Report on execution of the Development Plan of Almaty Electric Stations JSC for 2024

1. Production indicators of “AlES” JSC

№	Indicators	UOM	2023	2024		in % of plan	as a % of the actual of the same period
			actual	planned	actual		
1	2	3	4	5	6	7	8
1	**Production output by major types of activity**						
1.1.	**Electric power production**						
	Production	ths.kWh	5 054 449	4 839 498	5 195 904	107%	103%
	Busbar output	ths.kWh	4 380 640	4 153 149	4 541 576	109%	104%
	Volume of electricity sold	ths.kWh	4 530 218	4 125 698	4 595 519	111%	101%
1.2.	**Heat production**						
	Output from collectors	ths. Gcal	5 582	5 554	5 776	104%	103%
	Volume of heat energy sold	ths. Gcal	5 518	5 526	5 724	104%	104%
1.3.	**Production of chemical treated water**						
	Production of chemically treated water	ths. tons	30 486	30 327	30 847	102%	101%
	Sales-volume of chemically treated water	ths. tons	30 250	30 277	30 788	102%	102%
2	**Average annual tariffs**						
	Tariff for electricity	tenge\kWh	13,79	17,82	17,82	100%	129%
	Tariff for heat production	tenge\ Gcal	4 215,34	5 139,02	5 194,58	101%	123%
	Tariff for production of chemically treated water	tenge/m^3	60,97	60,94	67,55	111%	111%

2. Report on the results of financial and economic activity of AlES JSC

ths.tenge

№	Indicators	2023	2024		in % of plan	as a % of the actual of the same period
		actual	planned	actual		
1	2	3	4	5	6	7
1	**Income earned from sales of products and rendering of services, including those of:**	**96 660 002**	**115 568 556**	**125 605 393**	**109%**	**130%**
1.1.	power generation	70 310 126	85 324 845	93 669 774	110%	133%
1.2.	heat generation	23 260 148	28 396 855	29 732 763	105%	128%
1.3.	chemically treated water sales	1 844 241	1 845 223	2 079 711	113%	113%
1.4.	other	1 245 487	1 634	123 145	7536%	10%
2	**Cost of sales and services**	**89 498 217**	**99 686 286**	**96 715 391**	**97%**	**108%**
2.1	*Capital depreciation of the fixed assets and non-material assets*	13 877 132	13 697 804	13 317 158	97%	96%
3	**Gross profit (Gross operating profit = 1-2)**	**7 161 786**	**15 882 270**	**28 890 002**	**182%**	**403%**
4	Financing income	216 151	317 539	413 382	130%	191%
5	Other income	711 223	45 926	632 557	1377%	89%
6	**General and administrative expenses**	**2 658 486**	**3 404 809**	**3 186 295**	**94%**	**120%**
6.1.	*Capital depreciation of the fixed assets and non-material assets*	160 883	173 094	173 339	100%	108%
7	**Net profit (Net operating profit = 3 - 6- 7)**	**4 503 300**	**12 477 461**	**25 703 708**	**206%**	**571%**
8	**EBITDA and CIT (EBITDA = 8+7.1+2.1)**	**18 541 314**	**26 348 359**	**39 194 204**	**149%**	**211%**
9	Financing costs	3 278 738	3 239 239	2 322 966	72%	71%
10	Other expenses from non-core activities	449 263	21 233	449 868	2119%	100%
11	Profit (loss) from ongoing activities (14=3+4+5+5-6-7-10-11+/-12)	1 702 672	9 580 453	23 976 811	250%	1408%

12	**EBT (EBT = 14+/-15)**	**1 702 672**	**9 580 453**	**23 976 811**	**250%**	**1408%**
13	Corporate income tax expense	381 242	1 916 091	4 934 271	258%	1294%
14	**Total income (loss) before minority interests**	**1 321 430**	**7 664 363**	**19 042 540**	**248%**	**1441%**
15	**Total profit**	**1 321 430**	**7 664 363**	**19 042 540**	**248%**	**1441%**
16	**EBITDA margin**	**19%**	**23%**	**31%**	**137%**	**163%**

3. Report on achievement of the major performance indicators of AlES JSC

№	CIT name	UOM	2023	2024		in % of plan	as a % of the actual of the same period
			actual	planned	actual		
Strategic indicators							
1	Dept/EBITDA	coefficient	0,61	5,82	1,69	29%	275%
2	Net profit	mln.tenge	1 321,4	7 664,4	19 042,5	248%	1441%
Production indicators							
1	Electricity production volume	mln. kWh	5 054,4	4 839,5	5 195,9	107%	103%
2	Installed capacity utilisation rate	%	47	45	48	107%	103%
3	Number of technological failures (compared to the same period of 2023).	unit	145	145	140	97%	97%
Financial indicators							
1	EBITDA Margin	%	19	23	31	135%	163%
2	ROACE	coefficient	2,4	4,0	10,71	266%	439%
3	ROA	%	0,94	20,6	7,79	38%	830%
Industrial and innovative efficiency							
1	Fuel equivalent consumption for generation of 1 kWh of electricity	g/kWh	439,73	447,31	438,37	98%	100%
2	Number of projects / rationalization proposals implemented after approval at the NTS	unit	12	20	10	50%	83%
Ecological indicators							
1	CO_2 emissions into the atmosphere	tons	5 787 876	6 094 365	5 601 072	92%	97%