Focus on Global Renewable Energies

September 2016



## Enel today<sup>1</sup>



#### **North America**

Capacity: 2.5 GW

#### **Mexico & Central America**

Capacity: 1.0 GW

#### **Latin America**

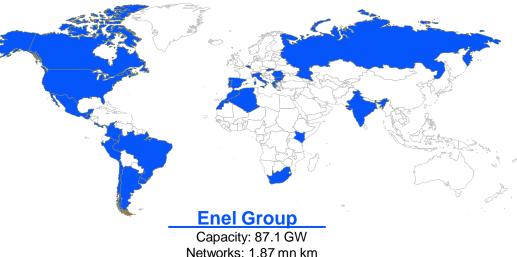
Capacity: 18.6 GW Networks: 0.32 mn km End users: 15.3 mn

#### **Africa**

Capacity: 0.2 GW

#### <u>India</u>

Capacity: 0.2 GW



#### **Italy**

Capacity: 27.8 GW Networks: 1.14 mn km End users: 31.6 mn Free customers: 10.5 mn

#### **Iberia**

Capacity: 22.8 GW Networks: 0.32 mn km End users: 11.9 mn Free customers: 12.5 mn

#### **East Europe**

Capacity: 14.0 GW Networks: 0.09 mn km End users: 2.7 mn Free customers: 0.1 mn

### Global diversified operator

End users: 61.5 mn

Free customers: 23.1 mn

Enel today by business lines<sup>1</sup>





#### **Networks**

~40 €bn RAB<sup>2</sup>

~44% of Group EBITDA 61.5 mn end users 39.7 mn smart meters



### Retail

~18% of Group EBITDA 55.9 mn power customers 5.4 mn gas customers



### Renewables

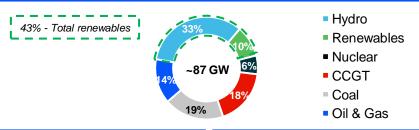
~11% of Group EBITDA 11.1 GW installed



# Conventional generation

~27% of Group EBITDA 75.9 GW installed

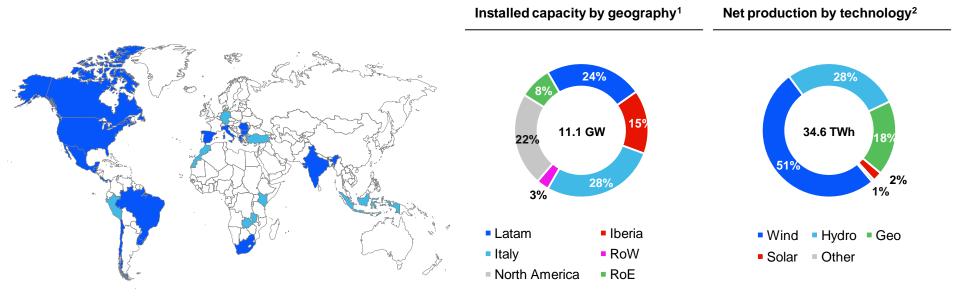
#### **Total Group capacity**



- 1. As of June 2016
- 2. As of December 2015

Enel today: Global Renewable Energies





<sup>1.</sup> As of June 2016

<sup>2.</sup> LTM data as of June 2016

Group integration: compelling rationale



#### **Upgrade medium/long-term growth prospects**

- Fully exploit growth opportunities: +7.7 GW in 2016-19
- ~50% of 2016-19 group growth capex and growth EBITDA
- 85% of generation growth capex

#### **Synergies**

- Mitigating merchant risk within the Group
- Improved energy management capability
- Vertical integration with networks: smart & micro grids
- Enhanced retail offering

#### **Gaining further flexibility**

- Increased flexibility in asset rotation within the Group
- Higher optionality with a pipeline of small-mid size projects
- Shorter time to EBITDA < 2 years</li>

#### Group growth capex<sup>1</sup>



- Renewables
- Other businesses

#### Generation growth capex<sup>1</sup>



- Renewables
- Conventional generation

. 2016-19 period

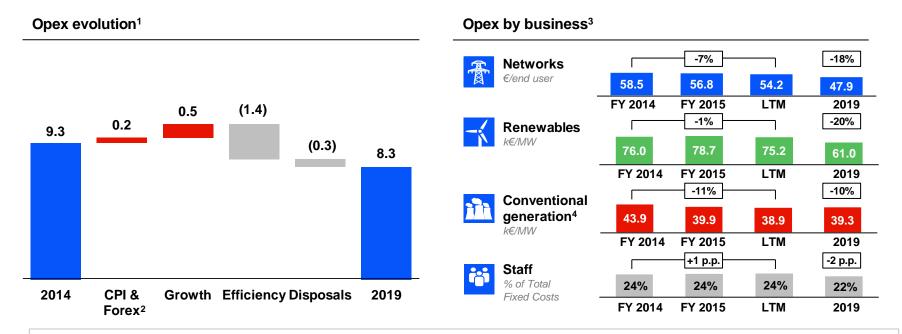
Key pillars









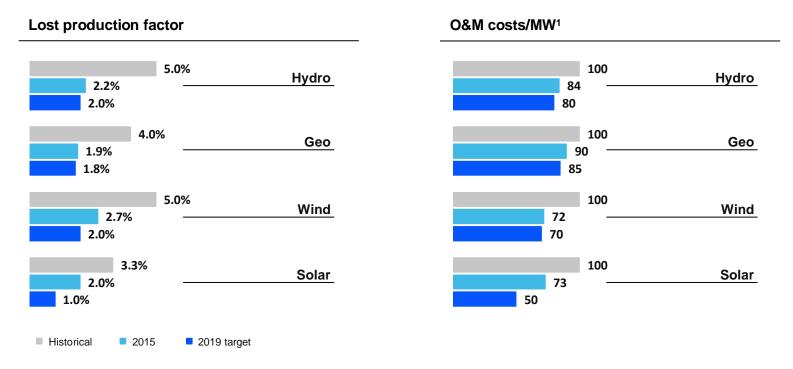


## Savings on track to meet with plan targets

- 1. Total fixed costs in nominal terms (net of capitalizations). Adjusted figure net of accruals. Impact from acquisitions is not included
- . Of which CPI +0.6 €bn and FX -0.4 €bn 3. In nominal terms. LTM as of June 2016 4. 2014 figure restated for delta perimeter



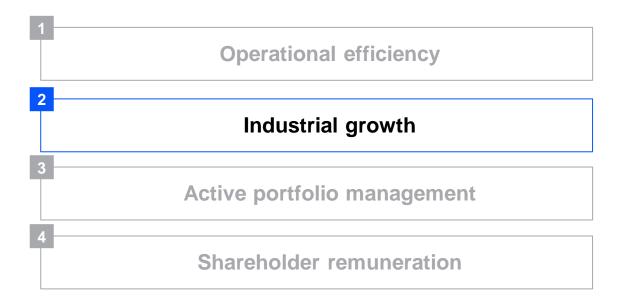
Operational efficiency: Global Renewable Energies production and cost optimization



<sup>/</sup> 

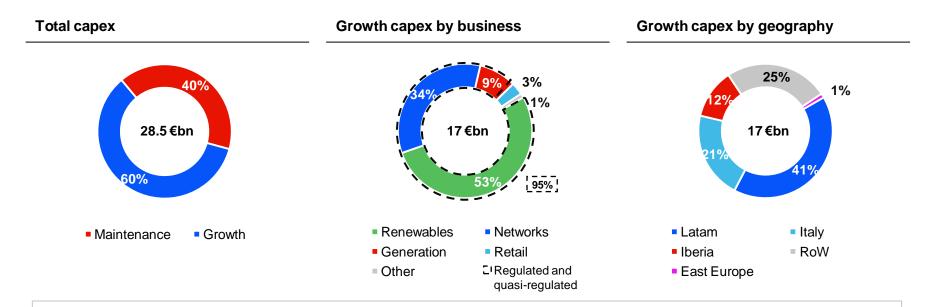






Industrial growth: 2016-19 Group capex plan (€bn)

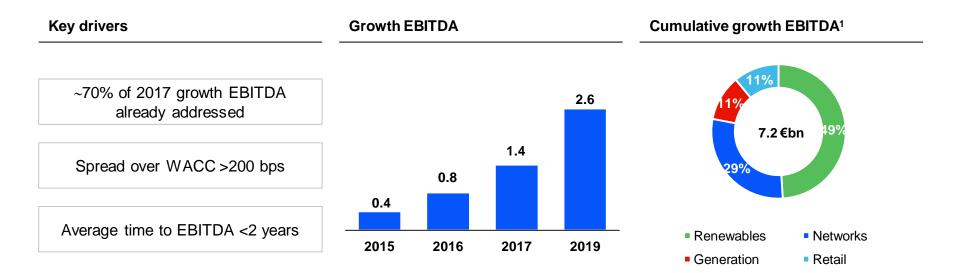




## Increasing and rebalancing growth capex

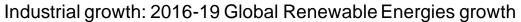
Industrial growth: Group growth EBITDA (€bn)





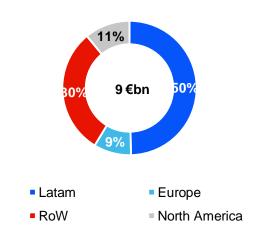
### Strong and visible growth thanks to shorter time to EBITDA

1. Cumulative 2015-19

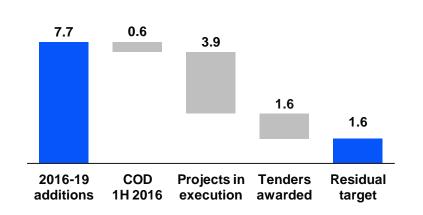




#### **Growth capex by geography**



#### Planned capacity additions<sup>1</sup> (GW)

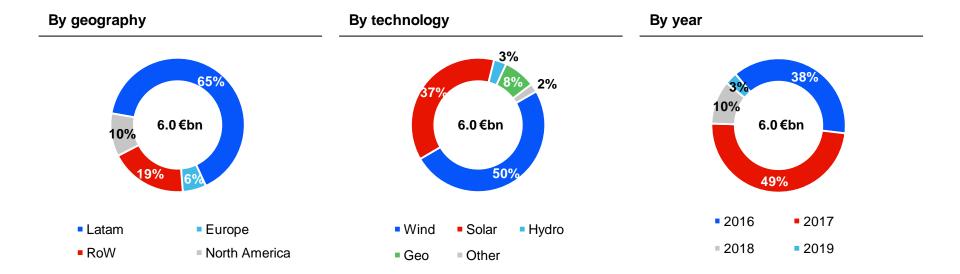


## ~80% of capacity growth already addressed

1. As of June 2016

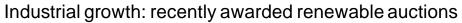






Over 60% of 2016-19 total growth capex in execution ~90% within two years

<sup>1.</sup> Relates to projects in executions and tenders awarded. As of June 2016





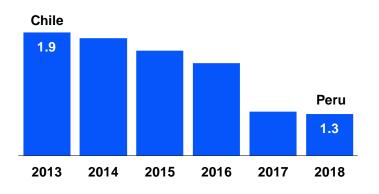
Mexico		Peru	Enel competitive advantage
Technology	Solar PV	Wind / Solar PV / Hydro	First utility scale plants
Capacity	~1,000 MW	326 MW	Global procurement
Production	~2,250 GWh	~1,200 GWh	Multiple bids approach
Capex	<900 mn USD	<400 mn USD	Low operating risks
COD	2018	2018	Deep market knowledge
Remuneration	15 yrs USD PPA + 20 yrs GCs	20 yrs USD PPA	Synergies with existing assets
Returns	12-14% equity IRR	13-15% equity IRR	

Leveraging on its competitive advantages, Enel outbids competition preserving returns

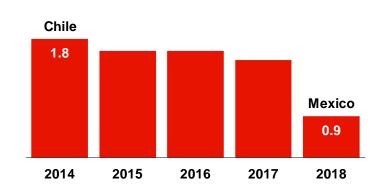
Industrial growth: installation cost evolution<sup>1</sup>



#### Wind unitary capex evolution (\$m/MW)



#### Solar unitary capex evolution (\$m/MW)



Technological improvement drives increasing cost competitiveness

1. By commercial operation year

Industrial growth: new businesses



#### Storage

Catania 1 - Solar PV 10MW 1MW/2MWh nickel chloride battery

Potenza Pietragalla - Wind 18MW 2MW/2MWh lithium battery

Additional wind site 4MW/1MWh lithium titanate battery

#### Isolated grids





Ollagüe Chile: 250kW micro-grid integrated with solar and wind

Advanced development stage in Kenya and Peru

Testing phase with battery system

#### **Distributed generation**





Integrated control systems

End-to-end proposition with turnkey solutions

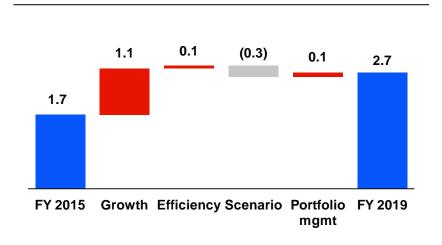
Retail offer launched in South Africa

At the forefront of innovative processes, products and business solutions





#### 2015-19 EBITDA (€bn)



#### Main drivers by geography

Growth as a key factor in Latin America, North America and new countries

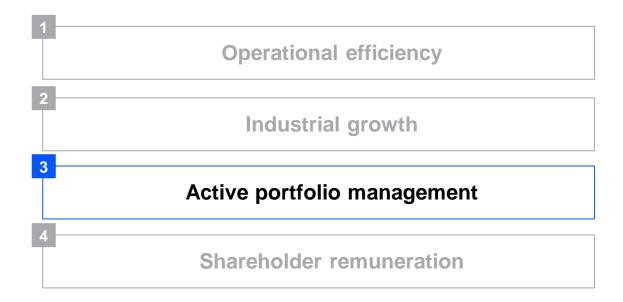
Efficiency mitigating costs associated with additional capacity and structure

Planned phasing out of incentives in Europe and the US

Growth associated to consolidation actions compensating dilution from disposals

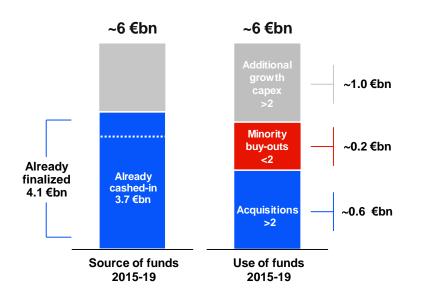
Key pillars





## Group active portfolio management

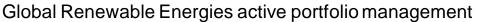




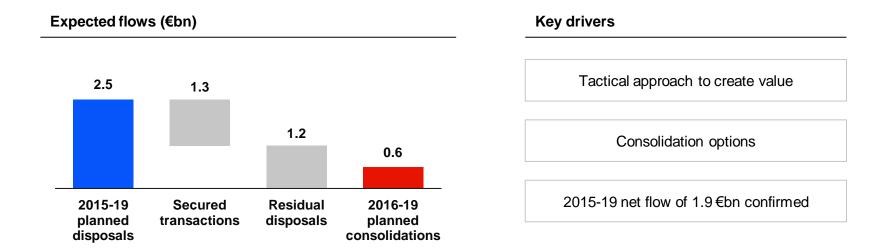
Disposals already finalized	Cashed-in <sup>1,2</sup>	
Slovenske Elektrarne <sup>3</sup>	2.0	1.6
EGP Portugal	0.5	0.5
EGP North America	0.4	0.4
SE Hydropower - SF Energy	0.4	0.4
Hydro Dolomiti	0.3	0.3
Other	0.5	0.5
Total	4.1	3.7

## ~70% of 5-years plan already finalized

- Impact on net debt
- As of July 2016
- 3. Equity consideration for 50% Enel's stake equals to 375 €mn







From stockpilers to asset managers: 1.3 €bn raised in 2015

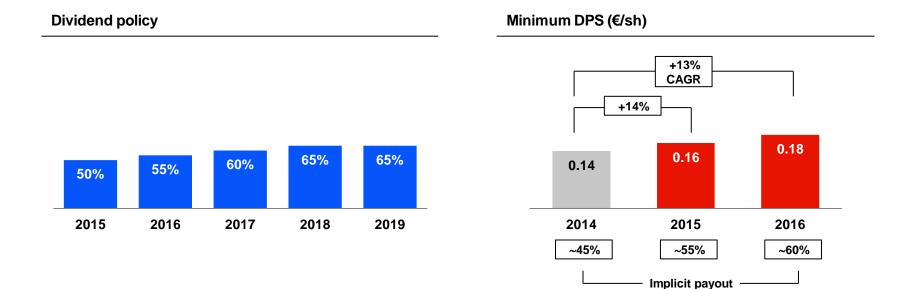
Key pillars



1	
	Operational efficiency
2	
T	Industrial growth
3	Active portfolio management
4	
	Shareholder remuneration

Shareholder remuneration





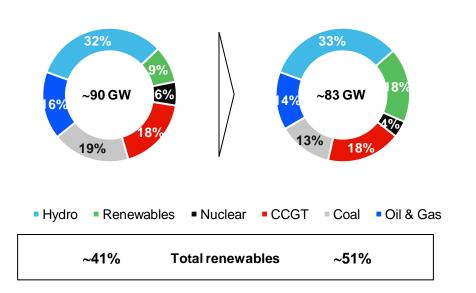
Dividend payment of 0.16 € per share on 2015 results Implicit payout ratio of ~55%

**Closing remarks** 

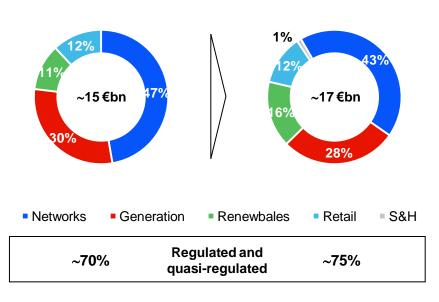
Group planned evolution



#### 2015-19 Group installed capacity evolution

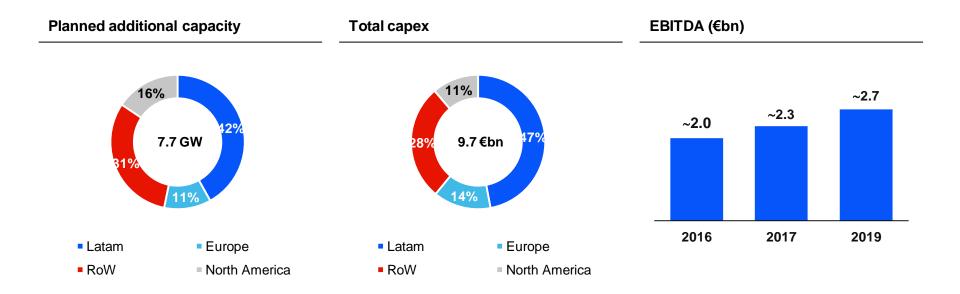


#### 2015-19 Group EBITDA evolution









## Group targets



	2015	Old 2016	New 2016	2017	CAGR (%) 2015-19
Ordinary EBITDA (€bn)	15.0	~14.7	~15.0	~15.5	~+4%
Net ordinary income (€bn)	2.9	~3.1	~3.2	~3.4	~+11%
Minimun DPS	0.16¹ €/sh	0.18 €/sh	0.18 €/sh	-	~+17%
Pay-out	50%²	55%	55%	60%	+15 p.p
FFO/Net Debt	25%	23%	25%	26%	~+4 p.p.

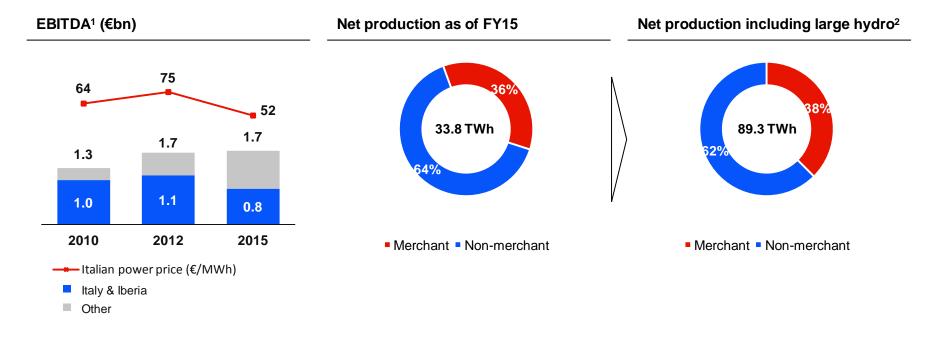
<sup>1.</sup> Paid on June 22<sup>nd</sup>, 2016

<sup>2.</sup> Implicit payout of 55% as a consequence of newly issued shares after EGP integration

**Appendix** 





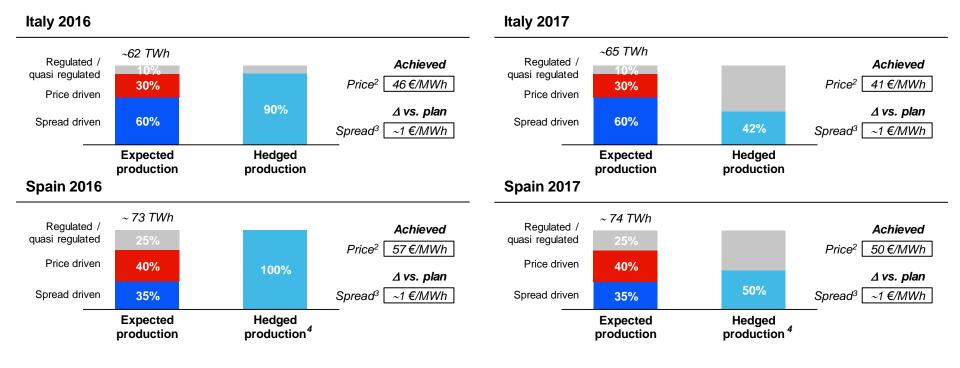


<sup>1.</sup> Includes EBITDA contribution from Portuguese assets. Net of capital gains

<sup>2.</sup> Based on FY 2015 data, adjusted post integration with large hydro plants worldwide

Forward sales<sup>1</sup>





<sup>1.</sup> Includes renewable production

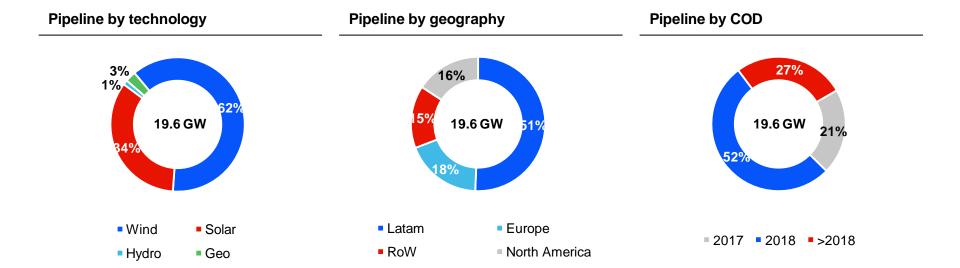
<sup>2.</sup> Average hedged price

<sup>3.</sup> Average on clean spark spread and clean dark spread

<sup>4.</sup> Includes only mainland production

Global Renewable Energies gross pipeline<sup>1</sup>





As of June 2016 29

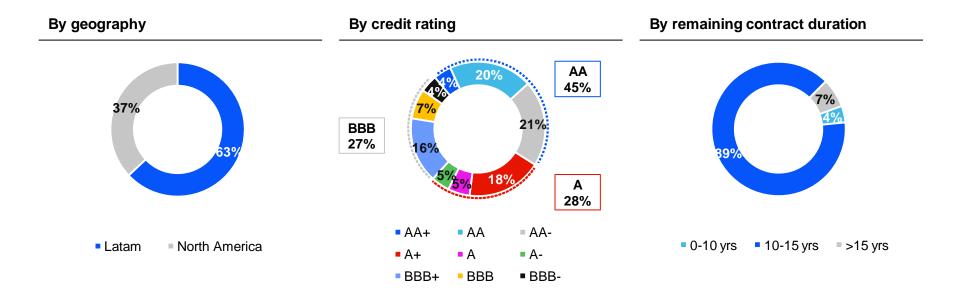
Upcoming renewables tenders



	October-16	November-16	December-16
Wind		Italy	Brazil Panama
Solar	Ethiopia Namibia	Colombia Greece India	Brazil Ethiopia
Geothermal	Italy	Italy	
Hydro	Italy		
Biomass	Italy		

Global Renewable Energies contracts portfolio<sup>1</sup>



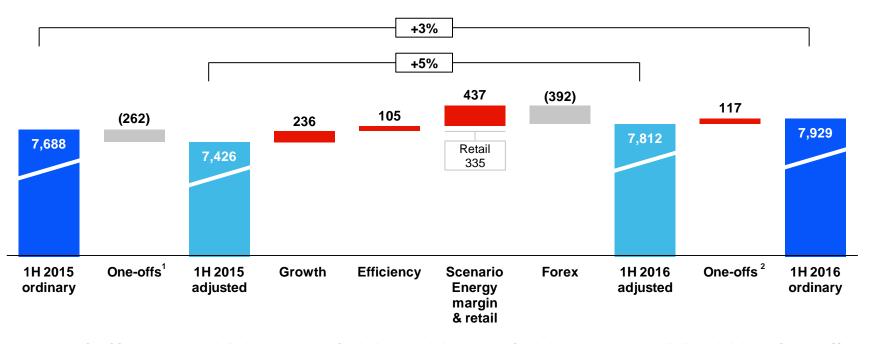


**Annexes** 

## **Investor presentation - Annexes**

1H 2016 Group ordinary EBITDA evolution (€mn)





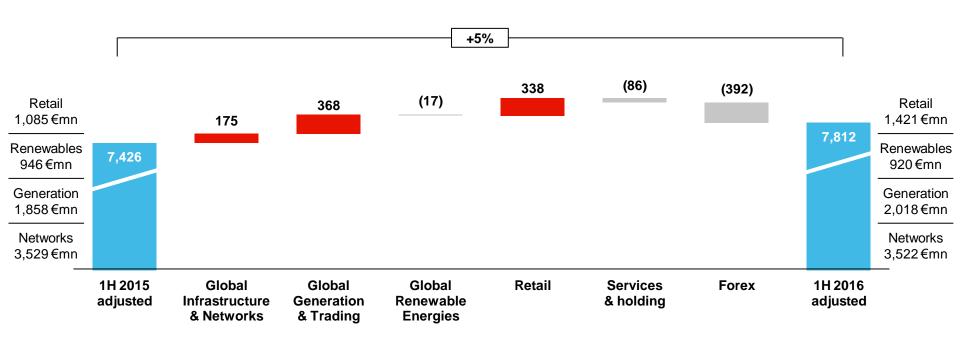
<sup>1.</sup> Includes: +184 €mn CO2 swap transaction in Iberia generation, +48 €mn in distrubution in Argentina, -16 €mn bad weather extra costs in distribution In Italy; +23 €mn Ecotax Almaraz and +23 €mn other

<sup>2.</sup> Includes: +67 €mn Ecotax in Iberia generation and +28 €mn provision release and +19 €mn capital gain on Compostilla RE in Iberia, +3 €mn other

## **Investor presentation - Annexes**

1H 2016 Group adjusted EBITDA by business (€mn)

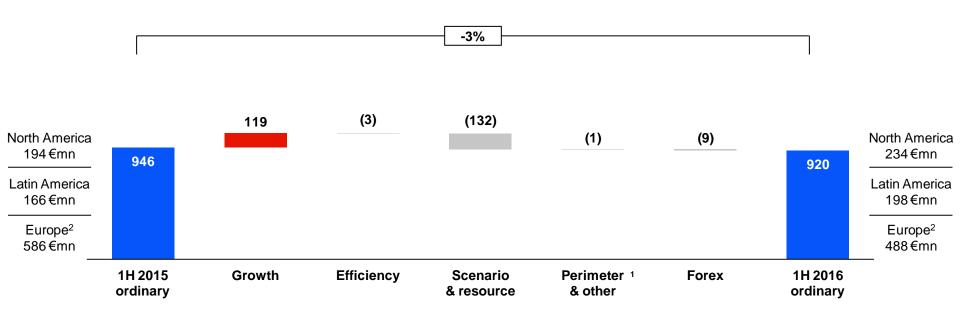




## **Investor presentation - Annexes**

1H 2016 Global Renewable Energies: EBITDA analysis (€mn)





2. Includes Italy, Iberia, Rest of Europe and other countries

<sup>1.</sup> Mainly related to Portugal disposal and solar assets deconsolidation. Includes +30 €mn related to price adjustment on Portugugal sale

1H 2016 reported EBITDA matrix (€mn)



		eneration ading		astructure works		wable gies	Re	tail		rices ther	Total <sup>3</sup>	Total <sup>3</sup>
	1H 2016	1H 2015	1H 2016	1H 2015	1H 2016	1H 2015	1H 2016	1H 2015	1H 2016	1H 2015	1H 2016	1H 2015
Italy	506	562	1,778	1,807	305	537	997	694	48	78	3,329	3,141
Iberia	501	639	950	906	117	111	419	383	(14)	41	1,856	1,969
Latam	986	774	692	707	198	166	-	-	(53)	(44)	1,625	1,437
Argentina	53	41	102	56	-	-	-	-	-	-	155	97
B razil	91	83	185	219	-	-	-	-	(16)	(16)	260	286
Chile	390	210	112	123	-	-	-	-	(37)	(20)	465	313
Colombia	305	295	193	215	-	-	-	-	-	(8)	498	502
Peru	147	145	100	94	-	-	-	-	-	-	247	239
East Europe	228	258	103	119	23	22	21	12	1	3	353	392
Romania	(1)	-	103	119	-	-	20	16	1	3	123	138
Russia	78	95	-	-	-	-	-	-	-	-	78	95
Slovakia	156	167	-	-	-	-	1	-	-	-	157	167
Other <sup>1</sup>	(5)	(4)	-	-	-	-	-	(4)	-	-	(5)	(8)
North America	-	-	-	-	234	194	-	-	-	-	-	-
Other Countries <sup>2</sup>	-	-	-	-	1	-	-	-	-	-	-	-
Other	(13)	(7)	2	-	42	48	-	-	(19)	(49)	(30)	(56)
Total	2,208	2,226	3,525	3,539	920	1,078	1,437	1,089	(37)	29	8,053	7,961

<sup>1.</sup> Includes Belgium, Greece, France and Bulgaria

<sup>2.</sup> Includes South Africa and India

<sup>3.</sup> Total EBITDA by country excludes contribution from Global Renewable Energies

1H 2016 ordinary¹ EBITDA matrix (€mn)



		eneration ading		astructure works	Rene Ener	wable gies	Re	tail	Serv & O	rices ther	Total⁴	Total⁴
	1H 2016	1H 2015	1H 2016	1H 2015	1H 2016	1H 2015	1H 2016	1H 2015	1H 2016	1H 2015	1H 2016	1H 2015
Italy	382	421	1,778	1,807	305	405	997	694	48	78	3,205	3,000
Iberia	501	639	950	906	117	111	419	383	(14)	41	1,856	1,969
Latam	986	774	692	707	198	166	-	-	(53)	(44)	1,625	1,437
Argentina	53	41	102	56	-	-	-	-	-	-	155	97
Brazil	91	83	185	219	-	-	-	-	(16)	(16)	260	286
Chile	390	210	112	123	-	-	-	-	(37)	(20)	465	313
Colombia	305	295	193	215	-	-	-	-	-	(8)	498	502
Peru	147	145	100	94	-	-	-	-	-	-	247	239
East Europe	228	258	103	119	23	22	21	12	1	3	353	392
Romania	(1)	-	103	119	-	-	20	16	1	3	123	138
Russia	78	95	-	-	-	-	-	-	-	-	78	95
Slovakia	156	167	-	-	-	-	1	-	-	-	157	167
Other <sup>2</sup>	(5)	(4)	-	-	-	-	-	(4)	-	-	(5)	(8)
North America	-	-	-	-	234	194	-	-	-	-	-	-
Other Countries <sup>3</sup>	-	-	-	-	1	-	-	-	-	-	-	-
Other	(13)	(7)	2	-	42	48	-	-	(19)	(49)	(30)	(56)
Total	2,084	2,085	3,525	3,539	920	946	1,437	1,089	(37)	29	7,929	7,688

<sup>1.</sup> Excludes extraordinary items 1H 2016: +124 €mn Hydro Dolomiti capital gain 1H 2015: +141 €mn SE Hydropower capital gain and +132 €mn 3Sun

<sup>2.</sup> Includes Belgium, Greece, France and Bulgaria

<sup>.</sup> Includes South Africa and India



1H 2016 Group net installed capacity: breakdown by technology and geography

MW	Hydro <sup>1</sup>	Wind	Geothermal	Solar & Other	Nuclear	Coal	CCGT	Oil&Gas ST/OCGT	Total
Italy	12,421	728	761	99	-	6,478	4,535	2,739	27,760
Iberia	4,763	1,616	-	46	3,318	5,168	5,445	2,417	22,774
Latam	9,985	1,426	-	497	-	835	4,316	2,584	19,642
East Europe	1,609	741	-	134	1,814	4,011	1,215	4,513	14,036
Romania	-	498	-	36	-	-	-	-	534
Russia	-	-	-	-	-	3,623	809	4,513	8,945
Slovakia	1,590	-	-	28	1,814	388	-	-	3,820
Other <sup>2</sup>	19	242	-	71	-	-	406	-	738
North America	316	2,090	71	29	-	-	-		2,506
Other Countries <sup>3</sup>	-	172	-	158	-	-	-	-	331
Total	29,095	6,773	832	964	5,132	16,491	15,511	12,253	87,050

<sup>1.</sup> Includes 2,667 MW of EGP (1,517 MW in Italy, 43 MW in Iberia, 772 MW in Latam, 19 MW in East Europe, 316 MW in North America)

<sup>2.</sup> Includes Belgium, Greece and Bulgaria

<sup>3.</sup> Includes South Africa and India



1H 2016 Group net production: breakdown by technology and geography

GWh	Hydro <sup>1</sup>	Wind	Geothermal	Solar & Other	Nuclear	Coal	CCGT	Oil&Gas ST/OCGT	Total
Italy	8,571	765	2,935	50	-	13,817	3,283	191	29,611
Iberia	5,085	2,015	-	90	12,843	6,580	2,836	3,198	32,648
Latam	16,946	1,747	-	284	-	1,902	9,054	2,490	32,423
East Europe	1,097	864	-	76	6,244	10,169	2,352	7,767	28,569
Romania	-	601	-	22	-	-	-	-	623
Russia	-	-	-	-	-	9,341	2,000	7,767	19,108
Slovakia	1,071	-	-	4	6,244	827	-	-	8,146
Other <sup>2</sup>	27	263	-	50	-	-	352	-	692
North America	553	3,973	208	22	-	-	-	-	4,756
Other Countries <sup>3</sup>	-	161	-	9	-	-	-	-	171
Total	32,252	9,526	3,143	531	19,087	32,468	17,525	13,646	128,178

<sup>1.</sup> Includes 5,085 GWh of EGP (2,968 GWh in Italy, 93 GWh in Iberia, 1,444 GWh in Latam, 27 GWh in East Europe, 553 GWh in North America)

<sup>2.</sup> Includes Belgium, Greece and Bulgaria

<sup>3.</sup> Includes South Africa and India



1H 2016 Group additional capacity: breakdown by technology and geography

MW	Hydro <sup>1</sup>	Wind	Geothermal	Solar & Other	Nuclear	Coal	ссет	Oil&Gas ST/OCGT	Total
Italy	3	8	-	15	-	-	-	-	26
Iberia	-	-	-	-	-	-	-	-	-
Latam	40	112	-	298	-	-	-	-	450
East Europe	-	-	-	-	-	-	-	-	-
Romania	-	-	-	-	-	-	-	-	-
Russia	-	-	-	-	-	-	-	-	-
Slovakia	-	-	-	-	-	-	-	-	-
Other <sup>2</sup>	-	-	-	-	-	-	-	-	-
North America	-	-	-	-	-	-	-	-	-
Other Countries <sup>3</sup>	-	-	-	149	-	-	-	-	149
Total	43	120	-	462	-	-	-	-	625

Hvdro EGF

2. Includes Belgium, Greece and Bulgaria

3. Includes South Africa and India

1H 2016 renewable projects in execution (MW)



MW	Wind	Hydro	Geothermal	Solar	Biomass	Total
Italy	-	8	2	-	32	42
Iberia	-	-	-	-	-	-
Latam	783	152	38	869	-	1,842
East Europe <sup>1</sup>	154	-	-	-	-	154
North America	658	-	-	150	-	808
Other Countries <sup>2</sup>	904	-	-	165	-	1,069
Total	2,499	160	40	1,184	32	3,915

<sup>1.</sup> Includes Belgium, Greece and Bulgaria

<sup>2.</sup> Includes South Africa and India

1H 2016 renewable projects under construction (MW)



MW	Wind	Hydro	Geothermal	Solar	Biomass	Total
Italy	-	8	-	-	1	9
Iberia	-	-	-	-	-	-
Latam	611	152	38	766	-	1,567
East Europe <sup>1</sup>	-	-	-	-	-	-
North America	658	-	-	150	-	808
Other Countries <sup>2</sup>	199	-	-	165	-	364
Total	1,468	160	38	1,081	1	2,748

<sup>1.</sup> Includes Belgium, Greece and Bulgaria

<sup>2.</sup> Includes South Africa and India

1H 2016 renewable projects ready to build (MW)



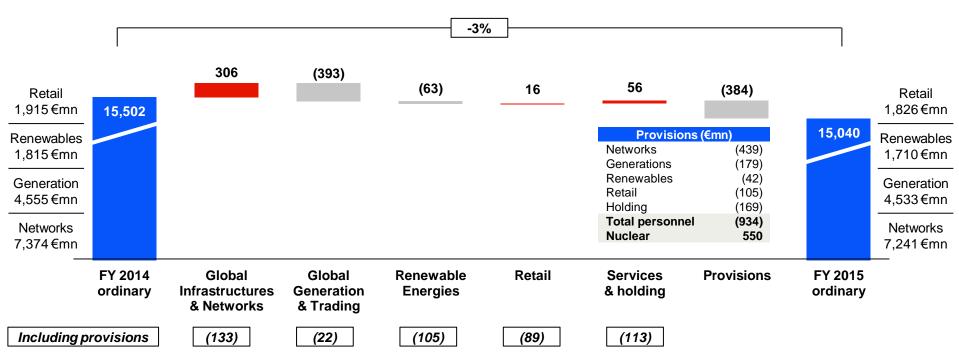
MW	Wind	Hydro	Geothermal	Solar	Biomass	Total
Italy	-	-	2	-	31	33
Iberia	-	-	-	-	-	-
Latam	172	-	-	103	-	275
East Europe <sup>1</sup>	154	-	-	-	-	154
North America	-	-	-	-	-	-
Other Countries <sup>2</sup>	705	-	-	-	-	705
Total	1,031	-	2	103	31	1,167

<sup>1.</sup> Includes Belgium, Greece and Bulgaria

<sup>2.</sup> Includes South Africa and India

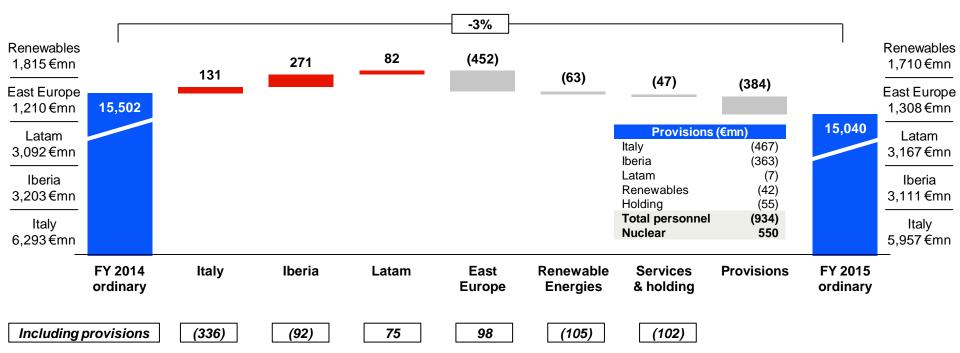
FY 2015 Group ordinary EBITDA by business (€mn)





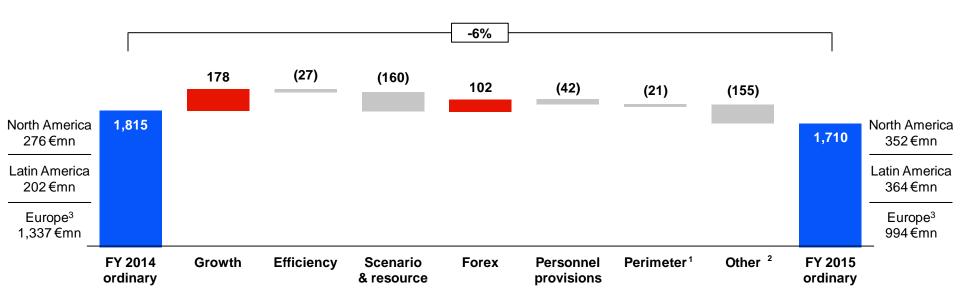
FY 2015 Group ordinary EBITDA by geography (€mn)





FY 2015 Global Renewable Energies: EBITDA analysis (€mn)





<sup>1.</sup> Mainly related to France disposal

<sup>2.</sup> Includes 3Sun for 95 €mn and the capital gain on sale of French assets for 31 €mn in 2014

<sup>3.</sup> Includes Italy, Iberia, Rest of Europe and other countries





		eneration ading		astructures works		wable rgies	Re	tail		rices ther	Total
	FY 2015	FY 2014	FY 2015	FY 2014	FY 2015	FY 2014	FY 2015	FY 2014	FY 2015	FY 2014	FY 2015
Italy	797	1,157	3,933	3,935	-	-	1,336	1,124	32	127	6,098
Iberia	1,035	799	1,643	1,759	-	-	479	780	(46)	(135)	3,111
Latam	1,843	1,702	1,398	1,422	-	-	-	-	(74)	(32)	3,167
Argentina	117	80	163	(51)	-	-	-	-	-	-	280
Brazil	148	162	372	642	-	-	-	-	(29)	(13)	491
Chile	717	533	266	229	-	-	-	-	(45)	(19)	938
Colombia	567	653	406	444	-	-	-	-	_	-	973
Peru	294	274	191	158	-	-	-	-	-	-	485
East Europe	1,041	935	260	258	-	-	11	11	(4)	6	1,308
Romania	(1)	7	260	258	-	-	19	37	3	3	281
Russia	164	358	-	-	-	-	-	-	-	-	164
Slovakia	872	539	-	-	-	-	(1)	(2)	-	-	871
Other	6	31	-	-	-	-	(7)	(24)	(7)	3	(8)
Renewables	-	-	-	-	1,826	1,938	-	-	-	-	1,826
Other	(42)	12	7	-	-	-	-	-	(178)	(41)	(213)
Total	4,674	4,605	7,241	7,374	1,826	1,938	1,826	1,915	(270)	(75)	15,297



FY 2015 Group total net production: breakdown by technology and geography

GWh	Large Hydro	Hydro EGP	Other renewables	Nuclear	Coal	CCGT	Oil&Gas ST/OCGT	Total
Italy	11,939	5,974	7,110	-	35,954	7,147	394	68,518
Iberia	7,175	75	4,309	25,756	26,139	7,495	6,495	77,444
Latam	34,012	3,504	3,345	-	2,904	18,824	4,523	67,112
East Europe	2,385	-	1,372	14,081	20,680	5,925	17,269	61,712
Slovakia	2,385	-	42	14,081	1,784	-	-	18,292
Russia	-	-	-	-	18,896	5,925	17,269	42,090
Romania	-	-	1,330	-	-	-	-	1,330
North America	-	849	6,519	-	-	-	-	7,368
Rest of Europe <sup>1</sup>	-	25	613	-	-	1,151	-	1,789
Other Countries <sup>2</sup>	-	-	67	-	-	-	-	67
Total	55,511	10,427	23,335	39,837	85,677	40,542	28,681	284,010

I. Includes Greece, Belgium and Bulgaria

<sup>2.</sup> Includes South Africa and India





#### Context

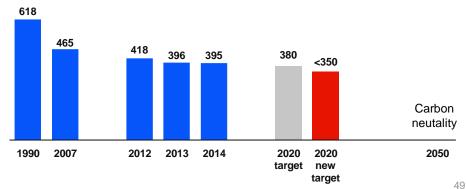
United Nations' post-2015 Sustainable Development Goals



### **Enel's positioning**

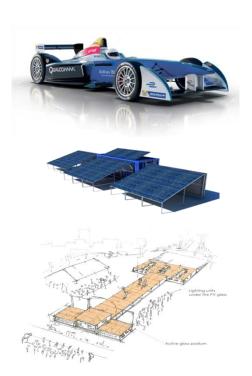
- Access to Electricity: 3 million beneficiaries in Africa, Asia, Latam by 2020
- Education: 400,000 beneficiaries by 2020
- Social and economic development: 500,000 beneficiaries by 2020
- Climate change: carbon neutrality by 2050

### CO<sub>2</sub> specific emissions performance and target of reduction (gCO<sub>2</sub>/KWh eq)



### Formula E





### Strong partnership

Formula E is partnering with Enel to promote the advancement of the championship's power technology infrastructure.

Formula E will showcase to a global audience the technologies typical of the future smart city, delivered at the core of some of the world's most progressive cities

#### New business model

Energy Services turn-key solution to create an highly innovative true small-scale mini-grid within Formula E

### **Technological innovation**

Integration of smart meters, energy management software, EV recharge systems, portable energy storage and PV panels to improve the existing micro-grid efficiency and to reduce carbon emissions

Vehicle-to-Grid





Strong industrial partnership between Enel and Nissan

Joint business development action and scouting activities

Launch of the first vehicle-to-grid trial in the UK connecting 100 V2G units

Innovative two-way charger and management system

**Creating the first mobile energy source system** 

### **Investor presentation**

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## **Investor presentation**

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