



CEZ HUNGARY LTD.

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MANAGING DIRECTORS’ GREETING

Together with our colleagues we’ve been working to be a long-term and reliable partner to our Customers by providing them with flexible and innovative solutions.

We believe that as electricity suppliers, our task and responsibility point beyond ensuring competitive prices, as in a constantly changing European and Hungarian regulatory environment our Customers need a partner who can provide the best possible support also by the management of risks and challenges related to electricity supply.

We strongly believe that CEZ Hungary Ltd. is this partner.

Please do not hesitate to contact us.

▼ Balázs Hajdu
Managing Director



◀ Tamás Hiezl
Managing Director

CONTENTS

- CEZ Group
- CEZ Hungary Ltd.
- Our team of experts
- Why our Partners choose us
- Testimonials
- Our Vision and Commitment to Social Responsibility

CEZ GROUP

CEZ a.s. is the largest energy company in Czechia that has become a significant international group of companies over the past decade. Beyond electricity generation and sales our Group is continuously developing and expanding its product and services portfolio. As a result, CEZ a.s. have become the most valuable company* of the Central-Eastern European region.

The operation of the Group has been shaped alongside the principles of responsible thinking and operation, therefore we are proud of supporting various social and environment protection projects with millions of Euro annually, which resulted in awarding CEZ Group the title of “the most generous company of the year” for more than ten times.



SERVICES PROVIDED BY THE GROUP

- Electricity, gas, heat
- Technical services
- Energy-efficiency projects
- Telecommunication
- Insurance

AT THE FOREFRONT IN THE REGION

Behind CEZ Hungary Ltd. stands a stable mother company with an outstanding credit rating in the power sector (S&P: A- 12/2016, Moody's: Baa1, 05/2017). The activity of the Group expressed in numbers:

- ~ 60 TWh/a electricity generation
- ~ 37 TWh/a electricity sold to end customers
- ~ 7,5 bn €/a revenue (4th largest in the Central-European region)
- ~ 25 000 employees
- ~ Europe's largest onshore wind farm with 600 MW capacity

*Based on the Deloitte CE TOP 500 2016 ranking

CEZ HUNGARY LTD.

CEZ Hungary Ltd., a subsidiary of the CEZ Group, was founded in 2006. After focusing exclusively on wholesale trading in the initial years, as of 2009 we have shifted our attention on providing premium service to consumers in the large industrial segment.

As a leading player in the power market, we manage a stable end-user portfolio exceeding 1 TWh, and our presence in the market of providing balance group services is also significant.

With our innovative products we are able to meet our Partners' unique expectations on a professional level, complying with the given company's risk management strategy. Our stable international background and our deep insight into the local market guarantee our Partners direct access to the new solutions that become available on the European energy markets.



OUR SERVICES

- electricity sales, even in regional cooperation
- balance group services
- analyses and reports supporting decision-making
- audit services
- technical services for the safety of supply and cost-efficient energy management
- e-mobility solutions
- environmentally conscious solutions (guarantees of origin, carbon offsetting, etc.)

OUR TEAM OF EXPERTS

The success of CEZ Hungary is owing to our capable and dedicated team of experts. Our experienced colleagues ensure the high level of services to our Partners.

Our team (from left to right):

Géza Péter Kollár – Business Development Manager
László Marton – Key Account Manager
Zsolt Héder – Key Account Manager
Dávid Kriston-Pál – Sales Support Expert
László Bódi – Balance Group Manager
József Somkuti – Portfolio Manager
Katalin Kovács – Balance Group Manager



REGIONAL OFFERS

The regional presence of the CEZ Group allows us to cooperate with our multinational Partners over national borders. The main benefits of regional cooperation are:

- a dedicated central contact person with local support
- harmonized contract terms and conditions included in a framework agreement
- multinational benefits
- uniform and centralised management of the hedging procedure
- international analyst reviews, webinars



Martina Hořejšková
International Sales
Manager

TESCO TESCO-GLOBAL STORES P.H.Co.Ltd.

One of the world's leading retail department store chains, present in over 10 countries and on several continents.

"TESCO has been working together with CEZ in the Central-European region for more than 5 years now. If I had to point out one key benefit for us it would probably be the highly professional regional sales coordination from CEZ. At the same time of course we also appreciate the support from the local CEZ representatives who have a proven track record of fairness, flexibility and transparency towards TESCO. The timely and in-depth reports and other decision supporting informational services on markets and regulations are not only an essential part for us in long-term planning and decision making, but also something that clearly distinguishes CEZ from their competitors."



Katarzyna Rodak
Regional Category
Buying Manager

WHY OUR PARTNERS CHOOSE US

We offer our Customers, pointing beyond the conventional sales of electricity, benefits that in our strong belief lay the foundation for long-term partnership:

- dedicated and experienced staff
- our regional presence ensures for our multinational Partners coordinated cooperation reaching beyond country borders
- proven solutions for both conventional and innovative products
- our small but efficient staff ensures fast and flexible solutions – for us the unique is the common
- our auxiliary services ensure the full-scale support of our Customers' business operations (market reports, webinars, price monitoring, etc.)

INFORMATION IS VALUE

We believe that being well informed can be traded in for mutual benefits, therefore we do everything in our power to provide our Customers with up-to-date, relevant information.

- international expert reviews
- regular reports
- regulation and market monitoring
- continuous and active contact with our Customers

MEET THE ANALYST WEBINARS

At the regularly organised online international expert reviews our analyst responsible for the Central-European energy market highlights the processes, trends and factors influencing the prices currently prevailing on the market.





KISWIRE SZENTGOTTHÁRD LTD.



A company in South-Korean ownership, primarily engaged in manufacturing bead wires and steel cords for tyre reinforcing and wire ropes.

"CEZ Hungary Ltd. has been for years our reliable business partner. It supports our company's effective operation with continuous and accurate power market information and with contractual terms and conditions adjusted to our ever-expanding range of activity. We receive regular and high level analyses on the major regional changes influencing the power market that we use in the development of our business plans."

János Támis
Managing
Director



ISD POWER LTD.



The energy supplier of the ISD Dunafer Group.

"User-focused approach, flexibility, fairness and openness – these are the characteristics ISD POWER Ltd. looks for in their electricity suppliers. Our relationship with CEZ Hungary Ltd. for over 5 years has proved that we have found these in our business partnership."

Erika Kun
Expert, Head of
Energy Trading



WUPPERMANN HUNGARY LTD.



The combined pickling and hot dip galvanizing plant of the family-owned German Group Wuppermann opened at Gönyű in 2017.

"After a short tender procedure and introduction interviews, it became clear that CEZ Hungary had the best offer. Most important besides price, CEZ could fulfill our requirements and could support our energy purchasing strategy we have in place. We have built up a good and trustful relationship in a short period of time."

Terry Flokstra
Managing
Director



VIDEOTON HOLDING PLC.

The largest privately owned manufacturing group in Hungary, mainly active in the automotive industry in the fields of electronics and processing of plastics and metals.

"CEZ is an energetic team, their approach is focused on problem solving, ready to meet our unique demands and to present tailored solutions. Although our specific energy consumption is decreasing, our absolute energy consumption is, due to the dynamics of production increase exceeding 10%, still on the rise and therefore the role and significant of energy supply is of increasing importance to us. Over the recent years we have found in CEZ a good partner for the increase, so we can mutually profit from the fact that we have become an acknowledged leading company in our trade within the EU."



Ottó Sinkó
General Manager



D&D DRÓTÁRU PLC.

D&D Drótáru Plc. manufactures stabilized prestressing strands and wires for prestressed concrete, cold drawn wires for reinforced concrete and steel wire fibre.

"CEZ is a reliable and fair partner to our company that supports us in obtaining a favourable price, among others, by providing us with regular and high level market information and delivers us optimal services by fully taking into consideration our company's electricity supply demand."



Attila Árvai
Maintenance
Manager



BUDAWEST IRODAHÁZ

A modern, premium class green office building in Gazdagrét, Budapest.

"BudaWest Offices at Újbuda district have been continuously supplied with power by CEZ Hungary Ltd. since 2013. Our cooperation has ever since been fair and seamless. We especially find the support of CEZ valuable in underpinning the green office building status of BudaWest by providing us with the guarantees of origin contributing to the reduction of our carbon footprint on the one hand, and through the professional support extended to us in the field of e-mobility on the other."



Szilvia Tarnóczyay
Project Manager

OUR VISION OF THE FUTURE

We believe in continuous development, convinced that it is our duty to search for solutions that are most helpful to our Customers and point to the future. In this spirit we develop our products and services and offer innovative solutions that support also energy efficiency and environmentally conscious approaches like carbon dioxide offsetting or the supply of the guarantees of origin.



COMMITMENT TO SOCIAL RESPONSIBILITY

We not only talk about society and saving our environment, but do something about it as well.

In order to minimise our ecological footprint in our operation, we keep the following in mind:

- our operation is fully carbon neutral
- we work in a qualified, environment-friendly office building
- we collect waste selectively
- we use recycled paper

In addition to our environmentally conscious approach we support social initiatives that can directly help the severely ill or the underprivileged.

