

Stratégie d'acteurs – Août 2006

Site Internet BP.com

BP to buy Greenlight Energy Inc.

Release date: 15 August 2006

BP has reached agreement to buy Greenlight Energy Inc., a U.S. based developer of wind power generation projects. The purchase will allow BP to accelerate its plans to develop a leading wind power business in North America.

BP will acquire all the shares of Greenlight Energy for a consideration of some \$98 million, excluding working capital and tax adjustments. The companies expect to complete the transaction in the third quarter of this year.

Greenlight is a developer of large-scale wind energy projects across the United States. Founded in 2000 and based in Charlottesville, Va., the company has a portfolio of some 39 mature and early stage development projects across the U.S., with a potential total power generating capacity of 6.5GW. This portfolio contains a number of projects that BP expects to be able to develop over the next five years.

The purchase will further accelerate the rapid growth of BP's U.S. wind power business, a key part of BP Alternative Energy, the company's low-carbon power generation business. Last month, BP Alternative Energy announced it had reached agreement with the wind project developer and turbine manufacturer Clipper Windpower to acquire a 50 per cent stake in a 2GW wind development portfolio in the U.S. as well as an agreement for the supply of turbines with a generating capacity of up to 2.25GW over the next five years.

"This purchase gives BP Alternative Energy immediate access to a large number of high quality wind development projects across the country, including a number of projects we expect to be able to develop over the next few years," said Steve Westwell, chief executive of BP Alternative Energy. "We look forward to working closely with the Greenlight team, who have built the company over the past six years."

"Greenlight went through a rigorous process to find a strategic partner that would enable the company to accelerate the development of projects in our pipeline," said Matthew Hantzmon, managing director of Greenlight Energy. "The strategic mandate of BP Alternative Energy is a perfect fit to scale up our business and enable the build-out of Greenlight's portfolio."

Background information:

* Greenlight Energy is a developer of large wind energy projects in the United States. The company's portfolio is comprised of large scale projects, spread widely across the U.S. The company's strategy has been to invest in new projects at the earliest possible stage and to advance them to successful construction and operation. It has successfully developed and sold individual development projects to larger industry players.

* BP Alternative Energy, launched in November 2005, combines all of BP's interests in zero- and low-carbon power generation: wind, solar, hydrogen power projects and gas-fired power generation. BP expects to rapidly grow BP Alternative Energy to become a material contributor to the company's performance and anticipates investing up to \$8 billion in the businesses during the next 10 years.

Site Internet ENEL – juillet 2006

ENEL achète le développeur de projets éolien et hydro ERELIS (Roland REMONDET, gérant – participant FINER Mars 2003, Pierre Emmanuel MARTIN,..), pour plus de 14 millions d'euros

ENEL ACQUISISCE ERELIS SAS, SOCIETA' DI SVILUPPO DI IMPIANTI EOLICI IN FRANCIA □ La società □ francese, che ha sede nei pressi di Lione, ha un portafoglio di circa 500 MW in vari stadi di avanzamento di cui 14 MW entreranno in funzione nel 2007 e 196 MW sono in fase avanzata di sviluppo. □ Enel rafforza la sua presenza nelle fonti rinnovabili ed entra nel mercato francese dell'eolico. Roma, 13 luglio 2006 – Enel ha oggi finalizzato l'acquisizione di una società □ francese di sviluppo impianti eolici. per 14,2 milioni di euro Il contratto di compravendita e □ relativo al 100% delle azioni della società □ precedentemente detenute al 94% da Chantre Davaniere SA e al 6% da Axenne Sarl. Con questa operazione Enel entrerà □ nel promettente mercato dell'energia eolica francese, un mercato in rapida crescita con un potenziale notevole. A oggi nel settore eolico, la capacità □ installata in Francia e □ di circa 920 MW. Con questa acquisizione, Enel prosegue nella sua strategia globale di sviluppo delle fonti rinnovabili. Erelis, con sede nei pressi di Lione, e □ stata costituita nel 2002. Il portafoglio complessivo di progetti in sviluppo e □ di circa 500 MW di cui 14 MW entreranno in funzione nel 2007, 196 MW sono in fase medio avanzata e circa 290 MW in fase iniziale di sviluppo. Erelis ha inoltre in sviluppo circa 110 MW per conto terzi. I progetti sono dislocati in varie regioni della Francia. L'acquisizione consentirà □ a Enel nel periodo 2007-2010 di diventare un operatore di rilievo del mercato eolico francese e di disporre di un'ottima piattaforma per l'ulteriore crescita in quel paese. L'operazione, inoltre, contribuisce al rafforzamento della società □ nel settore delle energie rinnovabili dove già □ oggi Enel si colloca ai primi posti nel mondo con oltre 19.000 MW di potenza installata idroelettrica, eolica, geotermica, solare e a biomasse.

Site IBERDROLA – 16 Juillet 2006

Iberdrola purchases French Perfect Wind

Iberdrola has agreed to purchase of Perfect Wind that, with a portfolio of 600 MW, is among France's main developers. The transaction amounts to 52 million euros.

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Out of the 600 MW that Perfect Wind has in its portfolio in France, 10 MW correspond to a windpark in testing phase and 86 MW correspond to projects in advanced development stages. The agreement includes a clause by which Perfect Wind founders will stay in the company and their colleagues will join Iberdrola Énergies Renouvelables, the Rennes-based French subsidiary of the Spanish utility.

The projects acquired from Perfect Wind will be added on top of Iberdrola's 32 MW, from 4 different windparks, namely La Butte de Fraus (12 MW), Saint Mérec (8 MW), Le Roduel (6.85 MW) and Lérôme (4.85 MW), located in Meneac, Mohon y Kergrist, in the Morbihan Department (Bretagne)

"The acquisition of Perfect Wind is part of Iberdrola's expansion. At the end of the first semester of 2006, Iberdrola had a total renewable energy capacity of 4,004 MW, out of which 308 MW are outside Spain", according to a Press Release. Iberdrola has offices in France, the UK, Italy, Germany, Poland, the US, Greece, Portugal, Mexico and Brazil.