



ROSSETI

BASIC INDICATORS OF IDGC OF THE NORTH-WEST, JSC ACTIVITIES



Interregional
Distribution Grid
Company of the
North-West

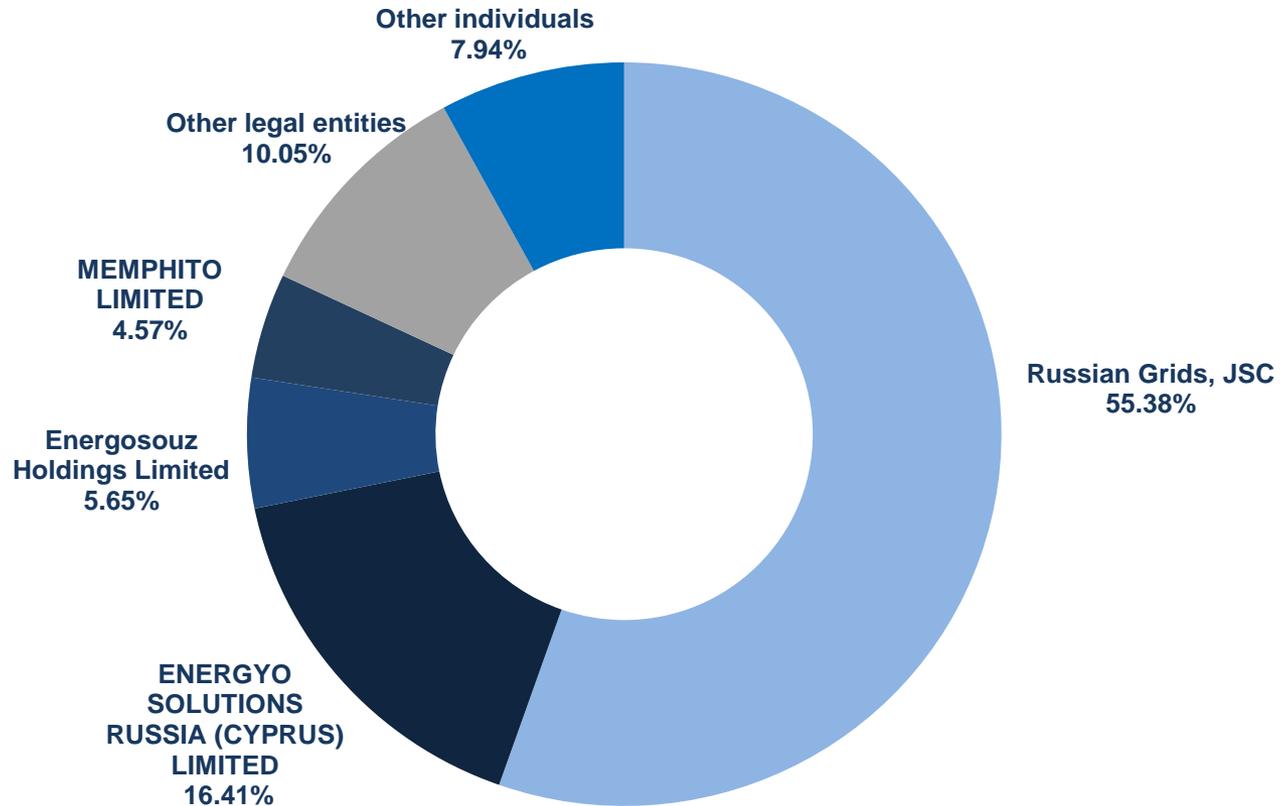
**in Q3 2013
info bulletin**



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As of May 14, 2013, the Authorized Capital of the Company made **9,578,592,313 RUB**



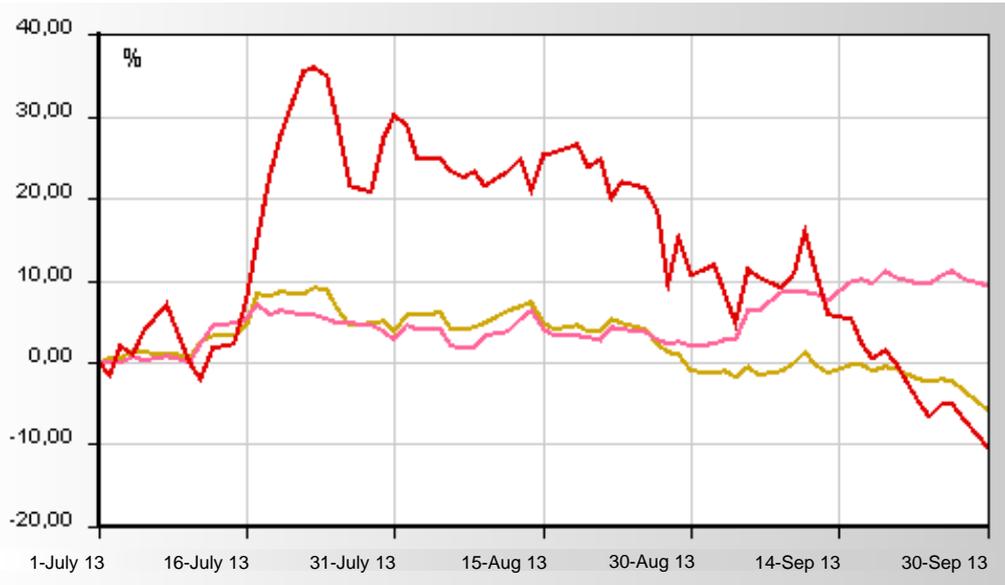


IDGC OF THE NORTH-WEST IN THE STOCK MARKET

Trading floor	Trading commencement	Code
MICEX Stock Exchange, CJSC List A2	29.05.2008	MRKZ

Market capitalization calculated based on MICEX, JSC data as of: 30.09.2013 made 3,259,594,964 RUB.

- shares of IDGC of the North-West, JSC
- Composite MICEX index
- Power Industry MICEX index



Market during the period from 01.07.2013 to 30.09.2013

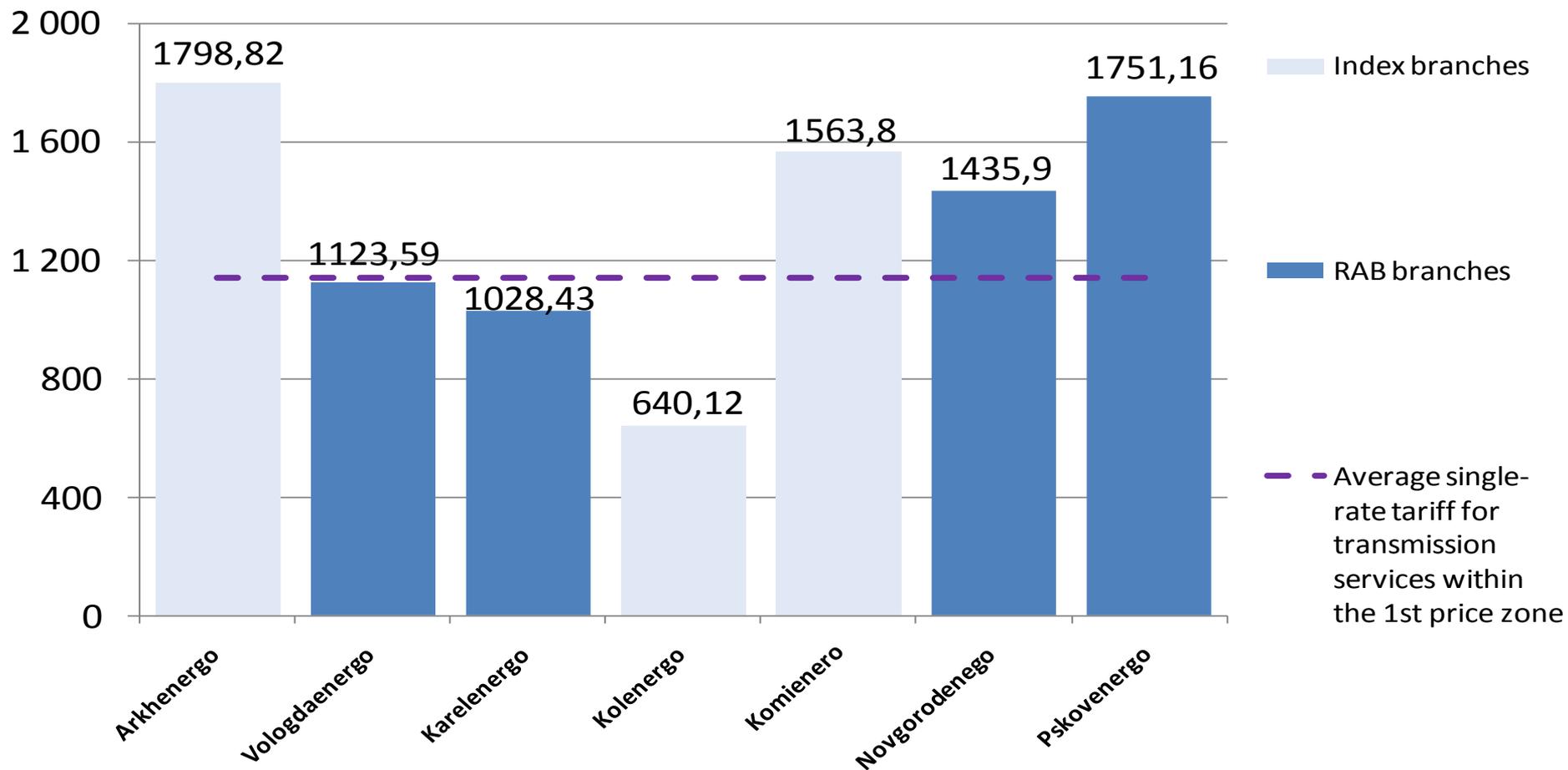
Weighted average price as of the period commencement	0.03797 RUB
Weighted average price as of the period end	0.03403 RUB
Price change during the period	-10.37 %
Capitalization as of the period beginning	3,637 mln RUB
Capitalization as of the period end	3,260 mln RUB
Volume of trading	689.61 mln items 29.67 mln RUB



- **Ones elected:**
 - ✓ Chairman of the Board of Directors – Andrey Yevgenyevich Murov (Chairman of the Management Board of FGC UES, JSC);
 - ✓ Compositions of the Committees under the Board of Directors of the Company: Audit Committee, Personnel and Award Committee, Committee for Strategy and Development, Reliability Committee, Committee for Technological Connection to Electric Power Grids
- **The following reports of General Director were considered:**
 - ✓ on execution of the Company's Business-Plan (including the investment program) in Q1 2013;
 - ✓ on execution of the Energy Saving and Energy Efficiency Enhancement Program of the Company for 2013 and forecast for 2014– 2018 in Q1 2013.
 - ✓ on progress in execution of the Program for Prospective Development of Systems for Electric Energy Accounting in the Retail Electric Energy Market in Q1 2013;
 - ✓ on the results of implementation of measures for compliance with the requirements of legislation on insider information control within IDGC of the North-West, JSC in Q1 2013;
 - ✓ on the outcome of achievement of the target values of the Key Performance Indicators of General Director and top managers of the Company in Q1 2013.
 - ✓ on implementation of the Schedule plan of measures to bring the service consumer servicing system in accordance with the requirements of IDGC of the North-West, JSC Standard "System for Centralized Servicing of Consumers of Services" in Q2 2013;
 - ✓ on implementation of the Schedule Plan of Measures for Adoption of a System for Management of Production Assets within the Company in Q2 2013.
 - ✓ on the Company's activities including a report on execution of decision of the Board of Directors of the Company in Q2 2013.
- **The following documents were approved of:**
 - ✓ Restated Regulations on Procurement of Goods, Works and Services for the Needs of IDGC of the North-West, JSC;
 - ✓ Restated Standard "System for Centralized Servicing of Consumers of IDGC of the North-West, JSC Services";
 - ✓ Restated Regulations on the Company's Information Policy;
 - ✓ Restated Regulations on the Company's Credit Policy;
 - ✓ Restated Regulations on Provision for Insurance Protection of IDGC of the North-West, JSC for 2013-2015.
- **One approved** of the corrected Investment Program of the Company for 2013 and the period till 2018.

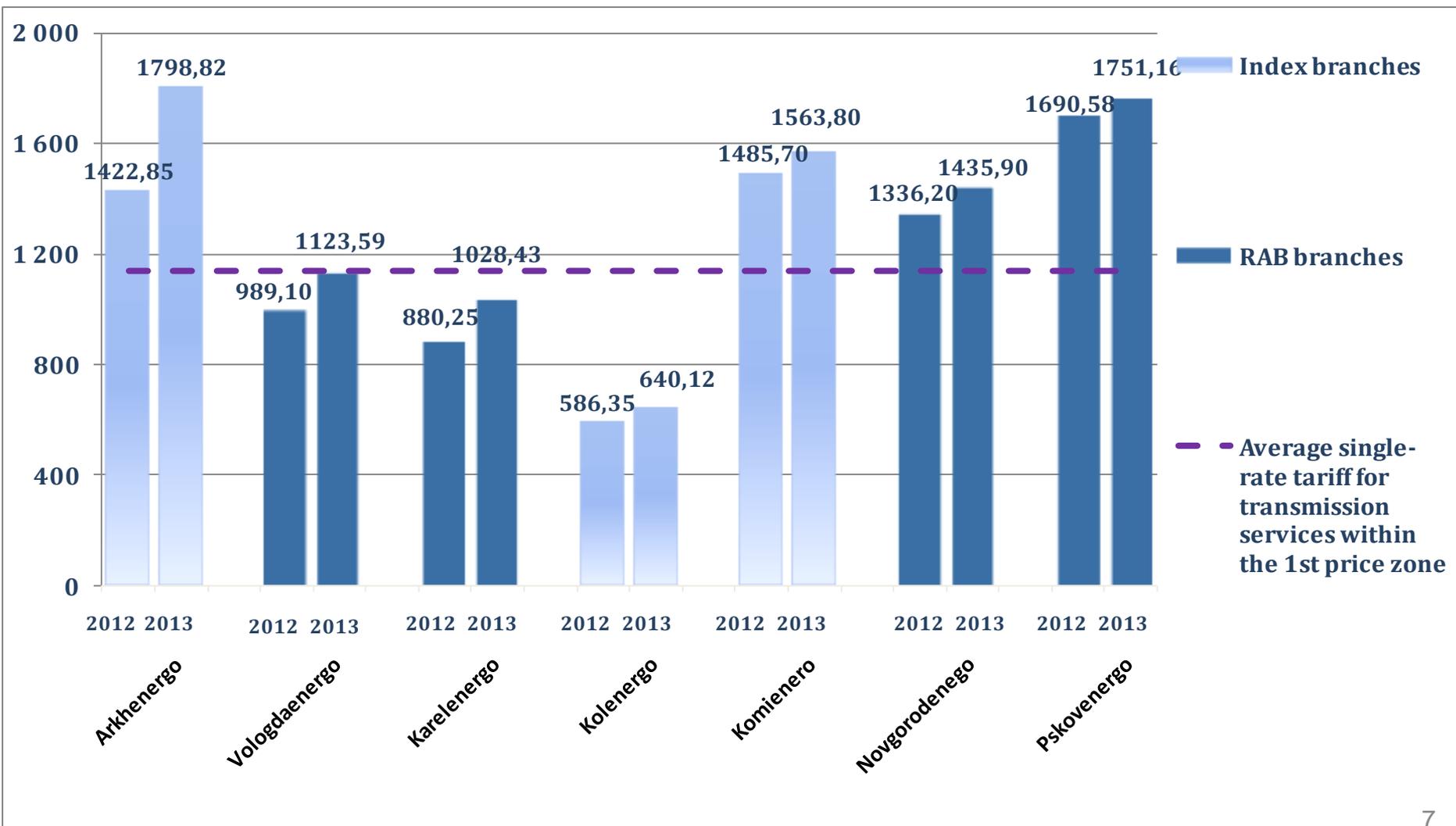


Average boiler tariff for electric energy transmission services (per North-West regions) in 2013, RUB/MW*h





Average boiler tariff for electric energy transmission services (per North-West regions) in 2012 and 2013, RUB/MW*h





Indicator name	2013 Plan (mln RUB.)	9 months of 2013 (mln RUB)	
		plan	actual
Proceeds from sales of products (services)	32 821	23 047	29 116
Electric energy transmission across electric power grids	31 768	22 484	21 500
Technological connection	547	197	711
Other products	506	366	6 906
Prime cost of products (services)	29 731	21 874	25 582
Services provided by FGC UES, JSC	8 547	6 311	6 188
Services of distribution grid companies	946	698	525
Purchased electric energy for losses compensation	3 933	2 592	2 675
Material expenditures	2 152	1 668	5 675
Works and production-related services	1 051	903	844
Salaries and wages including allowances	7 752	5 850	5 972
Depreciation	3 378	2 503	2 588
Other expenditures	1 973	1 347	1 116
For reference: Repair expenditures	1 649	1 501	1 399
Gross profit (loss)	3 090	1 173	3 534
Balance of other incomes and expenses	-1 780	-1 266	- 1 370
Net profit (loss), including	96	-942	86
Profit from technological connection	334	82	421
Profit (loss) from operating activities	-237	-1 024	-335



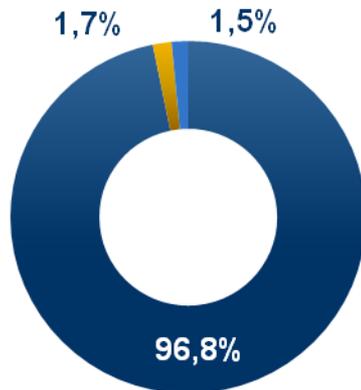
SERVICES SALES PROCEEDS STRUCTURE

2013 plan

Proceeds from transmission of electric energy – **96.8%**

Proceeds from technological connection – **1.7%**

Proceeds from other activities – **1.5%**

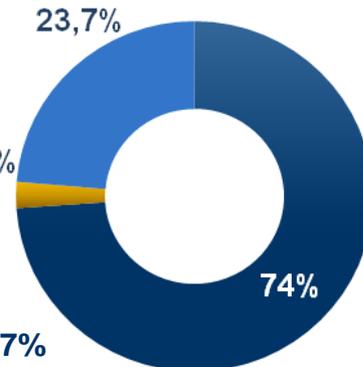


Actual performance in the 9 months of 2013

Proceeds from transmission of electric energy – **74%**

Proceeds from technological connection – **20.4%**

Proceeds from other activities – **23.7%**



Structure of proceeds per region

Arkhenargo – **15%**

Vologdaenergo – **19%**

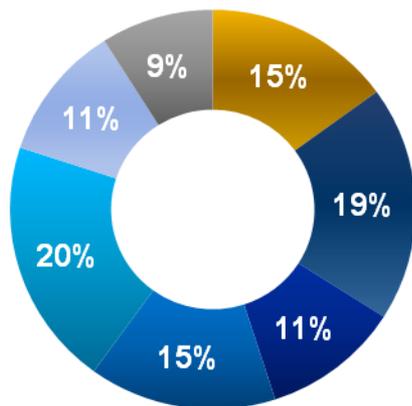
Karelenergo – **11%**

Kolenergo – **15%**

Komienergo – **20%**

Novgorodenergo – **11%**

Pskovenergo – **9%**



Arkenergo – **11%**

Vologdaenergo – **16%**

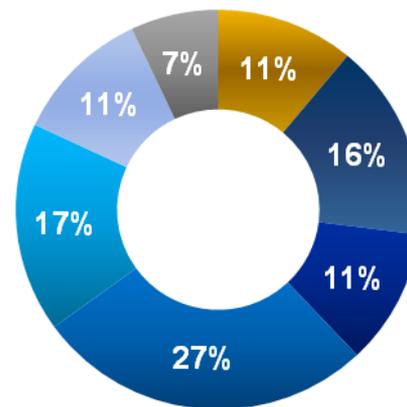
Karelenergo – **11%**

Kolenergo – **27%**

Komienergo – **17%**

Novgorodenergo – **11%**

Pskovenergo – **7%**



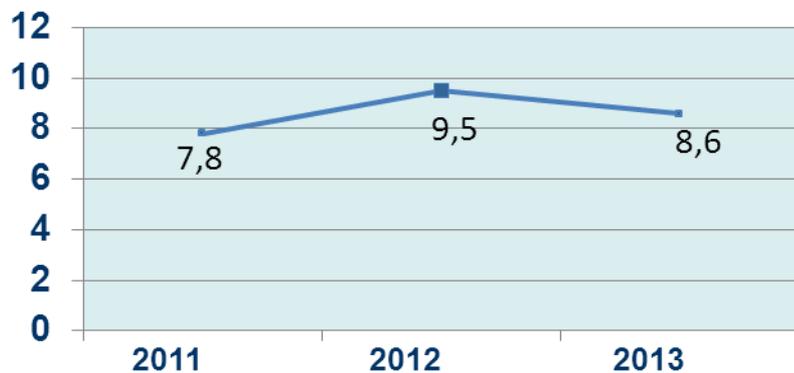


Name	2013 plan (mln RUB.)	Q3 2013 actual performance (mln RUB.)
Current assets	7 531	14 346
Fixed assets	37 242	37 794
Current/fixed assets ratio	0,20	0,38
Owner capital	26 951	27 232
Long-term and short-term liabilities	18 076	25 291
Owner capital/liabilities ratio	1,49	1,08
EBITDA	3 673	4 372
Net profit (loss)	- 484	74
Net debt, mln RUB	10 691	14 727
Net debt/ EBITDA	2,91	3,37



	as of 30.09.2013 (mln RUB)	% of the total
VTB Bank, JSC	6 470	41
Sberbank of Russia, JSC	5 258	33
SviazBank, JSC	132	1
JSB BANK "ROSSIYA", JSC	1 798	11
Alfa-Bank, JSC	701	5
Gazprombank, JSC	1 364	9
TOTAL	15 723	100

CHANGE OF ATTRACTED CREDITS AVERAGED WEIGHTED RATE in 2013



The credit average weighted rate in 2013 is expected to decrease as compared to 2012 .



Branch	2013 plan			Plan for the 9 months of 2013/Actual performance in the 9 months of 2013		
	Supply into the grid, mln kWh	Transmission from the grid, mln kWh	Total losses, %	Supply into the grid, mln kWh	Transmission from the grid, mln kWh	Total losses, %
Arkhenergo	3 645	3 204	12,08	2 599/2 551	2 299/2 300	11,53/9,81
Vologdaenergo	8 634	8 202	5,00	6 382/6 577	6 073/6 287	4,84/4,40
Karelenergo	7 093	6 772	4,53	5 187/4 627	4 971/4 428	4,18/4,30
Kolenergo	11 096	10 781	2,84	8 109/7 921	7 687/7 687	2,82/2,95
Komienergo	5 810	5 230	9,99	4 192/4 181	3 807/3 856	9,18/7,78
Novgorodenergo	3 984	3 609	9,42	2 886/2 741	2 631/2 500	8,84/8,77
Pskovenergo	2 011	1 749	13,03	1 452/1 446	1 276/1 272	12,09/11,97
IDGC of the North-West	42 273	39 547	6,45	30 808/30 042	28 938/28 331	6,07/5,70



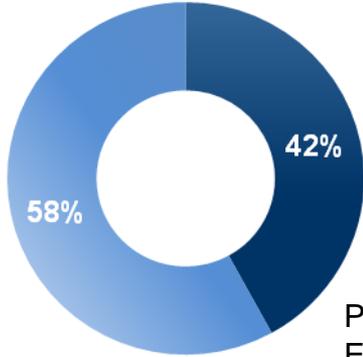
In terms of capital investment assimilation			
Indicator name	2013 plan, thousand RUB	9 months of 2013, thousand RUB	
		plan	actual
Investments, total	6 200 524	3 032 121	3 441 029
Technical re-equipment and reconstruction	4 655 393	2 381 534	2 651 230
New construction and expansion of existing facilities	1 481 113	645 273	752 700
Fixed assets acquisition and R&D	64 018	5 313	36 321
Commissioning of main assets			
Commissioning of main assets	6 457 938	2 364 691	2 763 266
Technical re-equipment and reconstruction	4 814 408	1 738 443	2 031 519
New construction and expansion of existing facilities	1 579 512	620 943	695 426
Purchase of fixed assets	64 018	5 305	36 321
Commissioning of capacities			
	km/MVA	km/MVA	km/MVA
Commissioning of capacities, total	1 791,54/362,49	823,52/171,95	1 198,42/209,16
Technical re-equipment and reconstruction	1 252,62/169,59	615,50/109,90	927,63/134,40
New construction and expansion of existing facilities	321,27/170,33	202,60/59,35	251,39/68,14
Purchase of fixed assets	217,64/22,58	5,42/2,71	19,41/6,63



TOTAL INVESTMENT ACTIVITY PARAMETERS PER FUNDING SOURCES

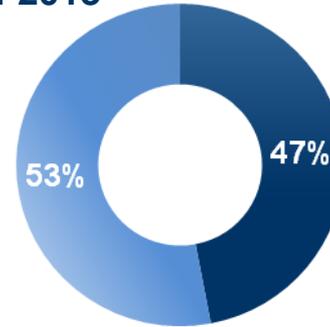


2013 plan



Proprietary sources – **42%**
 External sources – **58%**

Actual performance in the 9 months of 2013



Proprietary sources – **47%**
 External sources – **53%**

All the designated objectives and investment tasks as set forth by the Investment Program of IDGC of the North-West, JSC for the 9 months of 2013 have been achieved/fulfilled:

- ✓ the capital investment assimilation plan being 3,032,121 thousand RUB, one actually assimilated 3,441,029 thousand RUB of investment or 113%.
- ✓ fixed assets commissioning plan being 2,364,691 thousand RUB, one actually commissioned 2,763,266 thousand RUB of fixed assets or 117%.
- ✓ capacities commissioning plan being 823.52 km and 171.95 MVA, one actually put into operation 1,198.42 km of transmission lines and 209.16 MVA of transformer capacities.

The main cause of the capital investments assimilation and fixed assets commissioning plan over-fulfillment is related to performance of works for technical connection of consumers.