## CEZ GROUP: THE LEADER IN POWER MARKETS OF CENTRAL AND SOUTHEASTERN EUROPE

Investment story, April 2012

## DISCLAIMER

Certain statements in the following presentation regarding CEZ's business operations may constitute "forward looking statements." Such forward-looking statements include, but are not limited to, those related to future earnings, growth and financial and operating performance. Forward-looking statements are not intended to be a guarantee of future results, but instead constitute CEZ's current expectations based on reasonable assumptions. Forecasted financial information is based on certain material assumptions. These assumptions include, but are not limited to continued normal levels of operating performance and electricity demand at our distribution companies and operational performance at our generation businesses consistent with historical levels, as well as achievements of planned productivity improvements and incremental growth from investments at investment levels and rates of return consistent with prior experience. Actual results could differ materially from those projected in our forward-looking statements due to risks, uncertainties and other factors. CEZ undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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Introduction	2
Wholesale prices development	8
Group's strategy	17
Financial performance	32
Backup	38
Position in the Czech electricity market	39
Regional power prices	40
CO <sub>2</sub> position	41
Investments into power plants	42
Business presence	46
Support of renewables	51
Regulation of distribution	53
2011 financial results	61

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### CEZ GROUP IS AN INTERNATIONAL UTILITY WITH A STRONG **POSITION IN CEE**

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<b>CEZ Group in Poland</b> (100% stake in Skawina, 100% in Elcho)	
Electricity generation, gross (TWh)	2.1
Market share	1.4%
<ul> <li>Installed capacity (MW)</li> </ul>	730
Market share	2.2%
Number of employees	433
<ul> <li>Sales (EUR million)</li> </ul>	145
<b>CEZ Group in Germany</b> (50% stake in MIBRAG)	
Annual coal extraction (m t)	19.6
<ul> <li>Sales (EUR m)</li> </ul>	416
CEZ Group in the Czech Republic	
Electricity generation, gross (TWh)	63.2
Market share	74%
Number of connection points (million)	3.5
Market share	61%
Installed capacity (MW)	12,728
<ul> <li>Number of employees</li> </ul>	20,851
<ul> <li>Sales (EUR million)</li> </ul>	6,041
<b>CEZ Group in Albania</b> (76% stake in CEZ Shpërndarje)	
EI. sales to end customers (TWh)	4.6
Number of connection points (million)	1.1
Number of employees	5,044
Source: CEZ, national statistics, data	for 201

6,	O Active subsidiary	CEZ Group in Romania	
rading Activities		(100% stakes in CEZ Distributie, CEZ Var	izare)
		El. sales to end customers (TWh)	÷
		<ul> <li>Number of connection points (million)</li> </ul>	-
		Market share	16,1
		Number of employees	1,9
		Sales (EUR million)	4
		CEZ Group in Bulgaria	
, .	mound/m.	(67% stake in CEZ Razpredelenie Bulgari Electro Bulgaria, 100% in TPP Varna )	a, CEZ
· · · · · · · · · · · · · · · · · · ·		EI. sales to end customers (TWh)	8
June 1	m in	Number of connection points (million)	2
	and a state of the	Market share	40
		Installed capacity (MW)	1,2
• 3 •	Em	Market share	6,9
		Number of employees	4,2
		Sales (EUR million)	7
		<b>CEZ Group in Turkey</b> (44.3% stake in SEDAS through AkCez, 3 stake in Akenerji)	37.36%
		El. sales to end customers (TWh)	10
		<ul> <li>Number of connection points (million)</li> </ul>	
		Market share	6.5
		Installed capacity (MW)	6
		Market share	<b>1.</b> 1

points (million) 1.4 16,1% 1,996 400 predelenie Bulgaria, CEZ n TPP Varna) ners (TWh) 8.8 points (million) 2.0 40% 1,260 6,9% 4,282 773 through AkCez, 37.36% ners (TWh) 10.1 points (million) 1.3 6.5 % 654 1.1%

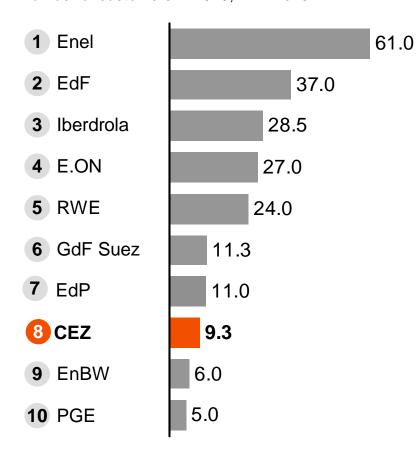
Source: CEZ, national statistics, data for 2010, CZK/EUR 25.29

3.5



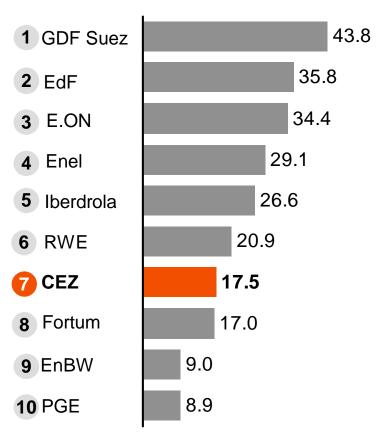
### CEZ GROUP RANKS AMONG THE TOP 10 LARGEST UTILITY COMPANIES IN EUROPE

**Top 10 European power utilities** Number of customers in 2010, in millions

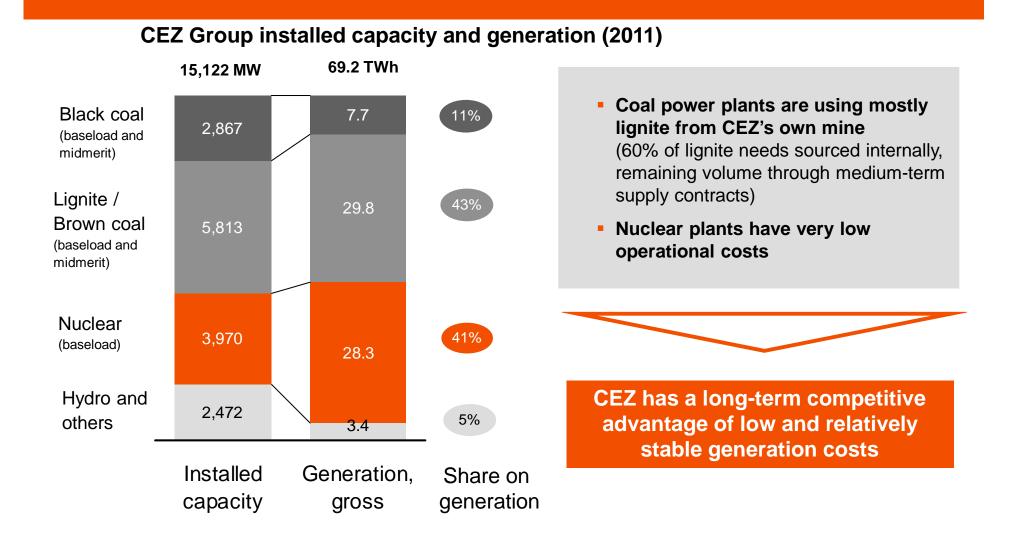


## Top 10 European power utilities

Market capitalization in EUR bn, as of March 5, 2012



### CEZ GROUP IS BENEFITING FROM LOW COST GENERATION FLEET



### CEZ GROUP IS ONE OF THE MOST PROFITABLE EUROPEAN UTILITIES

Percent **CEZ Group** 41.6 38.5 Fortum EdP 30.8 26.9 Verbund 24.4 PGE 24.2 Iberdrola 22.7 EdF 21.9 Enel 18.2 **GDF** Suez 16.4 RWE 13.1 EnBW 8.2 E.ON

EBITDA margin, 2011

\* EBITDA as reported by companies, source: company data



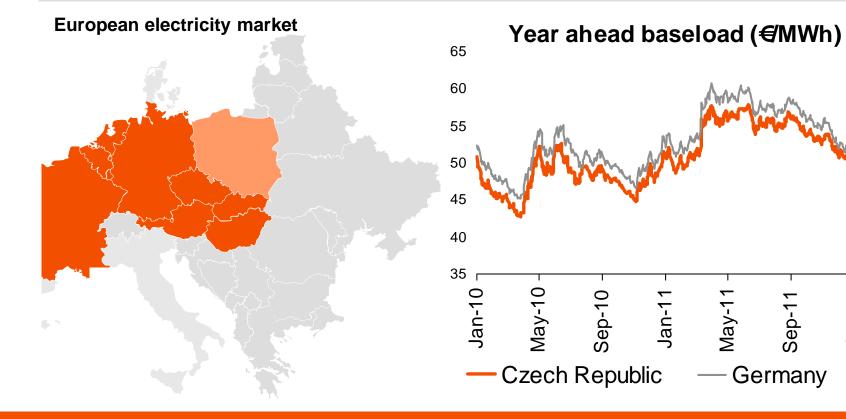
- Low cost generation fleet
- Clear path towards low emission portfolio
- Nuclear expertise
- Portfolio of high quality foreign assets purchased at attractive prices
- Strong balance sheet
- Attractive dividends



Introduction	2
Wholesale prices development	8
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2011 financial results	61

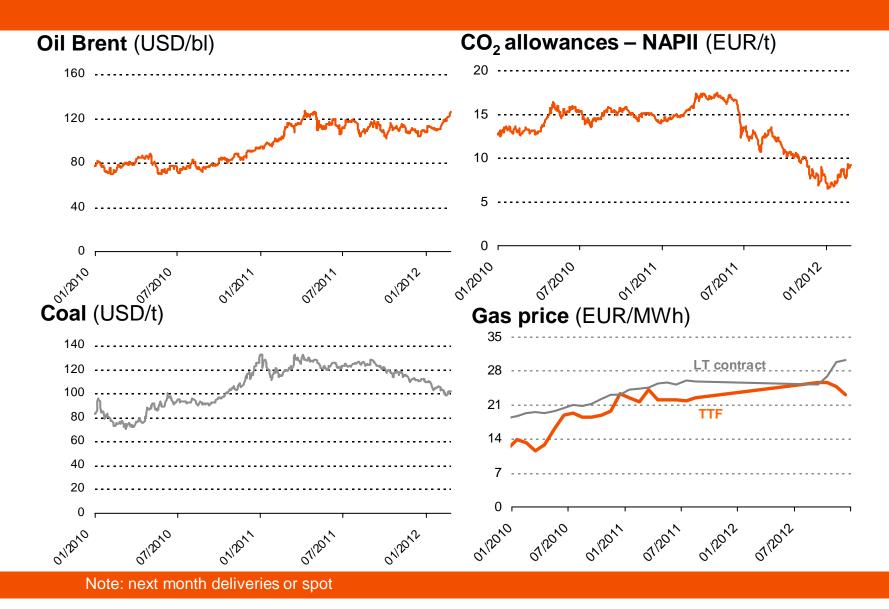
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- Czech market is an integral part of wider European electricity market
- Czech power prices are fully liberalized and are driven by the same fundamentals as German market
- There are no administrative interventions from the side of the government



Jan-12

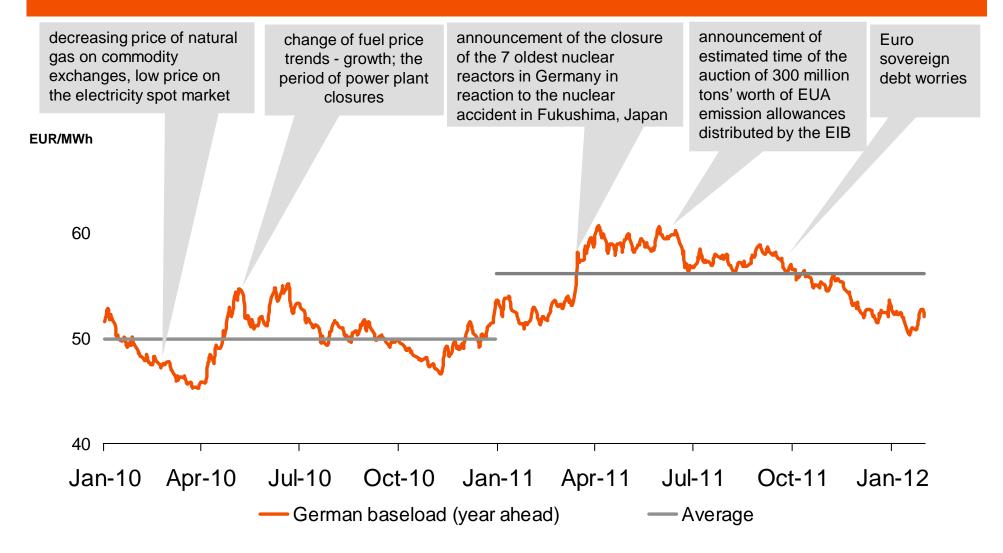
### HISTORICAL DEVELOPMENT OF PRICES OF INPUT COMMODITIES



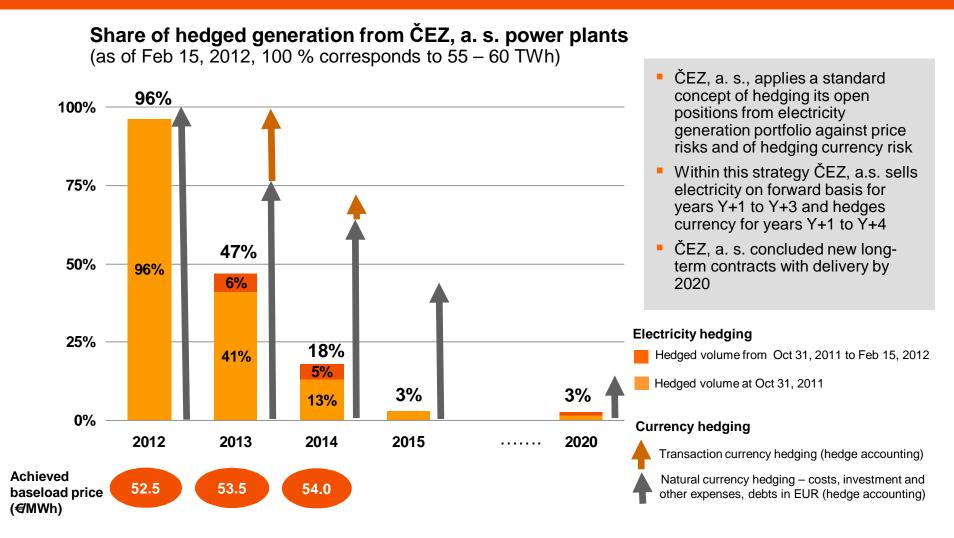
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### WHOLESALE ELECTRICITY PRICES WERE HIGHER IN 2011 COMPARED WITH 2010



### CEZ HAS ALREADY HEDGED MAJORITY OF ITS 2012 PLANNED OUTPUT



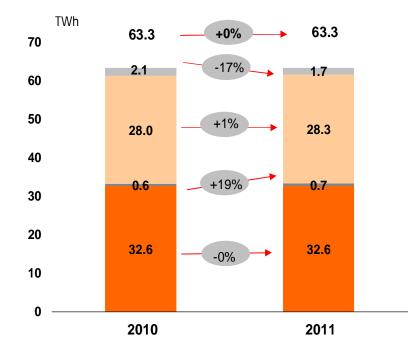
Source: CEZ

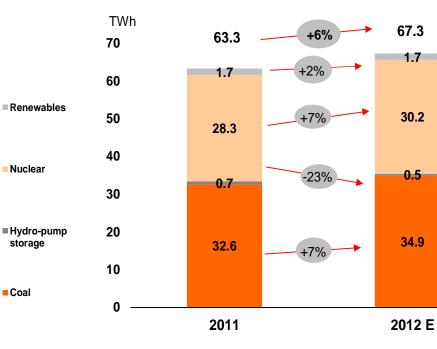
### ELECTRICITY PRODUCTION OF CEZ GROUP IN THE CZECH REPUBLIC WAS STABLE IN 2011, FOR 2012 SLIGHT INCREASE EXPECTED

Nuclear

storage

Coal





Nuclear power plants (+1%)

+ increase of availability at Dukovany

#### **Renewable sources (-17%)**

- lower 2011 production of hydroelectric power plants in a y-o-y comparison due to above-average precipitation levels in 2010

#### Nuclear power plants (+7%)

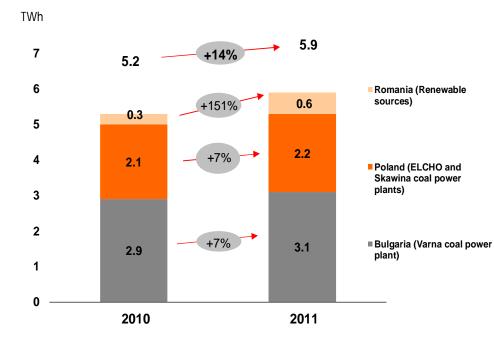
+ expected increase of availability at Temelín and Dukovany plants in 2012

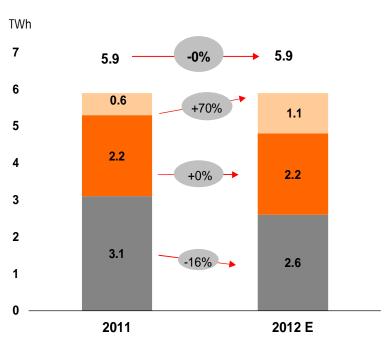
+ in 2011 longer shut-downs at the Temelín

#### Coal fired plants (+7%)

- + expected increase of production in the Tušimice plant after a comprehensive refurbishment, at the same time decrease of production in the Prunéřov plant (shutdown of 3 units as part of a comprehensive refurbishment)
- + expected contribution from pending acquisition of Energotrans

### IN 2011 ELECTRICITY PRODUCTION OF CEZ GROUP ABROAD INCREASED BY 14%, EXPECTED PRODUCTION IN 2012 AT THE SAME LEVEL





#### Romania renewables (+151%)

- + start of production and gradual connecting of wind turbines in Fântânele in 2<sup>nd</sup> half of 2010
- + slight effect of new acquisition of Reşiţa hydroelectric plant (since July 2011)

#### Poland – Elcho and Skawina coal power plants (+7%)

+ increase in volume of biomass burning in both plants

#### Bulgaria - Varna coal power plant (+7%)

+ higher production caused by higher activation of cold reserve at the end of 2011

#### Romania renewables (+70%)

- + completion of connection of remaining wind turbines in Fântânele in 2012
- + production from gradually connected Cogealac wind turbines since 1/2012, completion of entire farm by the end of 2012

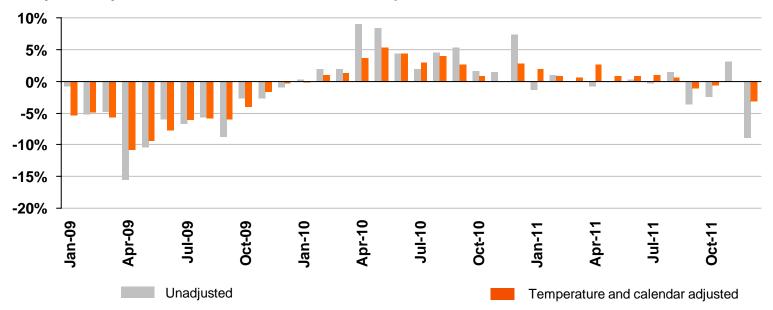
#### Bulgaria – Varna coal power plant (-16%)

- we are planning a lower activation of cold reserve (lower production required by regulator)

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# ELECTRICITY DEMAND IN THE CZECH REPUBLIC STAGNATED Y-O-Y IN 2011

Y-o-y monthly indexes of demand in the Czech Republic

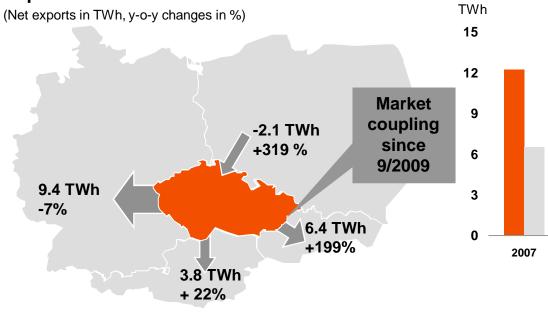


- In 2011 adjusted electricity consumption grew 0.3% y-o-y in the Czech Republic
- consumption of individual segments in 2011 was as follows :
  - +2.3 % industrial customers
  - -2.6 % low voltage customers



### CZECH REPUBLIC REMAINS NET EXPORTER OF ELECTRICITY

## Balance of cross border trades of the Czech Republic in 2011



Development of balance of cross border trades

DE, AU

SK

2010

2011

TWh	2008	2009	2010	2011
DE, AU	9.1	9.8	13.1	13.1
SK	3.4	5.2	2.1	6.4
PL	-0.8	-0.7	-0.5	-2.1
	11.7	14.3	14.8	17.5

2009

2008

Total net exports:17.5 TWh, +18%

- CEZ is selling electricity on the Czech wholesale market
- Czech Republic remains net exporter of power
- There are no bottlenecks on the borders (except Poland)



Introduction	2
- Introduction	
Wholesale prices development	8
Group's strategy	17
Financial performance	32
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Position in the Czech electricity market	39
Regional power prices	40
CO <sub>2</sub> position	41
Investments into power plants	42
Business presence	46
Support of renewables	51
Regulation of distribution	53
2011 financial results	61



# THE KEY BLOCKS OF OUR STRATEGY WILL INCREASE THE STABILITY AND VALUE OF CEZ GROUP



0	New nuclear units
2	Securing fuel availability
3	Performance
4	Regional energy business
5	Renewables

For each of these building blocks, we have defined:

•Aspiration - what will the initiative deliver?

•Target - how will the initiative work?

•Next steps - how will we get from the present to the desired target?

WE STRIVE TO ENSURE THE FUTURE DEVELOPMENT OF CEZ GROUP IN THE FIELD OF NUCLEAR AND CONVENTIONAL POWER PLANTS AND ALSO INCREASING EMPHASIS ON PERFORMANCE IMPROVEMENTS

Strategy block	Aspiration	Current status
1 New nuclear power plant units	<ul> <li>For the new unit of NPP Temelín:</li> <li>achieve the conditions that enable the implementation of the project and its financing</li> <li>solve associated construction and regulatory risks</li> </ul>	<ul> <li>supplier selection in progress</li> <li>environmental impact assessment (EIA) in progress</li> <li>preparing request for approval of locating new NPP unit in the Temelín area</li> </ul>
2 Securing fuel availability	<ul> <li>settle relations with coal suppliers and secure enough fuel for operations of our coal-fired plants</li> <li>use biomass and alternative fuels to the highest extent possible in order to increase value of conventional power plants</li> </ul>	<ul> <li>draft of medium-term plan, preparation of assignment</li> <li>negotiations with suppliers</li> </ul>
3 Performance	<ul> <li>secure additional cash-flow until 2015 for our development initiatives</li> <li>improve performance of CEZ Group in the long term</li> </ul>	<ul> <li>optimise investments of Severočeské doly and ČEZ Distribuce - application of Design to Cost methodology</li> <li>develop service provision concept in CEZ Group - create shared service centre (consolidate support functions and subsidiary companies)</li> </ul>

WE ARE PREPARING SPECIFIC PLAN TO REACH OUR AMBITIONS IN THE REGIONAL ENERGY INDUSTRY AND WE ARE BROADENING OUR PRESENCE IN RENEWABLES

Strategy block	Aspiration	Current status
4 Regional energy business	<ul> <li>build strong position in the regions</li> <li>strengthen business activity in the fields of heat generation, co-generation, use of waste and biomass in energy production</li> </ul>	<ul> <li>draft of medium-term plan, preparation of assignment</li> </ul>
5 Renewables	<ul> <li>by 2016 substantially increase installed capacity of wind and hydro power plants</li> <li>achieve attractive returns</li> <li>increase share of stable sources of cash flow of CEZ Group</li> </ul>	<ul> <li>setting up a central team to negotiate with developers, technical evaluation of projects, purchasing and construction</li> <li>purchase of 67% stake in Eco – Wind Construction S.A. (leading Polish wind park developer)</li> <li>additional investment opportunities totalling 1,100 MWe in capacity are being negotiated with individual counterparties</li> </ul>

# STRATEGIC PRIORITIES OF CEZ GROUP FOR 2012

New nuclear units	starting the evaluation of bids submitted by potential suppliers for the completion of nuclear units 3 and 4 in Temelín	ý
Securing fuel availability	<ul> <li>completion of negotiations on coal supplies to key brown coal power plants for the forthcoming years</li> </ul>	
Performance	<ul> <li>identifying possible improvements in the internal functioning of CEZ Group as part of the "Performance" initiative and thus generate resources for our strategic activities</li> </ul>	
Regional energy business	<ul> <li>launch of the first projects in selected regions as part of the new regional strategy</li> </ul>	
Renewables	<ul> <li>completion of the Cogealac wind farm, seeking of other interesting opportunities in renewable sources of energy abroad</li> </ul>	

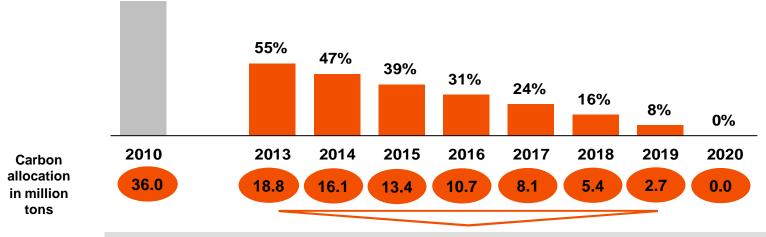
### THE FINAL REPORT FROM STRESS TESTS CONFIRMED THE SAFETY OF OUR NUCLEAR POWER PLANTS AND THEIR RESISTANCE AGAINTS ACCIDENTS

Jun 1, 2011	stress tests launched
Oct 31, 2011	CEZ Group submitted the Final Report:
	<ul> <li>the evaluation confirmed the resistance of the power plants against project accidents (e.g. resistance against extremely low or high temperatures, bursting of dams)</li> </ul>
	<ul> <li>the evaluation confirmed the correct choice of locations - extremely suitable areas in terms of seismic activity and climate</li> </ul>
	<ul> <li>identified no safety faults requiring immediate action</li> </ul>
Jan 1, 2012	the State Office for Nuclear Safety submitted the National Report
Apr 1 - Apr 30, 2012	report to be reviewed by ENSREG
Feb 28, 2012	public hearing at Řež Nuclear Research Institute
Apr 30, 2012	ENSREG Final Report
May 1 – Jun 30, 2012	main report by European Commission, political negotiations
starting Jul 1, 2012	results of stress tests to be debated in the European Council

### CEZ WILL CONTINUE TO RECIEVE PART OF CARBON ALLOWANCES FOR FREE EVEN AFTER 2013

- Czech Republic is eligible for derogation and can allocate part of CO<sub>2</sub> allowances to electricity producers for free in 2013-2020.
- The value of free CO<sub>2</sub> allowances needs to be invested into modernization and upgrade of infrastructure, clean technologies, and diversification of energy mix.
- In September 2011 Czech government approved National Investment Action Plan of the Czech Republic as proposed by Environmental Ministry.
- The plan was submitted to European Commission for final approval.

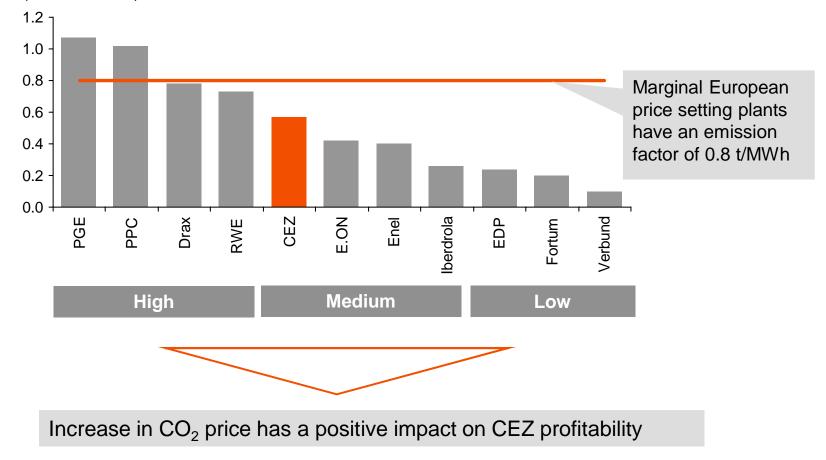
Expected allocation\* of carbon allowances to CEZ in the Czech Republic as % of 2010 consumption 105%



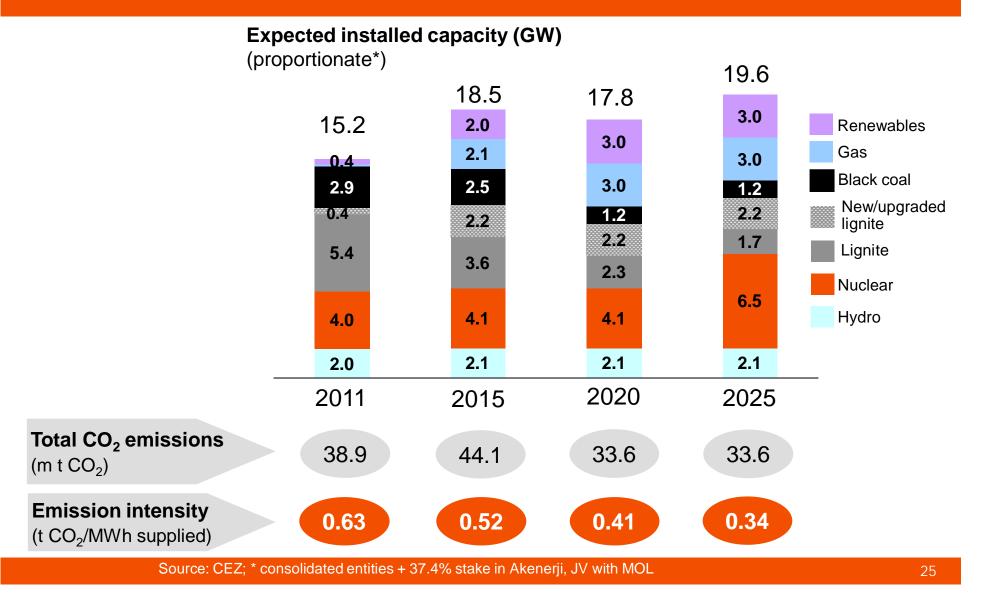
CEZ could receive 75.2 m of carbon allowances over 2013-2020, which represents value of €0.7 bn\*\*

### OUR CO<sub>2</sub> INTENSITY IS ALREADY NOW BELOW EUROPEAN PRICE SETTING PLANT

#### Carbon intensity of selected European utilities (2010, t/MWh)



### INVESTMENT PROGRAM WILL ALLOW CEZ TO REDUCE THE AVERAGE CO<sub>2</sub> EMISSION FACTOR BY ALMOST 50%



### CEZ PLANS CCGTS IN LOCATIONS WITH SUITABLE CONDITIONS



Location	Name	Size (MW)	Expected start of operation
Czech Rep.	Pocerady	840	2013
Czech Rep.	Melnik	840	-
Slovakia	Slovnaft (JV with MOL)	840 +160	-
Hungary	Dufi (JV with MOL)	840	2015



### NUCLEAR ENERGY REMAINS VERY ATTRACTIVE AND CEZ PURSUES OPPORTUNITIES IN THIS AREA

#### Reasons for nuclear energy

- CO<sub>2</sub> free solution
- Reliable & predictable fuel suppliers
- Another way to diversify generation portfolio

#### **CEZ response**

- Increase of production at existing plants from 26 TWh to 31 TWh by 2012
- Temelin up to 3,300 MW of new capacity (in November 2011 tender documentation handed over to bidders)
- CEZ partnered with Slovakian government on construction of Jaslovske Bohunice
- Dukovany up to 1,650 MW of new capacity

# E

# WE ARE ADVANCING IN PREPARATION FOR CONSTRUCTION OF NEW UNITS AT TEMELIN NUCLEAR POWER PLANT

#### Public tender schedule Oct-11 Jul-12 Aug-13 Dec-13 Tender Deadline for Selection of the Signature of the documentation sumbision of the contract with the winner submitted offers winning supplier Public tender participants Reactor **Bidder** type Westinghouse Electric Company LLC **Vestinghouse** AP 1000 Westinghouse Electric Czech Republic s.r.o. AREVA NP S.A.S. EPR 1600 AREVA ŠKODA JS a.s. MIR 1200 ZAO Atomstroyexport AC3 · ASE **OAO OKB Gidropress**

### CEZ GROUP TARGET IS TO ACHIEVE 3,000 MW IN RENEWABLES

#### Romania

Fantanele & Cogealac (600 MW)

- Largest wind farm project in Europe
- 300 MW in operation at the end of 2011, additional 300 MW by end of 2012
- Excellent wind conditions for an on-shore site with expected net capacity factor of 28%
- Total investment is estimated at € 1.1 bn
- Support through green certificates (GC) price range set by law at €27-55 per certificate, 2 GCs are received for each MWh since November 2011 until 2017, 1GC per MWh afterwards

#### Hydro power plants in Resita

- TMK Hydroenergy POwer S.R.L. acquired in 2011
- 4 small hydro plants with total capacity of 18 MW





### CEZ GROUP TARGET IS TO ACHIEVE 3,000 MW IN RENEWABLES

#### **Czech Republic**

- Construction of 125 MW of solar capacity finished in 2010
- Thus eligible to favourable feed-in tariffs of €476 (prior to revenue tax of 26%)
- Total investments of CZK10.4 bn

#### Poland

- CEZ acquired 67% stake in Eco-Wind Construction S.A. on December 30, 2011
- Another 8% to be bought in 2012 and CEZ has an option for remaining 25%
- Eco-Wind has almost 800 MW of projects in an early stage of development
- Most of the projects have secured connection to the grid
- Current renewables support scheme in Poland assigns one green certificate on top of wholesale price to each MWh produced from wind

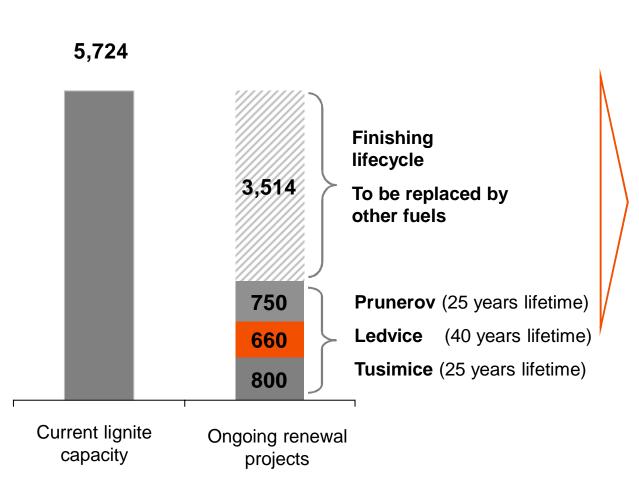






# CEZ INVESTS INTO RENEWAL OF ONLY SELECTED LIGNITE PLANTS , WHICH MATCH OUR COAL SUPPLIES

#### Lignite capacity (MW)



#### Rationale

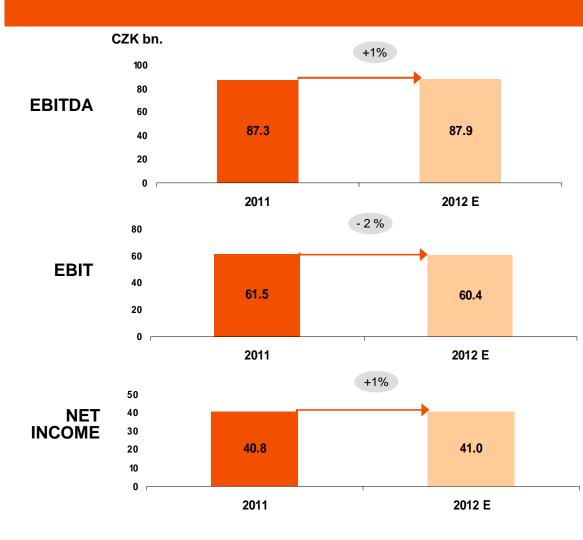
- Low cost of domestic lignite
- Thermal power plants next to mines – only costs of internal logistics
- Replacement of old units with more efficient new technology (20% lower CO<sub>2</sub> emissions, from 1t CO<sub>2</sub>/MWh to 0.8 CO<sub>2</sub>/MWh)
- Secured lignite supplies for the investment lifetime



Introduction	2
Wholesale prices development	8
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# WE EXPECT A MILD GROWTH OF EBITDA AND NET INCOME IN 2012



#### Key positive factors

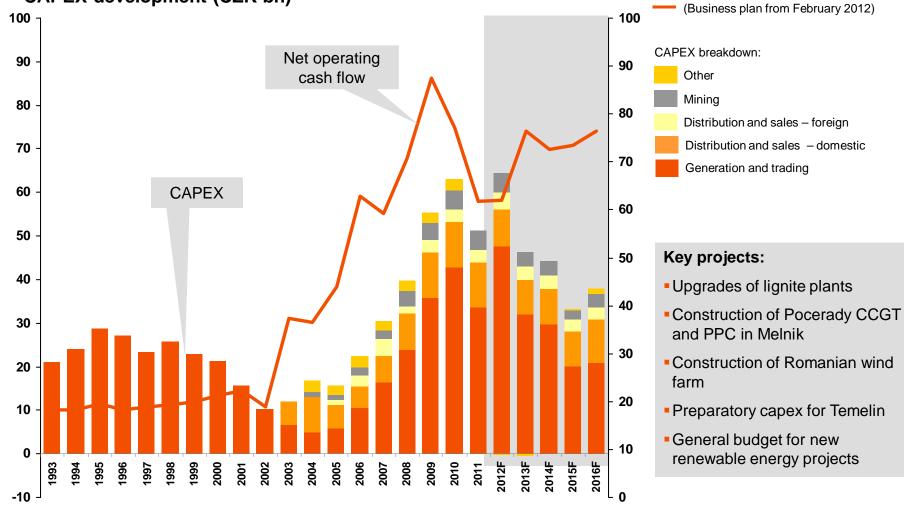
- increased production of nuclear plants (+1.9 TWh)
- increased production of coal-fired plants (+1.7 TWh)
- increased production of wind farms in Romania (+0.4 TWh)
- inclusion of Energotrans into the Group

#### Key negative factors

- shift of certain expense items from 2011 to 2012 (e.g. repairs and maintenance)
- impact of correction factors on distribution in the Czech Republic
- increased depreciation and interest expenses (due to new investments into fixed assets)

## CAPEX PLAN CAN BE FINANCED FROM OPERATING CASH FLOW

CAPEX development (CZK bn)



Net cash provided by operating activities

## E

### LARGE PART OF OUR INVESTMENTS IN GENERATION IS DIRECTED INTO LOW CARBON TECHNOLOGIES

CAPEX into our generation segment (CZK bn) 50 45 40 35 30 25 20 15 10 5 0 2011 20124 2013 2014 2015 2016 2000 2001 2000 2009 2010 2004 2005

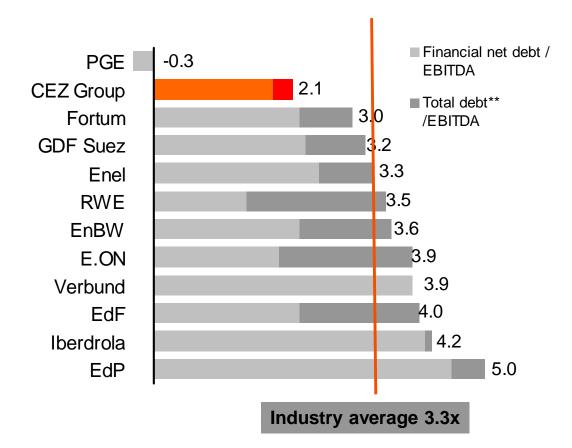


- Wind farm in Romania and general budget for new renewable projects
- New CCGT in Pocerady and Melnik
- Preparatory works for new units of Temelin power plants



# OUR CURRENT LEVERAGE IS LOW COMPARED TO INDUSTRY STANDARDS

## **Net debt/ EBITDA\*** Multiples, end of 2011



Current level of debt is low, which is a comfortable position in the current environment

Medium-term target leverage remains intact:

• Net debt/EBITDA ratio at 2.0-2.5x

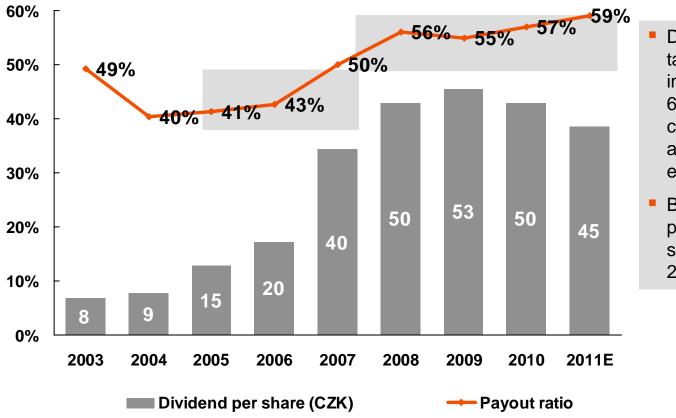
 Consistent with current rating of A-/A2

\* EBITDA as reported by companies, \*\* Total net debt= financial net debt + nuclear and pension provisions

# 

# CEZ GROUP IS COMMITTED TO MAINTAIN ITS PAYOUT RATIO OF 50 – 60 % OF NET INCOME

Payout ratio (%)



 Dividend policy targets payout ratio in the range of 50% to 60% of the consolidated profit adjusted for extraordinary items

 Board of Directors proposes CZK 45 per share dividend from 2011 profit



Introduction	2	
Wholesale prices development	8	
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Regional power prices	40	
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Regulation of distribution	53	
2011 financial results	61	

# E

# CEZ IS A STRONG AND VERTICALLY INTEGRATED PLAYER IN THE CZECH ELECTRICITY MARKET

	Lignite mining	Generation	Transmission	Distribution	Supply
CEZ	<b>49</b> % 21.8 million tons	<b>74</b> % 63.3 TWh	100%	5 out of 8 distribution regions 61% of customers	<b>41%</b> 23.8 TWh
Others	<b>51%</b> 22.3 million tons	51%	56.3 TWh	39% of customers	<b>59</b> % 33.8 TWh
	<ul> <li>CEZ fully owns the largest Czech mining company (SD) covering 60% of CEZ's lignite needs</li> <li>Remaining 2 coal mining companies are privately owned</li> </ul>	<ul> <li>Other competitors – individual IPPs</li> </ul>	<ul> <li>The Czech transmission grid is owned and operated by CEPS, 100% owned by the Czech state</li> </ul>		<ul> <li>Other competitors – E.ON, RWE/EnBW</li> </ul>



## ELECTRICITY MARKETS IN THE REGION ARE INTEGRATED, CEZ CAN SELL ITS POWER ABROAD

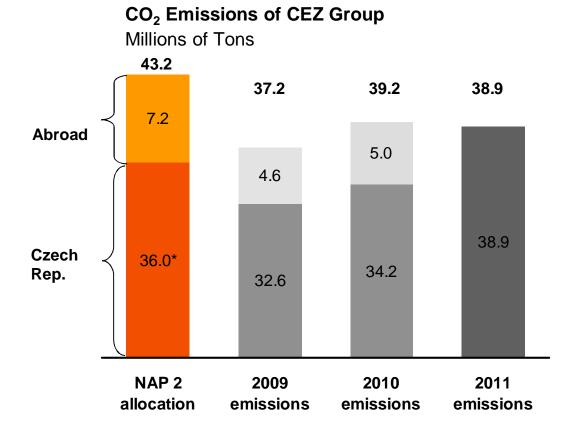


Note: Prices for base load 2013 as of March 5, 2012

Source: EEX, PXE; PolPX



# NAP 2 ALLOCATION IS SUFFICIENT TO COVER CEZ GENERATION NEEDS



 Czech power plants allocation is 34.8 m in NAP2, compared to 36.8 m in NAP1. Average emissions were 35.2 m in 2005 - 07

- Polish power plants Elcho and Skawina got allocated 3.6 m in NAP2, a reduction of 21% compared to NAP1. Their average emissions were 4.2m in 2005-07.
- Varna plant in Bulgaria got allocated on average 3.6m per year in NAP2 (allocations are not same for all years but are in a range of 3.4-3.9 m in 2008-2012)

\* Including 1.1m allocation for Teplarna Trmice, which was acquired in 2010



# MODERNIZATION OF TUSIMICE AND CONSTRUCTION OF NEW UNIT IN LEDVICE IS PROGRESSING

### Coal power plant Tusimice Complex renewal (4 x 200 MWe)



- Gradual renewal (2+2 units)
- Increase in net efficiency to 38%
- Extension of service life until 2035
- Initiation of renewal: June 2, 2007
- Planned start of operation: Sep 2010 (2 units) and Nov.2011/Apr 2012 (2 units)

**Coal power plant Ledvice** New supercritical unit (1 x 660 MWe)



- Advance construction of the power plant structures, main focus on the boiler
- Planned net efficiency 42.5%
- Expected service life 40 years
- Initiation of implementation: July 17, 2007
- Planned start of operation in December 2014



# PREPARATION OF MODERNIZATION OF PRUNEROV AND OF CCGT POCERADY IS UNDERWAY

### Coal power plant Prunéřov

**Complex renewal** (3 units x 250 MWe)



- Project received EIA approval in May 2010
- Selection of suppliers and basic design before final completion
- Increase in net efficiency to above 39% (above 42% including heat supply)
- Extension of service life by 25 30 years
- Planned start of operation in 2014/2015

## **CCGT Počerady** New construction (841 MW)



- Civil works almost completed, erection of technology ongoing
- Tender process completed
- Net efficiency 57.4% (ISO)
- Expected service life 30 years
- Start of construction April 2011
- Planned start of operation in June 2013



# WE ARE ALSO PREPARING PROJECTS IN COOPERATION WITH OUR PARTNER MOL GROUP

### CCGT Slovnaft

New construction (800 - 900MW)



- Next to refinery site Slovnaft, Bratislava
- CCGT multi shaft
- Expected service life 30 years
- Permits process ongoing
- Grid connection under discussions with SEPS
- EPC negotiation activities put on-hold

## CCGT Dufi

New construction (800 - 900MW)



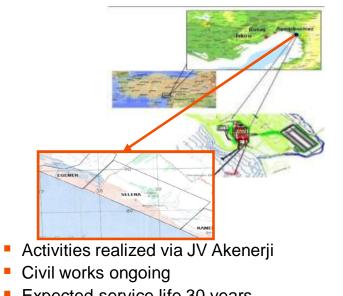
- Next to refinery site Dufi, HU
- CCGT multi shaft
- Expected service life 30 years
- EIA issued in June 2010
- Limited notice to proceed issued 10/2011
- Gas negotiation ongoing
- Planned commissioning in 2015



# PREPARATION OF CCGT PROJECT IN TURKEY

## CCGT Hatay (Egemer), Turkey

New construction (872 MW)



- Expected service life 30 years
- Owner's engineer: Parsons Brinckerhoff
- EPC contract signed in December 2010
- Start of construction October 2011
- Planned commissioning in July 2014

# CEZ GROUP OPTIMISES ITS BUSINESS PRESENCE: PURCHASE OF ENERGOTRANS, SALE OF MIBRAG STAKE

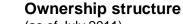
- In July 2011 CEZ Group's competent bodies approved an agreement to acquire Energotrans, a company supplying heat from city of Melnik to Prague, and to sell its 50% equity stake in MIBRAG, to the other shareholder which holds a call option, Energeticky a prumyslovy holding.
- Strategic rationale for the deal:
  - CEZ Group intends to enhance its position in regulated activities, i.e., distribution and heat generation. Currently it is exposed to market risks, i.e. electricity price fluctuations, to larger extend than its competitors.
  - German market is viewed as riskier following recent changes in energy policy which aims to replace nuclear plants primarily with gas and renewables, while coal projects are facing strong opposition
  - CEZ has been interested in Energotrans for several years in connection with the planned CCGT in Melník, which should in the future also supply heat to Prague. This project aims to be able to substitute the output of ageing coal power plants in this location.

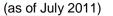


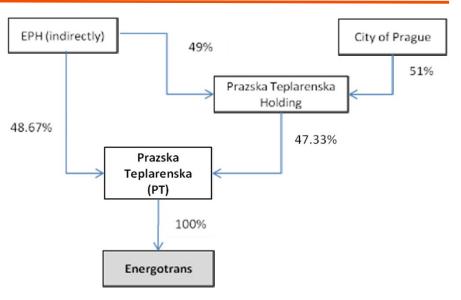
**Financial and operational data** 

- Energotrans operates 352 MW lignite power plant in Melnik (town 35km north of Prague), it also owns a heat pipe to Prague
- Most of the heat generated by Energotrans is sold to Prazska Teplarenska, its current owner
- CEZ operates 720 MW of lignite capacity at the same location. It intends to develop 800MW gas
  plant on this location to replace current lignite capacity, which is will be gradually closed after 2015

(according to Czech accounting standards)					
CZK m	2009	2010			
Total revenues	4,288	4,186			
of which: heat sales	1,441	1,747			
electricity sales	2,846	2,430			
EBITDA	2,301	1,833			
EBIT	1,936	1,484			
Net income	1,569	1,215			
Assets	6,033	5,784			
Net debt (cash if negative)	-1,859	-2,035			
Electricity generated	1,324	1,439			
Heat sold (TJ)	7,654	9,242			









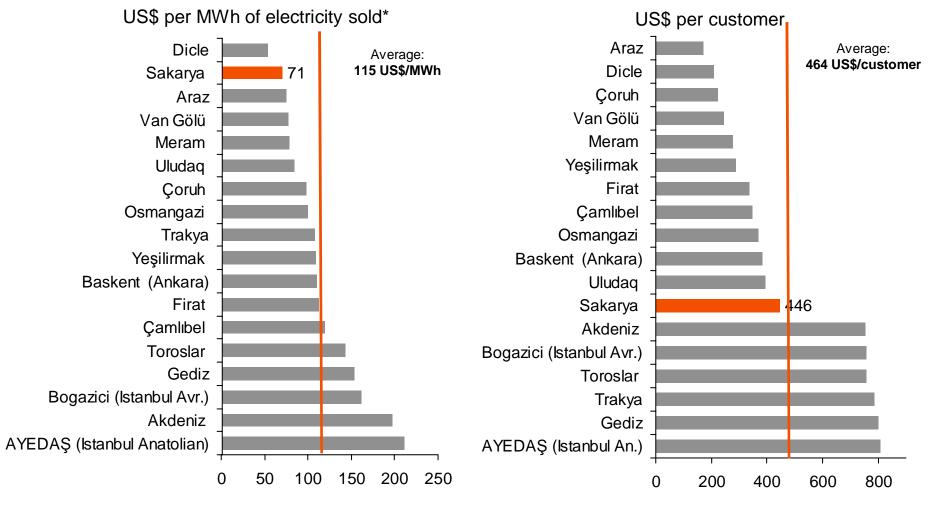
### Key facts on MIBRAG

- Mibrag owns and operates two opencast coal pits Profen and United Schleenhain in central German brown-coal basin, near Leipzig. Their combined annual production is approximately 19 m tons.
- The proven reserves in current coal mines are 530 m tons of lignite, with significant expansion options.
- Coal is supplied primarily to power plants of Lippendorf (2\*900 MW, Vattenfall) and Schkopau (2\*450 MW, E.On) based on long-term contracts and also to 3 combined heat and power plants owned and operated by Mibrag with installed capacity of 208 MWe.
- MIBRAG also runs coal dust processing factory.

JTSD financial and operational data (consolidadated *according to IFRS)		Owne	Ownership structure		Mibrag financial and operational data (according to German accounting standards)				
2010	EUR m	CZK m	CEZ		EPH		EUR m	2009**	2010
Revenues	416.4	10,531					Revenues	384.6	387.1
			100%		1	00%	EBITDA	135.2	138.8*
EBITDA	142.8	3,612	V				EBIT	59.1	71.8*
EBIT	56.6	1,433	Severoceske doly		Lignite Investment		Net income	51.9	70.2
Net income	17.0	430					Assets	1,005.1	983.1
Net moome	17.0	400	50%		5	0%	Net financial debt	48.9	182.3
Assets	890	22,500		JTSD	<		Loans provided to the affiliated companies	70.0	220.0
Equity	261	6,608					Environmental and mining provisions	231.0	102.4
Equity	201	0,000		10	0%		Investments	33.2	41.7
Debt	352	8,914	Γ	Mibrag			Raw coal extraction (m t)	19.7	19.6
			L				Electricity generation (GWh)	1,113.0	1,135.5

Source: CEZ, MIBRAG, \*including Mibrag, \*\* adjusted for extraordinary items

## Acquisition prices achieved in Turkish privatization tenders





## AKENERJI

- On May 15, 2009 CEZ bought 37.36% stake in Akenerji for USD 302.6 m from subjects related to Akkök. Thus CEZ and subjects related to Akkök have an equal stake in Akenerji with combined shareholding of 75%
- Akenerji has 659 MW of installed capacity in natural gas, hydro and and wind.
- Akenerji is the largest company among private generation companies with 10% market share. It produces 2% of Turkey's electricity generation
- Development of the project of up to 900MW CCGT in Hatay is underway
- 87 MW of hydro power plants is under construction and other 160 MW of hydro is at development stage

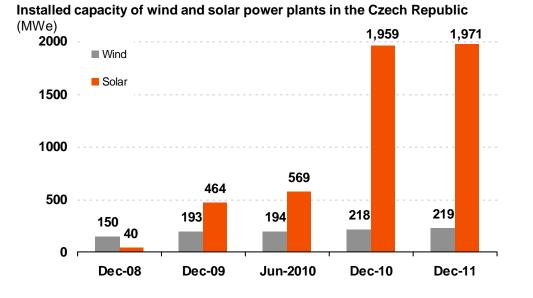


USD m	2008	2009	2010	2011
Sales	465.2	298.6	285.9	334.3
EBITDA	75.7	33.2	24.3	63.3
Margin	16.3	11.1	8.5	18.9
EBIT	51.5	15.2	5.2	35.2
Net income	68.3	16.0	-17.1	-127.4
Assets	558.8	1,001.5	1,275.4	1,179.4
Net debt	126.0	345.2	590.6	705.8
CF from investing	-172.9	-356.0	-355.2	-132.2



## CZECH REPUBLIC: RENEWABLES SUPPORT

<b>Renewables type</b> (prices for installations put into operation in 2012)	2012 feed-in tariff (€/MWh)	2012 green bonus (€MWh)
Solar <30 kW	239	197
Solar >30 kW	0	0
Wind	86	69
Small hydro	124	83
Biogas stations	138-160	97-137
Pure biomass burning	102-178	61-137

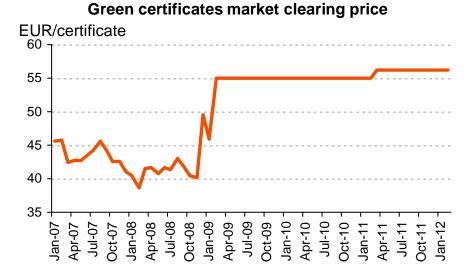


- Operators of renewable energy sources can choose from 2 options of support:
  - Feed-in tariffs (electricity purchased by distributor)
  - Green bonuses (electricity sold on the market, bonuses paid by distributor, level of green bonuses is derived from feed-in tariffs)
- Fees for renewables are part of regulated distribution tariffs charged to final customers.
- Feed-in tariffs are set by a regulator to ensure 15-year payback period. During operation of a power plant they are increased each year by PPI index or by 2% at minimum and 4% at maximum.
- Tariffs for new projects can decrease by 5% at maximum compared to previous year. However the law amendment which became effective on Jan-2011, allows the regulator to cut the tariffs by more than 5% if payback period falls below 11 years.
- Support is provided for 20 years to solar, wind, pure biomass and biogas plants and for 30 years to hydro.
- Solar plants put into operations in 2009 and 2010 are obliged to pay 26% withholding tax until 2013



## **ROMANIA: RENEWABLES SUPPORT**

25 20 15 10 5 0 2012 2013 2015 2016 2018 2019 2020 2011 2014 2017



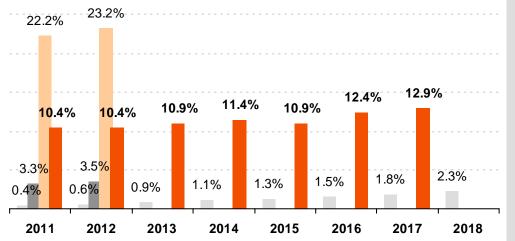
### Development of mandatory quota (%)\*

### Support of renewables

- Two green certificates (GC) obtained by the producer for each MWh supplied from wind to the network until 2017, one GC from 2018 onwards (previously 1 GC per MWh for the whole time)
- Legally set up price for green certificate is 27 to 55 EUR in 2008 - 2025
- GC may be sold :
  - To electricity suppliers within bilateral contracts at negotiated prices
  - Monthly on the centralized market of green certificates
- Duration of support 15 years
- Penalty for suppliers unable to comply with annual mandatory quota – double of the maximum trade value of GC
- The mandatory quota has been increasing gradually, from 10 % in 2011 to 20% in 2020

# POLAND: RENEWABLES SUPPORT

Mandatory quota set by Regulation of Ministry of Economy of August 14, 2008



Purple Yelow	Red	Green/Brown certificate
--------------	-----	-------------------------

Prices in 2011 in EUR/MWh	Green/Brown	Red	Yellow	Purple
Substitute fee	66.8	7.2	30.9	14.4
Certificate of origin	64.2**	4.4	30.0	14.1

- System based on granting certificates of origin (green certificates for electricity from renewable sources) to producers of electricity from renewable sources (1 certificate/1 MWh produced) on top of electricity price
- Certificates (property rights derived from certificates) are traded on Polish Energy Exchange
- Energy companies delivering electricity to final consumers have to supply a given portion of electricity from renewable sources each year, which can be executed by:
  - a) submitting certificates of origin
  - b) payment of a substitute fee\*
- Substitute fee is set by Energy Regulatory Office at the end of March each year, level is adjusted annually for inflation of preceding year
- Value of certificates correlates with substitute fee Guaranteed revenue from wholesale electricity selling for RES producers by possibility of sale to seller default for an average price of preceding year (2011 192.32 PLN/MWh=46.7 EUR/MWh)
- Financial penalty for failure to meet the obligation: minimum 130% of substitute fee, maximum 15% of company revenues for previous year
- Certificates issued and mandatory quota for suppliers set also for biogas production (brown certificates) and cogeneration (yellow, red, purple certificates)

# OVERVIEW OF REGULATION OF DISTRIBUTION NETWORKS

	Czech Republic	Albania *	Bulgaria	Romania
2012 RAB (local currency)	76,746 m	23,6 bn	580 m	2,019 m
2012 RAB (€m)	2,975	171	296	467
WACC pre-tax	7.1% (nominal)	10% (nominal)	12% (nominal)	10% (real)
Regulatory period	2010-2014	2012	2008-2013	2008-2012

\* Based on data from request sent to regulator in December 2011, currently being verified by regulator

## CZECH REPUBLIC: OVERVIEW REGULATORY FRAMEWORK OF ELECTRICITY DISTRIBUTION

Regulatory Framework

- Regulated by ERU (Energy Regulatory Office, www.eru.cz)
- The regulatory formula for distribution
  - Revenue cap = Operating expenses + Depreciation + Regulatory return on RAB
  - RAB adjusted annually to reflect net investments
  - Regulatory rate of return (WACC nominal, pre-tax) 7.133% for 2012
  - Operating costs are indexed to CPI (30% weight) and market services price index (70% weight). They are also adjusted by efficiency factor of 1.0206%.

Regulatory period

- Regulatory period lasts 5 years
- 2<sup>nd</sup> regulatory period: January 1, 2005 December 31, 2009
- 3<sup>rd</sup> regulatory period: January1, 2010 December 31, 2014

Unbundling & Liberalization

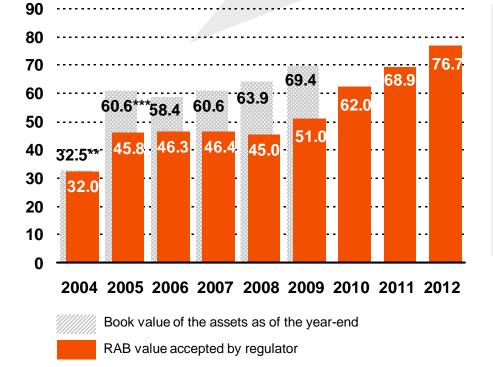
- Since January 1, 2006 all customers can choose their electricity supplier, market is 100% liberalized
- There is no regulation of end-user prices of electricity



# **CZECH REPUBLIC:** GRADUAL REVALUATION OF RAB IS INCORPORATED INTO THE REGULATORY FORMULA

## RAB\* development CZK bn

2005/2006 drop in asset value caused mainly by lower investment during transition period and one off write off of some old already depreciated assets that were formerly valued with 10% value for transfer.



- \* Adjusted to reflect assets transfer to support companies
- \*\*Historical value of assets contributed into CEZ Distribuce
- \*\*\*Revalued asset value to the last asset contribution date 01/2006

- Assets revaluation conducted as a part of an assets transfer within Vision 2008 on the basis of requirement stipulated by commercial law.
- Book value of the assets is higher than the RAB value used by the regulator.
- RAB will be gradually adjusted upwards in 2010-2014 and thus RAB discount to asset book value will decrease.
  - Formula:

 $RAB_t=RAB_{t-1}+Investments_t-k^*Depreciation_t,$ where  $k_t=(RABt_{-1})/(Book value_{t-1})$  i.e. k<1

# **BULGARIA:** OVERVIEW REGULATORY FRAMEWORK OF ELECTRICITY DISTRIBUTION

Regulatory Framework

- Regulated by SEWRC (State Energy and Water Regulatory Commission)
- The regulatory formula for distribution
  - Revenue cap = Costs + Regulatory return on RAB + Depreciation
  - Regulatory rate of return (WACC nominal, pre-tax) –12% for 2<sup>nd</sup> regulatory period
  - RAB set at € 296 m for 2012, it increased by 7.2% compared with 2011
  - CPI adjustment used for part of costs (OPEX)
  - Losses in 2<sup>nd</sup> regulatory period set by regulator 18.5%
  - Efficiency factor introduced in 2<sup>nd</sup> regulatory period
  - Investment plan approved by the regulator on yearly basis

Regulatory period

- 1<sup>st</sup> regulatory period October 1, 2005 June 31, 2008
- 2<sup>nd</sup> regulatory period July 1, 2008 June 31, 2013

Unbundling & Liberalization

- Successfully completed by December 31, 2006
- Since July 2007, all consumers have the right to become eligible but the effective market degree of liberalized market is negligible.

# 

# **ROMANIA:** OVERVIEW REGULATORY FRAMEWORK OF ELECTRICITY DISTRIBUTION

Regulatory Framework

- Regulated by ANRE (Autoritatea Nationala de Reglementare in domeniul Energiei)
- Price cap (tariff basket) methodology
- Revenue = Controllable OPEX + non-controllable OPEX + Depreciation + Purchase of losses + Regulatory return on RAB + Working capital
  - Efficiency factor of 1% applied only to controllable OPEX
  - Losses (technical + commercial) reduction program agreed with ANRE on voltage levels
  - S (minimum quality) from 2009 in formula, Penalty/premium maxim annual 2% from revenues
  - Possibility for annual corrections
  - Investment plan approved by ANRE before regulatory period starts
  - Regulatory return (WACC pre-tax real terms) equals 10% in second regulatory period
  - Working capital is regulated remuneration of 1/8 from total OPEX
- Distribution tariff growth capped in real terms at 12% in the second regulatory period

Regulatory periods

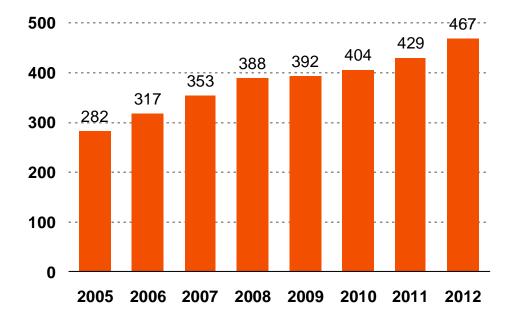
- Unbundling

### Liberalization

- 1<sup>st</sup> regulatory period Jan 1, 2005 Dec 31, 2007
- Completion of privatization was reason to re-open inputs into regulatory formula
- <sup>2<sup>nd</sup></sup> regulatory period Jan 1, 2008 Dec 31, 2012
- Legal deadline according to Electricity law July 1, 2007
- CEZ first company in Romania achieving legal unbundling on March 15, 2007
- New Electricity law (no.13/2007; harmonized with EU directives) called for full liberalization by July 2007
- Effective market degree approx. 55%; 60 active suppliers (end-user suppliers and traders)
- Prolongation of the tariff regulation after the full opening of the market for households and small commercials

## **ROMANIA:** SUPPLY REMAINS REGULATED

### **Regulated Asset Base** EUR mio\*



Note: Value for end 2012 is estimated

#### Supply remains regulated

- Still regulated tariffs for 45% of Romanian electricity consumption; mainly residential, commercial and small industrial consumers
- Draft Electricity law stipulates total liberalization for all industrial consumers by end 2013 and for residential ones by end of 2017
- Methodology for sales to captive customers the approach is 2.5% margin on top of electricity acquisition costs
- Since 2008, ANRE approves differentiated regional tariffs for industrial consumers;
- Recognized OPEX increased each year, reaching about 1 EUR/month/customer
- End-user tariffs for residential customers are still uniform at the national level

#### 2010 tariffs:

- Tariffs for captive residential consumers have been increased by 3.9% for all suppliers
- Tariffs for captive industrial consumers have been increased by 9.1% for CEZ; CEZ has the highest increase of regulated tariffs for regulated industrial consumers

### 2011 tariffs:

For 2011 regulated tariffs were kept at the same level as for 2010; new computations in the second semester.

### 2012 tarrifs:

estimated increase starting July 2012



## **ALBANIA: PRINCIPLES OF DISTRIBUTION REGULATION**

Regulatory Framework

- Regulated by ERE (Energy Regulatory Entity, www.ere.gov.al)
- The regulatory formula for distribution
  - Revenue cap = Operating expenses + Regulatory return on RAB
  - RAB reflects planned investments for the regulatory period: requested 23.6 bn LEK in 2012\*
  - Regulatory rate of return (WACC nominal, pre-tax) requested 9.98% for 2012\*
  - costs are indexed to CPI and adjusted by efficiency factor
  - efficiency factor is zero for all three regulatory periods

**Regulatory periods** 

- 1<sup>st</sup> regulatory period : January 1, 2010 December 31, 2010
- 2<sup>nd</sup> regulatory period: January 1, 2011 December 31, 2011
- 3<sup>rd</sup> regulatory period: January 1, 2012 December 31, 2014
- following regulatory periods will last from 3 to 5 years

Unbundling & Liberalization

- Transmission unbundled in 2006
- Generation unbundled in 2008

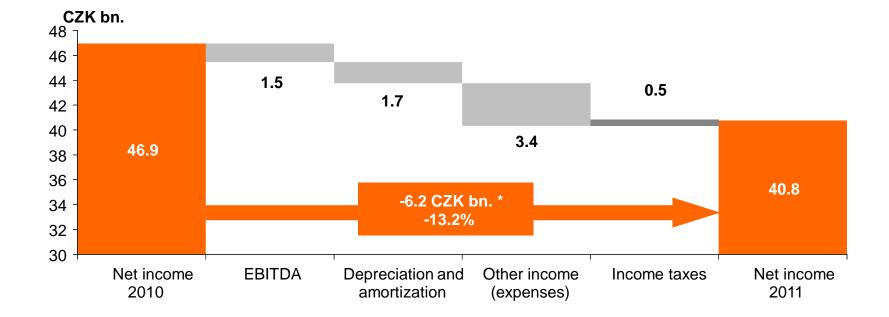


## 2011 FINANCIAL RESULTS OF CEZ GROUP

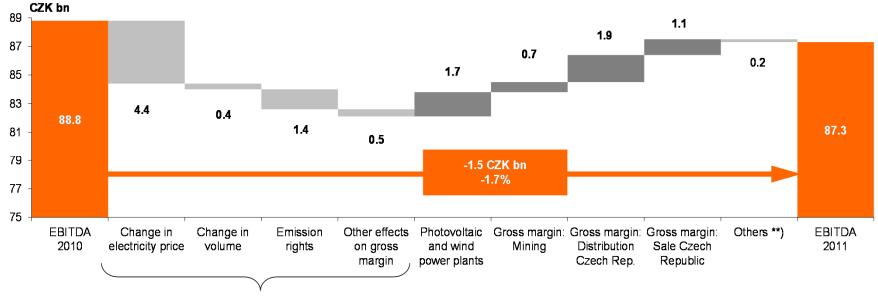
(CZK bn.)	2010*)	2011	Change	%
Revenues	198.8	209.8	+11.0	+6%
EBITDA	88.8	87.3	-1.5	-2%
Net income	46.9	40.8	-6.2	-13%
Operating CF	77.2	61.8	-15.4	-20%
CAPEX	61.7	51.1	-10.6	-17%
Net debt	134.5	159.4	+24.9	+19%

		2010	2011	Change	%
Installed capacity	GW	15.0	15.1	+0.1	+1%
Generation of electricity	TWh	68.4	69.2	+0.8	+1%
Electricity distribution to end customers	TWh	53.2	53.6	+0.4	+1%
Sales to end customers	TWh	44.6	42.8	-1.8	-4%
Sales of heat	th. TJ	16.9	15.2	-1.7	-10%
Number of employees	000´s	32.6	31.4	-1.2	-4%





# KEY DRIVERS OF Y-O-Y CHANGE IN EBITDA



Gross margin: Power Production & Trading \*)

### Gross margin: Power Production & Trading (CZK -6.7 bn.)

reduction in the hedging CZK/EUR exchange rate and falling electricity prices (CZK -4.4 bn.)

decreased volume of power production and trading (CZK -0.4 bn.)
 falling profits from emission rights (CZK -1.4 bn.)

#### Photovoltaic and wind power plants (CZK +1.7 bn.)

y-o-y increase of production by 0.5 TWh

#### Gross margin: Mining (CZK +0.7 bn.)

■increased sales of coal - higher demand from ČEZ, a.s. (CZK +0.4 bn.) and external customers (CZK +0.3 bn.)

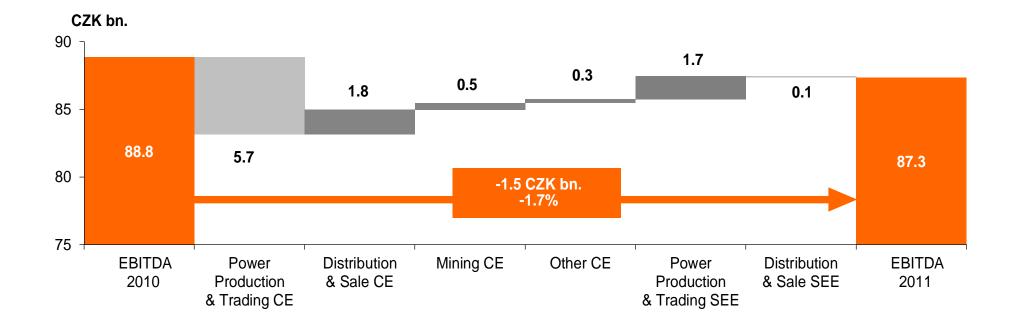
### Gross margin: Distribution Czech Rep. (CZK +1.9 bn.)

y-o-y increase of revenues allowed by the regulator (CZK +1.6 bn.)

### Gross margin: Sale Czech Rep. (CZK +1.1 bn.)

 higher gross margin from electricity sales in the Czech Rep. due to lower purchase costs







## **OTHER INCOME (EXPENSES)**

(CZK bn.)	2010	2011	Change	%
EBITDA	88.8	87.3	-1.5	-2%
Depreciation and amortization	-24.1	-25.8	-1.7	-7%
Other income (expenses)	-6.1	-9.5	-3.4	-56%
Interest balance	-3.4	-5.1	-1.7	-50%
Foreign exchange rate gains (losses) and financial derivates	-1.3	1.6	+2.9	-
Gain (Loss) from associates and joint-ventures	0.1	-3.7	-3.8	-
Other	-1.5	-2.3	-0.8	-52%
Income taxes	-11.7	-11.2	+0.5	+4%
Net income	46.9	40.8	-6.1	-13%

#### Depreciation and amortization (CZK -1.7 bn.)

Increased depreciation caused by higher investments into fixed assets - renewables in Romania (Fântânele) and in the Czech Rep.; furthermore, into production equipment and distribution networks, plant and machinery, and IT

#### Interest balance (CZK -1.7 bn.)

• rise of interest expense due to higher volume of debt, caused by the investments implemented

#### Exchange rate gains/losses and financial derivatives (CZK +2.9 bn.)

exchange rate gains and financial derivatives (CZK +2.5 bn.), higher gain from the revaluation of MOL share option (CZK +0.4 bn.),

#### Gain/loss from associates and joint-ventures (CZK -3.8 bn.)

impact of accounting treatment of the JTSD/MIBRAG transaction in 2011 (CZK -3.0 bn.), y-o-y deterioration of performance of the Turkish companies (CZK -0.8 bn.) mainly due to exchange rate losses caused by revaluation of USD denominated debt

### Other (CZK -0.8 bn.)

impact of newly introduced gift tax on emission rights (CZK -3.6 bn.), y-o-y fall in goodwill impairment (CZK +2.5 bn.) caused by impairment of goodwill in Bulgaria in 2010, received dividends (CZK +0.4 bn.)

#### Income taxes (CZK +0.5 bn.)

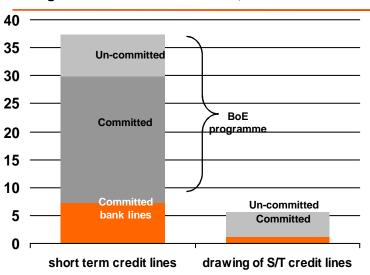
Iower income tax due to lower profit before tax

# CEZ GROUP MAINTAINS STRONG LIQUIDITY

- y-o-y increase of net debt/ EBITDA ratio from 1.51 to 1.83
- almost 40% of committed credit lines prolonged to 3 years
- in Jan 2012, a buy-back of bonds worth approx. € 350 million (with maturity in years 2012 and 2013) was implemented
- the average maturity of CEZ Group financial debt exceeds 7 years

# Summary of CEZ Group financing from the capital markets in 2011

Financial volume	Creditor, type of issue	Maturity
€500 million	public bond placement	5 years
CZK 9 bn.	private bond placement	10 and 12 years
€280 million	loans from EIB, EBRD, IFC	10 and 12 years
€255 million	bilateral loan agreements	3 years



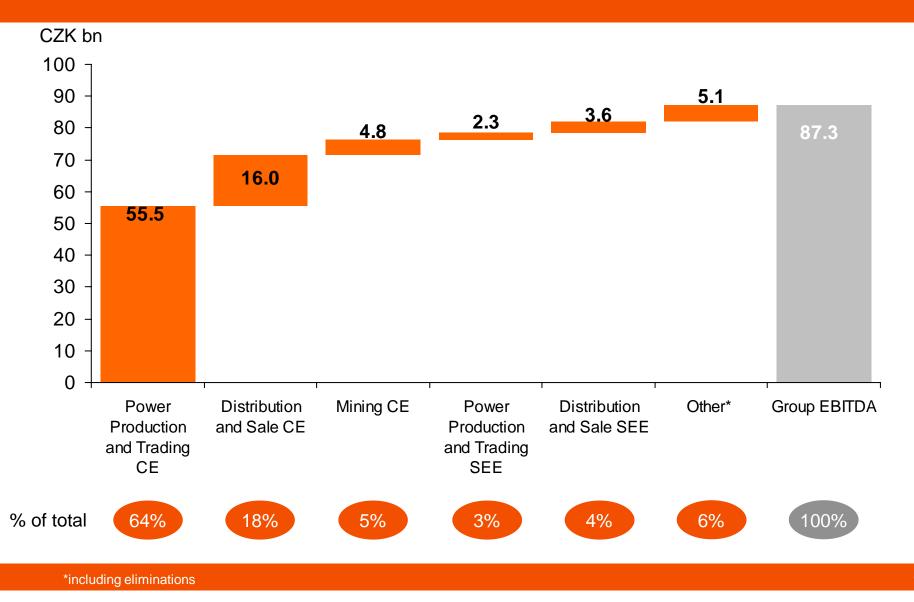
#### Drawing of short-term credit lines (as of Dec 31, 2011, CZK bn.)

Bond maturity profile (as of Dec 31, 2011, CZK bn.)





## SEGMENTAL CONTRIBUTIONS TO EBITDA IN 2011





# SELECTED HISTORICAL FINANCIALS OF CEZ GROUP CZK

Profit and loss	CZK bn	2006	2007	2008	2009	2010	2011
Revenues		<u>149.1</u>	<u>174.6</u>	<u>184.0</u>	<u>196.4</u>	<u>198.8</u>	<u>209.8</u>
Sales of electricity		148.3	162.7	165.3	173.5	175.3	181.8
Heat sales and other revenues		11.3	11.8	14.5	16.0	23.6	28.0
Operating Expenses		<u>84.8</u>	<u>99.2</u>	<u>95.3</u>	<u>105.3</u>	<u>110.0</u>	<u>122.4</u>
Purchased power and related services		43.0	46.3	41.7	48.2	54.4	65.9
Fuel		11.6	16.9	16.2	15.8	16.9	17.7
Salaries and wages		15.1	16.9	17.0	18.1	18.7	18.1
Other		15.1	19.1	20.5	23.2	19.7	20.7
<u>EBITDA</u>		<u>64.3</u>	<u>75.3</u>	<u>88.7</u>	<u>91.1</u>	<u>88.8</u>	<u>87.3</u>
EBITDA margin		43%	43%	48%	46%	45%	42%
Depreciaiton		24.3	22.1	22.0	22.9	24.0	25.8
<u>EBIT</u>		<u>40.0</u>	<u>53.2</u>	<u>66.7</u>	<u>68.2</u>	<u>64.8</u>	<u>61.5</u>
EBIT margin		27%	30%	36%	35%	33%	29%
Net Income		<u>27.7</u>	<u>41.6</u>	<u>47.4</u>	<u>51.9</u>	<u>46.9</u>	<u>40.8</u>
Balance sheet	CZK bn	2006	2007	2008	2009	2010	2011
Non current assets		302.0	313.1	346.2	415.0	448.3	467.6
Current assets		66.7	57.9	126.9	115.3	96.1	130.5
- out of that cash and cash equivaler	nts	30.9	12.4	17.3	26.7	22.2	22.1
Total Assets		<u>368.7</u>	<u>370.9</u>	<u>473.2</u>	<u>530.3</u>	<u>544.4</u>	<u>598.1</u>
Shareholders equity (excl. minority. in	t.)	194.9	171.4	173.3	200.4	221.4	226.7
Interest bearing debt		48.4	73.3	106.4	156.8	164.4	189.4
Other liabilities		125.3	126.3	193.5	173.1	158.5	181.9
Total liabilities		<u>368.7</u>	<u>370.9</u>	<u>473.2</u>	<u>530.3</u>	<u>544.4</u>	<u>598.1</u>



# SELECTED HISTORICAL FINANCIALS OF CEZ GROUP EUR

Profit and loss	EUR m	2006	2007	2008	2009	2010	2011
Revenues		<u>6,065</u>	<u>7,099</u>	<u>7,481</u>	<u>7,987</u>	<u>8,087</u>	<u>8,531</u>
Sales of electricity Heat sales and other revenues		6,031 459	6,618 481	6,723 592	7,056 651	7,128 959	7,393 1,137
Operating Expenses		<u>3,450</u>	<u>4,036</u>	<u>3,874</u>	<u>4,283</u>	<u>4,474</u>	<u>4,980</u>
Purchased power and related services Fuel Salaries and wages Other		1,749 473 613 614	1,884 687 687 777	1,695 658 690 832	1,960 643 736 944	2,210 689 761 803	2,679 722 736 843
EBITDA EBITDA margin		<u>2,615</u> 43%	<u>3,063</u> 43%	<u>3,607</u> 48%	<u>3,704</u> 46%	<u>3,613</u> 45%	<u>3,551</u> 42%
Depreciaiton		987	900	897	931	977	1,048
EBIT EBIT margin		<u>1,628</u> 27%	<u>2,164</u> 30%	<u>2,711</u> 36%	<u>2,773</u> 35%	<u>2,635</u> 33%	<u>2,503</u> 29%
Net Income		<u>1,126</u>	<u>1,692</u>	<u>1,926</u>	<u>2,109</u>	<u>1,909</u>	<u>1,658</u>
Balance sheet	EUR m	2006	2007	2008	2009	2010	2011
Non current assets Current assets - out of that cash and cash equivalents		12,281 2,711 1,258	12,733 2,353 505	14,081 5,162 704	16,876 4,689 1,087	18,231 3,908 901	19,016 5,308 897
Total Assets		<u>14,993</u>	<u>15,086</u>	<u>19,243</u>	<u>21,565</u>	<u>22,139</u>	<u>24,324</u>
Shareholders equity (excl. minority. int.) Interest bearing debt Other liabilities		7,926 1,970 5,096	6,969 2,980 5,137	7,046 4,327 7,870	8,148 6,377 7,039	9,005 6,688 6,446	9,220 7,705 7,399
Total liabilities		<u>14,993</u>	<u>15,086</u>	<u>19,243</u>	<u>21,565</u>	<u>22,139</u>	<u>24,324</u>

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