



### 2010 financial results

Anne LAUVERGEON, CEO Alain-Pierre RAYNAUD, CFO

Thursday, March 3, 2011



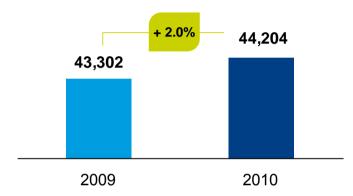
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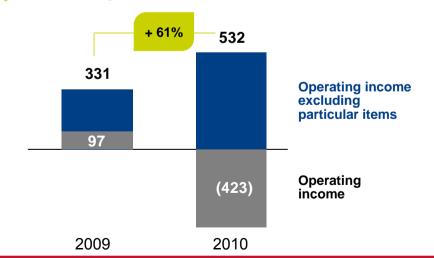


### **Key indicators**

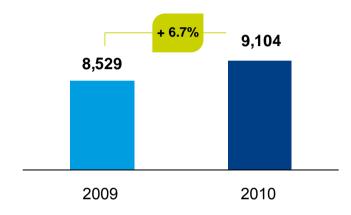
**Backlog** (in millions of euros)



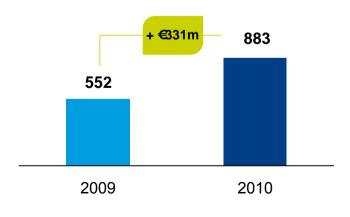
Operating income (in millions of euros)



Revenue (in millions of euros)



Net income group share (in millions of euros)





# Operating performance improvement

- ► Increase in operating cash flow before investment: + €548m
  - ♦ Increase in operating income before particular items: + €201m
  - ◆ Change in operating working capital requirement: + €239m

#### ► Particular items

- ◆ Reversible non-cash impairment of certain mining assets: €426m
- Financial impact of the agreement reached following mediation by the French State on the conditions for the closing of the Georges Besse plant: - €121m
- ◆ Additional provisions on Reactors & Services projects: €427m

#### ► Balance sheet structure strengthening

- Net debt reduction: €2,521m
- Increase in equity: + €2,004m
- Gearing of 28% at the end of 2010 vs. 45% at the end of 2009
- Average debt maturity extended to more than 8 years





Sale of financial/non-strategic assets



- ► GDF-Suez, Total and Safran: €1,646m
- ► STMicroelectronics: €695m

Sale of minority interests in strategic assets



► 12% of GBII and 10% of Imouraren:

~ **₩**00m

T&D disposal



**►** €3,124m

Capital increase



- ► KIA and the French State: ⊕00m
- ► IC holders: €35m

**Subscription rate: 91%** 



7.1 billion euros raised since 2009



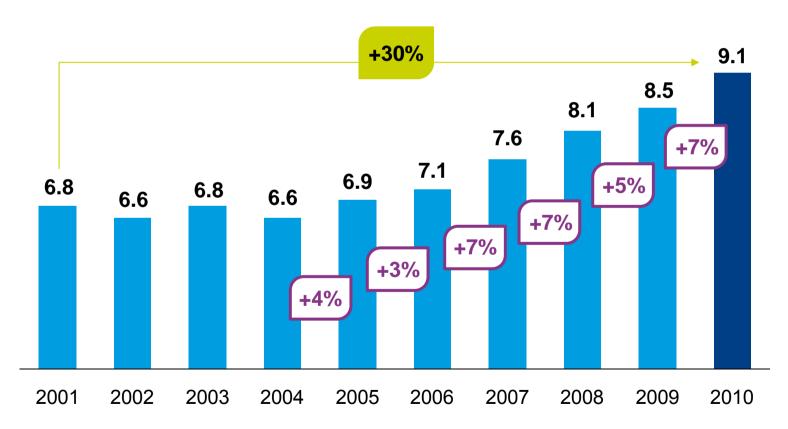
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# Revenue growth over the 2001-2010 period

Nuclear and renewable revenue – 2001-2010 (€bn)





# AREVA has outperformed the CAC 40 since its establishment



#### AREVA (investment certificate) vs. CAC 40 (Sept. 3, 2001 = 100)



# AREVA's integrated model: a key to the group's success



Benefits of the integrated model **Increase in market shares** 

1

**Capacity renewal and development** 



Range expansion









### **Increase in market shares**



The nuclear « one stop shop »



Number one worldwide





# 95% of nuclear utilities are AREVA customers



#### **Americas**

AEP – AMEREN – APS – BRUCE POWER – CFE – CONSTELLATION ENERGY – DEPARTMENT OF ENERGY – DOMINION – DTE ENERGY – DUKE ENERGY – ELECTROBRAS – ENERGY NORTHWEST – ENTERGY – EWELON – FIRST ENERGY – FPL GROUP – HYDRO QUEBEC – LUMINANT – NRG – OMAHA PUBLIC POWER DISTRICT – ONTARIO POWER GENERATION – PG&E – PPL – PROGRESS ENERGY – SCE&G – SOUTHERN COMPANY – SOUTHERN CALIFORNIA EDISON – TVA – XCEL ENERGY

#### **Europe**

ALPIQ - ASPO - CEA - CEZ GROUP - EDF - ENBW - ENDESA - ENEL - EON - EPZ - GDF SUEZ - IBERDROLA - NDA - RWE - SLOVENSKE ELEKTRARNE - TVO - VATTENFALL

### Asia Rest of the world

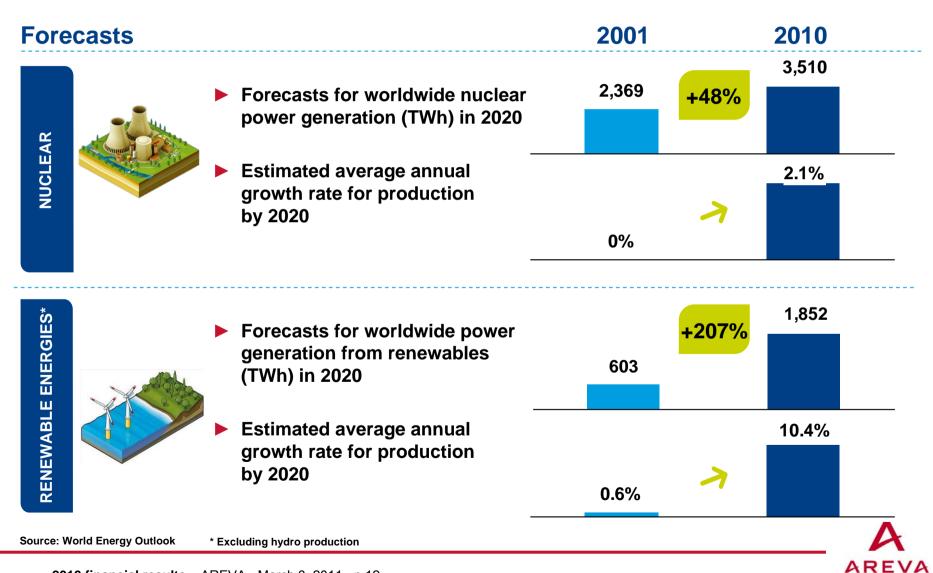
CGNPC - CHUBU ELECTRICAL POWER - CNNC - ESKOM - HOKURIKU - ICHNP - JNFL - KYUSHU ELECTRIC POWER CO., INC. - NPCIL - NUCLEOELECTRICA ARGENTINA S.A - TAIWAN POWER COMPANY TEPCO - THE KANSAI ELECTRIC POWER CO., INC.

On the accessible market





### Very strong perspectives







### **Capacity development**



**Human resources** 



**Mining portfolio** 



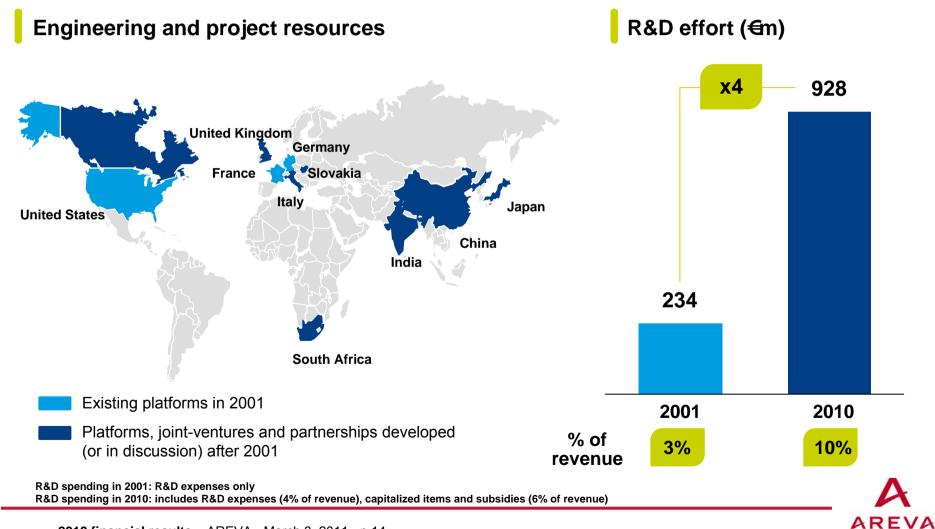
**Industrial facilities** 





# Developing engineering platforms and intensifying R&D effort

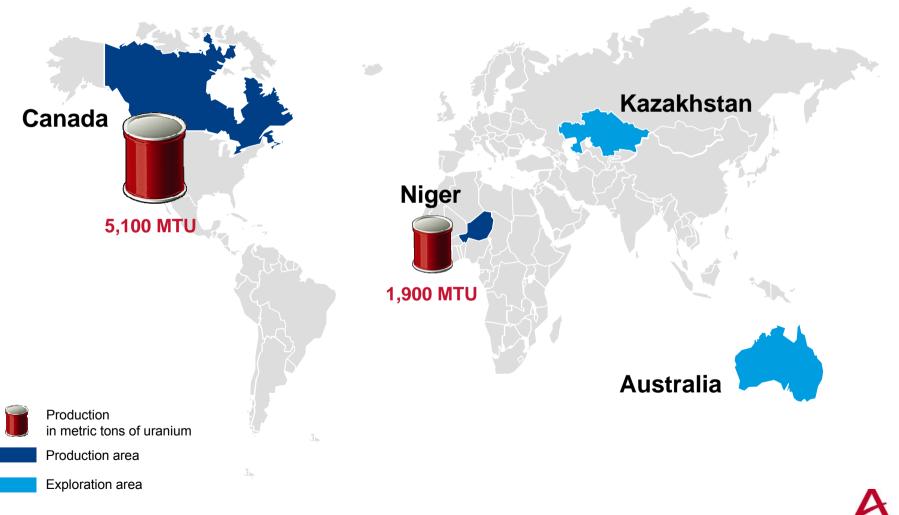








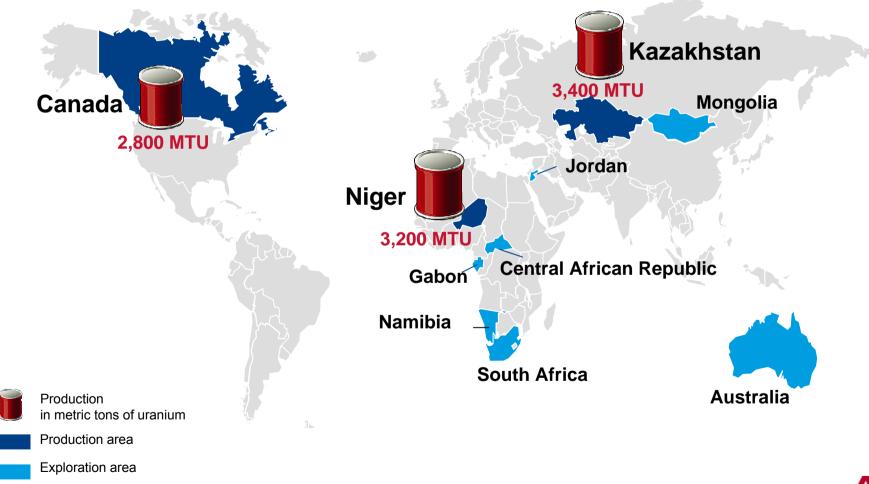
### **AREVA's mining portfolio in 2001**





# A diversified mining portfolio in 2010 Production up 30% vs. 2001







### A renewed industrial tool using the best technologies

2010 2001

Chemistry

Comurhex





Georges Besse I



▶ 2006: **ETC** JV AREVA-Urenco



Comurhex II



**Enrichment** 

► Chalon plant



Georges Besse II



**Heavy components** 



► Chalon plant, modernized and expanded



Recycling

► La Hague and Melox ► Capacity increase plants





Cold crucible at La Hague









### Range expansion



**Nuclear** 



**Renewable Energies** 





# Generation III: learning from 4 major events



Three Mile Island (1979) Accident with core meltdown Osirak (1981) Bombing of a nuclear reactor Chernobyl (1986) Dispersion of radioactive materials 9/11
(2001)
Terrorist attack with commercial aircrafts









Reducing the probability of a serious accident with core meltdown

Withstanding missile hits

Eliminating the impact on local populations near a site in the event of a serious accident

Withstanding the crash of a wide-body aircraft





# A range of generation III reactors adapted to customer's needs



	2000	2001 2002	2003 2004	2005 2006	2007 200	8 2009	2010	
_	by AREVA	Basic design completed	1 <sup>st</sup> contra OL3	act FA3 contract	Taishan contracts	Framework agreement Ind	lia	
AKEVA KANGE	Basic design				Partnership with E.On			
AREV			A	TMEA	Partnership with MHI	Basic design comple		

Small reactors ~ 100 MW

Various concepts under study



All AREVA reactors meet generation III nuclear safety and security criteria









### Cost reduction

- **▶** Component procurement
- Civil engineering
- Project management

- ► Redesign of diesel generators
- Simplified concept for seals
- Optimization of component production processes

Reduction of construction time

OL3: 86 months\* TSN 1&2: 46 months\*

- **▶** Construction methods
- Revision of engineering and construction sequences
- Standardization

- One pouring for the concrete slab
- Simplified reactor flange
- Prefabrication of the reactor vessel insulation
- ► Shorter delivery times



<sup>\*</sup> Between the 1st concrete and nuclear startup



# Development in renewable energies A €1.8bn backlog



**Biomass** 

► World leader with nearly 100 plants in operation



Offshore wind

- ► The largest turbine in operation (5 MW)
- ► N° 2 in Europe for offshore orders



Thermal solar

► Signature of the first contract in February 2011



Hydrogen /
Energy storage

► Start of commercial activities







# AREVA is ready for French bid for offshore wind



"We have therefore decided [...] to launch a first call for bids for five offshore wind power development areas, representing 3,000 megawatts of generating capacity. The investment I announce today comes to 10 billion euros."

French President Nicolas Sarkozy, speaking on January 25, 2011

- The most powerful offshore wind turbine in service - 5MW
- ► 1<sup>st</sup> onshore prototype in 2004
- ► 1st offshore site installed in 2009
- ► 135 GWh produced at 12/31/2010
- ► 600 MW in firm orders for installation



- ▶ 3 production sites selected:
  - Cherbourg
  - Dunkirk
  - Le Havre
- 4,000 potential jobs in France, including 1,000 at AREVA



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### 2012 objective: More profitable



Revenue of €12bn

Double-digit operating margin

Significant positive free operating cash flow







#### **Growth engines**

Revenue of €12bn

- ► Volume and selling price increase in Mining
- ► Growth of the Installed Base business
- New reactors contracts
- Development of international projects in the Back End business
- ► Strong growth in Renewables







### **Performance improvement levers**

# Double-digit operating margin

- ► Increasing contribution from more profitable activities (Mines and Enrichment)
- Performance improvement and cost reduction plans
- Lessons learned for nuclear new build projects
- ► Ramp-up of Renewable Energies





# e: on

#### Sources of cash

Significant positive free operating cash flow

- ► Improved profitability
- ► Lower working capital requirement
- Capex < €2bn</p>





### 2011 financial objectives on the trajectory of 2012

- Significant growth in backlog
- ► Revenue growth
- ► Operating margin above 5%

### Simplification of capital structure

- ► Listing of AREVA ordinary shares before June 30
- **▶** Employee share ownership program



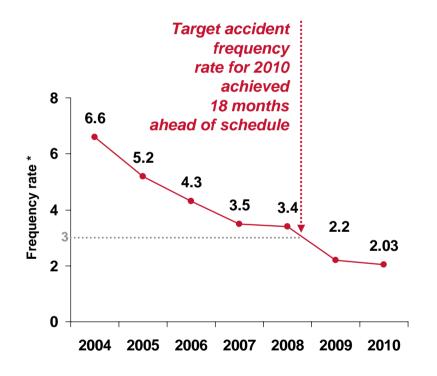
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# Improved occupational and nuclear safety

#### Occupational safety



#### **Nuclear Safety**

- ► In 2010, AREVA reported 11 of the 98 level 1 incidents reported in France (11%)
- ► Each of the three French nuclear operators (AREVA, CEA and EDF) reported a single level 2 incident in 2010

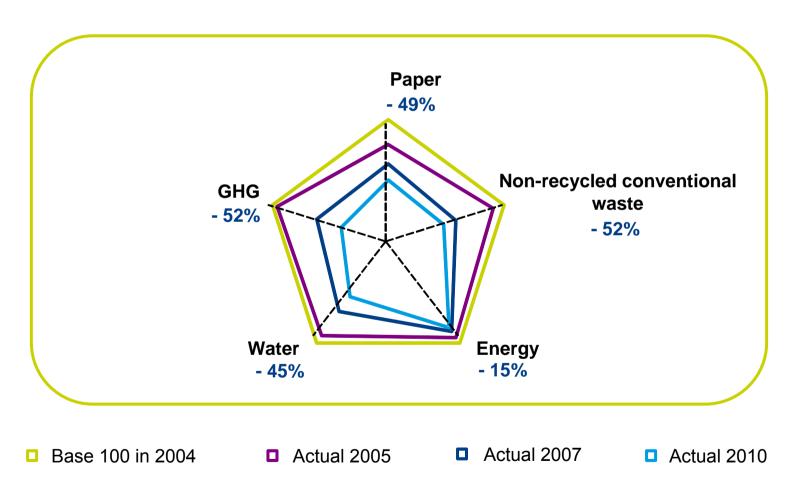


### Frequency rate divided by half in three years



<sup>\*</sup> Number of accidents per million hours worked

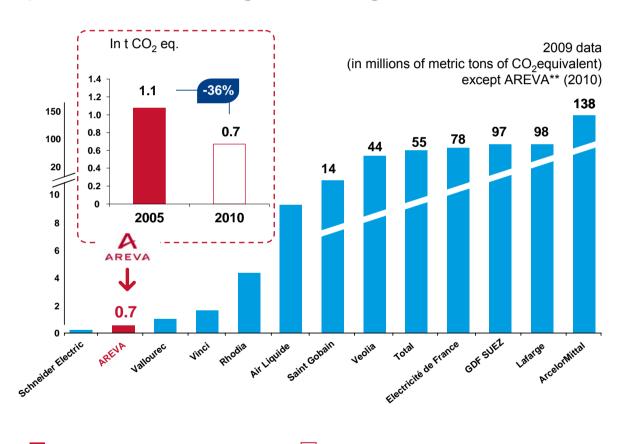
### Minimized environmental footprint





# Low GHG emissions.... which are fully offset

#### Direct emissions of greenhouse gases\*



## AREVA is carbon neutral

Emissions offset by carbon credits purchased financing environmental and regional development projects in India (hydro-electricity project in Malana and Baspa) with our partner Eco-Act



Emissions Offset emissions

<sup>\*</sup>Source: Carbon Disclosure Project 2009 \*\*AREVA group data excluding T&D and transportation

### **Key financial indicators**

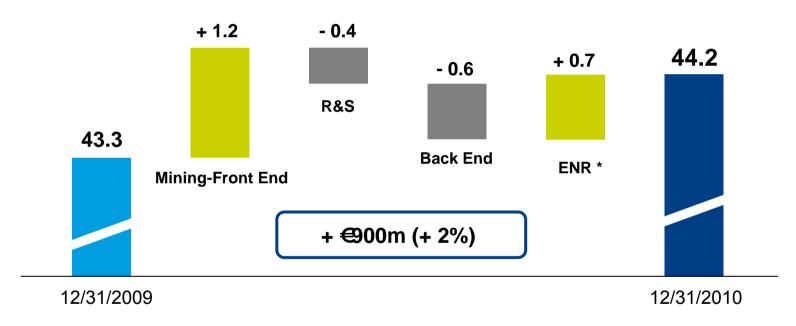
In millions of euros	2009	2010	Change
Backlog	43,302	44,204	+ 2,0%
Sales	8,529	9,104	+ 6,7%
Operating income excluding particular items	331	532	+ <b>€</b> 201m
% in sales	3.9%	5.8%	+ 1.9 pt
Disposals / minority stakes - Mining/Front-End assets *	381	19	
Non-cash reversible impairment of mining assets	-	(426)	
Additional provisions on Reactors & Services projects **	(615)	(427)	
Financial impact of the Eurodif agreement		(121)	_
Operating income	97	(423)	- <b>€</b> 520m
Net income attributable to equity owners of the	552	883	+ €331m
parent Net earnings per share (in euros per share)	1.56	2.49	+ €0.93
Operating cash flow before invest.	375	923	+ <b>€</b> 548m
Free operating cash flow before tax	(919)	(1,090)	- €171m
Net debt	6,193	3,672	- €2,521m

<sup>\*</sup> of which €322 m in relation with the sale of minority stakes in the Georges Besse II enrichment facility and in the Imouraren mining project in 2009 \*\* of which €367m in 2010 and €550m in 2009 for the OL3 project



### A growing backlog

**Backlog** (in billions of euros)



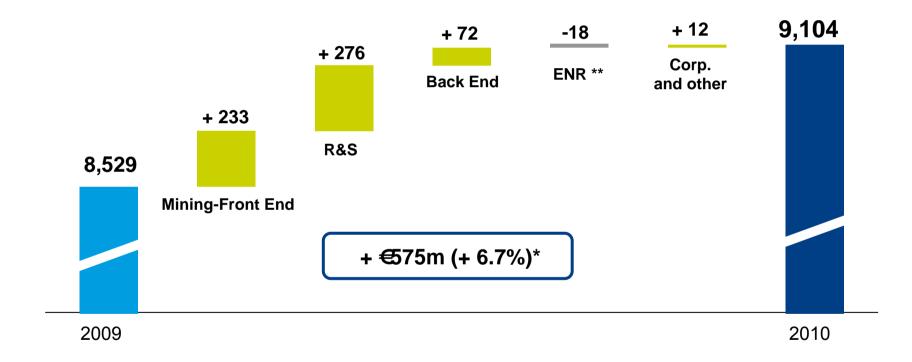
- ► The agreement with the Indian utility NPCIL concerning the construction of two EPR reactors and fuel cycle supply for 25 years was not recorded in the backlog at December 31, 2010
- ► The backlog does not include €3.4bn in letters of intent with US utilities for advanced sales of production from the future US enrichment plant



<sup>\*</sup> Renewable Energies

## Revenue growth in all nuclear operations

Revenue (in millions of euros)



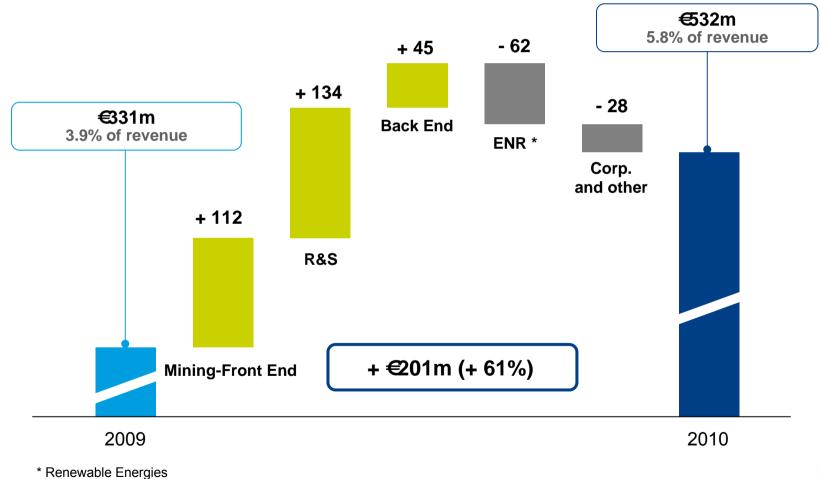
\*\* Renewable Energies



<sup>\* +5.1%</sup> at constant consolidation scope, accounting methods and exchange rates Average EUR/USD exchange rate for AREVA: 2010: 1.327 vs. 2009: 1.393

# **Growth in operating income excluding particular items**

Operating income excluding particular items (in millions of euros)





## Particular events in the second half 2010

- ► Agreement with EDF on the production conditions for the Georges Besse facility over 2011-2012
  - Production will continue until fall 2012
  - Plant was fully depreciated at end 2010
- ► Rescheduling of investment plans for certain mining projects: non-cash reversible impairment of €126m



### **Operating income**

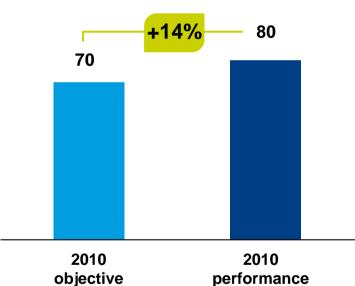
#### Millions of euros Op. income excluding particular items Capital **Provisions** gain (including €532m €367m for OL3) + 19 Impact of (427) agreement Reversible accounting on Eurodif adjustment on the value of certain mining assets (121) (426)Op. income €(423)m AREVA

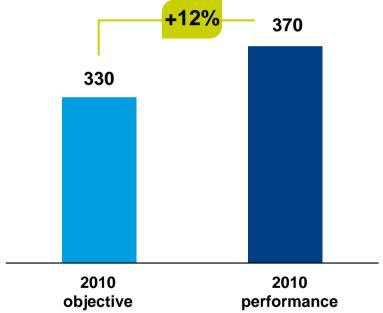
## Cost reduction and purchasing performance objectives achieved



G&A / marketing & sales cost savings compared with 2009 (€m)









**€**0m in savings mostly from short-term actions



€370m achieved for a €30m objective



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### **Mining-Front End**

#### Financial highlights

(in millions of euros)	2009	2010	Change
Backlog	27,715	28,902	+ 4%
Contribution to consolidated revenue	3,471	3,704	+ 6.7%
Op. income excluding particular items	278	391	+ €113m
In % of revenue	8.0%	10.5%	+ 2.5 pts
Disposals / new partners in assets* Impairment of mining assets Financial impact of Eurodif agreement	381	19 (426) (121)	
Contribution to operating income	659	(137)	- <b>€</b> 796m
Free operating cash flow before tax	(315)	(252)	+ €63m

<sup>\*</sup> Incl. €322m in 2009: new minority partners in GBII and Imouraren





- ► Production of 9,311 MTU\*: + 8% compared with 2009
- ► AREVA's average uranium sales price of \$40.6/lb:
  - + 5% compared with 2009
- ► Average production costs down 7% compared with 2009



<sup>\*</sup> Consolidation method: financial consolidation

#### **Reactors & Services**

#### Financial highlights

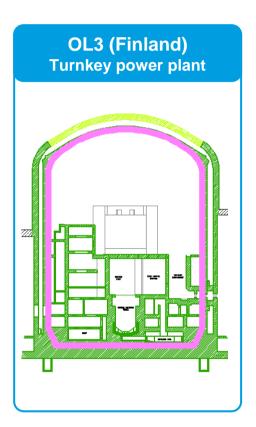
(in millions of euros)	2009	2010	Change
Backlog	7,700	7,290	- €410m
Contribution to consolidated revenue	3,109	3,384	+ 8.9%
Op. income excluding particular items	42	176	+ €135m
In % of revenue	1.3%	5.2%	+ 3.9 pts
Provisions on projects*	(615)	(427)	
Contribution to operating income	(573)	(251)	+ €323m
Free op. cash flow before tax	(662)	(639)	+ €23m

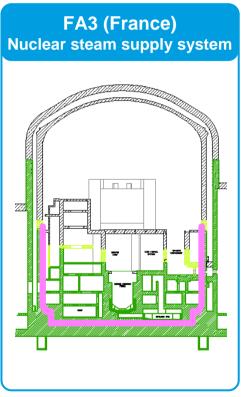
<sup>\*</sup> incl. OL3: €367m in 2010 and €550m in 2009

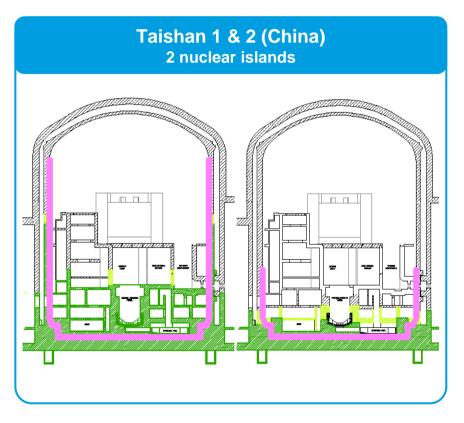


### Current status of the reactor projects February 2011









- Concrete work completed
- Reinforcement work completed awaiting concreting
- Installation of containment liner



### **Back End**

#### Financial highlights

(in millions of euros)	2009	2010	Change
Backlog	6,685	6,056	- €629m
Contribution to consolidated revenue	1,637	1,709	+ 4.4%
Contribution to operating income	235	280	+ €45m
% of revenue	14.4%	16.4%	+ 2.0 pts
Free operating cash flow before tax	288	414	+ €126m



# Back End: International expansion continues



#### **▶** China

Industrial cooperation agreement with CNNC on used fuel treatment and recycling

#### Japan

- MOX fuel fabrication contracts
- Power generation with MOX fuel in the lkata power plant

#### United States

- Construction of the MOX Fuel Fabrication Facility (MFFF) continues for the DOE
- Contract to train MFFF employees

#### **▶** Europe

- Contract for the design, supply and installation of a MOX fuel rod fabrication line for the SMP plant at Sellafield
- Contract for the construction of a high-level liquid effluent storage facility at Sellafield
- Vitrified nuclear waste returned to Germany
- Shipment of compacted metal waste to Belgium, the Netherlands and Switzerland



### **Renewable Energies**

#### Financial highlights

(in millions of euros)	2009	2010	Change
Backlog	1,086	1,843	+ €757m
Contribution to consolidated revenue	168	150	- 10.9%
Contribution to operating income	(60)	(123)	<i>-</i> €62m
Free operating cash flow before tax	(91)	(309)	- €218m



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### **Non-operating items**

In millions of euros	2009	2010	Change
Operating income	97	(423)	- €520m
Net financial income	187	(314)	- €501m
Equity associates	(152)	153	+ <b>€</b> 305m
Income tax	138	334	+ €196m
Effective tax rate	ns	ns	
Minority interests	15	(103)	- €118m
Income from discontinued operations	267	1,236	+ <b>€</b> 969m
Net income attributable to equity owners of the parent	552	883	+ €331m
Net earnings per share (in euros)	€1.56	€2.49	+ €0.93



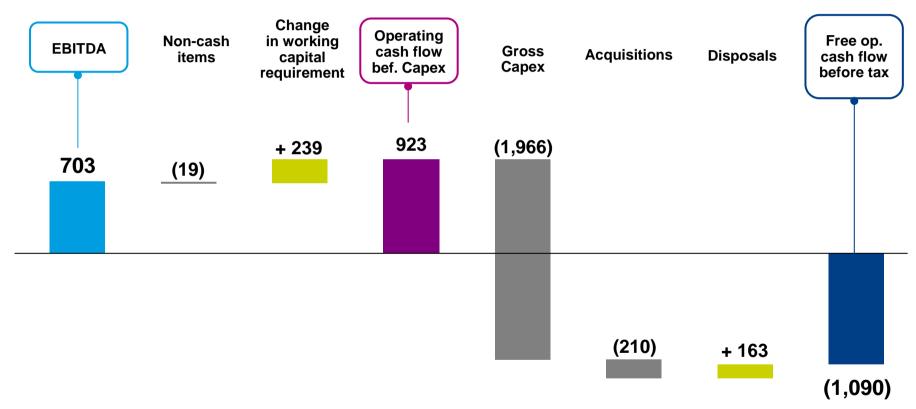
### **Net financial income**

(in millions of euros)	2009	2010	Change
End-of-lifecycle operations including:	10	(98)	- €108m
Income from the financial portfolio earmarked for end-of-lifecycle operations	62	80	+ €18m
Income from receivables and discount reversals on earmarked assets	122	81	- €41m
Discount reversal expenses	(174)	(259)	- <b>€</b> 5m
Net borrowing costs	(113)	(158)	- €45m
Net gain on sales of securities	381	214	- €167m
Loss on disposal of STM interest	-	(101)	- €101m
Discount reversal: retirement and other benefits	(79)	(73)	+ €6m
Other income (expenses)	(12)	(98)	- <b>€</b> 86m
Net financial income	187	(314)	- <b>€</b> 501m



### Free operating cash flow before tax

#### In millions of euros

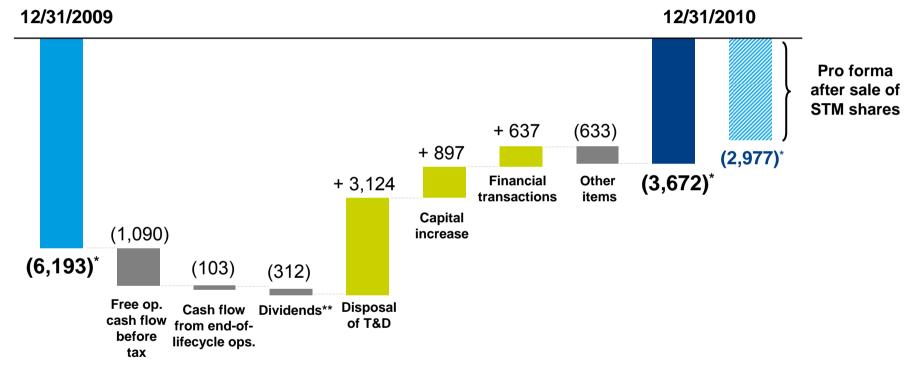


- ► Increase in EBITDA excluding particular items: + €481m vs. 2009
- ► Increased WCR contribution in 2010 (€239m vs. €105m in 2009)
- ► Implementation of Capex programs in Mining and Enrichment and acquisitions in Renewables

#### Net debt

In millions of euros

#### Shareholders' equity at Dec. 31, 2010: €9.578bn





Gearing\*\*\* at year-end 2010: 28% vs. 45% at year-end 2009 Pro forma gearing after sale of STM shares: 24%

- \* Debt to Siemens at 2007 value of €2.049bn plus accrued interest
- \*\* Including dividends to AREVA SA from discontinued activities
- \*\*\* Ratio: net debt/net debt + equity





- Funds generated by working capital
  - ◆ 2010 WCR: -€92m
  - WCR is structurally negative in the R&S and Back End BGs
  - WCR improved in the Mining-Front End BG
  - WCR neutral in the Renewable Energies BG

€m	2009	2010
Operating WCR on the () = source; + = use of cash	balance sheet	
Mining-Front End	1,667	1,508
Reactors & Services	(362)	(125)
Back End	(1,233)	(1,352)
Renewable Energies	23	8
Other	(156)	(132)

- Ongoing asset disposal program
  - ♦ Safran: €636m raised in 2009
  - ◆ STMicroelectronics: €695m → closing expected in March 2011
  - 2% of GBII sold to Japanese utilities Kyushu Electric and Tohoku
- ▶ Bond issue: €750m maturing in 10 years
- ► €3.4bn in cash available at year-end 2010
- Back-up lines of credit
  - ◆ €2bn available at year-end 2010
  - Additional €1.5bn secured in early 2011



### **Questions / Answers**

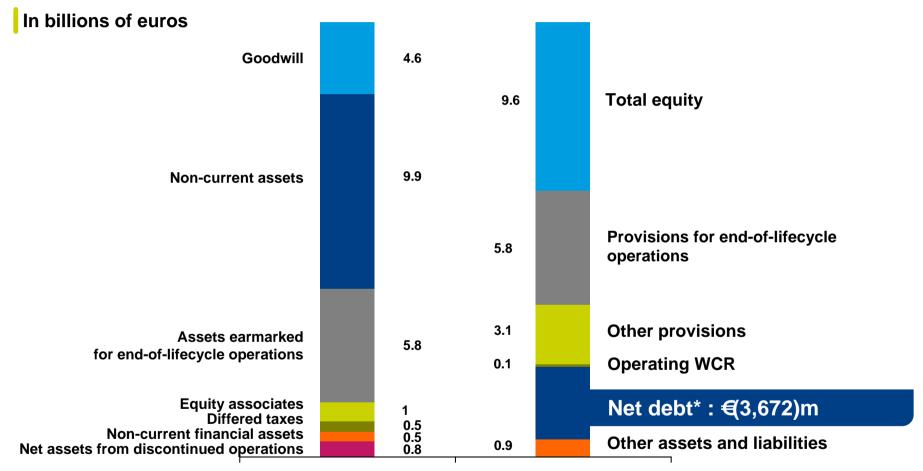




### **Appendices**



# Appendix 1 Simplified balance sheet at 12/31/2010



Simplified assets Simplified liabilities and = 23 = equity



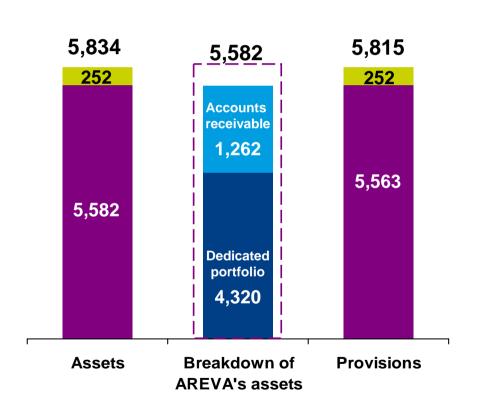
<sup>\*</sup> Including debt to Siemens at 2007 value, of. €2 049bn plus accrued interest

### **Appendix 2**

## **Balance sheet at 12/31/2010 - End-of-lifecycle operations**



End-of-lifecycle operations at 12/31/2010 (€m)



- The law of June 28, 2006 on the sustainable management of radioactive materials and waste requires that 100% of provisions for end-of-lifecycle operations be covered by earmarked assets effective June 28, 2011
- At 12/31/2010, AREVA's coverage for activities subject to the law of June 28, 2006 was more than 102%
- The ratio for all AREVA group activities was more than 100%



### **Appendix 3**

#### Share in net income of associates

In millions of euros	2009	2010	Change
STMicroelectronics	(112)	69	+ €181m
Groupe Eramet	(39)	83	+ €122m
Other	(1)	1	+ €2m
Total	(152)	153	+ €305m



# **Appendix 4 Minority interests**

In millions of euros	2009	2010	Change
AREVA NC	138	84	- €54m
Siemens' 34% interest in AREVA NP	(165)	0	+ €165m
STMicroelectronics	(15)	15	+ €29m
Other	(18)	(7)	+ €11m
Discontinued operations (T&D)	44	10	- €34m
Total	(15)	103	+ €118m



# **Appendix 5**Like-for-like change in revenue

#### Nuclear and Renewable Energies

In millions of euros	2010		2009			
	Reported revenue*	Revenue LFL	Exch. Rate impact	Consolidation scope impact	Harmonization of accounting methods	Reported revenue
Mining-Front End BG	3,704	3,555	84	-	-	3,471
Reactors & Services BG	3,384	3,140	39	- 7	-	3,109
Back End BG	1,709	1,642	6	-	-	1,637
Renewable Energies BG	150	180	12	-	-	168
Corporate and other operations	157	145	0	-	-	145
Total – Nuclear and Renewables operations	9,104	8,663	141	-	-	8,529

<sup>\*</sup>Contribution to consolidated revenue adjusted for discontinued operations



# **Appendix 6 Income statement**

In millions of euros	<b>December 31, 2010</b>	December 31, 2009
Revenue	9,104	8,529
Other income from operations	45	61
Cost of sales	(7,824)	(7,508)
Gross margin	1,326	1,082
Research and development expenses	(354)	(346)
Marketing and sales expenses	(253)	(286)
General and administrative expenses	(530)	(620)
Other operating income and expenses	(612)	266
Résultat opérationnel	(423)	97
ncome from cash and cash equivalents	37	14
Gross borrowing costs	(195)	(128)
Net borrowing costs	(158)	(113)
Other financial income and expenses	(156)	301
Net financial income	(314)	187
Income tax	334	138
Net income of consolidated businesses	(403)	422
Share in net income of associates	153	(152)
Net income from continuing operations	(250)	270
Net income from discontinued operations	1,236	267
Net income for the period	986	537
including minority interests	103	(15)
Net income attributable to equity owners of the parent	883	552



# **Appendix 7**Balance sheet (1/2)

ASSETS (in millions of euros)	December 31, 2010	December 31, 2009
Non-current assets	22,870	21,87
Goodwill on consolidated companies	4,625	4,360
Intangible assets	3,652	3,282
Property, plant and equipment	6,249	5,294
End-of-lifecycle assets (third party share)	252	27
Assets earmarked for end-of-lifecycle operations	5,582	5,35
Investments in associates	988	1,63
Other non-current financial assets	477	86
Pension fund assets	2	
Deferred tax assets	1,044	81
Current assets	11,667	14,17
Inventories and work-in-process	2,599	2,69
Trade accounts receivable and related accounts	2,267	2,16
Other operating receivables	2,165	1,83
Current tax assets	64	12
Other non-operating receivables	172	15
Cash and cash equivalents	3,358	1,40
Other current financial assets	210	13
Assets of discontinued operations	832	5,64
Total assets	34.538	36,05



# **Appendix 7**Balance sheet (2/2)

EQUITY AND LIABILITIES (In millions of euros)	<b>December 31, 2010</b>	December 31, 2009	
Equity and minority interests	9,578	7,57	
Share capital	1,452	1,34	
Consolidated premiums and reserves	5,937	4,74	
Deferred unrealized gains and losses on financial instruments	346	15	
Currency translation reserves	45	(155	
Net income attributable to equity owners of the parent	883	55	
Minority interests	915	92	
Non-current liabilities	14,210	13,40	
Employee benefits	1,171	1,12	
Provisions for end-of-lifecycle operations	5,815	5,66	
Other non-current provisions	116	9	
Long-term borrowings	6,537	5,87	
Deferred tax liabilities	570	66	
Current liabilities	10,749	15,06	
Current provisions	1,777	1,69	
Short-term borrowings	703	1,86	
Advances and prepayments received	3,923	3,89	
Trade accounts payable and related accounts	1,641	1,56	
Other operating liabilities	2,581	2,27	
Current tax liabilities	52	3	
Other non-operating liabilities	73	5	
Liabilities of discontinued operations	-	3,68	
Total liabilities and equity	34,538	36,05	



# **Appendix 8**Change in net debt

In millions of euros	2009	2010
EBITDA from operations (excl.udingend-of-lifecycle costs)	584	703
% of revenue	6.9%	7.7%
Income (loss) on sales of non-current operating assets	(314)	(19)
Change in operating WCR	105	239
Net operating Capex	(1,294)	(2,013)
Free operating cash flow before tax	(919)	(1,090)
End-of-lifecycle obligations	(124)	(103)
Dividends paid	(309)	(312)
Change in net debt from discontinued operations	(351)	3,124
Other (net financial investments, income tax, non operating WCR, etc.)	1,009	901
Change in net cash (debt)	(694)	2,521
Net debt (12/31)	(6,193)	(3,672)



# Appendix 9 Key data by BG (1/2)

<b>2010</b> In million of	euros (except employee data)	Mining- Front End	Reactors & Services	Back End	Renewable Energies	Corporate and other	Tota Group
	Contribution to consolidated revenue	3,704	3,384	1,709	150	157	9,10
Income	Operating income	(137)	(251)	280	(123)	(192)	(423
	% of contribution to consolidated revenue	-3.7%	-7.4%	16.4%	-82%	-	- 4.6%
Net cash	EBITDA (excluding end-of- lifecycle costs)	773	(218)	446	(83)	(215)	70
	% of contribution to consolidated revenue	20.9%	-6.4%	26.1%	-55.3%	-	7.7%
	Net Capex	(1,340)	(232)	(142)	(244)	(55)	(2,013
	Change in operating WCR	330	(187)	112	18	(35)	23
	Free operating cash flow	(252)	(639)	414	(309)	(305)	(1,090
Other	Workforce	14,029	16,985	10,931	1,176	4,730	47,85



# Appendix 9 Key data by BG (2/2)

2009		Mining- Front	Reactors	Back	Renewable	Corporate	Tota
In million of	<b><i>EUros</i></b> (except employee data)	End	& Services	End	Energies	and other	Group
Income	Contribution to consolidated revenue	3,471	3,109	1,637	168	145	8,529
	Operating income	659 *	(573)	235	(60)	-163	97
	% of contribution to consolidated revenue	18.9%	-18.4%	14.4%	-35.7%	-	+1.1%
Net cash	EBITDA (excluding end-of- lifecycle costs)	917	(509)	367	(49)	(142)	584
	% of contribution to consolidated revenue	26.4%	-16.4%	22.4%	-29.2%	-	6.8%
	Net Capex	(738)	(360)	(128)	(34)	(34)	(1,294
	Change in operating WCR	(185)	211	49	(8)	37	10
	Free operating cash flow	(315)	(662)	288	(91)	(139)	(919
Other	Workforce	14,763	17,799	11,082	995	3,178	47,817

<sup>\*</sup> Including gains on sales of minority interests in GBII (€191lm) and Imouraren (€131m)



### **Appendix 10**

# 0 (2)

### **Definition of indicators used by AREVA (1/2)**

- ► EBITDA: EBITDA is equal to operating income plus net amortization, depreciation and operating provisions (except for provisions for impairment of working capital items).
- Beginning in fiscal year 2004, EBITDA is adjusted to exclude costs associated with nuclear facility end-of-life cycle obligations (decommissioning, waste retrieval and packaging) performed during the year, including, in 2004, amounts paid or to be paid to third parties in this regard.
- Cash flow from end-of-lifecycle operations: This indicator encompasses all of the cash flows linked to end-of-lifecycle obligations and to assets earmarked to cover those obligations.
  It is equal to the sum of the following items:
  - income from the portfolio of assets earmarked to cover end-of-lifecycle expenses,
  - cash from the sale of earmarked assets.
  - minus acquisitions of earmarked assets,
  - minus period expenses pertaining to end-of-lifecycle obligations,
  - plus full and final payments received for facility decommissioning,
  - minus full and final payments made for facility dismantling.
- Free operating cash flow: represents the cash flow generated by operating activities. It is equal to the sum of the following items:
  - EBITDA before end-of-lifecycle obligations,
  - plus losses or minus gains included in operating income on sales of property, plant and equipment (PPE) and intangible
    assets plus the decrease or minus the increase in operating working capital requirement between the beginning
    and the end of the period (excluding reclassifications, currency translation adjustments and changes in consolidation scope).
  - minus acquisitions of PPE and intangible assets, net of changes in accounts payable related to fixed assets,
  - plus sales of PPE and intangible assets included in operating income, net of changes in receivables on the sale of fixed assets,
  - plus customer prepayments on fixed assets, received during the period,
  - plus acquisitions (or disposals) of consolidated companies (excluding equity associates).



### **Appendix 10**

### **Definition of indicators used by AREVA (2/2)**

- Net cash (debt): Net cash (debt) is defined as the sum of cash and cash equivalents plus other current financial assets minus current and non-current borrowings. Current and non-current borrowings include the current value of minority put options.
- Operating working capital requirement (OWCR): OWCR represents all of the current assets and liabilities directly related to operations and includes the following items:
  - Inventories and work-in-process,
  - trade accounts receivable and related accounts,
  - advances paid by the Group,
  - other accounts receivable, accrued income and prepaid expenses,
  - less: trade accounts payable and related accounts, trade advances and prepayments received (excluding interest-bearing advances), other operating liabilities, accrued expenses, and deferred income.

Note: OWCR does not include non-operating receivables and payables such as income tax liabilities, amounts receivable on the sale of non-current assets, and liabilities in respect of the purchase of non-current assets.

- ▶ Backlog: The backlog is valued based on economic conditions at the end of the period. It includes firm orders and excludes unconfirmed options. Orders in hedged foreign currencies are valued at the rate hedged. Non-hedged orders are valued at the rate in effect on the last day of the period. Natural uranium orders are valued at the closing price of applicable spot and long term indices.
- ► The backlog reported for long-term contracts recorded under the percentage of completion method and partially performed as of the reporting date is equal to the difference between (a) the projected sales revenue from the contract at completion and (b) the sales revenue already booked for this particular contract. Accordingly, the backlog takes into account escalation and price revision assumptions used by the Group to determine the projected revenue at completion.



# **Appendix 11**Definition of INES levels

The INES scale consists of seven levels of rising severity from 1 (anomaly) to 7 (major accident).

► Level 0: <u>below-scale</u> event - Deviation from normal facility

operations or during the shipment of materials,

without safety significance

► Level 1: anomaly beyond normal operating limits

► Level 2: incident with on-site consequences (significant

contamination, overexposure of a worker)

and/or material failure in safety systems



# Disclaimer

#### ► Forward-looking statements

This document contains forward-looking statements and information. These statements include financial forecasts and estimates as well as the assumptions on which they are based, statements related to projects, objectives and expectations concerning future operations, products and services or future performance. Although AREVA's management believes that these forward-looking statements are reasonable, AREVA's investors, shareholders and investment certificate holders are hereby advised that these forward-looking statements are subject to numerous risks and uncertainties that are difficult to foresee and generally beyond AREVA's control, which may mean that the expected results and developments differ significantly from those expressed, induced or forecast in the forward-looking statements and information. These risks include those explained or identified in the public documents filed by AREVA with the AMF, including those listed in the "Risk Factors" section of the Reference Document registered with the AMF on April 15, 2009 (which may be read online on AREVA's website www.areva.com). AREVA makes no commitment to update the forward-looking statements and information, except as required by applicable laws and regulations.

