



# 9M19 RESULTS PRESENTATION

*Lisbon, October 31<sup>st</sup> 2019*

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# 9M19 Key Highlights



## EBITDA: +10% YoY

↑ Renewables growth (0.9 GW built up YoY) and Asset Rotation deals (0.6 GW agreed YTD)

↑ Networks with robust growth in Brazil (Distribution & Transmission)

↓ Hydro resources Portugal in 9M19 -39% vs. historical average

**€2,661 Mn** EBITDA

## Recurring Net Profit: +7% YoY

↓ Avg. cost of debt 4.0% on higher weight of hybrid and USD/BRL debt: to be diluted with refinancing

↓ Negative non recurring items<sup>1</sup>: CMEC provision in 3Q18 (-€285 Mn), Fridão provision in 3Q19 (-€87 Mn)

**€585 Mn** Recurring Net Profit

## Net debt: -5% YoY

↑ Recurring Organic Free Cash Flow of €1.0 Bn: +1% YoY

↑ Expansion investments of €1.3 Bn balanced by asset rotation proceeds of €1.0 Bn

**€13.8 Bn** Net Debt

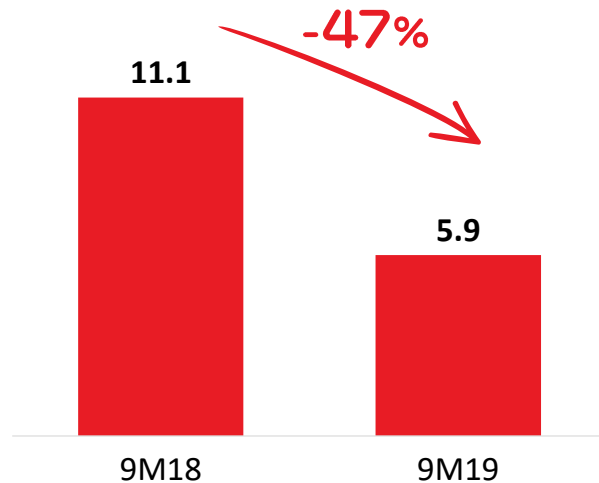
1) Amount gross of taxes

# Low hydro resources in Iberia in 9M19, while wind resources stable YoY but still below average



## EDP Hydro production in Iberia

TWh



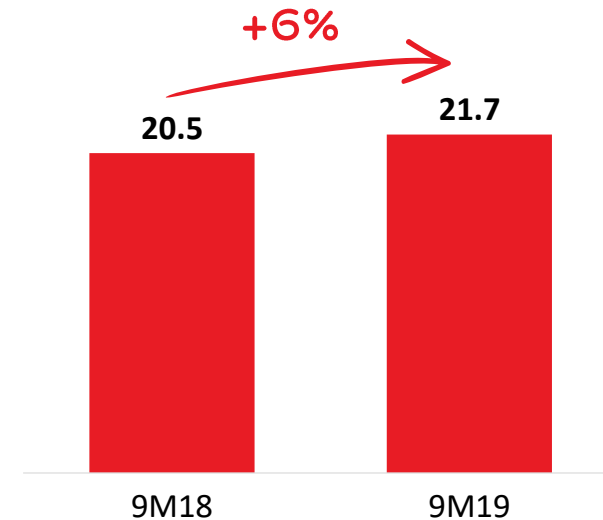
Hydro resources  
vs. LT Avg.<sup>1</sup>

+20%

-39% ↓

## EDP Wind production

TWh



Wind resources  
vs. LT Avg. (P50)

-4%

-4%

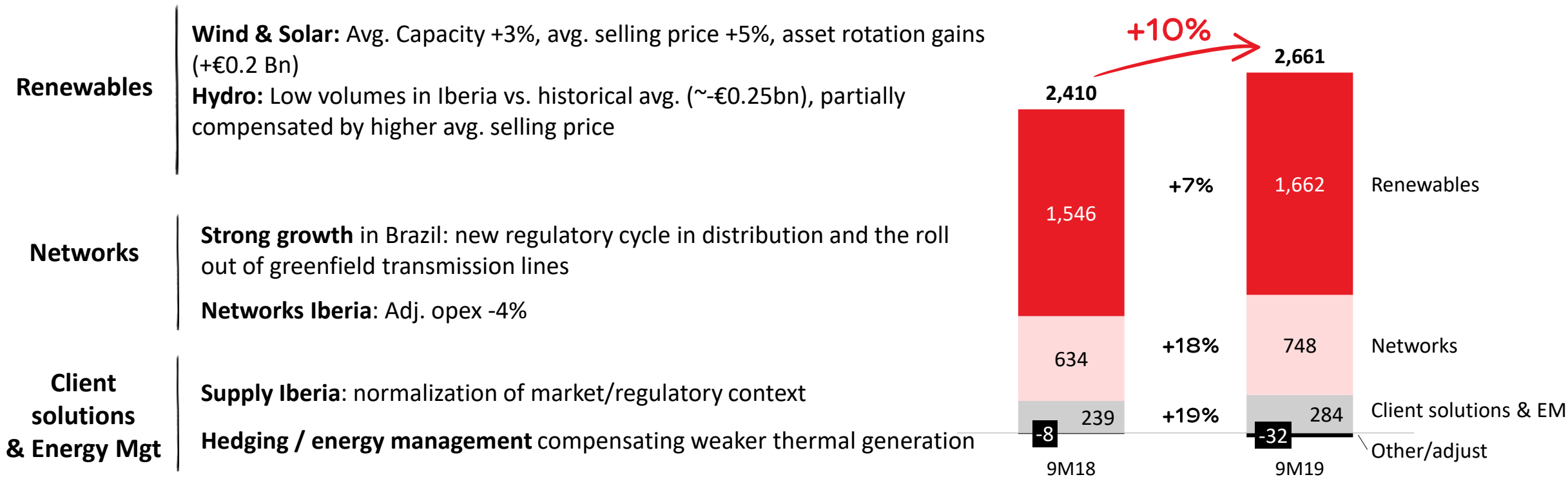
1) Hydro resources reference from Portugal only

# EBITDA +10%, with strong growth in renewables (new capacity and asset rotation) and networks (expansion in Brazil, lower Opex Iberia)



## EBITDA 9M19

€ Mn; YoY growth, %



# Strong operating costs performance in all divisions



xx% Weight on Opex

Operations	Indicator	YoY Change	Main drivers
Iberia 55%	Opex <sup>1</sup>	0%	<ul style="list-style-type: none"> <li>• Inflation <b>+0.4% in PT and +0.8% in ES</b></li> <li>• Avg. headcount -4% YoY</li> </ul>
EDP Brasil 16%	Opex <sup>1</sup> in BRL	+3%	<ul style="list-style-type: none"> <li>• Avg. Inflation: <b>+3.9%<sup>2</sup></b></li> <li>• DisCos # Customers: +2% YoY</li> </ul>
EDPR 29%	Adj. Core Opex <sup>1</sup> /MW <sup>3</sup>	0%	<ul style="list-style-type: none"> <li>• Avg inflation in our geographies<sup>4</sup>: <b>+1.6%</b></li> <li>• Avg MW +3%</li> </ul>
	Opex ex-forex <sup>1</sup>	+2%	<ul style="list-style-type: none"> <li>• Generation avg. MW: +1%</li> </ul>
	Opex like-for-like (excl. growth)	-1%	<ul style="list-style-type: none"> <li>• DisCos # Customers: +1%</li> </ul>

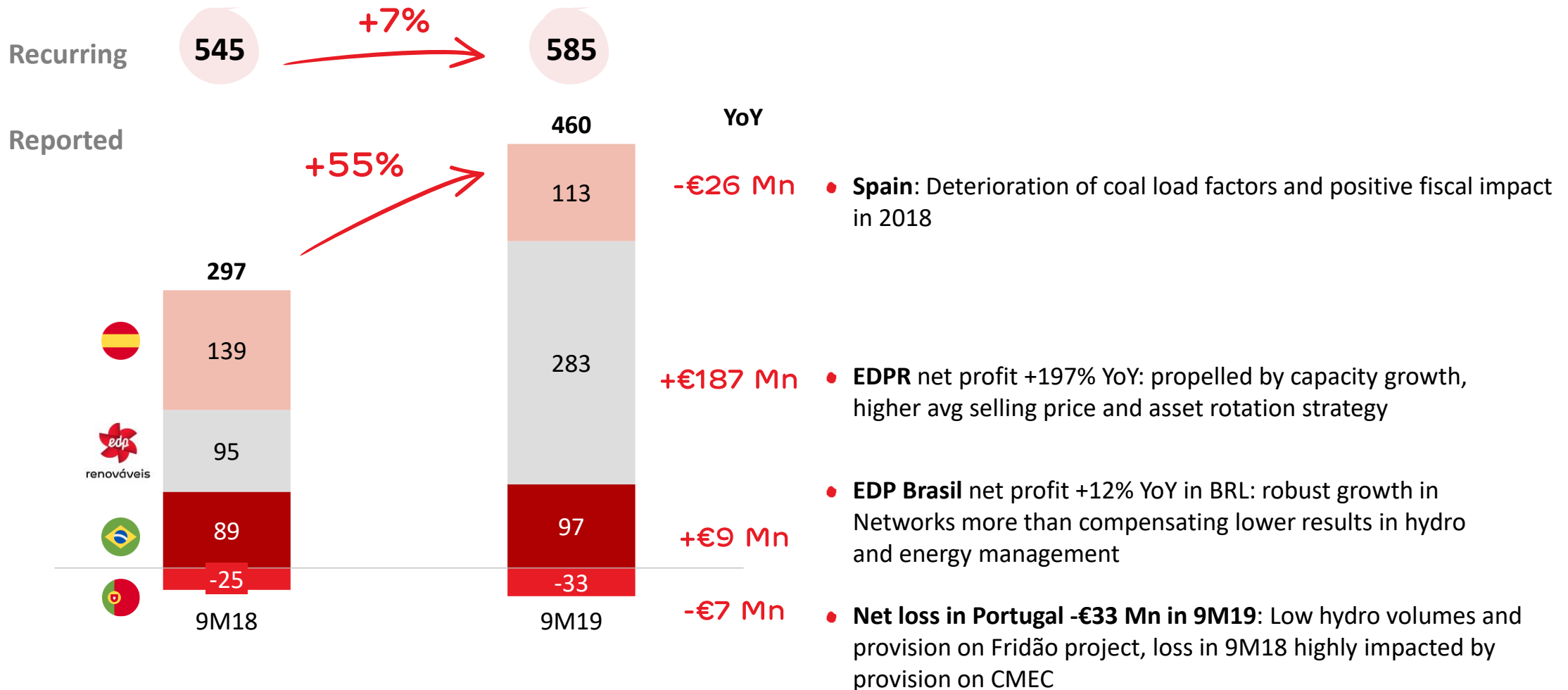
1) Recurring Opex Pro-forma (excludes IFRS16 impact) ; 2) Avg. IPCA 9M19 vs. 9M18 ; 3) Core Opex/Avg MW adjusted by IFRS16, offshore costs (mainly cross-charged to projects SPV's) and FX ; 4) Inflation in 9M19 vs 9M18 in EDPR geographies, weighted by installed capacity in each country

# Net Profit +55%, supported by renewables growth, Portuguese operations depressed by low hydro (9M19), one-offs and regulation



## Net Profit 9M19

€ Mn





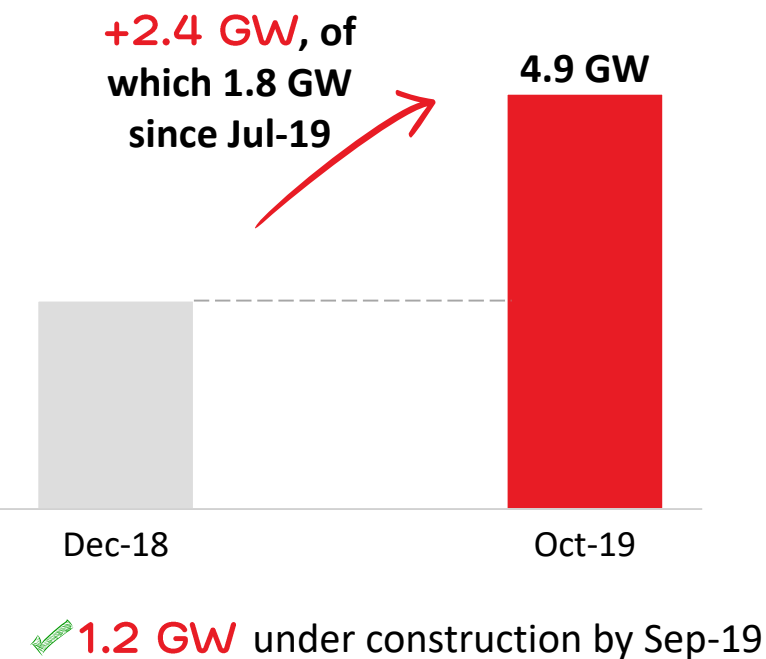
Strategy Execution



We are delivering our growth target in renewables, with 4.9 GW already secured (c.70% of our 7 GW target)

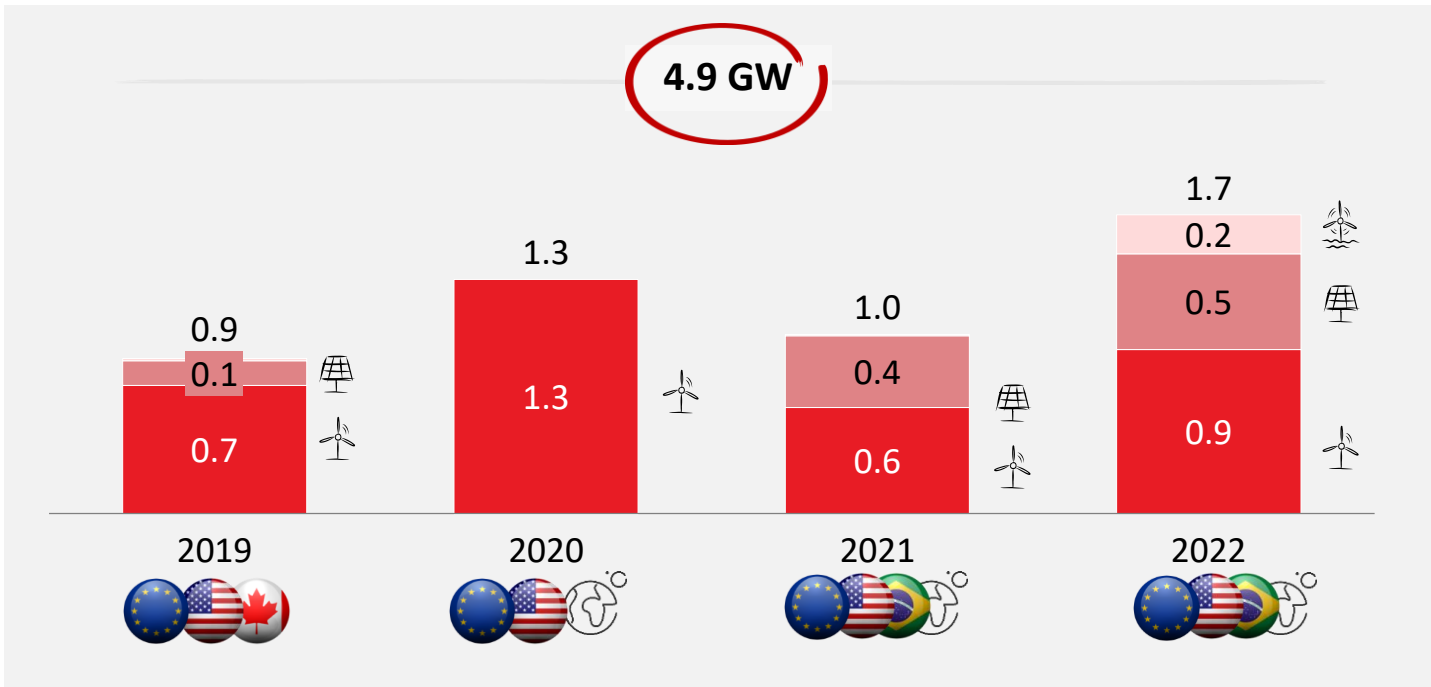


Renewables Capacity LT contracts secured for 19-22



Projects already secured

Build-out GW; Oct-19



**Wind offshore:** EDP/Engie JV progressing on formal establishment as expected  
Mayflower (804 MW, COD 2025) was awarded in Massachusetts. Results of Connecticut PPA auction known soon

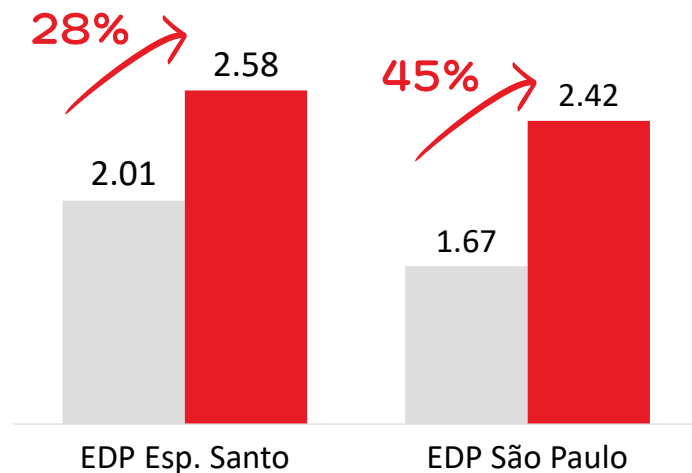
# Growth visibility in Networks Brazil: new regulatory period in distribution and deployment on track of new transmission projects



## Distribution: Regulatory review

Regulated Asset Base  
R\$ Bn

Previous Reg. Period  
New Regulatory Period



- ✓ **RoRAB @ 8.09% post-tax** (up to Aug-22 for EDP ES and Oct-23 for EDP SP)
- ✓ **Regulated revenues “Parcela B”**: **+20%** vs. First 12M of the previous regulatory period

## Transmission lines rollout moving forward

6 projects: **1,441km**

**R\$3.9 Bn<sup>(1)</sup>** of total investment



- **1 line in operation** (20 months ahead of schedule)
- **4 lines under construction**
- **1 line in permitting stage**

- ✓ **37%** of CAPEX executed in 9M19
- ✓ **71%** of funding already secured at better than expected financing costs
- ✓ **12-14%** implicit ROE in auction bids, with 2x NPV enhancement, driven by construction ahead of schedule and funding optimization

# Asset rotation and disposals in Iberia moving forward as planned



## Asset rotation

	Europe 	Brazil 
Announcement	Apr-19	Jul-19
Capacity, Gross	997 MW	137 MW
Net	491 MW	
EV/MW	€1.6 M/MW	€2.2 M/MW
Cash Proceeds	€0.8 Bn Jul-19	€0.3 Bn 4Q19

- ✓ Implicit **valuations above** business plan **assumptions**
- ✓ Deals agreed YTD: ~**25% of €4 Bn target proceeds for 2019-22**

## Asset Disposals Iberia

- **Potential disposal of a portfolio of merchant generation assets in Portugal (~1.7 GW)**
- **Ongoing due diligence process** by a selected group of interested parties with view to binding offers by year end
- **Other complementary/alternative options** also being considered

- ✓ On track to deliver disposals' plan **by 2020**

# Our strong commitment with ESG was recognized by Dow Jones Sustainability Index 2019 ranking: #1 Global Integrated Utility



MEMBER OF  
**Dow Jones  
Sustainability Indices**



In collaboration with a RobecoSAM brand



**Global Leader** within **integrated utilities**



**Best-in-Class** (score 100/100) in 9 criteria namely:

- Climate Strategy
- Water Related Risks
- Stakeholder Engagement
- Environmental & Social Reporting
- Human Rights

**BUSINESS  
AMBITION FOR 1.5°C**



**OUR ONLY  
FUTURE**



**United Nations  
Global Compact**

- **2050 Commitment: Carbon neutrally** EDP is one of the 87 global corporations that have recently **pledged to reduce emissions and ensure global warming does not exceed 1.5°C** and reaching net-zero emissions by no later than 2050
- **2030 Commitment:**
  - -90% CO<sub>2</sub> specific emissions (vs. 2005 levels)
  - 90% renewables generation in our mix

**Strong engagement with decarbonization: Leading the energy transition to create superior value**

# 9M19 period marked by important steps to deliver 2019-2022 strategic targets



## 2019 GUIDANCE

Recurring EBITDA: ~€3.6bn

Recurring Net Profit<sup>1</sup>: ~€0.8bn

- Asset rotation Brazil closing in 4Q19
- Avg. renewables' output around historical avg. in 4Q19

## 2019-2022 STRATEGIC PLAN

On track to delivery



### Accelerated and focused growth

- **Renewables:** target additions for 2019-22 (7.0 GW) **70% secured with LT contracts** (4.9 GW)
- **Networks Brazil:** Visibility on distribution (**RAB +36%**); transmission ahead of schedule



### Continuous portfolio optimization

- **Asset Rotation:** **€1.1 bn** proceeds agreed, implicit valuations above strategic plan assumptions
- **Asset disposals program:** **on track to deliver our >€2.0bn** target proceeds before 2020 YE



### Solid Balance sheet and low-risk profile

- **Refinancing:** in Sep-19, €0.6 bn 7-Year bond, **0.4%** yield (€4 Bn bond maturities up to 22)



### Efficiency

- **-1% Opex** in 9M19 (Like-for-Like ex-growth)

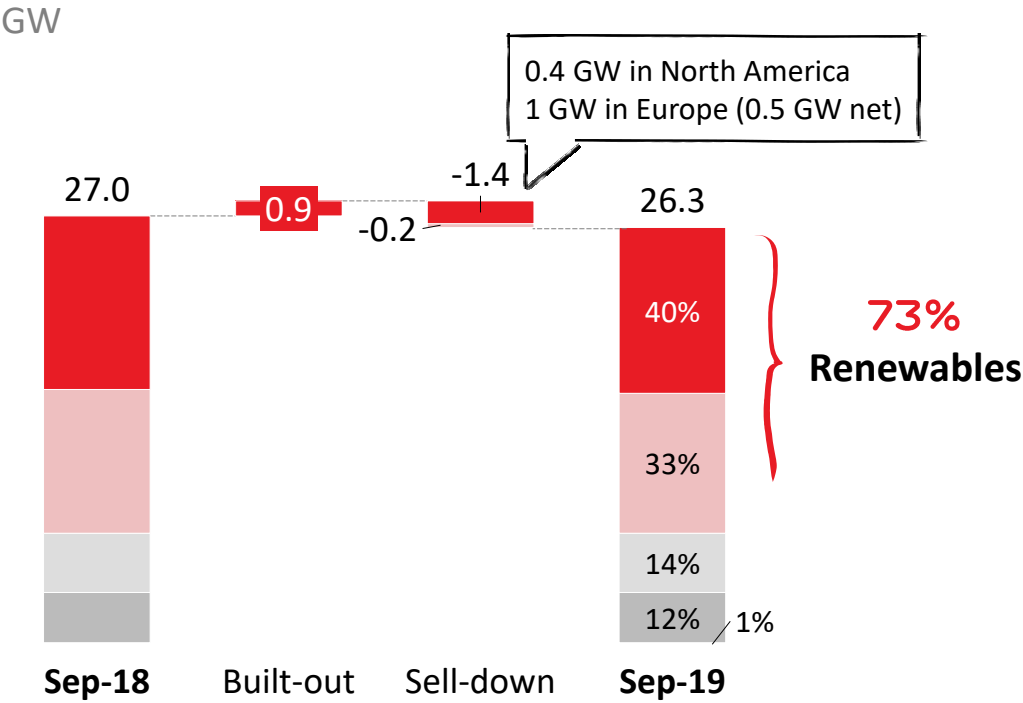


# Results Analysis

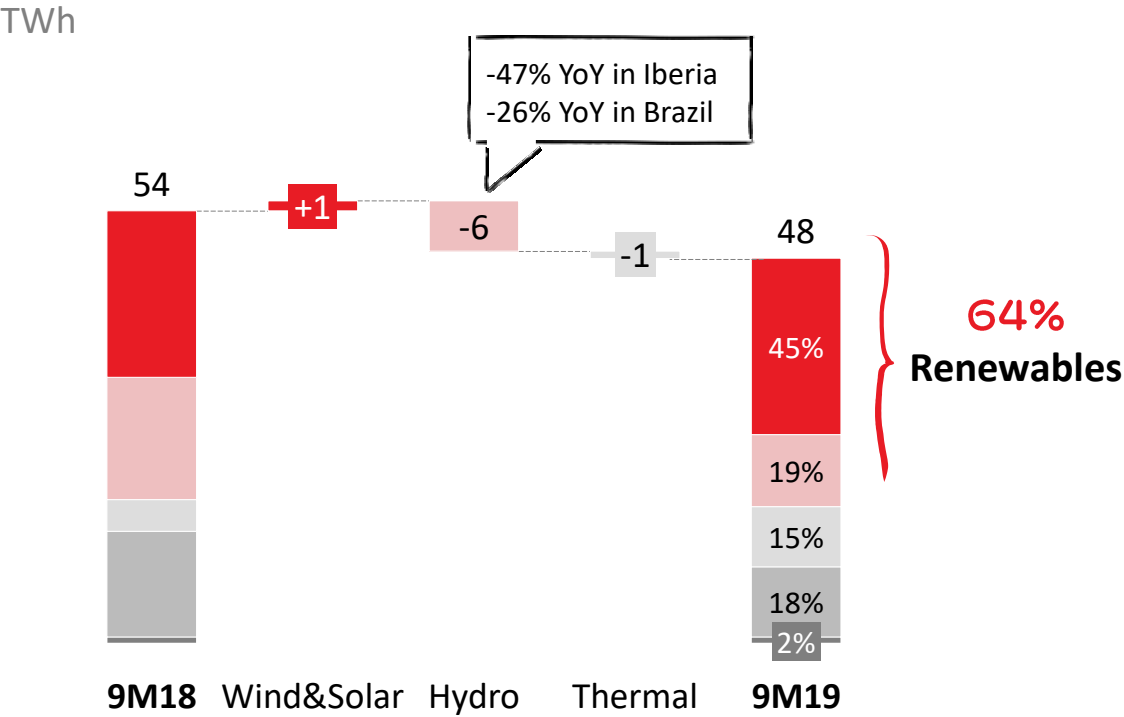
# Lower electricity output explained by weak hydro resources in PT, while installed capacity figures mostly reflect our asset rotation deal



Installed capacity breakdown by technology



Electricity production breakdown by technology



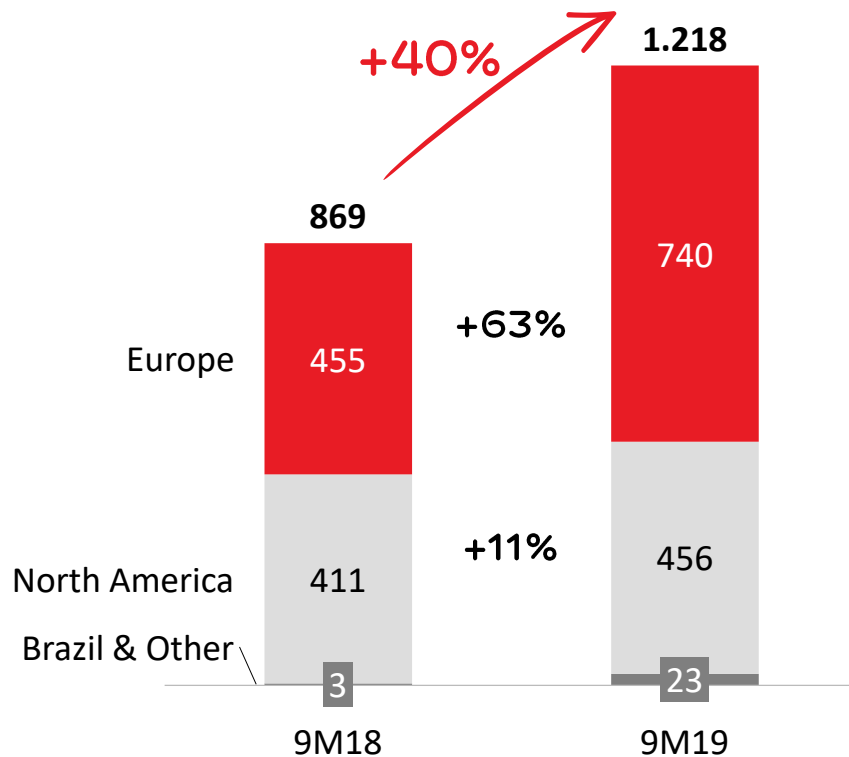
Wind & Solar Hydro CCGT Coal Other<sup>1</sup>

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

# Wind & Solar EBITDA +40%, impacted by asset rotation gains in Europe and +5% avg. selling price



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



	9M18	9M19	YoY
Avg. Installed Capacity <sup>1</sup> , GW	10.7	11.0	+3% ↑
Production vs. LT Avg. (P50), %	-4%	-4%	0 pp ➡
Electricity Production, TWh	20.7	21.9	+6% ↑
Avg. selling price, €/MWh	53.7	56.1	+5% ↑
Asset Rotation Gains, € Mn	-	226	- ↑

1) Considers capacity at EBITDA level

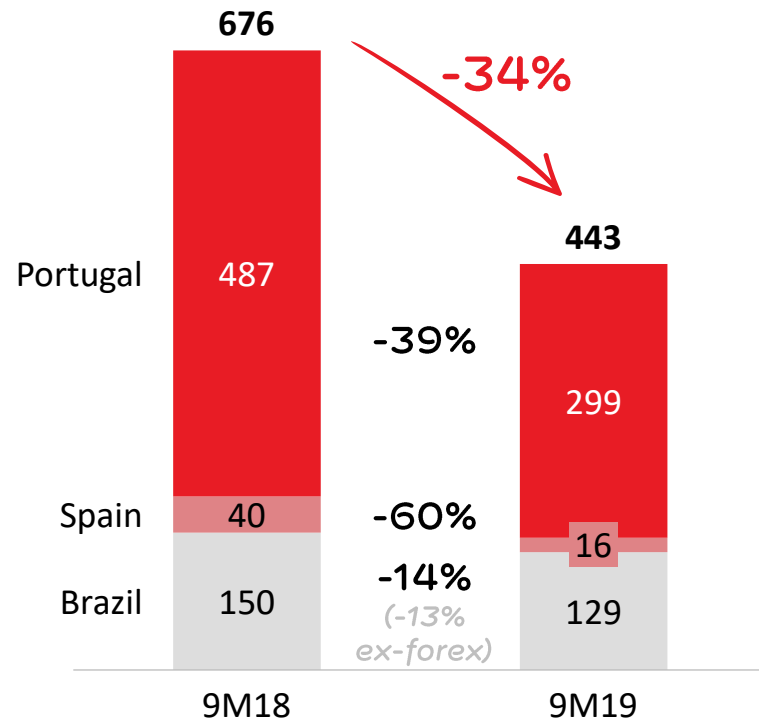


# EBITDA from Hydro down by 34%, strongly penalized by low volume in Iberia, while partially offset by higher prices and hedging



## EBITDA – Hydro

€ Mn; YoY growth, %



	9M18	9M19	YoY	
Hydro Capacity, MW	7,288	7,186	-1%	↓
Hydro Production, TWh	11.1	5.9	-47%	↓
Avg selling price, €/MWh	59	61	+3%	↑

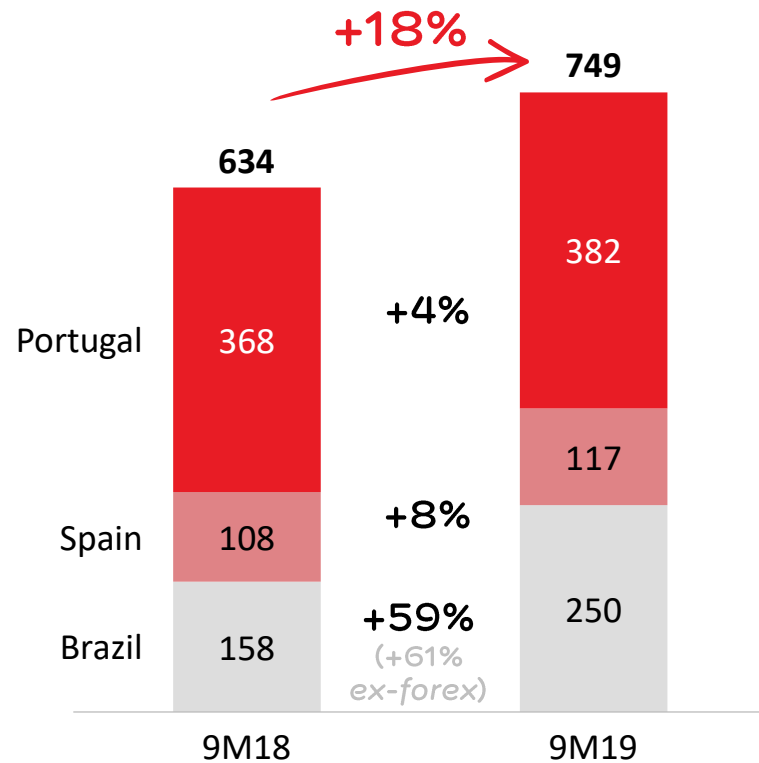



	9M18	9M19	YoY	
Hydro installed capacity, MW	1,731	1,599	-8%	↓
Avg selling price, \$/MWh	187	180	-4%	↓


# Regulated Networks EBITDA +18%, mainly driven by increased tariffs and higher asset base in distribution and transmission in Brazil



EBITDA – Networks  
€ Mn; YoY growth, %



	9M18	9M19	YoY
Return on RAB PT <sup>1</sup> , %	5.42%	5.13%	-28 bp ↓
RAB, €Mn	3,946	3,924	-1% ↓
Opex <sup>2</sup> , €Mn	298	286	-4% ↑

	9M18	9M19	YoY
Electricity distributed, TWh	19.1	19.6	+3% ↑
Transmission EBITDA, € Mn	1	28	- ↑
RAB distribution <sup>3</sup> , € Mn	984	1,131	+15% ↑
VNR <sup>4</sup> , € Mn	11	59	- ↑

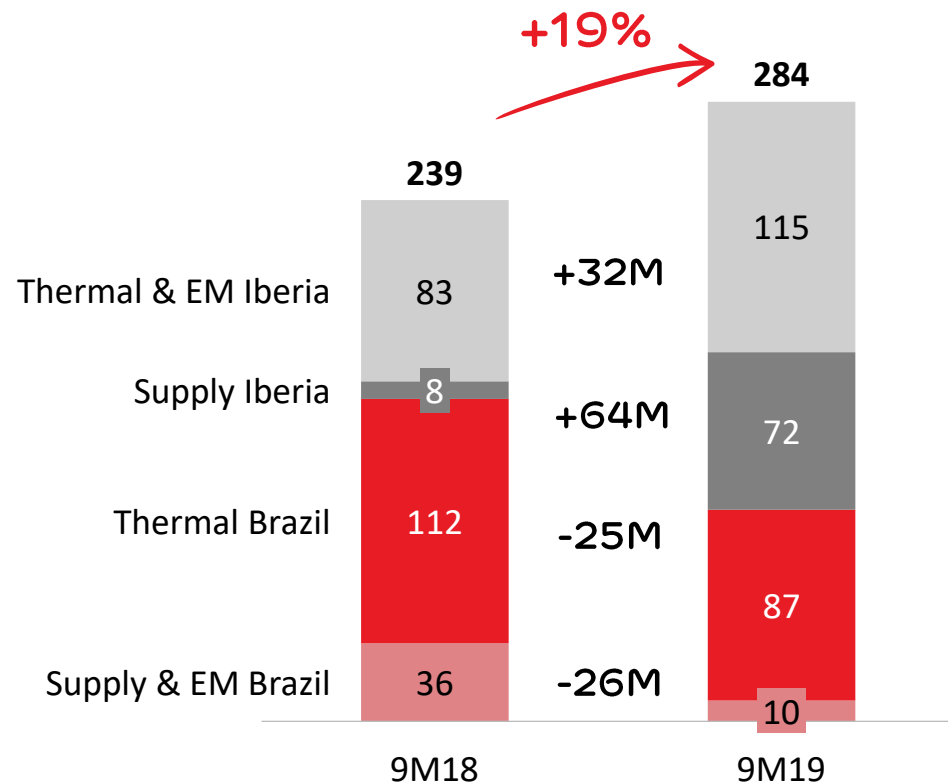
1) RoRAB of HV/MV | 2) Excludes IFRS16 impact of €5 Mn | 3) Accounting RAB as of Sep-19 | 4) Revaluation of residual asset value

# Client Solutions & Energy Management EBITDA +19%, normalization of supply margins in Iberia and weaker Energy Management in Brazil



## EBITDA – Client Solutions & Energy Management

€ Mn; YoY growth, %



- ↑ Normalization of supply margins in Iberia, following a particularly adverse 9M18
- ↓ Deterioration of coal load factors (80% 3Q18 vs. 22% 3Q19)
- ↑ Better results from energy management and forward hedging in energy markets



	9M18	9M19	YoY	
Pecém availability, %	89%	97%	+8 pp	↑
ADOMP <sup>1</sup> , € Mn	25	0	-	↓
Supply volumes, TWh	13.6	9.8	-28%	↓

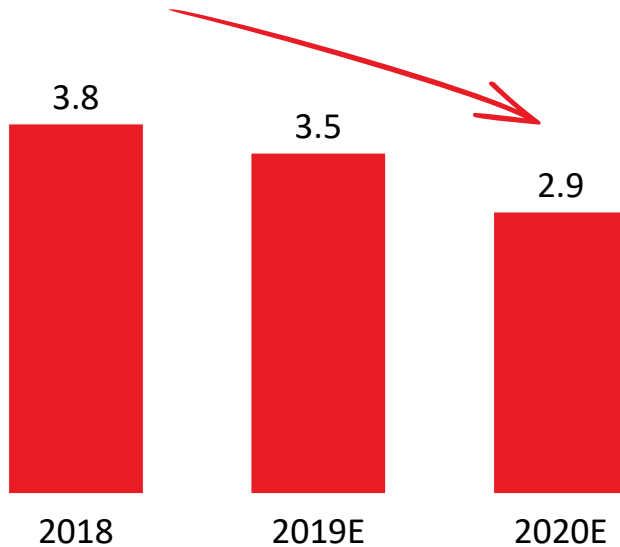
1) One-off revenues from the downwards revision of the regulatory level of the availability factor

# Portuguese electricity system debt is being gradually reduced in line with projections: expected to be fully paid down before 2025



## Portuguese electricity system debt

€ Bn



- **ERSE's tariff proposal for 2020:**

- **Avg. last resort tariff for residentials: -0.4%**, avg. access tariff: +1.1%
- Lower 10-year Portuguese bond yields: **Distribution return on RAB in line with 2019, at 5.16%<sup>1</sup>**; some negative one-offs penalizing 2020 distribution regulated revenues

- **Other drivers:**

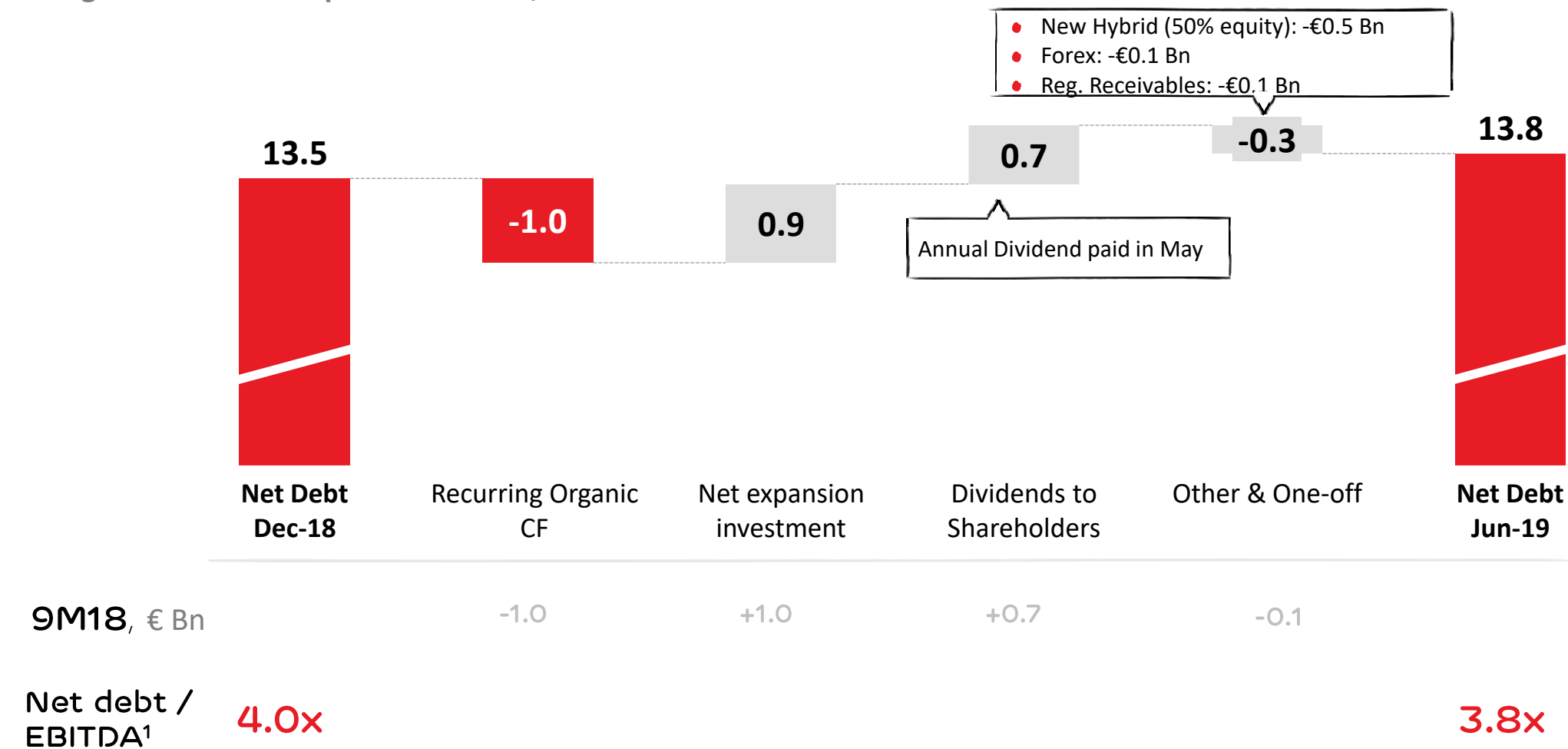
- **Capacity additions from the Portuguese solar auction**, with 1.3 GW of capacity awarded at record low prices
- **Extraordinary energy tax (CESE) for 2020:** to be defined in Annual State Budget (draft 15-Dec)

1) Historically, the regulator assumes the preliminary rate of the previous year

# Net debt at €13.8 Bn, +2% YTD



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

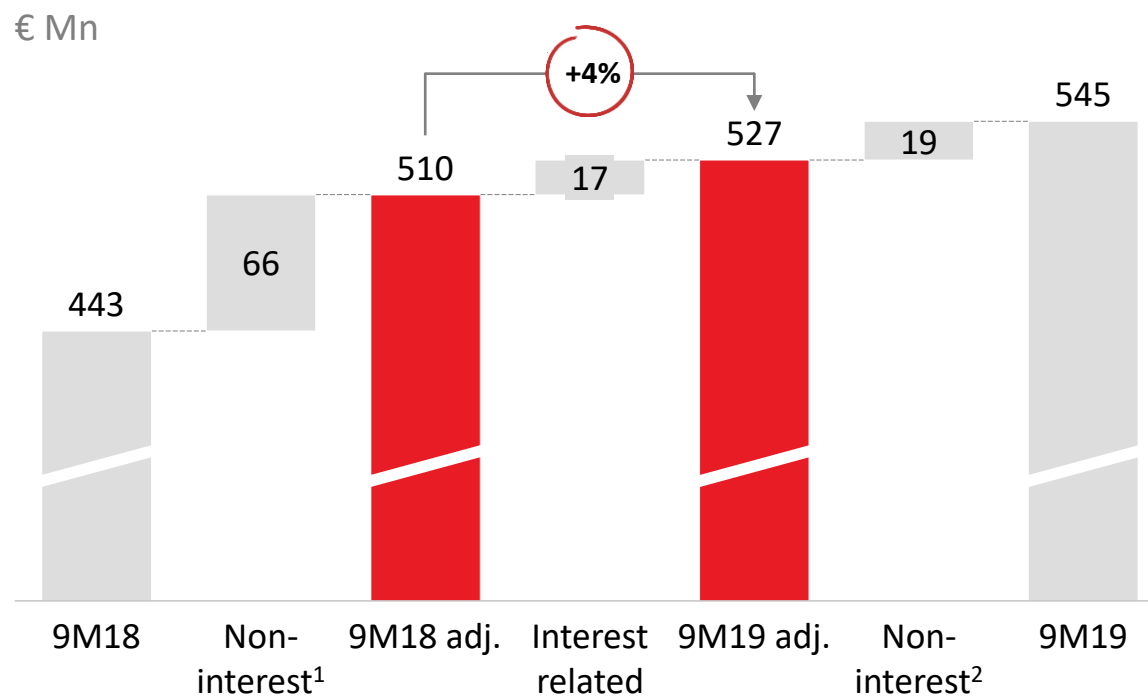


1) Based on net debt excluding regulatory receivables and on recurring EBITDA of the last 12 months. Excludes €829 Mn related with Leasings' debt accounted as Other Liabilities (IFRS 16 impact)

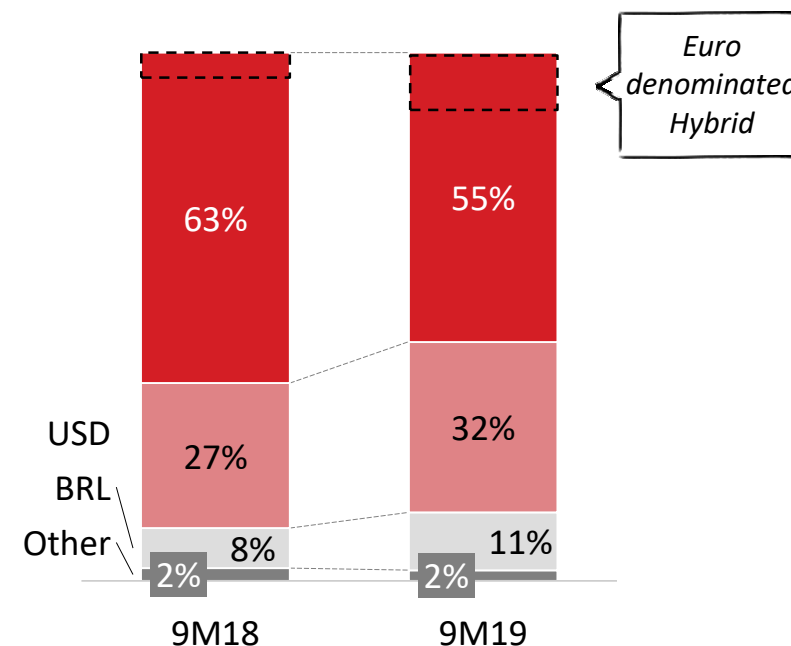
# Financial results adjusted for non-interest items up by 4% following 20bp increase of avg cost of debt and slight decline of avg. debt



## Net Financial Costs: 9M19 vs. 9M18



## Nominal debt by currency<sup>3</sup>



**Avg. cost of debt** **+20 bp** **4.0%** impacted by €1bn hybrid bond issue in Jan-19 and higher weight of USD & BRL

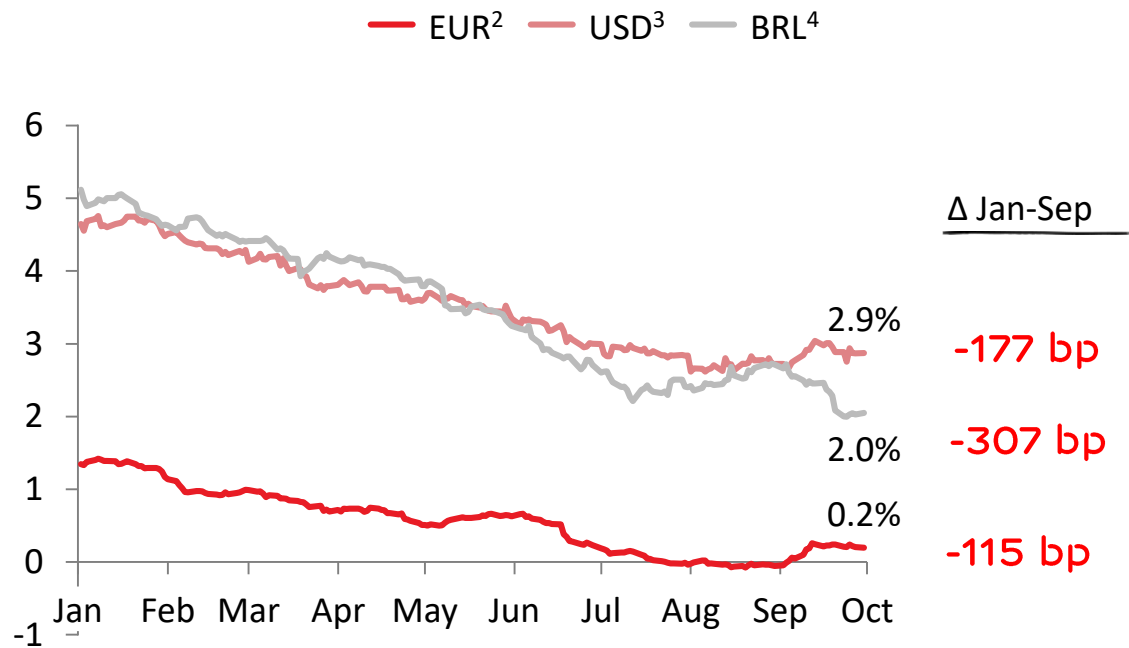
**Avg. Debt** **-1% YoY**

1) Other items in 9M18 includes: +€15 Mn of badwill arising from the acquisition of a stake in Celesc, +€19 Mn of Capital Gains (mostly Moray East asset rotation), +€8 Mn of Net foreign exchange differences and derivatives and +€25 Mn pro-forma impact from IFRS 16 | 2) Other items in 9M19 are related with Net foreign exchange differences and derivatives and €3 Mn of Capital Losses | 3) Includes FX Hedge

# Over 9M19 refinancing costs have moved significantly lower vs. our 2019-22 business plan assumptions

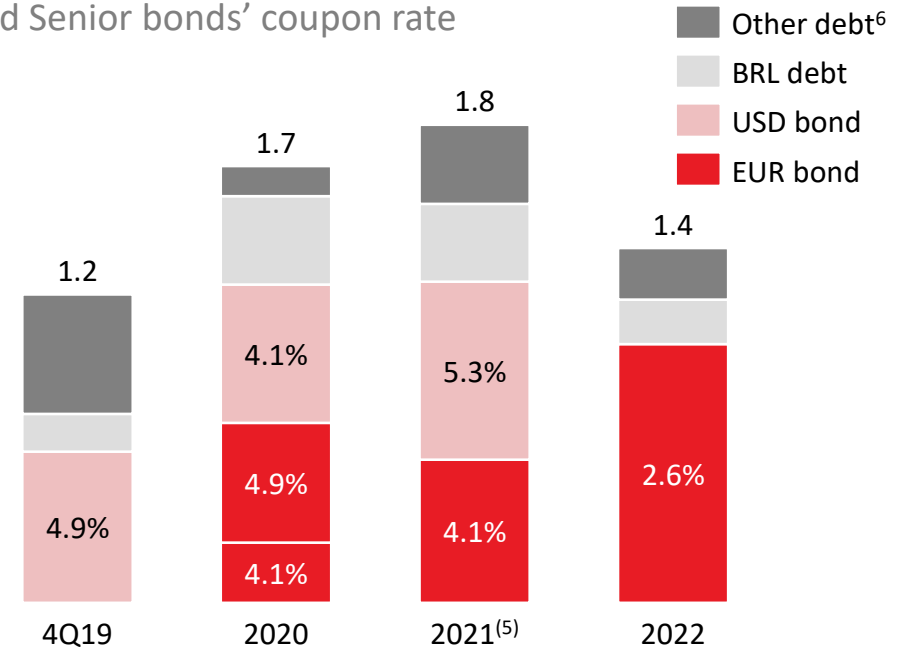


Market yields of 5y<sup>1</sup> EDP Bonds, % (Jan-Sep 2019)



EDP consolidated debt maturities in 4Q19-2022

€ Bn and Senior bonds' coupon rate



**€4 Bn of EUR and USD bonds maturing until 2022: interest costs significantly above current market yields**

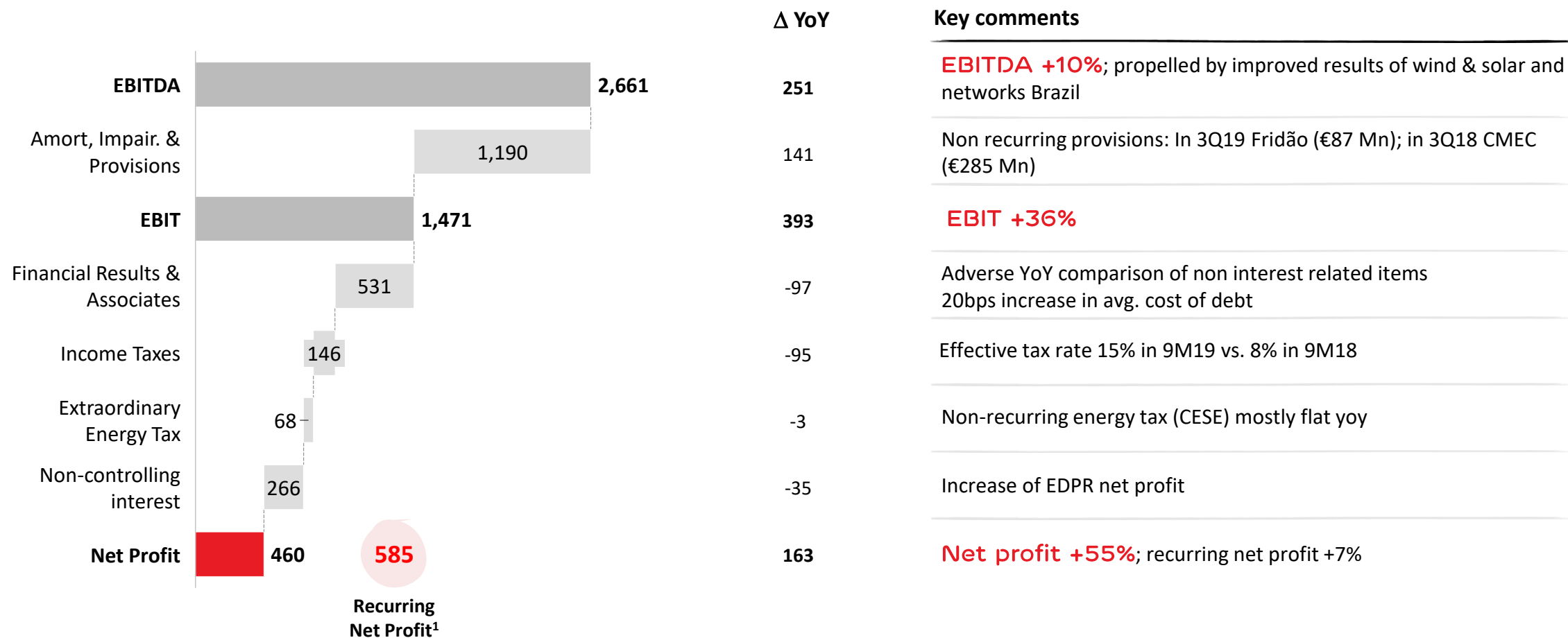
**Financial liquidity €7.7 Bn (€5.9 Bn credit lines), covering refinancing needs beyond 2022**

1 Except for BRL | 2 EDPPL 1.125 02/12/2024 REGS Corp | 3 EDPPL 3.625 07/15/2024 144A Corp | 4 ENBRBZ 8.3479 04/15/22 Corp | 5 Does not include €750 Mn hybrid bond with 5.375% coupon which has a call option on Mar-2021 | 6 Includes commercial paper and project finance

# Net Profit +7% YoY, supported by EBIT growth and penalized by increase of financial costs and income taxes



9M19 Reported Net Profit, € Mn



1) One-offs impacts at net profit level: 9M18: CESE (-€65 Mn), Innovative CMEC costs (-€195 Mn) and retroactive Final CMEC (-€13 Mn); in 9M19: CESE (-€68 Mn) and Fridão Provision (-€59 Mn)



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## IR Contacts

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E-mail: [ir@edp.com](mailto:ir@edp.com)

Phone +351 210 012 834

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

## Next Events

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- Nov 4-5<sup>th</sup>: London Roadshow
- Nov 11<sup>th</sup>-13<sup>th</sup>: US Roadshow
- Nov 13<sup>th</sup>: London (UBS Conference)
- Nov 20<sup>th</sup> : London (UniCredit Fixed Income Conf.)
- Dec 4<sup>th</sup>: Paris (Soc. Générale Conf.)
- Dec 10<sup>th</sup>: Paris (Crédit Agricole Conf.)
- Feb 20<sup>th</sup>: YE19 results