France

Sales Report E.ON France
November 2009

Paris, December 14th 2009

CONTENTS

Sales forecast 2009 (no update since October as Q4 is currently still being prepared):

The forecast 4 2009 includes positive margin effects from mechanism of TaRTAM compensation. The compensation on level of production costs vs. real purchase costs is the main driver for a noticable power margin upside of +40.6 m€ compared to the budget (EFRE: + 6.2 m€, SNET: + 34.4 m€). Overall power volumes remain slightly below budget (-4%).
As in the last update gas volumes are still - 42% below budget (-6.480 GWh). Despite this development in terms of volumes the (operational) gas margin is expected to be only -12% (-1.0 m€) below budget based on the inclusion of margin effects from optimization / storage within the actuals (not included in the budget). Aperiodic effects of -1.0 M€ will lead to an overall gas margin of 6.2 M€ which is -24% below budget. ⇨ ***page 2***

TaRTAM:

The November forecast for SNET production volume 2009 (6.597 GWh) is significantly below last month's forecast (updated figures include the actuals for november and the forecasted level of production for December). As the sales volume forecast SNET was 6.512 GWh at the end of November, residual volumes for EFRE amounted to only 85 GWh i.e. there still exists a risk regarding the compensation mechanism. ⇨ ***page 3***
A lean reporting to track the development of sales and generation volumes continuously during December has been recently implemented: As of Dec 14th the residual volumes for EFRE are forecasted to sum up to app. 201 GWh in 2009, i.e. risk could be reduced compared to the figures at the end of November.

Operational sales business:

Power:
The number of customer gains in November was even above previous month: SNET and EFRE won 24 new power customers (37 sites, thereof 34 SNET) amounting to 616 GWh for delivery 2010 and 36 GWh for 2011. These customer gains lead to a significant upside in contracted volumes for 2010 in power (+6%) compared to October; minor volume gains could also be registered for 2011. Currently contracted power volumes represent 95% / 81% / 26% of the planned volumes. The corresponding level of power margin represents 91% / 69% / 29% of plan and is nearly in line with contracted volume. ⇨ ***page 4.1 - 4.4***
From November 11th - 13th mayor imbalances in the balancing circle were caused by short-term changes in consumption of Ascometal at EFRE (a foundry with volatile consumption, a meeting has already been planned for Dec 11th to improve customer information) and the public holiday on Nov 11th. ⇨ ***page 4.5***

Gas:
New gas contracts were signed with Cofely (4 sites) and Owens Corning (1 site) representing volumes of 397 GWh (2010), 81 GWh (2011) and 37 GWh (2012). These customer gains lead to an increase in contracted volumes for 2010 (+4%) and 2011 (+1%). Currently 55% (2009) / 63% (2010) / 25% (2011) of the planned volumes have been contracted. Contracted margin sums up to 83% (2009) / 32% (2010) / 13% (2011) of the MTP targets. The recent success in the gas market is driven by the actual improvement of the partnership with E.ON Ruhrgas on the supply side especially due to the change from monthly to weekly updates on sourcing prices. Furthermore Ruhrgas is now also offering alternative indexation formulas or fixed prices, thus BU France is not being obliged anymore to work out swaps with other counterparties for these types of contracts. ⇨ ***page 4.1 - 4.4***

Risk and receivables:

All limits for open positions were clearly kept at the end of November. ⇨ ***page 5.1***
Overall sales receivables significantly increased by +12.4 m€ and amount to 50.8 m€ at the end of November. The main reasons for this are the delay of the AREVA payment at SNET as well as higher TaRTAM prices and higher gas sales in the winter period. ⇨ ***page 5.2***
Both exposure and structure of customer ratings are relatively stable compared to October. The gap between theoretical and real guaranty continues to rise. Besides the reasons already known (e.g. old contracts without possibility to require securities) the real guaranty decreased by appr. 1.0 m€: A share of garanties becomes redundant due to contracts ending in December; at the same time signing / renewal of contracts for 2010 has not been finished yet. ⇨ ***page 5.3***

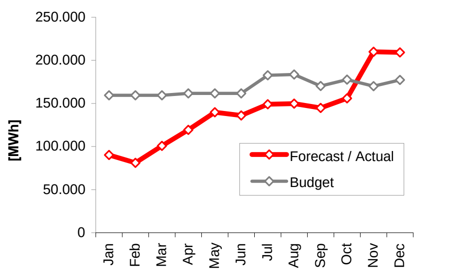
Miscellaneous:

The French government is preparing formal round table discussions regarding the new regulation of power sales with all market participants which are expected to start in January. As the legislative proposal and further details will not be discussed before the first semester 2010, the TaRTAM-regime becomes more and more likely to be extended until the end of 2010.

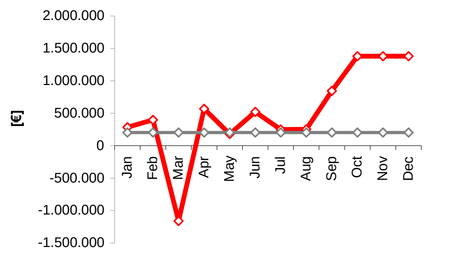
BU France: Latest key figures from management reporting 2009 (based on SAP "Forecast 4") - No update since October

POWER EFRE

Sales volume by month



Operational gross margin by month*

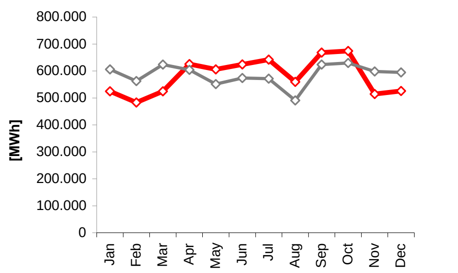


Total values 2009	F/A	BU	Δ	
Sales volume [GWh]	1.686	2.025	-339	-16,8%
absolute values [M€]				
Sales revenues	107,4	158,4	-51,0	-32,2%
thereof: Customer revenues	73,5	74,3	-0,8	-1,1%
thereof: CRE	33,9	84,1	-50,2	-59,7%
Procurement costs	101,1	156,0	-54,9	-35,2%
Oper. gross margin*	6,3	2,4	3,9	158,5%
+ aperiodic effects	2,4		2,4	
Gross margin	8,6	2,4	6,2	255,3%
specific values [€/MWh]				
Sales revenues	63,7	78,2	-14,5	-18,6%
Procurement costs	60,0	77,0	-17,0	-22,1%
Oper. gross margin*	3,73	1,20	2,53	210,5%

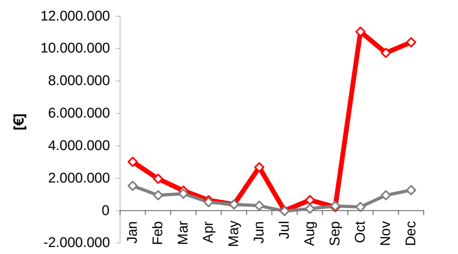
*excl. aperiodic effects in order to display 'operational' sales business

POWER SNET

Sales volume by month



Operational gross margin by month*

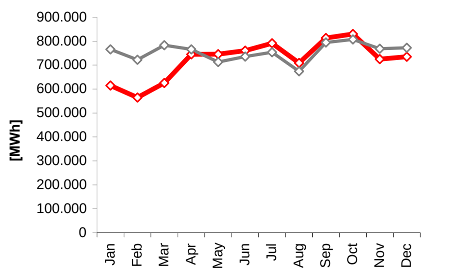


Total values 2009	F/A	BU	Δ	
Sales volume [GWh]	6.973	7.030	-58	-0,8%
absolute values [M€]				
Sales revenues	500,4	541,4	-41,0	-7,6%
thereof: Customer revenues	322,6	314,7	7,9	2,5%
thereof: CRE	177,8	226,7	-48,9	-21,6%
Procurement costs	458,5	533,9	-75,4	-14,1%
Oper. gross margin*	36,7	7,5	29,2	390,0%
+ aperiodic effects	5,2		5,2	
Gross margin	41,9	7,5	34,4	459,4%
specific values [€/MWh]				
Sales revenues	71,8	77,0	-5,2	-6,8%
Procurement costs	65,8	75,9	-10,2	-13,4%
Oper. gross margin*	5,27	1,07	4,20	394,0%

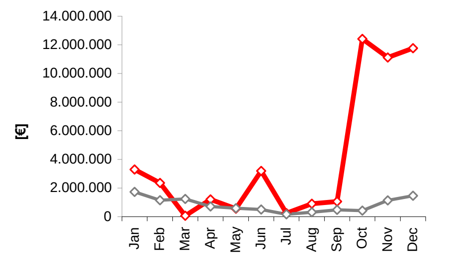
*excl. aperiodic effects in order to display 'operational' sales business

POWER TOTAL

Sales volume by month



Operational gross margin by month*

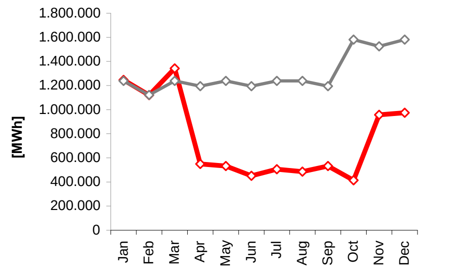


Total values 2009	F/A	BU	Δ	
Sales volume [GWh]	8.658	9.055	-397	-4,4%
absolute values [M€]				
Sales revenues	607,8	699,8	-92,0	-13,1%
thereof: Customer revenues	396,1	389,0	7,1	1,8%
thereof: CRE	211,7	310,8	-99,1	-31,9%
Procurement costs	559,6	689,9	-130,3	-18,9%
Oper. gross margin*	43,0	9,9	33,1	333,3%
+ aperiodic effects	7,6		7,6	
Gross margin	50,5	9,9	40,6	409,4%
specific values [€/MWh]				
Sales revenues	70,2	77,3	-7,1	-9,2%
Procurement costs	64,6	76,2	-11,6	-15,2%
Oper. gross margin*	4,97	1,10	3,87	353,2%

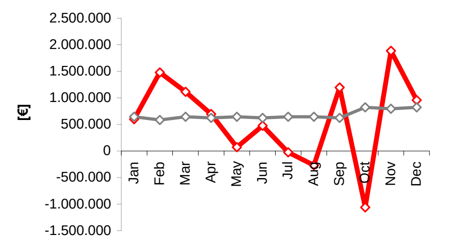
*excl. aperiodic effects in order to display 'operational' sales business

GAS EFRE

Sales volume by month



Operational gross margin by month*



Total values 2009	F/A	BU	Δ	
Sales volume [GWh]	9.109	15.589	-6.480	-41,6%
absolute values [M€]				
Sales revenues	223,6	547,4	-323,8	-59,2%
Procurement costs	216,5	539,3	-322,8	-59,9%
Oper. gross margin*	7,1	8,1	-1,0	-12,3%
+ aperiodic effects	-1,0		-1,0	
Gross margin	6,2	8,1	-2,0	-24,2%
specific values [€/MWh]				
Sales revenues	24,5	35,1	-10,6	-30,1%
Procurement costs	23,8	34,6	-10,8	-31,3%
Oper. gross margin*	0,78	0,52	0,26	50,0%

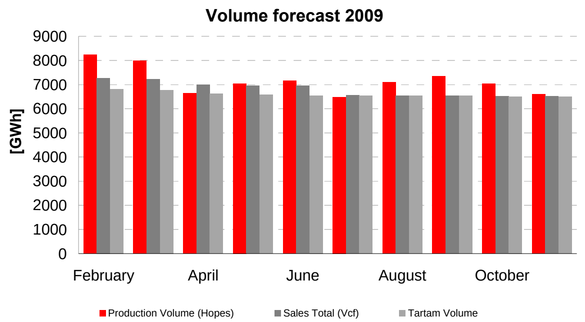
*excl. aperiodic effects in order to display 'operational' sales business

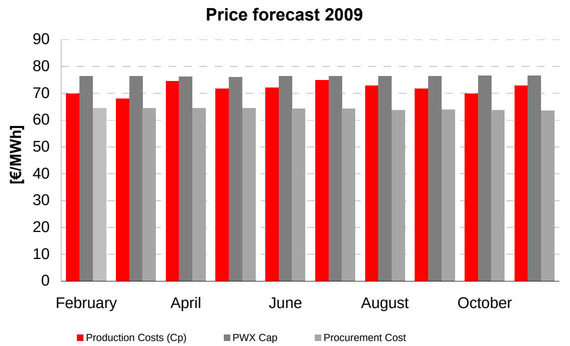
Commentary (no update since October as Q4 is currently still being prepared):

With the updated forecast 4 2009 all (expected) positive margin effects from the TaRTAM compensation mechanism were included within the 4th quarter 2009. The compensation on level of production costs vs. real purchase costs is the main driver for a noticable power margin upside of +40.6 m€ compared to the budget (EFRE: + 6.2 m€, SNET: + 34.4 m€). Overall power volumes remain rather stable and slightly below budget (-4%) mainly deriving from deviations at EFRE in the 1st half of the year.
As in the last update gas volumes are still - 42% below budget (-6.480 GWh). Despite this development in terms of volumes the (operational) gas margin is expected to be only -12% (-1.0 m€) below budget based on the inclusion of margin effects from optimization / storage within the actuals (not included in the budget). The margin calculation also includes a valuation of stored gas volumes at the end of 2009 at current market (future) prices which leads to a decrease of appr. -0.9 m€. Aperiodic effects of -1.0 M€ will lead to an overall gas margin of 6.2 M€ which is -24% below budget.

BU France: TaRTAM Key figures

TaRTAM SNET



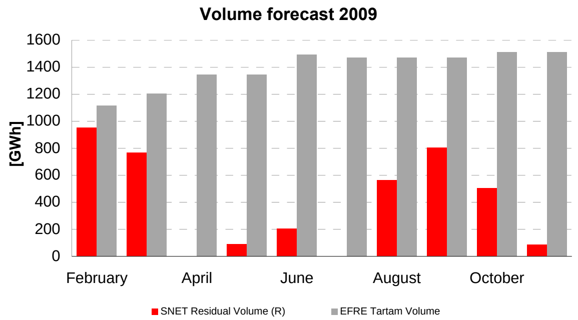


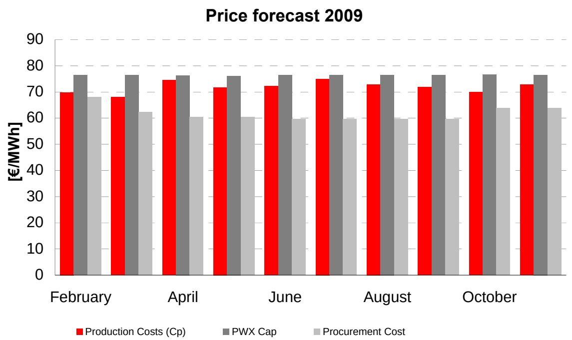
	GWh	K€	€/MWh
Sales Total (Vcf)	6.512	277.537	42,6
TaRTAM Sales volumes	6.493	276.518	42,6
Production volume (Hopes)	6.597		
Procurement volume	6.970	443.450	63,6
Residual Volume (R) *	85		

	GWh	%
Vol.compens./Prod. (Vp)	6.493,3	100,00%
Vol.compens./Sourcing (Va)	0,0	0,00%

* Residual volume is calculated = Prod - Total Sales (Vcf)

TaRTAM EFRE





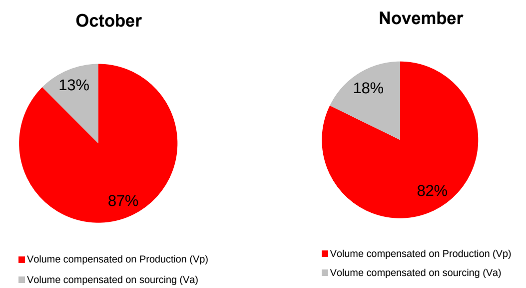
	GWh	K€	€/MWh
Sales Total (Vcf)	1.510	71.154	47,1
TaRTAM Sales volumes	1.510	71.154	47,1
Production volume (Hopes)	0,0		
Procurement volume	1.510	96.325	63,8
Residual Volume (R) *	0,0		

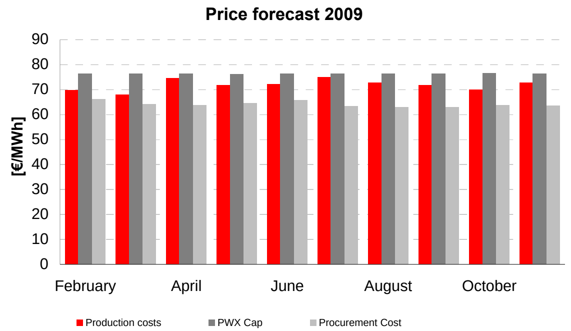
	GWh	%
Vol.compens./Prod. (Vp)	84,9	6%
Vol.compens./Sourcing (Va)	1.425,1	94%

* Residual volume is calculated = Prod - Total Sales (Vcf)

TaRTAM BU France

Compensation allocation on overall sales volumes (BU France)





	GWh	K€	€/MWh
Sales Total (Vcf)	8.022	348.691	43,5
TaRTAM Sales volumes	8.003	347.672	43,4
Production volume (Hopes)	6.596,8		
Procurement volume	8.479,9	539.775	63,7
Residual Volume (R) *	0,0		

	GWh	%
Vol.compens./Prod. (Vp)	6.578,3	82%
Vol.compens./Sourcing (Va)	1.425,1	18%

* Residual volume is calculated = Prod - Total Sales (Vcf)

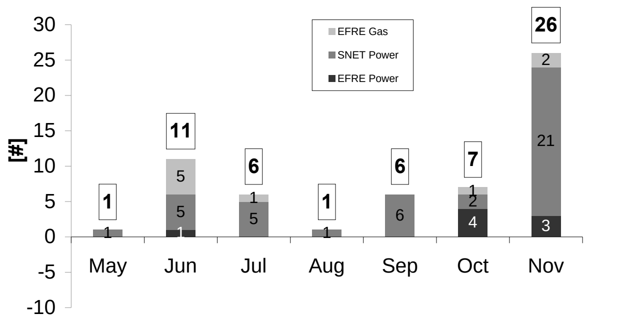
Commentary:

The November forecast for SNET production volume 2009 (6.597 GWh, based on HOPES) is significantly below last month's forecast (7.029 GWh). The updated figures include the actuals for november (830 GWh) and the forecasted level of production for December (900 GWh). As the current sales volume forecast SNET is 6.512 GWh and residual volumes for EFRE amount to only 85 GWh there still exists a risk regarding the compensation mechanism. A lean reporting to track the development of sales and generation volumes during December is currently being implemented.

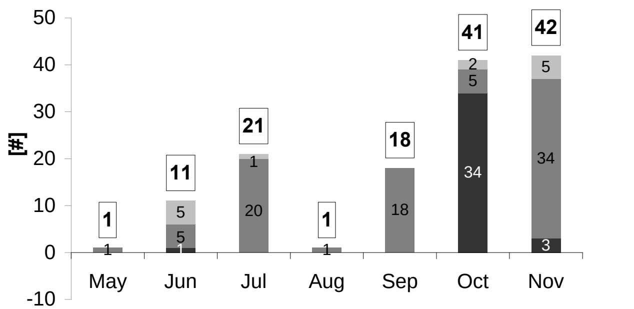
BU France: Operational sales business - Customer gains and losses

Customer gains

Customer gains by month



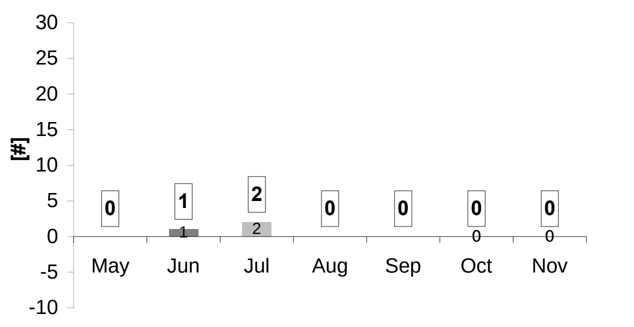
Sites won by month



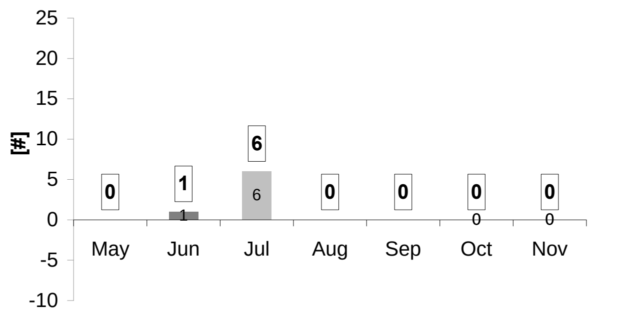
Total values (year to date)	EFRE Power	SNET Power	EFRE Gas
Customer gains	8	41	9
Sites won	38	84	13

Customer losses

Customer losses by month



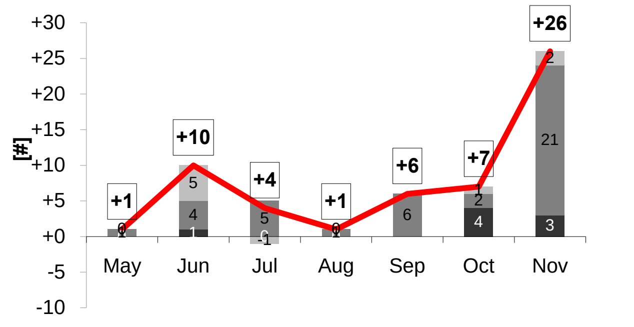
Sites lost by month



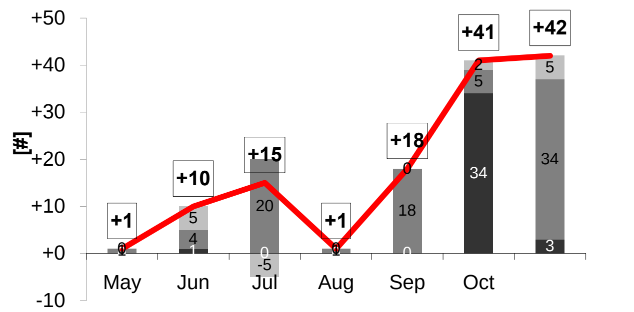
Total values (year to date)	EFRE Power	SNET Power	EFRE Gas
Customer losses	0	1	2
Sites lost	0	1	6

Net customer movement

Net customer movement by month



Net site movement by month



Total values (year to date)	EFRE Power	SNET Power	EFRE Gas
Customer movem.	+8	+40	+7
Site movem.	+38	+83	+7

Commentary:

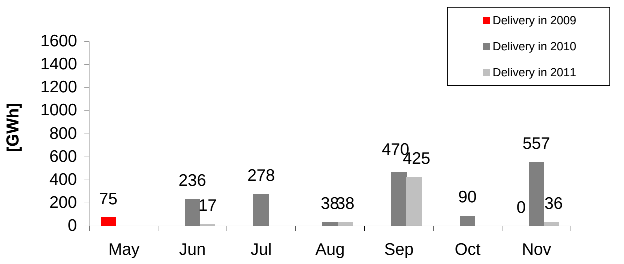
Number of customer gains and new sites in November were even above previous month. SNET and EFRE won 24 new power customers in total (37 sites). SNET Power won 10 contracts until end of TaRTAM (Papeterie de Chatelles, Sodetal, LFB, Mahle Filtersystemes, Vesuvius, Behr Lorraine, Marie, Groupe Parisot, Climespace, Unilin), 10 contracts for 2010 non-TaRTAM (Vitasheet, Réseau Ferré de France, Sicogef, Espace expansion, Delphi, Thiriet, Sorepla, SEEC, Plastim, Berrod) and one contract for delivery in 2011 (Comptoir Européen de la Confiserie). EFRE Power won Huntsman Surface sciences and Tioxide and Norske Skog.

Also, new gas contracts were signed with Cofely (4 sites) and Owens Corning (1 site). The recent success in the gas market is driven by the actual improvement of the partnership with E.ON Ruhrgas on the supply side especially due to the change from monthly to weekly updates on sourcing prices. Furthermore Ruhrgas is now also offering alternative indexation formulas or fixed prices, thus BU France is not being obliged anymore to work out swaps with other counterparties for these types of contracts.

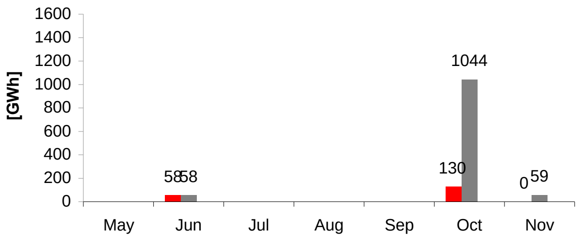
BU France: Operational sales business - Volume gains and losses

Volume gains

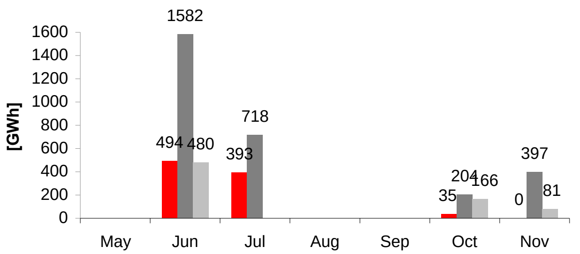
SNET Power



EFRE Power

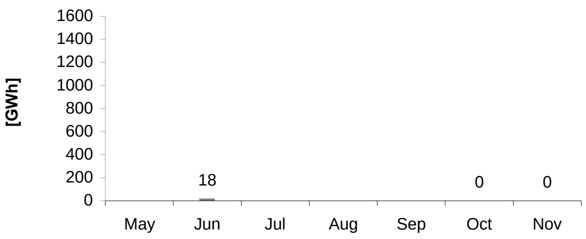


EFRE Gas

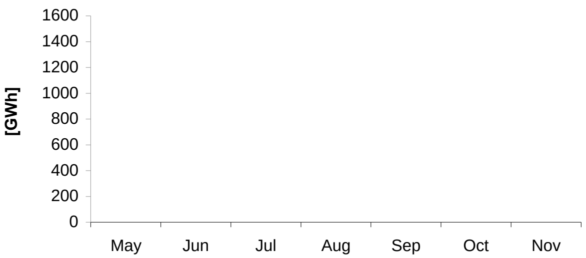


Volume losses

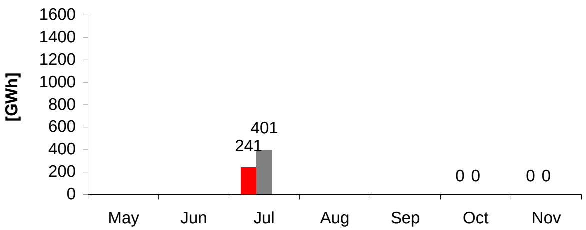
SNET Power



EFRE Power

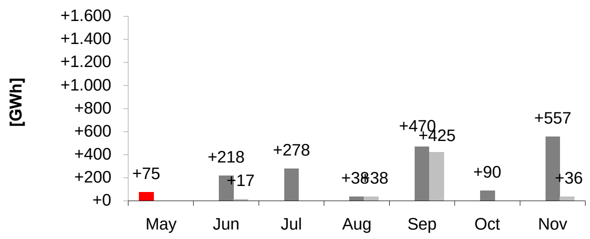


EFRE Gas

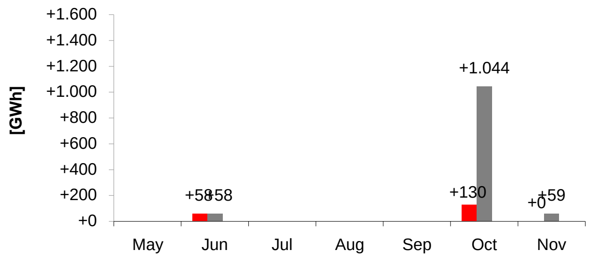


Net volume movement

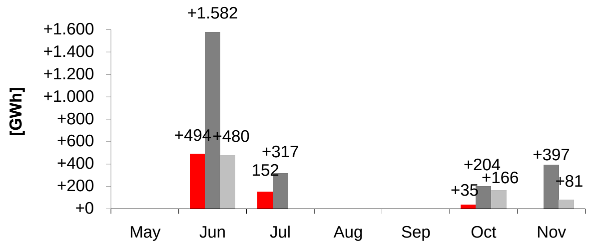
SNET Power



EFRE Power



EFRE Gas



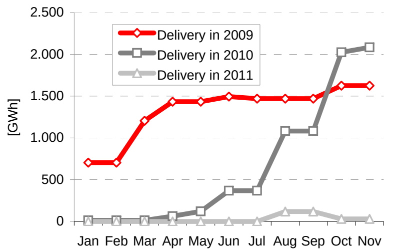
Commentary:

Last month's volumes gains in power amount to 616 GWh for delivery 2010 and 36 GWh for 2011 (thereof: Tartam SNET 2010: 221 GWh, TaRTAM EFRE 2010: 59 GWh, non-TaRTAM SNET 2010: 336 GWh, SNET 2011: 36 GWh). Volumes of 478 GWh could be won in gas (2010: 397 GWh, 2011: 81 GWh, 2012: 37 GWh. As first volumes for 2012 have already been contracted in the last months (currently power 391 GWh and gas 700 GWh) the year 2012 will be displayed within the sales report from the beginning of next year.

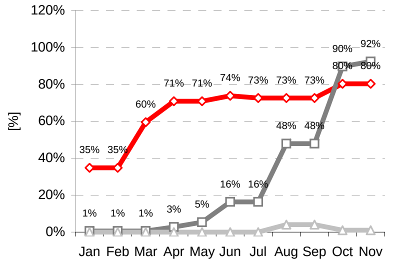
BU France: Operational sales business - Development of contracted volume

POWER EFRE

Development of contracted volume (cumulated)



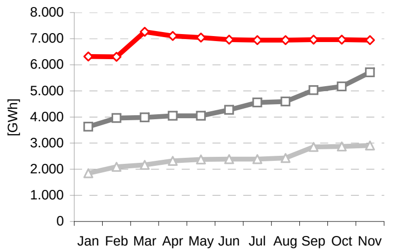
Contracted volume (% of plan)



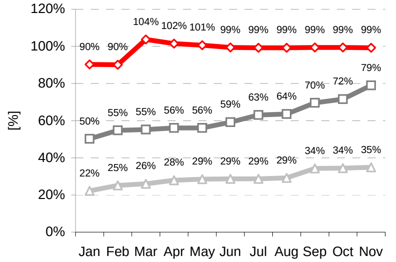
Contracted for delivery in ...	GWh	Plan	% of Plan
2009	1.625	2.024	80%
2010	2.084	2.257	92%
2011	31	2.909	1%

POWER SNET

Development of contracted volume (cumulated)



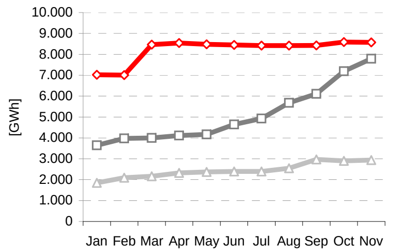
Contracted volume (% of plan)



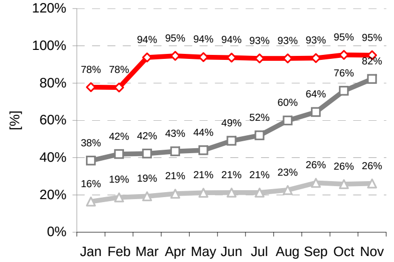
Contracted for delivery in ...	GWh	Plan	% of Plan
2009	6.944	7.000	99%
2010	5.707	7.223	79%
2011	2.909	8.331	35%

POWER TOTAL

Development of contracted volume (cumulated)



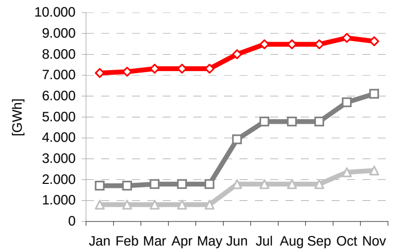
Contracted volume (% of plan)



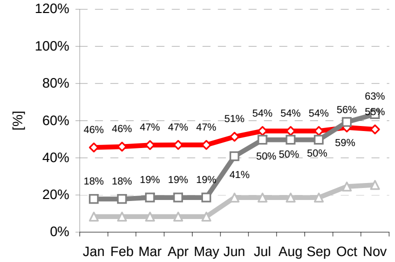
Contracted for delivery in ...	GWh	Plan	% of Plan
2009	8.569	9.024	95%
2010	7.791	9.480	82%
2011	2.940	11.240	26%

GAS EFRE

Development of contracted volume (cumulated)



Contracted volume (% of plan)



Contracted for delivery in ...	GWh	Plan	% of Plan
2009	8.625	15.589	55%
2010	6.110	9.625	63%
2011	2.440	9.600	25%

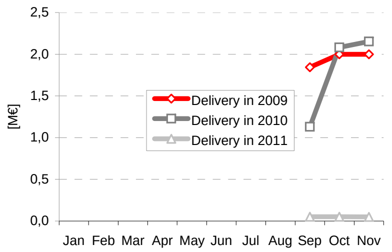
Commentary:

Further customer gains power and gas lead to a significant upside in contracted volumes for 2010 in power (+597 GWh / +6 % for SNET + EFRE) and gas (+405 GWh / +4 %) compared to previous month. Minor volume gains could also be registered for 2011 in power and gas. Currently contracted power volumes represent 95% / 81% / 26% of the planned volumes. The corresponding level of gas volumes has increased to 55% (2009, target from last year's MTP) / 63% (2010) / 25% (2011) of planned volumes. Contracted volumes for 2009 have been stable since october and should already give a good indication of actuals 2009.

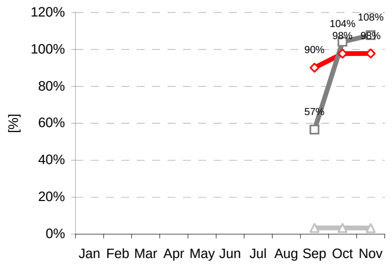
BU France: Operational sales business - Development of contracted margin

POWER EFRE

Development of contracted margin (cumulated)



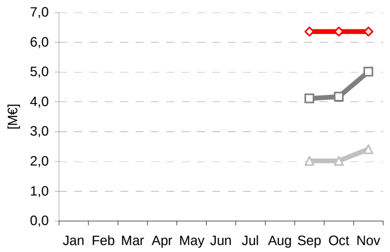
Contracted margin (% of plan)



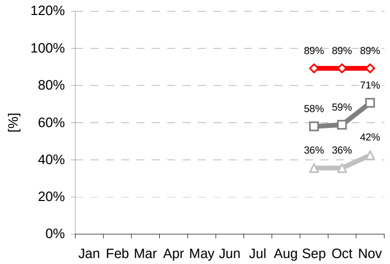
Contracted for delivery in ...	M€	Plan	% of Plan	€/MWh
2009	2,00	2,05	98%	1,23
2010	2,15	2,00	108%	1,03
2011	0,05	1,54	3%	1,61

POWER SNET

Development of contracted margin (cumulated)



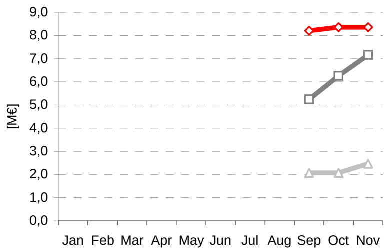
Contracted margin (% of plan)



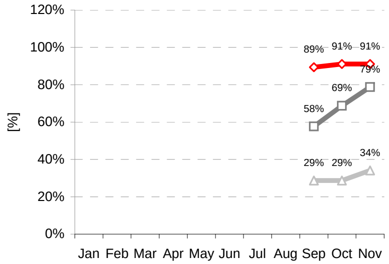
Contracted for delivery in ...	M€	Plan	% of Plan	€/MWh
2009	6,36	7,13	89%	0,92
2010	5,01	7,10	71%	0,88
2011	2,41	5,68	42%	0,83

POWER TOTAL

Development of contracted margin (cumulated)



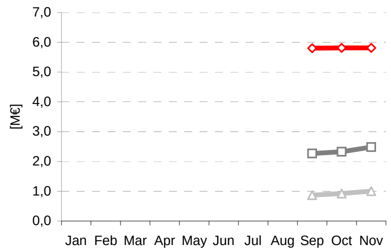
Contracted margin (% of plan)



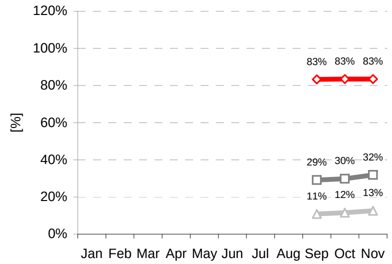
Contracted for delivery in ...	M€	Plan	% of Plan	€/MWh
2009	8,36	9,17	91%	0,98
2010	7,17	9,10	79%	0,92
2011	2,46	7,22	34%	0,84

GAS EFRE

Development of contracted margin (cumulated)



Contracted margin (% of plan)



Contracted for delivery in ...	M€	Plan	% of Plan	€/MWh
2009	5,81	6,97	83%	0,67
2010	2,48	7,79	32%	0,41
2011	1,00	8,00	13%	0,41

Commentary:

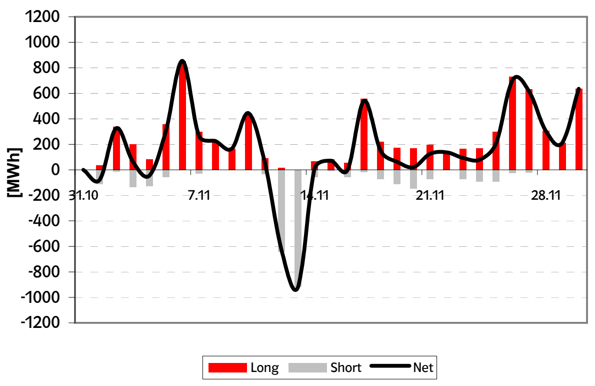
Currently contracted margin gas represent 83% (2009) / 32% (2010) / 13% (2011) of the MTP targets. These values for (gas) are significantly below the percentage of contracted volume but do not include positive effects from storage / optimization. The corresponding level of power margin (Total SNET + EFRE) represents 91% / 69% / 29% of plan and is nearly in line with contracted volume. Whereas power margin in 2009 and 1st half of 2010 were mainly calculated with the "standard" TaRTAM margin, information from pricing systems / contracts was used for all other volumes.

Information from pricing system used for calculation of contracted margin, additional effects from real purchase costs, optimization and balancing costs lead to deviations compared to actual margin

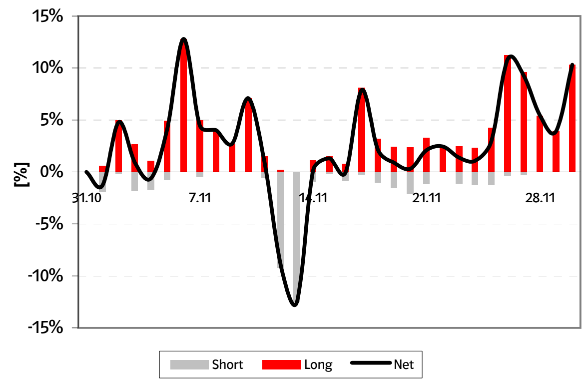
BU France: Operational sales business - Balancing power

EFRE Power

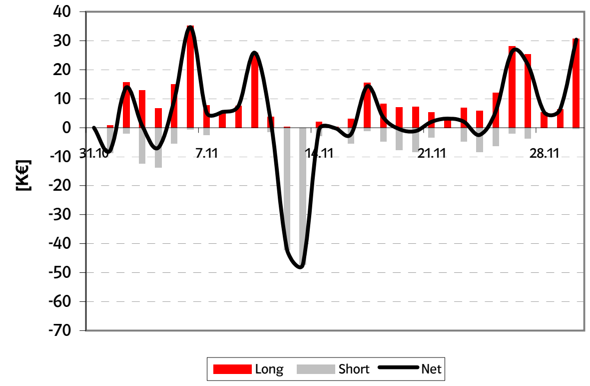
Total imbalance per day



Imbalance (% of consumption) per day

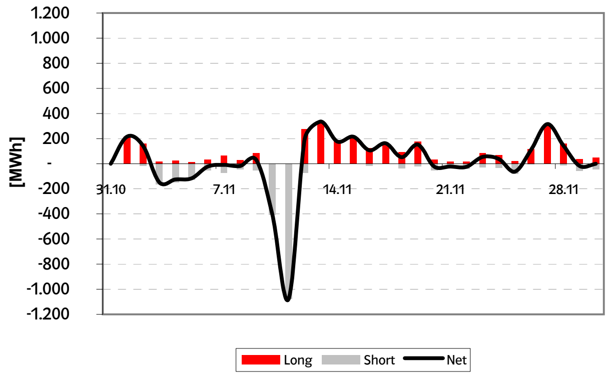


Financial impact of imbalance

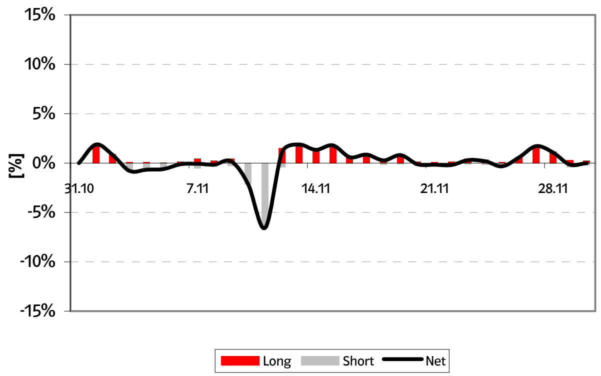


SNET Power

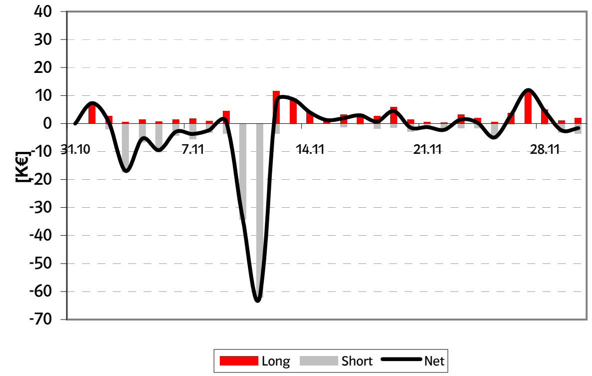
Total imbalance per day



Imbalance (% of consumption) per day

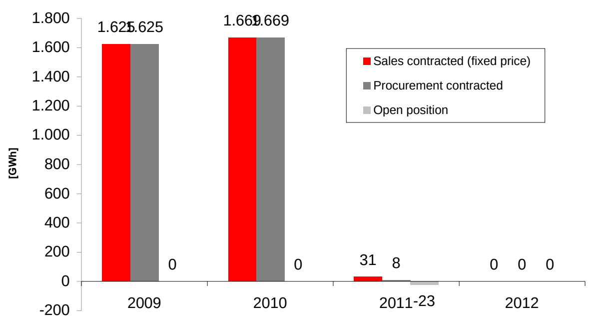


Financial impact of imbalance

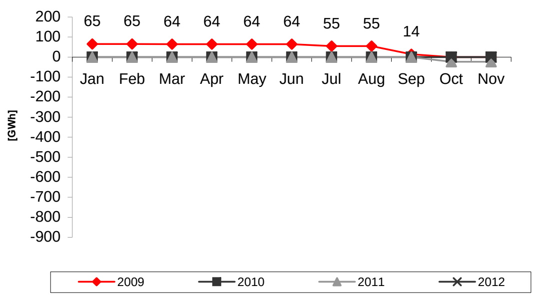


Commentary:
Regarding the volume imbalance SNET registered an (net) imbalance of appr. 0.6% compared to EFRE with appr. 2.6%. The balancing during last month was quite difficult to manage for EFRE in particular with the entrance of Ascometal (a foundry with volatile consumption), although the managment of the portfolio excluding Ascometal is improving. The mayor imbalances on 12th/13th of November at EFRE were caused by short-term changes in consumption of Ascometal (but balancing based on hourly consumption forecast only); this customer is treated separately to improve the steering and a meeting had been planned for Dec 11th to improve their information. The imbalance for SNET on Nov 11th was caused by the public holiday.

POWER EFRE

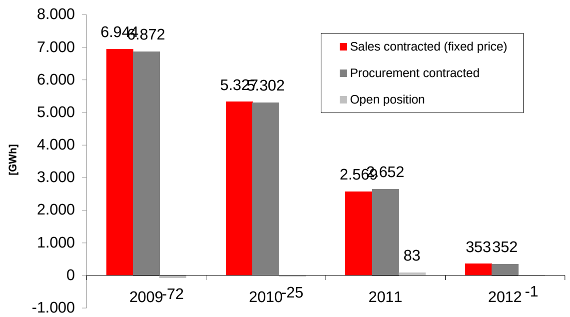


Development of open positions

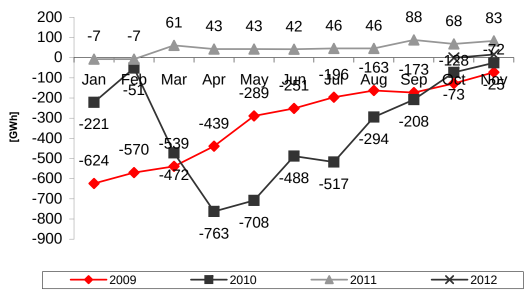


Volumes in GWh	2009	2010	2011	2012
Sales (plan)	2.024	2.257	2.550	2.909
Sales (contracted)	1.625	2.084	31	0
fixed price	1.625	1.669	31	0
non-fixed price	0	415	0	0
Procurement (contracted)	1.625	1.669	8	0
fixed price	1.625	1.669	8	0
non-fixed price	0	0	0	0
Open position	0	0	-23	0
Limit	300	300	300	300
Limit utilisation	0%	0%	8%	0%

POWER SNET

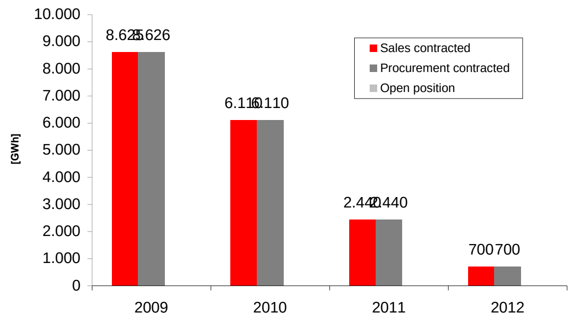


Development of open positions

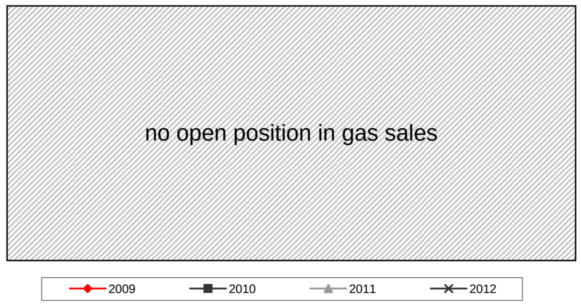


Volumes in GWh	2009	2010	2011	2012
Sales (plan)	7.000	7.223	7.673	8.331
Sales (contracted)	6.944	5.707	2.909	391
fixed price	6.944	5.327	2.569	353
non-fixed price	0	380	340	38
Procurement (contracted)	6.872	5.302	2.652	352
fixed price	6.872	5.302	2.652	352
non-fixed price	0	0	0	0
Open position	-72	-25	83	-1
Limit	650	2.150	500	500
Limit utilisation	11%	1%	17%	0%

GAS EFRE



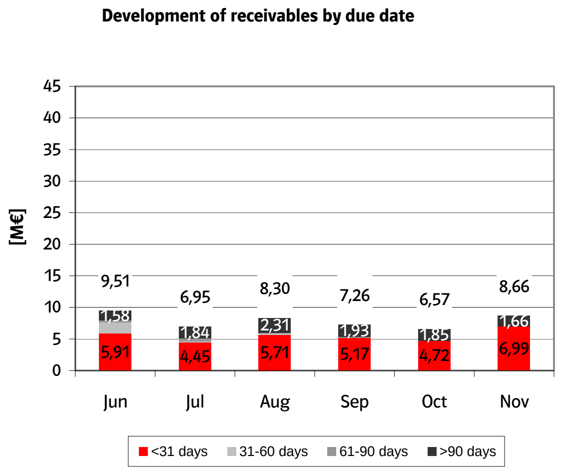
Development of open positions



Volumes in GWh	2009	2010	2011	2012
Sales (plan)	15.589	9.625	9.600	9.600
Sales (contracted)	8.625	6.110	2.440	700
fixed price				
non-fixed price				
Procurement (contracted)	8.626	6.110	2.440	700
fixed price	1.377	182	0	0
non-fixed price	7.249	5.928	2.440	700
Open position	0	0	0	0
Limit	0	0	0	0
Limit utilisation	0%	0%	0%	0%

Commentary:
All limits were clearly kept at the end of November.

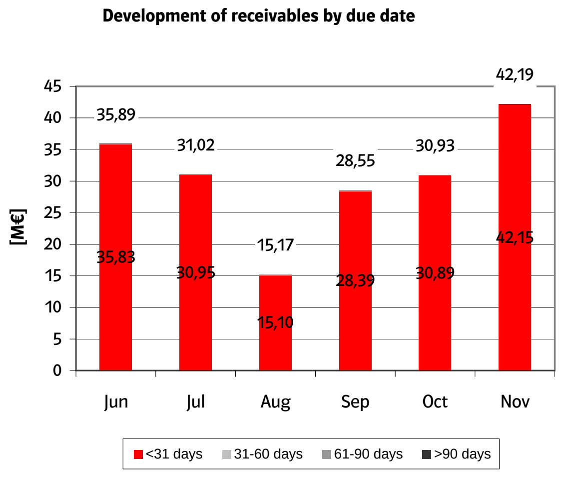
EFRE (Power & Gas)



Receivables due within	Amount [M€]	Share
< 31 days	6,99	80,8%
31 - 60 days	0,00	0,0%
61 - 90 days	0,00	0,0%
> 90 days	1,66	19,2%
Total	**8,66**	**100%**

Others	Amount [M€]
Adv. Payments	0,00
Deposits	0,00
Bad debt	0,00

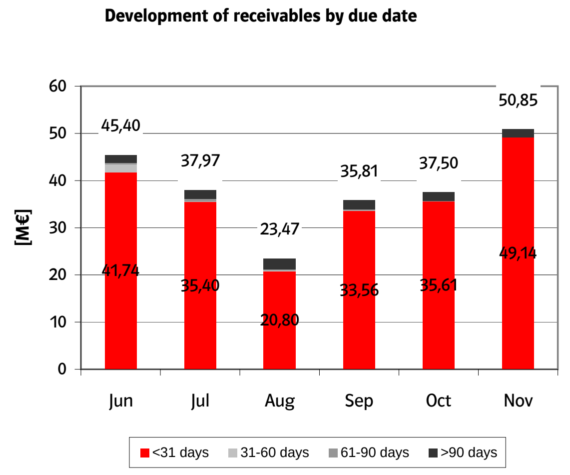
SNET



Receivables due within	Amount [M€]	Share
< 31 days	42,15	99,9%
31 - 60 days	0,00	0,0%
61 - 90 days	0,00	0,0%
> 90 days	0,03	0,1%
Total	**42,19**	**100%**

Others	Amount [M€]
Adv. Payments	-3,77
Deposits	-1,39
Bad debt	1,90

Total



Receivables due within	Amount [M€]	Share
< 31 days	49,14	96,6%
31 - 60 days	0,01	0,0%
61 - 90 days	0,00	0,0%
> 90 days	1,70	3,3%
Total	**50,85**	**100%**

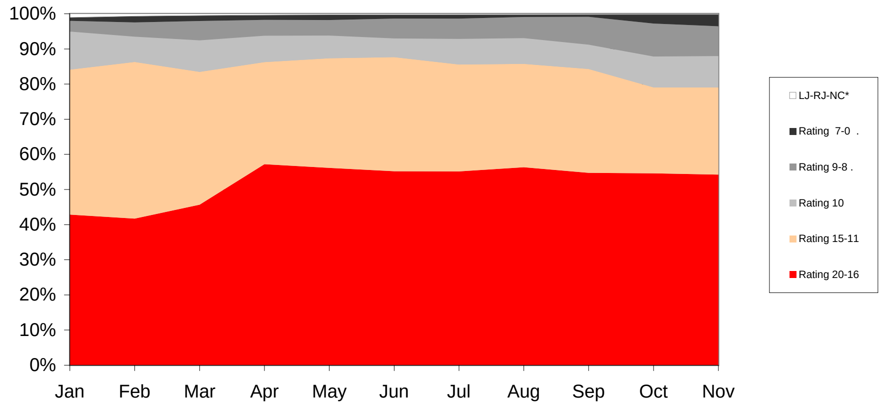
Others	Amount [M€]
Adv. Payments	-3,77
Deposits	-1,39
Bad debt	1,90

Commentary:

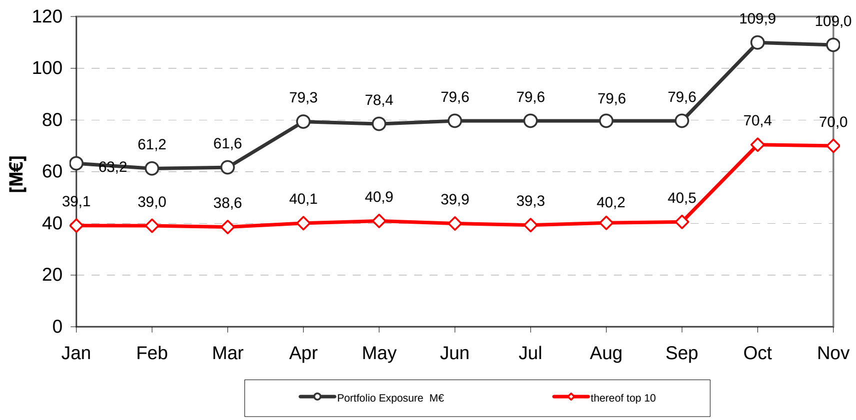
Overall receivables significantly increased by +12.4 m€ and amount to 50.85 m€ at the end of November. The main reasons for this are the delay of the AREVA payment at SNET as well as higher TaRTAM prices and higher gas sales in the winter period. EFRE receivables > 90 days have continued to decrease by -0.2 m€ (overdue payments of the insolvent customers Papeterie Voiron / Lancey and the customer Eurocel who started to pay installments) .

BU France: Credit Risk (currently overall portfolio SNET only)

Development of share of ratings within portfolio (# of customers)



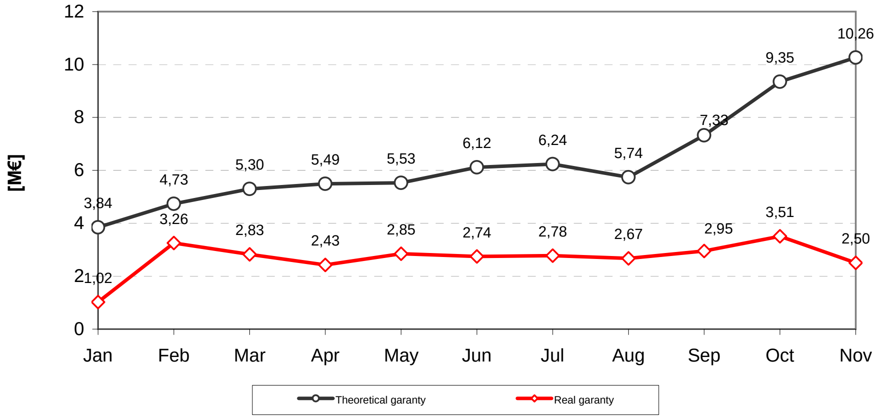
Portfolio exposure



Development of share of ratings within portfolio (Sales volume)

not available yet

Garanties



Commentary:

For November the portfolio exposure remains stable compared to previous month (3 months of turnover estimation). There is a minor increase (1%) of the share of ratings below 16 due to a decline of 3 customers ratings (Ardoiseries D'angers 14->12; LFB Biomedicaments 16->12 and Maike 16->14) and a simultaneous increase for 5 customers (DG Industries 6->10; Texas Instruments 14->16; Production et realization 12->14, Plastiques RG 12->14 and Marie 12->14). The gap between the theoretical and real guaranty continues to rise. Besides the usual reasons (e.g. old contracts without possibility to require securities) the real guaranty decreased by appr. 1.0 m€: A share of garanties becomes redundant due to contracts ending in December; at the same time signing / renewal of contracts has not been finished yet.

Des prix cassés pour les enchères d'EDF *Le Monde (19.11.2009)*

L'absence de GDF Suez aux enchères de capacités organisées hier par EDF a entraîné une chute des prix. Les quatre participants ont acquis la tranche de 500 mégawatts mise en vente et se sont vu attribuer l'option de tirage du mégawatt pour seulement 1 euro par mois. A comparer environ 1.500 euros lors de la première enchère, en mars 2008, et environ 3.500 euros lors de la deuxième, en novembre 2008. GDF Suez n'a pas participé ces troisièmes enchères imposées par le Conseil de la concurrence car il estime que le prix de l'énergie n'était pas assez attractif.
L'option vendue aux enchères permet aux participants d'obtenir ensuite de l'électricité pour un prix fixé l'avance, savoir de 42 à 47 euros le mégawatheure entre 2010 et 2012. GDF Suez préfère attendre l'application de la réforme du marché de l'électricité.

GDF Suez au tribunal pour vente forcée *Aujourd'hui en France (26.11.2009)*

GDF SUEZ à nouveau dans le collimateur. Déjà mis en cause à de multiples reprises par les associations de consommateurs pour le démarchage agressif de ses commerciaux et épingle récemment par le médiateur de l'énergie [...]
En clair, lorsque les abonnes au gaz joignaient les plates-formes téléphoniques de GDF, les opératrices auraient modifié, sans leur accord, leur contrat classique au profit d'un nouveau contrat cumulant la fourniture du gaz et de l'électricité. Au passage, les clients, qui n'avaient rien demandé, quittaient sans le vouloir la protection des tarifs réglementés.

La concurrence à petits pas *Le Figaro (01.12.2009)*

Lentement mais sûrement. C'est le rythme auquel progresse l'ouverture à la concurrence des marchés du gaz et de l'électricité en France. Ce matin, la Commission de régulation de l'énergie CRE publie ses chiffres les plus récents, relatifs au troisième trimestre.[...] Le marché de l'énergie reste largement dominé par les tarifs réglementés: toujours fin septembre, l'observatoire de la CRE note que 94 % des sites toutes catégories confondues représentant 85 % de la consommation sont aux tarifs réglementés en électricité et 88 % en gaz représentant 55 % de la consommation.

Concurrence *Libération (04.12.2009)*

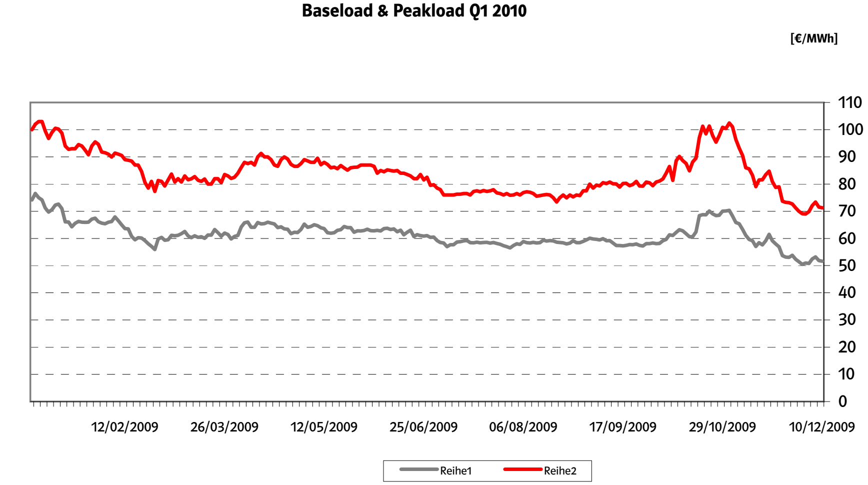
GDF Suez échappe à une amende. La Commission européenne n'a finalement pas condamné le groupe français pour abus de position dominante- après une enquête qui avait fait apparaître un verrouillage des importations de gaz par GDF Suez. En échange, le groupe dirigé par Gérard Mestrallet s'est engagé faciliter l'accès à ses concurrents.

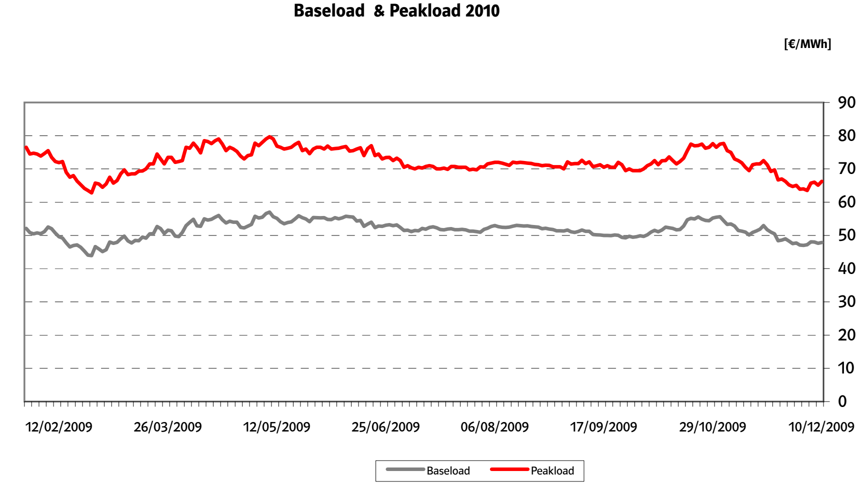
Direct Energie *La Tribune (04.12.2009)*

L'UFC-Que Choisir assigne l'opérateur alternatif d'électricité devant le tribunal de grande instance de Paris pour pratiques commerciales agressives.

Poweo met en ligne une boîte à outils pour mieux consommer *Enerpresse (04.12.2009)*

Poweo annonce la mise en ligne sur son site d'une boîte à outils, le Poweo Diagnostics, qui propose six tests et questionnaires pour devenir acteur de sa consommation d'énergie. Grâce cet outil, tous les internautes, clients ou non de Poweo, apprennent comment optimiser la consommation d'énergie de leur logement, de tester leurs éco-réflexes quotidiens ou encore de bien choisir et utiliser les équipements électroménagers ou de chauffage. Avec l'Auto-diagnostic Poweo ils obtiennent des conseils personnalisés pour réduire leur consommation d'énergie.


Baseload & Peakload Q1 2010
[€/MWh]
110
100
90
80
70
60
50
40
30
20
10
0
12/02/2009
26/03/2009
12/05/2009
25/06/2009
06/08/2009
17/09/2009
29/10/2009
10/12/2009
Reihe1
Reihe2


Baseload & Peakload 2010
[€/MWh]
90
80
70
60
50
40
30
20
10
0
12/02/2009
26/03/2009
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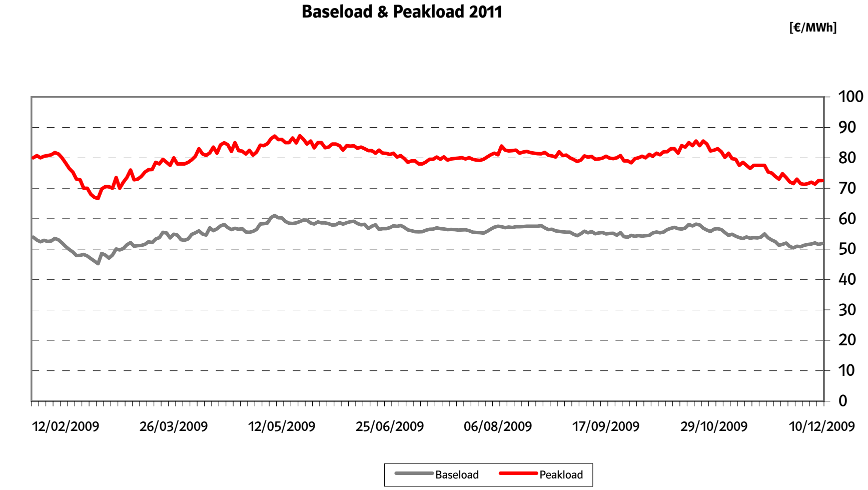
29/10/2009
10/12/2009
Baseload
Peakload


Baseload & Peakload 2011
[€/MWh]
100
90
80
70
60
50
40
30
20
10
0
12/02/2009
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12/05/2009
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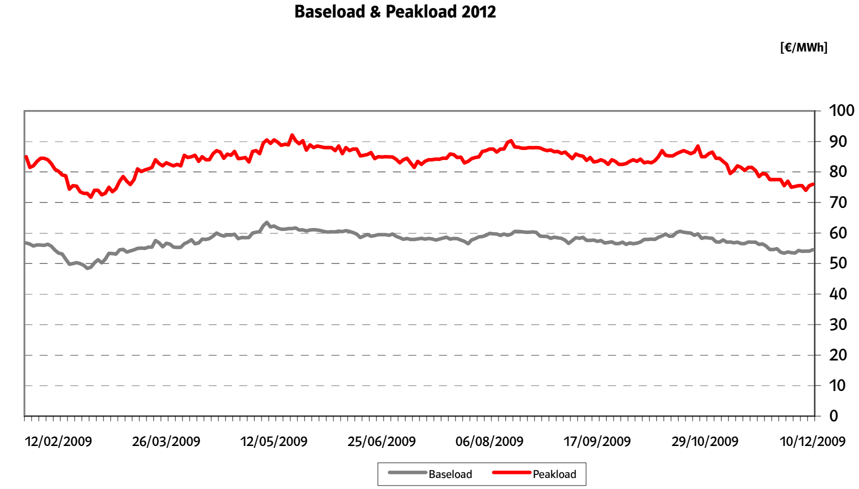
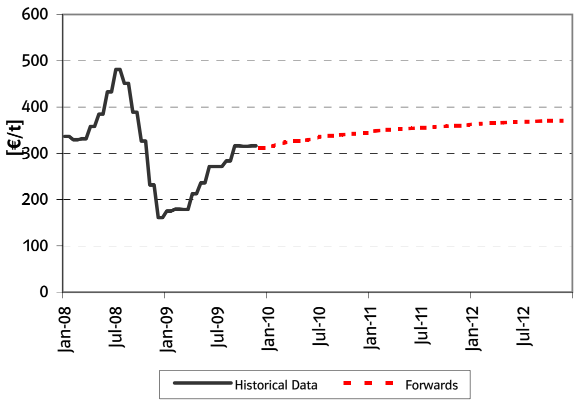
06/08/2009
17/09/2009
29/10/2009
10/12/2009
Baseload
Peakload

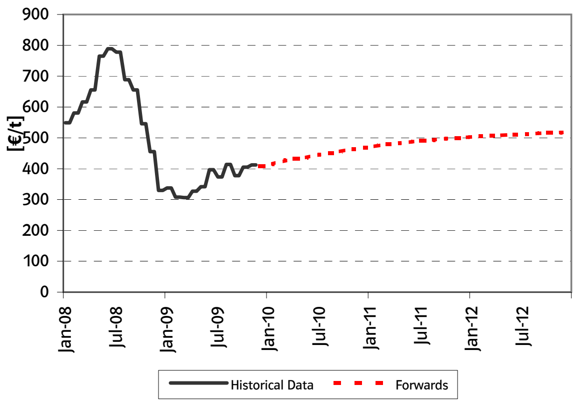

Baseload & Peakload 2012
[€/MWh]
100
90
80
70
60
50
40
30
20
10
0
12/02/2009
26/03/2009
12/05/2009
25/06/2009
06/08/2009
17/09/2009
29/10/2009
10/12/2009
Baseload
Peakload

Commentary:

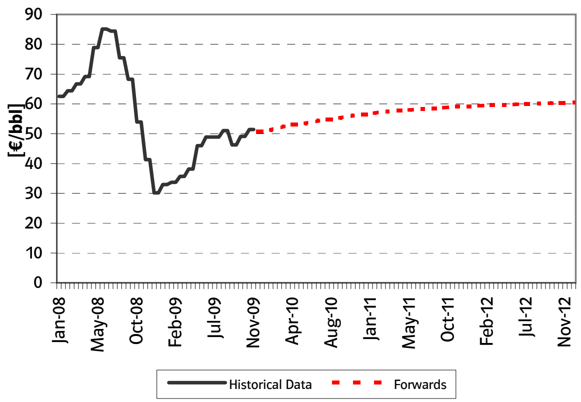
Fuel Oil 1% Barge Rotterdam



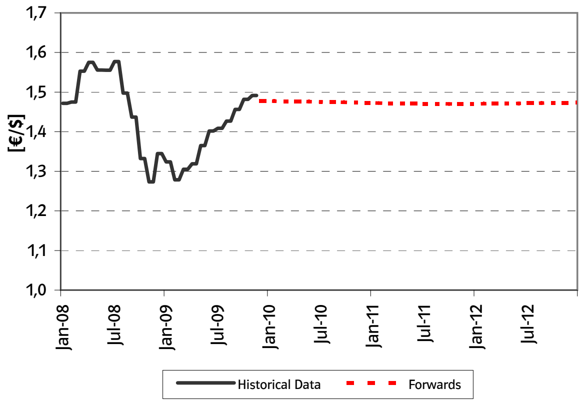
Gasoil 0,1% Barge Rotterdam



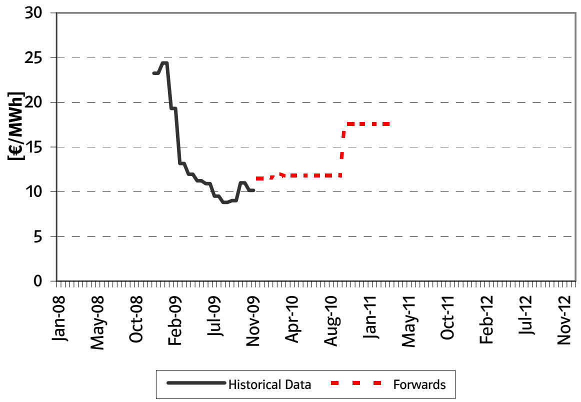
Brent



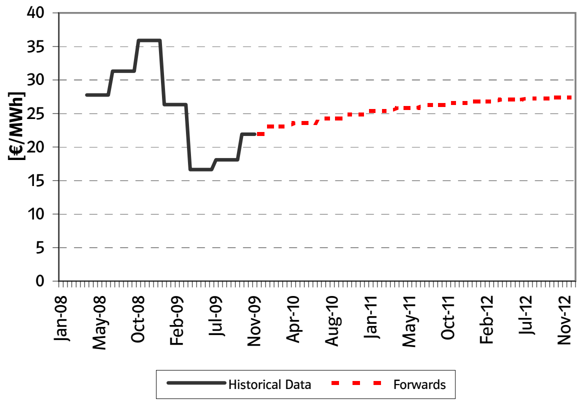
Exchange Rate



PEG North Price



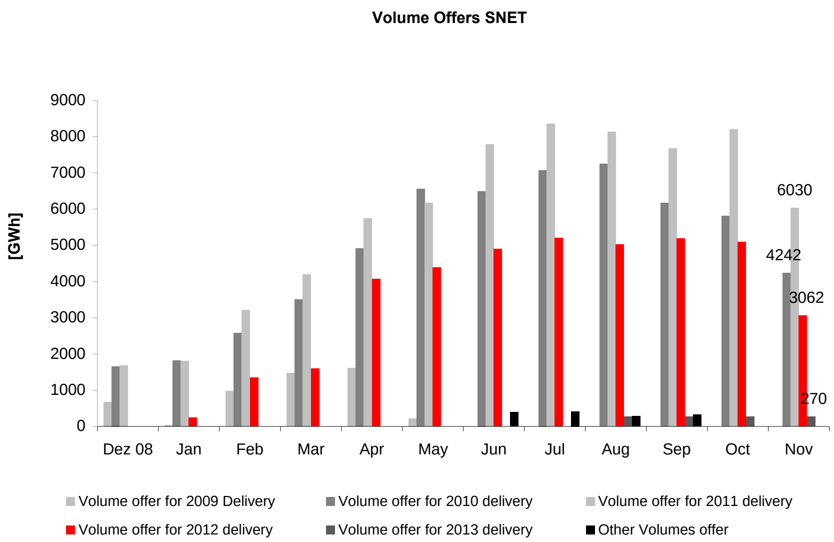
STS Price

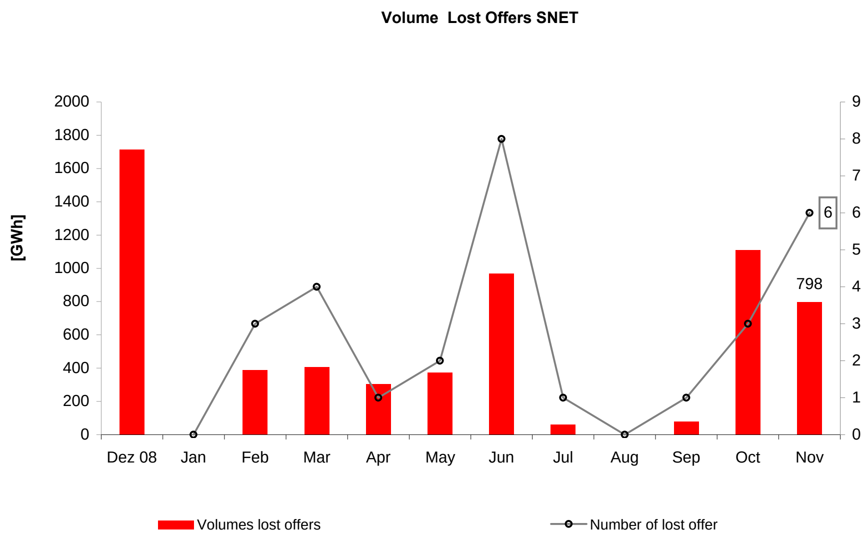


Commentary:

Sources: E.ON France, E.ON Ruhrgas, Powernext

BU France: Volume offers SNET

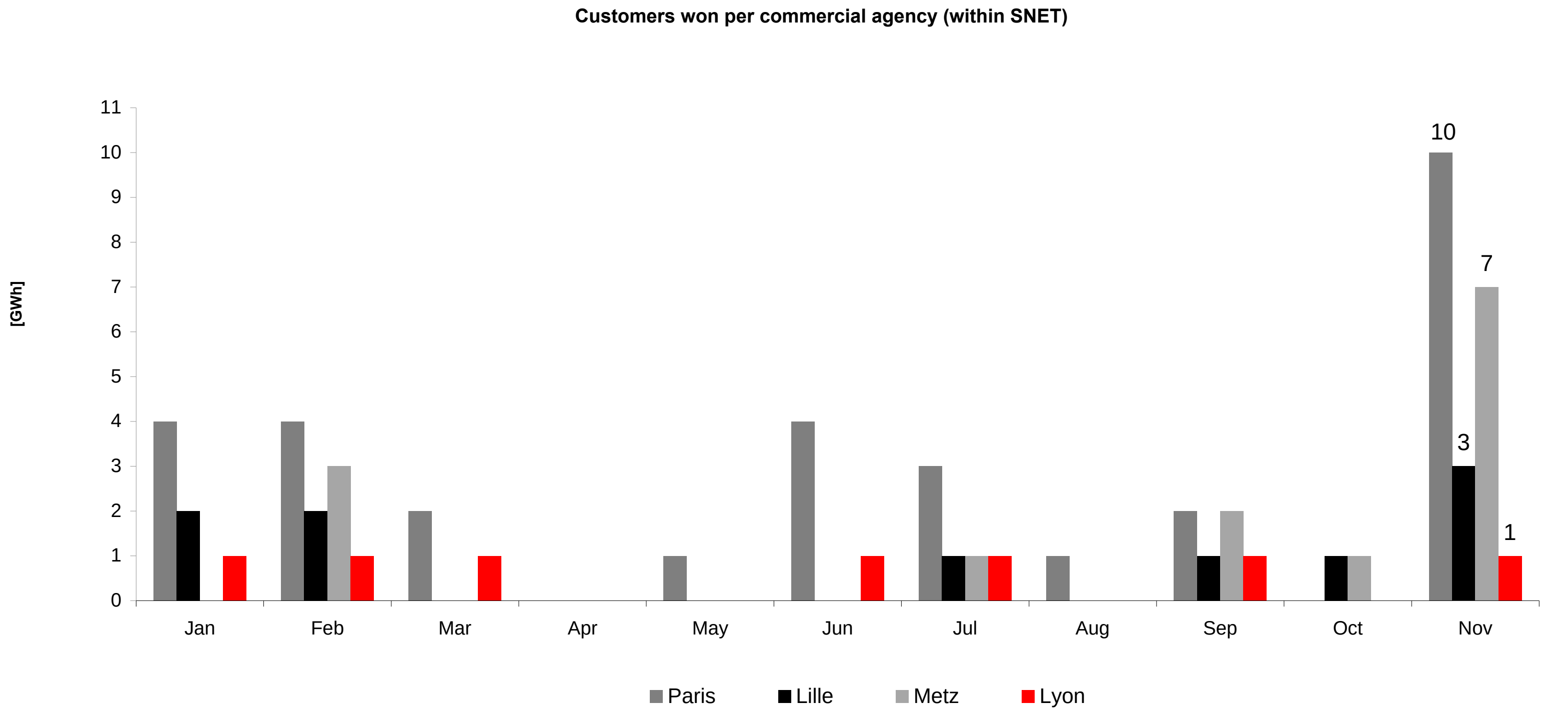




Commentary:

Important decrease of offers volume. Within the end of the year , many offers are contractualized or are currently in process for 2010 delivery.
Lost against EDF (TRTAM reconduction): *Boxal France , Betafence*
Lost against GDF Suez: *Renault Trucks , Enertherm, Eramet*
N/A: *Graham*

BU France: Customer gains per agency SNET



Commentary:

Paris: Sicogef, Espace expansion, Climespace, Berrod , SEEC, Sorepla , Plastim, Marie,Vitasheet, Comptoir européen de la confiserie
Metz: Sodetal,Papeterie de Chatelles, Unilin , Delphi, Parisot, Behr Lorraine , Thiriet.
Lyon: Réseau ferré de France
Lille: LFB biomedicaments, Mahle filtersyteme, Vesuvius