



# EDP

## 1Q09 Results Presentation

May 8<sup>th</sup>, 2009



### 1Q09: Highlights of the period



**EBITDA: €849m, +5% YoY**

LT Contracted Generation + Regulated networks + Wind Power + Brazil: 81% of EBITDA  
low exposure to lower industrial demand

Hedging in liberalized activities and wind power: Clear positive impact

Installed capacity: +16% YoY, to 18.7 GW; Capex 1Q09 of € 841m, focus on wind & hydro

Efficiency improvements: ratio of Opex/Gross Profit improves to 26% (vs. 27% in 1Q08)

**Low risk Profile + Profitable Growth**  
**Risk management + Focused growth + Efficiency improvements**

## 1Q09: Highlights of the period



**Net profit of €265m: +1% YoY**

Regulatory receivables down from €1.9bn in Dec-08 to €852m in Mar-09: Securitization in Portugal

New debt issues in 1Q09: €4.1bn of liquidity available on Mar-09, avg. debt maturity of 5 years

Average cost of debt decreased from 5.7% in 1Q08 vs. 4.7% in 1Q09

Net debt/EBITDA decreased from 4.4x in Dec-08 to 4.0x in Mar-09

**Low risk profile + Profitable Growth  
Maintenance of a sound capital structure**

2

## 1Q09 Financial Headlines



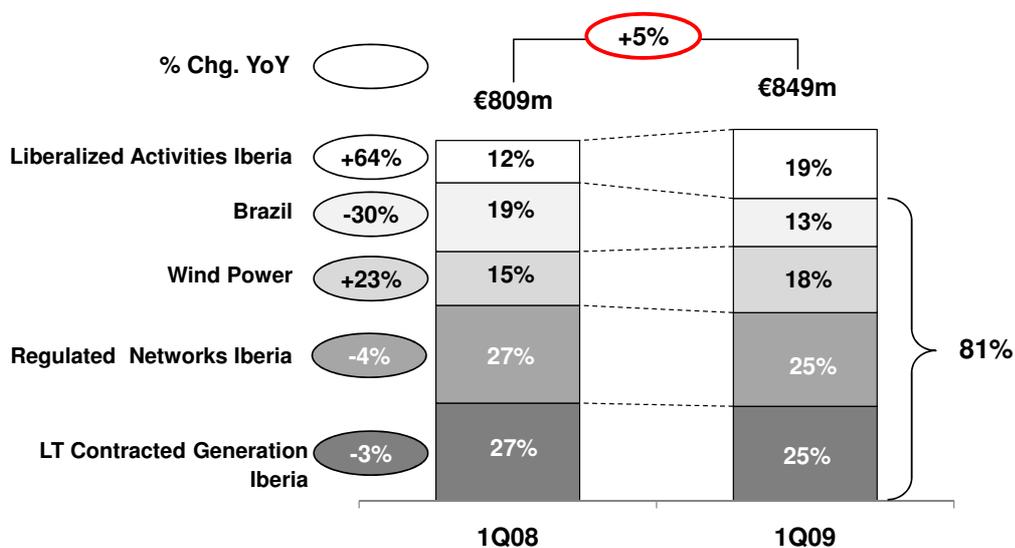
(€ million)	1Q08	1Q09	% Chg.
EBITDA	808.7	849.1	+5%
Net Profit	263.3	265.3	+1%
Capex	606.6	840.5	+39%
Net Debt	13,890 *	13,545	-3%
Net Debt / EBITDA (x)**	4.4x *	4.0x	-
Adjust. Net Debt <sup>(1)</sup> / EBITDA (x)	3.8x *	3.7x	-

**Profitable growth maintaining a low risk and sound capital structure**

\* Net debt and net debt/EBITDA referent to 2008 year end; \*\*net debt/EBITDA in 1Q09 calculated based on the annualized value of EBITDA 1Q09 <sup>(1)</sup> Excluding Regulatory Receivables

3

## 1Q09 EBITDA Breakdown



**81% of EBITDA in 1Q09 from regulated or LT Contracted activities**

4

## Non-recurrent items above the EBITDA line



EDP Group (€ million)	1Q08	1Q09	Var. %
<b>Reported EBITDA</b>	<b>809</b>	<b>849</b>	<b>+5%</b>
Tariff deviations & Recoveries Portugal <sup>(1)</sup>	-31	0	-
Tariff deviations & Recoveries Brazil <sup>(1)</sup>	-11	3	-
HR Restructuring Costs	0	4	-
PPA/CMEC Fuel Procurement <sup>(2)</sup>	-22	11	-
<b>Adjusted EBITDA</b>	<b>744</b>	<b>867</b>	<b>+16%</b>

**Excluding non recurrent items, EBITDA grew 16% YoY**

<sup>(1)</sup> Tariff deviations in the period and recoveries relative to previous periods

<sup>(2)</sup> Deviations between costs of fuels procured and international indexes at the moment of consumption

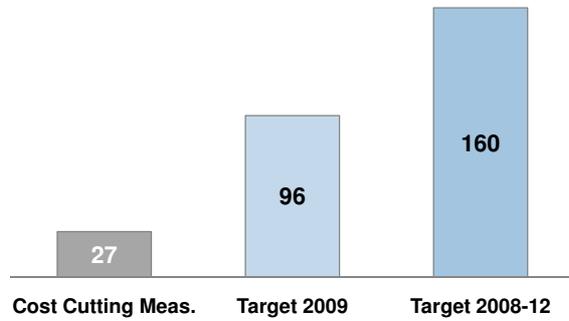
5

# EDP Consolidated Operating Costs: New Efficiency Program

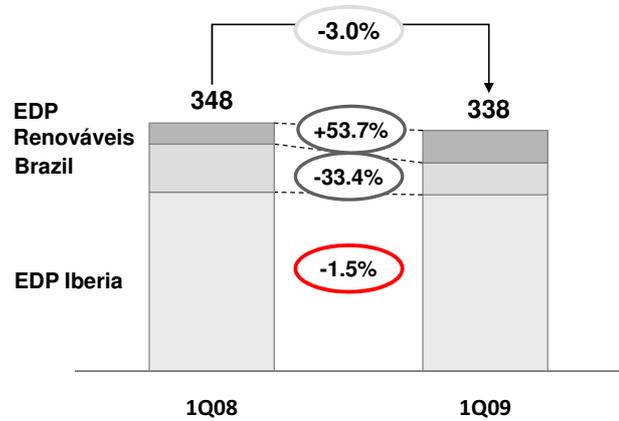


**Efficiency Program 2008-12 annualized savings** <sup>(1)</sup>  
(€ million/year)

■ Measures taken in 1Q09



**Controllable Operating Costs** <sup>(2)</sup> – EDP Group  
(€ million)



**Most relevant measures taken in 1Q09:**

- HR Restructuring program Brazil
- Optimization of IT services
- Control over outsourcing consulting services

- Growth in EDPR reflects capacity expansion
- Decline in Brazil reflects Disco/Genco asset swap
- Iberia – Continued efficiency improvement

(1) Savings measured regarding the 2007 cost base

(2) Personnel Costs & Social Benefits + Supplies & Services ex HR restructuring costs



## Business Areas

# 1Q09: Highlights in LT Contracted Generation Iberia



**EBITDA -3% YoY to €220m**

Recurrent EBITDA +13% YoY to €231m: desox + inflation in PPA/CMECs; new mini-hydro capacity

PPA/CMECs recurrent EBITDA: +9% YoY to €213m (excludes time lag impact in fuel hedging)

Special regime: Gross profit +60% YoY to €27m, mini-hydro capacity +103% and output + 318% YoY

Higher CMECs Regulatory receivables: +€359m to be recovered in the next two years

**Low exposure to energy markets: PPA/CMECs**

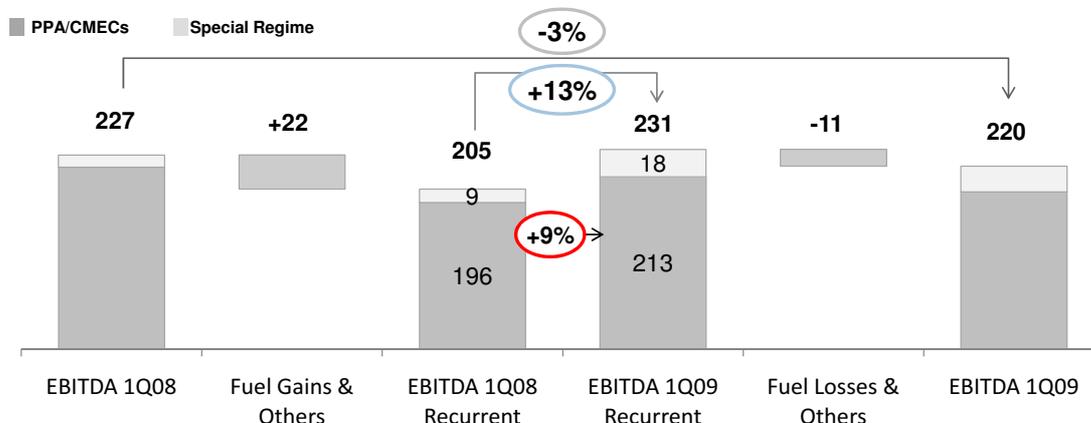
8

## LT Contracted Generation (25% of EBITDA)



**Recurrent EBITDA: +9% (ex-special regime); +13% YoY including special regime**

Evolution of LT Contracted Generation EBITDA  
(€ million)



**PPAs/CMECs: Desox start up in Jul-08; fuel results hedged by financial derivatives**  
**Special Regime: new capacity in mini-hydro (+81MW) & Biomass (+6MW); higher load factors**

9

# 1Q09: Highlights in Liberalized Activities Iberia



**EBITDA +64% YoY to €161m**

Net short position on the Spanish pool – high weight of fixed price forward sales, mostly final clients

Electricity supply to clients: 36% YoY growth in volumes; average selling price 9% higher

Coal marginal cost lower than gas: Strong improvement of volumes in coal generation

Lower volumes in Spanish CCGTs: managing time lag between brent price and gas sourcing cost

**Hedging strategy: margins locked-in 12 months ahead + short term arbitrage**

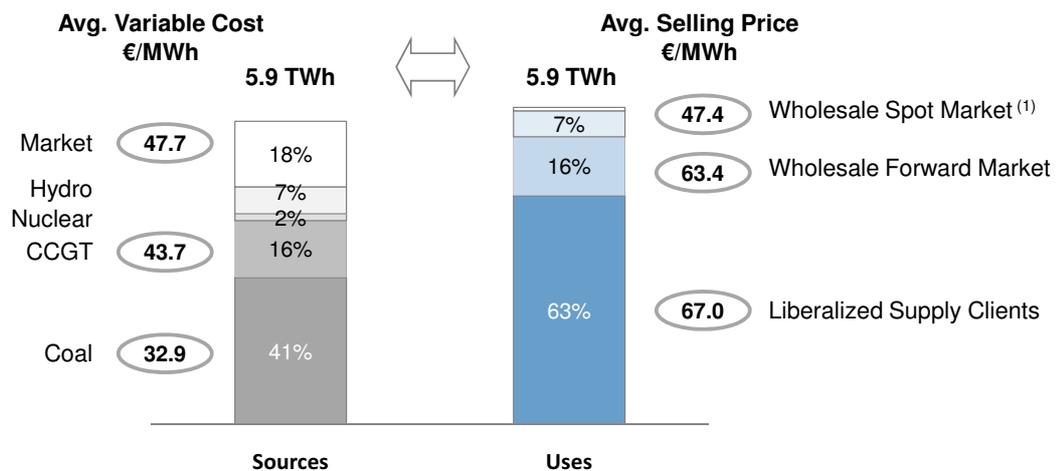
10

## Liberalised Activities Iberia: Hedging strategy (19% EBITDA)



**Generation & Wholesale**  
(energy sources)

**Clients & Wholesale**  
(energy sold)



- **Generation output -12% YoY: Long outage in nuclear, CCGTs lower due to commercial strategy**
- **Long position in forward sales (clients & wholesale) average selling price above €60/MWh**
- **Net short position in the pool in 1Q09, active on restrictions market and ancillary services**

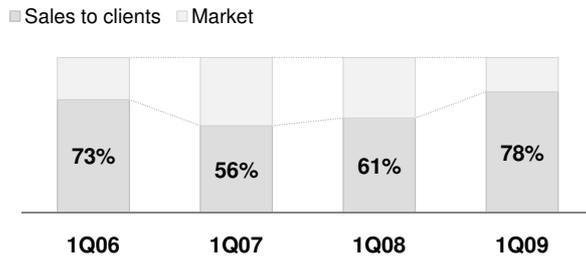
(1) Excluding amounts from restriction market and ancillary services, average achieved price stood ; with all these impacts avg. price was €58.6/MWh

11

# Liberalised Activities Iberia: Low exposure to Spanish pool



## Sales to clients as a % of generation output



Structurally, EDP has sold between 50% and 80% of its output directly to final clients historically

	1Q06	1Q07	1Q08	1Q09	CAGR
Avg. Pool Price (€/MWh)	76.9	44.0	65.9	43.0	-18%
Avg. Price Retail (€/MW)	45.3	56.9	61.5	67	+14%
Gross Profit (€/MW) <sup>(1)</sup>	16.3	27.2	24.7	30.4	+23%
EBITDA (€m) <sup>(2)</sup>	32	116	98	161	+71%

Financial performance of EDP's liberalized activities is less exposed to energy markets volatility

The bulk of energy selling prices and fuel costs are fixed between 6-18 months ahead

**Hedging strategy reduces exposure to spot market volatility**

(1) Electricity generation and supply;

(2) Liberalised activities

# 1Q09: Highlights in Energy Regulated Networks Iberia



**EBITDA down -4% YoY to €218m**

Portugal: Electricity demand down 0.9% YoY; residential segment +4%, industrials -7%

Good resilience of networks' gross profit, remuneration based on RoRAB model

Regulatory receivables: slight tariff surplus in Portugal, prospects for securitization in Spain

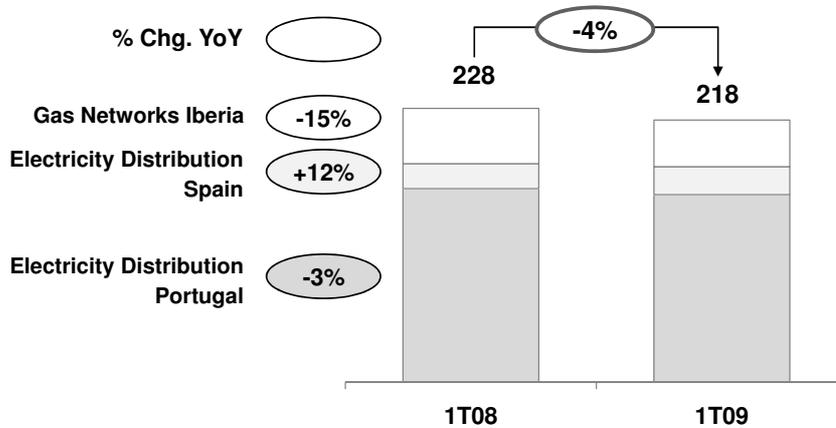
Continued efficiency improvement: Efficiency ration of Opex /client improved 1.3% YoY

**Stable revenue stream, focus on efficiency improvements**

# Regulated Energy Networks Iberia (25% of EBITDA)



EBITDA Breakdown  
(€ million)

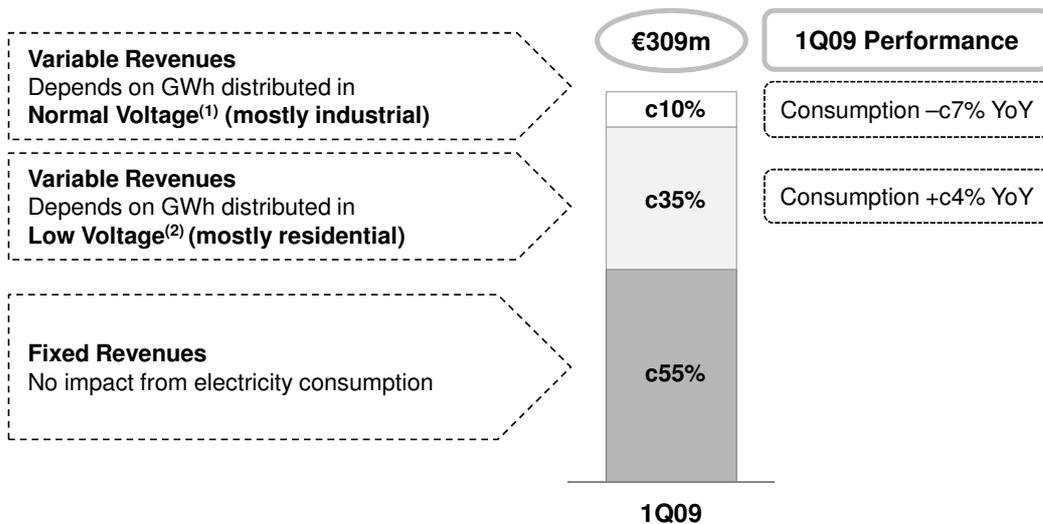


- Gas: Extension of concession contract in Portugal implies lower EBITDA in first years
- Electricity distribution Spain: 7.5% YoY increase in regulated revenues
- Distribution Portugal: Lower demand from industrial segment with almost no impact

# Regulated energy networks Iberia: Resilient on decline of industrial demand



Electricity Distribution Grid Portugal: Breakdown of 1Q09 Regulated Revenues (current period)



**Demand from industrial clients has a very low impact on regulated revenues**

<sup>(1)</sup>Normal Voltage: Very High Voltage + High Voltage + Medium Voltage (mostly industrial clients) <sup>(2)</sup>Low Voltage: Special Low Voltage + Low Voltage (mostly residential clients)

# 1Q09: Highlights in Wind Power



**EBITDA growth of +23% YoY to €154m**

Installed capacity: +46% or +1.4 GW YoY to 4.5 GW (5.2 GW gross) in Mar-09

Output +40% YoY – Load factors of 28% in Europe and 40% in USA – Premium quality assets

Avg. selling price in Spain -5% YoY vs. avg. pool price -35% YoY

1Q09 capex of €403m, works in progress €1.3bn by Mar-09, 1.2-1.3 GWs target 2009 additions

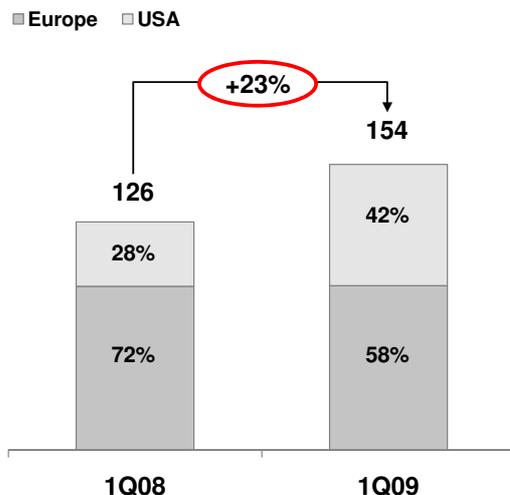
**Increasing wind capacity: Stable revenues stream  
PPAs, fixed tariffs, market price + premium with cap & floor, forward sales**

16

## Wind Power (18% of EBITDA)



EDP Renováveis: EBITDA Breakdown  
(€ million)



**EBITDA growth supported by:**

- 46% increase of installed capacity (+ 1.4GW to 4.5GW);
- High load factors (Europe 28% and USA 40%);
- Avg. price in Spain -5% YoY vs. avg. pool price <sup>(1)</sup> -35% YoY: Forward sales with +€8m impact

(1) Average pool price achieved by EDPR in the pool

17

# 1Q09: Highlights in Brazil



**EBITDA decreased 30% YoY to €112m**

-12.6% forex impact: EBITDA in BRL terms decreased 20% YoY

Distribution: disposal of Enersul and lower industrial demand

Generation: increase of stake in Lajeado hydro plant, non recurrent trading gains in 1Q08

Efficiency improvement: Opex/Clients (Bandeirante+Escelsa) decreased 2.4% YoY

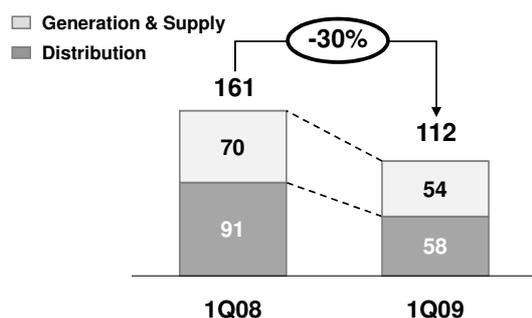
**Stable regulated and contracted revenues, improvements on efficiency**

18

## Brazil (13% of EBITDA)

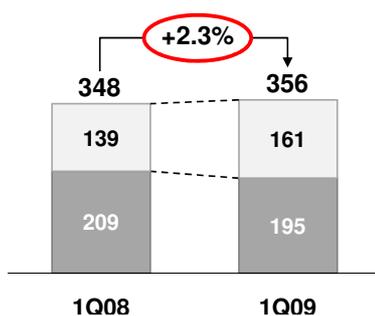


### Reported EBITDA (€m)



- BRL/€ depreciation: -12.6% YoY in 1Q09
- Gener. & supply trading gains in 1Q08 (BRL44m)
- One-off staff reduction costs in 1Q09 (BRL13m)
- Tariff deviations 1Q08: +BRL29m; 1Q09: - BRL8m

### EBITDA Adjusted (BRLm)



- Asset swap: PPA generation is now 45% of recurrent EBITDA
- Electricity sold to distribution clients in 1Q09:
  - Residential, commercial & other: +5% YoY
  - Industrials: -11% YoY
- Efficiency Opex/Clients -24%YoY

Note: Avg. BRL/EUR: 2.62 in 1Q08 and 3.00 in 1Q09

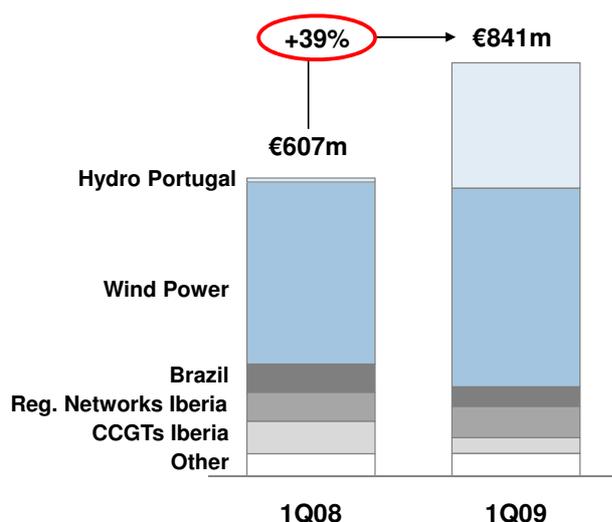
19



## Consolidated Financials

20

## Consolidated Capex



- **Hydro:** €232m payment in Jan-09 for concession right to build Fridão/Alvito hydro plants in Portugal; 866 MW of hydro currently under construction;
- **Wind Power:** +99 MW installed in 1Q09; 1,017MWs under construction by Mar-09
- **Brazil:** construction works at Pecém PPA coal plant (720 MW@50%)
- **CCGTs:** 1,286 MW under construction (862MW in Portugal to start operating in Jul-09 and Sep-09)

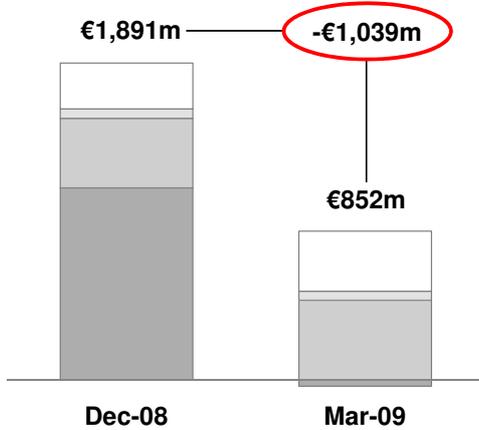
**Total generation Installed capacity increased by 16% YoY to 18,695 MW**  
**c3,600 MW under construction by Mar-09**  
**Apr-09: +200 MW of wind capacity under construction (USA)**

21

# Regulatory Receivables



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



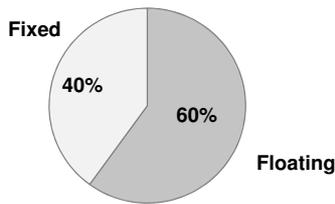
- Securitization of Portuguese tariff deficit in Mar-09
- Lower than expected electricity prices in Portugal imply tariff surplus in 1Q09
- Slight increase of regulatory receivables from CMECs due to low electricity prices (to be recovered in 2010/2011).
- Spanish Tariff deficit: continued growing, securitization likely in the short term

**Amount of regulatory receivables down by €1bn during the 1Q09 to €852m as of Mar-09**

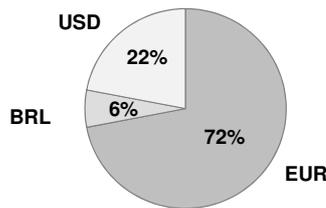
# EDP Consolidated Net Debt



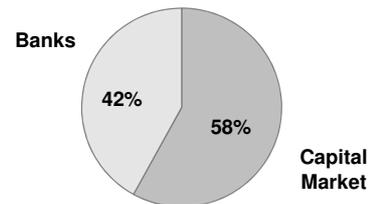
Debt by Interest Rate Term



Debt by Currency



Debt by Source of Funds



	2008	1Q09
Net Debt/EBITDA	4.4x	4.0x
Net Debt/EBITDA ex Reg.Receivables	3.8x	3.7x

	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 €13.5bn by Mar-09**

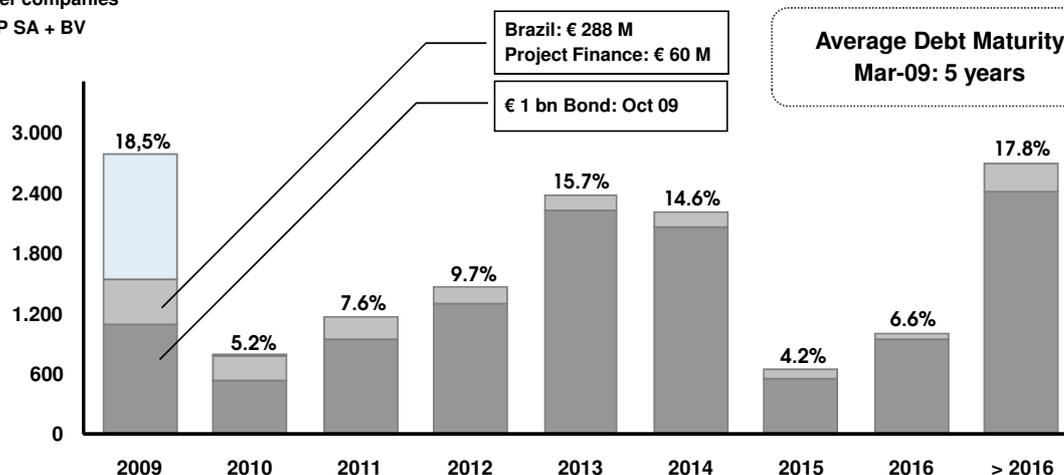
## EDP consolidated debt maturity profile



### EDP consolidated debt maturity profile (March 31, 2009)

(€ million)

- Commercial paper
- Other companies
- EDP SA + BV



Balanced maturity profile of EDP consolidated debt

24

## EDP liquidity position Mar-09



(€ million)

### Sources of liquidity (Mar-09)

Instrument	Maximum Amount	Number of counterparties	Utilised	Available	Maturity
Revolving Credit Facility (US\$1.5bn)	1,127	22	1,037	90	02-07-2014
Revolving Credit Facility	1,600	19	0	1,600	04-03-2012
Domestic Credit Lines	187	5	-	187	Renewable
Domestic Credit Lines – HC Energia	164	8	36	128	Renewable
Underwritten CP Programmes	650	3	65	585	Renewable
<b>Total Credit Lines</b>	<b>3,728</b>		<b>1,138</b>	<b>2,590</b>	
<b>Cash and Equivalents:</b>				<b>1,473</b>	
<b>Total Liquidity Available</b>				<b>4,063</b>	

€4.1bn of cash and liquidity facilities available by Mar-09

25

## Consolidated Net profit flat YoY



(€ million)	1Q08	1Q09	Δ %	Δ Abs.
<b>EBITDA</b>	<b>809</b>	<b>849</b>	<b>5%</b>	<b>+40</b>
Net depreciations & provisions	267	317	19%	+50
<b>EBIT</b>	<b>542</b>	<b>532</b>	<b>-2%</b>	<b>-10</b>
Net Interest Costs	(169)	(160)	+5%	+9
Other Financial Results <sup>(1)</sup>	21	12	-43%	-9
Income Taxes	(93)	(88)	-5%	5
Minority Interests	38	31	-19%	-7
<b>Reported Net Profit</b>	<b>263</b>	<b>265</b>	<b>+1%</b>	<b>+2</b>

- **Net interest costs decreased** 5% YoY due to decline in average cost of debt from 5.7% in 1Q08 to 4.7% in 1Q09; avg. net debt higher 14.4% YoY
- **Other Financial Costs** include losses of €33m in 1Q08 (Sonaecom) and €29m in 1Q09 (BCP) and capital gains of €27m in 1Q08 and €13m in 1Q09
- Effective tax rate remained flat at around 23%.
- Impact from lower **minority interests** at Energias do Brasil (BRL devaluation, increase of treasury stock) stronger than impact from higher minority interests at EDPR (IPO)

<sup>(1)</sup> Including results from Associates Companies and Capital Gains

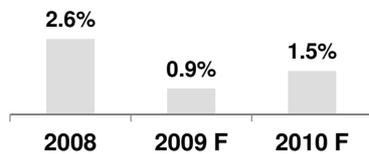


## Prospects 2009

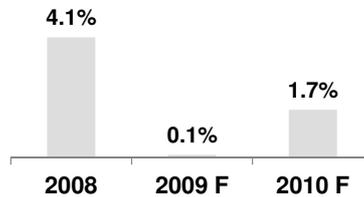
# Prospects of lower Inflation for 2009



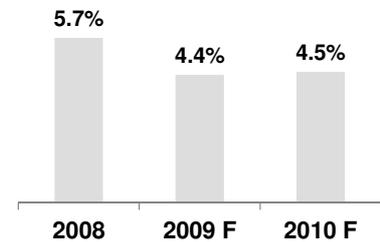
PORTUGAL: Inflation <sup>(1)</sup>



SPAIN: Inflation <sup>(1)</sup>



BRASIL: Inflation <sup>(1)</sup>



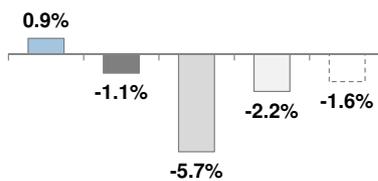
- **Regulated revenues:** lower inflation in 2009 would impact only 2010 regulated revenues
- **Main activities impacted by inflation:** PPA/CMECs, regulated networks, wind power feed-in tariffs
- **Operating costs and capex:** positive impact can be expected for 2009 and 2010
- **Financial costs:**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

<sup>(1)</sup> Source: Bloomberg and Estimates Consensus

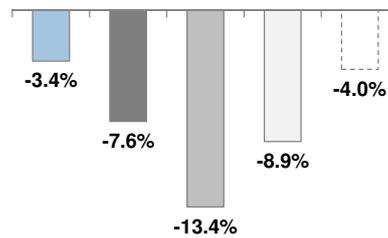
# Demand: Recent decline was lower in Portugal than in Spain



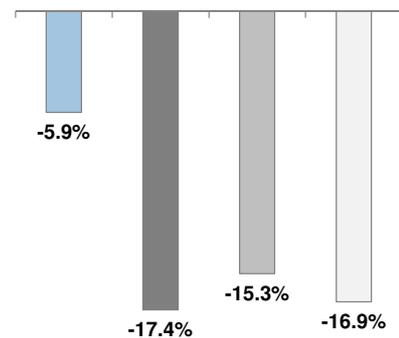
PORTUGAL – Electricity



SPAIN – Electricity



SPAIN – Gas Total Market



Legend: 4Q08 (light blue), 1Q09 (dark grey), Apr09 <sup>(1)</sup> (medium grey), Jan-Apr09 <sup>(1)</sup> (light grey), 2009 E (dashed line)

- **Demand destruction from industrial segment with less impact in Portugal than in Spain**
- **Heavy equipment industries (Auto, steel, etc) with lower weight on Portuguese demand**
- **YoY contraction in construction sector more relevant in Spain**

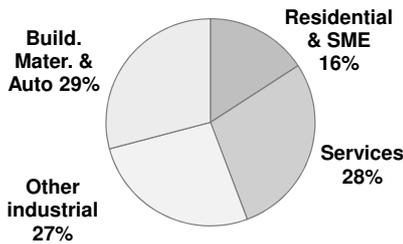
Source: REN, REE and Enagás

<sup>(1)</sup> Gas SP, up to April 29<sup>th</sup>, 2009

# Energy sold to Clients in Liberalized Iberian Markets

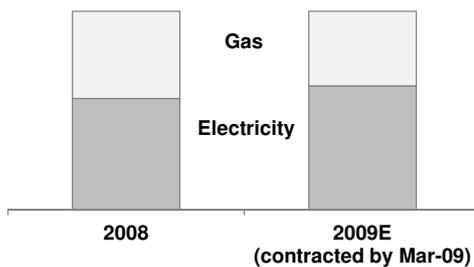


Estimated volumes to be supplied to clients already contracted for 2009 <sup>(1)</sup>



- Clients' portfolio diversified: Residential + services > 40%; sectors most affected by the crisis (building materials and auto industries) represent < 30%.
- Expected consumption volumes for 2009 revised 15% downwards in Jan-09, no material revision from then onwards.

Electricity and gas sales to clients <sup>(1)</sup>



- By Mar-09 estimated volumes contracted for 2009 were already in line with total volume sold in 2008.
- Additional contracting with clients over 2009: Opportunities from further liberalization in electricity in Spain and gas in Portugal.
- Tight control over clients' default risk.

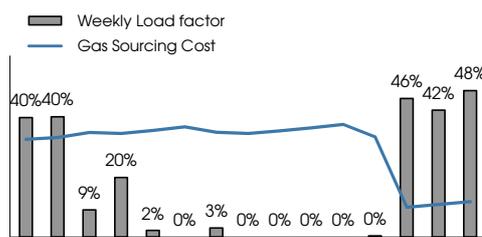
**Supply as a key component to reduce exposure to pool price and lock-in forward margins**

<sup>(1)</sup> In TWh equivalent; gas volumes adjusted by 0.51 factor

# Liberalized electricity generation: Capacity & fuel costs

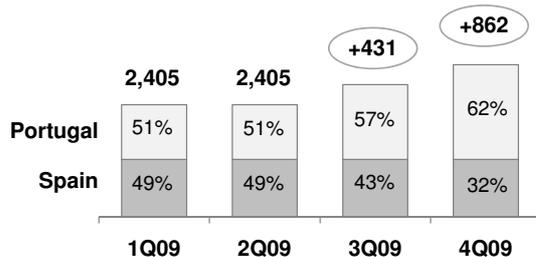


EDP's CCGT in Spain: Load Factors and Gas Sourcing Cost  
Jan-09 to Apr-09



- Gas cost keeps decreasing reflecting the time lag between Brent and gas prices
- Increase in CCGT load factors
- Nuclear: 2009 outage concentrated in 1Q09
- HC's efficient coal generation to continue competitive

EDP's CCGT: Installed capacity (MW)



- Two new CCGT groups to be commissioned in Portugal: Lares 1 in Jul-09; Lares 2 in Sep-09
- Positive impact expected on volumes and gross profit

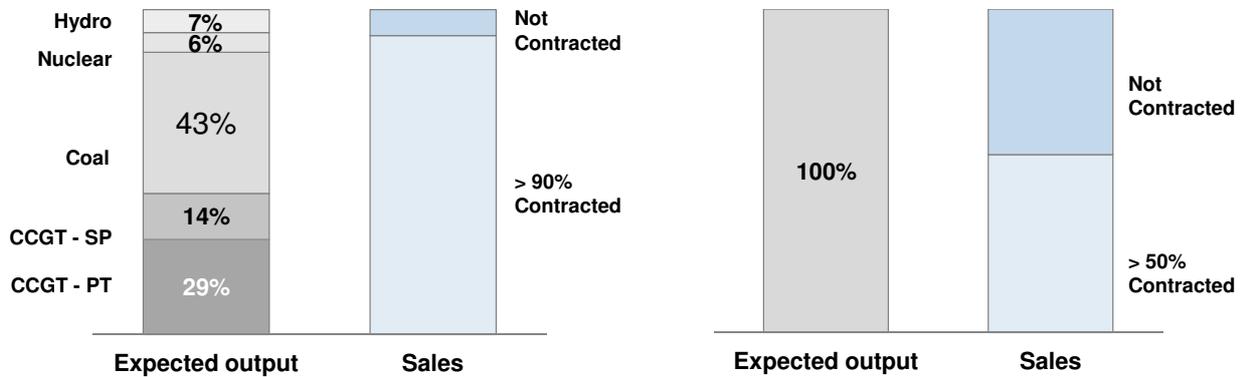
**Decline of global energy demand drove thermal generation costs downwards**

# Liberalized activities: Electricity Forward Contracting



2009

2010



- Avg. Selling price\*: ~€60/MWh
- Spark Spread\*\* locked in: >€15/MWh
- Dark Spread\* locked in: >€20/MWh
- Arbitrage opportunities in spot market

- Average selling price\* above current forward prices
- Contracting to continue over 2009

**Hedging through forward contracting of electricity sales & fuel costs reduces risk profile**

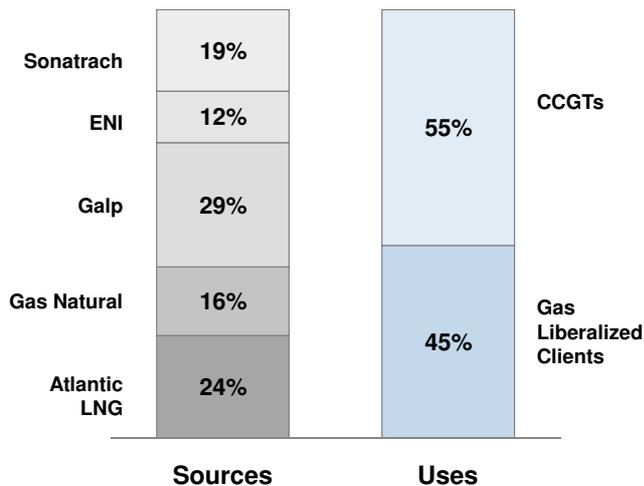
\* Before Capacity Payment

\*\* Including CO<sub>2</sub> Costs, excluding free CO<sub>2</sub> allowances

# Gas Sources & Uses: Balanced Position



Gas sourcing, 2009E

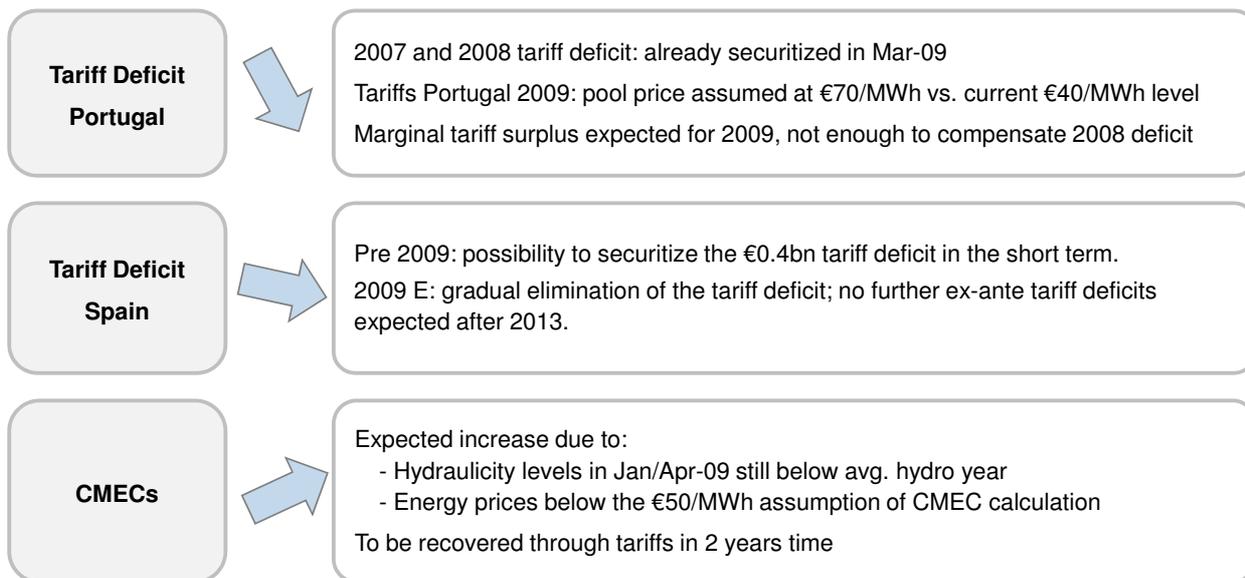


- Short position in gas spot market in 2007 & 2008.
- Flexible LT contracts namely in terms of take-or pays (minimum volumes & period for consumption)
- Major force restrictions on gas supply from Nigeria: decrease of LT contracts volume in 2009.

- High weight of residential in gas supply to clients, high weight of Portuguese CCGTs in demand.
- Increase of CCGT capacity in Portugal (+862MW in 3Q09) with low volume of new gas contracted.
- Integrated management of gas demand from clients/CCGTs, in Portugal/Spain.

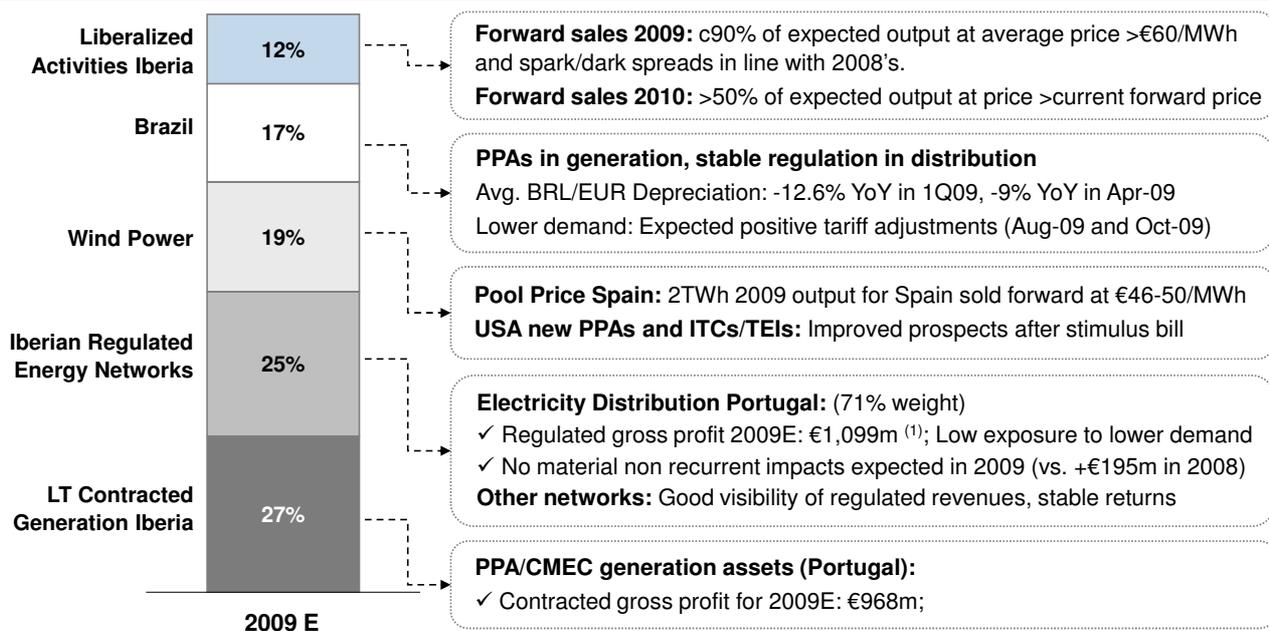
**Balanced position between LT gas sourcing contracts and gas consumption by CCGTs & clients**

## Prospects for 2009: Regulatory Receivables



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

## Prospects for EBITDA



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

<sup>(1)</sup> Excluding Previous Years Adjustments – Allowed Revenues were adjusted for Concession Rentals and Law 12/2008 (Meters asset base; monthly reading and invoicing)

## Conclusion



### Stable, low-risk returns

#### EBITDA strongly resilient, stable and predictable

- >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:** €4.1bn available in cash position, credit lines
- **Diminishing cost of debt in 2009 on Euribor:** 60% of net debt at floating rate

36



### IR Contacts

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### Next Events

NY Roadshow: May 12<sup>th</sup> -13<sup>th</sup>, 2009  
London Roadshow: May 19<sup>th</sup>-20<sup>th</sup>, 2009  
1H09 Results: July, 30<sup>th</sup> 2009