

## Key highlights of the period



Market context

**Business** performance

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

**Shareholder return** 

Geopolitical conflict triggered an unprecedent energy crisis

Successful integrated strategy backed on our firm decarbonization commitment

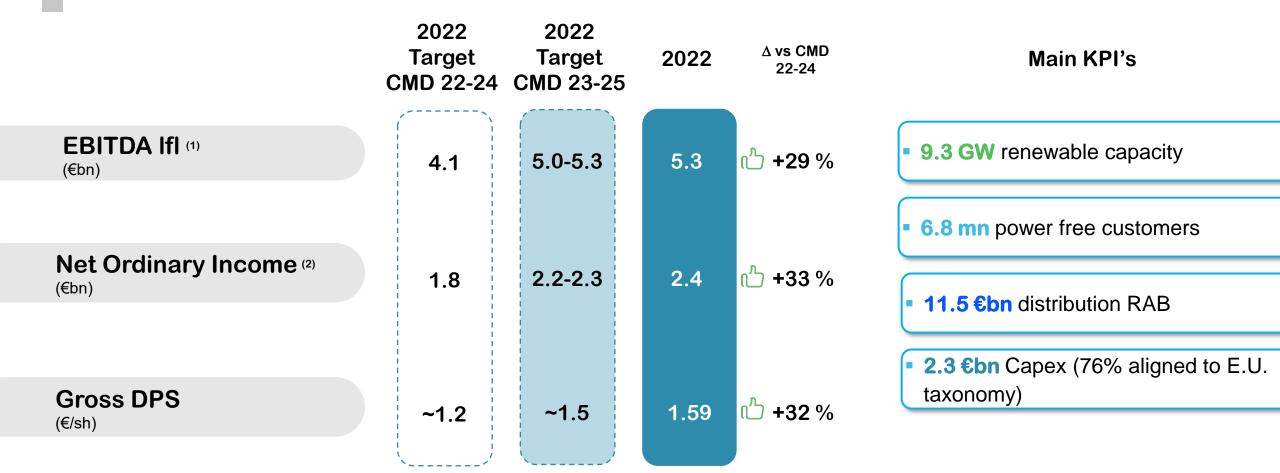
Net Ordinary
Income above the
top end of the
guidance range

Dividend above target<sup>(2)</sup>: 1.585 €/share

<sup>(1)</sup> Adjusted by -182 €mn of Endesa X Way transaction, +27 €mn of impairment in non mainland, +22 €mn of impairment in Puerto de Los Barrios and -10 €mn of capital gains in Central Térmica Alcudia. Reported Net Income 2,541 €mn. Net Ordinary Income: 2,398 €mn

## **Targets delivery**





<sup>(1)</sup> Excluding 238 € mn effect of Endesa X Way transaction. Reported EBITDA 5.6 €bn

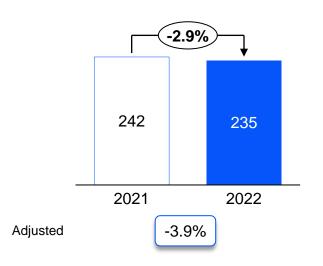
<sup>(2)</sup> Adjusted by -182 €mn of Endesa X Way transaction, +27 €mn of impairment in non mainland, +22 €mn of impairment in Puerto de Los Barrios and -10 €mn of capital gains in Central Térmica Alcudia. Reported Net Income 2.5 €bn

## **Market context**

4Q marked by a commodity scenario normalization



### Mainland power demand in Spain $(TWh)^{(1)}$

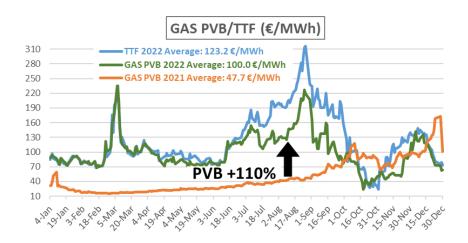


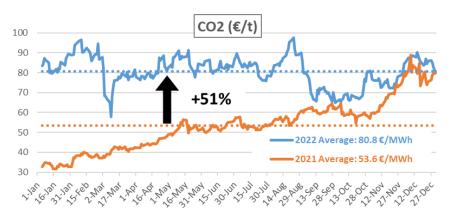
### Endesa's mainland area (2)



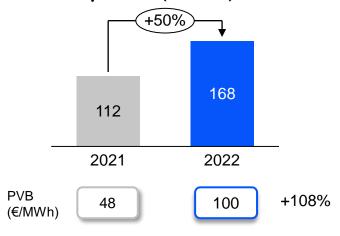
FY 2022 Results - Madrid, 24 February 2023

### **Commodities spot prices**

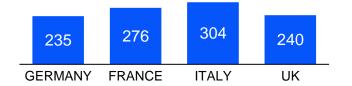




### Average Iberian power pool prices (€/MWh)(4)



### FY2022 average power prices in Europe (€/MWh)



Not adjusted demand. Rounded figures. Source: REE

For weather and working days

Source: Endesa's own estimates. Variation versus 2021 Source OMIE (does not include thermal compensation)

## 2022 regulatory developments & proposals





EU Emergency intervention to address high energy prices



#### Spanish main measures to offset high energy prices & protect consumers

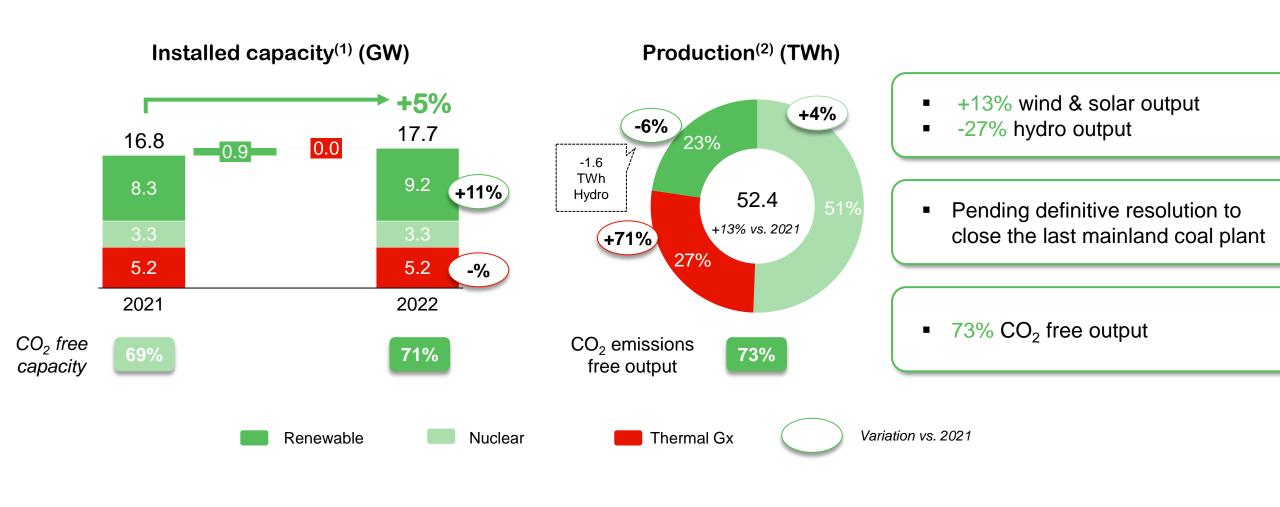
- Cap on market revenues from infra-marginal technologies at 67 €/MWh (until Dec 2023)
- Fiscal measures to reduce final bill (until December 2023)
- Extraordinary 1.2% levy on 2022-2023 revenues
- Gas cap for electricity generation (Iberian exception)

Structural reform of the electricity market under discussion

## Mainland installed capacity and production



Towards a greener generation mix

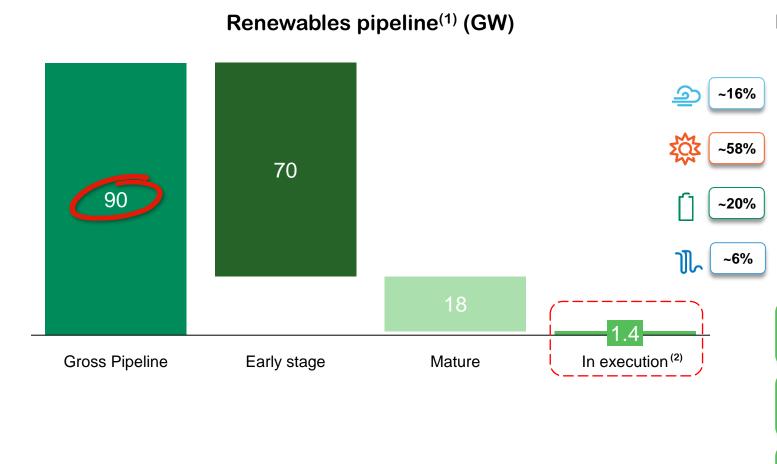


<sup>(1)</sup> Mainland net capacity. Does not include 97 MW in 2022 and 77 MW in 2021 renewables in non mainland. Rounded figures

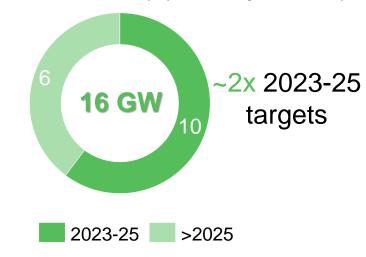
FY 2022 Results - Madrid, 24 February 2023 (2) Mainland generation. Energy at power plant busbars. Does not include 176 GWh in 2022 and 169 GWh in 2021 renewables in non mainland. Rounded figures

# Around 90 GW pipeline supporting further renewable acceleration





Mature & In execution pipeline by COD<sup>(3)</sup> (GW)



~30% of 2023-25 target additions already in execution

~8 GW with TSO<sup>(4)</sup> awarded connection points

Environmental Impact Declaration granted within the deadline

<sup>(1)</sup> As of 31st December 2022. Rounded figures. BESS projects included in each stage

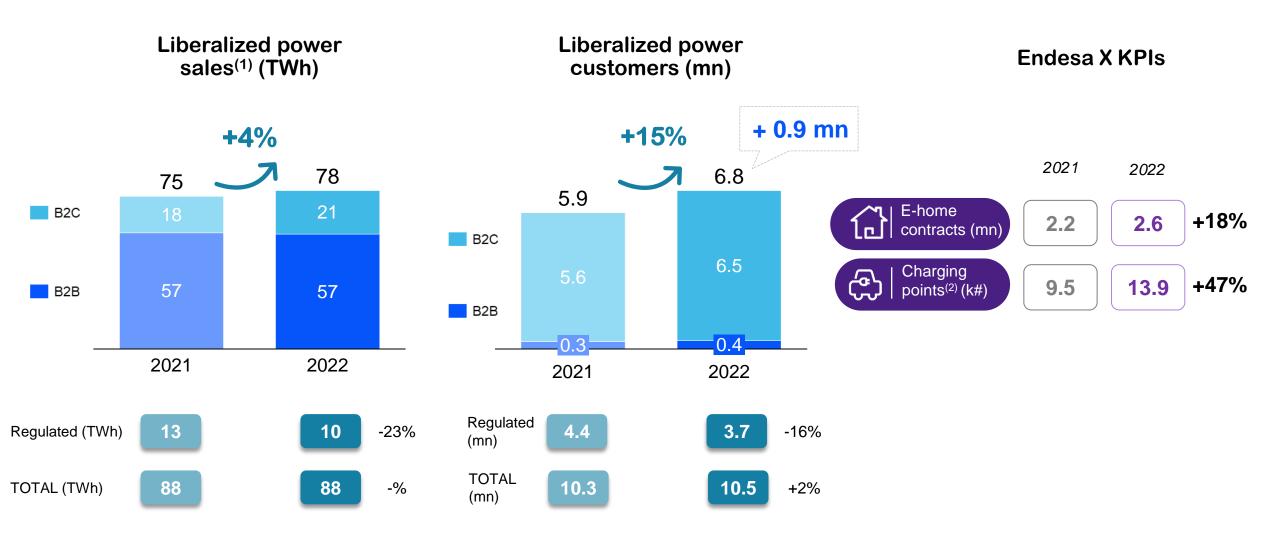
<sup>(2)</sup> Only considers projects with commissioning date 2023-25

<sup>(3)</sup> Not considering BESS (3 GW)

<sup>1)</sup> Transmission System Operator

# A more competitive commercial strategy to a wider free customer base

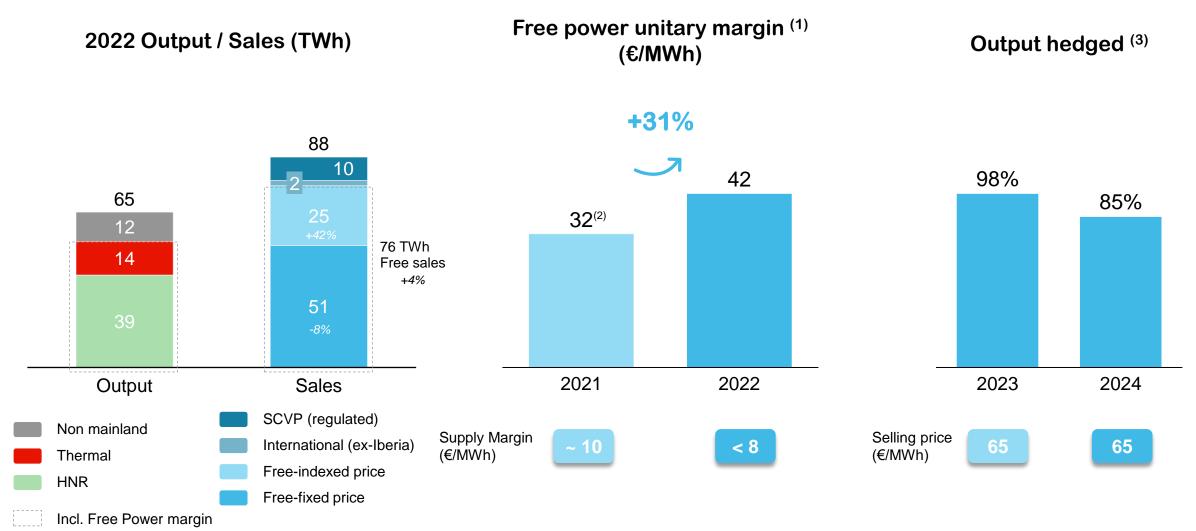




8

## Sound performance of Iberian free power margin





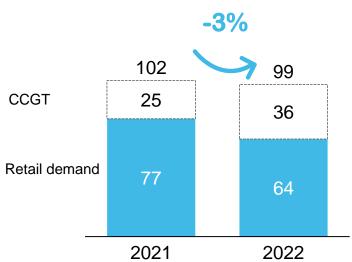
<sup>(1)</sup> See details on slide 38

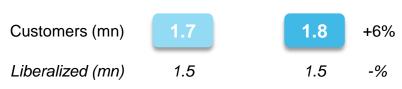
<sup>(2)</sup> Includes commodities hedge by 136 €mn

<sup>(3)</sup> Inframarginal output (hydro, nuclear and merchant renewables)

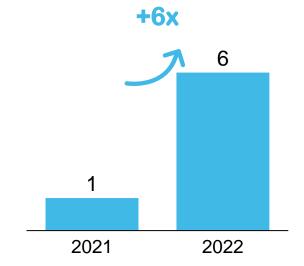
# Gas margin improvement driven by market context endesc



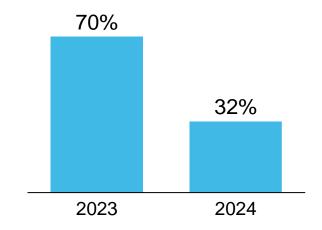




Total gas unitary margin <sup>(2)</sup> (€/MWh)







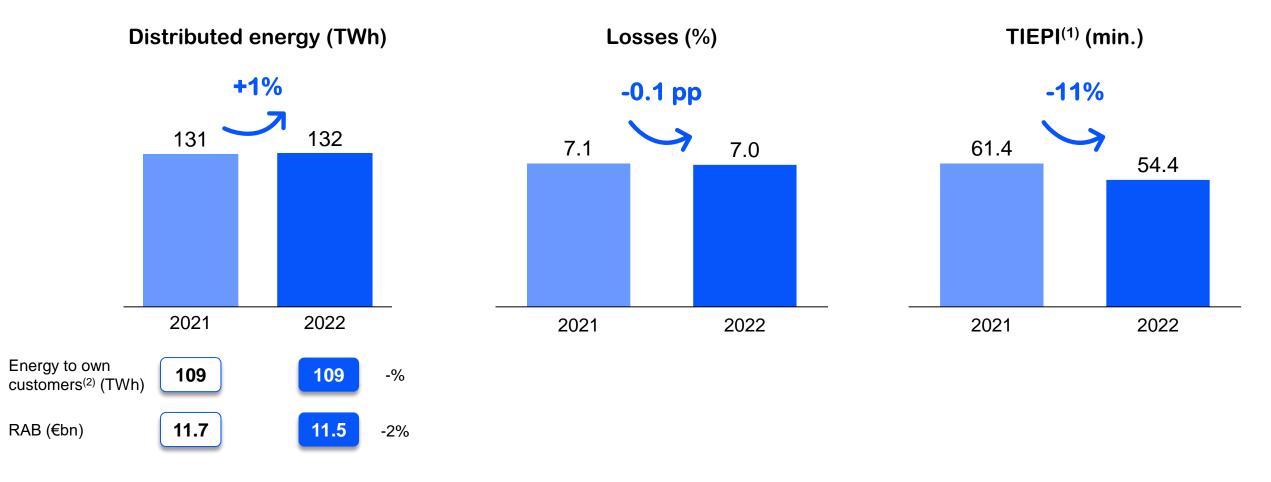
<sup>)</sup> Rounded figures

Unitary margin including Wholesale, Retail and CCGTs

<sup>(3)</sup> Volumes of hedged sourcing contracts

# Networks: continued improvement in quality operational parameters





<sup>(1)</sup> Tiempo de Interrupción Equivalente a la Potencia Instalada (Installed Capacity Equivalent Interruption Time). According to Spanish Regulator. Own + Programmed and Transport minutes of interruption

<sup>(2)</sup> At busbars (REE criteria). Country level. Not adjusted

# FY 2022 Financial results

# Marco Palermo

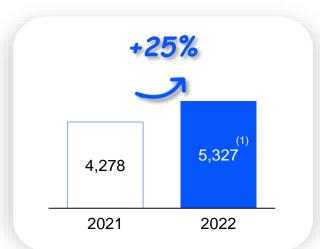


## **Key financial highlights**









#### Reported 4,278 **EBITDA**



+30%

Reported Net Income



2021

1,902 (2)

**Net Ordinary Income** 

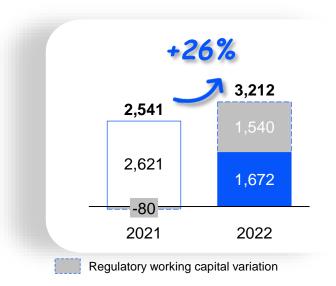
+26%



2,398

2022

### Adjusted FFO<sup>(4)</sup>



Reported FFO 2,621 1.672

-36%

13

Excluding 238 €mn effect of Endesa X Way transaction

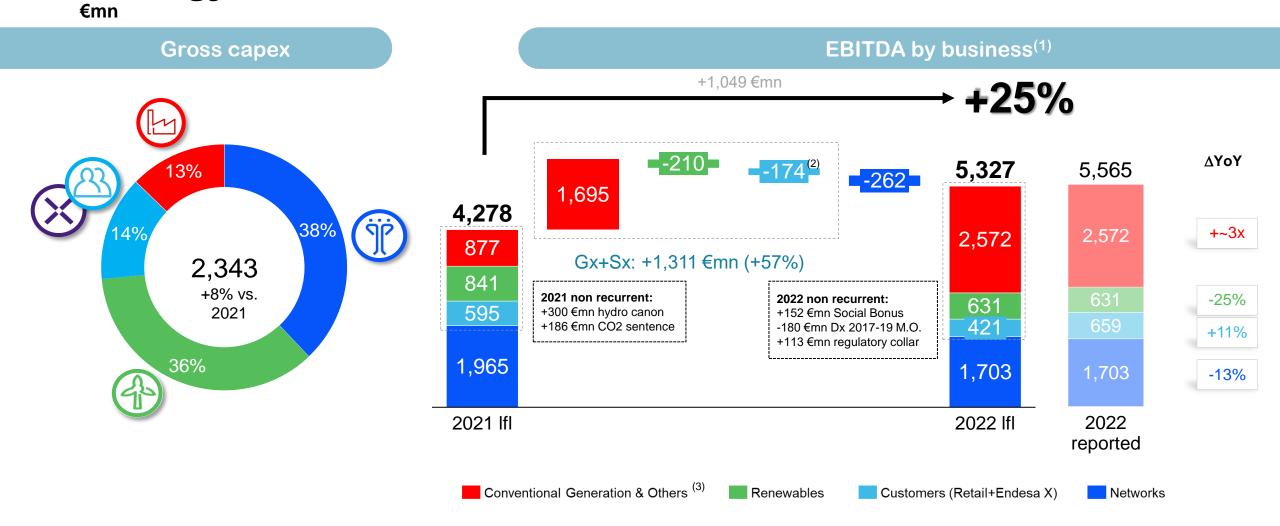
Adjusted by -22 €mn of capital gains in Guadarranque and +489 €mn of impairment in non mainland

Adjusted by -182 €mn of Endesa X Way transaction, +27 €mn of impairment in non mainland, +22 €mn of impairment in Puerto de Los Barrios and -10 €mn of capital gains in Central Térmica Alcudia Adjusted by the variation of Regulatory working capital in the period

FY 2022 Results - Madrid, 24 February 2023

# +25% EBITDA IfI supported by our integrated strategy





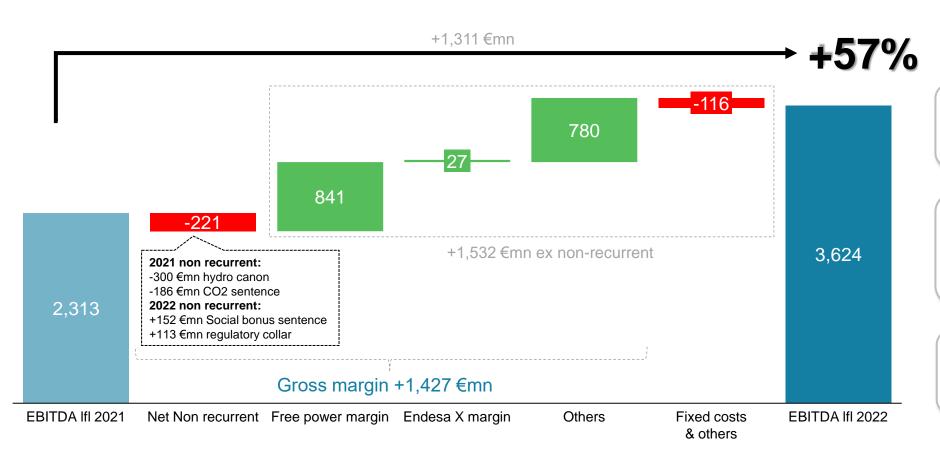
<sup>(1)</sup> Rounded figures

Excluding 238 €mn effect of Endesa X Way transaction

Includes Thermal Gx, Nuclear, Non mainland, Gas Wholesale and Others

# Generation&Supply<sup>(1)</sup> EBITDA: positive results in all businesses





+841 €mn free power margin:

- ~+500 €mn from CCGT's
- ~+200 €mn from RECORE (2)

#### Others +780 €mn:

- ~+480 €mn from gas business
- ~+300 €mn Others, mainly from MtM

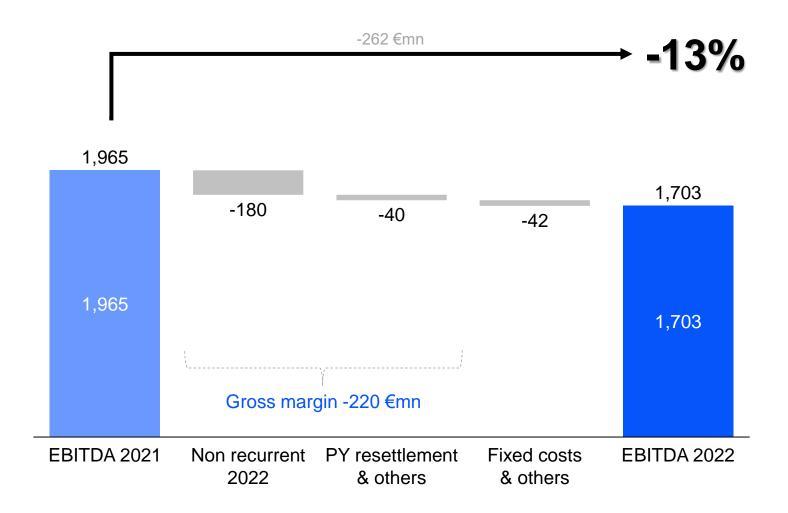
-116 €mn fixed cost mainly due to CPI impact and higher activity

Regulated renewables

<sup>(1)</sup> Gx+Sx figures include Generation and Supply business, Corporate Structure, Services and Adjustments

# Networks EBITDA: affected by regulatory remuneration update





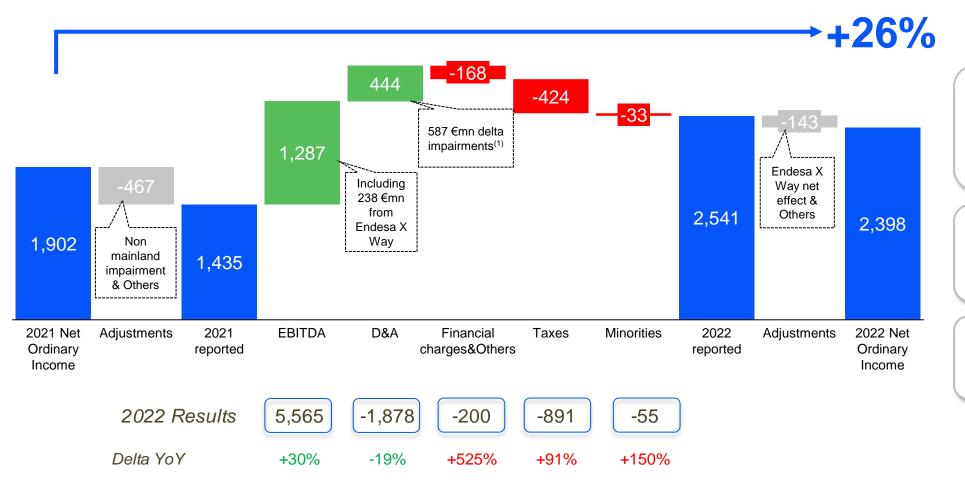
-180 €mn 2017-19 remuneration regularization (M.O. 749/2022)

-42 €mn fixed cost increase mainly due to CPI impact and maintenance activities

## +26% Net Ordinary Income

€mn





D&A ex impairments ~+9% (-143 €mn):

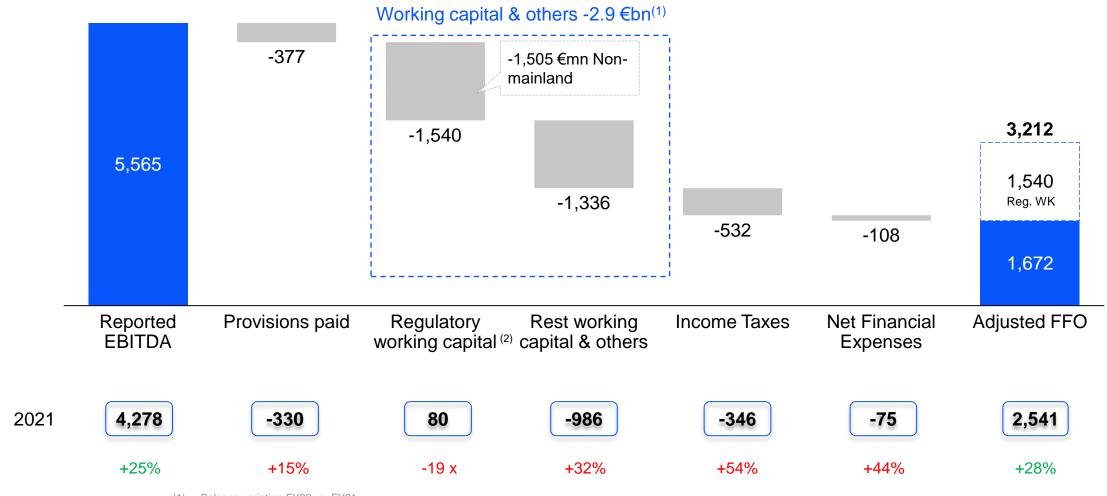
- Amortization (-106 €mn)
- Bad debt provision (-37 €mn)

Financial results impacted by net late interests (-100 €mn) and higher average gross debt

Effective tax rate 25.6% (vs. 24.3% in 2021)

# FFO affected by regulatory working capital increase and current energy market context



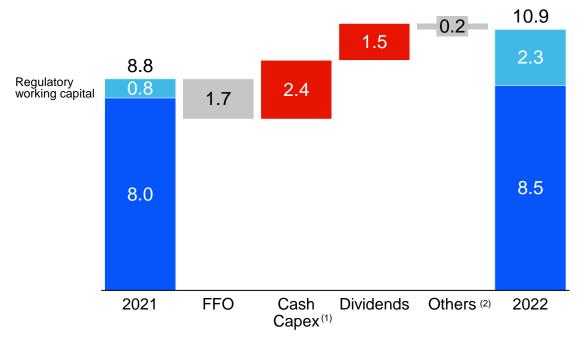


## Debt evolution impacted by market context

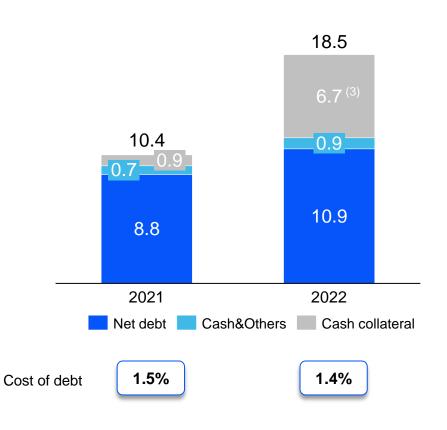


€bn

# Net debt evolution



### **Gross debt**



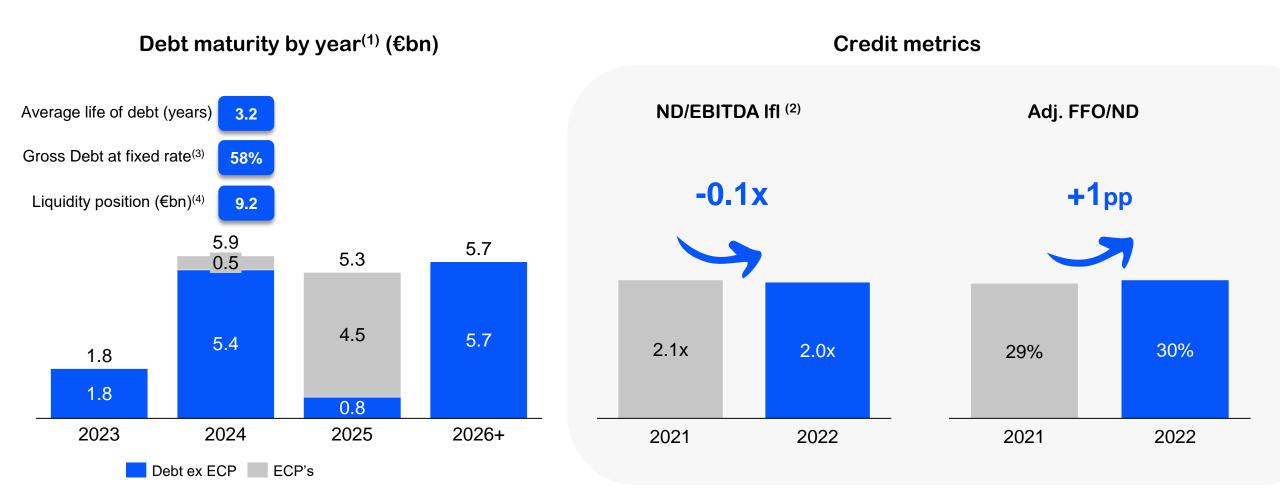
<sup>(1)</sup> Cash basis Capex: Net acquisitions of fixed assets (2,008 €mn) + Acquisitions and disposals of other investments (436 €mn)

<sup>2)</sup> Mainly rights of use, changes in perimeter and others

Accounted as Gross Financial Guarantees.

## Sound financial strength





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

Excluding 238 €mn effect of Endesa X Way transaction

<sup>3)</sup> Fixed debt ratio calculated net of energy markets cash collaterals (39% considering cash collaterals)

<sup>(4)</sup> As of December 2022

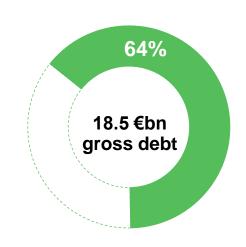
# ~14€bn of new sustainability linked instruments to support our growth



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

	Amount (€bn)	KPIs	
Loans	2.6	7 GLAN INTERPORT TO LIAN INTER	)
RCFs (2)	1.0	7 APTORNALIANO CILIAN DICES  13 CLIMATI ACTION  ACTION	
ECPs (3)	5.0	7 AFFORMATION TO CLAMATE ACTION ACTION	
Guarantees	0.4	7 AFFORMERAN TO GLAN HORST TO ACTION	
Other	4.8	7 GIDAN DISTOR	

### Sustainable Finance



64% sustainable gross debt...

...already above 2023 target (60%) and on track to reach 2025 target (87%)

Operations closed during 2022. Nominal values, inclusive of undrawn notional

<sup>2)</sup> RCF: "Revolving Credit Facility"

B) ECP: "Euro Commercial Paper"

# FY 2022 Closing remarks

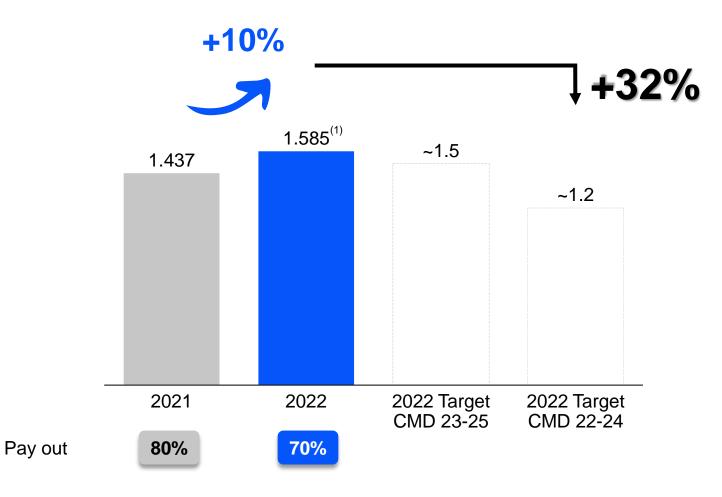
José Bogas

endesa

## 2022 DPS above target



€/share



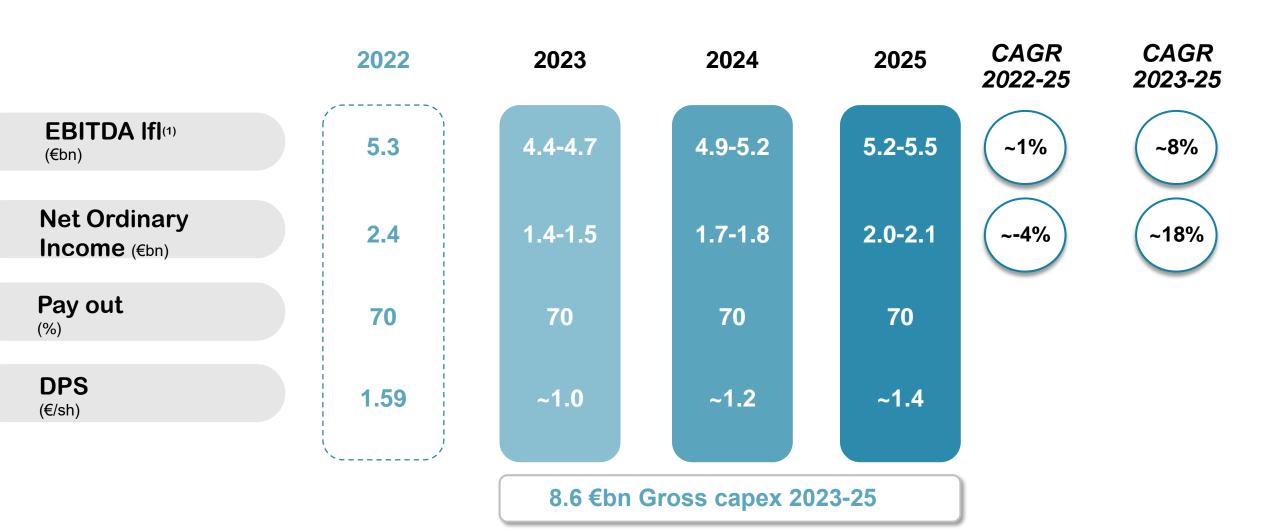
DPS proposal 2022: 1.585 €/share to be paid in July 2023

+10% increase versus 2021

+32% above 2022-24 guidance (1.2 €/sh.)

## 2023-25 financial metrics





## **Closing Remarks**



Sound results in an extremely volatile energy scenario Protecting our customers from prices increase leveraging on inframarginal output

2.3 €bn gross capex devoted to Energy Transition

Solid remuneration to our shareholders

# FY 2022 Annexes



## Endesa: 2022 P&L

€mn



	Conventional Gx	Renewables	Retail	Endesa X	Dx	Structure	Adjustments	TOTAL
Income	17,488	934	27,764	368	2,348	472	-16,478	32,896
Procurements and services	-10,410	-59	-28,690	-215	-139	170	15,949	-23,394
Income and expenses from energy derivatives	-3,896	-37	1,716	0	0	0	0	-2,217
Gross margin	3,182	838	790	153	2,209	642	(529)	7,285
Fixed operating costs and other results	-763	-207	-438	154	-506	-489	529	-1,720
EBITDA	2,419	631	352	307	1,703	153	-	5,565
D&A	-576	-243	-275	-51	-685	-48	0	-1,878
EBIT	1,843	388	77	256	1,018	105	-	3,687
Net financial results								-215
Net results from equity method								15
PROFIT BEFORE TAX								3,487
Income Tax Expense								-891
Non-Controlling Interests								-55
NET ATTRIBUTABLE INCOME								2,541
NET ORDINARY INCOME								2,398

## **Endesa: 2021 P&L**

€mn



	Conventional Gx	Renewables	Retail	Endesa X	Dx	Structure	Adjustments	TOTAL
Income	8,135	871	16,176	270	2,575	465	-7,593	20,899
Procurements and services	-5,126	158	-17,140	-144	-146	-1	7,035	-15,364
Income and expenses from energy derivatives	-1,419	-22	1,984	0	0	0	0	543
Gross margin	1,590	1,007	1,020	126	2,429	464	(558)	6,078
Fixed operating costs and other results	-731	-166	-475	-76	-464	-446	558	-1,800
EBITDA	859	841	545	50	1,965	18	-	4,278
D&A	-1,146	-215	-196	-49	-667	-49	0	-2,322
EBIT	(287)	626	349	1	1,298	(31)	-	1,956
Net financial results								-31
Net results from equity method								-1
PROFIT BEFORE TAX								1,924
Income Tax Expense								-467
Non-Controlling Interests								-22
NET ATTRIBUTABLE INCOME								1,435
NET ORDINARY INCOME								1,902

# Installed capacity and output



Total net installed capa	acity (	(MW)
--------------------------	---------	------

	2022	2021	Var. (%)
Mainland	17,781	16,877	+5%
Renewables (2)	9,293	8,389	+11%
Hydro	4,746	4,746	-0%
Wind	2,882	2,546	+13%
Solar	1,665	1,097	+52%
Others	0	0	0%
Nuclear	3,328	3,328	0%
Coal	1,403	1,403	0%
CCGTs	3,757	3,757	0%
Non mainland territories	4,263	4,263	+0%
Coal	241	241	0%
Fuel - Gas	2,334	2,334	0%
CCGTs	1,688	1,688	0%
Total	22,044	21,140	+4%

#### Total gross output<sup>(1)</sup> (GWh)

2022	2021	Var. (%)
52,575	46,536	+13%
12,041	12,794	-6%
4,477	6, 122	-27%
5,709	5,605	+2%
1,854	1066	+74%
1	1	0%
26,508	25,504	+4%
911	731	+25%
13,115	7,508	+75%
12,141	11,056	+10%
86	45	+91%
4,450	4,077	+9%
7,605	6,934	+10%
64,716	57,592	+12%

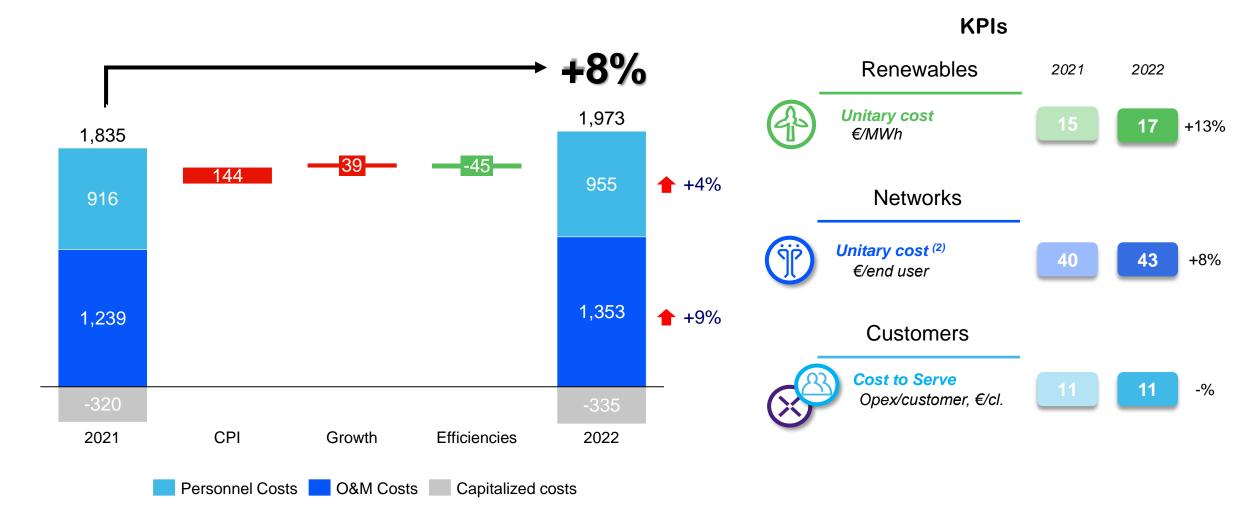
<sup>(1)</sup> Output at power plant bus bars (Gross output minus self-consumption). Rounded figures

<sup>(2)</sup> Includes 176 GWh in non-mainland in 2022 (97 MW) vs 169 GWh in 2021 (77 MW in 2021)

## **Fixed costs evolution**

€mn

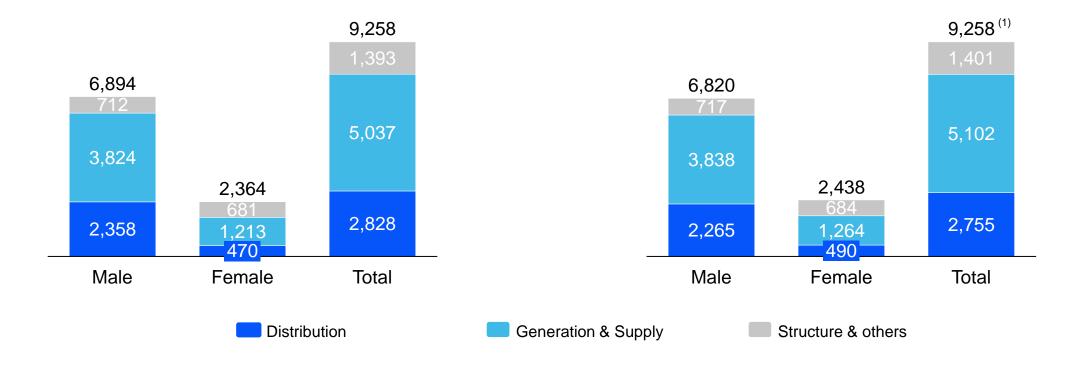




## **Final headcount**



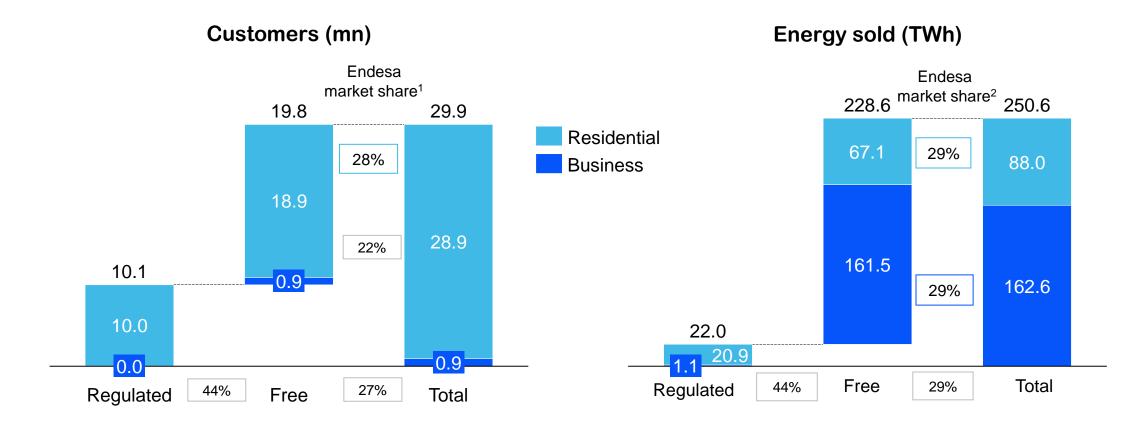
2021 2022



## Spanish power market

FY 2022





<sup>32</sup> 

<sup>1.</sup> Customers: CNMC "Informe de supervision de los cambios de comercializador" published 22/12/22

Energy sold: Internal estimation based on "sectorial energy daily forecast system"

## **Key ESG highlights**



### **Environment**



	2022	2021	2025 Target
Installed renewable capacity (MW)	9,293	8,390	13,600
Peninsular CO <sub>2</sub> -free production (%)	73%	82%	91%
Scope 1 emissions from Generation (gCO <sub>2</sub> e /kWh)	205	186	<145
Water collected for electricity generation (I/MWh)	73.6	79.4	74.2
Waste recovery (%)	95%	-	-
Number of electric vehicle charging stations	13,898	9,482	66,000
Investment in digitalization (million €)	520	456	1,400 in 2023-2025
Electronic invoicing (% digital invoices issued)	46.3%	39.0%	58.3%

### Social



Access to energy (accumulated beneficiaries since 2015)	2,375,296	2,115,018	4,100,000
Social-economic development (accumulated beneficiaries since 2015)	1,063,421	925,159	2,100,000
Contracts that include the K for sustainability (%)	99%	93%	98%
Women in management positions (%)	18.9%	20.8%	20.2%
New recruits (# employees)	648	678	-
Average training hours per employee	45.7	44.0	40.0
Employees with disabilities (#)	90	76	+ 15 employees/year
Frequency index for accidents	0.33	0.57	0.30
Number of fatal accidents	0	1	0
		26.40/	

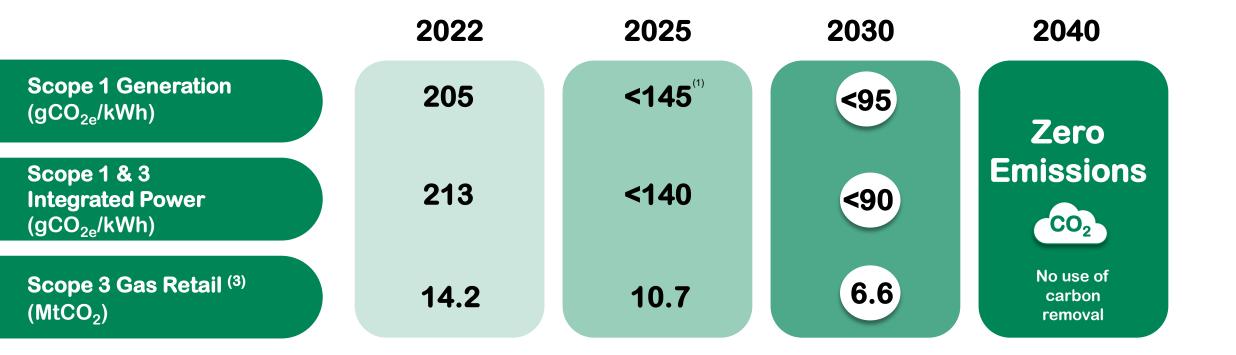
### Governance



Number of fatal accidents	0	1	0
Women on the Board of Directors (%)	41.7%	36.4%	40%
Complaints received through the Whistleblowing Channel (#)	12	7	-
Unfounded complaints (#)	9	6	-
Breaches of Endesa's Code of Ethis (#)	3	1	-
Sustainable finance (% of gross financial debt)	64%	60%	87%

## 2040 emission evolution







1.5 °C aligned decarbonization roadmap covering main direct and indirect emissions<sup>(2)</sup> across the value chain

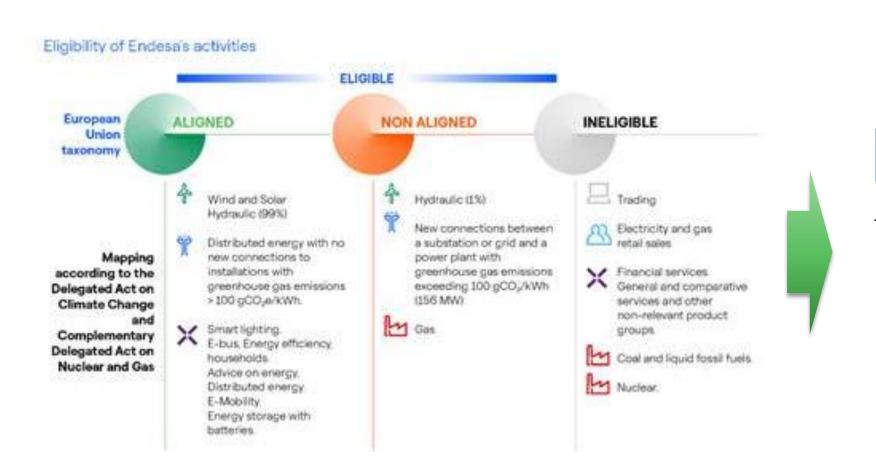
<sup>(1) &</sup>lt;50 grCO2/kWh in mainland

<sup>(2)</sup> Endesa is committed to mitigate remaining S1+2+3 emissions according to a 1.5 pathway

<sup>(3)</sup> Target does not include M&A operations

## Taxonomy: key performance indicators 2022





% Activities eligible-aligned					
	2022	2021			
INCOME	10.9%	27.2%			
OPEX	41.4%	38.8%			
<b>EBITDA</b>	47.9%	64.3%			
CAPEX	76.4%	75.0%			

# 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: (224 €mn) / 16,442 €mn = 1.4%	7
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): $59,961 / 18,588 = 3.2$ years	7
Cash flow from operations (€mn)	Net cash provided by operating activities (1,672 €mn)	10.4
Free cash flow (€mn)	Cash flow from operations (1,672 €mn) - Net change of tangible and intangible assets (2,106 €mn) + Subsidies and other deferred incomes (98 €mn) - Net change of other investments (6,284 €mn) + Net change of financial asset guarantees (5,848 €mn) = -772 €mn	n/a
Debt maturities coverage (months)	Maturity period (months) for vegetative debt that could be covered with the liquidity available: 10 months	7
EBITDA (€mn)	Revenues (32,896 €mn) – Purchases and Services (23,394 €mn) + Income and expenses from energy derivatives (-2,217 €mn) + Work performed by the entity and capitalized (335 €mn) – Personnel expenses (955 €mn) – Other fixed operating expenses (1,353 €mn) + Results on disposal of assets (253 €mn) = 5,565 €mn	7
EBIT (€mn)	EBITDA (5,565 €mn) - Depreciation and amortization (1,878 €mn) = 3,687 €mn	7
Fixed costs (Opex) (€mn)	Personnel expenses (955 €mn) + Other fixed operating expenses (1,353 €mn) - Work performed by the entity and capitalized (335 €mn) = 1,973 €mn	7
Gross margin (€mn)	Revenues (32,896 €mn) – Purchases and Services (23,394 €mn) + Income and expenses from energy derivatives (-2,217 €mn) = 7,285 €mn	7
Leverage (times)	Net financial debt (10,869 €mn) / EBITDA lfl (5,327 €mn from 2022) = 2.0x	n/a

# Glossary of terms (II/II)



ltem	Calculation	Reference note of Consolidated Management Report
Gross Capex (€mn)	Gross tangible (1,902 €mn) and intangible (468 €mn) Capex - rights of use (23 €mn) + Others (-4 €mn) = 2,343 €mn	n/a
Net financial debt (€mn)	Long and short term financial debt (11,704 €mn + 6,784 €mn) - Cash and cash equivalents (871 €mn) – Derivatives recognized as financial assets (24 €mn) – Financial guarantees (6,724 €mn) = 10,869 €mn	7
Net financial results (€mn)	Financial Revenues (236 €mn) - Financial Expenses (343 €mn) - Net results from Derivative Financial Instruments (85 €mn) - Foreign Exchanges (23 €mn) = -215 €mn	7
Income (€mn)	Sales and Services (32,545 €mn) + Other operating revenues (351 €mn) = 32,896 €mn	9.3
Net ordinary income 2022 (€mn)	Reported Net Income (2,541 €mn) – Gains/(losses) on disposals of non-financial assets of over 10 €mn (192 €mn) – Net Impairment losses on non-financial assets of over 10 €mn (-49 €mn) = 2,398 €mn	7
Net ordinary income 2021 (€mn)	Reported Net Income (1,435 €mn) – Gains/(losses) on disposals of non-financial assets of over 10 €mn (22 €mn) – Net Impairment losses on non-financial assets of over 10 €mn (-489 €mn) = 1,902 €mn	7
Liberalized power margin (€mn)	Conventional Gx margin contribution (3,182 €mn) + Renewables margin (838 €mn) + Retail margin (790 €mn) - Non mainland margin (580 €mn) - SCVP margin (52 €mn) - Gas margin (612 €mn) - Others (384 €mn) = 3,182 €mn	n/a
Unitary liberalized power margin (€/MWh)	Liberalized power margin / Electric sales in the liberalized market in Spain and Portugal: 3,182 €mn / 75.7 TWh = €42.0/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.

## **IR Team**

Contact us



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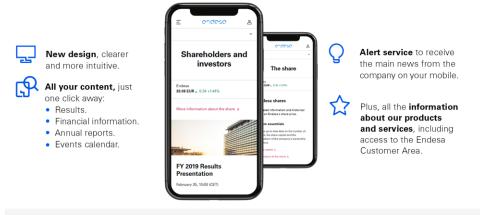
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