

## 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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## AGENDA

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#### SUMMARY FOR INVESTORS

- The vision of CEZ is to become the leader in power markets in the Central and Southeastern Europe
- The largest Czech corporation and the largest corporation among 10 new EU member states
- The best performing European utility stock with growth at >300% in the last 18 months with wide international shareholders base
- Leading position in Central European power markets, 2<sup>nd</sup> biggest exporter of power in Europe
- Vertically integrated in the Czech Republic from mining (45% market share) through generation (74%) to distribution (62%) and supply (58%)
- Distribution and supply in Bulgaria (42% market share) and Romania (17%)



## CEZ GROUP PROVIDES SOME UNIQUE FEATURES FOR EQUITY INVESTORS

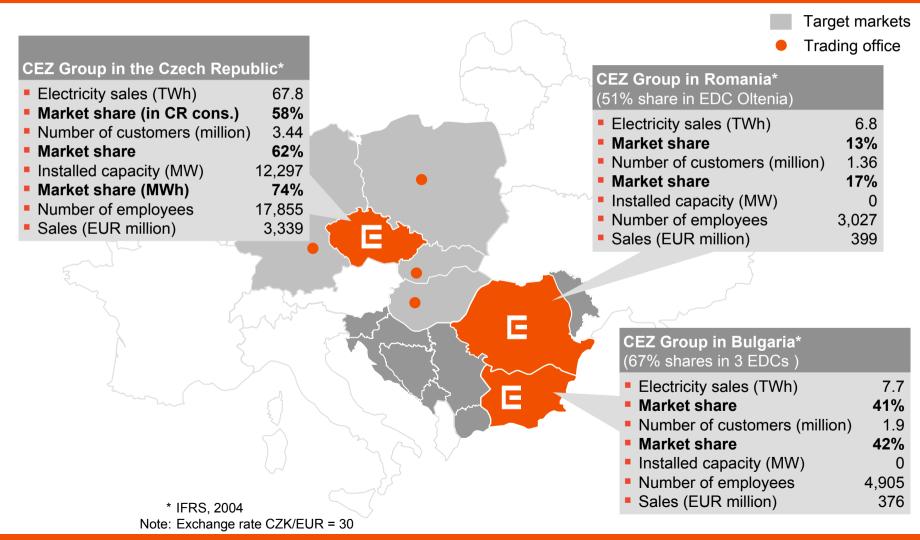
| Key factors   | Rationale  |
|---|--|
| <ul> <li>Strong financial performance</li> </ul>  | EBITDA margin 37% with growth potential  |
| <ul> <li>Dynamic profit growth expected to continue</li> </ul>  | <ul> <li>Growing power prices and consumption,<br/>efficiency improvements and synergies</li> </ul>  |
| Vertically integrated   | Stable performance once prices converge  |
| <ul> <li>Robust balance sheet</li> </ul>  | Lowest level of debt among large players<br>and strong free cash flow  |
| <ul> <li>Management fully focused on financial performance</li> </ul>   | <ul> <li>Group restructuring, aggressive<br/>performance targets</li> </ul>  |
| Dividend growth by 50% in 5 years   | 41% pay out ratio in 2004  |
| Standard corporate governance practices   | <ul> <li>Under scrutiny of equity brokers,<br/>institutional investors, financial advisors<br/>and rating agencies (S&amp;P, Moody's)</li> </ul> |
| <ul> <li>Exposure to attractive regions of 1<sup>st</sup> and<br/>2<sup>nd</sup> EU convergence zone</li> </ul> | <ul> <li>Central and Southeastern Europe</li> </ul>  |

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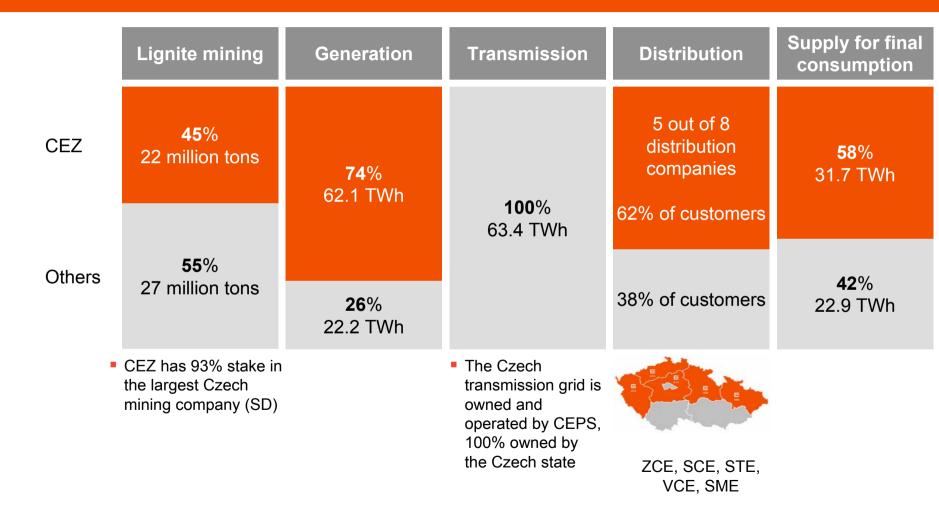


# CEZ GROUP IS AN INTERNATIONAL UTILITY WITH DOMINANT POSITION IN DOMESTIC MARKET AND GROWING PORTFOLIO IN THE BALKANS





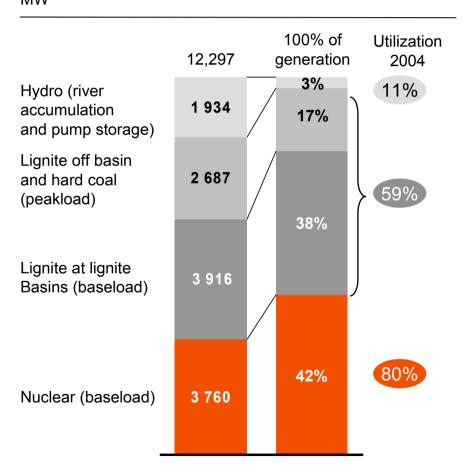
### CEZ IS A DOMINANT PLAYER IN ALL SEGMENTS OF THE CZECH ELECTRICITY MARKET



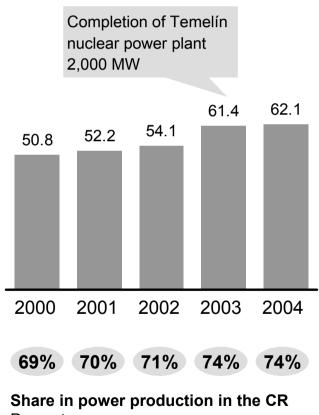


#### CEZ GROUP HAS VERY ATTRACTIVE LOW COST GENERATION FLEET HAS SECURED LOW FUEL COSTS THROUGH LONG TERM CONTRACTS





#### **Annual production of CEZ Group TWh**

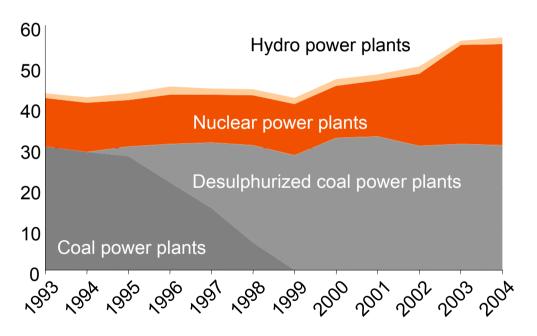


Percent



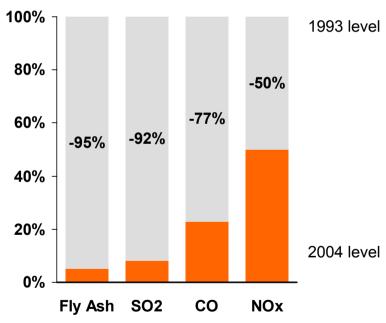
### MAJOR INVESTMENT PROGRAM WAS FOCUSED ON EMISSION REDUCTION

### **Generation structure of CEZ Group** TWh



CEZ invested EUR 1.5 billion into desulphurization of its plants between 1993-99

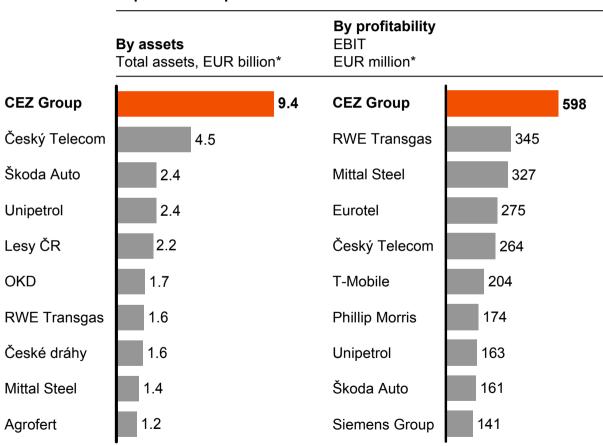
**CEZ Group emission change 2004/1993**Percent





### CEZ GROUP IS THE LARGEST CZECH COMPANY BY ANY MEASURE





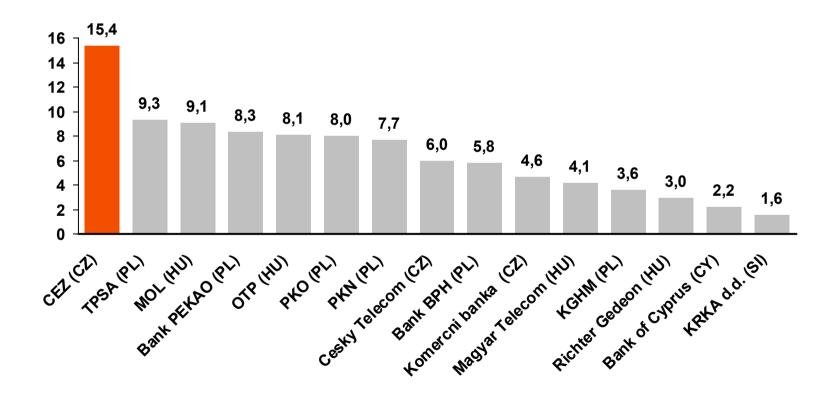
<sup>\*</sup> Exchange rate CZK/EUR = 30

Source: Czech TOP 100 10



### CEZ IS THE BIGGEST COMPANY IN NEW EU MEMBER STATES

Market capitalization of top 15 companies in 10 new EU member states\* EUR billion



<sup>\*</sup> As of January 4th, 2006; considering companies included in DJ STOXX EU Enlarged TMI Index



## VISION OF THE CEZ GROUP IS TO BE THE LEADER IN POWER MARKETS IN CENTRAL AND SOUTHEASTERN EUROPE

#### **Our vision**

The leader in power markets in the Central and South-eastern Europe

### **Business** focus

- Integrated utility focused on power generation, distribution and supply
- Present in related businesses where relevant (coal mining, heat generation)

### Priority initiatives

#### Czech Republic

- maintain strong hedged position
- achieve operational excellence to be replicated across the group
- renewal of plant portfolio

#### Central and South Eastern Europe

- build strong hedged position through acquisitions
- integrate into the Group

### Brand equity

Czech champion on the international energy markets



#### NEW MANAGEMENT TEAM IS DETERMINED TO FULFILL THE MISSION

#### Management team of CEZ, a. s.

#### **Trade**



Alan Svoboda



Petr Vobořil

- Trading
- Sales and marketing
- Customer services
- Market rules
- Credentials

Responsibility

- Partner in McKinsey & Company responsible for energy sector
- CFO in regional power distributor
- CFA

#### **Finance**



- Treasury
- Accounting
- Planning/ controlling
- ICT
- Top management positions in CEZ. including CEO and CFO

#### **CEO**



**Martin Roman** 

- M&A

CEO of Škoda

holding in Plzeň

CEO of US-owned

Janka Lennox

- Procurement



Nuclear generation

Jiří Borovec

Generation

- New projects
- CEO of Škoda Nuclear division
- CEO ABB Service Czech Republic

#### **Operations**



Radomír Lašák

- Distribution
- Equity participations
- HR
- Integration office
- CEO of E-banka
- Board member of Komerční banka/ Societe Generale

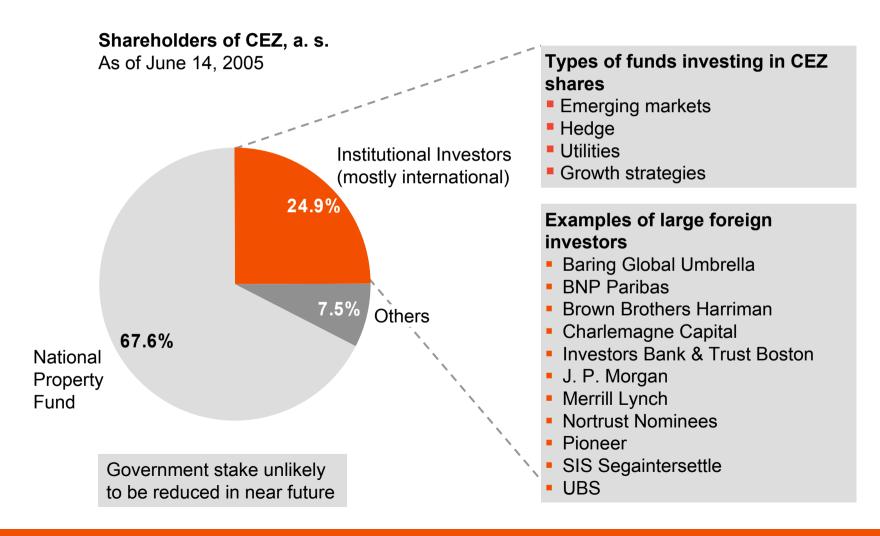
Selected by international executive search company

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### CEZ GROUP ATTRACTED MANY INTERNATIONAL SHAREHOLDERS

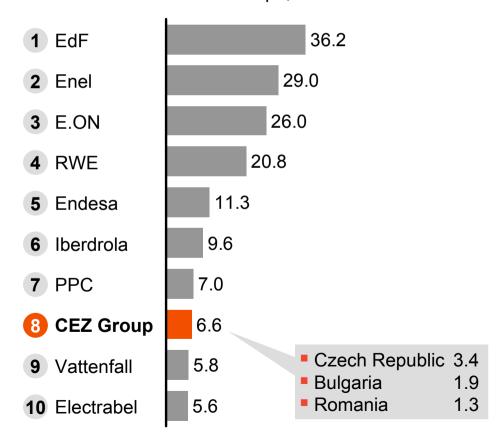




#### CEZ IS AMONG TOP 10 EUROPEAN POWER UTILITIES

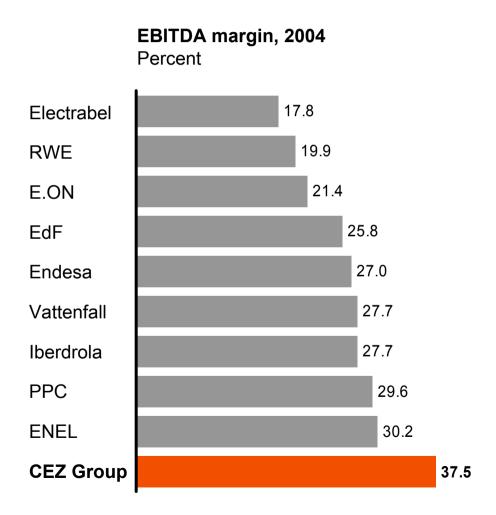
#### Top 10 European power utilities

Number of customers in Europe, million





### CEZ GROUP IS ONE OF THE MOST PROFITABLE UTILITIES IN EUROPE AND WILL REMAIN SO



CEZ Group outstanding performance is driven by generation portfolio which has potential for further improvements:

#### Coal Supply

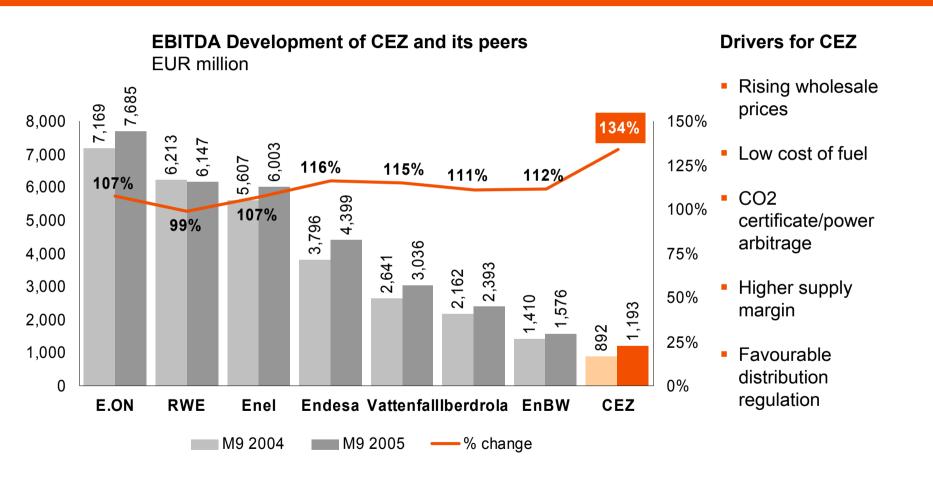
- Long term fuel contract till 2050 for >90% of consumption
- Prices change as fraction of electricity price and inflation changes
- Volume secured for both current and new/refurbished plants

#### Nuclear

- Operations approved till 2037 (Dukovany after extension) and 2042 (Temelin)
- Further extension technically feasible and likely to be granted
- Increased capacity of Dukovany (~5% or 80 MW) and Temelin (~5% or 100 MW) after turbine rotor upgrades

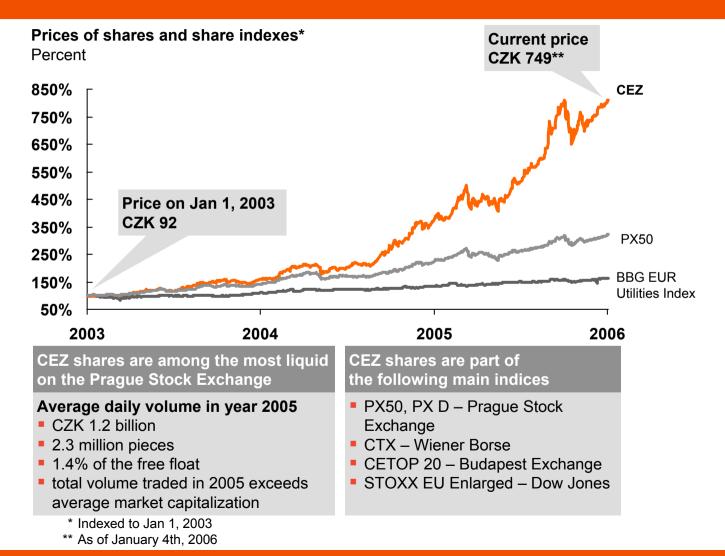


### M9 2005 DEVELOPMENT CONFIRMS CONTINUED GROWTH DYNAMICS





### CEZ STOCK HAS SIGNIFICANTLY OUT-PERFORMED THE CZECH MARKET AS WELL AS EUROPEAN UTILITY

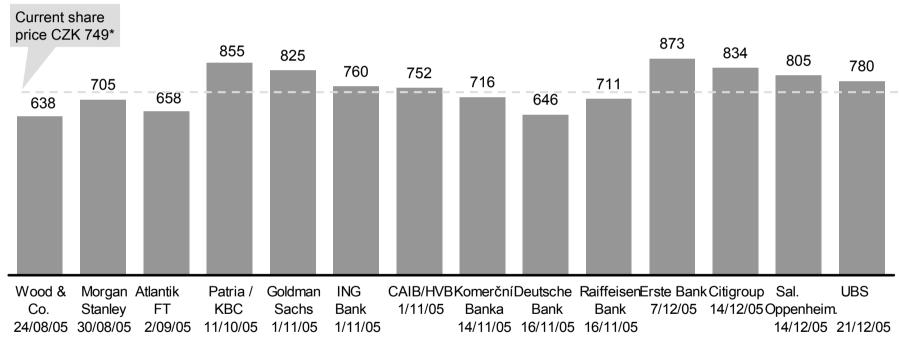




### ANALYSTS MAINTAIN POSITIVE VIEW ON CEZ GROUP PERFORMANCE

#### **Target share price**

**CZK** 



#### **Recommendation:**























Initiated coverage by utilities analysts









Note:Some of the analysts use different rating for recommendations and/or apply different meaning to target price

Source: Analyst reports 20

<sup>\*</sup> January 4th, 2006

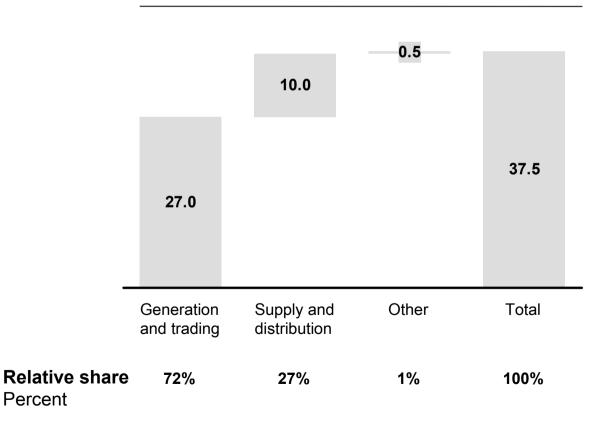


Percent

#### CEZ GENERATION FLEET IS THE MAIN VALUE DRIVER OF THE WHOLE GROUP



C7K billion



#### **EBITDA Growth drivers**

#### Generation and trading

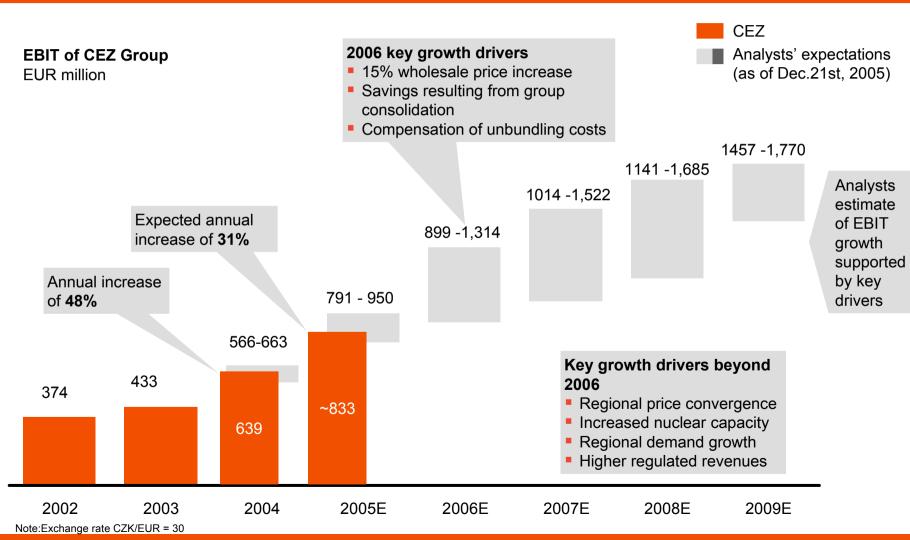
- Regional price convergence to German levels
- CO<sub>2</sub> optimization/Power arbitrage
- Increased capacity of nuclear plants
- Costs cuttings
- Higher utilization of plants (demand driven)
- Higher efficiency of new and retrofitted lignite plants
- Additional capacities (acquisitions, new projects)

#### Supply and distribution

- Improvement in supply margin
- Cost cuttings
- Favourable regulation of distribution
- Inclusion of Bulgarian and Romanian distributors



### CEZ GROUP MAINTAINS HIGH DYNAMICS IN PROFIT GROWTH IN LINE WITH ANALYSTS EXPECTATIONS

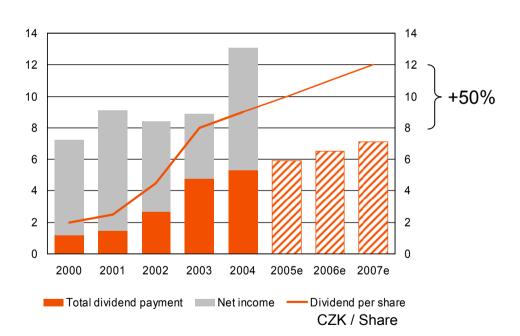


Source: Analyst reports



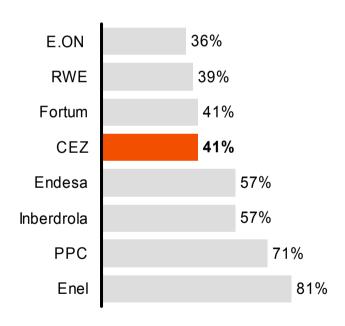
## CEZ DIVIDEND POLICY TARGETS 50% DIVIDEND INCREASE BY 2007 (COMPARED TO 2003)

### Net income and dividends (IFRS, consolidated) CZK billion



#### Dividend payout ratio



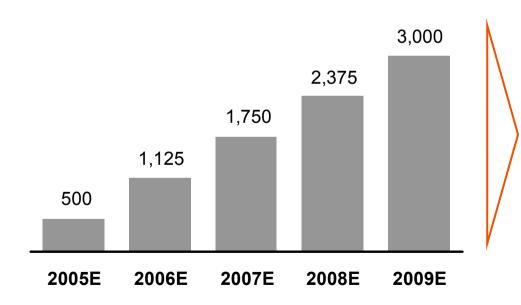


- CEZ pay-out ratio is in the range of its peers
- If no suitable and rightly priced acquisitions possible distribution to shareholders will increase



### CEZ GROUP HAS VERY STRONG FREE CASH-FLOW THAT CAN BE USED TO FINANCE INTERNATIONAL GROWTH

### Free cash flow of CEZ Group (cumulative) EUR million

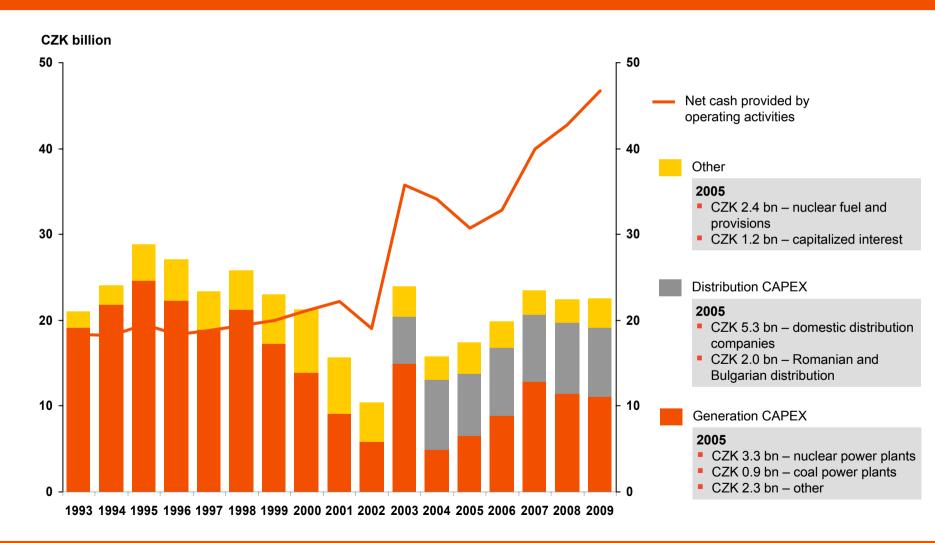


CEZ Group can finance foreign acquisitions in the next 3-5 years from free cash flow up to EUR 3,000 million without impacting

- Dividend payments
- Budgeted CAPEX
- Level of debt



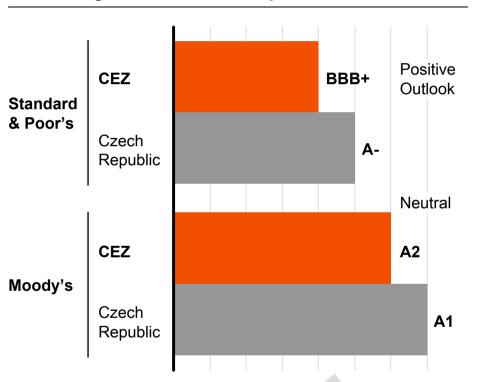
### CEZ GROUP GENERATES LARGE OPERATING CASH-FLOW IN EXCESS OF INVESTMENT NEEDS





### CEZ FINANCES ARE UNDER CLOSE SCRUTINY OF RATING AGENCIES AND BOND INVESTORS

#### Credit rating of CEZ and Czech Republic



#### **CEZ** bonds

| Year        | <b>Amount</b><br>Million | Currency | Placement                    | Repayment |  |  |
|-------------|--------------------------|----------|------------------------------|-----------|--|--|
| Matured     |                          |          |                              |           |  |  |
| 1993        | 2,100                    | CZK      | Prague                       | 1996      |  |  |
| 1994        | 4,000                    | CZK      | <ul><li>Prague</li></ul>     | 1999      |  |  |
|             | 150                      | USD      | <ul><li>Luxembourg</li></ul> | 1999      |  |  |
| 1995        | 4,000                    | CZK      | Prague                       | 2000      |  |  |
| 1996        | 3,000                    | CZK      | Prague                       | 1999      |  |  |
|             | 3,000                    | CZK      | Prague                       | 2003      |  |  |
| 1999        | 3,000                    | CZK      | Prague                       | 2004      |  |  |
| Outstanding |                          |          |                              |           |  |  |
| 1997        | 200                      | USD      | <ul><li>USA</li></ul>        | 2007      |  |  |
| 1999        | 4,500                    | CZK      | Prague                       | 2009      |  |  |
|             | 2,500                    | CZK      | Prague                       | 2014      |  |  |
|             | 200                      | EUR      | Luxembourg                   | 2006      |  |  |
| 2003        | 3,000                    | CZK      | Prague                       | 2008      |  |  |
| 2004        | 400                      | EUR      | Luxembourg                   | 2011      |  |  |

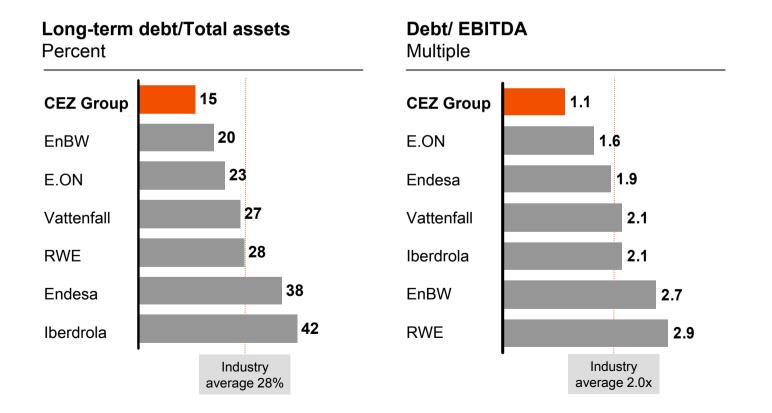
- CEZ has high credit rating just below the country risk
- CEZ has been first rated company in former Eastern Europe
- CEZ has been first and one of the largest corporate bond issuers in former Eastern Europe



## CEZ GROUP IS THE LEAST INDEBTED UTILITY IN EUROPE WITH STRONG ADDITIONAL BORROWING CAPACITY

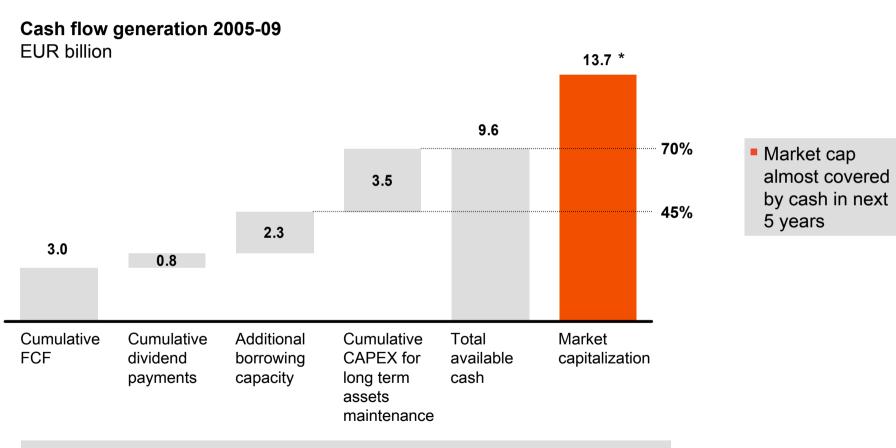
#### Additional borrowing capacity equals EUR 2.3 billion by 2009

May be used on top of the free cash flow to finance acquisitions if large, interesting and properly priced acquisition targets appear





# CASH FLOW GENERATED BY CEZ IN 2005-09 EQUALS ALMOST 70% OF ITS CURRENT MARKET CAPITALIZATION



If value increasing acquisition opportunities not secured in assumed amount distribution to shareholders will increase (dividends, share buy-back)

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### CEZ GROUP HAS LAUNCHED FOUR KEY STRATEGIC INITIATIVES

#### **Vision and corporate targets**

Integration and operational excellence

(2004-08)

Plant portfolio renewal

(2007-20)

M&A expansion

(2004-10)

**Performance-oriented culture** 



### PERFORMANCE ORIENTED CULTURE IS A PRECONDITION FOR ALL OTHER INITIATIVES



### Implementation program

- Top and middle management meetings/ workshops
- Employee meetings
- Corporate magazine and intranet
- New hires
- Job rotations
- Performance reviews

#### 7 principles of CEZ performance-oriented culture

- 1. Value creation is the top priority
- Individual responsibility for reaching ambitious goals/results
- 3. Building ties across the Group
- 4. Developing human potential
- 5. Creating international organization
- 6. Accepting continuous change
- 7. Enforcing integrity



### STRATEGIC INITIATIVES TARGET VALUE ENHANCEMENT



## Integration and operational excellence

### Plant portfolio renewal

#### M&A expansion

EBITDA growth drivers

- Margin improvements
- Costs savings/ synergies
- Regulated revenues increase

- Maintain/increase installed capacity with competitive plants
- Acquire assets abroad with performance upside

Capital requirements

None

 Return to exceed minimum hurdle rate (WACC + country/project specific premiums)

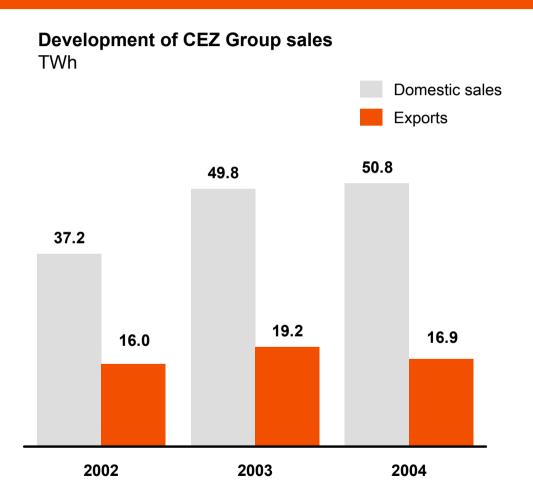
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### MARKET FACTORS DRIVE CEZ'S ATTENTION TO DOMESTIC MARKET





#### **Key drivers**

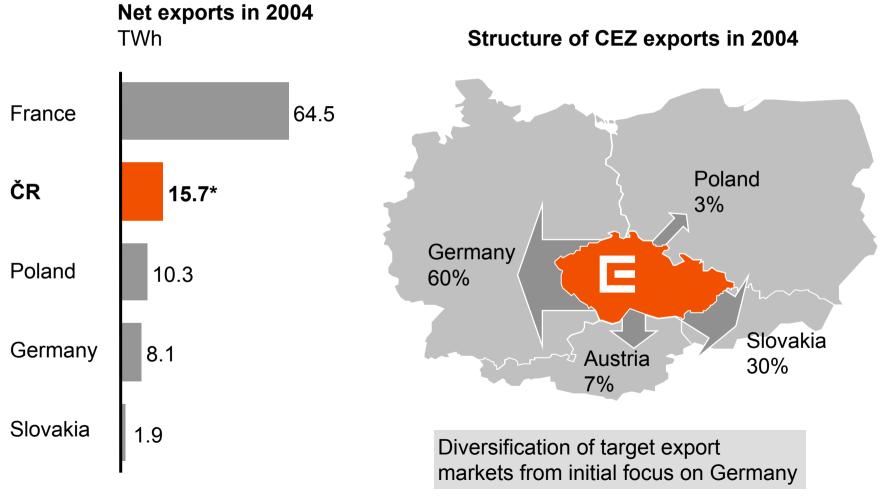
- Domestic sales driven by growing demand across all customer groups
- Exports influenced by high cross-border transmission costs
- Since CO<sub>2</sub> trading mechanism introduction (2005) exports hedged by alternative sale of CO<sub>2</sub> allowances
- Exports to grow starting 2007 following expected power plants shut downs in the region and growing consumption

<sup>\*</sup> Excluding Bulgarian an Romanian distribution companies



#### CEZ GROUP IS SECOND LARGEST EXPORTER OF POWER IN EUROPE, PROVIDING POWER TO CENTRAL EUROPEAN COUNTRIES





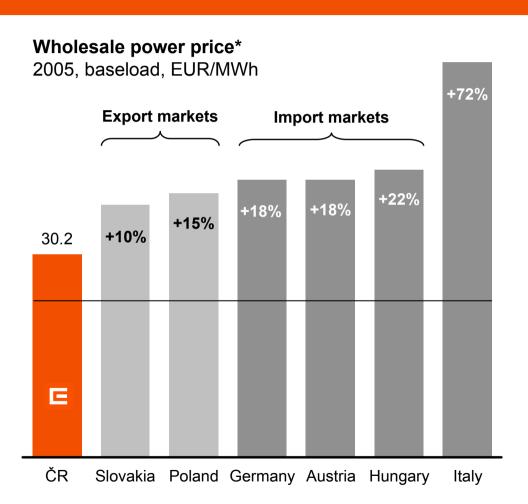
<sup>\*</sup> CEZ Group exported 16.9 TWh

Source: CEZ, UCTE 35



### WHOLESALE PRICES OFFERED BY CEZ ARE THE LOWEST IN THE REGION





#### **Existing pricing**

- Has been a result of influence of higher German prices and potential cheaper imports from Poland and Slovakia
- Will be changed with full implementation of CO<sub>2</sub> European Trading Scheme supporting price convergence



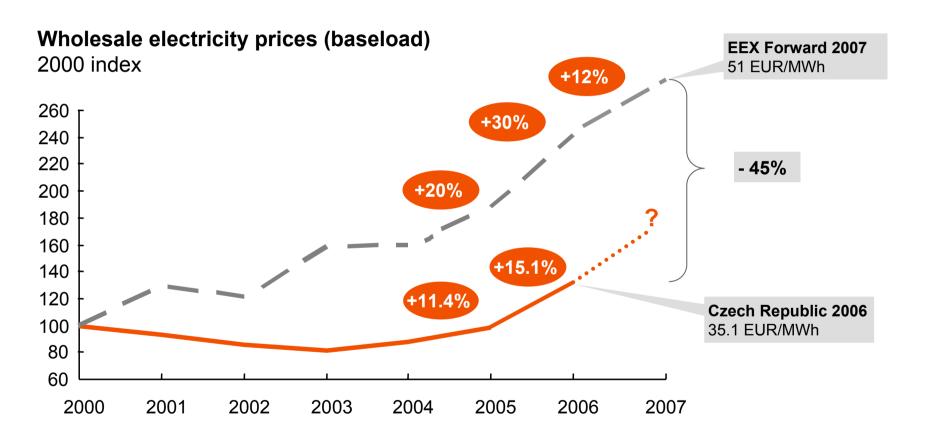
<sup>\*</sup> Comparing 2005 forward price as of September 2004

Source: CEZ, Eurostat 36



### GAP BETWEEN ELECTRICITY PRICES IN THE CZECH REPUBLIC AND ABROAD REMAINS WIDE



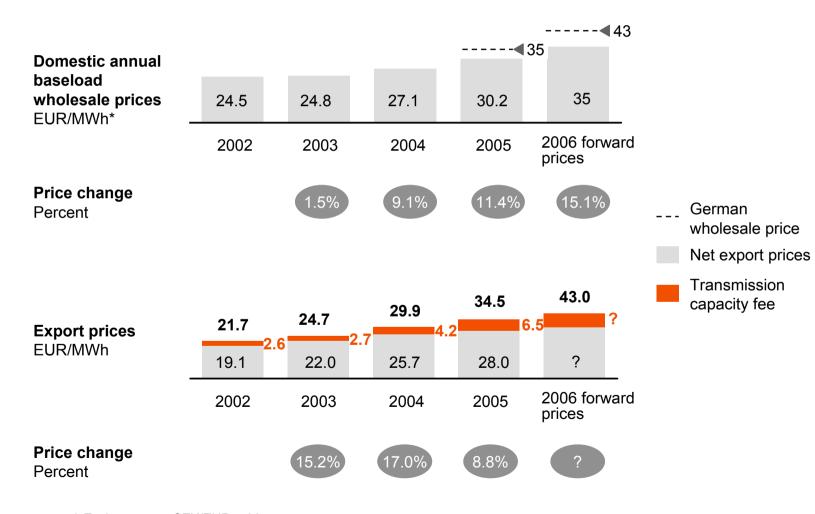


37 Source: CEZ, EEX



### DOMESTIC AND EXPORT PRICES ARE CONVERGING TO INTERNATIONAL LEVELS





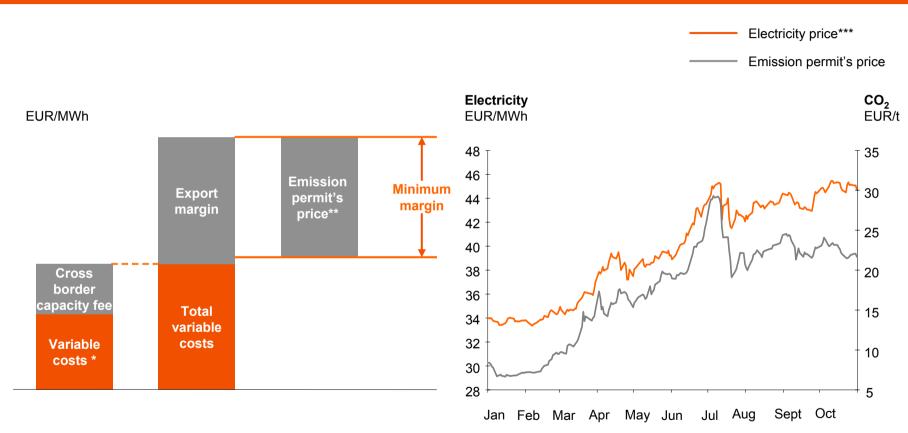
<sup>\*</sup> Exchange rate CZK/EUR = 30

Source: CEZ, Eurostat 38



### CO2 EMISSION PERMITS HELP CEZ TO HEDGE ITS EXPORTS





Source: CEZ, EEX 39

<sup>\*</sup> Coal-fired power plants

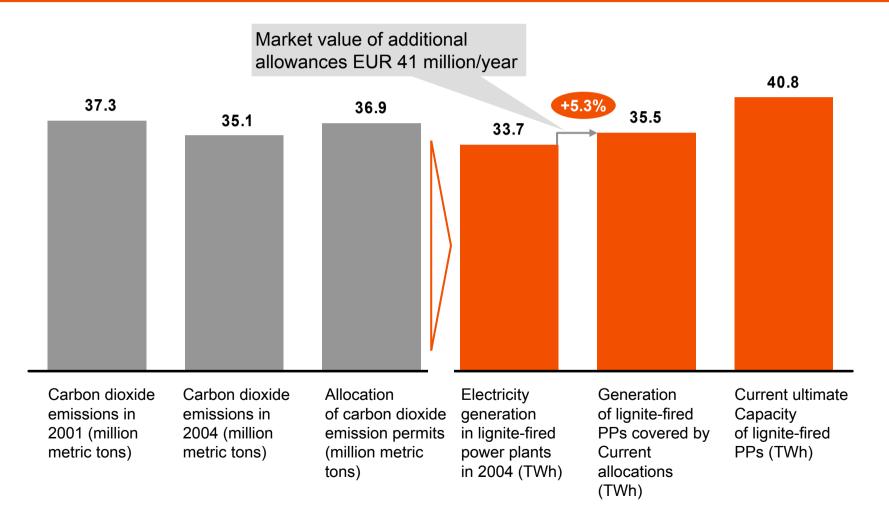
<sup>\*\*</sup> Generation of 1 MWh of electricity in coal-fired power plant induces production of 1.04 metric tons of carbon dioxide

<sup>\*\*\* 2006</sup> baseload future traded at EEX



# ALLOCATION OF 36.9 TONS OF CO2 EMISSION PERMITS PER YEAR FOR 2005–07 ALLOWS CEZ TO INCREASE GENERATION IN LIGNITE PLANTS BY 5.3%



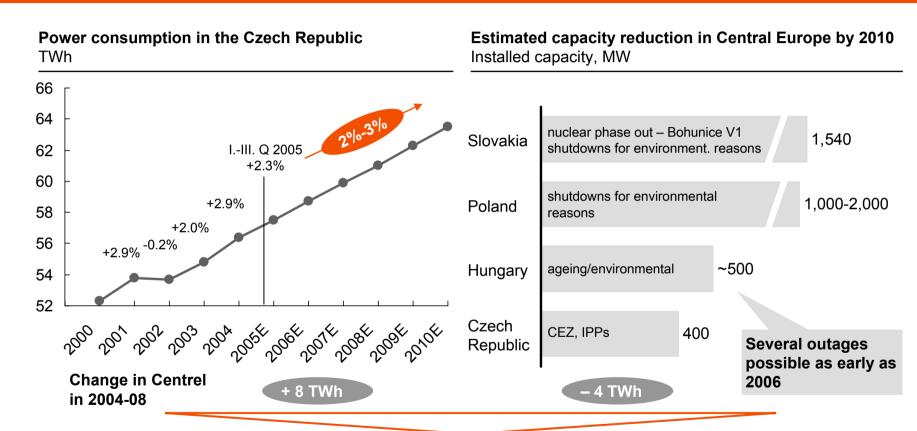


Source:CEZ, EEX 40



# GOING FORWARD, CEZ GROUP WILL BENEFIT FROM FAST GROWING DEMAND AND FORCED SHUT DOWN OF OLD PLANTS



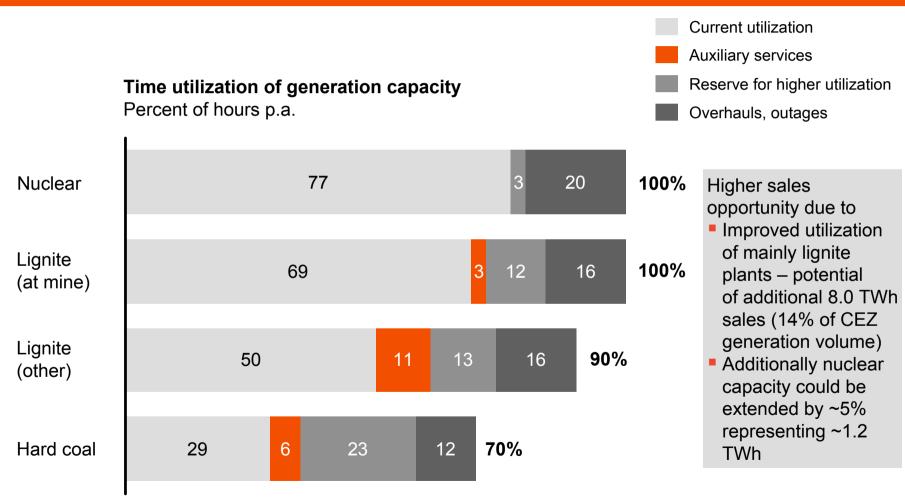


- Lower pressure on export profiles to Germany/Austria
- Price convergence to one level across Central Europe



# ADDITIONAL 8.0 TWh CAN BE GENERATED BY INCREASING UTILIZATION OF NUCLEAR AND COAL PLANTS







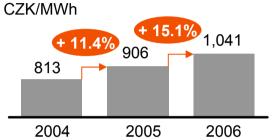
### CEZ GROUP INCREASED SALES MARGIN WHILE MAINTAINING MARKET SHARE



#### **Distribution regions of CEZ Group**

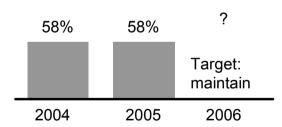


#### Domestic wholesale baseload

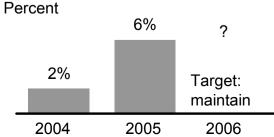


#### Market share in power retail

Percent of MWh



#### Average net supply margin



Source: CEZ, ERU 43



## REGULATORY ENVIRONMENT IN THE CZECH REPUBLIC IS FAIR AND TRANSPARENT



<2002

2002-04

2005-09

#### Prepare team

#### 1st regulatory period

#### 2<sup>nd</sup> regulatory period

- Czech energy regulator established
- Introduction of TPA to grids
- Separate reporting for retail and distribution
- Regulated tariff split into transmission, distribution, systems services and power price

- Introduction of RPI-X regulation
- Starting values of regulation parameters defined
- Full pass-through of the wholesale price

- Regulation parameters reassessed for distribution\* (WACC, RAB, allowed costs, ...) – Average revenue cap of CEZ Group distribution up by ~20%
- Main new factors
  - Coverage of unbundling costs EUR 10-20 million agreed
  - Revaluation of asset base up potentially by ~90%

\*PV = OC\*(PPI - X) + D\*PPI + RAB\*WACC

PV distribution revenue cap

OC operating costs

PPI producer price index X efficiency factor (2.085)

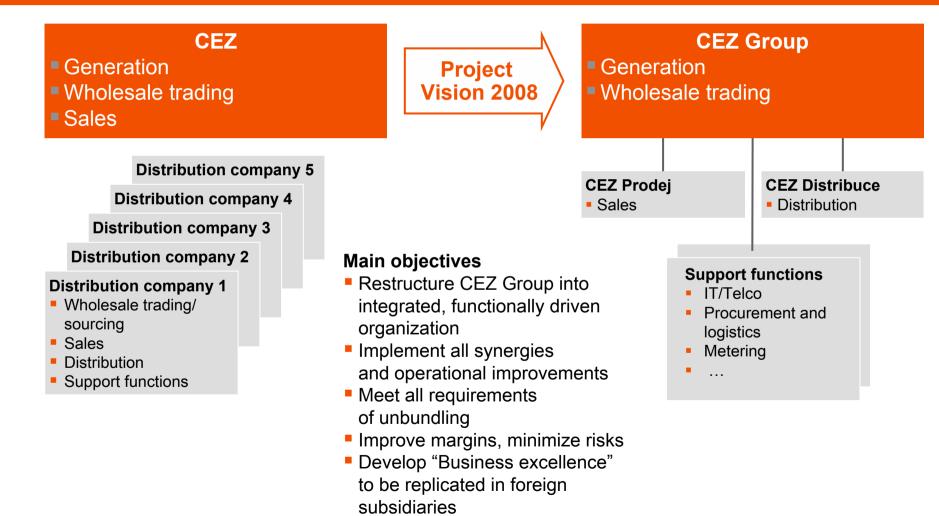
D depreciation RAB operating assets

WACC weighted average capital costs (8.114% pre-tax in 2nd reg. period)

Source: CEZ, ERU 44



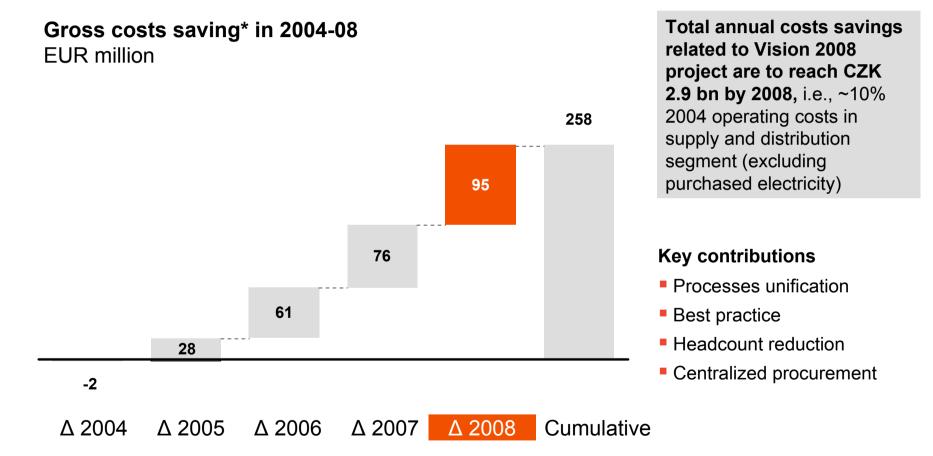
# WITHIN PROJECT VISION 2008 CEZ GROUP WILL REORGANIZE ITSELF INTO A TRANSPARENT HOLDING STRUCTURE ...





### ... AND ACHIEVE ALMOST EUR 100 MILLION IN ANNUAL SAVINGS



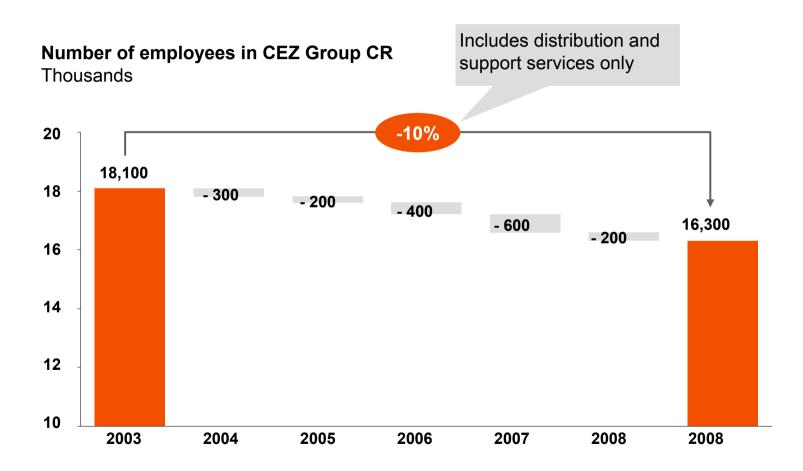


<sup>\*</sup> Costs savings compared to 2003



### NUMBER OF EMPLOYEES WILL DECLINE BY 1,800 BY 2008



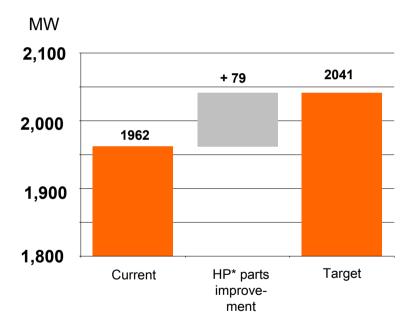




### TARGETED CAPACITY INCREASE IN DUKOVANY NUCLEAR POWER PLANT IS 9.5% BY 2012 AND IN TEMELIN 4%



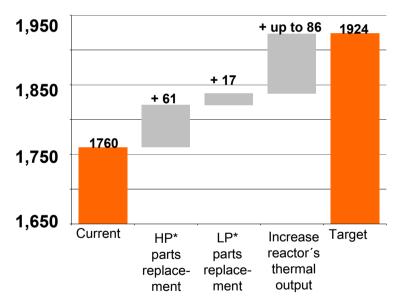
### Temelin target capacity increase - from 1962 MW to 2041 MW in 2007



Project in contracting phase

### Dukovany target capacity increase from 1760 MW to ~ 1924 MW by 2012

MW



- First project already implemented and running
  - Replacement of low pressure part in Unit 3 turbine during fuel replacement in 2005
  - Current capacity Unit 3 460 MW\*\*
- Full project in implementation, most tasks contracted

<sup>\*</sup> HP - High Pressure, LP - Low Pressure

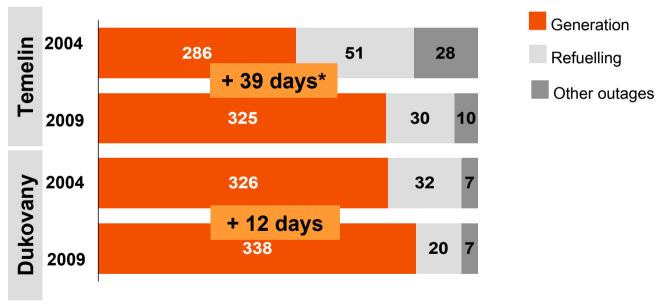
<sup>\*\*</sup> Increase by 15.5 MW; nominal output at time of measurement at 444 MW



## BASED ON BENCHMARKING STUDIES CEZ SET A GOAL OF REFUELING OUTAGES REDUCTION BY 2009

CEZ targets to add additional 20.8 days of generation in Temelin and 11.6 days in Dukovany by 2009 as a result of refuelling outages reduction





Additional production of ~ 2,3 TWh (assuming current capacity)

<sup>\*</sup> Increase in utilization by 38.8 days comes from 20.8 days refuelling outages reduction and 18 days other outages reduction

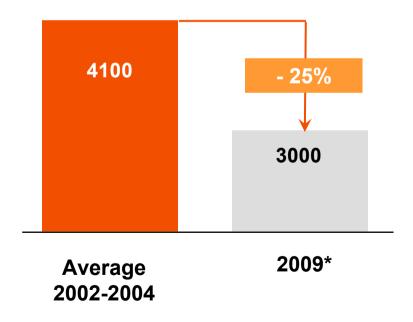


### CEZ IS SET TO REDUCE ITS GENERATION REPAIRS AND MAINTENANCE COSTS BY 25% BY 2009



### CEZ targets to reduce average repairs and maintenance cost by CZK 1.262 bn by 2009

CZK m, prices not adjusted for inflation



<sup>\*</sup> Assuming "normalized" R&M workload

### Key tasks to achieve targeted goals

- Introduction of adaptive R&M to reduce workload by 50% (measured as Normative Hours)
- Centralization of conceptual R&M to save 20% personnel costs
- Centralization of R&M procurement to reduce related costs by 25%
- Decrease number of suppliers by 70%
- Divestiture of redundant R&M subsidiaries

# AGENDA

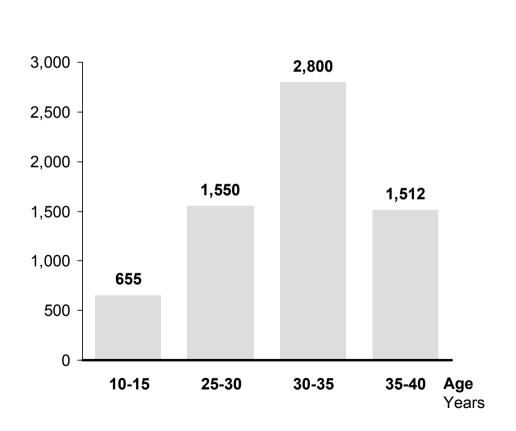
- Summary for investors
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### LARGE PORTION OF CEZ POWER PLANTS WILL BE AT THE END OF THEIR LIFETIME



#### Age structure of CEZ thermal blocks MW



- Portion of CEZ thermal capacity approaches end of its life time in 2010-20
- Also desulphurization equipment to reach end of its lifetime in 2015 -2020
- Additionally, the emission limits on SO<sub>x</sub>, NO<sub>x</sub> will get much stricter starting 2016
- As a result thermal capacities must be renewed by new plants additions of refurbishment of existing equipment



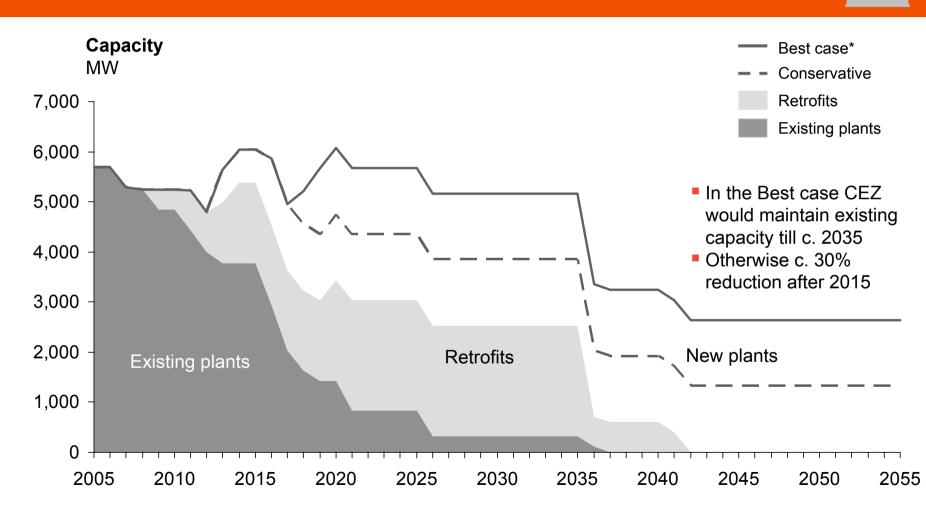
## CEZ INTENDS TO BUILD ITS FUTURE PLANT FLEET AROUND NEW GENERATION OF LIGNITE PLANTS



|                              | Coal   | Nuclear   | Gas   | Renewables   |
|------------------------------|--|---|---|--|
| Environ-<br>mental<br>impact | <ul><li>Acceptable emissions<br/>if well designed/<br/>managed</li></ul>       | <ul><li>No emissions</li><li>Nuclear risk</li></ul>                     | Low emissions                                 | <ul><li>Limited/no emissions</li><li>No resources<br/>depletion</li></ul>                          |
| Competitive advantages       | Low cost of domestic lignite   | <ul><li>Politically acceptable<br/>in Czech Republic</li></ul>          | Flexibility, relatively low investment cost   | <ul><li>Public support</li></ul>   |
| Risks/<br>constraints        | <ul><li>Lignite availability</li><li>CO<sub>2</sub> regulation/price</li></ul> | <ul><li>High up front investment</li></ul>                              | <ul><li>High/volatile gas<br/>price</li></ul> | <ul><li>Subsidy scheme not<br/>clear yet</li></ul>   |
|                              |  |   |   |  |
|                              | <ul><li>Cornerstone<br/>of the future CEZ<br/>plant fleet</li></ul>            | <ul><li>Complement to<br/>lignite for baseload<br/>generation</li></ul> | Potentially source<br>of flexible power       | <ul> <li>Complementary role<br/>(e.g., combined<br/>combustion of coal<br/>and biomass)</li> </ul> |



# CEZ HAS FINALIZED PLANS FOR LIGNITE PLANTS RENEWAL AND NOW DEVELOPS STRATEGY IN OTHER FUELS

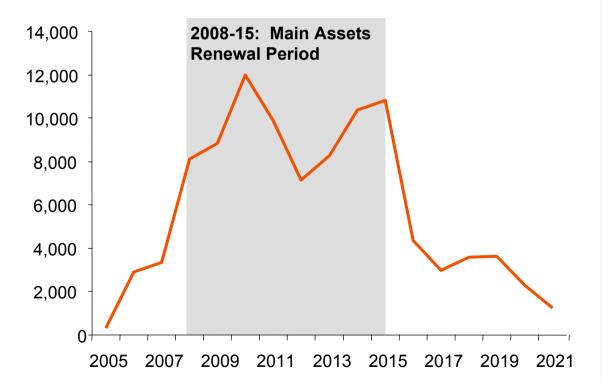


<sup>\*</sup> The best case scenario (additional 2x 660 MW in new units) would require removal of existing administrative geographical mining limits



# LIGNITE PLANTS PORTFOLIO RENEWAL RELATED CAPEX TO REACH CZK 100 BN AND BRING 14-25% EFFICIENCY UPLIFT





#### **Projects overview**

- Highly profitable
- Secured fuel low risk

#### Retrofits

- Gross efficiency improvement from 36% to 41%
- Less CO<sub>2</sub> production
  - Tušimice II 4 x 200 MW
  - Prunéřov II 4 x 200 MW
  - Počerady 3 x 200 MW

#### **New units**

- Gross efficiency 45%
- Less CO2 production
  - Počerady 1 x 660 MW
  - Ledvice 1 x 660 MW

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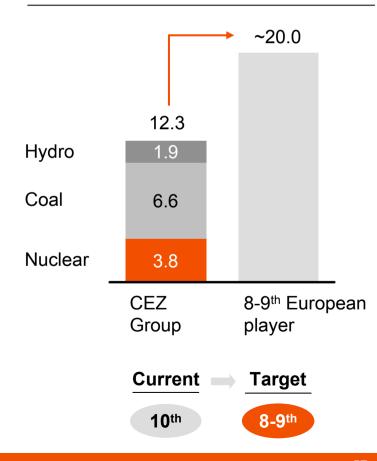
## CEZ GROUP WANTS TO GROW BOTH IN GENERATION AND DISTRIBUTION/SUPPLY



### Ambition for distribution/supply growth Millions of customers



### Ambition for target generation growth GW of installed capacity





## CEZ GROUP IS BEST POSITIONED TO SUCCEED IN THE REGION OF CENTRAL AND SOUTHEASTERN EUROPE



- Intimate knowledge of the region
- Very well accepted due to close cultural/historical ties and electricity industry transformation experience
- First-hand experience with transformation of power markets
- Natural hedge to current position of CEZ Group providing significant synergies/risk mitigation
- Significant portion of the assets still in state hands, many privatization processes initiated
- Limited interest of other players in target region of CEZ Group
- Higher financial leverage and overpriced previous investments of other players limiting their growth potential
- Management capacity available from restructuring in the Czech Republic



# EVEN THOUGH CEZ GROUP HAS AMBITIOUS EXPANSION PLANS, WE ARE VERY PRUDENT IN OUR M&A DECISIONS



#### **Key criteria for M&A decisions**

- Target attractive on standalone basis (market position, asset quality)
- Synergies with CEZ Group (welcomed but not taken into valuation)
- Return above cost of capital (without future synergies)
- Credit rating targeting
- Positive contribution to CEZ Group value

#### M&A process

- Always along a global advisor with target country ties
- Valuation prepared by advisor cross-checked to internal valuation
- Multiple scenarios
- Transaction team includes implementation team
- Valuation model becomes budget for the implementation team



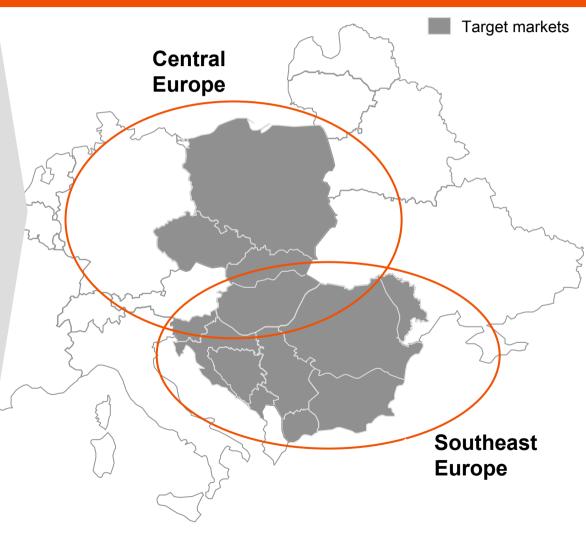
# THERE IS LARGE NUMBER OF POTENTIAL TARGETS IN THE REGION OF CENTRAL AND SOUTHEASTERN EUROPE



### Main acquisitions opportunities 2005-06

- Bulgaria: generation TPPs Varna, Ruse
- Romania: distributors Electrica Muntenia Sud, generation – TPP Turceni, Rovinari, Craiova
- Poland: generation PAK, Dolna Odra, Kozienice, mining – Katowicki Holding Węglowy S.A.
- Montenegro: generation TPP
   Pljevlja, mining brown coal mine company Rudnik Uglja
- Macedonia: distribution complex ESM, generation – TPP Negotino (210 MW)

Additional opportunities expected within next 2-3 years – e.g., remaining distributors in Romania, energy sector in Serbia and former Yugoslavia, additional assets in Poland





### CEZ PARTICIPATES IN ALL CURRENT TRANSACTIONS IN CENTRAL EUROPE .....



#### **Dolna Odra** (Poland)

Installed capacity (MW) 1.950 Sales (2004, TWh) 5.6

 Sales (2004, EUR mil.) 290

- → Privatization discussed by the new government
- →CEZ is not on the shortlist

#### Kozienice (Poland)

Installed capacity (MW) 2.820

Sales (2004, TWh)

11.8 Sales (2004, EUR mil.) 414

- → Privatization discussed by the new government
- → CEZ submitted specification of its previous bid on November 17th

#### PAK - Patnow, Adamow, Konin (Poland)

Installed capacity (MW) 2.338

Sales (2004, TWh)

14 Sales (2004, EUR mil.) 408

→ Process in standby

3

→ CEZ obtained permission from Polish government (50% shareholder) to carry out a Due Diligence

#### PSEG Global - Elcho (Poland)

- Installed capacity (MW) 220
- Sales (2004, TWh)
- Sales (2004, EUR mil.)
- → CEZ submitted a bid on Dec.12th, 05
- > process in progress, decision in January

#### PSEG Global - Skawina (Poland)

- Installed capacity (MW) 590
- Sales (2004, TWh)
- Sales (2004, EUR mil.)
- → CEZ submitted a bid on Dec.12th, 05
- process in progress, decision in January



#### ..... AS WELL AS IN SOUTHEASTERN EUROPE



#### Muntenia Sud (Romania)

- Number of customers (million) 1.1
- Sales (2004, TWh)
- 4.3 Sales (2004, EUR mil.) 286
- → process began in July
- → CEZ qualified for final bids:
- → final bids expected by January 31st 2006

#### Turceni (Romania)

- Installed capacity (MW) 2.310
- → coal power plant including mine
- privatization to commence in early 2006
- →after Turceni privatization starts, Rovinari (1320 MW) and Craiova (630 MW) privatization shall begin

#### ESM - Distribution (Macedonia)

- Number of customers (mil.) 0.7
- Sales (2004, TWh)

4.3

- →CEZ qualified for final bids
- process in progress
- final bids expected at the end of Q1 2006

| (Bulgaria)   | Varna                  | Ruse                 |
|--|------------------------|----------------------|
| <ul> <li>Installed capacity (MW)</li> <li>Sales (2004, TWh)</li> <li>Sales (2004, EUR mil.)</li> </ul> | 1,260<br>2.463<br>69.9 | 400<br>0.421<br>23.9 |

- →UES RAO offered highest bids for both. nevertheless antitrust office decided that Varna and Ruse cannot be acquired by one subject
- →government ended negotiations with UES RAO
- → furhter process being discussed.

#### Pljevlja (Montenegro)

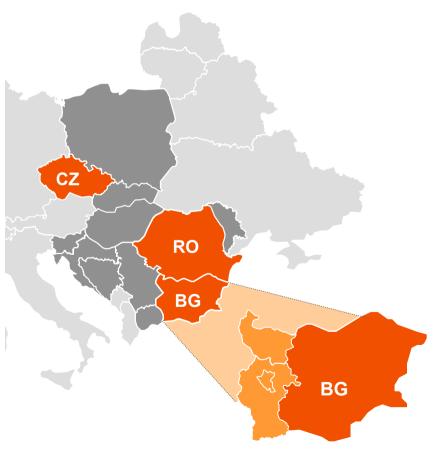
- 210 Installed capacity (MW)
- 1.0 Sales (2004, TWh)
- → production assets and minority share in mine
- tender re-started in December 2005



### THE INTEGRATION OF THE BULGARIAN EDCs IS PROGRESSING FASTER THAN EXPECTED



Acquisition of distribution in Bulgaria 67% in three EDCs\* (Number 1, 42% market share)



#### \* value of the transaction EUR 282 million

#### **Status**

- Control gained faster than expected thanks to tight project management
  - Team of 3 observers quickly extended to international team of 20 professionals covering all important business areas
- Immediate initiation of key projects to improve financials
  - 6 projects targeting quick improvements in key business areas (regulatory management, purchasing, planning and standardization of investment and sales to eligible customers)
  - 4 support projects (finance, corporate governance, organization and communication)
- CEZ is well positioned to management process redesign, unbundling and eventually consolidation of the three EDCs to benefit from best practices implementation



## FAST INTEGRATION IN BULGARIA BRINGS TANGIBLE RESULTS



#### **Early results**

- Unified organizational structure across all three EDCs implemented
- All three EDCs adopted international accounting standards
- Energy losses were reduced by ~10% in all three EDCs during the first half of 2005
- Coordination of selected activities among EDCs already delivered first cost savings
- CEZ is the only of all distribution companies that obtained trading license in line with legal deadlines

#### Selected financials - IFRS

**EUR** million

| Name       | Stolich    | nno        | Sofia Ol   | Sofia Oblast Pleven |            | Total      |            | Improvement |         |
|------------|------------|------------|------------|---------------------|------------|------------|------------|-------------|---------|
|            | H1<br>2005 | H1<br>2004 | H1<br>2005 | H1<br>2004          | H1<br>2005 | H1<br>2004 | H1<br>2005 | H1<br>2004  | Percent |
| Sales      | 95.4       | 86.0       | 52.4       | 50.2                | 52.3       | 49.9       | 200.2      | 186.0       | 8%      |
| EBITDA     | 15.0       | 11.4       | 8.4        | 6.7                 | 6.1        | 5.4        | 29.5       | 23.5        | 26%     |
| EBIT       | 9.3        | 5.2        | 5.3        | 4.4                 | 2.2        | 2.1        | 16.9       | 11.7        | 44%     |
| Net Profit | 7.6        | 4.0        | 4.0        | 3.5                 | 1.8        | 1.6        | 13.4       | 9.1         | 47%     |

Note: The figures above do not contain some intra group accrual items

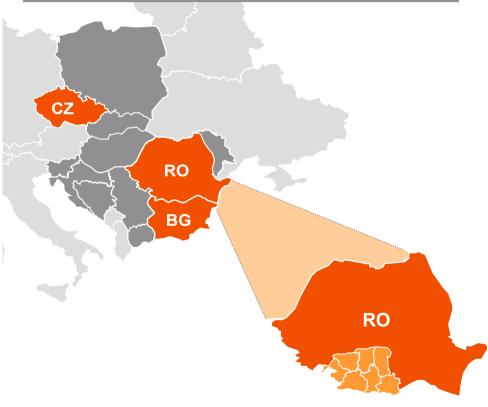
Source: EDCs, CEZ 64



### THE ACQUISITION OF EDC OLTENIA IS ALMOST COMPLETE AND INTEGRATION HAS STARTED



Acquisition of distribution in Romania 51% share in EDC Oltenia\*, adjacent to the Bulgarian EDCs (Number 2, 17% market share)



#### **Status**

- CEZ Group selected as a tender winner
- Settlement carried out on October 4 2005
- Strong CEZ management team on the ground combining internal professionals with managers from outside the Group and Romanian experts
- Already before the settlement the team had role of observer, consulted on key issues by local management
- Main processes in progress
  - Post-completion audit
  - Post-merger audit
  - People assessment

### Consolidated financial statements according to IFRS FUR million

|            | 2003   | 2004  |
|------------|--------|-------|
| Sales      | 362.2  | 399.8 |
| EBITDA     | -16.7  | 70.2  |
| EBIT       | -118.9 | 49.0  |
| Net income | -58.6  | 46.6  |
| Net debt   | 1.0    | 1.0   |

<sup>\* 25%</sup> share purchase, remainder equity contribution for total of EUR 151 million

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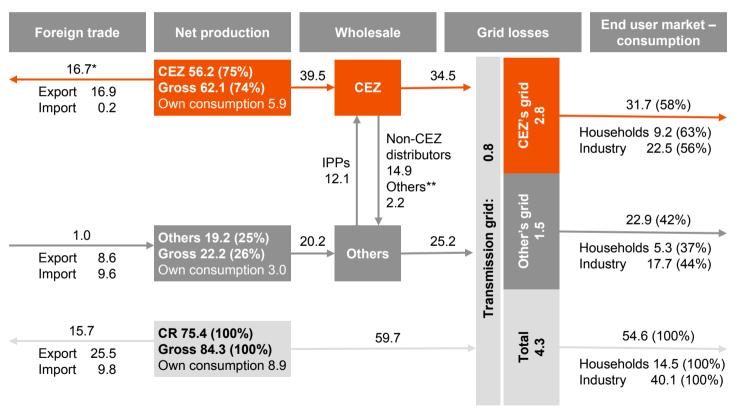
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- Selected historical financial figures



### CEZ IS A DOMINANT PLAYER IN ALL SEGMENTS OF THE CZECH ELECTRICITY MARKET ...

#### Czech electricity market in 2004

TWh

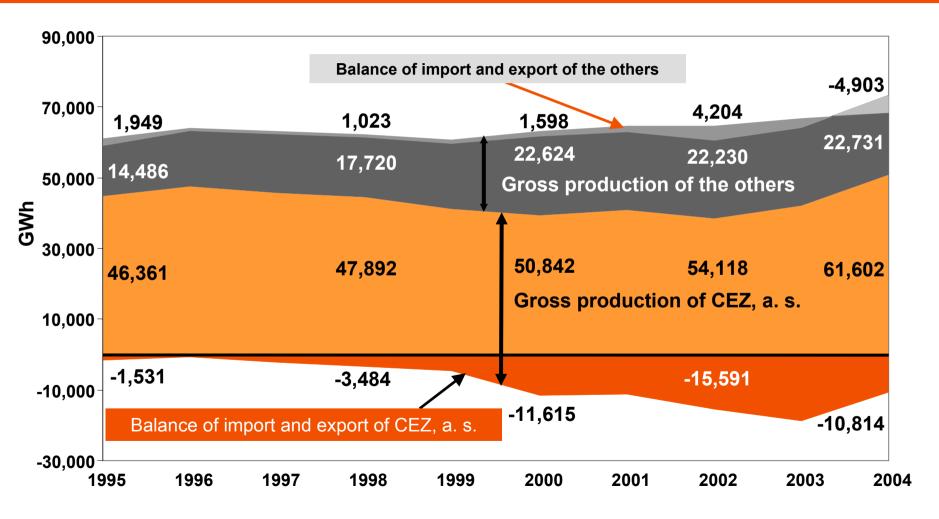


<sup>\*</sup> Includes sales to domestic traders for export, excludes trading on the foreign liquid markets which do not impact volume

<sup>\*\*</sup> Includes domestic power exchange trading, sales to grid operator to cover grid losses, direct sales to domestic traders for domestic consumption and other domestic sales



#### ... AND HAS ALWAYS BEEN



Source: CEZ, ERU 69



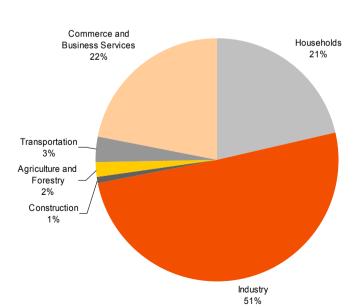
### DEMAND FOR ELECTRICITY IN THE CZECH REPUBLIC IS DRIVEN BY INDUSTRIAL CUSTOMERS

|  | Installed | capacity | as c | of 31st | December |
|--|-----------|----------|------|---------|----------|
|--|-----------|----------|------|---------|----------|

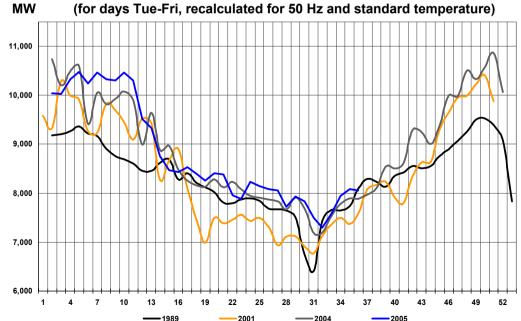
- Demand for electricity
- Net electricity generation
- Gross electricity generation

| 2003       | 2004       |
|------------|------------|
| 17,344 MW  | 17,434 MW  |
| 54,807 GWh | 56,388 GWh |
| 76,659 GWh | 77,919 GWh |
| 83,227 GWh | 84,333 GWh |

#### **Electricity Demand Structure (2004)**



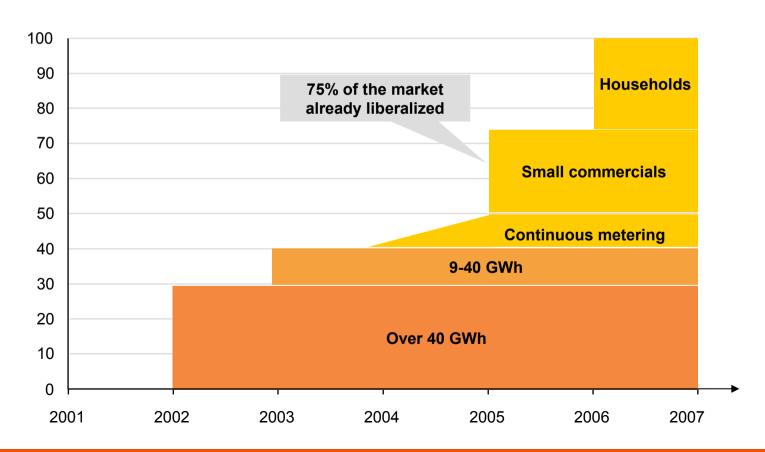
#### **Average Weekly Peak Loads on the Transmission Grid Level**





## ELECTRICITY MARKET TO BE FULLY LIBERALIZED STARTING 2006, 75% LIBERALIZED ALREADY

Time plan of end-user market liberalization in the Czech Republic Percentage



Source: ERU 71



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### DUKOVANY IS ONE OF EUROPEAN BEST PERFORMING **NUCLEAR POWER PLANTS**

- Type of reactor
- Basic description

**Electricity generation** in 2004: 12,692 GWh

**Installed capacity:** 2 x 1,000 MW

- Total investment costs
- Commercial operation

- PWR pressurized water reactor, as majority of reactor types around the world
- Based on the original Russian technical design with many improvements in cooperation with Westinghouse Electric to achieve higher operational safety, e.g.,
  - new instrumentation and control system
  - new monitoring system (incl. radiation monitoring)
  - new cabling (non-flammable and fire-resistant)
  - modification of the electric components
  - new accident analysis and safeguard system
  - new type of nuclear fuel
- CZK 98.6 bn (USD 4.4 bn) very competitive amount
- 1st Unit since June 2002
  - 2nd Unit since April 2003
- Beginning of operation
- Current highlights

**Electricity generation** in 2004: 13,632 GWh

Installed capacity: 4 x 440 MW

- 1985-87
- undergoes renovation of its I & C system belongs, to world's best in safety of operation

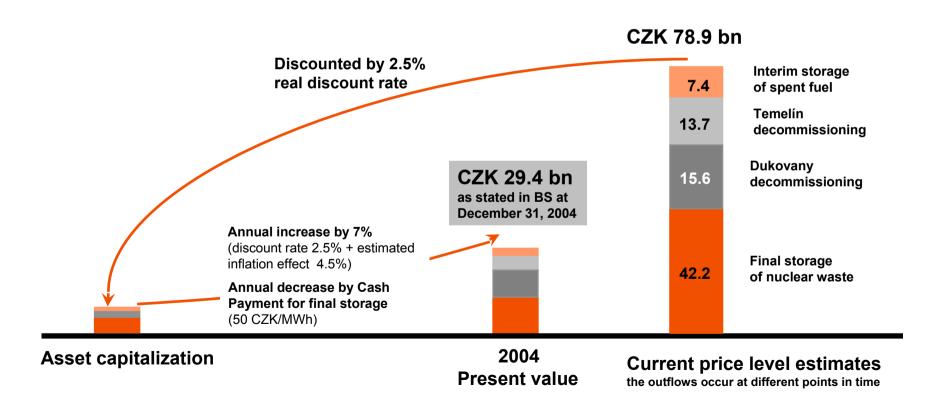


### NUCLEAR POWER PLANTS OF CEZ, A. S. ARE INSURED ACCORDING TO INDUSTRY STANDARDS

- Property damage insurance
  - NPP Dukovany since December 1998
  - NPP Temelín since July 2000
- Nuclear third party liability insurance (operational)
  - NPP Dukovany since January 1998
  - NPP Temelín since July 2000
- Nuclear third party liability insurance transport of nuclear fuel from the Russian Federation for NPP Dukovany and from the US for NPP Temelín – since 1996
- Liability insurance is concluded according to the Czech Nuclear Act
- Policies are concluded with the Czech Nuclear Pool
- The necessary reinsurance support is provided within international pooling system (foreign national nuclear insurance pools)
- The property and liability risks in both NPPs are checked in the course of risk surveys which are regularly carried out by international teams of inspectors



## NUCLEAR PROVISIONS IFRS STATEMENTS ARE FULLY IN LINE WITH IAS 37





### NUCLEAR PROVISIONS – CASH FLOW IMPACT 1. NUCLEAR DECOMMISIONIONING

#### **Decommissioning of nuclear power plants**

- Czech law requires CEZ to have accounting provisions created under Czech Accounting Standards cash funded (starting 2002)
- updated 2004 Temelin cost study estimate CZK 13.7 bn
- updated 2003 Dukovany estimate CZK 15.6 bn
- cost studies updated in regular periods
- funds deposited on escrow accounts owned by CEZ, a. s.
- escrow accounts opened in August 2002
- by the end of 2002 first funds deposited
- use of funds only with the approval of the state authority
- provisions created by the end of 2001 should be deposited in cash by 2007 (CZK 3 bn)

Balance of funds as of December 31, 2004: CZK 1,580 million

Annual contribution to the escrow account: **CZK 308 million** (Temelin – CZK 153 million, Dukovany CZK 155 million)



### NUCLEAR PROVISIONS – CASH FLOW IMPACT 2. FUEL STORAGE

#### Final Storage of radioactive waste and spent fuel

- contribution to the "nuclear account" at the Czech National Bank
- controlled by the state authority RAWRA (Radioactive Waste Repository Authority)
- contribution stated by a government resolution
- contribution based on a cost study

50 CZK/MWh produced in nuclear power plants

Cash expenditures in 2004: CZK 1,316 million

#### **Interim Storage of Spent Nuclear Fuel**

expenditures represent mainly the purchase of interim fuel storage casks

Cash expenditures in 2004: CZK 67 million



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# SELECTED HISTORICAL FINANCIALS CZK

#### **Profit and loss**

|  | CZK bn | 2002         | 2003        | 2004        |
|--|--------|--------------|-------------|-------------|
| Revenues   |        | <u>55.</u> 6 | <u>84.8</u> | 100.2       |
| Sales of electricity Heat sales and other revenues |        | 52.9<br>2.6  | 79.5<br>5.3 | 92.7<br>7.4 |
| Operating Expenses                                 |        | <u>32.6</u>  | <u>54.9</u> | <u>62.6</u> |
| Purchased power and related service                | s      | 7.3          | 21.1        | 26.5        |
| Fuel   |        | 12.9         | 14.3        | 14.4        |
| Salaries and wages                                 |        | 3.9          | 8.0         | 9.6         |
| Other  |        | 8.6          | 11.5        | 12.1        |
| EBITDA   |        | 22.9         | 30.0        | 37.5        |
| EBITDA margin                                      |        | 41%          | 35%         | 37%         |
| Depreciation                                       |        | 11.7         | 17.0        | 18.4        |
| <u>EBIT</u>  |        | <u>11.2</u>  | <u>13.0</u> | <u>19.2</u> |
| EBIT margin  |        | 20%          | 15%         | 19%         |
| Net Income   |        | <u>8.4</u>   | <u>8.9</u>  | <u>13.1</u> |

#### **Balance sheet**

| CZK bn  | 2002         | 2003         | 2004         |
|---|--------------|--------------|--------------|
| Non current assets  | 216.2        | 258.5        | 258.1        |
| Current assets  | 15.3         | 19.7         | 22.7         |
| <ul> <li>out of that cash and cash equivalents</li> </ul> | 4.2          | 4.0          | 7.5          |
| Total Assets  | <u>231.5</u> | <u>278.2</u> | <u>280.8</u> |
| Shareholders equity (excl. minority. int.)                | 143.7        | 144.7        | 158.4        |
| Loans   | 28.1         | 39.0         | 41.9         |
| Other liabilities   | 59.7         | 94.5         | 80.5         |
| Total liabilities   | <u>231.5</u> | <u>278.2</u> | <u>280.8</u> |



# SELECTED HISTORICAL FINANCIALS EUR

#### **Profit and loss**

|   | EUR m | 2002                     | 2003                     | 2004                     |
|---|-------|--------------------------|--------------------------|--------------------------|
| Revenues  |       | <u>1,853</u>             | 2,827                    | 3,339                    |
| Sales of electricity Heat sales and other revenues                          |       | 1,765<br>88              | 2,652<br>176             | 3,092<br>247             |
| Operating Expenses  |       | <u>1,088</u>             | <u>1,828</u>             | 2,088                    |
| Purchased power and related services<br>Fuel<br>Salaries and wages<br>Other |       | 244<br>430<br>128<br>285 | 703<br>477<br>266<br>382 | 884<br>479<br>321<br>403 |
| EBITDA EBITDA margin Depreciation   |       | <b>765 41%</b> 391       | 999<br>35%<br>565        | 1,251<br>37%<br>613      |
| EBIT margin   |       | 374<br>20%               | <u>433</u><br>15%        | 639<br>19%               |
| Net Income  |       | <u>28</u> 1              | <u>29</u> 6              | <u>435</u>               |

#### **Balance sheet**

| EU  | R m <b>2002</b> | 2003  | 2004          |
|---|-----------------|-------|---------------|
| Non current assets  | 7,207           | 8,617 | 8,603         |
| Current assets  | 509             | 657   | 758           |
| <ul> <li>out of that cash and cash equivalents</li> </ul> | 141             | 134   | 252           |
| Total Assets  | <u>7,716</u>    | 9,274 | <u>9,36</u> 1 |
|   | 0               | 0     | 0             |
| Shareholders equity (excl. minority. int.)                | 4,789           | 4,824 | 5,280         |
| Loans   | 937             | 1,299 | 1,396         |
| Other liabilities   | 1,990           | 3,151 | 2,685         |
| _Total liabilities  | <u>7,716</u>    | 9,274 | <u>9,36</u> 1 |