

Sales of electricity by the Sales Business Line

| Sales of electricity by the Sales Business Line in GWh | 2014 | 2015 | 2016 | 2017 | Change 2017/2016 | Change 2017/2016 (%) |
|--|---------------|---------------|---------------|---------------|------------------|----------------------|
| Retail electricity sales | 16,364 | 16,767 | 19,628 | 20,615 | 987 | 5% |
| Electricity sales on the wholesale market, of which: | 9,720 | 8,892 | 4,973 | 3,200 | (1,774) | -36% |
| <i>Electricity sales to the balancing market</i> | 331 | 428 | 399 | 476 | 76 | 19% |
| <i>Electricity sales to Energa-Operator to cover network losses*</i> | 1,561 | (16) | 1,520 | - | (1,520) | -100% |
| <i>Other wholesale</i> | 7,828 | 8,480 | 3,054 | 2,724 | (330) | -11% |
| Total electricity sales | 26,084 | 25,658 | 24,602 | 23,815 | (786) | -3% |

* the negative volume in 2015 is an effect of settlement of a 2014 contract that was not extended to 2015