**Public Power Corporation SA** 

# 7<sup>th</sup> Annual Ordinary General Meeting of Shareholders

Athens, June 25 2009





Takis AthanasopoulosChairman & Chief Executive Officer of PPC



| 2008 Financial Results |
|------------------------|
|                        |



4

2008 Review



2009 Outlook and Next Steps





| 2008 Financial Results |
|------------------------|



2008 Review



1<sup>st</sup> Quarter 2009



## 2009 Outlook and Next Steps





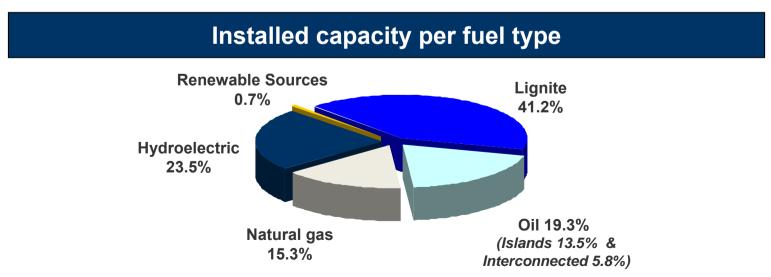
## **Company Data 2008**

## **Operational**

- Installed Capacity: 12,843 MW
- Sales: 55,892 GWh
- Market share: 99.98%
- Generation: 52.376 GWh
- Generation Share : 91%
- 23,611 employees (31/12/2008)
- 7.5 million customers

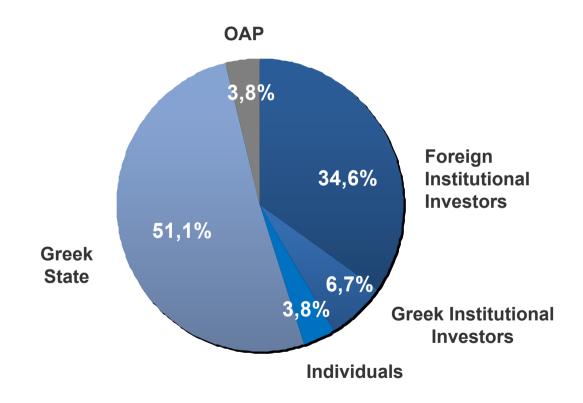
## **Financial**

- Turnover: €5.8 billion
- EBITDA: € 344 billion
- Investments: €1.021 million
- Assets: €13.9 billion
- Net debt: €4,544 million

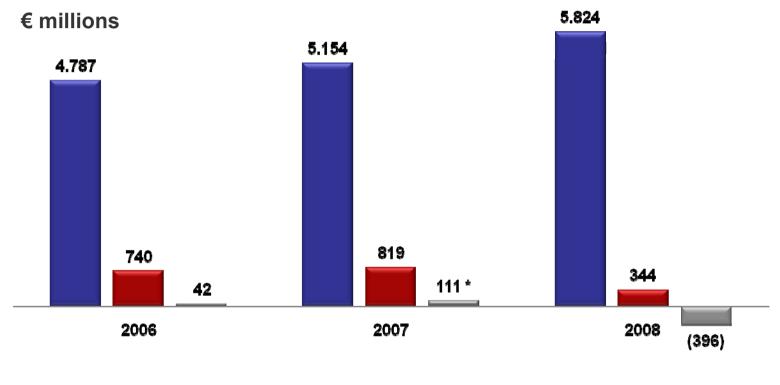




### Shareholder Structure (31/12/08)





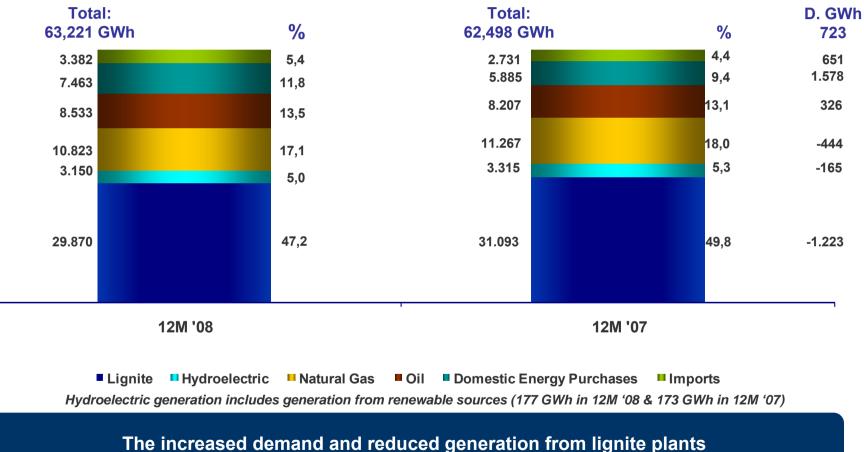


Revenues
EBITDA
Earnings before taxes

\* Excl. profits from the sale of Tellas



# **Energy generation and purchases of PPC**

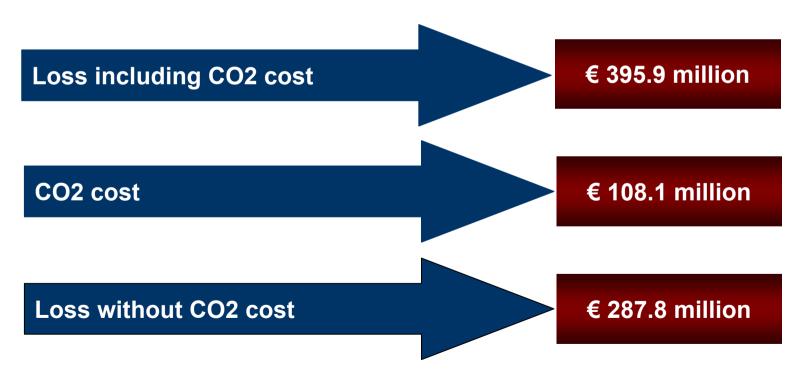


was covered with more expensive fuels and energy purchases.



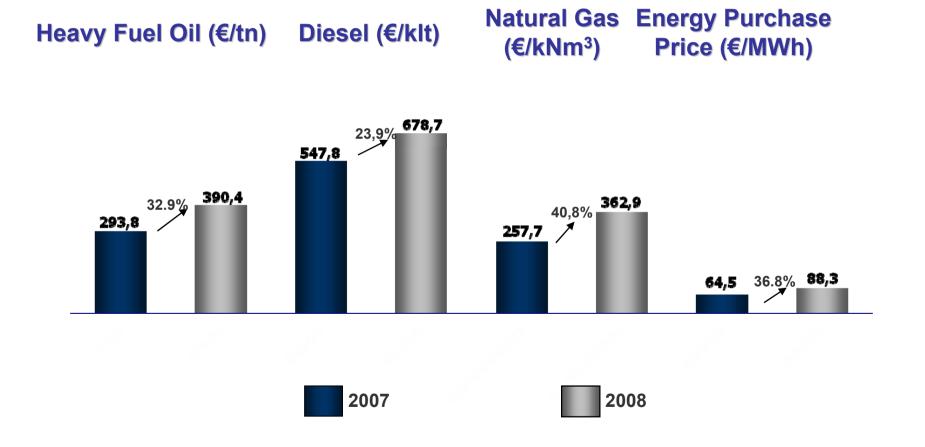
# New expense: deficit of CO2 emission rights

The financial results of 2008 were burdened with € 108.1 million for CO2 emission rights

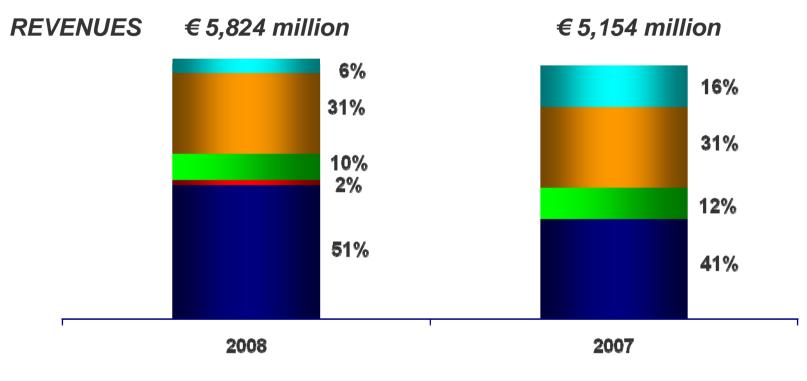


Thus, for 2008:

PPC average fuel and energy purchase prices



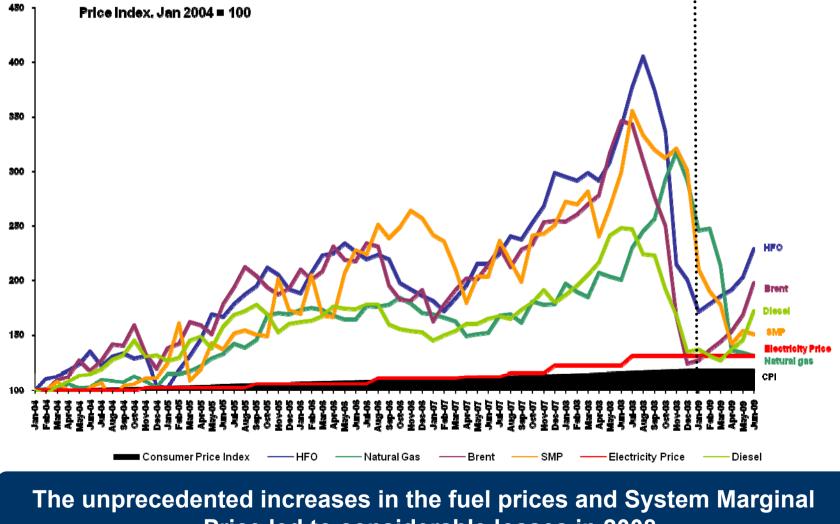




Fuel and Energy Purchases CO2 Expenses PPC lignite Payroll and Other Expenses EBITDA Margin

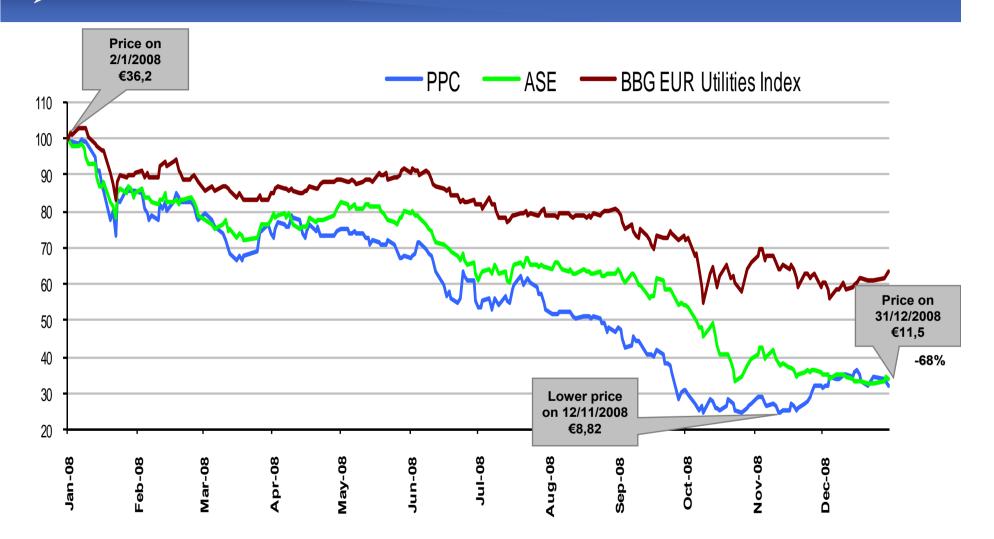
In 2008, 53% of the revenues was absorbed by expenses for fuel, energy purchases and CO2 vs. 41% in 2007. As a result EBITDA margin contracted from 16% in 2007 to 6% in 2008.

# **Evolution of fuel prices, System Marginal Price** and tariffs



Price led to considerable losses in 2008.

Share Price Evolution





# **2008 Financial Results**



## 2008 Review



## 1<sup>st</sup> Quarter 2009



## **2009 Outlook and Next Steps**





## **Regulatory Framework**

## **Regulatory Developments**

- Activation of the second part (7%) of the total increase approved in November 2007 (7% +7%) from which 9 percentage points related to PPC compensation for Public Service Obligations (PSOs)

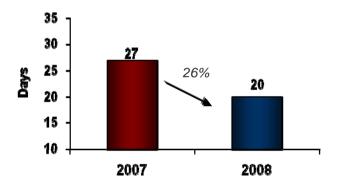
- Lifting of the high voltage tariffs regulation as of July 2008, with maximum permitted increase set at 10%



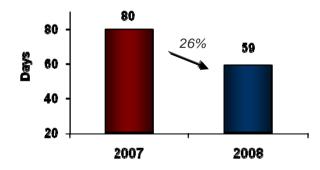
- A tender was announced for a 750 835 MW CCGT plant (Megalopolis V) and 4 bids were submitted
- A tender was announced for a 450 MW lignite plant (Meliti II)
- Two Steam-Electric Units with a total capacity of 100MW, burning low sulphur heavy fuel oil and with the capability of burning natural gas, started operating at the Steam-Electric Power Plant at Atherinolakkos, Crete
- Generation licenses were issued for two natural gas plants with a total capacity of 500MW in the new power station Korakia – Palei Galini, Crete
- A generation license was issued for additional capacity of 234MW in the other non-interconnected islands

## Improvement of services provided by the Distribution Network

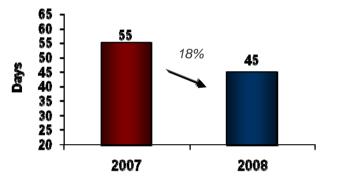
#### Connection



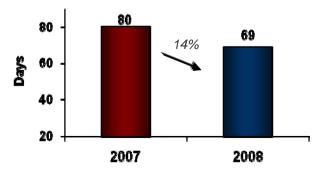
#### Connection with Network Extention



#### **Underground Connection**



**Network Variations** 



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- Approximately 15 MW were added with the 3 Small Hydroelectric Power Plants of Smokovo (10MW), Aghia Varvara (0.9 MW) and, in partnership with Terna Energy, of Eleousa (3.2 MW).
- The construction of Small Hydroelectric Power Plants in Ilariona, Papadia and Mesohora and, in cooperation with Helliniki Technodomiki, Alatopetra Small Hydroelectric Power Plant continued. The total capacity amounts to 8.6 MW
- The construction of a 38MW wind farm in Viotia started in cooperation with EDF Energies Nouvelles
- Signed agreement for the construction of 9 wind farms on the islands: Paros, Lesvos, Sifnos, Crete (2), Lemnos, Rhodes and Samos (2), for a total capacity of 35 MW
- Installation license issued for the Mouzaki wind farm (30 MW capacity)
- Applications were submitted to the Regulatory Energy Authority for generation licenses for wind farms in Andros (133 MW) and Rodopi (150 MW), as well as for a complex of Small Hydroelectric Power Plants in the greater area of loannina (13.2 MW)

# **E**H

## **Joint Ventures – Expansion to new markets**

### PPC – Halyvourgiki Joint Venture

Aiming at the construction and operation of two CCGT plant, with total capacity of 880 MW

- Approval by the BoD of the terms of cooperation and the establishment of the new company and signing of the Agreement with the Project Engineer

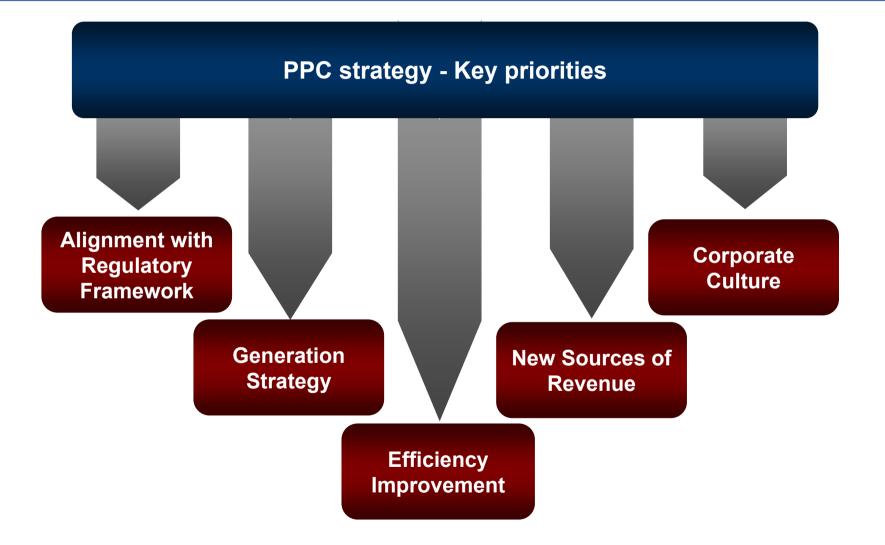
PPC – RWE Joint Venture Aiming at the construction and operation of an 800 MW coal-fired plant in Albania

- Completion of preliminary study and submission of investment proposal to the Albanian government

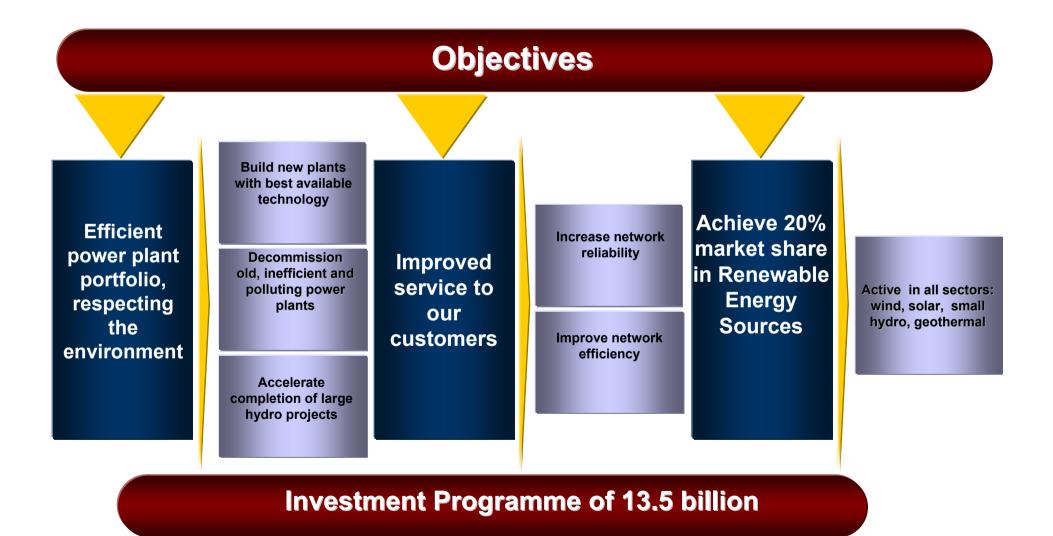


- Workshops for defining the business culture, vision and values that support the achievement of PPC strategy
- Organisation of "Managers' Forum" for company's executives
- Empowerment of abilities of higher staff in the evaluation of the suitability of candidates to be hired
- Programme initiation for the systematic development of administrative abilities for the executives



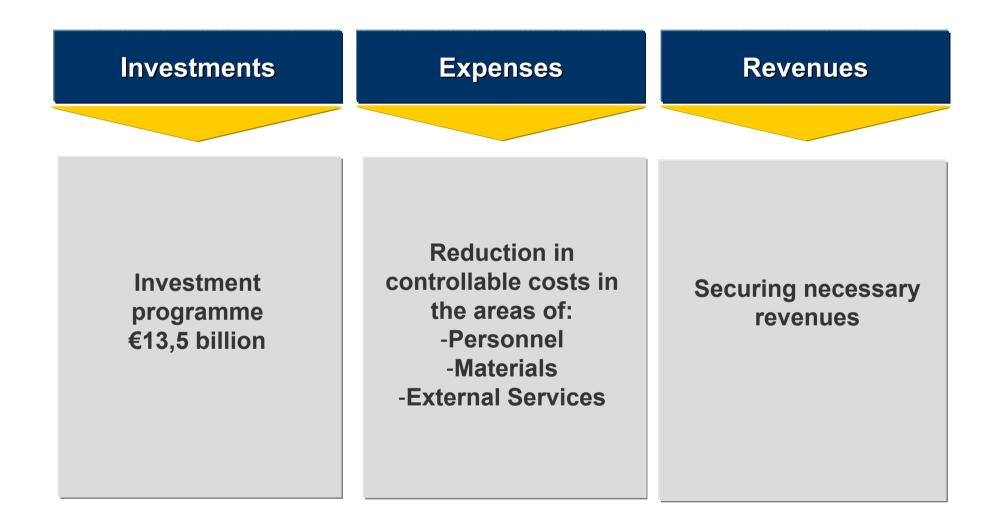








Reduction in controllable expenses and securing of necessary revenues are required for the implementation of the investment programme









2008 Review

# 1<sup>st</sup> Quarter 2009

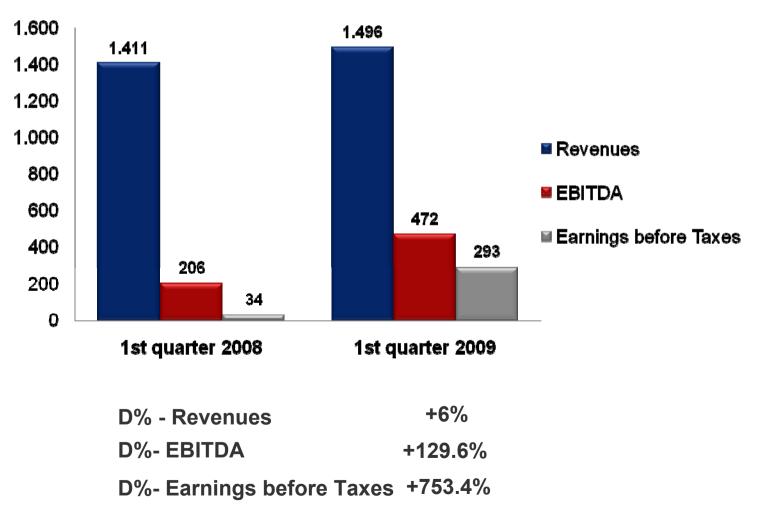


## **2009 Outlook and Next Steps**





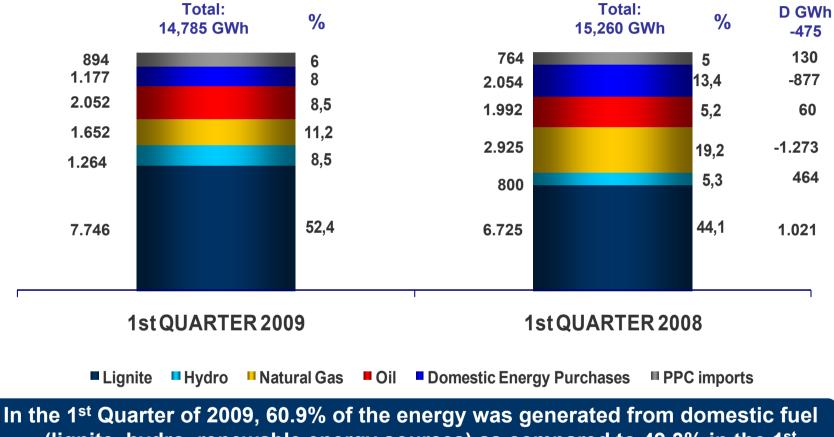
€ million



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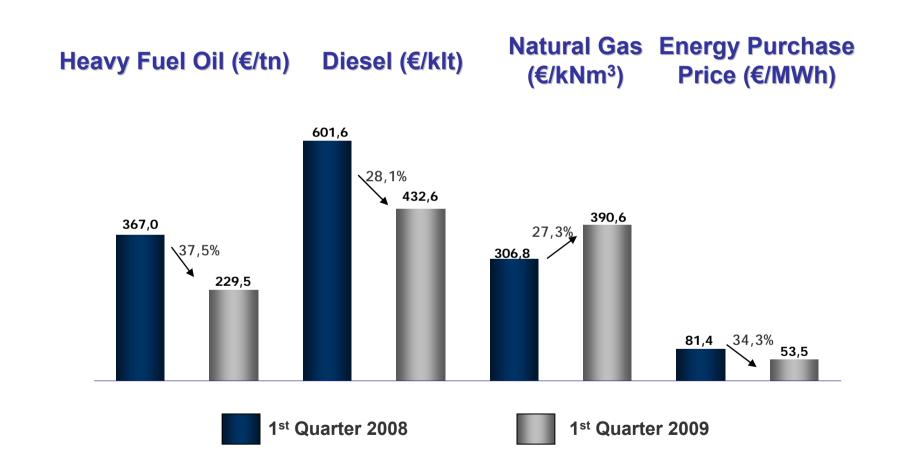
# **Energy generation and purchases of PPC**



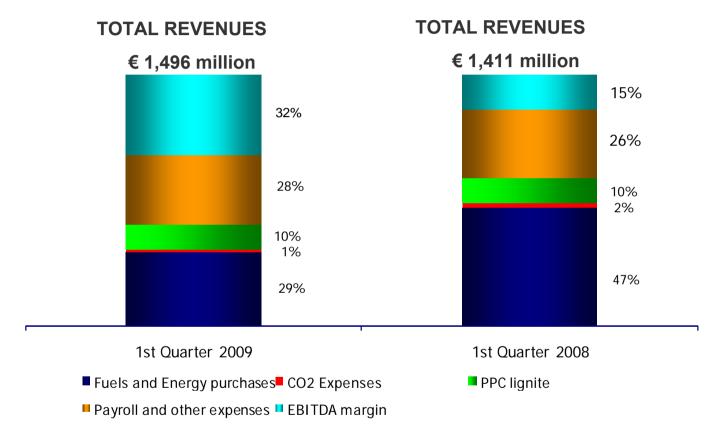
(lignite, hydro, renewable energy sources) as compared to 49.3% in the 1<sup>st</sup> Quarter of 2008.

> Hydroelectric includes PPC generation from renewable sources 50 GWh in the 1<sup>st</sup> Quarter'09 & 40 GWh in the 1<sup>st</sup> Quarter '08

PPC average fuel and energy purchase prices



# Fuel, other energy costs and EBITDA as % of revenues



In the 1<sup>st</sup> quarter 2009, 30% of the revenue was absorbed by expenses for fuel, energy purchases and CO2 vs. 49% in the 1<sup>st</sup> quarter 2008. As a result, EBITDA margin more than doubled to 32% vs. 15% in the 1<sup>st</sup> quarter 2008.



Main Developments

Debt reduced by € 116 million compared to 31/12/2008

€ 500 million Euro bond redeemed in March, 2009

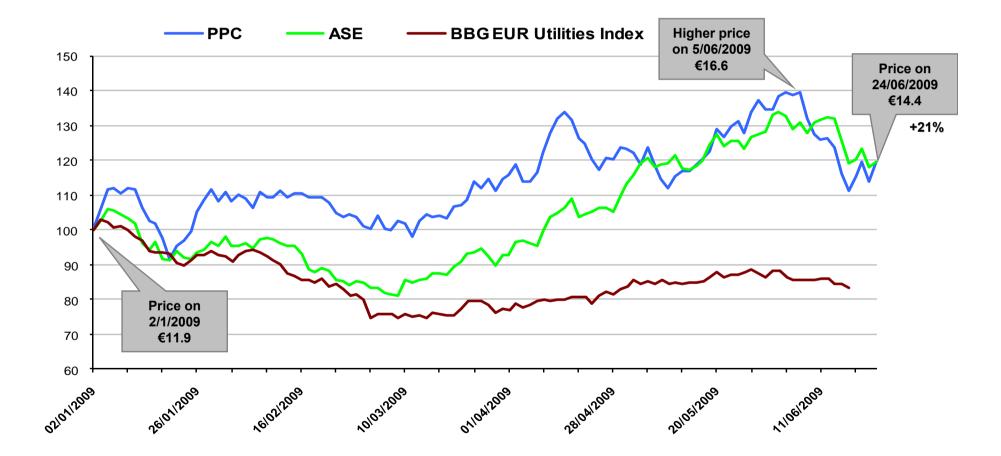
Remaining redemptions of € 646 million until end 2009

Available credit lines of € 1,6 billion on 31/03/2009

In process of setting up a € 2 billion EMTN program

Next major Euro bond maturity in November 2010 (€ 400 million)







| 2008 | Finan  | cial | Results |   |
|------|--------|------|---------|---|
| 2000 | IIIaII | Gai  | Nesult  | 2 |



2008 Review



1<sup>st</sup> Quarter 2009







### **Revenues from Energy Sales**

Expenses for liquid fuels, natural gas and energy purchases/ imports

**EBITDA** 

**EBITDA** margin

Earnings before Taxes (EBT)

**Capital Expenditure** 

Target controllable cost saving

Target EBT (with cost saving)

**Generation from lignite power plants** 

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€ 5,740 million

€ 2,097 million

€ 1,295 million

21%

€ 531 million

€ 1,253 million

€ 90 million

€ 621 million

31,000 GWh

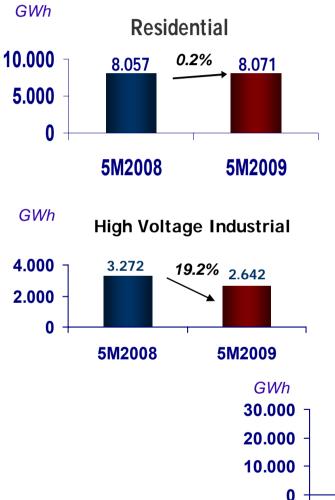
# **E**

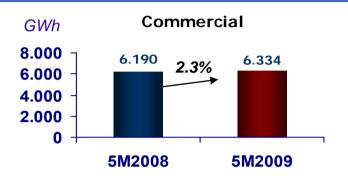
# Key developments in the five month period of 2009

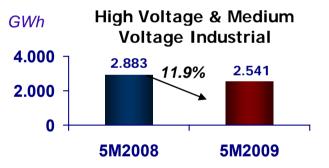
| Revenues                 | <ul> <li>Energy sales (in GWh) and revenues were below budgeted levels<br/>by 6.7% and 5% respectively</li> </ul>   |
|--------------------------|---|
| Generation Mix           | <ul> <li>Hydro output was 76% (842 GWh) higher than budgeted level</li> <li>Generation from lignite power plants on budget</li> </ul>   |
| Fuel and Energy<br>costs | - Liquid fuel and energy purchases expenses were decreased in relation to the budget by 25%, mainly due to lower oil prices and energy purchases prices and due to the lower demand and the generation decrease from natural gas.                         |
| Controllable Costs       | <ul> <li>Controllable expenses were contained below budgeted levels by<br/>4.5%. Savings amount to app. € 39 million and is mainly due to the<br/>delays of planned new hirings and the reduction of subcontracting<br/>activity and overtime.</li> </ul> |
| Profitability            | - The EBITDA margin for the five month period stands at app. 30% compared to 11.5% last year and 22% in the budget (for the respective period).   |

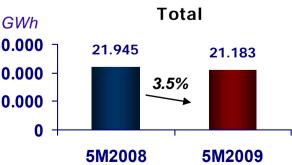


# The 3.5% reduction in electricity sale in the first five months of 2009 is due to the significant drop in sales to industrial clients







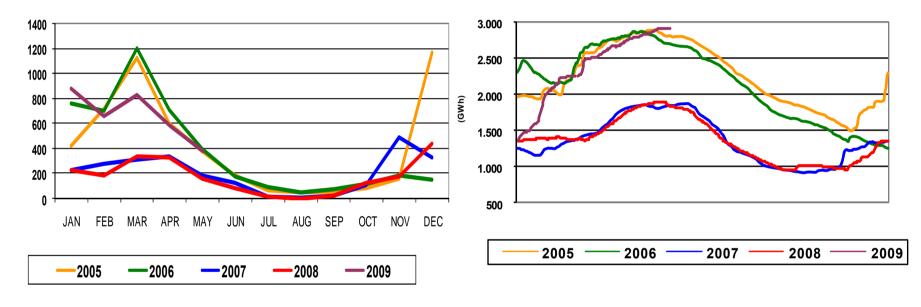




#### Water inflows

(HWD

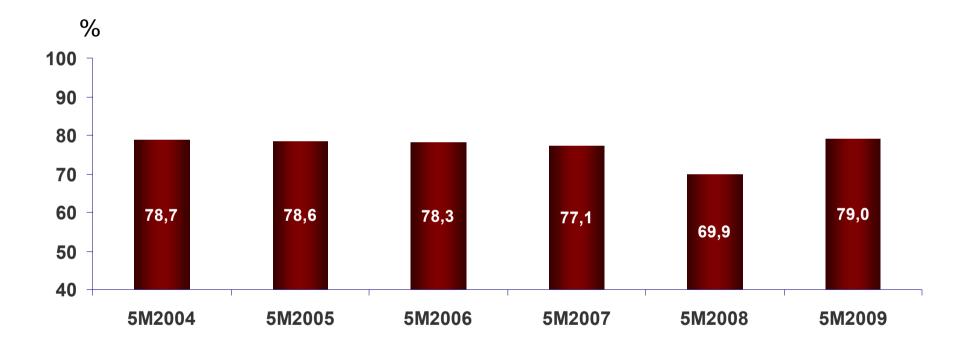
Water reserves



|                            | 5M '05 | 5M '06 | 5M '07 | 5M '08 | 5M '09 |
|----------------------------|--------|--------|--------|--------|--------|
| Hydroelectric Output (GWh) | 2,639  | 3,586  | 1,121  | 1,120  | 1,943  |

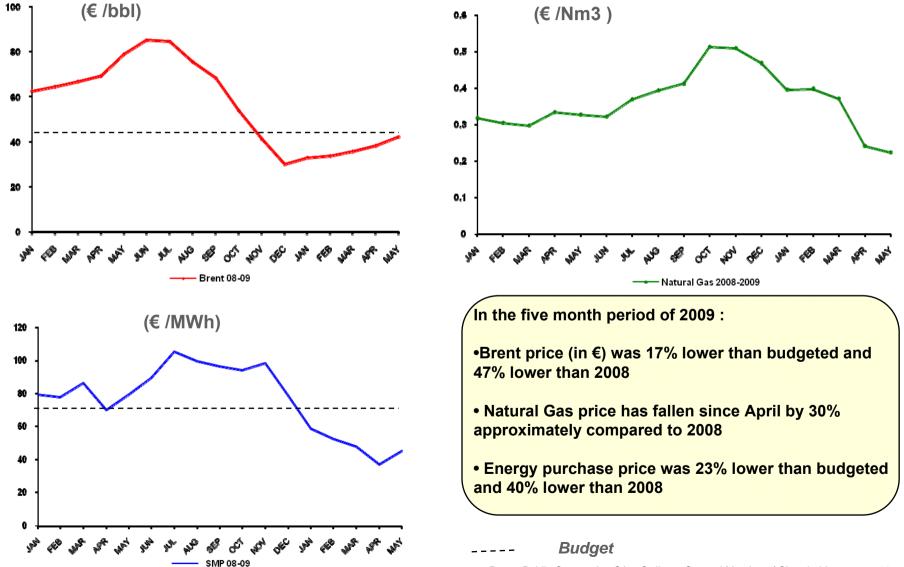
Hydro output was 76% higher than budgeted and 73% vs. 2008. Water reserves at the end of May were higher than the corresponding 2005 and 2006 levels.





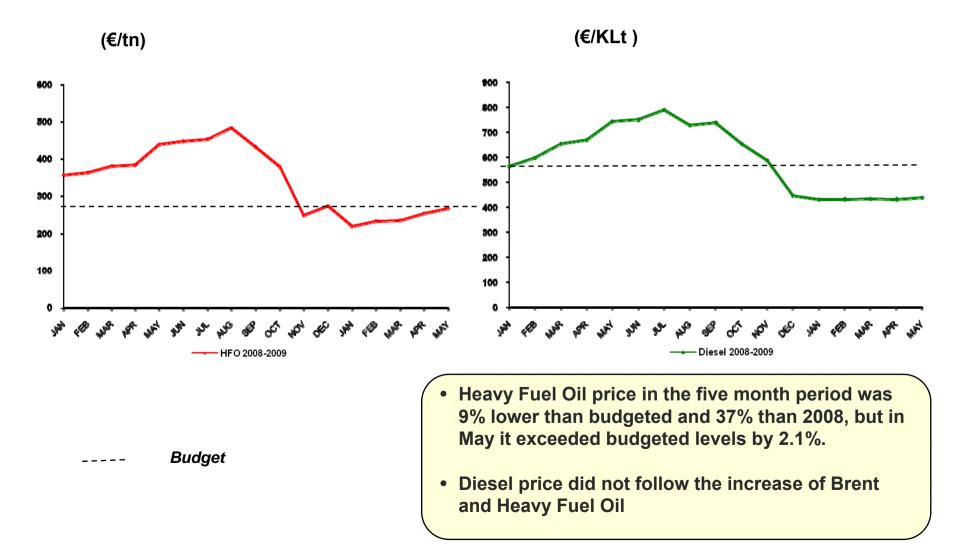
The availability of lignite power plants was at the highest level since 2004.

## BRENT (€/bbl), Natural Gas (€/Nm3), SMP (€/MWh) –Average Monthly Prices



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# Heavy Fuel Oil (€/tn), Diesel (€/KLt) – Average monthly prices



| 2009 Outlook             |   |
|--------------------------|---|
| Sales                    | - Based on current trends, we expect energy sales volume to decline by 3-4% compared to 2008.   |
| Generation Mix           | - Increased participation of hydro output in the generation mix,<br>with the assumption that water inflows in the reservoirs will be at the<br>budgeted levels for the rest of the year.  |
| Fuel and Energy<br>Costs | - It is estimated that they will be at lower levels than the budgeted<br>ones due to: increased hydro output, lower demand and lower than<br>budgeted prices for fuel and energy purchases in the first five<br>months.                           |
| Profitability            | - We reiterate our estimate for the EBITDA margin for the year at the<br>level of app. 26% compared to 21% in the budget, with the<br>assumption that the prices for liquid fuel for the remainder of the<br>year will be at the budgeted levels. |



#### **Regulatory framework**

- tariff unbundling
- new regulated tariffs

#### **Organic Growth and Joint Ventures**

- generation strategy
- renewable energy sources
- joint ventures expansion to new markets
- natural gas

#### **Efficiency Improvement**

#### **Human Resources Development**



#### Pending issues solved

- Unbundling of charges of the regulated final tariffs:
  - The methodology for the allocation of Public Service Obligations to the separate customers' categories was approved.
  - The return on capital employed both in the Transmission System and the Distribution Network was set at 8% for the calculation of the corresponding annual cost and the corresponding tariff charges.
- The above allow for the discrete recording of competitive and monopoly charges on end-user bills.



Submission of proposals for:

- New regulatory control tariffs, for the lifting of distortions between and inside the tariffs so that the competition in the retail market can be developed on a healthy bases
- The compilation of a smaller number of tariffs



## **Organic Growth:** Installation of Thermoelectric Power Plants in the Interconnected System

| Power Stations | Fuel        | Installed<br>Capacity (MW) | Commissioning<br>Year | Stage                    |
|----------------|-------------|----------------------------|-----------------------|--------------------------|
| Aliveri V      | Natural Gas | 417                        | 2011                  | Under construction       |
| Megalopolis V  | Natural Gas | 750-835                    | 2012                  | Tender in progress       |
| Ptolemaida V   | Lignite     | 550-660                    | 2016                  | Preparation<br>of Tender |
| Meliti II      | Lignite     | 450                        | 2016                  | New Tender               |
| Aliveri VI     | Coal        | 800                        |                       | Review                   |
| Larymna        | Coal        | 800                        |                       | Review                   |



# Organic Growth: Installation of Hydroelectric Units in the Interconnected System

| Power Station | Unit | Installed<br>Capacity (MW) | Commissioni<br>ng Year | Stage                 |
|---------------|------|----------------------------|------------------------|-----------------------|
| Mesohora      | I,II | 160                        | 2011                   | In completion phase   |
| llarionas     | I,II | 153                        | 2011                   | Under<br>Construction |
| Metsovitiko   | I,II | 29                         | 2012                   | New Tender            |



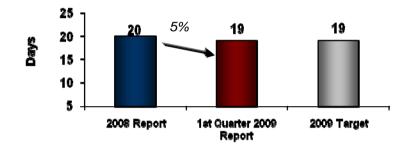
## Organic Growth : Installation of Power Plants on the Islands

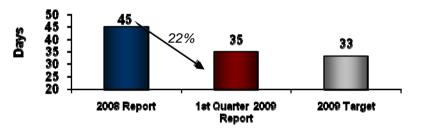
| Power Plants             | Fuel                                    | Installed<br>Capacity (MW) | Commissioning<br>year | Stage                |
|--------------------------|---|----------------------------|-----------------------|----------------------|
| Palei Galini, Crete      | Natural gas/<br>Diesel                  | 250                        | 2015                  | Preliminary phase    |
| Palei Galini, Crete      | Natural gas/<br>Diesel                  | 250                        | 2015                  | Preliminary<br>phase |
| Atherinolakkos,<br>Crete | Low sulphur<br>fuel oil/ Natural<br>gas | 100                        | 2012                  | Invitation to tender |
| Rhodes                   | Low sulphur<br>fuel oil                 | 115                        | 2011                  | Contract signing     |
| Lesvos                   | Low sulphur<br>fuel oil                 | 120                        | 2012                  | Under<br>licensing   |

#### Improvement of services provided by the Distribution Network

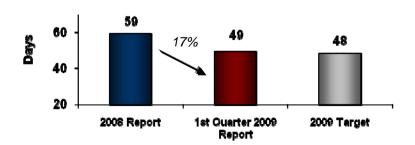
Connection

#### **Underground Connection**

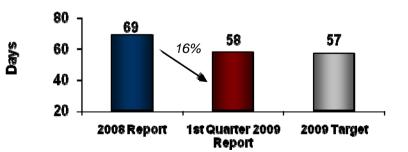




**Connection with Network Extention** 



**Network Variations** 

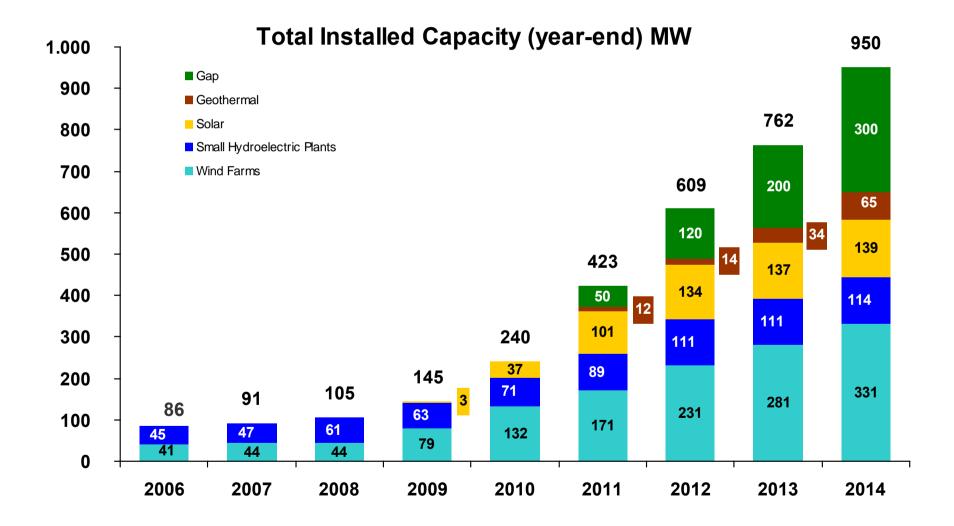


# PPC Renewables continues to be active in the RES sector with vigour and innovation

- Wind Farms
  - Viotia Wind Farm, 38 MW (in cooperation with EDF EN) Completion in summer 2009
  - 9 Wind Farms on islands (35 MW) –Construction to begin within 2009
  - Makronesos Wind Farm, 100 MW, Andros, 133 MW (in cooperation with Ailoliki Andros) and Rodopi, 150 MW – Application to the Regulatory Energy Authority
  - North Aegean Islands Wind Farms, 706 MW (in cooperation with Iberdrola) In early development
- Small Hydroelectric Power Plants
  - Ikaria Hybrid, 6.5 MW Under construction, an innovative project on a pan-European scale which combines wind power, hydro power and pumped storage
  - 8 further projects by 2011 (18 MW)
- Geothermy
  - Milos complex (in cooperation with S&B) In early development
  - Nisiros Geothermal Field– Application to the Regulatory Energy Authority, potential to cover baseload power for 9 islands
  - Lesvos & Methana Continuation of geotechnical analyses and exploratory drilling
- Solar
  - Photovoltaic (PV) panels on roofs
  - PV Park Megalopolis 50 MW Construction expected to begin in 2010
  - Concentrated Solar Power (CSP) W. Macedonia 50 MW

PPC Renewables (a wholly-owned subsidiary of PPC) has 105 MW total installed capacity and a further 89 MW under construction

## PPC Renewables: Investment Plan 2009-2014



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### Joint Ventures – Expansion to new markets

#### **MoU with Urbaser**

Development of projects in relation with Waste-to-Energy, the Waste Management sector in general, as well as urban and industrial Waste Water Treatment.

MoU with Golden Energy One Holdings (Resti Group) Participation in the tender launched by the government of Montenegro for the partial sale and share capital increase of the state electric utility in Montenegro

Development, construction and operation of lignite mines and lignite power plants in Montenegro

Development, construction and operation of RES projects in Greece and Southeast Europe.

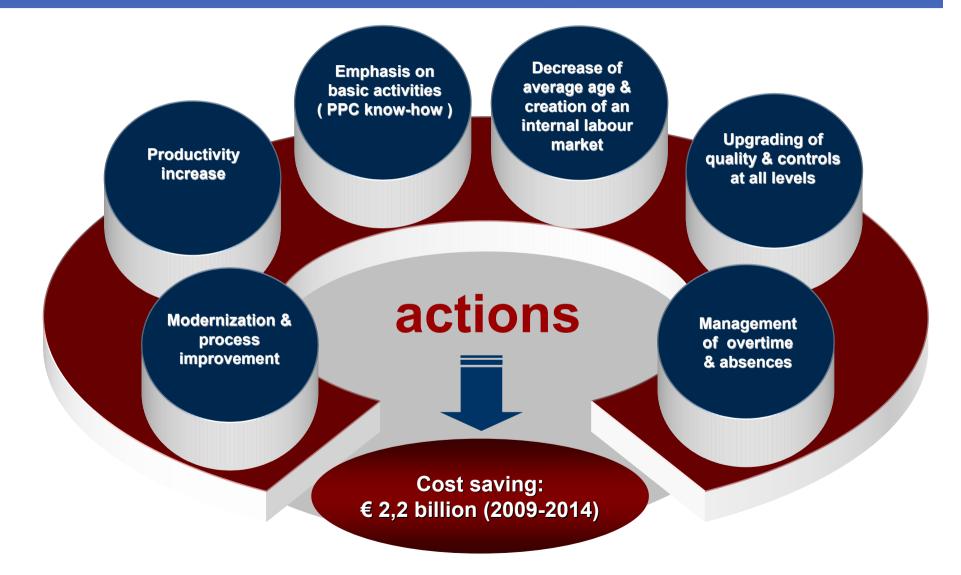
MoU with Quantum Corporation and Bank of Cyprus

Feasibility study for the construction and operation of power plants in Bosnia – Herzegovina



- In 2008, PPC, with 1.966 MW installed capacity in natural gas units, consumed approximately 2.4 bcm of natural gas. This corresponds to approximately 60% of the total domestic consumption.
- In the future, PPC will consume up to 4 bcm of natural gas according to the business plan
- As a result, also following the example of many other electricity producers in Europe, PPC aims at playing an important role in the natural gas market, starting with its expressed interest inexercising its option in DEPA

# Efficiency improvement & reduction in controllable expenses



- Establishing a performance management system and setting targets for each manager in line with the Company's business plan
- Application of post rotation for the managers in order to increase the internal efficiency of the Company and to facilitate continuous improvement and development of human capital
- Enhancing managers' abilities in the evaluation of their subordinates
- Establishing a relocation policy for managers



## **PPC SA**

## The most admired energy

## company in Europe



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.