



**E.ON/MPX Press Conference  
Rio de Janeiro, 11<sup>th</sup> January 2012**

**Statement**

**Dr. Frank Mastiaux, CEO E.ON International Energy**

**Please check against delivery**

Thank you Eduardo. I would like to extend my welcome to everyone today and say what a pleasure it is to be here in Rio de Janeiro. My name is Frank Mastiaux and I am the CEO of E.ON International Energy, the division responsible for E.ON's expansion into growth markets outside Europe.

In this last part of our introductory session, I would like to spend a few moments talking about the fundamental strategic logic of our partnership, and in particular the capabilities platform that we are jointly creating.

From an E.ON perspective, we take the fundamental view that whenever we enter a new market or joint-venture, the skills that we bring along must be strong, required and appreciated by our partner. Rather than pretending to be a 'know-it-all' we instead focus with diligence on those areas where we can add real value with confidence, and strong reliability. This capability-driven approach in combination with working with true Blue Chip partners is core to our strategy outside Europe.

Over the past six months, MPX and E.ON have spent a considerable amount of time assessing and discussing each others capabilities. We have looked at how and where we would fit together strategically and how best to successfully deliver the exciting and challenging projects ahead of us.

During this time, we focused on a joint vision and a common business conduct and - additionally and importantly - developed a deep appreciation of each others strengths. We have a strong foundation which will enable us to act bigger, better and faster together.

For E.ON, EBX/MPX was THE partner of choice. They have phenomenal skills in originating, developing and executing large-scale and complex infrastructure projects and pairing a sense of excellence with great commercial acumen. EBX/MPX excellent insight into the needs of the Brazilian market, as well as the deep knowledge of the relevant regulatory environment, will provide the understanding necessary to provide the best energy solutions – today and tomorrow.

Adding to this excellent skill set, E.ON comes to the table with the considerable experience of a company that has built one of the world's largest privately held power and gas companies, active in more than 15 countries. We are looking at an asset base of around 70,000 MW of installed power capacity, covering all main technologies: coal, gas, hydro, nuclear and renewables.

Technology leadership and excellence in delivery is deeply engrained in the DNA of our company. In Germany, we recently put into service the world's most efficient gas turbine. The Ulrich Hartmann power plant in Bavaria achieves an efficiency level of over 60 percent, which has never been seen before in plants of this type. With this incredible state-of-the-art technology

and efficiency level, the power station made it into the Guinness Book of Records!

Above and beyond single plants, we are taking a particular strategic approach on how to operate a large portfolio of plants. We manage every technology like an integrated fleet, across country boundaries thereby optimizing cost of procurement, safety management and operational efficiency.

When it comes to the understanding of power markets, our experience from a multi-country presence, in markets with very different maturity, infrastructure and competitive landscape will be very relevant for our joint business here in Brazil. With these skills also comes our dedicated supply and trading capability. Here we are delivering commercial optimization, supply and marketing for all major commodities, across different regions and continents.

Lastly, over the past five years, E.ON has put a particular emphasis on building a significant position in the renewables business. On the back of an €8 billion Euro investment program, we are today one of the world's largest operators of wind farms (on- and offshore), solar plants and biomass facilities. We do recognize the fantastic potential for wind and solar power here in Brazil and we hope that we can make a difference in this area.

Ladies and Gentleman, to conclude, we are looking at our partnership with great enthusiasm. We both bring skills that complement each other in an almost ideal fashion, in order to execute our plans with highest possible accuracy and quality.

My special thanks go to you Eike and Eduardo and to your teams for their professionalism and creativity. Together, our teams have been engaged in constructive and passionate dialogue.

Ladies and Gentlemen, thank you for listening. We will now open up the floor to your questions. I will now hand you over to our moderator today.

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