

# CONFERENCE CALL ON H1 2012 FINANCIAL PERFORMANCE OF CEZ GROUP

NON-AUDITED CONSOLIDATED RESULTS PREPARED IN ACCORDANCE WITH INTERNATIONAL FINANCIAL REPORTING STANDARDS (IFRS)

(Quarterly Report pursuant to Section 119a(4) of the Capital Markets Act)

Prague, August 10, 2012





# Financial highlights and key events in CEZ Group in H1 2012 Martin Novák, Chief Financial Officer

### **Financial results**

Martin Novák, Chief Financial Officer

### **Trading position of the CEZ Group**

Michal Skalka, Head of Trading

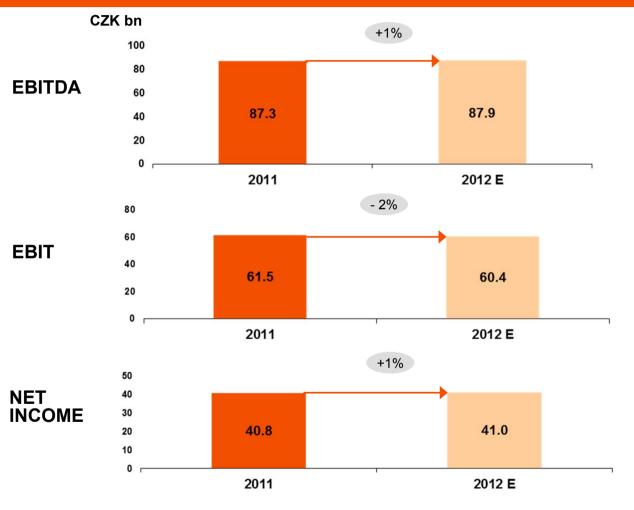


### KEY HIGHLIGHTS OF H1 2012 AND EXPECTED RESULTS FOR 2012

- earnings before interest, taxes, depreciation and amortization (EBITDA) grew by 10.3% y-o-y (by CZK 4.5 bn) to CZK 48.4 bn
- earnings before interest and taxes (EBIT) grew by 11.9% y-o-y (by CZK 3.8 bn) to CZK 35.4 bn
- net income grew by 13.5% y-o-y (by CZK 3.3 bn) to CZK 27.2 bn
- expected results for 2012 remain unchanged: EBITDA of CZK 87.9 bn, net profit of CZK 41.0 bn
- share price at BCPP was CZK 716.00 on August 7, 2012



### WE KEEP EXPECTED RESULTS FOR 2012 UNCHANGED



#### Selected positive effects:

- increased production of power plants in the Czech Republic (+3%)
- increased production by wind power plants
- payment of overdue debts by Romanian State Railways
- lower gift tax paid on emission allowances

### **Selected negative effects:**

- decision of the regulator in Albania
- correction factors on distribution in the Czech Republic
- increase in depreciation reflecting an extensive investment programme

### **Selected prediction risks:**

- future development in Albania
- economic slowdown and debt crisis in Europe
- development of energy regulation in Europe



# ČEZ, A. S. TOOK OVER THREE BIDS FOR THE COMPLETION OF TEMELÍN NUCLEAR POWER PLANT



### On July 2, 2012 ČEZ, a. s. took over bids from:

- the French company Areva
- the US consortium of Westinghouse Electric Company, LLC and WESTINGHOUSE ELECTRIC ČR
- the Czech-Russian consortium of ŠKODA JS, Atomstroyexport and Gidropress

All bids met the requirements on the opening of envelopes under the Public Procurement Act. We received the bids in 73 boxes, with a total weight of 1.5 tonnes.

### Steps to be taken:

- a team of experts is now assessing and evaluating the bids
- the winner of the tender should be known in September 2013
- we expect a contract to be signed with the winner at the end of 2013
- we still consider the possibility of engaging a strategic or financial partner



# ČEZ, A. S. AGREED WITH THE EUROPEAN COMMISSION TO CLOSE AN INVESTIGATION BY SETTLEMENT

- the EC's investigation regarding a suspected violation of free competition will be closed by settlement; ČEZ, a. s. will sell one of its coal-fired power plants (min. 800 MW):
  - Chvaletice
  - Počerady
  - Dětmarovice
  - Mělník 3, together with Tisová
- ČEZ, a. s. will thus eliminate the risk of protracted and costly efforts to prove that it did not resort to anti-competitive practices, and at the same time will carry out a sale in accordance with its strategy of development of coal portfolio - operating only modern low-emission plants with ensured fuel
- ČEZ, a. s. has already challenged parties potentially interested in the purchase of any of the listed power plants and has selected a financial advisor - Deloitte Advisory - to be contacted by those interested



### FOREIGN OPERATIONS - SELECTED EVENTS

### Romania

- Romanian State Railways (CFR) paid all of their liabilities payable by March 2012, totalling CZK 965 million
- stage II of the construction of wind parks Fântânele and Cogealac continues according to the schedule; 176 wind turbines were connected at the end of June (installed capacity 440 MW); the whole project of 240 wind turbines is scheduled for completion at the end of this year

### **Turkey**

- hydroelectric power plants Himmetli (May, 27 MW) and Feke I (June, 29 MW) fihished; the portfolio of completed hydro plants now makes a total of 338 MW
- construction of the CCGR plant Hatay continues (872 MW)

### **Albania**

- the regulator decided to decrease the purchase price of electricity from state-owned power plants KESH from 2,830 to 2,200 ALL per MWh from January 1, 2012 (by a credit note in H2 2012)
- the regulator approved a study that sets forth the initial limit of bad debts
- ongoing negotiations on the settlement of other regulatory conditions for business
- we expect a mutual set-off of payables and receivables between CEZ Shpërndarje, KESH and state institutions
- we are taking steps to restore the drawing of an investment loan from the EBRD and IFC



### **CZECH REPUBLIC - SELECTED EVENTS**

### Renewal of Czech coal-fired sources continues

April 27, 2012 – assumption for guarantee operation (PAC) of the last renovated unit of Tušimice II power plant took place; the complex refurbishment extended its lifetime by about 25 years, reduction of emissions by 79% on average and savings on primary fuels by 14%

# Increased capacity and extended operation of nuclear power plants

- May 14, 2012 outage of Unit 2 of Dukovany NPP was finished (final increase of installed capacity from 4 x 440 MW to 4 x 510 MW)
- Unit 2 of Temelín NPP received a license for operation for additional 10 years (until May 31, 2022)

### We became an owner of Energotrans

 June 28, 2012 – 100% share in Energotrans, a.s. was registered as the property of ČEZ, a. s.

# Derogation of allowances for CZ approved by EC's Directorate General for Climate Action

 July 6, 2012 – the EC's DG for Climate Action approved the Czech Republic's request, including the National Investment Plan (NIP), allowing direct allocation of some emission allowances from 2013 – so called derogation





Tušimice power plant after the complex renewal lost its former landmark feature - stack; less exhaust gas is therefore discharged in the air



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Trading position of the CEZ Group Michal Skalka, Head of Trading



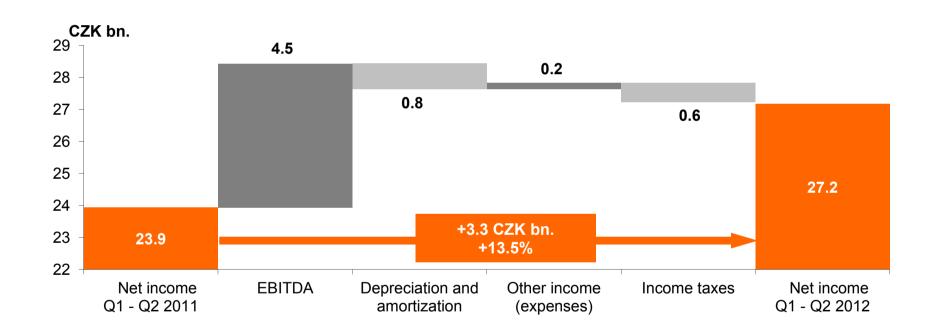
## CEZ GROUP FINANCIAL RESULTS

(CZK bn.)	Q1 - Q2 2011	Q1 - Q2 2012	Change	%
Revenues	103.6	113.0	+9.4	+9%
EBITDA	43.9	48.4	+4.5	+10%
Net income	23.9	27.2	+3.3	+14%
Operating CF	22.6	28.3	+5.7	+25%
CAPEX	19.0	22.9	+3.9	+21%
Net debt	131.0	151.7	+20.7	+16%

		Q1 - Q2 2011	Q1 - Q2 2012	Change	%
Installed capacity	GW	15.0	15.7	+0.7	+5%
Generation of electricity	TWh	34.8	35.7	+0.9	+3%
Electricity distribution to end customers	TWh	27.3	27.1	-0.2	-1%
Electricity sales to end customers	TWh	21.9	21.5	-0.4	-2%
Sales of natural gas to end customers	TWh	1.7	3.0	+1.3	+75%
Sales of heat	000′TJ	8.7	8.9	+0.2	+2%
Number of employees	000's	31.8	31.5	-0.3	-1%

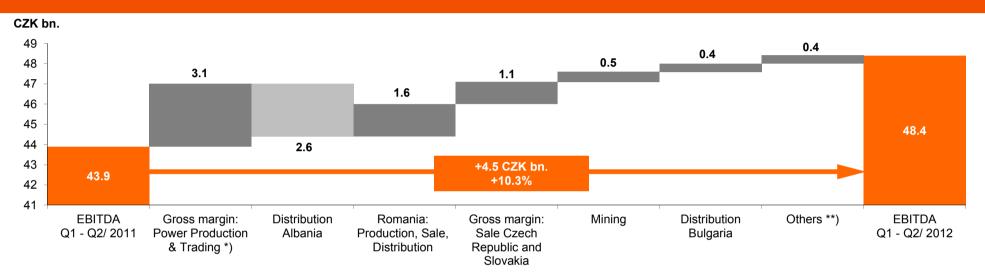


## KEY DRIVERS OF Y-O-Y CHANGE IN NET INCOME





### KEY DRIVERS OF Y-O-Y CHANGE OF EBITDA



### Gross margin from Power Production & trading (CZK +3.1 bn)

- effect of increase in the achieved price for electricity, including CZK/EUR exchange rate effects (CZK +3.0 bn)
- increase in the volume of production +1.4 TWh (CZK +1.1 bn)
- other effects on gross margin (CZK +0.3 bn)
- higher release of provisions for emission allowances in H1 2011 (CZK -1.3 bn)

### Distribution in Albania (CZK -2.6 bn)

- higher volume losses in the network, higher market prices for electricity imported for losses and the regulator's decision to increase the purchase prices of electricity from the state-owned electricity producer KESH (CZK -2.2 bn)
- reduction in margin from the largest customers due to legislative measure (CZK -0.4 bn)

### Production, Sale and Distribution in Romania (CZK +1.6 bn)

 especially improvement of the payment discipline of Romanian Railways (CZK +0.9 bn) and increase in production from wind power plants (CZK +0.7 bn)

# Gross margin: Sales in the Czech Republic and Slovakia (CZK +1.1 bn)

- Czech Republic: higher margin from the sales of electricity (CZK +0.4 bn) and higher sales and margins from the sale of natural gas (CZK +0.3 bn)
- Slovakia: re-valuation of derivative transactions and more favorable average purchase prices of commodities (CZK +0.4 bn)

### Mining (CZK +0.5 bn)

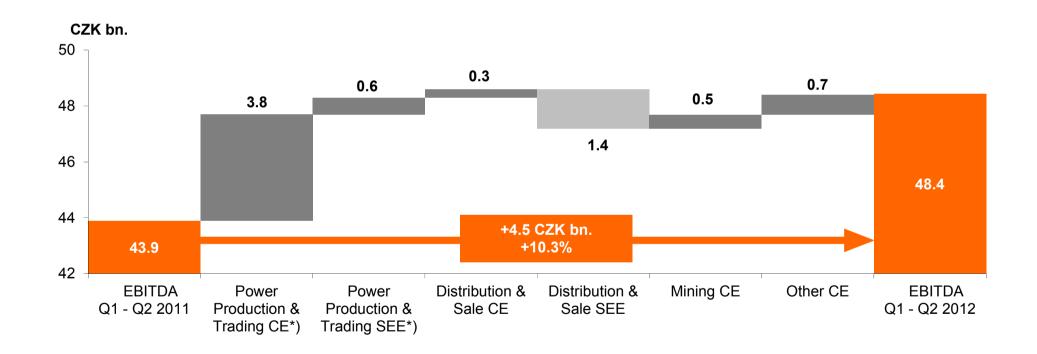
higher volume of production and sales of coal

### Distribution in Bulgaria (CZK +0.4 bn)

 higher margin from an increase in the volume of distributed electricity and the regulator's decision on a higher tariff in H1 2012



### Y-O-Y CHANGE OF EBITDA BY SEGMENT





# EBITDA BY SEGMENT: POWER PRODUCTION AND TRADING CENTRAL EUROPE

Total EBITDA	*28.6	32.4	3.8	+13%
Poland	0.8	0.7	-0.1	-4%
Czech Republic	*27.8	31.7	3.9	+14%
CZK bn.	Q1 - Q2 2011	Q1 - Q2 2012	Change	%

### Czech Republic (CZK +3.9 bn)

• (CZK +3.1 bn) higher gross margin of ČEZ, a. s. including Chvaletice power plant:

increase in the achieved price of electricity, including CZK/EUR exchange rate effects (CZK +3.0 bn) increase in the volume of production +1.4 TWh (CZK + 1.1 bn) higher release of provisions for emission allowances in H1 2011 (CZK -1.3 bn)

others (CZK +0.3 bn), in particular accelerated depreciation of nuclear fuel in Temelín NPP in 2011 due to change of supplier

(CZK +0.8 bn) other effects:

ČEZ Teplárenská (CZK +0.2 bn) increase in heat supply by 608 TJ other (CZK +0.6 bn)



# EBITDA BY SEGMENT: POWER PRODUCTION AND TRADING SOUTHEAST EUROPE

CZK bn.	Q1 - Q2 2011	Q1 - Q2 2012	Change	%
Bulgaria	*0.1	0.0	-0.1	-
Romania	0.6	1.3	+0.7	+116%
Total EBITDA	*0.7	1.3	+0.6	+88%

### Romania (CZK +0.7 bn)

- increase in gross margin mainly thanks to higher electricity production in the wind parks Fântânele and Cogealac because of a higher number of installed wind turbines
- as of June 30, 2012, 176 wind turbines with a total capacity of 440 MW were installed
- in H1 2012, wind parks produced 456 GWh, i.e. an increase by 30% y-o-y
- we expect the total production in 2012 to be higher than 1,000 GWh



# EBITDA BY SEGMENT: DISTRIBUTION AND SALE CENTRAL EUROPE

CZK bn.	Q1 - Q2 2011	Q1 - Q2 2012	Change	%
Distribution	6.3	5.8	-0.5	-8%
Sale	1.5	2.3	+0.8	+53%
Total EBITDA	7.8	8.1	+0.3	+4%

### Distribution in the Czech Republic (CZK -0.5 billion)

- decrease in gross margin, mainly due to higher costs of purchasing electricity from renewable resources (CZK -0.6 bn)
- year-on-year increase of contributions to ensure input power and connection (CZK +0.1 bn)

### Sales in Central Europe (CZK +0.8 bn)

- Czech Republic (CZK +0.4 billion)
  - higher margins from the sales of electricity CZK +0.4 bn higher sales and margins from the sales of natural gas CZK +0.3 bn
  - other CZK -0.3 bn
- Slovakia: re-valuation of derivative transactions and more favourable average acquisition prices of commodities (CZK +0.4 bn)



# EBITDA BY SEGMENT: DISTRIBUTION AND SALE SOUTHEAST EUROPE

CZK bn.	Q1 - Q2 2011	Q1 - Q2 2012	Change	%
Romania	0.8	1.7	+0.9	+114%
Bulgaria	0.4	0.7	+0.3	+69%
Albania	0.3	-2.3	-2.6	_
Total EBITDA	1.5	0.1	-1.4	-95%

### Romania (CZK +0.9 bn)

particularly the positive effect of payment of payables past due by Romanian State Railways (CFR) in the first half of 2012

### Bulgaria (CZK +0.3 bn)

higher margins especially due to an increase in the volume of distributed electricity (+0.1 TWh) and the regulator's decision on higher tariffs for the period from July 1, 2011

#### Albania (CZK -2.6 bn)

- higher volume of losses in the network, higher market prices for electricity imported for losses and the regulator's decision to increase the purchase prices of electricity from the state-owned electricity producer KESH (CZK -2.2 bn)
- reduction of margin from the largest customers as a result of a legislative measure (CZK -0.4 bn)



# EBITDA BY SEGMENT: MINING CENTRAL EUROPE, OTHER CENTRAL AND SOUTHEAST EUROPE

EBITDA (CZK bn.)	Q1 - Q2 2011	Q1 - Q2 2012	Change	%
Mining CE	2.5	3.0	+0.5	+20%
Other CE	2.7	3.4	+0.7	+26%
Other SEE	0.1	0.1	0.0	0%

### Mining Central Europe (CZK +0.5 bn)

- increase in the volume of mining and sales of coal (CZK +0.4 bn)
- lower operating costs (CZK +0.1 bn)

### Other Central Europe (CZK +0.7 bn)

- higher sales from subsidiaries of Severočeské doly thanks to increased coal mining and a higher volume of reclamation (CZK +0.4 bn)
- construction and renovation of resources for ČEZ, a. s. (CZK +0.2 bn)
- savings on the costs of managing non-energy assets (CZK +0.1 bn)



### OTHER INCOME (EXPENSES)

(CZK bn.)	Q1 - Q2 2011	Q1 - Q2 2012	Change	%
EBITDA	43.9	48.4	+4.5	+10%
Depreciation and amortization	-12.2	-13.0	-0.8	-7%
Other income (expenses)	-2.2	-2.0	+0.2	+9%
Interest balance	-2.2	-2.0	+0.2	+9%
Foreign exchange rate gains (losses) and financial derivates	1.4	-0.3	-1.7	-
Gain (Loss) from associates and joint-ventures	-0.2	0.5	+0.7	_
Other	-1.2	-0.2	+1.0	+82%
Income taxes	-5.6	-6.2	-0.6	-11%
Net income	23.9	27.2	+3.3	+14%

### Depreciation (CZK -0.8 bn)

• increase in depreciation, especially in the Czech Republic, due to higher investments in fixed assets

#### Interest balance (CZK +0.2 bn)

decrease in interest expense due to higher capitalization to assets

#### Foreign exchange gains/losses and financial derivatives (CZK -1.7 bn)

• lower year-on-year profit from the re-valuation of MOL's option (CZK -1.5 bn), other exchange gains and derivatives (CZK -0.2 bn)

### Gain/loss of associates and joint-ventures (CZK +0.7 bn)

especially a higher profit share in Turkey (CZK +0.6 bn) influenced particularly by exchange gains from loan re-valuation

### Other (CZK +1.0 bn)

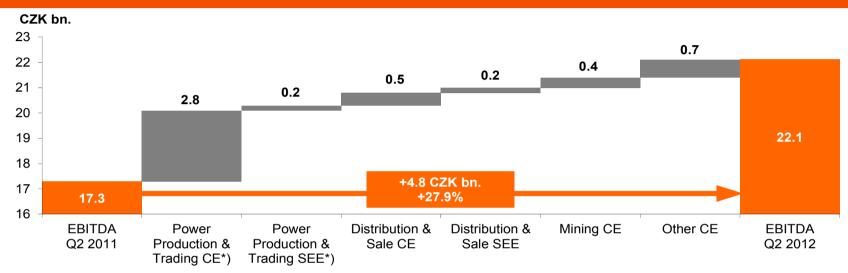
• in particular reduction of the gift tax on emission allowances due to a decreasing market price of allowances (CZK +1.3 bn), lower received dividends from Dalkia Czech Republic (CZK -0.5 bn)

#### Income tax (CZK -0.6 bn)

higher income tax due to increasing profit before tax



### **DEVELOPMENT IN Q2**



### EBITDA in CEZ Group (CZK +4.8 bn):

- Power Production & Trading CE (CZK +2.8 bn): especially growth of the achieved price of electricity, including CZK/EUR rate effects (CZK +1.4 bn) and increase in the volume of production (CZK +0.8 bn), accelerated depreciation of nuclear fuel in Temelín NPP in 2011 (CZK +0.2 bn)
- Power Production & Trading SEE (CZK +0.2 bn): especially increase in electricity production in the wind parks Fântânele and Cogealac
- Distribution & Sale CE (CZK +0.5 bn): lower gross margin on distribution (CZK -0.2 bn) of renewable resources, compensated by savings on operating expenses (CZK +0.1 bn); Sale in the Czech Republic higher margin on the sale of electricity (CZK +0.3 bn); Sale in Slovakia re-valuation of derivative transactions and more favourable average purchase prices of commodities (CZK +0.3 bn)
- Distribution & Sale SEE (CZK +0.2 bn): Albania (CZK -0.7 bn) the regulator's decision to increase the purchase price of electricity, higher market price of electricity imported for losses, higher volume of losses and reduction of margin from the biggest customers; Romania (CZK +0.7 bn), especially lower costs of adjustments for receivables due to payments from Romanian Railways CFR; Bulgaria (CZK +0.2 bn) the regulator's decision on higher tariffs for the period from July 1, 2011
- Mining CE (CZK +0.4 bn): higher sales and margins from the sales of coal
- Other CE (CZK +0.7 bn): subsidiaries of SD (CZK +0.4 bn), higher sales thanks to a higher volume of provided services due to increased mining volumes;
   projects of construction and renovation of resources (CZK +0.2 bn); ČEZ Správa majetku (CZK +0.1 bn), savings on overhead costs



### **DEVELOPMENT IN Q2 - CONTINUED**

(CZK bn.)	Q2 2011	Q2 2012	Change	%
Revenues	46.8	52.2	+5.4	+12%
Operating expenses less depreciation and amortization	-29.5	-30.1	-0.6	-2%
EBITDA	17.3	22.1	+4.8	+28%
Depreciation and amortization	-6.2	-6.5	-0.3	-5%
Other income (expenses)	-2.7	-0.2	+2.5	+93%
Income taxes	-1.7	-2.6	-0.9	-52%
Net income	6.7	12.8	+6.1	+91%

### Depreciation (CZK -0.3 bn):

higher depreciation due to the incorporation of power plants in the Czech Republic into the assets and investments in technological equipment

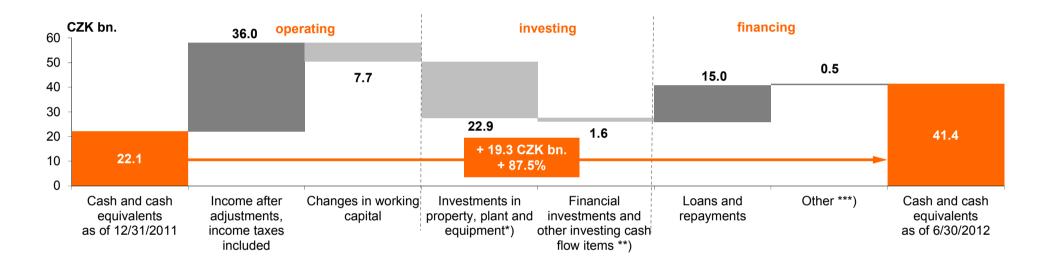
### Other expenses and income (CZK +2.5 bn):

- gift tax on emission allowances (CZK +0.8 bn) impact of lower prices of emission allowances and settlement of provisions for the 2011 tax on emission allowances
- foreign exchange gains and losses and financial derivatives (CZK +1.2 bn)
- higher profit in Turkey (CZK +0.4 bn) is influenced mainly by exchange rate gains from the re-valuation of loans; other (CZK +0.1 bn)

### Income tax (CZK -0.9 bn)

an increase in the income tax is related to an increase in profit before tax

# CASH FLOW



### Cash flow from operating activities (CZK +28.3 bn)

- profit after adjustments (CZK +36.0 bn): cash flow generated by profit before tax (CZK +33.4 bn), adjustments for non-cash transactions (CZK +9.1 bn) in particular adjustment for depreciation and amortization of nuclear fuel CZK +14.4 bn and reduction in provisions for emission allowances and other provisions CZK -5.8 bn, paid income tax (CZK -5.5 bn), interest paid (CZK -2.0 bn), interest received (CZK +0.7 bn) and dividends received (CZK +0.3 bn)
- change in working capital (CZK -7.7 bn)

### Cash flow used from investing activities (CZK -24.5 bn)

- CAPEX (CZK -22.9 bn) see the Appendix
- acquisition of subsidiaries (CZK -3.3 bn), others (CZK +1.7 bn)

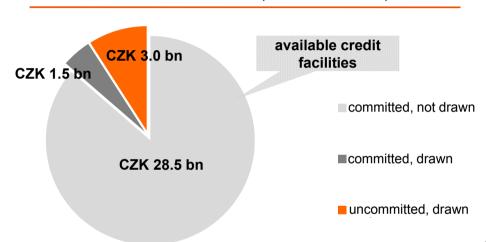
### Cash flow from financing operations, incl. exchange rate differences (CZK +15.5 bn)

balance of provided loans and repayments (CZK +15.0 bn)



### **CEZ GROUP MAINTAINS STRONG LIQUIDITY**

### Utilization of short-term lines (at June 30, 2012)

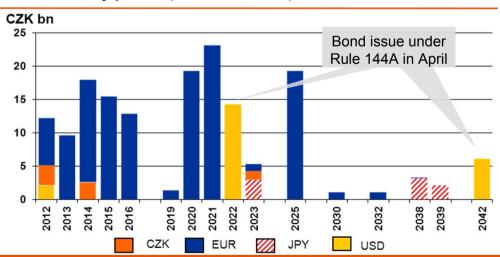


- CZK 54 bn in cash and high-liquidity financial assets (before dividend payment)
- short-term credit facilities: CEZ Group has access to CZK 30 bn of committed credit facilities, approx. 1/3 with a commitment for 3 years
- at June 30, 2012, only CZK 1.5 bn out of CZK 30 bn of all committed facilities were used
- uncommitted credit facilities are used preferably; committed facilities are held as a reserve to cover unexpected needs
- payment of CZK 24 bn in dividends for 2011 started on August 1, 2012

### Summary of significant external financing operations in CEZ Group since start of 2012

Since Start of 201	2	
Volume	Creditor and type of emission	Maturity
USD 700 million	bonds, US market	10 years
USD 300 million	bonds, US market	30 years
EUR 40 million	registered bonds, NSV	20 years
EUR 40 million	bilateral loan agreement	3 years
EUR 100 million	loan agreement with EIB to support the financing of an investment programme of maintainance and development of the distribution system in the Czech Republic	10 years

### Bond maturity profile (at 30 June 2012)





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### **Financial results**

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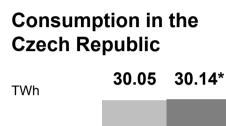


### **Trading position of the CEZ Group**

Michal Skalka, Head of Trading



# TEMPERATURE ADJUSTED ELECTRICITY CONSUMPTION IN THE CZECH REPUBLIC SLIGHTLY DECREASES Y-O-Y

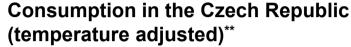


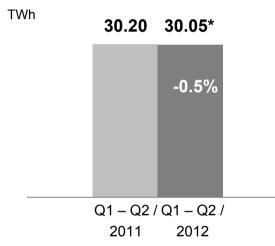
+0.3%

2012

Q1 - Q2 / Q1 - Q2 /

2011



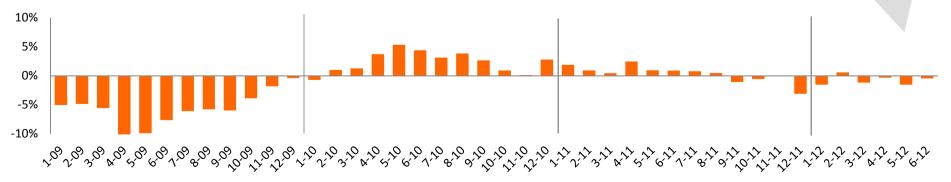


Consumption in individual segments:\*\*\*

- -0.8% wholesale customers
- +3.7% households
- -0.6% small business

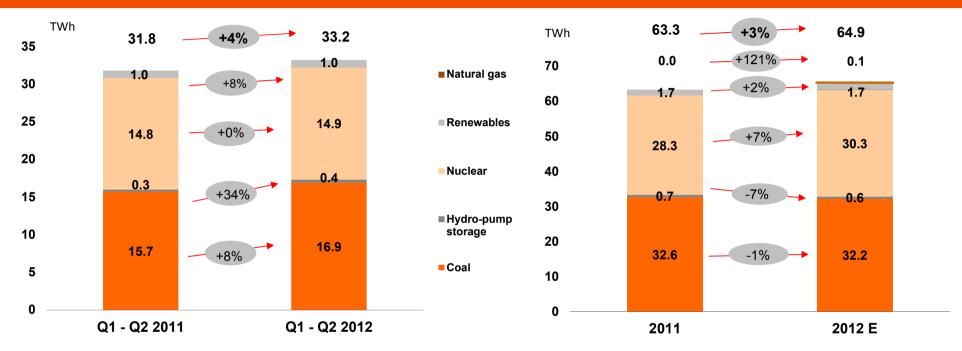
Temperature adjusted net electricity consumption in the Czech Republic decreased by 0.5% y-o-y.

### Monthly y-o-y absolute consumption indices in the Czech Republic (temperature and calendar adjusted)





# PRODUCTION OF ELECTRICITY OF CEZ GROUP OWN SOURCES IN THE CZECH REPUBLIC - MODERATE INCREASE



### Nuclear power plants (+0%)

• the effects of increased installed capacity of Dukovany NPP eliminated by longer outages

#### Coal-fired power plants (+8%)

+ increase in production after launching Tušimice power plant into operation following its complex renovation

### Nuclear power plants (+7%)

- + increase in the installed capacity of Dukovany NPP in 2012
- + extended outages in Temelín NPP in 2011

### Coal-fired power plants (-1%)

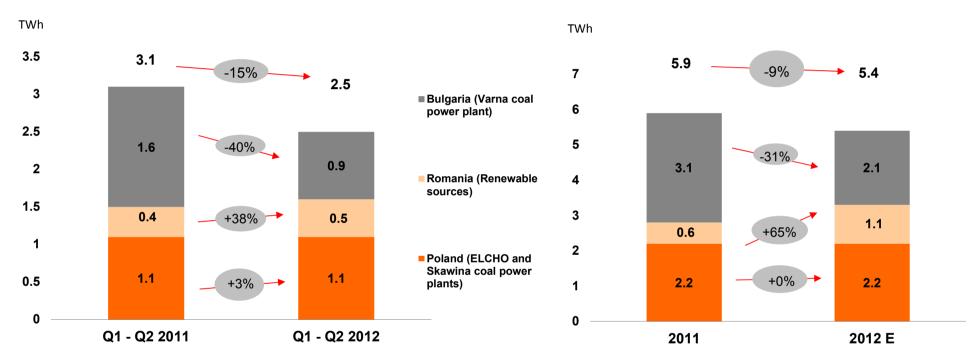
 reduced production due to lower electricity prices and a higher number of planned outages

#### CCGT power plants (+121%)

+ production as part of construction and testing in Počerady 2 power plant



# Y-O-Y PRODUCTION DECREASE IN VARNA POWER PLANT WILL BE PARTLY OFFSET BY INCREASED PRODUCTION FROM WIND POWER INSTALLATIONS IN ROMANIA BY THE END OF YEAR



### Romania renewables (+38%)

- + gradual connection of additional 15 wind turbines in Fântânele and 41 wind turbines in Cogealac
- + slightly positive impact of newly acquired Reşiţa hydroelectric plant

### Poland - coal-fired power plants Elcho and Skawina (+3%)

+ increased production from biomass

### Bulgaria - coal-fired power plant Varna (-40%)

 lower production due to lower production for the regulated market (lower activation of cold reserve)

#### Romania renewables (+65%)

- + completion of connection of all wind turbines in Fântânele in 2012
- + production from wind turbines in Cogealac, being gradually connected since 1/2012, completion of the whole farm by the end of 2012

### Bulgaria - coal-fired power plant Varna (-31%)

 planned lower production for the regulated market (lower activation of cold reserve, lower declared quota for H2 2012)



# COAL MINING IN SEVEROČESKÉ DOLY IN THE FIRST HALF EXCEEDED LAST YEAR'S RECORD VALUES

### Coal mining in mil. tons

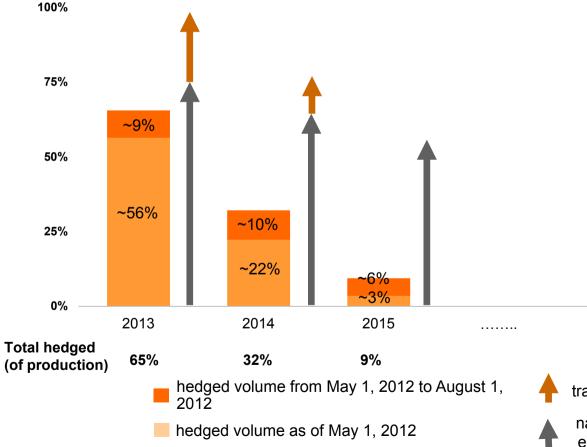


- better y-o-y results for the first half of 2012 thanks to an increased demand from ČEZ, a. s. power plants and higher supplies outside CEZ Group
- lower expected results in 2012 compared to the record-high coal supplies in 2011 due to the expected lower demand in the 2H of 2012, especially from ČEZ, a. s.



## ČEZ, A. S. CONTINUES HEDGING ITS REVENUES FROM SALES OF ELECTRICITY IN THE MEDIUM TERM IN LINE WITH STANDARD POLICY

Share of hedged production from ČEZ, a. s. power plants (as of August 1, 2012, 100% corresponds to 55 – 60 TWh)



- ČEZ, a. s. applies a standard approach to hedging its open positions resulting from its electricity production portfolio against price risks
- within this strategy, ČEZ, a. s. sells electricity on a forward basis for years Y+1 to Y+3 and hedges currency for vears Y+1 to Y+5

transaction currency hedging (hedge accounting)

natural currency hedging - costs, investment and other expenditures, debts in EUR (hedge accounting)

2020

~ 3%

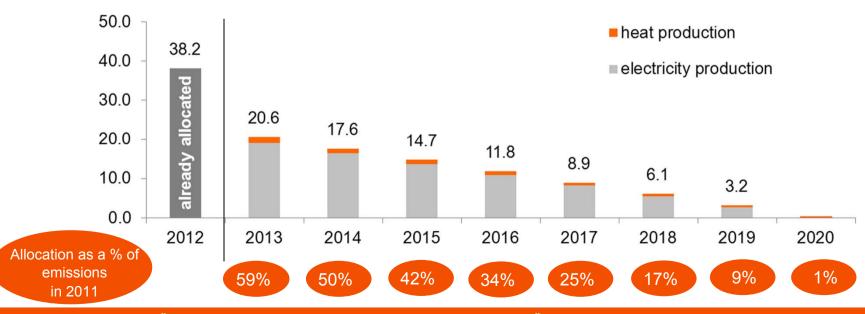
Source: ČEZ, a. s. 28



# DIRECTORATE-GENERAL FOR CLIMATE ACTION OF THE EUROPEAN COMMISSION APPROVED DEROGATION OF ALLOWANCES FOR THE CZECH REPUBLIC

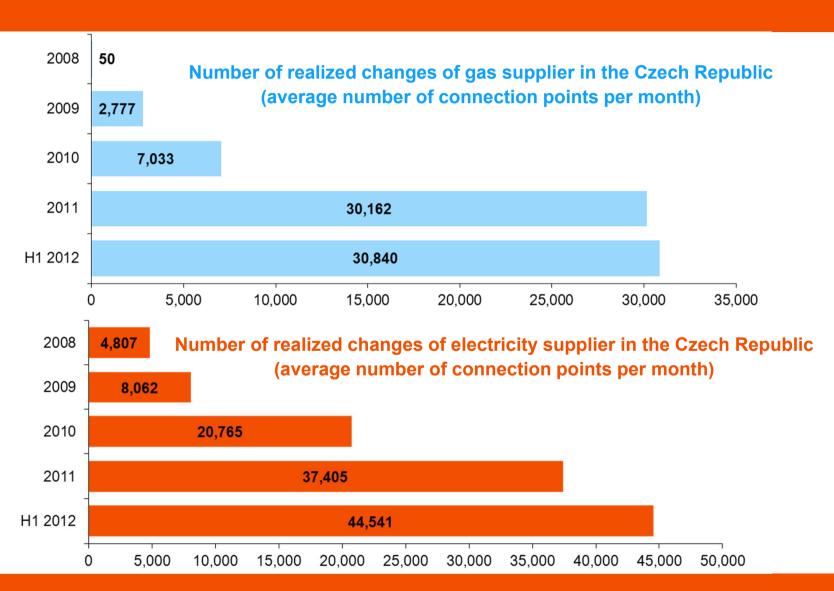
- on July 6, 2012, the EC's DG Climate Action approved the Czech Republic's request, including the National Investment Plan (NIP), allowing direct allocation of some emission allowances for electricity production from 2013 derogation
- the NIP is subject to notification to the EC's DG Competition, the result is expected in October 2012; the final allocation of allowances among the individual installations in the Czech Republic is the responsibility of the Ministry for the Environment
- within the derogation, the Czech Republic will allocate a total of 108 million allowances for electricity production between 2013 and 2019
- CEZ Group in the Czech Republic\* expects the allocation of a total of about 76 million allowances for electricity production between 2013 and 2019 in exchange for a commitment to make investments at least in the amount of the allocated allowances

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





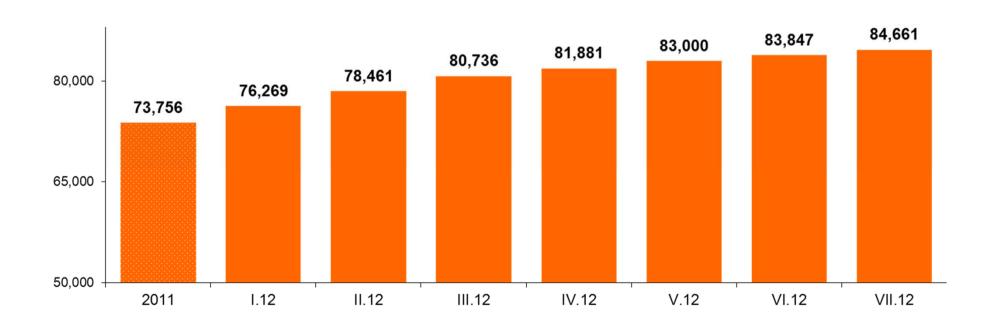
## GROWING FIGHT ON ENERGY MARKETS: OVER 452,000 CONNECTION POINTS HAVE CHANGED SUPPLIER SINCE JANUARY 2012





# CAMPAIGN ON THE SLOVAK MARKET CONTINUES: WE HAVE OBTAINED ALMOST 85,000 CONTRACTS SINCE WE HAVE STARTED SELLING ELECTRICITY AND GAS

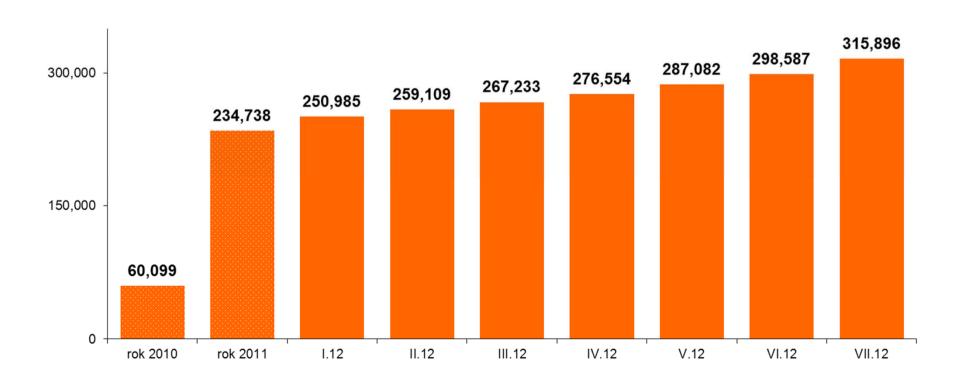
### **Development of obtained contracts - cumulatively**





# FROM JANUARY 2012, ČEZ PRODEJ IS THE BIGGEST ALTERNATIVE GAS SUPPLIER BY NUMBER OF CONNECTION POINTS

### **Development of obtained contracts - cumulatively**





# WE SUPPORT CZECH REPRESENTANTS AT THE LONDON OLYMPICS

**CEZ Group - general partner of the Czech Olympic Team in 2001 - 2012** 

# Partner of the Czech Olympic Committee's touring exhibition

large-format photographs of sporting milestones

# You can find us on Facebook: "WE'RE WITH YOU IN LONDON"

sporting applications, games, information





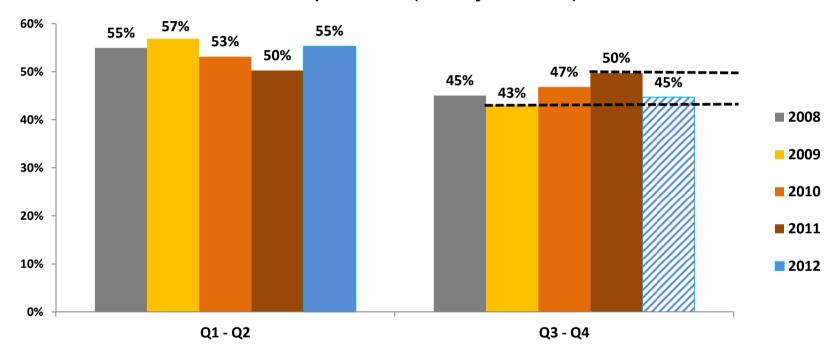
### **APPENDICES**

- Seasonality of half-year financial results
- Market developments
- Investments in fixed assets
- Balance Sheet overview
- Balance of electricity



# EXPECTED RESULTS OF SECOND HALF DO NOT DEVIATE FROM HISTORICAL COMPARISONS

### **CEZ Group's EBITDA (% half-year shares)**



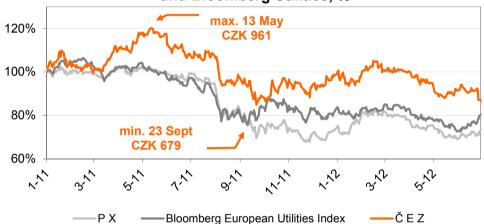
### Selected effects on the distribution of EBITDA during 2012

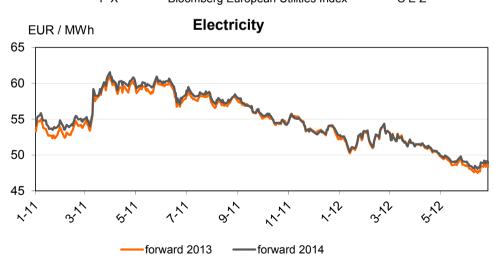
- extraordinary payments from Romanian State Railways (CFR) in the first half of 2012
- beginning of a complex renovation of Prunéřov Power Station in September 2012
- positive impact of the declining market prices of commodities in the first half of 2012 due to re-valuation of production hedging contracts in 2012

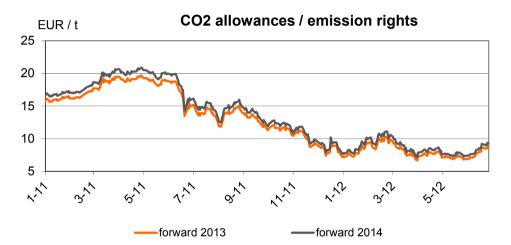


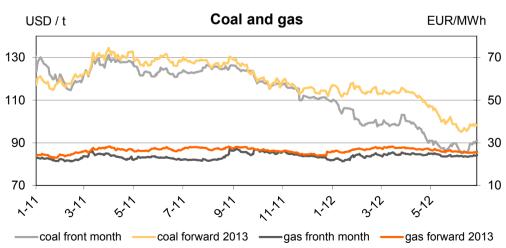
### MARKET DEVELOPMENTS

# Development of ČEZ share price compared to PX index and Bloomberg Utilities, %











# INVESTMENTS IN FIXED ASSETS\*)

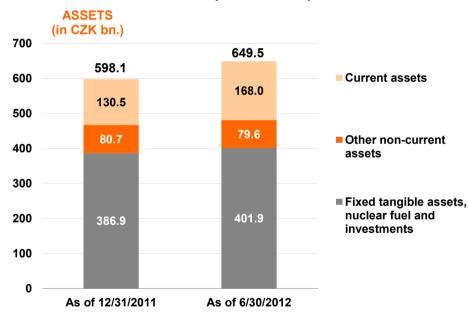
Investments into fixed assets Q1 - Q2/ 2012:	CZK 22.9 bn
Power plant renewal	CZK 9.0 bn  Tušimice: April 27, 2012 - the last renovated unit was taken over for guarantee operation; preparation for fina inspection is under way  Prunéřov II: The Kadaň Building Authority issued a building permit against which Ekologický právní servis (Environmental Legal Service) has filed an appeal; the commencement of construction is scheduled for September 2012  Ledvice new source: date of assignment of the power plant for guarantee operation: December 31, 2014  Počerady combined cycle: construction work under way with minor deviations from the schedule, the generator of the gas turbine settled in position, the turbine rotor fitted; pressure test carried out successfully on the external pressure line
Nuclear power	CZK 4.3 bn  Temelin and Dukovany: purchase of nuclear fuel, investments in existing installations, increase of Dukovany NPP's capacity  Temelin new nuclear plant – completion of Units 3 and 4: preparation of the approval and licence process, tender for the supplier is under way, the possibility of involving a strategic or financial partner is tested Dukovany new nuclear plant: update of the preparation schedule for investment and land use planning documentation; purchase of land
Photovoltaic and wind power plants	CZK 3.0 bn  Romania: construction of the wind park Cogealac continues – on June 30, 2012 41 wind turbines were erected, the project is scheduled for completion in December 2012; reconstruction of the small hydro plant Reşiţa continues
Distribution networks	CZK 5.0 bn Czech Republic: CZK 3.5 bn Romania: CZK 0.7 bn Bulgaria: CZK 0.7 bn Albania: CZK 0.1 bn
Mining	CZK 0.8 bn reclamation in the Nástup Mine in Tušimice, relocation of the Jižní svahy mining belt conveyor, purchase of land for future mining in the Bílina Mine
Information systems	CZK 0.2 bn
Other	CZK 0.6 bn



### **BALANCE SHEET OVERVIEW**

#### **Fixed assets**

- increase in tangible fixed assets CZK +15.0 bn
- other non-current assets decreased by CZK -1.1 bn: especially by decrease of investments and other financial assets by CZK -10.4 bn and by increase of intangible assets by CZK +7.7 bn and by increase of investment in associates and joint-ventures by CZK +1.7 bn

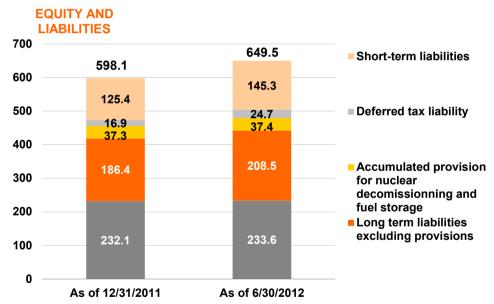


#### **Current assets:**

- increase in cash and cash equivalents CZK +19.3 bn
- increase in receivables from derivative transactions CZK +10.2 bn (offset on the liabilities side)
- growth in liquid securities CZK +9.8 bn
- decrease in assets classified as held for sale CZK -3.8 bn
- other CZK +2.0 bn especially increase in inventory

#### **Equity and long-term liabilities**

- increase in equity: net income CZK +27.2 bn, dividend CZK -24.0 bn, other comprehensive income CZK -1.6 bn
- increase in deferred tax liability CZK +7.8 bn different methodology for calculating deferred taxes (during the year, tax due is also included)
- increase in long-term liabilities due to bank loans and bond issues CZK +22.1 bn



#### **Current liabilities:**

- increase in liability arising from approved, yet unpaid dividends CZK +24.0 bn
- increase in liabilities from derivatives CZK +6.6 bn (offset on the assets side)
- decrease in short-term bank loans and current portion of long-term debt CZK -6.1 bn
- decrease in trade payables, incl. received advances CZK -5.2 bn
- other liabilities CZK +0.6 bn

Electricity balance (GWh)

	Q1 - Q2 2011	Q1 - Q2 2012	+/-
Electricity procured	31,581	32,289	+2%
Generated in-house (gross)	34,767	35,727	+3%
In-house and other consumption, including			
pumping in pumped-storage plants	-3,186	-3,438	+8%
Sold to end customers	-21,867	-21,482	-2%
Sold in the wholesale market (net)	-5,731	-6,279	+10%
Sold in the wholesale market	-103,816	-114,039	+10%
Purchased in the wholesale market	98,085	107,760	+10%
Grid losses	-3,983	-4,528	+14%

**Electricity generation by source (GWh)** 

	Q1 - Q2 2011	Q1 - Q2 2012	+/-
Nuclear	14,840	14,862	+0%
Coal and lignite	18,205	18,701	+3%
Water	970	1,175	+21%
Biomass	324	431	+33%
Solar	73	77	+5%
Wind	355	462	+30%
Natural gas	0	18	-
Total	34,767	35,727	+3%

Sales of electricity to end customers (GWh)

bales of electricity to end customers (OWII)			
	Q1 - Q2 2011	Q1 - Q2 2012	+/-
Households	-8,681	-8,443	-3%
Commercial (low voltage)	-4,270	-4,000	-6%
Commercial and industrial (medium and high	-8,916	-9,039	+1%
Sold to end customers	-21,867	-21,482	-2%
Distribution of electricity to end customers	-27,284	-27,059	-1%

Electricity balance (GWh)

Q1 - Q2 2012	Power Pro & Tradi		Distribu & Sale		Power Pro & Tradin		Distrib & Sale		Elimina	tions	CEZ Group		
	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	
Electricity procured	30,951	+4%	0	-	1,338	-25%	0	-	0	-	32,289	+2%	
Generated in-house (gross) In-house and other consumption, including	34,313	+4%	0	-	1,414	-26%	0	-	0	-	35,727	+3%	
pumping in pumped-storage plants	-3,362	+10%	0	-	-76	-43%	0	-	0	-	-3,438	+8%	
Sold to end customers	-240	+33%	-12,443	-1%	-23	-	-8,784	-4%	7	-	-21,482	-2%	
Sold in the wholesale market (net)	-30,711	+4%	13,735	-1%	-1,315	-26%	12,018	+2%	-8	-	-6,279	+10%	
Sold in the wholesale market	-125,121	+8%	-3,969	-21%	-1,315	-26%	-432	-2%	16,797	-15%	-114,039	+10%	
Purchased in the wholesale market	94,410	+9%	17,704	-6%	0	-	12,450	+2%	-16,805	-15%	107,760	+10%	
Grid losses	0	-	-1,292	-1%	0	-	-3,235	+21%	0	-	-4,528	+14%	

Electricity generation by source (GWh)

Q1 - Q2 2012		Power Production & Trading CE		Distribution & Sale CE		duction g SEE	Distribut & Sale S		Elimination	ons	CEZ Group		
	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	
Nuclear	14,862	+0%	0	-	0	-	0	-	0	-	14,862	+0%	
Coal and lignite	17,773	+7%	0	-	927	-41%	0	-	0	-	18,701	+3%	
Water	1,146	+18%	0	-	29	-	0	-	0	-	1,175	+21%	
Biomass	431	+33%	0	-	0	-	0	-	0	-	431	+33%	
Solar	75	+3%	0	-	2	-	0	-	0	-	77	+5%	
Wind	6	+20%	0	-	456	+30%	0	-	0	-	462	+30%	
Natural gas	18	-	0	-	0	-	0	-	0	-	18	-	
Total	34,312	+4%	0	-	1,414	-26%	0	-	0	-	35,727	+3%	

Sales of electricity to end customers (GWh)

Q1 - Q2 2012		Power Production & Trading CE		Distribution & Sale CE		luction SEE	Distribut & Sale S		Eliminati	ons	CEZ Group		
	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	
Households	0	-	-4,322	-1%	0	-	-4,121	-5%	0	-	-8,443	-3%	
Commercial (low voltage) Commercial and industrial (medium and high	0	-	-1,711	-12%	0	-	-2,289	-1%	0	-	-4,000	-6%	
voltage)	-239	+32%	-6,411	+3%	-23	-	-2,373	-5%	7	-	-9,039	+1%	
Sold to end customers	-239	+32%	-12,444	-1%	-23	-	-8,783	-4%	7	-	-21,482	-2%	
Distribution of electricity to end customers	0	-	-16,884	+1%	0	-	-10,175	-3%	0	-	-27,059	-1%	

Q1 - Q2 2012	1 - Q2 2012Czech Republ		Pol	and	Other Central Europe		Bulg	Bulgaria		Romania		Albania		Eliminations		Group
	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-
Electricity procured	29,974	+4%	977	+3%	0	-	860	-40%	478	+37%	0	-	0	-	32,289	+2%
Generated in-house (gross) In-house and other consumption, including	33,191	+4%	1,122	+3%	0	-	930	-40%	484	+38%	0	-	0	-	35,727	+3%
pumping in pumped-storage plants	-3,217	+11%	-145	+3%	0	-	-70	-48%	-6	-	0	-	0	-	-3,438	+8%
Sold to end customers	-11,138	-3%	-112	+149%	-1,433	+19%	-5,298	+4%	-1,763	+6%	-1,745	-27%	7	-	-21,482	-2%
Sold in the wholesale market (net)	-17,543	+9%	-865	-4%	1,433	+19%	5,204	+17%	1,977	-4%	3,522	-0%	-7	-	-6,279	+10%
Sold in the wholesale market	-111,808	+10%	-1,027	-2%	-2,225	-11%	-1,035	-33%	-711	+6%	-1	-	2,768	-29%	-114,039	+10%
Purchased in the wholesale market	94,265	+10%	162	+12%	3,658	-1%	6,239	+4%	2,688	-2%	3,523	-0%	-2,775	-29%	107,760	+10%
Grid losses	-1,293	-1%	0	-	0	-	-766	-3%	-692	-6%	-1,777	+56%	0	-	-4,528	+14%

Electricity generation by source (GWh)

Q1 - Q2 2012	1 - Q2 2012 Czech Republic		Pola	and	Other Central Europe		Bulgaria		Romania		Albania		Eliminations		CEZ Group	
	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-
Nuclear	14,862	+0%	0	-	0	-	0	-	0	-	0	-	0	-	14,862	+0%
Coal and lignite	16,889	+8%	885	-8%	0	-	927	-41%	0	-	0	-	0	-	18,701	+3%
Water	1,143	+18%	3	+0%	0	-	0	-	29	-	0	-	0	-	1,175	+21%
Biomass	196	-2%	235	+91%	0	-	0	-	0	-	0	-	0	-	431	+33%
Solar	75	+3%	0	-	0	-	2	-	0	-	0	-	0	-	77	+5%
Wind	6	+20%	0	-	0	-	0	-	456	+30%	0	-	0	-	462	+30%
Natural gas	18	-	0	-	0	-	0	-	0	-	0	-	0	-	18	-
Total	33,190	+4%	1,123	+4%	0	-	929	-40%	485	+39%	0	-	0	-	35,727	+3%

#### Sales of electricity to end customers (GWh)

Q1 - Q2 2012	Czech Republic Pol		Pola	Poland Other Central Eur		al Europe Bulgaria		Romania		Albania		Eliminations		CEZ Group		
	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-	GWh	+/-
Households	-4,275	-2%	0	-	-47	-	-2,333	+4%	-825	+6%	-963	-27%	0	-	-8,443	-3%
Commercial (low voltage) Commercial and industrial (medium and high	-1,704	-13%	0	-	-7	-	-1,456	+1%	-466	-0%	-367	-11%	0	-	-4,000	-6%
voltage)	-5,159	-0%	-112	+149%	-1,379	+15%	-1,509	+8%	-472	+12%	-415	-38%	7	-	-9,039	+1%
Sold to end customers	-11,138	-3%	-112	+149%	-1,433	+19%	-5,298	+4%	-1,763	+6%	-1,745	-27%	7	-	-21,482	-2%
Distribution of electricity to end customers	-16,884	+1%	0	-	0	_	-4,829	+3%	-3,601	-2%	-1,745	-18%	0	-	-27,059	-1%