



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



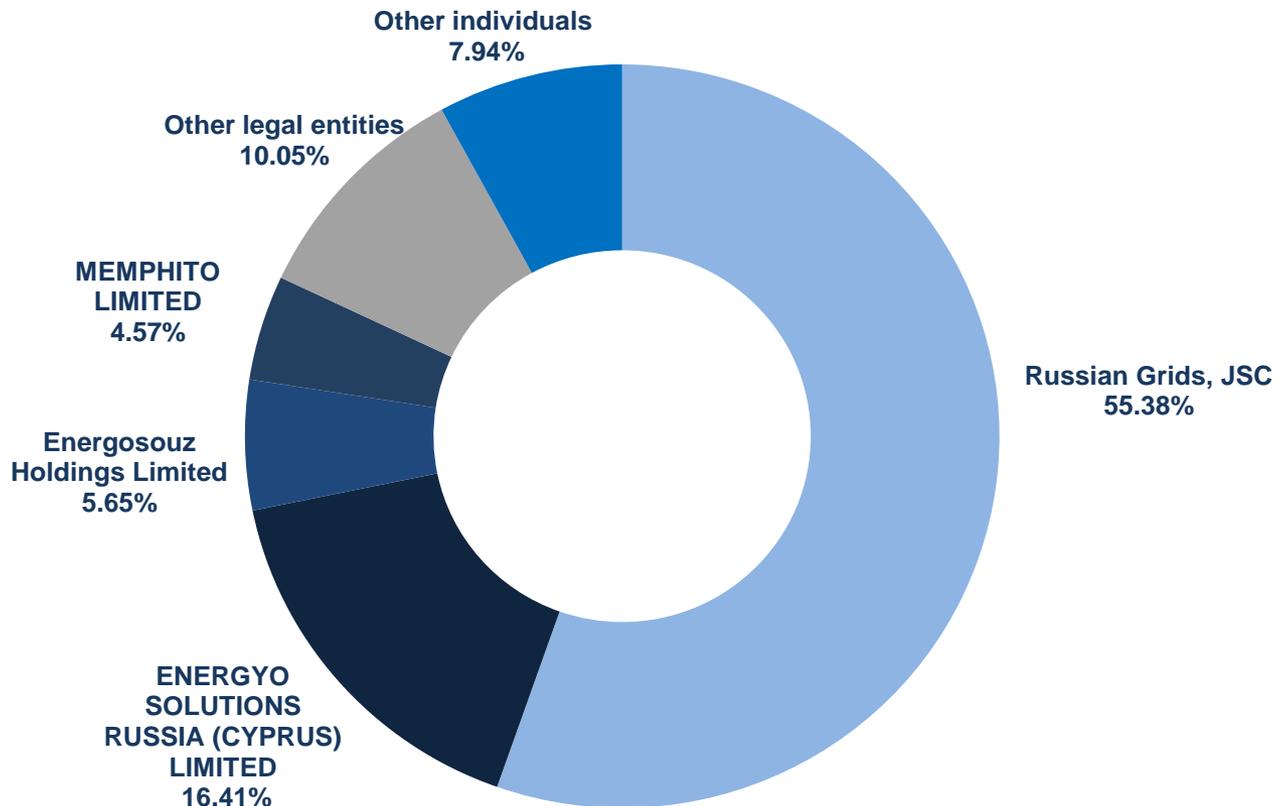
INTERREGIONAL  
DISTRIBUTION  
GRID COMPANY OF  
NORTH-WEST

**in Q2 2013**  
**info bulletin**



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



Trading floor

Trading commencement

Code

MICEX Stock Exchange, CJSC

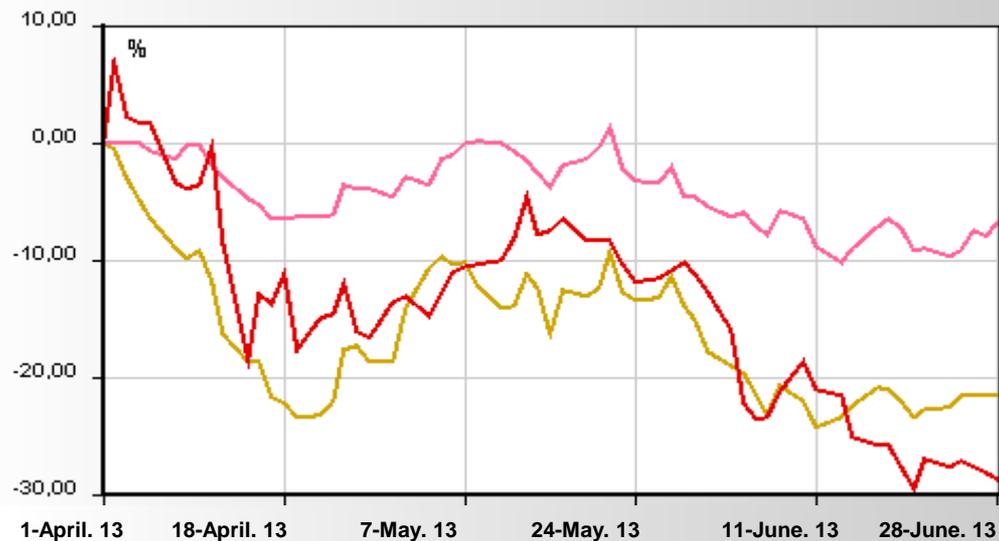
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MRKZ

List A2

**Market capitalization calculated based on MICEX, JSC data as of: 28.06.2013 made 3,673,390,152 RUB.**

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



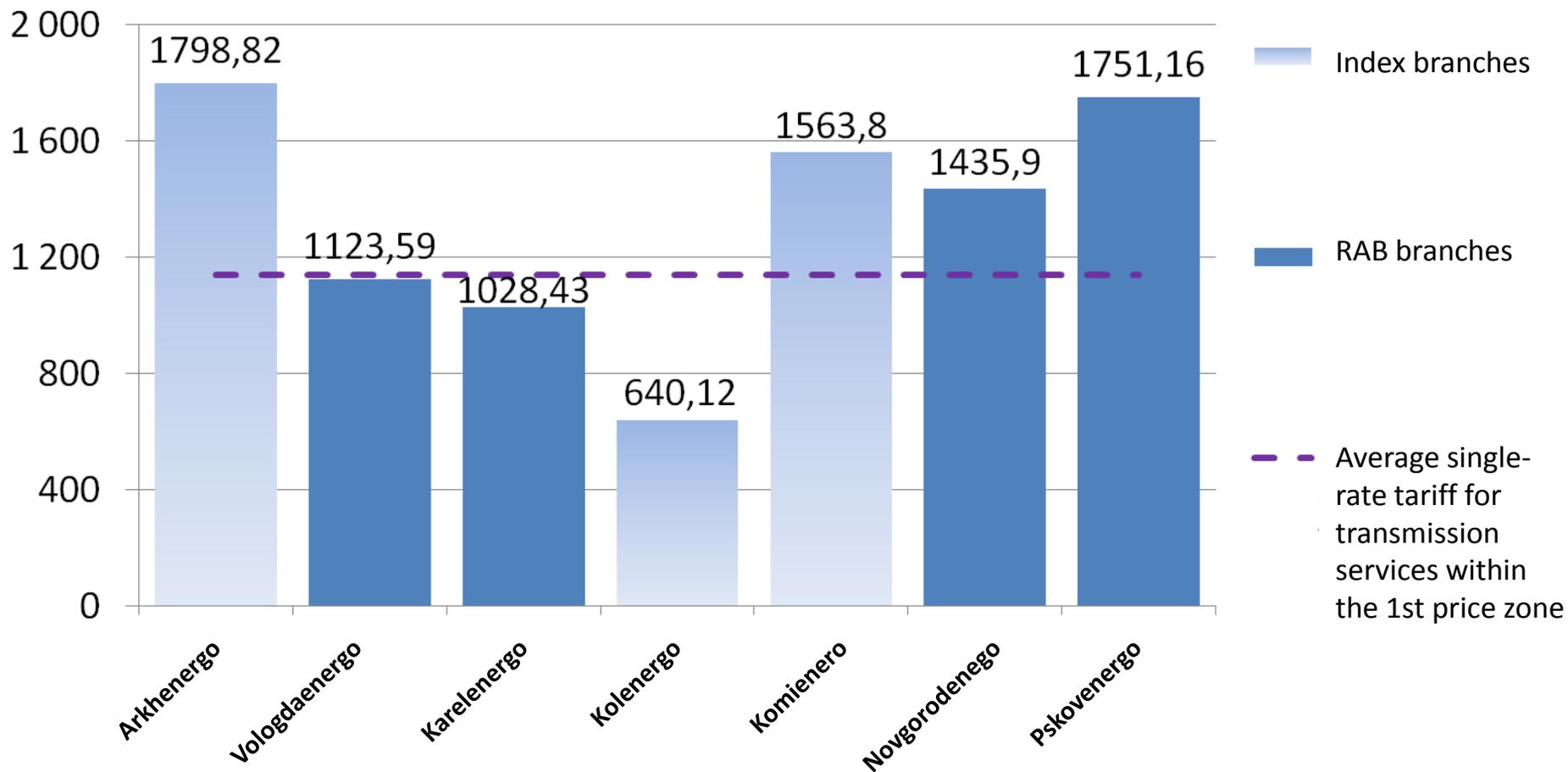
**Market during the period from 01.04.2013 to 28.06.2013**

|  |                         |
|--|-------------------------|
| Weighted average price as of the period commencement | <b>0.05877 RUB.</b>     |
| Weighted average price as of the period end          | <b>0.03835 RUB.</b>     |
| Price change during the period                       | <b>-34,75%</b>          |
| Capitalization as of the period beginning            | <b>5,629 mln RUB</b>    |
| Capitalization as of the period end                  | <b>3,673 mln RUB</b>    |
| Volume of trading                                    | <b>475.93 mln items</b> |
|  | <b>20.67 mln RUB</b>    |

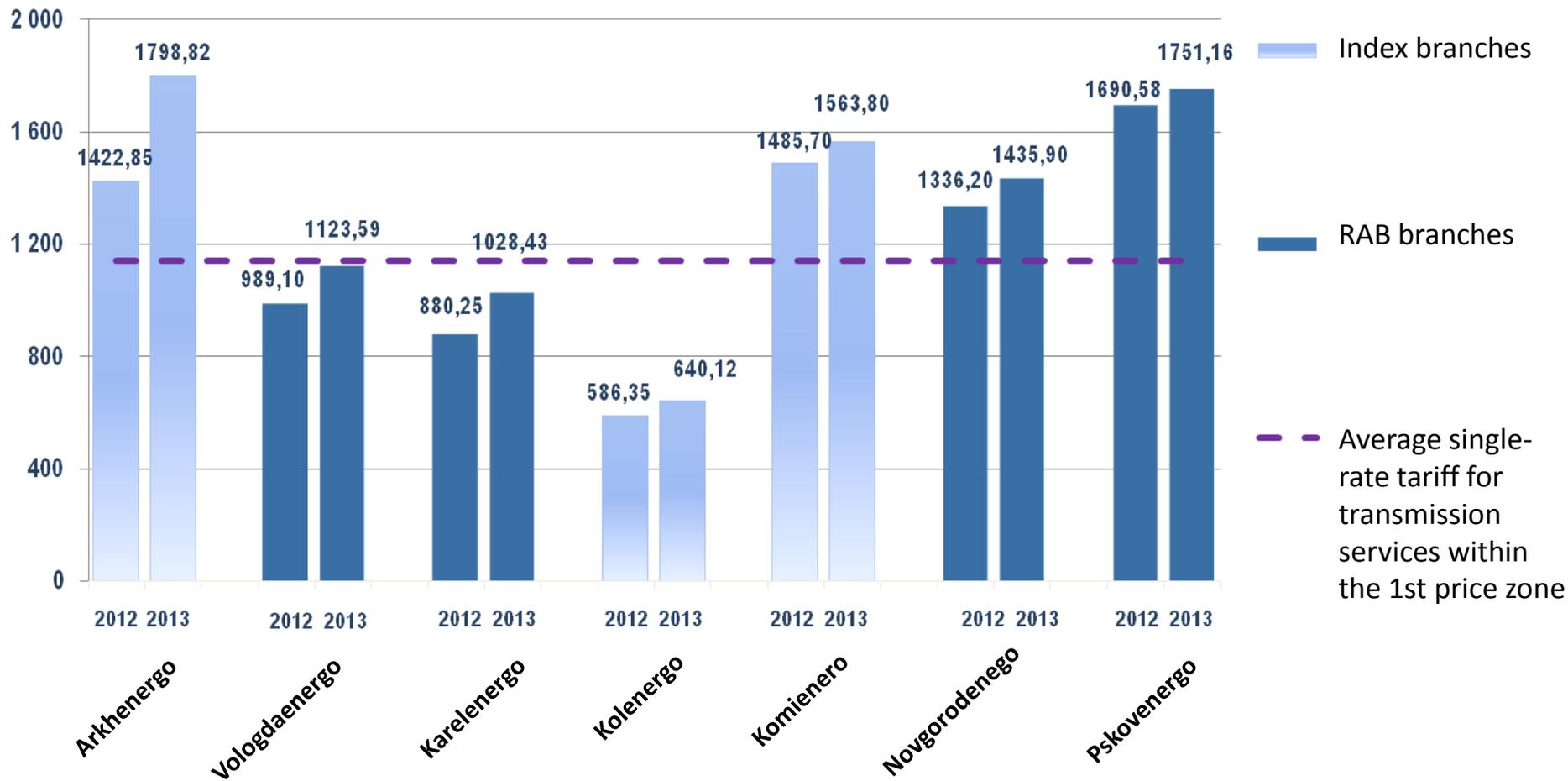


- *The following reports of General Director were considered:*
  - ✓ on execution of the Business-Plan of the Company (including the investment program) in 2012 including Q4 2012;
  - ✓ on implementation of the plan of measures to bring the service consumer servicing system in accordance with the requirements of IDGC of the North-West, JSC Standard "System for Centralized Servicing of Consumers of Services" in Q1 2013;
  - ✓ on execution of the Energy Saving and Energy Efficiency Enhancement Program of the Company for 2012 and forecast for 2013–2017 in Q4 2012 and in 2012;
  - ✓ on progress in execution of the Program for Prospective Development of Systems for Electric Energy Accounting in the Retail Electric Energy Market within the Distribution Grids of IDGC of the North-West, JSC in Q4 2012 and in 2012;
  - ✓ on execution of the Innovative Development Program of the Company for 2011–2016 in Q4 2012 and in 2012;
  - ✓ on execution of the Company's Plan of Measures for implementation of the IT, Automation and Telecommunications Strategy of the Company for the period till 2016 in 2012.
  
- *The following documents were approved of:*
  - ✓ Procedural rules for elaboration, substantiation, agreement, approval and correction of the Energy Saving and Energy Efficiency Enhancement Program of the Company;
  - ✓ Restated Regulations on the Personnel and Award Committee under the Board of Directors of the Company;
  - ✓ Restated Regulations on Insider Information of IDGC of the North-West, JSC;
  - ✓ Regulations of the Company Insurance Protection Program for 2013–2015.
  
- Issues related to preparation for and arrangement of the annual General Meeting of Shareholders of the Company on 21.06.2013 were considered.

**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<br>plan | 6 months of 2013 |        |
|--|--------------|------------------|--------|
|  |              | plan             | actual |
| Proceeds from sales of products (services)               | 32,821       | 15,500           | 18,944 |
| Electric energy transmission across electric power grids | 31,768       | 15,136           | 14,783 |
| Technological connection                                 | 547          | 93               | 77     |
| Other products   | 506          | 271              | 4,084  |
| Prime cost of products (services)                        | 29,731       | 14 492           | 16,642 |
| Services provided by FGC UES, JSC                        | 8,547        | 4,125            | 4,116  |
| Services of distribution grid companies                  | 946          | 462              | 367    |
| Purchased electric energy for losses compensation        | 3,933        | 1,951            | 1,895  |
| Material expenditures                                    | 2,152        | 1,002            | 3,330  |
| Works and production-related services                    | 1,051        | 418              | 393    |
| Salaries and wages including allowances                  | 7,752        | 3,962            | 4,064  |
| Depreciation   | 3,378        | 1,666            | 1,712  |
| Other expenditures                                       | 1,973        | 1                | 1      |
| For reference: Repair expenditures                       | 1,649        | 662              | 640    |
| Gross profit (loss)                                      | 3,090        | 1,008            | 2,302  |
| Balance of other incomes and expenses                    | -1,780       | -800             | -1,303 |
| Net profit (loss), including                             | 96           | -364             | -256   |
| Profit from technological connection                     | 334          | 27               | 2      |
| Profit (loss) from transmission                          | -237         | -392             | -258   |

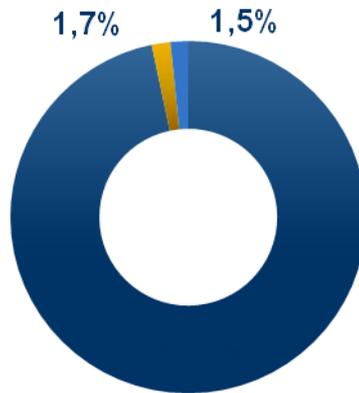
# STRUCTURE OF PROCEEDS FROM SALES OF SERVICES

## 2013 plan

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

Proceeds from technological connection – **1.7%**

Proceeds from other activities – **1.5%**

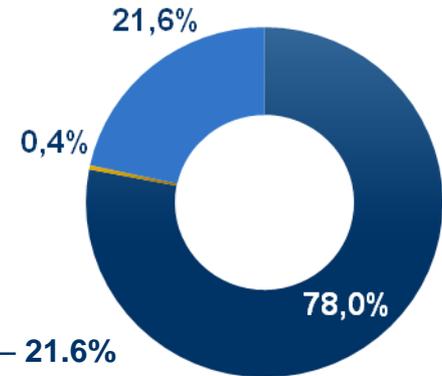


## Actual performance in the 6 months of 2013

Proceeds from transmission of electric energy – **78%**

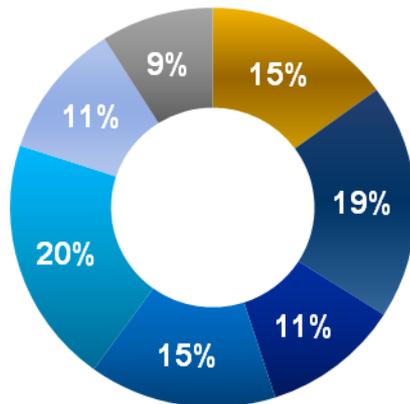
Proceeds from technological connection – **0.4%**

Proceeds from other activities – **21.6%**

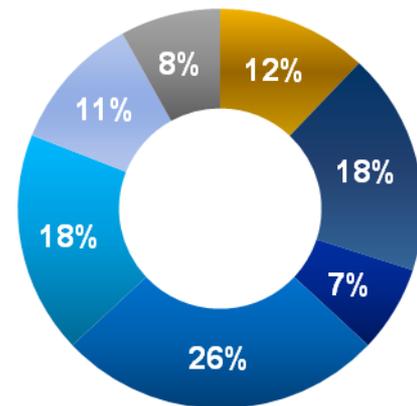


## Structure of proceeds per region

Arkhenenergo – **15%**  
 Vologdaenergo – **19%**  
 Karelenergo – **11%**  
 Kolenergo – **15%**  
 Komienenergo – **20%**  
 Novgorodenergo – **11%**  
 Pskovenergo – **9%**



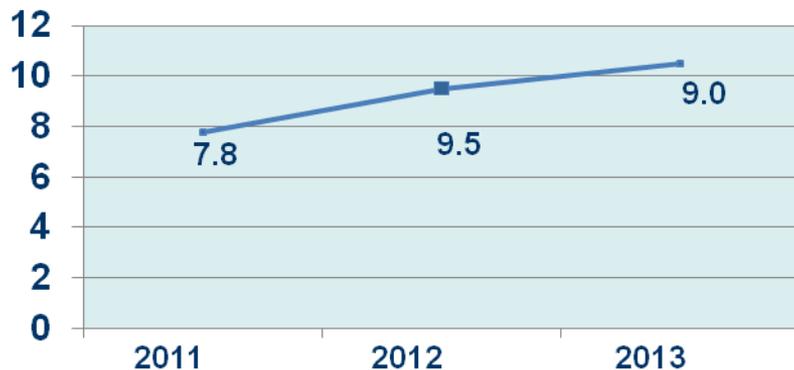
Arkhenenergo – **12%**  
 Vologdaenergo – **18%**  
 Karelenergo – **7%**  
 Kolenergo – **26%**  
 Komienenergo – **18%**  
 Novgorodenergo – **11%**  
 Pskovenergo – **8%**



| Indicator name                       | 2013 plan | Q2 2013 actual performance |
|--------------------------------------|-----------|----------------------------|
| Current assets                       | 7,531     | 11,952                     |
| Fixed assets                         | 37,242    | 37,189                     |
| Current/fixed assets ratio           | 0.20      | 0.32                       |
| Owner capital                        | 26,951    | 26,890                     |
| Long-term and short-term liabilities | 18,076    | 22,706                     |
| Owner capital/liabilities ratio      | 1.49      | 1.18                       |
| EBITDA                               | 3,673     | 3,515                      |
| Net profit (loss)                    | -484      | -256                       |
| Net debt, mln RUB                    | 10,691    | 12,541                     |
| Net debt/ EBITDA                     | 2.91      | 3.57                       |

|                                | as of 30.06.2013 | % of the total |
|--------------------------------|------------------|----------------|
| <b>VTB Bank, JSC</b>           | <b>1,911</b>     | <b>15</b>      |
| <b>Sberbank of Russia, JSC</b> | <b>6,499</b>     | <b>52</b>      |
| <b>SviazBank, JSC</b>          | <b>132</b>       | <b>1</b>       |
| <b>JSB BANK "ROSSIYA", JSC</b> | <b>1,793</b>     | <b>14</b>      |
| <b>Alfa-Bank, JSC</b>          | <b>1,234</b>     | <b>10</b>      |
| <b>Gazprombank, JSC</b>        | <b>950</b>       | <b>8</b>       |
| <b>TOTAL</b>                   | <b>12,519</b>    | <b>100</b>     |

## CHANGE OF ATTRACTED CREDITS AVERAGED WEIGHTED RATE in 2013

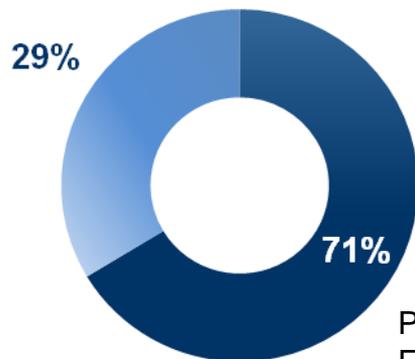


The credit average weighted rate in 2013 is expected to remain at the same level.

| Branch                 | 2013 plan                     |                                     |                 | Plan for the 6 months of 2013/Actual performance in the 6 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, % |
| Arkhenenergo           | 3,645                         | 3,204                               | 12.08           | 1,879/1,849  | 1,652/1,657                         | 227/191         |
| Vologdaenergo          | 8,634                         | 8,202                               | 5.00            | 4,273/4,756  | 4,039/4,540                         | 234/216         |
| Karelenergo            | 7,093                         | 6,772                               | 4.53            | 3,611/3,221  | 3,452/3,067                         | 159/154         |
| Kolenergo              | 11,096                        | 10,781                              | 2.84            | 5,688/5,571  | 5,521/5,404                         | 167/166         |
| Komienergo             | 5,810                         | 5,230                               | 9.99            | 2,953/2,978  | 2,661/2,732                         | 292/246         |
| Novgorodenergo         | 3,984                         | 3,609                               | 9.42            | 2,030/1,929  | 1,824/1,740                         | 206/191         |
| Pskovenergo            | 2,011                         | 1,749                               | 13.03           | 1,026/1,019  | 904/900                             | 122/119         |
| IDGC of the North-West | 42,273                        | 39,547                              | 6.45            | 21,460/21,323  | 20,053/20,040                       | 1,407/1,283     |

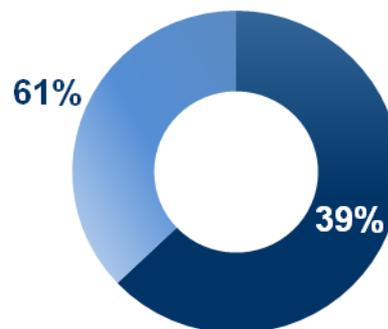
| In terms of capital investment assimilation           |                         |                       |              |
|---|-------------------------|-----------------------|--------------|
| Indicator name  | 2013 plan, thousand RUB | H1 2013, thousand RUB |              |
|   |                         | plan                  | actual       |
| Investments, total                                    | 6,050,080               | 1,470,708             | 1,920,856    |
| Technical re-equipment and reconstruction             | 4,360,869               | 994,406               | 1,413,052    |
| New construction and expansion of existing facilities | 1,674,742               | 473,524               | 462,837      |
| Fixed assets acquisition and R&D                      | 10,469                  | 2,777                 | 44,190       |
| Commissioning of main assets                          |                         |                       |              |
| Commissioning of main assets                          | 6,093,429               | 833,974               | 1,514,726    |
| Technical re-equipment and reconstruction             | 4,310,961               | 489,786               | 1,109,331    |
| New construction and expansion of existing facilities | 1,771,998               | 341,410               | 361,213      |
| Purchase of fixed assets                              | 10,469                  | 2,777                 | 44,182       |
| Commissioning of capacities                           |                         |                       |              |
|   | km/MVA                  | km/MVA                | km/MVA       |
| Commissioning of capacities, total                    | 1,179.94/408.88         | 284.53/25.87          | 719.94/82.85 |
| Technical re-equipment and reconstruction             | 760.26/231.74           | 156.67/16.61          | 556.40/66.89 |
| New construction and expansion of existing facilities | 403.02/173.45           | 123.13/8.46           | 155.13/9.82  |
| Purchase of fixed assets                              | 16.66/3.70              | 4.73/0.80             | 8.41/6.13    |

2013 plan



Proprietary sources – 71%  
External sources – 29%

Actual performance in H1 2013



Proprietary sources – 39%  
External sources – 61%

All the designated objectives and investment tasks as set forth by the Investment Program of IDGC of the North-West, JSC for H1 2013 have been achieved/fulfilled:

- ✓ the capital investment assimilation plan being 1,470,708 thousand RUB, one actually assimilated 1,920,856 thousand RUB of investment or 131%.
- ✓ fixed assets commissioning plan being 833,974 thousand RUB, one actually commissioned 1,514,726 thousand RUB of fixed assets or 182%.
- ✓ capacities commissioning plan being 284.53 km and 25.87 MVA, one actually put into operation 719.94 km of transmission lines and 82.85 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.