



EVN Conference Call 1st half-year results 2011/12

May 31st, 2012

EVN

Business highlights

Investment focus on renewable energy in Lower Austria

- Start-up of the production of the wind park Tattendorf (16 MW)
- Aquisition of wind park Pöttelsdorf (9.2 MW)
- Start of constraction of wind park Glinzendorf (18 MW)
- Start-up of operations of the small hydropower plant in Schaldorf (1 MW)

Extention of biomass production capacity by three new plants

- 57 biomass plants in Lower Austria and five plants in progress

New cogeneration plant in Plovdiv put into operation

Contracts awarded in the Prag (CZ) and Serbia in the Environmental Services segment

Issue of a corporate bond (EUR 300m) and two private placements (EUR 125m)

Moody's confirmed the long-term credit rating of "A3" (stable outlook)

Start of the share buyback programme

Business development

EURm	2011/12 HY. 1	Change in %
Revenue	1,690.9	3.8
EBITDA	325.9	0.5
EBIT	202.8	2.9
Financial results	73.6	48.6
Group net profit	209.1	13.6
Net cash flow from operating activities	49.3	-77.7
EUR		
Earnings per share	1.16	11.5

Weather-related revenue
development

Stable EBITDA

- Operating expenses up 4.6%

Higher EBIT

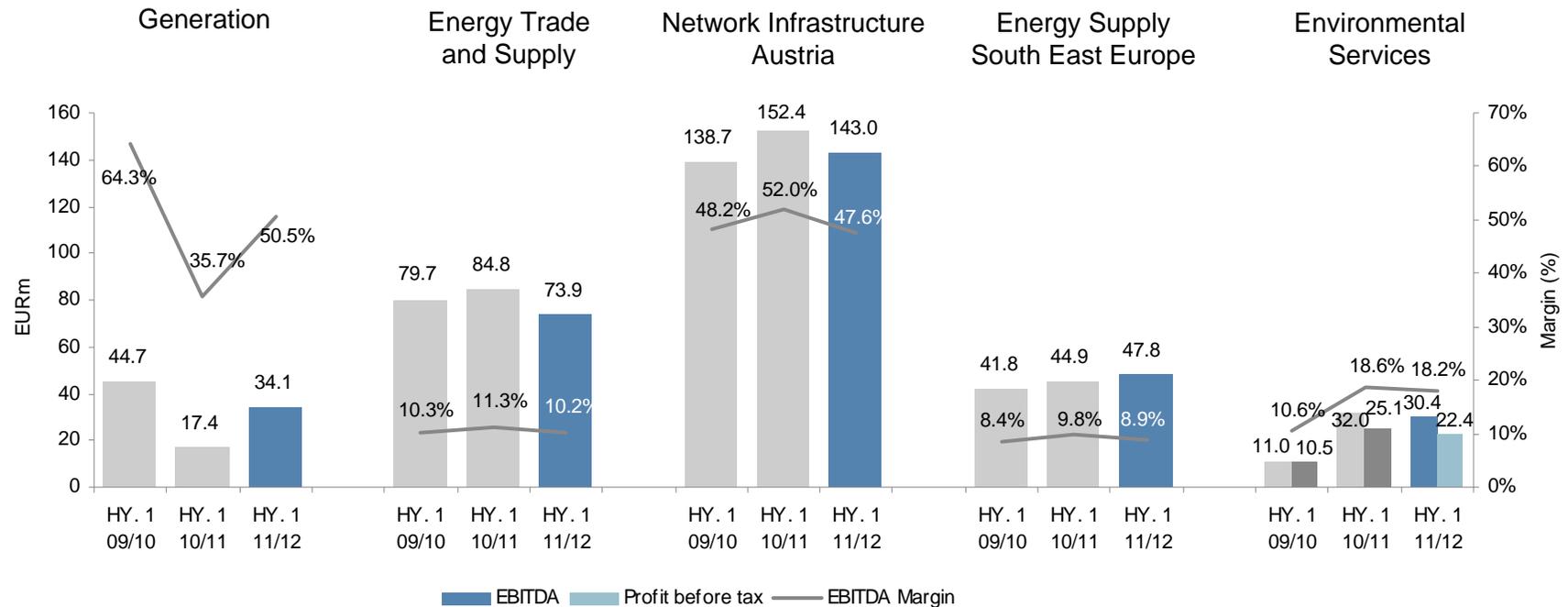
- Impairment loss of EUR 8.0m vs.
EUR 17.7m in the prior-year period

Positive development of
financial results

- Higher income from investments in
equity accounted investees

Weather-related decrease of
net CF from operating results

EBITDA development by segments



Generation:

power request on the part of the German Federal Network Agency, revision in natural gas price between Gazprom and EconGas and new wind park capacities

Energy Supply South East Europe:

weather-related sales volumes increase and higher end customer prices



Generation

Electricity generation volumes (GWh)	2011/12 HY. 1	Change in %
Total	1,610	-14.1
thereof thermal energy sources	983	-27.8
thereof renewable energy sources	627	22.0
EURm		
Revenue	67.5	38.3
EBITDA	34.1	95.4
EBIT	13.1	-

Reduced use of EVN's own thermal power stations

- Negative spark spreads

Revenue increase

- Power request by the German Federal Network Agency
- Revision in natural gas prices between Gazprom and EconGas
- New wind park capacities

EBIT increase despite

- Impairment loss on the biomass pilot plant in Dürnröhr of EUR 8.0m

Energy Trade and Supply

End customer price adjustments¹⁾

Gas (4/1/2011)	+8.9%
(10/1/2011)	+3.6%
Electricity (1/1/2012)	-1.7%

Sales volumes to end customers (GWh)	2011/12 HY. 1	Change in %
Electricity	3,915	1.3
Natural gas	5,171	-6.9
Heat	1,214	3.2

EURm

Revenue	727.3	-2.8
EBITDA	73.9	-12.9
EBIT	66.7	-14.5

1) Average, household sector (EVN source)

Diverse sales volumes development

- Lower gas sales volumes due to reduced use of EVN's own thermal power plants and higher temperatures
- Higher electricity sales volumes due to business extension of EAA outside of Lower Austria
- Higher heat sales volumes to large customers

Revenue decrease

- Decrease of end customer price for electricity
- Adjustments in natural gas prices

EBITDA decrease

- Higher procurement costs for electricity
- Higher provision for impending losses related to power plant project Duisburg-Walsum

Network Infrastructure Austria

Tariffs adjustments¹⁾

Electricity (1/1/2012)	–
Natural gas (1/1/2012)	–1.9%

Network distribution volumes (GWh)	2011/12 HY. 1	Change in %
Electricity	4,139	0.2
Natural gas ²⁾	10,903	–8.3

EURm

Revenue	300.3	2.5
EBITDA	143.0	–6.2
EBIT	93.7	–9.8

Diverse distribution sales volumes

- Electricity: at prior-year level
- Natural gas: drop due to reduced use of EVN's own thermal power plants and higher temperature

Adjustment of network tariffs

Decrease of EBITDA and EBIT

- Higher procurement costs
- Higher maintenance and repair costs

1) Average, according to the regulator in Austria, E-Control

2) Including network sales to EVN's power stations

Energy Supply South East Europe

Electricity price adjustments¹⁾

Bulgaria (7/1/2010) electricity	+2.0%
(7/1/2011) electricity	+1.9%
(4/1/2011) heat	+6.8%
Macedonia (3/1/2011)	+4.9% ²⁾
(1/1/2012)	+4.8% ²⁾

Network distribution volumes (GWh)	2011/12 HY. 1	Change in %
Electricity ³⁾	7,896	5.3
Heat	212	8.8

EURm		
Revenue	534.7	16.9
EBITDA	47.8	6.5
EBIT	15.2	–

1) Average, household sector, according to the regulators in Bulgaria (SEWRC) and Macedonia (ERC)

2) EVN Macedonia

3) In Bulgaria and Macedonia energy sales volumes fairly equal present network distribution volumes

Temperature-related sales volumes increase

- BG: heating degree +23.4%p
- MK: heating degree +21.2%p

Revenue increase

- Weather-related hike of sales volumes
- Electricity and heat price adjustments

EBITDA increased

Increase of EBIT from EUR –2.6m despite

- Higher prices for procured energy
- Increased write-off of receivables

Environmental Services

EURm	2011/12 HY. 1	Change in %
Revenue	167.4	-2.6
EBITDA	30.4	-5.0
EBIT	17.2	-11.9
Financial results	5.1	-7.4
Profit before income tax	22.4	-10.9

Lower revenue

- Lower project invoicing
- Lower income from waste incineration

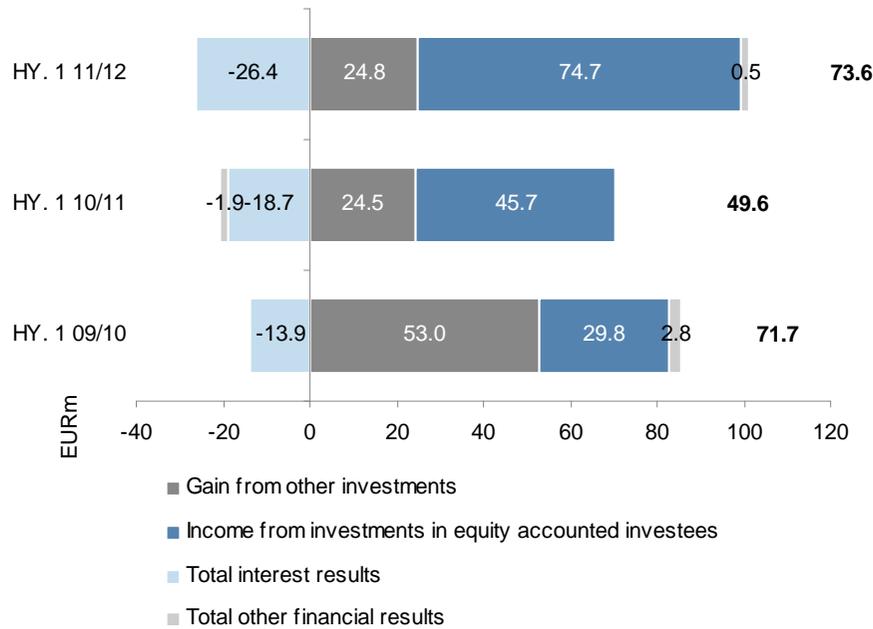
Financial results down

- Decreasing interest balance of projects during the operational phase
- Higher interest expense of projects during the construction phase

New market entry

- Wastewater treatment plant in the Prague (CZ)
- Drinking water treatment plant in Serbia (BOOT project)

Financial results



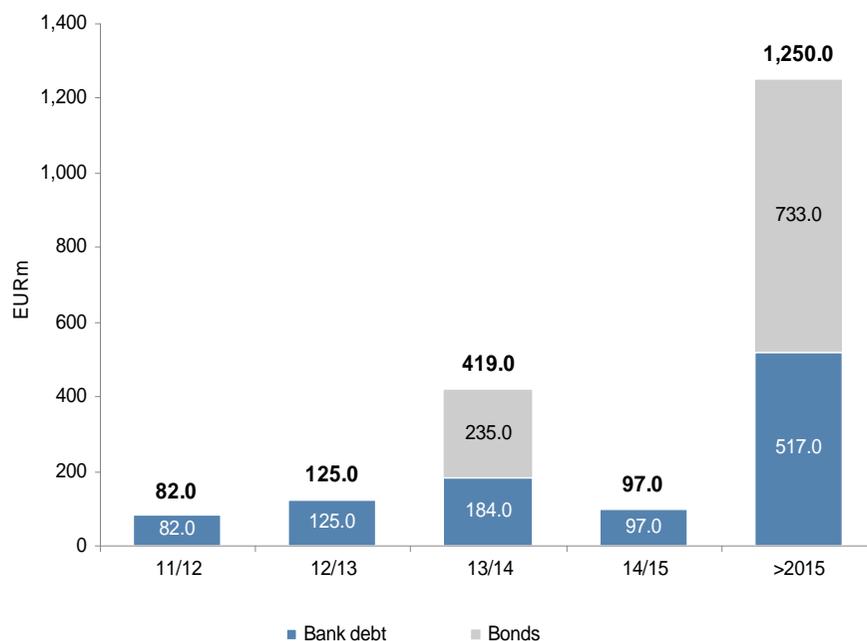
Financial results increased

Higher income from investments in equity accounted investees

Lower interest results

- Higher interest expenses
- Higher net debt
- Slightly higher interest rates
- Lower interest income

Debt maturity profile



Issue of a new corporate bond

- EUR 300.0m
(10.5 ys, coupon 4.25%)

Redemption of corporate bond

- EUR 257.4m

Issue of private placements

- EUR 125.0m
(20.0 ys, coupon 4.125%)

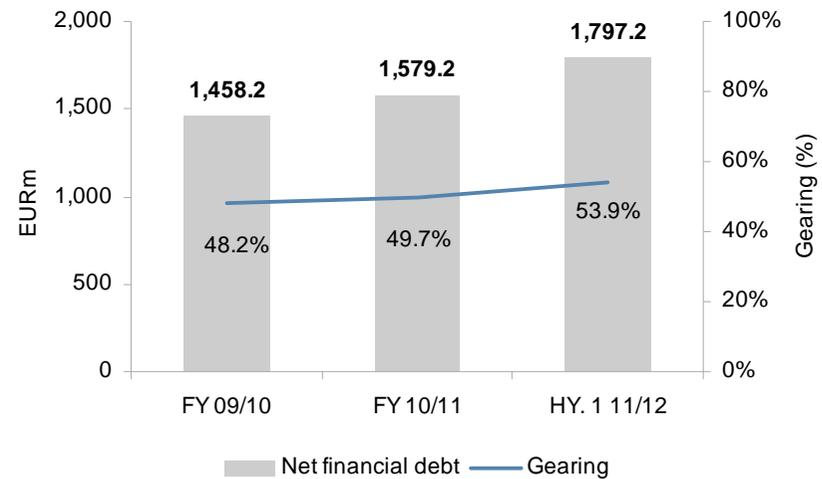
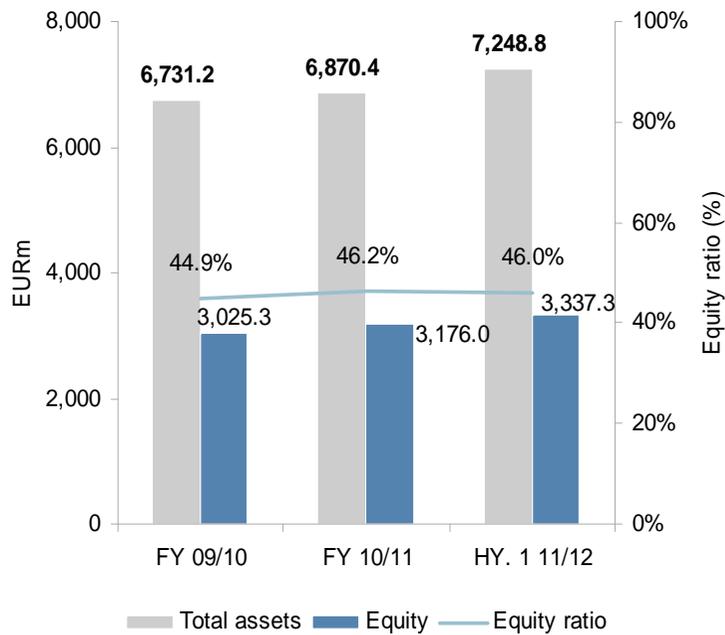
Share of fixed interest debt: 76.0%

Average financing costs: 4.2%

Financial flexibility

- Committed bilateral credit lines and syndicated loan of EUR 775.0m
- Cash/cash equivalents: EUR 79.8m

Solid capital structure and rating supports



Rating

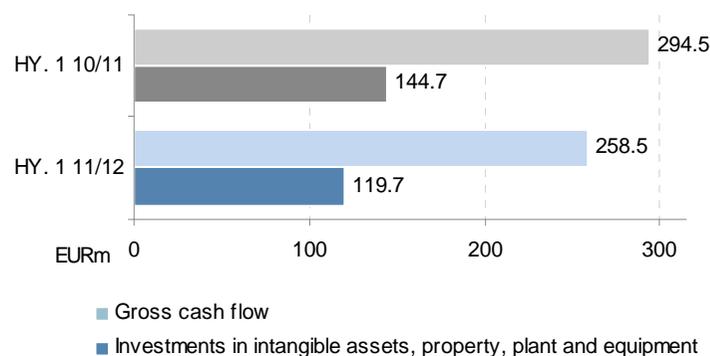
S&P: A- / negative

Moody's: A3 / stable



Cash flow

EURm	2011/12 HY. 1	Change in %
Gross cash flow	258.5	-12.2
Net cash flow from operating activities	49.3	-77.7
Net cash flow from investing activities	-128.5	49.3
Net cash flow from financing activities	42.2	-42.9
Net change in cash and cash items	75.6	-42.2



Lower gross CF

- Higher non-cash results from at equity accounted investees
- Release of non-current provisions

Decrease of net CF from operating activities

- Stronger seasonal effect in working capital

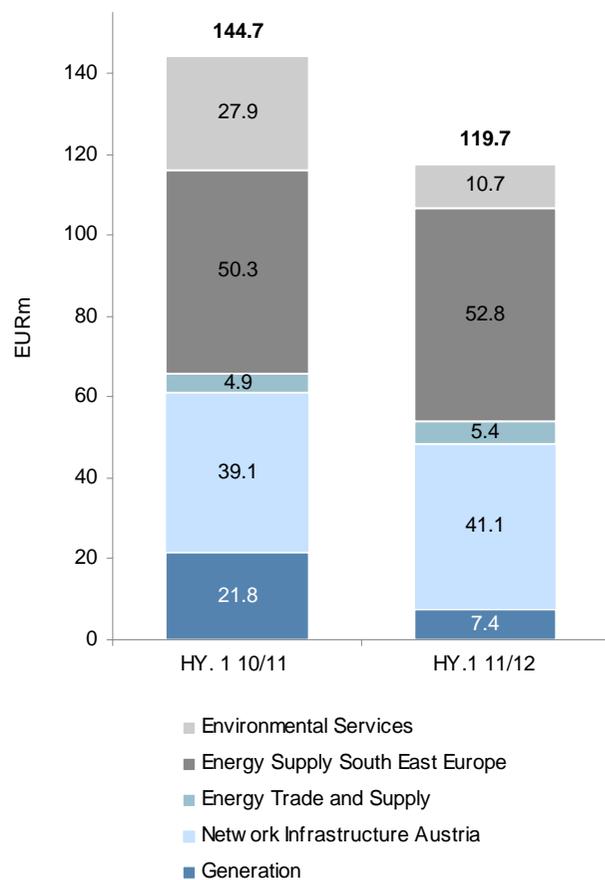
Change of net CF from investing activities

- Lower investments in intangible assets and property, plant and equipment
- Lower capital payment for investments in equity accounted investees
- Acquisition of additional stake in EVN's Bulgarian subsidiaries
- Sales of current investments in securities

Decrease of net CF from financing activities

- Capital increase in the prior-year

Investments¹⁾



Investments down 17.3%

Key investments

- Wind parks in Lower Austria
- Construction of “Westtschiene“
- Expansion of heating networks and biomass capacities in Lower Austria
- Cogeneration plant in Plovdiv, Bulgaria
- Expansion of the network infrastructure and replacement of metres in SEE
- Cogeneration plant in Ljubrzy, Moscow

1) In intangible assets and property, plant and equipment

Outlook 2011/12

Assumptions

- Stable end customers business development
- Lower or negative spreads between primary energy and electricity prices
- Stable order book in Environmental Services segment and no negative impact due to economic downturn

EVN's expectations

- Operating results can match prior-year level
- Financial results above previous year's level
- Group net profit comparable to prior-year level

EVN's ambitions

- Competitive investment grade credit rating
- Attractive dividend policy
- Key ratios (on an adjusted basis):
Equity ratio: >40%
Net debt coverage (FFO): $\geq 25\%$
Interest Cover (FFO): $\geq 5x$

Additional information

Stefan Szyszkowitz

CFO

Phone: +43 2236 200-12132

Fax: +43 2236 200-82132

E-mail: stefan.szyszkowitz@evn.at

Klára Székffy

Head of Investor Relations

Phone: +43 2236 200-12745

Fax: +43 2236 200-82745

E-mail: klara.szekffy@evn.at

Investor information on the web

www.evn.at

www.investor.evn.at

www.responsibility.evn.at

E-mail: investor.relations@evn.at

EVN AG

Headquarters

EVN Platz

2344 Maria Enzersdorf



Disclaimer

Certain statements made in this presentation may constitute „Forward-Looking Statements” within the meaning of the U.S. federal securities law. Forward-looking information is subject to various known and unknown risks and uncertainties. These include statements concerning our expectations and other statements that are not historical facts.

The Company believes any such statements are based on reasonable assumptions and reflect the judgement of EVN’s management based on factors currently known by it.

No assurance can be given that these forward-looking statements will prove accurate and correct, or that anticipated, projected future results will be achieved.

For additional information regarding risks, investors are referred to EVN’s latest Annual report.