endesa FY 2011 results

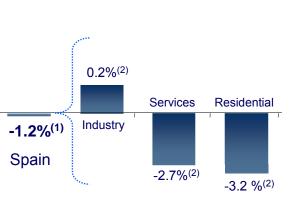




Market context in 2011

Demand

Spain:
demand
decrease
mainly due to
residential and
SME





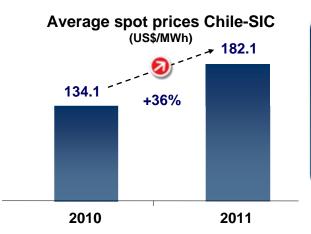
Latin
America: solid
growth in all
countries
mainly in Chile,
Peru and
Argentina

- (1) Mainland. Adjusted for weather and working days. (-2.1% not adjusted). Source: REE
- (2) Source: Endesa for its own distribution area. Data not adjusted.
- (3) Not adjusted

Electricity wholesale prices

Spain: higher prices due to lower hydro output and higher fuel costs

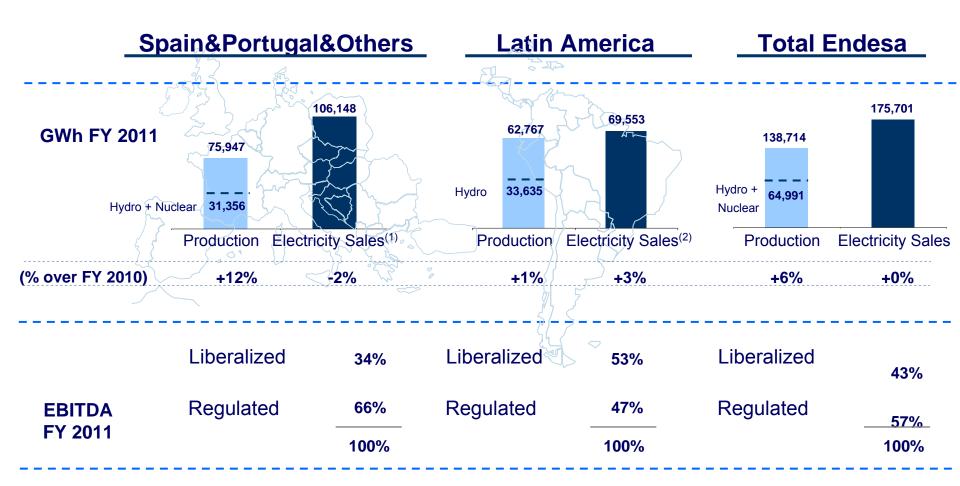




Chile: higher prices due to drought and fuel costs



Solid result supported by a well diversified assets portfolio



Efficient mix and balanced business profile

⁽¹⁾ Sales to final customers (sales from Endesa Ireland and Tahaddart included)

⁽²⁾ Distribution sales



2011 Results affected by a number of extraordinary effects

Cou					
Challenging environment	Spain& Portugal	 A 2.1% drop in electricity demand and -7% drop in gas demand Lower nuclear and hydro ~ 5.5 TWh 			
	Latam	 Argentina inflation brought higher costs while there was no tariff increase A negative FX impact on EBITDA of €89 M 			
Perimeter effect (1)	Spain& Portugal	Gas, transmission, Endesa Hellas	Impact on EBITDA (€M) 248		
	Latam	CAM & Synapsis	240		
Non-recurrent negative effects	Latam	Net worth tax Colo Drought in Chile	Impact on EBITDA (€M) 109 87		
Provisions	Spain& Portugal	Endesa Ireland	Impact on <u>D&A (€M)</u> 95	Impact on Net Income (€M)	
adjusting asset valuation	Latam	Argentina	166	100	



Positive operating results on a like-for-like basis

€M	FY 2011	FY 2010	Change	Like-for-like
Revenues	32,686	31,177	+5%	
Gross margin	11.004	11,409	-4%	
EBITDA	7,265	7,474	-3%	+2%
Spain&Portugal&Others	4,024	4,079	-1%	+5% ⁽¹⁾
Endesa Latin America	3,241	3,395	-5%	-1% ⁽²⁾
EBIT	4,653	5,031	-8%	
Net finance expenses ⁽³⁾	640	895	-28%	
Net attributable income	2,212	4,129	-46%	
Net attributable income adjusted by disposals ⁽⁴⁾	2,139	2,154	-1%	

Consolidated EBITDA +2% when considering the change in perimeter & the one-off tax in Colombia

⁽¹⁾ Adjusted by perimeter (renewables, Endesa gas, transmission, Endesa Hellas and IT with €234 M in 2010 vs. -€3 M in 2011)

⁽²⁾ Adjusted by net worth tax in Colombia (€109 M in 2011) and perimeter (CAM&Synapsis €11 M in 2010 vs. -€1 M in 2011).

⁽³⁾ Negative one-off in 2010 (-€77 M) and ruling on appeal regarding previous years' income tax in 2011 (+€63 M)

⁽⁴⁾ Net capital gains (€73 M in 2011 & €1,975 M in 2010)



Regulation update in Spain

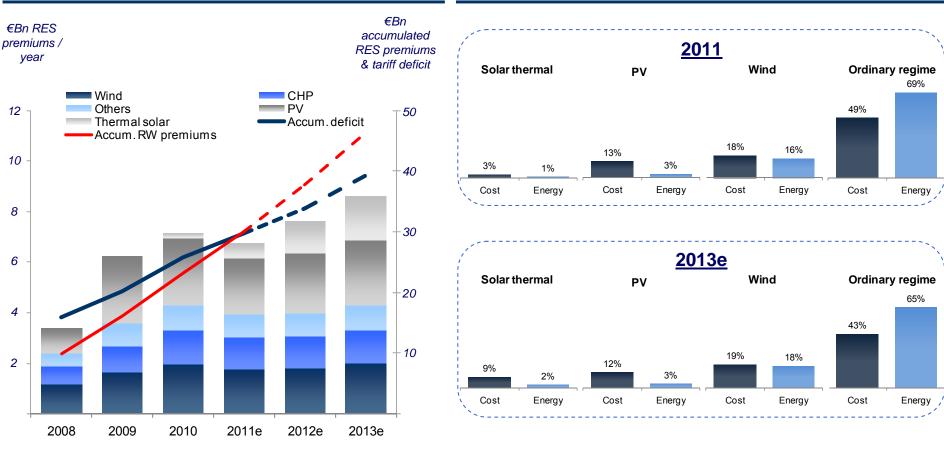
- A very complex issue inherited from previous administrations
- A top priority for the Government
- Governmental analysis and debate is taking the adequate timing
- First Government moves indicate increasing understanding and determination to act
- Cooperation by all agents is needed
- Endesa fully devoted to cooperate in order to define an adequate solution



Regulation update in Spain – Renewable energy (1/2)

Tariff deficit vs. renewable subsidy evolution

Cost vs. energy contribution



- Strict correlation between deficit and evolution of the renewable subsidies
- Great unbalance between costs and produced energy from different technologies



Regulation update in Spain – Renewable energy (2/2)

Suggested principles forward:

- Confirm commitment to renewable and Spanish technological leadership
- Take advantage of being ahead of schedule concerning EU targets
- Adopt a sound economic rationale, fostering more competitive technologies
- Accelerate and take advantage of technological learning curves in renewable
- Increase investment in R&D for less mature renewable technologies
- Mitigate economic impact of solar development while strictly respecting legal framework



Regulation update in Spain – Regulated activities

There are significant asymmetries in the remuneration of regulated activities

	Distribution	Islands	Transmission	Solar thermal
Investment recognition	80%	99.9%	>100%	Premiums per MWh independent of real investment
Rate of return before taxes	6.88%	8.0% ⁽¹⁾	~11.25% ⁽²⁾	~16% ⁽³⁾
Regulatory information	Yearly (costs, investments, assets, clients, etc)	Yearly (costs, investments, assets, etc)	Yearly (only investments)	NO
Regulatory benchmark	YES	YES, Free entry	NO	NO

Suggested principles forward:

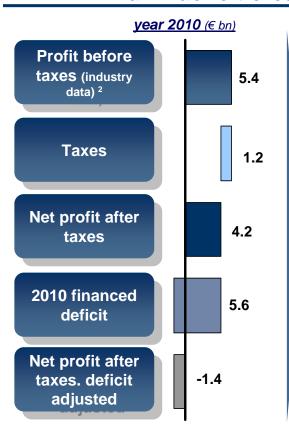
- •Fairness: ensure that all agents receive fair, balanced and equal treatment
- Coherent remuneration among activities with similar risk profile
- •Returns from deregulated activities cannot continue to be structurally below regulated returns due to higher risk



Regulation update in Spain – Economics of utility sector (1/2)

- 2010 industry ROA after-tax (4.6%) below WACC level (5.8%)⁽¹⁾
- In addition reported earnings do not reflect real cash flows due to tariff deficit

Tariff deficit creates distortions in utilities⁽²⁾ economics



- Only few companies have the obligation to finance tariff deficit (3 companies > 90%. 5 companies 100%)
- Sizeable portion of utilities debt not related to business but to overall social targets (i.e. 20-20-20)
- The obligation to finance tariff deficit:
 - increases financial costs (which are higher than regulated)
 - negatively impacts on company ratings and capitalization,
 - specially in times of liquidity scarcity limits the availability of resources to finance investments
- Taxes are paid on uncollected revenues
- Net profit after tax, deficit adjusted, is lower than uncollected deficit



Regulation update in Spain – Economics of utility sector (2/2)

Suggested principles forward:

- Distortions are to be avoided, ensuring that all agents receive fair, balanced and equal treatment
- ROA level of liberalized activities can not be structurally below WACC and below return level of regulated activities.
- All agents are to be included in the financing of the tariff deficit as long as it exists
- Tariff deficit, as long as it exists, needs to be securitized shortly after its creation
- A "pact for investments" should be sought, based on stable reasonable value creating remuneration levels in order to modernize the national electricity system, improve its service quality level, incorporate new technologies, generates growth and employment
- The role of the utility sector as one of the major "engines" of the national economy should be recognized and supported



Regulation update in Spain – financial efforts to solve the tariff deficit issue

Sizeable contributions by the utilities to mitigate tariff deficit



Suggested principles forward:

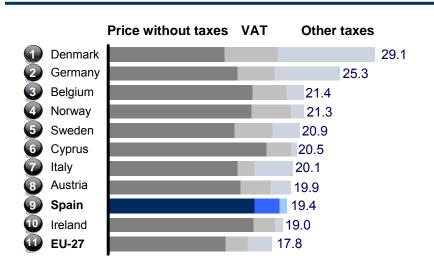
- Ensure that all agents are treated with fairness, avoiding distortions in returns
- Foster investments to reactivate economy
- All measures to fully comply with legal framework

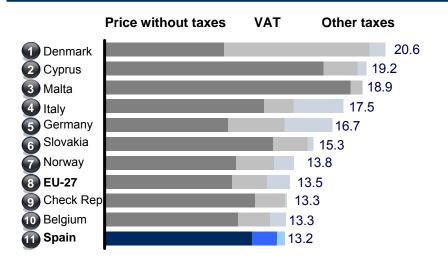


Regulation update in Spain – electricity prices (1/2)

Electricity represents 2.5% for average family budget (2011 1H. c€/ kWh)

Electricity represents 1.3% of total operational cost for average industrial consumers (2011 1H. c€/ kWh)





Energy price evolution January 1998 – October 2011





Regulation update in Spain – electricity prices (2/2)

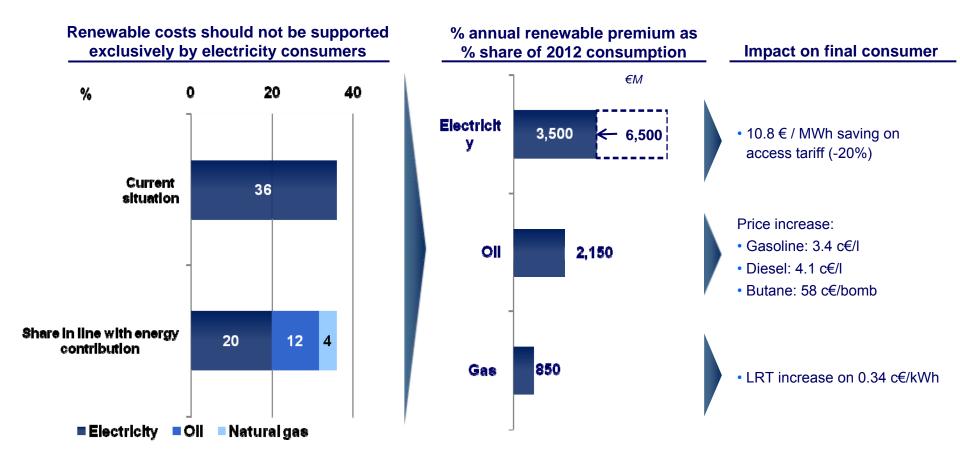
Suggested principles forward:

- Gradual increases in TPA⁽¹⁾ tariff are considered
- Cost components not related to electricity to gradually be moved out of the tariff structure
- TPA increases are accompanied by a special tariff in favor of the socially vulnerable
- Elimination of LRT is considered in order to further liberalize the national retail electricity market
- TPA increases are accompanied by measures to mitigate impact on most energy intense industrial customers within the European legal framework

(1) Third party access



Regulation update in Spain – Green Cent



Suggested principles forward:

- Other energy segments to share the renewable extra-cost
- 1% increase in oil and gas prices could collect ca. €500 M of resources per year



Regulation update in Spain – Towards tariff equilibrium (1/2)

Main suggested available options

Regulated costs

- Sharing the cost of supporting renewables (ie. green cent)
- Financing tariff deficit with borrowings from ECB through the ICO
- Going beyond RDL1/2012 (renewable moratorium) for solar thermal while complying with legal framework
- · Harmonizing returns of regulated activities
- Harmonizing Interruptibility and capacity service remuneration levels
- Complying with Supreme Court ruling on energy efficiency programs financing



- Increasing TPA⁽¹⁾ up to 10% on second quarter 2012 and first quarter 2013
- Using 100% of revenues from CO2 rights auctions to reduce tariff deficit
- Reintroduce low voltage TPA progressivity
- Using CNE and IDAE surpluses as well as proceeds from sale of IDAE participation in renewable projects

Deficit thresholds

Increasing current annual deficit caps



Regulation update in Spain – Towards tariff equilibrium (2/2)

Suggested principles forward:

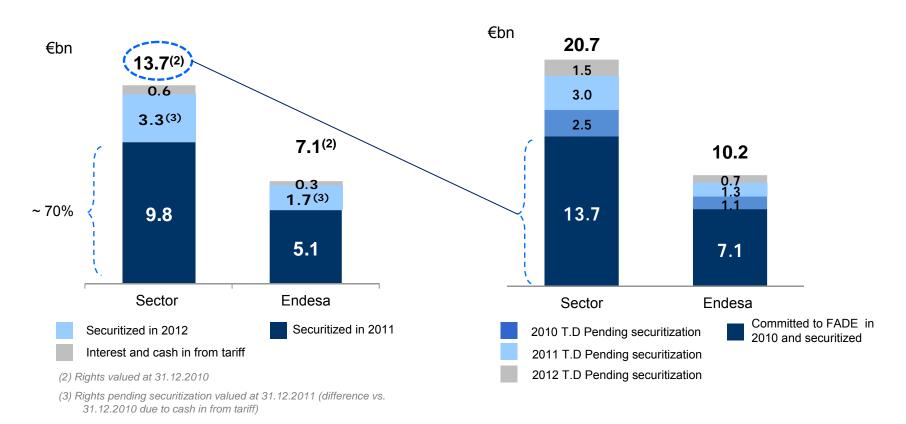
- Confirmation of commitment on renewables
- Implementation of a sound economic rationale
- Adequately share within society cost of support to renewables
- Ensure that all agents receive fair, balanced and equal treatment
- Safeguard financial sustainability of market agents
- A "pact for investments" should be sought, based on stable reasonable value creating remuneration levels in order to modernize the national electrical system, improve its service quality level, incorporate new technologies, generate growth and employment



Spain: progress of tariff deficit securitization

Balance of rights committed to FADE for securitization in 2010 (first tranche)

Total balance of rights committed to FADE for securitization⁽¹⁾



First transferred tranche to FADE (€13.7 bn) already securitized



Regulation update in Latam

Brazil: 3rd cycle distribution tariff review (Coelce):

- Tariff revision has been postponed to April 2012, effects will apply retroactively from April 2011
- Positive evolution of pending aspects of the 3rd cycle:
 - ✓ WACC: 11.4% (real pre tax) and 7.5% (real post tax)
 - ✓ Gross RAB: US\$1.8 bn (US\$ 1.1bn net)
 - √ O&M: US\$250 M per year
 - ✓ Factor X: 1.6% per year

<u>Chile:</u> Experts Committee (CADE) finalized sector study. Development of a new energy policy comprising 8 pillars for the next 20 years including among others:

- ✓ Support for hydro development in Chile
- ✓ Government promoting an "Electricity Highway" for transmission.
- Development of renewable policy

<u>Argentina:</u> Need for regulatory measures to achieve a sustainable financial situation in our companies

- ✓ Generation: implementation and extension of the 2010 agreements
- Distribution: increase tariff level in order to restore financial equilibrium



Consolidating leadership

Expansion Capex in Generation

- Under construction:
 - ✓ Bocamina II: coal 370 MW Chile (2012)
 - √ Talara: gas 183 MW Peru (mid 2013)
 - ✓ El Quimbo: hydro 400 MW Colombia (end of 2014)
 - ✓ Moralets: pumped storage 400 MW extension
 - √ Islands: 334 MW

Latin America

Iberia

Steady organic growth in Latin America distribution

384,000 new customers added in 2011 to our organic on going operations

Perimeter optimization in 2011

Disposals

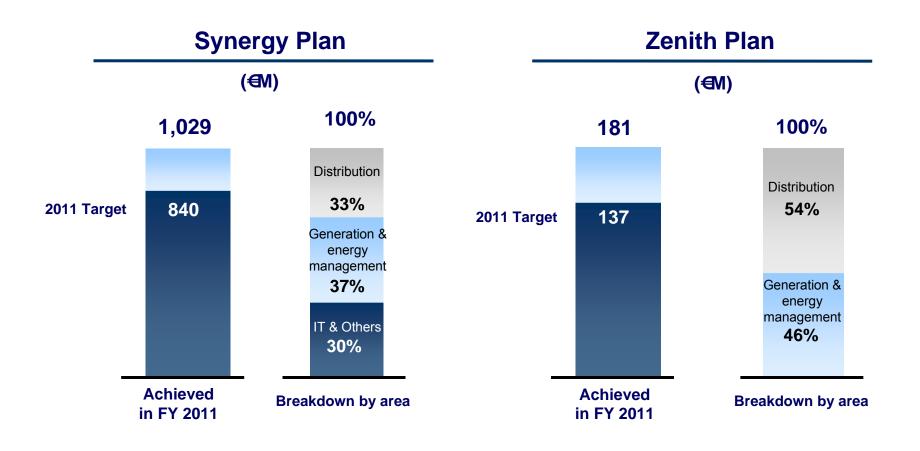
- CAM (Latam)
- Synapsis (Latam)
- ICT (Spain)

Minorities Acquisitions

- Ampla (Brazil)
- Endesa Brazil (Brazil)
- EEPSA (Peru)



2011 Efficiency and synergy targets exceeded

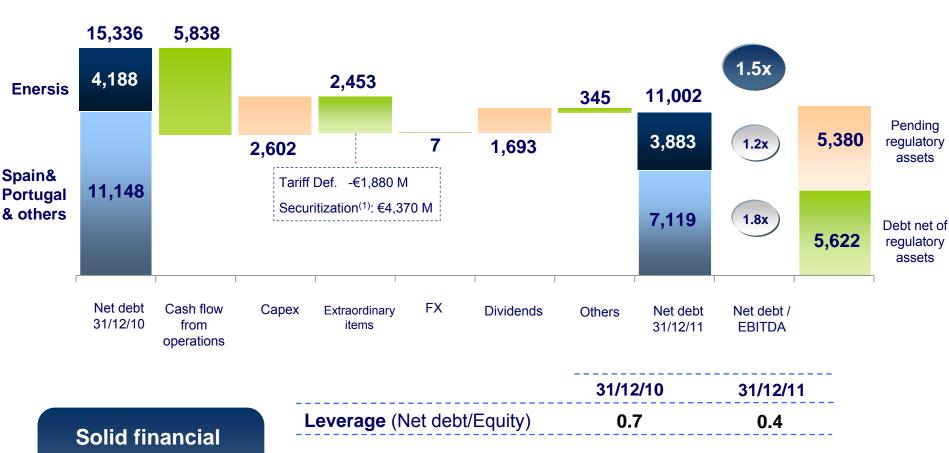


- 2011 Synergy plan target exceeded by 22%
 - 2011 Zenith plan target exceeded by 33%



Strengthening our financial position





Solid financial leverage and strong liquidity position

Endesa liquidity excluding Enersis covers 50 months of debt maturities

Enersis liquidity covers 29 months of debt maturities

spain&portugal&others FY 2011





Highlights in 2011

Weak low voltage electricity demand⁽¹⁾ based on current economic environment

Higher generation output (+17%)⁽²⁾ with lower nuclear and hydro

Fixed costs reduction in O&M and personnel expenses: -13%

Higher fuel costs (higher thermal output +96%)

Increasing contribution from regulated activities

Leadership in supply and ordinary regime generation

Mainland: -1.2% adjusted for weather and working days. (-2.1% not adjusted). Source: REE

⁽²⁾ Endesa. Mainland Ordinary Regime



Resilient results despite disposals & margin normalization

€M	FY 2011	FY 2010	Change	Like-for-like (3)
Revenues	22,650	21,191	+7%	
Gross margin	6,458	6,811	-5%	
EBITDA	4,024	4,079	-1%	+5%
EBIT	2,244	2,483	-10%	_
Net finance expenses ⁽¹⁾	287	465	-38%	
Net attributable income	1,593	3,498	-54%	-
Net attributable income adjusted by disposals ⁽²⁾	1,533	1,530	0%	_

EBITDA +5% when considering the change in perimeter

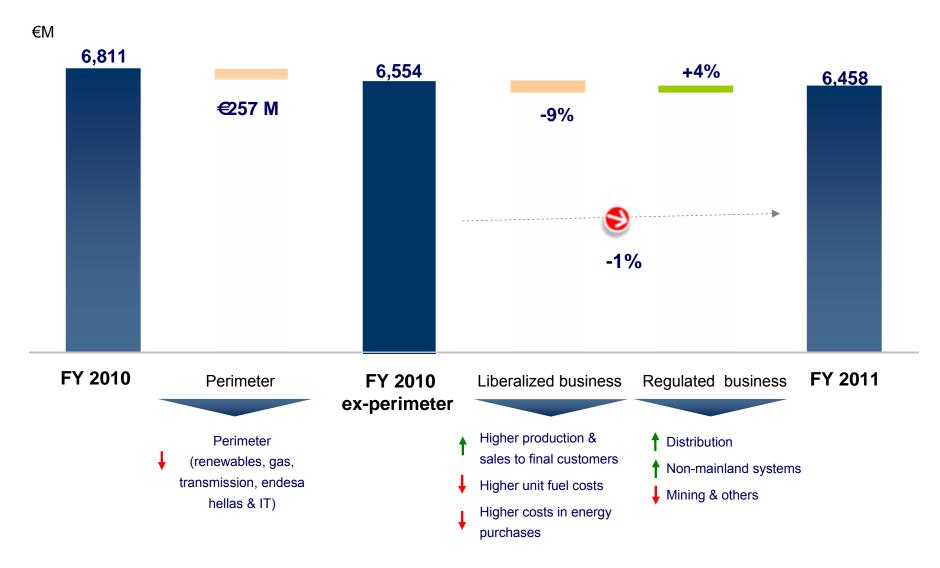
⁽¹⁾ Negative one-off in 2010 (\neq 77 M) and ruling over Endesa's appeal regarding previous years' income tax (\neq 27 M)

⁽²⁾ Net capital gains (€60 M in 2011 & €1,968 M in 2010 mainly from renewables divestment)

⁽³⁾ Adjusted by perimeter (renewables, Endesa gas, transmission, Endesa Hellas and IT with EBITDA: €234 M in 2010 vs. -€3 M in 2011)



Gross margin impacted by energy costs & perimeter

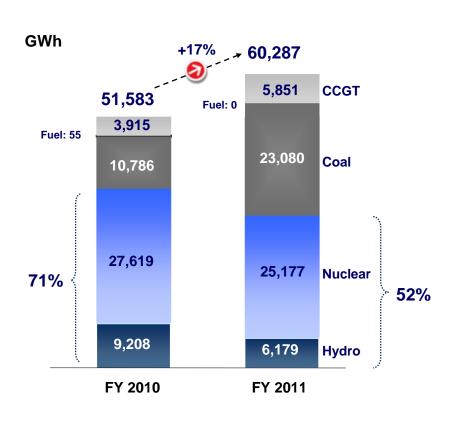


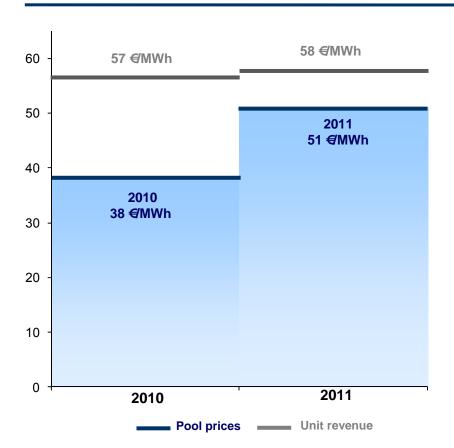


Lower liberalized margins despite higher generation volumes

Endesa mainland output(1)

Market margins evolution: wholesale price vs. price to final customers



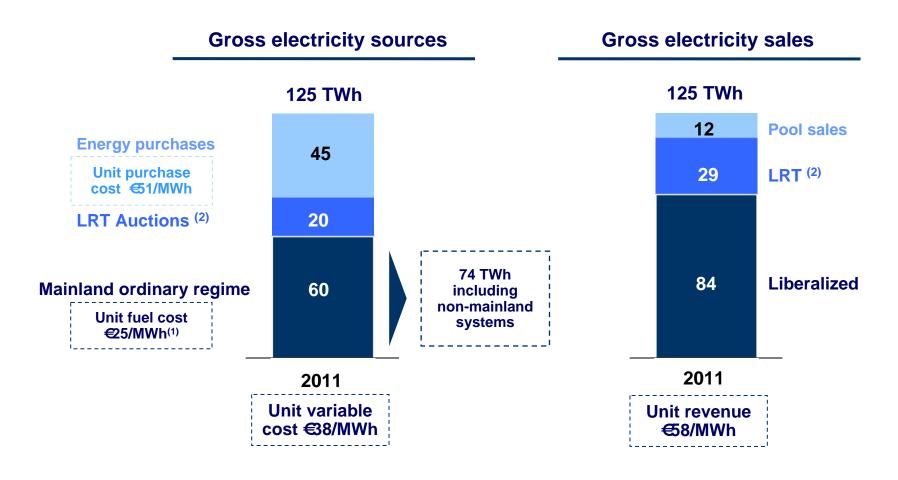


- Increase in fuel cost due to lower hydro and nuclear (fuel recharges)
- Margin normalization

⁽¹⁾ Does not include Portugal



Margin optimization thanks to competitive generation mix and leadership in supply activity



Stable total electricity unit margin through the year

⁽¹⁾ Includes fuel cost and CO₂

⁽²⁾ LRT: Last resort tariff not considered in calculations for unit cost and unit revenue

latin america FY 2011





Highlights in 2011

Chile: impacted from drought

Distribution sales: +3.4% with outstanding performance in Peru (+7.3%) and Chile (+4.6%)

Argentina: book value adjusted

Colombia: one-off net worth tax

EBITDA FX impact



Operating results affected by non recurrent items and drought

€M	FY 2011	FY 2010	Change	Like-for-like
Revenues	10,036	9,986	+0%	
Gross margin	4,546	4,598	-1%	
EBITDA	3,241	3,395	-5%	-1% ⁽¹⁾
EBIT	2,409	2,548	-6%	
Net finance expenses ⁽²⁾	353	430	-18%	
Net income	1,428	1,613	-11%	
Net attributable income	619	631	-2%	

- Stripping out net worth tax in Colombia and perimeter EBITDA fell 1%
- ◆ €573 M of attributable EBITDA came from direct holdings

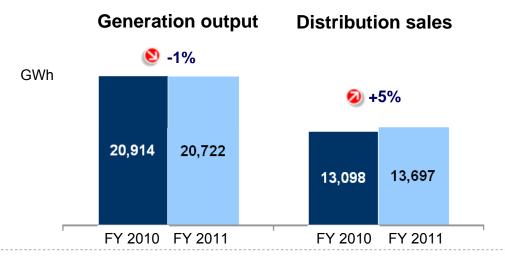
⁽¹⁾ Adjusted by net worth tax in Colombia (€109 M in 2011) and perimeter (CAM & Synapsis €11 M in2010 vs. -€1 M in 2011)

^{(2) €36} M Positive impact of the National Court decision on Endesa's fiscal group income tax

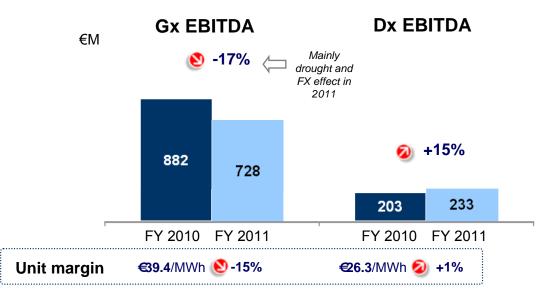




Chile: margins affected by drought and higher distribution sales



- Lower generation due to drought (-6% hydro) compensated by higher thermal generation
- Growth in distribution sales after 2010 earthquake



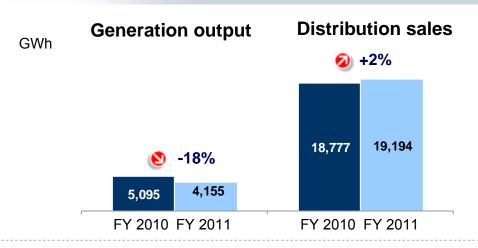
Gx:

- Drought and delay in Bocamina II (earthquake) resulted in higher energy costs
- 2010 results (RM 88 and gas sales)
- FX -€39 M
- Dx: higher volumes and prices due to improvement of indexation factors

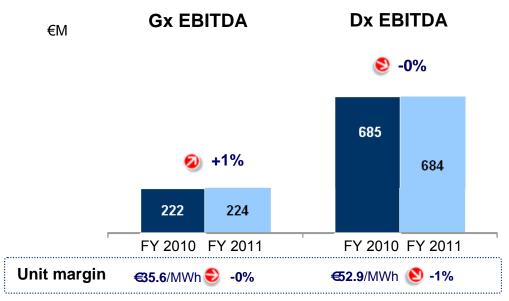




Brazil: stable results after an extraordinary 2010



- Lower generation (-18%) due to lower hydro in Cachoeira and lower dispatch in Fortaleza
- Good performance in Ampla (+3%) and Coelce (+1% despite extraordinary high temperatures in 2010)



- Gx: market purchases at lower cost offset lower volumes
- Dx:
 - Coelce: higher volumes offset by worse sales mix
 - Ampla: +10% yearly tariff adjustment and lower network losses in Ampla offset by RTE (€32 M) fully accrued in 2010⁽¹⁾

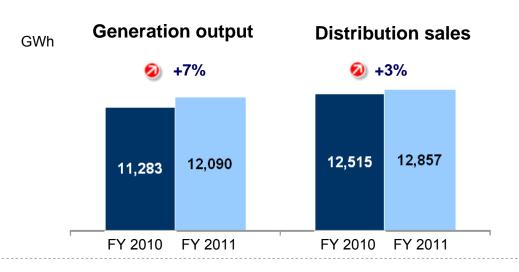
Total EBITDA €1,035 M (+1%) (2)

^{(1) &}quot;Recomposición tarifaria extraordinaria": Pending revenues that distributors had been receiving until 1 H2010 due to 2001 energy rationing (2) Includes Brazil-Argentina interconnection. Does not include holding

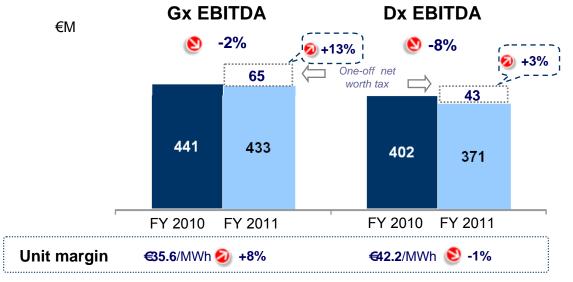




Colombia: higher volumes & margins offset by net worth tax



- Increase in generation due to wet hydro conditions
- High distribution sales

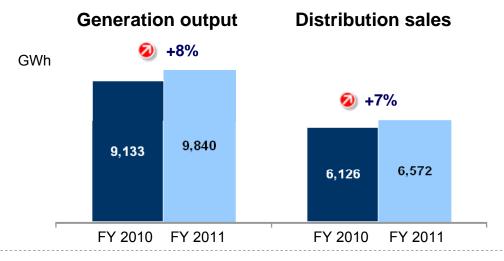


- Gx:
 - Better output mix and lower energy purchases.
 - Net worth tax one off impact (-€65 M)
 - FX -€13 M
- Dx: decrease due to net worth tax (-€43 M) and FX (-€9 M)

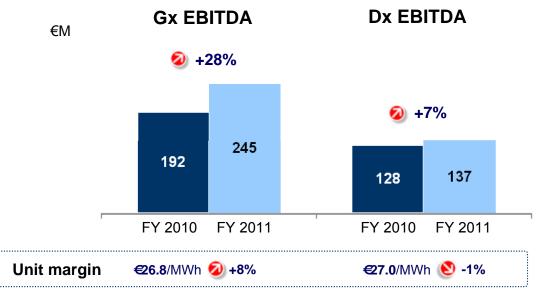




Peru: higher activity and lower fixed costs



- Higher generation due to better hydro conditions, market conditions and higher thermal availability
- Strong economic growth led to 7% increase in demand

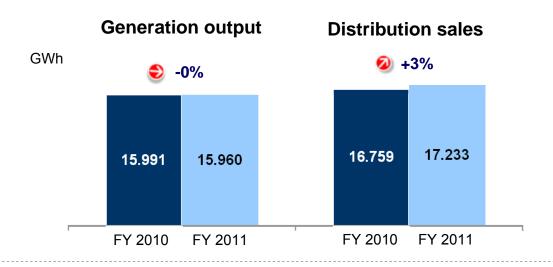


 Higher sale prices and volumes (hydro +5%) and lower fixed costs boosted EBITDA in generation and distribution despite negative FX (-€11M)

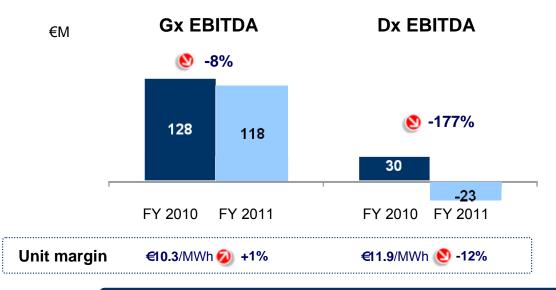




Argentina: unsustainable regulatory conditions



- Output in line with 2010
- Increase in distribution sales



- Gx: higher fixed cost (-€12 M) and FX (-€12 M) more than offsets increase in capacity payments and O&M remuneration.
- Dx: personnel cost increased (+37%) due to inflation coupled with no increase in tariffs

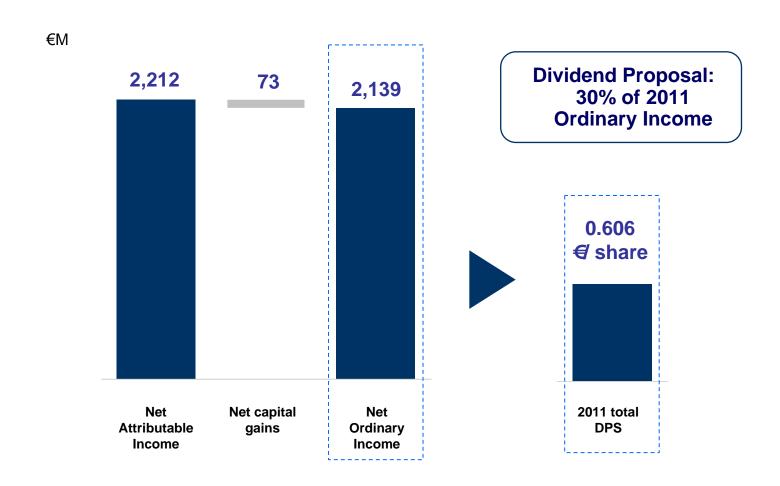
Total EBITDA (1) €95 M (-40%)

conclusions 2011





Shareholders remuneration



Prudent pay-out to optimize liquidity under current scenario



Final remarks

Proactivity in regulation continues to be a priority

Deficit securitization progress showed continued strong commitments of the Government

Effective delivery from efficiency and synergies programs

Resilient results in Iberia despite decrease in perimeter and liberalized margins normalization

Latin America remarkable performance despite one-off effects

Prudent pay-out

appendices FY 2011





Installed capacity and output⁽¹⁾

Installed capacity

MW at 31/12/11	Spain& Portugal&Others	Endesa Latin America	Total	
Total	24,263	15,832	40,095	
Hydro	4,716	8,666	13,382	
Nuclear	3,681	-	3,681	
Coal	5,805	522	6,326	
Natural gas	4,857	3,966	8,823	
Oil-gas	5,204	2,592	7,796	
CHP/Renewables	na	87	87	

TWh 2011 (chg. vs. 2010)	Spain& Portugal&Others		Endesa Latin America		Total	
Total	75.9	+11.6%	62.8	+0.6%	138.7	+6.3%
Hydro	6.2	-33%	33.6	-0%	39.8	-7%
Nuclear	25.2	-9%			25.2	-9%
Coal	26.7	+84%	2.1	+5%	28.8	+74%
Natural gas	7.9	+72%	21.2	-2%	29.1	+11%
Oil-gas	9.9	-14%	5.6	+16%	15.6	-5%
CHP/Renewables	na	na	0.2	-10%	0.2	-78%

Output



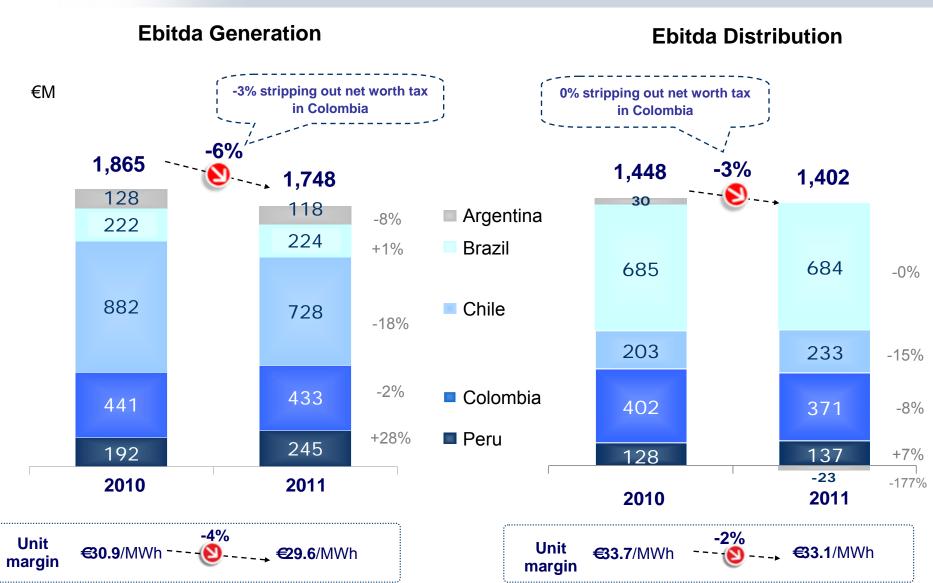


Latin America: generation and distribution figures





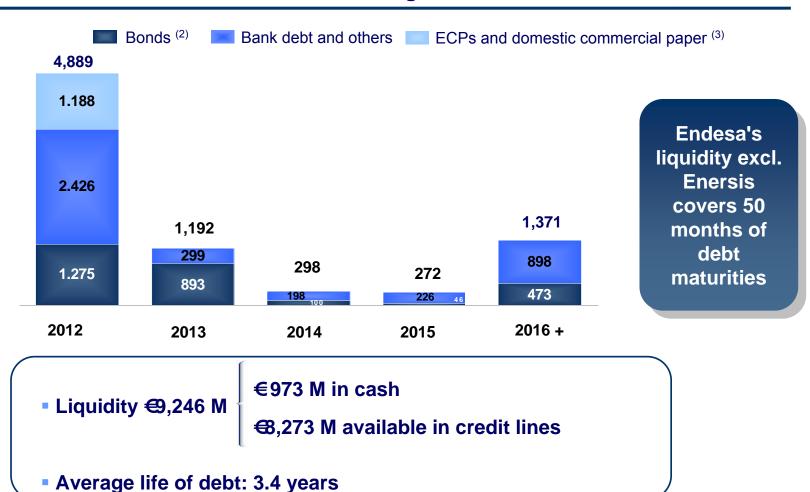
Gx & Dx EBITDA affected by Chilean drought, Colombian net-worth tax and Fx





Endesa (excl. Enersis): financial debt maturity calendar

Gross balance of maturities outstanding at 31 December 2011: €8,022 M⁽¹⁾



⁽¹⁾ This gross balance differs from the total financial debt figure as it does not include outstanding execution costs or the market value of derivatives which do not involve any cash payment.

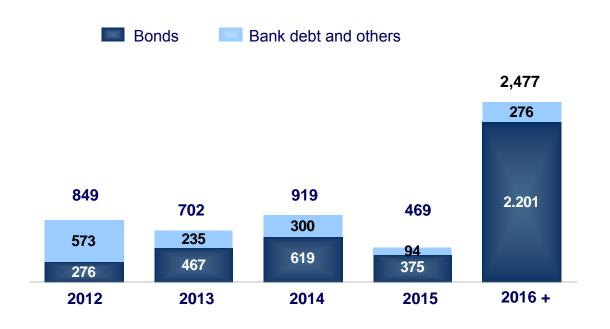
⁽²⁾ Includes preference shares

⁽³⁾ Notes issued are backed by long-term credit lines and are renewed on a regular basis.



Enersis: financial debt maturity calendar

Gross balance of maturities outstanding at 31 December 2011: €5,416 M⁽¹⁾



Enersis has sufficient liquidity to cover 29 months of debt maturities

Liquidity €2,447 M:

€1,815 M in cash

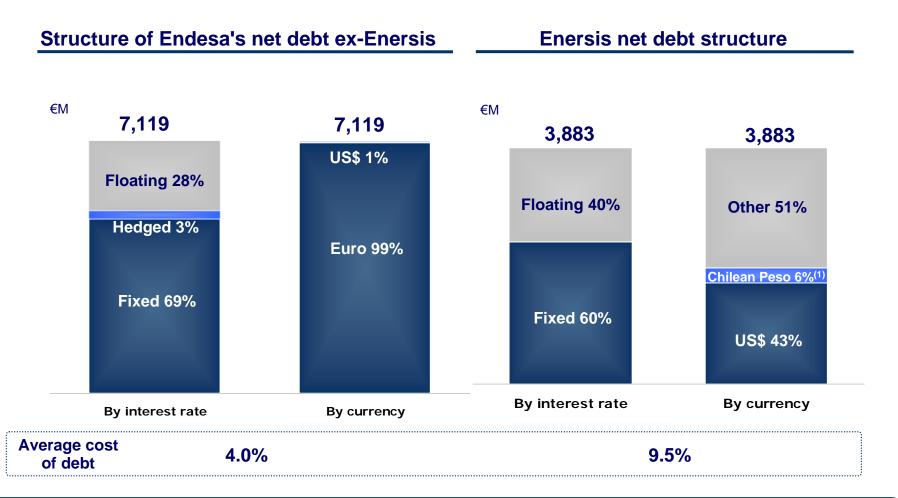
€632 M of syndicated loans available

Average life of debt: 5.5 years

⁽¹⁾ This gross balance differs from the total financial debt figure as it does not include outstanding execution costs or the market value of derivatives which do not involve any cash payment.



Financial policy and net debt structure



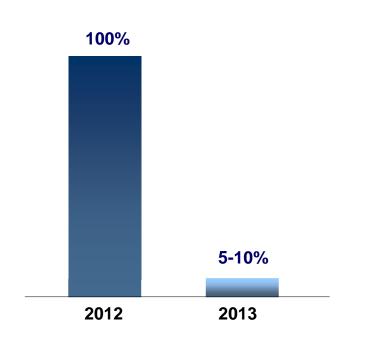
- Net debt structure: debt in currency in which operating cash flow is generated
- Policy of self-financing: Latin America subsidiaries are financed on a stand-alone basis

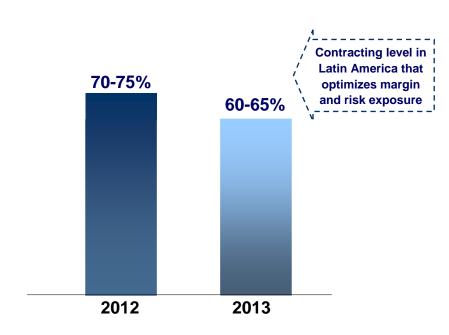


Well on track on forward sales strategy

Spain & Portugal (% estimated mainland output hedged)

Latin America
(% estimated output hedged)





Consistent commercial policy

31% of the generation sold via contracts > 5 yrs and 21% via contracts > 10 yrs



Endesa has major direct holdings in companies other than Enersis in Latin America



(1) Includes Ampla & Ampla Investimentos (both acquired in October 2011)



Disclaimer

This document contains certain "forward-looking" statements regarding anticipated financial and operating results and statistics and other future events. These statements are not guarantees of future performance and they are subject to material risks, uncertainties, changes and other factors that may be beyond ENDESA's control or may be difficult to predict.

Forward-looking statements include, but are not limited to, information regarding: estimated future earnings; anticipated increases in wind and CCGTs generation and market share; expected increases in demand for gas and gas sourcing; management strategy and goals; estimated cost reductions; tariffs and pricing structure; estimated capital expenditures and other investments; estimated asset disposals; estimated increases in capacity and output and changes in capacity mix; repowering of capacity and macroeconomic conditions. The main assumptions on which these expectations and targets are based are related to the regulatory setting, exchange rates, divestments, increases in production and installed capacity in markets where ENDESA operates, increases in demand in these markets, assigning of production amongst different technologies, increases in costs associated with higher activity that do not exceed certain limits, electricity prices not below certain levels, the cost of CCGT plants, and the availability and cost of the gas, coal, fuel oil and emission rights necessary to run our business at the desired levels.

In these statements we avail ourselves of the protection provided by the Private Securities Litigation Reform Act of 1995 of the United States of America with respect to forward-looking statements.

The following important factors, in addition to those discussed elsewhere in this document, could cause actual financial and operating results and statistics to differ materially from those expressed in our forward-looking statements:

Economic and industry conditions: significant adverse changes in the conditions of the industry, the general economy or our markets; the effect of the prevailing regulations or changes in them; tariff reductions; the impact of interest rate fluctuations; the impact of exchange rate fluctuations; natural disasters; the impact of more restrictive environmental regulations and the environmental risks inherent to our activity; potential liabilities relating to our nuclear facilities.

Transaction or commercial factors: any delays in or failure to obtain necessary regulatory, antitrust and other approvals for our proposed acquisitions or asset disposals, or any conditions imposed in connection with such approvals; our ability to integrate acquired businesses successfully; the challenges inherent in diverting management's focus and resources from other strategic opportunities and from operational matters during the process of integrating acquired businesses; the outcome of any negotiations with partners and governments. Delays in or impossibility of obtaining the pertinent permits and rezoning orders in relation to real estate assets. Delays in or impossibility of obtaining regulatory authorisation, including that related to the environment, for the construction of new facilities, repowering or improvement of existing facilities; shortage of or changes in the price of equipment, material or labour; opposition of political or ethnic groups; adverse changes of a political or regulatory nature in the countries where we or our companies operate; adverse weather conditions, natural disasters, accidents or other unforeseen events, and the impossibility of obtaining financing at what we consider satisfactory interest rates.

Political/governmental factors: political conditions in Latin America; changes in Spanish, European and foreign laws, regulations and taxes.

Operating factors: technical problems; changes in operating conditions and costs; capacity to execute cost-reduction plans; capacity to maintain a stable supply of coal, fuel and gas and the impact of the price fluctuations of coal, fuel and gas; acquisitions or restructuring; capacity to successfully execute a strategy of internationalisation and diversification.

Competitive factors: the actions of competitors; changes in competition and pricing environments; the entry of new competitors in our markets.

Further details on the factors that may cause actual results and other developments to differ significantly from the expectations implied or explicitly contained in this document are given in the Risk Factors section of the current ENDESA Share Registration Statement filed with the Comisión Nacional del Mercado de Valores (the Spanish securities regulator or the "CNMV" for its initials in Spanish).

No assurance can be given that the forward-looking statements in this document will be realised. Except as may be required by applicable law, neither Endesa nor any of its affiliates intends to update these forward-looking statements.





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