

# KEY

## Performance Indicators

The management team of the Company controls the implementation of the Strategy based on the changes in key financial and operational indicators. Maintaining positive macroeconomic dynamics of the Russian economy, producing immunity to external adverse sanctions, enhancing the investment process (infrastructural renewal, import substitution, digitalisation, large industry programmes) promote the opportunities for further profitable growth of the Company.

These factors increase the Management confidence in the full and timely implementation of the Strategy-2021. This will also be facilitated by a disciplined approach to building a portfolio of projects, efforts to increase the operational efficiency of the Company.

### The applicability of KPIs to the Company's Strategy, year-on-year changes in indicators, expectations for 2019

Indicator	Indicator's dynamics	Applicability to the Strategy	2018	Future expectations
Revenue	RUB 3,286.7 mln in 2018 vs 2,595 mln in 2017 Up by 26.6%	The key financial indicator used throughout the Company and reflecting the full amount of money received from the sale of products, services, works for the period under review.	The significant increase in revenue in 2018 highlights continuing favourable market opportunities and the high quality of the sales and project implementation system.	In 2019, the Company expects further double-digit growth of revenues.
Net profit	RUB 293.1 mln in 2018 vs RUB 135 mln in 2017 Up by 2.1x	Since its foundation, the Company's growth is financed from own funds. Net profit is an important source of financing for development projects and a base for dividend payments to shareholders.	Following the results of 2018, net profit more than doubled. Such growth was made possible by focusing on increasing the profitability of the project portfolio and monitoring operational efficiency	The Company is making every effort to propel the performance in the future. According to the Company's estimates, in 2019 net profit will continue the positive growth trend.
Volume of production	RUB 1,155 mln in 2018 vs over RUB 900 mln in 2017.	Volume of production is an indicator of the effectiveness of the Company's operating activities, which reflects the ability of the operating and management teams to achieve the goals outlined in the plan for the year.	Over the year, the indicator grew by 28% due to the launch of new product groups demanded by customers	Since 2014, the volume of production has grown by about 6.5 times. The Company will continue to ramp up the production by introducing new types of products to the market.
Engineering centres	In 2018, the Company opened three new engineering centres, totalling 16.	The engineering centres of the Company are engaged in the integrated construction of power supply systems (from design to commissioning) across the Russian Federation and the CIS through a well-developed branch network.	The Company consistently implements previously announced plans to open new engineering centres, which, due to the geographical proximity to potential customers' facilities, are delivering synergies	The Company plans to expand the network to 23 by 2021 by opening new centres both in Russia and abroad.