



## 2019 RESULTS

*Lisbon, February 21<sup>st</sup> 2020*

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# Results Analysis

# 2019 Key Highlights



|                      | Previous Guidance<br>(as of Oct-19) | 4Q19 Highlights                                                                                                                                                                                                                                                                                          | 2019 Figures                                                                                                                   |
|----------------------|-------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------|
| EBITDA               | ~€3.6 Bn                            | <ul style="list-style-type: none"> <li>• <b>Hydro volumes Portugal</b> +56% vs. historical avg.</li> <li>• Good results in <b>energy management in Iberia</b></li> <li>• Gain in <b>asset rotation in Brazil</b> (cashed-in Feb-20)</li> <li>• Continuing growth in <b>networks in Brazil</b></li> </ul> | <b>€3,706 Mn</b> <br>(+12% YoY)             |
| Recurring Net Profit | ~€0.8 Bn                            | <ul style="list-style-type: none"> <li>• <b>Interest costs</b> started downwards trend in 4Q19</li> </ul>                                                                                                                                                                                                | <b>€854 Mn</b> <br>(+7% YoY)                |
| Net debt / EBITDA    | YoY Deleverage                      | <ul style="list-style-type: none"> <li>• <b>Net debt Dec-19:</b> €13.8 Bn, +3% YoY</li> </ul>                                                                                                                                                                                                            | <b>3.6x</b> <br>(vs. <b>4.0x</b> in Dec-18) |
| Dividend             | € 0.19/share<br>Dividend floor      |                                                                                                                                                                                                                                                                                                          | <b>€0.19 / share</b> <br>(81% payout)     |

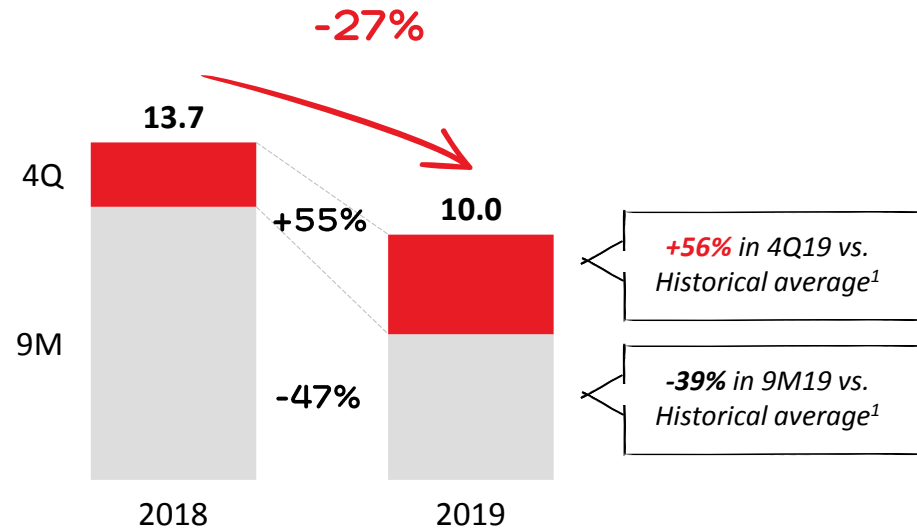
Sound 4Q19 performance supported delivery of 2019 Financial targets

# Hydro production in Iberia -3.7 TWh YoY, despite strong recovery in the 4Q, while wind resources improved YoY to just 3% below average



## EDP Hydro production in Iberia

TWh



Hydro resources  
vs. LT Avg.<sup>1</sup>

+5%

-19% ↓

Hydro reservoir  
YE (TWh)

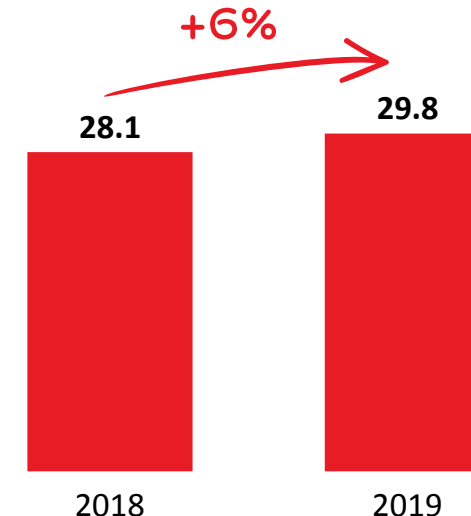
1.5

2.4 ↑

0.4 TWh above  
historical average

## EDP Wind production

TWh



Wind resources  
vs. LT Avg. (P50)

-6%

-3%

Avg. Load factor

30%

32%

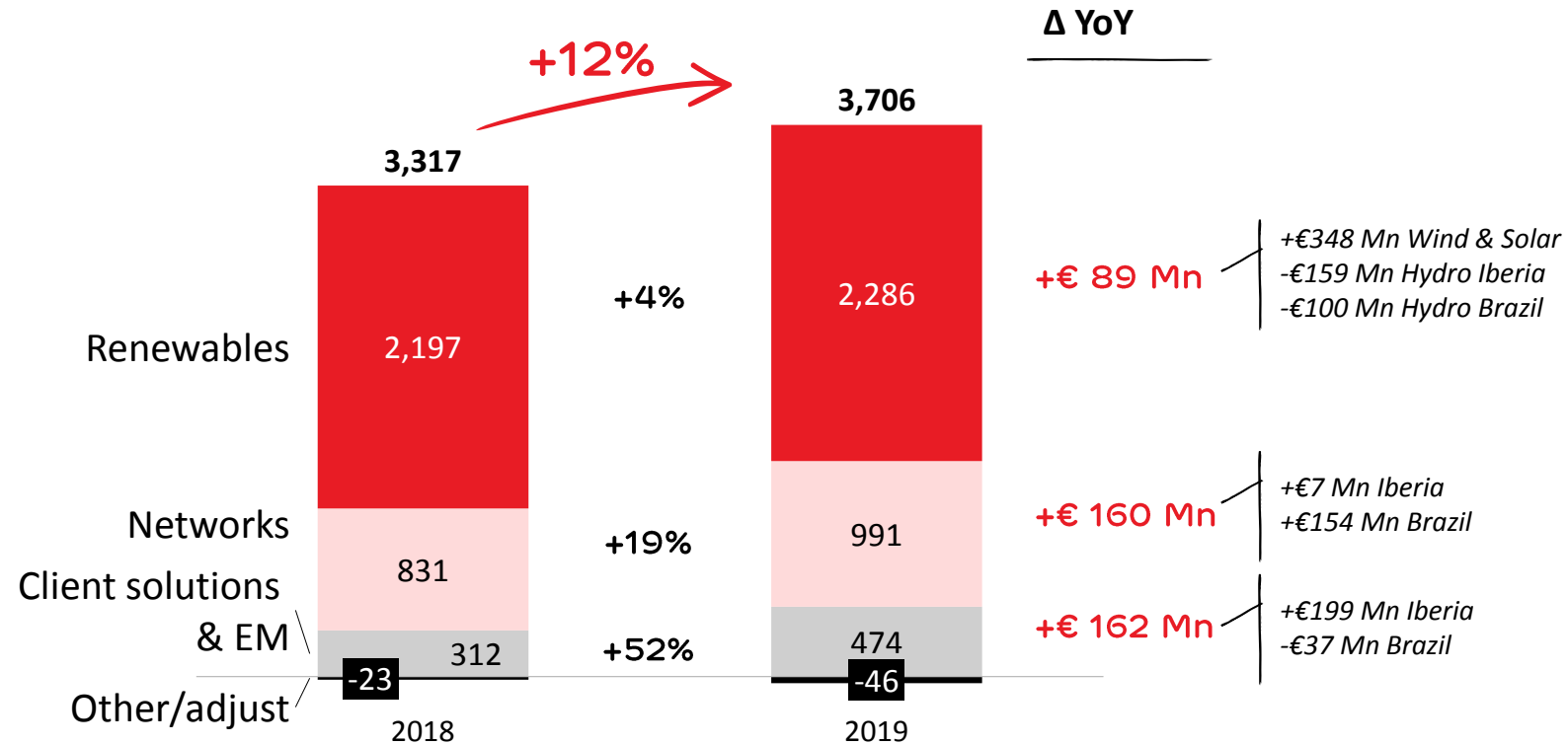
1) Hydro resources reference from Portugal only

# EBITDA +12%, with solid growth contributions from the three business platforms



## EBITDA 2019

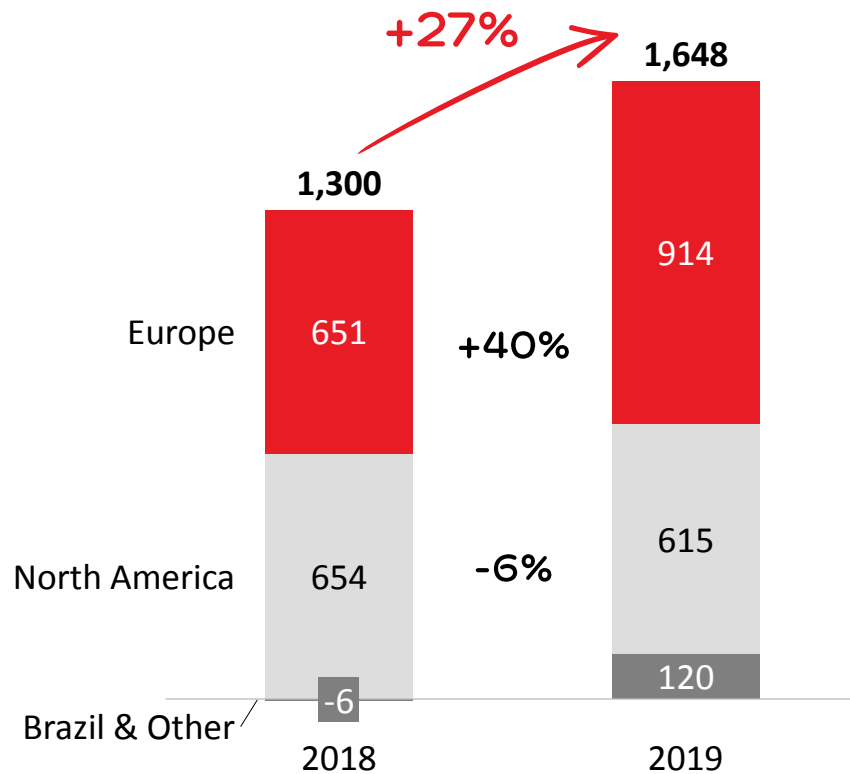
€ Mn; YoY growth, %



# Wind & Solar EBITDA +27%, impacted by higher generation, avg selling price and asset rotation gains in Europe and Brazil



EBITDA – Wind & Solar  
€ Mn; YoY growth, %



|                                           | 2018 | 2019 | YoY   |   |
|-------------------------------------------|------|------|-------|---|
| Avg. Installed Capacity <sup>1</sup> , GW | 10.8 | 10.9 | +1%   | ↑ |
| Production vs. LT Avg. (P50), %           | -6%  | -3%  | +3 pp | ↑ |
| Electricity Production, TWh               | 28.4 | 30.0 | +6%   | ↑ |
| Avg. selling price, €/MWh                 | 53.7 | 54.7 | +2%   | ↑ |
| Asset Rotation Gains, € Mn                | 109  | 313  | -     | ↑ |

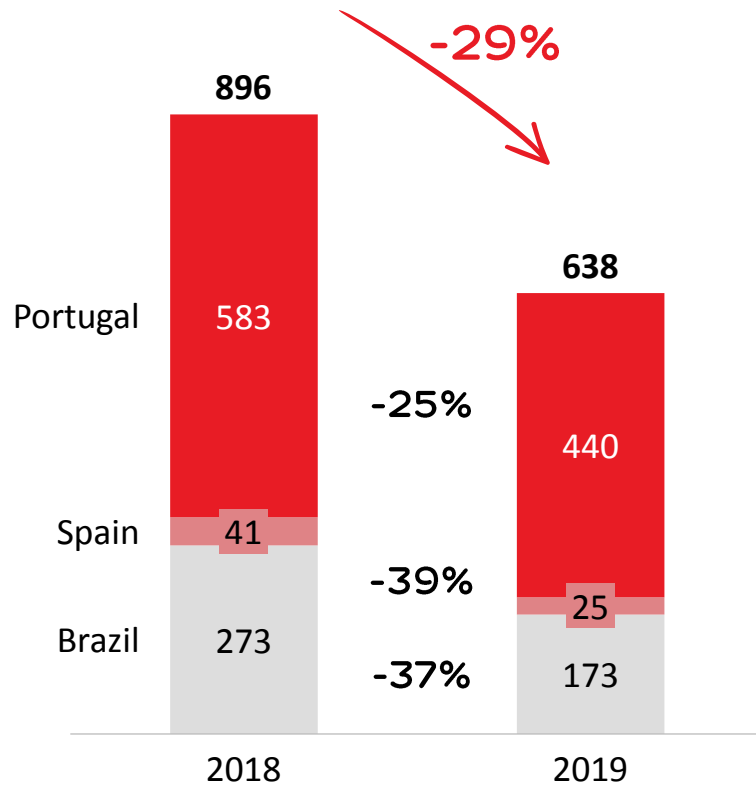
1) Considers capacity at EBITDA level

# EBITDA from Hydro down by 29%, despite recovery in 4Q19, with lower volumes and prices partially mitigated by hedging



## EBITDA – Hydro

€ Mn; YoY growth, %



|                                        | 2018 | 2019 | YoY  |   |
|----------------------------------------|------|------|------|---|
| Hydro Production, TWh                  | 13.7 | 10.0 | -27% | ↓ |
| Avg selling price <sup>1</sup> , €/MWh | 62   | 54   | -14% | ↓ |



|                               | 2018 | 2019 | YoY |   |
|-------------------------------|------|------|-----|---|
| Physical Guarantee, TWh       | 7.3  | 6.7  | -8% | ↓ |
| Avg selling price, \$/MWh     | 186  | 170  | -9% | ↓ |
| Gain on mini-hydro sale, € Mn | 82   | -    | -   |   |

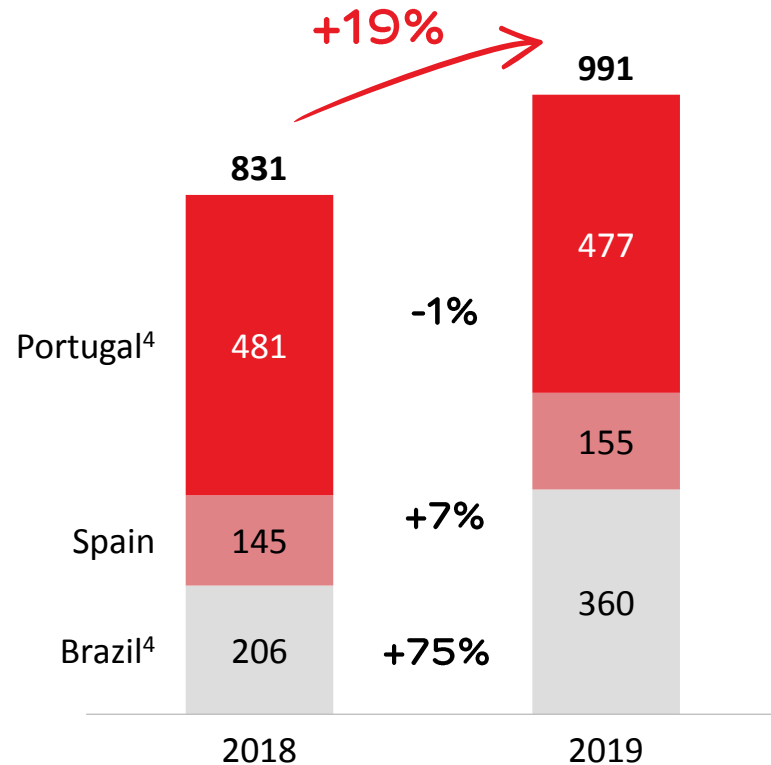
1) Does not consider results from hedging



# Regulated Networks EBITDA +19%, mainly driven by Brazil growth in distribution and transmission



EBITDA – Networks  
€ Mn; YoY growth, %



|                                                                                     |       |       |        |   |
|-------------------------------------------------------------------------------------|-------|-------|--------|---|
|  | 2018  | 2019  | YoY    |   |
| Return on RAB Portugal <sup>1</sup> , %                                             | 5.42% | 5.13% | -28 bp | ↓ |
| Return on RAB Spain, %                                                              | 6.50% | 6.50% | -      | → |
| RAB Iberia, €Mn                                                                     | 3,946 | 3,924 | -1%    | ↓ |
| Opex Iberia <sup>2</sup> , €Mn                                                      | 404   | 389   | -4%    | ↑ |
|                                                                                     |       |       |        |   |
|  | 2018  | 2019  | YoY    |   |
| RAB distribution <sup>3</sup> , € Mn                                                | 984   | 1,131 | +15%   | ↑ |
| Transmission EBITDA, € Mn                                                           | 7     | 51    | -      | ↑ |
| Electricity distributed, TWh                                                        | 25.0  | 25.6  | +2%    | ↑ |

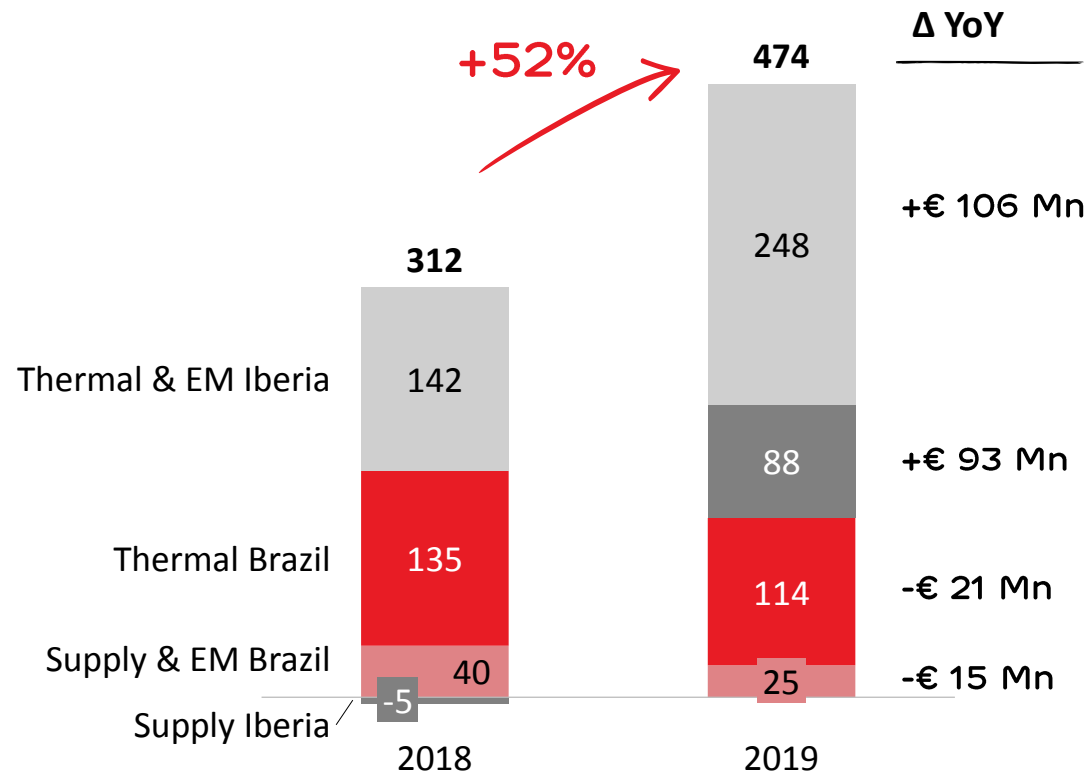
1) RoRAB of HV/MV | 2) Excludes IFRS16 impact of €6 Mn | 3) Accounting RAB as of Dec-19 | 4) The overall impact of one-off on EBITDA growth was immaterial: (i) in 2019, €28 Mn provision for the amounts to return to the tariff, €31 Mn gain related with a change in future liabilities arising from a change in health care services supplier and restructuring costs (€12 Mn) mainly in Portugal; (ii) In 2018, restructuring costs (€17 Mn)

# Client Solutions & Energy Management EBITDA +52%, benefiting from hedging results and normalization of supply margins in Iberia



## EBITDA – Client Solutions & Energy Management

€ Mn; YoY growth, %



- ↑ Better results from **energy management and forward hedging in energy markets**, mostly in 4Q
- ↓ **Coal production -49% YoY** (18% avg load factor in 4Q19)
- ↑ **Normalization of supply margins in Iberia**, following a particularly adverse 2018
- ↑ **# of clients complains in supply: -23% YoY**



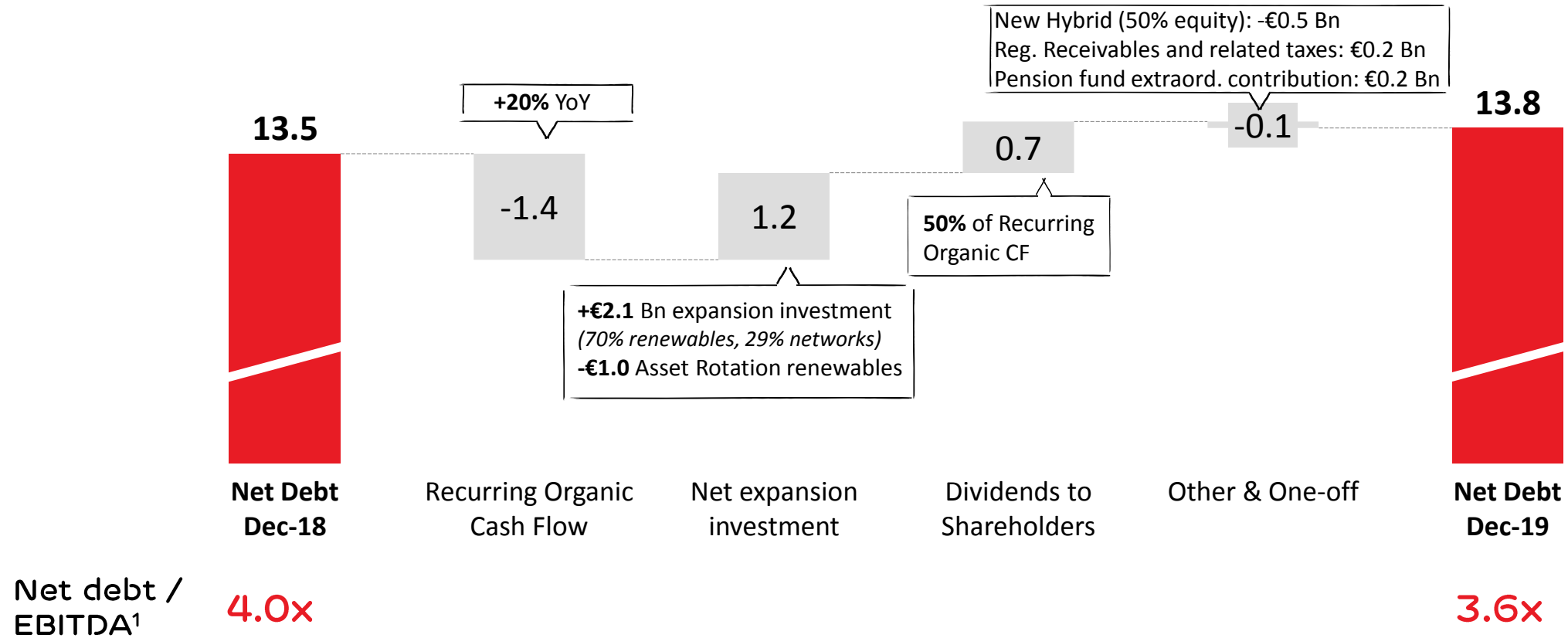
|                           | 2018 | 2019 | YoY    |   |
|---------------------------|------|------|--------|---|
| Thermal availability, %   | 80%  | 95%  | +15 pp | ↑ |
| ADOMP <sup>1</sup> , € Mn | 25   | 0    | -      | ↓ |
| Supply volumes, TWh       | 18.1 | 14.1 | -22%   | ↓ |

1) One-off revenues from the downwards revision of the regulatory level of the availability factor. This amount is net of PIS/COFINS

# Financial Deleverage: Net debt/EBITDA down to 3.6x following recurring EBITDA (+13%) vs Net Debt (+3%)



Change in Net Debt: Dec-19 vs. Dec-18, € Bn

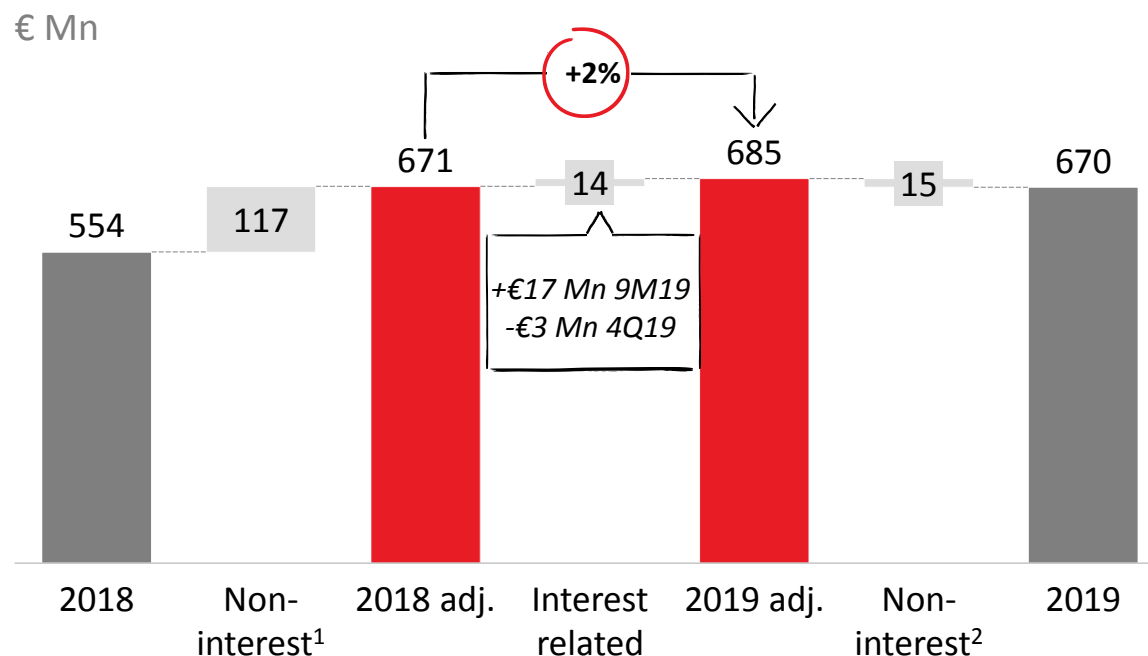


1) Based on net debt excluding regulatory receivables and on recurring EBITDA of the last 12 months. Excludes €829 Mn related with Leasings' debt accounted as Other Liabilities (IFRS 16 impact)

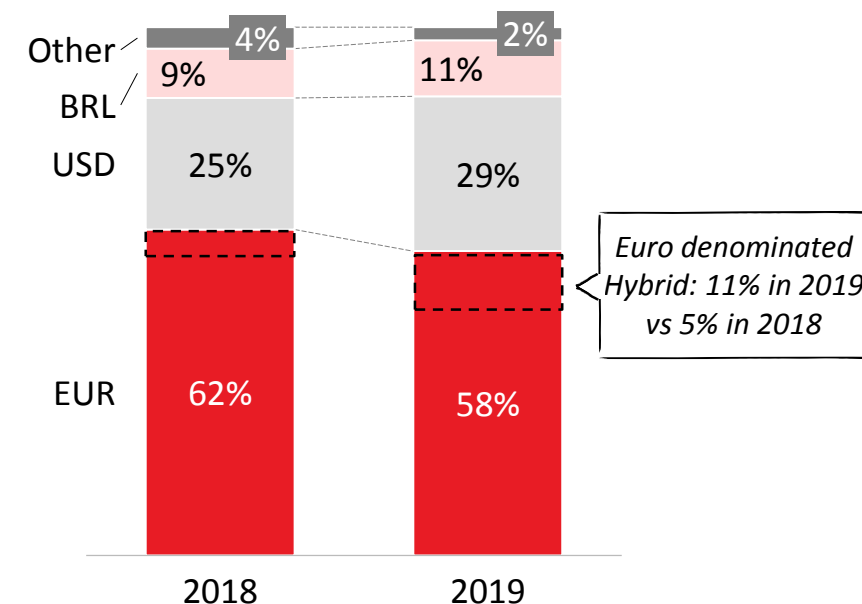
# Interest related costs +2% to €685 Mn with the 4Q19 showing already a downward trend



## Net Financial Costs: 2019 vs. 2018



## Avg nominal debt by currency<sup>3</sup>



**Avg. cost of debt** **+10 bp** **3.9%** impacted by €1 Bn hybrid bond issue in Jan-19 and higher avg. weight of USD & BRL

1) Other items in 2018 includes: +€18 Mn of goodwill arising from the acquisition of a stake in Celesc, -€39 Mn debt repayment, +€113 Mn of Capital Gains, -€5 Mn of Net foreign exchange differences and derivatives and +€30 Mn pro-forma impact from IFRS 16 |  
 2) Other items in 2019 are related with -€19 Mn Net foreign exchange differences and derivatives, €31 Mn Feedzai gain and €3 Mn of capital gains | 3) Includes FX Hedges

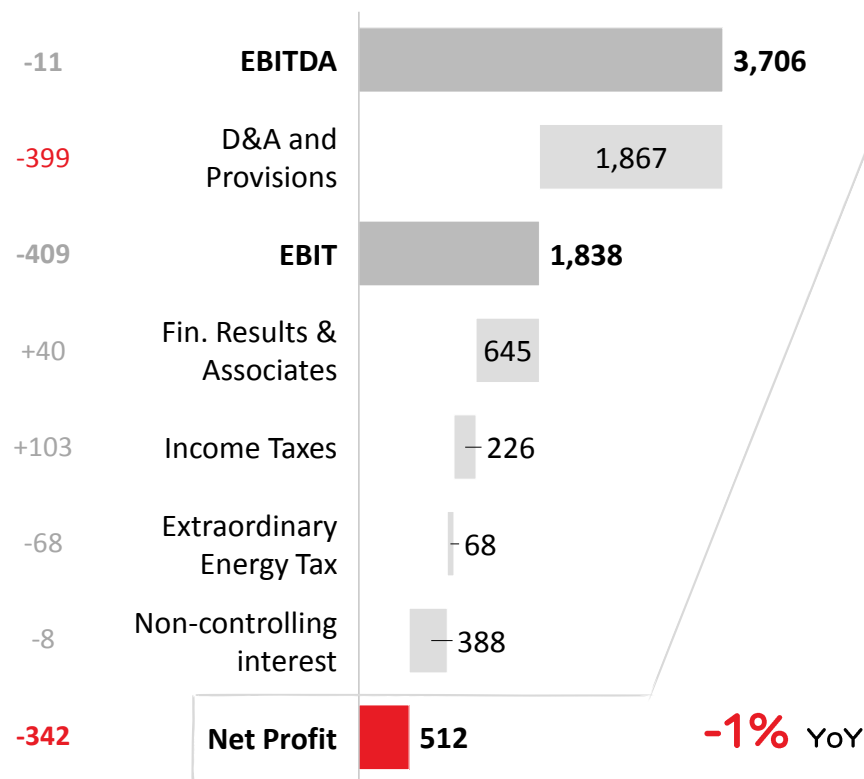
# Reported Net Profit 2019 penalized by one-off items, namely coal impairments in Iberia and Fridão provision



## Reported Net Profit Bridge 2019

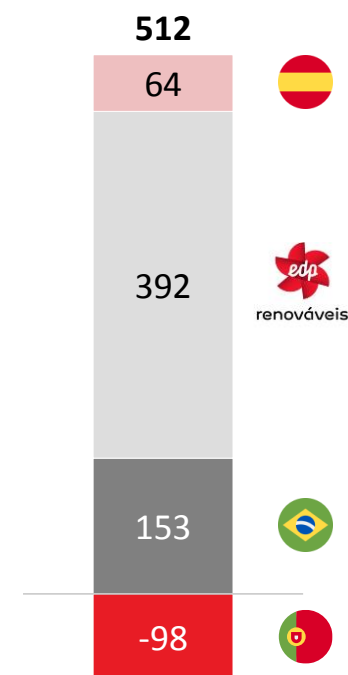
€ Mn

One-Off<sup>1</sup>  
Items



## Net Profit Breakdown 2019

€ Mn



- **Portugal: 2<sup>nd</sup> year with negative results**, penalized by low hydro conditions and one-off items:

- Coal impairments (€94 Mn)
- Fridão provision (€59 Mn)

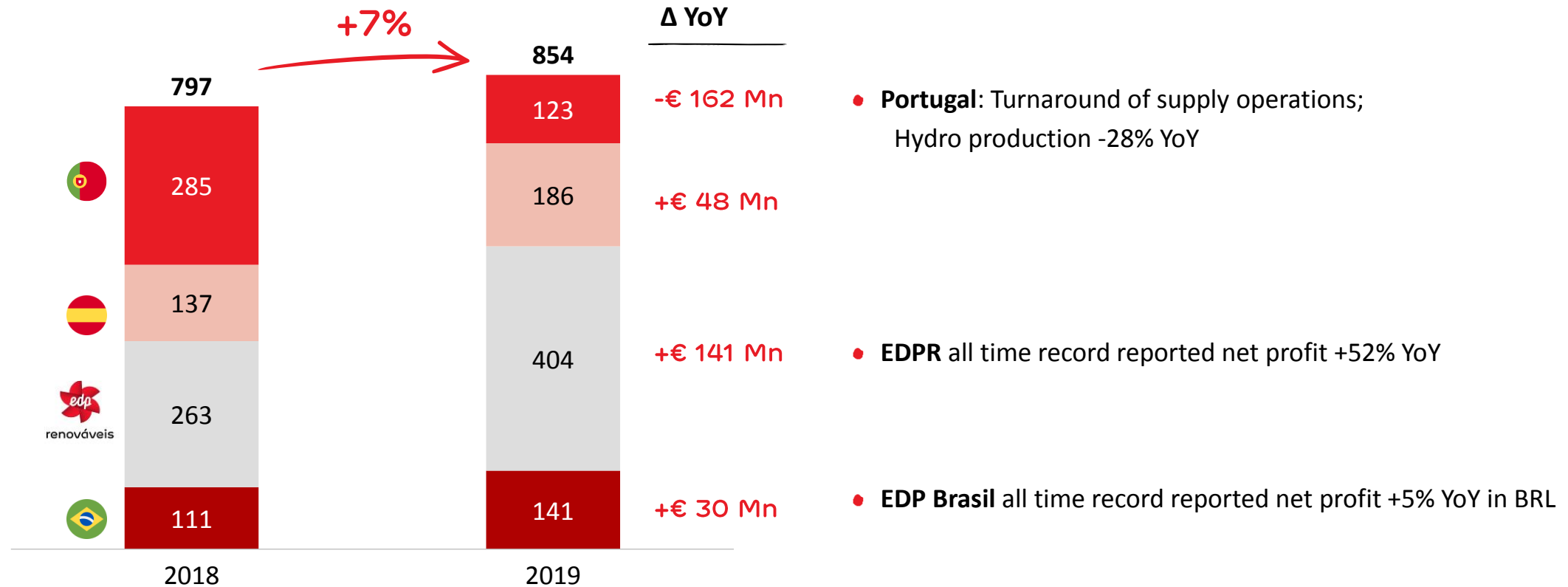
1) One-offs impacts at net profit level: 2018: regulatory impacts (-€208 Mn), impairments at coal plants in Iberia (-€21 Mn), restructuring costs (-€21 Mn), net gain on disposals (mini-hydros: +€40 Mn; Bioelectrica: +€24 Mn), debt prepayment fees and others (-€26 Mn) and CESE (-€65 Mn); in 2019: impairments (-€224 Mn, mainly coal in Iberia), provision for Fridão (-€59 Mn), gain on the revaluation of Feedzai and provision reversal at São Manoel (+€28 Mn), sharing of some gains with consumers (-€22 Mn), restructuring costs (-€8 Mn), Medical plan Brazil (+€10 Mn), CESE (-€66 Mn).

# Recurring Net Profit +7%, supported by record results at EDPR and EDP Brasil, while penalized by Portuguese activities



## Recurring<sup>1</sup> Net Profit 2019

€ Mn



1) One-offs impacts at net profit level: 2018: regulatory impacts (-€208 Mn), impairments at coal plants in Iberia (-€21 Mn), restructuring costs (-€21 Mn), net gain on disposals (mini-hydros: +€40 Mn; Bioelectrica: +€24 Mn), debt prepayment fees and others (-€26 Mn) and CESE (-€65 Mn); in 2019: impairments (-€224 Mn, mainly coal in Iberia), provision for Fridão (-€59 Mn), gain on the revaluation of Feedzai and provision reversal at São Manoel (+€28 Mn), sharing of some gains with consumers (-€22 Mn), restructuring costs (-€8 Mn), Medical plan Brazil (+€10 Mn), CESE (-€66 Mn).



Strategy Execution

# The first year of the 2019-22 Strategic Plan was marked by important steps towards the delivery of our commitments



## STRATEGIC PILLARS:

-  Accelerated and focused growth
-  Continuous portfolio optimization
-  Efficient and digitally enabled
-  Solid balance sheet and low-risk profile
-  Attractive shareholder remuneration

Leading the energy transition to create superior value



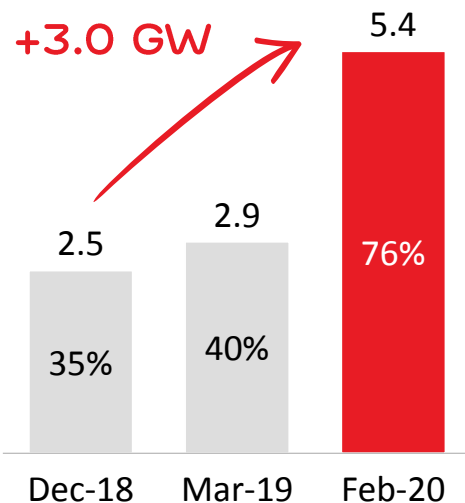
## Accelerated and focused growth

Renewables projects secured by PPAs for 2019-22 rose from 40% in Mar-19 to 76% in Feb-20 of the 7 GW built-out target for the period



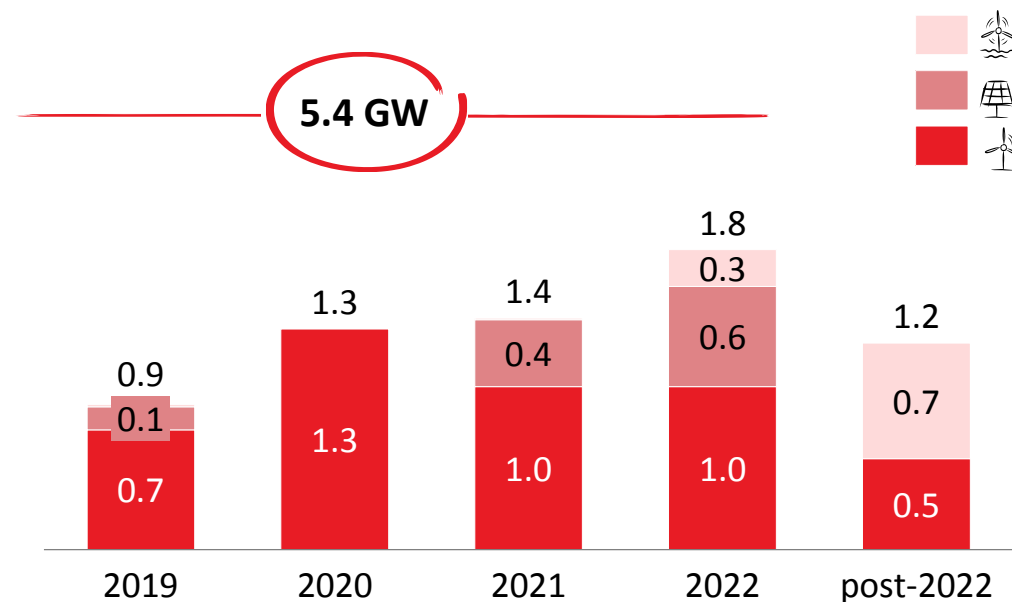
### Renewables Capacity LT contracts secured for 19-22

GW



### Projects already secured

Build-out GW; Feb-20



### Unprecedented execution

- **Leadership position in securing LT contracts in 2019-20**
  - 1.6 GW<sup>1</sup> of PPA secured in the US
  - #1 awarded in Poland & Italy auctions
  - Increased market position in wind in Brazil to #4
- **Expansion to new geographies**
  - Colombia (0.5 GW) & Greece (0.1 GW)

### Selective screening process of investment projects...

**€9 Bn** Expansion Capex opportunities analyzed in 2019 at top decision-making level

**€6 Bn** approved and successful ...

... in **40** projects located in **12** geographies

... totalling **5.5 GW** of renewables to be deployed in 2020-24

### ... achieving risk/return discipline

|                                           |                   | Threshold | Achieved <sup>1</sup> |
|-------------------------------------------|-------------------|-----------|-----------------------|
| Attractive returns                        | IRR/WACC          | >1.4x     | >1.4x                 |
|                                           | NPV/CAPEX         | 25%       | 28%                   |
| Sound contracted profile and time to cash | Contracted period | >15 yr    | 17 yr                 |
|                                           | Contracted NPV    | >60%      | >60%                  |

2/3 success rate on projects submitted to top level investment decision

## Accelerated and focused growth

Improved outlook for renewables growth in the medium-term both in terms of technology and public support



### Technological opportunities

- Continued **decline in LCOE**
- **Hybrid projects**: hydro/solar/wind
- Wind **repowering**
- **Offshore** fixed/floating
- **Green hydrogen**
- **Storage**



### Increasing public support on renewables



**US:** Federal and State-level incentives:

- **PTC extension** (60% up to 2024)
- **Renewable Portfolio Standards** (13 States enacted RPS targets in 2019)



**EU:** **Green deal** launched by the EC (€1 Trl investment plan):

- 2030: Emissions at least -50% vs. 1990
- 2050 carbon neutrality
- Potential increase of renewable targets



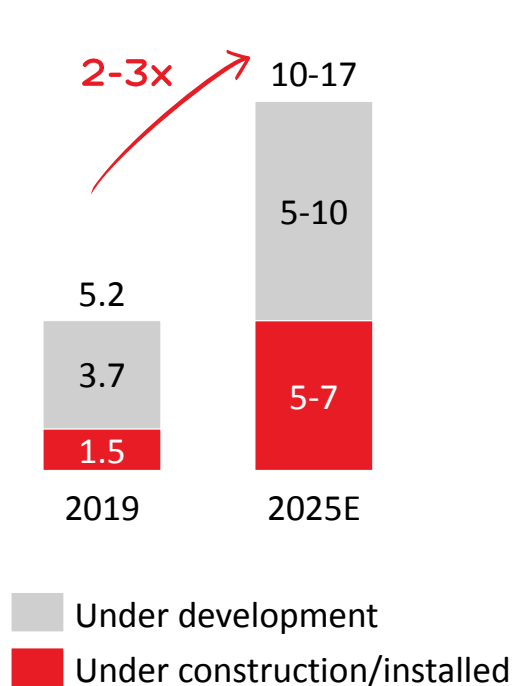
### Renewables development platform

- **10.8 GW of wind & solar** assets in operation in **10 geographies**
- **Development teams** with extensive track record
- **Procurement** and O&M **scale** in renewables
- **New markets** under analysis

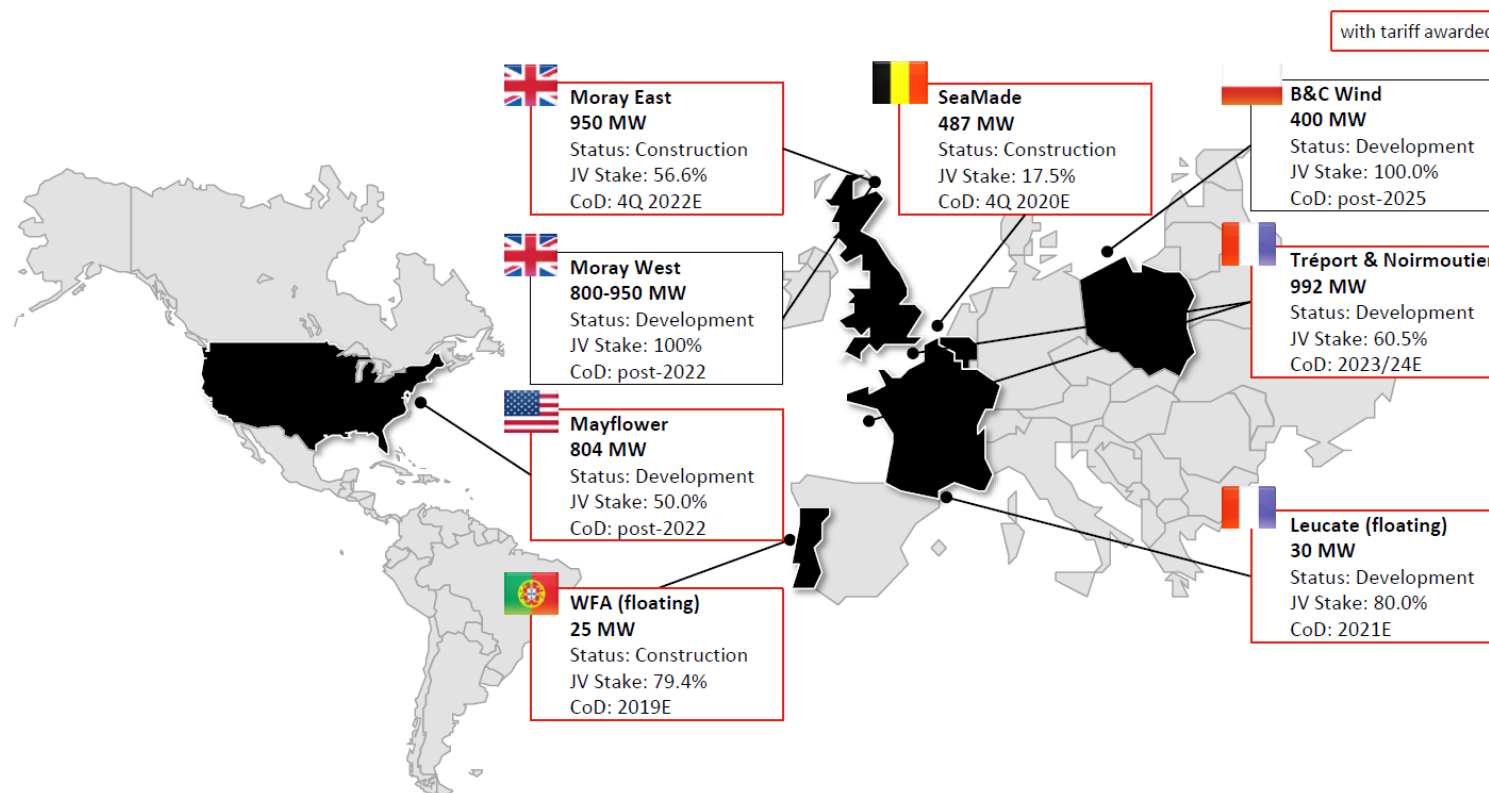
2020-22 Growth: Corporate PPA (North America, Brazil, Spain), PPA Auctions (mostly EU)  
Focus on internal pipeline development (+ opportunistic *quasi* greenfields)

### JV Offshore capacity

GW Gross



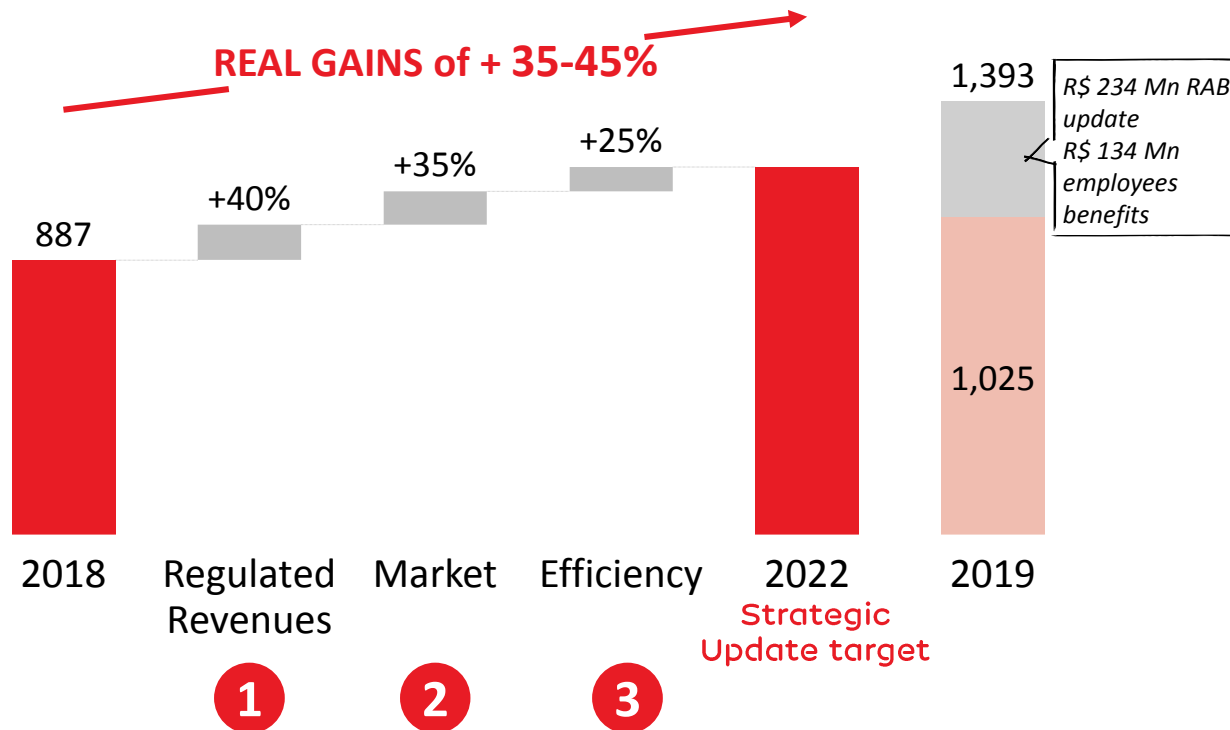
### Portfolio description



Recent developments: US Mayflower (0.8 GW) PPA awarded in Massachusetts  
 Floating wind offshore: Largest wind turbine installed in a floating platform (8.4 MW)

### EBITDA from distribution Brazil

R\$ Mn



### 1 Regulated Revenues

- **Regulatory reviews** in 2019 (visibility up to Aug-22 for EDP ES and Oct-23 for EDP SP)
- **Net RAB Growth: + 36%**
- **Return on RAB at 8.09%**
- **Regulatory haircut over investments <0.5% (#1 in Brazil)**

### 2 Market

- **Electricity demand** in 2019 (+2.3% in EDPB vs 1.1% in Brazil)

### 3 Efficiency

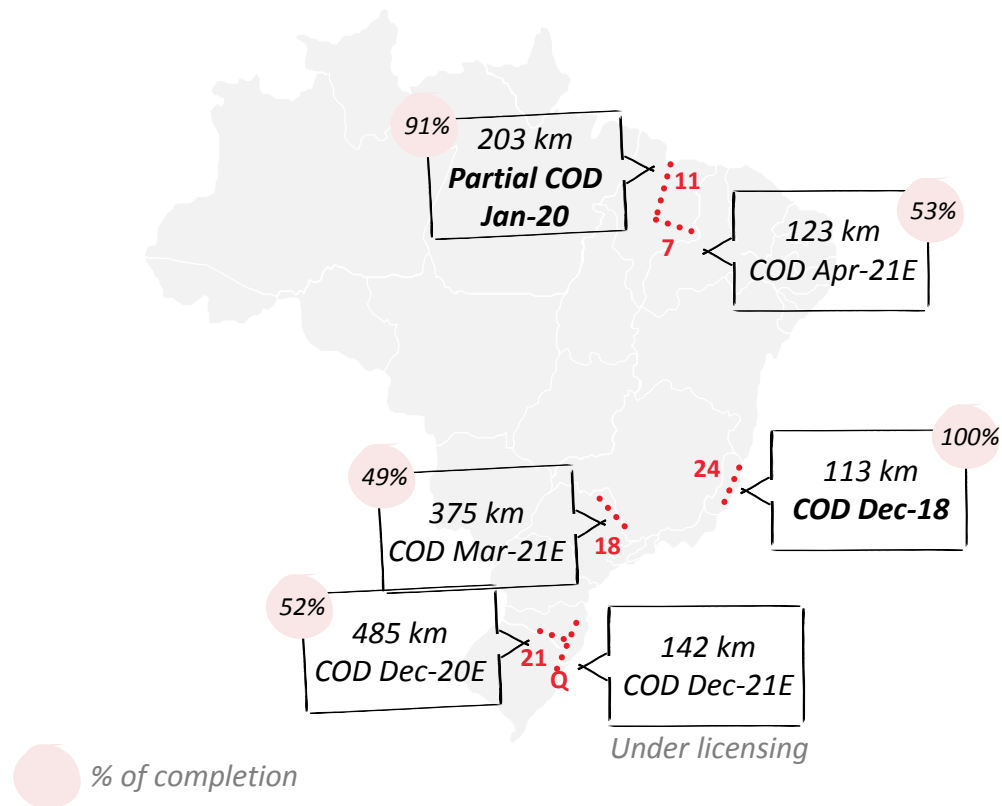
- **Reduction of losses** (-1.24pp in EDP SP and -0.23pp in ESP ES<sup>1</sup>)
- **Greater efficiency in costs** vs the Regulatory target  
(2019 as a transitional year in the strategy of insourcing of O&M services)

## Accelerated and focused growth

Strong performance on deployment of transmission lines in Brazil, with projects ahead of schedule and benefitting from competitive financing

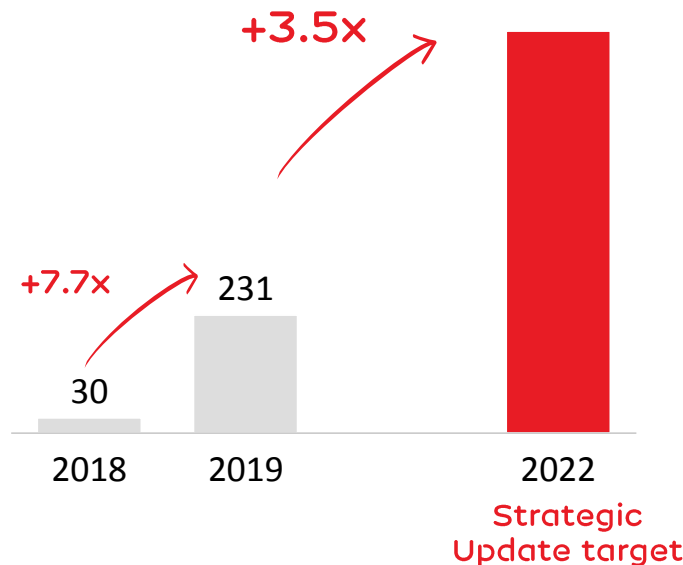


### Transmission portfolio



### EBITDA from transmission in Brazil

R\$ Mn



✓ 59% of R\$3.9 Bn CAPEX executed

✓ Better than expected funding conditions

EBITDA from transmission expected to represent >15% of EBITDA from EDP Brasil by 2022

# Accelerated and focused growth

## Increasing penetration of new client solutions, while normalizing supply margin



### Client Solutions – 2019 Performance



#### Stable Client Base

**+0.1% Clients**

*Electricity and gas supply points Iberia*



#### Focus on service quality to retain high value clients

**-23% Complaints YoY**

*# complaints/ 1k contracts Iberia*



#### Increase services penetration

**+5% Services contracted with clients**

*18.9% Homecare Services/contracts*



#### Increased digitalization

**56%** Selfcare Portugal



#### New client solutions

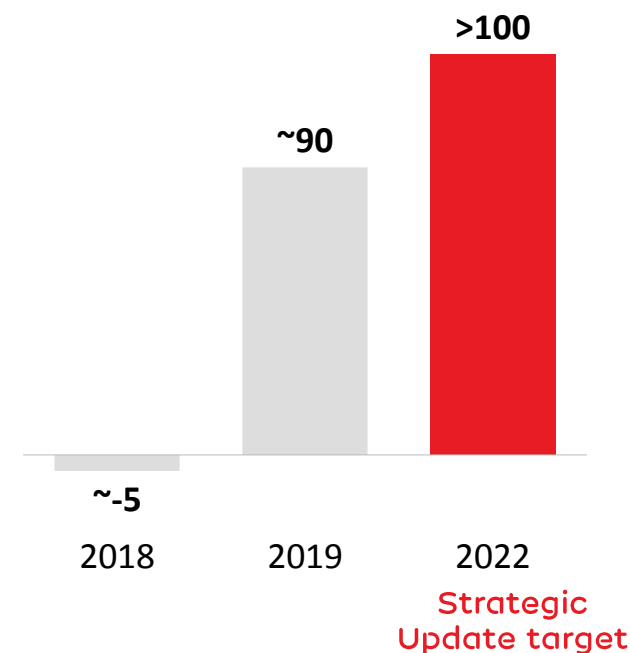
**>100 MWp** Decentralized solar  
*sold capacity in Iberia & Brazil*

**>330** Contracted public charging points  
*# Iberia & Brazil*

**20%** Savings from energy efficiency  
*In the bill of our B2B clients in Portugal*

### Supply EBITDA

€ Mn

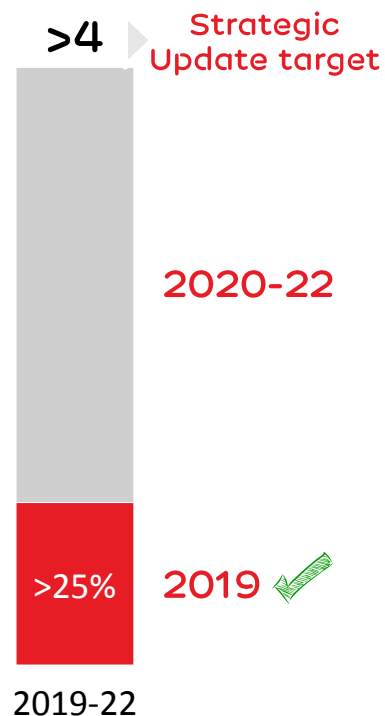


# Asset rotation in renewables: 2019 deals better than in the Strategic Plan assumptions, positive outlook for 2020-22



### Proceeds from asset rotation

€ Bn



- Positive outlook supported by **low interest rate context** and strong appetite from investors **for infrastructure/renewables assets**:

- **2020**: Target **deals in the US and Europe (~0.7 GW net)**

- **2 deals** agreed, with **better than expected results**:

- **Europe**: 997 MW wind portfolio (491 MW net), **EV €1.6 Mn/MW**, €0.8 Bn proceeds

- **Brazil**: 137 MW (Babilónia), **EV €2.2 Mn/MW** (closed in Feb-20), €0.3 Bn proceeds



Disposal of 25% of hydro portfolio in Iberia: €2.2 Bn for 1.7 GW in Portugal...

... while other complementary options may still be considered



### Hydro disposal rationale

- Transaction multiple: **14.4x EV/EBITDA<sub>2018</sub>** ✓ (positive read across of remaining hydro assets)
- Derisking: **market price exposure** and **concentration of hydro volatility**

### Expected financial closing in 2H20

- All necessary **regulatory requests** were already submitted
- The **carve out of the assets** and the **transitional agreements** are under preparation



Other Iberian assets



Asset reshuffling opportunities in Brazil

Active portfolio optimization to create sustained shareholder value

## Strong operating costs performance in all divisions



xx% Weight on Opex

| Operations        | Indicator                                    | YoY Change | Highlights                                                                                                                                    |
|-------------------|----------------------------------------------|------------|-----------------------------------------------------------------------------------------------------------------------------------------------|
| Iberia<br>57%     | Opex <sup>1</sup>                            | -2%        | <ul style="list-style-type: none"> <li>Predictive maintenance generation up from 34% to 68%</li> <li>+34% smart meters in Portugal</li> </ul> |
| EDP Brasil<br>15% | Opex <sup>1</sup> in BRL                     | +3%        | <ul style="list-style-type: none"> <li>Avg. Inflation: +3.7%<sup>2</sup></li> </ul>                                                           |
| EDPR<br>29%       | Adj. Core Opex <sup>1</sup> /MW <sup>3</sup> | 0%         | <ul style="list-style-type: none"> <li>Avg MW +1%</li> <li>Predictive maintenance up to 67%</li> </ul>                                        |
|                   | Opex ex-forex <sup>1</sup>                   | +1%        | <ul style="list-style-type: none"> <li>-€20 Mn OPEX YoY on a like-for-like basis</li> </ul>                                                   |
|                   | Opex like-for-like (excl. growth)            | -1%        |                                                                                                                                               |

Strategic Update target ► On track to achieve OPEX reduction targets of: €50 Mn in 2020 and €100 Mn in 2022

1) Recurring Opex Pro-forma (excludes IFRS16 impact); 2) Avg. IPCA 2019 vs. 2018; 3) Core Opex/Avg MW adjusted by IFRS16, One-offs, pass-through costs and FX

## Solid balance sheet and low risk profile

Execution of disposal plan improves risk profile and reinforces balance sheet



### Increasing the share of low-risk profile

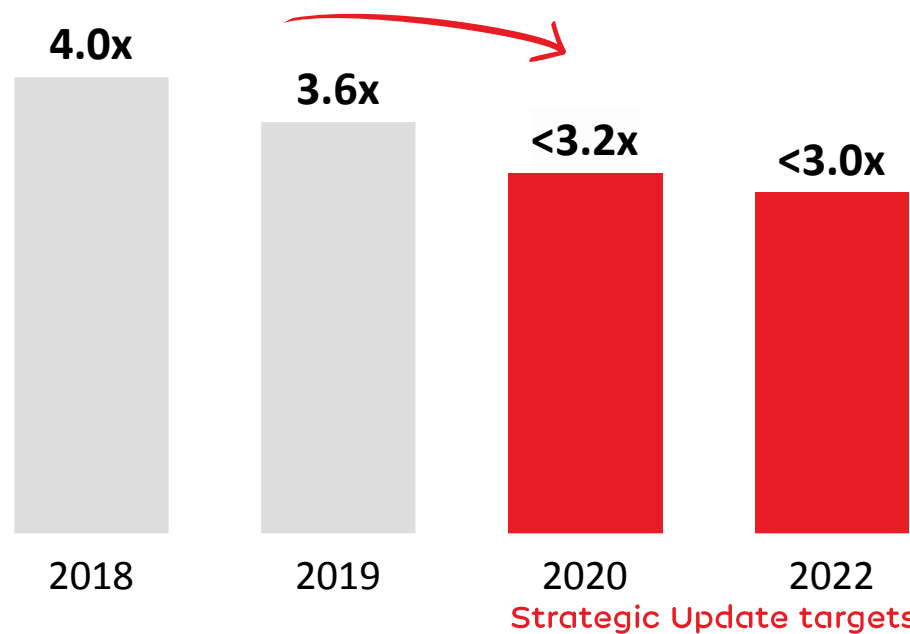
% of EBITDA

Contracted exposure



### Deleveraging in the short-term

Net Debt / EBITDA



Increasing visibility over EDP target to reach solid investment grade (BBB)

## Solid balance sheet and low risk profile

€4.4 Bn of EUR and USD bonds maturing until 2022, with interest costs significantly above current market yields



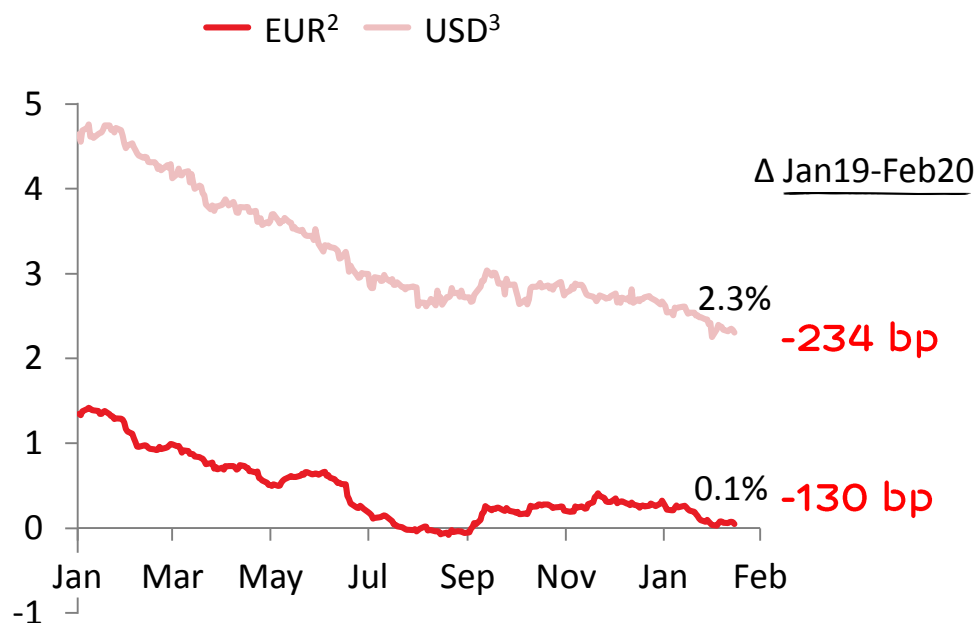
### Most recent bond deals

**Sep-19:** €600 Mn green bond issued (0.43% yield)

**Jan-20:** €750 Mn green hybrid bond issued (1.75% yield)

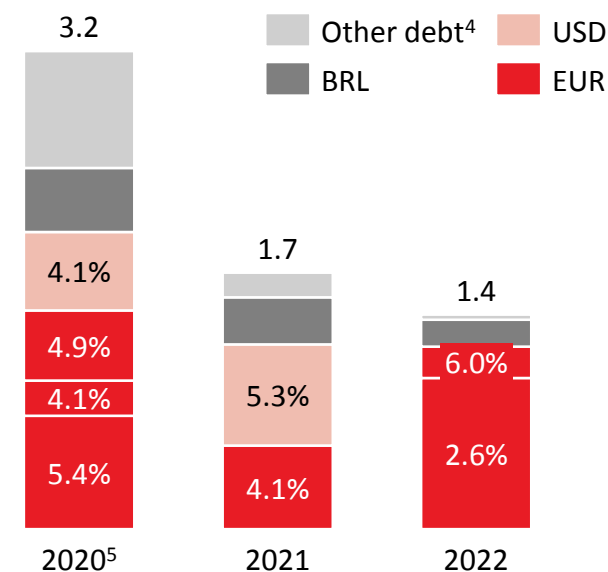
**1Q20:** Repurchase and clean-up call of the 2015 €750 Mn hybrid (5.375% coupon)

Market yields of 5y EDP Bonds, % (Jan 2019-Feb 2020)<sup>1</sup>



EDP consolidated debt maturities in 2020-2022

€ Bn and bonds' coupon rate



Avg cost of debt 2019 at 3.9% (vs avg. 4% assumption for 2019-22 in Strategic Plan)

1) As of 14/02/2020 | 2) EDPPL 1.125 02/12/2024 REGS Corp | 3) EDPPL 3.625 07/15/2024 144A Corp | 4) Includes commercial paper and project finance | 5) Includes the €750 Mn hybrid issued in 2015 (5.375% coupon) that was repurchased in 1Q2020

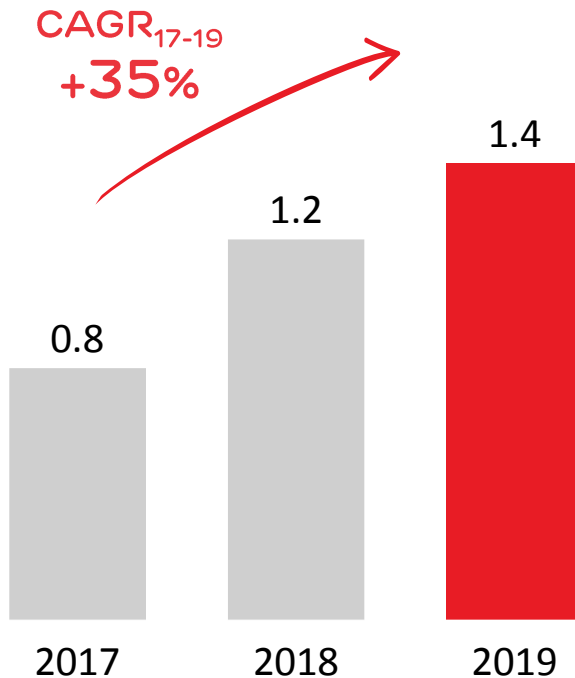
Solid balance sheet and low risk profile

Strong improvement of recurring organic cash flow over the last two years



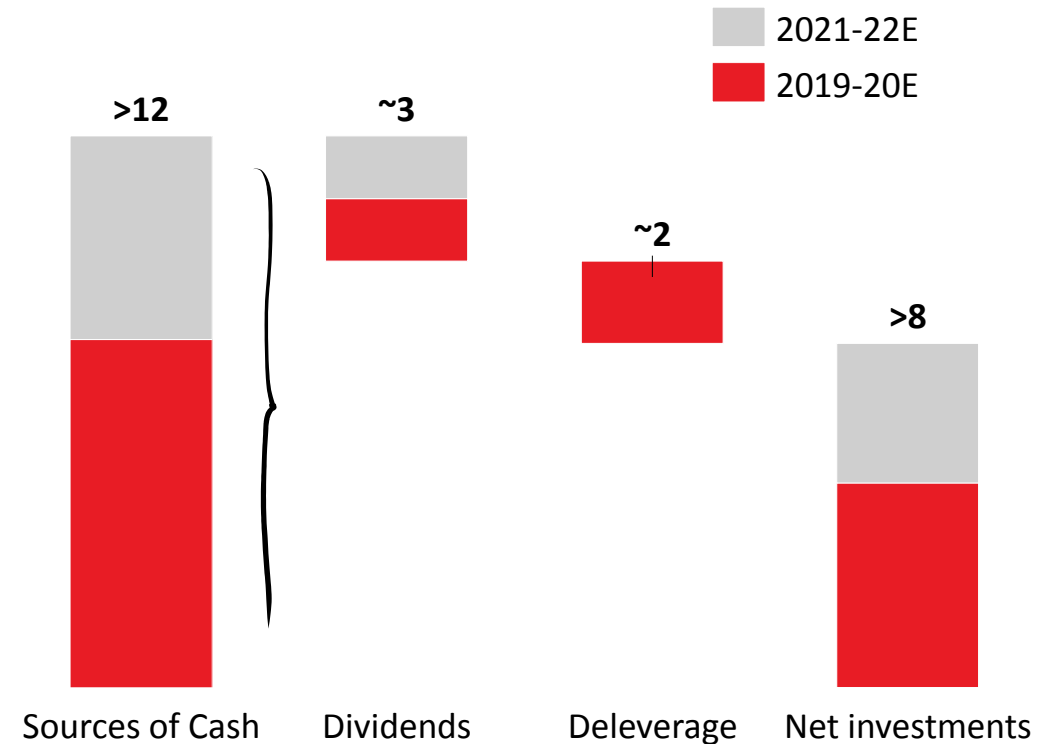
### Recurring Organic Cash Flow

€ Bn



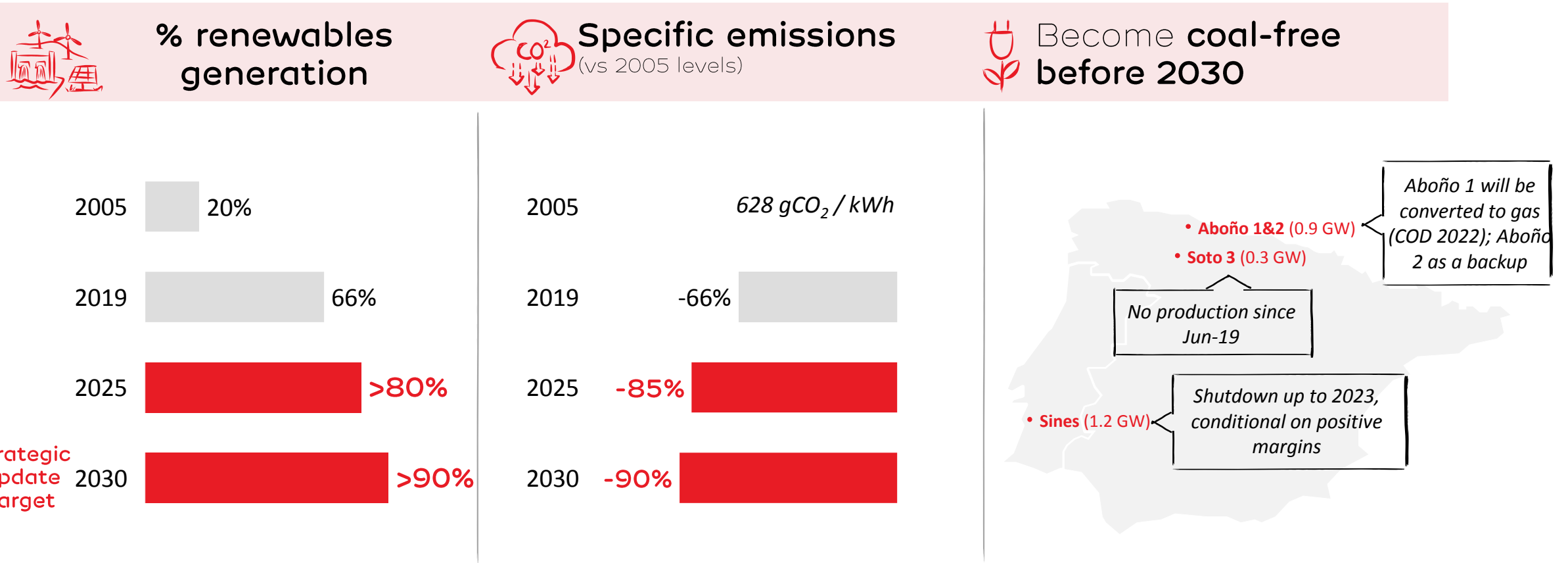
### Uses of cash (Strategic Plan 2019-22)

€ Bn



# Attractive shareholder remuneration

## Distinctive green positioning: Fully on track to deliver our decarbonization commitments



2019 Performance: Penalized by weak hydro resources in Portugal

Coal production in Iberia 2019: -49% YoY

2050: Net zero emissions commitment

BUSINESS AMBITION FOR 1.5°C  OUR ONLY FUTURE

## Attractive shareholder remuneration

Distinctive Green Positioning: We have been consistently recognized by relevant ESG ratings on our sustainable corporate strategy



|                      |                                                                                                                                                                                                                                                      |                                                                                                  |                                                                                                                          |                                                                                                       |
|----------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|
|                      | <br>MEMBER OF<br><b>Dow Jones Sustainability Indices</b><br>In collaboration with  | <br>FTSE4Good | <br>Euronext<br>vigeoEiris<br>INDICES | <br>SUSTAINALYTICS |
| 2019 ranking:        | <b>#1</b> Global Integrated Utilities (Score 90)                                                                                                                                                                                                     | <b>Top 5</b> Global Utilities (Score 4.7)                                                        | <b>#1</b> Global Integrated Utilities (Score 68)                                                                         | <b>93<sup>th</sup> Percentile<sup>1</sup></b> Global Utilities                                        |
| Historical rankings: | 2009 - 2019<br><b>#1 or #2 for 10yrs</b><br>Avg Score 87 (out of 100)                                                                                                                                                                                | 2011 - 2019<br>Avg Score 4.2 (out of 5)                                                          | 2012 - 2018<br><b>#5 (in 2012/16) and #9 (in 2014)</b><br>Avg Score 61 (out of 100)                                      | 2015 - 2017<br>Avg Score 84 <sup>2</sup> (out of 100)                                                 |

1) Bloomberg; | 2) In 2018 Sustainalytics has launched the ESG Risk Rating methodology and replaced the ESG Rating methodology. EDP overall Risk Rating in February 2020 was 24.95.

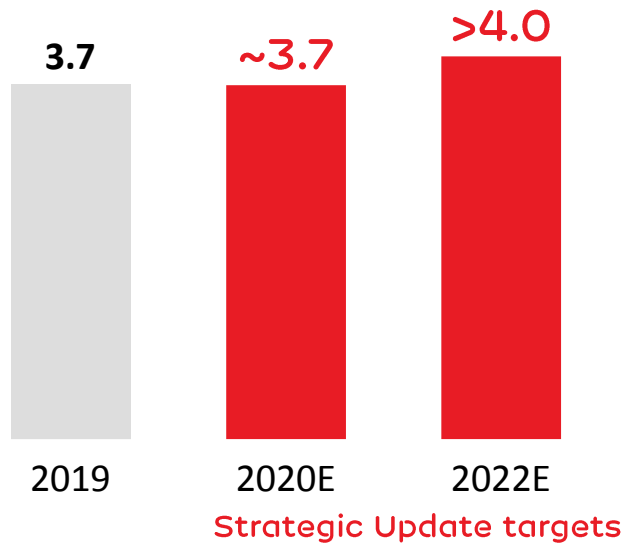
## Attractive shareholder remuneration

Improved visibility over 2019 of Strategic Plan execution, support reiteration of our 2020-2022 key financial targets



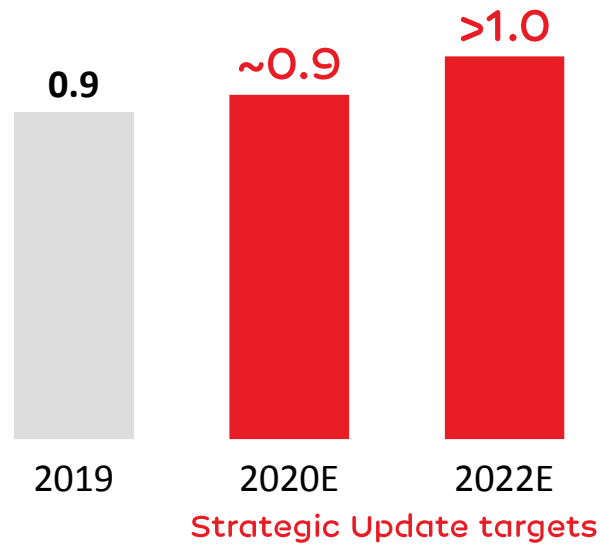
### EBITDA

€ Bn



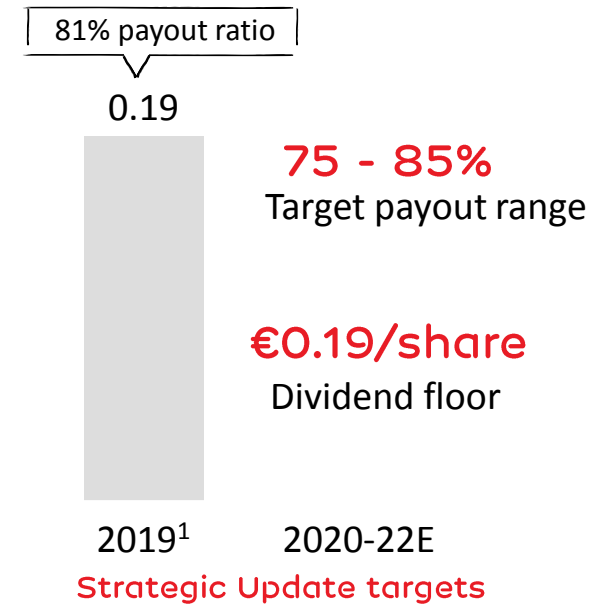
### Recurring Net profit

€ Bn



### Dividend

€ / share



Leading the energy transition to create superior value

1) Proposal of dividend, subject to AGM approval



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## IR Contacts

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## Next Events

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- Feb 26-28<sup>th</sup>: US and Canada Roadshow
- Mar 4-5<sup>th</sup>: London Roadshow
- Mar 5<sup>th</sup>: Madrid Roadshow
- Mar 6<sup>th</sup>: Zurich Roadshow
- Mar 6<sup>th</sup>: Paris Roadshow
- Mar 18<sup>th</sup>: London Roadshow (Eiffel Conf.)
- Apr 16<sup>th</sup>: General Shareholders' Meeting
- May 7<sup>th</sup>: 1Q20 Results