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Media Relations

T +39 06 8305 5699  
F +39 06 8305 3771  
ufficiostampa@enel.com

enel.com

Investor Relations

T +39 06 8305 7975  
F +39 06 8305 7940  
investor.relations@enel.com

enel.com

## ENEL REVENUES AND ORDINARY NET INCOME EXCLUDING ONE-OFF ITEMS UP IN 9M 2017

- **Revenues:** 54,188 million euros (51,459 million euros in 9M 2016, +5.3%)
  - Increasing thanks to greater revenues from the sale of electricity to end users and the transport of electricity, from more electricity trading and fuel sales, only partly offset by the impact of changes in the scope of consolidation
- **EBITDA:** 11,450 million euros (12,010 million euros in 9M 2016, -4.7%)
  - Decreasing owing to a decline in margins in Iberia, which more than offset the strong performance in Italy, especially in retail, and positive exchange rate developments
- **Ordinary EBITDA:** 11,306 million euros (11,896 million euros in 9M 2016, -5.0%) net of extraordinary items relating to disposals
  - Net of one-off items, ordinary EBITDA declined by 2.6% on a like-for-like basis
- **EBIT:** 7,217 million euros (7,689 million euros in 9M 2016, -6.1%)
  - Reflects the decrease in EBITDA, partly offset by lower amortisation and impairment
- **Group net income:** 2,621 million euros (2,757 million euros in 9M 2016, -4.9%)
  - The decline reflected the decrease in EBIT, only partly offset by the good performance of companies accounted for using the equity method, the reduction in the tax liability and a decline in net financial expenses
- **Group net ordinary income:** 2,583 million euros (2,700 million euros in 9M 2016, -4.3%)
  - Net of one-off items, Group net ordinary income increased by 3% on a like-for-like basis
- **Net financial debt:** 37,941 million euros (37,553 million euros at the end of 2016, +1.0%)
  - The increase reflects acquisitions such as Celg-D and EnerNOC as well as investments in the period, and the payment of the interim dividend and related balance dividend for 2016, partly offset by an increase in operating cash flows and by exchange rate developments
- **Interim dividend for 2017 of 0.105 euros per share approved, payment from January 24<sup>th</sup>, 2018, up 16.7% on the interim dividend paid in January 2017**
  - The Enel Board of Directors confirms the interim dividend policy envisaged in the Strategic Plan 2017-2019
  - Foreseen for 2017 an overall dividend per share of 0.23 euros, equivalent to 65% of Group net ordinary income expected for 2017



**Francesco Starace**, Chief Executive Officer and General Manager of Enel, said: *“In the first nine months of 2017, our geographical diversification and the contribution of investments in growth have enabled us to manage the ongoing global shortage of hydro and wind resources and the continuing challenges of conditions in the Iberian peninsula. We achieved an increase in revenues mainly as a result of our performance in the sale and transport of electricity, an improvement in the Group’s cash generation and an increase of 3% in ordinary net income net of one-off items. For the remainder of 2017, we will continue the acceleration of investment in digitisation, in line with which we have already installed more than a million new generation smart meters in Italy and will complete the installation of digital meters in Spain. Our growth in renewables will be boosted even further with the intensification of our BSO strategy, which has now been expanded to new countries like Mexico. In view of the progress achieved for each of the Plan objectives, the results posted in the first nine months of the year and forecast developments in the last quarter, we can confirm our performance and financial targets for 2017.”*

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**Rome, November 9<sup>th</sup>, 2017** – The Board of Directors of Enel S.p.A. (“Enel”), chaired by Patrizia Grieco, has examined and approved yesterday afternoon the Interim Financial Report at September 30<sup>th</sup>, 2017. The Board of Directors has also examined and approved Enel’s financial statements on the same date and the report that indicates that the company’s financial position and performance permit the distribution of an interim dividend for 2017 of 0.105 euros per share, which will be paid as from January 24<sup>th</sup>, 2018.

## 1) Consolidated financial highlights for the first nine months of 2017

### REVENUES

The following table provides a breakdown of revenues by **business area**:

Revenues ( <i>millions of euros</i> )	9M 2017	9M 2016	Change
Italy	27,780	26,335	5.5%
Iberia	14,701	14,048	4.6%
Latin America	9,830	7,923	24.1%
Europe and North Africa	1,750	3,075	-43.1%
North and Central America	608	672	-9.5%
Sub-Saharan Africa and Asia	72	18	-
Other, eliminations and adjustments	(553)	(612)	9.6%
<b>TOTAL</b>	<b>54,188</b>	<b>51,459</b>	<b>5.3%</b>



- Revenues in the **first nine months of 2017** amounted to 54,188 million euros, **an increase of 2,729 million euros (+5.3%)** compared with the same period of 2016, largely due to higher revenues from:
  - the sale of electricity to end users and the transport of electricity;
  - electricity trading activities and fuel sales.

These factors were only partly offset by:

- a decrease in sales on the wholesale market;
  - the net impact of changes in the scope of consolidation for 421 million euros, attributable to the effects of the sale of Slovenské elektrárne A.S. (“Slovenské elektrárne”) equal to 1,236 million euros and of the deconsolidation of EGPNA REP equal to 235 million euros, net of the effects of the acquisition of Brazilian distribution company Celg Distribuição S.A. (“Celg-D”) equal to 963 million euros and of EnerNOC Inc. for 87 million euros.
- Revenues in **the first nine months of 2017 include**, as the only **extraordinary item**, the capital gain on the disposal of the Group’s stake in Chilean company Electrogas, equal to 144 million euros. Revenues in **the first nine months of 2016** included, as **extraordinary items**, the capital gains on the disposals of the Group’s stakes in Chilean company GNL Quintero S.A. and in the Italian company Hydro Dolomiti Enel Srl, equal to 171 million euros and 124 million euros respectively.

## EBITDA

The following table provides a breakdown of EBITDA by **business area**:

EBITDA (millions of euros)	9M 2017	9M 2016	Change
Italy	5,238	5,445	-3.8%
Iberia	2,543	2,970	-14.4%
Latin America	3,117	2,612	19.3%
Europe and North Africa	409	609	-32.8%
North and Central America	326	470	-30.6%
Sub-Saharan Africa and Asia	47	7	-
Other	(230)	(103)	-
<b>TOTAL</b>	<b>11,450</b>	<b>12,010</b>	<b>-4.7%</b>

- **EBITDA in the first nine months of 2017**, equal to 11,450 million euros, declined by 560 million euros compared with the same period of 2016. The change reflected the decline in margins in the Iberian Peninsula, mainly as a result of the impact of drought on the generation margin and on provisioning costs for commodities. These factors were only partly offset by:
  - a 147 million euro positive effect from exchange rate developments;



- the strong performance posted in Italy, especially in the retail market.

## ORDINARY EBITDA

The following table provides a breakdown of ordinary EBITDA by **business area**:

Ordinary EBITDA (millions of euros)	9M 2017	9M 2016	Change
Italy	5,238	5,321	-1.6%
Iberia	2,543	2,970	-14.4%
Latin America	2,973	2,622	13.4%
Europe and North Africa	409	609	-32.8%
North and Central America	326	470	-30.6%
Sub-Saharan Africa and Asia	47	7	-
Other	(230)	(103)	-
<b>TOTAL</b>	<b>11,306</b>	<b>11,896</b>	<b>-5.0%</b>

Ordinary EBITDA in the first nine months of 2017 amounted to **11,306 million euros**, a decrease of 590 million euros (-5.0%) compared with the same period of 2016. The only **extraordinary item in the first nine months of 2017**, not included in ordinary EBITDA, amounted to 144 million euros and include the capital gain posted in Chile on the disposal of the Group's stake in Electrogas. In the same period of 2016, extraordinary items amounted to 114 million euros and are the same as those noted under revenues, partly offset by capital losses in Chile and Peru on the abandonment of the development of hydro projects (about 181 million euros).

Net of the one-off items discussed below, ordinary EBITDA in the first nine months of 2017 amounted to 11,195 million euros, compared with 11,497 million euros in the same period of 2016, a decrease of 302 million euros (-2.6%).

One-off items in the **first nine months of 2017** amounted to 111 million euros and included: in the Iberian Peninsula, a number of adjustments of non-mainland remuneration and receipt of a reimbursement of costs for the "*bono social*" for a number of previous financial years totalling 194 million euros; and in Latin America, a number of provisions recognised by Celg-D following its acquisition and the recognition of a number of prior-period fines levied in Argentina, with a total positive impact of 83 million euros.

**In the first nine months of 2016** one-off items were 399 million euros and refer to: in Italy, income from the renegotiation of gas contracts worth 311 million euros; in the Iberian Peninsula, the reimbursement of the environmental tax in the region of Extremadura, the reversal of provisions and the capital gain on the disposal of the reinsurance company Compostilla RE for a total of 125 million euros; and other minor one-off items totalling -37 million euros.



## EBIT

The following table provides a breakdown of EBIT by **business area**:

EBIT (millions of euros)	9M 2017	9M 2016	Change
Italy	3,555	3,824	-7.0%
Iberia	1,316	1,630	-19.3%
Latin America	2,138	1,839	16.3%
Europe and North Africa	253	326	-22.4%
North and Central America	181	259	-30.1%
Sub-Saharan Africa and Asia	15	(5)	-
Other	(241)	(184)	-31.0%
<b>TOTAL</b>	<b>7,217</b>	<b>7,689</b>	<b>-6.1%</b>

**EBIT** in the first nine months of 2017 was 7,217 million euros, a decrease of 472 million euros (-6.1%), compared with the same period of 2016, in line with the decline in EBITDA, partly offset by the reduction in depreciation, amortisation and impairment compared with the first nine months of 2016. This factor reflects the impact of impairment on the assets classified as held for sale in the first nine months of 2016, which amounted to 111 million euros, mainly reflecting adjustments of the estimated value of assets under development in upstream gas and Marcinelle Energie S.A.

## GROUP NET INCOME

In the first nine months of 2017, Group net income amounted to **2,621 million euros**, compared with 2,757 million euros in the same period of the previous year, a decrease of 136 million euros (-4.9%).

**The aforementioned decrease in EBIT** was partly offset by:

- **a reduction in taxes** compared with the first nine months of 2016, taking into account the lower pre-tax income as well as the lower tax rate in Italy, partly offset by the increase in tax rates in Chile;
- **a decrease in net financial expense**, only partially offset by the charges associated to the early redemption of bonds by Enel Finance International N.V. under the so-called "make whole call option";
- **the improvement in the performance of companies accounted for using the equity method**;
- **the lower impact of third party interests** due to a different mix in Group net income and to the partial non-proportional demerger of subsidiary Enel Green Power in favour of Enel, completed in 2016.

**GROUP NET ORDINARY INCOME** amounted to **2,583 million euros** in the first nine months of 2017, compared with 2,700 million euros in the same period of the previous year, a decrease of 117 million euros (-4.3%). Net of the one-off items noted under ordinary EBITDA, Group net ordinary income amounted to 2,504 million euros in the first nine months of 2017, an increase of 73 million euros (+3.0%)



on the 2,431 million euros posted in the same period of 2016. One-off items had a positive impact on Group net ordinary income of 79 million euros in the first nine months of 2017 and 269 million euros in the same period of 2016.

## FINANCIAL POSITION

The financial position shows **net capital employed** as of September 30<sup>th</sup>, 2017 of **90,554 million euros** (90,128 million euros as of December 31<sup>st</sup>, 2016).

This amount is funded by:

- **equity pertaining to shareholders of the parent company and non-controlling interests of 52,613 million euros** (52,575 million euros as of December 31<sup>st</sup>, 2016);
- **net financial debt of 37,941 million euros** (37,553 million euros as of December 31<sup>st</sup>, 2016), up 388 million euros, reflecting the adverse impact of borrowing for acquisitions (including Celg-D and EnerNOC Inc.), for investments in the period as well as for the payment of the interim dividend on 2016 results and of the associated balance dividend (totalling 0.18 euros/share, for an overall dividend amount of 1,830 million euros) which were approved by Enel's Board of Directors on November 10<sup>th</sup>, 2016 and by the company's General Shareholders Meeting on May 4<sup>th</sup>, 2017 respectively. The effects of all these elements were partly offset by operating cash flows and developments in exchange rates, which affected the part of the debt denominated in currencies other than the euro.

As of September 30<sup>th</sup>, 2017, the **debt/equity ratio** was **0.72** (0.71 as of December 31<sup>st</sup>, 2016).

## CAPITAL EXPENDITURE

The following table provides a breakdown of capital expenditure by **business area**:

Capital expenditure (millions of euros)	9M 2017	9M 2016	Change
Italy	1,124	1,170	-3.9%
Iberia	582	646	-9.9%
Latin America	2,094	1,994	5.0%
Europe and North Africa	208	144	44.4%
North and Central America	1,479	989	49.5%
Sub-Saharan Africa and Asia	25	253	-90.1%
Other	8	20	-60.0%
<b>TOTAL</b>	<b>5,520</b>	<b>5,216</b>	<b>5.8%</b>

- **Capital expenditure** in the first nine months of 2017 increased by 304 million euros compared with the same period of 2016, essentially reflecting investment in international renewable energy generation activities, especially in the United States and Mexico.
- Capital expenditure does not include investments in the units classified as "held for sale", worth 27 million euros in the first nine months of 2017 and 288 million euros in the first nine months of 2016.



## 2) Financial highlights of the Parent Company in the first nine months of 2017

The Parent Company Enel S.p.A., in its capacity as holding company, sets the strategic objectives for the Group and coordinates the activities of its subsidiaries. The activities that Enel performs in respect of the other Group companies as part of its management and coordination role include holding company functions (coordination of governance processes), global business line functions (coordination of businesses in all the geographical areas in which the Group operates) and global service functions (coordination of information technology and procurement activities). Within the Group, Enel also directly performs the role of central treasury, ensuring access to the money and capital markets, and provides coverage of insurance risks.

Millions of euros

	9M 2017	9M 2016	Change
Revenues	93	166	-44.0%
EBITDA	(131)	(57)	-129.8%
EBIT	(140)	(170)	17.6%
Net financial expense and income from equity investments	2,486	2,273	9.4%
Net income for the period	2,461	2,259	8.9%
Net financial debt	13,112*	13,839**	-5.3%

\*As of September 30<sup>th</sup>, 2017

\*\*As of December 31<sup>st</sup>, 2016

**Revenues**, which essentially refer to services rendered to the subsidiaries as part of the management and coordination function performed by the Parent Company, amounted to 93 million euros in the first nine months of 2017, a decrease of 73 million euros compared with the same period of the previous year. This reduction is essentially attributable to the decline in revenues from management fees, reflecting adjustments in respect of previous years and the application of the new remuneration mechanism adopted by the Parent Company this year.

**EBITDA** was -131 million euros in the first nine months of 2017, a deterioration of 74 million euros on the same period of 2016, mainly attributable to the reduction in revenues from services.

**EBIT**, including depreciation and amortisation of 9 million euros, was -140 million euros in the first nine months of 2017 as a result of the abovementioned developments in revenues and EBITDA, an improvement of 30 million euros on the corresponding period in 2016. In the first nine months of 2016, depreciation and amortisation of 10 million euros was accompanied by impairment losses on equity investments of 103 million euros.

**Net financial expenses and income from equity investments** in the first nine months of 2017 were 2,486 million euros overall. This figure includes dividends received from subsidiaries, associates and other entities worth 2,976 million euros (2,882 million euros in the first nine months of 2016) and net financial expenses of 490 million euros (609 million euros in the first nine months of 2016). Net financial



expenses decreased by 119 million euros compared with September 30<sup>th</sup>, 2016, largely attributable to the decrease in net expenses on derivatives held by Enel S.p.A., partly offset by a net negative impact of exchange rate developments.

**Net income for the first nine months of 2017** was 2,461 million euros, compared with 2,259 million in the same period of 2016. The increase of 202 million euros mainly reflected the improvement in the result of finance operations.

**Net financial debt as of September 30<sup>th</sup>, 2017** amounted to 13,112 million euros, a decrease of 727 million euros on December 31<sup>st</sup>, 2016. This decline was the result of a 2,800 million euro decrease in net long-term debt, partly offset by a 2,073 million euro increase in net short-term debt.

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## OPERATIONAL HIGHLIGHTS IN THE FIRST NINE MONTHS OF 2017

	9M 2017	9M 2016	Change
Electricity sales (TWh)	213.1	198.7	7.2%
Gas sales (billions of m <sup>3</sup> )	7.9	7.4	6.8%
Electricity generated (TWh)	184.5	195.2	-5.5%
Electricity distributed (TWh)	333.3	320.4	4.0%
Employees (no.)	63,331	62,080	2.0%

### Electricity and gas sales

- **Electricity** sold by the Enel Group in the first nine months of 2017 amounted to **213.1 TWh**, an increase of 14.4 TWh (+7.2%) on the same period of 2016. Specifically:
  - higher electricity volumes were sold in Italy (+7.1 TWh), Latin America (+7.7 TWh, mainly due to the acquisition of Celg-D), Spain (+1.8 TWh) and Romania (+2.0 TWh);
  - lower electricity volumes were sold in the “Europe and North Africa” business area, due to the changes in the scope of consolidation as a result of the sale of assets in France and of the deconsolidation of Slovenské elektrárne.
- **Natural gas** sold amounted to **7.9 billion cubic metres**, an increase of 0.5 billion cubic metres on the same period of 2016.

### Electricity generated

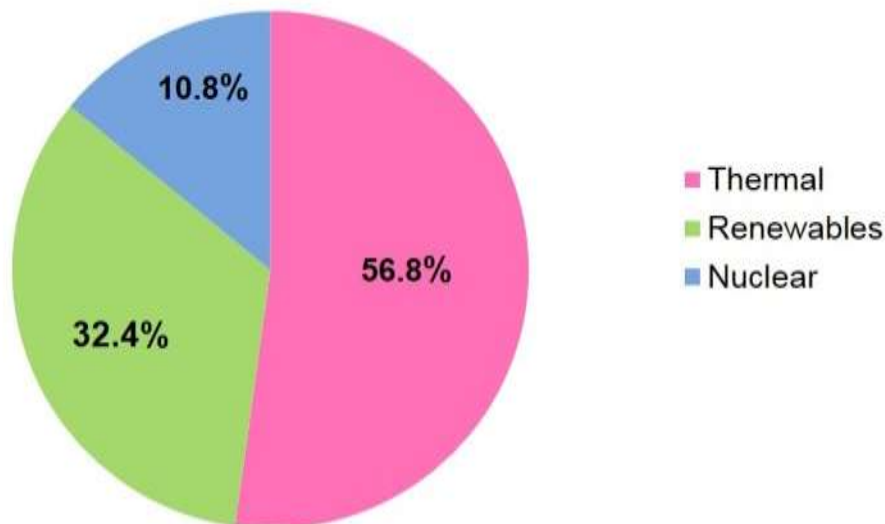
- **Net electricity produced by the Enel Group** in the first nine months of 2017 amounted to 184.5 TWh, a decrease of 10.7 TWh on the same period of 2016 (-5.5%), attributable to a decrease in



generation in Italy (-4.6 TWh) and in other countries (-6.1 TWh). More specifically, this drop reflected:

- the higher contribution from thermal generation (+2.9 TWh), mainly attributable to Iberia, where strong drought and the halt of French nuclear plants favoured generation from this source; these effects were only partially offset by the deconsolidation of Marcinelle Energie S.A.;
  - the lower output from nuclear for 7.5 TWh, almost entirely attributable to the deconsolidation of Slovenské elektrárne;
  - the lower output from renewable sources, mainly due to the lower availability of hydro resources, the deconsolidation of the assets in Slovakia as well as of EGPNA REP in the United States.
- **The decrease in net generation outside of Italy** was attributable to lower output from the plants in Eastern Europe as well as North and Central American countries:
    - Eastern Europe: -10.7 TWh, mainly owing to the deconsolidation of Slovenské elektrárne and the sale of assets in Belgium;
    - North and Central America: -2.6 TWh, largely due to the deconsolidation of assets in the United States.

Generation mix of Enel Group plants:





The Enel Group's long-term objective remains achieving generation mix decarbonisation by 2050.

In 2019, nearly half of the Group's total estimated capacity of 83 GW is expected to be represented by renewable energy generation.

## Electricity distributed

- **Electricity transported** on the Enel Group distribution network in the first nine months of 2017 amounted to 333.3 TWh
  - of which 169.6 TWh in Italy and 163.7 TWh in other countries.
- The **volume of electricity distributed in Italy** increased by 1.7 TWh (+1.0%) compared with the first nine months of 2016:
  - with a slight deterioration compared with electricity demand on the national power grid (+1.7%). The percentage change in demand on the national market amounted to +0.6% in the North, +3.4% in the Centre, +1.7% in the Islands and +2.2% in the South. The South and the Islands are mainly served by e-distribuzione S.p.A.; in the Centre and North of Italy, other major operators account for a total of about 15% of electricity volumes distributed.
- **Electricity distributed outside of Italy** amounted to 163.7 TWh in the first nine months of 2017, an increase of 11.1 TWh (+7.3%) on the same period of 2016:
  - mainly in Brazil, following the acquisition of Celg-D (+9.0 TWh).

## EMPLOYEES

As of September 30<sup>th</sup>, 2017, **Enel Group employees numbered 63,331** (62,080 as of December 31<sup>st</sup>, 2016), of whom about 50.4% employed in Group companies headquartered outside Italy. The increase of 1,251 reflected the negative balance between new hires and terminations (-1,624), which was more than offset by the change in the scope of consolidation (+2,875), mainly due to the acquisition of Celg-D in Brazil and EnerNOC Inc. in North America.

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## OUTLOOK

The third quarter of 2017 saw the achievement of major results in each of the objectives of the 2017-2019 Strategic Plan updated in November 2016 despite the challenges affecting generation at the global level due to the scarcity of hydro and wind resources and the ongoing exceptional situation in the Iberian Peninsula. From an operational point of view, the diversification of the Group's activities made it possible to achieve solid results in the first nine months of 2017.

In the remainder of 2017, in line with the targets set out in the plan, it is expected:

- the acceleration of **investments in digitisation**, continuing the installation of second-generation **smart meters** in Italy – already more than 1 million installed – and the completion of the installation of smart meters in the Iberian peninsula. In addition, the roll-out of the optical fibre network undertaken by OpEn Fiber is expected to be accelerated, with more than 2.4 million homes being cabled by the end of the year;
- the contribution of the **customer-focus** strategy on a global scale;
- additional progress in **operational efficiency**, supported by investments in digitisation;



- a major contribution from **industrial growth**, focused on networks and renewables, thanks in part to an acceleration of the development of the latter and the strengthening of Enel's BSO strategy, including in new countries such as Mexico;
- additional progress in the second phase of corporate simplification at the individual country level, especially in Latin America, where the restructuring in Chile is currently under way;
- additional progress in active portfolio management.

**The progress achieved for each of these objectives, the normalisation of operational performance and an acceleration in the contribution of investments in renewables, including through the BSO strategy, enable Enel to confirm the financial targets for 2017.**

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## 2017 INTERIM DIVIDEND

Enel's 2017-2019 Strategic Plan - whose guidelines were presented to the financial community in November 2016 – provided for measures to optimise shareholder return, including the reintroduction by the Parent Company, Enel, as of 2016 financial year results, of an interim dividend. The dividend policy provides for dividends be paid to shareholders in two instalments each year in January as interim dividend and in July as balance dividend.

Considering the above, as well as the fact that the Parent Company posted net income of 2,461 million euros in the first nine months of 2017, the Board of Directors, taking due account of the outlook for the last quarter of the year, has approved the distribution of an interim dividend of 0.105 euros per share. The interim dividend, gross of any possible withholding tax, will be paid from January 24<sup>th</sup>, 2018, with an ex-dividend date for coupon no. 27 of January 22<sup>nd</sup>, 2018 and a record date of January 23<sup>rd</sup>, 2018.

The amount of the interim dividend in question is consistent with the dividend policy contained in the 2017-2019 Strategic Plan, which provides for the payment of a total dividend on 2017 net income equal to the value of whichever is higher: either 0.21 euros per share or 65% of the net ordinary income of the Enel Group.

Taking into account the results achieved so far as well as the confirmation of all of the Plan's financial targets, for 2017 Enel expects to pay an overall dividend per share of 0.23 euros, equivalent to 65% of the Group's net ordinary income expected for 2017.

The opinion of the audit firm EY S.p.A. provided for under Article 2433-bis of the Italian Civil Code was issued as of November 8<sup>th</sup>, 2017.

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## RECENT KEY EVENTS

**July 28<sup>th</sup>, 2017:** Enel announced that its subsidiary e-distribuzione S.p.A. had signed an agreement with the European Investment Bank ("EIB") for the first tranche of 500 million euros, guaranteed by Enel, of a



total loan of 1 billion euros already approved by the EIB. The loan will contribute to financing the investments of e-distribuzione SpA in the 2017-2021 period to replace smart meters in Italy under the Open Meter plan.

**August 1<sup>st</sup>, 2017:** Enel announced that Enel Finance International N.V. (“EFI”), the Group finance company controlled by Enel, following the exercise of the “Redemption at the option of the Issuer (Issuer Call)”, provided for in the offering documentation, and the publication of the associated notice on July 13<sup>th</sup>, 2017, had repurchased in cash the entire bond issue of 1,750,000,000 US dollars issued by EFI and guaranteed by Enel. The repurchase was carried out in the context of the optimisation of the structure of the Enel Group’s liabilities through active management of maturities and of the cost of debt.

**August 7<sup>th</sup>, 2017:** Enel announced that the subsidiary Enel Green Power North America, Inc. (“EGPNA”) had completed the acquisition – through a public purchase offer – of 100% of the shares of EnerNOC, Inc., for a total consideration equal to an equity value of about 250 million US dollars.

**August 17<sup>th</sup>, 2017:** Enel announced that EGPNA, acting through its subsidiary Red Dirt Wind Holdings, LLC, had signed a tax equity agreement worth about 340 million US dollars with MUFG and Allianz Renewable Energy Partners of America for the 300 MW Red Dirt wind farm in Oklahoma. The agreement – which also provides for a parent company guarantee from Enel – secures the funding commitment by the two investors to finance the start of the plant’s commercial operation. The Red Dirt wind farm, whose construction called for an investment of about 420 million US dollars, is expected to enter into service by the end of 2017 and, once operational, to generate about 1,200 GWh a year.

**August 25<sup>th</sup>, 2017:** Enel announced that the Board of Directors of its subsidiary Enel Chile S.A. (“Enel Chile”) had begun analysing a possible restructuring of the Enel Group’s shareholdings in Chile based on a non-binding proposal formulated by Enel Chile and sent to Enel in July 2017.

The proposed restructuring envisages two phases, each of which is conditional on the implementation of the other: (i) the integration of the Chilean renewable assets held by Enel Group company Enel Green Power Latin America Ltda. through the merger by incorporation of the latter into Enel Chile; (ii) the launch by Enel Chile of a public purchase and exchange offer for all of the shares of its subsidiary Enel Generación Chile S.A. (“Enel Generación Chile”) held by minority shareholders (representing about 40% of the share capital), the effectiveness of which will be conditional on the acquisition of a total number of shares that would enable Enel Chile to increase its stake in Enel Generación Chile to more than 75% from the current 60%.

The Board of Directors of Enel Chile has also agreed to the basic conditions set out by Enel: (i) the transaction shall be carried out according to market terms and conditions, taking due account of the prospects for growth of renewable energy in Chile; (ii) shall ensure that Enel, once the transaction is completed, retains a shareholding in Enel Chile substantially similar to its current holding (60.6%), ensuring that Enel does not lose control at any time of Enel Chile, in compliance with the 65% limit on share ownership provided in the company’s bylaws; and (iii) shall ensure an increase in Enel Chile’s earnings per share.

**August 30<sup>th</sup>, 2017:** Enel announced that, acting through its Brazilian renewables subsidiary Enel Green Power Brasil Participações (“EGPB”), it had begun operation of the Delfina wind farm in Brazil. Delfina, whose construction called for an investment of about 400 million US dollars, has a total installed capacity of 180 MW and can generate about 800 GWh a year.

**September 18<sup>th</sup>, 2017:** Enel announced that, acting through the subsidiary EGPB, it had begun generating energy at Ituverava (254 MW) and Nova Olinda (292 MW), the two largest photovoltaic plants in operation in Brazil. Enel invested about 400 million US dollars in the construction of Ituverava and



about 300 million US dollars in Nova Olinda, which can respectively generate about 550 GWh and 600 GWh a year.

**September 27<sup>th</sup>, 2017:** Enel announced that, acting through its subsidiary Enel Brasil S.A., it had won a 30-year concession for the 380 MW operating hydro plant of Volta Grande in south-eastern Brazil in the public "*Leilão de Concessões não prorrogadas*" tender organised by the Brazilian federal government through ANEEL, the Brazilian electricity regulatory agency. The operation of the plant, for which the concession offers guaranteed annual generation revenues, will involve an investment of about 1.4 billion Brazilian reais (BRL), equal to about 445 million US dollars. Enel is scheduled to take over operation of the plant in January 2018, after which it will be transferred to Enel's renewables subsidiary EGPB.

**October 3<sup>rd</sup>, 2017:** Enel announced that EFI had placed a multi-tranche bond for institutional investors on the US and international markets totalling 3 billion US dollars, the equivalent of approximately 2.5 billion euros. The issue, which is guaranteed by Enel, is structured in the following tranches: (i) 1,250 million US dollars at 2.75% fixed rate maturing in 2023; (ii) 1,250 million US dollars at 3.5% fixed rate maturing in 2028; (iii) an additional 500 million US dollars of EFI's existing 4.75% fixed-rate notes issued in May 2017 maturing in 2047. The offering, the Enel Group's second in 2017 on the US market, is part of the Group's strategy for funding and for refinancing maturing consolidated debt.

**October 6<sup>th</sup>, 2017:** Enel announced that EGPNA, acting through its subsidiary Thunder Ranch Wind Holdings, LLC, had signed a tax equity agreement worth approximately 330 million US dollars with the Alternative Energy Investing Group of Goldman Sachs (NYSE: GS) and GE Energy Financial Services of General Electric (NYSE: GE) for the 298 MW Thunder Ranch wind project located in Oklahoma. The agreement secures the funding commitment by the two investors for the start of commercial operation of the plant. The overall investment in Thunder Ranch amounts to about 435 million US dollars, with the plant scheduled to begin operation by the end of 2017. Once fully operational, Thunder Ranch will be able to generate around 1,100 GWh a year.

**October 9<sup>th</sup>, 2017:** Enel announced that its renewables subsidiary Enel Green Power S.p.A. ("EGP"), had signed agreements with the Canadian institutional investor Caisse de dépôt et placement du Québec ("CDPQ") and the investment vehicle of leading Mexican pension funds CKD Infraestructura México S.A. de C.V. ("CKD IM") for the sale of 80% of the share capital of a newly formed Mexican holding company ("Holdco"), owner of the entire capital of eight project companies ("SPVs"). The SPVs, currently owned by EGP through the subsidiary Enel Green Power México S.r.l. de C.V., in turn own three plants in operation, with a total capacity of 429 MW, and five projects under construction, with a total capacity of 1,283 MW, for an overall capacity of about 1.7 GW.

Under the agreements, EGP – implementing the Build Operate and Sell model announced in the 2017-2019 Strategic Plan - will continue to operate the plants owned by SPVs and will complete those still under construction through two newly formed subsidiaries. In addition, starting from January 1<sup>st</sup>, 2020, EGP may transfer additional projects to Holdco. As a result of the transfers, it could therefore increase its interest in Holdco until it becomes the majority shareholder.

The transaction is worth 1.35 billion US dollars, of which a price of about 340 million US dollars for the sale of 80% of Holdco and about 1,010 million US dollars for financing (related-party loans) granted to the SPVs by CDPQ-CKD IM.

The transaction will enable the Enel Group to reduce its consolidated net debt at the closing date by about 1.9 billion US dollars.



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## NOTES

*At 9:30am CET on November 9<sup>th</sup>, 2017, a conference call will be held to present the results for the third quarter and first nine months of 2017 to financial analysts and institutional investors. Journalists are also invited to listen in on the call. Documentation relating to the conference call will be available on Enel's website ([www.enel.com](http://www.enel.com)) in the Investor section from the beginning of the call.*

*The condensed income statement, statement of comprehensive income, condensed balance sheet and condensed cash flow statement for the Enel Group are attached below. A descriptive summary of the alternative performance indicators used in this press release is also attached.*

*The officer responsible for the preparation of the corporate financial reports, Alberto De Paoli, certifies, pursuant to Article 154-bis, paragraph 2, of the Consolidated Law on Financial Intermediation, that the accounting information contained in this press release corresponds with that contained in the accounting documentation, books and records.*

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## ACCOUNTING STANDARDS AND CHANGES IN SCOPE OF CONSOLIDATION

There were no changes in accounting standards that had an impact on the accounts that would need to be reported here. Unless otherwise specified, the balance sheet figures as of September 30<sup>th</sup>, 2017, exclude assets and liabilities held for sale, which regard eight Mexican project companies and other residual assets that, on the basis of the state of progress of negotiations for their sale to third parties, fall within the scope of application of IFRS 5. The first nine months of 2017 saw the completion of the acquisition of 100% of Demand Energy Networks, a US company specialised in software solutions and smart energy storage systems, as well as the acquisitions of 99.88% of Celg-D and of 100% of EnerNOC.

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## KEY PERFORMANCE INDICATORS

This press release uses a number of "alternative performance indicators" not provided for in the IFRS-EU accounting standards, but deemed useful by Enel's management in order to facilitate the assessment of the Group's performance and financial position. In line with CONSOB Notice no. 0092543 of December 3<sup>rd</sup>, 2016 and with the Guidelines issued on October 5<sup>th</sup>, 2016 by the European Securities and Markets Authority (ESMA) pursuant to Regulation (EU) no. 1095/2010, the content and basis of calculation of these indicators are as follows:

- **EBITDA:** an indicator of Enel's operating performance, calculated as "EBIT" plus "Depreciation, amortisation and impairment losses";
- **Ordinary EBITDA:** an indicator defined as EBITDA generated from ordinary business operations, therefore excluding all items associated with non-recurring transactions such as acquisitions or disposals of companies.
- **Net financial debt:** an indicator of the financial structure, determined by "Long-term borrowings" and "Short-term borrowings and the current portion of long-term borrowings", taking account of "Short-term financial payables" included in "Other current liabilities", all net of "Cash and cash equivalents" and "Securities held to maturity", "Financial investments in funds or portfolio



management products measured at fair value through profit or loss” and “Other financial receivables” included in “Other non-current financial assets”, as well as the “Current portion of long-term financial receivables”, “Factoring receivables”, “Cash collateral” and “Other financial receivables” included in “Other current financial assets”. More generally, the net financial debt of the Enel Group is calculated in conformity with paragraph 127 of Recommendation CESR/05-054b implementing Regulation (EC) no. 809/2004 and in line with the CONSOB instructions from July 26<sup>th</sup>, 2007 defining net financial position net of financial receivables and long-term securities.

- **Net capital employed:** calculated as the algebraic sum of "Net non-current assets",<sup>1</sup> "Net current assets"<sup>2</sup> and "Provisions for risks and charges", "Deferred tax liabilities", "Deferred tax assets" and "Net assets held for sale";<sup>3</sup>
- **Group net ordinary income:** defined as that part of “Group net income” generated from ordinary business operations.

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<sup>1</sup> Determined as the difference between “Non-current assets” and “Non-current liabilities” with the exception of: 1) “Deferred tax assets”; 2) “Securities held to maturity”, “Financial investments in funds or portfolio management products measured at fair value through profit or loss” and “Other financial receivables” included in “Other non-current financial assets”; 3) “Long-term borrowings”; 4) “Employee benefits”; 5) “Provisions for risks and charges (non-current portion)”; and 6) “Deferred tax liabilities”.

<sup>2</sup> Defined as the difference between “Current assets” and “Current liabilities” with the exception of: 1) “Current portion of long-term financial receivables”, “Factoring receivables”, “Securities held to maturity”, “Cash collateral” and “Other financial receivables” included in “Other current financial assets”; 2) “Cash and cash equivalents”; 3) “Short-term borrowings” and the “Current portion of long-term borrowings”; 4) “Provisions for risks and charges (current portion)”; and 5) “Other financial payables” included in “Other current liabilities”.

<sup>3</sup> Determined as the difference between “Assets held for sale” and “Liabilities held for sale”.



## Condensed Consolidated Income Statement

Millions of euro	First nine months	
	2017	2016
Total revenues	54,188	51,459
Total costs	47,354	43,640
Net income/(expense) from commodity contracts measured at fair value	383	(130)
<b>Operating income</b>	<b>7,217</b>	<b>7,689</b>
Financial income	2,877	3,166
Financial expense	5,040	5,343
<b>Total financial income/(expense)</b>	<b>(2,163)</b>	<b>(2,177)</b>
<b>Share of gains/(losses) on investments accounted for using the equity method</b>	<b>114</b>	<b>67</b>
<b>Income before taxes</b>	<b>5,168</b>	<b>5,579</b>
Income taxes	1,505	1,705
<b>Income from continuing operations</b>	<b>3,663</b>	<b>3,874</b>
<b>Net income from discontinued operations</b>	<b>-</b>	<b>-</b>
<b>Net income for the period (shareholders of the Parent Company and non-controlling interests)</b>	<b>3,663</b>	<b>3,874</b>
Attributable to shareholders of the Parent Company	2,621	2,757
Attributable to non-controlling interests	1,042	1,117
<i>Net earnings attributable to shareholders of the Parent Company per share (euro) <sup>(1)</sup></i>	<i>0.26</i>	<i>0.28</i>

(1) Diluted earnings per share are equal to basic earnings per share,





## Statement of Consolidated Comprehensive Income

Millions of euro	First nine months	
	2017	2016
<b>Net income for the period</b>	<b>3,663</b>	<b>3,874</b>
<b>Other comprehensive income recyclable to profit or loss (net of taxes):</b>		
Effective portion of change in the fair value of cash flow hedges	(19)	(499)
Income recognized in equity by companies accounted for using the equity method	9	(28)
Change in the fair value of financial investments available for sale	(20)	(4)
Change in translation reserve	(2,120)	1,079
<b>Income/(Loss) recognized directly in equity</b>	<b>(2,150)</b>	<b>548</b>
<b>Comprehensive income for the period</b>	<b>1,513</b>	<b>4,422</b>
<b>Attributable to:</b>		
- shareholders of the Parent Company	1,353	2,699
- non-controlling interests	160	1,723



## Condensed Consolidated Balance Sheet

Millions of euro

	at Sep. 30, 2017	at Dec. 31, 2016
<b>ASSETS</b>		
<b>Non-current assets</b>		
- Property, plant and equipment and intangible assets	91,701	92,318
- Goodwill	13,660	13,556
- Equity investments accounted for using the equity method	1,565	1,558
- Other non-current assets <sup>(1)</sup>	12,613	12,872
<b>Total non-current assets</b>	<b>119,539</b>	<b>120,304</b>
<b>Current assets</b>		
- Inventories	2,924	2,564
- Trade receivables	13,596	13,506
- Cash and cash equivalents	5,127	8,290
- Other current assets <sup>(2)</sup>	11,234	10,921
<b>Total current assets</b>	<b>32,881</b>	<b>35,281</b>
<b>Assets held for sale</b>	<b>1,592</b>	<b>11</b>
<b>TOTAL ASSETS</b>	<b>154,012</b>	<b>155,596</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
- Equity attributable to the shareholders of the Parent Company	35,255	34,803
- Equity attributable to non-controlling interests	17,358	17,772
<b>Total shareholders' equity</b>	<b>52,613</b>	<b>52,575</b>
<b>Non-current liabilities</b>		
- Long-term loans	40,895	41,336
- Provisions and deferred tax liabilities	15,835	16,334
- Other non-current liabilities	4,699	4,388
<b>Total non-current liabilities</b>	<b>61,429</b>	<b>62,058</b>
<b>Current liabilities</b>		
- Short-term loans and current portion of long-term loans	9,878	9,756
- Trade payables	11,136	12,688
- Other current liabilities <sup>(3)</sup>	17,580	18,519
<b>Total current liabilities</b>	<b>38,594</b>	<b>40,963</b>
<b>Liabilities held for sale</b>	<b>1,376</b>	<b>-</b>
<b>TOTAL LIABILITIES</b>	<b>101,399</b>	<b>103,021</b>



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<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>154,012</b>	<b>155,596</b>
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- (1) Of which long-term financial receivables and other securities at September 30, 2017 for €2,523 million (€2,181 million at December 31, 2016) and €389 million (€441 million at December 31, 2016), respectively,
- (2) Of which current portion of long-term financial receivables, short-term financial receivables and other securities at September 30, 2017 for €1,174 million (€767 million at December 31, 2016), €3,552 million (€2,121 million at December 31, 2016) and €67 million (€36 million at December 31, 2016), respectively,
- (3) Of which short-term financial payables at September 30, 2017 for €0 million (€296 million at December 31, 2016),



## Condensed Consolidated Statement of Cash Flows

Milioni di euro	First nine months	
	2017	2016
<b>Income before taxes</b>	<b>5,168</b>	<b>5,579</b>
<b>Adjustments for:</b>		
Depreciation, amortization and impairment losses	4,233	4,321
Financial (income)/expense	2,163	2,177
Net income of equity investments accounting for using the equity method	(114)	(67)
Changes in net working capital:	(1,748)	(1,177)
- Inventories	(373)	196
- Trade receivables	(70)	(715)
- Trade payables	(1,588)	(463)
- Other activities and liabilities	283	(195)
Interest and other income/expense financial paid and collected	(1,144)	(2,082)
Other changes	(1,397)	(1,985)
<b>Cash flows from operating activities (a)</b>	<b>7,161</b>	<b>6,766</b>
Investments in property, plant and equipment and in intangible assets	(5,547)	(5,504)
Investments in entities (or business units) less cash and cash equivalents acquired	(864)	(31)
Disposals of entities (or business unit) less cash and cash equivalents sold	19	727
(Increase)/Decrease in other investing activities	155	40
<b>Cash flows from investing/disinvesting activities (b)</b>	<b>(6,237)</b>	<b>(4,768)</b>
Financial debt (new long-term borrowing)	8,208	1,737
Financial debt (repayments and other net changes)	(8,765)	(5,609)
Operations on non-controlling interest	(408)	(202)
Dividends and interim dividends paid	(2,782)	(2,442)
<b>Cash flows from financing activities (c)</b>	<b>(3,747)</b>	<b>(6,516)</b>
<b>Impact of exchange rate fluctuations on cash and cash equivalents (d)</b>	<b>(295)</b>	<b>151</b>
<b>Increase/(Decrease) in cash and cash equivalents (a+b+c+d)</b>	<b>(3,118)</b>	<b>(4,367)</b>
Cash and cash equivalents at beginning of the period <sup>(1)</sup>	8,326	10,790
Cash and cash equivalents at the end of the period <sup>(2)</sup>	5,208	6,423

(1) f which cash and cash equivalents equal to €8,290 million at January 1, 2017 (€10,639 million at January 1, 2016), short-term securities equal to €36 million at January 1, 2017 (€1 million at January 1, 2016) and cash and cash equivalents pertaining to "Assets held for sale" in the amount of €150 million at January 1, 2016.

(2) f which cash and cash equivalents equal to €5,127 million at September 30, 2017 (€6,391 million at September 30, 2016), short-term securities equal to €67 million at September 30, 2017 (€30 million at September 30, 2016) and cash and cash equivalents pertaining to "Assets held for sale" in the amount of €14 million at September 30, 2017 (€2 million at September 30, 2016).