



EVN EEI Utility Conference

London, March 16, 2010

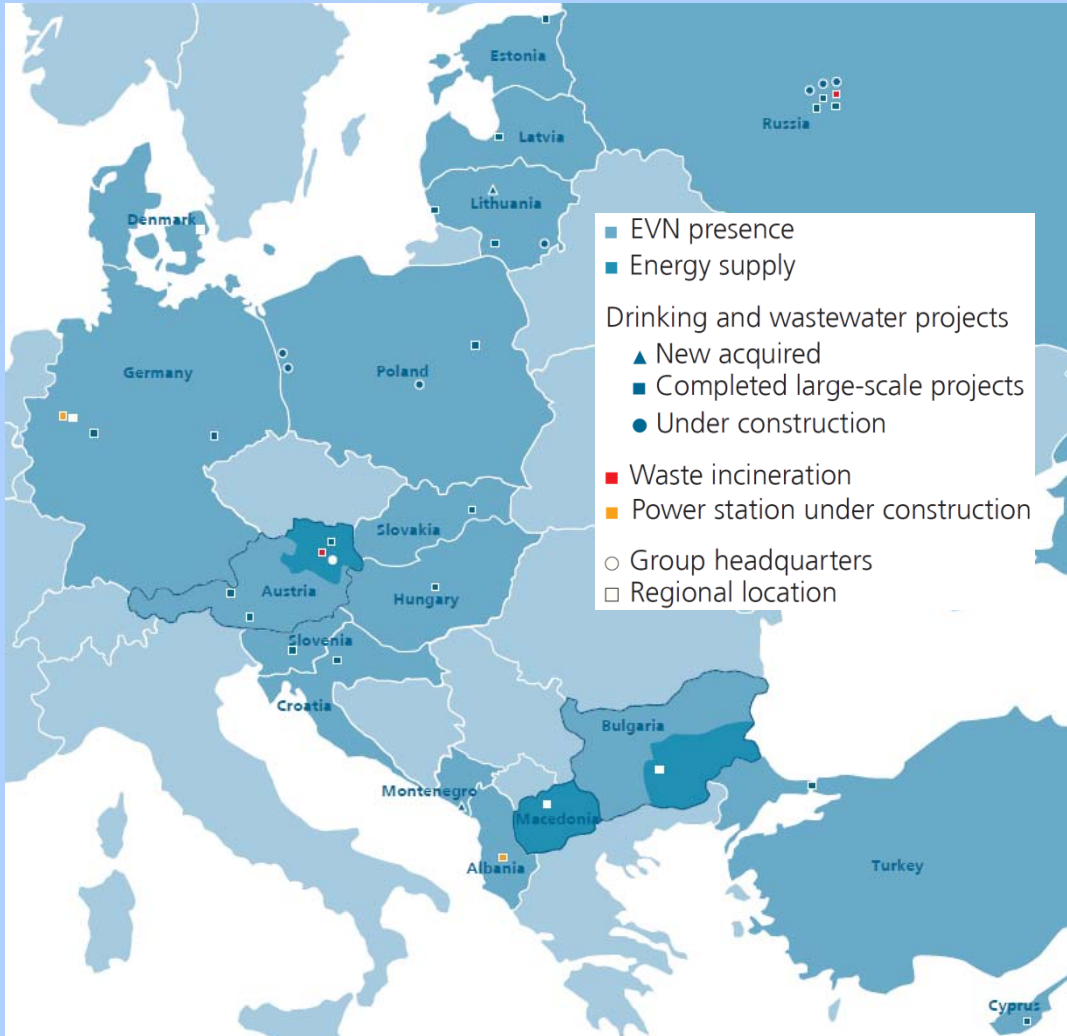
Agenda

- > **EVN's strategy**
- > **Growth perspectives**
- > **Results for 2008/09**

Company profile – fact sheet 2008/09

EVN	EVN is a leading integrated energy and environmental service group serving customer in Lower Austria and Central and Eastern Europe
Business areas	Electricity, gas, heating, water, waste incineration
Countries	Austria, Albania, Bulgaria, Croatia, Cyprus, Denmark, Estonia, Germany, Hungary, Latvia, Lithuania, Macedonia, Montenegro, Poland, Russia, Slovakia, Slovenia, Turkey
Employees	8.934 (–4.3%) thereof ~ 70% in abroad
Revenue	2,727.0 EUR m (+13.8%)
EBITDA	373.4 EUR m (+3.1%)
EBIT	175.2 EUR m (+5.2%)
Net results	177.9 EUR m (–4.8%)
Credit Rating	Moody's: A2, negative (since July 2009) Standard & Poor's: A–, negative (since March 2009)

EVN currently active in 18 CEE countries



Energy supply

- > About 1 m electricity, gas and heating customers in Lower Austria
- > 1.6 m electricity, 40,000 heating customers in Bulgaria
- > 720,000 electricity customers in Macedonia

Electricity generation

- > 1,829 MW generation capacity (gas, coal, hydro, wind and biomass)
- > Construction of a coal-fired power plant of 790 MW in Duisburg-Walsum, Germany

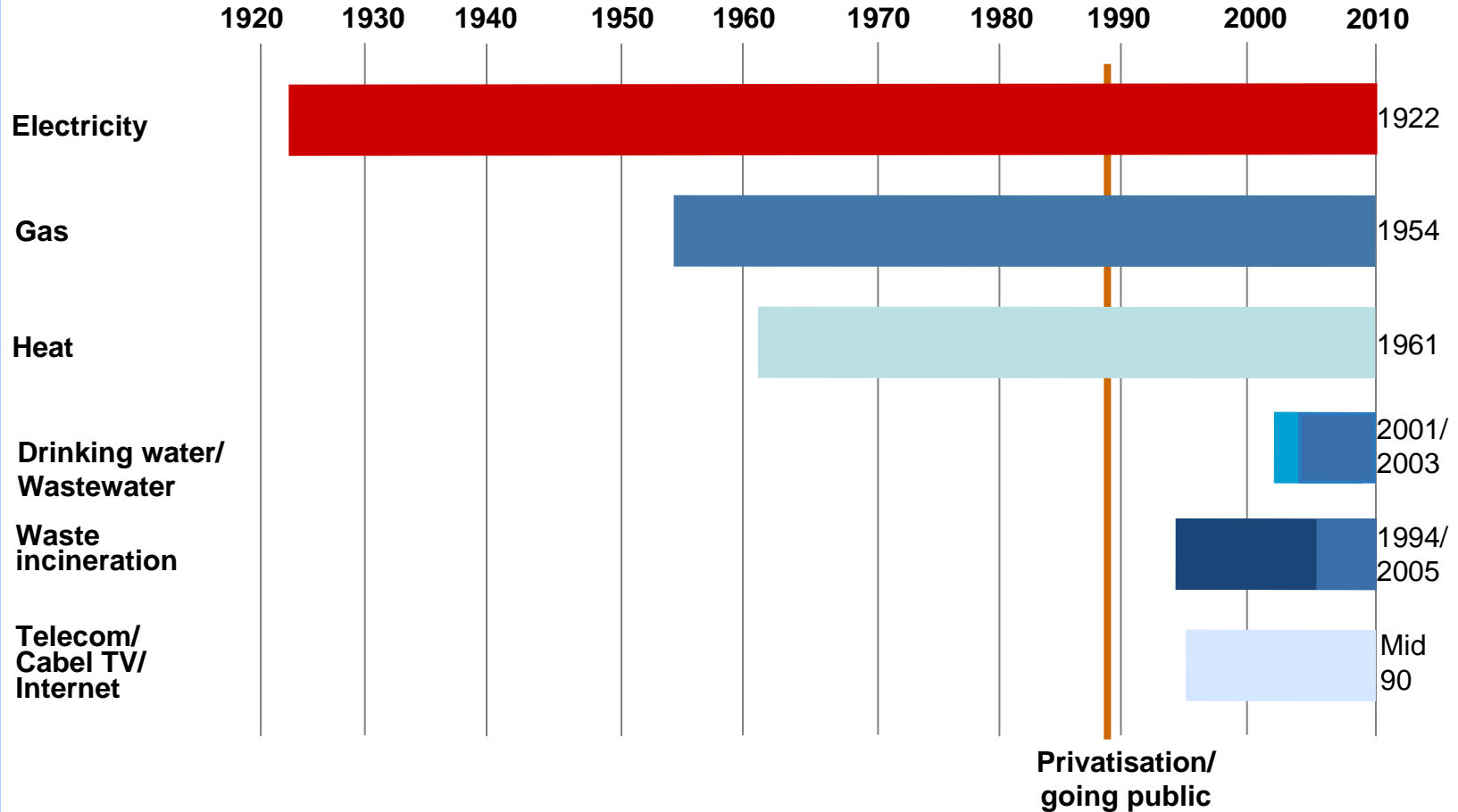
Networks

- > 130,358 km electricity networks, 13,350 km gas pipelines and 573 km heating networks

Environmental services

- > 0.5 m drinking water customers in Lower Austria
- > Waste incineration plants of 300,000 tons p.a. in Lower Austria
- > International project business
 - More than 90 drinking and waste water plants for more than 10 m people in Europe
 - Waste incineration plant of 360,000 tons p.a. in Moscow

EVN Group historical development



EVN's strategy – Integrated utility

- > „Two-pillar“ strategy – focus on the Energy and Environmental Services segments
 - High level of horizontal and vertical integration of the different business units
- > Organic growth with a focus on markets where EVN has specific market expertise
 - In the energy segment, EVN has a regional focus on its core home market and on Southern Eastern Europe
 - In the international project business of the Environmental services segment, EVN focuses on large municipalities with a solid credit profile
- > Strategic goal is to increase self-sufficiency in electricity generation to 40% to 60% in the medium term
- > Clear-cut orientation towards fulfilling capital market requirements, transparency, strong financials and a stable dividend policy
 - EVN is committed to a rating at the low single A level with an appropriate financial policy
 - EVN is prepared to take the necessary measures to strengthen key financial ratios, such as an equity increase, in order to comply with its targets
- > Sustainability is a core consideration for the company's activities

Focus on Energy and Environmental Services

Traditional EVN core activities ...

> Energy

> Generation

> Networks

> Supply

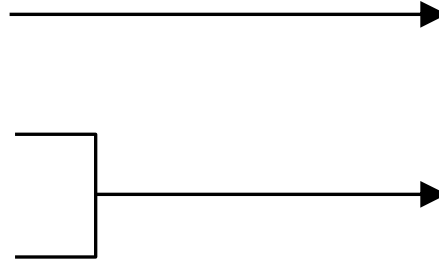
... complemented by related infrastructure and environmental services

> Environment

> Waste incineration

> Drinking water

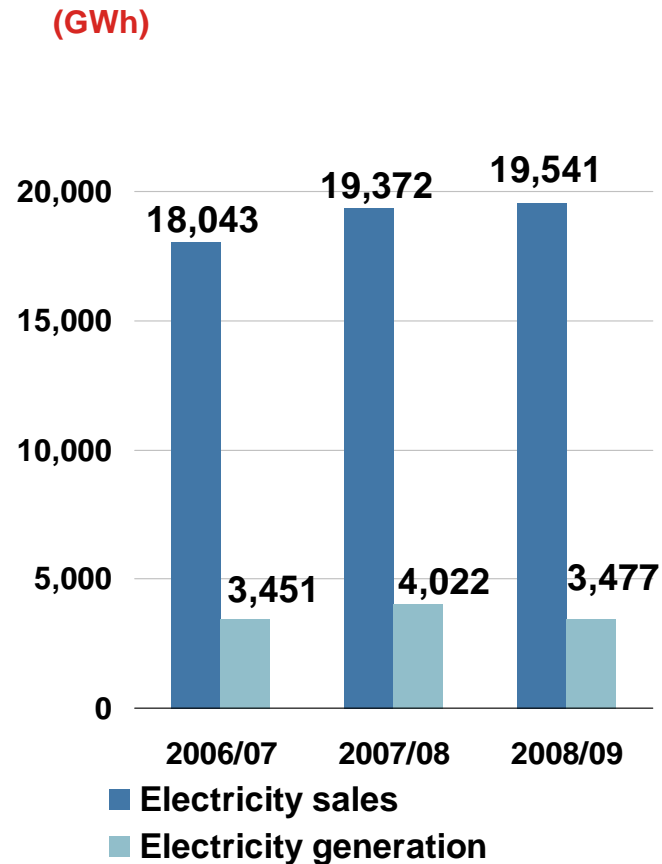
> Waste water



> Benefit from strategic advantages:

- > Common customer basis („one-stop shop“)
- > Know-how-transfer primarily in generation and networks
- > Regional synergies in operation and supply (currently mainly in Austria)
- > Benefit from administrative functions of head office for non-domestic activities
- > Optimisation of financial resources

Electricity sales and generation



- > The coverage ratio of Group stands currently at roughly 20%
- > Excluding Bulgaria and Macedonia, the coverage ratio is 50-65%
- > The mid-term target of the Group is to increase the coverage ratio to 40%
- > Following the start of the operations in Walsum, Germany in the second half of 2010, the group coverage ratio will significantly improve to around 35%

Strategic investments

Verbund

- > Austria's leading producer of electricity and operator of the country's supra-regional high-voltage network

Rohöl- Aufsuchungs AG

- > Second largest oil and gas producer in Austria

Burgenland Holding

- > Regional gas and electricity supplier in Burgenland

> Selected strategic investments

- Strengthen vertical integration
- Contribute to profitability
- Financial hedge, compensation for increasing primary energy costs
- Partnership in regional energy supply business

Strategic Investments – Verbundgesellschaft

- > EVN holds a 13% stake in Austria's largest electricity producer and operator of the Austrian supra-regional high-voltage network
- > Operating 123 hydro power, 3 thermal power and 3 wind parks with 8,364 MW installed capacity in Austria and Bavaria
- > Electricity generation 29,918 GWh
- > Value of EVN's stake in Verbund: EUR 1.1bn, changes in stake value are recorded under equity
- > Increase of dividends from Verbund to EUR 50.1m for Verbund business year 2009 (+19%)



Source: Verbund

Strategic Investments – Rohöl-Aufsuchungs AG

- > EVN holds a majority shareholding of 50.03% in RAG but has no controlling influence on the company due to shareholder syndication
- > Production of 800 mm³ gas (~20% of prod. in Austria) and 90,000 tons oil (~ 10% of prod.)
- > 60% of exploration fields in Austria, the rest in Bavaria
- > Massive natural gas storage capacities at the German-Austrian border, expansion of capacities until 2011 to 2.4bn m³ of natural gas (1/4 of Austria's annual demand)



Source: RAG

Strategic Investments – Burgenland Holding

- > EVN has a 73.6% stake in Burgenland Holding AG, listed on the Vienna Stock Exchange, which in turn owns 49.0% each of the shares in Burgenländische Elektrizitätswirtschafts-AG (BEWAG) and Burgenländische Erdgasversorgungs-AG (BEGAS)

BEWAG

- > Supplying 145,000 customers in the province Burgenland with electricity
- > Austria's largest producer of green electricity
 - 10 wind parks with 138 wind power generating facilities
 - Total capacity 241 MW

BEGAS

- > Supplying 45,000 customers with natural gas and more than 5,200 customers with heating in the province Burgenland



Source: BEWAG

Agenda

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- > **Growth perspectives**
- > Results for 2008/09

Growth areas – Electricity generation in Germany

- > Coal-fired power plant in Duisburg-Walsum
- > Capacity: 790 MW, net efficiency: > 46%
- > Investment: EUR 820m
- > Joint venture with Evonik Steag GmbH, EVN's stake: 49%
- > Ground-breaking: November 2006
- > Start up: second half of 2010



EVN's markets in South-eastern Europe



EVN's strategy:

- > Vertical integration → increase of production capacities
- > Modernisation of grid networks
- > Active electricity trading

> EVN's assets in Bulgaria and Macedonia:

- Network operator / supplier
- District heating plant
- Hydro power plants

> **Bulgaria:** Liberalised electricity market – fully negotiable prices versus long-term electricity supply agreements and limited generation capacities

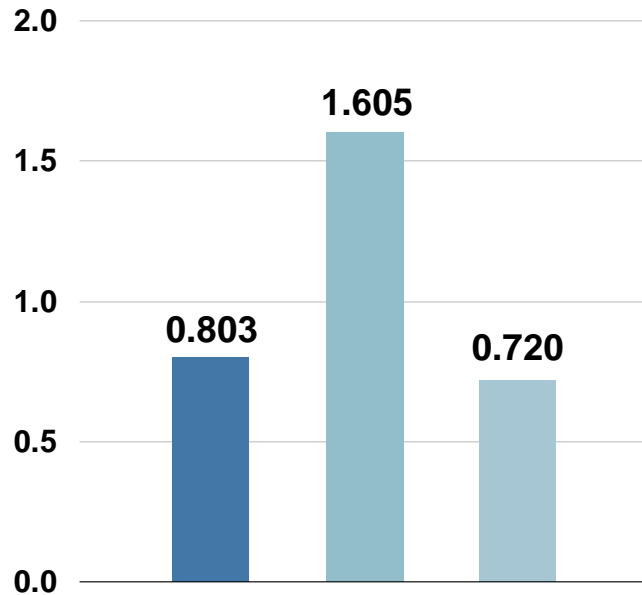
> **Macedonia:** Early stage of market liberalisation, single-buyer model, some eligible customers

> **Albania:** Electricity generation covers only two-third of the electricity sales volumes

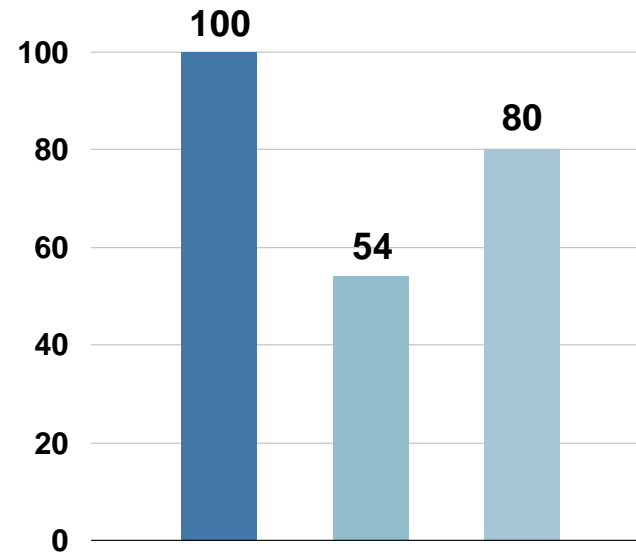
> **Electricity prices in SEE:** 30-50% of the Western European level

Growth potential in South-eastern Europe

Electricity networks customers
in m



Electricity sales volumes per
customer
in %, basis: Lower Austria



- EVN in Lower Austria
- EVN in Bulgaria
- EVN in Macedonia

Growth areas – Electricity generation in Albania

- > BOOT-Concession for three large hydro power plants on the River Devoll in Albania
- > Capacity: 320 MW
- > Electricity production: 1,000 GWh p.a.
- > Investment: EUR 950m
- > 50:50% joint venture with Statkraft (Norway)
- > Flexibility and optimisation of applied technology
- > Stepwise realisation of the 3 plants
- > Free marketability of electricity generated
- > Strong commitment from authorities and governmental institutions
- > Excellent opportunities for peak energy due to flow conditions



Growth Areas – Environmental Services in CEE

- > Drinking water, wastewater and waste incineration activities
- > Leveraging the experience gained in Lower Austria to expand into growth areas
- > Building, Operate, Own and Transfer (BOOT) model

Drinking water plant in Moscow, Russia

- > Capacity: 250,000 m³/d
- > Investment: EUR 190m
- > Start of operation: September 2007
- > BOOT model: operation until 2016



Waste incineration plant in Moscow, Russia

- > Capacity: 360,000 t
- > Investment: EUR 175m
- > Start of operation: January 2008
- > BOOT model: operation until 2019



Growth Areas – Environmental Services in CEE

Wastewater treatment plant in Istanbul, Turkey

- > Turn-key project and 5 year operation
- > Capacity: 2 million inhabitants
- > Start of operation: 2010
- > Operation by EVN until 2015



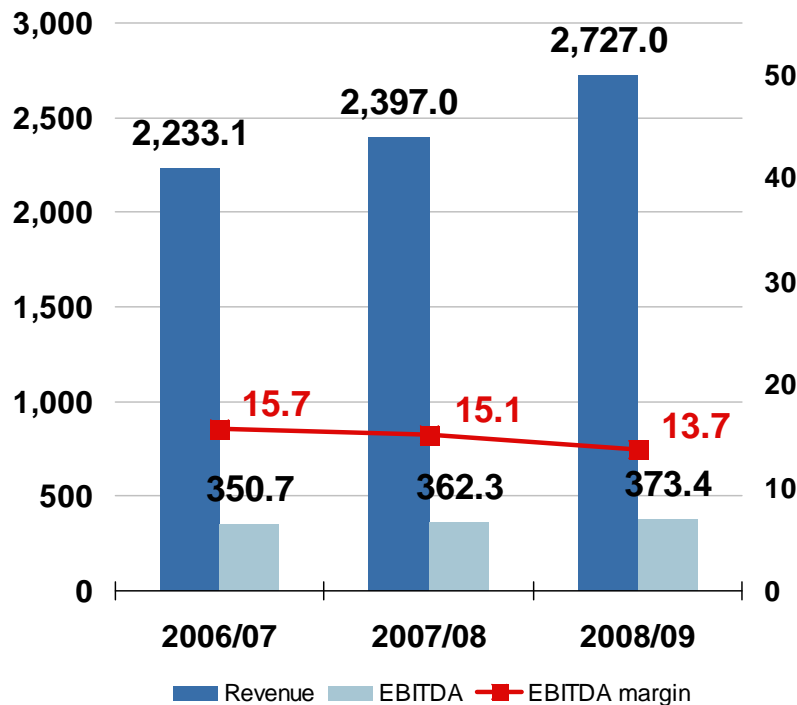
Wastewater purification plant in Warsaw, Poland

- > Capacity modernisation and expansion
- > International consortium
- > Capacity: 2.1 million inhabitants
- > Start of operation: 2012



Growth through new markets and diversification

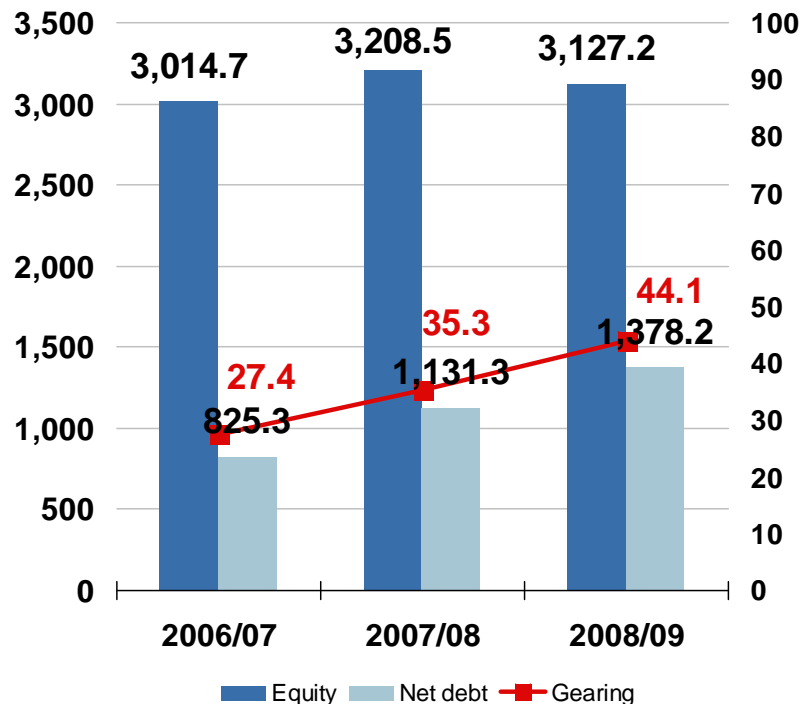
Revenue, EBITDA EURm, EBITDA margin %



- > Group revenues increased by 22% in 3 years
 - Revenues of energy business grew by 27%
- > Share of energy business: 90%
 - Share of energy business in South-eastern Europe: 36%
- > Share of environmental services business: 9%
- > Group EBITDA: increase by +6%
- > EBITDA margin: -2%P mainly due to higher primary energy and energy procurement costs

Growth while keeping financial strength

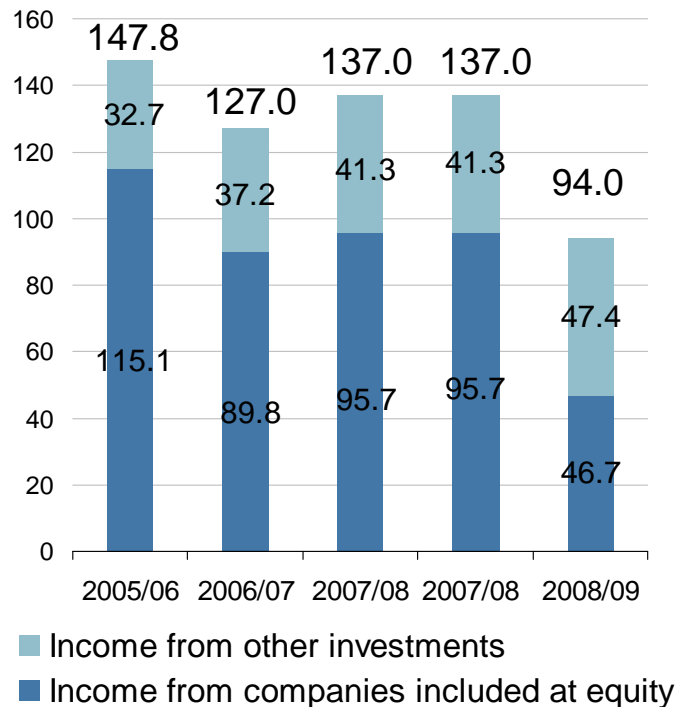
Equity, Net debt EURm, Gearing %



- > Increase in net debt due to ongoing investments in Austria and South-eastern Europe
- > Increase of Gearing ratio
- > Net debt can be easily covered by financial assets available for sale
- > Strong balance sheet with an equity ratio of 46.7%
- > Financing structure at matched maturities

Strong financial contribution from strategic investments

(EURm)



> Income from companies included at equity 2008/09

- Income from Rohöl-Aufsuchungs AG (before minority interests) decreased to EUR 32.2m due to oil and gas price decline
- Income from EconGas of EUR 9.5m roughly on last year's level
- Income from BEWAG and BEGAS of slightly below last year's level

> Income from other investments 2008/09

- Increase of dividends from Verbund from to EUR 42.1m

Strategic plans and targets

- > Energy segment
 - Integration of electricity, gas and heating in EVN's foreign business activities
 - Vertical integration along the value chain, generation
 - Leading market position in all markets
 - Organic growth rather than acquisitions
- > Environmental Services segment
 - Comprehensive services
 - New markets in the CEE region

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Financial highlights 2008/09

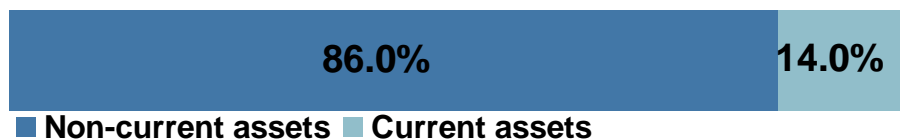
EUR m	2008/09	Change %
Revenue	2,727.0	13.8
EBITDA	373.4	3.1
EBIT	175.2	5.2
Financial result	50.8	-26.2
Group net profit	177.9	-4.8
Gross cash value	445.1	4.3
EUR		
Earnings per share	1.09	-4.8
Dividend per share	0.37	-

- > Increase in revenue and earnings
- > Higher sales volumes and higher prices to partially compensate the higher energy procurement prices in Energy segment as well as new projects in Environmental Services segment
- > EBITDA and EBIT above last year's level
- > Financial results decreased significantly, as a result of lower income from investments
- > Slight decline in net profit
- > Gross cash value above the last year's level
- > Despite the slight decline in net profit, dividend of EUR 0.37 remained on the last year's level

Balance sheet

EUR m	2008/09	Change %
Balance sheet total	6,695.4	0.9
Equity	3,127.2	-2.5
Net debt	1,378.2	21.8
Equity ratio (%)	46.7	-1.6p
Gearing (%)	44.1	8.8p

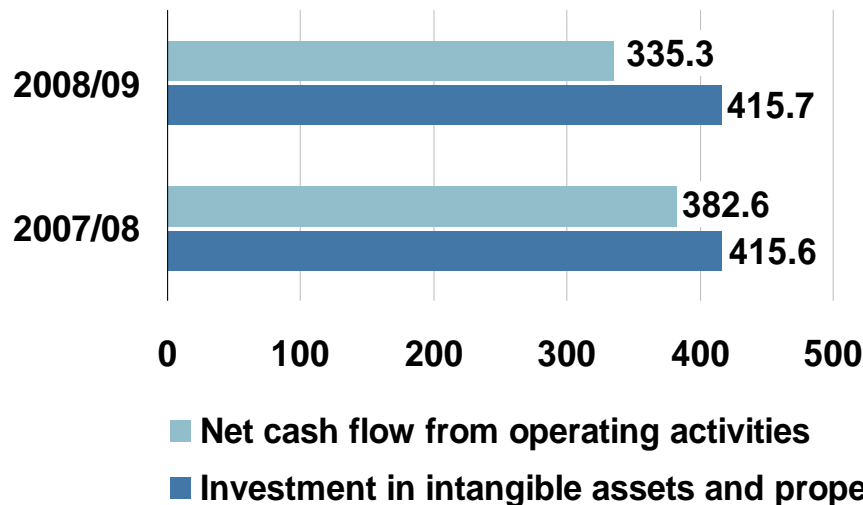
- > Balance sheet total stable
 - Investments on last year's level
 - Decrease in market value of the shareholding in Verbund
 - Lower Group net profit
 - Increase of non-current loans and borrowings
- > Increase in net debt and Gearing
- > Issue of corporate bonds with a total volume of EUR 470.0m
- > Sufficient liquidity reserves to finance business operation development
- > Financing structure at matched maturities



Cash Flow

EUR m	2008/09	Change %
Gross cash flow	445.1	4.3
CF from operating act.	335.3	-12.4
CF from investments	-400.4	-22.5
CF from financing	84.3	-

- > Higher gross cash flow despite the reduced profit before income tax
 - Higher non-cash items of income from at equity investments
 - Higher non-current provisions
- > Decline of operating CF
 - Increase in working capital
- > CF from investment
 - Takeover of the cable network operator B.net in Burgenland
 - Increase in EVN's stake in EconGas
 - Ongoing investments



Outlook

	2008/09	Forecast for 2009/10 vs. 2008/09
Revenue	EUR 2,727.0m	Above the previous year's level
EBIT	EUR 175.2m	Above the previous year's level
Financial results	EUR 50.8m	Above the previous year's level
Net profit	EUR 177.9m	Above the previous year's level
Investments	EUR 415.7m	Continuation of EVN long-term investment policy

Q and A

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