

## Quarterly information: Q1 2008 sales of EUR 18.3 billion

Q1 2008 was marked primarily by weather conditions colder than during Q1 2007 and closer to the seasonal average, the continued rise in hydrocarbon and energy prices and the strengthening of the euro against the dollar and sterling.

Against this backdrop, the EDF Group generated sales of EUR 18.3 billion in Q1 2008, up 5.2%.

In millions of euros	3 months 2008	3 months 2007	Change 2008/2007	Organic growth*
France	10,666	9,807	+8.8%	+8.8%
United Kingdom	2,198	2,613	-15.9%	-3.3%
Germany	2,025	1,901	+6.5%	+6.5%
Italy	1,412	1,247	+13.2%	+12.9%
Rest of Europe	1,906	1,551	+22.9%	+12.7%
Total Europe (excl. France)	7,541	7,312	+3.1%	+5.4%
Rest of the world	138	311	-55.6%	-5.5%
EDF Group	18,345	17,430	+5.2%	+7.1%

<sup>\*</sup>Excluding scope, exchange rate and method effects.





#### **France**

Sales totalled EUR 10.7 billion, up 8.8% on Q1 2007.

Growth was mainly driven by increased electricity sales in volume terms to end customers, partly related to colder weather conditions and, to a lesser extent, by higher tariffs and prices. Nuclear output increased by 3.4 TWh compared to Q1 2007, hydro production declined by 1.4 TWh. On wholesale markets, favourable price evolutions did not compensate for lower net volumes sold.

Moreover, EDF continued to expand its sales of natural gas, with 6.6 TWh delivered at the end of Q1 2008 and services. Sales for these 2 businesses were up 39% on Q1 2007.

#### International

International sales amounted to EUR 7.7 billion, representing organic growth of 5%.

In the **United Kingdom**, EDF Energy sales totalled EUR 2.2 billion, representing a decline in organic growth of 3.3%. Sales for unregulated activities were affected by the fall in prices contracted for electricity sales to industrial customers. This impact was not totally offset by the higher natural gas volumes sold and the increase in selling prices for individual customers and small/medium-sized companies (+7.9% on electricity and +12.9% on natural gas in January 2008).

The overall decline in sales includes a 12.6% negative exchange rate effect.

In **Germany**, the contribution to Group sales amounted to EUR 2 billion, representing organic growth of 6.5%. EnBW's electricity sales, which account for 75% of its sales, were 9.2% higher, driven by the increase in average prices in wholesale markets, which in particular offset the drop in sales volumes in these same markets.

Natural gas sales were down 2% on the back of lower gas volumes sold to redistributors, and despite the growth in sales volumes for individual and industrial customers.

In **Italy**, the contribution to Group sales amounted to EUR 1.4 billion, representing organic growth of 12.9%, against the backdrop of higher energy costs. Growth in the gas businesses was driven by a positive price effect and by the 10% increase in Edison's sales volumes, in particular in residential and industrial markets. Edison's electricity sales volumes were also higher thanks to trading activities.

In the **rest of Europe**, the contribution to Group sales amounted to EUR 1.9 billion. The 12.7% organic growth was due in particular to the performances of EDF Trading, the development of EDF Energies Nouvelles, and positive price effects in Poland and volume and price effects in Hungary.

In the **rest of the world**, the sales trend reflects a negative scope effect attributable to the disposal of the Mexican power stations.





#### Q1 2008 Highlights

#### Bond issue

On January 18<sup>th</sup>, EDF successfully completed a € 1.5 billion bond issue. The issue was placed with French and international institutional investors.

• Publication of the decree related to the special electricity and gas sector (IEG) pension system

The main provisions of this decree, published on January 22, 2008, concern:

- Prolongation of the employee contribution period to qualify for a full-rate pension;
- Reductions and increases in pension rates.

The decree comes into force as at July 1, 2008 and is due to be supplemented by further measures resulting from statutory regulations, covering matters such as the introduction of a minimum pension, family and conjugal benefits, pension bonuses, and the possibility of exemption in certain circumstances from the "15-year clause".

An agreement was signed for the IEG sector on January 29, 2008 as part of this reform, following the principles set forth in the French Pension Guideline Document. This agreement introduces the following support measures for the changes:

- Provisions related to employee wages;
- Initial measures related to longer working lives.

Like the decree, this agreement will be supplemented by sector-specific or company-specific agreements on points still under negotiation, for example the question of how the system will take into consideration the specificities of different businesses.

# Liquefied natural gas supply contract with Spanish group Gas Natural On February 13, 2008, EDF signed a Liquefied Natural Gas (LNG) supply contract with the Spanish group Gas Natural. The contract represents a total volume equivalent to 4 billion cubic metres to be delivered from April 2009, on the basis of 1 billion cubic metres a year, and which could help supply the French market.

- Auctions: 500 MW of electricity sold to alternative suppliers
   In accordance with the decision of the French Competition Authority ("Conseil de la Concurrence") on December 10, 2007, EDF organised on March 12 a first invitation to tender for 500 MW of electricity intended for alternative suppliers in France, and involving baseload electricity supply contracts for a period of up to 15 years.
- April 14, 2008 saw the beginning of a decisive stage in the construction of the future 1,070MW Nam Theun 2 hydroelectric plant, which EDF has been building in Laos since end-2005

The start of the flooding of the reservoir took place on April 14, 2008. This 3.5 billion cubic metres reservoir, located on the Nakai plateau, will supply the future electricity generation plant.





#### 2008 financial outlook

EDF confirms that Group EBITDA annual organic growth in 2008 should draw close to 3% and that Group net income excluding non recurring items should not exceed that of 2007. This outlook for 2008 is mainly explained by the increase of certain costs (fuel purchases, maintenance and transformation costs) and the measures taken in relation to the implementation of the pension system reform. In view of these factors, the evolution of Group financial performance should be better in the second half than in the first half.

#### Next EDF Group releases:

EnBW will release its Q1 08 results on May 9, 2008 Edison will release its Q1 08 results on May 13, 2008 The EDF Group will release its half-year results on August 1, 2008

The EDF Group, one of the leaders in the energy market in Europe, is an energy specialist that is active in all the businesses: production, transmission, distribution, energy supply and trading. The Group is the leading electricity producer in Europe. In France, it has mainly nuclear and hydraulic production facilities where 95% of the electricity output involves no  $CO_2$  emissions. Its electricity transmission and distribution subsidiaries operate 1,246,000 km of low and medium voltage overhead and underground electricity lines and around 100,000 km of high and very high voltage networks. The Group is involved in supplying energy and services to more than 38 million customers around the world, including more than 28 million in France. The Group generated consolidated sales of  $\in$  59.6 billion in 2007, of which 44% in Europe excluding France. EDF is listed on the Paris Stock Exchange and is a member of the CAC 40 index.

#### Disclaimer

This press release does not constitute an offer to sell marketable securities in the United States or any other country.

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#### APPENDIX: highlights of the first 3 months of the financial year – published press releases

January 31, 2008

#### EDF gives alternative suppliers in France access to 1500 MW of electricity

In accordance with the decision of the Competition Committee on December 10, 2007, EDF has launched an invitation to tender process enabling electricity suppliers in France to access a significant volume of electricity (1500 MW) for periods of up to 15 years, i.e. around 10 TWh/year.

February 11, 2008

#### EDF receives the European energy efficiency research centre on its Renardières site

A European energy efficiency research centre (ECLEER), set up on the initiative of EDF in partnership with the Ecole des Mines de Paris, the Ecole Polytechnique Fédérale de Lausanne, and the support of Edison, EDF's subsidiary in Italy, is intended to contribute to energy savings and help reduce CO2 emissions.

February 13, 2008

2007 full-year sales: € 59.6 billion, representing organic growth of 2.5%

February 20, 2008

2007 results: EDF enjoyed another year of progress in its performances and development

February 25, 2008

#### EDF and EDF Energies Nouvelles organise their development in distributed energies

EDF and EDF Energies Nouvelles have formalised a partnership for development in the distributed energies market (production on the site of consumption) by setting up EDF Energies Nouvelles Réparties, a jointly owned (50/50) company. EDF Energies Nouvelles Réparties will be fully consolidated in the accounts of EDF Energies Nouvelles, a 50%-owned subsidiary of EDF.

April 11, 2008

### EDF commits itself to the renewal of knowledge by setting up the European Foundation for the energies of tomorrow under the aegis of the Institut de France

This new entity, with a EUR 4 million budget and placed under the aegis of the Institut de France, is dedicated to the financing of education and research in the field of non-greenhouse gas emitting energies such as nuclear, hydraulic, wind and solar energies.

