# First Half









Consolidated results July 27<sup>th</sup>, 2021



# Key highlights of the period



### Financial results

1.9 €bn EBITDA, in adverse market context, with expected performance to normalize along the H2

### **European policies**

European regulation proposals speeding up decarbonization

### **Efficiencies**

Ongoing and consistent improvement in operational efficiency

### **Decarbonization**

~53 GW (+~11 GW) renewable pipeline

Full mainland coal phase out along H2

### Shareholder return

Final dividend (1.3136 €/share) paid in July

Total dividend yield above 9%

H1 2021 Results - Madrid, 27 July 2021

# **European Regulatory update**



### Fit for 55 package

### 2030 main targets

55% emissions reduction

40% renewables (from 32%)

36% energy efficiency (from 32.5%)

Zero emissions from new cars by 2035

#### Measures

EU ETS lower overall emissions cap

Tighter MSR after 2023

EU ETS is extended to the maritime sector and its application to aviation reinforced

New separated scheme for road transport and buildings

Carbon Border Adjustment Mechanism

New financing fund: "Climate social Fund"

### E.U. Recovery Fund

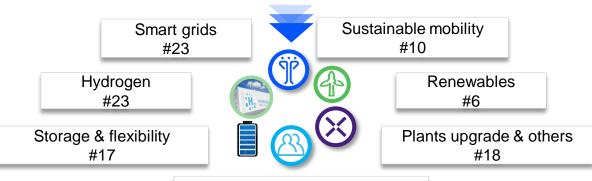
### Status

Spanish Plan for the Recovery, Transformation and Resilience approved by the European Commission

Spain will receive ~ 20 €bn from the EU recovery fund in 2021

The first 9 €bn have already been approved

### Endesa's main projects: 122 projects of ~23 €bn



Refurbishment & efficiency #25

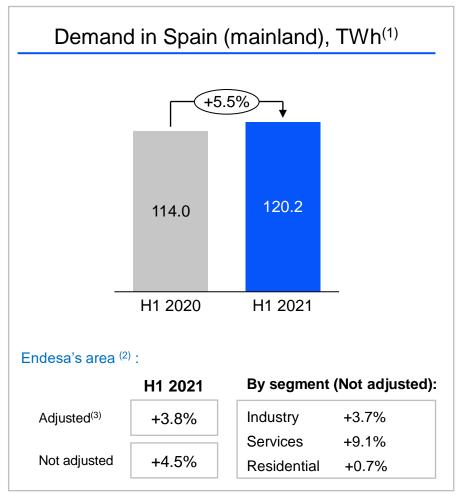
### Extremely supportive European regulatory and political context

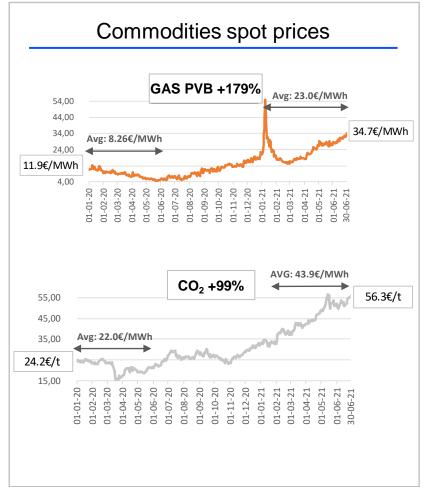
H1 2021 Results - Madrid, 27 July 2021

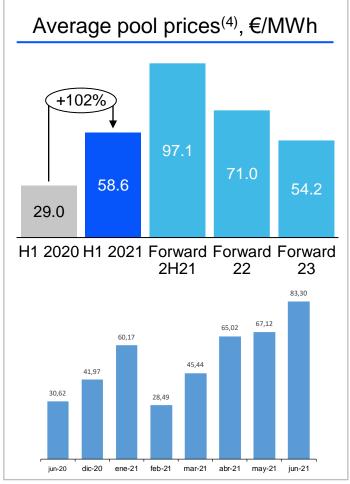
# **Market context**



Signs of demand recovery and spike in commodities impact power prices







Not adjusted demand in mainland. Source: REE

For weather and working days

H1 2021 Results - Madrid, 27 July 2021

<sup>(2)</sup> Source: Endesa's own estimates in mainland. Variation versus 2020

# **Market context**

### Pool Price increase underlying rationale

# endesa

### Pool price rally

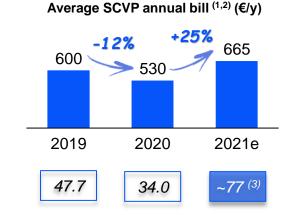
Electricity prices in Iberia doubled (+102%) mainly due to gas

# Impact on pool price (1) (€/MWh) +102% -21 29 -6 H1 2020 CO2 Gas 7%Tax H1 2021 & others

### **Implications**

#### Customer bill

 Regulated residential and indexed clients mainly affected



### Regulatory initiatives

- ✓ National Fund for the Sustainability of the Energy Sector
- ✓ New tariff structure
- √ CO₂ clawback proposal

Avg. pool price, €/MWh

- ✓ Temporary VAT reduction from 21% to 10%
- √ 7% tax generation suppression for the 3Q21

### Record pool prices across all European countries mainly driven by gas

# CO<sub>2</sub> clawback proposed regulation



### Main sector allegations

- Based on unfounded assumptions:
  - Non amortized facilities
  - "Windfall taxes": relevant full cost due to high taxation since 2005 (~30-40%)
- Discouraging investments and threatening PNIEC targets
- Hampers electrification favoring other polluting sectors
- Generating market distortions, while being useless to solve electricity price increase

### **CNMC** proposed improvements

- Price floor proposal
- Gradual implementation considering previous hedges
- 7% tax should be applied post clawback
- Revision of the non-contestable technologies: wind and pumping
- Proceeds should be used to reduce the cost of energy

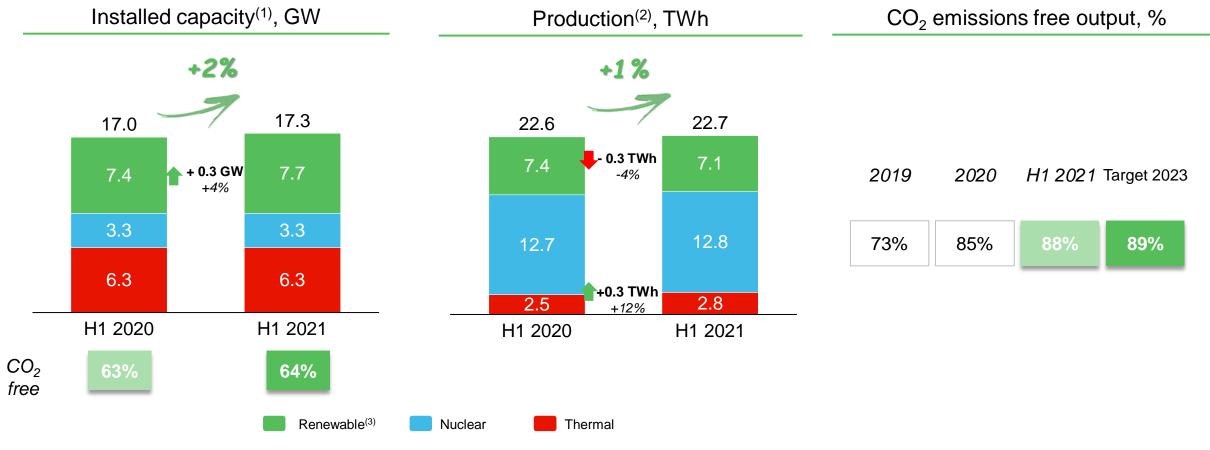
### Expecting a rather more reasonable outcome versus the initial proposal

H1 2021 Results - Madrid, 27 July 2021

# **Decarbonization**

### Mainland generation





Approaching CO<sub>2</sub> emissions free output target earlier than planned

Net capacity. Does not include 75 MW in H1 2021 and 40 MW in H1 2020 renewables in non mainland. Rounded figures

<sup>2)</sup> Energy at power plant busbars. Does not include 77 GWh in H1 2021 and 28 GWh in H1 2020 renewables in non mainland. Rounded figures

<sup>(3)</sup> Includes large hydro

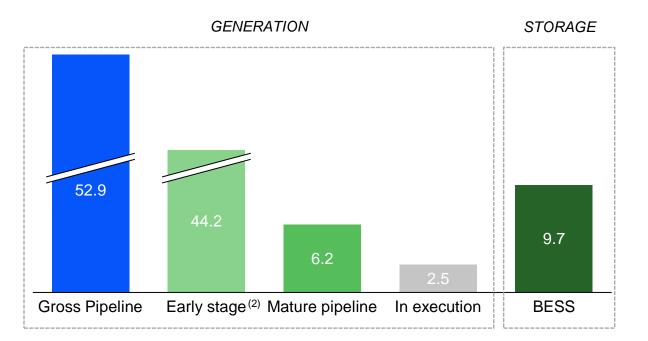
# **Decarbonization**

Growth in renewable generation capacity

Gross pipeline<sup>(1)</sup> of renewable projects, GW





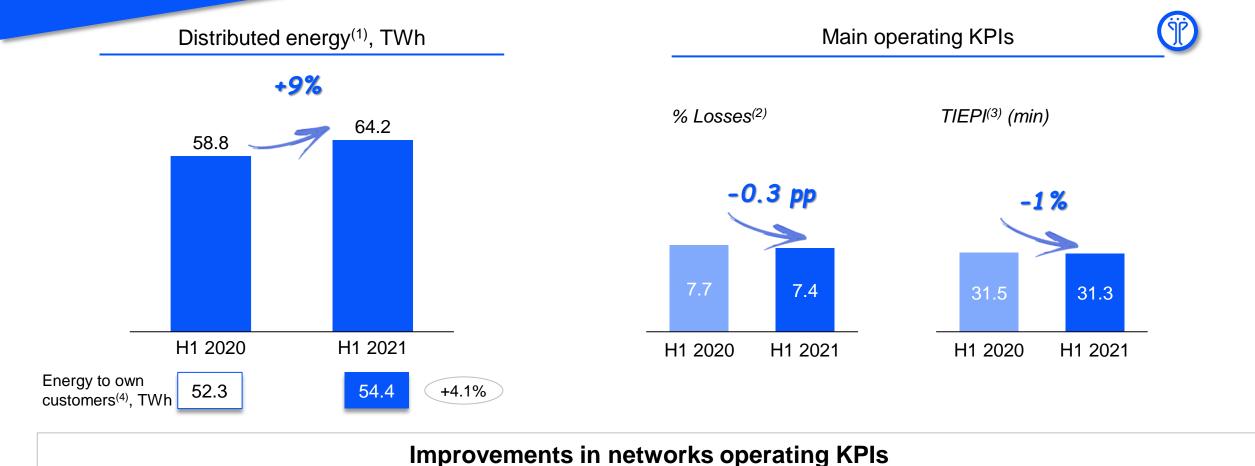


- Gross pipeline: 52.9 GW, **7.0 GW with connection points**
- Generation mature pipeline + In execution:
  - ~70% Solar
  - ~30% Wind
- Storage (BESS): 9.7 GW
  - 1.6 GW in mature pipeline

Further strengthening our pipeline: more than 11 GW in generation added in H1 2021

# **Infrastructure & Networks**





<sup>1)</sup> Energy supplied to customers at substation busbars, with or without contract, auxiliary consumption of (3) generators and outflows to other networks (transmission or distributors)

Energy inputs to the distribution network minus distributed energy divided by energy inputs to the distribution system

Tiempo de Interrupción Equivalente a la Potencia Installada (Installed Capacity Equivalent Interruption Time). According to Spanish Regulator. Own + Programmed and Transport minutes of interruption

<sup>4)</sup> At busbars (REE criteria)

# **Electrification**

Retail & Endesa X



10



### More rational competition in the Supply business

# **Electrification**

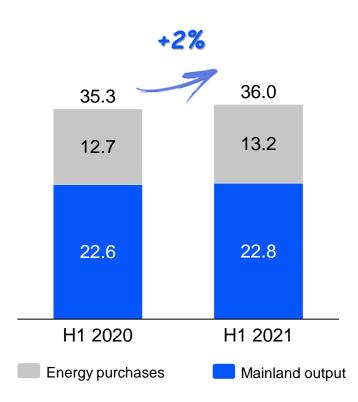
endesa

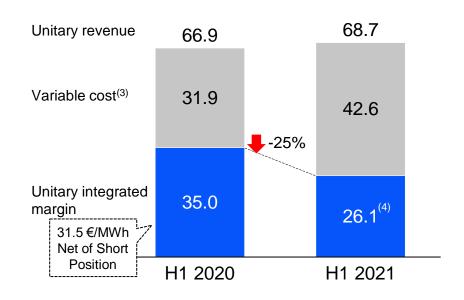
Energy management

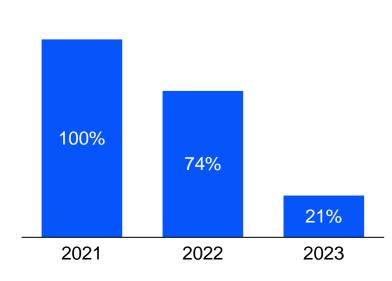
Liberalized sales<sup>(1)</sup>, TWh

Power integrated margin<sup>(1)</sup>, €/MWh

Output<sup>(2)</sup> hedged







### Integrated margin affected by conjunctural context

<sup>1)</sup> Total free sales excluding international sales and SCVP, not considered in the integrated margin. Unitary integrated margin, both in H1 2021 and H1 2020, includes procurement activities for CCGTs

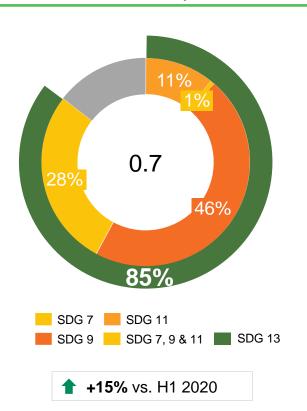
Price driven output

<sup>(3)</sup> Production cost + energy purchase cost + ancillary services

# **Key ESG highlights**



Sustainable capex<sup>(1)</sup>, €bn



### Recent milestones

85% gross capex devoted to climate actions

Endesa Circular Economy Academy

Endesa **Distribution** qualified as **Zero Waste**<sup>(2)</sup>

IBEX-35 leader in transparency & fiscal responsibility (3<sup>rd</sup> consecutive year) and in financial information quality ("Informe Reporta 2020")

CSR Observatory: **Leaders in Human Rights** & top 6 in Bribery and Corporate Governance

### ESG Indexes update



1# Electric & Gas Utilities
1# Worldwide



1# Conventional electricity



1# lbex-35 Leader

### Main ESG ratings acknowledge Endesa's leadership

<sup>1)</sup> Gross capex

# H1 2021

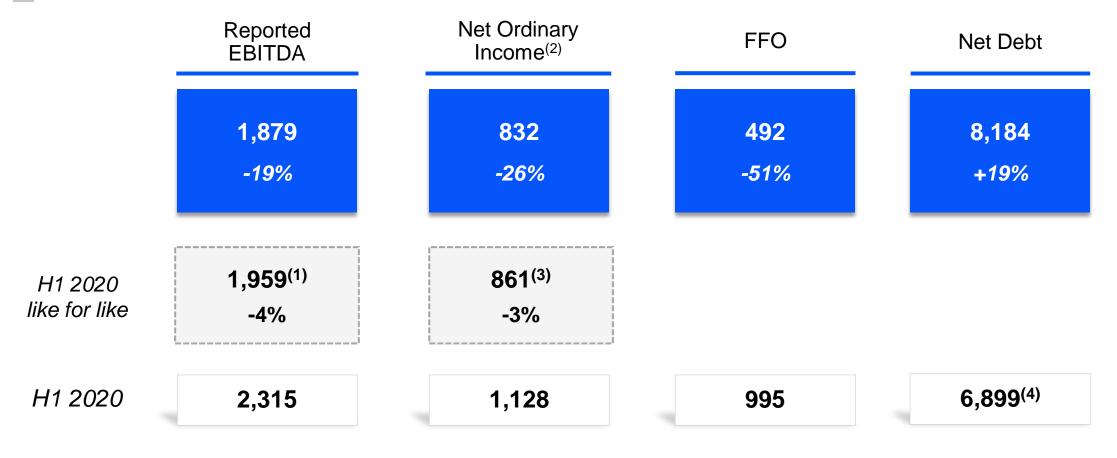
Financial results



# Financial highlights







<sup>(1)</sup> H1 2020 like for like EBITDA excluding +515 €mn of provision reversal from the commitments contained in the new collective agreement, and -159 €mn of additional provision recorded for workforce restructuring plans.

(4) FY2020 figure

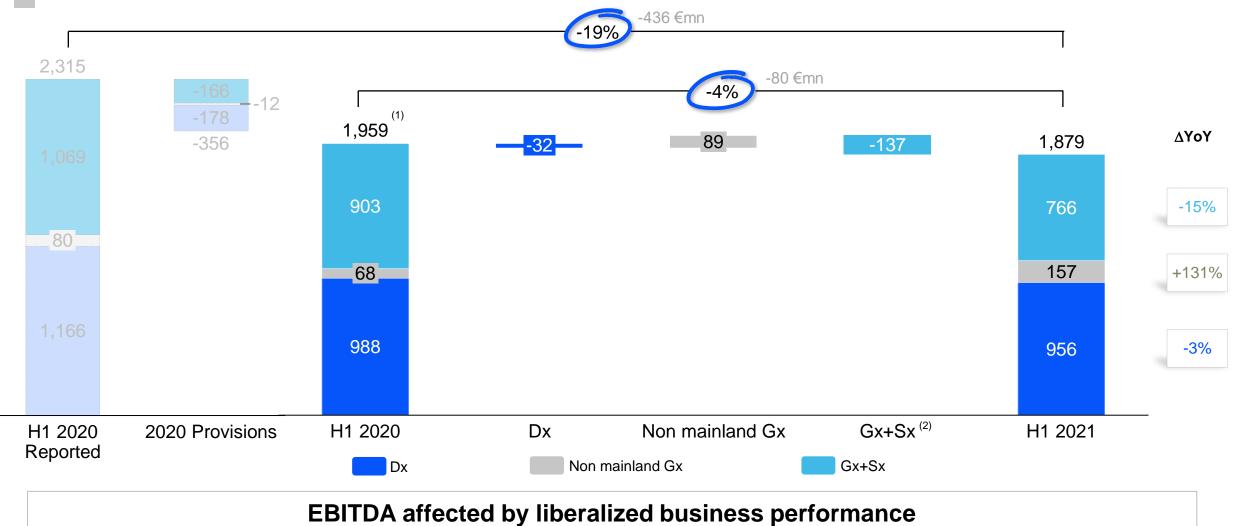
<sup>(2)</sup> Net Ordinary Income: Reported Net Income (832 €mn) - Net Results on Impairment of Non-Financial Assets over 10 €mn (0 €mn) - Initial net accrual of personnel costs due to restructuring plans relating to the decarbonization and digitalization process (0 €mn) - Net Costs corresponding to the Public Responsibility Plan for the Health Crisis Covid-19 (0 €mn) = 832 €mn

<sup>(3)</sup> H1 2020 Net Ordinary Income IfI: Net Ordinary Income (1,128 €mn) – Net effect of provision reversal from the commitments contained in the new collective agreement (386 €mn) + Additional provision recorded for workforce restructuring plans (-119 €mn) = 861 €mn.

# Like-for-like EBITDA evolution







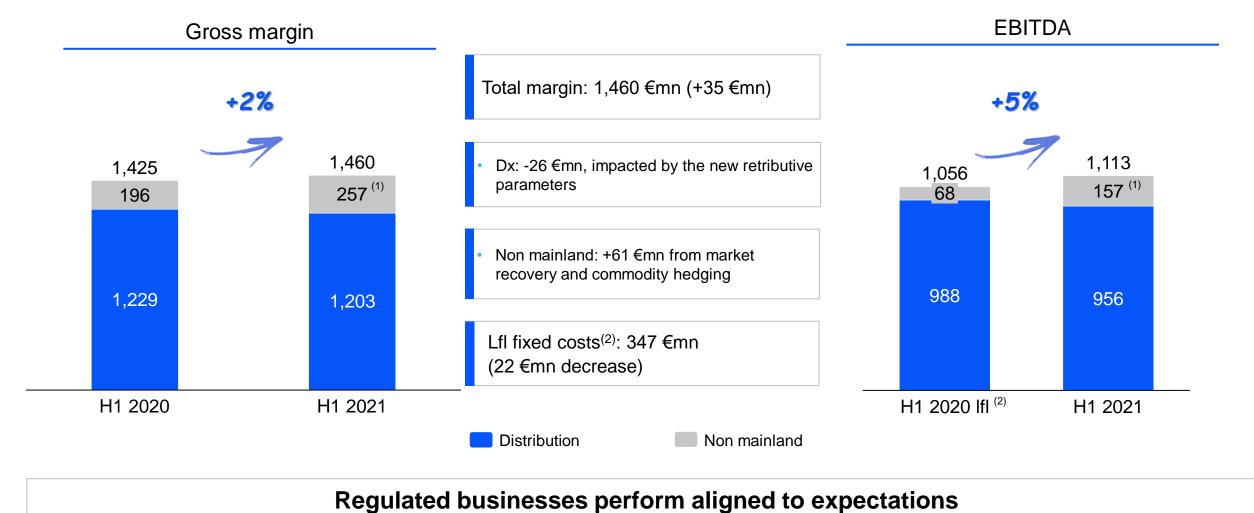
<sup>(1)</sup> H1 2020 like for like EBITDA excluding +515 €mn of provision reversal from the commitments contained in the new collective agreement, and -159 €mn of additional provision recorded for workforce restructuring plans
H1 2021 Results - Madrid, 27 July 2021 (2) Gx+Sx figures include Generation and Supply business, Corporate Structure, Services and Adjustments and does not include Non-mainland generation

15

# Regulated business

€mn





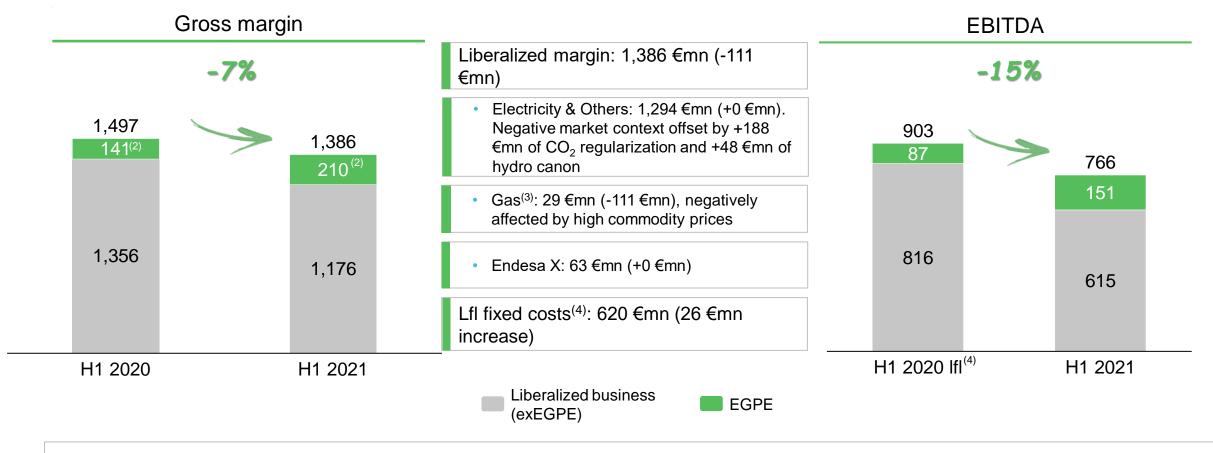
Includes 38 €mn from commodity hedging assigned to non-mainland assets

H1 2020 reported fixed costs excluding +289 €mn (+269 €mn Dx and + 20 €mn Non mainland) of provision reversal from the commitments contained in the new collective agreement, and -99 €mn (-91 €mn Dx and -8 €mn Non mainland) of additional provision recorded for workforce restructuring plans.

### Liberalized business(1)







### Challenging context in both electricity and gas partially offset with non recurrent impacts

<sup>(1)</sup> Liberalized business figures include Generation and Supply business, Corporate Structure, Services and Adjustments and does not include Non-mainland generation. Not including +38 €mn of commodity hedging

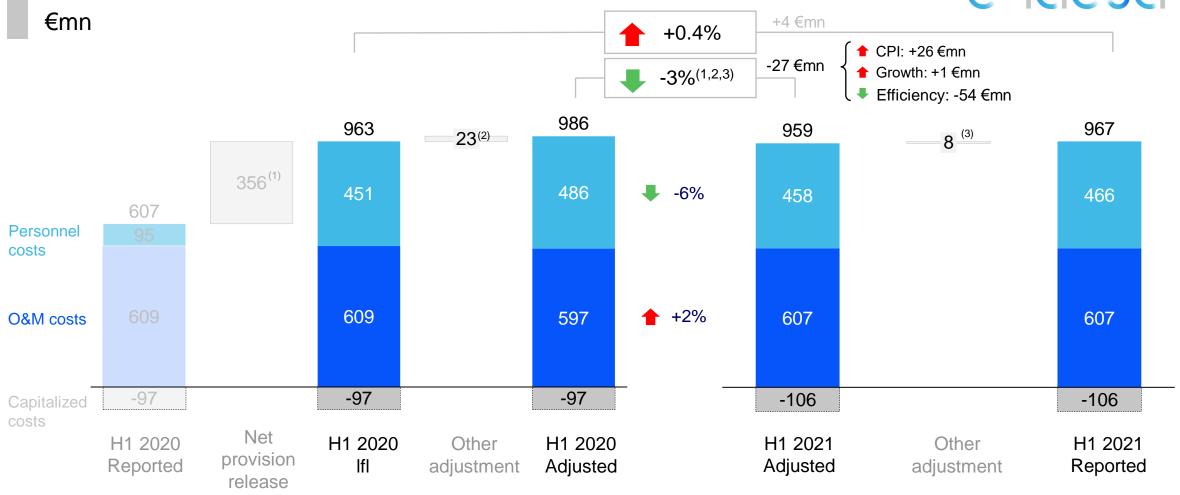
<sup>2)</sup> Managerial gross margin: 166 €mn in 1H2021 and 178 €mn in 1H2020

<sup>3)</sup> Does not include procurement activities to CCGTs

<sup>(4)</sup> H1 2020 reported fixed costs excluding +226 €mn of provision reversal from the commitments contained in the new collective agreement, and -60 €mn of additional provision recorded for workforce restructuring plans.

# **Fixed costs evolution**





Fixed costs improvements driven by personnel efficiency plans

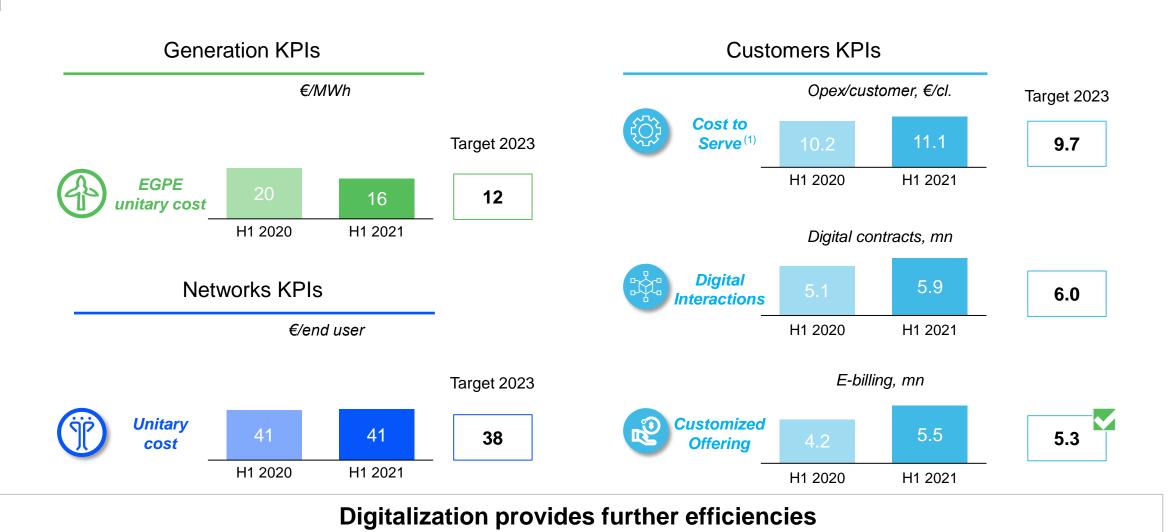
<sup>1)</sup> See details on slide 14

<sup>(2)</sup> H1 2020 Fixed costs adjusted by updating of provisions for workforce restructuring plans in place (44 €mn), indemnities and other tax and labour related risks (-9 €mn) and the Public Responsibility Plan for the Health Crisis Covid-19 (-12 €mn)

H1 2021 Fixed costs adjusted by updating of provisions for workforce restructuring plans in place (-4 €mn) and indemnities and other tax and labour related risks (-4 €mn)

# **Efficiencies**





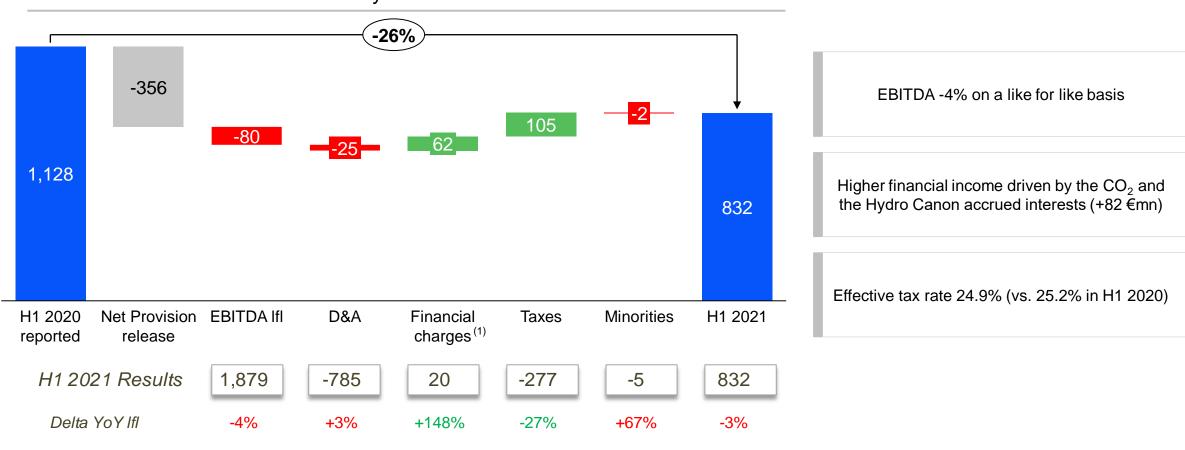
H1 2021 Results - Madrid, 27 July 2021 (1) Power and gas. Including Social Bonus

# **Net Ordinary Income**



€mn





### **Net Ordinary Income aligned to FY target**

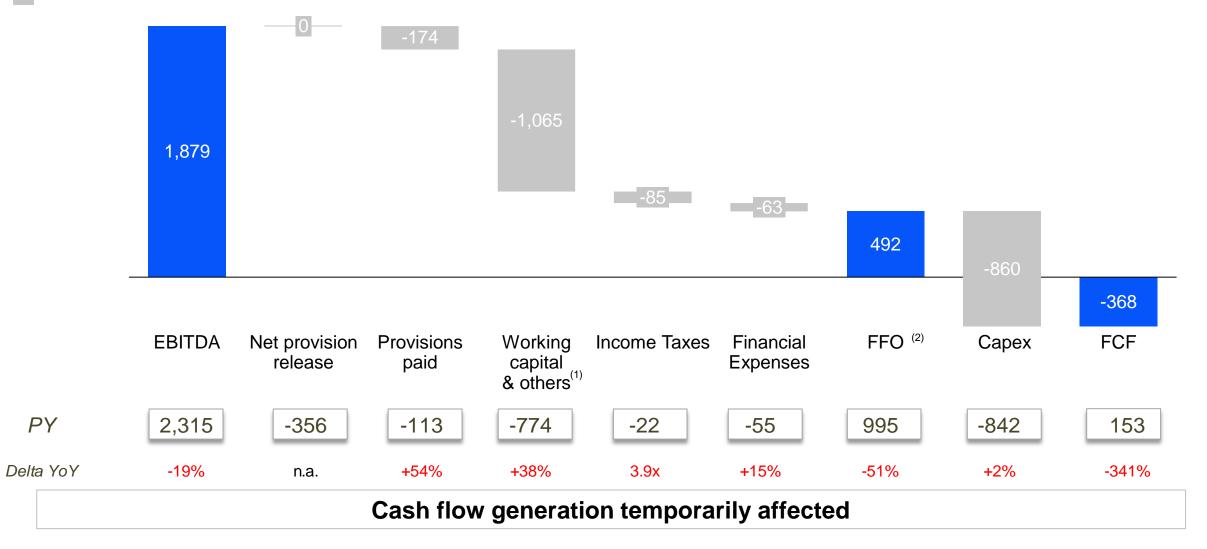
# **Cash Flow**

€mn

H1 2021 Results - Madrid, 27 July 2021



21



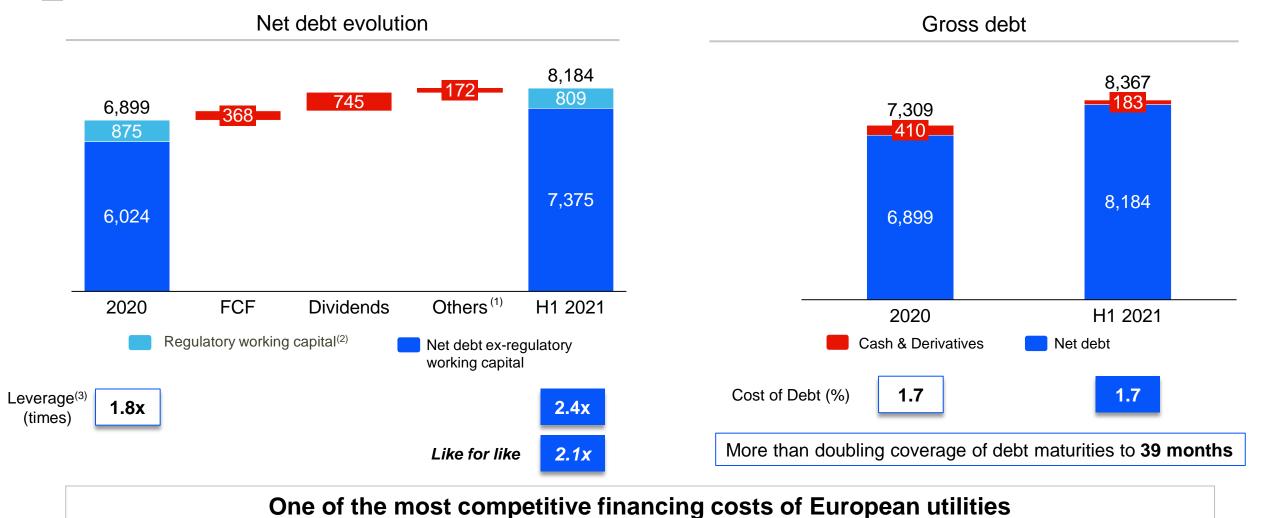
Net working capital + Net provision release with no cash impact + Regulatory NWC + others. Does not include 356 €mn of net provision release in H1 2020

Cash based Capex: Net change of tangible and intangible assets (390 €mn) - Subsidies and other deferred incomes (18 €mn) + Net change of other investments (53 €mn)

# Net financial debt analysis

€mn





<sup>(1)</sup> Mainly rights of use and derivatives

<sup>(2)</sup> Net balance with CNMC settlements

<sup>(3)</sup> Calculated as Net Debt / EBITDA (12 last months)

### **Sustainable Finance**

### New milestones in Sustainable Finance







### Sustainability across all products



100% of Endesa´s liquidity facilities SDG-Linked (4,075 €mn)<sup>(1)</sup>



Renewal of SDG7 ECP Program (4,000 €mn)



Bank guarantee lines (2,185 €mn)



SDG- linked 7 year Bank Loan (75 €mn)



18 year Green Project Finance Loan (17 €mn)



SDG- linked 7 year IRS (150 €mn)



Factoring lines (746 €mn)

95% of Endesa's bank guarantee lines SDG-linked (3,315 €mn)

H1 2021 Results - Madrid, 27 July 2021

23

# **Closing remarks**



2021 Guidance confirmed backed on supportive H2

Open to dialogue to find efficient solutions for the pool price context

Progressing consistently in decarbonization and electrification, as well as in efficiency

Key role to contribute to the Spanish economic recovery through European funds

# H1 2021

Annexes



# **Endesa: H1 2021 P&L**



€mn

	Gx+Sx	Dx	Structure	Adjustments	TOTAL
Income	9,069	1,288	248	-333	10,272
Procurements and services	-7,393	-85	-24	76	-7,426
Gross margin	1,676	1,203	224	(257)	2,846
Self-constructed assets	42	58	6	0	106
Personel expenses	-243	-131	-100	8	-466
Other fixed operating expenses	-540	-174	-142	249	-607
EBITDA	935	956	(12)	-	1,879
D&A	-441	-313	-31	0	-785
EBIT	494	643	(43)	-	1,094
Net financial results	41	-25	4	0	20
Net results from equity method	9	3	0	0	12
Results from other investments	0	0	141	-141	0
Results on disposal of assets	-11	-2	1	0	-12
PROFIT BEFORE TAX	533	619	103	(141)	1,114
Income Tax Expense	-123	-161	7	0	-277
Non-Controlling Interests	-4	-1	0	0	-5
NET ATTRIBUTABLE INCOME	406	457	110	(141)	832

H1 2021 Results - Madrid, 27 July 2021

# **Endesa: H1 2020 P&L**

endesa

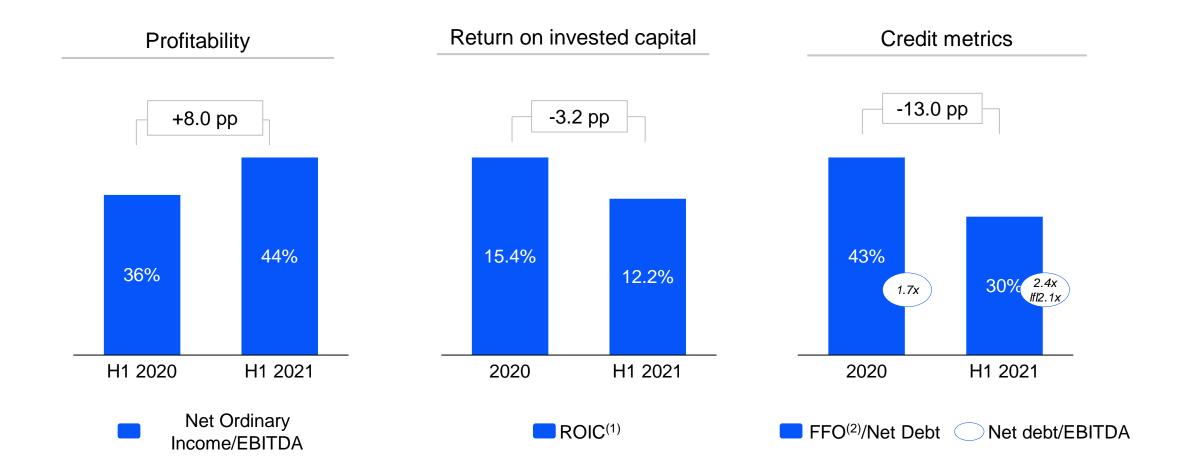
€mn

	Gx+Sx	Dx	Structure	Adjustments	TOTAL
Income	7,661	1,309	252	-339	8,883
Procurements and services	-5,933	-80	-20	72	-5,961
Gross margin	1,728	1,229	232	(267)	2,922
Self-constructed assets	32	58	7	0	97
Personel expenses	-59	57	-98	5	-95
Other fixed operating expenses	-534	-178	-156	259	-609
EBITDA	1,167	1,166	(15)	(3)	2,315
D&A	-421	-313	-26	0	-760
EBIT	746	853	(41)	(3)	1,555
Net financial results	-38	-17	7	0	-48
Net results from equity method	10	1	0	0	11
Results from other investments	0	0	914	-914	0
Results on disposal of assets	-11	6	0	0	-5
PROFIT BEFORE TAX	707	843	880	(917)	1,513
Income Tax Expense	-178	-209	5	0	-382
Non-Controlling Interests	-2	-1	0	0	-3
NET ATTRIBUTABLE INCOME	527	633	885	(917)	1,128

H1 2021 Results - Madrid, 27 July 2021

# **Profitability and credit metrics**





(2) FFO last 12 months

<sup>(1)</sup> Calculated on a like-for-like basis

H1 2021 Results - Madrid, 27 July 2021

# Installed capacity and output



Total net installed capacity, MW
----------------------------------

	Total fict installed capacity, wive		
	H1 2021	2020	Var. (%)
Mainland	17,402	17,388	+0%
Renewables (2)	7,795	7,781	+0%
Hydro	4,748	4,749	-0%
Wind	2,422	2,423	-0%
Solar	625	609	3%
Others	0	0	0%
Nuclear	3,328	3,328	0%
Coal	2,523	2,523	0%
CCGTs	3,756	3,756	0%
Non mainland territories	4,264	4,264	+0%
Coal	241	241	0%
Fuel - Gas	2,334	2,334	0%
CCGTs	1,689	1,689	0%
Total	21,666	21,652	+0%

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

H1 2021	H1 2020	Var. (%)
22,809	22,601	+1%
7,182	7,396	-3%
3,703	4,714	-21%
2,983	2,424	23%
495	258	92%
1	0	n.a.
12,815	12,672	1%
391	664	-41%
2,421	1,869	30%
4,783	4,974	-4%
39	-9	n.a.
1,752	2,042	-14%
2,992	2,941	2%
27,592	27,575	+0%

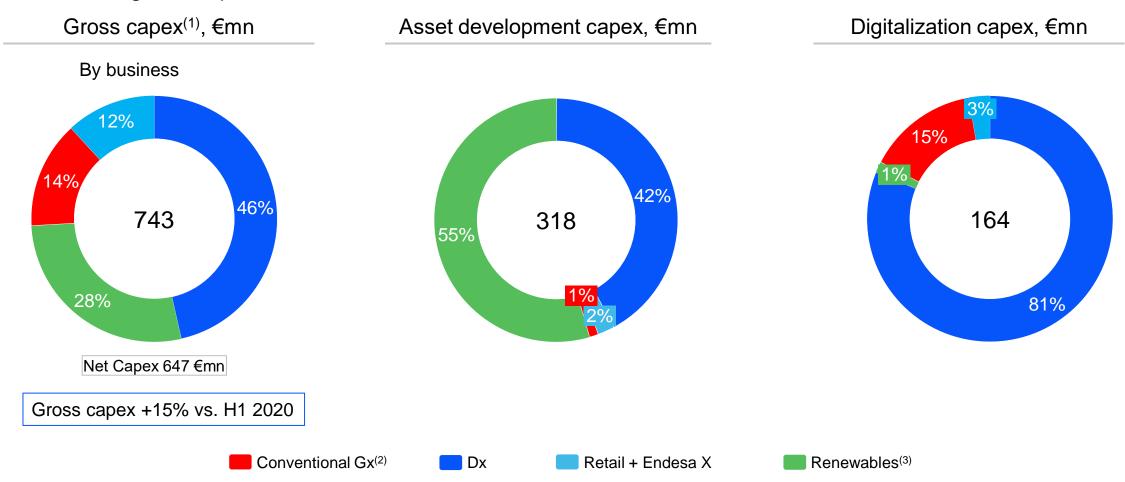
<sup>(1)</sup> Output at power plant bus bars (Gross output minus self-consumption)

<sup>(2)</sup> Includes 77 GWh in non-mainland in H1 2021 (75 MW) vs 28 GWh in H1 2020 (40 MW)

# **Gross Capex**



Accelerating development in renewables and networks



<sup>(1)</sup> Does not include: Financial investments (13 €mn), rights of use (151 €mn) nor company acquisitions carried out during the year. Includes structure capex. Total Net Capex: 0.6 €bn. Rounded figures

<sup>(2)</sup> Includes capex in Structure

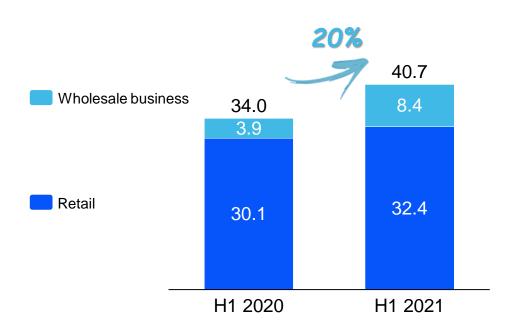
<sup>(3)</sup> Figure includes large hydro capex

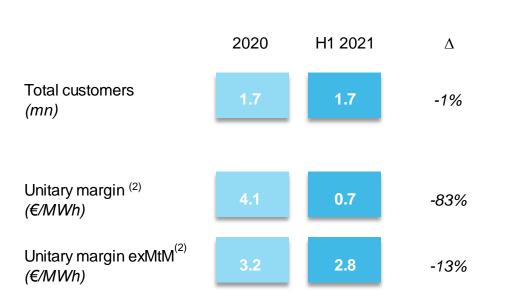
# Gas operational highlights











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

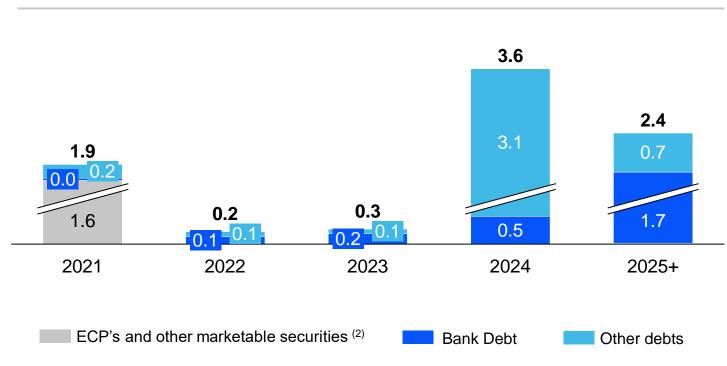
<sup>2)</sup> Compared H1 2021 vs. H1 2020. Unitary integrated margin, both in H1 2020 and H1 2021, excludes procurement activities to CCGTs and MtM effect

# Financial debt maturity calendar

€bn



### Gross balance of maturities(1)

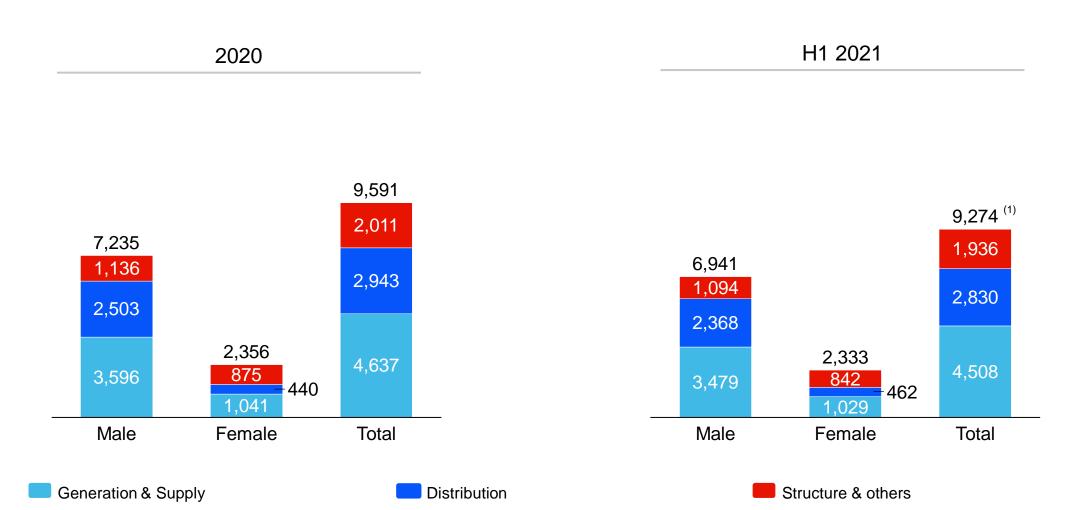


- Average life of debt: 4.7 years
- Coverage of 39 months of debt maturities
- Fixed rate 60% of Gross Debt
- 98% in Euros
- Liquidity 4,005 €mn: 177 €mn in cash and 3,828 €mn available in credit lines
- Liquidity additional strengthening by 4,600
   €mn

<sup>(1)</sup> Outstanding at 30 June 2021. Rounded figures. Does not include financial derivatives.

# **Final headcount**





# 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: (66 €mn x (360/180) + 5 €mn) / 8,237 €mn = 1.7%	7.2
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): $38,985 / 8,337 = 4.7$ years	7.2
Cash flow from operations (€mn)	Net cash provided by operating activities (492 €mn)	7.5
Free cash flow (€mn)	Cash flow from operations (492 €mn) - Net change of tangible and intangible assets (791 €mn) + Subsidies and other deferred incomes (43 €mn) - Net change of other investments (112 €mn) = -368 €mn	n/a
Debt maturities coverage (months)	Maturity period (months) for vegetative debt that could be covered with the liquidity available: 39 months	7.2
EBITDA (€mn)	Revenues (10,272 €mn) - Purchases and Services (7,426 €mn) + Work performed by the entity and capitalized (106 €mn) - Personnel expenses (466 €mn) - Other fixed operating expenses (607 €mn) = 1,879 €mn	6.3
EBIT (€mn)	EBITDA (1,879 €mn) - Depreciation and amortization (785 €mn) = 1,094 €mn	6.3
Fixed costs (Opex) (€mn)	Personnel expenses (466 €mn) + Other fixed operating expenses (607 €mn) - Work performed by the entity and capitalized (106 €mn) = 967 €mn	6.3
Gross margin (€mn)	Revenues (10,272 €mn) – Purchases and Services (7,426 €mn) = 2,846 €mn	6.3
Leverage (times)	Net financial debt (8,184 €mn) / EBITDA (1,468 €mn from 3Q & 4Q 2020 + 1,879 €mn from H1 2021) = $2.4x$	n/a

# Glossary of terms (II/II)



ltem	Calculation	Reference note of Consolidated Management Report
Gross Capex (€mn)	Gross tangible (772 €mn) and intangible (123 €mn) Capex - rights of use (151 €mn) = 744 €mn	7.6
Net financial debt (€mn)	Long and short term financial debt (6,342 €mn + 2,025 €mn) - Cash and cash equivalents (177 €mn) – Derivatives recognized as financial assets (6 €mn) = 8,184 €mn	7.2
Net financial results (€mn)	Financial Revenues (108 €mn) - Financial Expenses (85 €mn) - Foreign Exchanges (3 €mn) = 20 €mn	6.3
Revenues (€mn)	Sales (8,685 €mn) + Other operating revenues (1587 €mn) = 10,272 €mn	6.3
Net ordinary income (€mn)	Reported Net Income (832 €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) - Initial Net Provision for Personnel Costs due to Restructuring Plans relating to the Decarbonisation Process (0 €mn) - Net Costs corresponding to the Public Responsibility Plan for the Health Crisis COVID-19 (0 €mn) = 832 €mn	6.3
Electric Integrated Margin (€mn)	Contribution margin Gx+Sx (1,676 €mn) - Margin SENP (257 €mn) + Commodities hedge (38 €mn) - Margin SCVP (40 €mn) - Margin gas (29 €mn) - Margin Endesa X (63 €mn) - Others (385 €mn) = 940 €mn	n/a
Unitary electric integrated margin (€/MWh)	Electric Integrated Margin / Electric sales in the liberalized market in Spain and Portugal: 940 €mn / 36 TWh = €26.1/MWh	n/a
Gas unitary margin (€/MWh)	Manageable gas margin / Gas sales : 29.2 €mn / 40.7 TWh = €0.7/MWh	n/a
Endesa X Gross Margin (€mn)	Gross margin generated by the added value products and services commercialized by the Endesa X unit = 63 €mn	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



### **Mar Martinez**

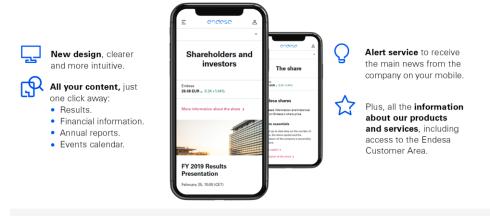
**Head of Investor Relations** 

### **Investor Relations team**

Isabel Permuy
Javier Hernandez
Francesc Trilla
Juan Carlos Jimenez
Sonia Herranz
Paloma de Miguel



### Discover the new endesa.com, a website open to everybody



Visit endesa.com/shareholdersandinvestors: a new way to get to know us

### **Contacts**

Email: ir@endesa.es

Phone: + 34 91 213 15 03 + 34 91 213 90 49

Website: www.endesa.com