

# ЮНУ ПРО

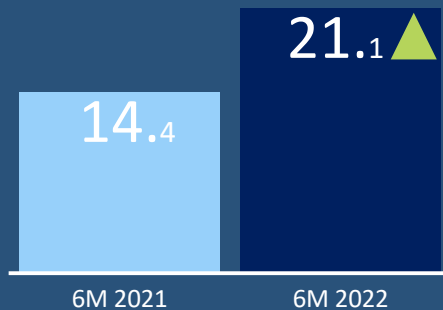
## Unipro PJSC 2022 6M results

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August 02, 2022

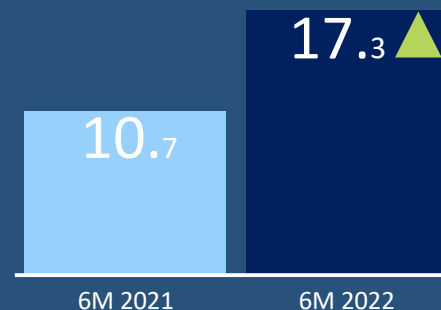


# Strong results based on improved in market factors

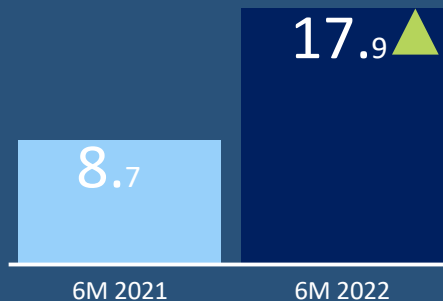
## EBITDA<sup>1,2</sup> RUB bn



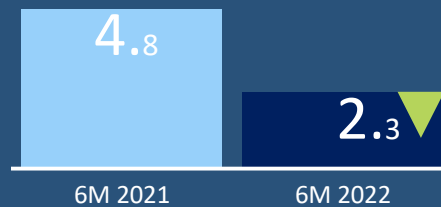
## EBIT<sup>1,2</sup> RUB bn



## Underlying Net Income<sup>1,2</sup> RUB bn



## CAPEX<sup>3</sup> RUB bn



## EBITDA (+47%)<sup>4</sup>

- The growth in energy consumption and decrease in the generation of HPPs in the 2nd price zone triggers positive dynamics in prices and generation volumes.
- Positive financial results are supported by capacity payments of power unit №3 at Berezovskaya GRES after commissioning in May 2021.
- High level of payment collection from consumers.

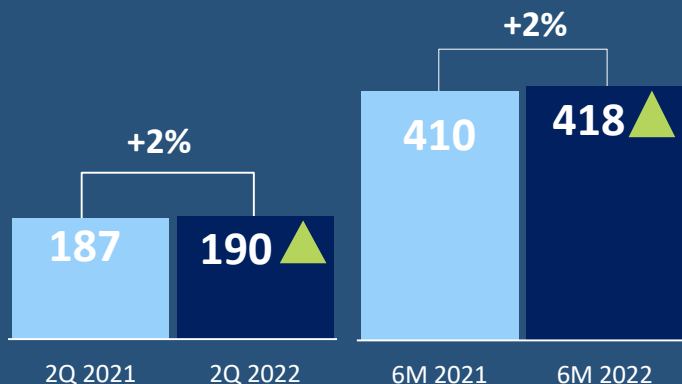
## CAPEX (-52%)<sup>4</sup>

- Repair works completed at unit №3 of Berezovskaya GRES.
- Ongoing implementation of the modernization program at Surgut.

# Maintaining positive dynamics in the 1st price zone

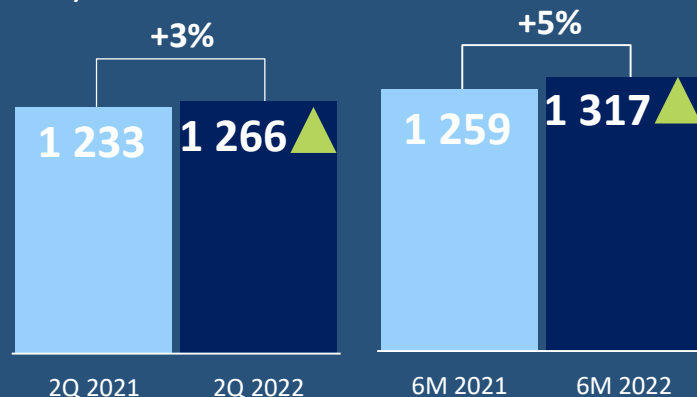
## Consumption

TWh



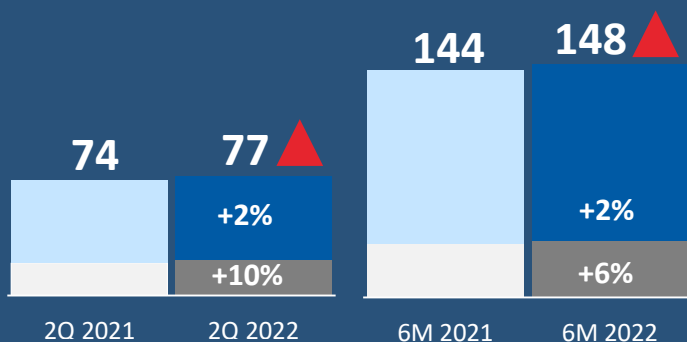
## DAM price

RUB/MWh



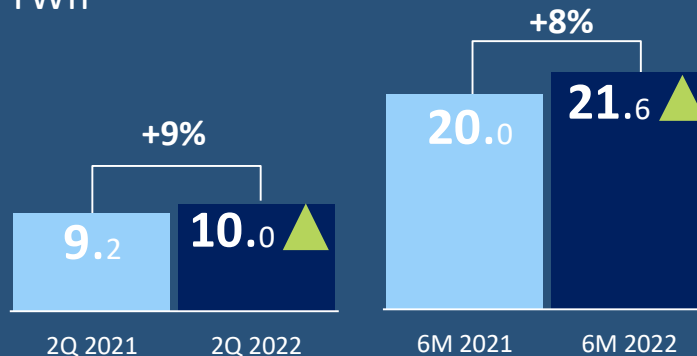
## Nuclear / Hydro Generation

TWh



## Unipro Generation

TWh



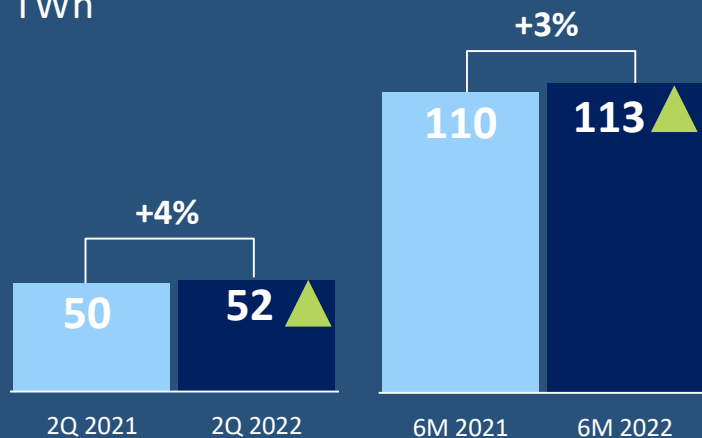
Electricity generation of Unipro in the first price zone increases by 8%.

- Electricity consumption maintained growth in Q2 2022 at a level, comparable to growth in Q1 2022.
- The total volume of nuclear and hydro generation is above the level of 2021, which is fully absorbed by an increase in electricity consumption.
- DAM price increase in the first price zone due, among other things, to gas price indexation by 3% from July 2021.

# Favorable market factors in the 2nd price zone

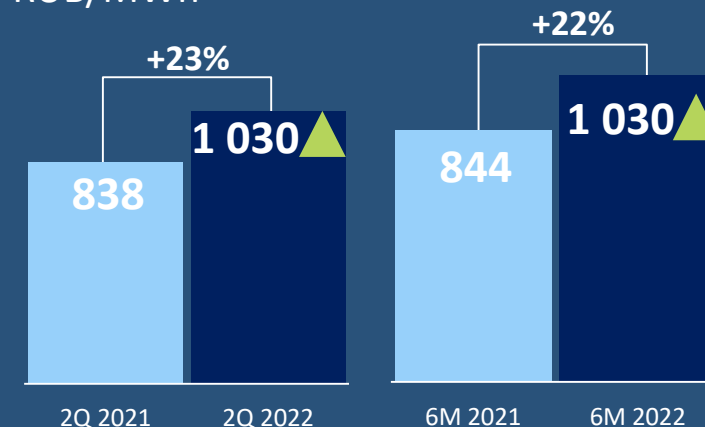
## Consumption

TWh



## DAM price

RUB/MWh

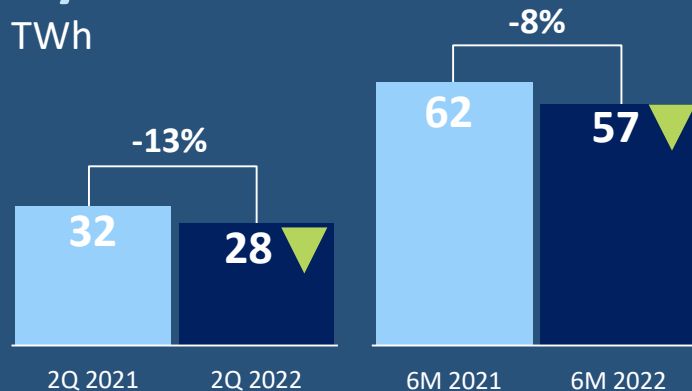


## Electricity generation of Unipro in the 2nd price zone increases by 85%

- ▶ A significant increase in electricity consumption in the 2nd price zone is related to the commissioning of new capacities of the Taishet aluminum smelter and the growth of other consumption.
- ▶ Growth in electricity consumption and a decrease in hydro generation output let to significantly increase the load level at Berezovskaya GRES.
- ▶ DAM price increase in the 2nd price zone largely due to the coal price increase (~20% compared to 2021).

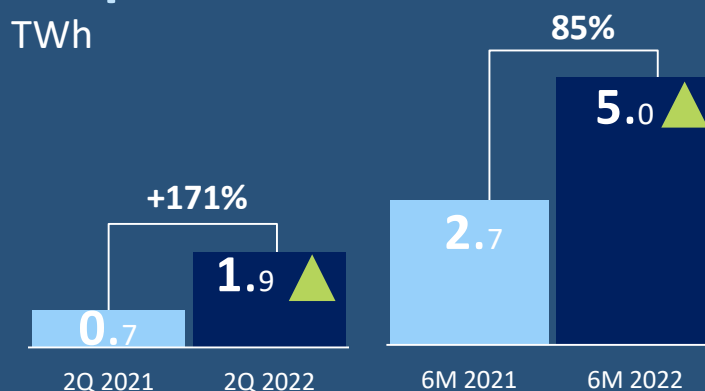
## Hydro Generation

TWh



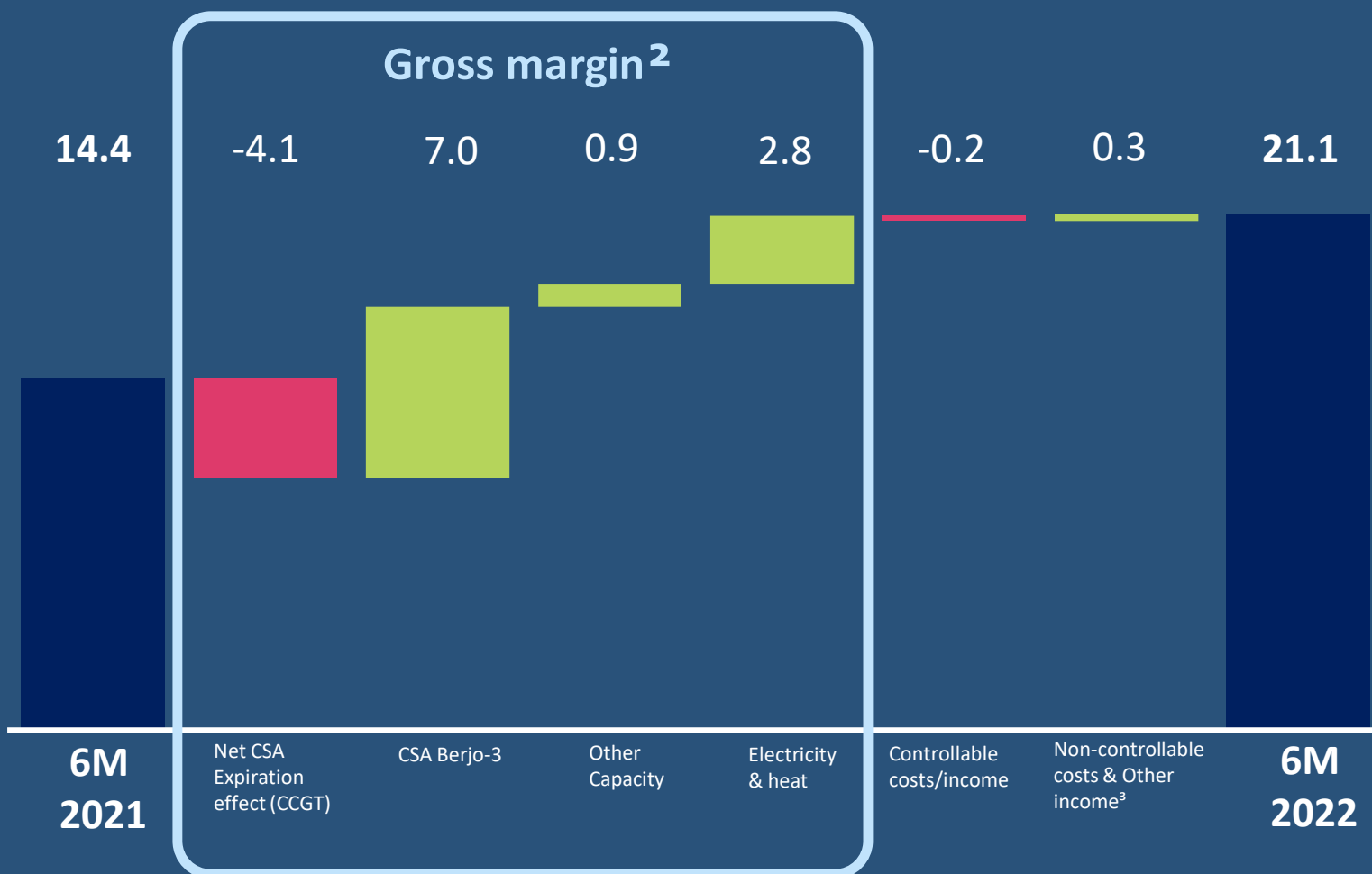
## Unipro Generation

TWh



# Electricity margin together with the CSA of Berezovskaya GRES ensured outstanding EBITDA growth

EBITDA<sup>1</sup> RUB bn



## Gross margin

Gross margin increases by 32%<sup>4</sup> to RUB 27 bn.

- Growth of margin from electricity sales due to an increase in electricity consumption and DAM price growth.
- Payment for the available capacity of power unit №3 of Berezovskaya GRES under the CSA received without deduction.

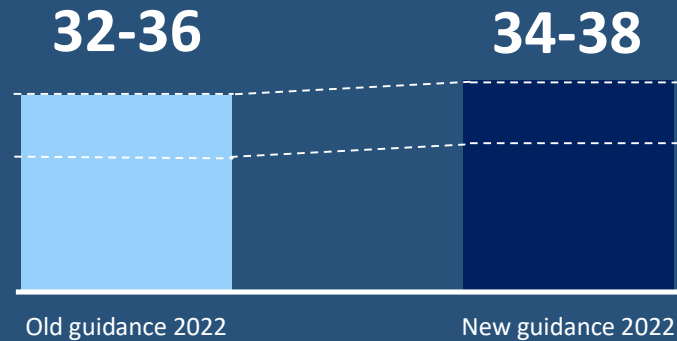
## Costs

- Indexation of capacity tariffs allows increasing the costs of equipment maintenance.
- Growth of other controllable costs is due to the acceleration of inflation.
- Partial recovery of doubtful debt provision positively impacted the dynamics of non-controllable costs.

# EBITDA Forecast: business outlook remains highly volatile

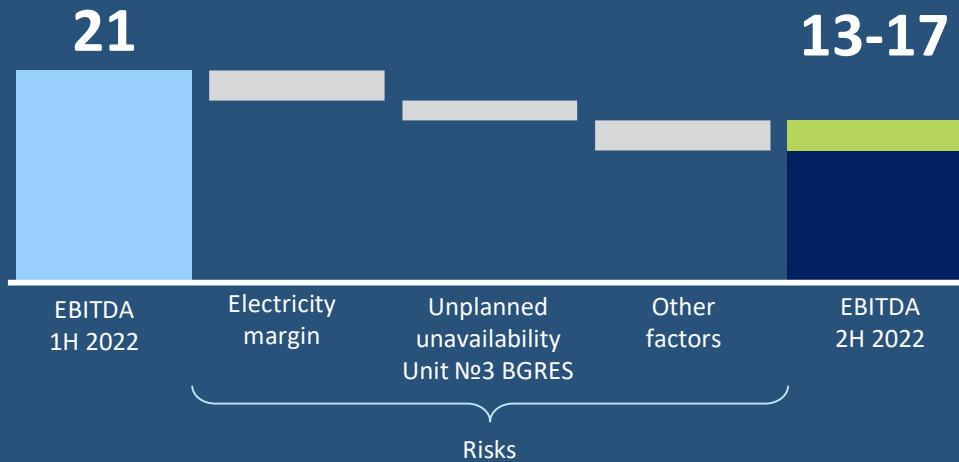
## EBITDA Guidance

RUB bn



## EBITDA outlook on 2H 2022

RUB bn



Target EBITDA 2022 guidance increased from RUB 32-36 bn to RUB 34-38 bn

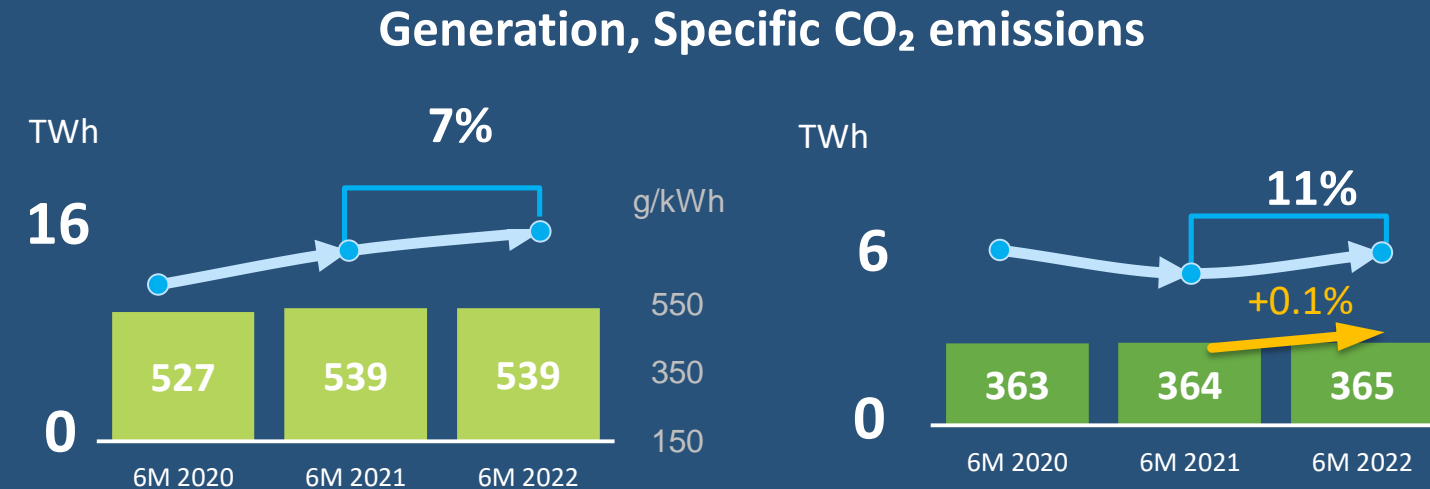
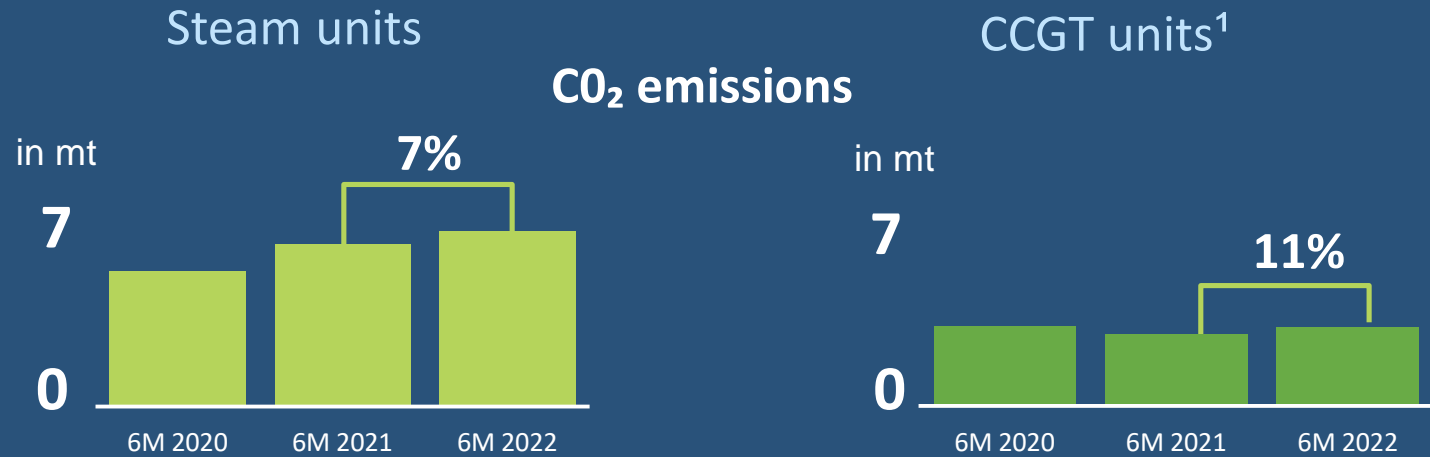
- The adjustment of the EBITDA guidance is due to the strong results of the 1st half of the year: high marginal profit from electricity sales and the contribution of power unit №3 of Berezovskaya GRES.
- The broad target range reflects the possible impact of geopolitical risks in the 2nd half of the year.

EBITDA 2H 2022 will be influenced by the following factors:

- Recurrence of the inter-annual return level, specific for the 2nd half of the year – reduction in the electricity sales margin and major part of annual operating costs are allocated to the rest of the year.
- Unplanned unavailability risk for the unit №3 of Berezovskaya GRES.
- Risks: impact of the deterioration of macroeconomic indicators on financial results.

# ESG – positive trend towards reduction of specific CO<sub>2</sub> emissions

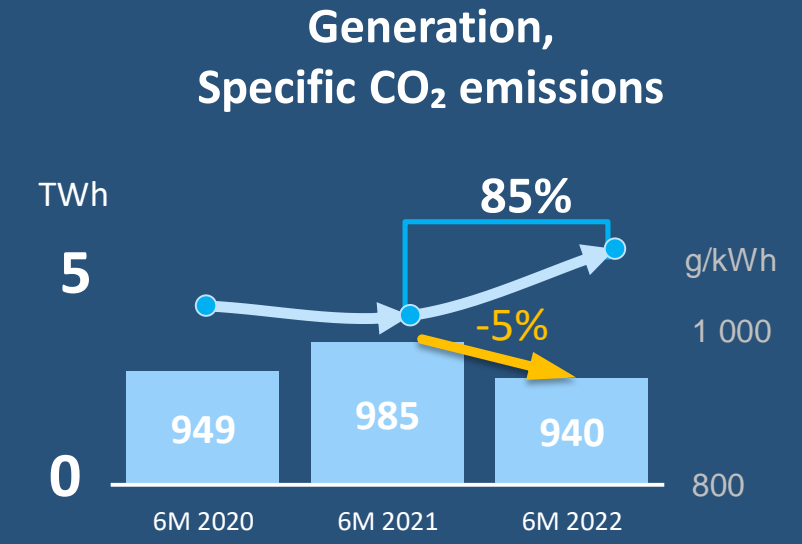
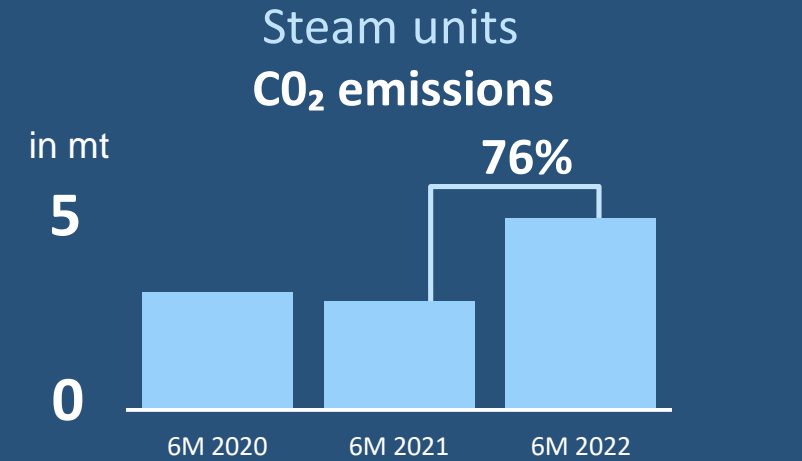
## GAS



Generation, TWh  
 Specific CO<sub>2</sub> emissions, g/kWh

1. CCGT - combined cycle gas turbine

## COAL



Generation, TWh  
 Specific CO<sub>2</sub> emissions, g/kWh

# Key Highlights for Developing the Growth Strategy



## Modernization Program

- Modernization of units of Surgutskaya GRES-2, which were selected at the CSA-2 auctions.
- Attractive projects:
  - "light" modernization of unit №5 of Surgutskaya GRES-2 to extend its service life time;
  - "deep" modernization of power units of gas power plants with the replacement of steam power units with combined cycle units to improve its technical, commercial and environmental parameters.



## Renewable Energy Projects

- Preparation for participation in power take-off auctions:
  - research of the wind energy potential of the sites;
  - obtaining permits;
  - preparation of power distribution schemes.
- Construction of windpower plants with COD up to 200 MW in 2028.



## Business Processes Optimization

- Fuel efficiency projects: optimization of fuel consumption and operational materials.
- Improving the reliability and efficiency of equipment through in-house work.
- Improvement and development of business processes and organizational design in order to optimize controllable costs.



# Appendix

# Financials

## Key and P&L items, in RUB bn

	6M 2021	6M 2022
Sales <sup>1</sup>	41.9	51.2
Fuel costs	-19.0	-21.9
Other expenses	-2.5	-2.3
<b>Margin</b>	<b>20.4</b>	<b>27.0</b>
Controllable costs	-5.4	-5.6
Non-controllable costs <sup>2</sup>	-0.8	-0.5
Other operating income	0.2	0.1
<b>EBITDA</b>	<b>14.4</b>	<b>21.1</b>
<b>EBIT</b>	<b>10.7</b>	<b>17.3</b>
Underlying net income	8.7	17.9

# Operating KPIs

## Operating KPIs per power plant

	Gross installed capacity <sup>1</sup> , MW	Load Factor		TWh produced <sup>2</sup>	
		6M 2021	6M 2022	6M 2021	6M 2022
Surgutskaya-2	5 687	58%	61%	14.2	15.0
Berezovskaya <sup>3</sup>	2 410	26%	48%	2.7	5.0
Shaturskaya	1 500	40%	50%	2.6	3.3
Smolenskaya	630	35%	30%	1.0	0.8
Yaivinskaya	1 048	50%	54%	2.3	2.5
<b>Unipro total</b>	<b>11 275</b>	<b>47%</b>	<b>54%</b>	<b>22.7</b>	<b>26.6</b>

# Earnings streams

## Earnings streams per component<sup>1</sup>

	Electricity sales in TWh <sup>2</sup>	Capacity sales in GW <sup>3</sup>	Average price or tariff	Average price or tariff
	6M 2022	6M 2022	6M 2021	6M 2022
Electricity, DAM Zone 1	17.6	-	1 140 RUB/MWh	1 205 RUB/MWh
Electricity, DAM Zone 2	4.5	-	926 RUB/MWh	1 168 RUB/MWh
Electricity, regulated	5.2	-	764 RUB/MWh	804 RUB/MWh
Capacity, KOM Zone 1	-	5.1	151 kRUB/MW/m	190 kRUB/MW/m
Capacity, KOM Zone 2	-	1.1	251 kRUB/MW/m	302 kRUB/MW/m
Capacity, CSA Zone 1	-	-	1 065 kRUB/MW/m	-
Capacity, CSA Zone 2	-	0.8	1 738 kRUB/MW/m	2 040 kRUB/MW/m
Capacity, regulated	-	3.0	138 kRUB/MW/m	147 kRUB/MW/m

# Capacity supply agreements (CSA) Modernization (CSA 2)

## Current CSA and CSA 2 details

	Gross installed capacity, MW <sup>1</sup>	Start date	End date
Berezovskaya Unit 3 (CSA)	810	November 2014	October 2024
Surgutskaya-2 Unit 1 (CSA 2)	830	June 2022	February 2038
Surgutskaya-2 Unit 6 (CSA 2)	830	September 2024	August 2040
Surgutskaya-2 Unit 4 (CSA 2)	830	December 2025	November 2041
Surgutskaya-2 Unit 2 (CSA 2)	830	December 2026	November 2042
Surgutskaya-2 Unit 3 (CSA 2)	830	December 2027	November 2043
<b>Unipro total</b>	<b>4 960</b>		

# KOM prices

## KOM price kRUB/MW/month<sup>1</sup>

	2020	2021	2022	2023	2024	2025	2026
KOM Zone 1	115/ 126 <sup>2</sup>	134/ 151 <sup>2</sup>	168/190 <sup>2</sup>	171	182	193	195
KOM Zone 2	191/ 209 <sup>2</sup>	225/ 253 <sup>2</sup>	264/300 <sup>2</sup>	267	279	303	299

# Reporting calendar & contacts

Date	Event
02 August 2022	Publication of IFRS financial results of Unipro Group for 6 months 2022
27 October 2022	Publication of RAS financial statements of Unipro PJSC for 9 months 2022
03 November 2022	Publication of IFRS financial results of Unipro Group for 9 months 2022

## Contacts

Dmitry Ermilichev

Mail: [Ermilichev\\_D@unipro.energy](mailto:Ermilichev_D@unipro.energy)

Phone: +7 (495) 545-3838



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