



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

Investment story, May 2015

# 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.

In preparation of this document we used certain publicly available data. While the sources we used are generally regarded as reliable we did not verify their content. CEZ does not accept any responsibility for using any such information.

# AGENDA



---

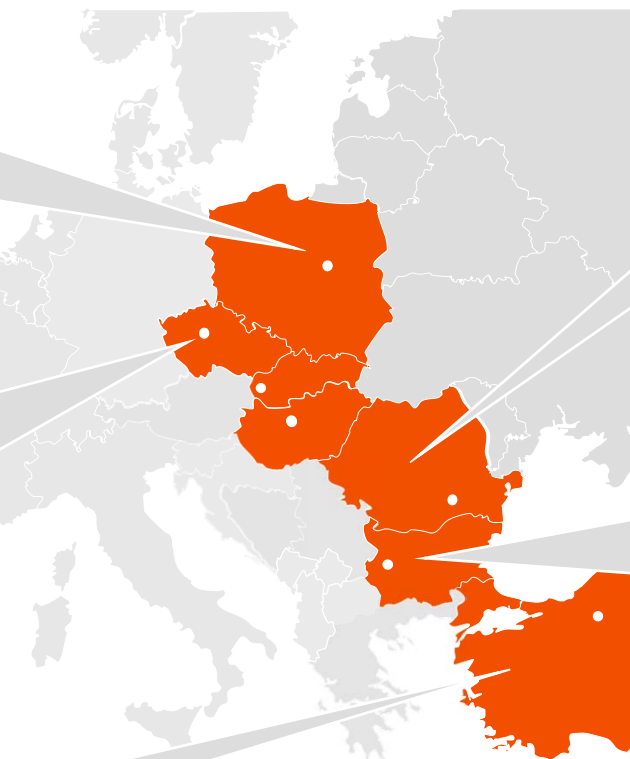
▪ Introduction	2
▪ Wholesale prices development	7
▪ Group's strategy	16
▪ Financial performance	24
▪ Backup	30
▪ Recent developments	31
▪ Position in the Czech electricity market	32
▪ Regional power prices	33
▪ Investments into power plants	35
▪ Regulation of distribution	37
▪ Support of renewables	41
▪ Latest financial results	44

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



<b>CEZ Group in Poland</b> (100% stake in Skawina, 100% in Elcho)	
Installed capacity (MW)	681
Electricity generation, gross (TWh)	2.6
<b>Generation market share</b>	<b>1.8%</b>
Number of employees	396
Sales (EUR million)	156
<b>CEZ Group in the Czech Republic</b>	
Installed capacity (MW)	13,470
Electricity generation, gross (TWh)	58.3
<b>Generation market share</b>	<b>68%</b>
Sales of electricity to end customers (TWh)	19.5
<b>Sales market share</b>	<b>37%</b>
Number of employees	20,503
Sales (EUR million)	5,547
<b>CEZ Group in Turkey</b> (50% stake in SEDAS through AkCez, 37.36% stake in Akenerji)	
Installed capacity (MW)	1,289
Electricity generation, gross (TWh)	2.7
<b>Generation market share</b>	<b>1.1%*</b>
Sales of electricity to end customers (TWh)	8.0
<b>Sales market share</b>	<b>6.5%*</b>

■ Energy Assets



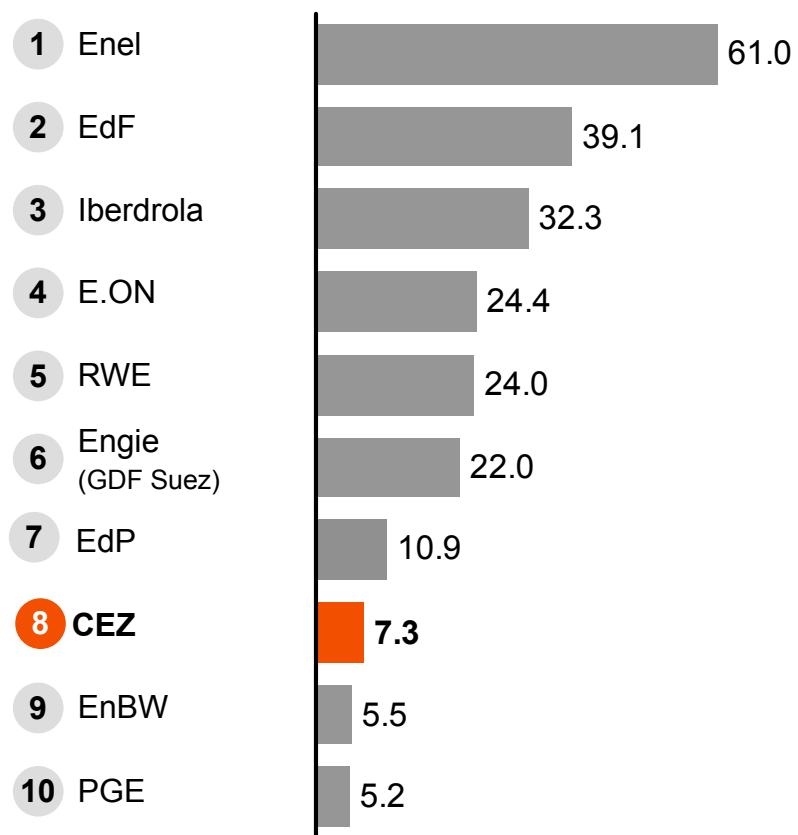
<b>CEZ Group in Romania</b> (100% stakes in CEZ Distributie, CEZ Vanzare, Tomis Team, Ovidiu Development, TMK Hydroenergy Power)	
Installed capacity (MW)	622
Electricity generation, gross (TWh)	1.3
<b>Generation market share</b>	<b>2.1%</b>
Sales of electricity to end customers (TWh)	3.2
<b>Sales market share</b>	<b>15%*</b>
Number of employees	1,792
Sales (EUR million)	429
<b>CEZ Group in Bulgaria</b> (67% stake in CEZ Razpredelenie Bulgaria, CEZ Electro Bulgaria, 100% in TPP Varna, 100% in Free Energy Project Oreshets )	
Installed capacity (MW)	1,265
Electricity generation, gross (TWh)	0.9
<b>Generation market share</b>	<b>2.3%</b>
Sales of electricity to end customers (TWh)	9.1
<b>Sales market share</b>	<b>42%*</b>
Number of employees	3,530
Sales (EUR million)	882

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



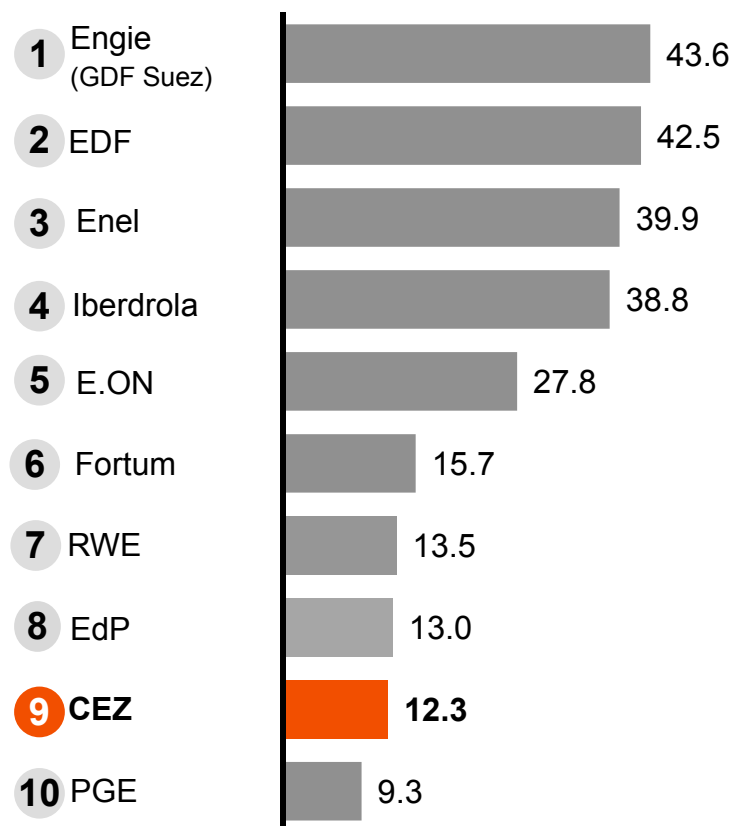
## Top 10 European power utilities

Number of customers in 2013, in millions



## Top 10 European power utilities

Market capitalization in EUR bn, as of May 14, 2015

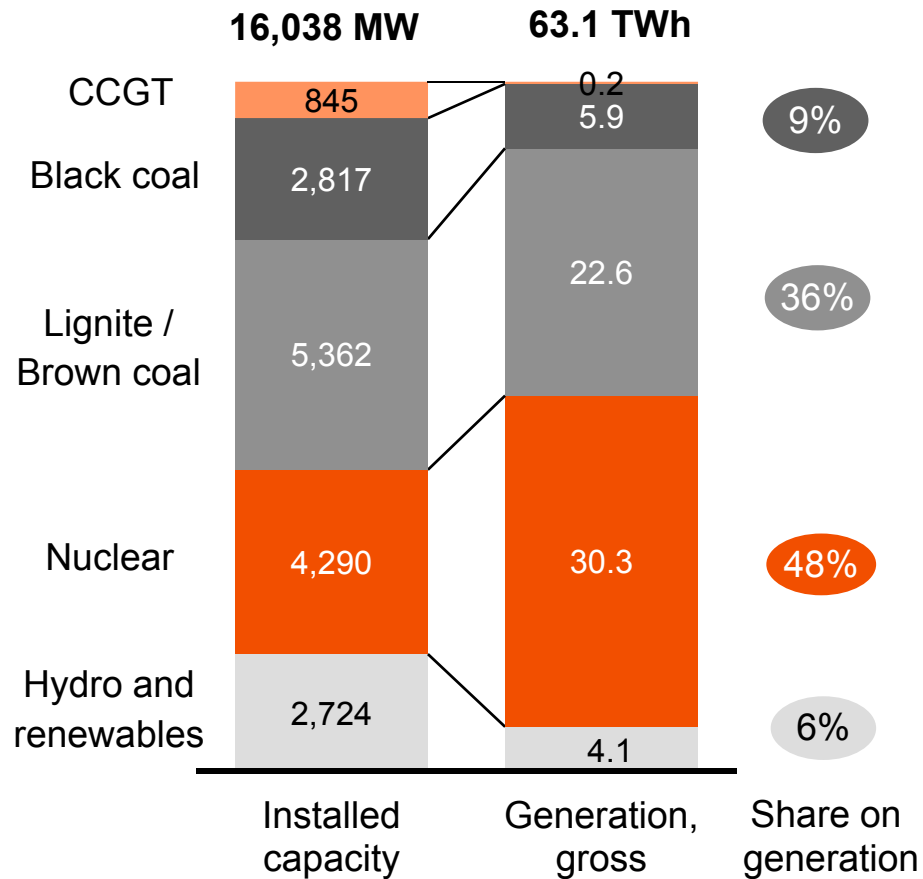


Source: Bloomberg, Annual reports, companies' websites and presentations

# CEZ GROUP IS BENEFITING FROM LOW COST GENERATION FLEET



## Installed capacity and generation (2014)

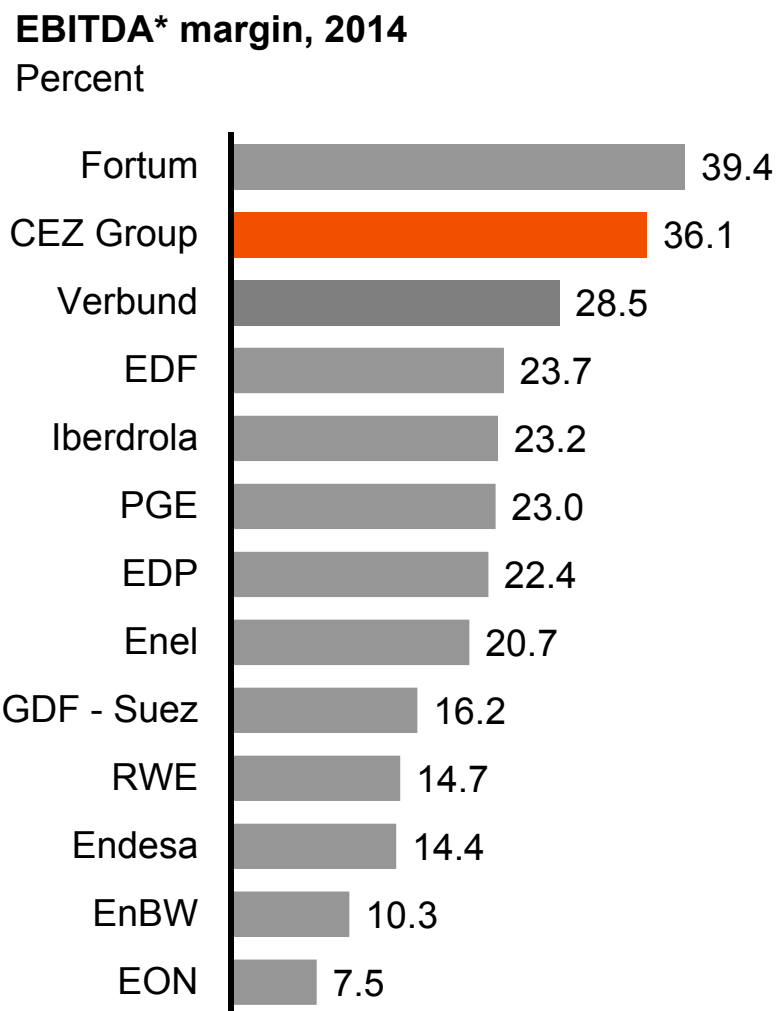


- **Coal power plants are using mostly lignite from CEZ's own mine** (71% of lignite needs sourced internally, remaining volume through long term supply contracts)
- **Nuclear plants have very low operational costs**



**CEZ has a long-term competitive advantage of low and relatively stable generation costs**

# CEZ GROUP IS ONE OF THE MOST PROFITABLE EUROPEAN UTILITIES



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

# AGENDA



---

▪ Introduction	2
▪ Wholesale prices development	7
▪ Group's strategy	16
▪ Financial performance	24
▪ Backup	30
▪ Recent developments	31
▪ Position in the Czech electricity market	32
▪ Regional power prices	33
▪ Investments into power plants	35
▪ Regulation of distribution	37
▪ Support of renewables	41
▪ Latest financial results	44

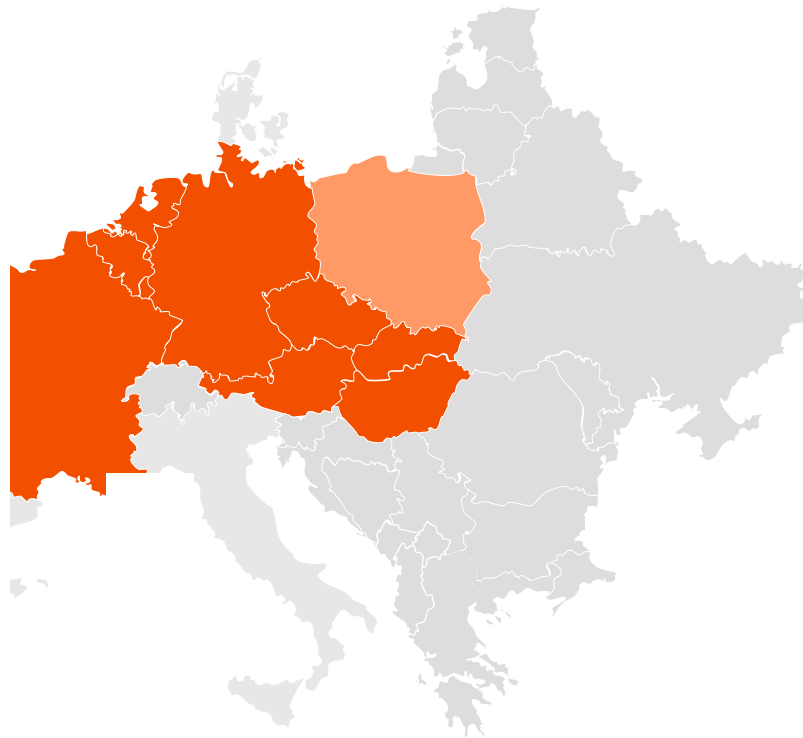


# CZECH MARKET IS AN INTEGRAL PART OF WIDER EUROPEAN ELECTRICITY MARKET

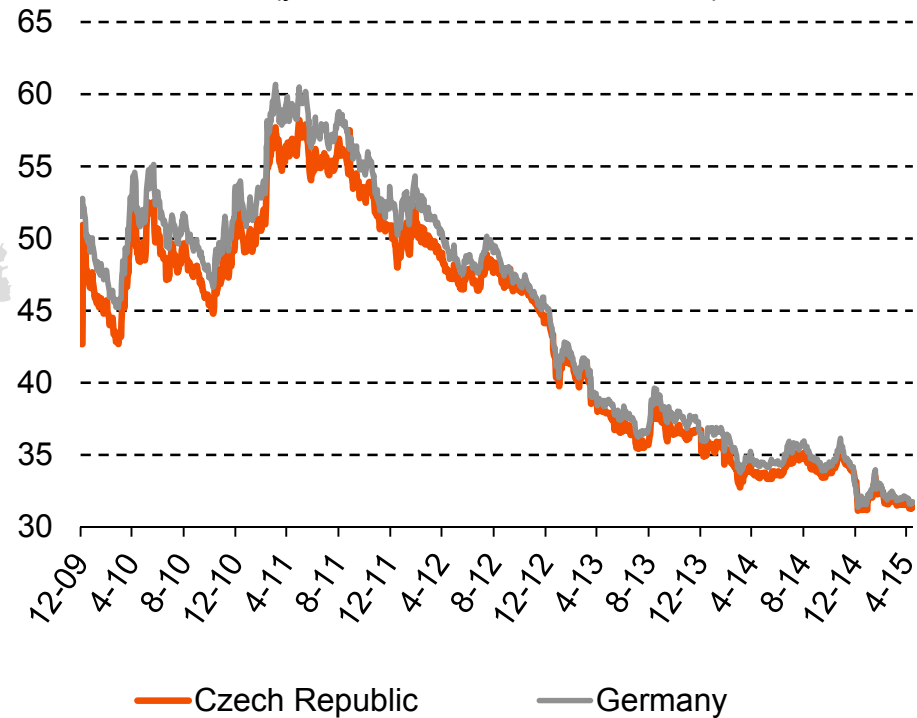


- Czech power prices are fully liberalized and are driven by the same fundamentals as German market
- There are no administrative interventions from the side of the government

European electricity market



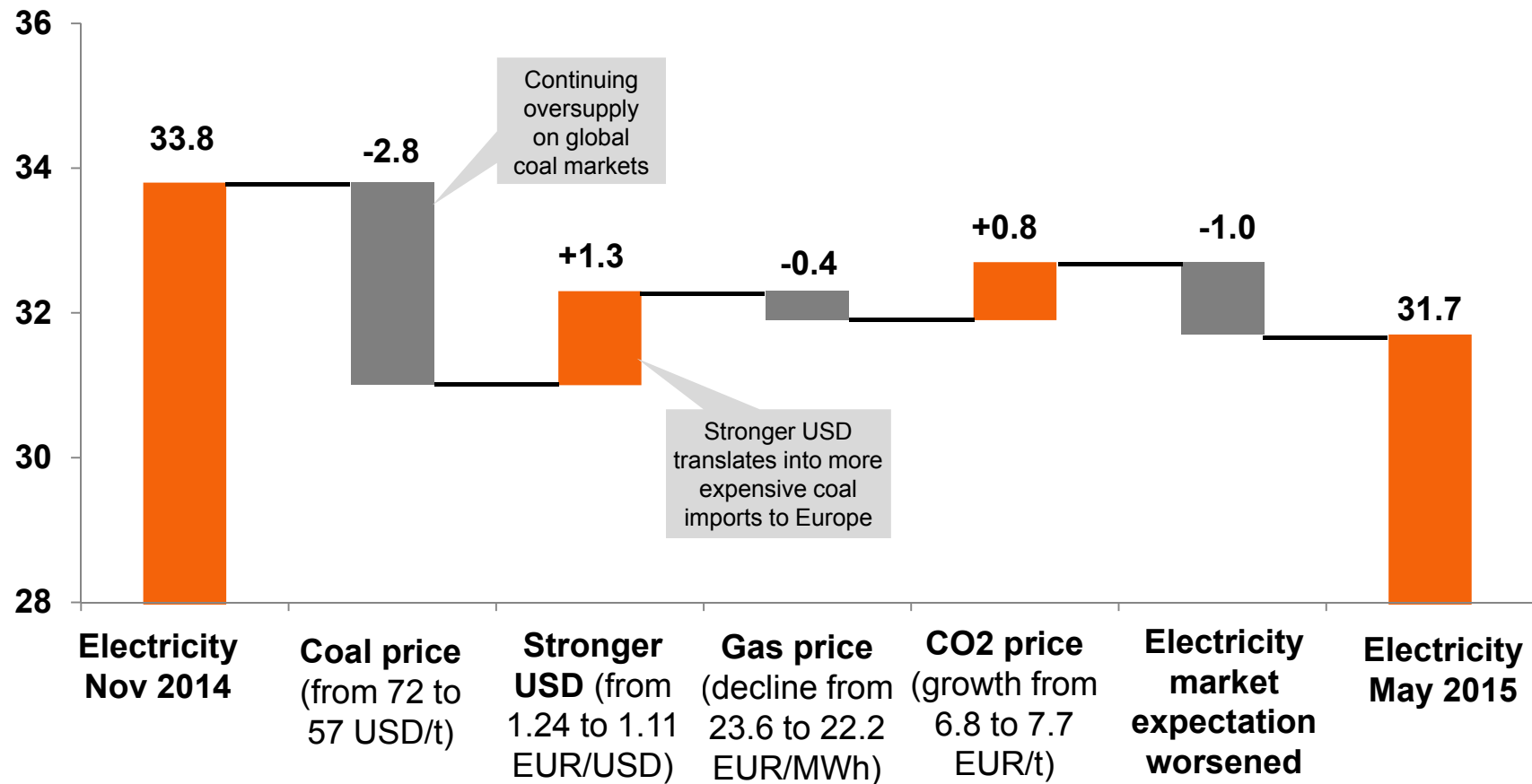
Price of electricity  
(year-ahead baseload, €/MWh)



# THE ELECTRICITY PRICES HAVE DECLINED SLIGHTLY IN THE LAST SIX MONTHS



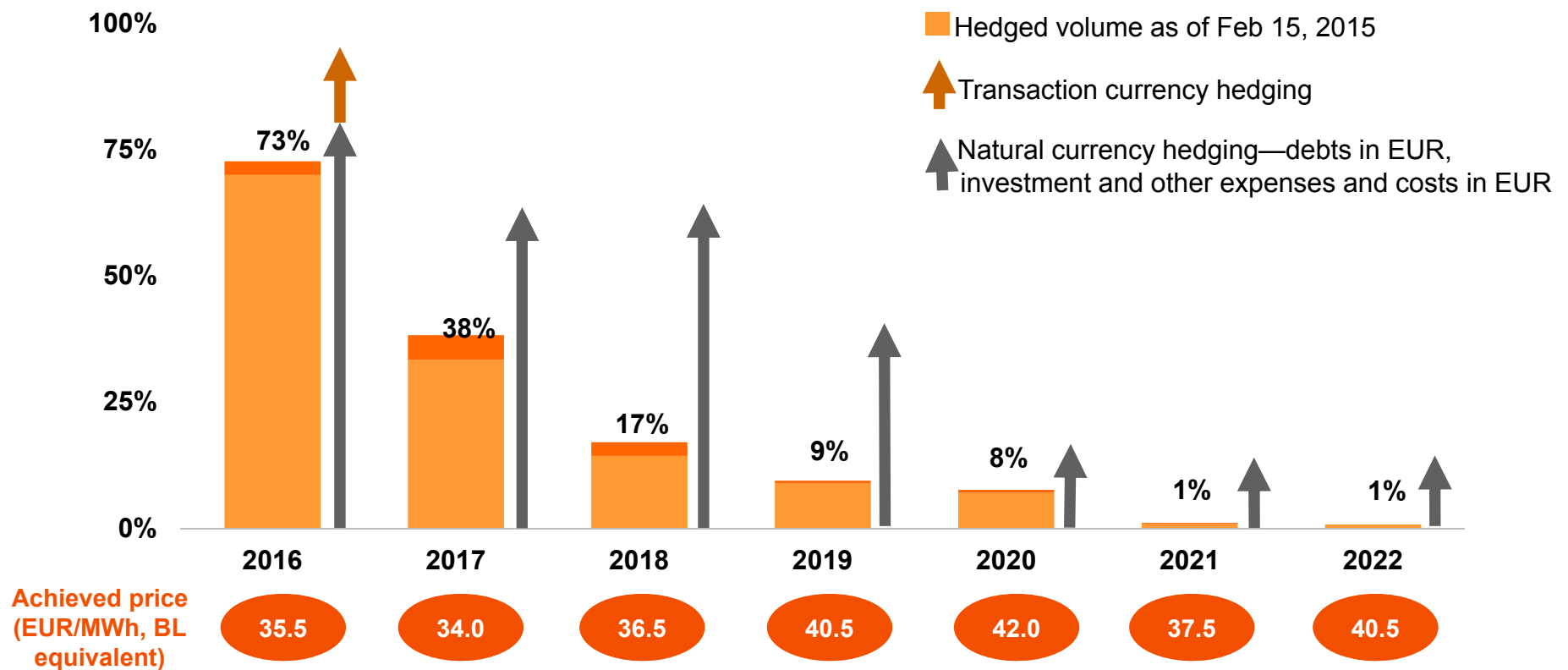
**Electricity price change decomposition Cal16 (11/2014-5/2015)**  
EEX, EUR/MWh



# ČEZ CONTINUES HEDGING ITS REVENUES FROM ELECTRICITY GENERATION IN THE MEDIUM TERM IN LINE WITH STANDARD POLICY



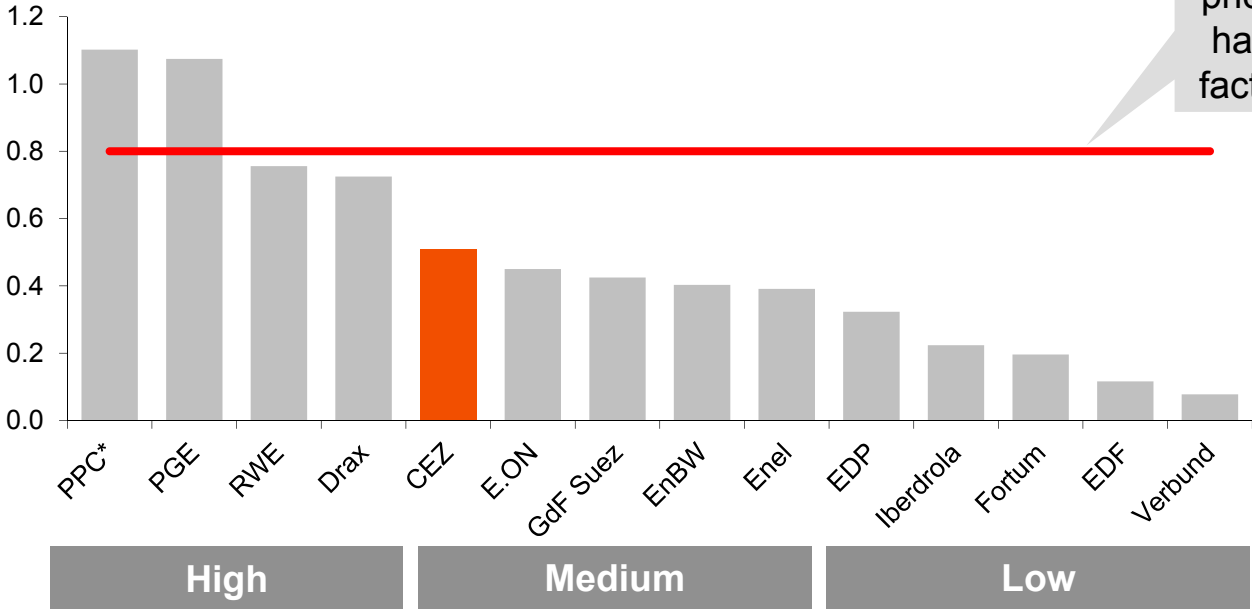
Share of hedged production from ČEZ\* facilities as of Feb 15, 2015 (100% corresponds to 56–58 TWh)



# CEZ GROUP'S CO<sub>2</sub> INTENSITY IS BELOW EUROPEAN PRICE SETTING PLANT



**Carbon intensity of selected European utilities (2014, t/MWh)**



Marginal European price setting plants have an emission factor of 0.8 t/MWh

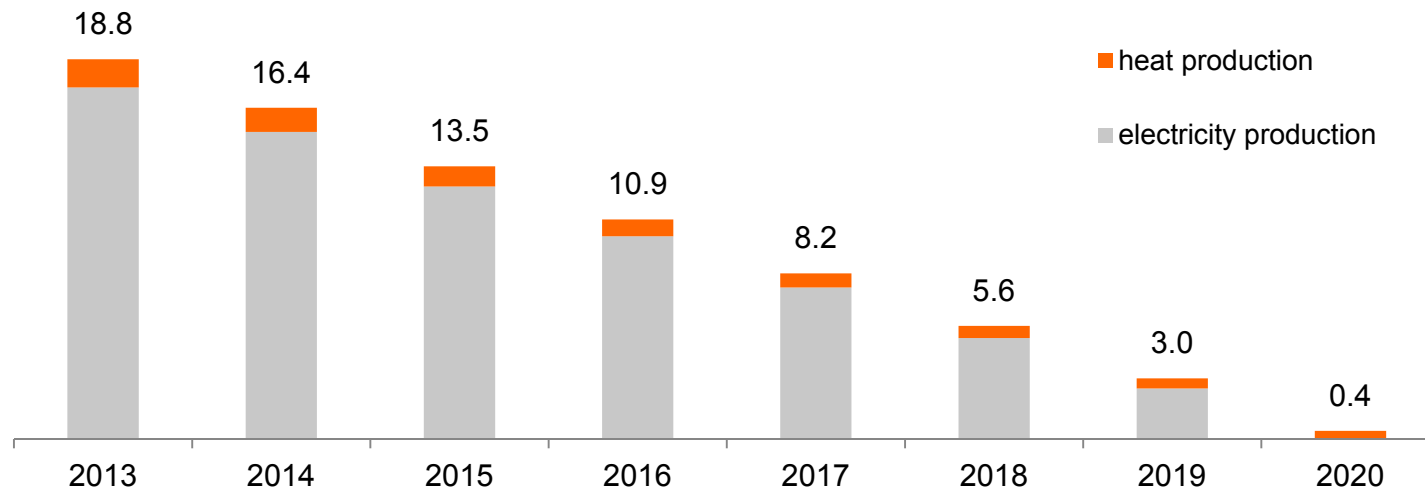
**Increase in CO<sub>2</sub> price has a positive impact on CEZ profitability**

# CEZ GROUP CONTINUES TO RECEIVE PART OF EMISSION ALLOWANCES FOR FREE



- In December 2012 European Commission approved application of the Czech Republic for derogation of emission allowances for electricity production in 2013-2019.
- CEZ Group can get up to **70.2 million** emission allowances for electricity production in the Czech Republic in 2013–2019\* in exchange for investments reducing greenhouse gas emissions.
- 18.8 million emission allowances for 2013 were credited on CEZ’s account in Feb 14, 2014.

Expected allocation of allowances for CEZ Group in the Czech Republic (millions)



Allocation as a % of emissions of 2014

68%\*\*    66%    55%    44%    33%    23%    12%    2%

# INCREASED CHANCE OF RESTORING EU ETS FUNCTIONALITY—MSR APPROVED TO LAUNCH IN 2019



**Negotiations of the European Parliament, Council of the European Union, and the European Commission (“Triologue”) brought an important agreement on the basic parameters of the market stability reserve (MSR) on May 5:**

- MSR will be launched two years earlier, i.e. on January 1, 2019
- 900 million backloaded emission allowances will be transferred directly to the reserve
- Unutilized emission allowances for new sources (approx. 500–700 million EUA\*) will be transferred directly to the reserve
- In the context of solidarity among member states, the mechanism for transferring allowances to the reserve will be adjusted to provide more proceeds from auctions to states with GDP per capita under 60% of the EU average
- Up to 50 million allowances will be set aside and transferred into the fund for the support and promotion of industrial innovation

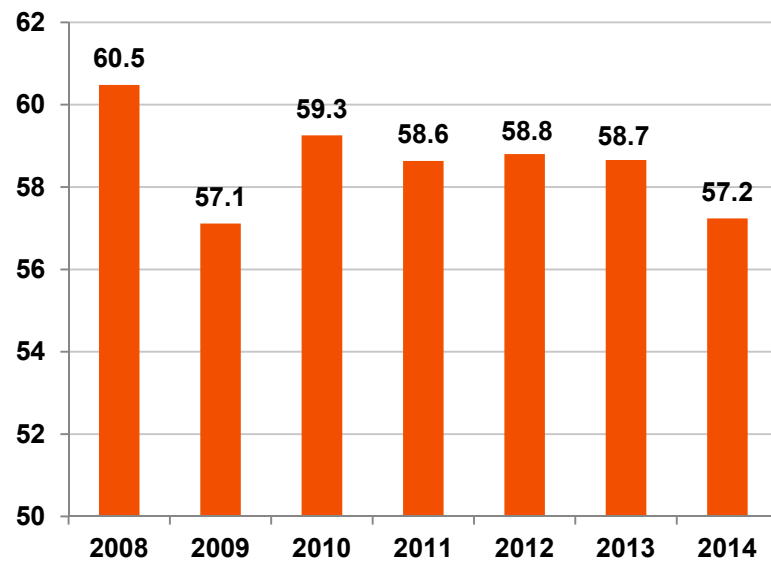
**The agreement reduces the expected surplus of allowances, which will lead to:**

- Achieving supply/demand balance, which is an essential prerequisite for restoring the functionality of the whole EU ETS
- Increasing allowance price, and thus providing a renewed stimulus to investments in low-carbon technologies

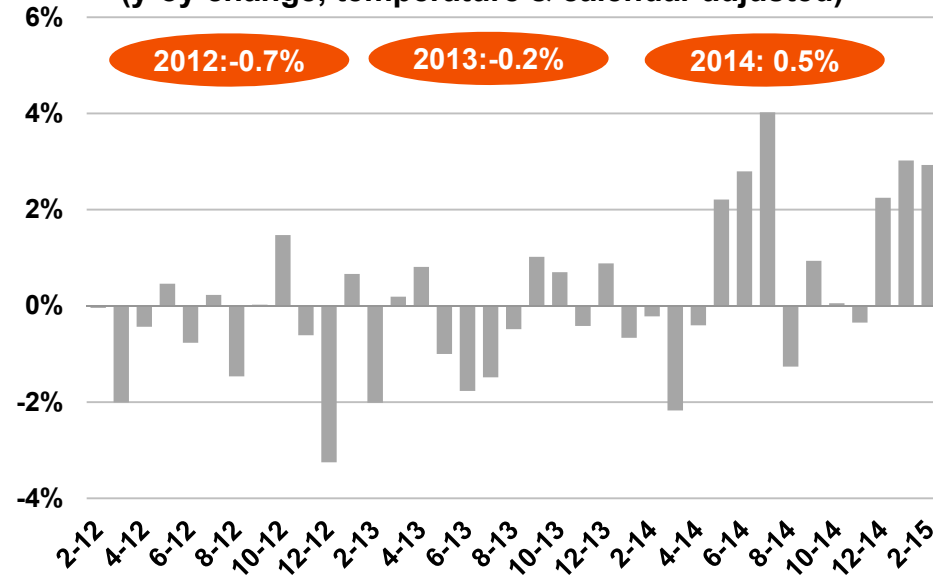
# IN 2014 ELECTRICITY CONSUMPTION IN THE CZECH REPUBLIC DECLINED DUE TO AN EXCEPTIONALLY WARM WINTER



Electricity demand in the Czech Republic (TWh)



Monthly development in Czech electricity (y-o-y change, temperature & calendar adjusted)\*



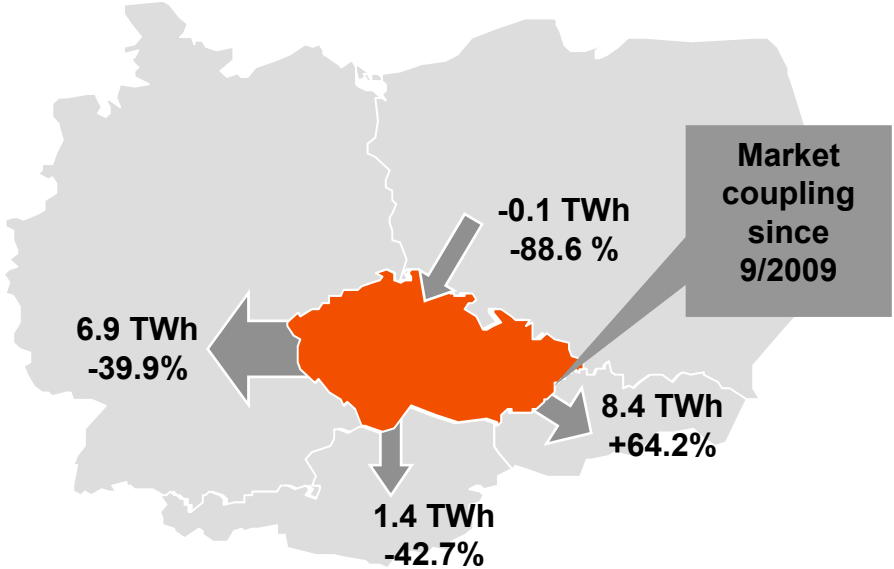
- In recent years electricity consumption was stagnant for several years and in 2014 it was still 5% below its 2008 peak.
- In 2014 temperature & calendar adjusted electricity consumption increased by 0.5% y-o-y\*
- Unadjusted consumption of individual segments in 2014:
  - -0.02 % large industrial companies
  - -4.0 % households
  - -5.7% small businesses

# CZECH REPUBLIC REMAINS NET EXPORTER OF ELECTRICITY



## Balance of cross border trades of the Czech Republic in 2014

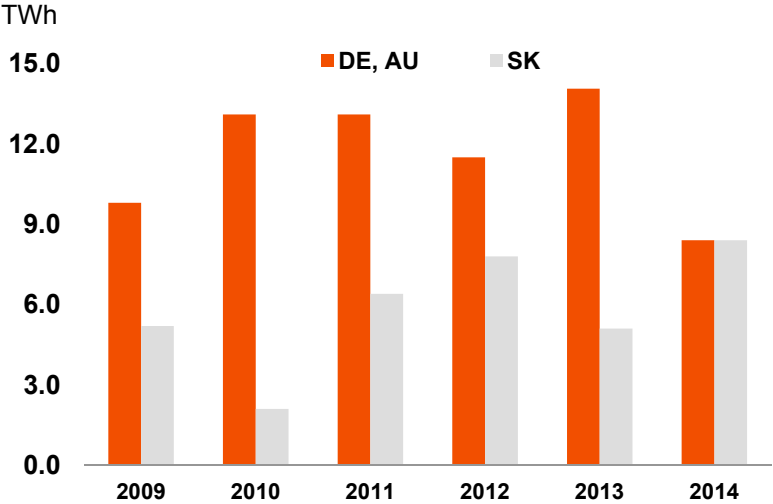
(Net exports in TWh, y-o-y changes in %)



**Total net exports: 16.6 TWh, -7.0%**

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

## Development of balance of cross border trades



TWh	2010	2011	2012	2013	2014
DE, AU	13.1	13.1	11.5	14.1	8.4
SK	2.1	6.4	7.8	5.1	8.4
PL	-0.5	-2.1	-1.5	-1.3	-0.1
	<b>14.8</b>	<b>17.5</b>	<b>17.8</b>	<b>17.9</b>	<b>16.7</b>



# AGENDA



---

▪ Introduction	2
▪ Wholesale prices development	7
▪ Group's strategy	16
▪ Financial performance	24
▪ Backup	30
▪ Recent developments	31
▪ Position in the Czech electricity market	32
▪ Regional power prices	33
▪ Investments into power plants	35
▪ Regulation of distribution	37
▪ Support of renewables	41
▪ Latest financial results	44

# KEY TARGETS IN 2015

## REFLECTING OUR UPDATED STRATEGY



**I** Be among the best in the operation of conventional power facilities and proactively respond to the challenges of the 21st century

- Obtain an operating license for Unit 1 of the Dukovany Nuclear Power Plant for after 2015
- Commission the most advanced power plant in the region—Ledvice supercritical unit (660 MW)
- Achieve ambitious goals for savings and growth measures amounting to CZK 6.4 bn

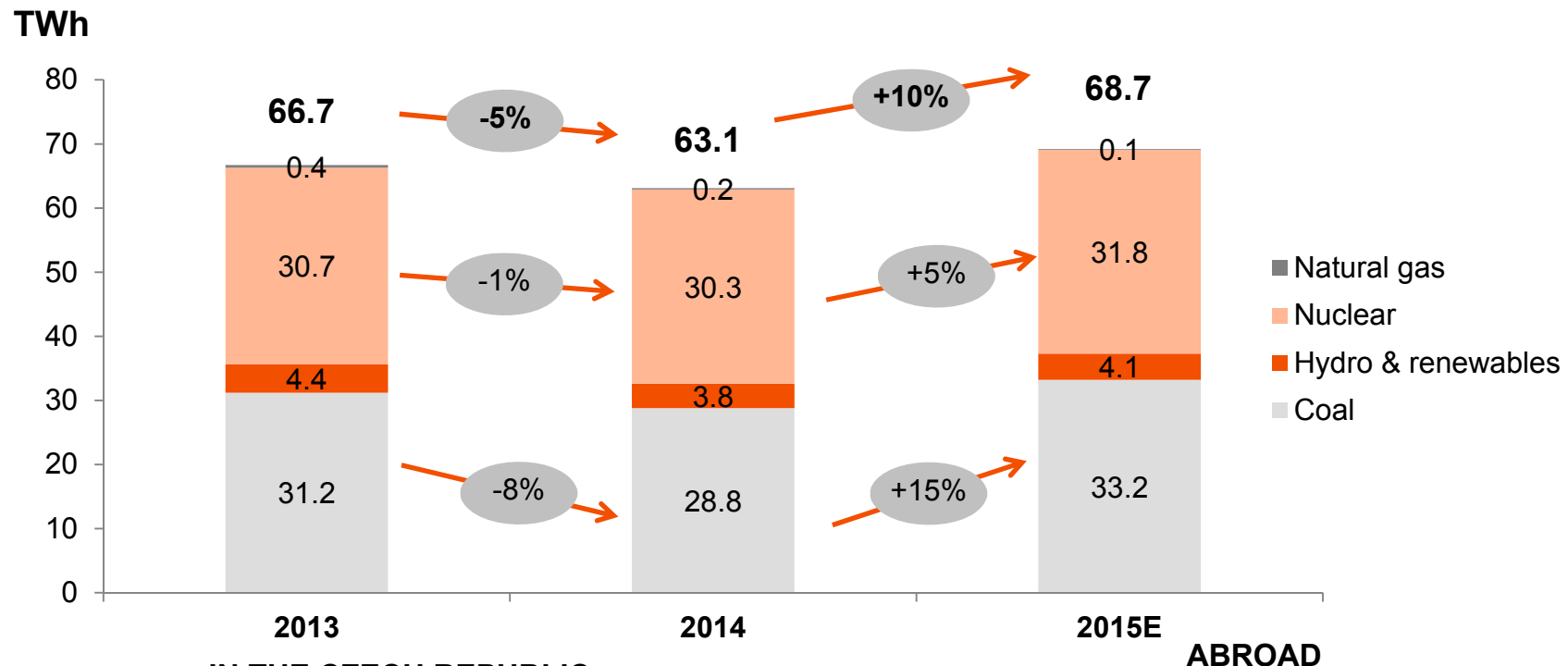
**II** Offer customers a wide range of products and services addressing their energy needs

- ČEZ ESCO—prepare a comprehensive offer for corporate customers to cover their energy needs
- Offer new services for end customers
- Stabilize the number of electricity customers and increase the number of gas customers

**III** Strengthen and consolidate our position in Central Europe

- Reduce financial exposure abroad by at least CZK 7 bn and optimize the ownership structure of assets abroad
- Develop and increase the value of the Ecowind portfolio of wind farm projects in Poland
- Take advantage of the acquisition potential of attractive assets in the target region

# IN 2015 WE EXPECT 9% VOLUME GROWTH PRIMARILY THANKS TO COMPLETION OF LIGNITE UPGRADES



**Renewable sources (+20%)**

+ Average climatic conditions expected, as opposed to the extremes in 2014

**Nuclear power plants (+5%)**

+ Shorter outages at both nuclear power plants and increased capacity of Temelín NPP

**Coal-fired power plants (+18%)**

- + Operation of Ledvice 4 Power Plant (new facility)
- Decommissioning of another unit at Ledvice 2 Power Plant
- + Operation of 3 units of Prunéřov 2 Power Plant (after comprehensive renewal)

**Bulgaria—Varna coal-fired power plant**

- Power plant shut down on Dec 31, 2014

**Romania RES (+9%)**

- + Higher wind farm production as a result of expected standard weather conditions as opposed to worse-than-average 2014
- Production of Reșița hydro plant slightly below 2014 figures

**Poland (+12%)**

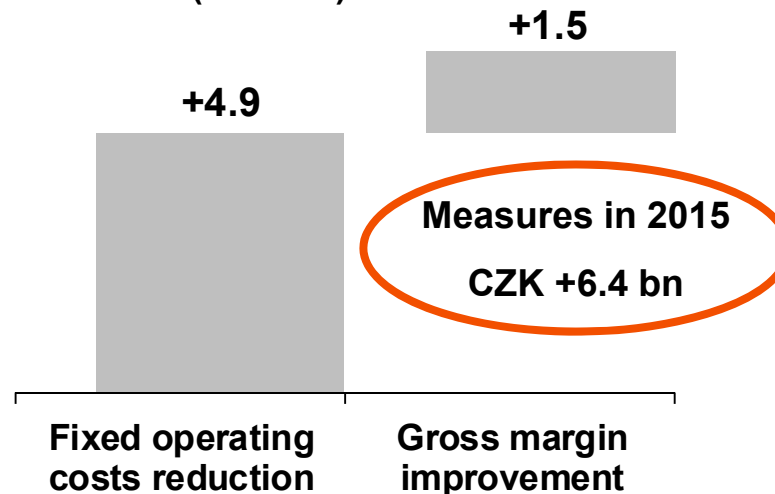
- + Higher production at ELCHO Power Plant, increased production at Skawina Power Plant thanks to higher utilization of upgraded turbines

## WE FULFILLED OUR COST-CUTTING AMBITION FOR 2015



- By active measures across the whole CEZ Group we managed to contribute to improvement of EBITDA of 2015 by CZK 6.4 bn compared to the original business plan.
- 2015 budget envisages a reduction in fixed costs by CZK 4.9 billion and increase in margin on new opportunities and optimization by CZK 1.5 billion compared to the last year's plan.
- CEZ Corporate headquarters made a commitment to reduce fixed costs by 24 % in 2015 with comparison to the last year's plan.
- **All cost-cutting measures respect the condition of compliance with all safety, legal, and regulatory requirements**

Impact of proactive measures on 2015 EBITDA  
(CZK bn)



## CUSTOMER-ORIENTED APPROACH, OR INNOVATIONS THAT MAKE OUR CUSTOMERS HAPPIER



### NEW PRODUCTS AND SERVICES

- **Fair prices**—we value and reward loyalty
- Our call centers are ready to handle customer requests **7 days a week, 24 hours a day**

### CONSULTING AND FREE TIME

- **33 consultants** are ready to help with complex technical requests at Customer Centers
- **20,800 customers** manage electricity, gas, and mobile telephony right from their phones thanks to ČEZ ON-LINE mobile app

### NEW OPTIONS

- **CZK 9.5m** was paid by our customers for ČEZ services with a debit card at Customer Centers
- **20,700 customers** have activated our service providing SMS and e-mail notification of planned power outages

## WE SEEK SOLUTIONS FOR CORPORATE CUSTOMERS AND MUNICIPALITIES



- We founded **ČEZ ESCO**, an umbrella company undertaking all activities relating to deliveries of energy commodities, distributed energy technology, energy savings, and services for large and medium-sized customers
  - ČEZ acquired a **75% stake in EVČ** in order to carry out construction in the field of energy and heat management and special energy-saving projects
  - ČEZ Energo operates almost **90 CHP units with** a combined electrical capacity of **52 MW<sub>e</sub>** at 45 locations; 24 of those CHP units were installed last year
  - ČEZ Energetické služby concluded a total of 117 contracts for small energy construction projects with a combined value of **CZK 180 m** in 2014
- We signed a **memorandum of cooperation** in the field of energy with four Czech regions and the Union of Towns and Municipalities of the Czech Republic with the aim of designing custom-made energy solutions and help with energy savings.
- We appointed **distribution communicators** for individual regions to improve awareness of electricity outages and services related to electricity distribution.
- We were the first company in the Czech Republic to introduce **Energomanager**, a system that seeks opportunities for savings and helps cut down businesses' and industrial plants' costs.
- We have already installed **41 charging stations** for electric vehicles, including 7 fast-charging stations; a quarter of them were installed in 2014.



## WE ARE FULFILLING OUR 2015 STRATEGIC GOAL IN CONSOLIDATION OF POSITIONS IN EXISTING FOREIGN SHAREHOLDINGS



### We protect CEZ Group value abroad

- An amendment to the Romanian act on support for renewables, which will provide for allocation of green certificates, was approved by the Romanian parliament's lower chamber on May 6 and presented for signing by the President.
- In April, the International Court of Arbitration of the ICC in Paris dismissed an overwhelming majority of claims (exceeding EUR 81m) brought against ČEZ by the Romanian company Electrica (later SAPE) for alleged breach of ČEZ's obligations arising from the privatization agreement from 2005. The Court admitted only a bare minimum of the claimant's claims, which are not of material nature.

### We took the first major step toward our goal of reducing financial exposure abroad

- In March, we obtained a loan of PLN 700m (approx. CZK 4.7bn) on the Polish banking market, which is part of an overall restructuring of CEZ Group's Polish companies and will allow reducing the complex exposure of ČEZ, a. s. abroad.

## MARKET POSITION IN POLAND

### WE ARE PREPARING ECOWIND'S PORTFOLIO OF WIND FARM PROJECTS FOR NEW RES SUPPORT CONDITIONS



- In Poland, a new renewables act was passed with effect from Jan 1, 2016, introducing a new support mechanism, an auction system, and defining qualification requirements.
- Two of the most advanced projects of the developer Ecowind Construction S.A. (the 48 MW Krasin project and the 47.5 MW Suwałki project) received EIA permits. We expect EIA permits for another two projects in Q2 2015.
- We anticipate taking active part already in Round 1 of a wind farm support auction, which is expected in Q2 2016.
- On Apr 15, 2015 CEZ Group acquired an additional 25% stake in Ecowind Construction S.A. in line with the original contract, becoming its 100% owner.



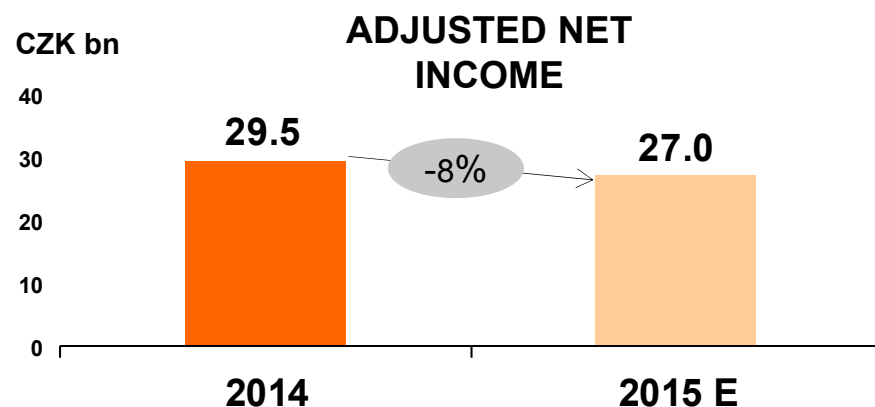
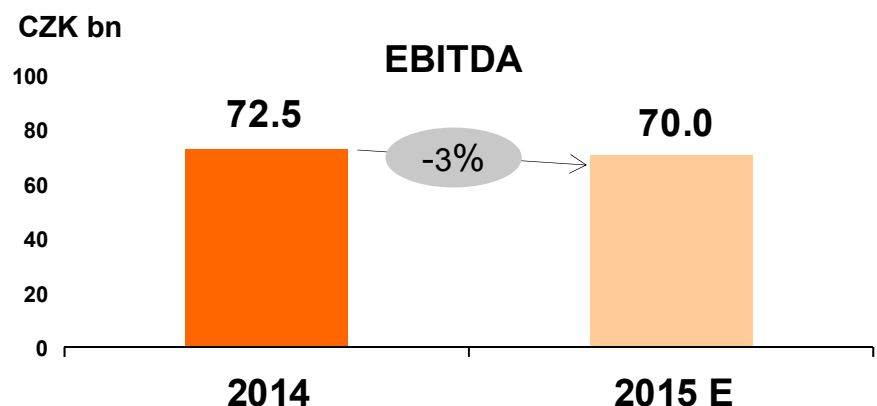
# AGENDA



---

▪ Introduction	2
▪ Wholesale prices development	7
▪ Group's strategy	16
▪ Financial performance	24
▪ Backup	30
▪ Recent developments	31
▪ Position in the Czech electricity market	32
▪ Regional power prices	33
▪ Investments into power plants	35
▪ Regulation of distribution	37
▪ Support of renewables	41
▪ Latest financial results	44

# WE EXPECT 2015 EBITDA OF CZK 70 BN, ADJUSTED NET INCOME AT THE LEVEL OF CZK 27 BN



### Selected year-on-year positive effects:

- Cuts in fixed operating costs
- Higher production at nuclear power plants
- Refurbishment and operation optimization of coal-fired plants in the Czech Republic

### Selected year-on-year negative effects:

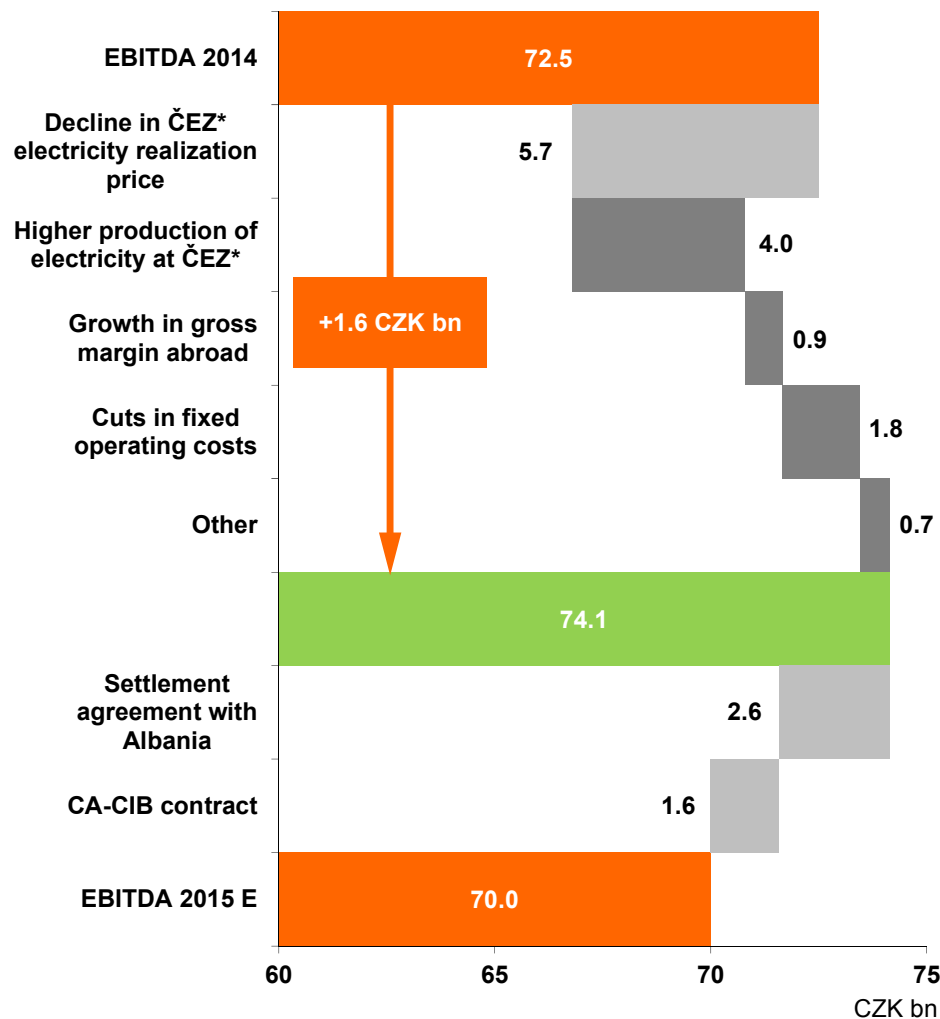
- Trend of declining electricity prices
- One-off revenue of CZK 2.6bn from the settlement agreement with the Albanian government in 2014
- One-off revenue of CZK 1.6bn from the termination of a long-term deal with CA-CIB in 2014

### Selected prediction risks:

- Postponed completion of coal-fired plant renovations and constructions in the Czech Republic
- Developments in regulatory and legislative conditions for the energy sector in Southeast Europe

# EXPECTED Y-O-Y CHANGE OF EBITDA

## REAL GROWTH AFTER YEARS OF DECLINE



### Higher production of electricity at ČEZ\*

- Upgrades to the coal-fired plant portfolio
- Higher deliveries from nuclear power plants
- Higher production at hydro plants

### Growth in gross margin abroad

- RO—Green certificate allocation expected to resume
- BG—Effect of Varna power plant shutdown
- PL—Increased margin and production volume at ELCHO & Skawina

### Cuts in fixed operating costs

- Effect of the successful costs cutting program announced in June 2014, which drives business segments' initiative and team performance

### Other

- Especially lower purchase cost of emission allowances for electricity production

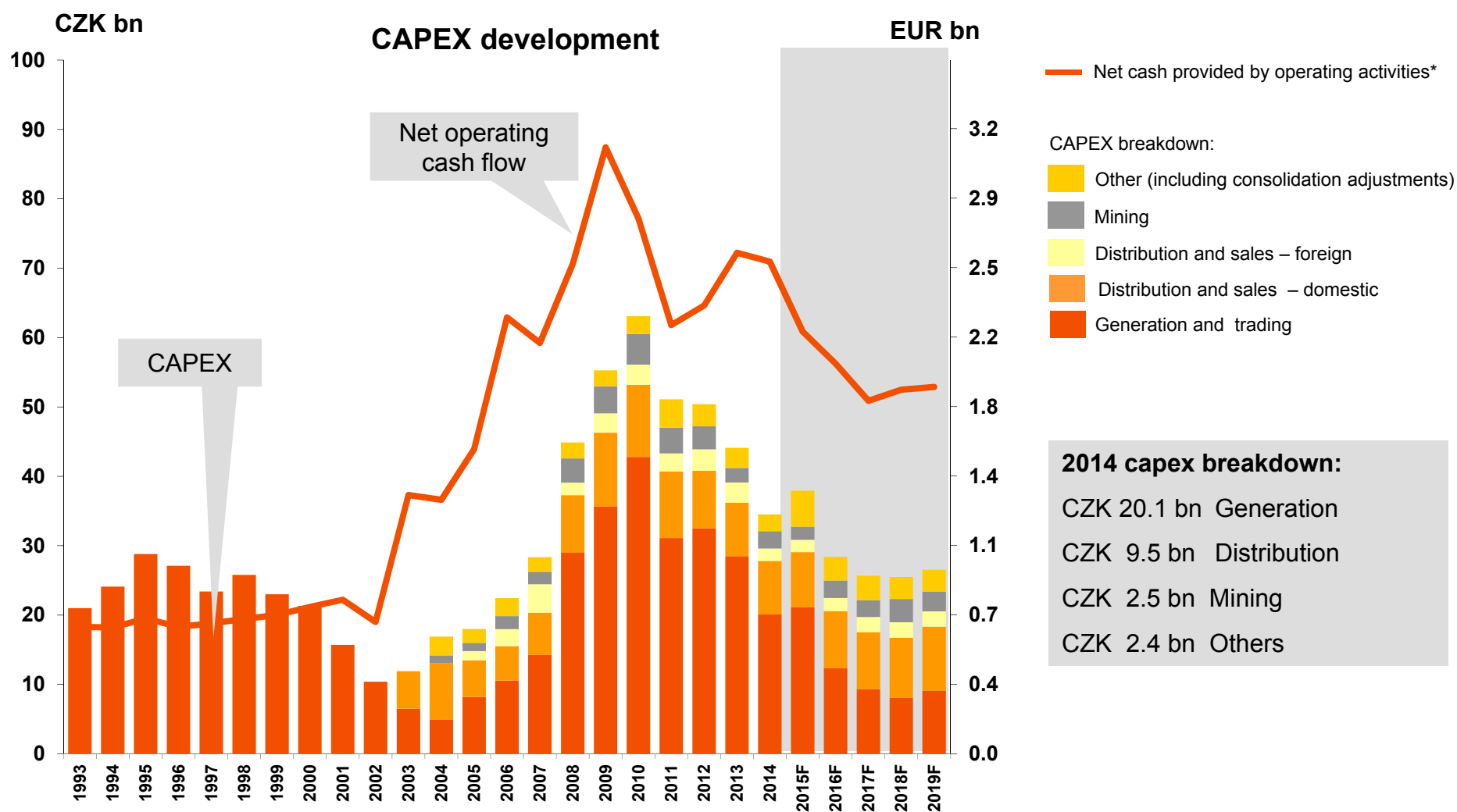
### Settlement agreement with Albania

- One-off income from the settlement agreement in 2014

### CA-CIB contract

- One-off income from the termination of a long-term commodity deal with CA-CIB in 2014

# CAPEX PLAN CAN BE FINANCED FROM OPERATING CASH FLOW

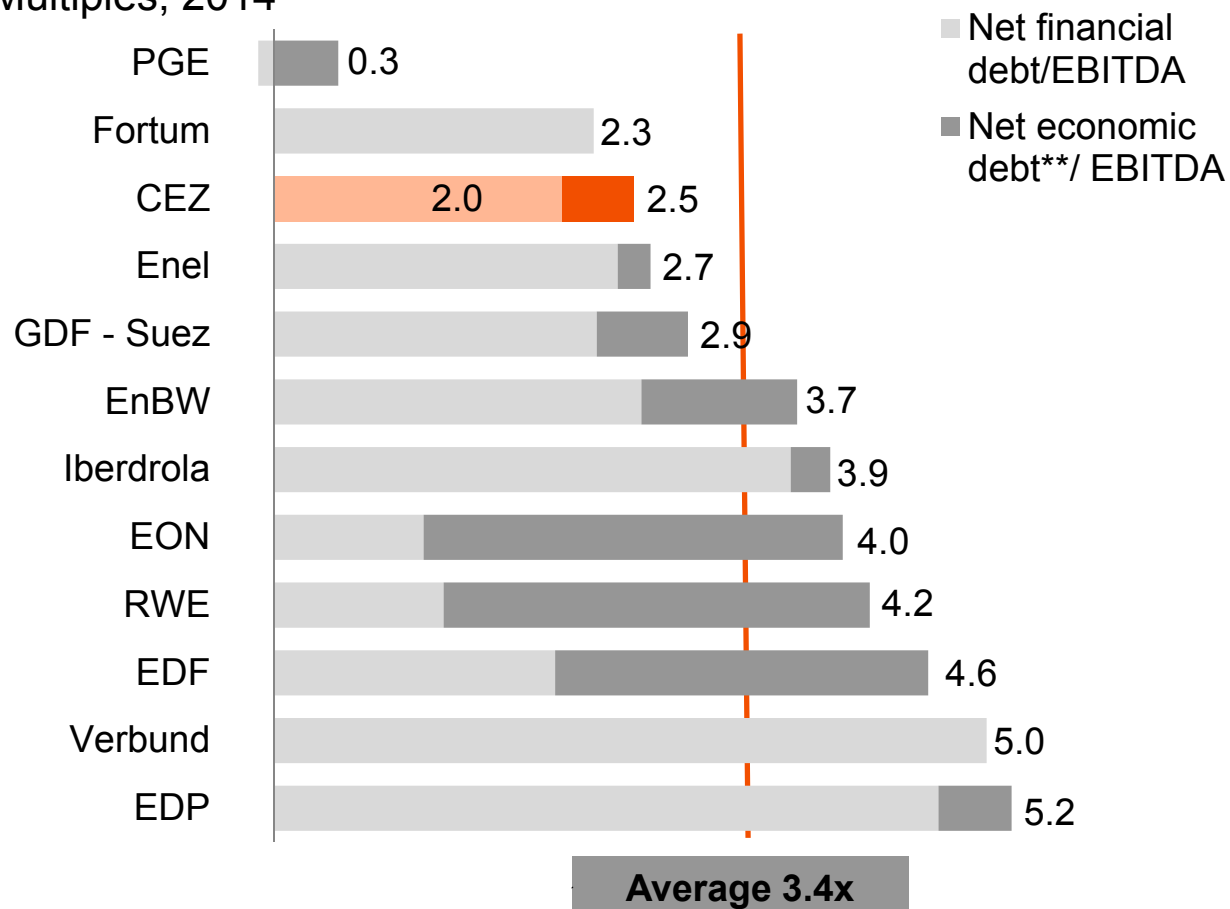


Note: \* based on business plan approved in Dec-14, which uses electricity forwards as of Sep-2014. Exchange rate CZK/EUR = 27.725

# OUR CURRENT LEVERAGE IS LOW COMPARED TO INDUSTRY STANDARDS



## Net economic debt/ EBITDA\* Multiples, 2014



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, \*\* Net economic debt= net financial debt + nuclear provisions + provisions for employee pensions + reclamation provision

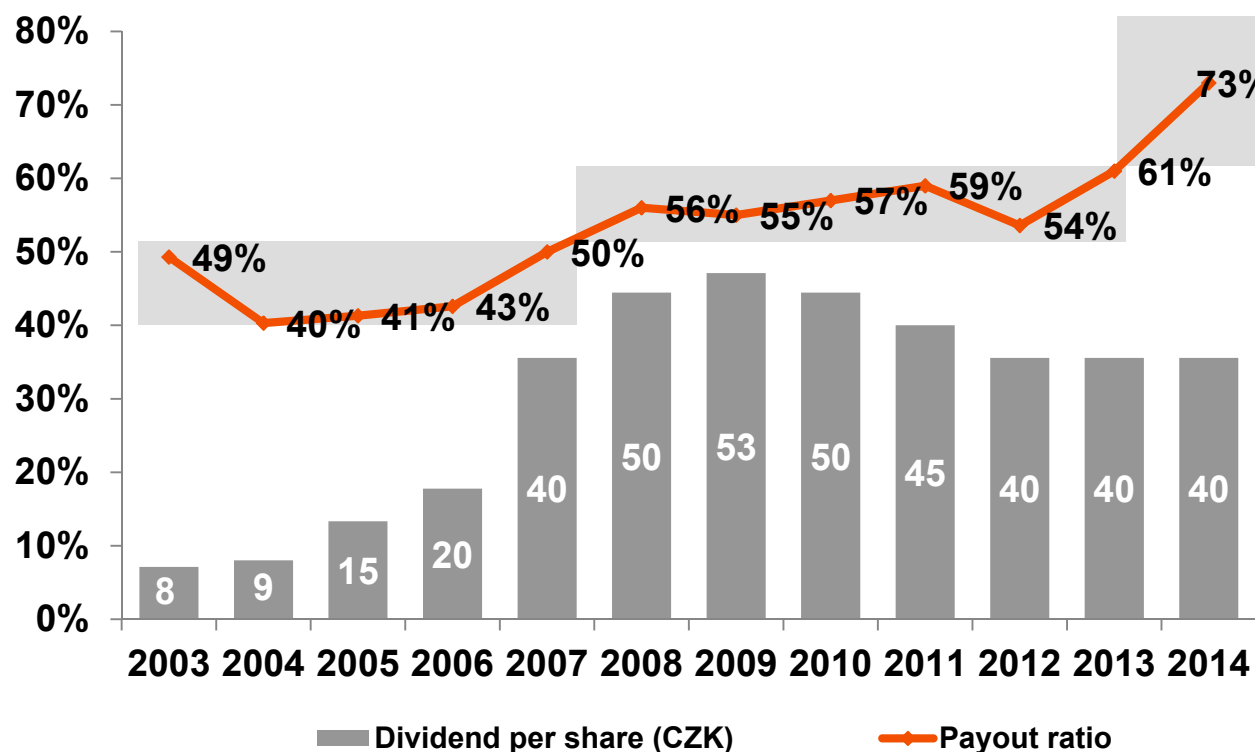
# CEZ GROUP INCREASES PAYOUT RATIO TO 60 – 80 % OF ADJUSTED NET INCOME



## Reasons for change

- Growth of “Cash Provided by Operating Activities / Net Income“ ratio
- For companies like ours, investors favor maximum dividend payment while keeping S&P rating
- Attractive development opportunities are scarce within European energy sector

## Payout ratio (%)



- Management proposed dividend from 2014 profits of CZK 40 per share.
- AGM will take place on June 12, 2015.

# AGENDA



---

▪ Introduction	2
▪ Wholesale prices development	7
▪ Group's strategy	16
▪ Financial performance	24
▪ Backup	30
▪ Recent developments	31
▪ Position in the Czech electricity market	32
▪ Regional power prices	33
▪ Investments into power plants	35
▪ Regulation of distribution	37
▪ Support of renewables	41
▪ Latest financial results	44

# KEY EVENTS IN 2014



## CZECH REPUBLIC

- On April 10, the tender procedure to select an EPC contractor for new units at the Temelín Nuclear Power Plant was canceled; project preparation continues, its completion date is to reflect the Czech Republic's energy policy.
- The achievable capacity of Temelín NPP Unit 1 was increased from 1,056 Mw<sub>e</sub> to 1,078 Mw<sub>e</sub>.
- Construction of the first large Czech CCGT plant was completed in Počerady



## ABROAD

- Settlement agreement with the Albanian government with a positive effect on CEZ's results amounting to EUR 100 m; the Albanian party's obligation is guaranteed by a reputable European bank.
- CEZ successfully built and commissioned a 904MW power plant in Egemer, Turkey - its first large CCGT plant abroad.
- Romania radically restricted real support for renewable sources, incl. the Fântânele and Cogeaalac wind farms. The restriction resulted in the market price of green certificates slumping to the statutory minimum and in suspension of the allocation of green certificates to a major portion of the farms.
- The operation of coal-fired power plant in Varna, Bulgaria stopped on 12/31/2014.



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



	Lignite mining	Generation	Transmission	Distribution	Supply
CEZ	<b>57%</b> 21.6 million tons 2014	<b>68%</b> 58.3 TWh	<b>100%</b> 64.3 TWh	5 out of 8 distribution regions	<b>37%</b> 21 TWh
Others	<b>43%</b> 16.6 million tons	<b>32%</b> 27.9 TWh		61% of customers	<b>63%</b> 36 TWh

- CEZ fully owns the largest Czech mining company (SD) covering 71% of CEZ's lignite needs
- Remaining 3 coal mining companies are privately owned

- Other competitors – individual IPPs

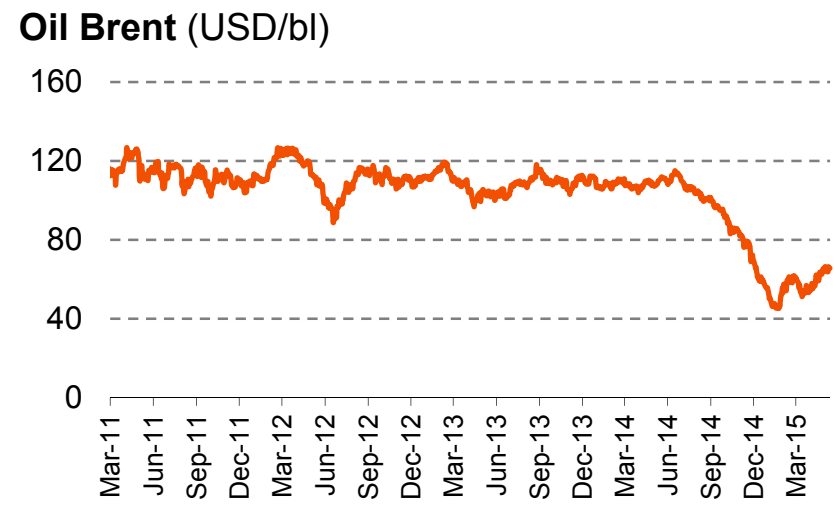
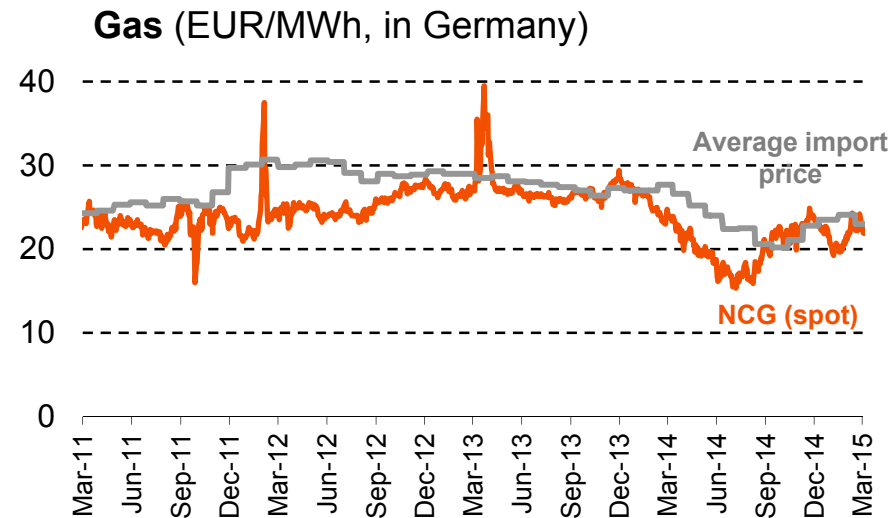
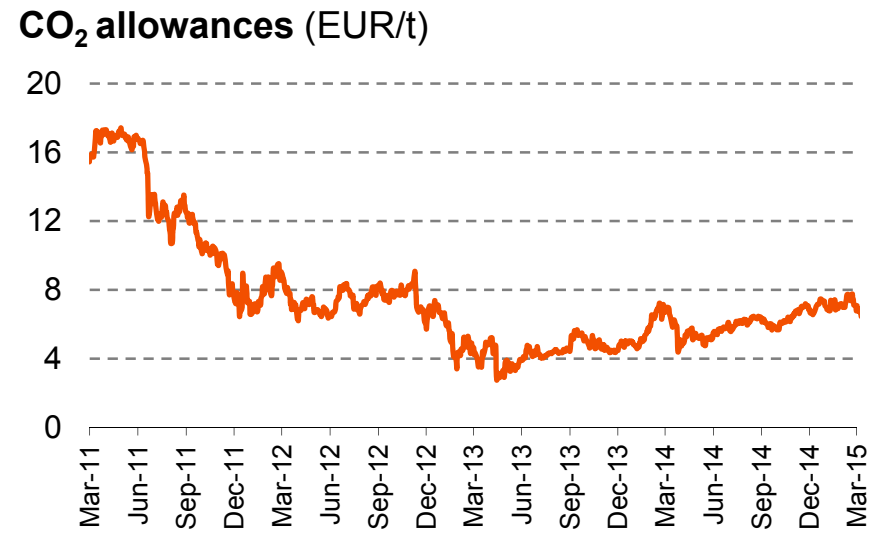
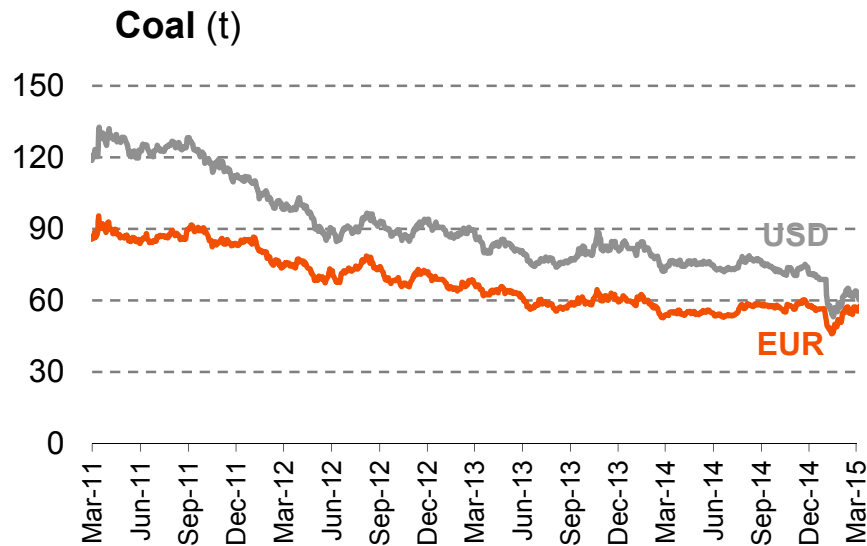
- The Czech transmission grid is owned and operated by CEPS, 100% owned by the Czech state



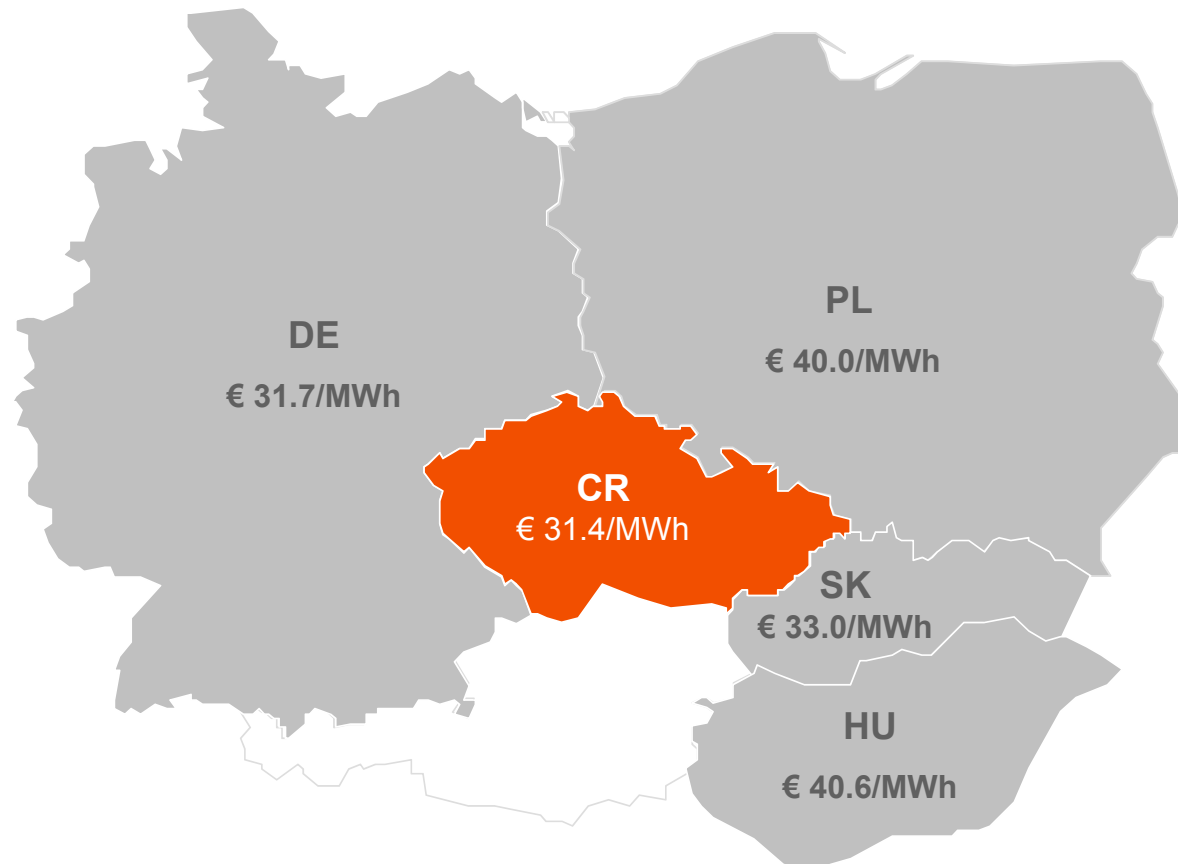
- Other competitors – E.ON, RWE/EnBW

Source: CEZ, ERU, MPO, companies' data; data for 2014 (distribution data for 2013)

# HISTORICAL DEVELOPMENT OF PRICES OF INPUT COMMODITIES



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









Note: Prices for baseload 2016 as of May 14<sup>th</sup>, 2015

Source: EEX, PXE; PoIPX

# CONSTRUCTION AND MODERNIZATION OF OUR POWER PLANTS IS ALMOST COMPLETED



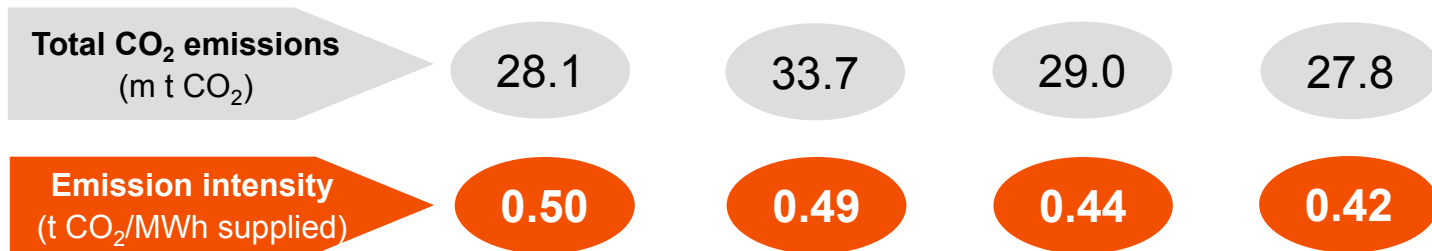
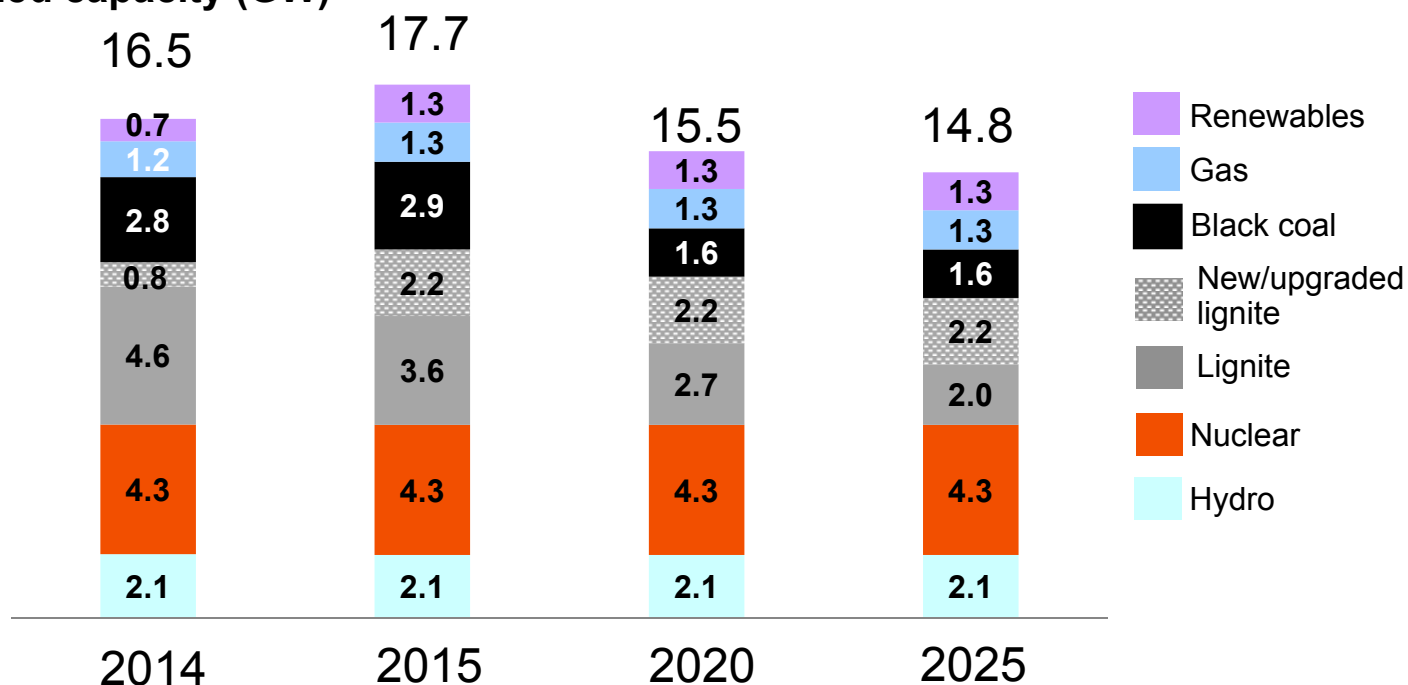
Plant	Capacity (MW)	Efficiency	Construction period						
			2009	2010	2011	2012	2013	2014	2015
Tušimice (lignite) 	4 x 200	39%	[Construction progress bar: 2009-2012]						
Ledvice (lignite) 	1 x 660	42.5%	[Construction progress bar: 2009-2015]						
Prunéřov (lignite) 	3 x 250	<39%	[Construction progress bar: 2012-2015]						
CCGT Počerady 	841	57.4%	[Construction progress bar: 2011-2014]						
CCGT Hatay (Egemer) 	904	57.8%	[Construction progress bar: 2011-2014]						
Kemah (hydro) 	240		In development stage						

May 2015

# INVESTMENT PROGRAM ALLOWS CEZ TO REDUCE THE AVERAGE CARBON EMISSION FACTOR



**Expected installed capacity (GW)**  
(proportionate\*)



\* includes equity consolidated companies (Akenerji)

# OVERVIEW OF REGULATION OF DISTRIBUTION NETWORKS



	Czech Republic	Bulgaria	Romania
2015 RAB (local currency)	85,500 m	499 m	2,409 m
2015 RAB (€ m)	3,084	254.5	537
2015 WACC pre-tax	6.146% (nominal)	7% (nominal)	7.7% (real)
Regulatory period	2010-2015	2013-2015	2014-2018

CZK/EUR = 27.725, BGN/EUR = 1.96, RON/EUR = 4.48

# CZECH REPUBLIC: ELECTRICITY DISTRIBUTION - OVERVIEW OF REGULATORY FRAMEWORK



## Regulatory Framework

- Regulated by ERU (Energy Regulatory Office, [www.eru.cz](http://www.eru.cz))
- The regulatory formula for distribution
  - Revenue cap = Operating expenses + Depreciation + Regulatory return on RAB - Other revenues corrections +/- Quality factor
  - RAB adjusted annually to reflect net investments
  - Regulatory rate of return (WACC nominal, pre-tax) – 6,146% for 2015
  - Operating costs are indexed to CPI + 1% (30% weight) and market services price index (70% weight). They are also adjusted by efficiency factor of 2,031%/year

## Regulatory period

- Actual 3<sup>rd</sup> regulatory period was extended by one year and will last 6 years (2010 – 2015)
  - 4<sup>th</sup> regulatory period: expected to start from January 1, 2016, 3 years period (2016 – 2018)
- The proposed main principles are very similar to the rules of the third regulatory period with the exception of WACC. We expect:
- lowering allowed costs;
  - pressure on quality and security of electricity distribution;
  - determination of new methodology of WACC and increased motivation to renew and develop the networks.

## 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

**The regulatory principles related to the IV<sup>th</sup> regulatory period must be implemented into the legislation till the end of June 2015.**

# BULGARIA: 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) at 7% for 3<sup>rd</sup> regulatory period
  - RAB set at EUR 254.5 m for 3<sup>rd</sup> regulatory period
  - CPI adjustment used for part of costs (OPEX) of EUR 55.4 m
  - Technological losses in 3<sup>rd</sup> regulatory period set by regulator at 8%
  - Efficiency factor introduced in 2<sup>nd</sup> regulatory period
  - Investment plan – approved by the regulator retrospective for 3<sup>rd</sup> regulatory period

## Regulatory periods

- 3<sup>rd</sup> regulatory period July 1, 2013 – June 31, 2015
- 4<sup>th</sup> regulatory period July 1, 2015- June 31, 2018

## Unbundling & Liberalization

- Unbundling 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 was approximately 45% at the end of 2014.



# ROMANIA: 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 - Revenues from reactive energy - 50% gross profit from other activities
- Efficiency factor of 1.5% applied only to controllable OPEX
- Losses ( technical + commercial ) reduction program agreed with ANRE on voltage levels
- S (minimum quality) from 2014 in formula, but applicable starting with 2015. Penalty/premium - maxim annual +/- 4% from annual revenues
- Possibility for annual corrections
- Investment plan – approved by ANRE before regulatory period starts
- Regulatory return (WACC pre-tax real terms) equals to 7.7% in 2015, it can be revised by ANRE during regulatory period
- Working capital is equal to regulated remuneration of 1/12 from total OPEX
- Distribution tariff growth capped in real terms at 10% yearly on voltage levels in the third regulatory period

## Regulatory periods

- 3rd regulatory period Jan 1, 2014 – Dec 31, 2018

## Liberalization

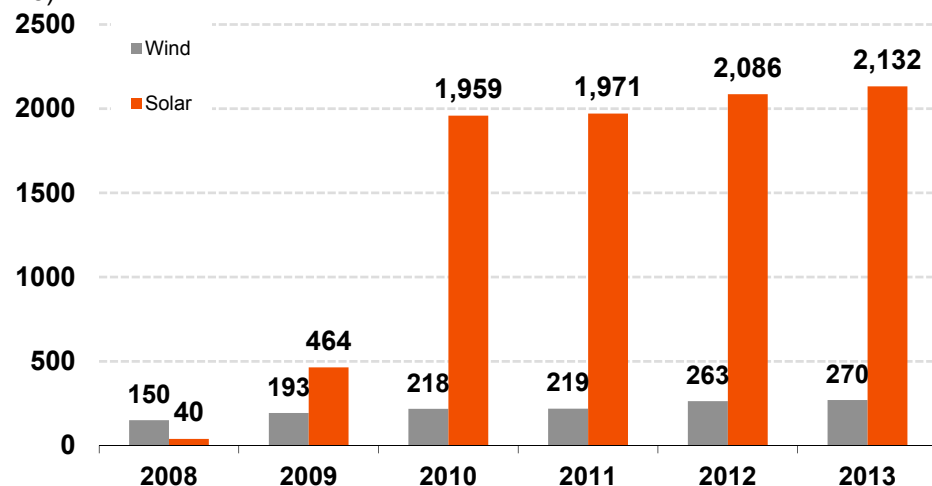
- Complete removal of regulated prices for industrial consumers by end 2013 and for residential consumers by 2017
- Starting January 2014, non-residential customers that benefit of Universal Service (US) are priced with 100% CPC tariff (free market component, endorsed by ANRE). The non-residential customers supplied on LRS regime are priced with CPC tariff +x%, depending on voltage level.
- Starting July 2013, the final price for the captive householders is formed of regulated tariff and a competitive market component (CPC). The percentage of regulated tariff decreases , and the CPC tariff percentage increases according to the Market Opening Calendar

# CZECH REPUBLIC: RENEWABLES SUPPORT



Renewables type (prices for installations put into operation in 2013)	2013 feed-in tariff (€/MWh)	2013 green bonus (€/MWh)
Solar <30 kW	97-119	75-114
Solar >30 kW	0	0
Wind	84	62
Small hydro	80-151	48-95
Biogas stations	76-141	36-99
Pure biomass burning	82-129	48-90

**Installed capacity of wind and solar power plants in the Czech Republic (MWe)**



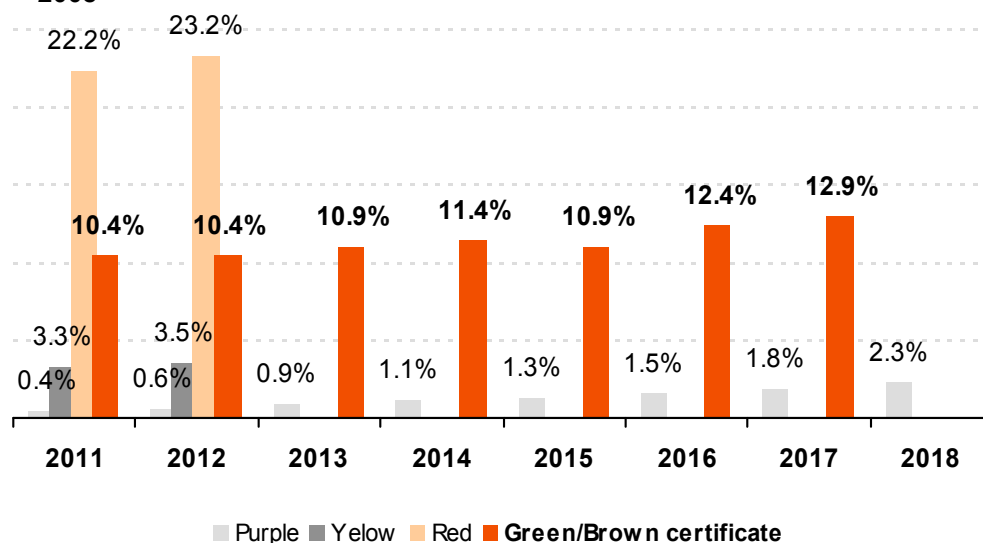
CZK/EUR = 25.14

- Support for renewables is given only to installations which were put into operations by Dec 31, 2013.
- 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.
- 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 2010 with capacity over 30kWp are obliged to pay 10% tax of revenues.

# POLAND: RENEWABLES SUPPORT



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



- 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:
  - submitting certificates of origin
  - 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
- Guaranteed revenue from wholesale electricity selling for RES producers by possibility of sale to seller default for an average price of preceding year (2012 199 PLN/MWh=47.6 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)

	Renewables/ biogas		Co-generation	
	Green/Brown	Red	Yellow	Purple
Prices in 2013 in EUR/MWh				
Substitute fee	71.7	7.2	35.9	14.4
Certificate of origin*	35	0.7	28.5	14.1

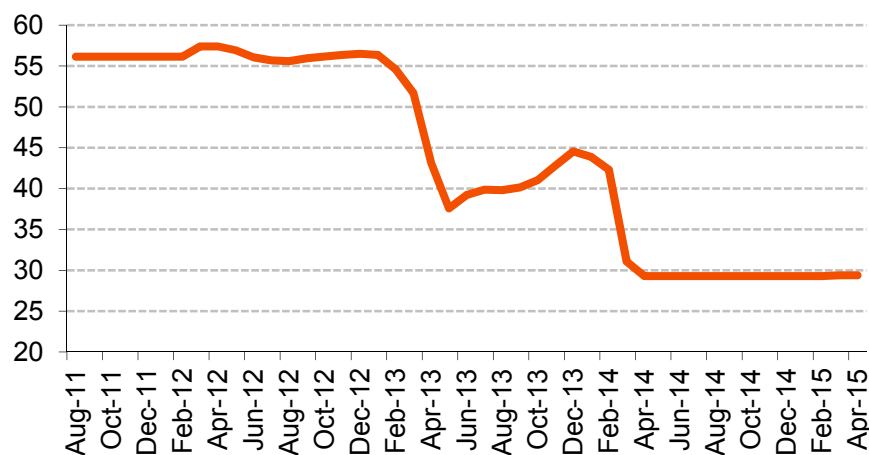
ex. rate 4.15 EUR/PLN for 2013, 4.18 EUR/PLN for 2012, \* average prices from continuous trading in 2013, \*\* payment in account of The National Fund of Environment Protection and Water Management

# ROMANIA: RENEWABLES SUPPORT



- Two green certificates (GC) obtained by the producer for each MWh supplied from wind to the network until 2017, one GC from 2018 onwards
- In July 2013 Romanian government has approved an emergency decree which defers trading of second green certificate for wind farm producers until 1 Jan 2018.
- Legally set up price for green certificate is 27 to 55 EUR in 2008 – 2025
- GC may be sold to electricity suppliers using bilateral negotiated contracts or 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
- New Law 134/2012 on renewables stipulates that existing producers over 125 MW receive GC according to normal supporting scheme for 2 years, with the obligation to individually notify to Brussels for state aid support within following 3 months after accreditation.

**Green certificates market clearing price (EUR/certificate)**



# CEZ GROUP FINANCIAL RESULTS

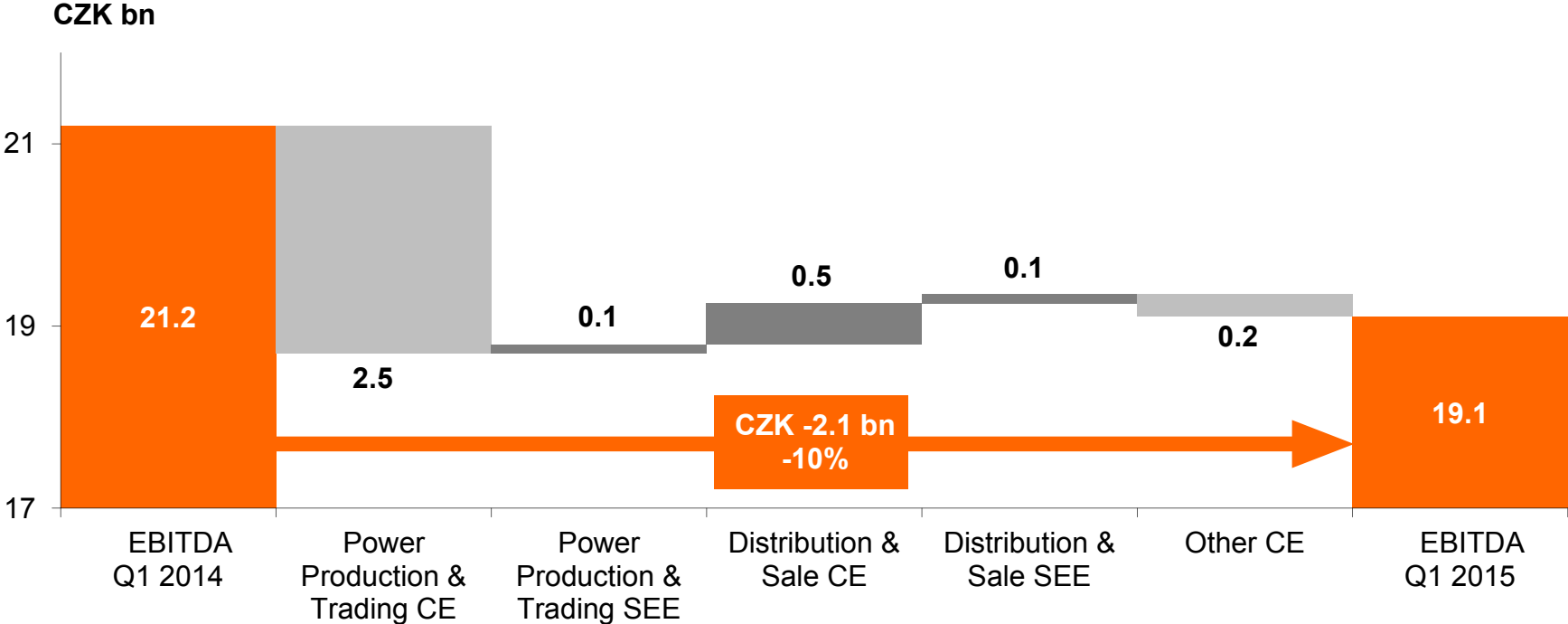


<b>(CZK bn)</b>		<b>Q1 2014</b>	<b>Q1 2015</b>	<b>Change</b>	<b>%</b>
Revenues		53.2	53.0	-0.2	-0%
EBITDA		21.2	19.1	-2.1	-10%
EBIT		14.4	12.0	-2.3	-16%
Net income		9.9	7.6	-2.3	-24%
Net income - adjusted *		9.9	7.6	-2.3	-24%
Operating CF		15.6	15.1	-0.5	-2%
CAPEX		5.4	6.3	+0.9	+17%
Net debt **		143.5	142.4	-1.1	-1%
		<b>Q1 2014</b>	<b>Q1 2015</b>	<b>Change</b>	<b>%</b>
Installed capacity **	GW	15.2	16.0	+0.9	+6%
Generation of electricity	TWh	17.5	17.9	+0.5	+3%
Electricity distribution to end customers	TWh	13.0	13.5	+0.6	+4%
Electricity sales to end customers	TWh	9.6	10.2	+0.5	+6%
Sales of natural gas to end customers	TWh	2.2	2.7	+0.5	+23%
Sales of heat	000'TJ	8.7	9.4	+0.7	+8%
Number of employees **	000's	26.6	25.8	-0.8	-3%

\* Net income - adjusted = Net income adjusted for extraordinary effects that are generally unrelated to ordinary financial performance in a given year (such as fixed asset impairments and goodwill write-offs or profit/loss from sale of assets or subsidiaries).

\*\* As at the last date of the period

# YEAR-ON-YEAR CHANGE OF EBITDA BY SEGMENT



## OTHER INCOME (EXPENSES)



(CZK bn)	Q1 2014	Q1 2015	Change	%
EBITDA	21.2	19.1	-2.1	-10%
<b>Depreciation, amortization and impairments*</b>	<b>-6.8</b>	<b>-7.1</b>	<b>-0.3</b>	<b>-4%</b>
<b>Financial and other income (expenses)</b>	<b>-2.0</b>	<b>-2.5</b>	<b>-0.5</b>	<b>-24%</b>
Interest income (expenses)	-0.8	-0.7	+0.1	+17%
Interest on nuclear and other provisions	-0.5	-0.4	0.0	+8%
Income (expenses) from investments	-0.1	-0.9	-0.8	>200%
Other income (expenses)	-0.5	-0.4	+0.1	+25%
<b>Income taxes</b>	<b>-2.5</b>	<b>-2.0</b>	<b>+0.5</b>	<b>+19%</b>
Net income	9.9	7.6	-2.3	-24%
<b>Net income - adjusted</b>	<b>9.9</b>	<b>7.6</b>	<b>-2.3</b>	<b>-24%</b>

### Depreciation, Amortization, and Impairments\* (CZK -0.3bn)

- Increase in depreciation and amortization at ČEZ, a. s. primarily in connection with the completion of the Počerady CCGT plant

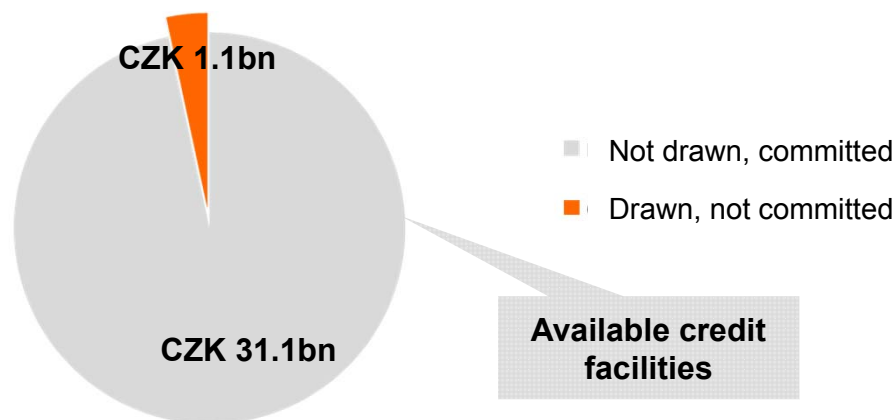
### Financial and Other Income/Expenses (CZK -0.5bn)

- Positive effect of decreased volume of debt on interest expenses (CZK +0.1bn)
- Negative effect of development in the USD/TRY exchange rate on the share of income from Turkey (CZK -0.8bn)
- Positive effect of exposure revaluation on MOL shares (CZK +0.2bn)

# CEZ GROUP MAINTAINS A STRONG POSITION OF LIQUIDITY

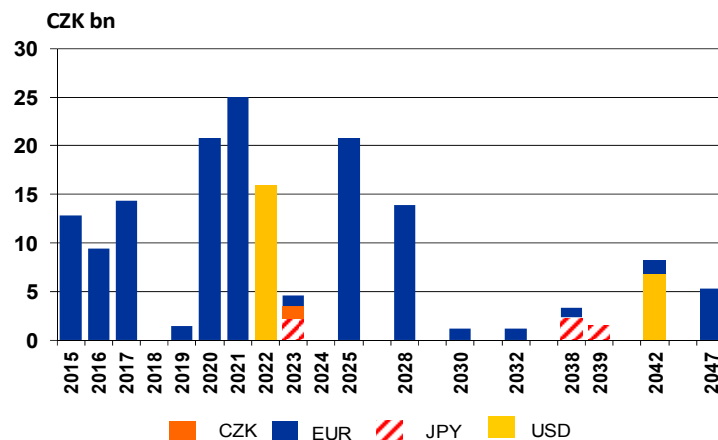


## Utilization of short-term lines (as of Mar 31, 2015)



- CEZ Group has access to CZK 31.1bn in committed credit facilities, using just CZK 4m as of Mar 31, 2015
- Non-committed credit facilities are used primarily. Committed facilities are kept as a reserve for covering unexpected needs.

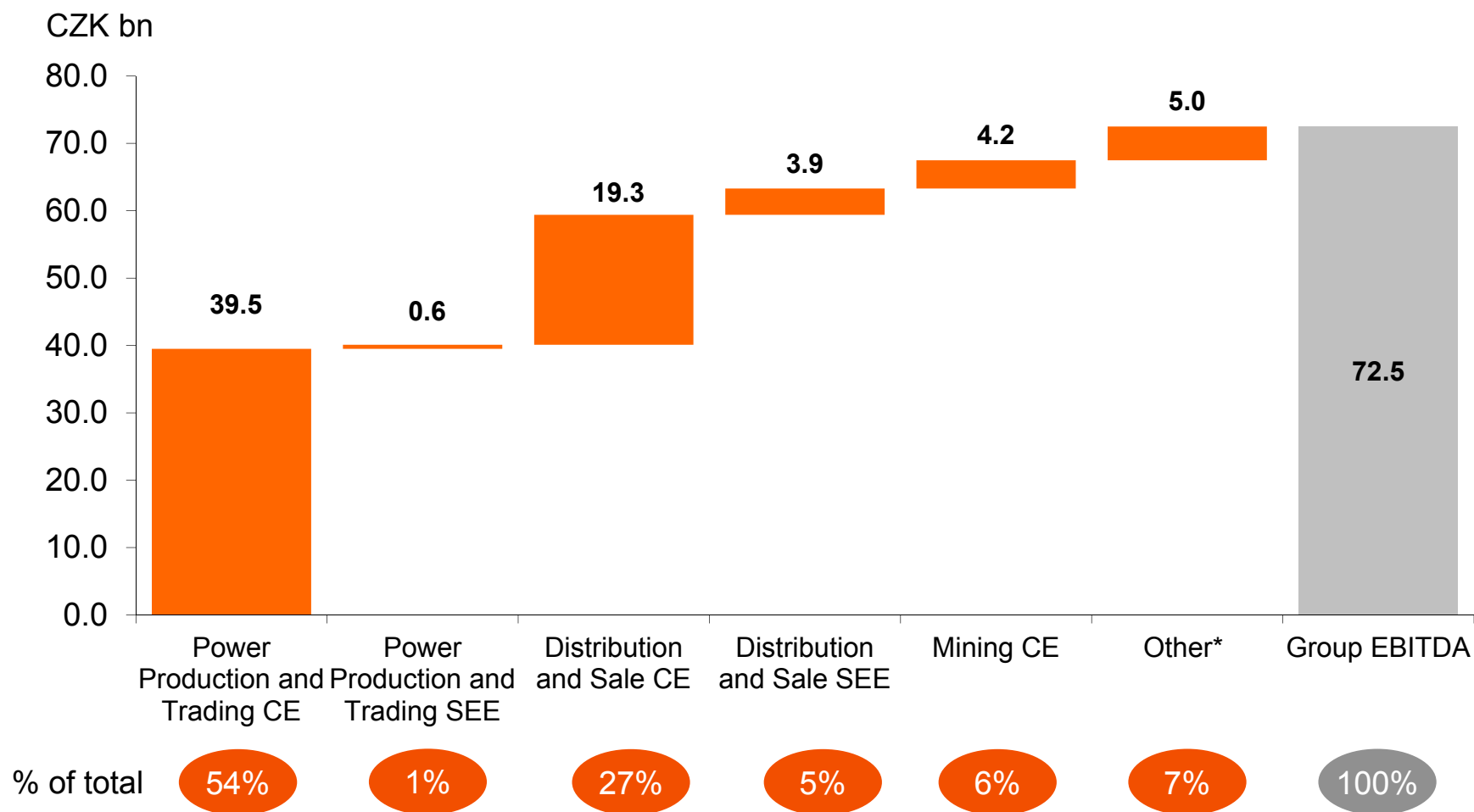
## Bond maturity profile (as of Mar 31, 2015)



- A loan of PLN 700m (approx. CZK 4.7bn) taken on the Polish banking market in March 2015.
- The 11th Eurobond issue (EUR 460.2m) will be duly paid off on May 26, 2015.



# SEGMENTAL CONTRIBUTIONS TO EBITDA IN 2014



\*including eliminations

# SELECTED HISTORICAL FINANCIALS OF CEZ GROUP

## CZK



<b>Profit and loss</b>	<i>CZK bn</i>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
<u>Revenues</u>		<u>196.4</u>	<u>198.8</u>	<u>209.8</u>	<u>215.1</u>	<u>217.0</u>	<u>200.7</u>
Sales of electricity		173.5	175.3	181.8	186.8	189.4	173.8
Heat sales and other revenues		22.9	23.6	28.0	28.3	27.6	26.8
<u>Operating Expenses</u>		<u>105.3</u>	<u>110.0</u>	<u>122.4</u>	<u>129.3</u>	<u>135.0</u>	<u>128.2</u>
Purchased power and related services		48.2	54.4	65.9	71.7	79.0	76.0
Fuel		15.8	16.9	17.1	15.8	13.8	12.7
Salaries and wages		18.1	18.7	18.1	18.7	18.7	18.9
Other		23.3	20.0	21.3	23.1	23.5	20.6
<b><u>EBITDA</u></b>		<b><u>91.0</u></b>	<b><u>88.8</u></b>	<b><u>87.4</u></b>	<b><u>85.8</u></b>	<b><u>82.0</u></b>	<b><u>72.5</u></b>
<i>EBITDA margin</i>		<i>46%</i>	<i>45%</i>	<i>42%</i>	<i>40%</i>	<i>38%</i>	<i>36%</i>
Depreciation, amortization, impairments		26.2	26.9	26.2	28.9	36.4	35.7
<b><u>EBIT</u></b>		<b><u>64.9</u></b>	<b><u>62.0</u></b>	<b><u>61.3</u></b>	<b><u>57.1</u></b>	<b><u>45.7</u></b>	<b><u>36.9</u></b>
<i>EBIT margin</i>		<i>33%</i>	<i>31%</i>	<i>29%</i>	<i>27%</i>	<i>21%</i>	<i>18%</i>
<b><u>Net Income</u></b>		<b><u>51.9</u></b>	<b><u>46.9</u></b>	<b><u>40.8</u></b>	<b><u>40.2</u></b>	<b><u>35.2</u></b>	<b><u>22.4</u></b>
<i>Net income margin</i>		<i>26%</i>	<i>24%</i>	<i>19%</i>	<i>19%</i>	<i>16%</i>	<i>11%</i>
<b>Balance sheet</b>	<i>CZK bn</i>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
Non current assets		415.0	448.3	467.3	494.9	485.9	497.5
Current assets		115.3	96.1	131.0	141.2	154.5	130.4
- out of that cash and cash equivalents		26.7	22.2	22.1	18.0	25.0	20.1
<b><u>Total Assets</u></b>		<b><u>530.3</u></b>	<b><u>544.4</u></b>	<b><u>598.3</u></b>	<b><u>636.1</u></b>	<b><u>640.4</u></b>	<b><u>627.9</u></b>
Shareholders equity (excl. minority. int.)		200.4	221.4	226.8	250.2	258.1	361.3
<i>Return on equity</i>		<i>28%</i>	<i>22%</i>	<i>18%</i>	<i>17%</i>	<i>14%</i>	<i>7%</i>
Interest bearing debt		173.1	158.5	182.0	192.9	199.0	184.1
Other liabilities		156.8	164.4	189.4	192.9	183.3	82.4
<b><u>Total liabilities</u></b>		<b><u>530.3</u></b>	<b><u>544.4</u></b>	<b><u>598.3</u></b>	<b><u>636.1</u></b>	<b><u>640.4</u></b>	<b><u>627.9</u></b>

# SELECTED HISTORICAL FINANCIALS OF CEZ GROUP



## EUR

<b>Profit and loss</b>	<i>EUR m</i>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
<u>Revenues</u>		<u>7,082</u>	<u>7,172</u>	<u>7,566</u>	<u>7,758</u>	<u>7,826</u>	<u>7,237</u>
Sales of electricity		6,258	6,322	6,557	6,737	6,830	6,269
Heat sales and other revenues		824	850	1,009	1,021	997	968
<u>Operating Expenses</u>		<u>3,800</u>	<u>3,969</u>	<u>4,415</u>	<u>4,663</u>	<u>4,869</u>	<u>4,623</u>
Purchased power and related services		1,737	1,960	2,376	2,585	2,850	2,741
Fuel		570	611	618	571	498	458
Salaries and wages		653	675	653	675	674	680
Other		839	723	768	832	846	744
<b><u>EBITDA</u></b>		<b><u>3,282</u></b>	<b><u>3,203</u></b>	<b><u>3,151</u></b>	<b><u>3,095</u></b>	<b><u>2,957</u></b>	<b><u>2,615</u></b>
<i>EBITDA margin</i>		<i>46%</i>	<i>45%</i>	<i>42%</i>	<i>40%</i>	<i>38%</i>	<i>36%</i>
Depreciation		944	971	947	1,042	1,312	1,289
<b><u>EBIT</u></b>		<b><u>2,342</u></b>	<b><u>2,235</u></b>	<b><u>2,209</u></b>	<b><u>2,059</u></b>	<b><u>1,648</u></b>	<b><u>1,333</u></b>
<i>EBIT margin</i>		<i>33%</i>	<i>31%</i>	<i>29%</i>	<i>27%</i>	<i>21%</i>	<i>18%</i>
<b><u>Net Income</u></b>		<b><u>1,870</u></b>	<b><u>1,693</u></b>	<b><u>1,470</u></b>	<b><u>1,448</u></b>	<b><u>1,270</u></b>	<b><u>809</u></b>
<i>Net income margin</i>		<i>26%</i>	<i>24%</i>	<i>19%</i>	<i>19%</i>	<i>16%</i>	<i>11%</i>
<b>Balance sheet</b>	<i>EUR m</i>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
Non current assets		14,967	16,169	16,855	17,850	17,527	17,945
Current assets		4,159	3,466	4,725	5,092	5,571	4,702
- out of that cash and cash equivalents		964	799	796	648	902	725
<b><u>Total Assets</u></b>		<b><u>19,126</u></b>	<b><u>19,635</u></b>	<b><u>21,580</u></b>	<b><u>22,942</u></b>	<b><u>23,098</u></b>	<b><u>22,646</u></b>
Shareholders equity (excl. minority. int.)		7,227	7,987	8,181	9,026	9,308	13,032
<i>Return on equity</i>		<i>28%</i>	<i>22%</i>	<i>18%</i>	<i>17%</i>	<i>14%</i>	<i>7%</i>
Interest bearing debt		6,243	5,717	6,565	6,959	7,178	6,641
Other liabilities		5,656	5,931	6,833	6,957	6,611	2,973
<b><u>Total liabilities</u></b>		<b><u>19,126</u></b>	<b><u>19,635</u></b>	<b><u>21,580</u></b>	<b><u>22,942</u></b>	<b><u>23,098</u></b>	<b><u>22,646</u></b>

Exchange rate used:  
27.725 CZK/EUR

# INVESTOR RELATIONS CONTACTS



## **CEZ, a. s.**

Duhova 2/1444  
14 053 Praha 4  
Czech Republic

[www.cez.cz](http://www.cez.cz)

### **Barbara Seidlova**

Head of Investor Relations

Phone: +420 211 042 529

Fax: +420 211 042 003

email: [barbara.seidlova@cez.cz](mailto:barbara.seidlova@cez.cz)

### **Radka Novakova**

Shares and dividends administration

Phone: +420 211 042 541

Fax: +420 211 042 040

email: [radka.novakova01@cez.cz](mailto:radka.novakova01@cez.cz)

### **Tereza Goeblova**

Investor Relations Analyst

Phone: +420 211 042 391

Fax: +420 211 042 003

email: [tereza.goeblova@cez.cz](mailto:tereza.goeblova@cez.cz)

### **Jan Hajek**

Fixed Income

Phone: +420 211 042 687

Fax: +420 211 042 040

email: [jan.hajek@cez.cz](mailto:jan.hajek@cez.cz)