



EVN Presentation

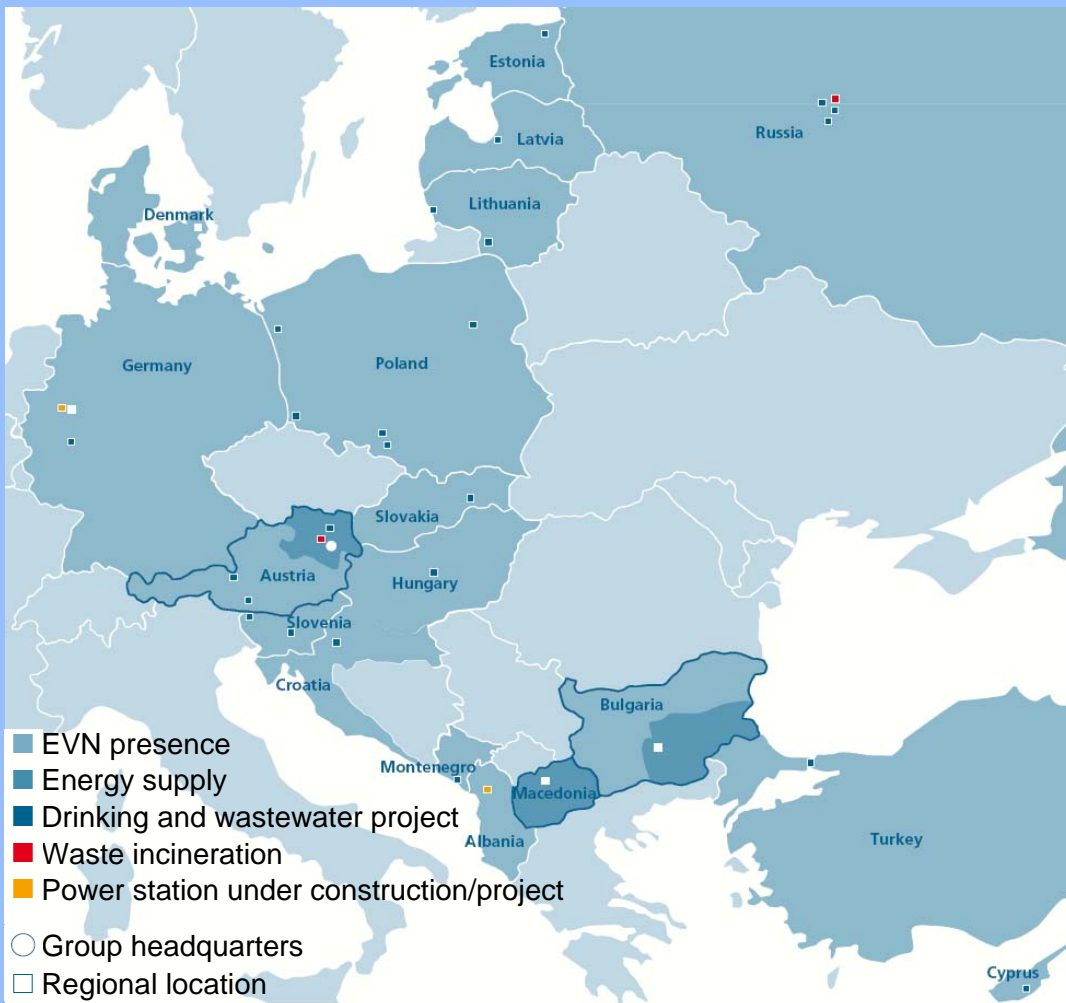
UniCredit International Investors Conference

January, 2009

Company profile – fact sheet

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	9,342 (–2.0%) thereof ~ 75% in abroad
Revenue	2,397.0 EUR m (+7.3%)
EBITDA	362.3 EUR m (+3.3%)
EBIT	166.6 EUR m (–15.6%)
Net results	186.9 EUR m (–17.7%)
Credit Rating	Moody's: A1, stable Standard & Poor's: A, negative (since February 29, 2008)

EVN currently active in 18 CEE countries



Highlights

- ▶ About 1 m electricity, gas, heat and water customers in Lower Austria
- ▶ 1.6 m electricity, 40,000 heating customers in Bulgaria
- ▶ 720,000 electricity customers in Macedonia
- ▶ 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
- ▶ 127,294 km electricity networks, 10,650 km gas pipelines and 540 km heating networks
- ▶ Waste incineration plants of 300,000 tons p.a. in Lower Austria, 360,000 tons p.a. in Moscow
- ▶ More than 80 drinking and waste water plants for more than 10 m people
- ▶ Substantial holdings in Austria's second largest oil and gas producer (RAG) and Austria's leading hydro power producer (Verbundgesellschaft)
- ▶ Strong partner in EnergieAllianz and EconGas in Austria

EVN's strategy – Multi-service utility

- ▶ „Two-pillar“ strategy – focus on the Energy and Environmental Services segments
- ▶ Organic growth with a regional focus on focus on Central and Eastern Europe
- ▶ Clear-cut orientation to fulfil capital market requirements, transparency, strong financials and a solid dividend policy
- ▶ Sustainability at the basis for the company's activities

Focus on Energy and Environmental Services

Traditional EVN core activities ...

> Energy

> Generation

> Networks

> Supply

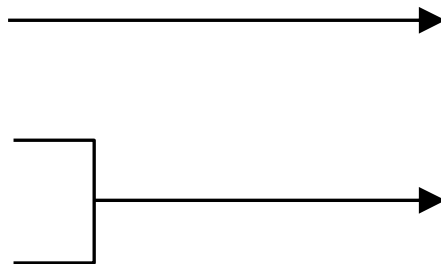
... complemented by related infrastructure and environmental services

> Environment

> Waste incineration

> Drinking water

> Waste water

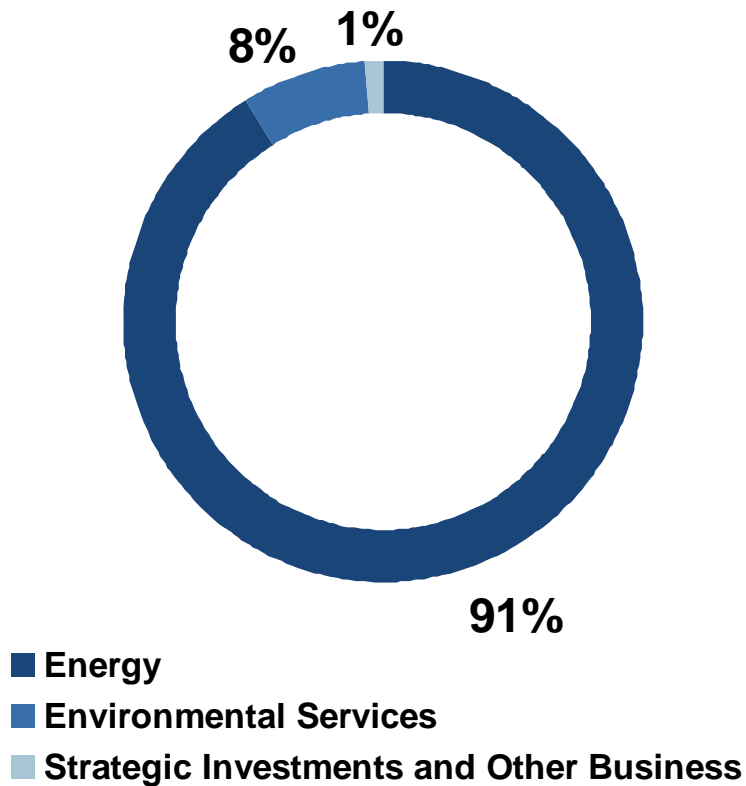


> Benefit from strategic advantages:

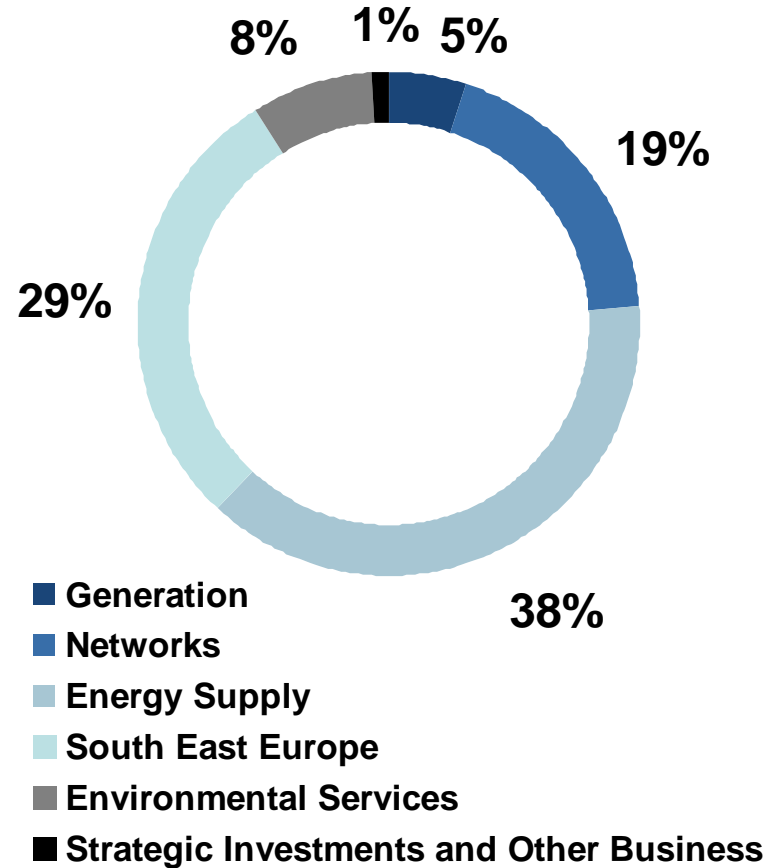
- > Common customer basis („one-stop shop“)
- > Know-how-transfer primarily in generation and networks
- > Regional synergies in operation and supply (currently mainly in Austria)
- > Benefit from administrative functions of head office for non-domestic activities
- > Optimisation of financial resources

Diversification led to growth and risk reduction

Revenue by segments



Revenue by business units



Growth areas – Energy Segment – SEE



EVN's strategy:

- > vertical integration → increase of production capacities
- > modernisation of grid networks
- > active electricity trading

> EVN assets:

- > network operator / supplier
- > district heating plant in Bulgaria
- > hydro power plants in Macedonia
- > **Bulgaria:** fully liberalised electricity market starting on July 2007 → fully negotiable prices versus long-term electricity supply agreements and limited generation capacities
- > **Macedonia:** single-buyer model, some eligible customers, electricity prices amount to only one-third of the level in WE
- > Electricity prices amount to only 30-50% of the Western European level

Growth areas – Energy Segment



- > 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
- > Production: 2010

Growth areas – Energy Segment - SEE



- > Concession for three large hydro power plants on the River Devoll in Albania
- > Capacity: 340 MW
- > Electricity production: 1,000 GWh p.a.
- > Investment: EUR 950m
- > 50-50% joint venture with Statkraft

Growth areas – Environm. Services Segment – CEE



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

Growth areas – Environm. Services Segment – CEE



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

Growth areas – Environm. Services Segment - SEE



- > Ataköy/Istanbul: wastewater treatment plant
- > Turn-key project and 5-year operation
- > Capacity: ~ 2 m inhabitants
- > Start of operation: 2011
- > Investment: EUR 108.5m

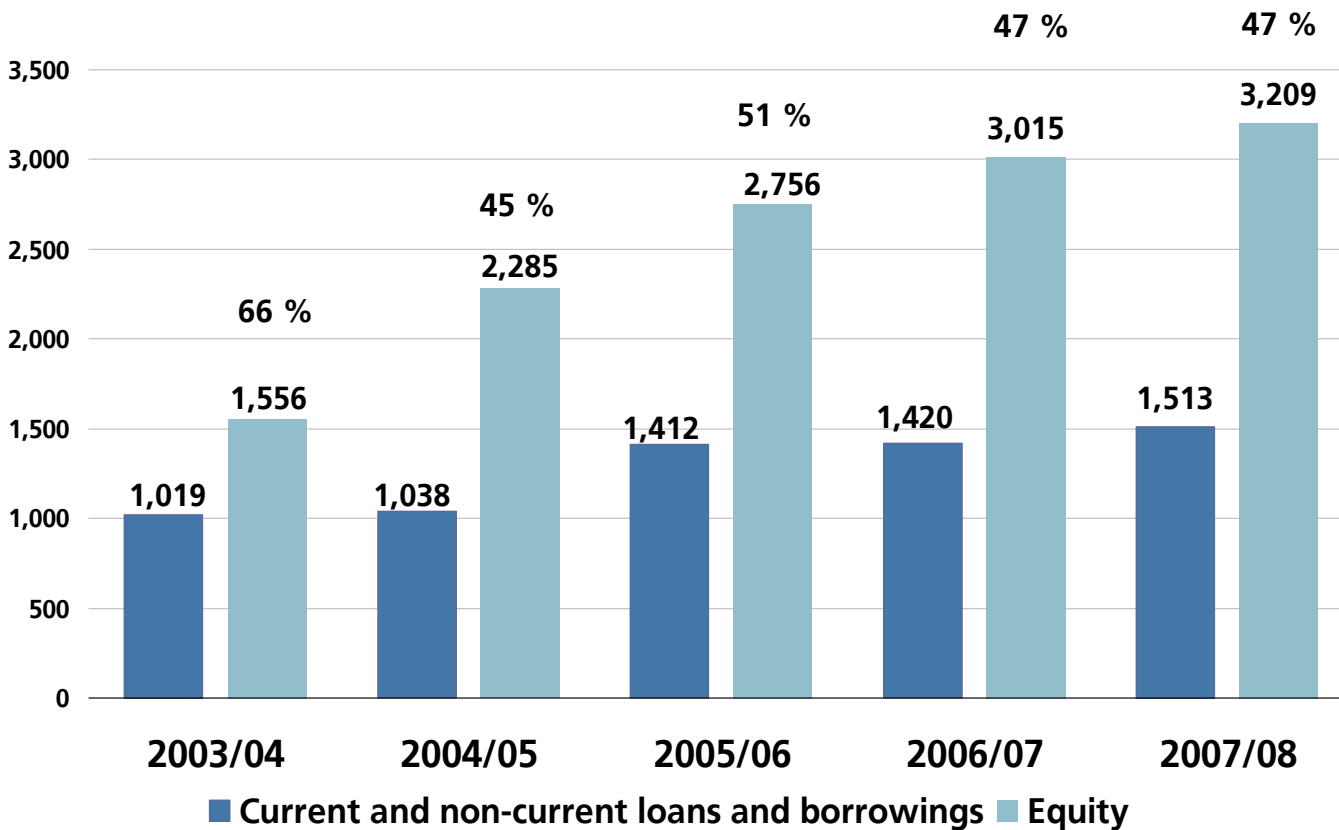
EVN investments in Lower Austria until 2010



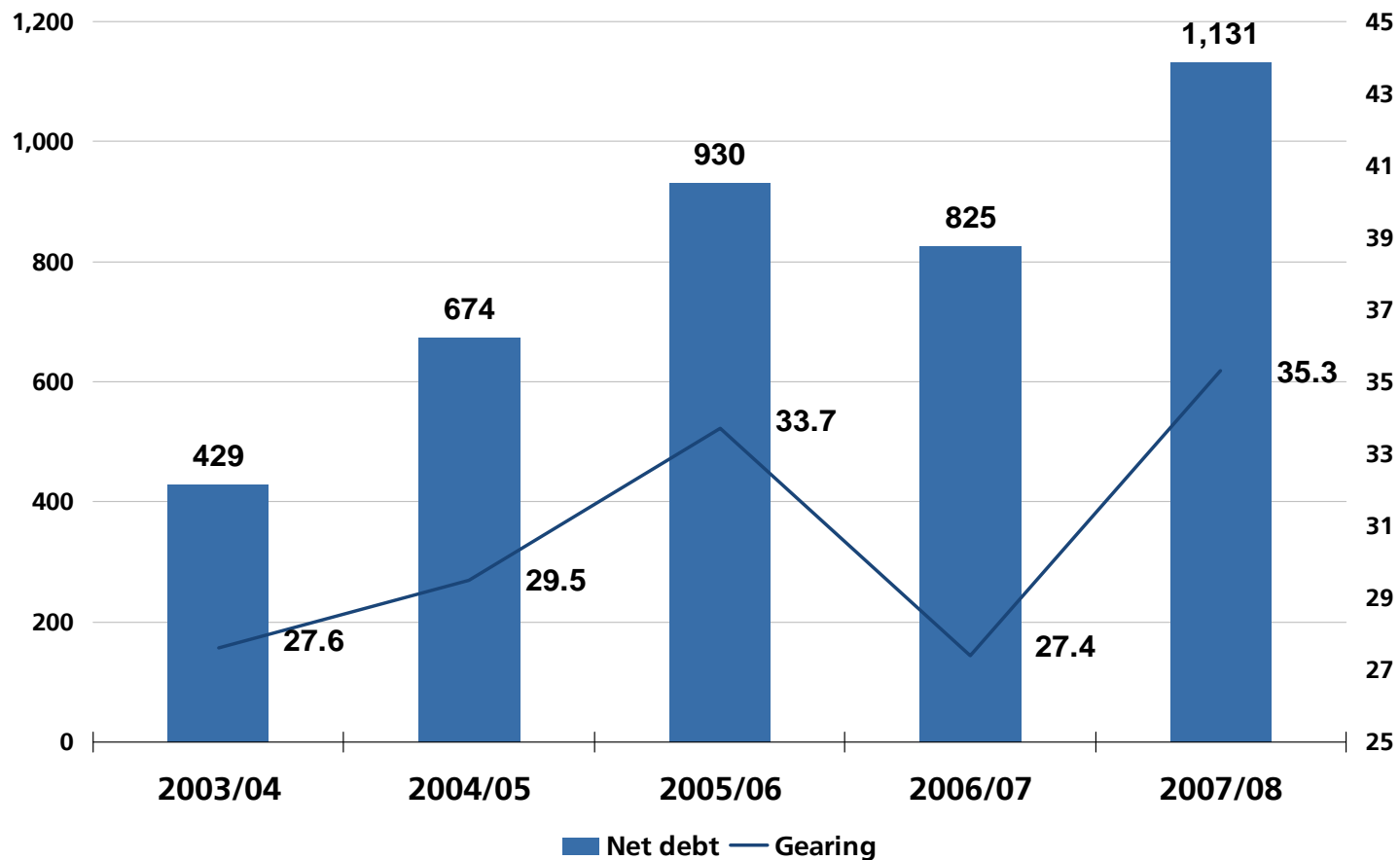
- > District heating pipeline St. Pölten EUR 35m
- > AVN Waste incineration plant EUR 125m
- > Waste-to-energy steam turbine EUR 21m
- > Conveyor belt transport system EUR 12m
- > Supraregional gas network projects EUR 250m
- > Electricity and gas networks EUR 80m
- > Heating networks and power plants in Lower Austria EUR 50m
- > EVN Wasser (Water supply) EUR 60m
- > Wastewater treatment in Austria EUR 11m
- > Hydro power plants EUR 10m
- > Wind power plants EUR 90m

- > Total investment: ~ EUR 750m

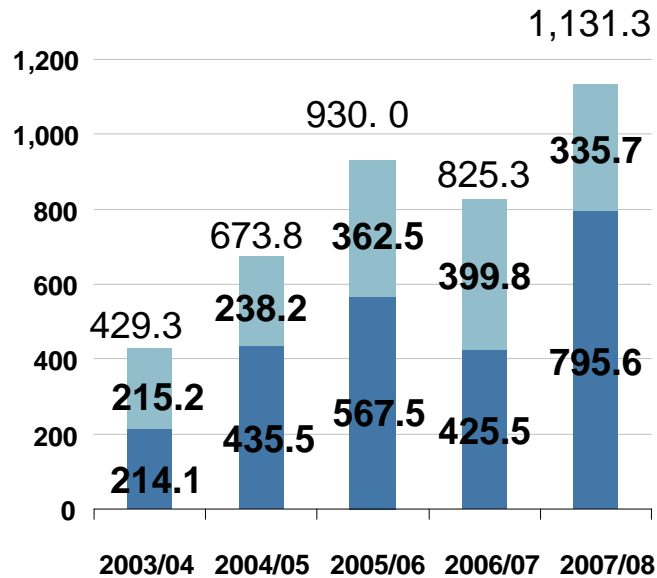
Growth while keeping financial strength (EUR m)



Net debt and Gearing (EUR m, %)



Development of net debt (EUR m)



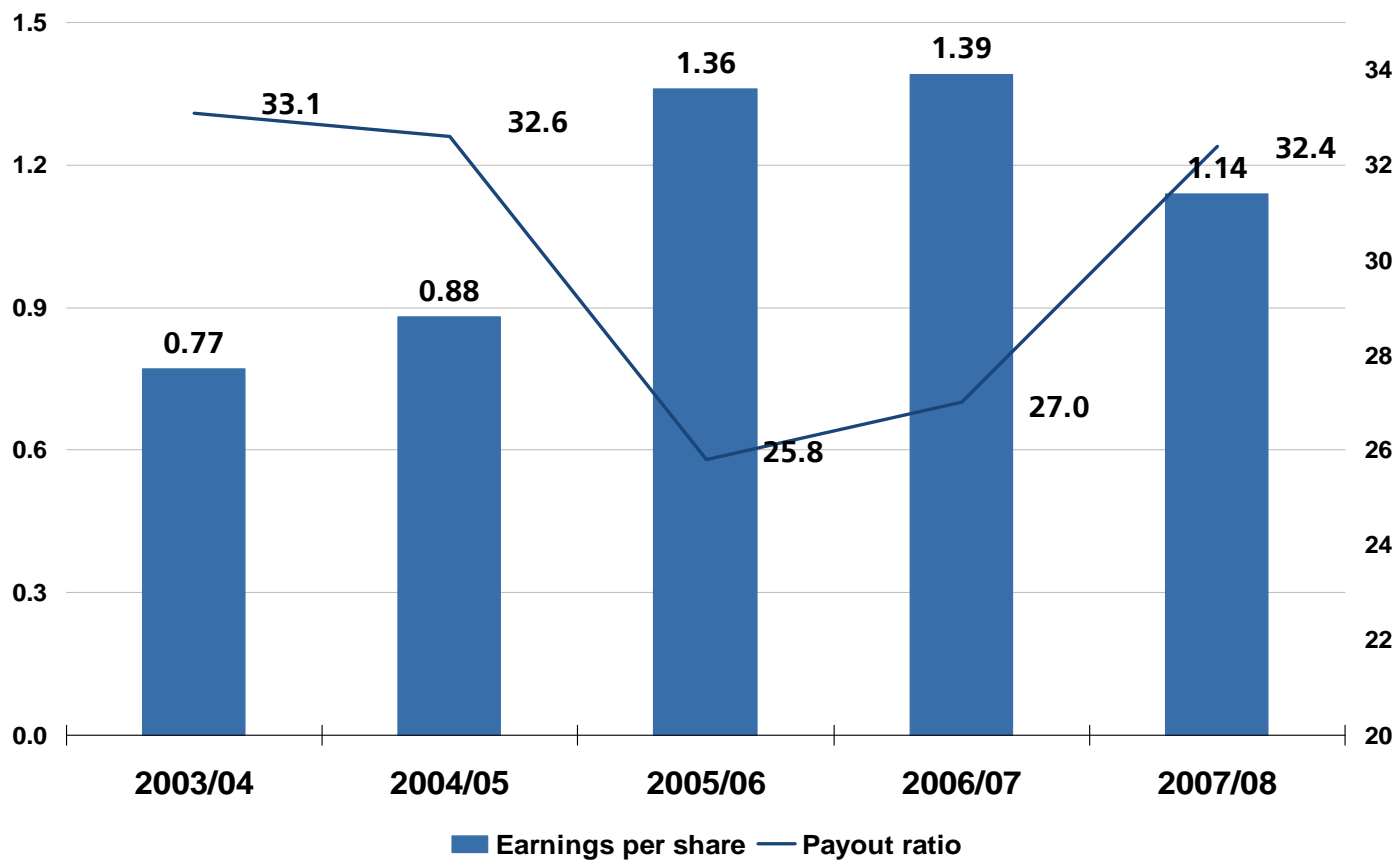
■ Non-recourse liabilities
■ Net debt excl. non-recourse liabilities

Financial assets available for sale

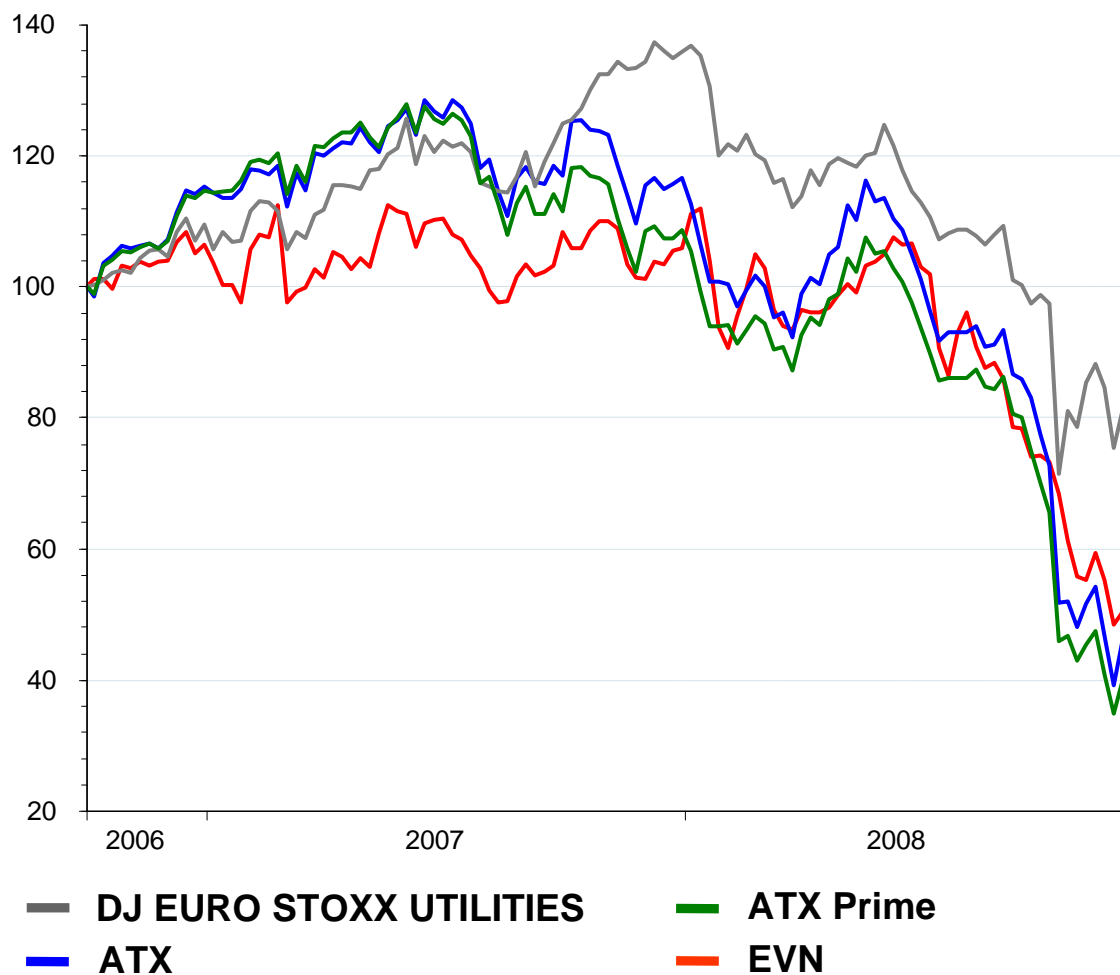


Net debt easily covered by financial assets

Earnings per share and payout ratio (EUR, %)



Performance of EVN's share



Performance 2007/08 (Oct 2007 – Sep 2008)

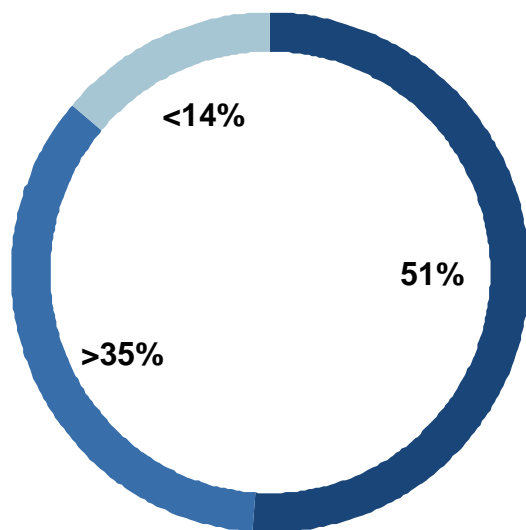
- > EVN share: -33.7 %
- > ATX: -38.9 %
- > ATX Prime: -42.4 %
- > Share price at the end of Sep 2008¹⁾: EUR 14.99
- > Value of shares traded²⁾: EUR 406m
- > Average daily turnover¹⁾²⁾: 78,054

1) Previous years' figures have been adapted in accordance with the stock split in a ratio of 1:4 carried out effective April 17, 2008.

2) Vienna Stock Exchange, counted once

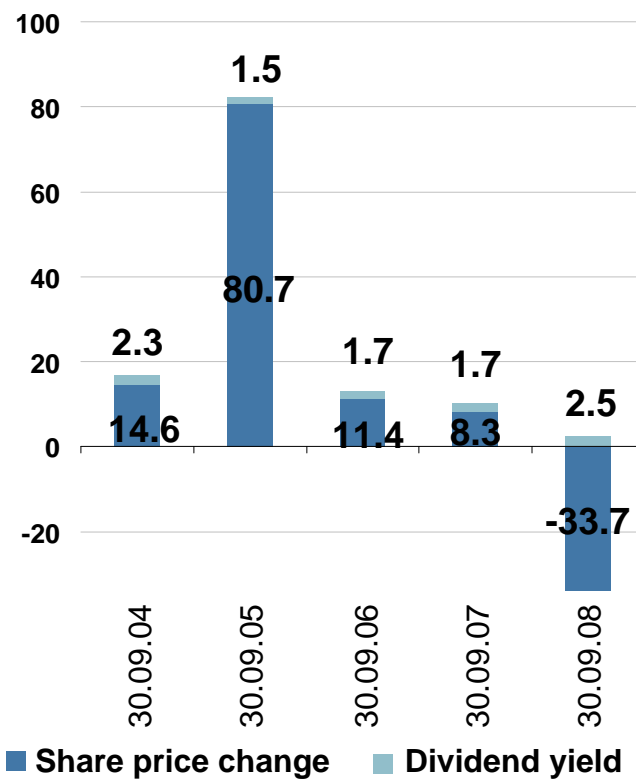
Shareholders' structure and TSR

Shareholders' structure



- NÖ Landesbeteiligungs Holding GmbH
- EnBW Energie Baden-Württemberg
- Free float

Total Shareholder Return in %



TSR = 10.4 % p.a. since IPO 1989



Financial results 2007/08

Financial highlights 2007/08

EUR m	2007/08	Change %
Revenue	2,397.0	7.3
EBITDA	362.3	3.3
EBIT	166.6	-15.6
Financial result	68.9	-23.6
Group net profit	186.9	-17.7
Operating Cash flow	382.6	11.6
EUR		
Earning per share	1.14 ¹⁾	-17.7
Dividend per share	0.37	-

- > Higher revenues in Energy segment, decrease in revenues in Environmental Services segment
- > EBITDA above, EBIT – due to higher amortisation and depreciation – below last year's level
- > Despite better results from investments, financial results, due to financial crisis, below the level of the previous year
- > Despite of a decrease in profit dividends at a constant level

1) Figures adapted in accordance with the stock split in a ratio of 1:4

Milestones in 2007/08

- > Majority shareholding in Rohöl-Aufsuchungs AG
- > Initial consolidation of Bulgaria's second largest district heating plant in Plovdiv
- > Project to obtain a concession to build three hydroelectric plants on the Devoll River in Albania well advanced
- > Acquisition of a 49% stake in the Sankt Pölten district heating company Fernwärme St. Pölten GmbH
- > Significant progress in the construction of the Duisburg-Walsum hard coal fired power plant
- > Market entry in Montenegro by the Environmental Services segment
- > Capital increase from non-appropriated reserves and stock split in a ratio of 1:4 effective April 17, 2008
- > Start of a share buyback programme as of July 24, 2008

Overall business environment

- > Temperatures were slightly below the long-term average
- > Increase in energy consumption, in particular high demand for gas and heating
- > Massive increase of primary energy prices → significantly higher wholesale electricity prices
- > Energy procurement costs increased
- > Austrian economy grows stronger than the EU average
- > Robust GDP-growth in Bulgaria, economic recovery in Macedonia

Energy segment

EUR m	2007/08	Change %
Revenue	2,182.3	12.9
EBITDA	335.9	8.7
EBIT	155.2	-9.9
Financial result	-31.1	-28.4
Profit before income tax	124.1	-16.2

- > Weather related increase of sales volumes and consolidation effect in the heating business
 - Electricity: +4.7%
 - Gas +20.6%
 - Heating +49.5%
- > Stable end-customers prices for electricity and gas in Lower Austria, slight price adjustment in South-eastern Europe
- > Effect of impairment test: EUR -12m vs. EUR +22.5m in previous year
- > EBIT-improvement in Networks and South East Europe business units could not compensate for EBIT-decline in Supply and Generation

Generation business unit

EUR m	2007/08	Change %
Revenue	124.6	6.7
EBIT	47.9	-29.1
Profit before income tax	43.6	-29.6
Investments	32.3	-

> Increase in spot market prices → increase of electricity generation

- Thermal power +15.7%
- Renewable energy +18.3%

> Revenue: EUR +7.9m

> EBIT: EUR -19.7m

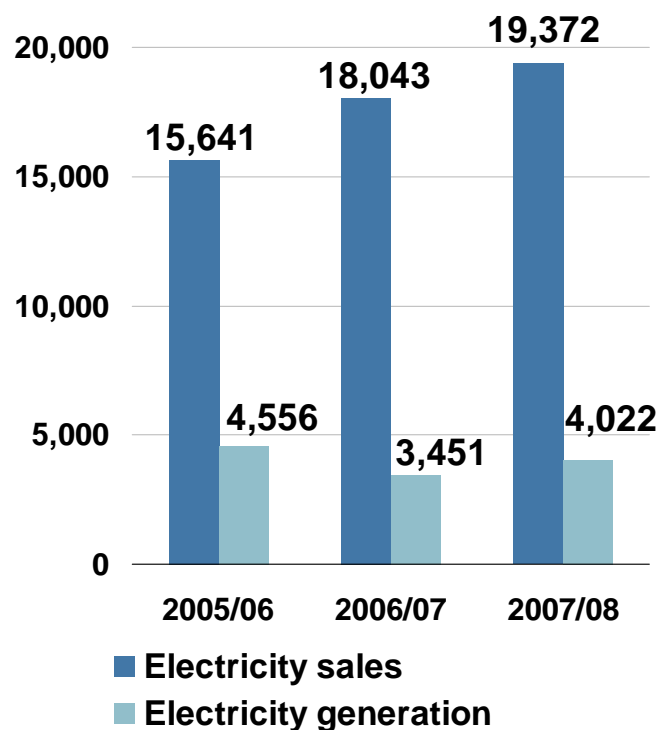
- Increase in primary energy prices (gas and coal) mainly in the second half year
- Impairment losses at power stations in previous year

Energy Supply business unit

EUR m	2007/08	Change %
Revenue	999.0	8.0
EBIT	32.8	-48.5
Profit before income tax	43.7	-37.2
Investments	20.6	-1.8

- > Weather-related increase in sales volumes in Lower Austria
 - Gas: +20.6%
 - Heat: +29.1%
- > Massive increase in electricity purchases and primary energy expenses as well as higher personnel expenses and depreciation → EBIT decline
- > Heating operations were spun off from EVN AG into a newly established company

Electricity sales and generation



- > Weather related increase of sales volumes: +7.4%
- > Adjustment of electricity production according to market prices
- > First inclusion of thermal production capacities in South-eastern Europe (District heating plant in Plovdiv)
- > Coverage ratio of the Group increased from 19.1% to 20.8%
- > Coverage ratio excl. Bulgaria and Macedonia from 55.9% to 60.9%
- > Mid-term target: increase of coverage ratio to min. 40%

Networks business unit

EUR m	2007/08	Change %
Revenue	474.7	6.0
EBIT	58.0	53.3
Profit before income tax	43.1	45.7
Investments	140.0	33.7

- > Network revenues: +7.6% to EUR 364.5m vs. decrease in cable TV and telecommunication services
- > Increase in energy distribution volumes:
 - Gas: +15.8%
 - Electricity: + 3.2%
- > Cut of gas network tariffs:
 - January 2007: -4.0%
 - January 2008: -2.0%
- > Efficiency improvement
→ increase in EBIT
- > Investments for networks reliability and expansion

South East Europe business unit

EUR m	2007/08	Change %
Revenue	754.3	20.9
EBIT	16.5	-
Profit before income tax	-6.3	51.6
Investments	153.2	84.1

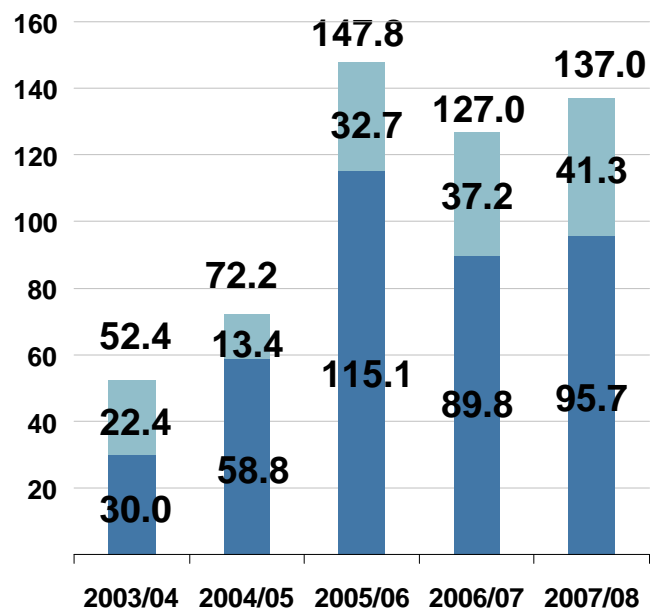
- > Increase in electricity sales volumes
 - Bulgaria: +9.5%
 - Macedonia: +8.0%
- > Price effects: slight price adjustments in Bulgaria and Macedonia in 2007
- > Sales volumes and price effects compensated for higher depreciation due to investment programme and impairment losses in Bulgaria
- > Investments nearly doubled

Environmental Services segment

EUR m	2007/08	Change %
Revenue	184.6	-32.9
EBITDA	39.6	-26.5
EBIT	25.4	-33.3
Financial result	17.9	-37.2
Profit before income tax	43.3	-15.3

- > Completion of large projects and delay in acquisition only partially offset by various smaller projects
→ decline of revenue and EBIT
- > Profit before income tax increased (leasing payments) by EUR 4.9m to EUR 17.9m
- > Construction of a new line of the waste incineration plant in Dürnröhr – on-steam 2010
- > Water and wastewater:
 - Market entry: Montenegro
 - Large new projects: in Poland and Latvia

Strategic investments (EUR m)



- Income from other investments
- Income from at equity investments

- > Income from at equity:
 - Income from RAG (before Minority interests) increased from EUR 45.5m to EUR 83.0m due to earnings improvement and and increase in shareholding
- > Income from other investments:
 - Increase of dividends from Verbundgesellschaft from EUR 28.9m to EUR 35.6m
- > One-off effect 2006/07:
 - ~ EUR 6m

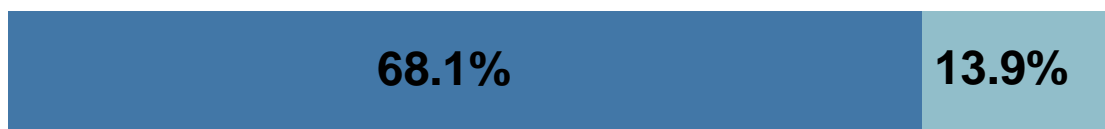
Balance sheet

EUR m	2007/08	Change %
Balance sheet total	6,636.3	6.0
Equity	3,208.5	6.4
Net debt	1,131.3	37.1
Equity ratio (%)	48.3	0.2p
Gearing (%)	35.3	7.9p

> Increase of balance sheet total

- Higher investments
- Acquisition of TEZ Plovdiv
- Increase of RAG stake
- Increase in value of investment in Verbund

> Increase in net debt, Gearing remained under sector average



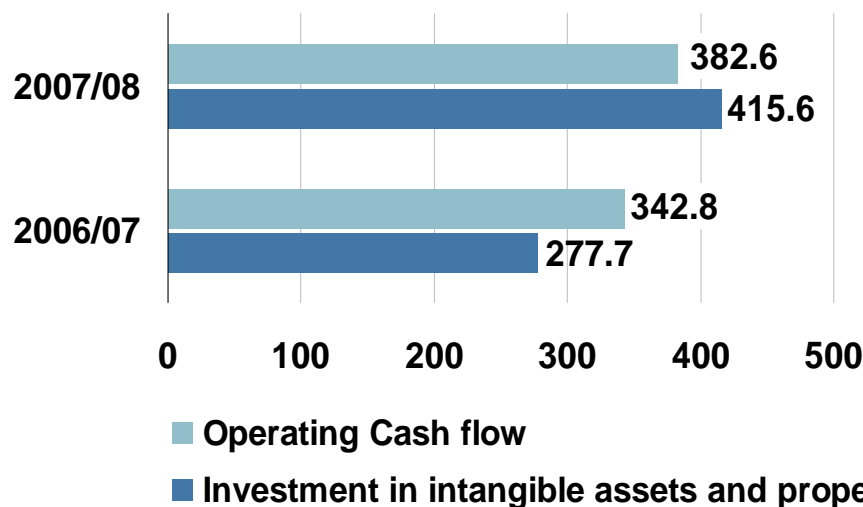
■ Non-current assets ■ Current assets



■ Equity ■ Non-current liabilities ■ Current liabilities

Cash Flow

EUR m	2007/08	Change %
Gross cash flow	426.7	3.5
Operating CF	382.6	11.6
CF from investments	-326.8	-10.7
CF from financing	-16.0	-



- > Higher gross cash flow despite the reduced profit before income tax
 - Higher depreciation and amortisation
 - Higher non-cash items in financial results due to financial crises
- > Higher operating CF
 - Lower increase in working capital
- > Higher CF from investments due to acquisition of TEZ Plovdiv and Fernwärme St. Pölten, increased stake in RAG, financing partly by the sale of securities

Key indicators

		2007/08	2006/07	2005/06
EBITDA margin	%	15.1	15.7	19.2
EBIT margin	%	7.0	8.8	8.9
ROE	%	7.4	9.0	10.6
ROCE	%	6.3	7.1	7.9
Operating ROCE*	%	8.7	9.0	10.8
WACC	%	6.5	6.5	6.5
EVA©	EUR m	71.7	77.5	118.8
Net Debt Coverage	%	41.3	50.7	49.1
Interest Cover	x	5.5	5.5	8.1

* OpROCE: adjusted for impairments, one-off effects and the market valuation of the shareholding in Verbundgesellschaft

Outlook 2008/09

Revenue

Increase in revenue of energy segment and new projects in environmental services segment

EBIT, Financial result, Net profit

Stable development and EBIT-improvement, however, a decline due to intensified financial and economic crises is not excluded

Investments

New and ongoing projects in connection with energy concept for the Lower Austrian Central Region, Investments for networks reliability and expansion in Lower Austria, Upgrading of networks in South-eastern Europe

Assumptions

Temperatures – long-term average

Financial calendar 2008/09¹⁾

- | | |
|--------------------------|-------------------|
| > 80 th AGM | January 15, 2009 |
| > Ex-dividend day | January 20, 2009 |
| > Dividend payment | January 27, 2009 |
| > Results Q1 2008/09 | February 26, 2009 |
| > Results H1 2008/09 | May 28, 2009 |
| > Results Q1–3 2008/09 | August 27, 2009 |
| > Annual results 2008/09 | December 10, 2009 |

1) Preliminary

Basic information

Share capital, denomination	EUR 300,000,000.00 163,525,820 zero par value shares
ISIN security code number	AT0000741053
Tickers	EVNV.VI (Reuters); EVN AV (Bloomberg); AT; EVN (Dow Jones); EVNVY (ADR)
Stock exchange listings	Vienna
ADR programme; depository	Sponsored Level I ADR programme (5 ADR = 1 share); Bank of New York
Ratings	A1, stable (Moody's) A, negative (Standard & Poor's)

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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.