Enel X: Electric Mobility
A Global Player

10/23/2018
Decarbonization
Maximum Performance. Maximum Range.
Available for Model S and Model X

ORDER MODEL S  ORDER MODEL X  READ MORE
Electrification
The evolution of the energy sector

The energy sector is experimenting a deep transformation
Digitalization and customer centricity will change the sector paradigm...

Enel Group today

World’s largest global utility with the resources and products that are changing the way the world uses energy

- 87,000 MW of capacity installed
- 915,000 SHAREHOLDERS
- 65,518 EMPLOYEES
- 65 MLN CLIENTS
- 31 COUNTRIES
- 5 CONTINENTS
- 70,6 Billion euros
- 37,6 Billion euros
- 15,3 Billion euros
- 915,000
- 87,000 MW
- REVENUES
- NET FINANCIAL DEBT
- EBITDA
- 1,875,000 KM OF ELECTRICITY LINES
- More than 4 times the distance between the earth and the moon
Enel X was born to create the new power economy transforming energy into power for everyone
Enel X’s presence
Where we are in the world

- **North America**
  - Revenues: ~226 mn €

- **Iberia**
  - Revenues: ~246 mn €

- **Italy**
  - Revenues: ~338 mn €

- **Europe & Africa**
  - Revenues: ~13 mn €

- **South America**
  - Revenues: ~146 mn €

- **Asia Pacific**
  - Revenues: ~59 mn €

Closing pro forma 2017 revenues include EnerNOC and eMotorWerks full year
Enel X four product lines

- **e-Industries**
  - Consulting and auditing service
  - Distributed generation on/off site
  - Energy efficiency
  - Demand response and demand side management

- **e-City**
  - Smart lighting
  - Fiber optic wholesale network
  - Distributed generation & energy services
  - Demand response and demand side management

- **e-Home**
  - Installation, maintenance and repair services
  - Automated home management
  - Financial services
  - Home 2 Grid

- **e-Mobility**
  - Charging infrastructure (public & private)
  - Maintenance and other services
  - OEM back-end integration
  - Vehicle Grid Integration

Addressing new customer needs with innovative technologies
e-Mobility: enabling a flexible platform

EVs act as a «fleet of batteries» on wheels, and stored energy can be exploited for grid balancing or ancillary services.

- **Sell recharge to EV owners**, and try to maximize revenues through fixed or flexible tariffs in public and private space.
- **Load balancer**
- **Infrastructure provider**
  - Install chargers, with different levels of infrastructure management
- **Mobility provider**
  - Provide mobility as a service to the customer, either on a narrow (B2C) or wider (B2B and municipalities) scope

Multiple roles available for utilities
Integrated EV charge platform

Home charging

Public charging
Over 2000 public charging stations in 2018…

…with a target of 20 K public charging stations in 4 years
E-mobility for employees

Employees the first customers of e-mobility solutions

- Spain, Italy, Colombia & Chile
- > 1000 workers with EV
- >10 million kilometers and have saved the atmosphere around 2,000 tons of CO2.

This demonstrates the technology is ripe for mass adoption is conditions are right
Electric Taxis Pilot

- 43 zero emissions Taxis
- 35 fast chargers, 4 locations
- More than 8 million km traveled
- More than 2,000 CO2 TONS avoided
Electric bus pilots

• Ultrafast charging station in Barcelona.

• E-bus pilots in Santiago and Bogotá demonstrates the technology is ready to start replacing diesel buses
E-buses + Urban development

100 Electric Bus Rapid Transit
Customized offering to be scaled up globally

- Devise a vertically integrated product skewed towards a high level of customization
- Roll-out public and residential charging infrastructure
- Scale up the JuiceNet platform
- Foster switching to electric municipal bus fleets

Enel X as the initial point of contact for customers in a new electrified system

1. Total Gross Margin of Urban Infrastructure segment. It includes Public charging stations, Private wall-box, B2B Fleets, E-Bus, E-Taxi, Smart Charging and Vehicle Grid Integration and other products / services
Our commitment to relentless innovation
Innovative smart technologies for electric motorsport racing series
Thank you!

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