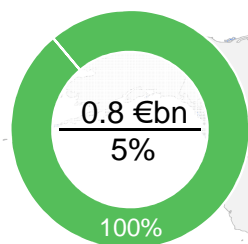


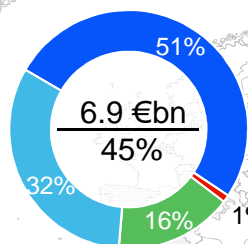
# Enel today: a global and diversified operator<sup>1</sup>



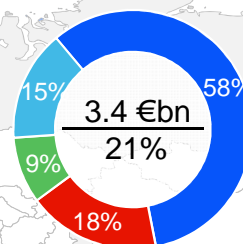
North & Central America



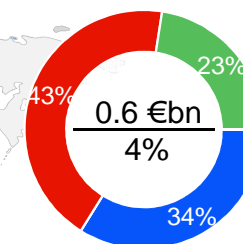
Italy



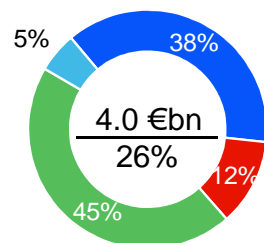
Iberia



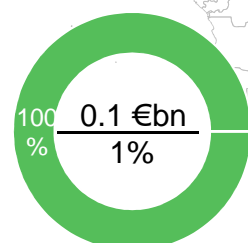
Europe & North Africa



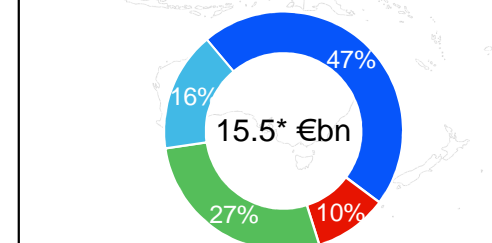
South America



Subsaharian Africa & Asia



2017E Group EBITDA

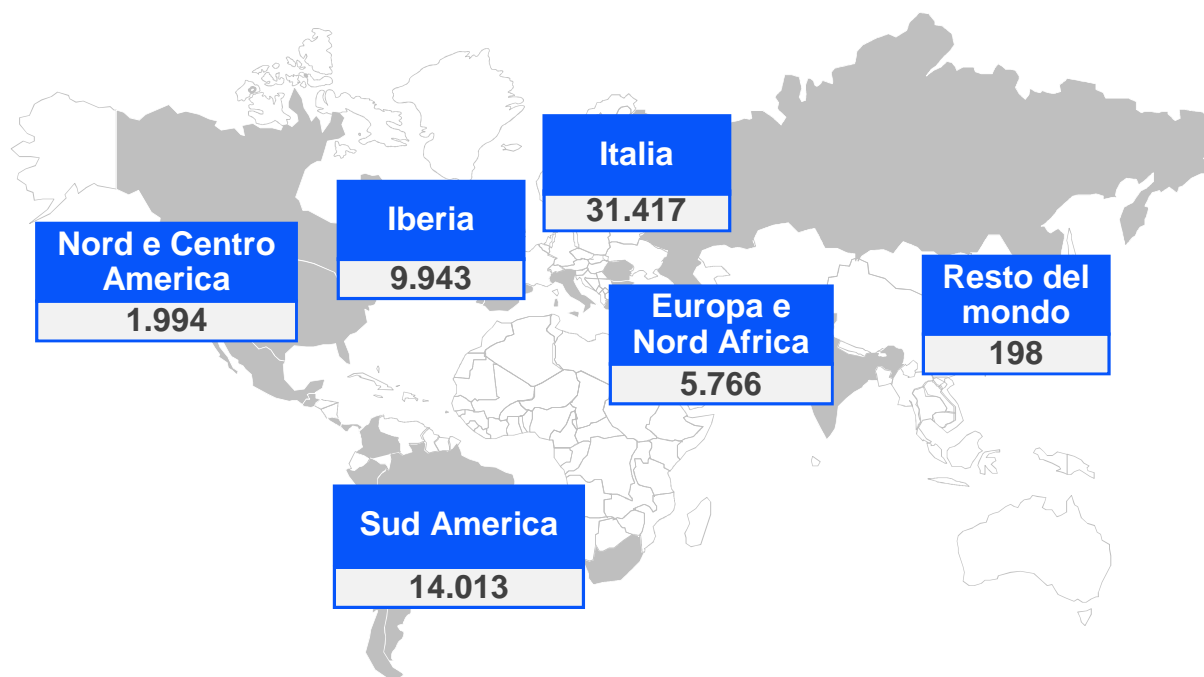


~75% regulated / quasi-regulated

- Networks
- Renewables
- Thermal generation
- Retail

1. As of 2017E. Breakdown excludes -0.3 €bn from holding and services Presence with operating assets  
\* FY2017 was 15,6 bn€

# 1 Le nostre persone<sup>1</sup>



**63.331 Persone in più di 30 Paesi**

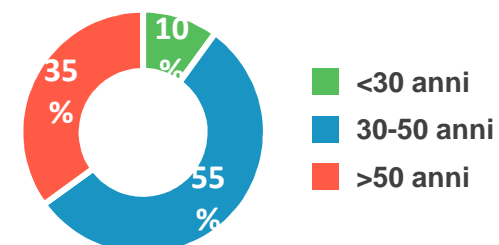
## Analisi per genere



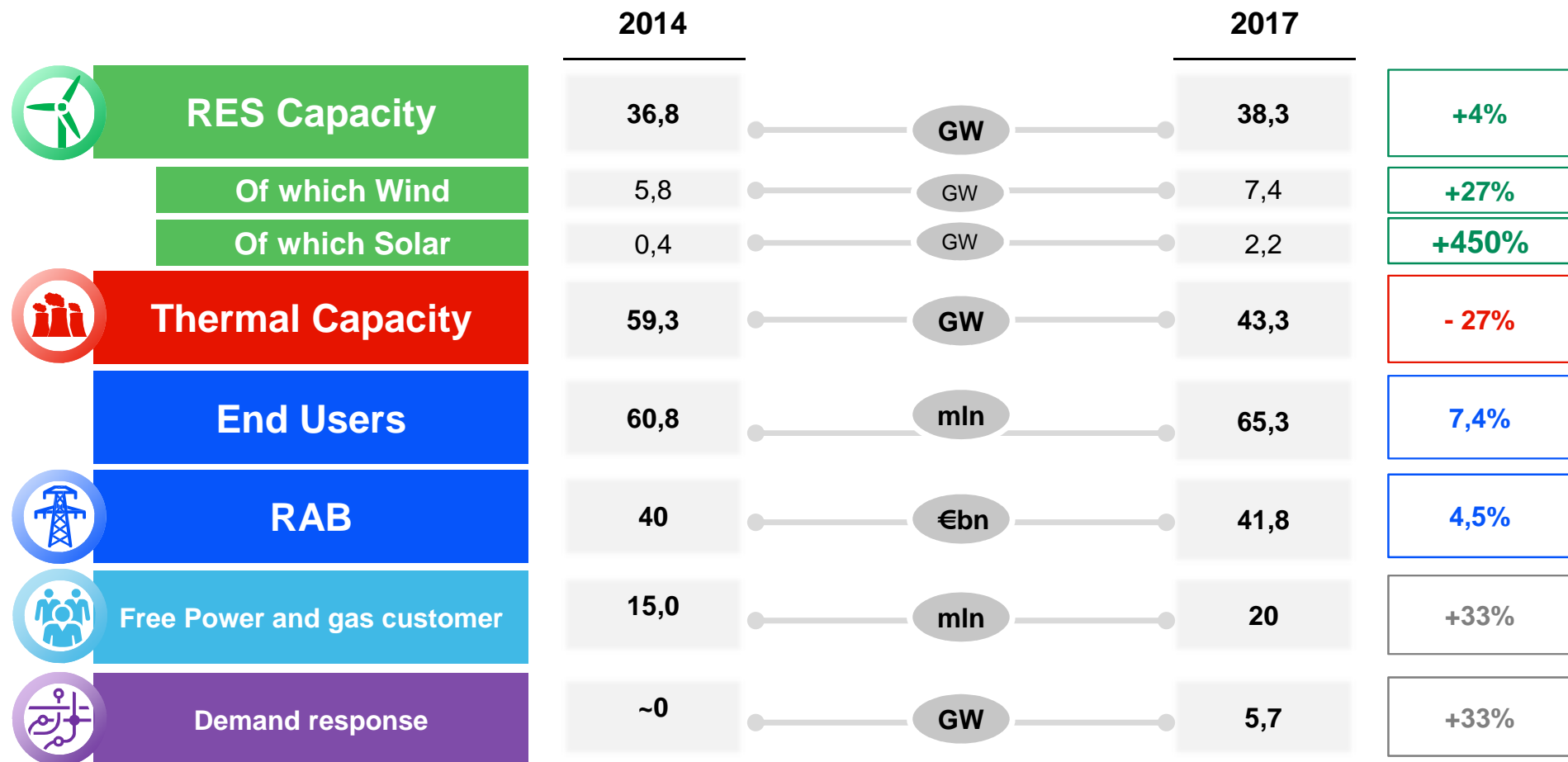
## Analisi per categoria

Operai	Impiegati	Quadri	Manager
18.712 (29%)	33.361 (53%)	9.955 (16%)	1.304 (2%)

## Analisi per età



# ...we managed to deliver our changeover...



1. Consolidated and managed capacity excluding large hydro

# ..that turns as in a leading positioning in the energy transition



## Sector trends

Decarbonization

Electrification  
Storage & Demand Response

Urbanization

## Enel positioning: 2020 targets

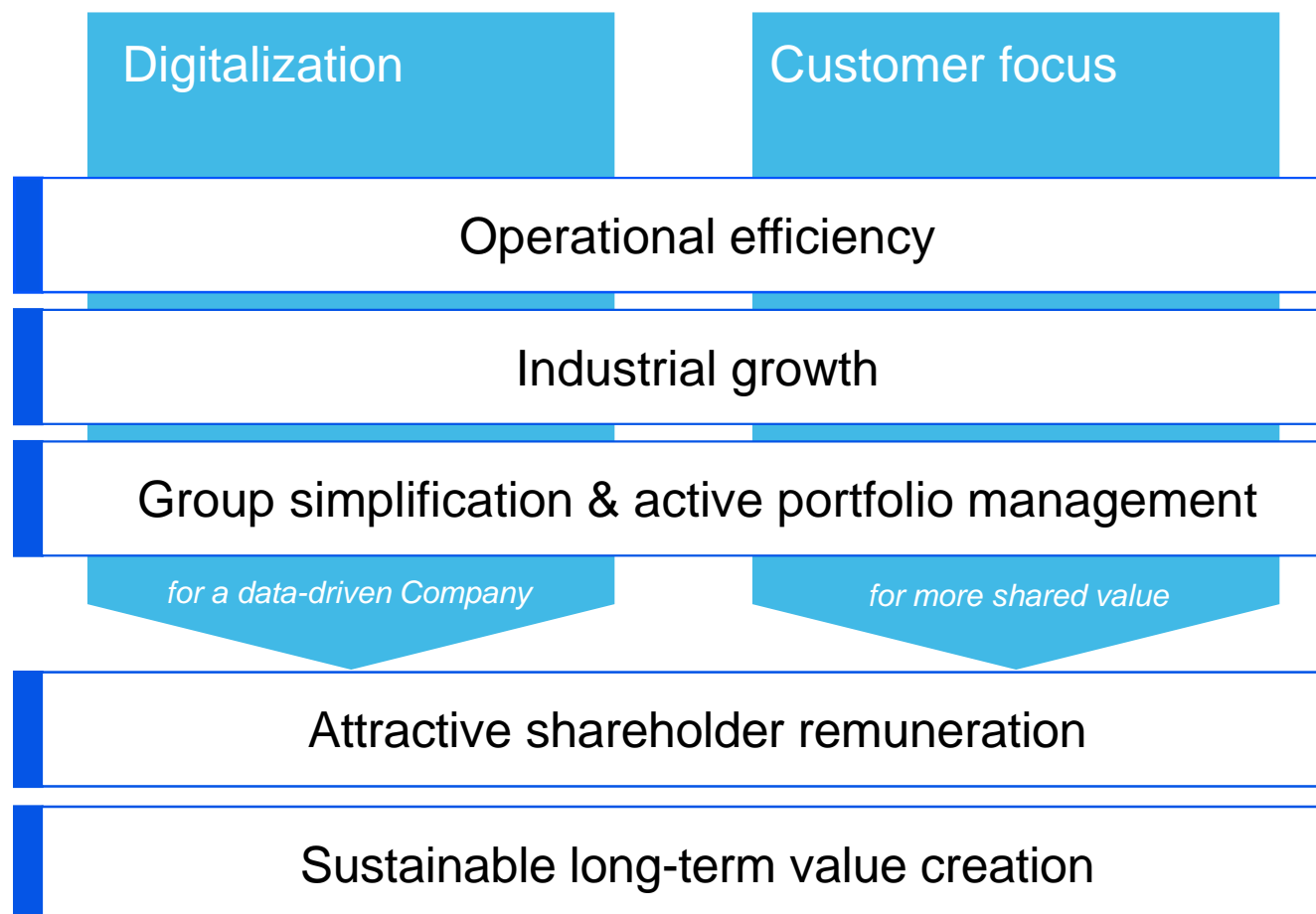
Generation: 48 GW renewables, 39 GW thermal  
Specific CO<sub>2</sub> emissions < 350 gCO<sub>2</sub>/KWheq

0.6 GW storage capacity  
10.7 GW demand response  
313 k charging stations

67 mn end-users  
47.9 mn smart meters  
17.4 mn second generation smart meters



## Levers: Clear strategic pillars to allow execution



# We committed to a social purpose to have a long term sustainable growth



## Enel commitments to the global SDGs 2015-17E<sup>1</sup>

<p>4 QUALITY EDUCATION</p>	400,000 people by 2020	~600,000
<p>7 AFFORDABLE AND CLEAN ENERGY</p>	3 million people by 2020, mainly in Africa, Asia and Latin America	1.7 million
<p>8 DECENT WORK AND ECONOMIC GROWTH</p>	1.5 million people by 2020	1.5 million
<p>13 CLIMATE ACTION</p>	< 350 gCO <sub>2</sub> /kWh <sub>eq</sub> by 2020 -25% vs base year 2007	n.a.

1. Cumulated figure

2. -14% vs base year 2007. Including BSO

## Larry Fink's annual letter to CEOs

*“Society is demanding that companies, both public and private, **serve a social purpose**. To prosper over time, every company must **not only deliver financial performance**, but also show how it **makes a positive contribution to society**.”*

*“Without a sense of purpose, no company, either public or private, **can achieve its full potential**. It will ultimately lose the license to operate from key stakeholders.”*

# ...to bridge business and society by making sustainability an integral part of our strategy



## Our Commitment: Green Bond Emission and Taskforce Climate-related Financial Disclosure

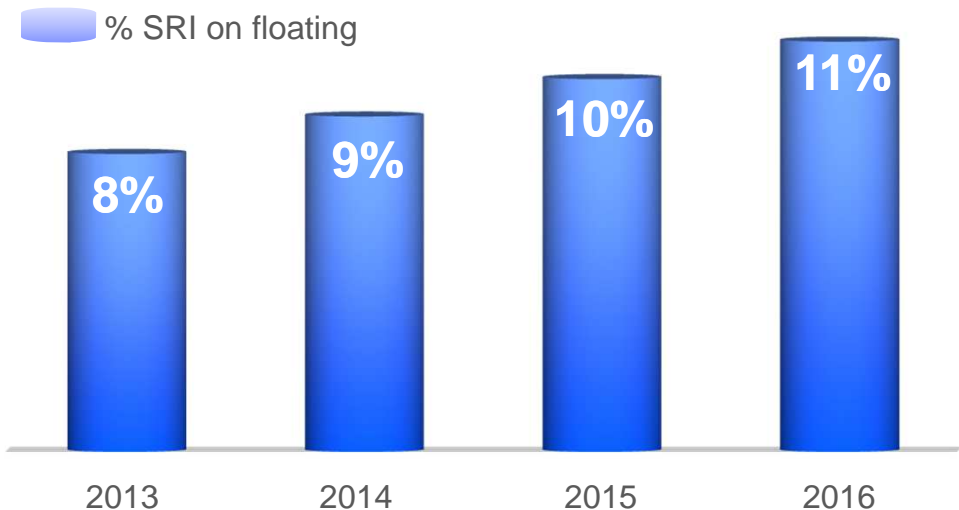


Launch of two tranches of Green Bond (2,5 €bn in 2017-18)

Our CFO, Alberto De Paoli has signed a Statement of Support for the recommendations of the FSB Task Force on Climate-related Financial Disclosures, in collaboration w/ The Prince of Wales's Accounting for Sustainability @princesa4s. Find out more: [ms.spr.ly/6011rIHIS](https://ms.spr.ly/6011rIHIS) #A4S17



## SRI & Indexes



Dow Jones Sustainability Indices  
In Collaboration with RobecoSAM

Since 2004



FTSE4Good

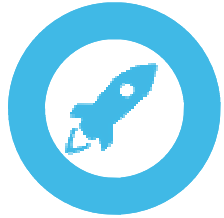
Since 2002



DRIVING SUSTAINABLE ECONOMIES

Since 2005

# Innovation continues to contribute to strategic objectives



- **7 Innovation Hubs** activated
- **18 Agreements** with **Venture Capital Funds**



- **21 new** global innovative **partnerships**
- **129 active partnerships**
- **90 collaborations** with innovative **startups**
- **11** strategic and research **academic partners**



- **4 Cross-communities** enabled (Blockchain, Storage, Drones, Augmented reality)



- **Crowdsourcing** initiatives and **internal entrepreneurship** (**20+** new internal startups, **50+** Idea generation workshops with suppliers, **2** Platforms)



# The Futur-e Project

## MAIN FIGURES

23

Power Plants involved

13<sub>GW</sub>

Total power to be decommissioned

8

Power Plant sites already re-qualified and/or in an advances phase

5

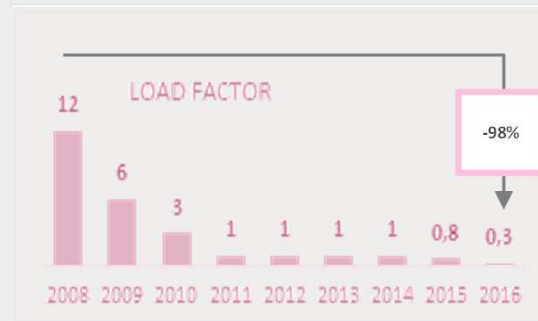
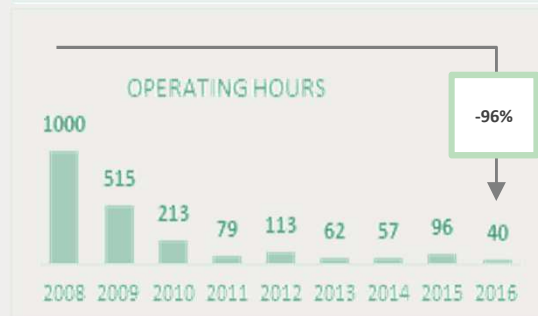
Sites under reconversion through "Call for Projects"

2

"Call for Projects" to be launched in 2018

1

Ongoing Real Estate procedure



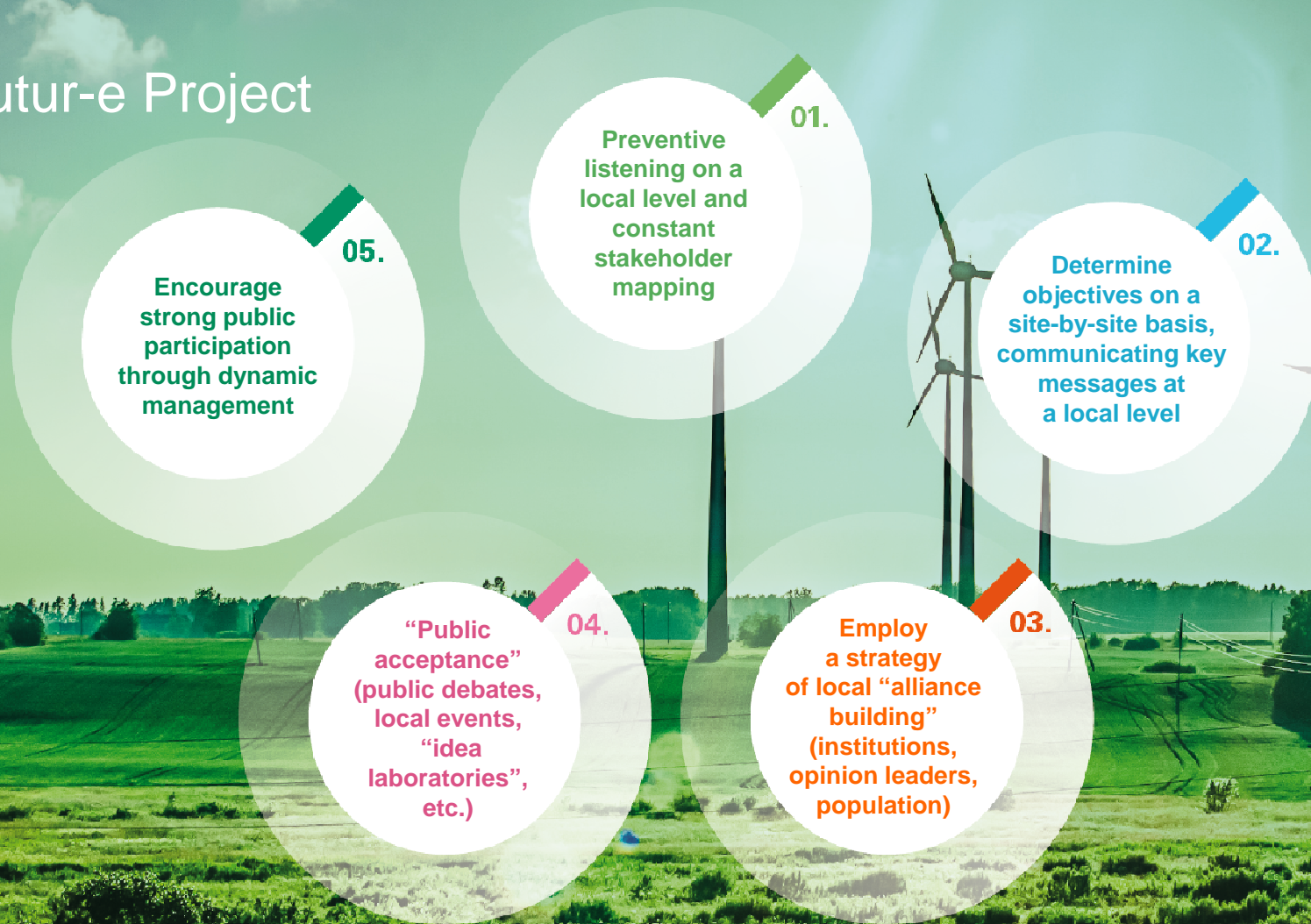
September  
2017

Futur-e



# The Futur-e Project

## METHODS



September  
2017

Futur-e



# The Futur-e Project

## SUSTAINABLE PROCESS

### ENVIRONMENTAL SUSTAINABILITY

- Protecting the environment and local lands and communities
- Reusing materials and revitalizing site features
- Reducing CO<sub>2</sub> emissions



### ECONOMICAL SUSTAINABILITY

- Creation of economic development through site reversion, promoting the potentiality of local lands and communities
- Business development opportunities
- Promotion of local natural, cultural and artistic excellences and assets



### SOCIAL SUSTAINABILITY

- Creating shared value for our business and for local communities
- Redeployment of ENEL employees within other company divisions
- Retraining through ad hoc programs
- Promoting local employment as well as new development opportunities for local communities



10 | September  
2017

Futur-e



## Assets and competencies to leverage on Enel Sites

- **Power and gas network**
  - Connection to the grid/gas pipelines
- **Connectivity network**
  - Data transmission capability (optical fiber)
- **Water network**
  - Cooling capability (access to water)
- **Building**
  - High safety standards of building Infrastructure
  - Immediate site availability after Decommissioning Activities



POWER PLANT



POWER NETWORK



DATA NETWORK

### ASSET REDEVELOPMENT



BUILDINGS



September  
2017

Futur-e





# The Futur-e Project



Extreme Sports theme park



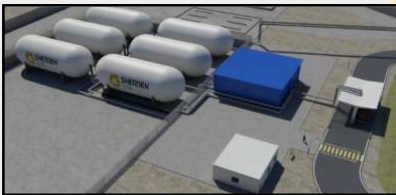
Motor race track



Algae Production



Luxury Mall



Gas storage



Resort



Sport City



Data Center



3D Printing

# Re-qualified Site

Porto Marghera: Logistic Hub



Centrale di Assemini: Grid quality service



Augusta  
Biomass Power  
Plant with  
phytoremediation lab



Centrale di Carpi: Logistic Hub for Enel Distribution



# Call for Projects

