



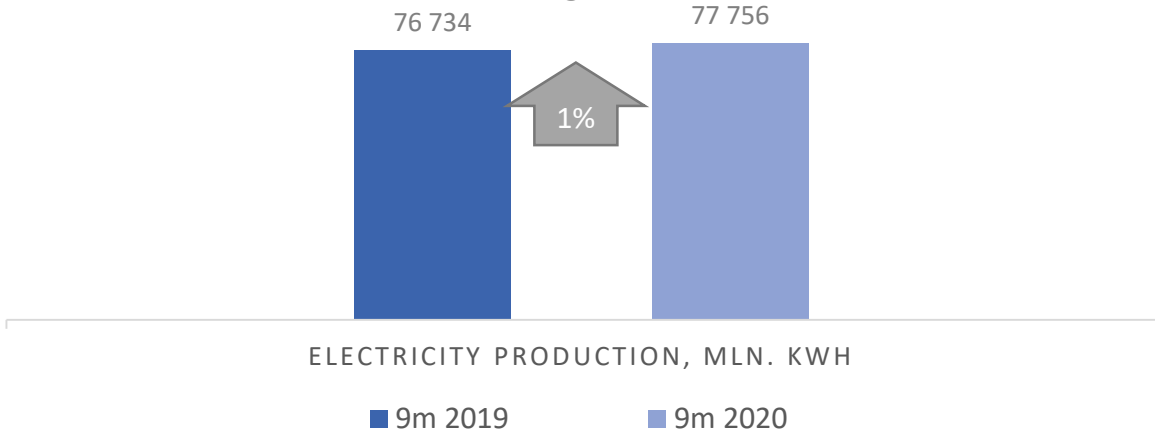
Samruk-Energy results for 9 months of 2020

Nur-Sultan, 2020

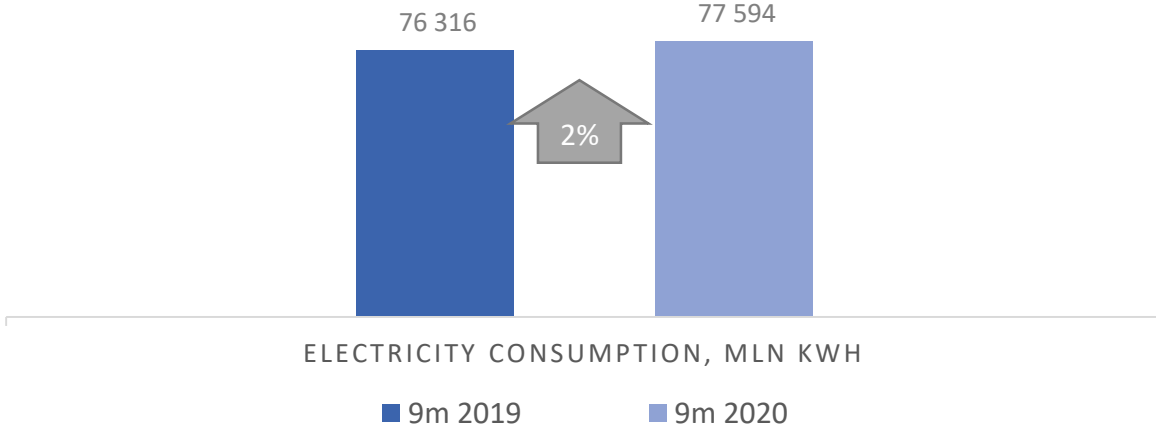
Main external factors that influenced on financial results of Samruk-Energy JSC



ELECTRICITY PRODUCTION IN KAZAKHSTAN ON THE WHOLE



ELECTRICITY CONSUMPTION IN KAZAKHSTAN ON THE WHOLE

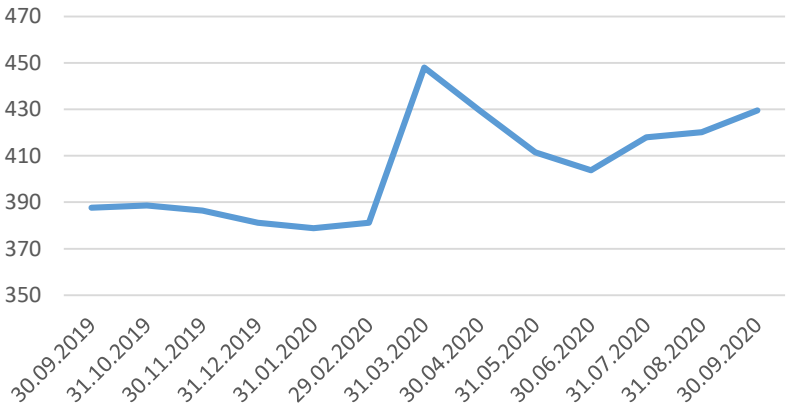


	30.09.2019	30.09.2020	%
KZT/USD	387,63	429,51	111%

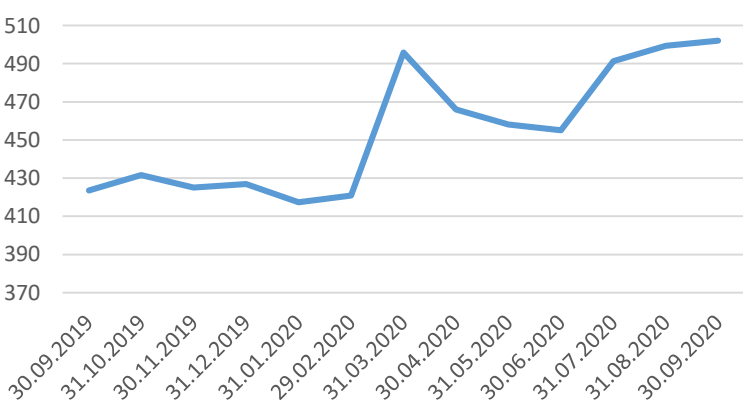
	30.09.2019	30.09.2020	%
KZT/EUR	423,49	502,14	119%

	30.09.2019	30.09.2020	%
KZT/RUB	6,02	5,42	90%

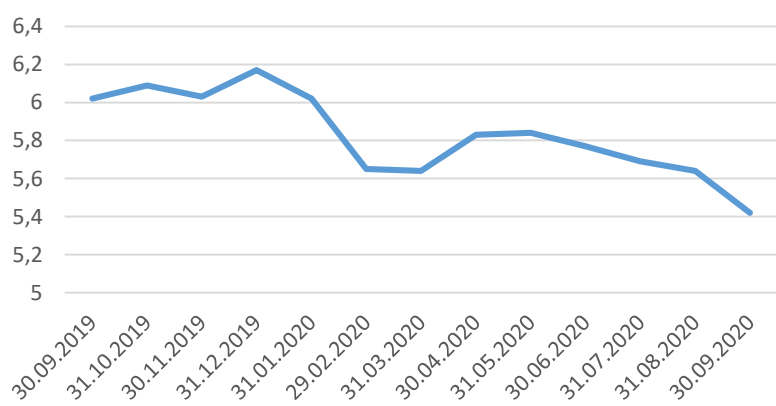
KZT/USD



KZT/EUR



KZT/RUB



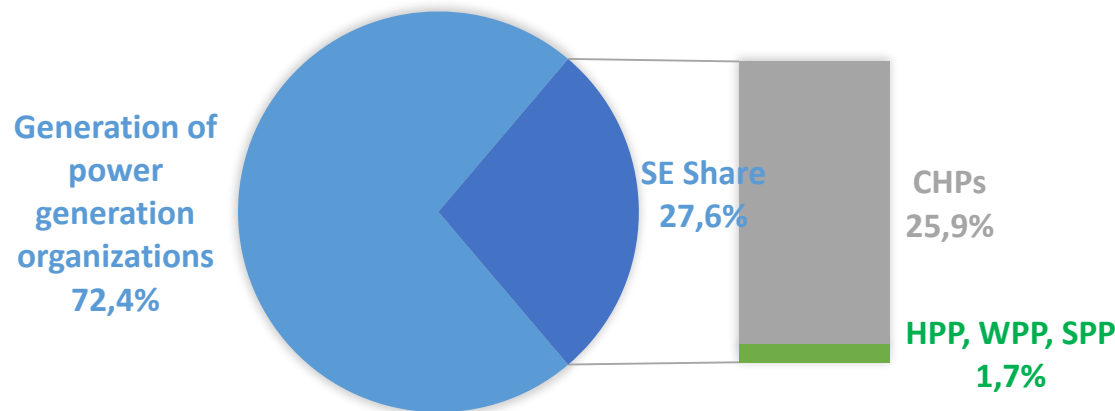
Significant events and changes in business (II)

Date	Event
January 01, 2020	For subsidiaries and affiliates implementing large-scale investment programs with the attraction of borrowed funds in 2019, Investment agreements were concluded with the Ministry of Energy of the Republic of Kazakhstan and individual tariffs for capacity were approved. -For JSC "AIES" and JSC "MGES" tariffs were introduced from 01.01.2020, and for JSC "SharGES" tariffs were introduced from 01.03.2020.
January 30, 2020	In accordance with the Rules for Admission to the Consideration of Investment Programs (Order of the Ministry of Energy of November 28, 2017 No. 416), in order to conclude an investment agreement for the project "Restoration of power unit No. 1 with a capacity of 500 MW", EGRES-1 sent a corresponding investment program for consideration to the Market Council. A positive recommendation from the Market Council was received for further consideration of the investment program in the authorized body
May 21, 2020	Amendments have been made to the order of the Minister of Energy of the Republic of Kazakhstan dated March 2, 2015 No. 164 "On approval of the Rules for the centralized purchase and sale by Financial Settlement center of renewable energy, recalculation and redistribution by Financial Settlement center of the corresponding share of electrical energy to qualified conditional consumer based on the results of the calendar year "(hereinafter referred to as the Rules). The changes will allow renewable energy facilities to extend once the terms specified in subparagraphs 1) and 2) of paragraph 106 of the Rules for a period not exceeding 1 calendar year, according to the request of the Applicant (in any form), as part of the exclusion of default on obligations to RFC LLP.
May 22, 2020	By the Order of the Minister of Energy of the Republic of Kazakhstan dated May 22, 2020 No. 205, a new "Methodology for determining the fixed profit taken into account when approving the maximum tariffs for electricity, as well as the fixed profit for balancing taken into account when approving the maximum tariffs for balancing electricity" was approved. The methodology provides for a "transition period", during which the fixed profit is calculated based on the cost of generating electricity in 2019 and is set at 11.79%. A full transition to RAB-regulation will take place from 01.01.2021.
June 17, 2020	Changes were made to the order of the Minister of Energy of the Republic of Kazakhstan dated November 28, 2017 No. 416 "On approval of the Rules for admission to consideration, consideration and selection of investment programs ...", according to which the allowable volume of investments under investment agreements was increased from 10% to 30% (in in kind from 10 to 30 billion tenge), which contributes to the inflow of investments into the industry for modernization, expansion, reconstruction and (or) renewal of generating capacities.
June 26, 2020	The international rating agency Fitch Ratings has affirmed the Company's long-term credit ratings in foreign and national currencies at "BB", forecast "Stable"; short-term foreign currency credit rating at "B"; national long-term rating at "A + (kaz)", forecast "Stable". The agency also upgraded the credit rating of the Company on an independent basis from "B" to "B +", the priority unsecured ratings of the Company in foreign and national currency from "BB-" to "BB" and the national priority unsecured rating from "A- (kaz)" to "A + (kaz)".
June 29, 2020	The Ministry of Energy of the Republic of Kazakhstan has published the maximum tariffs for electricity for stations with commissioning from 01.07. For subsidiaries and dependent companies of JSC "EGRES-2" and JSC "AIES" the tariffs were approved with an increase of 18%. For LLP "EGRES-1" the tariff growth was 0.7%. For JSC "MHES" the tariff is kept at the current level. For SharGES JSC the tariff was reduced by 7.1%. Taking into account the growth of marginal tariffs at stations, subsidiaries and dependent companies - LLP "Almatyenergosbyt" 07/24/2020 submitted to DKREM a notification application for approval of an increase in the electricity tariff from September 1, 2020. The projected tariff is 19.38 tenge / kWh (with an increase to the current one by 13.2%).
6 months of 2020	Following the results of 6 months of 2020, credit limits in second-tier banks in the group of companies of Samruk-Energo JSC in order to replenish working capital were increased by 10.0 billion tenge. The total amount of credit limits for the 6 months of 2020 for the group of companies is 223.5 billion tenge, while the total amount of availability by credit limits is 157.7 billion tenge or 70.5%.
June 30, 2020	JSC "AZhK", due to the expiration of the approved maximum tariffs for the transmission and distribution of electricity, an application was sent to DKREM in Almaty and Almaty region for approval of maximum long-term tariffs for the period from 2021-2025. The projected tariff level for 2021 amounted to 9.31 tenge / kWh, with an increase to the current one by 56%. DKREM accepted the application for consideration.

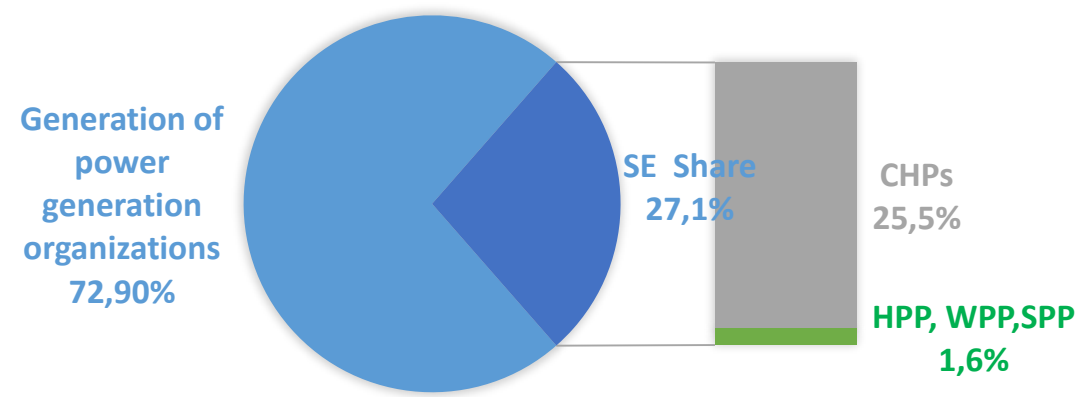
Significant events and changes in business (II)

Date	Event
August 20, 2020	Samruk-Energy, JSC announced the start of two projects: <ul style="list-style-type: none">- Construction of a wind power station in the Shelek corridor with a capacity of 60 MW with the prospect of expanding to 300 MW;- Construction of a wind power station in the area of Ereymentau, Akmola region with a capacity of 50 MW.
August 25, 2020	“Ekibastuz Station GRES-2”, JCS announced the refinancing of all liabilities in foreign currencies for a total amount of about 100 billion tenge. Thus, the station fully neutralized currency risks and eliminated potential exchange rate losses.
September 25, 2020	Samruk-Energy, JSC announced the start of work on the implementation of the project for the modernization of Almaty CHPP-2 in order to minimize emissions into the environment.
September 30, 2020	Samruk-Energy, JSC optimized current and capital expenditures for a total of 18.5 billion tenge. Reduction measures are carried out within the framework of the execution of instructions of the Chairman of the Board of Samruk-Kazyna, JSC.

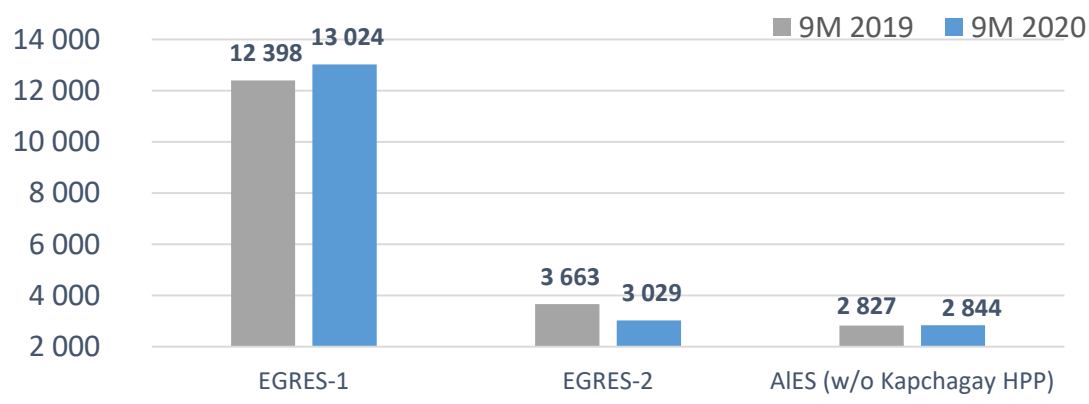
***SAMRUK-ENERGY SHARE IN TOTAL ELECTRICITY GENERATION IN RK FOR 9M 2019**



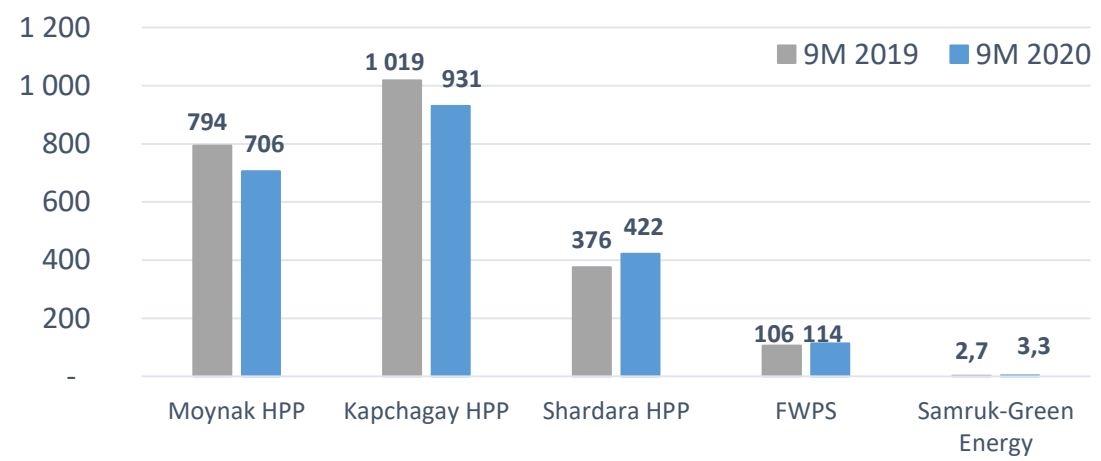
***SAMRUK-ENERGY SHARE IN TOTAL ELECTRICITY GENERATION IN RK FOR 9M 2020**



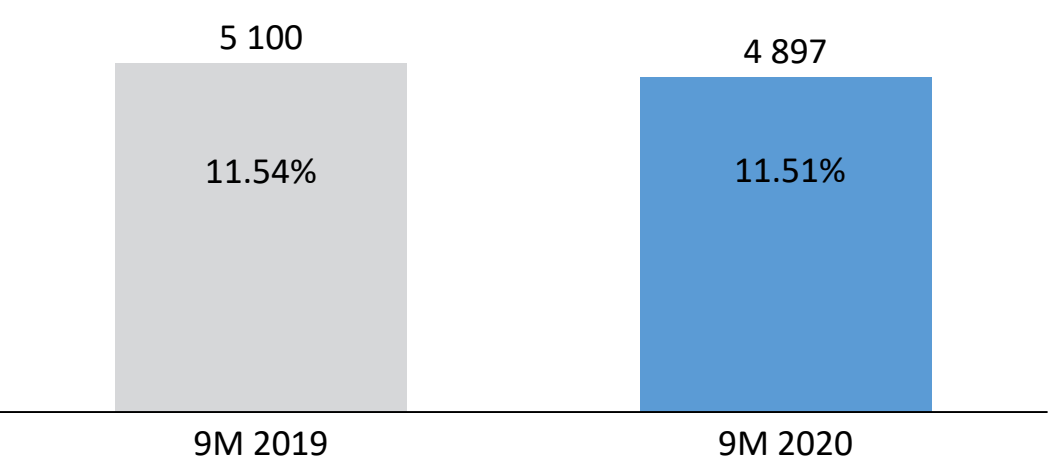
Electricity generation volume (mln. kWh) by CHPs



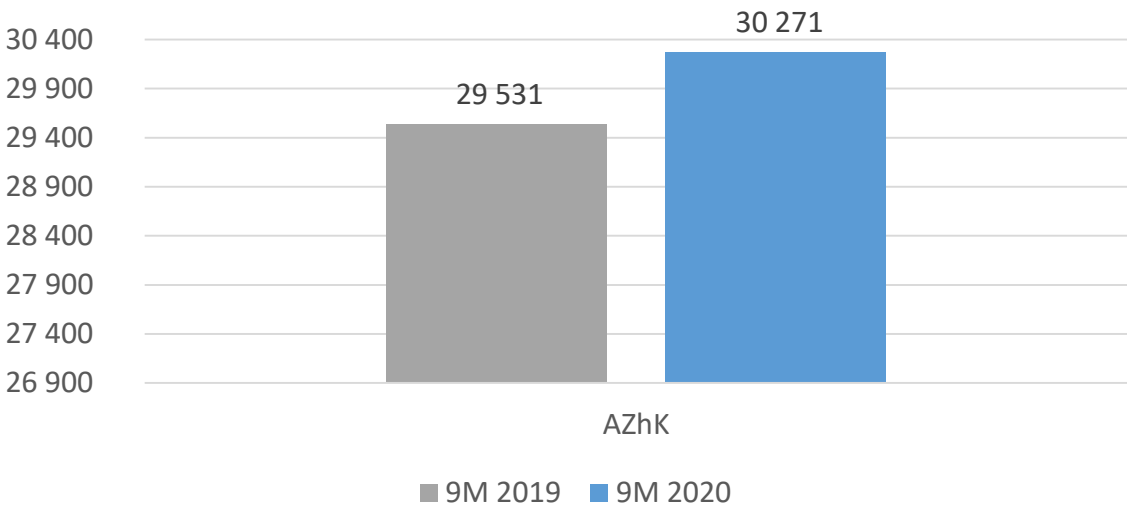
Electricity generation volume (mln. kWh) by HPP, WPP, SPP



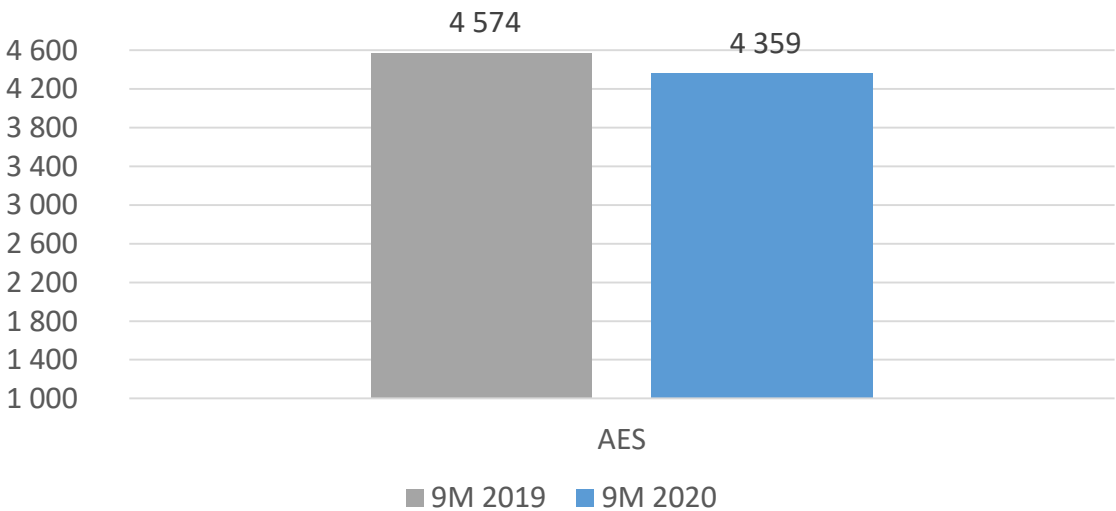
Electricity transmission volumes (mln. kW.h) and losses in grids (%)



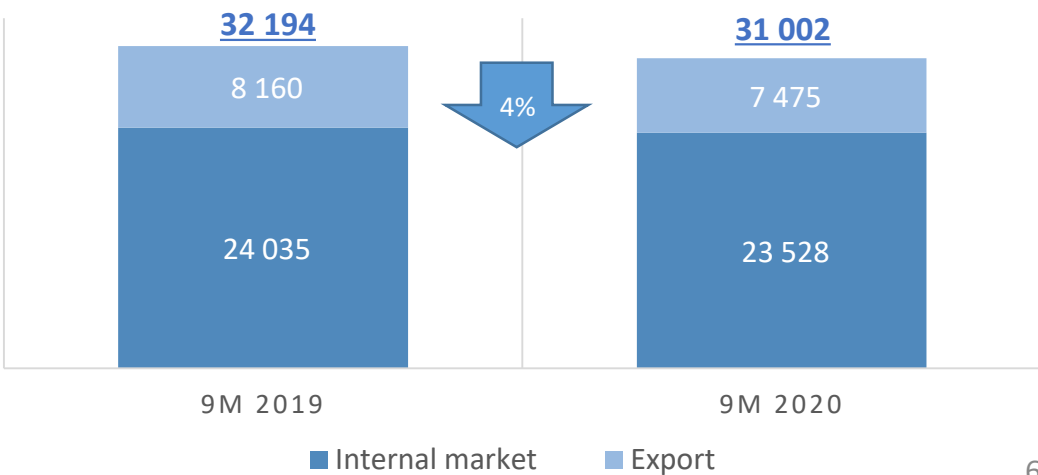
Length of power lines (km)



Electricity sales volume by power supply organizations, mln kWh

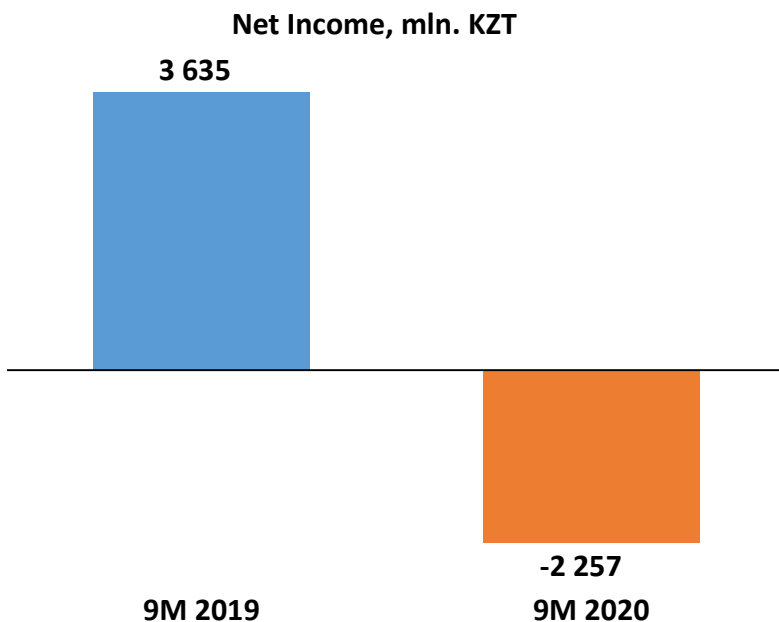


BOGATYR KOMIR COAL SALES, (THS. TONNS)



Significant changes in the Profit and Loss Statement

In KZT million	9M 2020	9M 2019	Change	%	In KZT million	9M 2020	9M 2019	Change	%
Continuing activities					Financing revenue	1 516	1 825	(309)	-17%
① Revenue	198 055	171 254	26 800	16%	Financing costs	(23 127)	(24 749)	1 622	-7% ⑥
② COGS	(158 508)	(138 542)	(19 967)	14%	Other nonoperation profit/loss	474	829	(355)	-43%
Gross profit	39 546	32 713	6 833	21%	Loss from impairment, net	(2 893)	1 257	(4 149)	330% ⑦
③ General and administrative costs	(11 134)	(8 424)	(2 710)	32%	Share in profits of JVs and associates, net	3 945	9 128	(5 183)	57% ⑧
④ Selling costs	(6 581)	(5 296)	(1 285)	24%	FX profit/loss, net	(594)	(228)	(366)	161%
Operating profit	21 831	18 993	2 839	15%	Profit/(loss) before income taxes	1 153	7 055	(5 902)	-84%
					Income tax expense	(3 410)	(3 420)	10	0%
					Net income from continuing operations	(2 257)	3 635	(5 892)	-162%
					Net income for the period	(2 257)	3 635	(5 892)	-162%
					Net income for:				
					Shareholder of the parent company	(2 279)	3 426	(5 705)	-267%
					Non-controlling interest	23	209	(187)	-89%
						(2 257)	3 635	(5 892)	-262%



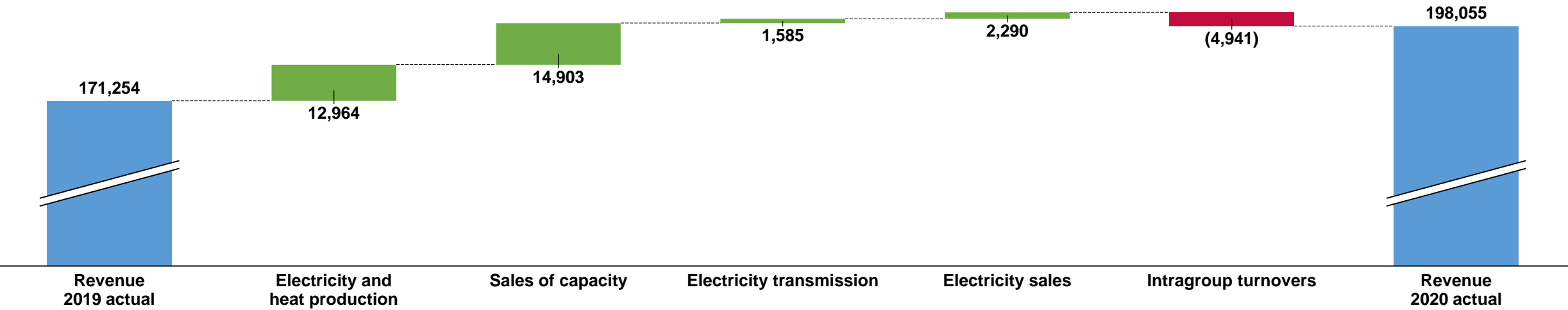
Comments:

- ① The main factors of revenue change are indicated in slide #8;
- ② ③ ⑤ The change in COGS, G&A costs and operating profit is detailed on slide #9;
- ④ The change is mainly due to an increase in electricity transmission services as a result of an increase in prices for KEGOC's services compared to the same period of 2019;
- ⑥ Decrease mainly due to debt reduction.
- ⑦ Increase due to the accrual of a provision for impairment of assets of Tegis-Munai and FWPS.
- ⑧ The decrease in the share of profit in the joint venture is described on slide #10.

ANALYSIS OF REVENUE DEVIATION FOR 9 MONTHS OF 2020 COMPARED TO THE SAME PERIOD OF 2019

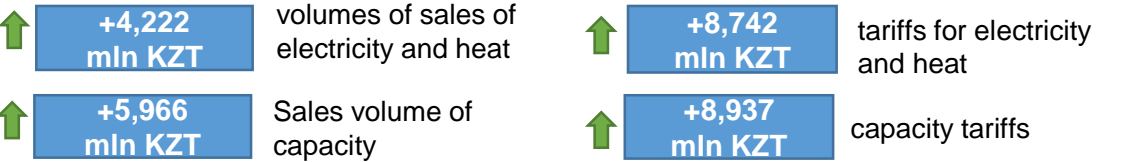


Revenues for 9 months of 2020 amounted to 198,055 mln KZT, an increase compared to the same period of 2019 is amounted to 26,800 mln KZT or 16%.



MAIN FACTORS OF REVENUE CHANGES :

Production of electricity and heat energy :



Transmission and distribution of electricity :



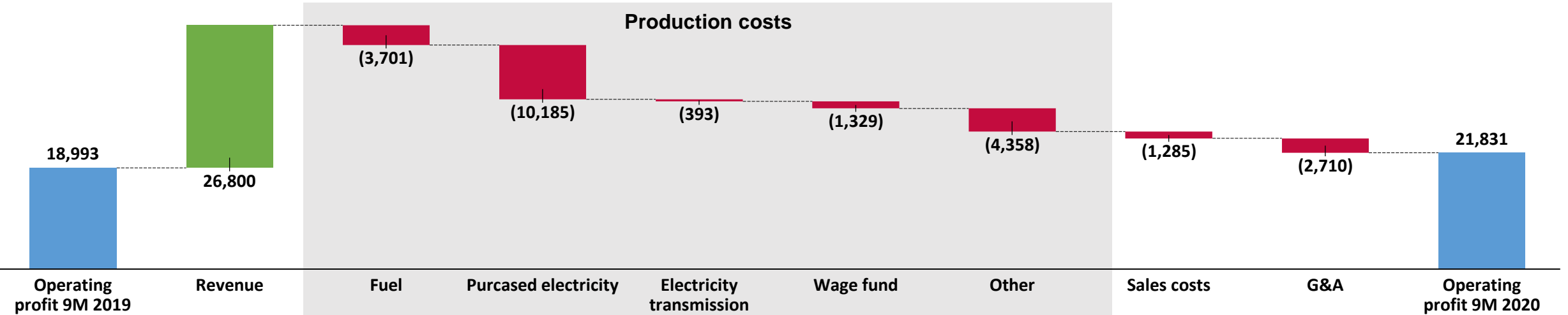
Electricity sales:



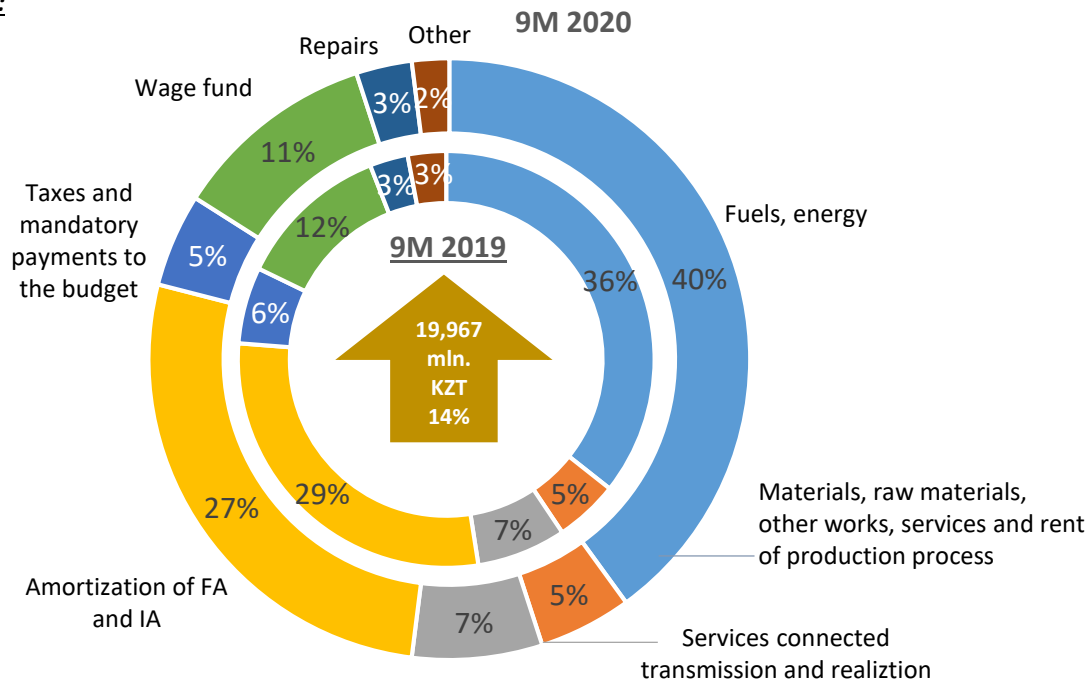
Влияние ВГО:



ANALYSIS OF OPERATING PROFIT FOR 1 HALF OF 2020 COMPARED TO THE SAME PERIOD OF 2019



Structure of production costs:



Consolidated operating profit for 9 months of 2020 amounted to 21,831 mln KZT, which is 15% or 2,839 mln KZT higher than the previous period. The main changes occurred due to the following factors:

(19,967) mln KZT – Production costs:

(3,701) mln KZT - Fuel: Coal increase due to rising coal prices and electricity production at GRES-1.

(10,185) mln KZT- Purchased electricity: increase of (9,578) mln KZT due to an increase in expenses for the purchase of electricity from the RFC (Renewable energy sources), as well as by (3,906) mln KZT at AES due to an increase in volumes and tariffs for the purchase of electricity. At the same time, an increase in intragroup turnovers led to a decrease in the cost of electricity purchases by 3,299 mln KZT

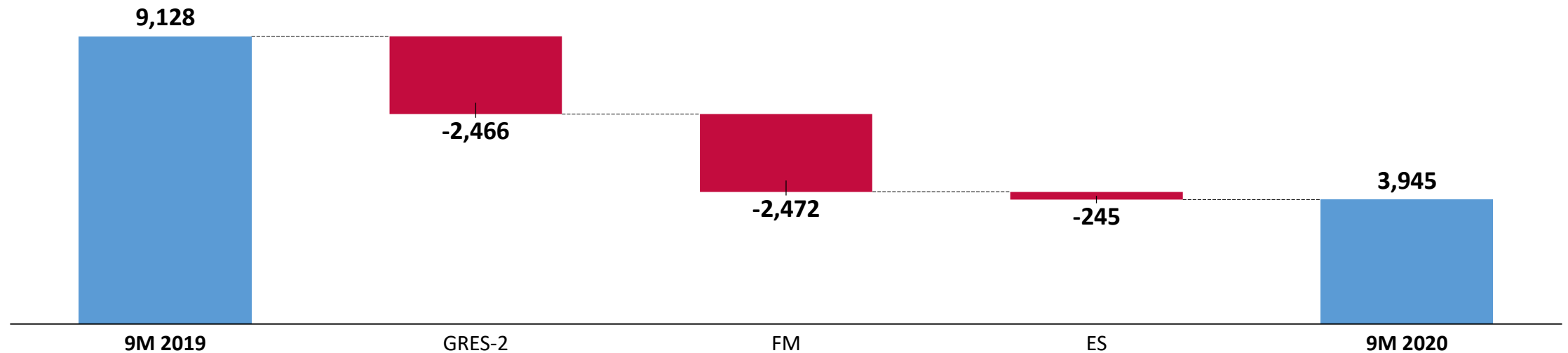
(393) mln KZT– Electricity transmission – the increase due to the growth of KEGOC tariffs.

(1,329) mln KZT – Wage fund – the increase due to the indexation of salary.

(4,358) mln KZT– Other – An increase mainly due to the growth in depreciation and repair costs.

(1,285) mln KZT – Sales costs: increase due to the rise in prices for KEGOC services;

(2,710) mln KZT – General and administrative expenses: the main increase for BGES due to additional taxes on VAT and the accrual of penalties made based on the results of a comprehensive audit by the Department of State Revenues in East Kazakhstan for the period from 01.01.2014. until 31.12.2018, according to the received document of a documentary tax audit from 31.12.2019.



The share profit for the 9 months of 2020 amounted to 3,945 mln KZT, a decrease in relation to the same period by 5,183 mln KZT.

The main changes occurred by :

- **GRES-2** –The increase in the loss of GRES-2 in the amount of (2,466) mln KZT was mainly due to a decrease in operating profit due to the downtime of power unit No. 2 for repairs and, accordingly, a decrease in electricity sales.
- **Forum Muider (50%)** - The decrease in FM profit compared to the same period of the previous year amounted to (2,472) mln KZT, mainly due to a decrease in FM operating profit as a result of reduction in coal sales.