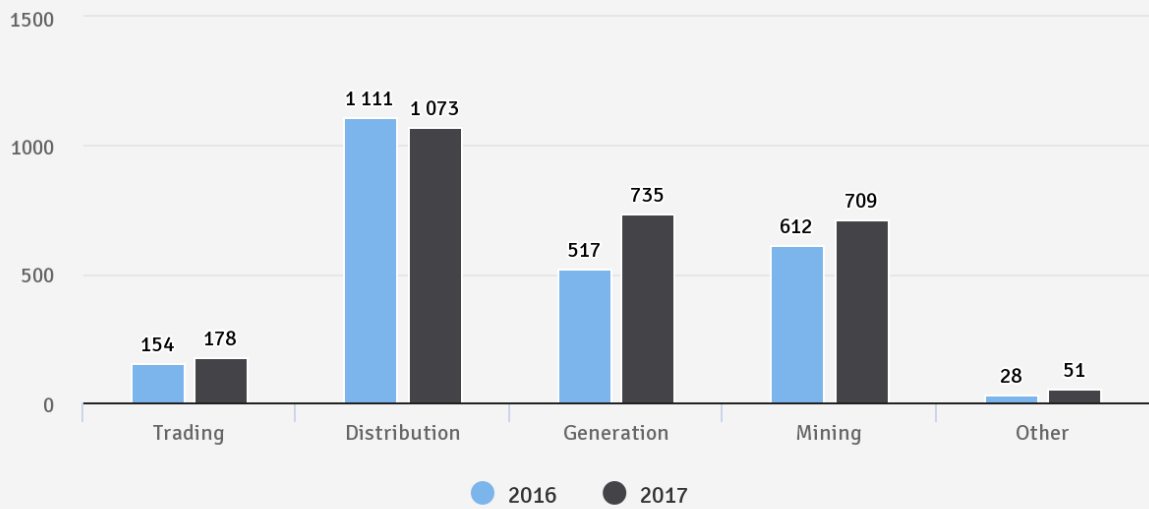


## Results on operating segments

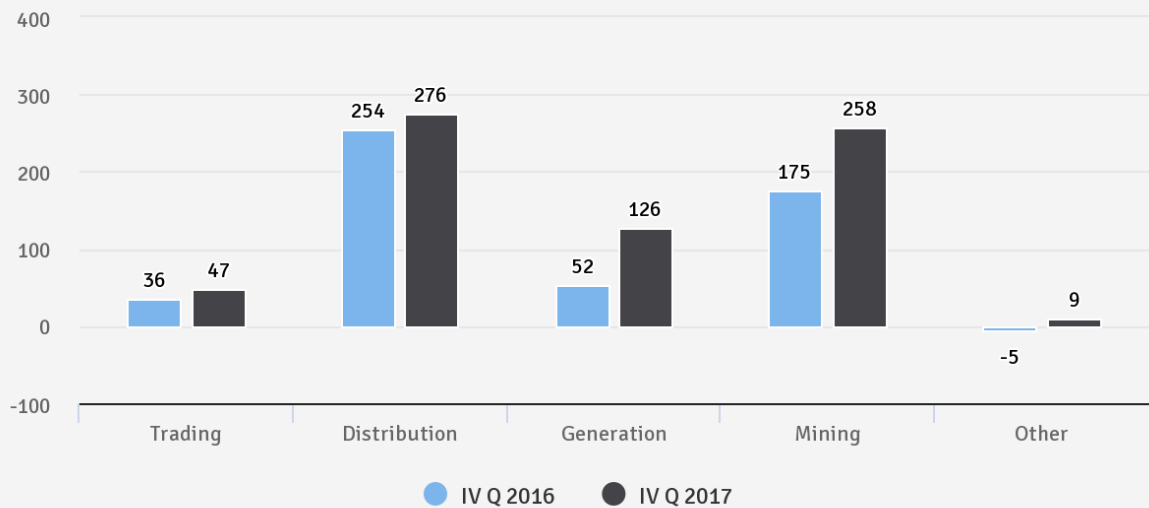
### Results in particular areas of the Enea Group's business

EBITDA [PLN k]	2016	2017	Change	% change	Q4 2016	Q4 2017	Change	% change
Trading	153 996	177 768	23 772	15.40%	36 306	46 797	10 491	28.90%
Distribution	1 111 327	1 073 359	-37 968	-3.40%	253 858	275 528	21 670	8.50%
Generation	517 490	735 337	217 847	42.10%	52 379	125 756	73 377	140.10%
Mining	611 779	708 983	97 204	15.90%	174 722	257 915	83 193	47.60%
Other	27 513	51 284	23 771	86.40%	-4 866	9 276	14 142	290.60%
Unassigned items and exclusions	-94 281	-63 177	31 104	33.00%	-13 154	21 027	34 181	259.90%
<b>Total EBITDA</b>	<b>2 327 824</b>	<b>2 683 554</b>	<b>355 730</b>	<b>15.30%</b>	<b>499 245</b>	<b>736 299</b>	<b>237 054</b>	<b>47.50%</b>

Results in particular areas of the Enea Group's business



Results in particular areas of the Enea Group's business

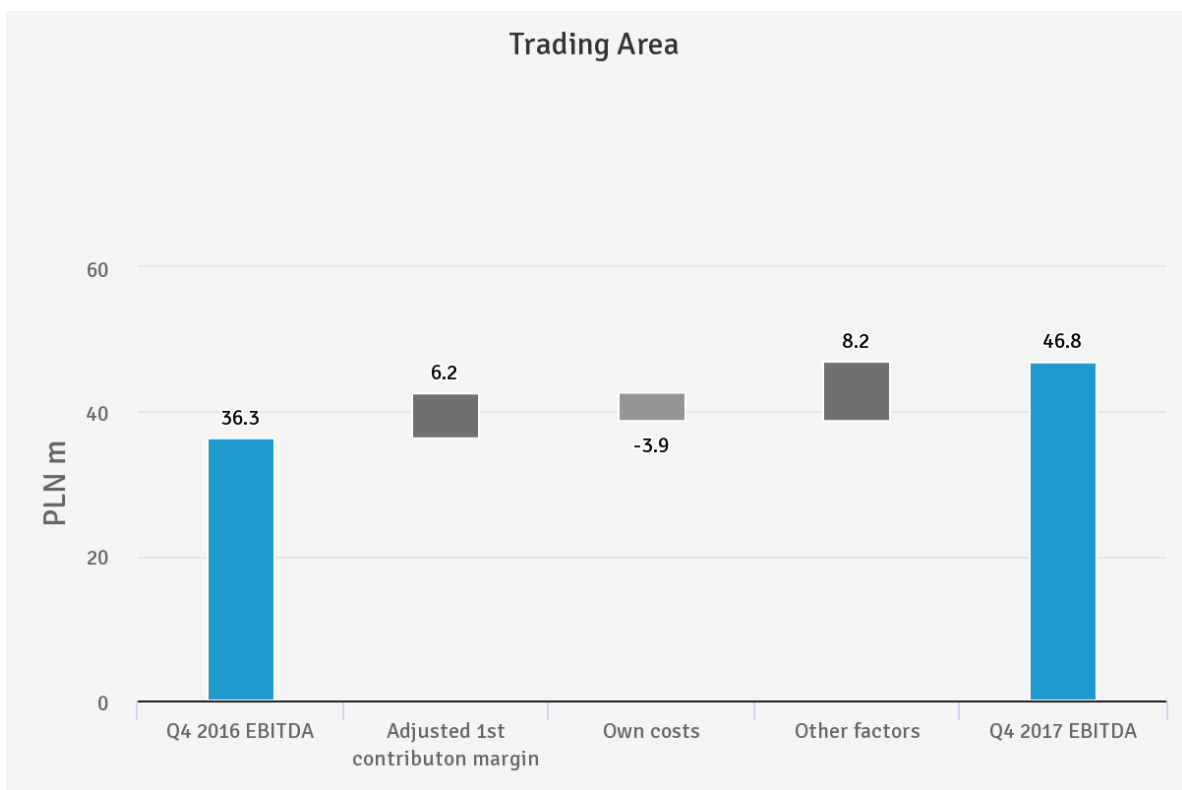
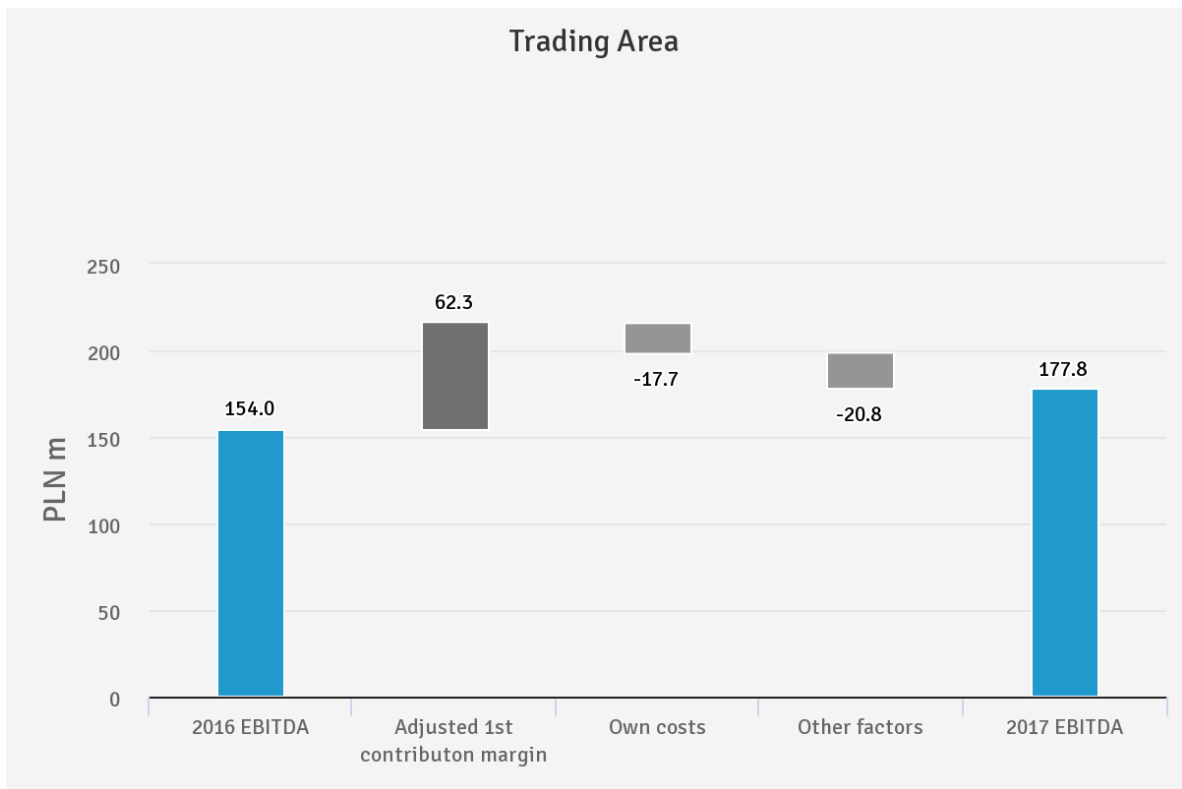


## Trading Area

[PLN k]	2016	2017	Change	% change	Q4 2016	Q4 2017	Change	% change
Sales revenue	7 178 766	5 975 913	-1 202 853	-16.80%	2 077 804	1 772 509	-305 295	-14.70%
EBIT	153 203	176 813	23 610	15.40%	36 063	46 555	10 492	29.10%
Depreciation	793	955	162	20.40%	243	242	-1	-0.40%
<b>EBITDA</b>	153 996	177 768	23 772	15.40%	36 306	46 797	10 491	28.90%
<b>CAPEX</b> <sup>1)</sup>	2 307	283	-2 024	-87.70%	1 163	-	-1 163	-100.00%
Share of revenue from the sale of the area in the net sales revenue of the Group	45%	37%	-8 pp		48%	40%	-8 pp	

Retail sales of electricity are carried out by Enea SA

Wholesale trade is carried out by Enea Trading sp. z o. o.



## 2017 EBITDA change factors:

### First contribution margin

- decrease in the average sale price of energy by 4.5%

- + lower costs of ecological obligations by 39.9%
- + decrease in the average purchase price of energy by 1.6%
- + increase in the volume of energy sales by 7.3%
- + increase in the result on trading in CO<sub>2</sub> emission allowances by 153%
- decrease in the result on gas fuel trading

#### Own costs

- higher direct selling costs by PLN 16 million
- higher costs of shared services by PLN 5 million
- + lower general and administrative costs by PLN 3 million

#### Other factors

- higher provisions for litigations and potential claims by PLN 9 million
- higher impaired receivables by PLN 5 million
- higher write-offs for receivables by PLN 5 million
- higher costs of litigation by PLN 2 million

### Q4 2017 EBITDA change factors:

#### First contribution margin

- decrease in the average sale price by 4.3%
- + lower costs of ecological obligations by 12.4%
- + decrease in the average purchase price of energy by 1.5%
- + increase in the volume of energy sales by 6.4%
- + increase in the result on trading in CO<sub>2</sub> emission allowances by 154%
- decrease in the result on gas fuel trading

#### Own costs

- higher direct selling costs by PLN 4 million

#### Other factors

- + lower provisions for litigations and potential claims by PLN 3 million
- + in Q4 2016 donation costs in the amount of PLN 7 million
- higher impaired receivables by PLN 3 million

<sup>1)</sup> Without equity investments of Enea SA

## Generation Area

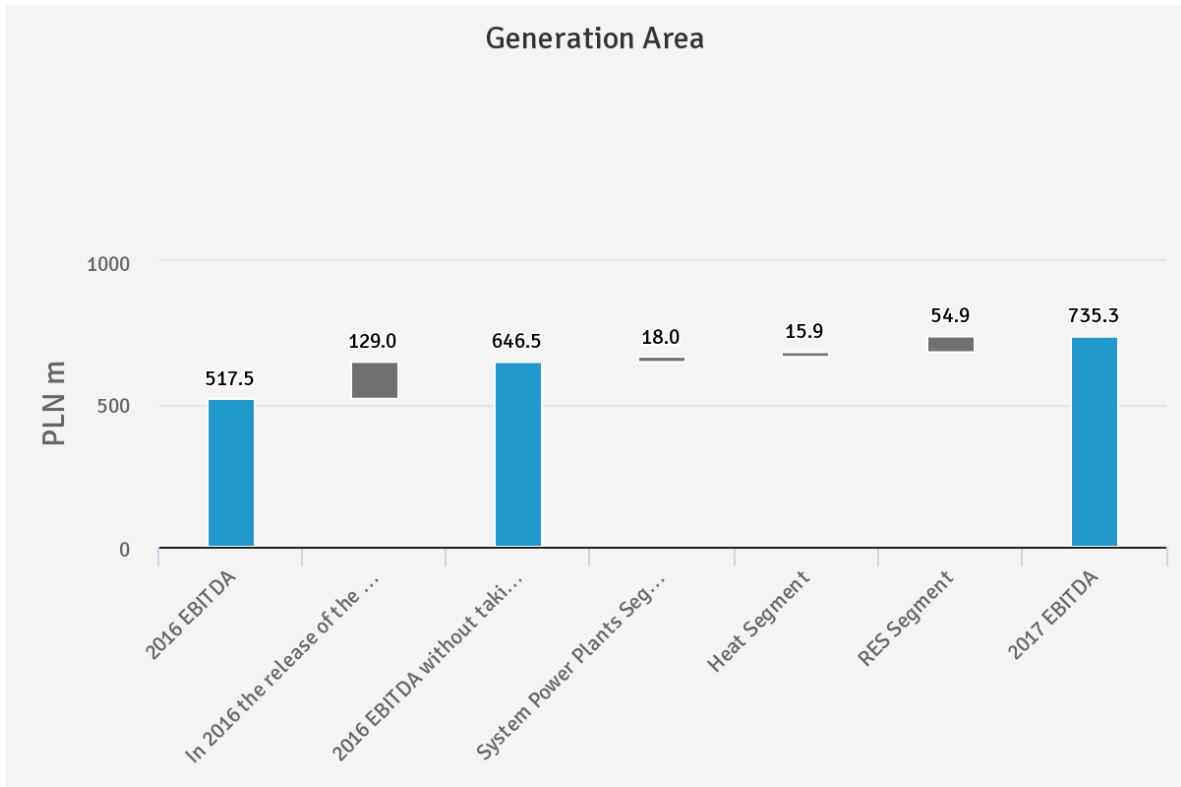
[PLN k]	2016	2017	Change	% change	Q4 2016	Q4 2017	Change	% change
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[PLN k]	2016	2017	Change	% change	Q4 2016	Q4 2017	Change	% change
Sales revenue	3 310 314	4 578 795	1 268 481	38.30%	852 527	1 198 994	346 467	40.60%
<i>Electricity</i>	2 909 673	4 081 498	1 171 825	40.30%	727 773	1 060 016	332 243	45.70%
<i>Certificates of origin</i>	45 537	104 509	58 972	129.50%	9 940	22 241	12 301	123.80%
<i>Sales of CO<sub>2</sub> emission allowances</i>	32 713	17 786	-14 927	-45.60%	10 642	3 551	-7 091	-66.60%
<i>heat</i>	296 771	342 199	45 428	15.30%	97 505	104 115	6 610	6.80%
<i>others</i>	25 620	32 803	7 183	28.00%	6 667	9 071	2 404	36.10%
EBIT	178 751	428 460	249 709	139.70%	-60 210	41 174	101 384	168.40%
Depreciation	247 931	306 877	58 946	23.80%	63 781	84 582	20 801	32.60%
Impairment loss on non- financial non- current assets	90 808	-	-90 808	-100.00%	48 808	-	-48 808	-100.00%
<b>EBITDA</b>	517 490	735 337	217 847	42.10%	52 379	125 756	73 377	140.10%
<b>CAPEX</b>	1 390 165	1 094 673	-295 492	-21.30%	451 786	470 033	18 247	4.00%
Share of revenue from the sale of the area in the net sales revenue of the Group	21%	28%	7 pp		20%	27%	7 pp	

In the Generation area financial data of Enea Wytwarzanie sp. z o.o. together with its subsidiaries and Enea Elektrownia Połaniec SA. is presented.

At the end of 2017, Enea Wytwarzanie possesses, e.g. 11 high-efficiency and modernized power units in the Koźmice Power Plant. As a result of the EEP acquisition, the production area was increased by additional 7 coal units with a total gross power of 1 657 MW and the world's largest biomass-fired unit with a total installed capacity of 225 MW.

The annual production capacity in this area is about 37 TWh of electricity.



## 2017 EBITDA change factors:

### System Power Plants

- + Enea Elektrownia Połaniec PLN 126.8 million
- a decrease in the margin on the turnover and on the [Balancing Market](#) by PLN 64.6 million
- a decrease in the margin on generation by PLN 54.8 million
- a decrease in other factors by PLN 26.5 million: inventory shortage of production fuel PLN -20.5 million, result on other operating activities PLN -3.8 million
- + higher revenue from Regulatory System Services by PLN 24.6 million
- + a decrease in overheads by PLN 12.6 million

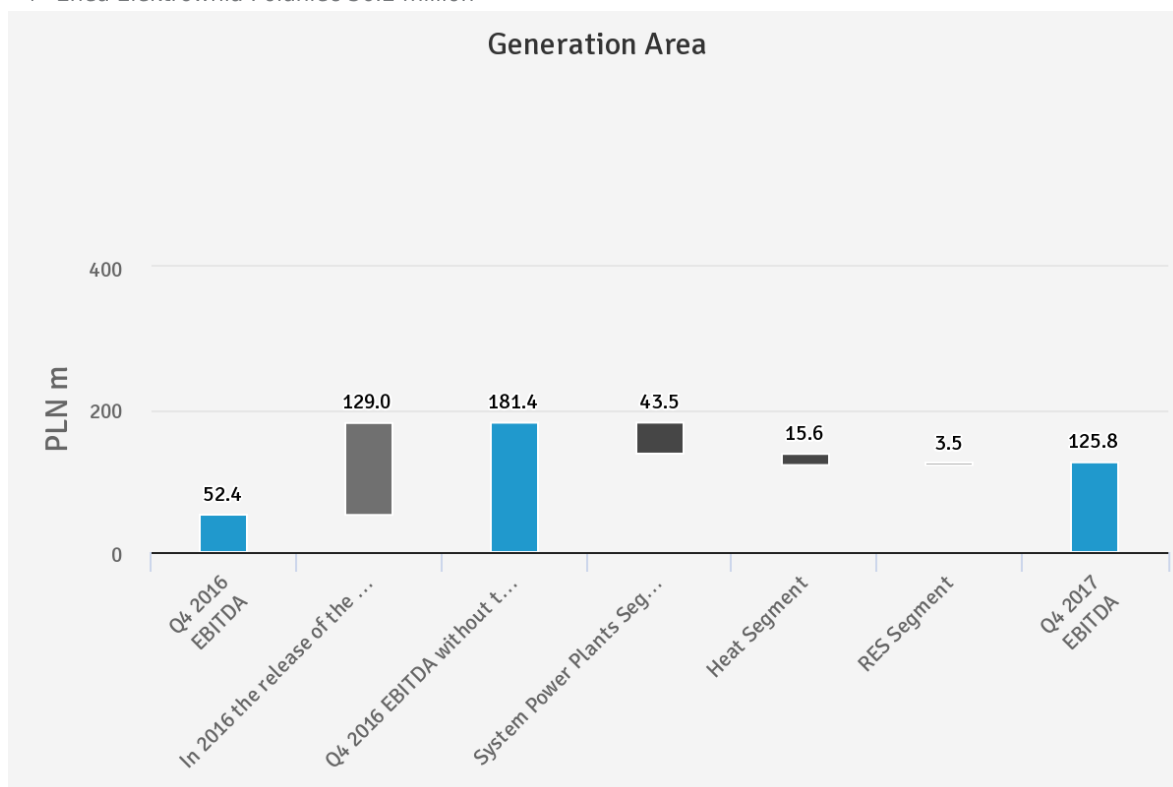
### Heat Segment

- + decrease in costs of consumption of materials and raw materials consumption by PLN 28.6 million, including a decrease in costs of biomass consumption by PLN 59.1 million, an increase in costs of coal consumption by PLN 15.4 million
- + an increase in revenues from services by PLN 1.2 million
- + an increase in revenues from heat sales by PLN 1.4 million
- an increase in employee benefits costs by PLN 5.1 million
- a decrease in revenues from certificates of origin by PLN 8.1 million
- a decrease in revenues from electricity by PLN 14.6 million
- + Enea Elektrownia Połaniec PLN 13.0 million

### RES Segment

- + in 2016 the provision related to the estimation of the value of shares in Eco-Power sp. z o.o. for the amount of PLN 129.0 million

- + Water Area (PLN +12.3 million): increase in revenues from electricity by PLN 11.1 million
- + Biogas Area (PLN +6.8 million): release of the provision for compensation claims PLN +3.5 million; an increase in revenues from certificates of origin by PLN 1.9 million; a decrease in variable costs by PLN 0.9 million
- Wind Area (PLN -0.5 million): an increase in overheads by PLN 5.6 million (greater scope of real estate taxation - change of regulations); a decrease in revenue from certificates of origin by PLN 1.8 million; an increase in revenues from electricity by PLN 4.6 million; in 2016, the costs of sale and liquidation of property, plant and equipment - PLN 2.0 million
- + Enea Elektrownia Połaniec 36.2 million



## Q4 2017 EBITDA change factors:

### System Power Plants

- + Enea Elektrownia Połaniec PLN 44.8 million
- a decrease in the margin on generation by PLN 55.7 million
- a decrease in other factors by PLN 26.9 million: inventory shortage of production fuel PLN -20.5 million, the result on other operating activities PLN -3.8 million
- lower margin on trading and the [Balancing Market](#) by PLN 18.5 million
- + lower overheads by PLN 2.6 million
- + higher revenue from Regulatory System Services by PLN 10.2 million

### Heat Segment

- a decrease in revenues from the sale of heat by PLN 7.5 million
- an increase in employee benefits costs by PLN 4.7 million
- a decrease in the result on other operating activities by PLN 3.3 million
- a decrease in revenues from sales of energy by PLN 2.9 million
- + Enea Połaniec Power Plant PLN 4.2 million

### RES Segment



- + in 2016 the provision related to the estimation of the value of shares in Eco-Power sp. z o.o. for the amount of PLN 129.0 million
- + Water Area (PLN +6.0 million): an increase in revenues from electricity by PLN 4.1 million, a decrease in overheads by PLN 1.1 million; an increase in revenues from certificates of origin by PLN 0.7 million
- + Biogas Area (PLN +3.7 million): release of the provision for compensation claims PLN +3.6 million
- + Wind Area (PLN +4.0 million): increase in revenues from electricity by PLN 1.2 million; increase in revenues from certificates of origin by PLN 1.3 million; in 2016, the costs of sale and liquidation of property, plant and equipment PLN 2.0 million
- Enea Elektrownia Połaniec 10.1 million

## Distribution Area

[PLN k]	2016	2017	Change	% change	Q4 2016	Q4 2017	Change	% change
Sales revenue	3 083 878	3 280 236	196 358	6.40%	810 333	853 278	42 945	5.30%
<i>distribution services to end users</i>	2 887 972	3 109 954	221 982	7.70%	746 882	800 043	53 161	7.10%
<i>network connection fees</i>	67 564	64 258	-3 306	-4.90%	19 845	16 197	-3 648	-18.40%
others	128 342	106 024	-22 318	-17.40%	43 606	37 038	-6 568	-15.10%
EBIT	631 607	576 171	-55 436	-8.80%	135 476	149 753	14 277	10.50%
Depreciation	479 720	497 188	17 468	3.60%	118 382	125 775	7 393	6.20%
<b>EBITDA</b>	1 111 327	1 073 359	-37 968	-3.40%	253 858	275 528	21 670	8.50%
<b>CAPEX</b>	920 413	1 022 251	101 838	11.10%	274 937	429 289	154 352	56.10%
Share of revenue from the sale of the area in the net sales revenue of the Group	19%	20%	1 pp		19%	19%	-	

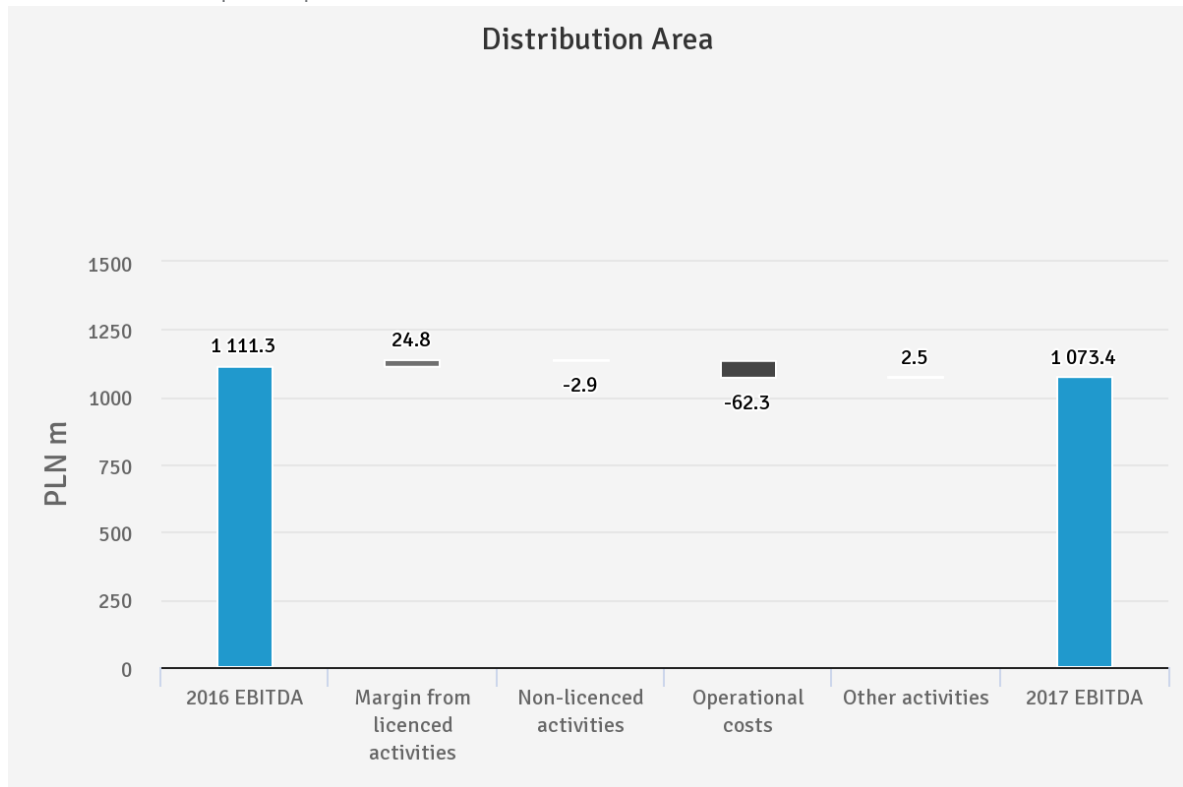
Enea Operator sp. z o.o. is responsible for the distribution of electricity to 2.5 million customers - in western

and north-western Poland in the area of 58.2 thousand km<sub>2</sub>.

The basic task of Enea Operator is to provide energy in a continuous and reliable manner, while maintaining appropriate quality parameters.

In the Distribution area, financial data includes data of the following companies:

- Enea Operator sp. z o.o.
- Enea Serwis sp. z o.o.
- Enea Pomiary sp. z o.o.
- Annacond Enterprises sp. z o. o.



## 2017 EBITDA change factors:

### Margin from licenced activities

- + higher revenues from the sale of distribution services to end users by PLN 222 million
- + lower costs of electricity purchase to cover the balance sheet difference (balance) by PLN 17 million
- higher purchase costs of transmission services by PLN 203 million
- lower revenues from network connection fees by PLN 9 million
- lower revenues from the sale of distribution services to other entities by PLN 3 million

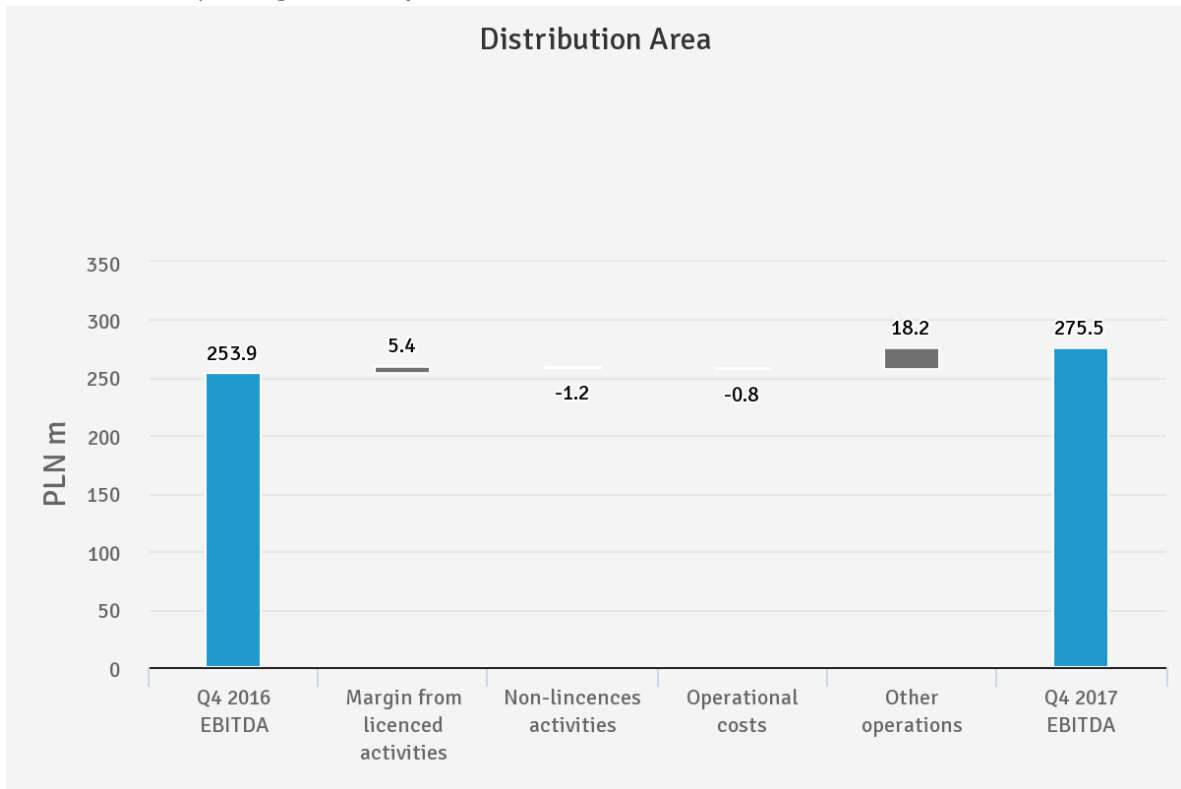
### Operational costs

- higher costs of third-party services by PLN 25 million
- higher taxes and levies by PLN 15 million
- higher employee benefits costs by PLN 15 million
- higher other operating expenses by PLN 7 million

### Other operations

- + lower other operating costs by PLN 10 million

- + higher result on liquidation by PLN 4 million
- lower other operating revenue by PLN 11 million



## Q4 2017 EBITDA change factors:

### Margin from licenced activities

- + higher revenues from the sale of distribution services to end users by PLN 53 million
- + lower costs of electricity purchase to cover the balance sheet difference (balance) by PLN 2 million
- higher purchase costs of transmission services by PLN 43 million
- lower revenues from network connection fees by PLN 4 million
- lower revenues from the sale of distribution services to other entities by PLN 3 million

### Other operations

- + lower other operating costs by PLN 14 million
- + higher other operating revenue by PLN 4 million

## Mining Area

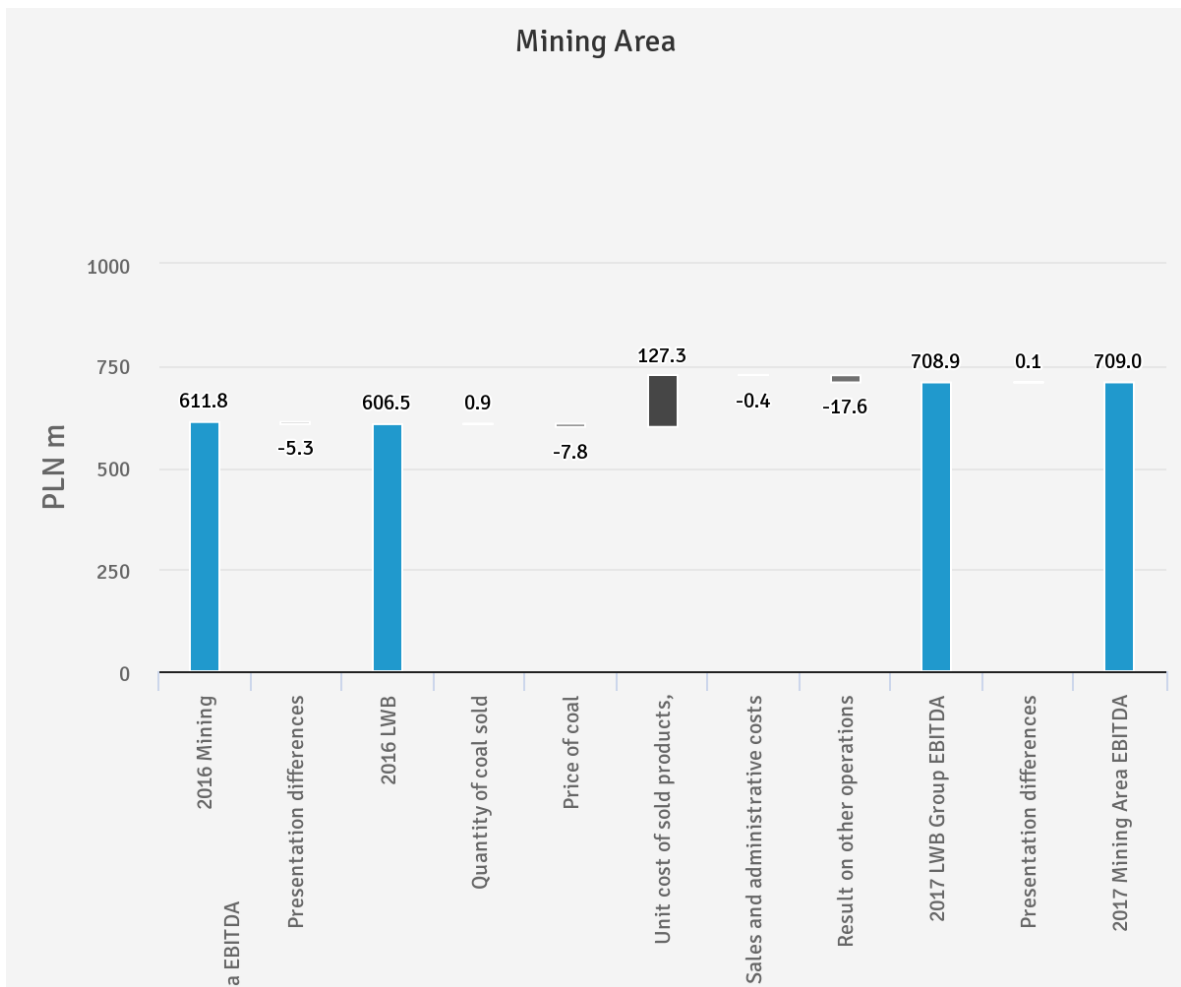
[PLN k]	2016	2017	Change	% change	Q4 2016	Q4 2017	Change	% change
Sales revenue	1 785 981	1 780 320	-5 661	-0.30%	471 878	473 190	1 312	0.30%

[PLN k]	2016	2017	Change	% change	Q4 2016	Q4 2017	Change	% change
<i>coal</i>	1 724 416	1 725 221	805	0.05%	452 043	457 198	5 155	1.10%
<i>Other products and services</i>	49 896	41 805	-8 091	-16.20%	17 223	12 456	-4 767	-27.70%
<i>goods and materials</i>	11 669	13 294	1 625	13.90%	2 612	3 536	924	35.40%
<b>EBIT</b>	241 189	350 684	109 495	45.40%	82 250	159 248	76 998	93.60%
Depreciation	363 238	357 015	-6 223	-1.70%	92 472	97 383	4 911	5.30%
Impairment loss on non- financial non- current assets	7 352	1 284	-6 068	-82.50%	-	1 284	1 284	100.00%
<b>EBITDA</b>	611 779	708 983	97 204	15.90%	174 722	257 915	83 193	47.60%
<b>CAPEX</b>	307 720	373 411	65 691	21.30%	92 611	119 003	26 392	28.50%
Share of revenue from the sale of the area in the net sales revenue of the Group	11%	11%	-		11%	11%	-	

The Mining Area presents the financial results of the LW Bogdanka Group with the parent company - Lubelski Węgiel Bogdanka SA and its subsidiaries.

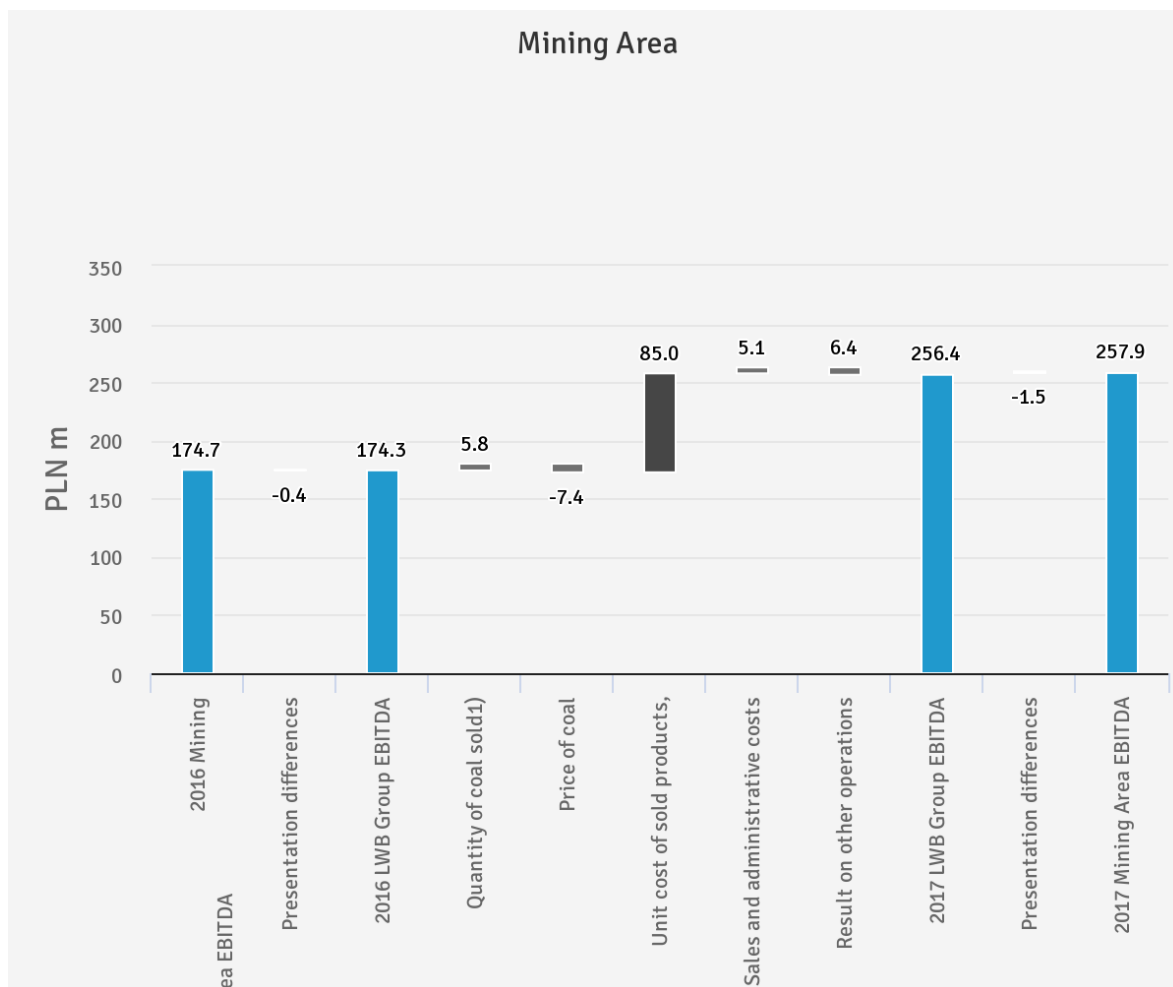
LW Bogdanka divides its range of sales into energy-rich coal, which accounts for 99% and for pea and nut coal.

The main recipients are professional and industrial power industry.



#### 2017 EBITDA change factors:

- + an increase in revenues from coal sales: higher sales volume (+10 000 t), at a lower price
- a decrease in revenues from sales of other products and services: logistics and customs services for exported coal, lease of fixed assets, sales of heat
- + a decrease in the unit cost of products, goods and materials sold without depreciation - the release of a provision for retirement coal allowance for pensioners and pensioner allowance for current employees, improvement of cost effectiveness with a slightly growing volume of coal sold
- lower result on other operating activities: - in 2016, a provision for compensation for Budimex was released as a result a favorable judgment of the Court of Appeal and higher compensation was received. The presentation differences concern the financial reporting of the Enea Group and LW Bogdanka Group in the scope of depreciation



#### Q4 2017 EBITDA change factors:

- + an increase in revenues from coal sales: higher sales volume (+51 000 t), at a lower price
- a decrease in revenues from sales of other products - and services: logistics and customs services for exported coal, lease of fixed assets
- + a decrease in the unit cost of products, goods and materials sold without depreciation - the release of a provision for retirement coal allowance for pensioners and pensioner allowance for current employees
- + Lower administrative and sales costs: the release of a provision for retirement coal allowance for pensioners and pensioner allowance for current employees. The presentation differences concern the financial reporting of the Enea Group and LW Bogdanka Group in the scope of depreciation

#### Other Operations

[PLN k]	2016	2017	Change	% change	IVQ 2016	IVQ 2017	Change	% change
Sales revenue	533 901	587 844	53 943	10.10%	138 912	169 797	30 885	22.20%

[PLN k]	2016	2017	Change	% change	IVQ 2016	IVQ 2017	Change	% change
EBIT	-747	7 553	8 300	1111.10%	-13 198	-3 254	9 944	75.30%
Depreciation	28 260	43 731	15 471	54.70%	8 332	12 530	4 198	50.40%
EBITDA	27 513	51 284	23 771	86.40%	-4 866	9 276	14 142	290.60%
CAPEX	108 496	86 334	-22 162	-20.40%	54 529	45 622	-8 907	-16.30%
Share of revenue from the sale of the area in the net sales revenue of the Group	3%	4%	1 pp		3%	4%	1 pp	

Other Operations include companies from the following areas:

- support for other companies in the Capital Group:
  - Enea Centrum sp. z o.o. – the Shared Services Center in the Group in the field of accounting, human resources, ITC and customer service
  - Enea Logistyka sp. z o.o. – a company specializing in logistics, warehousing and procurement
- accompanying activities:
  - Enea Oświetlenie sp. z o.o. – a company specializing in indoor and outdoor lighting; it designs, builds road lighting, it illuminates urban spaces, illuminates historic and public buildings, and provides construction and comprehensive services for photovoltaic power plants,