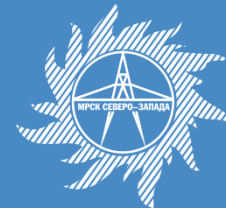




ROSSETI

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



INTERREGIONAL  
DISTRIBUTION GRID  
COMPANY OF THE  
NORTH-WEST

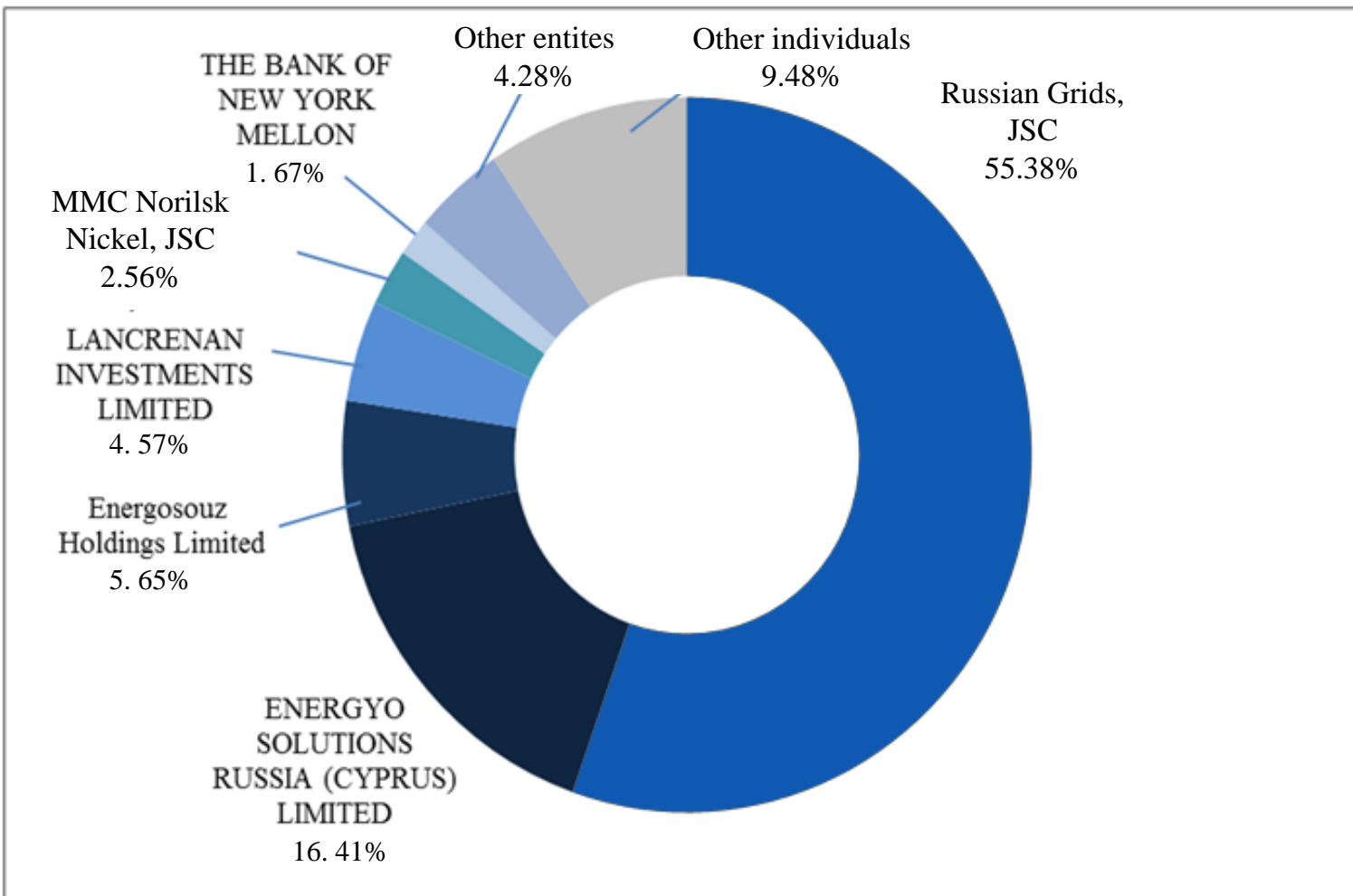
**in Q4 2013  
info bulletin**



<i>Equity capital structure</i>	3
<i>IDGC of the North-West, JSC in the stock market</i>	4
<i>Basic decisions taken by the Board of Directors</i>	5
<i>Tariffs</i>	6
<i>Basic financial and economic indicators</i>	8
<i>Structure of proceeds from sales of services</i>	9
<i>Key financial performance indicators</i>	10
<i>Credit portfolio</i>	11
<i>Basic electric energy transmission indicators</i>	12
<i>Total investment activity parameters</i>	13
<i>Total investment activity parameters as per funding sources</i>	14



As of 31.12.2013, the Company's authorized capital made 9,578,592,313 RUB.





ROSSETI



# IDGC OF THE NORTH-WEST, JSC IN THE STOCK MARKET

Trading floor

Trading commencement

Code

MICEX Stock Exchange, CJSC

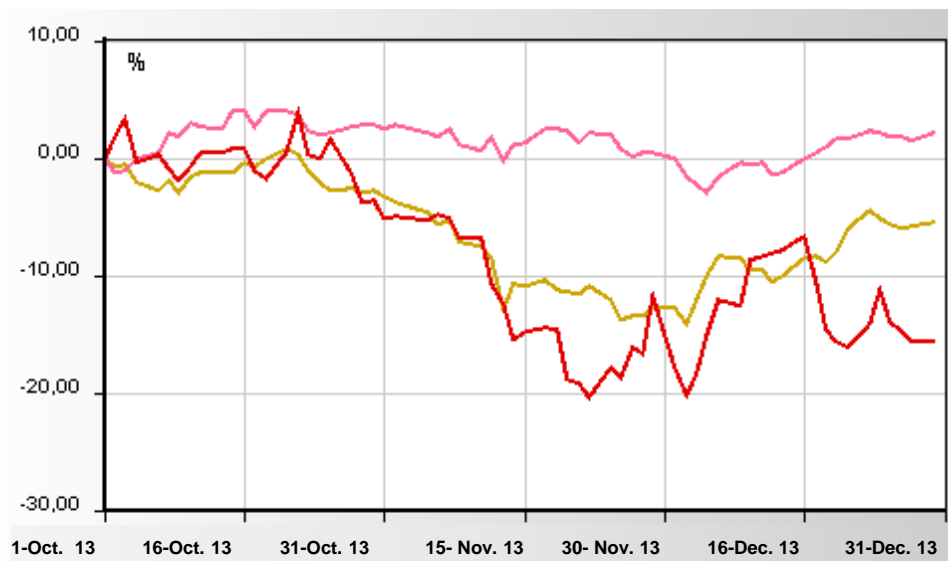
29.05.2008

MRKZ

List A2

**Market capitalization calculated based on MICEX, JSC data as of 31.12.13 made 2,711,699,484 RUB.**

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



**Market during the period from 01.10.2013 to 31.12.2013**

Weighted average price as of the period commencement	0.03358 RUB.
Weighted average price as of the period end	0.02831 RUB.
Price change during the period	-15,69 %
Capitalization as of the period beginning	3,216 mln RUB
Capitalization as of the period end	2,712 mln RUB
Volume of trading	246.13 mln items
	7.38 mln RUB

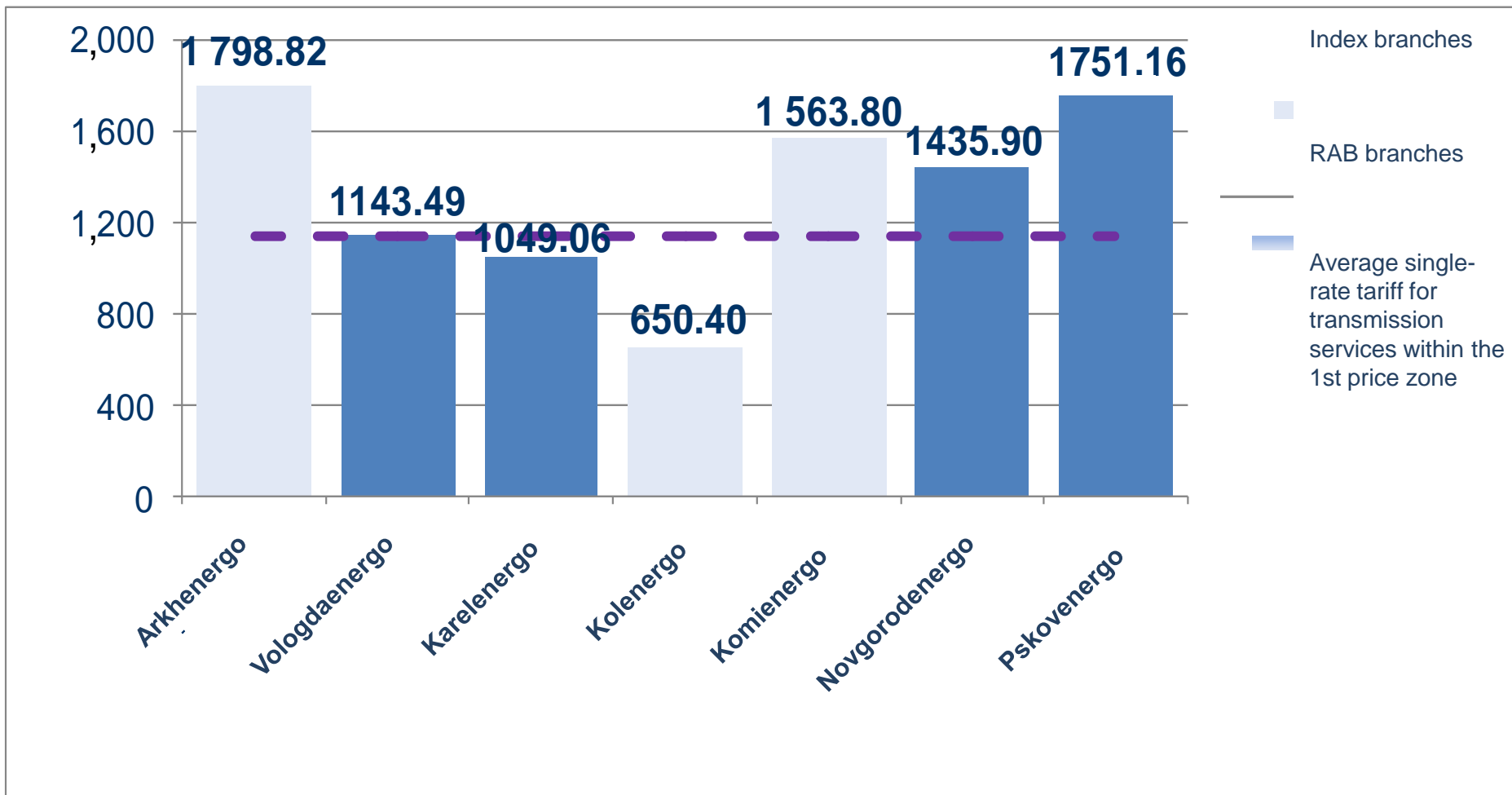


- ***The following reports of General Director were considered:***
  - ✓ On execution of the Business Plan of the Company (including the Investment Program) in Q2 2013 and the 6 months of 2013;
  - ✓ On the outcome of achievement of the target values of the Key Performance Indicators of General Director and top managers of the Company in Q2 2013;
  - ✓ On execution of the Innovative Development Program of the Company for 2011–2016 in Q1, Q2 and the 6 months of 2013;
  - ✓ On provision for insurance protection of the Company in Q3 2013;
  - ✓ On activities of the Company, including a report on fulfilment of the decision of the Board of Directors of the Company in Q3 2013.
  
- ***The following were approved of:***
  - ✓ IDGC of the North-West, JSC Plan of Measures for Implementation of the Concept for the Last Mile Problem Solution
  - ✓ Scenario conditions for formation of investment programs of the Company;
  - ✓ Standard of IDGC of the North-West, JSC "Technological and pricing audit of investment projects";
  - ✓ Company's Business Plan including the Investment Program for 2014 and the forecast for 2015–2018;
  - ✓ List of projects in the field of energy saving and economical efficiency enhancement of IDGC of the North-West, JSC appropriate for implementation based on conclusion of energy services contracts;
  - ✓ Unified technical policy in the electric power grid complex;
  - ✓ Candidacy of stock obligations sponsor of IDGC of the North-West, JSC.
  
- ***One considered*** the issue of convention of an extraordinary General Meeting of Shareholders.



ROSSETI

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

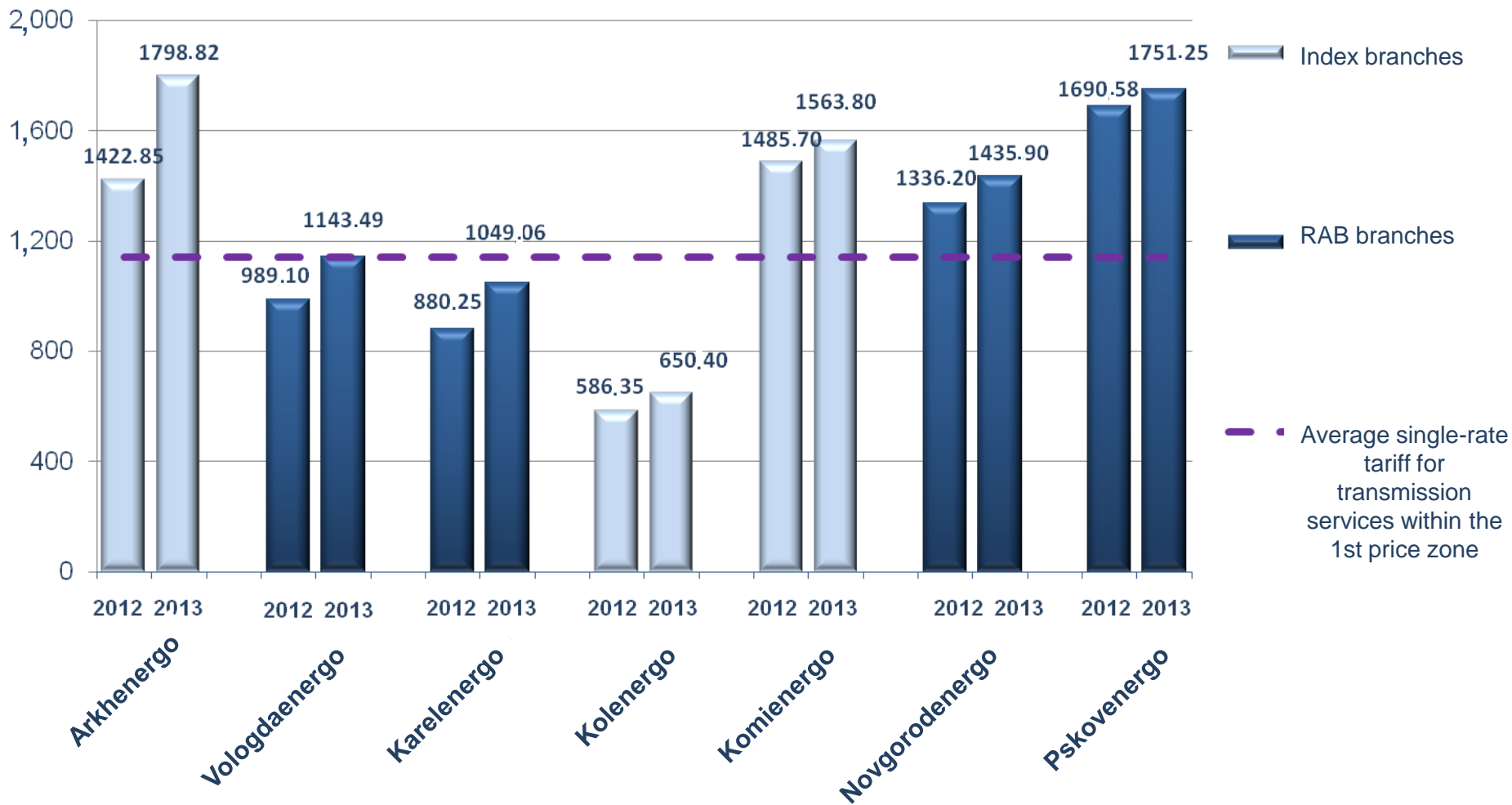




ROSSETI



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





Indicator name	2013 (mln RUB)	
	plan	actual
<b>Proceeds from sales of products (services)</b>	<b>41,444</b>	<b>42,050</b>
Electric energy transmission across electric power grids	31,969	31,569
Technological connection	936	955
Electric energy sales	7,926	8,879
Other products	613	647
<b>Prime cost of products (services)</b>	<b>35,999</b>	<b>38,293</b>
Services provided by FGC UES, JSC	8,323	8,339
Services of distribution grid companies	923	2,812
Purchased electric energy for losses compensation	4,365	4,257
Purchased electric energy intended for sales	6,034	6,429
Material expenditures	1,786	1,795
Works and production-related services	1,118	1,099
Salaries and wages including allowances	7,826	8,252
Depreciation	3,440	3,491
Other expenditures	2,184	1,819
For reference: Repair expenditures	1,720	1,748
<b>Gross profit (loss)</b>	<b>5,445</b>	<b>3,757</b>
<b>Balance of other incomes and expenses</b>	<b>-2,042</b>	<b>-1,661</b>
<b>Net profit (loss), including</b>	<b>97</b>	<b>300</b>
Profit from technological connection	579	657
Profit (loss) from operational activities	-482	-357

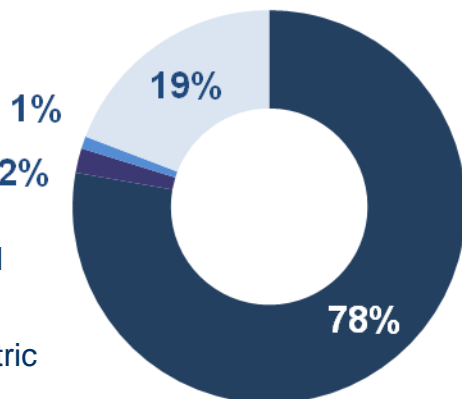




# SERVICES SALES PROCEEDS STRUCTURE

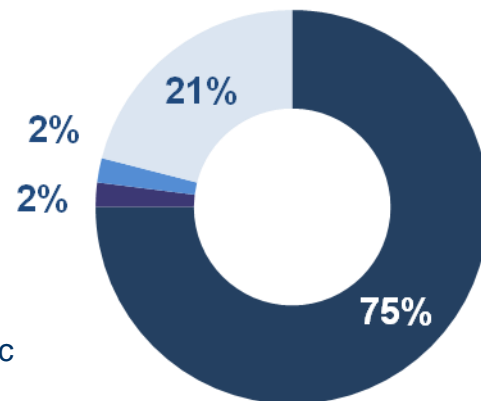
## 2013 plan

- Proceeds from transmission of electric energy – 77%
- Proceeds from technological connection – 2%
- Proceeds from sales of electric energy – 19%
- Proceeds from other activities – 1%



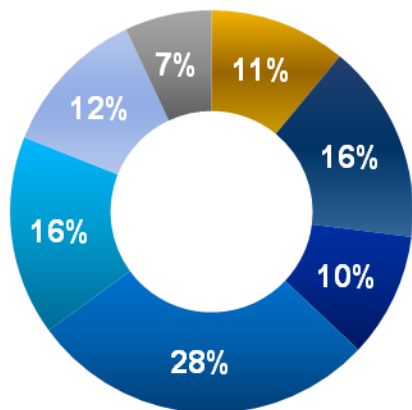
## 2013 actual

- Proceeds from transmission of electric energy – 75%
- Proceeds from technological connection – 2%
- Proceeds from sales of electric energy – 21%
- Proceeds from other activities – 2%

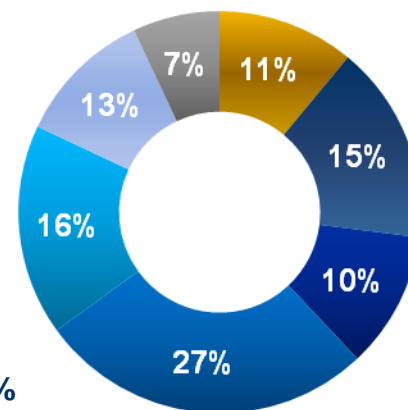


## Structure of proceeds per region

- Arkhenenergo – 11%
- Vologdaenergo – 16%
- Karelenergo – 10%
- Kolenergo – 28%
- Komienergo – 16%
- Novgorodenergo – 12%
- Pskovenergo – 7%



- Arkhenenergo – 11%
- Vologdaenergo – 15%
- Karelenergo – 10%
- Kolenergo – 27%
- Komienergo – 16%
- Novgorodenergo – 13%
- Pskovenergo – 7%



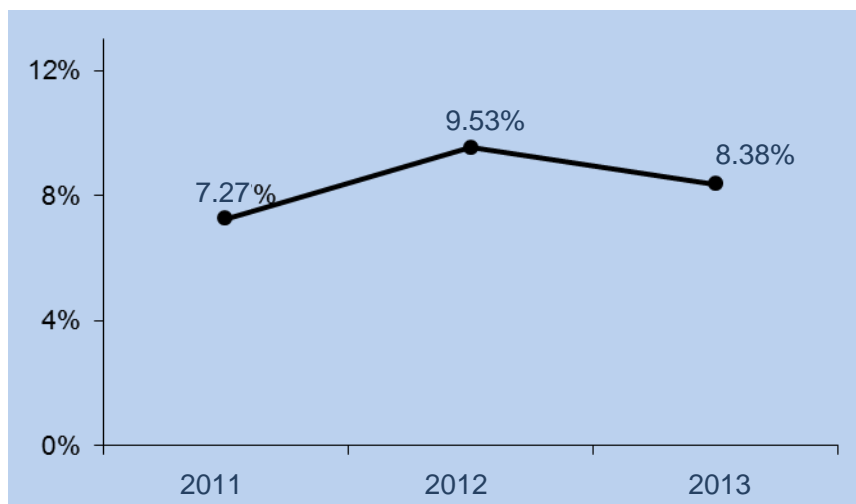


Name	2013 plan (mln RUB)	2013 actual (mln RUB)
Current assets	13,475	14,960
Fixed assets	39,679	39,648
Current/fixed assets ratio	0.3	0.4
Owner capital	27,243	27,446
Long-term and short-term liabilities	26,514	27,755
Owner capital/liabilities ratio	1	1
EBITDA	5,391	5,283
Net profit (loss)	97	300
Net debt, mln RUB	17,375	15,957
Net debt / EBITDA	3.22	3.02



	as of 31.12.13 (mln RUB)	% of the total
<b>VTB Bank, JSC</b>	<b>6,194</b>	<b>37</b>
<b>Sberbank of Russia, JSC</b>	<b>8,241</b>	<b>49</b>
<b>Alfa-Bank, JSC</b>	<b>701</b>	<b>4</b>
<b>Gazprombank, JSC</b>	<b>1,594</b>	<b>10</b>
<b>TOTAL</b>	<b>16,730</b>	<b>100</b>

### CHANGE OF ATTRACTED CREDITS AVERAGED WEIGHTED RATE in 2013



The credits averaged weighted rate in 2013 decreased as compared to 2012.



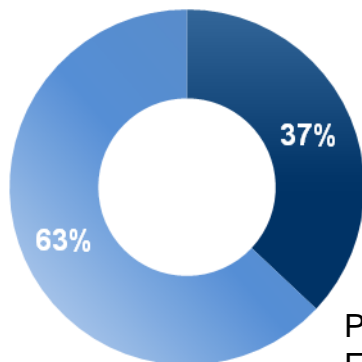
Branch	2013 plan			2013 actual		
	Supply into the grid, mln kW*h	Transmission from the grid, mln kW*h*	Total losses, %	Supply into the grid, mln kW*h	Transmission from the grid, mln kW*h*	Total losses, %
Arkhenergo	3,648	3,216	11.83	3,544	3,157	10.92
Vologdaenergo	8,831	8,399	4.89	8,618	8,204	4.80
Karelienergo	6,238	5,941	4.75	6,216	5,932	4.57
Kolenergo	11,000	10,673	2.97	10,843	10,488	3.27
Komienergo	5,860	5,289	9.74	5,747	5,238	8.86
Novgorodenergo	3,929	3,561	9.39	3,725	3,363	9.74
Pskovenergo	1,999	1,739	13.02	1,994	1,736	12.93
IDGC of the North-West	41,505	38,818	6.47	40,687	38,118	6.31



In terms of capital investment assimilation		
Indicator name	2013 plan, thousand RUB	2013 actual, thousand RUB
Investments, total	6,056,900	6,334,639
Technical re-equipment and reconstruction	4,600,899	4,855,631
New construction and expansion of existing facilities	1,391,780	1,429,303
Fixed assets acquisition and R&D	64,221	48,927
Commissioning of main assets		
Commissioning of main assets	6,419,713	6,208,911
Technical re-equipment and reconstruction	4,832,121	4,806,083
New construction and expansion of existing facilities	1,523,371	1,353,902
Purchase of fixed assets	64,221	48,927
Commissioning of capacities		
	km/MVA	km/MVA
Commissioning of capacities, total	2,037.67/288.89	2,366.48/356.97
Technical re-equipment and reconstruction	1,283.05/163.18	1,672.00/226.44
New construction and expansion of existing facilities	534.00/99.70	482.45/103.21
Purchase of fixed assets	220.63/26.00	213.03/27.33

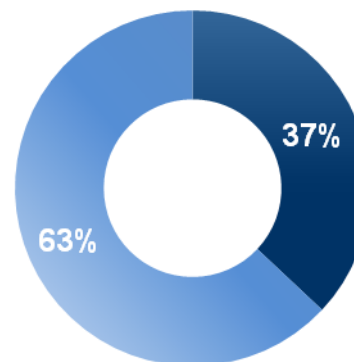


## 2013 plan



Proprietary sources – **37%**  
External sources – **63%**

## 2013 actual



Proprietary sources – **37%**  
External sources – **63%**

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

- ✓ the capital investment assimilation plan being 6,056,900 thousand RUB, one actually assimilated 6,334,639 thousand RUB of investment or 105%.
- ✓ fixed assets commissioning plan was 6,419,713 thousand RUB. Actual commissioning made 6,208,911 thousand RUB or 95%.
- ✓ capacities commissioning plan being 2,037.67 km and 288.89 MVA, one actually put into operation 2,366.48 km of transmission lines and 356.97 MVA of transformer capacities.

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