

## **EDP**

## **2008 Results Presentation**



March 6<sup>th</sup>, 2009

## 2008: Highlights of the period



EBITDA: €3,155m, +20% YoY

Increase of installed capacity: +2,765 MW (+18% YoY) to 18,419 MW in 2008

Capex +34% YoY to €3.6bn, with expansion in wind power

Eficiency improvements: ratio of Opex/Gross Profit improves to 29% (vs. 30% in 2007)

Maintenance of a low risk profile through organic growth + efficiency improvements

## 2008: Highlights of the period



**Net profit of €1,092m: +20% YoY** 

Slight decrease in average cost of debt to 5.6% in 2008 vs 5.7% in 2007

EDP has €5 bn available in Cash and Credit Lines

Net debt/EBITDA flat YoY at 4.4x, falling to 3.8x ex-regulatory receivables

Profitable Growth

Maintenance of a sound capital structure

#### **2008 Financial Headlines**

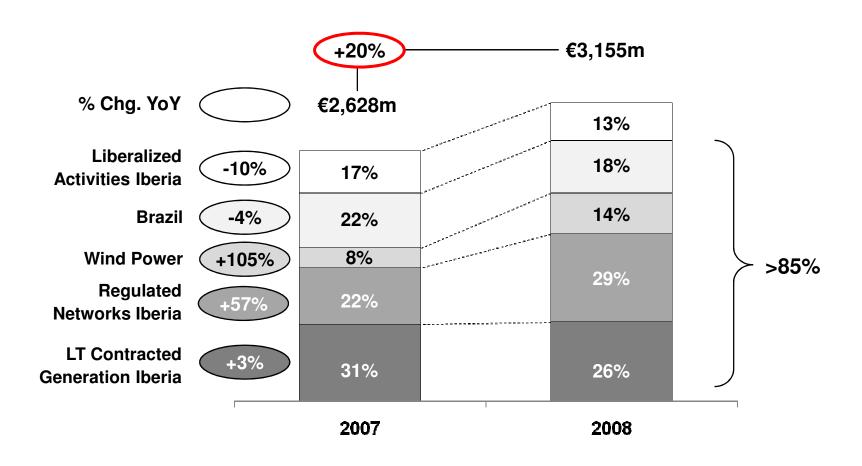


Net Debt / EBITDA (x)  Adjust. Net Debt / EBITDA (1) (x)	4.4x  4.2x	4.4x 3.8x	<b>-</b> 
Net Debt (€ bn)	11,692	13,890	+19%
Capex	2,700	3,618	+34%
Net Profit	907	1,092	+20%
EBITDA	2,628	3,155	+20%
(€ million)	2007	2008	% Chg.

Profitable growth maintaining a sound capital structure

#### **2008 EBITDA Breakdown**





> 85% of EBITDA comes from regulated or LT Contracted activities

#### Non-recurrent items above the EBITDA line



EDP Group (€ million)	2006	2007	2008	CAGR <sub>06-08</sub>
Reported EBITDA	2,305	2,628	3,155	+17%
Tariff deviations & Recoveries Portugal (1)	-5	75	(195)	-
Tariff deviations & Recoveries Brazil (2)	(95)	(216)	-	-
Downward Revision of Enersul RAB	0	69	0	-
HR Restructuring Costs	66	193	50	- -
Adjusted EBITDA	2,271	2,749	3,009	+15%

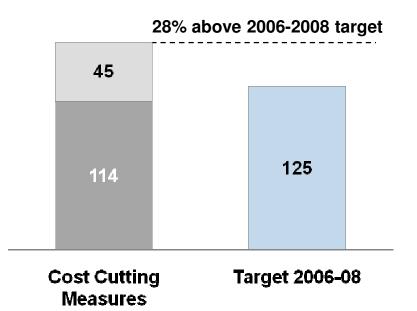
Between 2006 and 2008, excluding non recurrent items EBITDA grew 15% on average

# EDP Consolidated Operating Costs: Anticipation of efficiency targets defined in Opex Program

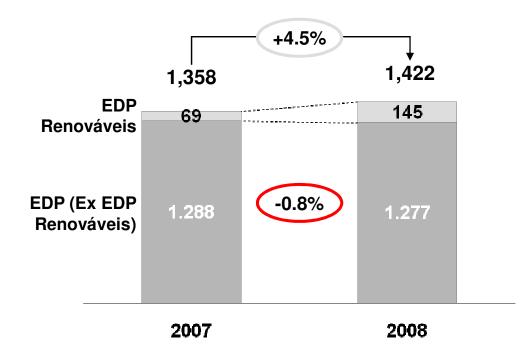


OPEX Program 2006-08 savings (1) (€ million)

- Measures taken in 2008
- Measures taken in 2006 and 2007



Controllable Operating Costs (2) – EDP Group (€ million)



Most relevant measures taken in 2008:

- Integrated management of insurance policies
- Optimization of IT outsourcing services

- Number of employees down 6.5% YoY (impact from asset swap in Brazil)
- Slight decline of controllable operating costs ex-EDPR (wind power capacity expansion)





## **Business Areas**

## 2008: Highlights in Generation & Supply Iberia



#### **EBITDA** -2% YoY to €1,208m

LT Contracted Generation EBITDA +3% YoY: Inflation + commissioning of desox facilities

Liberalized Generation: Hedging on forward fuel costs/energy sales avoided further deterioration

Start up of two new CCGT groups in Spain: Castejón 3 (Jan-08) and Soto 4 (Sep-08)

Sales to final clients represented 73% of liberalized generation output in 2008

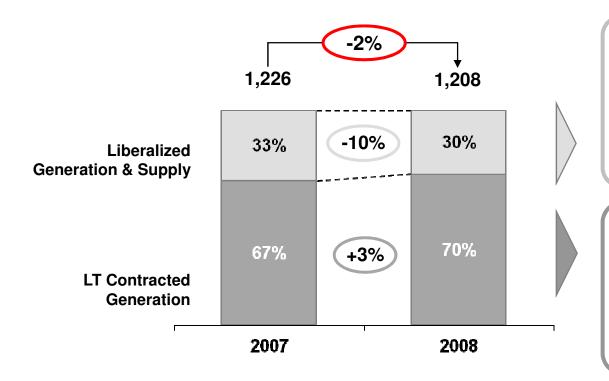
Low exposure to energy markets: PPA/CMECs, hedging in liberalized market

## Generation & Supply Iberia (38% of EBITDA)



#### **EBITDA Breakdown**

(€ million)



- Lower thermal spreads: electricity prices increased less than fuel costs
- Forward energy sales to clients & fuel procurement limited EBITDA decline
- 8.5% return on RAB, no volume or price risk, inflation updated
- Commissioning of Desox facilities; decommissioning of 165MW gasoil plant (Dec-07)

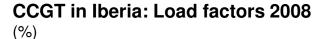
LT Contracted generation represented 70% of EBITDA in 2008

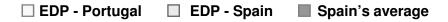
PPA/CMECs and hedging strategy provide stable and low risk returns

# Liberalised Generation & Supply Iberia Inversion of gas /coal in the marginal cost merit order

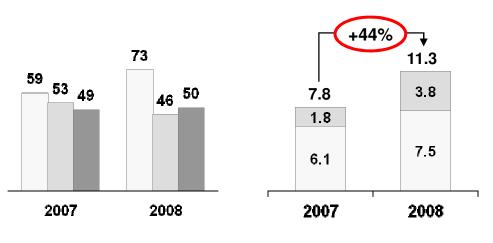
**Output (TWh)** 







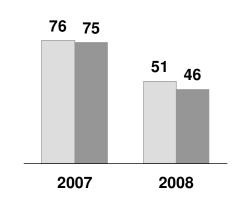
Load Factor (%)

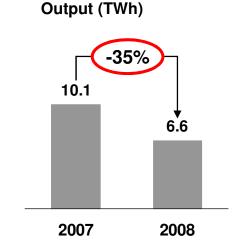


#### Coal in Iberia: Load factors and Output, 2007-08



Load Factor (%)





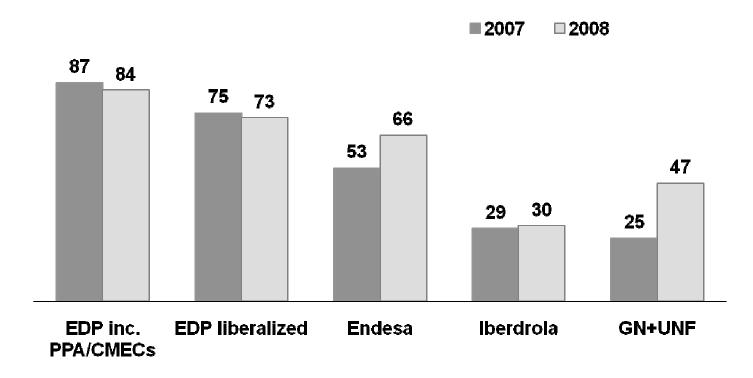
- Low reserve margin in Portugal: high load factor
- EDP CCGT installed capacity Iberia: +53% YoY
- EDP showed the highest avg. load factor in Iberia
- Realised CSS <sup>(1)</sup> (with hedging): €19 in 07, €14 in 08

- EDP's fleet more resilient than Spain's average
- Very low avg. dark spread in spot market in 2008
- Output very low in 2Q & 3Q, good recovery in 4Q
- Realised CDS <sup>(1)</sup> (with hedging): €26 in 07, €27 in 08

## Hedging on sales to final clients: lower exposure to pool



Conventional generation output sold to liberalized clients<sup>(1)</sup> in Iberian market (% total output)



Energy sales and fuel costs hedged 12 months ahead for c80% of expected output

Hedging strategy in liberalized activity + PPA/CMECs reduce EDP's risk in energy markets

(1) Or through PPA/CMEC

## 2008: Highlights in Energy Regulated Networks Iberia



#### EBITDA growth of +57%YoY to €939m

Slowdown of demand growth YoY in 2008: no material impact on financials

Positive impact on EBITDA from non-recurrent tariff recoveries in electricity distribution Portugal

Controllable operating costs: +3%YoY; Continued efficiency improvement

Regulatory receivables increased €1.0bn in the period, impact on cash flow, no impact on P&L

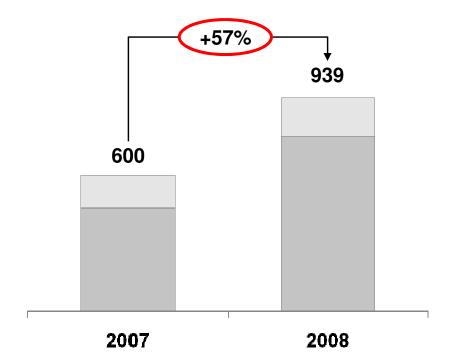
Stable revenue stream, focus on efficiency improvements

## Regulated Energy Networks Iberia (29% of EBITDA)



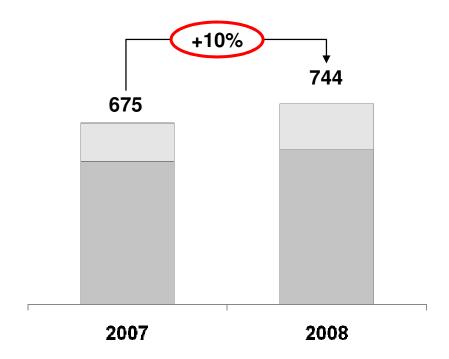


**■ Electricity ■ Gas** 



Adjusted EBITDA Breakdown (1) (€ million)

■ Electricity ■ Gas



Positive impact from previous years tariff recoveries

**Efficiency Improvement** 

## 2008: Highlights in Wind Power



#### EBITDA growth of +105% YoY to €438m

Gross installed capacity: +39% or +1,413 MW over year 2008 to 5,052 MW

Output +107% YoY - Load factors of 26% in Europe and 34% in USA - Premium quality assets

Average selling price in Spain: +29% to €101/MWh based on a €62/MWh average pool price (1)

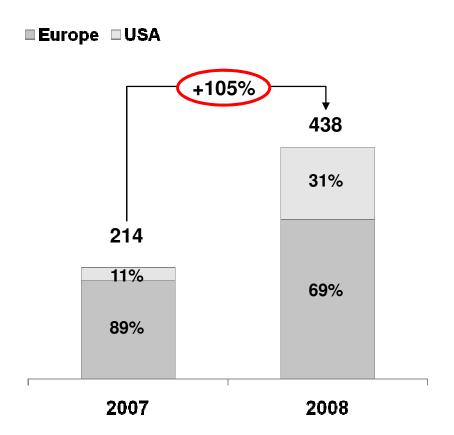
Capacity under construction by Dec-08: 769 MW

Increasing wind capacity: Stable revenues stream PPAs, fixed tariffs and market price + premium with cap & floor

#### Wind Power (14% of EBITDA)



**EDP Renováveis: EBITDA Breakdown** (€ million)



#### **EBITDA** growth supported on:

- 45% increase of EBITDA installed capacity (+ 1,370 MW to 4,400 MW);
- High load factors (Europe 26% and USA 34%);
- Increase of pool price in Spain (up 66% YoY);

## 2008: Highlights in Brazil



#### EBITDA decreased 4% YoY to €562m

Asset swap: Accounts since Sep-08 already include 73% of Lajeado, do not include Enersul

Distribution: Lower non-recurrent revenues from tariff receivables, growth of recurrent EBITDA

Generation: four months of increased stake in Lajeado, positive impact from high spot prices in 1Q08

Efficiency improvement: Opex/MWh distribution (Bandeirante+Escelsa) decreased 6% YoY

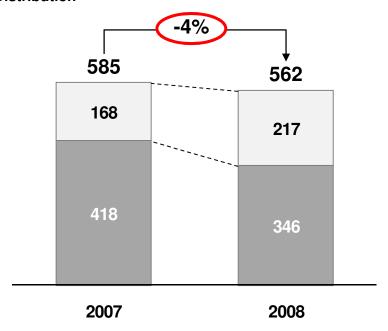
Stable regulated and contracted revenues, improvements on efficiency

#### **Brazil (18% of EBITDA)**



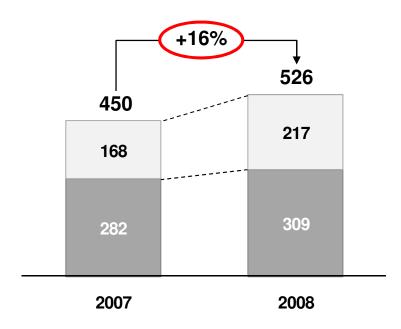
#### Reported EBITDA (€m)

- Generation & Supply\*
- Distribution



#### **EBITDA Adjusted (€m)**

- □ Generation & Supply\*
- Distribution



Lower regulatory receivables in distribution
Asset swap increases weight of generation
€2m impact from €/BRL 0.3% YoY appreciation

Efficiency improvements

Negative impact from new regulatory period

Higher avg. selling price in generation (PPA mix)

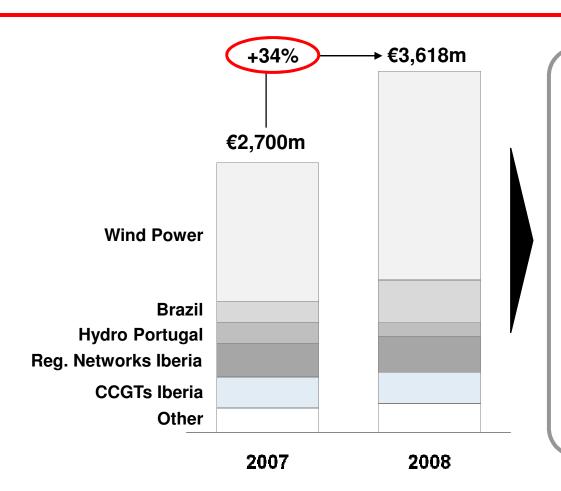




## **Consolidated Financials**

### **Consolidated Capex**





- Wind Power: +1,413 MW in 2008
   769 MW under construction by Dec-08
- Brazil: 360 MW@50% PPA coal plant started construction phase (Pecém)
- Hydro: 861 MW under construction;
   Payment of new hydro concessions
   (Alqueva and Foz Tua)
- CCGT: + 836 MW in 2008 and +1,286
   MW under construction (+862MW in Portugal)

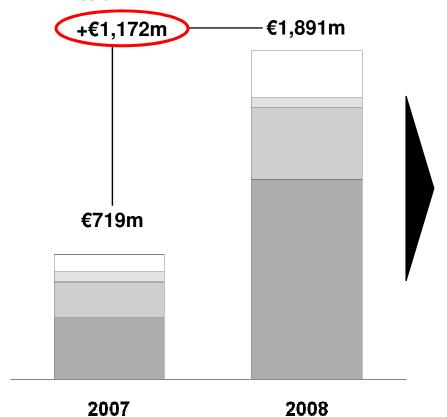
Total generation Installed capacity increased by 18% YoY to 18,419 MW 3,330 MW under construction by Dec-08

2008 Capex does not include €759m payment in Apr-08 for hydro concession extension

## **Regulatory Receivables**



- CMECs Portugal
- Brazil
- Spain
- Portugal Reg. Distrib. &Supply



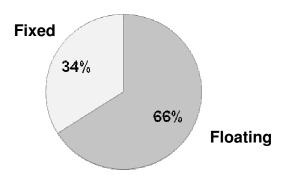
- Tariffs Portugal 2008: pool price assumed at €50/MWh vs. real cost of €76.5/MWh
- 2008: extremely dry year + fuel costs at record highs
- Tariff deficit 2008 in Portugal: abnormal and non-recurrent level

EDP supported €1.2bn additional regulatory receivables in 2008 to €1.9bn by Dec-08

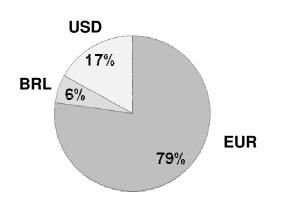
#### **EDP Consolidated Net Debt**



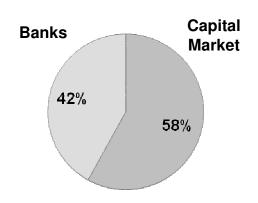
**Debt by Interest Rate** 



**Debt by Currency** 



#### **Debt by Source of Funds**



	2007	2008
Net Debt/EBITDA	4.4x	4.4x
Net Debt/EBITDA ex Reg.Receivables	4.2x	3.8x

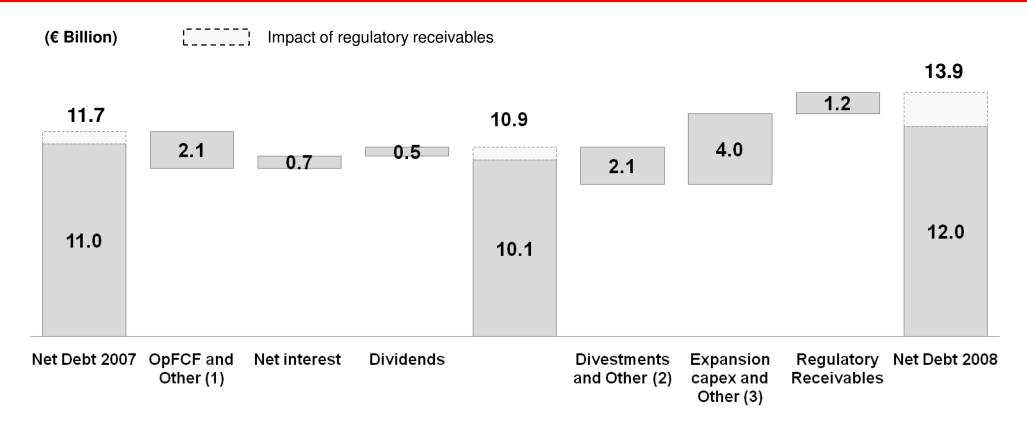
	Rating	Last Rating Action
Standard & Poors	A-/Stable/A2	03/07/2008
Moody's	A2/Neg/P1	19/10/2007
Fitch	A-/Stable/F2	06/02/2009

Consolidated Net debt of €13.9bn by Dec-08

€1.2bn (9%) is non-recourse to EDP SA (most of which Energias do Brasil net debt)

#### **EDP Consolidated Net Debt Evolution**





Excluding Regulatory Receivables, Net Debt increased by €1 bn

EDPR IPO supports funding of expansion Capex
Abnormal increase of regulatory receivables led to a higher net debt by Dec-08

## **EDP liquidity position Dec-08**



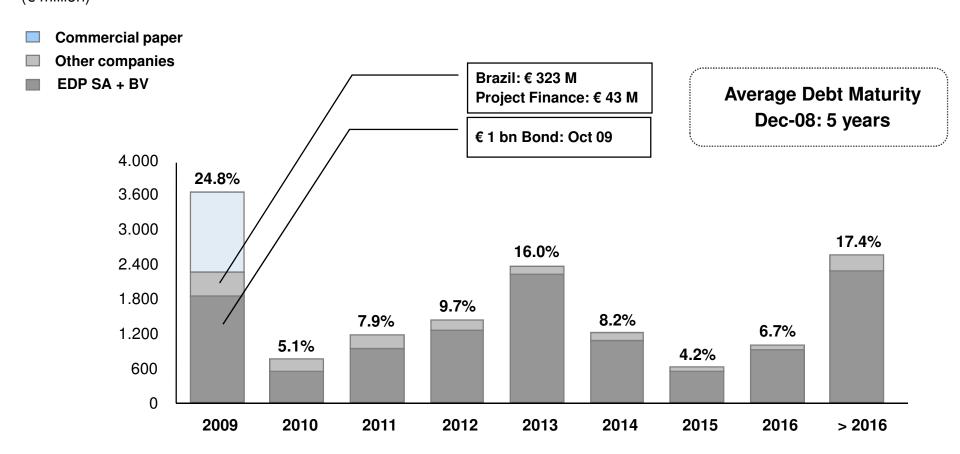
(€ million) Sources of liquidity (Dec-08)					
Instrument	Maximum Amount	Number of counterparties	Utilised	Available	Maturity
Revolving Credit Facility (US\$1.5bn)	1,078	22	1,031	47	02-07-2014
Revolving Credit Facility	1,300	21	730	570	27-07-2009
<b>Domestic Credit Lines</b>	187	5	-	187	Renewable
Underwritten CP Programmes	650	3	0	650	Renewable
Total Credit Lines	3,215		1,761	1,454	
Cash and Equivalents:				797	
Total Liquidity Available				2,251	

€2.3bn of cash and liquidity facilities available by Dec-08

### EDP consolidated debt maturity profile



EDP consolidated debt maturity profile (December 30, 2008) (€ million)



Balanced maturity profile of EDP consolidated debt

## Consolidated Net profit up by 20%



(€ million)	2007	2008	% Chg.
EBIT	1,560	1,931	24%
Net Interest Costs	(539)	(722)	-34%
Other Financial Income/(Costs) (1)	280	287	3%
Income Taxes	(281)	(284)	1%
Minority Interests	113	120	7%
Reported Net Profit	907	1,092	20%
Adjusted Net Profit	862	925	7%

- Net interest costs increased 34% YoY due the increase in average net debt
- Other Financial Costs in 2008 include total impairments of €287.5m <sup>(2)</sup> and capital gains of €482m <sup>(3)</sup> (capital gains of €269m in 2007.
- Increase of minority interests driven by IPO of EDPR and asset swap in Brazil.

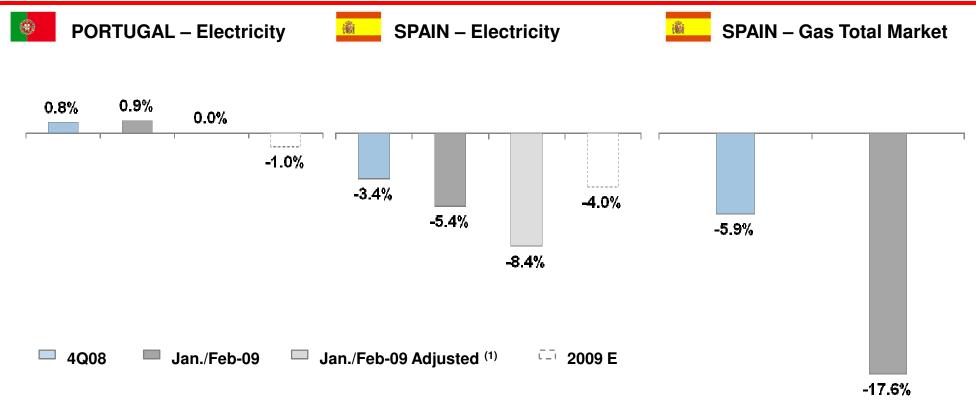




## **Prospects 2009**

### Demand: Recent decline was lower in Portugal than in Spain

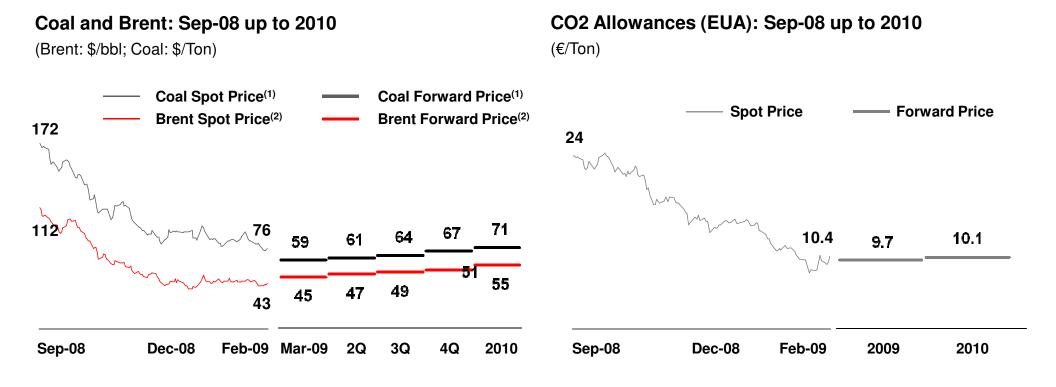




Demand destruction from industrial segment less significant in Portugal than in Spain Heavy equipments industry (Auto, steel, etc) with lower weight on Portuguese demand YoY contraction in construction sector more relevant in Spain

# Thermal generation costs: Significant reduction for 2009, prospect of slight rise for 2010



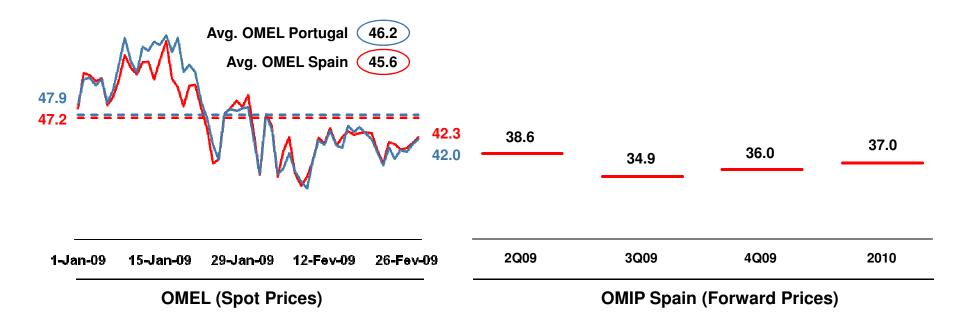


Decline of global energy demand drove thermal generation costs downwards

### **Electricity market Prices in MIBEL**



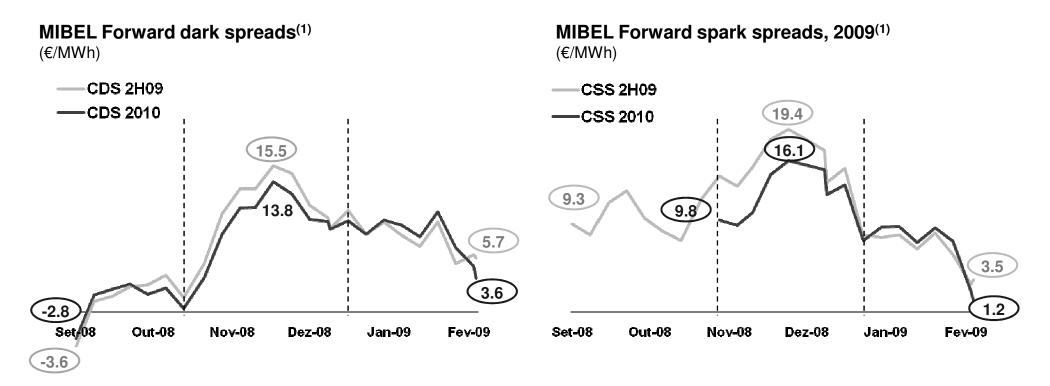




Increase of hydro output in Jan/Feb-09 (+128% YoY) although still below historical average Increase of wind installed capacity and output (+38% YoY)

## **Evolution of Theoretical Thermal Generation Spreads in MIBEL**





Forward spreads were at attractive levels in 4Q08, but fell significantly in Jan/Feb-09

### **Prospects of lower Inflation for 2009**





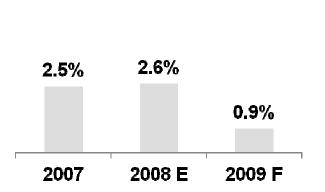
**PORTUGAL:** Inflation (1)

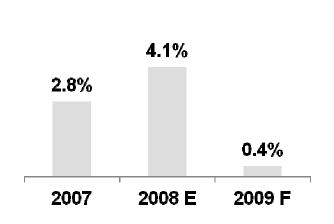


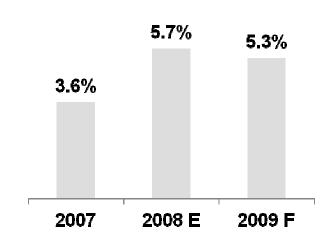
SPAIN: Inflation (1)



**BRASIL: Inflation** (1)



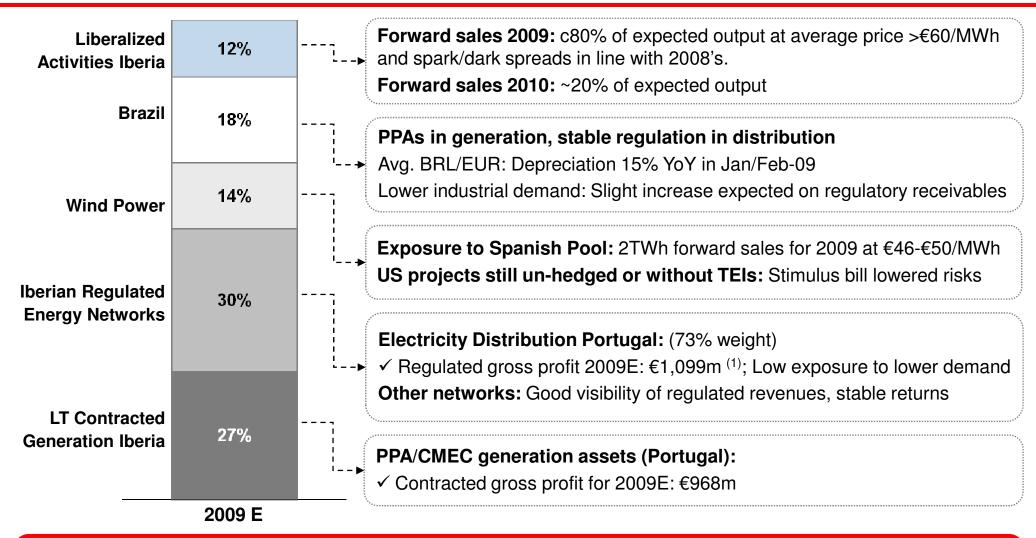




- Regulated revenues: lower inflation in 2009 would impact only 2010 regulated revenues
- Main activities impacted by inflation: PPA/CMECs, regulated networks, wind power feed-in tariffs
- Operating costs and capex: positive impact can be expected for 2009 and 2010
- Financial costs: Historical correlation between inflation and short term interest rates

## **Prospects for EBITDA: 2009**

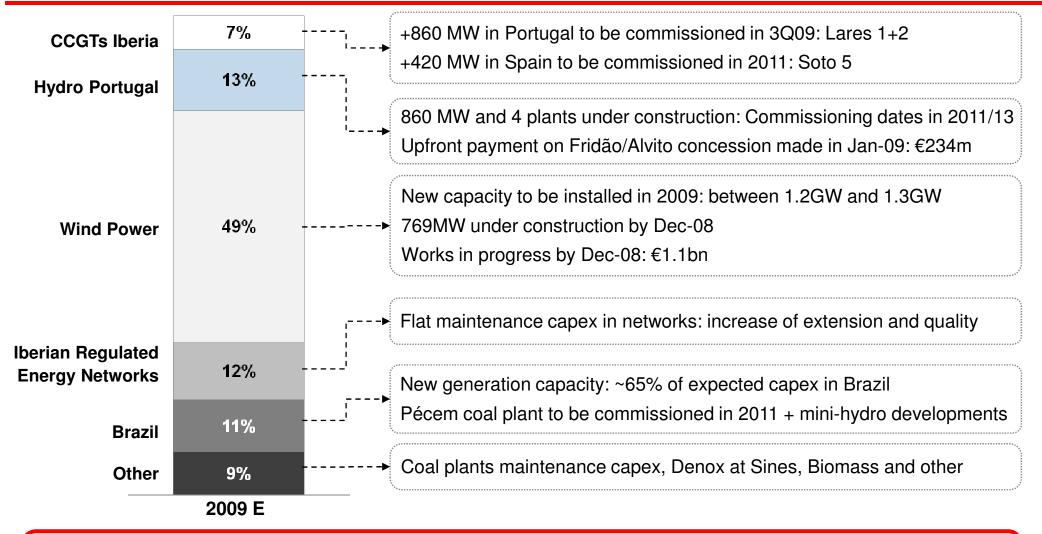




Good visibility on EBITDA given a relatively low sensitivity to economic cycle >85% of EBITDA with very low volume or price risk

### **Prospects for Capex: 2009**





Expected decline of capex vs. 2008, in line with average capex of €3.0bn for 2009-2012 Expected breakdown: 76 % expansion capex, 80% with low exposure to energy markets

## Prospects for 2009: Continuous focus on efficiency

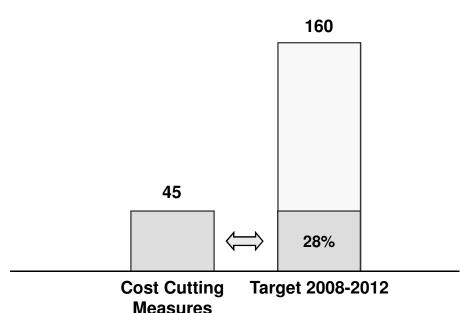


Opex reduction program - Annual cost reduction target of €160m between 2008 and 2012

**OPEX savings target\*** 

(€ million)

■ Measures taken in 2008



## Main efficiency improvements targeted for 2009:

- Further Integration of support services Portugal/Spain
- Optimization of O&M in generation & distribution
- · Procurement of goods and services
- Consultancy services
- Reduction of billing and invoicing costs
- Control systems over bad credits

Recurrent control over expenses and operating processes – Sustained efficiency improvement

<sup>\*</sup> Excludes impact from inflation update and expansion of business activity

## **Prospects for 2009: Regulatory Receivables**



Tariff Deficit
Portugal



2007 and 2008 tariff deficit: already securitized in Mar-09

Tariffs Portugal 2009: pool price assumed at €70/MWh vs. current €45/MWh level

Marginal tariff surplus possible in 2009, not enough to compensate 2008 deficit

Tariff Deficit
Spain



Pre 2009: €0.4bn securitization depending on negotiations with government 2009 E: additional €0.2m expected to be attributable to HC Energia

Positive prospects in terms of evolution of consolidated regulatory receivables over 2009

### First Quarter 2009 Financing



#### €1bn 5 Year Bond – Feb-09:

- Extremely strong appetite: books achieved more than €8bn
- Books were very strong (70% from real money) and extremely well diversified: Germany (25%), Iberia (20%), France and UK (16% each) and Benelux (11%)

#### €1.5bn 3 Year Revolving Credit Facility – Mar-09:

- EDP signed a new 3-year RCF, replacing the RCF due in Jun-09
- Club deal with 19 national and international banks with good credit standing
- Very strong sign of commitment of major banks towards EDP

#### €1.2bn sale of Tariff Deficit - Mar-09:

- Challenging transaction due to nature and size of asset, concluded in record time: 4 months after announcement in November's Investor Day
- Expected to achieve AAA rating from Moodys
- Privately placed with group of National banks

### EDP major sources and uses of funds for 2009 and 2010



#### **Sources of Funds**

Total liquidity available Dec-08: €2.3bn

• 5Y Bond issued in Feb-09: €1.0bn

Tariff deficit monetization in Mar-09: €1.2bn

Loan signed with EIB in Feb-09: €0.15bn

Increase of available RCF in Mar-09: €0.3bn

#### **Use of Funds**

Refinancing needs in credit market:

Bond issue maturating in Oct-09 €1.0bn

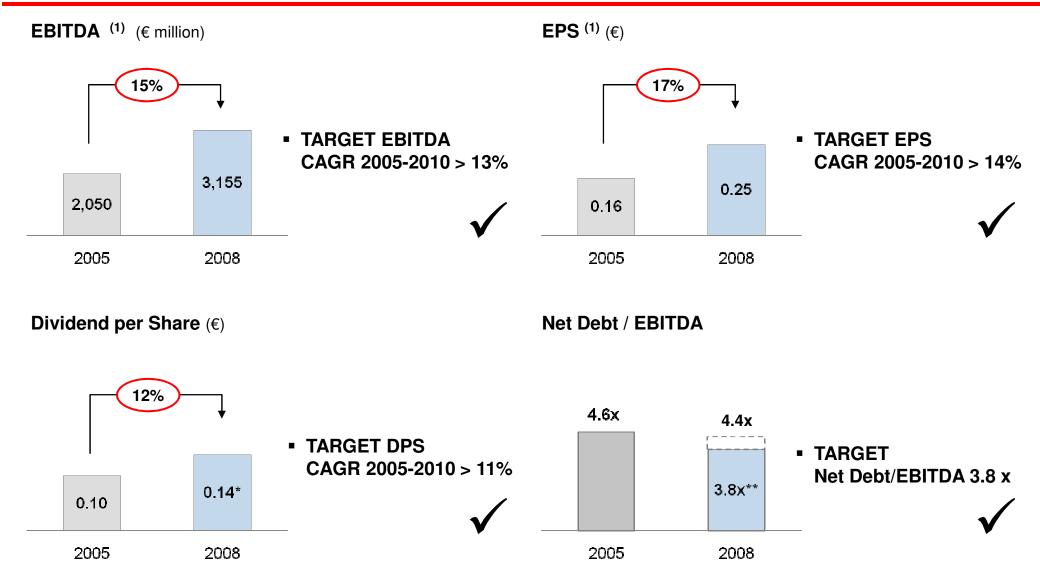
Bond issue maturating in Jun-10 €0.5bn

Comfortable liquidity position

EDP has €5 bn available in cash positions and credit lines

### In summary: Delivery of targets committed for 2006-2008...





### ...and good visibility for 2009





## Stable, low-risk returns



- ~85% EBITDA with low sensitivity to economic cycle
- Hedging strategy in liberalized activities
- Demand destruction lower in Portugal than in rest of Europe
- Tariff deficits: no material amount expected in 2009



## Selective investment criteria

#### Clear room for value creation in investments committed:

- New Wind: Stimulus bills improved visibility on US returns
- New CCGTs: +860MW in Portugal, low reserve margin, low capex/MW
- New Hydro Portugal: Scarce assets, attractive IRRs even at current prices
- PPA generation in Brazil (Pecém): Low risk and an attractive expected return



## Balanced financial structure

#### Efficient match between capital structure / business risk profile

- Comfortable liquidity position: €5bn available in cash position, credit lines
- Diminishing cost of debt in 2009 on Euribor: 66% of net debt at floating rate



#### **IR Contacts**

Miguel Viana, Head of IR Sónia Pimpão Elisabete Ferreira Ricardo Nuno Farinha Noélia Rocha

E-mail: ir@edp.pt

Phone: +351 210012834 Fax: +351 210012899

#### **Visit EDP Website**

Site: www.edp.pt

**Link Results & Presentations:** 

http://www.edp.pt/EDPI/Internet/EN/Group/Investors

/Publications/default.htm

#### **Next Events**

EEI Conference: March 16th-17th, 2009

1Q09 Results: May, 5th 2009