France

Sales Report E.ON France
December 2009

Paris, January 18th 2010

CONTENTS

Sales forecast 2009 (annual closing):

Figures for the year 2009 have now been finalized. Significant positive margin effects from the TaRTAM compensation mechanism are even above FC4 and were included within the 4th quarter 2009 for both SNET and EFRE. The compensation on level of production costs vs. real purchase costs is the main driver for a noticable power margin upside of +49.2 m€ compared to the budget (EFRE: +3.4 m€, SNET: +45.8 m€). As already displayed within FC4 power volumes remain slightly below budget (-4%, -402 GWh).
Gas volumes for 2009 are -42% below budget (-6.494 GWh). However, the (operational) gas margin is only -7% (-0.6 m€) below budget as effects from optimization and storage are included within the actuals (0.83 vs. 0.52 €/MWh). A depreciation of gas storage of appr. 0.3 m€ is included within these figures. Aperiodic effects of -0.9 M€ will lead to an overall gas margin of 6.6 M€ which is -19% below budget. ⇨ ***page 2***

TaRTAM:

At the end of 2009 the total E.ON sales volumes has nearly reached 8 TWh. As the level of production is slightly higher than SNET total sales volumes, a residual of production remains for EFRE. Within the next the TaRTAM-reporting for 2010 will be implemented. ⇨ ***page 3***

Operational sales business:

Power:
December was one of the most successful months in 2009 for both power and gas. SNET and EFRE won 28 new power customers with 79 sites (thereof 22 customers and 65 sites won by SNET). Amongst the customers won is the Eiffel tower-company, for whom E.ON is the exclusive power provider now. The acquired customers amount to additional volumes of 1.041 GWh for delivery 2010 and 539 GWh for 2011. As a result, contracted volumes compared to the MTP increase by +9% for 2010 and +4% for 2011 in December. Contracted volumes for 2010 are nearly on level of budget (8.597 GWh or 91% of plan). The corresponding level of power margin represents 89% (2010) and 44% (2011) of plan. As the power margin in 1st half of 2010 was mainly calculated with the "standard" TaRTAM margin, changes in the regulatory framework might have a significant impact on the contracted margin. ⇨ ***page 4.1 - 4.4***
The imbalance in December was at 2.3% (SNET) and 4.7% (EFRE). After a well balanced start of the month the necessity of 5 combined orders (due to holidays / weekends) lead to deviations in the second half the month. Additionally to the problems mentioned above the EFRE clients Ascometal and Ineos were especially difficult to balance. ⇨ ***page 4.5***

Gas:
Also in gas contracts for 10 sites could be won or renewed in December. The volumes for these 3 customers Cofely (3 sites), Sicar (6 sites) and Interpane (1 site) sum up to appr. 2.5 TWh for delivery in 2010 - 2012. Cofely has now become our major gas customer and is the Energy Services Branch of GDF Suez operating co-generation sites providing industrial customers with heat and/or steam. Volume gains lead to an increase in contracted volumes especially for 2010 (+879 GWh, +9%) and 2011 (+1.000 GWh, +10%). The contracted volumes for gas are slightly below power business and amount to 73% (2010) and 36% (2011) of the volumes planned within the MTP. Contracted margin sums up to 56% (2010) and 23% (2011) of the MTP targets but does not comprise additional effects from storage. The recent success in the gas market is driven by the the revision of the sourcing scheme with ERG which is now providing price updates almost on a daily basis.⇨ ***page 4.1 - 4.4***

Risk and receivables:

All limits for the open positions were clearly kept at the end of December. ⇨ ***page 5.1***
SNET+ EFRE receivables have increased again due to higher TaRTAM prices and higher gas sales in the winter period by +17.3 m€ and amount to 68.1 m€ at the end of December. As receivables for Papeterie Voiron / Lancey had to be written off for the annual closing process, EFRE receivables > 90 days have decreased by -1.1 m€. The remaining 0.6 m€ mainly consist of overdue payments Eurocel who pays installments of 10 k€/month. ⇨ ***page 5.2***
The portfolio exposure remained stable since October. Paid guaranties increased compared to November due to new / renewed contracts as well as the increase of ratings/equity. ⇨ ***page 5.3***

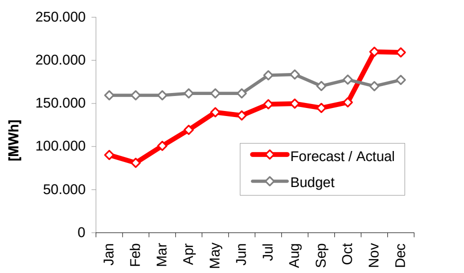
Miscellaneous:

Regarding the new regulation of power sales – called “Champsaur”-regulation - the legislative proposal will be discussed in the first semester 2010. As the de-tails remain uncertain, BU France expects the new regulation not to become effective before the beginning of 2011. Therefore it is most probable that the TaRTAM-regime will be extended until the end of 2010.

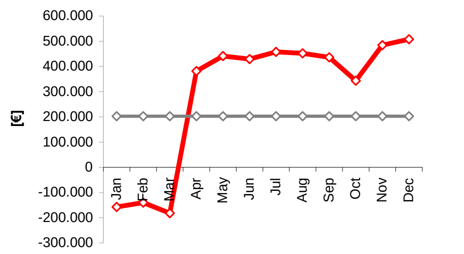
BU France: Latest key figures from management reporting 2009 (based on SAP "Forecast 4") - No update since October

POWER EFRE

Sales volume by month



Operational gross margin by month*

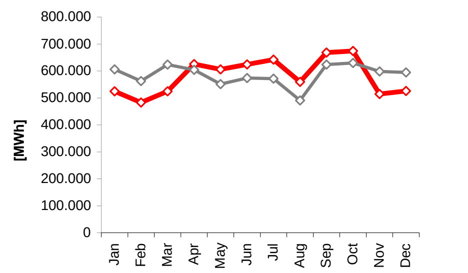


Total values 2009	F/A	BU	Δ	
Sales volume [GWh]	1.681	2.025	-344	-17,0%
absolute values [M€]				
Sales revenues	104,1	158,4	-54,3	-34,3%
thereof: Customer revenues	73,5	74,3	-0,8	-1,1%
thereof: CRE	30,6	84,1	-53,5	-63,6%
Procurement costs	100,6	156,0	-55,4	-35,5%
Oper. gross margin*	3,5	2,4	1,0	42,2%
+ aperiodic effects	2,4		2,4	
Gross margin	5,8	2,4	3,4	139,0%
specific values [€/MWh]				
Sales revenues	61,9	78,2	-16,3	-20,9%
Procurement costs	59,8	77,0	-17,2	-22,3%
Oper. gross margin*	2,06	1,20	0,86	71,3%

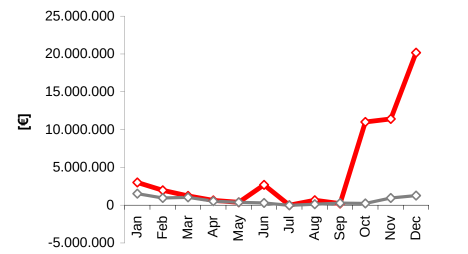
*excl. aperiodic effects in order to display 'operational' sales business

POWER SNET

Sales volume by month



Operational gross margin by month*

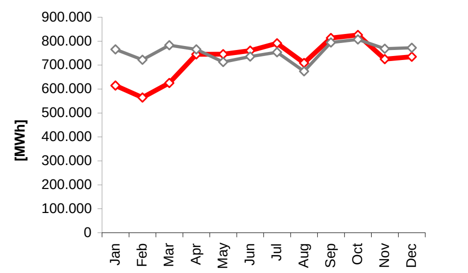


Total values 2009	F/A	BU	Δ	
Sales volume [GWh]	6.973	7.030	-58	-0,8%
absolute values [M€]				
Sales revenues	515,1	541,4	-26,3	-4,9%
thereof: Customer revenues	326,3	314,7	11,6	3,7%
thereof: CRE	188,8	226,7	-37,9	-16,7%
Procurement costs	461,7	533,9	-72,2	-13,5%
Oper. gross margin*	48,1	7,5	40,6	542,5%
+ aperiodic effects	5,2		5,2	
Gross margin	53,3	7,5	45,8	611,9%
specific values [€/MWh]				
Sales revenues	73,9	77,0	-3,1	-4,1%
Procurement costs	66,2	75,9	-9,7	-12,8%
Oper. gross margin*	6,90	1,07	5,84	547,8%

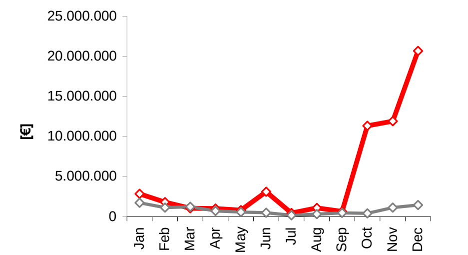
*excl. aperiodic effects in order to display 'operational' sales business

POWER TOTAL

Sales volume by month



Operational gross margin by month*

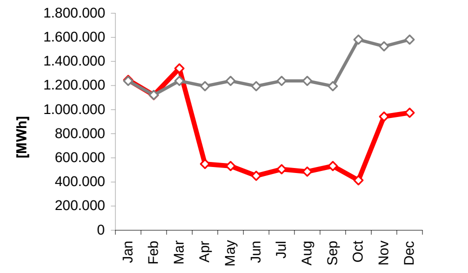


Total values 2009	F/A	BU	Δ	
Sales volume [GWh]	8.654	9.055	-402	-4,4%
absolute values [M€]				
Sales revenues	619,1	699,8	-80,6	-11,5%
thereof: Customer revenues	399,7	389,0	10,7	2,8%
thereof: CRE	219,4	310,8	-91,4	-29,4%
Procurement costs	562,3	689,9	-127,5	-18,5%
Oper. gross margin*	51,6	9,9	41,7	419,9%
+ aperiodic effects	7,6		7,6	
Gross margin	59,1	9,9	49,2	496,1%
specific values [€/MWh]				
Sales revenues	71,5	77,3	-5,7	-7,4%
Procurement costs	65,0	76,2	-11,2	-14,7%
Oper. gross margin*	5,96	1,10	4,87	444,1%

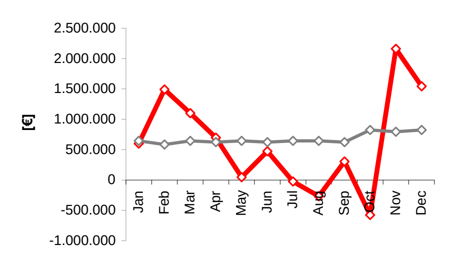
*excl. aperiodic effects in order to display 'operational' sales business

GAS EFRE

Sales volume by month



Operational gross margin by month*



Total values 2009	F/A	BU	Δ	
Sales volume [GWh]	9.095	15.589	-6.494	-41,7%
absolute values [M€]				
Sales revenues	222,6	547,4	-324,8	-59,3%
Procurement costs	215,0	539,3	-324,2	-60,1%
Oper. gross margin*	7,5	8,1	-0,6	-7,1%
+ aperiodic effects	-0,9		-0,9	
Gross margin	6,6	8,1	-1,5	-18,6%
specific values [€/MWh]				
Sales revenues	24,5	35,1	-10,6	-30,3%
Procurement costs	23,6	34,6	-11,0	-31,7%
Oper. gross margin*	0,83	0,52	0,31	59,3%

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

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

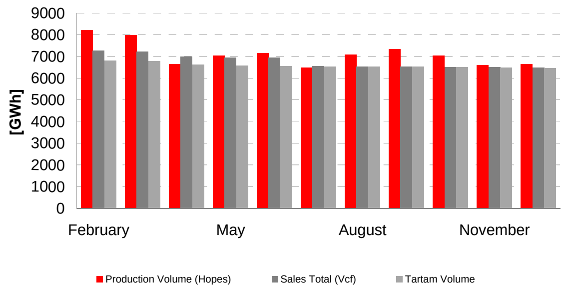
Figures for the year 2009 have now been finalized. Significant positive margin effects from the TaRTAM compensation mechanism are even above FC4 and were included within the 4th quarter 2009 for both SNET and EFRE. The compensation on level of production costs vs. real purchase costs is the main driver for a noticable power margin upside of +49.2 m€ compared to the budget (EFRE: +3.4 m€, SNET: +45.8 m€). As already displayed within FC4 power volumes remain slightly below budget (-4%). Gas volumes for 2009 are -42% below budget (-6.494 GWh). However, the (operational) gas margin is only -7% (-0.6 m€) below budget as margin effects from optimization and storage are included within the actuals (incl. a depreciation of gas storage of appr. 0.3 m€). Aperiodic effects of -0.9 M€ will lead to an overall gas margin of 6.6 M€ which is -19% below budget.

e·on France

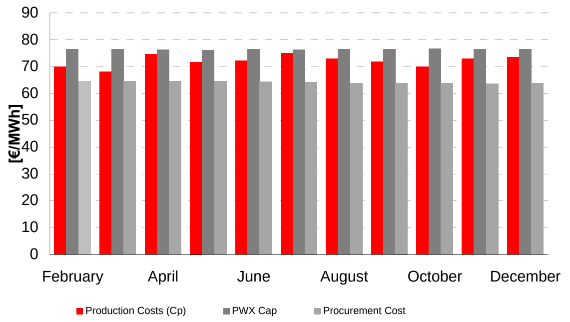
BU France: TaRTAM Key figures

TaRTAM SNET

Volume forecast 2009



Price forecast 2009



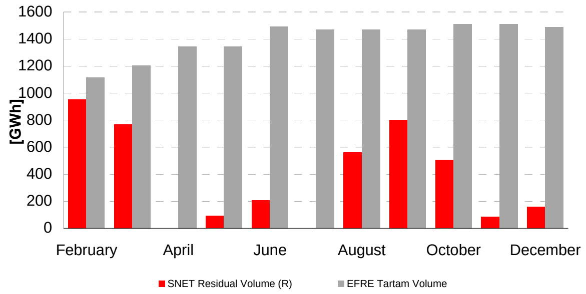
	GWh	K€	€/MWh
Sales Total (Vcf)	6.489	276.576	42,6
TaRTAM Sales volumes	6.468	275.426	42,6
Production volume (Hopes)	6.650		
Procurement volume	6.996	445.612	63,7
Residual Volume (R) *	161		

	GWh	%
Vol.compens./Prod. (Vp)	6.468,2	100,00%
Vol.compens./Sourcing (Va)	0,0	0,00%

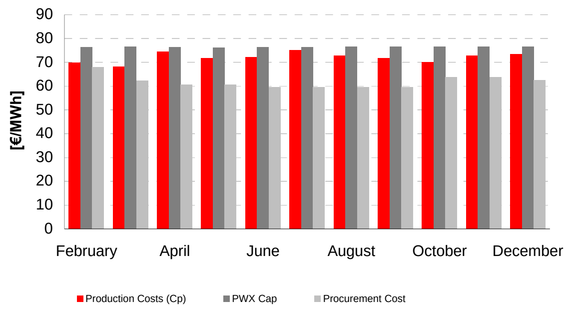
* Residual volume is calculated = Prod - Total Sales (Vcf)

TaRTAM EFRE

Volume forecast 2009



Price forecast 2009



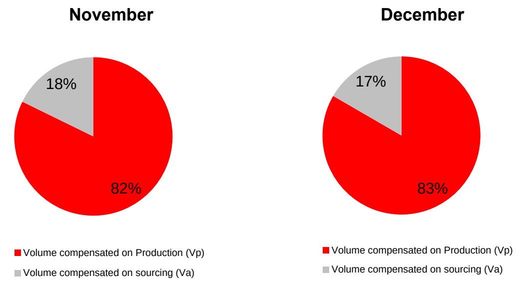
	GWh	K€	€/MWh
Sales Total (Vcf)	1.488	66.436	44,7
TaRTAM Sales volumes	1.488	66.436	44,7
Production volume (Hopes)	0,0		
Procurement volume	1.488	93.034	62,5
Residual Volume (R) *	0,0		

	GWh	%
Vol.compens./Prod. (Vp)	161,3	11%
Vol.compens./Sourcing (Va)	1.326,3	89%

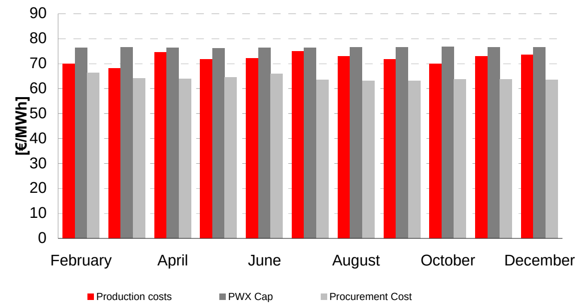
* Residual volume is calculated = Prod - Total Sales (Vcf)

TaRTAM BU France

Compensation allocation on overall sales volumes (BU France)



Price forecast 2009



	GWh	K€	€/MWh
Sales Total (Vcf)	7.977	343.012	43,0
TaRTAM Sales volumes	7.956	341.863	43,0
Production volume (Hopes)	6.650,5		
Procurement volume	8.483,2	538.647	63,5
Residual Volume (R) *	0,0		

	GWh	%
Vol.compens./Prod. (Vp)	6.629,5	83%
Vol.compens./Sourcing (Va)	1.326,3	17%

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

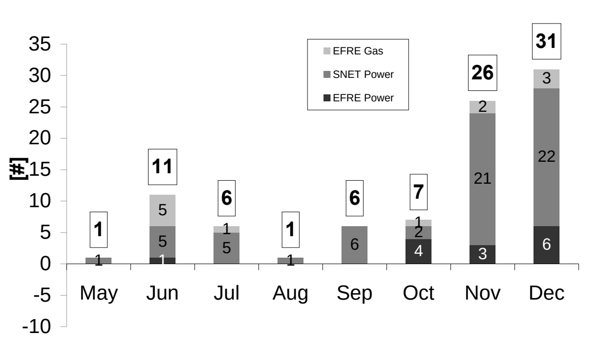
Commentary:

At end of 2009 the total E.ON sales volumes has nearly reached 8 TWh . The level of production is slightly higher than SNET total sales volumes (Vcf) , and allows to give a residual of production of 161 Gwh for EFRE.

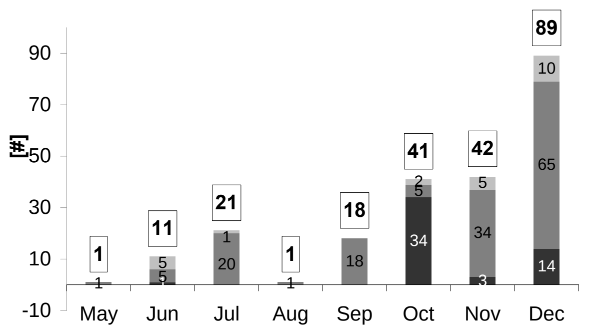
BU France: Operational sales business - Customer gains and losses

Customer gains

Customer gains by month



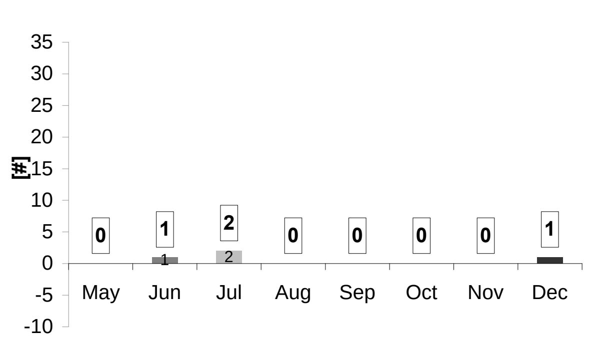
Sites won by month



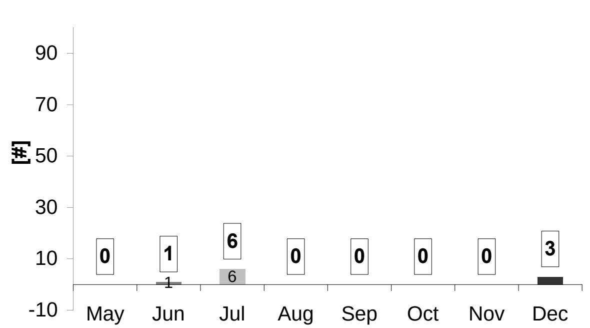
Total values (year to date)	EFRE Power	SNET Power	EFRE Gas
Customer gains	14	63	12
Sites won	52	149	23

Customer losses

Customer losses by month



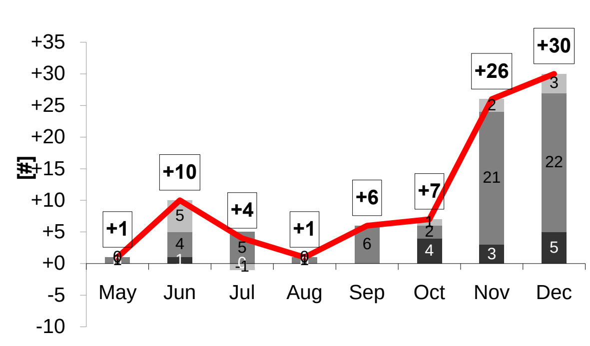
Sites lost by month



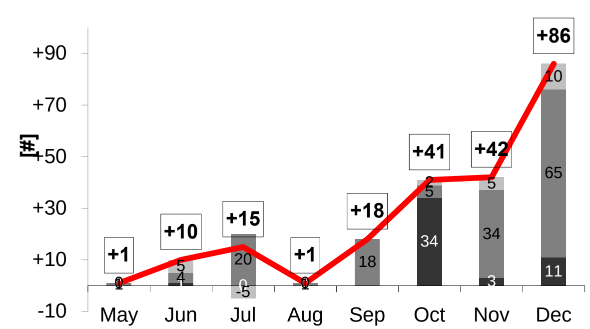
Total values (year to date)	EFRE Power	SNET Power	EFRE Gas
Customer losses	1	1	2
Sites lost	3	1	6

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.	+13	+62	+10
Site movem.	+49	+148	+17

Commentary:

EFRE power: Altis (1 site), Dow chemicals (2), Procter & Gamble (2), Otor (7), Papeterie Saint Michel (1), Papeterie du doubs (1) won, SCA Hygiène (3 sites) lost

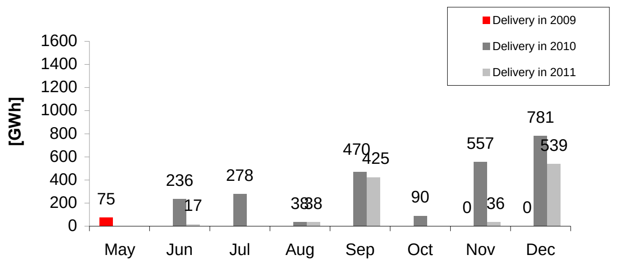
EFRE gas: Sicar (6 sites), Cofely (3), Interpane (1)

SNET power: Mac Comirck, E2V, Parquets marty, Solazero, NSC Florival, La samaritaine, Papeterie de Raon, SETE , Greenfield, SEE, Plysorol, Steco Power, SCI de l'Ocean, Filature de Ramonchamp, Celsa, Air liquide (all customers with 1 site), Federal Mogul (6 sites), Maury imprimeur (2 sites), Valeo (4 sites), France 3 (16 sites), Safran (14 sites), Intermarché (7 sites)

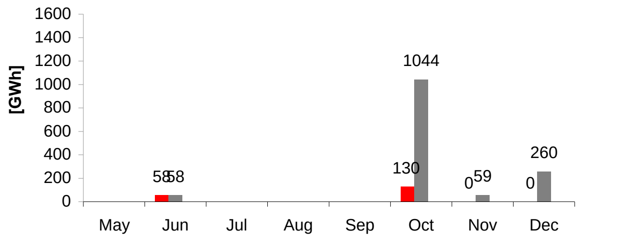
BU France: Operational sales business - Volume gains and losses

Volume gains

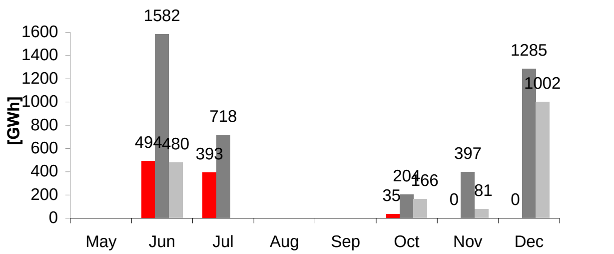
SNET Power



EFRE Power

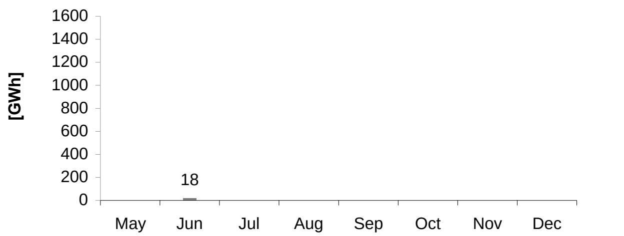


EFRE Gas

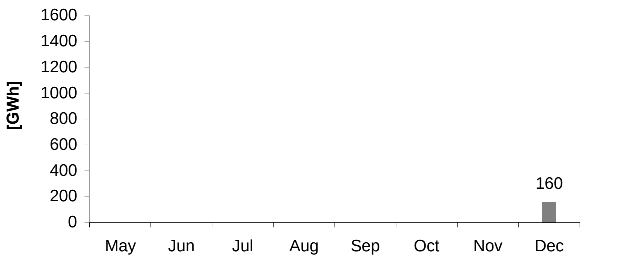


Volume losses

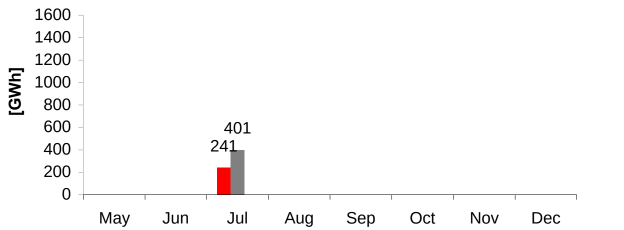
SNET Power



EFRE Power

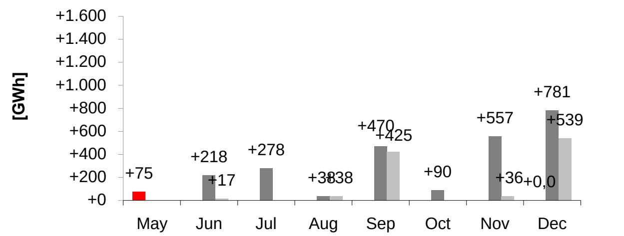


EFRE Gas

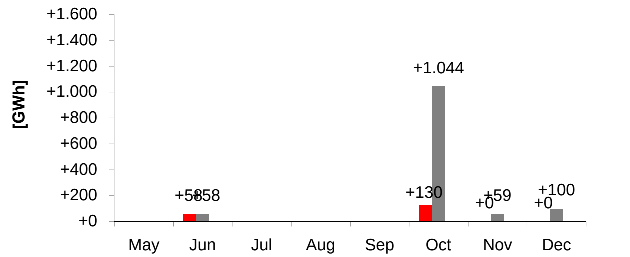


Net volume movement

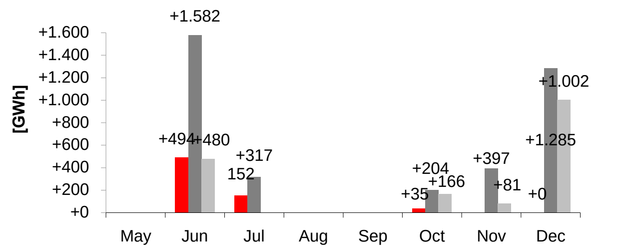
SNET Power



EFRE Power



EFRE Gas



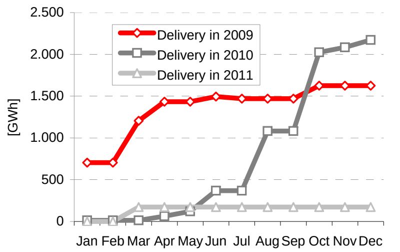
Commentary:
Power EFRE: Altis (125 GWh) , Procter & Gamble (35), Dow chemicals (28) , Otor (43) , Papeterie Saint Michel (16) , Papeterie du doubs (13) for 1st semester 2010.
Gas EFRE: Sicar (405 GWh in 2010 , 234 GWh in 2011), Cofely (533 GWh in 2010, 768 GWh in 2011, 726 GWh in 2012), Interpane (346 GWh in 2010).

SNET Power: Volumes won in 2010 only : Mac Comirck (8 GWh), E2V (28), Parquets marty (14), Solazero (2), NSC Florival (3), La samaritaine (2), Papeterie de Raon (20), SETE (7) , Greenfield (46), Plysorol (4), Steco Power (15), SCI de l'Ocean (3), Filature de Ramonchamp (0.2), Celsa (61), Federal Mogul (36), Maury imprimeur (62), Valeo (92), France 3 (9), Safran (367), Volumes won in 2010 & 2011: SEE (2 Gwh in 2010 & 2011) Intermarché (99 GWh in 2011), Air liquide (438 GWh in 2011)

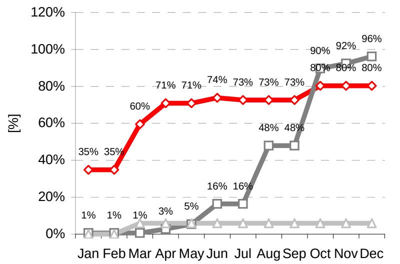
BU France: Operational sales business - Development of contracted volume

POWER EFRE

Development of contracted volume (cumulated)



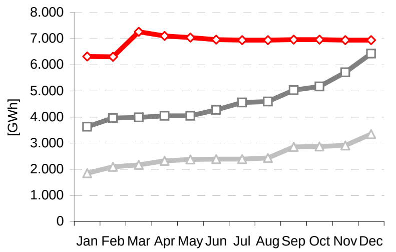
Contracted volume (% of plan)



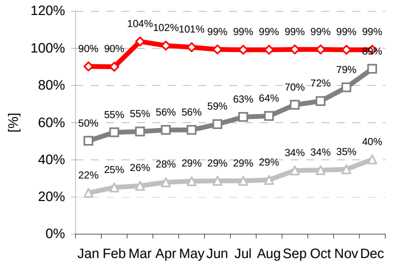
Contracted for delivery in ...	GWh	Plan	% of Plan
2009	1.625	2.024	80%
2010	2.171	2.257	96%
2011	172	2.909	6%

POWER SNET

Development of contracted volume (cumulated)



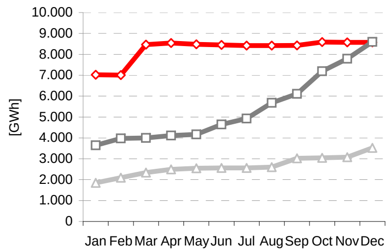
Contracted volume (% of plan)



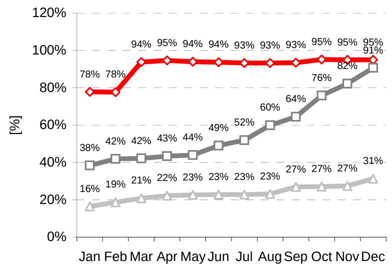
Contracted for delivery in ...	GWh	Plan	% of Plan
2009	6.944	7.000	99%
2010	6.426	7.223	89%
2011	3.349	8.331	40%

POWER TOTAL

Development of contracted volume (cumulated)



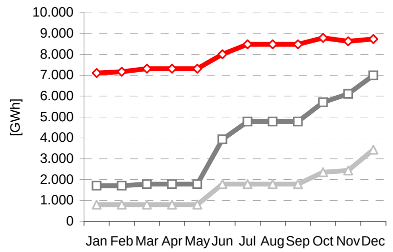
Contracted volume (% of plan)



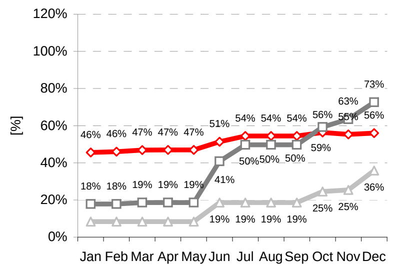
Contracted for delivery in ...	GWh	Plan	% of Plan
2009	8.569	9.024	95%
2010	8.597	9.480	91%
2011	3.521	11.240	31%

GAS EFRE

Development of contracted volume (cumulated)



Contracted volume (% of plan)



Contracted for delivery in ...	GWh	Plan	% of Plan
2009	8.735	15.589	56%
2010	6.989	9.625	73%
2011	3.440	9.600	36%

Commentary:

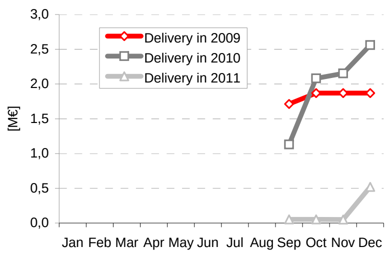
Currently contracted power volumes for 2010 are nearly on level of budget (8.597 GWh or 91% of plan). Several customer gains for delivery in 2010 lead to increase of contracted volumes at SNET (+719 GWh, +10%) and EFRE (+87 GWh, +4%). Additionally, power volumes contracted for 2011 (+440 GWh, +4%) were registered. Contracted gas volumes have increased to 73% in 2010 (+879 GWh, +9%) and 36% in 2011 (+1.000, +10%) of planned volumes.

* Deviations in volumes between pg. 4.2 and contracted volumes (based on open positions reporting) are possible due to different reporting deadlines

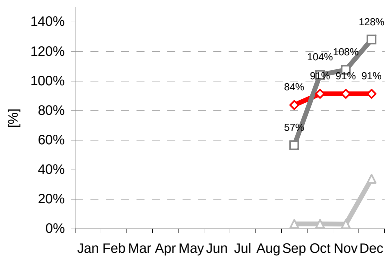
BU France: Operational sales business - Development of contracted margin

POWER EFRE

Development of contracted margin (cumulated)



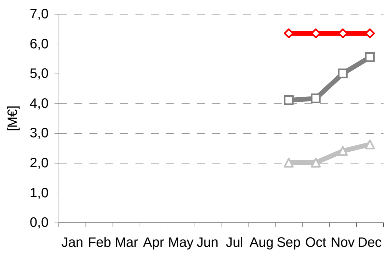
Contracted margin (% of plan)



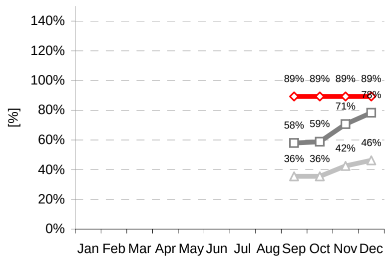
Contracted for delivery in ...	M€	Plan	% of Plan	€/MWh
2009	1,87	2,05	91%	1,15
2010	2,56	2,00	128%	1,18
2011	0,52	1,54	34%	3,02

POWER SNET

Development of contracted margin (cumulated)



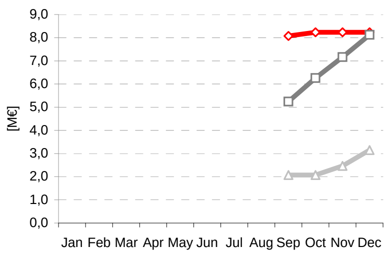
Contracted margin (% of plan)



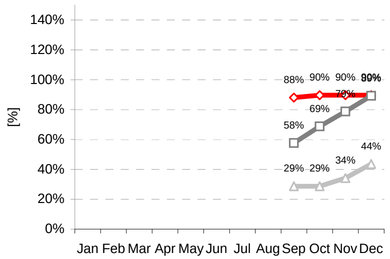
Contracted for delivery in ...	M€	Plan	% of Plan	€/MWh
2009	6,36	7,13	89%	0,92
2010	5,56	7,10	78%	0,87
2011	2,63	5,68	46%	0,79

POWER TOTAL

Development of contracted margin (cumulated)



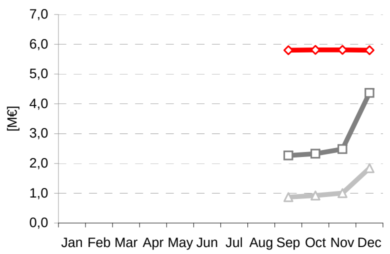
Contracted margin (% of plan)



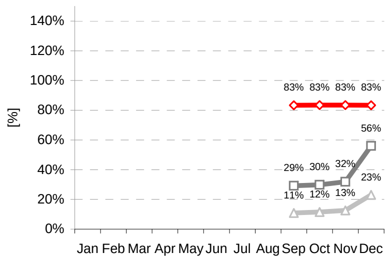
Contracted for delivery in ...	M€	Plan	% of Plan	€/MWh
2009	8,23	9,17	90%	0,96
2010	8,12	9,10	89%	0,94
2011	3,15	7,22	44%	0,89

GAS EFRE

Development of contracted margin (cumulated)



Contracted margin (% of plan)



Contracted for delivery in ...	M€	Plan	% of Plan	€/MWh
2009	5,80	6,97	83%	0,66
2010	4,37	7,79	56%	0,62
2011	1,84	8,00	23%	0,54

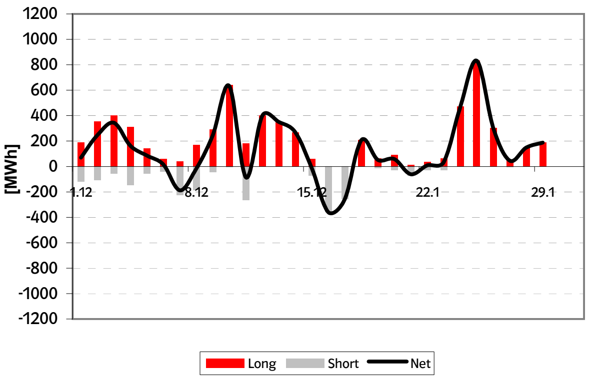
Commentary:

Due to recent customer gains a significant margin upside was registered for 2010 and 2011. Currently contracted margin gas represent 83% (2009) / 56% (2010) / 23% (2011) of the MTP targets. The corresponding level of power margin (Total SNET + EFRE) represents 90% / 89% / 44% of plan. 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. Deviations to the actuals 2009 are caused by effects from TaRTAM and storage as well as balancing costs.

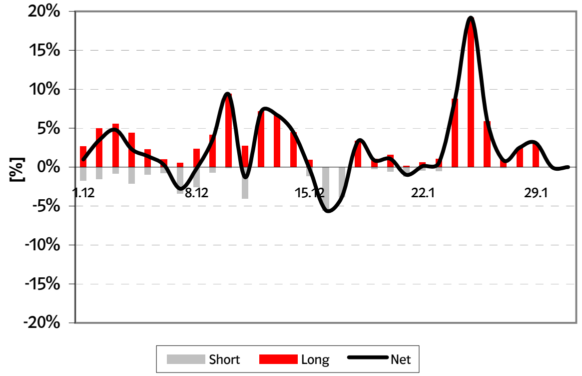
Information from pricing system used for calculation of contracted margin, additional effects from real purchase costs, optimization and balancing costs lead to deviations compared to actual margin

EFRE Power

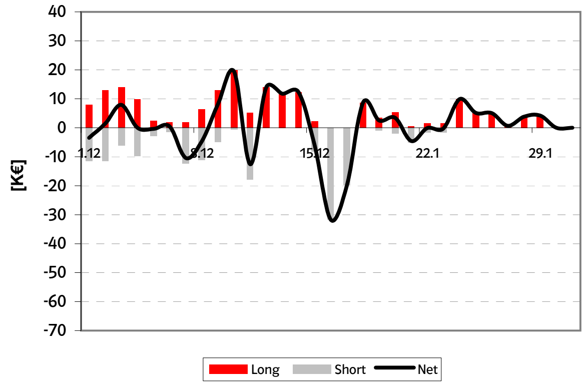
Total imbalance per day



Imbalance (% of consumption) per day

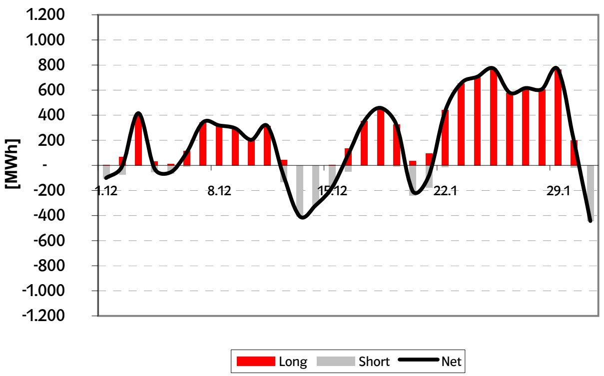


Financial impact of imbalance

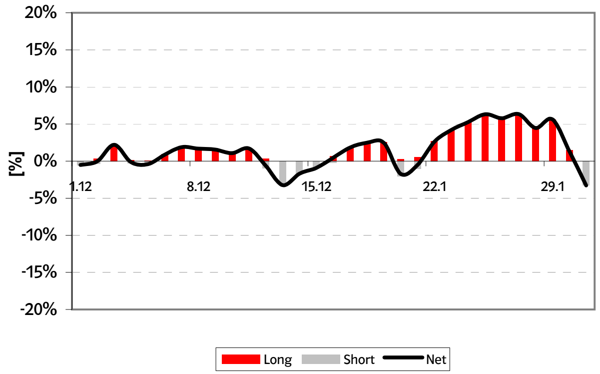


SNET Power

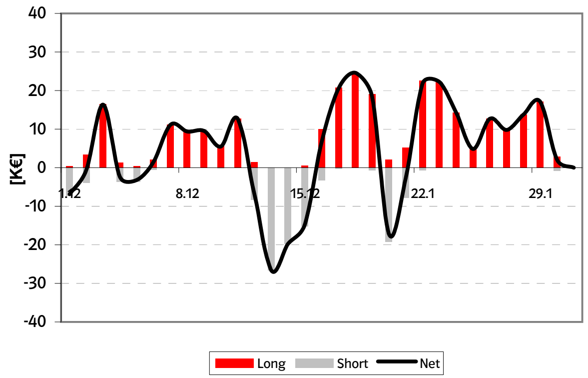
Total imbalance per day



Imbalance (% of consumption) per day

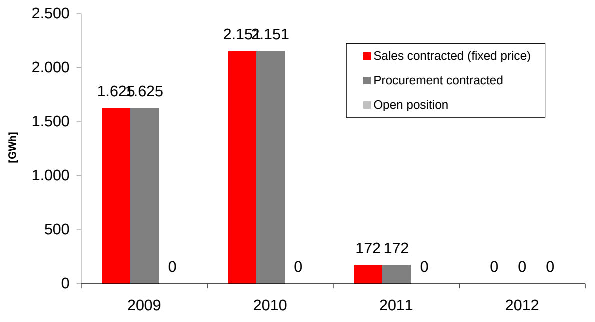


Financial impact of imbalance

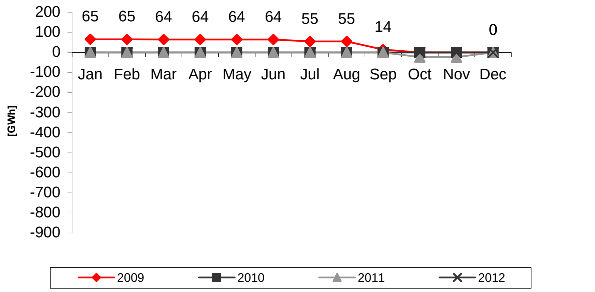


Commentary:
SNET Balancing: The imbalance in December was at 2.3% (November: 1.1%) After a well balanced start of the month the necessity of 5 combined orders (due to holidays / weekends) lead to deviations in the second half the month.
EFRE Balancing: The imbalance in December was at 4.7% (November: 5.6%) Additionally to the problems mentioned above the clients Ascometal and Ineos were especially difficult to balance.

POWER EFRE

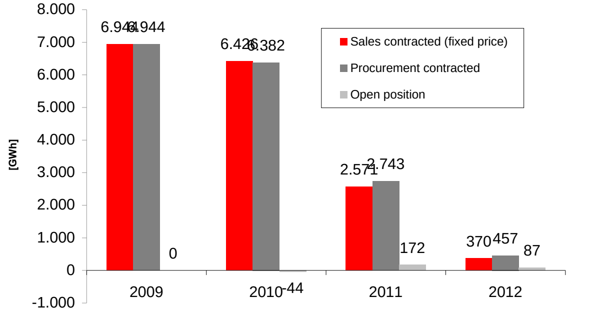


Development of open positions

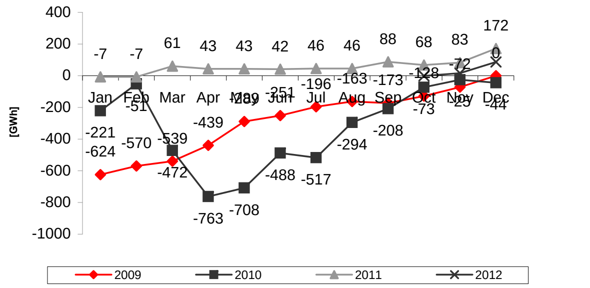


Volumes in GWh	2009	2010	2011	2012
Sales (plan)	2.024	2.257	2.550	2.909
Sales (contracted)	1.625	2.171	172	0
fixed price	1.625	2.151	172	0
non-fixed price	0	20	0	0
Procurement (contracted)	1.625	2.151	172	0
fixed price	1.625	2.151	172	0
non-fixed price	0	0	0	0
Open position	0	0	0	0
Limit	300	300	300	300
Limit utilisation	0%	0%	0%	0%

POWER SNET

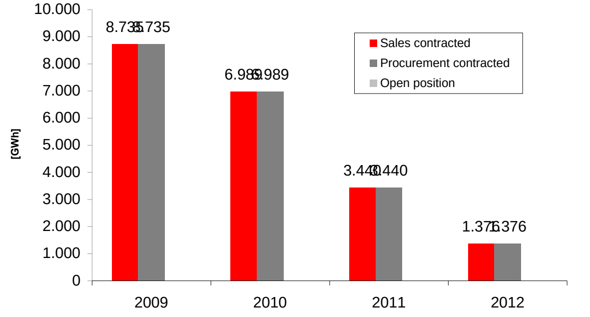


Development of open positions

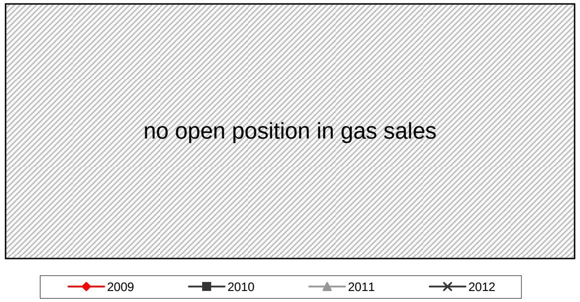


Volumes in GWh	2009	2010	2011	2012
Sales (plan)	7.000	7.223	7.673	8.331
Sales (contracted)	6.944	6.426	3.349	408
fixed price	6.944	6.426	2.571	370
non-fixed price	0	0	778	38
Procurement (contracted)	6.944	6.382	2.743	457
fixed price	6.944	6.382	2.743	457
non-fixed price	0	0	0	0
Open position	0	-44	172	87
Limit	650	2.150	500	500
Limit utilisation	0%	2%	34%	17%

GAS EFRE



Development of open positions

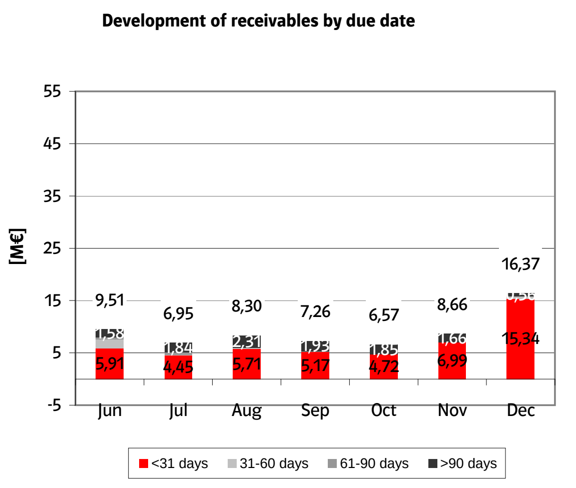


Volumes in GWh	2009	2010	2011	2012
Sales (plan)	15.589	9.625	9.600	9.600
Sales (contracted)	8.735	6.989	3.440	1.376
fixed price	8.735	6.989	3.440	1.376
non-fixed price				
Procurement (contracted)	8.735	6.989	3.440	1.376
fixed price	8.735	6.989	3.440	1.376
non-fixed price	0	0	0	0
Open position	0	0	0	0
Limit	0	0	0	0
Limit utilisation	0%	0%	0%	0%

Commentary:
All limits were clearly kept at the end of December. Due to a change in the definitions for open position reporting all oil-based gas products are now considered as price-fixed.

BU France: Receivables

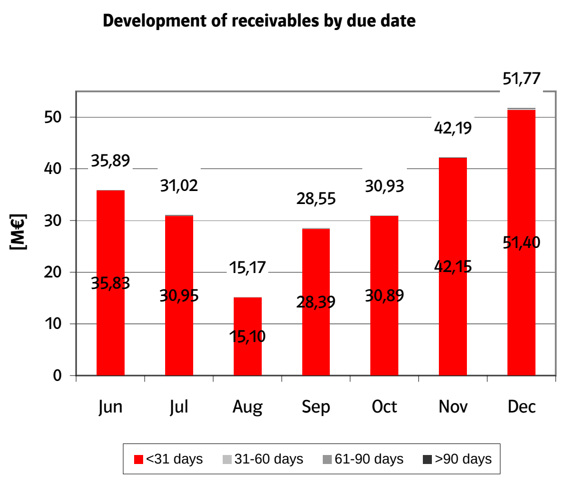
EFRE (Power & Gas)



Receivables due within	Amount [M€]	Share
< 31 days	15,34	93,7%
31 - 60 days	0,47	2,8%
61 - 90 days	0,00	0,0%
> 90 days	0,56	3,4%
Total	**16,37**	**100%**

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

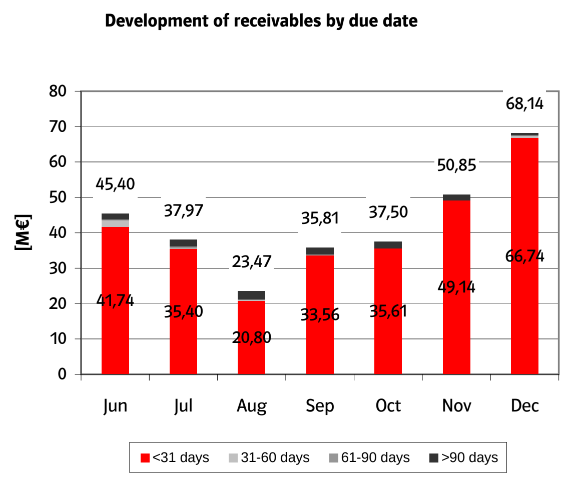
SNET



Receivables due within	Amount [M€]	Share
< 31 days	51,40	99,3%
31 - 60 days	0,36	0,7%
61 - 90 days	0,00	0,0%
> 90 days	0,01	0,0%
Total	**51,77**	**100%**

Others	Amount [M€]
Adv. Payments	-3,78
Deposits	-1,24
Bad debt	1,90

Total



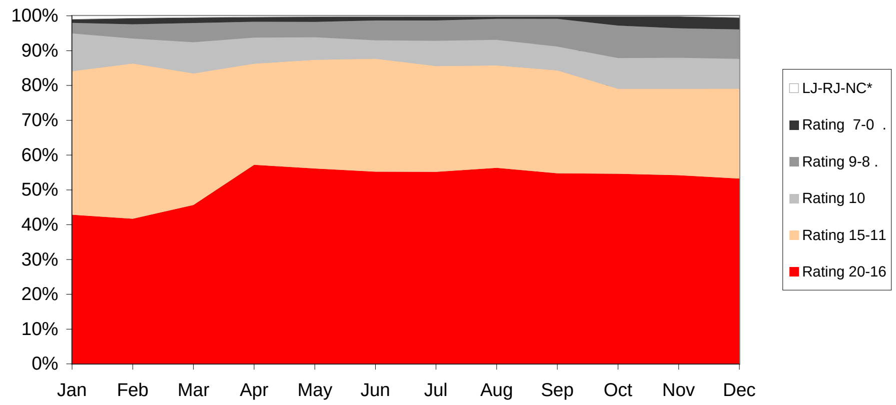
Receivables due within	Amount [M€]	Share
< 31 days	66,74	97,9%
31 - 60 days	0,83	1,2%
61 - 90 days	0,00	0,0%
> 90 days	0,57	0,8%
Total	**68,14**	**100%**

Others	Amount [M€]
Adv. Payments	-3,78
Deposits	-1,24
Bad debt	1,90

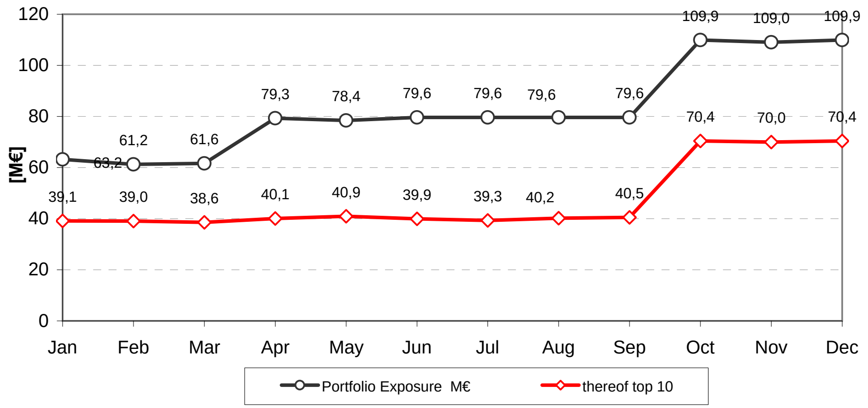
Commentary:

SNET+ EFRE receivables have increased again due to higher TaRTAM prices and higher gas sales in the winter period by +17.3 m € and amount to 68.1 m€ at the end of December. As receivables for Papeterie Voiron / Lancey had to be written off for the annual closing process, EFRE receivables > 90 days have decreased by -1.1 m€. The remaining 0.6 m€ mainly consist of overdue payments Eurocel who pays installments of 10 k€/month.

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



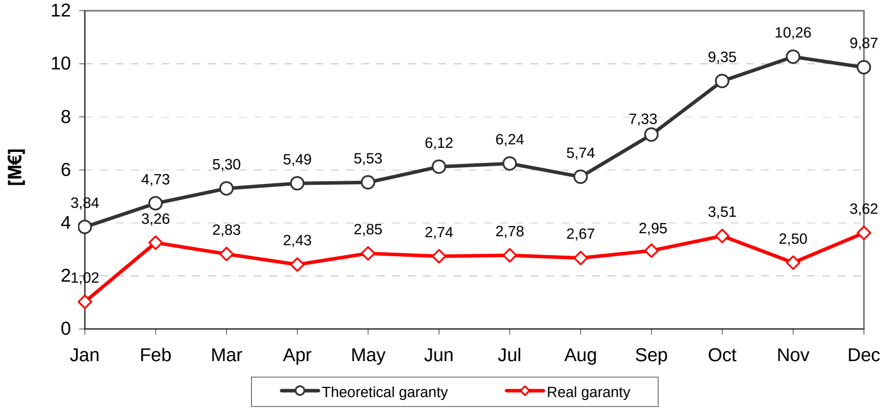
Portfolio exposure



Development of share of ratings within portfolio (Sales volume)

not available yet

Garanties



Commentary:

Since the calculation scheme was changed in October (3 months of turnover estimation) the portfolio exposure has remained stable. In the portfolio a minor decrease (~1%) of share of customers rated > 16 was registered in December due to a decline of 2 customers ratings (Européenne embouteillage 18->14 and Linex 18->12). The gap between the theoretical and real guaranty started to reduce due to the payment of guaranties (from new contracts and renewal of existing) and the increase of ratings/equity for some customers.

Gaz *Aujourd'hui en France (12.12.2009)*

Le gouvernement va modifier les règles de fixation des tarifs réglementés du gaz naturel afin de rendre leur évolution plus prévisible. Un nouveau contrat de Service public, couvrant la Période 2010-2013, sera signe avant la fin de l'année avec le groupe GDF Suez. Selon ce dispositif, le gouvernement ne fixera plus qu'un cadre général d'évolution des prix du gaz naturel une fois par an. GDF Suez sera ensuite Charge de proposer des hausses ou des baisses de tarif à la Commission de régulation de l'énergie CRC, qui les approuvera ou les refusera.

Direct Energie obtient un report du contrat ERDF avec Paris *Les Echos (17.12.2009)*

Après le vote du conseil municipal, la Ville de Paris et le gestionnaire du réseau de distribution d'électricité ERDF auraient dû signer mardi soir leur avenant de quinze ans. C'était sans compter sur l'opposition de Direct Energie, qui confirme son rôle de vilain petit canard dans un marché de l'électron en quête d'ouverture. Le fournisseur alternatif a en effet saisi le tribunal administratif en référé précontractuel au motif que cette concession de réseau public d'électricité n'avait pas fait l'objet de publicité et de mise en concurrence.

Direct Energie *Les Echos (21.12.2009* **)**

Le fournisseur alternatif a retiré le référé qu'il avait placé auprès du tribunal administratif de Paris au sujet de l'avenant entre ErDF et la capitale sur la concession du réseau public de distribution d'électricité. Il a refusé d'expliquer les raisons de ce revirement.

Le Monde (5.12.2009)

GDF Suez announced to open the domestic market to competitors to avoid penalities by the EU for abuse of its leading position in the French market. By 2014, the share of GDF Suez in long-term import capacities will be under 50%.

Gaz : nouvel assaut contre GDFSuez en Ile-de-France *Les Echos (04.01.2010)*

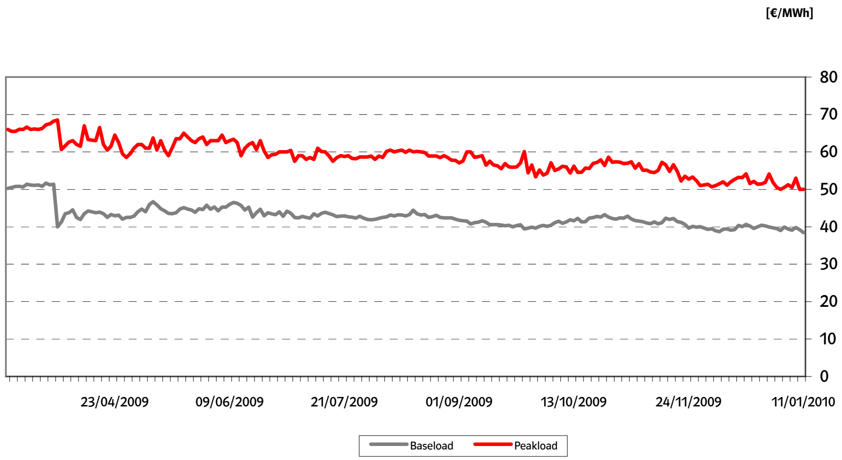
Le Syndicat intercommunal du gaz et de l'électricité en Ile-de-France va lancer un nouvel appel d'offres pour couvrir les besoins de 190 collectivités. Il espère obtenir moins cher que les tarifs réglementés.

Cinq ans après l'ouverture la concurrence du marché de l'énergie, il est toujours aussi difficile de faire baisser les prix en France. Le Syndical intercommunal du gaz et de l'électricité en Ile-de-France, le Sigeif, mène cet égard une démarche emblématique, puisqu'il va lancer en janvier son troisième appel d'offres depuis 2004 pour diminuer sa facture. Les volumes en jeu sont importants, car Us concernent environ 190 collectivités de la région, dont 93 communes, 12 offices HLM, 3 conseils généraux ainsi que des lycées, des collèges et des hôpitaux. L'ensemble représente une population de 1,5 million d'habitants et une consommation annuelle de 870 GWh. Soit un volume d'achat 4 fois supérieur celui de Paris.

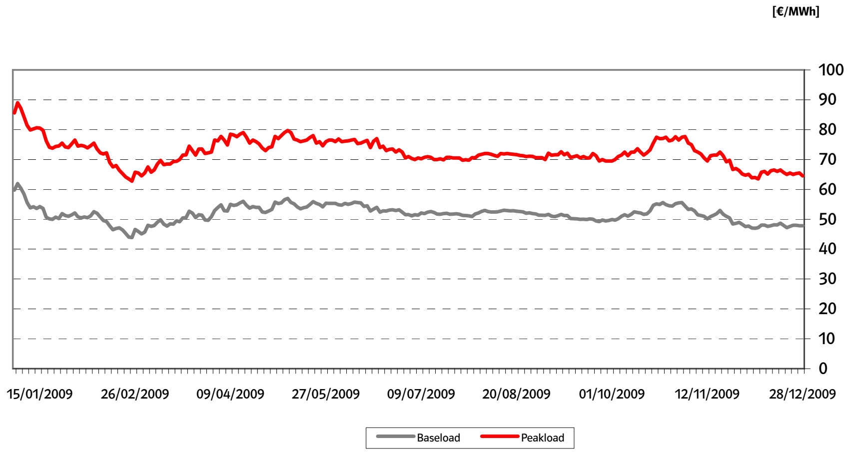
L'attribution des contrats devrait avoir lieu en avril pour un démarrage au 1er juillet. Leur durée sera de deux ans.[...]Environ 600 sites forte consommation ont été mis d'un côté, et 2.200 de l'autre. En regroupant les plus gros sites, le syndicat espère obtenir des propositions plus compétitives de la part des fournisseurs. Mais quid pour le second ? Rendez-vous en avril pour voir si l'objectif est atteint.

BU France: Electricity price development (Powernext)

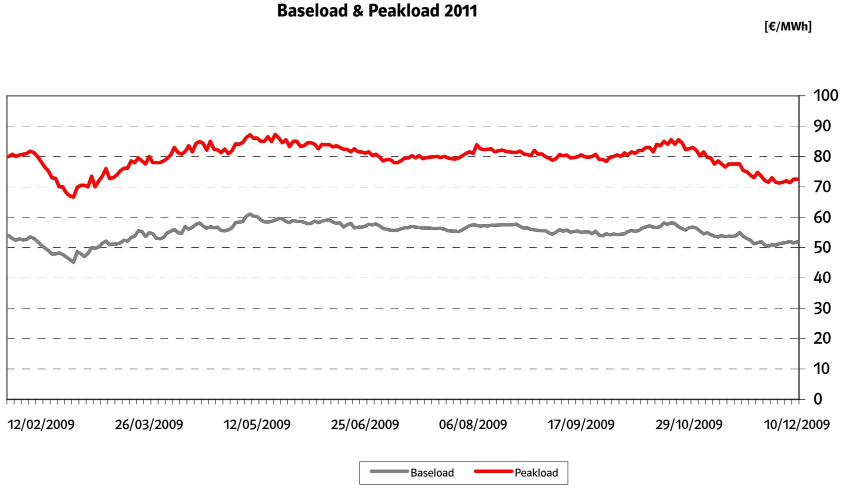
Baseload & Peakload Q2 2010



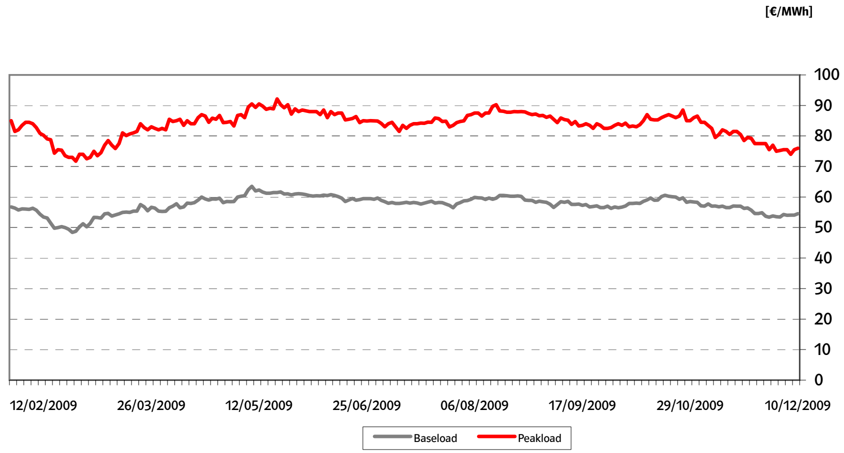
Baseload & Peakload 2010



Baseload & Peakload 2011

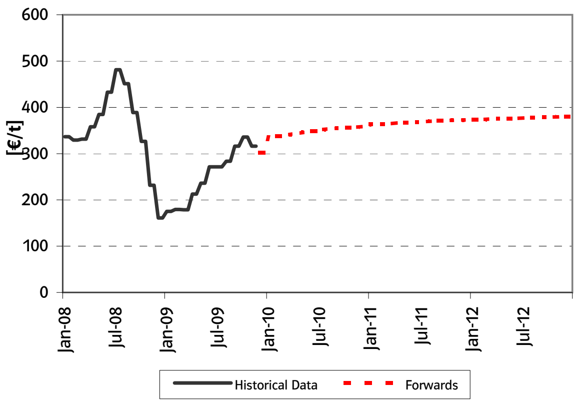


Baseload & Peakload 2012

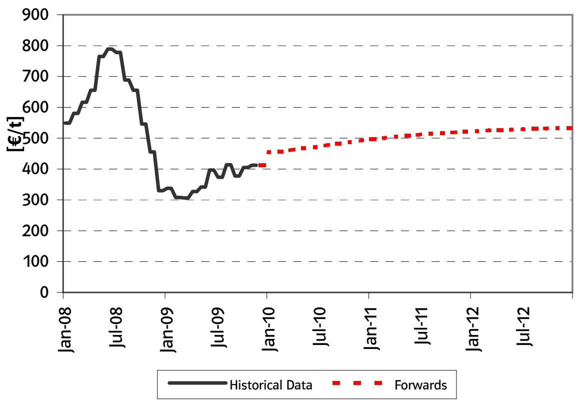


Commentary:

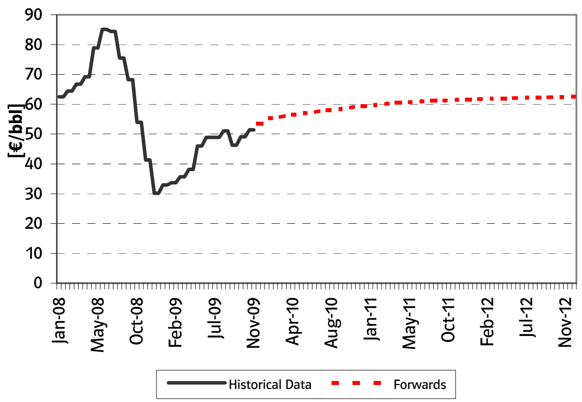
Fuel Oil 1% Barge Rotterdam



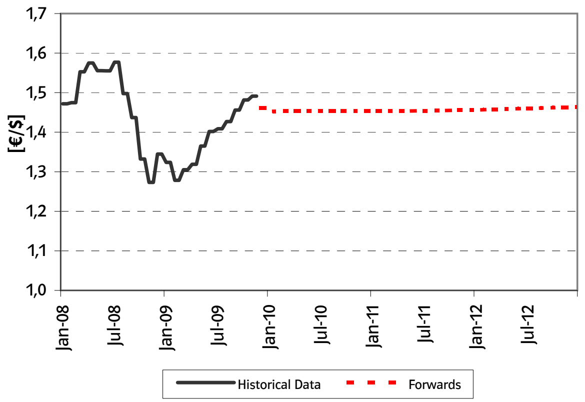
Gasoil 0,1% Barge Rotterdam



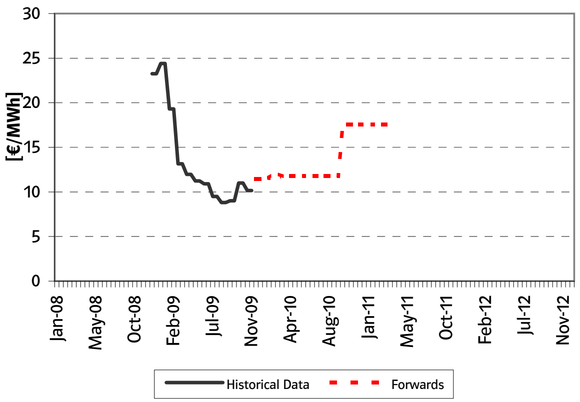
Brent



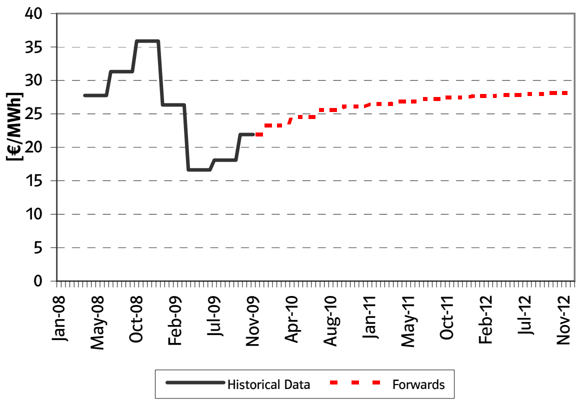
Exchange Rate



PEG North Price



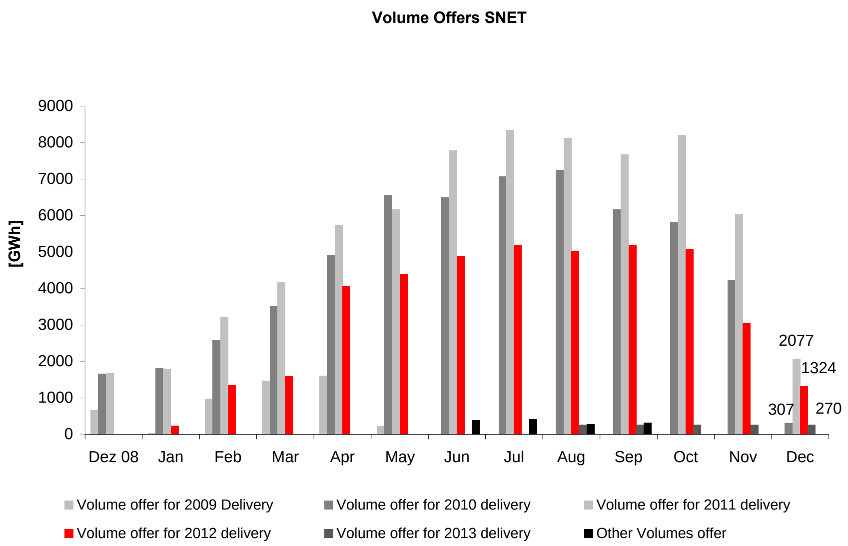
STS Price

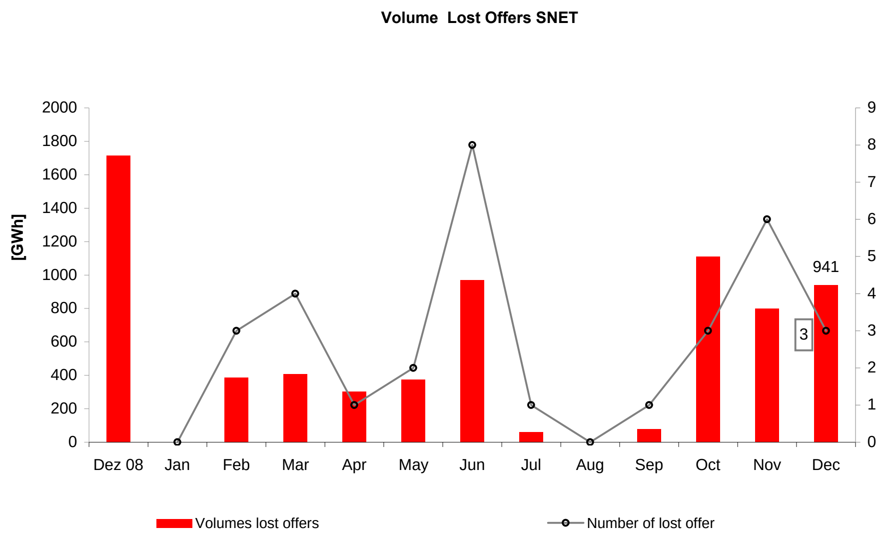


Commentary:

Sources: E.ON France, E.ON Ruhrgas, Powernext e·on France

BU France: Volume offers SNET





Commentary:

With the year end and ends of offer campaign, current offers volumes dramatically decrease.

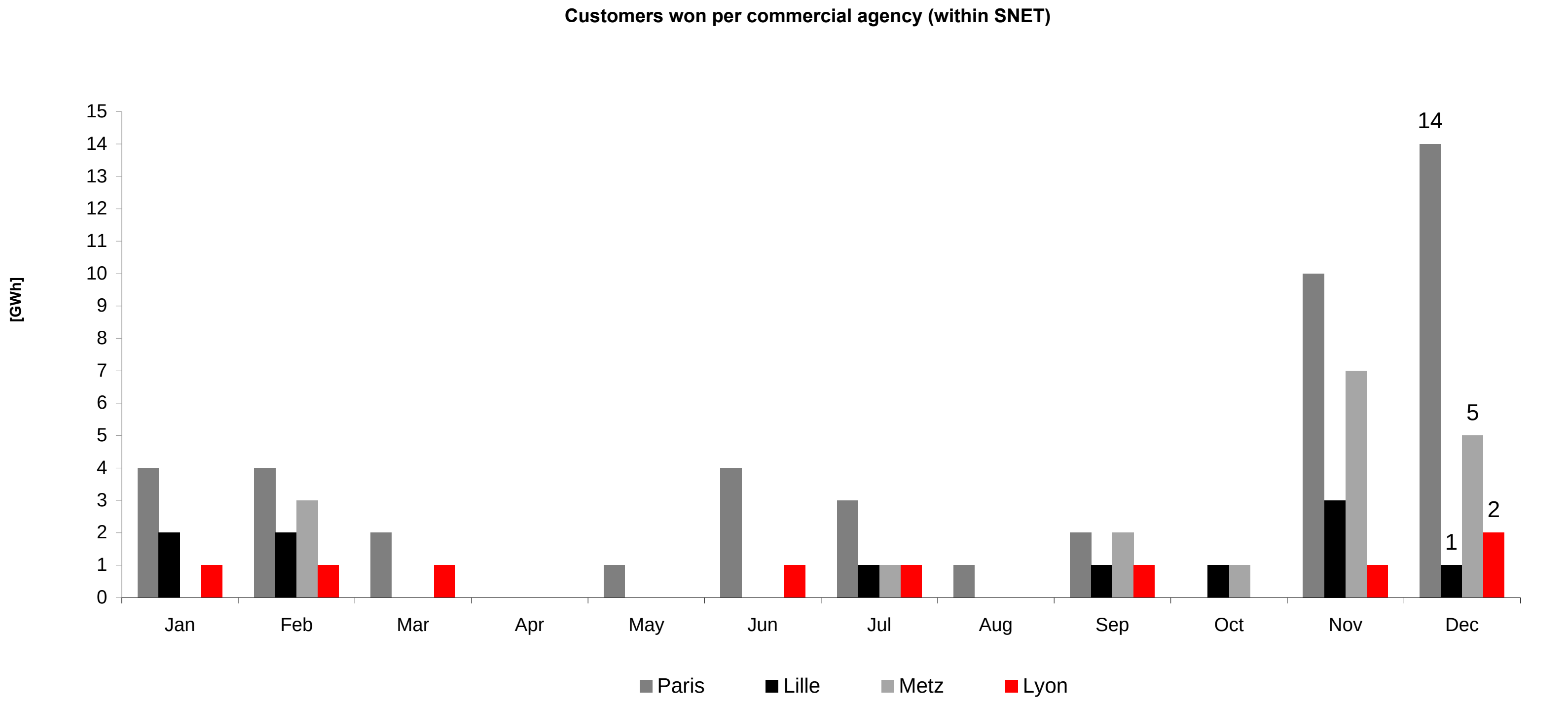
Lost offers :

Ascometal : EDF renewal

Payen : against Atel

SKF : against Atel

BU France: Customer gains per agency SNET



Commentary:

Paris: *SETE, Parquets Marty, SAFRAN, France televisions, Valeo, Solazero, La Samaritaine, Groupement Intermarché, Steco Power , Plysorol, Maury Imprimeur , SOGIF, Federal Mogul , CELSA*
Metz: *Mac Comirck , NSC Florival, SEE , Papeterie de Raon, Filature de Chenimenil*
Lyon: *E2V Semi conducteurs, SCI de l'Ocean*
Lille: *Greenfield*