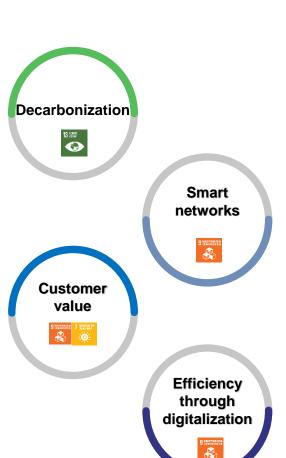
Endesa FY 2018 Results

February 26, 2019



Key highlights





2018 results exceeding guidance: EBITDA increased by +2% (adjusted EBITDA +12%)

Continued efforts in efficiency

Net Ordinary Income growth⁽¹⁾ (+4%)

Proposal to pay €1.427 gross DPS, 3% increase vs. 2017

(1) Reported Net Income – Net Result on Disposals of Non-Financial Assets (over €10 M) - Net Results on Impairment of Non-Financial Assets (over €10 M)=€1,417 M-€25 M+ €119 M= €1,511 M

FY 2018 Results- Madrid, Madrid, 26 February 2019

Financial targets delivery



	2018	2018 target(1)	2017	Δ YoY
EBITDA (€bn)	3.6	3.5	3.5	+2%
Reported Net Income (€bn)	1.4	1.4	1.5	-3%
Net Ordinary Income (€bn) ⁽²⁾	1.5	1.4	1.5	+4%
Gross DPS (€/sh.)	1.427(3)	1.33 ⁽⁴⁾	1.382	+3%
Net Capex (€bn) ⁽⁵⁾	1.3	1.3	0.9	+39%
FCF (€bn) ⁽⁶⁾	0.9	0.9(7)	1.3	-31%

Strategic Plan 2018-2020. EBITDA target updated in 9M2018 Results Presentation.

26 February 2019

Reported Net Income – Net Result on Disposals of Non-Financial Assets (over €10 M) - Net Results on Impairment of Non-Financial Assets (over €10 M)=€1,417 M-€25 M+ €119 M= €1,511 M

Proposed gross DPS pending to be approved by the AGM

Financial investments not included (€36 M in 2018 and €64 M in 2017). Does not include business combinations made during the year

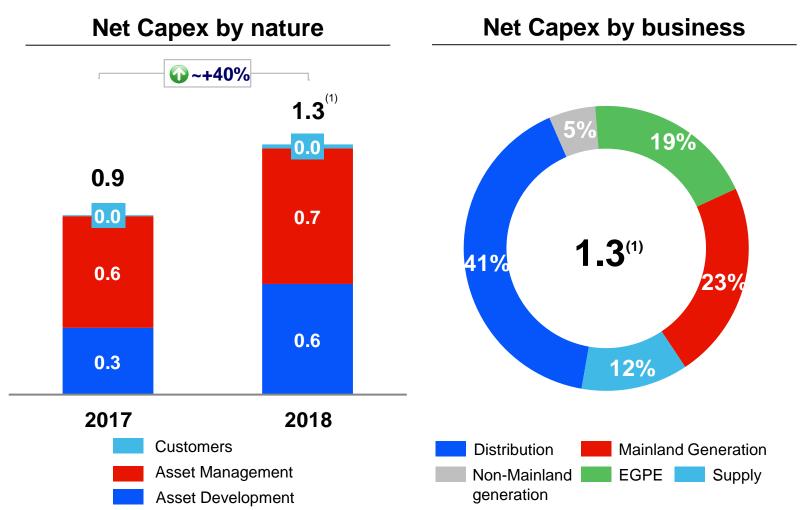
Cash flow from operations (€2,420 M) - Net change of tangible and intangible assets (€1,417 M) + Subsidies and other deferred incomes (€86 M) - Net change of other investments (€180 M)

FY 2018 Results- Madrid, Represents 1/3 of the cumulated FCF considered in the BP 2018-2020 (€2.7 bn)

2018 Capex breakdown







~40% increase in net capex

Asset development doubled YoY

Renewables driving growth (~€250 M)⁽²⁾

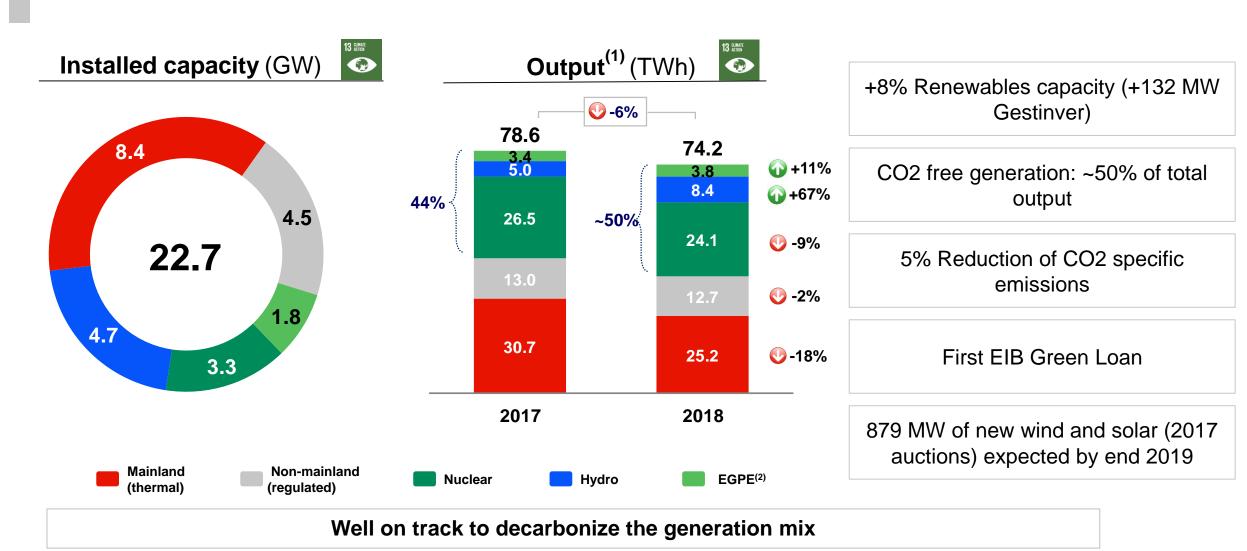
€342 M Digital Capex

Gross tangible and intangible Capex (€1,434 M) - assets from clients' contributions, subsidies and others (€160 M).

⁽²⁾ Figure includes hydro capex

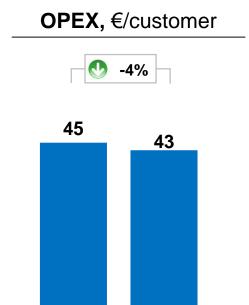
Decarbonization



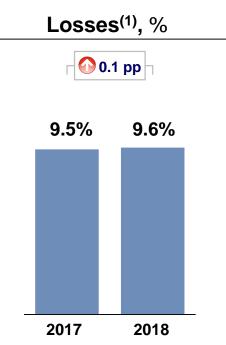


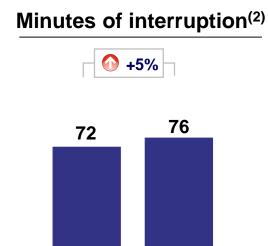
Smart networks





2018





2017

2018



Continuous effort on networks digitalization with full smart meters deployment

Efficiencies improvement

Higher activity and adverse meteorological events

Higher visibility on regulatory outlook

Network digitalization driving efficiencies

2017

SO criteria

⁽²⁾ Own + Programmed + Transport (Regulatory criteria) minutes of interruption

Electricity sales and energy management



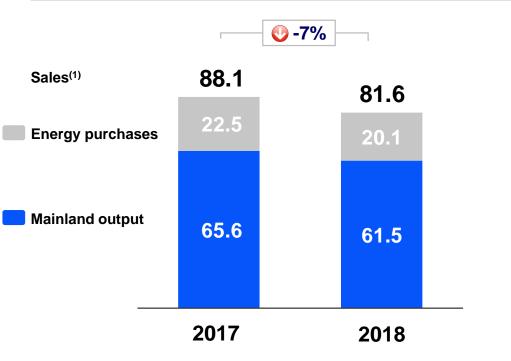
Energy management (TWh)







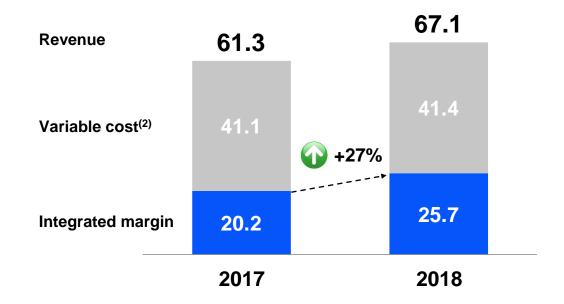




5,593

+2%

5,725



Sound growth of electricity integrated margin

Free customers (k#)

⁽¹⁾ Total free sales excluding international sales and SCVP, not considered in the integrated margin.

Production cost + energy purchase cost + ancillary services

Gas operational highlights

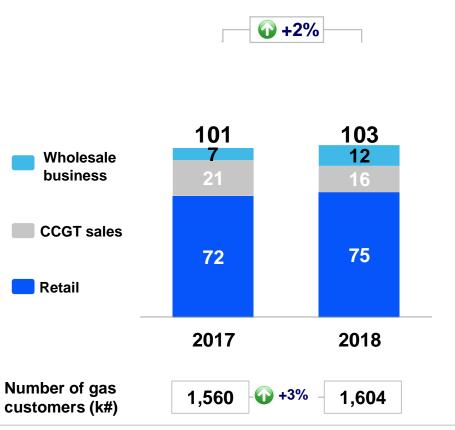


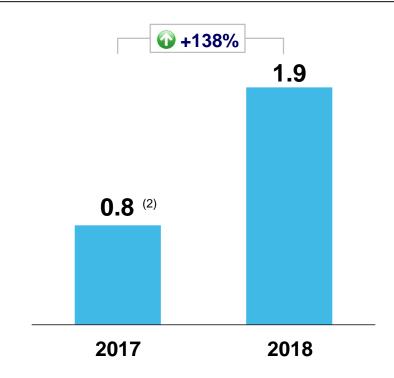












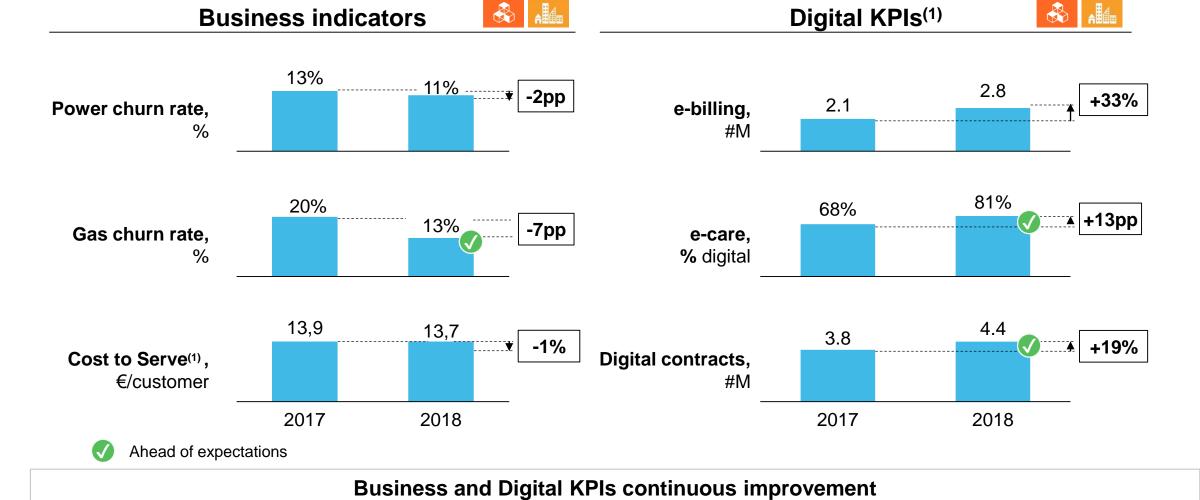
Substantial recovery in gas market fundamentals

¹⁾ Retail unitary margin does not include Wholesale business nor CCGT sales

Excluding -€49 M of adjustments (€35 M MtM and others and €14 M Algeria force majeure)

Improving efficiency and digitalization





FY 2018 Results- Madrid, 26 February 2019 (1) Power and gas



Endesa X delivery



Main KPIs

endesa



Highlights

Traditional businesses

- Improving value proposal in e-Home and e-Industries as the core businesses of Endesa X
- ~95% of total gross margin

ьÇИ	Public lighting, k#	2017	2018
e-City		95	95
	Charging points, k#	2017	2018
e-Mobility		1.3	2.4

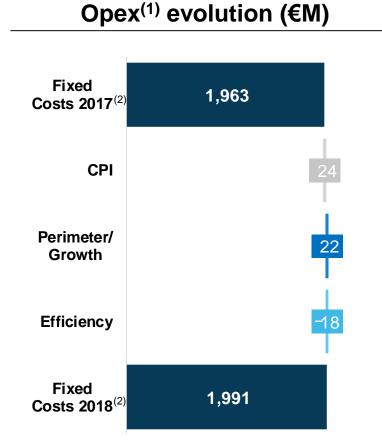
Innovative businesses

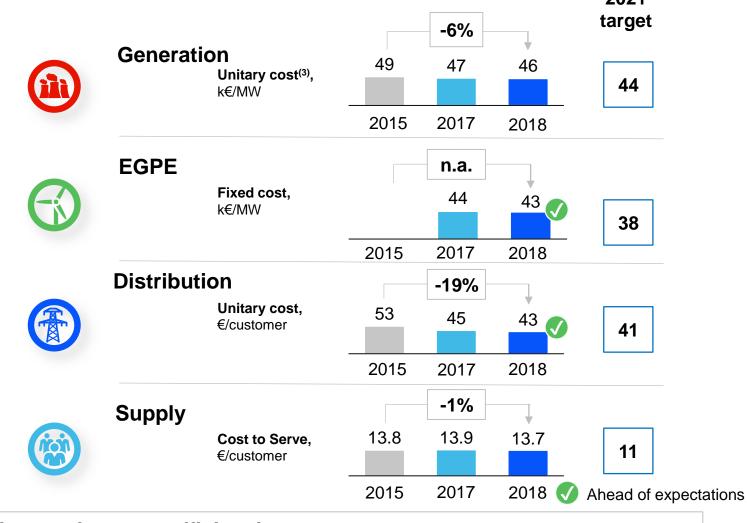
- E-City: Integral solutions in energy efficiency: Vitoria 42 public buildings.
- Agreement with Saba to deploy up to 400 public charging points.
- Current operation in 36 parking garages across 14 cities in Spain.

Consolidating existing business and moving forward innovative business models

Efficiency through digitalization







Continuous focus on efficiencies

Not including non recurrent expenses

Opex Total Fixed Costs in nominal terms (net of capitalizations)

⁽³⁾ Includes Large Hydro and Corporate fees

Our commitment to SDGs and Human Capital





Engagin	g local communities	2018 ⁽¹⁾
4 QUALITY EDUCATION	High-quality, inclusive and fair education (k# beneficiaries)	121
7 AFFORDABLE AND CLEAN ENERGY	Access to affordable and clean energy (k# beneficiaries)	1,221
8 DECENT WORK AND ECONOMIC GROWTH	Employment and sustainable and inclusive economic growth (k# beneficiaries)	379
Climate change		2018
13 climate action	CO ₂ specific emissions (gCO2/kWh)	418
Innovation and infrastructure/Sustainable cities		2018
9 INDUSTRY, INNOVATION AND INFRASTRUCTURE	Smart meters (MM)	11.8
11 SUSTAINABLE CITIES	Digitalization capex (€M)	342

Charging points⁽²⁾ (#)



Our people

2018

Talent attraction and retention

Climate corporate survey

100% of people involved 71% of people participating

Diversity

Implementation of the diversity and inclusion policy

32% women in new hires

Work-life balance

Employees benefiting from at least 1 work-life balance measure

2,742

Training

164

Enable digital skills diffusion among people we work with

100% of people involved in digital skills training

^{1,} Cumulated figures since 2015

^{2.} Public charging points installed

FY 2018 consolidated results Financial results

2018 consolidated results



Financial highlights (€M)

	2018	2017	Δyoy
Revenues	20,195	20,057	+1%
Gross Margin	5,628	5,488	+3%
EBITDA	3,627	3,542	+2%
EBIT	1,919	2,031	-6%
Reported Net Income	1,417	1,463	-3%
Net Ordinary Income ⁽¹⁾	1,511	1,452	+4%
Net Capex ⁽²⁾	1,274	918	+39%
Net Debt	5,770	4,985	+16%
FCF ⁽³⁾	909	1,309	-31%

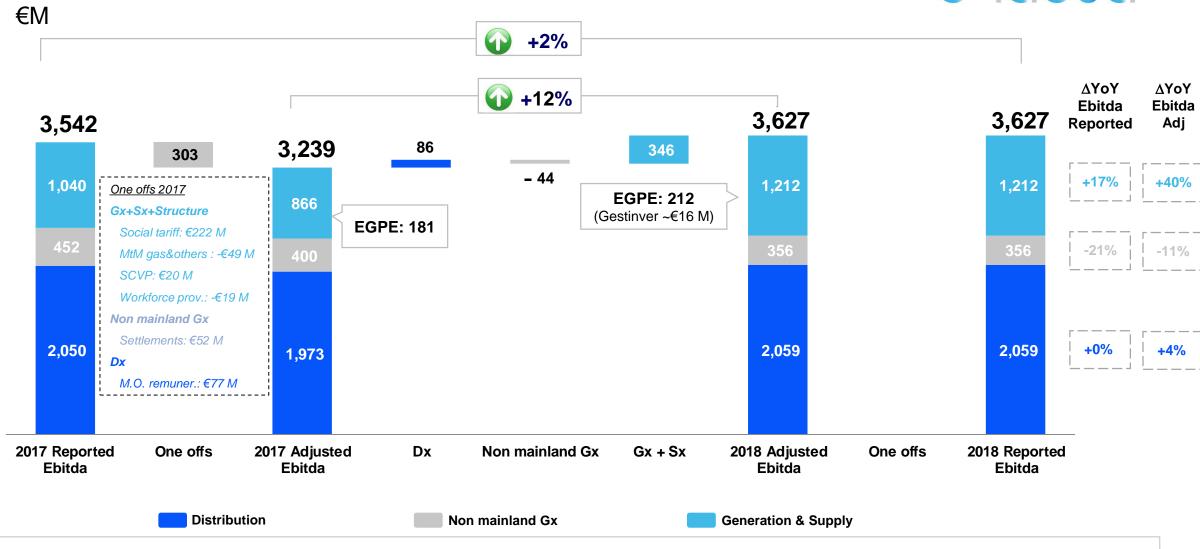
⁽¹⁾ Reported Net Income − Net Result on Disposals of Non-Financial Assets (over €10 M) - Net Results on Impairment of Non-Financial Assets (over €10 M)=€1,417 M-€25 M+ €119 M= €1,511 M

⁽²⁾ Financial investments not included (€36 M in 2018 and €64 M in 2017). Does not include business combinations made during the year

FY 2018 Results- Madrid, (3) Cash flow from operations (€2,420 M) - Net change of tangible and intangible assets (€1,417 M) + Subsidies and other deferred incomes (€86 M) - Net change of other investments (€180 M) 26 February 2019

EBITDA evolution



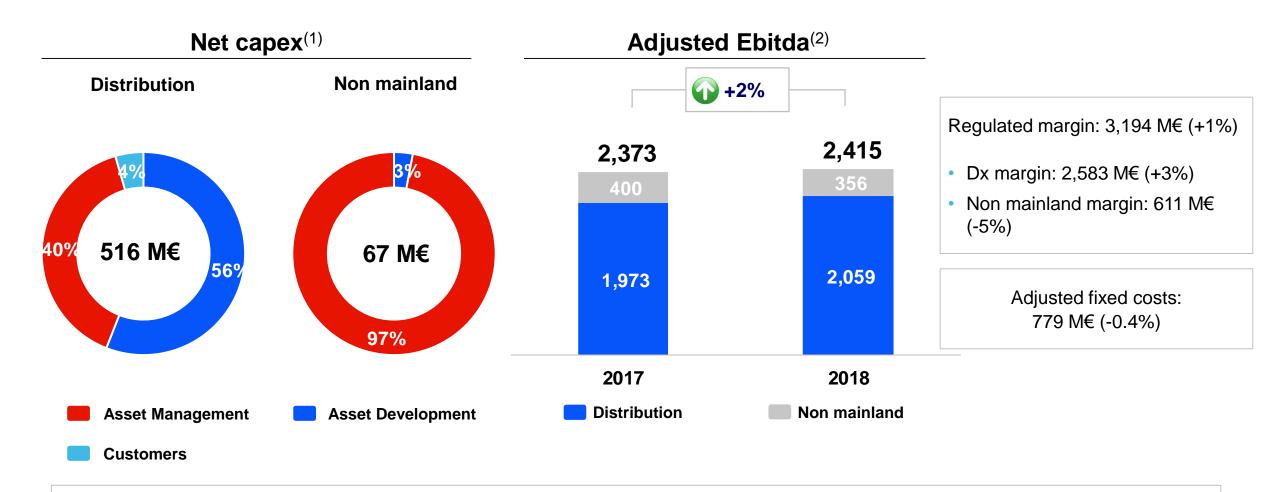


Improvement of adjusted EBITDA both in liberalized and distribution businesses

Regulated business







Regulated EBITDA increases driven by Distribution business

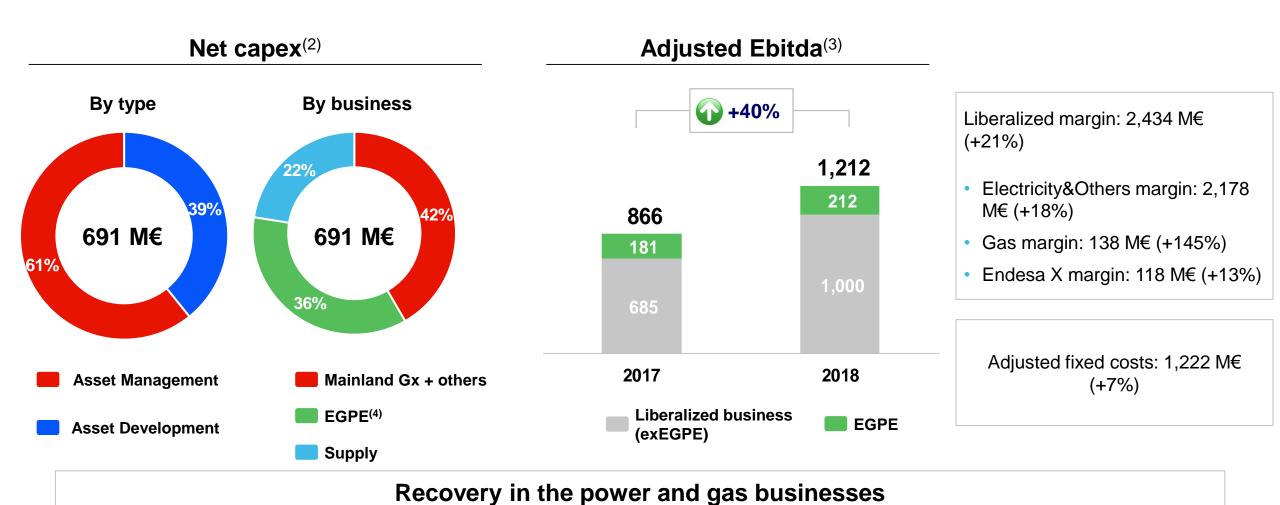
⁽¹⁾ Financial investments not included. Does not include business combinations made during the year

 ⁽²⁾ One offs 2017: €52 M non mainland settlements and €77 M Ministerial Order remuneration for Distribution

Liberalized business(1)

€M





¹⁾ Liberalized business figures include Generation and Supply business, Corporate Structure, Services and Adjustments and does not include Non-mainland generation

Financial investments not included. Does not include business combinations made during the year

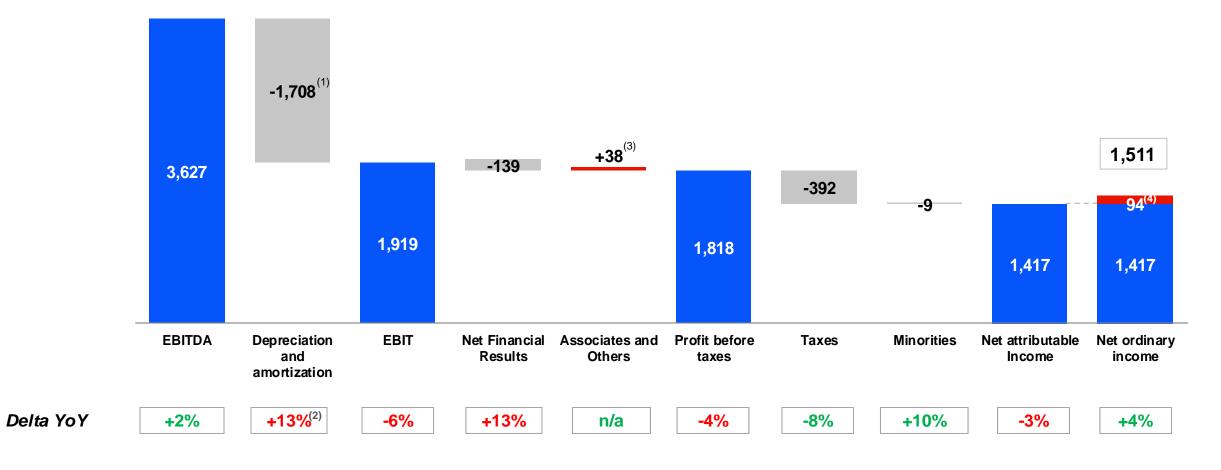
³⁾ One offs 2017: €222 M Social Tariff, -€49 M Gas (MtM gas & Others -€35 M and Force Majeure in Algeria -€14 M), €20 M from SCVP rebilling and -€19 M workforce provision

¹⁾ Figure includes hydro capex

From EBITDA to Net Ordinary Income



€M



^{(1) 2018} D&A includes €158 M impairments from Alcudia, and €54 M for IFRS 15

^{2) 2017} D&A included a provision reversal of €14 M.

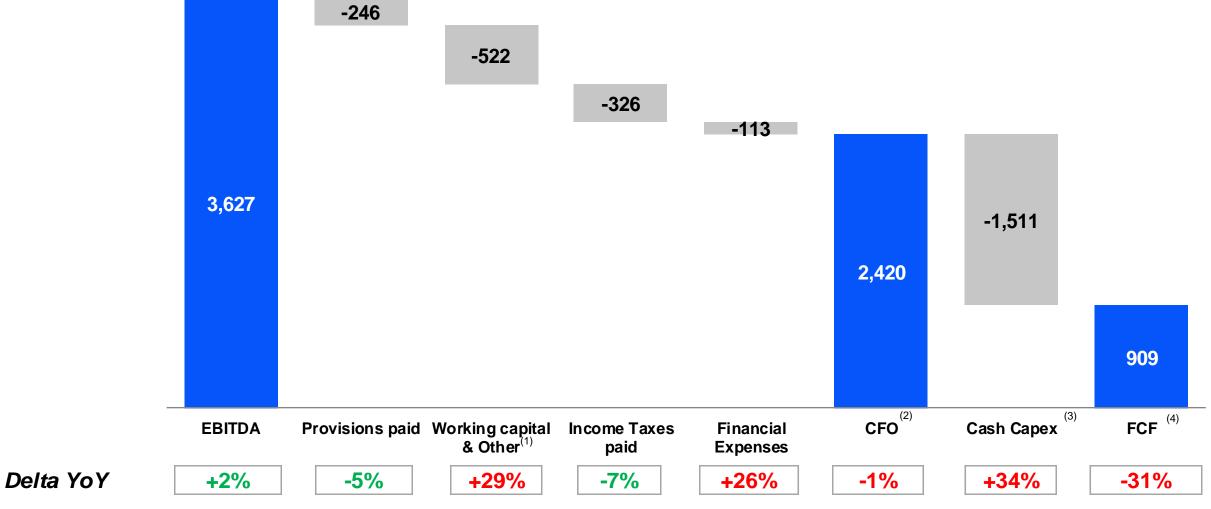
^{3) 2017} Associates & Others includes Nuclenor provisions

Net Result on Disposals of Non-Financial Assets of over €10 M (-€25 M in 2018) - Net Results on Impairment of Non-Financial Assets of over €10 M (+€119 M in 2018).

Cash Flow

€M





Net working capital + Regulatory NWC

19

CFO: Net Cash Flows from operating activities

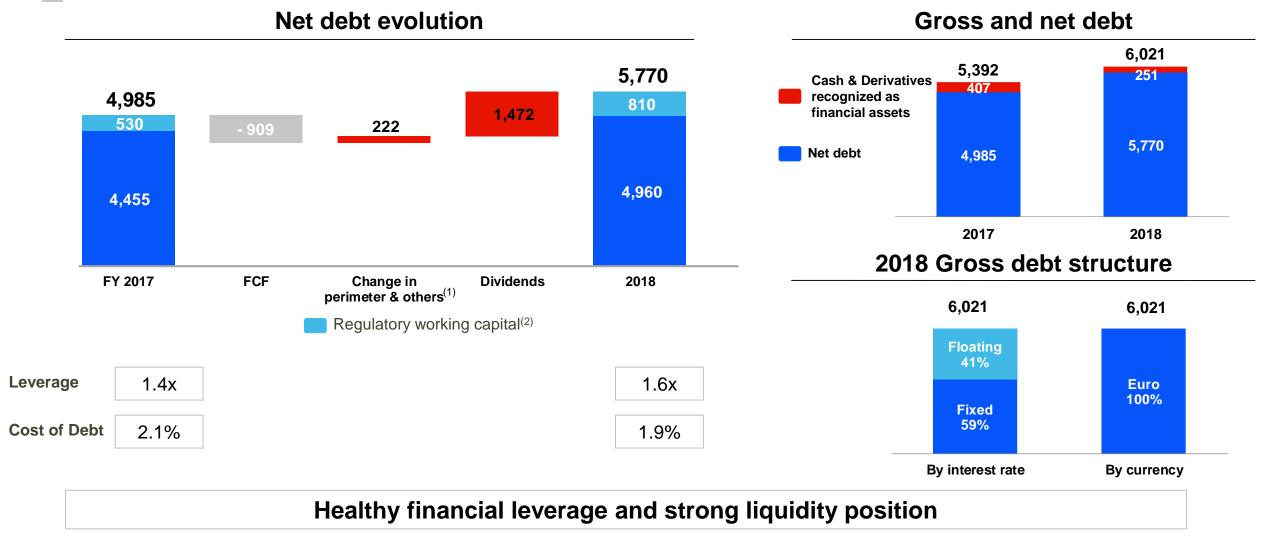
Cash based Capex. Includes €17 M for Nuclenor capital increase

Cash flow from operations (€2,420 M) - Net change of tangible and intangible assets (€1,417 M) + Subsidies and other deferred incomes (€86 M) - Net change of other investments (€180 M)

Net financial debt analysis

€M

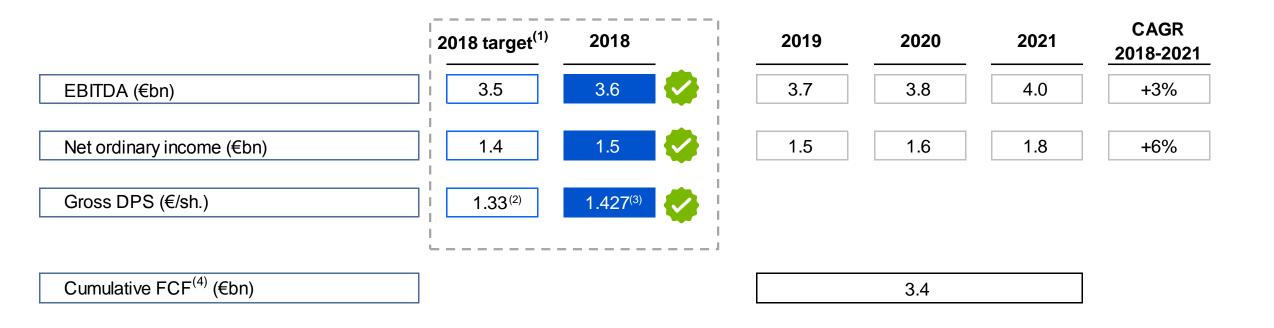




⁽¹⁾ Includes Gestinver (Debt consolidation and cash outflow investment for €172 M) and Empresa de Alumbrado Eléctrico de Ceuta (Cash outflow investment for €83 M)

Delivering and exceeding 2018 targets





2018 good ground for Business Plan delivery

⁽¹⁾ Strategic Plan 2018-2020. EBITDA target updated in 9M2018 Results Presentation

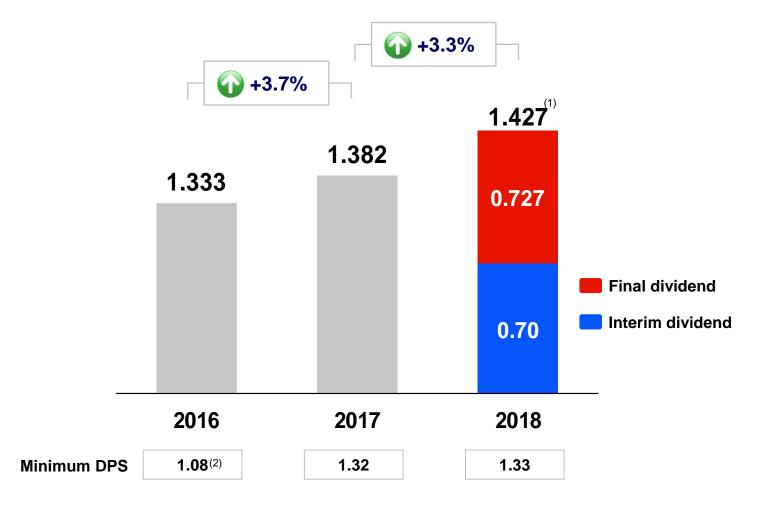
^{2) 2018} DPS floor

⁽³⁾ Gross DPS calculated according to Net Ordinary Income

Shareholder remuneration

Gross DPS evolution (€/share)





2018 Total shareholder return: 20.9%(3)

2018 proposal: 100% pay-out of Net **Ordinary Income**

+7.3% ahead of minimum 2018 DPS (€1.33 per share)

22

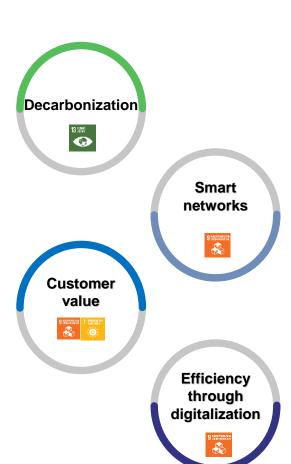
Subject to AGM approval to be held in 2019

^{5%} increase versus 2015 gross DPS (1.026 €/share)

Source: Bloomberg

Final Remarks





Delivery on financial targets ahead of guidance

Continued execution on key strategic pillars and enablers

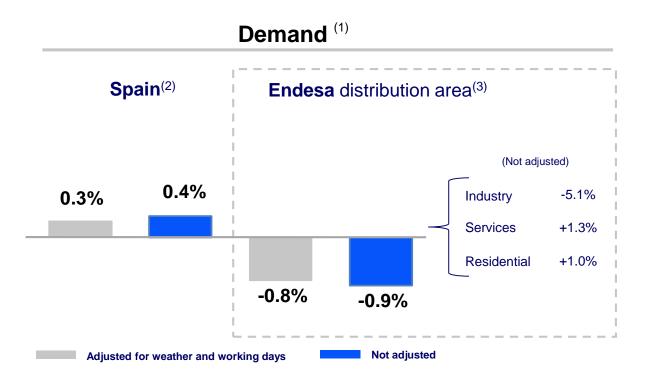
Fully committed with the Energy Transition initiatives

2019 financial targets confirmed

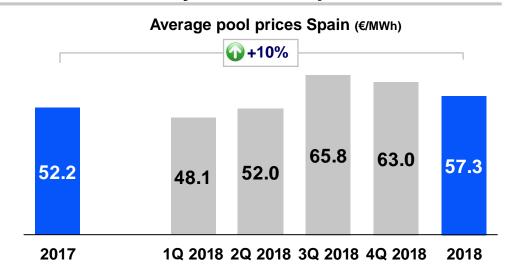
FY 2018 consolidated results Appendix

Market context in 2018





Electricity wholesale prices

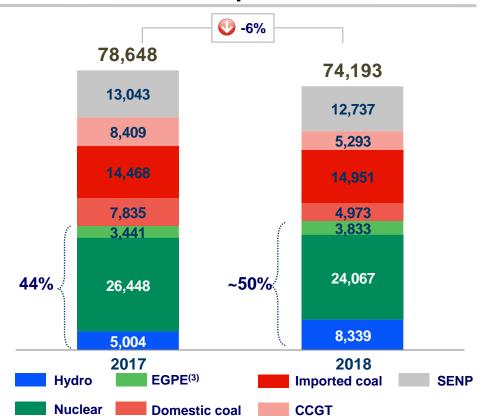


Source: Endesa's own estimates

Installed capacity and output

endesa

Total output⁽¹⁾ (GWh)



- 18% thermal output decrease in mainland
- Hydro, nuclear and renewables represented ~50% of total output (vs. 44% in 2017)

Total output (GWh)

GWh 2018		
(and chg. vs. 2017)	Total Output	(1)
Total	74,193	-6%
Hydro	8,339	67%
Nuclear	24,067	-9%
Coal	22,316	-10%
Natural gas	8,957	-24%
Oil-gas	6,681	-5%
Renewables	3,833	11%

Total installed capacity (GW)

GW at 2018 (and chg. vs. 31 Dec. 2017)	Total Installed capad	oity ⁽²⁾
Total	22.7	0%
Hydro	4.7	0%
Nuclear	3.3	0%
Coal	5.1	-2%
Natural gas	5.4	0%
Oil-gas	2.4	-2%
Renewables	1.8	8%

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

⁽²⁾ Net Capacity

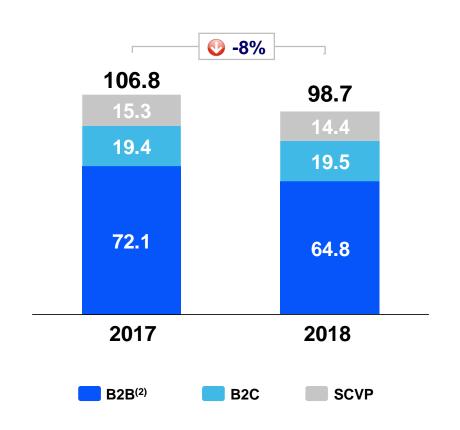


Electricity sales⁽¹⁾ (TWh)



Number of electricity customers (Thousands)





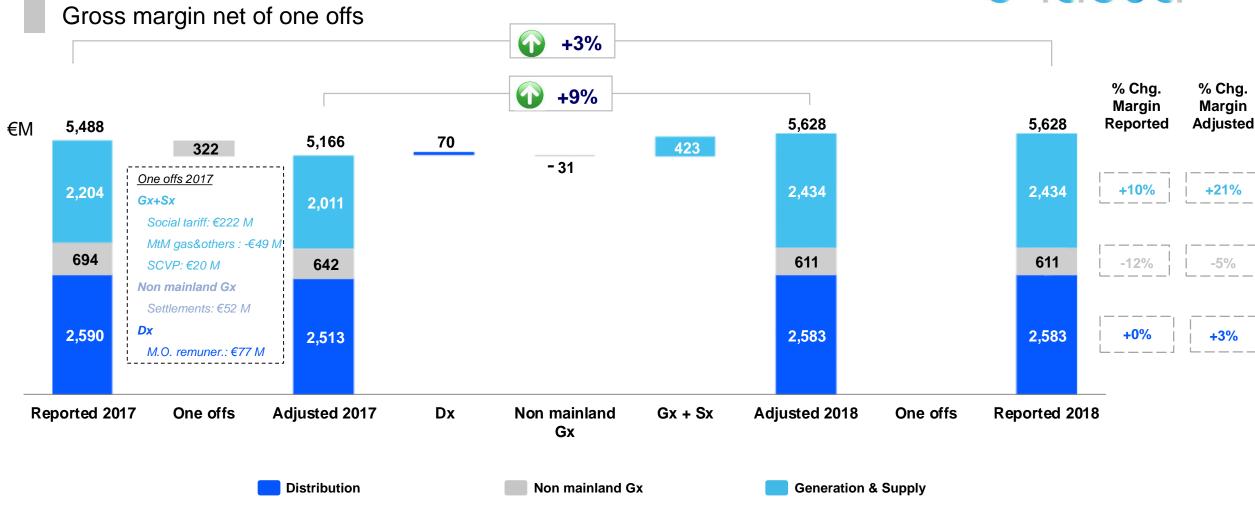


⁽¹⁾ Energy at power plant busbars

²⁾ B2B includes industrial sales in Spain and Portugal, SME and International

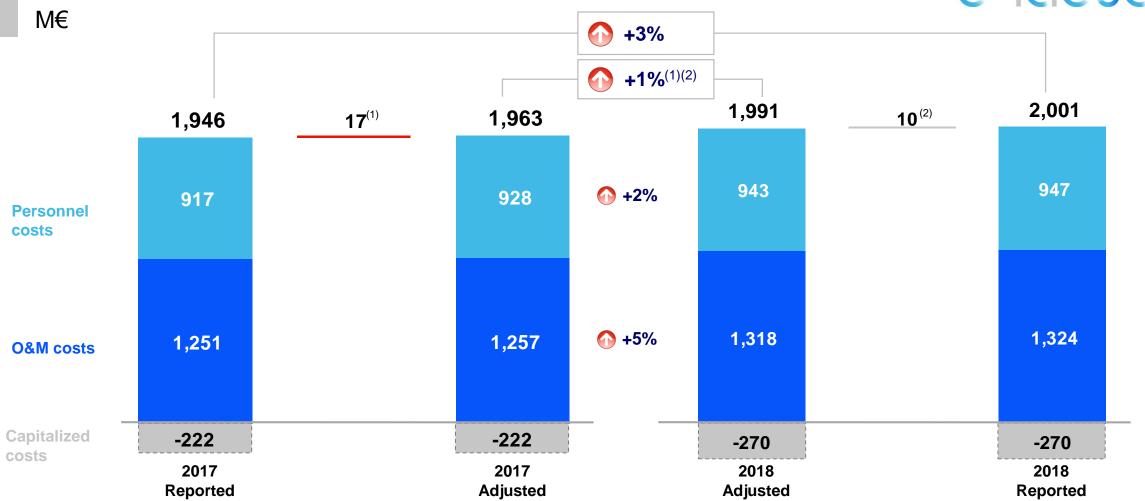
Gross margin evolution





Fixed costs evolution





 ^{(1) 2017} Fixed costs adjusted by: Provisions for workforce reduction plans and contract suspension agreements updates (-27 M€), provision for redundancy plans, compensations and other tax and labour risks (€16 M), and infringement proceedings and taxes (-6 M€)

²⁰¹⁸ Fixed costs adjusted by : Provisions for workforce reduction plans and contract suspension agreements updates (4 M€), provision for redundancy plans, compensations and other tax and labour risks (€0 M) and infringement proceedings and taxes (6 M€)

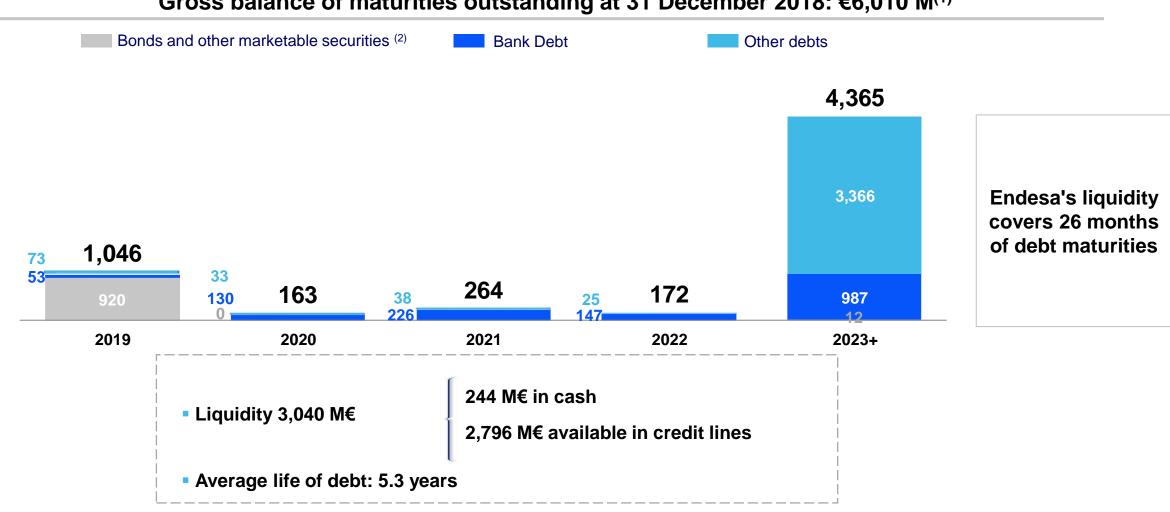
Endesa: financial debt maturity calendar



M€

FY 2018 Results- Madrid, 26 February 2019

Gross balance of maturities outstanding at 31 December 2018: €6,010 M⁽¹⁾



⁽¹⁾ Does not include €6 M relating to financial derivatives, and €5 M relating to the difference between the accounting value and the nominal value of gross debt.

⁽²⁾ Notes issued are backed by long-term credit lines and are renewed on a regular basis.

Endesa: FY 2018 P&L



	Gx+Sx	Dx	Structure	Adjustments	TOTAL
Income	17,621	2,784	614	-824	20,195
Procurements and services	-14,464	-201	-81	179	-14,567
Gross margin	3,157	2,583	533	-645	5,628
Self-constructed assets	83	167	20	o	270
Personnel expenses	-520	-263	-180	16	-947
Other fixed operating expenses	-1,103	-428	-419	626	-1,324
EBITDA	1,617	2,059	-46	-3	3,627
D&A	-1,029	-630	-49	0	-1,708
EBIT	588	1,429	-95	-3	1,919
Net financial results	-150	-75	86	0	-139
Net results from equity method	29	4	2	0	35
Results from other investments	0	0	1,666	-1,666	0
Results on disposal of assets	1	5	-3	0	3
PROFIT BEFORE TAX	468	1,363	1,656	-1,669	1,818
Income Tax Expense	-64	-316	-13	1	-392
Minorities	-8	-1	0	0	-9
NET ATTRIBUTABLE INCOME	396	1,046	1,643	-1,668	1,417

Endesa: FY 2017 P&L



	Gx+Sx	Dx	Structure	Adjustments	TOTAL
Income	17,509	2,750	560	-762	20,057
Procurements and services	-14,725	-160	146	170	-14,569
Gross margin	2,784	2,590	706	-592	5,488
Self-constructed assets	42	156	24	0	222
Personnel expenses	-478	-267	-192	20	-917
Other fixed operating expenses	-998	-429	-393	569	-1,251
EBITDA	1,350	2,050	145	-3	3,542
D&A	-862	-597	-52	0	-1,511
ЕВІТ	488	1,453	93	-3	2,031
Net financial results	-132	-96	105	o	-123
Net results from equity method	-18	3	0	0	-15
Results from other investments	0	0	1,502	-1,502	0
Results on disposal of assets	-24	19	17	-5	7
PROFIT BEFORE TAX	314	1,379	1,717	-1,510	1,900
Income Tax Expense	-41	-331	-56	1	-427
Minorities	-10	0	0	0	-10
NET ATTRIBUTABLE INCOME	263	1,048	1,661	-1,509	1,463

New International Financial Reporting Standards implementation (IFRS)



IFRS 9
"Financial instruments"

IFRS 15 "Revenue from contracts with customers"

IFRS 16 "Leases"

Date of first adoption

January 1, 2018

January 1, 2018

January 1, 2019

Main changes

- Classification of financial assets and subsequent measurement.
- Impairment of financial assets.
- Hedge accounting
- New presentation requirements and further breakdowns.
- Unique model for recognition and measurement of sales (identification of performance obligations and allocation of transaction price).
- New presentation requirements and further breakdowns.

- Lessee: unique accounting model for all leases, with exceptions.
- Lessor: accounting remains unchanged.
- New presentation requirements and further breakdowns.

Impacts

- New impairment model.
- First adoption entry: -€40 M (Equity).
- 2018 Impact:
- D&A: -€6 M
- Financial result: -€3 M
- Net income: €7 M

- Capitalization of incremental costs for customer acquisition.
- 2018 Impact:
- EBITDA: €70 M (Intangible Capex)
- D&A:-€54 M
- Net income: €12 M

- First adoption entry: Balance sheet: increase of Assets and Liabilities €192 M (non-current liabillities €165 M and current €27 M)
- 2019 Estimated impact: reduction of "Other Fixed Costs" (€31 M); increase of "D&A" (€29 M) and "Financial expense" (€3 M)

Glossary of terms (I/II)



ltem	Calculation	Reference note (#) of Consolidated Management Report
Average cost of debt (%)	Cost of gross financial debt / gross average financial debt: (€126 M) / €6,777 M = 1.9%	4.1
Average life of debt (number of years)	(Principal x number of days of term) / (Principal in force at the end of the period x number of days of the period): $32,163 / 6,015 = 5.3$ years	4.1
Cash flow from operations (€M)	Net cash provided by operating activities (€2,420 M)	4.4
Free cash flow (€M)	Cash flow from operations (€2,420 M) - Net change of tangible and intangible assets (€1,417 M) + Subsidies and other deferred incomes (€86 M) - Net change of other investments (€180 M) = €909 M	4.4
Debt maturities coverage (months)	Maturity period (months) for vegetative debt that could be covered with the liquidity available: 26 months	4.1
EBITDA (€M)	Revenues (€20,195 M) - Purchases and Services (€14,567 M) + Work performed by the entity and capitalized (€270 M) - Personnel expenses (€947 M) - Other fixed operating expenses (€1,324 M) = €3,627 M	
EBIT (€M)	EBITDA (€3,627 M) - Depreciation and amortization (€1,708 M) = €1,919 M	2.3
Fixed costs (Opex) (€M)	Personnel expenses (€947 M) + Other fixed operating expenses (€1,324 M) - Work performed by the entity and capitalized (€270 M) = €2,001 M	2.3
Gross margin (€M)	Revenues (€20,195 M) – Purchases and Services (€14,567 M) = €5,628 M	2.3
Leverage (times)	Net financial debt (€5,770 M) / EBITDA (€3,627 M from 2018) = 1.6x	n/a

Glossary of terms (II/II)



Item	Calculation	Reference note (#) of Consolidated Management Report
Net Capex (€M)	Gross tangible (€1,203 M) and intangible (€231 M) Capex - assets from clients' contributions and subsidies (€160 M) = €1,274 M	4.5
Net financial debt (€M)	Long and short term financial debt (€4,975 M + €1,046 M) - Cash and cash equivalents (€244 M) - Derivatives recognized as financial assets (€7 M) = €5,770 M	4.1
Net financial results (€M)	Financial Revenues (€36 M) - Financial Expenses (€173 M) - Foreign Exchanges (€2 M) = -€139 M	2.3
Revenues (€M)	Sales (€19,555 M) + Other operating revenues (€640 M) = €20,195 M	2.3
Net ordinary income (€M)	Reported Net Income (€1,417 M) – Gains/(losses) on disposals of non-financial assets of over €10 M (€25 M) – Net Impairment losses on non-financial assets of over €10 M (€-119 M) = €1,511 M	2.3
Electric Integrated Margin (€M)	Contribution margin Gx+Sx (€3,157 M) - Margin SENP (€611 M) - Margin SCVP (€75 M) - Margin gas (€138 M) - Margin Endesa X (€118 M) - Others (€119 M) = €2,097 M	n/a
Unitary electric integrated margin (€/MWh)	Electric Integrated Margin / Electric sales in the liberalized market in Spain and Portugal: €2,097 M / 81.6 TWh = €25.7/MWh	n/a
Gas ordinary unitary margin (€/MWh)	Gas Ordinary Margin / Gas sales excluding Wholesales business: €138 M / 74.5 TWh = €1.9/MWh	n/a
Endesa X Gross Margin (€M)	Gross margin generated by the added value products and services commercialized by the Endesa X unit = $ \le 118 \text{ M} $	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.