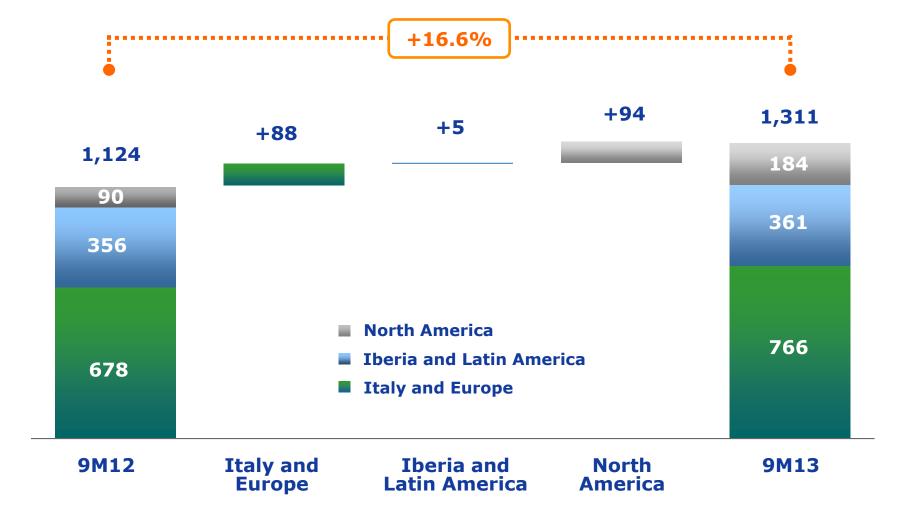
2. Including Ireland (out of perimeter since October 2012) and Morocco

EBITDA evolution¹: Endesa - Latam (€mn)

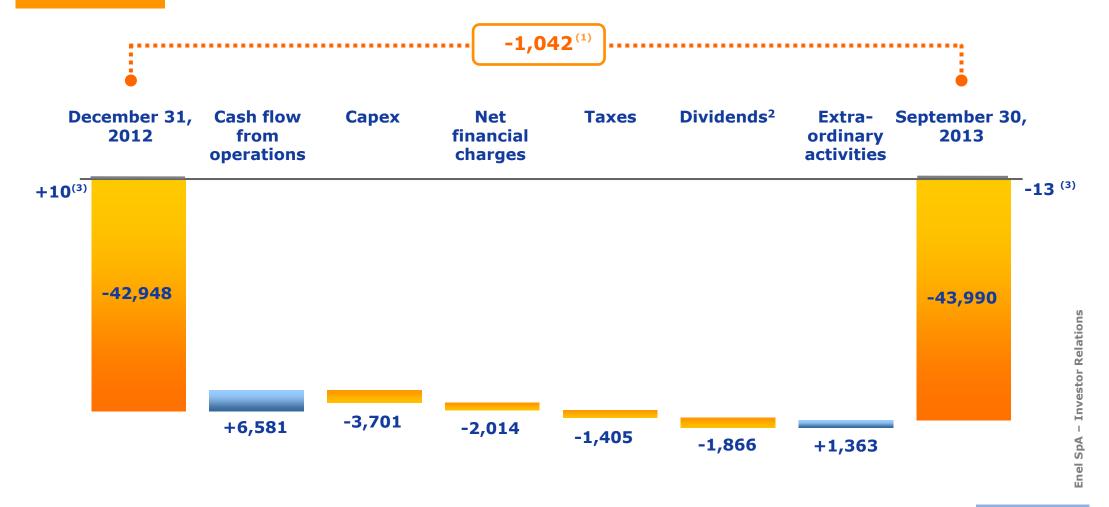




EBITDA evolution: Enel Green Power (€mn)



Net debt evolution (€mn)





^{2.} Of which 456€mn dividends paid to minorities



^{3.} Net financial debt of assets held for sale

Resilient business in mature markets, despite on-going challenges

Continued strong performance in growth markets

Strong progress towards
2013-2017 Strategic Plan execution





Annexes





9M2013 Group total net installed capacity1: breakdown by source and location

MW	Hydro	Other ren.	Nuclear	Coal	CCGT	Oil & gas ST/OCGT	TOTAL	_
Italy	13,687	1,605	-	6,680	5,925	12,024	39,921	_
Iberia	4,722	1,865	3,556	5,533	5,573 ⁽²⁾	2,930	24,179	-
Centrel	2,329	27	1,816	828		400	5,400	-
SEE	19	1,017 ⁽³⁾	- -	-	406 ⁽⁴⁾		1,442	Relations
Americas	9,705	1,699	- -	839	3,888	2,654	18,785	I I
Russia				3,623	809	4,675	9,107	Enel SpA
TOTAL	30,462	6,213	5,372	17,503	16,601	22,683	98,834	ENERGY IN TUNE WITH YOU.

^{1.} Including Group renewable capacity 2. Including 123 MW of installed capacity in Morocco

^{3.} Including 186 MW of installed capacity in France 4. Including 406 MW of installed capacity in Belgium

9M2013 Group total net production¹: breakdown by source and location

GWh	Hydro	Other ren.	Nuclear	Coal	ссст	Oil & gas ST/OCGT	TOTAL	_
Italy	19,598	5,055	-	24,838	5,346	434	55,271	-
Iberia	8,087	3,373	19,959 	16,657	4,070 ⁽²⁾	4,841	56,987	-
Centrel	3,857	42	10,914	1,395			16,208	-
SEE	42	1,422 ⁽³⁾		- -	985 ⁽⁴⁾		2,449	-
Americas	25,300	3,568	-	3,626	15,775	3,449	51,718	-
Russia				14,615	3,669	12,977	31,261	
TOTAL	56,884	13,460	30,873	61,131	29,845	21,701	213,894	ENERGY IN TUNE WITH

^{1.} Including Group renewable production

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^{2.} Including 642 GWh of net production in Morocco 4. Incl

^{3.} Including 232 GWh of net production in France 4. Including 985 GWh of net production in Belgium

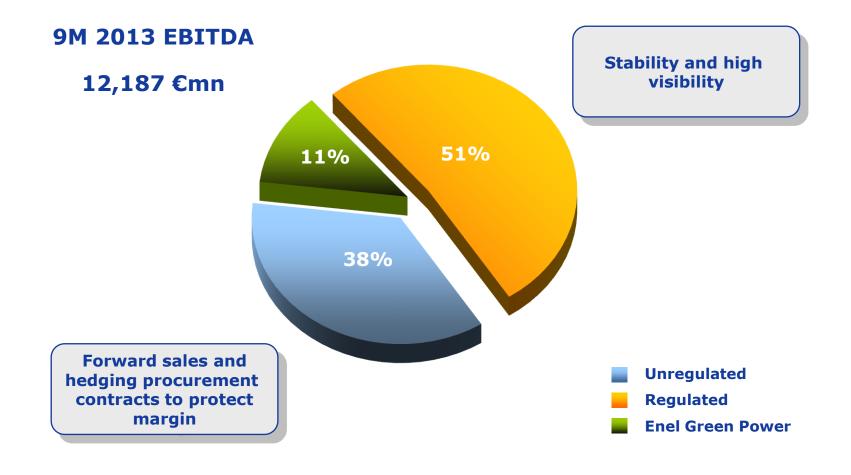
9M2013 Enel Green Power net installed capacity: breakdown by source and location

MW	Hydro	Geothermal	Wind	Other	TOTAL
Italy & Europe	1,531	723	723 1,646		4,111
Iberia & Latam	775	-	2,036	87	2,898
North America	317	47	1,266	50	1,680
TOTAL	2,623	770	4,948	348	8,689

9M2013 Enel Green Power net production: breakdown by source and location

GWh	Hydro	Geothermal	Wind	Other	TOTAL
Italy & Europe	5,150	3,960	2,334	177	11,621
Iberia & Latam	2,464	-	3,573	288	6,325
North America	852	181	2,625	164	3,822
TOTAL	8,466	4,141	8,532	629	21,768

Group EBITDA: regulated/unregulated activities

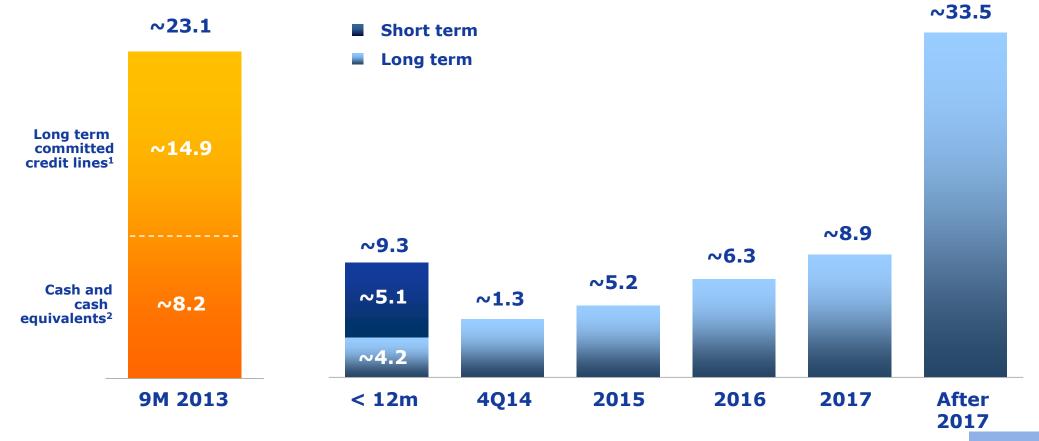




Enel's debt maturity profile (€bn)

Total liquidity available

Debt maturity profile



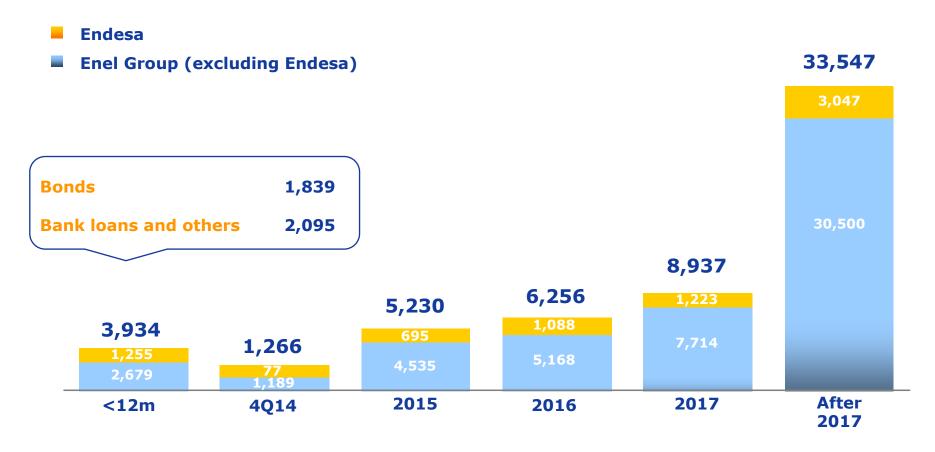
Liquidity available to cover maturities up to 2017

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^{1.} As of September 30th, 2013. Lines with maturities after September 2014

^{2.} As of September 30th, 2013

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



6 years and 8 months
Average cost of gross debt: 4.8%



Enel Group liquidity analysis (€mn)

	Amount	Outstanding	Available
Committed credit lines	20,476	5,152	15,324 ⁽¹⁾
Cash and cash equivalents	_	(8,152)	8,152
Total	20,476	(3,000)	23,476
Uncommitted lines	854	68	786
Commercial paper	9,296	5,061	4,235
Total liquidity	30,626	2,129	28,497



Debt structure¹

- **Average debt maturity: 6 years and 8 months**
- Average cost of gross debt²: 4.8%
- (Fixed+hedged)/Total gross long-term debt: 76%
- (Fixed+hedged)/Total net debt: 96%
- **Standard&Poor's = BBB/A-2 Stable Outlook** Rating:

Moody's = Baa2/P-2 Negative Outlook

Fitch = BBB+/F2 Rating Watch Negative

€mn	December 31, 2012	September 30, 2013	%
Long-term	52,383	51,576	-1.5
Short-term ³	8,027	9,307	+15.9
Cash ⁴	(17,462)	(16,893)	-3.3
Net debt	42,948	43,990	+2.4



^{1.} As of September 30th, 2013

^{2.} Average cost of net debt equal to 6.2%

Enel's group financial debt evolution¹

€mn <u>Ene</u>	el Group (exclu	ding Endesa)	<u>End</u>	esa	Group - Total
Emn	12.31.2012	09.30.2013	12.31.2012	09.30.2013	09.30.2013
	10.064	0.454	2.410	1.011	11.265
Bank loans - maturities > 12m	10,864 37,350	9,454 38,992	2,418 4,159	1,911 3,500	11,365 42,492
Bonds – maturities > 12m Preference shares > 12m	37,330	30,772 -	+,±J5	3,300	42,4J2 -
Other loans – maturities > 12m	482	660	686	719	1,379
Financial receivables – maturities > 12m	-2,515	-2,638	-1,061	-1,022	-3,660
Total net LT debt - maturities > 12m	46,181	46,468	6,202	5,108	51,576
Bank loans - maturities < 12m	404	1,416	310	413	1,829
Bonds – maturities < 12m	1,685	1,169	1,249	670	1,839
Preference shares < 12m	-	-	181	-	-
Other loans – maturities < 12m	72	94	156	172	266
Financial receivables – maturities < 12m	-87	-94	-5,231	-6,226	-6,320
Total net LT debt - maturities < 12m	2,074	2,585	-3,335	-4,971	-2,386
Other ST bank debt	235	49	48	21	70
Commercial paper	2,555	3,655	359	1,404	5,059
Cash Collateral and other derivatives payables	691	125		-	125
Other ST financial debt	25	81	57	38	119
ST debt	3,506	3,910	464	1,463	5,373
Factoring receivables	-288	-193	_	-	-193
Cash Collateral and other derivatives receivable		-1,823	-	-	-1,823
Other ST financial receivables	-255	-295	-266	-79	-374
Cash at banks and marketable securities	-7,991	-5,812	-1,942	-2,371	-8,183
Total net ST debt (incl. current maturities) -4,356	-1,628	-5,079	-5,958	-7,586
Net financial debt	41,825	44,840	1,123	-850	43,990



Enel's group financial debt by subsidiary¹

€mn	Enel SpA	Endesa	EFI ²	EIH ²	Slovenské	EP ²	ED ²	Other	Total	
Bonds	18,869	4,170	20,900	298	-	-	-	94	44,331	
Bank loans	-	2,324	3,520	-	1,189	510	3,088	2,563	13,194	
Preference share	s -	-	-	-	-	-	-	-	-	
Other loans	(175)	(6,357)	-	-	(778)	(285)	(975)	235	(8,335)	
Commercial pape	er -	1,404	3,655	-	-	-	-	-	5,059	John tions
Other	(5,014)	(2,391)	-	(8)	(12)	(11)	(109)	(2,714)	(10,259)	Thyoctor
Total	13,680	(850)	28,075	290	399	214	2,004	(178)	43,990	Sp - And le

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^{1.} As of September 30th, 2013

^{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

6.1%

2012

5.9%

2011

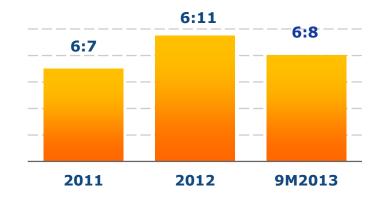
Average cost of gross debt

4.9% 4.8% 4.8%

2012

9M2013

Average residual maturity (years:months)



Net financial debt (€bn)

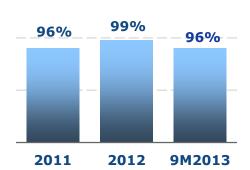
2011

6.2%

9M2013



Fixed + Hedged /Total net debt



Fixed + Hedged /Total gross long term debt



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

Enel Group (excluding Endesa)

€mn	<12m	4Q14	2015	2016	2017	After 2017
Bank loans	1,416	212	738	569	3,984	3,951
Bonds	1,169	956	3,726	4,529	3,646	26,135
Other	94	21	71	70	84	414
Total	2,679	1,189	4,535	5,168	7,714	30,500

Endesa

€mn	<12m	4Q14	2015	2016	2017	After 2017
Bank loans	413	35	230	493	746	407
Bonds	670	13	371	508	389	2,219
Other ¹	172	29	94	87	88	421
Total	1,255	77	695	1,088	1,223	3,047



Enel Group liquidity analysis excluding Endesa (€mn)¹

	Amount	Outstanding	Available
Term loan (2017)	3,200	3,200	-
Revolving Credit Facility (2015) ²	10,000	-	10,000
Other committed credit lines	3,461 ⁽³⁾	1,794	1,667
Total committed credit lines	16,661	4,994	11,667
Other short-term bank debt – uncommitted lines	232	68	164
Total credit lines	16,893	5,062	11,831
Commercial paper	6,000	3,656	2,344
Total credit lines + CP	22,893	8,718	14,175
Cash and cash equivalents	-	(5,790)	5,790
Total liquidity	22,893	2,928	19,965

^{1.} As of September 30th, 2013

^{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

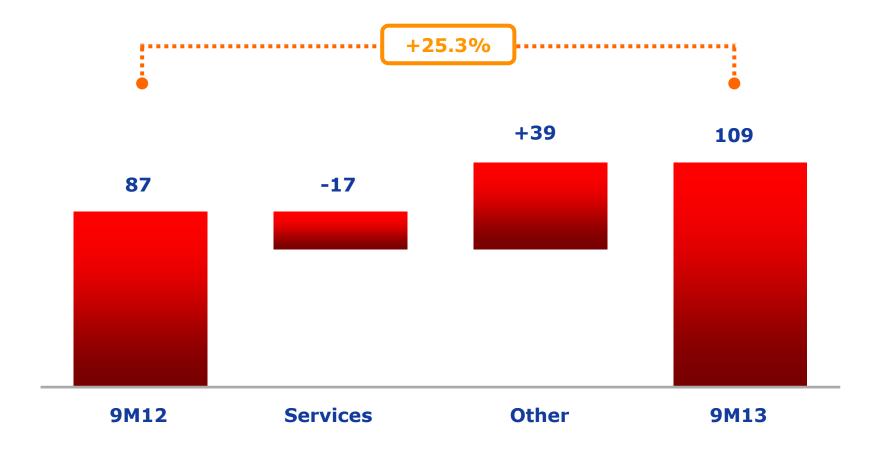
^{3.} Including 1,280€mn relating to a committed line pertaining to Slovenske Elektrarne

Endesa liquidity analysis (€mn)¹

	Amount	Outstanding	Available
Total committed credit lines	3,815	158	3,657
Other short-term bank debt – uncommitted lines	622	-	622
Total credit lines	4,437	158	4,279
Commercial paper issued by the Endesa Group	3,296	1,405	1,891
Total credit lines + CP	7,733	1,563	6,170
Cash and cash equivalents	-	(2,362)	2,362
Total liquidity	7,733	(799)	8,532



EBITDA evolution - Other¹ (€mn)





Balance sheet

€mn	FY12	9M13	%
Net financial debt	42,948	43,990	+2.4
Shareholders' equity	52,087	53,017	+1.8
Net capital employed	95,035	97,007	+2.1

Enel SpA – Investor Relation

Generation & Energy Management - Italy

€mn	9M12	9M13	%
Revenues	17,222	17,605	+2.2
EBITDA	1,028	964	-6.2
EBIT	561	579	+3.2
Capex	232	158	-31.9
Headcount	6,043 ⁽¹⁾	5,753	-4.8



€mn	9M12	9M13	%
Revenues	13,860	12,687	-8.5
EBITDA	494	678	+37.2
EBIT	161	272	+68.9
Capex	53	50	-5.7
Headcount	3,674 ⁽¹⁾	3,722	+1.3



inel SpA – Investor Relation

Infrastructure & Network - Italy

€mn	9M12	9M13	%
Revenues	6,082	5,597	-8.0
EBITDA	3,264	2,897	-11.2
EBIT	2,496	2,173	-12.9
Capex	1,011	723	-28.5
Headcount	18,632 ⁽¹⁾	18,413	-1.2



€mn	9M12	9M13	%
Revenues	6,324	5,682	-10.2
EBITDA	1,105	903	-18.3
EBIT	826	471	-43.0
Capex	794	593	-25.3
Headcount	12,652 ⁽¹⁾	12,300	-2.8



Enel SpA – Investor Relation

Iberia & Latam

€mn	9M12	9M13	%
Revenues	25,140	23,280	-7.4
EBITDA	5,634	5,325	-5.5
EBIT	3,379	3,105	-8.1
Capex	1,472	1,305	-11.3
Headcount	22,807 ⁽¹⁾	22,977	+0.7



Enel SpA - Investor Relation

Enel Green Power

€mn	9M12	9M13	%
Revenues	1,924	2,093	+8.8
EBITDA	1,124	1,311	+16.6
EBIT	764	848	+11.0
Capex	714	831	+16.4
Headcount	3,512 ⁽¹⁾	3,557	+1.3



Revenues ²	1,380	1,371	-0.7
Holding	232	215	-7.3
Services	1,013	1,027	+1.4
Engineering & Innovation	239	218	-8.8
Upstream	1	1	-
EBITDA ³	87	109	+25.3
Holding	(40)	(12)	+70.0
Services	142	125	-12.0
Engineering & Innovation	2	9	>100.0
Upstream	(17)	(13)	+23.5

Including Services & Holding, Engineering & Innovation, upstream gas and nuclear activities
 Including Other & Elisions of -105€mn in 9M12 and -90€mn in 9M13
 Including Other & Elisions of 0€mn in 9M12 and 0€mn in 9M13

€mn

9M12

9M13

%

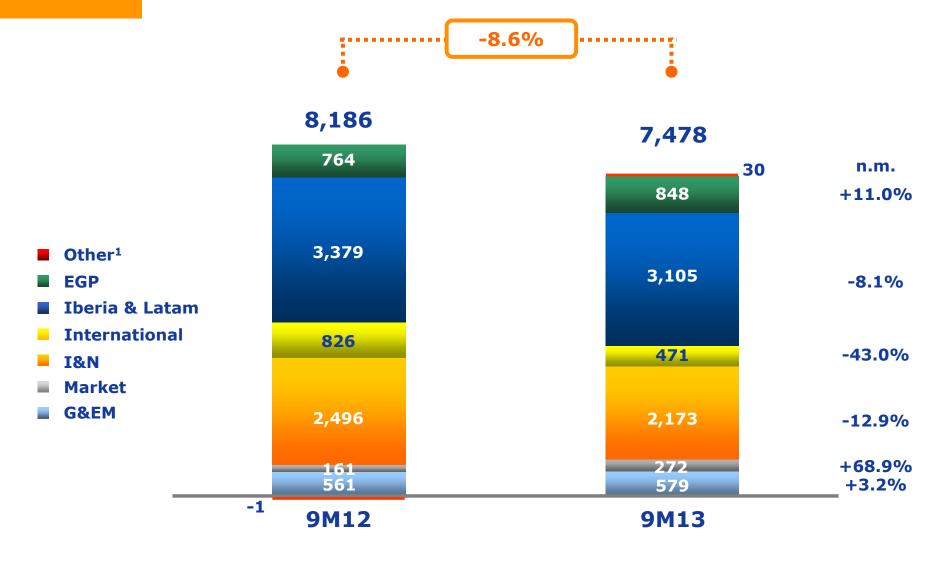
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^{1.} Including Services & Holding, Engineering & Innovation, upstream gas and nuclear activities

^{2.} Including Other & Elisions of 0€mn in 9M12 and 0€mn in 9M13

EBIT by business area (€mn)







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.



nvestor Relations

Contact us

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

•	Luca Torchia (Head of IR)	+39 06 8305 3437
•	Elisabetta Ghezzi (IR Coordination and Outbound communication)	+39 06 8305 2708
•	Marco Donati (Inbound communication)	+39 06 8305 9252
•	Matteo Cavadini (Staff)	+39 06 8305 2326
•	Federica Dori (Staff)	+39 06 8305 7975
•	Federica Todaro (Staff)	+39 06 8305 9502

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