

MVV ENERGIE  
ENERGISING THE FUTURE

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# FINANCIAL REPORT 3<sup>RD</sup> QUARTER

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2012/13 FINANCIAL YEAR

## KEY FIGURES

from 1.10.2012 to 30.6.2013

### Key figures of the MVV Energie Group

Euro million	1.10.2012 to 30.6.2013	1.10.2011 to 30.6.2012	% change
External sales excluding electricity and natural gas taxes	3 166	2 978	+6
Adjusted EBITDA <sup>1</sup>	342	346	-1
Adjusted EBITA <sup>1</sup>	219	226	-3
Adjusted EBIT <sup>2</sup>	219	226	-3
Adjusted EBT <sup>2</sup>	167	177	-6
Adjusted net surplus for period <sup>2</sup>	114	121	-6
Adjusted net surplus for period after minority interests <sup>2</sup>	90	106	-15
Adjusted earnings per share <sup>2</sup> in Euro	1.37	1.60	-14
Cash flow before working capital and taxes	367	353	+4
Cash flow before working capital and taxes per share in Euro	5.57	5.36	+4
Free cash flow	-44	-200	+78
Adjusted total assets (at 30.6.2013 / 30.9.2012) <sup>3</sup>	4 078	3 854	+6
Adjusted equity (at 30.6.2013 / 30.9.2012) <sup>3,4</sup>	1 434	1 390	+3
Adjusted equity ratio (at 30.6.2013 / 30.9.2012) <sup>3,4</sup>	35.2 %	36.1 %	-2
Investments	256	196	+31
Employees (at 30.6.2013 / 30.6.2012)	5 454	5 837	-7

1 excluding non-operating IAS 39 derivative measurement items, before restructuring expenses and including interest income from finance leases

2 excluding non-operating IAS 39 derivative measurement items, excluding restructuring expenses and including interest income from finance leases

3 excluding non-operating IAS 39 derivative measurement items

4 figures as of 30.9.2012 adjusted. Details can be found in the chapter ► *Business performance on Page 14*

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Financial Calendar, Imprint

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### **3<sup>rd</sup> Quarter of 2012/13 at a Glance**

1 April to 30 June 2013

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► MVV Energie began work in April on building a biomass power plant at the industrial port of Ridham Dock near London. This plant will be powered by waste timber from the region and should commence operations in spring 2015.

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► The district heating storage facility on the site of the large power plant in Mannheim (Grosskraftwerk Mannheim – GKM) has been connected to the district heating grid since mid-June. Once operations begin, we will be able to react more flexibly to fluctuations in solar and wind power feed-in volumes.

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► Operations were officially launched on 27 June at the new biomass power plant at Tübingen University Hospital (peak thermal capacity of around 37 MW). MVV Enamic GmbH invested in the conversion and, as contracting partner, took over the plant and its operating personnel. This heating energy plant will enable 20 000 tonnes of CO<sub>2</sub> to be avoided each year.

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► In a joint project, MVV Energie integrated a photovoltaics park run by WIRSOL Solar AG in Rhine/Neckar District into its virtual power plant in mid-June. With this, Germany's first solution for managing a PV park via a virtual power plant, we aim to show how electricity from renewable energies can be smartly integrated into our energy system. This summer, we will be integrating all of the larger-scale solar plants whose output we market.

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► In May, Köthen Town Council extended the gas concession agreement with Köthen Energie GmbH for a further 20 years – thus underlining the trust it places in our subsidiary's work.

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► In Liberec, our Czech subgroup MVV Energie CZ inaugurated an extended heating energy and electricity cogeneration plant with two gas-powered boilers. This investment will enable the distribution of steam to be managed far more efficiently.

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## LETTER FROM CEO

*Dear Shareholders,  
Dear Ladies and Gentlemen,*

Transforming the German energy supply is a task that will take at least a generation. It is a question not only of exiting from nuclear energy but also of moving towards generating electricity and heating energy in ways increasingly based on renewable energies. Not only that, it is about achieving greater energy efficiency by exploiting new technologies and innovations, expanding and converting transmission and distribution grids to keep pace with the growth in renewable energies, judicious generation management and greater market flexibility. This fundamental turnaround can only succeed on the basis of a robust overall concept, one that is implemented in a targeted manner and with high-quality project management.

With its sustainability-driven strategy, MVV Energie is making an important contribution towards successfully transforming the energy industry. By way of our investment programme, we are consistently implementing this strategy. Of the investments of Euro 3 billion planned by 2020, for Euro 2 billion we have already invested the funds in projects or reached binding decisions as to how the funds are to be used. In this Financial Report, we comment on the progress made in recent months with our major growth projects – expanding renewable energies generation volumes (onshore wind power, biomass and biomethane), cogeneration and environmentally-friendly district heating and generating heat and energy from waste.

Our external sales grew year-on-year by 6 % to Euro 3.2 billion in the first nine months of 2012/13. Consistent with the significantly tougher overall environment, and the development in electricity prices and spreads in particular, our operating earnings declined year-on-year by 3 % to Euro 219 million.

To enable MVV Energie to continue contributing towards the conversion in the energy industry, we need a clear, reliable energy policy framework, one that provides a safe foundation for business planning, project development and investment decisions. The government coming into office after the General Election will face several important tasks. The German Renewable Energies Act (EEG) has to be reformed. Fundamental decisions have to be taken as to how conventional power plants, which we will still need in decades to come, can also be operated on an economically effective basis. Wherever possible, we should aim for greater competition. While not an end in itself, competition is nevertheless a means to identify those solutions that are as efficient as possible and thus most cost-effective for the overall economy. MVV Energie is well positioned for this competition.

Yours faithfully,



Dr. Georg Müller  
CEO

## SHARE OF MVV ENERGIE AG

### DAX index reaches new record highs

Share prices, particularly those in Europe and the USA, soared to new record highs in the first six months of 2013. This development, which was driven by hopes that the global economy is now stabilising, also benefited from central banks' ongoing loose monetary policies.

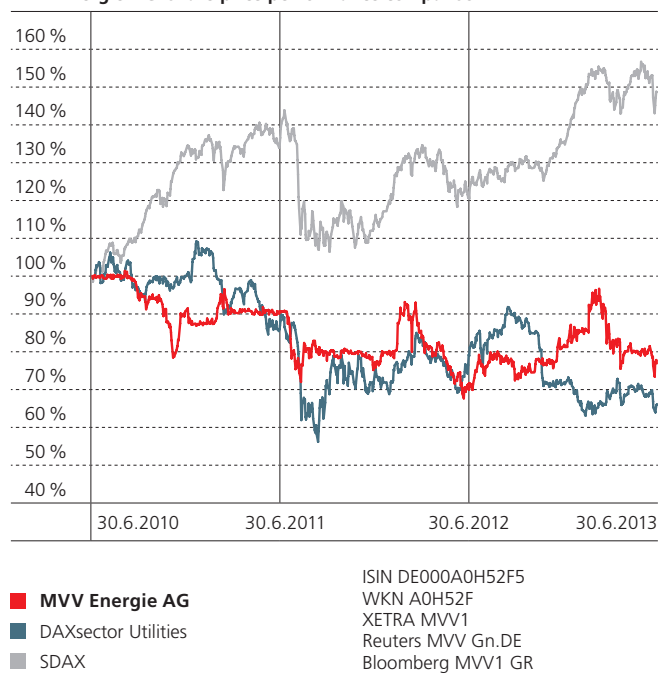
Having begun the calendar year at 7 778 points, the DAX closed at 8 531 points by 22 May and finished the first half of 2013 at 7 959 points. Compared with the end of June 2012, the DAX thus rose by 24.0 %, with great volatility in the periods between these dates.

Notwithstanding the debt crises in several euro area countries, capital market experts are mostly positive in their assessment of further prospects for the stock markets in the second half of 2013. This is due to the measures agreed by EU countries to ensure greater budget discipline, the permanent ESM rescue fund, and debt write-offs for Greece. Not only that, stock markets also stand to benefit from persistently low base rates, from US central banks reducing their bond purchase volumes without disrupting the market and from the fact that shares currently offer higher potential returns than other forms of investment.

### Slight rise in our share price

The MVV Energie AG share was listed at Euro 21.50 on 30 June 2013, as against Euro 20.70 on 30 June 2012. This corresponds to growth of 3.9 %. Including the distribution of the dividend of Euro 0.90 per share in March 2013, our share price rose year-on-year by 7.4 %. Our share price performance chart accounts for the dividend payments made in 2011, 2012 and 2013. In this three-year period, our share price declined by 23.5 %, while the DAXsector Utilities fell by 34.4 %. By contrast, the SDAX rose by 48.4 % during the period under comparison, thus reflecting the better economic performance of small cap companies in other sectors.

MVV Energie AG: share price performance comparison



### Increase in market capitalisation and trading volumes

The slight rise in our share price also led to an increase in our market capitalisation, which grew to Euro 1 417 million as of 30 June 2013 (previous year: Euro 1 364 million). The 12.2 % free float share on which the share's weighting in the SDAX is based was valued at around Euro 173 million (previous year: Euro 167 million). In the joint index statistics compiled for the MDAX and SDAX, MVV Energie's share was ranked 85<sup>th</sup> at the survey date (previous year: 78<sup>th</sup>). This ranking is based on the free float market capitalisation on 30 June 2013. In terms of its stock market turnover, our share was ranked 116<sup>th</sup> in the index statistics (previous year: 105<sup>th</sup>). The next index survey is due to follow in September 2013.

Overall, around 355 000 shares in MVV Energie AG were traded across all German marketplaces in the months from April to June 2013. This corresponds to 1.0 % increase compared with the previous year's period. As in the previous year, the equivalent value of trading volumes amounted to around Euro 8 million. Around 72 % of stock market turnover with our share was performed in XETRA trading. Other than that, large numbers of shares were traded off-market either in over-the-counter (OTC) transactions or via alternative trading platforms (dark pools).

## BUSINESS FRAMEWORK

### • Macroeconomic and Energy Industry Developments

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Measured in terms of real-term gross domestic product (GDP), the level of economic growth in Germany in the first calendar quarter of 2013 (January to March) was 1.4 % lower than in the same period in the previous year. Compared with the previous quarter (October to December 2012), GDP showed slight growth of 0.1 %, and that despite the adverse impact of cold weather conditions in February and March 2013. No reliable data is yet available for the second calendar quarter of 2013 (April to June). However, GDP is not expected to have grown to any major extent. Information about further developments expected in 2013 can be found in the ► *Outlook from Page 17 onwards*.

Based on preliminary figures compiled by the Association of the German Energy and Waster Industries (BDEW), the long period of cold weather meant that gas consumption in the first four months of 2013 (January to April) was 12.4 %, and thus significantly, ahead of the previous year's figure. By contrast, electricity consumption over the same period fell year-on-year by 2 %. This was partly because industrial companies produced less due to weather conditions.

According to the BDEW's preliminary figures, despite mediocre weather conditions solar electricity generation volumes reached a new record level of 4 313 million kWh in June 2013, up from 3 609 million kWh in June 2012 (+ 20 %). Unfavourable wind conditions meant that the volume of electricity generated at wind power plants in the first half of 2013 fell around 10 % short of the figure for the previous year's period.

Energy prices were listed lower in the quarter under report (April to June 2013) than in the same quarter one year earlier. The average price of Brent crude oil for supply in the following month (front month) decreased by US\$ 5.41 per barrel to US\$ 103.35 per barrel. At Euro 26.56/MWh, the average natural gas price in the NetConnect Germany market region for the next supply year was at roughly the same level in the period under report as in the previous year's period. The average coal price for supply in the following year fell year-on-year by US\$ 13.22 per tonne and was listed at US\$ 90.77 per tonne. Emission right prices also dropped further, averaging Euro 3.91 per tonne in the quarter under report and thus Euro 3.11 per tonne less than in the previous year's quarter. The average electricity price for the front year was listed at Euro 38.92/MWh in the quarter under report, and thus Euro 10.51/MWh lower than in the previous year's quarter.

### • Energy Policy and Regulation

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On 12 June 2013, the Federal Government passed the Reserve Power Plant Ordinance, which is valid for a limited period through to the end of 2017. This new legislation lays down more specific requirements for the 3<sup>rd</sup> Amendment to the German Energy Industry Act (EnWG) and is intended to help safeguard Germany's supply of electricity in the coming winters. On the one hand, the ordinance prohibits the decommissioning of systemic power plants. On the other hand, by working with contractual arrangements and liaising with the Federal Network Agency transmission grid operators should ensure that sufficient volumes of reserve power plants are available. The necessary capacities are determined by open bidding. In the relevant discussions, MVV Energie is calling for this instrument to be further developed into a strategic reserve, one with which a more robust competitive mechanism could be triggered when it comes to securing and deploying reserve capacities.

Following lengthy negotiations, in early June the Federal Parliament and the Federal Council adopted the 8<sup>th</sup> Amendment to the German Act Against Restraints on Competition (GWB). With this amendment, the government has in particular extended stricter price abuse supervision in the electricity and gas markets through to the end of 2017. This had been criticised both by the industry and by the Monopolies Commission as impeding competition.

As an initial measure to counter the reduction in emission right prices in the wake of the European economic crisis, the European Commission proposed so-called backloading. This involves postponing the auction of 900 million emission rights to the end of the trading period. In its first resolution, the European Parliament initially rejected this proposal and referred it to the relevant Environment Committee for further discussion. Following renewed discussion, on 3 July 2013 the European Parliament then approved the proposal in a version virtually unchanged on the Commission's proposal. MVV Energie sees backloading as representing a first step towards reforming emission right trading. However, it will have to be followed by further, structural changes if the instrument is to have any real impact as a means of control.

Information about the latest discussions surrounding the future market design can be found in ► *Events After Balance Sheet Date on Page 16*.

## Grid regulation

The official procedures to determine permissible revenue caps for grid fees in the second regulation period (gas: 2013 to 2017; electricity: 2014 to 2018) are already well advanced. No official assessment notices are yet available for the gas market, and that although the second regulation period already began on 1 January 2013. This is possibly because the balance of the regulation account for the first regulation period still has to be determined or because of the adjustments to energy industry requirements currently in the process of being legislated. For gas, these may still require retrospective application for the second regulation period. No significant distortions are to be expected compared with existing internal expectations. For electricity, the Federal Network Agency is currently performing the nationwide efficiency comparison, on which basis the revenue cap valid from 2014 will be set. The Federal Network Agency intends to issue the official electricity assessment notices at the end of 2013.

## Cooler Weather Conditions in 3<sup>rd</sup> Quarter of 2012/13

The business performance of the MVV Energie Group is also determined by weather conditions in the months of the year in which heating energy is required. We refer to degree day figures as an indicator of our customers' heating energy requirements. Low outdoor temperatures lead to higher degree day figures. In 2013, the heating period was unusually long – longer than in the previous year and longer than the long-term average. In the first nine months of our 2012/13 financial year (October 2012 to June 2013), degree day figures across all of the MVV Energie Group's locations, albeit with regional variations, were around 10 % higher than in the previous year's comparative period.

In the 3<sup>rd</sup> quarter of 2012/13 (April to June 2013), the degree day figures for the MVV Energie Group exceeded the figures for the previous year's quarter by 18 % overall. This was due above all to comparatively low temperatures in May 2013.

## Impact of Underlying Framework on Business Performance

The cooler weather conditions resulted in higher district heating and gas turnover.

In Germany, the volume of electricity generated at photovoltaics plants has increased further as 2013 has progressed. Due to a higher allocation paid under the German Renewable Energies Act (EEG), this could drive prices further upwards from 2014. MVV Energie is convinced of the urgent need for a reform of the EEG legislation to create greater competition and to enable the renewable energies expansion targets to be achieved on a cost-effective basis.

## Corporate Strategy

### Rethinking energy

The German energy supply is in a process of fundamental transformation. The future energy supply will involve environmentally-friendly, more highly decentralised energy generation. It is increasingly apparent that the conversion from nuclear power to renewable energies is a difficult process and one that will come at a price. The share of energy generation volumes attributable to renewable energies is to be expanded and energy efficiency enhanced. Not only that, new technologies and process and product innovations also have to be developed and put into practice. For a long period of transition we will still need flexible conventional generation and storage capacities and reserve power plants to offset fluctuations in the volume of electricity generated at photovoltaics and wind power plants. Moreover, the massive growth in photovoltaics and wind power plants has to be harmonised with a rapid expansion or conversion in transmission and distribution grids.

### New stage of transformation process

While the priority in recent years was to boost the development of renewable energies with subsidised feed-in compensation via the German Renewable Energies Act (EEG), it is now a matter of making renewable energies gradually fit in with the market and system, and of dovetailing them with conventional energies.

### Benefiting from the system change with clear targets

MVV Energie is unreservedly committed to the objective supported by society as a whole, namely of fundamentally changing the energy system. At the same time, we aim to increase the company's value in the long term with profitable growth. And we also aim to offer a reliable, economical and environmentally-friendly energy supply for our customers, interesting perspectives for our shareholders, and safe and attractive jobs for the employees at our group of companies in future as well.

### A strategy built on sustainability

Our forward-looking strategy has not changed compared with the information provided in the 2011/12 Annual Report and remains equally valid in the new energy policy climate.

We are on the right course to exploit the economic opportunities offered by the change in system to the benefit of our business. We already operate successfully in numerous sustainable business fields and have great expertise in these areas.



Our group strategy is built on regionalism, efficiency and sustainability. One core component is an ambitious investment programme compiled in the context of our MVV 2020 project. With this programme, we have based our group strategy on the energy system of the future, one in which renewable energies and energy efficiency are set to assume the leading roles.

### Good progress with our investment programme

In 2009, we set ourselves an investment target of around Euro 3 billion to be implemented by 2020. The funds are to be channelled on the one hand into our strategic growth fields and on the other into modernising and optimising our plants and grids (investments in existing business). Our growth investments focus on expanding our energy generation from renewable energy sources, cogeneration and environmentally-friendly district heating, generating energy from waste, focused expansion in our energy-related services business and in our nationwide electricity and gas sales with industrial and business customers.

Of the planned investment volume of Euro 3 billion, within just four years we have already invested or reached binding decisions for around Euro 2 billion.

### Major growth investments

In expanding our renewable energies generation portfolio, we are relying above all on **ONSHORE WIND POWER** – a proven, economically viable technology. At the balance sheet date on 30 June 2013, the MVV Energie Group had onshore wind power plants with a total installed capacity of around 144 MW<sub>e</sub>. We are now also developing proprietary wind power projects. In this, we are building on cooperation with towns and district councils, state and private landowners and municipal utility companies interested in raising their share of renewable energies. By working with innovative investment models, we aim to help generate greater acceptance for wind power plants among local populations.

Since 2012, we have been making targeted investments in **BIO-METHANE PROJECTS**. When purified and fed into the grid, bio natural gas offers new perspectives for generating electricity and district heating. It can be put to a variety of uses and is capable of storage. In terms of input materials, we are focusing on regenerative commodities and agricultural residues in the areas surrounding the plants. Following the plant already operating in Klein Wanzleben, we are now building a second biomethane plant in neighbouring Kroppenstedt (Sachsen-Anhalt).

The MVV Energie Group is one of Germany's largest plant operators when it comes to **GENERATING HEAT AND ENERGY FROM WASTE AND BIOMASS**. We are also documenting our extensive competence in planning, building and operating energy from waste and biomass plants in the British market as well. Here, we are building a waste-fired cogeneration plant in Plymouth in the south west (investment total: Euro 250 million) and a biomass power plant at the Ridham Dock location south east of London (total investment: Euro 140 million).

We are investing in expanding environmentally-friendly **COGENERATION-BASED DISTRICT HEATING** at all of our locations. In the district heating market, MVV Energie is already one of the largest providers in Germany. The country's highest-capacity **DISTRICT HEATING STORAGE FACILITY** is currently being built on the site of the large power plant in Mannheim (Grosskraftwerk Mannheim – GKM) (total investment: Euro 27 million). This will offer an additional reserve, one capable of being drawn on at short notice and of supplying the grid for several hours. Moreover, by increasing the flexibility of electricity and heating energy generation, it will be possible to enhance the efficiency of power plant operations.

In our **ENERGY-RELATED SERVICES BUSINESS**, we restructured our subsidiary MVV Enamic in strategic and organisational terms at the beginning of 2013. This company's business portfolio focuses on energy efficiency and contracting services for industrial, commercial and real estate customers. Alongside these fields, MVV Enamic also focuses on operating industrial parks and on its consulting business in the national and international arenas. A new biomass heating power plant at MVV Enamic GmbH (total investment: Euro 12 million) provides Tübingen University Hospital with a reliable supply of heating energy from renewable energies. While maintaining ongoing operations, the existing heating energy plant and local heating network were converted from the fossil fuels of heating oil and natural gas to the sustainable fuel of timber.

A further core aspect of our growth strategy involves expanding our **NATIONWIDE ELECTRICITY AND GAS SALES** with industrial and business customers. We have supplemented our successful electricity/gas energy fund product with a new "SpotLight" module. This assists those customers who wish to cover part of their electricity needs themselves using photovoltaic systems.

We see the direct marketing of electricity from renewable energy sources based on the market premium model as a suitable instrument for integrating renewable energies into the market. MVV Energie currently has renewable energies plants with a capacity of 2 200 MW under contract. Of this total, more than 1 100 MW alone relate to photovoltaics plants. This makes us the German market leader in terms of PV plants.

Our nationwide business of supplying real estate and housing customers is a further growth segment. With our innovative "LEMA" (vacancy management) product, we are for the first time dovetailing our customers' core processes with our own sales-related processes.



## Research and Development

### Federal Minister Altmaier impressed by moma

What will the energy supply look like in future? It will be more renewable, more decentralised, more flexible and smarter – that is one of the key findings of the “Model City Mannheim” (moma) project. MVV Energie handed over the final report to Federal Environment Minister Peter Altmaier in Berlin in June 2013. The Federal Economics and Environment Ministries had promoted the project within the nationwide “E-Energy” programme. Under MVV Energie’s management, the project consortium successfully completed its work after a four-year period. One key object of investigation was the question as to how an infrastructure based on smart grids would have to be constructed to integrate increasing volumes of electricity generated from renewable energies into the existing energy supply system. Furthermore, the project also investigated which possibilities were available to manage demand and adjust it to current levels of supply so as to guarantee a reliable supply. Around 1 000 Mannheim households took part in three moma field trials in the distribution grid at MVV Energie AG. The results show that customers react to variable electricity prices – when they are assisted by a smart energy management system such as the Energiebutler – and shift part of their electricity consumption to periods with cheaper electricity prices so as to cut their energy costs.

### Surplus electricity turned into heating energy

The volatility involved in generating electricity from regenerative sources makes it increasingly necessary to achieve a better balance between generation and consumption. This way, the highest possible share of renewable energies can be integrated into the energy system. One possibility here is to intelligently link different media, e.g. to transform surplus electricity into other energy forms. Given our longstanding experience in supplying heating energy, our focus here is on converting electricity into heating energy (power to heat). To this end, we have applied for a research and demonstration project. Alongside ecological benefits, this project will focus on the economic advantages for our customers.

## Employees

As of 30 June 2013, the MVV Energie Group had an overall workforce of 5 454 employees, and thus 383 employees fewer than at the same date one year earlier. This was due above all to the sale of the shareholding in Stadtwerke Solingen GmbH (SWS) in September 2012, as a result of which the number of employees at the MVV Energie Group reduced by 389. Furthermore, we also made further scheduled cuts in the workforce in the energy-related services business field. Personnel totals were positively affected by developments at Energieversorgung Offenbach AG, Stadtwerke Kiel AG and MVV Trading GmbH, each of which expanded its workforce. Overall, the number of employees in Germany fell to 4 822, down from 5 203 at the previous year’s quarterly reporting date. Outside Germany, the MVV Energie Group had a total of 632 employees as of 30 June 2013 (previous year: 634), of which 628 at the Czech subgroup and 4 at our British subsidiary MVV Environment Devonport Limited, which is being supported in building the energy from waste plant in Plymouth by other specialists at the MVV Umwelt subgroup.

Compared with the previous quarter (31 March 2013), the MVV Energie Group’s total workforce reduced by 8 employees.

We are currently dealing closely with the process of demographic change as a key factor within the MVV Energie Group’s cross-location human resources policy.

#### Personnel figures (headcount) at balance sheet date on 30.6.

	2012/13	2011/12	+/- change
MVV Energie AG	1 440	1 441	-1
Fully consolidated shareholdings	3 725	3 718	+7
<b>MVV Energie AG with fully consolidated shareholdings</b>	<b>5 165</b>	<b>5 159</b>	<b>+6</b>
Proportionately consolidated shareholdings	289	678	-389
<b>MVV Energie Group <sup>1</sup></b>	<b>5 454</b>	<b>5 837</b>	<b>-383</b>

<sup>1</sup> including 274 trainees (previous year: 287)

## BUSINESS PERFORMANCE

### Earnings Performance of MVV Energie Group

#### Sales performance

Excluding electricity and natural gas taxes, the **EXTERNAL SALES** of the MVV Energie Group grew by Euro 188 million (+ 6 %) to Euro 3 166 million in the first nine months of 2012/13 (1 October 2012 to 30 June 2013). We thus managed to uphold the sales growth of Euro 141 million (+ 7 %) already reported for the 1<sup>st</sup> half of 2012/13 (October 2012 to March 2013). External sales for the 3<sup>rd</sup> quarter of 2012/13 (April to June 2013) rose year-on-year by Euro 47 million to Euro 935 million. This corresponds to growth of 5 % in a business period generally considered weak due to seasonal factors. Our sales were positively affected by increased heating energy turnover due to weather conditions and by the fact that we managed to expand our direct marketing of renewable energies via the market premium model. Of our sales for the first nine months of 2012/13, 97 % were attributable to the domestic business and 3 % to the international business at the Czech subgroup.

When comparing the figures for the two nine-month periods, it should be noted that the previous year's figure still included sales of Euro 85 million from Stadtwerke Solingen GmbH (SWS). Due to the sale of this shareholding in September 2012, this sales contribution was discontinued in the period under report.

The table opposite underlines the pleasing overall sales performance in our reporting segments. We supplement this information by reporting on the performance of our core products of electricity, heating energy, gas and water.

The positive sales performance in the Generation and Infrastructure reporting segment was driven above all by the expansion in renewable energies, the incineration of waste and generation of energy at the Leuna location and the grid business.

In Sales and Services, our strongest reporting segment in terms of sales, we managed to significantly boost sales in the new market segment of renewable energies direct marketing via the market premium model. The market and management premiums are recognised as sales in this segment. We use this model both for group-internal renewable energies plants and for a growing number of external customers who have chosen MVV Energie as their direct marketing service partner. Further sales drivers included the expansion in business volumes in the nationwide gas sales business and weather-related growth in district heating and gas turnover.

These factors were supplemented by price adjustments introduced as of 1 January 2013 on account of the higher allocation under the German Renewable Energies Act (EEG allocation) and other government-imposed duties. Our companies passed on the charges resulting from higher allocations, a factor over which they have no influence, to their customers.

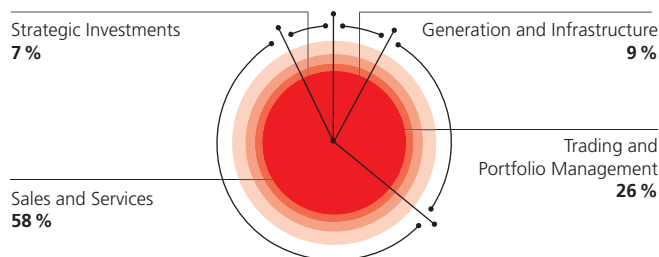
The increase in sales in the Trading and Portfolio Management reporting segment was due above all to higher gas trading volumes. This segment also includes sales generated by directly marketing electricity volumes on the spot market at the EEX electricity exchange.

The sales performance of the Strategic Investments reporting segment was marked by the discontinuation of sales contributions from Stadtwerke Solingen. Furthermore, sales here were also affected by the loss of a major customer in the electricity business at Stadtwerke Ingolstadt.

**External sales of the MVV Energie Group**  
First nine months, 1.10. to 30.6.

Euro million	2012/13	2011/12	% change
Generation and Infrastructure	284	248	+ 15
Trading and Portfolio Management	833	750	+ 11
Sales and Services	1 838	1 651	+ 11
Strategic Investments	209	326	- 36
Other Activities	2	3	- 33
<b>Total</b>	<b>3 166</b>	<b>2 978</b>	<b>+ 6</b>
of which electricity sales	1 752	1 780	- 2
of which heating energy sales	386	352	+ 10
of which gas sales	719	520	+ 38
of which water sales	73	81	- 10

**Share of external sales of the MVV Energie Group by reporting segment**  
First nine months of 2012/13



## Renewable energies generation volumes

Feed-in volumes at the MVV Energie Group from electricity generated from renewable energies and the biogenic share of waste and refuse-derived fuels rose year-on-year by 6 % to 562 million kWh in the first nine months of 2012/13. We owe this growth to the increase in electricity feed-in volumes from our wind power plants, which doubled year-on-year in the first nine months. This development was driven in particular by the seven wind farms acquired from Iberdrola Deutschland GmbH, which we pooled at our subsidiaries Windenergie Beteiligungs GmbH and Windenergie NRW GmbH as of 1 January 2013. Furthermore, the wind farms at our subsidiary Energieversorgung Offenbach AG in Kirchberg and Dirhammen also fed more electricity into the grid. By contrast, due to turbine damage we witnessed a lower volume of electricity generated from the biogenic share of waste and refuse-derived fuels incinerated at our plants in Mannheim and Leuna.

The lower volume of electricity generated at biomass power plants was the result of inspection work (Mannheim Biomass Power Plant) and a longer period of downtime due to cleaning and repair work (Königs Wusterhausen) in the 3<sup>rd</sup> quarter of 2012/13.

The new biomethane plant in Klein Wanzleben fed 43 million kWh of biomethane into the public gas grid in the first nine months of the 2012/13 financial year. These volumes are not included in the table below, as the figures presented only refer to electricity volumes. Given that the generation of electricity by way of hydroelectricity and photovoltaics only plays a subordinate role at our Group, the corresponding generation data is only compiled on a year-end basis.

### Electricity generation from renewable energies and biogenic share of waste/RDF at the MVV Energie Group in Germany<sup>1</sup> First nine months, 1.10. to 30.6.

kWh million	2012/13	2011/12	% change
Biomass plants	215	231	-7
of which biomass power plants	210	226	-7
of which biomass cogeneration plants	5	5	0
Biogas plants	14	11	+27
<b>Subtotal for biomass</b>	<b>229</b>	<b>242</b>	<b>-5</b>
Biogenic share of waste/RDF	169	204	-17
Wind power	164	82	+100
	<b>562</b>	<b>528</b>	<b>+6</b>

<sup>1</sup> excluding Czech subgroup

## Development in turnover

We still report on the development in our turnover on a product-oriented basis as well. We have calculated our electricity, heating energy, gas and water sales volumes using the same methods as in the previous year and allocated these volumes to our reporting segments in line with their respective value creation stage.

### Electricity turnover of the MVV Energie Group First nine months, 1.10. to 30.6.

kWh million	2012/13	2011/12	% change
Generation and Infrastructure	56	59	-5
Trading and Portfolio Management	11 325	11 789	-4
Sales and Services	7 889	8 195	-4
of which industrial and commercial customers/secondary distributors	6 533	6 747	-3
of which private and business customers	1 116	1 191	-6
of which services customers	240	257	-7
Strategic Investments	455	1 048	-57
<b>Total</b>	<b>19 725</b>	<b>21 091</b>	<b>-6</b>

Our electricity turnover reduced across all reporting segments. Excluding the impact of the shareholding now sold in Stadtwerke Solingen GmbH, which contributed volumes of 328 million kWh in the previous year, our electricity turnover in the Strategic Investments reporting segment fell year-on-year by 5 % overall.

Electricity generation volumes from the expanded wind power portfolio (see table opposite) are allocated to the Generation and Infrastructure and Trading and Portfolio Management reporting segments. Electricity generation volumes fed into the public grid are marketed by plant operators partly to third parties (external sales) and increasingly via group-internal contract partners for direct marketing. These partners include MVV Energie AG and Energieversorgung Offenbach AG. The Generation and Infrastructure reporting segment only includes that share of electricity generated that is marketed to third parties, i.e. external turnover.

The direct marketing business at the MVV Energie AG sales department is handled via MVV Trading GmbH on the spot market of the European Energy Exchange (EEX). Feed-in volumes marketed here are reported in the Trading and Portfolio Management reporting segment. Due to the new wind farms, trading volumes resulting from direct marketing on the electricity exchange were higher in the first nine months of 2012/13 than in the previous year's period. In the Trading and Portfolio Management reporting segment, however, this growth was more than offset by the fact that most of the purchase and sales volumes are basically traded via calendar year contracts. Contracts for the 2013 calendar year became due for supply for the first time in the 2<sup>nd</sup> and 3<sup>rd</sup> quarters of 2012/13.

However, the volume of these contracts fell short of the comparative figures for the previous year. As a result, electricity turnover in the Trading and Portfolio Management segment fell year-on-year by 4 % in the first nine months of 2012/13.

Electricity turnover in the Sales and Services reporting segment also decreased by 4 %. The reduction among industrial and commercial customers/secondary distributors (– 3 %) reflects the increasingly tough competition in the electricity market. We further boosted our turnover volumes in the nationwide electricity sales business with industrial and commercial customers at MVV Energie AG, but this was insufficient to offset other volume reductions. Electricity turnover with private and business customers fell by 6 %. This was due to competition-related downturns at the MVV Energie AG, Stadtwerke Kiel and Energieversorgung Offenbach subgroups. Services customers (– 7 %) were affected by lower sales volumes in, among other areas, the industrial park business.

The sharp reduction in electricity turnover in the Strategic Investments reporting segment (– 57 %) resulted not only from the loss of sales volumes at Stadtwerke Solingen but also from downturns at our Stadtwerke Ingolstadt shareholding.

**Heating energy turnover of the MVV Energie Group  
First nine months, 1.10. to 30.6.**

kWh million	2012/13	2011/12	% change
Generation and Infrastructure	326	175	+86
Trading and Portfolio Management	—	607	–100
Sales and Services	5 357	4 261	+26
of which industrial and commercial customers/secondary distributors	1 289	582	+121
of which private and business customers	2 466	2 175	+13
of which services customers	1 602	1 504	+7
Strategic Investments	1 125	1 096	+3
<b>Total</b>	<b>6 808</b>	<b>6 139</b>	<b>+11</b>

Heating energy turnover increased year-on-year by 669 million kWh (+ 11 %). The main reason for this substantial growth was the higher volume of district heating turnover in the first nine months of 2012/13, in which weather conditions were notably cooler than one year earlier. Not only that, MVV Umwelt GmbH was able to recommence steam supplies to a large industrial customer whose production facilities had been out of action in the previous year due to a fire. This impacted positively on the Generation and Infrastructure reporting segment.

Alongside the weather-related growth in district heating turnover, the disproportionately marked increase in the Sales and Services reporting segment resulted from a one-off item in the industrial and commercial customers/secondary distributors customer group. In the year under report, supplies to the secondary distributor Fernwärme Rhein Neckar GmbH (FRN), reclassified at the beginning of

the 2012/13 financial year from the Trading and Portfolio Management reporting segment (previous year's period: 607 million kWh) to the Sales and Services reporting segment, took effect. Due to this factor and the positive impact of weather conditions, the industrial and commercial customers/secondary distributors customer group was able to more than offset the reduction in heating energy turnover resulting from the withdrawal of the US Army from the Rhine/Neckar metropolitan region. The 13 % growth with private and business customers was due on the one hand to weather-related factors and on the other to the addition of new customers in those regions where grids have been expanded and made more dense.

We also increased our heating energy turnover with services customers. Here, the 7 % increase was attributable to industrial contracting and the real estate business and was also due in part to weather conditions.

**Gas turnover of the MVV Energie Group  
First nine months, 1.10. to 30.6.**

kWh million	2012/13	2011/12	% change
Generation and Infrastructure	43	—	+100
Trading and Portfolio Management	11 224	6 227	+80
Sales and Services	6 537	6 357	+3
of which industrial and commercial customers/secondary distributors	3 915	3 802	+3
of which private and business customers	2 309	2 208	+5
of which services customers	313	347	–10
Strategic Investments	1 109	1 897	–42
<b>Total</b>	<b>18 913</b>	<b>14 481</b>	<b>+31</b>

Gas turnover showed disproportionately strong growth, rising by 31 %. This increase was driven above all by the Trading and Portfolio Management reporting segment, chiefly as a result of increased gas portfolio management at our MVV Trading GmbH subsidiary.

The gas turnover in the Generation and Infrastructure reporting segment is attributable to the new biomethane plant in Klein Wanzleben, which generated 43 million kWh of gas and fed this into the public grid in the first nine months of 2012/13.

In the Sales and Services reporting segment, gas turnover showed a slight overall increase of 3 %. Gas turnover with industrial and commercial customers/secondary distributors, the largest customer group in terms of volumes, also rose by 3 %. Alongside cooler weather conditions, this growth was driven by the further successful expansion in nationwide gas sales with industrial and commercial customers at MVV Energie AG. The higher gas turnover with private and business customers (+ 5 %) primarily resulted from the 2012/13 heating period, which was not only cooler but also longer than in the previous year. This factor more than offset the downturn in turnover we had to absorb due to competition-related customer losses.

The sharp decline of 42 % reported for Strategic Investments was chiefly due to the loss of sales volumes at Stadtwerke Solingen. Adjusted for this item (496 million kWh), gas turnover in the Strategic Investments reporting segment fell year-on-year by 21 %. Here, the positive impact of weather conditions was insufficient to offset downturns in volumes at Stadtwerke Ingolstadt and Köthen.

**Water turnover of the MVV Energie Group  
First nine months, 1.10. to 30.6.**

Water in m <sup>3</sup> million	2012/13	2011/12	% change
Generation and Infrastructure	—	—	—
Trading and Portfolio Management	—	—	—
Sales and Services	34.1	34.7	-2
of which industrial and commercial customers/secondary distributors	5.0	5.1	-2
of which private and business customers	28.8	29.3	-2
of which services customers	0.3	0.3	0
Strategic Investments	1.0	4.8	-79
<b>Total</b>	<b>35.1</b>	<b>39.5</b>	<b>-11</b>

Water turnover showed a sharp decline of 4.4 million m<sup>3</sup>, a development largely resulting from the loss of turnover due to the sale of the stake in Stadtwerke Solingen. Excluding this item, water turnover reduced by 1% in the nine-month period under report. The persistent decline in volumes over many years shows that customers are generally putting water to more careful use.

**Combustible waste delivered at the MVV Energie Group  
First nine months, 1.10. to 30.6.**

tonnes 000s	2012/13	2011/12	% change
Generation and Infrastructure	1 174	1 190	-1
Trading and Portfolio Management	—	—	—
Sales and Services	116	121	-4
Strategic Investments	116	104	+12
<b>Total</b>	<b>1 406</b>	<b>1 415</b>	<b>-1</b>

The volume of waste and timber delivered fell year-on-year by 1 % in the first nine months of 2012/13. This decline resulted in part from lower combustible waste deliveries reported for the Generation and Infrastructure reporting segment in connection with the energy from waste plant in Leuna and the biomass power plants in Mannheim and Königs Wusterhausen. The lower volumes supplied in the Sales and Services segment related to the refuse-derived fuel power plants in Gersthofen and Korbach. These factors were countered by higher deliveries in the Strategic Investments reporting segment, attributable in this case to the biomass cogeneration plant at the Czech subsidiary IROMEZ s.r.o., Pelhřimov.

**Development in further key items  
in the income statement**

While the figures reported for the first nine months of the previous year in the consolidated income statement as of 30 June 2013 still include income and expenses at the proportionately consolidated company Stadtwerke Solingen, the sale of this shareholding in September 2012 means that these items are no longer included in the figures stated for the nine months under report.

**COST OF MATERIALS** rose by 7 % to Euro 2 517 million in the first nine months of 2012/13. Consistent with the growth in sales, which resulted partly from weather conditions, corresponding additional expenses were incurred for energy procurement.

At Euro 244 million, **PERSONNEL EXPENSES** in the first nine months of 2012/13 were Euro 4 million lower than in the previous year's period. This reduction chiefly resulted from the discontinuation of personnel expenses reported for Stadtwerke Solingen. This item was opposed by collectively agreed pay increases and expenses at newly consolidated companies. Further details about the development in personnel can be found on ► Page 7.

Excluding IAS 39 items, **OTHER OPERATING INCOME** fell year-on-year by Euro 30 million to Euro 55 million in the first nine months of 2012/13. This was mainly due to lower income from reversals of provisions and from disposals of assets.

At Euro 142 million, **OTHER OPERATING EXPENSES**, also excluding IAS 39 measurement items, were at the same level as in the first nine months of the previous year. Given our increased activities in the UK in connection with the major construction projects in Plymouth and Ridham Dock, both our foreign currency income and our expenses for foreign currency items have risen.

In the income statement, the IAS 39 measurement items are included under other operating income and other operating expenses. Their net balance resulted in a negative net measurement item of Euro -5 million in the first nine months of 2012/13, following a higher negative measurement item of Euro -31 million in the previous year. The IAS 39 items reflect the development in market prices on the commodities and energy markets. As of 30 June 2013, market prices were lower than when the respective hedging transactions were concluded. IAS 39 measurement has no impact on payments, neither does it affect our operating business or dividend.

Our high level of investment impacted on **DEPRECIATION**, which increased year-on-year by Euro 3 million to Euro 123 million in the first nine months of 2012/13.



## Reconciliation with adjusted EBIT

For internal management purpose, we refer to **ADJUSTED EBIT**. To calculate this key operating earnings figure before interest and taxes on income, we on the one hand eliminate the negative earnings items resulting from the fair value measurement of derivatives required by IAS 39 as of the reporting date, amounting to Euro –5 million as of 30 June 2013 and to Euro –31 million as of 30 June 2012. Furthermore, we eliminate income of Euro 7 million resulting from a provision reversed in the 1<sup>st</sup> quarter of 2012/13 and already reported in the income statement of the MVV Energie Group as of 31 December 2012. This provision had been recognised in the 2010/11 financial year for restructuring measures and was adjusted to account for new information. We add interest income from finance leases, which is reported below EBIT in the income statement, to our adjusted EBIT figure. This income is attributable to contracting projects and forms part of our operating business. In the following table we show how we reconcile the EBIT reported in the income statement with the more meaningful adjusted EBIT figure.

### Reconciliation of EBIT (income statement) with adjusted EBIT First nine months, 1.10. to 30.6.

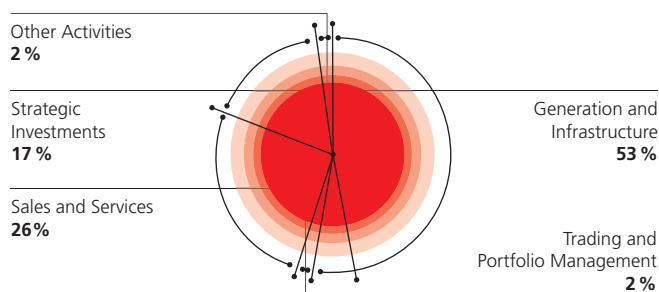
Euro million	2012/13	2011/12	+/- change
EBIT as reported in income statement	218	192	+26
Derivative measurement item under IAS 39	+5	+31	–26
Restructuring expenses	–7	—	–7
Interest income from finance leases	+3	+3	0
<b>Adjusted EBIT</b>	<b>219</b>	<b>226</b>	<b>–7</b>

The following table presents the development in earnings contributions from individual reporting segments.

### Adjusted EBIT of the MVV Energie Group by reporting segment First nine months, 1.10. to 30.6.

Euro million	2012/13	2011/12	% change
Generation and Infrastructure	115	114	+1
Trading and Portfolio Management	4	13	–69
Sales and Services	58	45	+29
Strategic Investments	37	43	–14
Other Activities	5	11	–55
<b>Total</b>	<b>219</b>	<b>226</b>	<b>–3</b>

### Share of adjusted EBIT of the MVV Energie Group by reporting segment First nine months of 2012/13



At Euro 219 million, adjusted EBIT for the first nine months of 2012/13 was Euro 7 million lower than the previous year's figure, having still matched the previous year's figure of Euro 180 million in the 1<sup>st</sup> half of 2012/13. Some of the negative factors already described in the 1<sup>st</sup> half of 2012/13 continued to adversely influence earnings in the following three months. That is also the reason for the Euro 7 million shortfall in adjusted EBIT in the 3<sup>rd</sup> quarter of 2012/13 compared with the previous year's quarter, in which these factors had not yet taken effect. Overall, our earnings performance reflects the further deterioration in the market and underlying conditions in the energy industry, a development which our Group too was unable to escape.

Our earnings performance was the result of a number of opposing operating factors. Earnings for the first nine months of 2012/13 benefited from the fact that, unlike in the previous year, no charges were incurred due to turbine damage at the joint power plant in Kiel (Gemeinschaftskraftwerk Kiel – GKK). Not only that, earnings benefited from positive items due to higher district heating and gas sales volumes on account of the colder and longer heating period in the first nine months of 2012/13 compared with the previous year's period. Our strategic investments in renewable energies also impacted positively on our operating earnings for the first nine months of 2012/13. This was particularly true for the expansion in our wind power portfolio and the biomethane plant now in operation in Klein Wanzleben.

These positive factors were opposed by higher negative items. Earnings were adversely affected in particular by the persistently low margin achieved from generating electricity from hard coal (clean dark spread). CO<sub>2</sub> emission rights, previously allocated free of charge, have had to be purchased in full since January 2013, a factor that impacted negatively on the year-on-year development in earnings in the 3<sup>rd</sup> quarter of 2012/13. The same is true for the lower waste prices in force at the Mannheim location since January 2013. Together with increased charges for turbine damage repairs, these negatively influenced earnings at our Umwelt subgroup. Not only that, earnings for the first nine months of 2012/13 were also affected by the discontinuation of earnings contributions previously received from Stadtwerke Solingen.

The **FINANCIAL RESULT**, which, as presented above, we adjust to eliminate interest income from finance leases, deteriorated year-on-year from Euro –49 million to Euro –52 million. The development in our financial result – the net balance of financing expenses and financing income – was chiefly influenced by higher financing expenses. In the period under report, these were affected above all by higher interest expenses on loans taken up for long-term investment financing purposes.

Net of the adjusted financial result, our **ADJUSTED EBT** amounted to Euro 167 million in the first nine months of 2012/13, as against Euro 177 million in the previous year's period. The tax rate applied to adjusted EBT, which we base on the tax rate expected for the 2012/13 financial year as a whole, amounts to 31.6 % (previous year: 31.9 %).

The lower level of pre-tax earnings in the first nine months of 2012/13 led to slightly lower adjusted taxes on income, which amounted to Euro 53 million (previous year: Euro 57 million). Net of these taxes, the **ADJUSTED NET SURPLUS FOR THE PERIOD** for the first nine months of 2012/13 amounted to Euro 114 million (previous year: Euro 121 million).

Net of the adjusted share of earnings attributable to minority interests, which due to higher earnings at the Energieversorgung Offenburg and Stadtwerke Kiel subgroups rose year-on-year from Euro 15 million to Euro 24 million in the first nine months of 2012/13, the MVV Energie Group reported an **ADJUSTED NET SURPLUS FOR THE PERIOD AFTER MINORITY INTERESTS** of Euro 90 million in the first nine months of 2012/13. This key figure was thus Euro 16 million (–15 %) lower than the figure of Euro 106 million reported for the first nine months of 2011/12. Calculated on this basis, **ADJUSTED EARNINGS PER SHARE** amounted to Euro 1.37 in the first nine months of 2012/13, as against Euro 1.60 in the previous year's period. As in the previous year, the number of shares amounted to 65.9 million.

## • **Net Asset and Financial Position**

**TOTAL ASSETS** at the MVV Energie Group reached Euro 4.41 billion as of 30 June 2013 and were thus Euro 336 million (+8 %) higher than at the end of the 2011/12 financial year (30 September 2012).

On the asset side, **NON-CURRENT ASSETS** rose by Euro 98 million, or 3 %, compared with the balance sheet date on 30 September 2012. This was due in particular to increases in property, plant and equipment. Based on the net balance of investments on the one hand and disposals of assets and depreciation on the other, this item grew by Euro 112 million. At Euro 2.37 billion, property, plant and equipment account for 54 % of total assets. Further details about the development in investments can be found on the following page.

The increase in property, plant and equipment was countered by a Euro 23 million reduction in other receivables and assets. This item was affected on the one hand by the reclassification of non-current receivables as current items in line with their respective maturities and on the other by the fact that market developments required energy trading transactions recognised under IAS 39 to be valued lower at 30 June 2013.

**CURRENT ASSETS** rose to Euro 1.45 billion, up Euro 238 million (+20 %) compared with the balance sheet date on 30 September 2012. This development was chiefly due to increases in both trade receivables and current other receivables and assets. Current assets account for a 33 % share of total assets.

Due to seasonal factors, trade receivables rose to Euro 601 million, up Euro 126 million compared with the balance sheet date on 30 September 2012. This is because customer instalments paid in the winter half year are generally insufficient to offset the higher volume of energy turnover in these months. Past experience shows that the volume of receivables gradually reduces in the further course of the financial year.

The main reason for the increase in current other receivables and assets to Euro 429 million, up Euro 162 million compared with 30 September 2012, was the reclassification of derivatives recognised under IAS 39 from non-current receivables to current receivables. Receivables for security deposits to reduce counterparty risk amounted to Euro 86 million on 30 June 2013, as against Euro 72 million at the balance sheet date on 30 September 2012. At Euro 327 million as of 30 June 2013, cash and cash equivalents were Euro 51 million lower than on 30 September 2012. This reduction was due on the one hand to payment of the dividend for the 2011/12 financial year following the Annual General Meeting in March 2013 and on the other to funds used to finance our major investment projects.



On the liabilities side, the **EQUITY** of the MVV Energie Group rose to Euro 1.33 billion, up Euro 28 million (+ 2 %) compared with 30 September 2012. This increase resulted from the higher net surplus for the period less the dividend distribution.

Starting in the 2012/13 financial year, the MVV Energie Group has changed the option used to offset actuarial gains and losses for defined benefit obligations. We now recognise these gains and losses under other comprehensive income (► *Statement of Changes in Equity on Page 22*). The previous year's figures have been adjusted accordingly. The respective balance sheet items in the interim consolidated financial statements as of 30 June 2013 thus deviate from the figures published in the 2011/12 Annual Report.

For group management purposes, we also adjust our consolidated balance sheet to eliminate cumulative IAS 39 measurement items. We reduce the asset side by the positive fair values of derivatives and allocable deferred taxes. These amounted to Euro 215 million as of 30 June 2013, compared with Euro 247 million as of 30 September 2012. On the capital side, we eliminate negative fair values and allocable deferred taxes from liabilities. As of 30 June 2013, these amounted to Euro 320 million, as against Euro 336 million as of 30 September 2012. We eliminate the resultant net balance from equity. This amounted to Euro 105 million as of 30 June 2013, compared with Euro 89 million as of 30 September 2012. Calculated on this adjusted basis, adjusted equity amounted to Euro 1.43 billion as of 30 June 2013, as against Euro 1.39 billion on 30 September 2012. As a percentage of the adjusted total assets of Euro 4.08 billion (30 September 2012: Euro 3.85 billion), the adjusted equity ratio amounted to 35.2 % as of 30 June 2013, compared with 36.1 % as of 30 September 2012.

**NON-CURRENT DEBT** decreased to Euro 1.74 billion, down Euro 140 million compared with the balance sheet date on 30 September 2012 (Euro 1.88 billion). This reduction was chiefly due to lower non-current financial debt, which fell by Euro 117 million compared with the balance sheet date on 30 September 2012. This in turn was the result of remaining terms being reclassified as current items, a factor that more than compensated for loans newly taken up. This item was countered by a Euro +9 million increase in non-current provisions and a Euro +6 million increase in deferred tax liabilities. Non-current other liabilities reduced by Euro 39 million compared with 30 September 2012. The main reason here was the reclassification of non-current liabilities as current items in line with their respective maturities.

**CURRENT DEBT** grew to Euro 1.34 billion, up Euro 448 million on 30 September 2012. This growth was driven above all by increases both in current financial debt and in current other liabilities and trade payables. The increase in current financial debt resulted from the aforementioned reclassifications of remaining terms from non-current to current items. Similarly, the rise in current other liabilities was due to non-current other liabilities being classified as current items in line with their respective maturities. The current other liabilities reported as of 30 June 2013 include security deposits to reduce counterparty risk (margins) at an amount of Euro 1 million, as against Euro 6 million as of 30 September 2012. Further details can be found under ► *Notes to Balance Sheet in the Interim Consolidated Financial Statements from Page 28 onwards*.

### Investments

In the 3<sup>rd</sup> quarter, we further stepped up the pace of investment even compared with the high level already seen in the 1<sup>st</sup> half of 2012/13 (Euro 164 million). In the first nine months of the 2012/13 financial year, the MVV Energie Group thus invested a total of Euro 256 million, compared with Euro 196 million in the equivalent period in the previous year. Of total investments, Euro 206 million (80 %) was channelled into growth investments and Euro 50 million (20 %) into modernising our plants and grids, i.e. into our existing business.

Our investments in the first nine months of 2012/13 focused on our Generation and Infrastructure reporting segment. Particularly worthy of mention here are the construction of the energy from waste plant in Plymouth and the biomass power plant at Ridham Dock in our environmental energy business, the acquisition of Iberdrola's German wind farms, the construction of the district heating storage facility on the site of the large power plant in Mannheim (Grosskraftwerk Mannheim – GKM) and the expansion and concentration of district heating grids, especially at the Mannheim location.

#### Investments of the MVV Energie Group by reporting segment First nine months, 1.10. to 30.6.

Euro million	2012/13	2011/12
Generation and Infrastructure	223	154
Trading and Portfolio Management	1	4
Sales and Services	10	16
Strategic Investments	12	10
Other Activities	10	12
<b>Total</b>	<b>256</b>	<b>196</b>

## Financial position and cash flow

Due to increased loans taken up to finance investments, current and non-current financial debt rose to Euro 1.53 billion as of 30 June 2013, up Euro 121 million compared with the balance sheet date for the 2011/12 financial year (30 September 2012). Net financial debt (current and non-current financial debt less cash and cash equivalents) also increased, rising by Euro 172 million compared with 30 September 2012 to Euro 1.20 billion as of 30 June 2013.

Year-on-year, the **CASH FLOW BEFORE WORKING CAPITAL AND TAXES** increased by Euro 14 million to Euro 367 million in the nine-month period. This increase was driven above all by the improvement in the net surplus for the period before taxes on income. The IAS 39 measurement reflected in the net surplus for the period before taxes on income did not affect this cash flow item, as it was eliminated within other non-cash income and expenses.

The **CASH FLOW FROM OPERATING ACTIVITIES** improved over the period under comparison from Euro –15 million in the first nine months of the previous year to Euro +142 million in the first nine months of 2012/13. Alongside the improvement in the net surplus before taxes on income, this was also due to the development in working capital.

Net of an amount of Euro 186 million for cash-effective investments in intangible assets, property, plant and equipment and investment property (previous year: Euro 185 million), we reported a negative **FREE CASH FLOW** of Euro –44 million for the first nine months of 2012/13. Our free cash flow thus improved by Euro 156 million compared with the equivalent figure of Euro –200 million for the first nine months of 2011/12.

At Euro –190 million, the **CASH FLOW FROM INVESTING ACTIVITIES** was lower in the first nine months of 2012/13 than the figure of Euro –165 million in the previous year's period. This development resulted on the one hand from higher outlays for investments in property, plant and equipment and financial assets and on the other hand from lower proceeds from disposals of assets.

Net borrowing for investment projects and to build up a strategic financing reserve was higher in the first nine months of the 2011/12 financial year than in the nine months under report. As a result, the **CASH FLOW FROM FINANCING ACTIVITIES** was negative at Euro –10 million in the first nine months of 2012/13. This cash flow item had been positive at Euro 141 million in the first nine months of the previous year.

In its ► *Cash Flow Statement on Pages 23 and 24*, the MVV Energie Group reported cash and cash equivalents of Euro 327 million as of the balance sheet date on 30 June 2013 (previous year: Euro 129 million). The higher volume of cash and cash equivalents in the first nine months of 2012/13 was mainly due to funds received from the sale of the shareholding in Stadtwerke Solingen and from a long-term investment loan provided by the European Investment Bank (EIB).

## Professional financial management

MVV Energie AG and our Group's municipal utility companies have bilateral credit lines. The MVV Energie AG parent company procures the additional capital its shareholdings need for investments on a centralised basis on the market and then makes this available to its shareholdings by way of shareholder loans. Particular challenges here relate to financing large-scale investments in the wind power business, as well as to the major construction projects in the UK – the cogeneration-based energy from waste plant in Plymouth and the biomass power plant in Ridham Dock. Given these large investments in the UK, whose overall financing we have secured on a long-term basis, the development in the euro/sterling exchange rate is becoming an increasingly important factor for our group earnings.

## OPPORTUNITY AND RISK REPORT

Our group-wide risk management system serves to continually manage opportunities and risks. We aggregate all events with the potential to significantly affect our budgeted annual earnings either positively or negatively into an opportunity/risk profile. We accord particular priority to permanently monitoring the most important individual risks so as to detect any potential risks to our continued existence at an early stage and enable us to introduce suitable countermeasures. The risk categories and factors with the potential to significantly influence our earnings have remained unchanged compared with those presented in our 2011/12 Annual Report.

Developments in prices on both procurement and sales markets harbour risks for our company. The generation margin for our conventional electricity generation remains at a historic low – a difficult market situation. By working with an adequate hedging strategy, we are attempting to cushion any extreme fluctuations in our generation margin.

Weather conditions are highly significant for our operating business earnings, especially during the heating period, as they determine our heating energy and gas turnover. In the 3<sup>rd</sup> quarter of 2012/13 it was notably cooler than expected, particularly in April and May 2013. Wind power output remained consistently below average in the first three quarters.

The stable operation of our plants is also a major factor for our operating earnings. The 3<sup>rd</sup> quarter of 2012/13 did not witness any notable periods of downtime due to technical reasons.

We have a broad-based customer portfolio and exercise care when selecting business partners. We are nevertheless exposed to risks, for example receivables defaults, particularly in long-term supply relationships such as those agreed within contracting agreements.

Furthermore, earnings in our grid business might be influenced by changes in the conditions governing incentive regulation, which may also arise retrospectively in some cases. Further uncertainties relate to new legal or regulatory requirements and new legal pronouncements. These have the potential to affect our earnings either negatively or positively.

The Executive Board assessment of our overall risk situation in the first nine months of 2012/13 did not identify any indications that the company's continued existence could be threatened by existing or future risks.

## EVENTS AFTER BALANCE SHEET DATE

Other than the factors outlined below, there were no material changes in the underlying framework for our business between the balance sheet date on 30 June 2013 and the preparation of the interim consolidated financial statements for the 3<sup>rd</sup> quarter of 2012/13.

### Sale of shares at MVV Czech subgroup

Our Czech subgroup MVV Energie CZ is one of the largest district heating suppliers in the Czech Republic, with operations to date in 17 towns and cities. On 27 June, MVV Energie CZ and the town of Jablonec agreed that the 65.78 % stake held by MVV Energie CZ in the district heating company Jablonecká teplárenská a realitní a.s. (JTR) would be sold to the town of Jablonec nad Nisou, which already holds the remaining 34.22 % stake. As of the balance sheet date on 30 June 2013, the JTR shareholding earmarked for sale has been recognised as an "asset held for sale". The sale of the shareholding was completed on 17 July 2013. This sale will not impact on our ongoing growth-driven strategy, neither will it affect our continuing strong position in the Czech market. In recent years, we have made targeted investments in an efficient, environmentally-friendly heating energy supply and in cogeneration at numerous locations and will continue to do so in future.

### Kielspeicher 103 GmbH & Co. KG, Kiel

Due to the exit of the joint venture partner in July 2013, the company Kielspeicher 103 GmbH & Co. KG, Kiel, will be included in the MVV Energie Group as a fully consolidated company in the 4<sup>th</sup> quarter of 2012/13.

### Study on competitive premium system compiled

In early July 2013, MVV Energie contributed to the discussions surrounding the future market design for renewable energies in Germany with its own study on the introduction of a competitive premium system. The study is based on the finding that – alongside revenues generated from electricity actually supplied (energy-only market) – for the foreseeable future electricity generated from renewable energies will require a further source of refinancing. In the medium and long term, this should increasingly be organised in competitive procedures, i.e. by way of auctions.

### New CMO appointed

On 24 July 2013, the Supervisory Board of MVV Energie AG appointed Ralf Klöpfer as our company's new Chief Marketing Officer and Executive Board member. He will succeed Matthias Brückmann from 1 October 2013. Ralf Klöpfer can contribute more than 20 years of experience in the energy industry.

## OUTLOOK

### Executive Board summary of company development

Our aim remains that of generating profitable growth. We are on the right course to exploit the economic opportunities offered by the energy generation system change to our benefit. We acted early to set course for the future and are maintaining a high pace of investment. Our investments will continue shape the economic performance of our group of companies. We expect to see positive earnings contributions from our new plants once operations are launched.

### Future macroeconomic developments

In their 2013 spring survey, leading German economic research institutes forecast a slow recovery in the German economy as the year progresses, with GDP growth of 0.8 % for 2013 as a whole. This growth will be driven in particular by the domestic economy. The outlook for the year is subject to risks resulting from the ongoing uncertainty surrounding future developments in European countries affected by the crisis.

### Future industry situation

The energy industry situation and market are set to remain difficult – for all market players and thus also for our company. We need a sustainable overall concept, high-quality project management and a reliable political framework to enable the energy system conversion to be structured in a targeted, sustainable manner. We do not expect to see any far-reaching energy policy decisions before the General Election in September 2013. For the period after the election, however, the need for action in terms of energy policy is already clear:

- The German Renewable Energies Act (EEG) has facilitated a high pace of expansion in renewable energies. In future, however, this instrument will have to be developed further to achieve higher cost efficiency.
- The introduction of the “cold reserve” means that initial measures have already been taken to secure the electricity supply. Here, too, however, a more competitive solution – such as the strategic reserve proposed by the industry – would be desirable.
- The economic viability of conventional power plants, which will still be necessary for the foreseeable future to support renewable energies generation volumes, is coming under increasing pressure due to the low level of electricity prices and lower capacity utilisation rates. It should therefore be reviewed whether capacity mechanisms will be required in the medium and long term to ensure an adequate level of generation capacity.

The market model currently in place in Germany only honours electricity generation, but not the availability of necessary capacities. From our point of view, there will be no alternative to capacity mechanisms in the medium term. The so-called cold reserve and its further development into a strategic reserve represent a sensible transitional solution in this respect.

### Further consistent implementation of strategic alignment

We are continuing to implement our forward-looking group strategy in a targeted manner. Here, we are concentrating on expanding renewable energies and enhancing energy efficiency. We are making focused investments in onshore wind power, biomass and biogas, cogeneration, environmentally-friendly district heating and energy from waste.

The growth fields we have defined are consistent with energy policy objectives. We can therefore reaffirm our strategic alignment. Further details can be found in the chapter ► *Corporate Strategy on Pages 5 and 6 of this financial report.*

### Future markets, products and services

One key focus of our expansion of renewable energies is **ONSHORE WIND POWER**. The MVV Energie Group is currently making great efforts to extend its wind power portfolio, especially in the south and west of Germany. Here, we are relying on proprietary development of new wind projects. We only plan wind power plants in locations offering the necessary wind conditions, where the plants satisfy our economic and ecological standards and where they are also supported by the local population. In our projects, we inform our municipal and regional partners fairly and transparently from the very outset and enable them to participate in implementing the projects.

Following the **BIOMETHANE PLANT** already in operation in Klein Wanzleben, we are now implementing an identical second biomethane project in Kroppenstedt (Sachsen-Anhalt). This is expected to be connected to the grid at the end of 2013. This plant too will then generate around 63.5 million kWh of biomethane a year and feed this into the public natural gas grid.

We are further expanding and increasing the density of our **DISTRICT HEATING GRIDS** in Mannheim, Kiel, Offenbach, Ingolstadt and at individual locations at our Czech subgroup MVV Energie CZ.

Construction work on the modern, energy-efficient Block 9 at the large power plant in Mannheim (Grosskraftwerk Mannheim – GKM) is showing visible progress. With this block, we are laying foundations to secure the electricity supply in southern Germany and to enable us to expand the supply of environmentally-friendly district heating in Mannheim and the Rhine/Neckar metropolitan region. Operations here are expected to be launched during the 2015 calendar year. This block will then replace the older Blocks 3 and 4.

The new **DISTRICT HEATING STORAGE FACILITY** which MVV Energie is building on the site of the GKM power plant was integrated into the existing district heating grid from mid-June 2013. Alongside the Mannheim urban area, this grid also supplies the towns of Heidelberg, Schwetzingen, Speyer and the district of Brühl. MVV Energie AG is the economic owner of the district heating storage facility and will also manage its future deployment. Construction work should have been completed by the beginning of the next heating period in autumn 2013.

Operations at the 40-year old **JOINT POWER PLANT IN KIEL** (Gemeinschaftskraftwerk Kiel – GKK) – a joint venture between E.ON Kraftwerks GmbH and our subsidiary Stadtwerke Kiel – are due to expire on schedule at the end of 2015. With a net capacity of 322 MW<sub>e</sub> and 295 MW<sub>t</sub>, the plant is the most important source of heating energy for the city of Kiel. Stadtwerke Kiel is reviewing various options to secure the heating energy supply in Kiel.

In the United Kingdom, construction work on the waste-fired **COGENERATION PLANT** in Plymouth is progressing on schedule. Operations are scheduled to begin in the 2014/15 financial year. After that, the plant should use around 245 000 tonnes of household, commercial and industrial waste a year to generate electricity and heating energy.

The new **BIOMASS POWER PLANT** that we are building at the Riddham Dock location in the south east of England is expected to start operations in spring 2015. This will have a net electricity capacity of 23 MW. The plant is expected to use around 172 000 tonnes of regionally sourced waste timber to generate almost 188 million kWh of electricity a year. Not only that, neighbouring industrial companies should also be supplied with heating energy from the power plant.

In our **SALES** business field, we will be further expanding our nationwide electricity and gas sales with industrial and business customers and our direct marketing of electricity from renewable energies in line with the market premium model.

Decentralised concepts and energy saving and energy efficiency solutions are set to play an increasingly important role for industrial, commercial and real estate companies. We see this trend as harbouring opportunities for MVV Enamic GmbH, our subsidiary in the **ENERGY-RELATED SERVICES BUSINESS**. This company has long-standing contracting experience.

Competition for **CONCESSIONS** has intensified. We are actively participating in this process and aim to maintain and continue our successful partnerships with municipalities. We are also submitting targeted applications for any attractive concessions newly tendered.

### Launch of SEPA

From 1 February 2014, existing national payments systems, such as domestic transfers, debits and later card payments as well, are due to be replaced by SEPA and thus standardised across Europe. With the assistance of SEPA (Single Euro Payments Area), consumers and companies will be able to make non-cash payments in 32 countries across Europe just as easily and quickly as in their home countries. The MVV Energie Group acted early to launch a cross-location project to prepare for this change, which will also involve some alterations for our customers.

### Future research and development activities

The Smart Grid Integration (SGI) research project, with a three-year term, is being subsidised with a total of Euro 2.5 million by the Federal Ministry for Education and Research (BMBF) within its Electro-Mobility South West model cluster. Since 1 January 2013, five project partners, with MVV Energie as consortium leader, have been investigating energy management systems intended to help ensure grid stability given rising number of electric vehicles in the medium term. Not only that, these systems might also be able to help integrate renewable energies into the energy system by charging the batteries of electric vehicles in periods of high wind and solar power production.

### Expected earnings position

The transformation in the energy system, volatile energy markets and uncertain legal framework make it difficult to issue any reliable earnings forecast. The results of the General Election in September 2013 could also affect further developments from the 2013/14 financial year onwards.



### Expected sales performance

Based on the growth achieved in the first nine months of 2012/13, we currently expect our sales (excluding electricity and natural gas taxes) for the 2012/13 financial year as a whole to slightly exceed the high level of Euro 3.89 billion reported for the previous year. This growth has been driven on the one hand by the higher sales volumes reported in the district heating and gas businesses due to cooler weather conditions in the 2012/13 heating period and on the other by expected volume growth in the gas portfolio management business and in our nationwide gas sales. Our sales performance will also be positively influenced by the expansion in onshore wind power, the biomethane plant in Klein Wanzleben and price adjustments. The energy from waste plant in Plymouth and biomass power plant at Ridham Dock will generate their first sales in the 2014/15 financial year.

### Expected earnings performance

The underlying framework and market expectations for the overall energy sector have shown a further significant deterioration. This is particularly true of wholesale electricity prices, which have fallen to historic lows. Volatile and rapidly growing volumes of solar and wind power fed into the grid are impacting negatively on generation margins at our conventional power plants, and thus also on the further development in our operating earnings in the 2012/13 financial year. Not only that, CO<sub>2</sub> emission rights, previously allocated free of charge, have had to be purchased in full since January 2013. The margins achieved from generating electricity from hard coal are determined by wholesale market electricity prices on the one hand and by coal procurement costs, including the euro/dollar exchange rate and the price of emission rights, on the other.

Current developments in electricity prices have had an adverse impact on our MVV Umwelt subgroup in particular, as any changes in electricity prices have a prompt impact on operating earnings. To limit the effects of volatile prices, we liaise closely with MVV Trading GmbH to market the overwhelming share of the electricity volumes generated at our cogeneration plants. Furthermore, the earnings contribution at our MVV Umwelt subgroup is significantly influenced by waste revenues, as well as by operating and maintenance costs.

Alongside these factors and weather conditions, our operating earnings are also influenced by developments in competition, the regulatory climate in the grid, sales and trading businesses, as well as by additional costs resulting from implementing legal requirements. Year-on-year, our earnings have also been influenced by the discontinuation of earnings previously contributed by Stadtwerke Solingen.

After the first nine months of 2012/13, we are upholding the earnings forecast already communicated in our financial report for the 1<sup>st</sup> half of 2012/13. Overall, from an operating perspective we expect our adjusted EBIT for the 2012/13 financial year as a whole to fall around 5 % short of the figure of Euro 223 million reported for the 2011/12 financial year.

### Investments and future net asset and financial position

MVV Energie continues to enjoy good access to the financial market and has no difficulties in covering its liquidity needs.

Our high equity ratio of 35.2 % provides a strong foundation for obtaining a balanced mix of financing for investments. We finance investments in our existing business from depreciation. In our growth business, we draw on the cash flow from operating activities and on optimised project-based financing facilities. Moreover, we pool projects that are structurally similar and have comparable terms and take up funds for these projects on the capital market. To optimise our financing costs, we permanently and closely monitor other sources of financing as alternatives to the bank market. One example here is the intensification in our activities on the promissory note bond market. As guidelines for debt-financed growth, we have defined various key financial figures and also comply with these. This way, we can continue to ensure that the implied rating of the MVV Energie Group remains at investment grade level.

### Future opportunities and risks

No additions have been made to the risk categories listed in the ► *Opportunity and Risk Report from Page 87 onwards of our 2011/12 Annual Report*. Alongside basic factors with the potential to influence our earnings every financial year, such as weather conditions, we see our large-scale investment projects as a particular source of uncertainties – such as those involved in any construction project – in the coming financial years. Given the major projects in Plymouth and Ridham Dock in the UK, the development in the euro/sterling exchange rate will gain in significance as a factor influencing our future earnings. The far-reaching transformation in the energy industry harbours both opportunities and risks in terms of generating profitable growth in the medium and long term. From a current perspective, there are no indications of any risks that could endanger the continued existence of the company in the course of the 2012/13 financial year or beyond.

## INCOME STATEMENT

from 1.10.2012 to 30.6.2013

Income statement of the MVV Energie Group					
Euro 000s	1.4.2013 to 30.6.2013	1.4.2012 to 30.6.2012	1.10.2012 to 30.6.2013	1.10.2011 to 30.6.2012	Notes
Sales	986 789	944 629	3 330 712	3 171 028	
less electricity and natural gas taxes	51 372	56 321	164 227	192 894	
<b>Sales less electricity and natural gas taxes</b>	<b>935 417</b>	<b>888 308</b>	<b>3 166 485</b>	<b>2 978 134</b>	1
Changes in inventories	-4 244	-5 541	- 605	-1 199	
Own work capitalised	3 810	2 891	9 202	7 039	
Other operating income	10 125	38 152	279 762	247 950	2
Cost of materials	762 079	710 299	2 516 507	2 348 263	
Personnel expenses	80 511	81 988	244 236	248 321	
Other operating expenses	30 345	55 555	371 655	335 901	2
Income from associates	3 674	5 539	10 079	10 948	3
Other income from shareholdings	71	1 528	1 373	1 511	
<b>EBITDA<sup>1</sup></b>	<b>75 918</b>	<b>83 035</b>	<b>333 898</b>	<b>311 898</b>	
Depreciation	41 830	39 950	123 020	119 956	
<b>EBITA</b>	<b>34 088</b>	<b>43 085</b>	<b>210 878</b>	<b>191 942</b>	
Restructuring expenses	—	—	-7 398	—	4
<b>EBIT</b>	<b>34 088</b>	<b>43 085</b>	<b>218 276</b>	<b>191 942</b>	
of which result of IAS 39 derivative measurement	-3 643	-1 566	-5 115	-31 090	
of which EBIT before result of IAS 39 derivative measurement	37 731	44 651	223 391	223 032	
Financing income	2 271	2 104	7 824	6 581	5
Financing expenses	18 508	17 162	57 679	52 140	5
<b>EBT</b>	<b>17 851</b>	<b>28 027</b>	<b>168 421</b>	<b>146 383</b>	
Taxes on income	5 643	8 878	53 204	47 194	6
<b>Net surplus for period</b>	<b>12 208</b>	<b>19 149</b>	<b>115 217</b>	<b>99 189</b>	
of which minority interests	4 384	3 324	31 158	19 844	
<b>of which share of earnings attributable to shareholders in MVV Energie AG (net surplus for period after minority interests)</b>	<b>7 824</b>	<b>15 825</b>	<b>84 059</b>	<b>79 345</b>	
<b>Basic and diluted earnings per share in Euro</b>	<b>0.12</b>	<b>0.24</b>	<b>1.28</b>	<b>1.20</b>	7

1 before restructuring

## STATEMENT OF INCOME AND EXPENSES RECOGNISED IN GROUP EQUITY

from 1.10.2012 to 30.6.2013

Statement of income and expenses recognised in group equity of the MVV Energie Group				
Euro 000s	1.4.2013 to 30.6.2013	1.4.2012 to 30.6.2012	1.10.2012 to 30.6.2013	1.10.2011 to 30.6.2012
<b>Net surplus for period</b>	<b>12 208</b>	<b>19 149</b>	<b>115 217</b>	<b>99 189</b>
Cash flow hedges	10 241	-21 845	-10 827	-47 491
Differential amounts from currency translation	19	-3 616	1 090	-3 061
<b>Items due to be recycled through profit or loss in subsequent periods</b>	<b>10 260</b>	<b>-25 461</b>	<b>-9 737</b>	<b>-50 552</b>
Actuarial gains and losses	—	—	—	—
<b>Items not due to be recycled through profit or loss in subsequent periods</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>Comprehensive income</b>	<b>22 468</b>	<b>-6 312</b>	<b>105 480</b>	<b>48 637</b>
Minority interests	3 844	109	26 035	11 674
<b>Comprehensive income attributable to shareholders in MVV Energie AG</b>	<b>18 624</b>	<b>-6 421</b>	<b>79 445</b>	<b>36 963</b>



## BALANCE SHEET

at 30.6.2013

Balance sheet of the MVV Energie Group				
Euro 000s	30.6.2013	30.9.2012	1.10.2011	Notes
<b>Assets</b>				
<b>Non-current assets</b>				
Intangible assets	249 491	255 950	309 682	
Property, plant and equipment	2 366 853	2 255 191	2 306 173	
Investment property	297	305	5 885	
Associates	109 695	102 493	101 428	
Other financial assets	95 131	97 519	93 502	
Other receivables and assets	117 530	140 222	135 264	8
Deferred tax assets <sup>1</sup>	27 250	16 564	12 704	9
	<b>2 966 247</b>	<b>2 868 244</b>	<b>2 964 638</b>	
<b>Current assets</b>				
Inventories	54 677	59 609	65 923	
Trade receivables	600 713	474 896	448 056	10
Other receivables and assets	429 409	267 860	219 690	8
Tax receivables	19 051	20 389	6 346	
Securities	2 070	1 990	1 425	
Cash and cash equivalents	326 924	378 368	168 518	11
Assets held for sale	15 168	7 225	—	12
	<b>1 448 012</b>	<b>1 210 337</b>	<b>909 958</b>	
	<b>4 414 259</b>	<b>4 078 581</b>	<b>3 874 596</b>	
<b>Equity and liabilities</b>				
<b>Equity</b>				14
Share capital	168 721	168 721	168 721	
Capital reserve	455 241	455 241	455 241	
Accumulated net income <sup>1</sup>	545 388	517 295	512 030	13
Accumulated other comprehensive income <sup>1</sup>	-52 638	-48 024	-1 386	
<b>Capital of the MVV Energie Group</b>	<b>1 116 712</b>	<b>1 093 233</b>	<b>1 134 606</b>	
Minority interests <sup>1</sup>	212 050	207 132	212 856	
	<b>1 328 762</b>	<b>1 300 365</b>	<b>1 347 462</b>	
<b>Non-current debt</b>				
Provisions <sup>1</sup>	155 745	146 756	121 336	17
Financial debt	1 095 762	1 212 801	933 270	16
Other liabilities	359 487	398 001	346 431	15
Deferred tax liabilities <sup>1</sup>	130 325	124 006	152 032	9
	<b>1 741 319</b>	<b>1 881 564</b>	<b>1 553 069</b>	
<b>Current debt</b>				
Other provisions	69 256	102 240	184 746	17
Tax provisions	25 543	14 302	16 289	
Financial debt	431 328	193 288	322 197	16
Trade payables	386 830	336 583	246 203	
Other liabilities	428 228	249 933	204 141	15
Tax liabilities	1 164	306	489	
Liabilities held for sale	1 829	—	—	12
	<b>1 344 178</b>	<b>896 652</b>	<b>974 065</b>	
	<b>4 414 259</b>	<b>4 078 581</b>	<b>3 874 596</b>	

<sup>1</sup> previous year's figures adjusted. Further details can be found under ► Accounting policies

## STATEMENT OF CHANGES IN EQUITY

from 1.10.2012 to 30.6.2013

### Statement of changes in equity of the MVV Energie Group

Euro 000s	Equity contributed		Equity generated				Capital of the MVV Energie Group	Non-controlling interests	Total capital
	Share capital of MVV Energie AG	Capital reserve of MVV Energie AG	Revenue reserves and unappropriated net income	Differential amount from currency translation	Fair value measurement of financial instruments	Actuarial gains and losses			
<b>Balance at 1.10.2011<sup>1</sup></b>	<b>168 721</b>	<b>455 241</b>	<b>512 030</b>	<b>17 843</b>	<b>-20 392</b>	<b>1 163</b>	<b>1 134 606</b>	<b>212 856</b>	<b>1 347 462</b>
Income and expenses recognised in equity	—	—	—	-2 675	-39 707	—	-42 382	-8 170	-50 552
Result of business operations	—	—	79 345	—	—	—	79 345	19 844	99 189
<b>Comprehensive income for period</b>	<b>—</b>	<b>—</b>	<b>79 345</b>	<b>-2 675</b>	<b>-39 707</b>	<b>—</b>	<b>36 963</b>	<b>11 674</b>	<b>48 637</b>
Dividend distribution	—	—	-59 316	—	—	—	-59 316	-23 239	-82 555
Capital increase/reduction at subsidiaries	—	—	—	—	—	—	—	7 262	7 262
Change in scope of consolidation	—	—	33	—	—	—	33	-1 041	-1 008
<b>Balance at 30.6.2012<sup>1</sup></b>	<b>168 721</b>	<b>455 241</b>	<b>532 092</b>	<b>15 168</b>	<b>-60 099</b>	<b>1 163</b>	<b>1 112 286</b>	<b>207 512</b>	<b>1 319 798</b>
<b>Balance at 1.10.2012<sup>1</sup></b>	<b>168 721</b>	<b>455 241</b>	<b>517 295</b>	<b>15 957</b>	<b>-58 925</b>	<b>-5 056</b>	<b>1 093 233</b>	<b>207 132</b>	<b>1 300 365</b>
Income and expenses recognised in equity	—	—	—	1 430	-6 044	—	-4 614	-5 123	-9 737
Result of business operations	—	—	84 059	—	—	—	84 059	31 158	115 217
<b>Comprehensive income for period</b>	<b>—</b>	<b>—</b>	<b>84 059</b>	<b>1 430</b>	<b>-6 044</b>	<b>—</b>	<b>79 445</b>	<b>26 035</b>	<b>105 480</b>
Dividend distribution	—	—	-59 316	—	—	—	-59 316	-18 570	-77 886
Capital increase/reduction at subsidiaries	—	—	—	—	—	—	—	1 404	1 404
Change in scope of consolidation	—	—	3 350	—	—	—	3 350	-3 951	-601
<b>Balance at 30.6.2013</b>	<b>168 721</b>	<b>455 241</b>	<b>545 388</b>	<b>17 387</b>	<b>-64 969</b>	<b>-5 056</b>	<b>1 116 712</b>	<b>212 050</b>	<b>1 328 762</b>

<sup>1</sup> previous year's figures adjusted. Further details can be found under ► Accounting policies

## CASH FLOW STATEMENT

from 1.10.2012 to 30.6.2013

<b>Cash flow statement of the MVV Energie Group</b>		
Euro 000s	<b>1.10.2012 to 30.6.2013</b>	1.10.2011 to 30.6.2012
Net surplus for period before taxes on income	168 421	146 383
Amortisation of intangible assets, depreciation of property, plant and equipment and investment property	123 020	119 956
Net financial result	49 855	45 559
Interest received	6 055	6 569
Change in non-current provisions	6 085	6 990
Other non-cash income and expenses	13 046	30 571
Result of disposal of non-current assets	805	-2 872
<b>Cash flow before working capital and taxes</b>	<b>367 287</b>	<b>353 156</b>
Change in other assets	-417 906	-447 165
Change in other liabilities	264 240	159 013
Change in current provisions	-32 069	-42 878
Income taxes paid	-39 227	-37 128
<b>Cash flow from operating activities</b>	<b>142 325</b>	<b>-15 002</b>
Payments for investments in intangible assets, property, plant and equipment and investment property	-186 071	-184 869
<b>(Free cash flow)</b>	<b>(-43 746)</b>	<b>(-199 871)</b>
Proceeds from disposals of intangible assets, property, plant and equipment and investment property	4 997	23 466
Proceeds from subsidy payments	6 269	3 458
Proceeds from sale of other financial assets	3 272	4 536
Payments for acquisition of fully and proportionately consolidated companies	-11 388	-3 418
Payments for other financial assets	-7 137	-8 141
<b>Cash flow from investing activities</b>	<b>-190 058</b>	<b>-164 968</b>
Proceeds from taking up of loans	238 541	504 617
Payments for redemption of loans	-120 292	-240 864
Dividend payment	-59 316	-59 316
Dividend payment to non-controlling interests	-18 570	-23 239
Change due to changes in capital at minority shareholders	-2 549	6 733
Interest paid	-47 356	-46 963
<b>Cash flow from financing activities</b>	<b>-9 542</b>	<b>140 968</b>
Cash-effective changes in cash and cash equivalents	-57 275	-39 002
Change in cash and cash equivalents due to currency translation	-2 637	-916
Change in cash and cash equivalents due to changes in scope of consolidation	8 468	399
Cash and cash equivalents at 1.10.2012 (2011)	378 368	168 518
<b>Cash and cash equivalents at 30.6.2013 (2012)</b>	<b>326 924</b>	<b>128 999</b>

## CASH FLOW STATEMENT

from 1.10.2012 to 30.6.2013

### Cash flow – aggregate presentation

Euro 000s	1.10.2012 to 30.6.2013	1.10.2011 to 30.6.2012
<b>Cash and cash equivalents at 1.10.2012 (2011)</b>	<b>378 368</b>	<b>168 518</b>
Cash flow from operating activities	142 325	– 15 002
Cash flow from investing activities	– 190 058	– 164 968
Cash flow from financing activities	– 9 542	140 968
Change in cash and cash equivalents due to currency translation	– 2 637	– 916
Change in cash and cash equivalents due to changes in scope of consolidation	8 468	399
<b>Cash and cash equivalents at 30.6.2013 (2012)</b>	<b>326 924</b>	<b>128 999</b>

## NOTES TO INTERIM CONSOLIDATED FINANCIAL STATEMENTS

from 1.10.2012 to 30.6.2013

### Information about the company

MVV Energie AG has its legal domicile in Mannheim, Germany. It is the parent company of the MVV Energie Group and acts as an energy distribution company and service provider in its value creation stages of Generation and Infrastructure, Trading and Portfolio Management, Sales and Services and Strategic Investments.

These abridged interim consolidated financial statements were prepared by the Executive Board on 12 August 2013. Neither the abridged interim consolidated financial statements nor the interim group management report were subject to any audit review requirement.

### Accounting policies

The abridged interim consolidated financial statements for the period from 1 October 2012 to 30 June 2013 have been prepared in accordance with IFRS accounting requirements as adopted by the EU, and in particular with IAS 34 "Interim Financial Reporting". These interim consolidated financial statements do not include all notes and disclosures required of a complete set of annual financial statements and should therefore be read in conjunction with the consolidated financial statements as of 30 September 2012. No application has been made of published standards and interpretations not yet requiring mandatory application.

Apart from the new requirements outlined below, the accounting policies applied in the interim consolidated financial statements as of 30 June 2013 are therefore consistent with those applied in the consolidated financial statements as of 30 September 2012.

The International Accounting Standards Board (IASB) and the International Financial Reporting Interpretations Committee (IFRIC) have amended and newly adopted some standards and interpretations which require mandatory application for the first time in the abridged interim consolidated financial statements. The following relevant standard has therefore been applied at the MVV Energie Group for the first time in the 2012/13 financial year:

Standard applied	EU endorsement	Application date <sup>1</sup>
IAS 1 Presentation of Financial Statements – Presentation of Items of OCI	6.6.2012	1.7.2012

<sup>1</sup> in financial years beginning on or after date stated

First-time application of the amended standard has resulted in sub-headings being added to the statement of income and expenses recognised in group equity.

The preparation of the interim consolidated financial statements in some cases required the use of assumptions and estimates which impacted on the values stated for assets, liabilities, income and expenses thereby reported. Actual figures could in individual cases deviate at a later point in time from the assumptions and estimates. Resultant amendments would have a corresponding impact on earnings upon more accurate information becoming available.

Starting in the 2012/13 financial year, the MVV Energie Group has changed the option used to offset actuarial gains and losses for defined benefit plans. In future, the MVV Energie Group will no longer apply the corridor method, but will rather recognise all actuarial gains and losses for defined benefit plans under other comprehensive income. The previous year's figures have been adjusted accordingly.

### Changes in scope of consolidation

Alongside MVV Energie AG, all material German and foreign subsidiaries in which MVV Energie AG directly or indirectly holds a majority of the voting rights are included in the interim consolidated financial statements of the MVV Energie Group. The relevant control concept requires the parent company to exercise a controlling influence for a company to be fully consolidated. This is the case for all fully consolidated companies. Material associates are recognised using the equity method, while significant jointly controlled companies are proportionately consolidated.

The number of companies included is presented in the following table:

Scope of consolidation	Companies fully consolidated	Companies accounted for at equity	Companies proportionately consolidated
30.9.2012	73	13	5
Mergers	3	—	1
Additions	4	—	—
Disposals	—	1	—
<b>30.6.2013</b>	<b>74</b>	<b>12</b>	<b>4</b>

The following companies were fully consolidated in the consolidated financial statements for the first time in the period under report:

- Windpark Dirlammen GmbH & Co. KG, Wörrstadt
- MVV Environment Ridham Ltd., Leeds, UK
- MVV Windenergie Beteiligungs GmbH, Mannheim
- MVV Windenergie NRW GmbH, Mannheim

24sieben GmbH, Kiel, and SWKiel Service GmbH, Kiel, were both merged into Stadtwerke Kiel AG, Kiel, in the 1<sup>st</sup> quarter of 2012/13. This merger did not have any implications for the net asset, financial and earnings position of the Group.

Waldenergie Bayern GmbH, Gersthofen, was merged into MVV Enamic GmbH, Mannheim, in the 1<sup>st</sup> quarter of 2012/13. This merger did not have any implications for the net asset, financial and earnings position of the Group.

reginova GmbH, Ingolstadt, was merged into Stadtwerke Ingolstadt Energie GmbH, Ingolstadt, as of 1 October 2012. This merger did not have any implications for the net asset, financial and earnings position of the Group.

e:duo GmbH, Essen, was merged into MVV Enamic GmbH, Mannheim, in the 1<sup>st</sup> quarter of 2012/13. Prior to its merger, e:duo GmbH was presented as an other shareholding at the Group. The items relating to this merger are recognisable in the Group's net asset, financial and earnings position.

The Group acquired 100 % of the shares in Windpark Dirlammen GmbH & Co. KG, Wörrstadt, in the 1<sup>st</sup> quarter of 2012/13. This company has been included in the Group by way of full consolidation. The purchase price was paid upon acquisition of the shares.

Furthermore, the Group also acquired 100 % of the shares in the project company MVV Environment Ridham Ltd., Leeds, UK. This company has been correspondingly included in the consolidated financial statements of the MVV Energie Group for the first time by way of full consolidation. The purchase price was paid upon acquisition of the shares.

In the 2<sup>nd</sup> quarter of 2012/13, the Group acquired 100 % of the shares in MVV Windenergie Beteiligungs GmbH, Mannheim, and in its wholly-owned subsidiary MVV Windenergie NRW GmbH, Mannheim. Both companies were included in the Group by way of full consolidation. Due to a contingent portion of the purchase price, the assets and liabilities recognised upon acquisition may change in subsequent periods. The purchase price was paid upon acquisition of the shares.

Furthermore, Stadtwerke Ingolstadt Energie GmbH, Ingolstadt, acquired 41 % of the shares in Windpark Riegenroth GmbH & Co. KG, Wörrstadt. This shareholding has been recognised under other shareholdings.

The sale of KielNet GmbH Gesellschaft für Kommunikation, Kiel, previously recognised under other shareholdings, took effect on 25 October 2012.

The shares held in Nordland Energie GmbH, Kiel, were sold in the 3<sup>rd</sup> quarter of 2012/13. Prior to its disposal, this company was presented at the Group as an investment in an associate.

The fair value upon acquisition of the identifiable assets and liabilities at the companies consolidated for the first time in the period under report is presented in the table below.

The purchase prices were settled with liquid funds. Since their initial consolidation, the companies acquired have contributed total sales of Euro 3 508 thousand and total earnings of Euro – 3 593 thousand.

#### Identifiable assets and liabilities

Euro 000s	Windpark Dirlammen GmbH & Co. KG, Wörrstadt		MVV Environment Ridham Ltd., Leeds		MVV Windenergie Beteiligungs GmbH, Mannheim, und MVV Windenergie NRW GmbH, Mannheim	
	Recognised upon acquisition	Carrying amount	Recognised upon acquisition	Carrying amount	Recognised upon acquisition	Carrying amount
Property, plant and equipment	—	—	6 256	5 826	56 901	50 899
Financial assets	—	—	—	—	5 566	2 527
Inventories, receivables, other assets	—	—	91	88	2 743	2 728
Cash and cash equivalents	3	3	18	18	8 422	8 422
Deferred tax assets	—	—	—	—	1 316	—
Deferred expenses and accrued income	—	—	—	—	—	80
Provisions	—	—	21	21	2 983	988
Other liabilities	—	—	6 389	5 868	52 311	51 491
Deferred tax liabilities	—	—	—	—	2 357	—
<b>Fair value of net assets</b>	<b>3</b>		<b>-45</b>		<b>17 298</b>	
Acquired share of company	3		-45		17 298	
Goodwill	—		46		—	

## Currency translation

Currency translation in the abridged interim consolidated financial statements has been based on the following exchange rates:

### Currency translation

	Rate on reporting date		Average rate	
	30.6.2013	30.9.2012	1.10.2012 to 30.6.2013	1.10.2011 to 30.6.2012
1 Euro				
Czech crowns (CZK)	25.949	25.141	25.519	25.208
British pounds (GBP)	0.857	0.798	0.836	0.834

Source: European Central Bank

## Seasonal influences on business activities

The seasonal nature of business activities at the companies in the MVV Energie Group means that a higher level of sales and operating earnings is regularly generated in the first two quarters of the financial year than in the 3<sup>rd</sup> and 4<sup>th</sup> quarters. The results for the first nine months of 2012/13 were significantly influenced by the cooler weather conditions compared with the previous year.

## Notes to Income Statement

### 1 Sales

A depiction of sales broken down into their respective value creation stages has been provided in the segment report. The sales growth compared with the first nine months of the 2011/12 financial year was driven above all by higher sales in the trading and sales businesses. The comparative sales figures for the first nine months of 2011/12 still include sales at Stadtwerke Solingen, which was de-consolidated at the end of the 2011/12 financial year. The resultant loss in sales was offset by, among other factors, volume growth in the gas trading business and in the nationwide electricity and gas sales business.

Translated into the group currency, sales at our foreign subsidiaries amounted to Euro 96 281 thousand.

### 2 Other operating income and other operating expenses

Other operating income		
Euro 000s	1.10.2012 to 30.6.2013	1.10.2011 to 30.6.2012
Income from derivatives recognised under IAS 39	224 317	162 808
Reversal of provisions	5 673	13 032
Income from emission rights	11 968	9 175
Income from sale of assets	248	4 680
Other	37 556	58 255
<b>Total</b>	<b>279 762</b>	<b>247 950</b>

Other operating expenses		
Euro 000s	1.10.2012 to 30.6.2013	1.10.2011 to 30.6.2012
Expenses for derivatives recognised under IAS 39	229 432	193 898
Expenses for emission rights	14 261	14 600
Other	127 962	127 403
<b>Total</b>	<b>371 655</b>	<b>335 901</b>

The change in other operating income and other operating expenses is chiefly due to the recognition of derivatives measured in accordance with IAS 39. The measurement of these items under IAS 39 resulted in a negative net item of Euro – 5 115 thousand in the first nine months of 2012/13 (previous year: negative item of Euro – 31 089 thousand).



### 3 Income from associates

The income of Euro 10 079 thousand from associates (previous year: Euro 10 948 thousand) is attributable to the subsequent measurement of associates at the MVV Energie Group.

### 4 Restructuring expenses

The estimate of the provisions recognised for restructuring expenses has been revised on the basis of IAS 8. The latest findings have resulted in adjustments to the restructuring provision.

### 5 Financing income and financing expenses

Financing income and financing expenses mainly involve interest on loans and finance leases, as well as IAS 39 measurement items.

### 6 Taxes on income

<b>Taxes on income</b>		
Euro 000s	<b>1.10.2012 to 30.6.2013</b>	1.10.2011 to 30.6.2012
Taxes on income	53 204	47 194
Effective tax rate in %	31.6	32.2

The tax rate – both including and excluding IAS 39 items – amounted to 31.6 % in the period under report.

### 7 Earnings per share

#### **Earnings attributable to shareholders in MVV Energie AG and earnings per share**

	<b>1.10.2012 to 30.6.2013</b>	1.10.2011 to 30.6.2012
Earnings attributable to shareholders in MVV Energie AG (Euro 000s)	84 059	79 345
No. of shares in 000s (weighted average)	65 907	65 907
Earnings per share in Euro	1.28	1.20

It was not necessary to account for any dilution effects.

### Notes to Balance Sheet

#### 8 Other receivables and assets

The increase in other receivables and assets compared with 30 September 2012 is primarily attributable to the higher volume of energy trading transactions recognised under IAS 39. The shift between non-current and current other receivables is largely due to maturity-related reclassifications.

#### 9 Deferred taxes

The changes in deferred tax receivables and liabilities are primarily due to measurement items in connection with energy trading transactions.

#### 10 Trade receivables

The increase in trade receivables in the first nine months of 2012/13 largely corresponds to the customary seasonal course of business. Customer instalments received do not compensate in full for increased energy turnover during the winter months and thus lead to a seasonal rise in trade receivables. The increase in sales in the first nine months of 2012/13 also resulted in a higher volume of receivables.

#### 11 Cash and cash equivalents

The reduction in cash and cash equivalents is mainly due to payment of the dividend for the 2011/12 financial year, as well as to the acquisition of shares in MVV Windenergie companies. This item has also been affected by the implementation of projects at the British companies MVV Environment Development Limited and MVV Environment Ridham Ltd., which has increasingly involved the use of liquid funds. These factors were opposed by increased new borrowing to safeguard liquidity in anticipation of planned projects.

#### 12 Assets and liabilities held for sale

The associate company Jablonecká teplárenská a realitní a.s., Jablonec nad Nisou, Czech Republic, was reported as held for sale in the 3<sup>rd</sup> quarter of 2012/13. The entire 65.78 % stake held in the company is to be sold to a co-shareholder in the 4<sup>th</sup> quarter of 2012/13. Our decision to sell this shareholding was motivated by differing assessments of various issues between the shareholders. This company has been allocated to the Strategic Investments reporting segment.

### 13 Dividend distribution

The Annual General Meeting on 8 March 2013 approved the distribution of a dividend of Euro 0.90 per individual share, and thus unchanged on the previous year, for the 2011/12 financial year (total distribution: Euro 59 316 thousand). Furthermore, a total of Euro 18 570 thousand was distributed to minority shareholders on subgroup level.

### 14 Equity

Starting in the 2012/13 financial year, the MVV Energie Group has changed the option used to offset actuarial gains and losses for defined benefit plans. Actuarial gains and losses for defined benefit plans are now recognised directly in equity. The opening balance has been adjusted accordingly.

### 15 Other liabilities

The increase in other liabilities is due in particular to the higher volume of energy trading transactions recognised under IAS 39.

The shift between non-current and current other liabilities is due to maturity-related reclassifications.

### 16 Financial debt

The increase in financial debt is chiefly due to the taking up of new loans for project investments.

### 17 Provisions

The reduction compared with 30 September 2012 is due to lower personnel provisions in line with seasonal factors, as well as to the change in the restructuring provision outlined in Note 4.

### 18 Contingent liabilities

There have been no material changes in contingent liabilities since 30 September 2012.

### 19 Segment report

#### Income statement of the MVV Energie Group by segment from 1.10.2012 to 30.6.2013

Euro 000s	External sales excluding energy taxes	Intercompany sales excluding energy taxes	Depreciation and amortisation	Adjusted EBIT
Generation and Infrastructure	284 430	497 809	85 341	114 962
Trading and Portfolio Management	832 537	827 653	217	3 939
Sales and Services	1 837 907	296 033	12 589	57 789
Strategic Investments	209 253	5 581	12 786	37 048
Other Activities	2 358	18 649	12 087	5 692
Consolidation	—	- 1 645 725	—	- 128
<b>Total</b>	<b>3 166 485</b>	<b>—</b>	<b>123 020</b>	<b>219 302</b>

#### Income statement of the MVV Energie Group by segment from 1.10.2011 to 30.6.2012

Euro 000s	External sales excluding energy taxes	Intercompany sales excluding energy taxes	Depreciation and amortisation	Adjusted EBIT
Generation and Infrastructure	248 045	492 901	79 500	114 154
Trading and Portfolio Management	749 828	960 318	217	13 162
Sales and Services	1 651 297	271 469	13 130	45 261
Strategic Investments	325 699	20 529	17 414	43 072
Other Activities	3 265	17 461	9 693	10 433
Consolidation	—	- 1 762 678	—	313
<b>Total</b>	<b>2 978 134</b>	<b>—</b>	<b>119 954</b>	<b>226 395</b>

External reporting is consistent with internal management structures. Units are grouped in such a way that the pooling of specialist competence under one roof forms the basis for stringent portfolio management at the Group. Business fields based on the respective value creation stages have been allocated to the reporting segments of Generation and Infrastructure, Trading and Portfolio Management, Sales and Services, Strategic Investments and Other Activities.

For analytical purposes, the business fields can be further broken down by subgroup and individual company with their products.

- The **GENERATION AND INFRASTRUCTURE** reporting segment comprises the conventional power plants, energy from waste plants and biomass power plants at the MVV Energie AG, Stadtwerke Kiel AG, Energieversorgung Offenbach AG and MVV Umwelt GmbH subgroups, as well as the waterworks and wind farm portfolio. Moreover, this segment also includes grid facilities for electricity, heating energy, gas and water and technical service units allocated to the grids business field for the grid-based distribution of electricity, heating energy, gas and water.
- The **TRADING AND PORTFOLIO MANAGEMENT** reporting segment includes energy procurement and portfolio management and the energy trading business at MVV Trading GmbH.
- The **SALES AND SERVICES** reporting segment consists of the retail business at the MVV Energie AG, Stadtwerke Kiel AG and Energieversorgung Offenbach AG subgroups. It encompasses supplies of electricity, heating energy, gas and water to end customers, as well as the energy-related service business at the MVV Enamic GmbH and Energieversorgung Offenbach AG subgroups.
- The **STRATEGIC INVESTMENTS** reporting segment consists of the Stadtwerke Ingolstadt GmbH, Köthen Energie GmbH and MVV Energie CZ a.s. subgroups. The Ingolstadt subgroup is proportionately consolidated.
- The **OTHER ACTIVITIES** reporting segment consists in particular of the company Shared-Services-Center and of cross-divisional functions. Consolidation includes figures relating to transactions with other reporting segments that are eliminated for consolidation purposes.

Intercompany sales represent the volume of sales between segments. The transfer prices applied to transfers between the segments correspond to customary market terms. Segment sales are equivalent to the total of intercompany and external sales.

Of segment sales with external customers, 97.0 % were generated in Germany (previous year: 96.8 %). The regional breakdown of sales is based on the geographical location of the customers.

No individual customers of the MVV Energie Group account for or exceed 10 % of the Group's total sales.

The income statement segment report presented in accordance with IFRS 8 is based on the segment earnings (adjusted EBIT) used for internal management purposes. The segment earnings of individual reporting segments do not include the results of non-operating IAS 39 measurement items in connection with financial derivatives (Euro – 5 115 thousand; first nine months of 2011/12: Euro – 31 090 thousand). The figures also do not include any restructuring expenses. On segment level, the figures also do not include any income from shareholdings held in fully and proportionately consolidated companies. These adjusted EBIT figures are supplemented by income from finance leases forming part of our business model (especially contracting), which we therefore see as forming part of our operating earnings contributions. The reconciliation of EBIT (income statement) with adjusted EBIT is presented in the following table:

#### Reconciliation of EBIT (income statement) with adjusted EBIT

	1.10.2012 to 30.6.2013	1.10.2011 to 30.6.2012	+/- change
EBIT as per income statement	218 276	191 942	26 334
Financial derivative measurement items	5 115	31 090	–25 975
Restructuring expenses	–7 398	—	–7 398
Interest income from finance leases	3 309	3 363	–54
<b>Adjusted EBIT</b>	<b>219 302</b>	<b>226 395</b>	<b>–7 093</b>

#### 20 Cash flow statement

The cash flow before working capital and taxes showed a marked year-on-year increase in the first nine months of 2012/13. This was due above all to the significant improvement in the net surplus for the period before taxes on income, which considerably exceeded the previous year's figure even after the elimination of IAS 39 measurement items under other non-cash income and expenses.

The increase in the cash flow from operating activities in the first nine months of 2012/13 was driven not only by the improvement in the net surplus for the period before taxes on income, but also mainly by the improvement in working capital.

Due above all to outlays for investments in renewable energies, the cash flow from investing activities was lower in the first nine months of 2012/13 than in the equivalent period in the previous year.

The cash flow from financing activities reduced compared with the first nine months of the previous year, a development largely due to the lower volume of net new borrowing.

## 21 Related party disclosures

Numerous contractually agreed legal relationships are in place between companies of the MVV Energie Group and the City of Mannheim and the companies controlled by the latter (electricity, gas, water and district heating supply agreements, as well as rental,

leasing and service agreements). Furthermore, a concession agreement is in place between MVV Energie AG and the City of Mannheim.

All business relationships have been concluded on customary market terms and are basically analogous to the supply and service agreements concluded with third parties.

### Related party disclosures

Euro 000s	Goods and services provided				Receivables		Liabilities	
	Income		Expenses		30.6.2013	30.9.2012	30.6.2013	30.9.2012
	1.10.2012 to 30.6.2013	1.10.2011 to 30.6.2012	1.10.2012 to 30.6.2013	1.10.2011 to 30.6.2012				
Abfallwirtschaft Mannheim	446	280	973	3 066	75	78	3	3 300
ABG Abfallbeseitigungsgesellschaft mbH	7 173	22 805	3 545	2 875	2	1 083	483	477
GBG Mannheimer Wohnungsbaugesellschaft mbH	10 909	9 700	86	162	676	820	1	—
m:con – Mannheimer Kongress- und Touristik GmbH	2 837	2 698	340	257	4 973	5 149	—	—
MVV GmbH	248	282	46	291	30	51	1	1
MVV Verkehr GmbH	161	130	1	6	26	106	—	—
Rhein-Neckar-Verkehr GmbH	5 153	5 811	22	26	917	1 511	328	249
Stadtentwässerung Mannheim	1 170	2 102	248	354	93	147	24	13
City of Mannheim	12 718	12 423	15 687	16 244	938	1 968	8 662	3 604
Associates	37 133	46 480	163 946	162 948	11 051	11 646	18 866	10 915
Proportionately consolidated companies	38 095	130 399	5 489	25 927	11 159	34 532	1 488	7 779
Other related parties	6 893	7 227	2 156	2 403	3 198	3 921	551	552
<b>Total</b>	<b>122 936</b>	<b>240 337</b>	<b>192 539</b>	<b>214 559</b>	<b>33 138</b>	<b>61 012</b>	<b>30 407</b>	<b>26 890</b>

## 22 Events after balance sheet date

Due to the exit of the joint venture partner after the quarterly reporting date, in the final quarter of the 2012/13 financial year the company Kielspeicher 103 GmbH & Co. KG, Kiel, will be included as a fully consolidated company in the scope of consolidation of the MVV Energie Group.

Mannheim, 12 August 2013

MVV Energie AG

Executive Board



Dr. Müller



Bekker



Dr. Dub

## Responsibility Statement

“We affirm that, to the best of our knowledge, the interim consolidated financial statements give a true and fair picture of the net asset, financial and earnings position of the Group in accordance with the accounting principles applicable for interim reporting and the interim group management report provides a fair review of the development and performance of the Group, together with a description of the principal opportunities and risks associated with the expected development of the Group through to the end of the 2012/13 financial year.”

Mannheim, 12 August 2013

MVV Energie AG

Executive Board



Dr. Müller



Bekker



Dr. Dub

## FINANCIAL CALENDAR

- **15.8.2013**  
Financial Report: 3<sup>rd</sup> Quarter of 2012/13
- **12.12.2013**  
Annual Financial Report 2012/13 (Annual Report)
- **12.12.2013**  
Annual Results Press Conference and Analysts' Conference  
2012/13 Financial Year
- **14.2.2014**  
Financial Report: 1<sup>st</sup> Quarter of 2013/14
- **14.3.2014**  
Annual General Meeting
- **17.3.2014**  
Dividend Payment
- **15.5.2014**  
Half-Year Financial Report 2013/14
- **15.5.2014**  
Press Conference and Analysts' Conference  
1<sup>st</sup> Half of 2013/14
- **15.8.2014**  
Financial Report: 3<sup>rd</sup> Quarter of 2013/14
- **11.12.2014**  
Annual Financial Report 2013/14 (Annual Report)
- **11.12.2014**  
Annual Results Press Conference and Analysts' Conference  
2013/14 Financial Year

## IMPRINT

- **Published by**  
MVV Energie AG  
Luisenring 49  
D-68159 Mannheim  
  
Postal address  
D-68142 Mannheim  
  
Tel: +49 (0)621 290-0  
Fax: +49 (0)621 290-2324  
  
[www.mvv-energie.de](http://www.mvv-energie.de)  
[energie@mvv.de](mailto:energie@mvv.de)
- **Editorial responsibility**  
Wilfried Schwannecke  
Tel: +49 (0)621 290-2392  
Fax: +49 (0)621 290-3075  
[w.schwannecke@mvv.de](mailto:w.schwannecke@mvv.de)
- **Contact**  
Marcus Jentsch  
Head of Department  
Finance and Investor Relations  
Tel: +49 (0)621 290-2292  
Fax: +49 (0)621 290-3075  
[m.jentsch@mvv.de](mailto:m.jentsch@mvv.de)  
[ir@mvv.de](mailto:ir@mvv.de)

This financial report was published on the internet on 15 August 2013.

All financial reports of the MVV Energie Group can be downloaded from our internet sites. The German and English editions of the 2011/12 Annual Report can also be accessed in Flash format.

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