

PROVIDING ADDITIONAL SERVICES

Along with the main activities, Rosseti Kuban provides additional services such as:

- leasing of facilities and placing equipment;
- repair and maintenance;
- construction and installation works;
- consulting and administrative & engineering services;
- other services.

In 2020, the most popular services were arranging the power metering, implementing a limitation (restoration) of power consumption, as well as consulting services and services on examining and approving the project documentation.

In 2020, the Company performed

34,817 applications

for additional services

In 2020, revenue from additional services provision reached

RUB 536.4 mln,

which is 7% more than the planned figure.

Structure of revenue from additional services provision (RUB mln)

Indicator	2018	2019	2020	Change 2020/2019, %
Additional (non-tariff) other activity services, total	215.1	281.8	536.4	90.3
Leasing and placing services	17.0	14.9	146.3	881.9
Services on maintenance and repair	30.9	40.8	96.2	135.8
Construction and installation works	27.9	35.1	212.9	506.6
consulting and administrative & engineering services	79.1	107.1	69.9	-34.7
Agency services	0	0	0	0
Communication and IT services	0	0	0	0
Other activity services	60.3	84.0	11.0	-86.9
Other services	0	0	0	0

Construction and installation works, project works, placing the telecommunication equipment, maintenance and repair services, diagnostics and testing are the most significant services concerning the revenue.

In 2020:

- the price list for additional (non-tariff) services, in accordance with which the Company provides the full scope of services required by consumers in terms of power supply, is updated; at the moment, the price list includes 329 services;

- specialized divisions for sales of non-tariff services and brigades for implementation of the services by own resources are formed in all branches of the Company;
- work procedure of the Additional Services corporate program complex was developed and introduced;
- forms of invoice contracts for providing the additional services, the price of which does not exceed RUB 100 thsd incl. VAT, are approved.

Planned indicators for providing additional services (RUB mln)

Indicator	2021 target	2022 forecast	2023 forecast	2024 forecast	2025 forecast
Revenue	537.5	808.9	1,060.1	1,274.3	1,437.8
Expenditures	456.9	687.6	901.1	1,083.2	1,222.2
Gross profit	80.6	121.3	159.0	191.2	215.7