

5 key trends are affecting the energy sector



URBANISATION

68% of global population will live in cities by 2050

DECARBONISATION

79% of new generating capacity by 2050 will be Renewables

ELECTRIFICATION

60% represents the increase in the global electricity demand by 2040

DIGITALISATION

40% represents the increase of digital investments in the energy sector by 2025

FLEXIBILITY

20% is the share flexibility makes out of the total power mix by 2050

Enel Group today



We are a leader in the new energy world



1. By number of customers. Publicly owned operators not included
2. By installed capacity. Includes managed capacity for 4.2 GW
3. It includes nuclear
4. Includes customers of free and regulated power and gas markets

**What do analysts say
about the future of our
industry?**

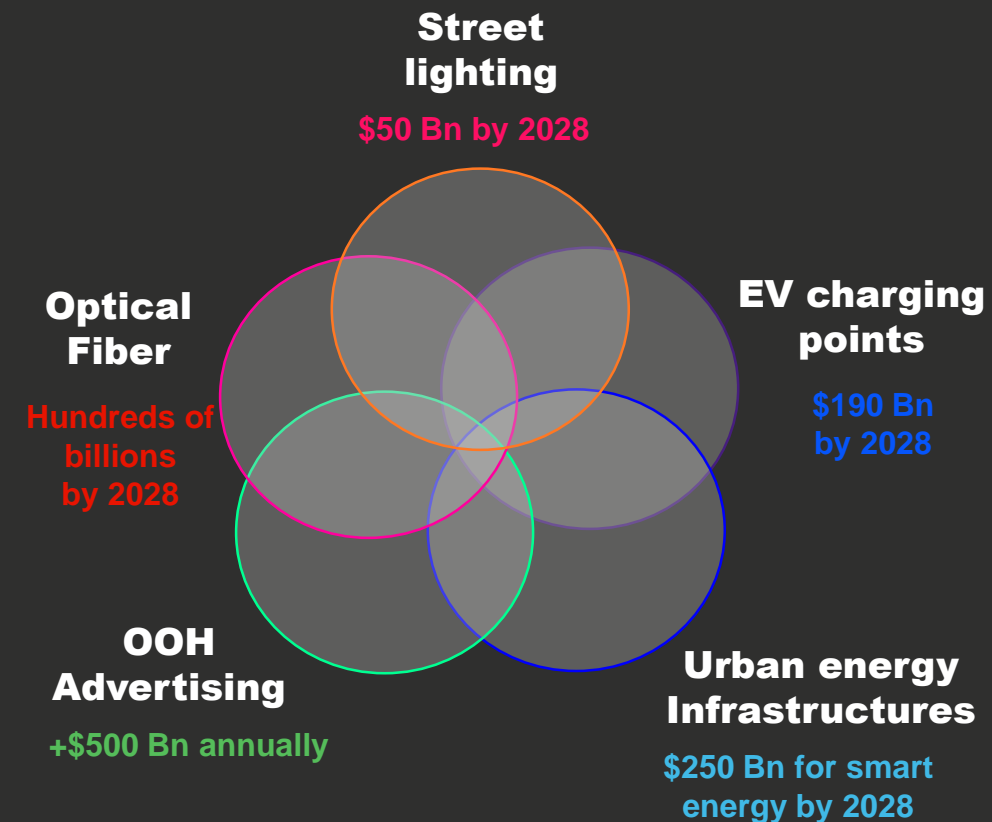
#1 Value is shifting from infrastructure to platforms

Infrastructure as is

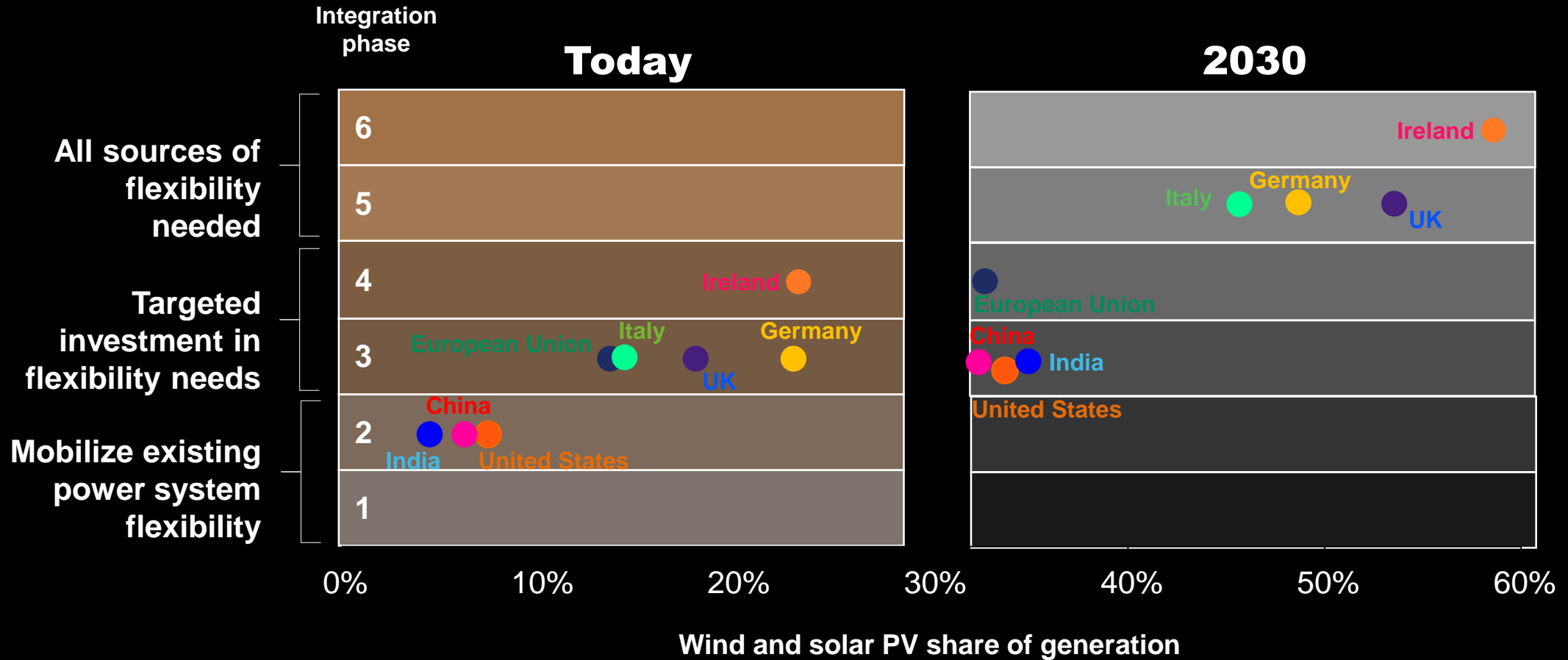
- Siloed technologies with limited integration
- Only traditional utilities
- Value created by the infrastructure

Infrastructure to be

- Converged technologies and services
- Multitude of actors
- Value created at the intersection between infrastructures



#2 Value is shifting from flexibility to real time optimisation



Flexibility needs to increase together with the sophistication of the system

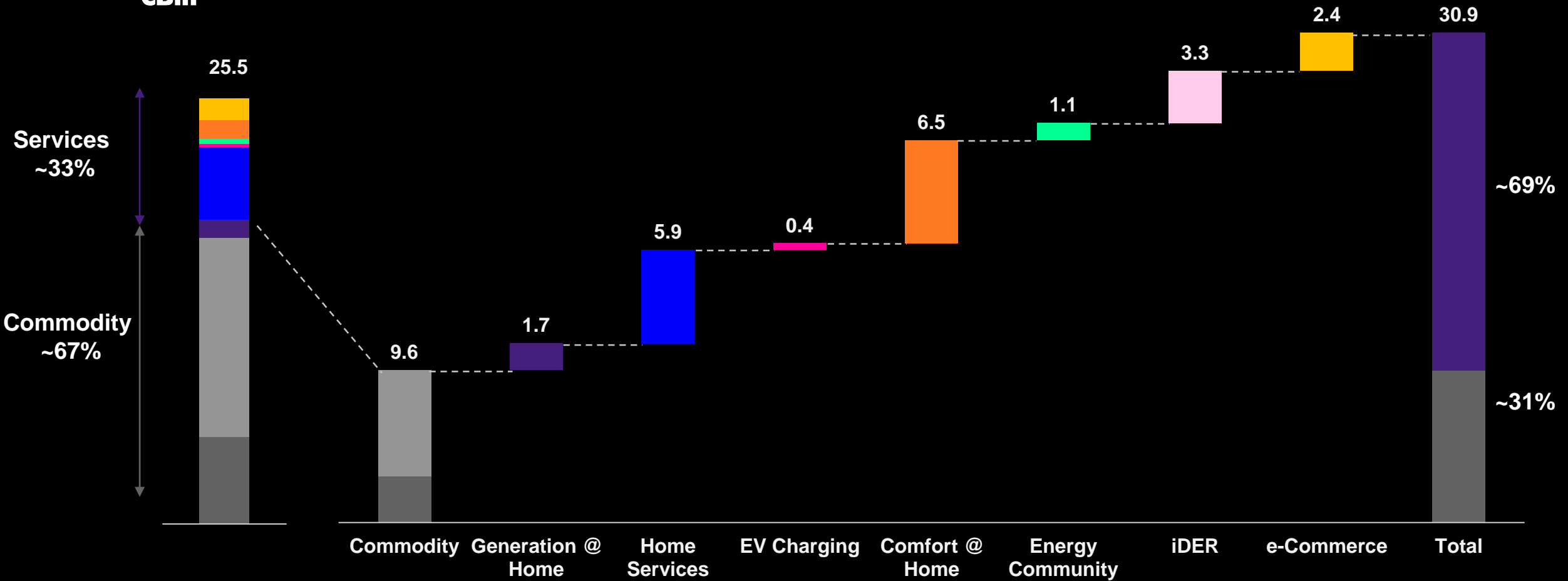
3 Value is shifting from commodity to service



**EU utilities 2017
EBITDA**

**EU utilities
2026 EBITDA**

€Bln



How is Enel moving in this
scenario?

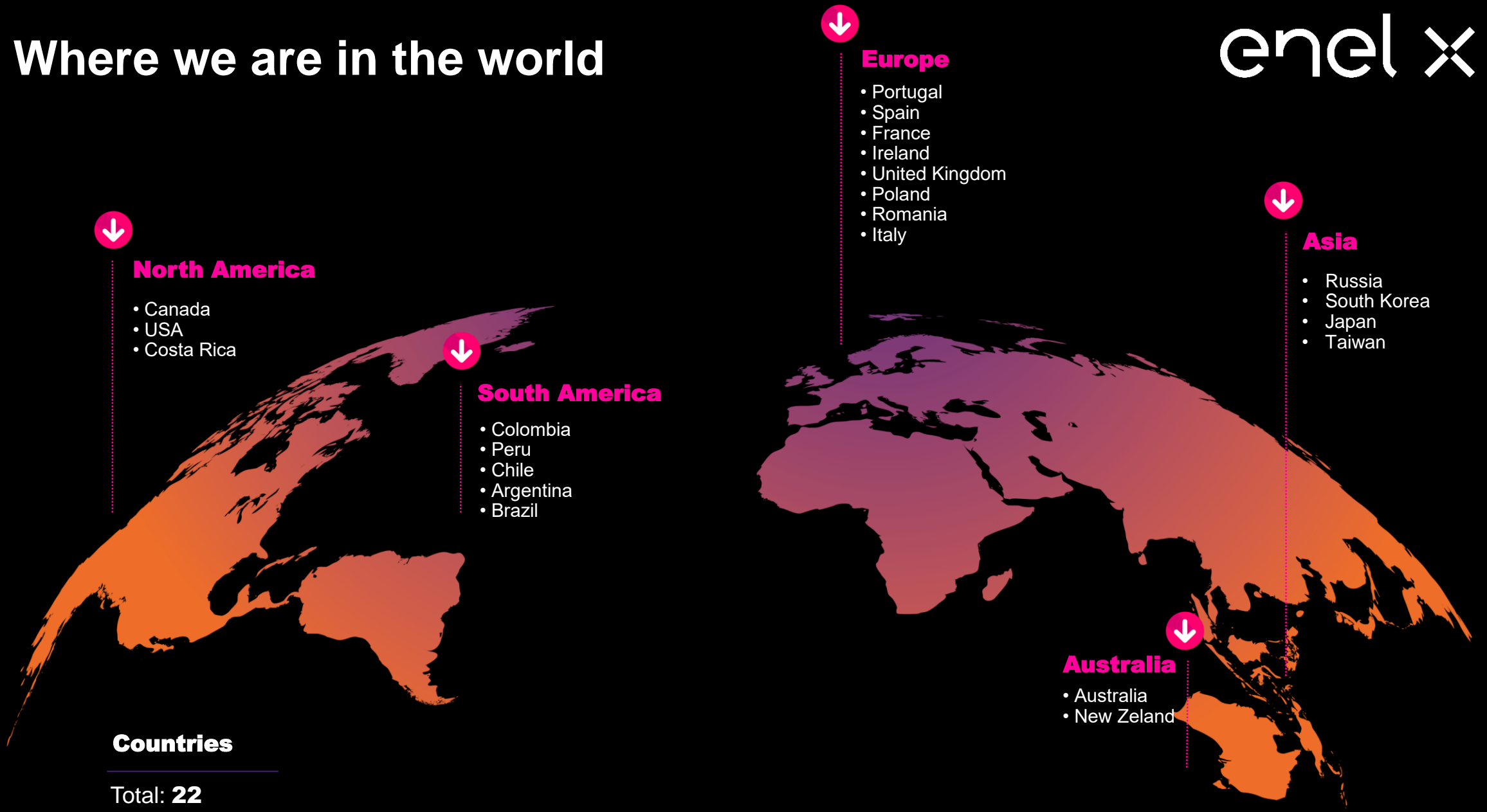
An aerial view of a city at sunset, featuring a river and several skyscrapers. The sky is a mix of orange, pink, and purple. The buildings are lit up, and the river reflects the colors of the sky. The overall scene is vibrant and modern.

May 2017

*Enel has established a new Global
Business Line*

enel x

Where we are in the world



Countries

Total: **22**

How we are organised



City infrastructure

Energy equipment

Green products

Charging equipment

Insurance

City services

Energy services

Home services

Charging services

Debit/Credit

Digital services

Digital services

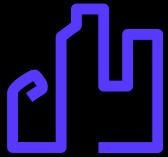
Digital services

Digital services

Digital services

Digital offering

**Which are our
challenges?**



e-City

New digital services leveraging on our urban assets and related data

e-Industries

Boost cross selling and up-selling by means of new services and data analytics

e-Mobility

455.000 charging points managed by 2021 implies tons of data. How to maximize value of data?

How can we further optimize charge usage of the charging stations

e-Home

Predictive maintenance and reduced maintenance and repair cost

Peer-to-peer energy and Residential Demand Response

Fin. Services

Leverage on the new EU Payment Services regulation to analyse customer data and provide insights

Provide a wide range of services in the area of mobility