Public Power Corporation SA

Financial Results
9 months 2011

Athens, November 25, 2011

Agenda

Financial Results

George Angelopoulos, CFO

Business Update & Outlook

Arthouros Zervos, Chairman and CEO

Financial Results
9M 2011

George Angelopoulos

Chief Financial Officer

Summary Financial Results 9M2011 / 9M2010 (Group)

Key Figures (€ mln.)	9M2011	9M2010	Δ	Δ%
Total Revenues	**4.203,6**	**4.467,6**	***(264,0)***	***(5,9)***
Revenues from Energy Sales	3.760,1	4.024,2	*(264,1)*	*(6,6)*
Energy Sales (GWh)	37.414,0	39.545,0	*(2.131,0)*	*(5,4)*
Payroll Expense	837,7	942,8	*(105,1)*	*(11,1)*
Overtime & shifts expense	95,3	116,0	*(20,7)*	*(17,8)*
Contribution to PPC's Personnel Insurance Organisations		51,1	*(51,1)*	
Liquid Fuel	622,9	527,3	*95,6*	*18,1*
Natural Gas	325,5	368,4	*(42,9)*	*(11,6)*
Energy Purchases	751,5	500,5*	*251,0*	*50,1*
Transmission System Charges	233,5	214,8	*18,7*	*8,7*
Other Operating Expenses (controllable)	422,8	399,7	*23,1*	*5,8*
Provisions	95,5	88,0	*7,5*	*8,5*
EBITDA	**794,7**	**1.223,6**	***(428,9)***	***(35,1)***
EBITDA MARGIN	**18,9%**	**27,4%**		
Depreciation	505,5	438,6	*66,9*	*15,3*
Net Financial Expenses	129,9	94,3	*35,6*	*37,8*
Impairment loss of marketable securities	20,9		*20,9*	
EBT	**138,4**	**689,6**	***(551,2)***	***(79,9)***

*** Including the positive impact of € 37.3 mln. from previous years' settlements**

The increase in the energy balance cost by 15.4% coupled with a 5.9% turnover reduction are the main factors leading to a 35.1% decline in the EBITDA, despite the significant decrease in payroll expenses by 11.1%.

Summary Financial Results 3Q2011 / 3Q2010 (Group)

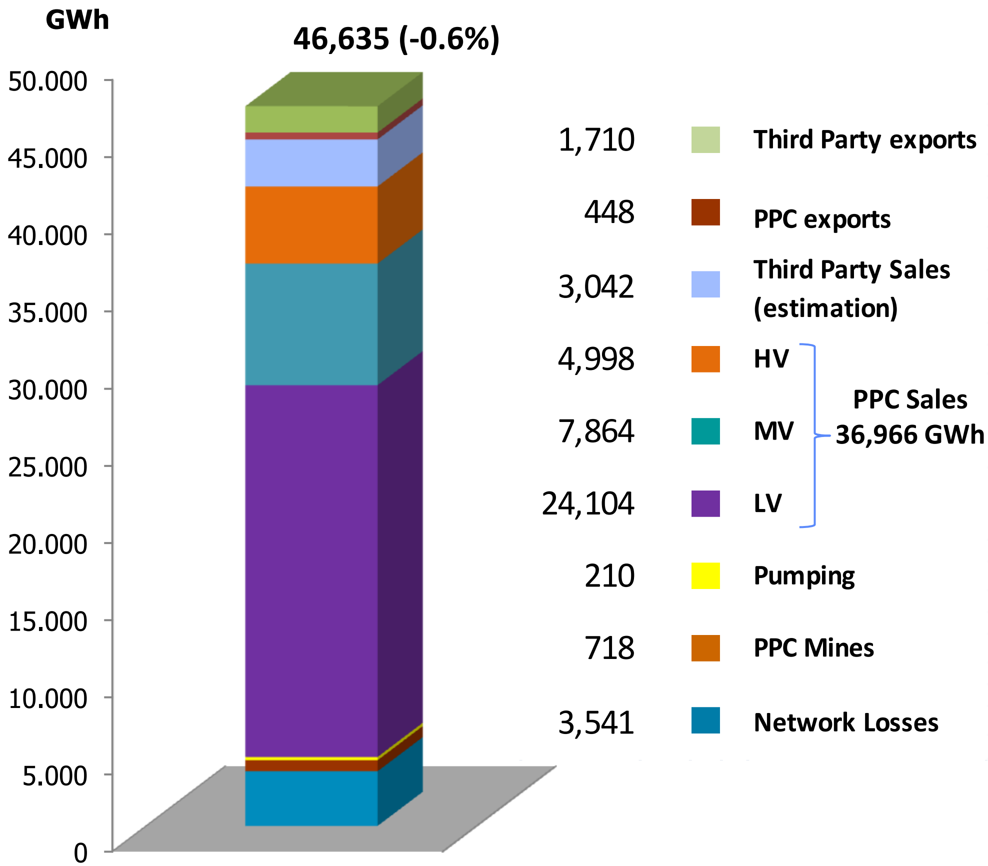
Key Figures (€ mln.)	3Q2011	3Q2010	Δ	Δ%
Total Revenues	**1.484,5**	**1.573,1**	***(88,6)***	***(5,6)***
Revenues from Energy Sales	1.331,3	1.416,7	*(85,4)*	*(6,0)*
Energy Sales (GWh)	13.814,0	14.622,0	*(808,0)*	*(5,5)*
Payroll Expense	280,3	298,1	*(17,8)*	*(6,0)*
Overtime & shifts expense	30,3	35,1	*(4,8)*	*(13,7)*
Liquid Fuel	284,9	249,8	*35,1*	*14,1*
Natural Gas	128,3	136,0	*(7,7)*	*(5,7)*
Energy Purchases	297,3	169,8*	*127,5*	*75,1*
Transmission System Charges	77,3	73,3	*4,0*	*5,5*
Other Operating Expenses (controllable)	150,3	145,2	*5,1*	*3,5*
Provisions	41,7	26,7	*15,0*	*56,2*
EBITDA	**190,9**	**402,5**	***(211,6)***	***(52,6)***
EBITDA MARGIN	**12,9%**	**25,6%**		
Depreciation	170,0	147,0	*23,0*	*15,6*
Net Financial Expenses	48,2	33,2	*15,0*	*45,2*
Impairment loss of marketable securities	20,9		*20,9*	
EBT	**(47,0)**	**226,0**	***(273,0)***	***(120,8)***

*** Including the positive impact of € 37.3 mln. from previous years' settlements**

Despite the reduction in payroll expense by 6%, the increase in the energy balance cost by 20% had as a result the reduction of EBITDA margin to 12.9% from 25.6%.

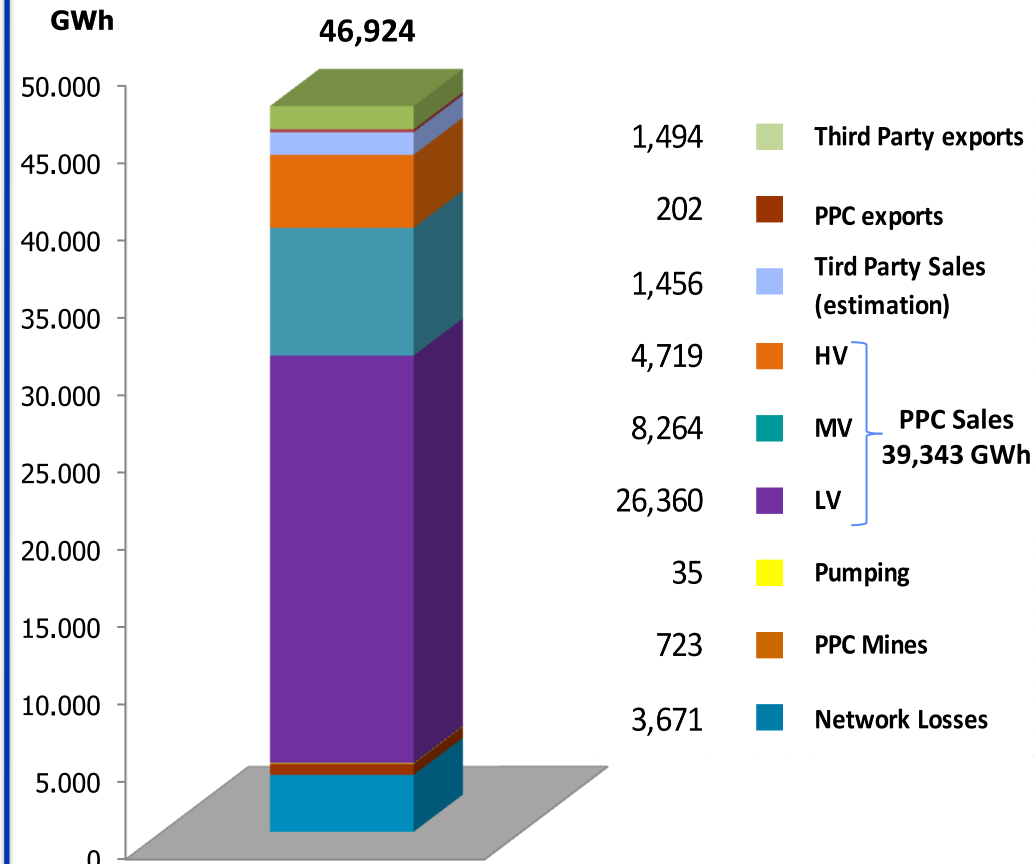
Electricity Demand 9M2011 / 9M2010

9M 2011



PPC domestic sales:	36,966 GWh	PPC exports:	448 GWh
Market Share (estimation):	92.4%	Market share on exports	20.8%

9M 2010

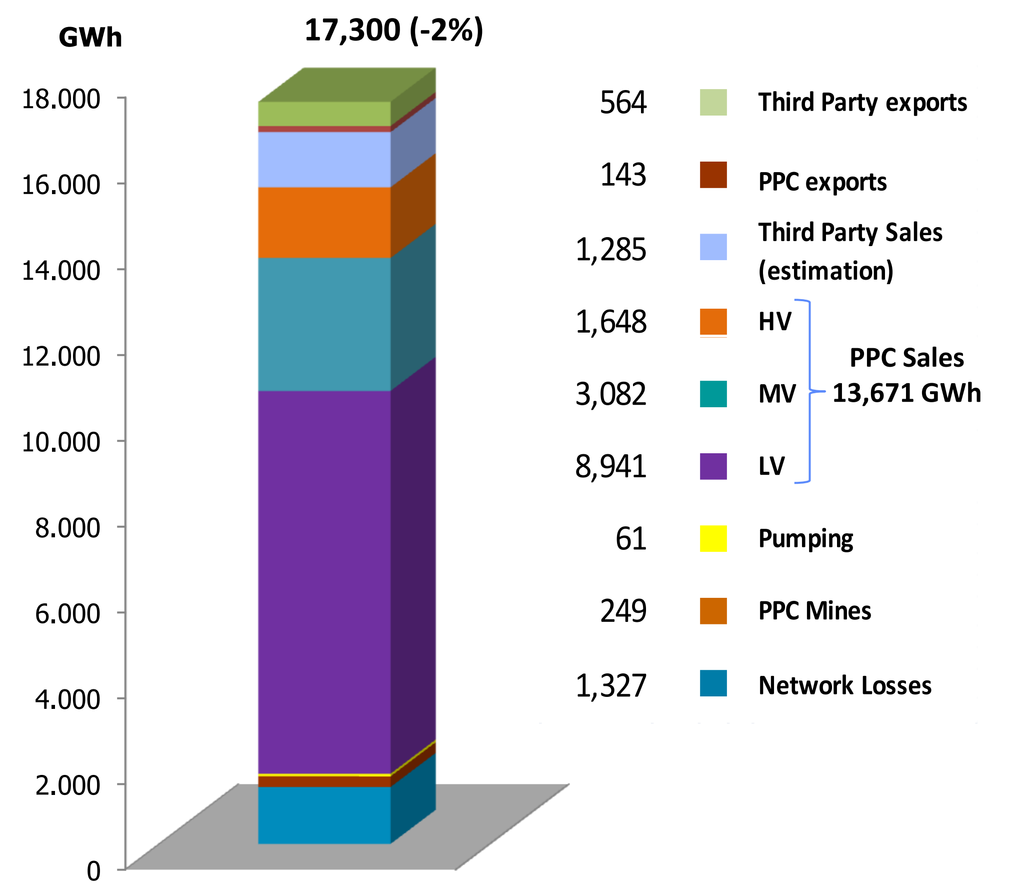


PPC domestic sales:	39,343 GWh	PPC exports:	202 GWh
Market share (estimation):	96.4%	Market share on exports:	11.9%

Total electricity demand declined between the two periods by 0.6%. Excluding pumping and exports, demand declined by 2% (926 GWh).The containment of PPC's market share loss to 4 percentage points compared to 4.4 percentage points in 1H2011, had as a result, PPC domestic sales to decline by 6%.

Electricity Demand 3Q2011 / 2Q2010

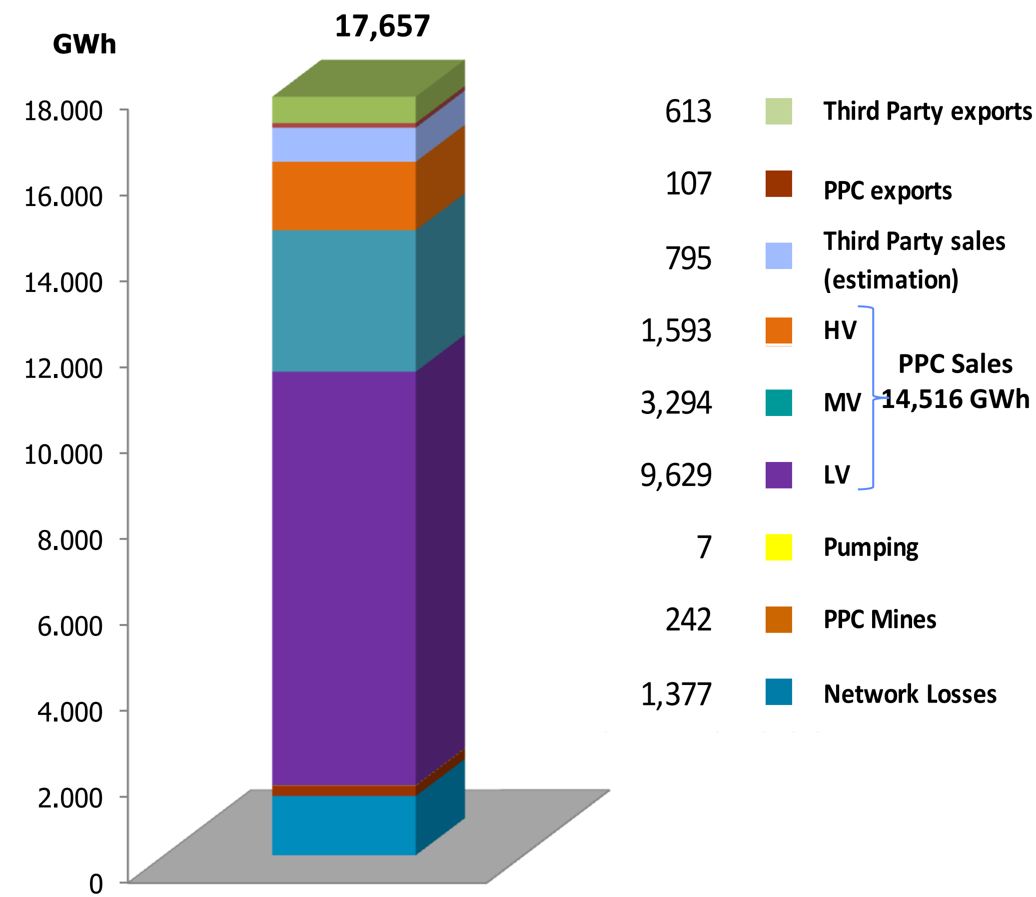
3Q 2011



PPC domestic sales: 13,671 GWh
Market share (estimation): 91.4%

PPC exports: 143 GWh
Market share on exports: 20.2%

3Q 2010



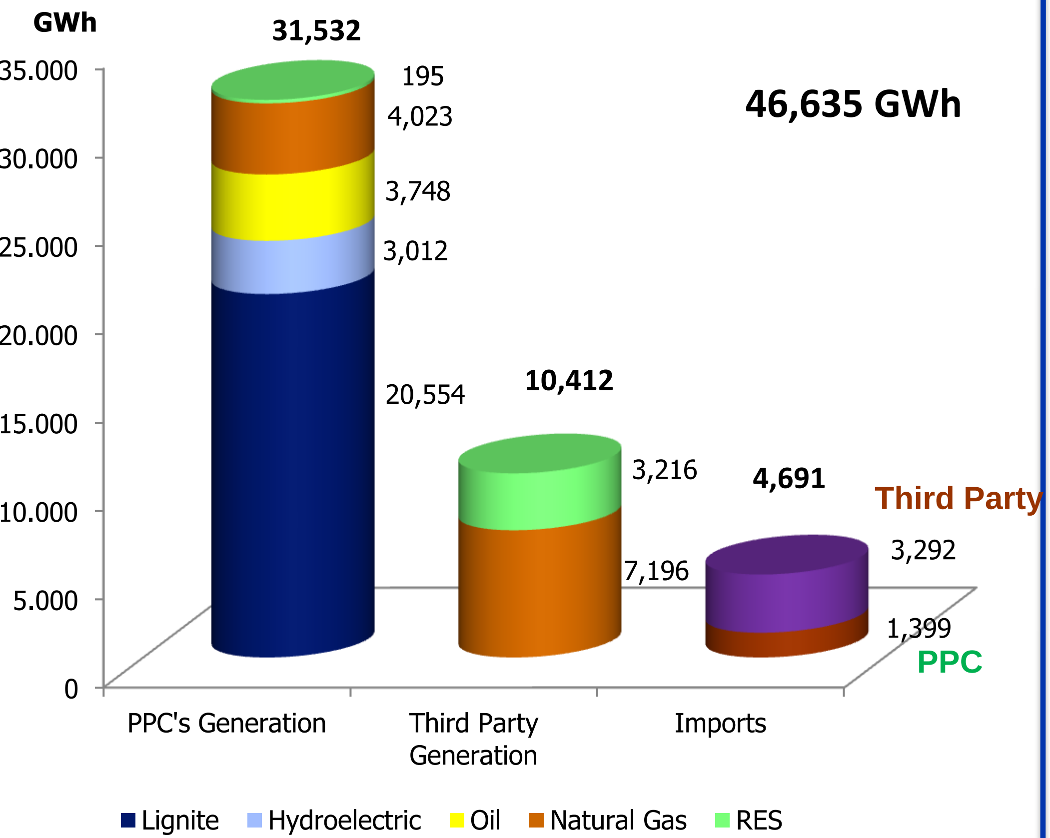
PPC domestic sales: 14,516 GWh
Market share (estimation): 94.8%

PPC exports: 107 GWh
Market share on exports: 14.9%

Total electricity demand declined by 2% between the two periods. Excluding pumping and exports, demand declined by 2.4% (398 GWh). Despite the bigger decline in demand compared to 1H2011, the containment of PPC's market share loss led to a reduction of PPC's domestic sales by 5.8%.

Electricity Supply 9M2011 / 9M2010

9M 2011



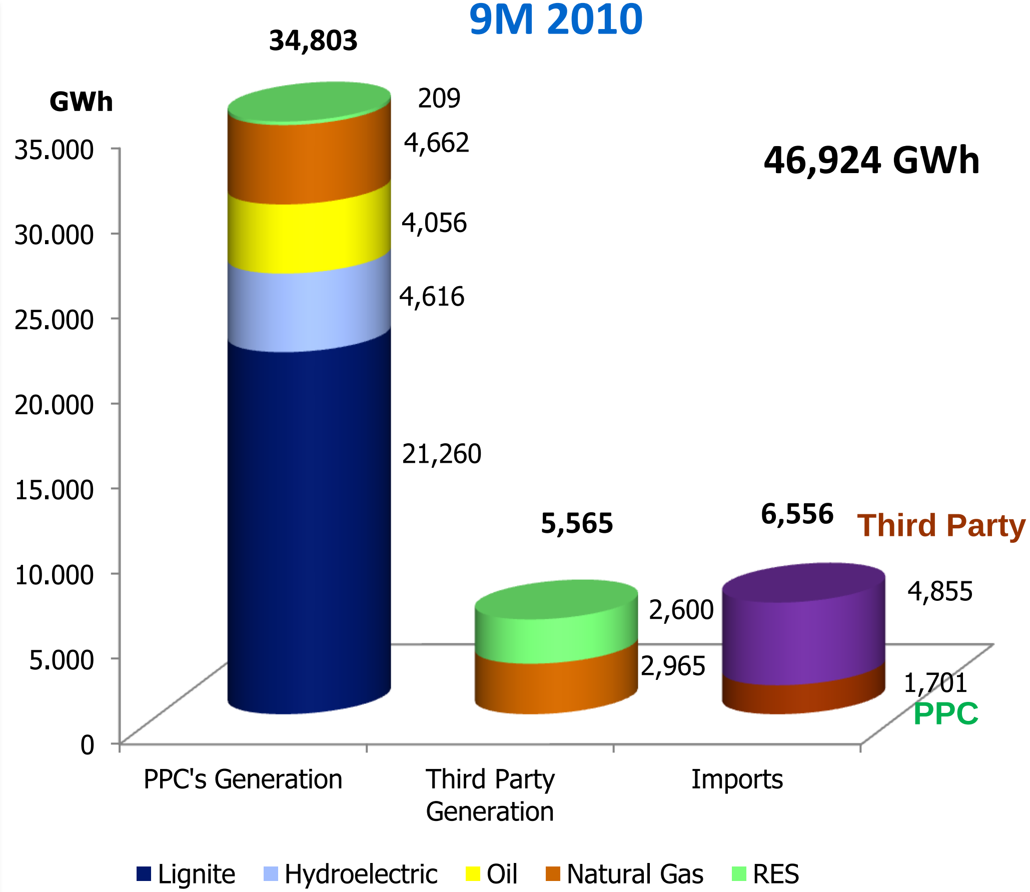
PPC generation:31,532 GWh

PPC imports:1,399 GWh

Market share:75.2%

Market share on imports:29.8%

9M 2010



PPC generation:34,803 GWh

PPC imports:1,701 GWh

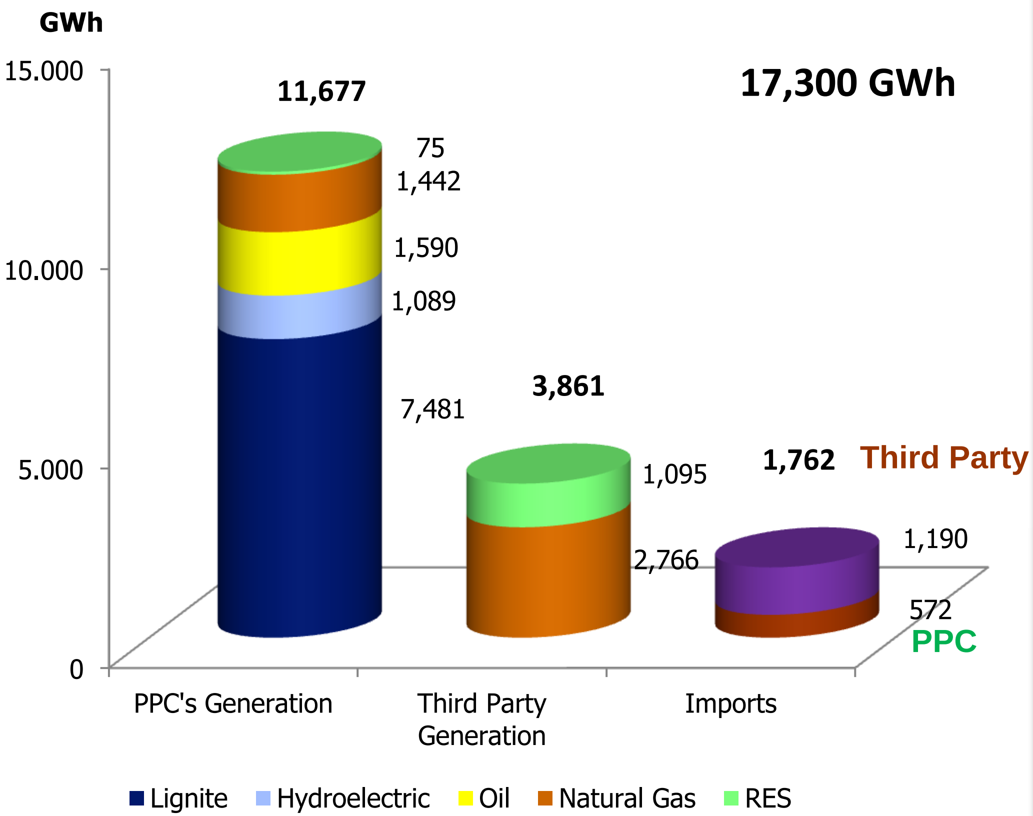
Market share:86.2%

Market share on imports:25.9%

In 9M2011, PPC's electricity generation and imports, covered 70.6% of total demand, while, the corresponding percentage in 9M2010 was 77.8%.

Electricity Supply 3Q2011 / 3Q2010

3Q 2011



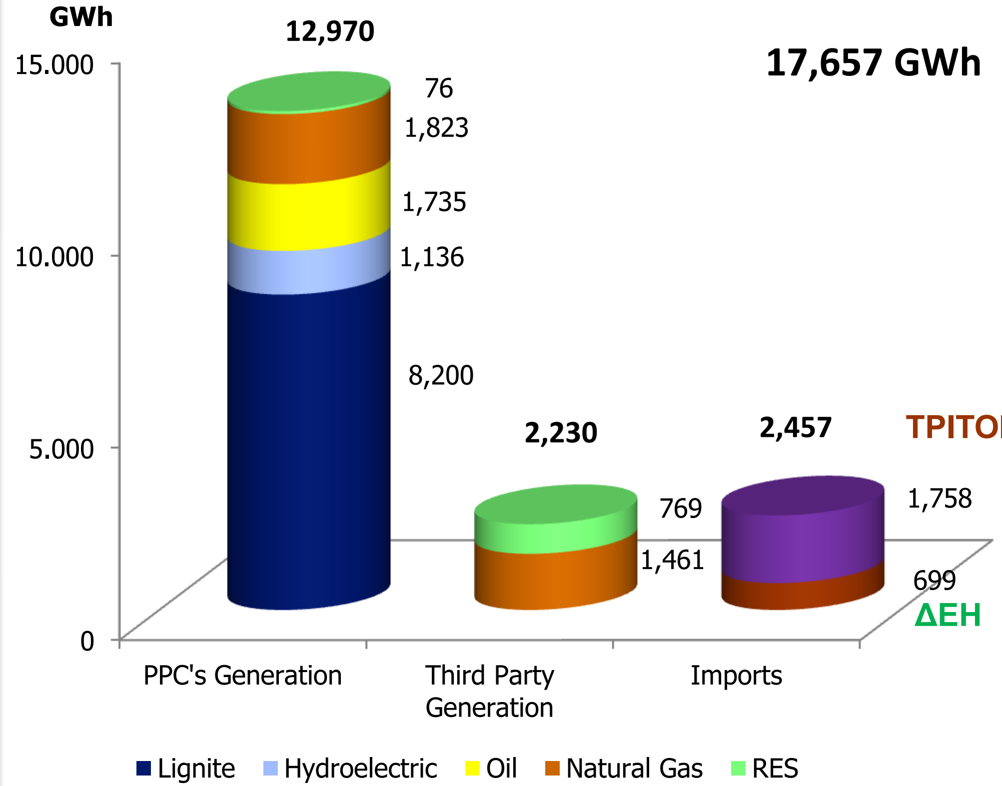
PPC generation:11,677 GWh

PPC imports:572 GWh

Market share:75.2%

Market share on imports:32.5%

3Q 2010



PPC generation:12,970 GWh

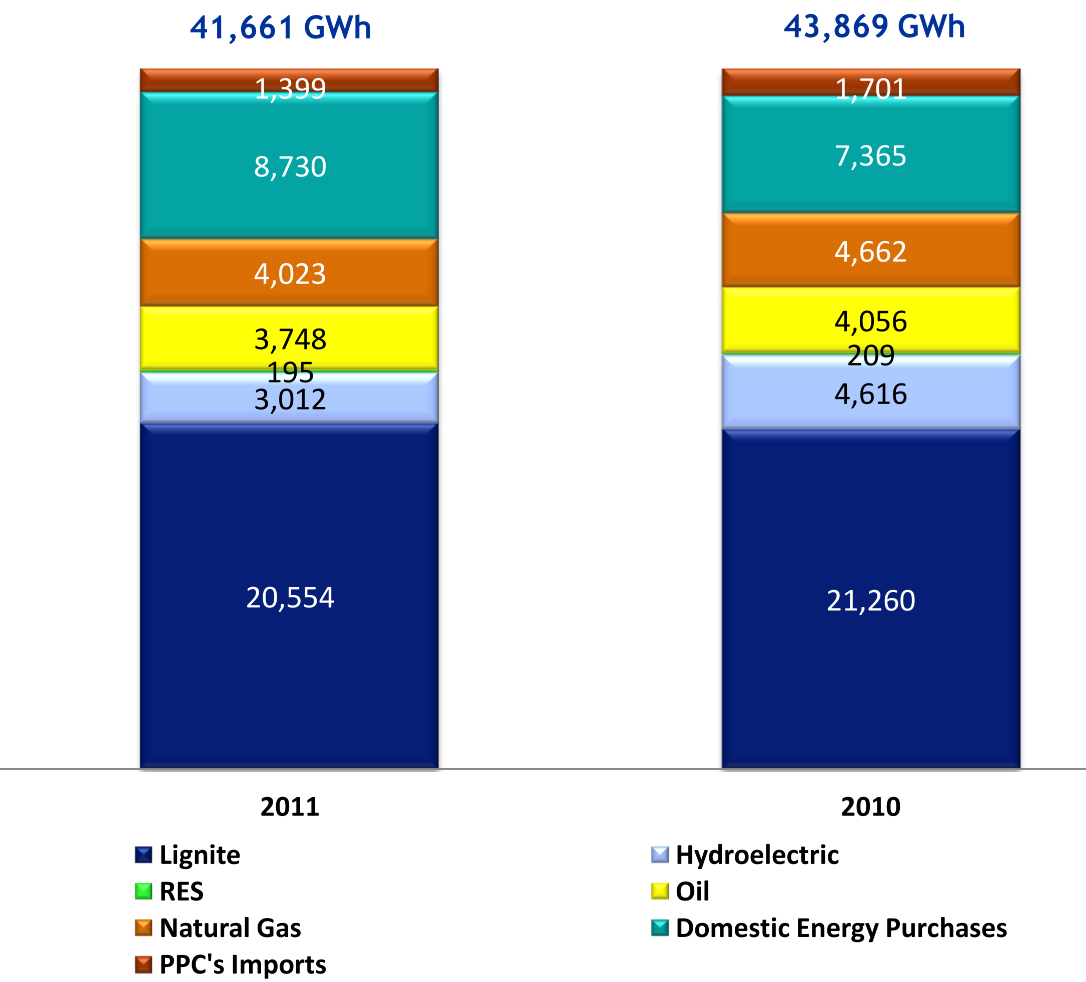
PPC imports:699 GWh

Market share:85.3%

Market share on imports:28.4%

In 3Q2011, PPC's electricity generation and imports, covered 70.8% of total demand, while, the corresponding percentage in 3Q2010 was 77.4%.

PPC/ Energy Generation and Purchases (GWh)
9M 2011 / 9M 2010

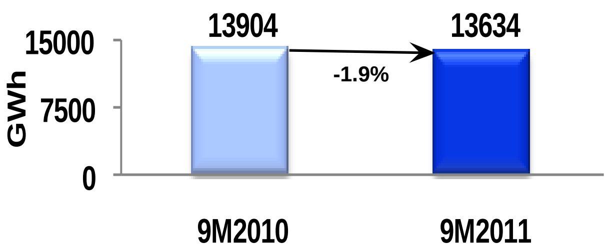


		Δ GWh	Δ %	% Participation 2011	% Participation 2010
	TOTAL	-2,208	-5.0%	2011	2010
PURCHASES	Imports	-302	-17.8%	3.4%	3.9%
	Energy Purchases	1,365	18.5%	20.9%	16.8%
IMPORTED FUELS	Natural Gas	-639	-13.7%	9.7%	10.6%
	Oil	-308	-7.6%	9.0%	9.2%
DOMESTIC RESOURCES	RES	-14	-6.7%	0.5%	0.5%
	Hydro	-1,604	-34.7%	7.2%	10.5%
	Lignite	-706	-3.3%	49.3%	48.5%
TOTAL	**PURCHASES**			24.3%	20.7%
	IMPORTED FUELS			18.7%	19.8%
	DOMESTIC RESOURCES			57.0%	59.5%

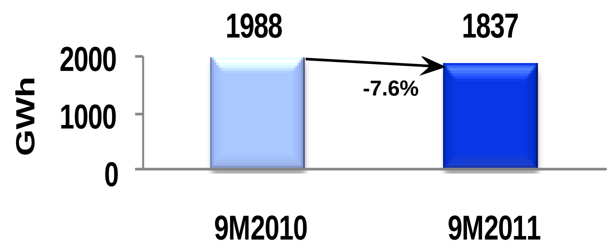
In 9M2011 electricity generation from lignite declined by 3.3% (706 GWh) compared to 9M2010. During the same period, also due to the 5% reduction of the total load that PPC covered, the participation percentage of lignite in PPC's total energy mix stood at 49.3% vs 48.5% for the respective period of 2010. Energy purchases from domestic market increased by 18.5% (1,365 GWh). Hydro generation decreased substantially by 34.7% between the two periods (1,604 GWh).

Electricity Sales (GWh) 9M 2011 / 9M 2010

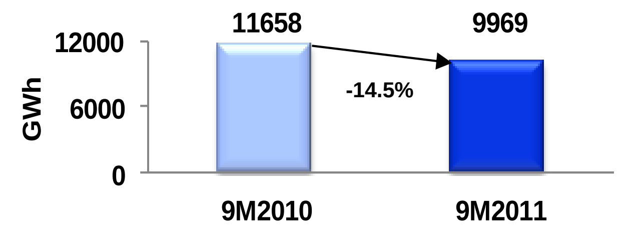
Residential



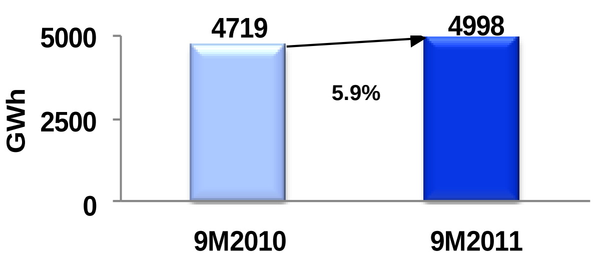
Agricultural



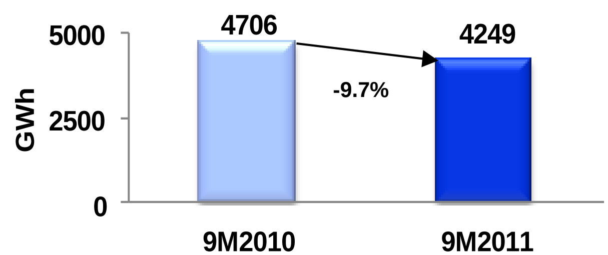
Commercial



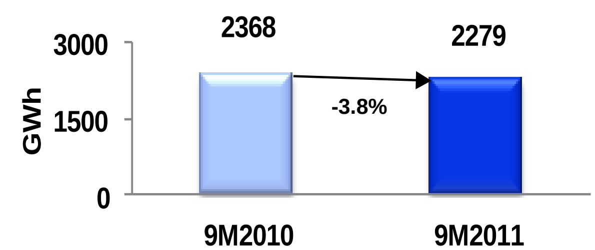
Industrial HV



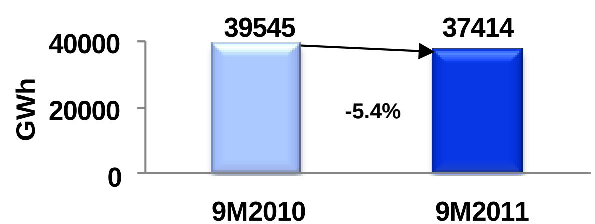
Industrial MV & LV



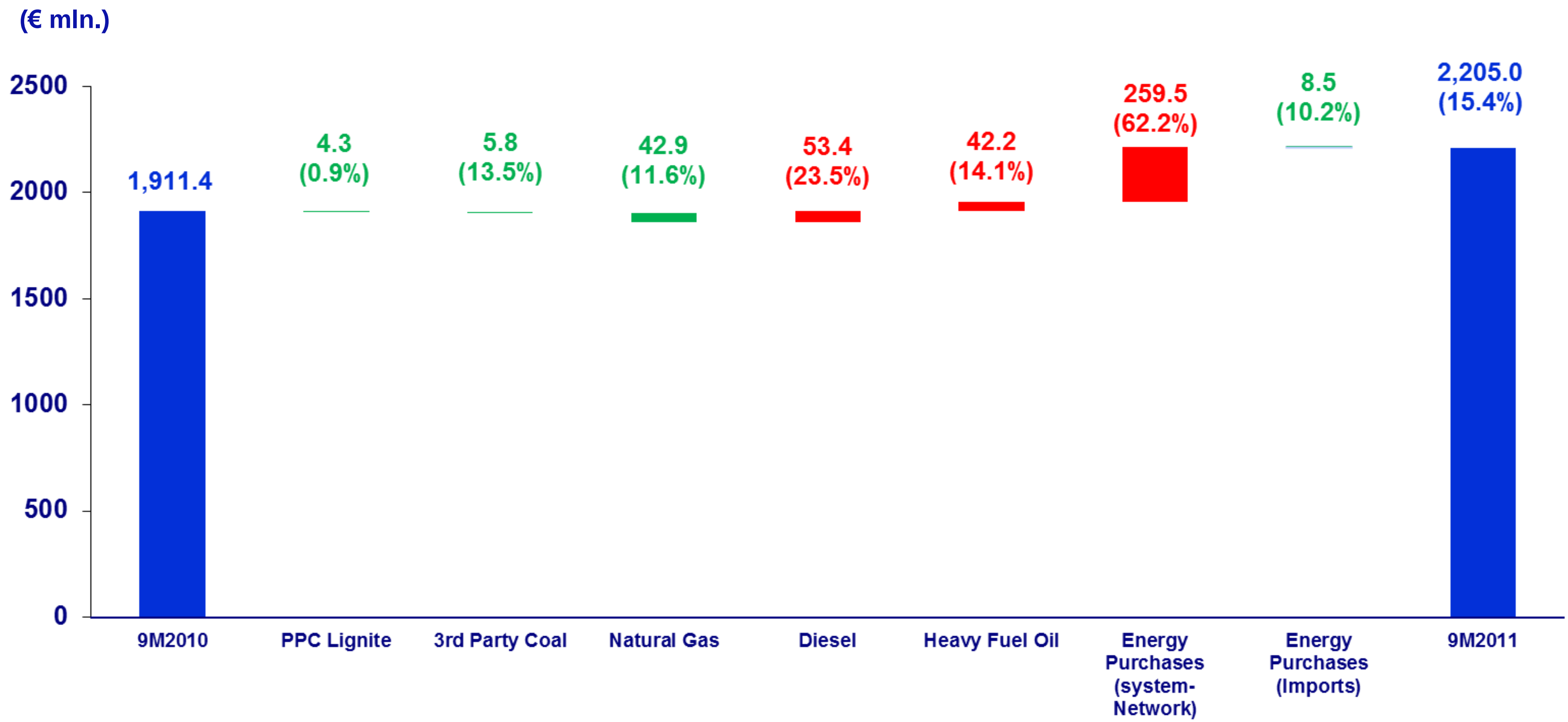
Other sectors



Total sales (including exports)*

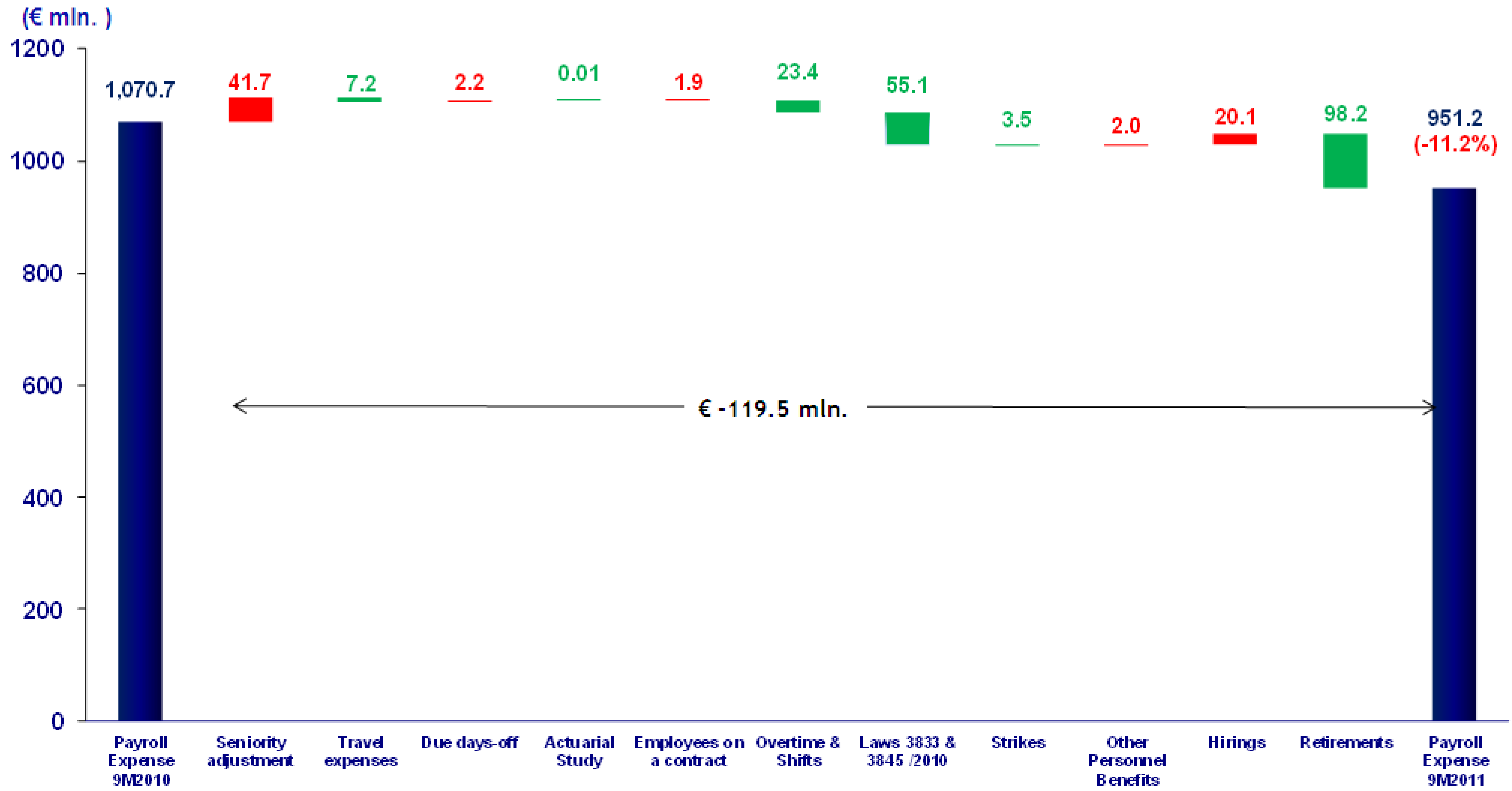


Total fuel and energy purchases expenditure 9M 2011 / 9M 2010



The increase of the expense for Diesel includes a € 40.5 mln increase of the relevant Special Consumption Tax, whereas for Heavy Fuel Oil the impact from the increase of the Special Consumption Tax is € 3.2 mln. For September, the impact from the imposition of a Special Consumption Tax on Natural Gas was in the order of € 5 mln. The increase of energy purchases expense by € 259.5 mln includes an app. € 76 mln increase in the expense relating to the compensation of the IPPs with their variable cost plus 10%

Payroll evolution (including capitalized payroll expenses)



The reduction of total payroll expense is attributed to a large extent to the net decline in the number of permanent employees on payroll.

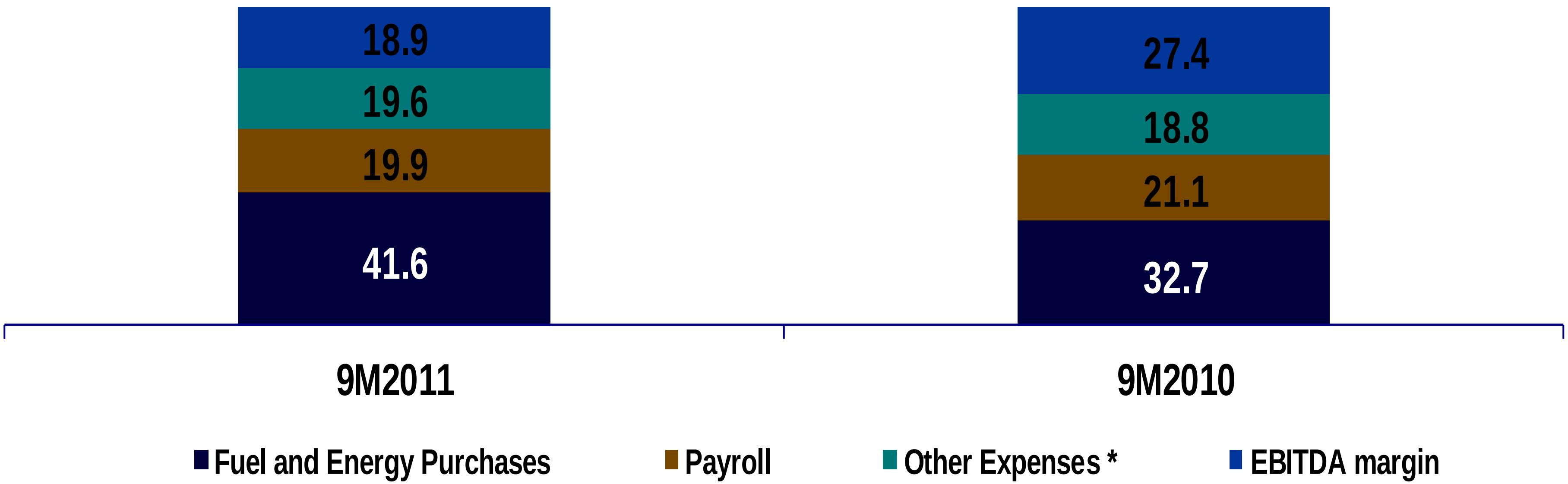
Fuel, CO2, other expenses and EBITDA as percentage of revenues (9M2011 / 9M2010)

Total Revenues

€ 4,203.6 mln.

Total Revenues

€ 4,467.6 mln.



In 9M2011, 41.6% of the Company's total revenues were expensed for fuel, energy purchases and CO_2 emission rights compared to 32.7% in 9M2010. On the other hand, despite the decrease in total revenues, the share of payroll expense was reduced to 19.9% compared to 21.1% in 9M2010. EBITDA margin reached 18.9% έναντι 27.4% in 9M2010.

**** Other expenses also include income/expenses regarding CO_2 emission rights valuation***

Capex – Net Debt Evolution - Liquidity

- Capex in 9M2011 amounted to € 875.8 mln. compared to € 694.6 mln. in 9M2010.
- Increase in net debt by € 454.2 mln. from € 4,210.3 mln. on 31/12/2010 to € 4,664.5 mln. on 30/9/2011 and increase of € 385.6 mln, compared to 30/9/2010 (€ 4,278.9 mln).
- Debt redemptions in the 9M2011 amounted to € 594 mln.
- Current portion of long term debt to be paid in 4Q2011 amounts to € 93mln.
- Available Lines as of 30/9/2011 : € 786 mln
- In addition, cash deposits as of 30/9/2011 : € 235 mln.

Business Update
& Outlook

Arthouros Zervos

Chairman and CEO

Public Power Corporation S.A.

Major developments

Spin-off of the Segment of Transmission Division

Pursuant to the provisions of Laws 4001/2011, 2166/1993 and 2190/1920, the BoD of PPC S.A., on 15.9.2011, decided the spin-off of the Segment of PPC S.A. Transmission Division and its contribution to its 100% Subsidiary company “PPC TELECOMMUNICATIONS S.A.” (renamed as per law “INDEPENDENT POWER TRANSMISSION OPERATOR {IPTO or ADMIE} SA”). The abovementioned decision was approved by the Extraordinary General Meeting of Shareholders on 7.11.2011. On 18.11.2011, the company IPTO S.A. was registered as a Societe Anonyme.

Spin-off of the Segment of Distribution Division

On 10.11.2011 the BoD of PPC S.A. decided to transfer from 1.1.2011 to 31.12.2011 the date of compilation of the asset inventory of the contributed Distribution Division from PPC SA to a 100% subsidiary, as well as the date of drawing up of the relevant balance sheet, in order for the latter to be closer to the deadline for the completion of the spin-off as provided by Law 4001/2011.

Submission of energy cost data to RAE for 2012 tariffs

PPC submitted to RAE energy cost data for the 3-year period 2010 - 2012, so as to initiate the process for the formulation of the tariffs for 2012.

Real estate special levy

The special levy, imposed by Law 4021/2011 is collected through electricity bills, by PPC SA and the alternative power suppliers.

Major developments – Generation Projects

Ptolemaida V Lignite Unit (550-660MW) (Thermal Power 140MW$_{th}$)	On 24.10.2011 the financial offers were opened by the Evaluation Committee. The lowest bid amounts to € 1,395 mln. The project is expected to be completed in 70 months from the signing of the Contract and is estimated to be commissioned in 2017.
Cancellation of the Tender for Atherinolakkos	On 28.9.2011, the BoD of PPC S.A. decided the cancellation of the tender for the procurement and installation of the Generation plant in Atherinolakkos, Crete, with a total capacity of 95-105 MW and a budgeted cost of € 135 mln.
Decommissioning of Units (Megalopolis I & II)	On 30.9.2011, Megalopolis I and II units (with a total installed capacity of 250MW) ceased their operation and were permanently decommissioned, as, according to environmental legislation, they were under a status of limited function and they completed a certain limit of hours under operation.
Termination of the Shareholders' Agreement with Halyvourgiki	The BoD of PPC S.A. approved the termination of the Contract ("Shareholders' Agreement"), dated 12.2.2009, between PPC S.A. and HALYVOURGIKI S.A.. The Contract related to the joint construction and operation of two CCGT units with a total capacity of 880MW.

Important developments – RES Projects

P/V plant in Megalopolis (50 MW)	Completion of the evaluation procedure of 4 bids for the procurement, transfer, installation and operation of two P/V plants in Megalopolis, with a total installed capacity of 50MW. J&P Avax submitted the lowest bid.
P/V plant in W. Macedonia (200 MW)	A request for proposals was issued in September to the fifteen groups selected to participate in the second phase of the Tender. Binding bids are expected in the first quarter of 2012.
P/V plants in Atherinolakkos (6X80 kW)	In September, we started the construction of 6 photovoltaic plants, which are expected to be completed in 2011.
9 Wind Parks in 7 Aegean islands (35 MW)	We continued the construction of the wind parks of the project, by putting into operation the wind parks in Lesvos, Paros and Samos, while by the end of the year we expect the wind parks in Rhodes and Limnos to be connected.

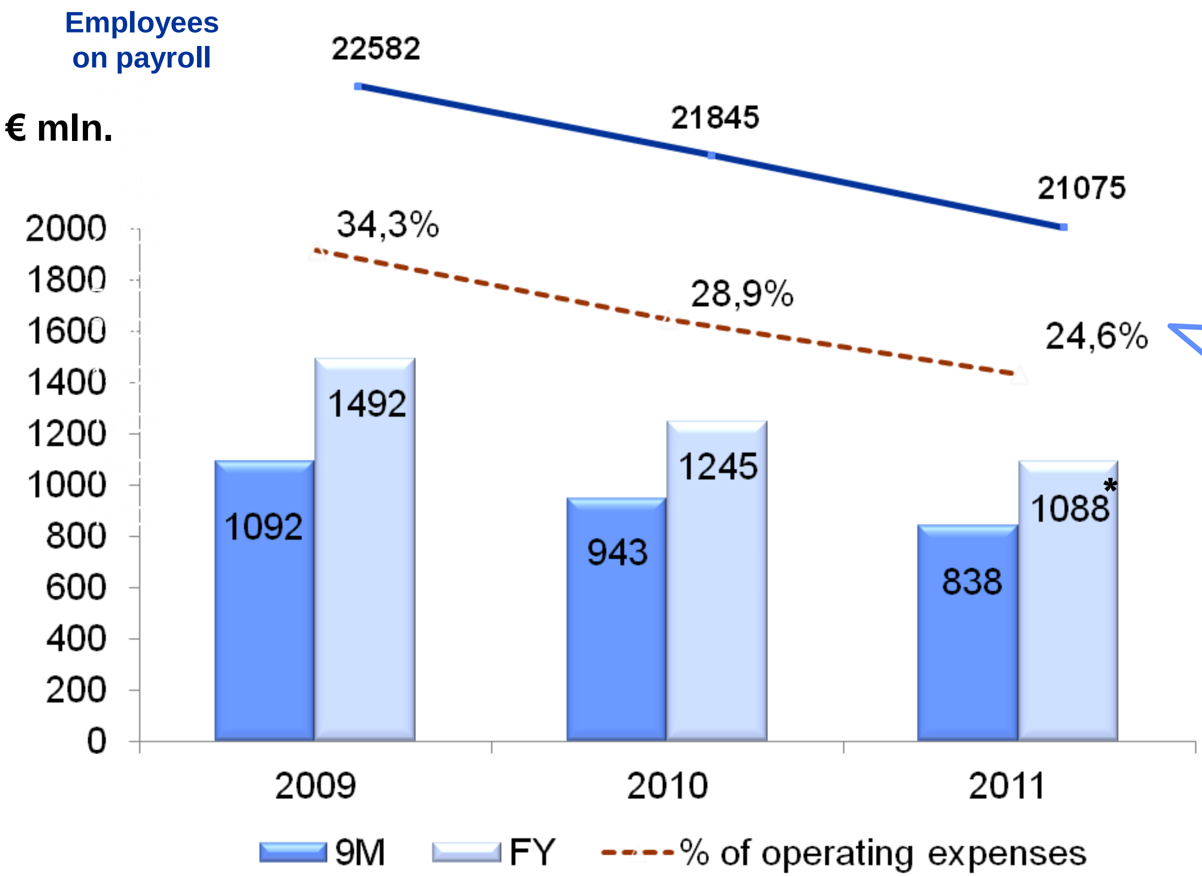
Comments on Financial Results

- **The slowdown in market share loss continued in the third quarter of 2011, offsetting to some extent the impact on revenues from the decrease in electricity demand.**

- **However, the significant increase of the energy mix cost by 15.4% led to a reduction of EBITDA margin for 9M2011 to 18.9% from 27.4% in 9M2010, despite the continuing decrease in payroll expenses (-11.1%).**

- **The worsening of the EBITDA margin highlights the unsustainable situation created by the fact that retail tariffs are still not linked to wholesale market prices, essentially wiping out the benefits from the significant payroll reductions. The Company has already communicated to RAE and the competent Ministry, the need for immediate transition to a new electricity market operation model, in order to address the existing inefficiencies.**

Payroll expense evolution – significant reduction so far

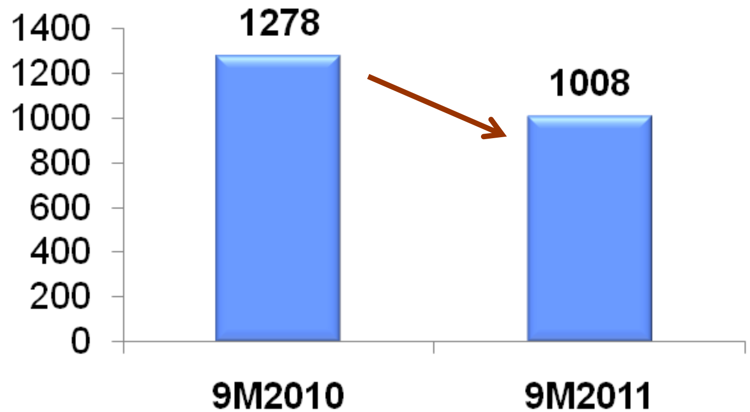


- There have been significant payroll cuts resulting to the reduction of payroll expense as percentage of opex to 24.6% .
- We are in process of implementing further payroll reduction in line also with the recently voted bill.

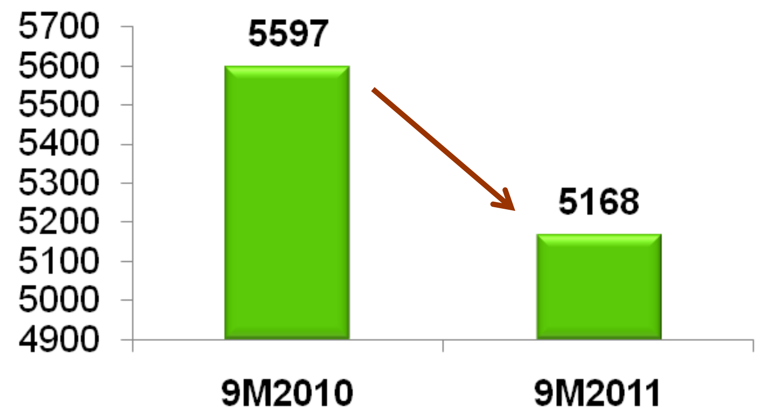
* Estimate, taking also into account the new reductions of the recently voted bill.

Savings on Variable Payroll Components

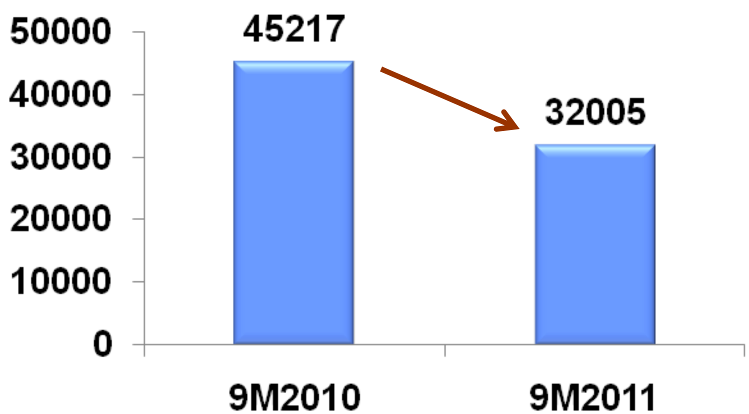
Overtime (in thousands of hours)



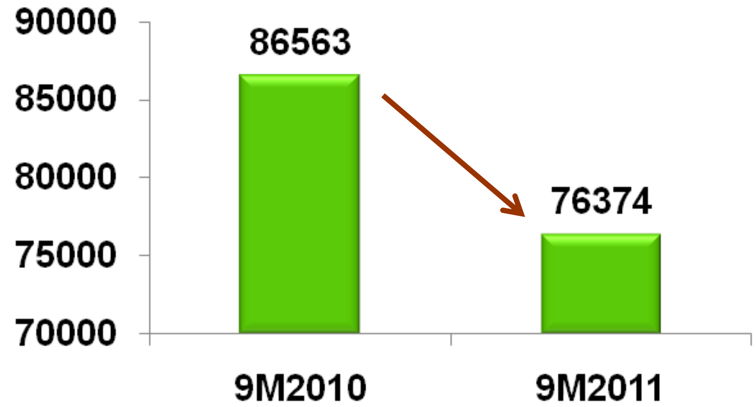
Shifts (in thousands of hours)



Overtime (in thousands of €)



Shifts (in thousands of €)



Full Year Outlook

For the full year:

- **The decline in revenues from electricity sales is estimated to be app. 6% compared to 2010, with turnover marking app. a 5% decline.**

- **Assuming Brent oil price of $110/bbl and €/$ exchange rate of 1.37, EBITDA margin is estimated to be in the range of 16.5%-17%. The reduction in EBITDA margin compared to the nine month 2011 is attributed to a higher energy mix cost mainly due to the lower than expected hydro generation, the impact from the variable cost recovery mechanism, as well as the reduced demand.**

Outlook

In the difficult economic conditions that are currently prevailing, the limited liquidity and the increased financing costs create a new financial environment to which we are adapting our operational and our investment planning. Thus, we are focusing on the further rationalization of our controllable expenses, while we are proceeding with further actions for additional reduction in payroll expenses. In addition, we are carefully reviewing every new investment with respect to its expected return as well as the required funds and their availability. By carefully planning investments as well as expenses, and strictly evaluating all new projects, we formulate a revised business plan which will be submitted to the BoD for discussion and finalization in December.

However, for achieving the sustainable growth of our Group, we need a clear regulatory environment fostering a stable and rational market operation and ensuring the fair pricing of energy services and products and on this basis, we have already submitted to the Regulatory Authority for Energy cost data for the shaping of the energy component of 2012 tariffs and we expect its immediate actions.

Finally, PPC consistent with its commitments towards the State and European Commission and following complex procedures and intense negotiation, despite the adverse economic conditions, completed the spin-off of the Transmission Division, which is an enormous transaction for Greek standards, involving the transfer of assets with a net value of approximately € 1.7 bln. and 1,400 employees.

DISCLAIMER

Some of the information contained herein includes forward-looking statements. It is noted that the Company is subject to various risks, which, among other, relate to €/$ exchange rate, oil, natural gas and electricity prices as well as the price of CO2 emission rights that could cause actual results to differ materially from those anticipated in the forward-looking statements.