



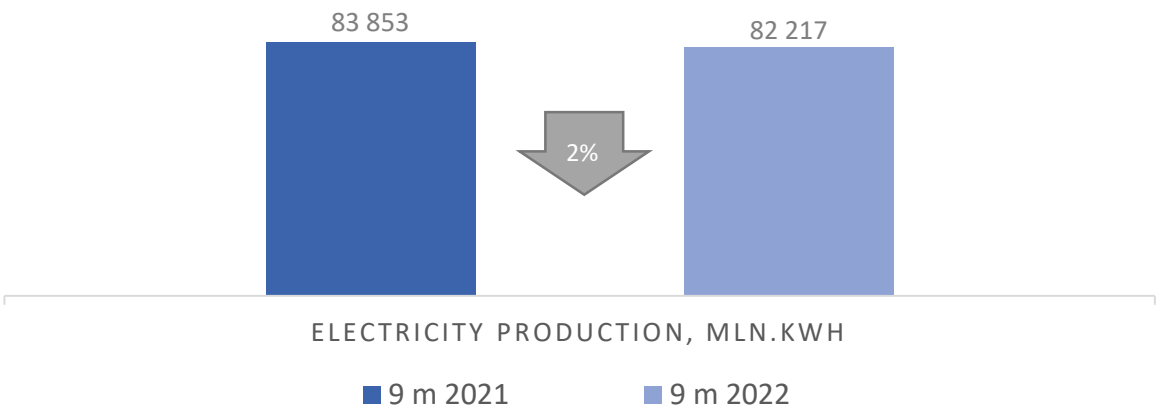
## “Samruk-Energy” JSC operating results for 9 months of 2022

Astana, 2022

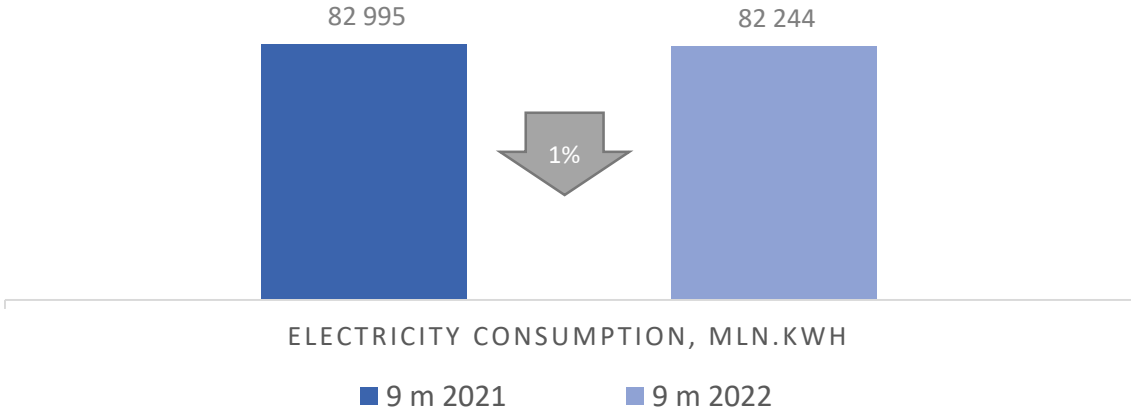
# Key external factors that affected “Samruk-Energy” JSC financial results



ELECTRICITY PRODUCTION IN GENERAL ACROSS KAZAKHSTAN



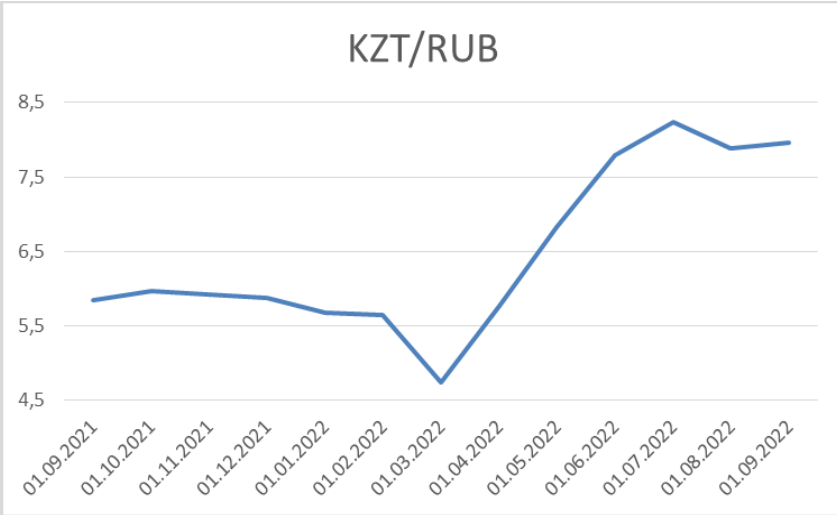
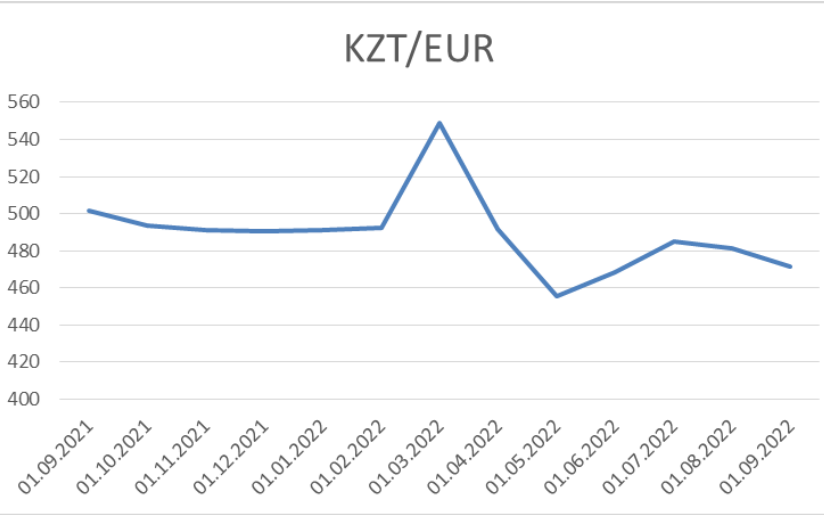
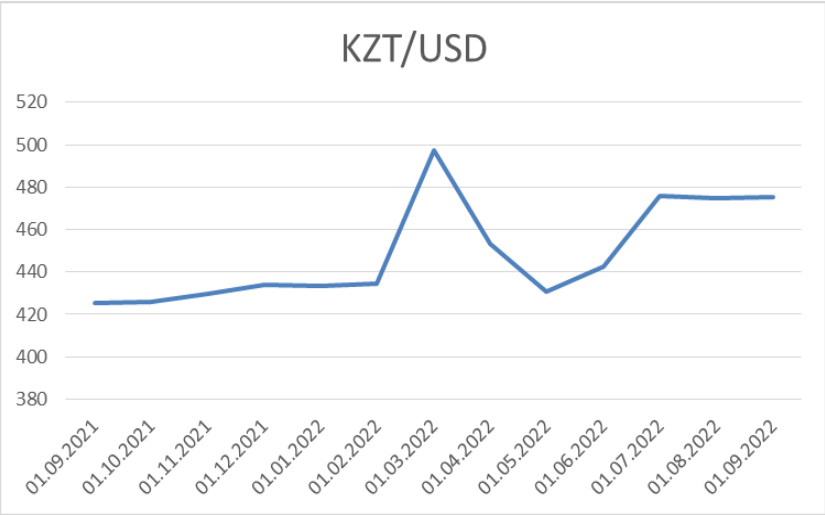
ELECTRICITY CONSUMPTION IN GENERAL ACROSS KAZAKHSTAN



	30.09.2021	30.09.2022	%
KZT/USD	425,51	475,57	112%

	30.09.2021	30.09.2022	%
KZT/EUR	501,32	471,53	94%

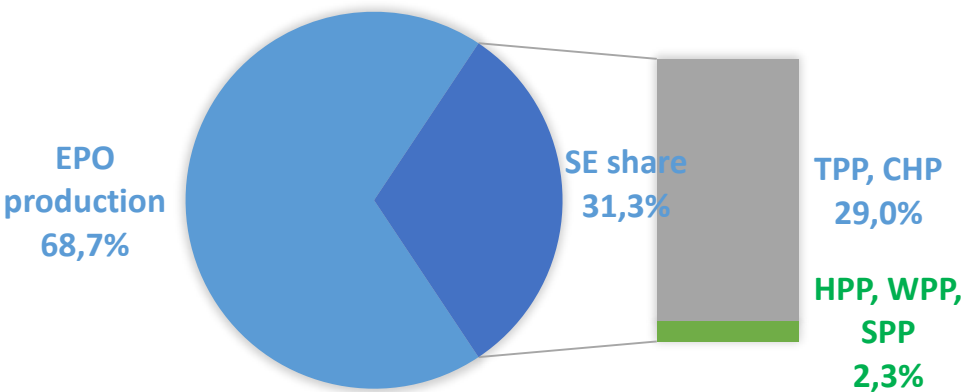
	30.09.2021	30.09.2022	%
KZT/RUB	5,84	7,96	136%



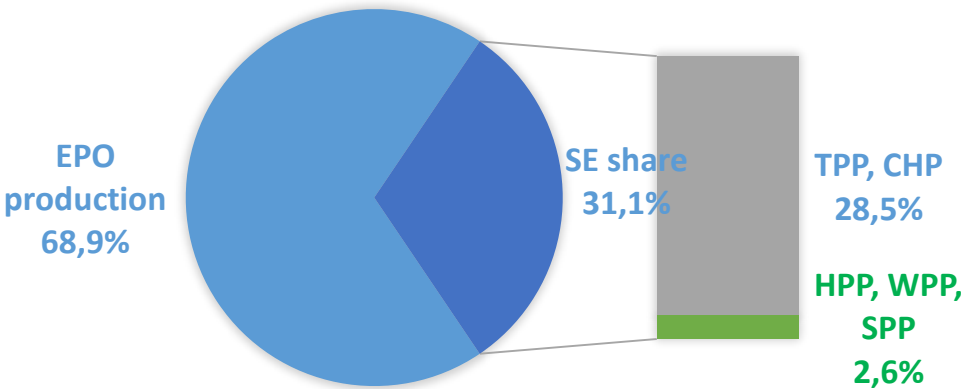
Date	Event
27 January of 2022	In order to reduce interest payments, “Samruk-Energy” JSC early repaid the principal in the amount of 15, 2 bn. KZT to the Asian Development Bank.
1 February of 2022	“MHPP” JSC bonds in the amount of 1 bn. tenge were repurchased on the AIX platform.
14 February of 2022	As part of the implementation of the Project "Modernization of Almaty CHP-2 including the reduction of environmental impact", the parties “Samruk-Energy” JSC, “APP” JSC and the European Bank for Reconstruction and Development signed a Mandate Letter.
26 April of 2022	In order to reduce interest payments, “Samruk-Energy” JSC partially repaid the principal debt in the amount of 8 bn. tenge to the European Bank for Reconstruction and Development ahead of schedule.
16 May of 2022	In order to reduce interest payments, GRES-1 LLP early repaid the principal debt in the amount of 2.6 billion tenge to “Halyk Bank of Kazakhstan” JSC.
24 June of 2022	Amendments and additions were made to the Order of the Acting Minister of Energy of the Republic of Kazakhstan dated April 30, 2021 No. 161 “On approval of the Rules for organizing and conducting biddings for the construction of newly commissioned generating plants with a maneuverable generation mode”
30 June of 2022	The Head of State signed the Law “On Amendments and Additions to Certain Laws and Regulations of the Republic of Kazakhstan on the issues of power industry, energy conservation and energy efficiency, subsoil use, local government, the state border, housing and utilities sector and science”, which includes amendments to the Law of the Republic of Kazakhstan “On power industry” regarding the provision of an individual capacity tariff for projects for the conversion of power plants from coal to gas. These amendments will ensure the return on investment for the Almaty CHP-2 project.
30 June of 2022	The adjusted ceiling tariffs for electricity were approved by the order of the RK Minister of Energy No. 226 dated 30.06.2022, tariffs will enter into force from July 1, 2022 for APP JSC (from 10.23 tenge to 11.19 tenge/kWh or by 9%), MHPP (from 10.9 tenge/kWh to 11.71 tenge /kWh or by 7%) and SharHPP (from 8.77 tenge/kWh to 9.82 tenge/kWh or 12%).
21 July of 2022	60 MW WPP "Shelek" was put into operation in the Enbekshikazakh district of Almaty region, “Energia Semirechya” LLP.

22 July of 2022	"MHPP" JSC bonds in the amount of 5 bn. tenge were repurchased on the AIX platform.
26 July of 2022	In order to reduce interest payments, "Samruk-Energy" JSC early repaid the principal in the amount of 15, 4 bn. KZT to the Asian Development Bank.
18 August of 2022	The ceiling tariffs and tariff estimates for AZhC for 2022-2026, which will enter into force from 01/09/2022 - 6.69 tenge / kWh (without VAT), were approved by the order of DCRNM for Almaty city No. 89-OD dated 18.08.2022.
26 August of 2022	The marginal price for Almatyenergosbyt LLP was approved by the DCRNM under the RK MNE for Almaty city, the price will enter into force from September 1, 2022 at the level of 21.16 tenge/kWh without VAT or 7.2% growth against the approved level.
27 August of 2022	Due to the change in the cost of a strategic product - the retail price of sales of commercial gas for thermal power companies, the following levels of tariffs for regulated services of "APP" JSC for the production of heat were approved by joint order of the DCRNM under the RK MNE for Almaty city No. 97-OD dated August 26, 2022 and for Almaty region No. 92-OD dated August 27, 2022; these tariffs will be effective from September 1, 2022: from 01.09.2022 – 3,929.83 tenge/Gcal (excluding VAT); from 01.01.2023 – 4,003.36 tenge/Gcal (excluding VAT);
5 September of 2022	Planned full redemption of "Samruk-Energy" JSC (SNRGb2) bonds in the amount of 3.1 billion tenge was effected on KASE.
7 September of 2022	The Agency of the Republic of Kazakhstan for the regulation and development of the financial market registered the Company's second bond program in the amount of 120 billion tenge, necessary to finance its own participation in APP gasification projects.
26 September of 2022	In order to avoid taxation, as part of classification of fixed assets, an industry opinion was received from the Ministry of Energy of the Republic of Kazakhstan, as well as a written opinion from the Prime Minister, according to which devices for generating electricity were classified as equipment.
30 September of 2022	In order to reduce interest payments, "Samruk-Energy" JSC early repaid the principal debt in the amount of 16.8 bn tenge to "Halyk Bank of Kazakhstan" JSC.
27 October of 2022	An open two-stage international tender has been announced in order to select an EPC contractor for the implementation of Almaty CHP-2 gasification project in accordance with the EBRD rules.
9 November of 2022	The international rating agency Fitch Ratings upgraded the long-term credit rating of Samruk-Energy in foreign and national currencies to 'BB+', and upgraded Samruk-Energy's standalone credit rating from 'B+' to 'BB-' and the unsecured credit rating from 'BB' to "BB+". Forecast "Stable".

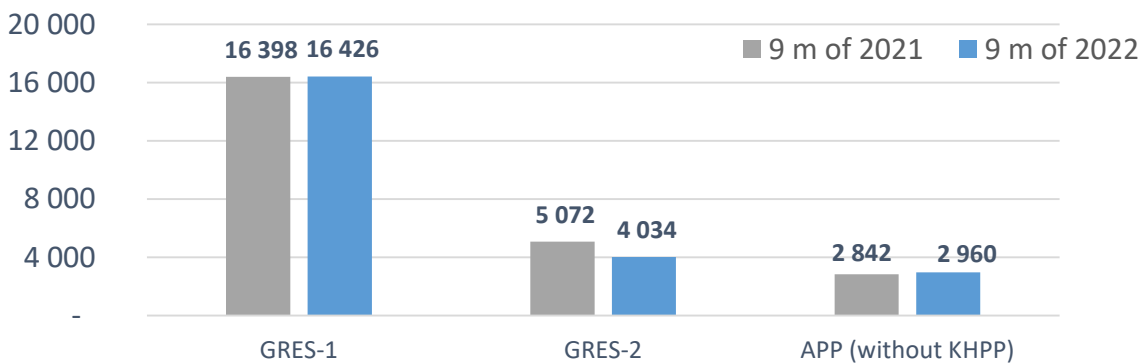
“SAMRUK-ENERGY” JSC SHARE IN THE GENERAL ELECTRICITY GENERATION ACROSS THE RK OVER 9 MONTHS OF 2021



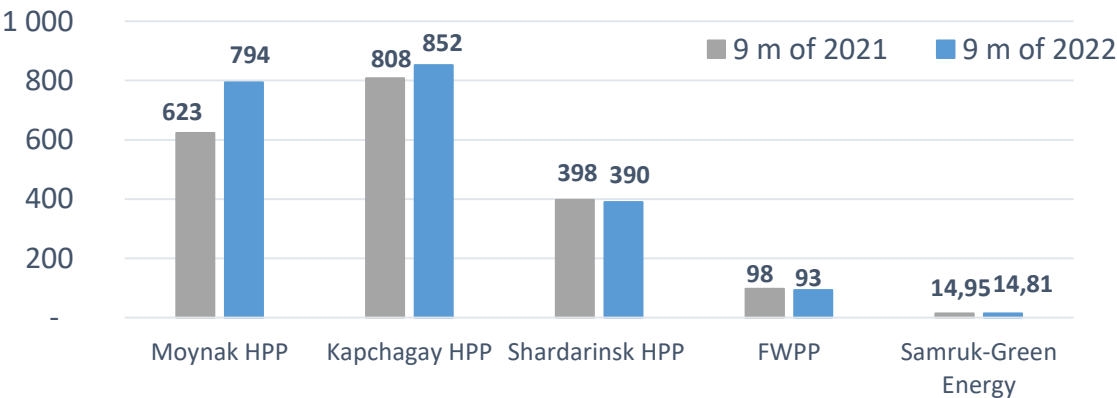
“SAMRUK-ENERGY” JSC SHARE IN THE GENERAL ELECTRICITY GENERATION ACROSS THE RK OVER 9 MONTHS OF 2022



Electricity production volumes (mln.kWh) at TPP, CHP

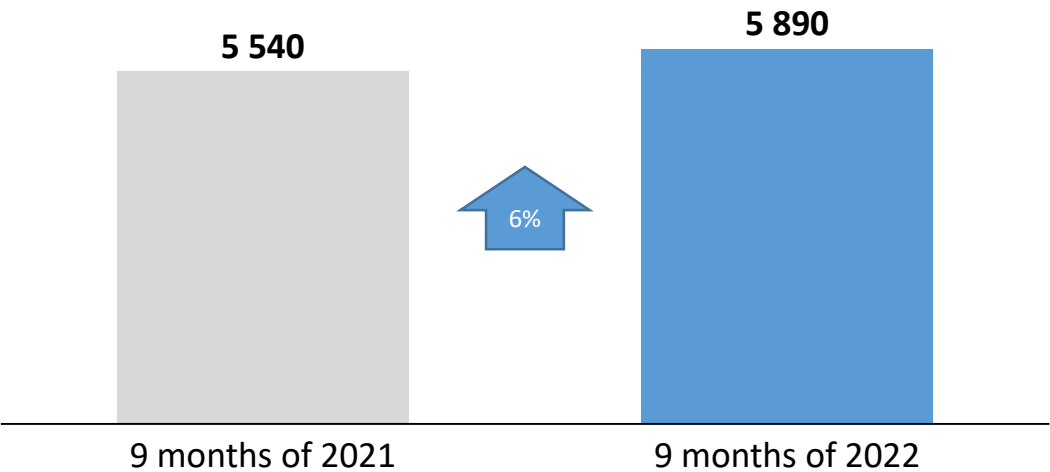


Electricity production volumes (mln.kWh) at HPP, WPP, SPP

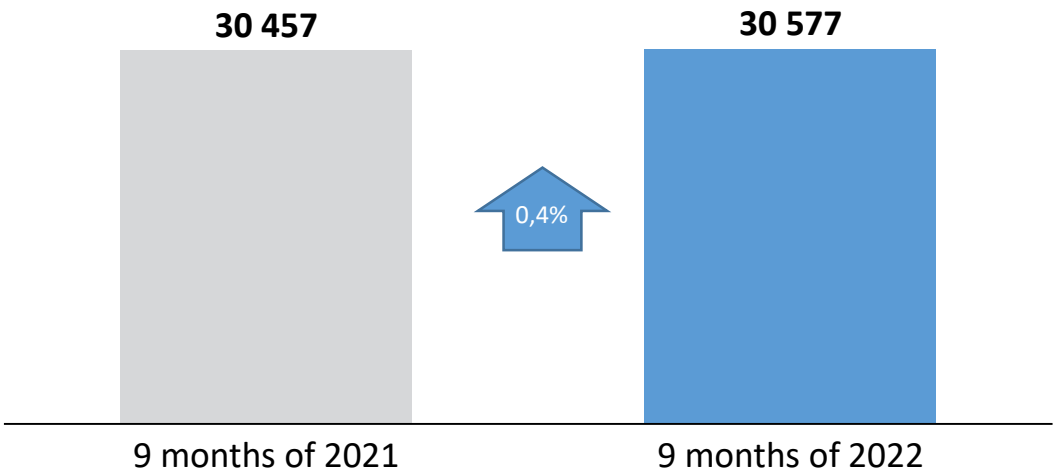


**Comments:**  
According to the results of 9 months of 2022, the total electricity generation amounted to 25,597 million kWh. Compared to the same period in 2021 volumes decreased by 656 mln. kWh, due to a decrease in generation at GRES-2 by 1,037 mln. kWh, s), due to downtime in scheduled repairs of equipment, at SharHPP by 8 mln. kWh due to less water inflow, at FWPP by 4 mln. kWh due to a decrease in average wind speed (actual wind speed was 7.2 m/s with a plan of 8 m/s ).

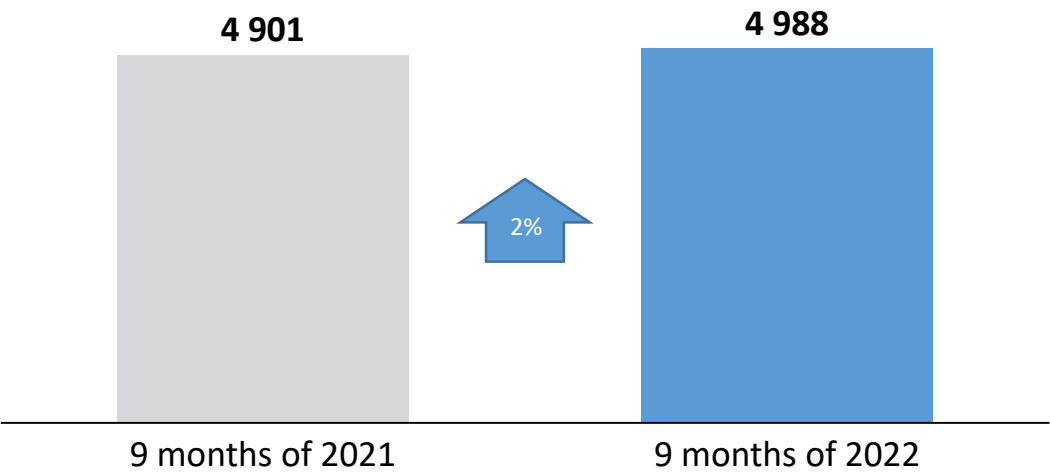
Electricity transmission volumes (mln.kWh), “AZhC” JSC



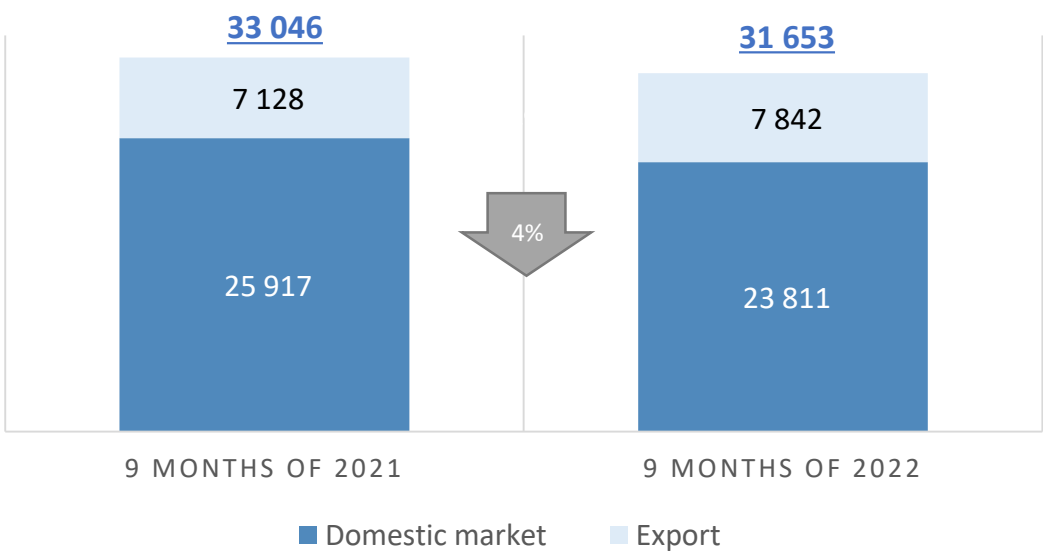
“AZhC” JSC power transmission lines length (km)



ESO electricity sales volume (mln.kWh), “AES” LLP



“BOGATYR-KOMIR” COAL SALES (THOUS.TONS)

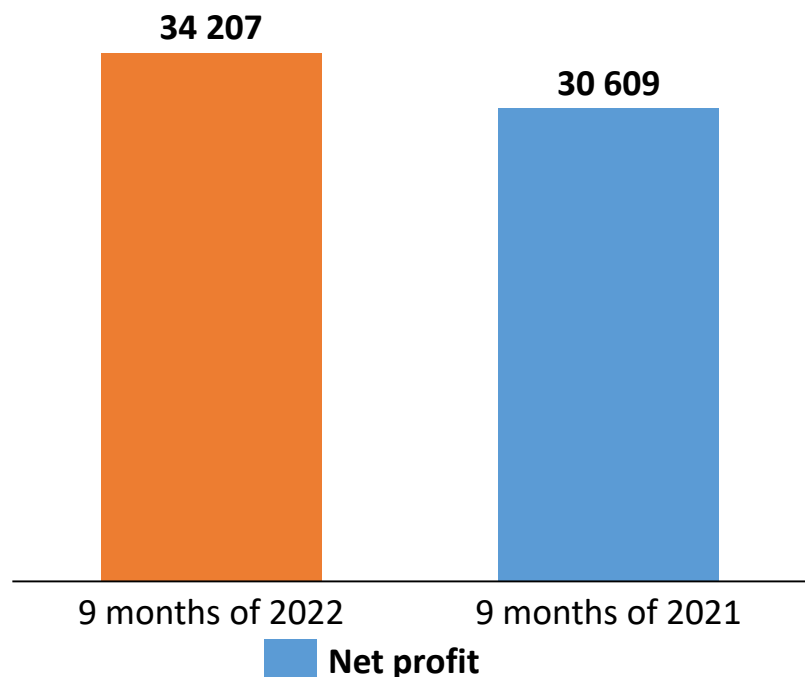


# Significant changes in the Profit and Loss Statement

In million tenge					In millions tenge				
	9 months of 2022	9 months of 2021	Change	%		9 months of 2022	9 months of 2021	Change	%
<b>1 Continuing operations</b>					Financing income	2 003	2 308	(305)	-13%
Earnings	273 589	239 115	34 473	14%	Financing expenses	(23 522)	(22 026)	(1 496)	7%
<b>2 Cost of goods sold</b>	(199 510)	(175 842)	(23 668)	13%	Other non-operating income/expenses	1 289	1 278	10	1% <b>5</b>
					Impairment loss, net	577	(780)	1 357	-174% <b>6</b>
<b>3 Gross profit</b>	<b>74 079</b>	<b>63 273</b>	<b>10 805</b>	<b>17%</b>	Share in profit of JV JSC, net	12 946	11 597	1 349	12%
General and administrative expenses	(13 638)	(10 267)	(3 371)	33%	Exchange rate differences, net	(190)	(30)	(160)	529%
Distribution and transportation costs	(6 432)	(6 525)	93	-1%	<b>Profit/ (loss) before CIT</b>	<b>47 111</b>	<b>38 828</b>	<b>8 284</b>	<b>21%</b>
<b>4 Profit/(loss) from operating activity</b>	<b>54 008</b>	<b>46 481</b>	<b>7 527</b>	<b>16%</b>	Income tax expenses	(12 904)	(8 218)	(4 685)	57%
					<b>Net profit (loss) from continuing operations</b>	<b>34 207</b>	<b>30 609</b>	<b>3 598</b>	<b>12%</b>
					<b>Net profit (loss) for the period</b>	<b>34 207</b>	<b>30 609</b>	<b>3 598</b>	<b>12%</b>

## Net profit (loss) attributable to:

Shareholder of parent company	34 068	30 386	3 682	12%
Non-controlling interest	139	223	(83)	-37%
	<b>34 207</b>	<b>30 609</b>	<b>3 598</b>	<b>12%</b>

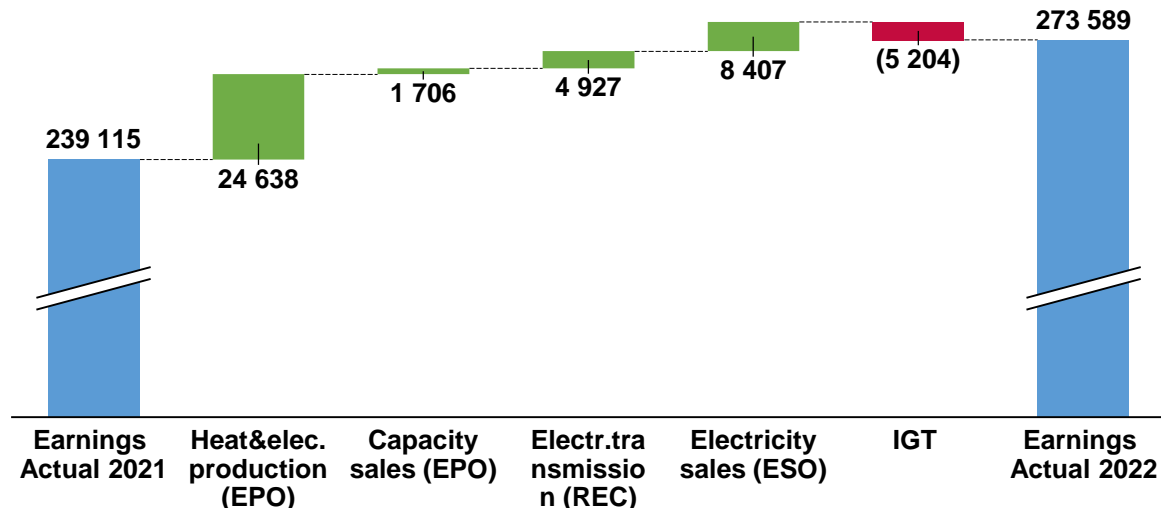


## Comments:

- 1** The main factors of change in earnings are indicated in slide No. 7;
- 2 3 4** The change in COGS, G&A and operating profit is detailed on slides 9;
- 5** The change is because of the accrual of provisions for impairment losses on financial/non-financial assets, at the consolidated level, in 2021..
- 6** The share of profit of JVAn increase in is described on slide No. 10.

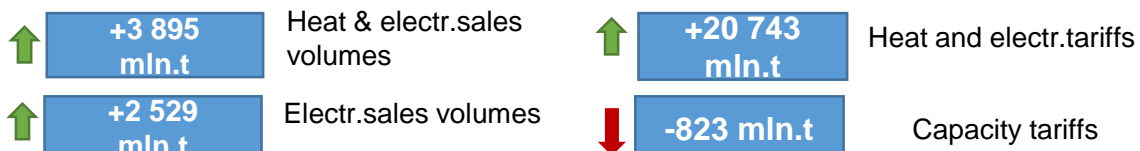
## ANALYSIS OF DEVIATION OF EARNING FOR 9 MONTHS OF 2022 FROM ACTUAL OF THE SAME PERIOD

Earnings for January-September 2022 amounted to 273,628 mln. tenge, an increase compared to the same period last year is by 34,512 million tenge or 14%.



### KEY FACTORS BEHIND THE CHANGE IN EARNINGS:

#### Heat & electricity production



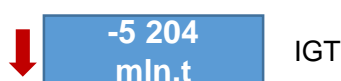
#### Electricity transmission and distribution:



#### Electricity sales:



#### IGT effect:

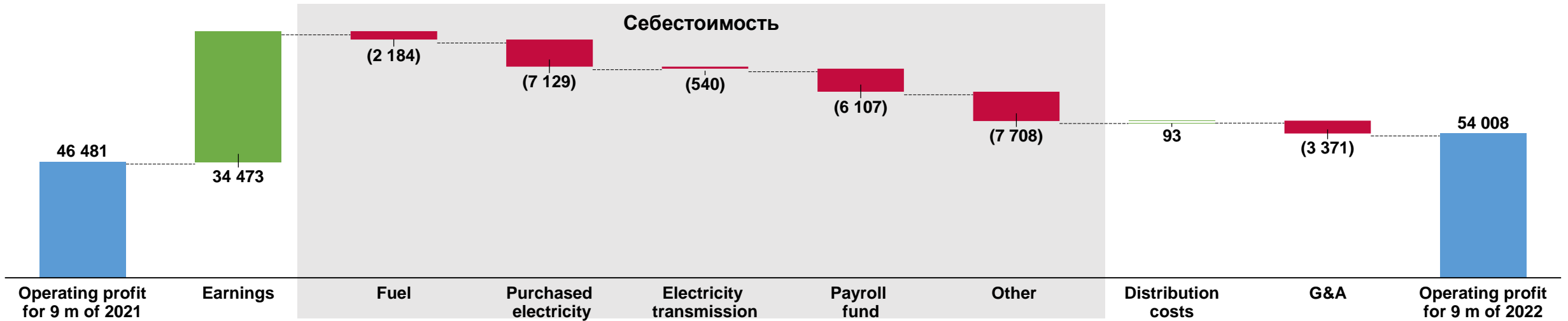


### The main changes occurred with respect to the following types of earnings:

- +3 895 mln. tenge** – an increase in revenue is due to the growth of volume of sales of electricity and heat at EPO:
  - MHPP** by 2 203 mln. tenge. An increase in electricity sales volumes 181 mln. kWh.
  - APP** by 1 419 mln. tenge. An increase of 2,312 million tenge as a result of an increase in electricity volumes by 211 million kWh. At the same time, the decrease by (893) mln. tenge occurred as a result of the reduction of heat sales by 263 thous.Gcal.
- GRES-1** by 434 mln. tenge. An increase by 436 mln. tenge is because of an increase in electricity volumes in the external market of the RK in 2022 by 295 mln. kWh, while the decrease by (2) mln. tenge is due to a decline in electricity sales by 8 thousand Gcal;
- FWPP** by (143) mln.tenge. The decrease of electricity sales is due to downtime of WPP;
- Shardarinsk HPP** by (15) mln. tenge. Electricity sales volumes reduction by 2 mln. kWh.
- SGE** by (3) mln.tenge. The decrease in electricity sales volumes by 0.1 mln. kWh.
- +20,743 million tenge** – an increase in revenue is due to changes in EPO tariffs (including due to the inclusion of a pass-through charge in the selling price):
  - GRES-1** by 14,289 mln. tenge. Increase in electricity tariff in the domestic market by 12% (from 6.65 to 7.43 tenge/kWh);
  - APP** by 5,003 mln. tenge. The electricity tariff increased by 11% compared to the same period in 2021 (from 10.93 to 12.11 tenge/kWh);
  - SharHPP** by 600 mln. tenge. Electricity tariff increase by 16% compared to the same period in 2021 (from 9.12 to 10.59 tenge/kWh); SHPP for 552 million tenge. Electricity tariff increase by 5% compared to the same period in 2021 (from 12.16 to 12.83 tenge/kWh);
  - FWPP** by 281 mln. tenge. The increase in the tariff from 33.83 to 36.84 tenge/kWh (an increase of 9%) is due to the indexation of tariffs for renewable energy;
  - SGE** by 19 mln. tenge. Tariff increase from 20.56 to 21.89 tenge/kWh.
- +2 529 mln.tenge** - increase in revenue because of the growth in volumes of capacity sales at EPO:
  - GRES-1** for 1,995 mln. tenge. Increase in the volume of capacity availability maintenance services from 1,648.4 to 2,024.1 MW;
  - APP** by 522 mln. tenge. Increasing the volume of capacity availability maintenance services from 804.7 to 869.2 MW.
  - MHPP** by 12 mln. tenge. An increase due to the growth in capacity availability maintenance services from 289.4 to 289.9 MW.
- (823) mln.tenge** – the decrease of earning is because of change in tariff for capacity at EPO:
  - APP** by (823) mln. tenge. The decrease resulted from reduction of the average weighted capacity tariff from 899.06 to 793.82 thousand tenge/MW\*month;
- +4,927 million tenge** - increase in revenue due to an increase in the tariff and volumes for the transmission of electricity to the REC AZhK:
  - +2 117 mln. tenge. Increase in electricity transmission volume by 6%
  - +2 809 mln. tenge. Tariff increase from 6.06 tenge/kWh to 6.54 tenge/kWh (8% increase);
- +8,407 mln.tenge** - increase in revenue due to growth in output and sales tariffs of ESO AES:
  - +1 601 mln. tenge. Increase in electricity sales by 87 mln. kWh;
  - +6 805 mln. tenge. Increase in the sales tariff from 18.34 tenge/kWh to 19.70 tenge/kWh (growth of 7%).
- (5,204) mln. tenge** – increase in AES's intra-group purchase from AIES/APP, GRES-1 and the volume of transmission at AZhC.

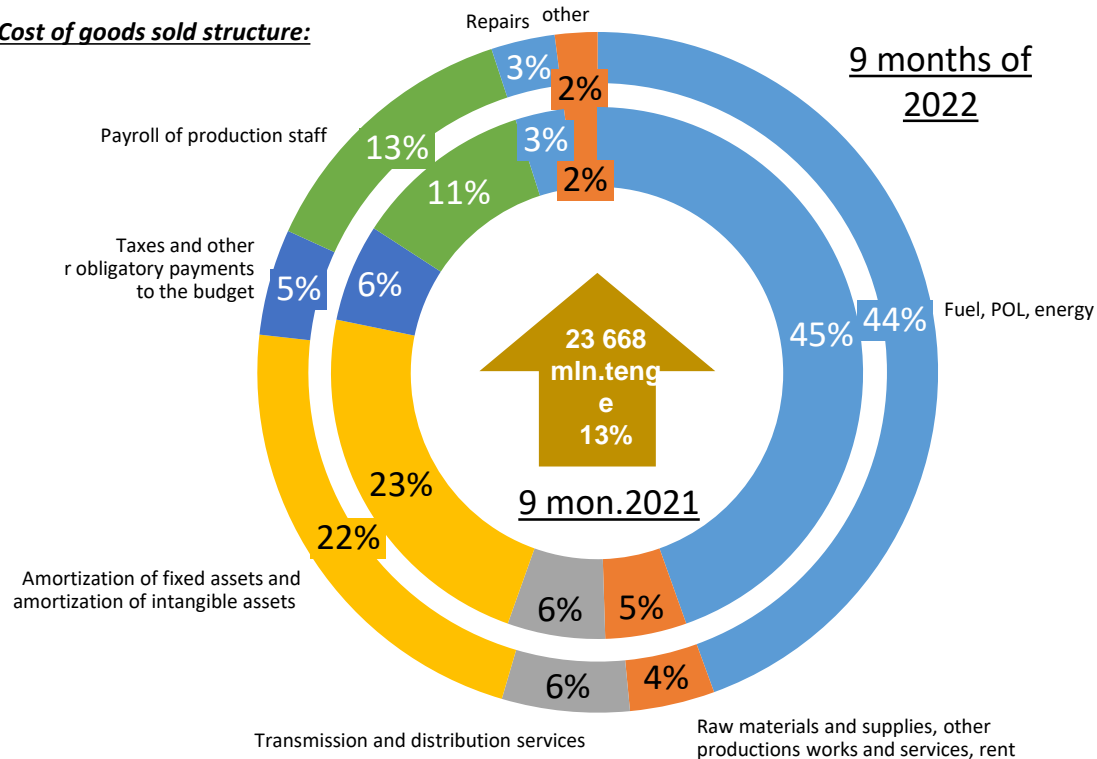


## ANALYSIS OF DEVIATION OF OPERATING PROFIT FOR 9 MONTHS OF 2022 FROM ACTUAL OF THE SAME PERIOD



### Себестоимость

#### Cost of goods sold structure:



**Consolidated operating profit for 9M 2022 amounted to 54 008 mln. tenge**, which is 16% or 7 527 mln. tenge more compared to the same period last year. The main changes occurred with respect to the following factors:

**34 473 mln. tenge - Revenue** (see slide No. 7)

**(23 668) mln. tenge – Cost of goods sold, including:**

**(2 184) mln. tenge - Fuel:** increase mainly relates to AIES due to the growth of electricity production.

**(7 129) mln. tenge - Purchased electricity** - an increase in the amount of (5 999) mln. tenge resulted from an increase in volumes and prices for the purchase of electricity from the SFC (RES) (covered by pass-through charge). Moreover, an increase by (6 253) mln. tenge relating to AlmatyEnergoSbyt – because of an increase in the volume and tariffs for the purchase of electricity. At the same time, COGS reduction was caused by an increase in the volume of intra-group purchases in the amount of 5 123 mln. tenge.

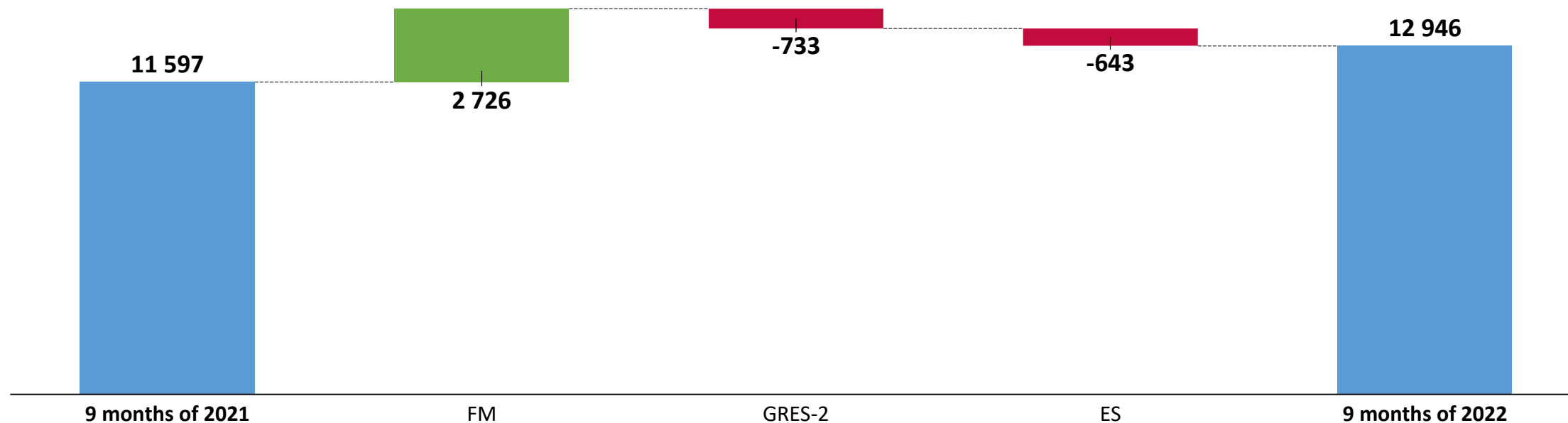
**(540) mln. tenge - Power transmission:** an increase is because of the growth of transmission volumes through "KEGOC" JSC grids.

**(6 107) mln. tenge - payroll** - An increase is due to the annual indexation for inflation, as well as the revision of the payroll of production personnel as instructed by the Head of the Country.

**(7 708) mln. tenge - Other** – An increase is mainly in depreciation at AIES, which was caused by the revision of the service life of CHP-2 equipment, also an increase in expenses for third-party services

**+93 mln. tenge – Distribution costs:** reductions due to lower prices for KEGOC services;

**(3 371) mln. tenge – G&A:** An increase is primarily attributable to the accrual of a fine for GRES-1 based on the results of tax monitoring, as well as the accrual of a provision for doubtful receivables for GRES-1, AZhC and APP.



**Share profit for 9 months of 2022 amounted to 12 496 mln. tenge, an increase compared to the same period by 1 349 mln. tenge.**

**The main changes were at:**

**Forum Muider (50%)** – FM profit increased by 2 726 mln.tenge compared to the same period of the previous year, mainly because of receiving a profit from foreign exchange gain of 2 081 mln.tenge, an increase in operating profit by 288 mln.tenge because of the decrease in distribution costs and G&A, while negatively affected by an increase in CIT in the amount of (387) mln. tenge.

**EGRES-2 (50%)** – The decrease in GRES-2 profit in the amount of (733) mln. tenge was mainly due to a decrease in operating profit by (2 589) mln. tenge, due to a decrease in electricity sales because power unit No. 2 was under repair in the current period, as well as an increase in CIT costs in the amount of (539) mln. tenge. At the same time, an increase in profit was positively impacted by the decrease in other expenses in the amount of 1 988 mln. tenge, an increase in financing income by 353 mln. tenge.

**ES (25%)** – An increase in losses with respect to ES in the amount of (643) mln. tenge was mainly because of foreign exchange losses.

Indicator	1 Q 2022 (actual)	2 Q 2022 (actual)	3 Q2022 (plan)	2022 (plan)
Current ratio	1,02 %	0,86%	0,68%	0,8%

The Company has access to revolving credit lines with a limit of 64 bn. tenge, which can be spent promptly and for corporate purposes: “Bereke Bank” JSC – 14,0 bn. tenge, “Halyk Bank of Kazakhstan” JSC - 50 bn. tenge.

Moreover, since 2019, the Cash pooling mechanism has been actively and effectively used, which is intended for centralized and efficient management of the Group's cash flows. Taking into consideration the above mentioned, the risk of a cash gap has been mitigated.

To reduce the negative effect on financial performance, the Company has taken measures to minimize the currency risk by converting and refinancing a significant part of foreign currency loans in tenge. The company held negotiations with existing creditor banks to approve new conditions for financing subsidiaries and affiliates and open a regular access to the credit limit.

Financial stability was confirmed by Fitch Ratings (April 2021, "BB" outlook - Positive) and by the Board of Directors, by attributing the Company into the green risk zone (December 2021).

In view of the above-mentioned, cash gap risk has been completely mitigated.