

# THE LEADER IN POWER MARKETS OF CENTRAL AND SOUTHEASTERN EUROPE

**Equity story, January 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, 2<sup>nd</sup> biggest exporter of power in Europe
- Vertically integrated in the Czech Republic from mining (45% market share) through generation (73%) to distribution (62%) and supply (56%)
- 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

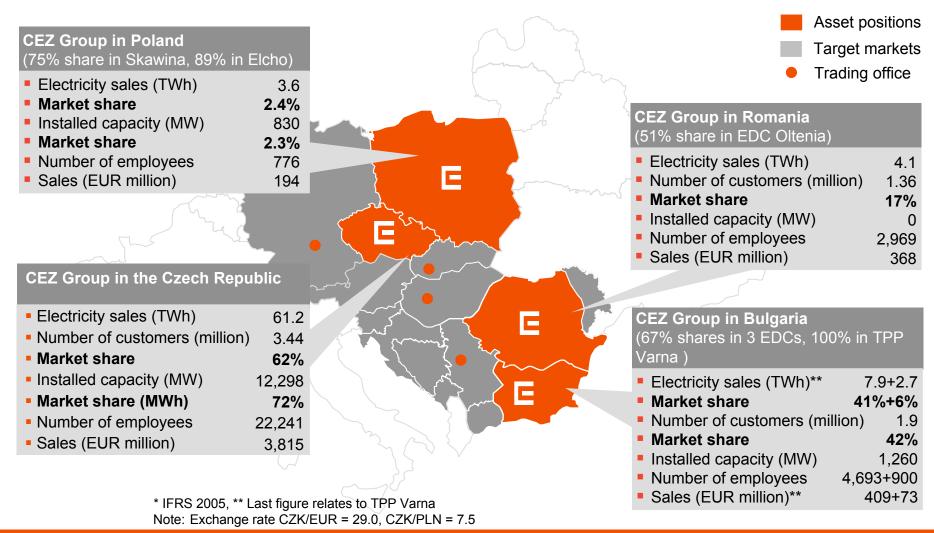
#### Long term

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

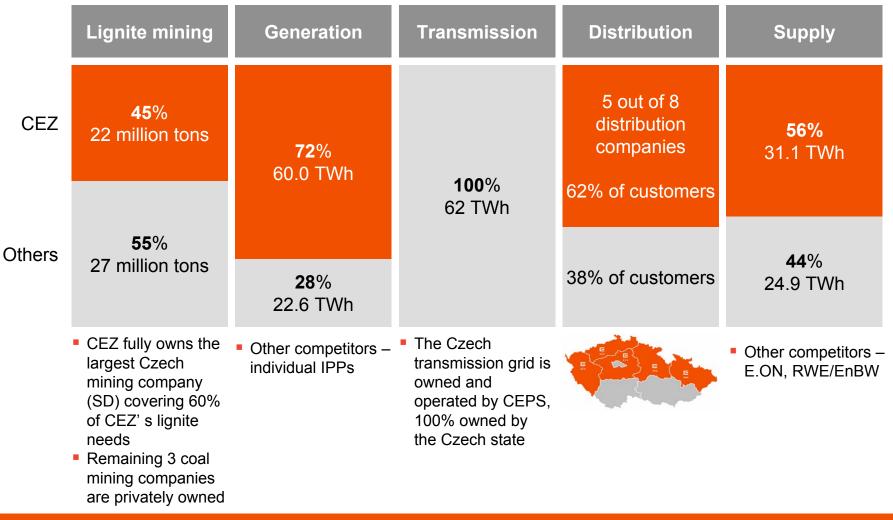


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## CEZ IS A STRONG AND VERTICALLY INTEGRATED PLAYER ON THE CZECH ELECTRICITY MARKET



Source: CEZ, ERU



## 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

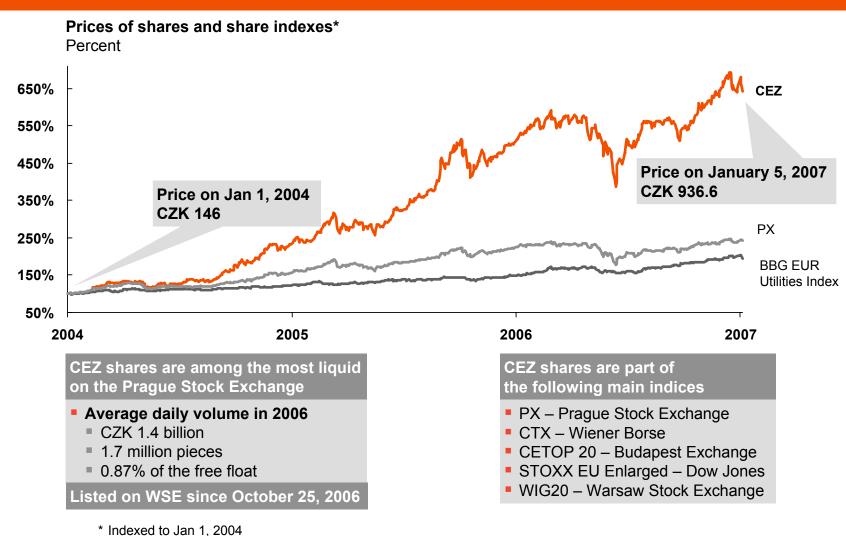
- Managing Partner Madsen & Taylor Consulting
- Senior Consultant and International Partner Group Helmut Neumann Int.
- Partner in McKinsey & Company responsible for energy sector
- CFO in regional power distributor
- - positions in CEZ, CEO of US-owned
    - Janka Lennox

- 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

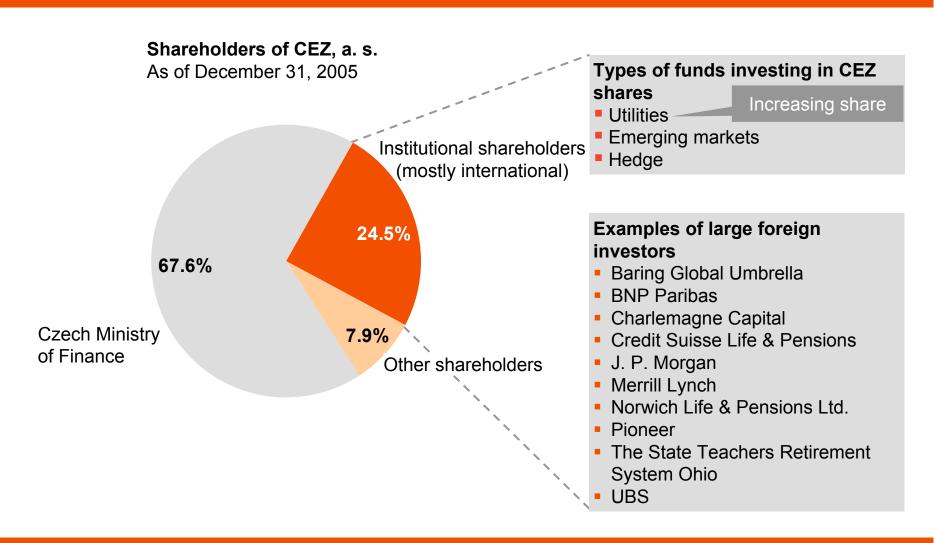


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Source: PSE, Bloomberg 11



## CEZ GROUP ATTRACTED MANY INTERNATIONAL SHAREHOLDERS



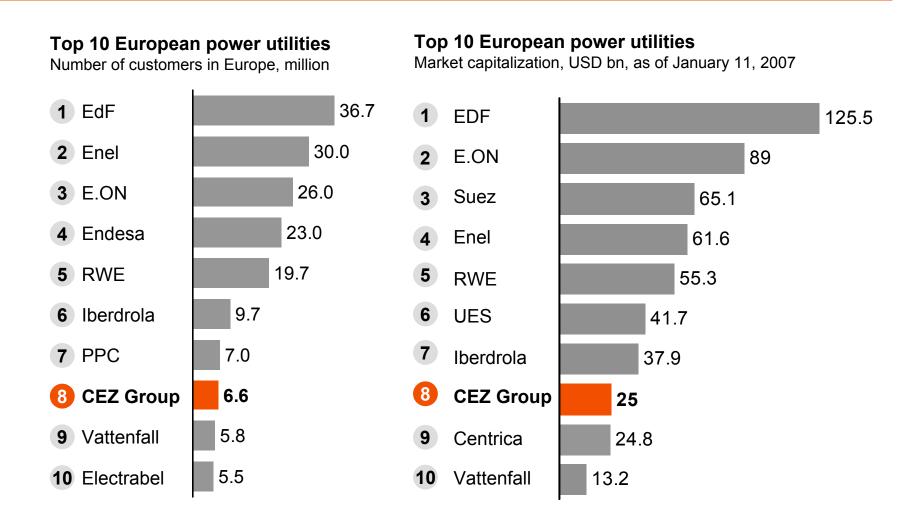
Source: CEZ, Bloomberg 12

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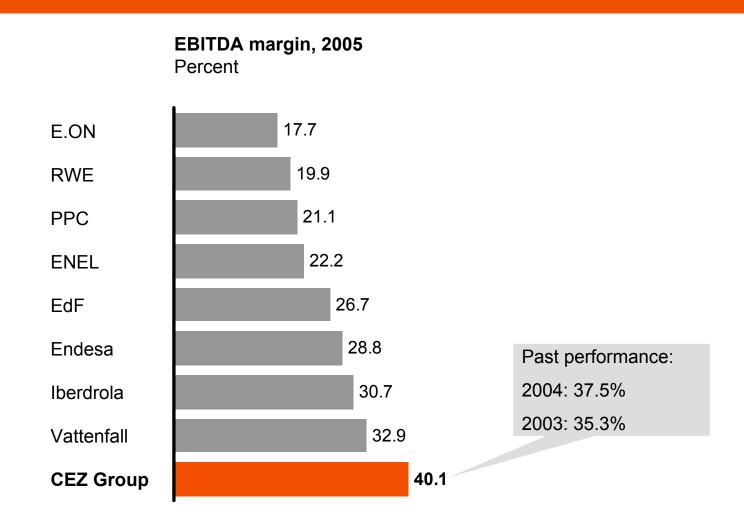


## CEZ IS AMONG TOP 10 EUROPEAN POWER UTILITIES BY SIZE ....





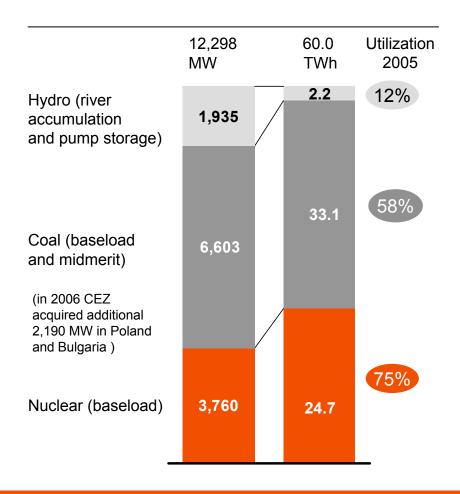
## ... AND IS THE MOST PROFITABLE UTILITY IN EUROPE MEASURED BY EBITDA MARGIN



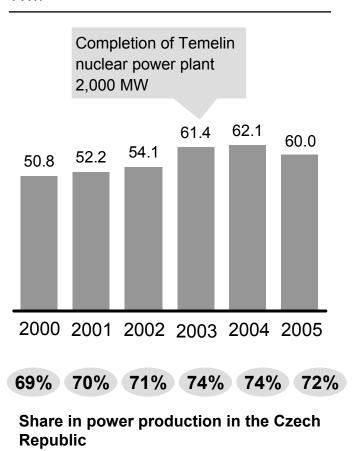


## THE MAIN COMPETITIVE ADVANTAGE OF CEZ GROUP IS DOMESTIC LOW COST GENERATION FLEET

#### **CEZ Group Czech generation (2005)**



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





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

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

#### Conventional generation

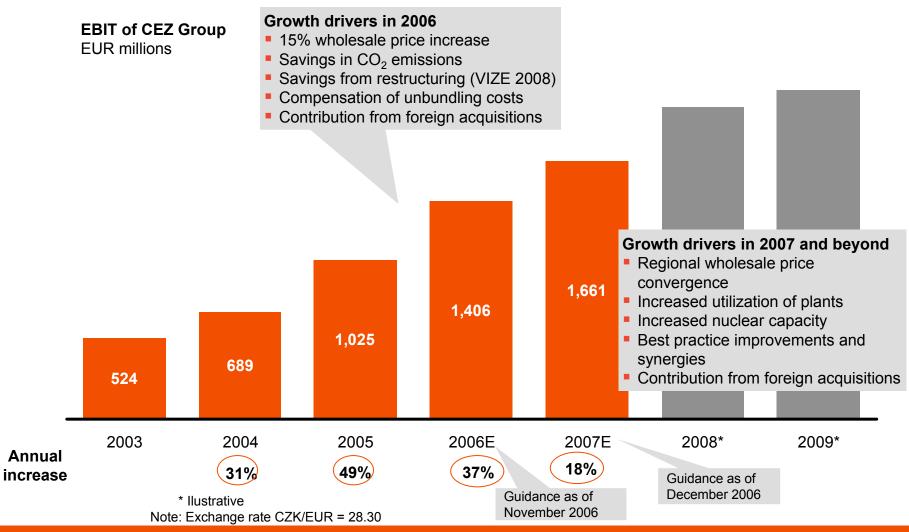
- Long term framework agreement for lignite deliveries till 2050 for >90% of consumption
- Lignite Prices change only as fraction of electricity price and inflation changes
- Large share of supplies from own mines (~ 60% of lignite)
- Increased efficiency after plant portfolio renewal and maintenance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



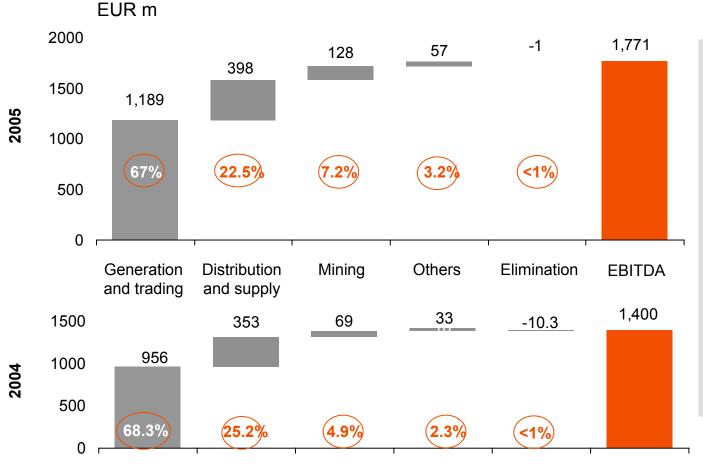
## CEZ GROUP MAINTAINS VERY HIGH DYNAMICS IN PROFIT GROWTH





## CEZ GROUP PROFITABILITY IS DRIVEN BY GENERATION AND TRADING

#### EBITDA contribution in 2004 and 2005

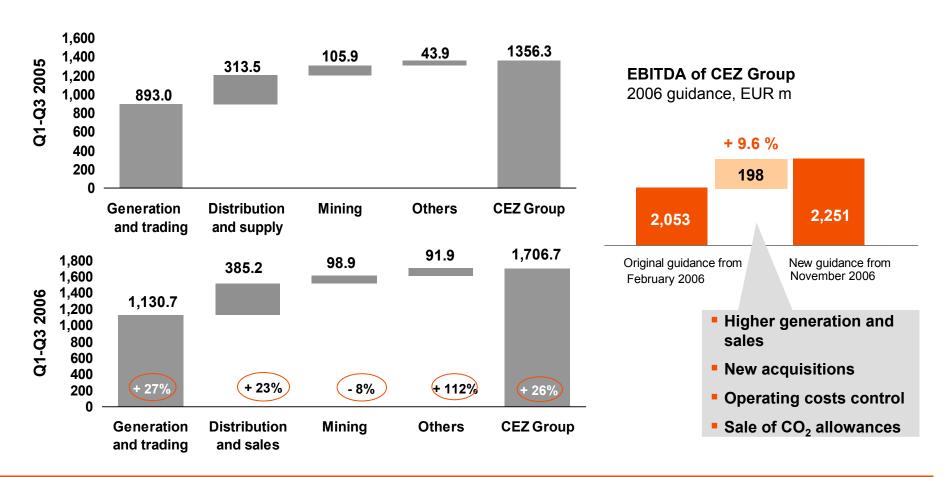


- Generation and trading contribute more than 2/3 to overall group EBIT
- Distribution and supply contribution impacted by one-off items in Czech business in 2004 and 2005
- Foreign distribution companies contributed ~ 4% to total group EBIT in 2005
- Mining contribution in 2004 impacted by one off items



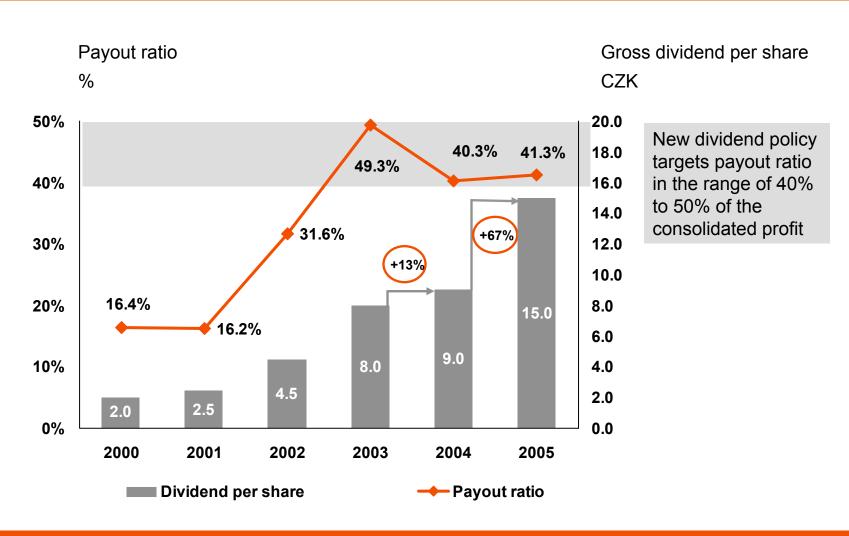
## EXPECTED PROFITABILITY GROWTHS IS CONFIRMED BY THE LATEST SET OF QUARTERLY DATA RESULTING IN IMPROVED GUIDANCE FOR 2006

### **Contribution to EBITDA of CEZ Group** EUR m





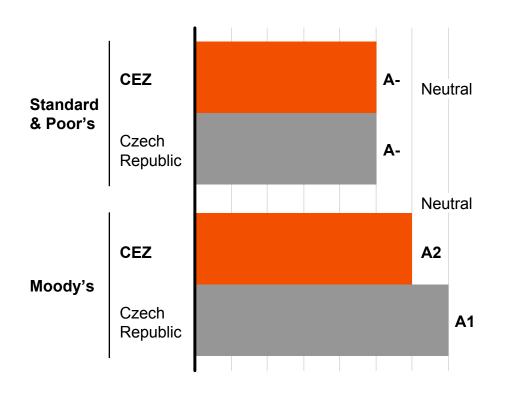
## CEZ HAS SIGNIFICANTLY INCREASED IT'S DIVIDENDS IN THE LAST YEARS





#### CEZ MAINTAINS VERY STRONG CREDIT RATING

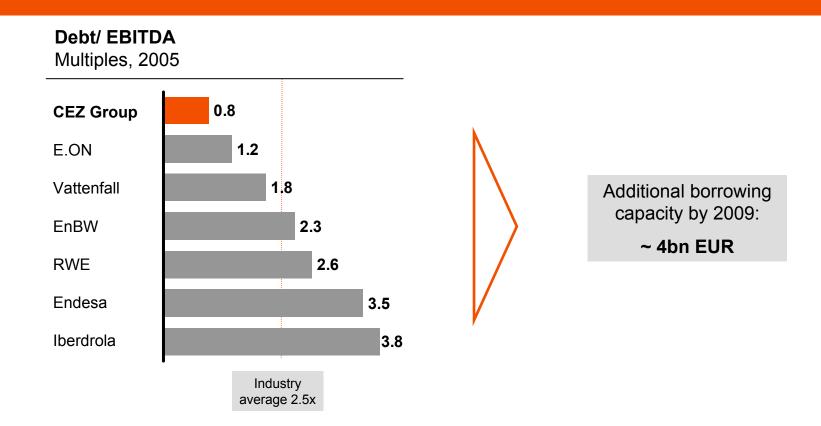
#### **Credit rating of CEZ and Czech Republic**



- 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



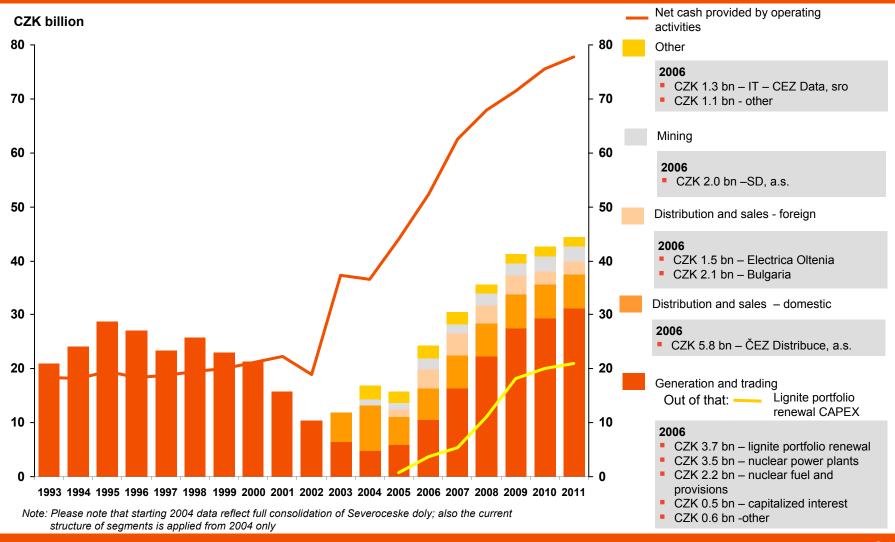
## CEZ GROUP IS THE LEAST INDEBTED UTILITY IN EUROPE WITH STRONG ADDITIONAL BORROWING CAPACITY



- 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

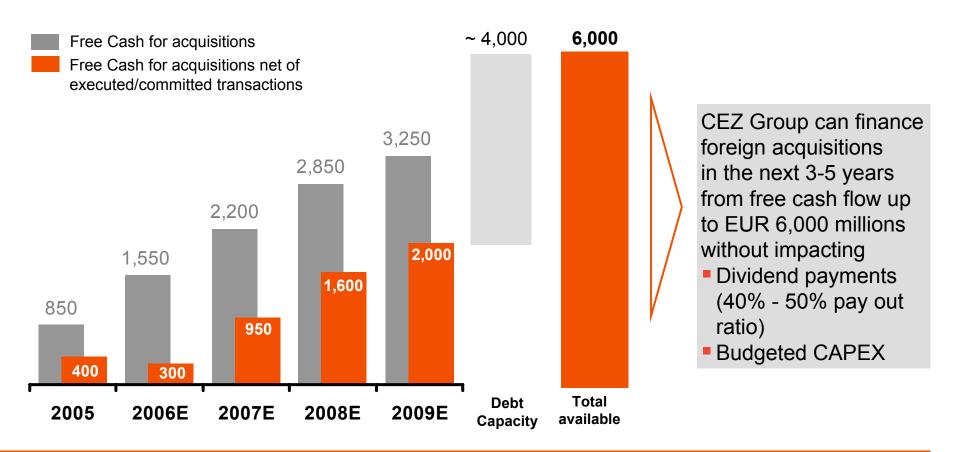




#### CEZ GROUP HAS VERY STRONG FREE CASH-FLOW THAT COMBINED WITH ADDITIONAL BORROWING CAPACITY CAN BE USED TO FINANCE INTERNATIONAL GROWTH UP TO EUR 6.0 BILLIONS

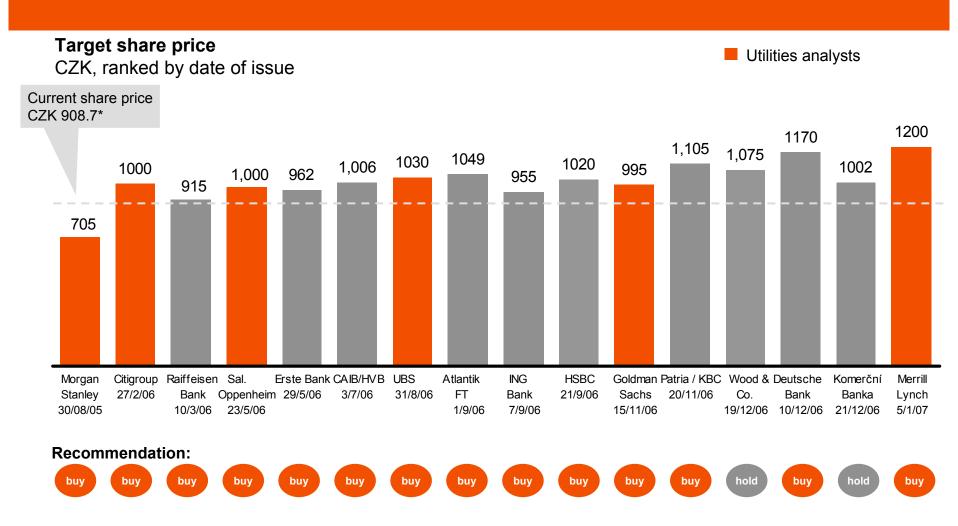
#### Free cash flow of CEZ Group (cumulative)

**EUR** million





## ANALYSTS MAINTAIN POSITIVE VIEW ON CEZ GROUP PERFORMANCE



\* January 11, 2007

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

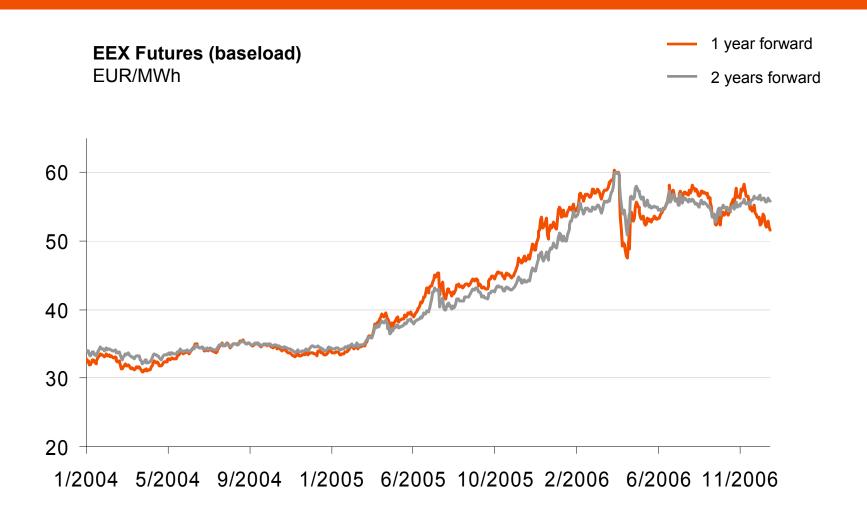
Source: Analyst reports 26

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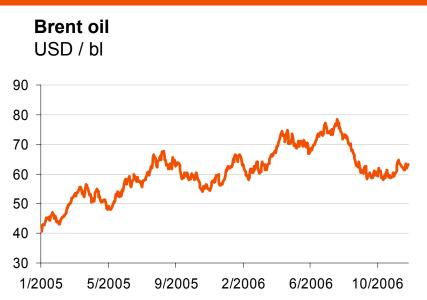
## GERMAN POWER PRICES AS BENCHMARK FOR THE REGION CONTINUE INCREASING



Source: EEX 28



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





#### **Additional factor**

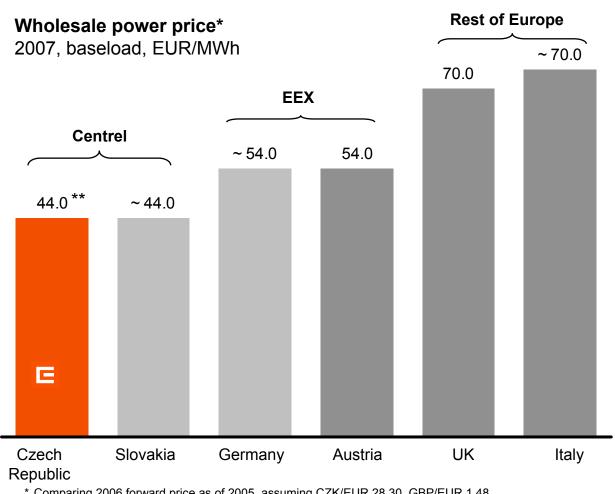
Supply / Demand Squeeze

- 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 29



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



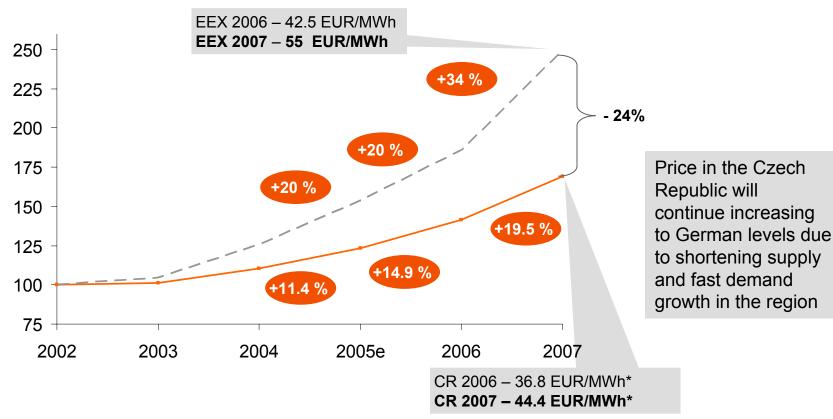
<sup>\*</sup> Comparing 2006 forward price as of 2005, assuming CZK/EUR 28.30, GBP/EUR 1.48
\*\* 2007 baseload price settled at CEZ Wholesale Power Auction in August 2006. Significant portion of CEZ 2007 volume was sold there.



## CZECH WHOLESALE PRICES ARE LINKED TO INCREASING GERMAN PRICES

#### Wholesale power price (baseload)



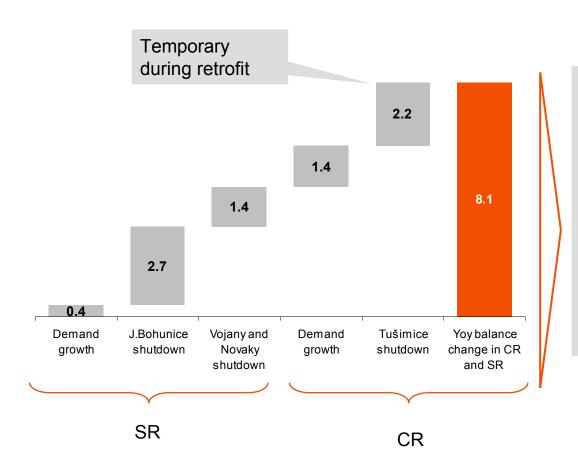


<sup>\*</sup> Exchange rate CZK / EUR 28.00



#### 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



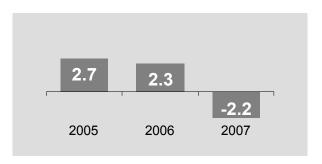
- Elimination of deficit of >8 TWh (approx. 11% CR demand) possible only via
  - imports or
  - initiation of expensive units (till now reserved)
- Both will have a strong impact on regional wholesale price development



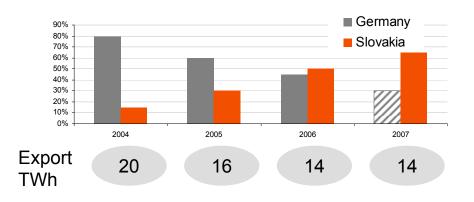
## CEZ WILL MOVE MOST OF ITS EXPORTS TO SLOVAKIA AND HUNGARY



#### Slovak import / export power balance

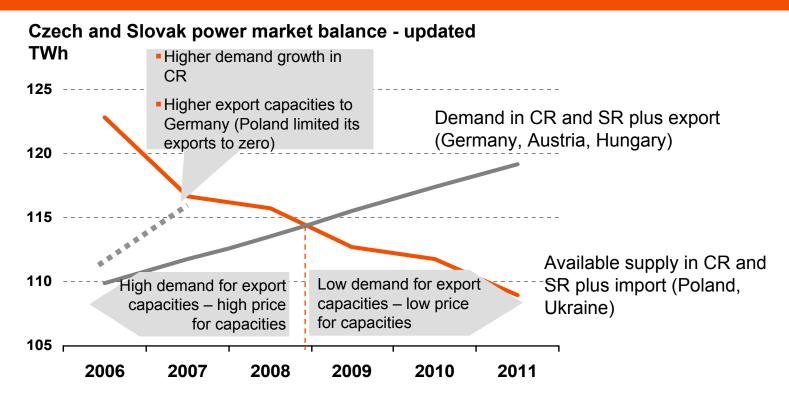


#### CEZ's power export structure in %





# EXPORT CAPACITIES PRICE SITUATION INDICATES THAT THE REALITY WILL EXCEED THE EXPECTATIONS – CAPACITY PRICE DECREASE FROM 12.5 EUR/MWH TO 5.0 EUR/MWH



- 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

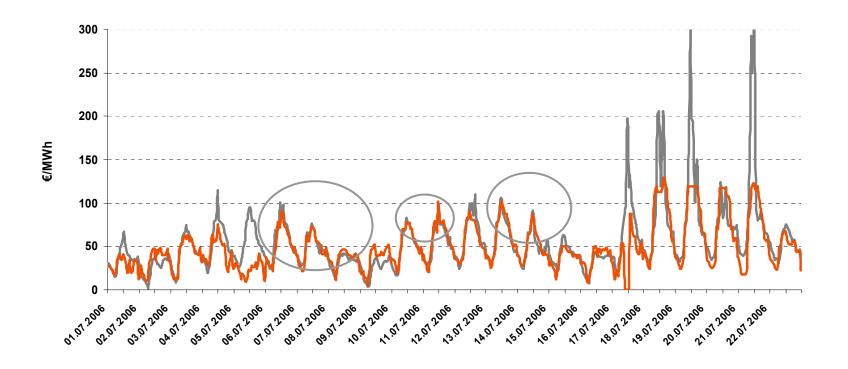
34

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



## LACK OF POWER IMPACTS THE WHOLE REGION AND SPOT PRICES IN CRITICAL MOMENTS GROW SKY HIGH WHILE CZECH AND GERMAN MARKETS COUPLE



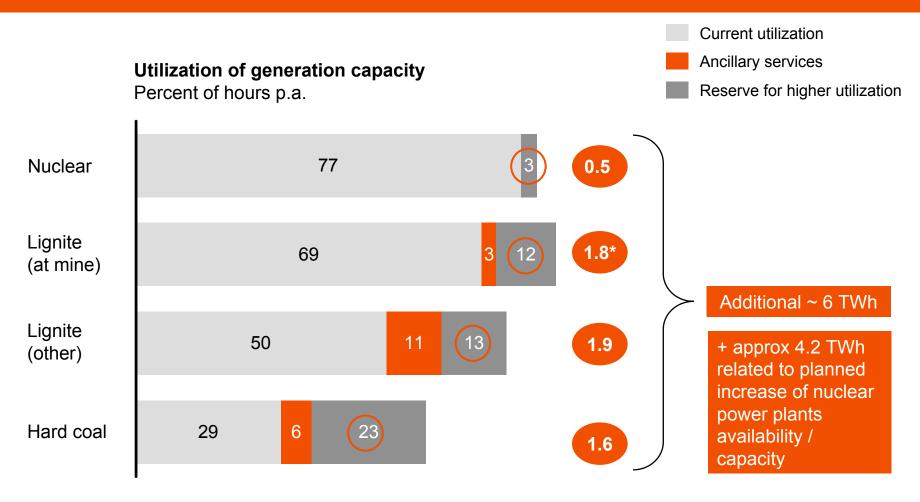


<sup>\*</sup> OKO = Czech Spot Market, organized by OTE

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

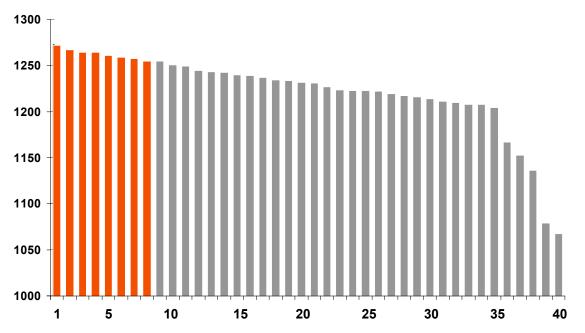


# IN THE VIRTUAL POWER PLANT AUCTION DEMAND HAS DRIVEN 2007 BASE LOAD PRICE 17.1% ABOVE 2006 LEVEL

### Key outcomes of virtual power plant auction

- 18 registered participants, out of which 15 complied with auction rules
- Total of 40 bids submitted
- Successful bids in the range of 1,255 1,273 CZK/MWh
- Implied base load price average increase 17.1% (1,220 CZK/MWh)

### Power prices in virtual power plant auction – overview of all bids implied price (CZK/MWh)



 80 % of bids at average price of 1,239.50 CZK/MWh (14.9% above 2006 level)



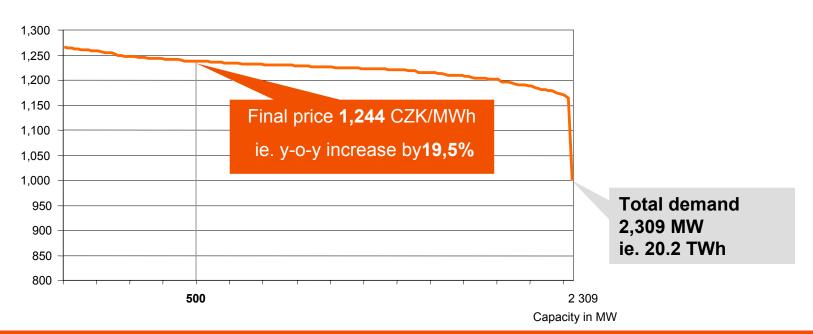
# SECOND WHOLESALE AUCTION ATTRACTED EVEN MORE INTEREST LEADING TO 2007 BASE LOAD PRICE INCREASE BY 19.5% WHILE PEAK PRODUCTS WERE KEPT AT 10.8% INCREASE OVER 2006 PRICES

#### Main results of the annual base load auction

- 22 registered participants (all complied with auction rules)
- 167 bids submitted 2,309 MW (i.e. 20.2 TWh)
- Demand exceeded volume offered by a factor of more than 5
- Accepted bid were in the range of 1,322 1,244 CZK/MWh

#### Review of all bids for 2007 annual base load

CZK / MWh

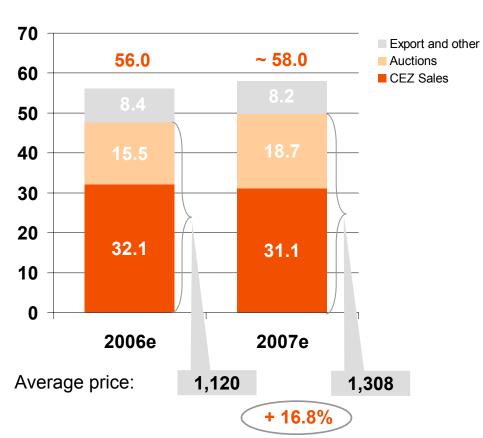




### CEZ WILL SEE RECORD HIGH POWER GENERATION VOLUME IN 2007

#### **Expected power sales from CEZ Generation**

TWh



- Demand in the auctions exceeded expectations
- High demand confirms expected supply/demand squeeze in the region
- CEZ expects to exceed the record high generation of 2004
- CEZ shifted risk related with cross border capacities onto other trades and decided to refrain from exports to Germany and Austria

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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
- ...

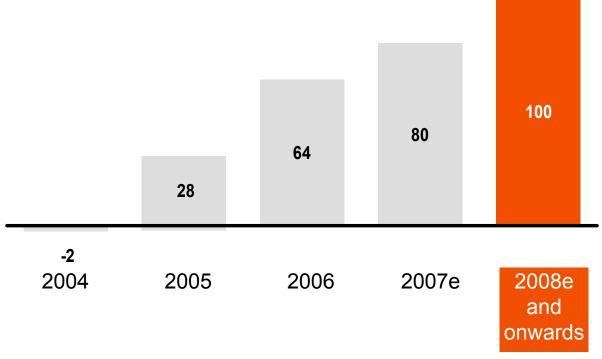


### ...AND WILL ACHIEVE EUR 100 MILLIONS IN ANNUAL SAVINGS UPON IMPLEMENTATION OF VISION 2008



### **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)

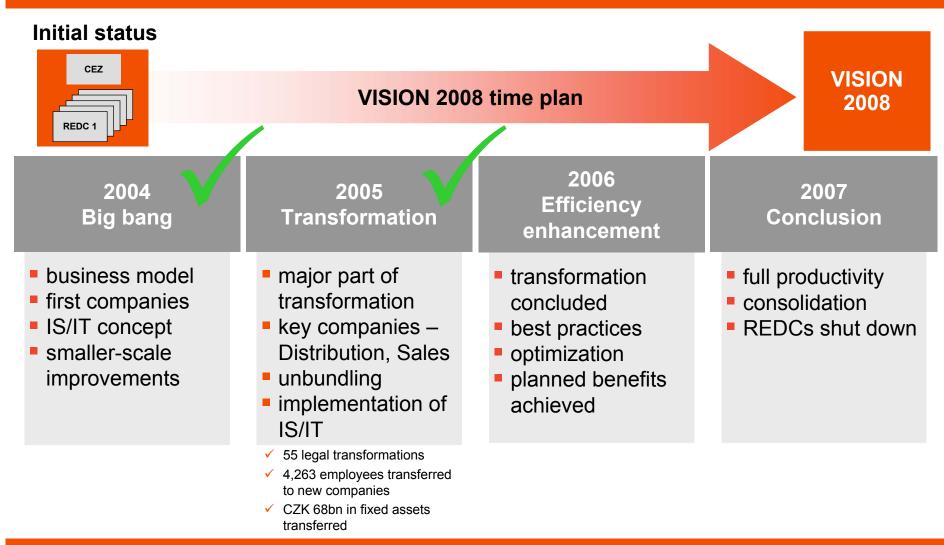
### **Key contributions**

- 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%

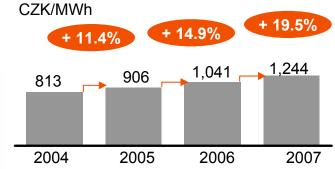
Since January 2006 Distribution is the only regulated part of the value chain

Source: CEZ, ERU

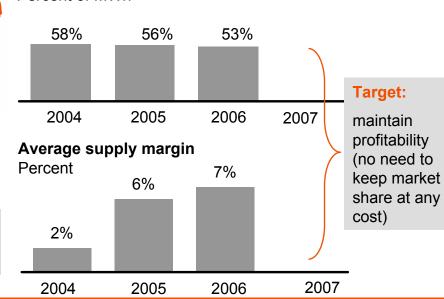


## CEZ GROUP CONTINUES INCREASING SALES MARGIN WHILE PROTECTING MARKET SHARE

### Domestic wholesale baseload



### Market share in power supply Percent of MWh



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

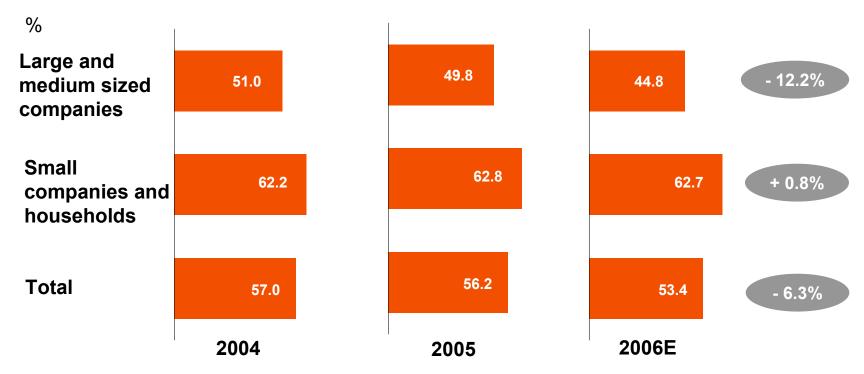


Mass-market customers still served with low margin – upside potential



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

### Development of domestic end customer market share



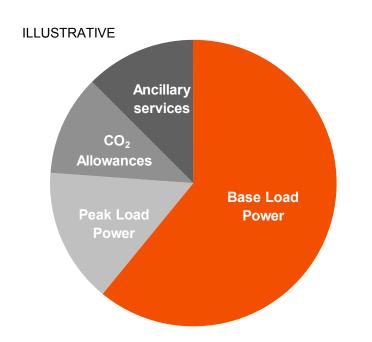
Loss of market share did not have a negative impact on margins as these are very low in the most competitive market segment



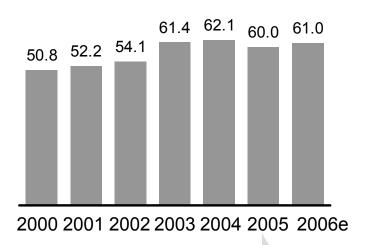
# CEZ SALES STRATEGY IS FOCUSED ON MAXIMIZING WHOLESALE MARGIN GIVEN THE AVAILABLE SALES OPTIONS



### Split of wholesale margin by sales options



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



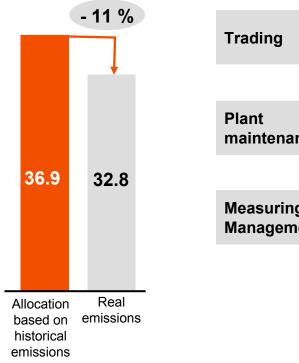
Reduced production due to CO2 arbitrage



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

### **CO2** Emissions

Mil. Tons, 2005



maintenance

Measuring Management

#### **Key measures taken**

- Priority dispatch of units with low CO<sub>2</sub> 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

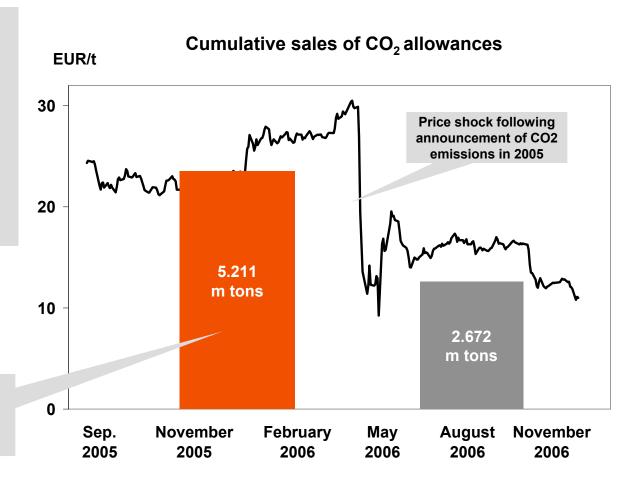
For NAP II we expect same allocations as for NAP I

 Newly consolidated Polish generators will bring additional 4.6 mil. tons of CO<sub>2</sub> allowances while their consumption is expected around 4.1 mil. tons



- Sales of allowances are made depending on production optimization for the full NAP I (2005 – 2007)
- Strategy was adjusted to be in line with expected collapse of CO<sub>2</sub> allowances prices after highs from early 2006
- Currently CEZ does not need to sell any additional allowances from the first NAP

CEZ sold most of the excess allowance from 2006 and 2007 before price collapse



# AGENDA

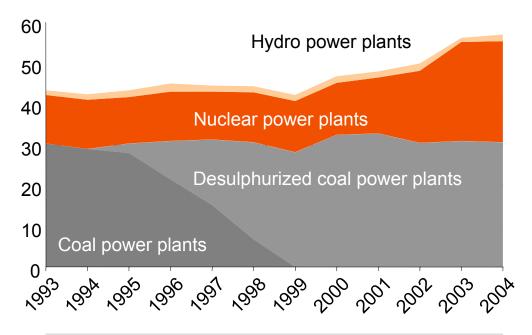
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## CEZ OPERATES THE ONLY CLEAN GENERATION FLEET IN CEE

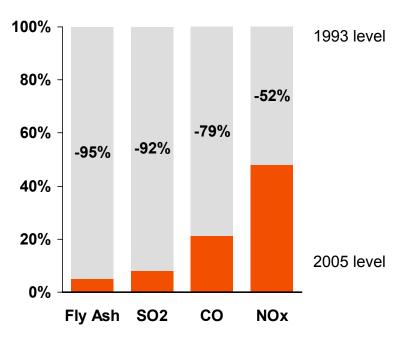


### **Generation structure of CEZ Group** TWh



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

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



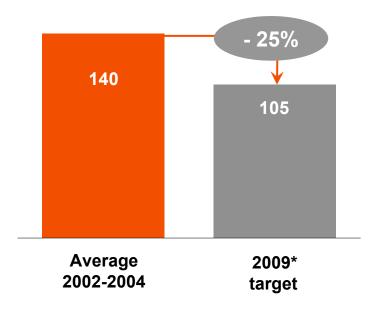


### CEZ WILL REDUCE GENERATION REPAIRS AND MAINTENANCE COSTS BY 25% BY 2009



### 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

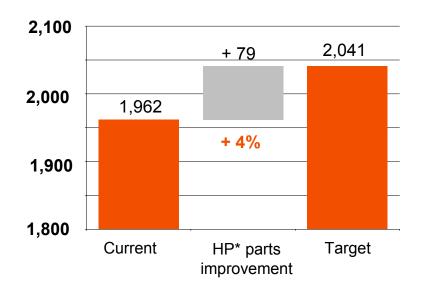
<sup>\*</sup> Assuming "normalized" R&M workload, prices not adjusted for inflation



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



### Temelin capacity increase MW

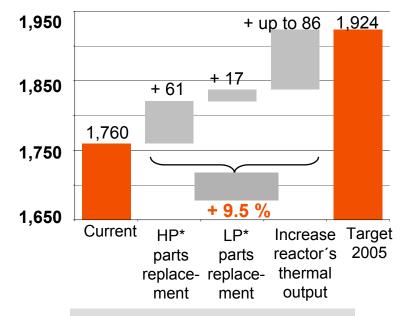


#### Additional production of 0.6 TWh

Status:

- Project contracted
- \* HP High Pressure, LP Low Pressure

### **Dukovany capacity increase** MW



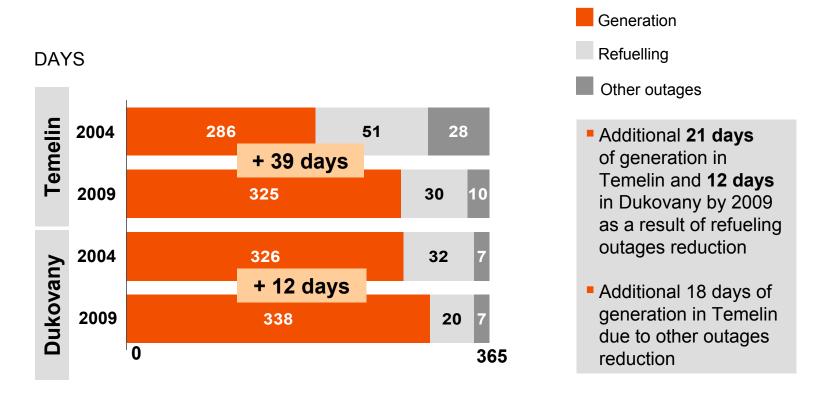
#### Additional production of 1.3 TWh

- First project already implemented and running
- Test in implementation, most tasks contracted



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





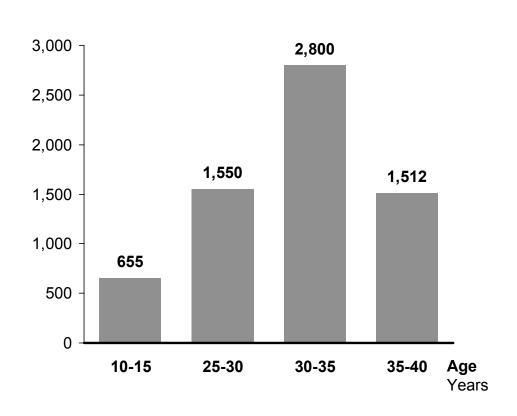
Additional production of ~ **2.3 TWh** (assuming current capacity)



### 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



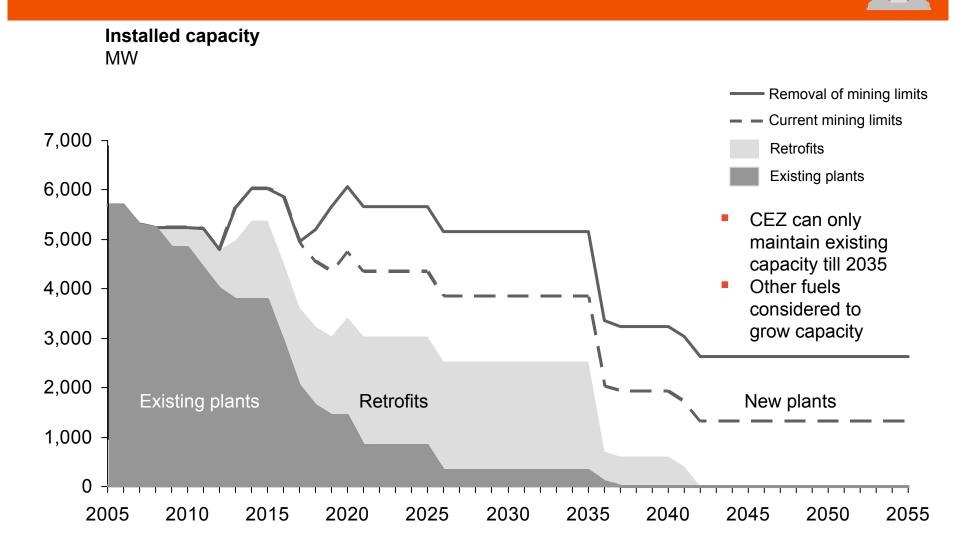
# CEZ INTENDS TO BUILD ITS FUTURE PLANT FLEET MAINLY AROUND MODERN TECHNOLOGY LIGNITE PLANTS



	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

# EXPECTED DEVELOPMENT OF ČEZ'S BROWN COAL INSTALLED CAPACITIES

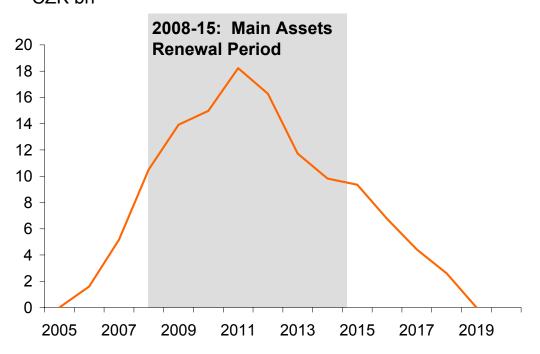




### CAPEX FOR LIGNITE PLANTS RENEWAL WILL REACH CZK 125BN\* AND BRING 14-25% EFFICIENCY UPLIFT



### Expected CAPEX – conservative scenario C7K bn



#### \* Estimate, inflation adjusted

### **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 4 x 200 MW
  - Počerady 3 x 200 MW

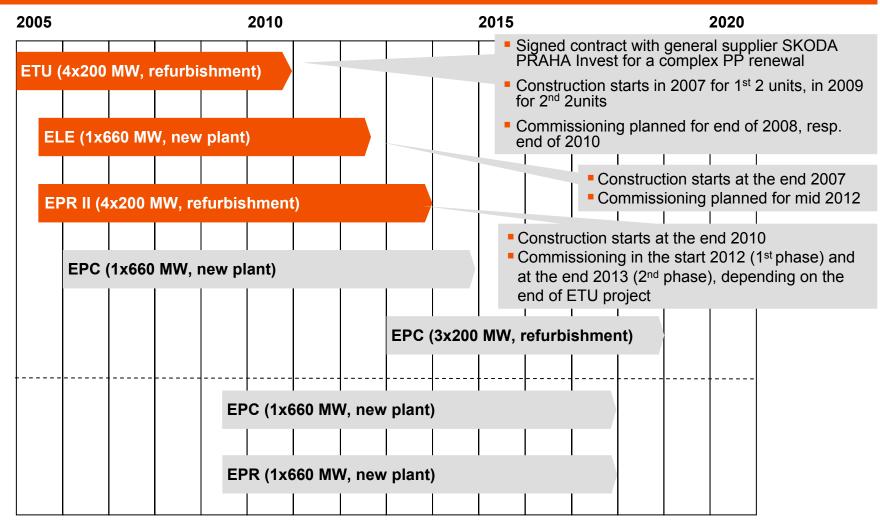
#### **New units**

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



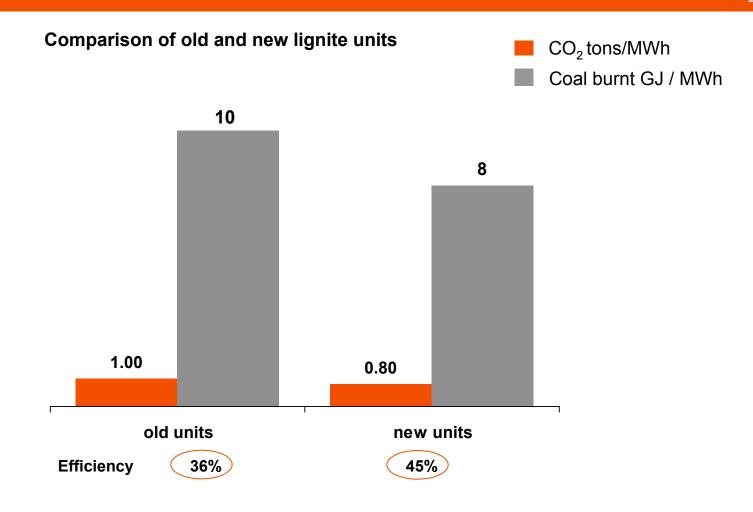
### CEZ ALREADY LAUNCHED FIRST GENERATION RENEWAL PROJECTS







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



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



### **Realized acquisitions**

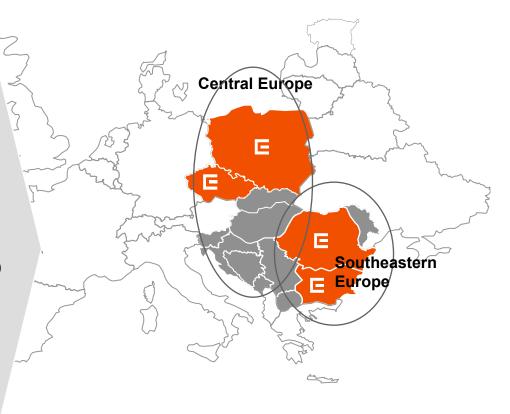
- Bulgaria (distribution) 1.9 million cust.
- Romania (distribution) 1.4 million cust.
- Poland (generation) 810 MW
- Bulgaria (generation) 1,260 MW

### 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



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





### RESULTS OF THE BULGARIAN ACQUISITION BETTER THAN EXPECTED IN 1st YEAR AFTER ACQUISITION, **IMPROVEMENTS ALSO CONTINUED IN 2006**



### **Selected financials (simple sum)**

EUR m

	2004	2005
Sales	361.6	396.6
EBITDA	42.4	54.2
<b>EBITDA Margin</b>	11.7%	13.7%
Deprecitation	25.5	26.4
EBIT	16.8	27.7
Net income	4.9	23.3
Net debt	14.3	-6.3



	Q1-Q3 2005	Q1-Q3 2006
Sales	296.7	311.9
EBITDA	46.9	63.7
EBIT	21.3	36.3



### **Key impacts 2005**

- Revenues increased by 10 % driven by 3% increase in volume and 5% price increase
- Electricity losses decreased by 11.4% (from 19.3% to 17.1%) despite increased volume
- The OPEX increased by EUR 12 m due to
  - restructuring provision
  - staff costs
  - bad debt provisions

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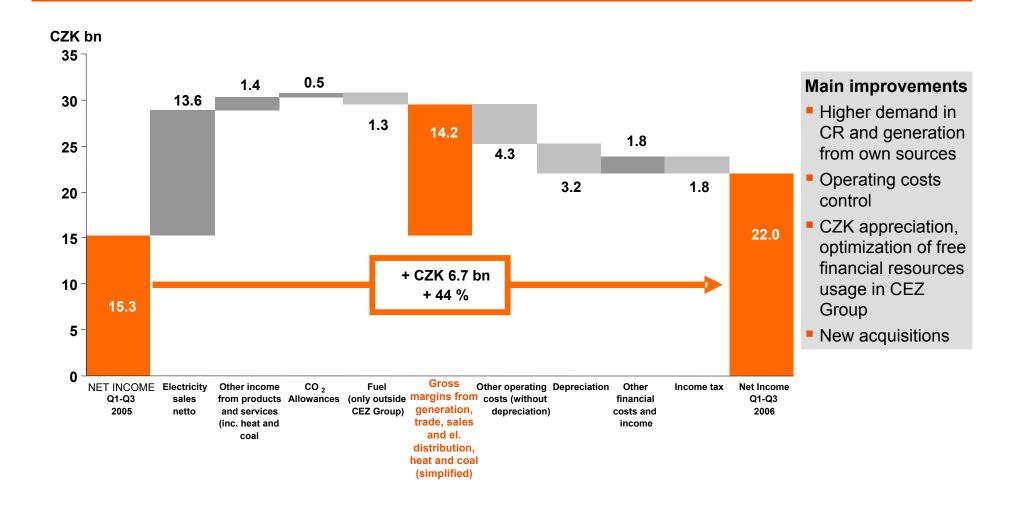


### MAIN RESULTS FOR Q1 - Q3 2006

- **EBITDA y-o-y increased by** 26 % to CZK 48.3 bn, y-o-y increase by CZK 9.9 bn
- **EBIT** y-o-y increased by 29 % to CZK 29.9 bn, which represents a y-o-y increase of CZK 6.7 bn
- Net Income increased y-o-y by 44 % to CZK 22.0 bn (increase of CZK 6.7 bn)
- ROE increased in recent 12 months from 10.4 % to 15.2 %.
- CEZ share price at BCPP and GPW stood at CZK 901 on November 13, 2006



### NET INCOME GREW Y-O-Y BY CZK 6.7 BN – I.E. BY 44 %





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

(CZK bn)	Q1 – Q3 2005	Q1 – Q3 2006	Q1 – Q3 2006 comparable entity	Index 06/05 comparable entity
Salaries and wages	9.0	10.1	9.4	104%
Repairs and maintenance	2.3	3.2	2.7	114%
Material and supplies	2.8	3.5	3.4	120%
Others	4.0	4.6	3.9	98%

- Y-o-y increase of operating costs of comparable entity only by 7%
- Increase of maintenance costs aimed at generation assets quality improvement, personnel and other costs minimal growth
- In addition in the area of personnel costs reduction of number of employees creates a good base for future development



### FINANCIAL COSTS AND INCOME CONTRIBUTED Y-O-Y BY CZK 1.8 BN

(CZK m)	Q1 – Q3 2005	Q1 – Q3 2006	Change 06-05	Index 06/05 (%)
Other expenses (+) and income (-)	3,279	1,506	-1,772	45.9
Interest on debt	1,276	1,511	235	118.4
Interest on nuclear provisions	1,817	1,416	-401	77.9
Interest income	-291	-511	-220	175.3
FX profit and loss and derivates	631	-864	-1,495	Х
Sale of subsidiaries and associates	193	225	32	116.7
Negative goodwill write off	-20	0	20	Х
Income from associates	-73	-74	-1	101.0
Others	-253	-197	56	77.7
Profit before taxes	19,924	28,435	8,510	142.7
Income tax	4,653	6, 416	1,763	137.9
Net Income	15,272	22,019	6,747	144.2

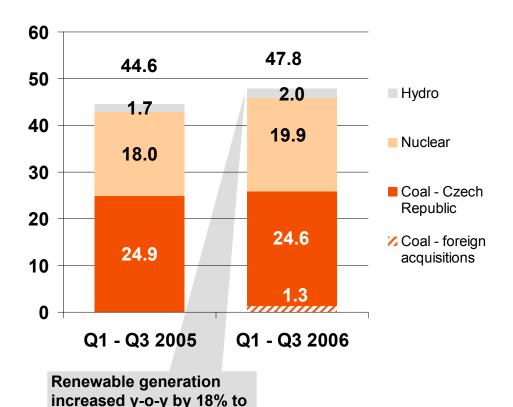
- Czech crown appreciation helped to decrease FX losses and losses from derivatives by CZK 0.4 bn
- Profits related to mark to market revaluation of forward sales of CO<sub>2</sub> allowances with decreasing CO<sub>2</sub> allowances price then represent CZK 1.1 bn, bigger portion will become part of this year's profit



# 2006 POWER GENERATION OF THE GROUP IN THE CZECH REPUBLIC REACHED HISTORICAL HIGH OF 46.1 TWH IN Q1 – Q3; THE WHOLE GROUP GENERATED 47.8 TWH

### Own generation TWh

1.7 TWh (without pumping storage power plants)

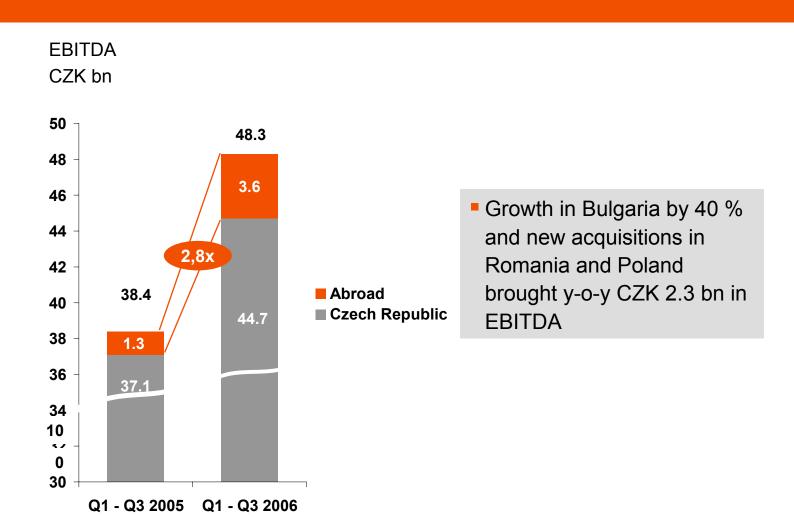


- Sales increase, namely in the domestic market, due to consumption growth in the Czech and Slovak Republic (Czech demand increased by 4.3%, on a temperature adjusted basis by 3.9%)
- Increase of availability and, therefore, also production on nuclear power plants (by 11%)
- Optimization of coal plants utilization and use of CO<sub>2</sub> arbitrage
- Acquisition of power plants ELCHO, Skawina and Varna (only in October)

Source: CEZ 75



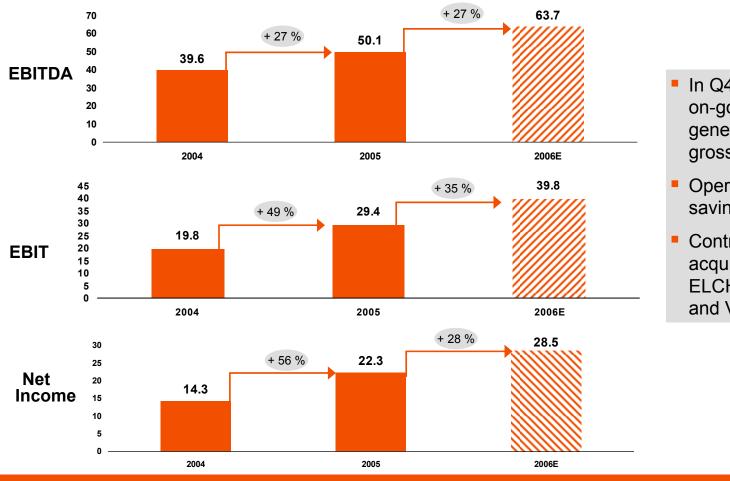
### FOREIGN ACQUISITIONS CONTRIBUTION HAS ALMOST TRIPPLED COMPARED TO LAST YEAR





### IN 2006 WE EXPECT EBITDA OF CZK 63.7 BN, EBIT OF CZK 39.8 BN AND NET INCOME OF CZK 28.5 BN

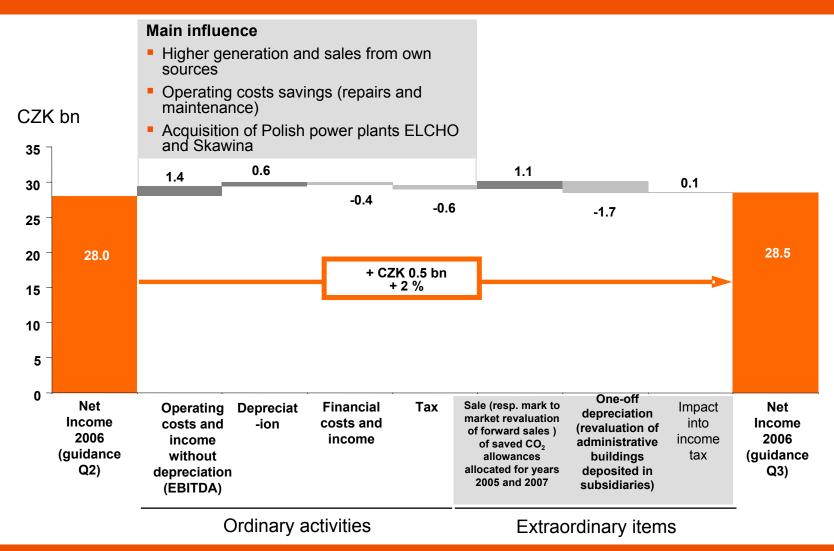
#### Main financial results



- In Q4 we expect an on-going growth of generation and gross margin
- Operating costs savings
- Contribution of new acquisitions ELCHO, Skawina and Varna

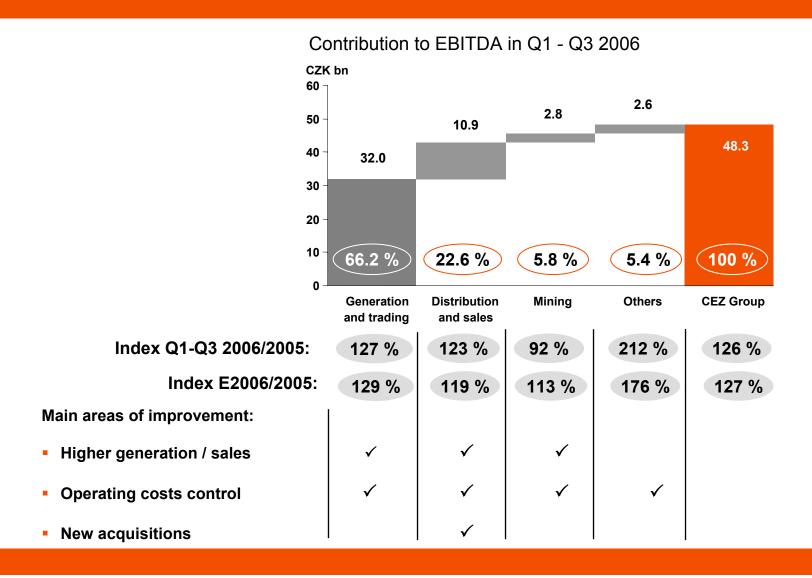


### CEZ INCREASED NET INCOME GUIDANCE FROM CZK 28.0 BN PUBLISHED IN H1 2006 TO CZK 28.5 BN

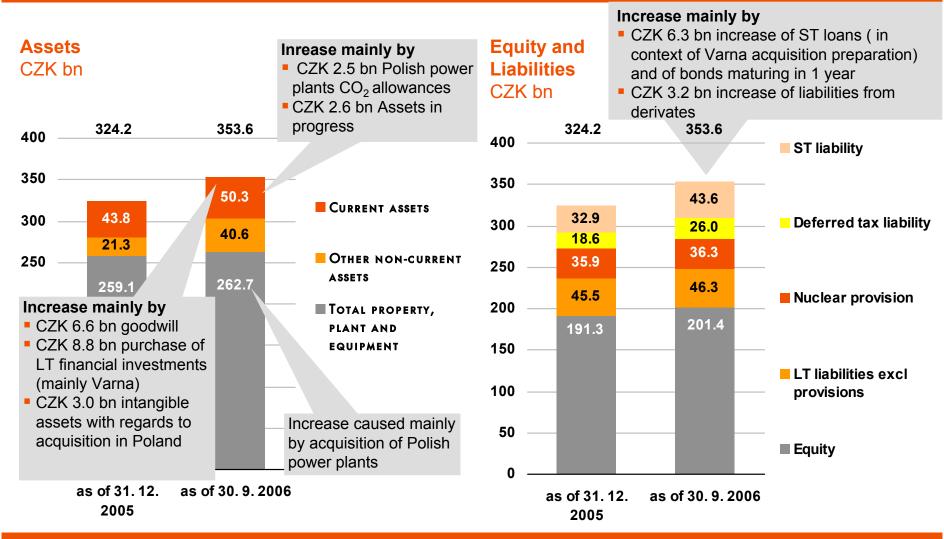




### GENERATION AND TRADING SEGMENT THE MOST SIGNIFICANT SEGMENT, BUT DISTRIBUTION AND SALES ACHIEVES BIG GAINS

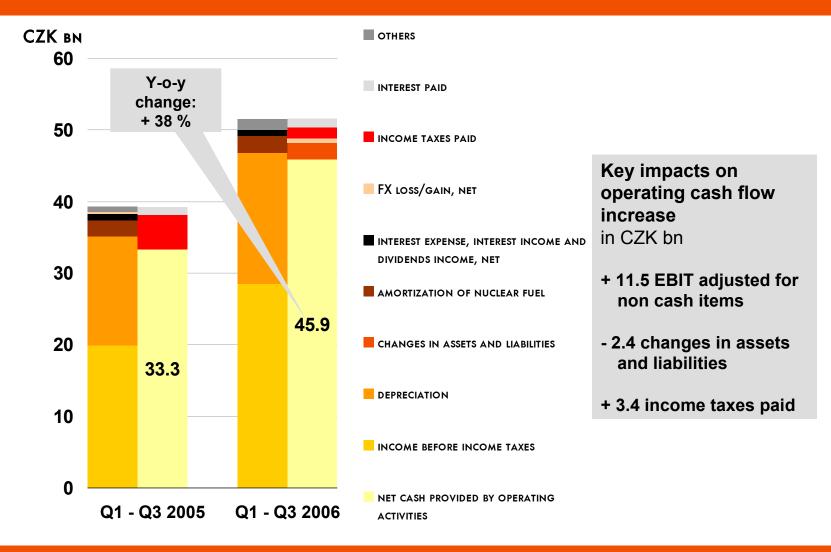


### BALANCE SHEET



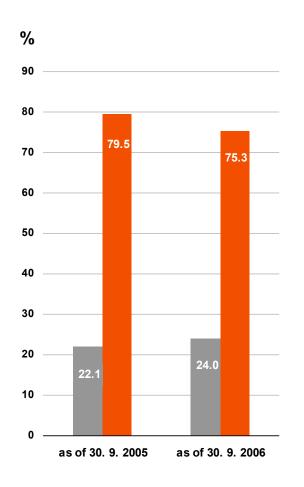


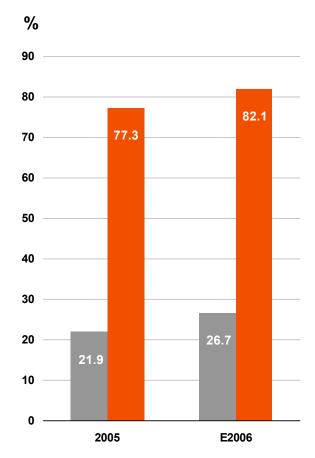
#### **OPERATING CASH FLOW**





## INDEBTEDNESS Y-O-Y GROWS AND IMPROVES THE CAPITAL STRUCTURE OF CEZ, A. S.





- Indebtedness growth as of September 30, 2006 corresponds with acquisition of Polish power plant ELCHO
- The estimate also reflects the Eurobond issue in volume of EUR 500 m and maturity of 2nd Eurobond issue in volume of EUR 200 m, which took place in October

- Financial debt / equity
- Financial debt / EBITDA

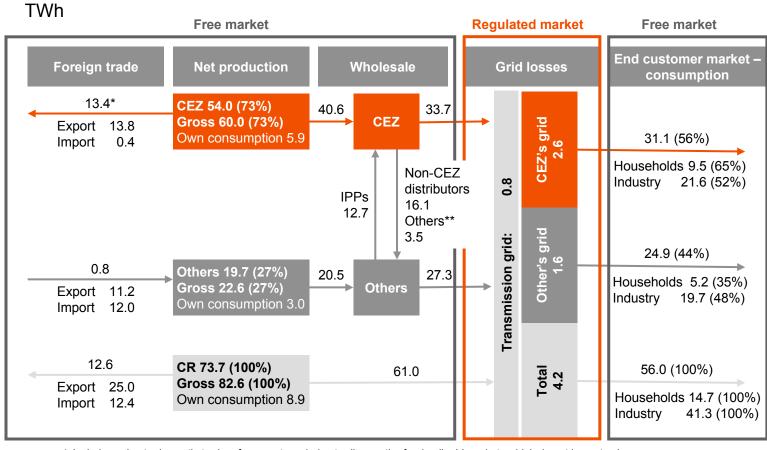
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### CEZ IS A KEY PLAYER IN ALL SEGMENTS OF THE LIBERALIZED CZECH ELECTRICITY MARKET

#### Czech electricity market in 2005

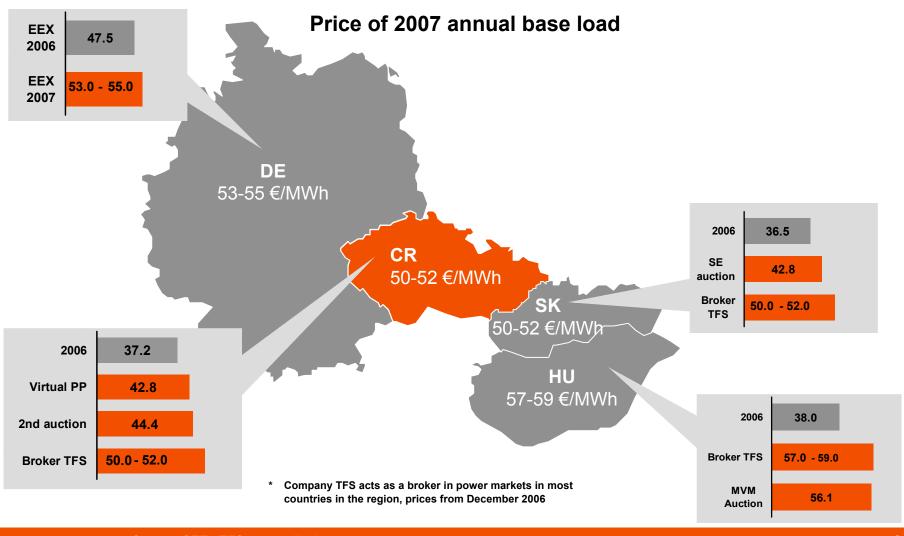


<sup>\*</sup> Includes sales to domestic traders for export, excludes trading on the foreign liquid markets which do not impact volume

<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

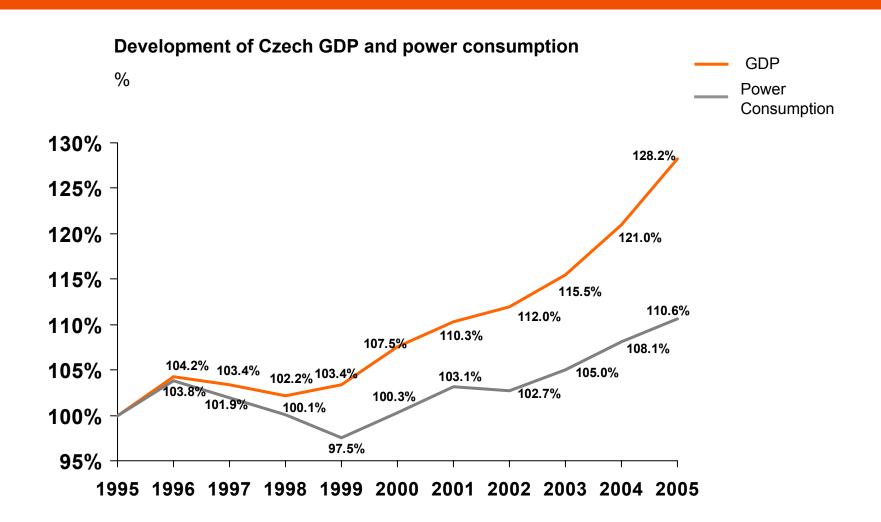


## REGIONAL POWER PRICES CONTINUE GROWING AND KEEP ON CONVERGING





### 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

**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) -

0.35

30.00%

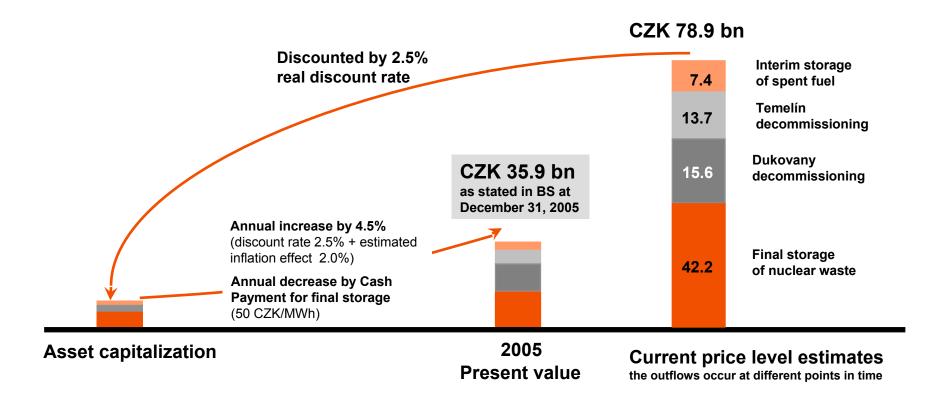
To increase by almost 90% (from 2004 level)

RAB (Regulatory Asset Base)

Annually adjusted for changes



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

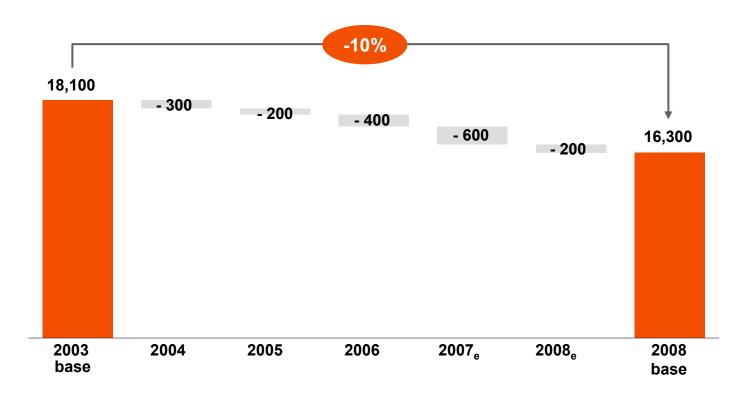


Source: CEZ, as of 2005



### NUMBER OF EMPLOYEES WILL DECLINE BY 10 % BY 2008 WITHIN VISION 2008 PROJECT

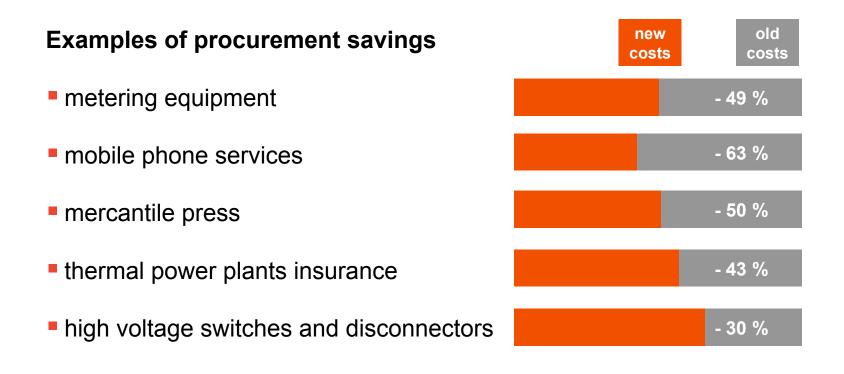
### Number of employees in distribution and support services of CEZ Thousands



Source: CEZ



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



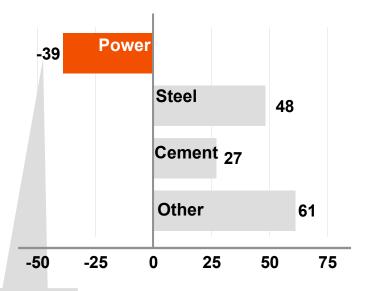
Source: CEZ 90



### 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<sub>2</sub>



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

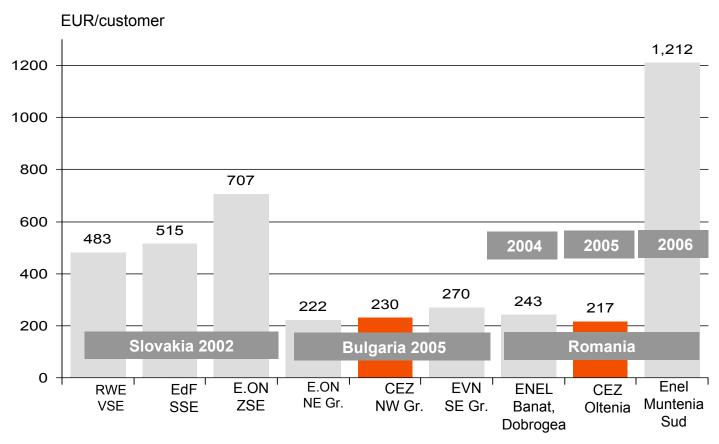
### EU second phase allocation – guidelines

- 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





# BALANCE SHEET OF ROMANIAN OLTENIA HAS BEEN CLEARED UP AND THE COMPANY IS ON A GOOD TRACK TO SIGNIFICANTLY IMPROVE IN 2006

#### **Selected financials (restated)**

EUR m

	2004	2005
Sales	352.6	350.7
EBITDA	64.0	45.3
<b>EBITDA Margin</b>	18.2%	12.9%
Depreciation	86.6	27.5
EBIT	-22.6	17.8
Net income	-35.7	18.88
Net debt	10.0	121.731

#### **Key impacts 2005**

- Transaction settled on September 30, 2005; consolidated in Q4 only
- Restructuring process initiated with key positions staffed
- Agreement with regulator on maximum allowed RAB as of the date of completion
- One-off provisions

Source: CEZ 93



### ELCHO IS A BRAND NEW POWER PLANT COMISSIONED 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	3
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

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

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

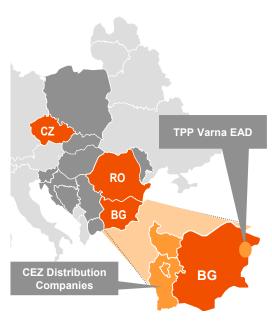
<sup>\*</sup> Polish accounting standards, converted at 3.85 PLN/EUR

<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



### SELECTED HISTORICAL FINANCIALS OF CEZ GROUP CZK

Profit and loss	CZK bn	2003	2004	2005
Revenues		<u>87.3</u>	<u>102.7</u>	<u>125.1</u>
Sales of electricity Heat sales and other revenues		79.0 8.3	92.2 10.5	115.9 9.1
Operating Expenses		<u>53.7</u>	<u>63.0</u>	<u>74.9</u>
Purchased power and related services Fuel Salaries and wages Other		21.1 9.2 9.7 13.7	26.5 9.3 11.4 15.9	37.5 9.0 13.4 15.0
EBITDA EBITDA margin		33.6 38%	39.6 39%	50.2 40%
Depreciaiton		18.5	19.8	20.7
EBIT margin		15.0 17%	<u>19.8</u> 19%	29.4 24%
Net Income		<u>9.6</u>	<u>13.2</u>	<u>21.5</u>
Balance sheet				

Non current assets	271.9	271.7	280.4
Current assets	24.7	27.5	43.8
- out of that cash and cash equivalents	5.0	8.9	16.8
Total Assets	<u>296.6</u>	<u>299.3</u>	<u>324.2</u>
Shareholders equity (excl. minority. int.)	171.1	178.4	191.3

CZK bn

2003

 Shareholders equity (excl. minority. int.)
 171.1
 178.4
 191.3

 Interest bearing debt
 38.8
 41.8
 38.7

 Other liabilities
 86.7
 79.0
 94.2

 Total liabilities
 296.6
 299.3
 324.2

**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 97

2004

2005



## SELECTED HISTORICAL FINANCIALS OF CEZ GROUP EUR

Profit and loss				
	EUR m	2003	2004	2005
Revenues		<u>3,009</u>	<u>3,540</u>	4,312
Sales of electricity		2,723	3,178	3,998
Heat sales and other revenues		286	362	315
Operating Expenses		<u>1,852</u>	<u>2,174</u>	2,583
Purchased power and related services		728	914	1,292
Fuel		316	321	311
Salaries and wages		334	392	463
Other		474	546	518
<b>EBITDA</b>		<u>1,157</u>	<u>1,366</u>	<u>1,729</u>
EBITDA margin		38%	39%	40%
Depreciaiton		638	684	715
<u>EBIT</u>		<u>519</u>	<u>682</u>	<u>1,014</u>
EBIT margin		17%	19%	24%
Net Income		<u>331</u>	<u>456</u>	<u>740</u>
Balance sheet				
	EUR m	2003	2004	2005
Non current assets		9,374	9,368	9,668
Current assets		853	949	1,510
<ul> <li>out of that cash and cash equivalents</li> </ul>		173	308	579
Total Assets		10,227	<u>10,317</u>	<u>11,178</u>
		0	0	0
Shareholders equity (excl. minority. int.)		5,898	6,152	6,596
Interest bearing debt		1,339	1,442	1,336
Other liabilities		2,990	2,723	3,247
Total liabilities		10,227	<u>10,317</u>	<u>11,178</u>

**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.

Exchange rate used: 29 CZK/EUR



#### **INVESTOR RELATIONS CONTACTS**

CEZ, a. s.

Duhova 2/1444 14 053 Praha 4 Czech Republic

www.cez.cz

#### Jan Brozik

Head of Investor Relations

Phone:+420 211 042 305 Fax: +420 211 042 003 email: brozik@cez.cz

#### Petra Smolikova

Investor Relations, Shares

Phone:+420 211 042 514 Fax: +420 211 042 003

email: petra.smolikova@cez.cz

#### Jan Hajek

Investor Relations, Fixed Income

Phone:+420 211 042 687 Fax: +420 211 042 040 email: jan.hajek@cez.cz

#### **Bronislav Cerny**

Investor Relations,
Shares and dividends administration

Phone:+420 211 042 609 Fax: +420 211 042 040

email: bronislav.cerny@cez.cz