

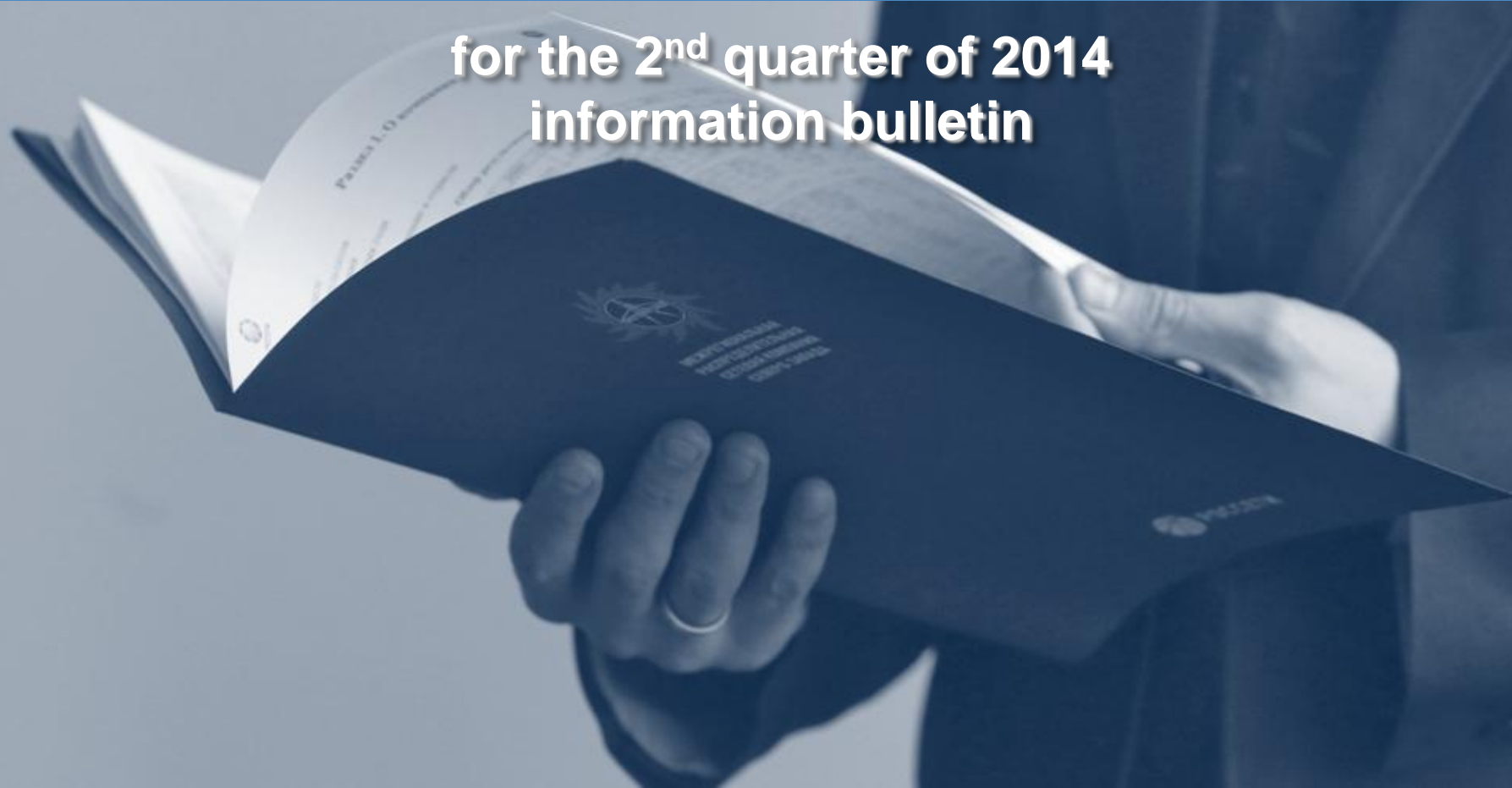


# KEY PERFORMANCE INDICATORS OF OJSC IDGC OF NORTH-WEST



МЕЖРЕГИОНАЛЬНАЯ  
РАСПРЕДЕЛИТЕЛЬНАЯ  
СЕТЕВАЯ КОМПАНИЯ  
СЕВЕРО-ЗАПАДА

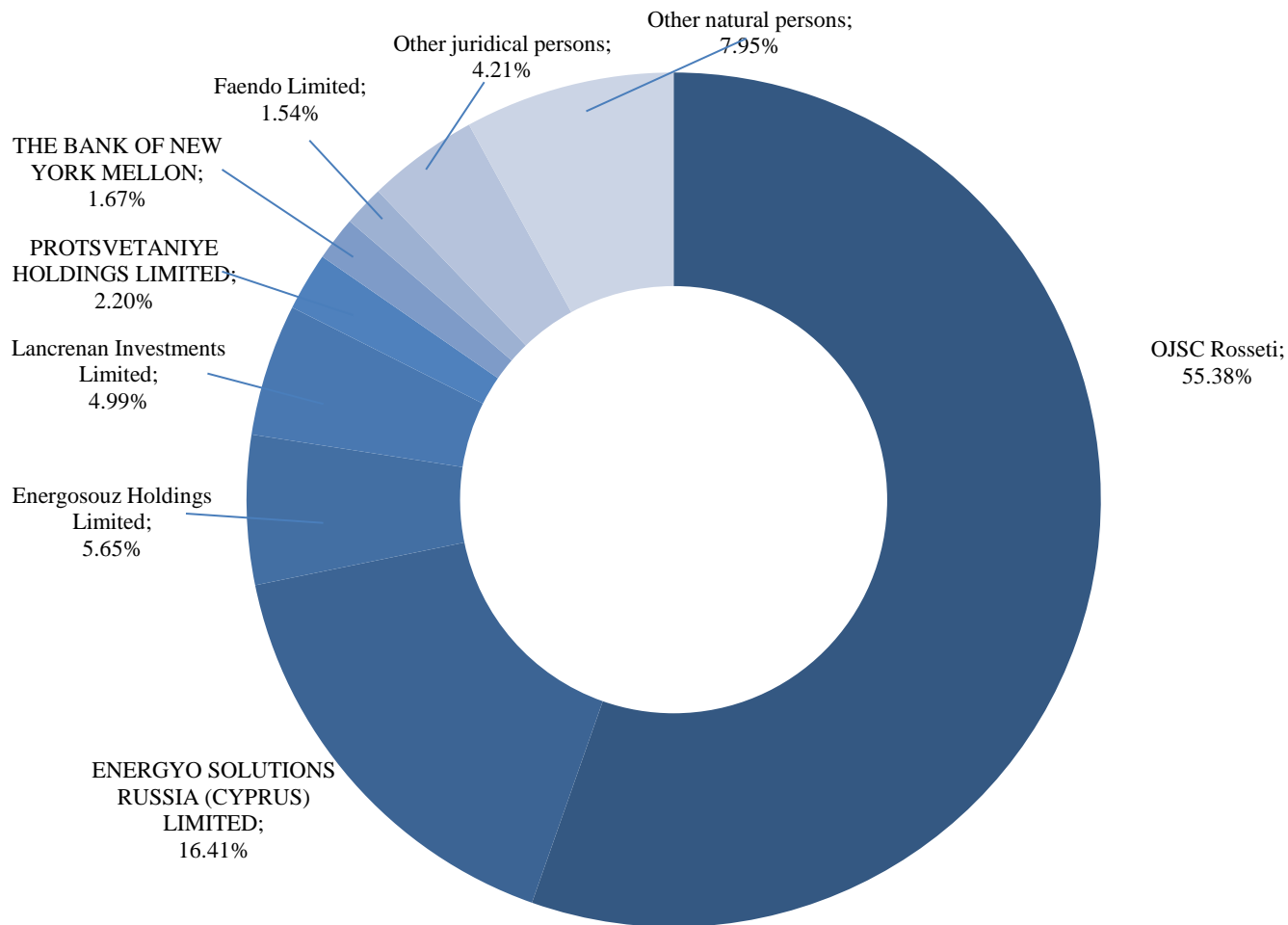
for the 2<sup>nd</sup> quarter of 2014  
information bulletin



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The Authorized Capital of the Company as of 19.05.2014 is 9,578,592,313 RUB.



Trading Floor

Date of Trading  
Beginning

Ticker

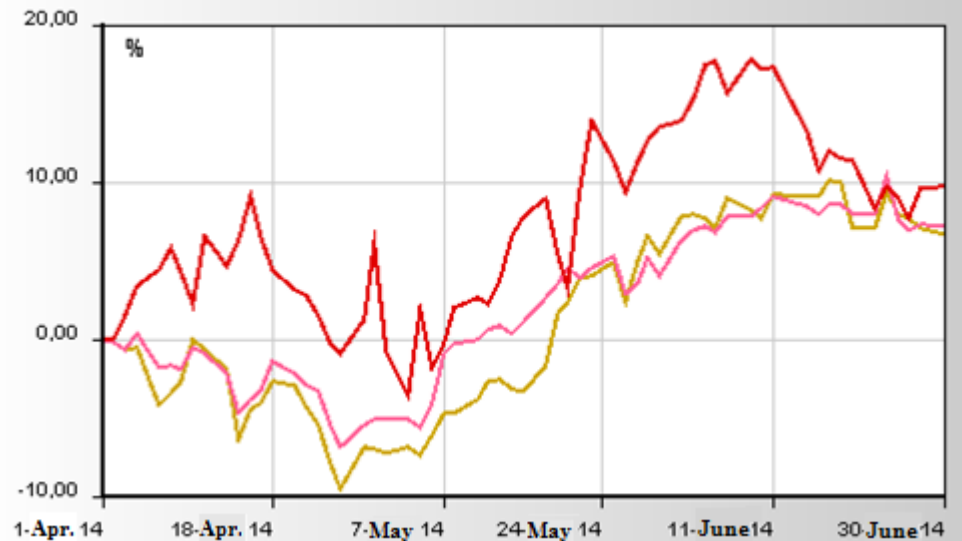
CJSC MICEX Stock Exchange  
First Level quotation list

29.05.2008

MRKZ

**Market capitalization  
calculated on the basis of the data of  
OJSC MICEX as of  
30.06.2014 is 2,661,890,804 RUB.**

- IDGC of North-West shares
- MICEX Composite Index
- MICEX Power Index



**Market as of from 01.04.2014 to 30.06.2014**

Weighted average price at the beginning of the period	0.02530 RUB.
Weighted average price at the end of the period	0.02779 RUB.
Change in price for the period	9.84%
Capitalization at the beginning of the period	2,423 mln RUB.
Capitalization at the end of the period	2,662 mln RUB.
Trading volume	2 717 mln Pcs 72.22 mln RUB.

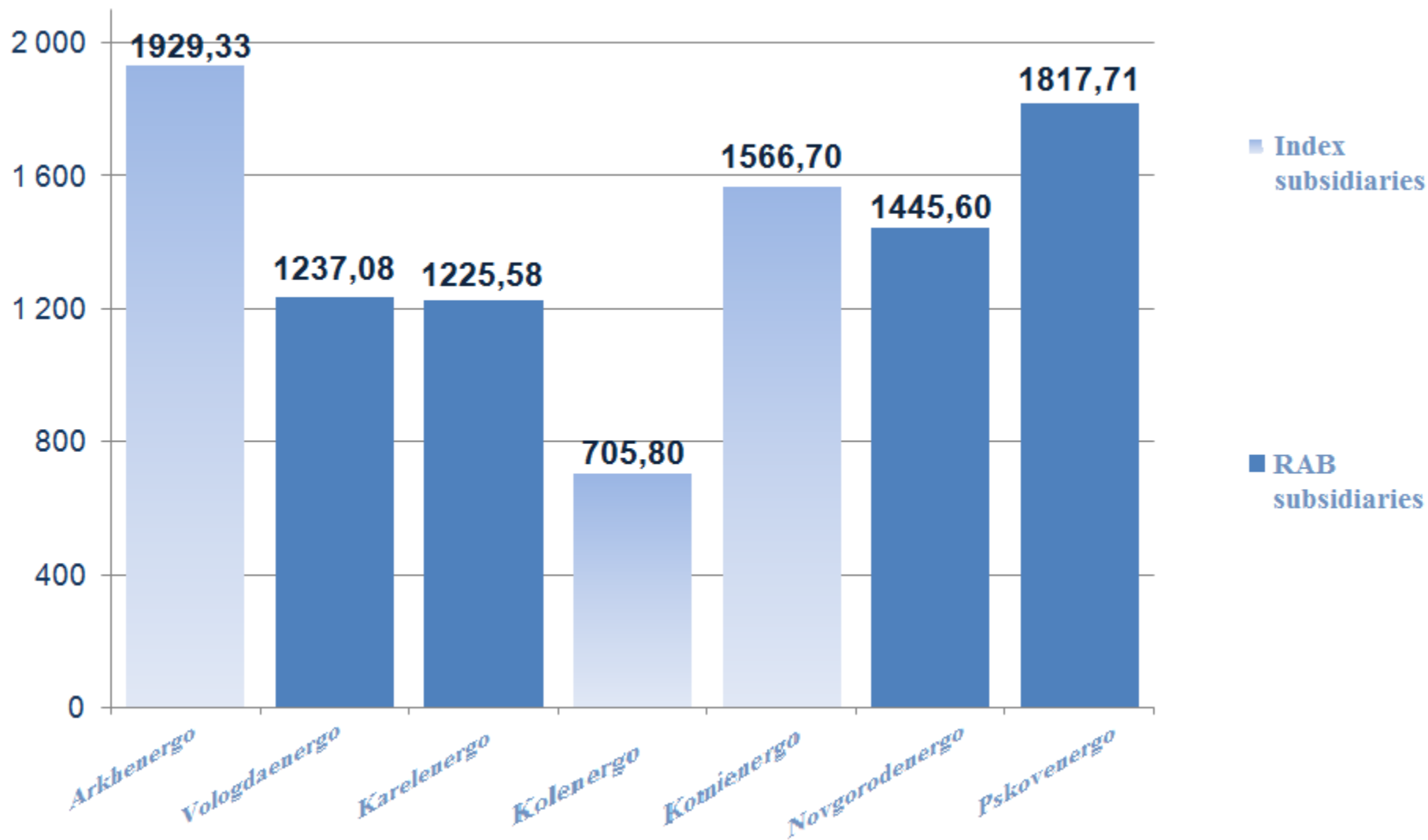


- ***The following Director General's reports have been reviewed:***
  - ✓ On business plan execution, including Company investment program implementation, for Q4 2013 and 2013
  - ✓ On implementation of the of Innovative Company Development Program for 2011/2016 in 2013
  - ✓ On ensuring the Company insurance protection in Q1 2014
  - ✓ On business plan execution, including Company investment program implementation, for Q1 2014
  - ✓ On Company operations in Q4 2013, including a report on the execution of resolutions of the Board of Directors of the Company
  
- ***Documents reviewed:***
  - ✓ New version of the draft Articles of Association of the Company
  - ✓ Draft internal document of the Company: New version of the regulation on the procedure for preparing and holding General Meetings of Shareholders of the Company
  - ✓ Draft internal document of the Company: New version of the regulation on the Audit Committee of the Company
  
- ***Documents approved:***
  - ✓ List of investment projects planned to be included in the draft Company investment program until 2019 and included in the approved investment program involving the construction, reconstruction, and revamping of capital construction projects at an estimated cost of 1.5 bln rubles and more each (including VAT)
  - ✓ Internal Company document: Policy of innovative development, energy saving and energy efficiency improvement
  - ✓ Report on results of achieving the target KPI by Director General and top managers in Q4 2013 and 2013
  - ✓ North-West IRGC OJSC integrated program of intended to reduce the risk of injury to the staff and third parties at the Company power grid facilities for 2014/2017
  - ✓ Candidate North-West IRGC OJSC insurers
  
- ***Issues reviewed:*** issues related to the preparation for the Annual General Meeting of Shareholders on 25.06.2014



РОССТН

# Average Boiler Tariff for Electric Power Transmission (for the North-West regions) in 2014, RUB./MW·h

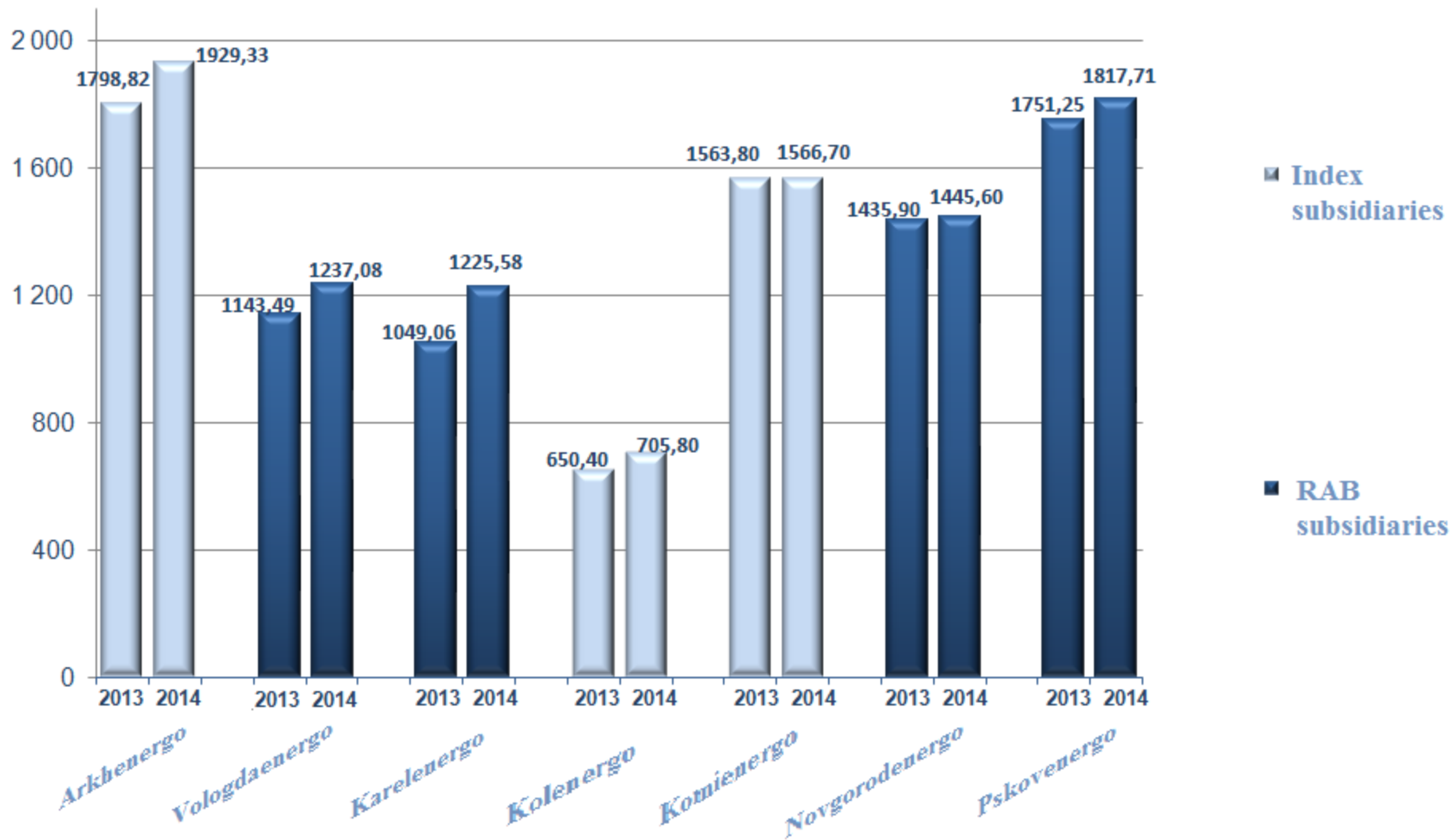




РОССТН



# Average Boiler Tariff for Electric Power Transmission (for the North-West regions) in 2013 and 2014, RUB./MW-h



Name of Indicator	2014 Target	1 <sup>st</sup> Half Year of 2014 (mln RUB.)	
		target	actual
<b>Revenues from selling goods (services)</b>	<b>48,237</b>	<b>23,802</b>	<b>22,560</b>
Electric power transmission by grids	33,337	16,806	16,611
Technological connection	800	66	134
Electric power sale	13,115	6,669	5,550
Other products	985	263	264
<b>Production cost of goods (services)</b>	<b>39,581</b>	<b>19,754</b>	<b>20,537</b>
Services of OJSC FGC UES	8,375	4,188	4,233
Services of distribution grid companies	817	416	2,326
Purchased electric power for loss compensation	5,055	2,475	2,162
Purchased electric power for sale	8,674	4,352	3,435
Material expenses	2,022	1,006	945
Production works and services	1,086	492	409
Labor costs with deductions	8,243	4,171	4,321
Amortization	3,767	1,893	1,952
Other expenses	1,542	761	754
For reference: Repair expenses	1,620	727	655
<b>Gross profit (loss)</b>	<b>8,656</b>	<b>4,048</b>	<b>2,023</b>
<b>Balance of other income and expenses</b>	<b>-1,808</b>	<b>-1,070</b>	<b>-558</b>
<b>Net profit (loss) including</b>	<b>865</b>	<b>20</b>	<b>523</b>
Revenues from technological connection	383	-27	2
<b>Profit (loss) from operating activities</b>	<b>482</b>	<b>47</b>	<b>522</b>



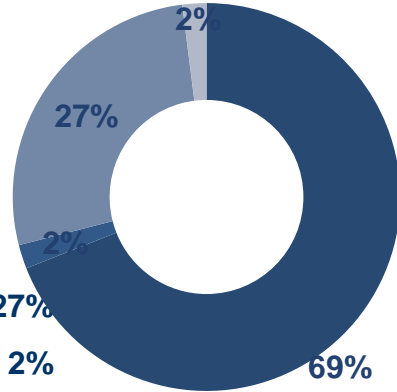
## 2014 Target

Revenues from electric power transmission – **69%**

Revenues from technological connection – **2%**

Revenues from selling power – **27%**

Revenues from other activities – **2%**



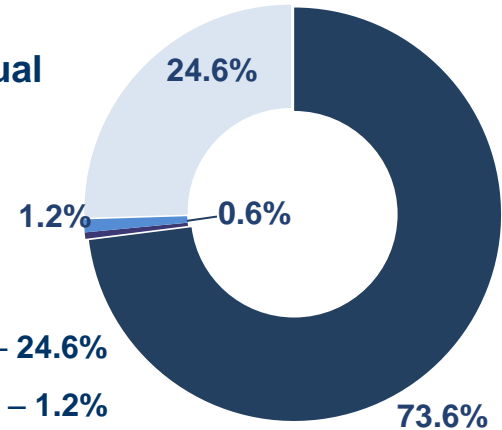
## 1<sup>st</sup> Half Year of 2014 Actual

Revenues from electric power transmission – **73.6%**

Revenues from technological connection – **0.6%**

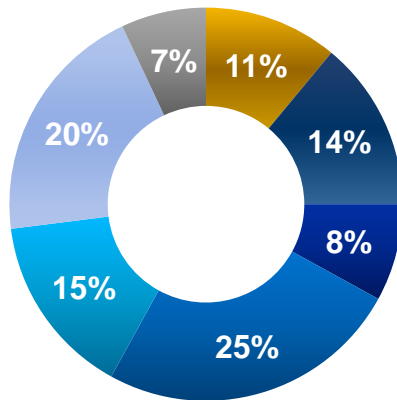
Revenues from selling power – **24.6%**

Revenues from other activities – **1.2%**

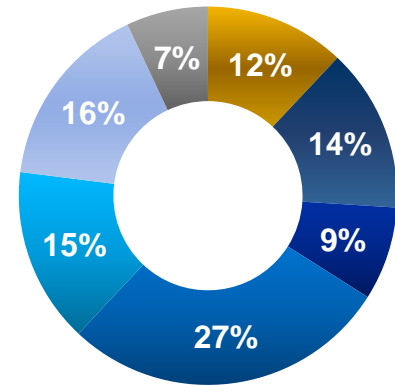


## Structure of Revenues for Regions

**Arkhenargo** – 11%  
**Vologdaenergo** – 14%  
**Karelenergo** – 8%  
**Kolenergo** – 25%  
**Komienergo** – 15%  
**Novgorodenergo** – 20%  
**Pskovenergo** – 7%



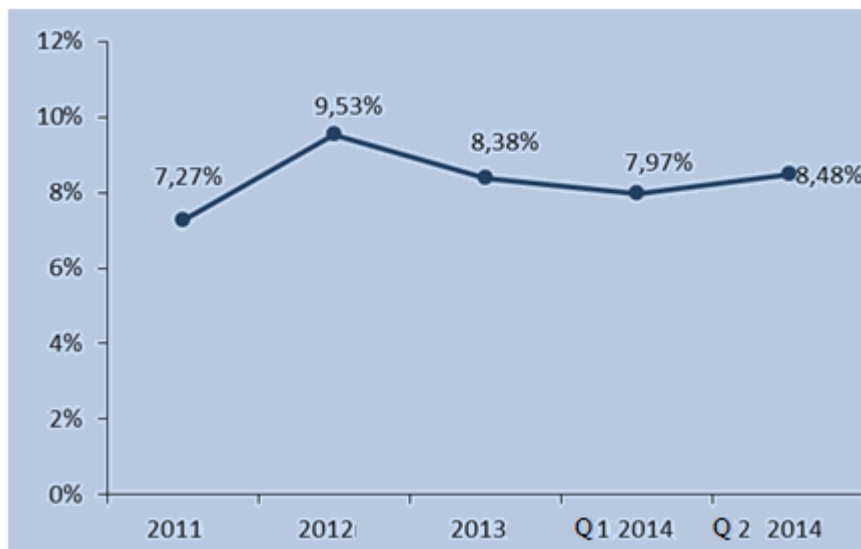
**Arkhenargo** – 12%  
**Vologdaenergo** – 14%  
**Karelenergo** – 9%  
**Kolenergo** – 27%  
**Komienergo** – 15%  
**Novgorodenergo** – 16%  
**Pskovenergo** – 7%



Name	2014 Target (mln RUB.)	2 <sup>nd</sup> Quarter of 2014 Actual (mln RUB.)
Current assets	12,749	19,315
Fixed assets	39,108	39,359
Current assets and fixed assets ratio	0.3	0.5
Own capital	28,108	27,893
Long-term and short-term liabilities	24,046	31,169
Own capital and liabilities ratio	1.2	0.9
EBITDA (for the last 4 reporting period)	6,518	6,691
Net profit (loss)	865	523
Net debt, mln RUB.	15,298	16,992
Net debt/ EBITDA	2.3	2.5

	as of 30.06.2014 (mln RUB.)	in % of total
JSC VTB Bank	6,052	34
JSC Sberbank of Russia	8,473	48
JSC Bank of Russia	1,800	10
JSC Alfa Bank	400	2
JSC Gazprombank	951	6
<b>TOTAL</b>	<b>17,676</b>	<b>100</b>

## CHANGE OF AVERAGE WEIGHTED RATE ON ATTRACTED CREDITS in 2<sup>nd</sup> QUARTER of 2014

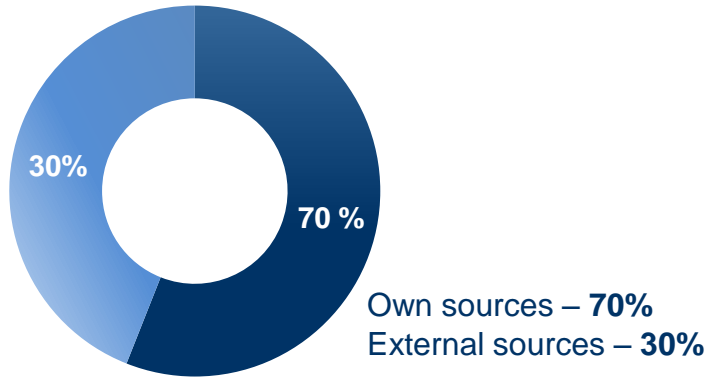


The average weighted rate on attracted credits in the 2<sup>nd</sup> quarter of 2014 as compared to the 1<sup>st</sup> quarter of 2014 has increased.

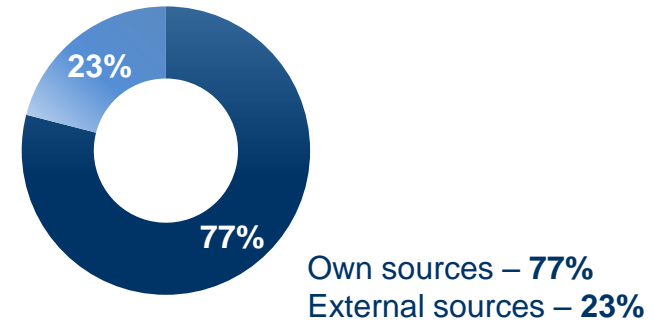
Branch	2014 Target			6 Months of 2014 Target/6 Months of 2014 Actual		
	Supply to grid, mln. kWh	Transmission from grid, mln. kWh	Overall loss, %	Supply to grid, mln. kWh	Transmission from grid, mln. kWh	Overall loss, %
Arkhenenergo	3,659	3,242	11.40	1,872/1,795	1,676/1,610	10.44/10.32
Vologdaenergo	7,432	7,026	5.46	3,749/3,970	3,531/3,756	5.82/5.39
Karelenergo	6,023	5,705	5.28	3,052/3,126	2,900/2,994	5.00/4.23
Kolenergo	10,971	10,638	3.04	5,575/5,495	5,409/5,286	2.99/3.81
Komienergo	5,849	5,313	9.16	2,956/2,908	2,710/2,666	8.34/8.34
Novgorodenergo	3,808	3,450	9.39	1,908/1,817	1,723/1,627	9.68/10.47
Pskovenergo	2,009	1,753	12.77	1,021/989	899/872	11.91/11.82
IDGC of North-West	39,751	37,127	6.60	20,134/20,102	18,848/18,811	6.38/6.42

For Implementation of Capital Investments		
Name of Indicator	2014 Target, mln RUB.	2 <sup>nd</sup> Quarter of 2014 , mln RUB.
Investments, total	5,114,491	1,685,652
Technical re-equipment and reconstruction	3,753,179	1,218,431
New construction and expansion of facilities in operation	1,349,044	12,029
Acquisition of fixed assets and R&D	12,268	-
Commissioning of Fixed Assets		
Commissioning of fixed assets	5,493,815	1,292,709
Technical re-equipment and reconstruction	4,106,391	970,365
New construction and expansion of facilities in operation	1,375,156	310,315
Acquisition of fixed assets	12,268	12,029
Commissioning of Capacities		
	km/MVA	km/MVA
Commissioning of capacities, total	1,231.96/358.23	638.04/42.73
Technical re-equipment and reconstruction	919.79/274.38	529.09/31.52
New construction and expansion of facilities in operation	312.17/83.84	108.95/11.22
Acquisition of fixed assets	-	-

### 2014 Target



### 2<sup>nd</sup> Quarter of 2014 Actual



All the intended targets and investment tasks set by the investment program of OJSC IDGC of North-West in the 2<sup>nd</sup> quarter of 2014 have been accomplished:

- ✓ At the plan of capital investments of 989,515 mln RUB, 1,685,652 mln RUB of investments or 170% have been actually implemented.
- ✓ The plan of commissioning of fixed assets is 794,076 mln RUB. The actual commissioning is 1,292,709 mln RUB or 163%.
- ✓ At the plan of commissioning of capacities of 372.01 km and 16.49 MVA, 638.04 km of power transmission lines and 42.73 MVA of transformer capacity have been actually commissioned.

The main reason for overfulfillment of the plan of implementation of capital investments and commissioning of fixed assets is connected with the completion of works ahead of schedule and fulfillment of technological connection of consumers.