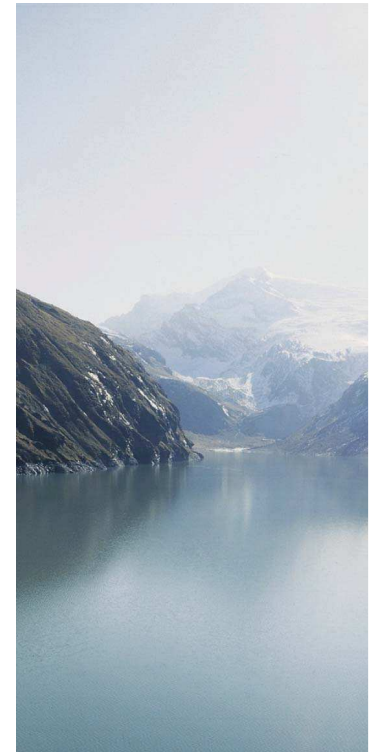


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The Danube Strategy – how to develop the region an utility's perspective

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Key drivers for the development of the region

- Investment security
- Operational security
- Efficient infrastructure
- Pan-European market approach
- Harmonisation of regulations
- Sustainability
(environmental, economic, social)



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Value chain for utilities



Assets: technology based (power plants, transmission lines etc.)

Business: process based (engineering, construction, operation & maintenance, trading & sales etc.)

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Fields of interactions for utilities (I)



General Economic Framework

- Country Risk / political stability
- Macroeconomic indicators (GDP, consumer price index/inflation, unemployment rate etc.)
- Industrial production
- Demand growth
- Interest rates
- Currency stability
- Financing (local/external)
- Taxes, Customs
- ...

Fields of interactions for utilities (II)



Regulatory framework:

- Application of EU-law
- Liberalisation (3rd Energy Package – Unbundling)
- Privatisation
- Market rules
- Licencing requirements
- Subsidy systems for new renewables
- Tariffs
- Capacity allocation
- ...

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Conclusion

Harmonisation

Harmonisation

Harmonisation

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