



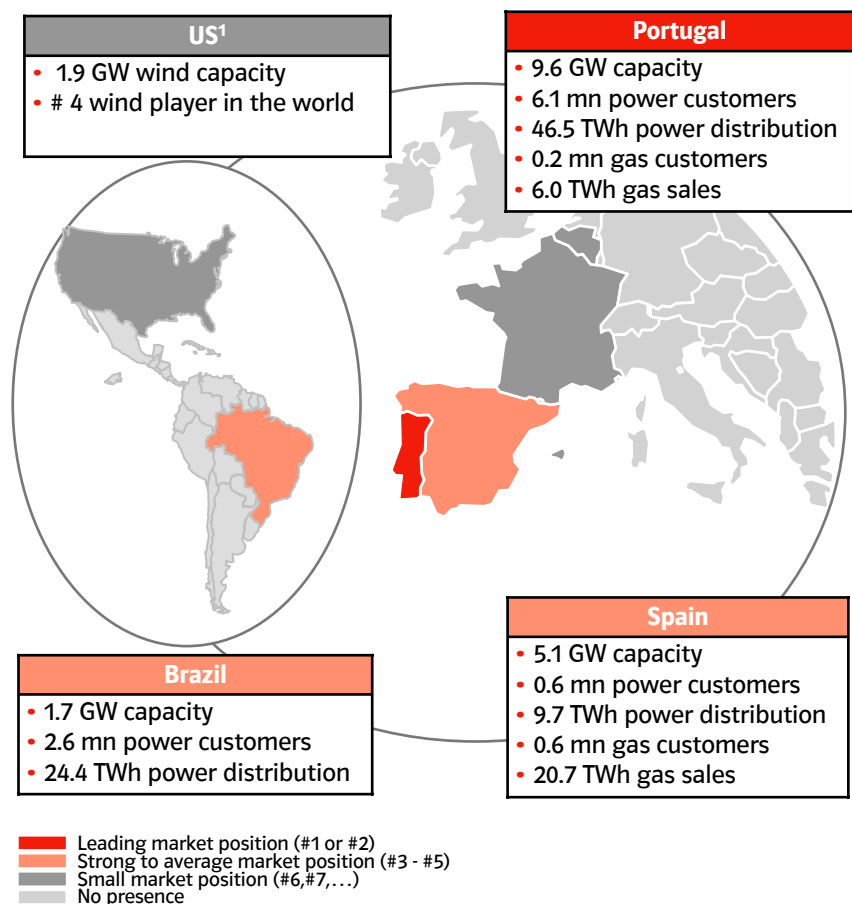
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## Competitor Profile EDP, 2009

Düsseldorf, June 2009

Contact person: Sofie Bredinger, Corporate Center

## EDP's Market Position



## Key Business Activities

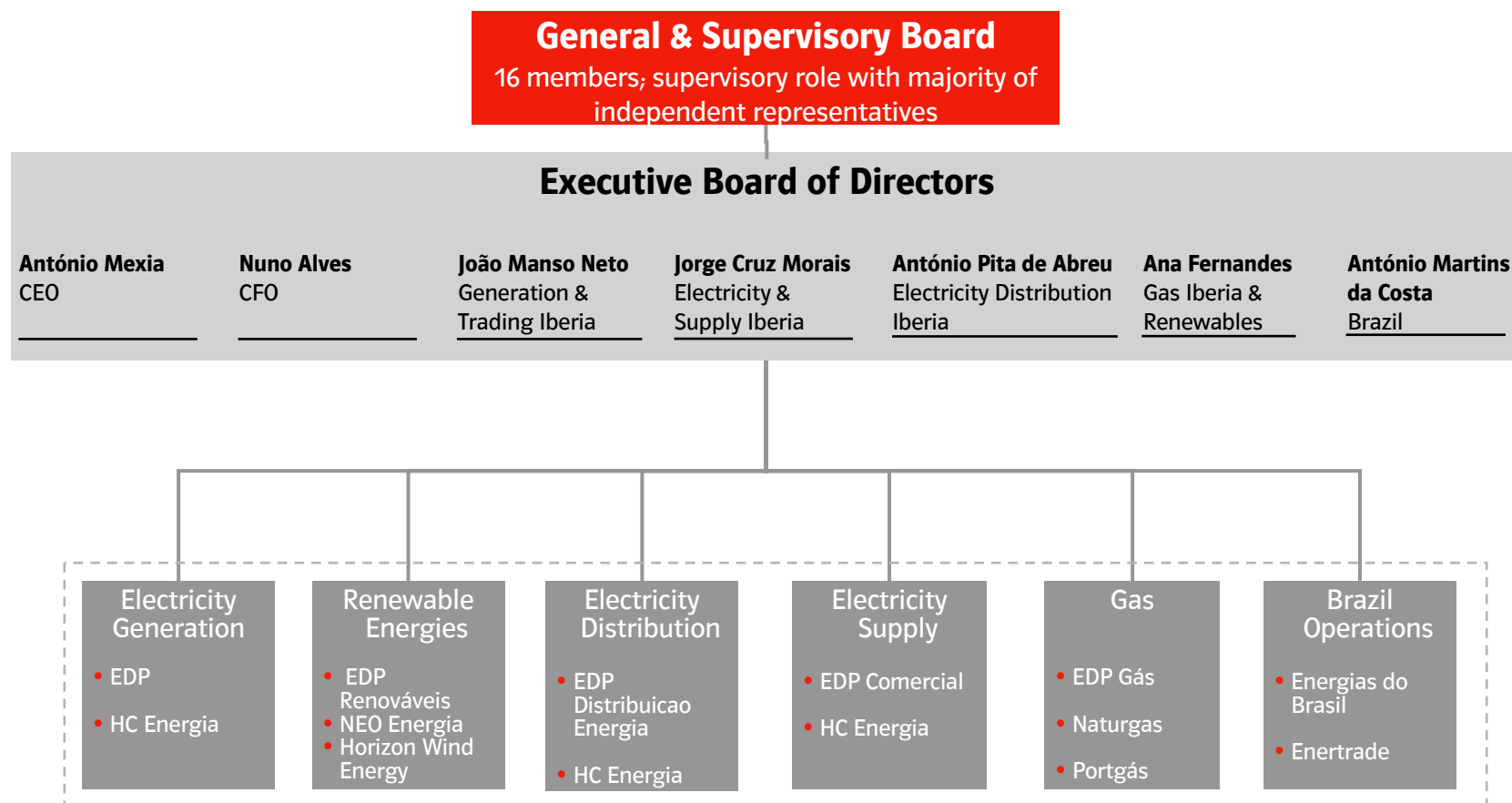
- Electricity: Generation, distribution and retail; Gas: Distribution and retail
- Operates mainly in the Iberian, Brazilian and North American markets
- Became #4 in Global Wind Ranking by installed capacity 2008
- Growth focus on wind and hydro

## Activities Along the Value Chain

|                      | Power |         |        |        | Gas |         |        |        |        |
|----------------------|-------|---------|--------|--------|-----|---------|--------|--------|--------|
|                      | Gen.  | Transm. | Distr. | Retail | E&P | Transp. | Supply | Distr. | Retail |
| Spain                | #5    |         | #5     | #2     |     | #4      | #7     | #3     | #5     |
| Portugal             | #1    |         | #1     | #1     |     |         |        | #2     | #1     |
| US                   |       |         |        |        |     |         |        |        |        |
| Brazil               | #9    |         | #5     |        |     |         |        |        |        |
| France <sup>2</sup>  |       |         |        |        |     |         |        |        |        |
| Belgium <sup>2</sup> |       |         |        |        |     |         |        |        |        |

1. Presence in the US since the acquisition of Horizon Wind Energy in July 2007  
 2. Presence in France and Belgium through EDP Renováveis with Wind Power  
 Source: Annual Report 2008; Market Profile Database 2008; Company homepage; About EDP; Business Units

# EDP: Group Structure & Management



## EDP: Operating Data Power & Gas

| EDP Operating Data                                              | 2008   | 2007   | Δ 08/07   |
|-----------------------------------------------------------------|--------|--------|-----------|
| <b>Power</b>                                                    |        |        |           |
| Installed Capacity (MW)                                         | 18,583 | 15,654 | +2,929 MW |
| Generation (GWh)                                                | 48,905 | 48,620 | +0.6%     |
| Distribution (GWh)                                              | 84,188 | 81,570 | + 3.2%    |
| Retail (GWh)                                                    | 93,837 | 86,347 | +8.7%     |
| No. Clients (thousand)                                          | 9,337  | 9,871  | -534      |
| <b>Gas</b>                                                      |        |        |           |
| Distribution (GWh)                                              | 26,640 | 22,791 | +16.9%    |
| Retail (GWh)                                                    | 28,957 | 25,286 | +14.5%    |
| No. Clients (thousand)                                          | 827    | 792    | +35       |
| <b>Employees</b>                                                | 12,245 | 13,097 | -852      |
| <b>CO<sub>2</sub> Specific Emissions (g CO<sub>2</sub>/kWh)</b> | 387    | 457    | - 70      |

## EDP: Key Financials

| Group Financials        |      |      |
|-------------------------|------|------|
| in bn€                  | 2008 | 2007 |
| Sales <sup>1</sup>      | 13.9 | 11.0 |
| EBITDA                  | 3.2  | 2.6  |
| EBIT                    | 1.9  | 1.6  |
| Net income <sup>2</sup> | 1.1  | 0.9  |
| Op. Cash flow           | 1.7  | 2.3  |
| Net debt                | 13.9 | 11.7 |

| Multiples        |          |
|------------------|----------|
|                  | 31/12/08 |
| EV/EBITDA        | 7.5      |
| P/E <sup>3</sup> | 9.0      |
| Market Valuation |          |
| in bn€           | 31/12/08 |
| Market cap       | 9.9      |
| EV <sup>4</sup>  | 24.1     |

| Ratings <sup>5</sup> |             |
|----------------------|-------------|
| Company              | 31/12/08    |
| Moody's              | A2/Out-/P1  |
| S&P                  | A-/Stab/A-2 |
| Fitch                | A-/Stab/F2  |

| EBITDA by Business Areas |             |             |
|--------------------------|-------------|-------------|
| in mn€                   | EBITDA 2008 | EBITDA 2007 |
| Iberian Market           | 2,442       | 2,010       |
| Generation & Supply      | 1,208       | 1,226       |
| Wind (EU&USA)            | 438         | 214         |
| Distribution             | 770         | 455         |
| Gas                      | 207         | 188         |
| Brazil                   | 562         | 587         |
| Other & Adjustments      | (30)        | (42)        |
| Consolidated             | 3,155       | 2,628       |

| Shareholder Structure                           |                    |
|-------------------------------------------------|--------------------|
| Name                                            | Stake <sup>6</sup> |
| PARPÚBLICA - Participações Públicas, SGPS, S.A. | 20.5%              |
| Iberdrola - Participações, SGPS, SA             | 9.5%               |
| Caixa Geral de Depósitos, S.A.                  | 5.2%               |
| Caja de Ahorros de Asturias (CajAstur)          | 5.0%               |
| Other                                           | 59.8%              |
| Aggregate                                       | 100.0%             |
| Total No. of shares in mill.                    | 3,656.5            |

<sup>1</sup> Operating Revenues

<sup>2</sup> Net Profit

<sup>3</sup> P/E as of 31/12/08; Price: 2.70€, Earnings per share 0.30 €

<sup>4</sup> EV = Market cap (9.9) + Net Debt (13.9) + Provisions (0.3)

<sup>5</sup> EDP S.A. and EDP Finance BV

<sup>6</sup> Figures as of 31/12/08

Sources: EDP - Financial & Operating Key Data; EDP - Annual Report 2008; Thomson One

## EDP's Strategic Guidelines are based on Controlled Risk, Superior Efficiency & Focused Growth

### Controlled Risk

1. Manage regulatory agenda to maintain a low risk profile of free cash flow
2. Actively manage exposure to energy markets through hedging strategies
3. Reduce CO<sub>2</sub> emissions through investments in clean generation
4. Sound capital structure, with continued improvement in credit ratios

### Superior Efficiency

5. Selective investment policy, privileging returns and low risk investments
6. Further enhancing efficiency improvement: All businesses and geographies
7. Promote an integrated culture across all geographies

### Focused Growth

8. Wind: Focus on high return projects and execution of existing pipeline
9. Hydro: Gradual increase of capacity in Portugal by executing current plan
10. Brazil: Execute current generation projects and strict analysis of new opportunities

## EDP's Communicated Regional Strategy

### Iberia

#### **Controlled-risk model in a challenging world**

- Merchant generation mix: Diversity, improved flexibility and hedging. ( 2008: Hydro 18%, Nuclear 3%, CCGT 48%, Coal 31%)
- Investing in hydro: Clean, storage value, higher value technology. (In long term, will Hydro represent 56 % of portfolio backed by pipeline secured)
- Investing in CCGT, ensuring competitive gas sourcing. ( Capacity growth driven by new CCGT in 2008-2011; average capex €538/kW)
- Efficiently manage PPA/CMEC (new investments remunerated at 8.5 % real pre-taxes; payback until 2017)

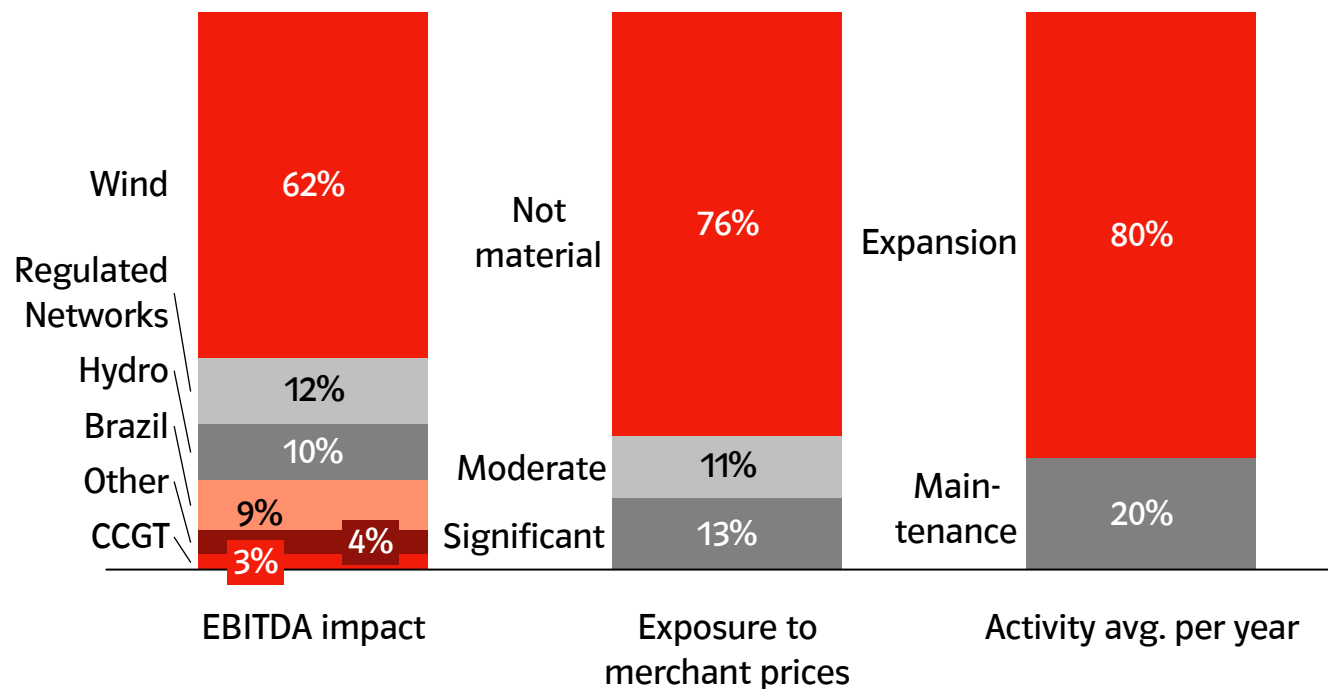
### Brazil

#### **Low risk business mix with growth potential, diversification into investment grade economy**

- Low risk free cash flow ( MW installed 2012: ~ 2,100)
- New generation under analysis: Diversified portfolio (MW capacity under analysis – 3,400)
- Stable regulatory environment in distribution (CAGR Electricity Distributed (TWh) ~ 3 %)
- Focus on efficiency improvements in distribution ( Opex/MWh CAGR < PPI)
- Investment grade country; Energias do Brasil funded in local currency without resource to EDP

## EDP's Consolidated Capex Plan 2009-2012

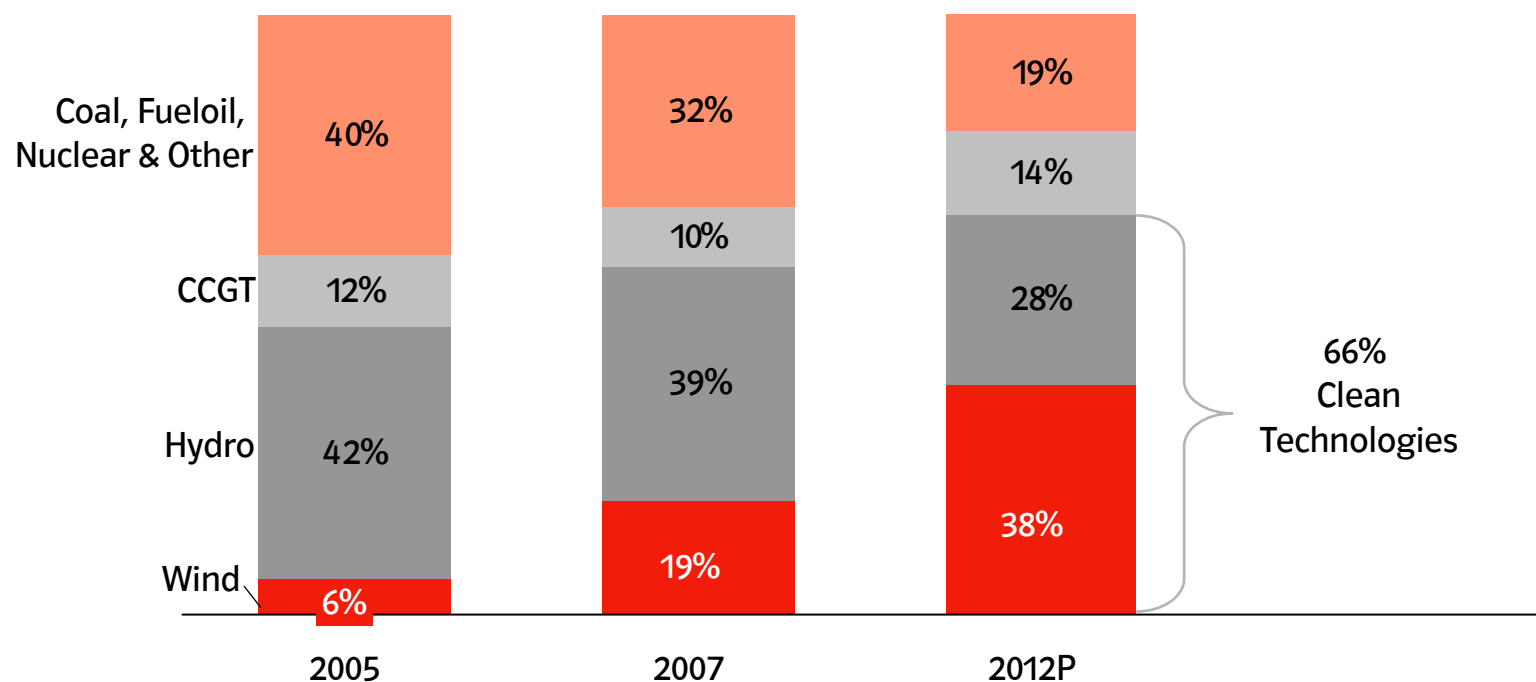
- Breakdown of Accumulated Capex, 2009-2012
- Average Annual Capex: 3 bn€



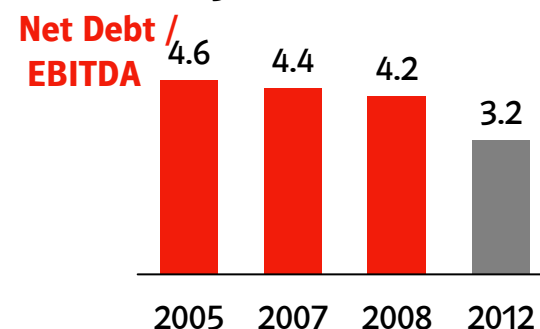
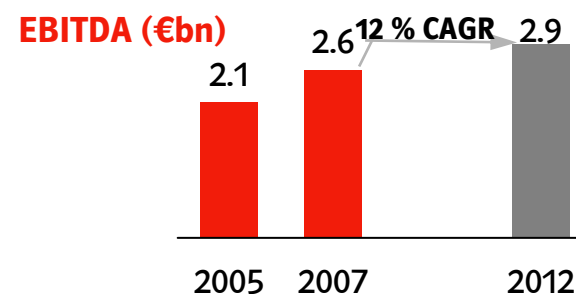
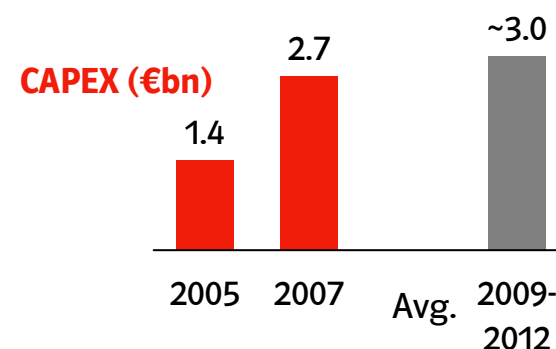
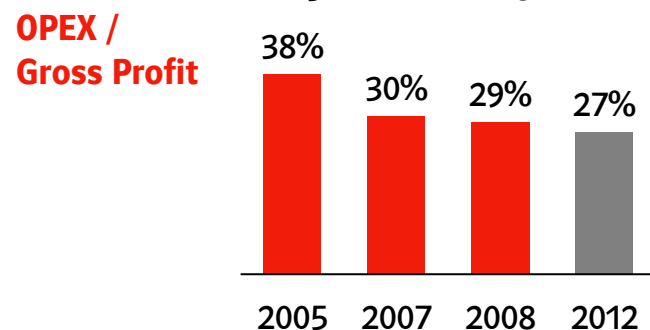
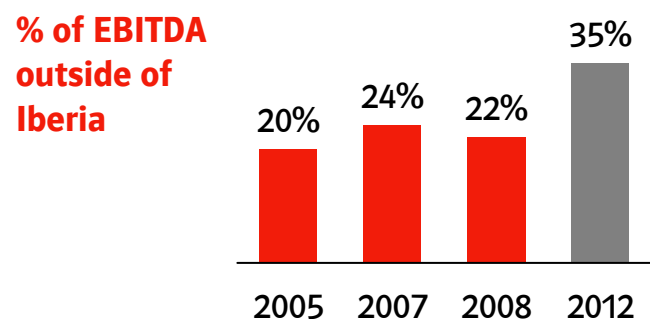
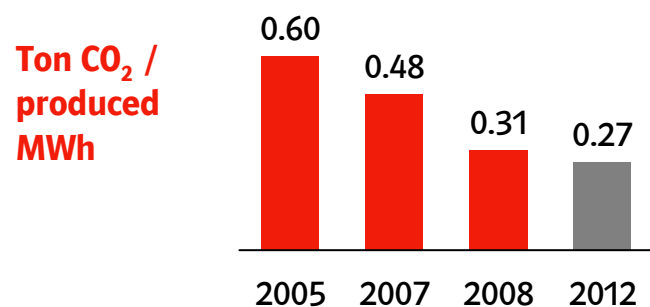


## Change in Generation Mix – Long Term Dominant Role in Wind

- Installed capacity mix (%)



## EDP's Financial and Operational Targets 2012





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Back up

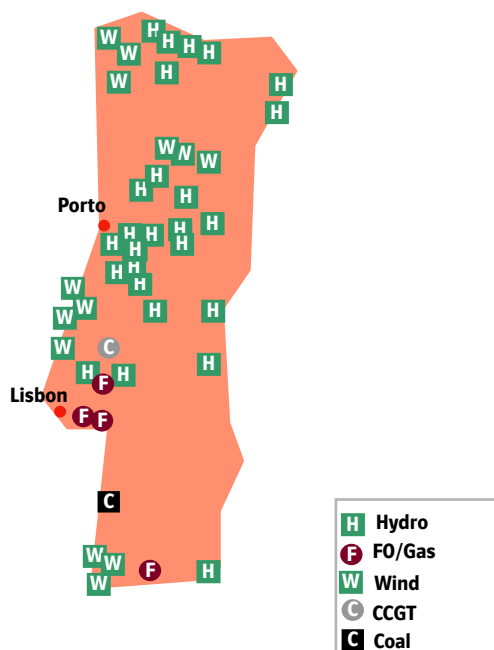
Düsseldorf, June 2009

## EDP's Brazilian Generation Capacity



| EDP's Brazilian Plant Portfolio |       |                          |
|---------------------------------|-------|--------------------------|
| Major Power Plants              | Type  | Installed Capacity in MW |
| Lajeado                         | Hydro | 902                      |
| Peixe Angical                   | Hydro | 452                      |
| Mascarenhas                     | Hydro | 181                      |
| Other                           | Hydro | 162                      |
| <b>Total Hydro</b>              |       | <b>1,697</b>             |
| <b>Total Wind</b>               | Wind  | <b>14</b>                |
| <b>Total</b>                    |       | <b>1,711</b>             |

## EDP's Portuguese Generation Capacity (1)



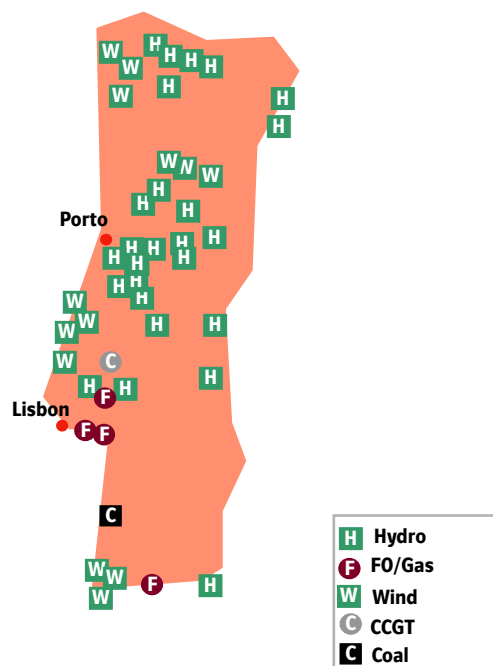
### EDP's Portuguese Plant Portfolio<sup>1</sup>

| Major Power Plants | Type  | Installed Capacity MW |
|--------------------|-------|-----------------------|
| Alto Lindoso       | Hydro | 630                   |
| Miranda            | Hydro | 369                   |
| Aqueira            | Hydro | 336                   |
| Valeira            | Hydro | 240                   |
| Bemposta           | Hydro | 240                   |
| Carrapatelo        | Hydro | 201                   |
| Picote             | Hydro | 195                   |
| Frades             | Hydro | 192                   |
| Pocinho            | Hydro | 186                   |
| Régua              | Hydro | 180                   |
| Castelo de Bode    | Hydro | 159                   |
| V.Nova/Paradela    | Hydro | 144                   |
| Torrazo            | Hydro | 140                   |
| Fratel             | Hydro | 132                   |
| Vilarinho Furnas   | Hydro | 125                   |
| Crestuma-lever     | Hydro | 117                   |
| Cabril             | Hydro | 108                   |
| Alto Rabagao       | Hydro | 68                    |
| Canicada           | Hydro | 62                    |
| Tabuaco            | Hydro | 58                    |
| Bouca              | Hydro | 44                    |
| Salamonde          | Hydro | 42                    |
| Pracana            | Hydro | 41                    |
| Caldeirao          | Hydro | 40                    |
| Raiva              | Hydro | 24                    |

<sup>1</sup> No available update for 2008

Source: EDP – PPAs/CMECs Legislation Package (16.02.2007); EDP 2010 Business plan presentation – Part I (January 2007); EDP – Financial Report 2006

## EDP's Portuguese Generation Capacity (2)



### EDP's Portuguese Plant Portfolio<sup>1</sup>

| Major Power Plants                               | Type   | Installed Capacity in MW |
|--------------------------------------------------|--------|--------------------------|
| Touvedo                                          | Hydro  | 22                       |
| <b>Total Hydro</b>                               |        | <b>4,095</b>             |
| <i>Picote II repowering (2011<sup>2</sup>)</i>   | Hydro  | 241                      |
| <i>Bemposta II repowering (2011<sup>2</sup>)</i> | Hydro  | 191                      |
| <i>Baixo Sabor (2013<sup>2</sup>)</i>            | Hydro  | 173                      |
| <i>Foz Tua (2014<sup>2</sup>)</i>                | Hydro  | 215                      |
| <i>Linhares pumping (2015<sup>2</sup>)</i>       | Hydro  | 300                      |
| Sines <sup>2</sup>                               | Coal   | 1,192                    |
| <b>Total Coal</b>                                |        | <b>1,192</b>             |
| Ribatejo                                         | CCGT   | 1,176                    |
| <b>Total CCGT</b>                                |        | <b>1,176</b>             |
| <i>Lares 1<sup>2</sup> (July 2009)</i>           | CCGT   | 431                      |
| <i>Lares 2 (Sep 2009)</i>                        | CCGT   | 431                      |
| Setúbal                                          | FO/Gas | 946                      |
| Carregado                                        | FO/Gas | 710                      |
| Barreiro                                         | FO/Gas | 56                       |
| Tunes                                            | FO/Gas | 165                      |
| <b>Total FO/Gas</b>                              |        | <b>1,877</b>             |
| <b>Total Wind (46 stations)</b>                  | Wind   | <b>517</b>               |
| <b>Others<sup>3</sup></b>                        |        | <b>221</b>               |
| <b>Total</b>                                     |        | <b>9,078</b>             |

<sup>1</sup> No available update for 2008

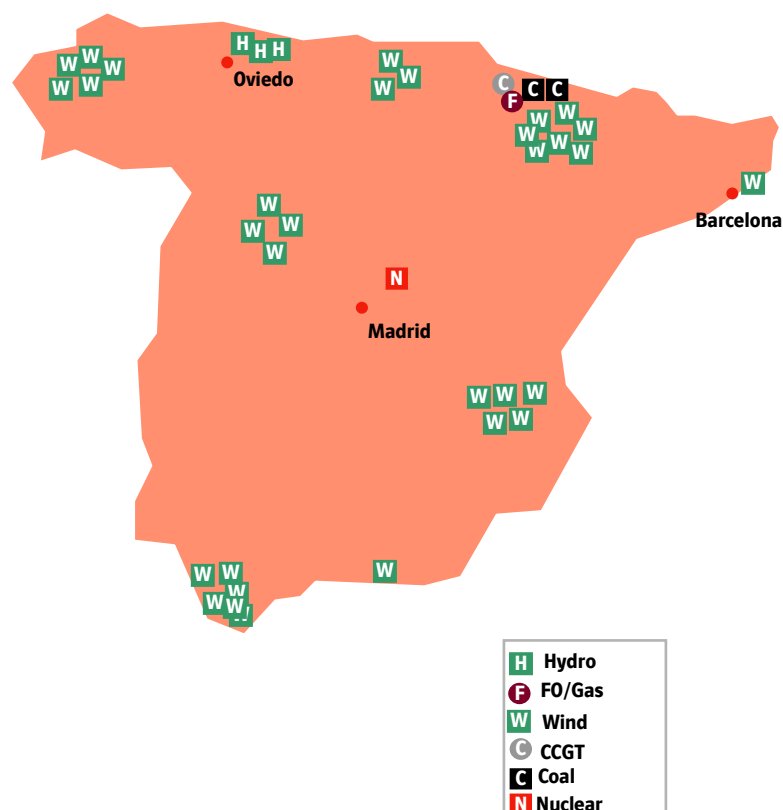
<sup>2</sup> EDP owns 75% of the project; Sonatrach holds the remaining 25 % stake

<sup>3</sup> Small-Hydro, Cogeneration, Biomass

Source: EDP – PPAs/CMECs Legislation Package (16.02.2007); EDP 2010 Business plan presentation – Part I (January 2007)

EDP – Financial Report 2006

## EDP's Spanish Generation Capacity



### EDP's Spanish Plant Portfolio

| Major Power Plants              | Type    | Installed Capacity in MW |
|---------------------------------|---------|--------------------------|
| <b>Total Hydro</b>              |         | <b>433</b>               |
| Aboño 1                         | Coal    | 366                      |
| Aboño 2                         | Coal    | 556                      |
| Soto 2                          | Coal    | 254                      |
| Soto 3                          | Coal    | 361                      |
| <b>Total Coal</b>               |         | <b>1,537</b>             |
| Trillo <sup>1</sup>             | Nuclear | 165                      |
| <b>Total Nuclear</b>            |         | <b>165</b>               |
| Castejón 1                      | CCGT    | 393                      |
| Castejón 3                      | CCGT    | 412                      |
| <b>Total CCGT</b>               |         | <b>805</b>               |
| Soto 4                          | FO/Gas  | 41                       |
| <b>Total FO/Gas</b>             |         | <b>41</b>                |
| <b>Total Wind (68 stations)</b> | Wind    | <b>2,319</b>             |
| <b>Total</b>                    |         | <b>5,300</b>             |

<sup>1</sup> EDP owns 15,5 % of Trillo Nuclear Plant, which is equivalent to 165 MW  
Source: [www.hcenergia.com](http://www.hcenergia.com); About us; Generation