

# THE LEADER IN POWER MARKETS OF CENTRAL AND SOUTHEASTERN EUROPE

**Equity story, February 2007** 

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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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### CEZ GROUP STANDS APART FROM OTHER UTILITIES IN EUROPE

- The vision of CEZ is to be 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 >310% in the last 24 months with wide international shareholders base
- Leading position in Central European power markets, practically 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 (53%)
- Distribution and supply in Bulgaria (42% market share) and Romania (17%)
- Generation in Poland Power Plants Elcho (238MW) and Skawina (592MW) and in Bulgaria – Power Plant Varna (1,260MW)



### CEZ GROUP OFFERS SOME EXCEPTIONAL FEATURES TO EQUITY INVESTORS

Key features	Rationale
Strong financial performance	<ul> <li>EBITDA margin 40% (generation mix, growth potential)</li> </ul>
<ul> <li>Dynamic profit growth expected to continue</li> </ul>	<ul> <li>Growing power prices and consumption, efficiency improvements and synergies</li> </ul>
Vertically integrated	Stable performance once prices converge
Robust balance sheet	Strong cash flow and very low level of debt
<ul> <li>Management fully focused on financial performance</li> </ul>	<ul> <li>Group restructuring, aggressive performance targets</li> </ul>
Dividend policy targets 40-50 % payout	<ul><li>41% pay out ratio in 2005</li></ul>
International corporate governance practices	<ul> <li>Under scrutiny of equity brokers, institutional investors, financial advisors and rating agencies (S&amp;P, Moody's)</li> </ul>
<ul> <li>Increasing exposure to attractive regions of 1<sup>st</sup> and 2<sup>nd</sup> EU convergence zone</li> </ul>	<ul> <li>Central and Southeastern Europe</li> </ul>



### CEZ GROUP WILL CONTINUE TO IMPROVE ITS PERFORMANCE FASTER THAN OTHERS

#### 2006

### With current capital

- Wholesale price growth, stable fuel costs
- Transformation savings
- Savings in CO<sub>2</sub> emissions
- Improvements in last acquisitions

### With additional capital

 Consolidation of latest acquisitions (Poland, Varna)

#### 2007 and beyond

- Wholesale price convergence, stable fuel costs
- Higher utilization of plants
- Best practice savings (across segments)
- Favorable regulation
- New acquisitions
- Increased nuclear capacity
- Renewables

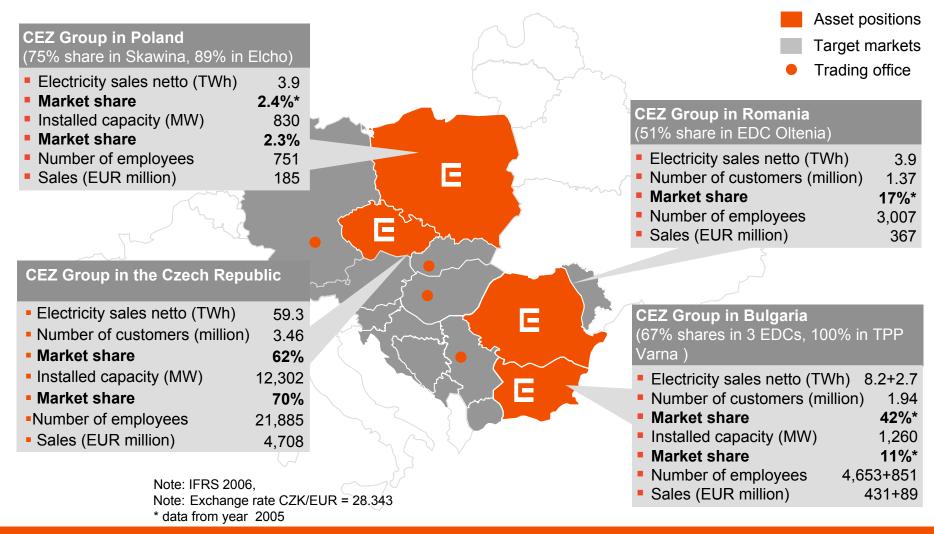
#### Long term

Stable fuel costs

- Upgrade of Czech generation fleet
- Green/Brown field generation projects abroad
- Additional nuclear units



## CEZ GROUP IS AN INTERNATIONAL UTILITY WITH STABLE POSITION IN DOMESTIC MARKET AND GROWING PORTFOLIO IN CEE

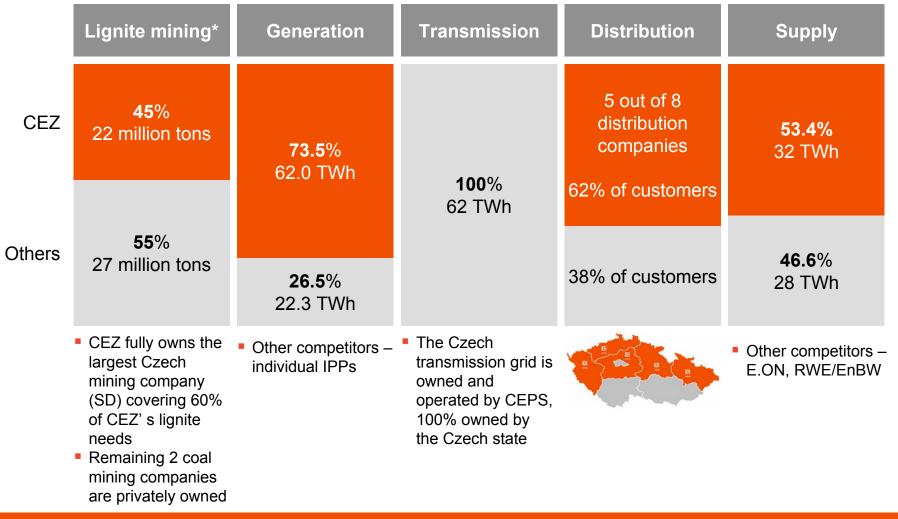


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### CEZ IS A STRONG AND VERTICALLY INTEGRATED PLAYER ON THE CZECH ELECTRICITY MARKET





## 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



HR

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

#### Management team of CEZ Group **CEO Finance** Generation





**Operations** 

Human Resource Internal Communi Resources Communication

Zdeněk Pasák

- Trading Sales and
  - marketing Customer services

**Trade** 

Alan Svoboda

- Business dev.
- Top management including CEO

Petr Vobořil

Treasury

Accounting

controlling

Planning/

ICT

 CEO of Škoda holding in Plzeň

**Martin Roman** 

M&A

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

Jiří Borovec

Conventional

generation

generation

New projects

Nuclear

Distribution Foreign equity participations

Tomáš Pleskač

- Integration
- Domestic Equity participations
- Procurement
- Coal mining

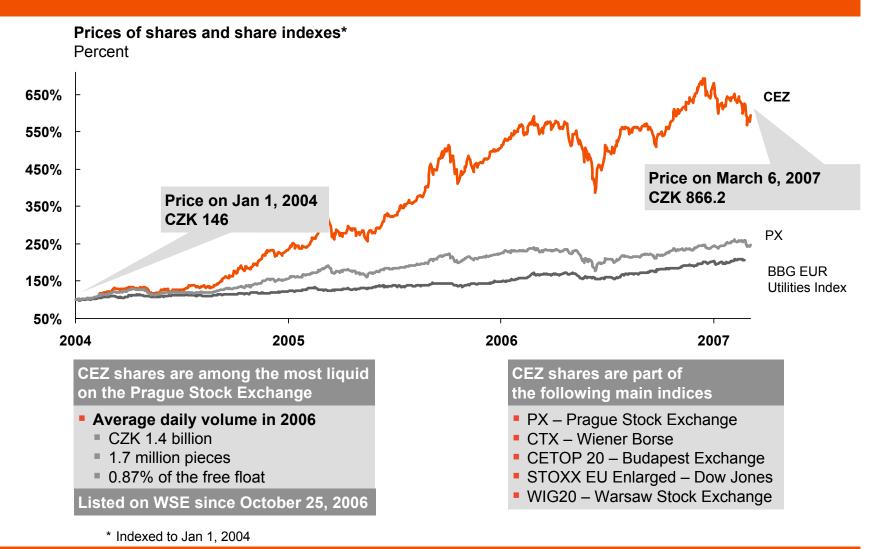
- Managing Partner Madsen & Taylor Consulting
- Senior Consultant and International Partner Group Helmut Neumann Int.
- Partner in McKinsey & Company responsible for energy sector
- CFO in regional power distributor
- - positions in CEZ, CEO of US-owned
    - Janka Lennox

- Top management positions within the **CEZ Group** 
  - Head of Sales Bohemiacoal
    - Plant director Tchas
    - Director Hedviga Group

**2006 2004 1980 2004 2005** 1993 **2004** 



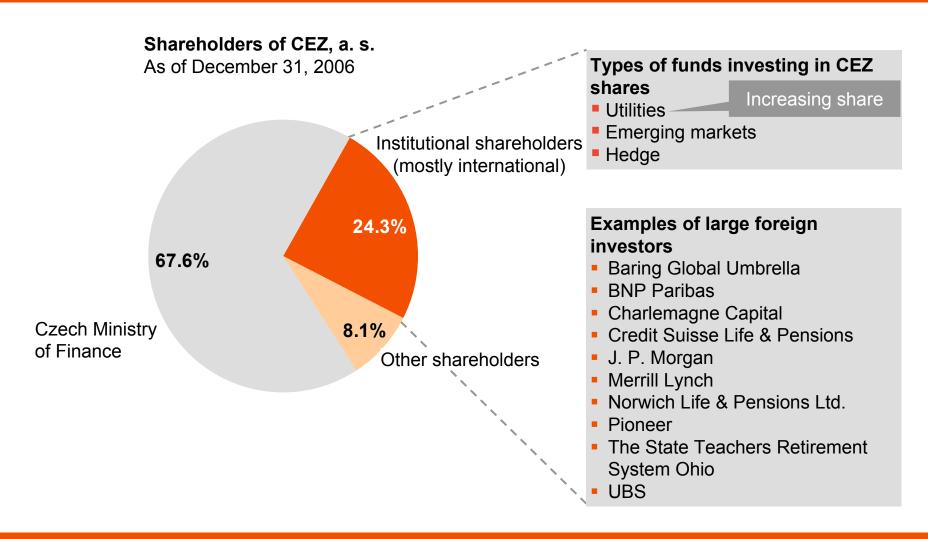
#### CEZ STOCK HAS SIGNIFICANTLY OUT-PERFORMED THE CZECH MARKET AS WELL AS EUROPEAN UTILITIES



Source: PSE, Bloomberg 11



### CEZ GROUP ATTRACTED MANY INTERNATIONAL SHAREHOLDERS



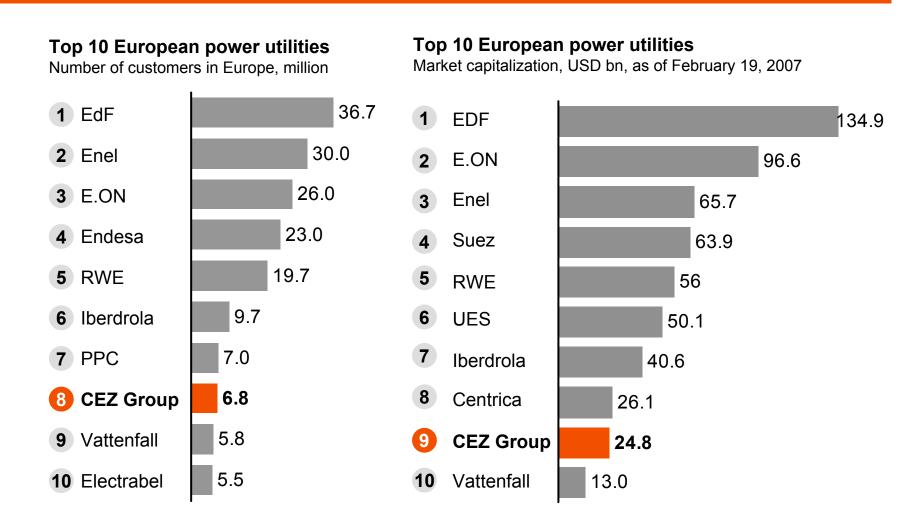
Source: CEZ, Bloomberg 12

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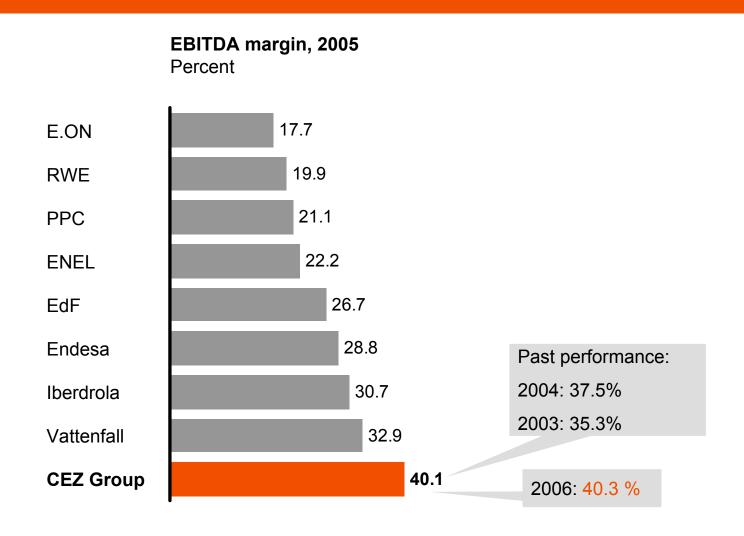


#### CEZ IS AMONG TOP 10 EUROPEAN POWER UTILITIES



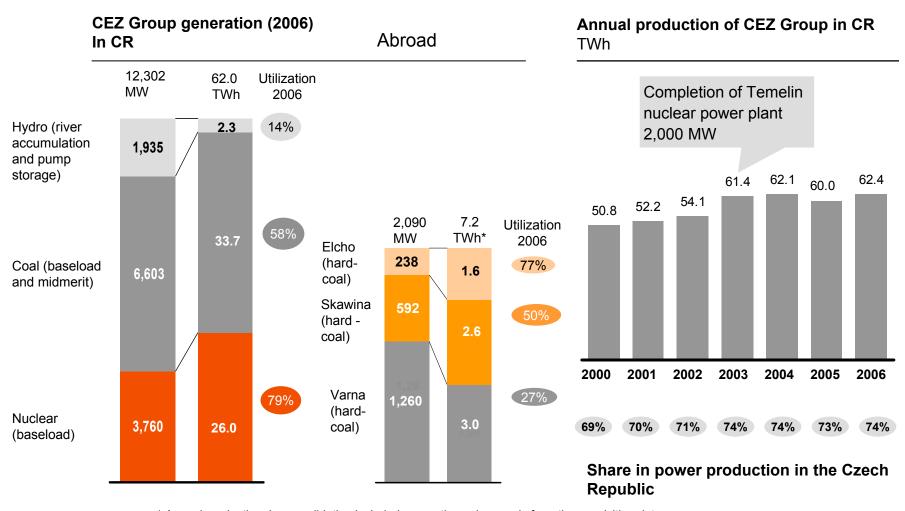


### ... AND IS THE MOST PROFITABLE UTILITY IN EUROPE MEASURED BY EBITDA MARGIN





### THE MAIN COMPETITIVE ADVANTAGE OF CEZ GROUP IS DOMESTIC LOW COST GENERATION FLEET



<sup>\*</sup> Annual production. In consolidation included generation volume only from the acquisition date



### CEZ GROUP WILL MAINTAIN LONG-TERM COMPETITIVE ADVANTAGE IN GENERATION COSTS

#### Sources of long-term competitive advantage:

#### Conventional generation

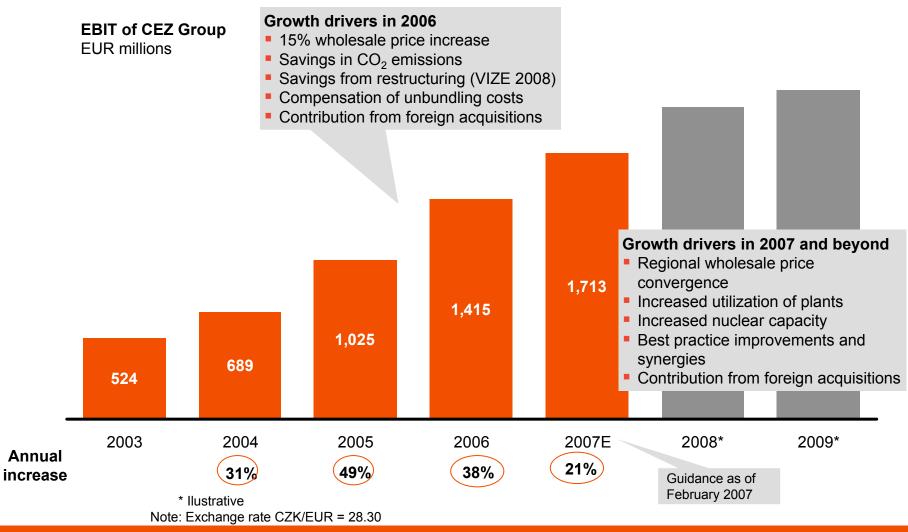
- Long term framework agreement for lignite deliveries till 2050 for >90% of consumption
- Lignite Prices change only as fraction of electricity price and inflation changes
- Large share of supplies from own mines (~ 60% of lignite)
- Increased efficiency after plant portfolio renewal and maintenance cost reduction

#### Nuclear generation

- Projected lifetime till 2027 and 2042 (Temelin)
- Further extension technically feasible and likely to be granted
- Increased capacity of Dukovany (~10% or 165 MW) after turbine upgrades and increase of the reactor's thermal output
- Increased capacity of Temelin (~4% or 80 MW) after turbine rotor upgrades



### CEZ GROUP MAINTAINS VERY HIGH DYNAMICS IN PROFIT GROWTH

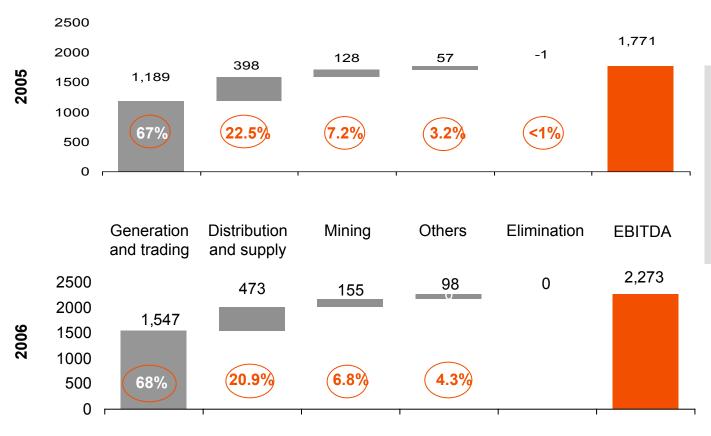




### CEZ GROUP PROFITABILITY IS DRIVEN BY GENERATION AND TRADING

#### EBITDA contribution in 2005 and 2006

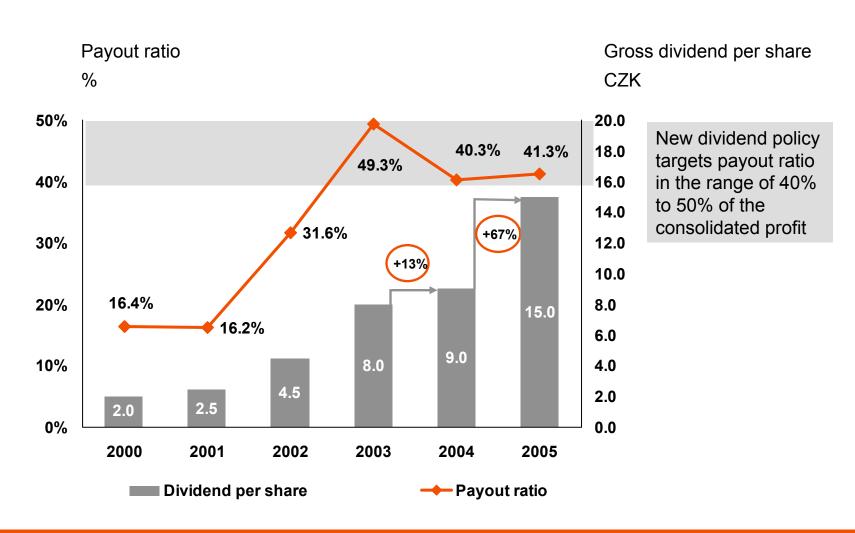
EUR m



- Generation and trading contribute more than
   2/3 to overall group EBIT
- Foreign acquisitions contribution more than doubled on EBITDA level from EUR 70m in 2005 to EUR 166m in 2006



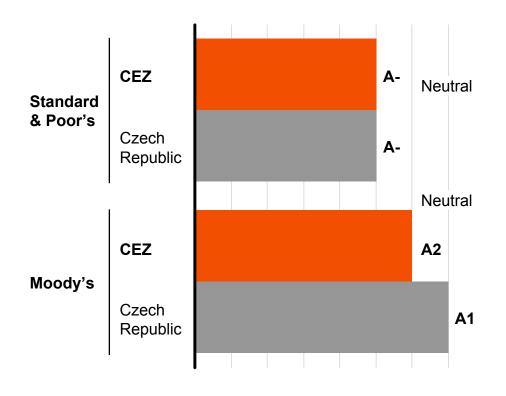
### CEZ HAS SIGNIFICANTLY INCREASED IT'S DIVIDENDS IN THE LAST YEARS





#### CEZ MAINTAINS VERY STRONG CREDIT RATING

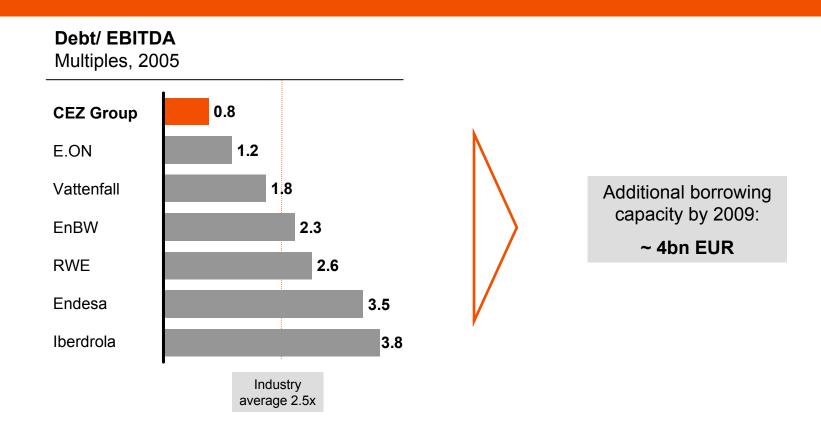
#### **Credit rating of CEZ and Czech Republic**



- CEZ has high credit rating just below the country risk
- CEZ has been first rated company in former Eastern Europe (1994)
- CEZ has been first and one of the largest corporate bond issuers in CEE
- CEZ is committed to maintain its strong credit rating



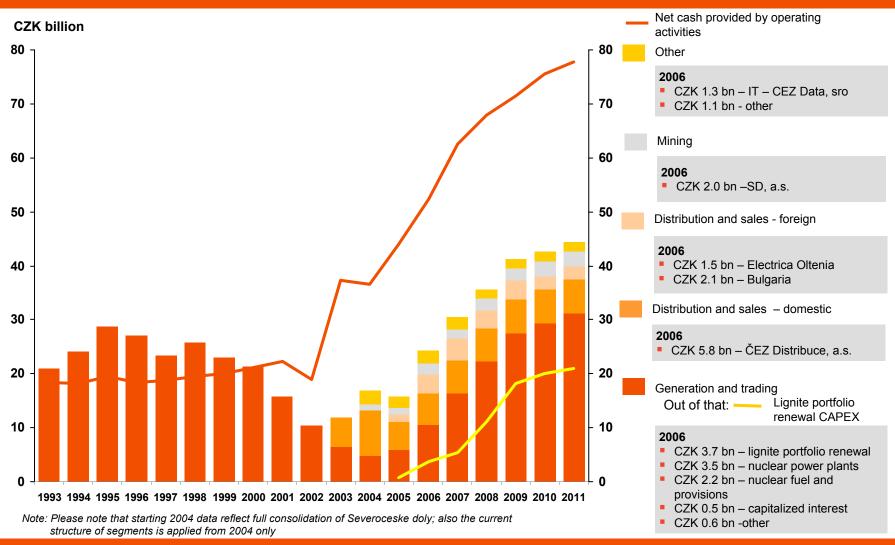
### CEZ GROUP IS THE LEAST INDEBTED UTILITY IN EUROPE WITH STRONG ADDITIONAL BORROWING CAPACITY



- Additional borrowing capacity may be used to finance recent acquisitions
- CEZ management committed to reach optimal capital structure



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

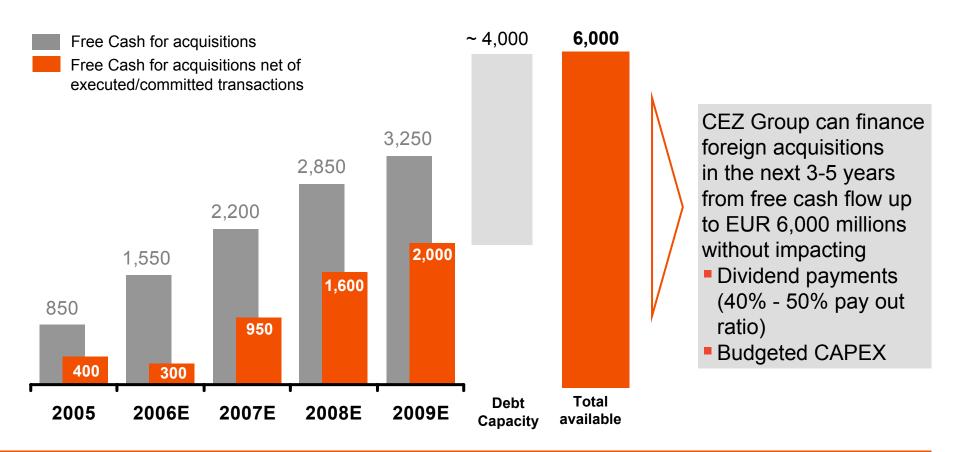




#### CEZ GROUP HAS VERY STRONG FREE CASH-FLOW THAT COMBINED WITH ADDITIONAL BORROWING CAPACITY CAN BE USED TO FINANCE INTERNATIONAL GROWTH UP TO EUR 6.0 BILLIONS

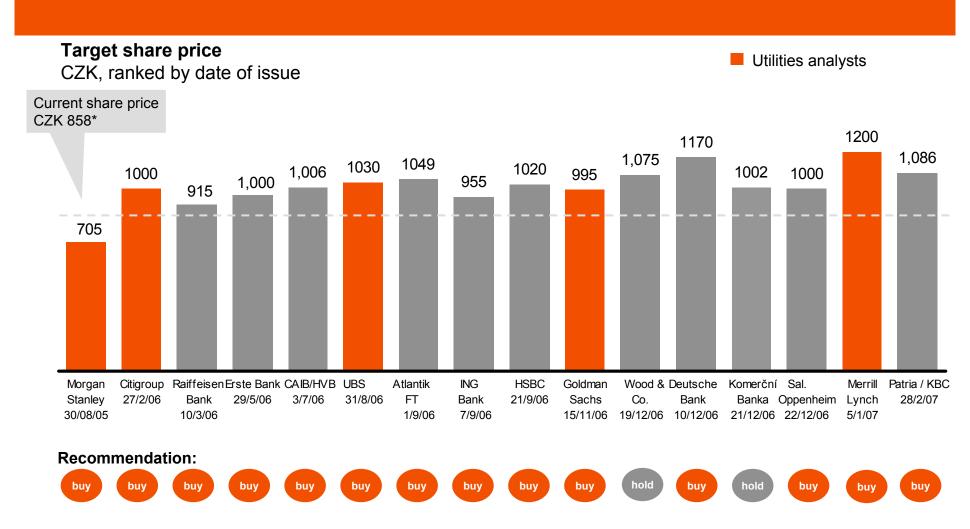
#### Free cash flow of CEZ Group (cumulative)

**EUR** million





### ANALYSTS MAINTAIN POSITIVE VIEW ON CEZ GROUP PERFORMANCE



\* February 28, 2007

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

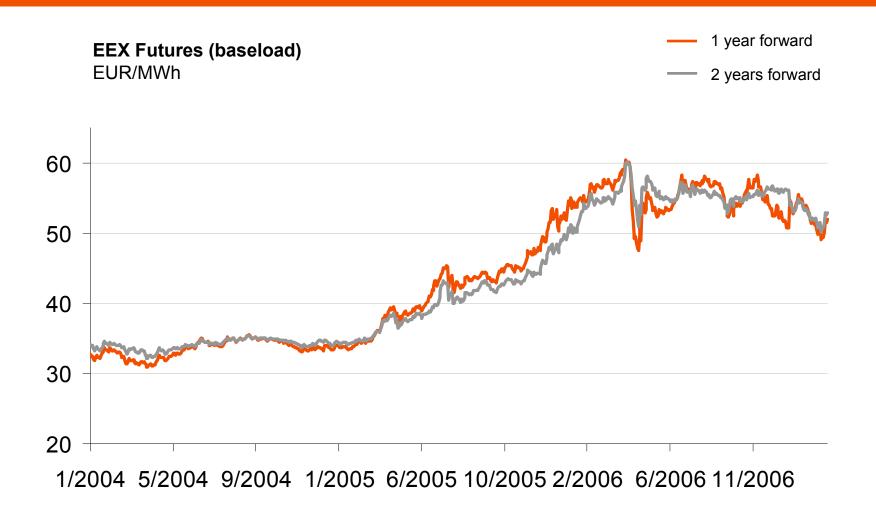
Source: Analyst reports 25

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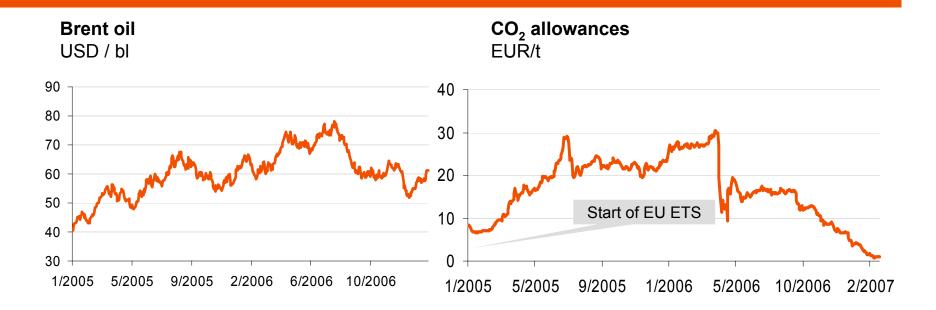
### GERMAN POWER PRICES AS BENCHMARK FOR THE REGION CONTINUE INCREASING



Source: EEX 27



## GERMAN PRICES ARE DRIVEN BY GROWING OIL PRICES, CO<sub>2</sub> ALLOWANCES AND SUPPLY DEMAND SQUEEZE



#### **Additional factor**

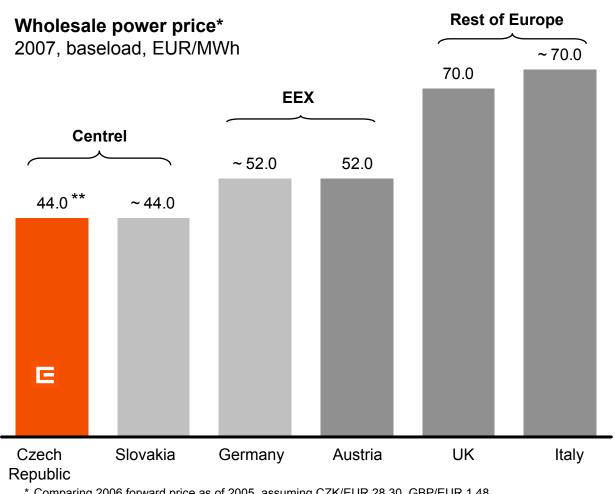
Supply / Demand Squeeze

- CO<sub>2</sub> allowances were distributed to emitters for free in volume believed to be lower than required
- Market price of CO<sub>2</sub> allowances reflects the extra costs of emissions saving (fuel switching, new technologies, ...)
- Market price of CO<sub>2</sub> de facto represents additional variable (opportunity) cost

Source: Bloomberg, ECX 28



#### WHOLESALE PRICES IN THE CZECH REPUBLIC ARE STILL AMONG THE LOWEST IN THE REGION



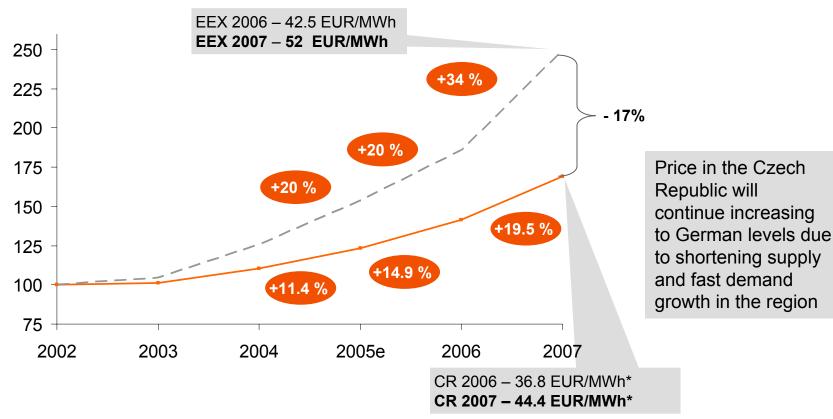
<sup>\*</sup> Comparing 2006 forward price as of 2005, assuming CZK/EUR 28.30, GBP/EUR 1.48
\*\* 2007 baseload price settled at CEZ Wholesale Power Auction in August 2006. Significant portion of CEZ 2007 volume was sold there.



### CZECH WHOLESALE PRICES ARE LINKED TO INCREASING GERMAN PRICES

#### Wholesale power price (baseload)



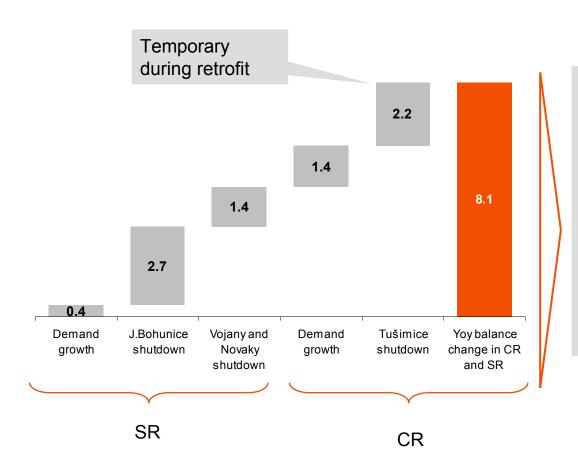


<sup>\*</sup> Exchange rate CZK / EUR 28.00



#### FAST DEMAND GROWTH ALONG WITH SIGNIFICANT POWER CAPACITY DECOMMISSIONING WILL RESULT IN 8 TWH DEFICIT THIS YEAR

#### Yoy change of power balance in CR and SR TWh



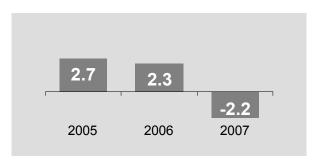
- Elimination of deficit of >8 TWh (approx. 11% CR demand) possible only via
  - imports or
  - initiation of expensive units (till now reserved)
- Both will have a strong impact on regional wholesale price development



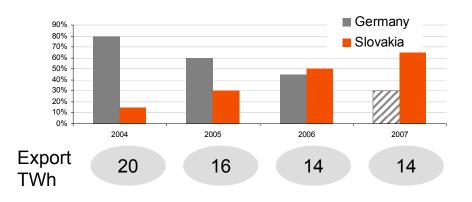
### CEZ WILL MOVE MOST OF ITS EXPORTS TO SLOVAKIA AND HUNGARY



#### Slovak import / export power balance

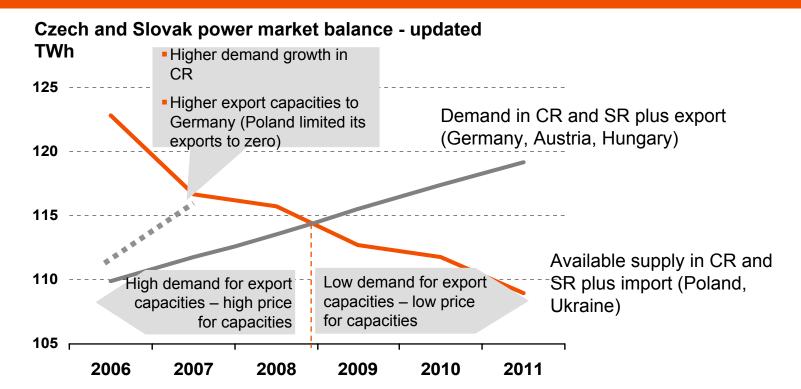


#### CEZ's power export structure in %





## EXPORT CAPACITIES PRICE SITUATION INDICATES THAT SUPPLY DEMAND DEVELOPMENT WILL EXCEED THE EXPECTATIONS – CAPACITY PRICE DECREASED FROM 12.5 EUR/MWH TO 5.0 EUR/MWH AND FELL TO 1-2 EUR IN MONTHLY AUCTIONS



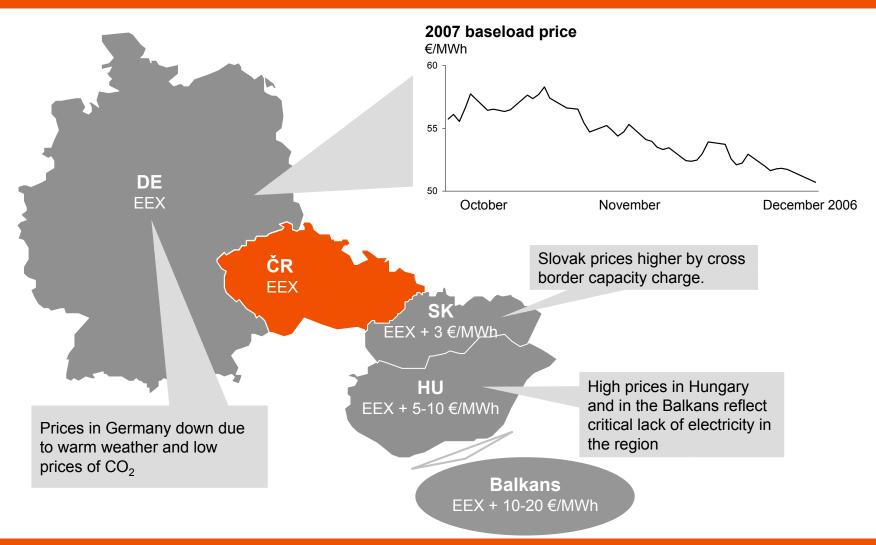
- Starting 2008/9 Czech export capacities will not be fully utilized due to lack of available electricity
- Prices will converge to one level determined by EEX

33

<sup>\*</sup> Assumptions: consumption growth 2.1%, 5% reserve margin

### Œ

### PRICES EAST OF CZECH REPUBLIC ALREADY ABOVE CZECH AND GERMAN LEVELS



Source: CEZ; EEX; press 34

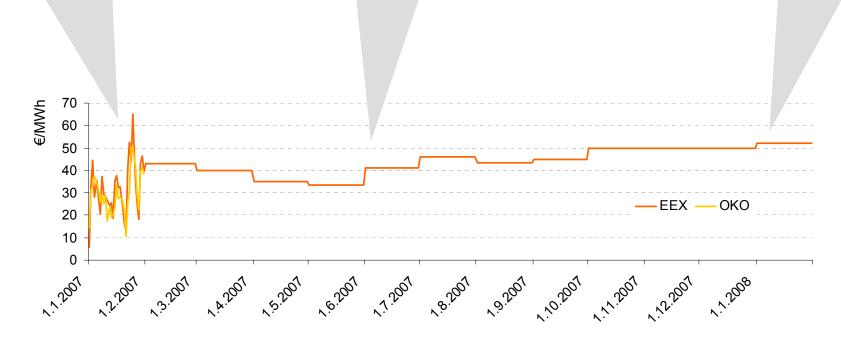


## CURRENT DEVELOPMENT OF THE SHORT TERM MARKET IS IMPACTED BY WARM WEATHER AND LOW PRICE OF CO<sub>2</sub> (2007)

Prices in the short term market are low

- January was 6.1°C above normalized temperature, 9.5°C above last January
- Enough wind generation
- Low CO<sub>2</sub> price (currently < 2 €/t)

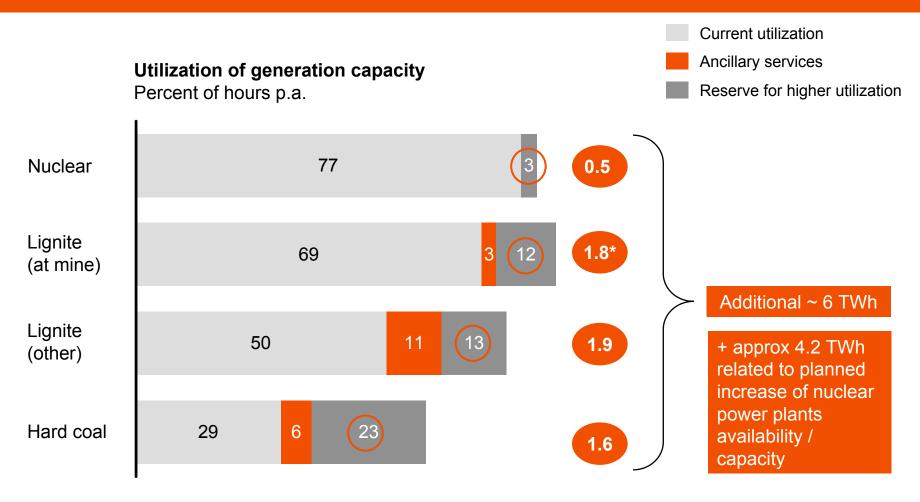
It can be expected that if current trends continue hydro generation will be low in the spring and in case of a warm summer prices will return to higher levels. 2008 prices in Central Europe range around 52 €/MWh on price of CO<sub>2</sub> at 15 €/t. Market awaiting results of NAP II allocation.



Source: CEZ, EEX 35



## CEZ CAN GENERATE ADDITIONAL ~ 6 TWh BY INCREASING UTILIZATION OF MAINLY COAL PLANTS



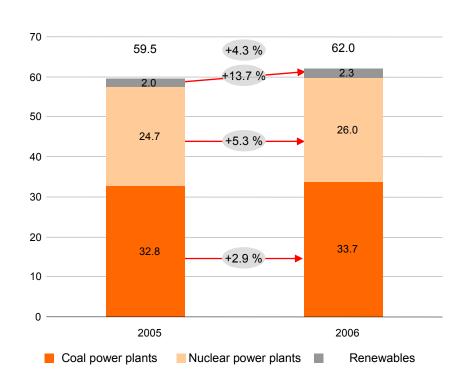
<sup>\*</sup> Adjusted for temporary decrease of available capacity by approx. 2.2 TWh During Power Plant Portfolio renewal – retrofits



### GENERATION VOLUME OF CEZ IN THE CZECH REPUBLIC REACHED HISTORICAL HIGH OF 62 TWh IN 2006

#### **Generation of CEZ, a. s. (brutto)**

(TWh)



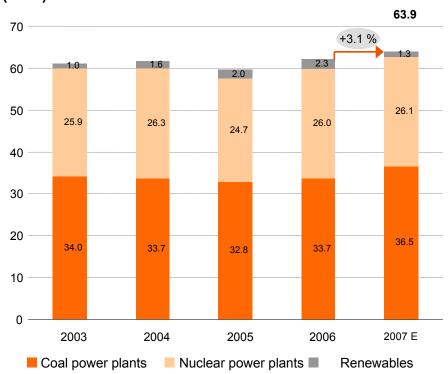
- Domestic demand increased by 2.9 % (3.1 % on temperature adjusted basis)
- Nuclear power plants increased generation volume compared to 2005 (Temelin by 9.4 %, Dukovany by 2.1 %)
- Nuclear Power Plant Dukovany reached record high volume of 14 TWh
- Generation in renewables increased by 14 %



# THIS YEAR WE EXPECT TO EXCEED RECORD HIGH VOLUME IN 2006 IN THE CZECH REPUBLIC AND BENEFIT FROM SUPPLY DEMAND DEVELOPMENT IN THE REGION VIA VOLUME INCREASE AS WELL

CEZ, a. s. generation volume (brutto)





### Record volume achieved despite:

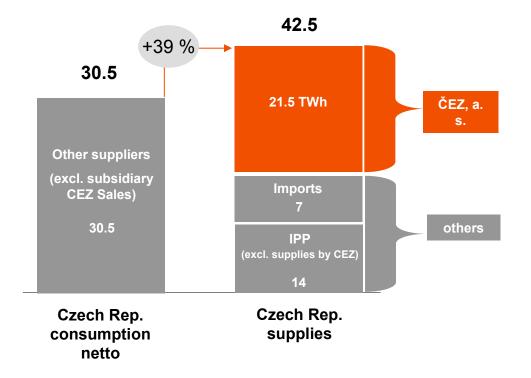
- Temporary decommissioning of Tušimice (since 06/2007) due to start of Plant Portfolio Renewal program
- Additional refueling outage of Temelin's 1st unit (Q1/2007)

Due to high capacity reliability in January 2007 CEZ increased guidance on 2007 gross margin from generation and trading by CZK 1.5 bn.



# CEZ POWER AUCTIONS EXPANDED OFFER FOR SUPPLIERS TO END CUSTOMER IN THE CZECH REPUBLIC, SALES ON ENERGY EXCHANGE TO DOMINATE IN 2008

### **Expected saturation of Czech demand in 2007** (TWh)



- 2008 sales further strengthening of market principles – besides auctions by independent auction office there will be exchange platform (Prague Energy Exchange).
- CEZ is ready to support the energy exchange project and act as a market maker.
- We expect continuous liquidity growth and market standardization in the region (standardization of products, definitive cancellation of long term transit contracts, starting intraday trading on the borders).
- We assume broader acceptance of EFET framework agreements, which are standard in European power trading.

Source: ERO, CEZ

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## CEZ GROUP HAS LAUNCHED FOUR KEY STRATEGIC INITIATIVES TO ACHIEVE IT'S VISION

# TO BE THE LEADER IN POWER MARKETS IN CENTRAL AND SOUTHEASTERN EUROPE

1. 2. 3.
Integration and operational excellence development (2004-08) (2007-20) (2004-10)

4. Performance-oriented culture

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## CEZ UNBUNDLED DISTRIBUTION AND SUPPLY ONE YEAR AHEAD OF LEGAL REQUIREMENT...





Sales

Distribution company 5

**Distribution company 4** 

**Distribution company 3** 

**Distribution company 2** 

#### **Distribution company 1**

- Wholesale trading/ sourcing
- Sales
- Distribution
- Support functions

Project Vision 2008

### CEZ Group

- Generation
- Wholesale trading

CEZ Prodej
Sales

**CEZ Distribuce** 

Distribution

### **Main objectives**

- Restructure CEZ Group into integrated, functionally driven organization
- Implement all synergies and operational improvements
- Meet all requirements of unbundling
- Develop "Business excellence" to be replicated in foreign subsidiaries

#### **Support functions**

- IT/Telco
- Procurement and logistics
- Metering
- ...

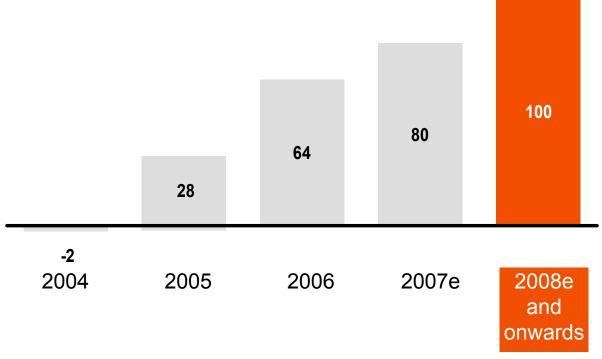


### ...AND WILL ACHIEVE EUR 100 MILLIONS IN ANNUAL SAVINGS UPON IMPLEMENTATION OF VISION 2008



### **Gross annual costs saving**

EUR million, compared to 2003



Total annual costs savings related to Vision 2008 project are to reach CZK 2.9 bn by 2008, i.e., ~10% of operating costs in supply and distribution segment (excluding purchased electricity)

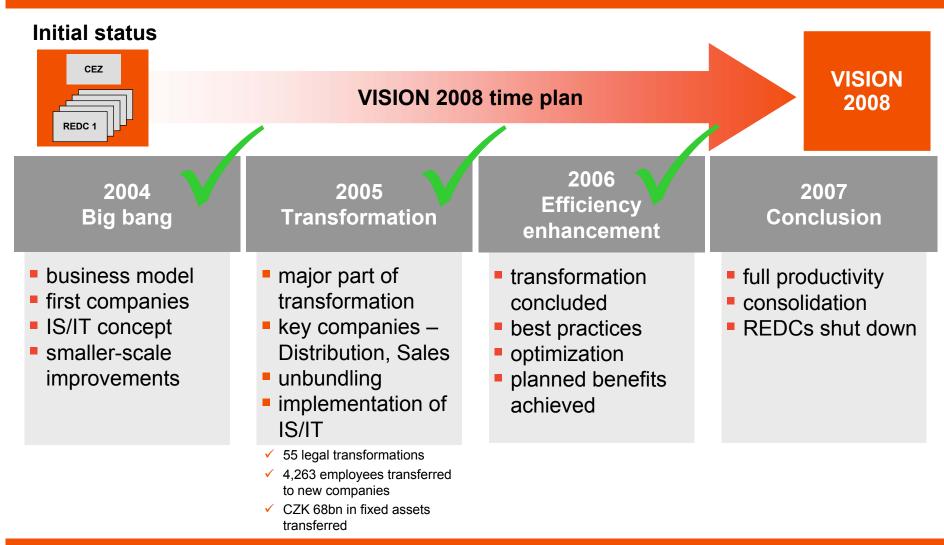
#### **Key contributions**

- Processes unification
- Best practice
- Headcount reduction
- Centralized procurement

Note: CZK/EUR 28.50



# VISION 2008 PROJECT COVERS FOUR YEARS, KEY TRANSFORMATION STEPS HAVE BEEN IMPLEMENTED ALREADY





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

2002-04

2005-09

#### 1st regulatory period

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

- Introduction of RPI-X regulation
- Starting values of regulation parameters defined
- Full pass-through of the wholesale price
- Regulation parameters reassessed for distribution after unbundling (WACC, RAB, allowed costs, ...) – Average revenue cap of CEZ Distribution up by ~20%
- Main new factors
  - Coverage of unbundling costs EUR 10-20 million agreed
  - Revaluation of asset base (with same WACC) up potentially by ~90%

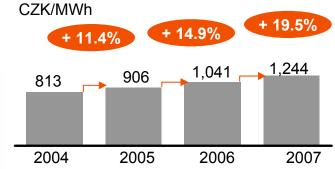
Since January 2006 Distribution is the only regulated part of the value chain

Source: CEZ, ERU

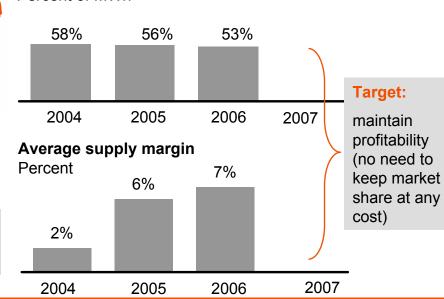


## CEZ GROUP CONTINUES INCREASING SALES MARGIN WHILE PROTECTING MARKET SHARE

### Domestic wholesale baseload



### Market share in power supply Percent of MWh



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

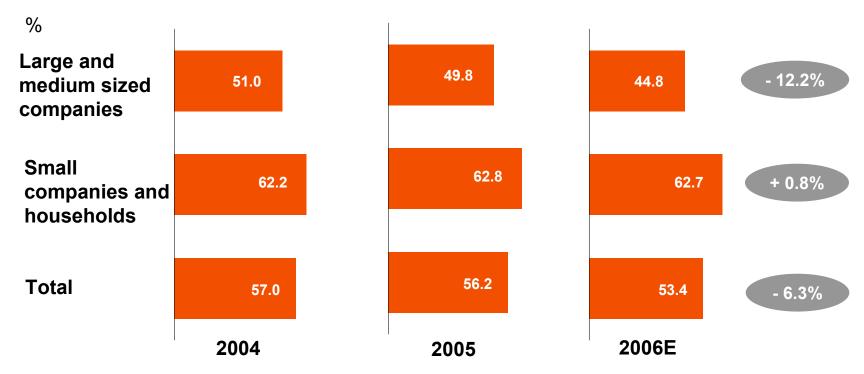


Mass-market customers still served with low margin – upside potential



# CEZ IS SUBJECT OF MARKET FORCES – LOST MARKET SHARE IN THE MOST COMPETETIVE SEGMENT WITH LOWEST MARGINS

### Development of domestic end customer market share



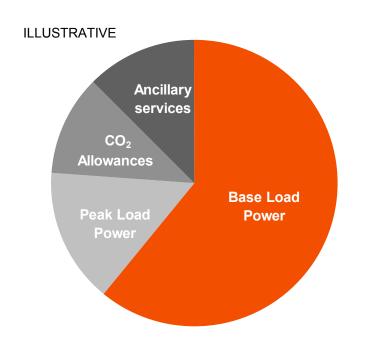
Loss of market share did not have a negative impact on margins as these are very low in the most competitive market segment



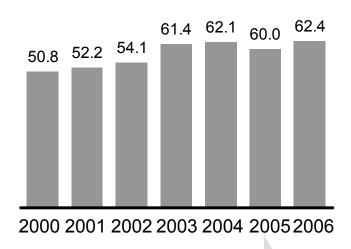
# CEZ SALES STRATEGY IS FOCUSED ON MAXIMIZING WHOLESALE MARGIN GIVEN THE AVAILABLE SALES OPTIONS



### Split of wholesale margin by sales options



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



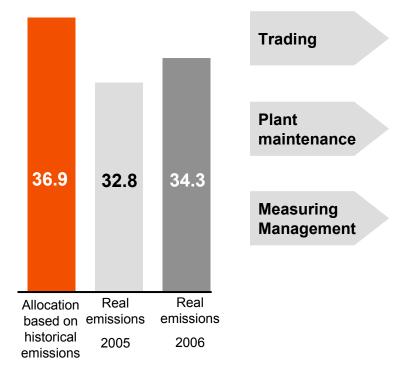
Reduced production due to CO2 arbitrage



## CEZ IS EARNING ADDITIONAL MARGIN FROM SAVING CO<sub>2</sub> ALLOWANCES



Mil. Tons



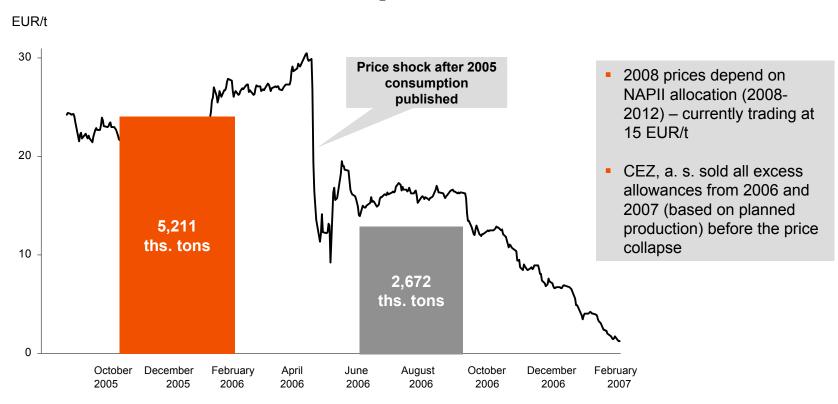
Newly consolidated Polish generators bring additional
 4.6 mil. tons of CO<sub>2</sub> allowances while their consumption is around 4.2 mil. tons

#### Key measures taken

- Priority dispatch of units with low CO2 emissions
- Reduction of export
- Increased availability of nuclear plants
- Increased focus on plant efficiency
- Increased renewable generation
- Implementation of more accurate measurement systems
- Opportunity cost of CO2 emission considered in all decisions

# LOW CO2 ALLOWANCES PRICE IN NAP I CAN'T NEGATIVELY INFLUENCE THE GROUP RESULTS – WITH REGARDS TO ADDITIONAL OUTAGE OF TEMELIN AND SUBSTITUTION FROM COAL POWER PLANTS IS THE PRICE DECREASE POSITIVE

### Cumulative sale of CO<sub>2</sub>



## AGENDA

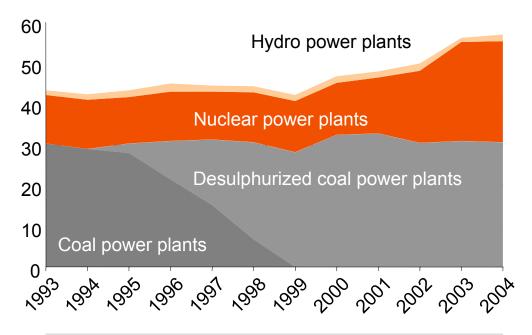
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■ Plant portfolio development	52
M&A expansion	63
Financial results 2006	70
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## CEZ OPERATES THE ONLY CLEAN GENERATION FLEET IN CEE

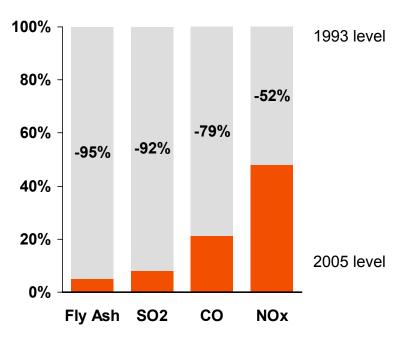


### **Generation structure of CEZ Group** TWh



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

**CEZ Group emission change 2005/1993**Percent



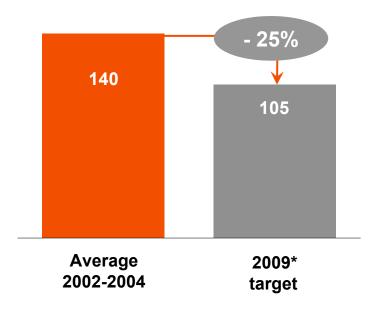


### CEZ WILL REDUCE GENERATION REPAIRS AND MAINTENANCE COSTS BY 25% BY 2009



### CEZ targets to reduce average repairs and maintenance cost

EUR m



#### Key tasks to achieve target

- Introduction of adaptive R&M to reduce workload by 50%
- Centralization of preparation 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

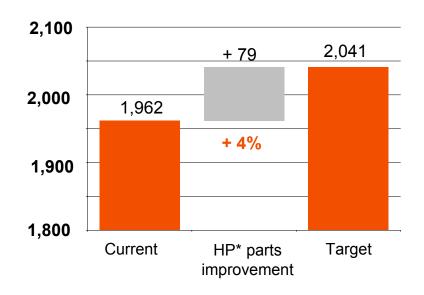
Note: exchange rate CZK/EUR = 28.5

<sup>\*</sup> Assuming "normalized" R&M workload, prices not adjusted for inflation



### NUCLEAR CAPACITY WILL INCREASE BY 9.5% BY 2012 IN DUKOVANY AND IN TEMELIN BY 4% BY 2008

### **Temelin capacity increase** MW

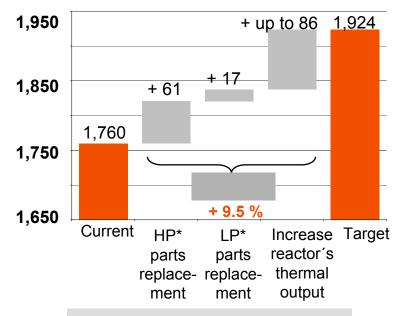


#### Additional production of 0.6 TWh

Status:

- Project contracted
- 30 MW 2nd unit, 1st unit in progress
- \* HP High Pressure, LP Low Pressure

### **Dukovany capacity increase** MW



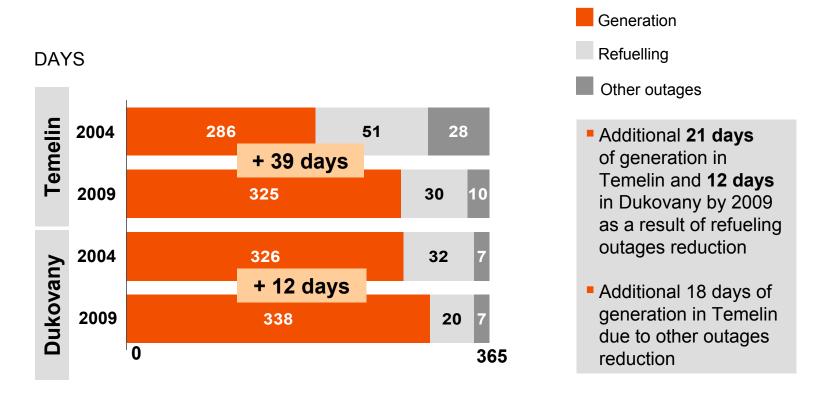
#### Additional production of 1.3 TWh

- First projects already implemented and running – 2 out of 4 units
- Most tasks contracted



## REDUCTION OF REFUELING OUTAGES IN NUCLEAR PLANTS WILL PROVIDE ADDITIONAL 2.3 TWh





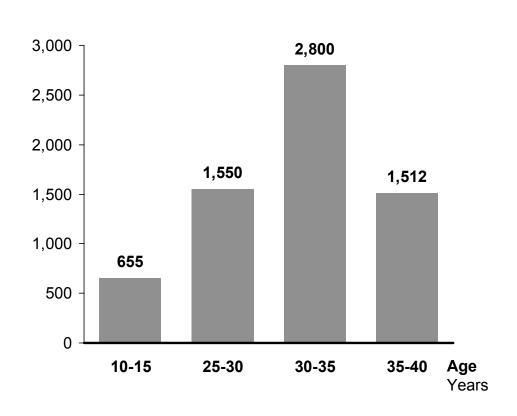
Additional production of ~ **2.3 TWh** (assuming current capacity)



### PORTION OF CEZ POWER PLANTS IS NEARING THE END OF ITS LIFETIME



### Age structure of CEZ thermal blocks MW



- Portion of CEZ thermal capacity approaches end of its life time in 2010-20
- Desulphurization equipment to reach end of its lifetime in 2015 -2020
- The emission limits on SO<sub>x</sub>, NO<sub>x</sub> will get again much stricter starting 2016

Thermal capacities must be renewed by new plants additions on refurbishment of existing equipment



# CEZ INTENDS TO BUILD ITS FUTURE PLANT FLEET MAINLY AROUND MODERN TECHNOLOGY LIGNITE PLANTS



	Coal	Nuclear	Gas	Renewables
Environ- mental impact	<ul><li>Acceptable emissions if modern technology adopted</li></ul>		Low emissions	<ul><li>Limited/no emissions</li><li>No resources depletion</li></ul>
Competitive advantages	Low cost of domestic lignite	<ul><li>Politically acceptable in Czech Republic</li></ul>	Flexibility, relatively low investment cost	Public support
Risks/ 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 price</li></ul>	<ul><li>Subsidy scheme not stable</li></ul>
	<ul><li>Cornerstone of the future CEZ plant fleet</li></ul>	<ul><li>Complement to lignite for baseload generation</li></ul>	Potentially source of flexible power	<ul> <li>Complementary role (e.g., combined combustion of coal and biomass)</li> </ul>

## E

2,000

**Existing plants** 

# EXPECTED DEVELOPMENT OF ČEZ'S BROWN COAL INSTALLED CAPACITIES



Retrofits

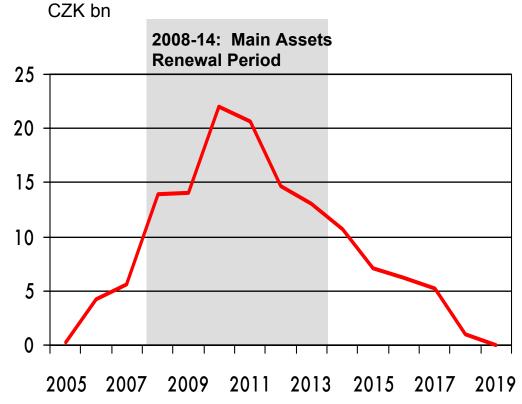
New plants



### CAPEX FOR LIGNITE PLANTS RENEWAL WILL REACH CZK 140 BN AND BRING 14-25% EFFICIENCY UPLIFT



### Expected CAPEX – conservative scenario



<sup>\*</sup> Unit size will be optimised

### **Projects overview**

- Highly efficient and environmentally friendly
- 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 3 x 250\* MW
  - Počerady 3 x 200 MW

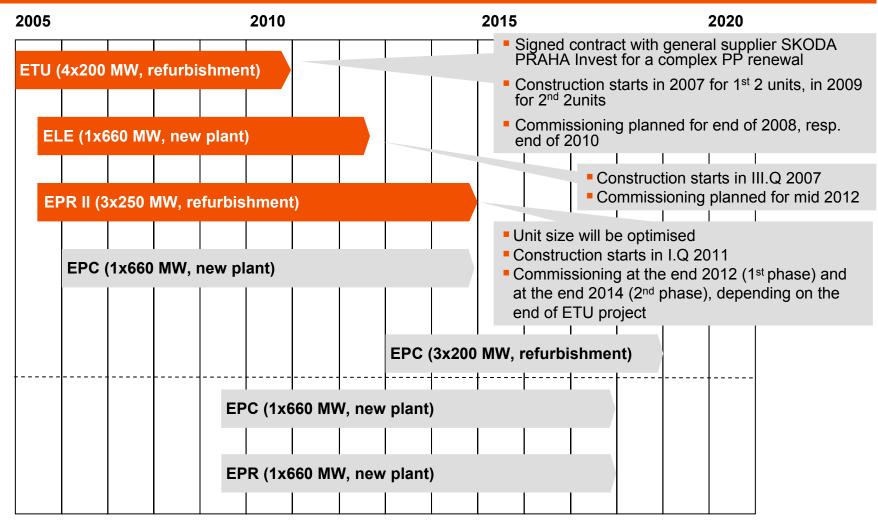
#### **New units**

- Gross efficiency 45%
- Less CO<sub>2</sub> production
  - Ledvice 1 x 660 MW
  - Počerady 1 x 660 MW



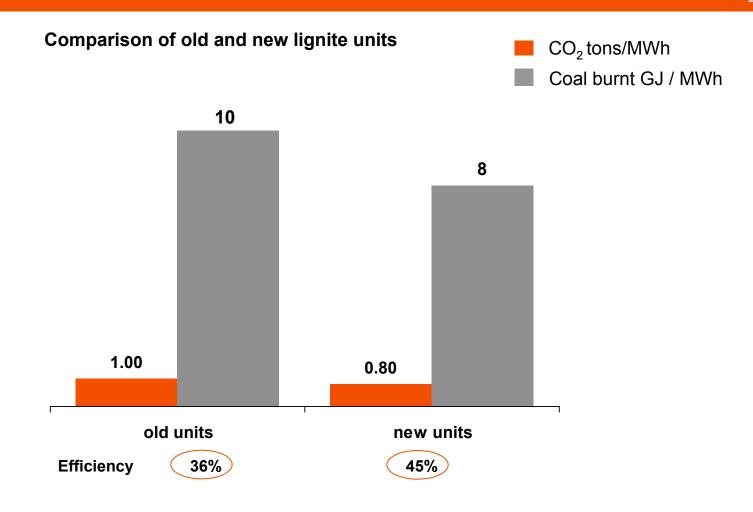
### CEZ ALREADY LAUNCHED FIRST GENERATION RENEWAL PROJECTS







# DUE TO HIGHER EFFICIENCY THE COAL CONSUMPTION WILL DECREASE THUS SAVING FUEL COSTS AND CO<sub>2</sub> EMISSIONS



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Max expansion	03
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### CEZ GROUP WANTS TO GROW BOTH IN GENERATION AND DISTRIBUTION/SUPPLY



#### Realized acquisitions

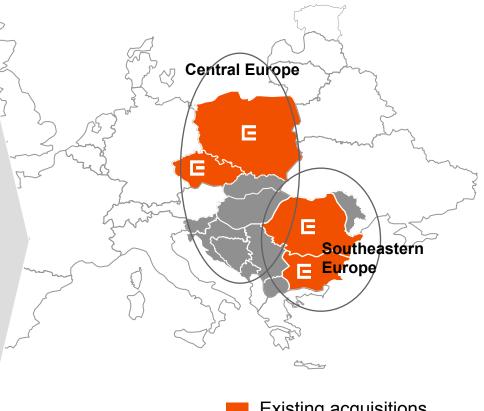
- Bulgaria (distribution) 1.9 million cust.
- Romania (distribution) 1.4 million cust.
- Poland (generation) 810 MW
- Bulgaria (generation) 1,260 MW

#### On-going acquisitions

- Rep. Srpska, B&H (brown field generation) ~ 660 MW (Gacko only)
- Kosovo (green field generation) ~2000 MW
- Bosnia & Hercegovina, B&H (green field gen.)

### Other opportunities

- Romania (generation) 4,240 MW
- Romania (distribution) 3.3 million cust.
- Serbia (brown field generation) monitoring
- Russia (green field generation) monitoring
- Ukraine (distribution and generation) monitoring
- Poland (generation) PAK 2,338 MW monitoring



Existing acquisitions

Opportunities



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



- Focus on one region
- 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 and synergies to current position of CEZ Group providing significant synergies/risk mitigation
- Management capacity available from restructuring in the Czech Republic



# EVEN THOUGH CEZ GROUP HAS AMBITIOUS EXPANSION PLANS, IT IS VERY PRUDENT IN ITS M&A DECISIONS



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

- Target attractive on standalone basis (market position, asset quality)
- Return above CEZ cost of capital plus country and project risk
- Positive contribution to CEZ Group value
- Credit rating targeting

### **M&A process**

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



## DESPITE INCREASED COMPETITION CEZ IS NOT WILLING TO PRICE ASSETS AT LEVELS IT CANNOT JUSTIFY

#### Slovakia

- → ENEL finished acquisition of SE
- → waiting for further development in **Teplarna Kosice** (121 MW)



#### **Poland**

- → Elcho (238MW) and Skawina (592 MW) settled in the end of May 2006
- → still pursuing **PAK** (2,338 MW), other processes are unrealistic

#### Romania

- → Electrica Muntenia Sud (1.1 million of customers) – awarded to Enel at a price above EUR 1,000 per customer
- → waiting for start of privatization of generation complexes Turceni (2,310MW), Rovinari (1,320MW) and Craiova (610MW) and remaining distribution companies (3.3m cust.)
- searching other opportunities (cogeneration,etc.)

#### Bulgaria

- → **TPP Varna** settled at the beginning of October
- → monitoring heating plants privatizations



### CEZ IS LOOKING AT SEVERAL PROMISING GREENFIELD/BROWNFIELD PROJECTS IN SERBIA, KOSOVO AND REPUBLIKA SRPSKA



#### Slovenia

- Monitoring potential cooperation with HSE
- → if govt. starts privatization CEZ will consider its participation

### Rep. Srpska (in Bosnia and Hercegovina)

- → JV with EPRS for Gacko project set up
  - expect to start working on the Gacko project already this year

#### **Bosnia and Hercegovina**

- monitoring development projects with EPBiH and EPHZHB and expressed interest
- 4 thermo power plants (1,770 MW)

#### Serbia

- interested in finishing Kolubara B project
- monitoring the market, analyzing opportunities

#### Kosovo

- established company New Kosovo Energy LLC
- → Submitted bid for Kosovo C development

#### **Ukraine**

monitoring the market and analyzing other opportunities and synergies

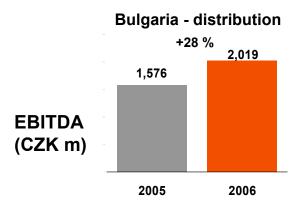
#### Russia

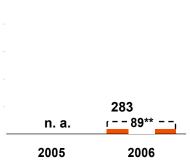
analyzing other greenfield projects in Moscow and St. Petersburg region



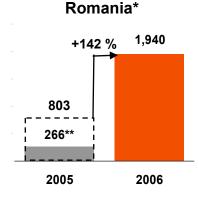


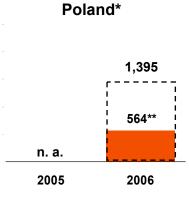
## VERY GOOD PERFORMANCE OF FOREIGN ACQUISITIONS IN 2006, EXPECTING CHALLENGING 2007





Bulgaria - Varna\*





### Selected 2006 results

- Increase of volume of electricity sold for end consumption by 2.3 % to 8.2 TWh, while decreasing distribution losses
- Successful preparation of unbundling – new companies, separated tariffs
- highest generation in last 13 years

  Savings in maintenance
- Savings in maintenance costs by 20 %

Generation: 3 TWh – the

- Gross margin increase by CZK 507 m, with a slight loss of the market share
- Volume of electricity distributed to end customers 8.6 TWh
- Generation 2.4 \*\* TWh, resp. 4.1 TWh
- Electricity generation from biomass in power plant Skawina at 60 GWh \*\*, resp. 80 GWh
- Excess CO<sub>2</sub> allowances sale optimization

### 2007 challen ges

- Modification of regulation framework for distribution – small increase in regulated prices
- Unbundling implementation (from January 3, 2007)
- Savings in investments and operating costs
- Generation increase to 4 TWh, securing fuel
- Investments into clean generation
- Integration with other acquisitions in Bulgaria and operating costs savings
- Unbundling implementation (from July 1, 2007)
- Finalization of integration process and cost savings (using the experience from the Vision 2008 in the Czech market)
- Solution of long term agreements (ELCHO)
- Increase in generation from biomass and in heat sales in Skawina
- Maintenance costs savings
- Environmental investments
- \*) dotted line for the whole year; fully only from acquisition date included in the consolidation of CEZ Group

<sup>\*\*)</sup> impact on consolidated results from acquisition date

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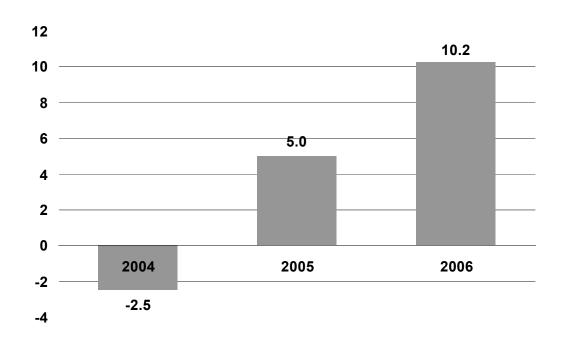
### MAIN RESULTS FOR 2006 AND 2007 GUIDANCE

- **EBITDA** increased y-o-y by 28 % to CZK 64.3 bn, increase by CZK 14.2 bn
- **EBIT** increased y-o-y by 36 % to CZK 40.1 bn (by CZK 10.7 bn)
- **Net Income** increased y-o-y by 29 % to CZK 28.8 bn (by CZK 6.5 bn)
- **ROE** increased y-o-y from 12.3 % to **14.9** %.
- CEZ share price at BCPP and GPW stood at CZK 940 on February 14, 2007
- Updated 2007 guidance: EBITDA of CZK 70.9 bn (+ 10 %) and Net Income of CZK 35.1 bn (+ 22 %)



## CEZ GROUP CREATES THE BIGGEST VALUE FOR ITS SHAREHOLDERS OUT OF ALL COMPANIES AT BCPP

### Y-o-y development of EVA (Economic Value Added) CZK bn



In the scale **The 2005 EVA™ Ranking Czech Republic** (agency ČEKIA) CEZ placed

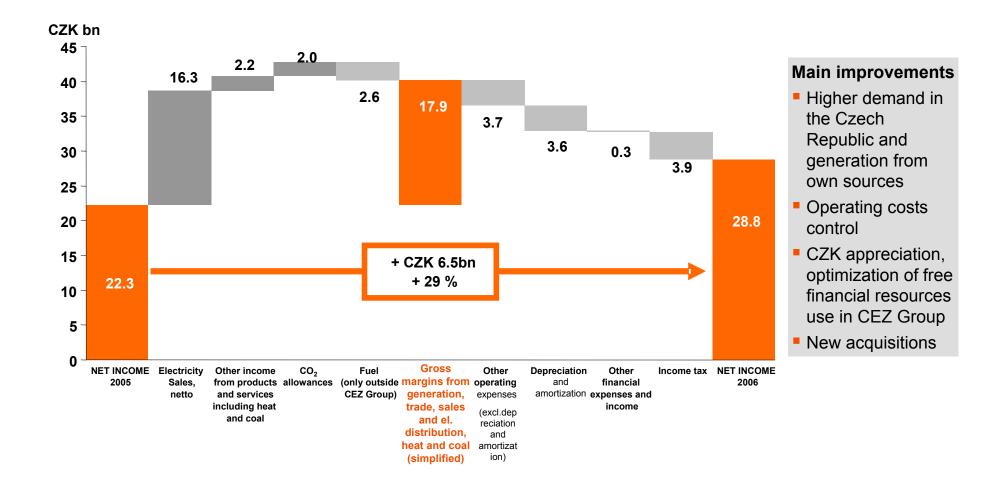
**1**<sup>st</sup> out of all companies traded at BCPP

**2**<sup>nd</sup> out of all companies in the Czech Republic

The highest y-o-y EVA increase out of all companies in the Czech Republic



### NET INCOME GREW Y-O-Y BY CZK 6.5 BN – I.E. BY 29 %





## CEZ GROUP MANAGES TO KEEP ITS OPERATING COSTS UNDER CONTROL

(CZK bn)	2005	2006	Change 06-05	Index 06/05	2006 comparable entity	Index 06/05 comparable entity
SUM of selected operating costs	-29.5	-33.2	-3.7	112%	-30.8	104%
Salaries and wages	-13.4	-15.1	-1.7	112%	-14.2	106%
Repairs and maintenance	-4.2	-5.5	-1.3	130%	-4.9	117%
Material and supplies	-4.0	-5.0	-1.0	124%	-4.8	121%
Others	-7,9	-7.6	0.2	97%	-6.8	86%
EBITDA	50.1	64.3	14.2	128%	61.9	124%
Depreciation and amortization	-20.7	-24.3	-3.6	117%	-23.1	111%

- Y-o-y increase of operating costs of a comparable entity only by 4 % (without depreciation, CO<sub>2</sub> allowances and fuel and power purchases)
- Increase of maintenance costs aimed at generation assets quality improvement (e.g. increase of available capacity at unit 2 of power plant Temelin by 30 MW, increase of available capacity at an additional unit of Dukovany power plant by 20 MW, etc.)
- In addition in the area of personnel costs the headcount reduction is a good starting point for future development
- One off depreciation of CZK 1.7 bn related to assets revaluation (office buildings) contributed to ČEZ
   Správa majetku (CEZ Facility Management)

<sup>\*)</sup> comparable entity doesn't count with results from PL, BG - Varna, Q1. – Q3. RO and newly established representative offices abroad



## FINANCIAL EXPENSES AND INCOME INCREASED Y-O-Y BY CZK 0.3 BN

(CZK bn)	2005	2006	Change 06-05	Index 06/05	2006 comparable entity	Index 06/05 comparable entity
Other expenses and income	-2.1	-2.4	-0.3	112%	-2.2	107%
Interest on debt	-1.8	-2.2	-0.4	124%	-1.8	99%
Interest on nuclear and other provisions	-2.4	-1.9	0.6	77%	-1.9	77%
Interest income	0.4	0.9	0.5	211%	8.0	177%
FX profit / loss and derivates	-0.1	0.9	1.0	Х	0.7	X
Sale of subsidiaries and associates	-0.2	-0.2	-0.1	134%	-0.2	134%
Negative goodwill write off	1.7	0.0	-1.7	Х	0.0	X
Income from associates	0.1	0.1	0.0	72%	0.1	72%
Others	0.2	0.1	0.0	72%	0.2	88%
Profit before taxes	27.3	37.7	10.4	138%	36.6	134%
Income tax	-5.0	-9.0	-3.9	178%	-8.7	172%
Net Income	22.3	28.8	6.5	129%	28.0	125%

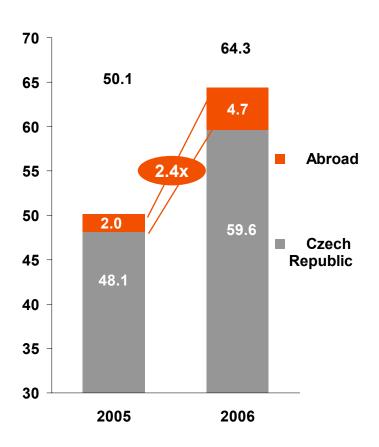
- Czech crown appreciation helped to create FX profit at CZK 1.5 bn
- Negative goodwill write off in 2005 was a one off item related to acquisition of Electrica Oltenia
- Interest on nuclear and other provisions decreased by CZK 0.6 bn due to change in calculation methodology in 2005

<sup>\*)</sup> comparable entity doesn't include results from PL, BG - Varna, Q1. – Q3. RO and newly established representative offices abroad



### CONTRIBUTION OF FOREIGN ACQUISITIONS TO CEZ GROUP'S PROFITABILITY HAS MORE THAN DOUBLED COMPARED TO LAST YEAR

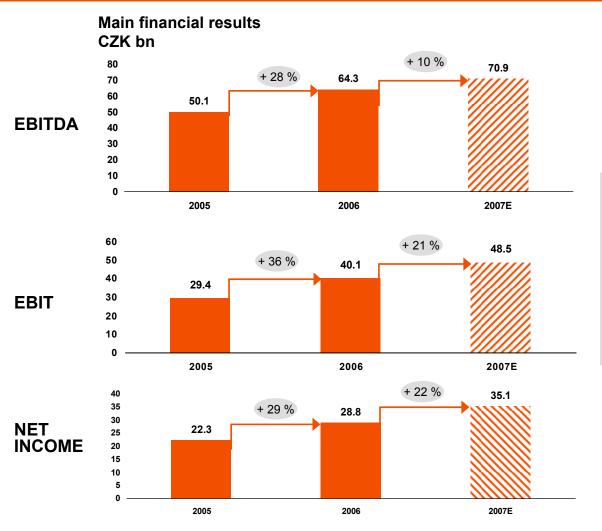




- In 2006 CEZ Group continued in integration of Bulgarian and Romanian distribution companies
- Newly acquired power plants ELCHO and Skawina in Poland and Varna in Bulgaria with total installed capacity 2,090 MW
- Foreign acquisitions in total brought CZK 4.7 bn in EBITDA, i.e. y-o-y CZK 2.7 bn more than in 2005



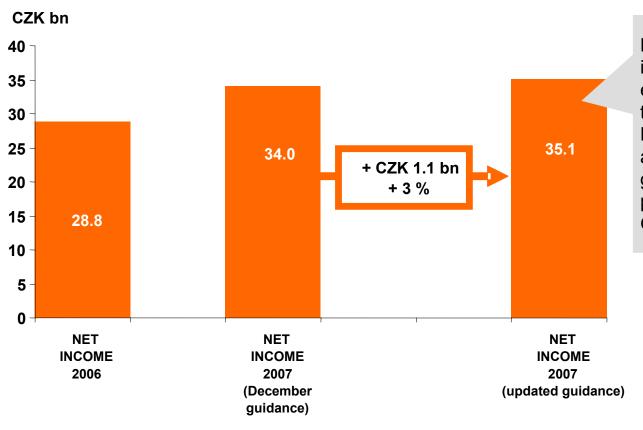
## IN 2006 EBITDA REACHED CZK 64.3 BN, UPDATED 2007 EBITDA GUIDANCE AMOUNTS TO CZK 70.9 BN



thanks to reliable operations of nuclear power plant Temelin we are increasing our Net Income guidance for 2007 by CZK 1.1 bn



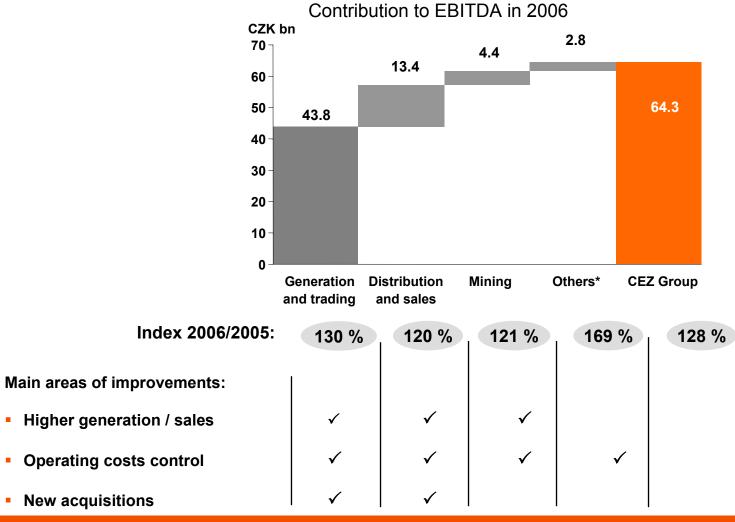
# 2007 NET INCOME GUIDANCE INCREASED BY CZK 1.1 BN COMPARED TO LAST DECEMBER ON THE BACK OF RELIABLE OPERATIONS OF TEMELIN IN DECEMBER AND JANUARY



Net Income guidance increased thanks to lower expected failure rate (due to stable operation in December and January) and related higher generation of nuclear power plant Temelin (65 GWh in January)



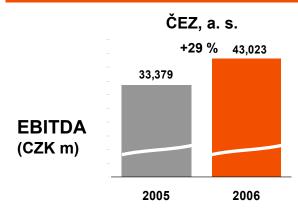
# GENERATION AND TRADING REMAINS THE STRONGEST SEGMENT, BUT DISTRIBUTION AND SALES SAW A NOTABLE GROWTH AS WELL



<sup>79</sup> 



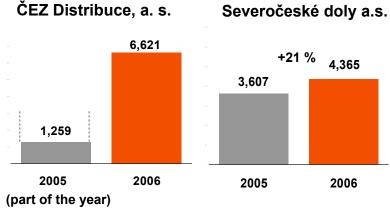
## RESULTS OF THE MAIN CEZ GROUP COMPANIES IN THE CZECH REPUBLIC





1,585

2006



### Selected 2006 Results

- Increase in generation by 2.5 TWh (4.3 %)
- Convergence of wholesale prices on the Central European market
- Optimization of generation from coal and CO<sub>2</sub> sales
- Slight loss of the end customer market share (by 0.6 TWh) \*

99

2005

(part of the year)

- Increase in distributed electricity to end customers by 0.7 TWh (by 2 %) \*\*
- Increase of additional costs for mandatory purchase and renewables - bonus is newly applied also by generators for own consumption
- Increase of coal sale by 0.7 m tons (3.1 %)

## Challen ges for 2007

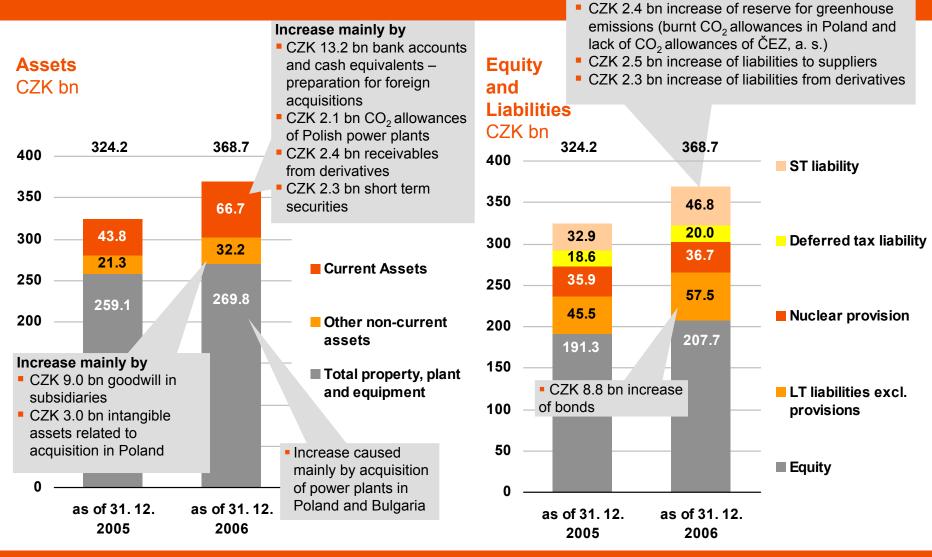
- Stabilization of generation at nuclear power plant Temelin
- National CO 2 Allocation Plan
- New ways of selling power (Energy Exchange)
- Maintaining end customers and relevant margins in an increasingly competitive liberalized market
- Costs control lower than expected increase of distribution tariffs
- Compliance with the standards set by Public
- Landscape reclamation and diverting railroad track
   Březno - Chomutov
- Maintaining the extent of mineable reserves
- Operating costs control

\*) including sales to end customers from DISCOs and ČEZ, a. s. in year 2005 Notice 540/2005 Sb.

\*\*) including activities of DISCOs in year 2005

Source: CEZ. 80

## BALANCE SHEET

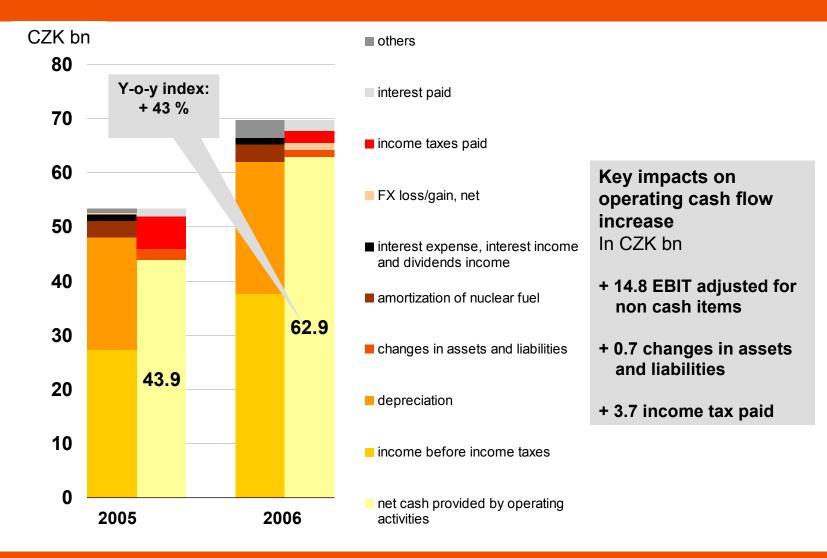


Increase mainly by

CZK 5.6 bn increase of liabilities from income tax

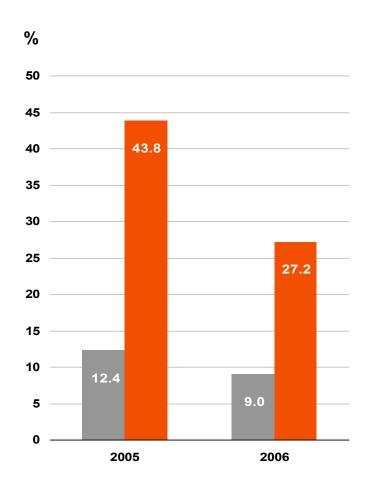


### **OPERATING CASH FLOW**





## INDEBTEDNESS DECREASED Y-O-Y DUE TO STRONG CASH FLOW FROM OPERATING ACTIVITIES



- Total indebtedness was influenced mainly by the issue of 4<sup>th</sup> Eurobond issue in the volume of EUR 500 m and repayment of the 2<sup>nd</sup> Eurobond issue in the volume of EUR 200 m
- Increase of cash and cash equivalents from CZK 16.8bn to CZK 30.9 bn

- Net financial debt / equity
- Net financial debt / EBITDA

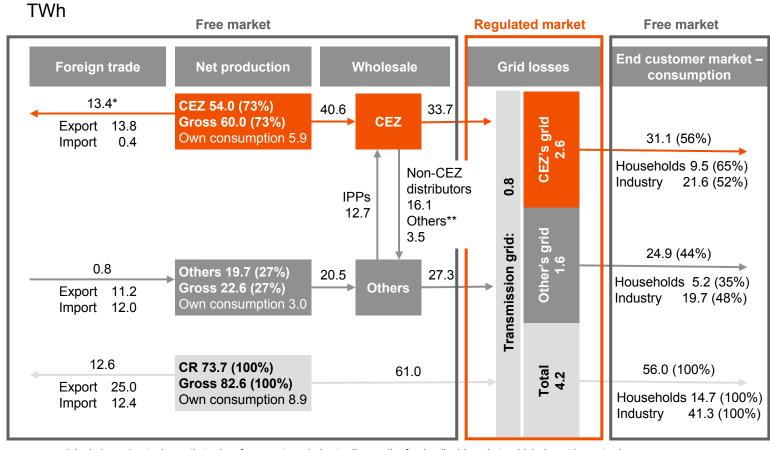
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## CEZ IS A KEY PLAYER IN ALL SEGMENTS OF THE LIBERALIZED CZECH ELECTRICITY MARKET

### Czech electricity market in 2005

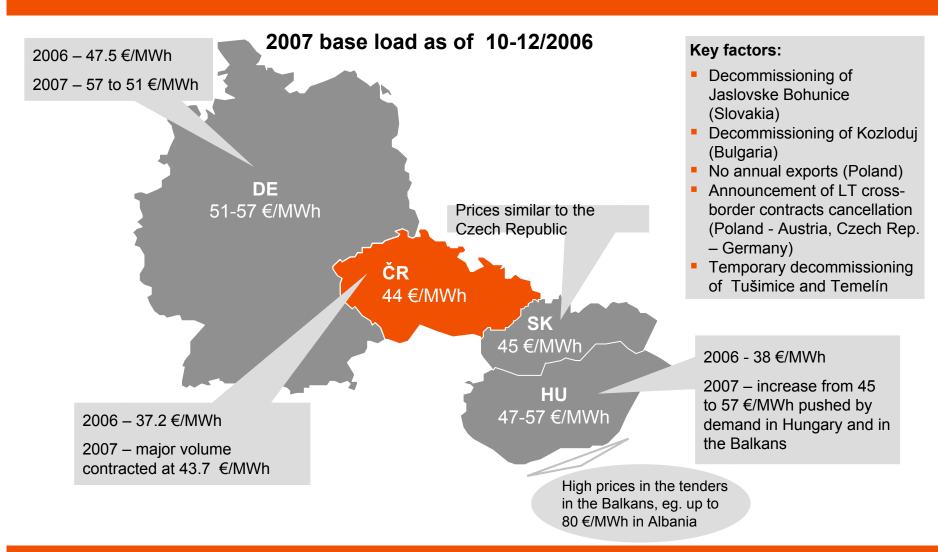


<sup>\*</sup> Includes sales to domestic traders for export, excludes trading on the foreign liquid markets which do not impact volume

<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



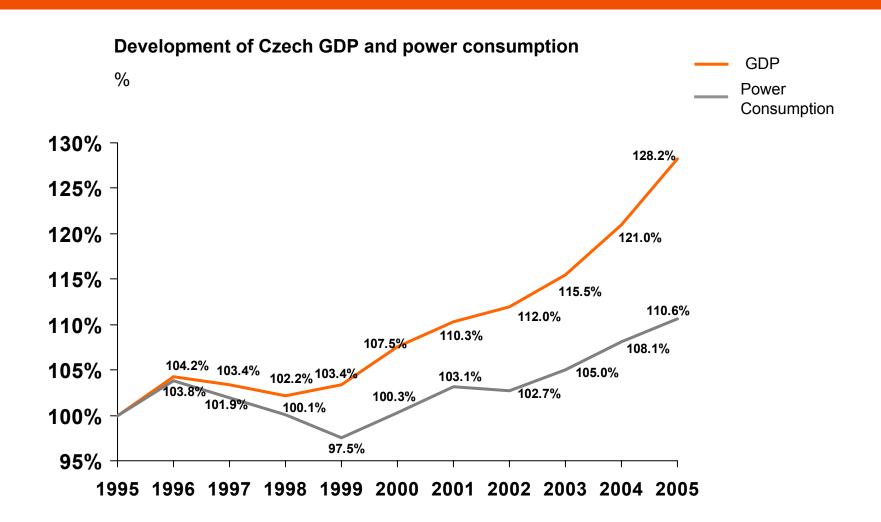
# PRICES IN THE REGION CAME CLOSER LAST YEAR DUE TO DECREASE OF AVAILABLE CAPACITY AND DEMAND GROWTH



Source: CEZ; TFS; press 86



## DESPITE INCREASING POWER PRICES POWER CONSUMPTION GROWS IN LINE WITH GDP



Source: Czech Statistical Office



## PRINCIPLES OF REGULATION IN CR ARE IDENTICAL TO THE REST OF EUROPE

### **Revenue Cap**

- Set by the regulatory office
- Revised annually based on formula and key parameters valid through regulatory period

Opex

Depreciation

**EBIT** 

- Indexed to a mixture of PPI (65% weight) and wage change index (35%)
- Adjusted for efficiency factor x (2.085%)
- Includes all operating costs expanded in relation to distribution plus compensation of costs related to unbundling
- Backwards adjustments to reflect changes in distributed volume, in purchased power from renewable, etc.
- Indexed to PPI
- RAB x WACC<sub>nominal, pre-tax</sub>

#### WACC - 7.955%

Set for a full regulatory period

Risk free rate - 4.18%

Beta<sub>unlevered</sub> –

Risk premium - 6.32%

D/(D+E) -

30.00%

0.35

#### RAB (Regulatory Asset Base)

- Annually adjusted for changes
- To increase by almost 90% (from 2004 level)



## NEW EU ENERGY POLICY – PROPOSAL OF NEW MEASURES (1/2)

### **Proposals of the Commission**

- Ownership unbundling of transmission and distribution or instituting
   Independent System Operator
- Cooperation strengthening of national regulatory offices – ERGEG+, new institution or competence to EC
- New transparency rules

### **Position of CEZ Group**

- Effective application of existing laws sufficient, support of independent system operators
- Review powers for European
   Commission similar to antitrust laws
- Adherence to transparency principles by all market participants with no exceptions, providing information expost



## NEW EU ENERGY POLICY – PROPOSAL OF NEW MEASURES (2/2)

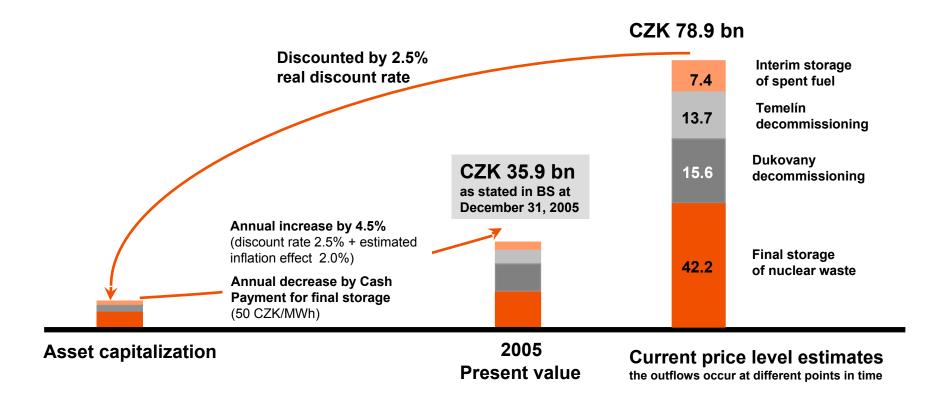
<b>Priority</b>	interconnection	plan

- **European Customer Charter**
- Correspondent network for questions on energy security
- 20% share of renewables in the energy mix
- Use of coal capacity
- High level group on nuclear security
- Energy observatory

- Necessity of new investments into infrastructures and connectivity of EU market
- Improve availability of information for customers
- Security of supply priority
- Setting achievable national targets share of all CO<sub>2</sub> free technologies
- Emphasis on CO<sub>2</sub> sequestration and storing since 2020
- Support of objective discussion, participation of all EU members required
- New institutions only once their competence is precisely defined



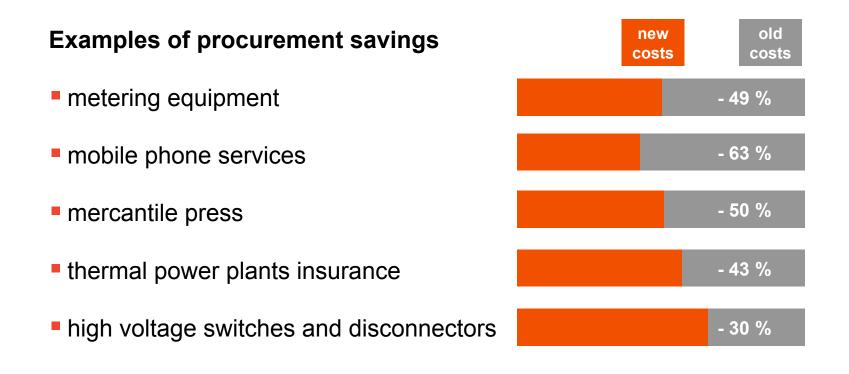
## NUCLEAR PROVISIONS IFRS STATEMENTS ARE FULLY IN LINE WITH IAS 37



Source: CEZ, as of 2005



### FIRST SIGNIFICANT SAVINGS WITHIN VISION 2008 PROJECT WERE ACHIEVED FOR EXAMPLE IN PROCUREMENT



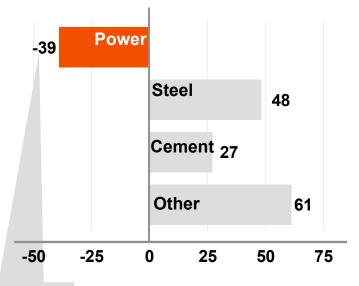
Source: CEZ 92



## CEZ EXPECTS SAME ALLOCATIONS OF CO<sub>2</sub> ALLOWANCES FOR NEXT PERIOD AS UNDER NAP I

## EU first phase allocation – surplus/deficit

2005, mil. tons  $CO_2$ 



Power sector is the only one in deficit in the first period

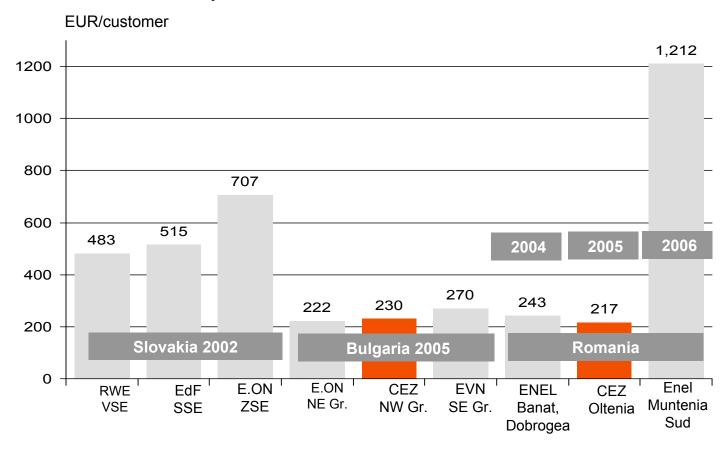
### EU second phase allocation – guidelines

- Member states already meeting Kyoto targets (such as CR) may keep NAP II ceiling at NAP I levels
- When distributing the allowances to individual installations the governments should disregard data from the first phase to make ETS credible
- National allocation plan to be submitted to EC soon
- CEZ expects to be granted same volume as in current period



## CEZ ACQUIRED FOREIGN COMPANIES AT MUCH MORE FAVOURABLE PRICE THAN OTHER COMPETITORS

### Price per customer in privatizations of CEE power distribution companies





## ELCHO IS A BRAND NEW POWER PLANT COMMISSIONED IN 2003

### Elektrocieplownia Elcho Sp. z o. o.





### **Basic figures**

million EUR*	2004	2005
Revenues	89.3	88.4
EBITDA	44.9	44.5
EBIT	36.2	35.9
Net profit	42.0	-6.9
Net debt (debt - cash)	251.4	253.3

Electricity sales (TWh)	n.a.	1.4
Installed capacity (MWe)	238	
Installed capacity (MWt) 500		
Fuel	coal	
Commissioned	2003	
Stake controlled	89%	

- Brand new power plant commissioned in 2003
- Meets all environmental limits including those in place since 2008
- Revenues from electricity sales make
   c. 83% of revenues, remainder is mainly heat
- Production covered by long term power purchase agreements till 2023
- The heat is supplied mainly for residential heating
- Elcho has a long term agreement for coal supplies; the power plant is located close to the supplying mines
- Allocated CO2 cover full anticipated production
- Excellent management team expertise to be utilized in further expansion
- Proximity to CEZ's 800MW hard coal power plant – Detmarovice (50 km) - possible future synergies, incl. possibility of joint coal supply

<sup>\*</sup> Polish accounting standards, converted at 3.85 PLN/EUR



# SKAWINA IS AN UPGRADED PLANT WITH EXPOSURE TO OPEN MARKET SET TO PROFIT FROM PRICE CONVERGENCE AND INCREASED HEAT OFF-TAKE

### Elektrownia Skawina S.A.



### **Basic figures**

million EUR*	2004	2005
Revenues	99.5	104.9
EBITDA	9.0	5,2
EBIT	3.8	0.1
Net profit	3.0	0.1
Net debt (debt - cash)	9.3	18.9

Electricity sales** (TWh)	2.4	2.7
Installed capacity (MWe)	592	
Installed capacity (MWt)	618	
Fuel	coal	
Stake controlled	75%	)

in 1961, heating part in 1986

Almost half of the plant continuously

Electricity generation part commissioned

- Almost half of the plant continuously refurbished since 1993; some further investments needed to meet stricter emission limits in 2008
- Potential to increase existing generation from biomass
- Electricity is sold in open market; we anticipate that the Polish open market prices will converge to the German ones in the next 5-7 years
- Potential to increase up to 20% increase in heat off-take in 2006-2011
- Skawina's CO2 allocation per MW installed capacity among the highest in Poland
- Excellent management team expertise to be utilized in further expansion
- Proximity to CEZ's 800MW hard coal power plant

<sup>\*</sup> Polish accounting standards, converted at 3.85 PLN/EUR

<sup>\*\*</sup> Excluding balanced trading in open markets



## TPP VARNA IS THE LARGEST BULGARIAN THERMAL POWER PLANT

### **TPP Varna EAD**



### **Basic figures**

)5
.3
.9
.0
.1
.0
.9 .0 .1

Electricity sales (TWh)	2.2	2.4
Installed capacity (MWe)	6 x 2	10
Fuel	hard	coal
Commissioned	3 units 60′s, 3 t	units in
Commissioned	late 7	US
Number of employees	90	0
Stake acquired	100	%

#### **Transaction Consideration**

- Acquisition of 100% shares	EUR 206.0m
- New equity subscription	
(16% increase)	EUR 99.8m

- CEZ also committed to contribute an additional EUR 40m in an investment fund that will implement projects in the energy sector .

- Three units commissioned in late 60's, other three a decade later (units 1 to 3 commissioned over the period 1968-1969; units 4 to 6 completed in 1977 1979)
- Negotiated extension of deadline for meeting stricter EU emission limits till 2016; estimated EUR 130-160 mil CAPEX to meet the requirements (FGD, deNOx, other)
- Historically dispatched at 25% utilization of net available capacity; utilization will increase significantly after 2007 driven by decommissioning of Kozloduy 3rd and 4th units (880 MW), consumption growth and liberalization of cross-border trade
- During first 5 years after the privatization the plant's fixed cost will be - to a large extend - covered by proceeds from the cold reserve contract between Varna and NEK, covering 3 units of the plant
- Bulgarian wholesale price to converge to European price in 10-15 years driven by liberalization of cross border trading and increasing domestic demand
- Fuel purchased at international prices, currently mainly from Russia and Ukraine, supplied directly from Varna port



### IN DECEMBER 2006 CEZ SIGNED AGREEMENTS WITH THE GOVERNMENT OF REPUBLIKA SRPSKA AND POWER COMPANY ERS TO DEVELOP GACKO POWER PLANT



### **Details of the arrangement**

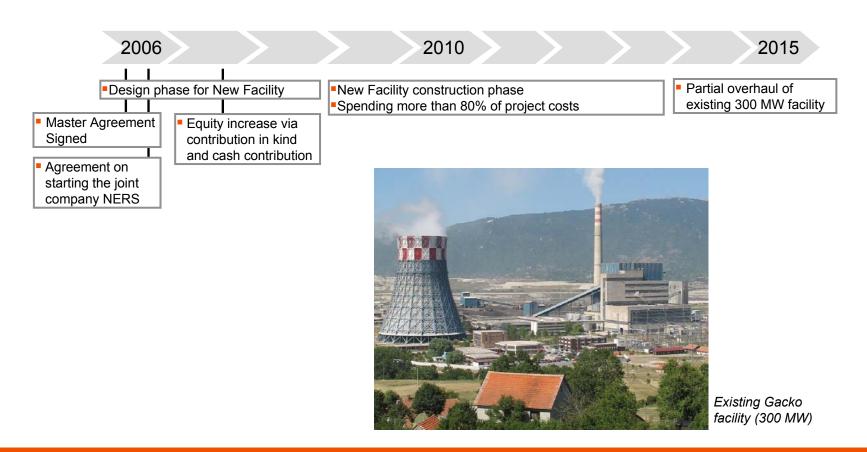
- In March 2006 the government of Republika Srpska in Bosnia and Hercegovina (BiH) approved a master agreement between CEZ and ERS (ELEKTROPRIVREDA REPUBLIKE SRPSKE, a.d.) setting framework for further cooperation in development of Gacko site
- Based on the master agreement above on December 4, 2006 CEZ and ERS signed an agreement on creating a joint company Nova Elektrarne RS (NERS). At the same time CEZ and representatives of the Government of Republika Srpska signed Declaration on future investment
- NERS will have initial registered capital of approx. EUR 400,000<sup>1</sup> with CEZ having 51% stake.
- At a later stage the equity of NERS will be increased via contribution in kind and cash; the ownership structure is expected to be unchanged
- NERS will invest around EUR 1.4 bn into Gacko project in 2007 2015
- The investments above will include the following:
- Construction of a new facility; installed capacity 600 700 MW
- Extension of existing mining operations (expected output to triple between 2007 and 2015)
- Environmental upgrade of existing 300 MW facility
- Additionally the existing 300 MW unit will undergo complete overhaul after 2025
- The investments will be financed by the mixture of cash contribution of CEZ, debt financing and cash generated by existing Gacko plant; exact financing structure yet to be designed
- Long term power purchase agreement considered for part of the expected power production

<sup>&</sup>lt;sup>1</sup> KM 800,000; KM = convertible mark, local currency in Bosnia and Hercegovina pegged to EUR at a fixed rate of 1KM = 1.95583 EUR



## THE JOINT COMPANY – NERS – WILL SPEND AROUND EUR 1.4BN IN 2007 – 2015 ON THE GACKO PROJECT

### Expected timeline of the project

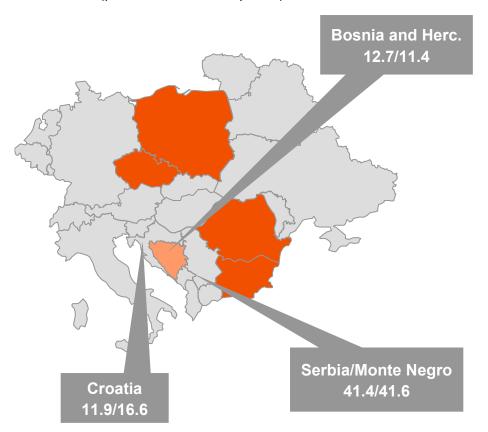




### SELECTED DETAILS ON BOSNIA AND HERCEGOVINA

### Power balance in the region (2005)

TWh (production/consumption<sup>x</sup>)



MW		out of that ERS:
Installed Capacity:	4,052	1,346
Hydro	2,095	746
Coal	1,957	600

TWh	2004	2005
Generation	12.7	12.7
Hydro	6.0	6.0
Coal	6.7	6.7
Consumption	10.7	11.4
Export	2.0	1.3

	2004	2005*	2006*	2007*
Real GDP growth (%)	6.2	5.0	5.3	5.3
Industrial production growth (%)	12.4	10.0	10.0	10.0

<sup>\*</sup> Economist Intelligence Unit

- In May 2006 the energy regulator of Bosnia and Hercegovina (BiH) adopted a decision on power market liberalization.
- According to this the whole market excluding households will be liberalized as of January 2009; households to be liberalized as of January 2015.
- The schedule is conditioned upon on "the circumstances and development of the electricity market in BiH, the electricity markets in the countries of South-East Europe and BiH's inclusion in the single European energy market."
- The decision above is not reflected in BiH legislation.

x source: UCTE



## SELECTED HISTORICAL FINANCIALS OF CEZ GROUP CZK

2004

102.7

92.2

10.5

2005

125.1

115.9

9.1

2006

<u>159.6</u>

148.3

11.3

2003

87.3

79.0

8.3

CZK bn

### **Profit and loss**

Sales of electricity

Heat sales and other revenues

Revenues

Operating Expenses	<u>53.7</u>	<u>63.0</u>	<u>74.9</u>	<u>95.2</u>
Purchased power and related services	21.1	26.5	37.5	53.5
Fuel	9.2	9.3	9.0	11.6
Salaries and wages	9.7	11.4	13.4	15.1
Other	13.7	15.9	15.0	15.0
<b>EBITDA</b>	<u>33.6</u>	<u>39.6</u>	<u>50.2</u>	<u>64.4</u>
EBITDA margin	38%	39%	40%	40%
Depreciaiton	18.5	19.8	20.7	24.3
<u>EBIT</u>	<u>15.0</u>	<u>19.8</u>	<u>29.4</u>	<u>40.1</u>
EBIT margin	17%	19%	24%	25%
Net Income	<u>9.6</u>	<u>13.2</u>	<u>21.5</u>	<u>27.7</u>
Balance sheet	2003	2004	2005	2006
CZK bn	2003	2004	2005	2006
Non current assets	271.9	271.7	280.4	302.0
Non current assets Current assets	271.9 24.7	271.7 27.5	280.4 43.8	302.0 66.7
Non current assets	271.9	271.7	280.4	302.0
Non current assets Current assets	271.9 24.7	271.7 27.5	280.4 43.8	302.0 66.7
Non current assets Current assets - out of that cash and cash equivalents  Total Assets	271.9 24.7 5.0 <b>296.6</b>	271.7 27.5 8.9 <b>299.3</b>	280.4 43.8 16.8 <b>324.2</b>	302.0 66.7 30.9 <b>368.7</b>
Non current assets Current assets - out of that cash and cash equivalents  Total Assets  Shareholders equity (excl. minority. int.)	271.9 24.7 5.0 <b>296.6</b> 171.1	271.7 27.5 8.9 <b>299.3</b> 178.4	280.4 43.8 16.8 <b>324.2</b> 191.3	302.0 66.7 30.9 <b>368.7</b> 207.7
Non current assets Current assets - out of that cash and cash equivalents  Total Assets  Shareholders equity (excl. minority. int.) Interest bearing debt	271.9 24.7 5.0 <b>296.6</b> 171.1 38.8	271.7 27.5 8.9 <b>299.3</b> 178.4 41.8	280.4 43.8 16.8 <b>324.2</b> 191.3 38.7	302.0 66.7 30.9 <b>368.7</b> 207.7 48.4
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**Note:** 2003 and 2004 results were restated to comply with pooling of interests method regarding Severoceske doly, i.e. the restated financials are as if CEZ had held 93% in Severoceske doly throughout the whole period of 2003 - 2005.

Source: CEZ 10



## SELECTED HISTORICAL FINANCIALS OF CEZ GROUP EUR

2004

2005

2006

2003

Revenues	3,0	<u>3,54</u>	<u>4,312</u>	<u>5,502</u>
Sales of electricity	2,7	723 3,17	78 3,998	5,113
Heat sales and other revenues	2	286 36	315	389
Operating Expenses	<u>1,8</u>	<u>2,17</u>	<u>74</u> <u>2,583</u>	3,282
Purchased power and related services	-	<sup>7</sup> 28 91	1,292	1,844
Fuel		316 32	_	401
Salaries and wages		334 39		
Other	2	174 54	16 518	517
EBITDA		1,36 <u>1,36</u>		
EBITDA margin	3	39	% 40%	40%
Depreciaiton	6	68 68	34 715	837
<u>EBIT</u>		<u> 68</u>		
EBIT margin	1	7% 19	% 24%	25%
Net Income	3	<u>331</u> <u>45</u>	<u>56                                    </u>	<u>955</u>
Balance sheet	UR m <b>2</b> 0	003 200	2005	2006
Non current assets	9,3	374 9,36	8 9,668	10,412
Current assets	3	353 94	1,510	2,298
- out of that cash and cash equivalents	•	173 30	)8 579	1,066
<u>Total Assets</u>	<u>10,2</u>	<u> 10,31</u>	<u>11,178</u>	<u>12,710</u>
		0	0 0	0
Shareholders equity (excl. minority. int.)	•	398 6,15	•	
Interest bearing debt	•	339 1,44		,
Other liabilities	2,9	990 2,72	23 3,247	3,881
Total liabilities	<u>10,2</u>	<u>10,31</u>	<u>11,178</u>	<u>12,710</u>

EUR m

**Note:** 2003 and 2004 results were restated to comply with pooling of interests method regarding Severoceske doly, i.e. the restated financials are as if CEZ had held 93% in Severoceske doly throughout the whole period of 2003 - 2005.

Source: CEZ

Exchange rate used: 29 CZK/EUR

**Profit and loss** 



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