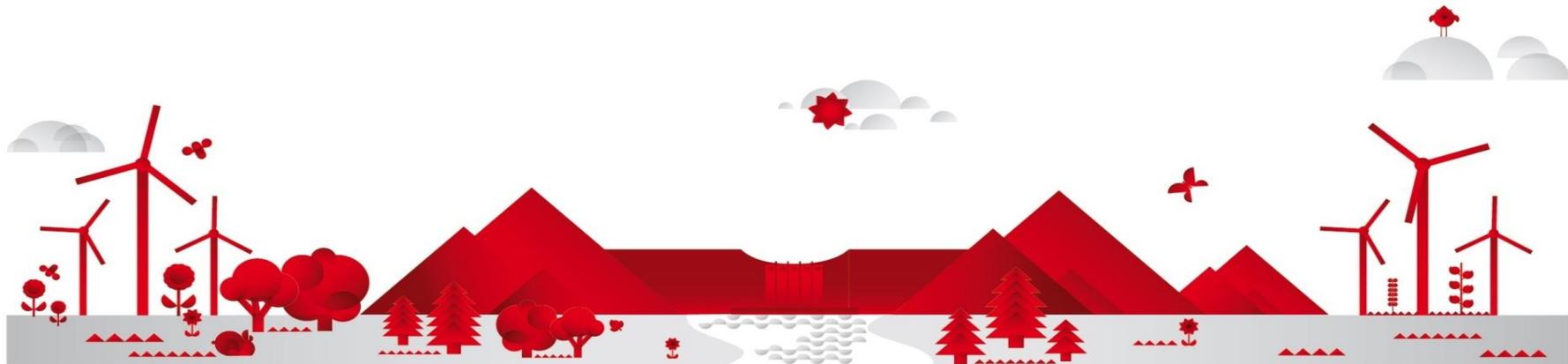




# Results Presentation 1Q18

Lisbon, May 11<sup>th</sup>, 2018



MEMBER OF  
**Dow Jones  
Sustainability Indices**  
In Collaboration with RobecoSAM

## **Recurring<sup>(1)</sup> EBITDA -4% YoY to €911m**

Renewables and Brazil underlying growth offset by forex (-6%) and regulatory changes in Portugal (-€66m YoY)

## **+0.6GW YoY additions of wind and solar capacity; renewables reach 74% of total generation capacity**

Opex ex-forex +1% YoY (vs. avg. capacity +4% and # customers +1%)

## **Net debt down to €13.8bn by Mar-18 (avg. net debt down 15% YoY); Adjusted Net Debt/EBITDA 3.8x**

**Net interest costs -16% YoY** (avg. cost of debt -50bps from 4.3% to 3.8%)

## **Net Profit at €166m, -12% excluding gas networks**

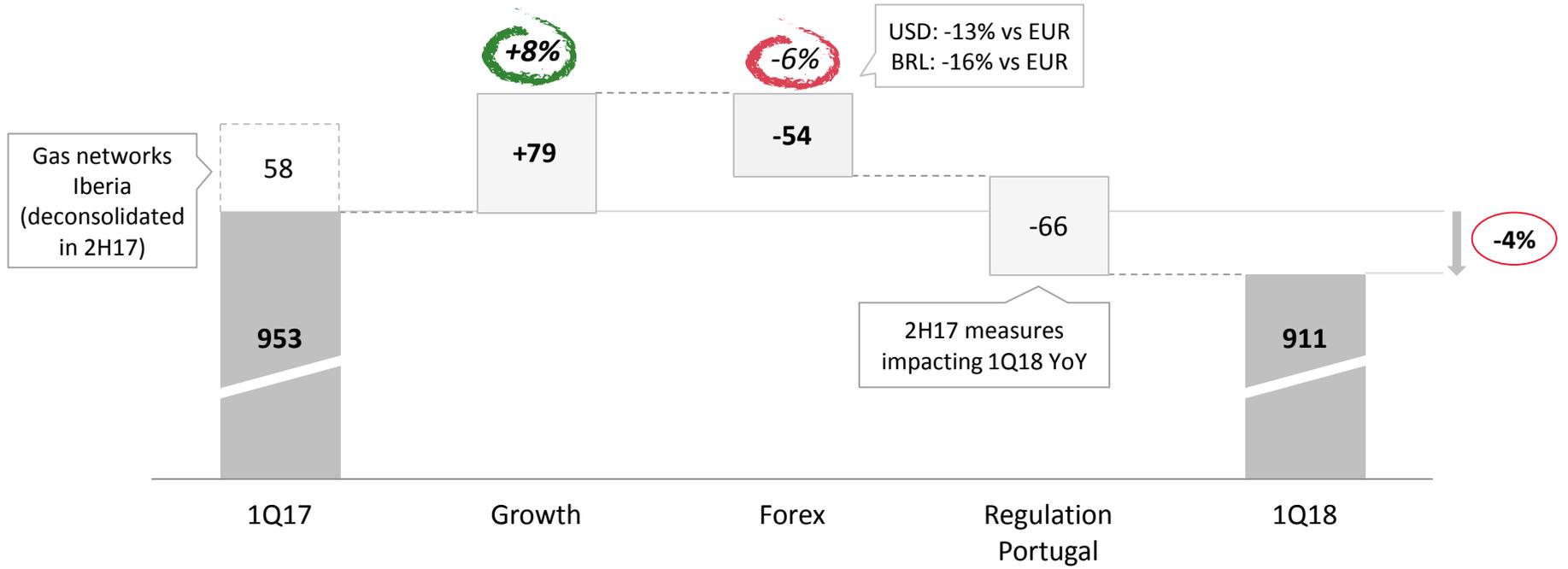
**Recurring<sup>(2)</sup> Net Profit -5% YoY to €245m**

2017 dividend payment approved at April 5<sup>th</sup> AGM

**€0.19 per share fully paid in cash on May 2<sup>nd</sup> (6.4%<sup>(3)</sup> dividend yield)**

# Recurring EBITDA -4%, as the 8% underlying growth, mostly driven by renewables and Brazil, was eroded by forex and regulation in Portugal

Recurring EBITDA<sup>(1)</sup>  
(€ million)



(1) 1Q17 on a proforma base excluding gas networks (discontinued operations); 1Q18 adjusted for -€18m from lower CMEC Final Adjustment (relative to 2H17)

# Recurring EBITDA ex-forex +1%, penalised by regulation in Portugal

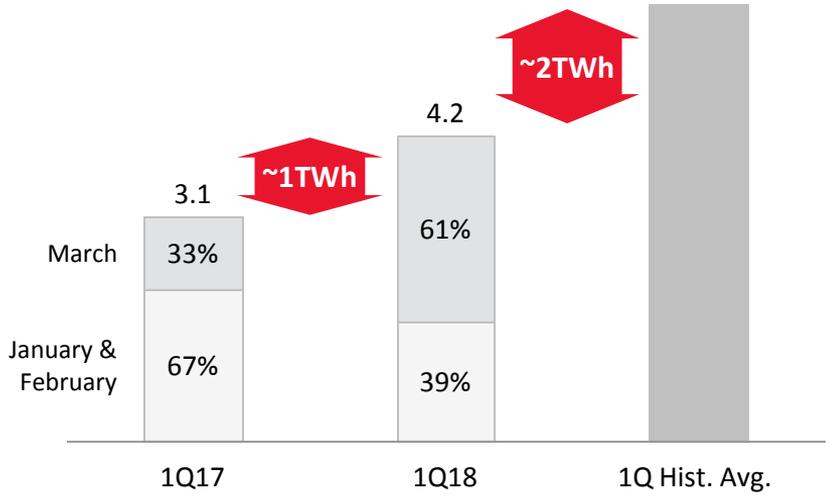
1Q18 Weight in Recurring EBITDA <sup>(1)</sup>	Recurring EBITDA growth ex-forex	Key highlights:
<b>42%</b> <b>EDPR</b>	<b>+8%</b> <i>(+2% in Euros)</i>	<ul style="list-style-type: none"> <li>Avg. installed capacity: +7% (mostly US and Brazil)</li> </ul>
<b>28%</b> <b>Portugal G&amp;S + Distr.<sup>(2)</sup></b>	<b>-29%</b>	<ul style="list-style-type: none"> <li>Generation: lower CMEC revenues (final adjustment -€6m); higher clawback/coal levy (-€17m)</li> <li>Distribution: lower regulatory revenues (-€43m), despite +4% in energy demand in Portugal</li> </ul>
<b>18%</b> <b>EDP Brasil</b>	<b>+18%</b> <i>(-1% in Euros)</i>	<ul style="list-style-type: none"> <li>Integrated hedging strategy in energy markets</li> <li>Operational efficiency: Lower losses in distribution; higher availability in generation</li> </ul>
<b>13%</b> <b>Spain G&amp;S + Distr.</b>	<b>+24%</b>	<ul style="list-style-type: none"> <li>Improved integrated margin in Generation &amp; Supply on better market conditions</li> </ul>
	<b>+1%</b> <i>(-4% in Euros)</i>	

(1) Adjusted for -€18m from lower CMEC Final Adjustment (relative to 2H17); (2) Excludes gas networks sold in 2H17

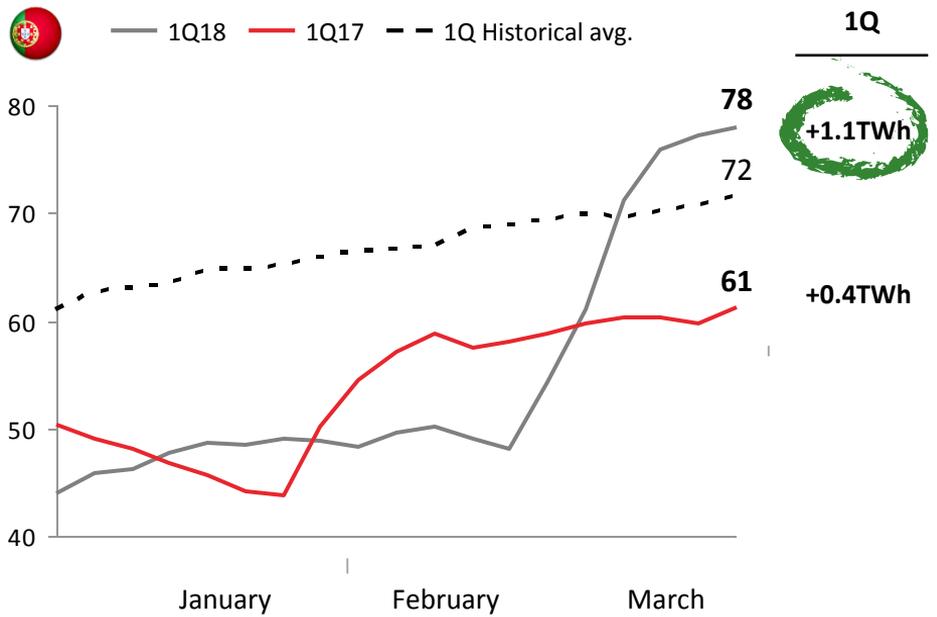
# Recovery of hydro resources enhanced production and the replenishment of reservoirs slightly above historical avg.



EDP Hydro production in Iberia<sup>(1)</sup>: (TWh)



Evolution of hydro reservoirs in Portugal<sup>(2)</sup>: (%)



**Hydro production in 1Q18 +1TWh YoY but still -2TWh vs. historical average**

(1) Hydro production including pumping; (2) Source: REN

# Sound performance on operating costs across all divisions

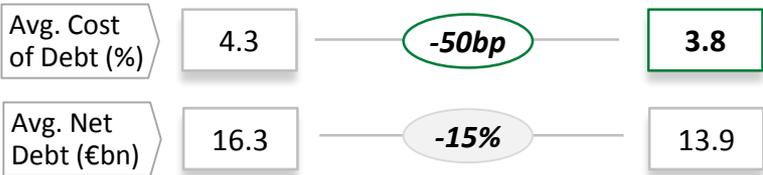
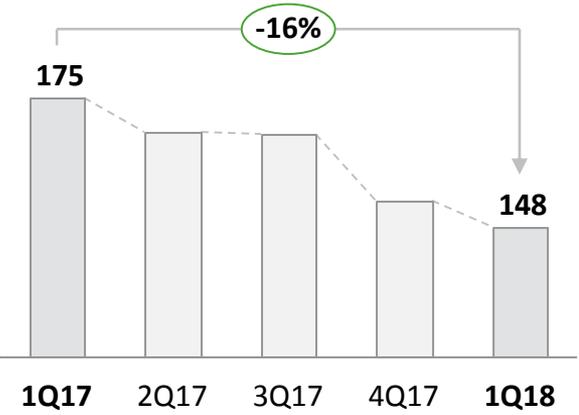
○ Weight on Opex

Business area	Indicator	YoY Change	Main drivers
<b>55%</b> Iberia	Opex <sup>(1)</sup>	<b>-1%</b>	<ul style="list-style-type: none"> <li>Avg. MW: +3%; # customers: +1%</li> <li>Inflation Portugal +0.8%<sup>(2)</sup></li> </ul>
<b>27%</b> EDPR	Adj. Core Opex/MW <sup>(3)</sup>	<b>-1%</b>	<ul style="list-style-type: none"> <li>Avg. installed capacity: +7%</li> </ul>
<b>17%</b> EDP Brasil	Opex in BRL	<b>-3%</b>	<ul style="list-style-type: none"> <li>Avg. Inflation 1Q18: +2.8%<sup>(4)</sup></li> </ul>

(1) Proforma excluding gas networks in 1Q17; (2) Avg. IPC 1Q17 vs. 1Q18; (3) Adjusted by forex, one-offs and offshore costs cross-charged to projects' SPVs; (4) Avg. IPCA 1Q18 vs. 1Q17

# Steady decline in net interest costs backed by 50bp reduction in avg. interest rate and lower avg. net debt

**Net Interest Cost**  
(€ million)



**Marginal Cost of Debt**  
(%)

○ Currency weight on nominal financial debt

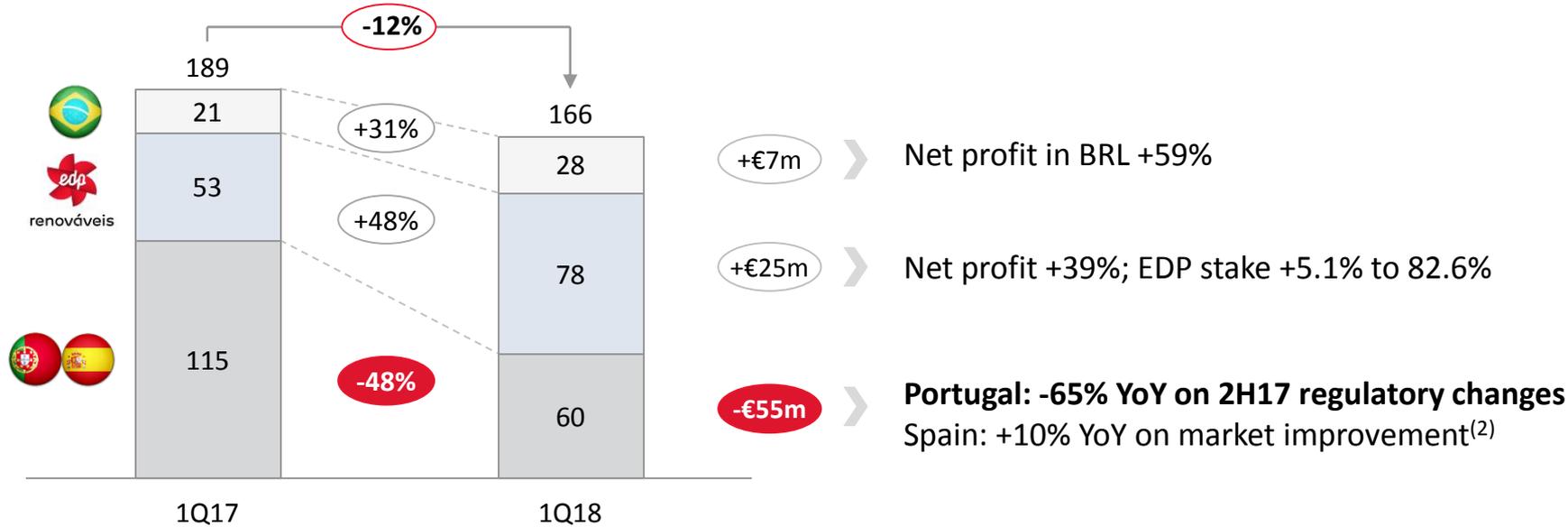
	Mar-17	Mar-18	YoY
<b>67%</b> EURO EDP 5Y Bond Yield	1.2%	0.8%	-40bp
<b>21%</b> USD EDP 5Y Bond Yield	3.3%	3.7%	+40bp
<b>9%</b> BRL CDI Avg. Rate	13.4%	6.6%	-620bp
<b>100%</b> EDP Marginal cost of debt <sup>(2)</sup>	2.6%	1.9%	-70bp

(1) EDP 4Y Bond Yield; (2) Based on EDP 5Y bond yield in EUR and USD, and CDI as at 31-Mar-17 and 31-Mar-18 multiplied by the proportion of nominal debt denominated in EUR, USD and BRL, respectively

# Net profit -12%, as growth from renewables, Brazil and Iberian free market was eroded by regulatory changes in Portugal

Net Profit 1Q18<sup>(1)</sup>  
(€bn)

Chg. €m YoY<sup>(1)</sup>



(1) On a proforma base excluding gas networks (discontinued operations) in 1Q17; (2) Excluding tax items in 1Q17 and recoveries from prior years in 1Q18

# Renewables: reinforced visibility on growth preserving attractive returns

1.0GW<sup>(1)</sup> under construction | Mar-18

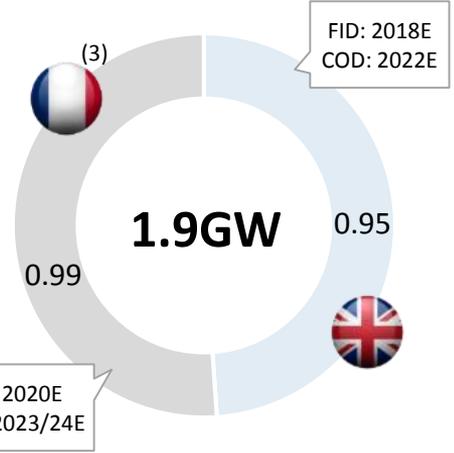
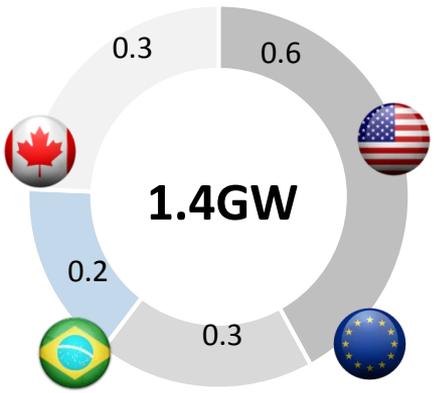
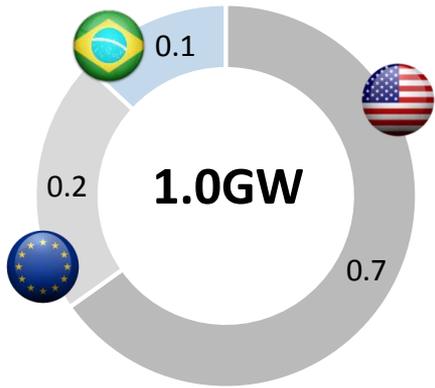
1.4GW secured PPAs/FIT post 2018

Wind offshore projects

1Q18  
main  
events



On track to 2H18E FID in UK  
+20% sell down<sup>(2)</sup>



**Recovery of PPAs market in US (post tax reform clarification), wind off-shore projects advancing well**

(1) Of which 0.2GW with expected COD in 2019 (also included in 1.2GW of secured PPAs/FIT post 2018); (2) Additional pre agreement for further 13% stake; current EDPR stake in the project is 56.7%; (3) EDPR stake in the project is 43%



## São Manoel Hydro Plant

(700MW | 33%)

- Delivery ahead of schedule (1<sup>st</sup> turbine 4 months ahead of PPA start-date)
- Revision of contracted volumes improves economics and reduces GSF risk



## Greenfield Transmission Lines

- Construction of L24/2016 transmission line: 17 months ahead of schedule
- Ongoing negotiations on funding expected to bring additional value creation



## Celesc

- Total investment of R\$0.3bn for 19.6% stake (implicit EV/RAB 0.8x), 3 seats on the board
- Ongoing HR restructuring plan: expected net savings of ~\$R130m over next 5 years<sup>(1)</sup>



## Solar PV Distributed Generation

- ~11MWp under development (~\$R100m total investment)

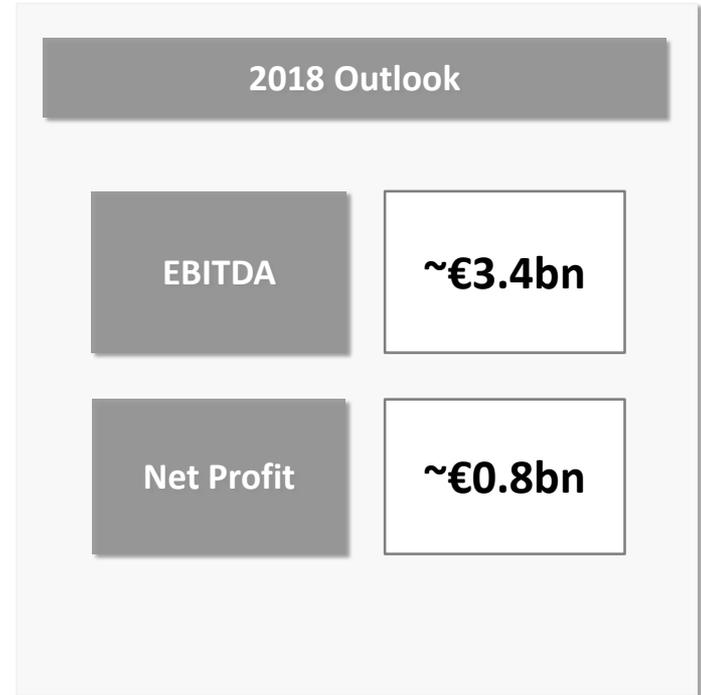
**Leveraging on track record of projects' delivery on time/at cost**

# Maintenance of 2018 Outlook assuming hydro normalisation for rest of the year and recent regulatory changes in Portugal

## EBITDA drivers for 2018E

<b>Iberia</b>	<ul style="list-style-type: none"> <li> <b>Growth of hydro volumes and electricity demand</b></li> <li> Lower regulated revenues in distribution; higher clawback</li> <li> <b>Efficiency improvements</b></li> </ul>
<b>EDPR</b>	<ul style="list-style-type: none"> <li> <b>Wind capacity additions:</b> Mostly US and Brazil</li> </ul>
<b>EDP Brasil</b>	<ul style="list-style-type: none"> <li> Growth in local currency</li> </ul>
<b>Interest costs</b>	<ul style="list-style-type: none"> <li> Lower avg. cost of debt; lower avg. net debt</li> </ul>

 Negative Forex impact



**Capital market day 2018: update of medium term targets to be presented after the summer**  
**Maintain strong focus on value creation and shareholder return**



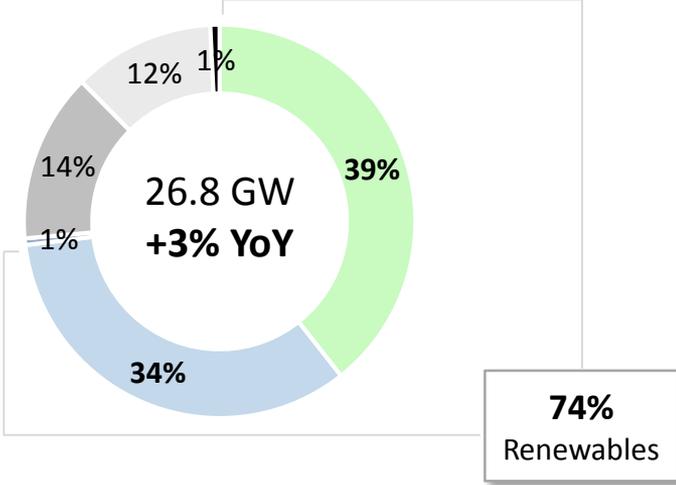
# Results Analysis

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# EDP generation portfolio: >70% in renewable energies

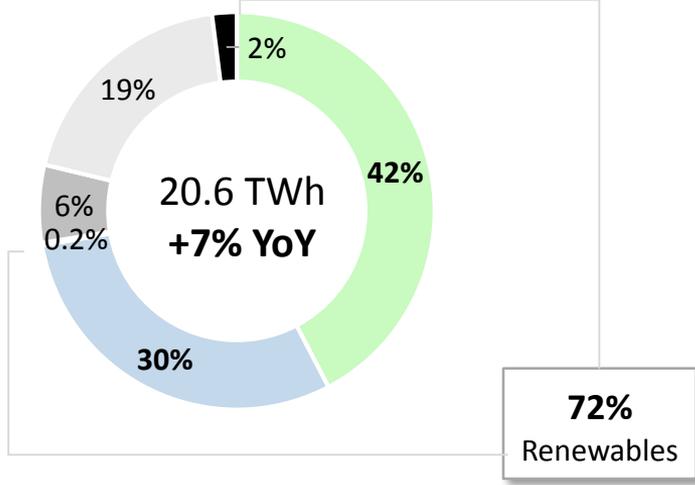
**Installed capacity breakdown by technology: Mar-18**  
(GW, YoY Chg.)

Wind Hydro Solar CCGT Coal Other(1)



**Electricity production breakdown by technology 1Q18**  
(TWh, YoY Chg.)

Wind Hydro Solar CCGT Coal Other



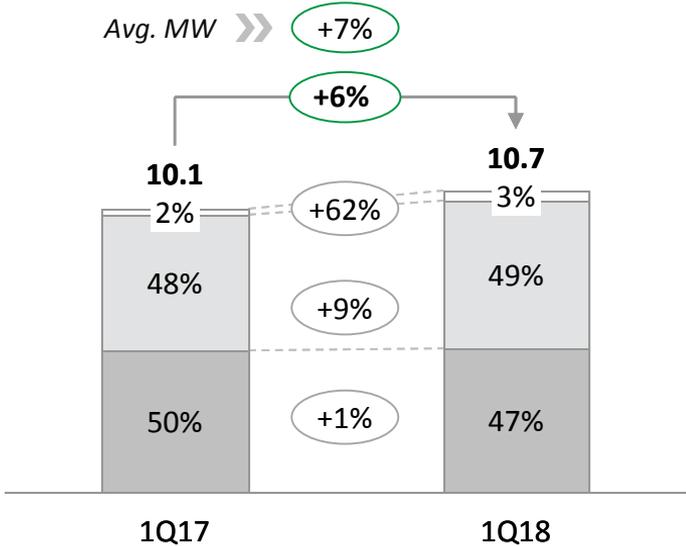
**Installed Capacity +3% YoY: +0.6GW in wind & solar, +0.2GW in hydro**  
**Electricity production: +41% in hydro (+36% in Iberia); +13% in wind**

(1) Others include thermal special regime (cogeneration, biomass) and nuclear

# EDP Renováveis (42% EBITDA)

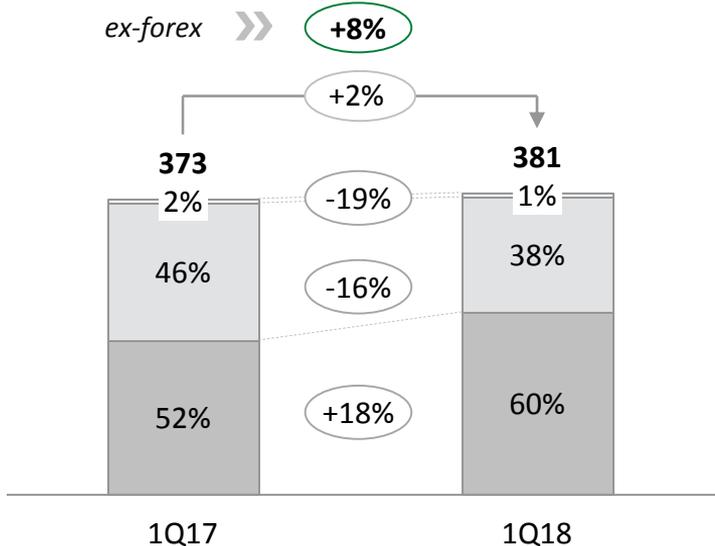
## Installed Capacity (GW)

■ Europe ■ North America □ Brazil



## EDPR EBITDA (€m)

■ Europe <sup>(1)</sup> ■ North America □ Brazil

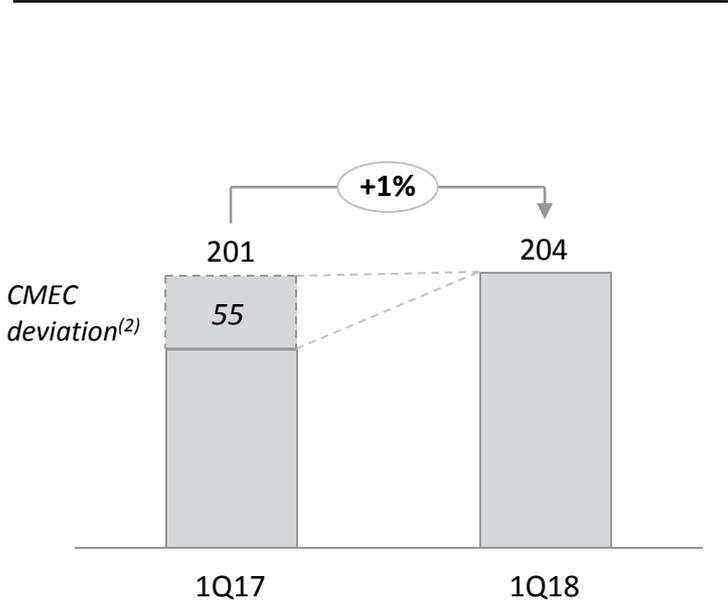


**Good wind resources (5% above P50) offset by -5% avg. selling price (ex-forex) and PTCs 10Y term in US**

(1) Includes others

# Generation and Supply Iberia (23% EBITDA)

## Recurring EBITDA Generation & Supply Iberia <sup>(1)</sup> (€m)



	1Q17	1Q18	YoY
<b>Avg. selling price to customers</b> (€/MWh)	65	66	+2%
<b>Hydro weight</b> (%)	33%	48%	+15pp
<b>Avg. fuel cost (gen. mix)<sup>(3)</sup></b> (€/MWh)	30	25	-17%
<b>Regulatory costs</b> (€m)	43	58	+34%
<b>CMEC deviation revenues</b> (€m)	55	5 <sup>(4)</sup>	-91%

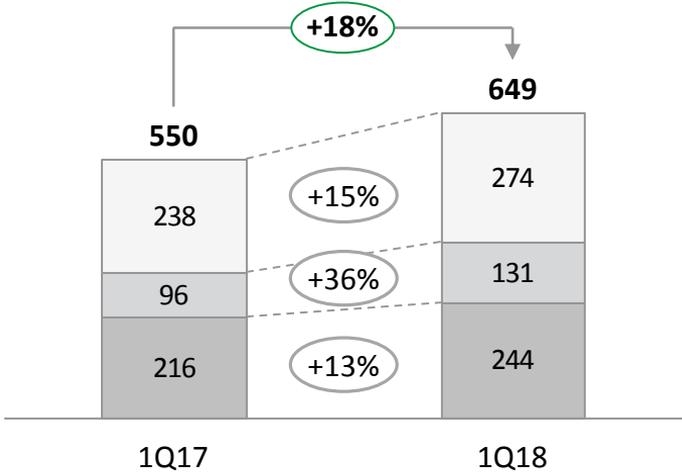
**Improved integrated margin in liberalized market eroded by adverse regulatory changes in Portugal**

(1) 1Q18 adjusted for -€18m from lower CMEC Final Adjustment (relative to 2H17); (2) €108m in FY2017; (3) Includes coal, gas, CO2, pumping and other associated costs; (4) Adjustments from prior years

# EDP Brasil (18% EBITDA)

## EDP Brasil EBITDA (R\$m)

Distribution
  Pecém I
  Hydro Gen., Supply & Other



	Mar-17	Mar-18	YoY
<b>Pecém availability</b> (%)	94%	98%	<b>+4bp</b>
<b>Distribution grid losses<sup>(1)</sup></b> (%)			
Espírito Santo	13.1%	11.9%	<b>-1.2pp</b>
São Paulo	9.6%	8.9%	<b>-0.7pp</b>

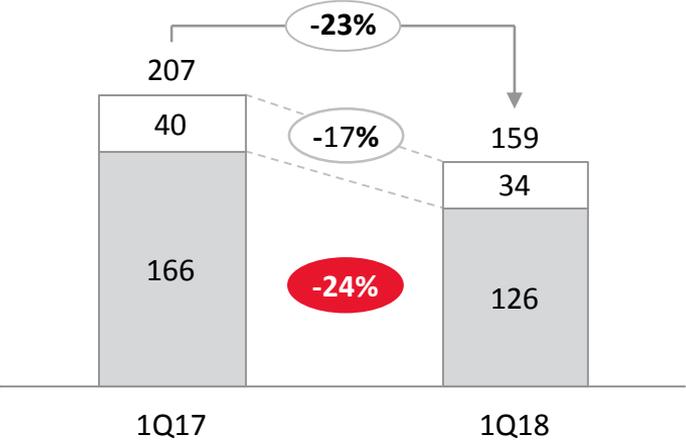
**Positive results from Integrated management of contracted/uncontracted volumes**  
**Operational efficiency improvements: Higher availability in Pecém, lower grid losses in Discos**

(1) Non-technical losses in LV

# Regulated Energy Networks Iberia (17% EBITDA)

## Pro-forma<sup>(1)</sup> EBITDA – Regulated networks (€m)

Electricity Spain   Electricity Portugal



	1Q18	YoY
Regulated revenues (€m)	272	-14%
Return on RAB (%)	5.45%	-137bp
OPEX (€m)	84	-7%
Electricity distributed (TWh)	12	+4%

**Cut on regulatory revenues in Portugal (-€44m YoY) greater than efficiency gains and volumes growth**

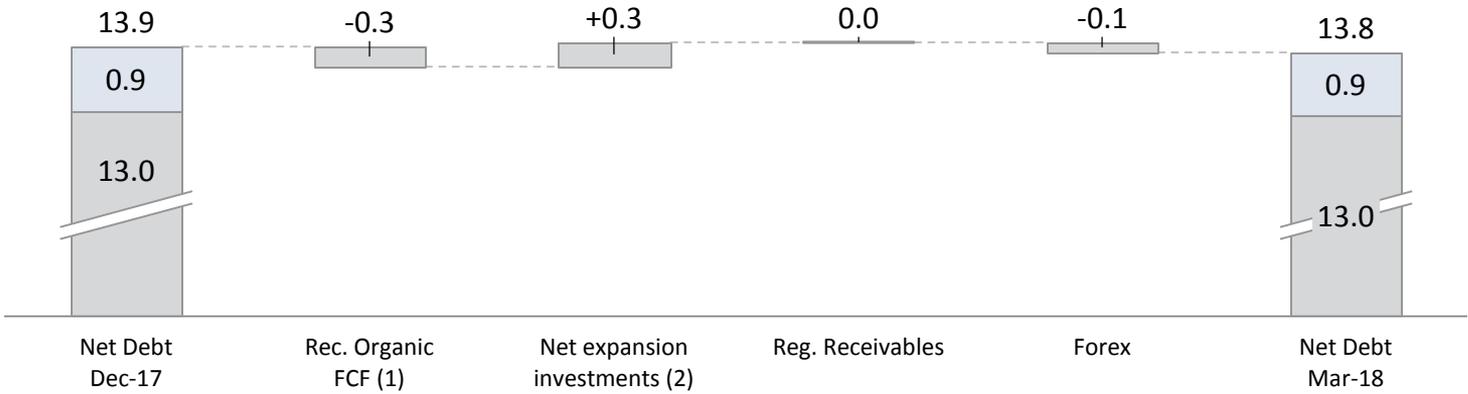
(1) In 1Q17, excludes €58m of EBITDA from gas distribution in Iberia

# Net debt -€0.1bn to €13.8bn

## Change in Net Debt: Mar-18 vs. Dec-17

(€bn)

Regulatory Receivables Net debt excluding reg. receivables



1Q17 (€bn)

-0.4 +0.6 -0.3 0.0

Adj. Net Debt /EBITDA (x)<sup>3</sup>

3.7 3.8

**€0.3bn Organic free cash flow offset by net expansion investments, €0.1bn positive forex impact**

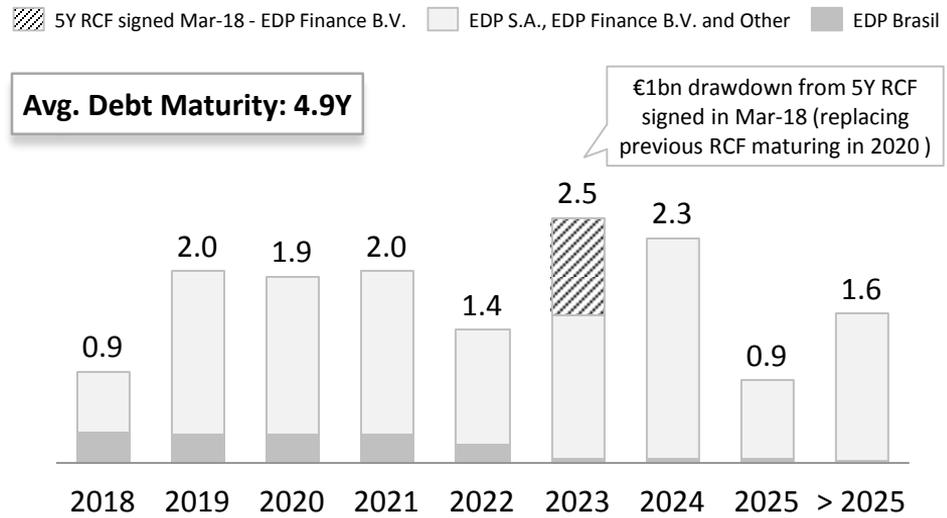
(1) EBITDA - Maintenance capex - Interest paid - Income taxes + Chg. in work. capital excluding regulatory receivables; (2) Expansion capex, Net financial investments (incl. shareholder loans transferred in asset rotation deals), TEI proceeds, Chg. in work. capital from equip. suppliers; acquisitions and disposals; and changes in consolidation perimeter. (3) Net Debt ex-Reg Receivables and last 12 months trailing recurring EBITDA

# Extension of avg. debt maturity to ~5 years

## Financial liquidity as of Mar-18 (€bn)

<b>Cash &amp; Equivalents:</b>	<b>€1.3bn</b>
<b>Available Credit Lines:</b>	<b>€4.9bn</b>
Revolving Credit Facility (RCF) maturing Mar-23	€3.3bn
Other RCF's and Credit Lines	€1.6bn
<b>Total Liquidity</b>	<b>€6.3bn</b>

## EDP consolidated debt maturity profile as of Mar-18 (€bn)



**1Q18 main events**

**€2.24bn 5Y RCF (extendable up to 2Y)**

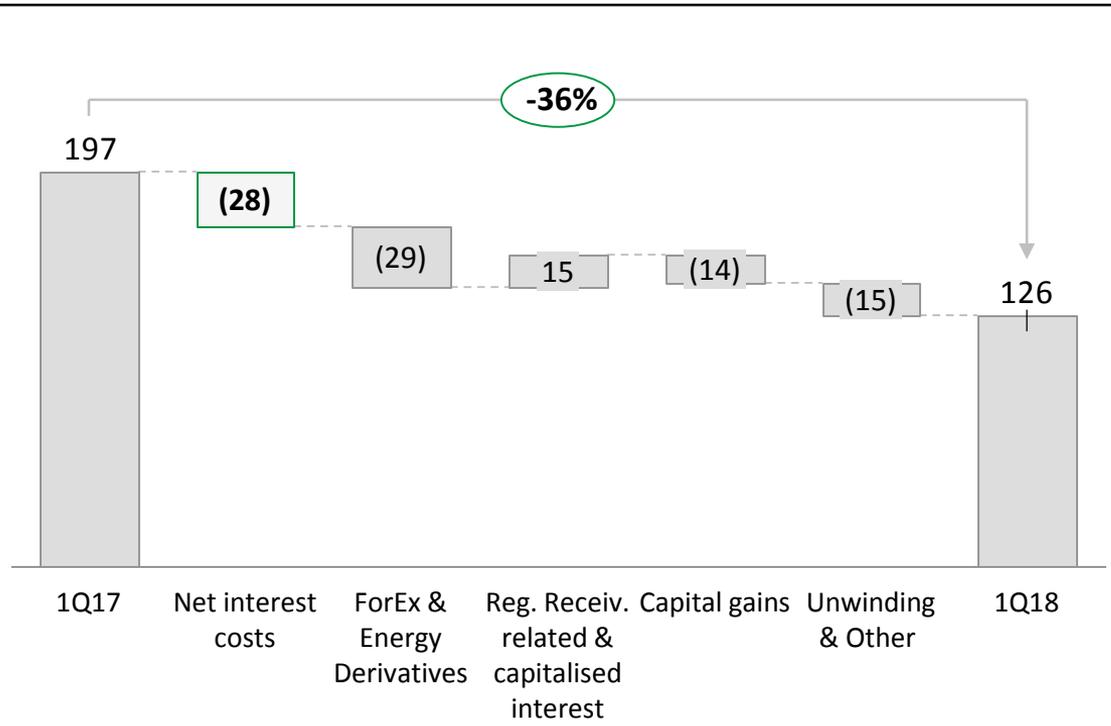
**€0.25bn of tariff deficit sales**

**€6.3bn available liquidity by Mar-18 covers refinancing needs beyond 2020**

# 36% decline in net financial costs backed by 16% decrease of interest costs and forex



**Net Financial Costs <sup>(1)</sup>: 1Q18 vs. 1Q17**  
(€m)

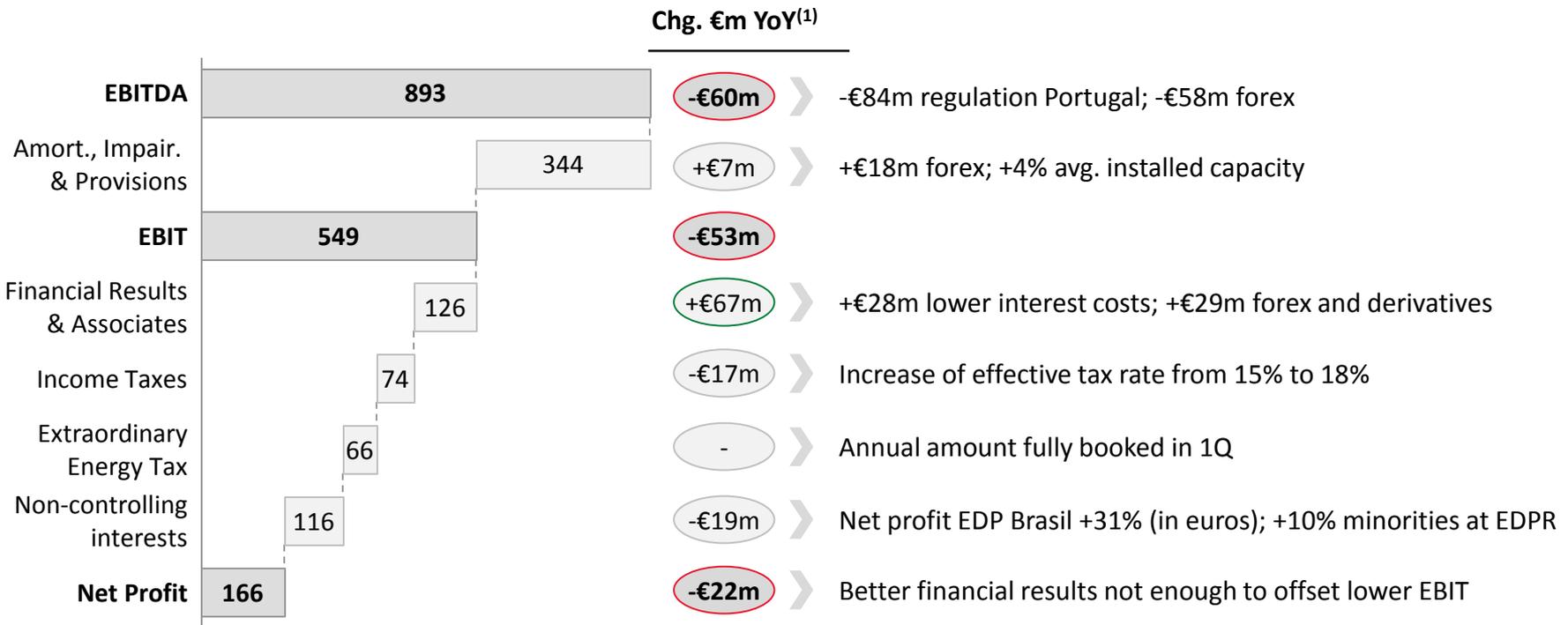


- **Net interest costs:** -16% YoY
- **Lower revenues from regulatory receivables** due to lower interest rates
- **Forex & energy derivatives:** (€25m in 1Q18, including derivatives in energy markets, vs. -€5m in 1Q17)
- **Capital gain:** +€15m in 1Q18 on sale of 20% stake in UK wind offshore project
- **Unwinding:** positive impact from USD devaluation on TEI costs in US

(1) Includes results from associates

# Net Profit at €166m in 1Q18, as better results from EDPR, EDP Brasil and market operations Iberia were eroded by regulation in Portugal

1Q18 EBITDA to Net Profit <sup>(1)</sup>  
(€m)



(1) YoY changes excluding gas distribution Iberia in 1Q17 (proforma)



## Visit EDP Website

Site: [www.edp.com](http://www.edp.com)

Link Results & Presentations:

[www.edp.com/en/investors/investor-information/results](http://www.edp.com/en/investors/investor-information/results)

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## Next Events

May 16<sup>th</sup>-17<sup>th</sup>: London Roadshow (Kepler Cheuvreux)

Jun 5<sup>th</sup>-6<sup>th</sup>: Credit Suisse Conference (London)