

Sale of Grid Connection Services

Submitted requests for grid connection include received and canceled requests. Therefore, the number of submitted requests and requested power exceeds that provided under existing agreements.

About 90% of all agreements are signed with the applicants that have electricity receivers with power of 15 kW or below. The diagrams show changes in connected power depending on the number of requests submitted.

Moreover, due to changes in Russian legislation regulating grid connection, the period of major agreements for power supply above 670 kW is:

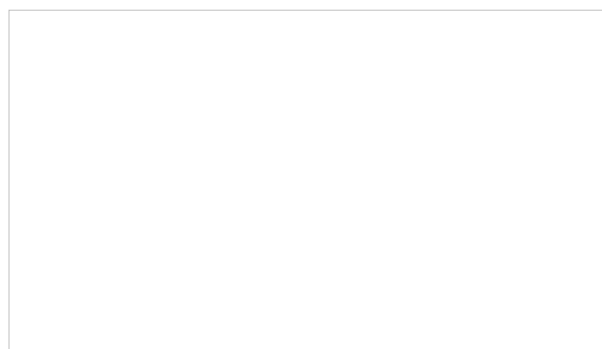
- one year if no connections are implemented on GC grids;
- two years, unless the investment program of the relevant grid company or an agreement between the parties stipulates otherwise (however no more than four years) which affects the total connected power.

Fulfillment of major grid connection agreements also depends on the applicants' paying capacity and the financial situation in general.

Trends in the scope of grid connection requests submitted in 2010–2014

Branch IDGC	2010		2011		2012		2013		2014	
	number of requests, pcs.	for total power, MW	number of applications	for total power, MW	number of applications	for total power, MW	number of applications	for total power, MW	number of applications	for total power, MW
Arkhenenergo	2,750	115.9	4,553	184.1	4,447	173.9	4,931	281.0	4,172	255.8
Vologdaenergo	3,424	70.9	4,698	126.5	7,660	229.6	7,445	261.5	6,547	194.1
Karelenenergo	1,894	258.6	1,997	60.7	2,344	96.5	2,833	104.2	2,806	123.8
Kolenergo	156	177.6	204	202.3	253	242.9	312	116.8	431	201.8
Komienergo	3,345	127.8	4,120	127.8	4,301	132.7	4,684	216.4	4,482	267.4
Novgorodenergo	2,362	91.7	4,068	98.9	5,016	178.8	6,108	244.6	6,797	212.3
Pskovenergo	4,643	122.5	5,836	151.2	7,095	201.5	7,218	359.5	6,775	341.4
IDGC North-West	18,574	965.0	25,476	951.6	31,116	1,255.9	33,531	1,584.0	32,010	1,596.6

Number of submitted grid connections in 2010–2014



Changes in grid connection agreements in 2010–2014

Branch IDGC	2010		2011		2012		2013		2014	
	number of requests, units	MW	number of applications	MW	number of applications	MW	number of applications	MW	number of applications	MW
Arkhenenergo	2,126	41.4	3,545	102.7	3,585	75.2	3,674	88.9	3,026	88.0
Vologdaenergo	3,173	54.4	4,152	65.2	6,673	130.6	6,558	151.7	5,815	99.8
Karelenenergo	1,450	22.4	1,519	35.8	1,711	60.1	2,202	43.8	2,116	39.0
Kolenergo	58	17.2	72	40	84	21.5	155	33.9	180	53.6
Komienergo	2,522	55.6	3,113	68.9	3,381	65.4	3,799	107.9	3,556	129.0
Novgorodenergo	2,041	39.9	2,859	56.2	4,037	77.3	5,091	126.6	5,960	109.5
Pskovenergo	4,139	62.6	4,802	81.5	5,607	95.7	5,681	119.8	5,489	154.1
IDGC North-West	15,509	293.5	20,062	450.3	25,078	526	27,160	672.5	26,142	673.0

Number of grid connection agreements entered into in 2010-2014

Grid connection agreements fulfilled in 2010–2014

Branch/IDGC	2010		2011		2012		2013		2014	
	Number of agreements	for total capacity, MW	Number of agreements	for total capacity, MW	Number of agreements	for total capacity, MW	Number of agreements	for total capacity, MW	Number of agreements	for total capacity, MW
Arkhenenergo	1,046	19.5	1,701	40.5	2,058	40.1	2,353	42.8	2,501	57.0
Vologdaenergo	1,882	32.9	2,772	47.3	3,567	45.7	4,892	72.1	5,844	107.4
Karelenenergo	652	10.4	863	11.9	1,056	49.5	1,408	27.7	1,936	35.9
Kolenergo	48	15.0	47	22.2	44	16.3	53	5.1	70	18.8
Komienenergo	1,382	24.5	2,070	37.5	3,353	54.2	2,985	61.9	3,883	78.1
Novgorodenergo	1,202	24.0	1,593	28.5	2,387	35.5	4,474	57.9	5,287	79.9
Pskovenergo	2,017	31.5	3,699	49.9	4,236	98.2	4,583	72.0	6,037	86.6
IDGC North-West	8,229	157.8	12,745	237.9	16,701	339.6	20,748	339.4	25,558	463.7

The number of grid connection agreements fulfilled in 2010–2014 (excluding electricity generation facilities)

Request mix in 2010-2014 (including electricity generation facilities)

	2010		2011		2012		2013		2014	
	units	for total capacity, MW	units	for total capacity, MW	units	for total capacity, MW	units	for total capacity, MW	units	for total capacity, MW
Individuals	13,818	136.8	21,057	211.1	26,334	284.1	28,104	315.7	26,430	294.8
Legal entities	4,756	828.2	4,419	740.4	4,787	1,007.6	5,439	1,338.9	5,580	1,301.9
IDGC North-West	18,574	965	25,476	951.5	31,121	1,291.7	33,543	1,654.6	32,010	1,596.7

The total number of grid connection requests accepted during 2014 decreased by 4.6% year-on-year. The number of agreements in the reporting period decreased by 3.8%.

The total number of agreements fulfilled in 2014 year-on-year increased by 23.1%.

A growing number of agreements for in-house work/services, improved applicant relations, and optimized grid connections contributed to an increase in the number of fulfilled grid connection agreements.

A number of major applicants were connected in 2014:

- connection to 0.4-10 kV grids to supply electricity to households and social facilities in Udim and Egra settlements (Privodinskoye municipal entity) with total power of 1.36 MW. The revenue under the agreement reached RUB 158.5 million, excluding VAT;
- connection to the grids of the residential area (Tetrastroycom LLC as an applicant) with total power of 0.74 MW. The revenue under the agreement was RUB 5.1 million, excluding VAT;
- connection to the grids of an apartment block (Ground LLC as an applicant) with total power of 5.4 MW. The revenue under the agreement was RUB 7.8 million, excluding VAT.