



Investors Presentation

FY2013 Results Roadshow

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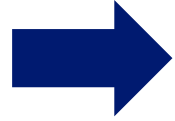
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Detailed information regarding these uncertainties and potential risks are available in the reference document (Document de référence) of EDF filed with the Autorité des marchés financiers on April 5, 2013, which is available on the AMF's website at www.amf-france.org and on EDF's website at www.edf.com.

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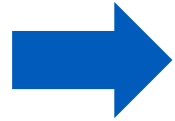
Outlook

2010 - 2013



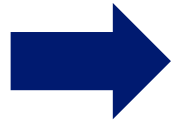
Reconfiguration and reinforcement of the Group's industrial and financial profile

2013



Commitments delivered

2014 - 2018



Issues well identified,
a trajectory under control

2010-2013: Reconfiguration and reinforcement of the Group's industrial and financial profile

Strategy

- EDF: a reference power company, leader in low-carbon generation
- The industrial dimension at the core of strategy

Partnerships

- Taking control over key activities for the Group's industrial development
- Exit from non-strategic partnerships

Debt

- Increased average maturity of gross debt
- Reduced average coupon
- The best credit profile in the sector

ALM

- Development of a financing toolbox tailored to EDF's investment profile

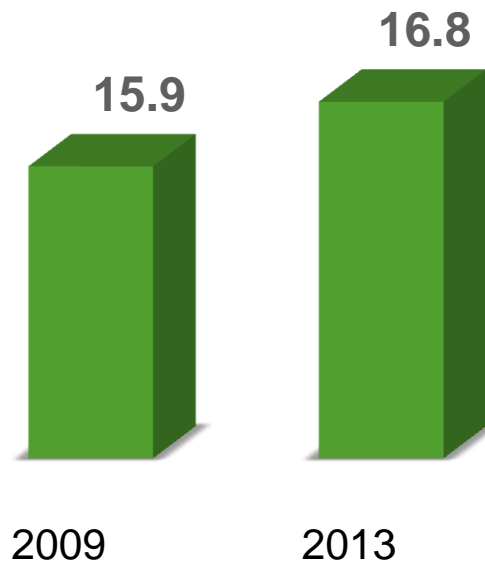
Partnerships: clarification of strategic priorities, control over the Group's development platforms

Non priority partnerships	<ul style="list-style-type: none">▪ Exiting non-defining partnerships for the development of the Group's industrial model▪ Safeguarding the Group's interests	EnBW Constellation
Strategic orientations for the Group's development	<ul style="list-style-type: none">▪ Diversification across the gas value chain▪ To control our development platform	Edison
	<ul style="list-style-type: none">▪ Low-carbon growth strategy▪ To take up the challenge of larger renewables projects	EDF EN
	<ul style="list-style-type: none">▪ Services: key component of our integrated utility strategy▪ To manage changes from energy markets mutation	Dalkia

2010-2013: strengthening of financial performance and balance sheet

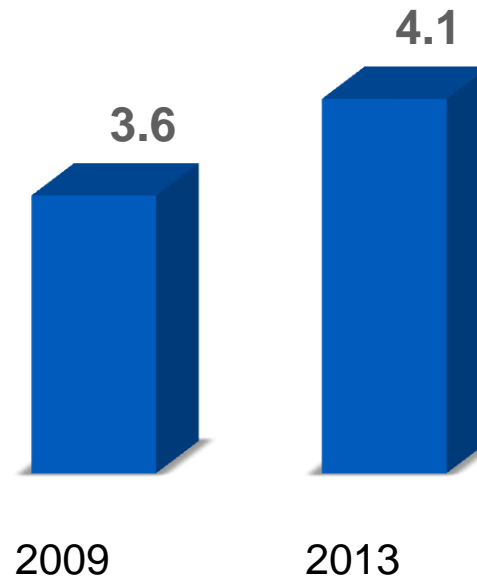
EBITDA:
Growth of nearly €1bn

In €bn



Net income excluding non-recurring items: +15%

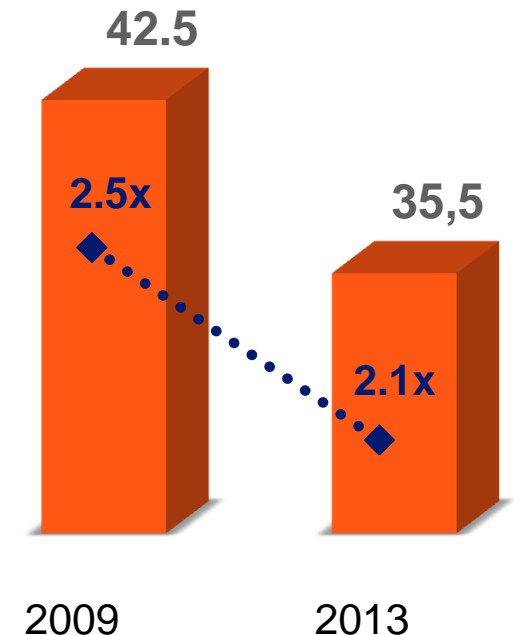
In €bn



Net debt reduced by €7bn

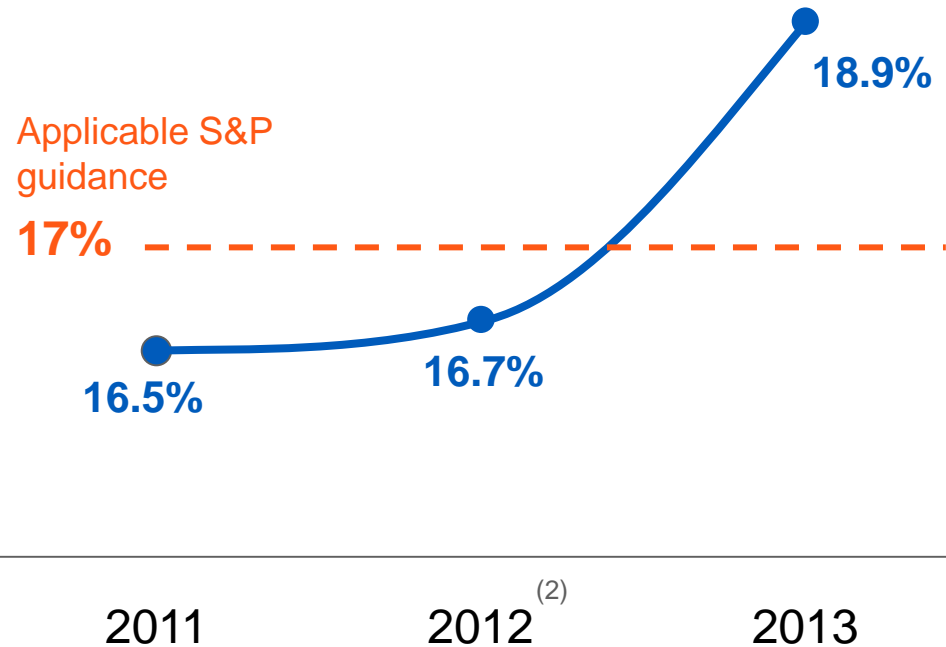
NFD
(In €bn)

...◆... NFD/EBITDA

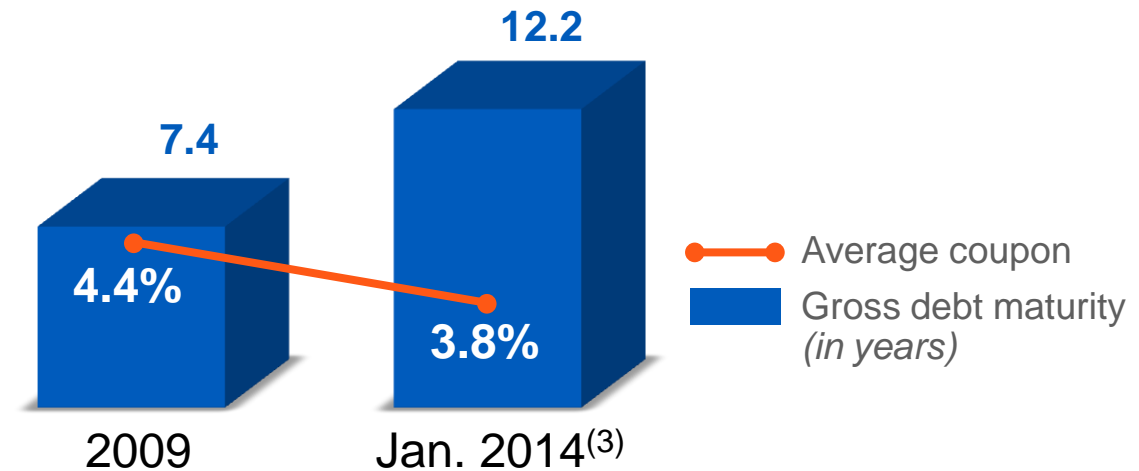


2010-2013: financial profile strengthened, serving the Group's industrial strategy

Change in FFO / economic debt adjusted⁽¹⁾



Average debt maturity and average coupon



2013 targets delivered

Targets		Actual
EBITDA ⁽¹⁾ growth: at least 3%	➤	+5.5%
Edison EBITDA: ≈€1bn	➤	€1,007m
Net financial debt/EBITDA: 2x - 2.5x	➤	2.1x
Payout ratio of net income excluding non-recurring items: 55% to 65%	➤	56.5% (proposal of €1.25/share ⁽²⁾)
SPARK: saving plan revised to €1.2bn	➤	€1.3bn

2014-2018 vision: issues well identified, a trajectory under control

Deliver major industrial projects

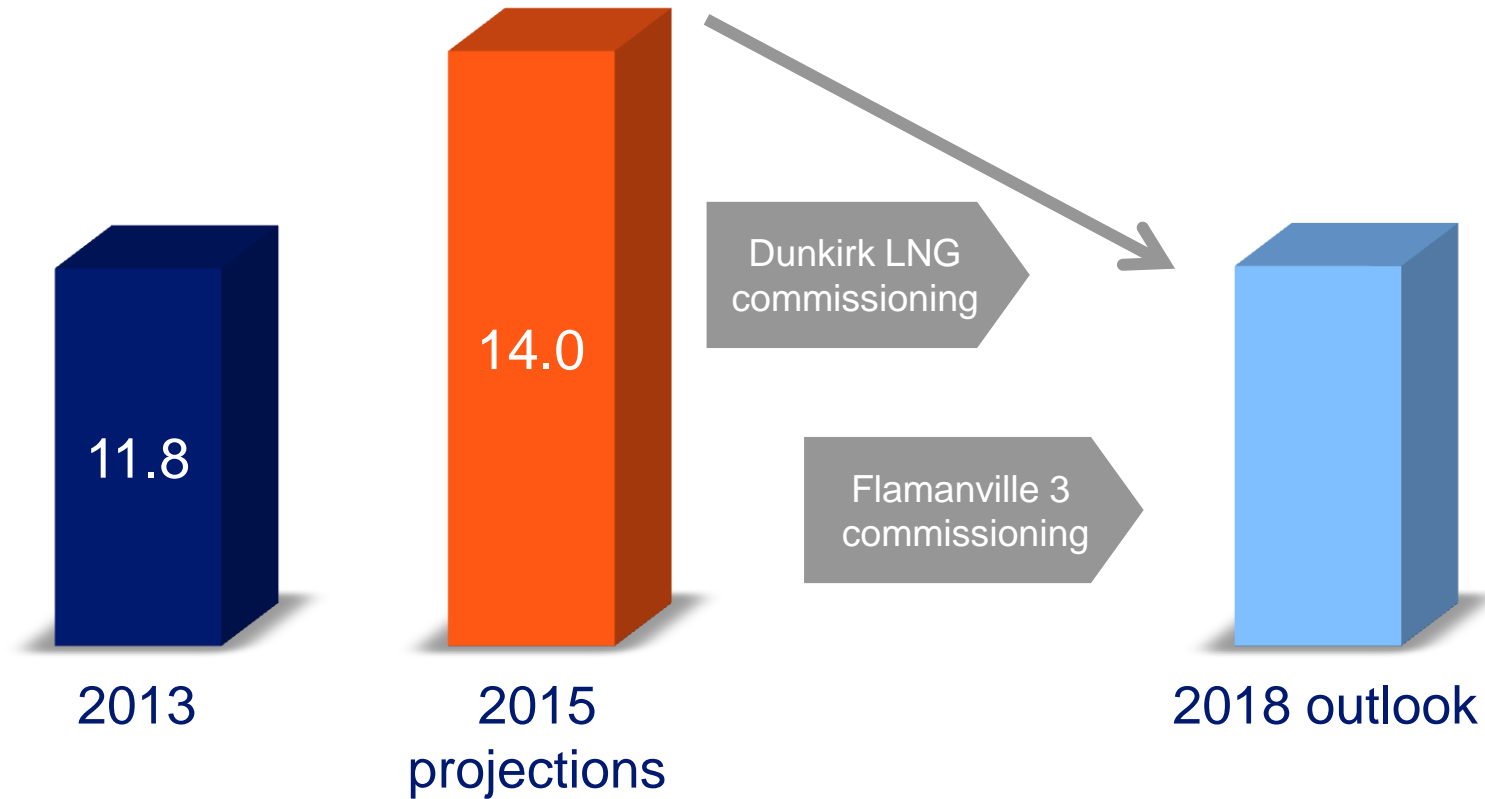
- French nuclear: Existing fleet, Flamanville 3
- Dunkirk LNG
- Hinkley Point C
- Offshore wind
- Modernisation of coal units: UK, Poland, France

A selective development focused on EDF's core businesses

- In Europe:
 - UK: investment decision on Hinkley Point C
 - Italy: Edison
 - Central and Western Europe
- Outside Europe: continue the development of renewable energies
- Be a major player in global energy services

Investment peak⁽¹⁾ in 2015

In billions of euros



In 2018:
investments
at **2013** levels

2014-2018: action plan and enhanced visibility

- A solid balance sheet and funding tools tailored to the Group's investment profile
- Visibility on the investment trajectory
- Reinforcing the process for monitoring and optimising costs
 - Plan to control WCR
 - Operational costs control
 - Continuation of effort to optimise costs

Cash flow after dividends positive in 2018⁽¹⁾

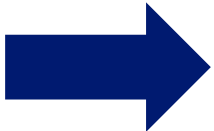
Operational Cost Control: supporting businesses on major projects

EDF's response to an
evolving landscape in the
utility sector

- Major changes in European electricity markets
- Evolution of the integrated model
- Management of major projects
- Alignment of tariff trajectory with cost profile in France

A necessary adaptation for
our internal steering and
controlling organisation

- Operational steering rather than annual budgeting
- Role of financial management within businesses' organisation
- Training and career management
- "Costing" approach

- 
- A reengineering project of the Financial Management function
 - Enhanced integration and evaluation of economic factors in our activities

2014 targets and 2014-2018 vision

2014

- EBITDA growth excluding Edison⁽¹⁾
- Edison EBITDA before effect of gas contract renegotiations
- Net financial debt/EBITDA
- Payout ratio of Net income excluding non-recurring items⁽³⁾

At least 3%

At least €600m⁽²⁾

2x – 2.5x

55% – 65%

2014 – 2018
vision

- Cash flow after dividends⁽⁴⁾

Positive in 2018



Investors Presentation

Appendices



2013 key figures: financial targets reached

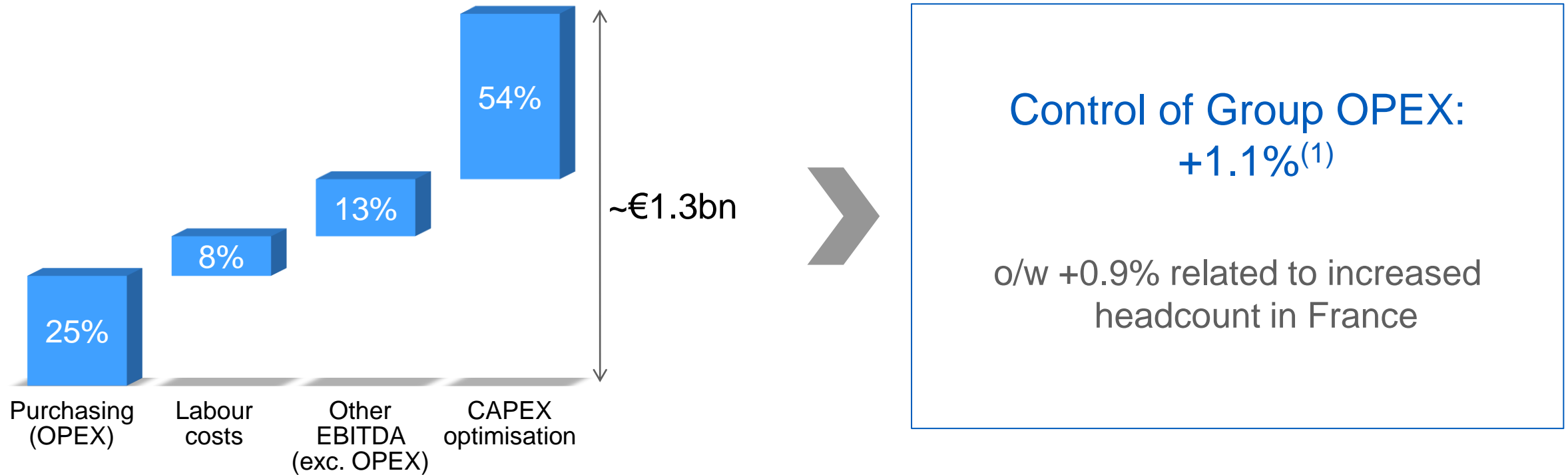
<i>In millions of euros</i>	2012 ⁽¹⁾	2013	Δ%	
Sales	72,178	75,594	4.7%	2.9% ⁽²⁾
EBITDA	15,998	16,765	4.8%	5.5% ⁽²⁾
Net income - Group share	3,275	3,517	7.4%	
Net income excluding non-recurring items	4,175	4,117	-1.4%	
	31/12/2012 ⁽³⁾	31/12/2013 ⁽⁴⁾		
Net financial debt <i>in €bn</i>	39.2	35.5		
Net financial debt/EBITDA	2.4	2.1		

- (1) Data restated for impact of IAS 19 revised and for the change in presentation of EDF Energies Nouvelles' Development and Sale of Structured Assets activities
- (2) Organic growth at constant scope and exchange rates
- (3) Pro forma after the allocation of the CSPE receivable to dedicated assets on 13 February 2013 and subtraction of €2.4bn from the dedicated assets portfolio, enabling 100% coverage of the EDF nuclear liabilities that are eligible for dedicated assets
- (4) Hybrid issuance booked as equity due to their characteristics and in compliance with IFRS

2013 priorities: commitments delivered

CSPE	✓	
Tariff equation	✓	
SPARK	✓	
Nuclear New Build in the UK	✓	Hinkley Point C agreement: Strike price: £92.5/MWh ⁽¹⁾ / IUK guarantee: 65%
ERDF		Government announcement of a legislative measure to secure the legal framework for the distribution tariff
ARENH		Decree expected before end-March 2014

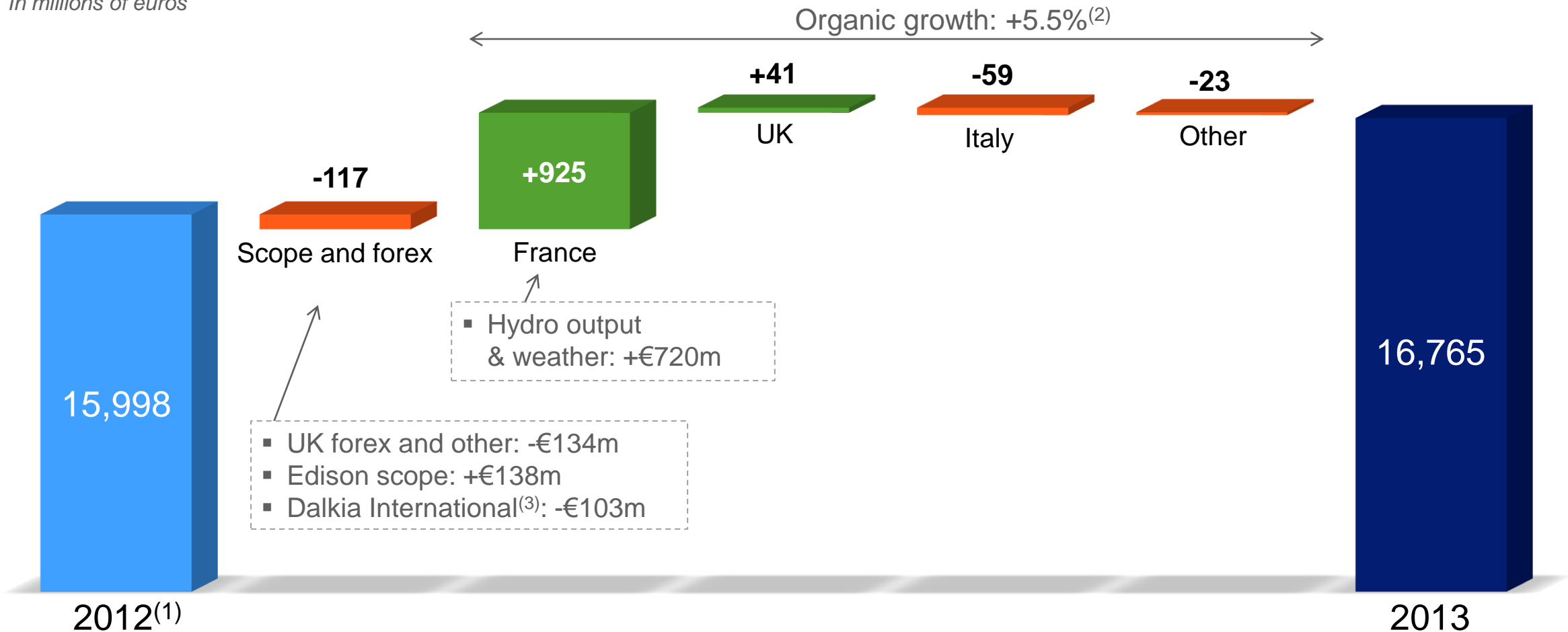
Spark cost-savings plan: target exceeded



€1.3bn at end-2013 for a revised target of €1.2bn

EBITDA growth driven by favourable operating conditions in France and the United Kingdom

In millions of euros



Group EBIT up 3.1%

<i>In millions of euros</i>	2012 ⁽¹⁾	2013	Δ%
EBITDA	15,998	16,765	4.8%
Volatility related to the application of IAS 39	(69)	14	
Amortisation/depreciation expenses and provisions for renewal	(7,013)	(7,744)	
Impairment and other operating income and expenses	(757)	(624)	
EBIT	8,159	8,411	3.1%

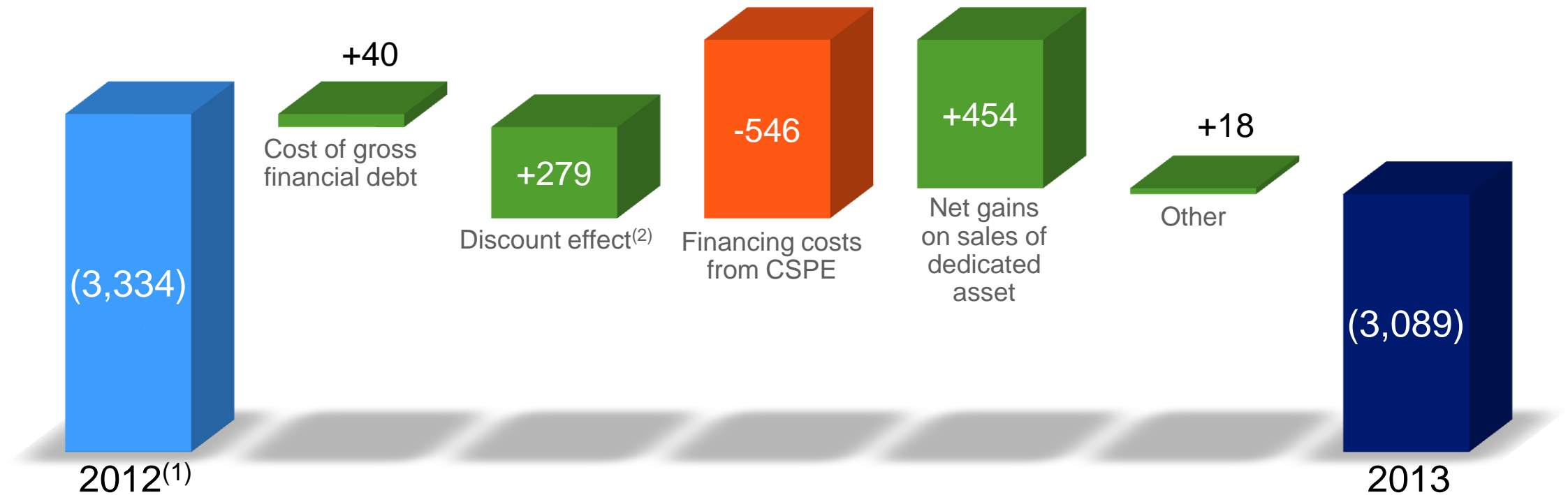
5.5%⁽²⁾

Group net income driven by operating and financial performance

<i>In millions of euros</i>	2012 ⁽¹⁾	2013	Δ%
EBIT	8,159	8,411	3.1%
Financial income	(3,334)	(3,089)	-7.3%
Income tax	(1,573)	(1,942)	23.5%
Share of net income from associates	261	375	43.7%
Net income from minority interests	238	238	0%
Net income – Group share	3,275	3,517	7.4%
Earnings per share ⁽²⁾	1.77	1.84	
<i>Excluding: non-recurring items</i>	(900)	(600)	
Net income excluding non-recurring items	4,175	4,117	-1.4%

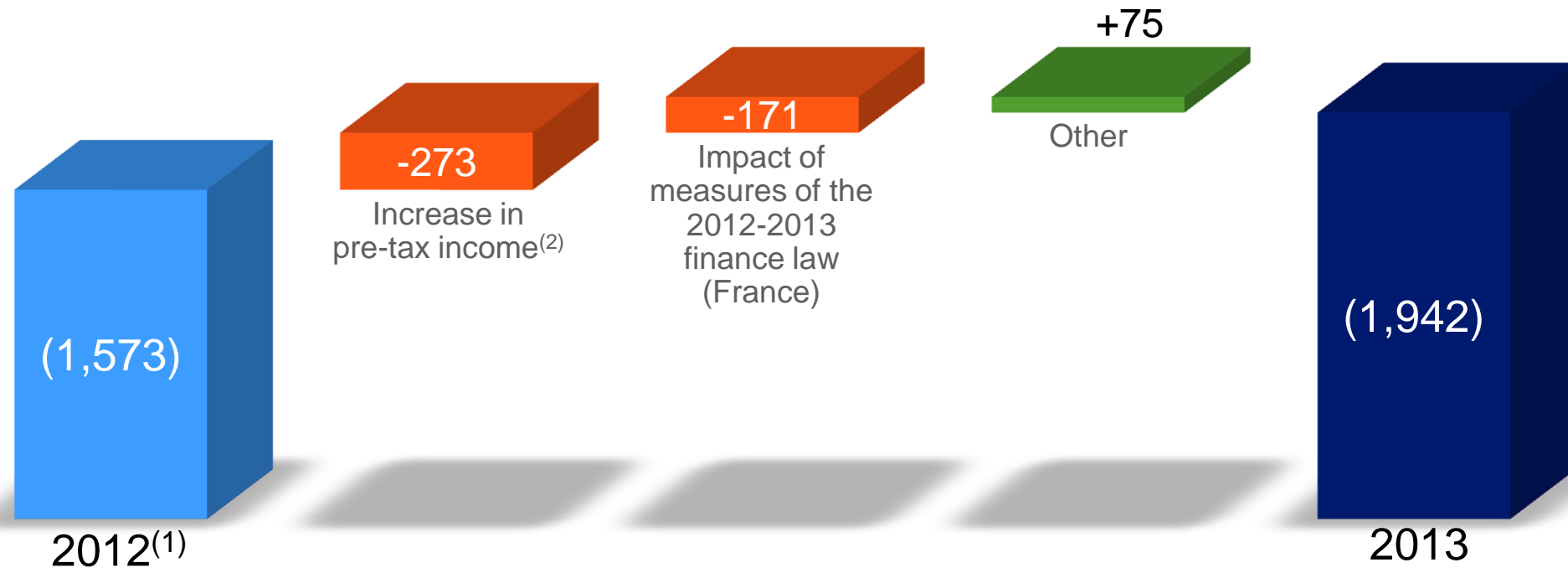
Improvement in financial result

In millions of euros



Change in income tax expenses

In millions of euros



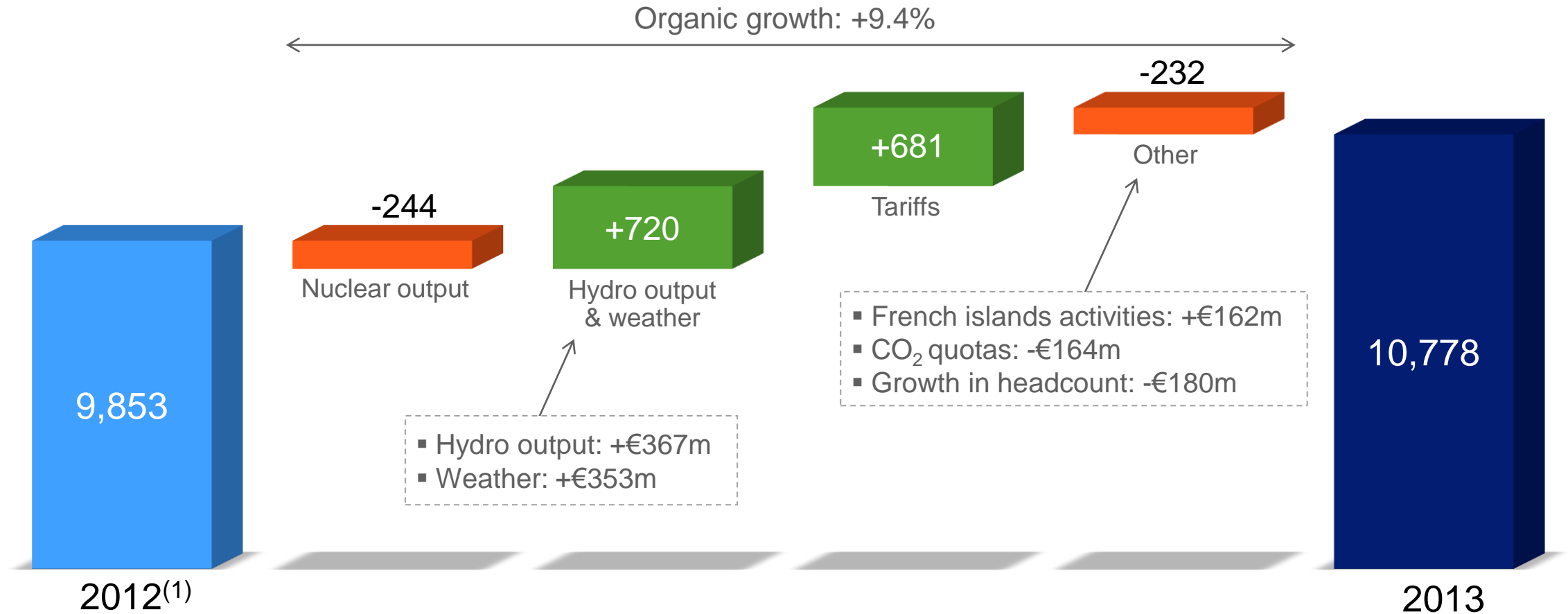
Effective tax rate was 36.5% in 2013 vs. 32.6% in 2012

Non-recurring items net of tax

<i>In millions of euros</i>	2012	2013
ERDF – impact of the re-estimation of the lifespan of certain assets on the renewal provision	102	-
CENG impairment (United States)	(396)	(146)
Alpiq impairment	(248)	(284)
Benelux impairments	-	(286)
2013 pensions reform - France	-	324
Other	(314)	(223)
Volatility related to the application of IAS 39	(44)	15
Total non-recurring items net of tax	(900)	(600)

France EBITDA growth due to good operating conditions

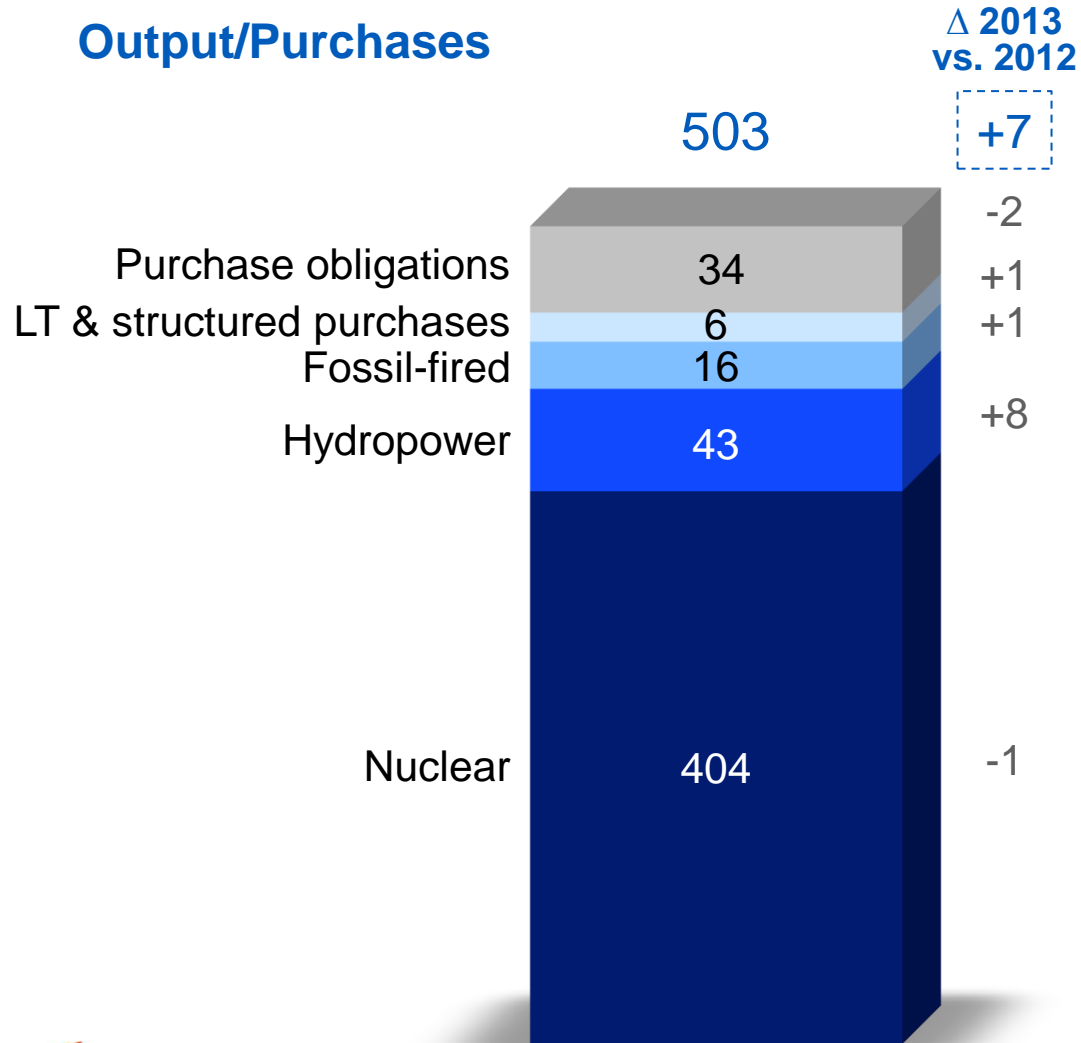
In millions of euros



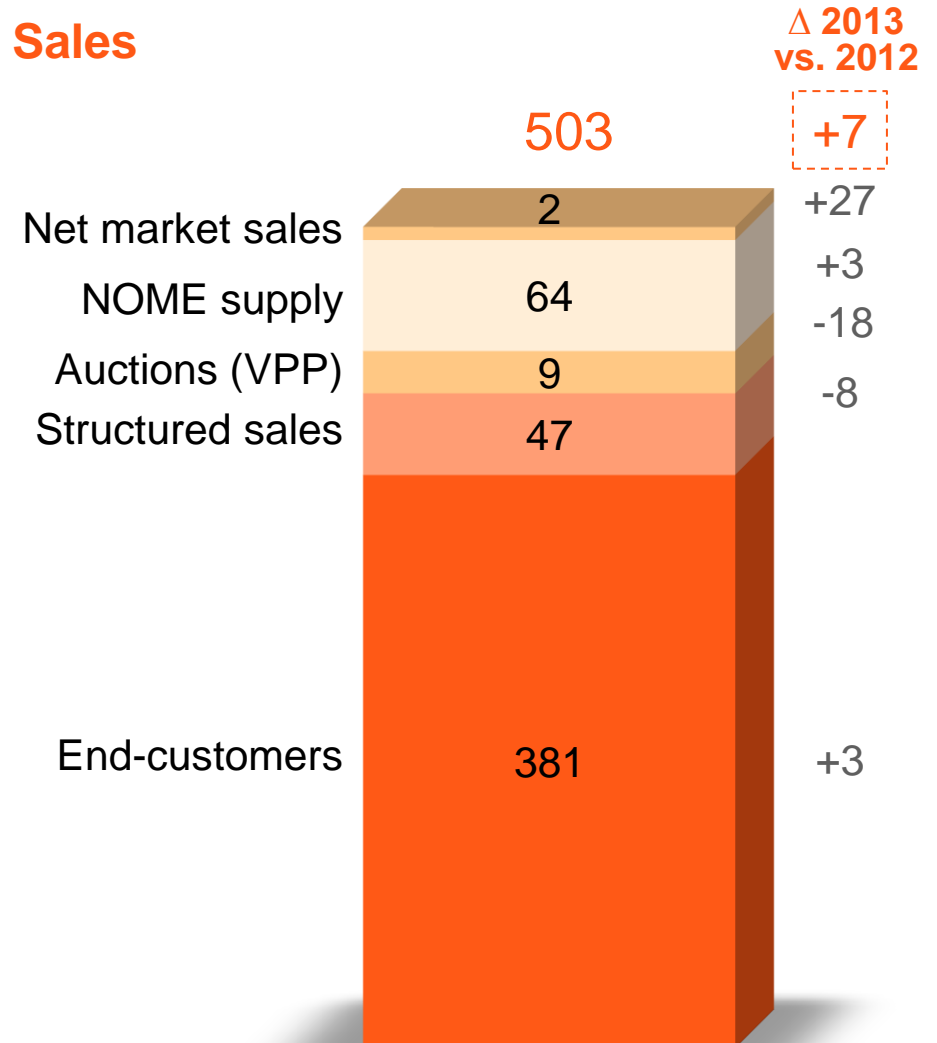
France: upstream/downstream electricity balance in 2013

in TWh

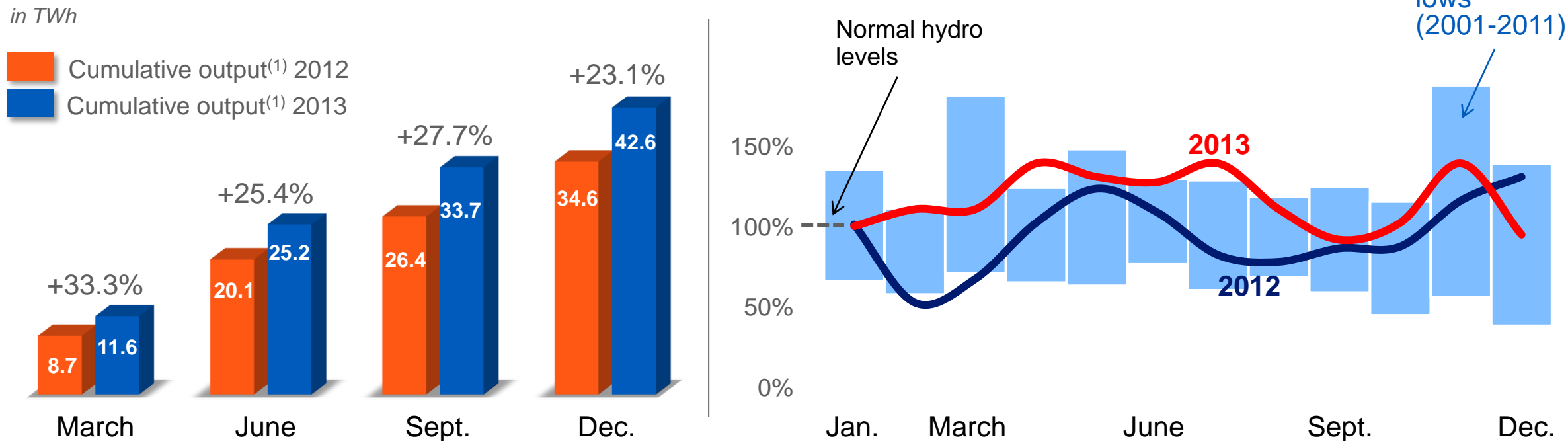
Output/Purchases



Sales



France: sharp rise in hydropower output underpinned by exceptional hydro conditions

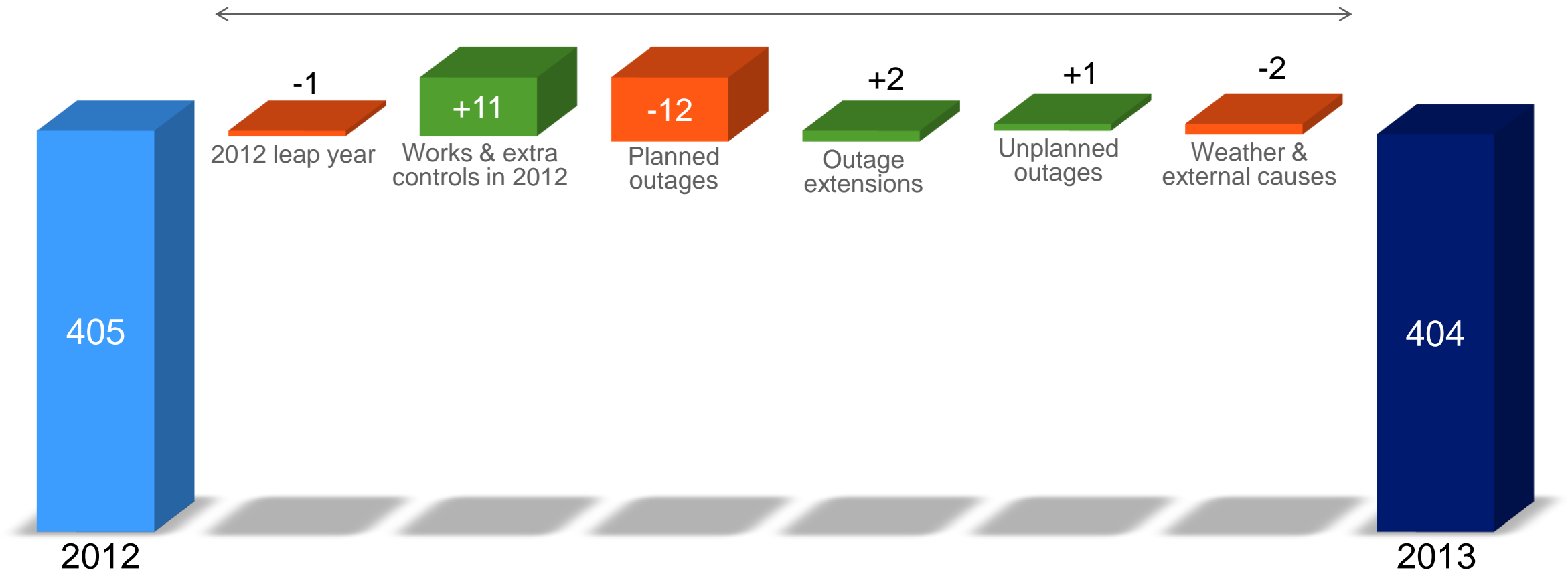


Hydro reservoir level at end-2013 comparable to historic average

France: stable nuclear output

in TWh

-1 TWh



Plan to control outage duration strengthened in 2014

Output stable in 2013

- Good control of unplanned outages thanks to major component replacement programme
- More planned outages vs. 2012
- Slight reduction in outage extensions of planned outages but still below targets

2014 outlook

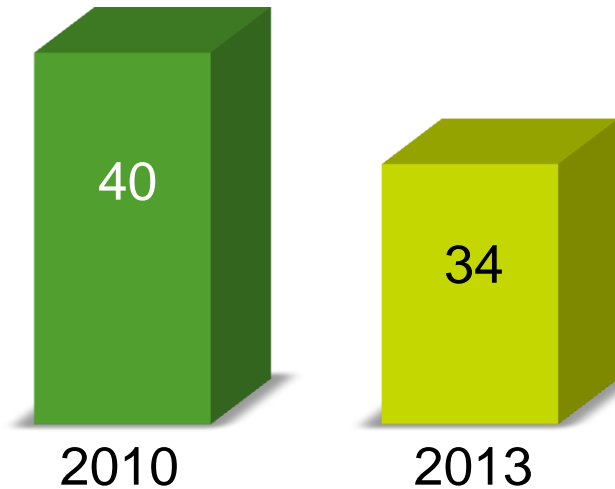
- Continuation of major component replacement programme
- Volume of planned outages on par with 2013
- Ramping up in 2014 of the plan to control outage durations started in 2013
 - Stabilisation of preventative maintenance during outages
 - Improvement in quality of preparation and execution of maintenance
 - Reinforcement of control of restart operations

2014 nuclear output target: 410 TWh – 415 TWh

France: continuous improvement in nuclear operations and safety indicators

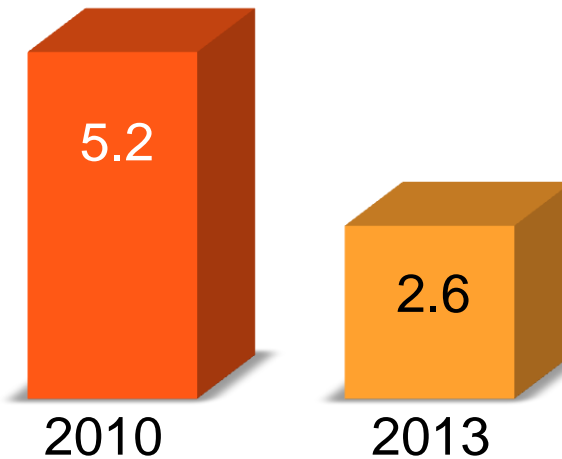
Nuclear safety: quality and rigorous operations

Number of automatic reactor stoppages



Good management of unplanned outages

Unplanned unavailability coefficient (%)



Fleet availability when consumption is highest

- Availability factor every winter above 90%
- 93%⁽¹⁾ of availability reached at 12 February 2014 for the 2013-2014⁽²⁾ winter
- 57 reactors in operation for 13 days in January 2014

United Kingdom: excellent performance of nuclear output

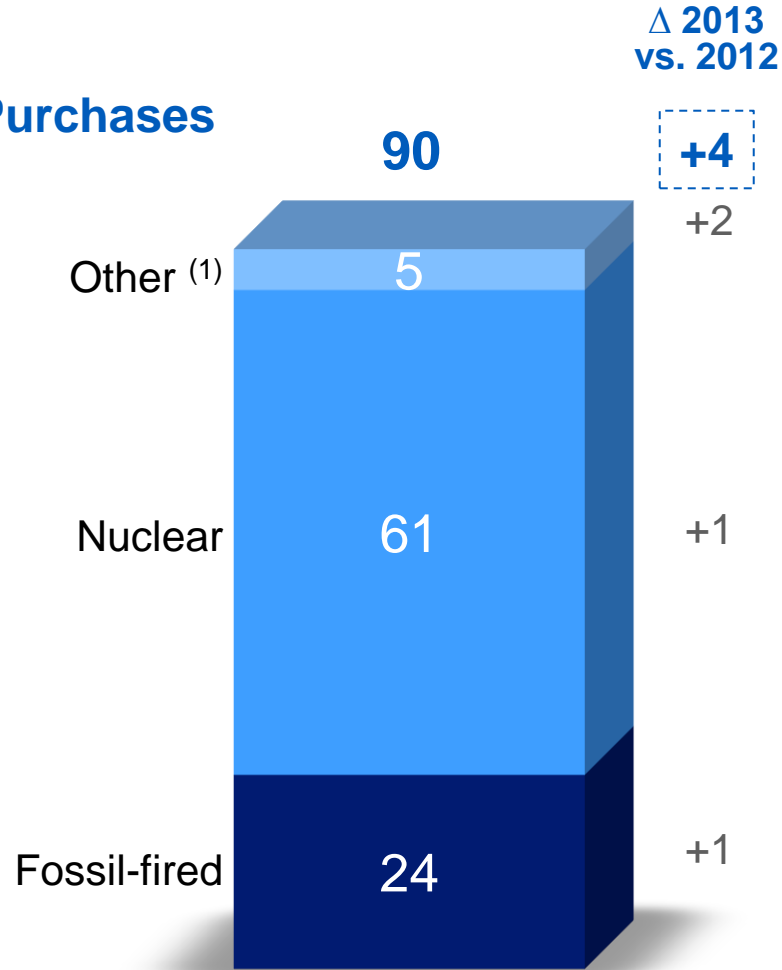
<i>In millions of euros</i>	2012⁽¹⁾	2013	Δ%	Δ% Org.⁽²⁾
Sales	9,739	9,782	0.4%	5.1%
EBITDA before fair value impact	2,082	2,069	-0.6%	4.1%
Impact of the fair value revaluation related to the acquisition of British Energy	(35)	(77)	n/a	n/a
EBITDA	2,047	1,992	-2.7%	2.0%

- Nuclear output highest in past 8 years (60.5 TWh) benefitting from favourable market prices
- Good control of OPEX
- Negative impact of the end of free allocations of CO₂ allowances

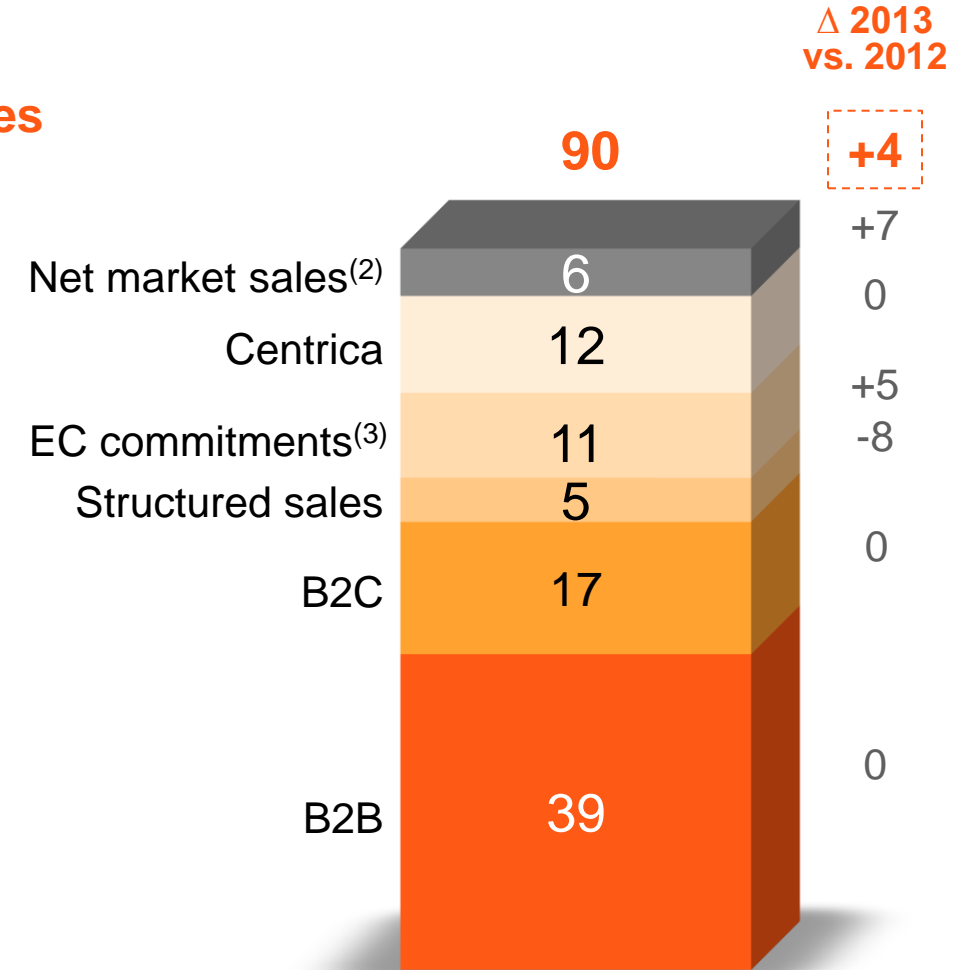
United Kingdom: upstream/downstream electricity balance in 2013

in TWh

Output/ Purchases



Sales



Italy: Edison EBITDA in line with 2013 target

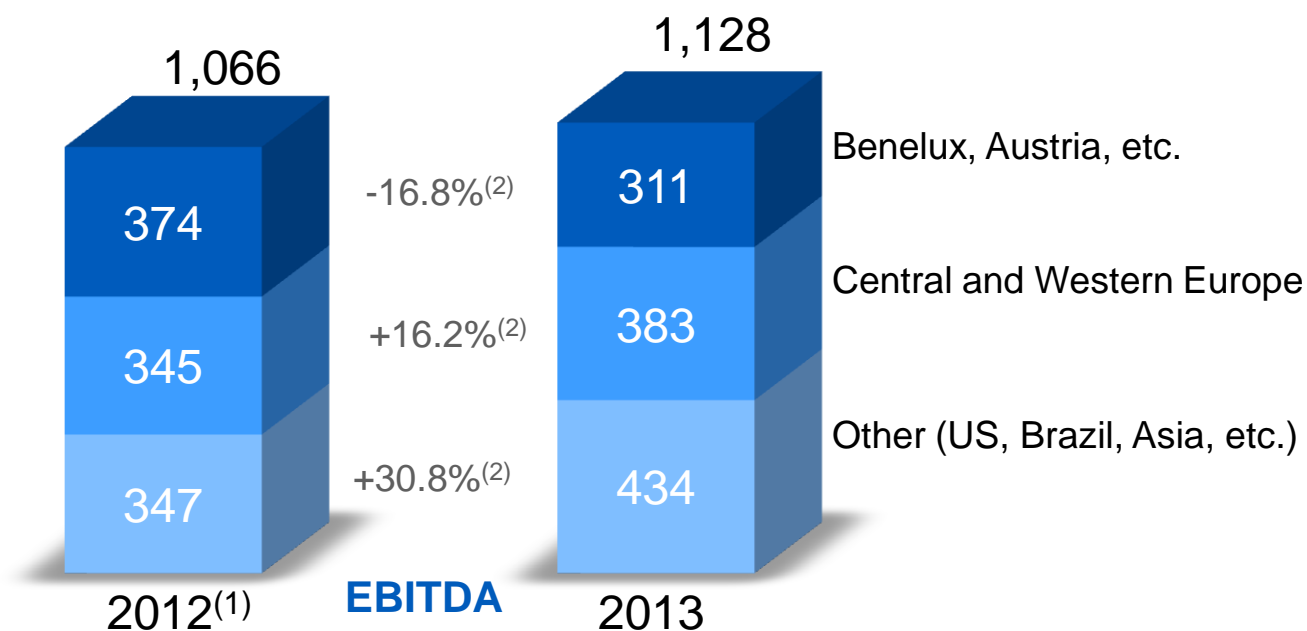
In millions of euros

Italy Fenice, Edison (EDF share ⁽¹⁾)	2012⁽²⁾	2013	Δ%	Δ% Org.⁽³⁾
Sales	10,098	12,875	27.5%	2.6%
EBITDA	1,019	1,098	7.8%	-5.8%
<i>o/w Edison</i>	918	1,007	9.7%	-5.3%

- Contraction in gas margins due to falling market prices, partially offset by the success of renegotiations of long-term gas contracts. A 2nd round of renegotiations is underway
- Electricity EBITDA growth driven by sales on the wholesale market, favourable hydro conditions and optimisation of the generation fleet

Other International: shrinking margins due to unfavourable economic and regulatory conditions

<i>In millions of euros</i>	2012 ⁽¹⁾	2013	Δ%	Δ% Org. ⁽²⁾
Sales	7,976	7,841	-1.7%	0.2%
EBITDA	1,066	1,128	5.8%	9.8%



■ Benelux

- **Belgium:** unfavourable impact of decline in electricity and gas tariffs on the B2C market

■ Central and Western Europe

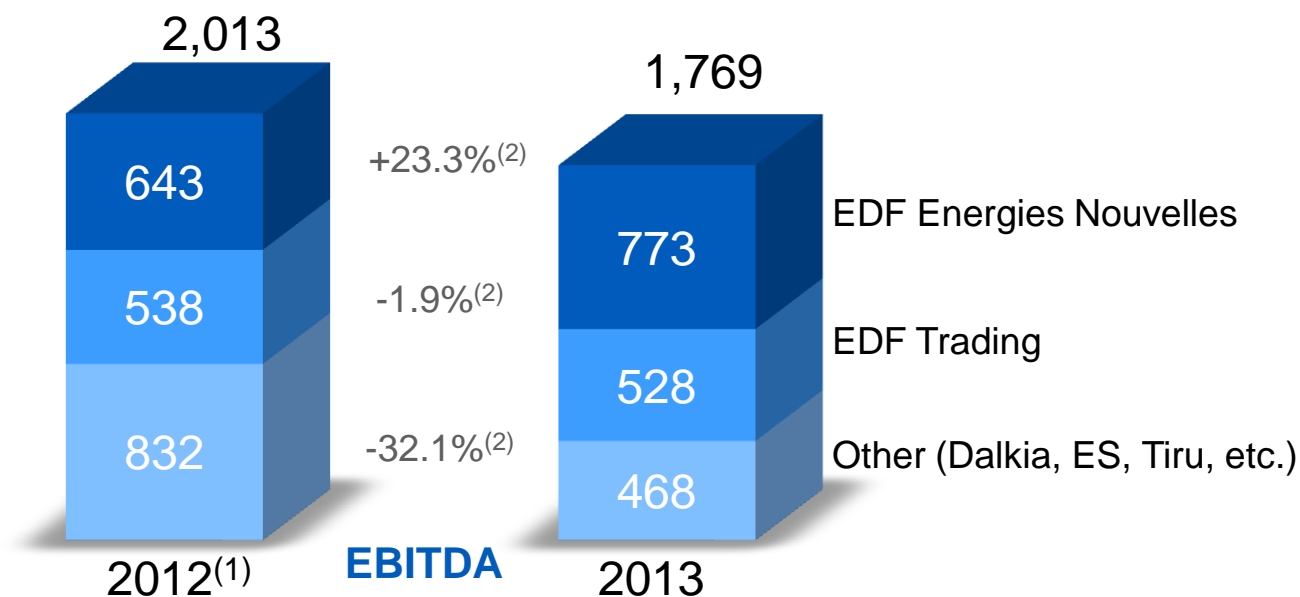
- **Poland:** negative effects of regulatory conditions regarding support of cogeneration and biomass, offset by 2012 costs that had no equivalent in 2013 linked to the suspension of the supercritical coal plant project

■ Other

- **United States:** increase in electricity output after a disappointing 2012
- Capital gain from SSE transaction

Other Activities: growth in renewable output

<i>In millions of euros</i>	2012⁽¹⁾	2013	Δ%	Δ% Org.⁽²⁾
Sales	5,245	4,886	-6.8%	4.4%
EBITDA	2,013	1,769	-12.1%	-6.3%



■ EDF Energies Nouvelles:

- Organic growth of EBITDA resulting from good output (+2,649 GWh vs. 2012, i.e. +31.3%) lifted by substantial commissioning in 2012, mostly in Canada and the US
- Strong activity from Structured Asset Sales segment

■ Other:

- Effects in 2012 of property transactions and renegotiation of insurance contracts that had no equivalent in 2013
- Scope effect related to the planned disposal of Dalkia International⁽³⁾

Change in cash flow (1/2)

<i>In millions of euros</i>	2012 ⁽¹⁾	2013	Δ%
EBITDA	15,998	16,765	4.8%
Non-cash items and change in accrued trading income	(629)	(263)	
Net financial expenses disbursed	(1,634)	(1,799)	
Income tax paid	(1,586)	(1,979)	
Other items o/w dividends received from associates	165	249	
Operating cash flow	12,314	12,973	5.4%
Δ WCR	(2,390)	(1,783)	
Net investments excluding strategic operations ⁽³⁾	(11,808)	(12,206)	
Cash flow after net investments	(1,884)	(1,016)	46.1%

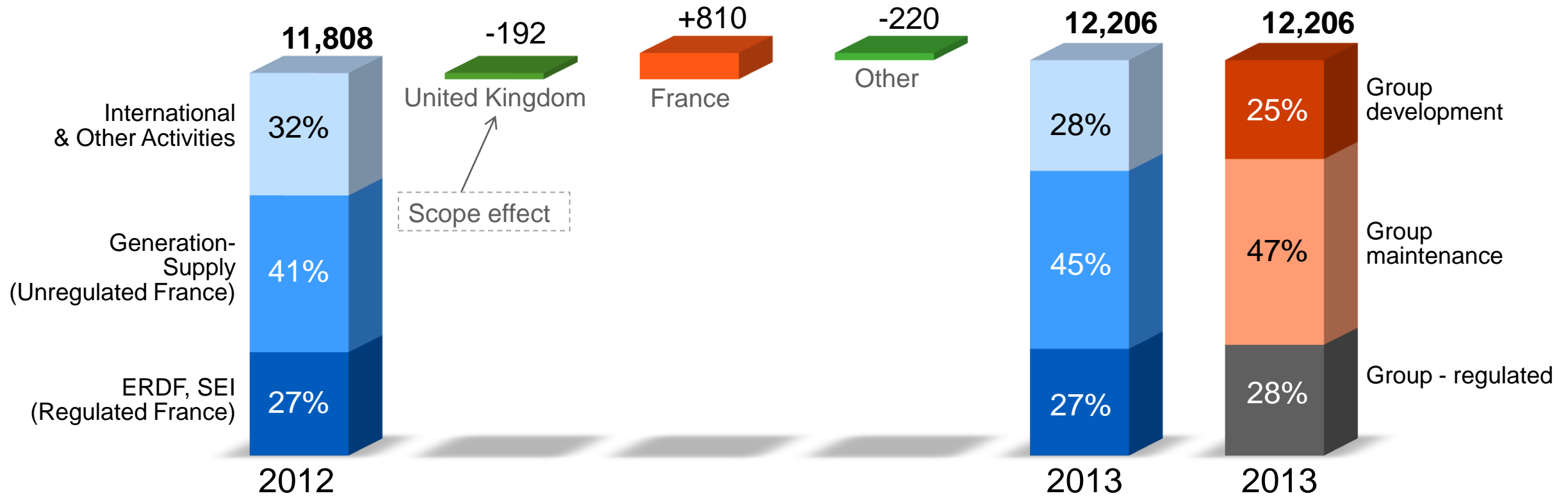
5.5%⁽²⁾

Change in cash flow (2/2)

<i>In millions of euros</i>	2012⁽¹⁾	2013	Δ%
Cash Flow after net investments	(1,884)	(1,016)	46.1%
Net investments allocated to strategic operations ⁽²⁾	(3,040)	772	
Dedicated assets	(683)	2,443	
Cash flow before dividends	(5,607)	2,199	n/a
Dividends paid in cash	(2,355)	(2,565)	
<i>o/w interest payments on hybrid instruments</i>	-	(103)	
Cash flow after dividends	(7,962)	(366)	n/a

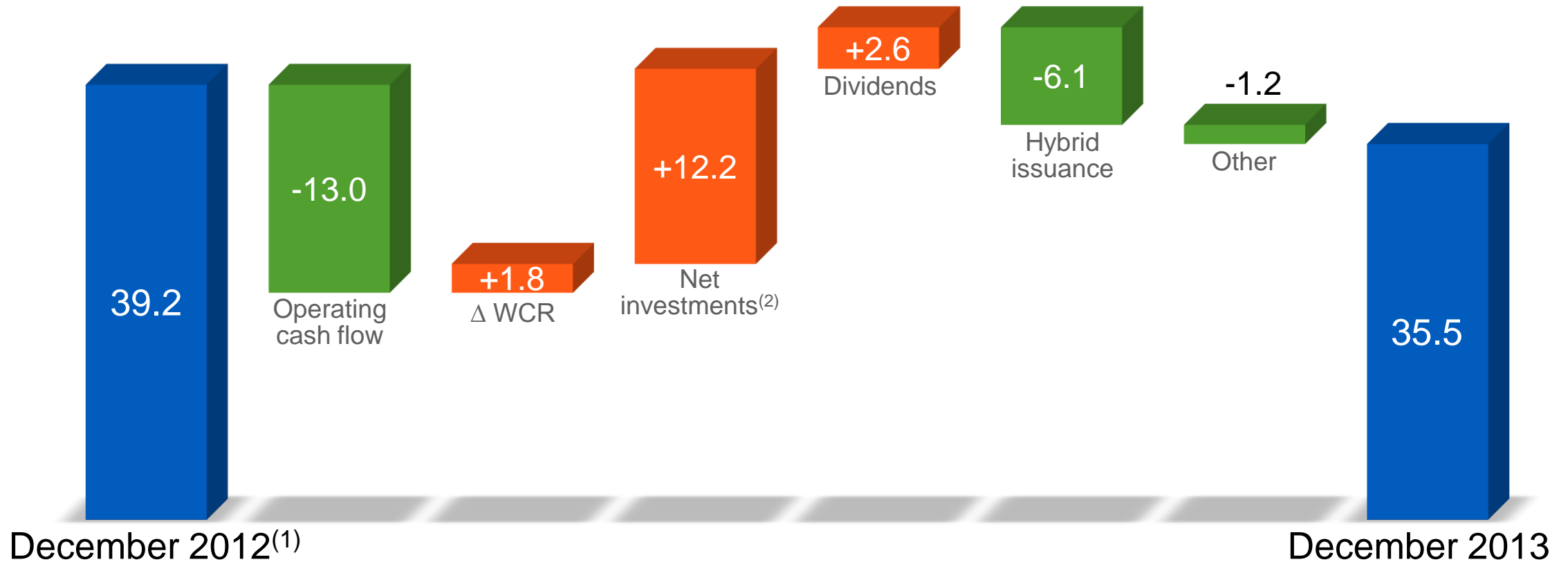
Increase in net investments⁽¹⁾ consistent with the Group's industrial strategy in France

In millions of euros



Change in net financial debt

In billions of euros



IFRS 10 and 11 (1/2)

- These standards will be applied by EDF Group from 1 January 2014
- The main impacts expected from these new standards for EDF Group include:
 - The new definition of control set out by IFRS 10 is not expected to significantly change the scope of consolidation of the Group
 - IFRS 11 application will result in Group EDF partnerships being treated as joint ventures and consolidating them through the equity method, except a few insignificant entities that will be treated as joint operations (consolidation of the share of assets and liabilities)
- On the basis of inquiries into the 2013 accounts, the impacts on the main totals in the Group's consolidated accounts concern, primarily, Dalkia and certain subsidiaries of EDF Energies Nouvelles
- In accordance with IAS 8, this change in method will be recognised retroactively

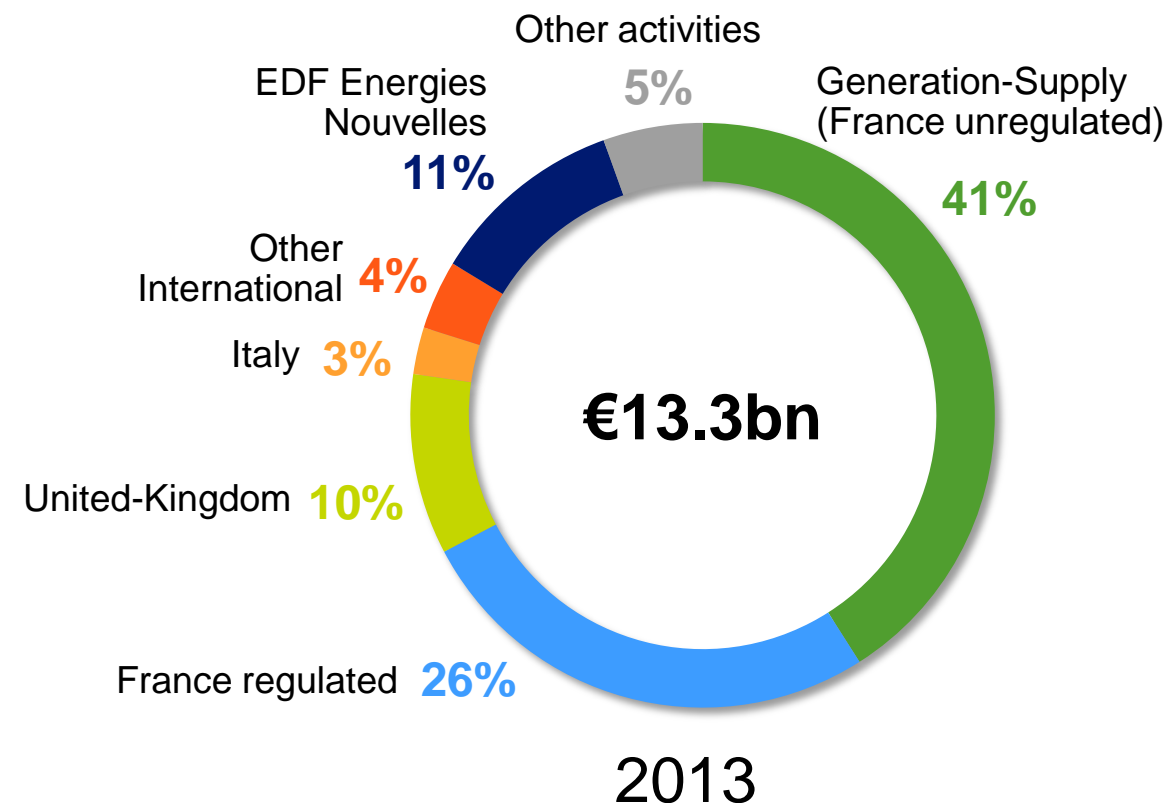
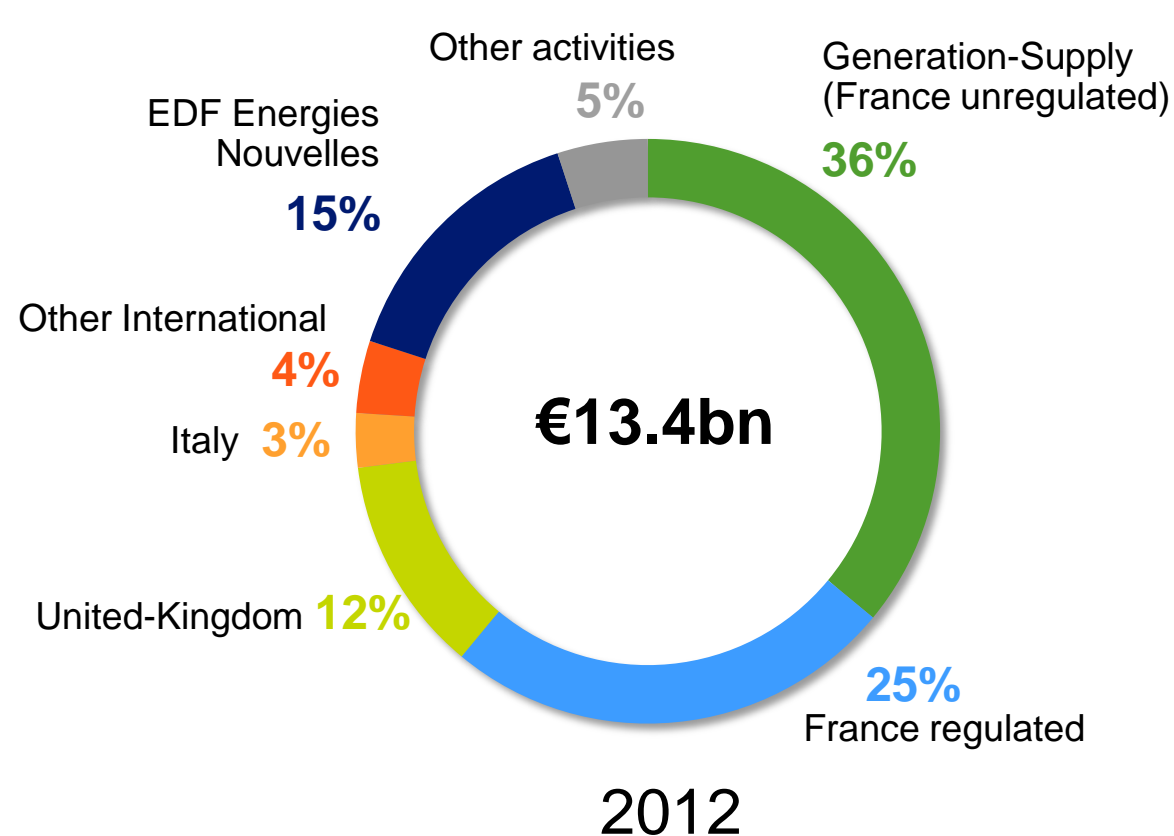
2013 restated for application of IFRS 10 and 11 – Main aggregates (2/2)

<i>In billions of euros</i>	2013 (published)	2013 Restated	Δ
EBITDA	16,8	16,1	(0,7)
Net income – Group Share	3,5	3,5	-
Net income excl. non recurring items	4,1	4,1	-
Net financial debt (in €bn)	35.5	33.4	(2.1)
Net financial debt/EBITDA	2.1	2.1	-
Gross operational investments (in €bn)	13.3	13.0	(0.3)

Change in EBITDA

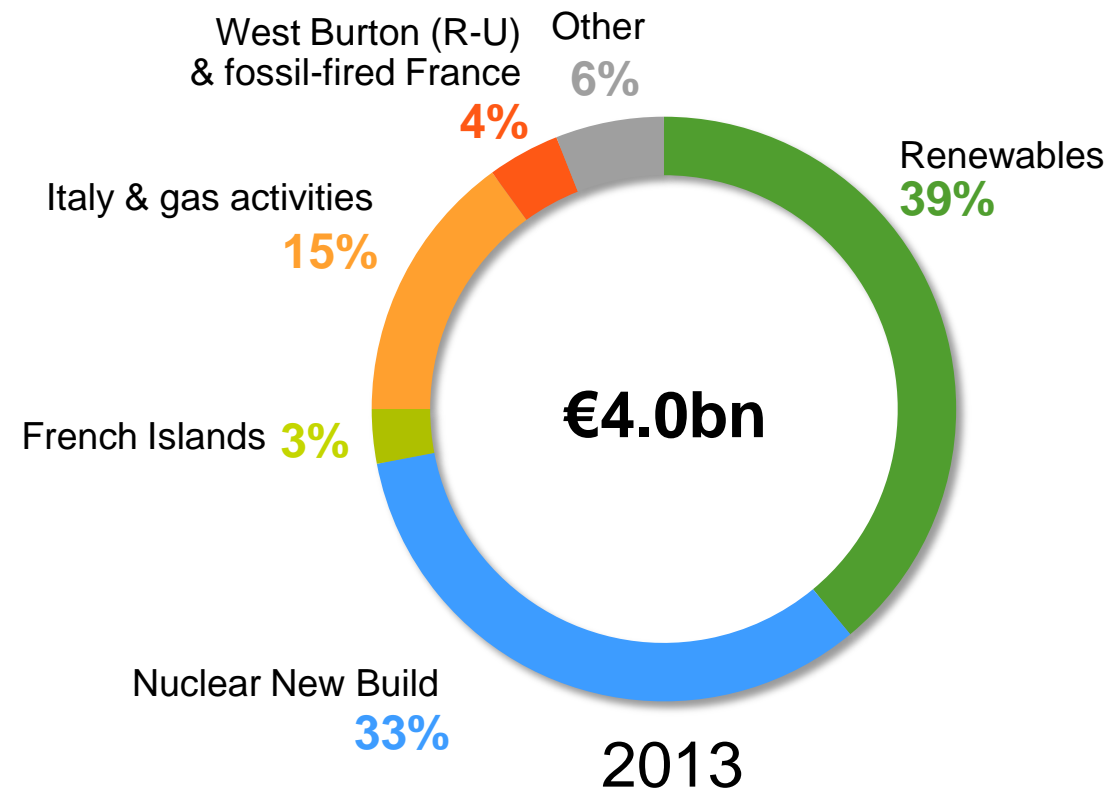
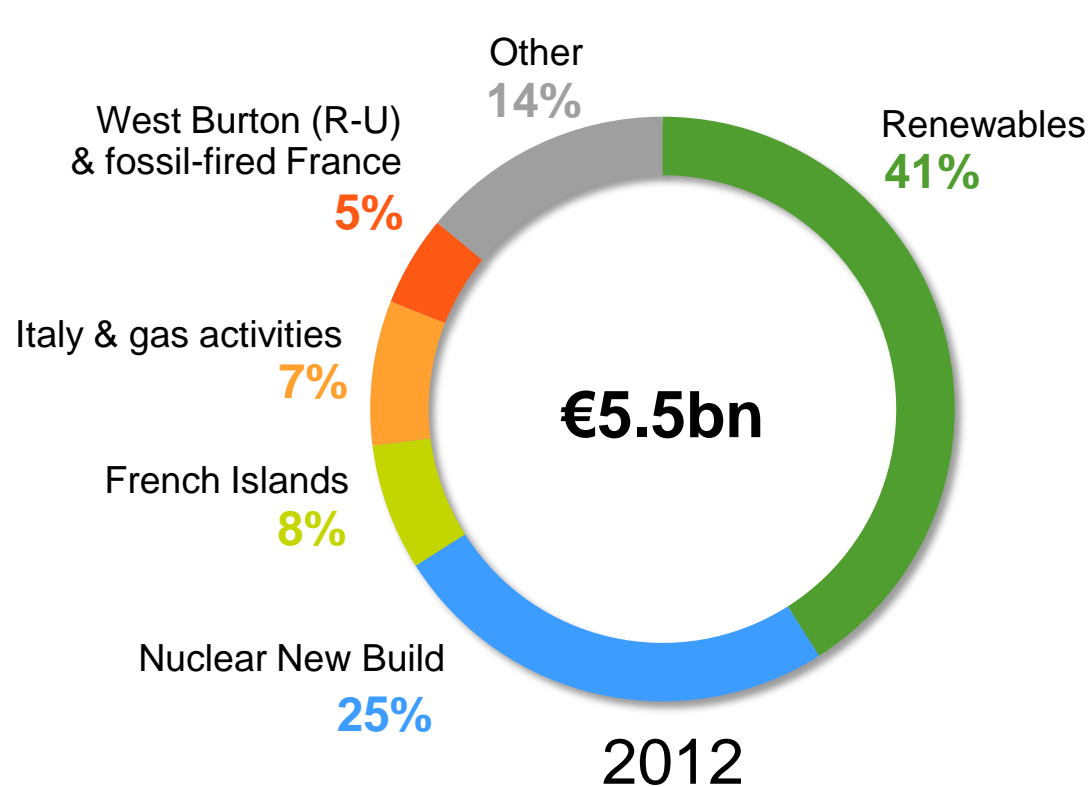
<i>In millions of euros</i>	2012 restated	2013	Δ%	Δ% org.
France	9,853	10,778	9.4%	9.4%
UK	2,047	1,992	-2.7%	2.0%
Italy	1,019	1,098	7.8%	-5.8%
Other International	1,066	1,128	5.8%	9.8%
Other activities	2,013	1,769	-12.1%	-6.3%
Group	15,998	16,765	4.8%	5.5%

Gross operational investments (gross CAPEX)



Stable gross operational investments

Gross operational investments (gross CAPEX) for development

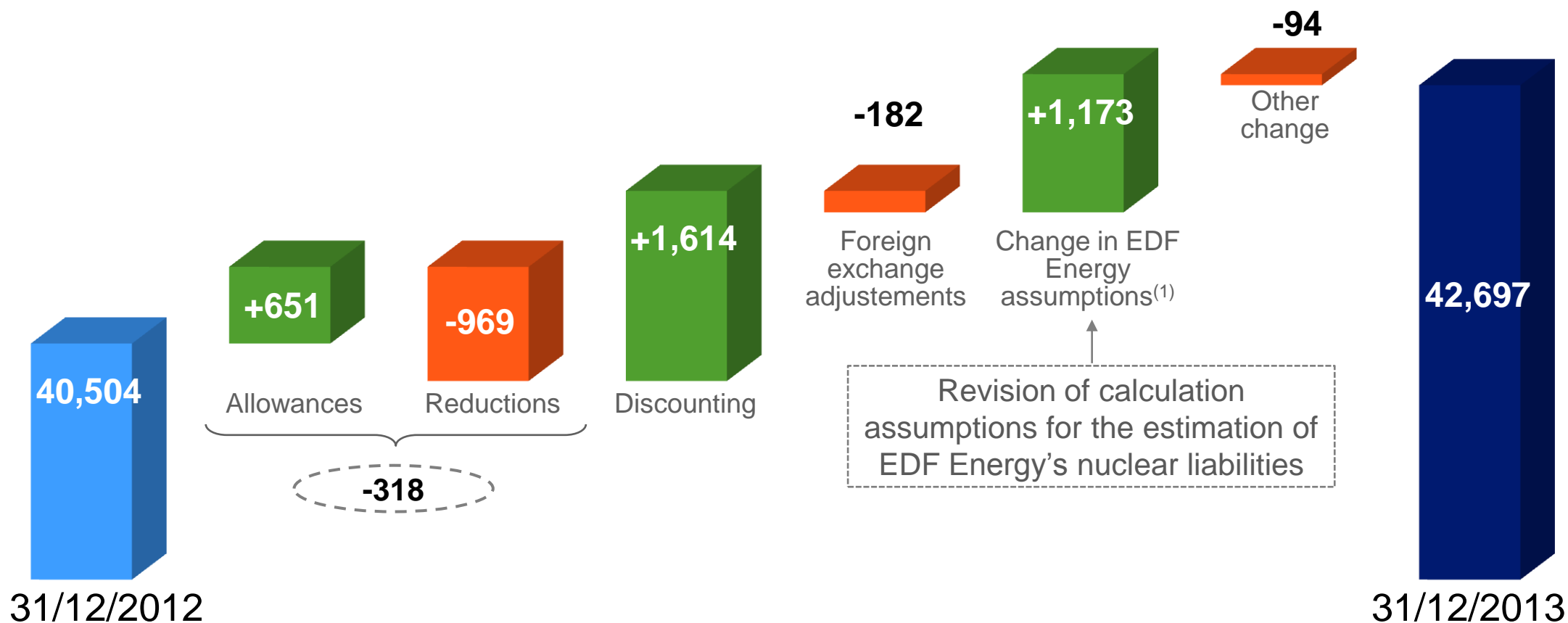


EDF's major commitment to developing renewable energies

Group nuclear provisions: €42.7 billion

In millions of euros

Change over period



Net financial debt

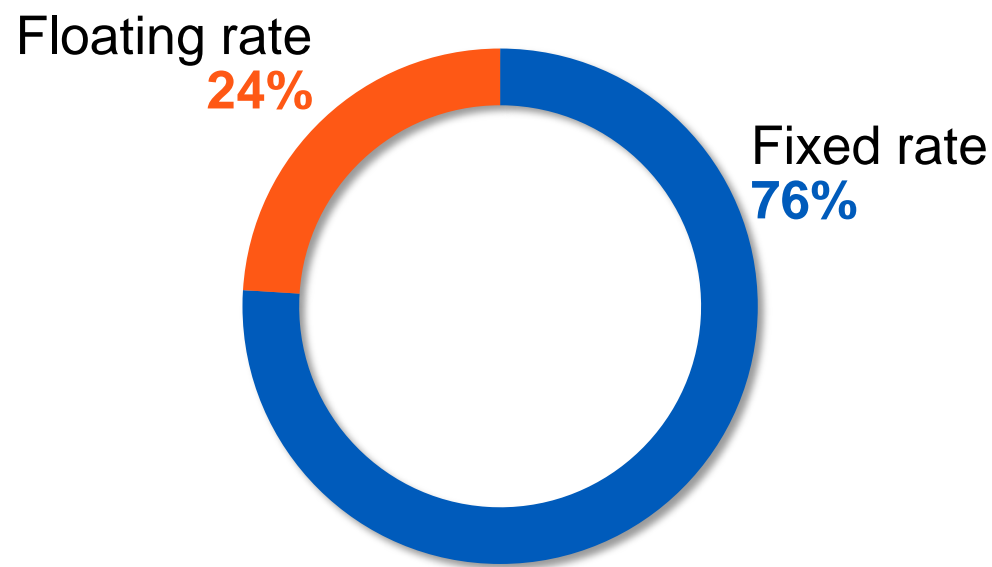
<i>In billions of euros</i>	31/12/2011	31/12/2012 published ⁽¹⁾	31/12/2013
Net financial debt	33.3	39.2	35.5
Net financial debt / EBITDA	2.2x	2.4x	2.1x
Debt			
▪ Bonds	37.5	43.9	40.9
▪ Average maturity gross debt (in years)	9.2	8.5	8.9
▪ Average coupon	4.3%	3.7%	3.8%
Liquidity			
▪ Gross liquidity	24.9	27.2	28.4
▪ Net liquidity	17.1	13.8	17.3

Net financial debt calculation

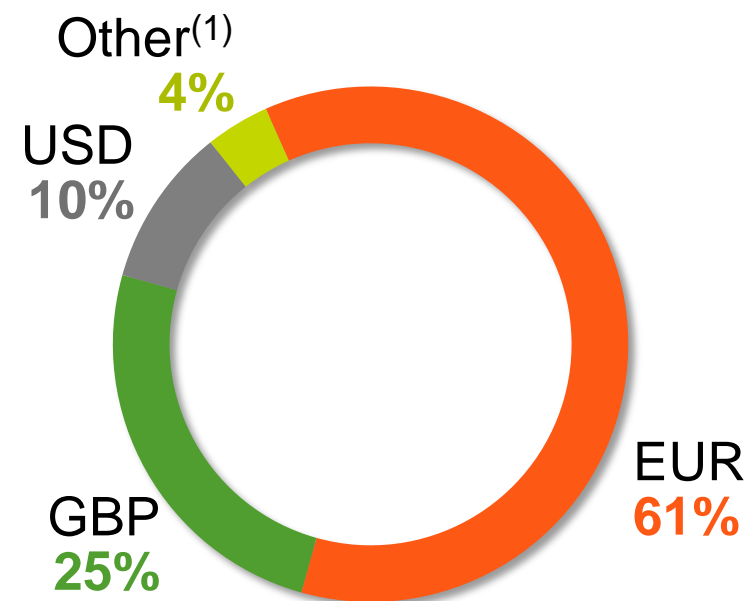
<i>In millions of euros</i>	31/12/2011	31/12/2012 ⁽³⁾	31/12/2013
Financial debt	50,034	59,932	53,313
Derivatives used to hedge debt	(834)	(797)	176
Cash and cash equivalents	(5,743)	(5,874)	(5,459)
Liquid financial assets available for sale	(9,024)	(10,289)	(12,548)
Loans to RTE and companies in joint-venture ⁽¹⁾⁽²⁾	(1,400)	(1,397)	(1,005)
Financial liabilities related to non-current assets classified as held for sale	252	-	985
Effect of the allocation of the CSPE deficit	-	(2,400)	-
Net financial debt	33,285	39,175	35,462

Group financial debt after swaps as of 31 December 2013

Breakdown by type of rate



Breakdown by currency



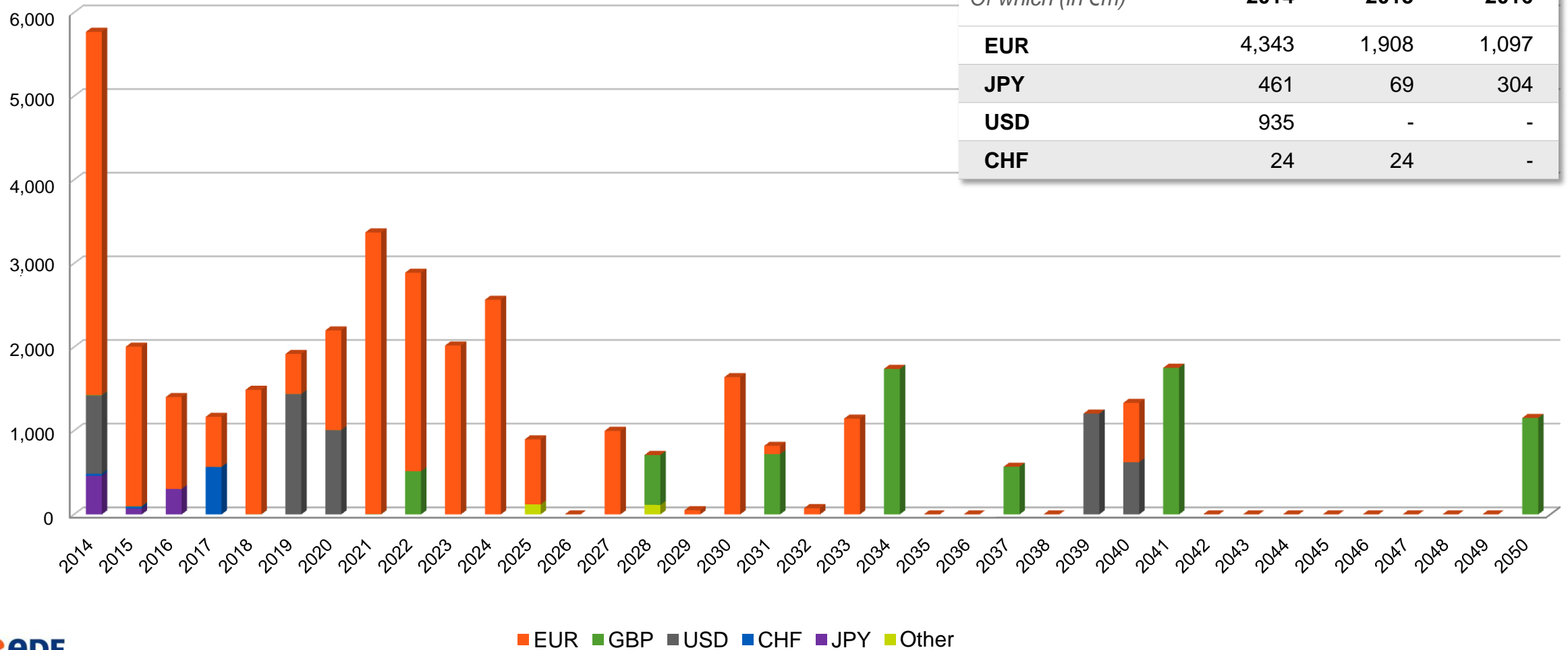
Average coupon: 3.8%
Average maturity after Jan. 2014 hybrid issue: 12.2 years

Financial Data

<i>In millions of euros</i>	2011 restated⁽¹⁾	2012 restated⁽¹⁾	2013
EBITDA	14,939	15,998	16,765
Net financial charges	(1,623)	(1,634)	(1,799)
Funds From Operations	10,281	12,314	12,973
Net debt	33,285	39,175 ⁽²⁾	35,462
Shareholders' equity including non-controlling interests	32,672	31,111	38,870

Breakdown of debt by currency

In millions of euros, before swaps



Finance tools adapted to profile of EDF investments:

Hybrid issues: effective ALM tool

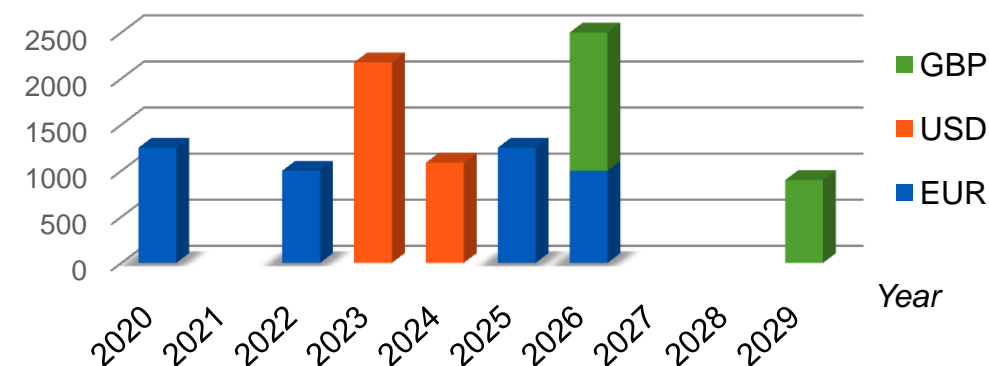
- Adequate solution for meeting capital needs of growth projects that do not yet contribute to EBITDA
- €10.2bn⁽¹⁾ raised in total in January 2013 and January 2014

Green Bond: innovation and diversification

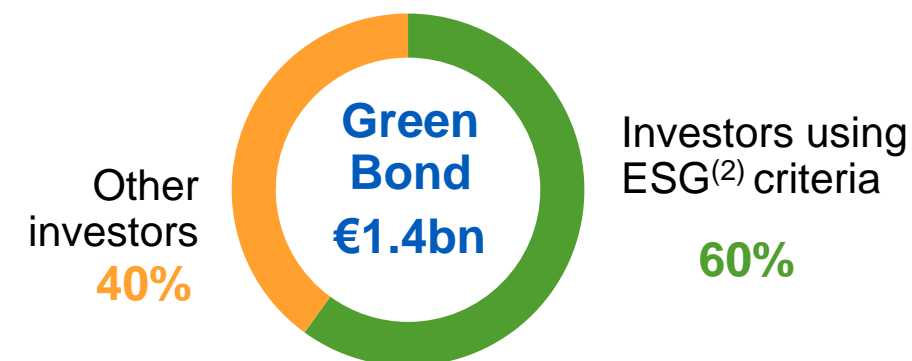
- Issuance in November 2013 of the first Green Bond to finance EDF EN's renewable projects
- Benchmark for the fledgling Green bond market
- Promotion of EDF's renewables strategy

Development of a hybrid issues curve

Nominal in millions of euros ⁽¹⁾



Diversification of the investor base





Investors Presentation

FY2013 Results Roadshow

Toronto – February 2014

Carine de Boissezon

Senior Vice President Investors and Markets

