



# EDP

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## 9M09 Results Presentation

October 30<sup>th</sup>, 2009

# 9M09: Highlights of the period



**EBITDA: €2,427m, +2% YoY (EBITDA recurrent: €2,429m, +9% YoY)**

**Hedging: Liberalized activities EBITDA +66% YoY**

Positive results from proper and well timed decisions on risk management in energy markets

**Avg. Generation Installed Capacity: +14% YoY in 9M09, reaching 19.1 GW by Sep-09**

80% of capacity increase in the period came from wind & hydro

**Brazil: Signs of improvement (EBITDA -15% YoY in 9M09, EBITDA -3% YoY in 3Q09)**

Electricity distributed -8% YoY in 9M09, +7% QoQ in 3Q09, appreciation of BRL/EUR in 3Q09

**Corporate-wide efficiency program: €79m cost savings achieved in 9M09**

Operating costs down 5% YoY; Opex/Gross Profit ratio flat YoY at 28% in 9M09

**Risk management + Focused Growth + Efficiency improvements**

# 9M09: Highlights of the period



**Net Profit: €748m, -20% YoY**  
**Net Profit Recurrent: €780m, +9% YoY**

**Average cost of debt fell from 5.7% in 9M08 to 4.0% in 9M09**  
54% of debt at floating rates; New bond issue in 3Q09: USD1Bn, 10-Year maturity, 4.9% Cupon

**Capex: €2,528m in 9M09, 83% is expansion; 87% of expansion capex is wind and hydro**  
3.7GW power plants under construction (19% of capacity): Works in progress of €3.0bn by Sep-09

**Regulatory receivables of €0.9bn by Sep-09**  
€1bn down vs. Dec-08 (securitization Portugal Mar-09)

**Net debt of €14.4bn by Sep-09**  
Net debt/EBITDA 4.2x ex-regulatory receivables

**Execute attractive growth opportunities + Efficient capital management**  
**Maintaining low risk + high growth profile**

# 9M09 Financial Headlines



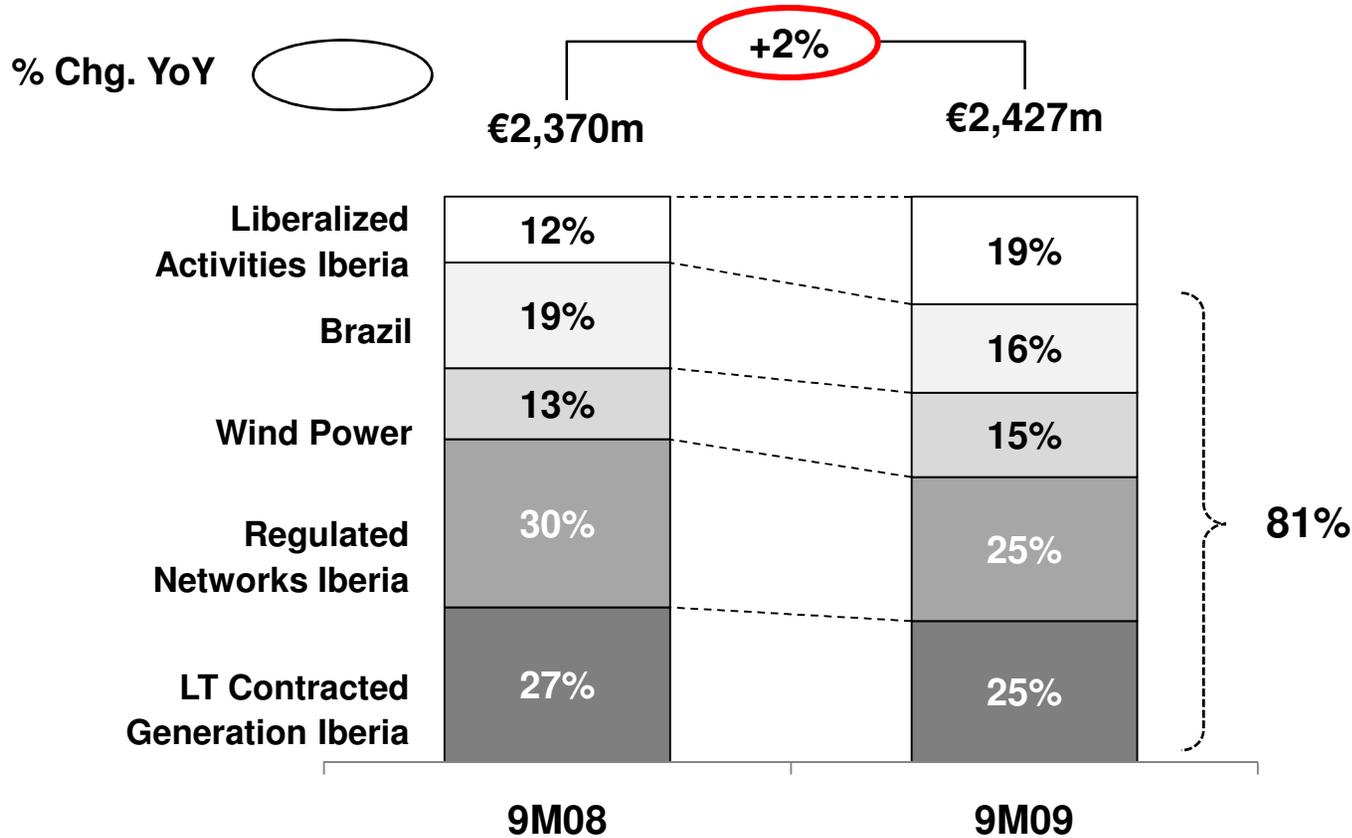
(€ million)	9M08	9M09	% Chg.
EBITDA	2,370	2,427	+2%
Net Profit	940	748	-20%
Capex	2,171	2,528	+16%
Net Debt (€bn)	13.9 *	14.4	+4%
Net Debt / EBITDA (x)**	4.4x *	4.4x	-
Adjusted Net Debt <sup>(1)</sup> / EBITDA (x)	3.8x *	4.2x	-

**Net profit ex-non recurrent items: €780m, +9% YoY**  
**Profitable growth maintaining a low risk and sound capital structure**

# 9M09 EBITDA Breakdown



81% of 9M09 EBITDA came from regulated and LT contracted activities



Specialization accounting issues explain declines in regulated networks and LT Contracted

# Non-recurrent items above the EBITDA line



EDP Group (€ million)	9M08	9M09	% Chg.
<b>Reported EBITDA</b>	<b>2,370</b>	<b>2,427</b>	<b>+2%</b>
Portugal Distribution Tariff Adjust. <sup>(1)</sup>	-166	0	-
-----			
Brazil Distribution Tariff Adjust. <sup>(1)</sup>	-26	-14	-
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HR Restructuring Costs	43	16	-
<b>Adjusted EBITDA</b>	<b>2,221</b>	<b>2,429</b>	<b>+9%</b>

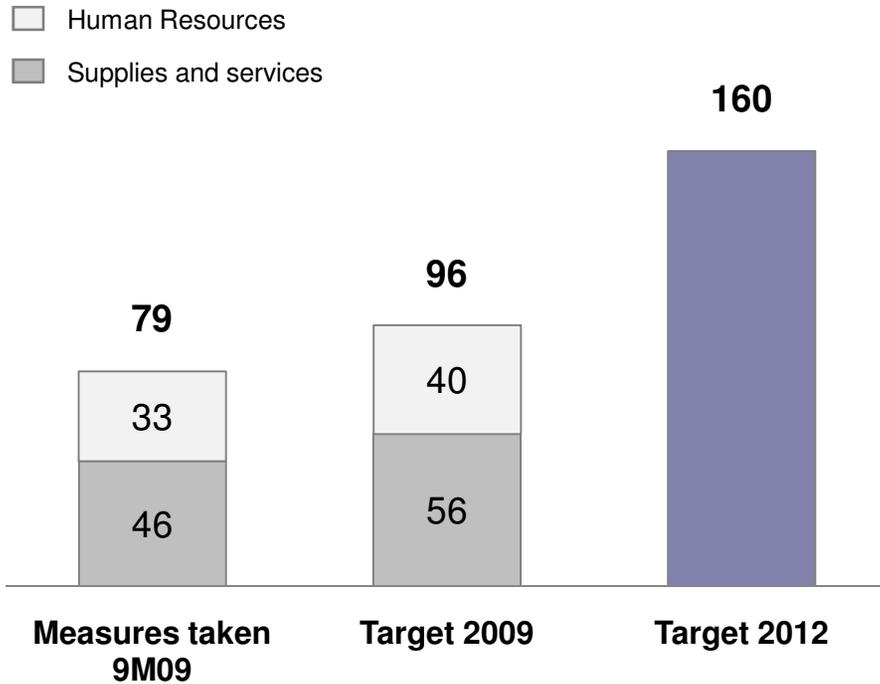
**EBITDA ex-non recurrent items grew 9% YoY**

<sup>(1)</sup> Adjusted for previous years tariff adjustments and deviations

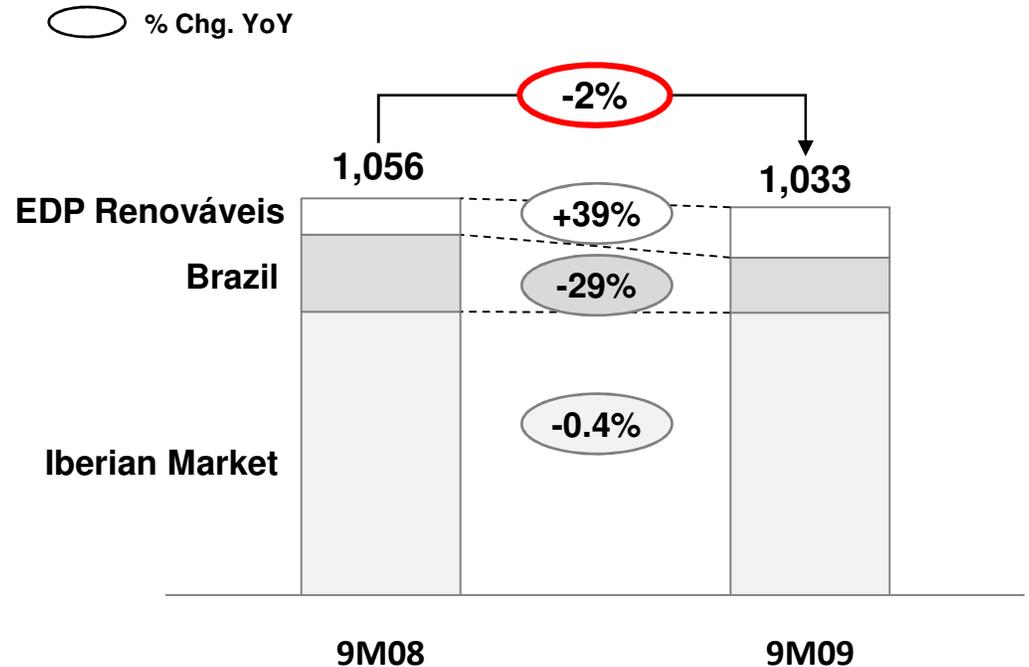
# EDP Consolidated operating costs: Positive results from ongoing corporate-wide efficiency program



Efficiency Program 2008-12 annual savings <sup>(1)</sup>  
(€ million)



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



## Most relevant measures taken in 9M09:

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

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

<sup>(1)</sup> Savings measured regarding the 2007 cost base

<sup>(2)</sup> Personnel Costs & Social Benefits + Supplies & Services ex HR restructuring costs



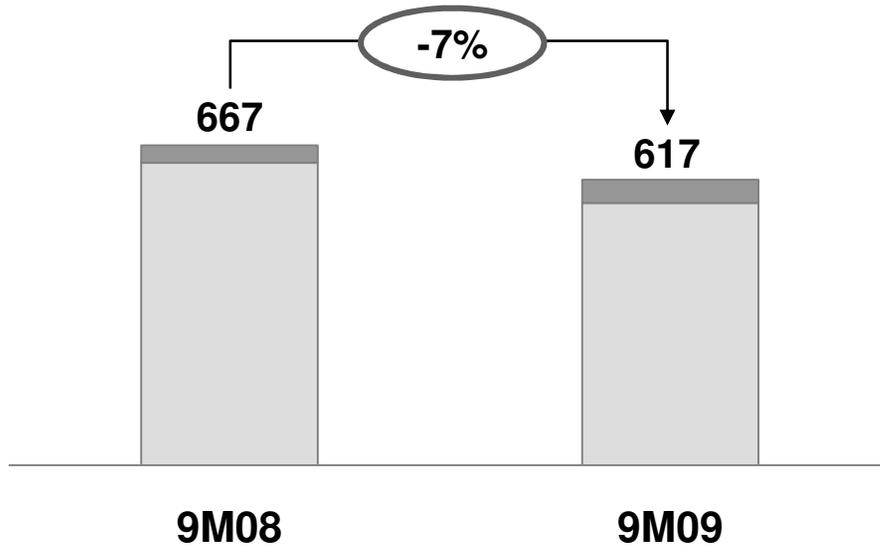
# Business Areas

# Long Term Contracted Generation Iberia (25% of EBITDA): PPA/CMECs with stable Return on Assets of 8.5%

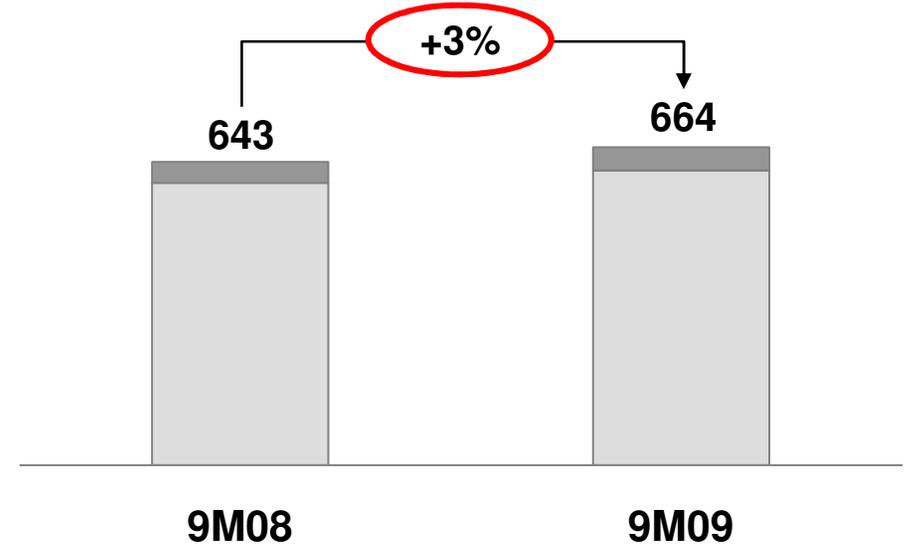


**EBITDA Reported**  
(€ million)

- PPA/CMEC
- Special regime <sup>(1)</sup>



**EBITDA adjusted <sup>(2)</sup>**  
(€ million)



**(-) change in fuel costs:** -€72m YoY due to 2008/09 volatility in coal prices; immaterial value impact (hedging booked at financial results)

**(+) new Desox facilities:** operating since Jun-08  
**(+) Special regime avg. capacity:** +65MW

<sup>(1)</sup> includes mini-hydro, co-generation, biomass and waste in Portugal and Spain, does not include wind power;

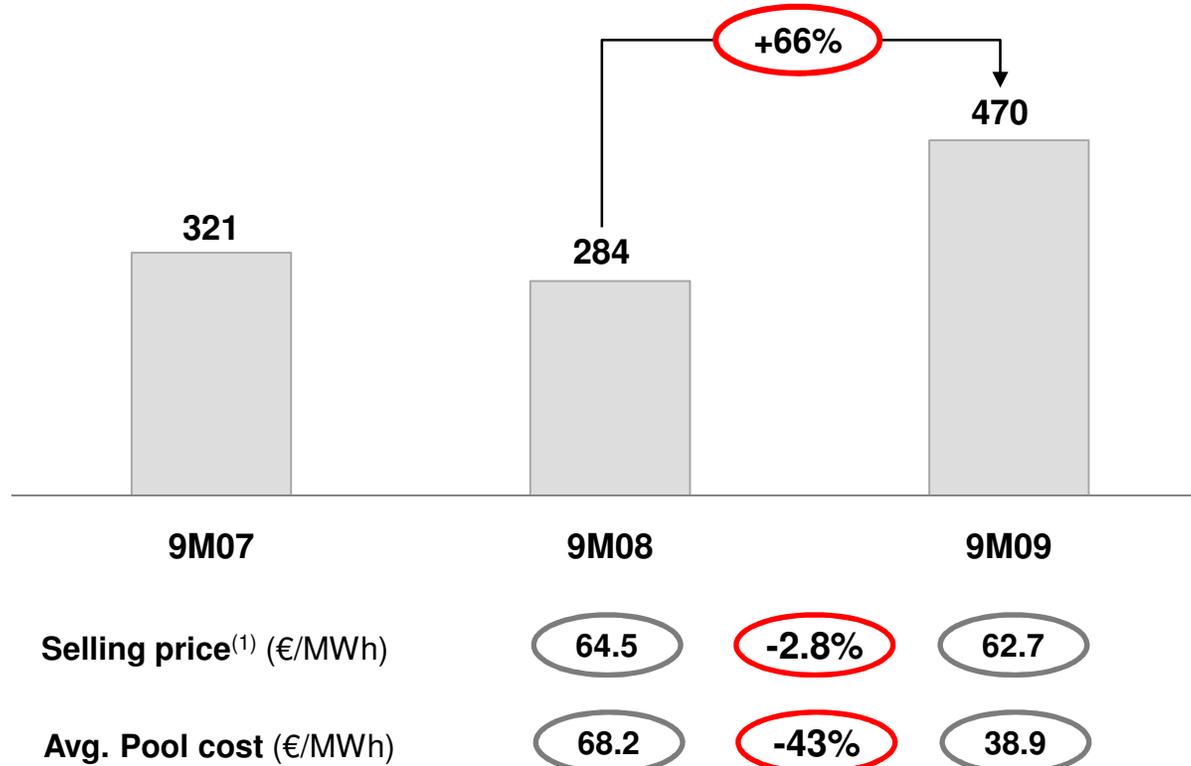
<sup>(2)</sup> Excluding non recurrent items namely: -€35m in fuel procurement in 9M09 (vs +€37m 9M08), +€3.8m in 9M08 on adjustment of 2007 PPA margin, -€10.3m in 9M09 from RH restructuring costs (vs €10.8m cost in 9M08)

# Liberalised Energy Activities Iberia (19% EBITDA)

## Long position in final clients



EBITDA Liberalised Activities  
(€ million)



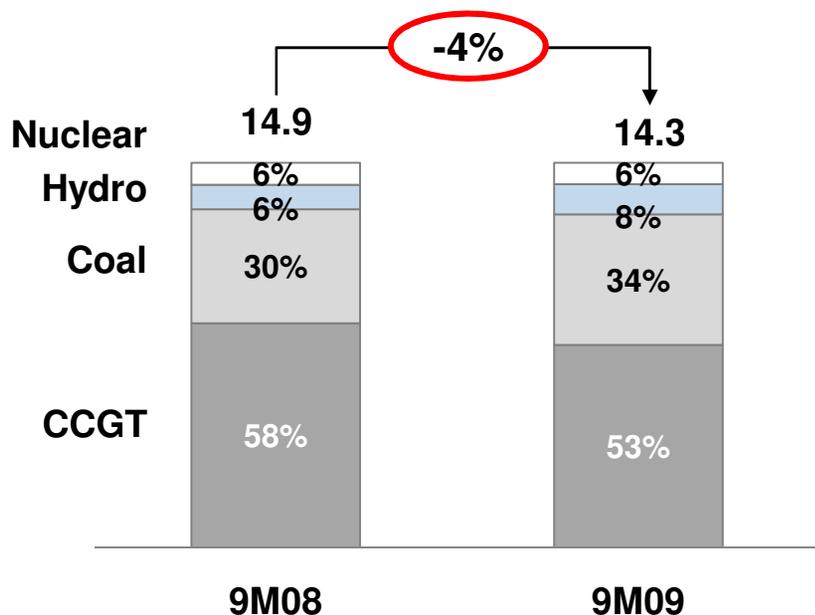
**EBITDA: +66% in 9M09; +92% in 3Q09**  
**Average selling price above €60/MWh**

<sup>(1)</sup> Including sales to clients and in the forward wholesale markets

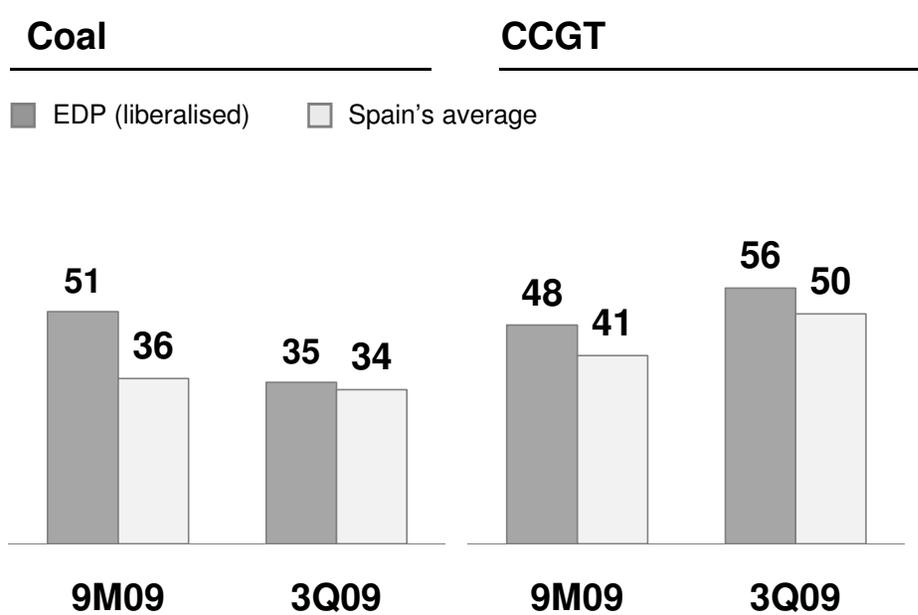
# Liberalised Generation Power Plants Iberia: Generation costs lower YoY; Coal & CCGT load factors above Spanish average



EDP Liberalised Power Plants Iberia – Production (TWh)



EDP vs Spain – Load factors in 9M09 (%)



Gen. cost (€/MWh) 41.5 -21% 32.9

- Production declined 4% vs. Spain's -13%
- Sharp decline in generation costs prompted by lower fuel and CO2 costs

- EDP has the most efficient coal portfolio in Iberia
- Lower reserve margin in Portugal supports EDP's higher CCGT load factors
- Strong recovery in CCGTs output as from 2Q09 reflecting coal/gas merit order inversion

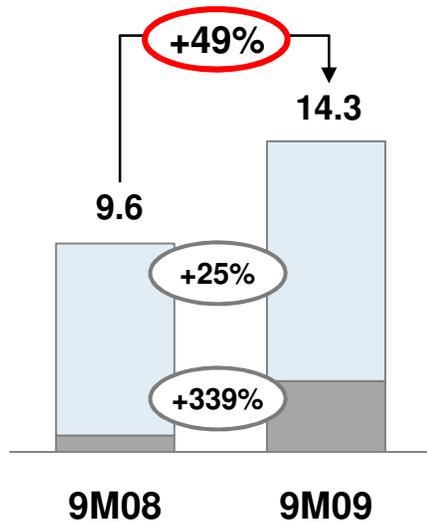
# Liberalised Electricity & Gas Supply in Portugal & Spain



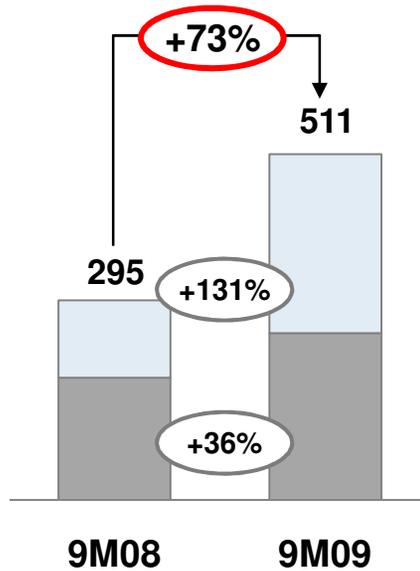
## Electricity Supply – Portugal & Spain (GWh and '000)

### Volumes (GWh)

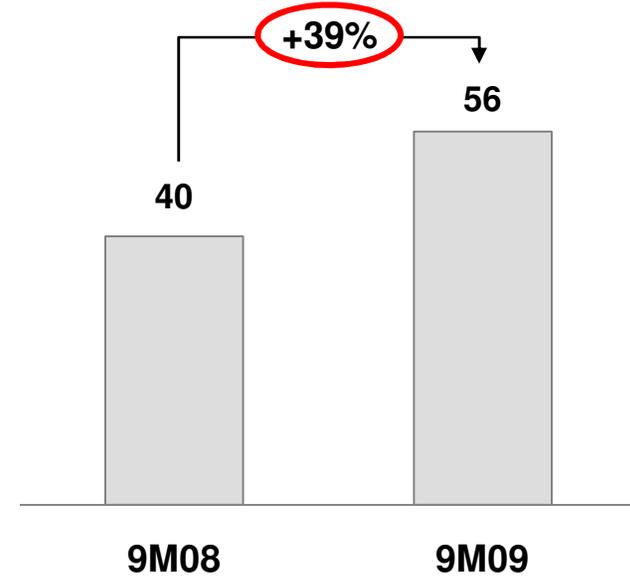
■ Portugal ■ Spain



### Clients ('000)



## Gas Supply – EBITDA (€ million)



- Volume growth prompted by regulatory changes
- Slight improvement of margins

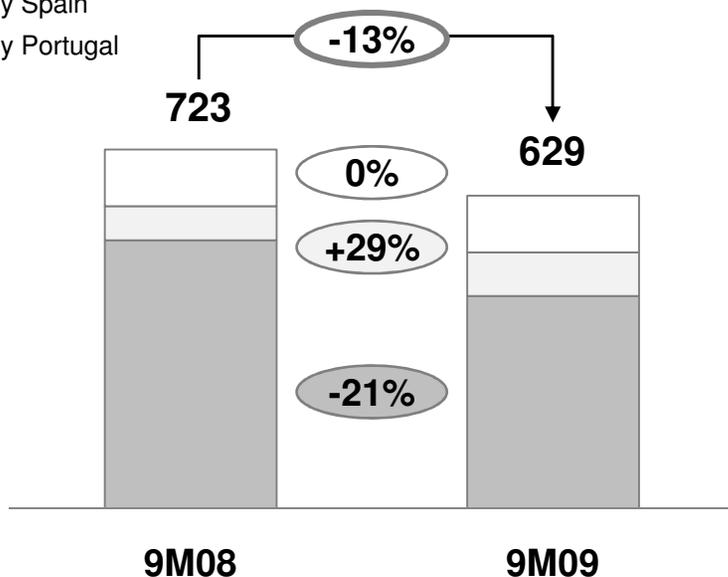
- EBITDA growth YoY: +39% in 9M09
- Higher weight of residentials than Spanish average

# Regulated Energy Networks Iberia (25% of EBITDA)



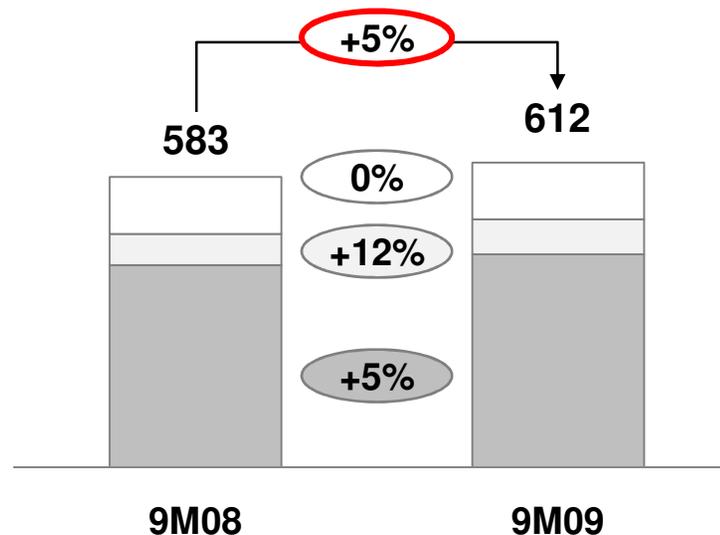
## Reported EBITDA (€ million)

- Gas Iberia
- Electricity Spain
- Electricity Portugal



## Adjusted EBITDA <sup>(1)</sup> (€ million)

○ % Chg. YoY



### Reported EBITDA YoY comparison penalised by:

- Non-recurrent revenues in Electricity Portugal in 9M08 related to previous periods.
- Retroactive accounting of connection fees in Electricity Spain in 3Q09.

- **Electricity Portugal:** Recurrent regulated revenues +6%
- **Gas Iberia:** EBITDA Spain +8% ; EBITDA Portugal -41% (new concession profile, NPV neutral)
- **Electricity Spain:** Regulated revenues +5%

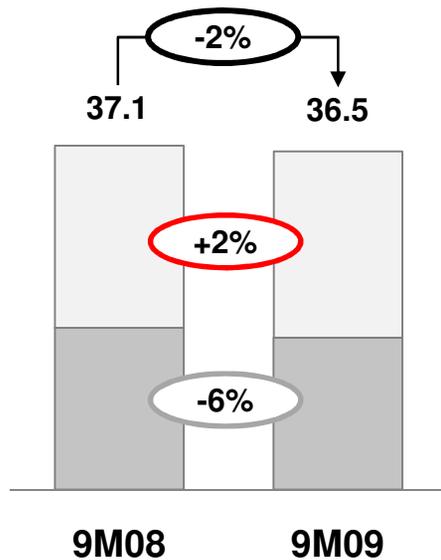
<sup>(1)</sup> Electricity Distribution Portugal: 9M08 adjusted for previous years tariff adjustments and deviations (€166m) and for HR Restructuring Costs (€32m)  
Electricity Distribution Spain: 9M09 adjusted for recognition of upfront connection fees previously paid by clients (€17m); 9M08 adjusted for previous years regulated revenues (€5m)

# Regulated Energy Networks Iberia: Demand with low impact on regulated revenues, efficiency improvements

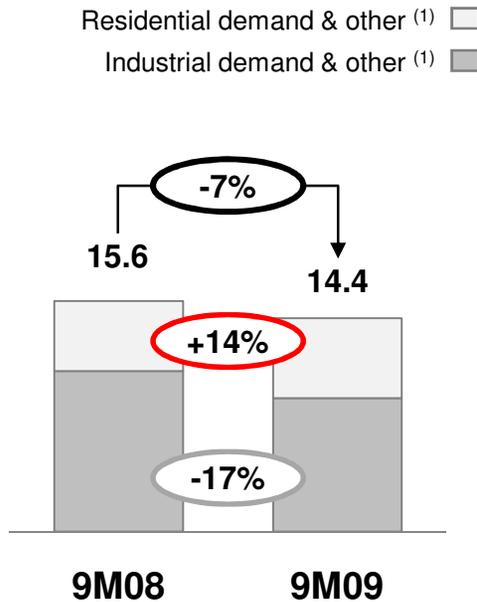


Energy Distributed in Regulated Networks (TWh)

Electricity Portugal

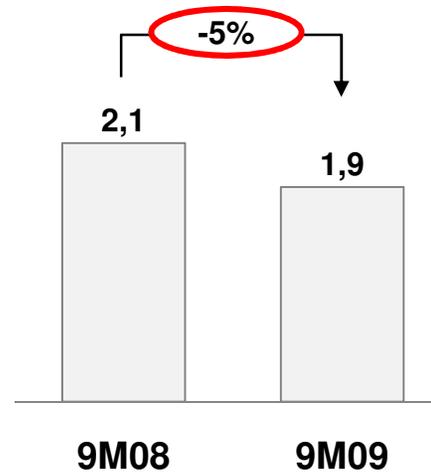


Gas Spain

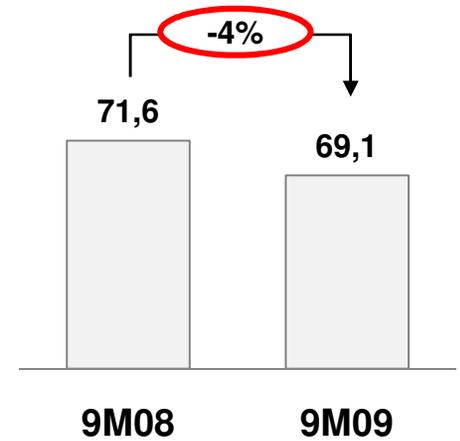


Electricity Distribution: Efficiency Ratios (€)

Opex<sup>(2)</sup>/Km Network



Opex<sup>(2)</sup>/Client Connected



**Residential segment:** steady demand growth  
**Industrial demand:** crisis impact, more stable in 3Q  
**No material impact on regulated revenues**

**Continuous improvement of efficiency levels**

(1) Residential & other include low voltage electricity distribution and low pressure gas distribution, industrial & other include normal voltage in electricity distribution and high pressure in gas distribution

(2) Supplies & Services, Personnel Costs and Costs with Social Benefits

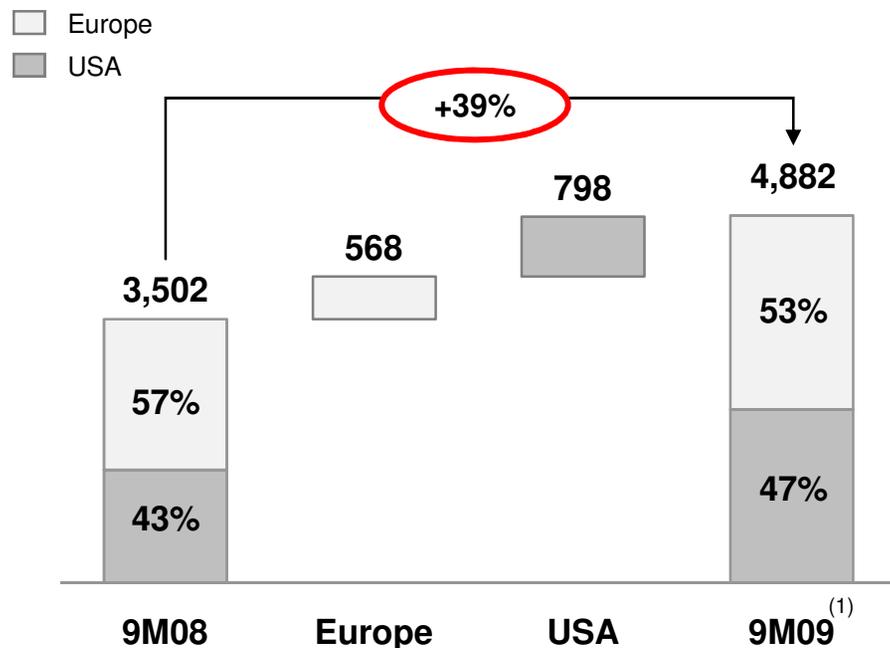
# Wind Power: (15% of EBITDA)

## Strong Increase of Installed Capacity, premium Load Factors



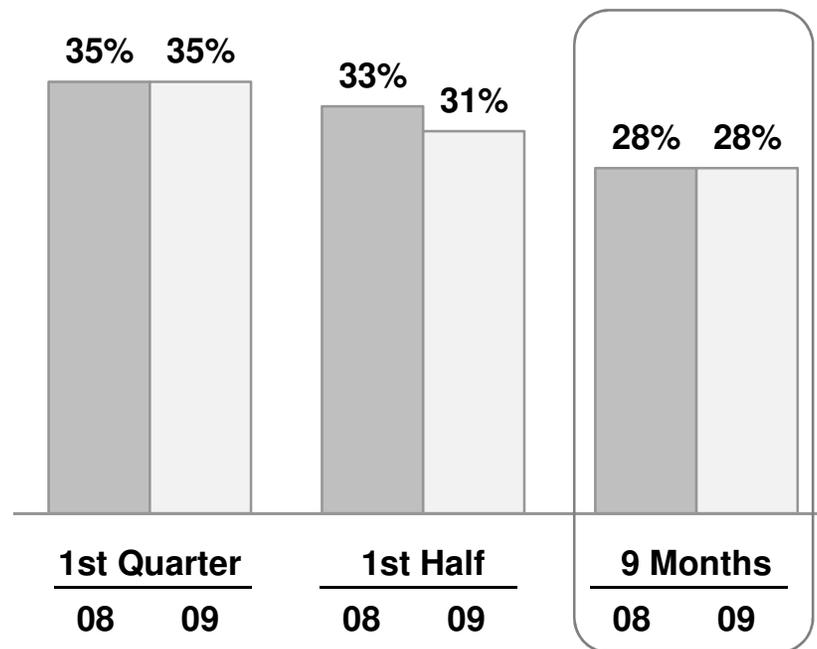
### YoY Capacity Increase

(MW)



### Average Load Factor

(%)



- Wind Power Installed capacity +39% YoY
- Net additions: +1,380MW YoY from which:
  - ✓ 58% in USA / 42% in Europe;
  - ✓ 65% in 4Q08 / 35% in 9M09;

- Wind Power output 9M09: +36% YoY (+1.9TWh)
- US: Average load factor flat YoY at 31%;
- Europe: load factor 24% in 9M09 (25% in 9M08), maintaining premium avg. load factor in Spain;

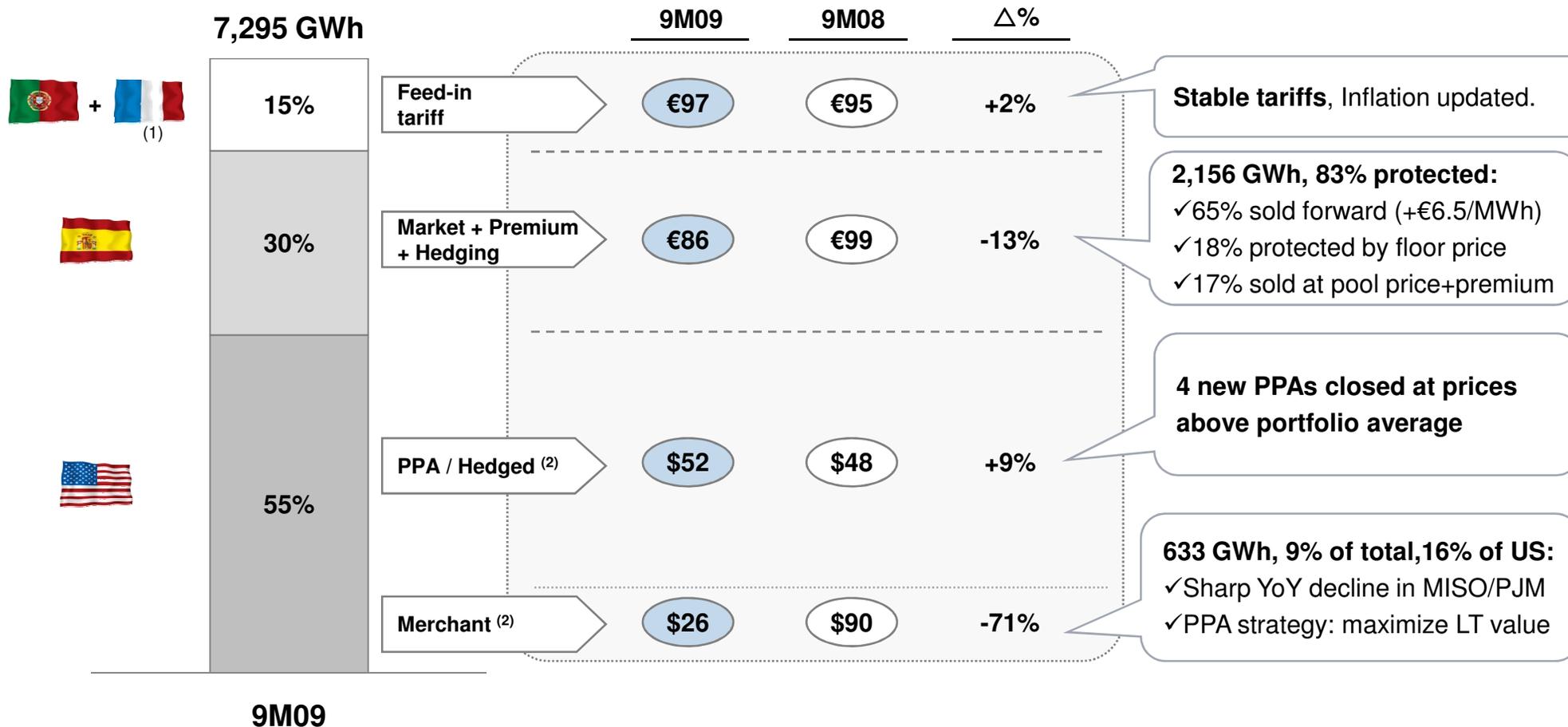
<sup>(1)</sup> including +14 MW from Brazil.

# Wind power prices: 86% of production in 9M09 sold without material exposure to spot electricity prices



## Production Breakdown

## Avg. Selling Price per MWh



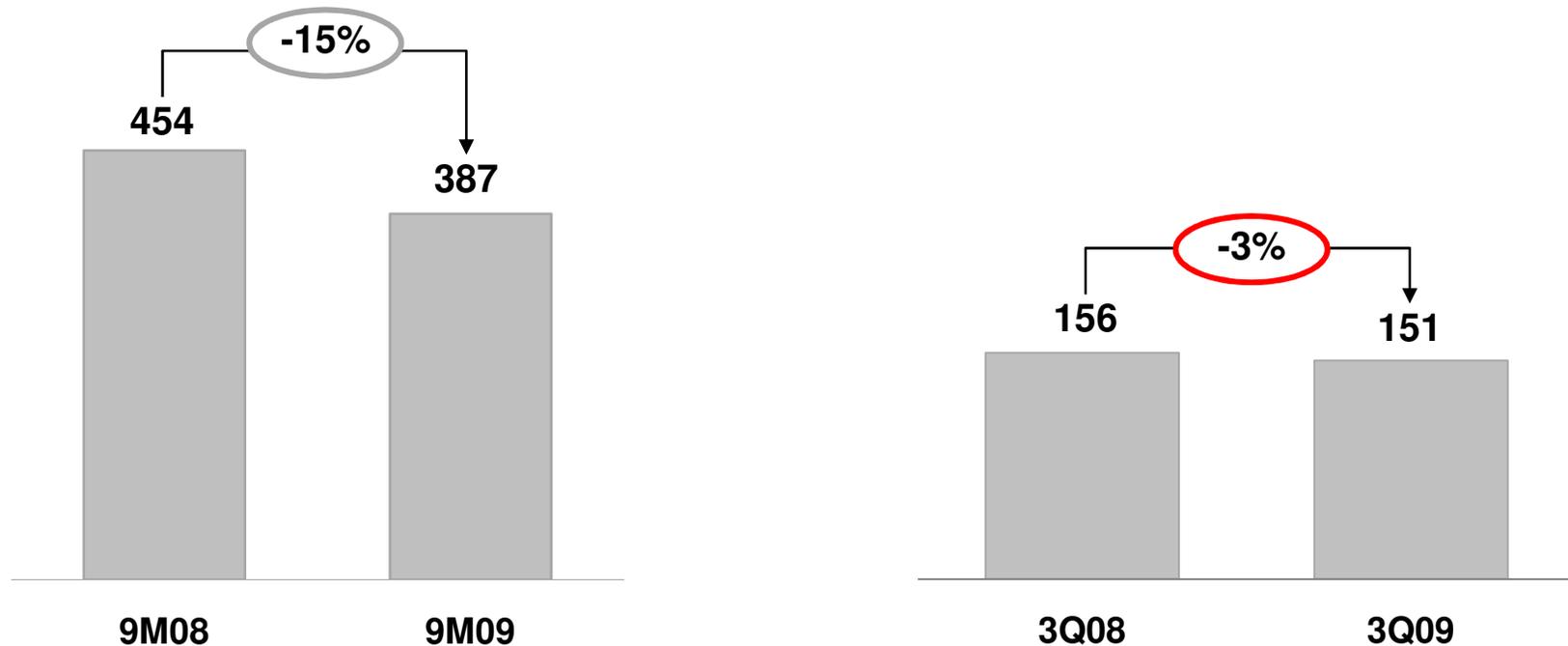
- Lower spot prices in Spain & US, just partially mitigated by forward sales in Spain (+€14m impact)
- Wind power production +36% YoY; EBITDA +20% YoY due to adverse spot prices comparison YoY

(1) Includes 39 GWh, or 1pp, from Belgium (stable revenues through PPAs); (2) Excluding sale of interests in institutional partnerships.

# Brazil (16% of EBITDA): Significant recovery in 3Q09



Reported EBITDA  
(€ million)



**EBITDA -15% YoY in 9M09, -3% in 3Q09: BRL/EUR appreciation in 3Q09 (+9% vs. 1H09); One-off trading gains in 2008; One-off staff reduction costs in 2009; Positive impact tariff deviations: Higher in 2008**

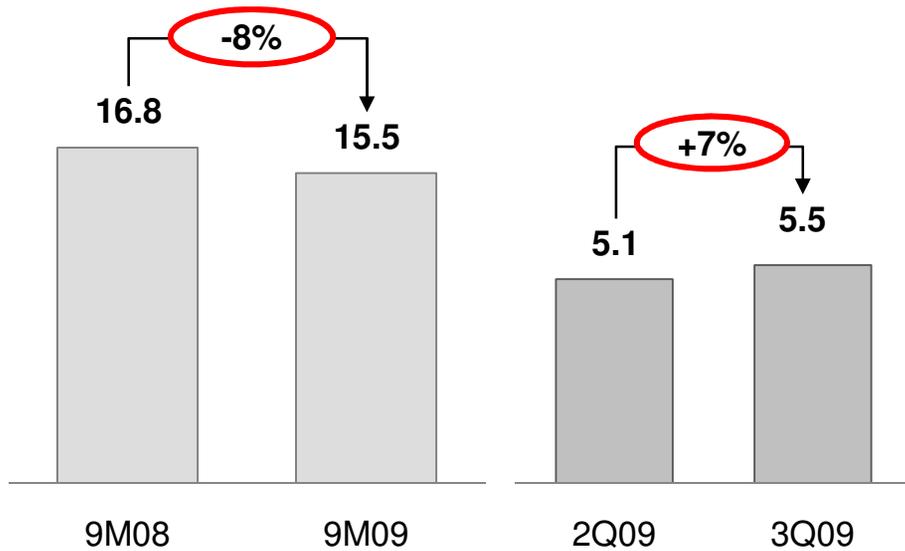
<sup>(1)</sup> Excludes impacts from change in BRL/EUR(€42m), one-off trading gains in 9M08 (€40m), one-off staff reduction costs in 9M09 (€5m) and tariff deviations (9M08:+€26m; 9M09:+€14m) 16

# Brazil: Recent performance of energy demand and BRL/EUR



## Electricity Distributed (TWh)

Bandeirante & Escelsa Concession Areas



## BRL/EUR: Year-to-Date



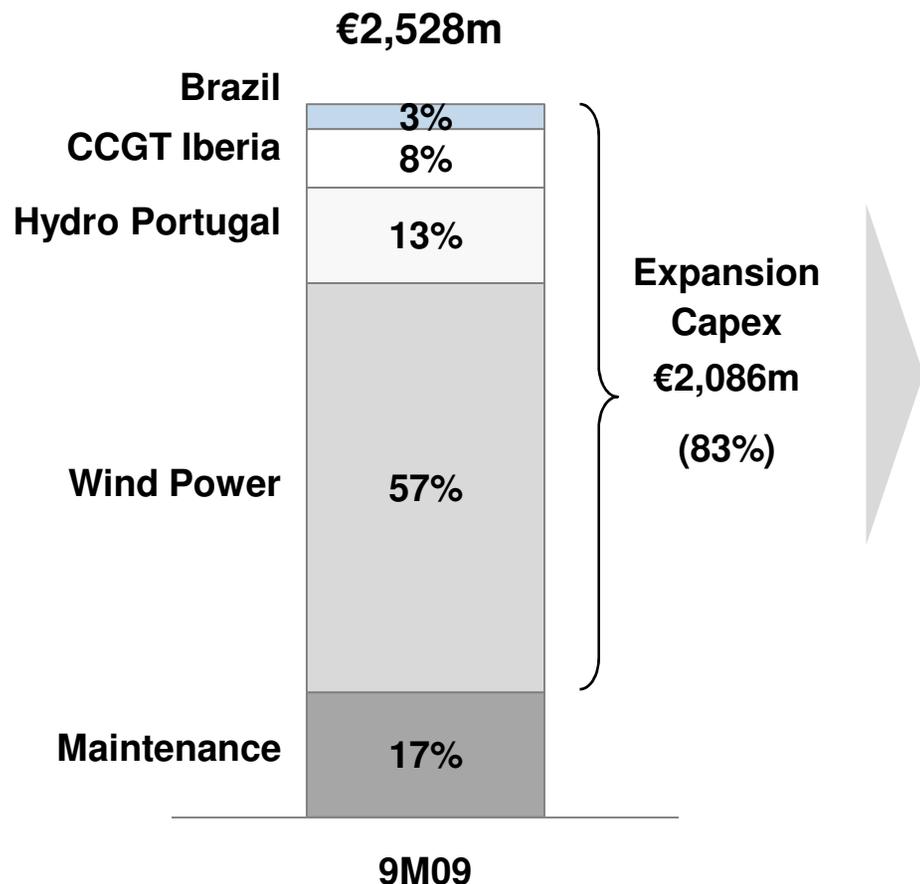
Industrial Segment: Signs of recovery of energy demand  
+7% from 2Q09 to 3Q09 (vs. +2% from 2Q08 to 3Q08)

**BRL/EUR: Favorable recent performance**



# **Consolidated Financials**

# Consolidated Capex 9M09: 83% in expansion; 87% of expansion capex was in wind and hydro power



## Wind Power: €1,452m <sup>(1)</sup>

- 45% in US, 33% in Spain and 22% in RoEurope
- 33% on projects concluded and 67% on projects ongoing

## Hydro Power Portugal: €336m

- Fridão Alvito concession right: €232m
- 847MW under construction: €104m

## New CCGTs Iberia: €167m

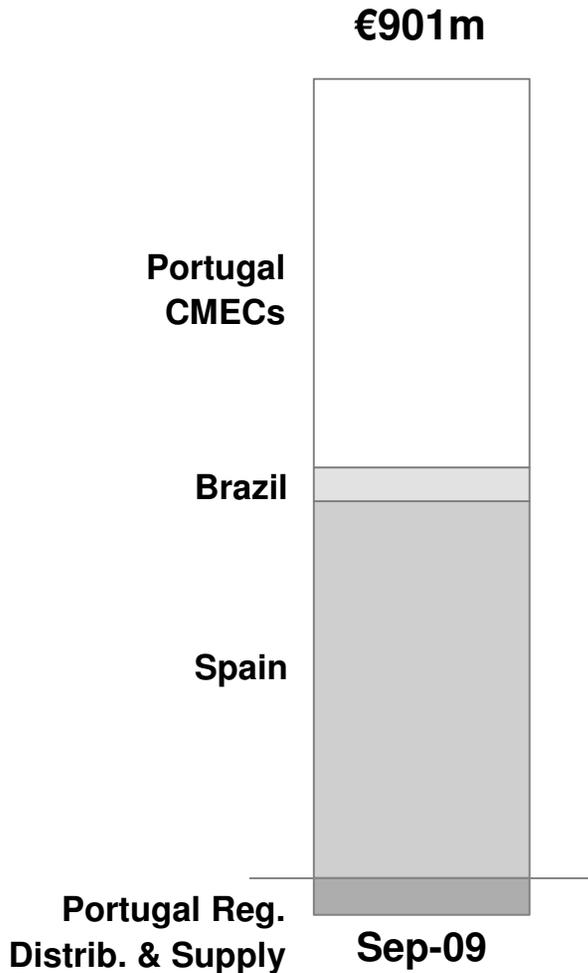
- Portugal, 862MW: concluded in Oct-09
- Spain, 424MW: commissioning by 1Q2011

## Brazil New Generation Plants with PPAs: €58m

**Avg. Generation Installed Capacity: +14% YoY in 9M09, reaching 19.1 GW by Sep-09**  
 3.7GW under construction (19% of capacity): Works in progress of €3.0bn by Sep-09

<sup>(1)</sup> Net of Cash Grants received in 9M09 (€35m)

# Regulatory Receivables by Sep-09



## Regulatory Receivables from CMECs: €460m

- **€253m** created in 9M09 (low hydro production and low electricity prices).
- **c€250m** expected to be recovered during 2010, remaining in 2011.

## Spanish Tariff Deficit: €445m

- **€103m** created in 9M09
- **c€340m** included in the ongoing securitization process

## Portugal last resource supply & distribution net surplus: €44m

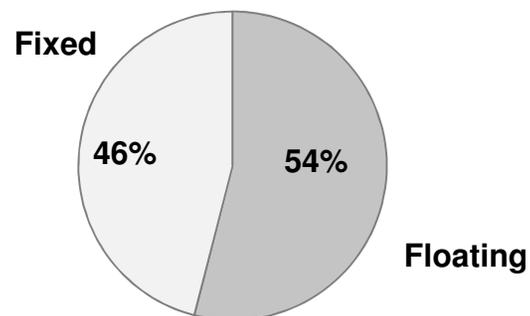
- **€601m** positive deviation created in 9M09 due to lower than expected electricity prices: To be paid back to consumers over 2010/2011.
- **€336m** ex-ante tariff deficit in 9M09 (€447m for 2009 full year): To be paid by consumers in 15 years; EDP has the option to assign this right to a third party.
- **€221m** from previous years & other: the bulk is to be recovered in 2010.

**Good short-to-medium term visibility on the recovery of existing regulatory receivables**

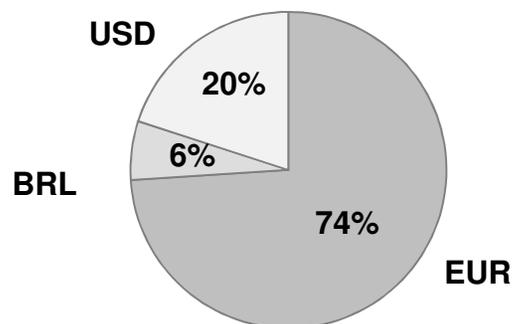
# EDP Consolidated Net Debt



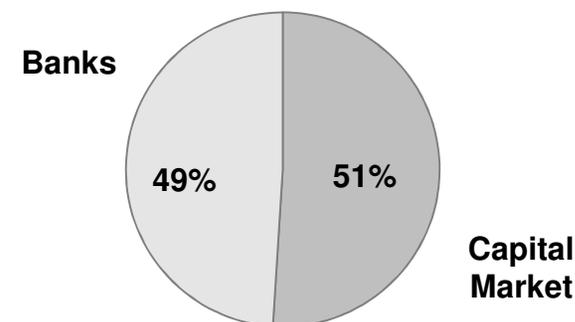
Debt by Interest Rate Term



Debt by Currency



Debt by Source of Funds



	2008	9M09
Net Debt/EBITDA	4.4x	4.4x
<hr/>		
Net Debt/EBITDA ex Reg.Receivables	3.8x	4.2x

	Rating	Last Rating Action
Standard & Poors	A-/Negative/A2	04/08/2009
Moody's	A3/Stable/P2	09/06/2009
Fitch	A-/Stable/F2	06/02/2009

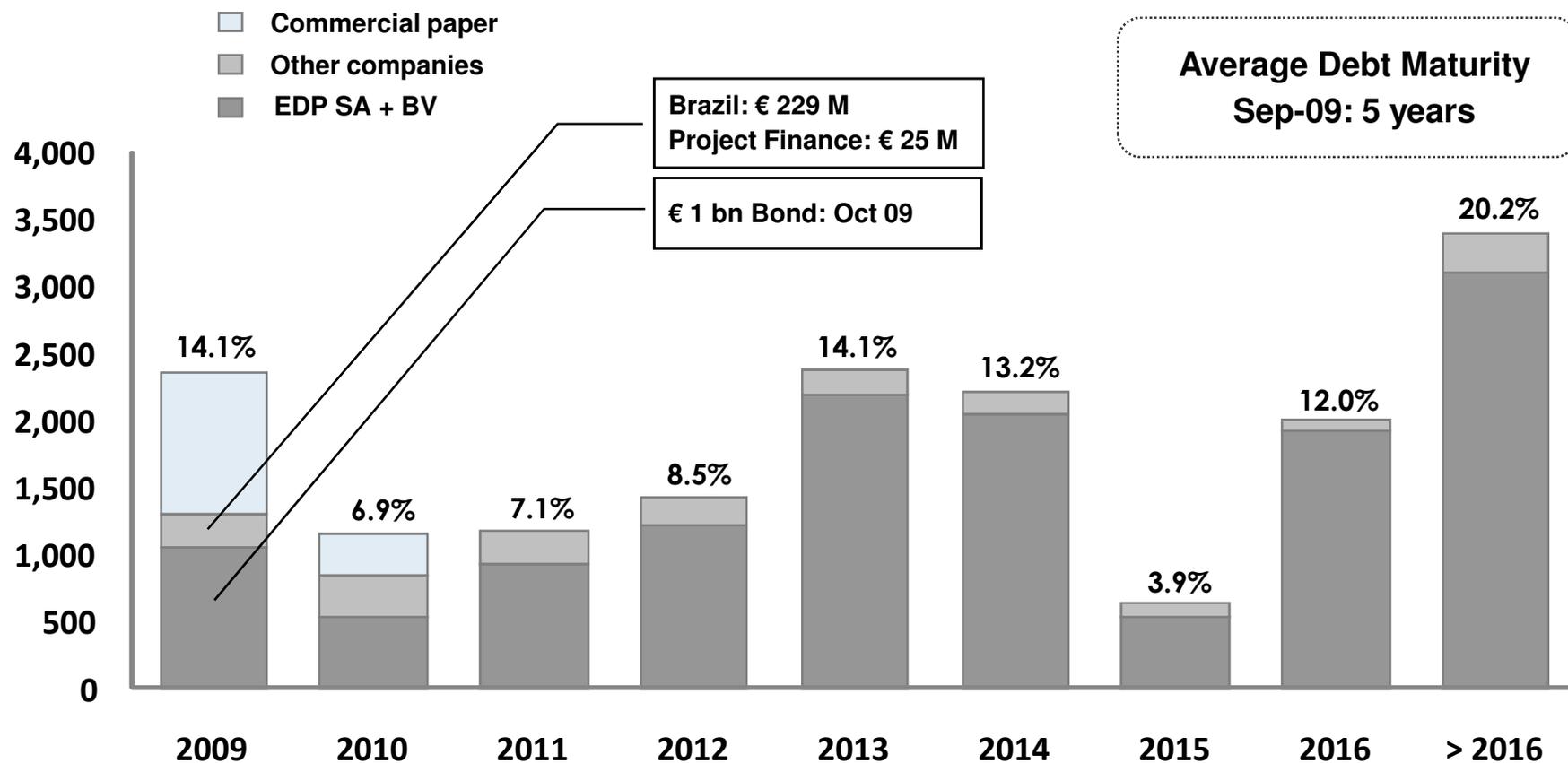
**Consolidated Net debt of €14.4bn by Sep-09 vs. €13.9bn by Dec-08**

# EDP consolidated debt maturity profile



## EDP consolidated debt maturity profile (September 30, 2009)

(€ million)



**€5.1bn of cash and liquidity facilities available by Sep-09**

# EDP main sources and uses of funds in 2009-2011



## Sources of funds

• Cash & Equivalents (Sep-09):	€2.5bn
• Available Credit Lines (Sep-09):	€2.6bn
<b>Total:</b>	<b>€5.1bn</b>

## Use of funds

• Refining needs in the bond market 2009-2011:	
Bond issue maturing in Oct-09:	€1.0bn
Bond issue maturing in Jun-10:	€0.5bn
Bond issue maturing in Mar-11:	€0.7bn
<b>Total:</b>	<b>€2.2bn</b>

## Other sources of funds:

- **Financial stakes:** Sonaecom sold in Oct-09
- **Regulatory receivables** of €0.9bn by Sep-09: Downward trend expected over the next 12 months.

**Comfortable liquidity position**

# Net Profit Break-down



(€ million)	9M08	9M09	Δ %	Δ Abs.
<b>EBITDA</b>	<b>2,370</b>	<b>2,427</b>	<b>2%</b>	<b>+57</b>
Net depreciations & provisions	904	955	6%	+51
<b>EBIT</b>	<b>1,466</b>	<b>1,472</b>	<b>0%</b>	<b>+6</b>
Net Interest Costs	(516)	(439)	-15%	+77
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Other <sup>(1)</sup>	324	111	-66%	-213
-----				
Income Taxes	(241)	(309)	28%	+68
-----				
Minority Interests	93	87	-6%	-6
-----				
<b>Reported Net Profit</b>	<b>940</b>	<b>748</b>	<b>-20%</b>	<b>-192</b>

- **Net interest costs down 15% YoY:**  
Decline in avg. cost of debt, from 5.7% in 9M08 to 4.0% in 9M09, more than offset higher Net Debt.
- **Others include:** In 9M08: €405m capital gain related to EDPR IPO and loss with financial stakes in BCP & SonaeCom (€198m); In 9M09: capital gains (€31m).
- **Effective tax rate** up 8.2pp to 27%:  
9M08 capital gain from EDPR IPO not considered for tax purposes.
- Lower **minority interests** from Energias do Brasil (increase of treasury stock) offset higher minority interests from EDPR (IPO)

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

# Recurring Net Profit up 9% YoY



EDP Group (€ million)	9M08	9M09	% Chg.
<b>Reported Net Profit</b>	<b>940</b>	<b>748</b>	<b>-20%</b>
Gain from EDP Renováveis IPO	-405	0	-
-----			
Other: Capital Gains & Impairments <sup>(1)</sup>	179	32	-
<b>Recurrent Net Profit</b>	<b>714</b>	<b>780</b>	<b>+9%</b>

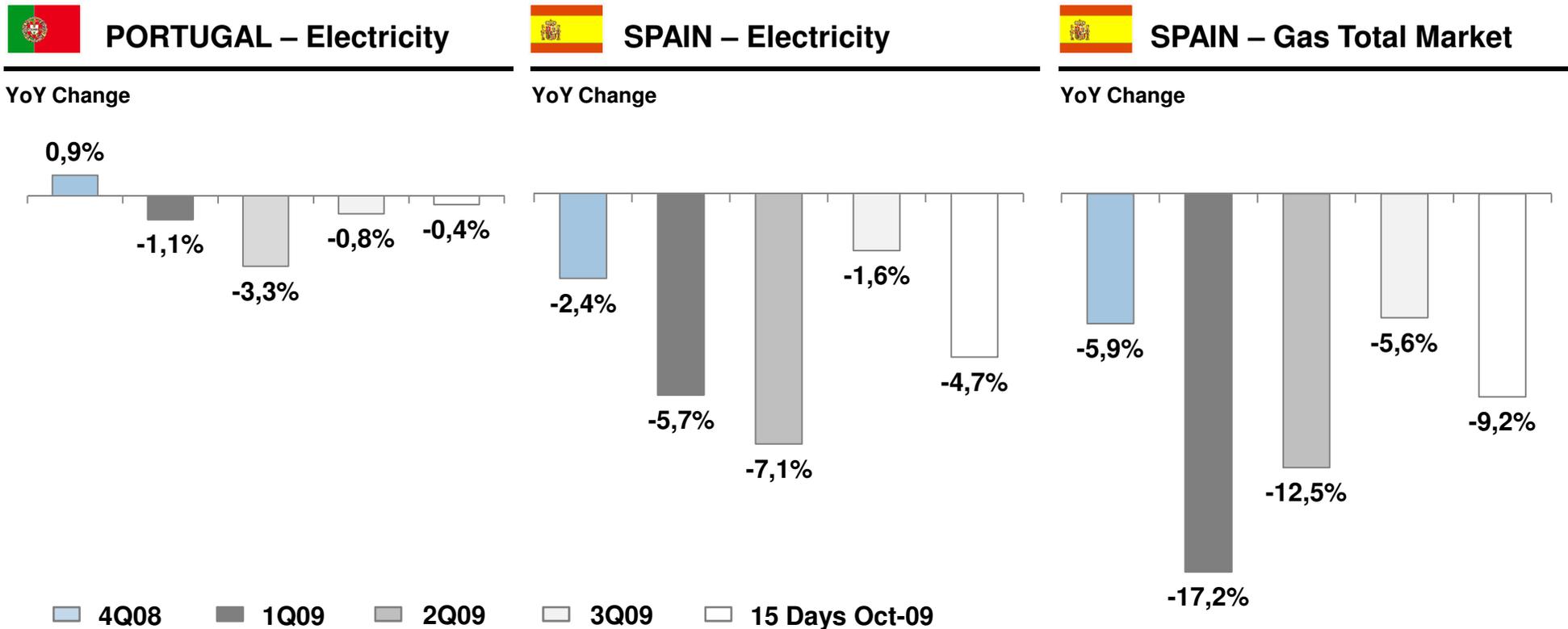
**Excluding non recurrent items, Net profit grew 9% YoY**

<sup>(1)</sup> Capital Gains from Turbogás and Portugal (€49m in 9M08); impairments from EDP's stakes in BCP and Sonaecom (€198m in 9M08 and €29m in 9M09); and one-of cost with Enersul (€76m)



# Prospects 4Q09 & 2010

# Energy Demand Iberia: Recent performance and prospects

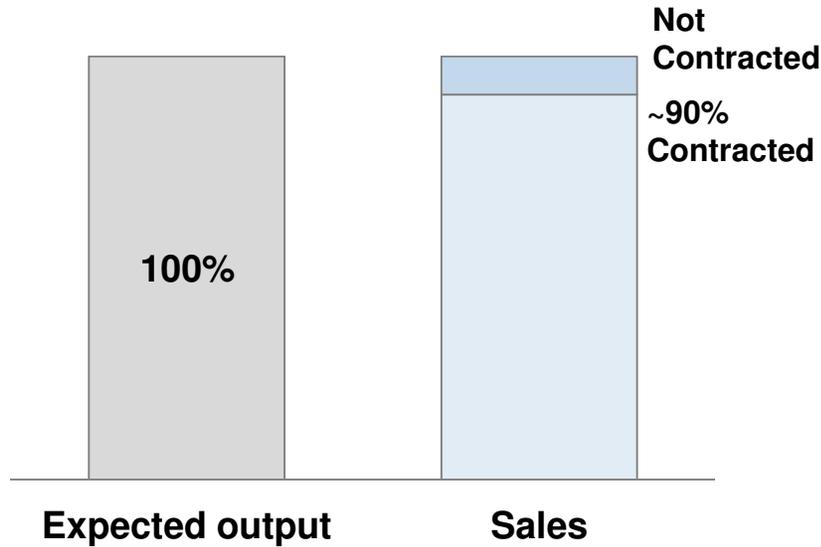


- **Electricity demand in Portugal less affected than in Spain:** Lower impact from demand contraction in construction and auto related industries
- **Signs of stabilization:** Following the recent strong declines
- **Lack of visibility on the size and speed of recovery:** Dependent on economic recovery

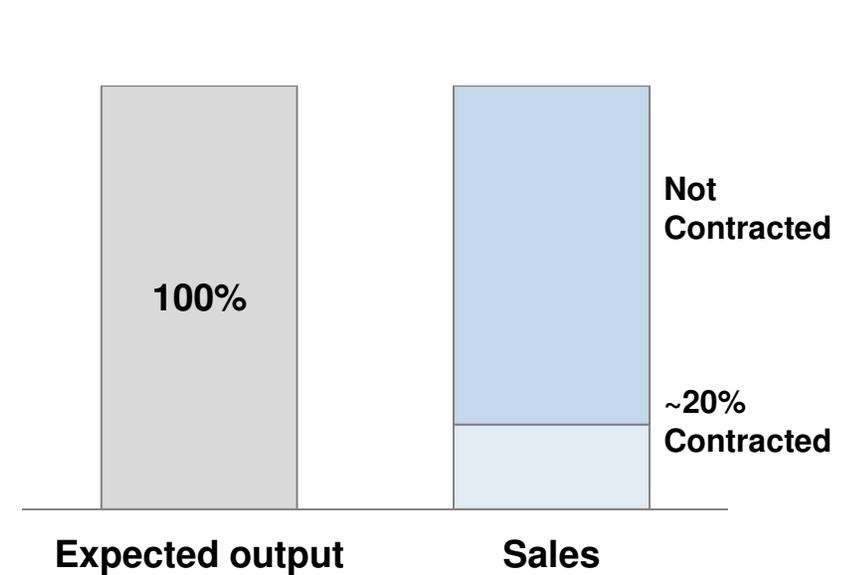
# Liberalized activities: Outlook for 2010 & 2011



## EDP: Electricity forward contracting - 2010 (%)



## EDP: Electricity forward contracting – 2011 (%)



- Contracting done essentially with liberalized clients
- Avg. price<sup>2</sup>: ~€50/MWh (vs. current forward of €39/MWh)
- Average Thermal Spread<sup>3</sup> Locked in: ~€10/MWh

- Continuing strategy to forward contract sales and locking-in margins at satisfactory levels

**Hedging through forward contracting of electricity sales & fuel costs to reduce risk**

(1) Source: Market Data from Reuters

(2) Before Capacity Payment

(3) Including CO<sub>2</sub> Costs, excluding free CO<sub>2</sub> allowances

# Prospects for 4Q09:



## 4Q09 Market Environment:

- **Liberalized activities:** Own production fully sold
- **Wind:** Additional capacity, 0.6 TWh sold forward in Spain at €42/MWh
- **Avg. BRL/EUR** in 4Q09-to-date (until Oct-26<sup>th</sup>): 2.57, +14% YoY;
- **Seasonally, 4Q is stronger:** on wind/hydro output, on energy distribution

### Sell Side Analysts Consensus for EDP\*

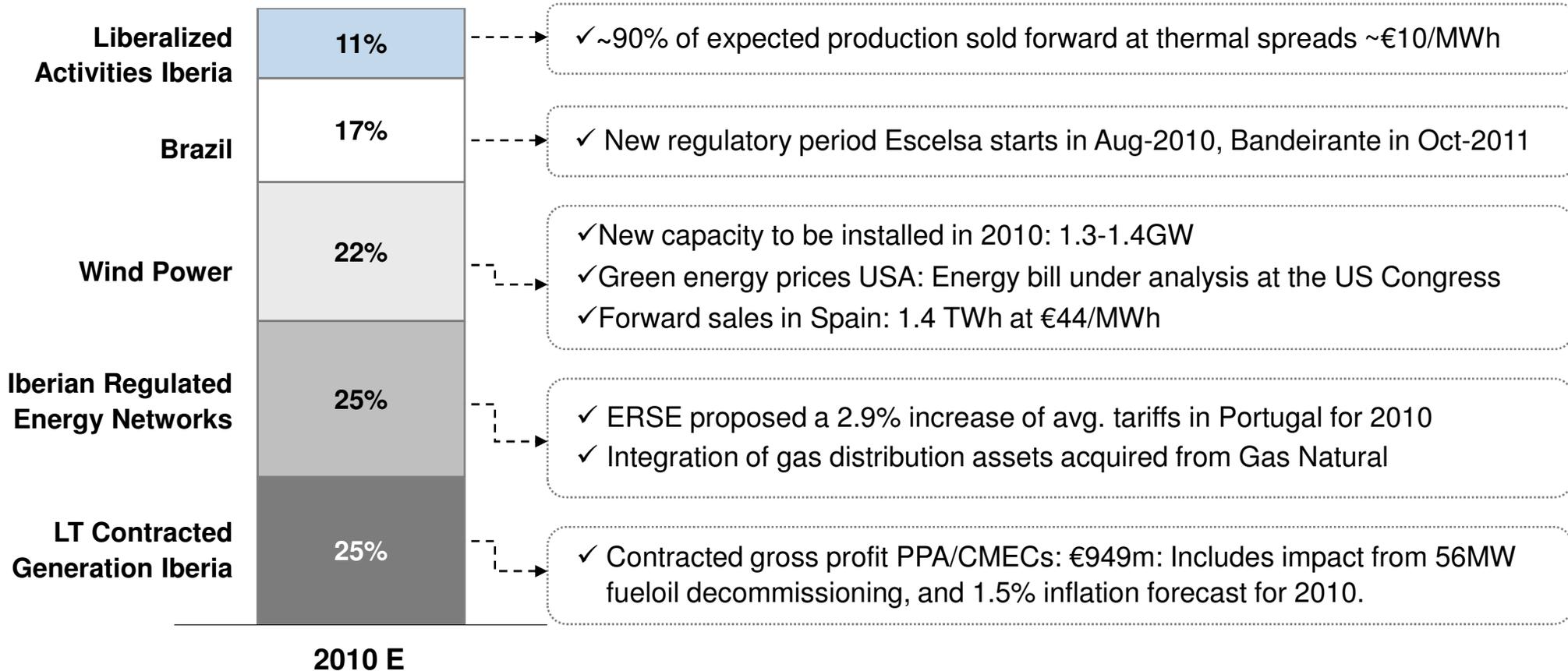
<b>EBITDA 2009E</b>	<b>€3,223m*</b>
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<b>Net income 2009E</b>	<b>€918m*</b>
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\* Source: Bloomberg standard consensus for EDP, mean of 18 estimates, data on 28-Oct-2009.

**Considering reported 9M09 figures and current expectations on 4Q09 performance:  
EDP is highly confident that it will beat current 2009 consensus\***

# Prospects for 2010: EBITDA



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

# Conclusion



## Stable, low-risk returns

### **EBITDA strongly resilient, stable and predictable**

- ~85% EBITDA with low sensitivity to economic cycle
- High weight of **long term contracted generation and regulated networks**
- **Hedging** liberalized activities: Selling more energy directly to clients not in pool



## Selective investment criteria

### **Clear room for value creation in ongoing investment plan:**

- **Wind Power:** Major growth driver, US/EU public support, lower capex/MW
- **Hydro Portugal:** Scarce assets, largest growth plan in Europe



## Balanced financial structure

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

- **Liquidity position:** €5.1bn available, to cover needs 24 months ahead
- **Cost of debt:** lower in 2009 (54% is floating), new issues at competitive pricing



# Annex

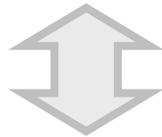
# Long Term Contracted Generation Iberia (25% of EBITDA)

## Non recurrent impact on EBITDA from fuel procurement



### Fuel procurement PPA/CMECs

PPA/CMEC pass-through of fuel costs:  
At fuel spot prices in the month of burn



Inventories management:  
Forecast coal/fueloil needs, procurement  
contracts closed months before burning



Short term volatility on:  
(1) international fuel prices  
(2) fuel inventory levels

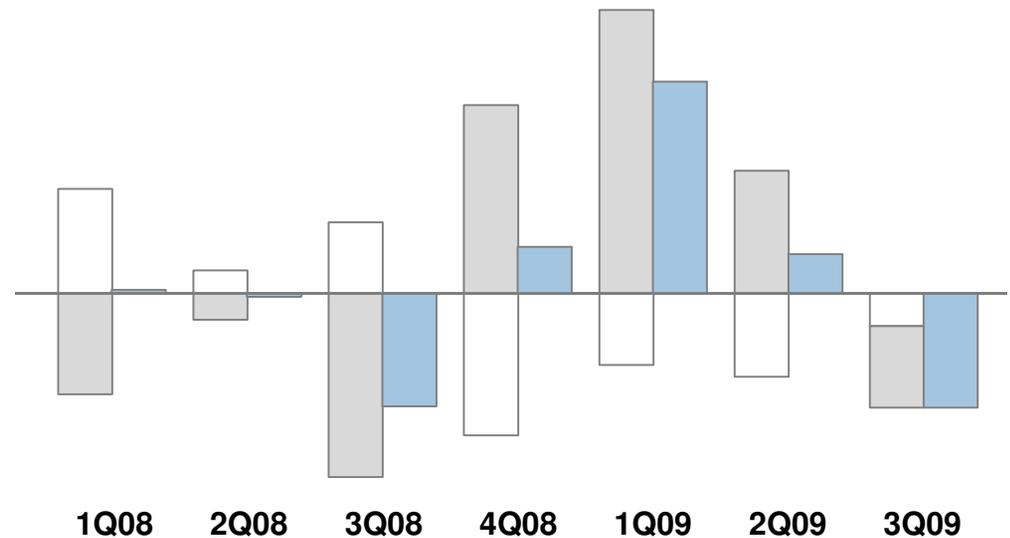
Impact on EBITDA

Hedging of risk  
through financial  
instruments

Impact on Financial  
Results

### PPA/CMECs: Non-recurrent results from fuel procurement and associated hedging results

- Impact on EBITDA
- Impact on financial results
- Net impact



**Net profit impact converges to zero on an accumulated basis**

# Liquidity: Financing cash needs two years in advance



## €1bn 5 Year Bond – Feb-09:

- Oversubscribed with well diversified investor pool

## €1.6bn 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

## €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
- AAA rating from Moodys

## €1bn 7 Year Bond – Jun-09:

- Oversubscribed with well diversified investor pool
- Coupon at 4.75%, equivalent to 135bp spread over mid swaps

## \$1bn 10 Year Bond – Sep-09:

- Oversubscribed with well diversified investor pool
- Coupon at 4.9%

# EDP liquidity position Sep-09



(€ million)

## Sources of liquidity (Sep-09)

Instrument	Maximum Amount	Number of counterparties	Utilised	Available	Maturity
Revolving Credit Facility (US\$1.5bn)	1,024	22	1,024	-	02-07-2014
Revolving Credit Facility	1,600	19	-	1,600	04-03-2012
Domestic Credit Lines	315	11	26	289	Renewable
Domestic Credit Lines – HC Energia	62	4	5	57	Renewable
Underwritten CP Programmes	650	3	-	650	Renewable
<b>Total Credit Lines</b>	<b>3,651</b>		<b>1,055</b>	<b>2,596</b>	
<b>Cash and Equivalents:</b>				<b>2,486</b>	
<b>Total Liquidity Available</b>				<b>5,082</b>	

**€5.1bn of cash and liquidity facilities available by Sep-09**



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## Visit EDP Website

**Site: [www.edp.pt](http://www.edp.pt)**

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/Publications/default.htm](http://www.edp.pt/EDPI/Internet/EN/Group/Investors/Publications/default.htm)**

## Next Events

**EI Conference, Miami: November 2<sup>nd</sup>-3<sup>rd</sup>**

**Credit Suisse Utilities Conference, London: Nov. 27<sup>th</sup>**

**2009 Results Release: March, 4<sup>th</sup>, 2010 (to be confirmed)**