



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



МЕЖРЕГИОНАЛЬНАЯ
РАСПРЕДЕЛИТЕЛЬНАЯ
СЕТЕВАЯ КОМПАНИЯ
СЕВЕРО-ЗАПАДА

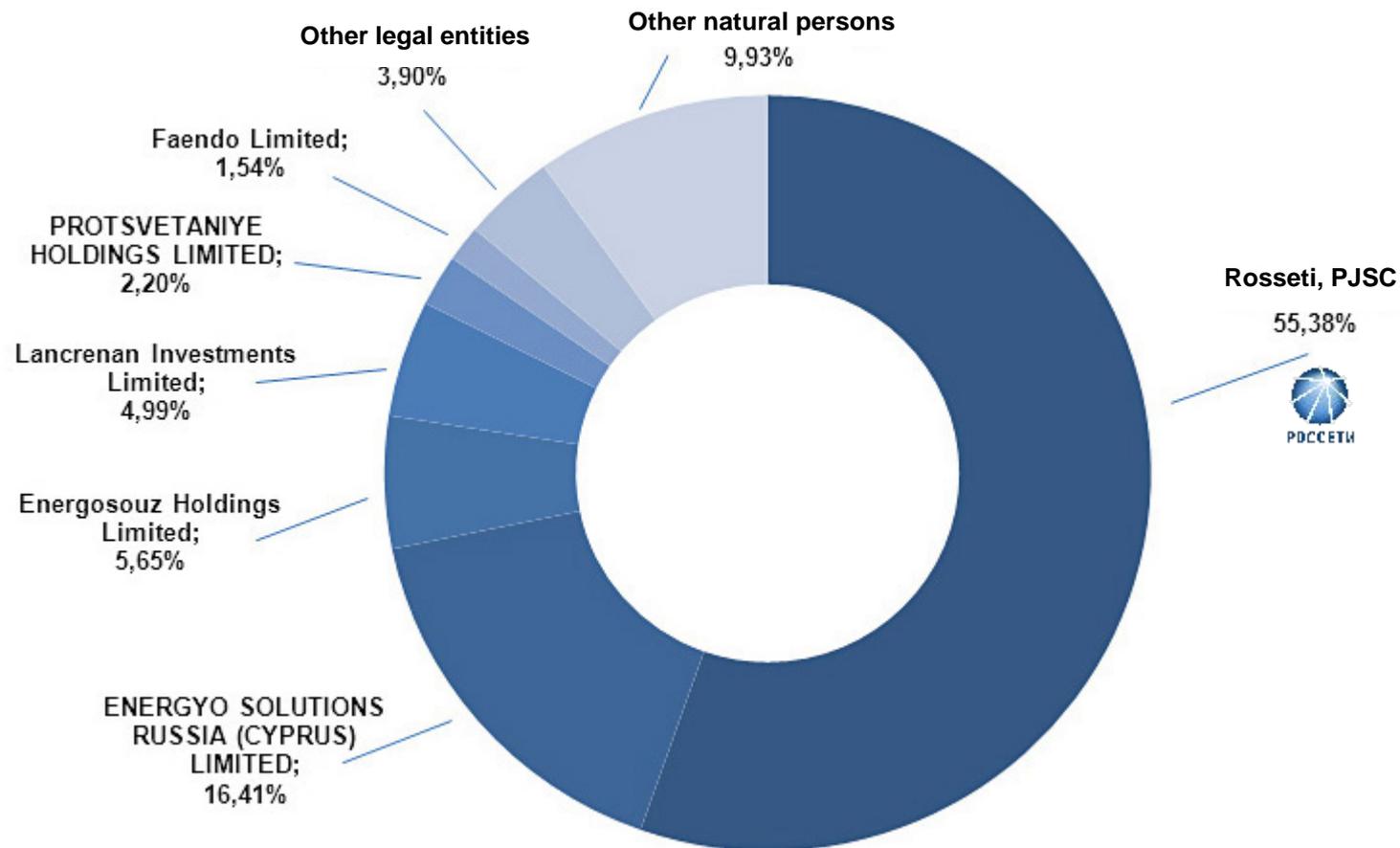
and info bulletin
for Q2 2015





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As of 19.05.2015, the Company's authorized capital made 9,578,592,313 RUB





Trading floor

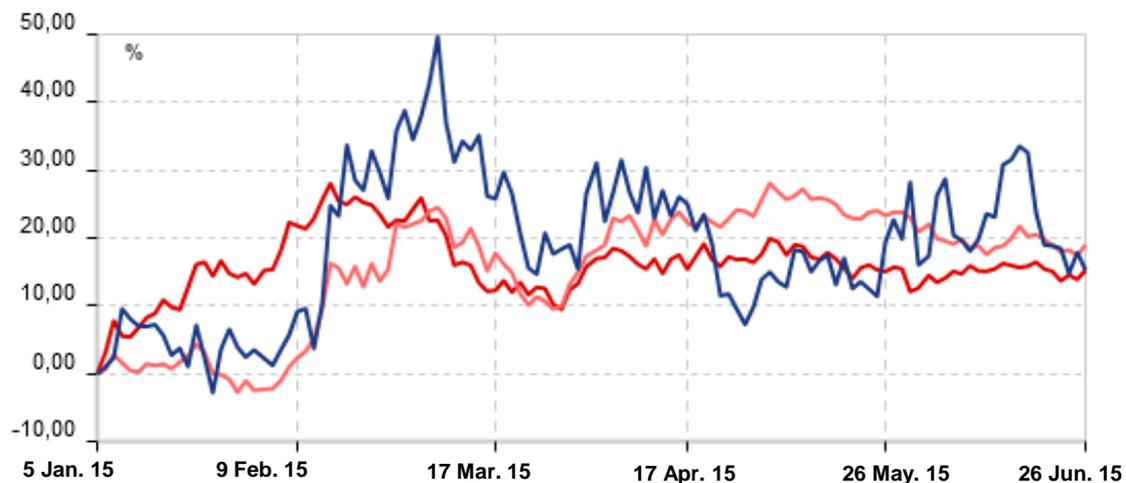
Trading
commencement

Code

MICEX Stock Exchange, CJSC
Level 1 quotation list

29.05.2008

MRKZ



— shares of IDGC of the North-West — MICEX index — Power Industry MICEX index

Market during the period from 05.01.2015 to 30.06.2015

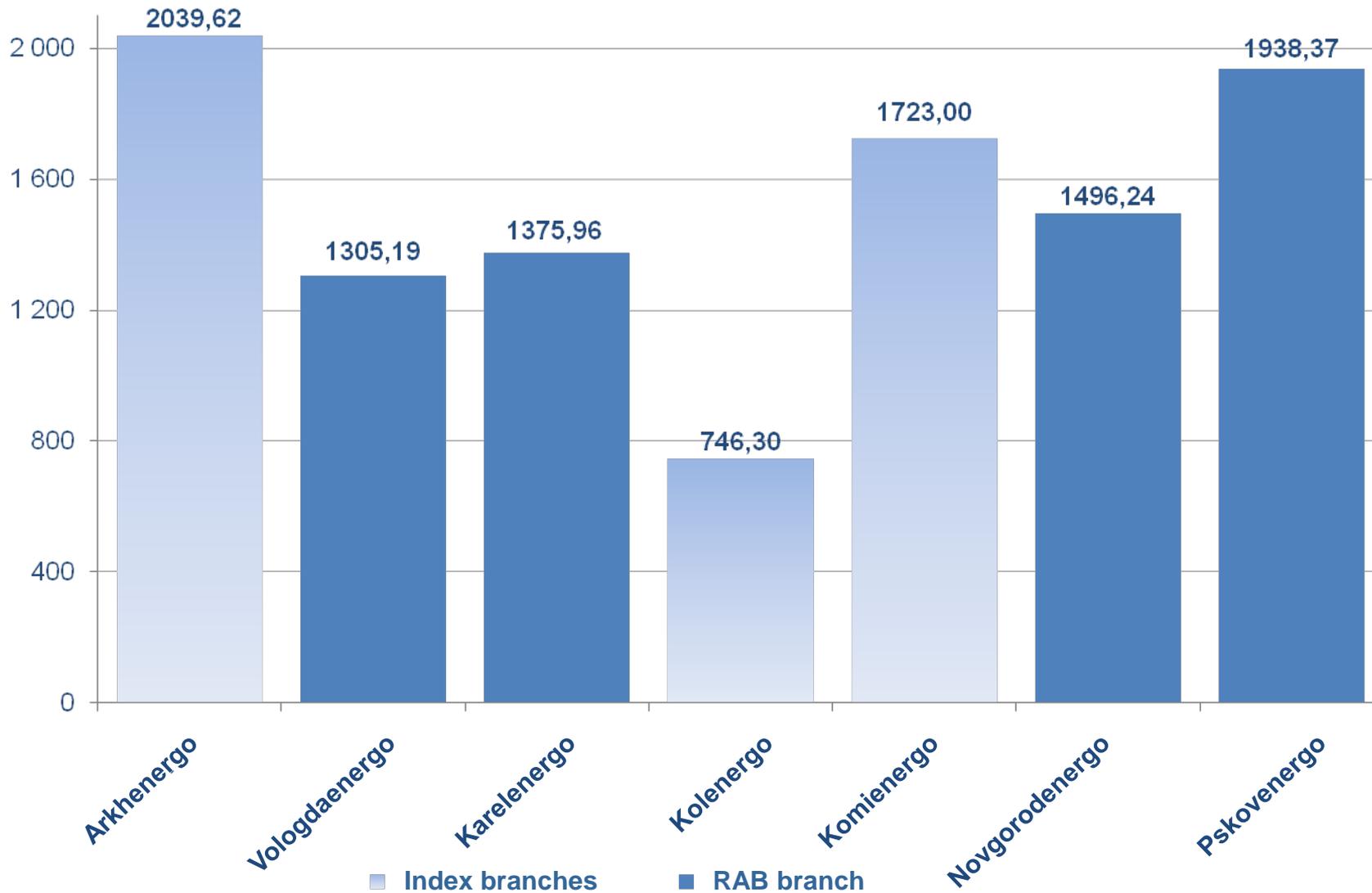
Weighted average price as of the period commencement	0.0253 RUB
Weighted average price as of the period end	0.0291 RUB
Price change during the period	15.02%
Capitalization as of the period beginning	2,423 mln RUB
Capitalization as of the period end	2,791 mln RUB
Volume of trading	1,738.27 mln items
	51.46 mln RUB



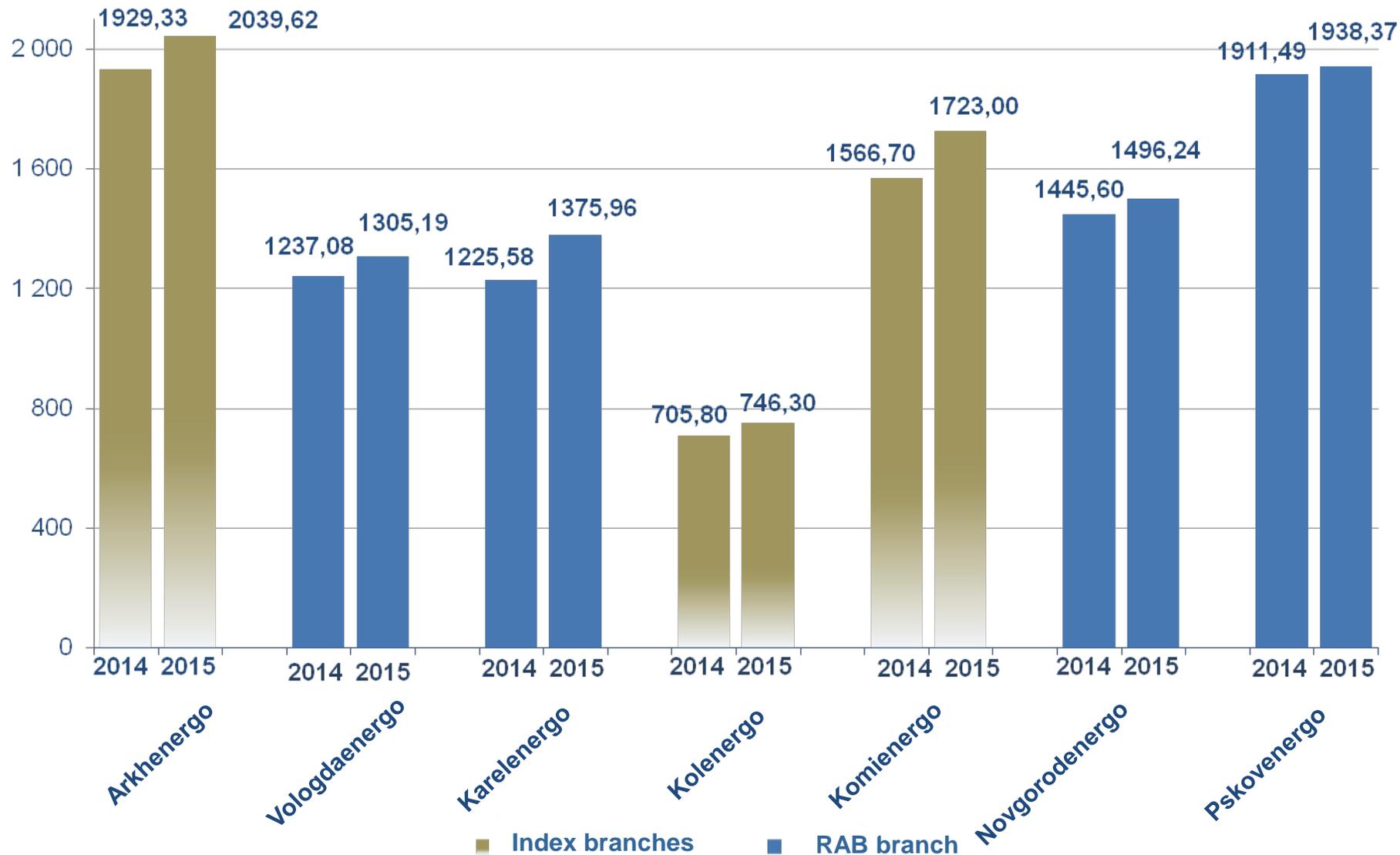
- **Decisions taken related to preparation for and arrangement of the annual General Meeting of Shareholders of the Company with the following documents considered and proposed for approval by the annual General Meeting of Shareholders of the Company:**
 - ✓ Restated Charter of the Company;
 - ✓ In-house documents of the Company:
 - Restated Regulations on the General Meeting of Shareholders of the Company;
 - Restated Regulations on the Board of Directors of the Company;
 - Restated Regulations on the Management Board of the Company;
 - Restated Regulations on the Auditing Commission of the Company;
 - Restated Regulations on Payments of Rewards and Compensations to Members of the Board of Directors of the Company;
 - Restated Regulations on Payments of Rewards and Compensations to Members of the Auditing Commission of the Company.
- **One elected Chairman of the Board of Directors, Deputy Chairman and Corporate Secretary of the Company**
- **One approved of:**
 - In-house documents of the Company: Procedural rules of IDGC of the North-West, PJSC governing internal financing; Procedural rules of IDGC of the North-West, PJSC governing payments going-through; restated Regulations on Insider Information of IDGC of the North-West, PJSC;
 - Company's corrected Business Plan for 2015 including the Investment Program;
 - Company's plan of measures for enhancement of activities efficiency and improvement of the financial-and-economic standing of the Company;
 - Company's schedule plan of measures for reduction of the amount of overdue receivables for electric energy transmission services and settlement of disputes having arisen as of 01.04.2015;
 - Target program for enhancement of anti-terrorist and anti-subversion protection of the Company's facilities.
- **The following reports were considered:**
 - on execution of the Company's Business-Plan in Q4 2014 and in 2014; on execution of the Innovative Development Program of IDGC of the North-West, PJSC for 2011-2016 in 2014; on progress in divestiture of the Company non-core assets in 2014; on the Company's credit policy in Q1 2014; on provision for insurance protection of the Company in Q1 2015; on execution of the Schedule Plan for implementation of the project for treasury function centralization and automation.



Average boiler tariff for electric energy transmission services (per region of North-West Russia) in 2015, RUB/MW*h



Average boiler tariff for electric energy transmission services (per region of North-West Russia) in 2014-2015, RUB/MW*h





Indicator name	2015 Plan	H1 2015 (mln RUB)	
		Plan	Actual
Proceeds from sales of products (services)	39,448	20,034	19,596
Electric energy transmission across electric power grids*	36,863	18,339	18,253
Technological connection	703	200	181
Electric power sales*	851	851	770
Other products	1,031	644	392
Prime cost of products (services)	35,911	18,186	17,651
Services provided by FGC UES, JSC	8,094	3,888	3,893
Services of distribution grid companies	4,277	2,236	2,213
Purchased electric energy for losses compensation	4,511	2,227	2,119
Purchased electric energy for sale	589	589	487
Material expenditures	2,236	1,071	847
Works and production-related services	997	388	324
Salaries and wages including allowances	8,966	4,645	4,760
Depreciation	4,188	2,088	2,085
Other expenditures	2,053	1,054	923
For reference: Repair expenditures	1,775	668	570
Gross profit (loss)	3,537	1,848	1,946
Balance of other incomes and expenses	-1,636	-972	-881
Net profit (loss), including	568	174	320
Profit from technological connection	294	56	-9
Profit (loss) from operational activities	274	118	329

- According to the managerial accounting data with account for the internal electric energy transmission service posted towards the activity results with the activity type "Electric energy transmission".

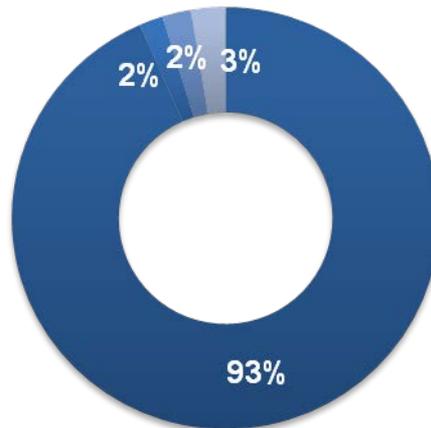
2015 plan

Proceeds from transmission of electric energy* – **93%**

Proceeds from technological connection – **2%**

Proceeds from electric energy sales* – **2%**

Proceeds from other activities – **3%**



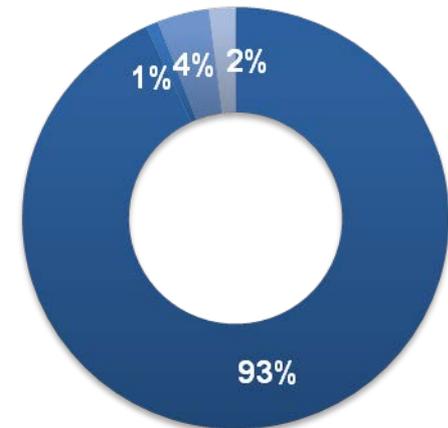
Actual, H1 2015

Proceeds from transmission of electric energy* – **93%**

Proceeds from technological connection – **1%**

Proceeds from electric energy sales* – **4%**

Proceeds from other activities – **2%**



Structure of proceeds per region

2015 plan

Arkhenargo – **13%**

Vologdaenergo – **18%**

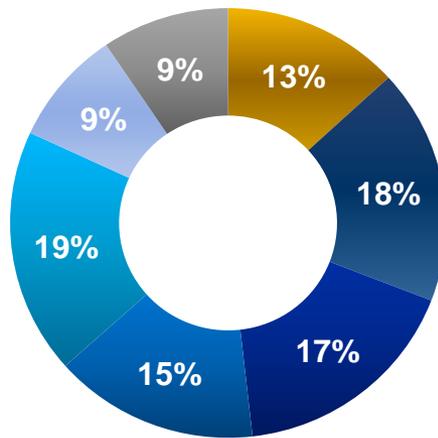
Karelenergo – **17%**

Kolenergo – **15%**

Komienergo – **19%**

Novgorodenergo – **9%**

Pskovenergo – **9%**



Actual, H1 2015

Arkhenargo – **13%**

Vologdaenergo – **17%**

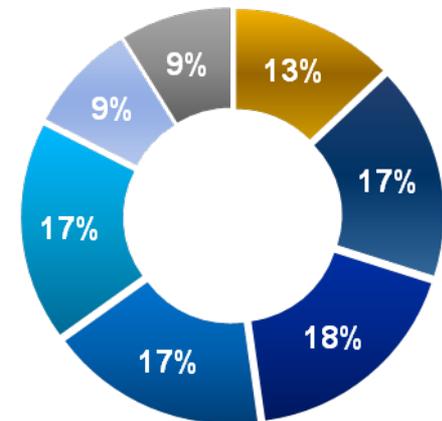
Karelenergo – **18%**

Kolenergo – **17%**

Komienergo – **17%**

Novgorodenergo – **9%**

Pskovenergo – **9%**



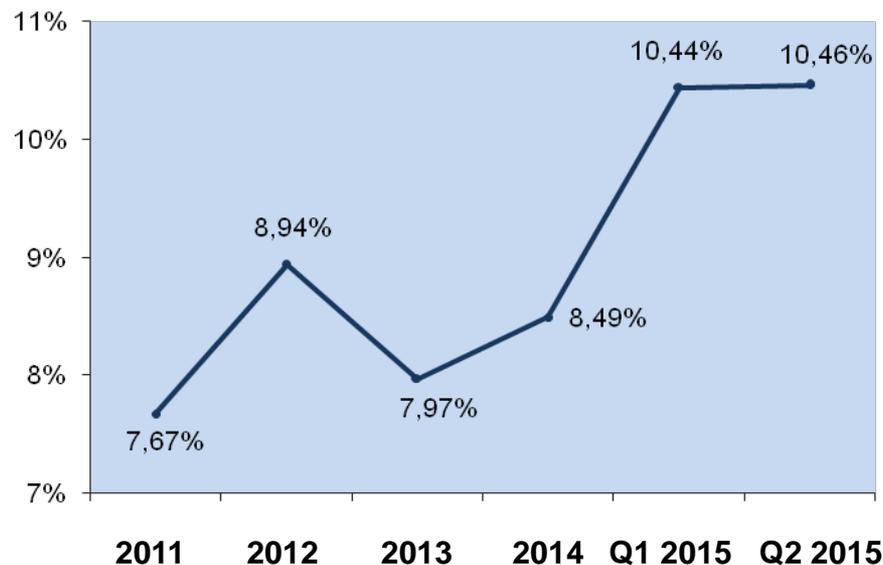
* According to the managerial accounting data with account for the internal electric energy transmission service posted towards the activity results with the activity type "Electric energy transmission".

Indicator name indicator	Plan 2015	Actual as of 30.06.2015
Current assets, mln RUB	16,300	17,508
Fixed assets, mln RUB	40,824	40,236
Current / fixed assets ratio	0.40	0.44
Equity capital, mln RUB	27,533	27,282
Long-term and short-term liabilities	31,282	32,066
Owner capital / liabilities ratio	0.88	0.85
EBITDA, mln RUB	7,107	4,870
Net profit (loss)	568	320
Net debt, mln RUB	14,330	17,181
Net debt / EBITDA	2.02	3.53



	as of 30.06.2015 mln RUB	% of the total
Bank VTB (PJSC)	1,642	9
Sberbank, PJSC	7,996	44
Alfa-Bank, JSC	1,603	9
BANK "ROSSIYA", JSC	1,800	10
Bonded loan	5,042	28
TOTAL	18,083	100

CHANGE OF CREDIT PORTFOLIO AVERAGED WEIGHTED RATE
as of the end of Q2 2015



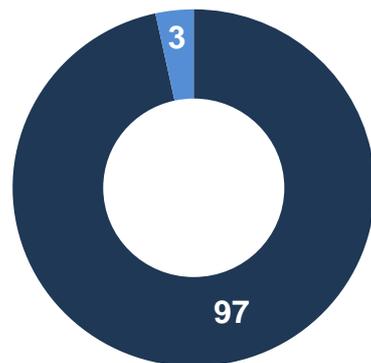
The growth of the credit portfolio average weighted rate as of the end of Q2 is conditioned by the banks having increased interest rates on the existing indebtedness.

Branch	2015 plan			2015 / Actual in the 6 months of 2015		
	Supply into the grid, mln kW*h	Transmission from the grid, mln kWh	Total losses, %	Supply into the grid, mln kWh	Transmission from the grid mln kWh	Total losses, %
Arkhenenergo	3,418	3,059	10.50	1,773/1,744	1,593/1,570	10.12/9.95
Vologdaenergo	7,829	7,416	5.26	3,978/3,980	3,758/3,762	5.53/5.46
Karelenergo	5,807	5,544	4.53	2,971/3,005	2,840/2,874	4.40/4.37
Kolenergo	10,658	10,270	3.64	5,504/5,518	5,296/5,312	3.78/3.74
Komienergo	5,751	5,253	8.66	2,912/2,843	2,670/2,614	8.32/8.00
Novgorodenergo	3,589	3,269	8.93	1,819/1,861	1,630/1,672	10.37/10.17
Pskovenergo	1,973	1,721	12.78	986/992	867/872	12.07/12.07
IDGC of the North-West	39,025	36,532	6.39	19,943/19,943	18,654/18,676	6.46/6.35

In terms of capital investment assimilation

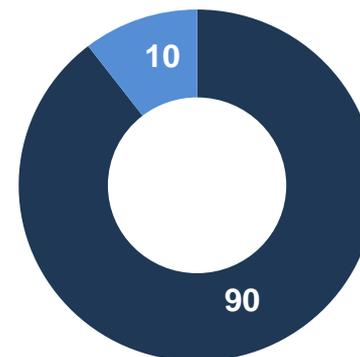
Indicator name	2015 mln RUB	Actual in the 6 months of 2015, mln RUB
Investments, total	4,563.01	1,347.23
Technical re-equipment and reconstruction	3,032.91	849.99
New construction and expansion of existing facilities	1,530.10	496.93
Fixed assets acquisition and R&D	–	0.31
Commissioning of main assets		
Commissioning of main assets	4,729.60	993.72
Technical re-equipment and reconstruction	3,014.28	869.47
New construction and expansion of existing facilities	1,715.32	123.94
Purchase of fixed assets	–	0.31
Commissioning of capacities		
	km/MVA	km/MVA
Commissioning of capacities, total	699.17/297.56	375.78/47.64
Technical re-equipment and reconstruction	441.80/255.48	292.23/38.62
New construction and expansion of existing facilities	257.37/42.08	82.99/9.02
Purchase of fixed assets	–	0.56/–

2015 plan, %



- Non-debt sources
- External sources

**Actual, 6 months of 2015,
%**



- Non-debt sources
- External sources

All the designated objectives and investment tasks as set forth by the Investment Program of the Company for H1 2015 have been achieved/fulfilled:

- ✓ Fixed assets commissioning plan – 883.39 mln RUB Actual commissioning made 993.72 mln RUB or 113%.
- ✓ capacities commissioning plan being 220.93 km and 39.37 MVA, one actually put into operation 375.78 km of transmission lines and 47.64 MVA of transformer capacities.

The capital investment assimilation plan being 1,475.44 mln RUB, one actually assimilated 1,347.23 mln RUB of investment or 91% which was affected by the failure to fulfil the plan on the part of the Volodgdaenergo, Kolenergo and Novgorodenergo branches due to absence of a investment program approved by the bodies of executive power of the corresponding constituent entities of the Russian Federation

The main cause of the commissioning plan over-fulfilment is performance of works for technical connection of consumers.