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## 2019 RESULTS

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*Lisbon, February 21<sup>st</sup> 2020*

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# Results Analysis

# 2019 Key Highlights



	Previous Guidance (as of Oct-19)	4Q19 Highlights	2019 Figures
EBITDA	~€3.6 Bn	<ul style="list-style-type: none"> <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 style="list-style-type: none"> <li>• Interest costs started downwards trend in 4Q19</li> </ul>	<b>€854 Mn</b> (+7% YoY)
Net debt / EBITDA	YoY Deleverage	<ul style="list-style-type: none"> <li>• Net debt Dec-19: €13.8 Bn, +3% YoY</li> </ul>	<b>3.6x</b> (vs. 4.0x in Dec-18)
Dividend	€ 0.19/share Dividend floor		<b>€0.19 / share</b> (81% payout)

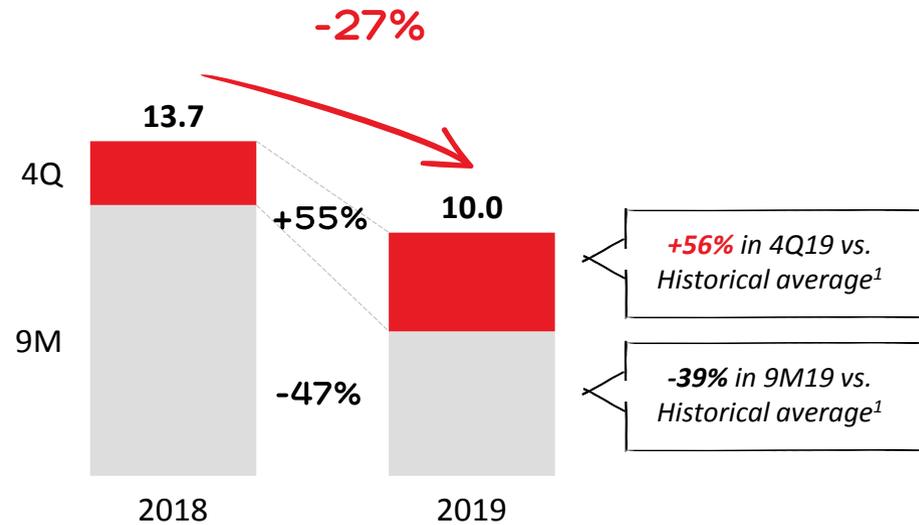
Sound 4Q19 performance supported delivery of 2019 Financial targets

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



## EDP Hydro production in Iberia

TWh



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

+5%

-19% ↓

Hydro reservoir YE (TWh)

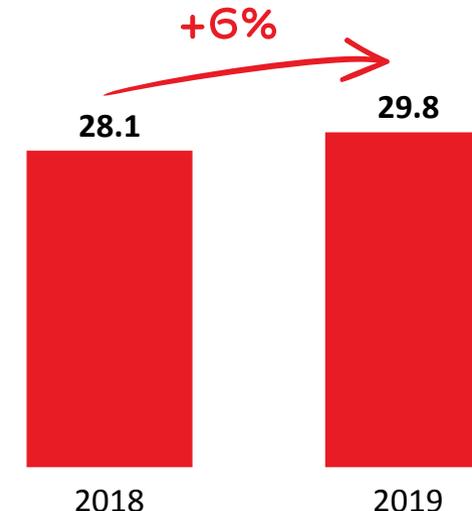
1.5

2.4 ↑

0.4 TWh above historical average

## EDP Wind production

TWh



Wind resources vs. LT Avg. (P50)

-6%

-3%

Avg. Load factor

30%

32%

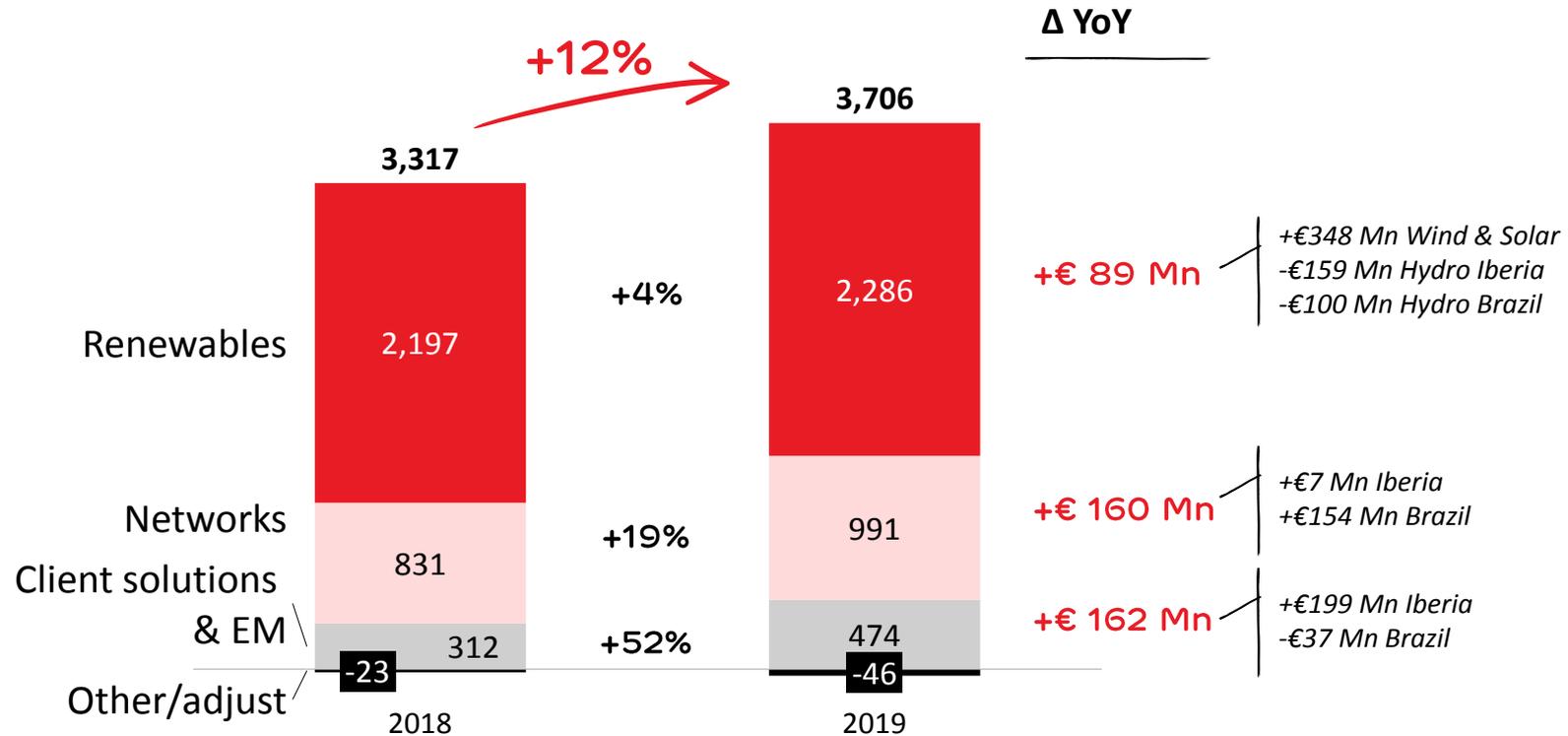
1) Hydro resources reference from Portugal only

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



## EBITDA 2019

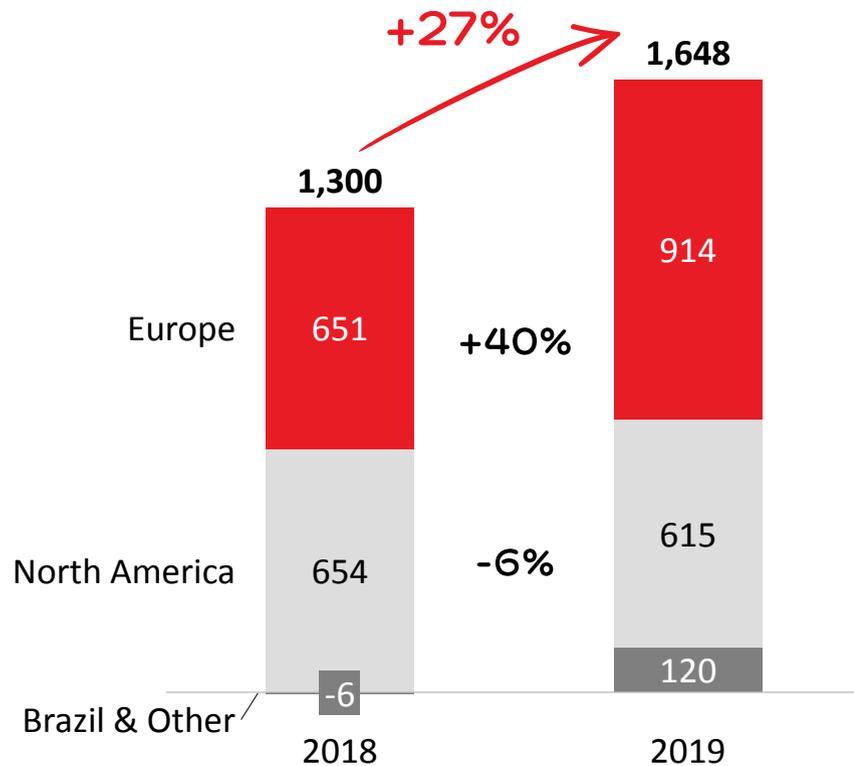
€ Mn; YoY growth,%



# 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	YoY
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	- ↑

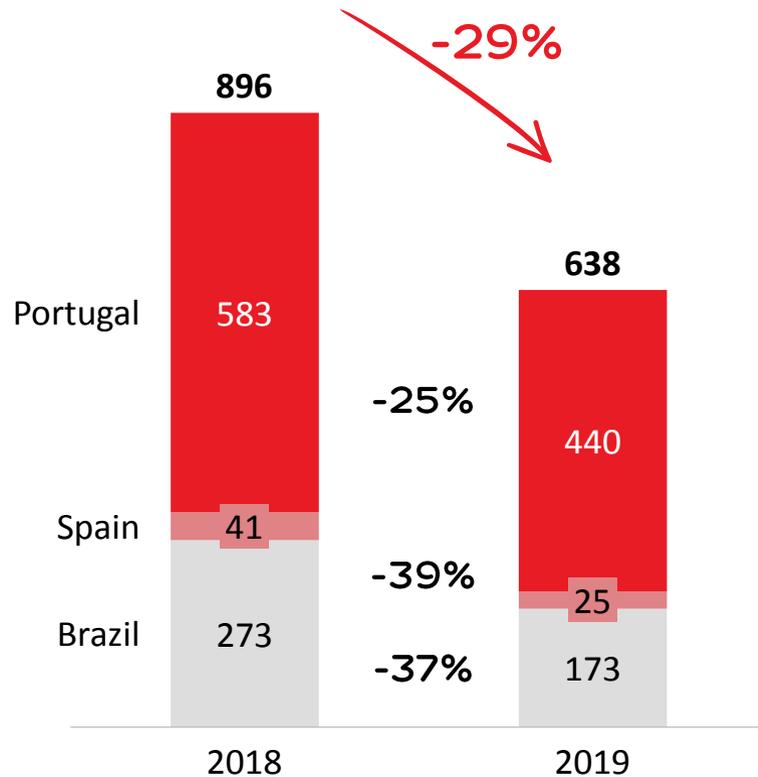
1) Considers capacity at EBITDA level

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



## EBITDA – Hydro

€ Mn; YoY growth, %



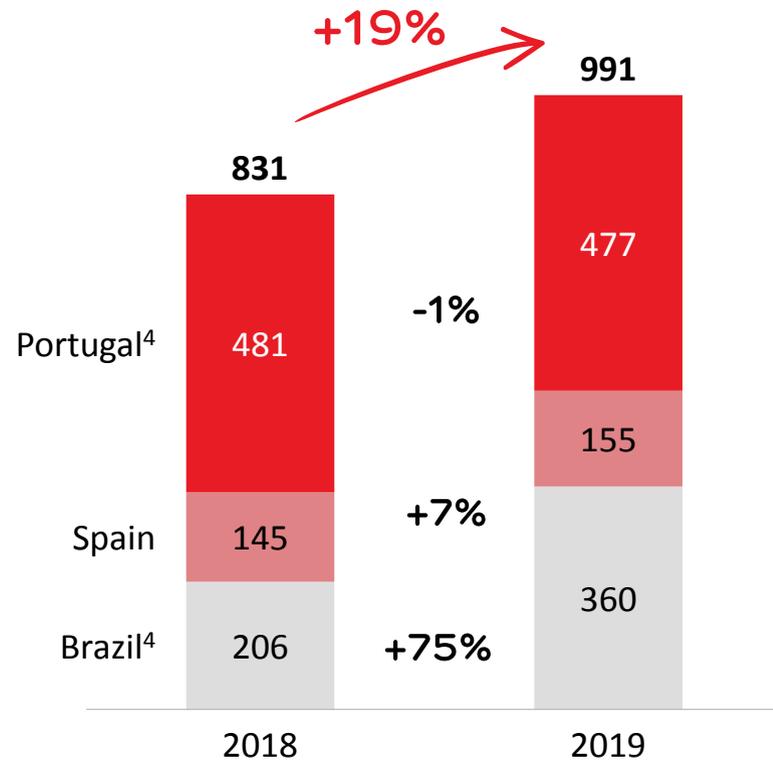
	2018	2019	YoY
Hydro Production, TWh	13.7	10.0	-27% ↓
Avg selling price <sup>1</sup> , €/MWh	62	54	-14% ↓
	2018	2019	YoY
Physical Guarantee, TWh	7.3	6.7	-8% ↓
Avg selling price, \$/MWh	186	170	-9% ↓
Gain on mini-hydro sale, € Mn	82	-	-

1) Does not consider results from hedging

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



EBITDA – Networks  
€ Mn; YoY growth, %



 2018	2019	YoY	
Return on RAB Portugal <sup>1</sup> , %	5.42%	5.13%	-28 bp ↓
Return on RAB Spain, %	6.50%	6.50%	- →
RAB Iberia, €Mn	3,946	3,924	-1% ↓
Opex Iberia <sup>2</sup> , €Mn	404	389	-4% ↑
 2018	2019	YoY	
RAB distribution <sup>3</sup> , € Mn	984	1,131	+15% ↑
Transmission EBITDA, € Mn	7	51	- ↑
Electricity distributed, TWh	25.0	25.6	+2% ↑

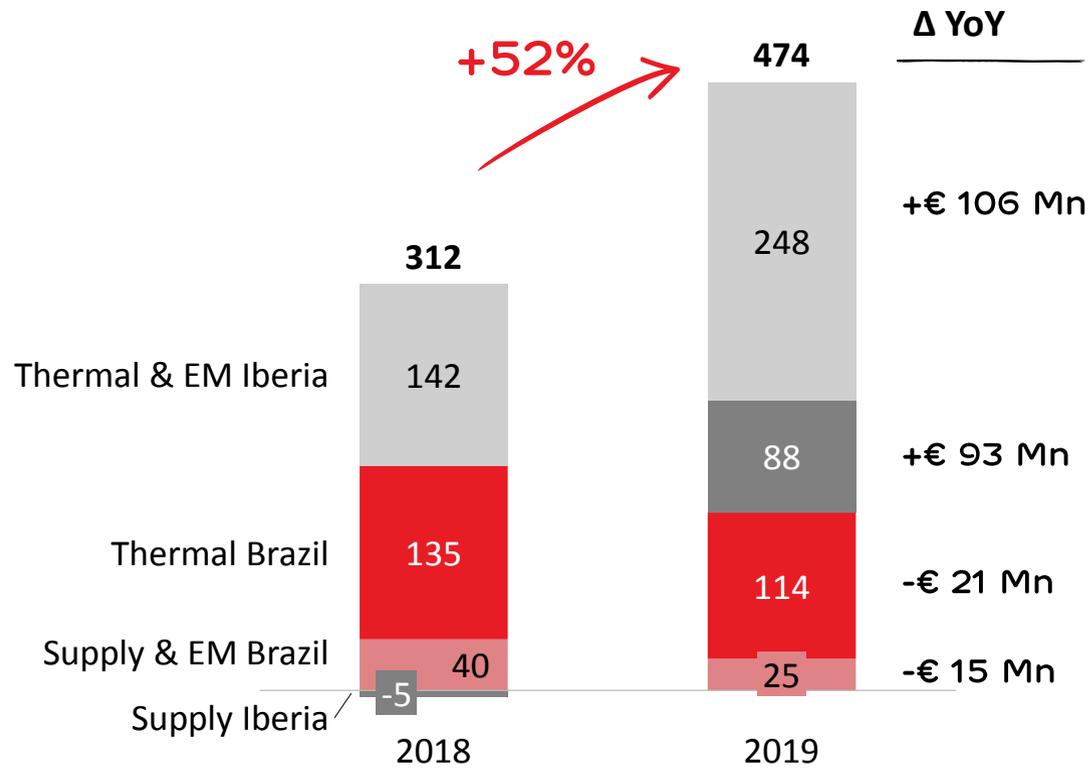
1) RoRAB of HV/MV | 2) Excludes IFRS16 impact of €6 Mn | 3) Accounting RAB as of Dec-19 | 4) The overall impact of one-off on EBITDA growth was immaterial: (i) in 2019, €28 Mn provision for the amounts to return to the tariff, €31 Mn gain related with a change in future liabilities arising from a change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

# 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,%



- ↑ Better results from **energy management and forward hedging in energy markets**, mostly in 4Q
- ↓ **Coal production -49% YoY** (18% avg load factor in 4Q19)
- ↑ **Normalization of supply margins in Iberia**, following a particularly adverse 2018
- ↑ # of **clients complains in supply: -23% YoY**



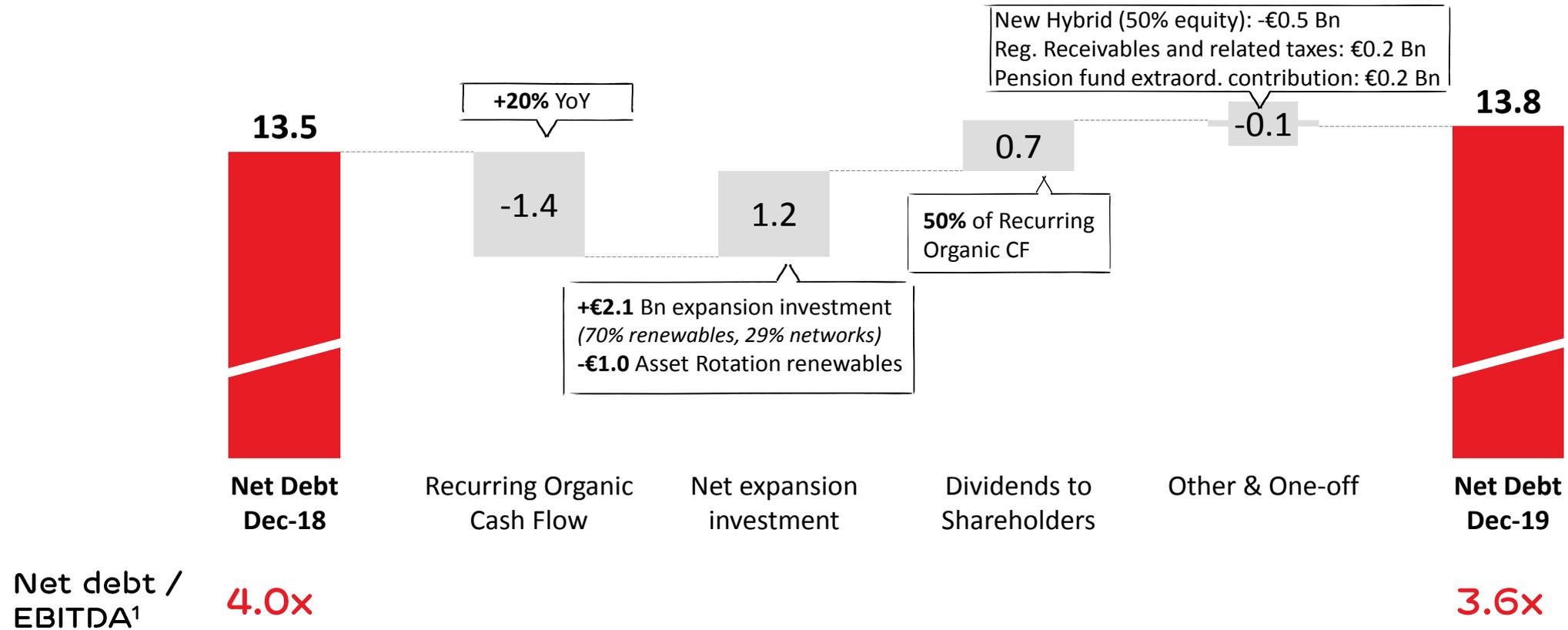
	2018	2019	YoY	
Thermal availability, %	80%	95%	+15 pp	↑
ADOMP <sup>1</sup> , € Mn	25	0	-	↓
Supply volumes, TWh	18.1	14.1	-22%	↓

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%)



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

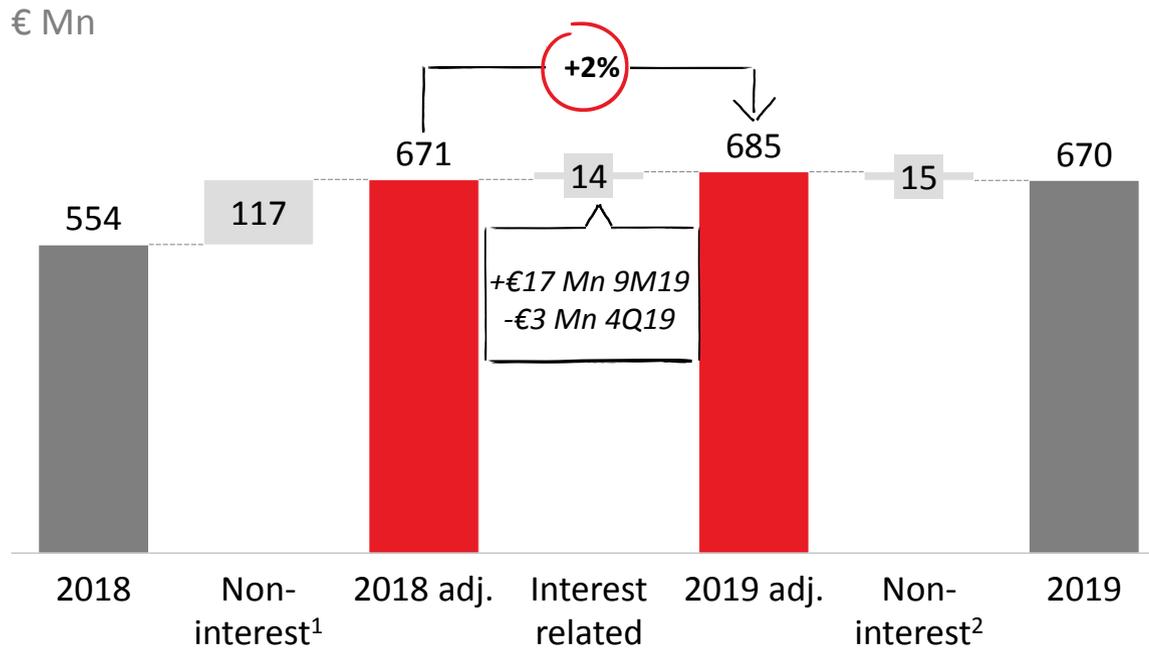


1) Based on net debt excluding regulatory receivables and on recurring EBITDA of the last 12 months. Excludes €829 Mn related with Leasings' debt accounted as Other Liabilities (IFRS 16 impact)

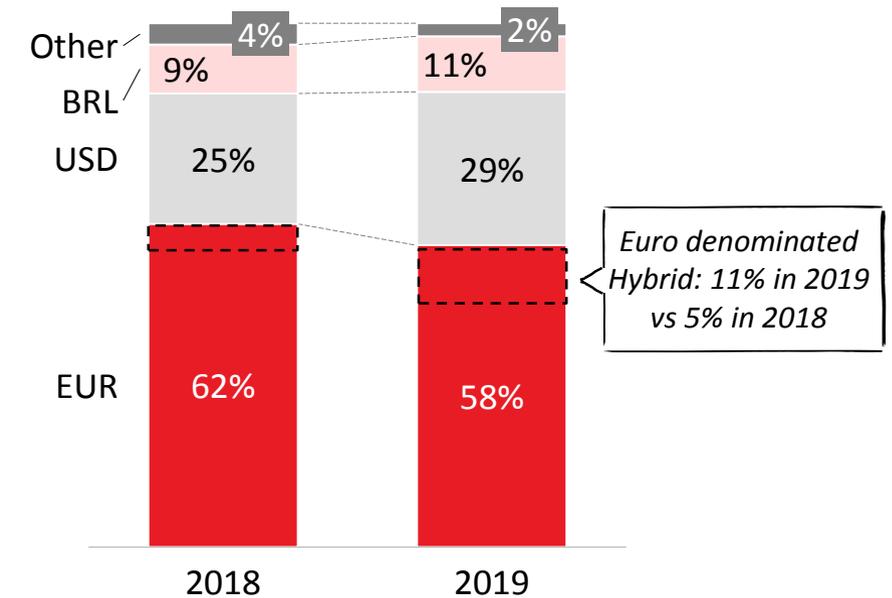
# Interest related costs +2% to €685 Mn with the 4Q19 showing already a downward trend



## Net Financial Costs: 2019 vs. 2018



## 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

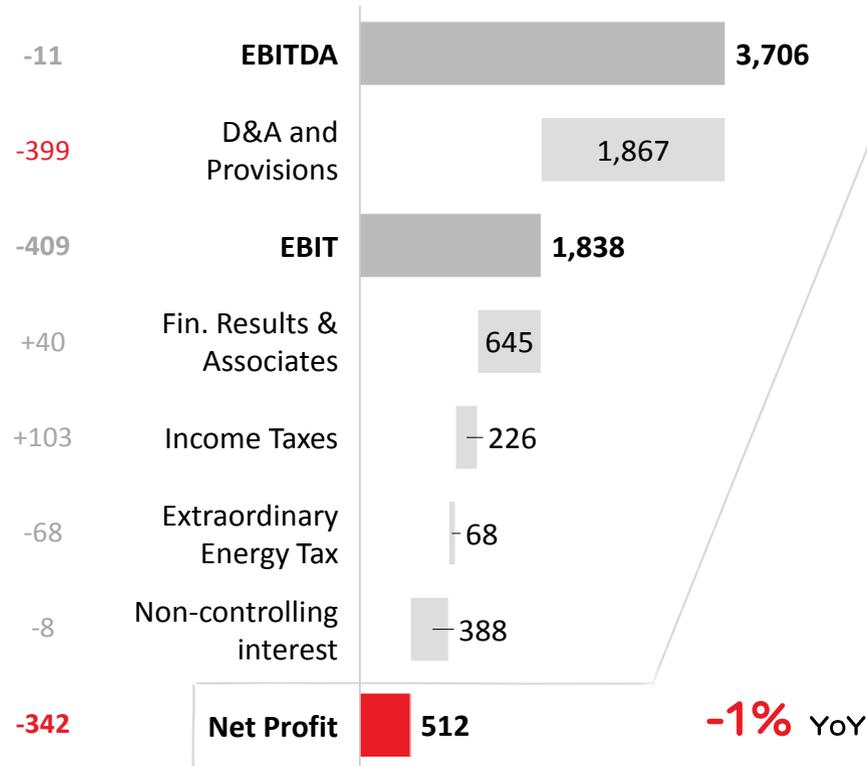
# Reported Net Profit 2019 penalized by one-off items, namely coal impairments in Iberia and Fridão provision



## Reported Net Profit Bridge 2019

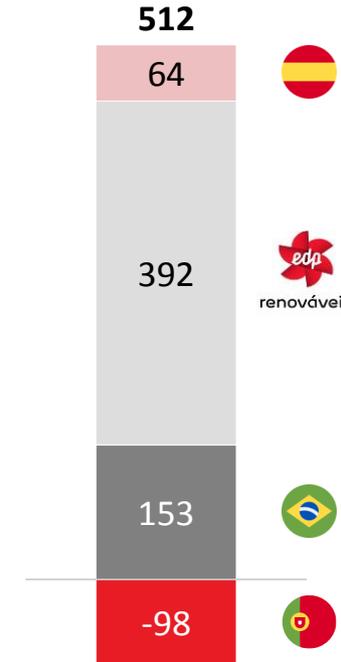
€ Mn

One-Off<sup>1</sup>  
Items



## Net Profit Breakdown 2019

€ Mn



- **Portugal: 2<sup>nd</sup> year with negative results**, penalized by low hydro conditions and one-off items:

- Coal impairments (€94 Mn)
- Fridão provision (€59 Mn)

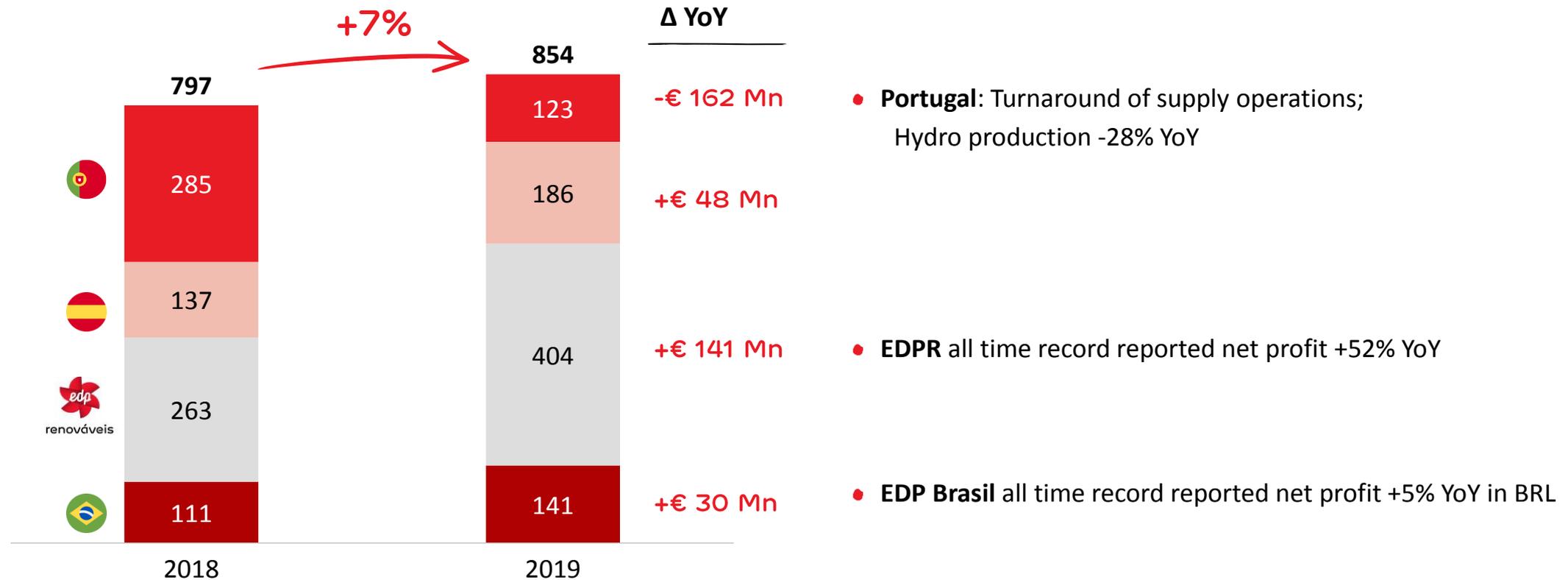
1) One-offs impacts at net profit level: 2018: regulatory impacts (-€208 Mn), impairments at coal plants in Iberia (-€21 Mn), restructuring costs (-€21 Mn), net gain on disposals (mini-hydros: +€40 Mn; Bioelectrica: +€24 Mn), debt prepayment fees and others (-€26 Mn) and CESE (-€65 Mn); in 2019: impairments (-€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).

# 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).

*edp*

Strategy Execution

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



## STRATEGIC PILLARS:

-  Accelerated and focused growth
-  Continuous portfolio optimization
-  Efficient and digitally enabled
-  Solid balance sheet and low-risk profile
-  Attractive shareholder remuneration

Leading the energy transition to create superior value

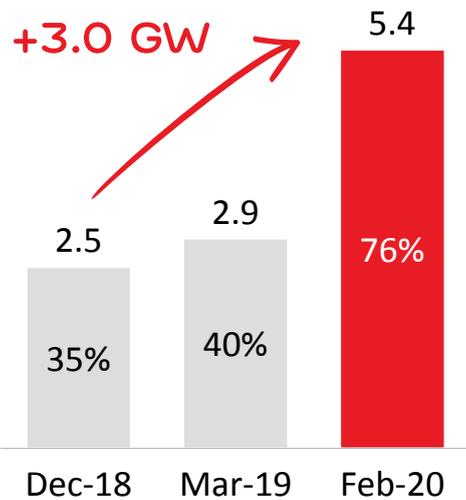
## Accelerated and focused growth

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



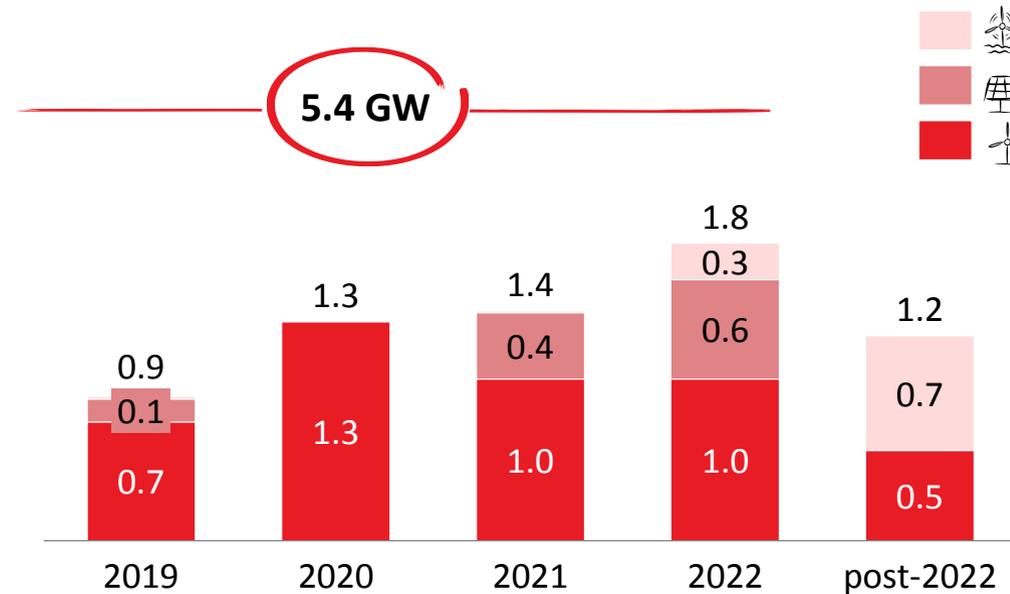
### Renewables Capacity LT contracts secured for 19-22

GW



### Projects already secured

Build-out GW; Feb-20



### Unprecedented execution

- **Leadership position in securing LT contracts in 2019-20**
  - 1.6 GW<sup>1</sup> of PPA secured in the US
  - #1 awarded in Poland & Italy auctions
  - Increased market position in wind in Brazil to #4
- **Expansion to new geographies**
  - Colombia (0.5 GW) & Greece (0.1 GW)

### Selective screening process of investment projects...

€9 Bn Expansion Capex opportunities analyzed in 2019 at top decision-making level

€6 Bn approved and successful ...

... in 40 projects located in 12 geographies

... totalling 5.5 GW of renewables to be deployed in 2020-24

### ... achieving risk/return discipline

		Threshold	Achieved <sup>1</sup>
Attractive returns	IRR/WACC	>1.4x	>1.4x
	NPV/CAPEX	25%	28%
Sound contracted profile and time to cash	Contracted period	>15 yr	17 yr
	Contracted NPV	>60%	>60%

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

## 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

### Renewables development platform

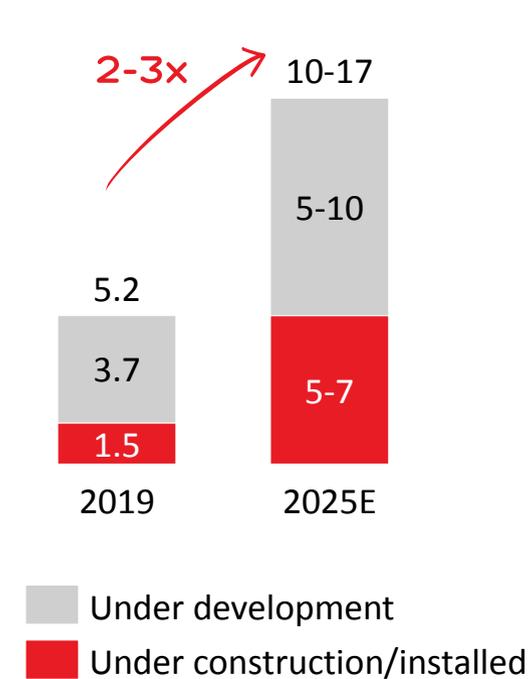
- **10.8 GW of wind & solar** assets in operation in **10 geographies**
- **Development teams** with extensive track record
- **Procurement** and O&M **scale** in renewables
- **New markets** under analysis

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

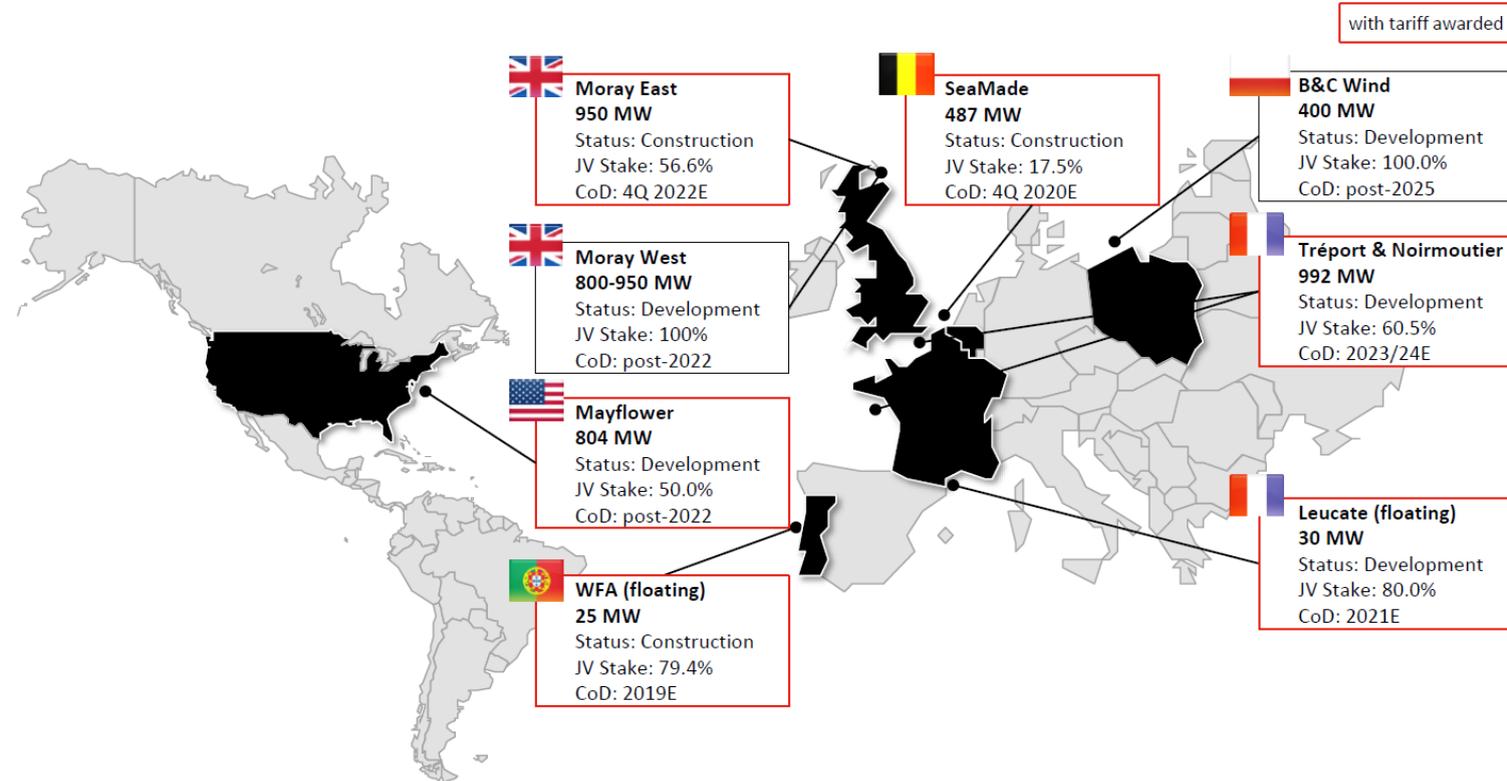
# Wind Offshore: 50:50 JV<sup>1</sup> with ENGIE creating a top global player

## JV Offshore capacity

GW Gross



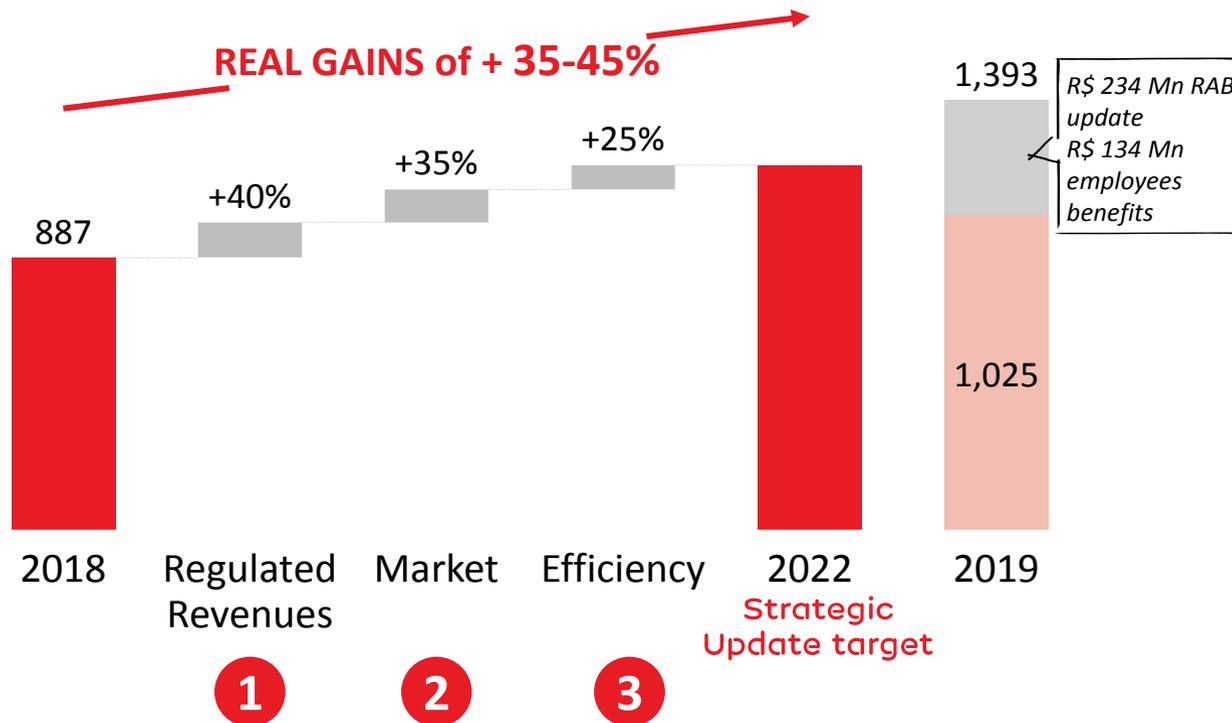
## Portfolio description



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)

### EBITDA from distribution Brazil

R\$ Mn



### 1 Regulated Revenues

- Regulatory reviews in 2019 (visibility up to Aug-22 for EDP ES and Oct-23 for EDP SP)
- Net RAB Growth: + 36%
- Return on RAB at 8.09%
- Regulatory haircut over investments <0.5% (#1 in Brazil)

### 2 Market

- Electricity demand in 2019 (+2.3% in EDPB vs 1.1% in Brazil)

### 3 Efficiency

- Reduction of losses (-1.24pp in EDP SP and -0.23pp in ESP ES<sup>1</sup>)
- Greater efficiency in costs vs the Regulatory target (2019 as a transitional year in the strategy of insourcing of O&M services)

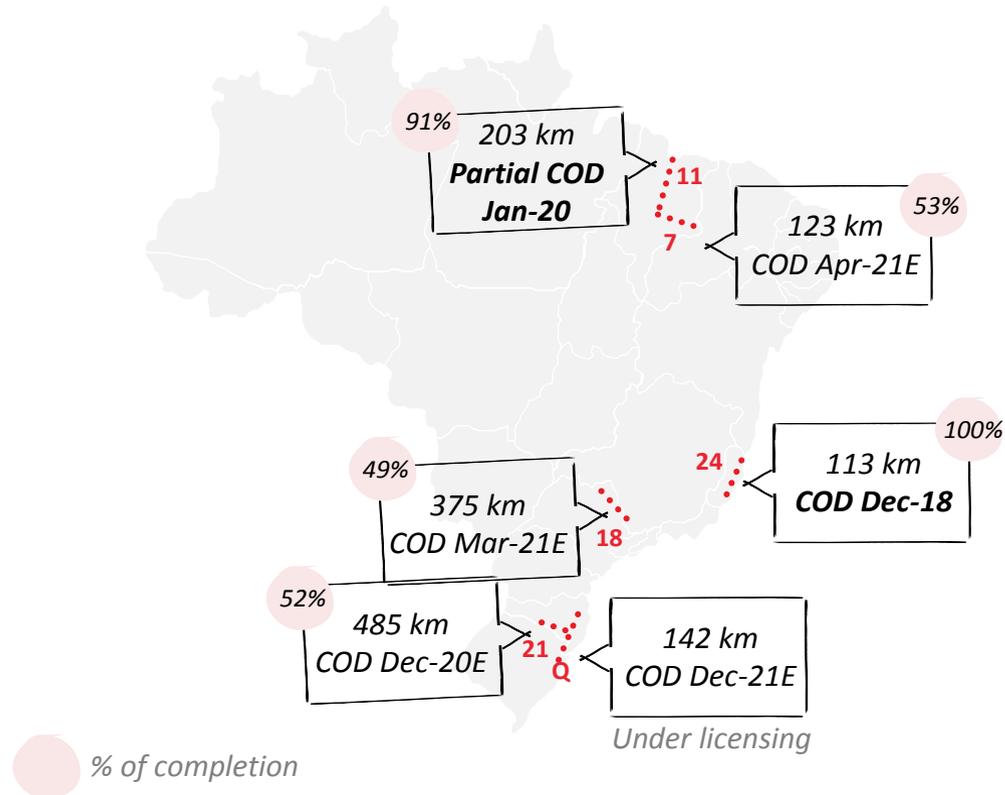
1) Non-technical losses in Low Voltage  
RESULTS PRESENTATION

# Accelerated and focused growth

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

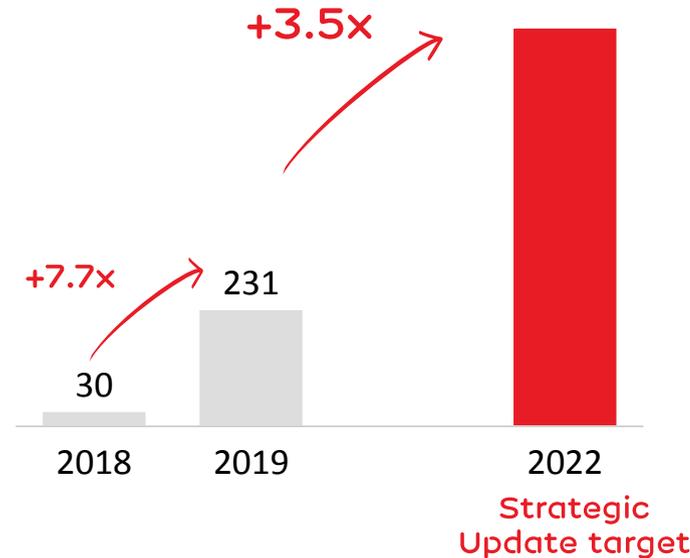


## Transmission portfolio



## EBITDA from transmission in Brazil

R\$ Mn



- ✓ 59% of R\$3.9 Bn CAPEX executed
- ✓ Better than expected funding conditions

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

# Accelerated and focused growth

## Increasing penetration of new client solutions, while normalizing supply margin

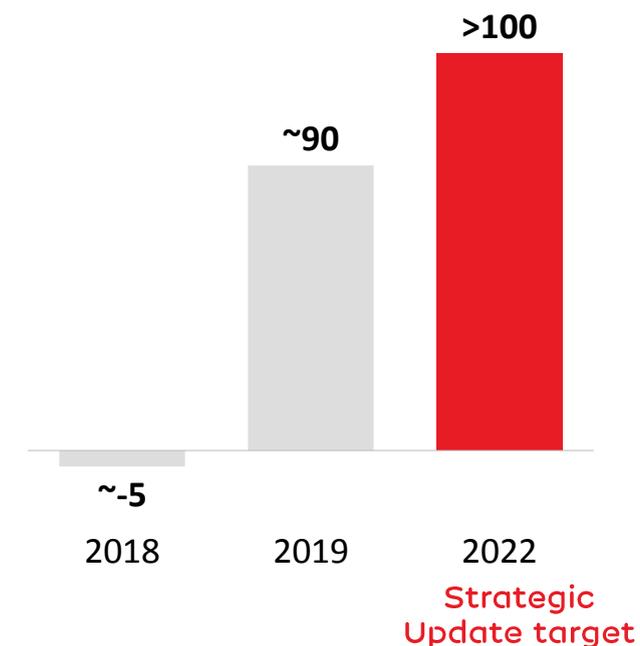


### Client Solutions – 2019 Performance

-  **Stable Client Base**
  - +0.1% Clients**  
*Electricity and gas supply points Iberia*
-  **Focus on service quality to retain high value clients**
  - 23% Complaints YoY**  
*# complaints/ 1k contracts Iberia*
-  **Increase services penetration**
  - +5% Services contracted with clients**  
*18.9% Homecare Services/contracts*
-  **Increased digitalization**
  - 56%** Selfcare Portugal
-  **New client solutions**
  - >100 MWp** Decentralized solar sold capacity in Iberia & Brazil
  - >330** Contracted public charging points # Iberia & Brazil
  - 20%** Savings from energy efficiency In the bill of our B2B clients in Portugal

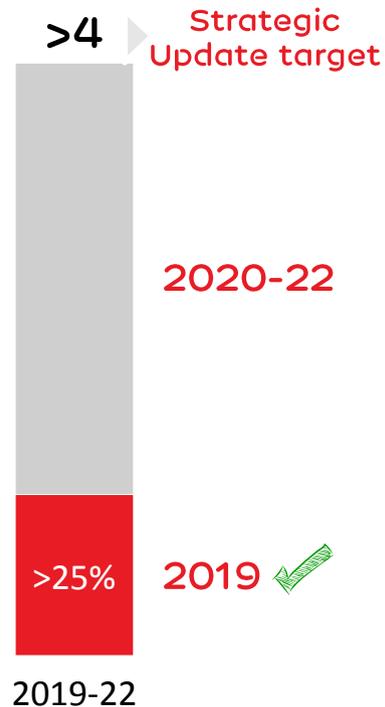
### Supply EBITDA

€ Mn



### Proceeds from asset rotation

€ Bn



- Positive outlook supported by **low interest rate context** and strong appetite from investors **for infrastructure/renewables assets:**

- **2020: Target deals in the US and Europe (~0.7 GW net)**

- **2 deals** agreed, with **better than expected results:**

- **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

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

... while other complementary options may still be considered



### Hydro disposal rationale

- Transaction multiple: **14.4x 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



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 57%	Opex <sup>1</sup>	-2%	<ul style="list-style-type: none"> <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 style="list-style-type: none"> <li>• Avg. Inflation: +3.7%<sup>2</sup></li> </ul>
EDPR 29%	Adj. Core Opex <sup>1</sup> /MW <sup>3</sup>	0%	<ul style="list-style-type: none"> <li>• Avg MW +1%</li> <li>• Predictive maintenance up to 67%</li> </ul>
	Opex ex-forex <sup>1</sup>	+1%	<ul style="list-style-type: none"> <li>• -€20 Mn OPEX YoY on a like-for-like basis</li> </ul>
	Opex like-for-like (excl. growth)	-1%	

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

## Solid balance sheet and low risk profile

# Execution of disposal plan improves risk profile and reinforces balance sheet



### Increasing the share of low-risk profile

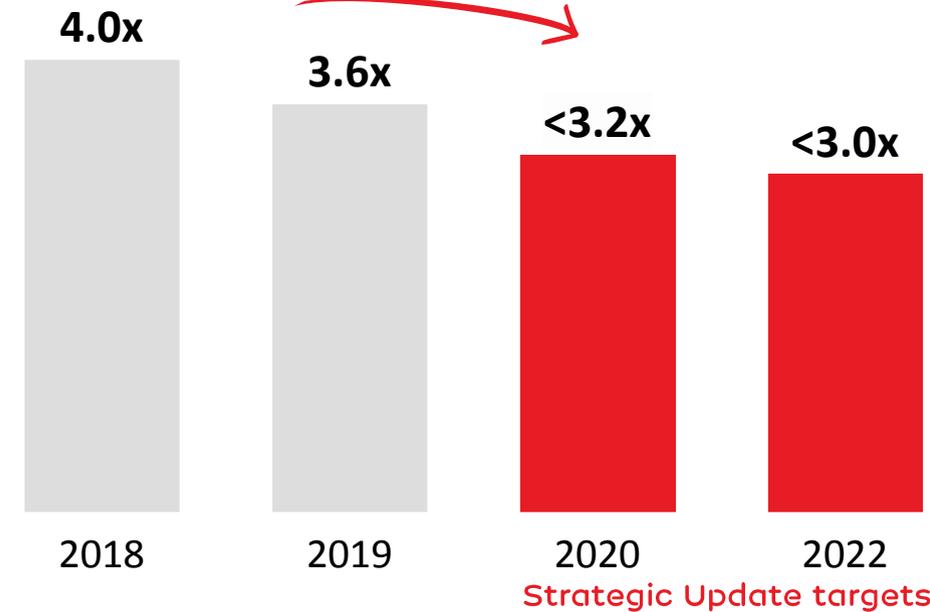
% of EBITDA

Contracted exposure



### Deleveraging in the short-term

Net Debt / EBITDA



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



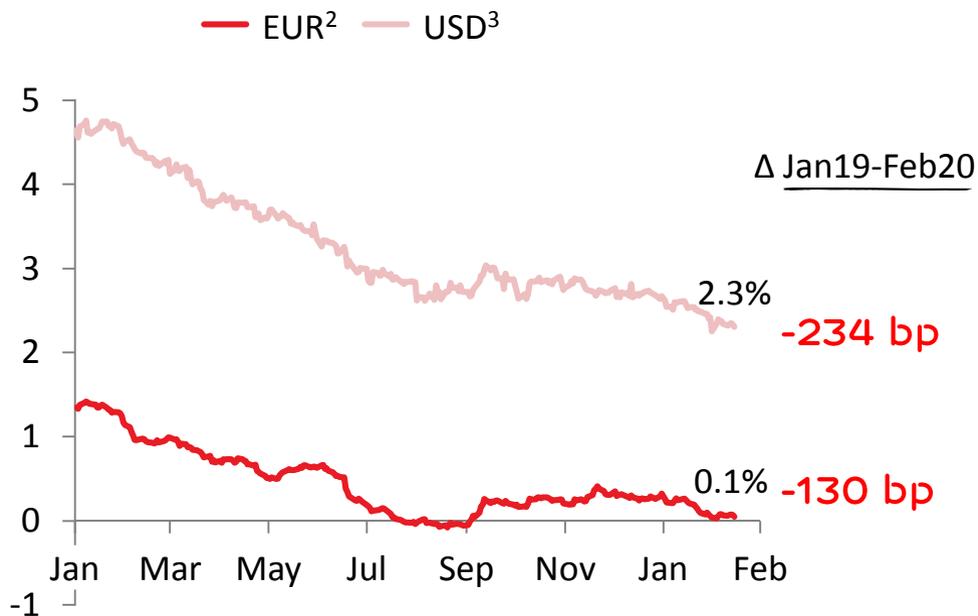
## Most recent bond deals

**Sep-19:** €600 Mn green bond issued (0.43% yield)

**Jan-20:** €750 Mn green hybrid bond issued (1.75% yield)

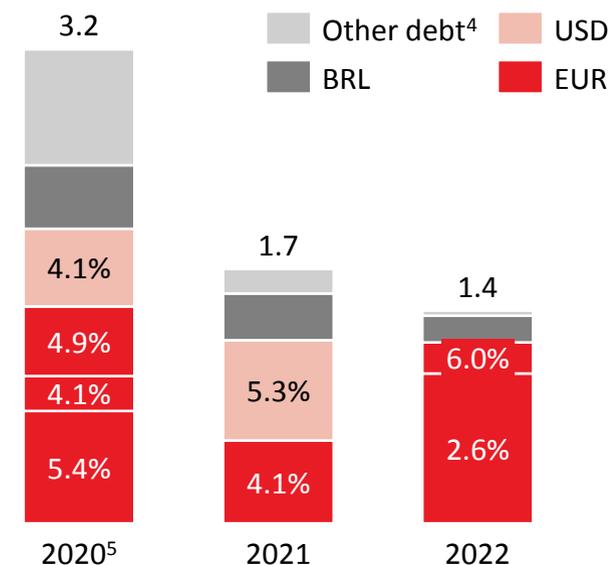
**1Q20:** Repurchase and clean-up call of the 2015 €750 Mn hybrid (5.375% coupon)

Market yields of 5y EDP Bonds, % (Jan 2019-Feb 2020)<sup>1</sup>



EDP consolidated debt maturities in 2020-2022

€ Bn and bonds' coupon rate



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) EDPL 1.125 02/12/2024 REGS Corp | 3) EDPL 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

# Solid balance sheet and low risk profile

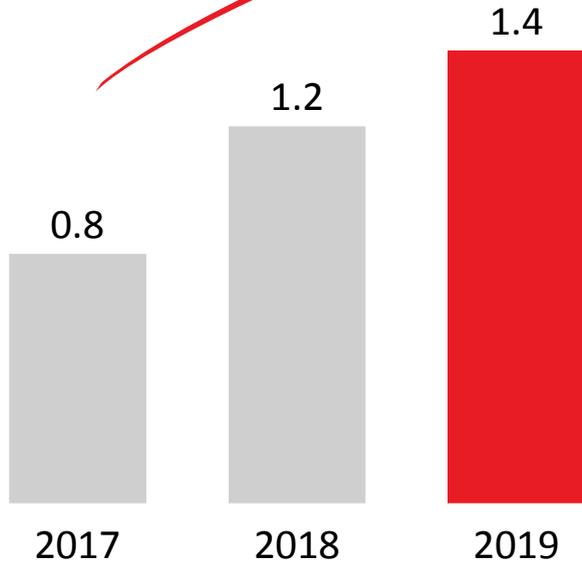
## Strong improvement of recurring organic cash flow over the last two years



### Recurring Organic Cash Flow

€ Bn

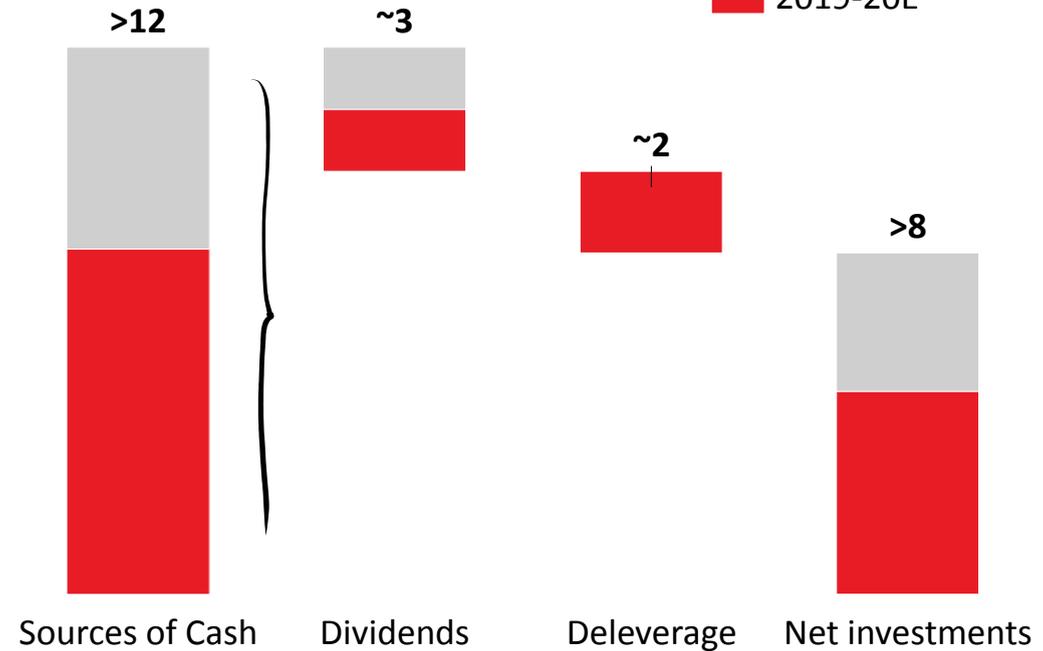
CAGR<sub>17-19</sub>  
+35%



### Uses of cash (Strategic Plan 2019-22)

€ Bn

2021-22E  
2019-20E



# Attractive shareholder remuneration

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



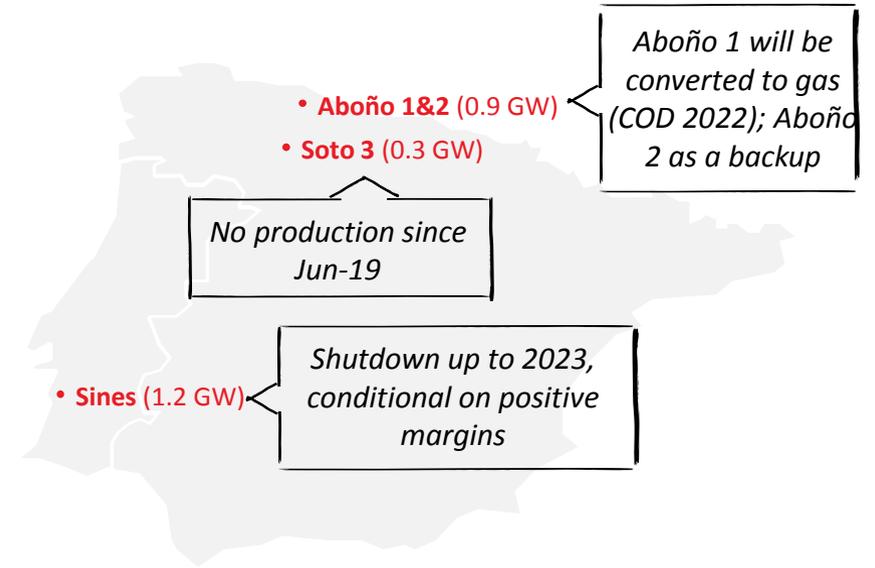
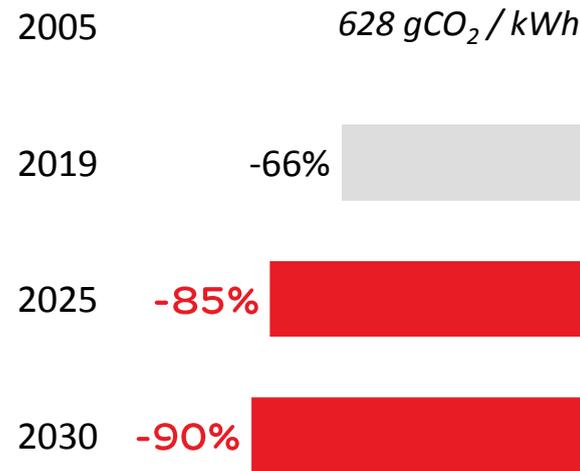
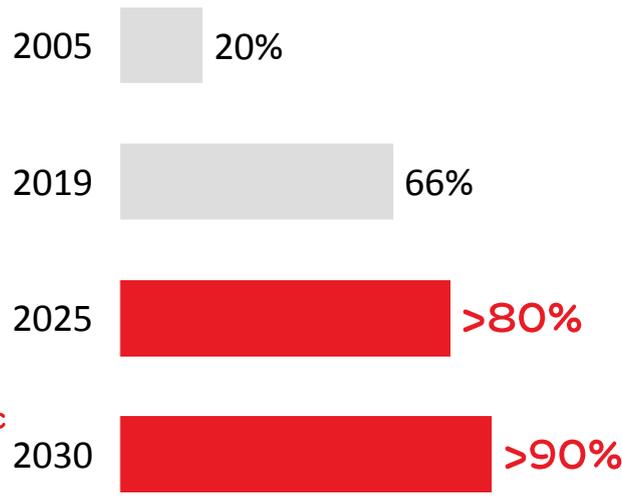
**% renewables generation**



**Specific emissions**  
(vs 2005 levels)



**Become coal-free before 2030**



**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



<p>2019 ranking:</p>	 <p>MEMBER OF <b>Dow Jones Sustainability Indices</b></p> <p>In collaboration with </p> <p><b>#1</b> Global Integrated Utilities (Score 90)</p>	 <p><b>Top 5</b> Global Utilities (Score 4.7)</p>	 <p><b>#1</b> Global Integrated Utilities (Score 68)</p>	 <p><b>93<sup>th</sup> Percentile<sup>1</sup></b> Global Utilities</p>
<p>Historical rankings:</p>	<p>2009 - 2019</p> <p><b>#1 or #2 for 10yrs</b> Avg Score 87 (out of 100)</p>	<p>2011 - 2019</p> <p>Avg Score 4.2 (out of 5)</p>	<p>2012 - 2018</p> <p><b>#5 (in 2012/16) and #9 (in 2014)</b> Avg Score 61 (out of 100)</p>	<p>2015 - 2017</p> <p>Avg Score 84<sup>2</sup> (out of 100)</p>

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

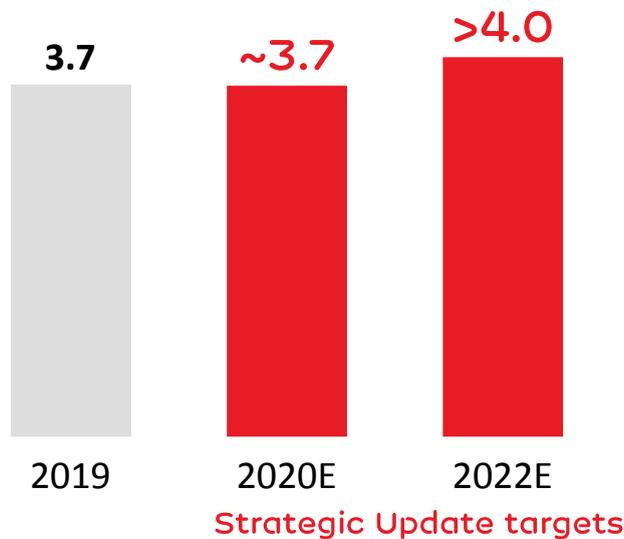
## Attractive shareholder remuneration

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



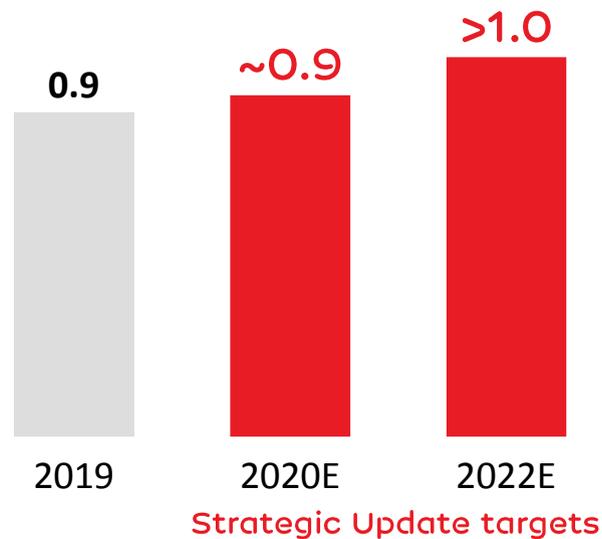
### EBITDA

€ Bn



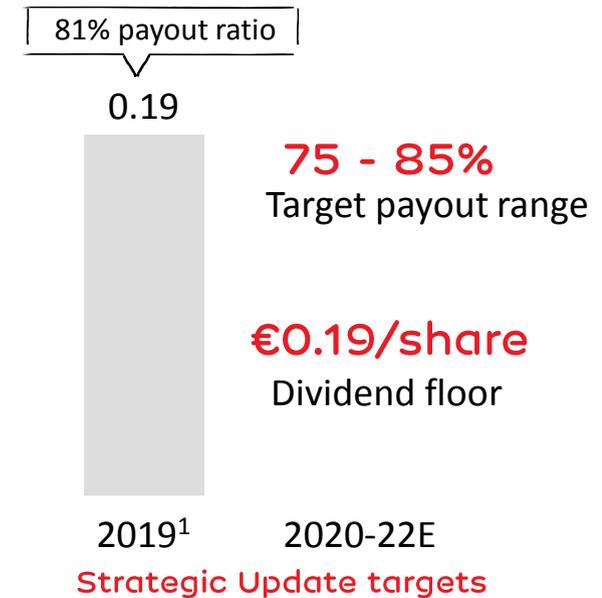
### Recurring Net profit

€ Bn



### Dividend

€ / share



Leading the energy transition to create superior value

1) Proposal of dividend, subject to AGM approval

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## IR Contacts

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## Next Events

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- Feb 26-28<sup>th</sup>: US and Canada Roadshow
- Mar 4-5<sup>th</sup>: London Roadshow
- Mar 5<sup>th</sup>: Madrid Roadshow
- Mar 6<sup>th</sup>: Zurich Roadshow
- Mar 6<sup>th</sup> : Paris Roadshow
- Mar 18<sup>th</sup>: London Roadshow (Eiffel Conf.)
- Apr 16<sup>th</sup>: General Shareholders' Meeting
- May 7<sup>th</sup>: 1Q20 Results