



# Enel Russia 1H 2018 results

31/07/2018

Moscow



# Enel Russia 1H 2018 results

## Agenda



- Financial highlights
- Operational highlights
- Unit margin on sales
- Revenues and costs
- EBITDA evolution
- From EBITDA to net income
- Cash flow and debt
- Focus on liquidity

# Enel Russia 1H 2018 results

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



	1H18	1H17 <sup>2</sup>	Change	Change 1Q18 vs 1Q17 <sup>3</sup>
Revenues	34,011	34,822	-2.3%	-5.0%
EBITDA	7,705	8,689	-11.3%	-16.2%
- EBITDA margin	22.7%	25.0%	-2.3%	
Net income	3,391	4,300	-21.1%	-25.2%
Net debt	22,225	17,889	+24.2%	
EBITDA/Net financial expenses <sup>3</sup>	7.7x	8.1x	-0.4	
Net debt/EBITDA	1.3x <sup>4</sup>	1.0x	+0.3	
Net debt/Equity	0.56x	0.43x	+0.13	

2Q results improved 1H dynamics YoY

Expected decline in financials due to challenging market situation after strong 2017

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

<sup>2</sup> Net debt-related figures are as of December 31, 2017

<sup>3</sup> Excluding FX differences and corresponding gain/loss from derivatives

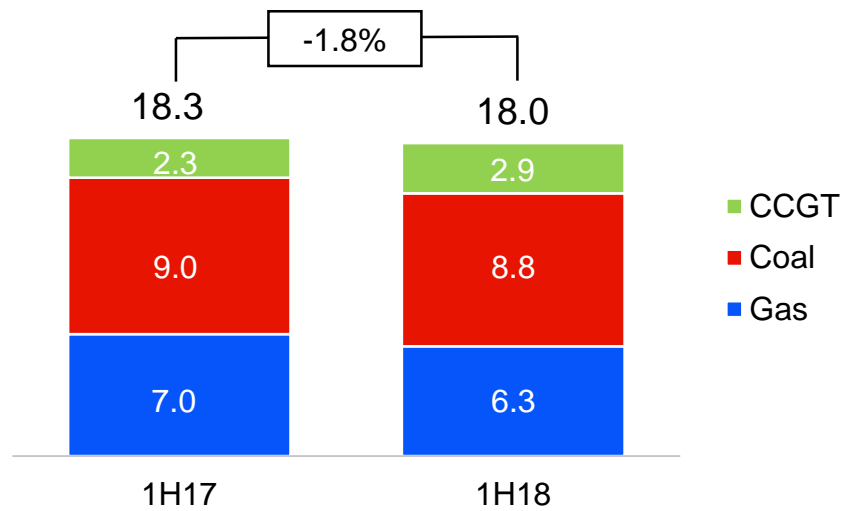
<sup>4</sup> Net debt at the end of the period divided by 12 months rolling EBITDA

# Enel Russia 1H 2018 results

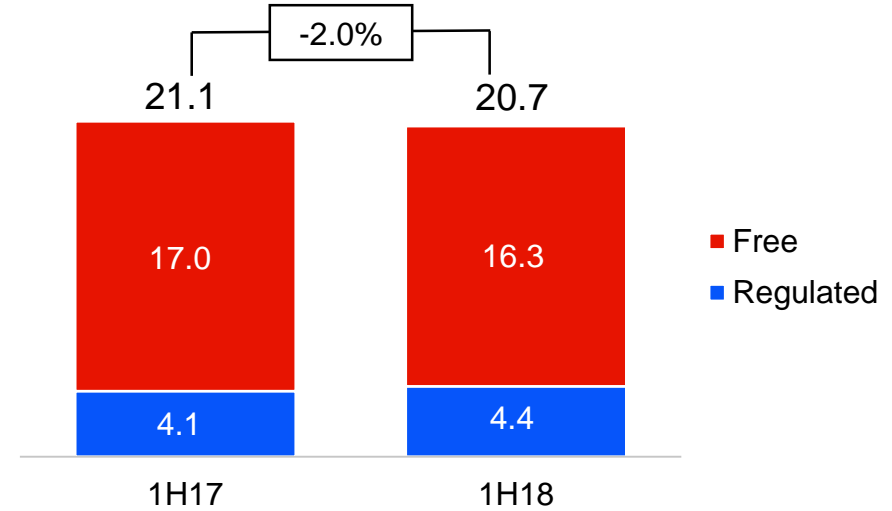
## Operational highlights



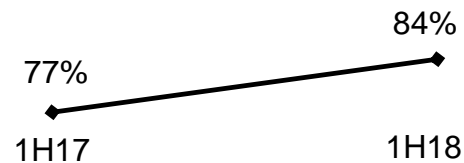
Net output (TWh)



Power sales (TWh)



Plant availability<sup>1</sup>



Utilization on net electric capacity



Lower loading on all units except CCGTs due to lower demand in Urals & overcapacity in the system

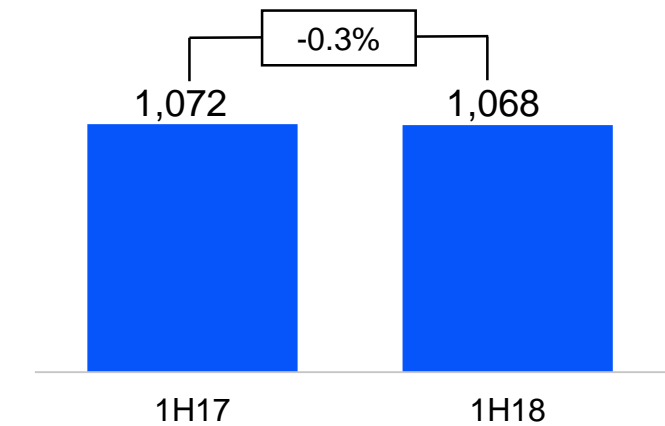
<sup>1</sup> Annualized

# Enel Russia 1H 2018 results

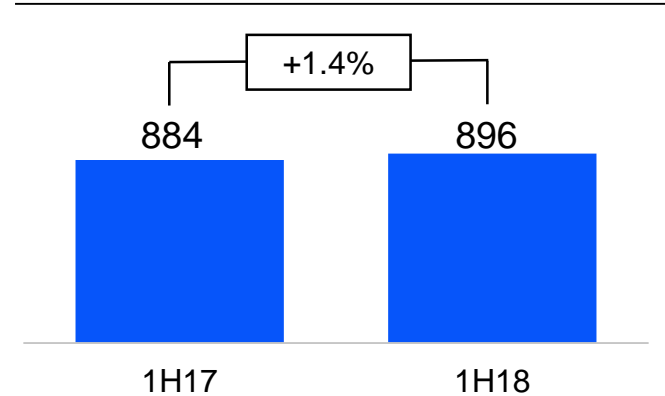
Unit margin on sales (RUB/MWh)<sup>1</sup>



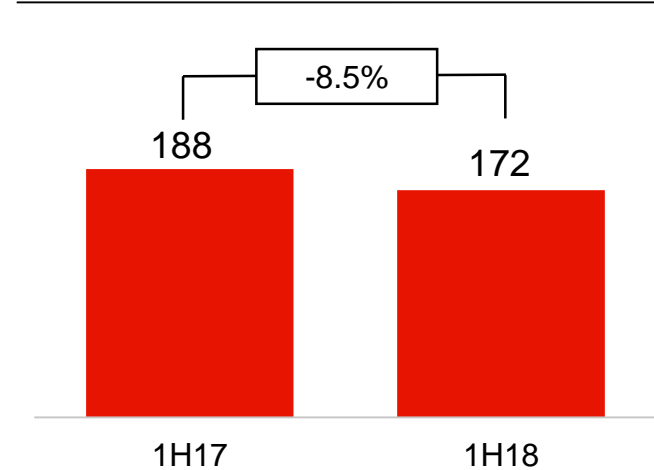
Unit selling price<sup>2</sup>



Unit cost of sales<sup>3</sup>



Unit margin on sales



Fuel price growth coupled with lower power prices compressed unit margin

<sup>1</sup> Excluding capacity sales (all data – managerial accounting)

<sup>2</sup> Including regulated power sales, day ahead market and balancing market sales

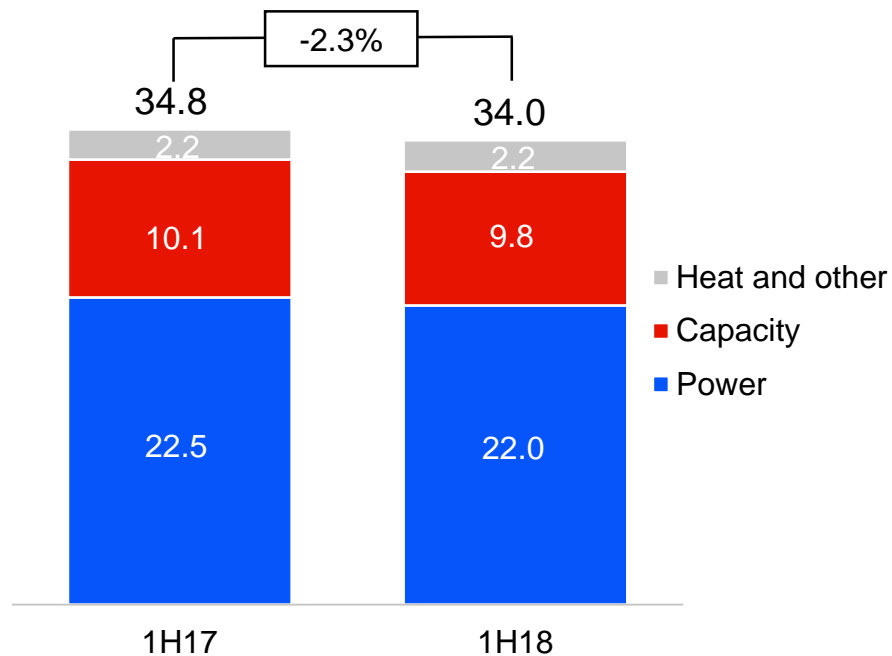
<sup>3</sup> Including fuel cost and energy purchases

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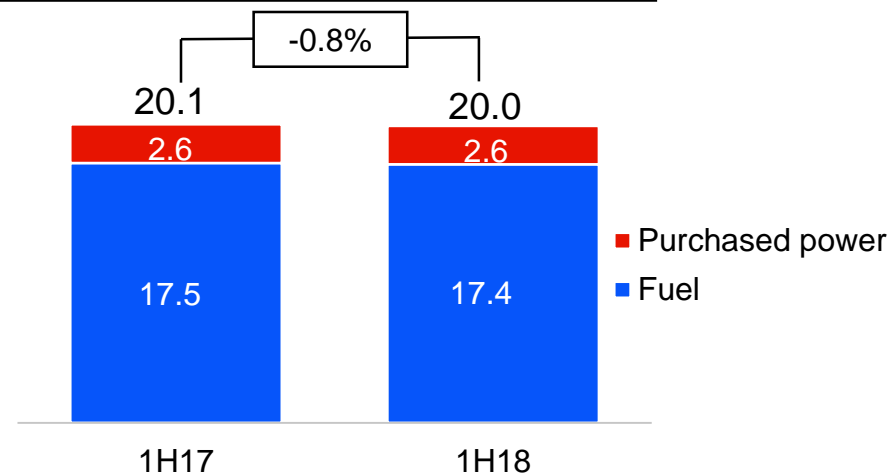
Revenues and costs (RUB bn)



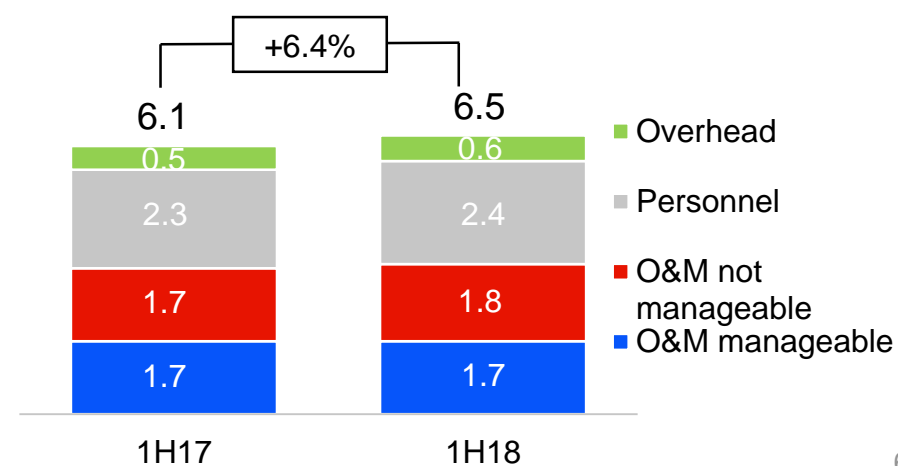
Operating revenue breakdown



Variable costs



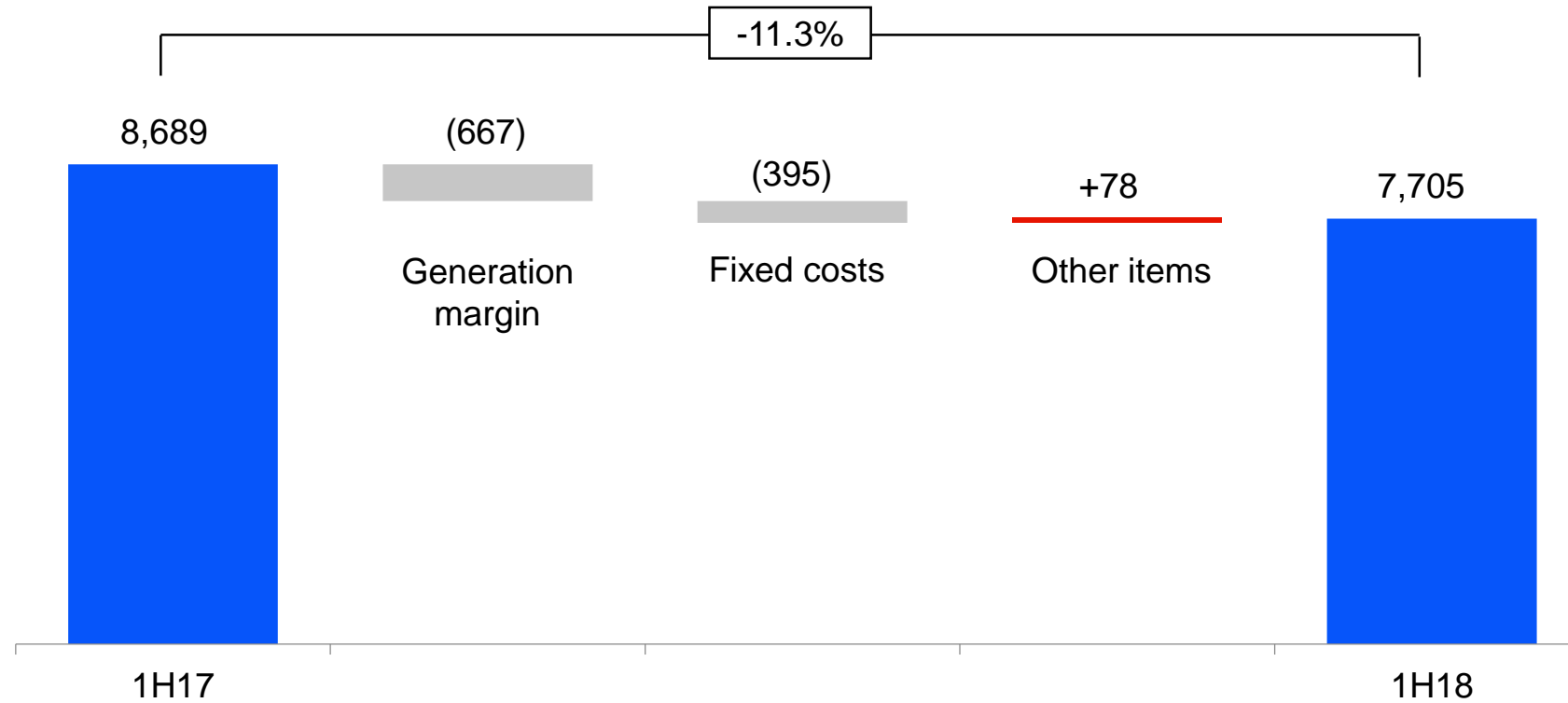
Fixed costs



Power revenues down due to lower production and pricing  
Fixed costs grew mainly on higher property tax

# Enel Russia 1H 2018 results

EBITDA evolution (RUB mn)



EBITDA slide on lower power revenues and higher fixed costs

# Enel Russia 1H 2018 results

From EBITDA to net income (RUB mn)



	1H18	1H17	Change
EBITDA	7,705	8,689	-11.3%
Amortisation, depreciation and impairment	(2,124)	(1,754)	+21.1%
EBIT	5,581	6,935	-19.5%
Net financial charges	(1,316)	(1,506)	-12.6%
EBT	4,266	5,429	-21.4%
Income tax	(875)	(1,129)	-22.5%
Net income	3,391	4,300	-21.1%

Net income explained by EBITDA dynamics  
Financial charges further decreased on lower average debt and rates

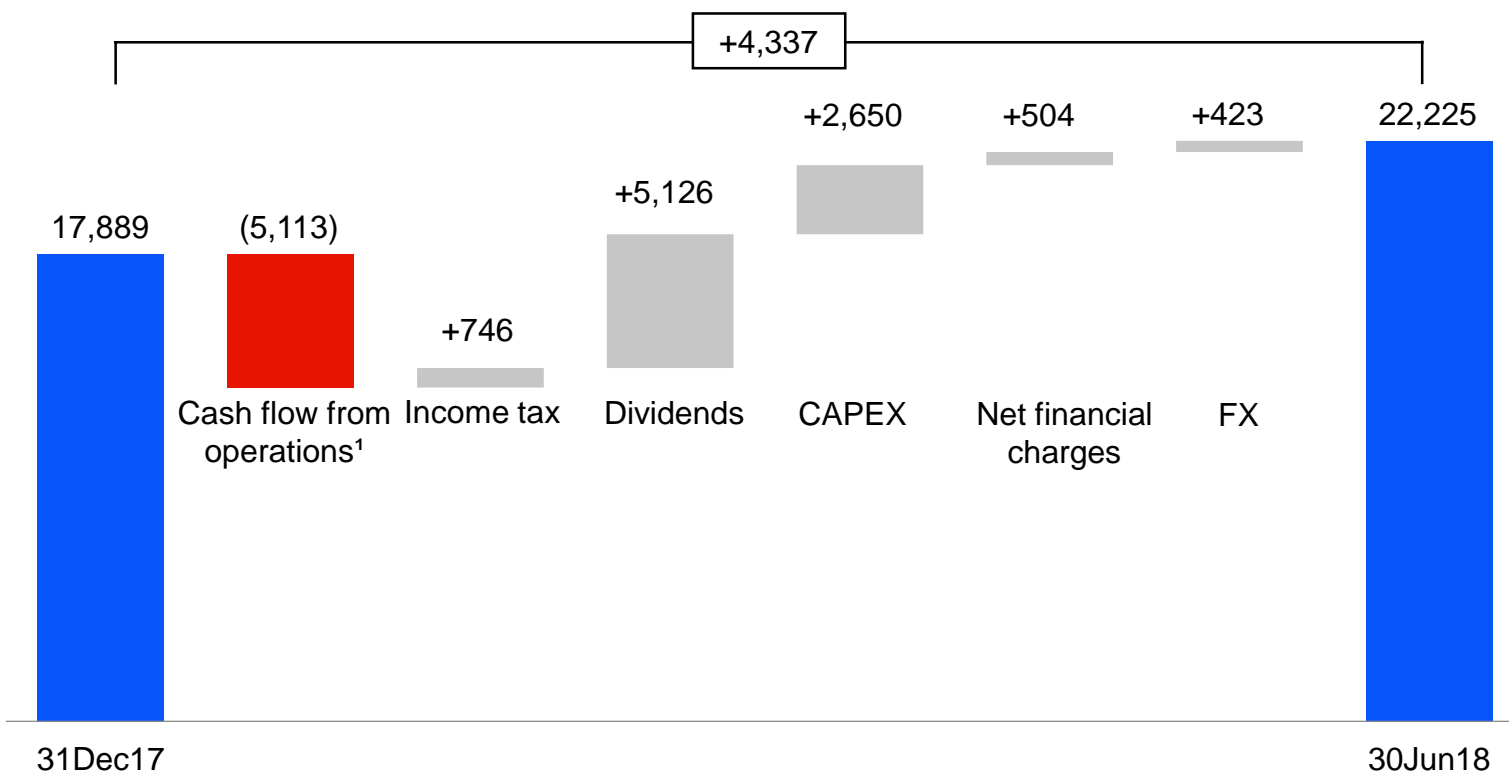


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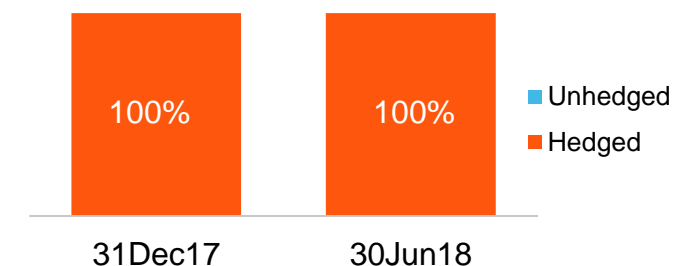
## Cash flow and debt



Net debt (RUB mn)



Hedged Debt on Total Debt



Debt profile

	1H17		1H18	
	AVG Cost	Weight 30/06/17	AVG Cost	Weight 30/06/18
RUB	11.1%	72%	10.2%	78%
EUR	1.7%	28%	1.7%	22%

Net debt up on dividends paid upon FY2017  
Further debt profile optimization

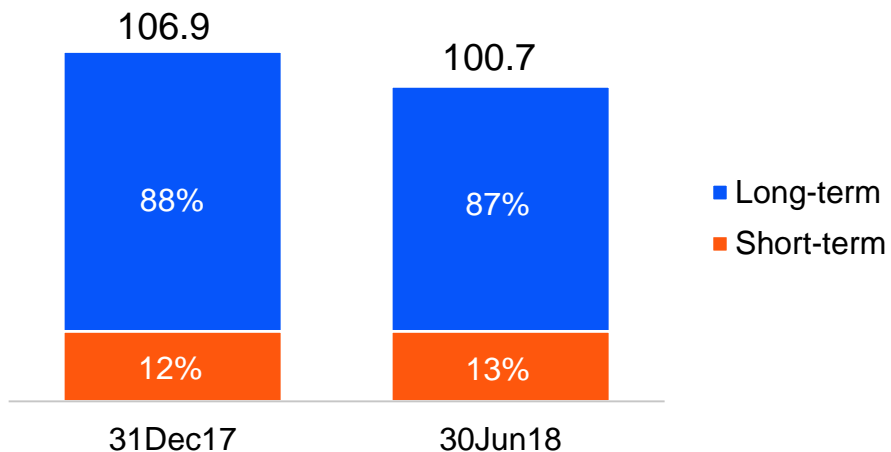
<sup>1</sup> Post working capital changes

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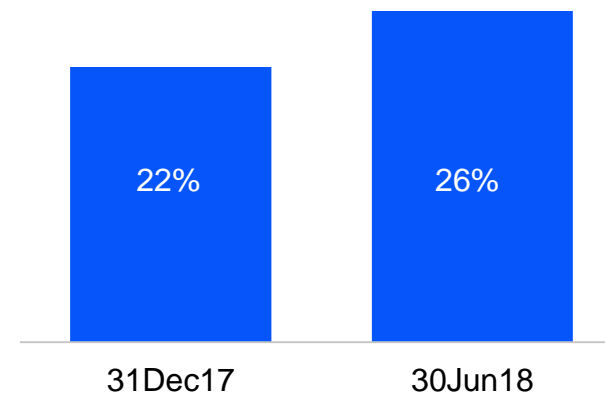
Focus on Liquidity



Total credit facilities:  
utilized & available (RUB bn)<sup>1</sup>



Utilized amount



Early redemption of 5bn RUB of commercial papers in May 2018  
Single remaining EUR loan partially prepaid

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

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Contact us



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# Thank you

