

CORE PRODUCTS

The Company's main products are **heat and electricity** as well as **energy certificates (green, red, yellow and white certificates)**.

	Unit	1 January 31 December 2016	1 January 31 December 2015	Change (volume)
Heat	TJ	9 478	8 328	1 150
Electricity	MWh	1 066 648	1 008 309	58 339
Total sales	TJ	13 318	11 958	1 360

Heat sales increased by **14%** (1 150 TJ) in 2016. The increase observed in 2016 was caused by the lower air temperatures in the heating season as compared with 2015, and by an increase in the power contracted by new buyers.

Electricity sales increased by **6%** (58 339 MWh) in 2016. The increase is an effect of higher heat sales volumes, taking into account the higher sales in the 'on demand' system (forced generation) in 2016.

The total sales of finished goods in the reporting period was **13 318 TJ** (including 9 478 TJ for heat) a **11%** increase year-on-year.

The value and breakdown of revenues from the sales of finished goods in 2016 and 2015

	31 December 2016		31 December 2015		Change (value)
	Value (PLN thousand)	Breakdown (%)	Value (PLN thousand)	Breakdown (%)	
Heat	373 805	62	329 423	60	44 382
Electricity	188 545	32	169 158	31	19 387
Ancillary services - electricity	3 019	1	18 594	3	(15 575)
Certificates	26 306	4	22 457	4	3 849
Other	6 532	1	10 369	2	(3 837)
Income from sale of finished goods	598 207	100	550 001	100	48 206