



# **2002 First Quarter Results**

**April 25th, 2002**

# 1Q2002 At a Glance (I)



- 100% increase in net income to Eur 767 million positive affected by capital gains from sale of Viesgo that have more than offset the Argentinean devaluation.
- Spanish electricity business:
  - EBIT: -29% to Eur 426 M. Underlying EBIT -12% due to deconsolidation of Viesgo, additional islands compensations not received and resettlements in 2001.
  - Controllable costs: in line with strategic plan
- Europe:
  - Endesa Italia fully consolidated. Eur 84 M contribution to EBIT.

# 1Q2002 At a Glance (II)



- Latin America :
  - EBIT: -5.4% (+7.7% ex-Argentina). Generation EBIT +10%. However distribution negatively affected by Argentina.
  - Argentina: Eur 75 M negative net impact from devaluation  
Additional provision Eur 210 M
  - Controllable costs: Personnel expenses decrease 20.2%.
- Other businesses:
  - AUNA´s Eur 137 M positive EBITDA vs. Eur 27 M loss in 2001.
  - Amena´s Eur 17 M positive net income for the first time. Beating expectations.

# Financial Highlights for 1Q



*Euro million*

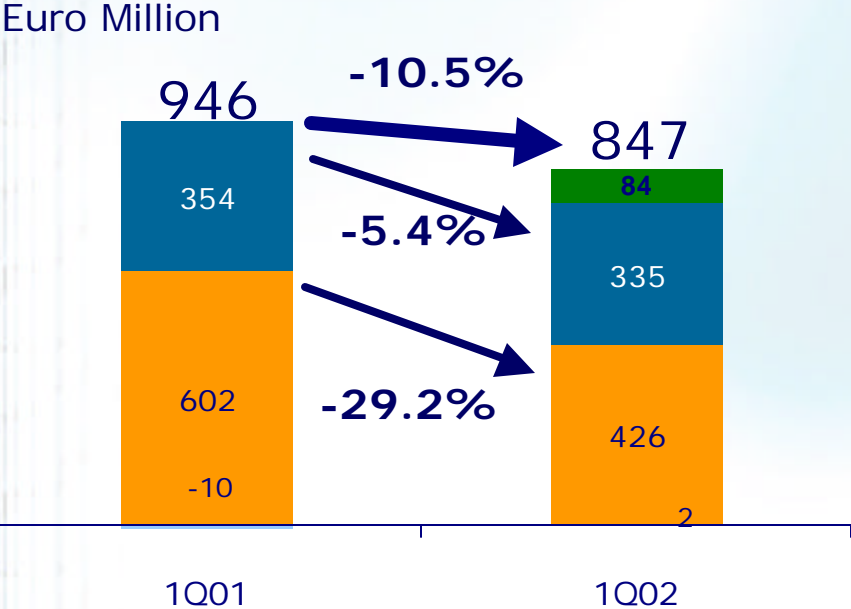
<b>CONSOLIDATED RESULTS</b>	<b>1Q 2002</b>	<b>1Q 2001</b>	<b>Change (%)</b>
Revenues	4,448	3,670	+21.2%
EBITDA	1,294	1,389	-6.9%
EBIT	847	946	-10.5%
Net Income	767	384	+99.8%
EPS	0.72	0.36	+99.8%
Employees	26,462	28,319	-6.6%

<b>BREAKDOWN BY LINE OF BUSINESS</b>	<b>DOMESTIC ELECTR.</b>	<b>LATAM ELECTR.</b>	<b>EUROPE ELECTR.</b>	<b>OTHER BUSINESSES</b>
Sales	2,777	1,107	428	62
EBIT	426	335	84	2
Ordinary Income	292	-415	54	-92
Net Income	1,002	-183	16	-68
Employees	13,721	10,802	1,342	597

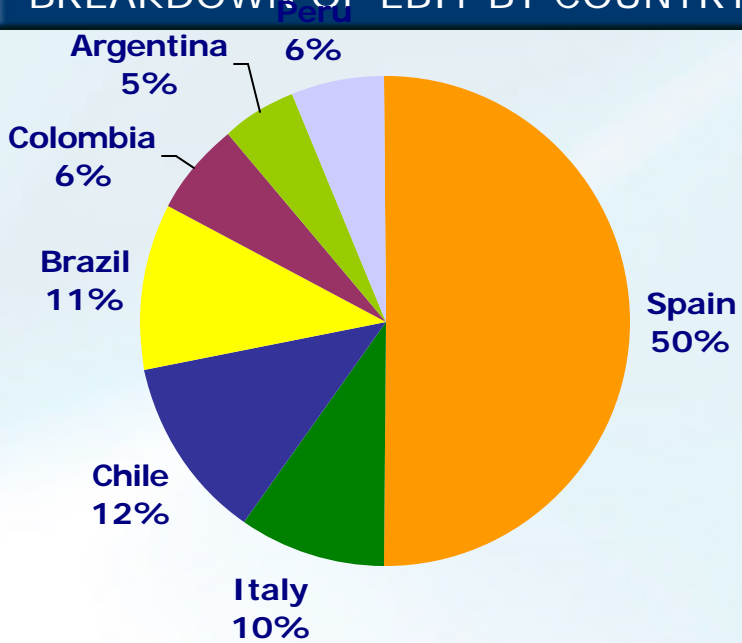
# Consolidated EBIT 1Q2002

- 10.5% EBIT decrease driven mainly by tariff shortfall, fuel cost and Argentinean devaluation
- Domestic EBIT represents 50% of total EBIT, 79% proportionally consolidated. Italy accounts for 10% of total EBIT

**BREAKDOWN OF EBIT BY DIVISION**



**BREAKDOWN OF EBIT BY COUNTRY (%)**

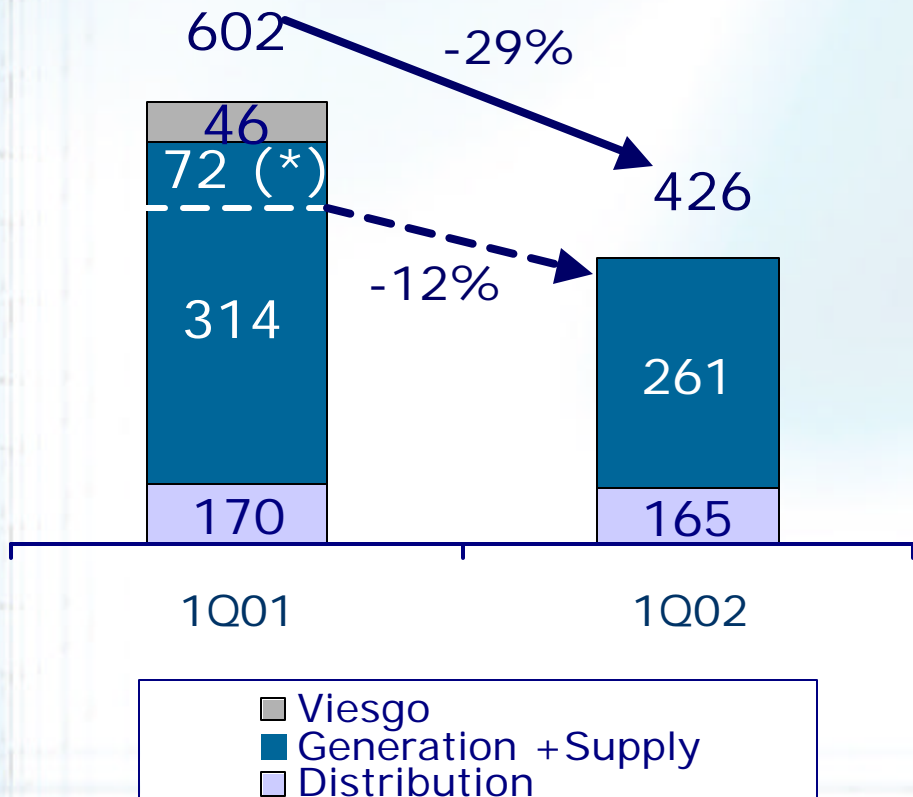


# Domestic Business EBIT 1Q2002



## DOMESTIC EBIT BREAKDOWN

Euro Million



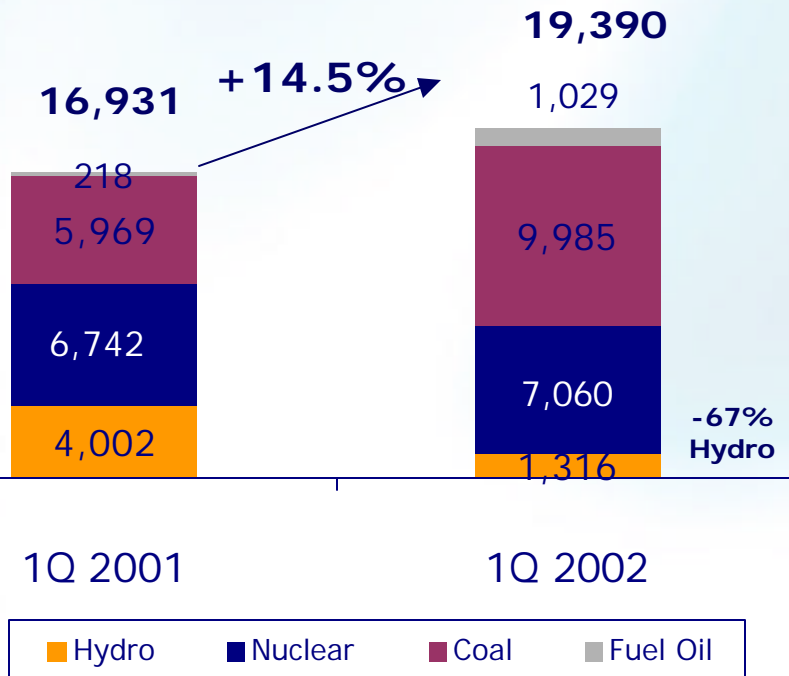
- Domestic EBIT -29%. Underlying EBIT -12%, adjusted to Viesgo, island compensation and re-settlements.
- Distribution EBIT ex-Viesgo -3% despite lower controllable costs.
- Generation & Supply EBIT ex-Viesgo decreased by 20% negatively affected by Eur 126 M higher fuel cost and negative CTCs.

(\*) Islands compensations +previous years tariff re-settlements

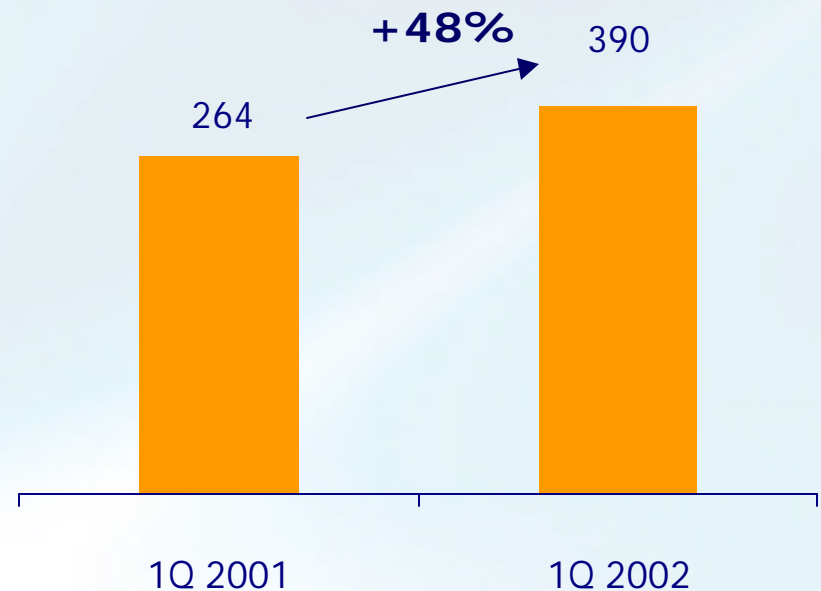
# Domestic Business:

A radical change in hydro conditions has resulted in higher fuel costs and higher output...

Generation Mix (GWh)



Fuel Cost (Euro Million)

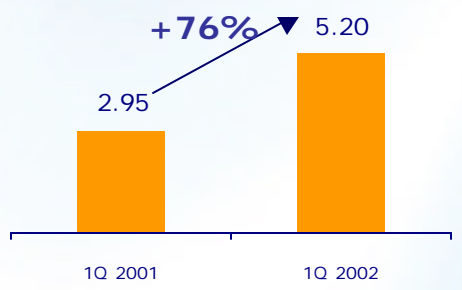


Note: 1Q 2001 Data excluding Viesgo

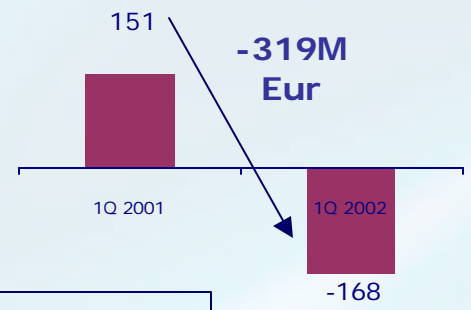


# Domestic Business: ...but the tariff shortfall has prevented ENDESA from fully reflecting higher pool prices in revenues

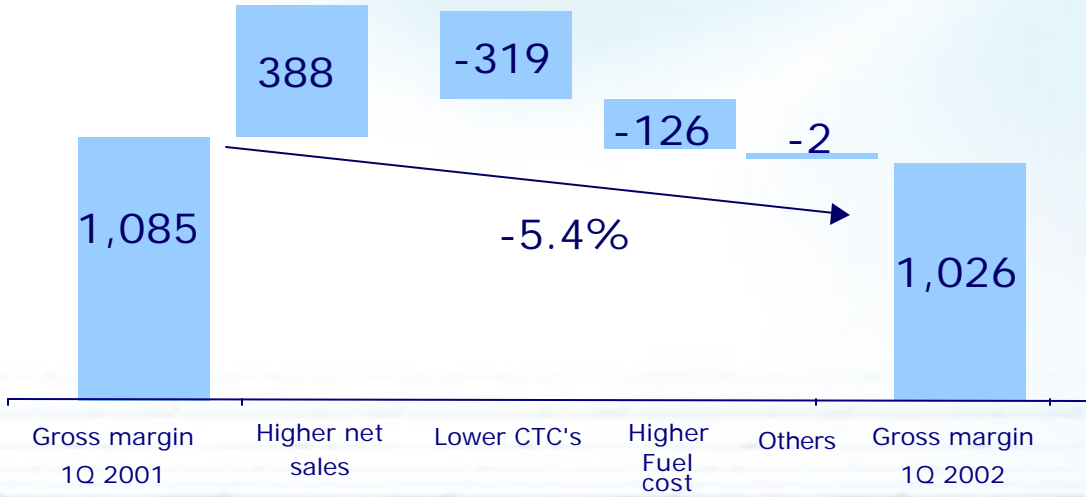
Pool price (Eur/GWh)



CTCs (Eur Million)



Domestic Gross Margin (Eur Million)



Note: 1Q 2001 Data excluding Viesgo



# Domestic Business

## Controllable Cost Reduction 1Q2002



- Headcount -18.2% to 13,721 (-13.8% ex Viesgo).

- Controllable cost in line with the 2001 levels despite inflation
- 1.4% reduction in real terms

### WORKFORCE EVOLUTION



### CONTROLLABLE COST EVOLUTION



## Performance continues in line with business plan

- Fully consolidation as of January 1st after acquisition of 5.7% from SCH reaching a stake of 51%
- 1Q02 EBIT: Eur 84 M, in line with Business Plan

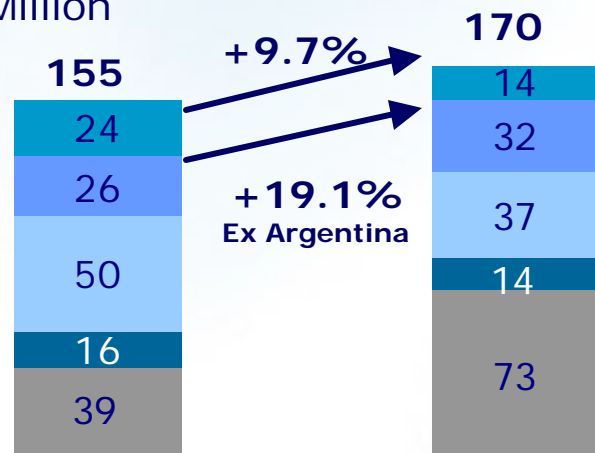
### WORKFORCE EVOLUTION



## EBIT Breakdown 1Q 2002

### EBIT – GENERATION

Euro Million



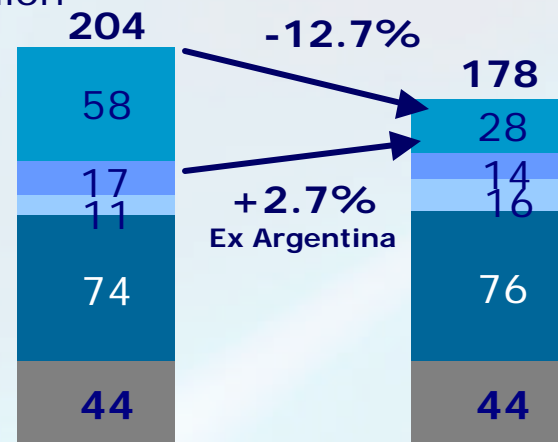
1Q 2001

1Q 2002

■ Chile    ■ Brazil    ■ Colombia  
■ Peru    ■ Argentina

### EBIT – DISTRIBUTION

Euro Million



1Q 2001

1Q 2002

■ Chile    ■ Brazil    ■ Colombia  
■ Peru    ■ Argentina

**Total EBIT –5.4% to Eur 335 M**

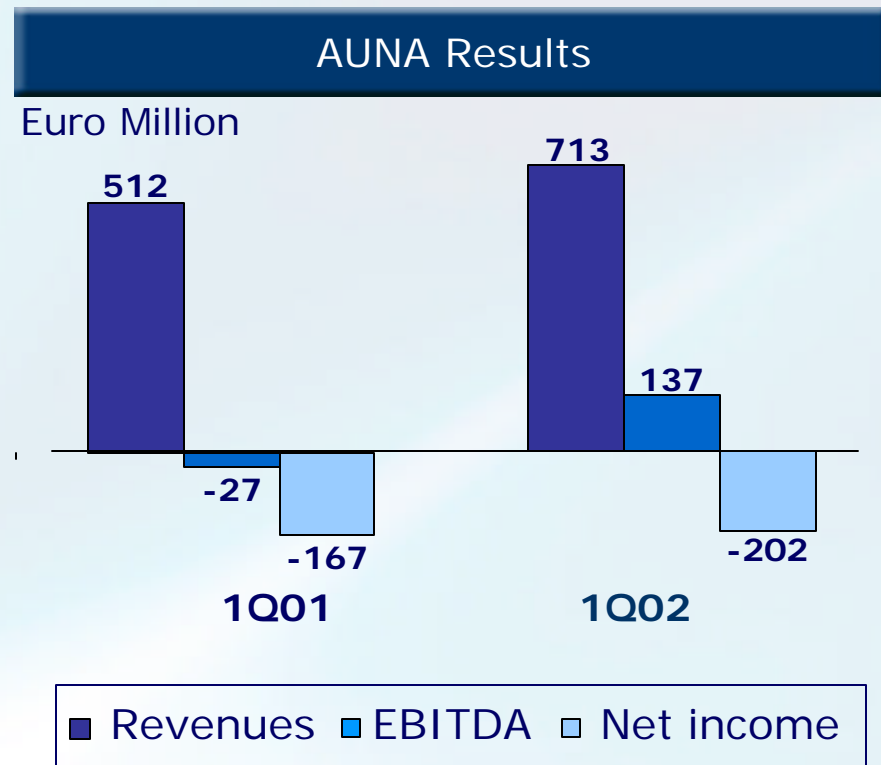
**Ex Argentina EBIT increased by 7.7%**

# Telecommunications:

## Financial Performance in 1Q 2002

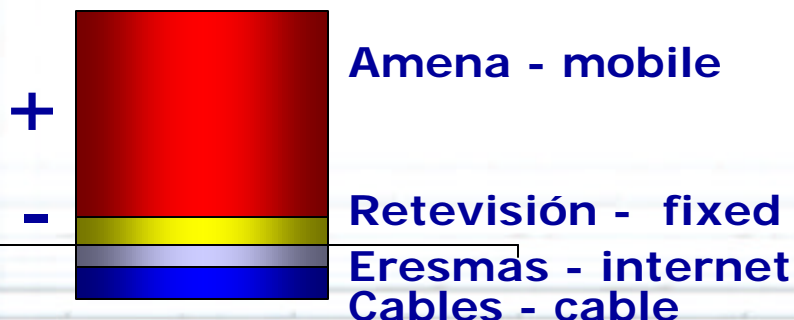


- AUNA:
  - AUNA reached Eur 137 M EBITDA, exceeding its business plan
  - AMENA customers up 35% to 5.5 million
  - AUNA CABLE customers up to 0.31 million, 113% up against 1Q 01
- SmartCom:
  - Revenues up by 92% to Eur 43 M
  - EBITDA Euro – 2.4 M improving in 3.6 M
  - Clients: 653,000, increased by 120% over 1Q01
  - Consolidated by equity method in line with rest of telecoms



### AUNA 1Q02 EBITDA Breakdown

**Eur 137 M**

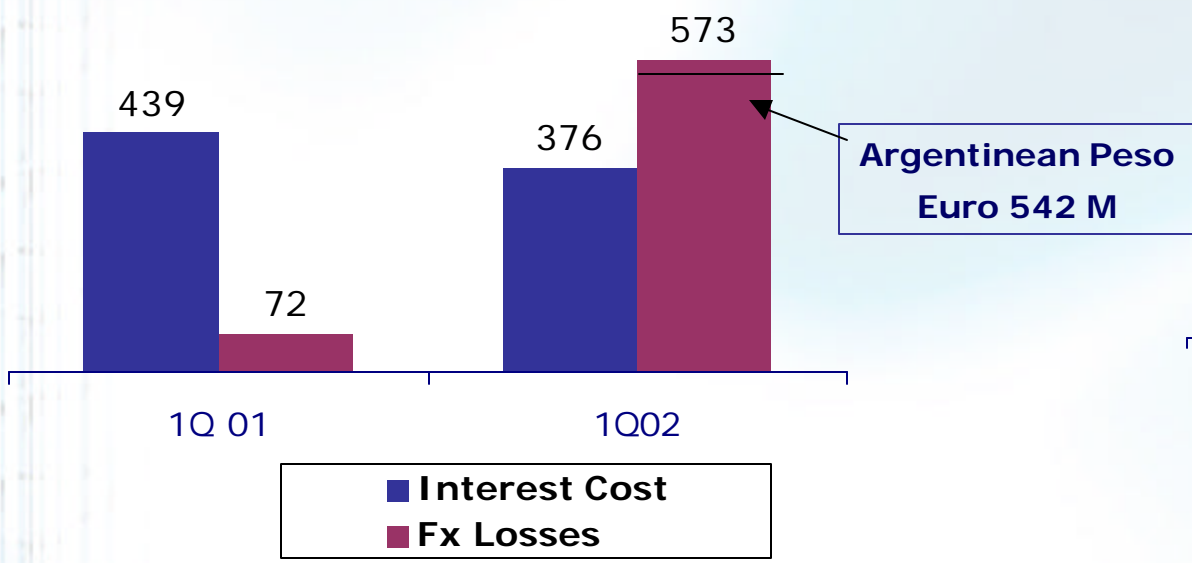


# Financial results:

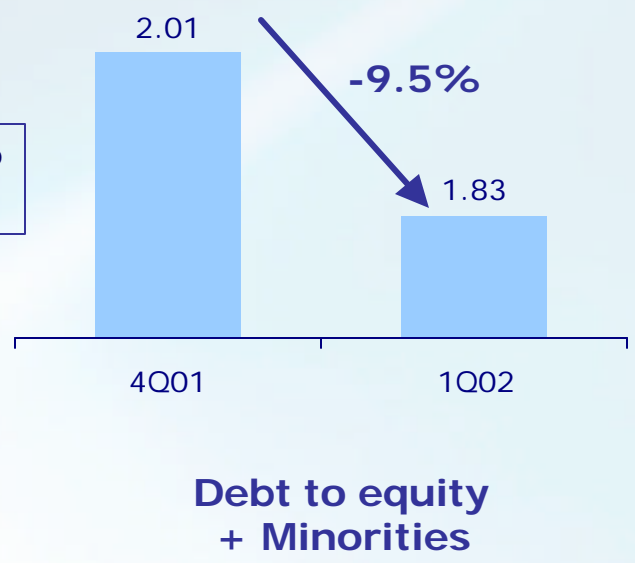
A solid performance in interest costs but strong impact of FX losses

- Financial expenses down by 14% as interest cost of debt was reduced from 6.3% to 5.2%.

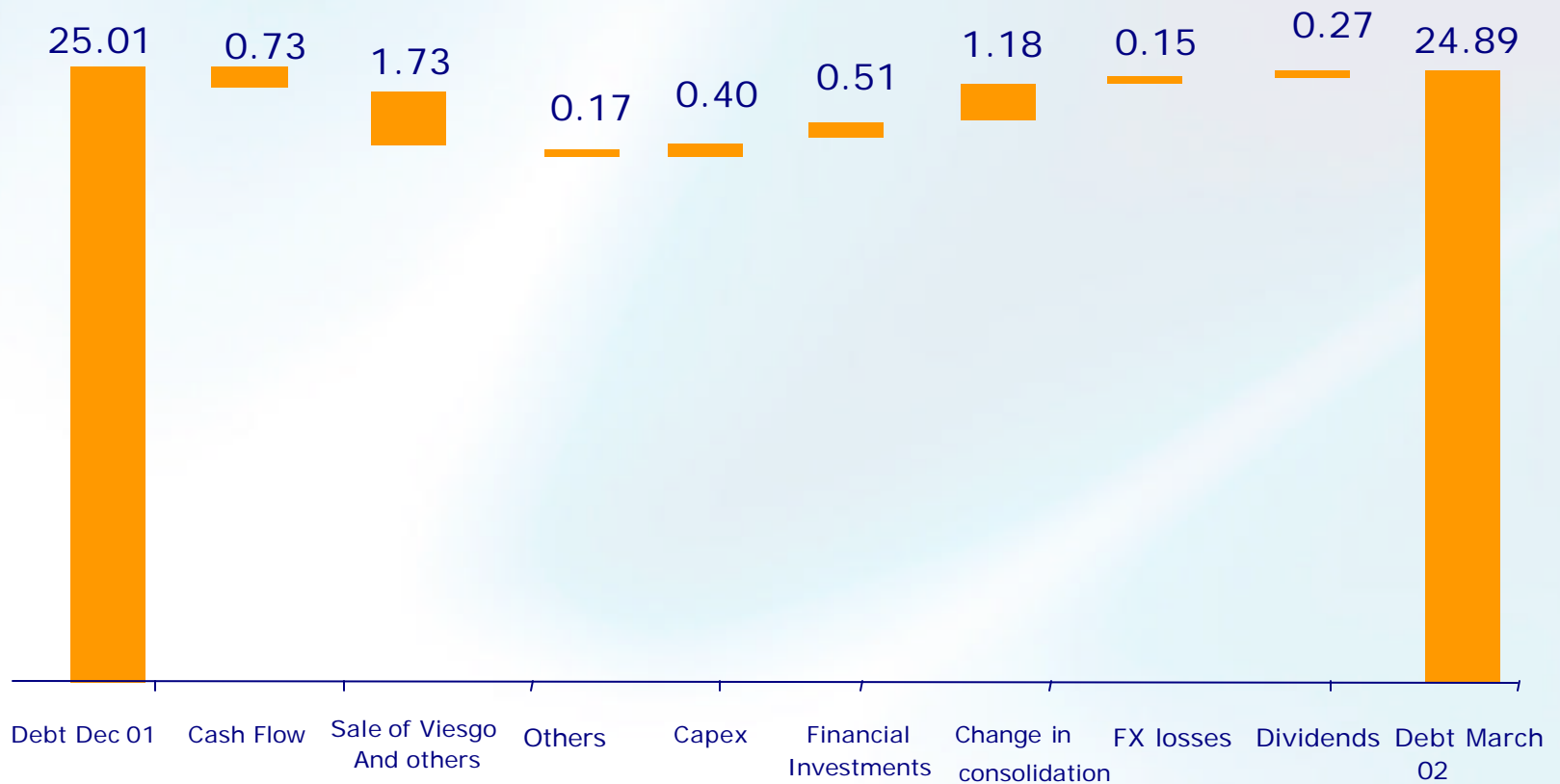
**Interest cost & FX losses**



**Evolution of leverage**



# 1Q 2002 change in debt level



- Cash Flow > Maintenance Capex + New Capacity Investments
- Sources of funds include Eur 1.73 Bn from the disposal of Viesgo
- Debt reduced by Eur 113 M to Eur 24.89 Bn including Eur 1.33 Bn from the full consolidation of Endesa Italia.

# Impact of Argentinean devaluation in 1Q02



1.7 to 2.97 AR\$ per US\$  
devaluation in 1Q02

Devaluation impact  
in P&L after minorities

Eur (75) M

In Reserves

Eur (160) M

Additional Provision  
against Net Income

Eur (210) M

## Exposure to Argentina March '02

	M Euro	% total ELE
<b>Equity</b>	<b>89</b>	<b>1.0%</b>
<b>Assets *</b>	<b>649</b>	<b>1.6%</b>
<b>EBIT *</b>	<b>15</b>	<b>1.8%</b>
<b>Net Income</b>	<b>-99</b>	<b>-12.9%</b>
<b>US\$ debt</b>		
<b>with 3rd parties</b>	<b>762</b>	<b>3.1%</b>

\* proportionally consolidated

**Current net exposure to Argentina amounts to Eur 134 M (equity + direct intercompany loans - Provisions)**

- Total extraordinary results amounted to Eur 679 M
  - Domestic Eur 867 M profit: Eur 1,066 gross capital gain from Viesgo and Eur 158 M provision for domestic electricity risks
  - Latin America Eur 182 M loss: Argentinean provision Eur 210 M
- Taxes: Effective tax rate of 12.5%:
  - 13.5% domestic tax rate due to new tax for capital gain
  - Latin America: positive tax (13.1%)
- Minorities: +Eur 336 M from Latin America as minorities accounted for 65% of loss



# 1Q 2002 results: conclusions



- Domestic business:
  - Extreme change in hydro conditions resulted in higher fuel costs
  - Tariff shortfall has prevented ENDESA from benefiting from higher prices
- Endesa Italia: solid contribution in Q1
- Latin America: well-balanced country exposure partially offsets Argentinean situation. Net exposure to Argentina reduced to Eur134M. Minorities account for 65% of Latin American loss
- Improvement of financial leverage with lower interest expenses but strong FX losses due to further devaluation in Argentina.
- Cost cutting continues to deliver
- 2002 outlook: domestic hydro comparison to improve along the year and limited downside from Argentinean situation.

# 1Q 2002 strategic performance



ENDESA continues to work along the strategic plan:

- Continue efficiency improvements.
- Proactive manage assets portfolio
- Continue organic growth in core business and markets
- Strengthening balance sheet

## **Forward-looking Statements:**

**Cautionary Statement for Purposes of the “Safe Harbor” Provisions of the United States Private Securities Litigation Reform Act of 1995.** The U.S. Private Securities Litigation Reform Act of 1995 provides a “safe harbor” for forward-looking statements. This presentation contains certain forward-looking statements regarding anticipated financial and operating results and statistics that are subject to risks and uncertainties. Forward-looking statements include, but are not limited to, information regarding: estimated future revenues, costs, EBITDA, earnings, leverage and other ratios, return on invested capital, return on equity and other financial targets; anticipated increases in demand and market share; implementation of cost control measures and the anticipated benefits thereof; anticipated work force levels; management strategy and goals; synergies; operational efficiencies; cost and tax savings; tariffs and pricing structure; estimated capital expenditures and other investments; expected asset disposals; estimated increases in capacity and output and changes in capacity mix; estimated increases in customers and consumption per customer; anticipated supply needs; macroeconomic conditions.

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. The following important factors, in addition to those discussed elsewhere in this presentation, could cause actual financial and operating results and statistics to differ materially from those expressed in our forward-looking statements:

**Economic and Industry Conditions:** materially adverse changes in economic or industry conditions generally or in our markets; the effect of existing regulations and regulatory changes; tariff reductions; the impact of any fluctuations in interest rates; the impact of fluctuations in exchange rates; natural disasters; the impact of more stringent environmental regulations and the inherent environmental risks relating to our business operations; the potential liabilities relating to our nuclear facilities.

**Transaction or Commercial Factors:** any delays in or failure to obtain necessary regulatory, antitrust and other approvals for our proposed acquisitions or asset disposals, or any conditions imposed in connection with such approvals; our ability to integrate acquired businesses successfully; the challenges inherent in diverting management's focus and resources from other strategic opportunities and from operational matters during the process of integrating acquired businesses; the outcome of any negotiations with partners and governments.

**Political/Governmental Factors:** political conditions in Latin America; changes in Spanish and foreign laws, regulations and tax.

**Operating Factors:** technical difficulties; changes in operating conditions and costs; the ability to implement cost reduction plans; the ability to maintain a stable supply of fuel and the impact of fluctuations on fuel prices; acquisitions or restructurings; the ability to implement an international and diversification strategy successfully.

**Competitive Factors:** the actions of competitors; changes in competition and pricing environments; the entry of new competitors in our markets.



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