



# Enel Russia 1Q 2016 Results

28/04/2016 Moscow



# Enel Russia 1Q 2016 Results

## Agenda



- Financial highlights
- Net power output and sales
- Unit margin on sales
- CCGTs vs. conventional gas units
- Revenues and costs
- EBITDA evolution
- From EBITDA to net income
- Net debt evolution
- Focus on liquidity

# Enel Russia 1Q 2016 Results

Financial highlights (RUB mn)<sup>1</sup>



	1Q15	1Q16	%
Revenues	18,662	17,571	-5.8
EBITDA	4,617	3,027	-34.4
- EBITDA margin (%)	24.7	17.2	-7.5
Net income	589	134	-77.2
Net debt	24,547 <sup>2</sup>	24,437	-15.9
EBITDA/Net financial expenses <sup>3</sup>	11.1	4.4	-6.7
Net debt/EBITDA <sup>4</sup>	1.2	2.6	+1.4
Net debt/Equity	0.68 <sup>2</sup>	0.78	-0.01

- Earnings decrease largely due to Nevinnomyskaya CCGT outage in Jan.16 – Mar.16
- Net income decline due to lower revenues and insurance compensation for 0.8 bn RUB received in 1Q15

<sup>1</sup> Unaudited financial results under IFRS

<sup>2</sup> As of December 31, 2015

<sup>3</sup> Excluding FX differences and corresponding change in fair value of derivatives

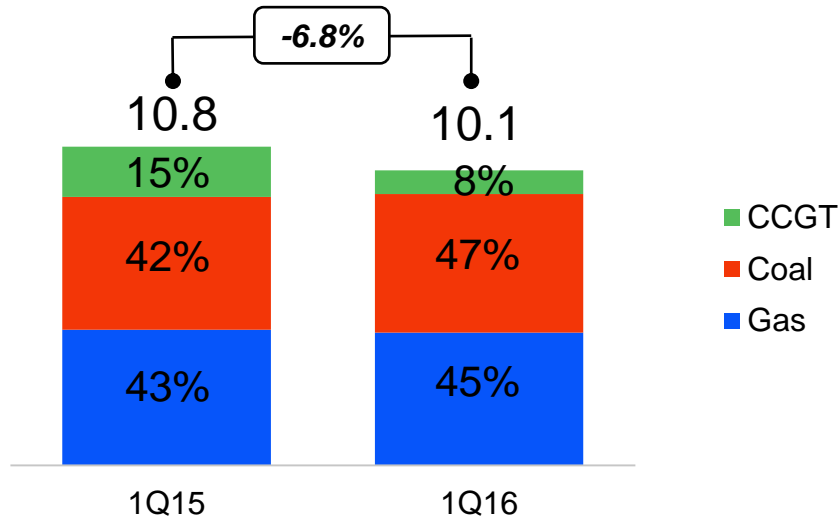
<sup>4</sup> Net debt at the end of the period divided by 12 months rolling EBITDA

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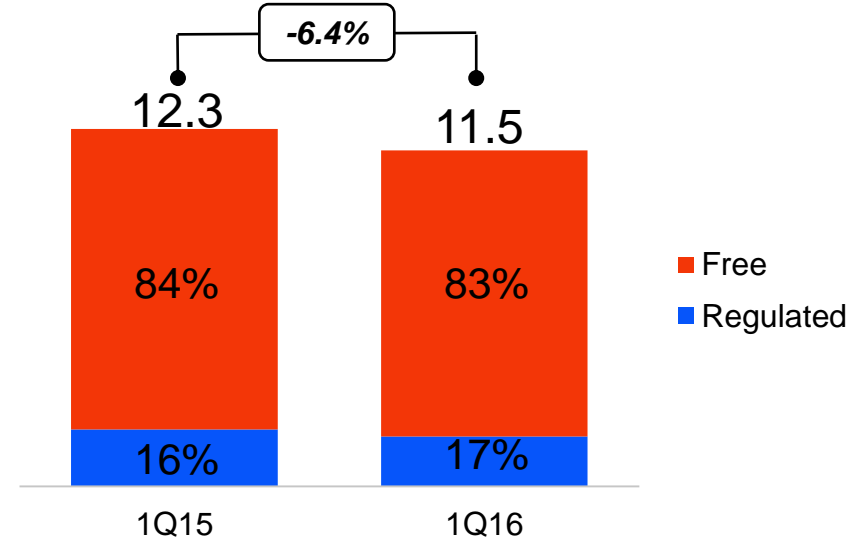
Net power output and sales



Net Output (TWh)



Power Sales (TWh)



Plant availability



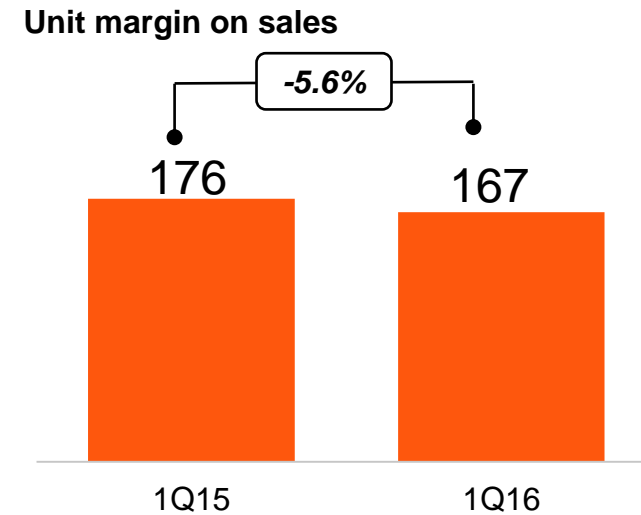
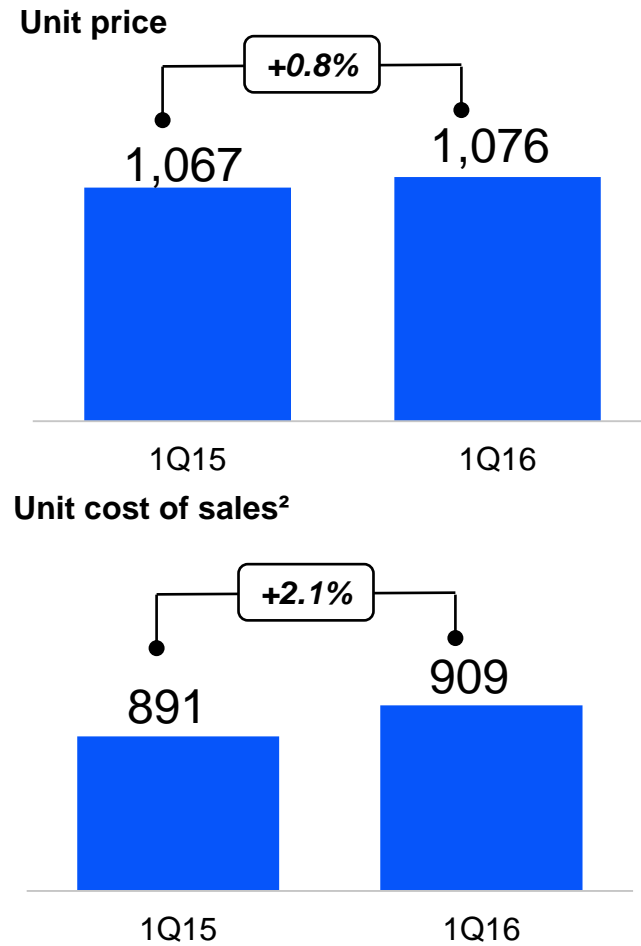
Utilization on total capacity



Output and availability down mainly due to outage at Nevinnomyskaya CCGT which recovered in late March

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Unit margin on sales (RUB/MWh)<sup>1</sup>



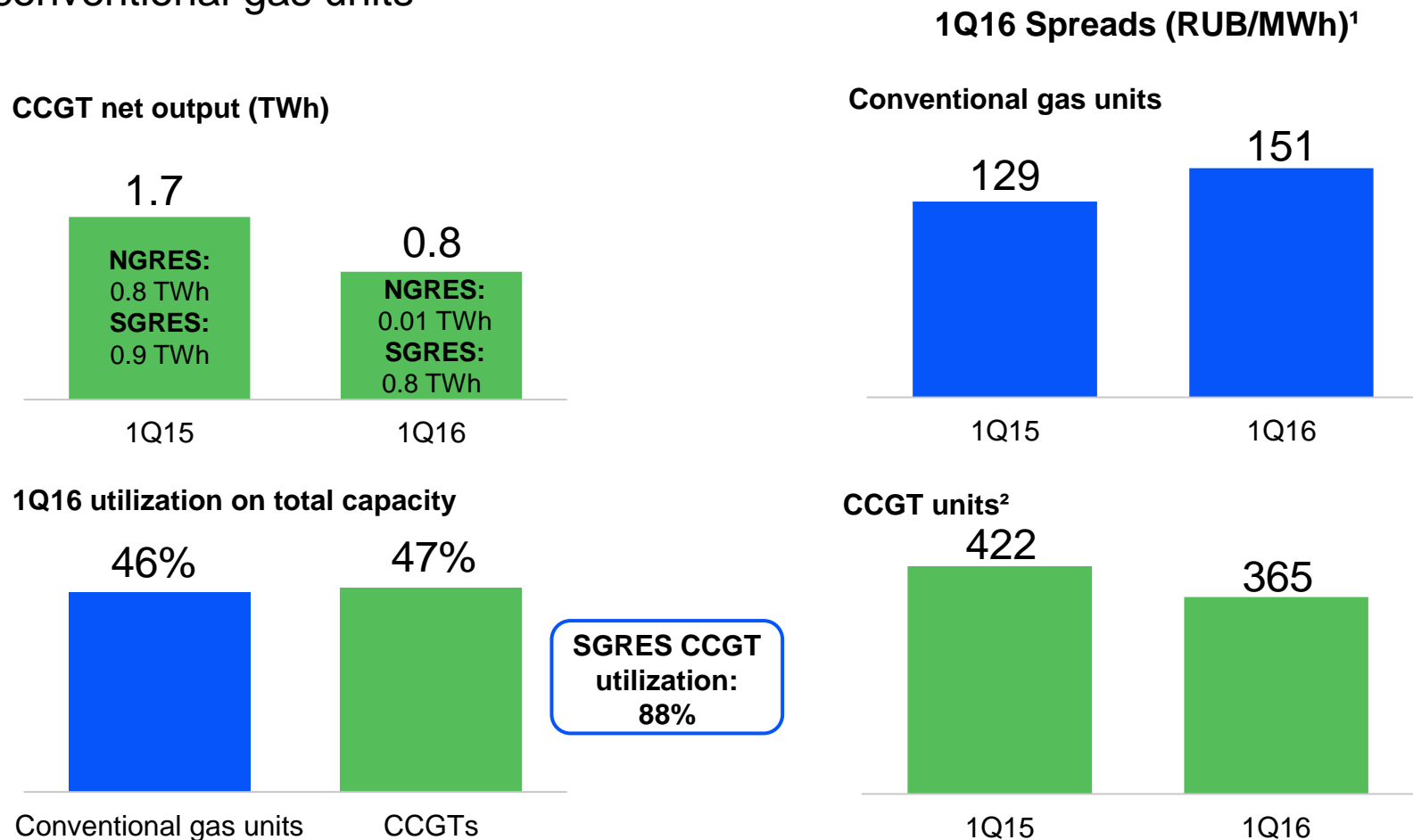
Unit margin decrease mainly due to different technology mix

<sup>1</sup> Excluding capacity payment

<sup>2</sup> Including energy purchases

# Enel Russia 1Q 2016 Results

## CCGTs vs. conventional gas units



- CCGT output and utilization down due to repairs at NGRES CCGT completed in late March
- Conventional gas spreads improvement due to higher DAM prices

<sup>1</sup> Calculated as average DAM selling price for the given technology minus fuel costs in RUB/MWh

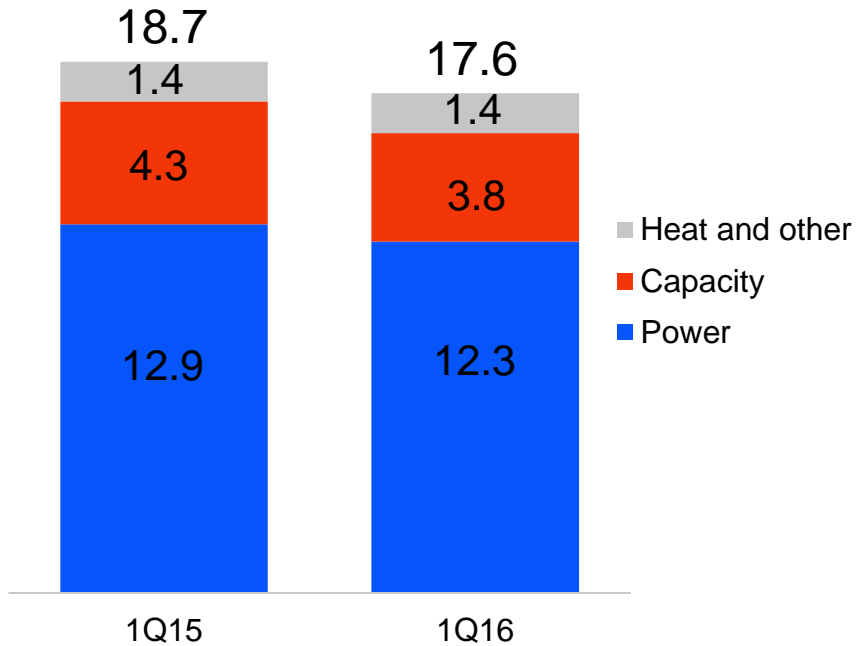
<sup>2</sup> SGRES CCGT spreads used due to NGRES CCGT outage, SGRES CCGT spreads calculated as SGRES DAM selling price minus fuel costs in RUB/MWh

# Enel Russia 1Q 2016 Results

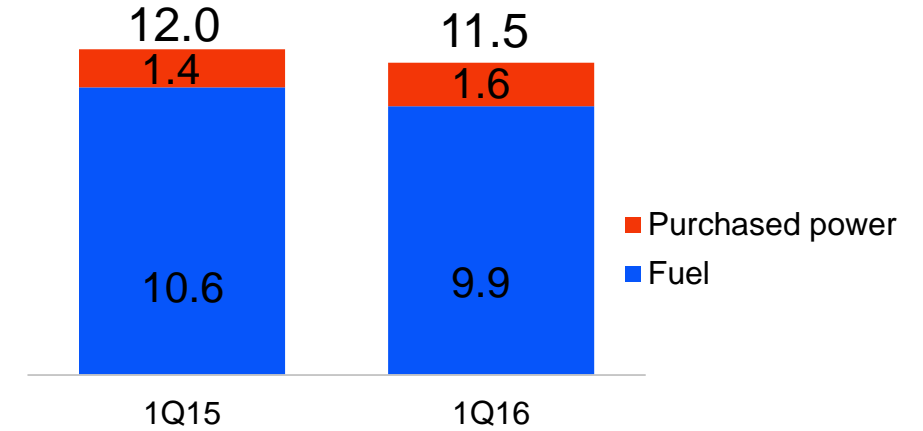
Revenues and costs (RUB bn)



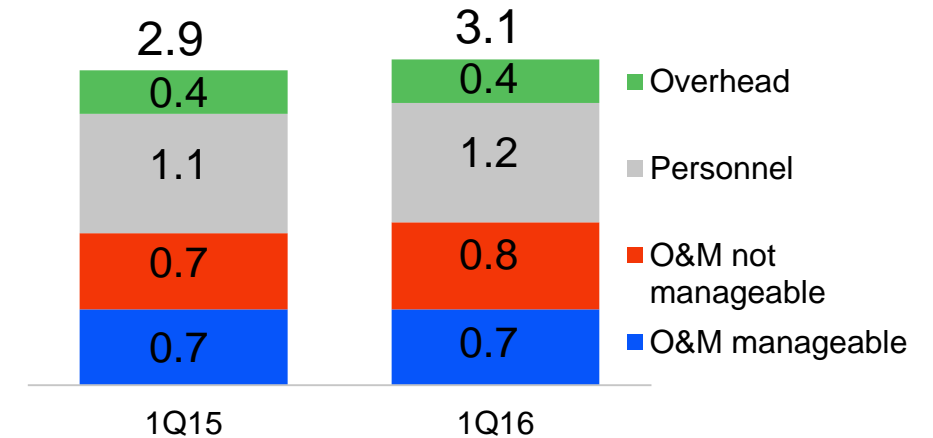
Operating revenue breakdown



Variable costs



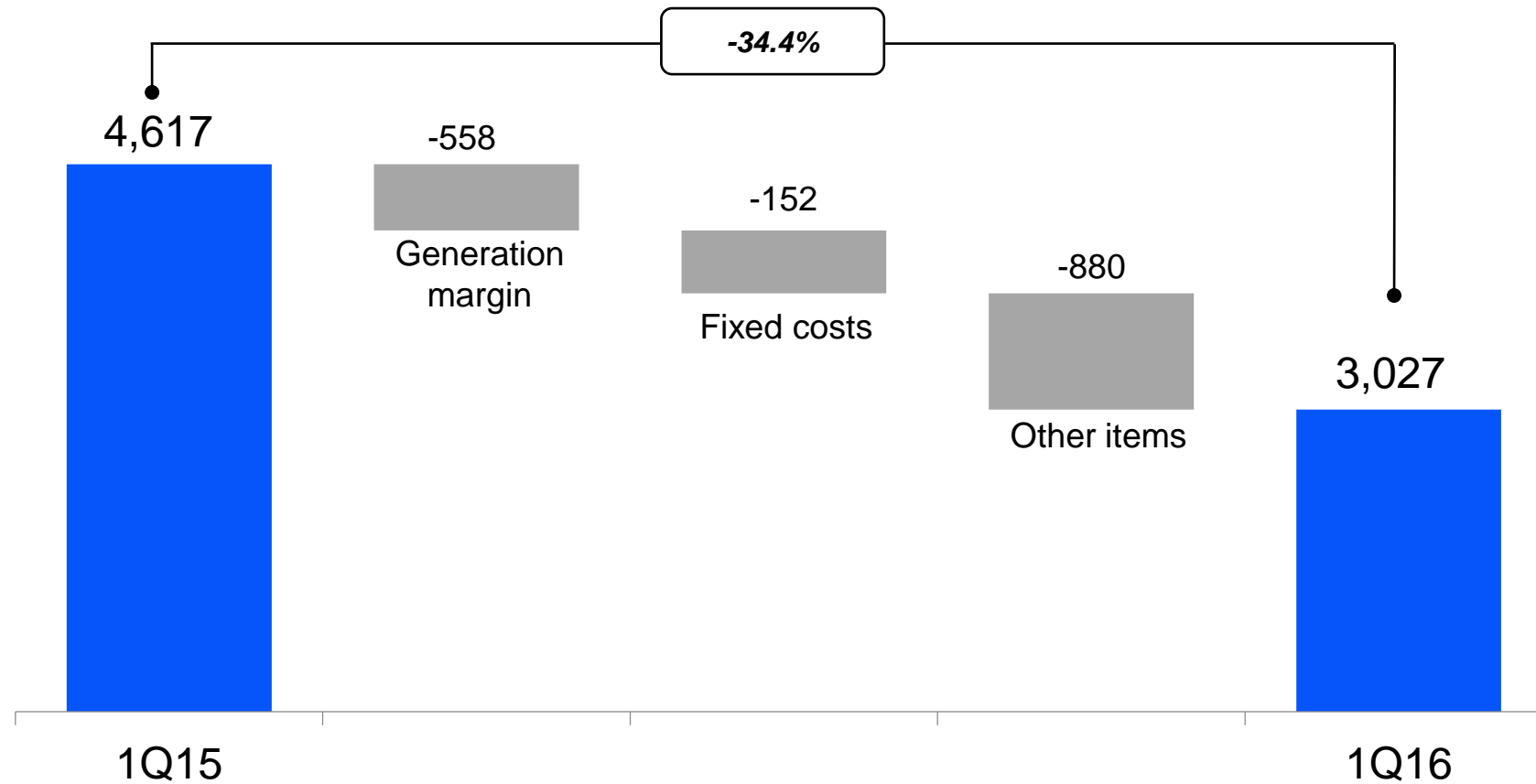
Fixed costs



- Revenues down mainly due to less power and capacity sold by CCGTs
- Coal cost recovery thanks to favorable RUB/Tenge rate
- Fixed costs remained flat

# Enel Russia 1Q 2016 Results

EBITDA evolution (RUB mn)



EBITDA dynamics negatively affected by lower margins, as well as insurance compensation for SGRES CCGT service interruption, received in early 2015



# Enel Russia 1Q 2016 Results

From EBITDA to net income (RUB mn)



	1Q15	1Q16	%
EBITDA	4,617	3,027	-34.4
Amortisation, depreciation and impairment	(2,078)	(764)	-63.2
EBIT	2,539	2,263	-10.9
Net financial charges	(1,673)	(2,103)	+25.7
EBT	866	160	-81.5
Income tax	(278)	(26)	+90.6
Net income	589	134	-77.2

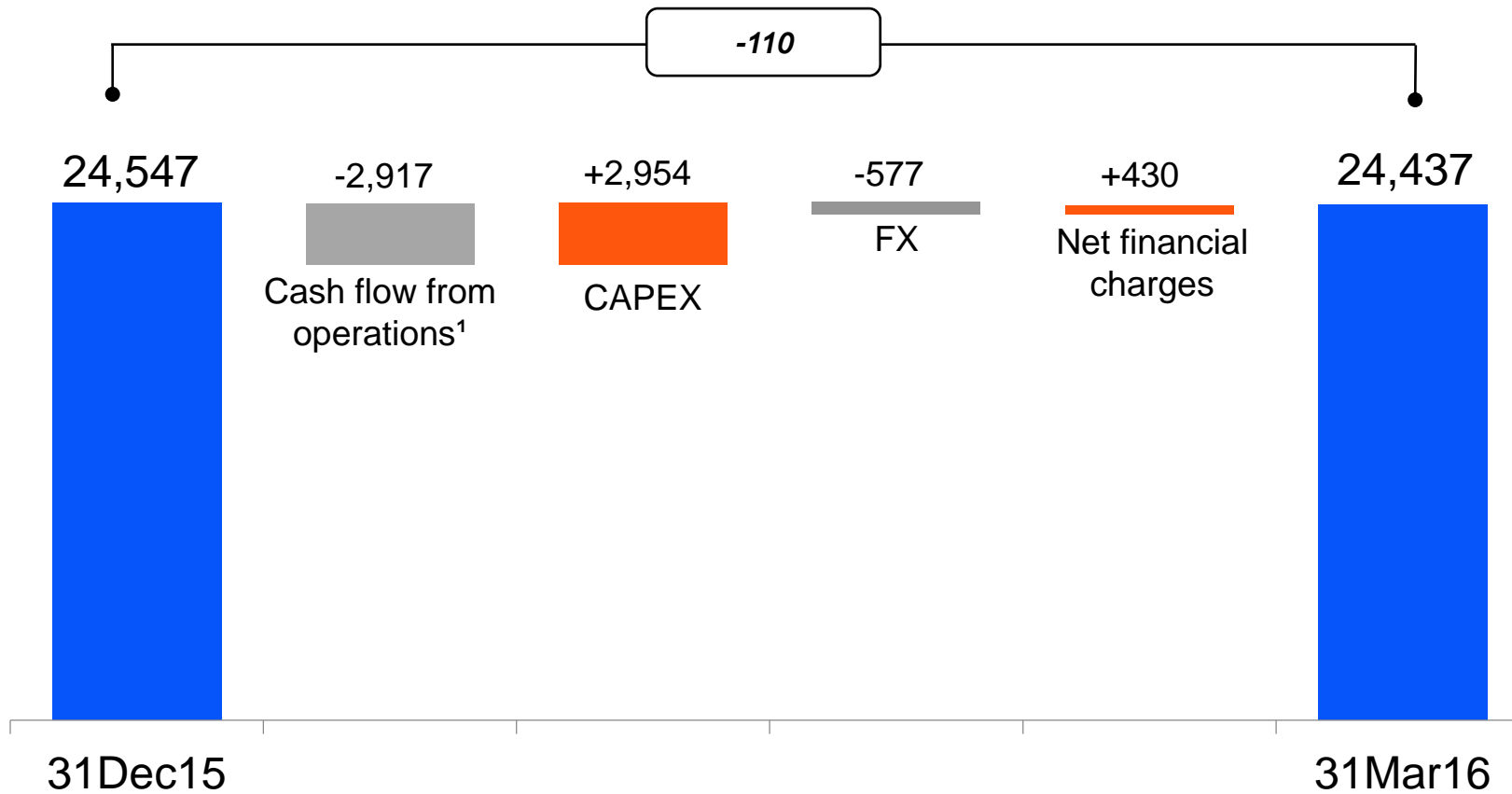
Net income decrease stems from lower EBITDA and one-off accounting adjustment related to RBS loan refinancing<sup>1</sup>

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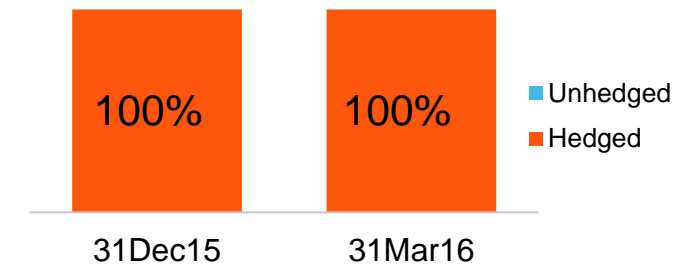
## Net debt evolution



Net debt (RUB mn)



Hedged Debt on Total Debt



Average Cost of Debt

	1Q15		1Q16	
	Cost	Weight	Cost	Weight
RUB	13.2%	25%	12.2%	45%
EUR	3.6%	75%	3.5%	55%

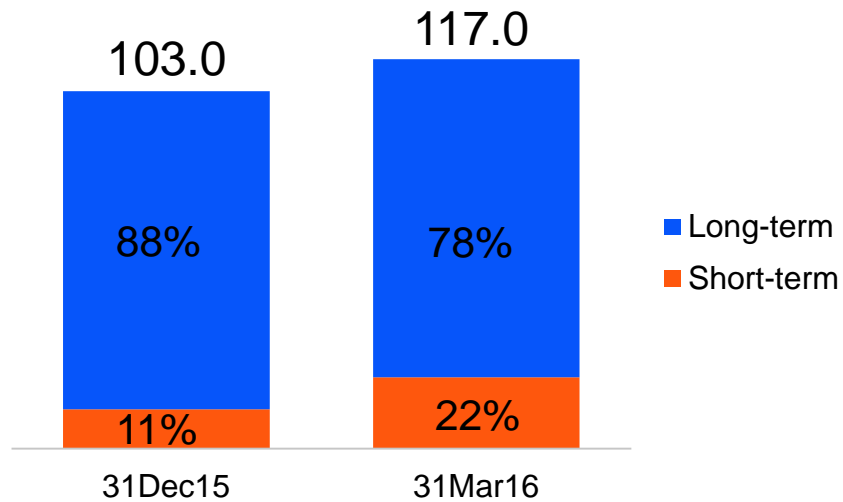
<sup>1</sup> Post working capital changes

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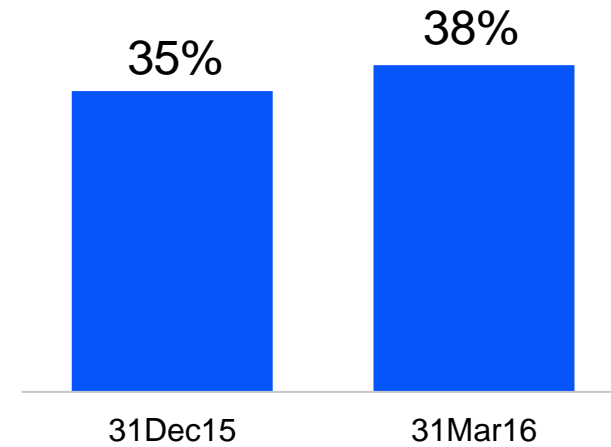
Focus on Liquidity



Total credit facilities (RUB bn)<sup>1</sup>



Utilized amount



<sup>1</sup> Not adjusted for FX differences on EUR-nominated facilities

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## Contacts



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(Investor Relations)

# Thank you

