

Economic Development through Infrastructural Investment in the sectors Energy and Environment by means of efficient Waste and Water Management

Vienna Economic Forum, November 2007



EVN

Company profile – fact sheet

EVN	EVN is a leading integrated energy and environmental service group serving customer in Lower Austria and CEE
Business areas	Electricity, gas, heating, water, waste incineration
Countries	Austria, Bulgaria, Croatia, Cyprus, Estonia, Germany, Poland, Lithuania, Macedonia, Russia, Slovakia, Slovenia, Denmark, Turkey
Employees	9,973 thereof 7,667 in abroad
Revenue	2,071.6 EUR m
EBITDA	397.4 EUR m
EBIT	184.4 EUR m
Net result	221.9 EUR m
Credit Rating	Moody's: A1, stable Standard & Poor's: A, stable

Financial Year 2005/06 (30.09.2006)

EVN currently active in 14 CEE countries



- ## Highlights
- ▶ 1 m electricity, gas, heat and water customers in Lower Austria
 - ▶ 1.5 m electricity customers in Bulgaria
 - ▶ 700,000 electricity customers in Macedonia
 - ▶ 1,700 MW generation capacity (gas, coal, hydro, wind and biomass)
 - ▶ Coal fired power plant of 790 MW in Germany
 - ▶ 131,000 km electricity network, 10,500 km gas pipelines
 - ▶ 70 drinking/waste water plants for 10 m people
 - ▶ Construction of waste incineration plant and water plant in Moscow (400 EUR m)
 - ▶ Substantial holdings in Austrian gas exploration , hydro power producer
 - ▶ Strong partners in EnergieAllianz and EconGas in Austria

„Two-pillar strategy“ – focus on Energy and Environmental Services

Traditional EVN core activities ...

▶ **Energy**

▶ **Generation**

▶ **Networks**

▶ **Supply**

... complemented by related infrastructure and environmental services

▶ **Environment**

▶ **Waste incineration**

▶ **Drinking water**

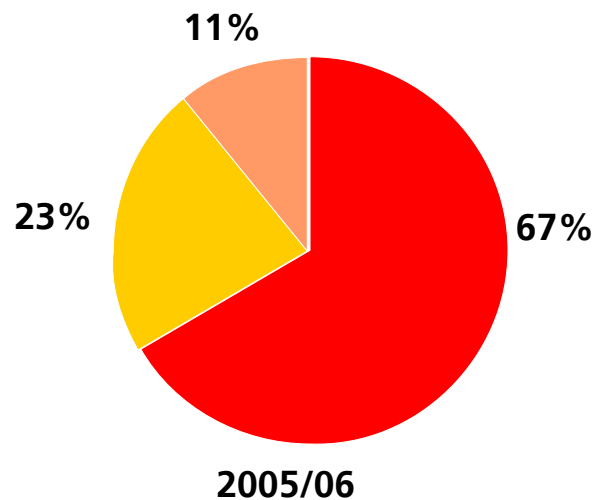
▶ **Waste water**

▶ **Benefit from strategic advantages:**

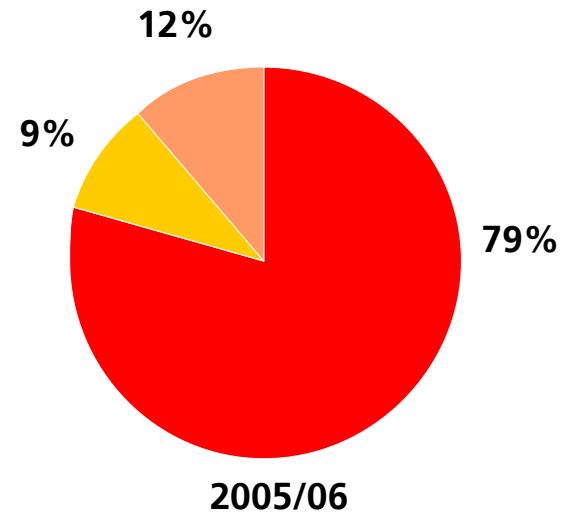
- ▶ **Common customer basis („one-stop shop“)**
- ▶ **Know-how-transfer primarily in generation and networks**
- ▶ **Regional synergies in operation and supply (currently mainly in Austria)**
- ▶ **Benefit from administrative functions of head office for non-domestic activities**
- ▶ **Optimisation of financial resources**

Growth due to expansion in South East Europe and Central and Eastern Europe

Sales by region



EBIT by region

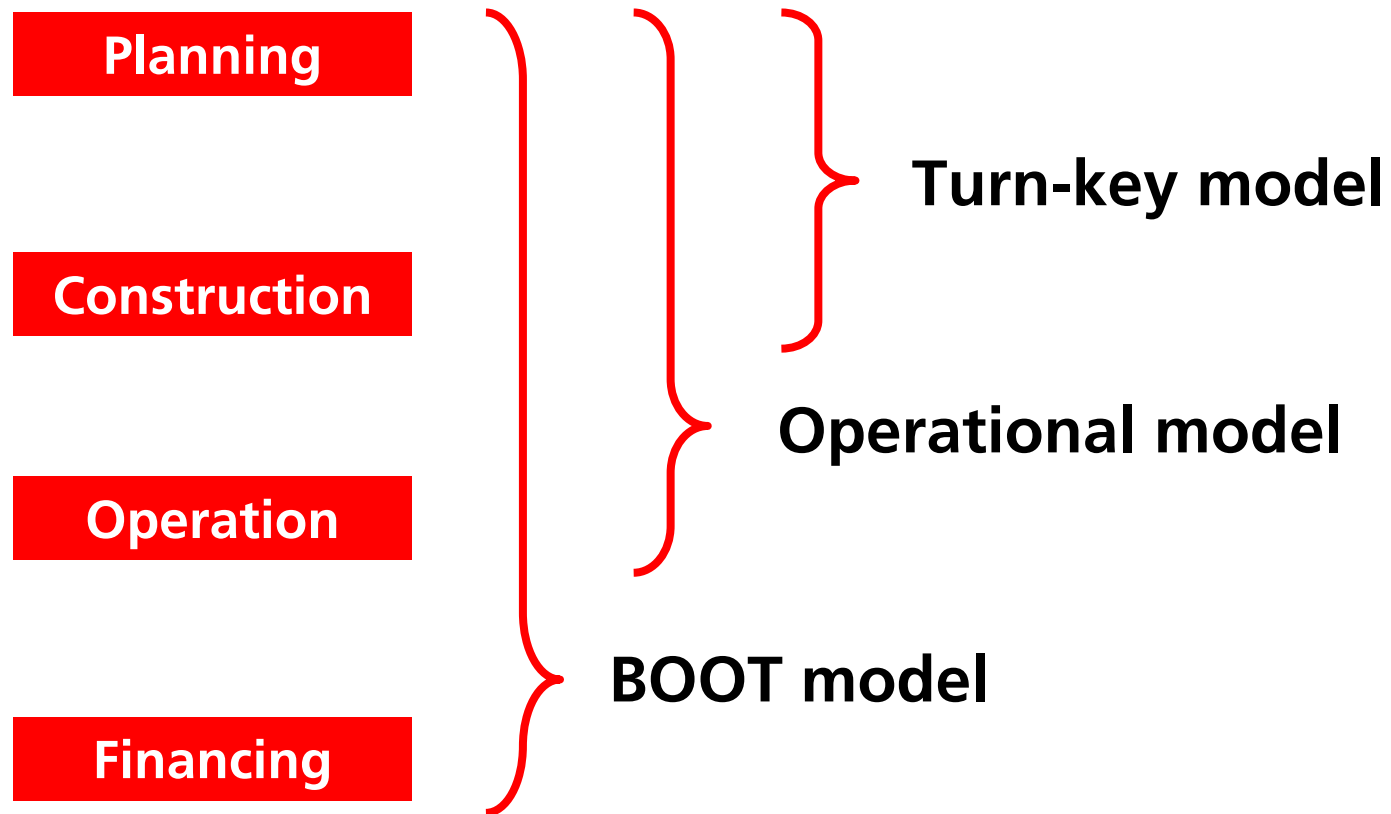


■ Austria ■ Central and Eastern Europe ■ South East Europe

▶ Share of Central and Eastern and South East Europe grew from to 33.5% vs. 24.6 %

▶ Share of Central and Eastern and South East Europe : 20.9%

Range of business models



BOOT model:



Zagreb / Croatia



Client:
City of Zagreb - Croatia

Capacity:
1.500.000 EW

Investment volume:
>200 EUR m

Description:

Planning, construction, financing and 30 years operational management of the waste water treatment plant including administration and operation buildings. Construction and financing of the main drainage channel and main collecting pipeline, road connection and bridge.

DWTP SOUTH-WEST MOSCOW / RUSSIA



Client:
City of Moscow - Russia

Capacity:
250,000 m³/d drinking water

Period of planning and construction / operation:
2003 – 2006 / 2007 – 2016

Investment volume:
200 EUR m

Description:

WTE is the first foreign company actively participating in the water supply of Moscow. The drinking water plant Moscow South-West will supply a large part of the city of Moscow's 12 million inhabitants with fresh drinking water and is built on a BOOT-Model basis, with a concession period of 10 years after completion.

Stettin Pomorzany / Poland

**Client:**

Zakład Wodociągów i Kanalizacji
Sp. z o. o. w Szczecinie

Capacity:

417,000 PE

**Period of planning and
construction:**

2005-2008

Investment volume:

44.5 EUR m

Description:

The ISPA project, awarded Dec. 2004, includes a completely new constructed turn-key WWTP for Stettin area. Based on simultaneous denitrification in 6 aeration tanks daily max. 75,000 m³ waste water will be treated. After anaerobic sludge stabilization in digesters - gas utilization in cogeneration plants - the sludge will be disposed in a drying plant with following incineration (capacity 27 t SS/d).

Istanbul / Waste Water Treatment Plant



Project: Turn-key project including 5-year-operation

**Client/
Employer:** ISKI Istanbul Water and Sewerage Administration

Contractor:



Capacity: ca. 2 Mio PE
390.000 m³/d / 510.000 m³/d
(biological / mechanical)

**Investment
volume:** 108,5 EUR m

**Date of
Contract Award:** May 11, 2007

Thermal Waste Incineration Plant MSZ 3 – Moscow



- ▶ Investment volume –
190 EUR m,
Project Finance
equity ratio 25%
- ▶ Incineration of
- ▶ 360.000 t domestic waste
- ▶ Completion 3rd quarter 2007
- ▶ Construction: 2005 – 2007;
Operation: 2007 – 2019
- ▶ Start-up: End of 2007



**Thank you for your
attention!**

EVN