

November 14, 2012

Zespół Elektrowni „Pątnów-Adamów-Konin” S.A.

3Q 2012 Results



Key data afetr 9 months 2012 (3Q 2012)



Financial

- Sales revenue = 1.988 m PLN (713 m PLN);
- EBITDA = 541 mln PLN (181 mln PLN)
- Net profit = 316 m PLN (102 m PLN)
- Cash and cash equivalent¹
= 484 m PLN

Operational

- Electricity production = 7,9 TWh
- Lignite consumption = 10,1 m tonnes
- Electricity sale = 8,3 TWh

Important information

- July 2012: Commissioning of biomass unit in Konin power plant (55 MWe)
- July 2012: Aquisition of lignite mines: KWB Konin i KWB Adamów
- October 2012: First quotation of ZEPAK shares at Warsaw Stock Exchange

¹ Z uwzględnieniem DSRA

OPERATIONAL INFORMATION

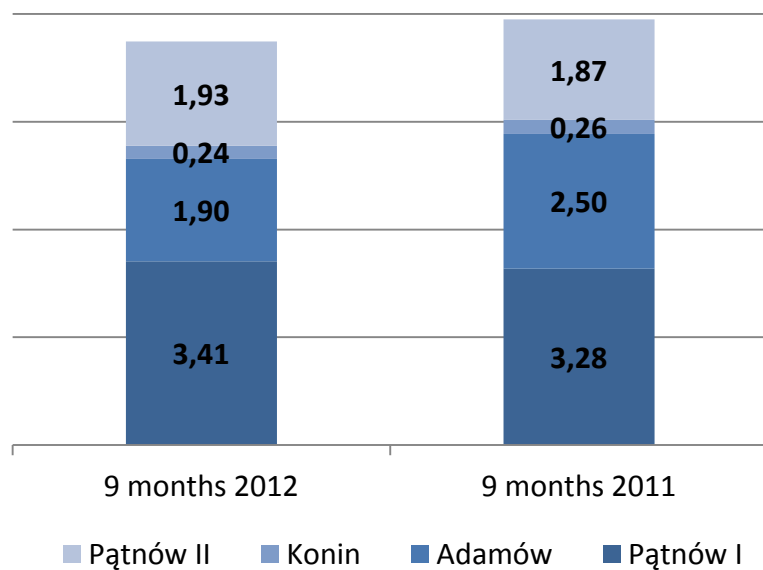


Net electricity production

[TWh]



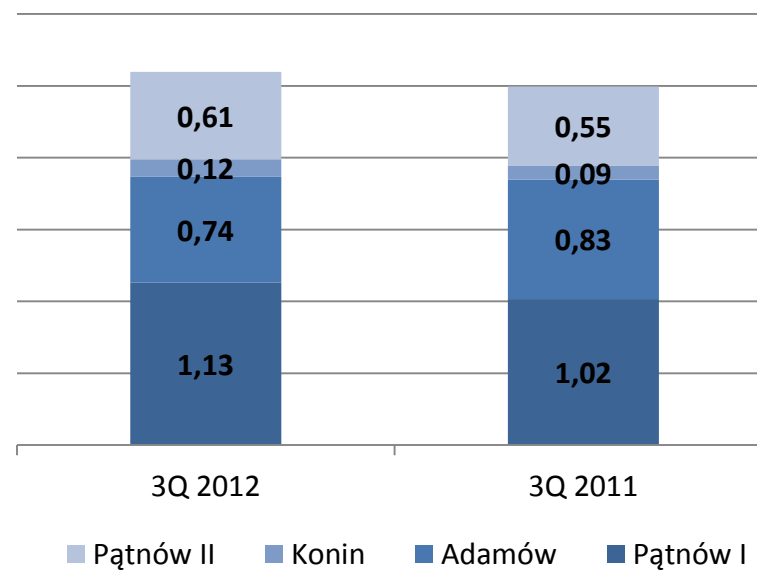
9 months 2012 and 2011



Net production 9 months 2012 = 7,48

Net production 9 months 2011 = 7,91

3Q 2012 and 2011



Net production 3Q 2012 = 2,60

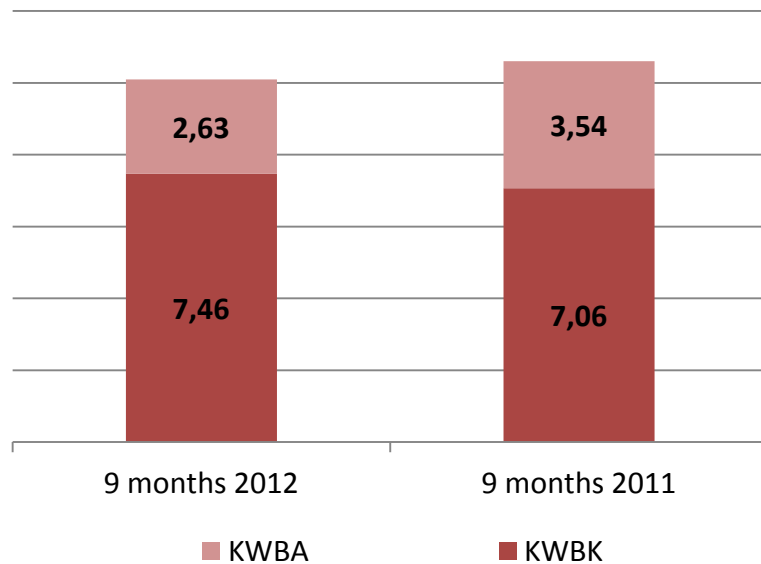
Net production 3Q 2011 = 2,49

Lignite consumption

[million tonnes]



9 months 2012 and 2011



Lignite consumption 9 months 2012 = 10,10

Lignite consumption 9 months 2011 = 10,60

3Q 2012 and 2011



Lignite consumption 3Q 2012 = 3,40

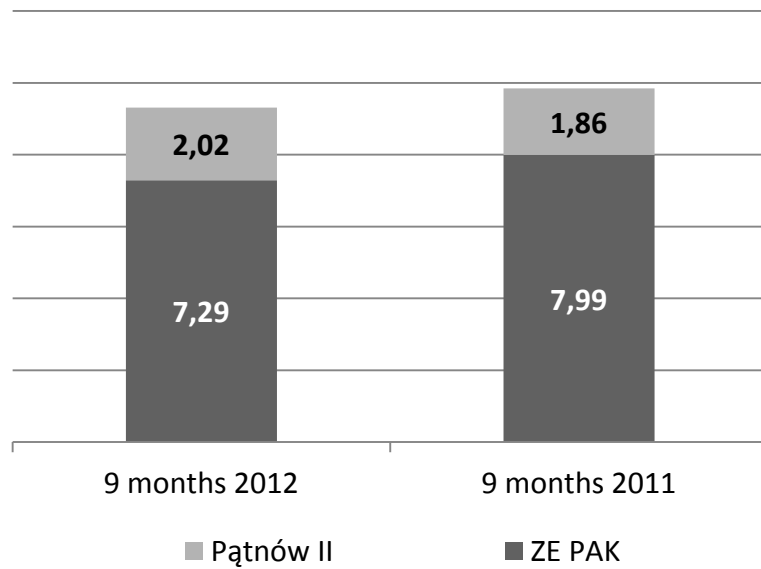
Lignite consumption 3Q 2011 = 3,34

CO₂ emission

[million tonnes]

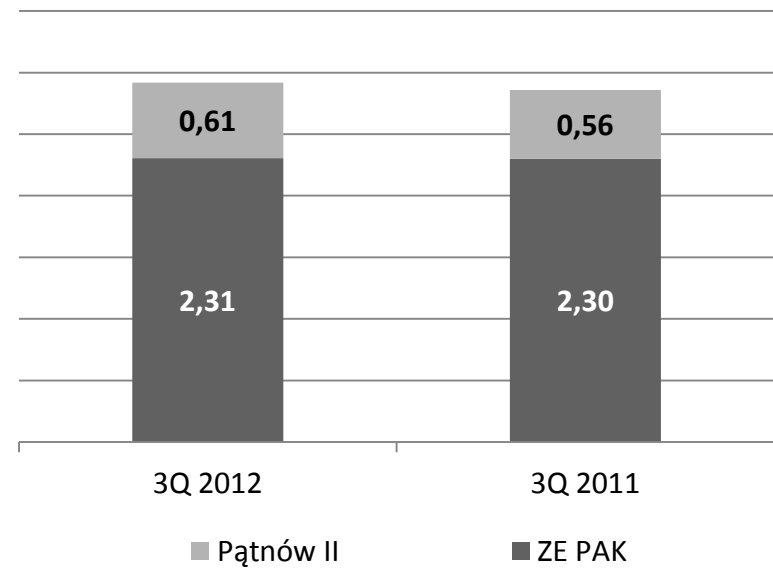


9 months 2012 and 2011



CO₂ emission 9 months 2012 = 9,31
CO₂ emission 9 months 2011 = 9,85

3Q 2012 and 2011



CO₂ emission 3Q 2012 = 2,92
CO₂ emission 3Q 2011 = 2,86

FINANCIAL INFORMATION



Consolidated P&L summary (1/2)



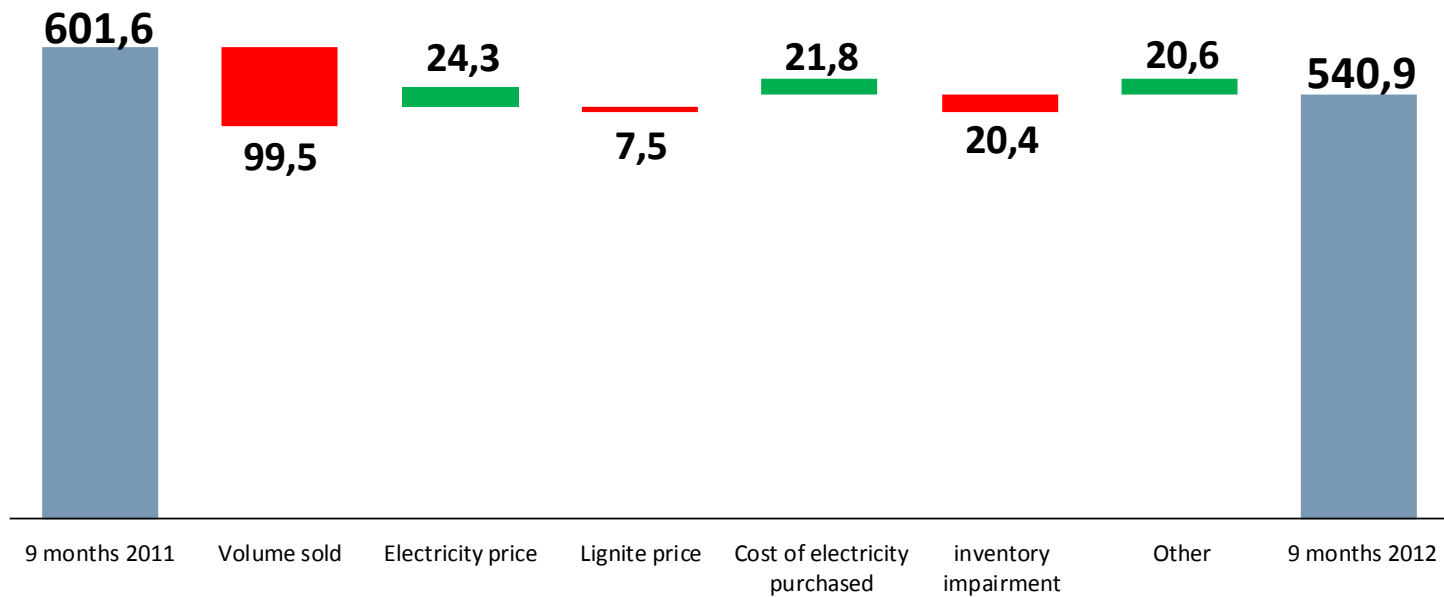
[mPLN]	9 months 2012	9 months 2011	3Q 2012	3Q 2011
Sales revenue	1 988	2 043	713	648
<i>Change %</i>	-2,7%		10,1%	
Cost of goods sold	(1 538)	(1 532)	(542)	(484)
Gross profit	450	511	171	164
<i>Margin %</i>	22,6%	25,0%	24,0%	25,3%
Other operating income	4	3	2	1
Selling and distribution expenses	(3)	(15)	(1)	(5)
Administrative expenses	(89)	(61)	(51)	(25)
Other operating expenses	(9)	(4)	(4)	(1)
EBITDA	541	602	181	167
<i>Margin %</i>	27,2%	29,5%	25,4%	25,8%
EBIT	353	433	117	135
<i>Margin %</i>	17,8%	21,2%	16,4%	20,8%

Consolidated P&L summary (2/2)



[mPLN]	9 months 2012	9 months 2011	3Q 2012	3Q 2011
EBIT	353	433	117	135
Financial income	76	52	31	12
Financial costs	(41)	(125)	(24)	(90)
Profit before tax	388	360	123	57
<i>Effective tax rate</i>	<i>18,5%</i>	<i>19,6%</i>	<i>17,4%</i>	<i>27,4%</i>
Income tax	(72)	(71)	(21)	(16)
Net profit	316	290	102	41
<i>Margin %</i>	<i>15,9%</i>	<i>14,2%</i>	<i>14,3%</i>	<i>6,3%</i>

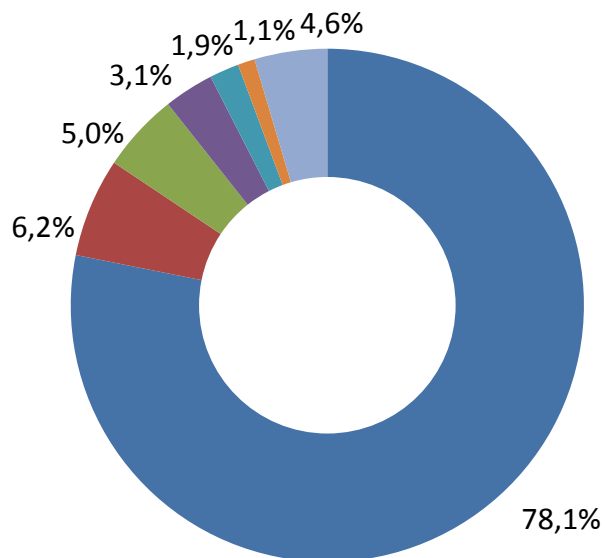
EBITDA evolution [million PLN]



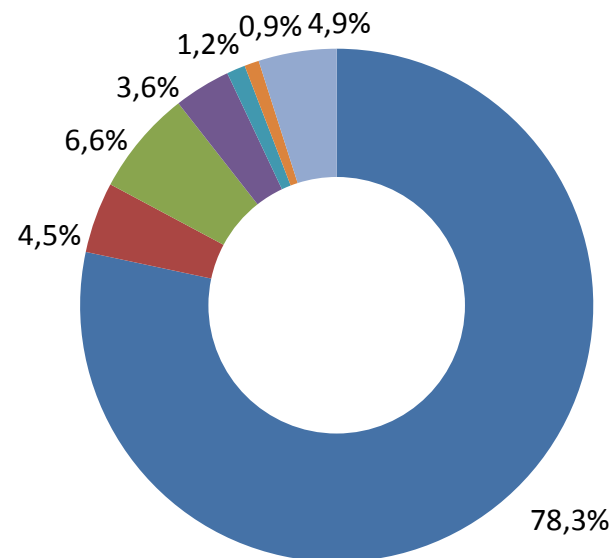
Revenue breakdown



9 months 2012



3Q 2012



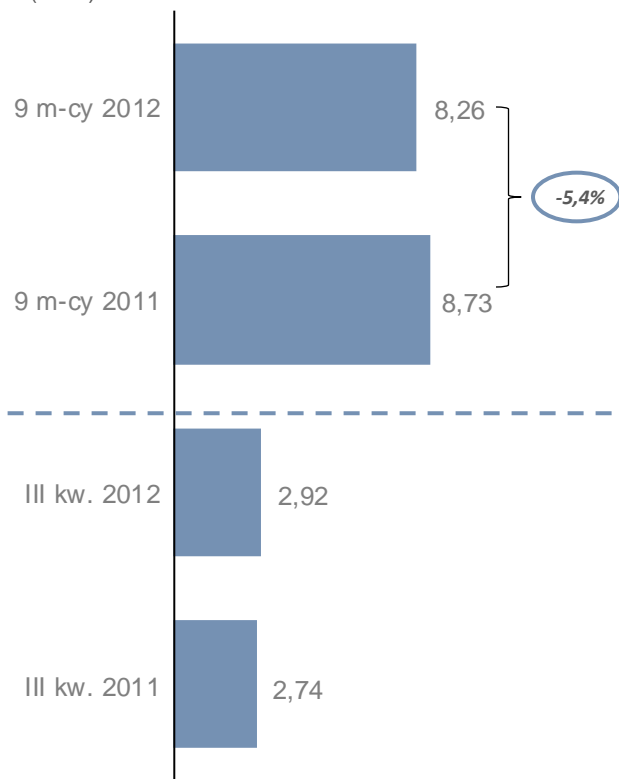
- Electricity from own production
- Resale of electricity from the market
- Certificates of origin
- Compensation related to long-term power purchase agreements termination
- Heat sale
- Exchange of EUAs for CERs
- Other

Electricity sales



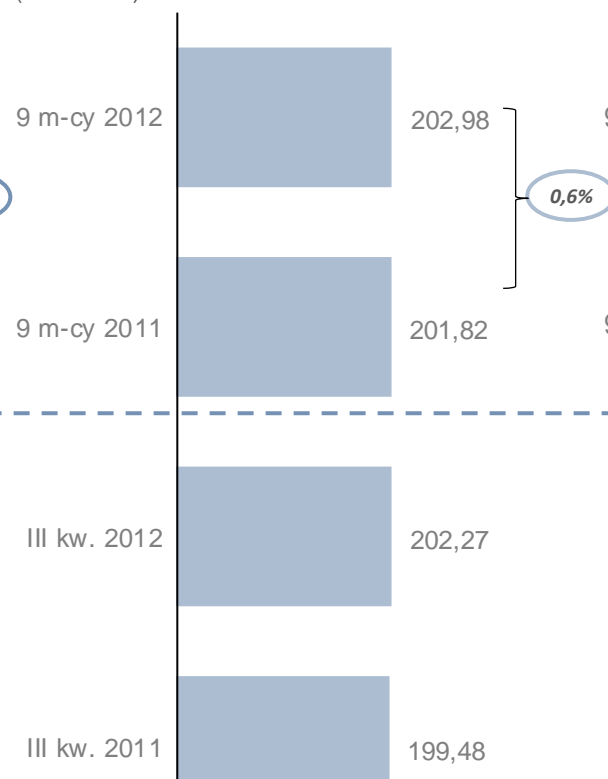
Electricity sales⁽¹⁾

(TWh)



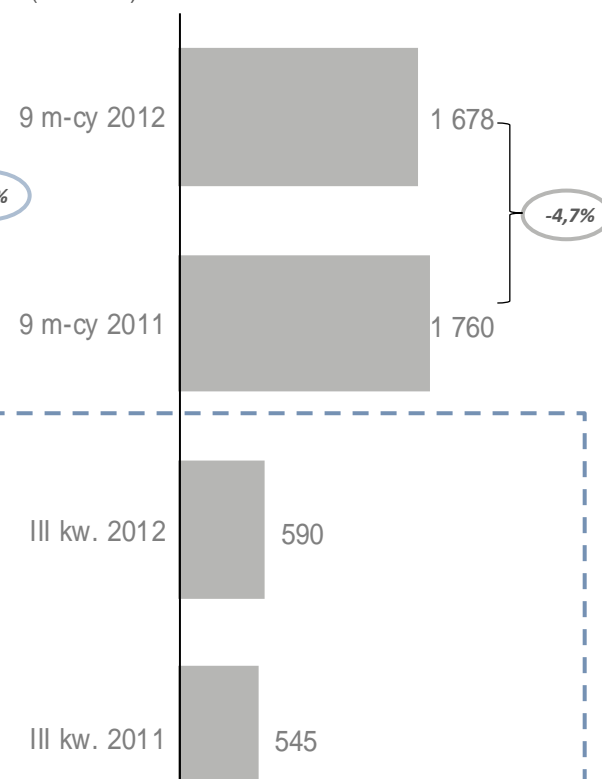
Average sale price⁽²⁾

(PLN/MWh)



Revenue

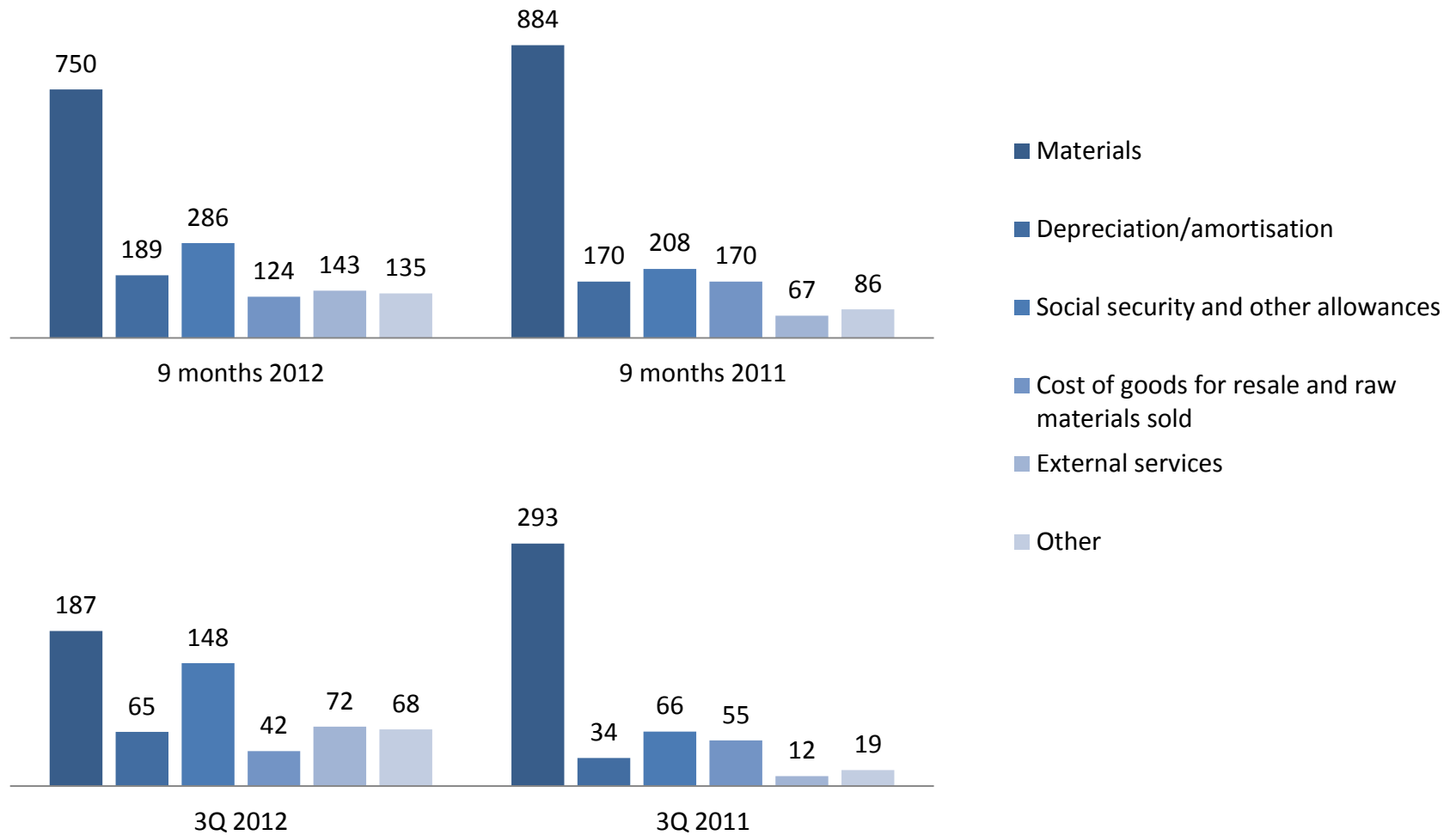
(mln PLN)



⁽¹⁾ Includes own production and electricity purchased on the market and resold.

⁽²⁾ Calculated as the total revenue from the sale of electricity (including electricity generated by the Company as well as resold electricity purchased by the Company from the market) divided by total volume of electricity sold.

Costs by type

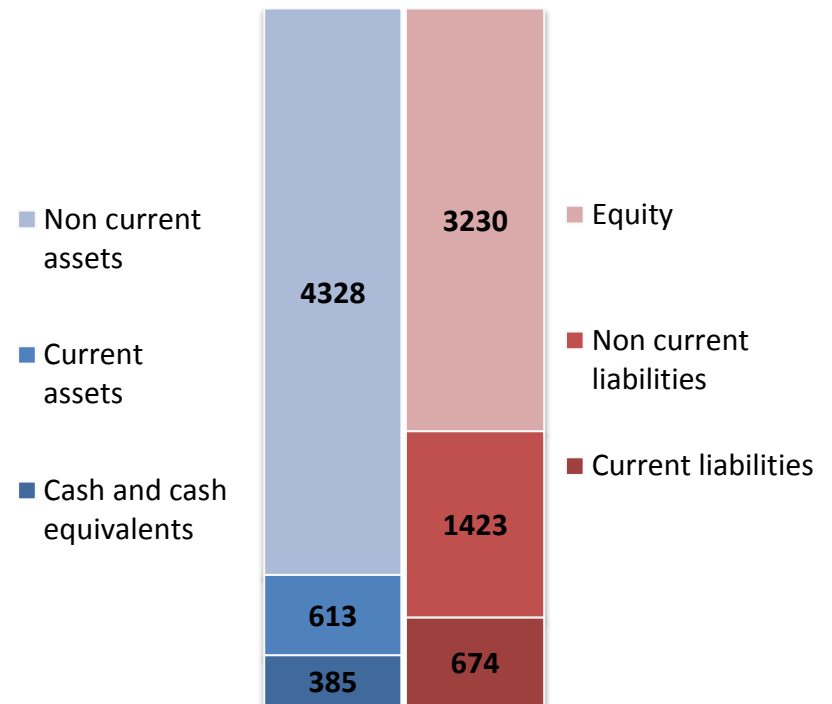
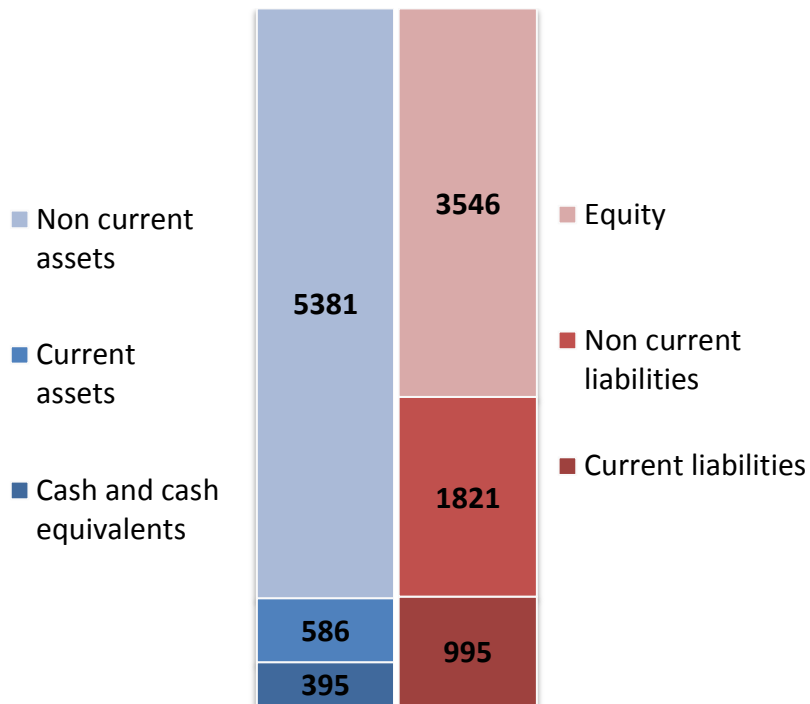


Consolidated balance sheet

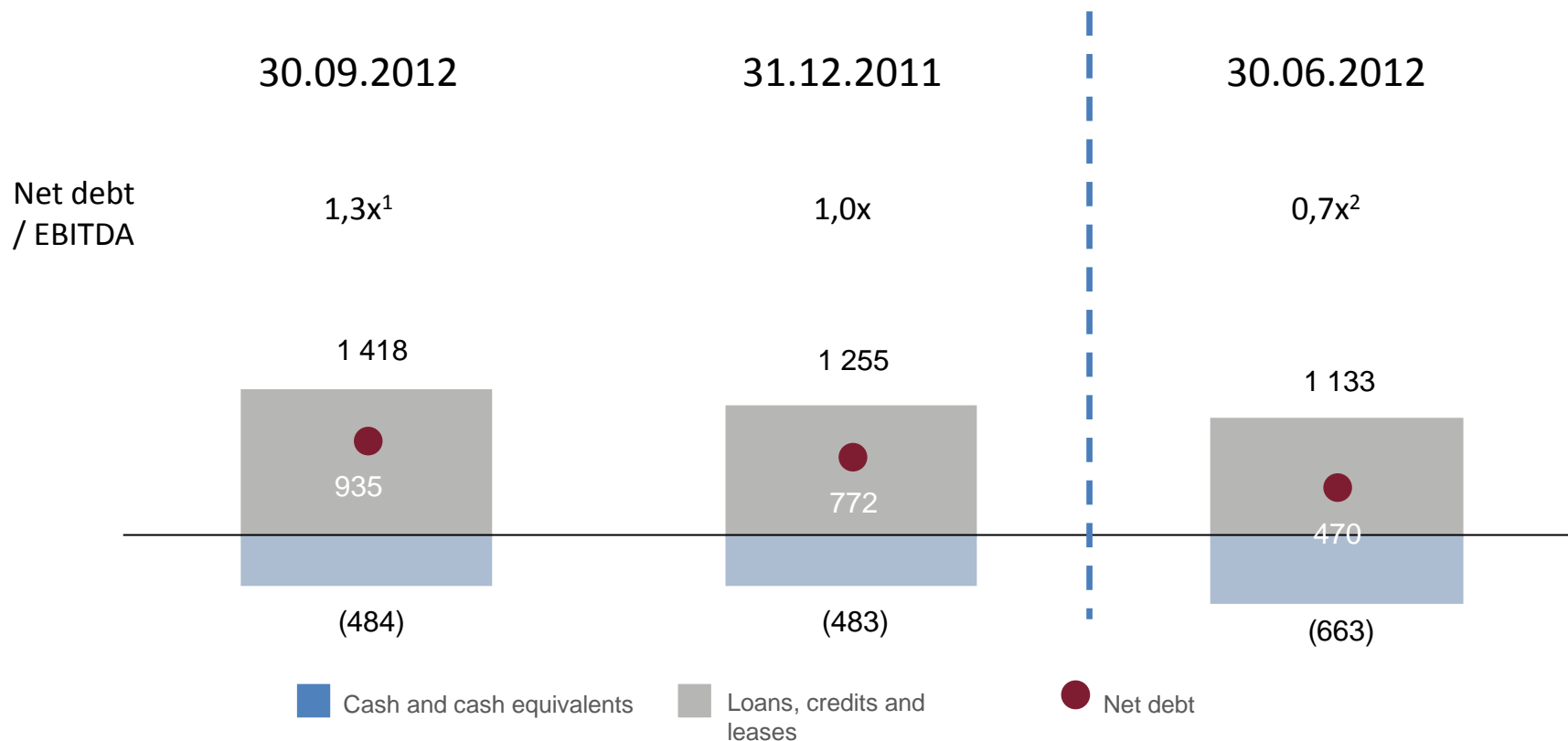


30.09.2012 [million PLN]

31.12.2011 [million PLN]



Net debt [million PLN]



¹ Calculated using annualized EBITDA = 708 mln PLN.
 EBITDA contains mines results from the day of aquisition.

² Calculated using annualized EBITDA = 695 mln PLN.

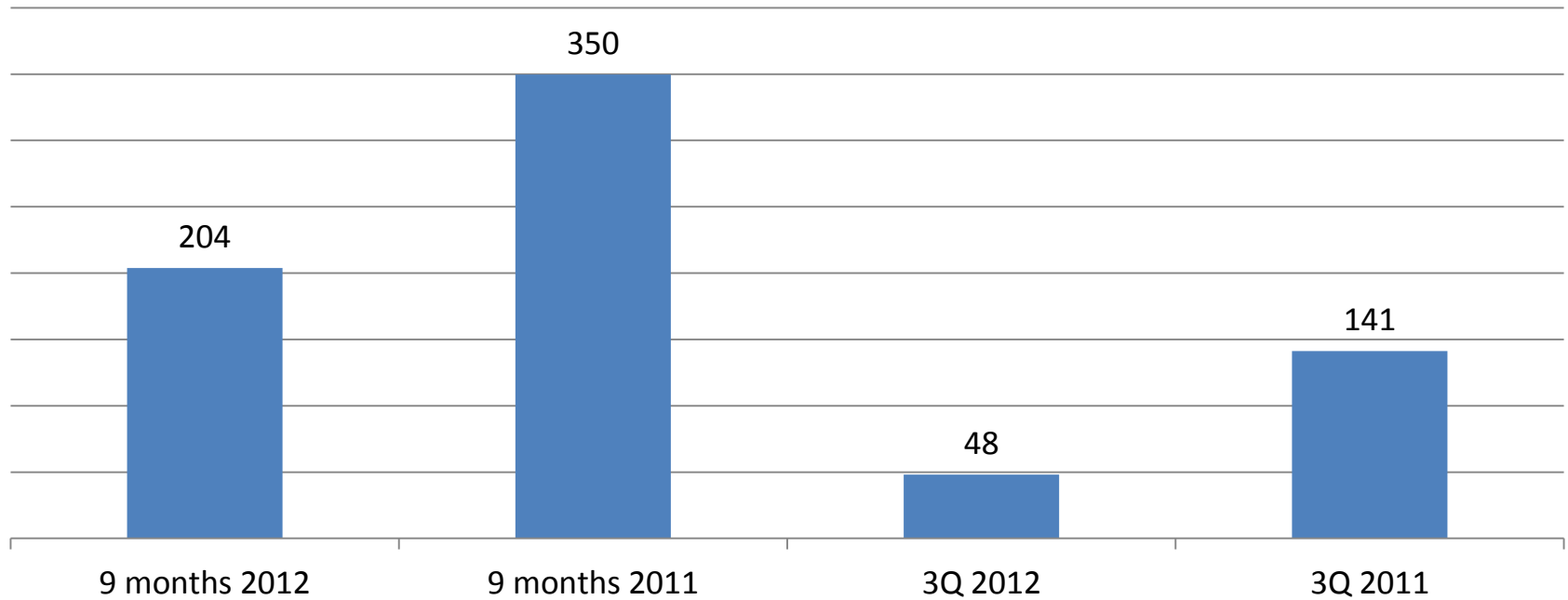
Consolidated cash flow



[m PLN]	9 months 2012	9 months 2011	6 months 2012	6 months 2011
Profit/loss before taxation	388	360	265	304
Depreciation and amortisation	187	169	123	135
Profit/loss on investing and financial activities	32	115	(24)	34
Changes in working capital	(22)	(13)	52	(25)
Income tax	(31)	(77)	(14)	(61)
Other	1	(22)	1	(40)
Net cash flow from operational activities	555	532	403	346
Purchase of property, plant and equipment and intangible assets	(267)	(312)	(162)	(167)
Acquisition of subsidiary, net of received cash and cash equivalents	(162)	-	-	-
Other	71	2	63	(19)
Net cash flow from investing activities	(357)	(310)	(100)	(186)
Inflows of credits and debt securities	2	344	-	356
Payment of credits, loans and leases	(144)	(489)	(93)	(320)
Interest paid	(43)	(57)	(25)	(42)
Other	(1)	(12)	(0)	(13)
Net cash flow from financial activities	(187)	(215)	(118)	(19)
Change in cash and cash equivalents	11	6	185	141
Cash and cash equivalents at the beginning of the period	385	471	385	471
Cash and cash equivalents at the end of the period	395	479	571	612

Capex [million PLN]

for tangible fixed assets



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