

supplies are complete as required by the List; the storage conditions of equipment, materials, spare parts, as well as access routes are adequate to ensure prompt loading of materials and equipment for their delivery to accident-caused damage elimination locations

- Checks were carried out to ensure that the teams have all the equipment, gear and protective means, that the accessories, special vehicles, machinery and mechanisms are ready for the work, that communication equipment and notification flow charts are in place and in good working order. The checks did not reveal any violations of the storage rules for protective means, tools and appliances

Readiness checks of the following items were carried out:

- Company’s material and human resources for the mitigation of the disturbance consequences due to the flooding impact on power grid facilities. The inspection results showed that 391 teams, 1,819 people, 754 vehicles, including 22 mobile teams (123 people) equipped with

appropriate technical means (49 units, including 22 motor vehicles, 27 units of special vehicles), tools, rigging gear, sets of spare parts, communication means, emergency sets of special clothing, food rations and financial means are ready to roll

- Watercraft and water pumping equipment. Available watercraft (four small boats including two motorboats with Yamaha-40 engine) and 27 motor pumps are ready for service in case of flooding
- Emergency power supply sources (EPSS). A total of 121 EPSSs with a total capacity of 14,262.5 kW were made available, of which 110 mobile EPSSs with a total capacity of 13,810.5 kW

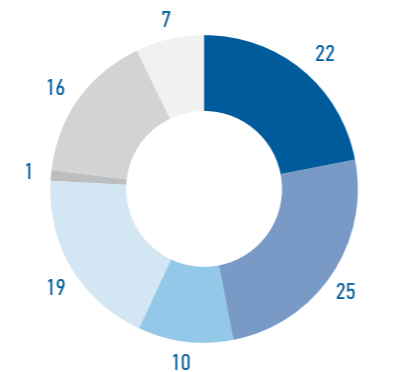
The Company’s Grid Control Centre every day communicated with the regional centres for hydrometeorology and environmental monitoring of the Krasnodar Territory and the Republic of Adygeya and the Sochi Hydrometeorological Centre, as well as crisis management centres of the Chief Directorates of the Ministry of Emergency Situations of Russia in the Krasnodar Territory and the

Republic of Adygeya to obtain operative information on weather conditions and flood situation at the water bodies of the Krasnodar Territory and the Republic of Adygeya.

A total of 32 storm warnings and 103 daily hydrometeorological bulletins on adverse weather phenomena were issued during the flooding period, a 31% increase from 2021. These bulletins included information on the water level rise threat in the rivers of the Krasnodar Territory and the Republic of Adygeya.

In 2020–2022, there were no reported fires, ignitions, or emergency power grid equipment shutdowns because of fire impacts.

**MAIN CAUSES OF ACCIDENTS IN ROSSETI KUBAN POWER GRIDS IN 2022 (%)**



- Exposure to repetitive natural phenomena
- Poor technical condition (ageing) of equipment
- Other operational deficiencies
- Interference of the third parties
- Interference of organisations involved in production process
- Animals and birds
- Design, structural, manufacturing or installation faults (shortcomings)

✓ All activities dictated by the Federal Service for Ecological, Technological, and Nuclear Supervision with a deadline in 2022 were **fulfilled and decontrolled**.



# DEVELOPMENT OF ADDITIONAL (NON-TARIFF) SERVICES

“ Development of additional (non-tariff) services is one of Rosseti Kuban’s priorities.

In this regard, Rosseti Kuban’s key goals are to expand the market share of additional (non-tariff) services and non-tariff revenues, improve service accessibility and commercialise consumer engagement procedures.

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, PJSC.

Rosseti Kuban carried out a variety of steps in 2022 as part of the development of additional services:

- Company’s branches established non-tariff services divisions and groups within their customer relations units. The staffing schedules of the Company’s branches were changed. These units are responsible for organising and coordinating the provision of additional (non-tariff) services
- Training seminars were organised and conducted in the area of additional services

- The regulations on the process of implementing additional (non-tariff) services were updated
- Advertising and information activities were implemented to raise consumer awareness of the additional services provided by the Company
- Centralised supply of material and technical resources was organised according to the needs defined on the basis of requests from the Company’s branches. Framework agreements were concluded for the supply of materials for additional services
- New types of additional services were introduced

Revenue from additional services increased significantly over the prior year as a result of the methodical development of new services.

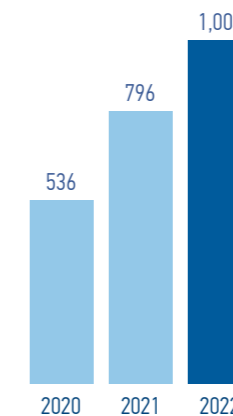


**DMITRY GORYACHEV**  
Head of Non-Tariff Service Development Department

In addition to electricity transmission and grid connection services subject to mandatory state regulation, 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

**DYNAMIC PROFILE OF REVENUE FROM ADDITIONAL SERVICES IN 2020–2022 (RUB MN)**



**1,003.9 RUB mn**  
additional service revenue in the reporting year, **(6% more than planned)**

**208.1 RUB mn**  
**(26%)**  
year-on-year increase in revenue from additional services for 2022

## STRUCTURE OF REVENUE FROM ADDITIONAL SERVICES IN 2020–2022

Indicator	UoM	2020	2021	2022	$\Delta$ 2022/2021 (%)
Revenue from sales of additional (non-tariff) services related to other activities	RUB mn	536.4	795.8	1,003.9	+26.1
Equipment leasing and placement services	RUB mn	146.3	162.6	148.9	-8.4
Repair and maintenance	RUB mn	96.2	103.9	344.2	+231.3
Construction and installation	RUB mn	212.9	357.4	399.0	+11.6
Consultancy and organisational & technical services	RUB mn	69.9	169.2	108.3	-36.0
Agency services	RUB mn	0	0	0	-
Communication and information technology services	RUB mn	0	0.003	0.001	-66.7
Other activity services	RUB mn	11.0	2.7	3.5	+29.6
Other services	RUB mn	0	0.035	0	-100.0
Volume (share) of non-tariff revenue in total revenue	%	2.6	3.1	3.4	+0.3 p.p

Maintenance and repair services, diagnostics and testing, construction and installation, renovation and retrofitting of consumers' power grid facilities, services for placement of telecommunications equipment, including fibre-optic communication lines, services for

electricity consumption limitation (restoration) were the key contributors to the revenue in 2022.

The price list for additional (non-tariff) services was updated in 2022; according to it,

the Company provides a full range of services required by consumers in the power supply process; to date, the price list includes 485 services.

## THE LARGEST AGREEMENTS FOR ADDITIONAL (NON-TARIFF) SERVICES IMPLEMENTED IN 2022

S. No.	Name	Non-tariff services of the Company	Volume of revenues (RUB mn)
1	FSUE GUSS	construction and installation works	46.8
2	Metrix-Olginka, LLC	construction and installation works	41.5
3	Talent and Success Educational Foundation	operational maintenance	35.6
4	Transstroyemkhanisatsiya, LLC	construction and installation works	30.3
5	Krasnaya Polyana, NJSC	construction and installation works	18.0
6	SUE Kubanvodokomplekt, Krasnodar Territory	construction and installation works	17.7
7	M.I. Kalinin Agricultural Company, OJSC	construction and installation works	15.8
8	Privolye Agrofirma, LLC	construction and installation works	10.5

## KEY PROJECTS AND MAJOR AGREEMENTS SCHEDULED FOR 2023

S. No.	Name	Non-tariff services of the Company	Volume of revenues (RUB mn)
1	Rosseti, PJSC (as the legal successor of DEUK-ENES, JSC)	repair and maintenance	216.7
2	Transstroyemkhanisatsiya, LLC	construction and installation works	87.2
3	Kubstroy-15, LLC	construction and installation works	68.6
4	Krasnaya Polyana, NJSC	construction and installation works	38.2
5	Talent and Success Educational Foundation	operational maintenance	35.6
6	Slavyansk ECO, LLC	alteration of power grid facilities initiated by third parties (bundled service)	34.2
7	Myastorg, LLC	construction and installation works	20.2
8	Betagan Kuban, LLC	construction and installation works	19.7
9	Energoservice Kuban, JSC	repairs	16.3
10	StroyResource, LLC	construction and installation works	13.1
11	Abrau-Durso Wine Tourism Centre, LLC	construction and installation works	10.0

## TARGETS FOR ADDITIONAL SERVICES (RUB MN)

Indicators	2023 (Plan)	2024 (Forecast)	2025 (Forecast)	2026 (Forecast)	2027 (Forecast)
Revenue	845.0	1,615.6	1,762.8	2,971.7	4,119.0
Expenditures	764.6	1,454.1	1,586.5	2,674.5	3,707.1
Gross profit	80.4	161.5	176.3	297.2	411.9

