



Enel Russia

Q1 2020 results

April 28, 2020





COVID-19

Business continuity management and
risks assessment



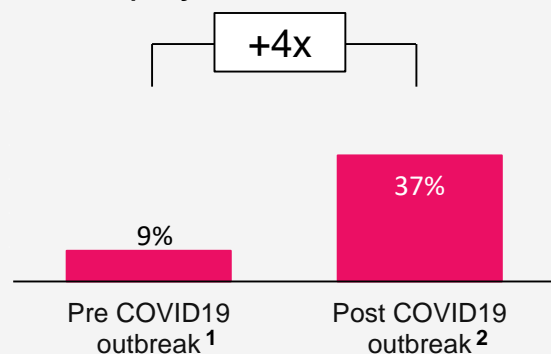
COVID-19

Business continuity management: our people

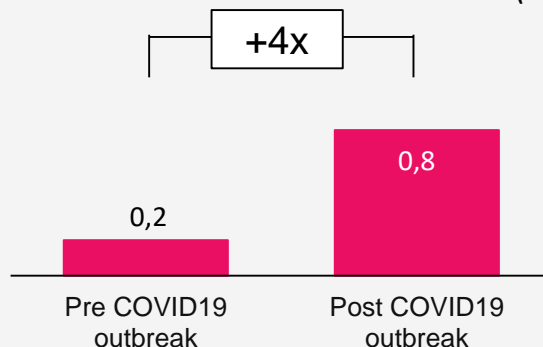


Remote working trends

% of employees on remote working



of simultaneous VPN accesses (k)



▶▶ **Remote working:** 🇷🇺 909 employees
of which:

Power plants 618 / 30%

HQ 291 / 100%

▶▶ **Crisis management:** Task Force Russia set up in late February 2020

▶▶ **Personnel protection:** distancing, monitoring of health conditions, extension of PPE³ use, compartmentation of common areas, optimization of work scheduling, every day disinfection of premises

▶▶ **External suppliers:** request to adopt same protection measures activated by Enel Russia

100% IT portfolio core applications on cloud provide full accessibility from everywhere and scalability

1. As of March 1st, 2020; 2. As of March 31st, 2020

3. Personal protective equipment

COVID-19

Business continuity management: our assets



- ✓ **Max. possible remote monitoring** of thermal generation, **personnel at the renewable construction sites** is conducting the construction works in full
- ✓ **Optimization** of power plants operation schemes and limitation, **rescheduling** of maintenance activities **guaranteeing business continuity**
- ✓ **Access control system** is installed at the Azov and Kola construction sites
- ✓ **The foundations works, internal road laying and the T-lines installation** are held at the construction sites according to the schedule
- ✓ **Equipment supply** for the wind farms is on schedule

COVID-19

Risk assessment: strategic deployment not affected, ample liquidity available



Macroeconomic Risks



GDP & Power demand:

- ✓ Limited correlation of GDP and power consumption
- ✓ 75% of 2020 gross margin contracted through capacity component protects earnings volatility



FX:

- ✓ Revenues & debt 100% nominated in RUB
- ✓ 8% of 2020 fixed costs nominated in EUR
- ✓ Capex after hedging is >90% nominated in RUB

Business Risks



Prices: fixed capacity prices in the plan period; limited volatility of power prices



Payment collection: in line with historical levels



Thermal modernization: main equipment for the closest project purchased in 2019



Renewables: supply chain risks can not be excluded



Cost efficiencies: benefits from large scale remote working and restriction in travels

Financial Risks



Financing for the first two wind projects secure, remote commissioning of the third project [2024]



Interest rate is fixed for general corporate debt



Limited **re-financing** needs in the plan period



Liquidity: 84bn RUB¹ available substantially cover debt to mature by 2022

1. Includes available credit facilities (not considering commercial papers program) and cash



Q1 2020 results



Financial highlights (RUB mn)



	Q1 2020	Q1 2019	Δ YoY
Revenue	12,052	19,101	-37%
EBITDA	3,326	5,296	-37%
Net income	1,456	3,000	-51%
Net debt	8,215	4,171 ¹	+97%
Net debt/EBITDA ²	0.6x	1.0x	-0.4x

Herein after – unaudited financial results under IFRS

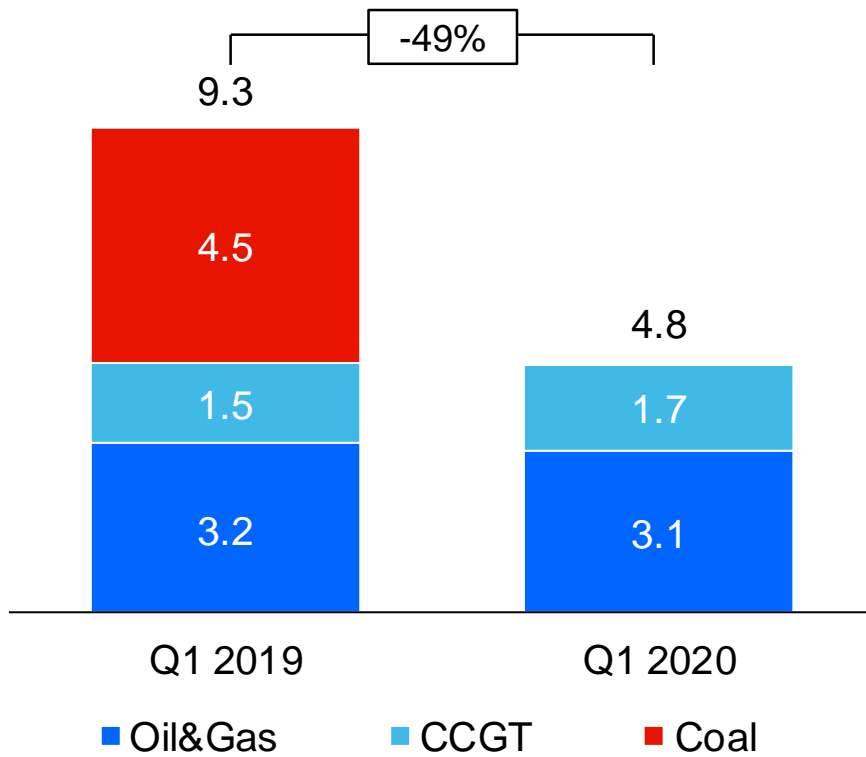
1. As of December 31, 2019

2. Net debt at the end of the period divided by 12 months rolling EBITDA

Portfolio repositioning in terms of technology following coal power plant disposal



Net power production by technology (TWh)

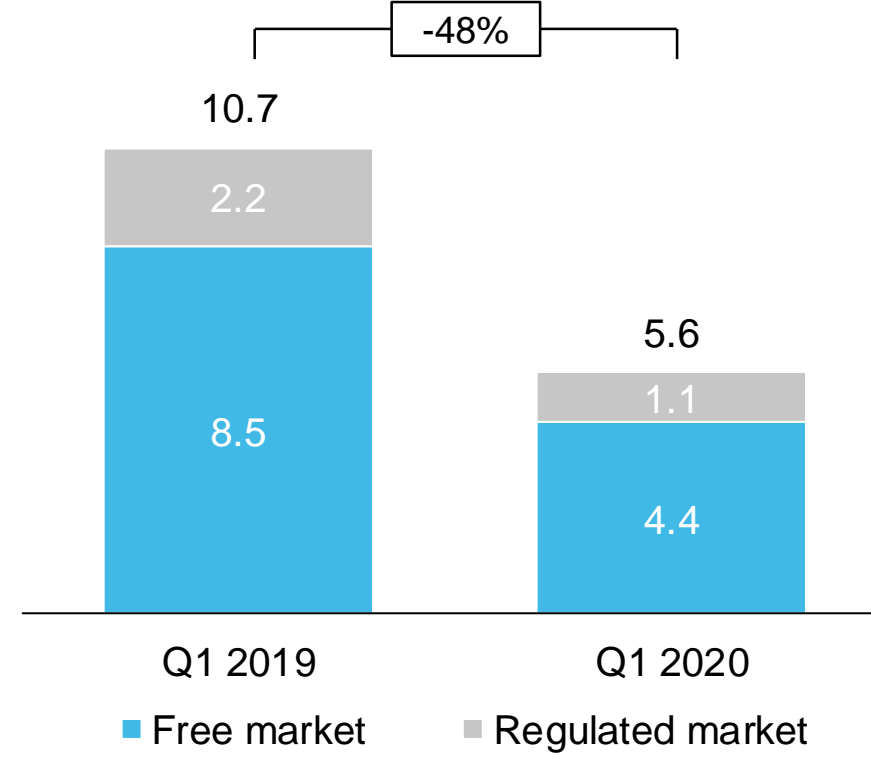


Equipment availability

89%

91%

Power sales (TWh)



Utilization on net electric capacity

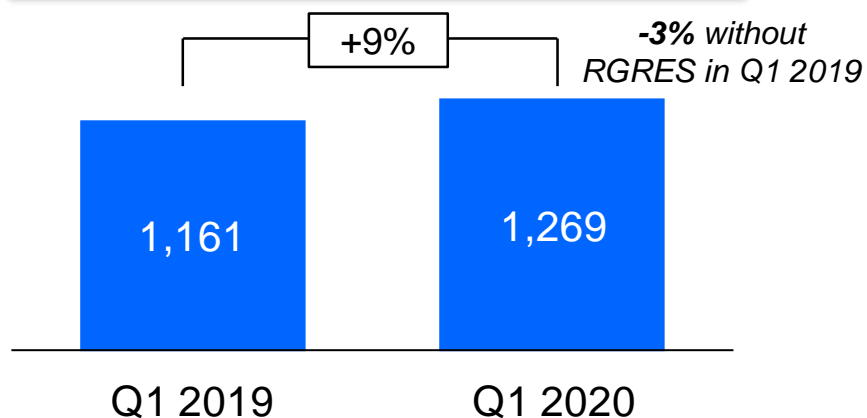
48%

42%

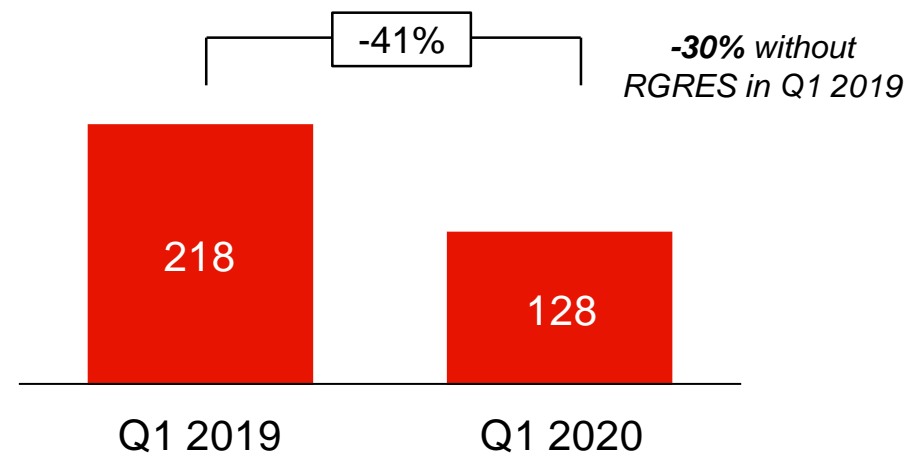
Increased prices on higher share of CCGT was offset by growing cost of sales due to technology change



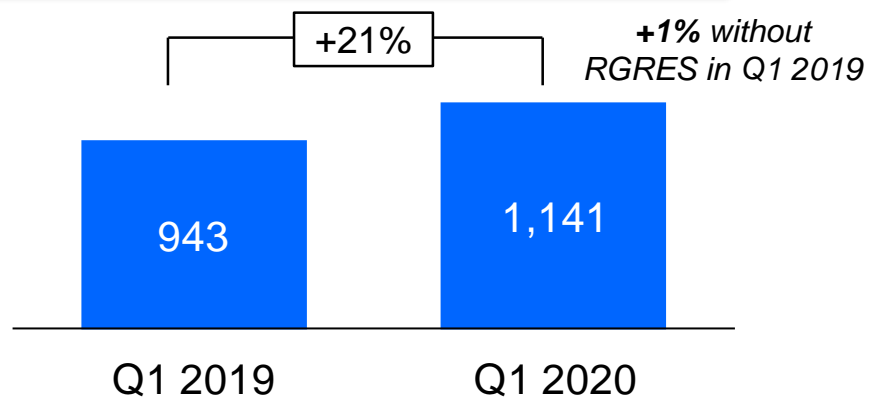
Average unitary selling price (RUB/MWh)¹



Average unitary margin (RUB/MWh)

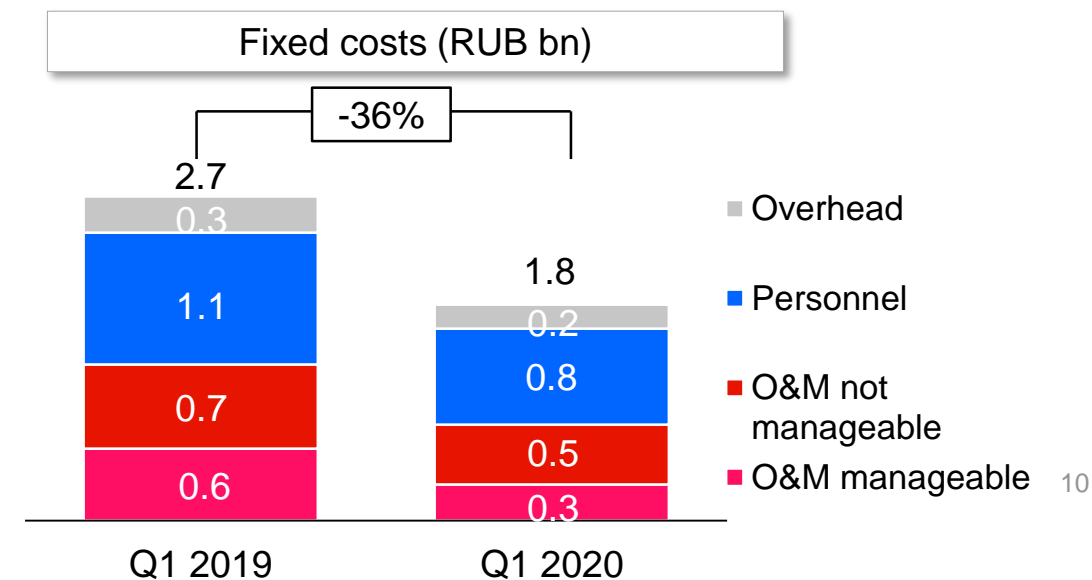
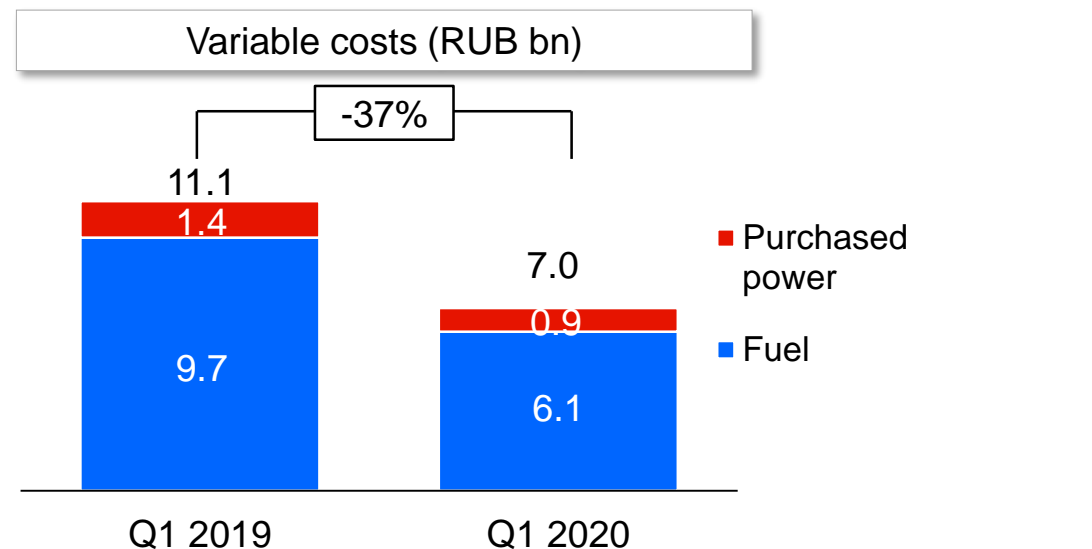
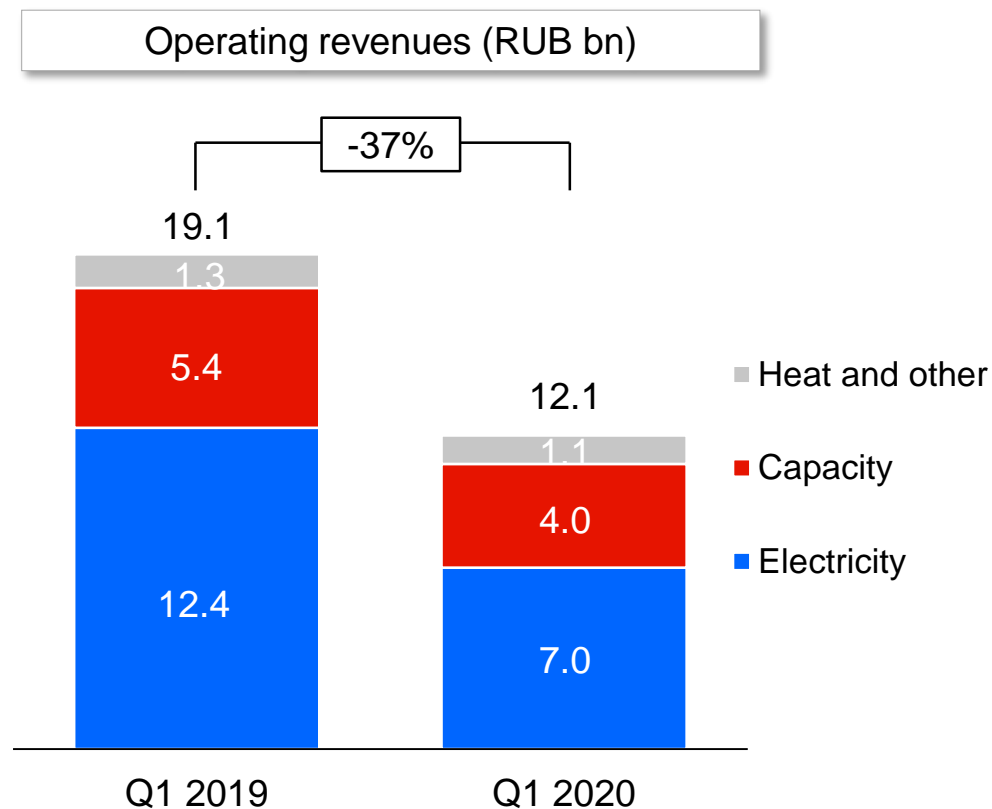


Average unitary cost of sales (RUB/MWh)²

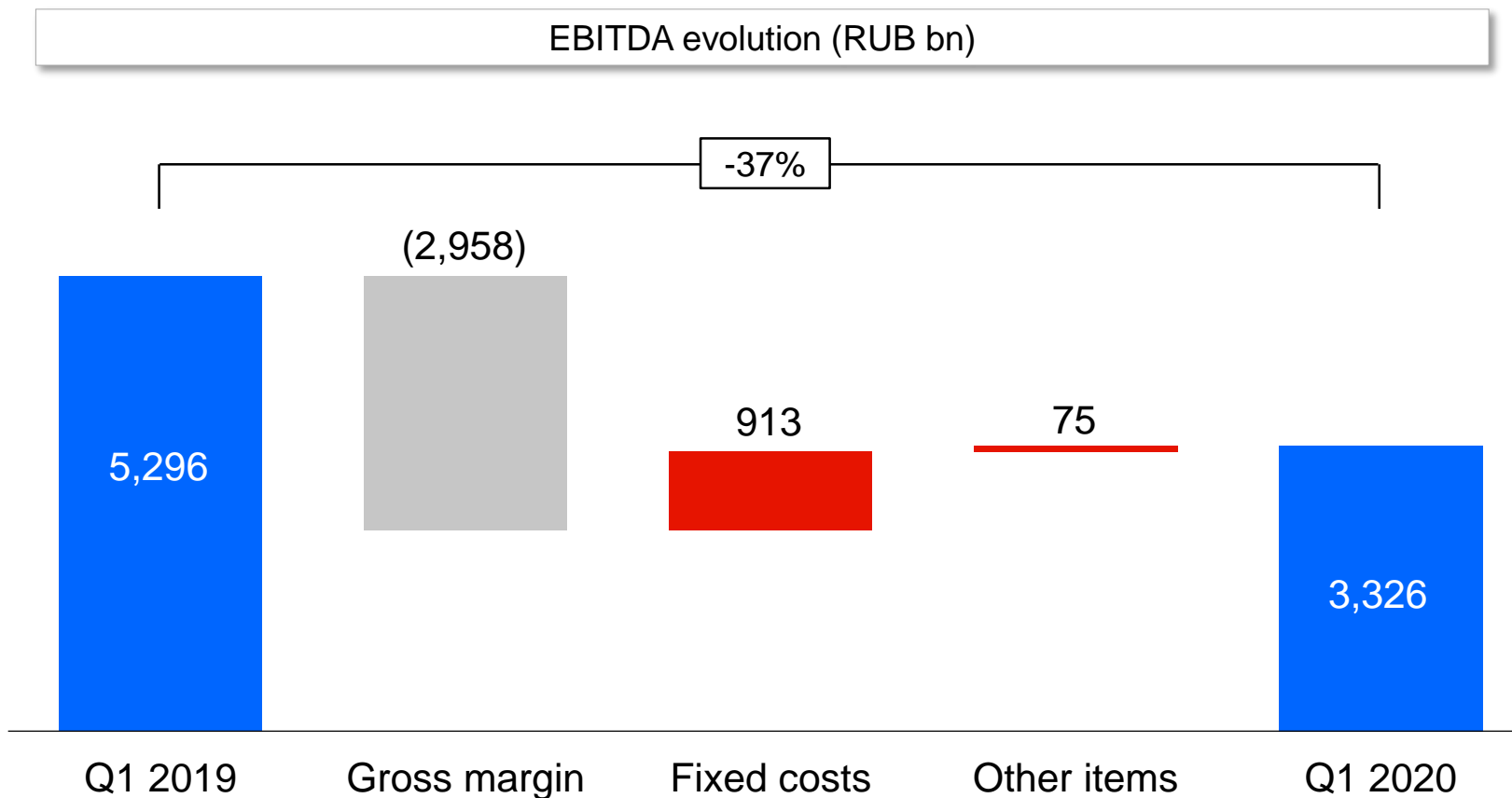


1. Including regulated power sales, day ahead market and balancing market sales
2. Including fuel cost and energy purchases

Lower revenues and costs following the change in assets perimeter...



...that also affected EBITDA dynamics

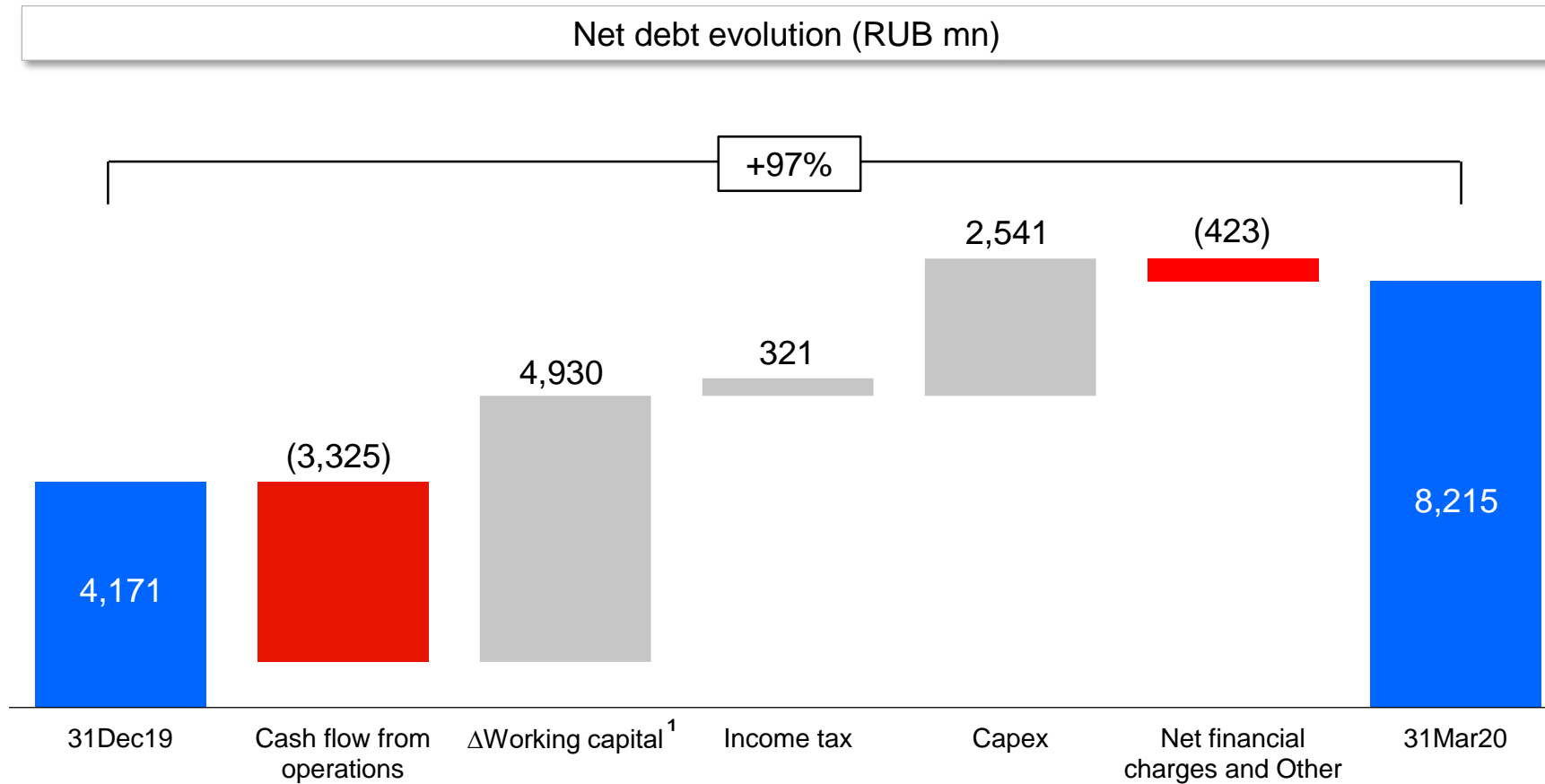


Net income down on EBITDA and revaluation of the part of payables on weaker RUB



	Q1 2020	Q1 2019	Δ YoY
EBITDA (all - RUB mn)	3,326	5,296	-37%
D&A and impairment	(939)	(1,224)	-23%
EBIT	2,387	4,072	-41%
Net financial expenses	(555)	(299)	+85%
EBT	1,832	3,773	-51%
Income tax (charge) / benefit	(376)	(773)	-51%
<i>Net income</i>	1,456	3,000	-51%

Net debt up mainly on investments made and working capital deterioration



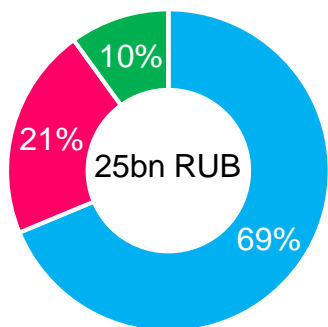
1. Includes increase/(decrease) in taxes payable, other than income tax. Over 1Q 2020 the Company paid 4.1bn RUB of VAT accrued in 2019 for Reftinskaya sale

Debt profile and liquidity position

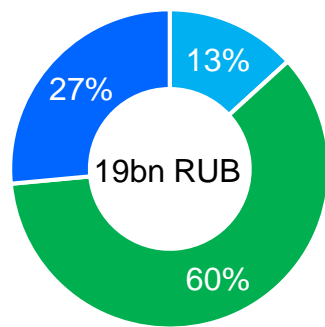


Gross debt profile

As of 31Mar19



As of 31Mar20



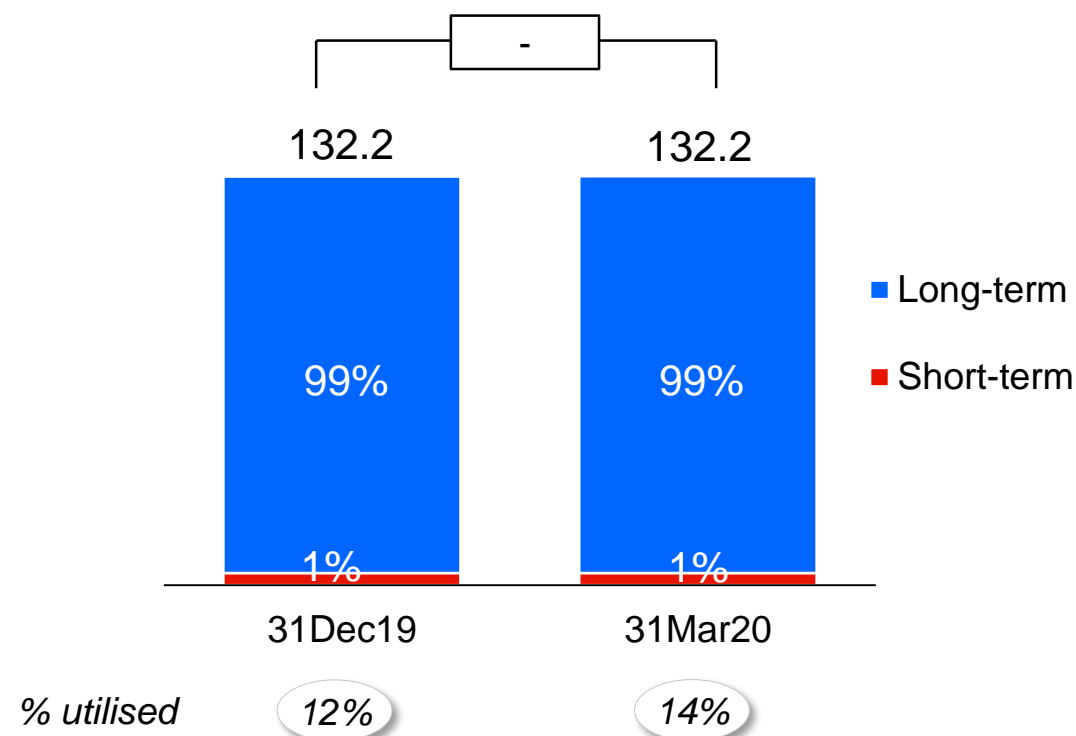
- Corporate loans (RUB)
- Corporate loans (EUR)
- Project financing (RUB)
- Commercial papers (RUB)

Q1 2019

Q1 2020

	AVG cost	Weight 31/03/19	AVG cost	Weight 31/03/20
RUB	8.3%	79%	8.5%	100%
EUR	1.6%	21%	n/a	0%

Total credit facilities: utilised & available (RUB bn)



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