

# 2009 Results

25th February, 2010





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**A top global leading company**

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**2009: delivering strong double digit growth through 3 strategic pillars**

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**Business review and 2010 outlook**

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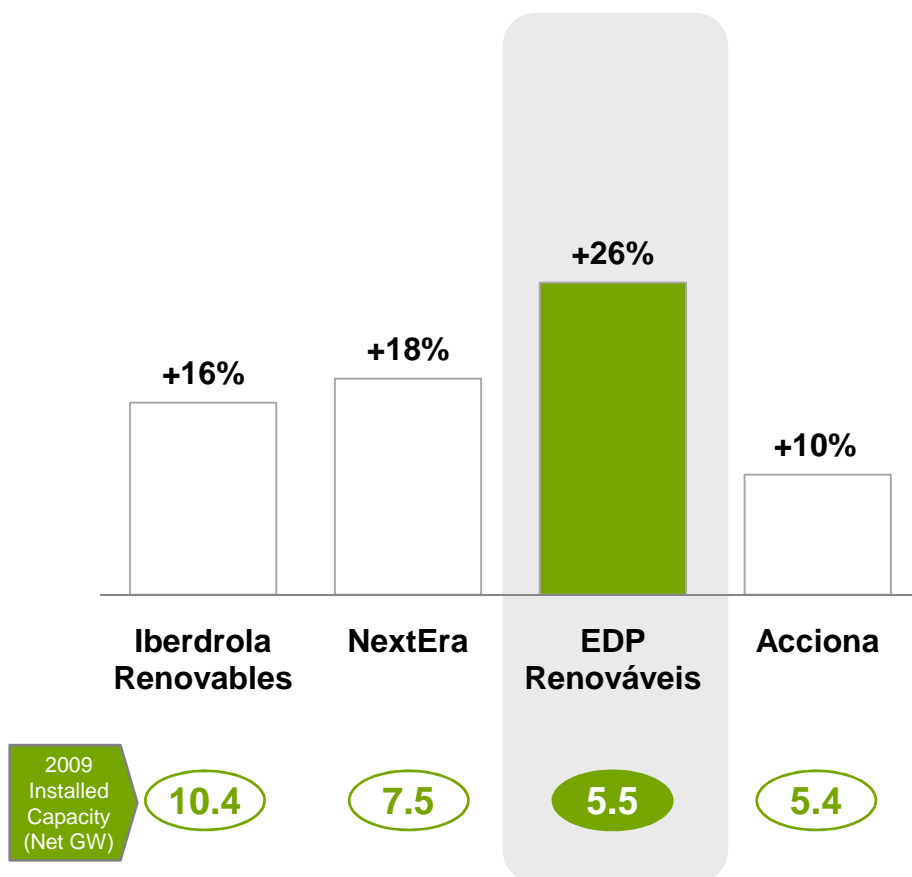


**A top global leading company**

# EDPR: a top global leading company in a growing sector



Top wind players: 2009 capacity growth <sup>(1)</sup>  
(%)



An industry delivering strong growth pace in a very demanding financial and economical environment

EDPR is executing its superior growth plan through the addition of 1.2 GW to its quality asset base...

...creating new selective growth options backed by 32 GW of pipeline in 10 attractive countries...

...achieving solid double digit financial performance, growing EBITDA by +24% and Net Profit by +10% and...

...focusing on the long-term and sustainable value creation through a solid business model



**2009: delivering strong double digit growth through 3 strategic pillars**

# EDPR: has a clear strategy based on three pillars...



...enabling premium performance through challenging environments



## Strong operating performance...

- Capacity added: +1.2 GW YoY
- Production increase: +40% GWh YoY

## ...reflected by top-to-bottom financial growth...

- EBITDA increased 24% YoY achieving €543m
- Net Income grew 10% to €114m
- +34% YoY of free cash flow before capex

## ...while increasing options for future growth

- Pipeline increase: +3.9 GW to 32.1 GW <sup>(1)</sup>
- Selectively entering on promising geographies: UK and Italy

**...delivering strong double digit performance on main operating and financial figures**



**High quality assets with premium load factors...**

- Continuously delivering above market average load factors: 26% in Europe and 32% in the US
- Asset base with an average life of 2.1 years

**...with higher efficiency and margins...**

- EBITDA margin continued to be top-notch of the sector: 75%
- Unitary opex declined 12% YoY per average MW installed

**...and innovating on financial structures to maximize projects' value...**

- \$687m successfully raised in the US through cash grants and several tax equity structures to maximize the projects' NPV

**...allows EDP Renováveis to continuously deliver solid value creation**





## Balanced portfolio...

- Selective geographical diversification reducing regulatory and wind risk profile thus contributing to cash flows' stability

## ...coupled with an active risk management policy...

- 84% of 2009 electricity production with no or limited exposure to market power prices
- Pioneer hedging strategy in Spain enabled a €19m revenue

## ...and the right funding strategy...

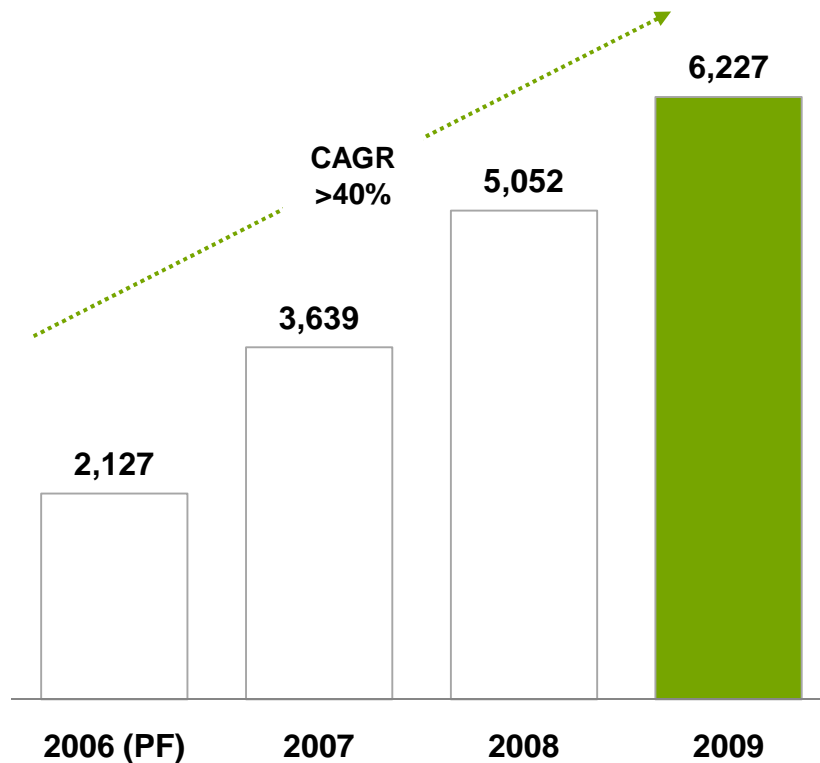
- 92% under long-term fixed rate loans to match cash-flow profile
- Debt under control: +€1.1bn YoY on capex; only +€0.2bn on 2H09

**...provides secure and strong future cash flows**

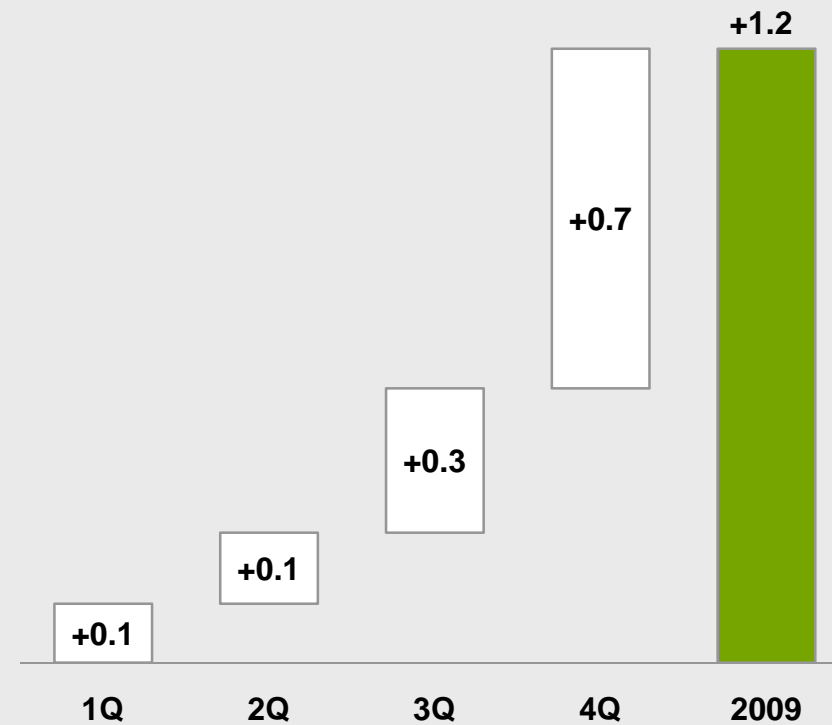
# Consistent delivery of strong growth in installed capacity



**Historic Capacity Growth**  
(Gross MW)



**2009 Additions Profile**  
(Gross GW)



- Consistently delivering targets and a robust growth over the past 4 years
- Back-end loaded installation profile driven by wind farm construction schedule
- Capacity installed during 2009 to deliver stable cash-flows from 2010 onwards

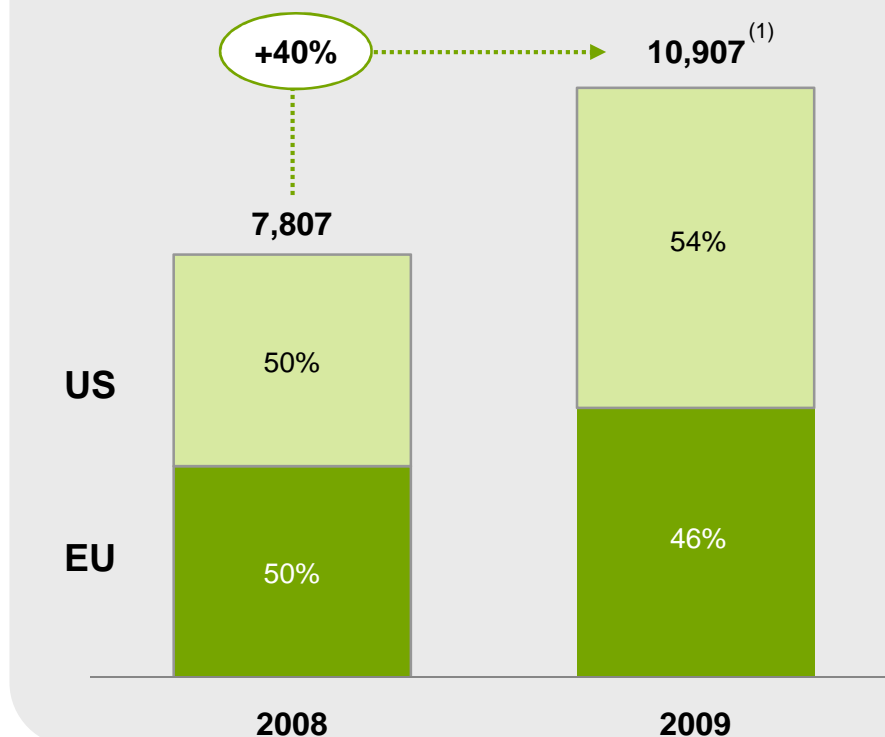
# Strong 40% production increase driven by the stable annual average load factor and additional installed capacity growth



## Load Factor (%)

	2008	2009
US	34%	32%
EU	26%	26%
EDPR	30%	29%

## Electricity Output (EBITDA GWh)



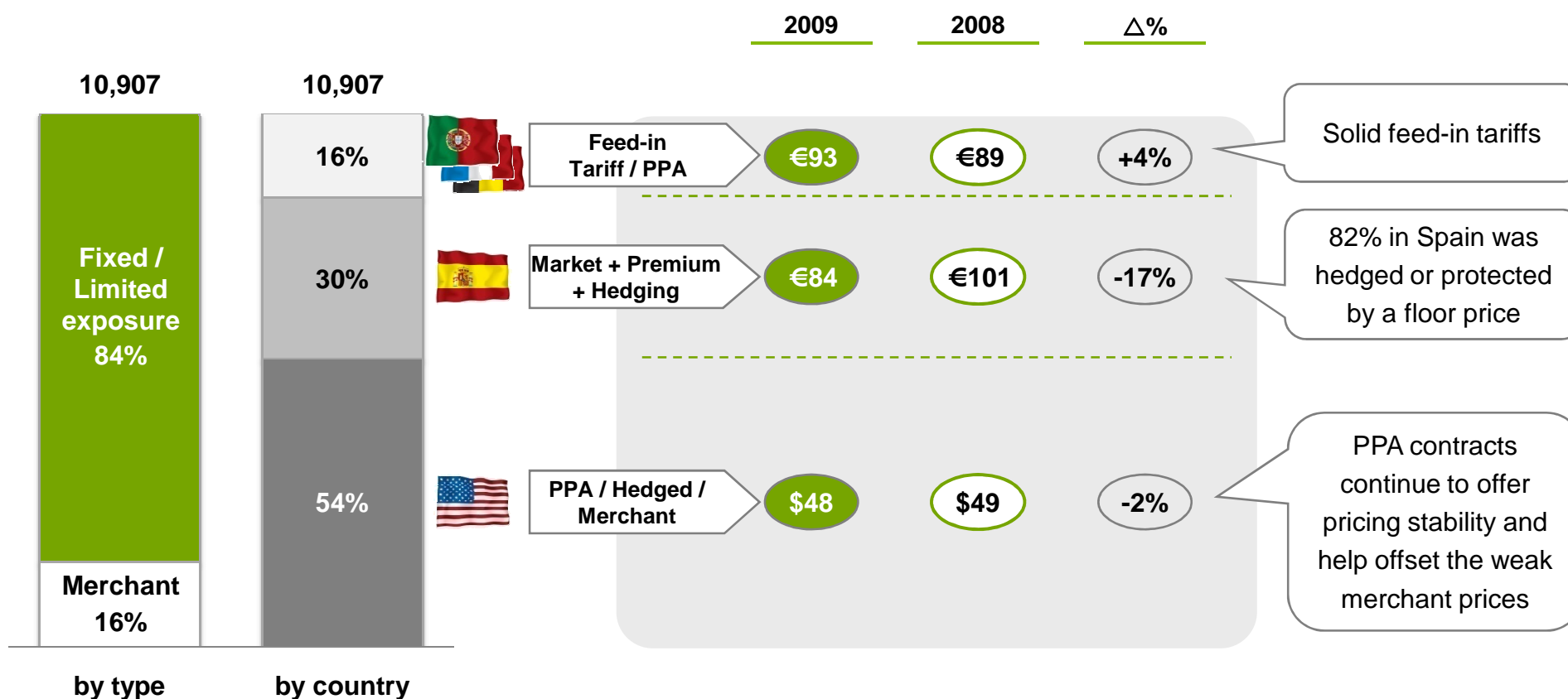
- EDPR continues to deliver stable top-quality load factors: 26% in EU and 32% in US
- Balanced portfolio between Europe and US mitigated the different regional wind resource volatility throughout 2009

# Managing portfolio risk to support low risk profile and cash flow stability



**2009 Production Breakdown**  
(GWh weighted by revenue source)

**2009 Avg. Selling Price**  
(€/MWh or \$/MWh)

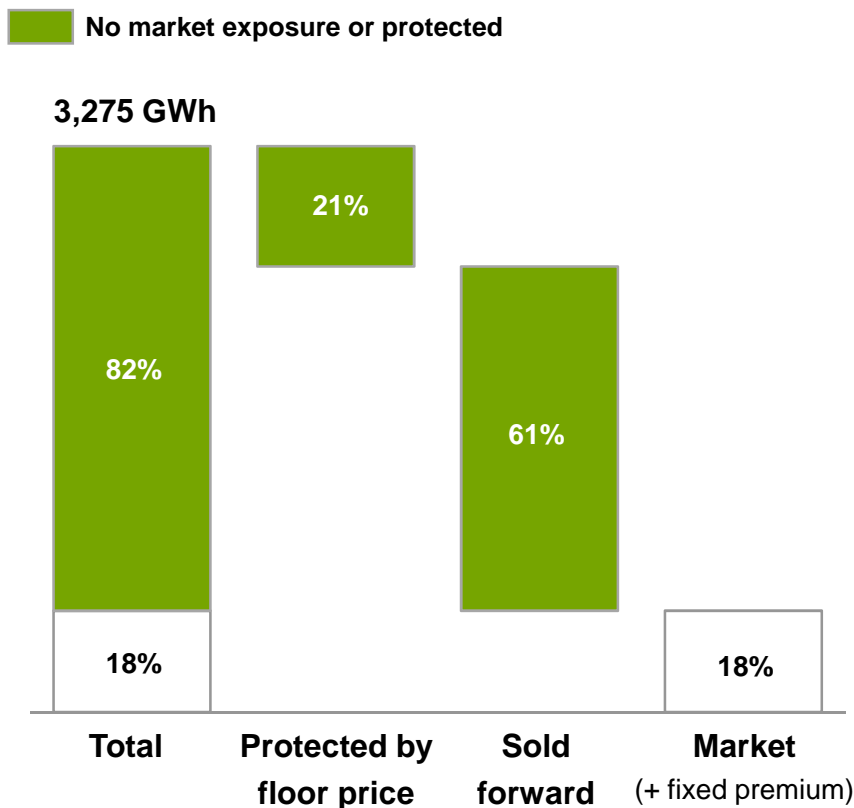


**84% of the 2009 electricity output was sold with no exposure (or limited exposure) to market volatility**

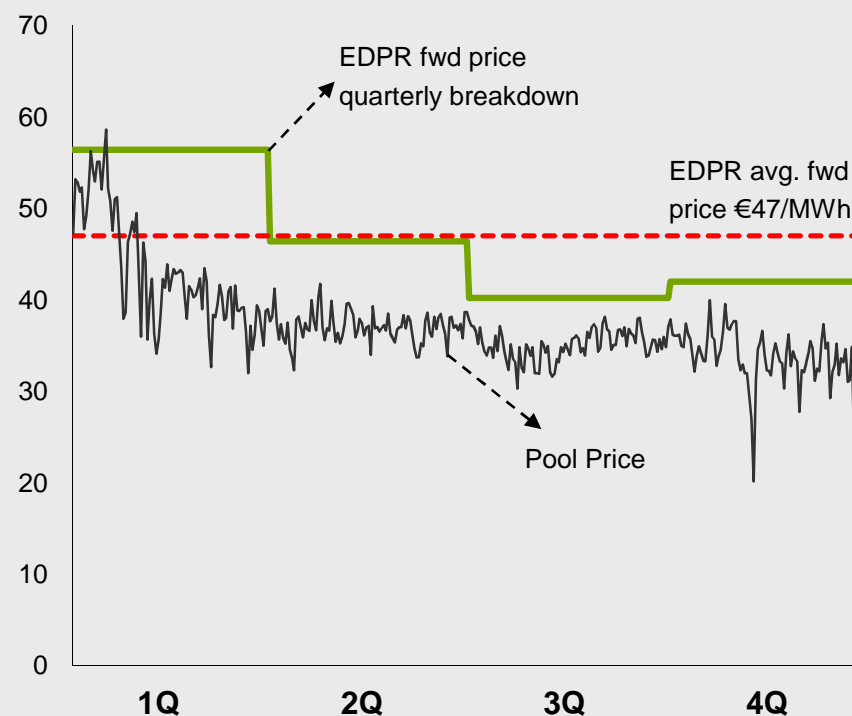
# Pioneer hedging decision in Spain driven by active risk management practice in support of cash-flow stability



2009 Spanish production (%)



2009 Pool price and EDPR hedging (€/MWh)



- The outstanding 4Q load factor resulted in higher volumes leading to a slight increase of market exposure
- **2009 Hedging:** €19m favorable, enabling a 3% positive performance on Spanish electricity sales

# Long-term PPA contracts in the US offsetting the weak merchant prices



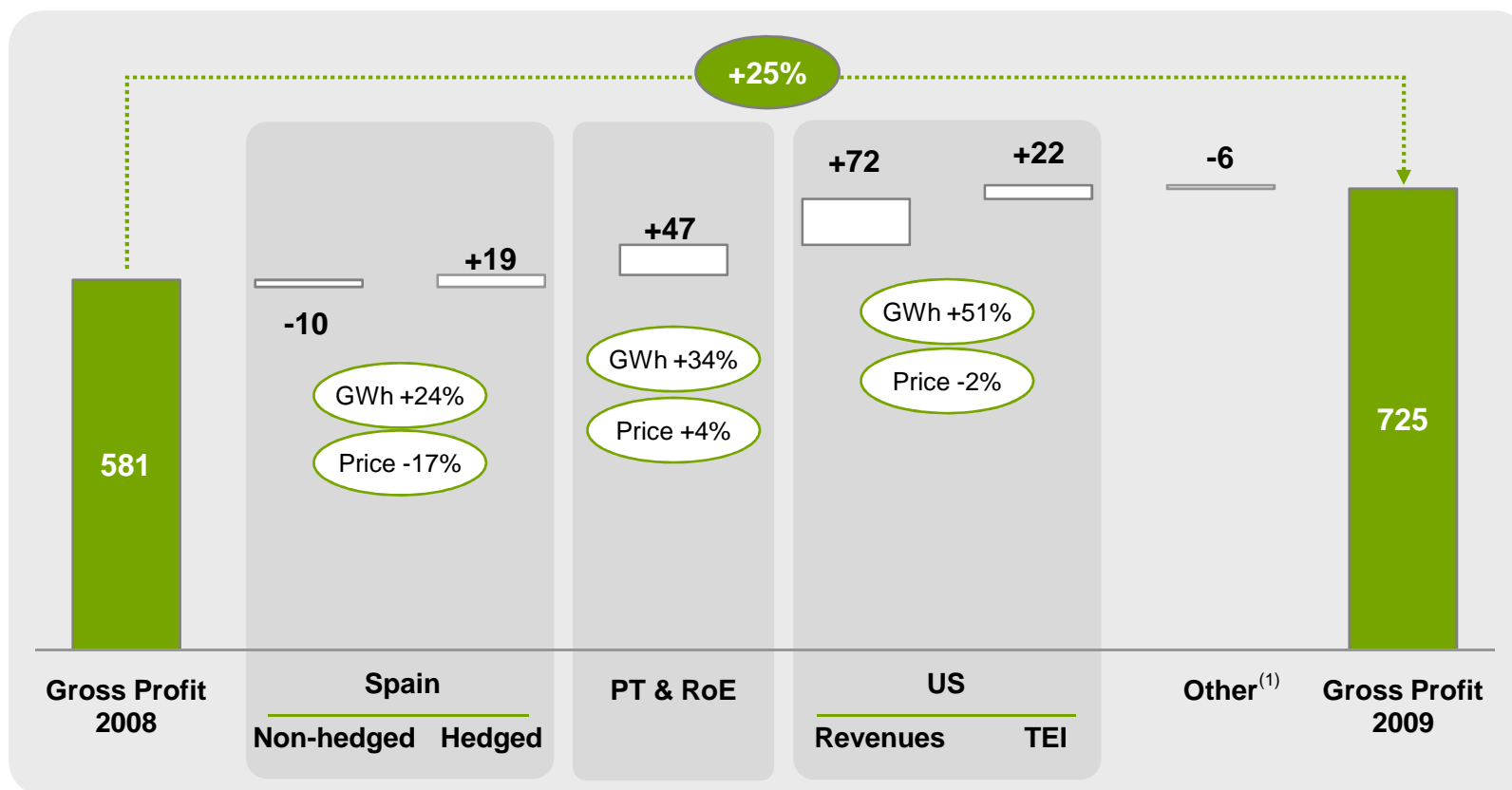
## Production Breakdown in US (%; GWh)



# EDPR's Gross Profit increased by 25% in 2009...



## Gross Profit Evolution (€ million)

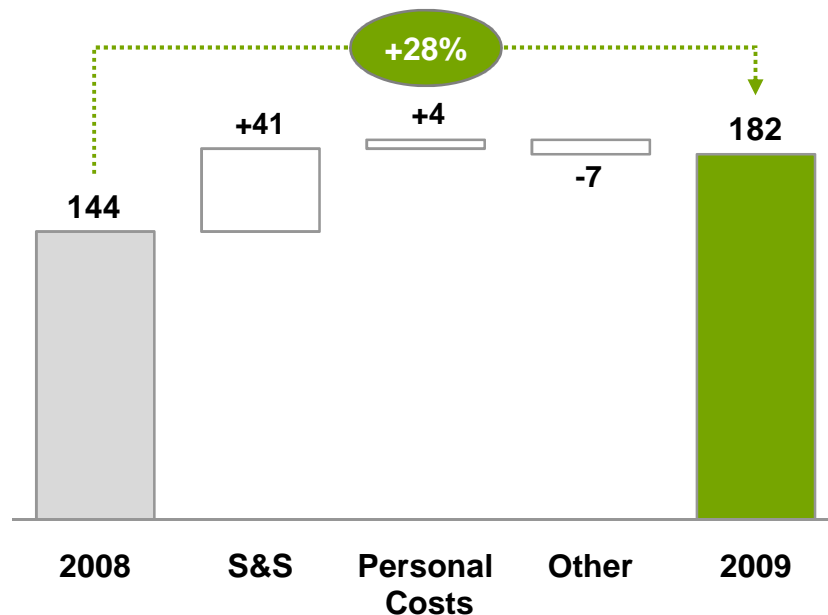


- **US:** figures enhanced by strong increase in output, and higher amount of TEI revenues
- **Portugal & RoE:** solid evolution in production figures and stable regulatory environment
- **Spain:** risk management allowed a gross profit increase in a scenario of sharp fall (-44%) in pool prices

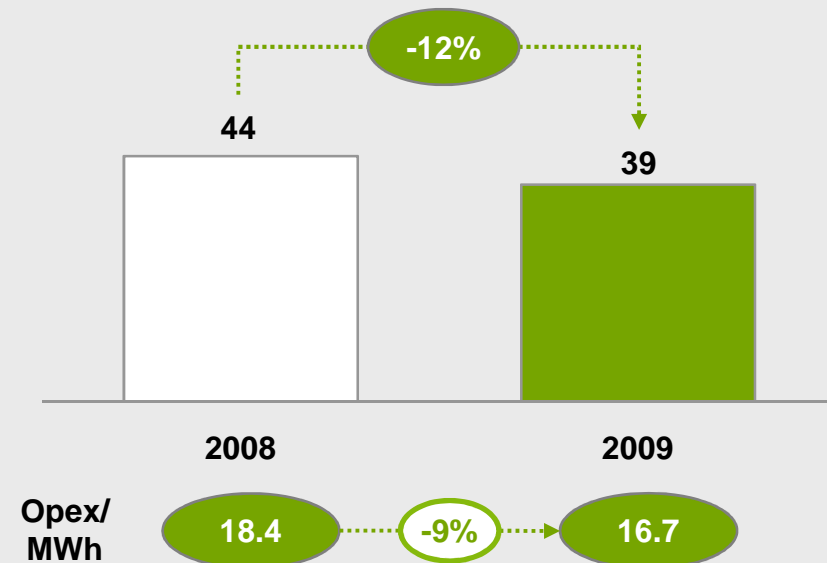
# ...which combined with the maintenance of top efficiency ratios...



Opex breakdown evolution  
(€ million)



Total Opex / average MW (EBITDA)  
(€ thousand)



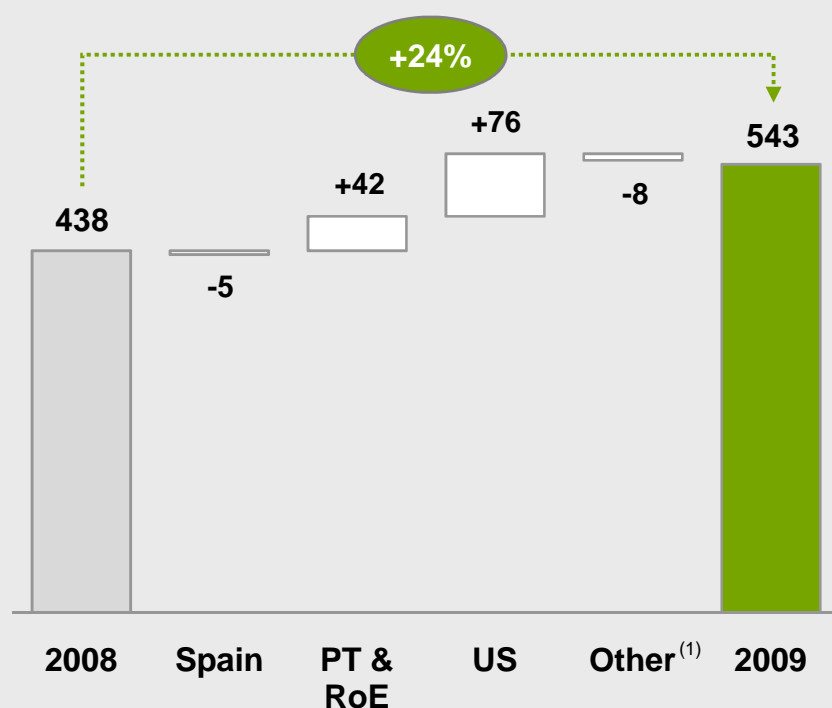
- Supplies and services as the main contributor for opex increase, on the back of a higher capacity
- Continuously achieving sustainable optimization of value creation through the improvement of its efficiency ratios



# ...builds a continuous EBITDA growth of 24%, while maintaining a top tier EBITDA margin



**EBITDA: contribution by region**  
(€ million)



**EBITDA margin: breakdown by region**  
(%)

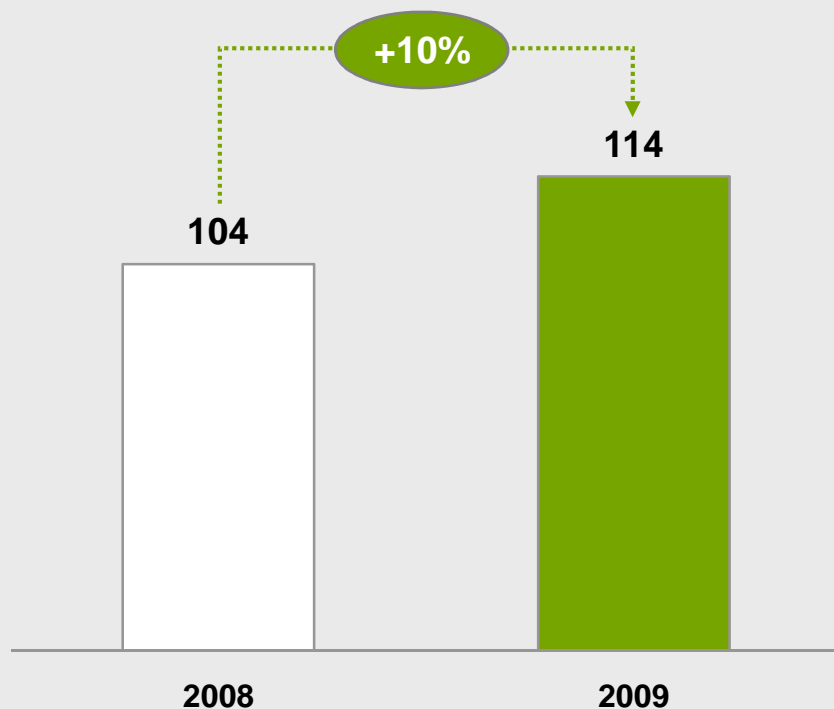
	2008	2009
Spain	87%	82%
Portugal	78%	83%
RoE	64%	69%
US	72%	75%
<b>Total</b>	<b>75%</b>	<b>75%</b>

- On the back of strong gross profit increase and controlled costs, EBITDA was up 24% YoY
- EBITDA margin continues to be top-notch in the sector, with all geographies achieving strong values

# EDPR's Net Profit increased by 10% in 2009

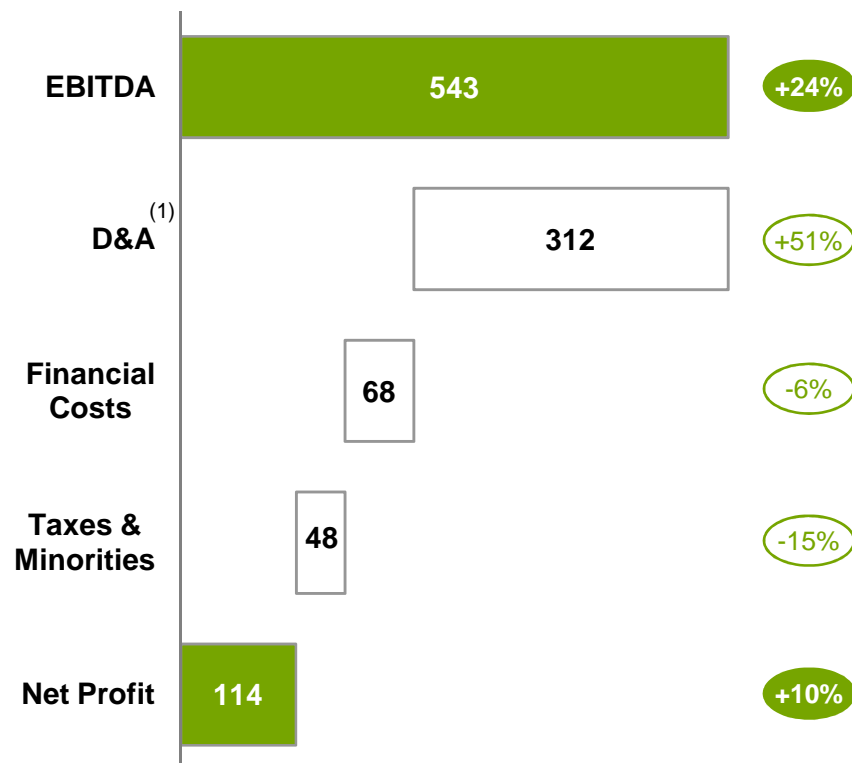


**Net Profit: YoY evolution**  
(€ million)



**EBITDA to Net Profit**  
(€ million)

○ YoY growth

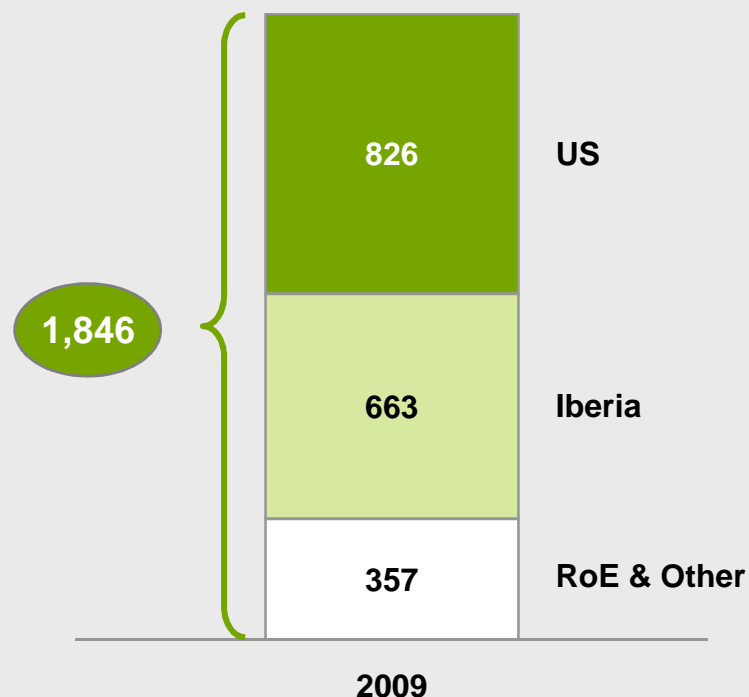


- Net Profit was up by 10% YoY following a 24% EBITDA growth and favourable financial costs and taxes
- D&A reflects the depreciation of new capacity installed in 2009, which will strongly contribute to EBITDA throughout 2010

# Capex in the period amounted to €1.8bn reflecting the execution of growth targets...



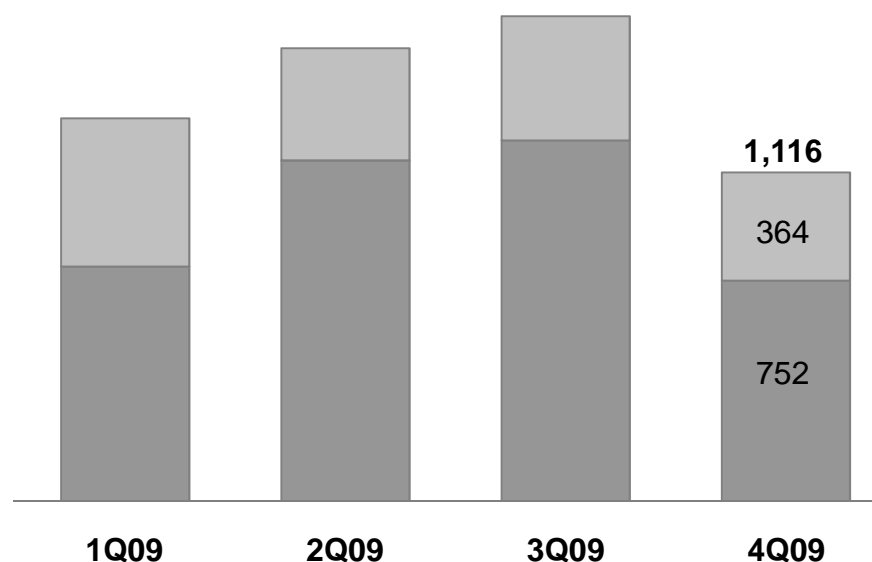
## Capital Expenditures (€ million)



## Work in Progress <sup>(1)</sup>

(€ million, cumulative on Balance Sheet)

■ Turbine deposits and MW under development  
■ MW under construction

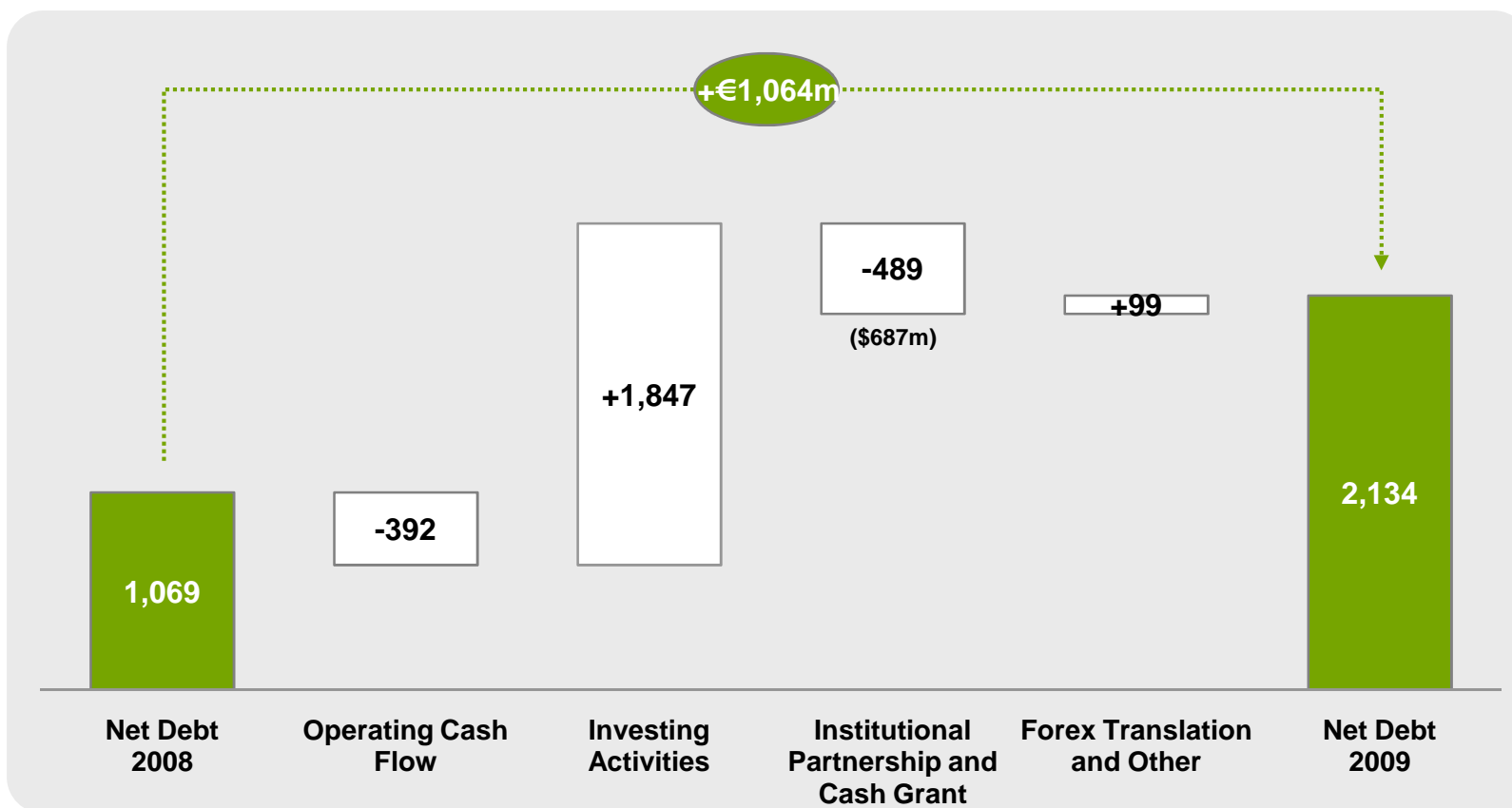


- 55% invested in the EU and 45% in the US, given the 1,175 MW installed in 2009 and the 739 MW under construction
- Work in progress accumulated on balance sheet decreased in the 4Q09 as a result of the strong capacity additions and lower capacity under construction by Dec-09

## ...influencing the increase in Net Debt



### Net Debt Evolution and Cash Flow (€ million)

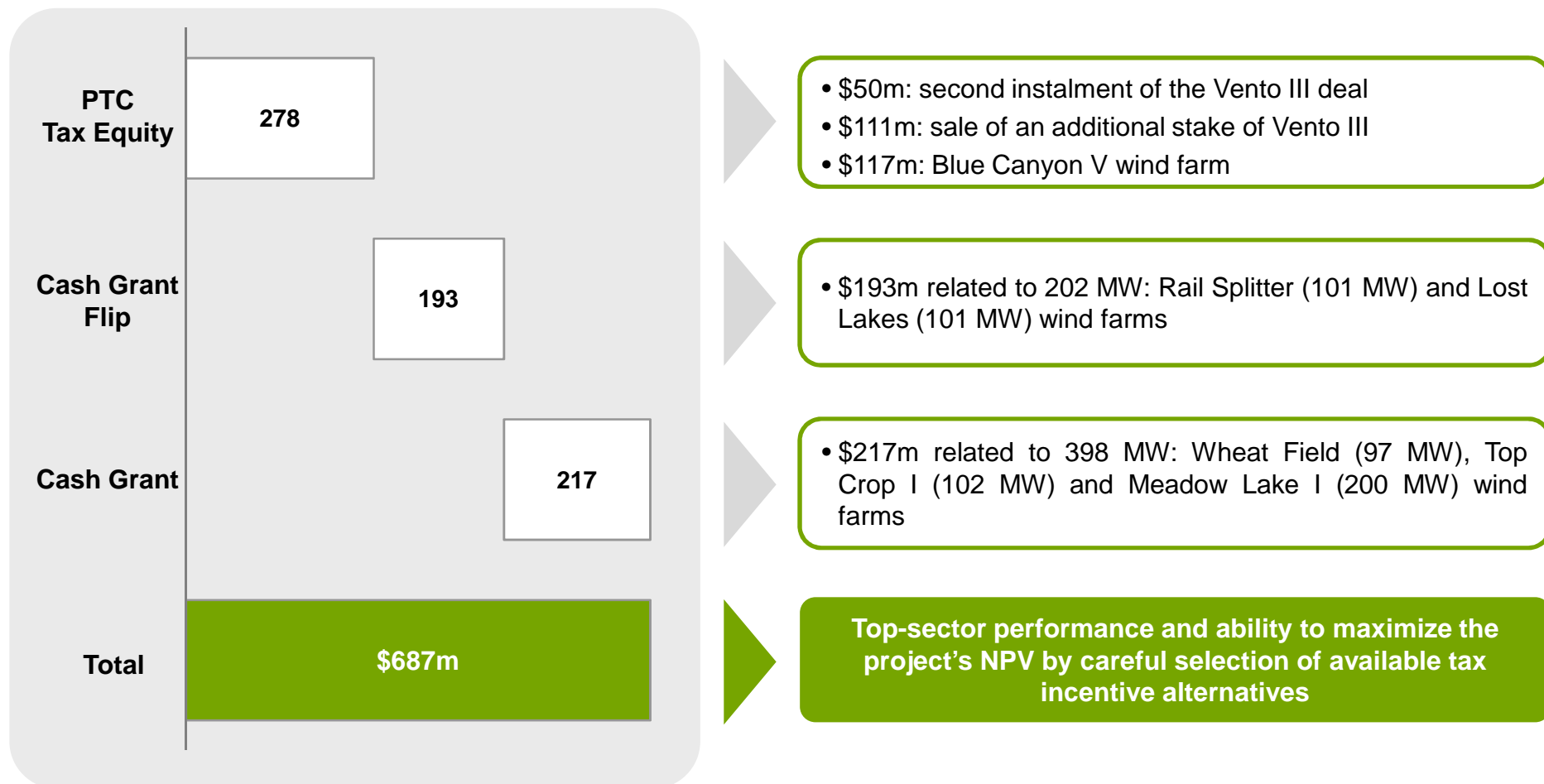


**Strong cash-flow generation and the monetization of US tax credits supported the funding of the investment activities**

# EDPR successfully monetized \$687m of tax incentives in the US to maximize projects' NPV



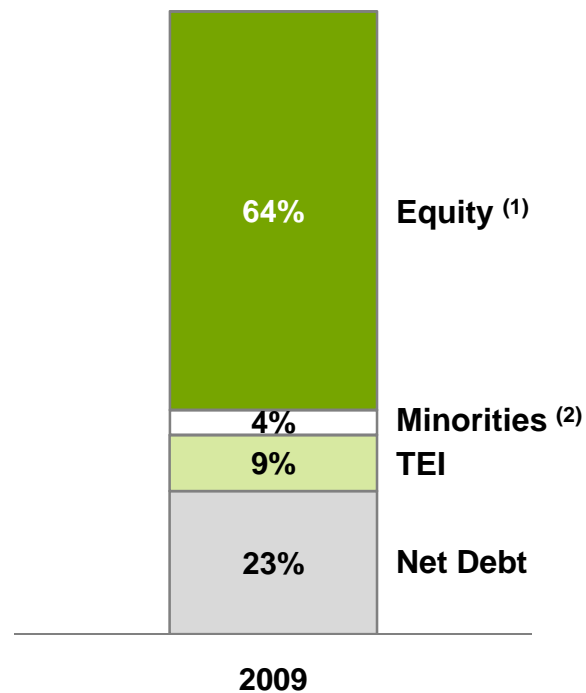
## 2009 US tax incentive monetization breakdown (\$ million)



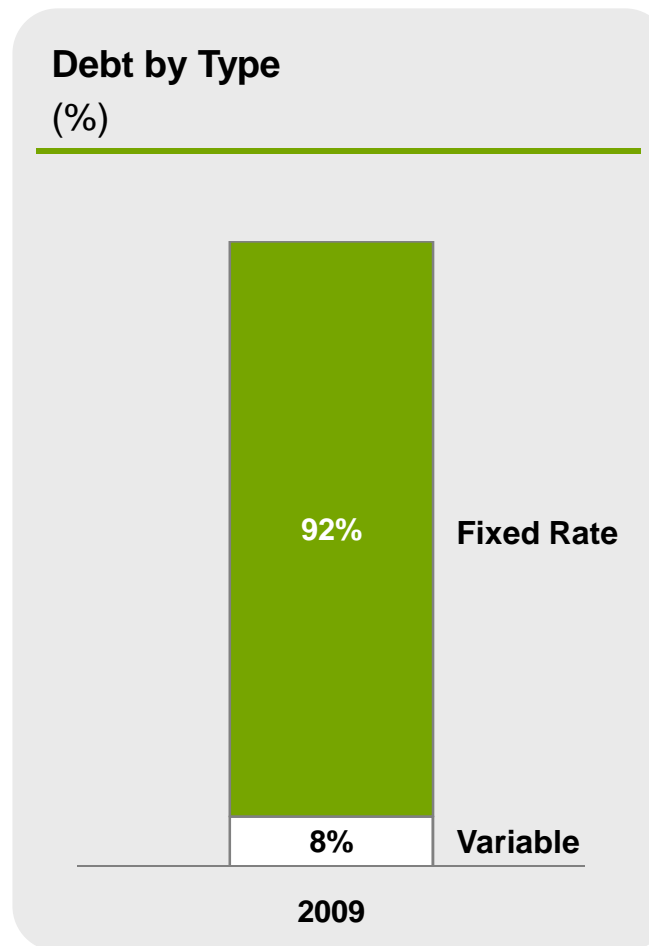
# Balance sheet discipline supporting strong investment program



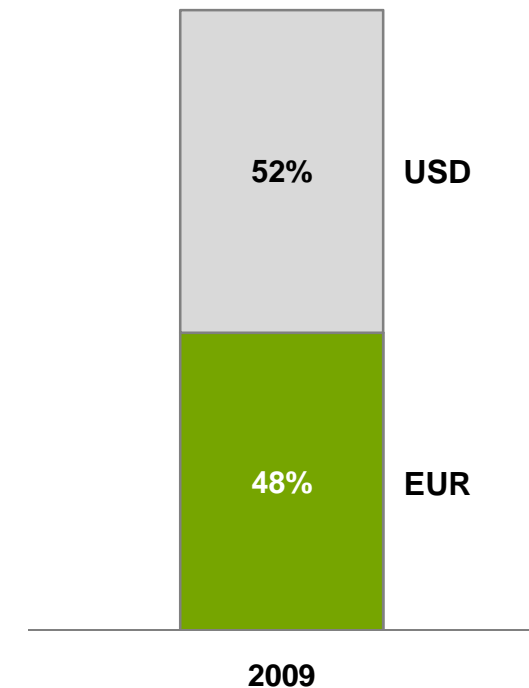
**Enterprise Value  
(%)**



**Debt by Type  
(%)**



**Debt by Currency  
(%)**



- 4.8% avg. cost of debt: 80% debt contracted through shareholders' loans; 20% from financial institutions
- Long-term fixed rates funding strategy to match cash-flow maturity profile and financing costs
- Dollar denominated debt in order to benefit from natural hedge on US investments



## **Business review and 2010 outlook**

# Regulatory support has been key to promote renewables growth in the medium-term



## Visibility on future growth

## Regulatory support



**2020 EU Directive provides solid long-term support**



**Each country adopts different remuneration schemes and targets:**

- Floor tariffs
- Feed-in tariffs
- Green certificate systems



**Regional RPS continue to drive the growth pace, while timing of Federal RES remains uncertain**



**Renewable goals set at state level:**

- 31 states + DC with RPS

**Fiscal incentives:**

- PTC / Cash Grant
- Accelerated depreciation

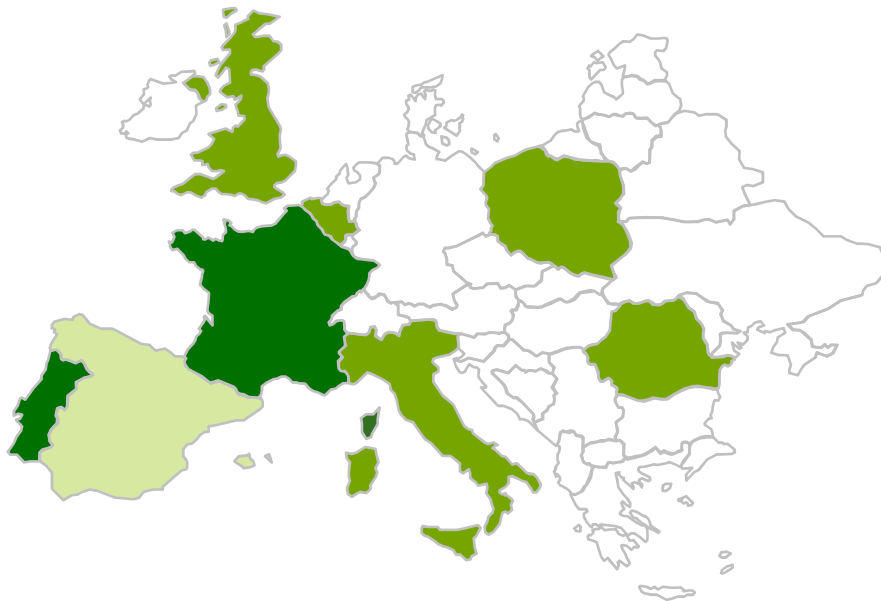


# Europe has been showing regulatory stability and providing visibility on new investments



## Supportive regulatory and remuneration schemes across Europe...

- Floor price
- Feed-in tariff
- Green certificates



## ...and medium-term visibility on new investments profitability

### Spain

- Pre-registry fixed new MWs to build until 2012
- Floor price secures 20y profitability

### Portugal

- MWs granted by tender to build till 2012
- Feed-in tariff secures project profitability

### RoE

- Ambitious targets and renewable quotas
- High demand for green certificates

**Europe is set to deliver sustainable superior growth, strong profitability and secure cash flows**

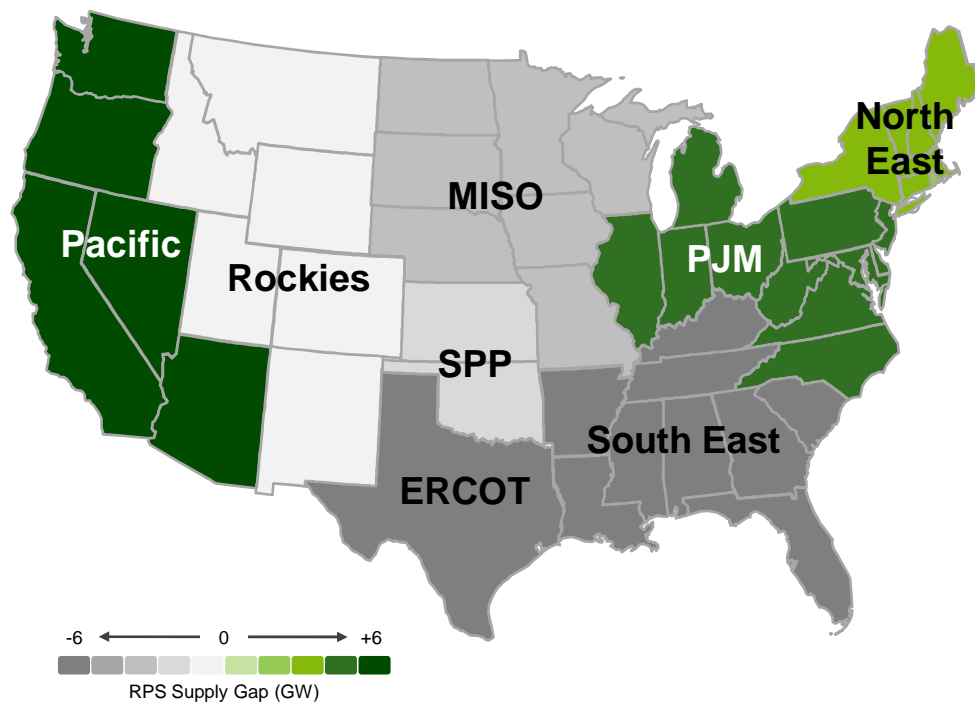
# In the US, the lack of enforceable long-term federal framework led to a challenging PPA market in the 2<sup>nd</sup> half of 2009



Current state RPS supply gaps indicate that the wind business' attractiveness is not homogeneous across the US...

... which together with a weaker electricity market and regulatory uncertainty has been putting pressure on the general PPA market

Current state RPS supply gap through 2012 by region <sup>(1)</sup>



Lower energy prices

Challenges PPA's approval by PUCs (Public Utility Commissions)

Lower electricity demand

Relieves utilities' short-term needs on new PPAs with renewable operators

Uncertainty on the Federal RES

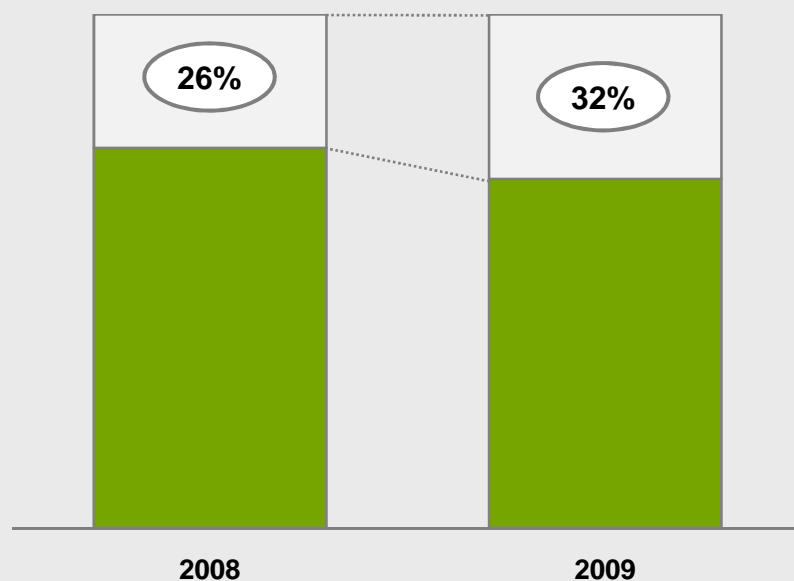
Lack of a homogeneous pressure on utilities to close PPAs or purchase renewable credits

# Due to low PPA activity the merchant exposure has increased among the US wind operators in 2009



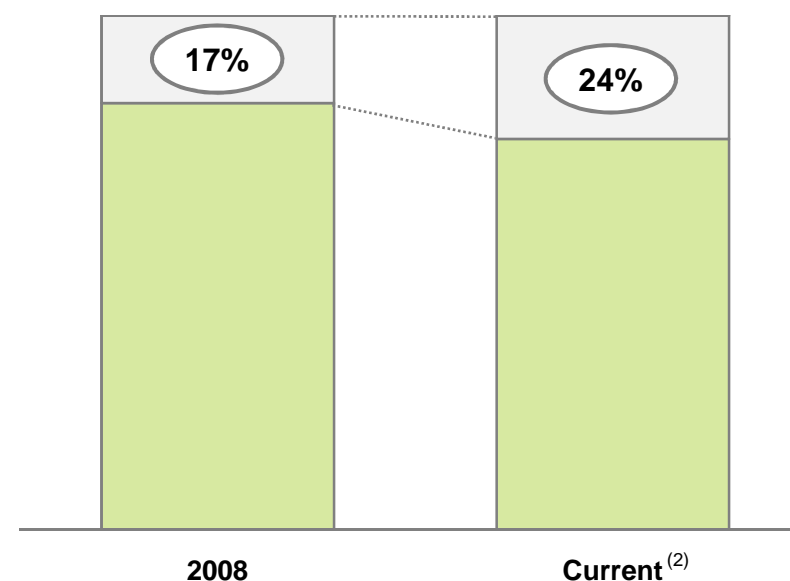
Total US Wind Market's merchant exposure <sup>(1)</sup>  
(MW)

☐ US market merchant MW



EDPR's current merchant capacity in the US  
(MW)

☐ EDPR merchant MW



**EDPR's risk profile remains below US market levels**

# Although merchant exposure is offering strong fundamental value its risk contribution to portfolio needs to be controlled



Each selling structure in the US offers strong fundamental value but different risk profiles...

## Merchant

**Volatile cash flows**

Spot electricity price  
CO<sub>2</sub> cost introduction  
RECs sales

**Higher WACC**

## PPA

**Stable cash flows**

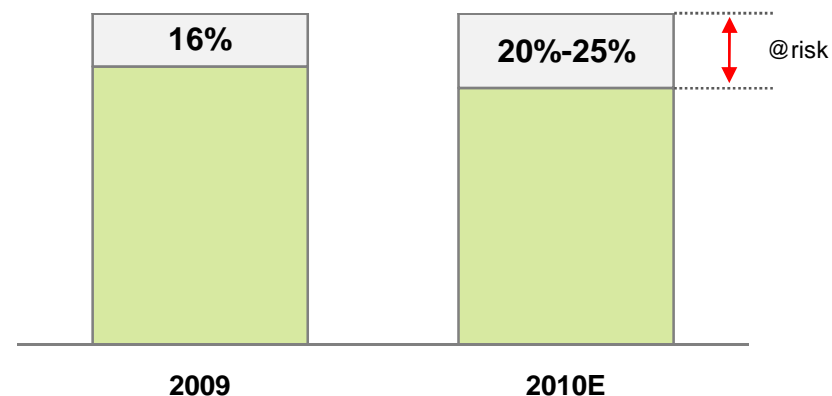
Levelizing forward  
merchant expectations  
and fixing the price

**Lower WACC**

Avg. expected  
IRR / WACC  
EDPR pipeline  
1.2x – 1.4x

...that need to be managed  
at a consolidated level

2010E total consolidated EDPR merchant exposure  
(GWh)

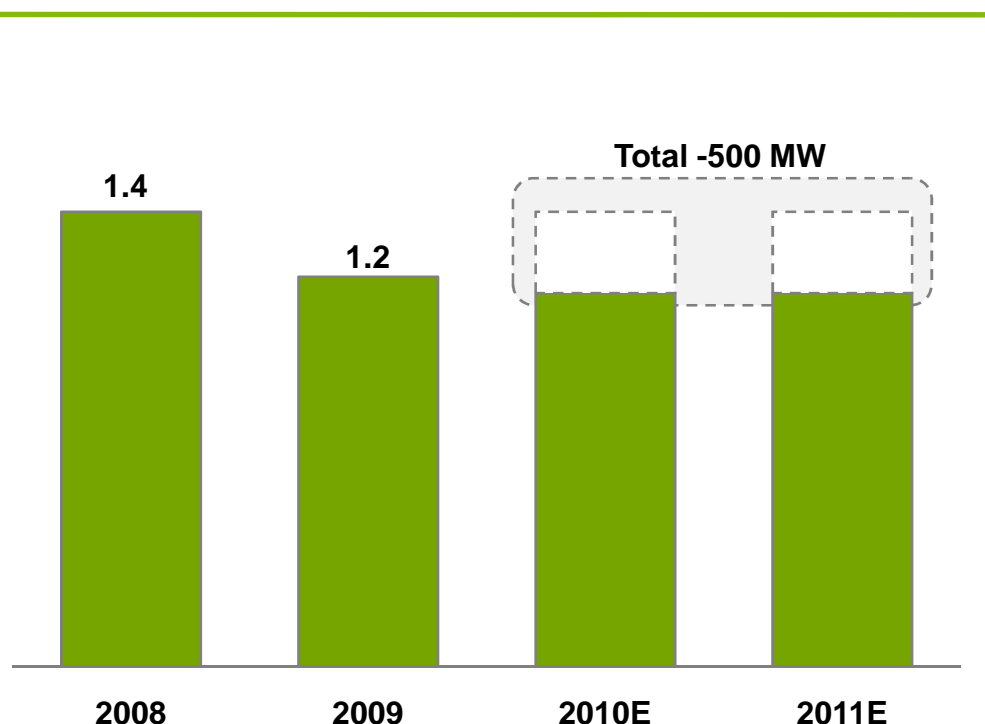


2010<sup>(1)</sup> would be  
close to the limits  
defined by EDPR's  
risk strategy

# EDPR's US growth pace to be adjusted in order to maintain the low risk strategic pillar



EDPR's annual capacity additions  
(Gross GW<sup>(1)</sup>)



EDPR to adjust its annual growth pace and reduce up to 500 MW in 2010-2011 build-out capacity depending on:

- Improvement of the PPA market
- A new Energy Bill with effective renewable targets

Adjusting growth to current business environment but maintaining optionalities to recover stronger pace

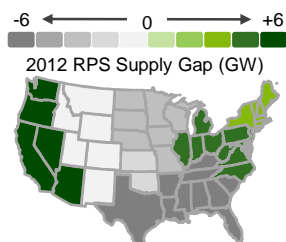
# 2010-2011: focusing the project development and growth targets on markets that offer favorable PPA prospects



**EDPR's short term pipeline in the US**  
(expected ready-to-build projects for 2010-2012)

Region	Weight %	Type of market	PPA demand level
Pacific	10%	Bilateral	Very strong RPS in California: 20% in 2010
PJM	58%	Liquid / Pool	Several visible RfPs launched by utilities
North East	12%	Liquid / Bilateral	RPS's drive demand for bilateral agreements
SPP	18%	Bilateral	Specific opportunities through RfPs
MISO	3%	Liquid / Pool	Possibility to sell to other markets

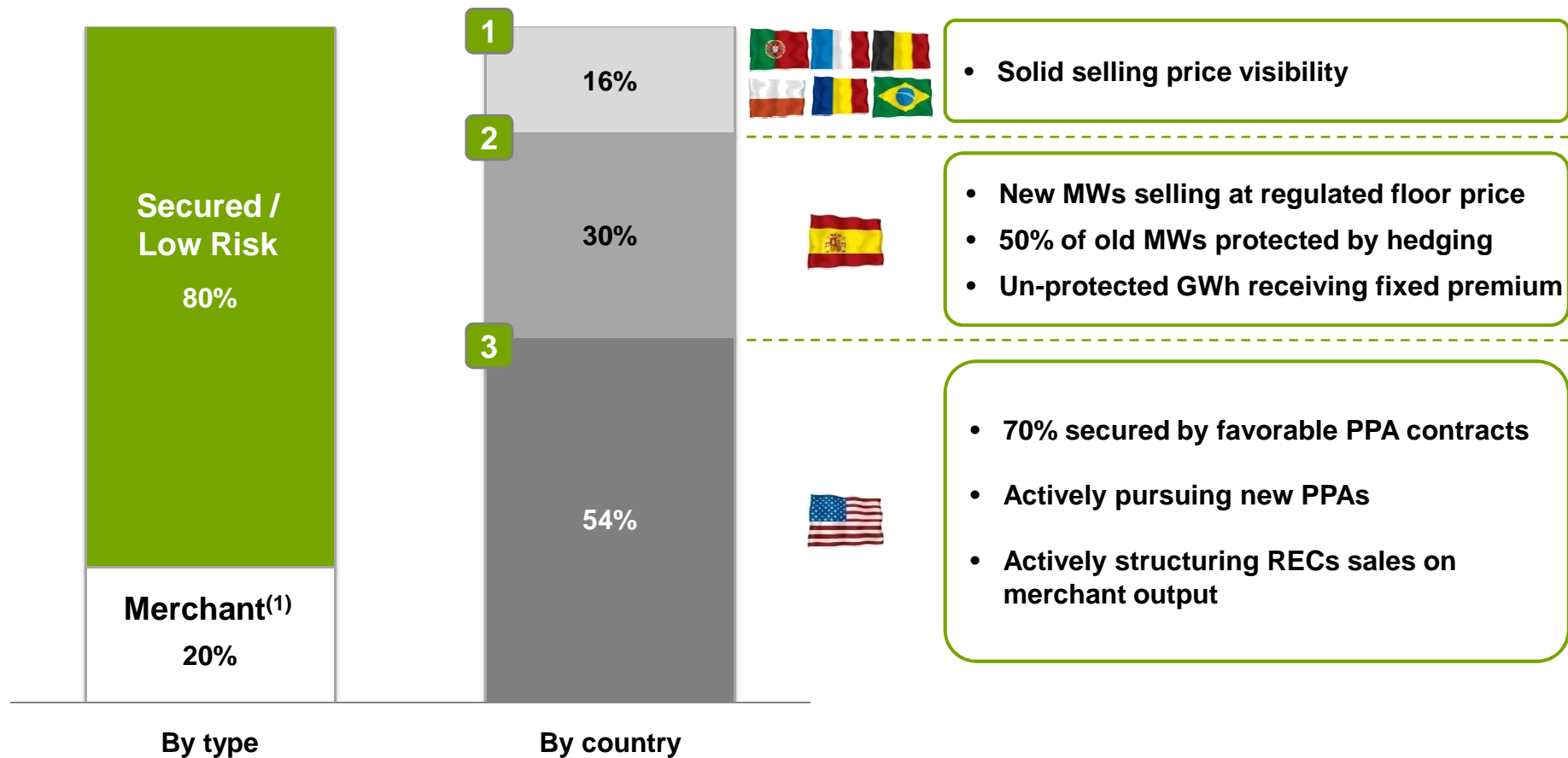
- Diversified short-term pipeline, largely covering more than 2x current needs
- Focused in regions and markets where PPA demand exists
- Investment criteria to prioritize projects with a negotiated PPA



# Under an adjusted growth pace EDPR will keep its risk profile within defined limits in 2010



## 2010 EDPR's expected production breakdown (GWh weighted by revenue source)



# 1 Strong visibility on Portugal and Rest of Europe countries' selling price

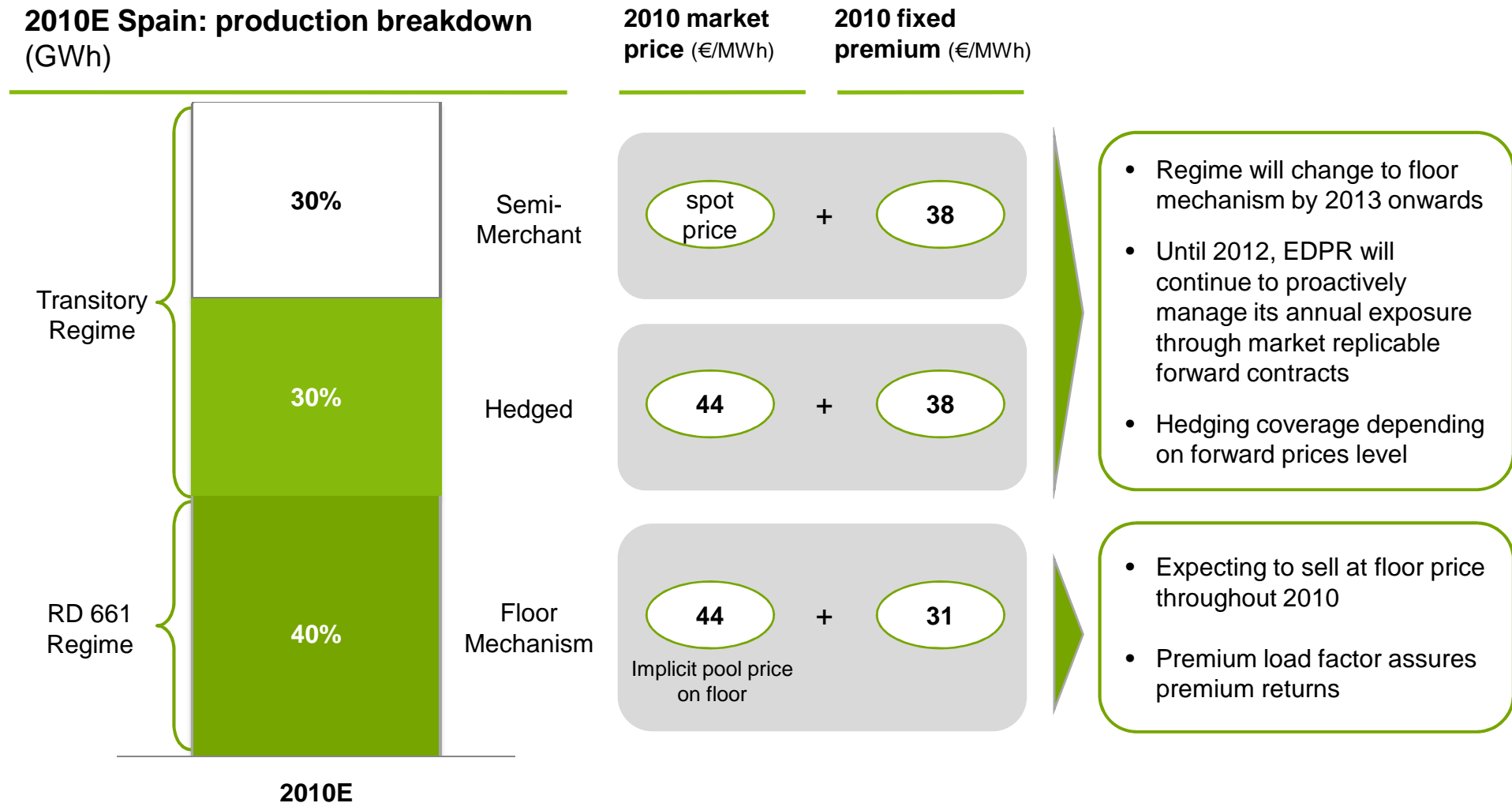


2010E production (% of GWh)	Country and remuneration schemes		2009 Price (€/MWh)
	Portugal	<ul style="list-style-type: none"> <li>Feed-in tariff, adjusted to inflation and operating hours</li> </ul>	95
	France	<ul style="list-style-type: none"> <li>Feed-in tariff, adjusted to inflation type index and operating hours</li> </ul>	87
	Poland	<ul style="list-style-type: none"> <li>15 year PPA on green certificates</li> </ul>	98 <sup>(1)</sup>
	Belgium	<ul style="list-style-type: none"> <li>Power Purchase Agreement</li> </ul>	103
	Romania	<ul style="list-style-type: none"> <li>2x green certificates with cap and floor, and indexed to Euro</li> </ul>	134 <sup>(1)</sup>

**Countries with solid regulatory support, providing revenue stability and secured returns**



## 2 Proactive hedging and regulatory floor price protect most of Spanish revenues

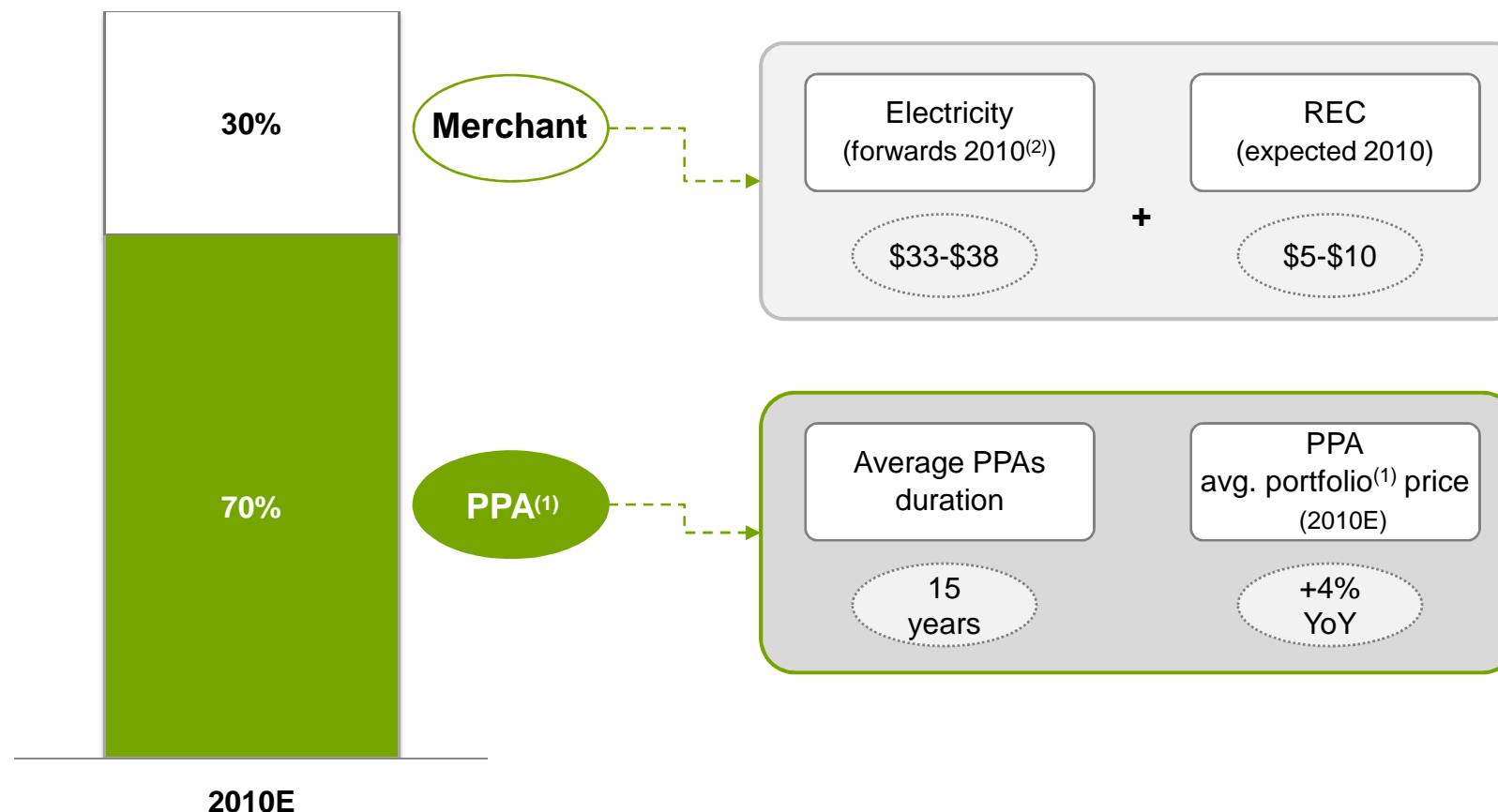


Spanish remuneration scheme offers a secured profitability with low risk for the 20 year asset life

### 3 Favorable PPA contracts will continue to support revenue stability in the US and offset the weaker merchant prices

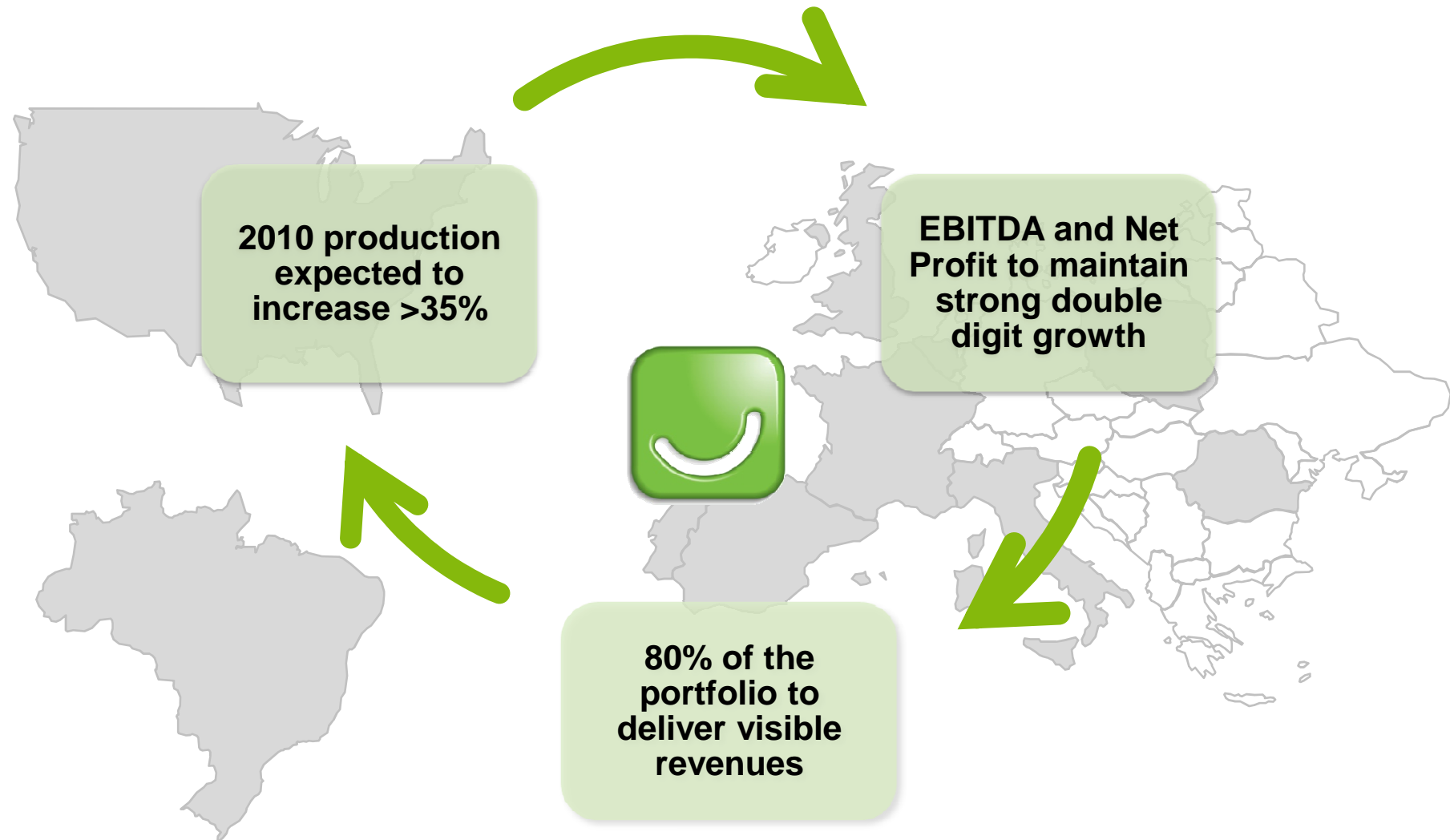


2010E US: production breakdown  
(GWh)



EDPR to continue to secure the strong fundamental value of the US market

# EDPR: a solid business model...

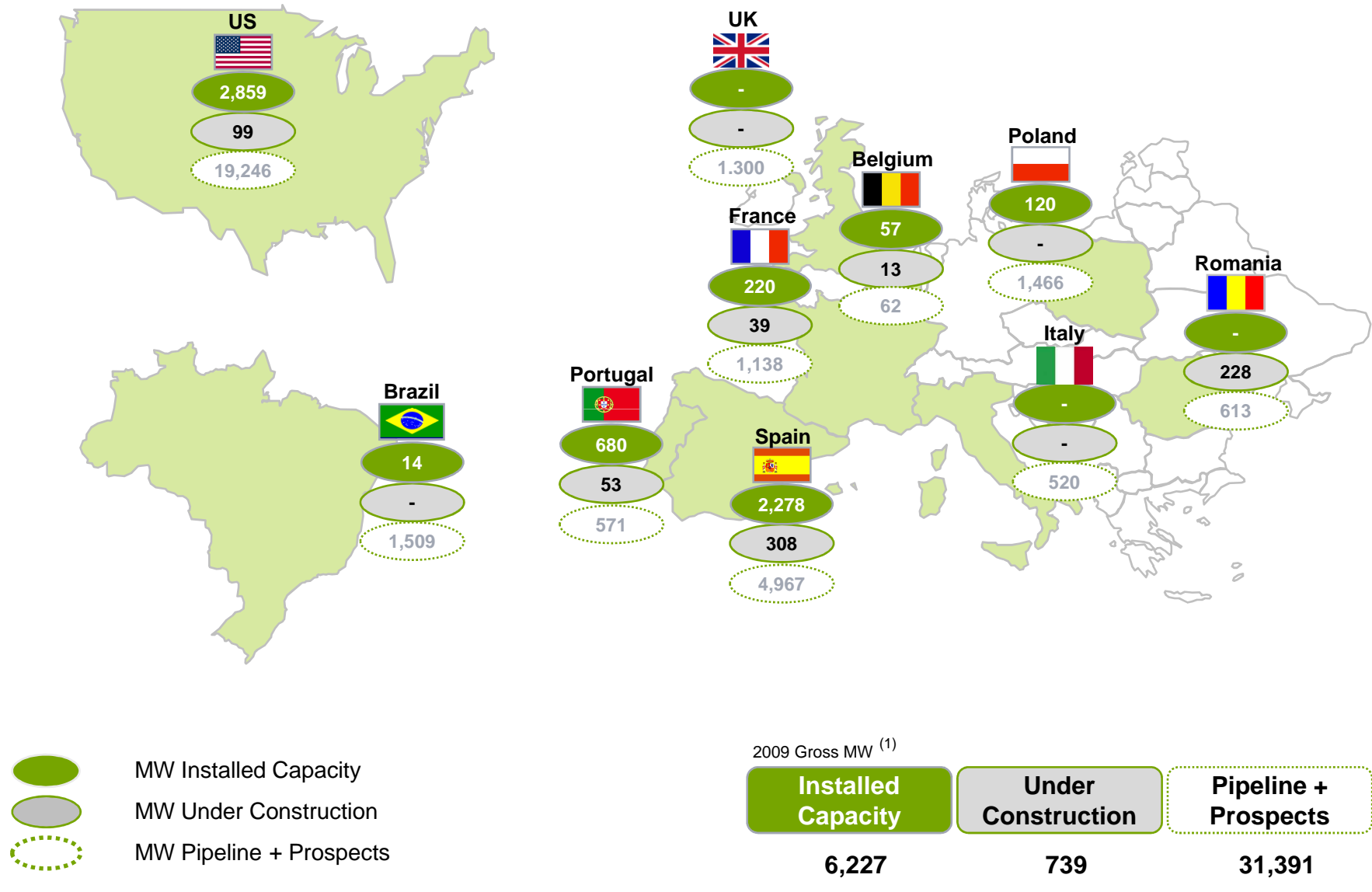


...to deliver premium performances in challenging environments



**Annex**

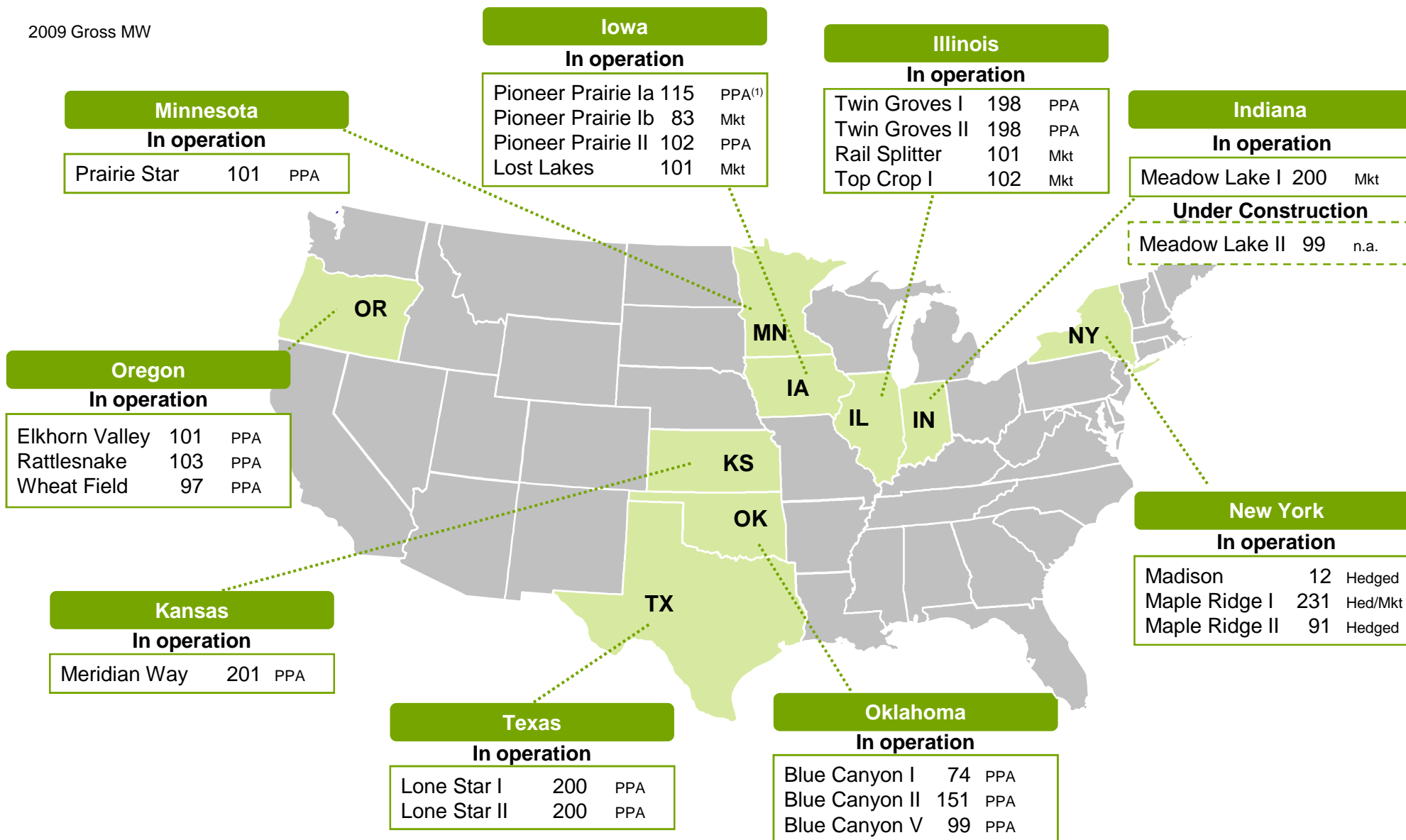
# EDPR: a pure wind player with a quality asset base



# US: EDP Renováveis footprint



2009 Gross MW



Note: (1) Pioneer Prairie I PPA for 115 MW with TVA to start in September 2010

# EDPR: 2009 Installed Capacity



2009	Installed Capacity (MW)		
	Gross (100%)	EBITDA Consolidation	Net (% Held)
<b>Spain</b>	<b>2.278</b>	<b>1.861</b>	<b>1.787</b>
under Transitory Regime	1,414	1,091	1,064
under RD 661/2007	864	770	723
<b>Portugal</b>	<b>680</b>	<b>595</b>	<b>660</b>
under old remuneration	595	595	575
under new remuneration	85	-	85
<b>France</b>	<b>220</b>	<b>220</b>	<b>220</b>
under old remuneration	9	9	9
under new remuneration	211	211	211
<b>Belgium</b>	<b>57</b>	<b>57</b>	<b>40</b>
PPA	57	57	40
<b>Poland</b>	<b>120</b>	<b>120</b>	<b>112</b>
PPA	120	120	112
<b>TOTAL EUROPE</b>	<b>3,355</b>	<b>2,853</b>	<b>2,819</b>
<b>US</b>			
PPA	1,825	1,750	1,769
Hedged	264	138	138
Merchant	770	735	735
<b>TOTAL US</b>	<b>2,859</b>	<b>2,624</b>	<b>2,642</b>
<b>Brazil</b>			
PPA	14	14	8
<b>TOTAL BRAZIL</b>	<b>14</b>	<b>14</b>	<b>8</b>
<b>EDP RENOVÁVEIS</b>	<b>6,227</b>	<b>5,491</b>	<b>5,469</b>

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**Roadshow Switzerland: March 2<sup>nd</sup>**

**Roadshow Benelux: March 3<sup>rd</sup>**

**Roadshow Paris: March 4<sup>th</sup>**

**EEl Conference, London: March 15<sup>th</sup>-17<sup>th</sup>**

**Jefferies Clean Tech Conference, NYC: March 16<sup>th</sup>-17<sup>th</sup>**

**Citi West Coast Symposium, S. Francisco: March 18<sup>th</sup>-19<sup>th</sup>**

**Santander Seminar, Lisbon: March 25<sup>th</sup>**

