



20th March 2014

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

2013 Results

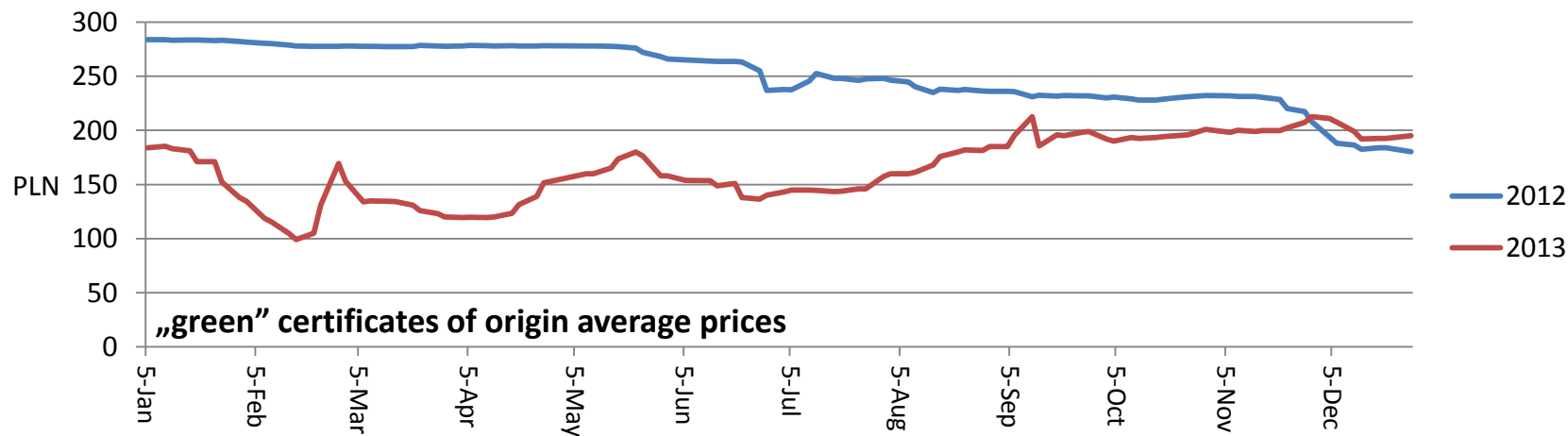
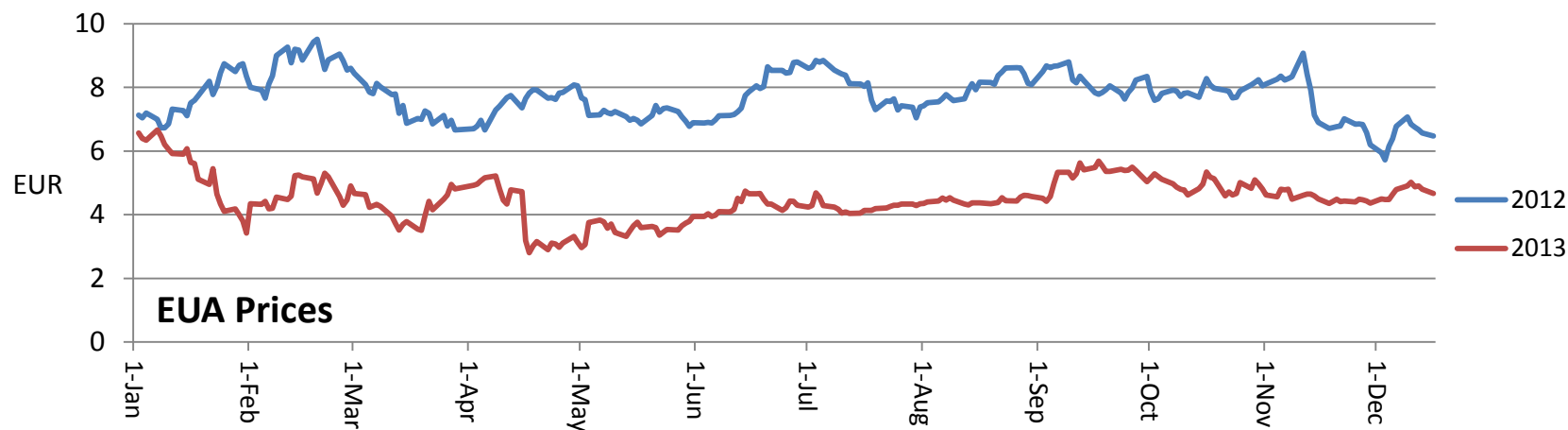


- 10% drop in electricity prices.
- First full operational year of consolidation PAK KWB Konin, PAK KWB Adamów and Elektrim Volt, entered the Group in 2012.
- First year on new „KPRU”, necessity of buying missing allowances for CO₂ emissions.
- Biomass cofiring quit.
- Retrofit start of units 1 and 2 in Pątnów I power plant .

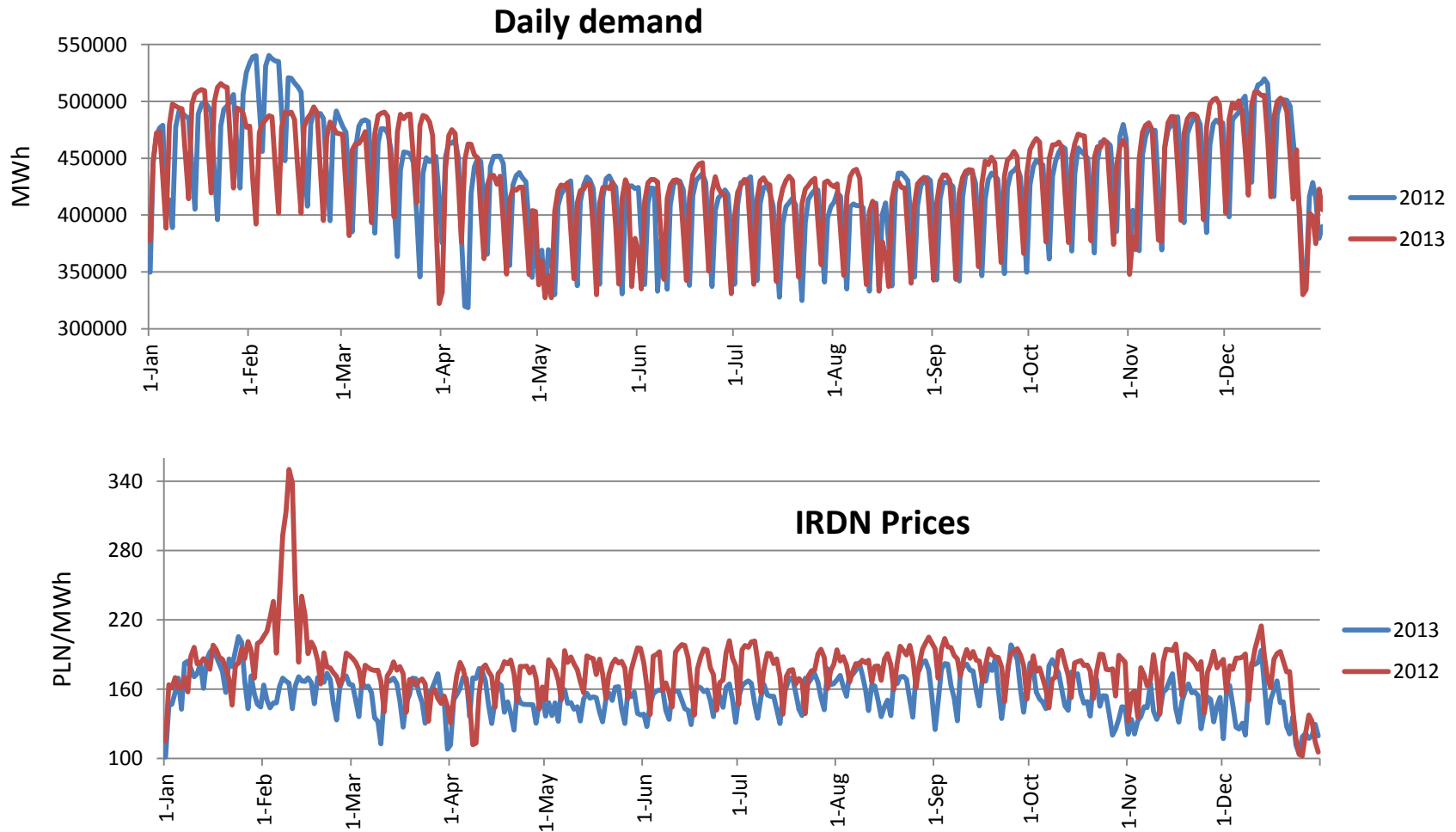
SELECTED ENERGY MARKET DATA



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



Daily demand for electricity and IRDN prices – 2012 and 2013



„Base” price for 2014 - BASE_Y-14



„Base” year 2014 price



OPERATIONAL DATA

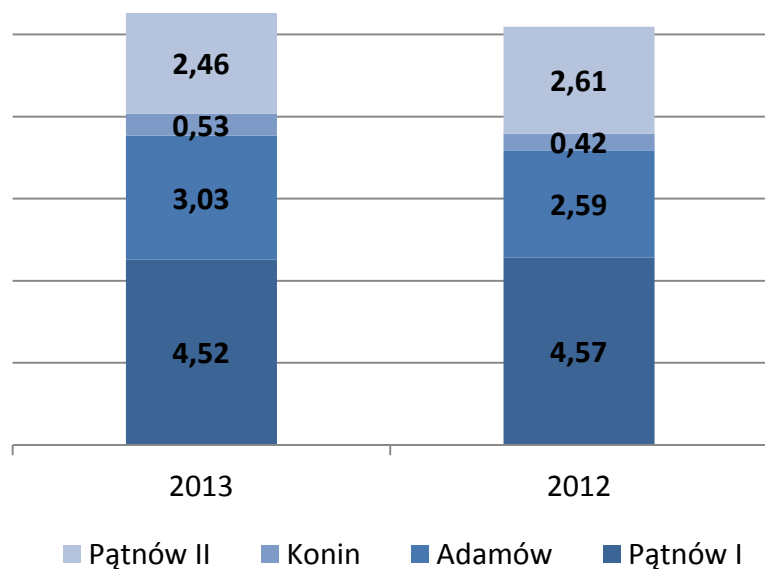


Electricity Net Production

[TWh]



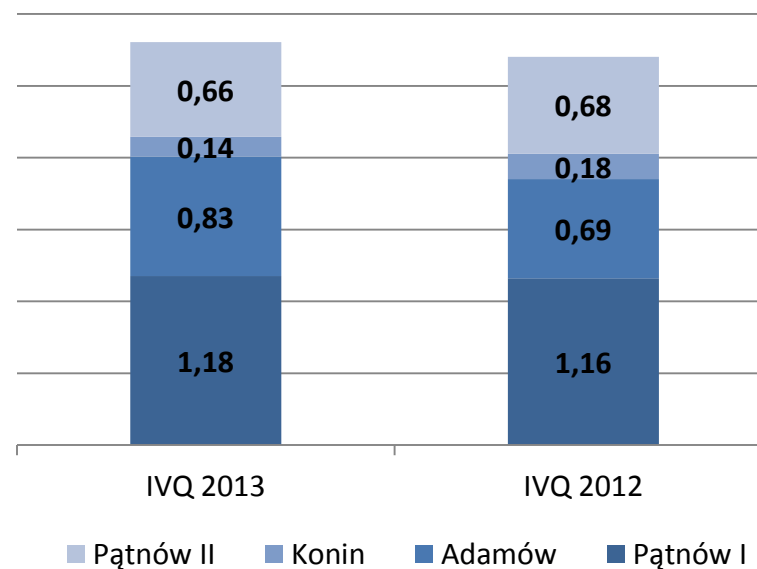
2013 / 2012



Total 12 months 2013 = 10,53 TWh

Total 12 months 2012 = 10,19 TWh

IVQ 2013 / IVQ 2012



Total IVQ 2013 = 2,80 TWh

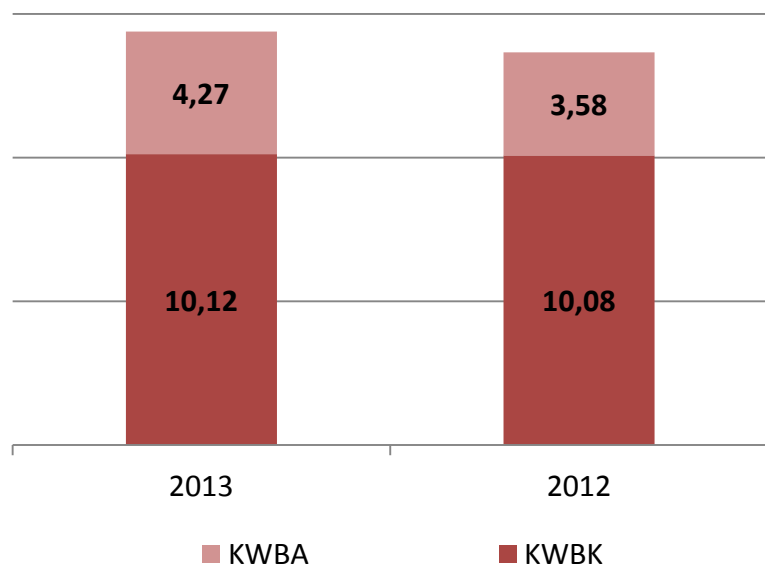
Total IVQ 2012 = 2,70 TWh

Lignite consumption

[m tons]



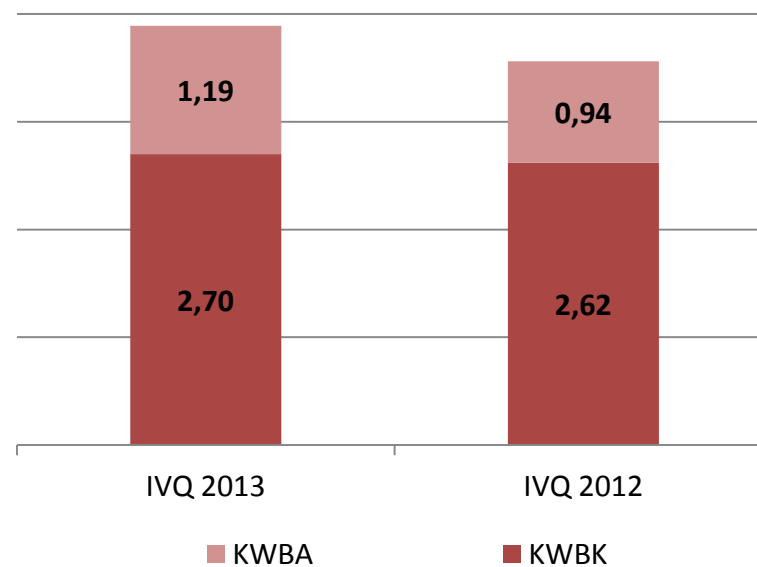
2013 / 2012



Total 12 months 2011 = 14,39 m tons

Total 12 months 2012 = 13,66 m tons

IVQ 2013 / IVQ 2012



Total IVQ 2013 = 3,89 m tons

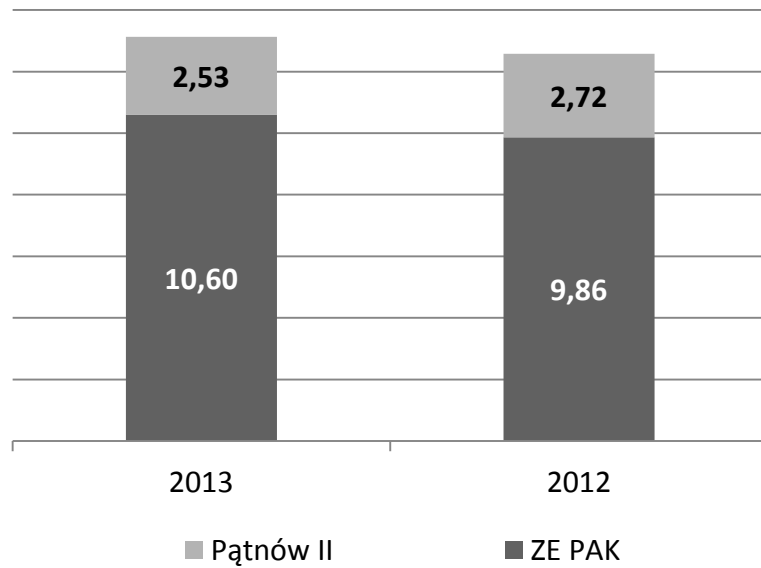
Total IVQ 2012 = 3,56 m tons

CO2 Emmision

[m tons]



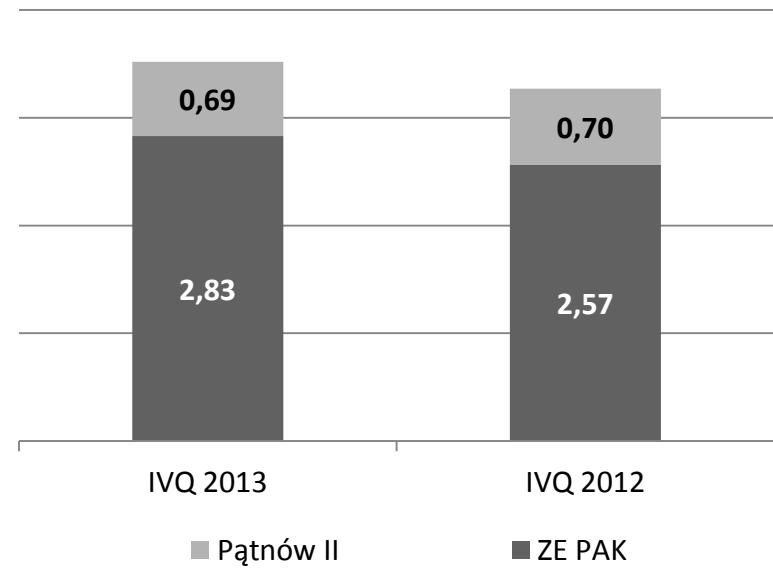
2013 / 2012



Total 12 months 2013 = 13,13 m tons

Total 12 months 2012 = 12,58 m tons

IVQ 2013 / IVQ 2012



Total IVQ 2013 = 3,52 m tons

Total IVQ 2012 = 3,27 m tons

FINANCIAL DATA



Consolidated P&L summary (1/2)



[m PLN]	2013	2012	IVQ 2013	IVQ 2012
Sales revenues	2 764	2 723	747	735
<i>Change %</i>	1,51%		1,63%	
Cost of goods sold	-2 254	-2 099	-682	-564
Gross profit	510	625	65	172
<i>Margin %</i>	18,45%	22,95%	8,70%	23,40%
Other operating income	26	12	15	8
Selling and distribution expenses	-3	-3	-1	-1
Administrative expenses	-149	-134	-19	-44
Other operating expenses	-25	-16	-15	-6
EBITDA	716	764	136	218
<i>Margin %</i>	25,90%	28,06%	18,21%	29,66%
EBIT	359	484	46	128
<i>Margin %</i>	12,99%	17,77%	6,16%	17,41%

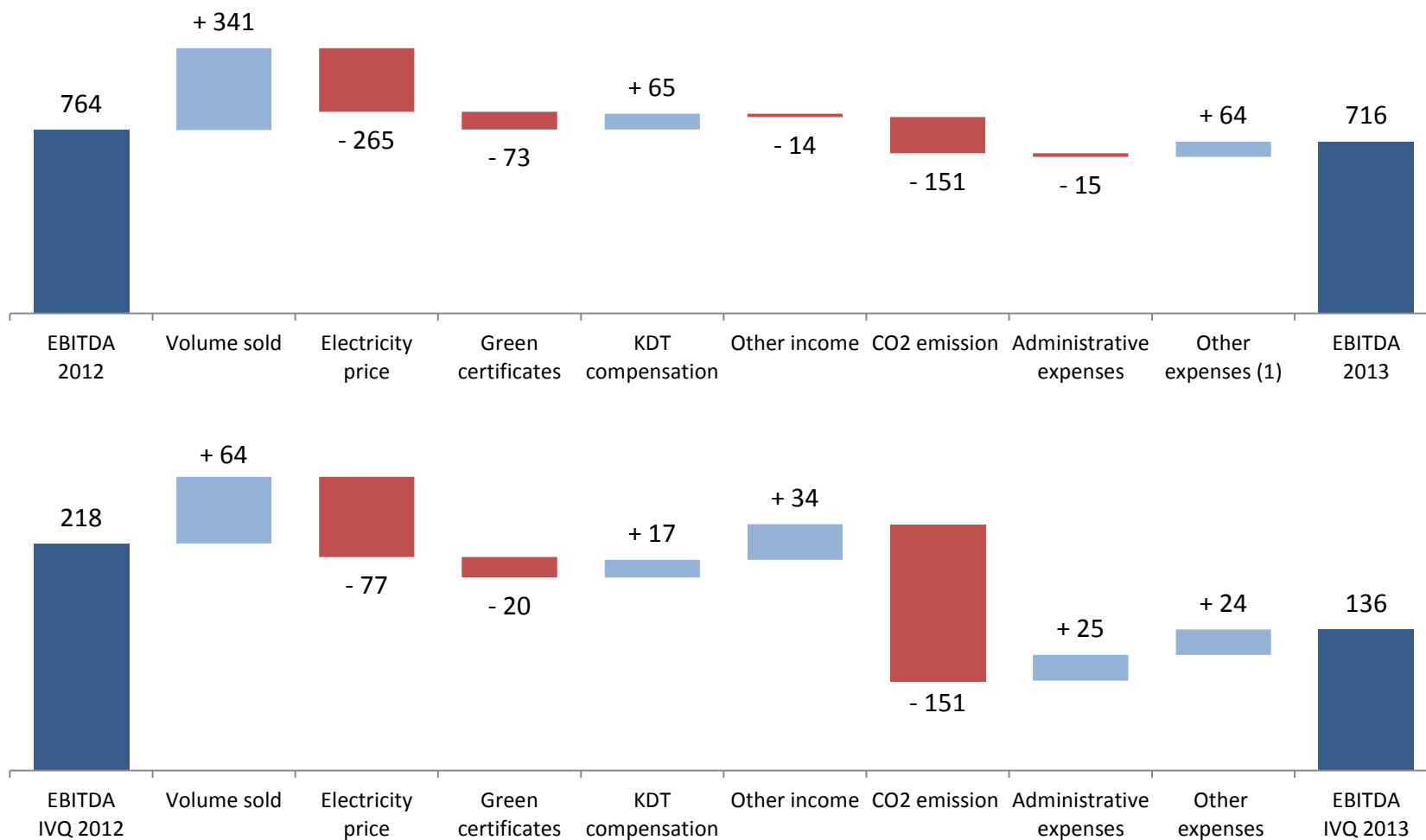
Consolidated P&L summary (2/2)



[m PLN]	2013	2012	IVQ 2013	IVQ 2012
EBIT	359	484	46	128
Finance income	19	83	1	8
Finance costs	-78	-70	-1	-30
Profit before tax	300	497	46	107
Income tax (taxation)	-68	-94	-20	-22
<i>Effective tax rate %</i>	<i>22,67%</i>	<i>18,91%</i>	<i>43,48%</i>	<i>20,56%</i>
Net profit for the period	232	403	25	85
<i>Margin %</i>	<i>8,39%</i>	<i>14,80%</i>	<i>3,35%</i>	<i>11,56%</i>

EBITDA changes

[m PLN]



(1) Other expenses includes depreciation 77 m PLN increase.

Consolidated P&L in segments for 2013



m PLN	Generation	Mining	Renovation	Sales	Other	Consolidation adjustments	Total
Sales revenue from external customers	1 867,3	13,2	83,7	798,8	0,8	-	2 763,8
<i>External sales revenue %</i>	<i>79,8%</i>	<i>1,4%</i>	<i>37,8%</i>	<i>100,0%</i>	<i>3,7%</i>		<i>100,0%</i>
Sales revenue between segments	471,8	947,9	137,7	-	21,1	-1 578,4	-
Sales revenue	2 339,1	961,1	221,4	798,8	21,9	-1 578,4	2 763,8
Cost of goods sold	-2 102,3	-742,8	-183,5	-790,4	-17,1	1 582,0	-2 254,1
Gross profit	236,8	218,3	37,9	8,4	4,8	3,6	509,7
<i>Margin %</i>	<i>10,1%</i>	<i>22,7%</i>	<i>17,1%</i>	<i>1,0%</i>	<i>21,7%</i>		<i>18,4%</i>
EBITDA	460,2	221,5	27,0	3,7	4,3	-0,9	715,8
<i>Margin %</i>	<i>19,7%</i>	<i>23,0%</i>	<i>12,2%</i>	<i>0,5%</i>	<i>19,5%</i>		<i>25,9%</i>
EBIT	187,6	139,8	21,9	3,6	2,1	3,6	358,5
<i>Margin %</i>	<i>8,0%</i>	<i>14,5%</i>	<i>9,9%</i>	<i>0,5%</i>	<i>9,6%</i>		<i>13,0%</i>
Net profit (for the period from continuing operations)	145,4	98,5	19,1	4,4	2,0	-38,0	231,5
<i>Margin %</i>	<i>6,2%</i>	<i>10,3%</i>	<i>8,6%</i>	<i>0,6%</i>	<i>9,2%</i>		<i>8,4%</i>

Consolidated P&L in segments IVQ 2013



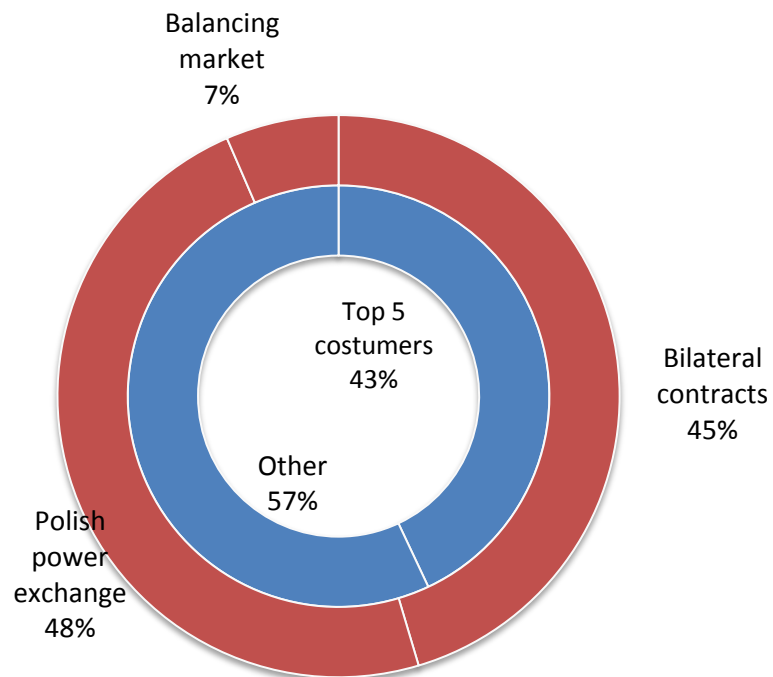
m PLN	Generation	Mining	Renovation	Sales	Other	Consolidation adjustments	Total
Sales revenue from external customers	509,9	3,7	39,8	193,3	0,4	-	747,0
<i>External sales revenue %</i>	<i>81,4%</i>	<i>1,5%</i>	<i>57,6%</i>	<i>100,0%</i>	<i>5,8%</i>		<i>100,0%</i>
Sales revenue between segments	116,2	248,5	29,3	-	5,7	-399,7	-
Sales revenue	626,0	252,3	69,0	193,3	6,0	-399,7	747,0
Cost of goods sold	-644,4	-184,1	-60,0	-191,3	-4,9	403,3	-681,5
Gross profit	-18,4	68,1	9,0	1,9	1,1	3,6	65,5
<i>Margin %</i>	<i>-2,9%</i>	<i>27,0%</i>	<i>13,0%</i>	<i>1,0%</i>	<i>18,6%</i>		<i>8,8%</i>
EBITDA	37,5	87,5	7,1	0,8	0,9	1,9	135,6
<i>Margin %</i>	<i>6,0%</i>	<i>34,7%</i>	<i>10,3%</i>	<i>0,4%</i>	<i>14,8%</i>		<i>18,2%</i>
EBIT	-30,5	65,7	6,1	0,7	0,5	3,1	45,5
<i>Margin %</i>	<i>-4,9%</i>	<i>26,1%</i>	<i>8,8%</i>	<i>0,4%</i>	<i>7,9%</i>		<i>6,1%</i>
Net profit (for the period from continuing operations)	-35,0	50,7	5,2	1,6	0,7	2,2	25,4
<i>Margin %</i>	<i>-5,6%</i>	<i>20,1%</i>	<i>7,5%</i>	<i>0,8%</i>	<i>11,2%</i>		<i>3,4%</i>

Sale breakdown by costumers and market type

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

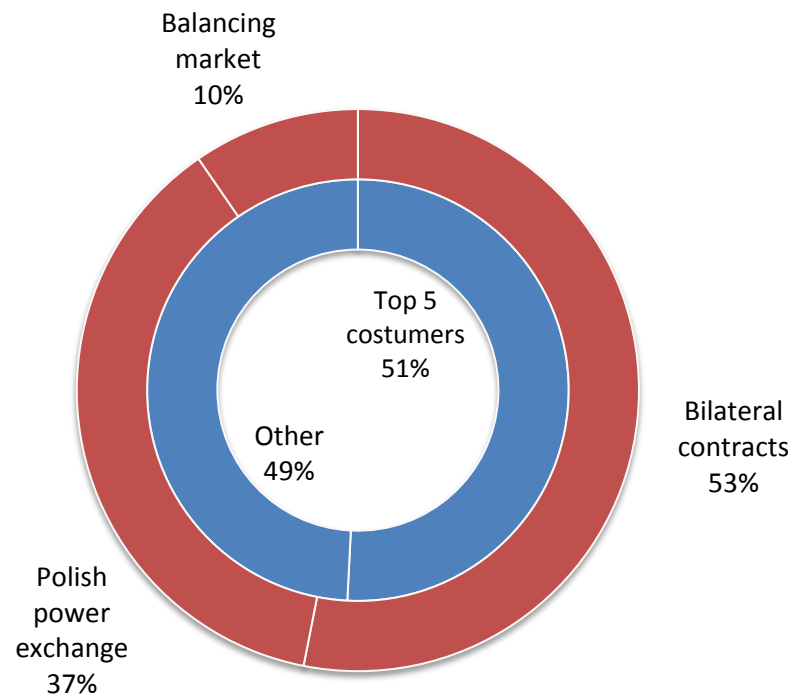


2013



■ by costumers ■ by market type

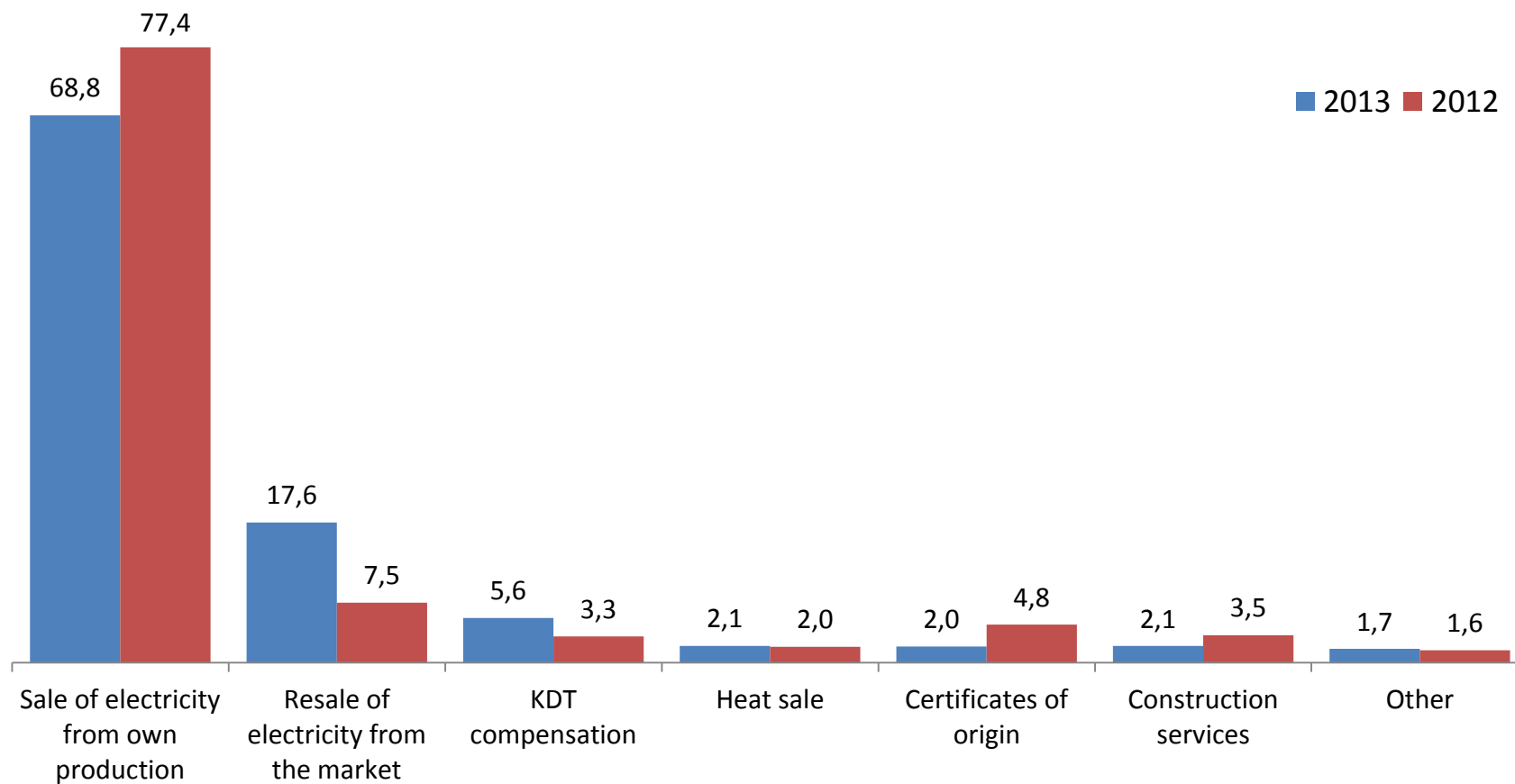
2012



■ by costumers ■ by market type

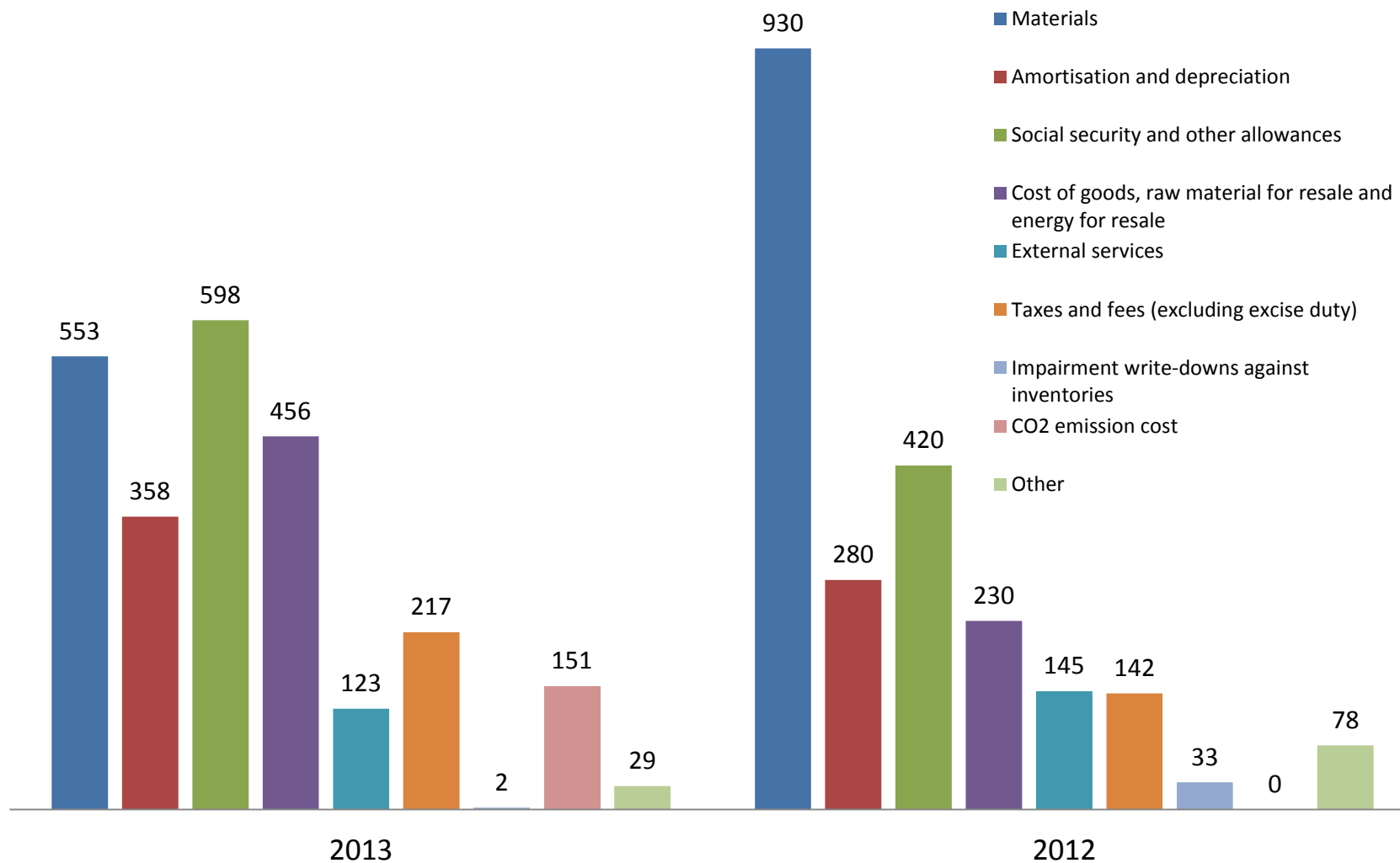
Revenue breakdown

[%]



Cost by type

[m PLN]

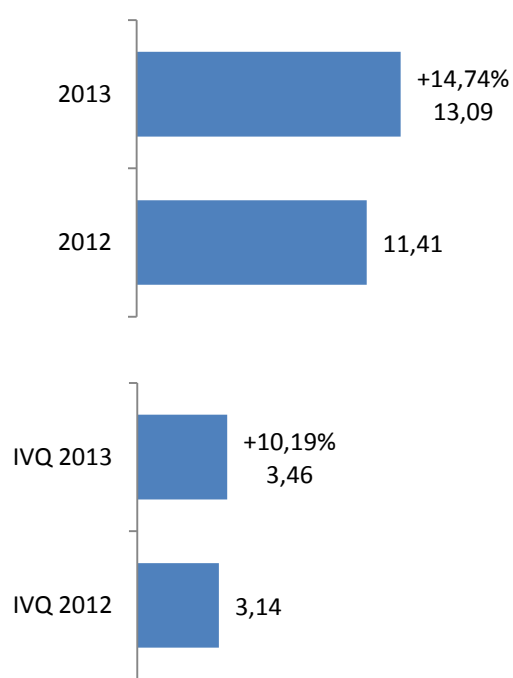


Electricity sales



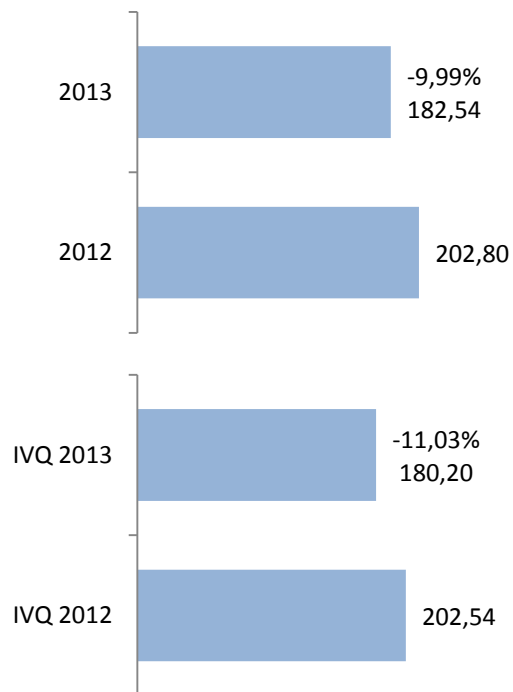
Electricity sales⁽¹⁾

[TWh]



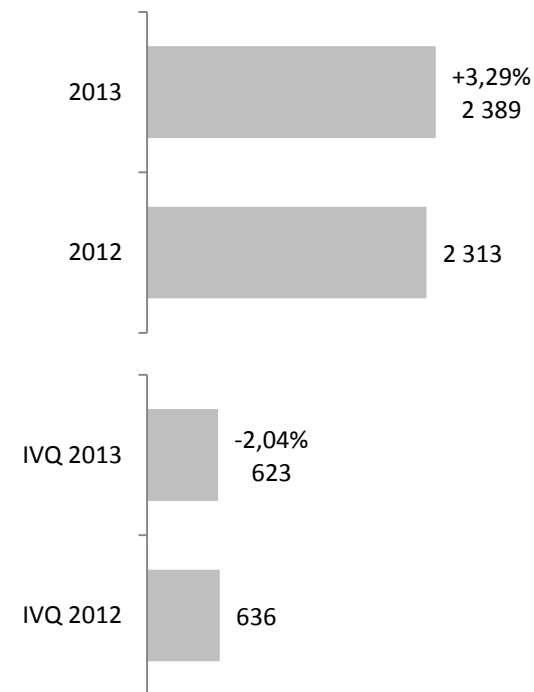
Average selling price⁽²⁾

[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.

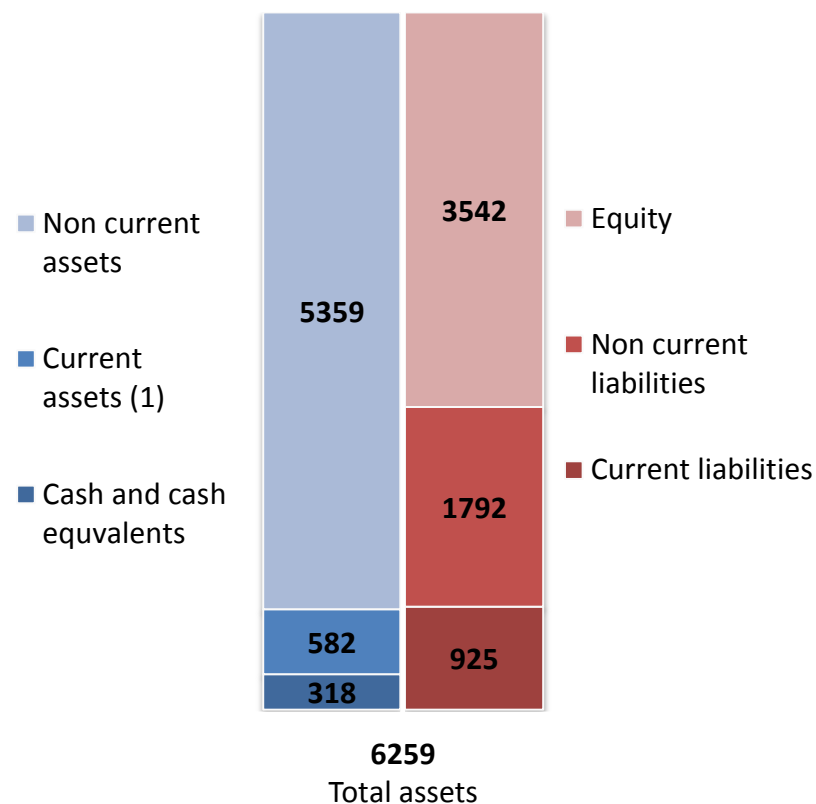
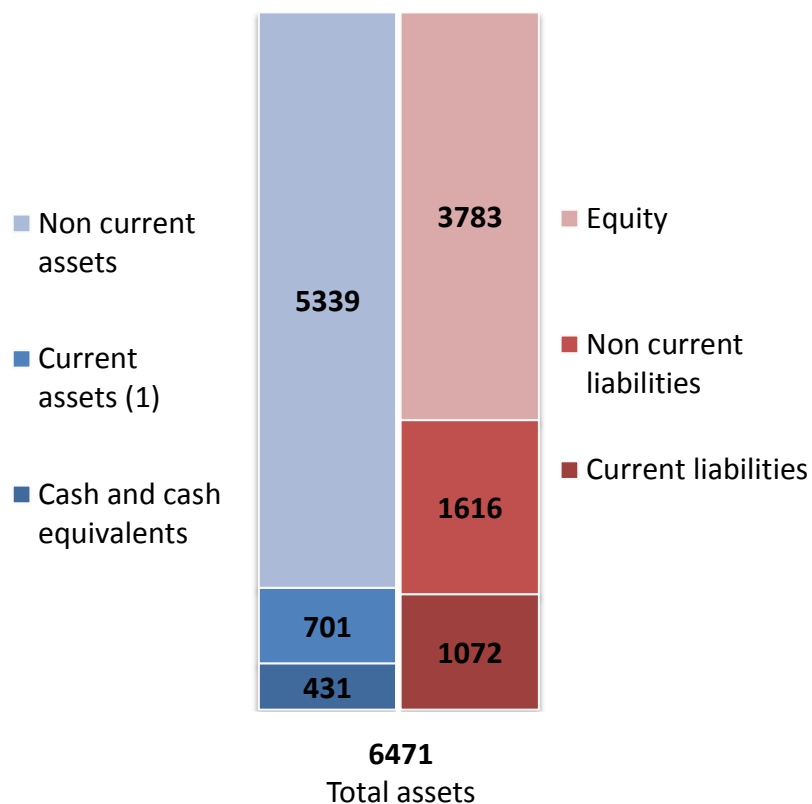
Consolidated statement of financial position

[m PLN]



31.12.2013

31.12.2012 (restated)

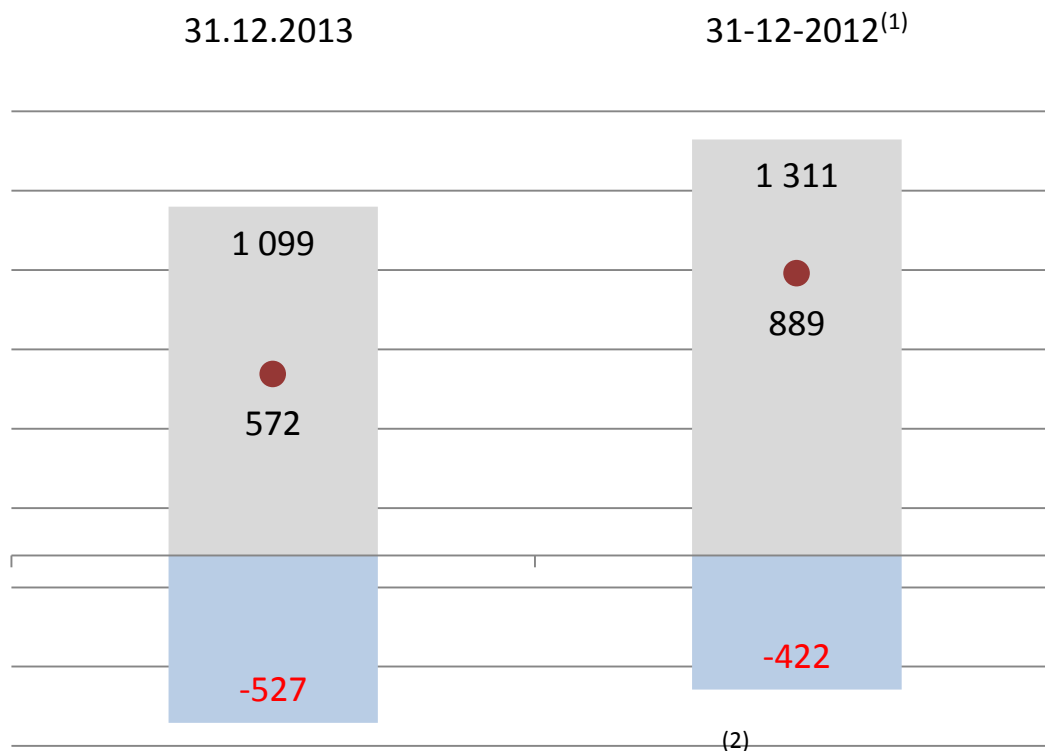


(1) Current assets without Cash and cash equivalents

Net debt



Net debt [m PLN]



■ Loans, borrowings and leases ■ Cash and cash equivalents

● Net debt

Net debt / EBITDA

31-12-2013	0,80
31-12-2012 ⁽¹⁾	1,16

(1) Restated data

(2) Cash and cash equivalents from Consolidated statement of financial position and other short-term financial assets

Consolidated Cash Flow



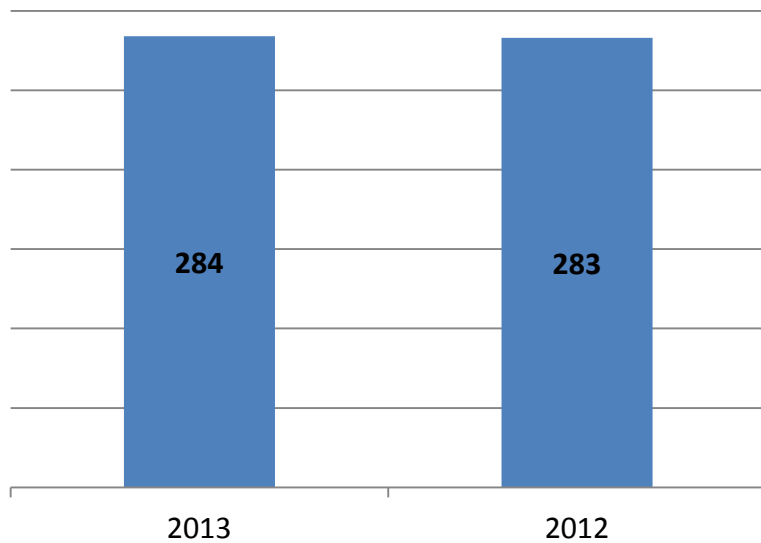
	[m PLN]	2013	2012
Profit/loss before taxation		299,8	496,7
Depreciation and amortization		355,9	278,4
Profit/loss on investing and financial activities		60,0	-12,3
Changes in working capital		131,6	68,4
Income tax		-9,8	-48,6
Purchase of EUA		-176,4	0,0
Other		-2,8	-9,7
Net cash flow from operational activities		658,1	772,9
Purchase of property, plant and equipment and intangible assets		-295,2	-325,2
Other		34,7	-175,8
Net cash flow from investing activities		-260,5	-501,0
Own shares acquisition		0,0	-31,3
Inflows of/ Payment of credits, loans, leases and securities		-231,8	-238,9
Interest paid		-46,9	-62,4
Other		-0,6	0,6
Net cash flow from financial activities		-279,3	-331,9
Change in cash and cash equivalents		118,4	-60,1
Cash and cash equivalents at the beginning of the period		312,9	373,0
Cash and cash equivalents at the end of the period		431,3	312,9

Capex

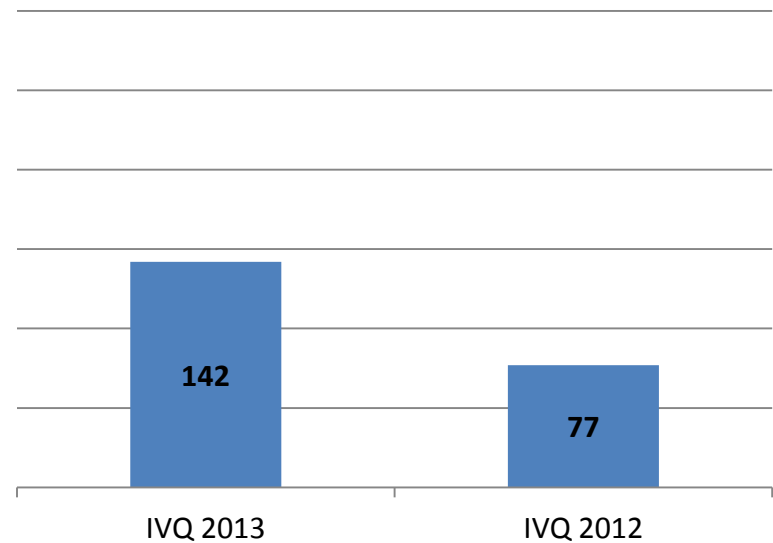
[m PLN]



2013 / 2012



IVQ 2013 / IVQ 2012



Higher capex in IVQ 2013
in connection with start of retrofit in Patnow I

2013 Net profit share recommendation



- The Management Board intends to recommend the transfer of the whole standalone profit of PLN 231 857 thousand for supplementary capital of the company.

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