

# 2007 Interim Results

September 6, 2007

# Agenda

## ● 2007 Interim result

- Q&A
- Annexes

## 1H2007 Results

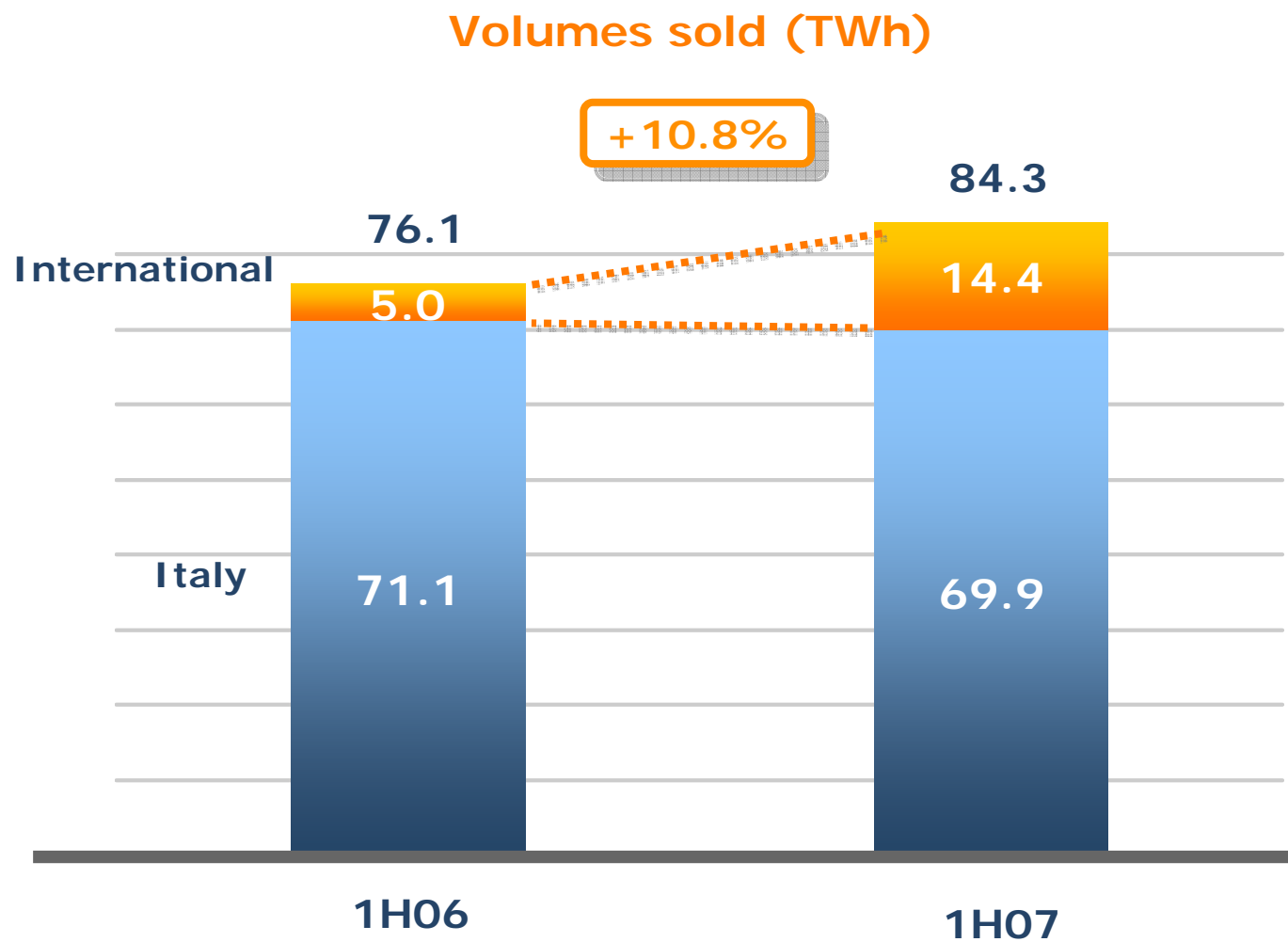
## Financial highlights: Consolidated

€mn	1H06	1H07	%
● Revenues	19,065	18,857	-1.1%
● EBITDA	4,361	4,462	2.3%
● EBIT	3,565	3,134	-12.1%
● Group net income	1,978	1,982	0.2%
● Net debt	11,690 <sup>(1)</sup>	25,069	114.4%

1. As of December 31, 2006

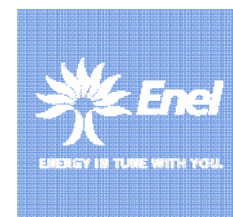
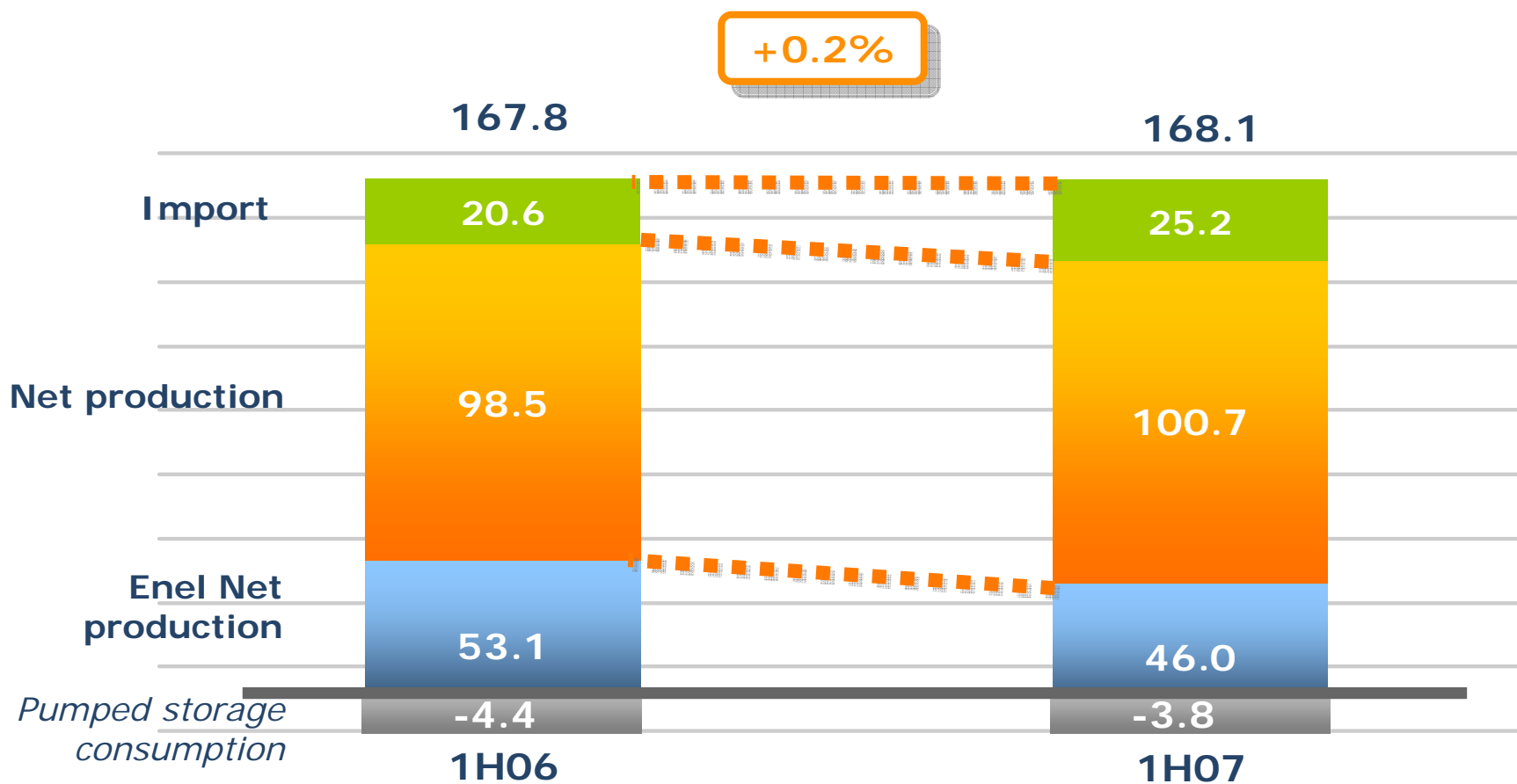
## 1H2007 Results

# Enel's electricity sales



1H2007 Results

Italian electricity market overview (TWh)

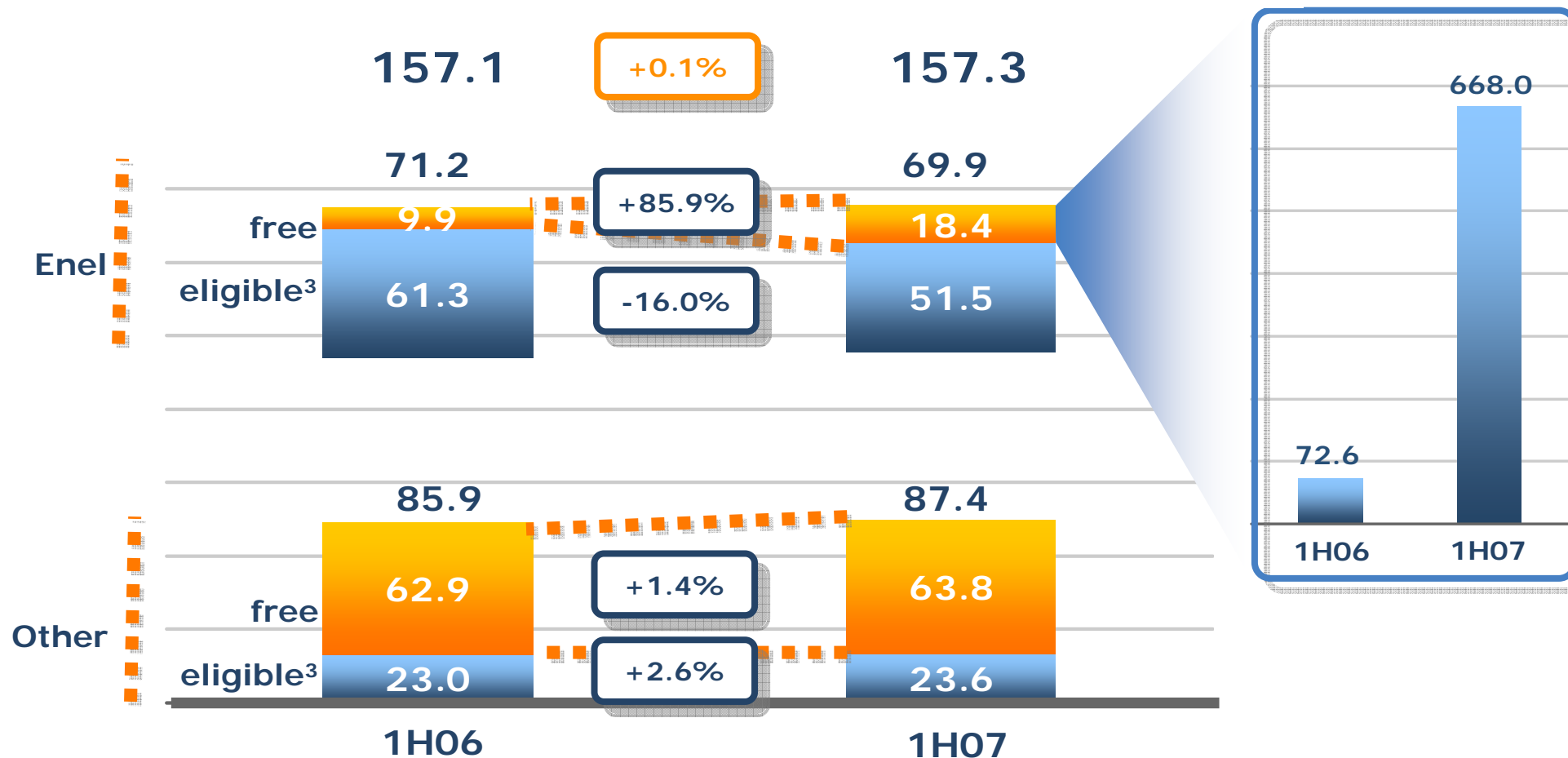


# 1H2007 Results

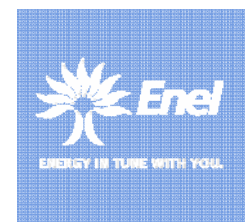
## Enel's domestic electricity sales (TWh)

### Electricity – Total market sales<sup>1</sup>

### Free customers<sup>2</sup> (thousand)

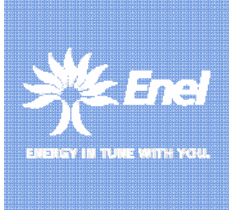
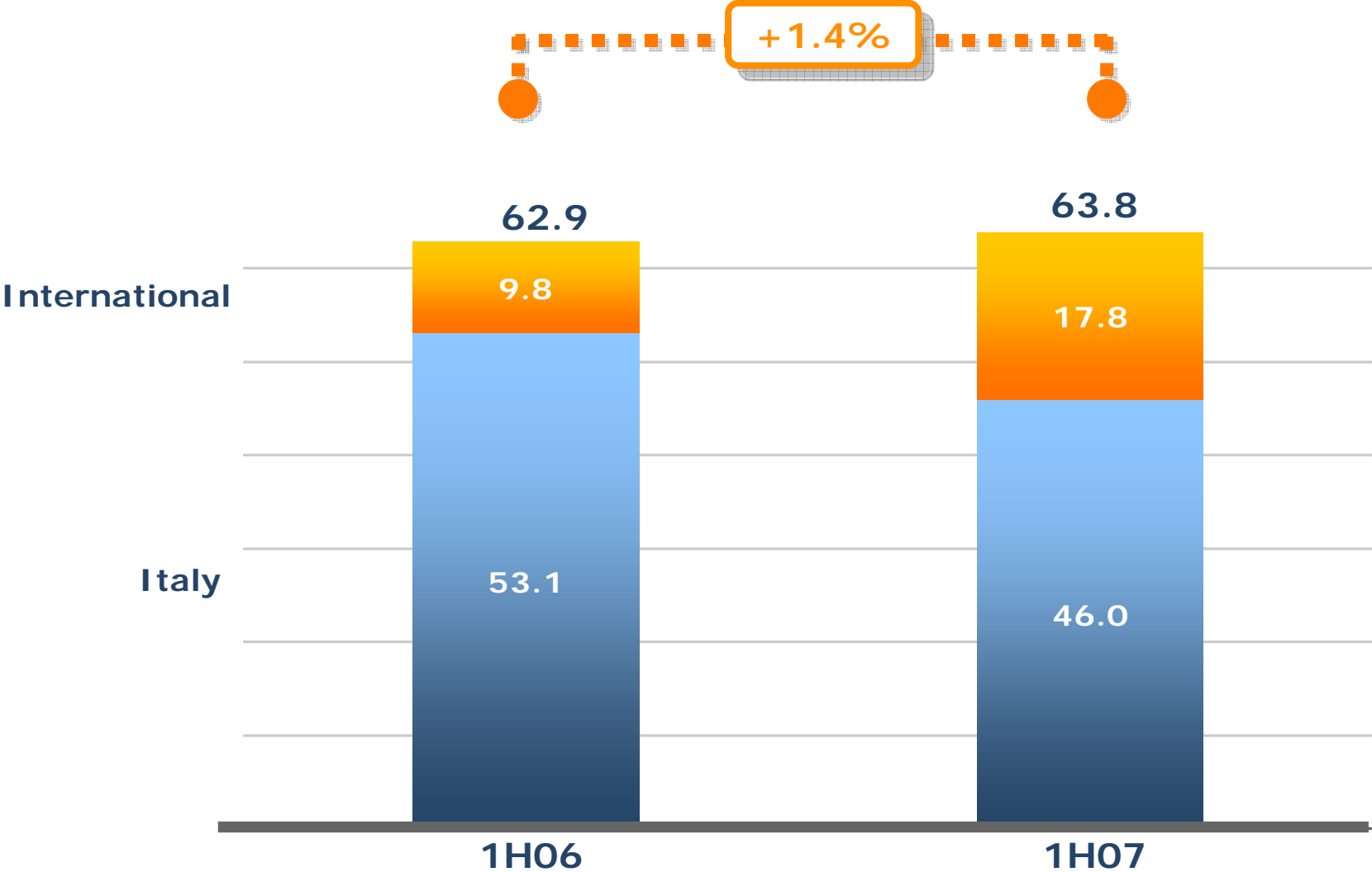


1. Excluding losses on the grid. Data relating to other operators are Enel's estimates  
 2. Including Dual Energy  
 3. Sales to the eligible market including self-consumption



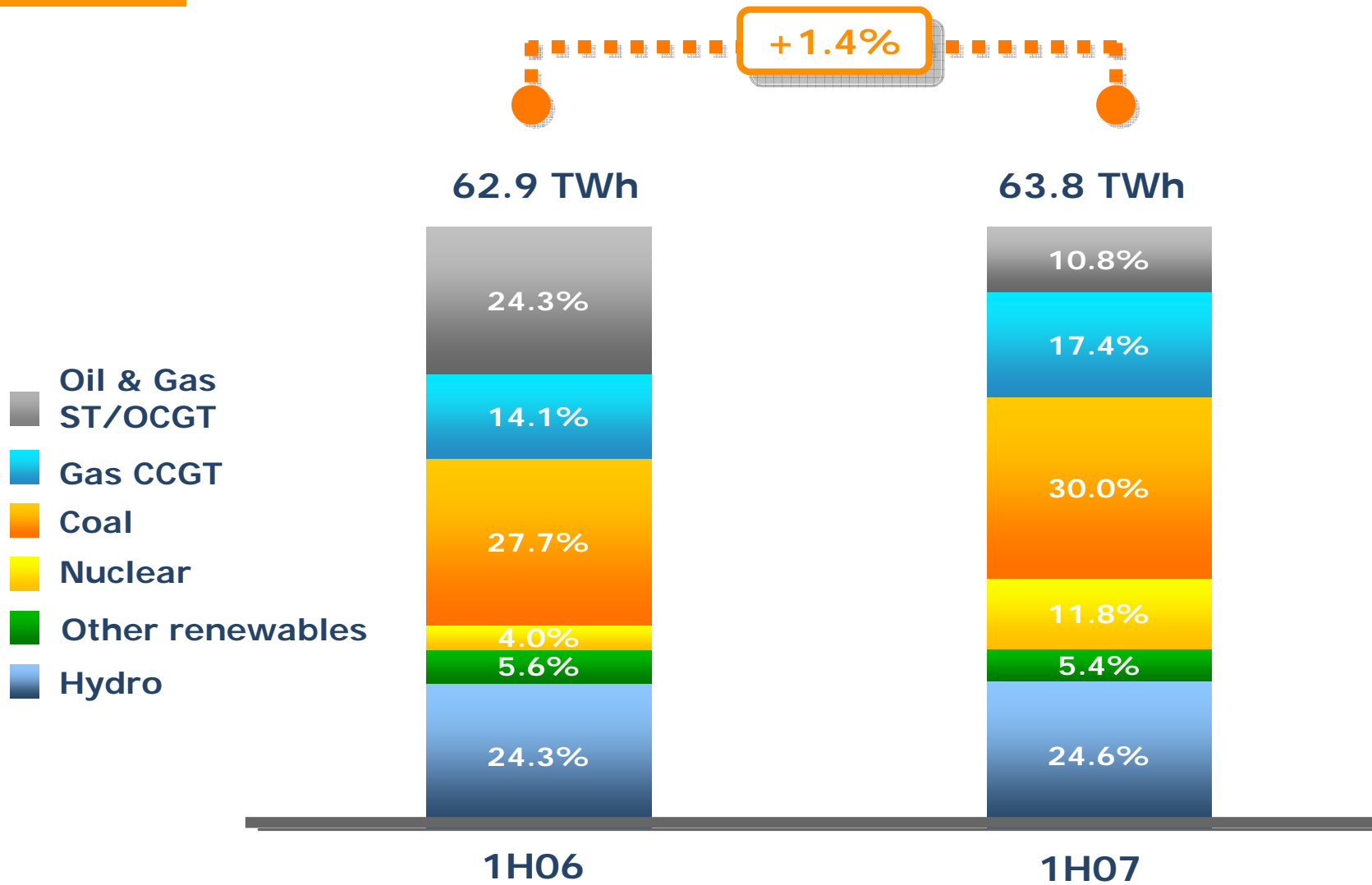
1H2007 Results

Enel's net production (TWh)



# 1H2007 Results

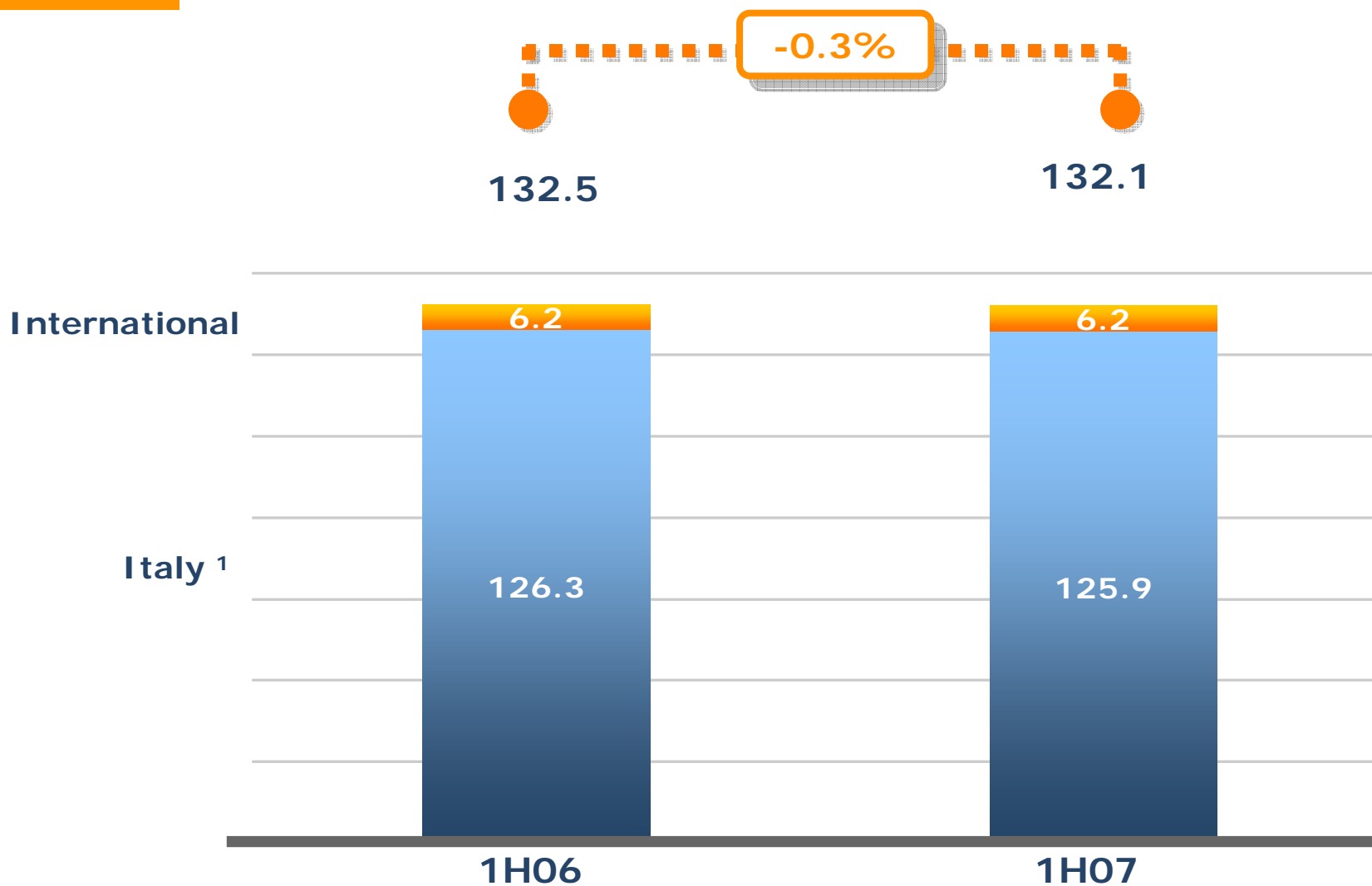
## Group production mix (%)





## 1H2007 Results

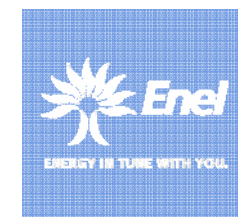
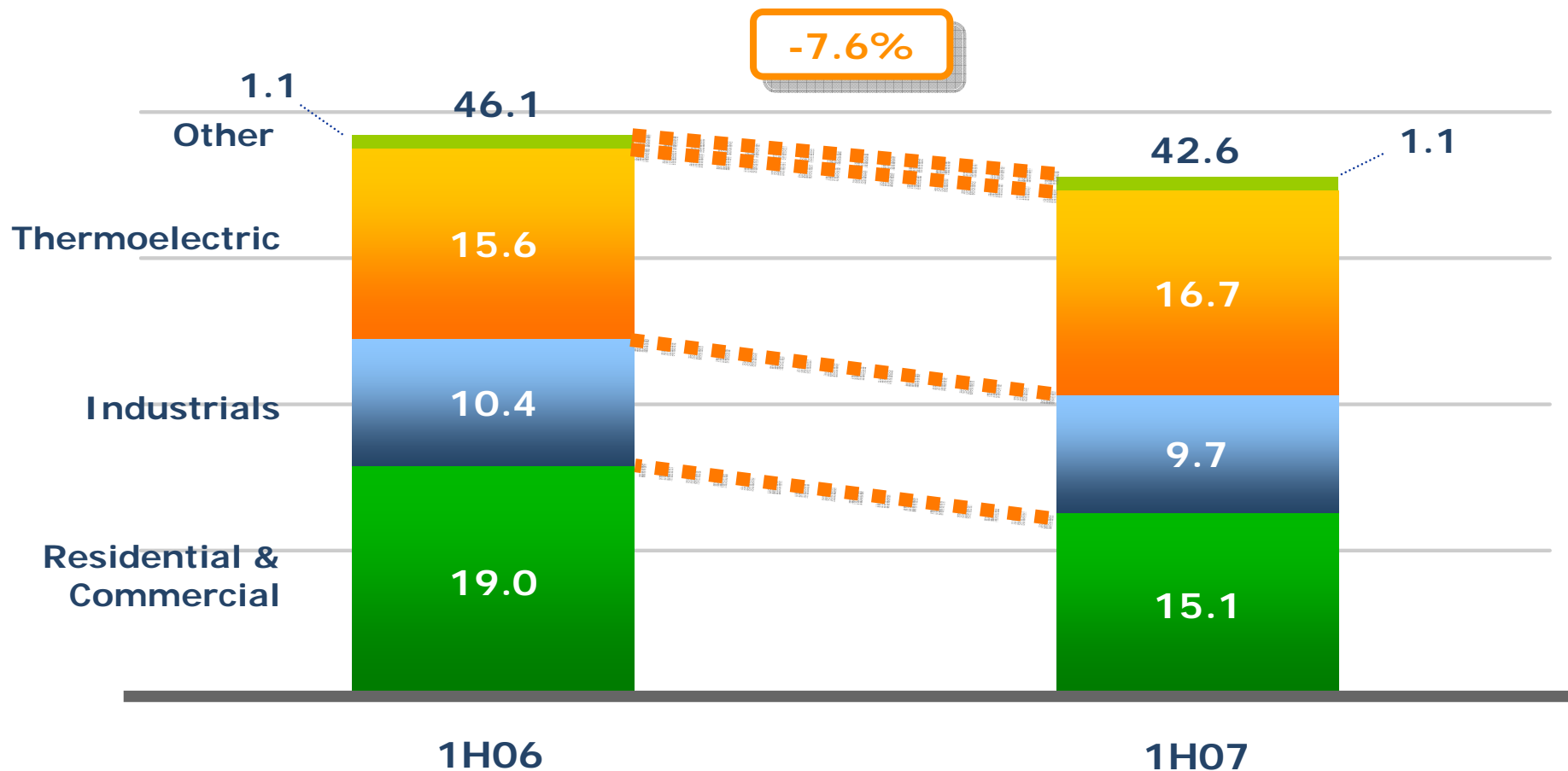
# Enel's electricity distribution (TWh)



1. Net of energy dispatched in the previous years

1H2007 Results

Italian gas market overview (bcm)

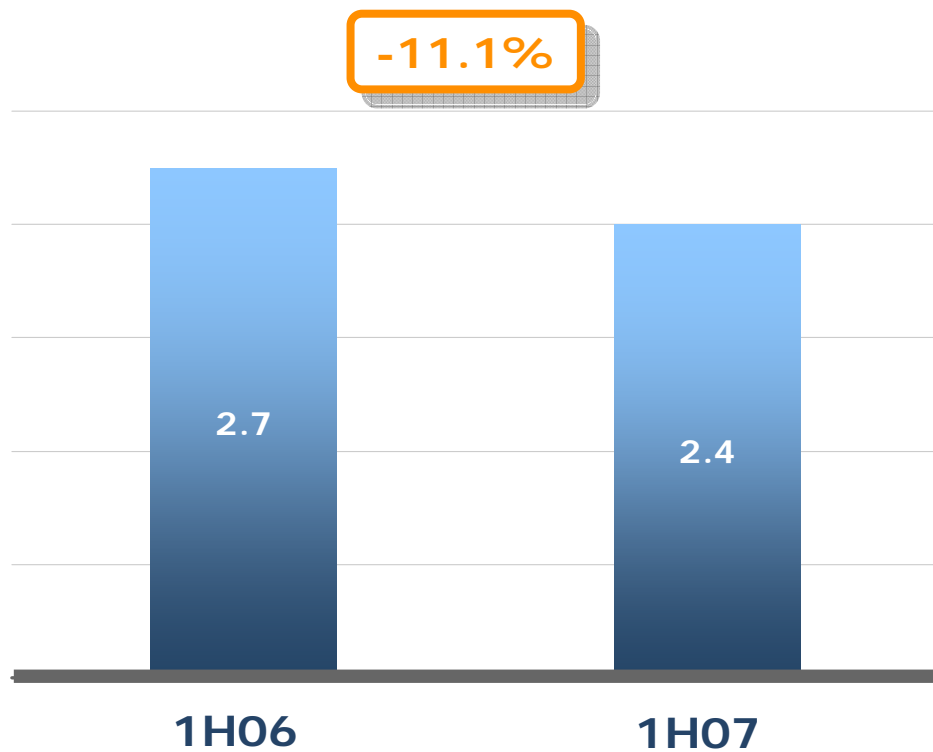


## 1H2007 Results

# Enel's gas sales

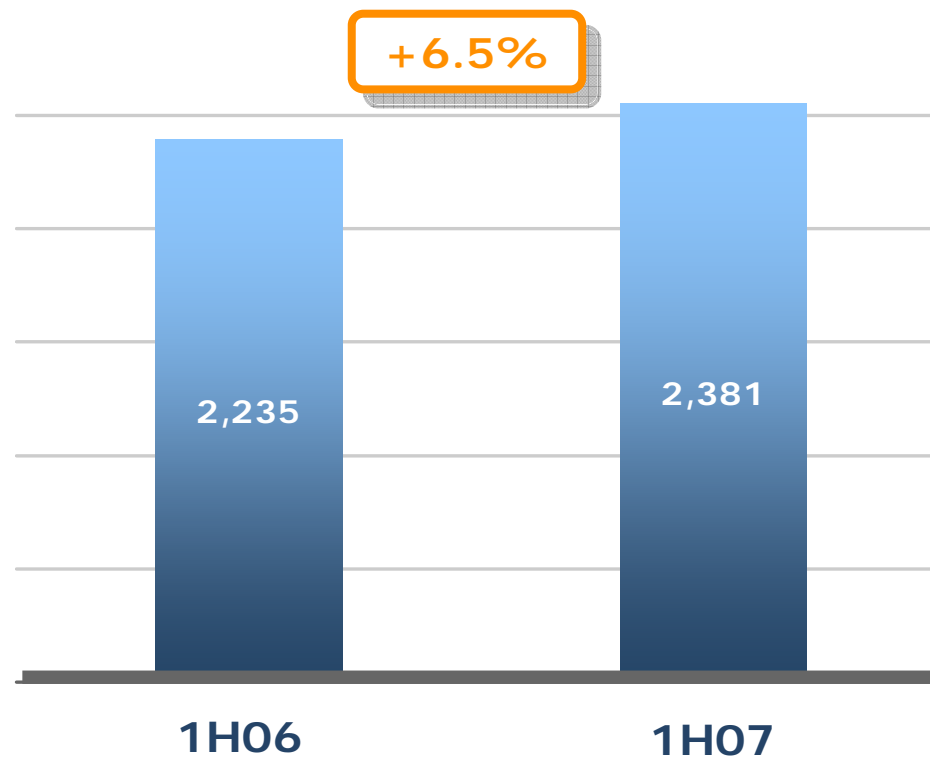
### Volumes sold (bcm)

-11.1%



### Customers (thousand)

+6.5%

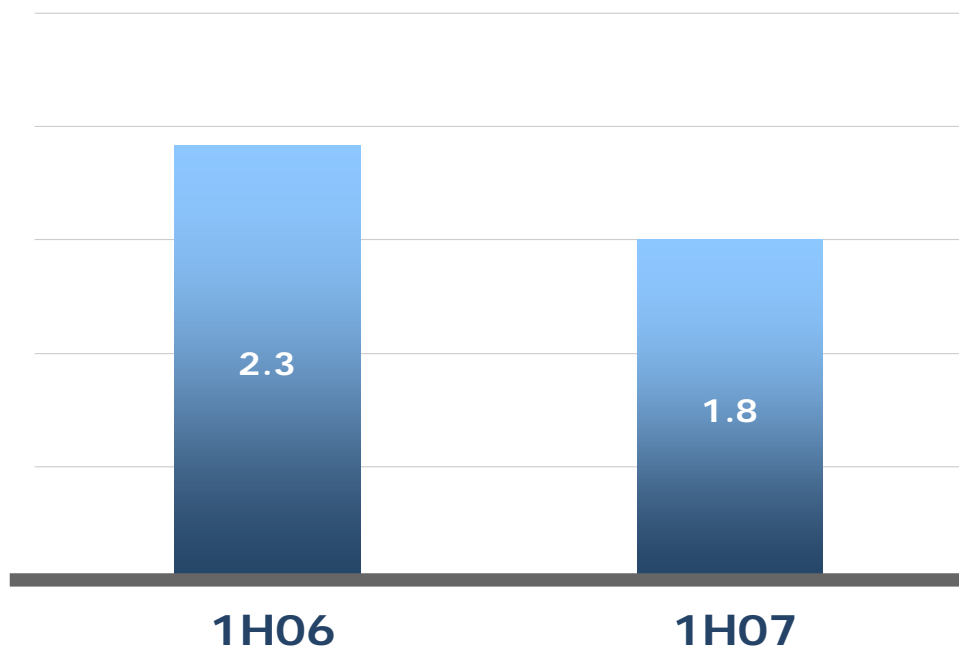


1H2007 Results

# Enel's gas distribution

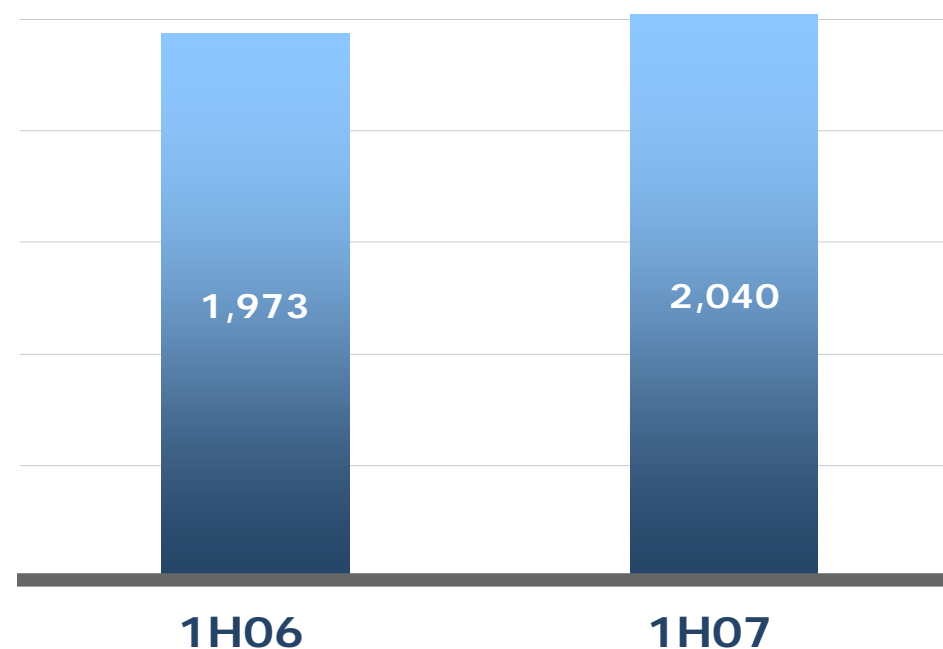
Volumes distributed (bcm)

-21.7%



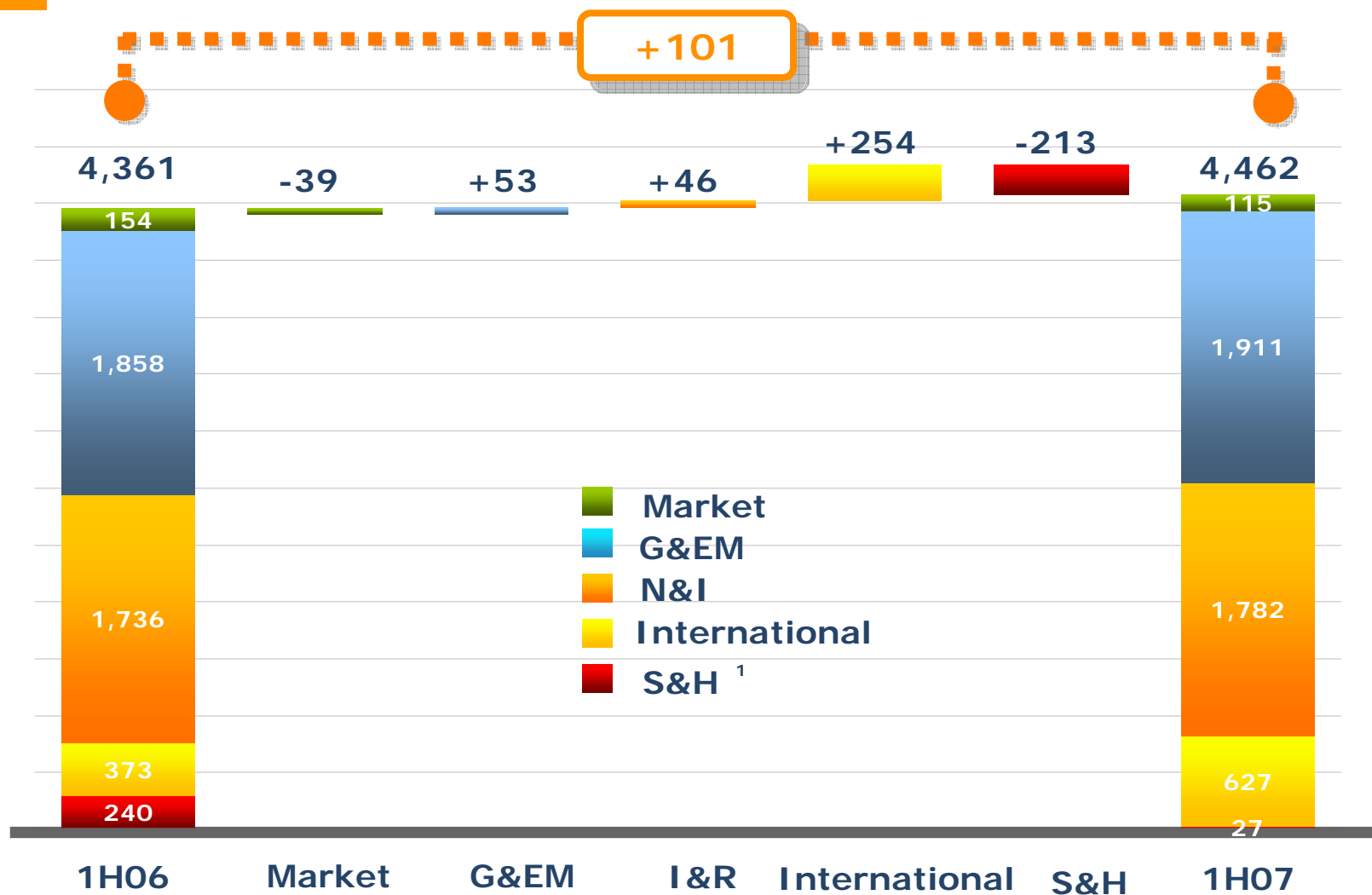
End users (thousand)

+3.4%

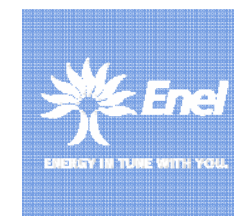


1H2007 Results

EBITDA evolution (€mn)



1. Including intercompany adjustments



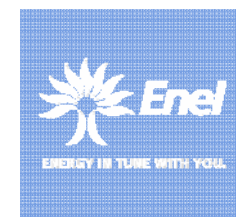
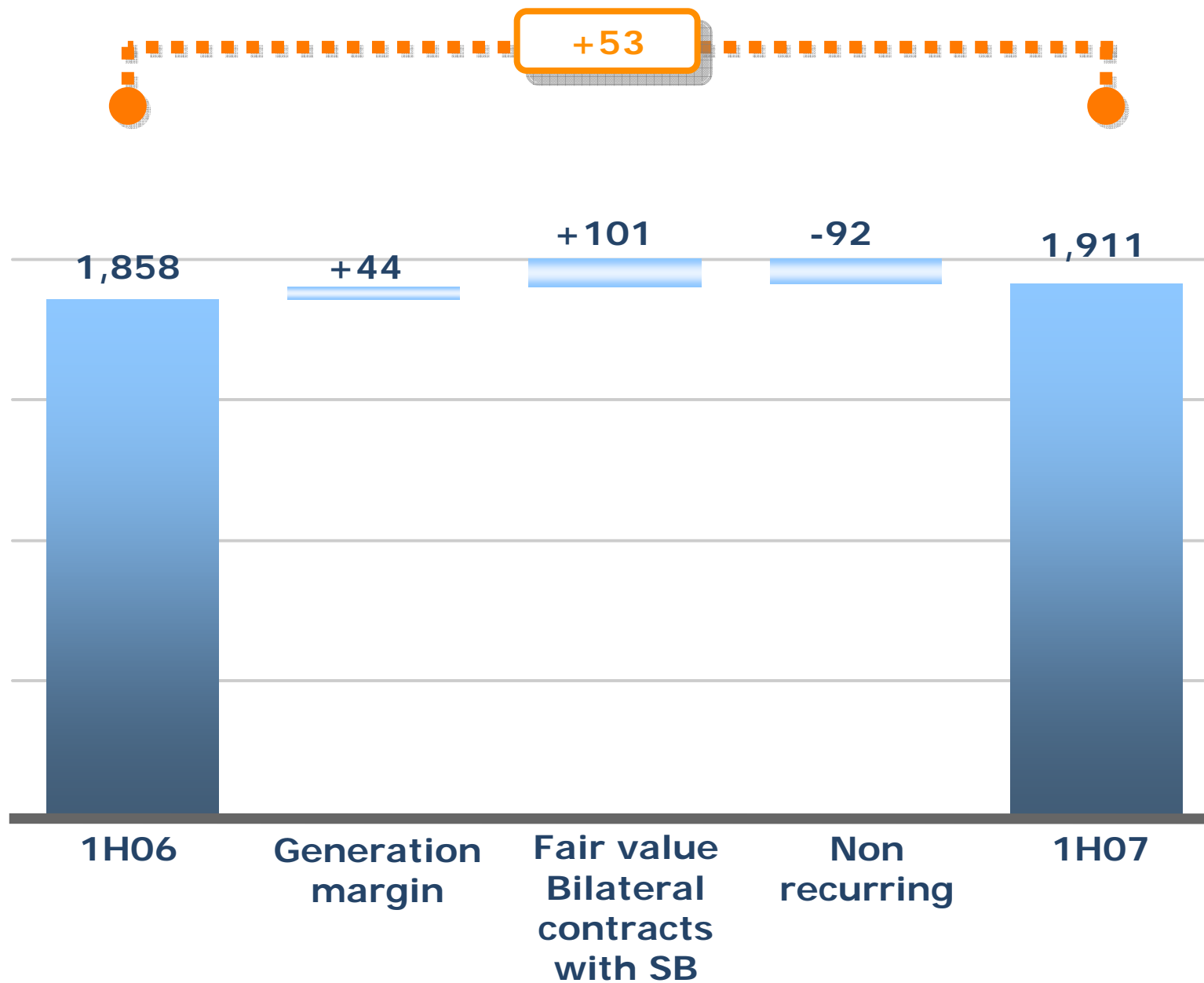
## 1H2007 Results

# EBITDA evolution: domestic market division (€mn)



1H2007 Results

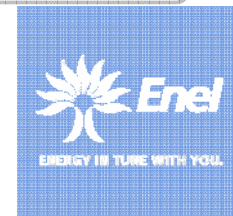
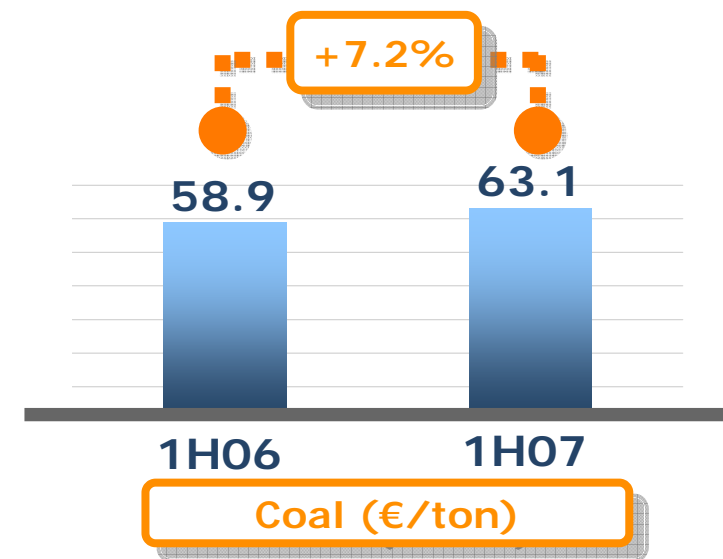
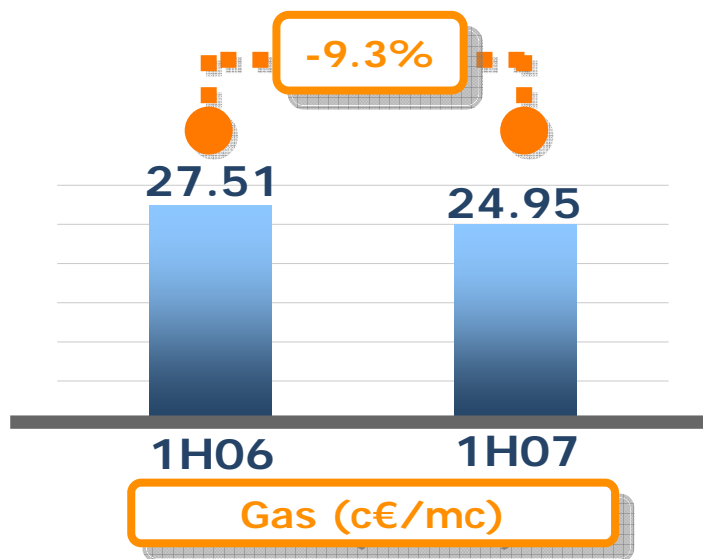
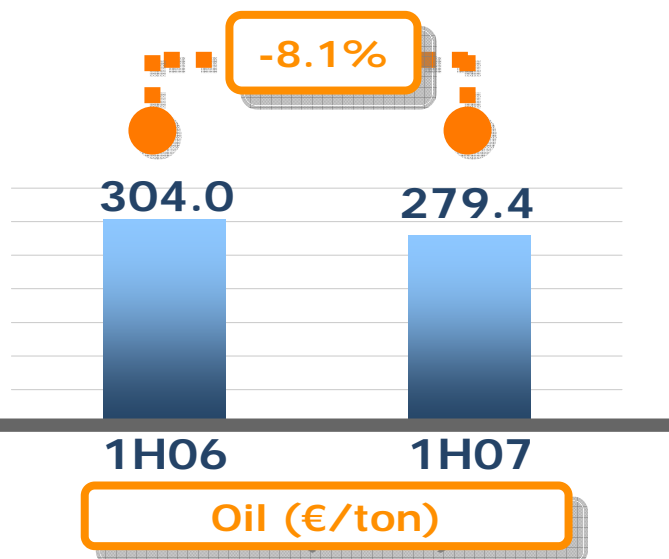
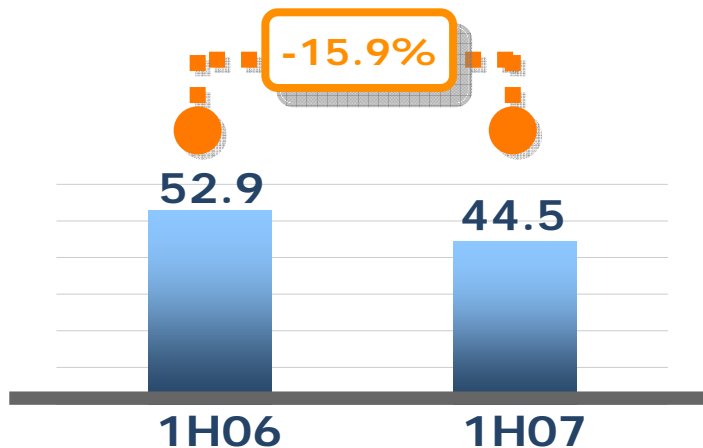
EBITDA evolution: domestic G&EM division (€mn)



1H2007 Results

Fuel cost evolution

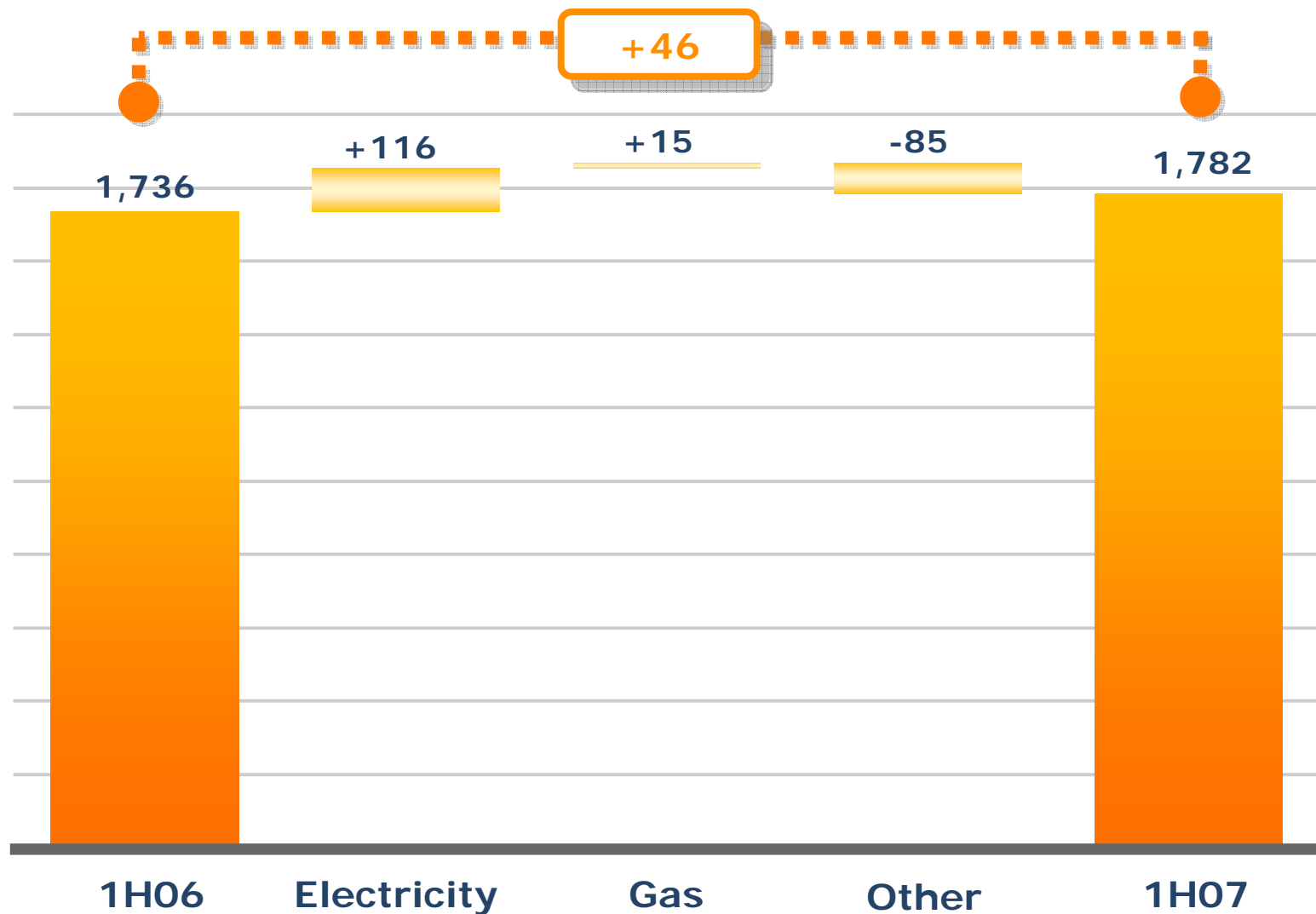
Average fuel cost  
(€/MWh)





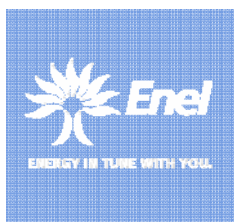
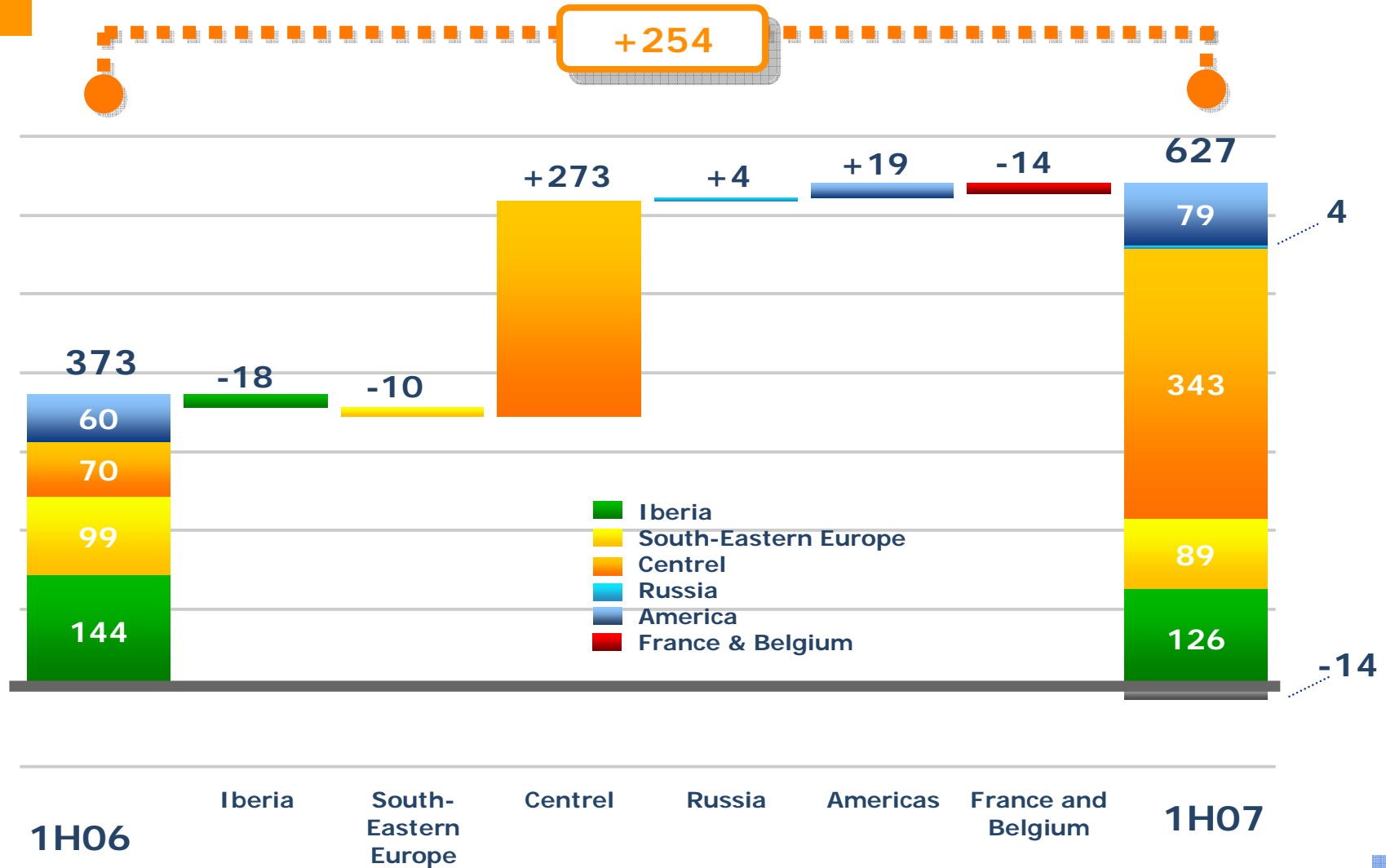
## 1H2007 Results

# EBITDA evolution: domestic I & N division (€mn)



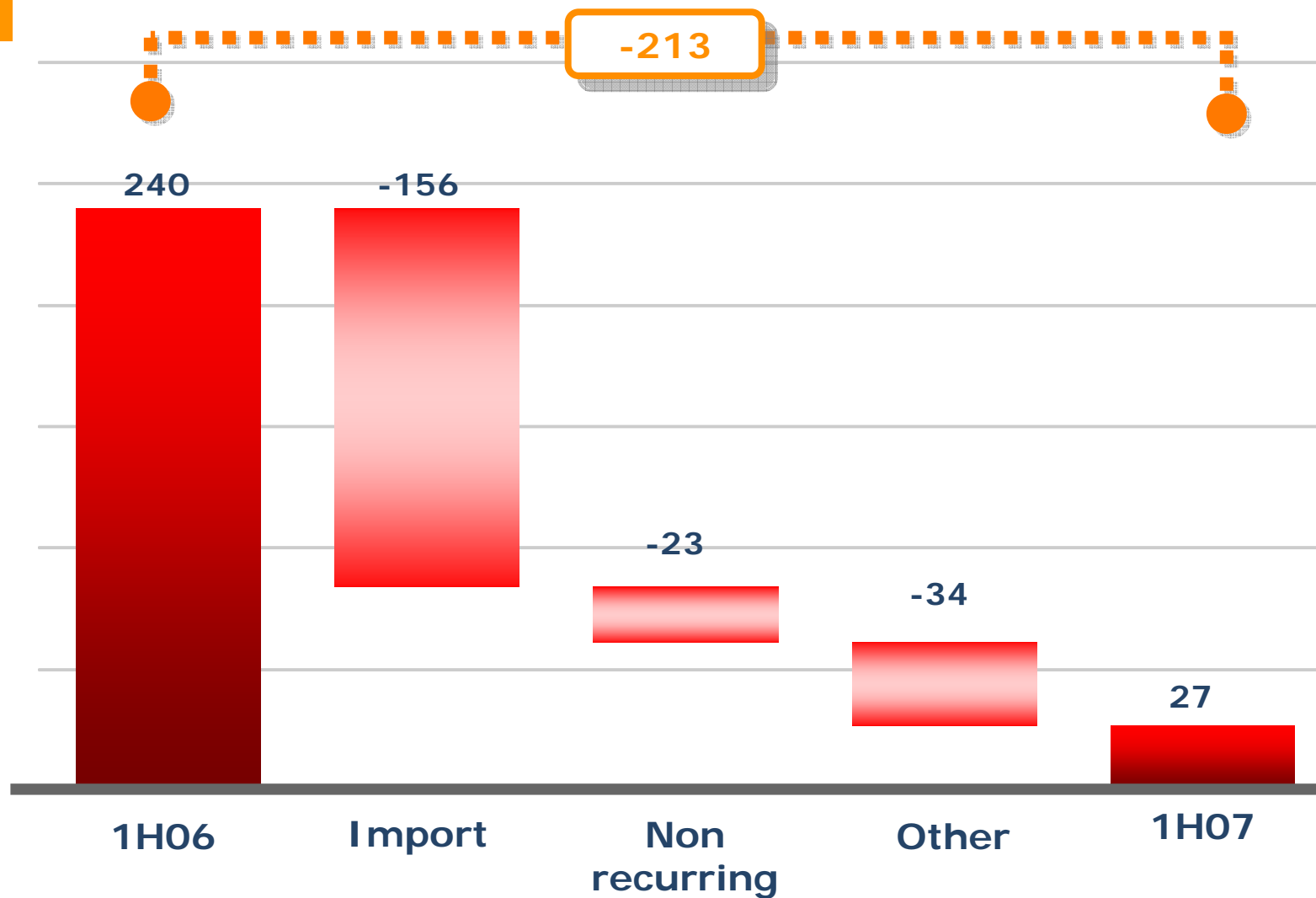
1H2007 Results

EBITDA evolution: international division (€mn)

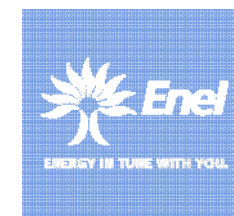


1H2007 Results

EBITDA evolution: services & holding<sup>1</sup> (€mn)

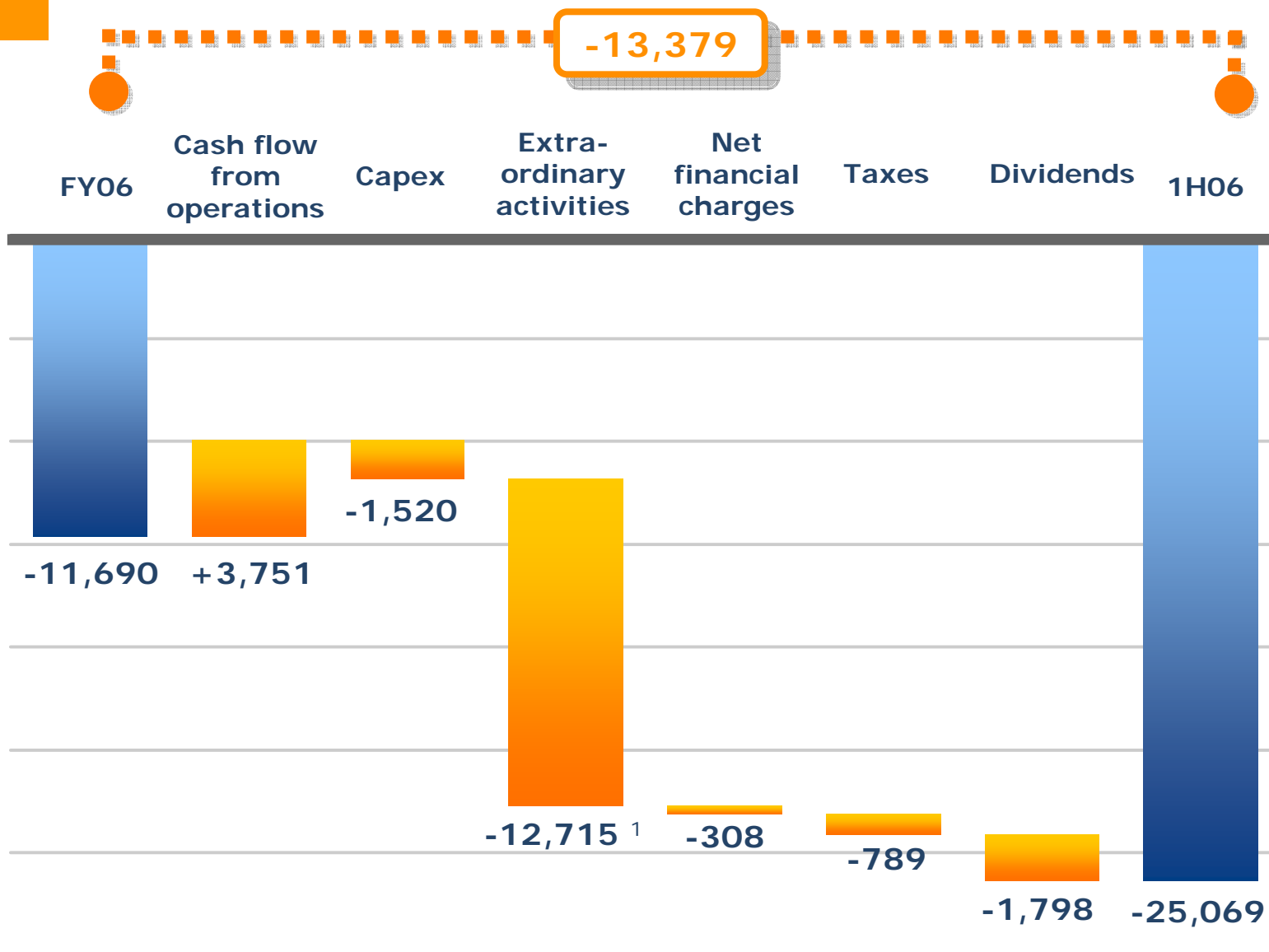


1. Including intercompany adjustments

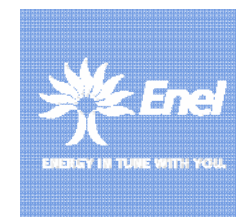


## 1H2007 Results

# Net debt evolution (€mn)

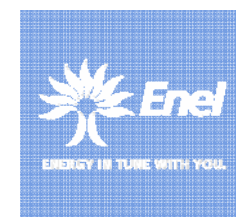
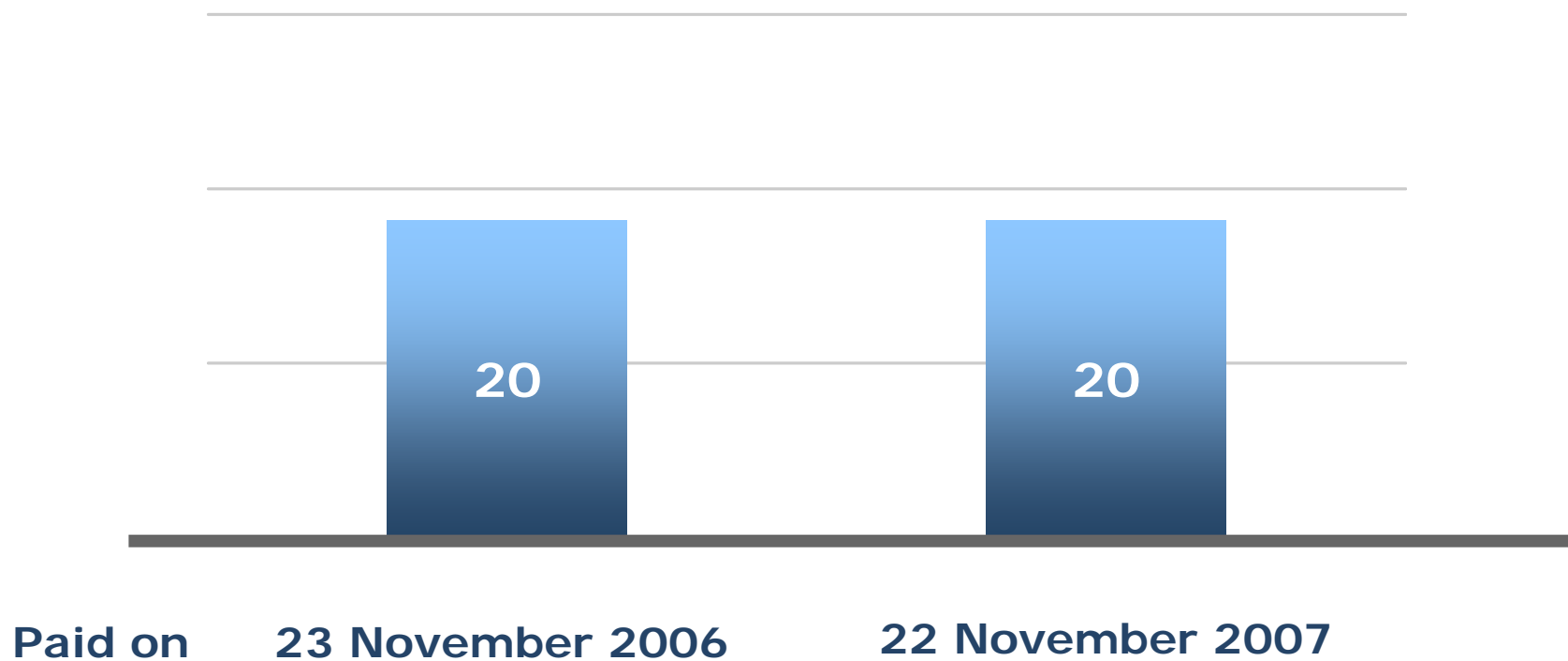


1. Including net debt of acquisitions



1H2007 Results

2007 Interim dividend (€c/share)



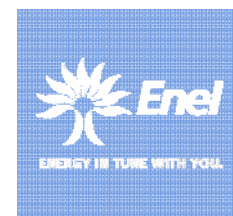
## Agenda

- 2007 Interim result
- Q&A
- **Annexes**

Annexes – 1H2007 Results

**Net Production : Geographical breakdown**

(GWh)	1H06	1H07	%
Italy	53,144	46,038	-13.4
Spain	3,253	3,044	-6.4
Bulgaria	1,329	1,607	20.9
Slovakia	4,023	11,126	176.6
N America	764	721	-5.6
S America	422	1,308	210.0
<b>Total</b>	<b>62,935</b>	<b>63,844</b>	<b>1.4</b>



## Annexes – 1H2007 Results

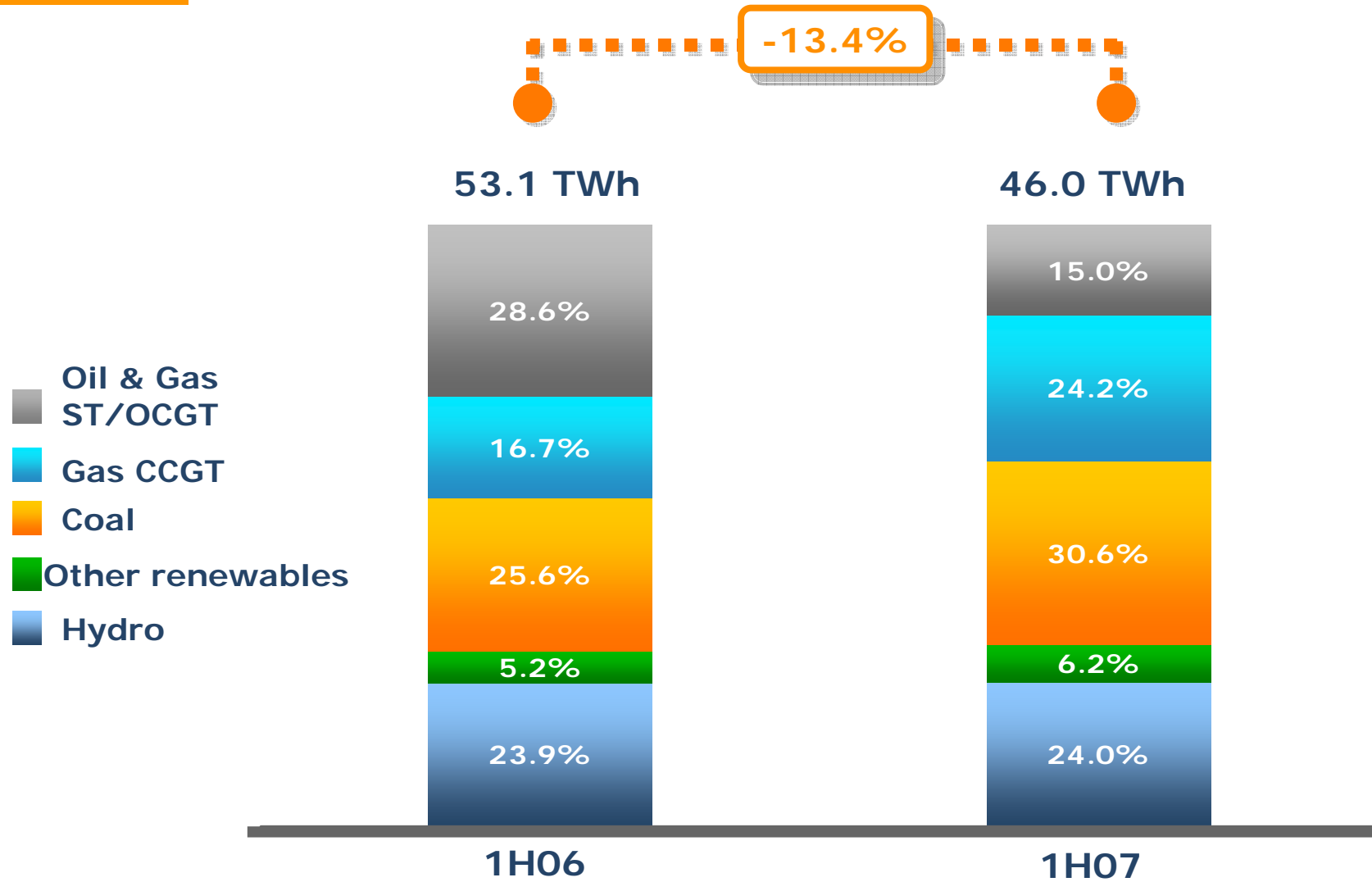
# Net production : source breakdown

(GWh)	Oil & Gas ST/OCGT	Gas CCGT	Coal	Nuclear	Other renewables	Hydro
Italy	6,911	11,121	14,075	-	2,861	11,070
Iberia	4	-	1,978	-	337	725
South-Eastern Europe	-	-	1,607	-	-	-
Centrel	-	-	1,500	7,532	-	2,094
Americas	-	-	-	-	251	1,778
<b>Total</b>	<b>6,915</b>	<b>11,121</b>	<b>19,160</b>	<b>7,532</b>	<b>3,449</b>	<b>15,667</b>



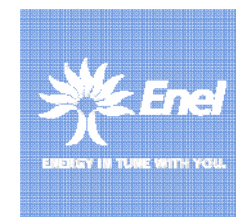
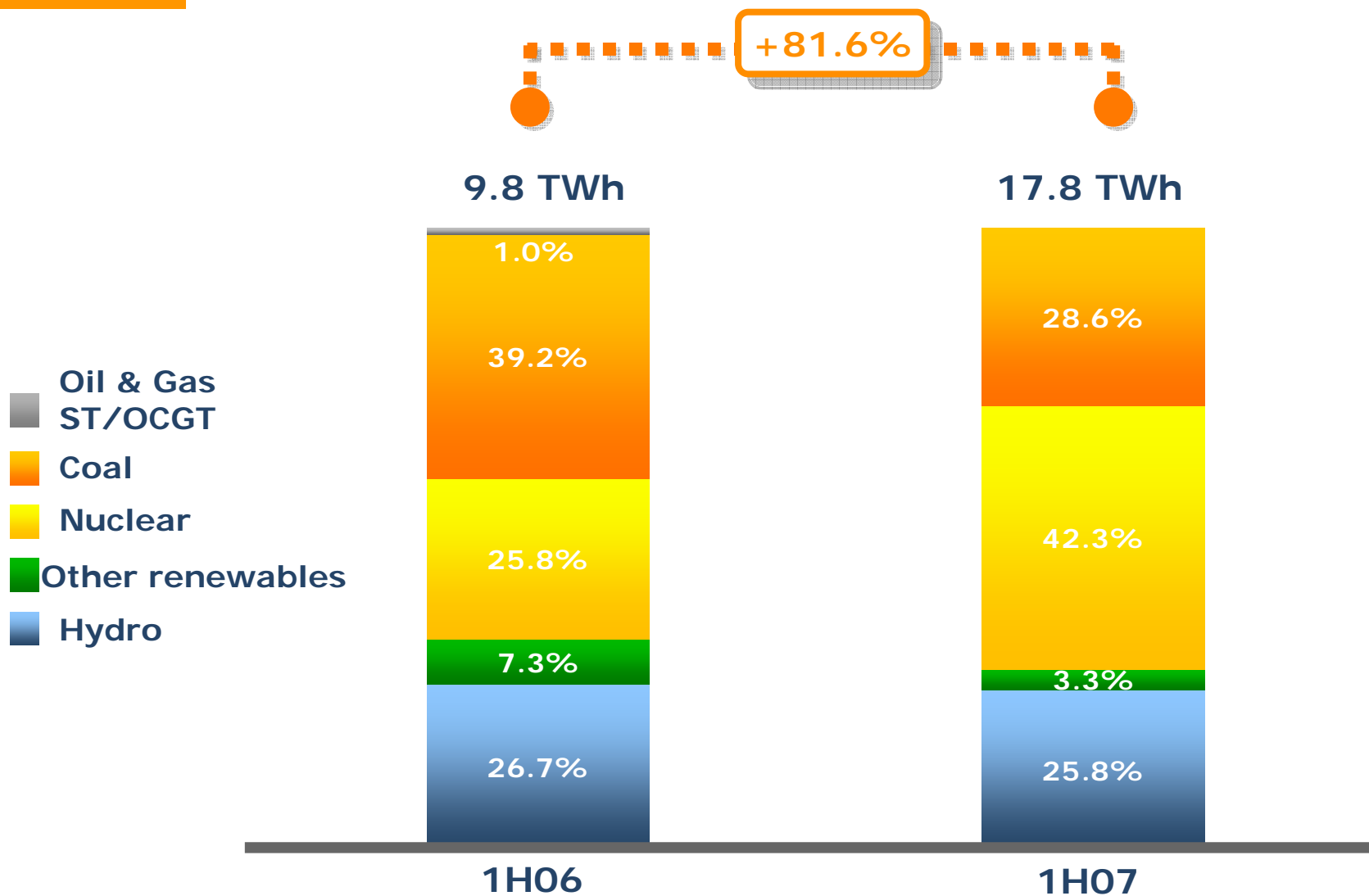
## Annexes – 1H2007 Results

# Domestic production mix (%)



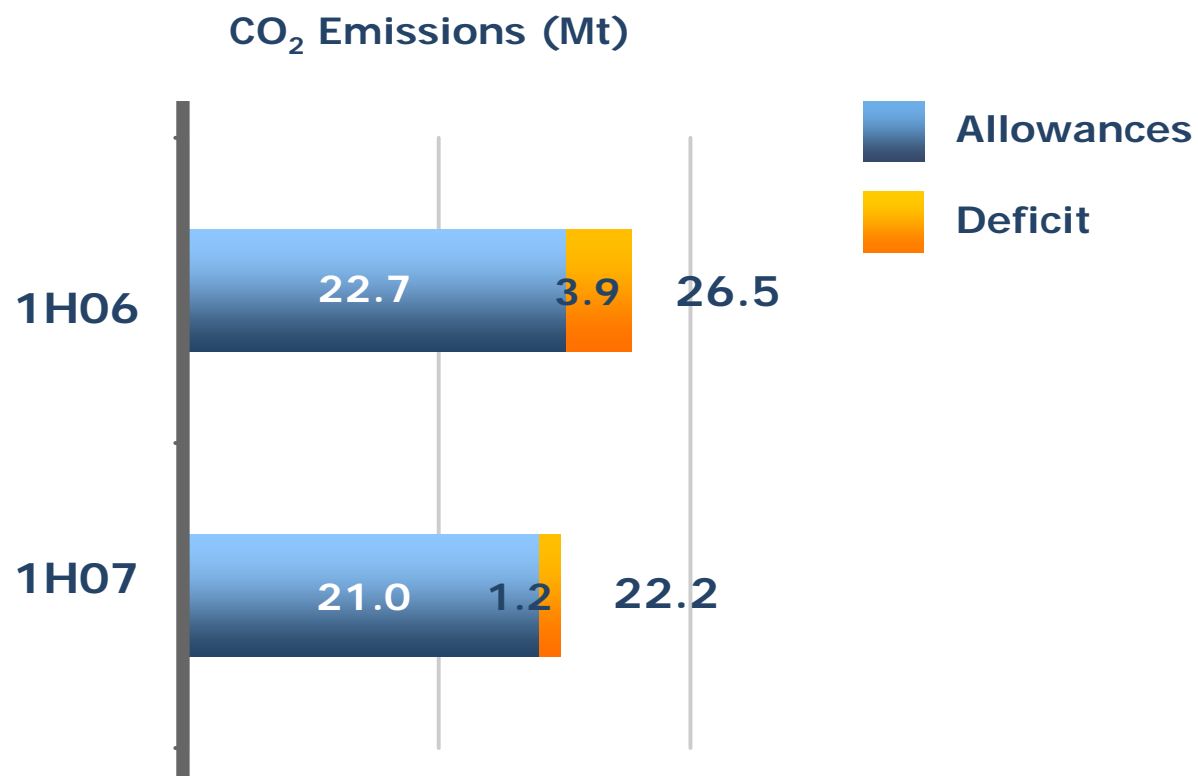
Annexes – 1H2007 Results

International production mix (%)



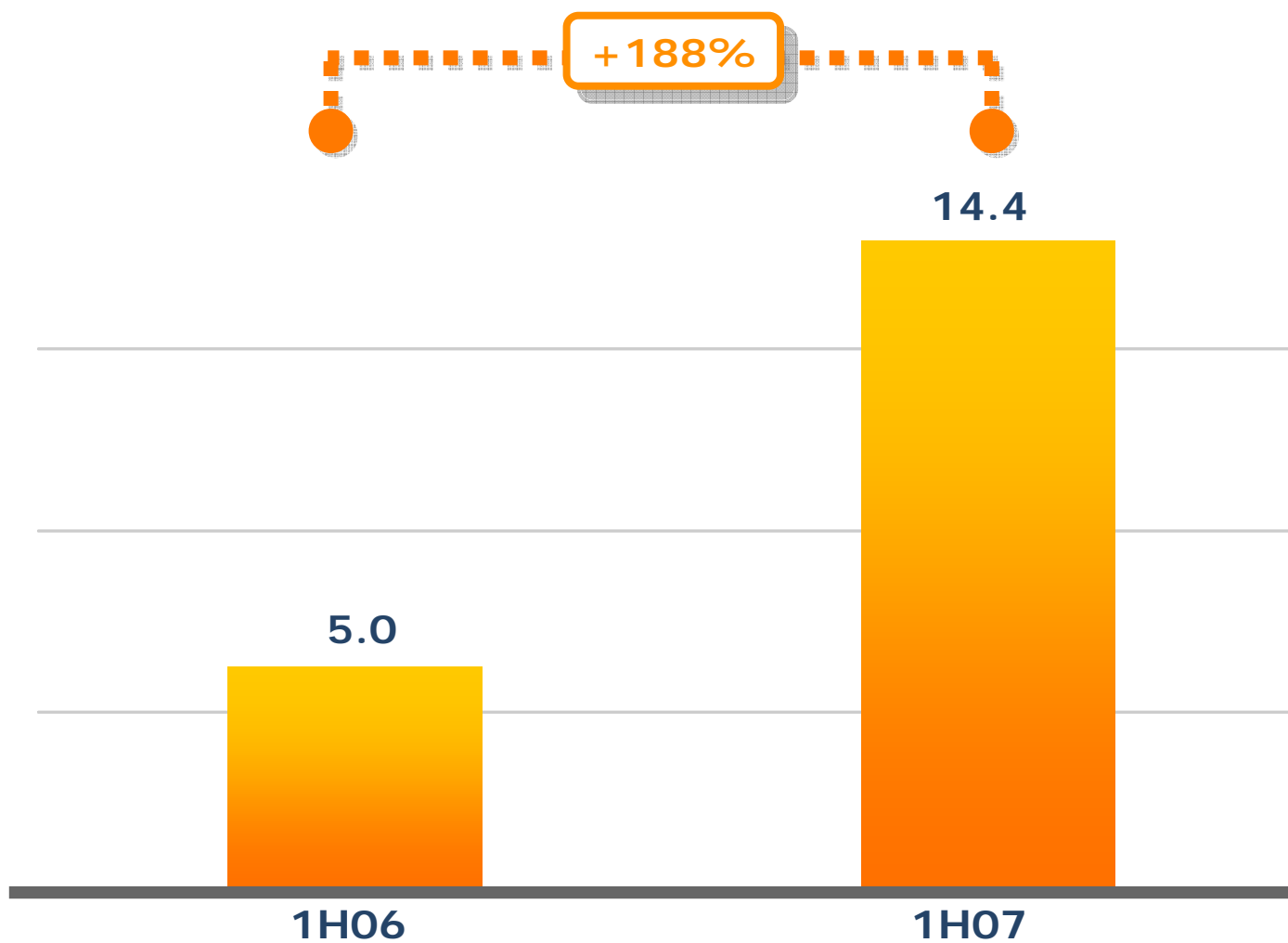
## Annexes – 1H2007 Results

# Domestic G&EM division: CO<sub>2</sub> emissions vs. allowances



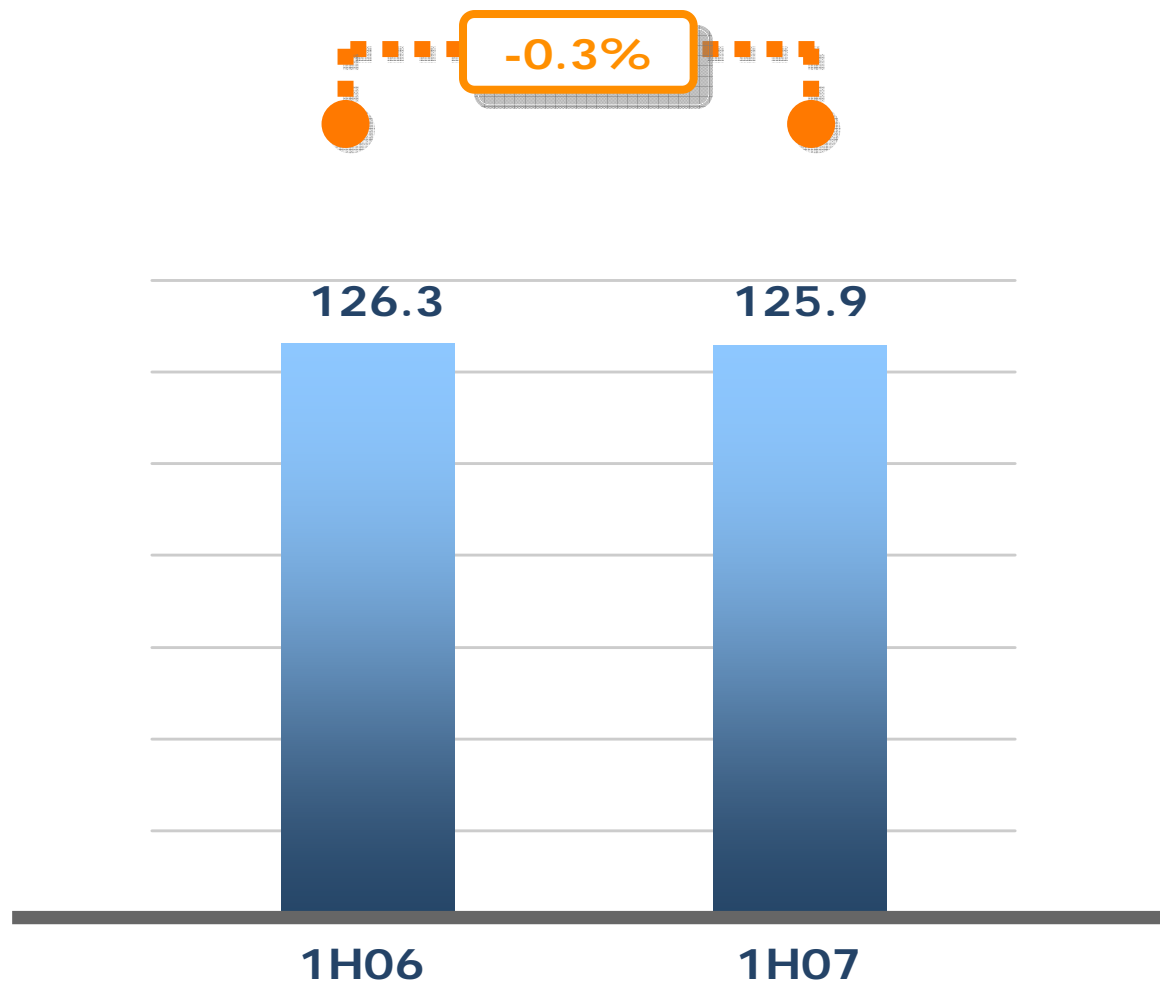
## Annexes – 1H2007 Results

### International sales (TWh)

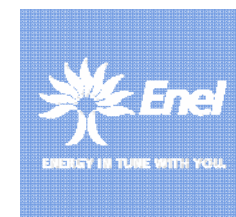


## Annexes – 1H2007 Results

# Domestic electricity distribution (TWh)



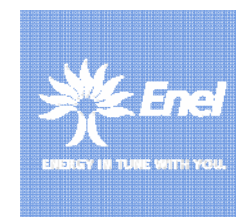
Net of energy dispatched in the previous years



Annexes – 1H2007 Results

Income statement

€ mn	1H06	1H07	%
Operating revenues	19,065	18,857	-1.1%
Operating costs	14,340	14,365	0.2%
EBITDA	4,361	4,462	2.3%
% of revenues	22.9%	23.7%	
EBIT	3,565	3,134	-12.1%
% of revenues	18.7%	16.6%	



## Annexes – 1H2007 Results

### From EBIT to EPS

€ mn	1H06	1H07	%
EBIT	3,565	3,134	-12.1%
Net financial charge	- 289	88	
EBT	3,276	3,222	-1.6%
Net income (including third parties)	2,027	2,048	1.0%
Group net income	1,978	1,982	0.2%
EPS (€)	0.32	0.32	

Annexes – 1H2007 Results

Balance sheet

€ mn	FY06	1H07	%
Net financial debt	11,690	25,069	114.4%
Shareholders' equity	19,025	19,713	3.6%
Net capital employed	30,715	44,782	45.8%



## Annexes – 1H2007 Results

### Debt structure

- Average debt maturity: 6 years and 9 months
- Average cost of debt: 4.8%
- (Fixed+hedged)/Total long-term debt: 76%
- (Fixed+hedged)/Total net debt: 57%
- Rating:
- S&P's = A/A-1 C.W. negative; Moody's = A1/P-1 C.W. negative

€ mn	FY06	1H07	%
<b>Long-term</b>	<b>11,104</b>	<b>19,801</b>	<b>78.3%</b>
<b>Short-term<sup>1</sup></b>	<b>1,409</b>	<b>7,089</b>	<b>403.1%</b>
<b>Cash<sup>2</sup></b>	<b>-823</b>	<b>-1,821</b>	<b>121.3%</b>
<b>Net debt</b>	<b>11,690</b>	<b>25,069</b>	<b>114.4%</b>

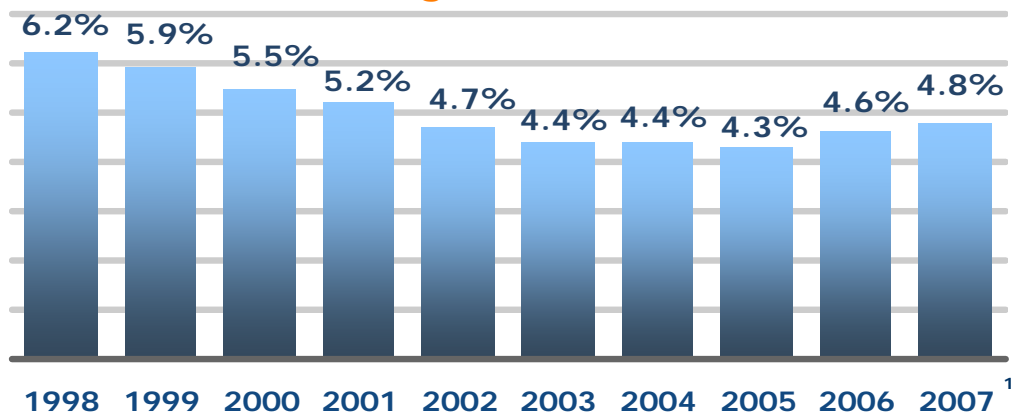
<sup>1</sup> Including current maturities of long-term debt

<sup>2</sup> Including factoring and other current receivables

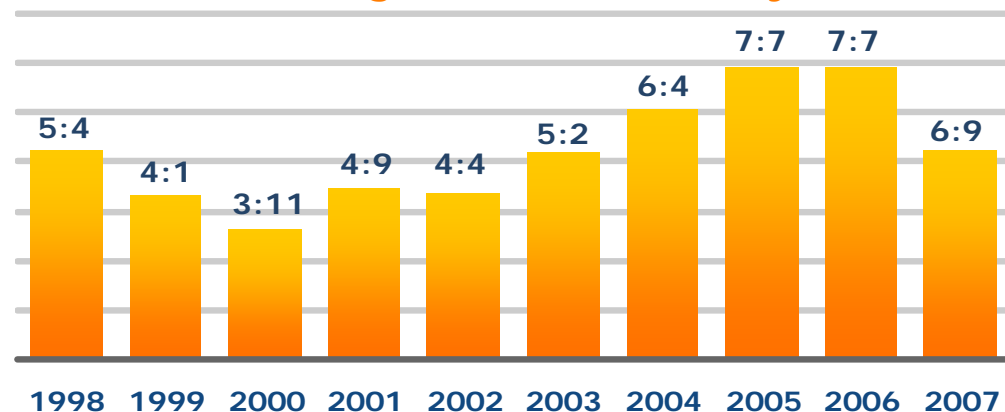
# Annexes – 1H2007 Results

## Debt evolution

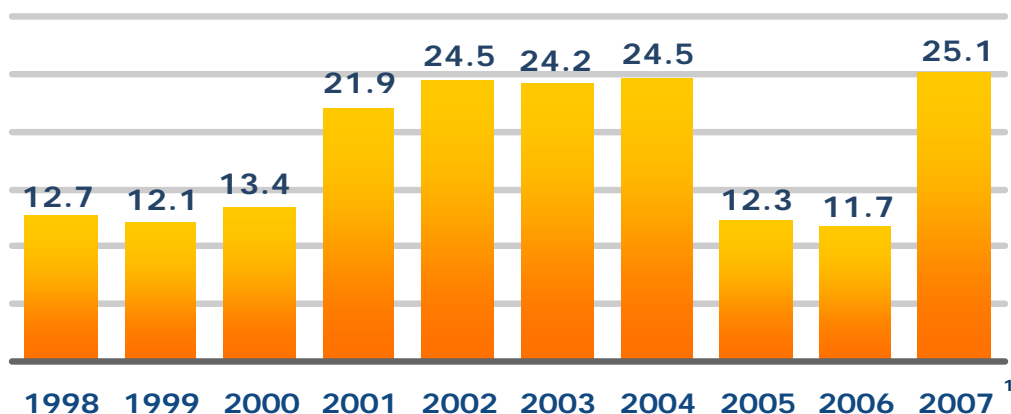
Average cost of debt



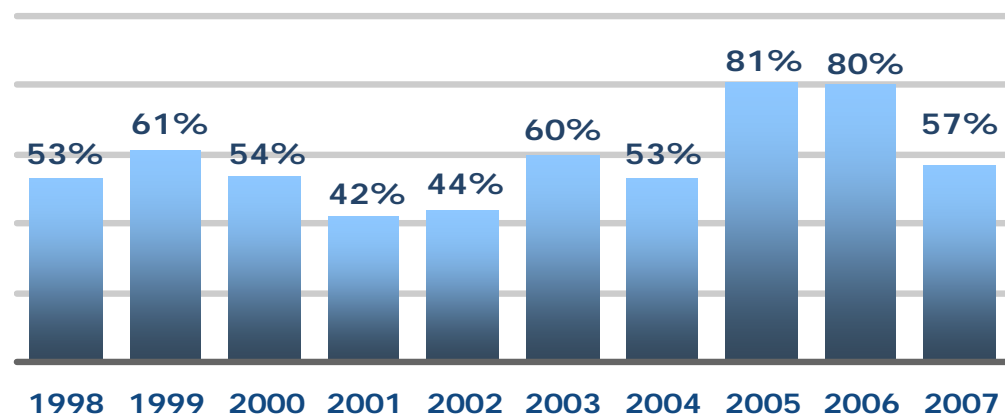
Average residual maturity



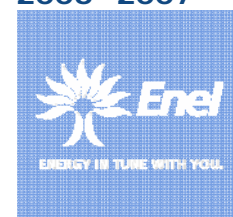
Net financial debt (€bn)



Fixed + Hedged/Total debt



1. As of June 30, 2007



## Annexes – 1H2007 Results

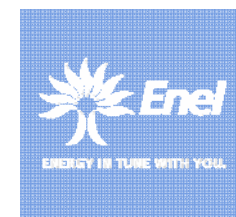
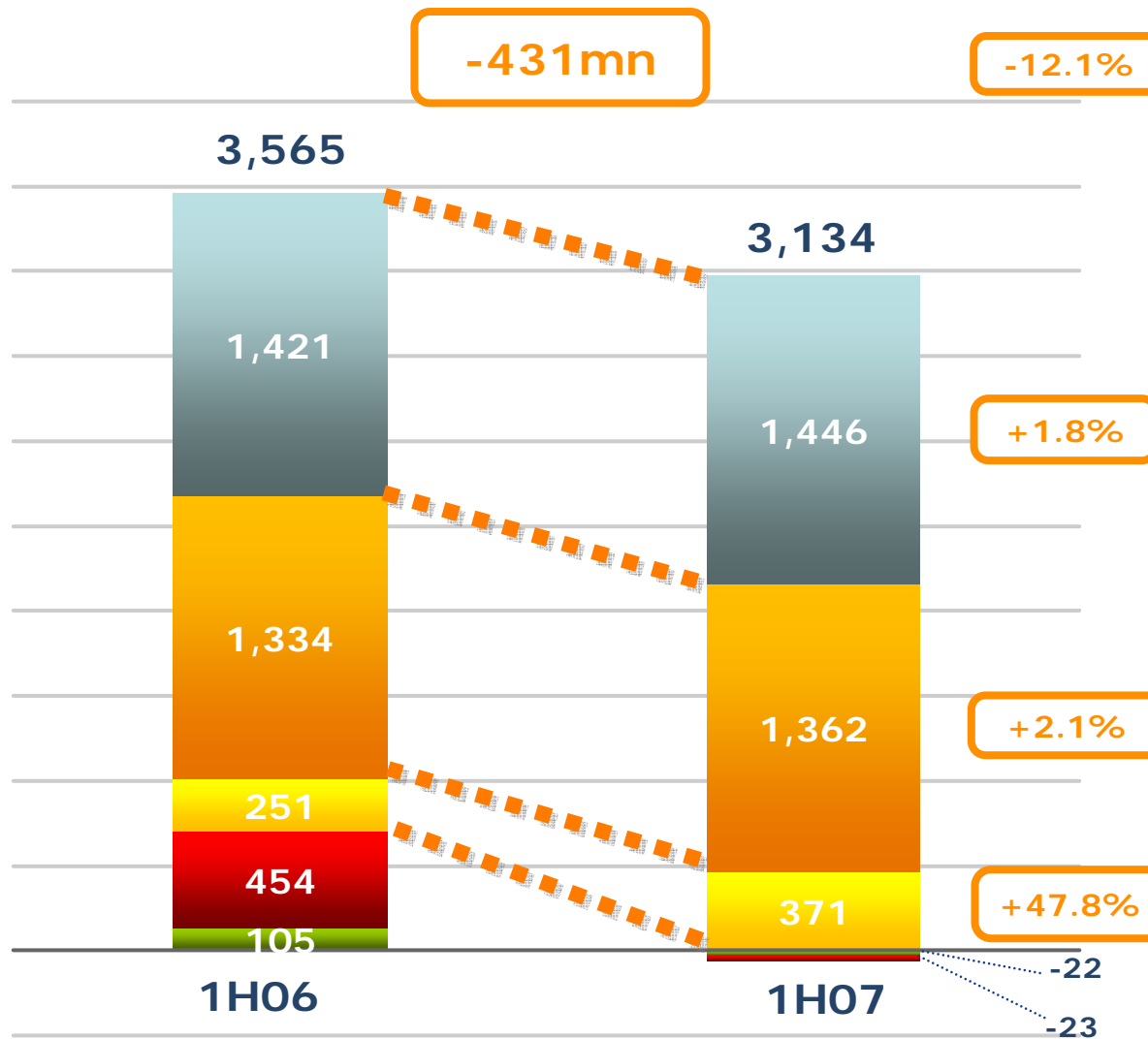
### Financial debt evolution

€m	12.31.2005	06.30.2006	12.31.2006	06.30.2007
Bank loans – maturities > 12 months	2,782	2,975	3,677	6,428
Bonds – maturities > 12 months	8,043	8,293	8,375	13,399
Other loans – maturities > months	142	219	142	119
Long-term financial credits – maturities > 12 months	-63	-201	-1,090	-145
<b>Total net long-term financial debt - Maturities &gt; 12 months</b>	<b>10,904</b>	<b>11,286</b>	<b>11,104</b>	<b>19,801</b>
Bank loans – maturities < 12 months	399	340	233	261
Bonds – maturities < 12 months	487	487	59	45
Other loans – maturities < 12 months	49	33	31	28
Long-term financial credits – maturities < 12 months	-3	0	-30	-994
<b>Total net long-term financial debt - Maturities &lt; 12 months</b>	<b>932</b>	<b>860</b>	<b>293</b>	<b>-660</b>
Other short-term bank debt	970	1,442	542	2,937
Commercial paper	275	1,194	531	3,684
Other short-term financial debt	116	40	13	134
<b>Short-term debt</b>	<b>1,361</b>	<b>2,676</b>	<b>1,086</b>	<b>6,755</b>
Factoring receivables	-374	-212	-211	-188
Other short-term financial receivables	-3	-12	-10	-11
Cash at banks and marketable securities	-508	-521	-572	-628
<b>Total net short-term debt (including current maturities)</b>	<b>1,408</b>	<b>2,791</b>	<b>586</b>	<b>5,268</b>
<b>Net financial debt</b>	<b>12,312</b>	<b>14,077</b>	<b>11,690</b>	<b>25,069</b>
<b>Net equity</b>	<b>19,416</b>	<b>18,995</b>	<b>19,025</b>	<b>19,713</b>
<b>Debt/Equity ratio</b>	<b>0.63</b>	<b>0.74</b>	<b>0.61</b>	<b>1.27</b>
<b>Average cost of debt</b>	<b>4.3%</b>	<b>4.5%</b>	<b>4.6%</b>	<b>4.8%</b>

Annexes – 1H2007 Results

EBIT by business area (€mn)

- gem
- in
- intl
- sh
- mkt



## Annexes – 1H2007 Results

### Domestic Market division details

€ mn	1H06	1H07	%
Revenues	10,776	10,617	-1.5%
EBITDA	154	115	-25.3%
EBIT	105	-23	-121.9%
Capex	14	17	21.4%
Headcount	5,176 <sup>1</sup>	5,026	-2.9%

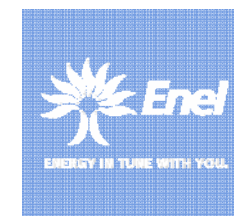
1. As of December 31, 2006

Annexes – 1H2007 Results

**Domestic Generation & Energy Management division details**

€ mn	1H06	1H07	%
Revenues	7,905	7,824	-1.0%
EBITDA	1,858	1,911	2.9%
EBIT	1,421	1,446	1.8%
Capex	316	489	54.7%
Headcount	9,573 <sup>1</sup>	9,483	-0.9%

1. As of December 31, 2006

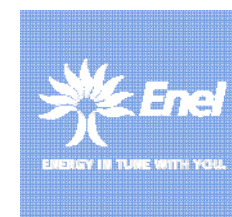


## Annexes – 1H2007 Results

# Domestic Infrastructure & Network division details

€ mn	1H06	1H07	%
<b>Revenues</b>	<b>2,767</b>	<b>2,744</b>	<b>-0.8%</b>
Power	2,603	2,575	-1.1%
Gas	164	169	3.0%
<b>EBITDA</b>	<b>1,736</b>	<b>1,782</b>	<b>2.6%</b>
Power	1,652	1,683	1.9%
Gas	84	99	17.9%
<b>EBIT</b>	<b>1,334</b>	<b>1,362</b>	<b>2.1%</b>
Power	1,287	1,308	1.6%
Gas	47	54	14.9%
Capex	648	665	2.6%
Headcount	24,701 <sup>1</sup>	23,077	-6.6%

1. As of December 31, 2006

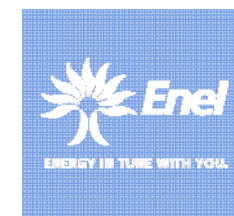


Annexes – 1H2007 Results

International activities details

€ mn	1H06	1H07	%
Revenues	1,264	2,056	62.7%
EBITDA	373	627	68.1%
EBIT	251	371	47.8%
Capex	130	313	140.8%
Headcount	13,861 <sup>1</sup>	13,683	-1.3%

1. As of December 31, 2006





## Annexes – 1H2007 Results

### Services & Holding details

€ mn	1H06	1H07	%
<b>Revenues</b>	<b>1,092</b>	<b>995</b>	<b>-8.9%</b>
Holding	582	449	-22.9%
Services and other	510	546	7.1%
<b>EBITDA <sup>1</sup></b>	<b>231</b>	<b>32</b>	<b>-86.1%</b>
Holding	134	-65	-148.5%
Services and other	97	97	0.0%
<b>EBIT <sup>1</sup></b>	<b>445</b>	<b>-17</b>	<b>-103.8%</b>
Holding	390	-73	-118.7%
Services and other	55	56	1.8%

1. Excluding inter-company adjustments equal to €-5mn in 1H07 and €9mn in 1H06 respectively

## Annexes – 1H2007 Results

### Services & Holding details - Continued

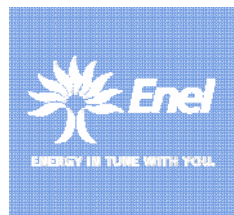
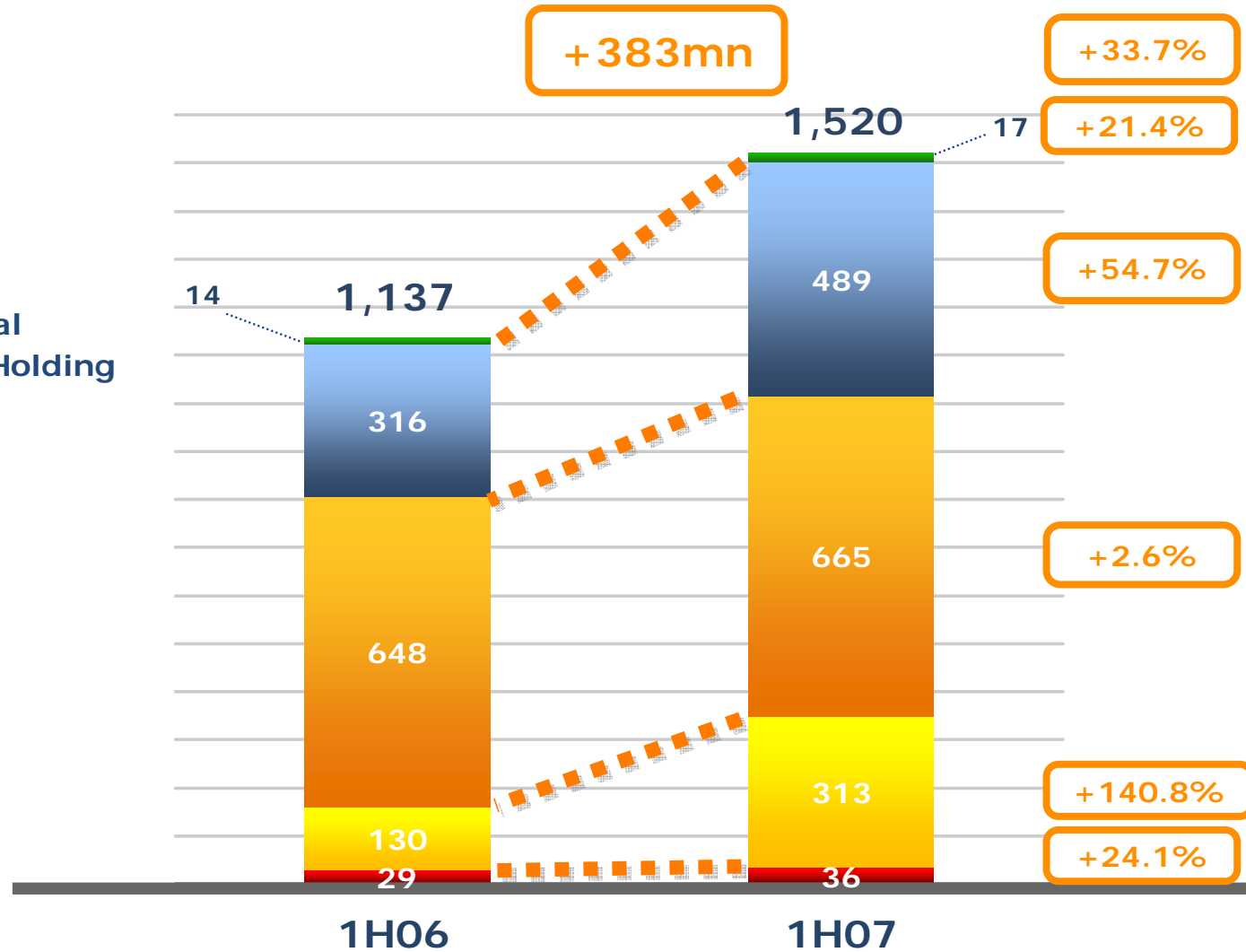
€ mn	1H06	1H07	%
<b>Capex</b>	<b>29</b>	<b>36</b>	<b>24.1%</b>
Holding	2	11	450.0%
Services and other	27	25	-7.4%
<b>Headcount</b>	<b>5,237<sup>1</sup></b>	<b>5,141</b>	<b>-1.8%</b>
Holding	652	701	7.5%
Services and other	4,585	4,440	-3.2%

1. As of December 31, 2006

## Annexes – 1H2007 Results

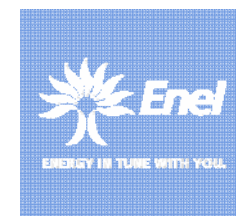
# Capex by business area (€mn)

- Market
- G&M
- I&N
- International
- Services & Holding



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