

Lisbon, March 2020

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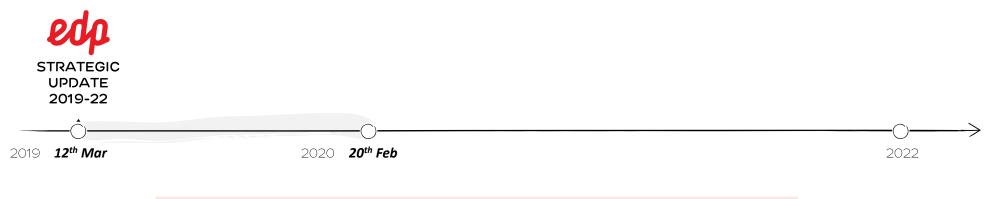
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## The first year of the 2019-22 Strategic Plan was marked by important steps towards the delivery of our commitments





Leading the energy transition to create superior value

### Accelerated and focused growth

Renewables projects secured by PPAs for 2019-22 rose from 40% in Mar-19 to 76% in Feb-20 of the 7 GW built-out target for the period

0.9

0.1

0.7

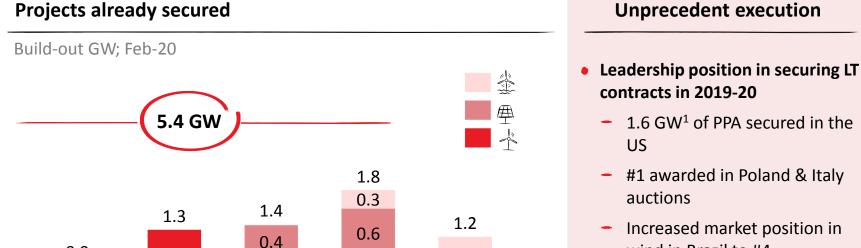
2019

1.3

2020

1.0

2021



1.0

2022

0.7

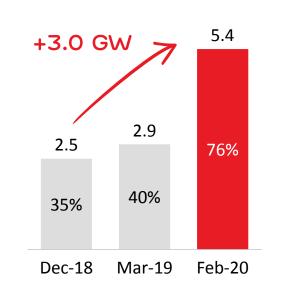
0.5

post-2022

• Expansion to new geographies

wind in Brazil to #4

 Colombia (0.5 GW) & Greece (0.1 GW)



### Accelerated and focused growth

## We are managing to grow while meeting our investment thresholds



Selective screening process of investment projects	achieving risk/return discipline				
			Threshold	<b>Achieved</b> <sup>1</sup>	
€9 Bn Expansion Capex opportunities analyzed in 2019 at top decision-making level	Attractive	IRR/WACC	>1.4x	>1.4x 🛷	
€6 Bn approved and successful	returns	NPV/CAPEX	25%	28% 🖋	
in 40 projects located in 12 geographies		'			
totalling <b>5.5 GW of renewables</b> to be deployed in 2020-24	Sound contracted profile and time	Contracted period	>15 yr	17 yr 🛷	
	to cash	Contracted NPV	>60%	>60%	

2/3 success rate on projects submitted to top level investment decision

**RESULTS PRESENTATION** 

Accelerated and focused growth Improved outlook for renewables growth in the medium-term both in terms of technology and public support

Technological opportunities

- Continued decline in LCOE
- Hybrid projects: hydro/solar/wind
- Wind repowering
- Offshore fixed/floating
- Green hydrogen
- Storage

## Increasing public support on renewables

- **US:** Federal and State-level incentives:
  - PTC extension (60% up to 2024)
  - Renewable Portfolio Standards (13 States enacted RPS targets in 2019)
- EU: Green deal launched by the EC (€1 Trl investment plan):
  - 2030: Emissions at least -50% vs. 1990
- 2050 carbon neutrality
- Potential increase of renewable targets

• **10.8 GW of wind & solar** assets in operation in **10 geographies** 

Renewables

development platform

- **Development teams** with extensive track record
- **Procurement** and O&M scale in renewables
- New markets under analysis

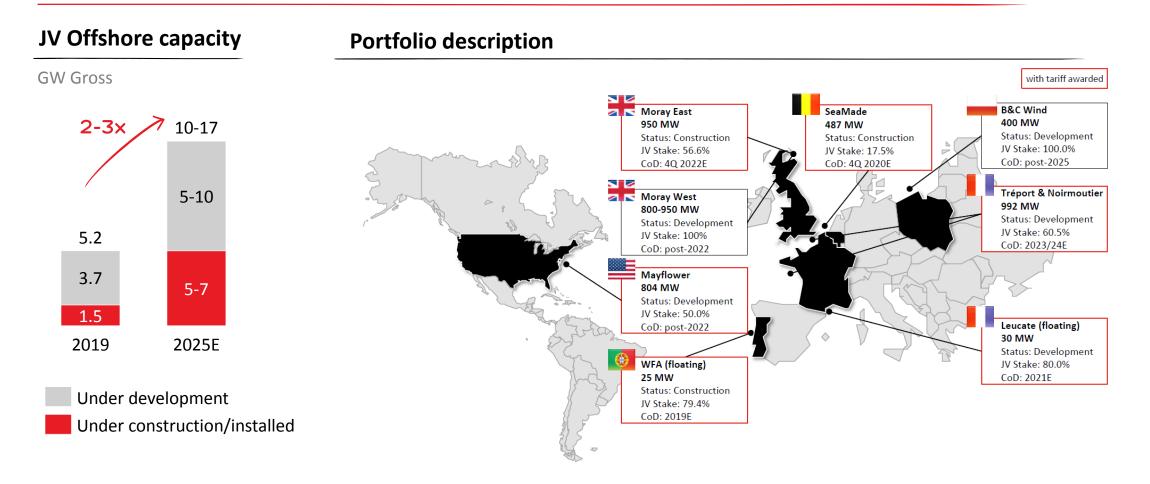
2020-22 Growth: Corporate PPA (North America, Brazil, Spain), PPA Auctions (mostly EU) Focus on internal pipeline development (+ opportunistic *quasi* greenfields)



### Accelerated and focused growth

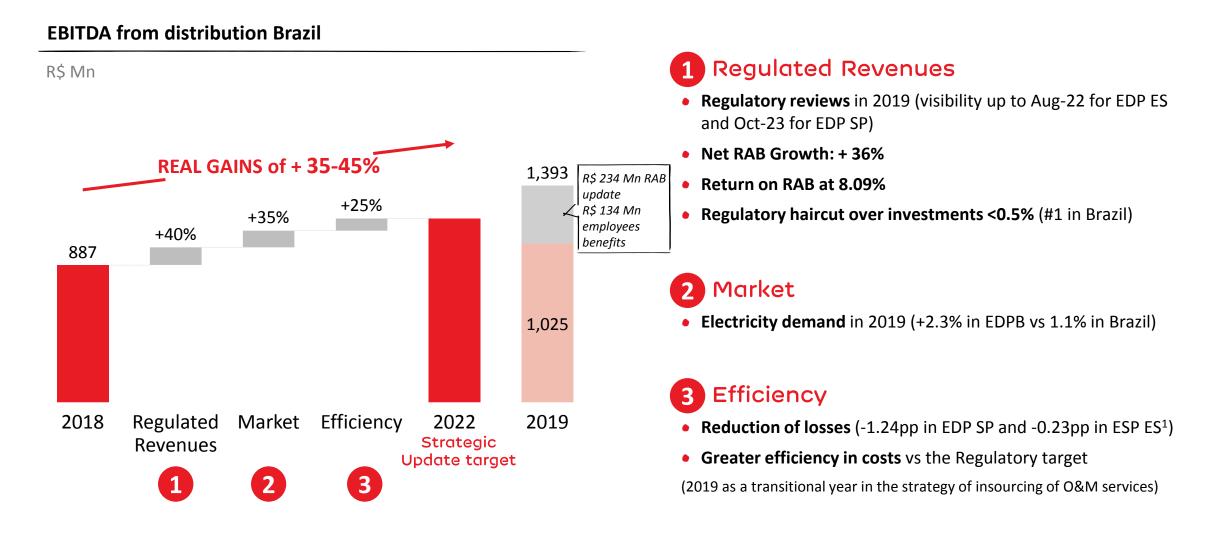
## Wind Offshore: 50:50 JV with ENGIE creating a top global player





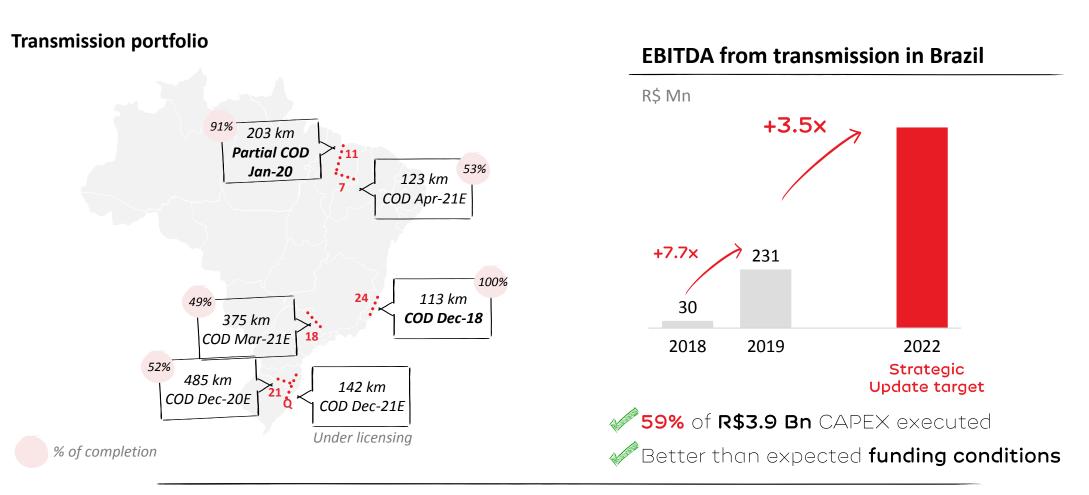
Recent developments: US Mayflower (0.8 GW) PPA awarded in Massachusetts Floating wind offshore: Largest wind turbine installed in a floating platform (8.4 MW)

### Accelerated and focused growth Electricity distribution in Brazil: regulatory reviews provide visibility up to 2022/23



### Accelerated and focused growth

Strong performance on deployment of transmission lines in Brazil, with projects ahead of schedule and benefitting from competitive financing



EBITDA from transmission expected to represent >15% of EBITDA from EDP Brasil by 2022

**RESULTS PRESENTATION** 



### Accelerated and focused growth Increasing penetration of new client solutions, while normalizing supply margin



#### Client Solutions – 2019 Performance

Stable Client Base	<b>+0.1% Clients</b> Electricity and gas supply points Iberia		Supply EBITDA			
Focus on service quality to retain high value clients		-23% Complaints YoY # complaints/ 1k contracts Iberia	€Mn			>100
Increase services penetration		<b>+5% Services contracted with clients</b> 18.9% Homecare Services/contracts			~90	
Increased digitalization		<b>56%</b> Selfcare Portugal				
New client solutions		<ul> <li>&gt;100 MWp Decentralized solar sold capacity in Iberia &amp; Brazil</li> <li>&gt;330 Contracted public charging points # Iberia &amp; Brazil</li> <li>20% Savings from energy efficiency In the bill of our B2B clients in Portugal</li> </ul>		<b>~-5</b> 2018	2019	2022 Strategic Update target

### Continuous portfolio optimization

### Asset rotation in renewables: 2019 deals better than in the Strategic Plan assumptions, positive outlook for 2020-22

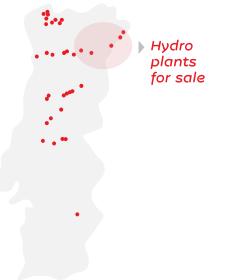


### Proceeds from asset rotation € Bn Strategic >4 Update taraet • Positive outlook supported by **low interest rate context** and strong appetite from investors for infrastructure/renewables assets: 2020-22 **2020:** Target deals in the US and Europe (~0.7 GW net) • 2 deals agreed, with better than expected results: 2019 💉 >25% Europe: 997 MW wind portfolio (491 MW net), EV €1.6 Mn/MW, €0.8 Bn proceeds Brazil: 137 MW (Babilónia), EV €2.2 Mn/MW (closed in Feb-20), €0.3 Bn proceeds 2019-22

## Full visibility on >€2 Bn asset disposal target in the Strategic Plan



Disposal of 25% of hydro portfolio in Iberia: €2.2 Bn for 1.7 GW in Portugal...



#### Hydro disposal rationale

- Transaction multiple: 14.4× EV/EBITDA<sub>2018</sub> (positive read across of remaining hydro assets)
- Derisking: market price exposure and concentration of hydro volatility

#### **Expected financial closing in 2H20**

- All necessary **regulatory requests** were already submitted
- The carve out of the assets and the transitional agreements are under preparation

... while other complementary options may still be considered



Other Iberian assets



Asset reshuffling opportunities in Brazil

Active portfolio optimization to create sustained shareholder value

## Strong operating costs performance in all divisions



**XX%** Weight on Opex

Operations	Indicator	YoY Change	Highlights
Iberia <b>57%</b>	Opex <sup>1</sup>	-2%	<ul> <li>Predictive maintenance generation up from 34% to 68%</li> <li>+34% smart meters in Portugal</li> </ul>
EDP Brasil 15%	Opex <sup>1</sup> in BRL	+3%	<ul> <li>Avg. Inflation: +3.7%<sup>2</sup></li> </ul>
EDPR <b>29%</b>	Adj. Core Opex <sup>1</sup> /MW <sup>3</sup>	0%	<ul> <li>Avg MW +1%</li> <li>Predictive maintenance up to 67%</li> </ul>
edp	Opex ex-forex <sup>1</sup> Opex like-for-like (excl. growth)	+1% -1%	<ul> <li>-€20 Mn OPEX YoY on a like-for-like basis</li> </ul>

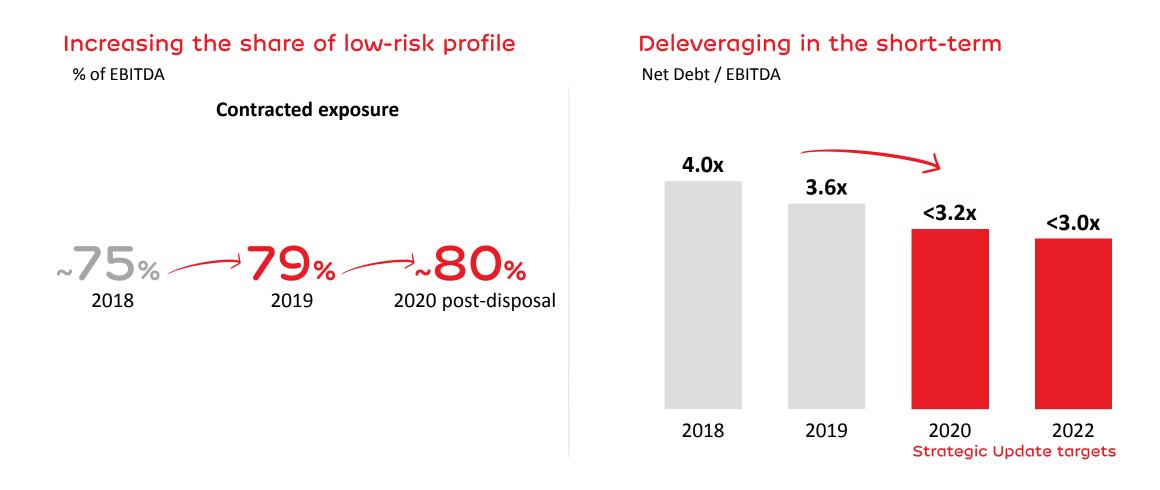
Strategic Update target ▶ On track to achieve OPEX reduction targets of: €50 Mn in 2020 and €100 Mn in 2022

1) Recurring Opex Pro-forma (excludes IFRS16 impact); 2) Avg. IPCA 2019 vs. 2018; 3) Core Opex/Avg MW adjusted by IFRS16, One-offs, pass-through costs and FX

**RESULTS PRESENTATION** 

Solid balance sheet and low risk profile Execution of disposal plan improves risk profile and reinforces balance sheet

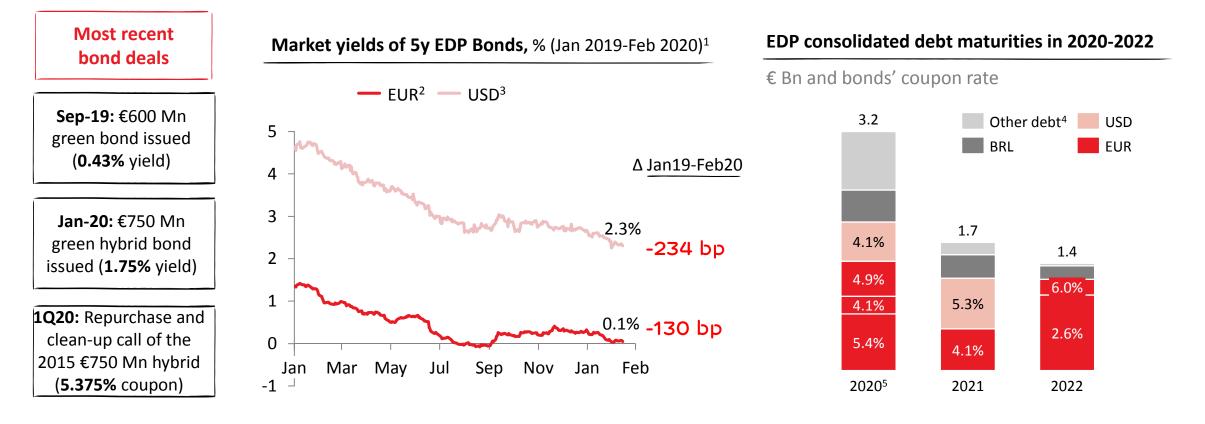




### Increasing visibility over EDP target to reach solid investment grade (BBB)

### Solid balance sheet and low risk profile €4.4 Bn of EUR and USD bonds maturing until 2022, with interest costs significantly above current market yields



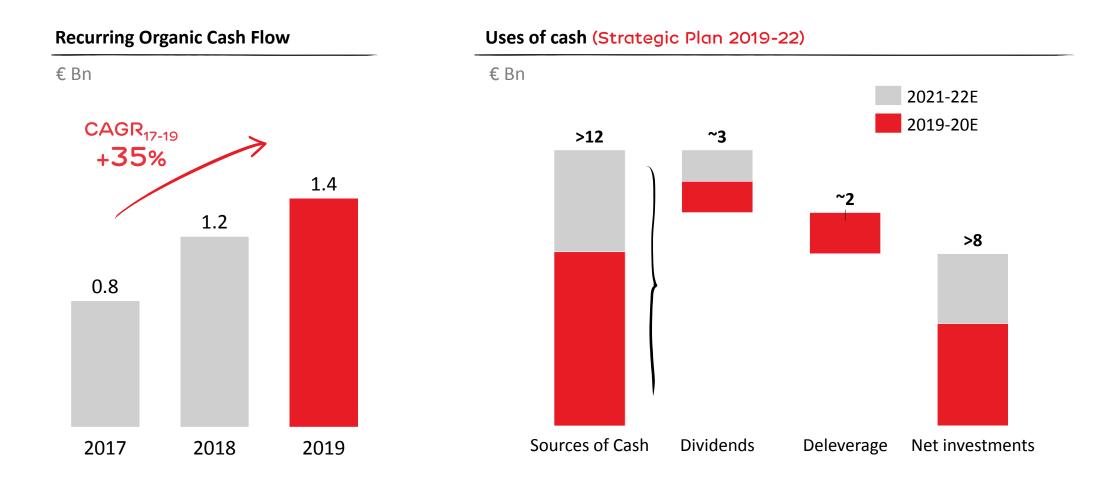


Avg cost of debt 2019 at 3.9% (vs avg. 4% assumption for 2019-22 in Strategic Plan)

1) As of 14/02/2020 | 2) EDPPL 1.125 02/12/2024 REGS Corp | 3) EDPPL 3.625 07/15/2024 144A Corp | 4) Includes commercial paper and project finance | 5) Includes the €750 Mn hybrid issued in 2015 (5.375% coupon) that was repurchased in 1Q2020 RESULTS PRESENTATION

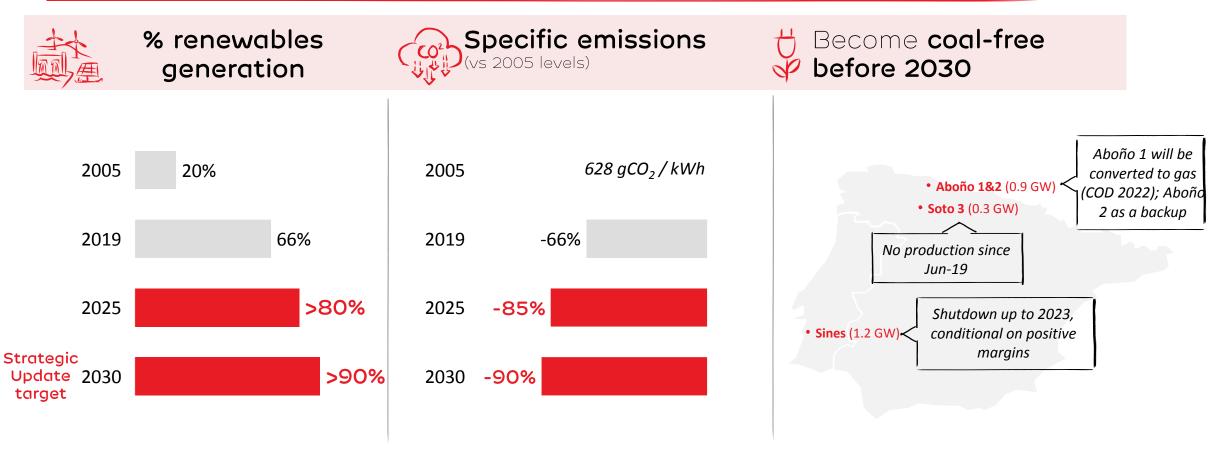
### Solid balance sheet and low risk profile Strong improvement of recurring organic cash flow over the last two years





### Attractive shareholder remuneration Distinctive green positioning: Fully on track to deliver our decarbonization commitments





2019 Performance: Penalized by weak hydro resources in Portugal

Coal production in Iberia 2019: -49% YoY

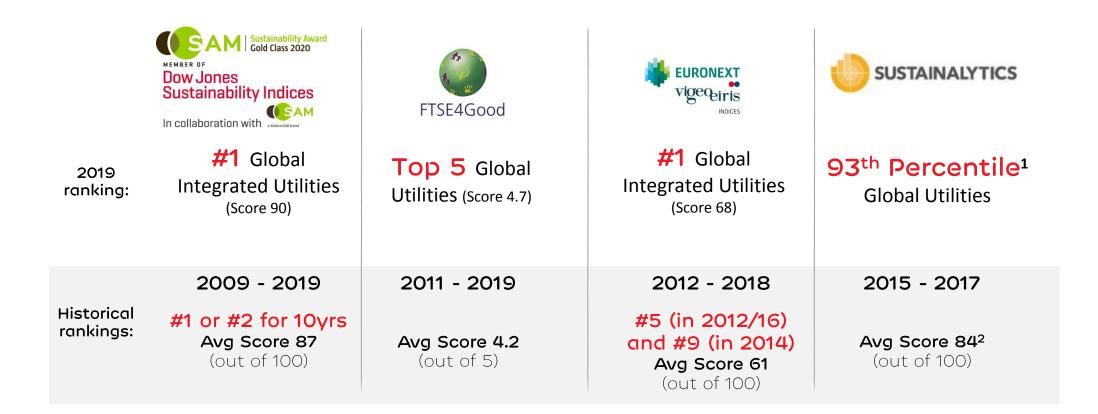
2050: Net zero emissions commitment



### Attractive shareholder remuneration

Distinctive Green Positioning: We have been consistently recognized by relevant ESG ratings on our sustainable corporate strategy

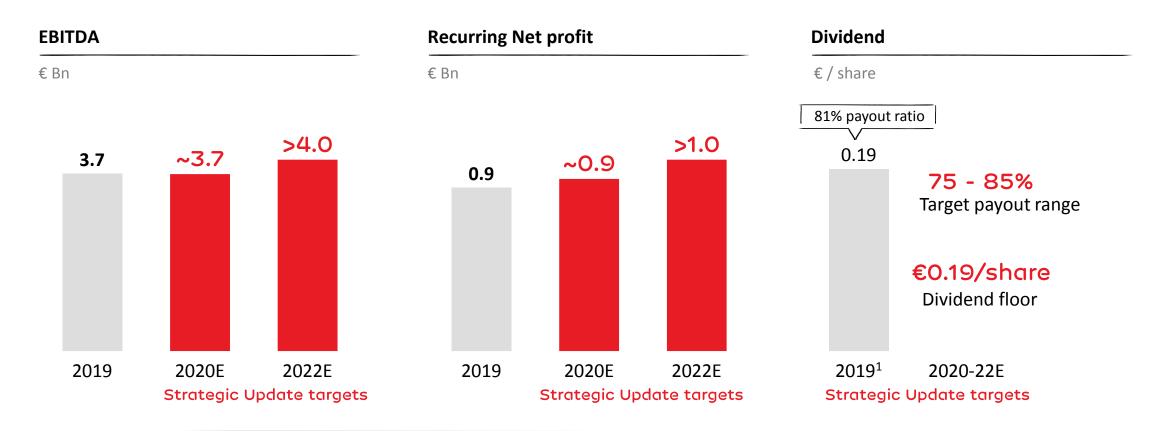




1) Bloomberg; 2) In 2018 Sustainalytcs has launched the ESG Risk Rating methodology and replaced the ESG Rating methodology. EDP overall Risk Rating in February 2020 was 24.95.

### Attractive shareholder remuneration Improved visibility over 2019 of Strategic Plan execution, support reiteration of our 2020-2022 key financial targets





Leading the energy transition to create superior value

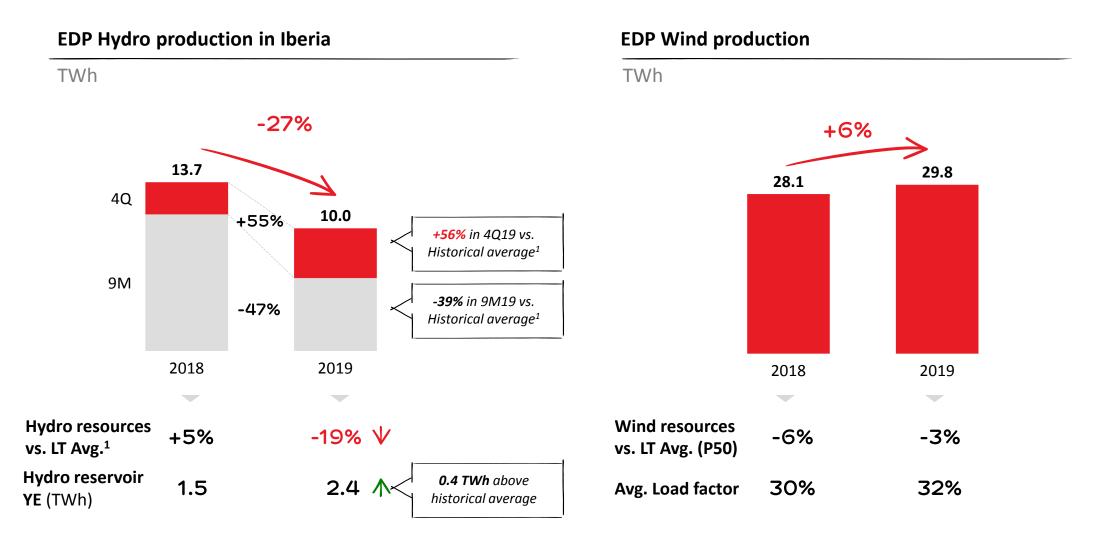


	<b>Previous Guidance</b> (as of Oct-19)	4Q19 Highlights	2019 Figures
EBITDA	~€3.6 Bn	<ul> <li>Hydro volumes Portugal +56% vs. historical avg.</li> <li>Good results in energy management in Iberia</li> <li>Gain in asset rotation in Brazil (cashed-in Feb-20)</li> <li>Continuing growth in networks in Brazil</li> </ul>	<b>€3,706 Mn</b> (+12% YoY)
Recurring Net Profit	~€0.8 Bn	<ul> <li>Interest costs started downwards trend in 4Q19</li> </ul>	<b>€854 Mn</b> (+ <b>7%</b> YoY)
Net debt / EBITDA	YoY Deleverage	<ul> <li>Net debt Dec-19: €13.8 Bn, +3% YoY</li> </ul>	<b>3.6x</b> (vs. <b>4.0x</b> in Dec-18)
Dividend	<b>€ 0.19/share</b> Dividend floor		<b>€0.19 / share</b> (81% payout)

Sound 4Q19 performance supported delivery of 2019 Financial targets

Hydro production in Iberia -3.7 TWh YoY, despite strong recovery in the 4Q, while wind resources improved YoY to just 3% below average

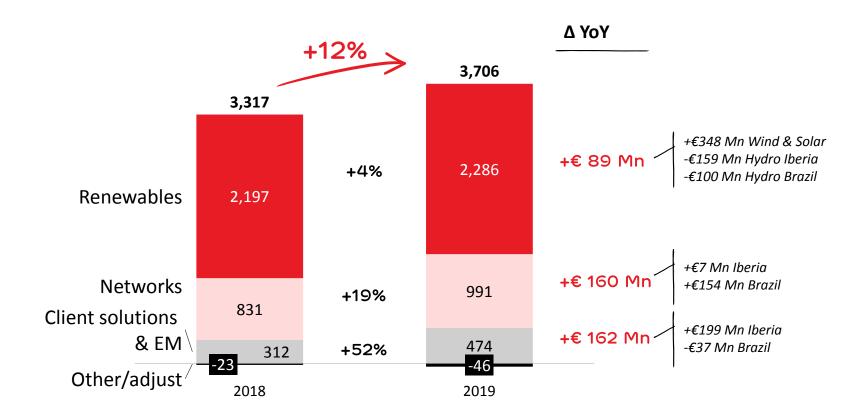




# EBITDA +12%, with solid growth contributions from the three business platforms

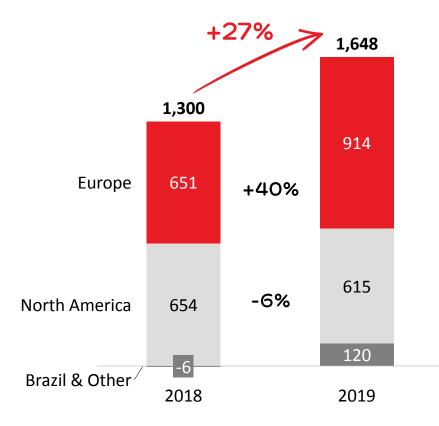
edp

**EBITDA 2019** € Mn; YoY growth,%



## Wind & Solar EBITDA +27%, impacted by higher generation, avg selling price and asset rotation gains in Europe and Brazil

**EBITDA** – **Wind & Solar** € Mn; YoY growth,%

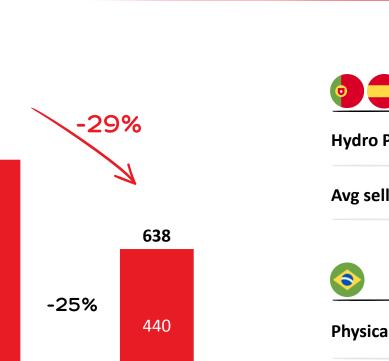


	2018	2019	ΥοΥ
Avg. Installed Capacity <sup>1</sup> , GW	10.8	10.9	+1% 🔨
Production vs. LT Avg. (P50), %	-6%	-3%	+3 pp 🛧
Electricity Production, TWh	28.4	30.0	+6% 🔨
Avg. selling price, €/MWh	53.7	54.7	+2% 🔨
Asset Rotation Gains, € Mn	109	313	- 1

1) Considers capacity at EBITDA level

**RESULTS PRESENTATION** 

EBITDA from Hydro down by 29%, despite recovery in 4Q19, with lower volumes and prices partially mitigated by hedging



25

173

2019

	2018	2019	YoY	
Hydro Production, TWh	13.7	10.0	-27%	$\mathbf{V}$
Avg selling price <sup>1</sup> , €/MWh	62	54	-14%	$\checkmark$
$\bigcirc$	2018	2019	YoY	
Physical Guarantee, TWh	7.3	6.7	-8%	$\mathbf{V}$
Avg selling price, \$R/MWh	186	170	-9%	$\mathbf{V}$
Gain on mini-hydro sale, € Mn	82	-	-	

EBITDA – Hydro € Mn; YoY growth, %

Portugal

Spain

Brazil

896

583

41

273

2018

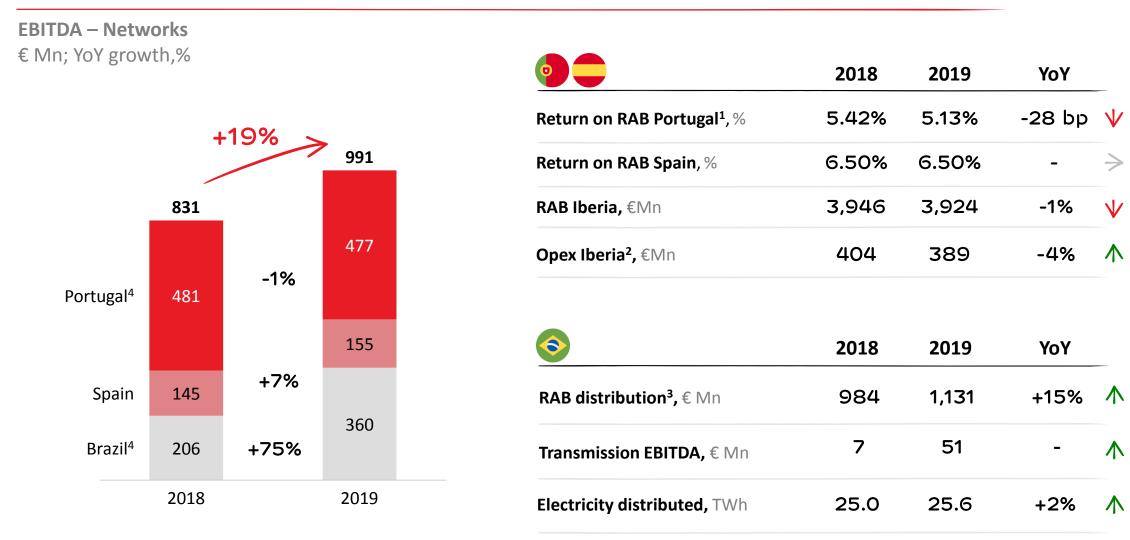
-39%

-37%

1) Does not consider results from hedging

## Regulated Networks EBITDA +19%, mainly driven by Brazil growth in distribution and transmission



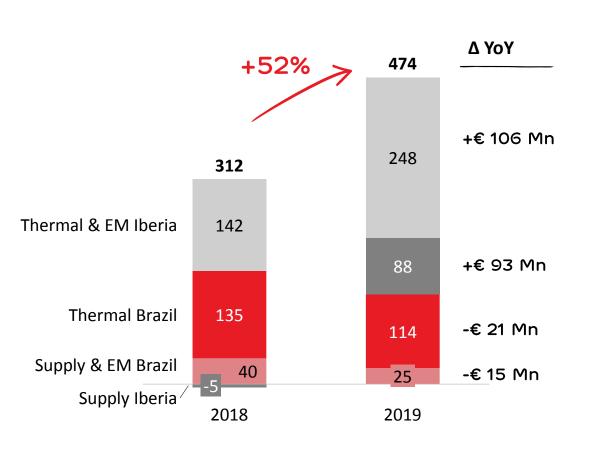


1) RoRAB of HV/MV | 2) Excludes IFRS16 impact of  $\in 6$  Mn| 3) Accounting RAB as of Dec-19 | 4) The overall impact of one-off on EBITDA growth was immaterial: (i) in 2019,  $\in 28$  Mn provision for the amounts to return to the tariff,  $\in 31$  Mn gain related with a change in future liabilities arising from a change in health care services supplier and restructuring costs ( $\in 12$  Mn) mainly in Portugal; (ii) In 2018, restructuring costs ( $\in 17$  Mn)

**RESULTS PRESENTATION** 

Client Solutions & Energy Management EBITDA +52%, benefiting from hedging results and normalization of supply margins in Iberia

**EBITDA** – **Client Solutions & Energy Management** € Mn; YoY growth,%





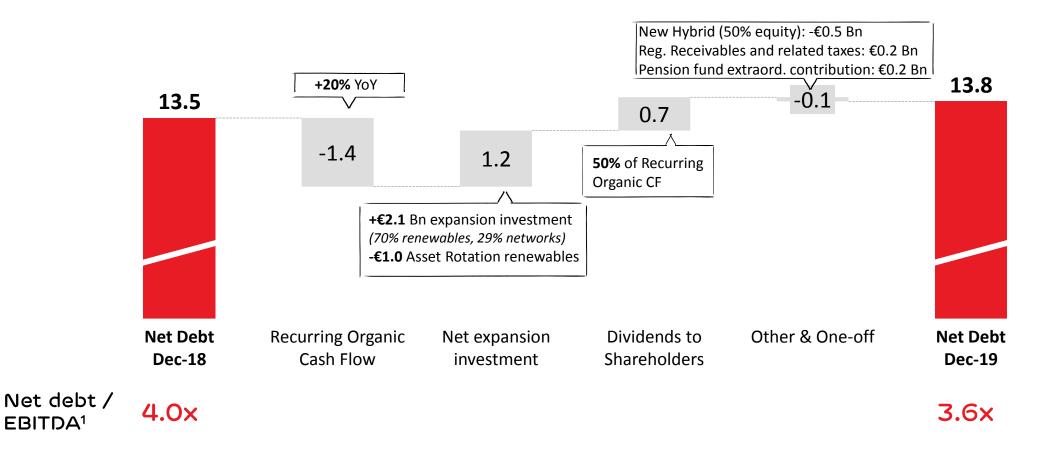
A Better results from energy management and forward hedging in energy markets, mostly in 4Q							
	5 <b>YoY</b> (18% avg	load facto	r in 4Q19)				
Normalization of supply margins in Iberia, following a particularly adverse 2018							
↑ # of clients complains in supply: -23% YoY							
•	2018	2019	YoY				
Thermal availability, %	80%	95%	+15 pp	∧			
<b>ADOMP¹,</b> € Mn	25	Ο	-	$\mathbf{V}$			
Supply volumes, TWh	18.1	14.1	-22%	$\mathbf{V}$			

1) One-off revenues from the downwards revision of the regulatory level of the availability factor. This amount is net of PIS/COFINS

# Financial Deleverage: Net debt/EBITDA down to 3.6x following recurring EBITDA (+13%) vs Net Debt (+3%)

edp

Change in Net Debt: Dec-19 vs. Dec-18, € Bn

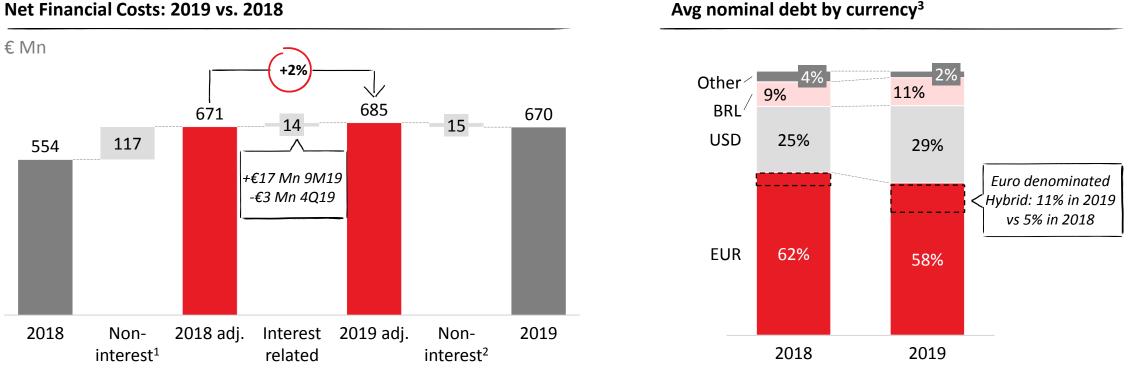


1) Based on net debt excluding regulatory receivables and on recurring EBITDA of the last 12 months. Excludes €829 Mn related with Leasings' debt accounted as Other Liabilities (IFRS 16 impact)

**RESULTS PRESENTATION** 

### Interest related costs +2% to €685 Mn with the 4Q19 showing already a downward trend





Avg nominal debt by currency<sup>3</sup>

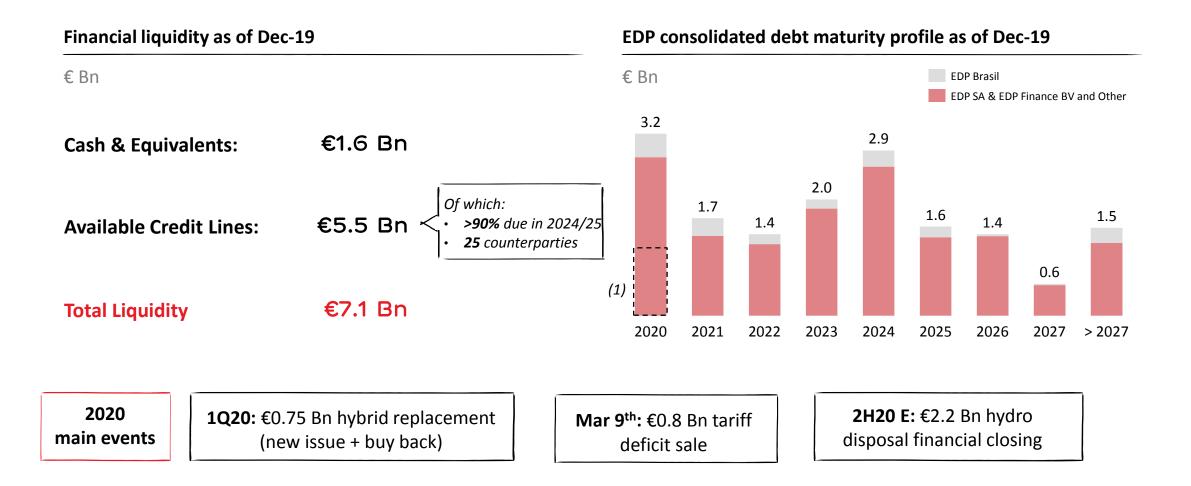
Avg. cost of debt

+10 bp

**3.9%** impacted by €1 Bn hybrid bond issue in Jan-19 and higher avg. weight of USD & BRL

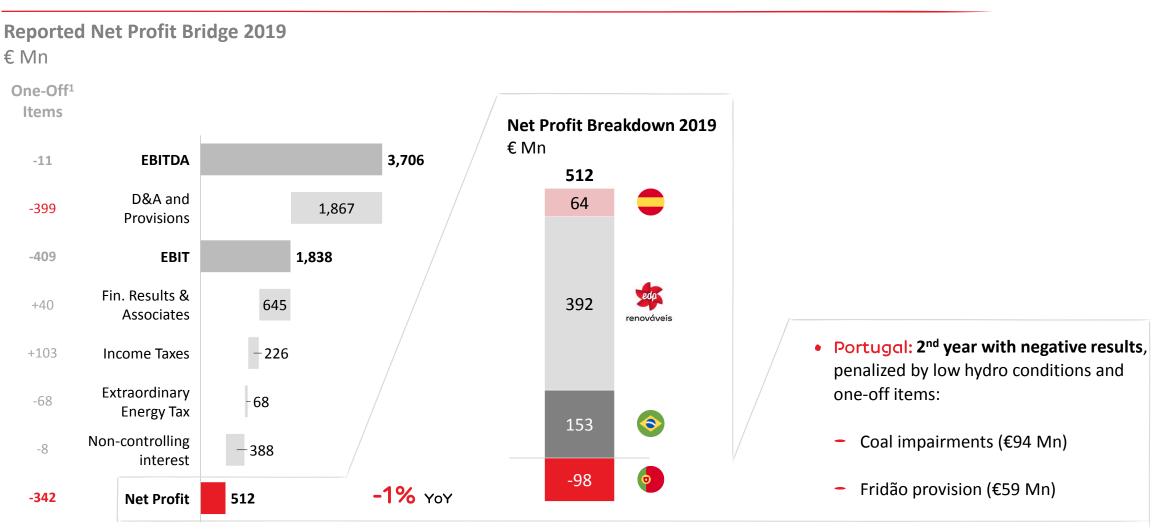
1) Other items in 2018 includes: +€18 Mn of badwill arising from the acquisition of a stake in Celesc, -€39 Mn debt repayment, +€113 Mn of Capital Gains, -€5 Mn of Net foreign exchange differences and derivatives and +€30 Mn pro-forma impact from IFRS 16 2) Other items in 2019 are related with -€19 Mn Net foreign exchange differences and derivatives, €31 Mn Feedzai gain and €3 Mn of capital gains | 3) Includes FX Hedges





## Reported Net Profit 2019 penalized by one-off items, namely coal impairments in Iberia and Fridão provision





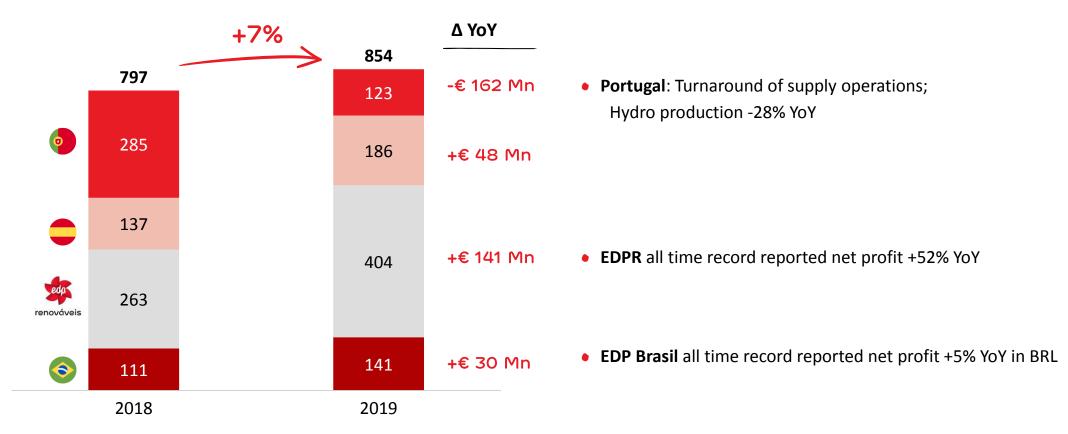
1) One-offs impacts at net profit level: 2018: regulatory impacts (-€208 Mn), impairments at coal plants in lberia (-€21 Mn), restructuring costs (-€21 Mn), net gain on disposals (mini-hydros: +€40 Mn; Bioelectrica: +€24 Mn), debt prepayment fees and others (-€26 Mn) and CESE (-€65 Mn); in 2019: impairments (-€224 Mn, mainly coal in Iberia), provision for Fridão (-€59 Mn), gain on the revaluation of Feedzai and provision reversal at São Manoel (+€28 Mn), sharing of some gains with consumers (-€22 Mn), restructuring costs (-€8 Mn), Medical plan Brazil (+€10 Mn), CESE (-€66 Mn).

#### **RESULTS PRESENTATION**

# Recurring Net Profit +7%, supported by record results at EDPR and EDP Brasil, while penalized by Portuguese activities



Recurring<sup>1</sup> Net Profit 2019 € Mn



1) One-offs impacts at net profit level: 2018: regulatory impacts (-€208 Mn), impairments at coal plants in Iberia (-€21 Mn), restructuring costs (-€21 Mn), net gain on disposals (mini-hydros: +€40 Mn; Bioelectrica: +€24 Mn), debt prepayment fees and others (-€26 Mn) and CESE (-€65 Mn); in 2019: impairments (-€224 Mn, mainly coal in Iberia), provision for Fridão (-€59 Mn), gain on the revaluation of Feedzai and provision reversal at São Manoel (+€28 Mn), sharing of some gains with consumers (-€22 Mn), restructuring costs (-€8 Mn), Medical plan Brazil (+€10 Mn), CESE (-€66 Mn).

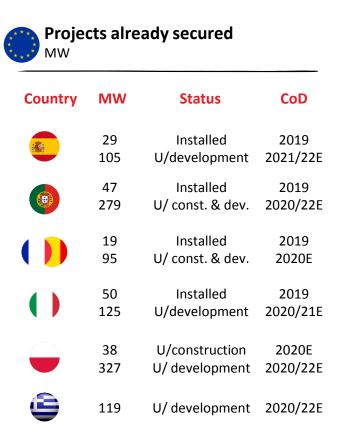


Annex

### List of wind & solar projects already secured for 2019-22



T	Projects al MW	ready	y secured	
Proje	ct Name	MW	Region	CoD
Pr	airie Queen	199	Kansas	2019
Ti	nber Road IV	125	Ohio	2019
Br	ight Stalk	205	Illinois	2019
Hi	dalgo II	50	Texas	2019
Na	ition Rise (CA)	100	Ontario	2020E
Br	oadlands I	200	Illinois	2020E
He	Headwaters II		Indiana	2020E
Rc	sewater <sup>1</sup>	102	Indiana	2020E
Cr	ossing Trails	104	Colorado	2020E
Re	loj del Sol	209	Texas	2020E
w	ildCat	180	Texas	2020E
M	exico project	100	Mexico	2021E
In	diana Crossroad <sup>1</sup>	302	Indiana	2021E
Ri	verstart	202	Indiana	2021E
So	nrisa	200	California	2022E
Ca	lifornia Project	200	California	2022E
Go	olden Eye	139	East NA	19/20



	Project	ts alrea	ady secure	d
Pr	oject Name	MW	Country	CoD
	Aventura II-V	111	Brazil	2022E
	Boqueirão I-II	80	Brazil	2022E
I.	Monte Verde VI	46	Brazil	2022E
1	Santa Rosa & Mundo Novo	. – –		
		156	Brazil	2022E
	Alpha	212	Colombia	2022E
	Beta	280	Colombia	2022E
Æ	Pereira Barreto	205	Brazil	2021E
Ŧ	Lagoa	66	Brazil	2022E

-0

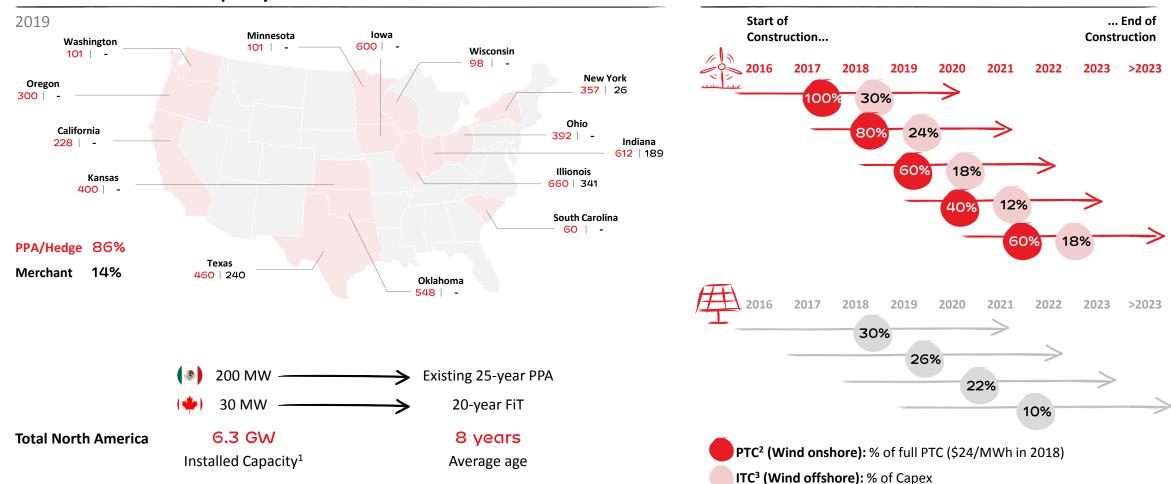
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## Wind & Solar North America: 6.3 GW of capacity in the US, Mexico and Canada



Remuneration framework for renewables in the US

ITC<sup>3</sup> (Solar): % of Capex



#### Wind & Solar installed capacity

1 EBITDA + Equity capacity (Only EBITDA capacity represented in the map) | 2 PTC (Production Tax Credit) | 3 ITC (Investment Tax Credit) RESULTS PRESENTATION



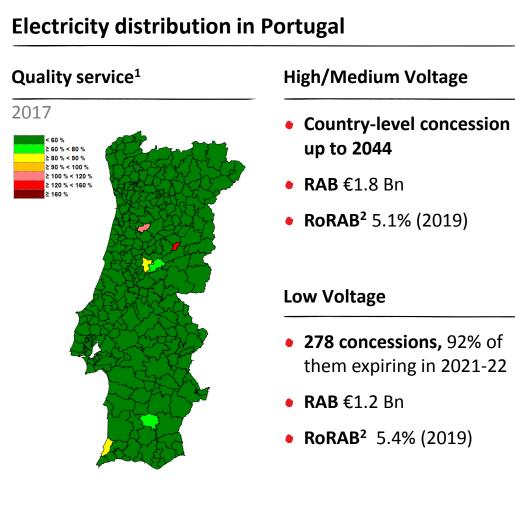
#### EDP/Engie JV for offshore wind: Projects with PPA/FiT secured

roject 😩 CoD		CoD MW JV Stake (		Status
Floating offshore	2020	25	79.4	Construction: 2 out of 3 turbines under operation
Seamade	2020E	487	17.5	Construction: Installation of 58 foundations completed
Moray East	2022E	950	56.6	Construction: Final stage of piling
Floating offshore	2021E	30	80.0	Development: Grid connection secured
Tréport & Nourmoutier	2024E	992	60.5	Development: Permit granted for both projects
Mayflower	2025E	804	50.0	Development: FEED <sup>2</sup> design ongoing
er Construction/Secured <sup>1</sup>		~3.3 GW		
Under development (UK, US, Poland)		~1.9 GW		
l Projects		~5.2 GW		
	Floating offshore Seamade Moray East Floating offshore Tréport & Nourmoutier Mayflower	Floating offshore2020Seamade2020EMoray East2022EFloating offshore2021ETréport & Nourmoutier2024EMayflower2025Eer Construction/Secured1er development (UK, US, Poland)	Floating offshore202025Seamade2020E487Moray East2022E950Floating offshore2021E30Tréport & Nourmoutier2024E992Mayflower2025E804ler Construction/Secured1~3.3 GWler development (UK, US, Poland)~1.9 GW	Floating offshore       2020       25       79.4         Seamade       2020E       487       17.5         Moray East       2022E       950       56.6         Floating offshore       2021E       30       80.0         Tréport & Nourmoutier       2024E       992       60.5         Mayflower       2025E       804       50.0         er Construction/Secured <sup>1</sup> ~3.3 GW

# Networks Iberia: 54 TWh of electricity distributed in Iberia, with superior quality of service



Networks portfolio in Iberia					
2019	(1)		Iberia		
<b>Electricity Distributed</b> TWh	45.6	8.3	53.9		
<b>Supply points</b> Thousand	6,277	668	6,946		
<b>Network</b> Thousand km	227	21	248		
<b>Regulated Asset Base,</b> € Bn	3.0	1.0	4.0		

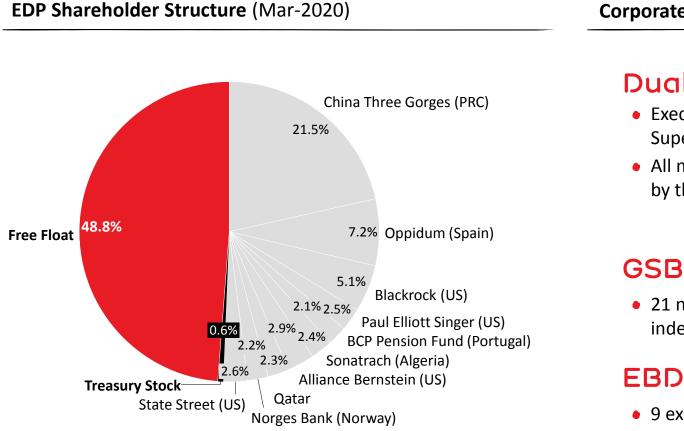


1 Provisory data; TIEPI MV, % of the reference value defined in the Quality Service Regulation | 2 Nominal pre-tax, before CESE

**RESULTS PRESENTATION** 

### **Corporate Governance**





#### **Corporate Governance Highlights**

### **Dual model**

- Executive Board of Directors (EBD) and General and Supervisory Board (GSB)
- All major corporate and strategic decisions scrutinized by the GSB after proposal of the EBD

## **GSB** Composition

• 21 non-executive members, of which the majority are independent

## **EBD** Composition

• 9 executive members

## Key data in EDP securities



Bonds	Currency	Amount (million)	Maturity	Coupon	Market Price (Bid)	Market Yield	ISIN Code
EDP BV Euro MTN	EUR	233	29-06-2020	4.125%	101.0	0.237%	XS0223447227
EDP BV Euro MTN <sup>1</sup>	EUR	462	14-09-2020	4.875%	102.2	0.266%	XS0970695572
EDP BV Euro MTN <sup>1</sup>	EUR	553	20-01-2021	4.125%	103.0	0.426%	XS0995380580
EDP BV Euro MTN	EUR	1,000	18-01-2022	2.625%	103.3	0.78%	XS1111324700
EDP BV Euro MTN	EUR	600	23-03-2023	2.375%	104.2	0.94%	XS1385395121
EDP BV Euro MTN	EUR	600	29-09-2023	1.875%	102.8	1.06%	XS1558083652
EDP BV Euro MTN	EUR	1,000	12-02-2024	1.125%	99.9	1.14%	XS1471646965
EDP BV Euro MTN	EUR	750	22-04-2025	2.000%	102.7	1.44%	XS1222590488
EDP BV Euro MTN	EUR	600	13-10-2025	1.875%	102.1	1.49%	XS1893621026
EDP BV Euro MTN	EUR	750	26-01-2026	1.625%	100.3	1.56%	XS1846632104
EDP BV Euro MTN	EUR	600	16-09-2026	0.375%	92.8	1.56%	XS2053052895
EDP BV Euro MTN	EUR	500	22-11-2027	1.500%	98.7	1.68%	XS1721051495
EDP Hybrid Notes	EUR	1,000	30-04-2079	4.496%	99.0	4.29%	PTEDPKOM0034
EDP Hybrid Notes	EUR	750	20-07-2080	1.700%	85.4	2.2%	PTEDPUOM0017
EDP BV Euro MTN	GBP	325	04-01-2024	8.625%	121.9	2.5%	XS0397015537
EDP BV Dollar	USD	750	14-01-2021	5.250%	102.3	2.3%	XS1014868779
EDP BV Dollar	USD	1,000	15-07-2024	3.625%	97.1	4.36%	XS1638075488

Equity	Stock Exchange	(€)	P/E 2019E	P/E 2020E	P/BV 2019E	DY 2019E	Market Cap	Avg. Daily Volume 52 Weeks (# tm)
EDP SA	Euronext Lisbon	€3.19	15.0	14.3	1.2	6.0	€11,646m	8.8
EDP Renováveis	Euronext Lisbon	€9.33	35.9	18.5	1.2	0.9	€8,139m	0.3
EDP Brasil	BM&FBOVESPA	R\$14.34	8.7	8.7	1.1	4.8	R\$8,702m	2.8

Source: Bloomberg as of March 20<sup>th</sup>, 2020.

1 Amounts shown are net of notes repurchased in Dec-18



### **IR Contacts**

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### **Next Events**

• Apr 1<sup>st</sup>-2<sup>nd</sup>: BofA Energy & Utilities Conference

- Apr 16<sup>th</sup>: General Shareholders' Meeting
- May 7<sup>th</sup>: 1Q20 Results