

Core products

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

Table. Sales volume in 2020 and 2019

	Unit	from 1 January to 31 December 2020	from 1 January to 31 December 2019	Change (number)
Sales of heat	TJ	9 562	9 344	218
Sales of electricity	GWh	1 066	1 092	-26
-cc coal unit	GWh	860	990	-130
- resale	GWh	206	103	103
Total sales of products in units	TJ	13 400	13 275	125



[Basic products \(volume\)](#)

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Heat sales in 2020 was higher in comparison to 2019. The increase in the volume of heat sales in 2020 by over 2% (218 TJ) was caused by favorable weather conditions and increase of capacity ordered by new clients.

Electricity sales decreased by 2% (26 GWh) in 2020. The decrease in the volume of electricity sales is a result of smaller production (by 13%) caused by lower availability of facilities in EC Czechnica due to turbine renovation. Electricity sales were stabilized owing to the volume of bought and resold electricity.

Global sales of products in the analyzed period reached 13,400 TJ (including 9,562 TJ for heat) and reached a level higher by 1% compared to the previous year.

Table. Breakdown of the revenues from product sales in 2019 and 2020

	31 December 2020		31 December 2019		Change (value)
	Value (in PLN thousand)	Structure (%)	Value (in PLN thousand)	Structure (%)	
Sales of heat	417 035	64	371 885	59	45 150
Sales of electricity	223 867	34	244 684	39	-20 817
Certificates	3 941	1	4 466	1	-525
Revenue from support for high-efficiency gas cogeneration	1 131	-	-	-	1 131
Other revenues	5 446	1	5 846	1	-400
Revenues from the sale of finished goods	651 420	100	626 881	100	24 539



[Basic products \(values\)](#)

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Chart. Breakdown of the revenues from product sales in 2020

