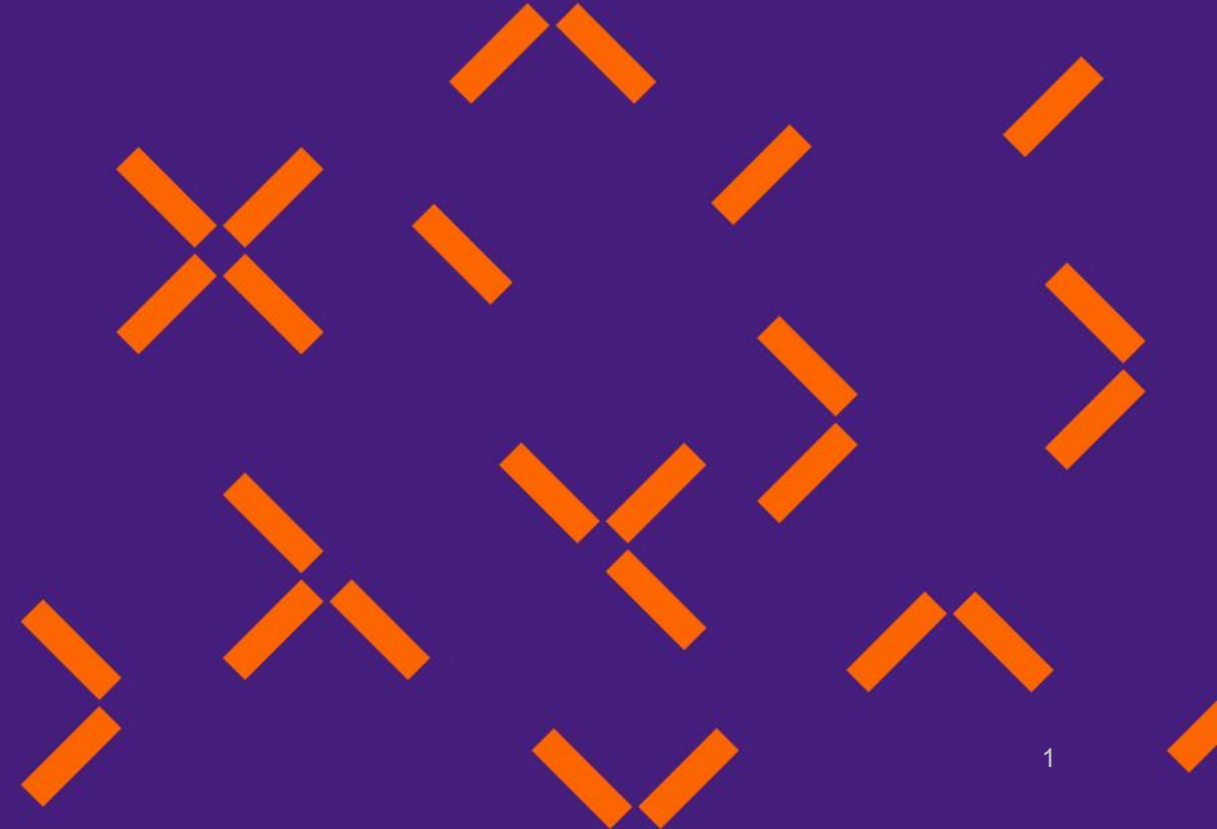




Enel X Vendor Day North America

June 2019








***Enel X was born to create the New Power Economy
transforming Energy into Power for Everyone...***

Our Mission is to provide innovative technological solutions to help Businesses, Cities and People around the world to create New Value by changing the Paradigms of the Energy Industry.



Through the 2017 acquisitions in US, Enel significantly expanded its energy as a service footprint, providing an integrated platform to support future growth

January 2017		August 2017		October 2017	
 An Enel Group Company		 An Enel Group Company		 An Enel Group Company	
Deal Overview	<ul style="list-style-type: none">Acquired a 100% stake in Demand EnergyDeveloped DEN.OS, which maximized the economic returns of BTM storage systems alone, or in combination with distributed generation	<ul style="list-style-type: none">Enel Green Power North America acquired EnerNOC for \$7.67 / share at 42% premium, for \$241mm including debtEnerNOC is a leading provider of demand response solutions and energy intelligence software	<ul style="list-style-type: none">Acquired a 100% stake in eMotorWerkseMotorWerks is a supplier of EV charging stations, called JuiceBox, and owner and operator of JuiceNet, an IoT platform for the smart management of EV charging and distributed energy storage facilities		
Acquisition Rationale and Value Creation	<ul style="list-style-type: none">Demand Energy, a leader in the NYC storage market, specialized in intelligent software and energy storage systemsHad carried out 24 projects since its creation, totaling 3 MW / 9 MWh of installed capacity in both the USA and Latin AmericaHad a pipeline in excess of 30 MW/100 MWh	<ul style="list-style-type: none">Incorporated 14,000 sites under management, a total of 6 GW of demand-response capacity and ~8,000 customers, including C&I, electric power grid operators and utilitiesHad global access to ~24 GW of C&I load resources across North America, Asia, Europe, Australia and New Zealand	<ul style="list-style-type: none">The acquisition of eMotorWerks marked Enel's entrance into the US electric mobility marketAllows Enel to provide smart charging, integration between electric vehicles and distributed generation resources, as well as grid balancing and V2G services to its customers		

Enel X

4 Global Product Lines



E-INDUSTRIES

- Advisory and Consulting services
- Energy Intelligence Systems
- Energy Efficiency Solutions
- Distributed Generation and off-grid Solutions
- Demand Response
- Demand Side Management
- RES direct marketing



E-CITY

- Smart Public Lighting
- Artistic Lighting
- Energy Efficiency Solutions
- Smart Signaling
- Smart Security
- Optic Fiber



E-HOME

- Smart Home solutions
- Energy Monitoring
- Home Electric appliances
- Lighting B2C
- Energy Management
- Consumer Platforms
- Health and Well-being



E-MOBILITY

- E-vehicle
- Recharge services
- Recharge infrastructures
- Vehicle-to-grid
- Integrated mobility
- Second life battery services

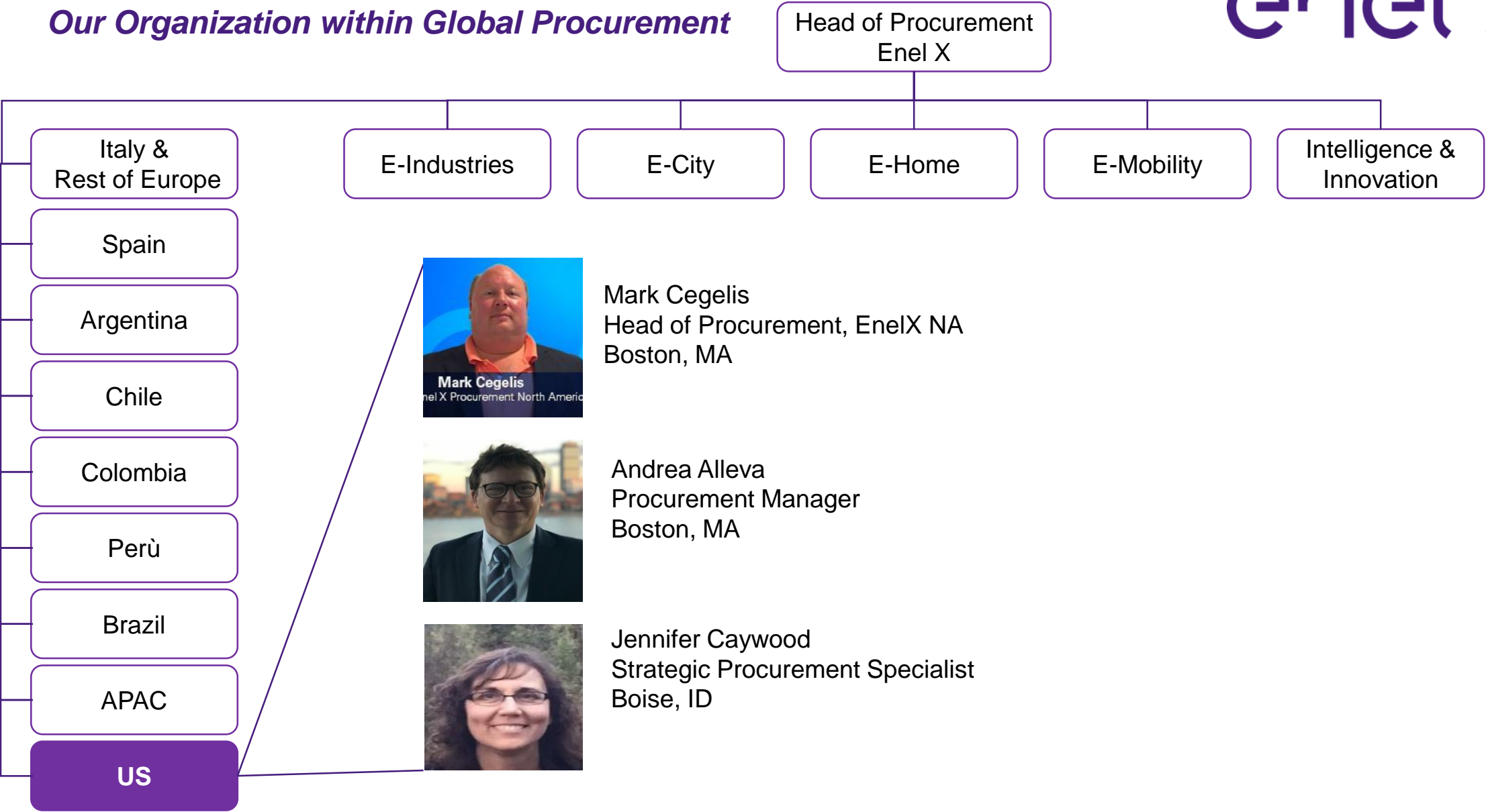
Enel X's presence

Where we are in the world



Procurement Enel X

Our Organization within Global Procurement



Procurement Enel X

Our Philosophy



Our believe is that our Supplier plays a strategic and decisive role in creating and maximizing value and we want him involved as soon as a new need appears, listening to his proposals and developing innovative approaches together.

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Our Approach



Leads
Generated by
Enel

*We identify our Partners through competitive processes with the aim of maximizing the value creation in its various forms - **Health & Safety, Sustainability, Innovation, Saving, Time to Market, Quality, Performance, Revenue, Flexibility, Cash Flow, Risk Reduction***

Leads
Generated by
our Partners

We are willing to evaluate and develop together new business opportunities proposed by our Partners

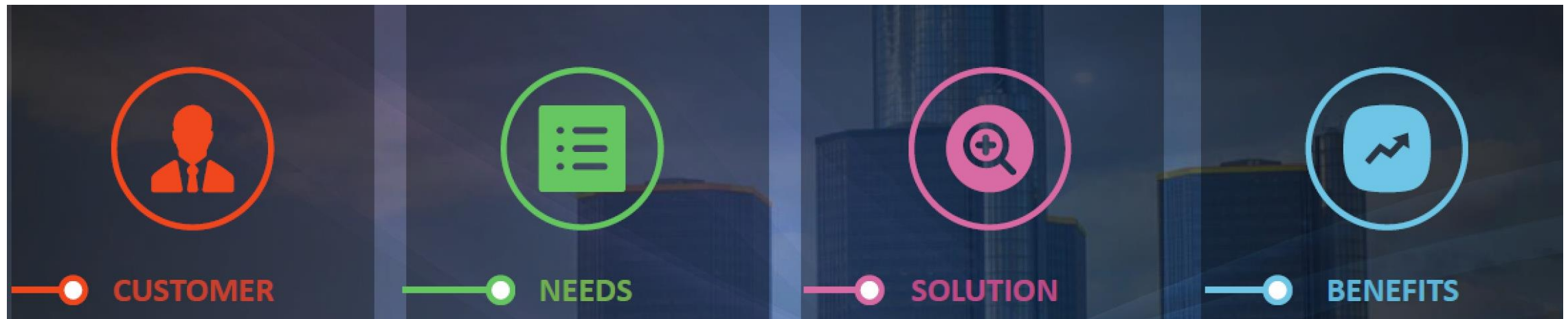
Focus on North America – e-Industries

Our aspiration is to be THE Customer Trusted Energy Service Provider



*In addition to our core business in US – Demand Response - leveraging on our value stream optimizing software we are expanding our offering portfolio and deploying **Storage** and **Storage plus PV** solutions with a pipeline of over **600MW** and a plan to invest over **\$500M** in the next 5 years.*

Main Partners: Energy Efficiency Experts, System Integrators, Civil, Electrical and EPC Contractors, IT

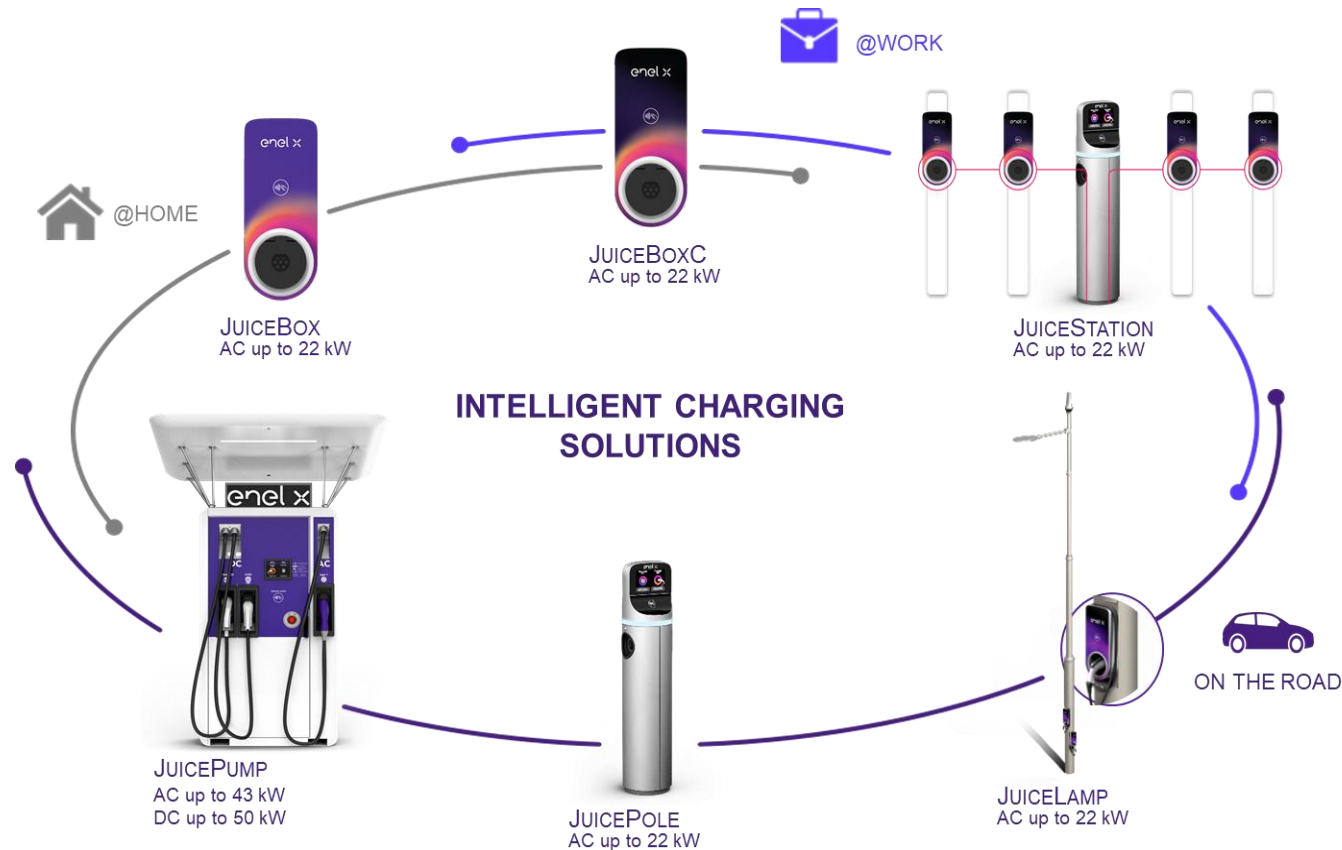


Focus on North America – e-Mobility



*We strongly believe in the **e-Mobility Revolution** and we have developed a best in class range of smart EV chargers to serve our Customers. Our plan is to invest **\$100M+ in the next few years***

Main Partners: Contract Manufacturers, Installation Firms



Procurement Enel X

Win-Win Approach: Supplier as a Customer



We're the energy partner for our customers, seeking to empower their business through maximizing the value of energy



1. **Earn Revenue** – monetize flexibility of existing assets in electricity markets
2. **Reduce Cost** – use less energy, get the best price for energy, and lower demand charges
3. **Improve Resiliency** – protect against operational disruptions and power quality issues
4. **Improve Sustainability** – reduce green house gas emissions and waste; meet renewable energy goals
5. **Manage Risk** – address compliance issues, manage market exposure and budget certainty
6. **Increase Transparency** – increase visibility into how energy usage impacts all of the above

Procurement Enel X

CONTACTS



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*Or you can visit our website at **www.enelx.com***