## 9-Month Financial Results





October 27th 2004

### Positive Performance in all Businesses in Highlights 9M 04

Improved operating performance and quality of results

Consolidated EBIT +13.4%

- Ordinary income +13.6% to €1,759 M
- Net income w/o extraordinaries+48%

Stronger financial position

- Debt reduced by €93 M in 9M 04
- Leverage reduced to 1.14x, 1.37x with preferred securities
- Lower net financial expenses in €73M

Strengthened position in all business lines

- 40% more mainland generation than next competitor. Vertically integrated
- Consolidation of SNET improves Endesa's position in Mediterranean area
- Latin America: 18% higher generation, 6% higher distribution sales, 4% higher customers

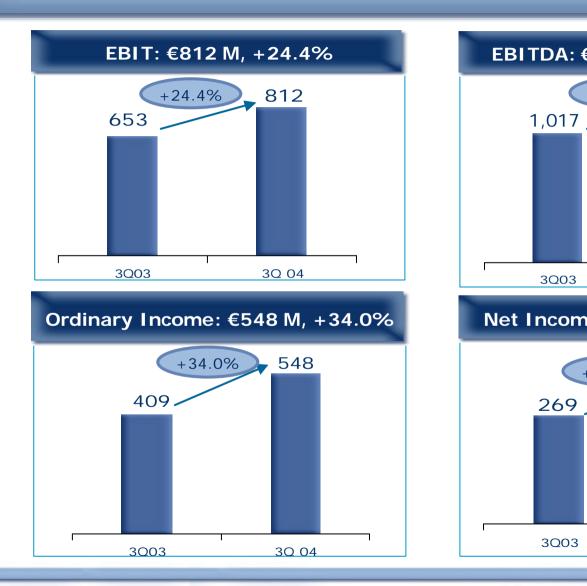


## **9M 04 Consolidated Results**





## **Strong Performance in 3Q04**

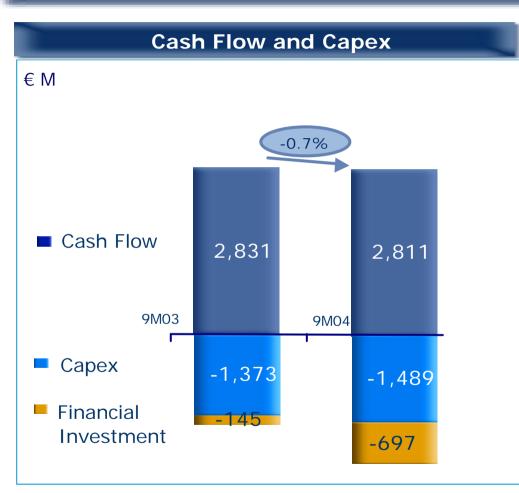


## EBITDA: €1,262 M, +24.1% 1,262 +24.1% 3Q 04 Net Income: €368 M, +36.8% 368 +36.8%

3Q 04

Highlights

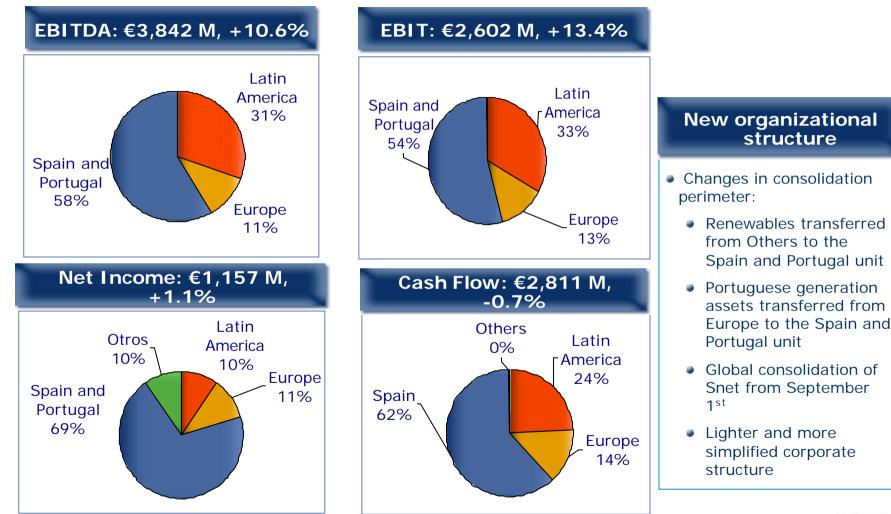
## Sustained Cash Flow / Capex Coverage



- €2,811 M cash flow covering €1,489 M capex and €897 M dividend payments
- Cash Flow –0.7% due to abnormally low tax payment in 2003. Before taxes, Cash Flow +14.7%.
- Financial investments (€697 M) including:
  - 3% in Auna (€261 M)
  - Loan Capitalization in Smartcom (€187 M) with no cash payment
  - Additional 35% stake in Snet (€121 M)
- Divestments of €348 M



## 9M 04 Results by Business



## endesa

Highlights

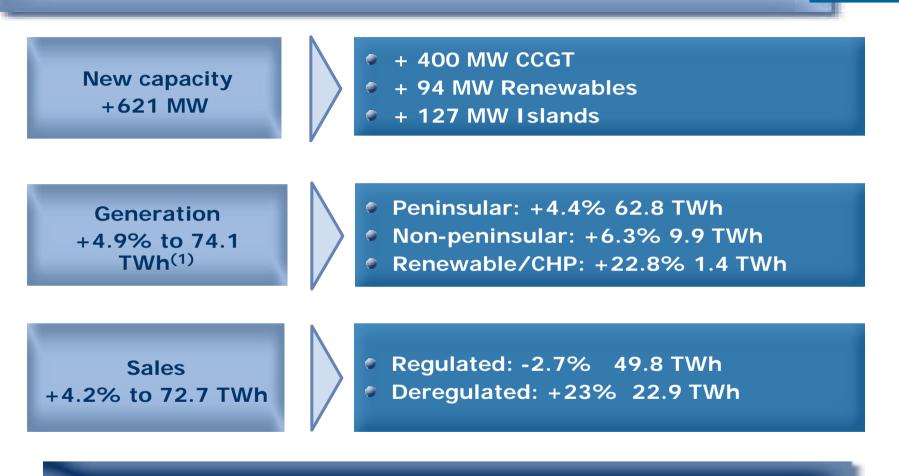


## 9M 2004 Results: Spain and Portugal



## 9M 04 Spain and Portugal: Main Drivers

Spain and Portugal



#### Strong growth in generation and energy sales



## 9M 04 Spain and Portugal Results

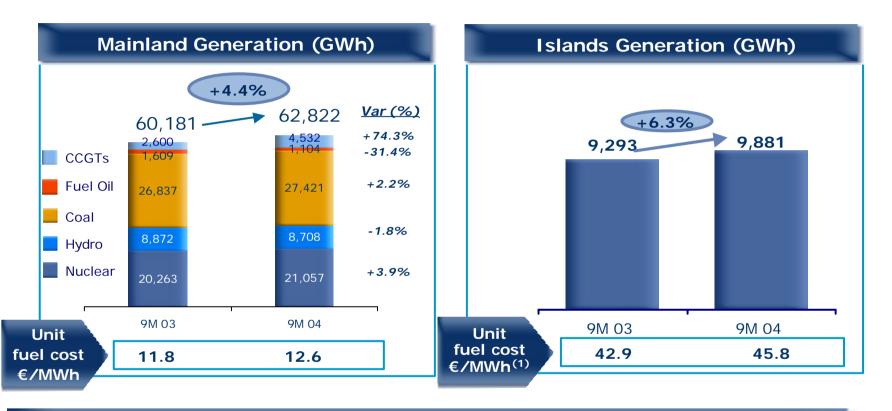
Spain and Portugal

€M	9M03	9M04	% Change
Revenues	7,891	8,104	+2.7%
EBITDA	2,075	2,240	+8.0%
EBIT	1,313	1,412	+7.5%
Net Financial Expenses	-388	-384	-1.0%
Ordinary Income	973	1,025	+5.3%
Net Extraordinaries	557	62	-88.9%
Net Income	1,104	808	-26.8 % <sup>(1)</sup>



9 (1) Income net of extraordinaries increased by  $\in$  165 M, +27.4%

### **Revenues Reflect Strong Generation Portfolio**

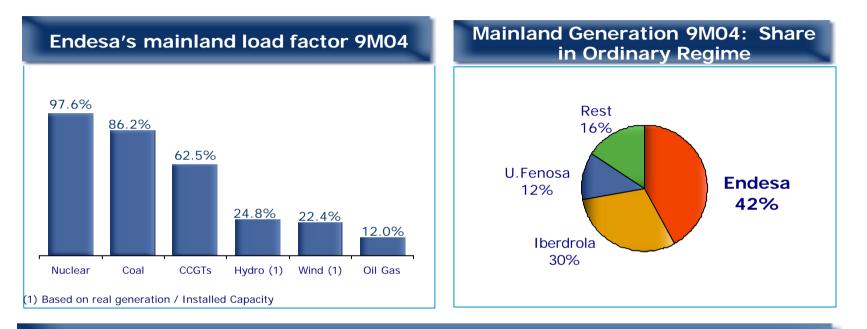


- Balanced and stable generation mix with lower dependence on irregular hydro conditions
- Limited increase in unit fuel costs with stable hydro output compared to a 19% drop for the system as a whole



### Indisputable Leadership Based on High Load Factor Generation

Spain and Portugal



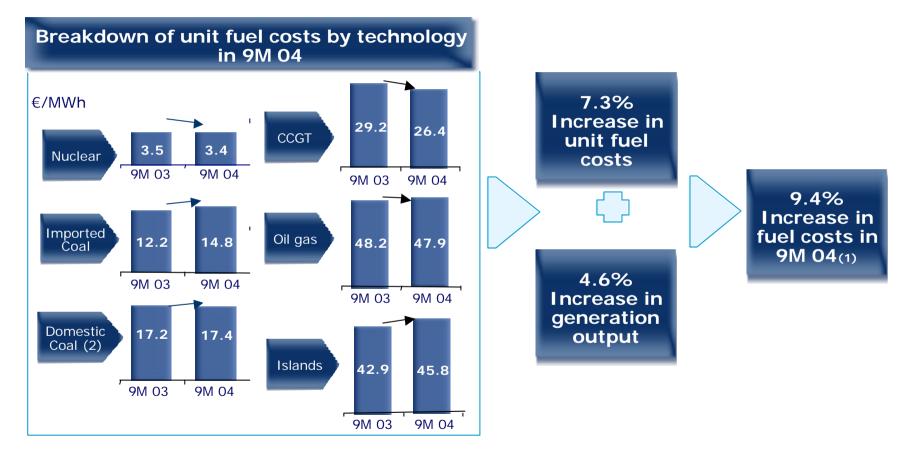
- Endesa's balanced mix continues to be a key contributor to ensuring the security of supply and competitiveness of the Spanish generation system
- Total industry coal generation accounted for 35% of 9M 04 demand

Strategic priorities in Generation: sustained leadership, vertically integration, balanced fuel mix



### Higher Fuel Prices and Output in Procurement Costs

Spain and Portugal



(1) Increase in raw materials in domestic business excluding gas purchases for supply



## Fuel Contracted In Current Scenario of High Commodities Prices

Cost in €/MWh	20	03		2004			2 <b>005</b> (	3)
Mainland	Mt	Cost	Mt	% contracted	Cost	Mt	% contracted	Cost
Imported Coal	8.27	13.91	9.15	100%	17.60	4.97	56%	21.16
Domestic Coal <sup>1</sup>	10.75	16.13	10.79	100%	15.86	7.48	73%	17.11
Gas (bmc) <sup>2</sup>	0.99	28.66	1.4	<b>99%</b>	25.83	1.56	48%	30.61
Islands	Mt		Mt	% contracted		Mt	% contracted	
Imported Coal	1.13		1.33	100%		1.30	100%	
Fuel	2.53		2.65	100%		2.84	100%	

• Endesa globally manages its coal purchases - including requirements for Italy and France

Islands pass-through and Italy and France commercially hedged with limited risk

 50% of coal consumption in Spain not linked to international prices (own coal and domestic purchases)

(1) Net of premium. Own coal extracted amounted to 6.3 Mt in 2003

- (2) Includes fixed and variable fee cost
- (3) 2005 amounts contracted as of September



## **Islands: Remuneration for Generation**

- Under Royal Decree 1747/2003, ENDESA has booked €123 M in 9M04 revenues for higher generation costs in the Islands.
- Using conservative criteria, this amount has been admitted by the auditor as the minimum to be recognised for the period based on existing regulation.
- Endesa is claiming a higher amount based on the law principles.
- €133 M has already been recognised as higher Islands costs for 2001-02 and is already being collected through the tariff and is expected to be securitised.

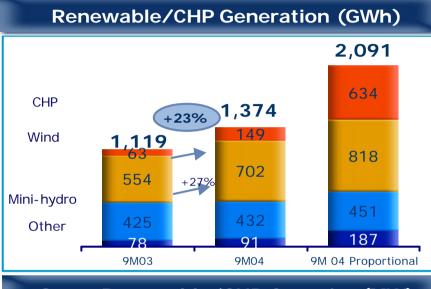
#### RD 1747/2003 methodology for remuneration of generation



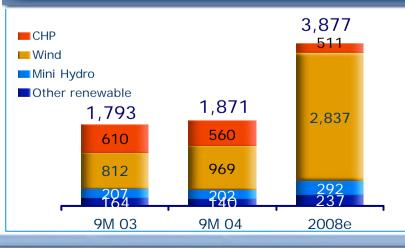
Strategic priority: Implementation of current regulation to improve the return from the Island generation business

## **Renewables/CHP: Strong growth in wind generation**

Spain and Portugal



#### Gross Renewable/CHP Capacity (MW)

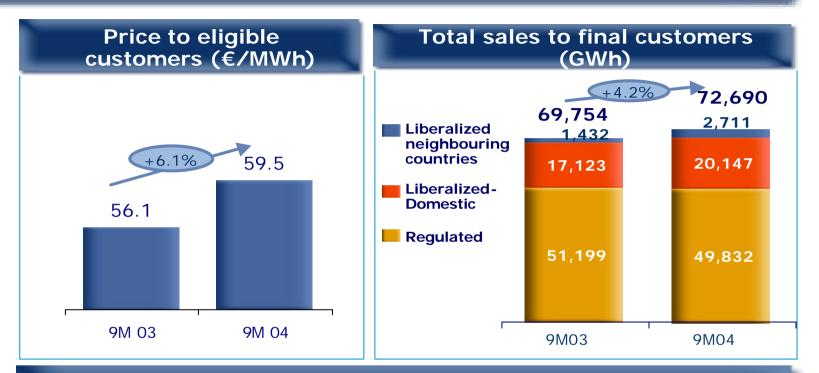


ECYR Main Financial Data					
€M	9M 03	9M 04	%Chg		
Gross margin	52	70	+34%		
EBITDA	39	43	+11%		
EBIT	19	21	+11%		
Net Income	14	16	+14%		

Strategic priority: growth in renewables - capturing opportunities



## **Supply: Focused on Profitability**



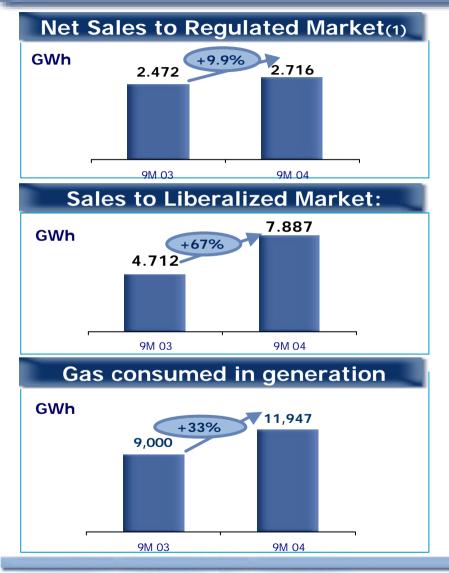
- ENDESA ´s total sales (regulated+eligible) increased maintaining leadership position
- 97.6% retention rate in the domestic market
- Total demand growth in Spain +4.2%

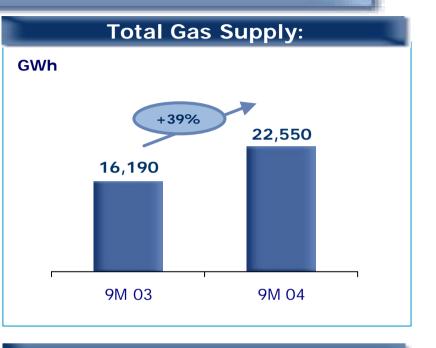
Strategic priority: Growth in liberalised supply while concentrating on profitability and expanding our customer offering



## **Gas: Gaining Share in the Gas Market**

Spain and Portugal





- €33 M Gross Margin in Gas Sales
- 9.8% total market share in Gas

Strategic priority: Scale advantage vs. peers, diversifying sources and flexibility on key contracts



## Diversified and Flexible Gas Contracts portfolio

	Destination Clauses	Consumption Restrictions	Volume Flexibility
<b>GNC</b> 3 bcma 2004-2018	CIF in Power Station	Generation only, covering short and medium term needs	High
Sonatrach 1 bcma 2004-2020	Mainland CIF	No	Medium
NLNG 1bcma 2006-2027	Iberian Market CIF	No	Medium
<b>Rasgas</b> 1 bcma 2005-2026	Iberian Market CIF	No	Medium

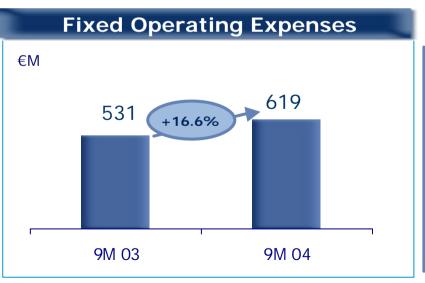
#### **Gas Contracts**

- Flexible take-or-pay and destination clauses
- 33% not indexed to oil products
- Most flexible are from long term contracts with Gas Natural



## **Fixed Operating Expenses**





#### Increase in personnel costs

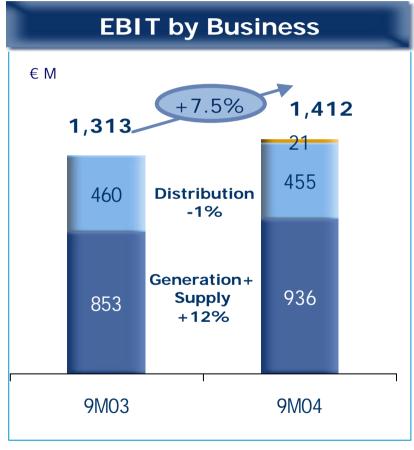
• Salary rise for year 2004 and difference in the CPI for the first nine months of 2003

Impact of renewables/CHP reallocation: €4 M

#### Increase in other operating expenses

•Higher maintenance expenses due to the Quality of Supply improvement	+€29 M
Increase in taxes	+€16 M
•Commercial costs from liberalization	+€13 M
•Renewable/CHP	+€14 M
•Other fixed costs	+€16 M
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#### Strong performance despite higher fuel costs



#### Domestic EBIT +7.5%

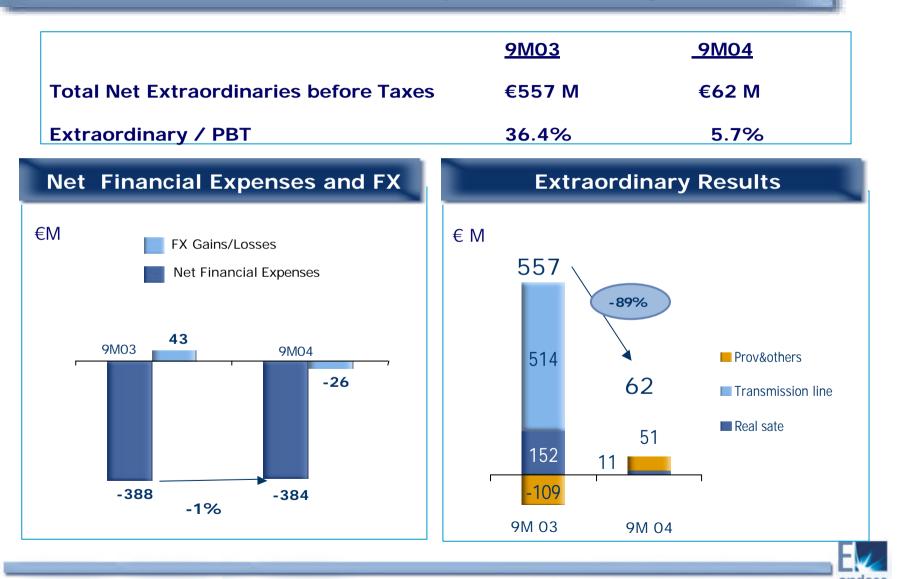
- 9.5% increase in net revenues<sup>(1)</sup> from:
  - Generation output +4.9%
  - Tariff increase +1.7%
  - Price in liberalised market +6.1
    %
- That offset:
  - €99 M higher fuel cost
  - €122 M increase in fixed costs
- Also affected by:
  - €123 M accounted for island deficit
  - €86 M higher CTCs depreciation

(1) Revenues (-) energy purchases (-) energy transmission and other external costs



### Lower Financial Expenses and Improvement in Quality of Earnings

Spain and Portugal

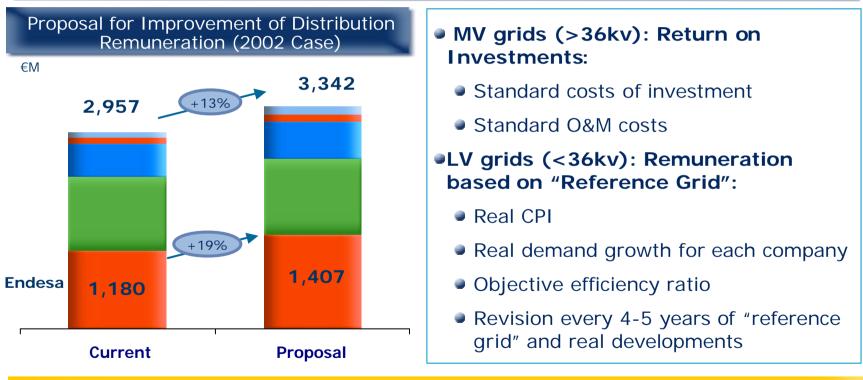


Update on regulation

## **Distribution Remuneration.**

Spain and Portugal

Reasonable proposal is based on a fair remuneration of investments and recognition of regulated O&M costs



Strategic priority: Focus on quality of service, with an improved regulatory outlook



#### Update on regulation

### CO<sub>2</sub> allocation. Industry proposal implies an equal effort by all companies

Spain and Portugal

Mt CO <sub>2</sub>	Industry proposal			Alternative Proposal		
MAINLAND	Expected emissions (1)	Allocation	% of rights allocations vs. needs	Allocation	% of rights allocations vs. needs	
Endesa	36,8	34,1	93%	27,3	74%	
Iberdrola	10,2	8,9	87%	15,5	152%	
U.Fenosa	15,4	14,2	92%	12,3	80%	
Hidrocantabrico (*)	12,7	11,9	94%	7,9	62%	
Other	7,4	7,4	100%	11,9	161%	
Total	82,5	76,5	<b>93%</b>	74,9	<b>91%</b>	
ISLANDS	11,5	11,5	100%	13,1	114%	
TOTAL SPAIN	94,0	88,0	94%	88,0	94%	

(\*) Includes Steel industry

The Alternative Proposal does not allow a fair allocation and causes cross subsidies between affected companies

Strategic environmental priority: Continue reducing specific emissions through investments in generation, develop complementary projects and regulatory measures





# 9M 2004 Results: Endesa Europa



## European Business: Main Drivers in 9M04

Operating parameters		Capacity: Generation: Sales:	+ 140 MW New Capacity + 2x330 MW Repowered + 33.0% to 16.9 TW + 51.7% to 20.8 TWh
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2003 dividend paid by Endesa Italia in April of €31 M

Agreement to acquire 20MW Florinas wind farm in Sardinia, for €21.5 M€

Purchase of additional 35% stake in Snet (to 65%) for € 121 M

Agreement with ASM Brescia to build a co-generation plant in Scandale (Calabria) comprising 2 CCGTs with a combined capacity of 800MW

EU approved the stranded costs for Italy. €169 million to ENDESA Italia



## 9M 04 European Results

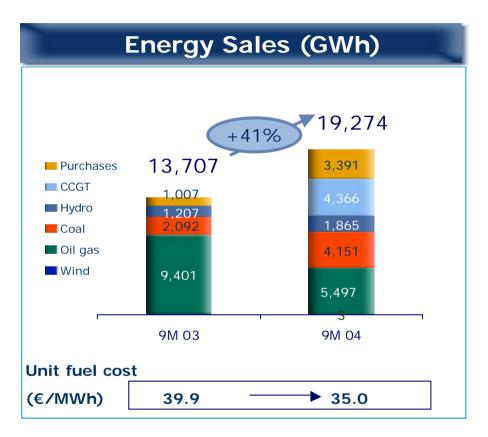
€M	9M03	9M04 <sup>(1)</sup>	% Change
Revenues	1,389	1,789	+28.8%
EBITDA	257	429	+66.9%
EBIT	174	331	+90.2%
Net Financial Expenses	-33	-36	+9.1%
Ordinary Income	85	218	+156.5%
Net Extraordinaries	-1	36	-
Net Income	29	123 <sup>(2)</sup>	+324.1%

- (1) Full consolidation of Snet from September 1st, 2004
- (2) €14 M Financial result from Tejo transferred to Spain and Portugal unit



## Endesa Italia: Improved Mix and Boost in Sales

Endesa Europa

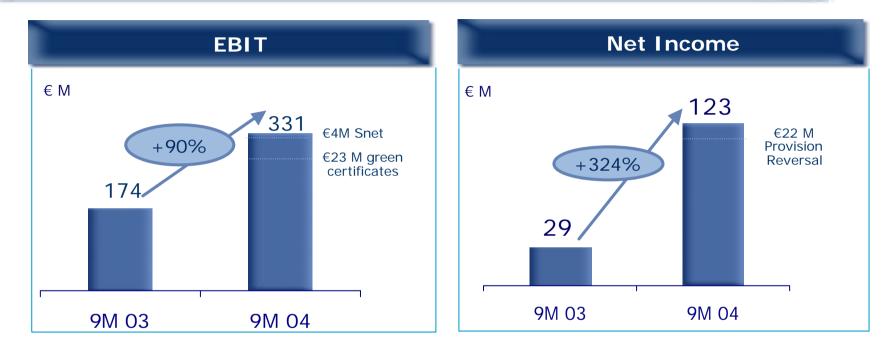


- Revenues + 45% boosted by 41% increase in energy sold despite no increase in average price due to change in generation mix (> based load generation)
- Delibera 20 appealed. If ultimately cancelled, EBIT will increase €30 million, already collected but not booked

Repowering improved fuel mix, with 12.3% reduction in unit fuel cost despite a 15% increase in oil price in €



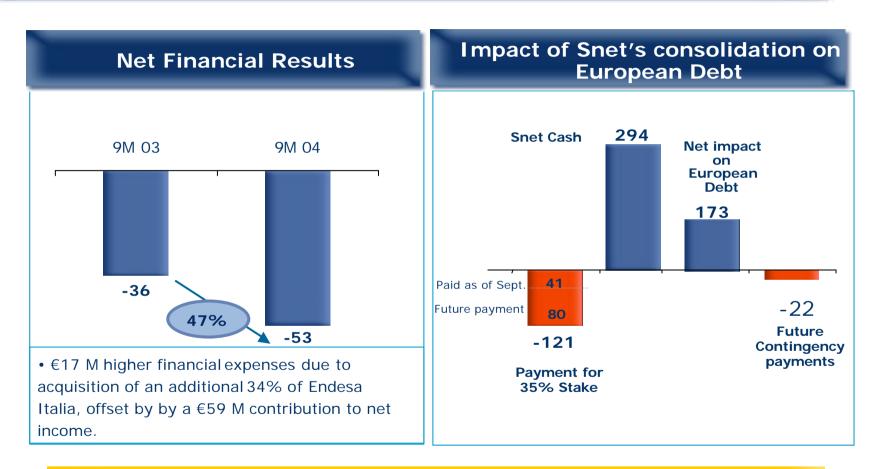
## European EBIT: Strong Operating Performance



- Compensation for "green certificates" from previous years
- Lower equity income (€14 M) due to transfer of Portuguese assets to Endesa Generación
- Full consolidation of 65% of Snet from September  $1^{\text{st}},\,2004$
- Reversal of provision for workforce reduction: €38 M (Net after minorities €22 M)



## **Financial Performance**



Strategic Priority in Europe: Focus on attractive markets guaranteeing access to future opportunities





## 9M 2004 Results: Endesa Latin America



## Latin America: Main Drivers in 9M04

Endesa Latin America



#### **RALCO Highlights**

- Investment of 570M\$
- Estimated generation output of 3,100GWh per year.
- 9% of total electricity demand of Central Interconnected System.



## 9M 04 Endesa Latin America Results

Endesa Latin America

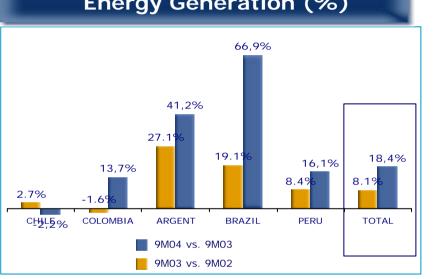
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€M	9M03	9MO4	% Change
Revenues	2,598	2,973	+14.4%
EBITDA	1,103	1,173	+6.3%
EBIT <sup>(1)</sup>	791	864	+9.2%
Net Financial Expenses	-454	-380	-16.3%
Ordinary Income	530	506	-4.5%
Net FX	208	-23	-111.1%
Net Extraordinaries	-28	0	+100.0%
Net Income <sup>(2)</sup>	48	114	+137,5%

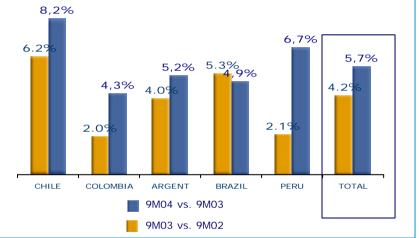
32 (1) EBIT in US\$ increase by 20%. (2) Argentinean assets fully provisioned.

### Latin America: Sustained Recovery in **Electricity Demand**

Endesa I atin America



## **Energy Generation (%)**



**Energy sales: Distribution** 

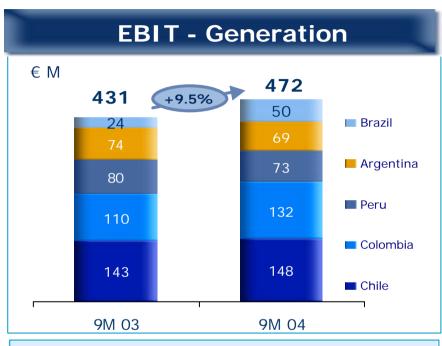
business (%)

- Higher production to meet demand due ٠ to new capacity
- Brazil: Fortaleza CCGT came on stream in December 2003
- Chile: Canutillar sale in 2003

Return to historical long-term growth ۰. trend (+4.5% p.a. 1990-2000)

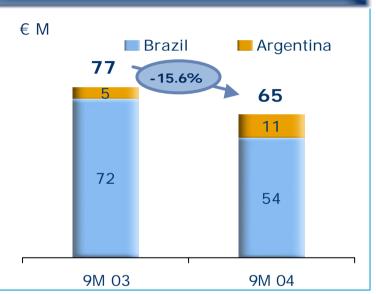


### Generation EBIT +10% Transmission EBIT -16



- EBIT +20.5% in US\$.
- EBIT boosted by 18.4% increase in output (+11.8% growth in sales).
- Growth of Chilean generation despite sale of Canutillar (€3M), lower output due to hydro conditions and US\$ depreciation.
- Argentinean & Peruvian genco affected by higher fuel costs due to adverse hydro conditions.

**EBIT - Transmission** 

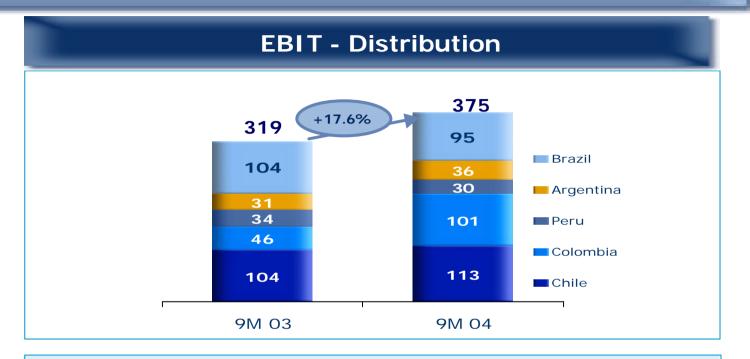


- EBIT 7% in US\$
- CIEN contribution dropped by €12 M due to US\$ depreciation and the renegotiation of the contract with Copel



## **Distribution EBIT +18%**

Endesa Latin America

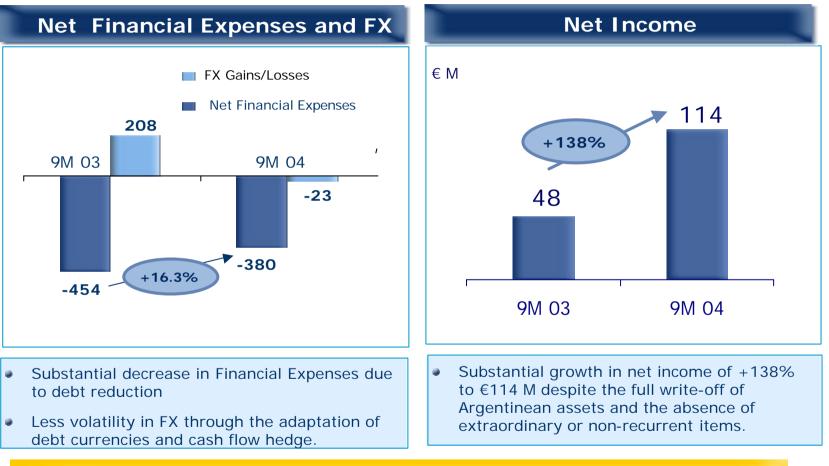


- EBIT + 29.3% in US\$
- Distribution business boosted by 5.7% higher sales and tariff increases.
- Brazil: Coelce affected by a temporary pass-through lag effect in energy purchases from Fortaleza, offsetting tariff increases (+31% in Apr-03, +11% in Apr-04). Cerj up (+€16M) (Tariff increase of +15% in Dec-03) despite same temporary passthrough lag effect.
- Colombia: Strong increase due to Codensa's tariff review (+19.6% Jan 04) and higher sales (+4.2%)



## **Financial Results & Net Income**

Endesa Latin America



Strategic Priority: Guarantee an attractive and sustainable position in Latin America, capturing growth and reducing risk profile





## 9M 2004 Results: Telecoms



37

## **Telecoms: Positive Contribution from both Auna and Smartcom**

€M	9M 03	9M 04	% Var.
Grupo QUNO Revenues EBITDA Equity Income Contrib. to Endesa	2,776 683 -28	3,109 863 9	12% 26% n.a.
<b>am9na</b> Revenues EBITDA Customers ('000)	1,930 582 7,667	2,290 757 8,970	19% 30% 17%
<b>OUNO TLC</b> Revenues EBITDA Customers ('000)	746 60 620	862 122 752	16% 106% +21%
SMARTCOM	9M 03	9M 04	% Var.
Revenues EBITDA <b>Equity Income Contrib. to Endesa</b> Customers ('000)	126 16 -25 1,070	132 29 8 1,395	5% 76% n.a. 30%



Telecoms

## **Telecoms: Recent Events**

### AUNA:

- Debt renegotiation completed (€4.5 bn), self financing in place
- Guarantees lifted (€459 M)
- Endesa's stake increased to 32.7%
- Average analysts' consensus valuation: €2,106 M
- Book value: € 1,274 M
- Effect of disposal of Netco Redes:
  - Cash inflow: €51 M
  - Debt deconsolidated: €47 M
  - Capital gain: €8 M.

Strategic Priority in Telecoms: Extract value at right moment

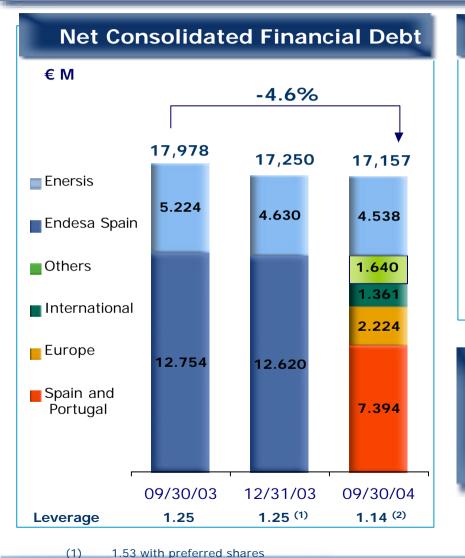




# 9M 2004 Results: Financial Review



## **Debt Evolution**



#### Cost of Debt Endesa Spain Total Cost of Debt Enersis Debt 8.60% 7.69% 7.77% 5.48% 5.24% 5.17% 4.32% 4.30% 4.31% 09/30/03 12/31/03 09/30/04

EBITDA Interest cover 5.2x up from 4.4x as of Sept. 03

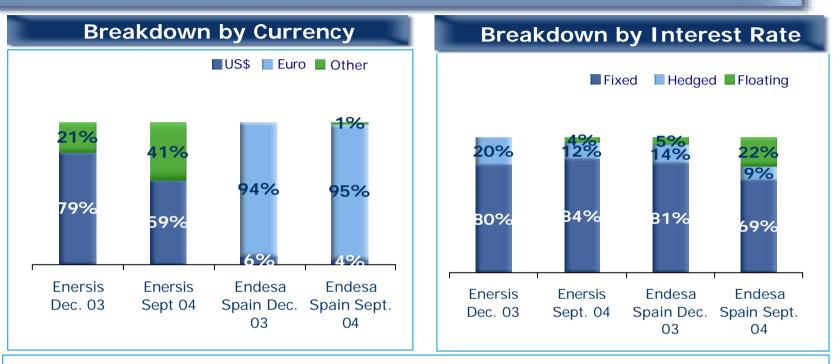


1.53 with preferred shares

(2)

## Debt Structure: Currency and Interest Rate Hedge

Financial Review



- Cash flow hedge strategy links debt currencies and revenues
- 96% of Enersis debt and 78% of Endesa Spain debt hedged against increases in interest rates.
- Average debt life extended to 5.34 years. Enersis debt life extended to 5.9 years
- Liquidity of ENDESA in Spain of €3,970 M (€3,657 M undrawn credit lines) covering maturities for next 19 months.
- Liquidity of Enersis of €600 M, covering debt maturities for the next 15 months



€M	Spain& Portugal <sup>%</sup> 9м оз		Endesa Europa % 9M 03	Endesa % 9M 03 LatAm	
Cash Flow	<b>1,733</b> + 17.1%		<b>386</b> +65.7%	<b>682</b> -35.7%	
	Gx 320			Gx 152	
Сарех	Dx      563      +22.1%        Others      91		<b>174</b> -21.3%	<b>Gx 152</b> <b>Dx 177</b> Others 11 +5.3%	
Financial Invest.	<b>99</b> +94.1%		<b>130</b> +1,525%	<b>18</b> -53.8%	

Strategic priority: Maintain a sound financial position and flexibility for future growth opportunities

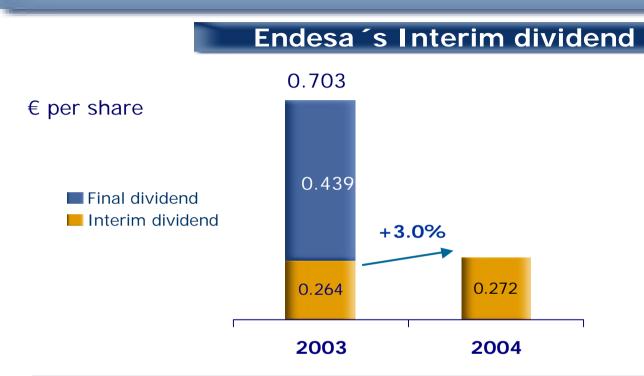


## Endesa's agenda for applying IAS

- Start financial reporting in accordance with IAS: When Board approves 2004 results before GSM
- Full transition to financial reporting using IAS: 1Q 05
- **Retrospective communication** of IAS figures to the market:
  - Quarterly P&L for 2004,
  - BS year-end 2003 2004,
  - Quarterly Changes in Net Equity for 2004
- Guidance to the investment community Guidance was provided at analysts' presentation on June 3<sup>rd</sup> 2004 available on Endesa's website



## Interim dividend for 2004 approved



- c€ 27.2 per share interim dividend against 2004 earnings, +3.0% increase
- To be paid in January 3<sup>rd</sup>, 2005
- Total dividend to be in line with FY Net Income growth



## **Outlook for year end**

### Domestic & European business:

- Positive performance continues in 9M04. All 2004 coal purchases already hedged and 56% for 2005.
- NAP details to be announced in 4Q 04. No significant impact expected for 2005-07
- Expected review of distribution regulation and islands remuneration.
- Commissioning of 800 MW CCGT Tavazzano in Italy

#### Latin American Business:

- Improved macroeconomic conditions and sustained growth in demand
- Full operation of Ralco (570 MW) in 3Q04. 7% average increase in node price
- A reasonable tariff review for Chilectra expected

#### Financials

- Debt hedged against interest-rate hikes
- Provisions to be analyzed by year end.
- Dividends against 2004 earnings to grow in line with reported net income.
- Improving quality of earnings

### Positive outlook for 2004



## **5-year Investment Plan**

€ bn	2004	2005-09	Total Investment Pla €14.6 bn (1)
Spain and Portugal	1.7	10.3	
New capacity	0.5	4.6	
Maintenance capex	1.2	5.7	Latam
European Business	0.5	1.8	Business 17%
New capacity	0.4	1.4	
Maintenance capex	0.1	0.4	
Latam Business	0.5	2.5	Eur
New capacity	0.2	0.5	r Bus
Maintenance capex	0.3	2.0	
Telecoms	0.3	0	Spain
			and Portugal
TOTAL	3.0	14.6	71%

(1) Investments net of subsidies, surrender and contributions in distribution business



## Summary: A strong quarter

Strong growth in 3<sup>rd</sup> quarter in all business lines

Solid growth in generation and sales of energy in all businesses

Double-digit operating growth despite the higher fuel prices

Improved quality of results and sound financial position

Improved regulatory scenario in Spain



Positive outlook for growth in earnings and dividends

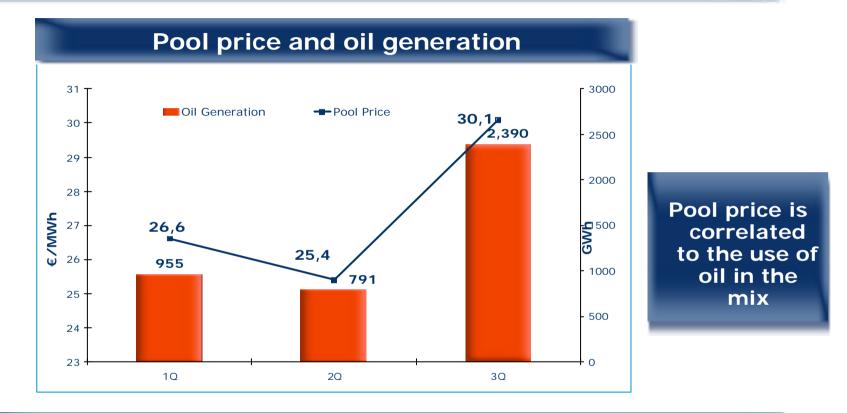




## **Back up Slides**



# Pool price evolution reflects oil plants output



- Capacity additions have increased reserve margins to levels close to "overcapacity"
- Fuel prices in euros have remained relatively stable
- Merit order has changed, with CCGT replacing fuel-oil plants in the margin

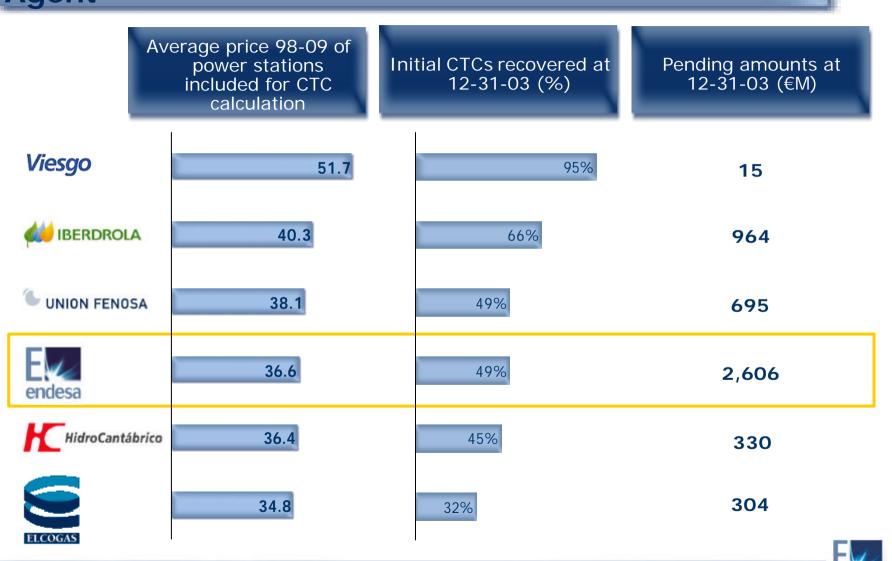


Update on regulation

### **CTC Recovery Reflects Different Pool Prices per** Agent

Spain and Portugal

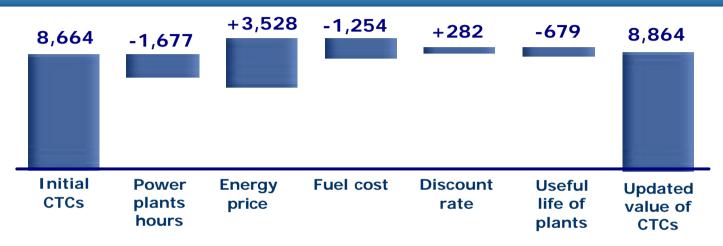
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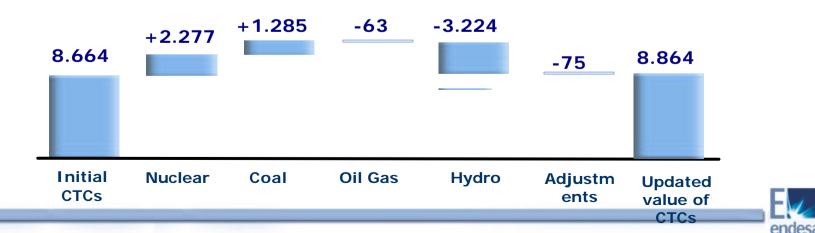
# Any CTC review must consider the performances of all parameters

Spain and Portugal

Change in total industry CTCs based on calculation parameters update. Million euros of 1997

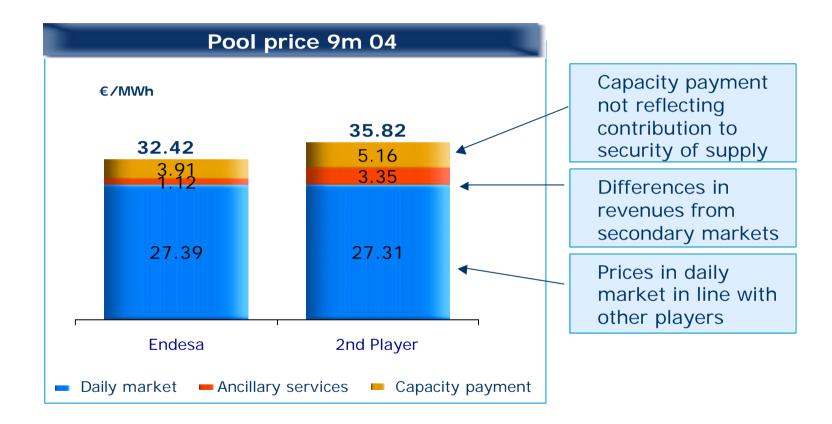


Breakdown of change in total industry CTCs by technologies. Million euros of 1997



# Pool prices do not reflect real contribution to security of supply

Spain and Portugal



Any change in the pool mechanism should lead to review secondary markets and capacity payments system



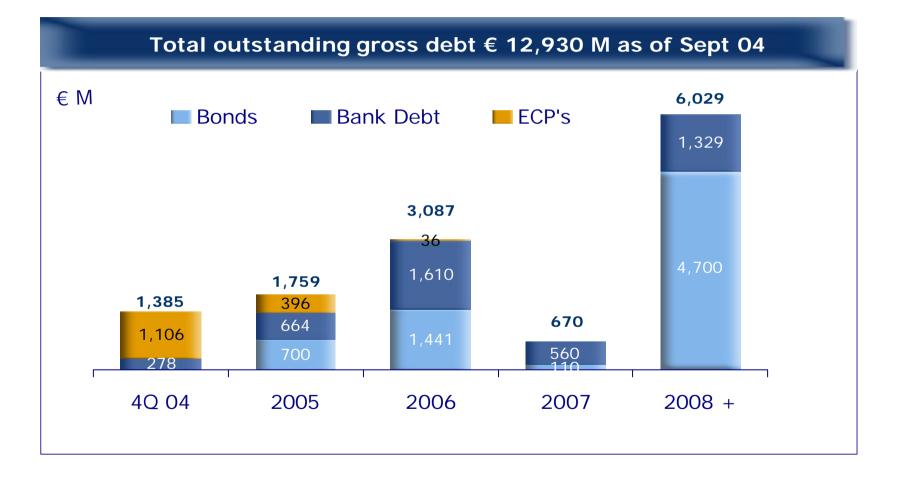
# Gas: Building a Flexible and Sufficient Sourcing Portfolio

Gm<sup>3</sup> - bcm Year 2008 Demand Contracts 10.7 10.7 0.3 0.3 Tarif Spain Regulated supply Spain -CCGT Italy -4.0 Snam Italy 4.0 Spot 0.3 CCGT Islands 1.0 Long term 0.5 1.0 Nigeria 1.0 Supply Qatar 2.9 0.8 Sonatrach Signed CCGT Mainland 2.9 Gas Natural 2.6 Demand 2008 Contracts 2008

## Strategy in gas contracts based on diversification of sourcing and flexible conditions



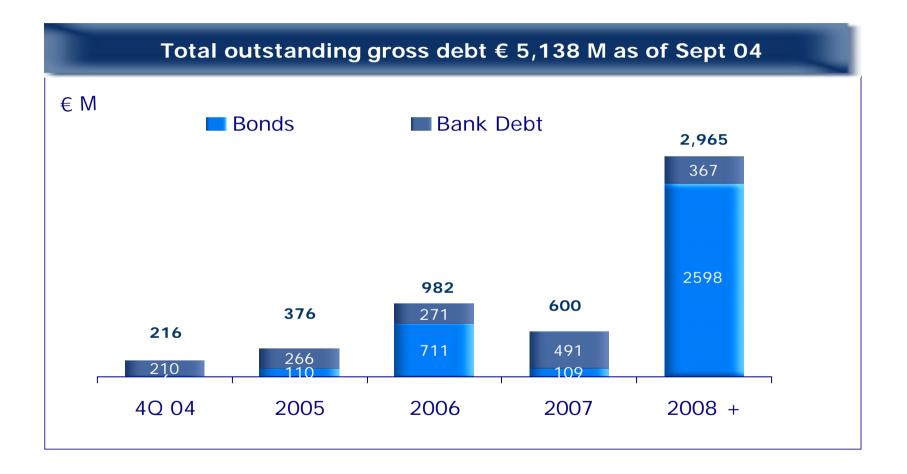
Spain





Financials

**Enersis Debt Maturity** 





Financials

## **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 could include, but are not limited to, information regarding: estimated future earnings; anticipated increases in wind generation and market share; expected increases in demand for gas and gas sourcing; management strategy and goals; tariffs and pricing structure; estimated capital expenditures and other investments; expected asset disposals; estimated increases in capacity and output and changes in capacity mix; repowering of capacity and 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 taxes.

**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.



## 9-Month Financial Results





October 27th 2004