



EDP INTERNACIONAL

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



edp internacional  
energy that makes a difference

# EDP

## INTERNACIONAL



João Marques da Cruz

Executive Board of Directors of EDP  
President of EDP Internacional

EDP is a leading energy integrated utility with a global footprint, present in 14 countries and serving 11 million customers.

EDP - currently a worldwide leader in renewable energy - is a company with an extensive track-record in the energy sector, from generation to distribution, with a proven international experience in operation and asset management.

EDP Internacional (EDPI) is the EDP Group's investment and consultancy vehicle for all international markets outside EDP's consolidated platforms (Portugal, Spain, Brazil and USA).

EDPI has been rendering consulting services across the board in Europe, Latin America, Africa and Asia. Our technical teams and managers have an in-depth knowledge of the energy sector today faces both in developed economies and in emerging markets.

EDPI has great expertise in developing customized solutions adapted to our customer's needs and challenges.

Our knowledge is your gain

"EDP Internacional develops consultancy projects anchored in the expertise and know-how of the EDP Group"

João Marques da Cruz



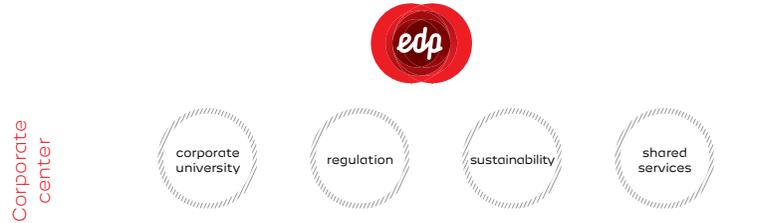
Peixe Angical Hydro Power Plant, Brazil (499MW)



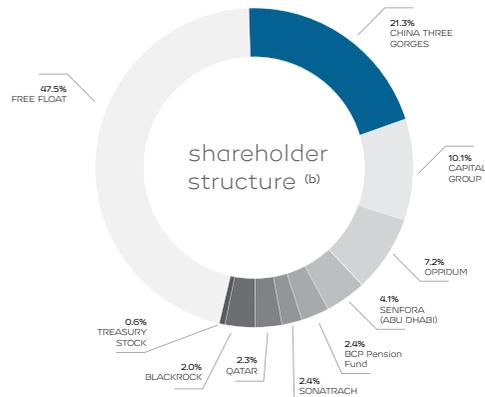
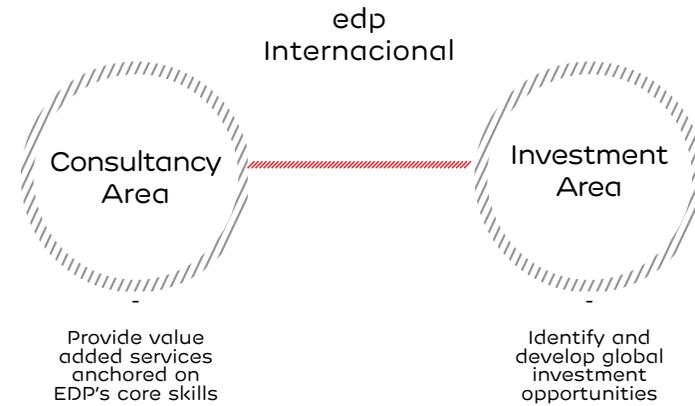
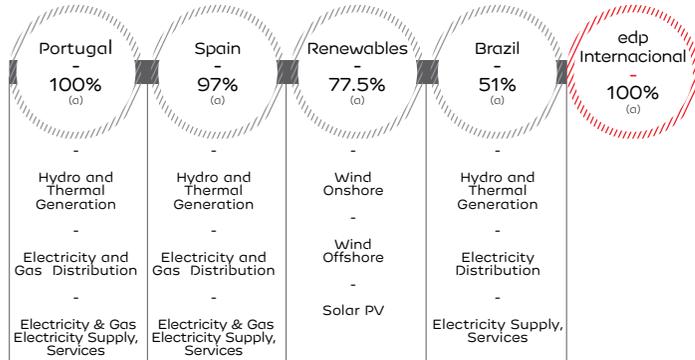
CCGT Ribatejo Power Plant, Portugal (1176 MW)

The competences of the business units of the EDP group are EDP Internacional's anchor

EDP Internacional's mission is to identify and develop investment and Consultancy projects outside EDP's consolidated platforms



edp group



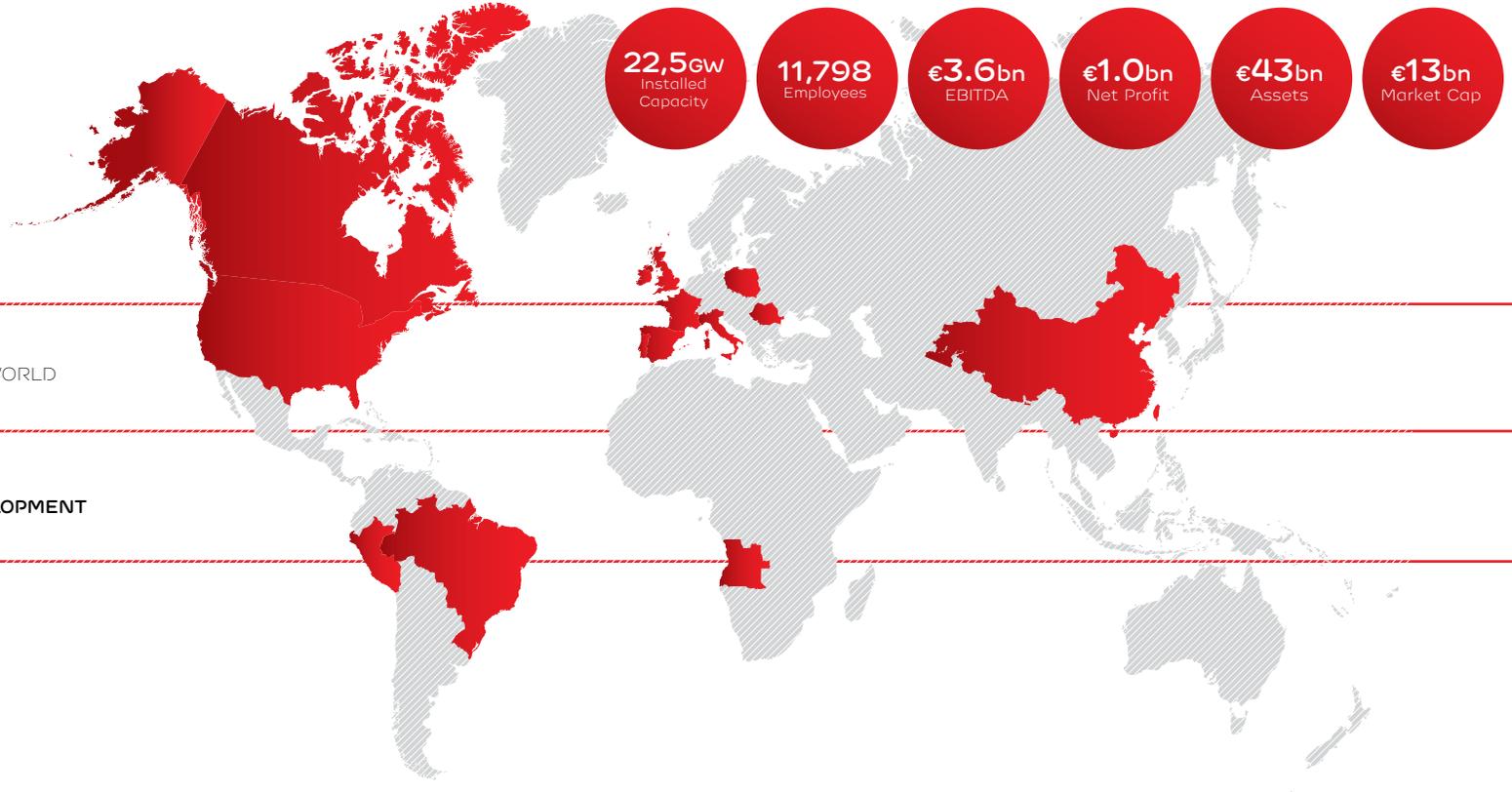
NOTE:  
 (a) The figures refer to EDP's stake  
 (b) EDP Shareholder Structure as of February 20, 2015





EDP  
GROUP

A solid energy integrated utility with a broad international presence



**VERTICALLY INTEGRATED**  
WITH PRESENCE IN GENERATION,  
DISTRIBUTION AND SUPPLY  
(ELECTRICITY AND GAS)

**4<sup>TH</sup> LARGEST WIND PLAYER** IN THE WORLD

**#1<sup>ST</sup> HYDRO PROGRAM UNDER DEVELOPMENT**  
IN EUROPE

**EDP GROUP  
KEY MARKETS**

**IBERIA**



**PORTUGAL**

- / 44% OF EBITDA
- / POWER GENERATION: 8.7 GW EX-WIND (5.4 GW HYDRO)
- / SINGLE ELECTRICITY DISTRIBUTOR
- / 6 MILLION CLIENTS



**SPAIN**

- / 14% OF EBITDA
- / POWER GENERATION 3.8 GW EX-WIND
- / PRESENCE SINCE 2001
- / # 2 IN GAS DISTRIBUTION

**BRAZIL**



**EDP BRASIL**

- / 17% OF EBITDA
- / LISTED SUBSIDIARY: EDP HAS 51%
- / POWER GENERATION: 1.8 GW (HYDRO)
- / 2 ELECTRICITY DISTRIBUTION CONCESSIONS
- / PRESENCE SINCE 1996

**RENEWABLES**

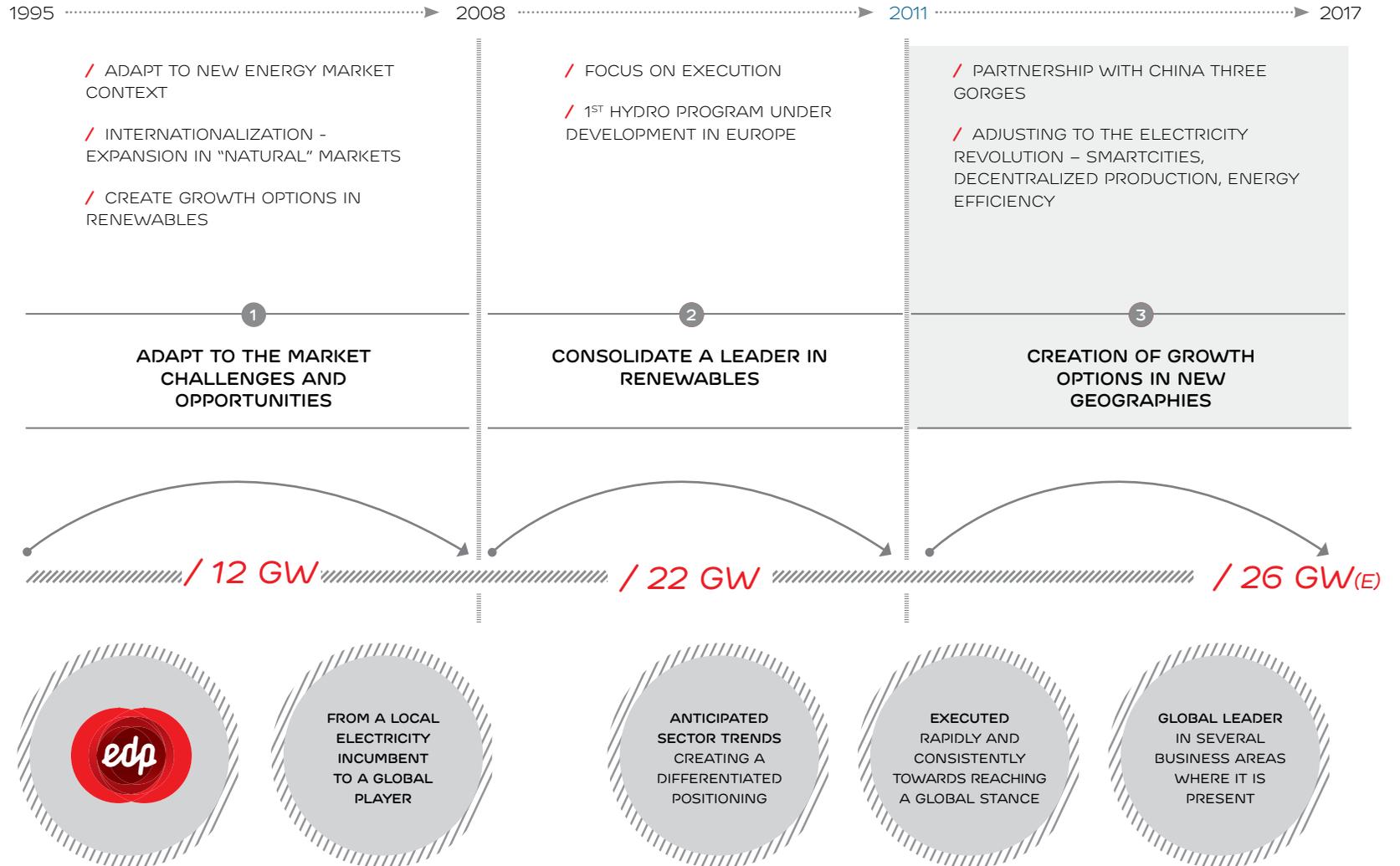


**EDP RENOVÁVEIS**

- / 12 COUNTRIES
- / 25% OF EBITDA
- / LISTED SUBSIDIARY: EDP HAS 77.5%
- / IPO IN JUN-08
- / WIND & SOLAR POWER: 8.1 GW
- / A WORLDWIDE RENEWABLE MARKETLEADER

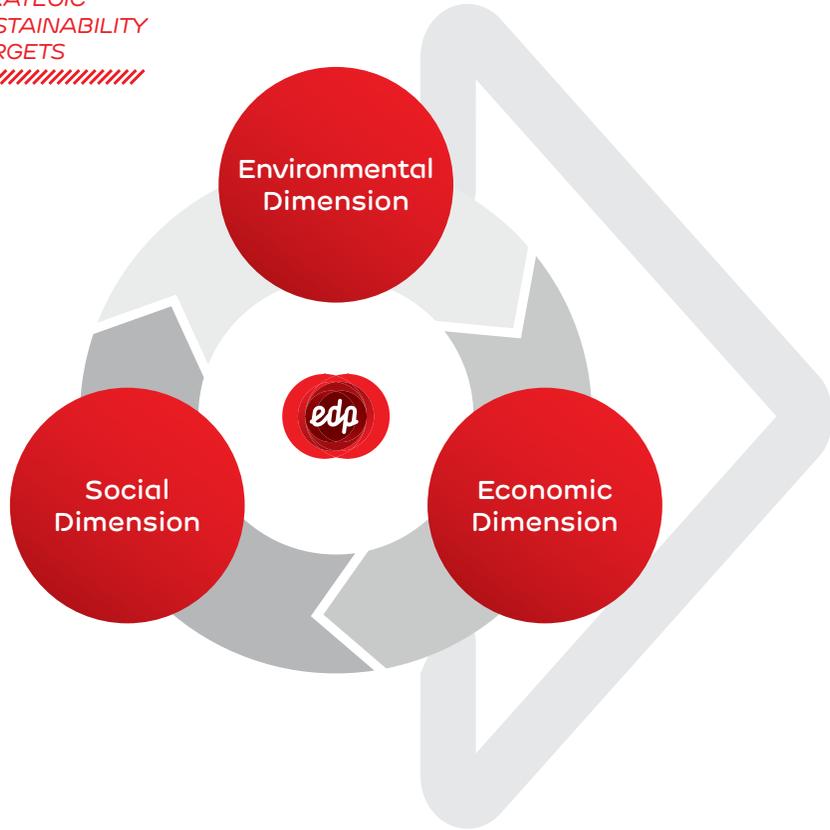
Note: Data as of Dec-14

EDP has evolved substantially over the last years, positively responding to the energy market's challenges and opportunities



Sustainability is a core strategic pillar for EDP

MAJOR STRATEGIC SUSTAINABILITY TARGETS



**ECONOMIC DIMENSION**

/ EBITDA and Net income 2014-17E CAGR: ~5%

**SOCIAL DIMENSION**

/ Social engagement as a priority; 1,8 Million beneficiaries from EDP's volunteering program in the last 4 years

**ENVIRONMENTAL DIMENSION**

/ Reduce CO2 specific emissions by 70% until 2020 (vs. 2008) by achieving 75% of installed clean energy capacity

**EDP WORLDLEADER IN UTILITIES IN 2013 AND 2014**

Dow Jones Sustainability Index



EDP recognized as world's number #1 in Dow Jones Sustainability Indexes 2014



EDP Renováveis has been ranked #1 utility company worldwide in the FTSE4Good index in 2013

Our approach is based on a strong technical track record with an innovation mindset and a strong client focus

### Unique technical record

More than **60 years of project development** experience in the energy sector with long term involvement with local communities

EDP operates a **distribution network** with more than 224.000 km in Portugal and 85.749 km in Brazil with a network reliability of 99,97%

### Innovation mindset

EDP has set an example with a smart grids project named **InovCity**, in the Portuguese city of Évora, recognized as **the single case study, among 260**, by the European Commission's Joint Research Centre (JRC)

EDP successfully developed a **smart grid project in Brazil** at **Aparecida** in Sao Paulo State

**Participating in international projects under the Horizon2020 EU Programme for Research & Innovation**

EDP is actively participating and coordinating Horizon 2020 projects such as the **SUSTAINABLE Project** that promotes a new operation paradigm for distribution systems

### Client focused

EDP is customer focused: "Client is in the center of everything we make!"

EDP is developing a new **energy services** portfolio facing the changing energy sector paradigm, aiming at quality and excellency for the customer

## TRANSFER OF STRATEGIC KNOWLEDGE AND TRAINING

Through EDP University the EDP Group is able to deliver transference of strategic knowledge about the energy sector

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Training for management

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Operational & Technical training

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EDP University is organized around vertical Schools / Generation / Distribution / Retail / Gas / Renewable Energy and horizontal Schools / Developing leadership skills / Spreading the fundamentals of the energy business

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EDP  
INTERNACIONAL



## edp Internacional

### Clients



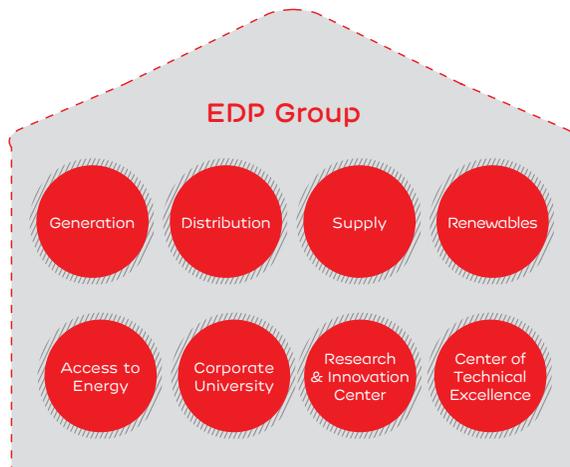
Highly qualified teams

Supported by the Business Units of the group

### Electricity Sector value chain



Vertically integrated with presence in generation, distribution and supply



### Global experience in project development

**Strategic tools** adapted to **companies and governments** operating in the energy sector

**Engineering Project Management** (power plants, transmission lines and grids) and **Asset Management** operations

### Solid working experience in Africa, Latin America and Asia



Africa

Successful cooperation record with the Power Sector in Angola since 1978



Latin America

Developing the Solar and Wind Atlas of Venezuela and Dominica Island



Asia

EDP is a shareholder of Macau's Electric Utility CEM since 1989

EDP's experience across the entire value chain supports a competitive and sustainable service portfolio

### 1. Electricity generation

- A** Resources assessment and project identification
- B** Project development and Construction management
- C** Operation and Maintenance
- D** Innovative solutions (microgrids, distributed generation, etc.)

### 2. Transmission & Distribution

- A** Systems Planning and Network Design
- B** Standardization
- C** Project development and Construction Management
- D** Automation & Control
- E** Operation, Maintenance and Processes Design
- F** Smartgrids

### 3. Supply & Efficiency

- A** Energy efficiency solutions for B2C segment (residential and SMEs)
- B** Energy efficiency solutions B2B segment (Industry, Trade and Services and Public sector)
- C** Commercial offering design (tariffs, marketing, partnerships, etc.)
- D** Innovative solutions (ESCO, Energy Management Systems)

### 4. Transversal areas of expertise

- A** Training (technicians and executives)
- B** Management for Sustainability
- C** Regulatory modelling & Legal framework
- D** Center of Technical Excellence



Control and dispatch center in Portugal



Technicians at work



Live works

Executive training session

## EDP INTERNACIONAL

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EDP Internacional provides high quality solutions for clients around the world across the entire power sector's value chain

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We are ready and able to meet your expectations and to create a successful partnership

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We develop challenging projects creating value for our clients

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energy that makes a difference

