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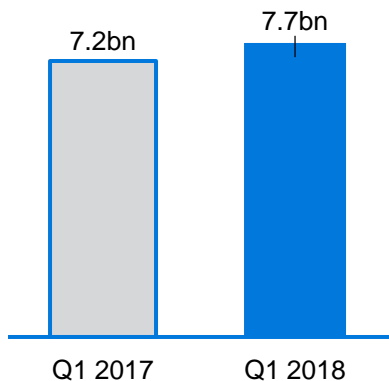
Unipro
2018 Q1 results

08 May 2018

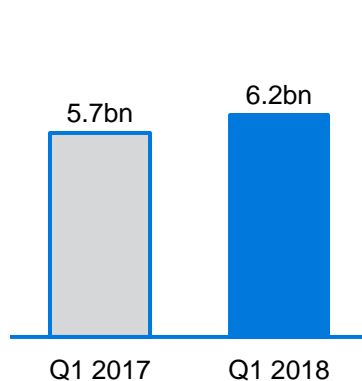
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Q1 results: stable gross margin and opex down

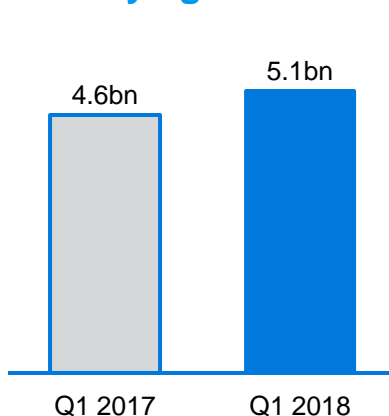
EBITDA^{1,2}



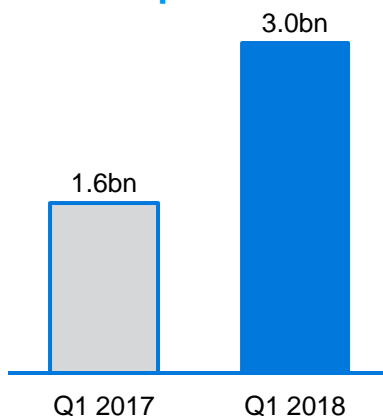
EBIT^{1,2}



Underlying net income^{1,2}



Capex³



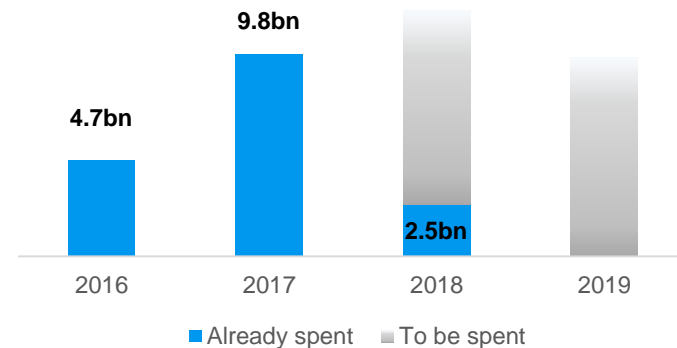
Highlights

- EBITDA up by 6% comparing to Q1 2017
- Positive year on year effects from capacity earnings: uplift of CSA payments at Surgutskaya plant
- Pressure on electricity earnings due to lower generation volumes
- Decreased operating expenses connected to advanced stage of Berezovskaya 3 repair project
- Capex allocated mainly to repair project of Berezovskaya 3

Berezovskaya unit 3 project progressing as expected



Capex (to be) spent on project, in RUB ¹



Project progress:

- Extensive verification of project schedule performed, no changes of project timeline identified: COD expected in Q3'2019
- Dismantling almost finalized
- All parts delivered on site
- Assembling has recently started

Costs update:

- Project budget:¹
 - ~17bn RUB capex spent so far
 - ~19bn RUB capex to be spent
- More than 70% of capex budget contracted

Modernization: fine tuning of regulatory framework in progress

Current status

- Active development of regulatory basis for modernization is ongoing
- Unipro considers participation and elaborates potential options
- Test auction for modernization held in Apr'18, aiming to test bidding procedure
- Overall 388 bids for 57 GW submitted, including 7.7 GW for new build

Expected next steps in 2018

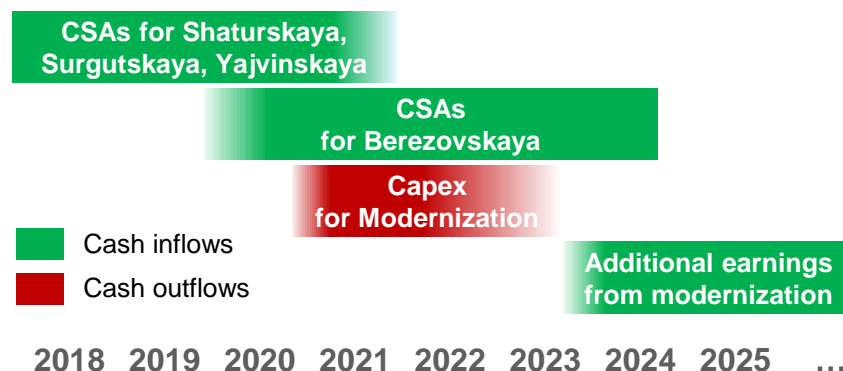
- Q2: new regulation to be approved by regulator
- Q3: KOM considering new regulation¹
- Q4: public tender for modernization projects¹

Potential future implications for Unipro

- Opportunity to move old steam fleet forward in the merit order
- Mitigation of the impact from declining regulated earnings by 2024 due to expiration of current CSAs

Unipro: cash flow impact of CSA and modernization

(illustrative)



Stable prices despite decreased demand in Ural region

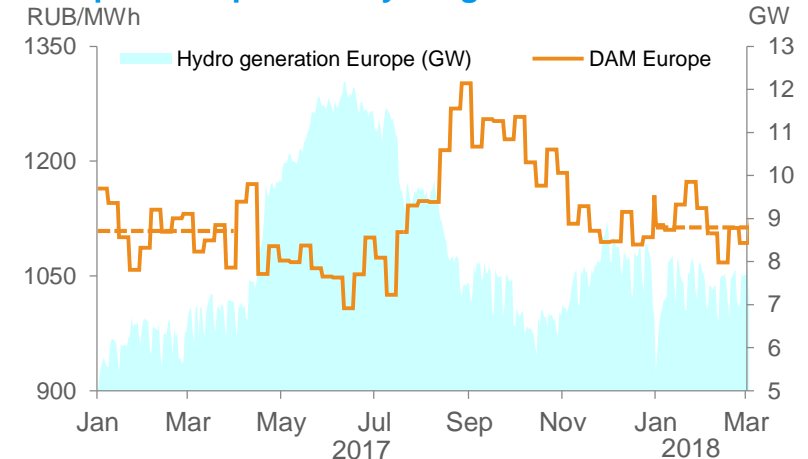
European Zone

- Day ahead market price +0.4%
- Gas tariff indexation by 3.9% from 1st of July 2017
- Demand in Tyumen region decreased by 4% due to lower volumes of oil production (in line with OPEC agreement)

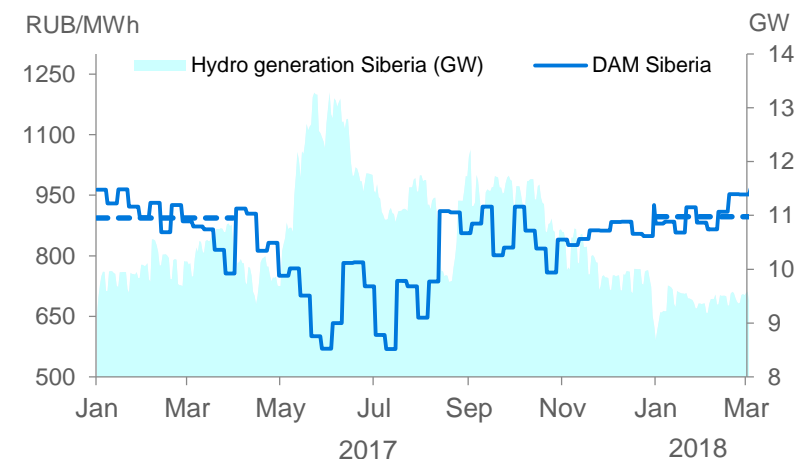
Siberian zone

- Day ahead market price +0.4%
- Demand increase by 3% mostly due to low temperatures
- Electricity imports from Kazakhstan

Europe: DAM price vs hydro generation



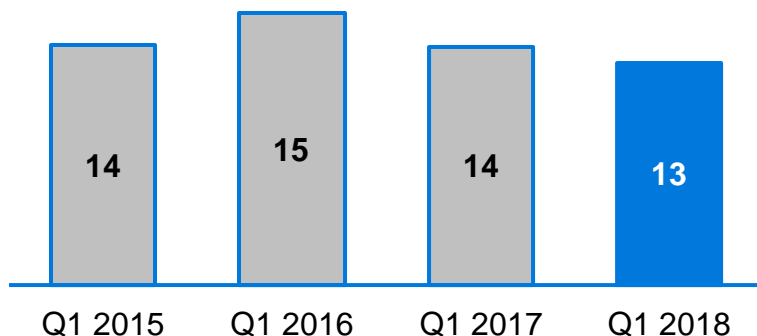
Siberia: DAM price vs hydro generation



Lower generation volumes due to increasing competition

Electric power generation

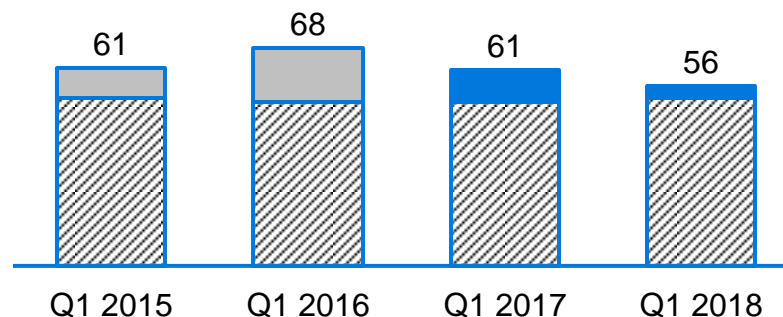
TWh



Load factor¹

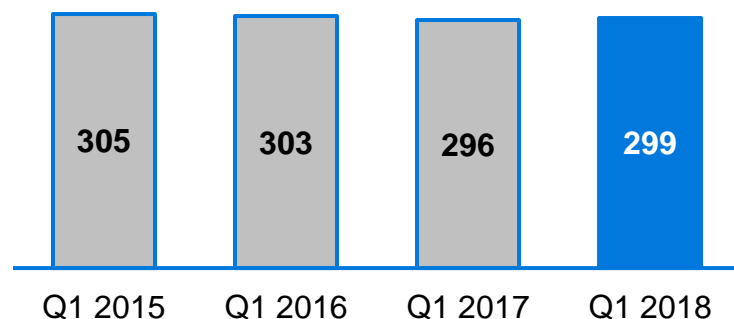
%

Unipro PJSC Market average



Efficiency

Gfe/kWh – Fuel equivalent grams per 1 kWh

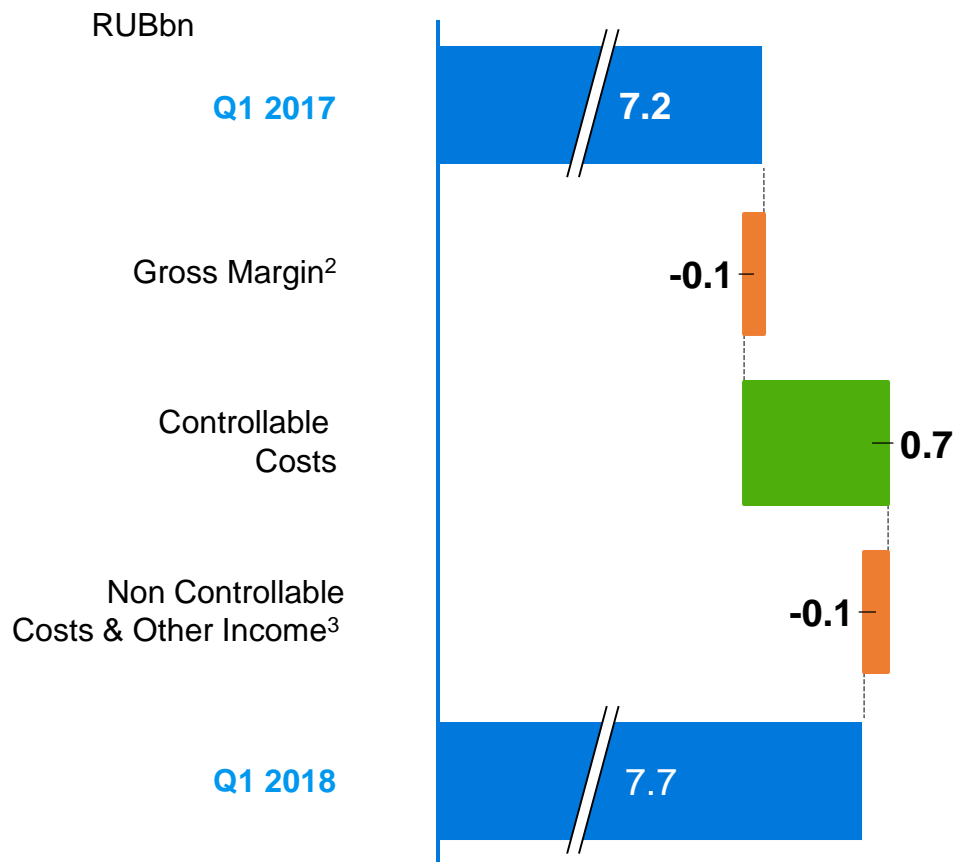


Background

- Pressure on generation volumes due to additional capacity supply on the market
- Less production of Surgutskaya due to overhaul of CCGT unit 7 with impact on heat rate
- Load factor¹ remains above market level

Earnings development: mixed picture with regards to gross margin effects

EBITDA¹ drivers Q1 2018 vs. Q1 2017



Gross margin: -1.0% to RUB 10.7bn²

- Negative effects from lower electricity generation volumes mostly compensated by the uplift of CSA tariffs
- Capacity revenues: +1.1 RUBbn
- Electricity revenues: -1.2 RUBbn

Controllable costs: -22.1% to RUB 2.5bn

- Opex decrease at Berezovskaya 3
- Efficient cost management

Non Controllable costs:

- Remains on a stable level

Appendix

18

Financials

Key P&L items, in RUBbn

RUBbn	Q1 2017	Q1 2018
Sales¹	20.4	20.2
Fuel costs	-8.9	-8.9
Other costs of sale	-0.7	-0.6
Gross Margin	10.8	10.7
Controllable costs	-3.2	-2.5
Non-controllable costs	-0.8	-0.6
Other operating income ²	0.3	0.1
EBITDA	7.2	7.7
EBIT	5.7	6.2
Underlying Net income	4.6	5.1

Operating KPIs

Operating KPIs per power plant

	Gross MW installed ¹	CSA MW installed ¹	Load Factor	Load Factor	TWh produced ²	TWh produced ²
	Q1 2018	Q1 2018	Q1 2017	Q1 2018	Q1 2017	Q1 2018
Surgutskaya-2	5,657	797	74.3%	63.9%	9.1	7.8
Berezovskaya ³	2,400	800	39.9%	39.2%	2.1	2.0
Shaturskaya	1,493	393	28.5%	35.2%	0.9	1.1
Smolenskaya	630	0	18.5%	22.5%	0.3	0.3
Yaivinskaya	1,048	448	57.8%	58.7%	1.3	1.3
Unipro total	11,229	2,439	56.2%	52%	13.6	12.6

Earnings streams

Earnings streams per component¹

	Electricity sales in TWh ²	Capacity sales in GW ³	Average price or tariff	Average price or tariff
	Q1 2018	Q1 2018	Q1 2017	Q1 2018
Electricity, DAM Zone 1	8.1	-	941 RUB/MWh	954 RUB/MWh
Electricity, DAM Zone 2	1.7	-	887 RUB/MWh	871 RUB/MWh
Electricity, regulated	3.1	-	682 RUB/MWh	698 RUB/MWh
Capacity, KOM Zone 1	-	4.7	130 kRUB/MW/month	131 kRUB/MW/month
Capacity, KOM Zone 2	-	0.8	209 kRUB/MW/month	221 kRUB/MW/month
Capacity, CSA Zone 1	-	1.6	945 kRUB/MW/month	1 159 kRUB/MW/month
Capacity, regulated	-	2.8	114 kRUB/MW/month	122 kRUB/MW/month

Reporting calendar & contacts

Reporting calendar

Date	Event
July 24, 2018	Publication of RAS financial statements of Unipro PJSC for 6 months of 2018
August 7, 2018	Publication of IFRS financial information of Unipro Group for 6 months of 2018
October 23, 2018	Publication of RAS financial statements of Unipro PJSC for 9 months of 2018
November 13, 2018	Publication of IFRS financial results of Unipro Group for 9 months of 2018

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