



endesa

# 9 Months 2022 Consolidated results

November 8<sup>th</sup>, 2022

# 9M 2022

*Consolidated results*

**José Bogas**  
*CEO*



## Key highlights of the period



### Energy crisis in Europe

**E.U. & Spanish Government introduce new measures amid crisis worsening**

### Business performance

**Liberalized portfolio optimization overcomes market headwinds**

### Financial Performance <sup>(1)</sup>

**EBITDA Ifl +11% and Net Ordinary Income +1%**

### Extraordinary General Shareholders' Meeting

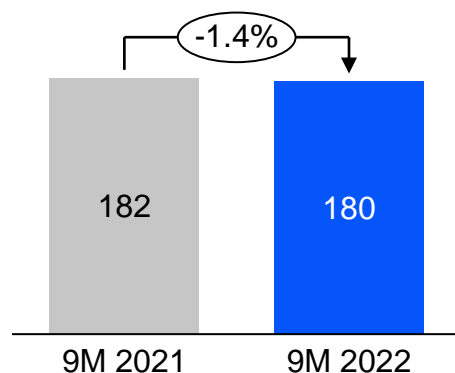
**Reinforcing gas business optionalities and liquidity position**

# Market context

Record high power prices driven by gas extreme volatility



Mainland power demand in Spain (TWh)<sup>(1)</sup>



Endesa's mainland area <sup>(2)</sup> :

9M 2022

By segment (Not adjusted):

Not adjusted

+0.5%

Industry -4.0%

Services

+6.9%

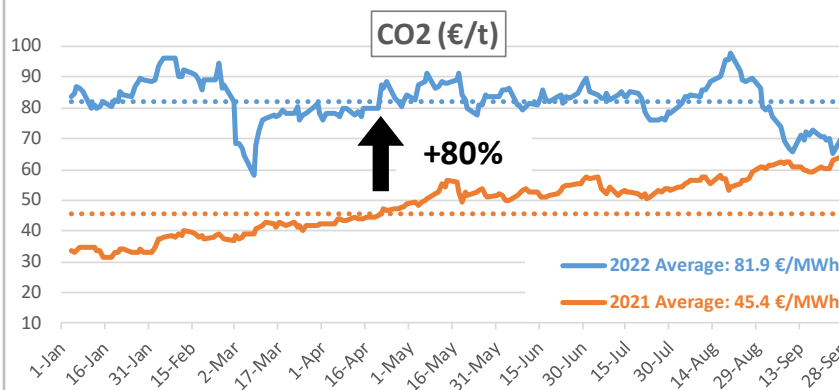
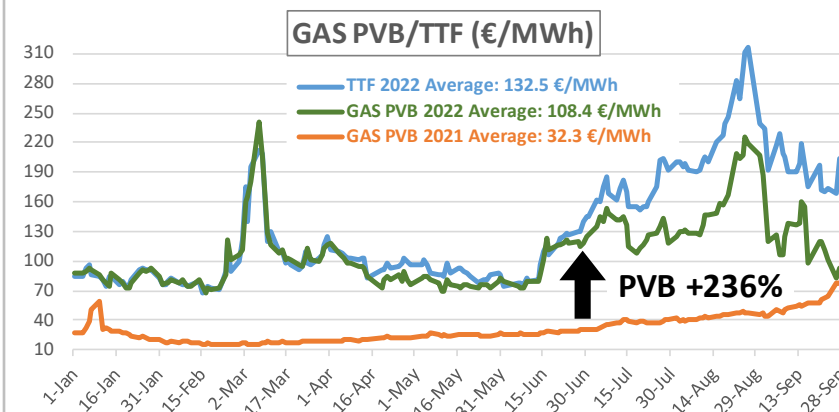
Residential

-1.3%

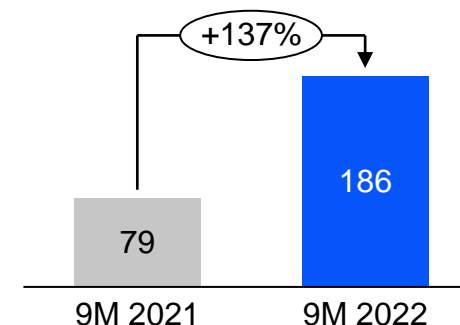
Adjusted<sup>(3)</sup>

-0.8%

Commodities spot prices

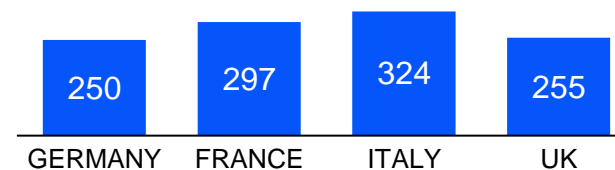


Average Iberian power pool prices (€/MWh) <sup>(4)</sup>



Gas cap from June 15<sup>th</sup>

9M 2022 average power prices in Europe (€/MWh)

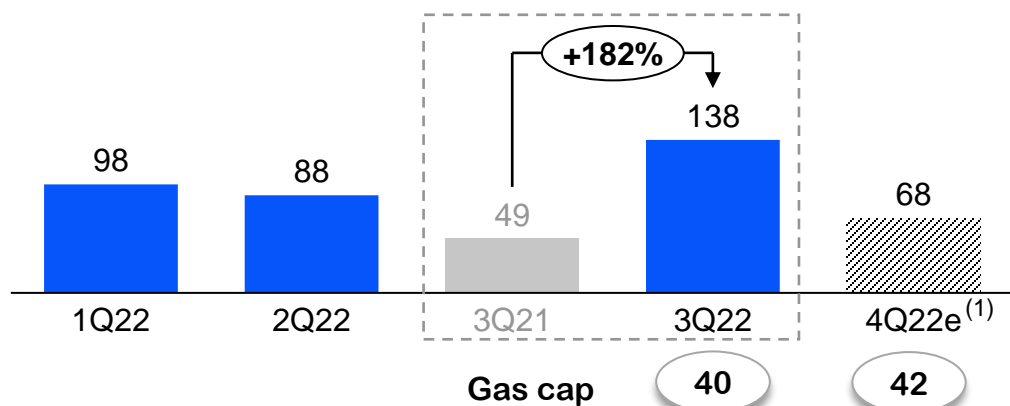


# Market context

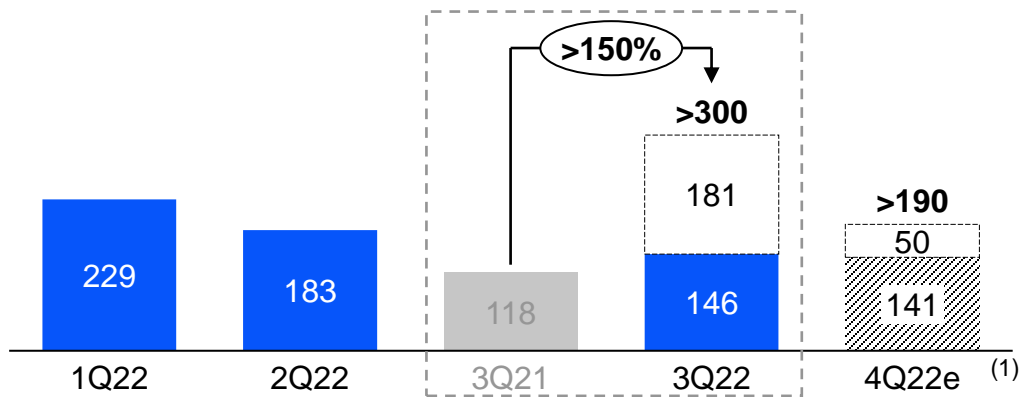
Context worsening in 3Q



PVB average gas price evolution (€/MWh)

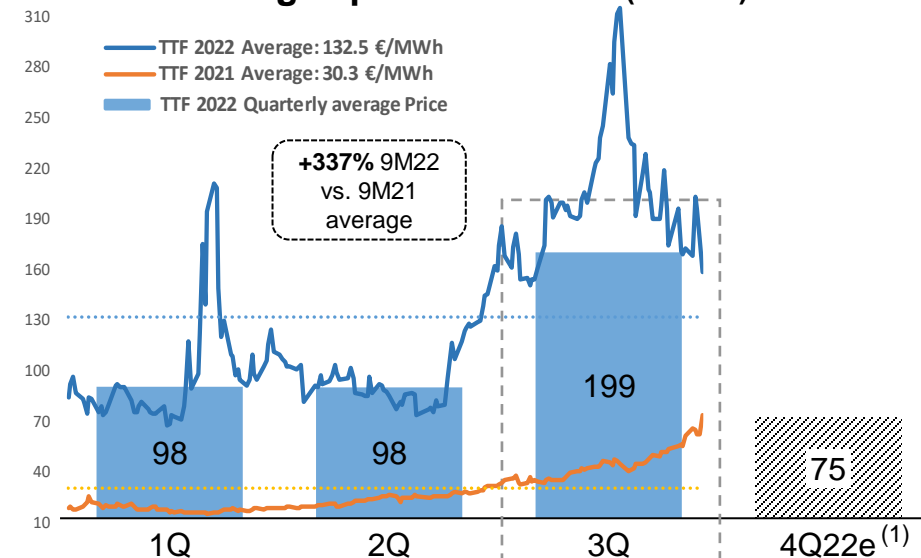


Iberian power average pool price (€/MWh)

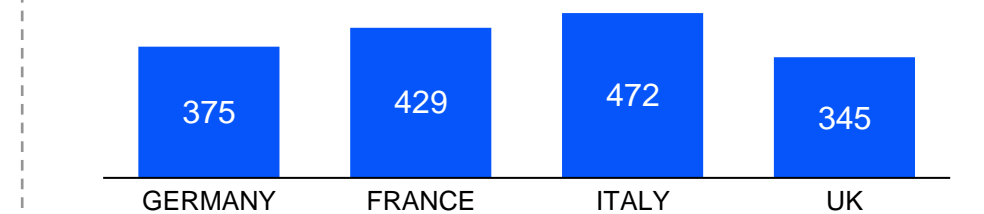


Thermal Gx compensation<sup>(2)</sup>

TTF gas price evolution (€/MWh)



European power 3Q 22 average prices (€/MWh)



# Third quarter regulatory developments



## EU Emergency intervention to address high energy prices

Applicable from 1 December 2022

- Reduction of electricity consumption
- Cap on market revenues for infra-marginal technologies
- Solidarity contribution from the O&G sector
- Support measures for SME's

## Other initiatives discussed at EU level

- Joint gas purchase platform
- Alternative price references in gas market
- Default solidarity rules
- Cap on gas prices

## Structural reform of the electricity market



## Energy Saving Plan (RDL 14/2022)

Measures to promote energy savings and efficiency

## Urgent measures in the energy field (RDL 17/2022)

- VAT reduction from 21% to 5% on supplies of natural gas
- Cogeneration plants temporarily included in the "Gas Cap"

## Measures to strengthen the protection of energy consumers (RDL 18/2022)

- A set of 18 additional measures aimed at reducing the energy bill by 40%
- Gas levy and social tariff discounts extension until December 2023

## Non-Mainland fuel auctions : CNMC report released

## Proposal to reform the electricity regulated tariffs (SCVP)

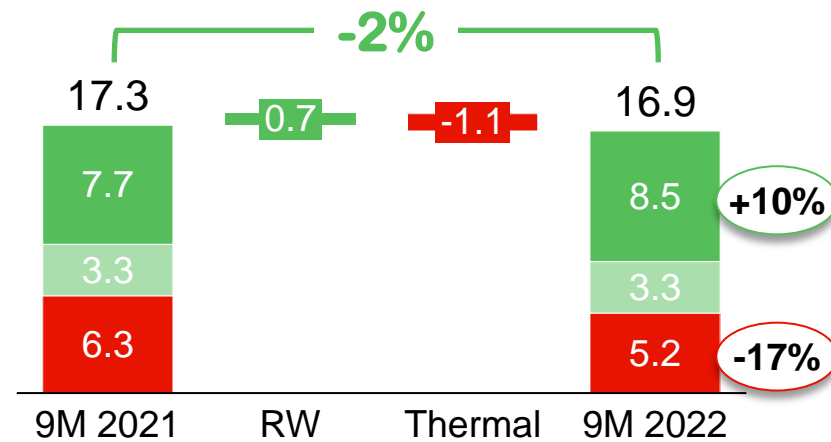
## Tax proposal on Utilities and Banks

# Mainland installed capacity and production

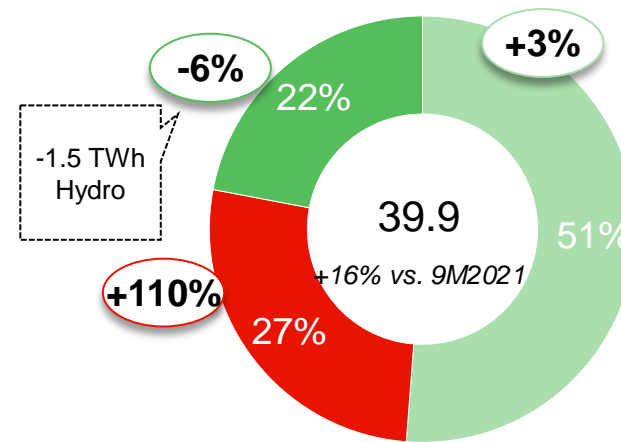
Remaining 2022 renewable capacity target ready to come online in Q4



Installed capacity<sup>(1)</sup> (GW)



Production<sup>(2)</sup> (TWh)



- 2022 new renewable capacity target 100% in execution, coming in operation by YE
- 65% of the 2022-24 target additions already addressed
- Gross pipeline >80 GW with mature pipeline covering 6x residual targets
- Winner of the Andorra node Fair Transition tender (953 MW)

CO<sub>2</sub> free capacity

64%

CO<sub>2</sub> emissions free output

73%

Renewable<sup>(3)</sup>

Nuclear

Thermal Gx

Variation vs. 9M 2021

(1) Mainland net capacity. Does not include 93 MW in 9M 2022 and 77 MW in 9M 2021 renewables in non mainland. Rounded figures

(2) Mainland generation. Energy at power plant busbars. Does not include 142 GWh in 9M 2022 and 122 GWh in 9M 2021 renewables in non mainland. Rounded figures

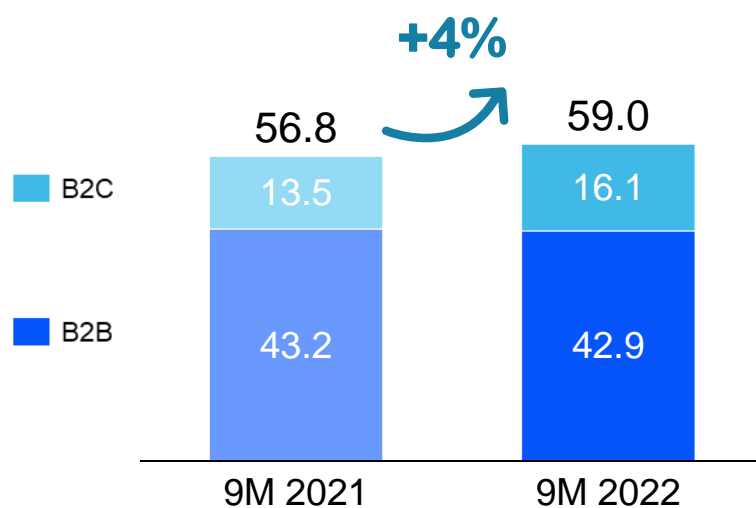
(3) Includes large hydro



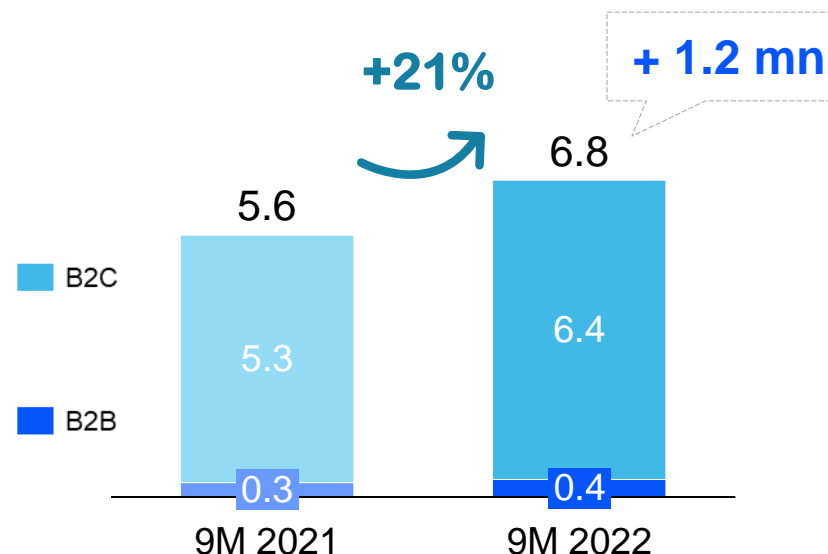
# Continued increase in liberalized customers, leveraging on our commercial strategy



Liberalized power sales<sup>(1)</sup> (TWh)



Liberalized power customers (mn)



Endesa X KPIs

	9M 2021	9M 2022	
E-home contracts (mn)	2.0	2.6	+30%
Charging points <sup>(2)</sup> (k#)	8.4	12.0	+43%
e-bus charging points (#)	35	120	+~3x

Regulated (TWh)	9.6	7.6	-20%
TOTAL (TWh)	66.3	66.7	+1%

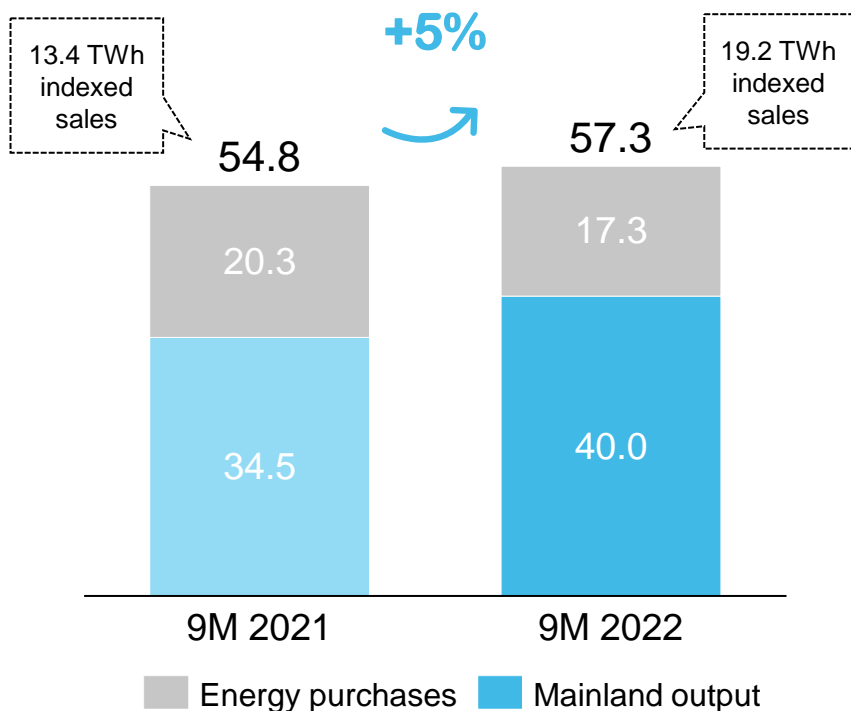
Regulated (mn)	4.6	3.8	-17%
TOTAL (mn)	10.2	10.6	+4%



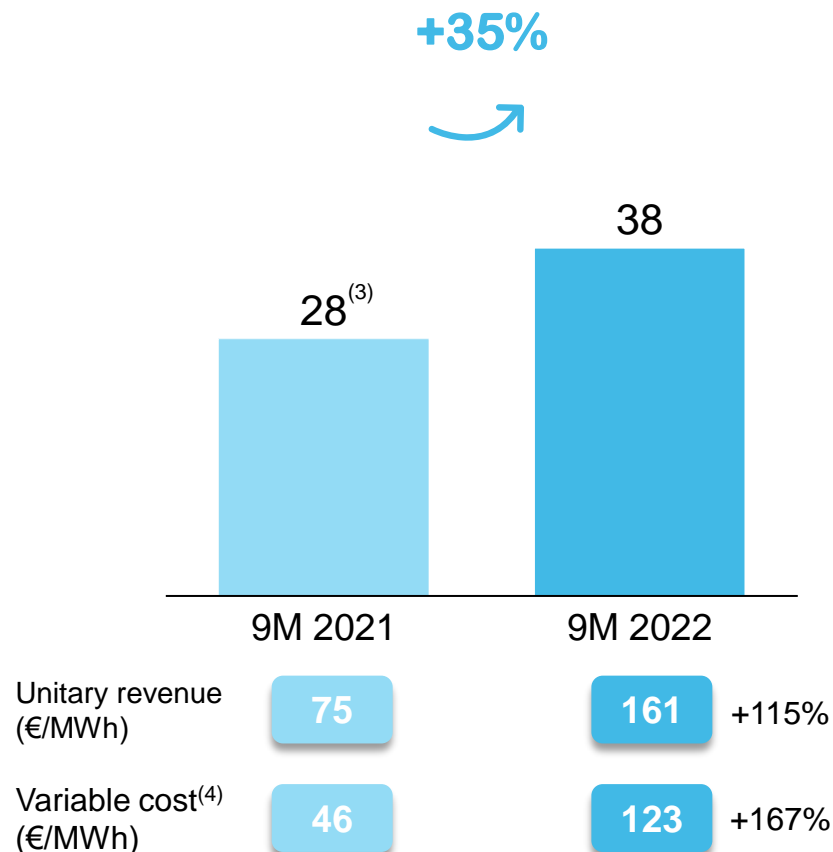
# Sound performance of Iberian free power margin



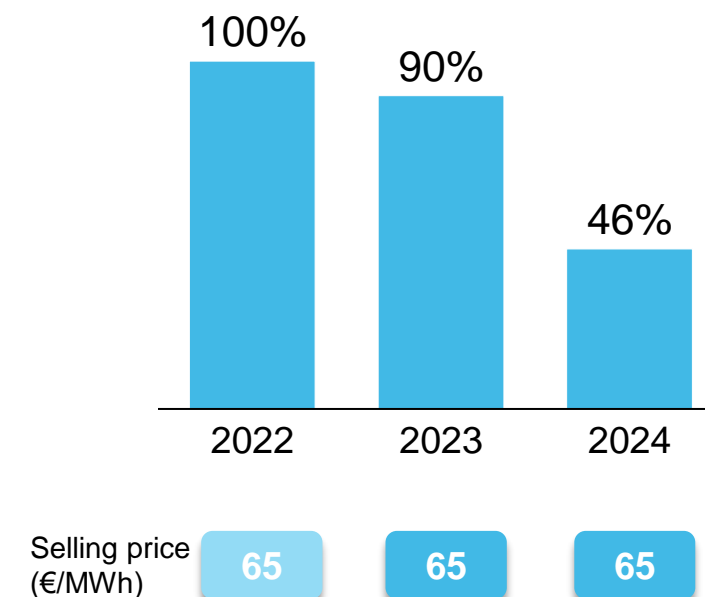
Free power sales <sup>(1)</sup> (TWh)



Free power unitary margin <sup>(2)</sup> (€/MWh)



Output hedged <sup>(5)</sup>



(1) Iberian free sales exclude international sales

(2) See details on slide 30

(3) Includes commodities hedge by 85 €mn

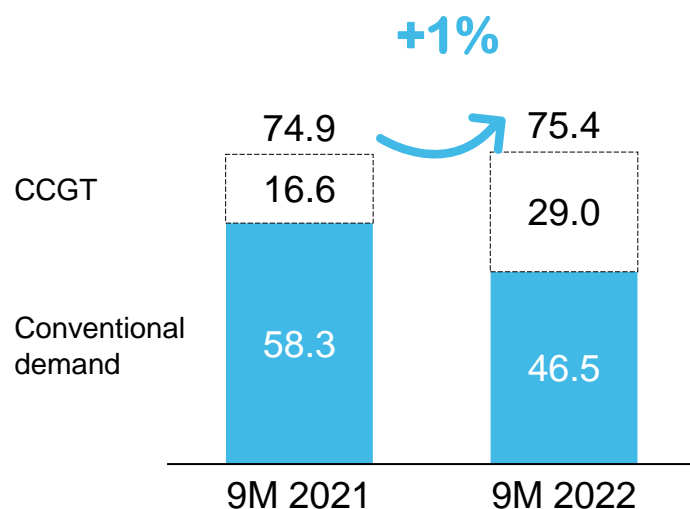
(4) 2022 Production cost (87 €/MWh) + energy purchase cost (176 €/MWh).  
2021 Production cost (30 €/MWh) + energy purchase cost (65 €/MWh).

(5) Price driven output (hydro, nuclear and renewables)

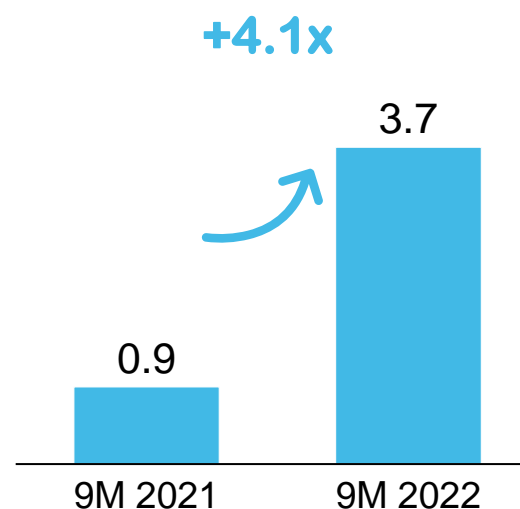
# Gas margin improvement leveraging on the optionality of the market context



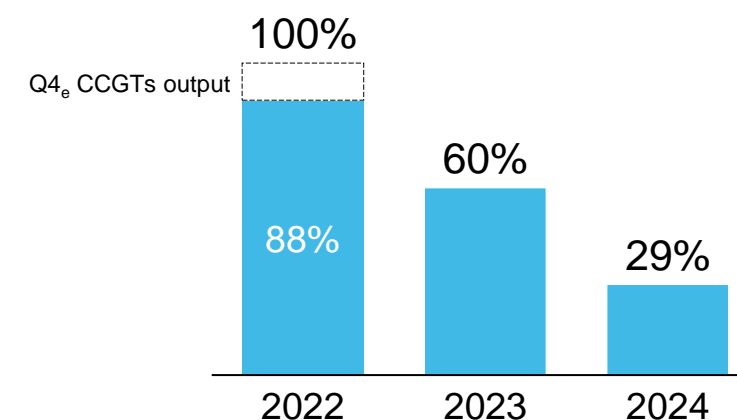
Total volumes <sup>(1)</sup> (TWh)



Total gas unitary margin <sup>(2)</sup> (€/MWh)



Volumes hedged <sup>(3)</sup> (%)



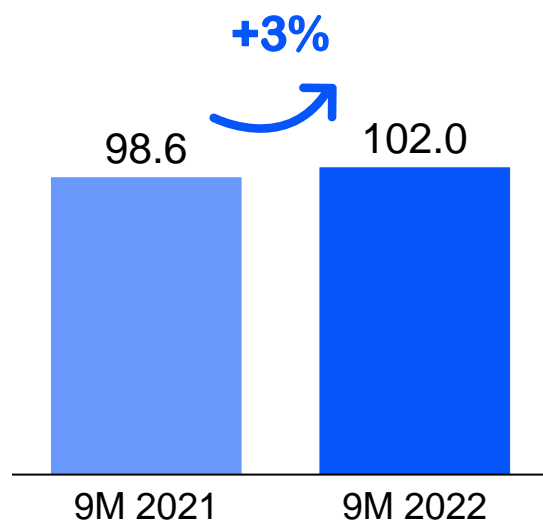
Customers (mn)	1.7	1.8	+6%
Liberalized (mn)	1.4	1.5	+7%

- (1) Rounded figures.  
 (2) Unitary margin including Wholesale, Retail and CCGTs references  
 (3) Volumes of hedged sourcing contracts

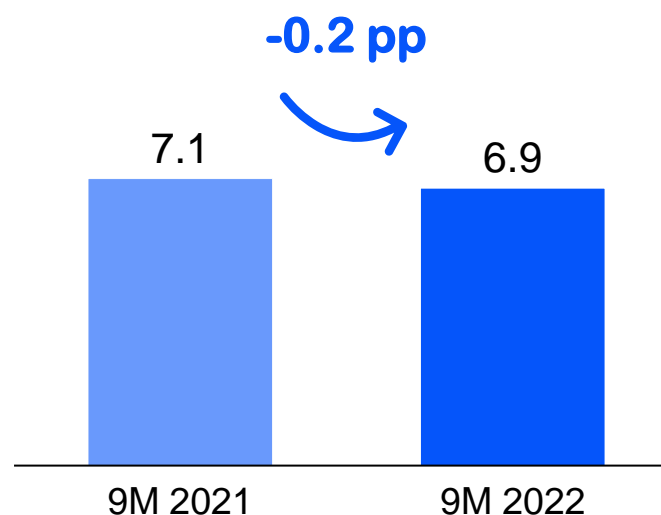
## Networks resilient operational parameters in extreme weather conditions



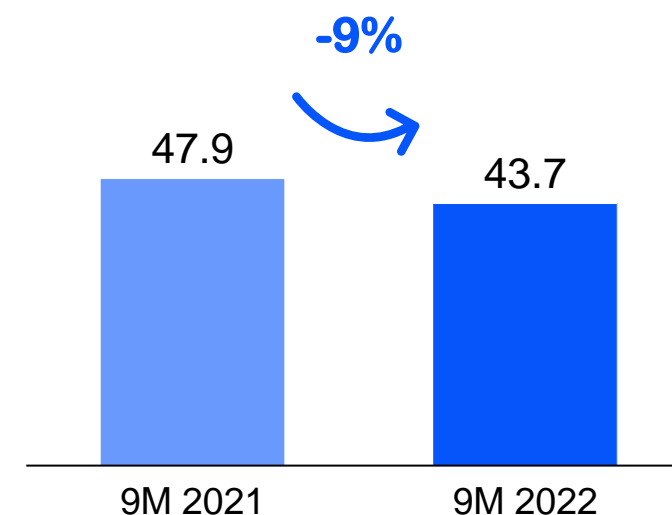
Distributed energy (TWh)



Losses (%)



TIEPI<sup>(1)</sup> (min.)



Energy to own customers<sup>(2)</sup> (TWh)

82.0

83.4

+2%

- (1) Tiempo de Interrupción Equivalente a la Potencia Instalada (Installed Capacity Equivalent Interruption Time). According to Spanish Regulator. Own + Programmed and Transport minutes of interruption
- (2) At busbars (REE criteria). Country level. Not adjusted

# 9M 2022

*Financial results*

**Luca Passa**

*CFO*

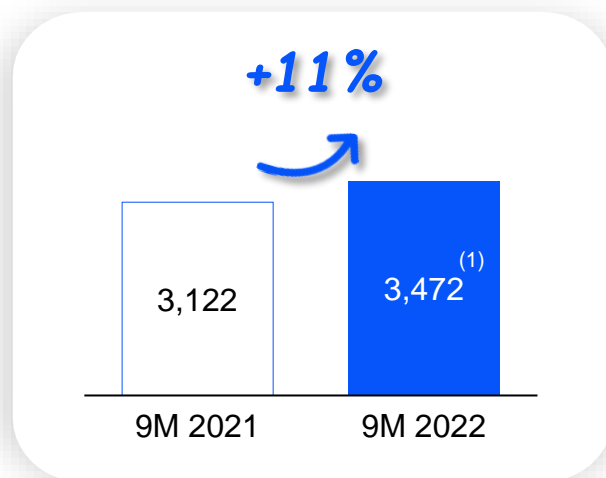


# Key financial highlights

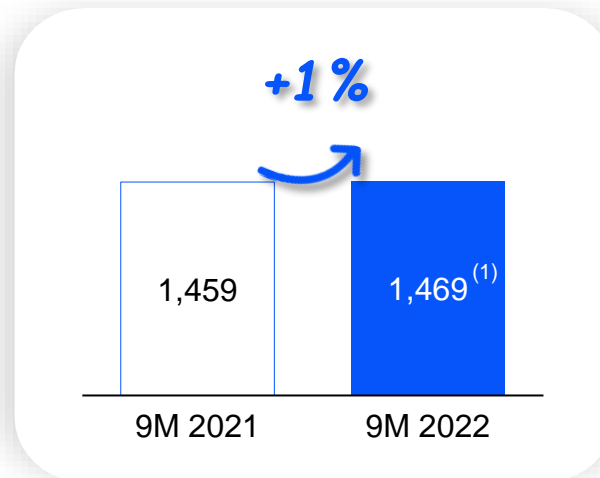
€mn



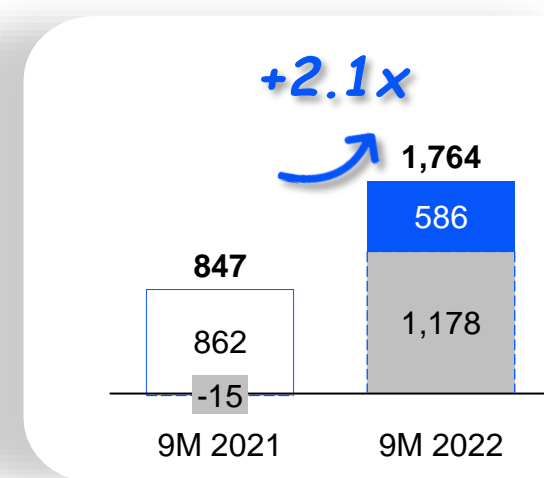
## EBITDA Ifl



## Net Ordinary Income



## Adjusted FFO<sup>(2)</sup>



Regulatory working capital variation

Reported  
EBITDA

3,122

3,710

+19%

Reported Net  
Income

1,459

1,651

+13%

Reported FFO

862

586

-32%

(1) Excluding 238 €mn effect of Endesa X Way transaction. -182 €mn at net income level

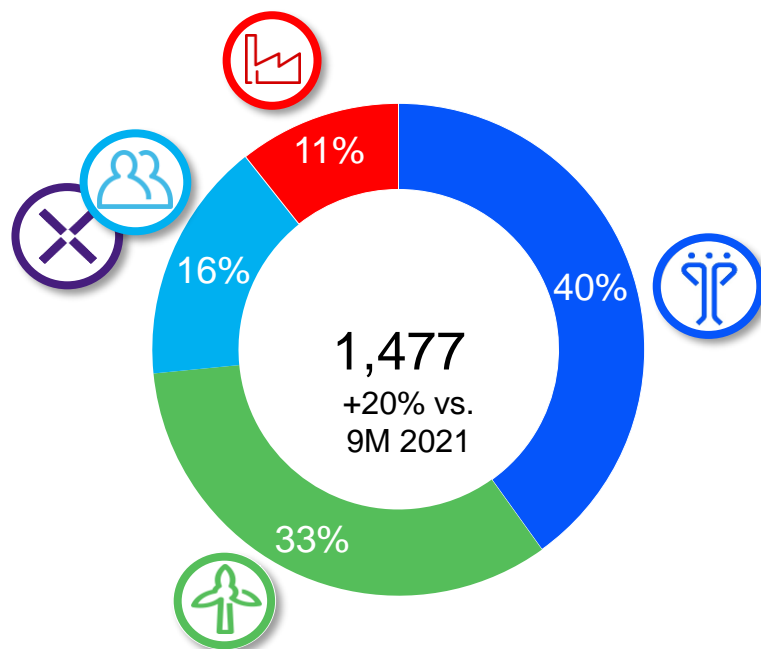
(2) Adjusted by the variation of Regulatory working capital in the period

# EBITDA like for like increase by 11%

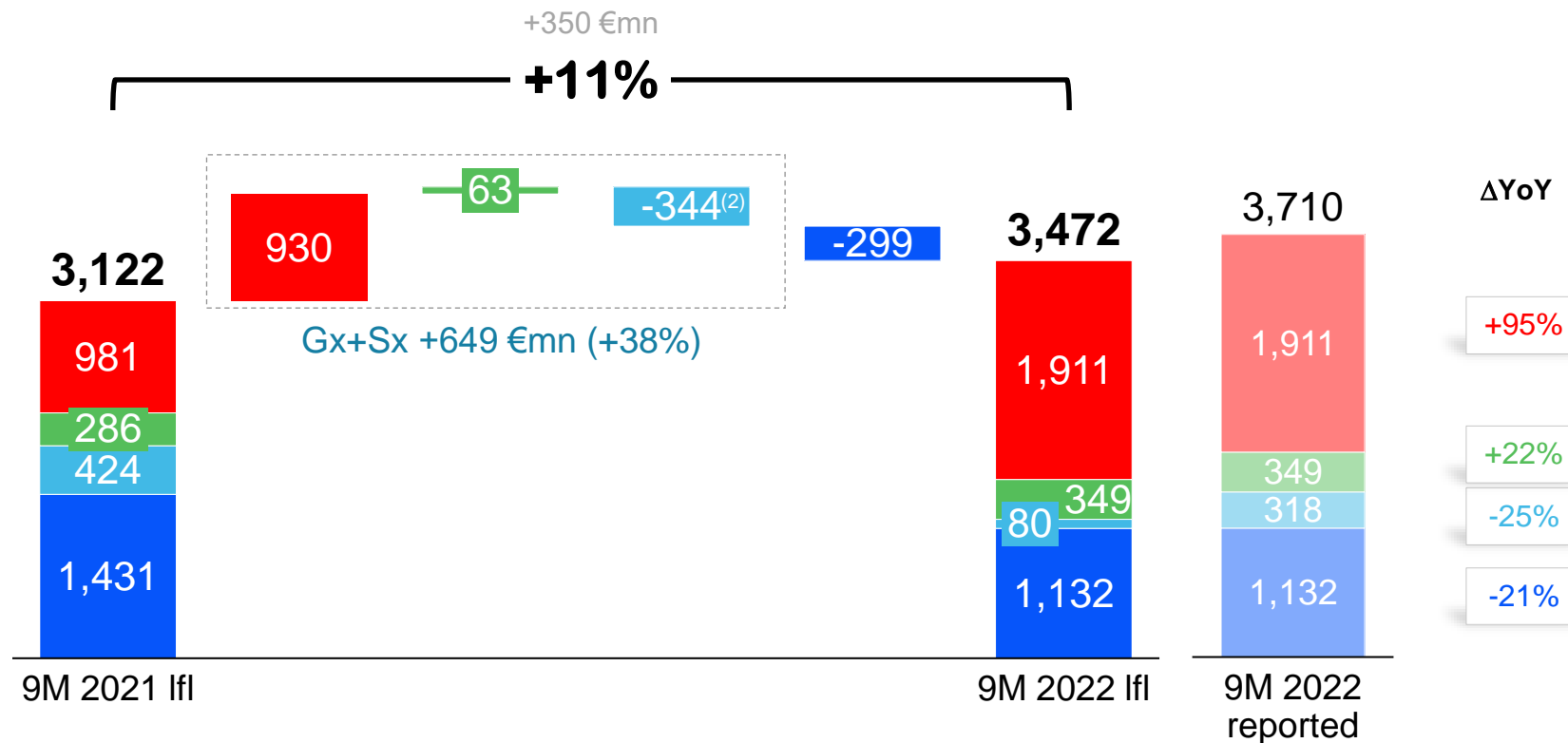
€mn



## Gross capex by business



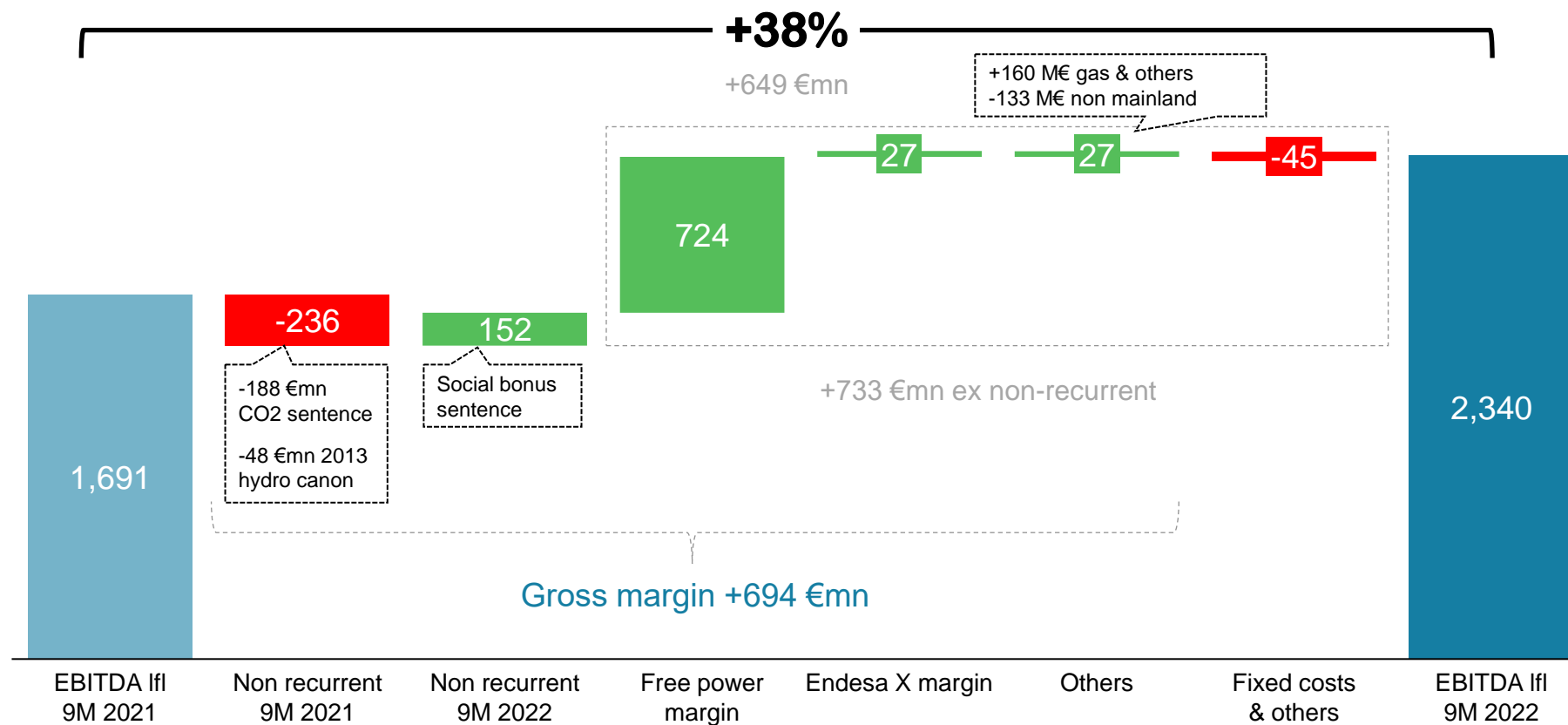
## EBITDA by business<sup>(1)</sup>



■ Conventional Generation & Others<sup>(3)</sup>
■ Renewables
 ■ Customers (Retail+Endesa X)
 ■ Networks

(1) Rounded figures  
 (2) Excluding 238 €mn effect of Endesa X Way transaction  
 (3) Includes Thermal Gx, Nuclear, Non mainland, Gas Wholesale and Others

# Generation+Supply<sup>(1)</sup> EBITDA: Liberalized business portfolio strategy successfully overcomes market headwinds

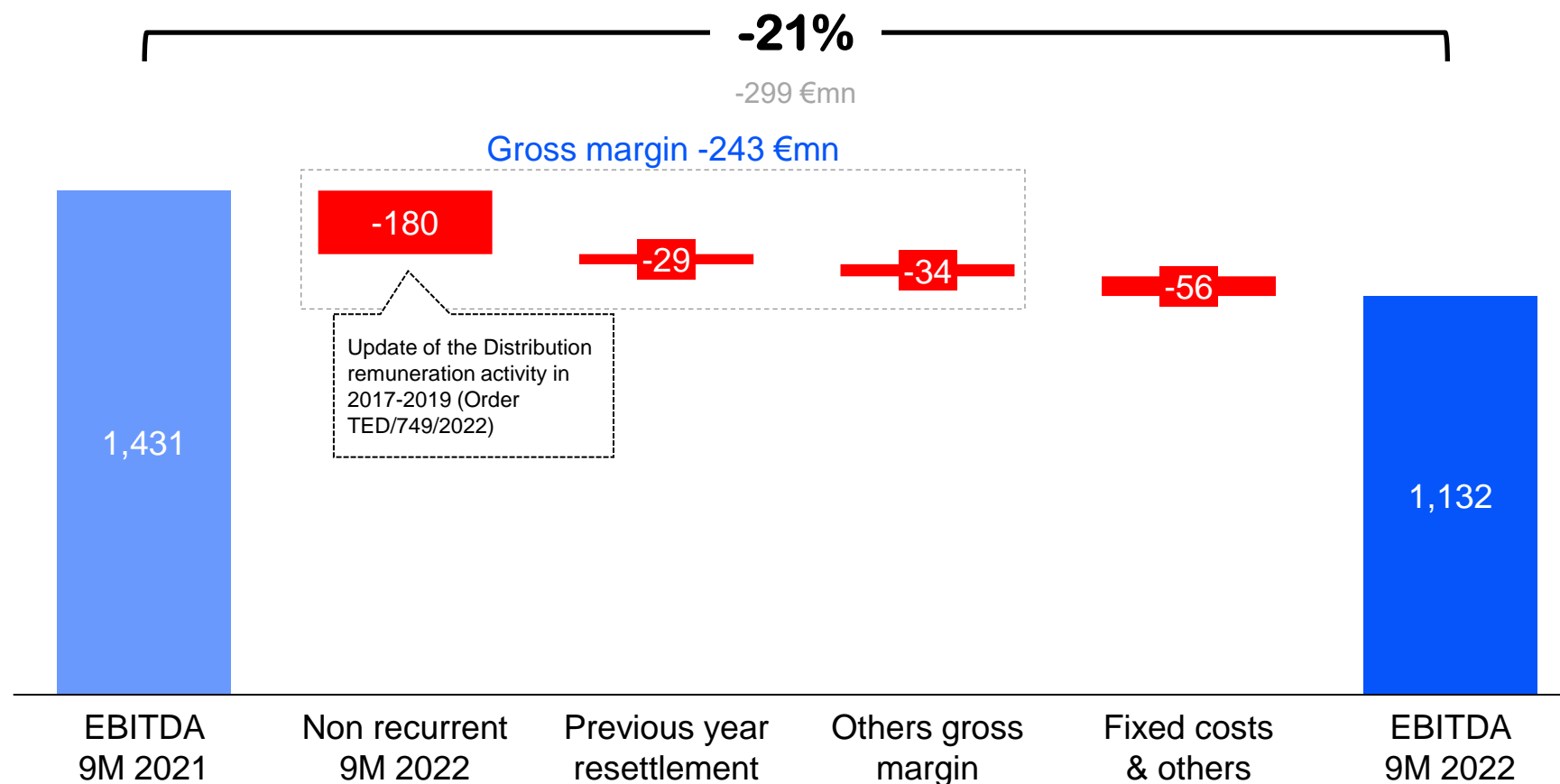




## Networks EBITDA: results affected by regulatory remuneration update and fixed costs increase

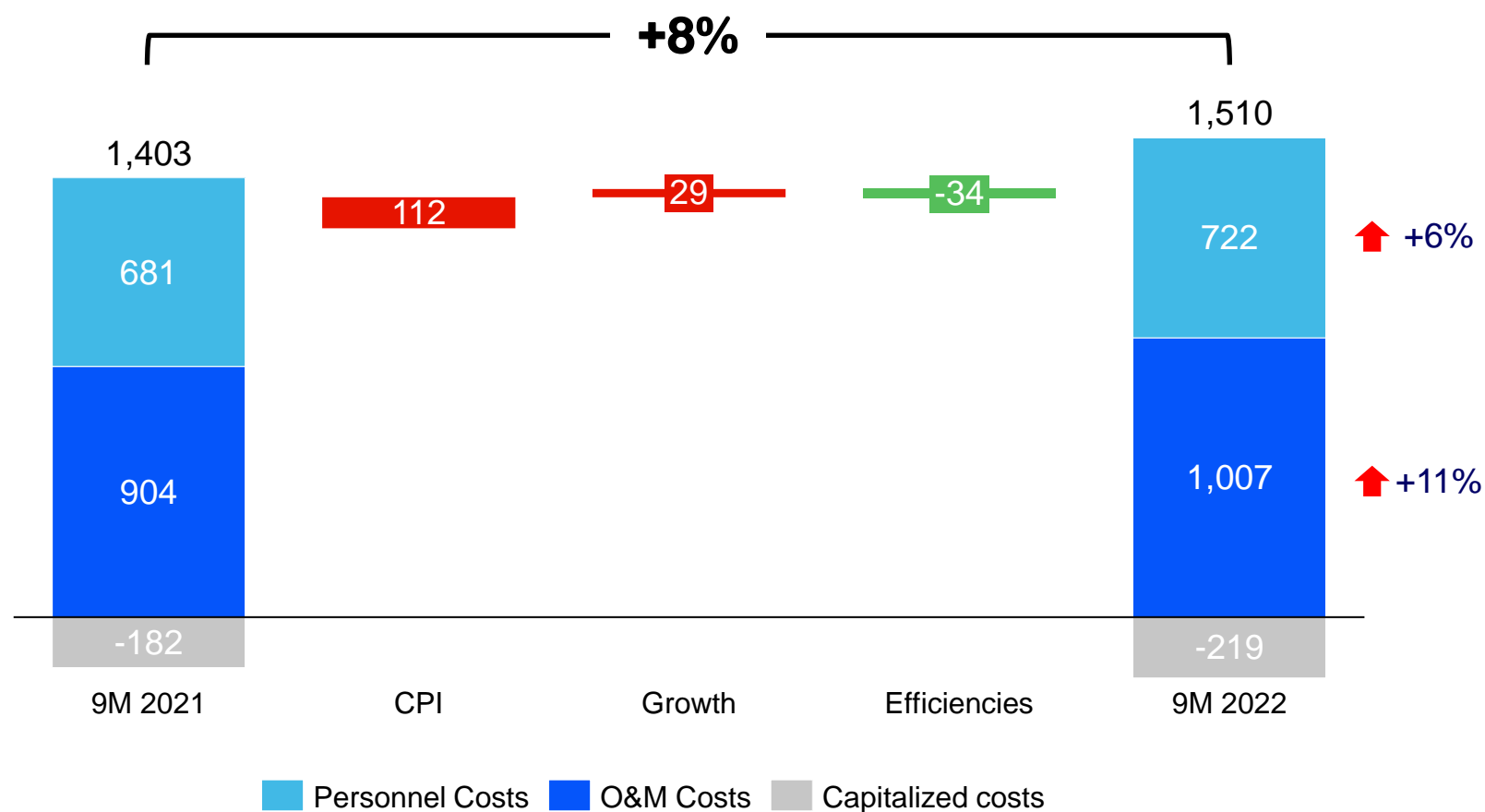


€mn



# Fixed costs evolution

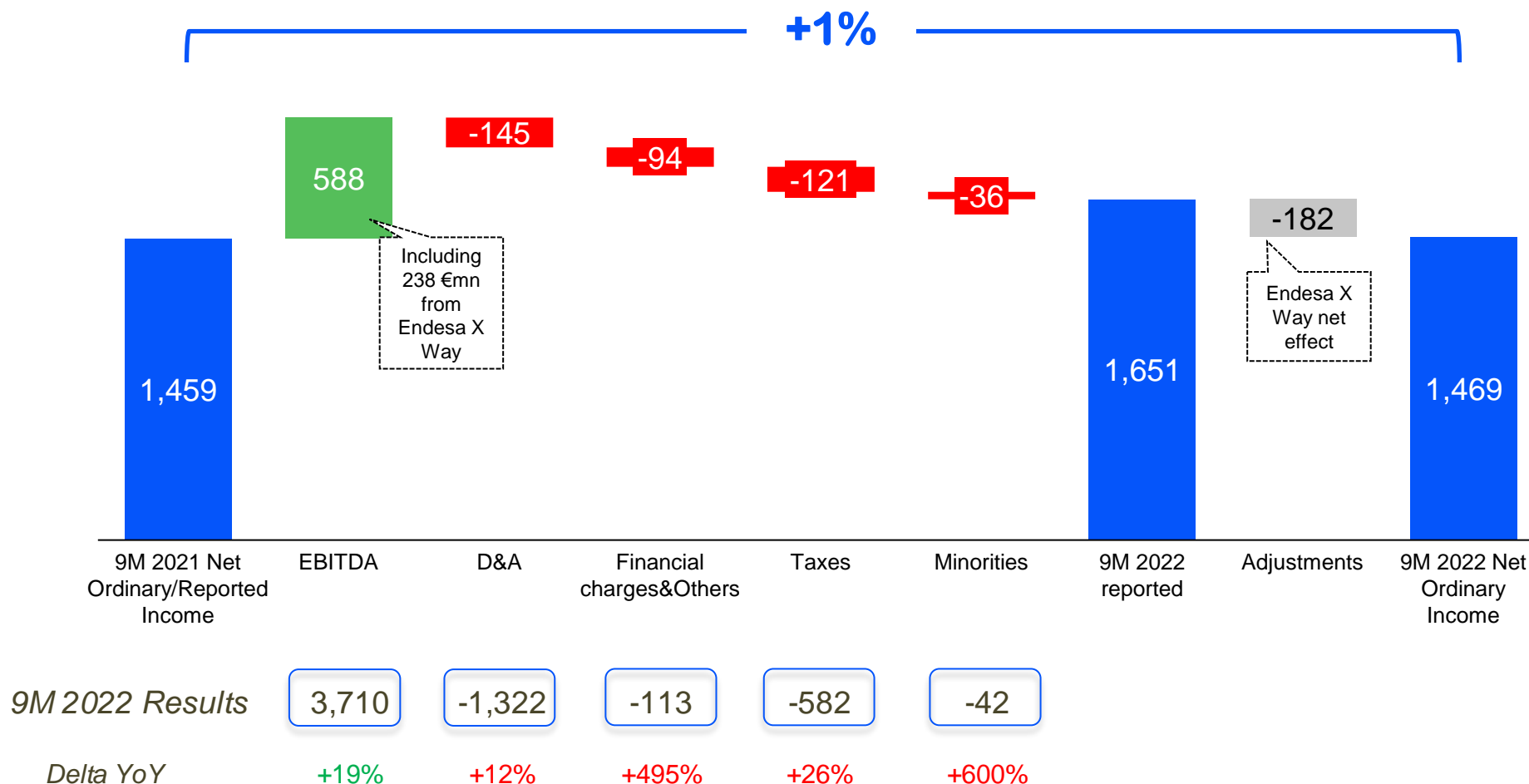
€mn



Fixed costs increase affected by the **inflationary context** and growth, partially offset by **efficiencies**

# Net Ordinary Income evolution

€mn

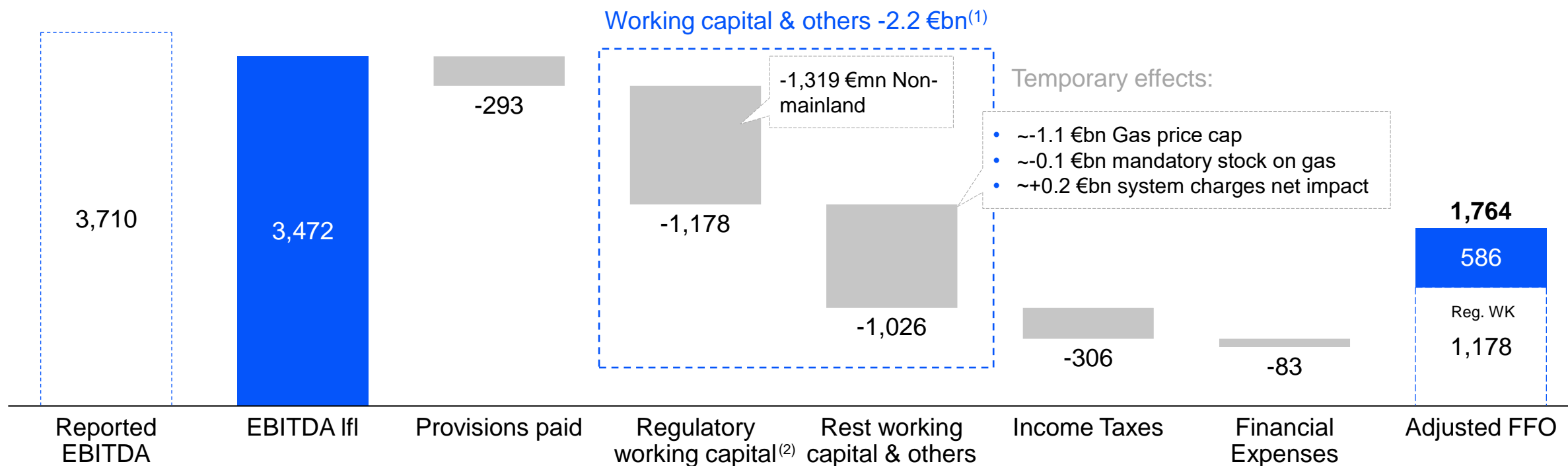


- D&A +12% mainly from investment effort and partially bad debt provision
  - Ratio Bad debt/Revenues 0.4%, below historical trend
  - Overdue debt (>180d) decreases by 20%
- Financial results impacted by net late payment interests (-65 €mn)
- Effective tax rate 25.6% (vs. 23.9% in 9M2021)

# Progressive FFO recovery despite current commodities scenario and regulatory working capital increase



€mn



9M 2021

3,122

3,122

-245

15

-1,744

-215

-71

862

+11%

+20%

-79 x

-41%

+42%

+17%

+105%

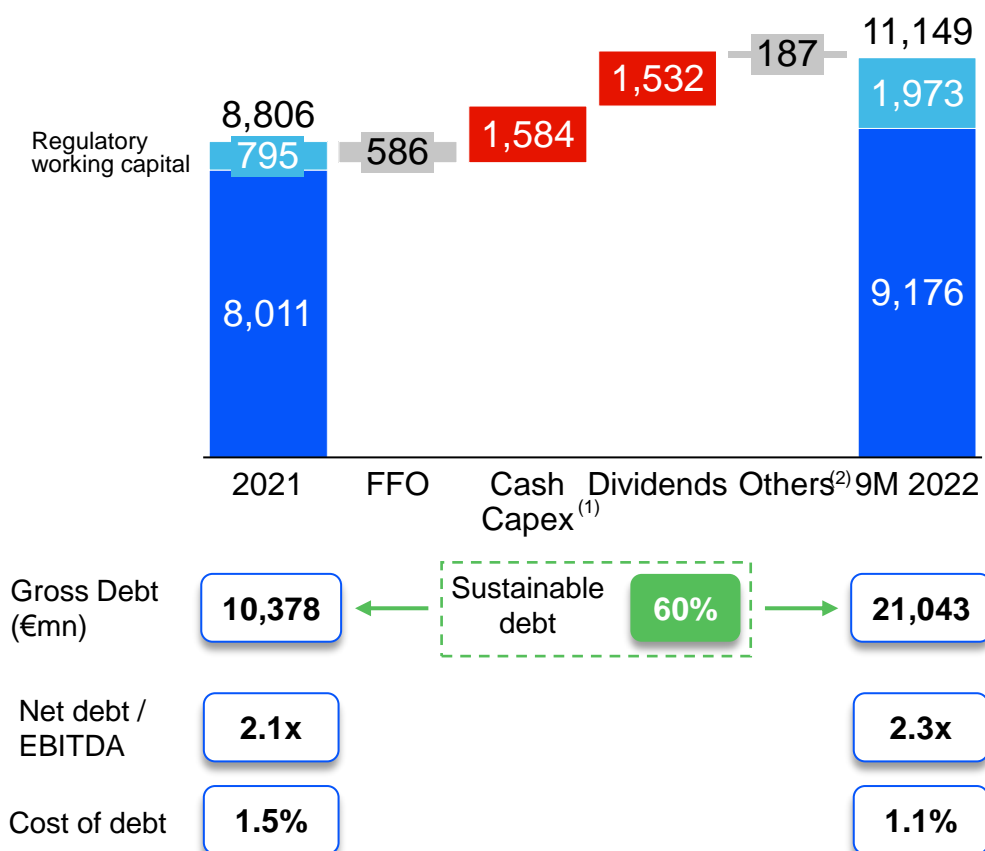
(1) Balance variation 9M vs. FY

(2) CNMC settlements balance

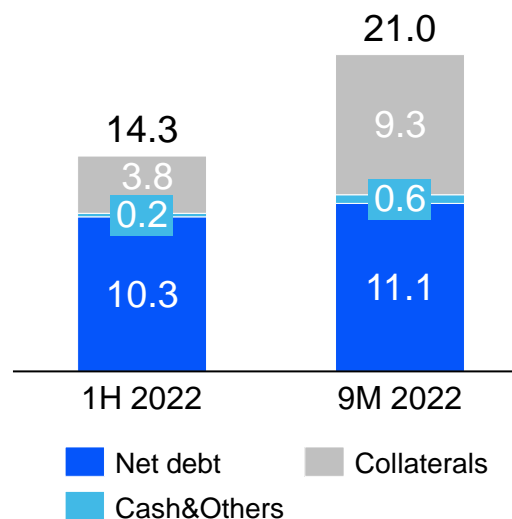
# Debt evolution



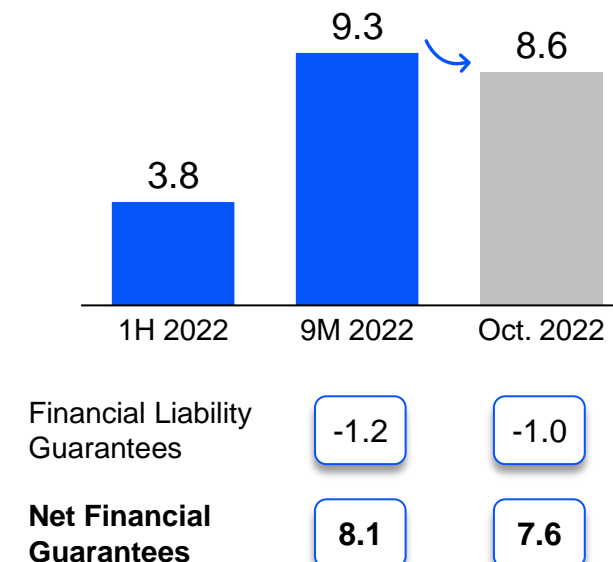
## Net debt evolution (€mn)



## Focus on 3Q gross debt (€bn)



## Cash collateral evolution (€bn)<sup>(3)</sup>



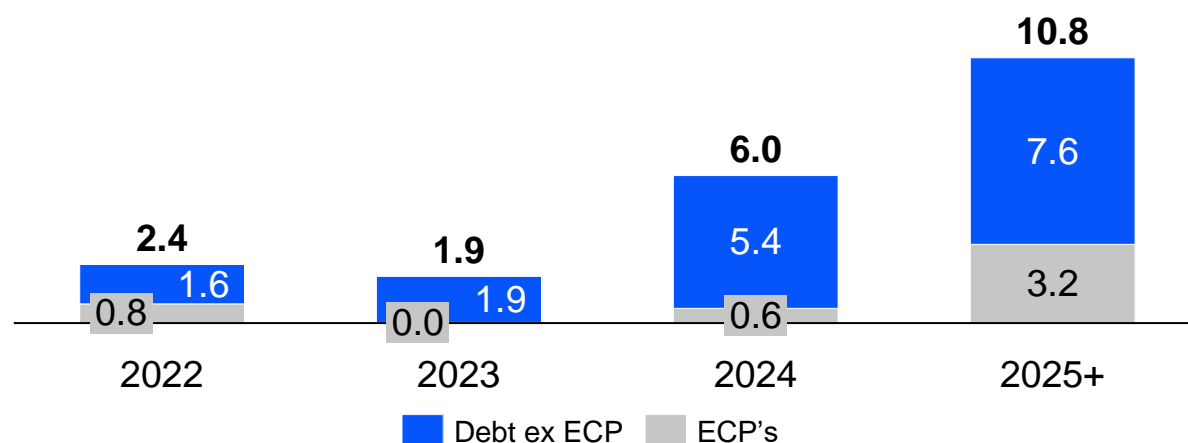
(1) Cash based Capex: Net change of tangible and intangible assets (1,438 €mn) + Net change of other investments (146 €mn)  
 (2) Mainly rights of use, changes in perimeter and others  
 (3) Accounted as Financial Guarantees

# Financial debt maturity calendar and liquidity position

€bn



Gross balance of maturities as of Sept. 2022 <sup>(1)</sup>



As of 30<sup>th</sup> September 2022:

- Liquidity 4.4 €bn
- Average life of debt: 3.1 years
- Credit lines for 5.8 €bn (66% undrawn)
- 62% of Gross Debt at fixed rate <sup>(2)</sup>

## Actively managing the context

- 3 €bn credit line with Enel Financial International N.V. (EGM approval Nov. 17th)
- 1.3 €bn loans maturities extended until July 2024 with relationship banks
- 250 €mn new Sustainability linked EIB loan for 15 years
- Actively managing European energy markets volatility, with other financial actions under way

(1) Rounded figures. ECP maturities are shown in 2024/25 as corresponding back up credit lines.

(2) Fixed debt ratio calculated net of energy markets cash collaterals.

## Closing Remarks



**Leveraging  
on integrated  
business  
model in an  
extremely  
volatile  
energy  
scenario**

**Remarkable  
increase in  
liberalized  
customer  
base**

**Extraordinary  
General  
Shareholders'  
meeting  
called on  
November  
17<sup>th</sup>**

**Net ordinary  
income target  
confirmed**

23<sup>rd</sup> November 2022: Presentation of the 2023-2025 Strategic Plan



# 9M 2022

Annexes



# Endesa: 9M 2022 P&L

€mn



	Conventional Gx	Renewables	Retail	Endesa X	Dx	Structure	Adjustments	TOTAL
Income	12,971	614	22,181	230	1,659	337	-13,372	<b>24,620</b>
Procurements and services	-7,670	-61	-23,207	-113	-104	171	12,985	<b>-17,999</b>
Income and expenses from energy derivatives	-2,999	-32	1,389	0	0	0	0	<b>-1,642</b>
<b>Gross margin</b>	<b>2,302</b>	<b>521</b>	<b>363</b>	<b>117</b>	<b>1,555</b>	<b>508</b>	<b>(387)</b>	<b>4,979</b>
Fixed operating costs and other results	-568	-172	-334	172	-423	-331	387	<b>-1,269</b>
<b>EBITDA</b>	<b>1,734</b>	<b>349</b>	<b>29</b>	<b>289</b>	<b>1,132</b>	<b>177</b>	<b>-</b>	<b>3,710</b>
D&A	-386	-183	-166	-40	-508	-39	0	<b>-1,322</b>
<b>EBIT</b>	<b>1,348</b>	<b>166</b>	<b>(137)</b>	<b>249</b>	<b>624</b>	<b>138</b>	<b>-</b>	<b>2,388</b>
Net financial results								<b>-131</b>
Net results from equity method								<b>18</b>
<b>PROFIT BEFORE TAX</b>								<b>2,275</b>
Income Tax Expense								<b>-582</b>
Non-Controlling Interests								<b>-42</b>
<b>NET ATTRIBUTABLE INCOME</b>								<b>1,651</b>
<b>NET ORDINARY INCOME</b>								<b>1,469</b>

# Endesa: 9M 2021 P&L

€mn



	Conventional Gx	Renewables	Retail	Endesa X	Dx	Structure	Adjustments	TOTAL
Income	4,460	537	9,765	186	1,930	397	-3,009	14,266
Procurements and services	-3,036	-102	-9,389	-96	-132	-37	2,545	-10,247
Income and expenses from energy derivatives	106	0	403	0	0	0	0	509
<b>Gross margin</b>	<b>1,530</b>	<b>435</b>	<b>779</b>	<b>90</b>	<b>1,798</b>	<b>360</b>	<b>(464)</b>	<b>4,528</b>
Fixed operating costs and other results	-538	-149	-387	-58	-367	-371	464	-1,406
<b>EBITDA</b>	<b>992</b>	<b>286</b>	<b>392</b>	<b>32</b>	<b>1,431</b>	<b>(11)</b>	<b>-</b>	<b>3,122</b>
D&A	-335	-158	-133	-32	-471	-48	0	-1,177
<b>EBIT</b>	<b>657</b>	<b>128</b>	<b>259</b>	<b>-</b>	<b>960</b>	<b>(59)</b>	<b>-</b>	<b>1,945</b>
Net financial results								-32
Net results from equity method								13
<b>PROFIT BEFORE TAX</b>								<b>1,926</b>
Income Tax Expense								-461
Non-Controlling Interests								-6
<b>NET ATTRIBUTABLE INCOME</b>								<b>1,459</b>
<b>NET ORDINARY INCOME</b>								<b>1,459</b>

# Installed capacity and output



Total net installed capacity (MW)				Total gross output <sup>(1)</sup> (GWh)			
	9M 2022	2021	Var. (%)	9M 2022	9M 2021	Var. (%)	
Mainland	17,033	16,877	+1%	40,024	34,494	+16%	
Renewables <sup>(2)</sup>	8,545	8,389	+2%	8,925	9,523	-6%	
Hydro	4,746	4,746	-0%	3,409	4,864	-30%	
Wind	2,602	2,546	+2%	3,990	3,853	+4%	
Solar	1,197	1,097	+9%	1,525	805	+89%	
Others	0	0	0%	1	1	0%	
Nuclear	3,328	3,328	0%	20,424	19,895	+3%	
Coal	1,403	1,403	0%	682	415	+64%	
CCGTs	3,757	3,757	0%	9,993	4,662	+114%	
Non mainland territories	4,263	4,263	-0%	9,300	8,086	+15%	
Coal	241	241	0%	86	47	+83%	
Fuel - Gas	2,334	2,334	0%	3,339	2,965	+13%	
CCGTs	1,688	1,688	0%	5,875	5,074	+16%	
<b>Total</b>	<b>21,296</b>	<b>21,140</b>	<b>+1%</b>	<b>49,324</b>	<b>42,581</b>	<b>+16%</b>	

(1) Output at power plant bus bars (Gross output minus self-consumption). Rounded figures

(2) Includes 142 GWh in non-mainland in 9M 2022 (93 MW) vs 122 GWh in 9M 2021 (77 MW in FY2021)

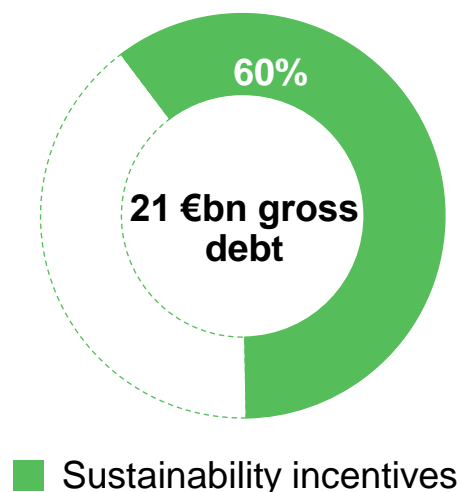
# Sustainable finance



## 9M 2022 Sustainability-linked instruments (€bn)<sup>(1)</sup>

	Amount (€bn)	KPIs	Pricing adj.
Loans	2.3	7 AFFORDABLE AND CLEAN ENERGY 13 CLIMATE ACTION	✓
RCFs <sup>(2)</sup>	1.0	7 AFFORDABLE AND CLEAN ENERGY 13 CLIMATE ACTION	✓
ECPs <sup>(3)</sup>	5.0	7 AFFORDABLE AND CLEAN ENERGY 13 CLIMATE ACTION	
Guarantees	0.4	7 AFFORDABLE AND CLEAN ENERGY 13 CLIMATE ACTION	✓
Other	4.1	7 AFFORDABLE AND CLEAN ENERGY 13 CLIMATE ACTION	✓
<b>Total</b>	<b>12.8</b>		

## Sustainable Finance



Target: ~80% in 2024

- Maintaining sustainable debt levels in 2022, on track to reach the 2024 target.

(1) Operations closed during 9M 2022. Nominal values, inclusive of extensions/renewals and undrawn notional

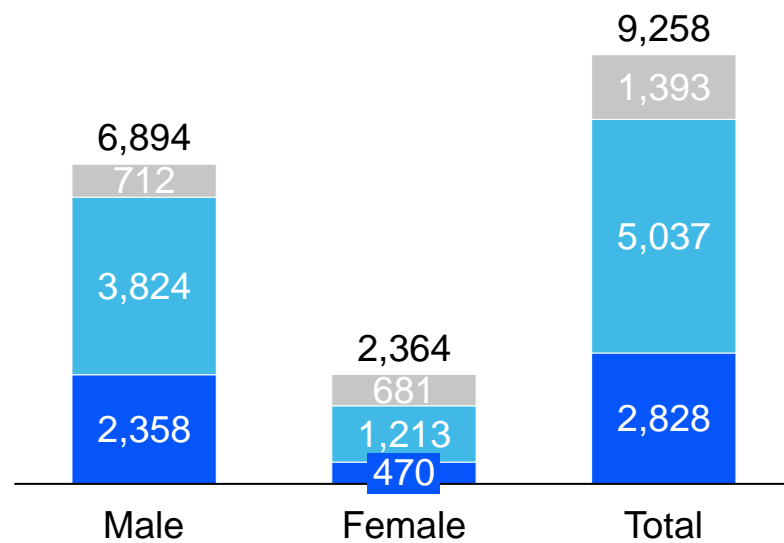
(2) RCF: "Revolving Credit Facility"

(3) ECP: "Euro Commercial Paper"

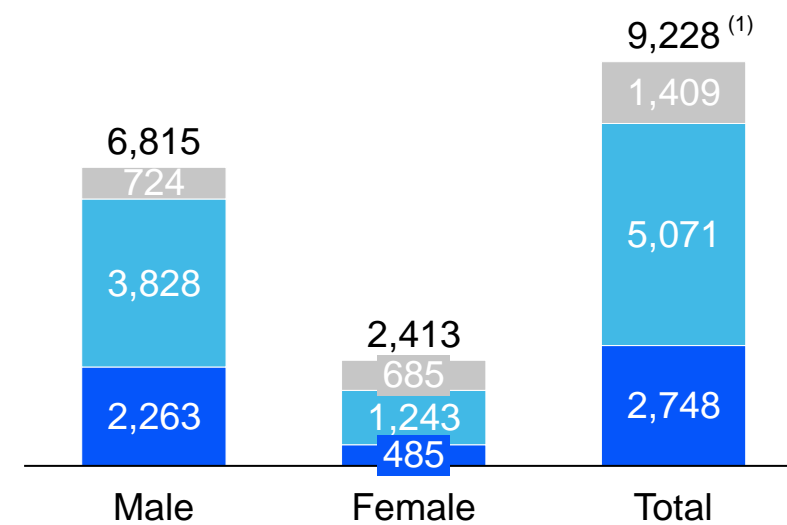
## Final headcount



2021



9M 2022



Distribution

Generation & Supply

Structure & others

# Glossary of terms (I/II)



Item	Calculation	Reference note of Consolidated Management Report
Average cost of debt (%)	Cost of gross financial debt / gross average financial debt: $(129 \text{ €mn} \times (360/270) + 4 \text{ €mn}) / 15,522 \text{ €mn} = 1.1\%$	7.2
Average life of debt (number of years)	$(\text{Principal} \times \text{number of days of term}) / (\text{Principal in force at the end of the period} \times \text{number of days of the period})$ : $64,615 / 21,127 = 3.1 \text{ years}$	7.2
Cash flow from operations (€mn)	Net cash provided by operating activities (586 €mn)	7.2
Free cash flow (€mn)	Cash flow from operations (586 €mn) - Net change of tangible and intangible assets (1,498 €mn) + Subsidies and other deferred incomes (60 €mn) - Net change of other investments (8,570 €mn) + Net change of financial asset guarantees (8,424 €mn) = -998 €mn	n/a
Debt maturities coverage (months)	Maturity period (months) for vegetative debt that could be covered with the liquidity available: 0 months	7.2
EBITDA (€mn)	Revenues (24,620 €mn) – Purchases and Services (17,999 €mn) + Income and expenses from energy derivatives (-1,642 €mn) + Work performed by the entity and capitalized (219 €mn) – Personnel expenses (722 €mn) – Other fixed operating expenses (1,007 €mn) + Results on disposal of assets (241 €mn) = 3,710 €mn	6.2
EBIT (€mn)	EBITDA (3,710 €mn) - Depreciation and amortization (1,322 €mn) = 2,388 €mn	6.2
Fixed costs (Opex) (€mn)	Personnel expenses (722 €mn) + Other fixed operating expenses (1,007 €mn) - Work performed by the entity and capitalized (219 €mn) = 1,510 €mn	6.2
Gross margin (€mn)	Revenues (24,620 €mn) – Purchases and Services (17,999 €mn) + Income and expenses from energy derivatives (-1,642 €mn) = 4,979 €mn	6.2
Leverage (times)	Net financial debt (11,149 €mn) / EBITDA (1,156 €mn from 4Q 2021 + 3,710 €mn from 9M 2022) = 2.3x	n/a



## Glossary of terms (II/II)



Item	Calculation	Reference note of Consolidated Management Report
Gross Capex (€mn)	Gross tangible (1,157 €mn) and intangible (343 €mn) Capex - rights of use (20 €mn) + Others (-3 €mn) = 1,477 €mn	n/a
Net financial debt (€mn)	Long and short term financial debt (12,950 €mn + 8,093 €mn) - Cash and cash equivalents (563 €mn) - Derivatives recognized as financial assets (31 €mn) - Financial guarantees (9,300 €mn) = 11,149 €mn	7.2
Net financial results (€mn)	Financial Revenues (212 €mn) - Financial Expenses (211 €mn) - Net results from Derivative Financial Instruments (88 €mn) - Foreign Exchanges (44 €mn) = -131 €mn	6.2
Income (€mn)	Sales and Services (24,388 €mn) + Other operating revenues (232 €mn) = 24,620 €mn	6.2
Net ordinary income 9M 2022 (€mn)	Reported Net Income (1,651 €mn) - Gains/(losses) on disposals of non-financial assets of over 10 €mn (182 €mn) - Net Impairment losses on non-financial assets of over 10 €mn (0 €mn) = 1,469 €mn	6.2
Net ordinary income 9M 2021 (€mn)	Reported Net Income (1,459 €mn) - Gains/(losses) on disposals of non-financial assets of over 10 €mn (0 €mn) - Net Impairment losses on non-financial assets of over 10 €mn (0 €mn) = 1,459 €mn	6.2
Liberalized power margin (€mn)	Contribution margin conv. Gx (2,423 €mn) + Margin Renewables (521 €mn) + Margin Retail (363 €mn) - Margin SENP (317 €mn) - Margin SCVP (39 €mn) - Margin gas (276 €mn) - Margin Endesa X (117 €mn) - Others (377 €mn) = 2,181 €mn	n/a
Unitary liberalized power margin (€/MWh)	Liberalized power margin / Electric sales in the liberalized market in Spain and Portugal: 2,181 €mn / 57.3 TWh = €38.0/MWh	n/a

## 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 changes in generation and market share; expected changes in demand for gas and gas sourcing; management strategy and goals; estimated cost reductions; tariffs and pricing structure; estimated capital expenditures; estimated asset disposals; estimated changes in capacity and capacity mix; repowering of capacity and macroeconomic conditions. The main assumptions on which these expectations and targets are related to the regulatory framework, exchange rates, commodities, counterparties, divestments, increases in production and installed capacity in markets where ENDESA operates, increases in demand in these markets, allocation 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, ENDESA avails itself 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 financial and operating results and statistics to differ materially from those expressed in our forward-looking statements:

Economic and industry conditions; factors related to liquidity and financing; operating factors; strategic and regulatory, legal, fiscal, environmental, political and governmental factors; reputational factors and transaction and commercial factors.

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 regulated information 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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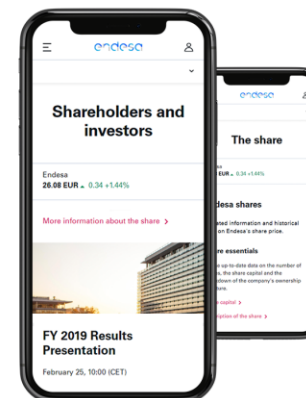


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