



## The Management Discussion and Analysis of PJSC "Rosseti Centre" to Interim Condensed Consolidated Financial Statements of the Company, including its financial condition and performance results (MD&A)

The primary activities of PJSC "Rosseti Centre" (hereinafter referred to as the "Company") and its subsidiaries (hereinafter together referred to as the "Group of Companies") are provision of services for transmission and distribution of electricity for power grids, the provision of services for technological connection of consumers to the network, as well as the sale of electricity to the end consumer in a number of regions of the Russian Federation.

The Group of Companies, in addition to the Company, includes specialized electric grid and non-core subsidiaries in several regions of the Russian Federation.

The Company has published its unaudited Interim Condensed Consolidated Financial Statements for 3 months of 2023 in accordance with International Financial Reporting Standards (IFRS). Profit for the period amounted to RUB 3.8 bln, which is higher than last year by RUB 1.1 bln.



Revenue for the reporting period is RUB 33.7 bln, including revenue from electricity transmission — RUB 31.8 bln, revenue from technological connection — RUB 0.9 bln, other revenue — RUB 1.0 bln and revenue from lease agreements – RUB 0.05 bln.

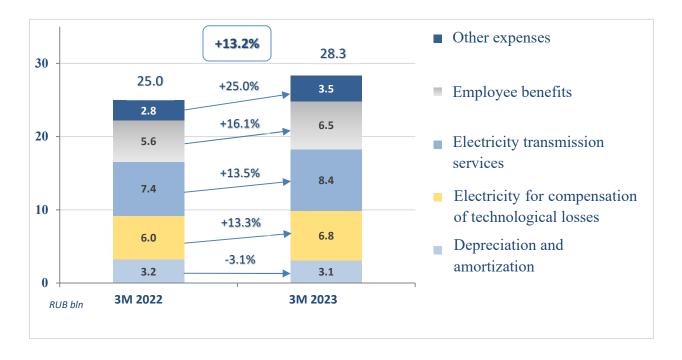
Data in billion RUB, unless otherwise stated

Indicators	3M 2023	3M 2022	Change
Revenue (total), including:	33.7	29.3	15.0%
Electricity transmission services	31.8	28.1	13.2%
Technological connection services	0.9	0.5	80.0%
Revenue from resale of electricity and capacity	0.2	0.2	0.0%
Other revenue	0.8	0.5	60.0%
Revenue from lease agreements	0.05	0.05	0.0%

<sup>\*</sup>Data of the Consolidated Financial Statements, rounded up to RUB bln

The main factor that influenced the growth in the consolidated revenue is an increase in revenue from electricity transmission due to growth in the boiler tariffs.

Operating expenses of the Group of Companies following the results of 3 months of 2023 amounted to RUB 28.3 bln, which is 13.2% higher than the same indicator last year.



The increase in electricity costs to compensate for technological losses was due to growth in the price of electricity (including growth in sales margins).

The increase in the cost of electricity transmission services is due to growth in the cost of services of territorial grid organizations (TGO) because of an increase in the average TGO tariff, as well as an increase in the cost of electricity transmission services through federal grids due to an increase in rates for maintenance of electric grid facilities in UNEG grids.

The increase in other operating expenses was caused by both inflationary growth in prices and an increase in the volume of non-regulated services compared to the previous year, as well as changes in provisions due to disagreements with sales organizations.

An additional factor that influenced the growth of operating expenses was an increase in the cost of employee benefits, due to the indexation of wages and payment for overtime work in the elimination of power outages caused by adverse natural phenomena.

Nama	3M 2023	3M 2022	Change	
Name	3N1 2023	3111 2022	absolute	%
EBITDA, bln RUB	9.0	8.1	0.9	11.1%
EBITDA margin, %	26.7	27.6	-0.9 p.p.	-3.3%
Financial stability ratio	0.55	0.70	-0.15	-21.4%
Equity to total assets	0.40	0.40	0.00	0.0%
Current liquidity ratio	0.51	0.75	-0.24	-32.0%
A/R to A/P ratio	0.64	0.83	-0.19	-22.9%
A/R turnover, days	41	43	-2	-4.7%

Earnings before Interest, Taxation, Depreciation & Amortization (EBITDA) following the results of 3 months of 2023 amounted to RUB 9.0 bln. EBITDA margin following the results of 3 months of 2023 amounted to 26.7%.

The financial stability ratio shows the share of long-term sources of financing (more than a year) that the company uses in its activities. The value of this indicator decreased in the reporting period.

Equity to total assets ratio shows the portion of the company's assets that are covered by equity. The value of the indicator did not change in the reporting period.

The current liquidity ratio reflects the capability of the company to pay off current (short-term) liabilities at the expense of current assets. The value of this indicator decreased in the reporting period.

The decrease in the financial stability and current liquidity ratios is mainly due to the reclassification of previously formed loan debt (transfer from long-term to short-term depending on the maturity).

To service short-term liabilities following the results of 3 months of 2023, the Group has available limits on long-term credit lines in the amount of about RUB 88 bln, which is more than the amount of short-term liabilities. The Group's solvency remains at a high level.

The ratio of accounts receivable and accounts payable characterizes the rationality of use of funds in turnover. Over the past period, this indicator decreased.

As at 31 March 2023 the assets of the Group of Companies reached RUB 140.8 bln (as at 31 December 2022 — RUB 139.8 bln), the net debt was RUB 39,6 bln (as at 31 December 2022 — RUB 39.6 bln). The weighted average borrowing rate of the Group of Companies (excluding interest-free borrowings) as at 31 March 2023 was 8.4%.

Data in billion RUB, unless otherwise stated

Indicators	As at 31.03.2023	As at 31.12.2022	Change
Total equity	56.8	52.8	7.6%
Total assets	140.8	139.8	0.7%
Borrowed funds	46.2	46.1	0.2%
Cash and cash equivalents	6.6	6.5	1.5%
Net debt <sup>1</sup>	39.6	39.6	0.0%

<sup>[1]</sup> Net debt is calculated, based on the statements data rounded to billion RUB, as follows: long-term borrowed funds + short-term borrowed funds - cash and cash equivalents

The financial condition of the Group of Companies following the results of 3 months of 2023 is characterized as stable.