

## Quarterly Financial Information at 30 September 2016

- **9M 2016 sales: €52.0bn, -3.1% in organic terms<sup>1</sup>, in an adverse market environment**
  - Drop in electricity prices, especially in France and in the United Kingdom over the first nine months of the year
  - Increased competition and end of Yellow and Green tariffs in France
  - 2014 tariff adjustment recorded at end of September 2016, for around +€1.0bn<sup>2</sup>
- **Nuclear output in France penalised by additional controls, in particular on steam generators**
  - 287.1TWh, or -6.3% compared to the first nine months of 2015
  - 2016 target: 378 - 385TWh<sup>3</sup>
- **Strategic developments**
  - **Final investment decision for Hinkley Point C:**
    - Signing of the final contracts with the British government and CGN
  - **Launch of Sowe<sup>4</sup> for residential customers in France:**
    - Smart hub associated with the Sowe<sup>4</sup> natural gas contract with three-year fixed price per KWh
  - **EDF Énergies Nouvelles successful in calls for tender:**
    - Major development in Latin America with 648MW of new projects in solar and wind power, or 1.4GW of projects in total in the region
    - “Provence Grand Large” 24MW project in France: innovative solution for floating wind farms
  - **Energy services:**
    - Heating networks: 25-year contract with the urban community *Grand Paris Sud*
    - Industry: 7-year contract for multi-services to technical buildings with *Aéroports de Paris Immobilier*
  - **Disposal plan:** start of exclusive negotiations with IFM Investors to sell EDF Polska’s cogeneration assets<sup>5</sup>, within the framework of CAP 2030 strategy and of the disposal plan announced on 22 April 2016
  - **Success of long-term bond issuances:** about €5.4bn raised through a series of senior bond issuances in US Dollar (Formosa), Euro and Swiss Franc, with maturities ranging from 8 to 40 years
- **Financial outlook**
  - 2016 EBITDA<sup>6</sup> target: 16.0 - 16.3 billion euros
  - Ambition of a positive cash flow in 2018 after dividends, excluding Linky<sup>7</sup>, new developments and asset disposals maintained

<sup>1</sup> At constant scope and exchange rates

<sup>2</sup> Sales impact of the adjustment in regulated tariffs for the period from 1 August 2014 to 31 July 2015 following the French State Council's decision of 15 June 2016

<sup>3</sup> Please refer to the press release dated 3 November 2016 “2016 targets update”

<sup>4</sup> Commercial launch of Sowe<sup>4</sup> with the opening for subscriptions scheduled for end November 2016

<sup>5</sup> A distinct sale process for the coal-fired Rybnik power plant (1.8 GW capacity) is ongoing and the EDF Group entered into exclusive negotiations with EPH

<sup>6</sup> Including the impact of the adjustment in regulated tariffs for the period from 1 August 2014 to 31 July 2015

<sup>7</sup> Linky is a project led by Enedis, independent subsidiary of EDF under the provisions of the French energy code

**Change in EDF group sales**

<i>In millions of euros</i>	<b>9M 2015</b>	<b>9M 2016</b>	<b>%</b>	<b>% Change</b>	<b>% Scope</b>	<b>% Organic</b>
<b>France</b>	<b>28,698</b>	<b>28,823</b>	<b>+0.4</b>	<b>-</b>	<b>-</b>	<b>+0.4</b>
United Kingdom	8,512*	6,837	-19.7	-9.3	-	-10.4
Italy	8,591	8,054	-6.3	-	-0.4	-5.8
Other activities	4,648	4,557	-2.0	-0.3	+2.1	-3.8
Other International	4,085	3,695	-9.5	-1.8	-1.2	-6.5
<b>International &amp; Other activities</b>	<b>25,836</b>	<b>23,143</b>	<b>-10.4</b>	<b>-3.4</b>	<b>+0.1</b>	<b>-7.1</b>
<b>Group Total</b>	<b>54,534*</b>	<b>51,966</b>	<b>-4.7</b>	<b>-1.6</b>	<b>-</b>	<b>-3.1</b>

\* €759m of EDF Energy net power sales on the wholesale electricity markets (excluding trading activities) have been reclassified from energy purchases to sales

The Group's sales over the first nine months of 2016 were €52.0 billion, down 4.7% compared to the first nine months of 2015. At constant scope and exchange rates, sales were down 3.1%, mainly due to a lower price environment.

**In France**, sales were relatively stable in organic terms at +0.4%, thanks to the positive effect of the 2014 tariff adjustment, which offset the cumulative effects of lower market prices and the end of Yellow and Green tariffs.

**In the United Kingdom**, sales were down 10.4% in organic terms, due mainly to low prices.

**In Italy**, sales on an organic basis were down 5.8%, due to unfavourable market price conditions.

Sales from **Other activities**, down 3.8% on an organic basis, nevertheless include the good performance of EDF Trading in Europe.

Sales in **Other International** were down by 6.5% in organic terms with contrasting developments, in particular due to the negative effect of prices in Belgium, offset by higher sales of heat and electricity in Poland and the organic growth in Brazil as a result of the positive effect of the annual revision of the Power Purchase Agreement (PPA) tariff.

**2016 targets and 2018 ambition**

Financial targets for 2016:

- **EBITDA<sup>8</sup>**: 16.0 - 16.3 billion euros
- **Net financial debt/EBITDA**: 2x - 2.5x
- **Payout ratio of Net income excluding non-recurring items<sup>9</sup>**: 55% to 65%

The ambition of a positive cash flow in 2018 after dividends, excluding Linky, new developments and asset disposals is maintained.

<sup>8</sup> Including the positive impact of the adjustment in regulated tariffs for the period from 1 August 2014 to 31 July 2015

<sup>9</sup> Adjusted for interest payments on hybrid issues booked in equity

### **2016 interim dividend**

During its meeting on 30 September 2016, EDF's Board of Directors decided to pay an interim dividend of €0.50 per share for 2016 and decided to propose, under the conditions set down by the fourth resolution of the Combined General Meeting of 12 May 2016, the option to receive the interim dividend in new Company shares.

The option period was open from 5 October 2016 to 21 October 2016 inclusive. At the end of this period, 91.8% of rights were exercised in favour of a payment in shares of the 2016 interim dividend. 95,885,292 new shares will be issued, representing a capital increase of 4.76% based on the Company's existing capital. The issue price of new shares issued in payment of this dividend was set at €9.62 on 30 September 2016.

The amount of the dividends paid in cash to shareholders who have not opted to receive the 2016 interim dividend in shares was approximately €82.55 million and was paid on 31 October 2016. The amount of the cash balance to be paid to shareholders who opted for payment of the dividend in shares amounted to around €600,000.

### **Ongoing long-term bond issuances**

On 6 October 2016, EDF raised the equivalent of about €5.4 billion through a series of senior bond issues in US Dollar, Euro and Swiss Franc.

EDF successfully raised around €3 billion through a multi-currency senior bond issuance in 4 tranches:

- €1.75 billion Green Bond, with a 10-year maturity and a fixed coupon of 1%
- €750 million bond, with a 20-year maturity and a fixed coupon of 1.875%
- CHF400 million bond, with an 8-year maturity and a fixed coupon of 0.3%
- CHF150 million bond, with a 12-year maturity and a fixed coupon of 0.65%

The same day, EDF successfully raised \$2.655 billion through two senior obligations from twenty investors on the Taiwanese market ("Formosa bonds"):

- \$491 million bond, with a 30-year maturity and a fixed coupon of 4.65%
- \$2.164 billion bond, with a maturity of 40 years and a fixed coupon of 4.99%

These operations allow the EDF group to further diversify its investor base and maintain the average maturity of its gross debt.

### **Short-term project of a partial disposal without recourse of the CSPE receivable for around €1,500m**

The CSPE receivable held with the French state under the deficit of the compensation of public service costs ("CSPE") until 31 December 2015 has been subject to a secure repayment plan since the 2015 Amending Finance Act, from the "Energy Transition" special allocation budget item and the "Public Energy Service" budget line of the French national budget. The French State committed to a new repayment schedule confirmed by the decree of 13 May 2016. The project consists of a Daily disposal (without recourse) for around €1,500 million. The assigned receivable will include the component of the receivable not allocated to the Dedicated Assets, which will lead to an improvement of the net financial debt of the corresponding amount (€643 million at 31/12/2015), and a part of the receivable affected in Dedicated Assets, which will be reinvested in these assets.

## Strategic developments

### ***Final contracts signed for Hinkley Point C***

On 29 September 2016, the contracts for the Hinkley Point C nuclear power station in Somerset were signed in London. The signings took place between the Secretary of State for Business, Energy and Industrial Strategy Greg Clark, EDF Group Chairman and CEO Jean Bernard-Levy and CGN Chairman He Yu. French Foreign Minister Jean-Marc Ayrault and the Administrator of the Chinese National Energy Administration Nur Bekri attended the ceremony.

The event marks the end of the project's development phase following years of rigorous preparation and planning. This signing formally relaunches new nuclear construction in the UK and Europe and will provide a significant boost for industry in Britain and France. The plant's two EPR reactors will provide reliable, low carbon electricity to meet 7% of the UK's future electricity needs.

Their construction is a major step forward in the fight against climate change and are an essential part of EDF Group's strategy to be a leading long term investor and developer of low carbon electricity.

### ***Launch of Soweé in France, the smart hub and energy offer***

On 13 October 2016, EDF launched Soweé<sup>10</sup>, a device and app specially designed to manage energy consumption, optimise comfort and remotely control everyday Smart devices. Combined with the Soweé natural gas offer and thanks to its connected sensors, the Smart Hub offers the ability to combine the management of energy consumption and the intelligent control of central heating.

### ***EDF Énergies Nouvelles' Latin American projects close to 1.4GW***

On 11 October 2016, EDF Énergies Nouvelles announced that it was stepping up its development in Latin America, with 648MW recently won in new solar and wind energy projects to be built. In this area, the Group has a portfolio of 1,368MW in renewable energy projects that are either in operation or due to be commissioned in the coming years. The Group has won or acquired three solar projects in Chile, Brazil and Mexico for a total of 396MWp. It was also awarded a 252MW wind project in Mexico.

The EDF Énergies Nouvelles group is expanding and diversifying its portfolio of projects via its local subsidiaries EDF EN do Brazil, EDF EN Chile and EDF EN Mexico.

By 2019, the Group will have 542.5MWp solar energy installed capacity in Latin America with in particular the Bolero solar project currently under construction in Chile, and 826MW in wind power capacity with its Mexican wind projects in operation and those being built in Brazil.

### ***"Provence Grand Large" project in France: innovative solution for floating wind farms***

On 3 November 2016, as part of the call for tenders for pilot floating wind farms projects, EDF Énergies Nouvelles won the "Provence Grand Large" project located off Fos-sur-Mer (Bouche du Rhône). EDF Énergies Nouvelles plans to install three 8MW wind turbines supplied by Siemens and equipped with floats developed by SBM and the IFP EN Institute. These projects are a first in France and will demonstrate the viability of this new technology.

<sup>10</sup> Commercial launch of the Soweé contract with the opening for subscriptions scheduled for end November 2016

***EDF in exclusive negotiations for the sale of EDF Polska's assets***

On 26 October 2016, following an open and competitive process, EDF announced that it had entered into exclusive negotiations with IFM Investors, which offered the Group a binding offer to acquire its cogeneration activities (electricity and heat) in Poland. A distinct sale process for the coal-fired Rybnik power plant (1.8 GW capacity) was undertaken and the EDF Group entered into exclusive negotiations with EPH.

These transactions take place within the framework of EDF's CAP 2030 strategy and of the disposal plan announced by the Group on 22 April 2016.

In accordance with the Group's social guidelines, EDF will inform employees' representation bodies of these transactions.

The relevant national and European regulatory approvals and authorisations, including the agreement of the Polish government, will need to be obtained to pursue and finalise the two sale processes of EDF Polska assets in 2017.

EDF group will maintain its presence in Poland through its subsidiaries EDF Énergies Nouvelles, EDF Fenice and Dalkia. It also intends to remain a partner of the Polish government in the context of the evolution of the country's energy mix, including its nuclear programme.

## Change in Group sales by segment

### France: drop in market prices and end of Yellow and Green tariffs, offset by the tariff adjustment

<i>In millions of euros</i>	9M 2015	9M 2016	%	% organic
France	28,698	28,823	+0.4	+0.4

**In France**, sales during the first nine months of 2016 were €28.8 billion, up 0.4% in organic terms compared to the first nine months of 2015.

This change includes the adjustment of the regulated tariffs for the period between 1 August 2014 and 31 July 2015, following the French State Council's decision on 15 June 2016, in the gross amount of €1,018 million.

Furthermore, the end of Yellow and Green tariffs and the unfavourable market conditions penalised sales by a total of -€880 million.

Nuclear output amounted to 287.1TWh, down 19.2TWh compared to the first nine months of 2015. This drop was due to a higher volume of planned outages and the extension of some of them related to the undertaking of additional controls.

The 2016 nuclear output target was revised on 3 November 2016 to 378-385TWh<sup>11</sup> and takes into account the additional controls in order to demonstrate the fully safe operation of all of the reactors concerned by the issue of carbon segregation in steam generators.

For 2017, as stated in the press release of 21 September, the Group currently estimates that nuclear generation should range between 390TWh and 400TWh.

The decrease in nuclear generation was partially offset by higher hydro and thermal power generation.

Hydro output during the first nine months of the year amounted to 34.2TWh<sup>12</sup>, an increase of 2.8TWh compared to the same period in 2015, thanks to more favourable hydro conditions until August.

Thermal power output was 6.7TWh at end of September 2016, up 2.2TWh compared to the first nine months of 2015 due to a higher dispatch of gas-fired plants.

Thus, total output in continental France amounted to 328TWh in the first nine months of 2016, down 4.1% compared with the same period last year.

<sup>11</sup> Please refer to the press release dated 3 November 2016 "2016 targets update"

<sup>12</sup> Hydro output after deduction of pumped volumes represented 29.3TWh in the first nine months of 2016 and 26.3TWh over the same period in 2015

**United Kingdom: fall in market prices,  
good operational performance of nuclear fleet**

<i>In millions of euros</i>	<b>9M 2015</b>	<b>9M 2016</b>	<b>%</b>	<b>% organic</b>
United Kingdom	8,512*	6,837	-19.7	-10.4

\* €759m of EDF Energy net power sales on the wholesale electricity markets (excluding trading activities) relating to 9M 2015 have been reclassified from energy purchases to sales

**In the United Kingdom**, sales amounted to €6.8bn, down 10.4% in organic terms compared to the first nine months of 2015.

Sales were mainly impacted by low power prices as well as by the drop in the prices offered to customers.

Sales were affected by the decrease in the average number of residential customers which at 5.2 million was down 1.3% compared to September 2015. This was due to a market environment that remains very competitive.

Nuclear output amounted to 48.0TWh, up 3.5TWh compared to the end of September 2015, confirming the good operational performance of the nuclear fleet.

**Italy: lower gas and electricity prices**

<i>In millions of euros</i>	<b>9M 2015</b>	<b>9M 2016</b>	<b>%</b>	<b>% organic</b>
Italy	8,591	8,054	-6.3	-5.8

**In Italy**, sales amounted to €8.1 billion, down 5.8% in organic terms compared to the first nine months of 2015.

Sales were down in Electricity activities, mainly due to lower average selling prices and lower demand than in 2015.

Hydrocarbon activities were up thanks to an increase in volumes on the wholesale markets and an increase in sales volumes to industrial customers and thermal power producers. These higher volumes offset the decline in prices.

**Other activities: good operational performance of EDF Énergies Nouvelles and EDF Trading,  
but unfavourable market conditions**

<i>In millions of euros</i>	<b>9M 2015</b>	<b>9M 2016</b>	<b>%</b>	<b>% organic</b>
Total Other activities	4,648	4,557	-2.0	-3.8

Sales in the **Other activities** segment amounted to €4.6 billion, down 3.8% in organic terms.

**EDF Énergies Nouvelles'** sales are down 2.6% in organic terms. The full year effect of capacity commissioned in 2015 led to a 15% increase in generation. Furthermore, 9M 2015 sales had benefited from positive effects with no equivalent in 2016.

**Dalkia's** sales were down 1.2% in organic terms, due to the negative effect of lower gas prices combined with less rigorous weather.

**EDF Trading's** activity was up 6.3% in organic terms at end of September 2016 due to strong performance in Europe thanks to favourable positions in the short-term market for electricity and gas.

In the other activities of the segment, sales in gas activities were negatively affected by lower prices and volumes, related to the gas portfolio optimisation activities.

**Other International: lower price conditions,  
good operating performance**

<i>In millions of euros</i>	<b>9M 2015</b>	<b>9M 2016</b>	<b>%</b>	<b>% organic</b>
Other International	4,085	3,695	-9.5	-6.5

Sales in the **Other International** segment amounted to €3.7 billion, down 6.5% in organic terms compared to the first nine months of 2015.

In **Belgium**, sales were down 9.1% in organic terms. The negative price effect was partially offset by increased electricity sales in the B2B segment.

In **Poland**, sales were up 6.2% in organic terms, benefiting from higher heat sale prices due to the increase in tariffs, and from the increase in volumes thanks to favourable weather. Electricity sales were also up, driven by the improvement of the availability of the generation units, especially the Rybnik power plant, affected by increased maintenance work in 2015.

In **Brazil**, the organic growth reflects the positive effect of the annual revision of the price of Norte Fluminense's PPA.



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## **Main events since the 29 July 2016 press release**

### **Information on EDF's nuclear fleet**

On 7 October 2016, EDF submitted a technical report to the ASN to support the fully safe operation of all the steam generators concerned by the issue of carbon segregation.

Previously, as indicated in the EDF Group press release of 21 September 2016, EDF had announced the continuation of the controls in order to demonstrate that the steam generators of the 18 reactors concerned by the issue of carbon segregation could operate in a fully safe mode. In this context, EDF had announced a revised nuclear generation range for 2016 of 380-390TWh.

On 21 October 2016, the Group informed the electricity markets of the outage schedules of five reactors operating at that date and subject to controls following requests from the ASN on 18 October (Tricastin 2 and 4, Fessenheim 1, Gravelines 4 and Civaux 1) - six reactors having received at that date authorisation to restart and operate normally and seven reactors being on planned outage with completed or ongoing controls.

Considering these circumstances, their impact on the wholesale power market and the resulting speculative effects, EDF called upon both the Minister of Economy and Finance and the Minister of the Environment, Energy and the Sea to take, in order to avoid these effects, all necessary measures under the regulated access to historical nuclear power (ARENH) mechanism, including, as the case may be, the temporary suspension of the scheme. The Government replied that it did not plan to suspend ARENH given the current circumstances, but that rapid, effective and proportionate responses would be made to address the risk of speculative behaviour.

On 3 November 2016, in the light of the exchanges with the ASN, EDF group informed the electricity market that the restart of five reactors - Bugey 4, Gravelines 2, and Tricastin 1, 3 and 4 - was pushed back to the end of December 2016. As a consequence, EDF group revised its nuclear output target for 2016 from 380-390TWh to 378-385TWh.

EDF provides regular information to the French Transmission System Operator (RTE), which is responsible for balancing electrical power supply and demand and for ensuring the system's security of supply.

### **The European Commission approved the revised French market-wide capacity mechanism**

On 8 November 2016, the European Commission announced<sup>13</sup> it had approved French plans for a capacity mechanism under EU state aid rules. During the in-depth investigation opened in November 2015, France agreed to amend the scheme in order to: facilitate the entry of new market players with the possibility to obtain certificates with a seven-year duration instead of the standard 1-year duration; include and remunerate foreign capacities subject to the expected capacity of the interconnector at peak times; and introduce a series of measures to prevent possible market manipulation. The Commission concluded that the revised measure improves the security of electricity supply whilst maintaining competition.

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<sup>13</sup> Please refer to the European Commission's press release: [http://europa.eu/rapid/press-release\\_IP-16-3620\\_en.htm](http://europa.eu/rapid/press-release_IP-16-3620_en.htm)

## EDF Énergies Nouvelles: India ACME Solar

Since late 2013, EDF Énergies Nouvelles, through its Indian subsidiary ACME Solar, has installed 180 MWp of solar power in Rajasthan, Madhya Pradesh and Odisha. In August 2016, the partnership between EDF EN, EREN and ACME, in regards to the ACME Solar subsidiary, ended due to disagreements on the strategy and speed of development of solar energy in the country. Solar energy in India remains, with wind power, one of EDF EN's development priorities. This development will now be carried out through a new structure, in parity with EREN, which today operates 120MWp of solar power plants in Rajasthan.

## Fabrice Fourcade becomes EDF's Chief Representative in China, and Hervé Machenaud leaves EDF group

On 3 November 2016, EDF announced that Fabrice Fourcade has taken on the role of EDF's Chief Representative in China. He took over from Hervé Machenaud, who has left EDF after a career spanning thirty-four years, notable with responsibilities in Asia and in the Production and Engineering Division.

## Appointment of Véronique Lacour to the EDF group's Executive Committee

On 6 October 2016, EDF announced that Véronique Lacour will be joining EDF on 1 December as Executive Director, Transformation and Operational Efficiency and member of the Executive Committee. She will be tasked with overseeing the Group's activities in the areas of information systems, purchasing, real estate and shared services.

## EDF Board of Directors: Appointment of Mrs Michèle Rousseau as director

At a meeting held on Friday 30 September chaired by Chairman and Chief Executive Officer, Jean-Bernard Lévy, the EDF Board of Directors voted to co-opt Mrs Michèle Rousseau as director to replace outgoing director Mr Gérard Magnin for his remaining term of office, which is due to expire at the Ordinary General Meeting held to approve the accounts for the year ending 31 December 2018.

In the financial year 2016, therefore, EDF has achieved the legal requirement for women to take up 40% of board seats by 2017.

## EDF gets for the first time the top CDP Climate Change score of A

On 25 October 2016, EDF received for the first time the top rating of A from the CDP Climate Change (formerly Carbon Disclosure Project). This score highlights the Group's excellent performance, with CO<sub>2</sub> emissions below the 100 g/kWh level in 2015<sup>14</sup>, three times less than the European industry average.

For the company, the CDP evaluation aims to better inform investors, the capital markets and all stakeholders of its ambitions and actions for reducing greenhouse gases. In 2015, EDF had already obtained the score of A-.

This rating confirms the recognition of EDF's corporate responsibility. In September 2016, the Group was also included in the Dow Jones World Sustainability Indexes (DJSI), the most prestigious global index launched in 1999 that ranks the best performing companies in sustainability. In the Electric Utilities sector, EDF displays the score of 87/100 which reflects the group's performance on economic, social and environmental issues.

<sup>14</sup> Direct emissions, excluding life cycle analysis of generation facilities and fuels

**EDF: signature of a new agreement to meet the needs for professional skills for the period 2016-2019**

On 4 November, EDF announced that a new company-wide agreement was signed between EDF SA and CFDT, CGT and FO on the adaptation, transmission and development of professional skills for the period 2016-2019.

The agreement aims to anticipate changes in employment within EDF SA and develop the employability of young workers. It also intends to help boost the careers of employees in order to strengthen internal mobility, while prioritising it over external recruitment. The agreement also aims to diversify training procedures, taking advantage of digital technologies in particular, in order to facilitate the development of new professional skills. Its implementation will also help integrate more than 5% of employees on alternative work contracts at EDF SA and recruit at least 25% of new workers from the alternative contract workforce already present in the company. Finally, in order to adapt professional skills to the company's needs, the agreement provides for a retirement leave that allows employees from business lines that are not growing to benefit from a transition period between their professional activity and their retirement.

This agreement was the result of a constructive collaboration between all social partners.



A key player in energy transition, the EDF Group is an integrated electricity company, active in all areas of the business: generation, transmission, distribution, energy supply and trading, energy services. A global leader in low-carbon energies, the Group has developed a diversified generation mix based on nuclear power, hydropower, new renewable energies and thermal energy. The Group is involved in supplying energy and services to approximately 37.6 million customers, 27.8 million of which are in France. The Group generated consolidated sales of €75 billion in 2015, of which 47.2% outside of France. EDF is listed on the Paris Stock Exchange.

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