



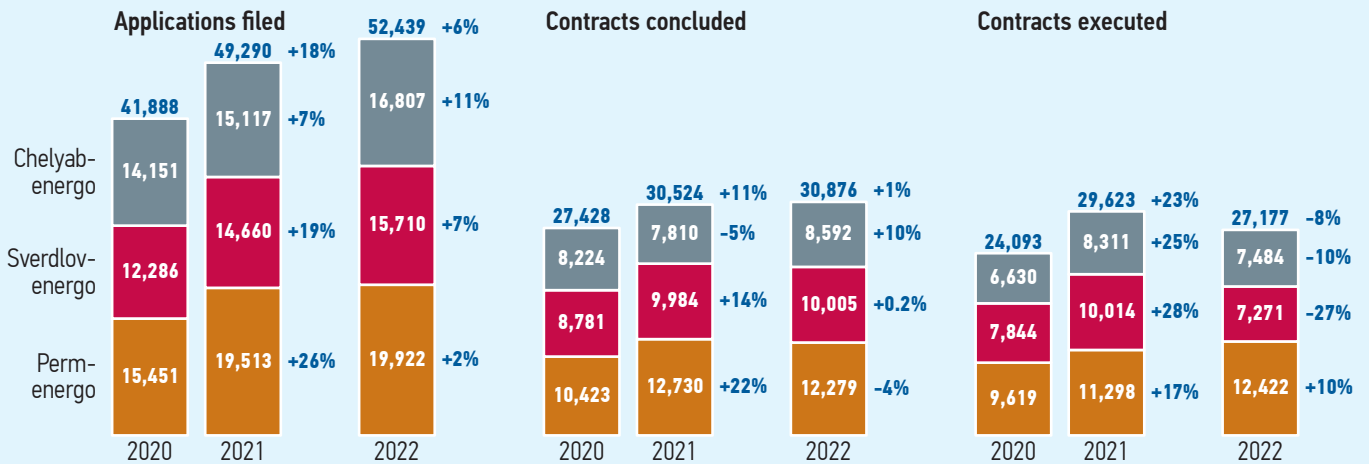
Connection

Demand Analysis

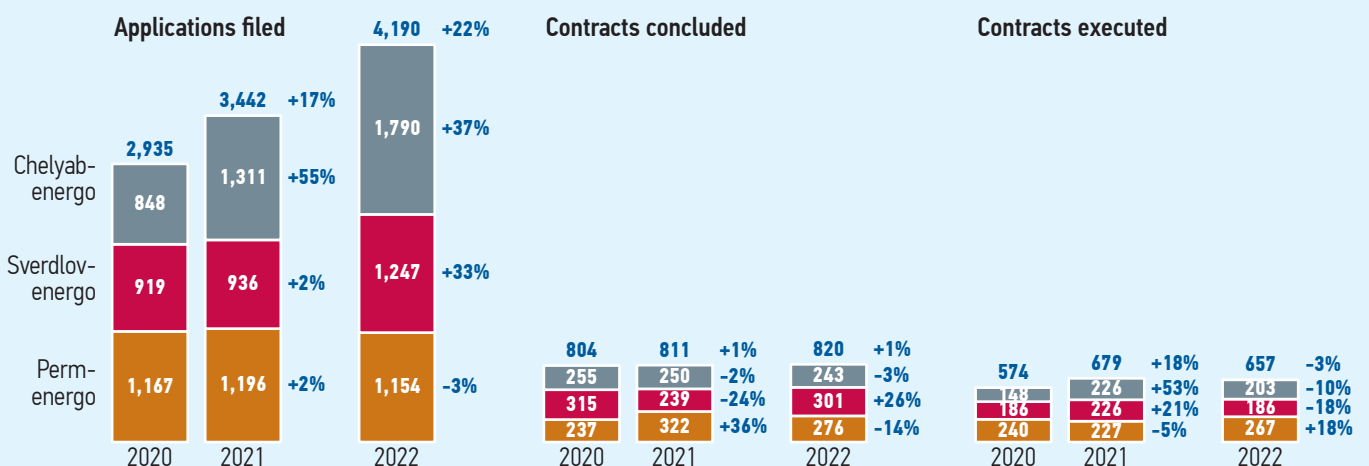
The demand for connection to the networks in 2022 increased in comparison to 2021. The total number of applications for connection, filed with the Company, grew by 6% and totaled 52,439, the growth driven by enhanced accessibility of connection due to the transition to online channels, improved purchasing power as a result of subsidized real property loans and information on possible

cancellation of privileged technological connection. The share of electronic applications filed with the use of personal account in 2022 totaled 99%. In 2022, the Company concluded 30,876 contracts (+1%YoY) and executed 27,177 contracts (-8%YoY). Capacity demand in concluded contracts also increased by 18%.

Demand for connection, pcs*



Demand for connection, MW*





Metrics	MU	2020	2021	2022	2022/2021, %
Applications filed	pcs	41,888	49,290	52,439	6%
	kW	2,935,258	3,442,436	4,190,455	22%
Contracts concluded	pcs	27,428	30,524	30,876	1%
	kW	806,473	811,009	820,289	1%
Contracts executed	pcs	24,093	29,623	27,177	-8%
	kW	573,941	678,611	656,721	-3%
Active contracts	pcs	19,609	18,725	21,324	14%
	kW	1,796,348	1,684,551	1,761,949	5%
Executed contracts by categories of applicants:					
0-15 kW inclusive	pcs	22,130	27,448	25,092	-9%
15-150 kW inclusive	pcs	1,619	1,860	1,793	-4%
150-670 kW	pcs	264	237	212	-11%
670+ kW	pcs	77	75	78	4%
Generation	pcs	3	3	2	-33%
0-15 kW inclusive	kW	265,821	342,978	316,095	-8%
15-150 kW inclusive	kW	103,301	129,633	122,753	-5%
150-670 kW	kW	71,405	70,566	62,575	-11%
670+ kW	kW	117,409	122,528	154,494	26%
Generation	kW	16,005	12,906	805	-94%
Revenues from connection by categories of applicants:					
0-15 kW inclusive	RUB million	42	64	92	44%
15-150 kW inclusive	RUB million	46	74	93	25%
150-670 kW	RUB million	348	325	332	2%
670+ kW	RUB million	165	288	706	145%
Generation	RUB million	119	0.06	17	28236%
Executed contracts by industries:					
Individuals	pcs	19,973	25,085	23,323	-7%
Agriculture, forestry, fishery	pcs	175	152	174	14%
Manufacturing industry	pcs	129	122	132	8%
Production and distribution of electricity, gas and water	pcs	166	156	139	-11%
Real estate development	pcs	545	583	514	-12%
Trade industry	pcs	295	291	302	4%
Transportation and telecommunications	pcs	658	801	620	-23%
Public health, education, social services	pcs	175	124	93	-25%
Other	pcs	1,977	2,309	1,880	-19%
Individuals	kW	250,237	323,086	300,065	-7%
Agriculture, forestry, fishery	kW	21,621	13,036	15,291	17%
Manufacturing industry	kW	27,658	31,192	56,791	82%
Production and distribution of electricity, gas and water	kW	46,578	63,474	30,178	-52%
Real estate development	kW	40,718	43,002	38,743	-10%
Trade industry	kW	21,836	14,815	15,038	2%
Transportation and telecommunications	kW	5,862	7,549	11,078	47%
Public health, education, social services	kW	11,483	7,005	4,865	-31%
Other	kW	147,948	175,453	184,671	5%

Cancelled contracts

Branch	Connection contracts cancelled during the reported period*		
	Contracts	MW	Contract value, RUB million, net of VAT
Permenergo	824 (-35% to 2019)	95 (+67%)	123 (-35%)
Sverdlovenergo	715 (-24%)	21 (-42%)	26 (-71%)
Chelyabenergo	1 056 (-10%)	76 (+33%)	125 (+37%)
2020 total	2,595 (-23%)	192 (+28%)	274 (-26%)
Permenergo	679 (-18% to 2020)	33 (-65%)	83 (-33%)
Sverdlovenergo	356 (-50%)	63 (+200%)	59 (+127%)
Chelyabenergo	768 (-27%)	105 (+38%)	99 (-21%)
2021 total	1,803 (-31%)	201 (+5%)	241 (-12%)
Permenergo	311 (-54% to 2021)	23 (-30%)	102 (+23%)
Sverdlovenergo	268 (-25%)	32 (-49%)	47 (-20%)
Chelyabenergo	538 (-30%)	27 (-74%)	36 (-64%)
2022 total	1,117 (-38%)	82 (-59%)	185 (-23%)

* Net of temporary connection

Connection requests are waived due to changes in terms for construction of filer's facility, lack of intentions to construct any facilities, lack of funds or expiration of specifications.

Permenergo cancelled 311 contracts during 2022 (-54%YoY) with the total capacity of 23 MW and worth RUB 102 million (net of VAT). Most of the contracts (82%) were cancelled by 0-15 kW applicants, 69% of cancellations done by individuals.

Sverdlovenergo cancelled 268 contracts during 2022 (-25%YoY) with the total capacity of 32 MW and worth RUB 47 million (net of VAT). Most of the contracts (75%) were cancelled by 0-15 kW applicants, 67% of cancellations done by individuals.

Chelyabenergo cancelled 538 contracts during 2022 (-30%YoY) with the total capacity of 27 MW and worth RUB 36 million (net of VAT). Most of the contracts (81%) were cancelled by 0-15 kW applicants, 74% of cancellations done by individuals.

The most important connection in 2022

- KGBU Highways and Transport Directorate of the Perm region (RUB 45 million, 3.6 MW): power supply of object "Construction of highway Ulitsa Stroiteley – Ploshchad Gaydara" (development of road infrastructure in the Perm region)
- AO SZ Kortros – Perm (RUB 35 million, 1.5 MW): power supply of apartment building and kindergarten (development of house construction and improvement of housing affordability)
- OOO SHKOLA NOVYE LYADY (RUB 30 million, 0.6 MW): power supply of 1000-seat secondary school (advancement of education in the Perm region)
- AO Transneft Prikamye (RUB 21 million, 0.7 MW): power supply of oil-pumping station (development of the oil industry in the Perm region)
- GKU of the Sverdlovsk Region (1st stage: RUB 430 million, 17 MW): connection of 2023 International University Sports Festival facilities
- OOO Zhilstroykompleks (RUB 1.4 million, 0.356 MW): connection of 2 6/0.4 kV package transformer substation to provide power supply of residential construction area (development of house construction and improvement of housing affordability)
- AO YuGK (RUB 83 million, 14 MW): connection of 10 kV power line for power supply of 110/6 kV Novyi Kurasan substation (development of mining industry in the Chelyabinsk region)
- MKU Chelyabstroyzakazchik (RUB 2 million, 0.2 MW): connection of a kindergarten (advancement of preschool education in the Chelyabinsk region)
- AO Chelyaboblkommunenergo (RUB 6 million, 0.16 MW): connection of gas boiler house (improvements in living standards of the population in the Chelyabinsk region)
- MBU Sport Ski School No.5 in Chelyabinsk (RUB 24 million, 0.28 MW): connection of a rollerskis track in the Central District of Chelyabinsk (development of sports infrastructure of the Chelyabinsk region)

