

Interoffice Memorandum

Please destroy
when no longer
used

Confidential

Enron Corp.

Qnd Qndth 2001 F... ..

[illegible]

Figure 1 is a schematic representation of the experimental design. It shows a sequence of events: a subject is presented with a stimulus (a word), then a response is generated (a word), and finally, a feedback is provided (a word). The response and feedback are shown in boxes, indicating they are recorded or processed. The entire process is labeled 'Experiment 1'.

[illegible][illegible]

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140	141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	158	159	160	161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180	181	182	183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200	201	202	203	204	205	206	207	208	209	210	211	212	213	214	215	216	217	218	219	220	221	222	223	224	225	226	227	228	229	230	231	232	233	234	235	236	237	238	239	240	241	242	243	244	245	246	247	248	249	250	251	252	253	254	255	256	257	258	259	260	261	262	263	264	265	266	267	268	269	270	271	272	273	274	275	276	277	278	279	280	281	282	283	284	285	286	287	288	289	290	291	292	293	294	295	296	297	298	299	300	301	302	303	304	305	306	307	308	309	310	311	312	313	314	315	316	317	318	319	320	321	322	323	324	325	326	327	328	329	330	331	332	333	334	335	336	337	338	339	340	341	342	343	344	345	346	347	348	349	350	351	352	353	354	355	356	357	358	359	360	361	362	363	364	365	366	367	368	369	370	371	372	373	374	375	376	377	378	379	380	381	382	383	384	385	386	387	388	389	390	391	392	393	394	395	396	397	398	399	400	401	402	403	404	405	406	407	408	409	410	411	412	413	414	415	416	417	418	419	420	421	422	423	424	425	426	427	428	429	430	431	432	433	434	435	436	437	438	439	440	441	442	443	444	445	446	447	448	449	450	451	452	453	454	455	456	457	458	459	460	461	462	463	464	465	466	467	468	469	470	471	472	473	474	475	476	477	478	479	480	481	482	483	484	485	486	487	488	489	490	491	492	493	494	495	496	497	498	499	500	501	502	503	504	505	506	507	508	509	510	511	512	513	514	515	516	517	518	519	520	521	522	523	52
--	---	---	---	---	---	---	---	---	---	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	----

1. **Identify the problem.** The first step is to identify the problem. This involves understanding the symptoms, the duration of the problem, and any factors that may be contributing to it.

14271477

1. **Introduction**
 2. **Background**
 3. **Methodology**
 4. **Results**
 5. **Discussion**
 6. **Conclusion**
 7. **References**
 8. **Appendix**
 9. **Index**
 10. **Table of Contents**
 11. **Abstract**
 12. **Summary**
 13. **Key Words**
 14. **Keywords**
 15. **Subject Headings**
 16. **Classification**
 17. **Indexing**
 18. **Keywords**
 19. **Subject Headings**
 20. **Classification**
 21. **Indexing**
 22. **Keywords**
 23. **Subject Headings**
 24. **Classification**
 25. **Indexing**
 26. **Keywords**
 27. **Subject Headings**
 28. **Classification**
 29. **Indexing**
 30. **Keywords**
 31. **Subject Headings**
 32. **Classification**
 33. **Indexing**
 34. **Keywords**
 35. **Subject Headings**
 36. **Classification**
 37. **Indexing**
 38. **Keywords**
 39. **Subject Headings**
 40. **Classification**
 41. **Indexing**
 42. **Keywords**
 43. **Subject Headings**
 44. **Classification**
 45. **Indexing**
 46. **Keywords**
 47. **Subject Headings**
 48. **Classification**
 49. **Indexing**
 50. **Keywords**
 51. **Subject Headings**
 52. **Classification**
 53. **Indexing**
 54. **Keywords**
 55. **Subject Headings**
 56. **Classification**
 57. **Indexing**
 58. **Keywords**
 59. **Subject Headings**
 60. **Classification**
 61. **Indexing**
 62. **Keywords**
 63. **Subject Headings**
 64. **Classification**
 65. **Indexing**
 66. **Keywords**
 67. **Subject Headings**
 68. **Classification**
 69. **Indexing**
 70. **Keywords**
 71. **Subject Headings**
 72. **Classification**
 73. **Indexing**
 74. **Keywords**
 75. **Subject Headings**
 76. **Classification**
 77. **Indexing**
 78. **Keywords**
 79. **Subject Headings**
 80. **Classification**
 81. **Indexing**
 82. **Keywords**
 83. **Subject Headings**
 84. **Classification**
 85. **Indexing**
 86. **Keywords**
 87. **Subject Headings**
 88. **Classification**
 89. **Indexing**
 90. **Keywords**
 91. **Subject Headings**
 92. **Classification**
 93. **Indexing**
 94. **Keywords**
 95. **Subject Headings**
 96. **Classification**
 97. **Indexing**
 98. **Keywords**
 99. **Subject Headings**
 100. **Classification**
 101. **Indexing**
 102. **Keywords**
 103. **Subject Headings**
 104. **Classification**
 105. **Indexing**
 106. **Keywords**
 107. **Subject Headings**
 108. **Classification**
 109. **Indexing**
 110. **Keywords**
 111. **Subject Headings**
 112. **Classification**
 113. **Indexing**
 114. **Keywords**
 115. **Subject Headings**
 116. **Classification**
 117. **Indexing**
 118. **Keywords**
 119. **Subject Headings**
 120. **Classification**
 121. **Indexing**
 122. **Keywords**
 123. **Subject Headings**
 124. **Classification**
 125. **Indexing**
 126. **Keywords**
 127. **Subject Headings**
 128. **Classification**
 129. **Indexing**
 130. **Keywords**
 131. **Subject Headings**
 132. **Classification**
 133. **Indexing**
 134. **Keywords**
 135. **Subject Headings**
 136. **Classification**
 137. **Indexing**
 138. **Keywords**
 139. **Subject Headings**
 140. **Classification**
 141. **Indexing**
 142. **Keywords**
 143. **Subject Headings**
 144. **Classification**
 145. **Indexing**
 146. **Keywords**
 147. **Subject Headings**
 148. **Classification**
 149. **Indexing**
 150. **Keywords**
 151. **Subject Headings**
 152. **Classification**
 153. **Indexing**
 154. **Keywords**
 155. **Subject Headings**
 156. **Classification**
 157. **Indexing**
 158. **Keywords**
 159. **Subject Headings**
 160. **Classification**
 161. **Indexing**
 162. **Keywords**
 163. **Subject Headings**
 164. **Classification**
 165. **Indexing**
 166. **Keywords**
 167. **Subject Headings**
 168. **Classification**
 169. **Indexing**
 170. **Keywords**
 171. **Subject Headings**
 172. **Classification**
 173. **Indexing**
 174. **Keywords**
 175. **Subject Headings**
 176. **Classification**
 177. **Indexing**
 178. **Keywords**
 179. **Subject Headings**
 180. **Classification**
 181. **Indexing**
 182. **Keywords**
 183. **Subject Headings**
 184. **Classification**
 185. **Indexing**
 186. **Keywords**
 187. **Subject Headings**
 188. **Classification**
 189. **Indexing**
 190. **Keywords**
 191. **Subject Headings**
 192. **Classification**
 193. **Indexing**
 194. **Keywords**
 195. **Subject Headings**
 196. **Classification**
 197. **Indexing**
 198. **Keywords**
 199. **Subject Headings**
 200. **Classification**
 201. **Indexing**
 202. **Keywords**
 203. **Subject Headings**
 204. **Classification**
 205. **Indexing**
 206. **Keywords**
 207. **Subject Headings**
 208. **Classification**
 209. **Indexing**
 210. **Keywords**
 211. **Subject Headings**
 212. **Classification**
 213. **Indexing**
 214. **Keywords**
 215. **Subject Headings**
 216. **Classification**
 217. **Indexing**
 218. **Keywords**
 219. **Subject Headings**
 220. **Classification**
 221. **Indexing**
 222. **Keywords**
 223. **Subject Headings**
 224. **Classification**
 225. **Indexing**
 226. **Keywords**
 227. **Subject Headings**
 228. **Classification**
 229. **Indexing**
 230. **Keywords**
 231. **Subject Headings**
 232. **Classification**
 233. **Indexing**
 234. **Keywords**
 235. **Subject Headings**
 236. **Classification**
 237. **Indexing**
 238. **Keywords**
 239. **Subject Headings**
 240. **Classification**
 241. **Indexing**
 242. **Keywords**
 243. **Subject Headings**
 244. **Classification**
 245. **Indexing**
 246. **Keywords**
 247. **Subject Headings**
 248. **Classification**
 249. **Indexing**
 250. **Keywords**
 251. **Subject Headings**

For the purpose of this study, the following hypotheses were formulated:



ENRON EARNINGS RELEASE - EXTERNAL FORMAT

(Millions of Dollars, except as noted)

	Second Quarter			2000 Actual	01 vs 00 Growth
	1st CE	2001 Update	Actual		
Transmission & Distribution					
Enron Transportation Services	\$ 76.7	\$ 0.3	\$ 77.0	\$ 77.3	
Portland General	57.7	7.2	64.9	62.0	
Total Transmission & Distribution	134.4	7.5	141.9	139.3	2%
Wholesale Energy Operations & Services					
Americas	959.5	279.6	1,239.1	331.2	
Europe	98.0	(1.2)	96.8	64.5	
CATS/Margaux	-	(43.1)	(43.1)	-	
Global Markets	54.6	(20.5)	34.1	(3.5)	
Industrial Markets	10.7	2.8	13.3	-	
Net Works	(3.8)	(1.4)	(5.2)	(7.8)	
EEOS	(4.8)	5.3	0.5	19.3	
Global Assets	41.7	-	41.7	54.3	
Retail Risk Management	(600.0)	104.2	(495.8)	(22.4)	
Other Wholesale	(19.6)	(35.5)	(55.1)	-	
Subtotal	536.3	290.0	826.3	435.6	
Global Finance	25.2	8.3	33.5	23.8	
Global E&P	13.8	1.7	15.5	7.0	
Prepays	(35.0)	(2.0)	(37.0)	(17.5)	
Other	(38.2)	3.4	(35.8)	(34.4)	
Total Wholesale Energy Ops. & Services	501.1	301.4	802.5	414.6	94%
Enron Energy Services	49.0	10.8	59.8	45.7	31%
Enron Broadband Services	(15.0)	(87.0)	(102.0)	(8.0)	
Corporate and Other					
Azurix	(25.3)	(8.1)	(31.4)	(10.8)	
Enron Renewable Energy Corp	12.9	(5.4)	7.5	13.4	
Clean Fuels	2.7	8.0	10.7	9.0	
Enron Investment Partners	(0.1)	(1.9)	(2.0)	(1.2)	
Corporate & Other Expenses	(95.9)	2.8	(93.1)	(34.2)	
Structured Transactions	4.2	(4.7)	(0.5)	42.4	
Reclass from/to Wholesale	-	-	-	(1.7)	
Total Corporate & Other	(101.5)	(7.3)	(108.8)	16.9	
Overview	180.0	(180.0)	-	-	
INCOME BEFORE INT., M.I. & INC. TAXES	748.0	45.4	793.4	608.4	30%
Interest Expense, Net	201.2	13.8	215.0	185.5	10%
Dividends on Preferred Stock of Subsidiaries	18.2	-	18.2	20.8	
Minority Interest	40.4	(10.9)	29.5	38.8	
PRE-TAX INCOME	488.2	42.5	536.7	353.3	50%
Income Tax Expense	117.2	9.2	126.4	64.4	
NET INCOME - RECURRING	\$ 371.0	\$ 33.3	\$ 404.3	\$ 288.9	40%
DILUTED EPS					
Recurring	\$ 0.42	\$ 0.03	\$ 0.45	\$ 0.34	32%
Non-recurring	-	-	-	-	
TOTAL DILUTED EPS	\$ 0.42	\$ 0.03	\$ 0.45	\$ 0.34	
Avg shares outstanding - Diluted	886.0		891.1	862.2	
Effective Tax Rate - Recurring Earnings	24.0%		23.6%	15.2%	

Enron Corporation
2001 4-18 PM

EC 001271263



ENRON
EARNINGS RELEASE - EXTERNAL FORMAT
(Millions of Dollars, except as noted)

	Quarter Ended March 31			Quarter Ended June 30			Six Months Ended June 30		
	Plan	2001 Act	2000 Act	1st CE	2001 Act	2000 Act	1st CE	2001 Act	2000 Act
Transmission & Distribution									
Enron Transportation Services	\$ 131.8	\$ 133.3	\$ 127.9	\$ 76.7	\$ 77.0	\$ 77.3	\$ 210.0	\$ 210.3	\$ 205.2
Portland General	100.0	60.0	105.3	57.7	64.9	62.0	117.7	124.9	167.3
Total Transmission & Distribution	231.8	193.3	233.2	134.4	141.9	139.3	327.7	335.2	372.5
Wholesale Energy Operations & Services									
Americas	270.6	847.9	137.5	859.5	1,239.1	331.2	1,807.4	2,087.0	468.7
Europe	82.4	99.0	67.7	98.0	86.8	64.5	197.0	195.8	132.2
CATS/Margaux	-	(12.1)	-	-	(43.1)	-	(12.1)	(55.2)	-
Global Markets	46.1	46.3	50.0	54.6	34.1	(3.5)	100.8	80.4	48.5
Industrial Markets	9.0	8.9	-	10.7	13.3	-	19.6	22.2	-
Net Works	(3.6)	(3.6)	(14.2)	(3.8)	(5.2)	(7.8)	(7.4)	(8.8)	(22.0)
EEOS	9.2	8.1	3.4	(4.8)	0.5	19.3	3.3	8.6	22.7
Global Assets	91.1	47.9	67.5	41.7	41.7	54.3	89.6	89.6	121.8
		(226.4)	40.5	(500.0)	(495.8)	(22.4)	(830.4)	(726.2)	(11.9)

Transportation & Distribution

2nd Quarter 2001

\$ in millions

ETS

	ACTUAL				1st Current Estimate	2000 Act
	NNG	TW	Other Ops	Total		
Revenues	\$ 107.9	\$ 46.6	\$ (3.7)	\$ 150.8	\$ 125.6	\$ 165.7
Cost of Sales	29.6	-	0.1	29.7	(1.1)	18.0
Gross Margin	78.3	46.6	(3.8)	121.1	126.7	147.7
Operating Expenses	64.8	12.6	(5.4)	72.0	79.7	92.3
Operating Income	13.5	34.0	1.6	49.1	47.0	55.4
Equity Earnings						
Trailblazer, Overthrust	2.0	-	-	2.0	1.1	1.0
Citrus	-	-	11.2	11.2	9.3	9.0
Northern Border	-	-	2.2	2.2	1.9	1.7
EOTT	-	-	1.2	1.2	2.4	(1.8)
Gains on Sales	0.6	-	0.8	1.4	-	1.0
Other Income	0.4	(0.1)	9.6	9.9	15.0	11.0
IBIT	<u>\$ 16.5</u>	<u>\$ 33.9</u>	<u>\$ 26.6</u>	<u>\$ 77.0</u>	<u>\$ 76.7</u>	<u>\$ 77.3</u>

(a) Partial reversal of EOTT distribution reserve (\$9.0MM)

EC 001271265

Transportation & Distribution

YTD Through June 30, 2001

\$ In millions

ETS

	ACTUAL				1st Current	2000 Act
	NNG	TW	Other Ops	Total	Estimate	
Revenues	\$ 282.9	\$ 105.2	\$ 8.2	\$ 396.3	\$ 362.5	\$ 371.6
Cost of Sales	32.3	-	0.1	32.4	20.5	22.8
Gross Margin	250.6	105.2	8.1	363.9	342.0	348.8
Operating Expenses	141.6	42.9	10.9	195.4	175.7	173.8
Operating Income	109.0	62.3	(2.8)	168.5	166.3	175.0
Equity Earnings						
Trailblazer, Overthrust	3.2	-	-	3.2	2.1	1.9
Citrus	-	-	19.3	19.3	17.5	15.5
Northern Border	-	-	4.0	4.0	3.7	3.4
EOTT	-	-	3.6	3.6	4.8	(3.9)
Gains on Sales	0.6	(0.1)	0.8	1.3	-	1.0
Other Income	1.1	-	9.3	10.4	15.6	12.3
IBIT	<u>\$ 113.9</u>	<u>\$ 62.2</u>	<u>\$ 34.2</u>	<u>\$ 210.3</u>	<u>\$ 210.0</u>	<u>\$ 205.2</u>

(a) Partial reversal of EOTT distribution reserve (\$9.0MM)

EC 001271266

Transportation & Distribution

2nd Quarter 2001

\$ in millions

Portland General

	2nd Quarter			YTD through June 30		
	<u>2001 Act</u>	<u>1st CE</u>	<u>2000 Act</u>	<u>2001 Act</u>	<u>1st CE</u>	<u>2000 Act</u>
Wholesale	\$ 460.0		\$ 181.9	\$ 657.7		\$ 532.5
Retail	370.7		249.4	939.9		295.9
Total Revenues	<u>830.7</u>	<u>684.0</u>	<u>431.3</u>	<u>1,597.6</u>	<u>1,451.2</u>	<u>828.4</u>
Cost of Sales	<u>624.1</u>	<u>502.0</u>	<u>251.4</u>	<u>1,205.8</u>	<u>1,084.4</u>	<u>453.9</u>
Gross Margin	<u>206.6</u>	(a) <u>182.0</u>	<u>179.9</u>	<u>391.8</u>	<u>366.8</u>	<u>374.5</u>
Operating Expenses	(148.6)	(b) (137.7)	(122.8)	(266.9)	(255.6)	(246.4)
Other Income	6.9	13.4	4.9	-	6.5	39.2
IBIT	<u>\$ 64.9</u>	<u>\$ 57.7</u>	<u>\$ 62.0</u>	<u>\$ 124.9</u>	<u>\$ 117.7</u>	<u>\$ 167.3</u>

(a) Increase due to wholesale sales at higher prices offset by higher cost of sales and lower hydro generation

(b) Increase due primarily to higher maintenance costs of \$3.0mm, \$3.4mm termination fee paid to GATX Capital Corp., increased amortization, and an adjustment for miscellaneous other taxes

EC 001271267

Wholesale Services

2nd Quarter 2001

\$ In millions

Americas

	2nd Quarter			YTD through June 30		
	2001 Act	1st CE	2000 Act	2001 Act	1st CE	2000 Act
IBIT	<u>\$ 1,239.1</u>	<u>\$ 959.5</u>	<u>\$ 331.2</u>	<u>\$ 2,087.0</u>	<u>\$ 1,807.4</u>	<u>\$ 468.7</u>

Detail of 2001 IBIT

Trading		
Gas	\$ 149.2	\$ 676.8
Power	703.1	1,208.8
Other	<u>54.2</u>	<u>79.9</u>
Total Trading	906.5	1,965.5
Originations	501.8 (a)	775.8
Assets & Investments	63.2	72.3
Expenses	(232.4)	(473.3)
TVA Settlement	-	(253.3)
IBIT	<u>\$ 1,239.1</u>	<u>\$ 2,087.0</u>

(a) Significant originations:

Peaker sales	412.2
Pastoria	40.4
Kern River	23.9

EC 001271268

Wholesale Services

2nd Quarter 2001

\$ in millions

Europe

	2nd Quarter			YTD through June 30		
	2001 Act	1st CE	2000 Act	2001 Act	1st CE	2000 Act
IBIT	\$ 96.8	\$ 98.0	\$ 64.5	\$ 195.8	\$ 197.0	\$ 132.2

Detail of 2001 IBIT

Trading		
Gas	\$ 14.6	\$ (8.9)
Power	51.8	187.9
Metals	16.6	25.2
Other	(10.2)	22.7
Total Trading	72.8	226.9
Originations	107.5 (a)	131.6 (b)
Assets & Investments	32.6	75.0
Expenses	(116.1)	(237.7)
IBIT	\$ 96.8	\$ 195.8

(a) Significant originations:

ETOL 3	36.0
Ra Portfolio	20.0
Sainsbury	18.0

(b) Significant originations:

ETOL 2 & 3	58.0
Ra Portfolio	20.0
Sainsbury	18.0
Manx	10.5

EC 001271269

Wholesale Services

2nd Quarter 2001

\$ In millions

Global Markets

	2nd Quarter			YTD through June 30		
	2001 Act	1st CE	2000 Act	2001 Act	1st CE	2000 Act
IBIT	\$ 34.1	\$ 54.6	\$ (3.5)	\$ 80.4	\$ 100.9	\$ 46.5

Wholesale Services
2nd Quarter 2001
\$ in millions

Industrial Markets

	2nd Quarter			YTD through June 30		
	2001 Act	1st CE	2000 Act	2001 Act	1st CE	2000 Act
IBIT	\$ 13.3	\$ 10.7	\$ -	\$ 22.2	\$ 19.6	\$ -

Detail of 2001 IBIT

Trading			
Pulp & Paper	\$ (2.0)		\$ 12.1
Lumber	(5.1)		(5.2)
Steel	2.2		2.2
Europe	(0.2)		2.1
Total Trading	(5.1)		11.2
Originations	38.7 (a)		44.9
Assets & Investments			
Garden State Paper	14.8		14.8
Stadacona	9.5		9.5
Other	(0.1)		15.5
Total Assets & Investments	24.2		39.8
Expenses	(44.5)		(73.7)
IBIT	\$ 13.3		\$ 22.2

(a) Significant originations:

Sundance share sale	20.0
Huntco call option	10.9
Huntco investment mgmt.	7.5

EC 001271271

Wholesale Services
2nd Quarter 2001
\$ in millions

Global Assets

Retail Services 2nd Quarter 2001

\$ in millions

EES

	2nd Quarter			YTD through June 30		
	2001 Act	1st CE	2000 Act	1st CE	2001 Act	2000 Act
Gross Revenues						
Gas and Power Sales	\$ 70.0		\$ 113.8	\$ 319.2		\$ 175.7
Power MTM/Originations	156.6		100.6	295.9		135.7
Facilities Services	187.2		137.1	363.4		270.3
Outsource & Other	27.5		4.0	39.3		8.5
International	116.1		65.3	232.2		144.2
Total Revenues	557.4	770.0	420.8	1,250.0	1,462.5	734.4
Cost of Sales						
Gas and Power Sales	69.3		113.0	319.8		174.3
Facilities Services	162.6		121.3	316.1		235.3
Outsource & Other	25.3		9.9	38.5		11.7
International	71.0		51.0	148.6		108.2
Total Cost of Sales	328.2	569.8	295.2	823.0	1,064.5	529.5
Gross Margin						
Gas and Power Sales	0.7		0.8	(0.6)		1.4
Power MTM/Originations	156.6		100.6	295.9		135.7
Facilities Services	24.6		15.8	47.3		35.0
Outsource & Other	2.2		(5.9)	0.8		(3.2)
International	45.1		14.3	83.6		36.0
Total Gross Margin	229.2	200.2	125.6	427.0	398.0	204.9

Broadband Services

2nd Quarter 2001

\$ in millions

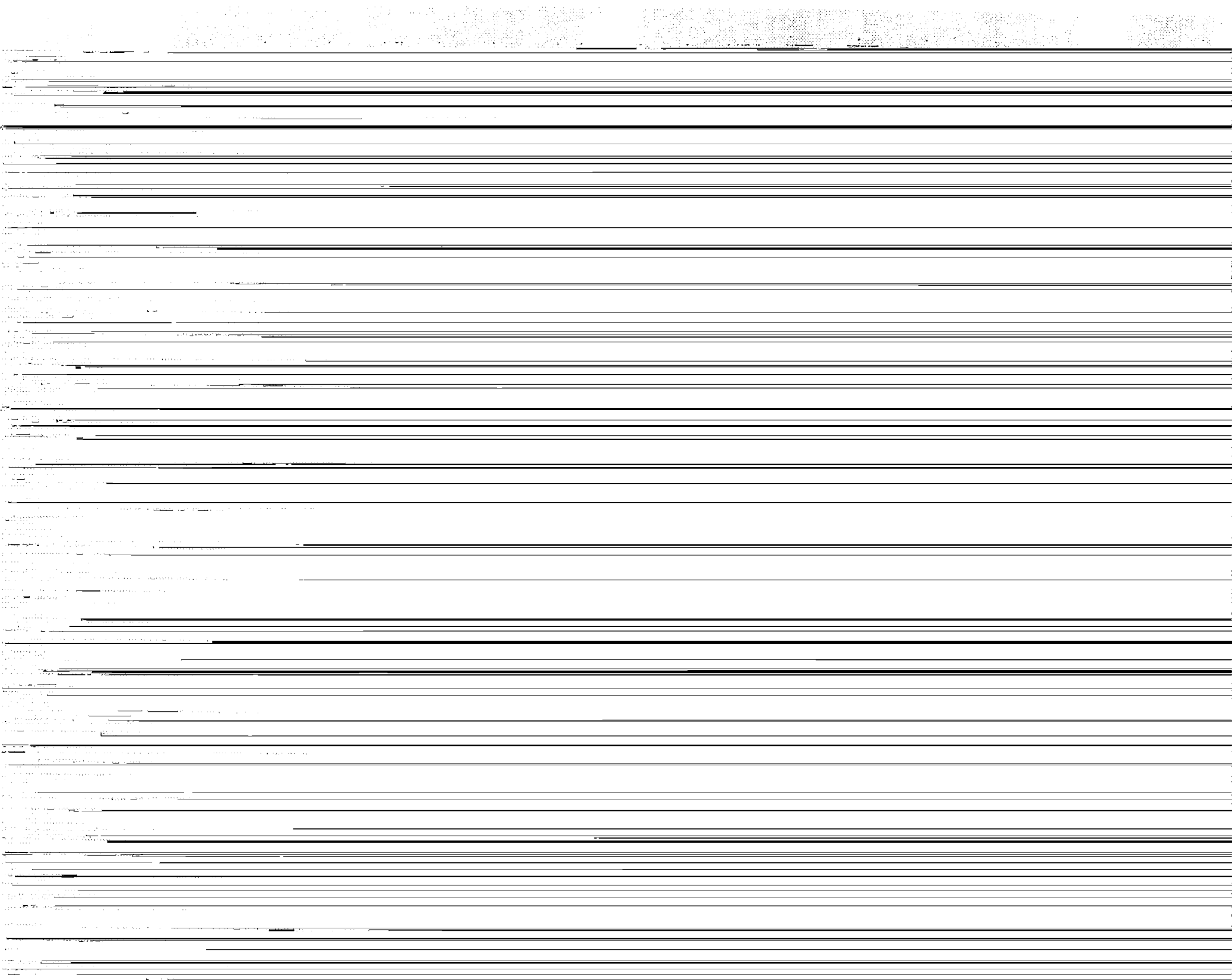
EBS

	2nd Quarter			YTD through June 30		
	<u>1st CE</u>	<u>2001 Act</u>	<u>2000 Act</u>	<u>1st CE</u>	<u>2001 Act</u>	<u>2000 Act</u>
Gross Revenues						
Dark Fiber and Software Sales		\$ 2.2	\$ 152.4		\$ 2.7	\$ 199.9
Content Services		0.1	0.2		58.7	0.4
Contract Originations		-	2.1		3.8	2.1
Merchant Investments		(0.6)	(4.2)		(6.2)	7.2
Trading		9.2	-		29.3	-
Other		4.9	-		10.6	-
Total Revenues	<u>165.6</u>	<u>15.8</u>	<u>150.5</u>	<u>248.7</u>	<u>98.9</u>	<u>209.6</u>
Cost of Sales						
Dark Fiber and Software Sales		4.6	70.4		4.7	78.2
Content Services		1.6	3.8		1.6	3.8
Trading		13.4	-		40.0	-



EC 001271276

Cash Flow



Enron Corp
Funds Flow from Operations
2001 Year-to-Date

	1st Quarter Actual	2nd Quarter Estimate	June Year-to-Date
Transportation & Distribution			
Enron Transportation Services	83.8	63.7	147.5
Portland General Group	6.6	127.2	133.7
	<u>90.4</u>	<u>190.9</u>	<u>281.2</u>
Wholesale			
Enron North America	615.2	920.4	1,535.6 (1)
Enron Europe	192.4	(73.2)	119.2
Enron Global Markets	(153.7)	(81.4)	(235.1) (2)
Enron Global Assets	93.3	(139.8)	(46.5) (3)
Global Explor & Prod	28.6	(34.8)	(6.2)
EEOS	1.9	(20.6)	(18.7)
Enron Net Works	(105.5)	102.6	(2.8)
Enron Global Finance	12.7	(129.1)	(116.4)
Enron Industrial Markets	(142.5)	(24.4)	(166.9)
Wholesale - Other	(457.9)	729.6	271.7 (4)
Wholesale - EES	(89.6)	(42.8)	(132.4)
Wholesale - Elims	(18.4)	46.0	27.6
EI Headquarters	7.0	1.5	8.6
	<u>(16.3)</u>	<u>1,253.9</u>	<u>1,237.6</u>
Enron Broadband	(19.0)	29.1	10.1
Enron Energy Services	11.0	(22.9)	(11.9)
Enron Renewable Energy	0.8	0.3	1.0
Corporate & Other	69.0	(66.6)	2.5
Total	<u>135.9</u>	<u>1,384.6</u>	<u>1,520.5</u>

- (1) Includes gain on Peakers ~\$600 million, Prepays of \$220 million 1Q and \$250 million 2Q, and Silke Transaction \$600 million.
(2) Includes purchase of Crude & Products Options (\$150) million and Weather Derivatives of (\$40) million.
(3) 2Q includes (\$116) million reclass of Hainan.
(4) 1Q activity relates to growth in PRM Asset, 2Q reflects cash in-flow from Credit Link Note of \$850 million.

EC 001271278

Enron Corp
Change in Working Capital
2001 Year-to-Date

	1st Quarter Actual	2nd Quarter Estimate	June Year-to-Date
Transportation & Distribution			
Enron Transportation Services	(54.6)	75.6	21.0
Portland General Group	(42.4)	(30.2)	(72.6)
	(97.0)	45.4	(51.6)
Wholesale			
Enron North America	(421.9)	(1,801.2)	(2,223.1) (1)
Enron Europe	263.9	(212.6)	51.3 (2)
Enron Global Markets	44.3	(10.4)	34.0 (3)
Enron Global Assets	(17.8)	(28.9)	(46.8)
Global Explor & Prod	5.6	4.7	10.3
EEOS	(17.0)	177.8	160.6 (4)
Enron Net Works	(57.2)	18.1	(39.1)
Enron Global Finance	25.7	1.8	27.5
Enron Industrial Markets	4.9	50.9	55.8
Wholesale - Other	(6.8)	4.1	(2.6)
Wholesale - EES	21.7	105.5	127.2
Wholesale - Elims	18.8	(26.0)	(7.2)
EI Headquarters	(1.5)	(2.1)	(3.6)
	(137.2)	(1,718.5)	(1,855.7)
Enron Broadband	(56.3)	(30.7)	(87.0)
Enron Energy Services	(65.7)	22.7	(43.0)
Enron Renewable Energy	(81.7)	(31.1)	(112.8) (5)
Corporate & Other	(161.4)	(140.6)	(302.1)
Total	(599.3)	(1,852.8)	(2,452.1)

- (1) Reflects net cash out-flow related to OTC/NYMEX margins & deposits (\$2,300) million
(2) 1Q reflects sale of Metals inventory \$300 million, 2Q reflects build-up of inventory (\$144) million
(3) Includes increases in inventories (\$174) million
(4) Reduction in AR at NEPCO
(5) Increase in inventories and other receivables related to projects of (\$118) million

EC 001271279

[illegible]

EC 00127

Enron Corp
Total Capital Deployed
2001 May Year-to-Date

	As of May 31, 2001			As of Dec 31, 2000
	May 2001 Capital Deployed	Off Balance Sheet Assets**	Total Cap Deployed Incl. Off B/S	Total Cap Deployed Incl. Off B/S
Transportation & Distribution				
Enron Transportation Services	2,723.3	-	2,723.3	2,697.0
Portland General Group	3,307.1	-	3,307.1	3,180.6
	<u>6,030.4</u>	<u>-</u>	<u>6,030.4</u>	<u>5,877.6</u>
Wholesale				
Americas	4,168.2	19.0	4,187.2	2,812.0 (1)
Enron Global Markets	648.4	-	648.4	714.0
Enron Europe	1,447.1	361.0	1,808.1	1,655.5
Middle East (Europe)	57.1	-	57.1	49.6
Global Exploration & Production	419.3	-	419.3	449.0
Enron Global Finance	2,301.0	-	2,301.0	1,428.5 (2)
Enron Industrial Markets	545.5	-	545.5	(54.0)
EEOS	98.2	-	98.2	158.0
Enron Global Assets	6,890.4	91.0	6,981.4	6,933.1
Enron Net Works	196.0	-	196.0	(7.0)
Wholesale - Other	-	-	-	-
Wholesale - EES	675.1	-	675.1	- (3)
Eliminations & Other	6.3	-	6.3	6.3
	<u>17,452.6</u>	<u>471.0</u>	<u>17,923.6</u>	<u>14,145.1</u>
Enron Energy Services	713.5	102.0	815.5	1,732.0
Enron Broadband Services	1,002.1	92.0	1,094.1	938.0
Enron Renewable Energy Corp	657.8	-	657.8	544.0

Previously Marked and Attached: Brown Ex. 3