



# CONFERENCE CALL ON THE FINANCIAL RESULTS OF CEZ GROUP IN 2009

AUDITED CONSOLIDATED RESULTS PREPARED IN ACCORDANCE WITH THE  
PRINCIPLES OF INTERNATIONAL FINANCIAL REPORTING STANDARDS (IFRS)

**Prague, February 26, 2010**



## AGENDA

- **Financial highlights and key events in CEZ Group in 2009**  
Martin Novák, CFO
- **Financial results**  
Martin Novák, CFO
- **Trading position of CEZ Group**  
Alan Svoboda, Executive Director Sales Trading

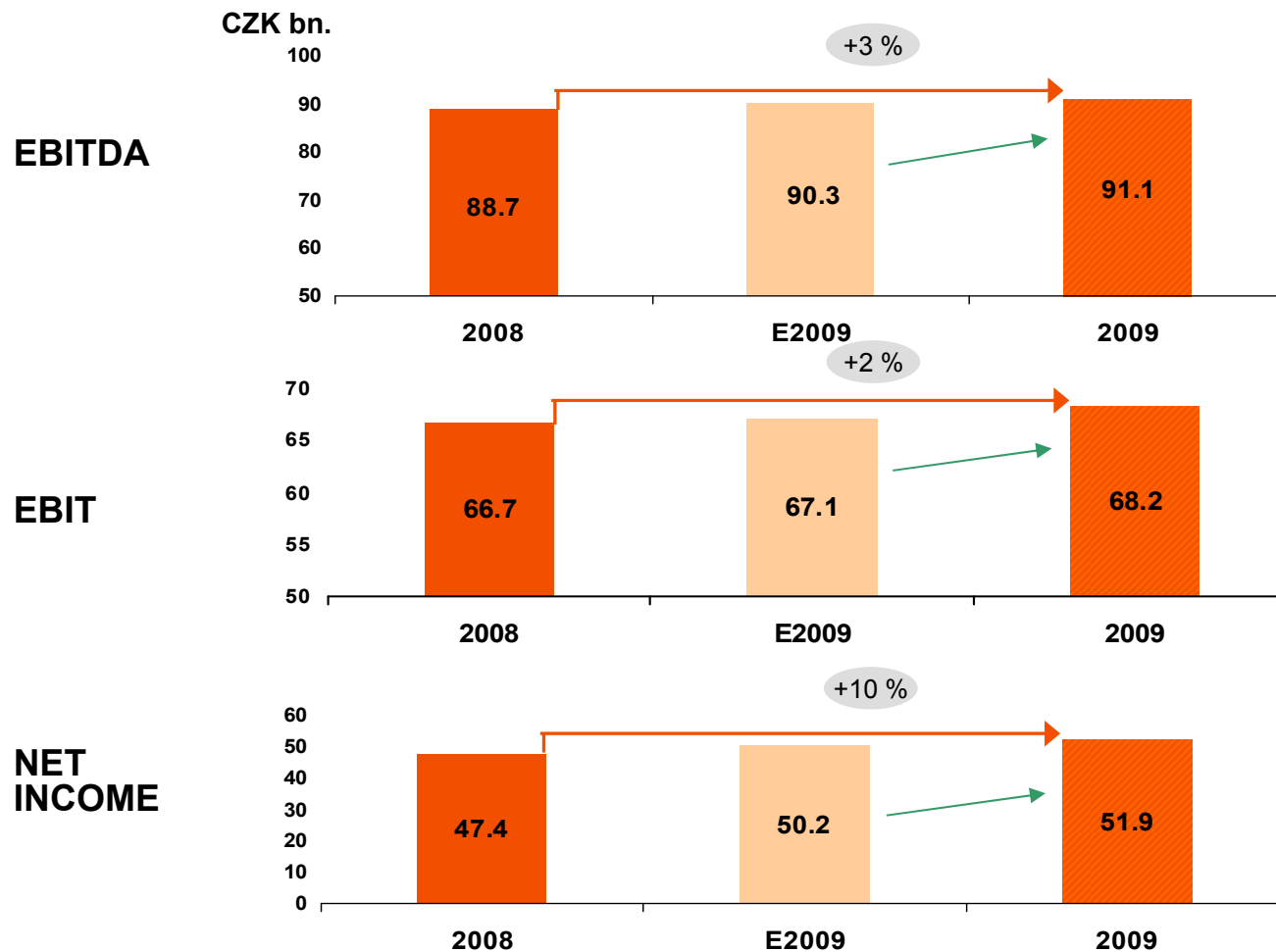


## KEY RESULTS IN 2009 AND GUIDANCE FOR 2010

- **Earnings before Interest, Taxes, Depreciation and Amortization (EBITDA)** increased by 3% y-o-y (by CZK 2.4 bn.) to CZK 91.1 bn
- **Earnings before Interest and Taxes (EBIT)** increased moderately by 2% y-o-y (by CZK 1.5 bn.) to CZK 68.2 bn.
- **Net income** increased by 10% y-o-y (by CZK 4.5 bn.) to CZK 51.9 bn.
- CEZ Group companies paid CZK 44.6 bn. to the state and its citizens in 2009 (dividends, taxes, social security contributions and health insurance, gifts)
- **Return on equity** increased from 27.0% to 27.6% y-o-y
- **Share price at BCPP and GPW** reached CZK 869.90 as of February 23, 2010
- **We expect 2010 EBITDA** to reach CZK 88.7 bn. (decrease by 3% vs. 2009), **net income is expected** to reach CZK 46.7 bn. (decrease by 10% vs. 2009)



# WE REACHED THE EXPECTED RESULTS IN OPERATING AND NET INCOME IN SPITE OF THE FINANCIAL CRISIS



## Positive measures and other effects...

- Maintenance optimisation and savings on other operating costs
- Successful electricity sales strategy and successful commodity trading
- Increase of production in nuclear resources of ČEZ Group
- Impact on new IFRS arrangements involving newly collected charges for participation on energy input and for connection to the network booked directly to revenues

## ...compensate for major negative effects at the operating income level,

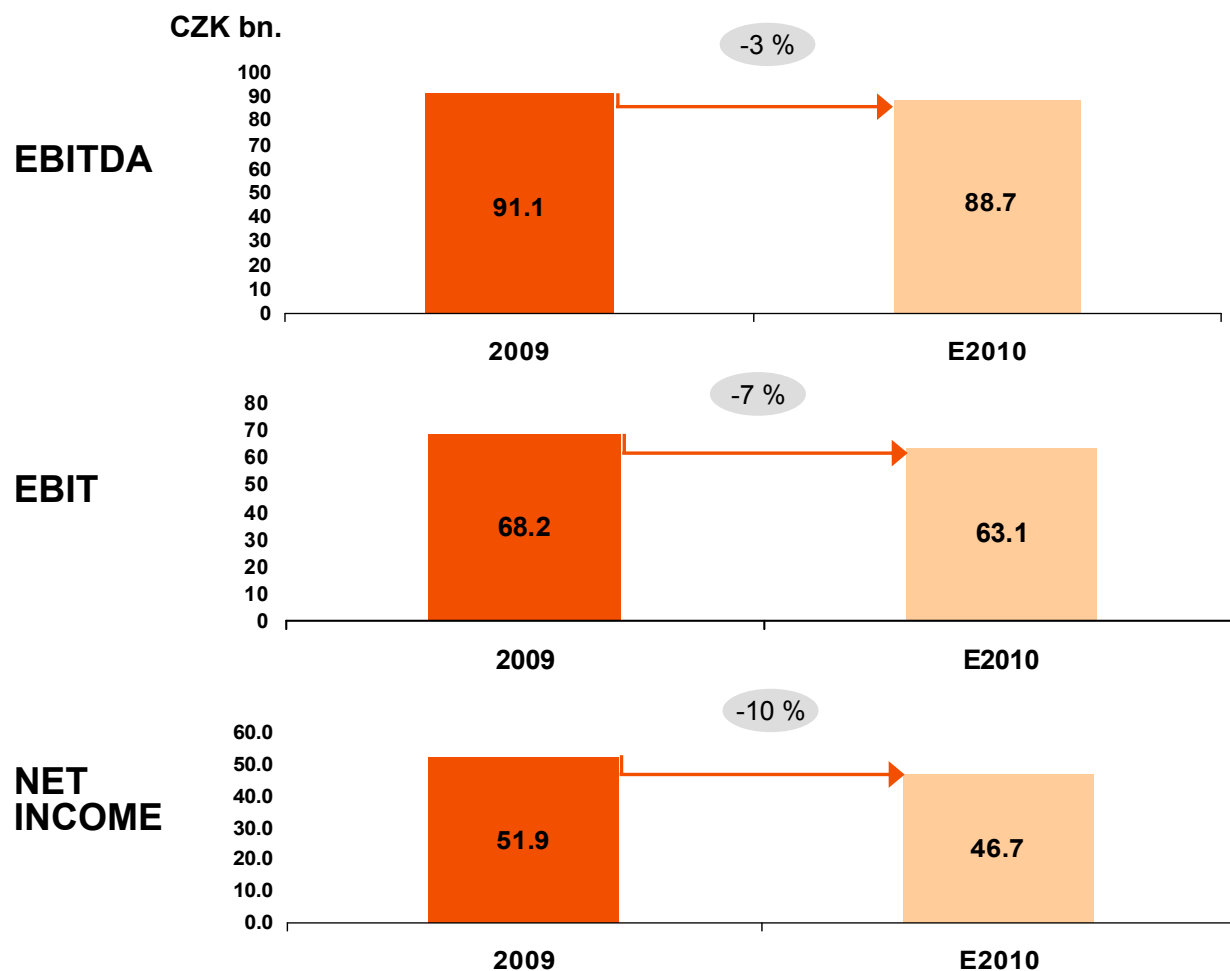
- Decrease of electricity prices on the market
- Decrease of demand for electricity

## ... in addition, net income also reflects

- Re-valuation of an option for the shares of MOL, influenced especially by the prices of MOL's shares



## EXPECTED FINANCIAL RESULTS IN 2010



### Key positive factors:

- Stabilization of demand for electricity
- Increase in the production of nuclear power plants based on the goals of the Safely 15 TERA ETE and Safely 16 TERA EDU projects
- Increase in permitted revenues in electricity distribution
- Further benefits from the “Efektivita” (Efficiency) programme focused on cost savings
- Commencement of production from wind power plants abroad

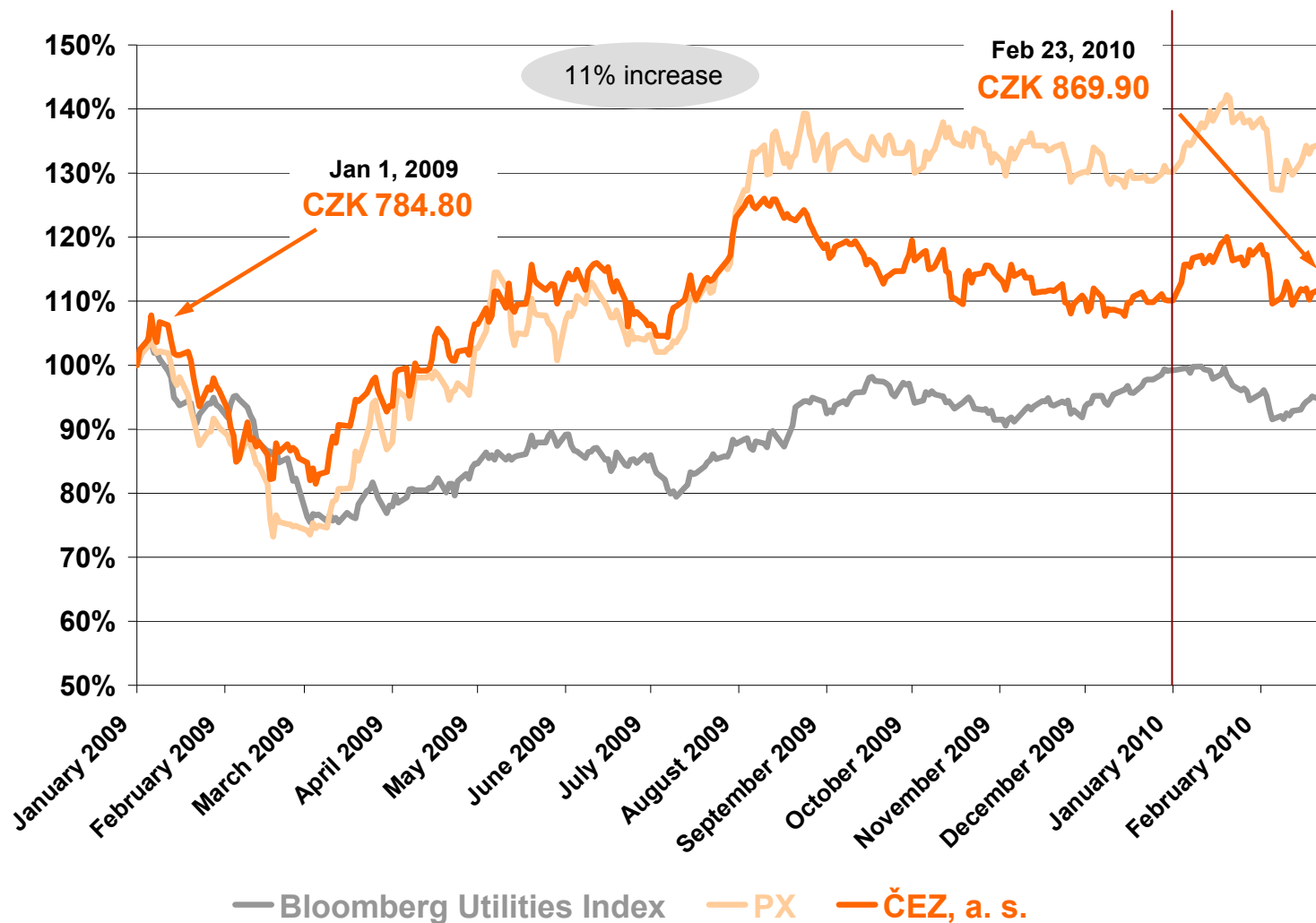
### Key negative factors:

- Declining realised wholesale electricity prices although a large portion of the volume is sold through forward contracts

The expected economic results correspond with production from photovoltaic power plants, included in the tariffs for electricity distribution in 2010 – 180GWh. Because of the dramatic increase of production from photovoltaic power plants by up to another 175GWh, there is a risk of a negative impact on the expected results amounting to CZK 1 - 2 bn. This impact will be compensated in the permitted revenues in the years to come.



# SHARE PRICE OF ČEZ, A. S. INCREASES FASTER THAN UTILITIES' AVERAGE, CLOSING AT CZK 869.90 AS OF FEBRUARY 23, 2010





# CEZ GROUP ACTIVELY RESPONDS TO THE ECONOMIC CRISIS AND VARYING CONDITIONS OF THE BUSINESS ENVIRONMENT

## MAIN ACTIVITIES

- New strategic focus on Innovation – use of new technology in the power industry
  - In mid-2009, CEZ Group introduced its FUTUR/E/MOTION initiative
- Development of business activities
  - CEZ Group successfully entered the Czech gas market for end users
- Strengthening on the heat market
  - Synergies in electricity production
  - Strong environmental aspect (combined heat and power generation increases efficiency)
  - Heat supply solution in areas where CEZ Group deals with the future of the sites of existing power plants and projects (Mělník, Ústí nad Labem)
- Strong focus on the operation of internal processes and procedures – deepening the strategic project Efektivita





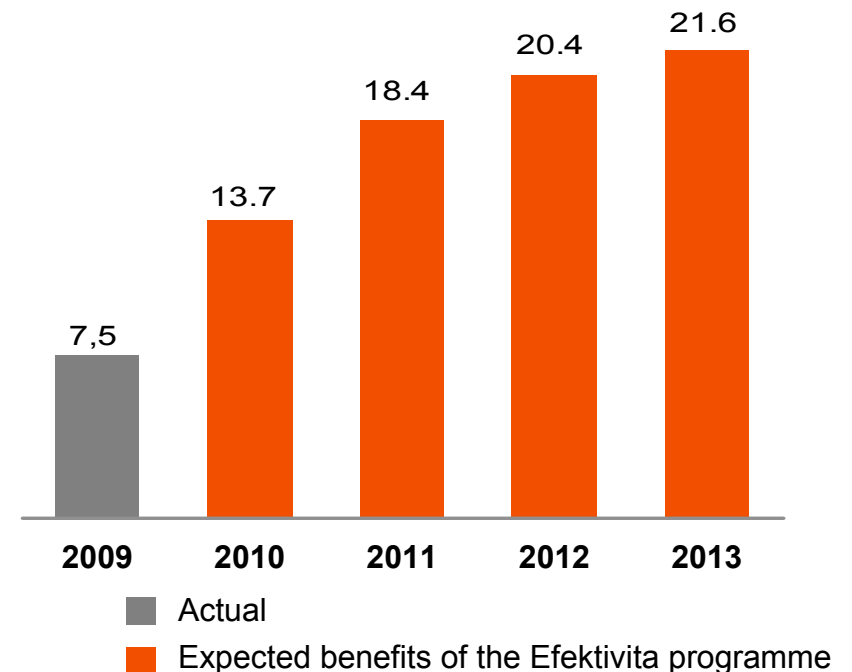
# THE EFEKTIVITA PROGRAMME, FOCUSED ON IMPROVING OUR INTERNAL PERFORMANCE, DELIVERED A CONTRIBUTION IN EBITDA OF CZK 7.5 BN. IN SPITE OF THE ECONOMIC CRISIS

## Efektivita programme in 2009

### Summary of key results

- **ICT transformation**
  - outsourcing of end devices, other components prepared
  - internal optimization of the provider after merger
- **Streamlined company**
  - reduction of workforce and overhead costs in the headquarters
  - transformation of accounting services prepared and launched
- **Best practice in distribution**
  - change from regional to process management in ČEZ Distribuční služby
- **Integration of foreign ownership interests**
  - Bulgaria: more efficient distribution processes – pilot and spread of the start from home concept, centralization of control services
  - Romania: optimized distribution company - measurement process outsourcing, automated remote reading process
  - Poland: key steps for streamlining Skawina finished
- **Safely 15 TERA ETE** - record-high level of production, over 13TWh
- **Safely 16 TERA EDU**
  - increase in the capacity of all units to 456MWe and shorter shutdown times
- Launch of the project of **extension of lifetime of Dukovany NPP (LTO)**

### Increase of EBITDA vs. baseline in 2006 (CZK bn.)



The Efektivita programme, focused on improving our internal performance, brings the results in line with the long-term plan





# IN AN EFFORT TO MITIGATE THE IMPACTS OF THE ECONOMIC CRISIS ON ITS CUSTOMERS, CEZ GROUP INTRODUCED AN ANTI-CRISIS INITIATIVE IN FEBRUARY 2009

## **CEZ GROUP'S ANTI-CRISIS ACTIVITIES**

- Postponed maturity of advance on electricity (validity March 1, 2009 - December 31, 2009)
  - For our business customers we prepared the possibility to postpone monthly advances to release their cash flow by 30 days
  - During the whole campaign, 3,393 businesses asked for postponed maturity
- Insurance of payment of electricity advances (validity March 1, 2009 - December 31, 2009)
  - The support was intended for all of our household customers
  - For our customers we arranged a free insurance of electricity payments in case of loss of job, which covers their electricity expenses for 3 months in case of an insured event
  - 25,000 customers of CEZ Group, who found themselves in a dire situation, drew indemnity of 120 million CZK

## **ACTIVITY FLOODS 2009**

- On 1 July 2009 we offered our customers "help for floods":
  - our affected customers were forgiven 3 monthly advances, totaling CZK 7.6 mil.
  - the offer was made to all customers of ČEZ Prodej regardless of their area of distribution
  - we provided help to all who met the eligibility conditions of the flood tariff



# CEZ ALSO CONTINUES IN MASSIVE INVESTMENTS IN THE CZECH REPUBLIC

## PLANT PORTFOLIO RENEWAL PROJECTS ALSO CONTINUE

### Complex renewal of the Tušimice II power plant

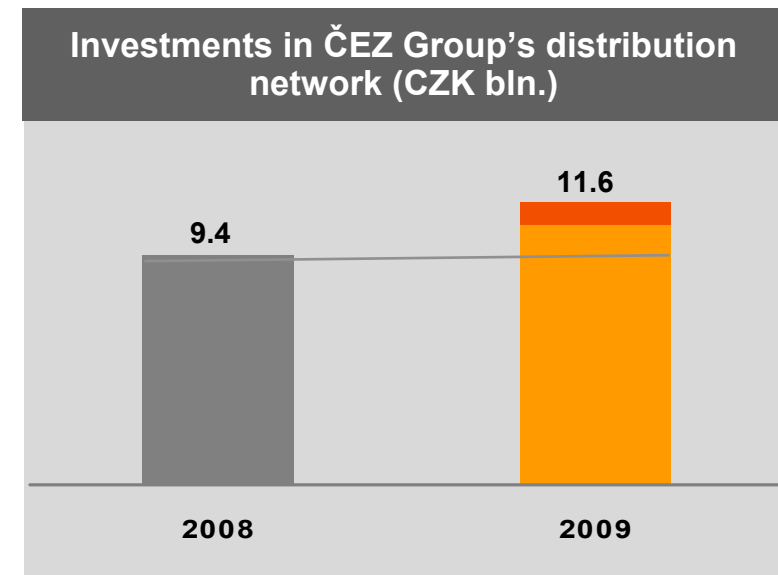
- Units 23 and 24, modernized in the first stage of the complex renewal, are in operation and achieve very good environmental results and high efficiency (in January also with heat supply at 43%)
- Operation is being stabilized in terms of reliability and higher availability
- The second stage includes disassembly of the existing equipment of units 21 and 22, and is slightly ahead of time
- The mounting of new equipment and operation renewal will follow (August 2011)

### Construction of a new unit in the Ledvice power plant

- Within the construction of the new unit in ELE, the condenser components are currently being welded and the bench for the turbine is being prepared
- The finished boiler room foundation is handed over, places for embedding steel columns are being prepared; the first columns are already in Hamburg = beginning of assembly of the boiler's steel structure
- The boarding for installing the cooling tower is being prepared and the steel structure for the coolant pumping station is being built
- Both supporting towers of the boiler room already include functional lifts; steel footbridges are now being mounted and cabling installed
- A lookout is being finished on the right tower

## RECORD-HIGH INVESTMENTS IN CEZ GROUP'S DISTRIBUTION SYSTEM - CZK 11.6 BN.

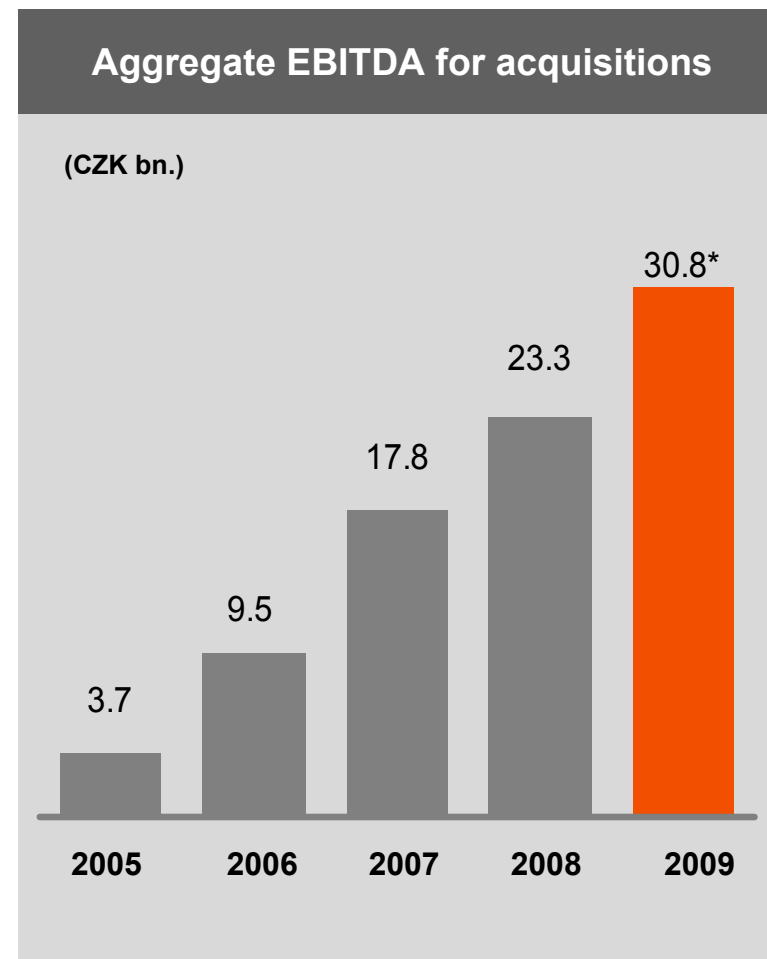
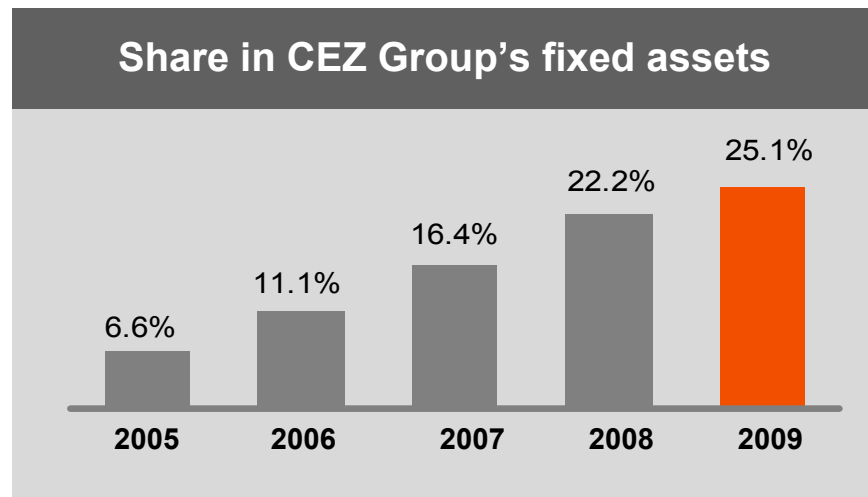
- CZK 10.5 bn. in construction and reconstruction, CZK 1.1 bn. in repairs
- The company increased the planned CZK 10.7 bn. for 2009 by another CZK 900 mil. during the year
- Compared to 2008, there was an increase by almost CZK 2.3 bn.
- Thanks to billions of investments in the renewal and strengthening of the distribution network, we provided jobs for up to 20,000 people





## THE IMPORTANCE OF THE INTERNATIONAL PORTFOLIO IS GROWING EVERY YEAR THANKS TO NEW ACQUISITIONS AND PERFORMANCE INCREASES

- The number of CEZ Group's foreign companies grew by two-thirds to 65 in 2009
- CEZ Group's revenues abroad reached about CZK 60 bn., after translation from national currencies, i.e. almost CZK 24 bn. more year-on-year
- In 2009, the share of CEZ Group's fixed assets increased to 25.1%, compared to 22.2% two years ago
- The 2009 results show that the positive development trend continues



\*/ including new acquisitions of MIBRAG, OSSh Albania, SEDAS, AKENERJI GROUP; financial results for the whole 2009 translated based on the share of ČEZ, OSSh Albania – net of re-valuation of stock and receivables generated before the acquisition to a real value.



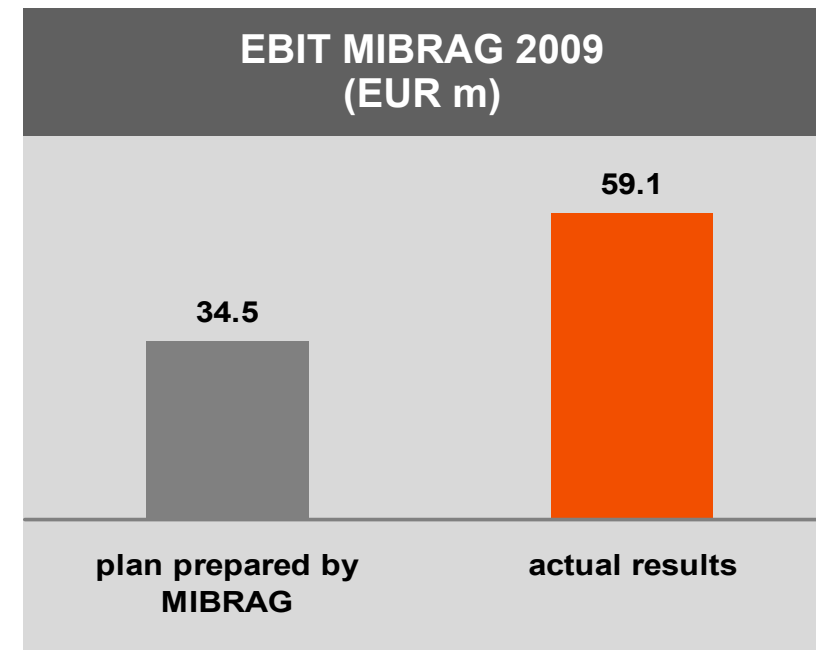
## MIBRAG EXCEEDS EXPECTATIONS



- In 2009, the company sold over 1 m ton of coal more than planned
- The company's earnings before interest and taxes (EBIT) outperformed by over 70% the company's original plan, in spite of the complicated situation on the electricity market
- CEZ Group, in consortium with J&T Group, owns a 100% stake in the German lignite mining company and power utility MIBRAG

### Selected measures taken by the new owners to increase efficiency

- Optimization of power plant operation
- Reduction of costs of emission allowances
- Increase in the share of burnt waste-treatment sludge
- Launch of coal supply for Stadtwerke Chemnitz; additional volume 1.2 m tons annually, from 1/1/2010
- Sales campaign for coal dust, finding new sales channels
- Successful combustion tests in several potential customers



Actual results prepared under German accounting standards, compared with the official plan prepared by MIBRAG before acquisition



## PREPARATION OF CONSTRUCTION OF STEAM-GAS POWER PLANTS TOGETHER WITH MOL CONTINUES

- Both heating plants were incorporated in a joint venture in which ČEZ and MOL each holds a 50% share
  - In the Slovak refinery at 1 December 2009
  - In the Hungarian refinery at 1 April 2009
- Detailed timetables for the completion of both sources
  - Százhalombatta (Hungary) – planned commissioning 12/2013
  - Slovnaft, Bratislava (Slovakia) – planned commissioning at the end of 2014
- A tender for the supply of EPC is underway
  - The contract will include designing and engineering work, supply of technology and construction of the power plant (turnkey project)
  - Binding bids were submitted by 3 entities by end of January
  - The bids are currently under evaluation
  - The contract is expected to be signed by the end of 2010





# THROUGH AKENERJI AND SEDAS, ČEZ SUCCESSFULLY DEVELOPS ITS ACTIVITIES IN TURKEY

## AKENERJI

### Generation in 2009

- Just like its Turkish partner Akkök Group, ČEZ holds a 37.4% in Akenerji
- Electricity production reached 2.1TWh in 2009
- The share on the Turkish production market is 2%
- Among independent producers, it is among the market leaders, with a 12% share
- In 9/2009, the wind farm Ayyildiz was put in operation (5x3MW)
- The installed capacity of Akenerji at December 31, 2009 was 372.6MW

### Construction of new units

- Development of the project of 900MW CCGT in Hatay (commissioning expected in 2013; EPC contract planned for 7/2010)
- Between 2010 – 2011, we plan to launch another more than 300MW, mostly involving projects with renewable resources

Project	Installed capacity (MW)
Uluabat	100
Akocak	81
Burc	28
Bulam	7
Feke 1	30
Feke 2	70

## SEDAŞ

### Distribution in 2009

- CEZ Group holds a 50% share in Sedaş through AkCez
- In 2009, electricity sales reached 8.4TWh, which constitutes 6% of total electricity consumption in Turkey
- Customer base 1.3 m – i.e. 4.3% of all Turkish customers
- 7th biggest distribution company in Turkey
- The SEDAS region in Turkey is a highly industrialized region - industrial clients account for almost 55% of consumption

### Corporate re-structuring

- In the field of distribution, the change of organization from regional to process-oriented has begun
- Customer care is under re-organization (change of structure of customer centres, central customer line, outsourcing of cash collection, centralization of billing and receivables)
- Individual teams are built in the field of electricity trading (marketing, middle office, electricity purchase, individual sales) - in 2010, they will start operating under the leadership of Akenerji's sales team
- Optimization of other activities (quality management, risk management, internal audit, ICT etc.)

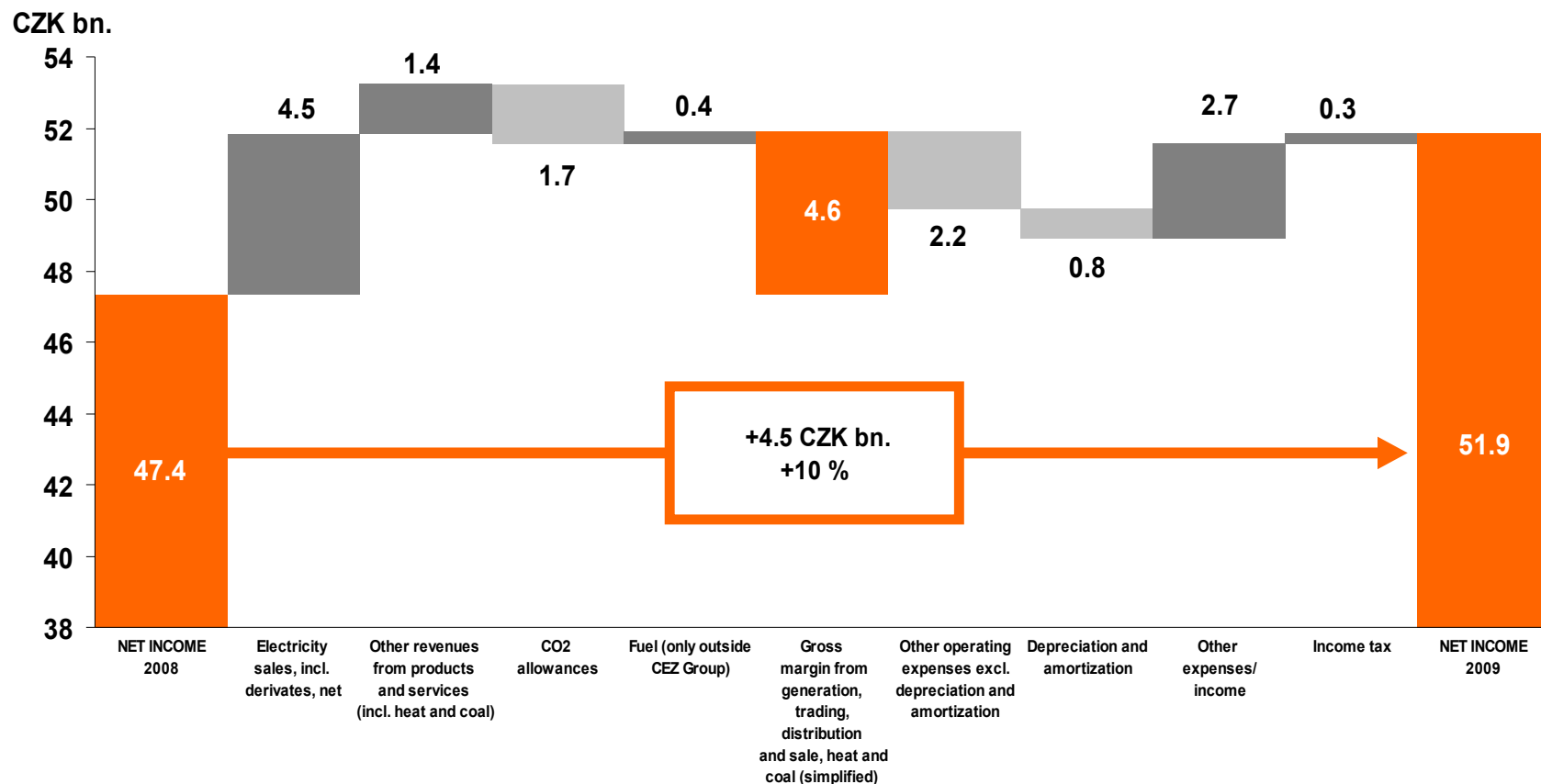


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# NET INCOME INCREASED BY CZK 4.5 BN. Y-O-Y



## Key factors

- Realization of electricity sales that were contracted already in 2008 for prices before the fall of commodity exchanges due to financial crisis
- Decline in electricity consumption in the Czech Republic and abroad has a negative impact
- Continued cost control and benefits of "Efektivita" program
- Consistent optimization of production during price movements

## Other influences

- Methodological change of IFRS - collected charges for participations on energy input and for connections to the network are booked directly to revenues (CZK +1.5 bn.)
- Growing prices of shares of the Hungarian MOL have a positive effect on other income (expenses) of CZK 1.8 bn
- Lower gross margin due to the levelling of the methodology for calculating unbilled electricity (in 2008, positive effect of CZK 2.4 bn.)





## GROSS MARGIN FROM GENERATION, TRADING, SUPPLY AND DISTRIBUTION INCREASED BY 4% TO CZK 133 BN. Y-O-Y

(in CZK millions)	2008	2009	Change 09-08	Index 09/08
Electricity sales and services	165,317	173,494	4,477	104%
Electricity, gas and coal derivative trading, netto	4,095	6,894		
Purchased power and related services	-41,671	-48,169		
Heat sales and other revenues	14,546	15,965	1,418	110%
Fuel	-16,176	-15,805	370	98%
CO2 allowances	1,998	305	-1,694	15%
<b>Gross margin (simplified)</b>	<b>128,110</b>	<b>132,682</b>	<b>4,572</b>	<b>104%</b>
<b>Operating revenues</b>	<b>183,958</b>	<b>196,352</b>	<b>12,394</b>	<b>107%</b>
<b>Variable operating costs</b>	<b>-55,848</b>	<b>-63,670</b>	<b>-7,822</b>	<b>114%</b>

### Main changes

- Year-on-year, there was an increase in revenues from electricity sales by way of sales of own production one year and more in advance; the company is therefore secured against unexpected price fluctuations. Electricity trading also contributed to the successful development, as it generated a higher margin thanks to increased dynamism (difference between purchase and selling prices). Foreign investments contributed to the year-on-year increase of gross margin because of the new acquisition of the Albanian distribution company OSSh and improved results of the Varna power plant as well as Polish power plants. Year-on-year, the revenues from unbilled electricity were CZK 2.4 bn. lower (levelling of the methodology for calculating unbilled electricity in 2008). The decline in supplies for wholesale customers was also negative.
- The increase in other revenues is caused by the positive effect of IFRS adjustments for newly collected charges for participations on energy input and for connections to the network booked directly to revenues of CZK 1.5 bn. The revenues from the sales of heat are the same year-on-year.
- The decline in fuel costs is especially caused by lower production in foreign coal-fired plants year-on-year, where production is also optimized in light of the low electricity prices. Thanks to the optimization of production in the Varna power plant (year-on-year production decrease by 38%), in Skawina (by 23%) and Elcho (by 18%), the fuel costs abroad went down by CZK 1.5 bn. In spite of declining production in coal-fired plants, in the Czech Republic there was an increase in the costs of fuel from non-CEZ Group suppliers, because its prices depend on electricity prices in the previous year, which reached their peak in 2008.
- The declining profit from emission allowances was caused by an extraordinary profit in 2008 (from successful implementation of the JI/CDM programme); the generated profit in 2009 from emission allowances trading was also affected by the impacts of the medium-term hedging strategy of buying emission allowances for production in 2013.



## OPERATING COSTS IN CEZ GROUP GREW 6% Y-O-Y

(in CZK millions)	2008	2009	Change 09-08	Index 09/08
<b>SUM of selected operating costs</b>	<b>-39,409</b>	<b>-41,607</b>	<b>-2,198</b>	<b>106%</b>
Salaries and wages	-16,956	-18,116	-1,160	107%
<b>Other selected operating costs</b>	<b>-22,453</b>	<b>-23,491</b>	<b>-1,037</b>	<b>105%</b>
Repairs and maintenance	-5,597	-6,043	-446	108%
Material and supplies	-4,589	-5,272	-682	115%
Others	-12,267	-12,176	91	99%
<b>EBITDA</b>	<b>88,701</b>	<b>91,075</b>	<b>2,374</b>	<b>103%</b>
Depreciation and Amortization	-22,047	-22,876	-829	104%

- For 2010, a zero increase of wages was agreed during collective negotiations; it would be compensated by enhanced benefits in the following years, relating primarily to workforce retirements. That is why the reserve for employee benefits was increased. The increase of personnel costs also influenced a year-on-year growth of wages arising from the collective agreement and the incorporation of a new acquisition in Albania in the Group's results.
- The higher costs of repair and maintenance are caused by a larger volume of shutdowns and repairs in the power plants operated by ČEZ, a. s., year-on-year.
- The growing material costs year-on-year are related to higher investments in 2009.
- The Group's higher investments in 2009 increase activations in the Group and positively influence the Others category (by CZK 2.9 bn); an increase in the costs of new production contracts, creation of provisions and consultancy costs, insurance and other services have an opposite effect.
- The higher investments in 2009 and the incorporation of a new Albanian distribution company in the Group increase depreciation.



## OTHER EXPENSES AND INCOME IMPROVED BY CZK 2.7 BN. Y-O-Y

(in CZK millions)	2008	2009	Change 09-08	Index 09/08
<b>Other expenses and income</b>	<b>-5,938</b>	<b>-3,253</b>	<b>2,685</b>	<b>55%</b>
Interest on debt, net of capitalized interest	-3,103	-3,303	-200	106%
Interest on nuclear and other provisions	-2,056	-2,174	-118	106%
Interest income	1,843	2,499	656	136%
FX profit / loss and financial derivatives	-3,996	-569	3,427	14%
Gain/Loss on sale of subsidiary/associate	333	-2	-335	x
Goodwill impairment	14	-3,263	-3,277	x
Income from associates	12	2,997	2,985	> 500%
Others	1,016	563	-453	55%
<b>Profit before taxes</b>	<b>60,716</b>	<b>64,946</b>	<b>4,230</b>	<b>107%</b>
Income tax	-13,365	-13,091	274	98%
<b>Net Income</b>	<b>47,351</b>	<b>51,855</b>	<b>4,504</b>	<b>110%</b>

- In spite of higher financing needs, interest costs are still well-controlled; on the other hand efficient usage of financial sources increased interest income
- Financial derivatives are positively influenced by growing share prices of the Hungarian company MOL (share value increased from the beginning of 2009 by HUF 7,130 per share)
- In 2008, the company I & C Energo was sold, which increased profits from the sales of subsidiaries
- When testing the goodwill of Polish subsidiaries, there was write-off of CZK 3.3 bn. This value approximately matches the performance of Polish subsidiaries before the goodwill testing, when the Polish subsidiaries were part of the Group.
- The revenues from securities in equivalence were positively influenced by the revenues from dilution (write-off) of the negative goodwill of MIBRAG
- The declining revenues in the Other category is influenced by smaller allocations of free money to short-term securities (in 2009, a form of deposits with a positive effect on the Revenue Interest category was used more)



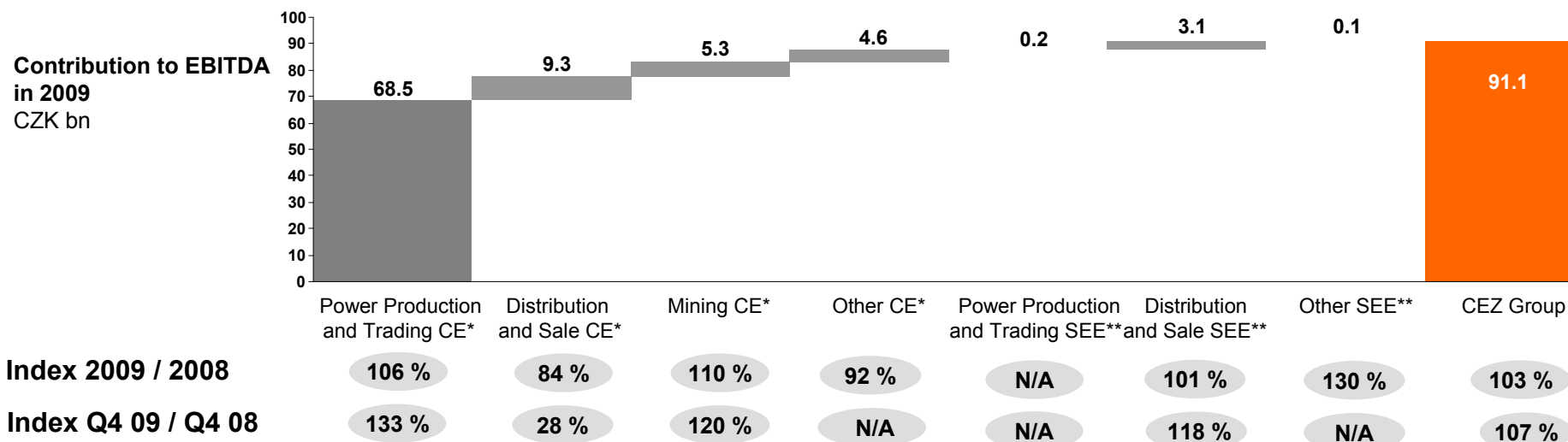
## DEVELOPMENT IN Q4 2009

(in CZK millions)	10 - 12 / 2008	10 - 12 / 2009	Change 09-08	Index 09/08
<b>Operating revenues</b>	<b>51,094</b>	<b>55,536</b>	<b>4,442</b>	<b>109%</b>
<b>Variable operating costs</b>	<b>-18,441</b>	<b>-20,105</b>	<b>-1,664</b>	<b>109%</b>
<b>Gross margin (simplified)</b>	<b>32,654</b>	<b>35,431</b>	<b>2,778</b>	<b>109%</b>
<b>SUM of selected operating costs</b>	<b>-13,887</b>	<b>-15,365</b>	<b>-1,478</b>	<b>111%</b>
Salaries and wages	-5,451	-6,063	-613	111%
<b>Other selected operating costs</b>	<b>-8,436</b>	<b>-9,301</b>	<b>-865</b>	<b>110%</b>
Repairs and maintenance	-2,557	-2,254	304	88%
Material and supplies	-1,253	-1,988	-735	159%
Others	-4,625	-5,059	-434	109%
<b>EBITDA</b>	<b>18,767</b>	<b>20,066</b>	<b>1,299</b>	<b>107%</b>
<b>Depreciation and Amortization</b>	<b>-6,429</b>	<b>-6,355</b>	<b>74</b>	<b>99%</b>
<b>Other expenses and income</b>	<b>-4,175</b>	<b>-3,675</b>	<b>500</b>	<b>88%</b>
<b>Profit before taxes</b>	<b>8,163</b>	<b>10,036</b>	<b>1,873</b>	<b>123%</b>
Income tax	-2,279	-2,366	-86	104%
<b>Net Income</b>	<b>5,884</b>	<b>7,670</b>	<b>1,787</b>	<b>130%</b>

- The gross margin is positively influenced by electricity sales for 2009, which took place mostly in 2008 at a time of maximum prices and a higher gross margin from abroad, thanks to a year-on-year increase in Varna and Romanian distribution, but also by incorporating the newly acquired Albanian distribution company. Conversely, the gross margin in distribution and sales in Central Europe declined in Q4 by CZK 3 bn, especially because of the one-off levelling of the methodology for stating unbilled electricity in 2008.
- The year-on-year increase of personnel costs is caused especially by changes in collective agreements and the subsequent increase of reserves on employee benefits, year-on-year increase of wages in line with valid collective agreements and incorporation of a new Albanian acquisition in the Group's results. On the other hand, the change of methodology for stating contingencies for rewards and bonuses in ČEZ, a. s. changed the distribution of costs during the year and positively influenced the last quarter of 2009.
- The lower costs of repairs and maintenance, especially in power plants operated by ČEZ, a. s., are related to the repair plan and cost-saving measures in Q4 2009.
- The year-on-year growth of material costs is related to higher investments in 2009.
- The year-on-year increase of the Other category is caused by the increased costs of new generation contracts, while the creation of reserves and adjustments and other overhead costs result in higher investments in the Group in 2009, which increase activations in the Group and have a positive effect on this category.
- Other income/expenses are positively influenced by the growing share prices of the Hungarian company MOL, revenues from bank guarantees and depreciation of Mibrag's negative goodwill. On the other hand, they are reduced especially by changes in derivatives and the company's results in equivalence.



# SEGMENTAL CONTRIBUTIONS TO EBITDA



- **Power Production and Trading CE\***: Y-o-y increase of EBITDA by CZK 3.6 bn., thanks to price hedging, consistent generation optimization and successful business strategy.
- **Distribution and Sale CE\***: EBITDA of distribution and segment declined year-on-year by 16%, especially because of the levelling of the methodology for calculating unbilled electricity in 2008 (by CZK 2.4 bn.). Another negative aspect was a loss (CZK 0.8 bn.) from the returned part of the contracted electricity volume for 2010, which was re-stated in ČEZ, a. s. In total, operations in the Group are neutral. A methodological change of IFRS has a positive effect (change for newly collected charges from participations on energy input and for connections to the network booked directly to revenues CZK +1.0 bn.).
- **Mining CE\***: EBITDA of Severočeské doly is higher year-on-year by 10%, which was caused by higher revenues from coal for both ČEZ's thermal plants and other customers.
- **Other CE\***: EBITDA declined year-on-year by CZK 0.4 bn. (by 8%)
- **Power Production and Trading SEE\*\***: The Varna power plant shows a year-on-year improvement in EBITDA by CZK 0.5 bn. thanks to generation optimization, which was 38% lower year-on-year because of low prices in 2009. Conversely, the operating costs related to the construction of a wind park in Romania were a negative aspect.
- **Distribution and Sale SEE\*\***: EBITDA shows a year-on-year growth of 1%. By acquiring the distribution company OSSh, the segment expanded by a new country – Albania, which reported a loss of CZK 0.4 bn. in 2009. At the end of the year, transformation initiatives were launched and will be reflected in the 2010 results (reducing grid losses and reducing receivables). The companies in Romania, Bulgaria and Albania distributed in total 20.0TWh of electricity to end customers, i.e. 17% more year-on-year. The sales to end customers amounted to 16.2TWh, i.e. 37% more than in 2008. A methodological change in IFRS had a positive effect (change of billing of connection charges) in Romania – CZK 0.2 bn – and in Bulgaria – also CZK 0.2 bn.

\* CE = Central Europe (Czech Republic, Slovakia, Poland, Hungary, Netherlands, Germany, Ireland)

\*\*SEE = Southeastern Europe (Turkey, Bulgaria, Romania, Kosovo, Serbia, Albania, Russia, Bosnia and Herzegovina, Ukraine)

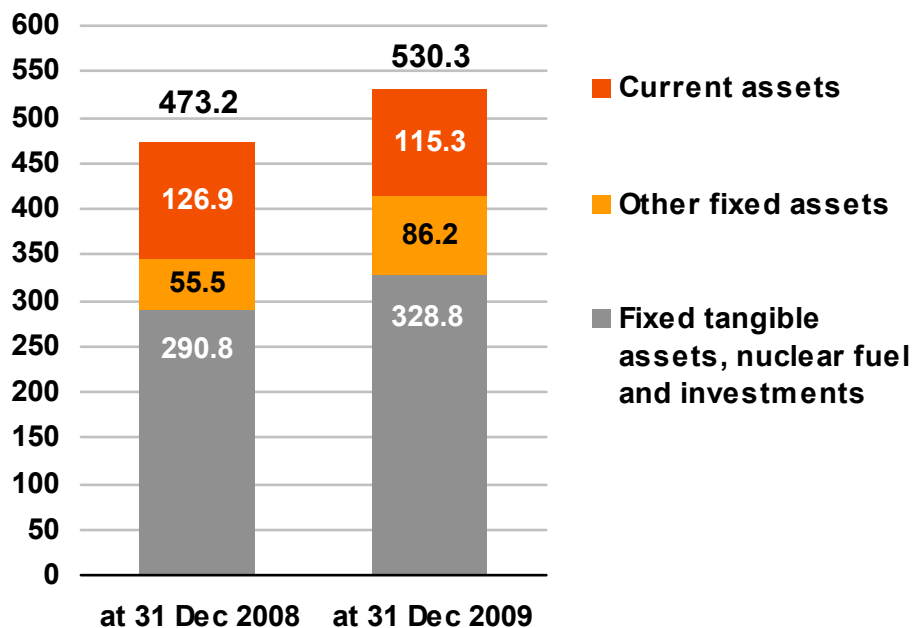


# BALANCE SHEET OVERVIEW

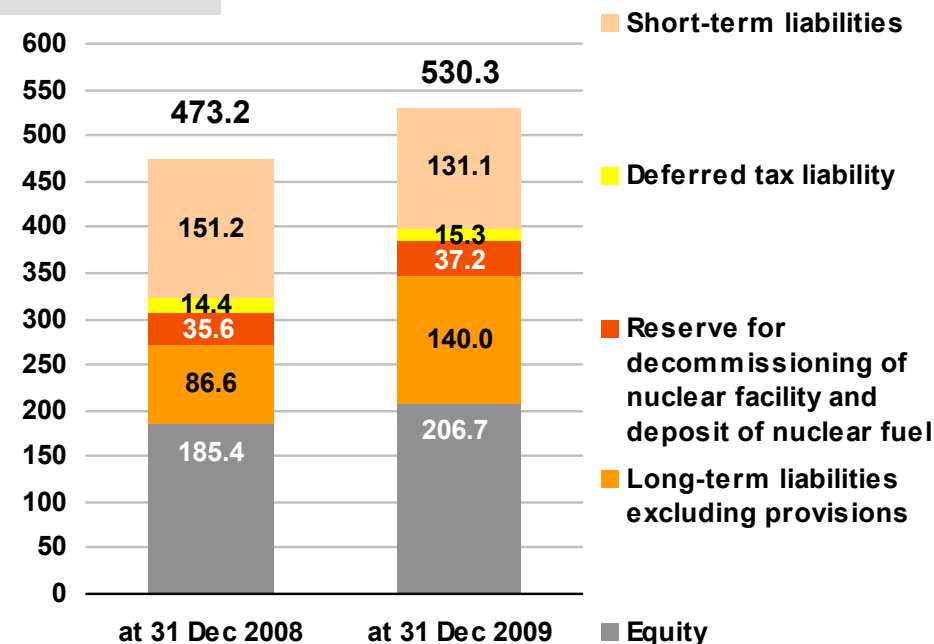
## ASSETS CZK bn.

### Balance of current assets and short-term liabilities

In total, the balance grows by CZK 8.9 bn. from CZK -24.6 bn. to CZK -15.8 bn. because of the growth of provided short-term loans relating to the funding of the MIBRAG acquisition, a decline of short-term loans and a decline of trade payables



## EQUITY AND LIABILITIES CZK bn.



### Fixed assets

- Increase of fixed tangible assets in 2009 due to growing investments
- Increase of other fixed assets due to financial investments in 2009

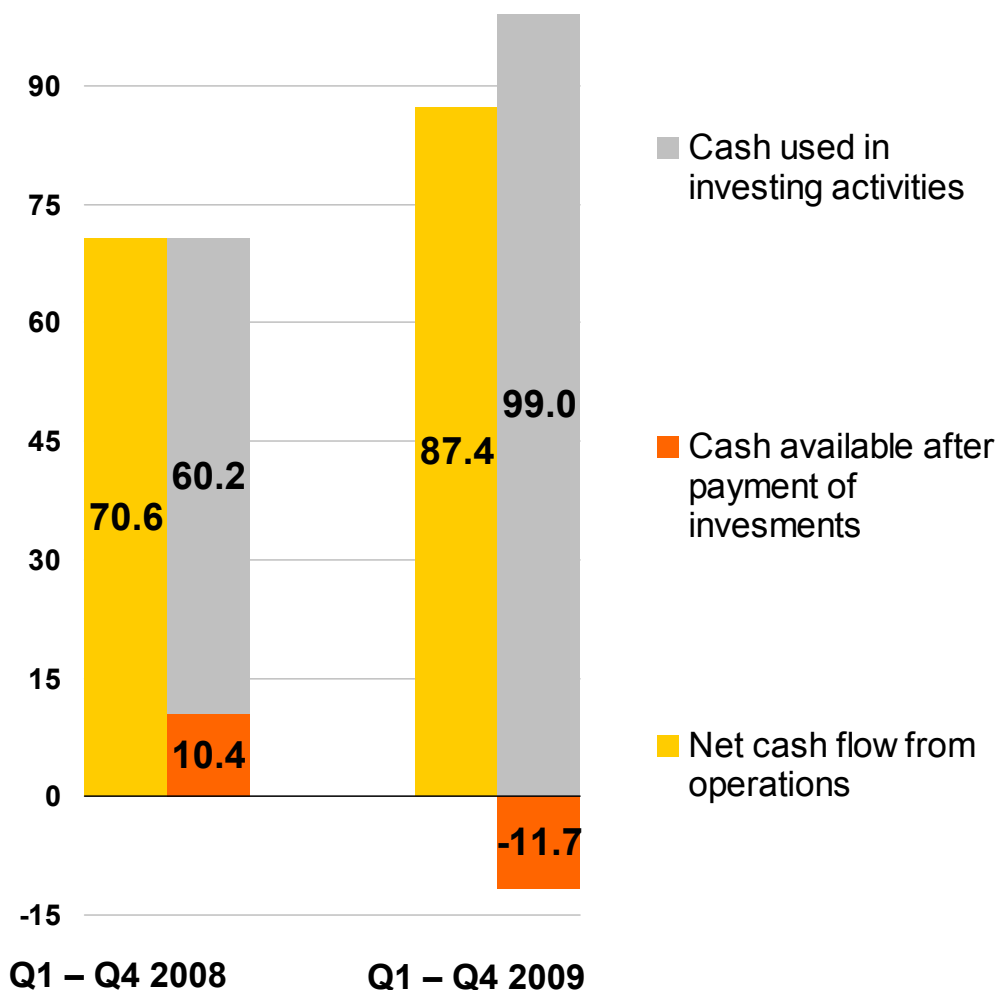
### Long-term liabilities and equity

- In total, equity grows by CZK 21.3 bn. Net income generated in 2009 (CZK 51.9 bn.) is reduced by the paid dividends of CZK 26.6 bn.
- The issued bonds and long-term loans increase long-term liabilities by CZK 53.4 bn.



## CASH FLOW – SELECTED ITEMS

CZK bn.



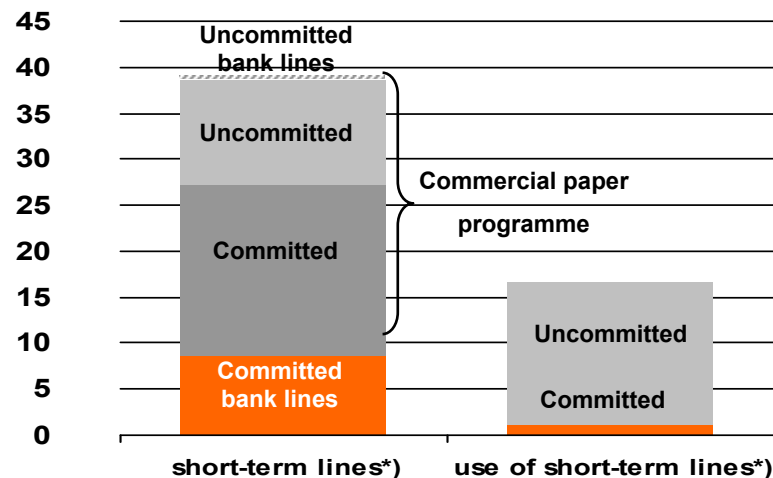
- In 2009, net cash flow from operations grew by CZK 16.8 bn. Profit before tax after adjustment for non-cash operations grows year-on-year by CZK 10.6 bn., which is positively influenced mainly by a change in working capital by CZK 6.3 bn. (mainly due to decrease in receivables from PXE trades due to declining market value and continuous margining at PXE).
- Cash flow used in investing activities increased year-on-year by CZK 38.8 bn., mainly due to higher financial investments (new acquisitions) by CZK 24.7 bn. and higher investments in fixed assets by CZK 24.6 bn. On the other hand, loans decreased by CZK 8.6 bn. Other cash flow used in investing activities declined year-on-year by CZK 1.9 bn., of which incomes from asset sales increased by CZK 1.7 bn.
- Cash available after payment of investments is CZK 22.1 bn. lower year-on-year.



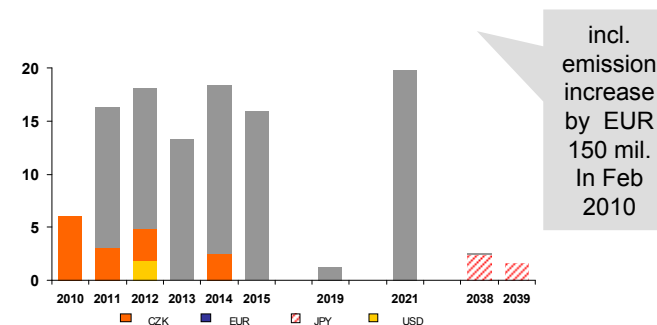
## ČEZ MAINTAINS A STRONG LIQUIDITY POSITION, A SIGNIFICANT PORTION OF COMMITTED LINES ARE HELD AS RESERVES

- CZK 25 bn. of unused committed lines
  - CZK 32 bn. of cash and cash equivalents
  - Mostly uncommitted lines in the commercial paper programme were used
  - Committed lines were maintained as a reserve to cover unexpected financial needs
- 
- Average maturity of bonds grew by 1 year to 6.1 years
  - One-year loan contract “MOL” (EUR 550 mil.) successfully re-financed under better conditions through five private placement emissions (EUR 473 mil.) and one loan contract (EUR 75 mil.) with an average maturity of 3 years

Utilization of lines (December 31, 2009, CZK bn.)



Bond maturity profile (CZK bn.)







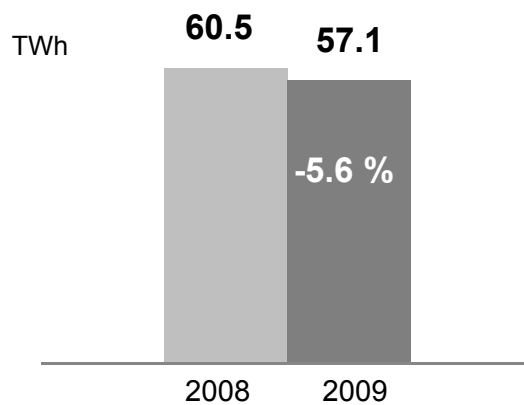
## AGENDA

- **Financial highlights and key events in CEZ Group, Q1 – Q4 2009**  
Martin Novák, CFO
- **Financial results**  
Martin Novák, CFO
- **Trading position of CEZ Group**  
Alan Svoboda, Executive Director Sales Trading

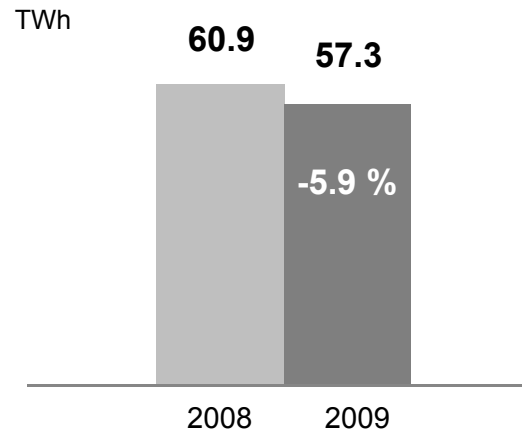


# ELECTRICITY CONSUMPTION IN THE CZECH REPUBLIC STARTED GROWING YEAR-ON-YEAR AGAIN

## Electricity consumption in CZ

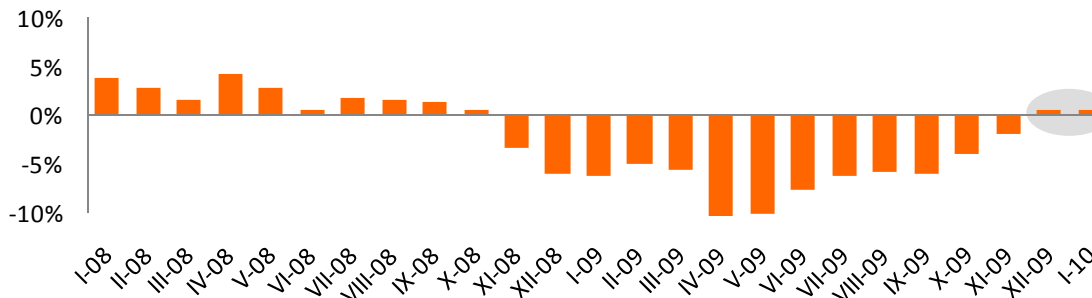


## Electricity consumption in CZ (temperature adjusted)\*



- Consumption in individual segments:\*\*
  - 9.1% wholesale customers
  - 0.1% households
  - 0.8% small enterprises

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



- The economic recession influenced electricity consumption in the Czech Republic in 2009 with a year-on-year decline of 6%
- The data from December 2009 again shows a year-on-year growth of almost 1%
- We expect that this trend will be confirmed by future development of consumption and the stagnation will be broken
- Our expectation for this year is a 1% growth

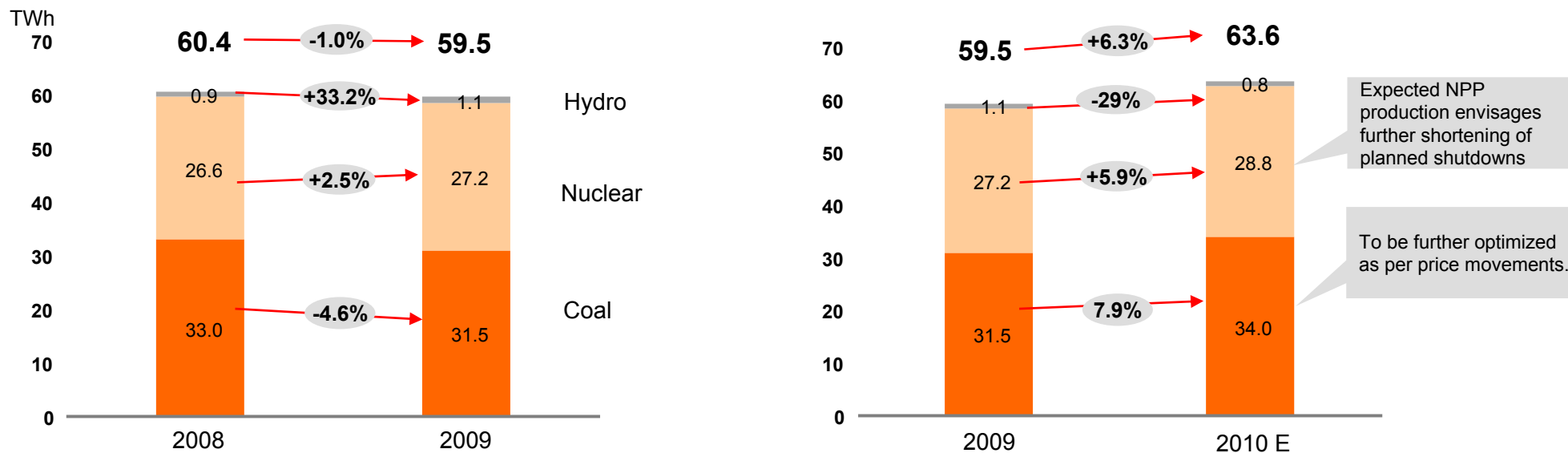
\* translated to normal temperature based on the ČEZ model

\*\* source: ERO, 1-12/2009



# ELECTRICITY GENERATION OF ČEZ, A. S. IN 2009 DECREASED SLIGHTLY YEAR-ON-YEAR; WE EXPECT A 6% INCREASE IN 2010

## Electricity generation of ČEZ, a. s. (gross)



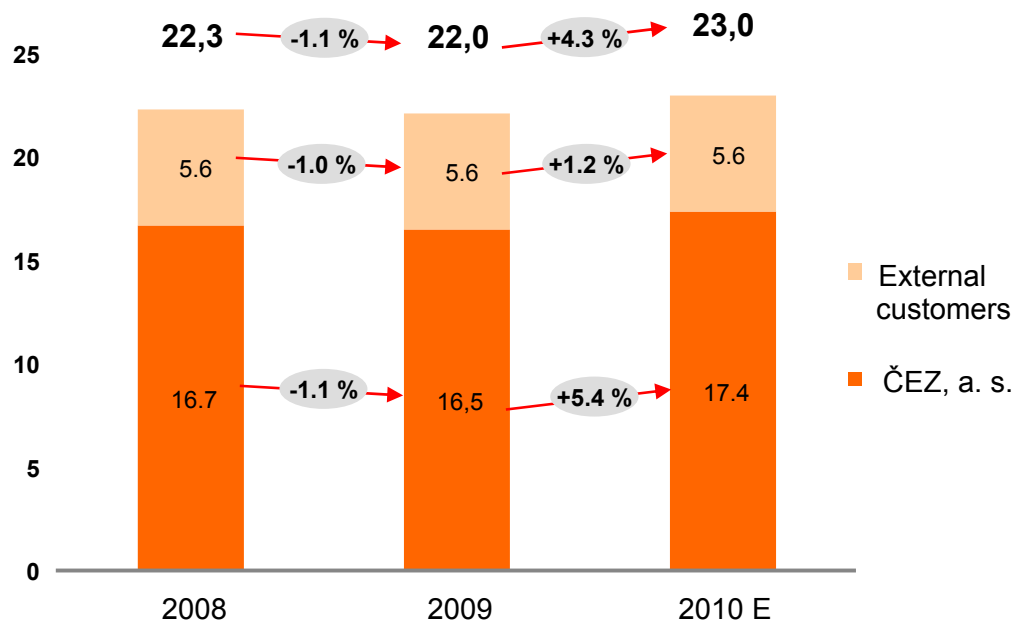
- The year-on-year decrease of generation in coal-fired power plants by 4.6% was especially caused by lower electricity prices year-on-year, for which power plant operation is optimized, and by an increased fault rate in Q4 2009
- The year-on-year production increase in nuclear power plants by 2.5% was caused by shortening planned and accident shutdowns of Temelin NPP in 2009
- The year-on-year growth of production in hydroelectric power plants of 33% was especially caused by higher flow rates in summer



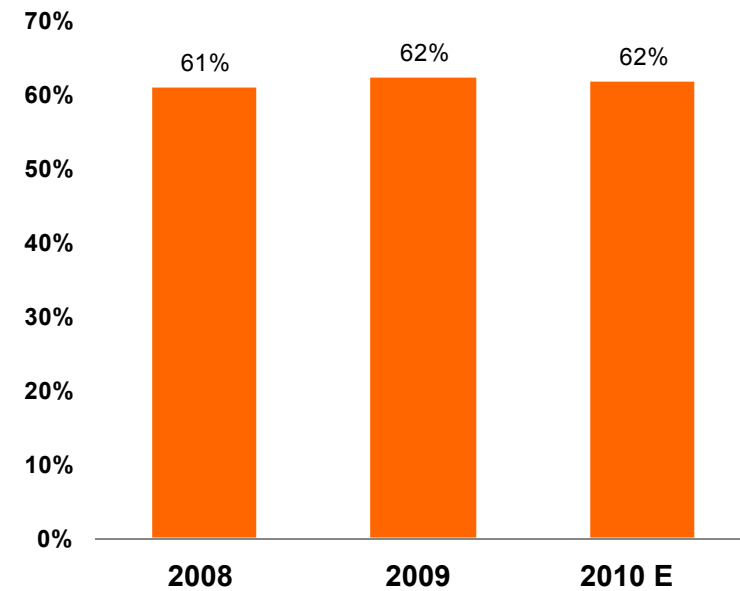
## REDUCED COAL EXTRACTION BY SEVEROČESKÉ DOLY (NORTH BOHEMIAN MINES)

- Severočeské doly a.s. recorded a slight year-on-year decline in their annual coal sales (effect of lower demand for supplies for ČEZ, a.s.)
- Severočeské doly recorded a stable development in their sales to external customers, in spite of a decline of the total market demand for sized coal (switch of households to cleaner sources of heating)
- Share of Severočeské doly in the total coal supply for ČEZ remained flat

Coal mining in millions of tons



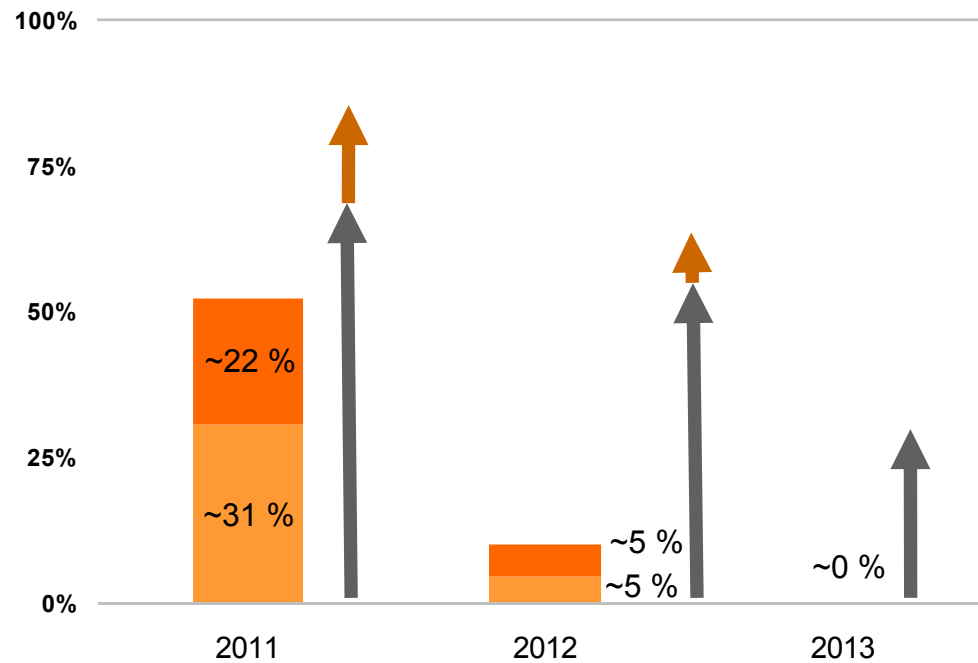
Share of SD in total lignite supply





# ČEZ, A. S. CONTINUES HEDGING SALES FROM GENERATION IN THE MEDIUM TERM

## Share of hedged generation from ČEZ, a. s. power plants (as of January 31, 2010)



- Secured volume from 15 Oct 2009 to 31 Jan 2010
- Secured volume at 15 Oct 2009

100% corresponds with 55 - 60TWh

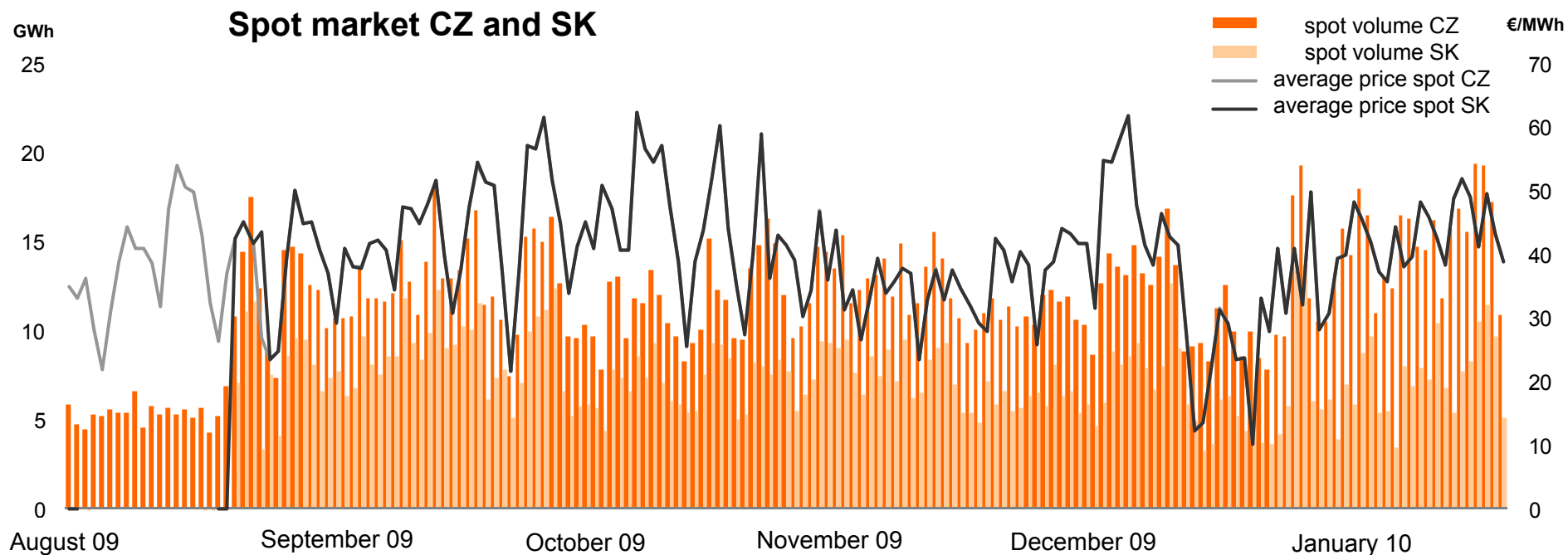
- ČEZ, a. s., applies a standard concept of hedging its open positions from electricity generation portfolio against price risks
- Within this strategy, ČEZ, a. s. sells electricity on forward basis for years Y+1 to Y+3 and hedges currency for years Y+1 to Y+4

↑ Transaction currency hedging (hedge accounting)

↑ Natural currency hedging – costs, investment and other expenses, debts in EUR (hedge accounting)



## MARKET COUPLING CZ – SK: LIQUIDITY GROWTH



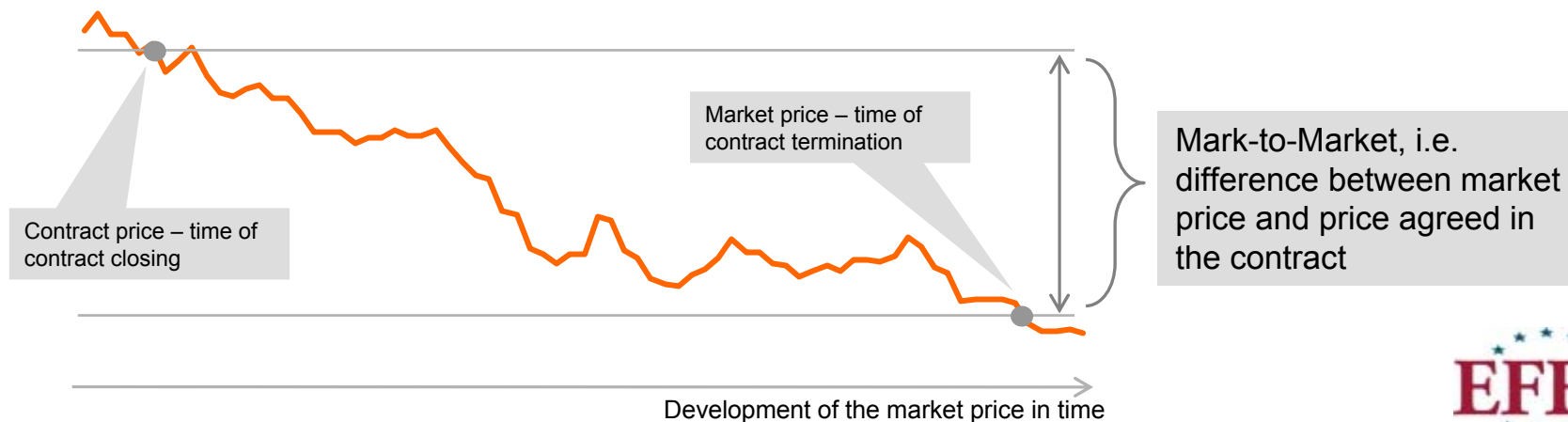
- Coupling of wholesale spot markets in electricity for CZ and SK successfully in operation from September 1, 2009
- The regime of explicitly allocated annual and monthly capacities was cancelled from January 1, 2010, and this process is only based on nominations now
- Market coupling is organized jointly with spot market operators in CZ (OTE) and SK (SEPS) using cross-border transmission capacity, allocated implicitly within the framework of alignment of the demand and supply curves of both countries
- Current experience confirmed expectations:
  - Spot prices on both markets are identical in almost 100% of the time
  - Liquidity more than doubled and forward prices on both markets were significantly aligned



# SUCCESSFUL LAWSUIT WITH VÉRTESI – THE CONDITIONS OF THE EFET CONTRACTS WERE CONFIRMED, ESPECIALLY AS REGARDS THE PRINCIPLE OF CONTRACT MARKET VALUE

## Development of the Vértési case:

- The Hungarian company Vértési announced on 31 December 2008 that it would not purchase the agreed supply for 2009 from CEZ Hungary, thereby breaching the concluded contract
- Based on the conditions of the master agreement, CEZ Hungary quantified the damage caused by the impossibility to supply electricity to Vértési at EUR 6.1 million based on the **Mark-to-Market** approach
- When Vértési refused to pay the amount, this dispute was submitted for arbitration (Court of Arbitration of the Hungarian Economic Chamber)
- **Arbitration confirmed the validity and enforceability of one of the most important principles of trading with energy commodities, i.e. the Mark-to-Market settlement and ordered company Vértési to pay the required loss in full**





# POSITIVE RESPONSE OF CUSTOMERS TO OUR OFFER OF NATURAL GAS EXCEEDED ALL OUR EXPECTATIONS, WHICH CREATES A COMMITMENT FOR OUR FUTURE

Natural gas

ČEZ Prodej	Units	Contracted 2010
Customers	[qty]	102
Supply points	[qty]	251
Annual natural gas volume	[GWh]	1,726



Market share	Large offtake customers	Medium offtake customers	Low offtake customers	Total
ČEZ Prodej	4.3%	1.7%	0.2%	2.1%

- In the target segments, CEZ Group played a major role also in terms of the share in the total number of implemented changes of supplier, thus strongly supporting the market environment of the natural gas market in the Czech Republic:

- Large customers CZ - 385 supply points of which ČEZ Prodej 104 supply points 27%
  - Medium customers CZ - 382 supply points of which ČEZ Prodej 56 supply points 15%

- For more information visit [www.cez.cz/plyn](http://www.cez.cz/plyn)





## WE PLAN TO EXPAND OUR OFFER OF NATURAL GAS – IN TERMS OF THE SERVICES ON OFFER AS WELL AS THE REGIONS WE SERVICE

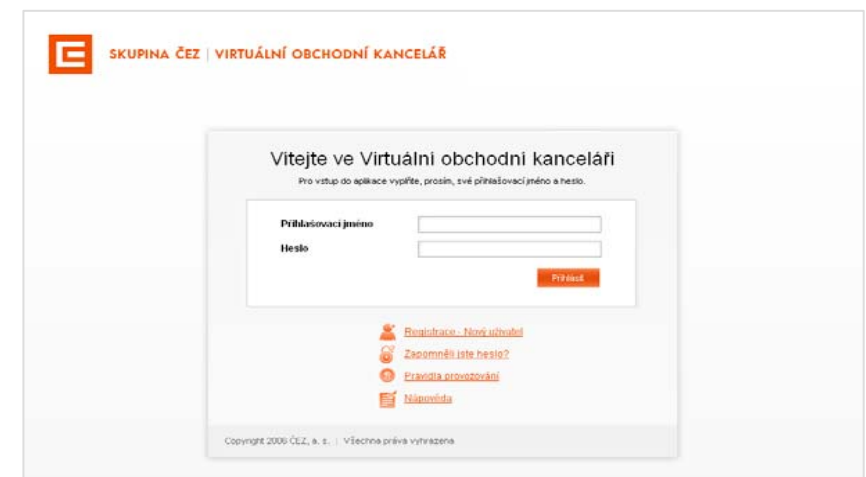
- **Taking into account our experience with the first several months of natural gas sales and the demand of our customers, we consider expanding our offer by adding:**
  - offers combining a price determined by a commodity formula and a fixed price
  - possibility to acquire/appraise the supply at a fixed price in multiple steps
  - possibility to determine a fixed price in EUR
  - offer of multi-year contracts
- **The successful entry on the natural gas market in the Czech Republic accelerated our preparation for the commencement of natural gas sales in Slovakia**
  - At the end of 2009 we obtained a license for selling natural gas in Slovakia
  - We add natural gas specialists to our team and build the necessary infrastructure
  - **We expect the first natural gas supply from 1 January 2011**





## AT THE END OF 2009, WE INTRODUCED A NEW DESIGN AND STRUCTURE OF OUR WEB PORTAL TO OUR CUSTOMERS

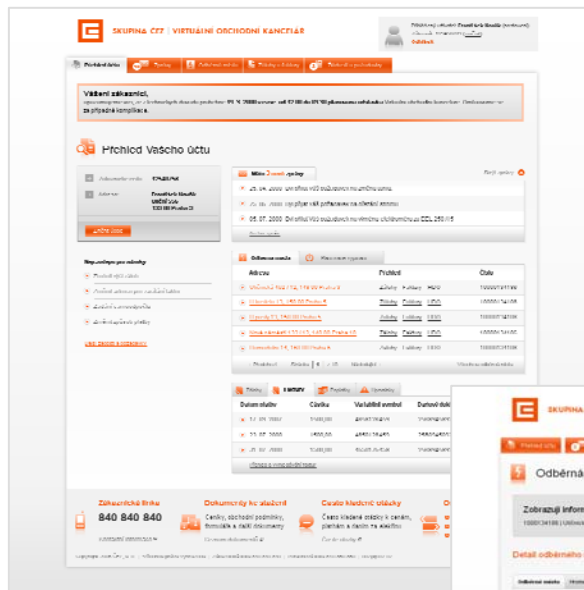
- **On 14 December 2009, an innovative design of the web-based self-service point is available for the customers of ČEZ Distribuce and ČEZ Prodej at <http://www.cez.cz/vok>**
- **The new version of the web-based self-service point brings:**
  - on-line access to information on electricity purchases at any time of the day
  - possibility to enter a requirement without the need of a phone contact or visit to the customer centre
  - fast and simple availability of key information for the customers (e.g. customer number, contact address or currently due advances and invoices, ...)
  - arrangement of information in logical groups gives a detailed view of supply points, payments and billing and the progress of settlement of requirements



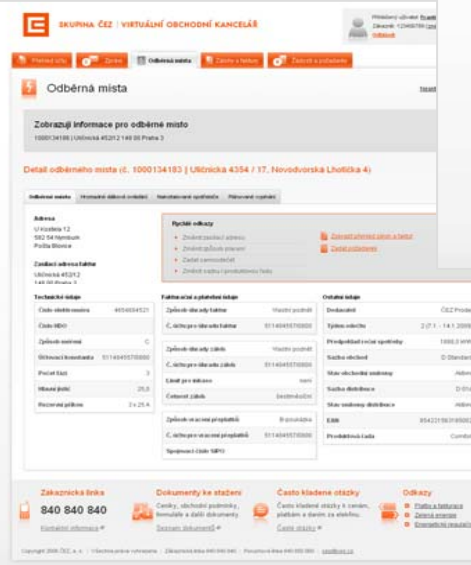


# IN ADDITION TO PLEASANT GRAPHICS, THE NEW SOLUTION BRINGS FASTER ORIENTATION IN THE OFFER OF SERVICES AND AN INTUITIVE CONTROL OF INDIVIDUAL FUNCTIONS

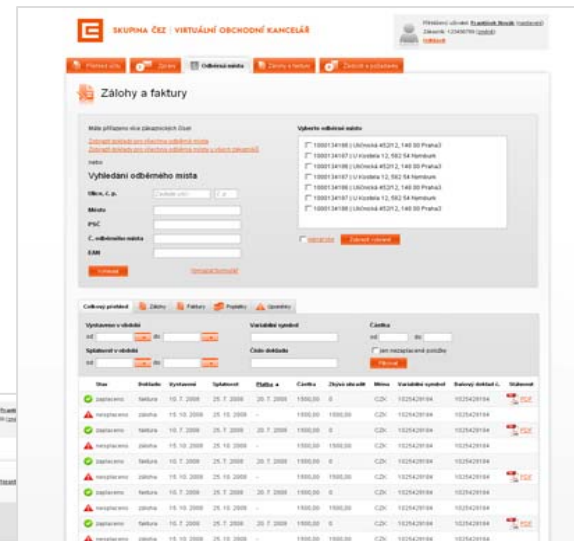
Overview of the customer's account



List of supply points



Advances and invoices



Requests and requirements

