

# THE LEADER IN POWER MARKETS OF CENTRAL AND SOUTHEASTERN EUROPE

**Equity story, September 2006** 

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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
Management fully focused on financial performance	<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>

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### 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

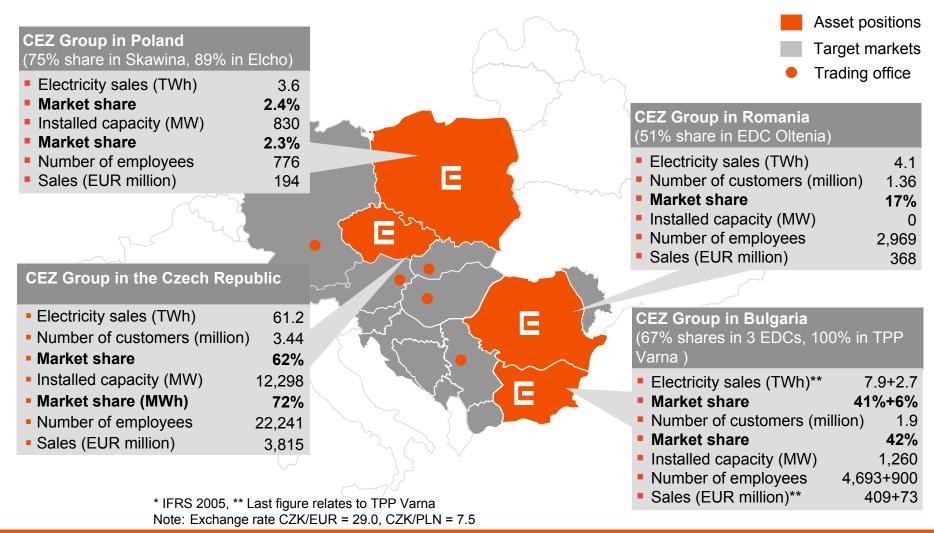
#### Long term

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

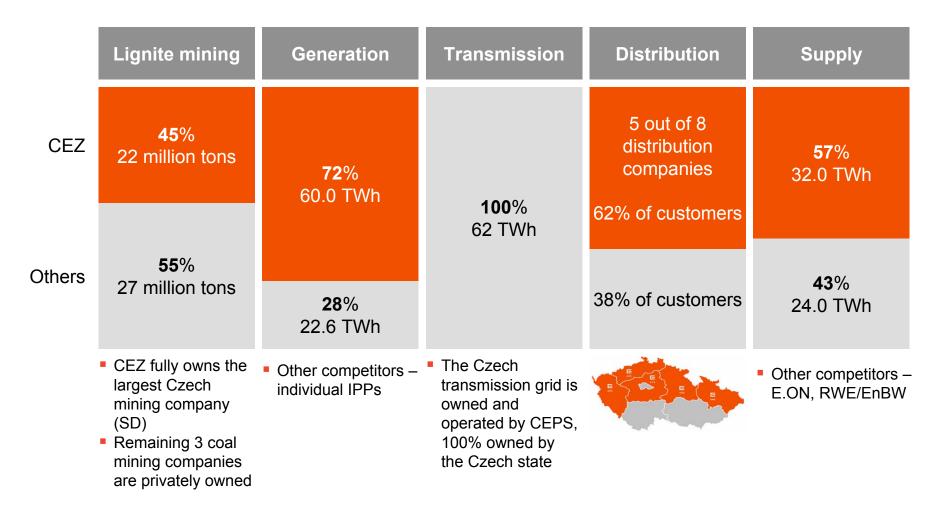


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### CEZ IS A STRONG AND VERTICALLY INTEGRATED PLAYER ON THE CZECH ELECTRICITY MARKET



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



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

#### Management team of CEZ Group

#### HR



Zdeněk Pasák

Human Resource Internal Communi Resources

- Communication
- Managing Partner Madsen & Taylor Consulting
- Senior Consultant and International Partner Group Helmut Neumann Int.

**2006** 

**Trade** 



Alan Svoboda

- Trading
- Sales and marketing
- Customer services
- Business dev.
- Partner in McKinsey & Company responsible for energy sector
- CFO in regional power distributor

**Finance** 



Petr Vobořil

- Treasury
- Accounting
- Planning/ controlling

management

including CEO

ICT

Top

**CEO** 



**Martin Roman** 

CEO of Škoda

holding in Plzeň

Janka Lennox

M&A

positions in CEZ, CEO of US-owned

Generation



Jiří Borovec

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

Distribution



Tomáš Pleskač

- Distribution
- Foreign equity participations

Top management

**CEZ Group** 

positions within the

Integration

**Operations** 



**Daniel Beneš** 

- Domestic Equity participations
- Procurement
- Coal mining
- Head of Sales Bohemiacoal
- Plant director Tchas
- Director Hedviga Group

**2004** 

**1980** 

**2004** 

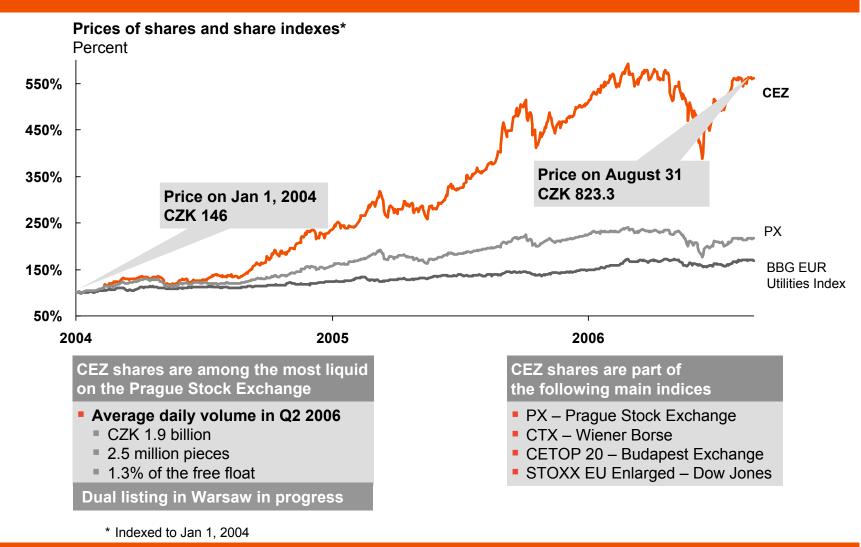
**2005** 

1993

**2004** 

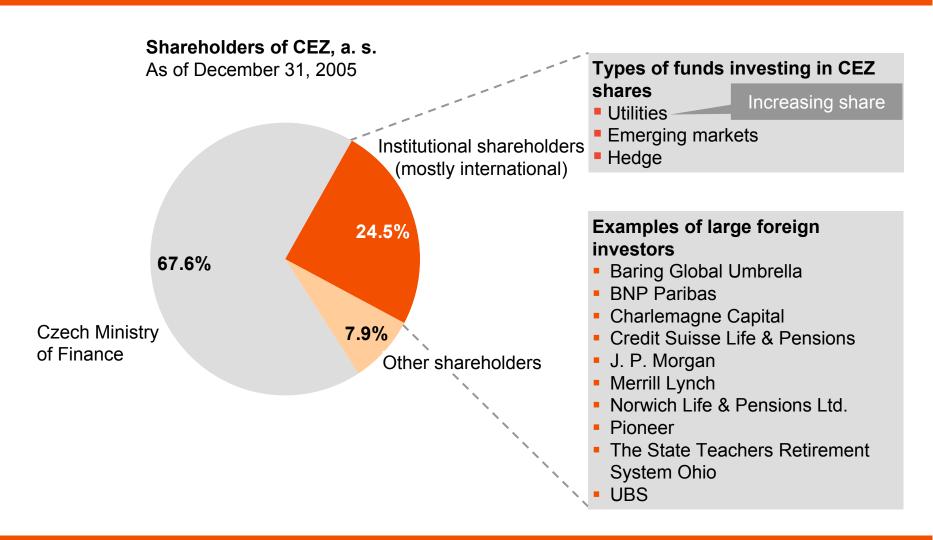


### CEZ STOCK HAS SIGNIFICANTLY OUT-PERFORMED THE CZECH MARKET AS WELL AS EUROPEAN UTILITIES





### CEZ GROUP ATTRACTED MANY INTERNATIONAL SHAREHOLDERS

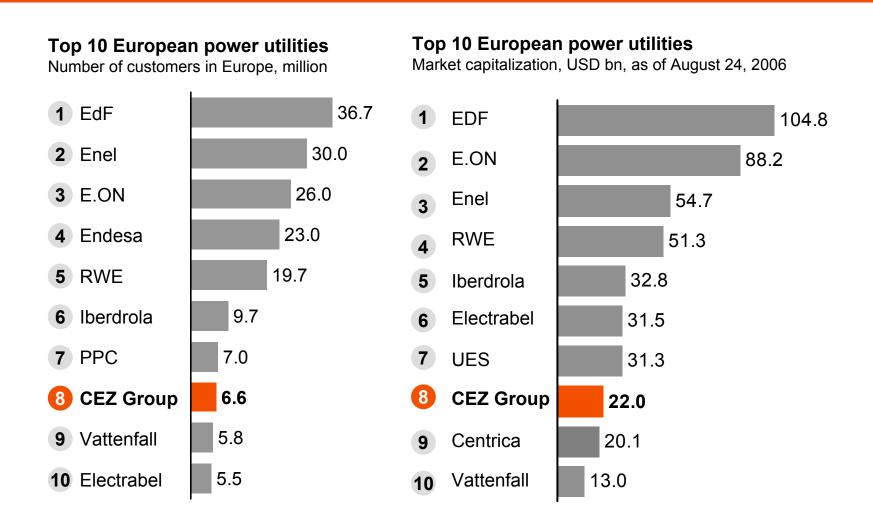


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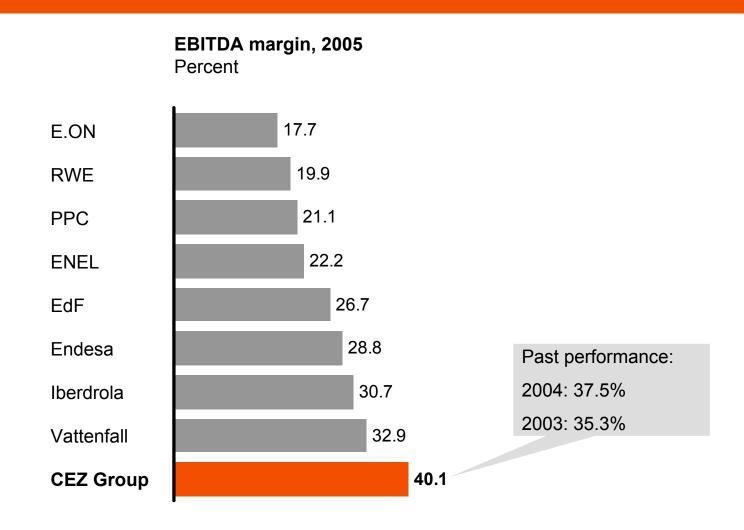


### CEZ IS AMONG TOP 10 EUROPEAN POWER UTILITIES BY SIZE ....





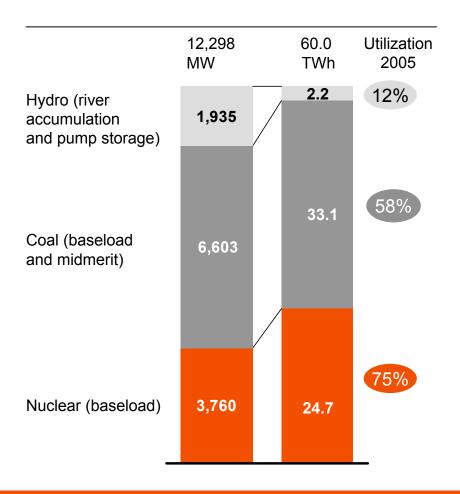
### ... AND IS THE MOST PROFITABLE UTILITY IN EUROPE MEASURED BY EBITDA MARGIN



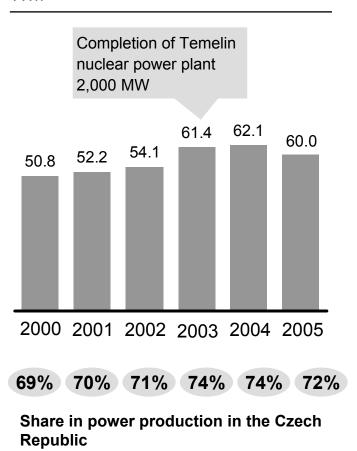


### THE MAIN COMPETITIVE ADVANTAGE OF CEZ GROUP IS DOMESTIC LOW COST GENERATION FLEET

#### **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

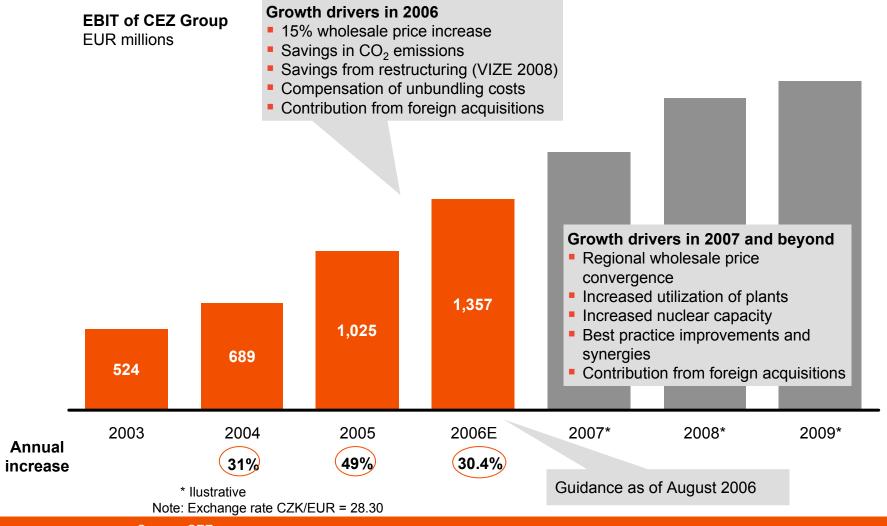
- Long term framework agreement for lignite deliveries till 2050 for >90% of consumption
- Lignite Prices change only as fraction of electricity price and inflation changes
- Large share of supplies from own mines (~ 60% of lignite)
- Increased efficiency after plant portfolio renewal and maintenance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



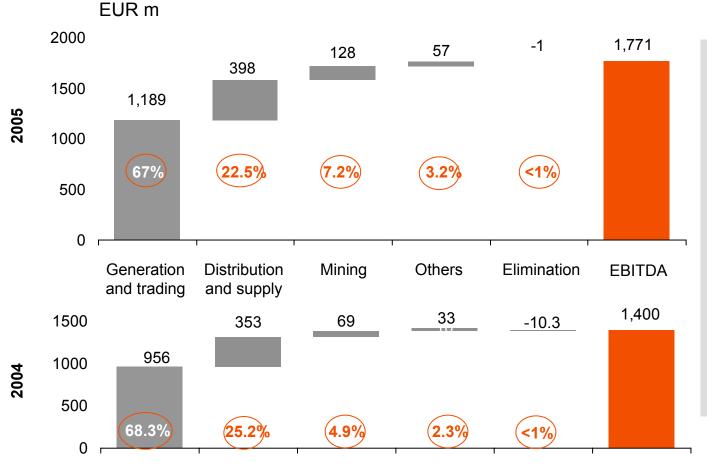
### CEZ GROUP MAINTAINS VERY HIGH DYNAMICS IN PROFIT GROWTH





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

#### EBITDA contribution in 2004 and 2005

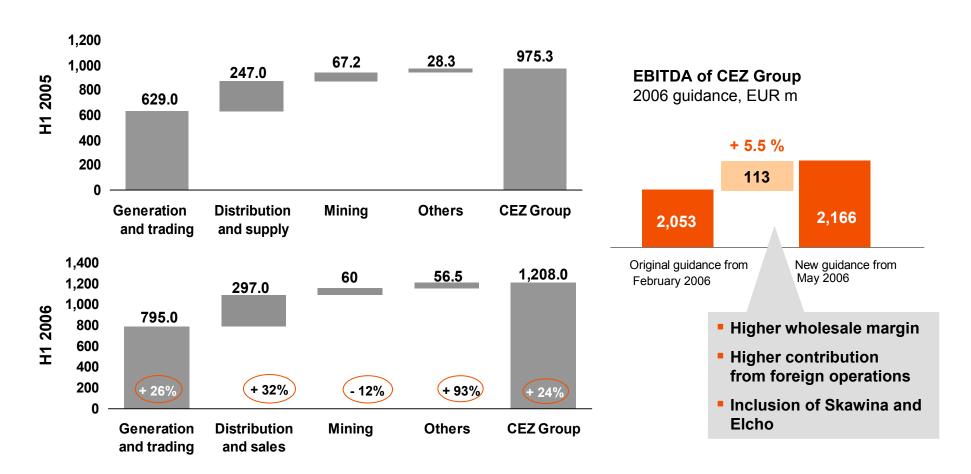


- Generation and trading contribute more than 2/3 to overall group EBIT
- Distribution and supply contribution impacted by one-off items in Czech business in 2004 and 2005
- Foreign distribution companies contributed ~ 4% to total group EBIT in 2005
- Mining contribution in 2004 impacted by one off items



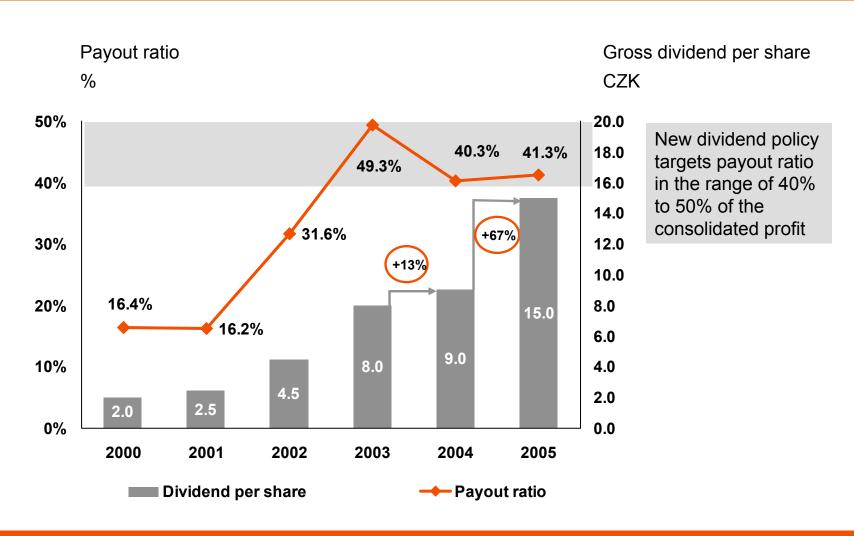
# EXPECTED PROFITABILITY GROWTHS IS CONFIRMED BY THE LATEST SET OF QUARTERLY DATA RESULTING IN IMPROVED GUIDANCE FOR 2006

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





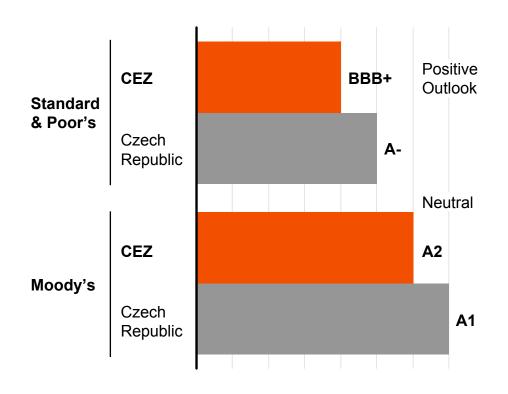
### CEZ HAS SIGNIFICANTLY INCREASED IT'S DIVIDENDS IN THE LAST YEARS





#### CEZ MAINTAINS VERY STRONG CREDIT RATING

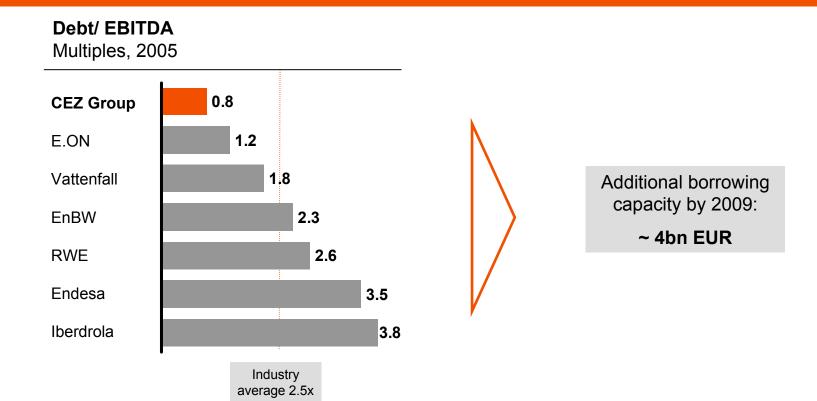
#### **Credit rating of CEZ and Czech Republic**



- 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



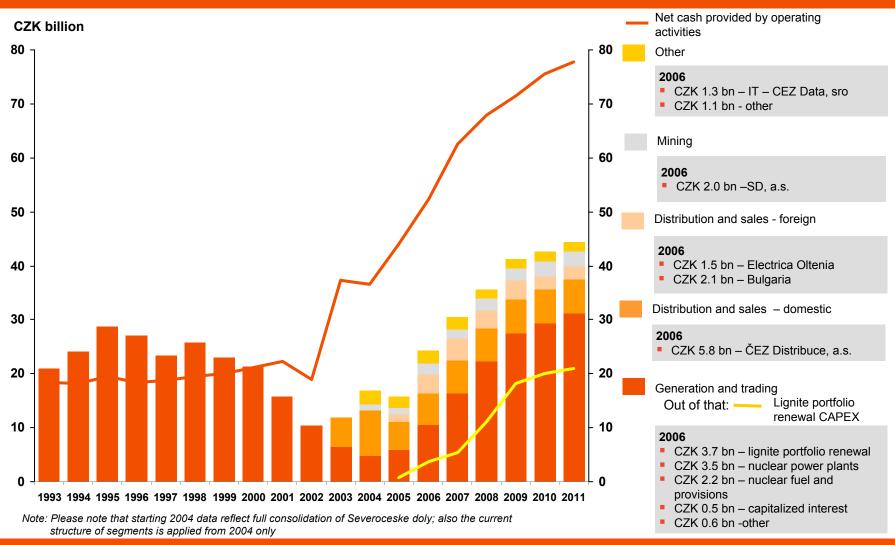
### CEZ GROUP IS THE LEAST INDEBTED UTILITY IN EUROPE WITH STRONG ADDITIONAL BORROWING CAPACITY



- 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

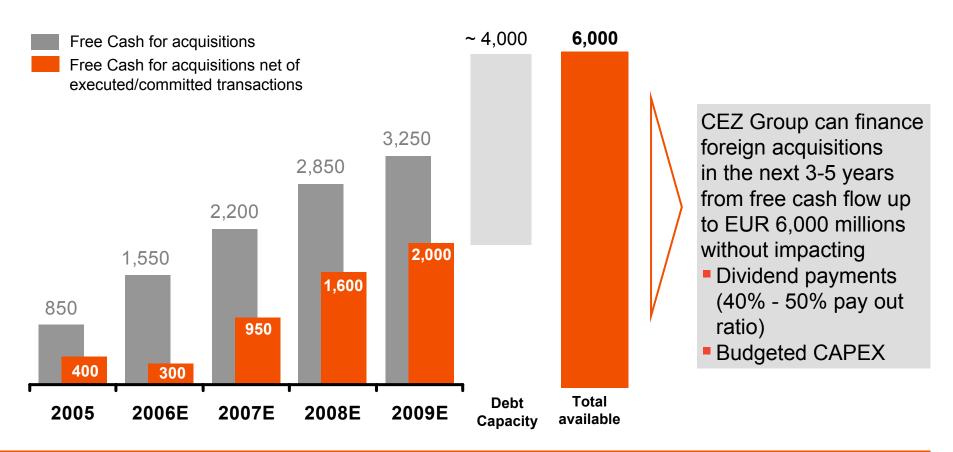




#### CEZ GROUP HAS VERY STRONG FREE CASH-FLOW THAT COMBINED WITH ADDITIONAL BORROWING CAPACITY CAN BE USED TO FINANCE INTERNATIONAL GROWTH UP TO EUR 6.0 BILLIONS

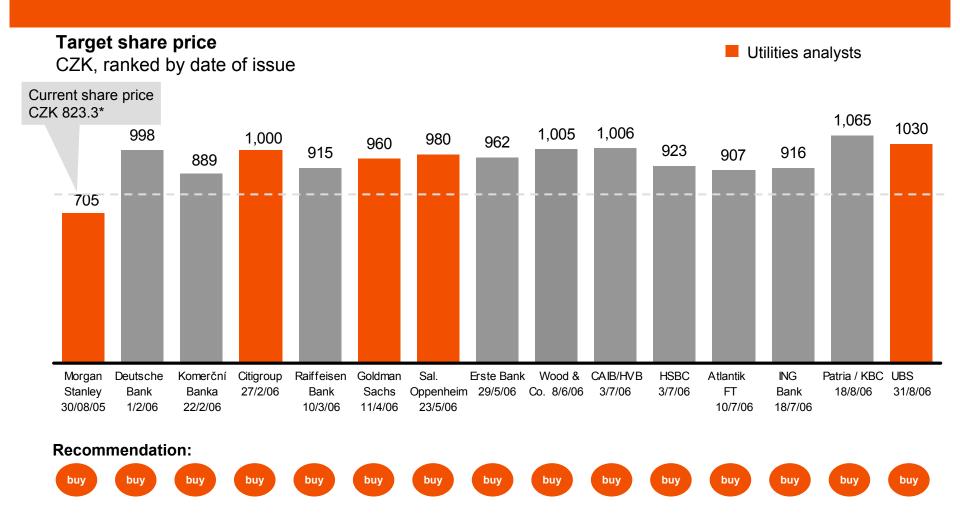
#### Free cash flow of CEZ Group (cumulative)

**EUR** million





### ANALYSTS MAINTAIN POSITIVE VIEW ON CEZ GROUP PERFORMANCE



\* August 31, 2006

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

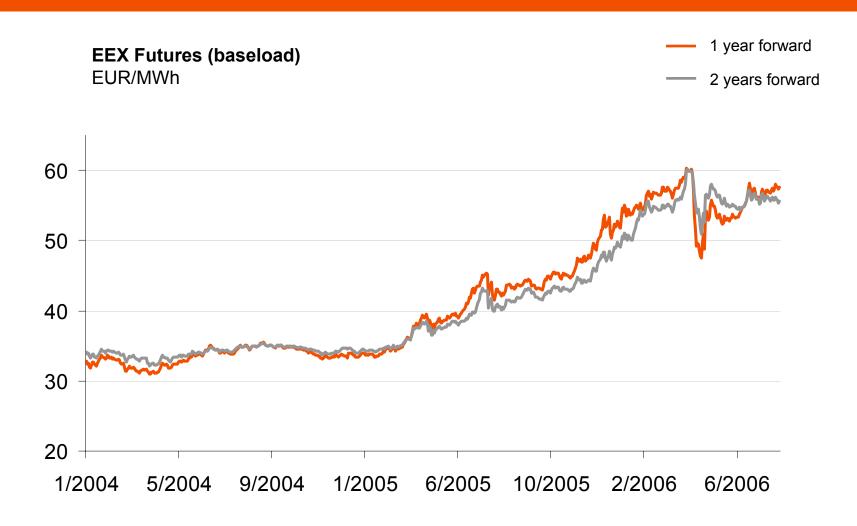
Source: Analyst reports 26

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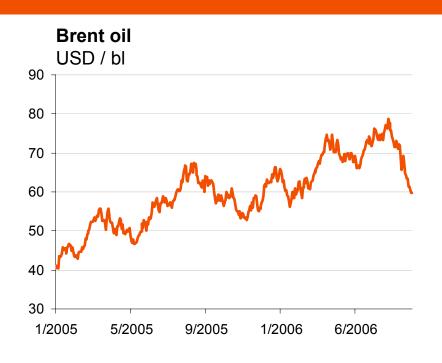
### GERMAN POWER PRICES AS BENCHMARK FOR THE REGION CONTINUE INCREASING



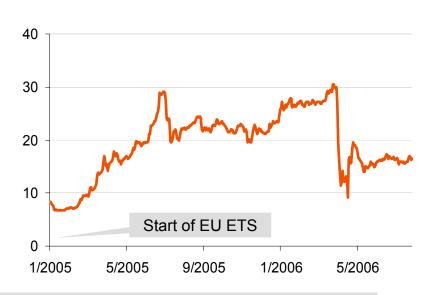
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# GERMAN PRICES ARE DRIVEN BY GROWING OIL PRICES, CO<sub>2</sub> ALLOWANCES AND SUPPLY DEMAND SQUEEZE







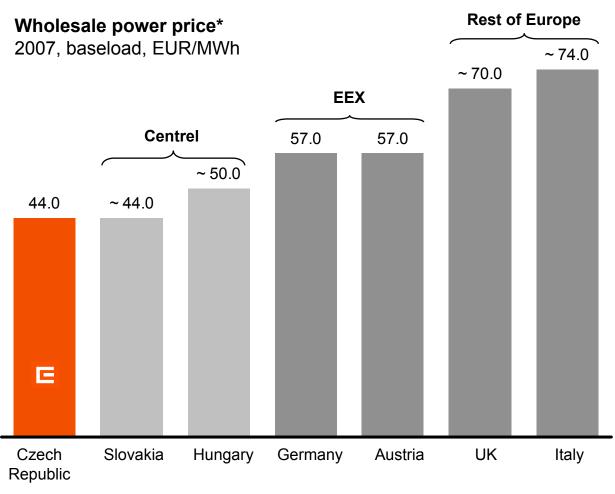
#### **Additional factor**

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



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



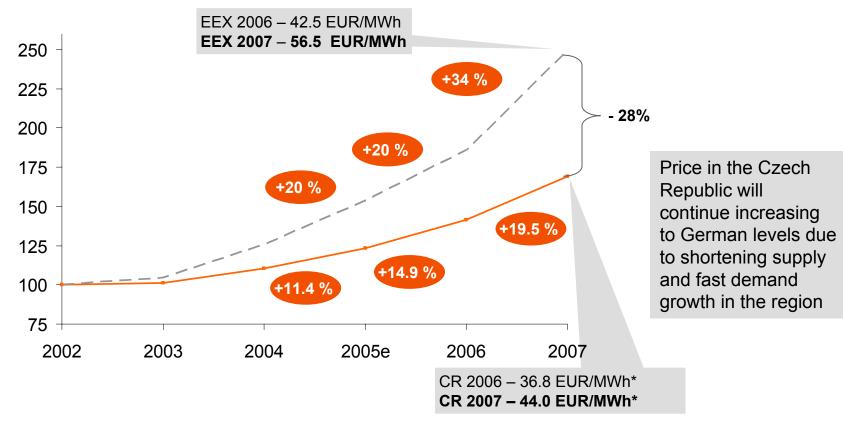
<sup>\*</sup> Comparing 2006 forward price as of 2005, assuming CZK/EUR 28.30, GBP/EUR 1.48



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

#### Wholesale power price (baseload)



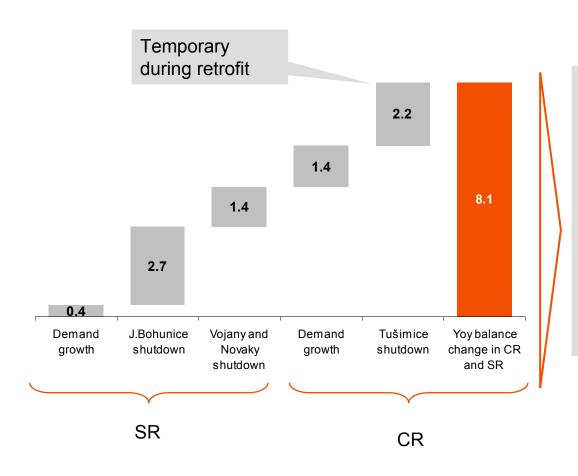


<sup>\*</sup> Exchange rate CZK / EUR 28.00



#### FAST DEMAND GROWTH ALONG WITH SIGNIFICANT POWER CAPACITY DECOMISSIONING AT THE END OF THIS YEAR WILL RESULT IN 8 TWH DEFICIT

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



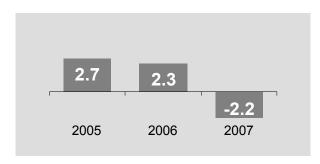
- Elimination of deficit of >8 TWh (approx. 11% CR demand) possible only via
  - imports or
  - initiation of expensive units (till now reserved)
- Both will have a strong impact on regional wholesale price development



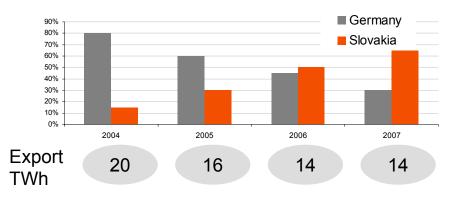
### CEZ WILL MOVE MOST OF ITS EXPORTS TO SLOVAKIA AND HUNGARY



#### Slovak import / export power balance

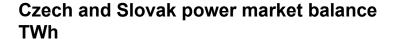


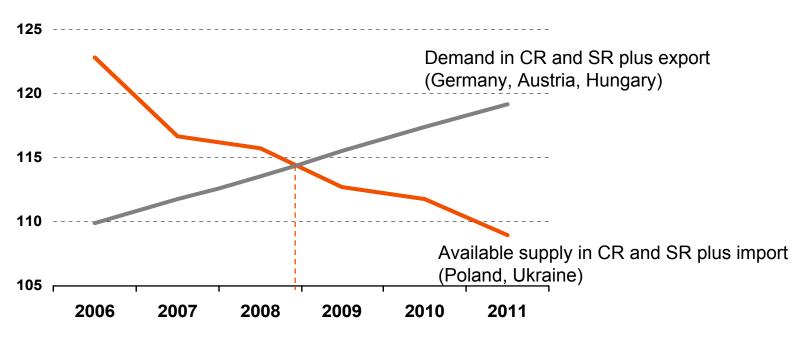
#### CEZ's power export structure in %





# THE REGIONAL CAPACITY SURPLUS WILL DISAPPEAR IN 2008 – 2009 AND MARKETS OF WESTERN AND CENTRAL EUROPE WILL CONVERGE TO ONE PRICE





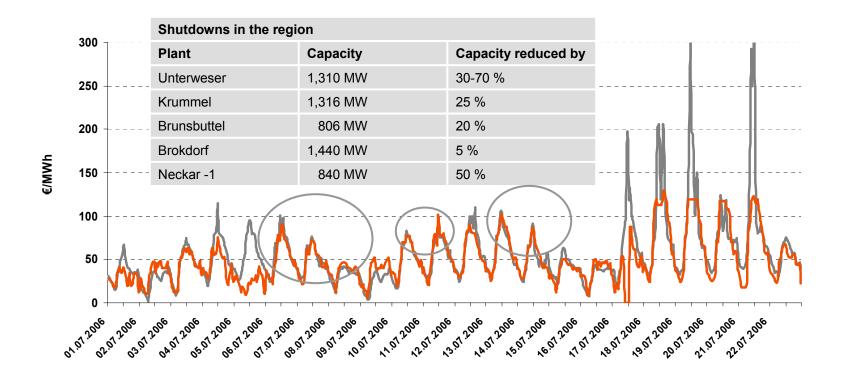
- Starting 2008/9 Czech export capacities will not be fully utilized due to lack of available electricity
- Prices will converge to one level determined by EEX

<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

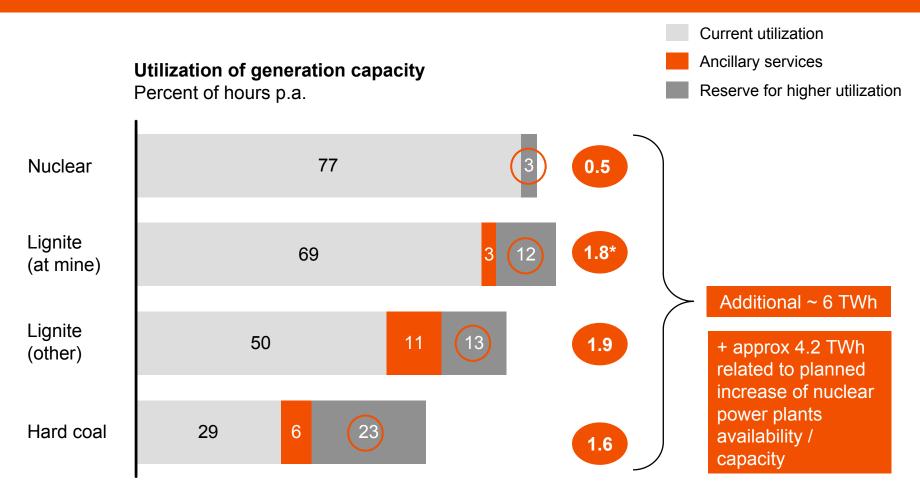




<sup>\*</sup> OKO = Czech Spot Market, organized by OTE



## 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

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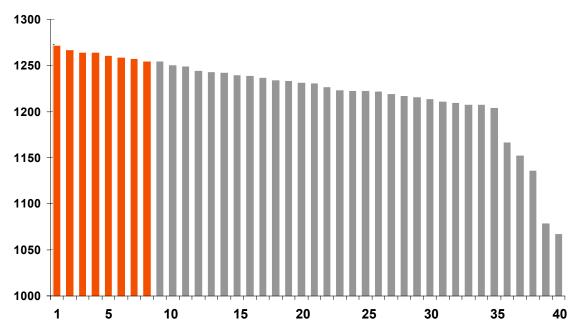


# IN THE VIRTUAL POWER PLANT AUCTION DEMAND HAS DRIVEN 2007 BASE LOAD PRICE 17.1% ABOVE 2006 LEVEL

### 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)



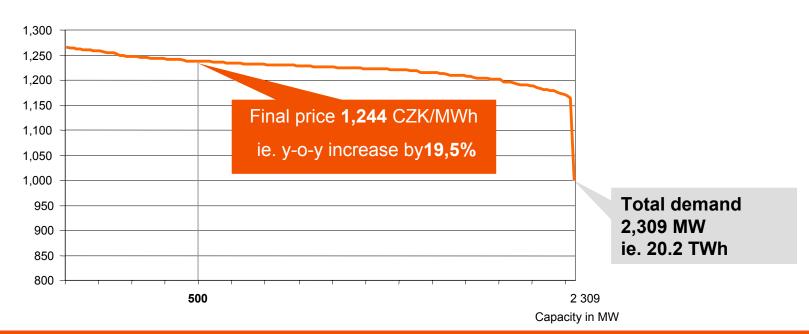
# SECOND WHOLESALE AUCTION ATRACTED EVEN MORE INTEREST LEADING TO 2007 BASE LOAD PRICE INCREASE BY 19.5% WHILE PEAK PRODUCTS WERE KEPT AT 10.8% INCREASE OVER 2006 PRICES

#### 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

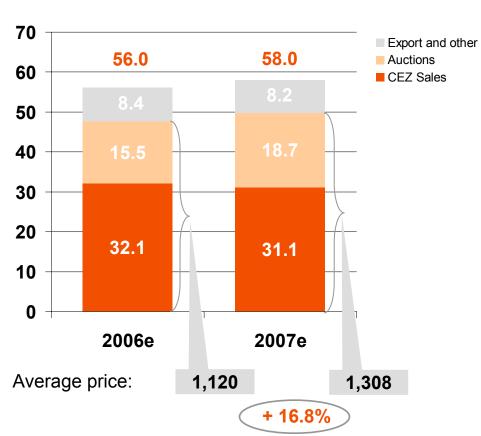




## CEZ WILL SEE RECORD HIGH POWER GENERATION VOLUME IN 2007

#### **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.
Integration and operational excellence

(2004-08)

Plant portfolio development

2.

(2007-20)

3.

M&A expansion

(2004-10)

4. Performance-oriented culture

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





- Wholesale trading
- 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
- ...

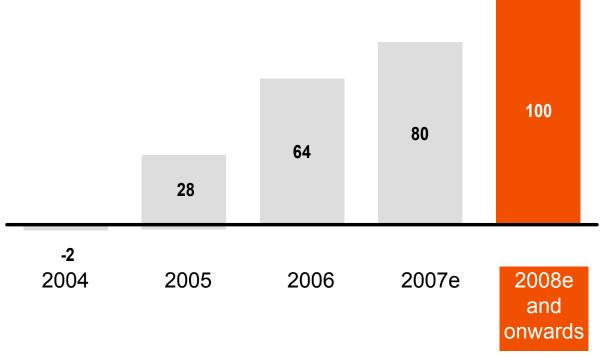


### ...AND WILL ACHIEVE EUR 100 MILLIONS IN ANNUAL SAVINGS UPON IMPLEMENTATION OF VISION 2008



### **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**

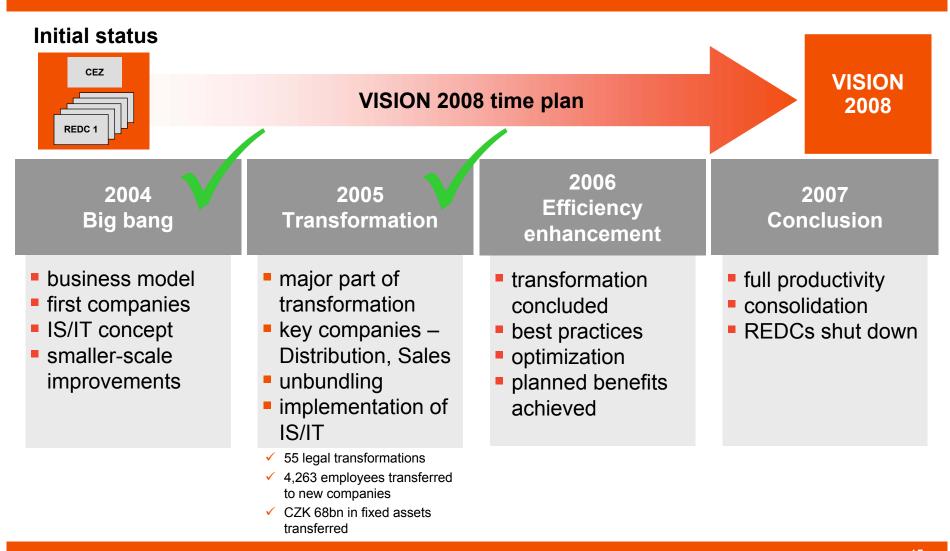
- Processes unification
- Best practice
- Headcount reduction
- Centralized procurement

Note: CZK/EUR 28.50

Source: CEZ



### 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



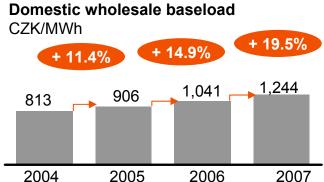
## CEZ GROUP CONTINUES INCREASING SALES MARGIN WHILE PROTECTING MARKET SHARE

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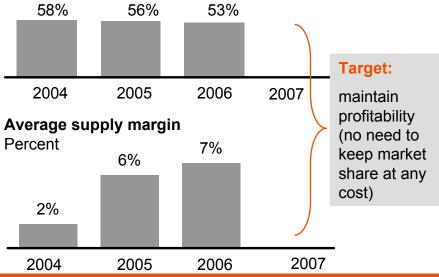
#### **Distribution regions of CEZ Group**



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



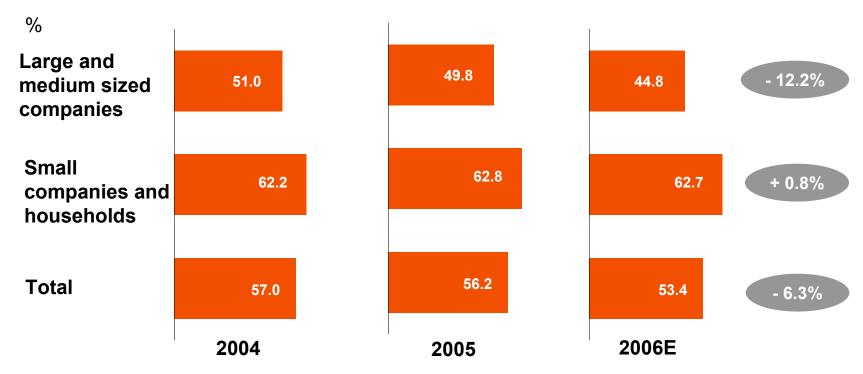
### Market share in power supply Percent of MWh





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

### Development of domestic end customer market share



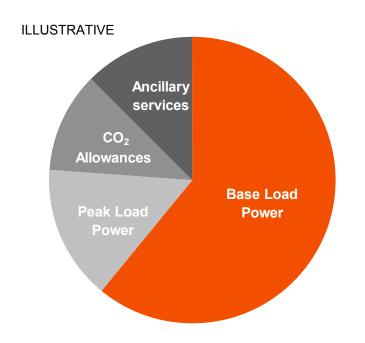
Loss of market share did not have a negative impact on margins as these are very low in the most competitive market segment



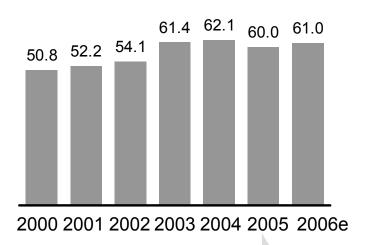
# CEZ SALES STRATEGY IS FOCUSED ON MAXIMIZING WHOLESALE MARGIN GIVEN THE AVAILABLE SALES OPTIONS



### Split of wholesale margin by sales options



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



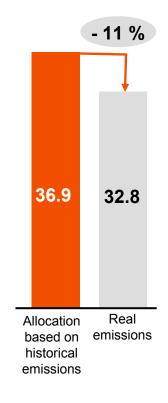
Reduced production due to CO2 arbitrage



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

### CO2 Emissions

Mil. Tons, 2005



### **Trading**

Plant maintenance

Measuring Management

### 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

Additional costs of the emission savings compensated from sales of saved CO2 allowances

# AGENDA

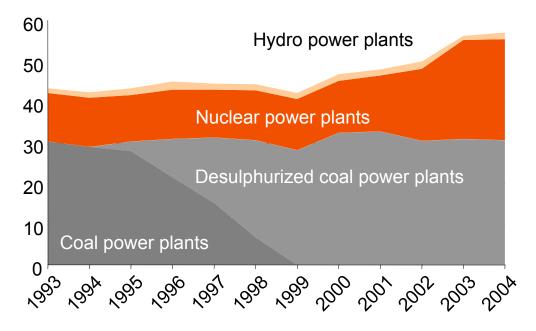
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## CEZ OPERATES THE ONLY CLEAN GENERATION FLEET IN CEE

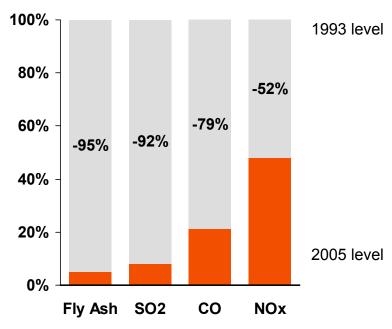


### **Generation structure of CEZ Group** TWh



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

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



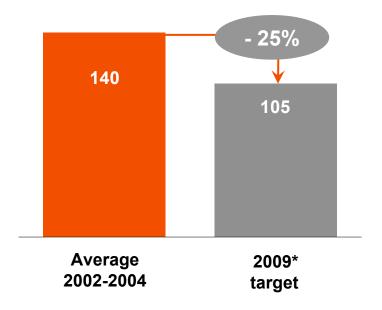


### CEZ WILL REDUCE GENERATION REPAIRS AND MAINTENANCE COSTS BY 25% BY 2009



### 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

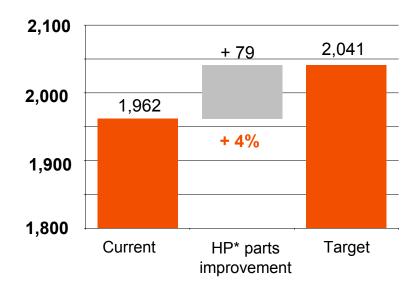
<sup>\*</sup> Assuming "normalized" R&M workload, prices not adjusted for inflation



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



### Temelin capacity increase MW

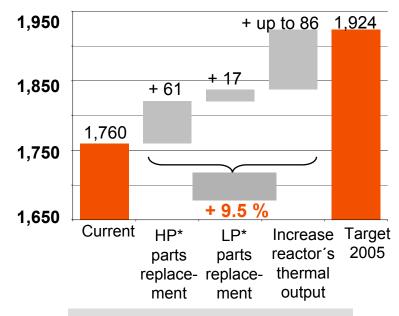


#### Additional production of 0.6 TWh

Status:

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

### **Dukovany capacity increase** MW



#### Additional production of 1.3 TWh

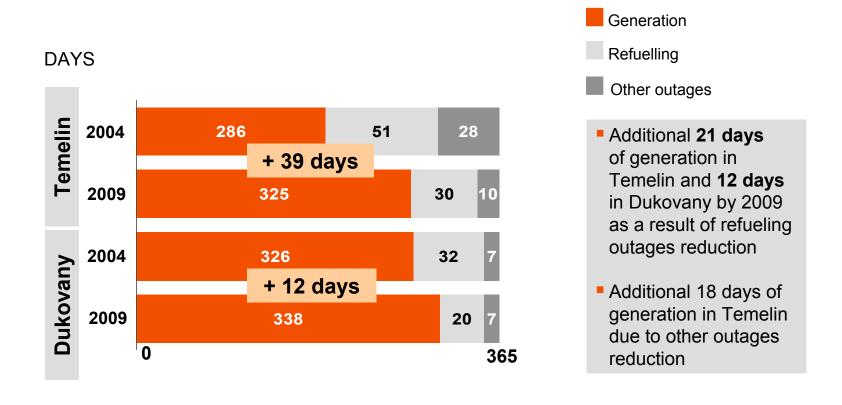
- First project already implemented and running
- Test in implementation, most tasks contracted

Source: CEZ 54



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





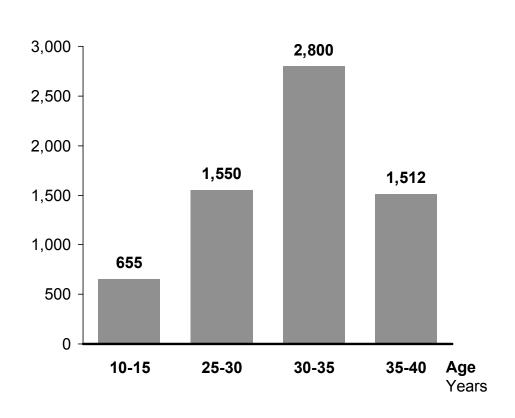
Additional production of ~ **2.3 TWh** (assuming current capacity)



### 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



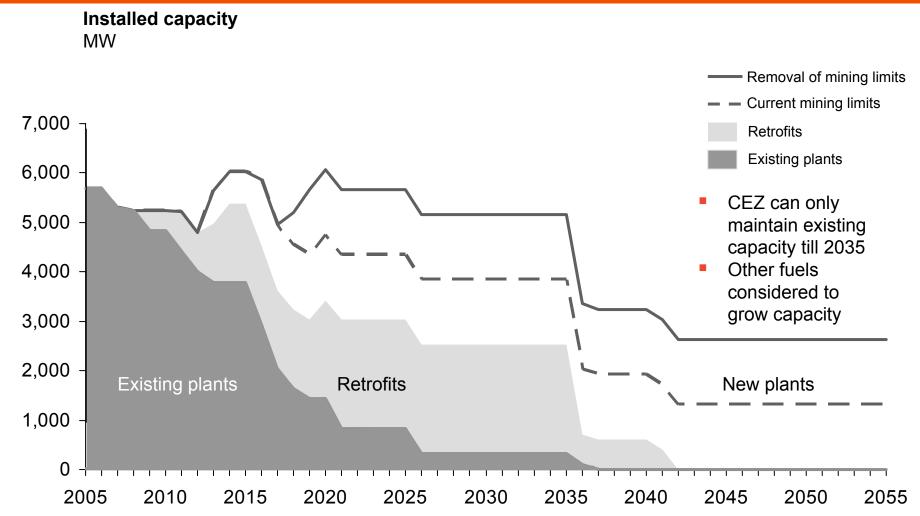
	Coal	Nuclear	Gas	Renewables
Environ- mental impact	<ul><li>Acceptable emissions if modern technology adopted</li></ul>		Low emissions	<ul><li>Limited/no emissions</li><li>No resources depletion</li></ul>
Competitive advantages	Low cost of domestic lignite	<ul><li>Politically acceptable in Czech Republic</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>

Source: CEZ

## E

# EXPECTED DEVELOPMENT OF ČEZ'S BROWN COAL INSTALLED CAPACITIES



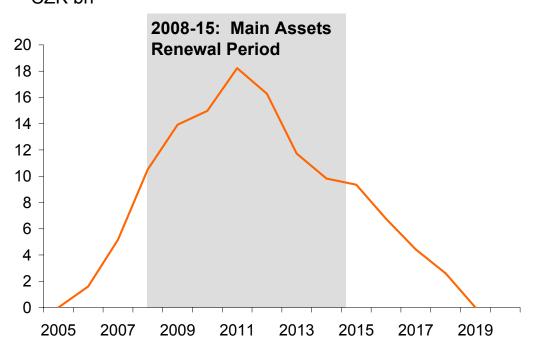




### CAPEX FOR LIGNITE PLANTS RENEWAL WILL REACH CZK 125BN\* AND BRING 14-25% EFFICIENCY UPLIFT



### 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

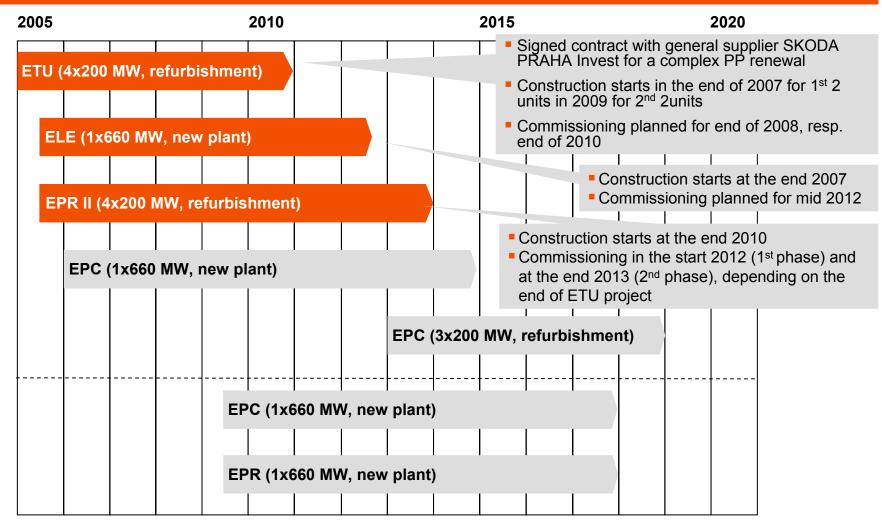
#### **New units**

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



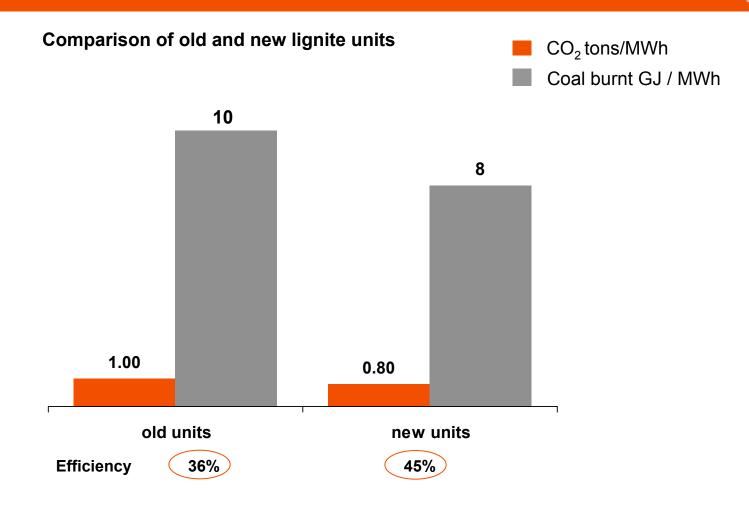
### CEZ ALREADY LAUNCHED FIRST GENERATION RENEWAL PROJECTS







# 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

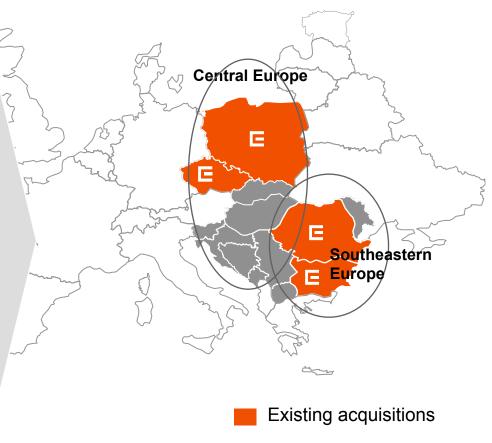
- Bulgaria (distribution) 1.9 million cust.
- Romania (distribution) 1.4 million cust.
- Poland (generation) 810 MW

#### **On-going acquisitions**

- Bulgaria (generation) 1,260 MW pending approval of antitrust authorities
- Ukraine (distribution) 2.6 million cust

### Other opportunities

- Romania (generation) 4,240 MW
- Romania (distribution) 3.3 million cust
- Rep. Srpska, Bosnia (brown field generation)
   660 MW (Gacko only) pending feasibility studies
- Kosovo (green field generation) monitoring
- Serbia (brown field generation) monitoring
- Russia (green field generation) monitoring



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

Source: CEZ



## 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
- → 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

- contract for TPP Varna signedpending settlement
- monitoring Sofia, Varna and Plovdiv heating plants



### 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)

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

#### **Bosnia and Hercegovina**

- → monitoring development projects with EPBiH and EPHZHB
- 4 hydro power plants (210 MW)
- 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
- monitoring the market and analyzing opportunities

#### Ukraine

- → actively pursuing acquisition of Ukrainian distribution companies (2.6 million customers)
- 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 EXPECTED TO CONTINUE



### 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

	H1 2005	H1 2006
Sales	211.7	225.4
EBITDA	35.6	47.5
EBIT	18.5	30.0



### 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

#### Main challanges for 2006

- Unbundling
- Removal of subsidized ("social") residential tariff starting October 2006
- Further restructuring and losses reduction
- Achieve budgeted performance
  - EBITDA EUR 71m
  - EBIT EUR 38m

+ 62%

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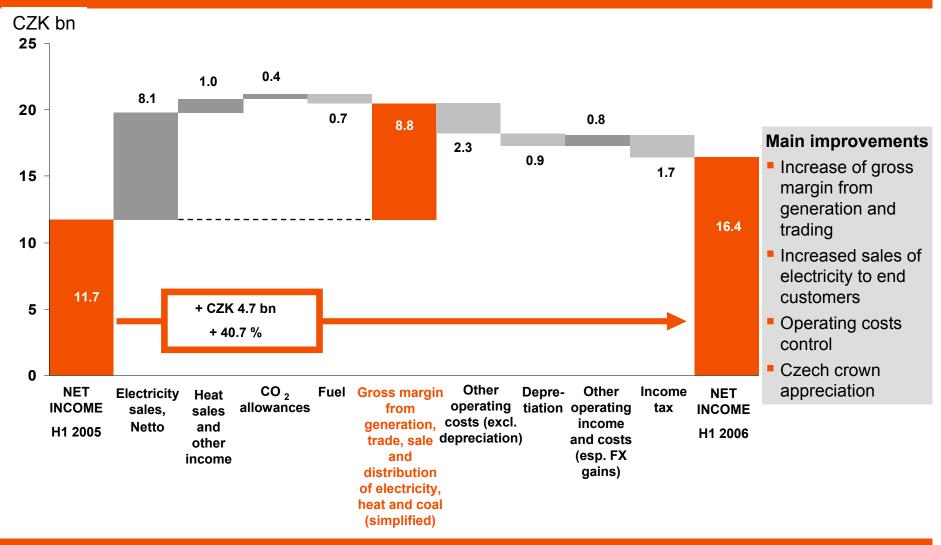


### H1 2006 MAIN FINANCIAL RESULTS AND EXPECTED FINANCIAL PERFORMANCE FOR 2006

- **EBITDA** y-o-y increased by 24 % to CZK 34.2 bn, y-o-y increase by CZK 6.6 bn.
- EBIT y-o-y increased by 32 % to CZK 23.2 bn, which represents y-o-y increase by CZK 5.6 bn.
- Net Income y-o-y increased by almost 41 % to CZK 16.4 bn (increase by CZK 4.7 bn)
- **ROE** y-o-y increased to 8.8 %
- After share price fall in May and June investors again gained their confidence in the value of CEZ Group, share price at PSE on 11.8.2006 was at CZK 802.
- 2006 EBITDA guidance is CZK 61.3 bn (up from CZK 60.1bn announced in May 2006) and EBIT CZK 38.4 bn (up from CZK 37.7bn)

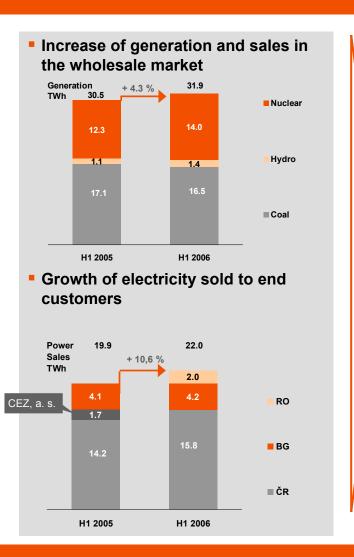


### NET INCOME GREW Y-O-Y BY CZK 4.7 BN – i.e. by 41 %





## GROSS MARGIN FROM GENERATION, TRADE, SALE AND DISTRIBUTION OF ELECTRICITY Y-O-Y INCREASED BY 23 % TO CZK 47.8 BN



CZK m	H1 2005	H1 2006	Change 06-05	Index 06/05 (%)
Operating Revenues	61,715	77,183	15,469	125.1
Sales of electricity	57,216	71,645	14,429	125.2
Heat sales and other revenues	4,499	5,538	1,040	123.1
Variable operating expenses	22,751	29,382	6,632	129.2
Fuel	4,532	5,240	708	115.6
Purchased power and related services	18,218	24,499	6,281	134.5
CO <sub>2</sub> allowances	0	-358	-358	n.a.
Gross margin (simplified)	38,964	47,801	8,837	122.7

#### **Main improvements**

- Increase of generation from nuclear power plants
- Optimization of generation from coal power plants and utilization of CO<sub>2</sub> allowances arbitrage
- Increase of sold electricity to end customers in abroad and maintaining position in CR



## OPERATING EXPENSES, EXCLUDING IMPACT OF NEW COMPANIES, INCREASED ONLY BY CZK 4.7 BN (BY 11 %)

(CZK m)	H1 2005	H1 2006	out of that new comp.	change 06-05	Index 06/05 (%)	H1 2006 w/o new comp.	Change 06-05 comparable cons. entity	Index 06/05 comparable consolidated entity
Gross margin (simplified)	38,964	47,801	2,172	8,837	122.7	45,629	6,665	117.1
Repairs and Maintenance	1,356	1,844	341	488	136.0	1,503	147	110.9
Salaries and Wages	5,683	6,581	407	898	115.8	6,175	491	108.6
Material	1,810	2,180	79	370	120.4	2,101	291	116.1
Other operating expenses	2,518	3,031	350	513	120.4	2,681	163	106.5
EBITDA	27,597	34,165	984	6,568	123.8	33,181	5,584	120.2
Depreciation	10,037	10,959	440	922	109.2	10,519	481	104.8
EBIT	17 560	23 206	544	5,646	132.2	22,662	5,103	129.1

#### **Main improvements**

- Control of repairs and maintenance costs growth pace
- Decrease of number of employees (excluding impact of new companies) by 710



## NET INCOME GREW Y-O-Y BY 41 % TO CZK 16 BN (INCREASE BY CZK 4.7 BN)

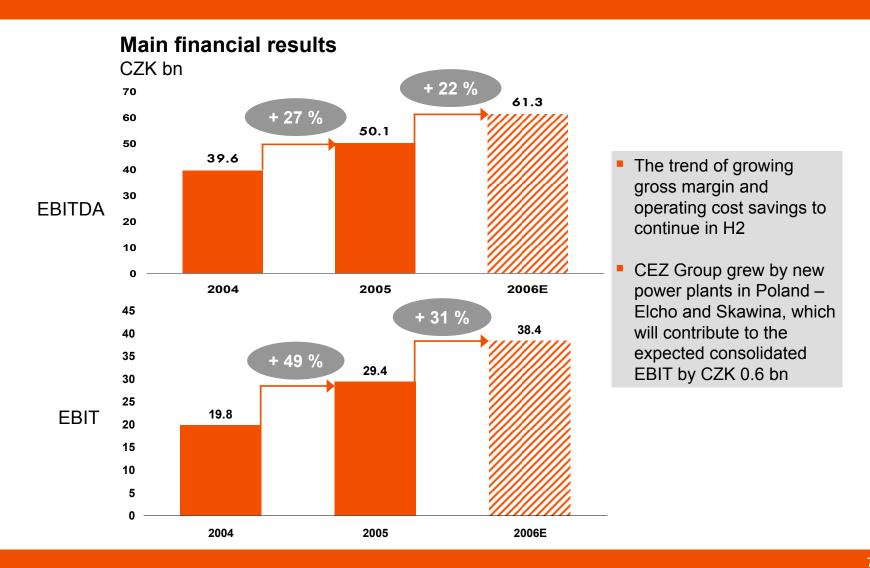
(CZK m)	H1 2005	H1 2006	Change 06-05	Index 06/05 (%)
EBIT EBIT	17,560	23,206	5,646	132.2
Other expenses and income	2,476	1,668	-808	67.4
Out of that:				
FX profit and loss and derivative operation	945	-18	-962	Х
Other financial expense/income,netto	-409	-11	398	2.8
Profit before taxes	15,084	21,538	6,454	142.8
Income tax	3,401	5,105	1,704	150.1
Net Income	11,683	16,433	4,750	140.7

#### **Main improvements**

 Czech crown appreciation especially towards USD, but also towards EUR in comparison with the same period last year (positive impact on FX profit and partially negative impact on expenses for FX derivatives)

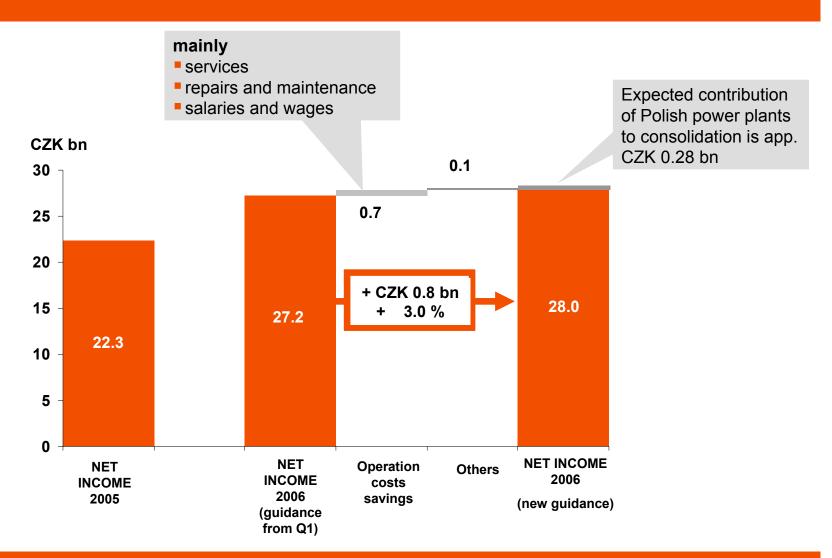


### WE EXPECT EBITDA CZK 61 BN AND EBIT CZK 38 BN FOR FULL 2006





### 2006 NET INCOME GUIDANCE IS CZK 28 BN – BY CZK 0.8 BN MORE COMPARED TO GUIDANCE FROM Q1

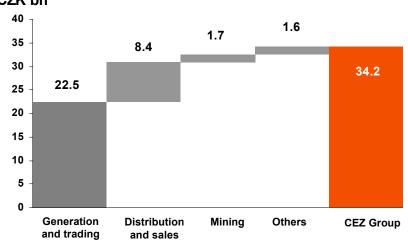




# GENERATION AND TRADING REMAINS A DOMINANT SEGMENT, BUT DISTRIBUTION AND SALES HAVE ALSO ACCOMPLISHED BIG GROWTH

H1 2006	Generation and trading	Index 06/05	Distribution and sales	Index 06/05	Mining	Index 06/05	Others	Index 06/05	Intergroup eliminations	CEZ Group	Index 06/05
Revenues total	47,490	135%	48,623	131%	4,222	108%	5,378	154%	-28 530	77,183	125%
Out of that: external revenues	27,646	117%	46,314	129%	1,706	136%	1,518	148%		77,183	125%
EBITDA	22,495	126%	8,396	120%	1,701	88%	1,572	193%		34,165	124%
EBIT	15,600	141%	5,976	125%	1,234	86%	397	131%		23,206	132%

### EBITDA Contribution in H1 2006 CZK bn



- Generation and trading remains a dominant segment – it represents 66 % of EBITDA
- Newly it also includes Polish power plants Elcho and Skawina, which however are part of the H1 results only with one month and contribute to EBITDA by CZK 112 m
- Distribution and sales accomplish also big growth thanks to Bulgarian and newly also Romanian distribution development



### DISTRIBUTION AND SALES SEGMENT RESULTS

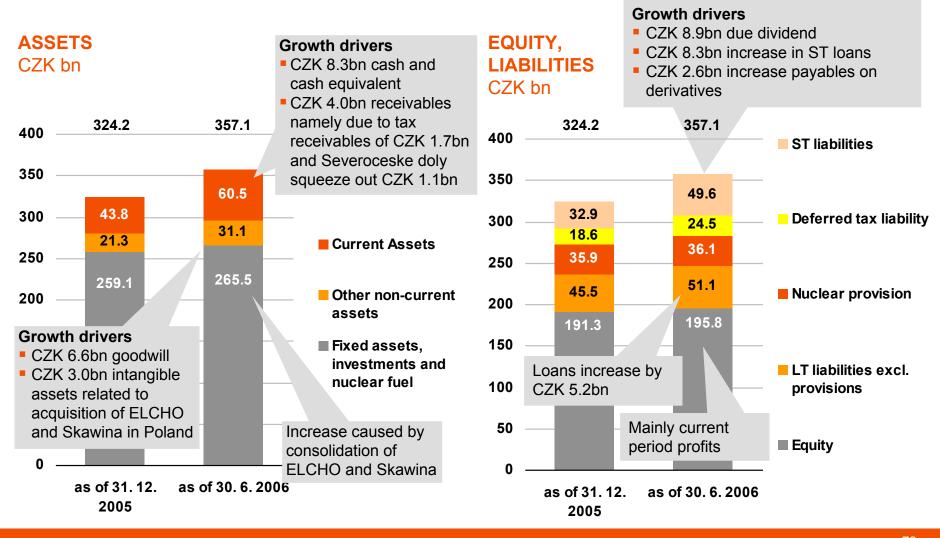
			Czech Rep	ublic	Bulg	aria	Ron	nania
Distribution and	d Sales	H1 2005	H1 2006	out of that: CEZ Distribution	H1 2005	H1 2006	H1 2005	H1 2006
Revenues total	CZK m	31,094	36,957	15,264	5,992	6,378	X	5,288
EBITDA	CZK m	6,002	6,053	4,115	1,007	1,345	Х	999
EBIT	CZK m	4,249	4,537	2,873	524	850	x	589
Electricity sales	GWh	14,735	18,132	X	4,074	4,255	x	1,978
out of that out of Group	GWh	14,162	15,817	X	4,057	4,239	x	1,978
Electricity distribution	on GWh	22,637	21,769	21,769	4,979	5,100	x	6,244
Number of employe	es	6,465	5,787	1,119	4,889	4,747	x	2,971

### **Main improvements**

- Higher electricity sales to end customers in Bulgaria
- Activities initiated in Romanian distribution company Oltenia (from Q4 2005)
- Maintaining supply volume in the Czech Republic
- Cost savings and lowering headcount in the segment on a comparable basis by 847

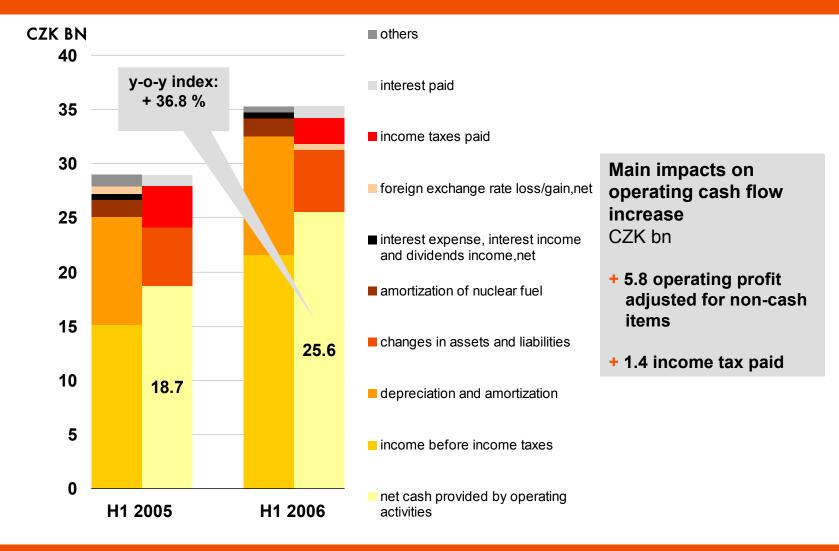


### ASSETS, EQUITY AND LIABILITIES OVERVIEW



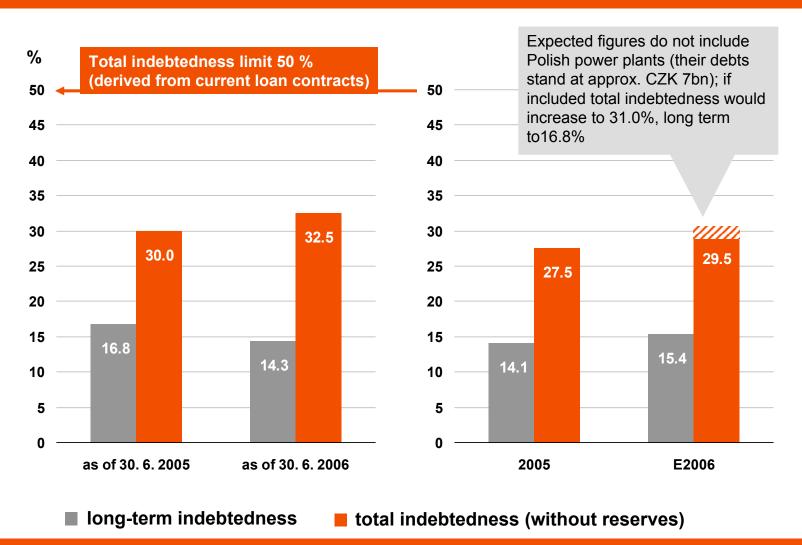


### OPERATING CASH FLOW INCREASED Y-O-Y BY 36.8%





## TOTAL INDEBTEDNESS SLIGHTLY INCREASED Y-O-Y WHILE LONG TERM INDEBTEDNESS MARGINALLY DECREASED



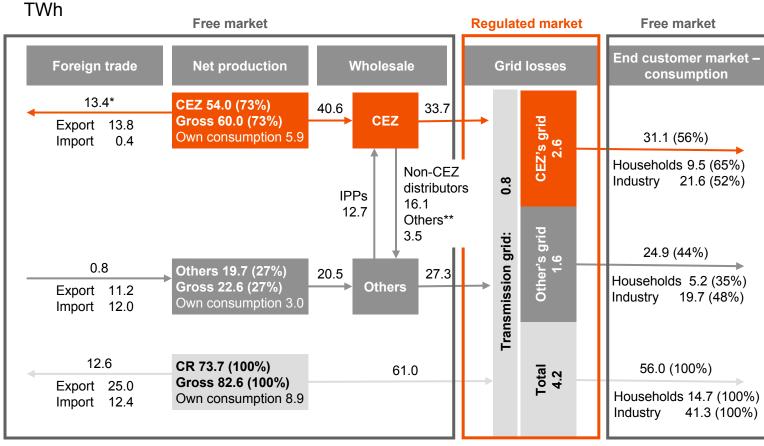
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### CEZ IS A KEY PLAYER IN ALL SEGMENTS OF THE LIBERALIZED CZECH ELECTRICITY MARKET

### 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

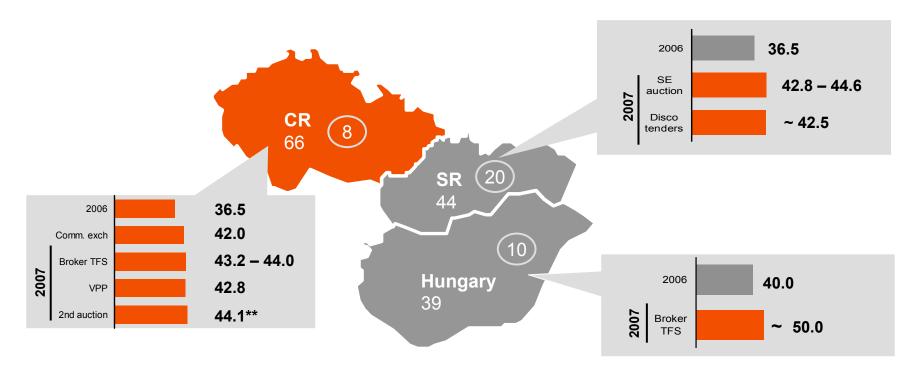


## PRICE LEVEL OF ALREADY EXECUTED CONTRACTS IN THE REGION CONFIRMS THAT THERE IS AN INCREASING MARKET DEMAND FOR ELECTRICITY CONTRACTED 1 YEAR AHEAD

#### First indicators of 2007 wholesale prices in the region

EUR/MWh\* (unless stated otherwise)

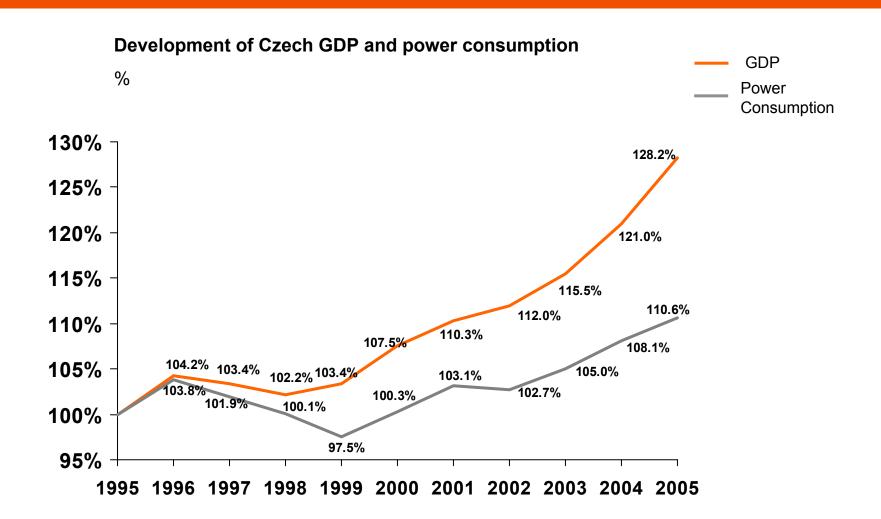
In the map - volume traded in TWh (est.) vs. respective country's consumption



<sup>\*</sup> CZK/EUR 28.50, SKK/EUR 38.6, HUF/EUR 280.0 \*\* using current exchange rate of 28.20 EUR/CZK, with 28.50 CZK/EUR the price would have been 43.6 EUR/MWh



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





### 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) -

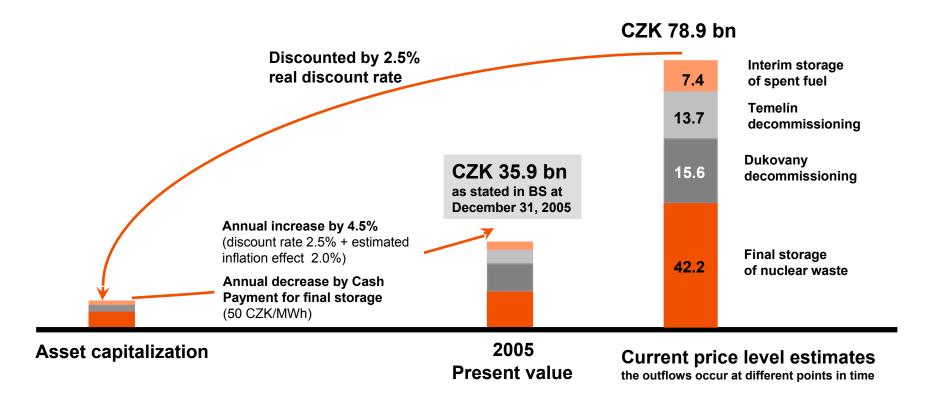
30.00%

0.35

#### RAB (Regulatory Asset Base)

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

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

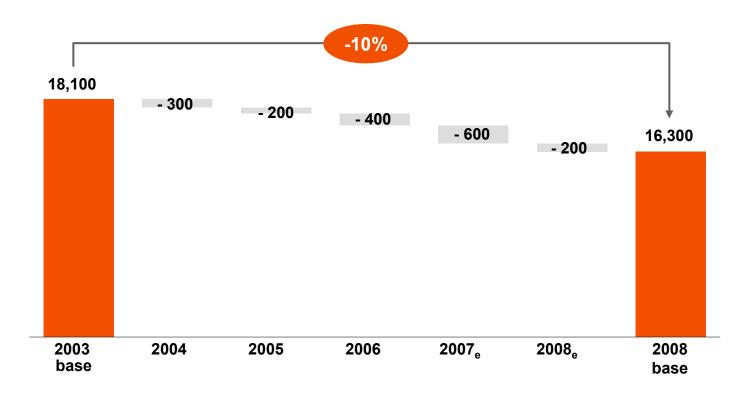


Source: CEZ, as of 2005



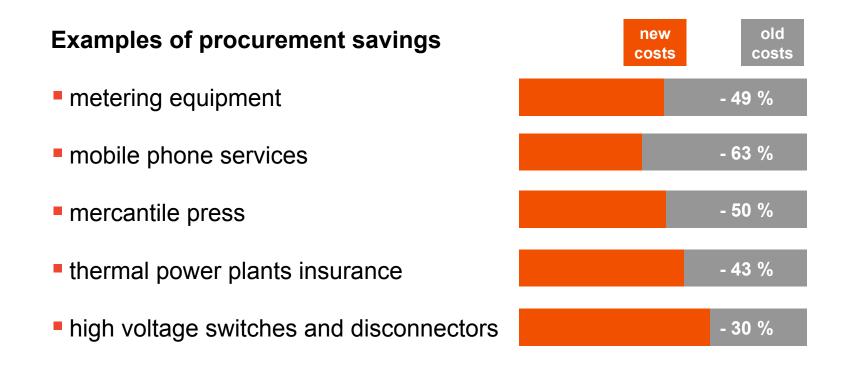
### NUMBER OF EMPLOYEES WILL DECLINE BY 10 % BY 2008 WITHIN VISION 2008 PROJECT

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





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



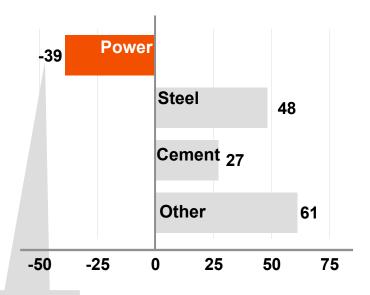
89



### 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

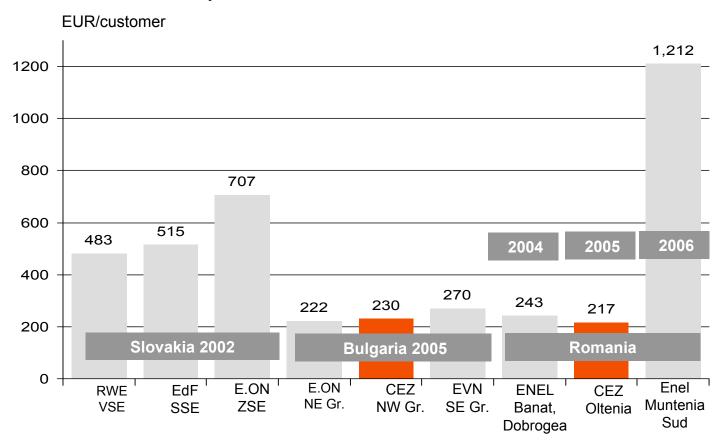
### EU second phase allocation – guidelines

- 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

### Main challanges for 2006

- Increase sales to eligible customers
- Introduction of costs for unbundling into the regulatory framework
- Further restructuring
- Achieve budgeted performance
  - EBITDA EUR 51m
  - EBIT EUR 30m

Source: CEZ 92



### 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	,
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%	

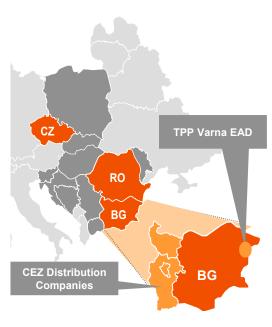
- \* Polish accounting standards, converted at 3.85 PLN/EUR
- \*\* Excluding balanced trading in open markets

- Electricity generation part commissioned in 1961, heating part in 1986
- 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



### TPP VARNA IS THE LARGEST BULGARIAN THERMAL POWER PLANT

#### **TPP Varna EAD**



#### **Basic figures**

4 2005
2 73.3
9 4.9
4 -1.0
3 -1.1
9 1.0

Electricity sales (TWh)	2.2	2.4
Installed capacity (MWe)	6 x 2	210
Fuel	hard	coal
Commissioned	3 units 60´s, 3 u late 7	units in
Number of employees	90	0
Stake acquired	100	1%

#### **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_ EBIT margin Net Income		15.0 17% 9.6	19.8 19% 13.2	29.4 24% 21.5
Balance sheet				

	CZK bn	2003	2004	2005
Non current assets		271.9	271.7	280.4
Current assets		24.7	27.5	43.8
- out of that cash and cash equivalent	S	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
Interest bearing debt		38.8	41.8	38.7
Other liabilities		86.7	79.0	94.2
<u>Total liabilities</u>		<u>296.6</u>	<u>299.3</u>	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.

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### SELECTED HISTORICAL FINANCIALS OF CEZ GROUP EUR

Profit and loss				
	EUR m	2003	2004	2005
Revenues		3,009	<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
EBITDA EBITDA margin		<u>1,157</u> 38%	<u>1,366</u> 39%	<u>1,729</u> 40%
Depreciaiton		638	684	715
EBIT		<u>519</u>	682	1,014
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
- out of that cash and cash equivalents		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		<u>10,227</u>	<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



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