

# MONTHLY BULLETIN FOR ANALYSTS OCTOBER Num 131



Investor Relations ir@endesa.es +34 91 213 1503

# **PROVISIONAL OPERATING DATA - OCTOBER**

# **SPAIN & PORTUGAL & OTHERS:**

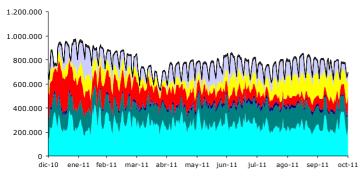
**Generation Output (GWh)** 

GWh b.c.	Ac. Oct 11	Ac. Oct 10	% Change
Mainland	50,956	43,691	16.6%
Hydro	5,532	7,983	-30.7%
Coal	19,398	9,522	103.7%
Oil gas	0	55	-100.0%
CCGT	5,036	3,312	52.1%
Nuclear	20,990	22,819	-8.0%
Non-mainland	11,819	11,893	-0.6%
Portugal	651	499	30.5%
CHP/Renewables (1)	0	558	-100.0%
Others (2)	681	780	-12.7%
TOTAL	64,107	57,421	11.6%

<sup>(1)</sup> March 2010: Assets sale

# Daily energy by technologies: Year 2011

Source: OMEL



# **SPAIN & PORTUGAL & OTHERS:**

**Electricity Sales** 

GWh	Ac. Oct 11	Ac. Oct 10	% Change
LRS	24,190	30,224	-20.0%
Deregulated Market	64,375	59,096	8.9%
Other	773	784	-1.4%
TOTAL	89,338	90,104	-0.9%

# **Prices in Daily Market:**

(€/MWh)	Oct 11	% Change Oct 10 (1)	Year 2011 (2)	% Change Year 2011 (2)
Average price in daily market	57.45	34.63%	55.38	32.08%

 $(\overline{1})$  Day-ahead pool price (without Gslp and without ancillary services)

(2) Total pool price (CMCP+Gslp)

# **Prices in Daily Market**

(€/MWh)



## LATIN AMERICA: Output (GWh): Endesa's subsidiaries data

Acc. Oct	Arge	entina	Ві	razil	Ch	ile	Colo	mbia	P	eru	TC	TAL
2011	2011	%change/ 10	2011	%change/ 10	2011	%change/ 10	2011	%change/ 10	2011	%change/ 10	2011	%change/10
Hydro	1,915	-25.7%	2,427	-13.4%	9,175	-7.8%	9,367	11.5%	3,842	4.3%	26,726	-2.5%
Coal	0	0.0%	0	0.0%	1,485	51.8%	226	-68.5%	0	0.0%	1,711	0.9%
Oil Gas	2,721	19.8%	0	0.0%	284	18.8%	175	-15.9%	1,548	17.1%	4,728	17.0%
CCGT	8,790	5.7%	577	-55.7%	5,492	-2.3%	0	0.0%	2,811	11.3%	17,670	-0.5%
Renewable	0	0.0%	0	0.0%	142	-8.4%	0	0.0%	0	0.0%	142	-8.4%
TOTAL	13,426	2.0%	3.,04	-26.8%	16,578	-2.1%	9,768	4.7%	8,201	8.9%	50,977	-0.2%

**LATIN AMERICA:** Distribution Sales (\*): Endesa's subsidiaries data

GWh	Ac. Oct 11	Ac. Oct 10	% Change
Argentina	14,383	13,909	3.4%
Brazil	15,863	15,466	2.6%
Chile	11,310	10,834	4.4%
Colombia	10,706	10,389	3.1%
Peru	5,444	5,071	7.4%
TOTAL	57,706	55,669	<b>3.7</b> %

(\*)Unbilled energy and tolls included

<sup>(2)</sup> Includes Tahaddart 32% (Morocco), Endesa Ireland and Endesa Hellas (Greece) until June 2010.



# **MONTHLY BULLETIN FOR ANALYSTS OCTOBER Num 131**



**Investor Relations** +34 91 213 1503

# **FINANCIAL DATA:**

Income Statement & Balance Sheet

Income Statement & Balance Sheet				
€ Million	9M11 (**)	9M10	Change	
Net Revenues	23,050	21,912	+5.2%	
EBITDA	5,449	5,810	-6.2%	
EBIT	3,843	4,196	-8.4%	
Income before taxes	3,492	4,454	-21.6%	
Ongoing activities profit after taxes	2,618	3,427	-23.6%	
Interrupted activities profit	-	-	-	
Profit for the period	2,618	3,427	-23.6%	
Net Income (parent company)	1,978	2,722	-27.3%	
Minority interest	640	705	-9.2%	
Cash Flow operating activities	3,005	2,590	16.0%	
Total Assets	58,514	62,588(*)	-6.5%	
Assets held for sale	503	533 (*)	-5.6%	
Shareholder's Equity	23,912	23,164 (*)	+3.2%	
Liabilities held for sale	97	212 (*)	-54.2%	
Financial Net Debt	13,149	15,336 (*)	-14.3%	

\*)As of December 31st 2011
\*\*) Not audited

#### **Dividends**

€/share	20	09	20	10
	Amount	Date	Amount	Date
Interim	0.500	1-4-10	0.500	1-3-11
Final	0.528	7-1-10	0.517	7-1-11
TOTAL DPS	1.028		1.017	
Pay-out	31.	7%	26.	1%

#### **Valuation Data**

	09/30/11 (1)	09/30/10 (2)	Change
Share Price (€)	17.26	19.91	-13.31%
PER	8.85	7.21	22.70%
EV/EBITDA	5.22	6.23	-16.19%
Dividend Yield (3)	5.27%	4.29%	-0.98p.p.

1, EPS and EBITDA based on market consensus of leading analysts for the year 2011,

Financial debt, Minority interests, DPS and BVPS as of 2011, 2, EPS, and EBITDA based on market consensus of leading analysts for the year 2010,

3, Total Dividend Yield, 2011 and 2010.

# Stock performance of Endesa, Ibex-35 and DJ Euro Stoxx **Utilities: Year 2011 (October)**



### **Financial Debt**

€ Million	9M11	2010	Change
Financial Net Debt:	13,149	15,336	-14.3%
- Spain & Portugal	8,729	10,684	-18.3%
- Latin America	4,420	4,652	-5.0%
Financial Leverage	55.0	66.2	n.a.

#### **Key Figures**

	9M11	9M10	Change
EPS (Euro)	1.87	2.57	-27.3%
BVPS (Euro)	17.68 (1)	16.79 (2)	5.3%

- (1) September 30th, 2011
- (2) December 31st 2011

### **ENDESA's Rating**

	S&P	Moody's	Fitch
Rating	A- (2) (4) (8) (10)	A3 (3)	A- (1)(11)
Situation	Negative (8) (10)	Stable (7) (9)	Stable (5)(11)

- (1)  $\underline{\text{October }10^{\text{th}},2007}$ : Fitch downgraded Enel and Endesa after the closing of the tender offer by Enel and Acciona for the remaining 54% of the share capital of Endesa,
- (2) <u>December 14<sup>th</sup>, 2007</u>: S&P downgraded the rating one notch for Enel and Endesa, (3) <u>April 8<sup>th</sup>, 2009</u>: Moody 's confirms the Rating and sets a Negative Outlook for Enel
- (4) July 13<sup>th</sup>, 2009: S&P confirms the Rating and set the Outlook for Enel and Endesa in Stable.
- (5) July 30<sup>th</sup>, 2009: Fitch confirms the Rating and set the Outlook for Enel and Endesa in Stable.

- in Stable.

  (6) <u>December 10<sup>th</sup>, 2010</u>: S&P placed Endesa Rating on CreditWatch negative.

  (7) <u>December 16<sup>th</sup>, 2010</u>: Moody's placed Endesa Rating under review negative.

  (8) <u>April 5<sup>th</sup>, 2011</u>: S&P downgraded Endesa's Rating to BBB+ and sets the CreditWatch Estable.

  (9) <u>Mayo 11<sup>th</sup>, 2011</u>: Moody's confirms the Endesa Rating and sets Stable Outlook.

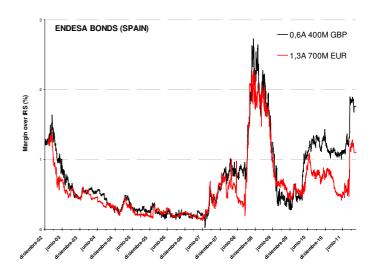
  (10) <u>September 22nd, 2011</u>: Standard & Poor's upgraded Endesa's long-term credit rating from "BBB+/Outlook Stable" to "A-/Outlook Negative"

  (11) <u>November 16<sup>th</sup>, 2011</u>: Fitch confirms the Rating A- and the Outlook Endesa in Stable

#### Main bond issues of Endesa

ENDECA CDAIN A / A2	Margin over IRS (b.p.)		
ENDESA SPAIN -A/ A3	12/31/10	<b>10/31</b> /11	
0.6 A 400M GBP 6,125% Maturity Jun 2012	128	176	
1.3 A 700 M€ 5,375% Maturity Feb 2013	80	110	

## **Margin over IRS**



Financial debt, Minority interests, DPS and BVPS as of 2010,



# MONTHLY BULLETIN FOR ANALYSTS OCTOBER Num 131



Investor Relations ir@endesa.es +34 91 213 1503

# **NEWS ON ENDESA IN OCTOBER:**

#### **PRESS RELEASES**

http://www.endesa.com/en/saladeprensa/Paginas/home.aspx

October 5<sup>th</sup>:More stars than ever in the 2011-2012 Endesa basketball League. The 18 teams in the ACB (Spanish Basketball Association) launch the start of the 2011-2012 Endesa League season with an exhibition match at Endesa's corporate headquarters. The competition has more stars than ever: 50 internationals, seven European champions and a number of much talked about returns. The official presentation of the Endesa League 2011-2012 was made at the Endesa corporate headquarters in Madrid, in an event that brought together the main representatives of Spanish basketball and the official sponsors of the competition, Orange, Bezoya and Kia. The new season of the Endesa League starts on Saturday 8 October and the regular season will run until mid May, followed by the playoffs until mid June.

October 10<sup>th</sup>: Three basketball giants, a child and Turégano (Segovia) star in the Endesa League's first commercial. Juan Carlos Navarro (FC Barcelona Regal), Felipe Reyes (Real Madrid) and Jorge Garbajosa (Unicaja) shoot the Endesa League TV commercial in the town in Segovia. The Endesa League launches major TV and print media advertising campaign after signing a sponsorship deal with the Spanish basketball league (ACB). Endesa's aim with the campaign is to transmit the idea that anything is possible at work and in sport by combining attitude and aptitude. The message is intended to reinforce the company's Blue Attitude concept of "making things happen". Juan Carlos Navarro, Felipe Reyes and Jorge Garbajosa, with the help of Marcus, an 11 year-old boy, and the entire town of Turégano (Segovia) tell us a story in 60 seconds to present the Endesa League. After announcing the most important agreement in European basketball, which resulted in the Endesa League, the electric utility has prepared a launch which lives up to the stature of the players.

October 24th: Endesa to invest euro 2.26 billion in Catalonia by **2014:** Endesa's Chairman, Borja Prado, and the President of the regional government of Catalonia, Artur Mas, announces an agreement at Endesa's offices in Catalonia to develop power infrastructures. The plans cover generation, distribution, supply and R&D and innovation activities among others, and are aimed at improving power supply and service quality in response to technological challenges such as remote management, electric vehicles and smart grids. Endesa's Chairman, Borja Prado, and the President of the regional government of Catalonia, Artur Mas, met at Endesa's offices in Catalonia to announce an action plan agreement through which the electric utility has earmarked around Euro 2.26 billion for investments in Catalonia between 2011 and 2014. The funds will be used to develop infrastructures to improve supply and the quality of service offered to the company's 4 million plus customers in Catalonia. The regional government, meanwhile, will help the necessary permits for developing the new installations to be obtained, and will also liaise with the regulatory bodies to ensure the company is remunerated for the planned investments within the regulatory framework affecting the power sector.

October 26th: Endesa opens sales offices in Portugal to strengthen its position as the number two player in the Portuguese market. By year end, Endesa will boast two personal-service points handling sales and customer services in Lisbon and Oporto.

Endesa continues to consolidate its position as the number two player in the Portuguese deregulated power segment, with over 58,900 customers and sales volumes of 6,000 GWh/year, which translate into market shares of 16.2% and 26.3%, respectively. Endesa's progress in the recently deregulated Portuguese domestic power market has prompted it to open its first personal-service points providing sales and customer services. The first two offices are scheduled to be opened before year end in Lisbon and Oporto; serving the public in a market in which Endesa continues to consolidate its position as the number two player. As a power supplier, Endesa, already serves over 58,900 customers, 16.2% of the market, ranking it the second largest operator based on data published by the Portuguese energy watchdog, ERSE (the Energy Services Regulatory Authority), dated August 2011. In terms of consumption, at 6,000 GWh/year, Endesa also ranks second, with a share of 26.3% of a market with an annual consumption of 22,902 GWh. By segment, Endesa's penetration of industrial customers (consumption of over 3,600 GWh/year) and heavy users (consumption of over 1,500 GWh) stands out, with market shares of 30.7% and 23.6%, respectively. Its market share in the small business segment is 19.8%. In terms of household consumption, which accounts for the bulk of the overall customer base, Endesa's market share is over 12%. At present, Endesa is competing in the Portuguese residential and small business power segment with a new offer focused on savings where new Endesa customers can avail of relevant discount with the company. Endesa is the largest power company in the Iberian Peninsula; its presence in Portugal dates back to 1993, when it commissioned the Pego coal-fired power station and began to operate as a local power generator

#### **SIGNIFICANT EVENTS**

http://www.endesa.com/en/accionistas/inforegofic/Paginas/hechosrelev comcnmv.aspx

#### November 8th: 9M11 Results Presentation.

## - Presentation:

http://www.endesa.com/EN/ACCIONISTAS/INFOREGOFIC/Hechos%20relevantes%20y%20comunicados/2011/Endesa%20Presentation%209M%202011.pdf

# - Consolidated Management Report:

http://www.endesa.com/EN/ACCIONISTAS/INFOREGOFIC/Hechos%20relevantes%20y%20comunicados/2011/Endesa%20consolidated%20management%20report%209M%202011.pdf

## - Financial Results:

http://www.endesa.com/EN/ACCIONISTAS/INFOREGOFIC/Hechos%20relevantes%20y%20comunicados/2011/Endesa%20Financial%20Results%209M%202011.pdf

November 16th: Press Release published by Fitch Ratings. Pursuant to Article 82 of the Spanish Securities Market Act, Law 24/1988, of 28 July, and other enacting regulations, we hereby inform you that Fitch has published a press release on Endesa dated 16th November 2011, where affirms the "A-" long-term Issuer Default Ratings (IDR) of Endesa S.A, with a Stable Outlook. International Endesa BV's Short-Term ratings are also affirmed at "F2".

This document may contain certain forward-looking statements regarding anticipated financial and operating results and statistics that are subject to risks and uncertainties as well as to material risks, uncertainties, changes and other factors which may be difficult to predict, including, without limitation, those factors described in the Securities Registration Document of Endesa filed within the *Comisión Nacional del Mercado de Valores*. For all of these forward-looking statements, we claim the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995