



**МИКОЛАЇВ
ОБЛЕНЕРГО**



PJSC “Mykolaivoblenergo”

Ukraine Energy Conference – Call for Investors

June 30, 2016



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PJSC “Mykolaivoblenergo”

Mykolaiv region economy is a part of the economic complex of Ukraine and is characterized by powerful diversified industry, developed agriculture complex, expended transport system and port facilities.



**24.6k sq. km
service territory**



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PJSC “Mykolaivoblenergo”

- Mykolaivoblenergo provides licensed activity of **distribution and supply** of electricity in the territory of Mykolaiv region with **population ~1.24m people**.
- Mykolaivoblenergo has significant impact on economy and development of the region.
- Mykolaivoblenergo serves approximately **16k of legal entities** and **>476k of residential** consumers.
- Powerful energy complex includes **20 branches** and production services, providing reliable procurement and distribution of electricity to consumers.

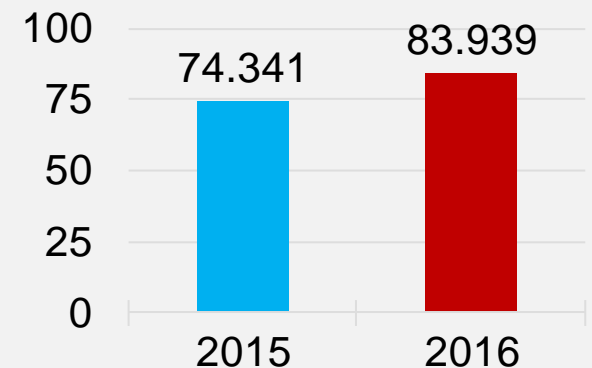




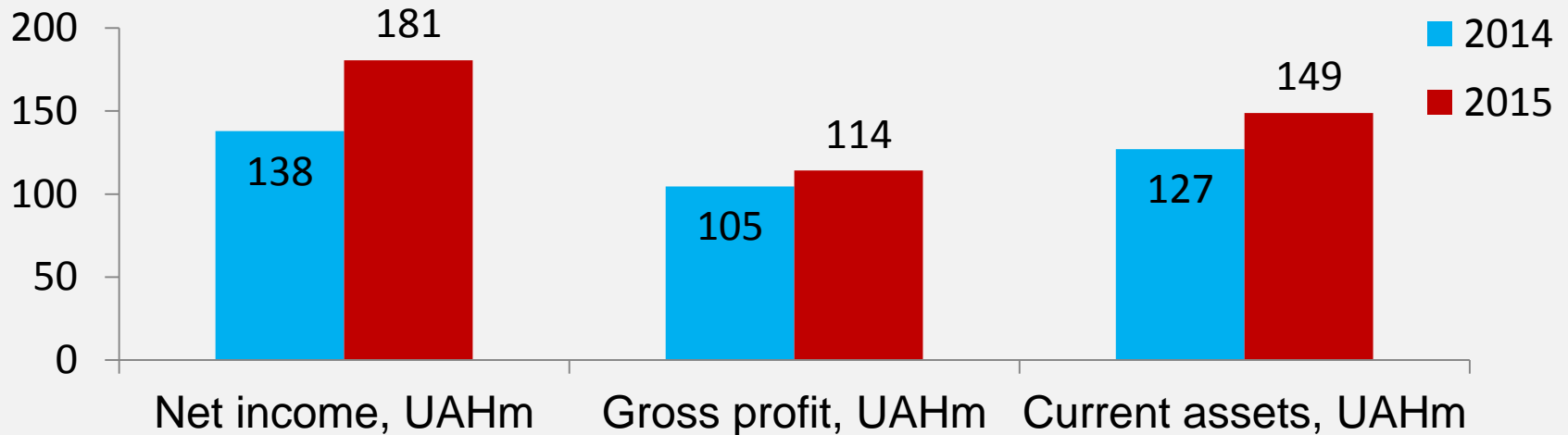
- There are **25,000** km of overhead power lines, **1,463** km of cable lines, nearly **6,000** transformer substations in operation.
- The positive development dynamics is observed in all areas of work.
- Planned CapEx in the investment program of PJSC "Mykolaivoblenergo" increased to UAH 83.9m (by UAH 9.5m) in 2016 compared to UAH 74.3m in 2015.



Investment program, UAHm



Source: Company information



Source: Company information

- Company conducts different activities aimed to improve economic performance by increasing efficiency of cash collection for supplied electricity and decreasing technical and commercial losses.
- **Cash collection from households reached 99%** due to reorganization of commercial department of the Company and determination of responsible staff for certain areas.

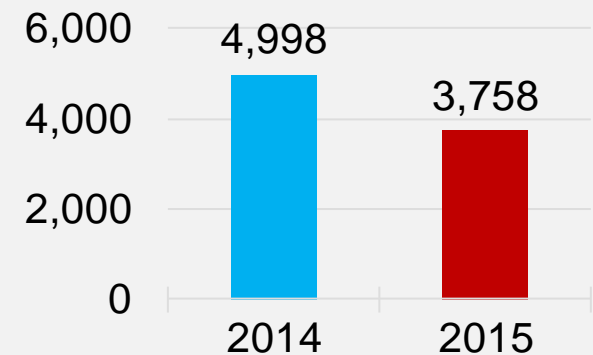


Moreover, such factor affect the efficiency of cash collection:

- Automatic calls
 - Call center setup
 - Organization of service centers in Company’s branches
-
- The Company managed to achieve **positive results in the decrease of cases of emergency shutdowns** from 4,998 cases in 2014 to 3,758 cases in 2015 due to timely and quality capital repairs.



Emergency shutdowns, times

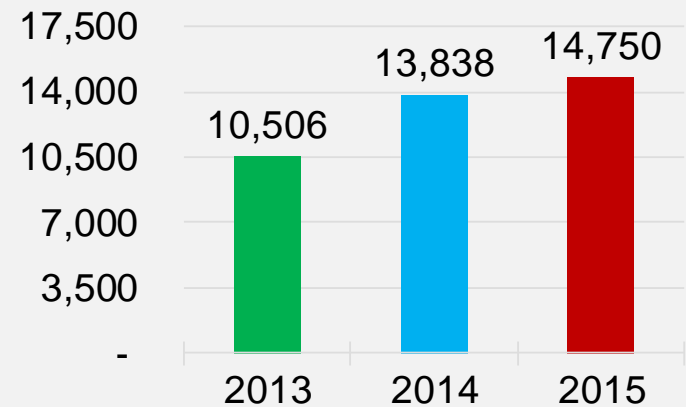


Source: Company information



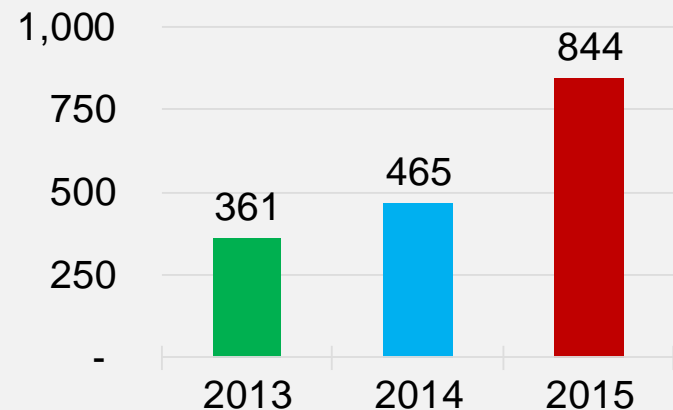
- Innovative technology is one of the main areas of the Company’s attention.
- The Company actively implements automated system of commercial accounting of electricity (ASCAE) to improve the quality of consumers' payments for consumed electricity.
- As a result, total installation of ASCAE increased from **10,867** meters in 2013 to **15,594** in 2015.

ASCAE for residential



Source: Company information

ASCAE for non-residential

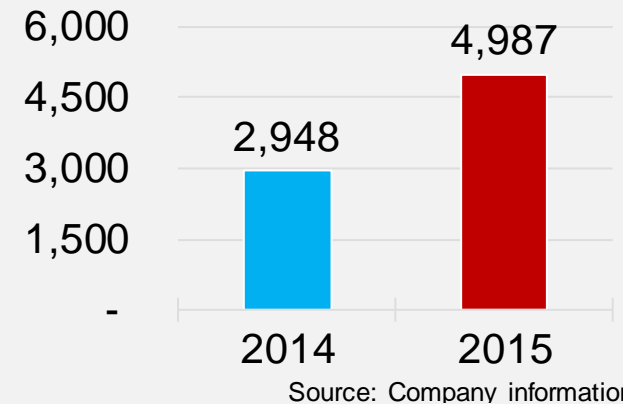


Source: Company information



- The Company pay attention to the implementation of **multi-tariff meters**.
- Management is proactive in redistribution of the daily loads to the night period.
- The Company constantly conducts campaign among its customers.
- As a result, total installation of multi-tariff meters increased from **3,738** meters in 2014 to **5,852** in 2015.

Meeters for residential



Meeters for non-residential

