

# Core products

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

**Table. Sales volume in 2019 and 2018**

	Unit	from 1 January to 31 December 2019	from 1 January to 31 December 2018	Change (number)
Sales of heat	TJ	9 344	9 350	- 6
Sales of electricity	GWh	1 092	1 026	66
cc coal unit	GWh	990	1 008	- 18
resale	GWh	103	18	85
<b>Totale sales of products in units</b>	<b>TJ</b>	<b>13 275</b>	<b>13 043</b>	<b>232</b>



**Basic products (volume)**

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**Heat sales** in 2019 were maintained at 2018. The decrease in the volume of heat sales in 2019 by 0.1% (6 TJ) was caused by unfavorable weather conditions. The stabilization of the sales volume was ensured by an increase in the capacity ordered by new customers.

**Electricity sales** increased by 6% (66 GWh) in 2019. The increase in the volume of electricity sales is a result of higher volume of purchased and resold electricity and lower own production due to a different configuration of equipment than in 2018.

**Global sales of products** in the analyzed period increased to 13,275 TJ (including 9,344 TJ for heat) and reached a level higher by 2% compared to the previous year.

**Table. Breakdown of the revenues from product sales in 2018 and 2019**

	31 December 2019		31 December 2018		Change
	Value (in PLN thousand)	Structure (%)	Value (in PLN thousand)	Structure (%)	(value)
Sales of heat	371 885	59	368 531	64	3 354
Sales of electricity	248 363	39	184 756	32	63 607
Certificates	4 466	1	15 199	3	- 10 733
Other revenues	5 846	1	6 185	1	- 339
<b>Revenues from the sale of finished goods</b>	<b>630 560</b>	<b>100</b>	<b>574 671</b>	<b>100</b>	<b>55 889</b>



**Basic products - value**  
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**Chart. Breakdown of the revenues from product sales in 2019**

