July 28, 2016



enel

#### Agenda







# **1H 2016 consolidated results** Delivery on strategic plan

Opening remarks



EBITDA net of forex up ~10% on like-for-like basis Latam grows by ~40% net of forex despite economic slowdown

Outperformance of retail business offsets weak price environment in Italy and Iberia

**Operational efficiency delivery on track** 

+0.6 GW of additional capacity, more than 1.5 GW tenders awarded +0.2 mn end users in Latam and +1.2 mn digital meters installed

3.7 €bn<sup>1</sup> from asset rotation and Slovenske transaction closed EGP implementing country level optimization and Latam merger on track

Financial highlights (€mn)

4.



	1H 2016	1H 2015	$\Delta$ yoy	Like-for-like
Revenues	34,150	37,632	-9%	
Reported EBITDA	8,053	7,961	+1%	
Ordinary EBITDA <sup>1</sup>	7,929	7,688	+3%	+5% <sup>(5)</sup>
Reported EBIT	5,210	5,084	+2%	
Ordinary EBIT	5,125	4,811	+7%	
Reported Group net income	1,834	1,833	-%	
Group net ordinary income	1,742	1,604	+9%	+13% <sup>(6)</sup>
Capex <sup>2</sup>	3,714	3,092	+20%	
Net debt <sup>3</sup>	38,138	37,545 <sup>(4)</sup>	+2%	
FFO	4,150	3,023	+37%	

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

2. Includes capex related to assets held for sale related to Slovenske Elektrarne for 249 €mn in 1H 2016 and 254 €mn in 1H 2015

3. FY 2015: net of assets held for sale (841 €mn mainly for Slovenske Elektrarne). 1H 2016: net of assets held for sale (1,224 €mn mainly for Slovenske Elektrarne)

As of December 31, 2015 5. Excludes +262 €mn one-offs in 2015 and +117 €mn in 2016

6. Excludes +123 €mn one-offs in 2015 and +68 €mn in 2016

4

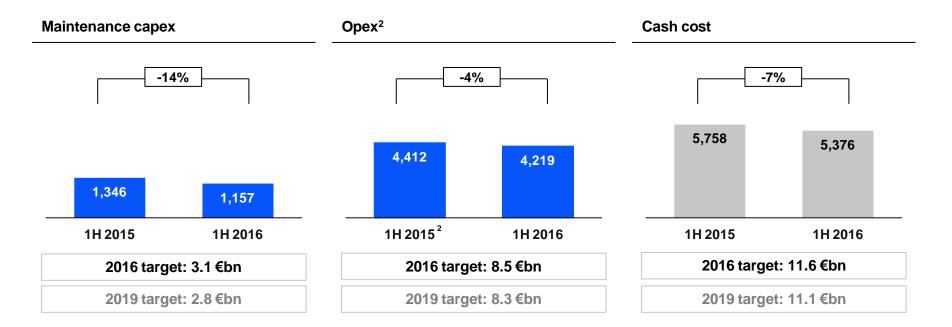
Delivery on strategic pillars



2016-19 strategic plan targets	1H 2016 delivery
Operational efficiency 2016 cash costs target: -0.9 €bn	Total savings of ~0.4 €bn
Industrial growth 2016 growth EBITDA target: +0.8 €bn	~0.3 €bn growth EBITDA in 1H 2016 2016 growth EBITDA fully secured
Group simplification EGP integration and Latam restructuring	EGP implementing country level optimization Latam merger on track
Active portfolio management 6 €bn capital recycling over 2015-19	~70% plan finalized and Slovenske closed
Shareholder remuneration Minimum DPS 2016: 0.18 €/sh	2016 DPS at 0.18 €/sh, +13% yoy

Operational efficiency<sup>1</sup> (€mn)





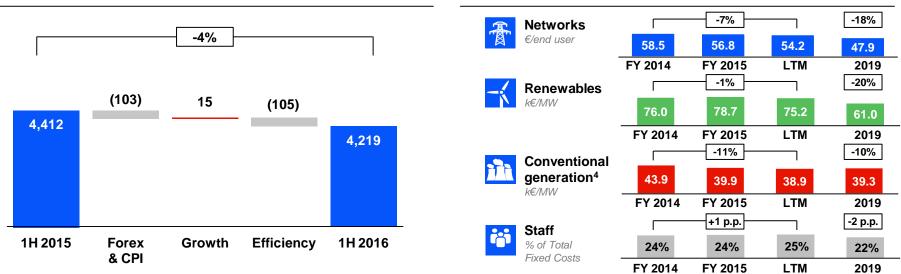
1. In nominal terms

2. Adjusted figure: -12 €mn one-off in 2015, +31 €mn in 2016

Operational efficiency: opex evolution

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#### Opex evolution<sup>1,2</sup> (€mn)



Opex by business<sup>3</sup>

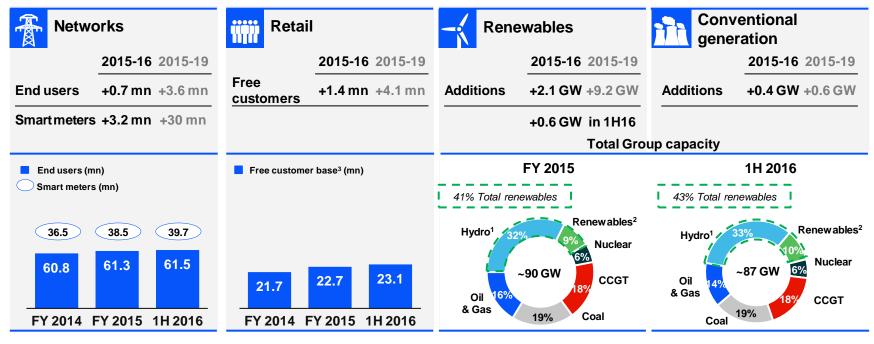
#### Savings on track to meet with plan targets

1. Total fixed costs in nominal terms (net of capitalizations). Impact from acquisitions is not included

2. Adjusted figure: +12 €mn one-off in 2015, -31 €mn in 2016 3. In nominal terms 4. 2014 figure restated for delta perimeter

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Industrial growth: operational achievements

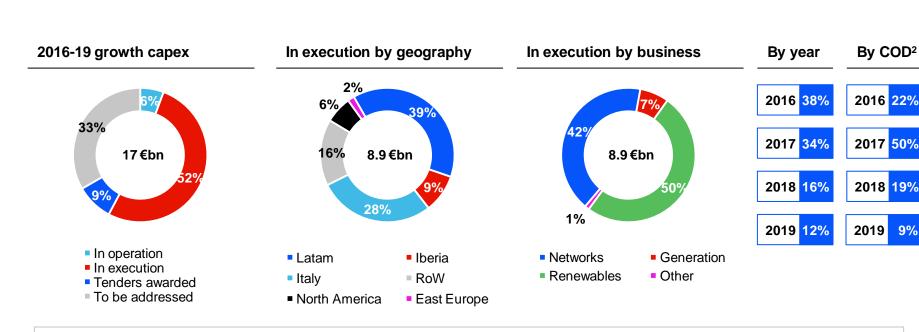


1. Includes EGP hydro operations

2. Includes all other renewables

3. Only Italy and Iberia

Industrial growth: capex in execution<sup>1</sup>



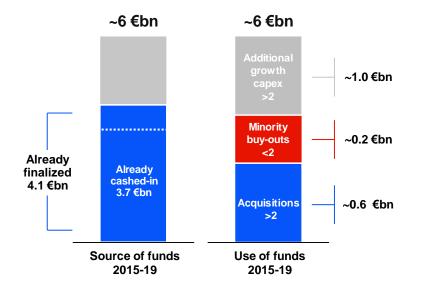
#### 2016 EBITDA growth secured, with ~70% secured in outer years

- 1. Excludes assets held for sale related to Slovenske Elektrarne
- 2. Refers to capacity in Generation and Renewables

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Active portfolio management



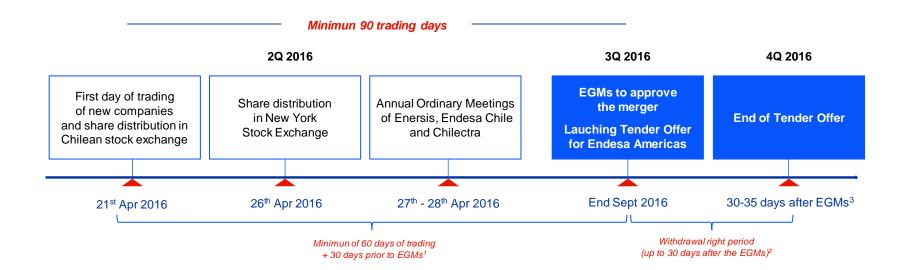


Disposals already finalized <sup>1</sup>	(€bn)	Cashed-in <sup>1,2</sup>
Slovenske Elektrarne <sup>3</sup>	2.0	1.6
EGP Portugal	0.5	0.5
EGP North America	0.4	0.4
SE Hydropower - SF Energy	0.4	0.4
Hydro Dolomiti	0.3	0.3
Other	0.5	0.5
Total	4.1	3.7

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

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

Group simplification: update on Latam restructuring



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- 1. Exercise price of withdrawal right equal to the weighted average price of the 60 trading days preceding the 30th trading day prior to the EGM; except Chilectra that will be at book value
- Dissenting/absent shareholders may exercise their withdrawal rights up to 30 days after the EGM and sell their shares to the Company. Capped at 7.72% of the shares in the case of Endesa Americas and 10% of the shares in the case of Enersis Americas, but only to the extent that such withdrawal right level will not lead any shareholder to exceed the maximum ownership of 65% of Enersis Americas after the merger is formalized
- 3. End of Tender Offer expected ~35 days after the EGMs

Group simplification: Enel Green Power Spain



Change in corporate structure	Rationale	Key figures		
enel	Simplification at country level	1.7 GW installed 10 years average life		
100% 70.1%	Integrated energy management	~180 €mn EBITDA in 2015		
60% 100%	Improving supply & generation balance	~2.0 €bn Enterprise Value		
EGPE	Generation mix diversification	~11.4x EV/EBITDA ~1.2 €mn/MW		

Initiation of country level optimization

Acquisition and merger of Metroweb into Enel Open Fiber



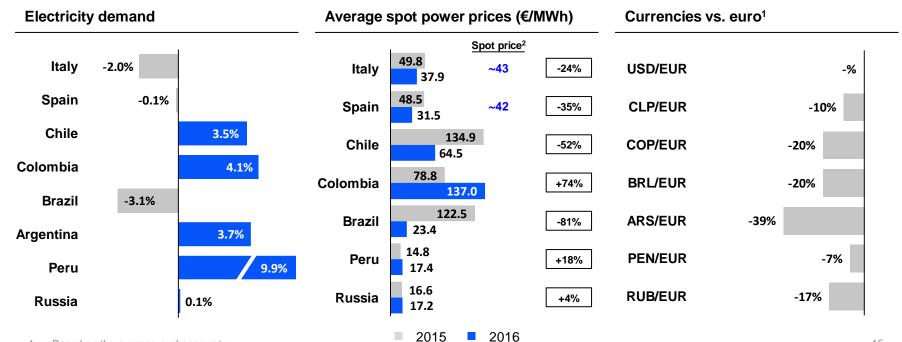
Corporate structure	Rationale	New business plan			
<b>50%</b>	Accelerated fiber deployment	3.7 €bn capex +1.2 €bn			
Holdco	Leverage on Metroweb industrial know-how	250 cities +26 cities			
Enel	Coverage of all largest cities One stop platform form telco operators	9.5 mn homes +2 mn			
Den Fiber ≤30% + Metroweb	Lower risk profile	EBITDA of ~300 €mn in 2021 ~75% EBITDA margin			

Accelerating Enel Open Fiber business plan

## **1H 2016 consolidated results** Financial results

Market context in the period (change yoy)



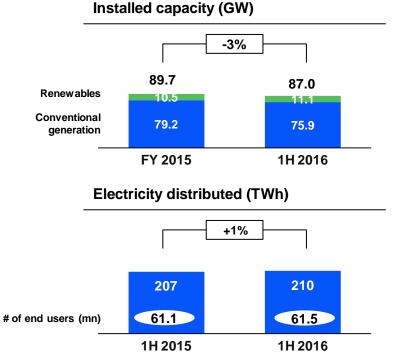


1. Based on the average exchange rate

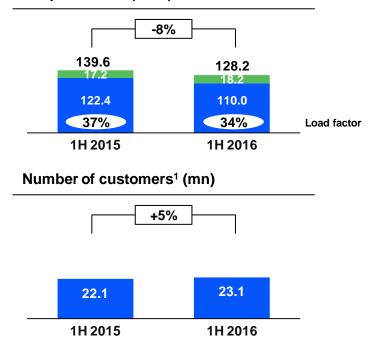
2. As of July 27, 2016

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Operational highlights

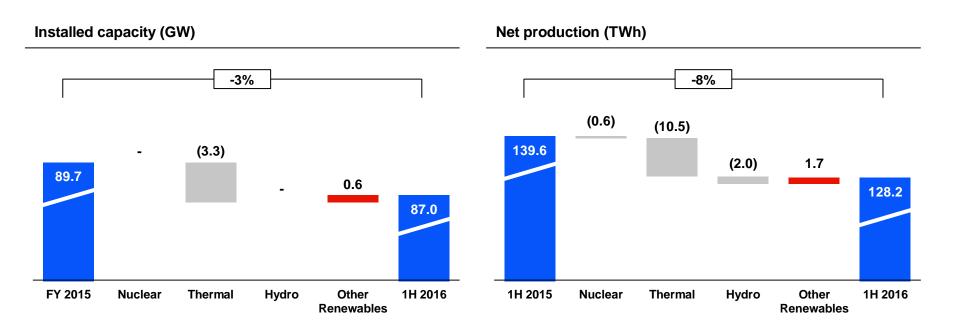






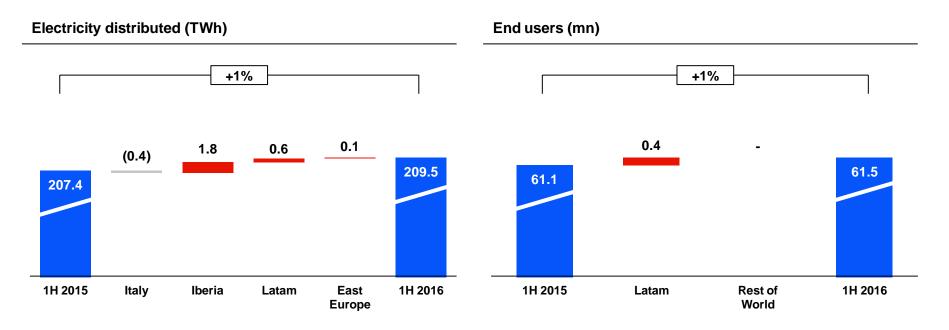
Net production (TWh)

Operational highlights – Generation



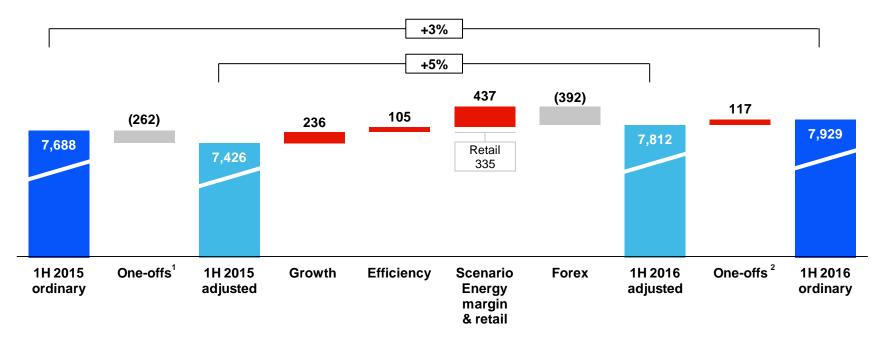
Operational highlights – Distribution





Ordinary EBITDA evolution (€mn)



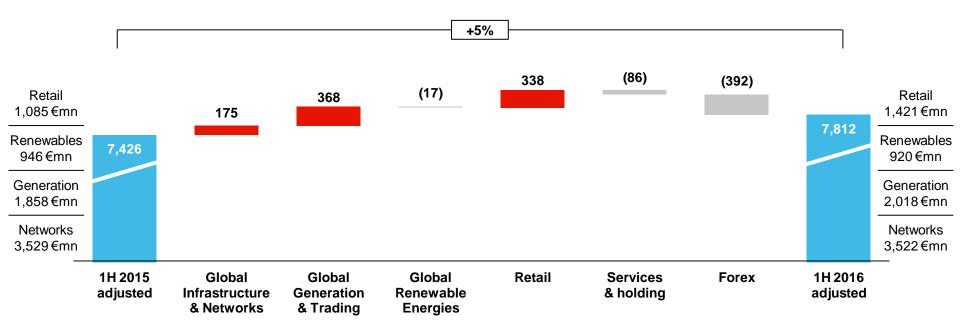


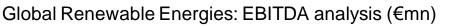
1. Includes: +184 €mn CO2 swap transaction in Iberia generation, +48 €mn in distrubution in Argentina, -16 €mn bad weather extra costs in distribution In Italy; +23 €mn Ecotax Almaraz and +23 €mn other

2. 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

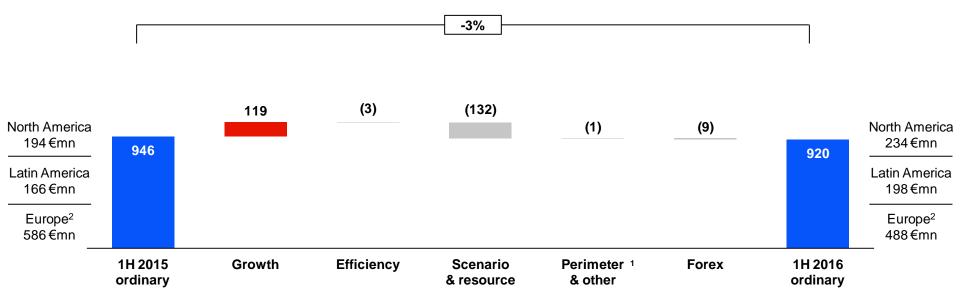


Group adjusted EBITDA by business (€mn)







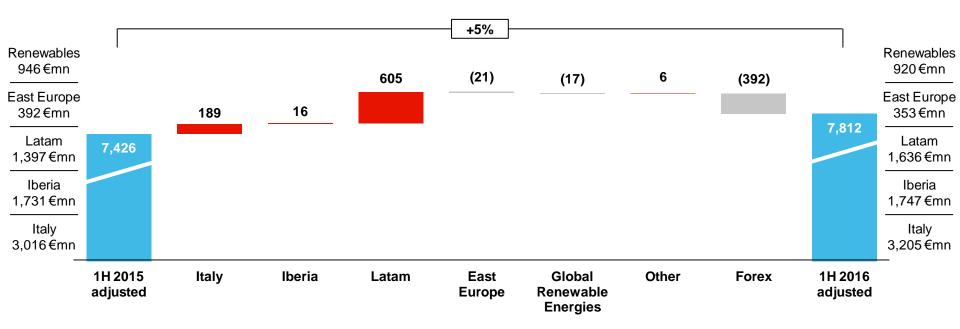


1. Mainly related to Portugal disposal and solar assets deconsolidation. Includes +30 €mn related to price adjustment on Portugugal sale

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

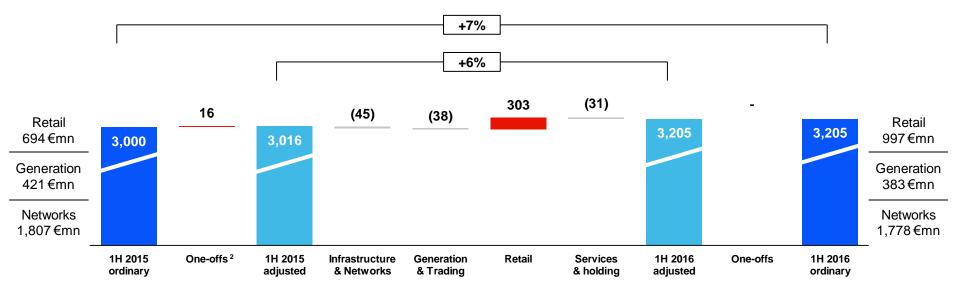
Group adjusted EBITDA by geography (€mn)

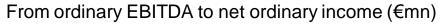




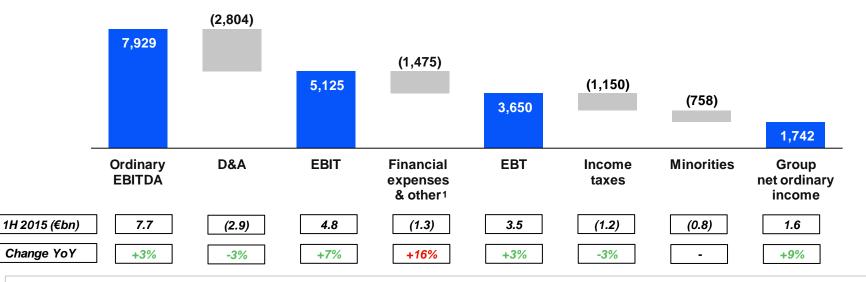
EBITDA Italy by business<sup>1</sup> (€mn)











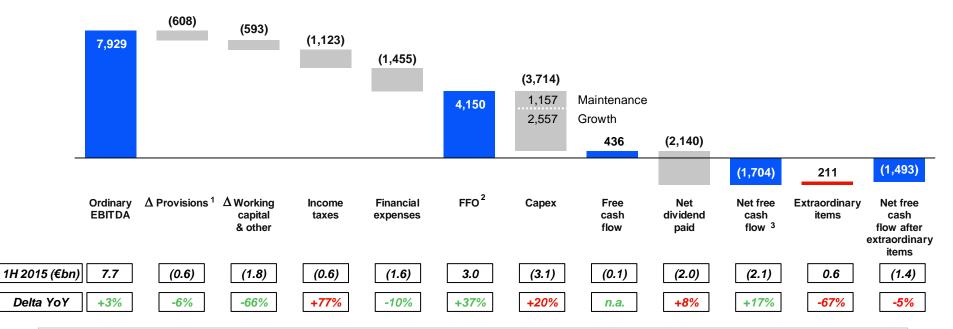
#### Net income accretion increasing on a quarterly basis

1. Includes other financial expenses (-240 €mn in 2016, +45 €mn in 2015) and results from equity investments (+52 €mn in 2016, +8 €mn in 2015)



25

Cash flow (€mn)

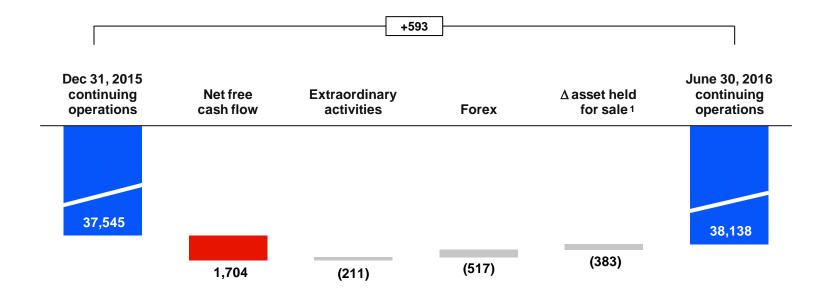


#### Continuous effort in stabilizing working capital and maximizing cash generation

- 1. Accruals, releases, utilizations of provisions in EBITDA (i.e. personnel related and risks and charges). It includes bad debt provision accruals equal to 340 €mn
- 2. Funds from operations after working capital change
- 3. Includes Slovenske Elektrarne net free cash flow of -253 €mn



Net debt evolution (€mn)

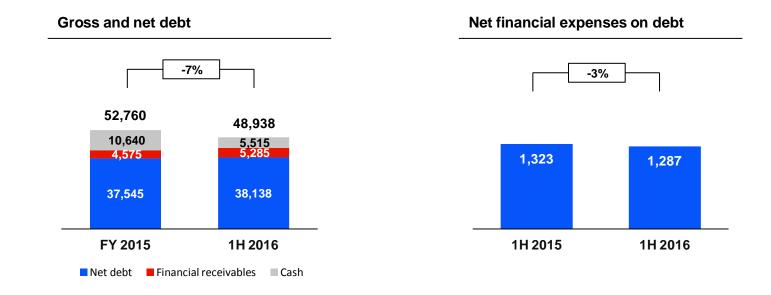


#### Net debt on track to meet year-end guidance

 FY 2015: net debt of assets held for sale of -841 €mn 1H 2016: net debt of assets held for sale -1,224 €mn

Debt and financial expenses (€mn)

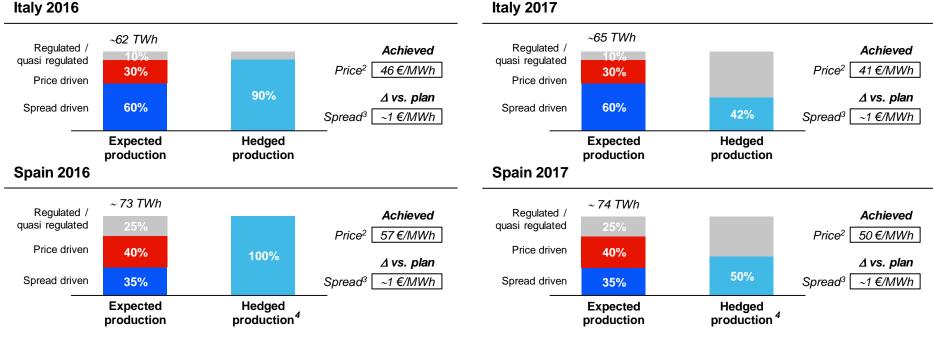




#### Liability management underpins future financial expenses reduction



Forward sales<sup>1</sup>



#### Italy 2017

Includes renewable production 1.

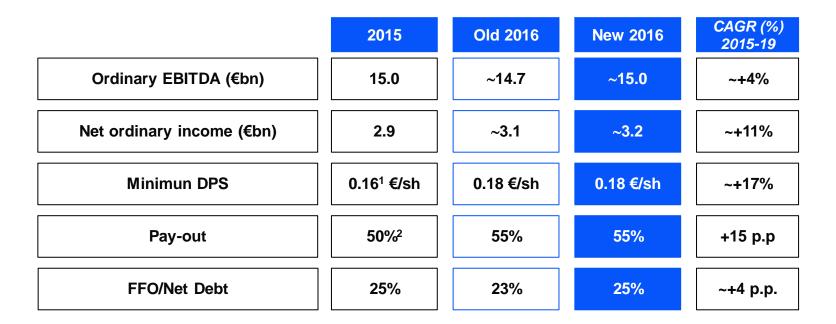
2. Average hedged price 3. Average on clean spark spread and clean dark spread

4. Includes only mainland production

## 1H 2016 consolidated results Closing remarks

Closing remarks





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

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

## **Investor presentation**

## 1H 2016 consolidated results Annexes

From EBITDA to net income (€mn)



	1H 2016 reported	1H 2015 reported	∆ <b>yoy</b>	1H 2016 ordinary	1H 2015 ordinary	∆yoy
EBITDA	8,053	7,961	1.2%	7,929	7,688	3.1%
D&A	2,843	2,877		2,804	2,877	
EBIT	5,210	5,084	2.5%	5,125	4,811	6.5%
Net financial charges	(1,527)	(1,277)		(1,527)	(1,277)	
Net income from equity investments using equity method	52	8		52	8	
EBT	3,735	3,815	<b>-2.1%</b>	3,650	3,542	3.0%
Income tax	(1,143)	(1,186)		(1,150)	(1,184)	
Net income	2,592	2,629		2,500	2,358	
Minorities	(758)	(796)		(758)	(754)	
Group net income	1,834	1,833	0.1%	1,742	1,604	8.6%



Reported EBITDA matrix (€mn)

		eneration ading		astructure works		wable gies	Re	tail	Serv & Ot	vices 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
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>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

1. Includes Belgium, Greece, France and Bulgaria

2. Includes South Africa and India

3. Total EBITDA by country excludes contribution from Global Renewable Energies



Ordinary<sup>1</sup> EBITDA matrix (€mn)

		eneration ading		astructure works		wable gies	Re	tail	Serv & Ot	vices 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

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

2. Includes Belgium, Greece, France and Bulgaria

3. Includes South Africa and India

4. Total EBITDA by country excludes contribution from Global Renewable Energies

EBITDA from Reported to Adjusted: breakdown by geography

1H 2016	Italy	Iberia	Latam	East Europe	Global Renewable Energies	Other	Total
Reported	3,329	1,856	1,625	353	920	(30)	8,053
Extraordinary items	124	-	-	-	-	· · ·	124
Ordinary	3,205	1,856	1,625	353	920	(30)	7,929
One-offs		109	(11)	-	-	19	117
Adjusted	3,205	1,747	1,636	353	920	(49)	7,812

1H 2015	Italy	Iberia	Latam	East Europe	Global Renewable Energies	Other	Total
Reported	3,141	1,969	1,437	392	1,078	(56)	7,961
Extraordinary items	141	-	-	-	132		273
Ordinary	3,000	1,969	1,437	392	946	(56)	7,688
One-offs	(16)	238	40				262
Adjusted	3,016	1,731	1,397	392	946	(56)	7,426



EBITDA from Reported to Adjusted: breakdown by business line

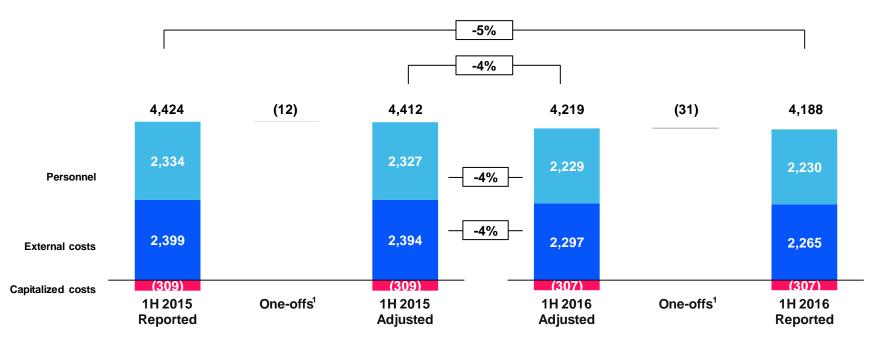
1H 2016	Global Generation & Trading	Global Infrastructure & Networks	Global Renewable Energies	Retail	Services & Holding	Total
Reported	2,216	3,525	920	1,437	(45)	8,053
Extraordinary items	124	-	-	-		124
Ordinary	2,092	3,525	920	1,437	(45)	7,929
One-offs	74	3		16	24	117
Adjusted	2,018	3,522	920	1,421	(69)	7,812

1H 2015	Global Generation & Trading	Global Infrastructure & Networks	Global Renewable Energies	Retail	Services & Holding	Total
Reported	2,232	3,539	1,078	1,089	23	7,961
Extraordinary items	141	-	132	-	-	273
Ordinary	2,091	3,539	946	1,089	23	7,688
One-offs	233	10		4	15	262
Adjusted	1,858	3,529	946	1,085	8	7,426

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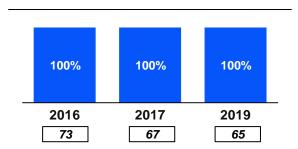


Operational efficiency: opex (€mn)

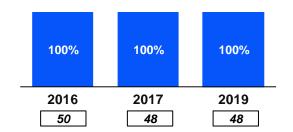


Forward sales

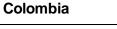
Chile

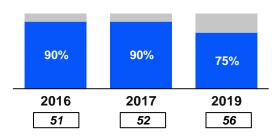


Peru

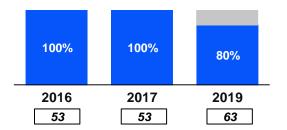






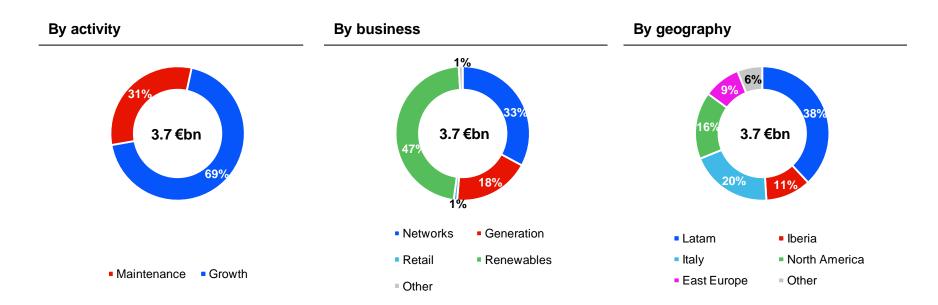


Brazil



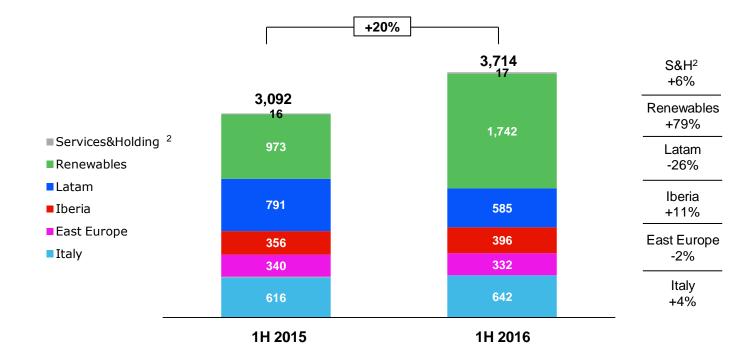
Capex<sup>1</sup>



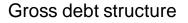


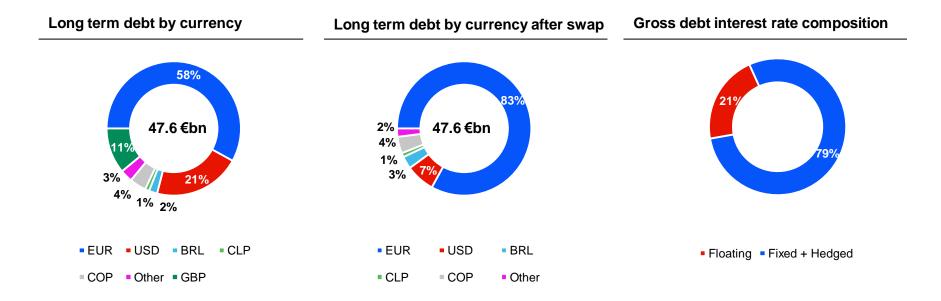


Capex by business<sup>1</sup> (€mn)



- 1. Gross of contribution. Includes capex related to assets held for sale in Generation and East Europe equal to 249 €mn in 1H2016 and 254 €mn in 1H2015
- 2. Includes upstream gas and other



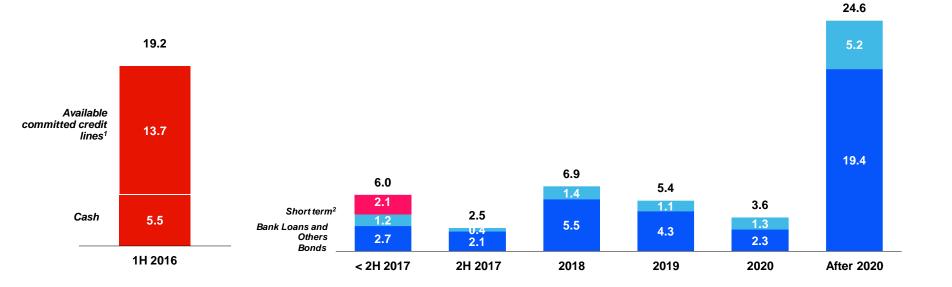


Debt structure by instrument (€bn)



Debt by instrument	Enel Spa	EFI	Italy	Iberia	Latam	Renewables	East Europe & Other	Total
Bonds	13.45	18.74	-	0.10	3.50	-	0.44	36.23
Bank Loans	-	-	3.16	0.65	1.02	3.30	0.32	8.45
TaxPartnership	-	-	-	-	-	1.06	-	1.06
Other Loans	-	-	-	0.53	0.22	0.33	-	1.08
Other short term debt	1.26	0.04	0.07	0.16	0.09	0.02	-	1.64
Commercial Paper	-	0.37	-	0.11	-	-	-	0.48
Gross debt	14.71	19.15	3.23	1.55	4.83	4.71	0.76	48.94
Financial Receivables	(0.01)	-	(1.05)	(0.51)	(0.93)	(0.17)	(0.48)	(3.15)
Tariff Deficit	-	-	-	(0.18)	-	-	-	(0.18)
Other short term financial receivables	(1.02)	(0.01)	(0.70)	(0.05)	(0.05)	(0.09)	-	(1.92)
Cash & Cash Equivalents	(1.08)	(0.05)	(0.22)	(0.67)	(1.76)	(0.44)	(1.33)	(5.55)
Net Debt – Third Parties	12.60	19.09	1.26	0.14	2.09	4.01	(1.05)	38.14
Net Debt – Intercompany	1.48	(19.85)	8.06	2.98	(0.14)	3.08	4.39	-
Net Debt – Group View	14.08	(0.76)	9.32	3.12	1.95	7.09	3.34	38.14

Debt maturity coverage split by typology (€bn)



1. Of which 13.5 €bn of long term committed credit lines with maturities beyond June 2017

2. Includes commercial paper

Group total net installed capacity: breakdown by technology and geography

MW	Hydro <sup>1</sup>	Wind	Geothermal	Solar & Other	Nuclear	Coal	СССТ	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

1. 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)

2. Includes Belgium, Greece and Bulgaria

3. Includes South Africa and India



Group total net production: breakdown by technology and geography

GWh	Hydro <sup>1</sup>	Wind	Geothermal	Solar & Other	Nuclear	Coal	ССБТ	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

1. 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)

2. Includes Belgium, Greece and Bulgaria

3. Includes South Africa and India

Group total additional capacity: breakdown by technology and geography

MW	Hydro <sup>1</sup>	Wind	Geothermal	Solar & Other	Nuclear	Coal	СССТ	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

2. Includes Belgium, Greece and Bulgaria

3. Includes South Africa and India

EGP projects in execution: breakdown by technology and geography (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

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EGP projects under construction : breakdown by technology and geography (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

EGP projects ready to build : breakdown by technology and geography (MW)

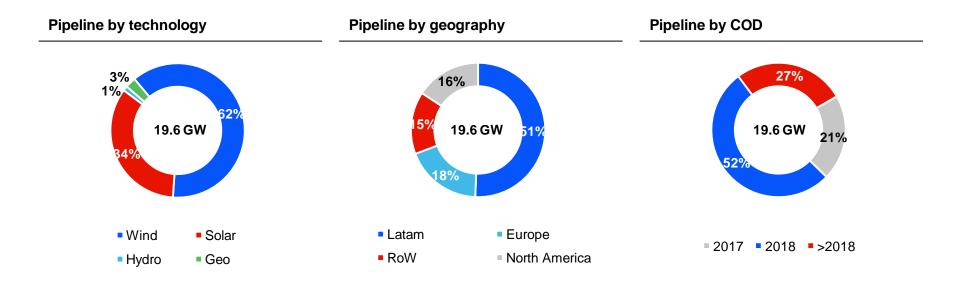
MW	Wind	Hydro	Geothermal	Solar	Biomass	Total
Italy	-	-	2	-	31	33
Iberia	-	-	-	-	-	-
Latam	172	-	-	103	-	275
East Europe <sup>1</sup>	154	-	-	-		154
North America	-	-	-	-		-
Other Countries <sup>2</sup>	705	-	-	-		705
Total	1,031	-	2	103	31	1,167

2. Includes South Africa and India

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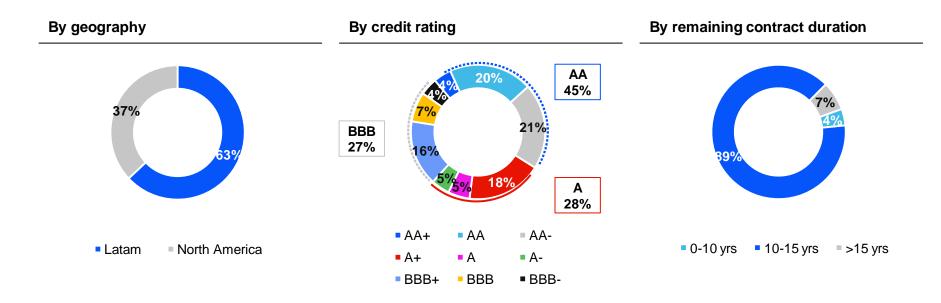
Global Renewable Energies gross pipeline<sup>1</sup>





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





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Contact us





Email investor.relations@enel.com

Phone +39 06 8305 7975

Web site www.enel.com Luca Passa Head of Group Investor Relations

Elisabetta Ghezzi Investor Relations Holding

**Donatella Izzo** Investor Relations Sustainability and Other Countries

Marco Donati Investor Relations Reporting and Corporate Governance

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