France

Sales Report E.ON France
October 2009

Paris, November 18th 2009

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BU France: Management Summary

Sales forecast 2009:

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 October forecast for SNET production volume 2009 (7.029 GWh, based on HOPES) was below last month's forecast (7.348 GWh). As the current sales volume forecast for SNET is 6.523 GWh the risk of not being compensated on production costs was further reduced; the forecasted residual volume for compensation of EFRE sales is 506 GWh. ⇨ ***page 3***

Operational sales business:

During October several new power customers were won by SNET as well as EFRE. SNET gained two customers: UEM ESKA (0.1 GWh, 1 site-non TaRTAM from 11/2009 until end of 2010) and GlaxoSmithKline (89 GWh, 4 sites TaRTAM for 2010). EFRE Power had a particularly sucessful month with four new contracts: Ascometal (21 GWh in 2009, 188 GWh in 2010, 1 site), SCA (88 GWh in 2010 only TaRTAM period, 3 sites), Saint Gobain des Jonquères (93 GWh in 2010 only TaRTAM period, 2 sites) and Lactalis (109 GWh in 2009, 674 GWh in 2010, 28 Sites). Lactalis is a customer for E.ON’s Global Sales Organisation in different European countries.
A new gas contract was signed with Dalkia (35 GWh in 2009, 204 GWh 2010, 166 GWh in 2011, 2 sites) over a period of 26 months starting in December 2009. The fact that this was the first contract signed since July indicates that group internal discussions on gas sourcing have advanced and BU France may be back in a competitive position on the market. ⇨ ***page 4.1 - 4.2***

Especially the customer gains at EFRE registered in October caused a significant upside in contracted volumes for 2010 in both power (+1.084 GWh / +11 % for SNET + EFRE) and gas (+922 GWh / +10 %) compared to previous month. Currently contracted power volumes represent 95% / 76% / 26% of the planned volumes. The corresponding level of gas volumes has increased for the first time since July and is 56% (2009, target from last year's MTP) / 59% (2010) / 21% (2011) of planned volumes.
The contracted gas margin at the end of October sums up to 83% (2009) / 30% (2010) / 12% (2011) of the MTP targets whereas contracted power margin (Total SNET + EFRE) amounts to 91% / 69% / 29% of plan and is nearly in line with contracted volume. ⇨ ***page 4.3 - 4.4***
Regarding the volume imbalance SNET registered a new record in October within its portfolio (1.02 % against 1.08% in 2008) due to good information on customers' consumption and good reactivity from pricing side. Also the balance of the EFRE portfolio was better then in the last months since July. Despite this the balancing costs SNET peaked on Monday 19th based on a short position of -278 MWh which caused costs of appr. -762 k€ due to spot prices of up to 3.000 €/MWh *(see also market news)*. As SNET is compensated on production costs this has a direct impact on the margin. ⇨ ***page 4.5***

Risk and receivables:

All limits for open positions were clearly kept at the end of October. ⇨ ***page 5.1***
Outstanding receivables slightly increased by +1.7 m€ and amount to 37.5 m€ at the end of October. Except a 5% share of receivables > 90 days (overdue payments of the insolvent customers Papeterie Voiron / Lancey and the customer Eurocel who started to pay installments, both EFRE) receivables are mainly due within one month. ⇨ ***page 5.2***
21% of all SNET customers were rated below 11 at the end of October (September: 15%). ⇨ ***page 5.3***

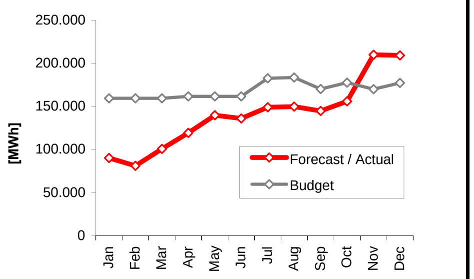
Miscellaneous:

Relevant information from SNET reporting (part "Direction Commerciale SNET) was integrated into the Sales Report in order to avoid double reporting. ⇨ ***page 8.1 - 8.2***

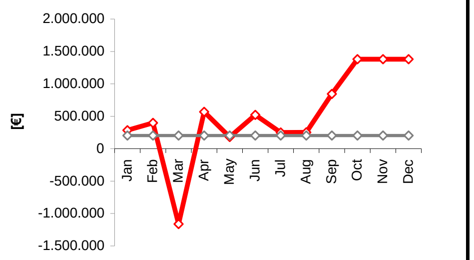
BU France: Latest key figures from management reporting 2009 (based on SAP "Forecast 4")

POWER EFRE

Sales volume by month



Operational gross margin by month*

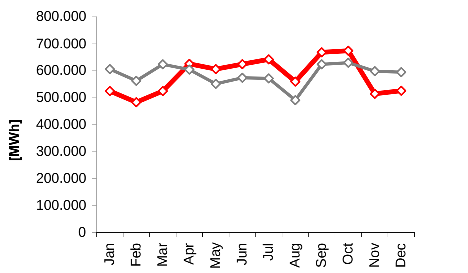


Total values 2009	F/A	BU	Δ	
Sales volume [GWh]	1.686	2.025	-339	-16,8%
absolute values [M€]				
Sales revenues	107,4	158,4	-51,0	-32,2%
thereof: Customer revenues	73,5	74,3	-0,8	-1,1%
thereof: CRE	33,9	84,1	-50,2	-59,7%
Procurement costs	101,1	156,0	-54,9	-35,2%
Oper. gross margin*	6,3	2,4	3,9	158,5%
+ 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%

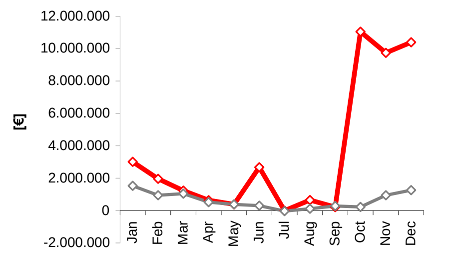
*excl. aperiodic effects in order to display 'operational' sales business

POWER SNET

Sales volume by month



Operational gross margin by month*

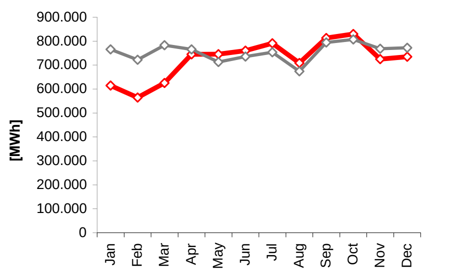


Total values 2009	F/A	BU	Δ	
Sales volume [GWh]	6.973	7.030	-58	-0,8%
absolute values [M€]				
Sales revenues	500,4	541,4	-41,0	-7,6%
thereof: Customer revenues	322,6	314,7	7,9	2,5%
thereof: CRE	177,8	226,7	-48,9	-21,6%
Procurement costs	458,5	533,9	-75,4	-14,1%
Oper. gross margin*	36,7	7,5	29,2	390,0%
+ 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%

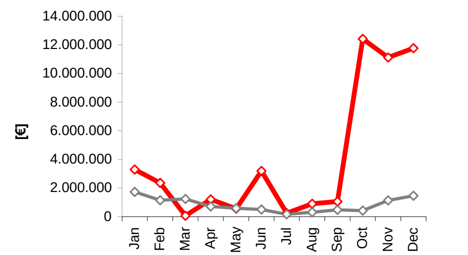
*excl. aperiodic effects in order to display 'operational' sales business

POWER TOTAL

Sales volume by month



Operational gross margin by month*

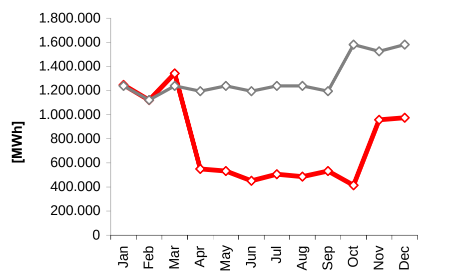


Total values 2009	F/A	BU	Δ	
Sales volume [GWh]	8.658	9.055	-397	-4,4%
absolute values [M€]				
Sales revenues	607,8	699,8	-92,0	-13,1%
thereof: Customer revenues	396,1	389,0	7,1	1,8%
thereof: CRE	211,7	310,8	-99,1	-31,9%
Procurement costs	559,6	689,9	-130,3	-18,9%
Oper. gross margin*	43,0	9,9	33,1	333,3%
+ 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%

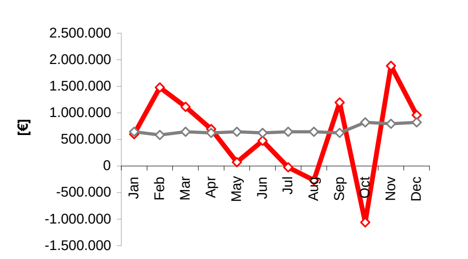
*excl. aperiodic effects in order to display 'operational' sales business

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%

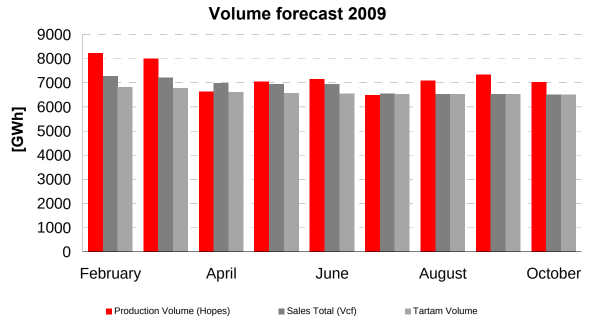
*excl. aperiodic effects in order to display 'operational' sales business

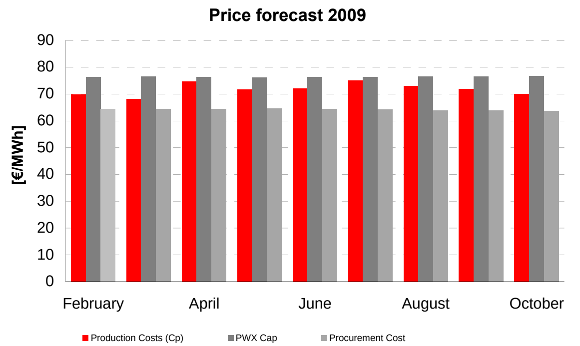
Commentary:

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



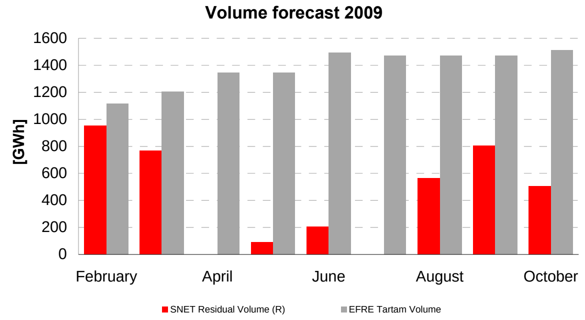


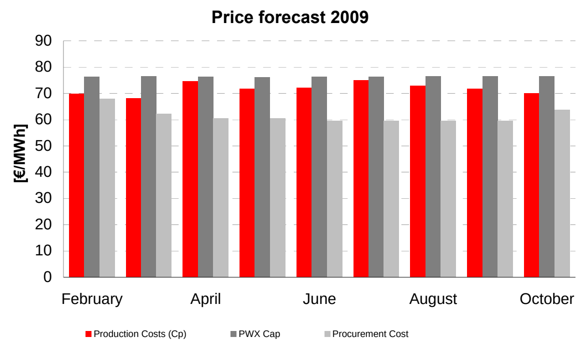
	GWh	K€	€/MWh
Sales Total (Vcf)	6.523	278.904	42,75
TaRTAM Sales volumes	6.507	278.034	42,73
Production volume (Hopes)	7.029		
Procurement volume	6.919	440.931	63,72
Residual Volume (R) *	506		

	GWh	%
Vol.compens./Prod. (Vp)	6.507	100,0%
Vol.compens./Sourcing (Va)	0	0,0%

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

TaRTAM EFRE





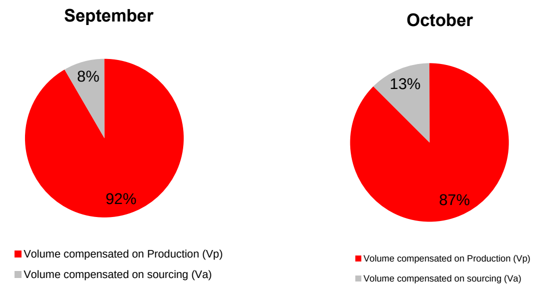
	GWh	K€	€/MWh
Sales Total (Vcf)	1.510	71.154	47,12
TaRTAM Sales volumes	1.510	71.154	47,12
Production volume (Hopes)	0		
Procurement volume	1.510	96.325	63,79
Residual Volume (R) *	0		

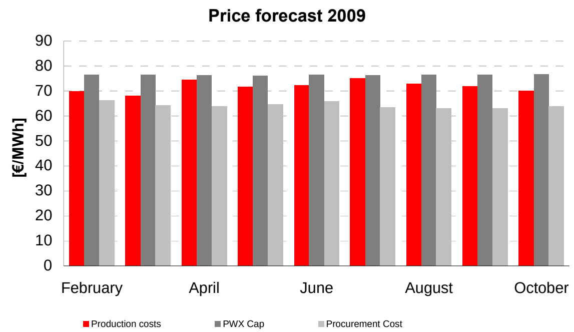
	GWh	%
Vol.compens./Prod. (Vp)	506	33,5%
Vol.compens./Sourcing (Va)	1.004	66,5%

* 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)	8.033	350.058	43,58
TaRTAM Sales volumes	8.017	349.188	43,55
Production volume (Hopes)	7.029		
Procurement volume	8.429	537.257	63,74
Residual Volume (R) *	0		

	GWh	%
Vol.compens./Prod. (Vp)	7.013	87,5%
Vol.compens./Sourcing (Va)	1.004	12,5%

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

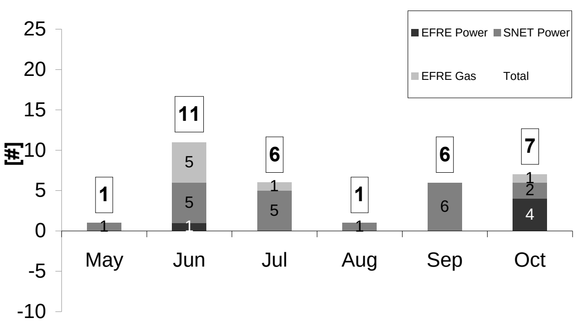
Commentary:

The October forecast for SNET production volume 2009 (7.029 GWh, based on HOPES) was below last month's forecast (7.348 GWh). As the current sales volume forecast SNET is 6.523 GWh the risk of not being compensated on production costs was further reduced and forecasted residual generation volume for EFRE is 506 GWh.

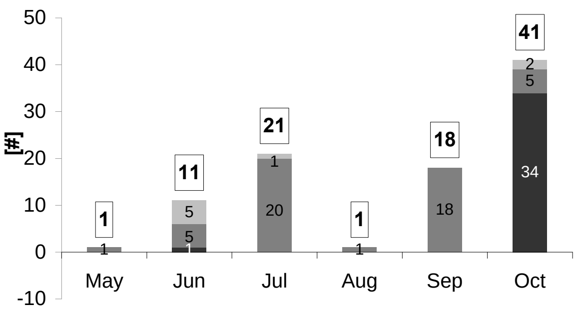
BU France: Operational sales business - Customer gains and losses

Customer gains

Customer gains by month



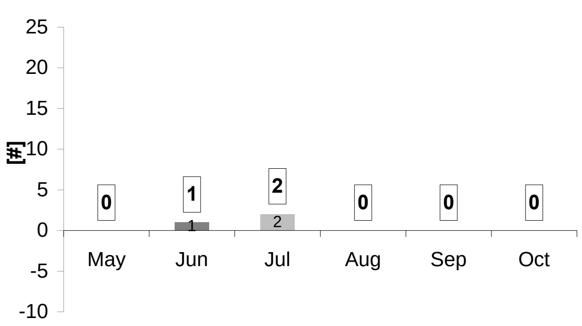
Sites won by month



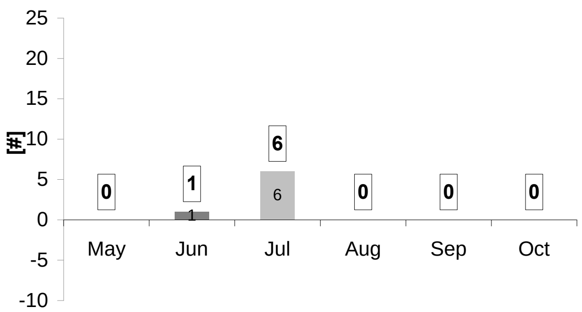
Total values (year to date)	EFRE Power	SNET Power	EFRE Gas
Customer gains	5	20	7
Sites won	35	50	8

Customer losses

Customer losses by month



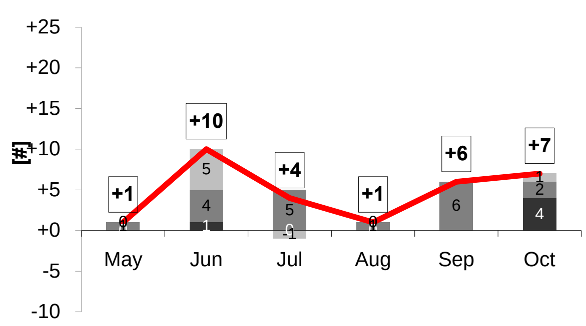
Sites lost by month



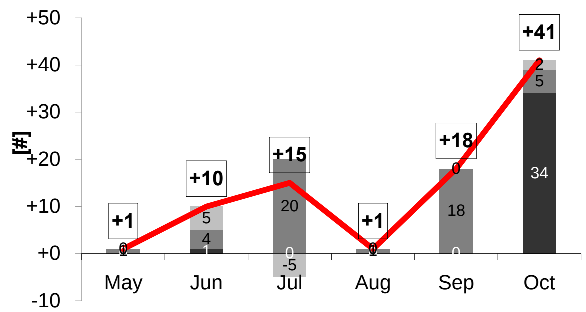
Total values (year to date)	EFRE Power	SNET Power	EFRE Gas
Customer losses	0	1	2
Sites lost	0	1	6

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.	+5	+19	+5
Site movem.	+35	+49	+2

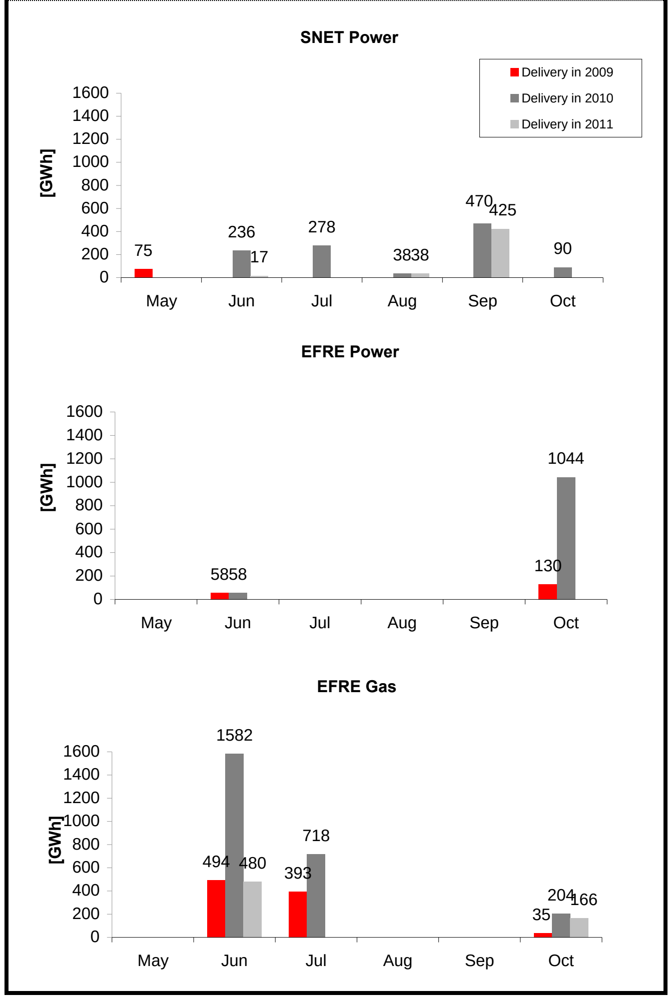
Commentary:

During October several new power customers were won by SNET as well as EFRE. SNET gained two customers: UEM ESKA (1 site-non TaRTAM from 11/2009 until end of 2010) and GlaxoSmithKline (4 sites TaRTAM for 2010). EFRE Power had a particularly sucessful month with four new contracts: Ascometal (1 site), SCA (3 sites), Saint Gobain des Jonquères (2 sites) and Lactalis (28 Sites). The sales team won Lactalis with 650 GWh/y of consumption as a customer for E.ON's Global Sales Organisation in different European countries.

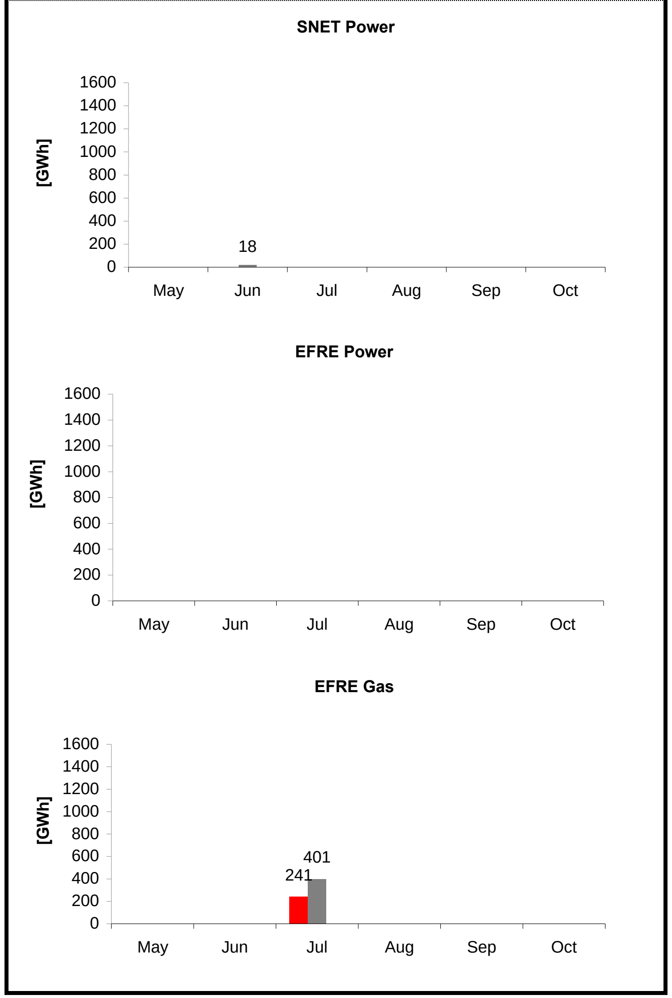
A new gas contract was signed with Dalkia (2 sites) over a period of 26 months starting in December 2009. The fact that this was the first contract signed since July indicates that group internal discussions on gas sourcing have advanced and BU France may be back in a competitive position on the market.

BU France: Operational sales business - Volume gains and losses

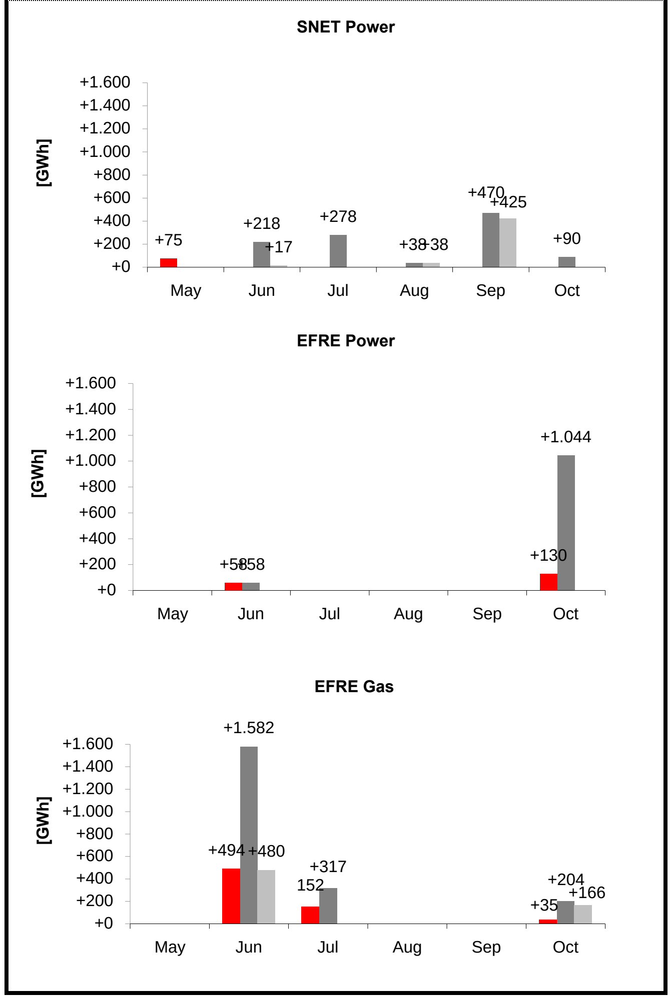
Volume gains



Volume losses



Net volume movement



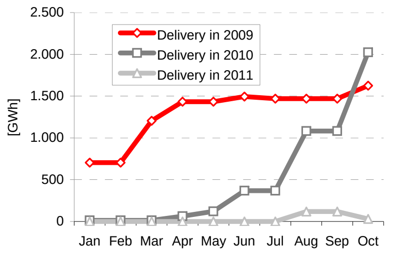
Commentary:

<u>SNET Power:</u> Glaxosmithkline (89 GWh TaRTAM), UEM ESKA (0.091 GWh non-TaRTAM)
<u>EFRE Power:</u> Ascometal (21 GWh in 2009, 188 GWh in 2010), SCA (88 GWh in 2010 only TaRTAM period), Saint Gobain des Jonquères (93 GWh in 2010 only TaRTAM period), Lactalis (109 GWh in 2009, 674 GWh in 2010)
<u>EFRE Gas:</u> Dalkia (35 GWh in 2009, 204 GWh 2010, 166 GWh in 2011)

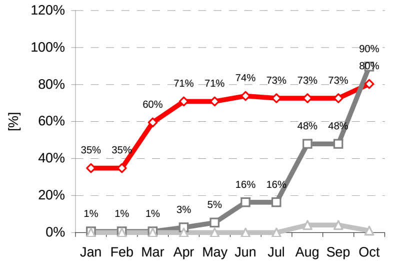
BU France: Operational sales business - Development of contracted volume

POWER EFRE

Development of contracted volume (cumulated)



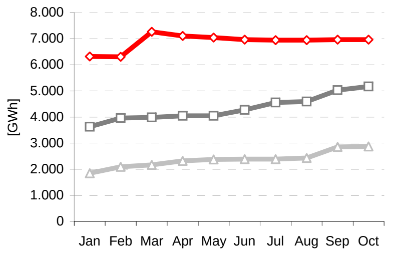
Contracted volume (% of plan)



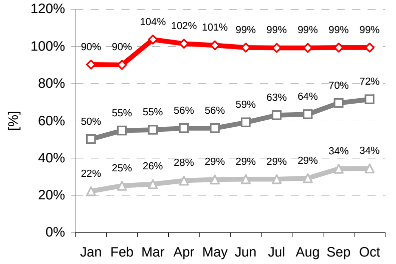
Contracted for delivery in ...	GWh	Plan	% of Plan
2009	1.625	2.024	80%
2010	2.025	2.257	90%
2011	31	2.909	1%

POWER SNET

Development of contracted volume (cumulated)



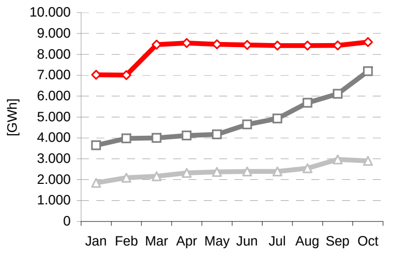
Contracted volume (% of plan)



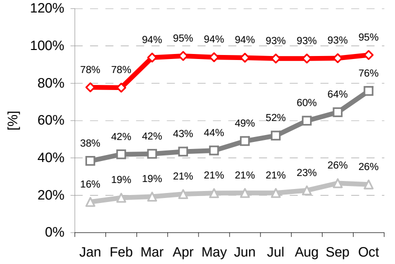
Contracted for delivery in ...	GWh	Plan	% of Plan
2009	6.961	7.000	99%
2010	5.169	7.223	72%
2011	2.873	8.331	34%

POWER TOTAL

Development of contracted volume (cumulated)



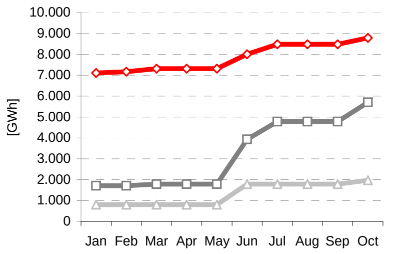
Contracted volume (% of plan)



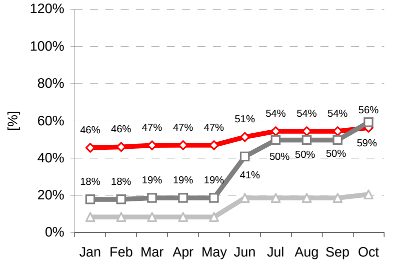
Contracted for delivery in ...	GWh	Plan	% of Plan
2009	8.586	9.024	95%
2010	7.194	9.480	76%
2011	2.904	11.240	26%

GAS EFRE

Development of contracted volume (cumulated)



Contracted volume (% of plan)



Contracted for delivery in ...	GWh	Plan	% of Plan
2009	8.788	15.589	56%
2010	5.705	9.625	59%
2011	1.970	9.600	21%

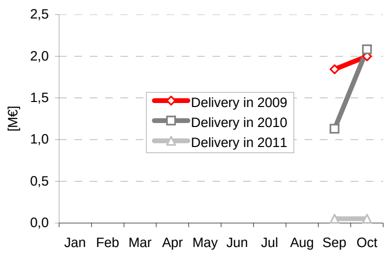
Commentary:

Especially the customer gains at EFRE registered in October caused a significant upside in contracted volumes for 2010 in both power (+1.084 GWh / +11 % for SNET + EFRE) and gas (+922 GWh / +10 %) compared to previous month. Currently contracted power volumes represent 95% / 76% / 26% of the planned volumes. The corresponding level of gas volumes has increased for the first time since July and represent 56% (2009, target from last year's MTP) / 59% (2010) / 21% (2011) of planned volumes.

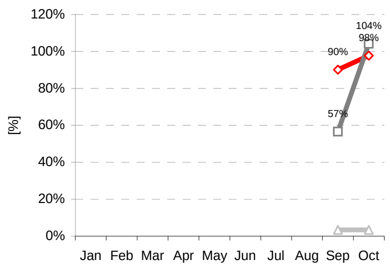
BU France: Operational sales business - Development of contracted margin

POWER EFRE

Development of contracted margin (cumulated)



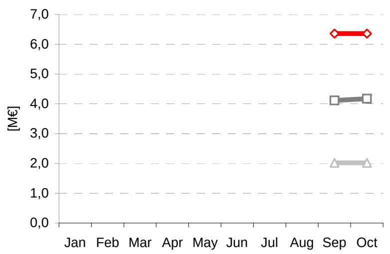
Contracted margin (% of plan)



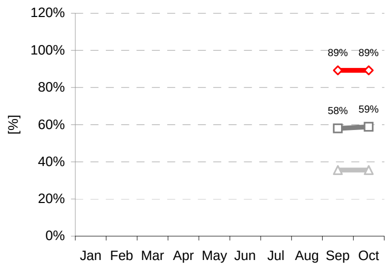
Contracted for delivery in ...	M€	Plan	% of Plan	€/MWh
2009	2,00	2,05	98%	1,23
2010	2,08	2,00	104%	1,03
2011	0,05	1,54	3%	1,67

POWER SNET

Development of contracted margin (cumulated)



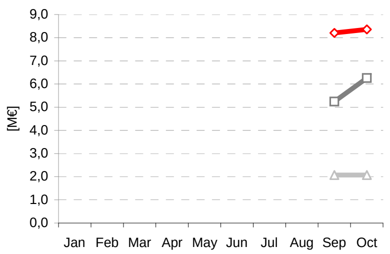
Contracted margin (% of plan)



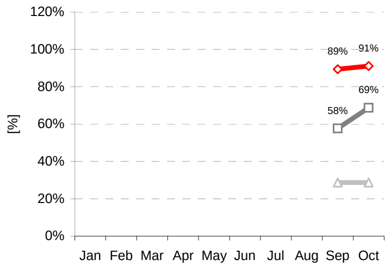
Contracted for delivery in ...	M€	Plan	% of Plan	€/MWh
2009	6,36	7,13	89%	0,91
2010	4,18	7,10	59%	0,81
2011	2,02	5,68	36%	0,70

POWER TOTAL

Development of contracted margin (cumulated)



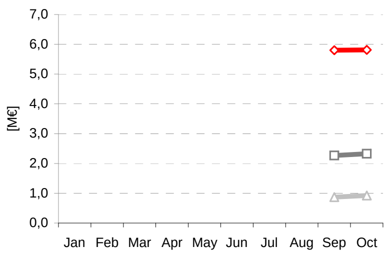
Contracted margin (% of plan)



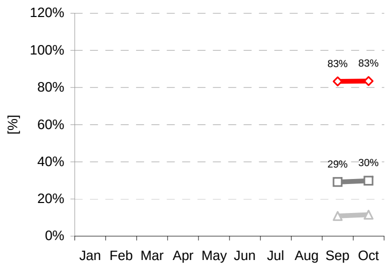
Contracted for delivery in ...	M€	Plan	% of Plan	€/MWh
2009	8,36	9,17	91%	0,97
2010	6,26	9,10	69%	0,87
2011	2,07	7,22	29%	0,71

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%	0,66
2010	2,32	7,79	30%	0,41
2011	0,93	8,00	12%	0,47

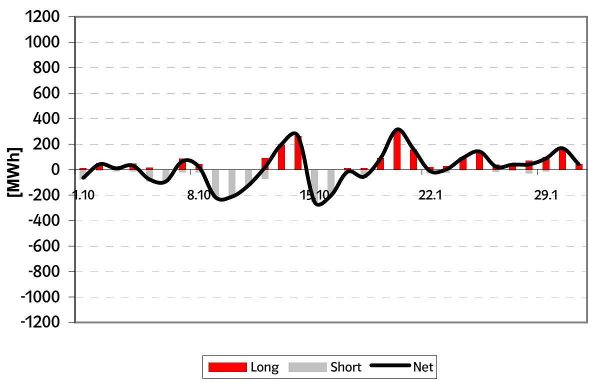
Commentary:

Currently contracted margin gas represent 83% (2009) / 30% (2010) / 12% (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.

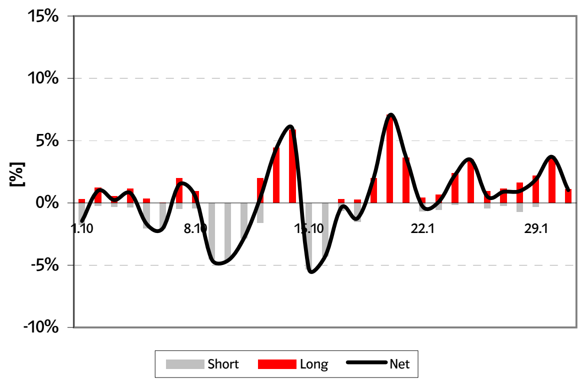
Information from pricing system used for calculation of contracted margin, additional effects from real purchase costs, optimization and balancing costs lead to deviations compared to actual margin

EFRE Power

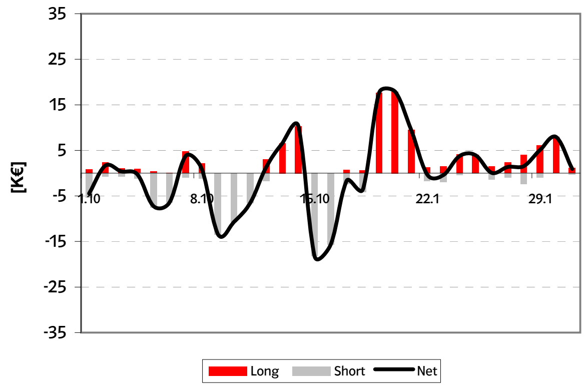
Total imbalance per day



Imbalance (% of consumption) per day

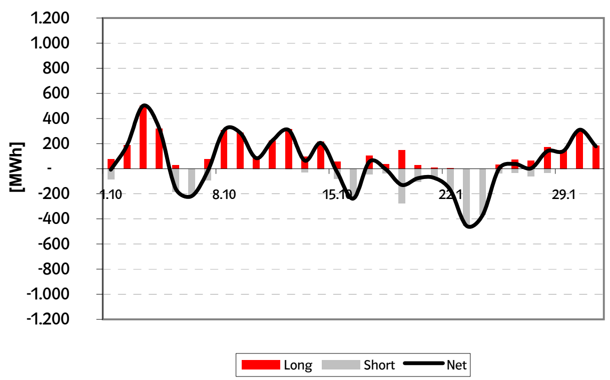


Financial impact of imbalance

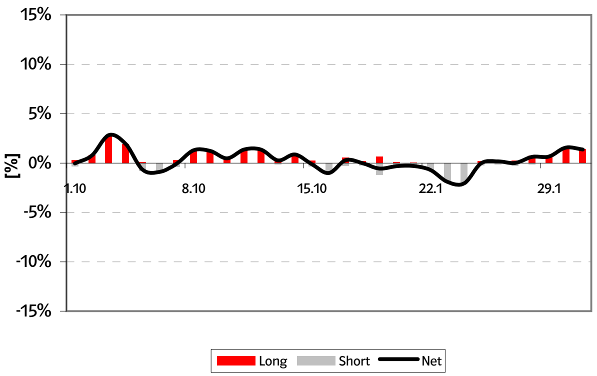


SNET Power

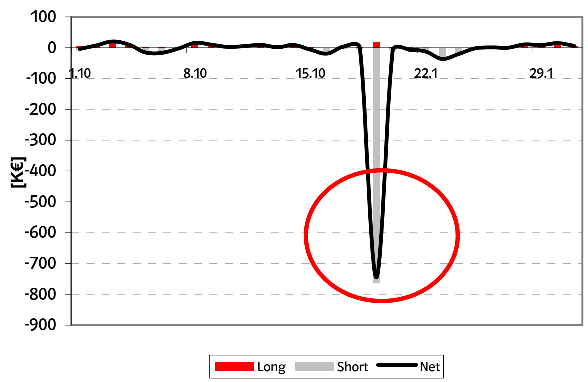
Total imbalance per day



Imbalance (% of consumption) per day



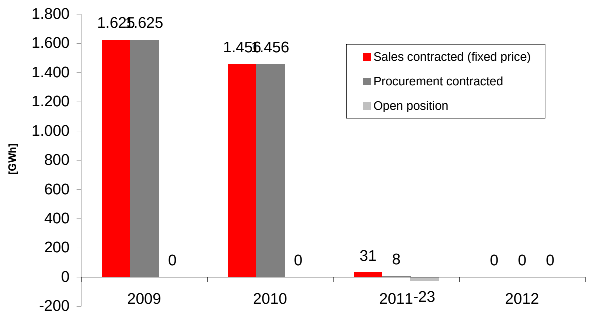
Financial impact of imbalance



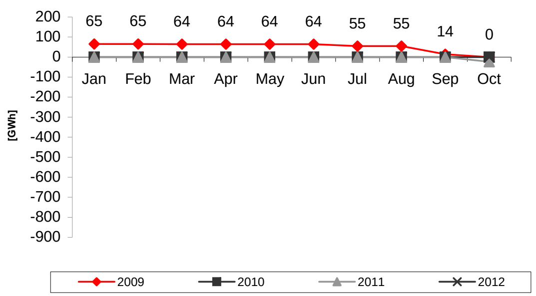
Commentary:
Regarding the volume imbalance SNET registered a new record in October within its portfolio (1.02 % against 1.08% in 2008) due to good information on customers' consumption and good reactivity from pricing side. Also the balance of the EFRE portfolio was better then in the last months since July.
Despite this balancing costs SNET peaked on Monday 19th based on a short position of -278 MWh which caused costs of appr. -762k€ due to spot prices of up to 3.000 €/MWh. As SNET is compensated on production costs this has a direct impact on the margin.

BU France: Open sales positions

POWER EFRE

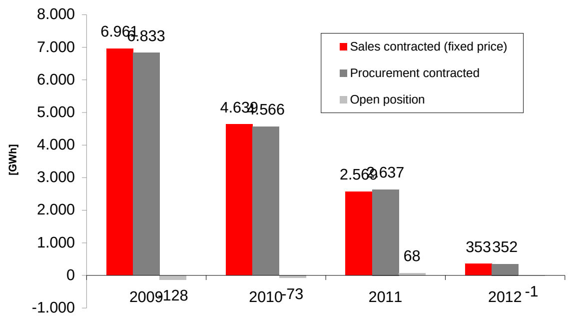


Development of open positions

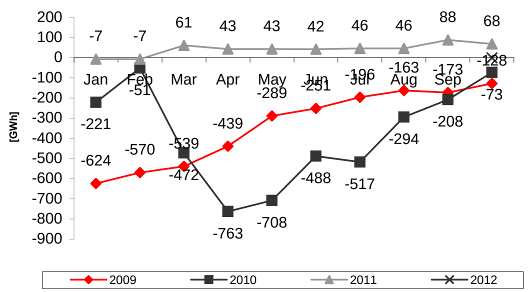


Volumes in GWh	2009	2010	2011	2012
Sales (plan)	2.024	2.257	2.550	2.909
Sales (contracted)	1.625	2.025	31	0
fixed price	1.625	1.456	31	0
non-fixed price	0	569	0	0
Procurement (contracted)	1.625	1.456	8	0
fixed price	1.625	1.456	8	0
non-fixed price	0	0	0	0
Open position	0	0	-23	0
Limit	300	300	300	300
Limit utilisation	0%	0%	8%	0%

POWER SNET

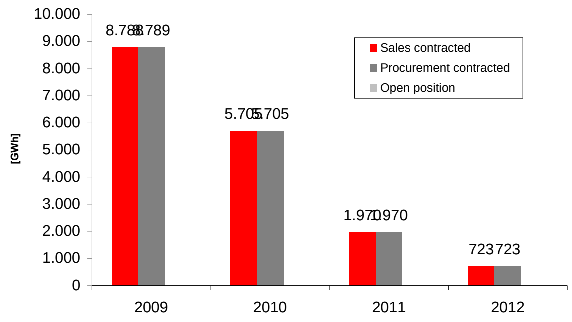


Development of open positions

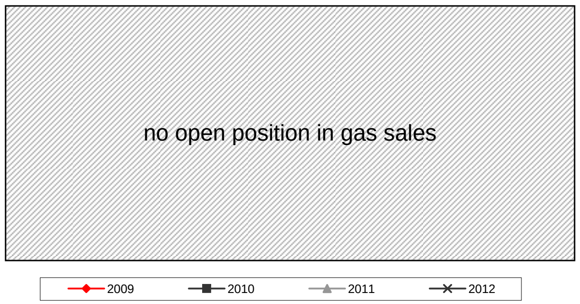


Volumes in GWh	2009	2010	2011	2012
Sales (plan)	7.000	7.223	7.673	8.331
Sales (contracted)	6.961	5.169	2.873	391
fixed price	6.961	4.639	2.569	353
non-fixed price	0	530	304	38
Procurement (contracted)	6.833	4.566	2.637	352
fixed price	6.833	4.566	2.637	352
non-fixed price	0	0	0	0
Open position	-128	-73	68	-1
Limit	650	2.150	500	500
Limit utilisation	20%	3%	14%	0%

GAS EFRE



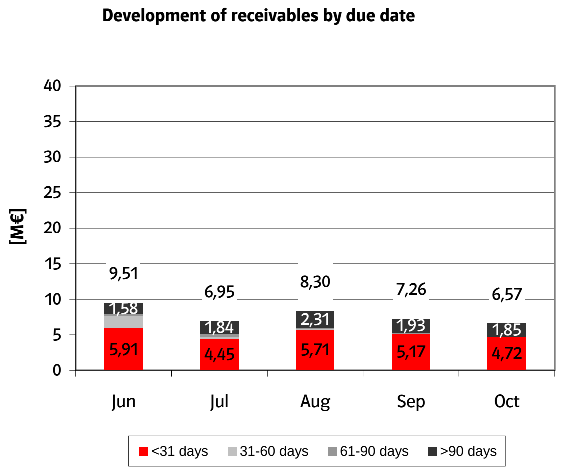
Development of open positions



Volumes in GWh	2009	2010	2011	2012
Sales (plan)	15.589	9.625	9.600	9.600
Sales (contracted)	8.788	5.705	1.970	723
fixed price				
non-fixed price				
Procurement (contracted)	8.789	5.705	1.970	723
fixed price	1.368	222	0	0
non-fixed price	7.421	5.483	1.970	723
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 October.

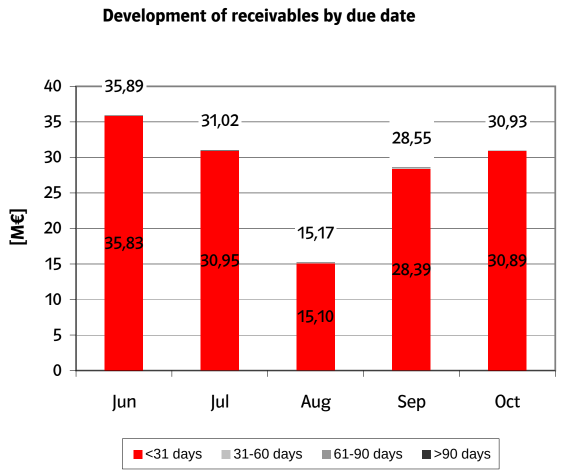
EFRE (Power & Gas)



Receivables due within	Amount [M€]	Share
< 31 days	4,72	71,8%
31 - 60 days	0,00	0,0%
61 - 90 days	0,00	0,0%
> 90 days	1,85	28,2%
Total	**6,57**	**100%**

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

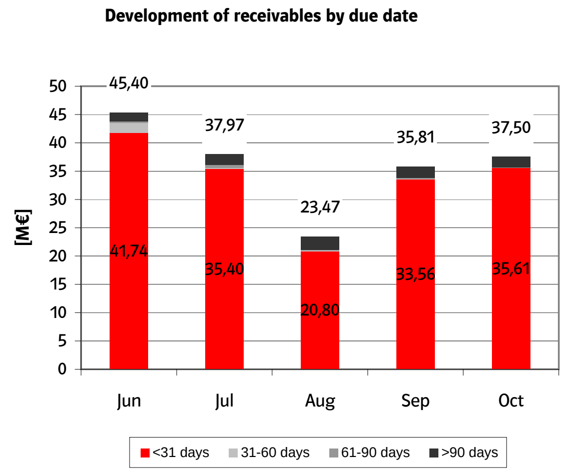
SNET



Receivables due within	Amount [M€]	Share
< 31 days	30,89	99,9%
31 - 60 days	0,01	0,0%
61 - 90 days	0,03	0,1%
> 90 days	0,01	0,0%
Total	**30,93**	**100%**

Others	Amount [M€]
Adv. Payments	-2,79
Deposits	-1,40
Bad debt	1,90

Total



Receivables due within	Amount [M€]	Share
< 31 days	35,61	94,9%
31 - 60 days	0,01	0,0%
61 - 90 days	0,03	0,1%
> 90 days	1,86	5,0%
Total	**37,50**	**100%**

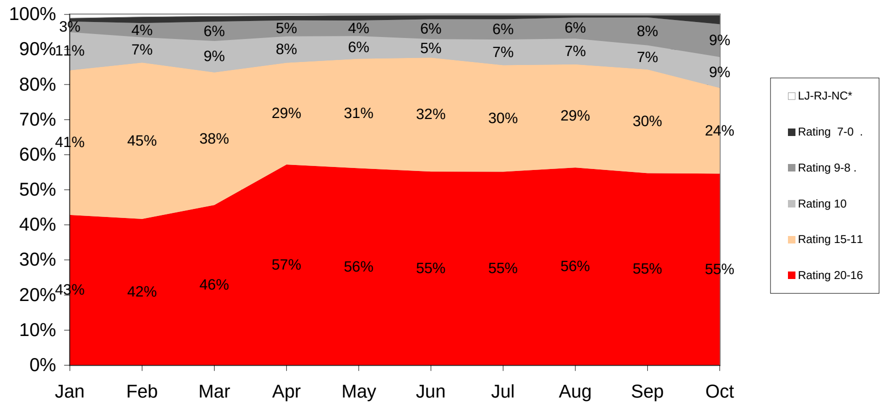
Others	Amount [M€]
Adv. Payments	-2,79
Deposits	-1,40
Bad debt	1,90

Commentary:

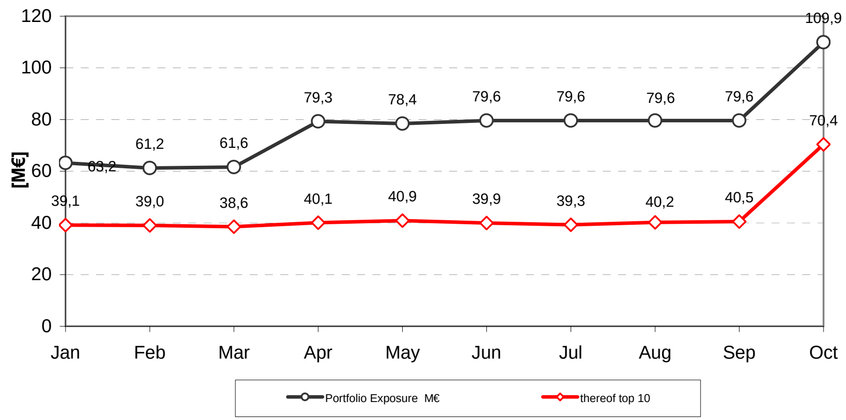
SNET receivables slightly increased by +2.4 m€ and amount to 30.9 m€ at the end of October. Overall EFRE receivables further decreased from 7.3 M€ to appr. 6.6 M€. Except a 28% - share of receivables > 90 days at EFRE (overdue payments of the insolvent customers Papeterie Voiron / Lancey and the customer Eurocel who started to pay installments) receivables are mainly due within one month.

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

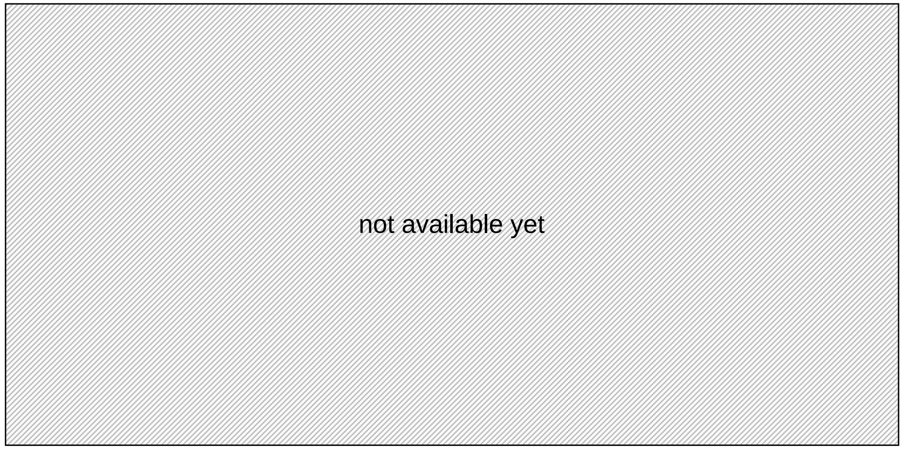
Development of share of ratings within portfolio (# of customers)



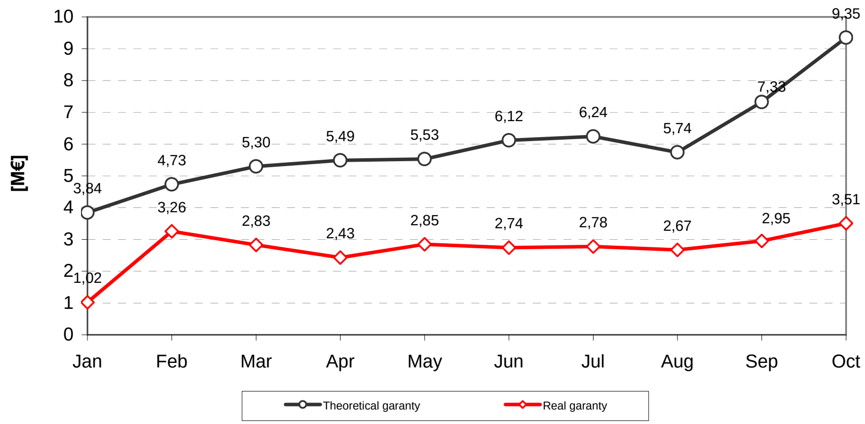
Portfolio exposure



Development of share of ratings within portfolio (Sales volume)



Garanties



Commentary:

The global exposure increased since the last Risk Committee due to the change of the evaluation process as the exposure is now based on 3 month instead of 2 month). Applying the previous calculation method would lead to a exposure of appr. 80 m€ thus being comparable to last month. In October there was an increase by 5% to 21% of customers rated less than 11. This is due to decrease in the rating of few customers.

The remaining gap between theoretical and real warranty is due to several reasons: former contracts without or different guaranty clauses, delay between the decrease of the notation and the payment of the guarantee and decisions of Credit Risk Committee.

Le prix du gaz n'augmentera pas en octobre *Le Monde (03.10.2009)*

Les tarifs réglementés du gaz naturel pour les particuliers, qui sont en théorie révisés tous les trois mois, n'ont pas été modifiés au 1er octobre, a confirmé, jeudi, la Commission de régulation de l'énergie CRE. Cette instance, qui doit être saisie par le gouvernement avant toute modification des tarifs fixés par l'Etat, n'a reçu aucune demande.

Incroyable flambée des prix la Bourse française de l'électricité *Les Echos (20.10.2009)*

Hier, le prix du mégawatheure a touché pour la première fois le plafond de 3.000 euros en Bourse. Habituellement, il est inférieur 100 euros. En cause : la faible disponibilité du parc nucléaire d'EDF, des températures en dessous des normales saisonnières et des problèmes techniques.

En vue de poursuivre l'ouverture du marché français à la concurrence, EDF a proposé à la Commission européenne une série d'engagements destinés à remédier au verrouillage des contrats de long terme avec les grands industriels. *Les Echos (04.11.2009)*

[…] Le marché des grands industriels, qui représente plus de 40 % de la consommation totale en France, est aujourd'hui contrôlé à plus de 80 % par EDF. […] Concrètement, EDF a pris pour les dix prochaines années une série d'engagements que la Commission a prévu de publier aujourd'hui afin de les soumettre à l'appréciation de toutes les parties prenantes.[…] Premier engagement pris par EDF : en moyenne, 65 % des volumes d'électricité qu'il procure aux grands industriels en France devront être ouverts la concurrence chaque année.

Donner le choix au client

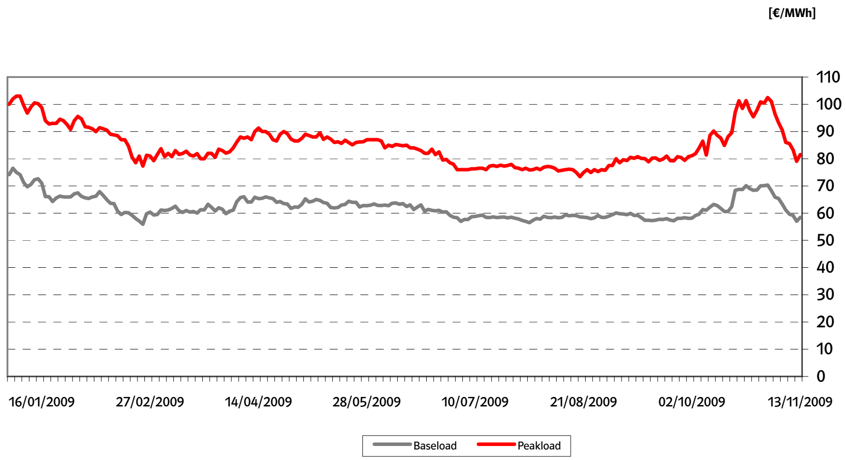
En clair, les contrats devront être remis en jeu sur le marché, afin de permettre aux clients qui le souhaiteraient de se fournir auprès d'opérateurs alternatifs. […]Deuxième promesse, aucun nouveau contrat d'une durée de plus de cinq ans ne pourra être conclu. Le contrat géant conclu l'année dernière entre EDF et Exeltium, le consortium d'industriels électro-intensifs incluant ArcelorMittal, Rhodia ou Alcan, n'est pas remis en cause. Mais son existence durcira d'autant les contraintes d'ouverture acceptées par EDF : lorsqu'Exeltium aura donné le feu vert définitif, il sera comptabilisé dans les 35 % de volumes d'électricité faisant l'objet de contrats de plus d'un an. Troisième garantie apportée par l'électricien français : dans ses réponses aux appels d'offres, il devra désormais formuler systématiquement deux propositions commerciales distinctes, l'une sous contrat d'exclusivité, l'autre non. Dernière concession : partir du 1er juillet 2010, tous les grands clients, l'exception de ceux étant encore soumis aux tarifs réglementés, seront autorisés revendre des tiers une partie de l'électricité acquise auprès d'EDF.

Les Français peuvent comparer les offres des fournisseurs d'énergie *Le Figaro (13.11..2009)*

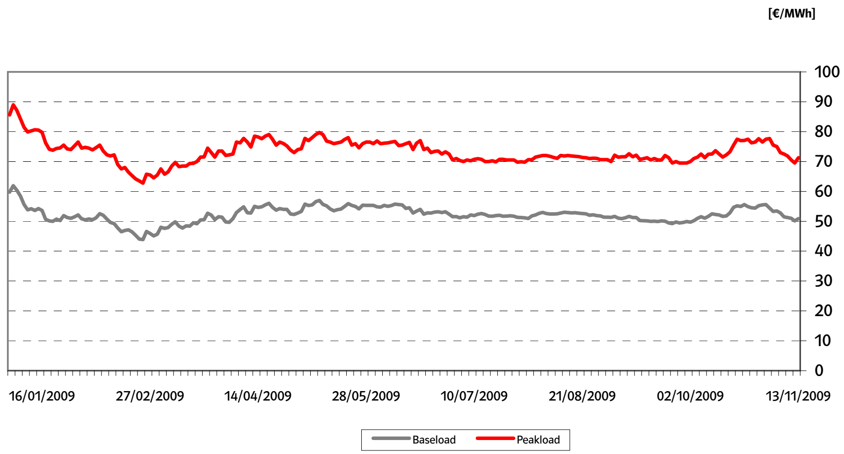
Tarifs complexes, méconnaissance des nouveaux fournisseurs d'énergie : les Français sont perdus face leurs factures d'électricité. Ce marché est ouvert à la concurrence depuis plus de deux ans, mais seulement 36 % des sondés savent qu'ils peuvent quitter EDF d'après un récent baromètre LH2. Pour clarifier la situation, le médiateur national de l'énergie a lancé hier un comparateur des offres d'électricité et de gaz naturel sur Internet www.énergie-mediateur.fr, www.energie-info.fr. Cette structure publique répond également aux plaintes et demandes d'information notamment via son centre d'appels 0810 112 212.

BU France: Electricity price development (Powernext)

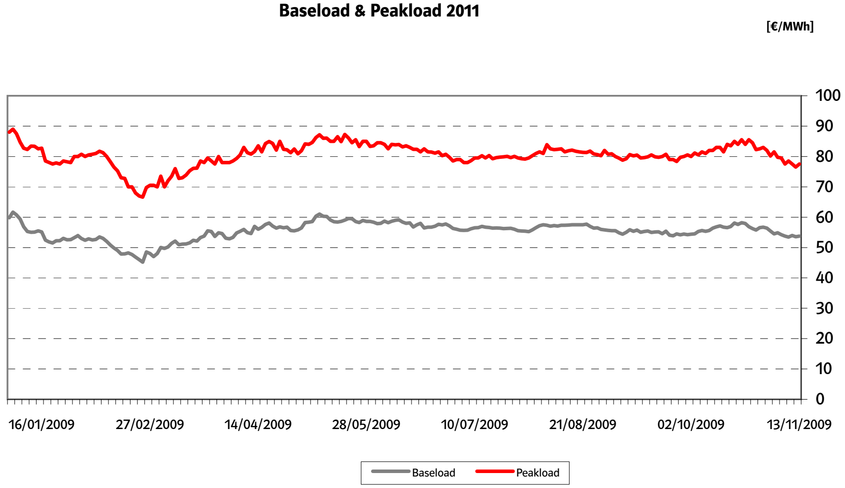
Baseload & Peakload Q1 2010



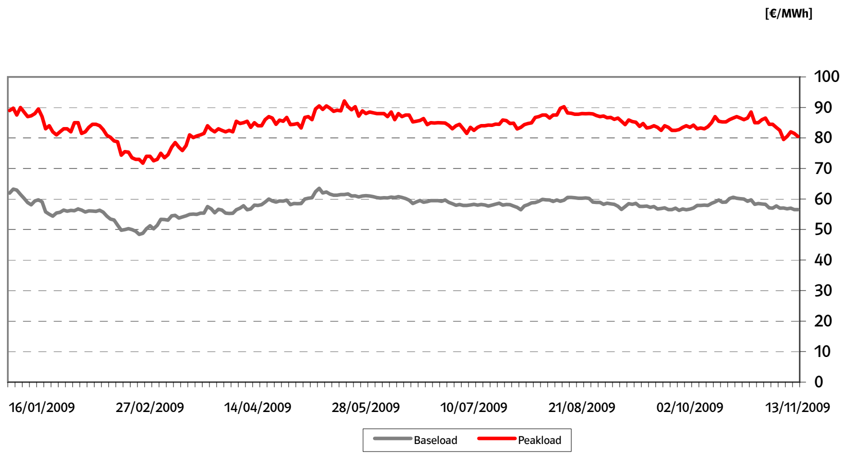
Baseload & Peakload 2010



Baseload & Peakload 2011



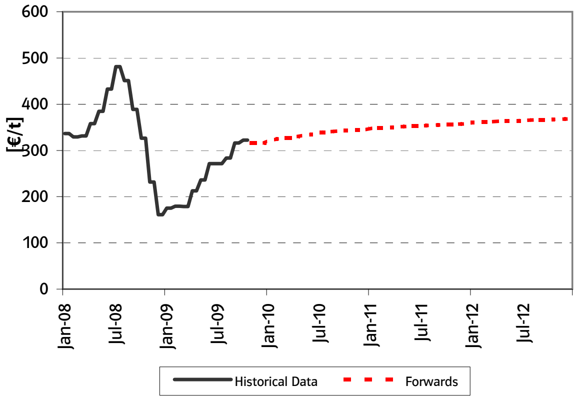
Baseload & Peakload 2012



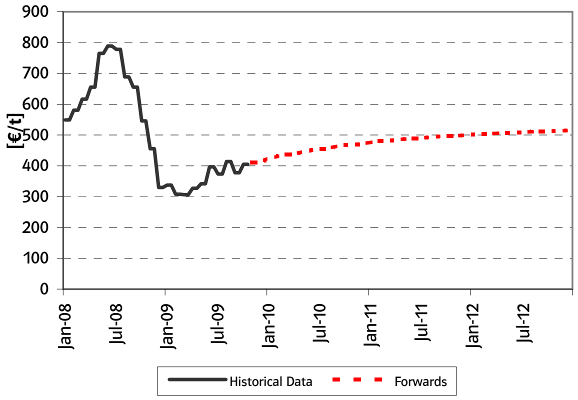
Commentary:

BU France: Oil products & gas price development

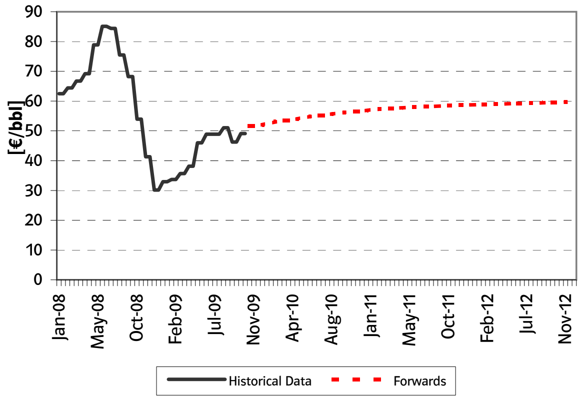
Fuel Oil 1% Barge Rotterdam



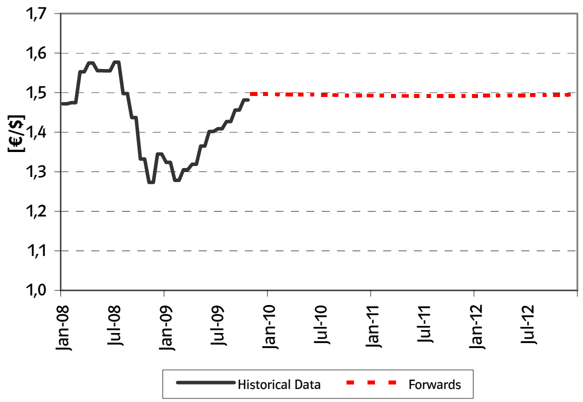
Gasoil 0,1% Barge Rotterdam



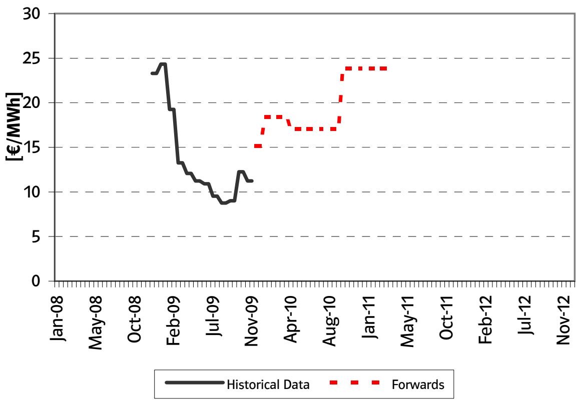
Brent



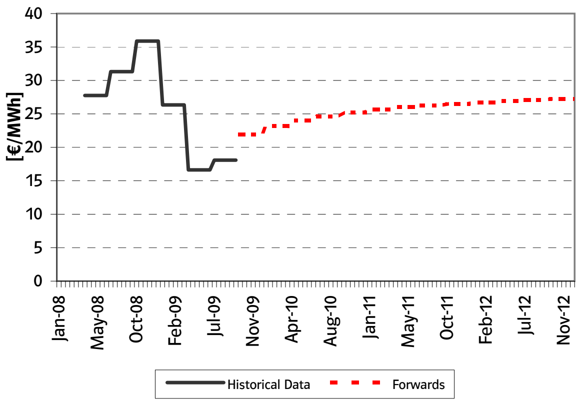
Exchange Rate



PEG North Price



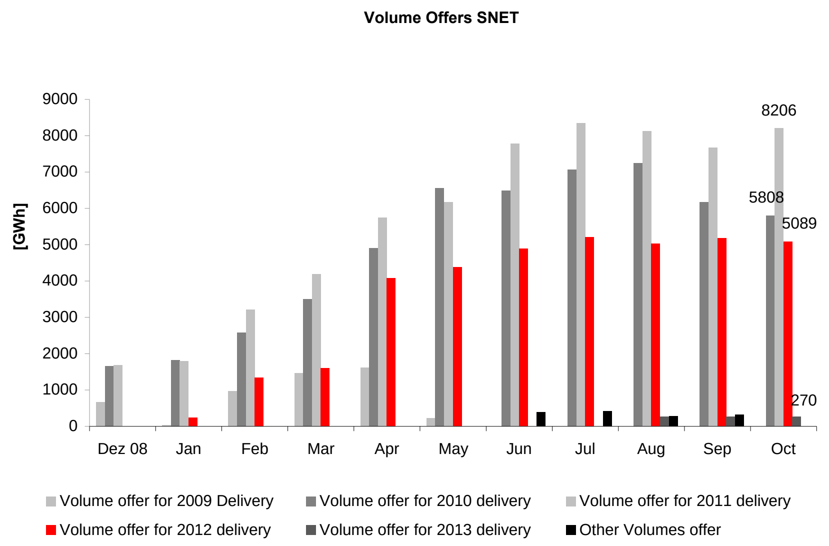
STS Price

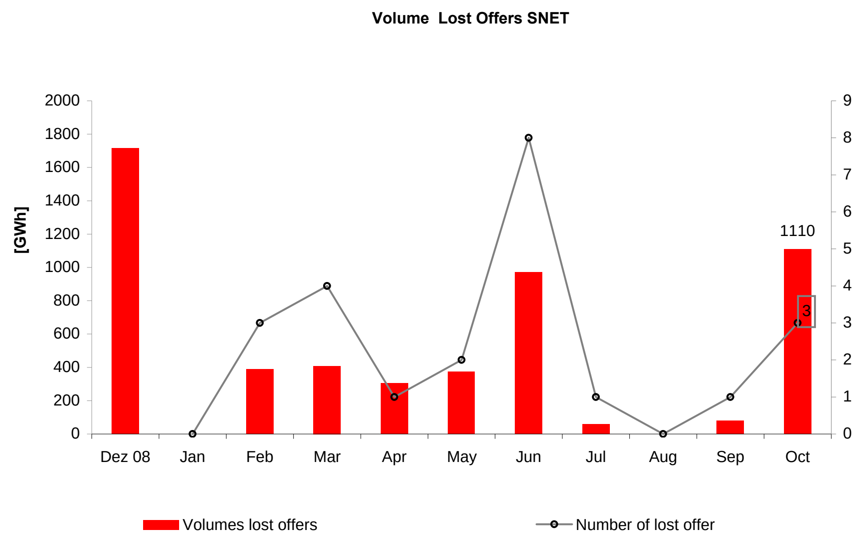


Commentary:

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

SNET: Volume offers





Commentary:

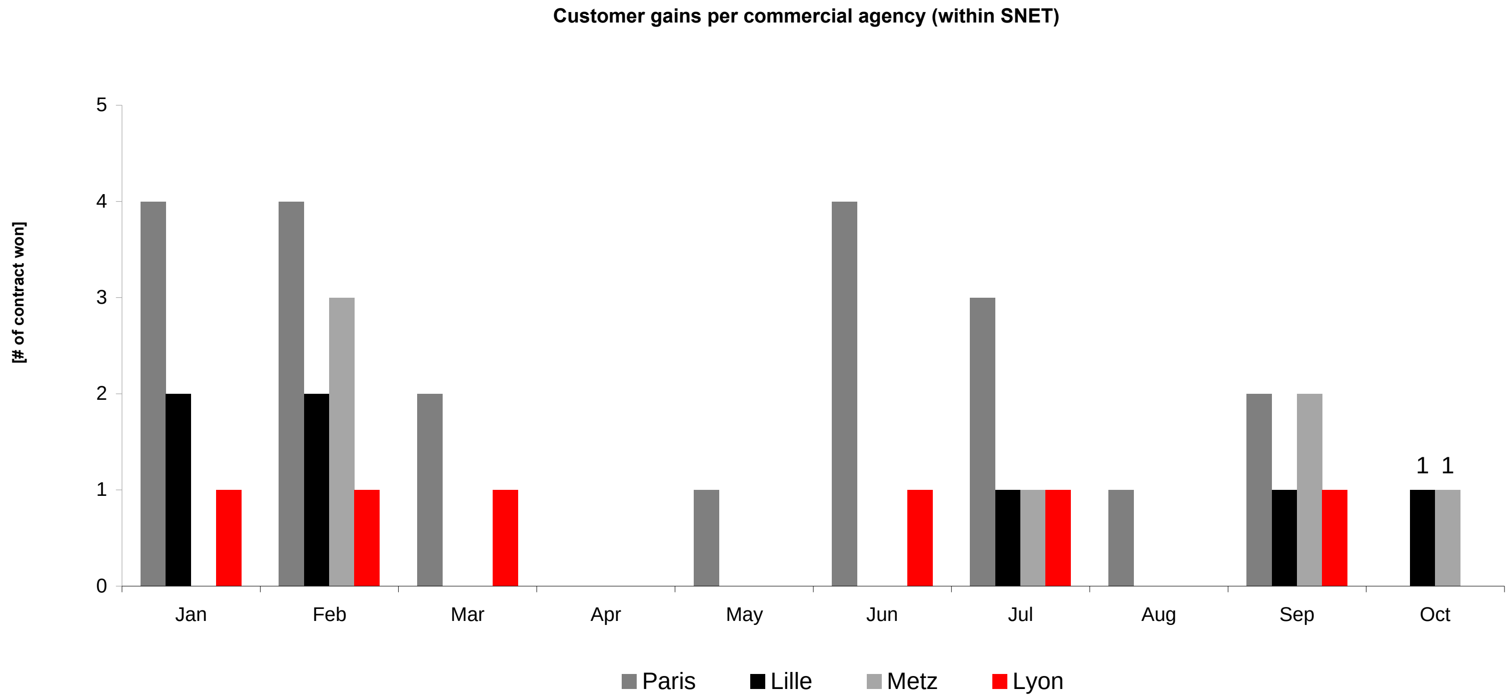
Lost offers:

Sodiaal lost against Atel (actual supplier)

Cristal Union against EDF (actual supplier)

Lactalis against EON (both entities made an offer...)

SNET: Customer gains per agency



Commentary: