

14th November 2013

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

3Q'2013 Results



PAK
Energia dla Ciebie

Key data for 9 months 2013 (3Q'2013)



Financial

- Sales revenue = 2.017 m PLN (690 m PLN);
- EBITDA = 580 m PLN (216 m PLN)
- EBIT = 313 m PLN (128 m PLN)
- Net profit = 206 m PLN (107 m PLN)
- Cash and cash equivalents¹ = 452 m PLN

Operational

- Electricity net production = 7,72 TWh (2,57 TWh)
- Electricity sales = 9,63 TWh (3,35 TWh)
- Lignite consumption = 10,51 m ton (3,54 m tons)

Important information

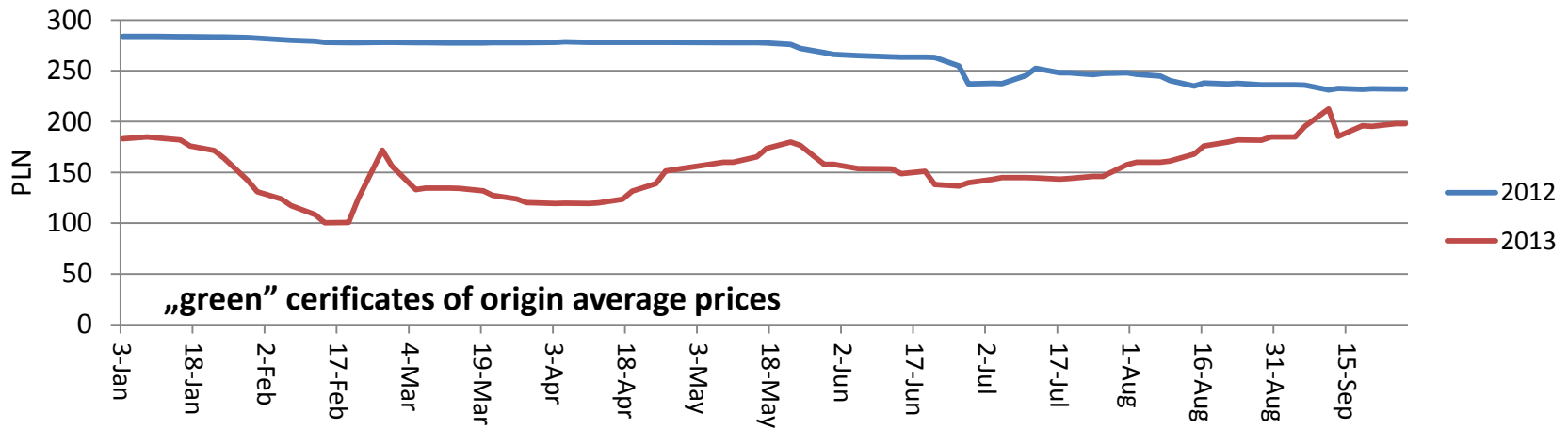
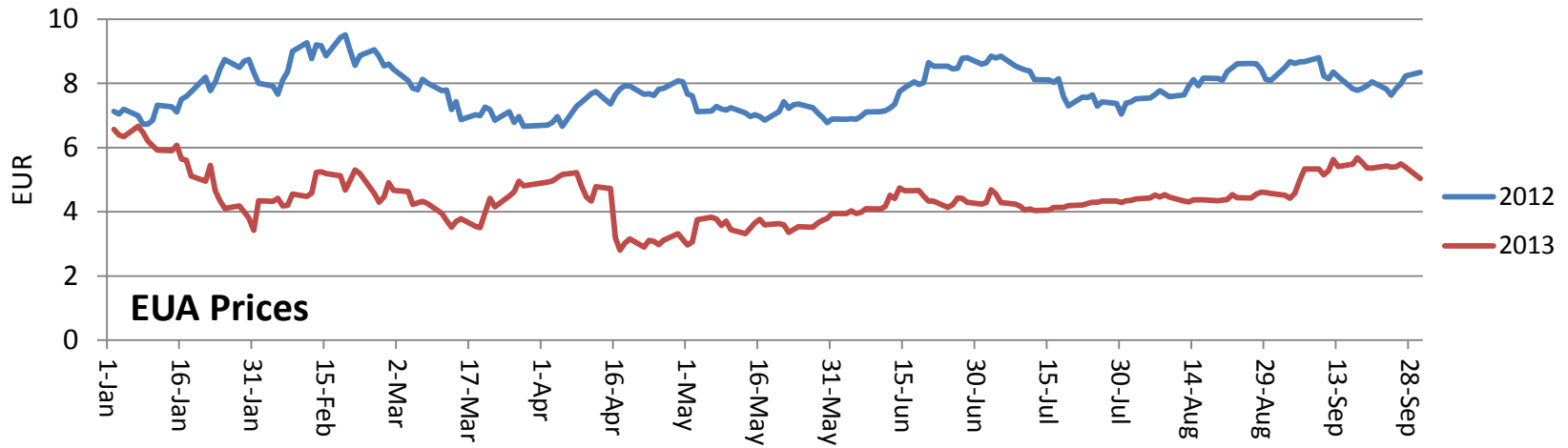
- Start of reconstruction of 1-4 units in El. Pątnów I
- Start of mass redundancies in mines
- Increase of green certificates price

¹ Including DSRA

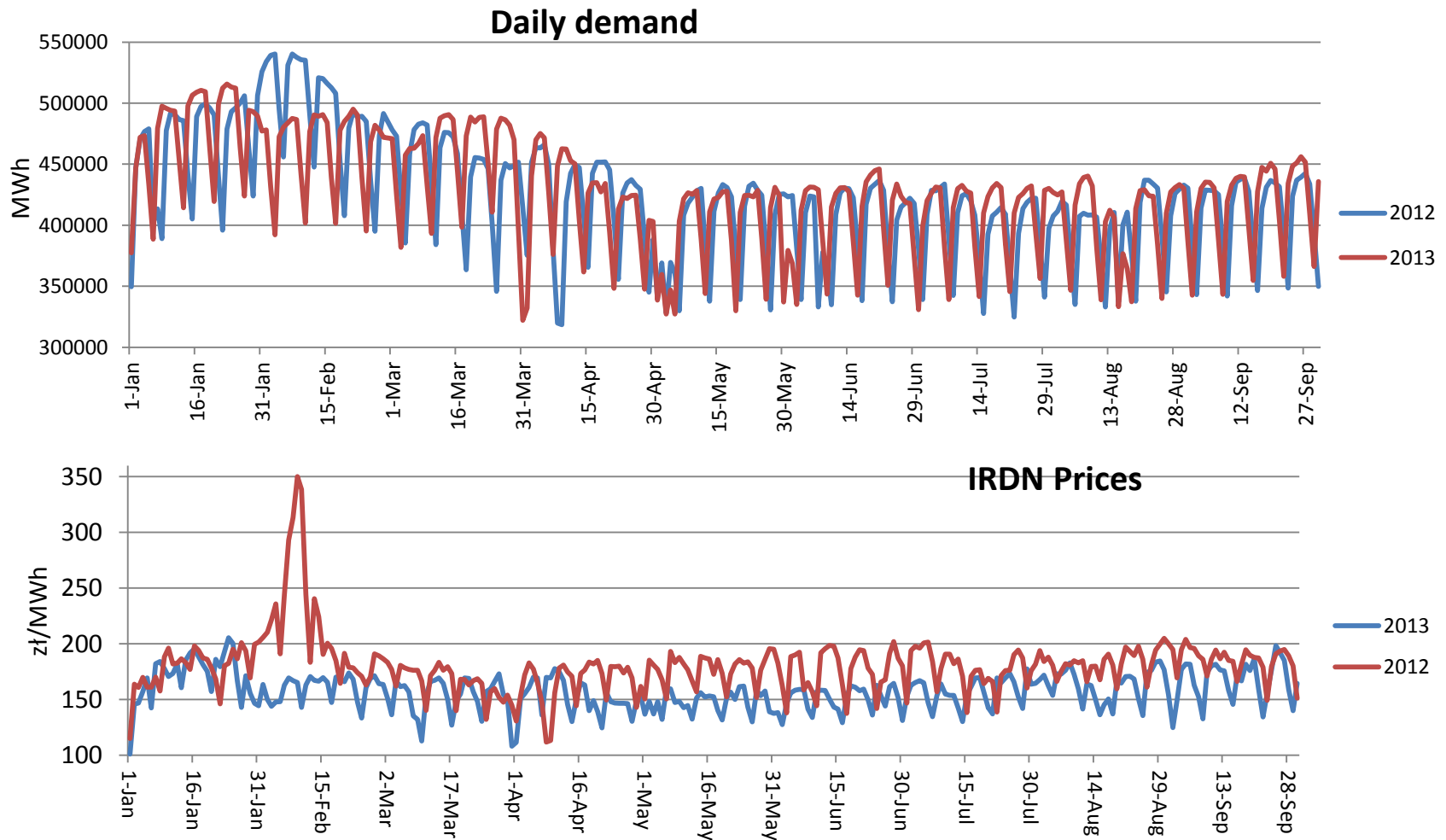
SELECTED ENERGY MARKET DATA



EUA and „green” certificates of origin – 9 months of 2012 and 2013



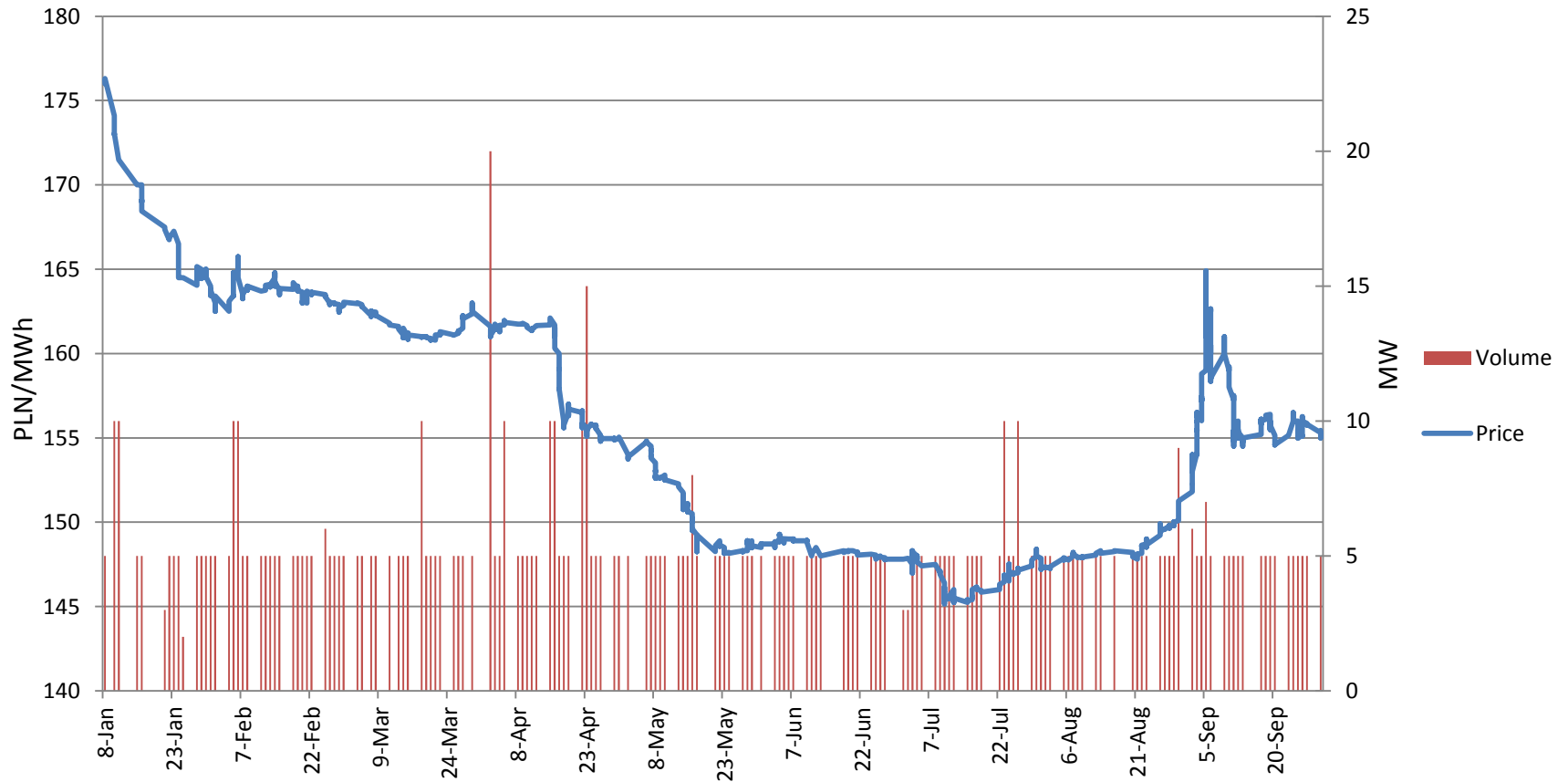
Daily demand for electricity and IRDN prices – 9 months of 2012 and 2013



„Base” price for 2014 - BASE_Y-14



BASE_Y-14 Price



OPERATIONAL DATA

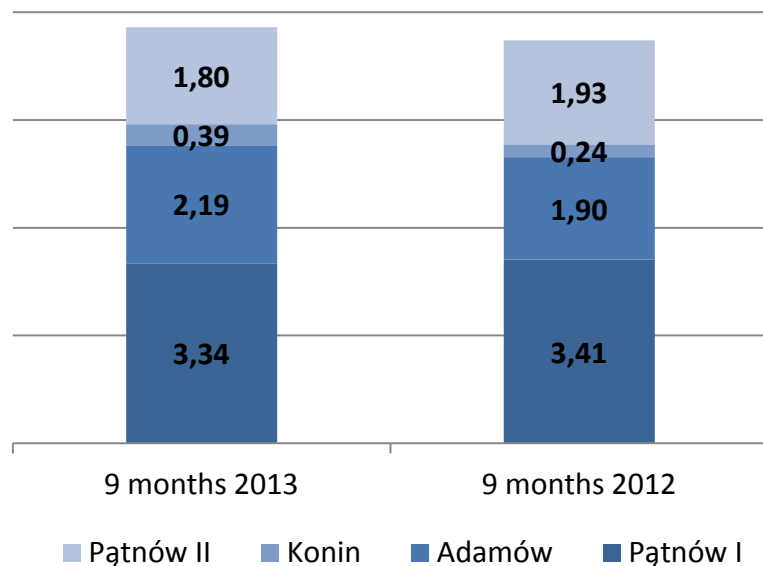


Electricity Net Production

[TWh]



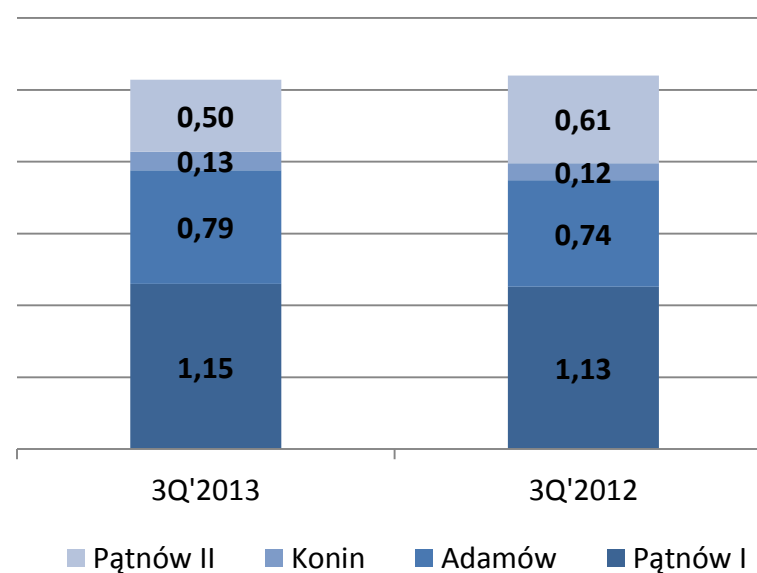
9 months of 2013 / 9 months of 2012



Total 9 months 2013 = 7,72 TWh

Total 9 months 2012 = 7,48 TWh

3Q'2013 / 3Q'2012



Total 3Q'2013 = 2,57 TWh

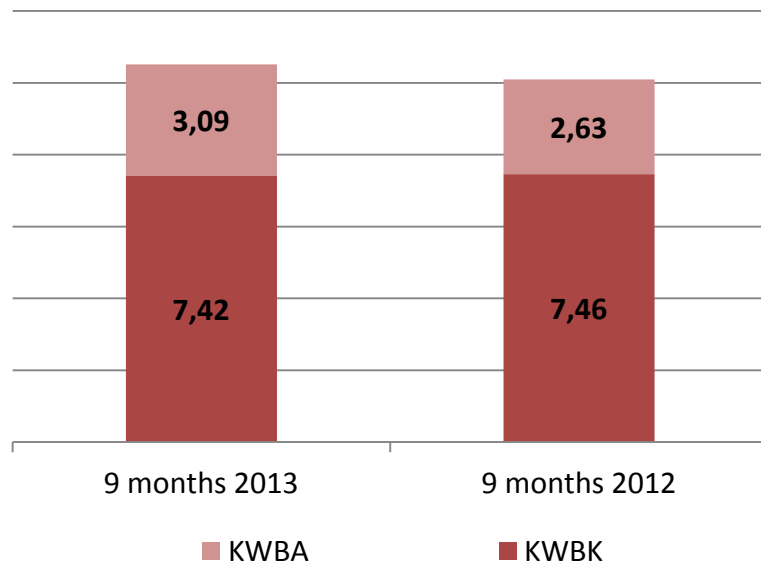
Total 3Q'2012 = 2,60 TWh

Lignite consumption

[m tons]



9 months of 2013 / 9 months of 2012



Total 9 months 2013 = 10,51 m tons

Total 9 months 2012 = 10,09 m tons

3Q'2013 / 3Q'2012



Total 3Q'2013 = 3,54 m tons

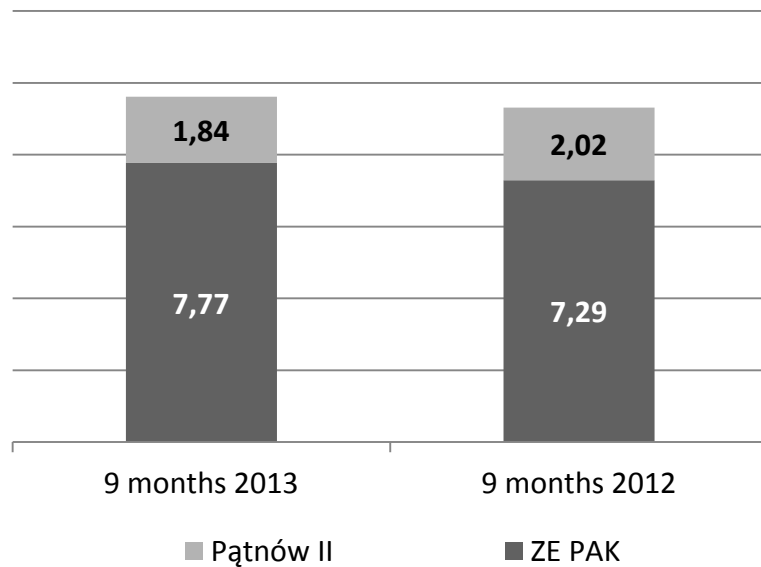
Total 3Q'2012 = 3,40 m tons

CO2 Emmision

[m tons]



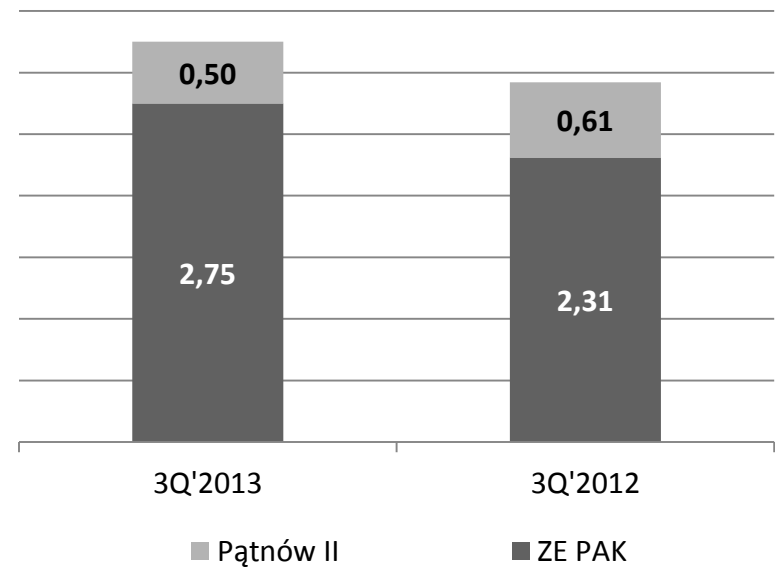
9 months of 2013 / 9 months of 2012



Total 9 months 2013 = 9,61 m tons

Total 9 months 2012 = 9,31 m tons

3Q'2013 / 3Q'2012



Total 3Q'2013 = 3,25 m tons

Total 3Q'2012 = 2,92 m tons

FINANCIAL DATA



Consolidated P&L summary (1/2)



[m PLN]	9 months 2013	9 months 2012	3Q'2013	3Q'2012
Sales revenues	2 017	1 988	690	713
<i>Change %</i>	1,4%		-3,2%	
Cost of goods sold	-1 573	-1 535	-516	-541
Gross profit	444	453	174	172
<i>Margin %</i>	22,01%	22,78%	25,22%	24,12%
Other operating income	11	4	5	2
Selling and distribution expenses	-2	-3	-1	-1
Administrative expenses	-130	-90	-45	-51
Other operating expenses	-10	-9	-5	-5
EBITDA	580	545	216	184
<i>Margin %</i>	28,75%	27,41%	31,30%	25,81%
EBIT	313	355	128	117
<i>Margin %</i>	15,52%	17,86%	18,55%	16,41%

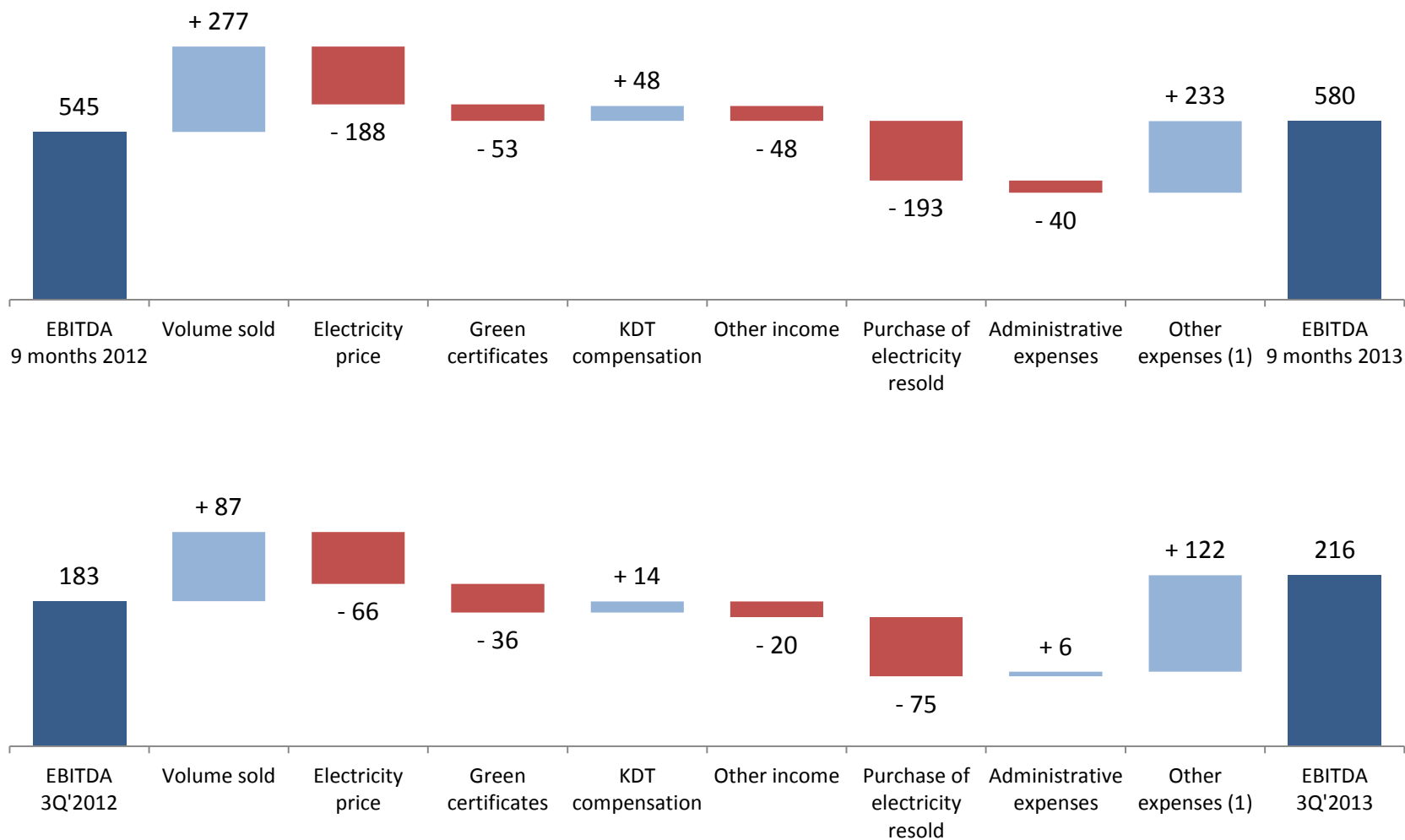
Consolidated P&L summary (2/2)



[m PLN]	9 months 2013	9 months 2012	3Q'2013	3Q'2012
EBIT	313	355	128	117
Finance income	17	76	6	30
Finance costs	-76	-41	0	-24
Profit before tax	254	390	134	123
Income tax (taxation)	-48	-72	-27	-21
<i>Effective tax rate %</i>	<i>18,90%</i>	<i>18,46%</i>	<i>19,40%</i>	<i>17,07%</i>
Net profit for the period	206	318	107	102
<i>Margin %</i>	<i>10,21%</i>	<i>16,00%</i>	<i>15,51%</i>	<i>14,31%</i>

EBITDA changes

[m PLN]



(1) Other expenses includes increase in amortization and depreciation in 9 months of 2013 and in third quarter 2013 respectively by 77 m PLN and 21 m PLN.

Consolidated P&L in segments

9 months 2013



m PLN	Generation	Mining	Renovation	Sales	Other	Consolidation adjustments	Total
Sales revenue from external customers	1 357,4	9,5	43,7	605,5	0,7	-	2 016,8
<i>External sales revenue %</i>	<i>79,2%</i>	<i>1,3%</i>	<i>28,7%</i>	<i>100,0%</i>	<i>4,4%</i>		<i>100,0%</i>
Sales revenue between segments	355,7	699,3	108,4	-	15,4	-1 178,8	-
Sales revenue	1 713,1	708,8	152,1	605,5	16,1	-1 178,8	2 016,8
Cost of goods sold	-1 457,9	-558,6	-123,4	-599,1	-12,2	1 178,7	-1 572,5
Gross profit	255,2	150,2	28,6	6,4	3,9		444,3
<i>Margin %</i>	<i>14,9%</i>	<i>21,2%</i>	<i>18,8%</i>	<i>1,1%</i>	<i>24,2%</i>		<i>22,0%</i>
EBITDA	422,7	134,0	19,7	3,0	3,6	-2,8	580,2
<i>Margin %</i>	<i>24,7%</i>	<i>18,9%</i>	<i>12,9%</i>	<i>0,5%</i>	<i>22,4%</i>		<i>28,8%</i>
EBIT	218,0	74,1	15,6	2,9	1,9	0,5	313,0
<i>Margin %</i>	<i>12,7%</i>	<i>10,5%</i>	<i>10,3%</i>	<i>0,5%</i>	<i>11,8%</i>		<i>15,5%</i>
Net profit (for the period from continuing operations)	180,5	47,8	13,6	2,8	1,6	-40,2	206,1
<i>Margin %</i>	<i>10,5%</i>	<i>6,7%</i>	<i>8,9%</i>	<i>0,5%</i>	<i>9,9%</i>		<i>10,2%</i>

Consolidated P&L in segments

3Q'2013



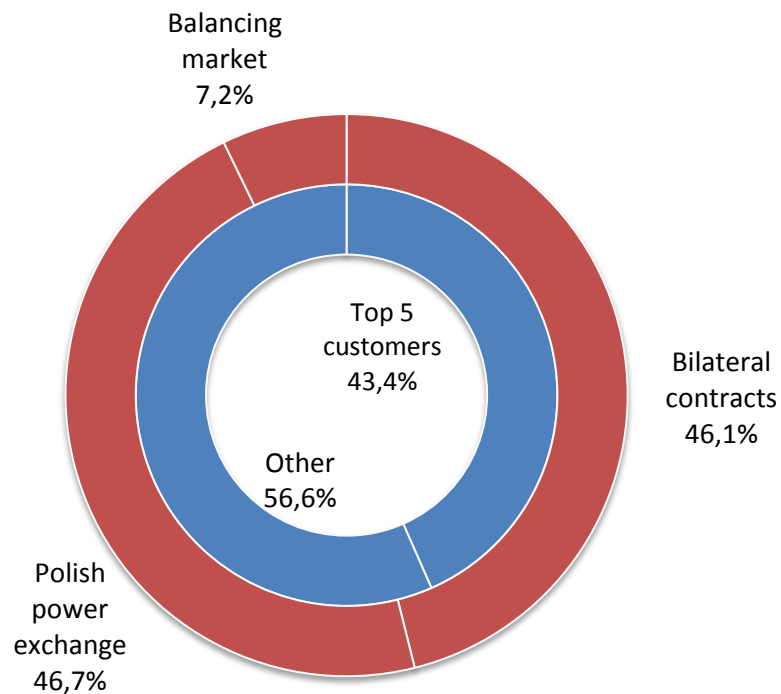
m PLN	Generation	Mining	Renovation	Sales	Other	Consolidation adjustments	Total
Sales revenue from external customers	460,5	3,9	20,0	205,0	0,1	-	689,5
<i>External sales revenue %</i>	<i>78,9%</i>	<i>1,6%</i>	<i>36,7%</i>	<i>100,0%</i>	<i>2,2%</i>		<i>100,0%</i>
Sales revenue between segments	122,8	232,1	34,5	-	5,2	-394,6	-
Sales revenue	583,3	236,0	54,5	205,0	5,3	-394,6	689,5
Cost of goods sold	-481,8	-165,1	-46,3	-203,1	-4,5	385,2	-515,6
Gross profit	101,5	70,9	8,2	1,9	0,8	-9,4	173,9
<i>Margin %</i>	<i>17,4%</i>	<i>30,0%</i>	<i>15,0%</i>	<i>0,9%</i>	<i>15,1%</i>		<i>25,2%</i>
EBITDA	155,9	64,5	5,1	1,2	0,8	-11,5	216,0
<i>Margin %</i>	<i>26,7%</i>	<i>27,3%</i>	<i>9,4%</i>	<i>0,6%</i>	<i>15,1%</i>		<i>31,3%</i>
EBIT	89,2	44,3	3,7	1,2	-0,1	-10,3	128,0
<i>Margin %</i>	<i>15,3%</i>	<i>18,8%</i>	<i>6,8%</i>	<i>0,6%</i>	<i>-1,8%</i>		<i>18,6%</i>
Net profit (for the period from continuing operations)	79,2	30,6	3,2	1,1	-0,1	-6,6	107,4
<i>Margin %</i>	<i>13,6%</i>	<i>13,0%</i>	<i>5,9%</i>	<i>0,5%</i>	<i>-1,8%</i>		<i>15,6%</i>

Sale breakdown by costumers and market type

by costumers (internal ring) and by market type (external ring)

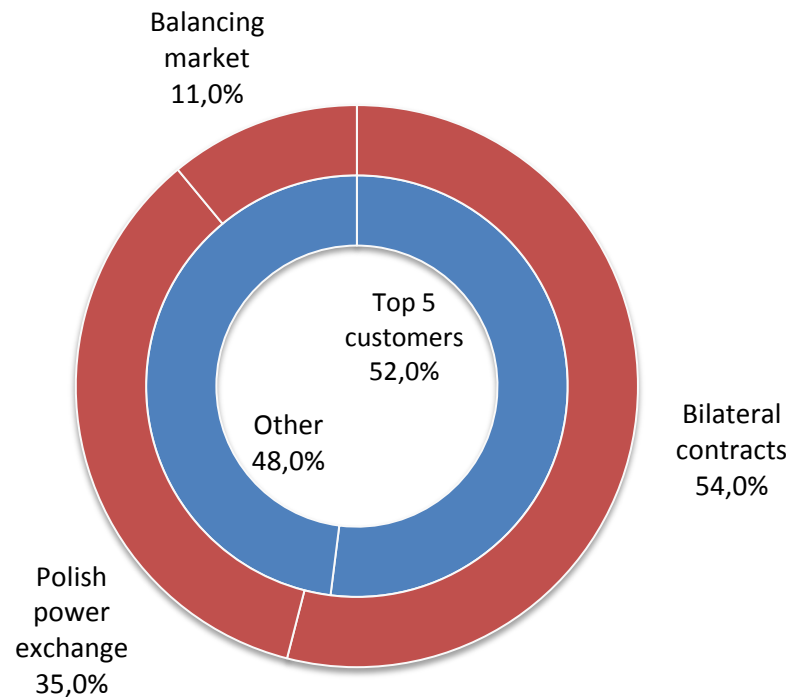


9 months 2013



■ by customers ■ by market type

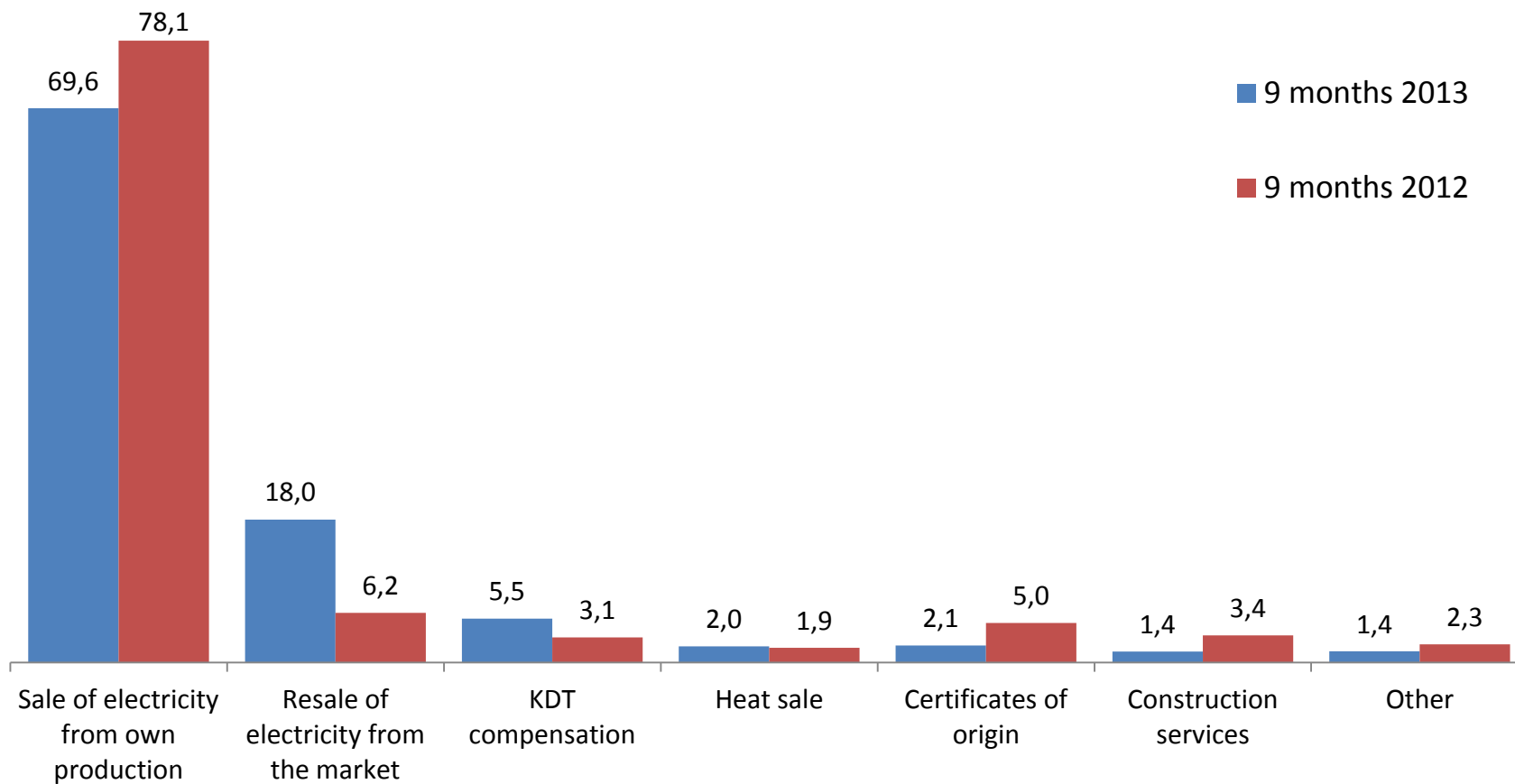
9 months 2012



■ by customers ■ by market type

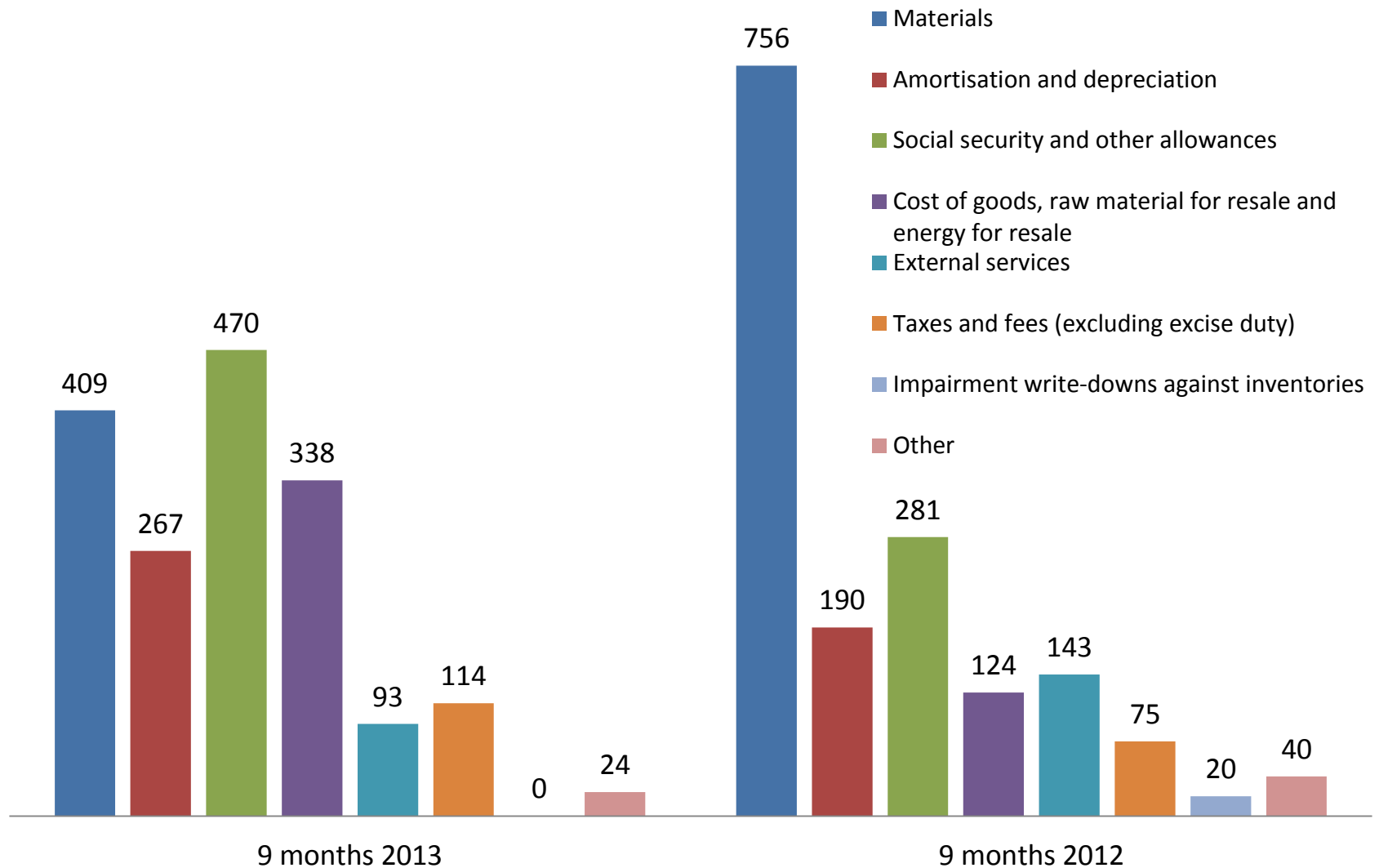
Revenue breakdown

[%]



Cost by type

[m PLN]

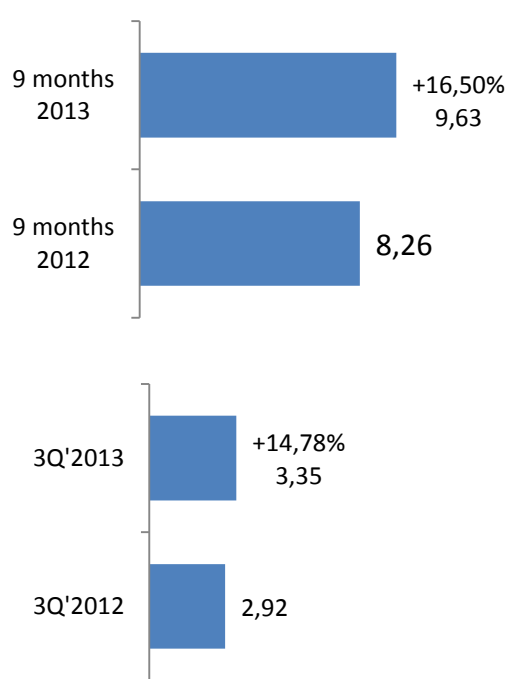


Electricity sales



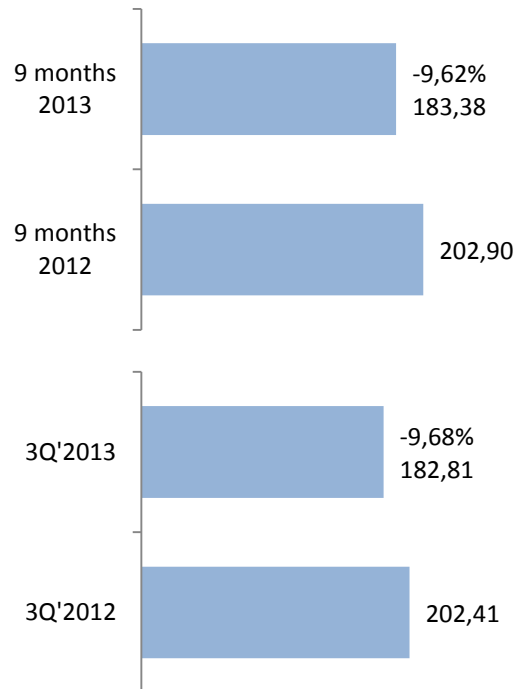
Electricity sales⁽¹⁾

[TWh]



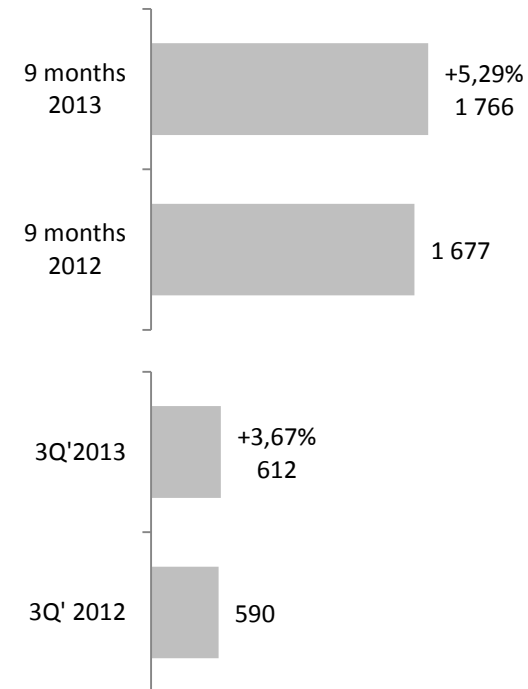
Average sale price⁽²⁾

[PLN/MWh]



Revenue

[m PLN]



⁽¹⁾ Electricity from own production and resold on the market.

⁽²⁾ Calculated as the total revenue from the sale of electricity divided by total volume of electricity sold.

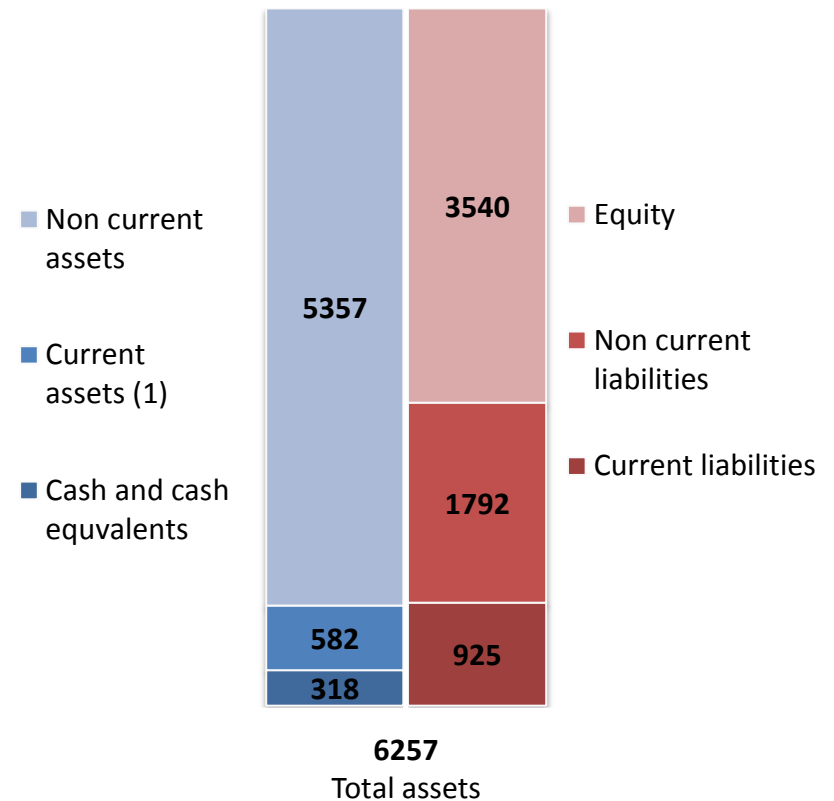
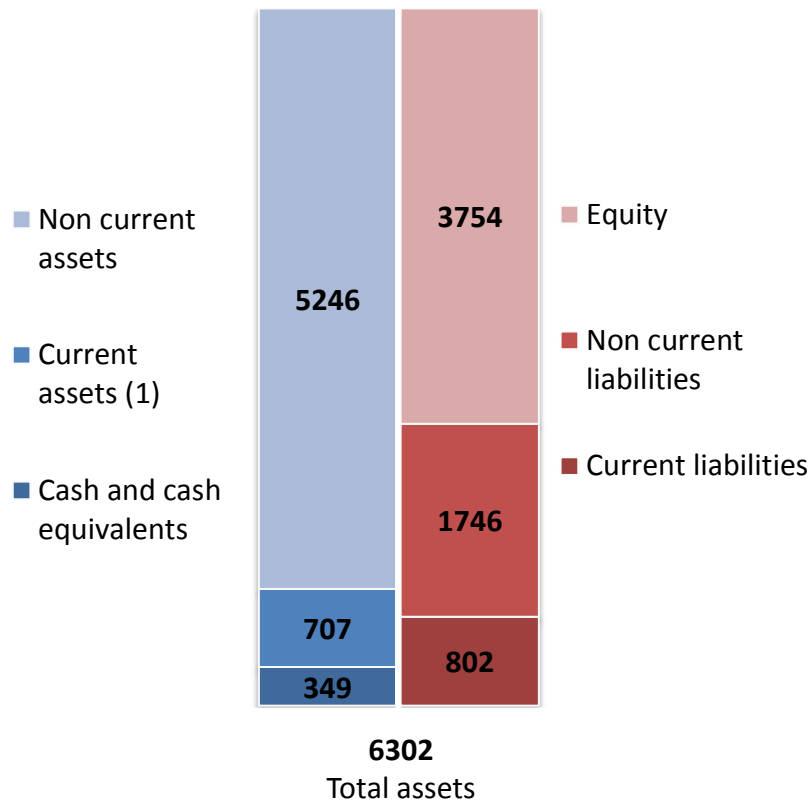
Consolidated statement of financial position

[m PLN]



30.09.2013

31.12.2012 (restated)



(1) Current assets without Cash and cash equivalents

Consolidated Cash Flow

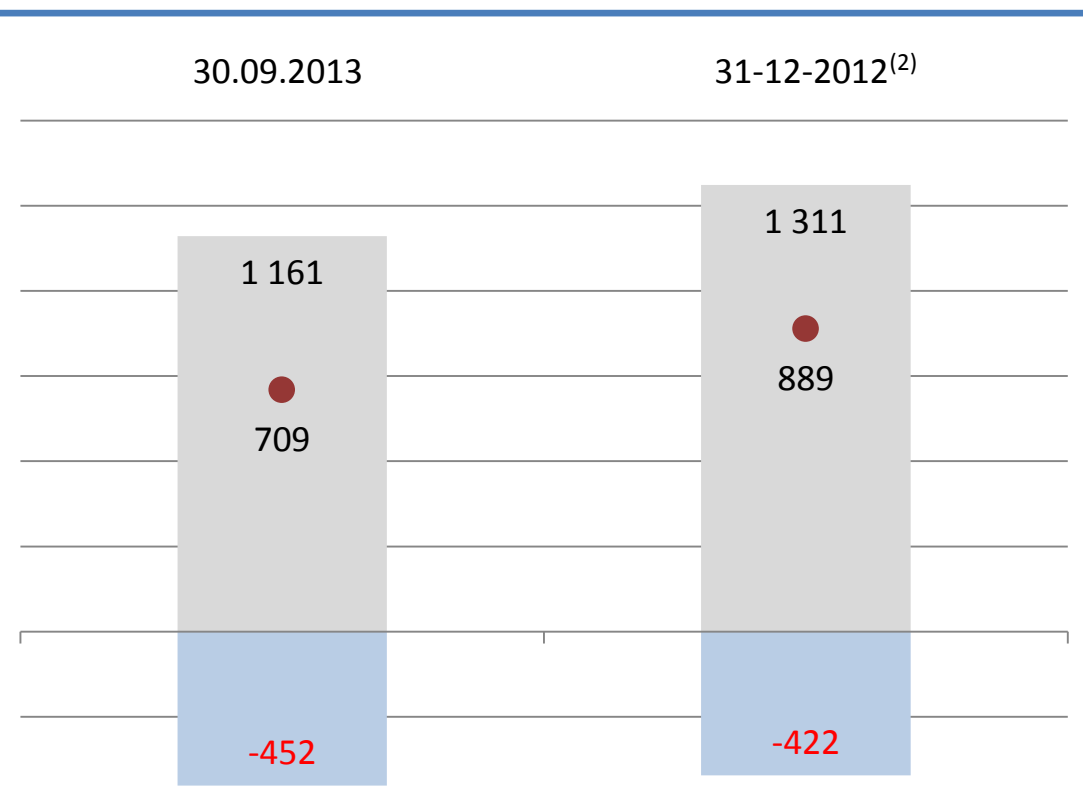


	[m PLN]	9 months 2013	9 months 2012
Profit/loss before taxation		254,2	390,1
Depreciation and amortization		265,7	188,1
Profit/loss on investing and financial activities		50,7	30,3
Changes in working capital		-44,8	-24,7
Income tax		-5,6	-29,6
Purchase of EUA		-116,8	-
Other		-2,3	0,7
Net cash flow from operational activities		401,1	554,9
Purchase of property, plant and equipment and intangible assets		-163,0	-263,5
Other		4,2	-93,7
Net cash flow from investing activities		-158,8	-357,2
Inflows of/ Payment of credits, loans, leases and securities		-173,7	-142,9
Interest paid		-37,2	-43,4
Other		-0,8	-0,7
Net cash flow from financial activities		-211,7	-187,0
Change in cash and cash equivalents		30,6	10,7
Cash and cash equivalents at the beginning of the period		312,9	385,4
Cash and cash equivalents at the end of the period		343,5	396,1

Net debt



Net debt [m PLN]



- Loans, borrowings and leases
- Cash and cash equivalents
- Net debt

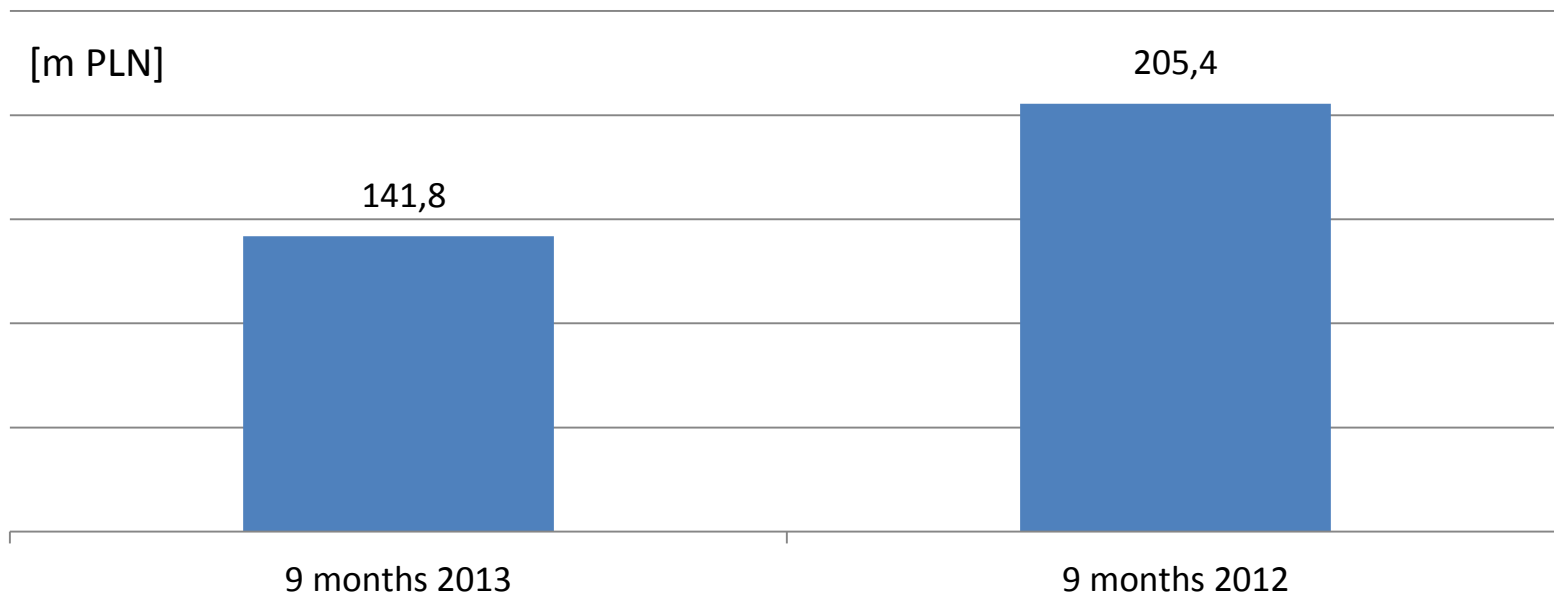
Net debt / EBITDA⁽¹⁾

30-09-2013	0,92
31-12-2012 ⁽²⁾	1,21

(1) EBITDA annualized

(2) Restated data

(3) Cash and cash equivalents from Consolidated statement of financial position



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