

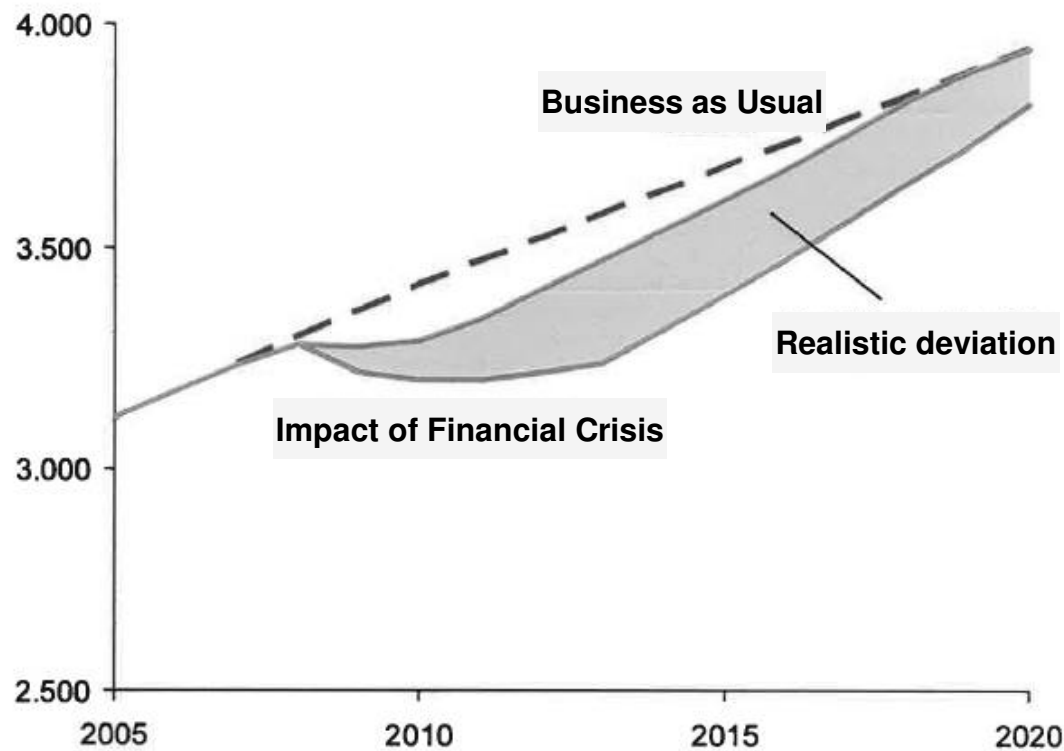


Electricity markets in CEE and SEE: challenges and prospects  
**Christian Kern, Member of the Board**



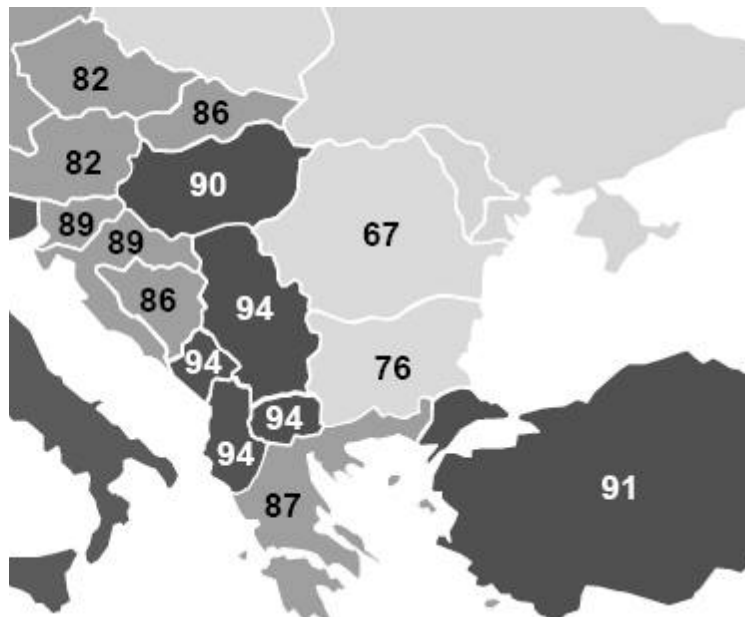
- Short term outlook (2014-2015) not too optimistic; demand will take a decade to bounce back to pre-crisis levels
- Long term: negative effects of the crisis could be compensated for in the following years by an accelerated recovery process

Increase in electricity demand EU-27 until 2020

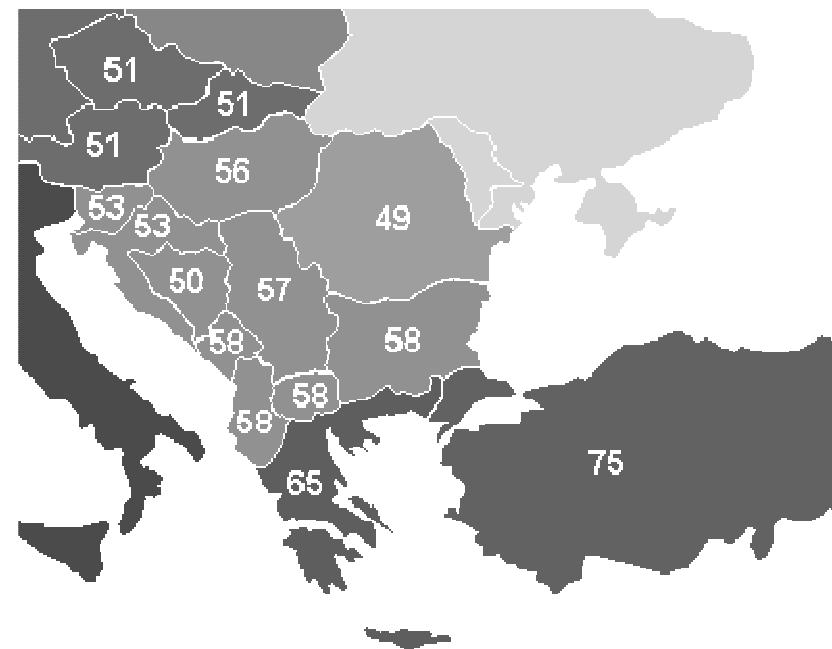


## SEE/ CEE: Prices declined by 30-40%

> Wholesale Forward Prices Cal09 Base  
September 08



> Wholesale prices Cal 10 Base  
April 09



## Prerequisites for entering a foreign market..

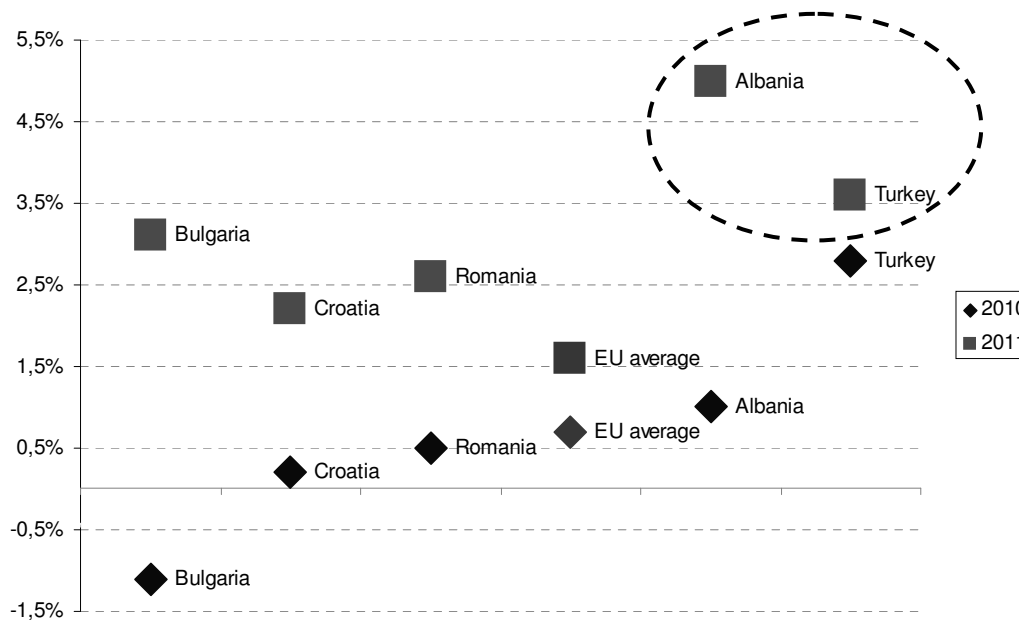
- ›Over-average growth
- ›Liquid Wholesale market
- ›Strong partner with Know-how that complements Verbund's Know-How
- ›First mover in the market
- ›Political stability

**...but few investment opportunities**

# Turkey and Albania show over the average growth

## > Economic Outlook:

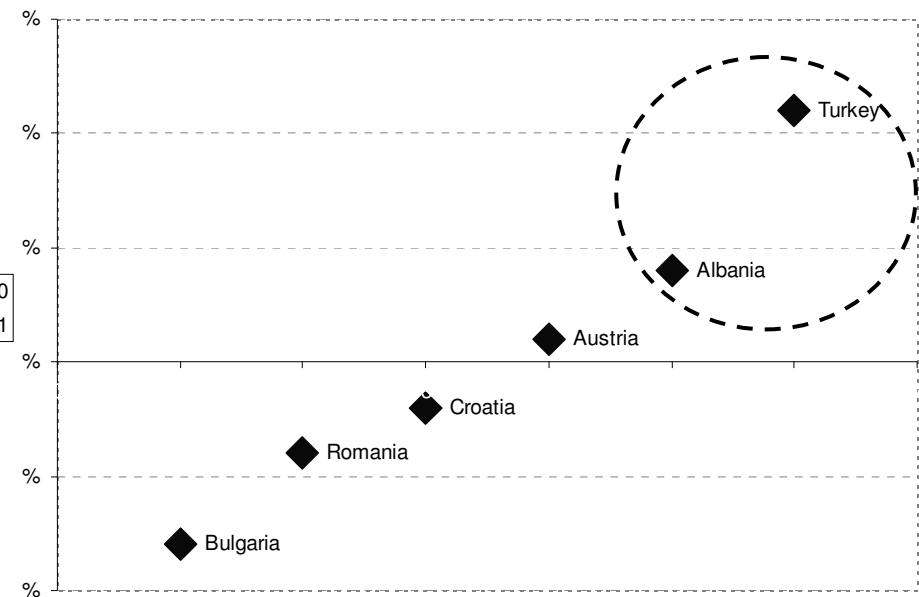
- > shallow recovery in 2010
- > over EU-27 average economic growth in 2011



GDP growth/ recession in selected countries, Source: all except Albania Autumn forecast by European Commisison, Albania WIIW

## > Socioeconomic Outlook:

- > Population growth main driver for electricity consumption



Population growth Outlook 2005-2015, Source: World Development Indicators 2007

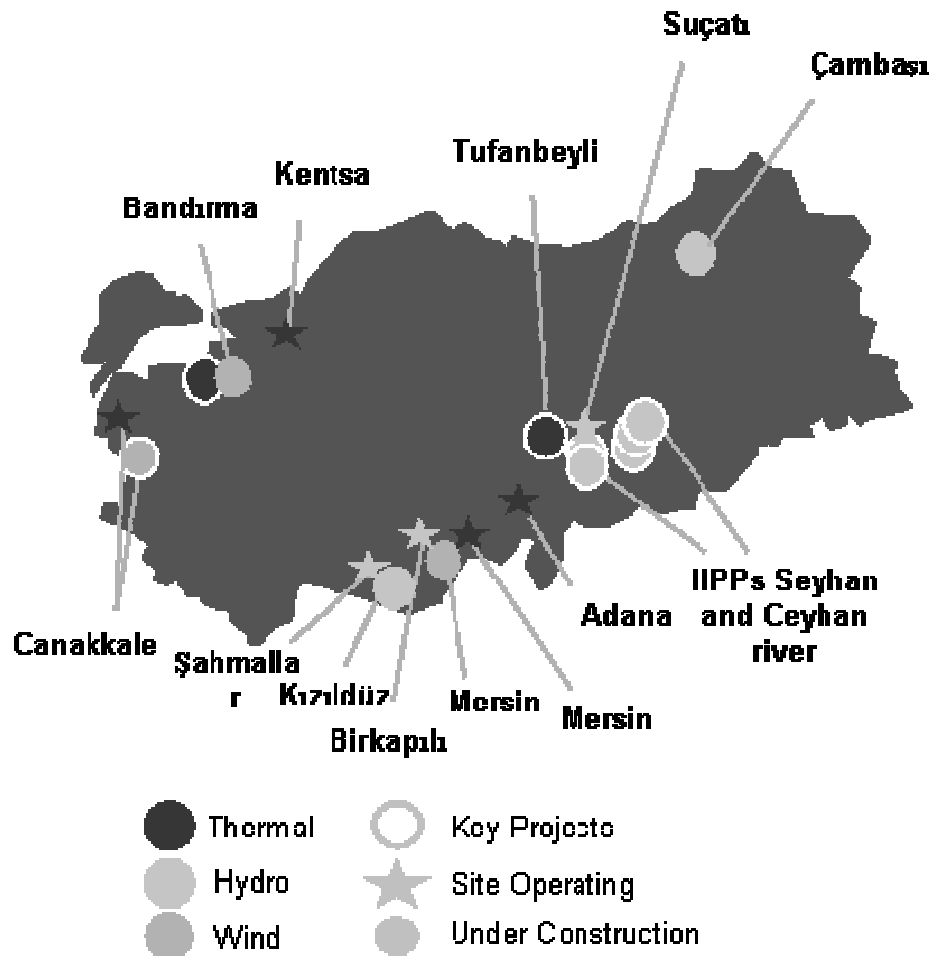


## Recent Energy sector activities

- EnBW Borusan Joint Venture: wants to achieve an installed capacity of 2.000 MW in 10-12 years in the field of renewable energy
- Statkraft has completed acquisition of Yesil Enerji (installed capacity of 633 MW)
- CEZ Akenerji Joint Venture: increased its registered capital to TRL 1,5 bn from TRL 150 Mio. in order to meet the financing requirements. JV aims for an installed capacity of 3000 MW until 2014 (renewables and coal).

## Upcoming Investment Opportunities

- Privatisation of further distribution companies
- Privatisation of small hydro power plants



## Enerjisa Generation Company

### Strong partner

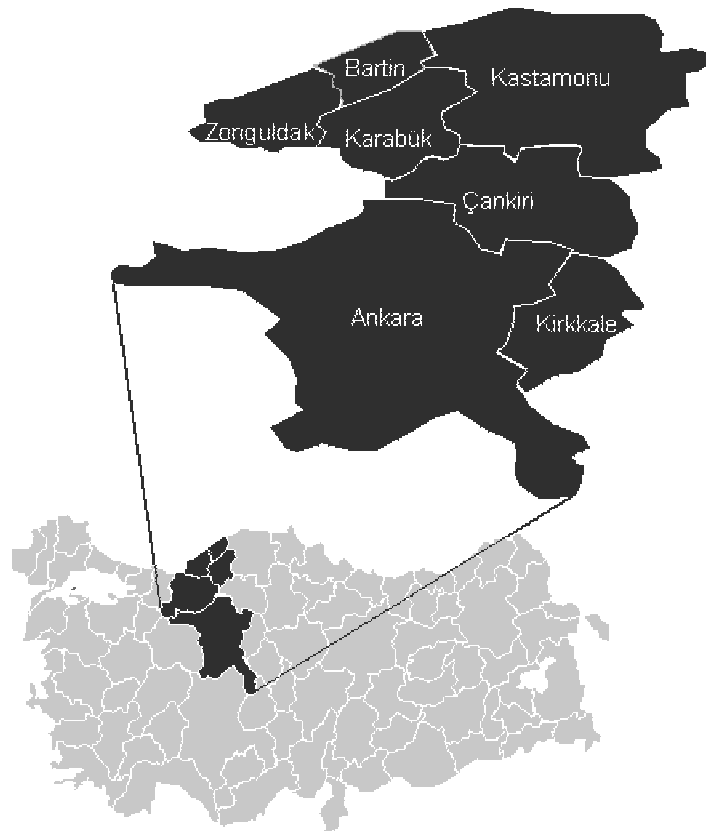
- 50-50 Joint Venture with Sabanci Holding
- 45.000 employees, a balance sheet worth 46 Billion USD

### Target

- 5.000 MW installed capacity and 10% market share in 2015

### Assets

- Installed capacity: 455 MW  
(370 Thermal, 85 Hydro)
- Annual production: 2,8 TWh  
2% of Turkish total consumption
- Under Construction:
  - 6 HPP 900 MW (5x Freudenaus)
  - 919 MW CCGT (biggest plant in Verbund portfolio)
  - 30 MW Wind Canakkale
- Pipeline of app. 3.000 MW wind, thermal and hydro



## Enerjisa Distribution Company

### Business

- One of the biggest distribution companies in Turkey
- 3 Mio. Customers in the Ankara region, supply of 10 TWh (9% of total consumption)
- Only 38% of total customers are industrial sites, electricity demand of households is more resistant to economic downturn
- Urban area, below average rate of electricity theft