EDP ELECTRICIDADE DE PORTUGAL SA Form 6-K May 27, 2003

# **UNITED STATES**

# SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# Form 6-K

## REPORT OF FOREIGN PRIVATE ISSUER PURSUANT TO RULE 13a-16 OR 15d-16 UNDER THE SECURITIES EXCHANGE ACT OF 1934

For the Month of May 2003

# **EDP- Electricidadé de Portugal**

Praça Marquês de Pombal, 12 1250-162 Lisbon, Portugal (Address of principal executive offices)

(Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.)

Form 20-F ý Form 40-F o

(Indicate by check mark whether the registrant by

furnishing the information contained in this form

is also thereby furnishing the information to the

Commission pursuant to Rule 12g3-2(b) under the

Securities Exchange Act of 1934.)

Yes o No ý

**Financial Results** 

1Q2003

Lisbon, 30 April 2003

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### **1Q2003 Financial Results**

The EDP Group s consolidated net income in 1Q2003 amounted to 132.5 million or 0.044 per share.

m	1Q2003	1Q2002	$\Delta \%$
Operating Revenues	1,657.1	1,447.2	14.5%
Operating Costs	1,196.1	1,056.8	13.2%
EBITDA	461.0	390.4	18.1%
Operating Results	234.7	200.2	17.2%
Financial Results	(71.5)	(59.2)	-20.8%
Extraordinary Results	23.4	28.6	-18.2%
Net Income	132.5	129.4	2.4%
Earnings per share	0.044	0.043	2.4%
Cash Flow(1)	358.8	319.6	12.3%
Adjusted Cash Flow(2)	404.8	252.4	60.4%
Operating Investment	166.2	188.3	-11.7%
Financial Debt	7,821.0	5,344.6	46.3%
Net Debt	7,612.9	5,254.1	44.9%

(1) Cash flow = Net Income + Depreciation + Provisions

(2) Adjusted Cash flow = Cash-flow + Tariff Adjustment + Hydrological Correction + Hydrological Account Interest

General Indicators	1Q2003	1Q2002	$\Delta$ %
Number of electricity clients			
Portugal	5,671,776	5,562,960	2.0%
Hidrocantábrico(1)	553,645	n.a.	
Bandeirante	1,304,534	1,266,368	3.0%
Escelsa	966,268	938,029	3.0%
Enersul	602,089	581,770	3.5%
Electricity sales (GWh)			
Portugal	9,989	9,370	6.6%
Hidrocantábrico(1)	3,176	3,039	4.5%

Bandeirante	2,476	2,386	3.8%
Escelsa	1,514	1,424	6.3%
Enersul	705	652	8.2%
Number of employees - core business			
Portugal	9,042	9,370	-3.5%
Hidrocantábrico(1)	1,385	1,332	4.0%
Bandeirante	1,349	1,448	-6.8%
Escelsa	1,360	1,404	-3.1%
Enersul	930	971	-4.2%

(1) Hidrocantábrico is proportionally consolidated in accordance with EDP s stake in Hidrocantábrico (40%).

Figures presented above correspond to Hidrocantábrico 100%.

Note: The accounts presented in this document are non-audited.

### **Results Overview**

Revenues ( m)	1Q2003	1Q2002	$\Delta\%$
EDP Produção	295.3	357.0	-17.3%
EDP Distribuição	903.0	846.1	6.7%
Hidrocantábrico	135.4		
Bandeirante(1)	104.3	116.6	-10.5%
Escelsa	63.1		
Enersul	28.7		
Telecoms	81.9	72.3	13.3%
Information Technology	51.4	58.9	-12.7%
Other & Adjustments	(6.1)	(3.7)	-66.2%
Consolidated	1,657.1	1,447.2	14.5%

EBITDA ( m)	1Q2003	1Q2002	$\Delta\%$
EDP Produção	204.4	194.9	4.9%
EDP Distribuição	139.6	150.3	-7.1%
Hidrocantábrico	31.3		
Bandeirante(1)	12.3	15.8	-22.5%
Escelsa	19.0		
Enersul	7.1		
Telecoms	(3.5)	(14.0)	74.8%
Information Technology	10.6	15.5	-31.5%
Other & Adjustments	40.2	27.9	44.3%

Consolidated	461.0	390.4	18.1%

EBIT ( m)	1Q2003	1Q2002	$\Delta$ %
EDP Produção	143.4	136.0	5.4%
EDP Distribuição	36.7	49.7	-26.1%
Hidrocantábrico	17.9		
Bandeirante(1)	2.8	10.1	-71.8%
Escelsa	14.1		
Enersul	2.4		
Telecoms	(21.0)	(30.2)	30.6%
Information Technology	5.1	10.7	-52.4%
Other & Adjustments	33.1	24.0	37.8%
Consolidated	234.7	200.2	17.2%

#### (1) The figures presented for 1Q2002 respect to the months of January and February

The EDP Group s net income for the 1Q2003 amounted to 132.5 million up 2.4%. The strong EBITDA performance, up 18.1% from the 1Q2002, reflects, amongst other things, changes in EDP s consolidation perimeter namely the inclusion of Hidrocantábrico, Escelsa and Enersul.

EDP Produção, still the largest contributor to the Group s EBITDA and EBIT, benefited from the stable nature of the PPA contracts to which the majority of its installed capacity is bound, its management focus on maintaining the company s controllable costs within best-practice levels and the improvement of its fuel procurement activity.

EDP Distribuição (EDPD) benefited from the 6.6% consumption growth and the average increase in the commercialisation activities tariffs (CREDES and CSEP). However, its performance was negatively affected by the regulator s tariff cuts on the Use of the Distribution Grid (URD), an activity that represents 77% of the company s gross margin, and the 0.25 p.p. increase in concession fees paid to municipalities.

During 1Q2003 our Brazilian distribution companies started to show signs of recovery due to increased demand since electricity was no longer rationed. The Brazilian Real also recovered against the Euro versus 4Q02, although still well below last years first quarter levels. EDP s distribution companies will also benefit from the 2003 tariff revisions (April for Enersul and October for Bandeirante).

Revenues from EDP s telecom operations increased 13.3% and its contribution to EDP s consolidated EBITDA is a mere 3.5 million loss. The company is expected to reach EBITDA break-even in 2003.

Also noteworthy is the fact that the Group s adjusted cash flow increased 60.4% due to the strong EBIT improvement and a wet first quarter, which means a cash inflow from REN of 23.1 million.

#### **Investments and Financial Debt**

Operating Investments ( m)	1Q2003	YE2002	1Q2002
EDP Produção	42.6	286.4	69.6
EDP Distribuição	59.0	371.2	81.5
(-) Edinfor asset transfer		80.5	37.4
(=) Group cash investments	59.0	290.6	44.1
Hidrocantábrico (40%)	19.5	84.8	
Brazil	21.1	125.8	23.1
Telecoms	9.0	312.0	36.9
Information Technology	12.7	41.8	13.4
Other	2.3	53.9	1.2
Total	166.2	1,195.3	188.3

Operating investment totalled 166.2 million in 1Q2003. If we exclude OniWay s investment in 1Q2002 (24.5 million) and the effect from the 40% consolidation of Hidrocantábrico, operating investments would have gone down 10.5%.

EDPP invested an extra 30.5 million in the new TER CCGT and 4.0 million in the expansion of the Venda Nova hydro power plant.

The bulk of recurring investment at EDPD was related to the expansion and improvement of the distribution network.

66% of Oni s investments in 1Q2003 were in the Spanish fixed line operations.

The inclusion of 40% of Hidrocantábrico amounted to an extra 19.5 million in capex, most of which is in wind farms.

Financial Debt ( m)	1Q2003	YE2002	1Q2002
Holding	5,650.2	5,879.4	4,174.1

EDP Produção	69.7	69.1	88.7
EDP Distribuição			
Hidrocantábrico	813.8	816.6	261.0
Brazil	574.0	550.2	298.1
Telecoms	673.3	622.1	502.8
Information Technology	23.7	25.6	19.4
Other	16.3	31.0	0.5
Total Financial Debt	7,821.0	7,994.1	5,344.6
Cash and cash equivalents	208.1	214.0	90.5
Net Debt	7,612.9	7,780.1	5,254.1

As of 31 March 2003, the EDP Group s total financial debt amounts to 7,821.0 million. The consolidation of EDP s 40% stake in Hidrocantábrico has an impact of 813.8 million. The holding company s debt at the end of 2002 includes the 783 million paid to EnBW and the purchase of 357.4 million Bonds of Escelsa for USD268.7 million.

Oni and the Brazilian subsidiaries, including Escelsa and Enersul, account for 673.3 million and 574.0 million respectively of EDP s consolidated debt. We recall that Brazilian electricity utilities are financing state receivables through special loans contracted with BNDES to compensate for the rationing losses and Parcela A costs.

Most of EDPP s external debt is funding two cogeneration plants: Soporgen (41.5 million) and Energin (10.0 million). Furthermore, the expansion of Enernova activities, our wind farm developer, accounts for 16.9 million of our debt.

## EDP Produção

Energy emission (GWh)	1Q2003	1Q2002	$\Delta\%$
Hydroelectric	5,595	1,650	239.1%
Thermoelectric	2,164	4,864	-55.5%
Binding Generation	7,758	6,514	19.1%
HDN	61	23	163.3%
Hidrocenel	117	34	243.6%
EDP Energia	112	34	226.0%
Non-Binding Generation	291	92	216.7%
Biomass	11	10	15.6%
Wind Farms	32	30	6.7%
Cogeneration	164	139	18.5%
Small Hydro	85	37	130.5%
Special Regime Producers	293	215	35.9%
Total EDP emission	8,342	6,821	22.3%
Pego thermal power station (SEP)	874	1,250	-30.1%
Tapada thermal power station (SEP)	892	2,025	-55.9%
Auto-producers (SEI)	910	658	38.2%
Import / (Export) net	311	34	
Direct sales to Ind. Clients (included in Cogeneration)	(122)	(104)	17.6%
Pumping	(89)	(186)	-51.9%
Gross demand	11,117	10,498	5.9%
Synchronous compensation	(8)	(10)	-23.0%
Own consumption - generation	(1)	(1)	-28.7%
Own consumption - transmission grid	(3)	(3)	4.0%
Losses	(316)	(176)	79.2%
Energy delivered to distribution	10,789	10,307	4.7%
Hydrological coefficient	1.36	0.50	

Electricity sales ( m)	1Q2003	1Q2002	$\Delta\%$
PPA Capacity Charge	219.1	211.9	3.4%
PPA Energy Charge	40.1	118.8	-66.2%
Total CPPE	259.2	330.6	-21.6%
HDN	8.9	5.7	56.3%
Hidrocenel	7.0	5.0	39.1%
Total Small Hydro	15.9	10.7	48.2%

Wind powered (Enernova)	2.8	2.5	12.1%
Cogeneration (Soporgen & Energin)	9.9	6.5	51.5%
Biomass (Bioléctrica)	0.8		
Total EDP Produção	288.5	350.4	-17.7%

Fuel costs ( m)	1Q2003	1Q2002	$\Delta\%$
Coal	27.1	42.0	-35.4%
Fuel-oil	8.0	70.6	-88.6%
Natural Gas	2.3	3.2	-28.2%
Diesel	0.2	0.0	274.5%
CPPE	37.6	115.8	-67.5%
Natural Gas (Soporgen & Energin)	8.8	5.6	57.0%
Biomass (Bioeléctrica)	0.6		
Total EDP Produção	47.0	121.4	-61.3%
Electricity Purchases ( m)	1Q2003	1Q2002	$\Delta\%$
HDN, Hidrocenel & Cogenerators	5.0	0.9	

EDP Produção s ( EDPP ) total emission reached 8,342 GWh in 1Q2003, of which 72% was hydro generation compared to 26% in 1Q2002;

The 22.3% increase in EDPP s emission is due to heavy rainfall at the beginning of the year (hydrological coefficient of 1.36 in 1Q2003, 0.5 in 1Q2002) and a 5.9% increase in Gross Demand following a cold winter;

The PPA capacity charge increased 3.4%, reflecting i) higher availability factors at the CPPE s hydro and thermal power plants and ii) the charge adjustment for inflation as foreseen in the PPA contracts;

The PPA energy charge dropped 66.2% due to a lower utilization of CPPE s thermal plants, because of a wet quarter. CPPE was once again able to buy coal and fuel at a lower price than that reflected in the PPA energy charge (37.6 million vs. 40.1 million);

EDPP s electricity generation gross profit increased 3.5% to 237.2 million in 1Q2003.

Operating Income Statement ( m)	1Q2003	1Q2002	$\Delta\%$
Electricity Sales	288.5	350.4	-17.7%
Services Provided	2.0	3.1	-34.5%
Other Sales	4.8	3.5	36.3%
Operating Revenues	295.3	357.0	-17.3%
Electricity	5.0	0.9	456.5%
Fuel for electricity generation	47.0	121.4	-61.3%
Direct Activity Costs	52.0	122.3	-57.5%
Gross Profit	243.4	234.7	3.7%
Gross Profit/Revenues	82.4%	65.7%	16.7p.p.
Sundry materials and goods for resale	1.4	0.9	49.7%
Supplies and services - Group	1.7	1.0	64.9%
Supplies and services - Non-Group	9.9	15.5	-35.9%
Personnel costs	30.1	27.8	8.3%
Generation centre rentals	1.0	0.9	13.3%
Other operating costs (or revenues)	(1.1)	(0.8)	-37.2%
Own work capitalised	(4.0)	(5.5)	26.3%
Operating Costs	38.9	39.8	-2.2%
EBITDA	204.4	194.9	4.9%
EBITDA / Revenues	69.2%	54.6%	14.6р.р.
Depreciation and amortisation	58.6	56.5	3.7%
Provisions	2.4	2.4	1.3%
EBIT	143.4	136.0	5.4%
EBIT / Revenues	48.6%	38.1%	10.5p.p.

Personnel costs ( m)	1Q2003	1Q2002	$\Delta\%$
Total Personnel Costs	30.1	27.8	8.3%
Pension Premiums	3.5	1.7	109.0%
Early Retirement Correction	3.3	3.3	-1.0%
Social benefits with early retirees	0.4	0.4	-4.7%
Medical care with inactives	0.7		
Personnel costs (active workers)	22.2	22.4	-1.0%
Number of employees	2,112	2,184	-3.3%

Investment ( m)	1Q2003	1Q2002	$\Delta\%$
	-	-	

Binding Generation	6.2	3.5	75.6%
Non-Binding Generation	30.8	62.9	-51.0%
Special Regime Producers	3.2	0.9	245.1%
Other investments	2.4	2.2	8.2%
Total operating investment	42.6	69.6	-38.8%
Recurring investment	2.5	2.9	-15.2%
Non-recurring investment	40.2	66.7	-39.8%

Non-group supplies and services drop 35.9%. However 1Q2002 include the full year insurance charge. If we adjusted for this, non-group supplies and services would have remained unchanged;

Total number of employees went down 3.3% year-on-year. However, costs went up following the 2003 actuarial study, which used more conservative assumptions, resulting in an increase in Pension premiums. Medical care costs with inactives of 0.7 million were accounted for in 1Q2003;

Binding generation capex includes a 4.0 million investment in additional capacity at the Venda Nova hydro power plant. Venda Nova s current installed capacity is 90 MW and by September 2004 two additional 94 MW groups should start operating under the current PPA. Total investment in increasing Venda Nova s capacity (at technical costs) is expected to be 139.0 million of which 79.0 million has already been done;

Non-binding generation capex in the new TER CCGT amounted to 30.5 million in 1Q2003. This plant comprises three 400 MW groups that will start operating at the beginning of 2004, end of 2004 and end of 2006 respectively.

Total planned investment (at technical costs) amounts to 675.0 million of which 235.4 million has already been completed;

Special regime generation capex in 1Q2003 includes 3.1 million in 18MW wind power generation through Enernova. This capacity will become available during the first half of 2003. The company plans to invest around 400 million in 550MW of new wind generation capacity until 2008.

### EDP Distribuição

Energy Sales (GWh)	1Q2003	1Q2002	$\Delta\%$
Energy delivered to Distribution	10,789	10,307	4.7%
Own consumption - distribution	(8)	(5)	65.6%
Distribution losses	(792)	(933)	-15.1%
Total electricity sales(1)	9,989	9,370	6.6%
Electricity sales - PES	9,327	9,217	1.2%
VHV (Very high voltage)	234	197	19.0%
HV (High voltage)	824	853	-3.4%
MV (Medium voltage)	2,480	2,834	-12.5%
SLV (Special low voltage)	771	741	4.0%
LV (Low voltage)	4,682	4,279	9.4%
PL (Public lighting)	337	313	7.5%
Electricity sales - NBES	663	152	
EDP	436	108	
HV (High voltage)	13	19	-28.9%
MV (Medium voltage)	423	89	
Non-EDP	226	44	
HV (High voltage)	26	22	18.4%
MV (Medium voltage)	200	22	

(1) Figures presented include sales to EDP Group for final consumption.

Regulated Revenues (URD adjusted to 1Q2003 consumption)	1Q2003	1Q2002
Unit revenue for the Use of the Distribution Grid: HV and MV ( / MWh)	9.84	10.23
Electricity delivered to binding and non-binding consumers: HV and MV (GWh)	10,132	9,546
Unit revenue for the Use of the Distribution Grid: LV ( / MWh)	24.55	25.29
Electricity delivered to binding and non-binding consumers: LV (GWh)	5,789	5,333
t-2 tariff adjustment ( m)	(3.48)	(3.50)
URD total allowed revenues ( m)	238.38	229.04
Allowed revenues for the Network Services activity: VHV; HV and MV ( m)	5.83	2.79
Allowed revenues for the Network Services activity: SLV ( m)	2.31	2.34
Allowed revenues for the Network Services activity: LV ( m)	31.60	28.88
t-2 tariff adjustment ( m)		
CRedes total allowed revenues ( m)	39.74	34.02

Allowed revenues for the Supply in the PES activity: VHV; HV and MV ( m)		2.09	0.96
Allowed revenues for the Supply in the PES activity: SLV ( m)		0.60	0.45
Allowed revenues for the Supply in the PES activity: LV ( m)		19.69	18.16
t-2 tariff adjustment ( m)		5.68	(1.42)
CSEP total allowed revenues ( m)		28.07	18.15
Allowed revenues for energy acquisition activity		2.56	
Total allowed revenues after tariff adjustment ( m)		308.74	281.21
Electricity Sales and Gross Profit Analysis ( m)	1Q2003	1Q2002	$\Delta$ %
VHV (Very High Voltage)	11.1	5.7	93.8%
HV (High Voltage)	40.2	27.1	48.0%
MV (Medium Voltage)	175.1	186.3	-6.0%
SLV (Special Low Voltage)	74.5	68.6	8.7%
LV (Low Voltage)	586.3	513.1	14.3%
Public lighting	28.2	23.4	20.5%
Interruptibility discounts	(6.1)	(4.4)	-39.4%
Tariff correction discounts	(0.4)	(2.5)	81.7%
Invoiced Sales - PES	909.0	817.4	11.2%
Invoiced Sales - NBES(1)	11.1	0.01	
Distribution 1Q2000 Reposition		5.1	
Distribution 1Q2001 Reposition	(1.7)		
Distribution 1Q2002		18.0	
Distribution 1Q2003	(21.2)		
Tariff Adjustments	(22.8)	23.1	
Electricity Revenues	897.2	840.6	6.7%
Tariff adjustments reposition	(1.7)	5.1	
Sales to customers before reposition	898.9	835.4	7.6%
Electricity purchases	590.1	548.3	7.6%

**Electricity Gross Profit** 

(1) In 1Q2002, these revenues were accounted under Services Provided . As such, for comparison purposes the figures presented in 1Q2002 include the amount accounted under that item ( 0.01 million). Note that the disturbances that resulted from the implementation of the new accounting system led to some of these 1Q2002 revenues being accounted only in the 2Q2002 (see next page).

308.8

287.2

EDPD s number of clients in the binding system increased 1.9% to 5,671,124. In the non-binding system, EDP had a 65.8% market share selling 436 GWh to its 652 clients.

The 6.7% increase in electricity revenues is the result of a 6.6% growth in consumption following a cold winter. Electricity revenues in the PES segment also benefited from a 2.8% increase in the average final tariff. The transfer of some MV clients from the PES to the non-binding system led to a 6% decrease in this segment s electricity revenues.

7.5%

The bulk of the tariff adjustment comes from an estimated 21.2 million charge following higher than expected real consumption in 1Q2003. For the 2003 tariffs, the regulator (ERSE) estimated a 5.4% increase in consumption.

Allowed Revenues for energy acquisition activity relate mostly to the recovery of the 2002 differences between estimated and real fuel costs for the LV segments (a pass-through to the 2003 tariff).

Operating Income Statement ( m)	1Q2003	1Q2002	$\Delta$ %
Electricity Sales - Group	1.5	0.6	138.3%
Electricity Sales - Non-Group	895.8	839.9	6.6%
Services Provided	5.3	5.1	3.8%
Other Sales	0.4	0.4	-1.1%
Operating Revenues	903.0	846.1	6.7%
Direct Activity Costs	590.1	548.3	7.6%
Gross Profit	312.9	297.8	5.1%
Gross Profit/Revenues	34.7%	35.2%	-0.6p.p.
Sundry materials and goods for resale	24.6	12.2	102.5%
Supplies and services - Group	24.4	9.3	162.2%
Supplies and services - Non-group	25.4	24.2	5.0%
Personnel costs	99.3	94.1	5.5%
Concession fees	42.8	39.3	9.0%
Other operating costs (or revenues)	(2.2)	(0.6)	-271.1%
Own work capitalised	(40.9)	(30.9)	-32.4%
Operating costs	173.3	147.5	17.5%
EBITDA	139.6	150.3	-7.1%
EBITDA / Revenues	15.5%	17.8%	-2.3p.p.
Depreciation and amortisation	85.4	82.0	4.2%
Provisions	17.4	18.7	-6.8%
EBIT	36.7	49.7	-26.1%
EBIT/ Revenues	4.1%	5.9%	-1.8p.p.

Personnel costs ( m)	1Q2003	1Q2002	$\Delta\%$
Total Personnel Costs	99.3	94.1	5.5%
Pension Premiums	13.1	6.7	96.3%
Early Retirement Correction	18.8	19.5	-3.6%
Social benefits with early retirees	2.4	2.7	-11.2%
Medical care with inactives	6.2	2.7	133.3%
Personnel costs (active workers)	58.8	62.6	-6.1%
Number of employees	6,930	7,186	-3.6%

Investment ( m)	1Q2003	1Q2002	$\Delta\%$

Distribution Grid	47.1	37.3	26.3%
Public lighting	3.1	1.9	63.5%
Information Systems	1.5	41.4	-96.3%
Other Investments	7.3	0.9	751.2%
Other investments	1.5	0.9	751.270
Total operating investment	59.0	81.5	-27.6%
Total operating investment	59.0	01.3	-27.070
Recurring investment	55.0	39.5	39.4%
-			
Non-recurring investment	4.0	42.0	-90.5%

Electricity purchases reflect the 2003 tariffs set by ERSE in December 2002: (i) a 1.6% increase for the energy and power tariff; (ii) a 3.6% decrease for the use of the transportation grid tariff and (iii) a 35.1% increase for the global use of the system tariff. For EDPD, these costs are a complete pass-through to the tariff to final clients.

EDPD gross profit reflects: (i) an increase of 16.8% in the Network Services allowed revenues; (ii) an increase of 54.7% in the Supply in the PES allowed revenues; which were partly offset by (iii) a decrease of 3.8% and 2.9% in unit revenues for the Use of the Distribution Grid for HV/MV and LV segments, respectively. This activity accounts for 77.2% of EDPD s regulated revenues.

The implementation of the new SAP accounting and information management system in the 1Q2002 meant that some sundry materials, supplies and services and own work capitalised were only booked in the 2Q2002. So, a true comparison cannot be made. In 1H2002 sundry materials amounted to 31.0 million, supplies and services amounted to 89.1 million and own work capitalised amounted to 67.9 million.

Concession fees reflect the 0.25 p.p. increase between 2002 and 2003 in the average rate paid to municipalities (Decree 439/2001 of 28/04). In 2003, 7.25% on the previous year s LV sales.

Operating Investment in the 1Q2002 includes the transfer from Edinfor to EDPD of 37.4 million worth of assets (which relate to a commercial and administrative IT system based on the SAP platform). Excluding this amount which does not affect the Group cash-(out)flow, EDPD s operating investment would have increased 33.9% year-on-year, the majority of which has been made in the distribution grid.

### Hidrocantábrico (100%) - Generation

Spain Energy Balance (GWh)	1Q2003	1Q2002	$\Delta$ %
Generation	46,566	43,722	6.5%
Special Regime	10,348	8,752	18.2%
Imports	1,916	2,503	-23.5%
Total Demand	58,830	54,977	7.0%
Regulated Distribution	41,844	39,484	6.0%
Supply	15,350	14,889	3.1%
Exports	1,635	603	171.1%

HC s Net Electricity Generation(GWh)	1Q2003	1Q2002	$\Delta\%$
Hydroelectric	387	175	121.1%
Nuclear	335	334	0.3%
Aboño	1,424	1,781	-20.1%
Soto de Ribera	866	1,212	-28.5%
Coal	2,290	2,993	-23.5%
Castejón CCGT	165		
Total Generation	3,177	3,502	-9.3%
Pumping	(34)	(32)	5.2%
Energy delivered to the Pool	3,143	3,470	-9.4%

HC s Performance in the Pool	1Q2003	1Q2002	$\Delta\%$
Average HC Selling Price(1) ( /MWh)	30.54	50.71	-39.8%
Average Pool Price(1) ( /MWh)	32.02	55.07	-41.9%
HC s market share in wholesale market	6.8%	7.9%	-1.2p.p.

(1) Includes wholesale market, ancillary services and capacity payment.

HC s Fuel Costs	1Q2003	1Q2002	$\Delta$ %
Average HC Fuel Cost ( /MWh)(1)	15.09	16.60	-9.1%

(1) Excluding hydroelectric emission.

Hydroelectricity as a percentage of total emission was much higher following a wet quarter. In these market conditions the pool prices fell strongly during the period, resulting in a 40% drop in the company s average sale price to 30.54/MWh;

Given that Hidrocantábrico is heavily dependent on thermal power, the company s net emission fell 9.4% year-on-year with the subsequent 1.2 p.p. drop in market share to 6.8%;

Average fuel costs decreased 9.1% explained by a fall in coal price.

Hidrocantábrico (100%) - Distribution & Supply

### Distribution

### Energy Sales - GWh

Electricity	1Q2003	1Q2002	$\Delta$ %
Low Voltage	606	558	8.6%
Medium Voltage	216	202	6.9%
High Voltage	1,350	1,376	-1.9%
Total	2,172	2,136	1.7%
of which: access clients	273	260	5.0%

Gas	1Q2003	1Q2002	$\Delta$ %
Total	690	542	27.3%
of which: access clients	118	78	51.0%

### # of Customers

Electricity	1Q2003	1Q2002	$\Delta$ %
Low Voltage	551,216	n.a.	
Medium Voltage	664	n.a.	
High Voltage	19	n.a.	
Total	551,899	n.a.	
of which: access clients	685	n.a.	

Gas	1Q2003	1Q2002	$\Delta$ %
Total	159,395	138,485	15.1%
of which: access clients	23	9	155.6%

#### Revenues - m

Electricity	1Q2003	1Q2002	$\Delta$ %
Transmission tariff	1.5	0.8	85.1%
Distribution tariff	22.7	22.3	1.9%

Commercialisation tariff	1.9	1.8	5.9%
Regulated revenues	26.2	25.0	5.0%

Gas	1Q2003	1Q2002	$\Delta\%$
Transport tariff	0.5		
Distribution tariff	7.9	3.1	153.7%
Commercialisation tariff	1.2	0.4	210.9%
Regulated revenues	9.5	3.5	174%

## Supply

### Energy Sales - GWh

Electricity	1Q2003	1Q2002	$\Delta$ %
Asturias	246	232	6.1%
Rest of Spain	758	671	13.0%
Total	1,004	903	11.2%

Gas	1Q2003	1Q2002	$\Delta\%$
Asturias	104	27	285%
Rest of Spain	648	168	286%
Total	752	195	286%

### # of Customers

Electricity	1Q2003	1Q2002	$\Delta$ %
Asturias	618	463	33.5%
Rest of Spain	1,813	1,868	-2.9%
Total	2,431	2,331	4.3%

Gas	1Q2003	1Q2002	$\Delta\%$
Asturias	20	5	300%
Rest of Spain	84	36	133%
Total	104	41	154%

### Revenues - m

Electricity	1Q2003	1Q2002	$\Delta$ %
Asturias	13.6	12.1	11.9%

Rest of Spain	41.8	35.4	18.2%
Sales	55.4	47.5	16.6%

Gas	1Q2003	1Q2002	$\Delta$ %
Asturias	1.6	0.4	334%
Rest of Spain	10.0	2.4	317%
Sales	11.7	2.8	320%

#### **Electricity Distribution**

Hidrocantábrico s revenues for the electricity distribution activity are regulated and this quarter amounted to 26.2 million;

#### **Gas Distribution**

Total gas distributed by Hidrocantábrico increased 27.3% vis-à-vis 1Q2002 explained by: i) the inclusion of Gas Figueres in the 2H2002, and ii) the harsh winter in 1Q2003;

In terms of revenues, 1Q2003 is not directly comparable with the 1Q2002 since the new regulation was implemented in February 2002;

#### **Electricity Supply**

The electricity supply activity has benefited from: i) the liberalization for all customers as of January 2003; and ii) the growth in electricity demand of 7.0% in the Spanish market (mainly explained by the harsh winter);

Hidrocantábrico was able to increase its market share, in the liberalized Spanish electricity market, by 0.6 p.p. from 6.5% to 7.1%;

#### Gas Supply

This activity has benefited from the increased liberalization of the Spanish gas market, which since January 2003 is open to all customers. Hidrocantábrico initiated this activity in the beginning of 2002 and this explains the strong year-on-year growth.

## Hidrocantábrico (100%)

<b>Business Areas</b>	Genera	ation & Sup	ply	Electric	rity Distribu	tion	Gas	Distribution	l	Spe	cial Regime	
Breakdown ( m)	1Q2003	1Q2002	$\Delta$ %	1Q2003	1Q2002	$\Delta$ %	1Q2003	1Q2002	$\Delta$ %	1Q2003	1Q2002	$\Delta$ %
2												
Revenues	190.3	221.5	-14.1%	97.0	140.1	-30.8%	19.3	18.7	2.9%	8.0	8.7	-8.0%
Direct Costs	113.6	132.3	-14.2%	70.1	112.5	-37.7%	9.8	9.3	5.0%	5.5	8.3	-34.3%
Gross Profit	76.7	89.1	-13.9%	26.8	27.6	-2.7%	9.5	9.4	0.9%	2.5	0.4	551%
Gross Profit/Revenues	40.3%	40.2%	0.1p.p.	27.7%	19.7%	8.0p.p.	. 49.3%	50.3%	-1.0p.p.	31.7%	4.5%	27.3p.p.
Personnel Costs	8.4	8.1	3.3%	5.4	5.4	1.1%	0.8	0.5	46.7%	1.0	1.4	-23.4%
Other Operating Costs (net)	9.0	3.0	204.1%	5.5	5.0	9.9%	1.3	0.8	58.6%	(1.5)	(4.0)	63.1%
EBITDA	59.4	78.1	-23.9%	15.9	17.2	-7.6%	7.4	8.1	-7.9%	3.0	3.0	-0.9%
EBITDA/Revenues	31.2%	35.2%	-4.0p.p.	16.4%	12.3%	4.1p.p.	38.6%	43.1%	-4.5p.p.	36.9%	34.2%	2.7p.p.
Depreciation	23.2	20.2	14.8%	7.0	6.7	5.7%	2.5	2.2	15.4%	1.3	1.3	4.3%
Provision	0.5			0.4			0.0			0.2		
EBIT	35.6	57.8	-38.4%	8.4	10.5	-20.0%	4.9	5.9	-17.3%	1.5	1.7	-14.6%
EBIT/Revenues	18.7%		-7.4p.p.		7.5%	1.2p.p.		31.5%	-6.2p.p.	18.2%	19.6%	-1.4p.p.
Operating Investment	6.6	24.2	-72.7%	7.1	10.8	-34.6%	3.8	3.6	4.2%	25.7	1.1	
# of employees	590	571	3.3%	391	385	1.6%	65	58	12.1%	135	146	-7.5%

(1) Holding costs not included

#### **Generation & Supply**

The electricity generation and supply activity posted a 23.9% decline at the EBITDA level due to the reduction of Hidrocantábrico s net emission and low pool prices experienced during the period. Nevertheless, the low sale price achieved by the generation activity was partially offset by lower direct costs (pool price) at the supply activity;

In 1Q2003 CTCs of 14.7 million versus negative 13.6 million in the 1Q2002 were booked in the net sales item of the generation activity;

The increase in operating costs is due to maintenance work at Aboño I ( 1.2 million) and the start of Castejón CCGT operations in October 2002;

#### **Electricity Distribution**

The 9.9% increase in the other operating costs is attributable to the expansion of the distribution network;

Investments in new markets only accounted for 1.6 million in the 1Q2003;

#### **Gas Distribution**

The first quarter of 2003 is not directly comparable with the 1Q2002 due to a new regulation since February 2002;

Higher operating costs took their toll on EBITDA growth as a result of higher intra-group costs and also due to the incorporation of Gas Figueres in the 2H2002;

#### **Special Regime**

The EBITDA of special regime operations during 2003 should benefit from the start of operations of two wind farms with a combined capacity of around 100 MW (65 MW in August and 34 MW in October);

The investments incurred in the 1Q2003 are mainly related to the construction of the wind farms foreseen in Hidrocantábrico s strategic plan.

Income Statement ( m)	1Q2003	1Q2002	$\Delta$ %	
Revenues	338.6	385.0	-12.1%	
Direct Costs	222.3	258.3	-13.9%	
Gross Profit	116.2	126.8	-8.3%	
Gross Profit/Revenues	34.3%	32.9%	1.4p.p.	
Supplies and services	19.5	11.2	74.3%	
Personnel costs	19.9	19.2	3.9%	
Other operating costs (or revenues)	1.3	0.5	185.4%	
Own work capitalised	(2.8)	(4.6)	37.5%	
Operating Costs	37.9	26.3	44.4%	
EBITDA	78.3	100.5	-22.1%	
EBITDA/Revenues	23.1%	26.1%	-3.0p.p.	
Depreciation	32.3	28.6	12.9%	
Provision	1.2			
EBIT	44.9	71.9	-37.6%	
EBIT/Revenues	13.3%	18.7%	-5.4p.p.	
Financial Results	(37.2)	(31.2)	-19.3%	
Extraordinary Results	4.9	(0.0)		
Income Before Taxes	12.6	40.7	-69.1%	
Income taxes	(18.7)	15.9		
Minority interests	2.2	(0.1)		
Net Income	29.0	24.9	16.6%	
Investment ( m)	1Q2003	1Q2002	$\Delta\%$	
Recurring investment	17.0	12.7	33.7%	
Non-recurring investment	31.9	27.2	17.2%	
Total operating investment	48.9	39.9	22.5%	
Number of employees	1Q2003	1Q2002	$\Delta\%$	
Number of employees	1,385	1,332	4.0%	

Consolidated EBITDA in the 1Q2003 was mainly affected by:

i) the decline of the generation revenues due to the high hydro levels and low pool prices experienced during the period;

ii) the increase in supplies and services as a result of the maintenance works at Aboño I and the expansion of the electricity distribution activity;

iii) due to a wet first quarter, the new Castejón CCGT dispatched a modest amount of electricity to the pool. Castejón s sales were not enough to off-set the increase in the operating costs associated with the start of its operations in October 2002;

Financial results include 21.5 million in interest charges and 14.0 million from the merger goodwill. The interests charges are not directly comparable given that Adygesinval s loan to acquire Hidrocantábrico was contracted in July 2002;

Hidrocantábrico accounted in the 1Q2003 the total tax benefit (around 25 million), granted by the Navarre Autonomous Region on the investment made in Castejón CCGT.

**Note:** Hidrocantábrico was proportionally consolidated in accordance with EDP s stake in Hidrocantábrico (40%). Hidrocantábrico s contribution to EDP Group s consolidated accounts is presented in the page 24.

#### Bandeirante

Energy Sales (GWh)	1Q2003	1Q2002	$\Delta$ %	
Energy contracted	2,747	3,200	-14.1%	
Energy purchases on MAE (wholesale market)	53			
Total energy purchases	2,800	3,200	-12.5%	
Contract losses	(30)	(192)	-84.2%	
Transmission losses	(81)	(78)	3.2%	
Energy delivered to distribution	2,689	2,930	-8.2%	
Distribution losses	(213)	(277)	-23.0%	
Energy sales to MAE (wholesale market)		267		
Residential	560	512	9.4%	
Industrial	1,341	1,387	-3.3%	
Commercial	319	276	15.6%	
Other	256	211	21.3%	
Energy sales to final customers	2,476	2,386	3.8%	
Total energy sales	2,476	2,653	-6.7%	

Gross profit (R\$m)	1Q2003	1Q2002	$\Delta\%$
Energy acquisition	263.7	258.1	2.2%
Other direct activity costs	44.3	46.3	-4.3%
Total direct activity costs	308.0	304.4	1.2%
Electricity sales to MAE (wholesale market)		26.5	
Residential	154.4	94.9	62.7%
Industrial	179.2	156.5	14.5%
Commercial	74.6	54.9	36.0%
Other	40.6	28.6	41.6%
Electricity sales to final customers	448.8	334.9	34.0%
Total electricity sales	448.8	361.4	24.2%
Regulatory tariff reposition	(24.3)	(16.7)	-44.8%
Other revenues & taxes	(31.3)	65.1	
Total revenues	393.2	409.7	-4.0%
Gross profit	85.2	105.3	-19.1%

Bandeirante is reducing its exposure to contratos iniciais (take-or-pay acquisition contracts with generators) in 2003-2006. In 1Q2003 these contracts were reduced by 25% leading to a decrease of 14.1% of the total energy contracted. This reduction had a positive impact on

profitability, as the surplus energy contracted last year was sold at very low prices in the wholesale market (MAE);

As of Jan 2003 Eletrobrás is responsible for Itaipú s contract losses (difference between each distribution company quota on Itaipú s energy output and the true energy delivered). The distribution companies still pay for the losses in Itaipú s transmission network, which is the item reflected in 2003;

Revenues from electricity sales to final costumers amounted to R\$448.8 million, increasing 34.0% as a result of:

i) the 19.09% yearly tariff adjustment in October 2002;

ii) the 3.8% increase in the energy sales to final costumers compared to 1Q2002 s sales when electricity was being rationed;

iii) the criteria change in the low-income costumers that as of June 2002 are billed for their consumptions as regular consumers;

Gross profit is not directly comparable since Bandeirante accrued R\$68.4 million in 1Q2002 from the recovery of the rationing losses and the non-controllable costs recognized in the Parcela A ;

The October 2003 tariff revision should improve Bandeirante s gross profit.

Income Statement(1)	1Q2003	R\$million 1Q2002	$\Delta \%$	1Q2003	million 1Q2002	$\Delta\%$
income Sutement(1)	122000	102002		102000	102002	110
Revenues	393.2	409.7	-4.0%	104.3	200.4	-48.0%
Direct Activity Costs	308.0	304.4	1.2%	81.6	148.9	-45.2%
Gross Profit	85.2	105.3	-19.1%	22.7	51.5	-56.0%
Gross Profit/Revenues	21.7%	25.7%	-4.0p.p.	21.8%	25.7%	-4.0p.p.
Sundry materials & goods for resale	1.8	1.9	-5.3%	0.5	1.0	-49.6%
Supplies and services	1.8	1.9	-3.3%	5.0	8.4	-49.0%
Personnel costs	20.4	19.4	5.2%	5.4	9.5	-43.0%
Other operating costs (or revenues)	(1.4)	3.2	0.270	(0.4)	1.6	101070
Own work capitalised	(0.5)	(0.9)	50.5%	(0.1)	(0.5)	73.2%
Operating Costs	39.4	40.8	-3.4%	10.4	20.0	-47.7%
EBITDA	45.8	64.5	-29.0%	12.3	31.6	-61.2%
EBITDA/Revenues	11.6%	15.7%	-4.1p.p.	11.8%	15.8%	-4.0p.p.
Depreciation	28.2	27.7	1.7%	7.5	13.5	-44.9%
Provision	7.4			2.0		
EBIT	10.2	36.8	-72.3%	2.8	18.0	-84.3%
EBIT/Revenues	2.6%	9.0%	-6.4p.p.	2.7%	9.0%	-6.3p.p.
Financial Results	(44.0)	(16.8)	-162.4%	(11.6)	(8.2)	-42.0%
Extraordinary Results	(3.5)	(11.3)	69.3%	(0.9)	(5.6)	83.5%
Income Before Taxes	(37.3)	8.7		(9.7)	4.3	
Income taxes	(11.2)	2.6		(2.9)	1.3	
Net Income	(26.1)	6.1		(6.8)	3.0	

EBITDA decreased 29.0% vis-à-vis the 1Q2002, because of:

i) regulatory adjustments in 1Q2002 (R\$68.4 million);

ii) supplies and services and personnel costs increasing due to inflation;

Financial results were adversely affected by financing contracts linked to IGP-M price index, which took its toll on Bandeirante s bottom-line;

In March 2003, Bandeirante issued R\$200 million in short-term notes to refinance its short-term debt.

(1) Important note: the income statement presented above does not correspond to the statutory accounts of Bandeirante, being only taken for consolidation purposes in EDP Group.

Financial Debt (R\$m)	1Q2003	YE2002	$\Delta$ %
EPD Brasil S.A. (Group)	324.2	382.2	-15.2%
BNDES	267.7	272.0	-1.6%
Others	203.5	159.4	27.7%
Local currency	795.5	813.5	-2.2%
Dollar Denominated Debt	52.2	51.9	0.6%
Total Financial Debt	847.7	865.4	-2.1%
Asset to Recover(1)	331.0	322.4	2.7%

(1) rationing losses and Parcela A

Investment (R\$m)	1Q2003	1Q2002	$\Delta\%$
Recurring investments	17.6	16.0	9.9%
Non-recurring investments	12.5	0.9	
Total Operating Investments	30.1	16.9	78.2%
Number of employees	1Q2003	1Q2002	$\Delta$ %
Number of employees	1,349	1,448	-6.8%

#### Escelsa

Energy Sales (GWh)	1Q2003	1Q2002	$\Delta\%$
Energy contracted	1,496	1,679	-10.9%
Self generation	317	298	6.2%
Energy purchases on MAE (wholesale market)	52		
Total energy purchases	1,865	1,978	-5.7%
Contract losses	(35)	(107)	-67.1%
Transmission losses	(52)	(46)	12.7%
Energy delivered to distribution	1,777	1,824	-2.6%
Distribution losses	(247)	(215)	14.9%
Energy sales to MAE (wholesale market)	15	184	-91.8%
Residential	340	279	22.0%
Industrial	675	683	-1.2%
Commercial	210	211	-0.9%
Other	290	251	15.4%
Energy sales to final customers	1,514	1,424	6.3%
Total energy sales	1,529	1,609	-4.9%

1Q2003	1Q2002	$\Delta\%$
102.5	93.4	9.7%
31.7	28.2	12.3%
134.2	121.7	10.3%
0.1	8.8	-99.3%
88.2	63.6	38.7%
77.2	66.1	16.8%
44.6	36.7	21.5%
37.3	28.7	30.1%
247.3	195.1	26.8%
247.4	203.9	21.3%
(10.6)	(10.3)	-2.9%
0.9	14.6	-93.8%
237.7	208.2	14.2%
103.5	86.5	19.7%
	102.5 31.7 134.2 0.1 88.2 77.2 44.6 37.3 247.3 247.4 (10.6) 0.9 237.7	102.5 93.4   31.7 28.2   134.2 121.7   0.1 8.8   88.2 63.6   77.2 66.1   44.6 36.7   37.3 28.7   247.3 195.1   247.4 203.9   (10.6) (10.3)   0.9 14.6   237.7 208.2

Escelsa also benefited from the gradual termination of the contratos iniciais and from the change in the Itaipu s contract;

Industrial sales fell on both year-on-year and quarter-on-quarter basis, as some industrial clients switched to the free market. Nevertheless, these clients continue to pay the use of the distribution grid which is being accounted for as other revenues & taxes ;

Revenues from electricity sales to final costumers amounted to R\$247.3 million, increasing 26.8% as a result of:

i) the 15.97% yearly tariff adjustment in August 2002;

ii) the 6.3% increase in the energy sales to final customers following the end of the rationing program;

Direct activity costs increased 10.3% year-on-year explained by:

i) Itaipú s USD-indexed acquisitions;

ii) inflation pressures;

iii) rise in the transmission tariff;

Overall, gross profit increased almost 20% due to: i) higher consumption levels combined with a rise in the average tariff, and ii) the 25% reduction of the contratos iniciais ;

It is important to note that there were regulatory adjustments amounting to R\$25.9 million in 1Q2002 impacting gross profit.

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Income Statement	1Q2003	R\$million 1Q2002	$\Delta\%$	1Q2003	million 1Q2002	$\Delta \%$
Revenues	237.7	208.2	14.2%	63.1	101.6	-38.0%
Direct Activity Costs	134.2	121.7	10.3%	35.6	59.5	-40.2%
Gross Profit	103.5	86.5	19.7%	27.5	42.2	-34.8%
Gross Profit/Revenues	43.6%	41.6%	2.0p.p.	43.6%	41.5%	2.1p.p.
Sundry materials & goods for resale	1.9	1.6	24.3%	0.5	0.8	-32.4%
Supplies and services	12.8	10.4	23.0%	3.4	5.1	-33.1%
Personnel costs Other operating costs (or revenues)	15.8 1.4	14.2 0.9	11.2% 46.2%	4.2 0.4	7.0 0.5	-39.7% -20.9%
Own work capitalised	1.4	0.9	40.2%	0.4	0.5	-20.9%
Operating Costs	31.9	27.1	17.7%	8.5	13.3	-36.1%
EBITDA	71.6	59.4	20.6%	19.0	28.9	-34.2%
EBITDA/Revenues	30.1%	28.5%	1.6р.р.	30.2%	28.4%	1.7p.p.
Depreciation	14.6	14.1	3.1%	3.9	6.9	-44.1%
Provision	4.0	14.0	-71.5%	1.1	6.9	-84.6%
EBIT	53.0	31.2	69.9%	14.1	15.1	-6.5%
EBIT/Revenues	22.3%	15.0%	7.3p.p.	22.3%	14.8%	7.5p.p.
Financial Results	72.9	(10.3)		20.2	(4.5)	
Extraordinary Results	(1.3)	(3.0)	56.2%	(0.4)	(1.4)	75.3%
Income Before Taxes	124.6	18.0	593.6%	33.9	9.2	269.3%
Income taxes	42.5	3.8		11.5	2.0	481.3%
Net Income	82.1	14.2	480%	22.4	7.2	211%

Operating costs increased 17.7% vis-à-vis 1Q2002 as a result of:

i) inflation pressures;

ii) costs incurred with energy conservation programmes;

Provisions went down 71.5% given that the 1Q2002 was negatively influenced by higher provisions to cover possible losses in the regulatory asset;

The sharp rise in net income is due to: i) a better operating performance; and ii) the effect of the Real s appreciation in the dollar denominated debt, which led to a strong improvement in Escelsa s financial results.

Financial Debt (R\$m)	1Q2003	YE2002	$\Delta\%$
BNDES	325.6	333.1	-2.2%
Others	42.9	33.4	28.7%
Local currency	368.5	366.4	0.6%
Senior Notes	1,475.1	1,592.5	-7.4%
Other	64.0	52.8	21.2%
Dollar Denominated Debt	1,539.1	1,645.3	-6.5%
Total Financial Debt	1,907.7	2,011.7	-5.2%
Asset to Recover(1)	177.0	177.5	-0.3%
(1) rationing losses and Parcela A Hedging: Dollar Denominated Asset	285.4	296.3	-3.7%
Investment (R\$m)	1Q2003	1Q2002	$\Delta \%$
Recurring investments	12.3	13.1	-6.1%
Non-recurring investments			
Total Operating Investments	12.3	13.1	-6.1%
Number of employees	1Q2003	1Q2002	$\Delta$ %
Number of employees	1,360	1,404	-3.1%

**Important note:** the 2002 figures presented in this section are given only for analysis purposes. In 2002 Escelsa was equity consolidated in EDP from January until September and fully consolidated from October until December. EDP controls 54.74% of Escelsa.

<sup>15</sup> 

### Enersul

Energy Sales (GWh)	1Q2003	1Q2002	$\Delta$ %
Energy contracted	750	815	-8.0%
Self generation	112	103	8.9%
Energy purchases on MAE (wholesale market)	16		
Total energy purchases	877	918	-4.5%
Contract losses	(9)	(33)	-71.9%
	(22)	(22)	<b>5</b> 407
Transmission losses	(23)	(22)	5.4%
Energy delivered to distribution	844	863	-2.2%
Distribution losses	(137)	(134)	2.3%
Energy sales to MAE (wholesale market)	2	77	-98.1%
Residential	238	208	14.4%
Industrial	155	156	-0.5%
Commercial	145	127	13.8%
Other	168	161	4.3%
Energy sales to final customers	705	652	8.2%
Total energy sales	707	729	-3.0%

Gross profit (R\$m)	1Q2003	1Q2002	$\Delta$ %
Energy acquisition	41.3	39.0	5.8%
Other direct activity costs	16.5	13.7	20.9%
Total direct activity costs	57.8	52.7	9.7%
Electricity sales to MAE (wholesale market)	0.0	1.5	-99.6%
Residential	51.1	40.5	26.2%
Industrial	18.6	16.8	10.7%
Commercial	29.7	23.1	28.6%
Other	20.0	18.8	6.4%
Electricity sales to final customers	119.4	99.2	20.4%
Total electricity sales	119.4	100.7	18.6%
Regulatory tariff reposition	(5.7)	(4.5)	-26.7%
Other revenues & taxes	(5.3)	21.3	
Total revenues	108.4	117.5	-7.7%
Gross profit	50.6	64.8	-21.9%

In the 1Q2003, Enersul, like the other Brazilian distribution companies, benefited from the 25% reduction of the contratos iniciais , which allowed a decrease of 8.0% in the total energy contracted;

Revenues from electricity sales to final costumers amounted to R\$119.4 million, increasing 20.4% as a result of: i) the 12.25% yearly tariff adjustment in April 2002; and ii) the 8.2% increase in the energy sales now that energy is no longer rationed;

Direct activity costs increased 9.7% year-on-year explained by: i) Itaipú s USD-indexed acquisitions; ii) inflation pressures; and iii) a rise in the transmission tariff;

Gross profit is not directly comparable since Enersul accrued R\$29.0 million related to the recovery of the rationing losses and the non-controllable costs items recognized in the Parcela A in 1Q2002;

Enersul will benefit from the tariff revision occurred last April 8th where ANEEL granted an average tariff increase of 32.59% (plus 9.67% to be recovered in equal parts during the next four years) and established a X Factor of 2.35% to be reflected in the annual tariff adjustments. In this tariff revision ANEEL defined an Index that, besides reflecting the cost evolution of the company, enables a more adequate return on investments. Specifically, the Index set by ANEEL in 2003 aims at:

i) an adequate return on investments made between 1997 and 2002, amounting to some R\$550 million in the expansion of the distribution grid and in the improvement of the quality of service;

ii) a pass-through to the final tariff of the 43% increase in energy acquisition costs that took place in the last 12 months, including the compulsory energy acquisition to Itaipú;

iii) a pass-through to the final tariff of the increased costs with O&M, resulting from the expansion of the distribution grid and the improvement of the service quality;

It is important to note that this tariff revision does not include the Variation of Parcela A the deviation between the non-controllable costs estimated in the last tariff adjustment and the true non-controllable costs incurred by the company. Between April 2002 and 2003 this deviation amounted to R\$25.1 million and will be recovered during 24 months following the tariff adjustment in April 2004.

L	102002	R\$million	A 67	102002	million	A 67
Income Statement	1Q2003	1Q2002	$\Delta \%$	1Q2003	1Q2002	$\Delta$ %
Revenues	108.4	117.5	-7.7%	28.7	57.4	-50.0%
Direct Activity Costs	57.8	52.7	9.7%	15.3	25.8	-40.7%
Gross Profit	50.6	64.8	-21.9%	13.5	31.7	-57.5%
Gross Profit/Revenues	46.7%	55.1%	-8.5p.p.	46.8%	55.1%	-8.3p.p.
Sundry materials & goods for		2.0	(2.2%	0.0	1.0	10.05
resale	3.2 8.1	2.0 6.6	62.2% 22.4%	0.8 2.1	1.0 3.2	-12.2% -33.7%
Supplies and services Personnel costs	12.2	10.9	22.4% 11.8%	3.2	5.3	-33.1%
Other operating costs (or revenues)	0.6	0.8	-27.6%	0.2	0.4	-59.4%
Own work capitalised	0.0	0.8	-27.0%	0.2	0.4	-01.170
Operating Costs	24.0	20.3	18.6%	6.4	9.9	-35.7%
EBITDA	26.5	44.5	-40.3%	7.1	21.8	-67.4%
EBITDA/Revenues	20.3	37.9%	-13.4p.p.	24.7%	37.9%	-13.2p.p.
	21.370	51.770	15. 19.9.	21.770	51.570	15.2p.p.
Depreciation	14.2	12.0	18.5%	3.8	5.9	-35.7%
Provision	3.3	0.7	374.8%	0.9	0.3	161.7%
EBIT	9.0	31.8	-71.6%	2.4	15.6	-84.3%
EBIT/Revenues	8.3%	27.1%	-18.8p.p.	8.5%	27.1%	-18.6p.p.
Financial Results	(11.0)	(5.9)	-84.6%	(2.8)	(2.9)	0.7%
Extraordinary Results	(2.3)	0.0		(0.6)	0.0	
Income Before Taxes	(4.2)	25.9		(1.0)	12.7	
Income taxes		9.1			4.5	
Net Income	(4.2)	16.8		(1.0)	8.3	

Operating costs increased 18.6% versus 1Q2002 as a result of:

i) inflation pressures and higher maintenance costs;

ii) lower capitalized personnel costs explained by a decrease in the operating investments;

Financial results were R\$5.1 million higher due to an increase in the interests payable, justified by:

i) rise in Brazilian interest rates;

ii) an increase in debt vis-à-vis 1Q2002 (R\$117 million);

iii) in 1Q2003 there were no capitalised interest charges (versus R\$4.0 in 1Q2002).

Financial Debt (R\$m)	1Q2003	YE2002	$\Delta\%$
Magistra S.A. (Group)	89.5	66.0	35.7%
BNDES	154.8	157.7	-1.8%
Others	155.2	154.1	0.7%
Local currency	399.5	377.8	5.7%
Dollar Denominated Debt	180.5	199.4	-9.5%
Total Financial Debt	580.0	577.2	0.5%
Asset to Recover(1)	117.2	114.3	2.5%
(1) rationing losses and Parcela A			
Hedging: Dollar Denominated Asset	6.7	6.0	12.5%
Investment (R\$m)	1Q2003	1Q2002	$\Delta \%$

Recurring investments	7.2	15.4	-53.2%
Non-recurring investments		10.1	
Total Operating Investments	7.2	25.5	-71.8%
Number of employees	1Q2003	1Q2002	$\Delta\%$
Number of employees	930	971	-4.2%

**Important note:** the 2002 figures presented in this section are given only for analysis purposes. In 2002 Enersul was equity consolidated in EDP from January until September and fully consolidated from October until December. EDP controls 35.69% of Enersul.

<sup>17</sup> 

## Telecoms Fixed Line (Portugal & Spain)

	Pro-forma			
Operating Revenues ( m)	1Q2003	1Q2002	$\Delta\%$	
Voice telecommunications services	51.2	41.5	23.4%	
Data telecommunications services	21.2	18.2	16.5%	
Other telecommunications income	8.3	8.2	0%	
Revenues from telecommunications services	80.7	67.9	<b>18.7</b> %	
Equipment sales	1.3	4.4		