

**Debt Investor Update** 

October/November 2011





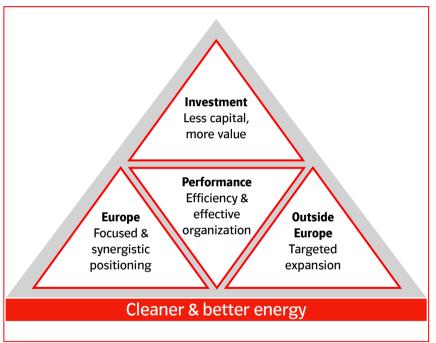
E.ON strategy update

Financial highlights

Update on financial strategy



# **E.ON** strategy: Confirmed





Transform European utility into global, specialized energy solutions provider



# Strategy execution update (1)

**Europe - Focused & synergistic positioning** 



Outside Europe - Targeted expansion



Less capital, more value



### **Overriding theme**

 Realize full optimization potential, but be more focused – free up resources and drive transformation of businesses

### **Progress**

- ~€5.9bn disposals outstanding by end 2013
- → Proceeds earmarked for growth capex
- → ~€0.8-0.9bn off 2013 adj. EBITDA<sup>2</sup>
- ~€9.1bn disposals executed by 1H2011
- → ~€0.9bn off 2013 adj. EBITDA<sup>1</sup>
- → Economic net debt down to €33.6bn

### **Overriding theme**

 Capture global growth potential with "ambition to increase non-EU adj. EBITDA to 25% in 2015+"

### **Progress**

- Solid basis already there: Russia and US Renewables to contribute
   €1.7-2.0bn adj. EBITDA in 2015
- Brazil, India, Turkey<sup>3</sup> identified as new priority regions each with detailed market entry strategy
- Capability-based strategy
- High caliber local teams of E.ON International Energy mobilized

### **Overriding theme**

 More efficient use of capital through competence-based investment philosophy and increased hurdle rates

### **Progress**

- Strongest advance made in designbuild-optimize for wind
- Wind projects are good examples for "less capital – more value" as significant value is created during relatively short periods



### Sound balance sheet provides basis for future growth



# Strategy execution update (2)

### **Performance - Efficiency & effective organization**



### **Overriding theme**

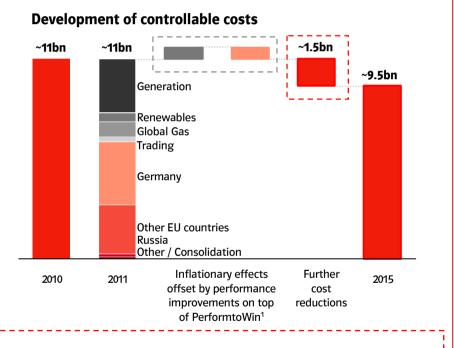
- Higher efficiency, transparency, and control with target to be top quartile in all businesses and processes
- Implementation of new performance culture

### **Progress: Management**

- New functional set-up and reporting in place
- Series of benchmarking initiatives ongoing to improve cost & competitive positioning
- New KPI's in use, e.g. steering via controllable costs

### **Initial thoughts: Structure**

- Further simplification of legal & governance structures: Integration of steering & administration functions in Germany
- Bundling and optimization of gas trading, optimization of support functions in German generation; Group-wide streamlining of administration functions
- Cost reductions could affect 9,000 to 11,000 jobs



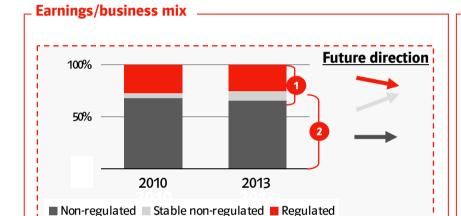
Target to reduce controllable costs to ~€9.5bn by 2015 at the latest

Performance improvement is key lever to generate ongoing profitability in challenging market environment



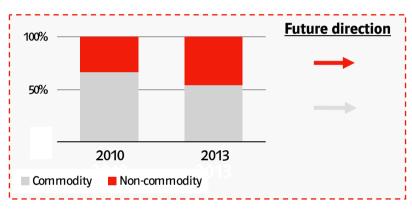
# E.ON's transformation

### Risk / Return profile



- Share of regulated + stable non-regulated earnings increases, mainly due to growth in wind & solar and outside Europe
- 2 Share of earnings where management can achieve sustainable performance improvements increases





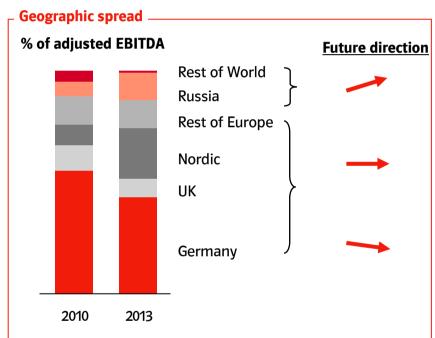
- Non-commodity dependent businesses on the rise:
  - By 2013: Reduction of commodity earnings due to nuclear exit, nuclear tax and 100% CO2 auctioning partially compensated by growth in upstream oil & gas
  - Future direction: Divestment of regulated, noncommodity businesses compensated by reinvestment in non-merchant power generation outside Europe

Future E.ON portfolio: higher management control, lower dependence on external drivers

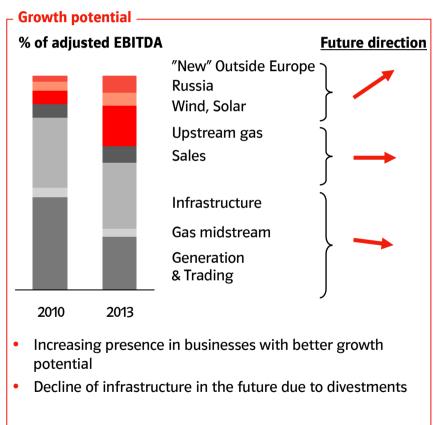


# E.ON's transformation

Geographic spread / Growth profile



- Increasing presence in countries with better growth potential
- More diversified geographic presence to limit political risks

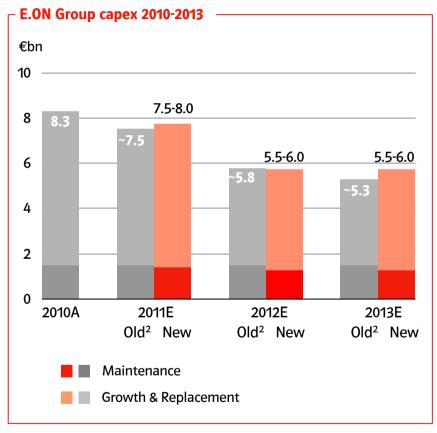


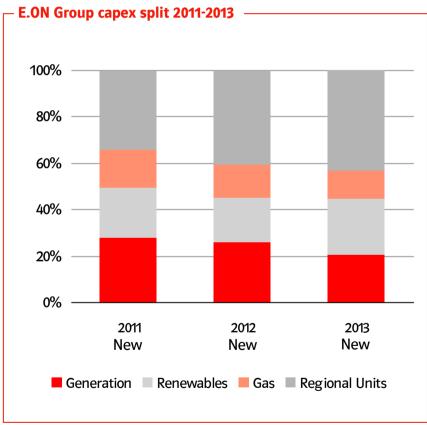
Increased share of businesses and regions with stronger growth potential

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# 2011-2013 CAPEX plan<sup>1</sup>





### **Increased CAPEX for renewables**

<sup>1.</sup> Reinvestments from portfolio management not yet included

<sup>2.</sup> As of March 2011



# **Summary**

Macroeconomic development remains fragile & operating environment challenging

Performance & efficiency: Reduced costs & higher agility

Portfolio management: Balance sheet flexibility & more focus

**Determined strategy implementation & new growth** 



**E.ON** strategy update **Financial highlights Update on financial strategy** 



# **E.ON Group – Financial highlights**

First half in € million

	2011	2010	+/- %
Sales	53,048	44,304	+20
Adjusted EBITDA	4,325	7,870	-45
Adjusted EBIT	2,373	6,076	-61
Adjusted net income	933	3,255	-71
Operating cash flow	2,362	5,595	-58
Investments	2,467	3,669	-33
Economic net debt <sup>1</sup>	-33,556	-37,701 <sup>2</sup>	+4,145 <sup>1</sup>

<sup>1.</sup> Change in absolute terms

<sup>2.</sup> As of December 31, 2010



# Adjusted EBITDA outlook FY 2011<sup>1</sup> by unit

- <b>€bn</b> ————	FY 2011 OLD <sup>2</sup>	FY 2011 NEW	Main drivers for change
Generation	3.6 - 3.9	2.0 - 2.3	Nuclear phase out effects
Renewables	1.4 - 1.6	1.4 - 1.6	
Gas	0.8 - 1.3	0.8 - 1.3	
Trading	-0.40.2	-0.40.2	
Germany	2.1 - 2.3	2.1 - 2.3	
Other EU countries	2.2 - 2.4	2.2 - 2.4	
Russia	0.5 - 0.7	0.5 - 0.7	
Group Management/Other		-	
Total	10.7 - 11.4	9.1 - 9.8	Changes only in Generation

<sup>1.</sup> Adjusted EBITDA figures for 2010 are preliminary and were calculated to provide a comparison under our new organization setup.



# Accelerated nuclear phase-out: Key effects<sup>1</sup>

# One-off effects within and below adj. EBITDA — Full year effects 2011 - 2013

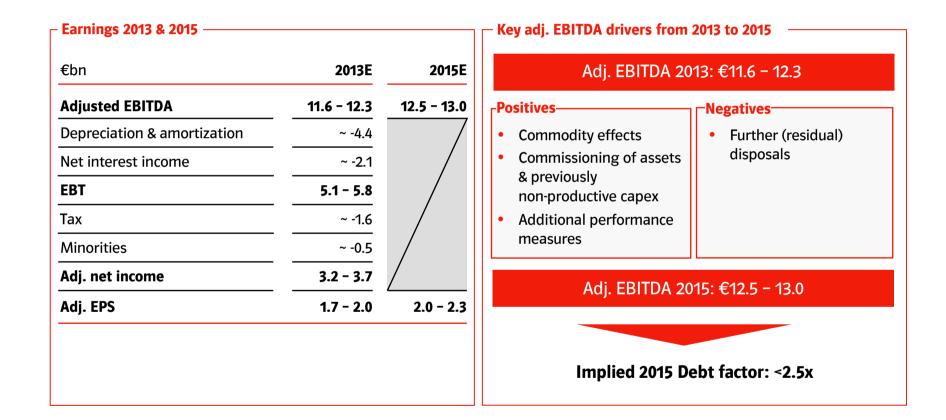
1H 2011E
-1.5
-0.2
-0.1
+0.1
-0.2
-0.1
-0.1

€bn	2011E	2012E	2013E
Capacity loss (GW)	3.2	3.2	3.2
Production loss (TWh)	12	23	23
Recurring effects Adj. EBITDA			
Foregone gross margin			
(incl. avoided nuclear tax)	-0.4	- 0.2 - 0.3	- 0.2 - 0.3
One-off effects Adj. EBITDA	-1.5		
Write-down nuclear fuel/spare parts Isar 1 & Unterweser	-0.2	-	-
Additions to nuclear provisions Isar 1 & Unterweser	-0.3	-	-
Additions to other provisions (Brunsbüttel & Krümmel)	-0.6	-	-
Additions to other provisions (Isar 1 & Unterweser)	-0.4	-	-
Nuclear tax	-0.6	-0.7 - 0.8	-0.7 - 0.8

### **Significant negative effects in 2011**



# Adj. EBITDA and adj. EPS target for 2013 and 2015



Implied 2015 debt factor <2.5x allows ~€6bn of additional growth capex



**E.ON strategy update Financial highligths Update on financial strategy** 



# Economic net debt development

in € million

	Jun 30, 2011	Dec 31, 2010	Dec 31, 2009
Total liquid funds and non-current securities	12,283	12,176	9,786
Total financial liabilities	-28,782	-32,491	-37,777
Net financial position	-16,499	-20,315	-27,991
Provisions for pensions and asset retirement obligations (net) <sup>1</sup>	-17,599	-17,720	-16,668
Fair value of currency derivatives for financing transactions <sup>2</sup>	542	334	-6
Economic net debt	-33,556	-37,701	-44,665
Adjusted EBITDA	4,325	13,346	12,975
Debt factor		2.8x	3.4x

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# Significant reduction of financial liabilities during 2010 and 2011

(in € billion)	H1 2011	FY 2010
Reduction of total financial liabilities per period	3.7	5.3
Regular repayments	0.8	3.5
Repayments prior to maturity	2.3	1.1
Changes of financial liabilities to related companies	-0.1	1.5
Other effects <sup>1</sup>	0.7	-0.8

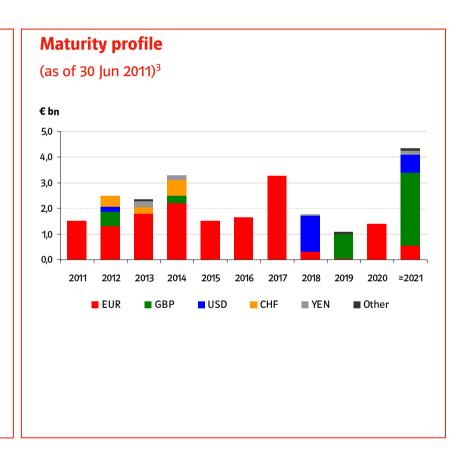
E.ON has taken considerable efforts to reduce overall financial indebtedness over the last two years



# Financial liabilities of the E.ON Group

in € billion

	30 June 2011	31 Dec 2010
Bonds <sup>1</sup>	24.1	27.5
in EUR	14.8	16.6
in GBP	4.6	5.5
in USD	2.3	2.5
in CHF	1.3	1.6
in SEK	0.3	0.4
in JPY	0.6	0.7
other currencies	0.2	0.2
Promissory notes	0.8	1.4
Commercial Paper		
Other liabilities <sup>2</sup>	3.9	3.6
Total	28.8	32.5



<sup>1)</sup> Thereof bonds issued by segments: June 30, 2011: €0.3bn; Dec 31, 2010: €0.9bn

<sup>2)</sup> Thereof other financial liabilities of segments: June 30, 2011: €3.0bn; Dec 31, 2010: €2.9bn

<sup>3)</sup> Bonds and promissory notes issued by E.ON AG or E.ON International Finance B.V. (fully guaranteed by E.ON AG)

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# Moody's and S&P have already shown a reaction to the nuclear shutdown

**S&P:** Put a negative outlook on our A rating (from outlook stable) on 7 July 2011:

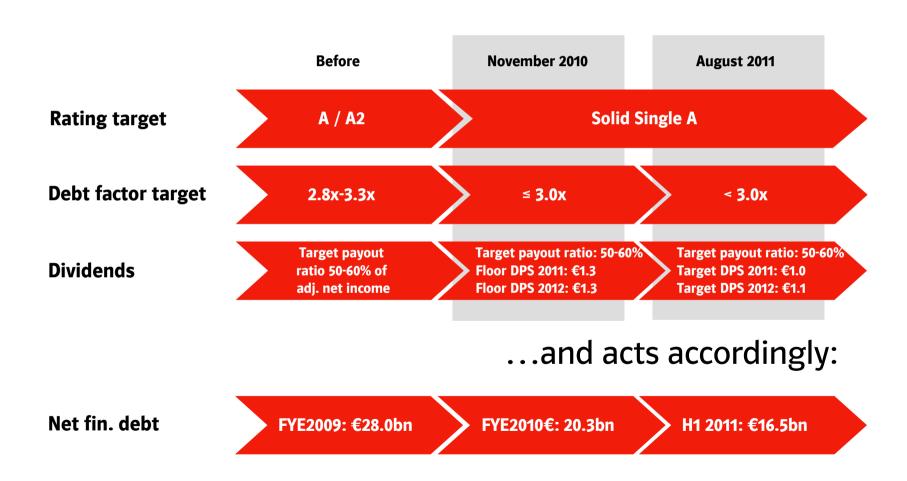
- S&P changed E.ON's business risk profile from "Excellent" to "Strong"
- The negative outlook indicates a 33% probability of a negative rating action within 2 years

<u>Moody's</u>: Placed E.ON's A2 rating on "Review for possible downgrade" on 3 June 2011 and downgraded us to A3 with a stable outlook on October 5:

- The rating actions were prompted by increased pressure on earnings and cash flows from a combination of the permanent closure of 3.2 GW of nuclear generation capacity, the German nuclear fuel tax, the negative oil/gas spread and lower achieved electricity prices
- Moody's views E.ON as solidly positioned at A3

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# E.ON remains committed to its bondholders...





# **Executive summary: Financials**

		New	Old
	• 2011E¹ Adjusted EBITDA (€bn):	9.1 - 9.8	10.7 - 11.4
	Adjusted EPS (€/share):	1.1 - 1.4	1.6 - 1.9
Results	• 2013E Adjusted EBITDA (€bn):	11.6 - 12.3 <sup>2</sup>	>13 <sup>4</sup>
Results	Adjusted EPS (€/share):	1.7 - 2.0 <sup>2</sup>	~2.44
	• 2015E Adjusted EBITDA (€bn):	12.5 - 13.0 <sup>3</sup>	
	Adjusted EPS (€/share):	2.0 - 2.3 <sup>3</sup>	
	Dividend payout policy (% adj. net income):	50 - 60	50 - 60
Dividends	• <b>2011</b> (€/share):	1.0	≥1.3
	• <b>2012</b> (€/share):	1.1	≥1.3
	• <b>2013</b> (€/share):	≥1.1	
	Medium-term debt factor		 ≤3x
Other	• Investments 2011-13 (€bn):	~19	19
	• Total disposals until 2013 (€bn):	~15	~15
	• Rating target	Solid single A	Solid single A

Transparent financial targets for coming years
Assumed 2015 debt factor allows ~€6bn of additional growth CAPEX



**Appendix** 



# **Executive summary: Strategy**

**Challenging markets** 

**Political interventions** 

**Europe: System transformation** 

Outside Europe: Growth & new technologies

### **Performance**

- → Intensify cost & quality management
- → Simplify structures
- → Execute portfolio measures
- → Create balance sheet flexibility

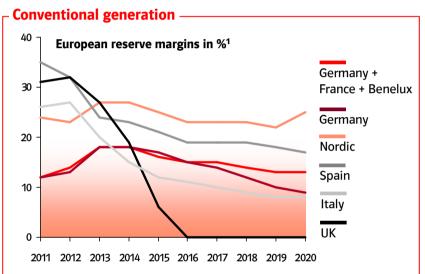
### Growth

- → Capture growth in renewables & decentralized energies
- → Exploit opportunities in new markets

Markets require intensified self-help measures

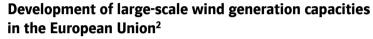


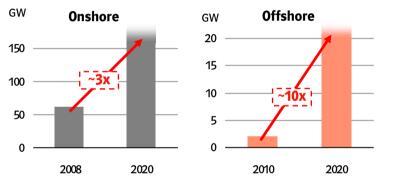
# Operating environment: Europe



- Closure of ~8GW of German nuclear capacity in addition to expected regulatory (e.g. LCPD) and economic shutdowns
- Prices & spreads increased slightly in some markets, however future development uncertain (UK with highest need for additional capacity)

### Renewables



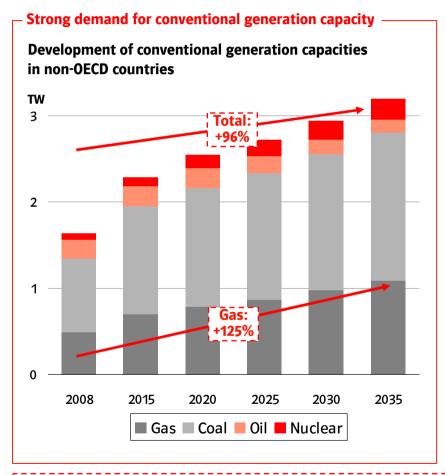


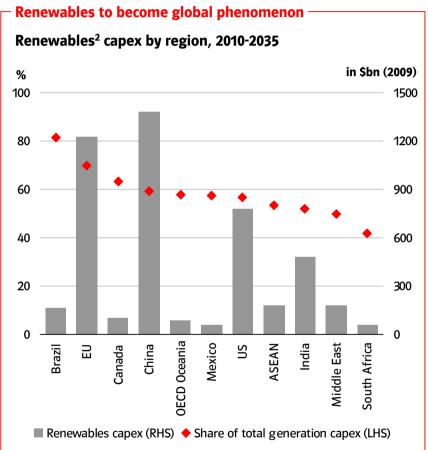
- Continued political support for renewables
- Cost reductions and corresponding cuts in feed-in tariffs etc. necessary for **public legitimacy**

Key for value creating growth: Operational excellence and state-of-the-art technology

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# Operating environment: Global<sup>1</sup>





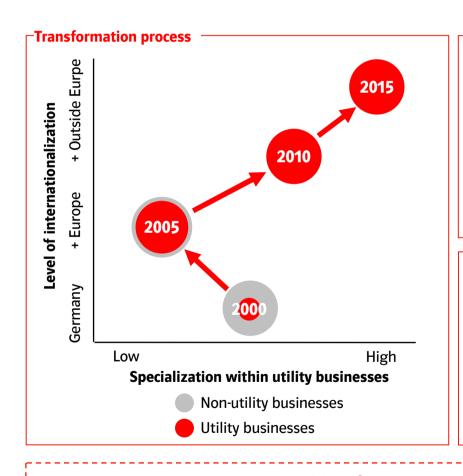
E.ON has outstanding capabilities to profit from significant global investment needs: Key is to pick right timing, region & technology

<sup>1.</sup> Source: Reference Scenario of the World Energy Outlook 2010 (International Energy Agency)

<sup>2.</sup> Including hydro



# E.ON's transformation experience & expertise



### **Transformation milestones**

- 2000: Creation of E.ON large German focused conglomerate with attached utility business
- 2005: Transformation into focused energy utility with first important utility positions outside Germany
- 2010: Transformation into European energy utility completed
- 2015: Transformation into global specialized energy solutions provider

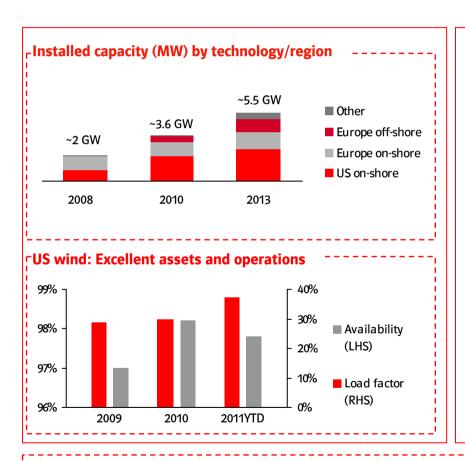
### Benefits of current transformation

- Geographic diversification
- Change of risk & return composition
- New earnings growth drivers
- Reduction of carbon emissions

### Matching focus to our superior capabilities



# Example of earnings growth driver: Renewables<sup>1</sup>



### E.ON's renewables activities

- Experience across all mainstream technologies
- Especially deep knowledge in on-shore wind and pioneering advantage in off-shore wind
- Ambitious plans for build out of solar capacities
- Demanding investment hurdles

### **US Wind - Renewables' first outside Europe activity**

- Operations: High availability & good load factors
- Economics: Value creation of US wind farm is comparable to a European, while (reported) EBITDA is lower:
  - Substantial share of incentives tax related i.e. below EBITDA
  - Opted for \$0.6bn of cash grants as opposed to PTC<sup>2</sup> leading to lower EBITDA c.p., but also reduced net debt

### **Leading renewables player**

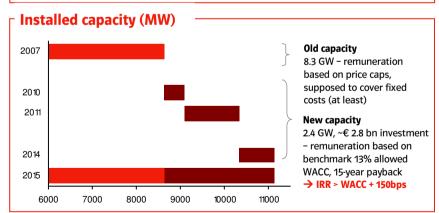


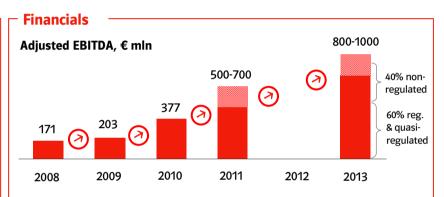
# Example of earnings growth driver: Russia

## Value creation in conventional generation outside Europe

### Market framework

- Growing power demand driven by industrial consumption
- Acute need of large-scale replacements
- Wholesale market largely liberalized, but some regulatory measures still take place to reduce systemic imbalances
- Non-reg. power prices set to grow on the back of gas
- Clear rules for the long-term capacity market increase planning certainty





### **Earnings quality - key drivers sustainable**

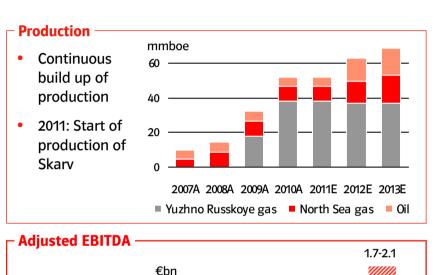
- Incremental contribution from 1,600 MW new built CCGTs start to kick in (capacity & electricity sales)
- Power price increase driven by rising gas price leads to expansion of spreads at cost-efficient plants and CCGTs
- Strong control of fuel and non-fuel costs gains particular importance in the liberalized market environment
- Continuous optimization leads to further improvement of asset positioning in the merit order

Management action and improved market fundamentals enhance operational performance



# Example of earnings growth driver: Upstream oil & gas

### **Portfolio** • Active in entire E&P value chain with focus on early phase 53 licenses **Exploration &** (14 operated) **Appraisal** 6 developments (3 operated) **Development** 12 producing fields (4 operated) **Production** Active as operator and non-operator Strong skill set: Expanding role as operator North Sea: operating exploration (Norway), developing (UK) & producing fields (UK) North Africa: onshore operator (Algeria)



0.7

2010A

0.4

2009A

0.7-0.9

2011E



Contribution of

Increase of oil

and gas prices

Skarv

2013E



# E.ON's nuclear fleet in Germany - Remaining lifetime<sup>1</sup>

in TWH	Start-up date <sup>2</sup>	Capacity net (MW)	E.ON share (%)	Total output FY 2010	Remaining rest volumes December 31, 2010	Shutdown date (31 December of the respective year, except for 2011)
lsar 1	1979	878	100	6.3	4	2011
Unterweser	1979	1,345	100	10.7	14	2011
Brunsbüttel	1977	771	33.3	0	11	2011
Krümmel	1984	1,346	50	0	88	2011
Grafenrheinfeld	1982	1,275	100	7.5	42	2015
Gundremmingen B	1984	1,284	25	9.5	50	2017
Brokdorf	1986	1,410	80	11.4	94	2021
Grohnde	1985	1,360	83.3	10.8	82	2021
Gundremmingen C	1985	1,288	25	10.4	59	2021
Emsland	1988	1,329	12.5	11.0	109	2022
lsar 2	1988	1,410	75	11.4	105	2022

<sup>1.</sup> Source: Bundesamt für Strahlenschutz, Tabelle der erzeugten Strommengen und verbleibenden Reststrommengen

<sup>2.</sup> Start of commercial production

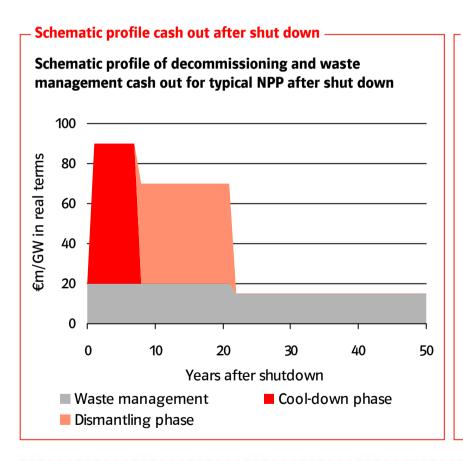


# Status nuclear provisions 2010 & H1 2011

Germany12,23112,80Decommissioning8,4208,93Disposal of nuclear fuel rods and operational waste4,6714,72Advance payments-860-85Sweden2,0472,00Decommissioning66473	€m	FY 2010	H1 2011	
Decommissioning 8,420 8,93  Disposal of nuclear fuel rods and operational waste 4,671 4,72  Advance payments -860 -85  Sweden 2,047 2,000  Decommissioning 664 73	Nuclear provisions	14,278	14,811	
Disposal of nuclear fuel rods and operational waste  Advance payments  Sweden  Decommissioning  Disposal of nuclear fuel rods  A,671  4,72  4,72  2,00  664  73	Germany	12,231	12,803	
Advance payments  Sweden  Decommissioning  Disposal of nuclear fuel rods  4,671  4,72  4,671  4,72  4,671  4,72  4,671  4,72  7,860  -85  2,047  2,000	Decommissioning	8,420	8,936	
Sweden2,0472,000Decommissioning66473Disposal of nuclear fuel rods	·	4,671	4,725	
Decommissioning 664 73  Disposal of nuclear fuel rods	Advance payments	-860	-858	
Disposal of nuclear fuel rods	Sweden	2,047	2,008	
Disposal of nuclear fuel rods	Decommissioning	664	73′	
and operational waste	·	1,383	1,227	



# Decommissioning and waste management provisions



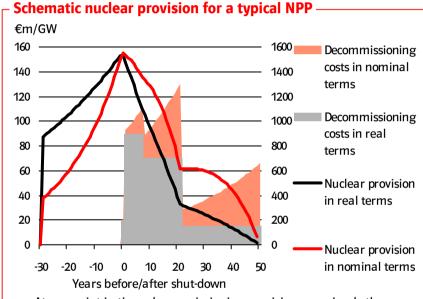
### **Comments**

- All costs after shutdown covered by decommissioning and waste management provisions
- Decommissioning (including final storage) is about €1.5bn (nominal)
- Waste Management is about €1.0bn nominal
- · Main components of the provisions
  - Cool-down phase: ~7 years, relatively predictable, as costs structure similar to plant in operation but on lower level
  - Dismantling phase: ~12 years, estimated every few years by independent appraiser (Nuklear Ingenieur Service, NIS)
  - Waste management costs: main drivers are costs for containers, conditioning, interim and final storage

**Cool-down phase weighs heavily in total of decommissioning costs** 



# From costs to provision

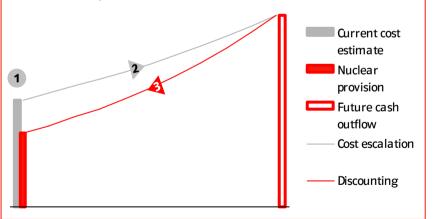


- At any point in time, decommissioning provisions are simply the present value of the future cash flows related to decommissioning
- Accounting-wise, decommissioning provisions are thus similar to a bundle of zero-coupon obligations
- Real problem is to estimate future cash outflows: as they stretch over long periods into the future, they are heavily impacted by inflation

### **Estimating nuclear provisions in practice**

- **1.** Starting point: estimate of decommissioning costs at current prices (current cost estimate)
- Current cost estimate is inflated at the escalation rate to the moment of effective cash outflow (shown below as all taking place in a single year) to estimate the effective cash outflow at future prices
- **3.** Estimated future cash outflows discounted back to the present at the appropriate discount rate to calculate the nuclear provision

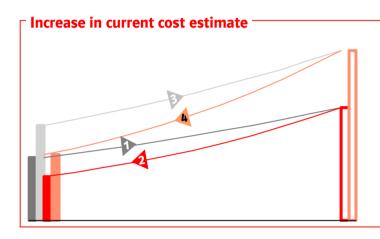
4 key parameters: current cost estimate, timing of cash flows, escalation rate, and discount rate



Main difficulty is to estimate decommissioning outflows over very long time frames



# Sensitivity of nuclear provisions



### Old nuclear provision

- 1. Escalating current cost estimate to obtain future cash outflow estimate
- 2. Discounting future cash flow estimate back to present to obtain nuclear provision

### New nuclear provision

- Current cost estimate 50% higher
- Escalation rate, discount rate and timing of future cash flow unchanged
- 3. Escalating higher current cost estimate yields higher future cash outflow estimate
- Discounting higher future cash flow estimate back to present gives higher nuclear provision

Nuclear provisions change in same proportion as current cost estimates: 50% increase in current cost estimate leads to 50% increase of nuclear provision

# Decommissioning moved forward

Old / New current cost estimate

Old / New future cash flow estimate

### **Old nuclear provision**

- 1. Escalating current cost estimate to obtain future cash outflow estimate
- 2. Discounting future cash flow estimate back to present to obtain nuclear provision

### **New nuclear provision**

- Timing of decommissioning cash flows moved forward
- Current cost estimate, escalation rate and discount rate unchanged
- 3. Escalating current cost estimate over fewer years leads to lower future cash flows
- **4.** Discounting lower future cash flow estimate back to present over fewer years gives slightly higher nuclear provision

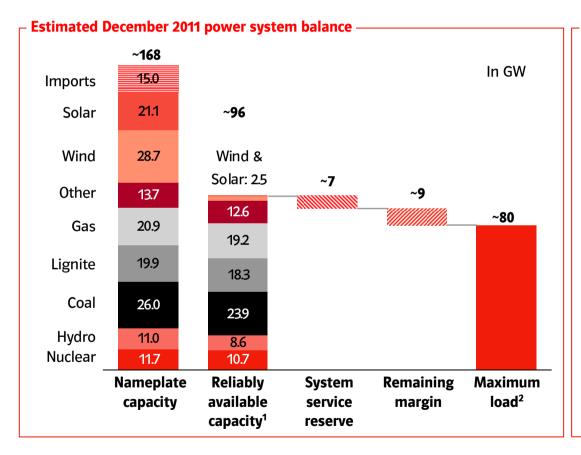
Earlier decommissioning leads to only slightly higher nuclear provision because discounting over fewer years is partially offset by escalation over fewer years<sup>1</sup>

- Old / New escalation from current cost estimate to future cash flow estimate
- Old / New discounting from future cash flow estimate to nuclear provision

Old / New nuclear provision



# Power system balance in Germany



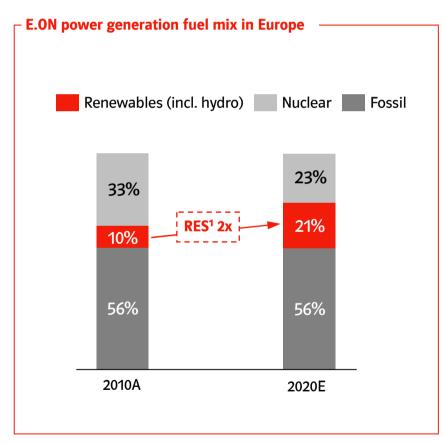
### Remarks -

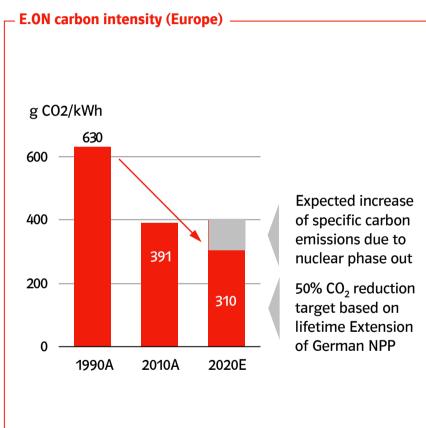
- Very minor contribution of wind & solar to reliably available capacity
  - Wind unavailable on windless days
  - Solar unavailable during evening hours
- Import capacity not taken into account for capacity balance, but might be available depending of cross national flows
- Remaining margin reduced by half due to nuclear exit
- Remaining margin not comfortable in winter

### **Nuclear exit substantially reduces security of supply in winter**



# E.ON's carbon footprint



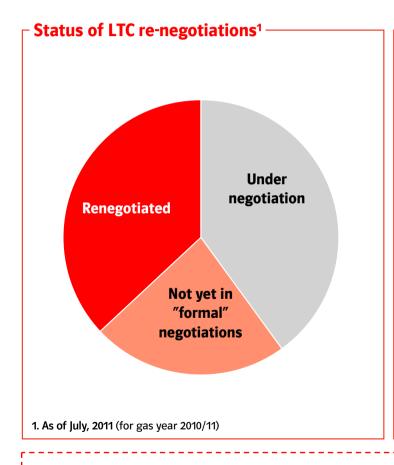


Continuous increase of renewables partially compensates shutdown of German nuclear fleet

1. Renewables



### LTC renegotiations



- Objective is to adjust LTC prices to fundamentally changed market conditions, i.e. to restore an appropriate risk/return profile for the Supply & Sales business
- Several agreements on adjustment of LTCs already concluded, corresponding to more than 1/3 of supply volumes for 2011
- Besides substantial price reductions, adjustments have been achieved to address structural solutions as well; negotiations for further adjustments continue
- Arbitration proceedings with Gazprom initiated; it is expected that commercial discussions continue in parallel
- For remaining part currently no contractual right to trigger price review; however intensive commercial discussions already started

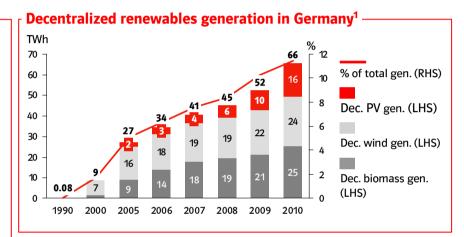
Ensuring sustainability of LTCs on track - already 1/3 successfully renegotiated

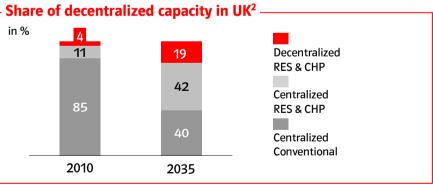


### Energy system transformation - downstream

#### New value pools

- Growing demand for decentralized energy solutions:
  - Efficiency services (home insulation, consulting)
  - Smart home offerings
    - Home automation
    - Decentralized generation/heat (CHP, PV, heat pump, biomass,...)
    - Smart metering
    - Storage devices
  - E-mobility products
- Germany's "Energiewende" as potential business "lab" for innovative downstream solutions





Leverage E.ON's 26m European customer base
Opportunity to transfer experience from system transformation to other regions



# E.ON Group - history of chosen key figures <sup>1</sup>

€ in millions	2004	2005	2006	2007	2008	2009	2010
Sales	42,150	51,616	64,091	68,731	86,753	79,974	92,863
Adj. EBITDA	9,664	10,194	11,724	12,450	13,385	12,975	13,346
Adj. EBIT	6,747	7,293	8,356	9,208	9,878	9,291	9,454
ROCE (in %)	11.5	12.2	13.8	14.5	12.9	12.2	11.9
Cost of capital pre tax (in %)	9.0	9.0	9.0	9.1	9.1	9.1	8.3
Value added	1,477	1,920	2,916	3,417	2,902	2,362	2,864
Adj. EPS (€)	n.a.	n.a.	2.37	2.62	3.01	2.79	2.56
Dividend per share (€)	0.78	0.92	1.12	1.37	1.50	1.50	1.50

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Italy

Spain

**Corporate Center** 

**E.ON Group Total** 

Market Unit structure ("old")

# Full year 2010 - Old vs. new reporting structure

In € billion	Sales	Adj. EBITDA	Adj. EBIT
Central Europe	42.7	6.5	4.7
Pan-European Gas	20.9	2.0	1.5
U.K.	10.5	1.3	0.9
Nordic	4.5	1.0	0.6
Energy Trading	47.9	1.2	1.2
New Markets	6.9	1.6	0.9
Climate & Renewables	0.6	0.5	0.2
Russia	1.3	0.4	0.3

3.6

1.4

-40.5

92.9

0.5

0.2

-0.3

13.3

Management Unit stru		Adj.	Adj.	
In € billion	Sales	EBITDA	EBIT	
Conventional Generation	14.7	3.7	2.8	
- Nuclear	5.1	2.0	1.8	
- Fossil	9.6	1.7	1.0	
- Other/Consolidation	-	-	-	
Renewables Generation	1.9	1.2	0.9	
- Hydro	1.3	0.7	0.7	
- Wind/Solar/Other	0.6	0.5	0.2	
Global Gas	21.4	2.0	1.4	
- Upstream	1.4	0.7	0.4	
- Midstream	20.0	0.5	0.4	
- Transport/Shareholdings	1.6	0.7	0.5	
- Other/Consolidation	-1.6	0.1	0.1	
Trading	47.9	1.2	1.2	
- Proprietary Trading	-	-0.1	-0.1	
- Optimization	47.9	1.3	1.3	
Germany	36.4	2.5	1.5	
- Distribution Networks	10.5	1.9	1.2	
- Non-regulated/Other	25.9	0.6	0.3	
Other EU Countries	22.7	2.6	1.7	
- U.K.	8.7	1.0	0.7	
- Sweden	3.2	0.6	0.4	
- Czech Republic	2.3	0.3	0.2	
- Hungary	2.0	0.3	0.1	
- Other	6.5	0.4	0.3	
Russia	1.3	0.4	0.3	
Group Mgt./Consolidation	-53.4	-0.3	-0.3	
E.ON Group total	92.9	13.3	9.5	

0.3

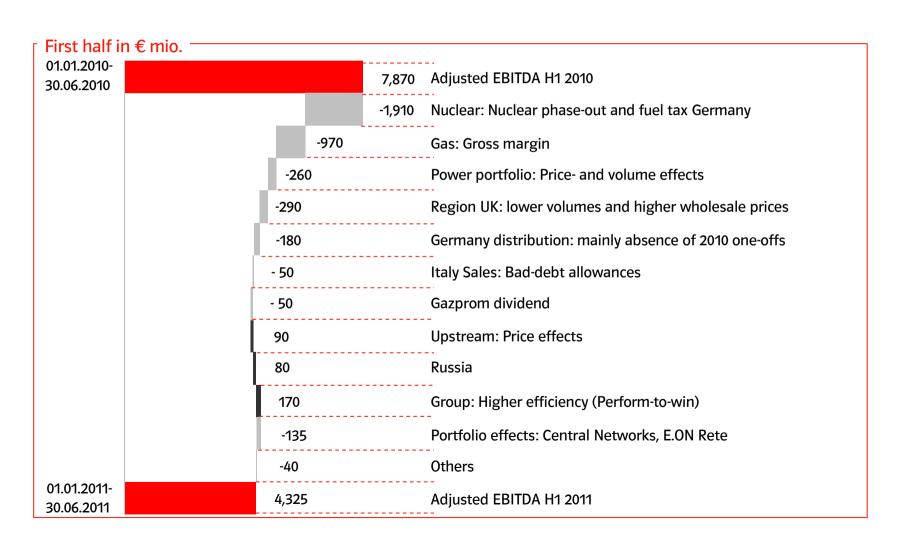
0.1

-0.3

9.5

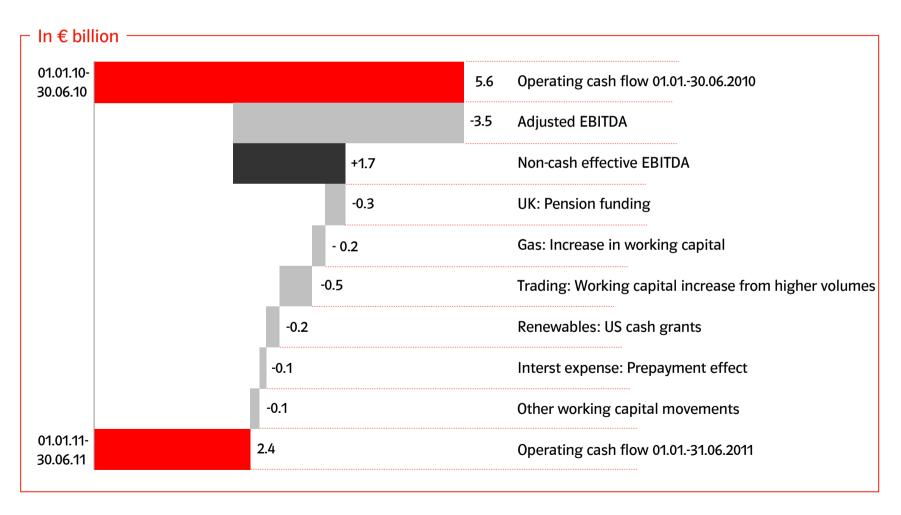


# Key drivers of group Adjusted EBITDA H1 2011 vs. H1 2010





# Operating cash flow - Reconciliation





### E.ON's interest rate policy

#### **Key elements of E.ON's interest rate policy:**

- E.ON's business model is capital intensive and has a very long-term investment horizon
- As E.ON is not a cyclical company, funding at variable rates does not provide a hedge for business risks
- Risk capital is mainly allocated to commodity risks
- As a consequence, we strive to minimize interest rate risks by implementing a high fixed portion of our funding

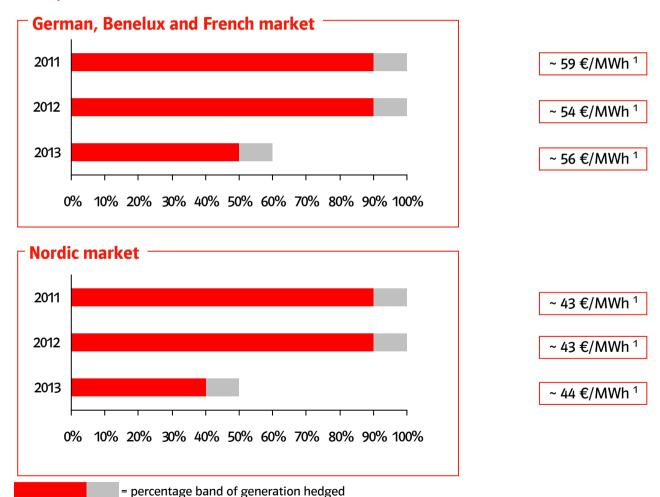
#### **Key figures (as of 31 December 2010; including use of interest derivatives):**

- Average interest rate of gross debt (all currencies): 4.9%
- Share of financial liabilities with fixed interest rates: 93%
- Effective interest duration: **7.1** years



# Hedging of E.ON's outright generation

As of Jun 30, 2011

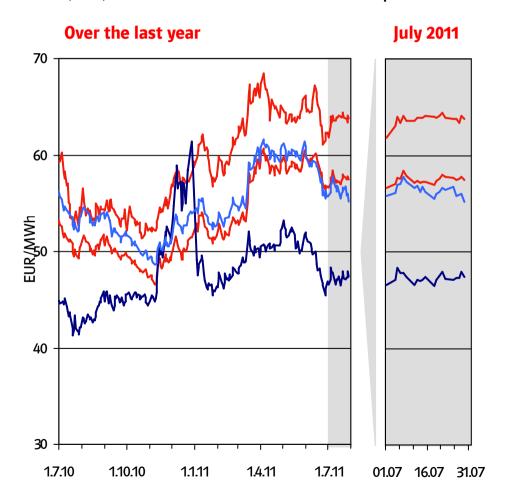


<sup>44</sup> 



# Development of electricity prices in selected markets

EEX DE, UK, Nord Pool and EEX FR Forward prices Year+1



#### **Key driver**

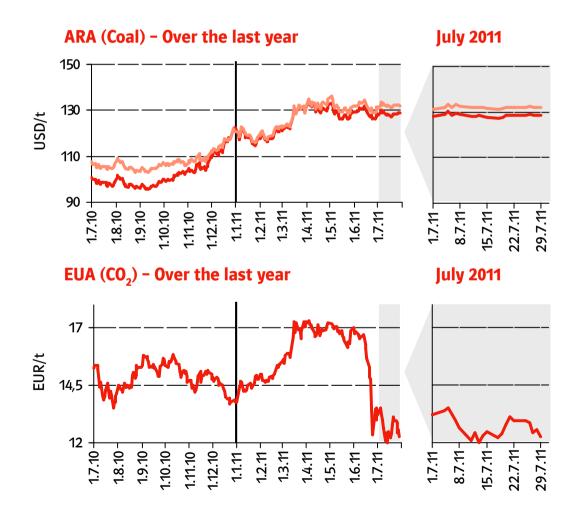
- UK forward prices appear to be driven mainly by the UK natural gas and CO<sub>2</sub> prices.
- Nordic forward prices appear to be driven mainly by the hydrological situation and CO<sub>2</sub> prices.
- Mainland European forward prices appear to be driven by natural gas and CO<sub>2</sub> prices.

#### Legend

- UK Cal Year+1 (2011/12) Base Load (EUR/MWh)
  - EEX France Year+1 (2011/12) Base Load (EUR/MWh)
  - EEX Germany Year+1 (2011/12) Base Load (EUR/MWh)
- Nord Pool Year+1 (2011/12) Base Load (EUR/MWh)

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# Europe – Coal and CO<sub>2</sub> Prices



#### **Key Messages**

#### Coal market

Beginning of month coal prices <u>increased</u> as reaction to the German government's decision on the nuclear moratorium even despite growing coal stocks in NWE ports. Along side falling crude prices (due to a weaker EUR vs. USD rate) the price <u>decreased</u> during the second half of June and <u>rebounded</u> at the end as oil and gas did likewise.

#### Freight rates

Freight rates <u>recovered slightly</u> from low price levels but still struggle with vessel oversupply and lower ore trade volume.

#### • CO<sub>2</sub> allowances market

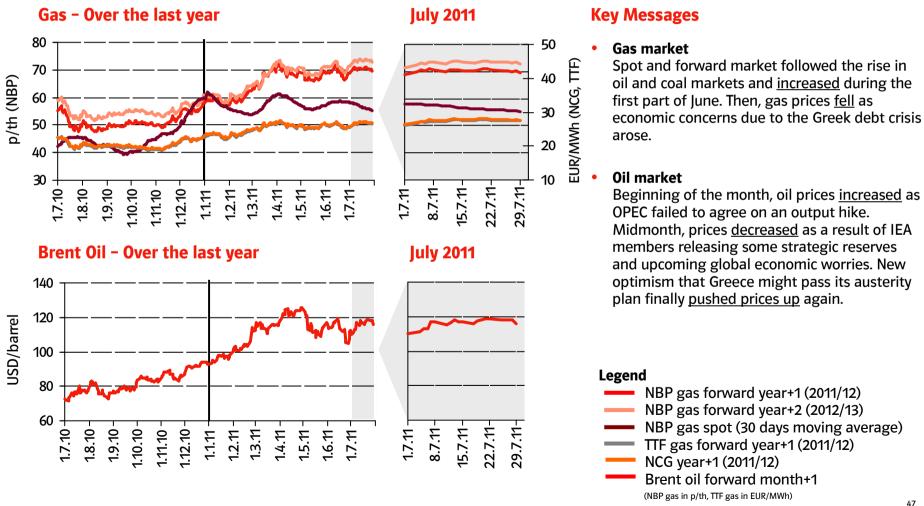
Markets concerns about global economic growth and additional supply <u>pushed</u> carbon <u>prices</u> down month on month.

#### Legend

- coal forwards for year+1 (2011/12)
  - coal forwards for year+2 (2012/13)
- CO2 futures for year 2010/11 (NAP-2 phase)

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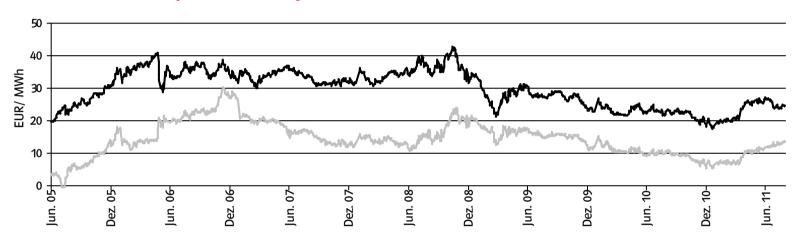
### Europe – Gas and Oil Prices



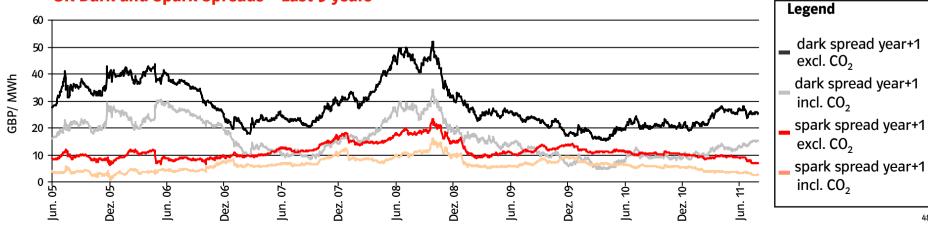


# Germany and United Kingdom - Dark and Spark Spreads

#### **German Dark Spreads - Last 5 years**

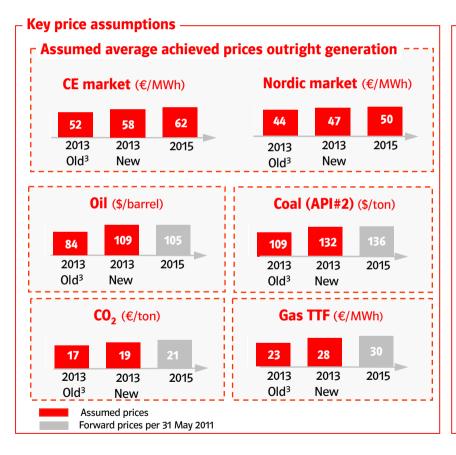


#### **UK Dark and Spark Spreads - Last 5 years**





# Key assumptions for commodity business



TWh		Nuclear	Hydro	Coal	Gas
CE	2010A	55	5	21	11
	2013E Old3	65	5	27	9
	2013E New	42	5	30	10
	2015E <sup>2</sup>	42	5		
Nordic	2010A	19	8	-	3
	2013E Old3	21	8	-	3
	2013E New	19	8	-	3
	2015E <sup>2</sup>	20	8	-	
UK	2010A	-	-	14	15
	2013E Old3	-	-	11	19
	2013E New	-	-	12	16
	2015E <sup>2</sup>	-	-		

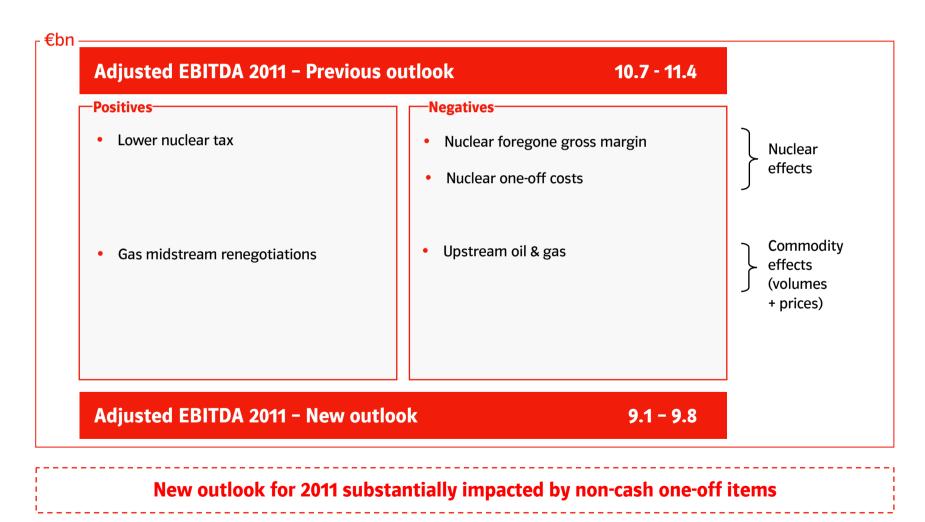
<sup>1.</sup> Only volumes marketed via EET for CE, UK and Nordic. (excluding contract steered power plants; mainly coal in Germany e.g. Scholven, Datteln, etc.). Volume data as of 31.05.2011

<sup>2. 2015</sup> spread volumes expected to be roughly on 2013 level

<sup>3.</sup> As per CMD in November 2010

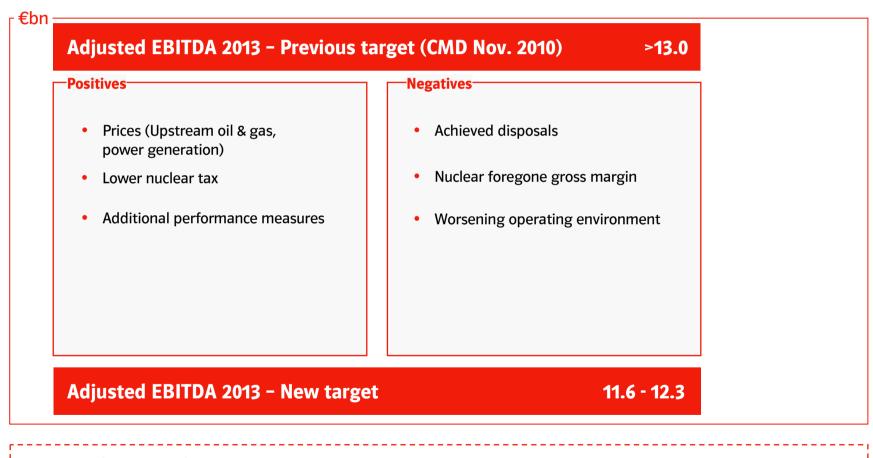


# Changes to 2011 adjusted EBITDA outlook





# Changes to 2013 adjusted EBITDA target



Reflection of achieved disposals single biggest driver behind 2013 target reduction

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