

SALES OF ADDITIONAL SERVICES



Dmitry Goryachev

Head of Non-Tariff Service Development Department, Rosseti Kuban, PJSC

“

Development of additional (non-tariff) services is one of the priority tasks Rosseti Kuban faces.

The main objectives of PJSC Rosseti Kuban in this regards are to increase the market share of additional (non-tariff) services and non-tariff revenues, enhance the availability of services and commercialise the processes of interaction with consumers.

PJSC Rosseti Kuban provides a full range of services in accordance with the Unified Consolidated List of Additional (Non-Tariff) Services for Consumers approved by Rosseti Group.

In 2021, within the framework of the development of additional services, Rosseti Kuban implemented a number of measures:

- Training seminars on the implementation of additional services were organised and conducted, and the price list was updated
- Promotional and informational activities for consumers have been implemented
- Centralised supply of material and technical resources has been organised in accordance with the requests of the Company's branches; Framework agreements have been concluded for the supply of materials for additional services

The systematic development of additional services resulted in a significant increase in revenue from additional services compared to the previous year”.

In addition to electricity transmission and grid connection services subject to mandatory state regulation, PJSC Rosseti Kuban provides additional (non-tariff) services to consumers:

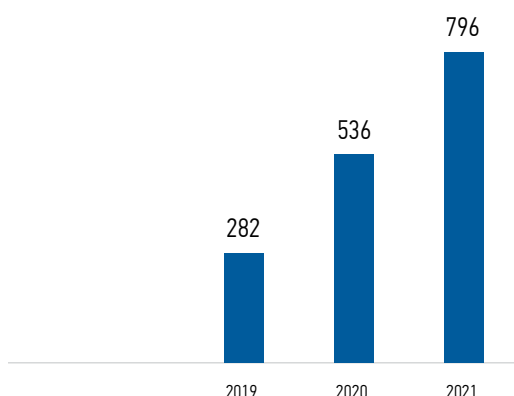
- Equipment leasing and placement services
- Repair and maintenance
- Construction and installation
- Consulting, organisational and technical services
- Other services

795.8 RUB MN

THE REVENUE FROM ADDITIONAL SERVICES IN 2021

(+48% AS COMPARED TO 2020 LEVEL AND 2021 PLAN)

DYNAMIC PROFILE OF REVENUE FROM ADDITIONAL SERVICES IN 2019–2021 (RUB MN)



In 2021, the most significant services in terms of revenues were the services for placement of telecommunications equipment, including fibre-optic communication lines, introduction of restrictions (restoration) of electricity consumption, construction and installation works, renovation, retrofitting and operational and technical maintenance of electric grid facilities of the consumers, as well as repair and maintenance of outdoor lighting grids.

In 2021, the price list for additional (non-tariff) services, in accordance with which the Company provides the full scope of services required by consumers in terms of power supply, is updated; at the moment, the price list comprises 416 services.

416

ADDITIONAL SERVICES PROVIDED BY
PJSC ROSSETI KUBAN

STRUCTURE OF REVENUE FROM ADDITIONAL SERVICES IN 2019–2021

Indicator	2019	2020	2021	Δ 2021/2020 (%)
Revenue from sales of additional (non-tariff) services related to other activities (RUB mn)	281.848	536.391	795.815	48.4
Rent and placement services (RUB mn)	61.448	146.339	162.638	11.1
Maintenance and repair services (RUB mn)	38.445	96.222	103.913	8.0
Construction and installation (RUB mn)	35.081	212.928	357.371	67.8
Consulting, organisational and technical services (RUB mn)	107.103	69.893	169.170	2.42 times growth
Agency services (RUB mn)	0	0	0	–
Communication and information technology services (RUB mn)	0	0	0.003	–
Other activity services (RUB mn)	39.771	11.010	2.685	–75.6
Other miscellaneous services (RUB mn)	0	0	0.035	–
Share of non-tariff revenue from other activities (%)	1.22	2.61	3.07	0.46

PLANNED INDICATORS FOR SALES OF ADDITIONAL SERVICES (RU B MN)

Indicator	2022 (plan)	2023 (forecast)	2024 (forecast)	2025 (forecast)	2026 (forecast)
Revenue	949.6	1,305.7	1,462.8	1,645.6	2,882.5
Expenditures	822.3	1,109.8	1,243.4	1,398.8	2,450.1
Gross profit	127.3	195.9	219.4	246.8	432.4