



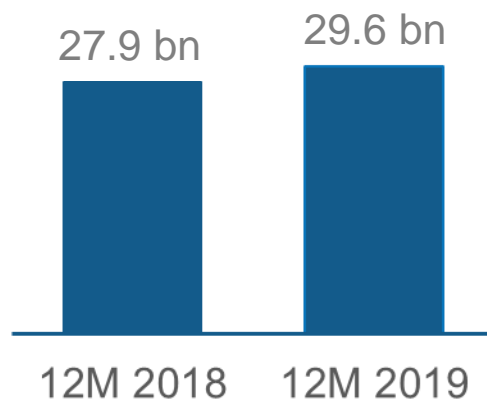
Unipro PJSC 2019 12M results

10 March 2020

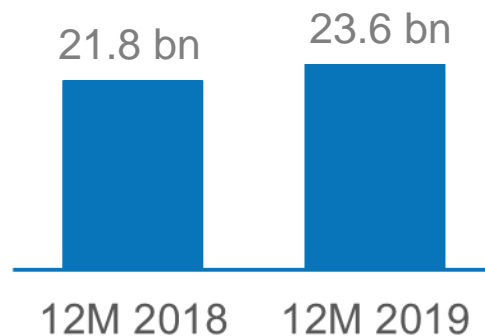


Increase in electricity prices supports income growth

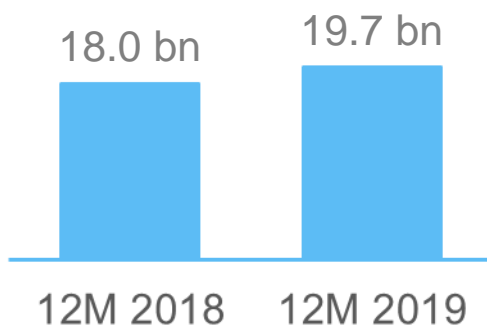
EBITDA^{1,2}



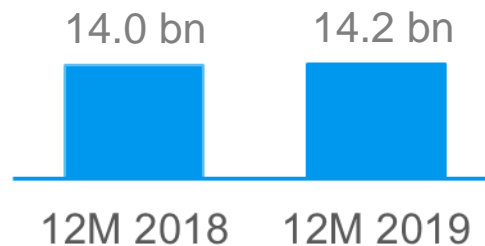
EBIT^{1,2}



Underlying net income^{1,2}



Capex³

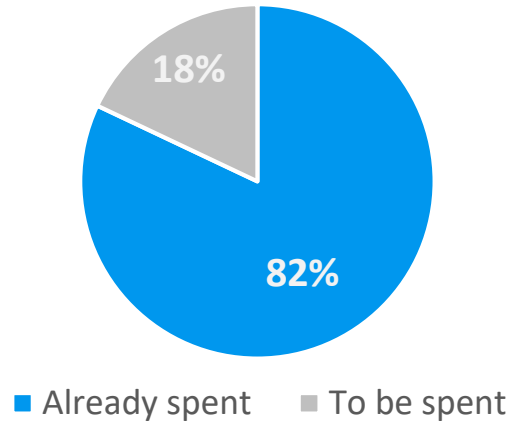


Highlights

- Increase of financial performance indicators supported by indexation of KOM prices, higher electricity prices and a higher share of more efficient CCGT units in the production mix
- Electricity prices benefit from favorable shift in the export and import balance
- Capex mainly allocated to repair works at Berezovskaya
- Commissioning of Unit 3 of Berezovskaya is now planned for the Q3 2020

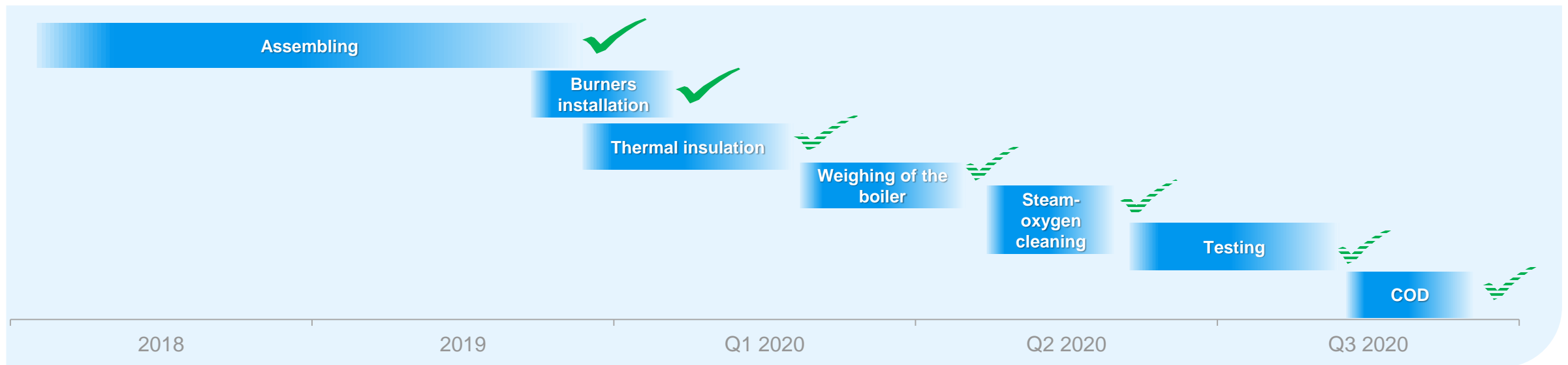
Berezovskaya Unit 3 re-commissioning in Q3 2020

Capex (to be) spent on project¹ (%)



Project status:

- **Commissioning rescheduled to Q3 2020** due to the high technical complexity of repair works at the final stage, strict focus on the quality of work performed, lack of experienced staff in the region
- Project budget¹: **RUB 35 bn capex spent, RUB 7 bn to be spent.** The budget increase caused by the costs growth for maintaining the construction site and the contract extension with scaffolding contractors
- In 2020 the number of repair personnel and productivity shows significant improvement
- Hydraulic tests and fast boiler cleaning were successfully finalized and prove good quality of works performed



Favourable price dynamics in European price zone

European zone

- Gas price indexation by +3.4% in August 2018 and by +1.4% in July 2019
- In 2019 DAM prices increased by 4.2%:
 - In the first half of the year DAM prices increased by 12.4 %;
 - In the second half of the year DAM prices decreased by 3.1% due to hydro generation growth and baffling weather conditions

Siberian zone

- In 2019 DAM prices decreased by 2.3%
- In the first half of the year DAM prices increased by 17.5% due to:
 - Indexation of coal prices by 4%
 - No electricity imports from Kazakhstan
- In the second half of the year DAM prices decreased by 22% due to significant growth of hydro generation

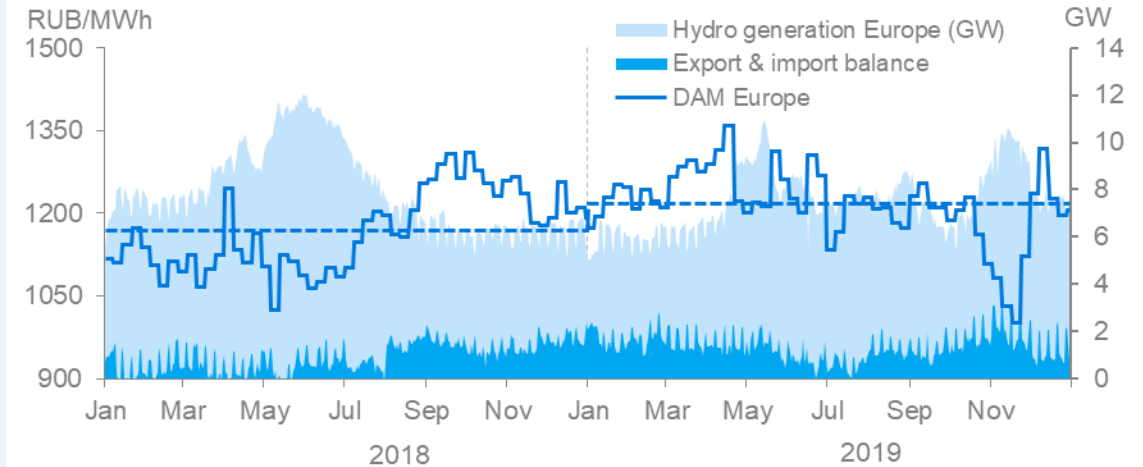
KOM results for 2022-2024, 2025

- 2022-2024. Significant price increase against 2021: Europe 29%, Siberia 20%.
- 2025. All submitted¹ units of Unipro have been selected. Further price increase against 2024: Europe 6%, Siberia 9%

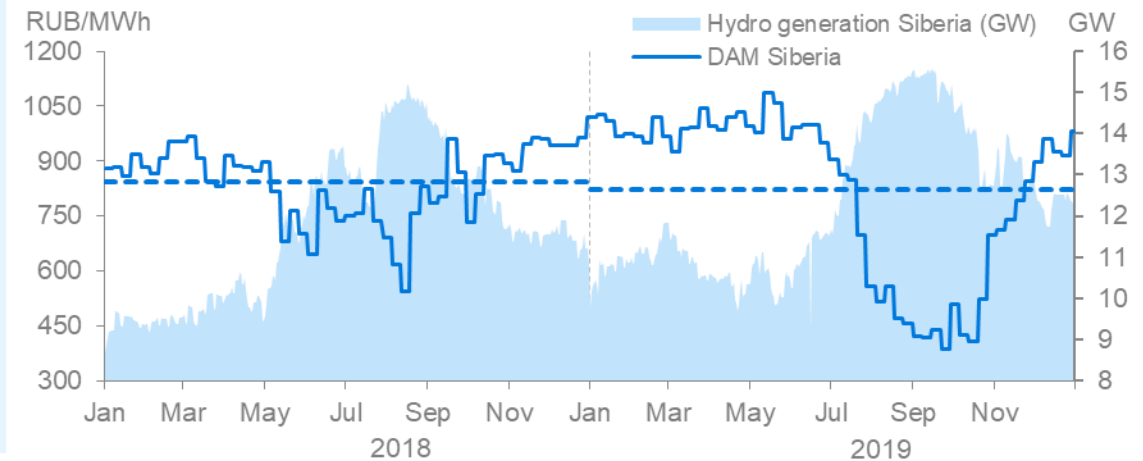
Modernization capacity auction

- Three units of Surgutskaya-2 were selected during the auctions in 2019
- Unipro plans to participate further in Modernization capacity auctions and welcomes the potential shift of the auction date to Q2 2020. This might remove the hurdles for the realization of deep modernization projects

Europe: DAM price and hydrogeneration

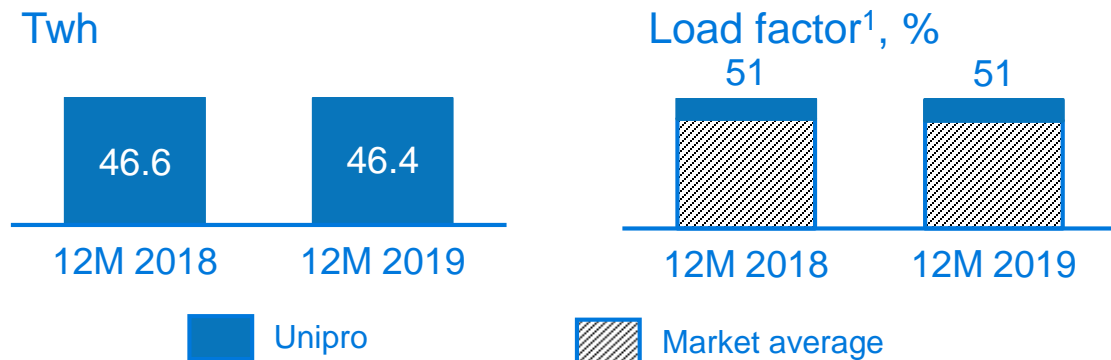


Siberia: DAM price and hydrogeneration

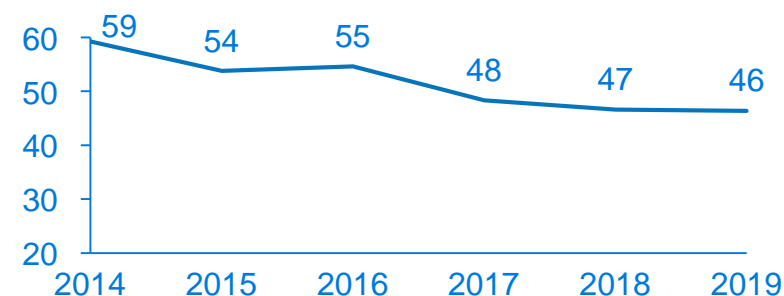


Stabilization of generation volumes

Electricity power generation



Generation over 12 months, TWh

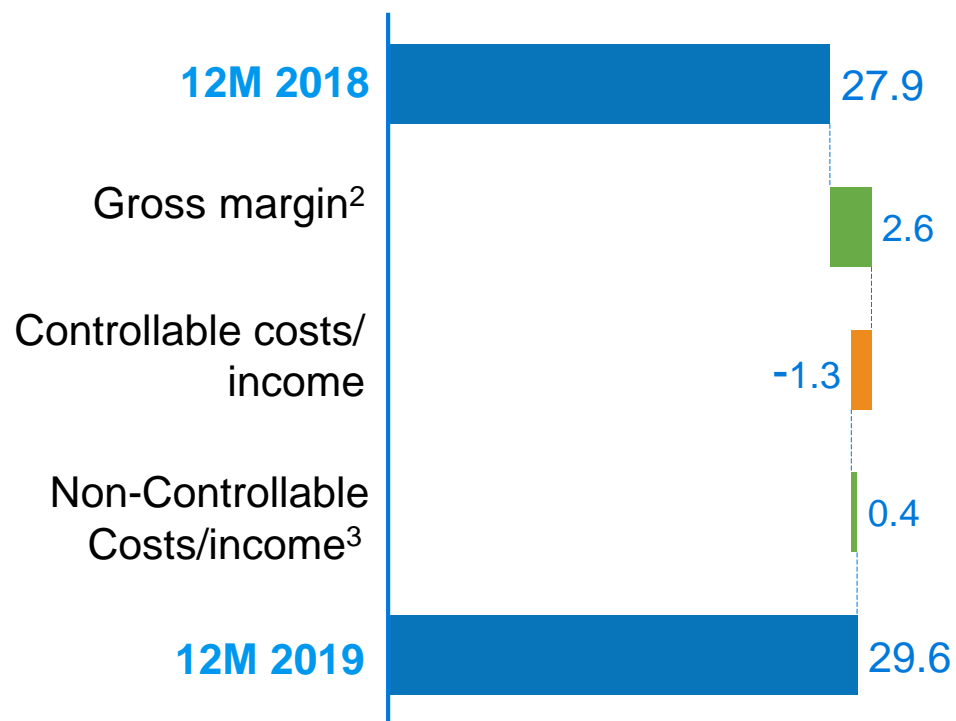


Background

- Beneficial development of load factor during 1H 2019 caused by a positive shift in import-export balance for electricity
- The production increase over the first half of the year fully balanced by a downward trend over the second half of the year due to higher hydro generation in both price zones
- Abnormal weather conditions: cold summer and mild winter
- Increased share of more efficient units in overall electricity generation

Favorable market conditions drive Margin increase

EBITDA¹ 12M 2018 ► 12M 2019 bn RUB



Highlights

Gross margin² +6.6% to RUB 42.4 bn

- Electricity sales growth is the main factor for Gross margin increase
- Stable capacity earnings. KOM payments indexation offsets a CSA payments decrease caused by lower government bond yields

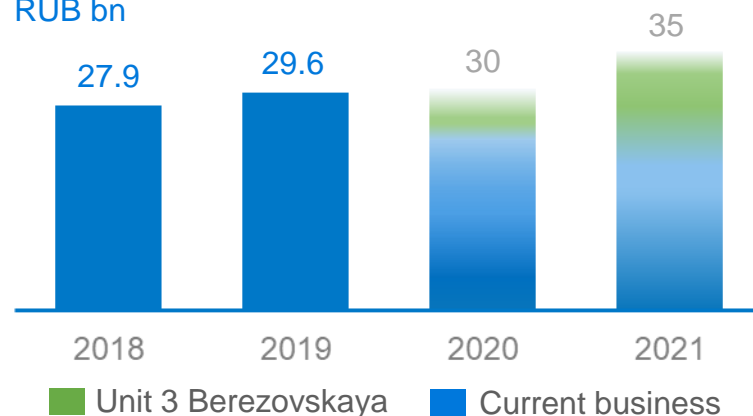
Cost base

- Costs increase mainly due to the following one-offs:
 - Expenses linked to an accident at Berezovskaya 3
 - CCGT maintenance
- Excluding one-off effects a controlled expenses growth remains in line with the inflation level

Dividends

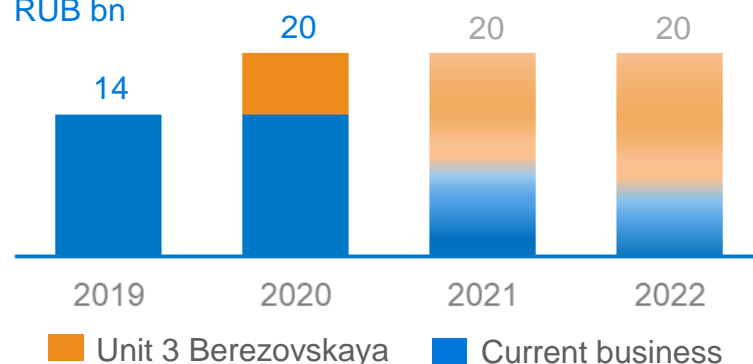
EBITDA dynamics

RUB bn



Expected dividend¹

RUB bn



EBITDA guidance 2020:

- Stable capacity earnings: KOM payments indexation and slight decrease of CSA income caused by lower government bond yields
- Electricity margin: market correction following a tremendous first half of 2019
- Ongoing business expected to earn RUB 26-28bn EBITDA
- Commissioning of Berezovskaya 3 in Q3 to add RUB 3-4bn
- **EBITDA 2020 is expected at RUB ~ 30 bn**
- **EBITDA 2021 is expected at RUB ~35 bn, influenced by expiry of CSA for CCGT's and full year effect of Berezovskaya 3 CSA**

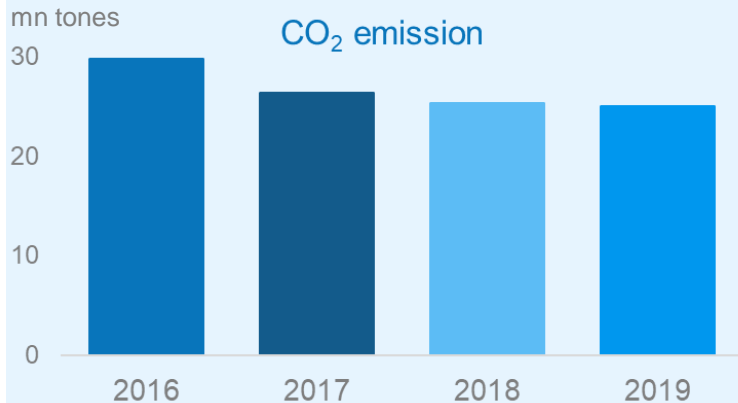
Dividends:

- COD of Berezovskaya Unit 3 to support dividends in 2020: Payouts of RUB 7 bn planned in June/July and RUB 13 bn in December

ESG – Our way going forward

Environment

Usage of effective technologies and solutions for reducing consumption of natural resources



- Following repair works at Unit 6 Surgutskaya-2 over 2019 NOx emissions reduced from 454 mg/m³ to 255 mg/m³. Environmental efficiency measures were implemented as a part of Unipro Investment program
- In September 2019 Russia joined Paris Agreement and a new draft legislation is being discussed as a priority by the Government “On state regulation of emissions and the absorption of greenhouse gases”

Social&Health

Safe working environment and equal opportunities

- Unipro achieved its strategic target in 2019:
 - zero fatalities at its facilities
 - TRIF¹ of 0.39 significantly lower than the previous year of 0.63
- The Company ensures equal rights for men and women in terms of employment, promotion and social benefits
- In 2019 Unipro continued to provide financial support to medical, social and educational institutions both on federal and regional levels

Governance

State of the art governance structure and compliance principles

- Unipro is focusing on adherence to high standards of corporate governance to achieving sustainable development of business as well as respecting and ensuring the rights and legitimate interests of the shareholders and other stakeholders
- Disclosure of transparent dividend policy

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Financials

Key P&L items, in RUB bn

	12M 2018	12M 2019
Sales¹	77.2	79.7
Fuel costs	-34.5	-34.3
Other costs of sale	-2.8	-3.0
Gross margin	39.8	42.4
Controllable costs	-10.9	-12.2
Non-controllable costs ²	-1.6	-1.2
Other operating income	0.6	0.6
EBITDA	27.9	29.6
EBIT	21.8	23.7
Underlying net income	18.0	19.7

Operating KPIs

Operating KPIs per power plant

	Gross MW installed ¹		CSA MW installed		TWh produced ²	
	Total	CSA	12M 2018	12M 2019	12M 2018	12M 2019
Surgutskaya-2	5 667	807	61%	61%	30.4	30.2
Berezovskaya ³	2 400	800	26%	31%	5.4	6.4
Shaturskaya	1 500	400	36%	32%	4.7	4.1
Smolenskaya	630	0	27%	25%	1.5	1.4
Yaivinskaya	1 048	448	50%	46%	4.5	4.2
Unipro total	11 245	2 455	47%	47%	46.6	46.4

Earnings streams

Earnings streams per component¹

	Electricity sales in TWh ²	Capacity sales in GW ³	Average price or tariff	Average price or tariff
	12M 2019	12M 2019	12M 2018	12M 2019
Electricity, DAM Zone 1	31.7	-	1000 RUB/MWh	1078 RUB/MWh
Electricity, DAM Zone 2	5.7	-	880 RUB/MWh	937 RUB/MWh
Electricity, regulated	10.7	-	730 RUB/MWh	734 RUB/MWh
Capacity, KOM Zone 1	-	4.6	120 kRUB/MW/month	124 kRUB/MW/month
Capacity, KOM Zone 2	-	1.1	197 kRUB/MW/month	211 kRUB/MW/month
Capacity, CSA Zone 1	-	1.6	1065 kRUB/MW/month	1025 kRUB/MW/month
Capacity, regulated	-	2.6	123 kRUB/MW/month	129 kRUB/MW/month

Reporting calendar & contacts

Date	Event
19 March 2020	Publication of RAS financial statements of Unipro for 2019
28 April 2020	Publication of RAS financial statements of Unipro for 3 months 2020
7 May 2020	Publication of IFRS financial results of Unipro Group for 3 months 2020
28 July 2020	Publication of RAS financial statements of Unipro for 6 months 2020
11 August 2020	Publication of IFRS financial results of Unipro Group for 6 months 2020
27 October 2020	Publication of RAS financial statements of Unipro Group for 9 months 2020
10 November 2020	Publication of IFRS financial results of Unipro Group for 9 months 2020

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