



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

**in Q4 2012
info bulletin**



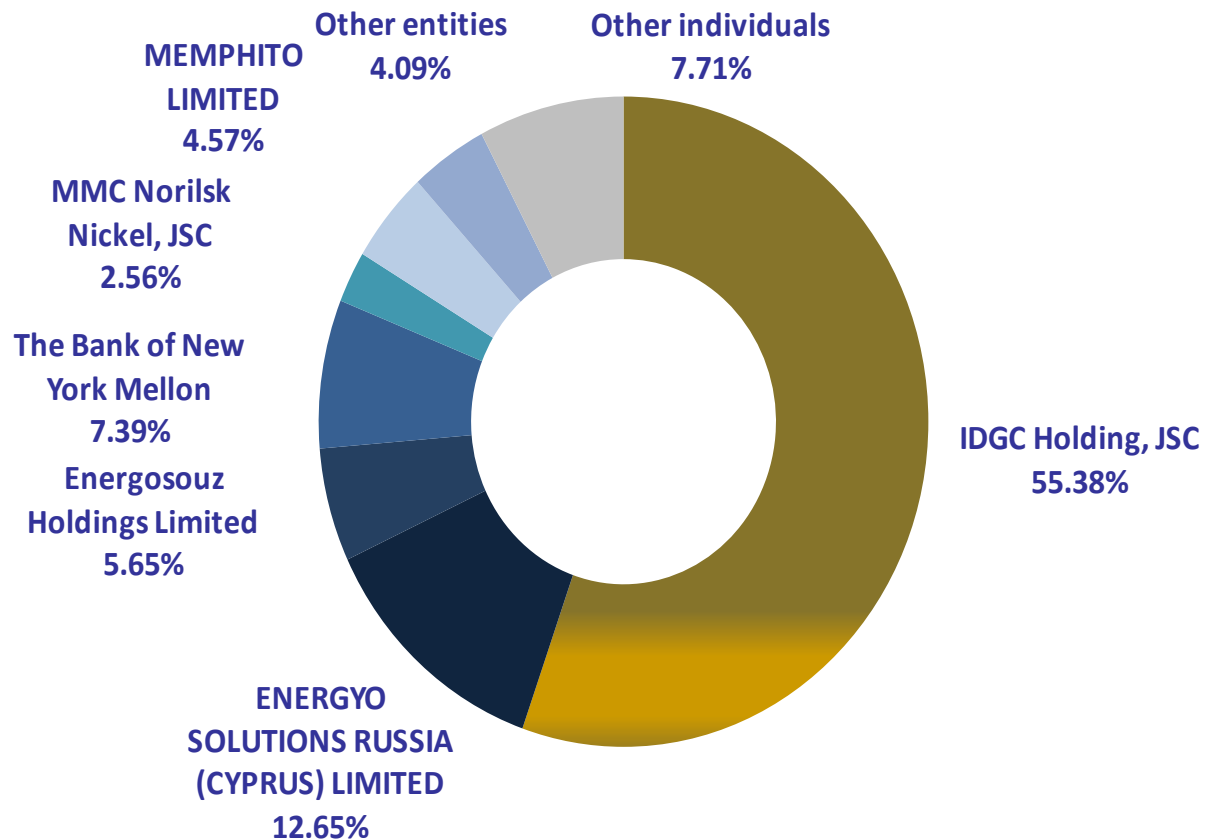
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EQUITY CAPITAL STRUCTURE

As of July 09, 2012, the Company's authorized capital made 9,578,592,313 RUB.





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

Trading floor

RTS Stock Exchange, JSC
Unlisted securities

MICEX Stock Exchange, JSC
List A2

MICEX Stock Exchange
List A2

Trading commencement

27.05.2008

27.05.2011

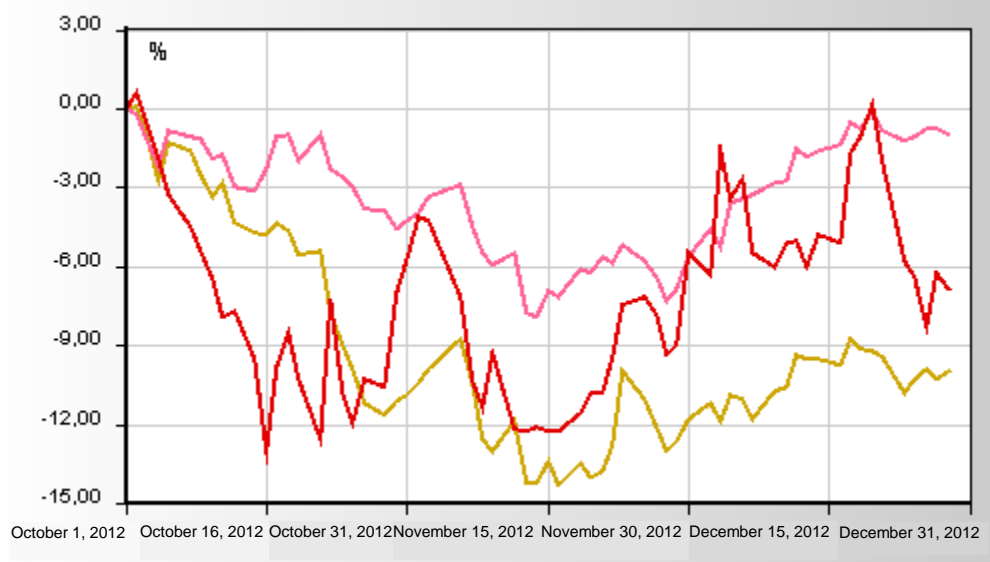
Code

Classical market – MRKZ,
Stock exchange market – MRKZG

MRKZ

Market capitalization calculated based on MICEX, JSC data as of: 31.12.12 made 6,115,931,192 RUB.

- IDGC of the North-West
- Composite MICEX index
- Power Industry MICEX index



Tool	*	First closure	Max	Min	Last closure	Variation, %	Volume, mln items	Volume, mln *
MICEX-RTS Primary	RUB	0.0695	0.0714	0.058	0.0648	-6.89	541.09	34.642
MICEX index	point	1490.21	1490.21	1372.19	1474.72	-1.04	-	-
MICEX Power Industry	point	1897.61	1899.32	1625.93	1707.42	-10.02	-	-



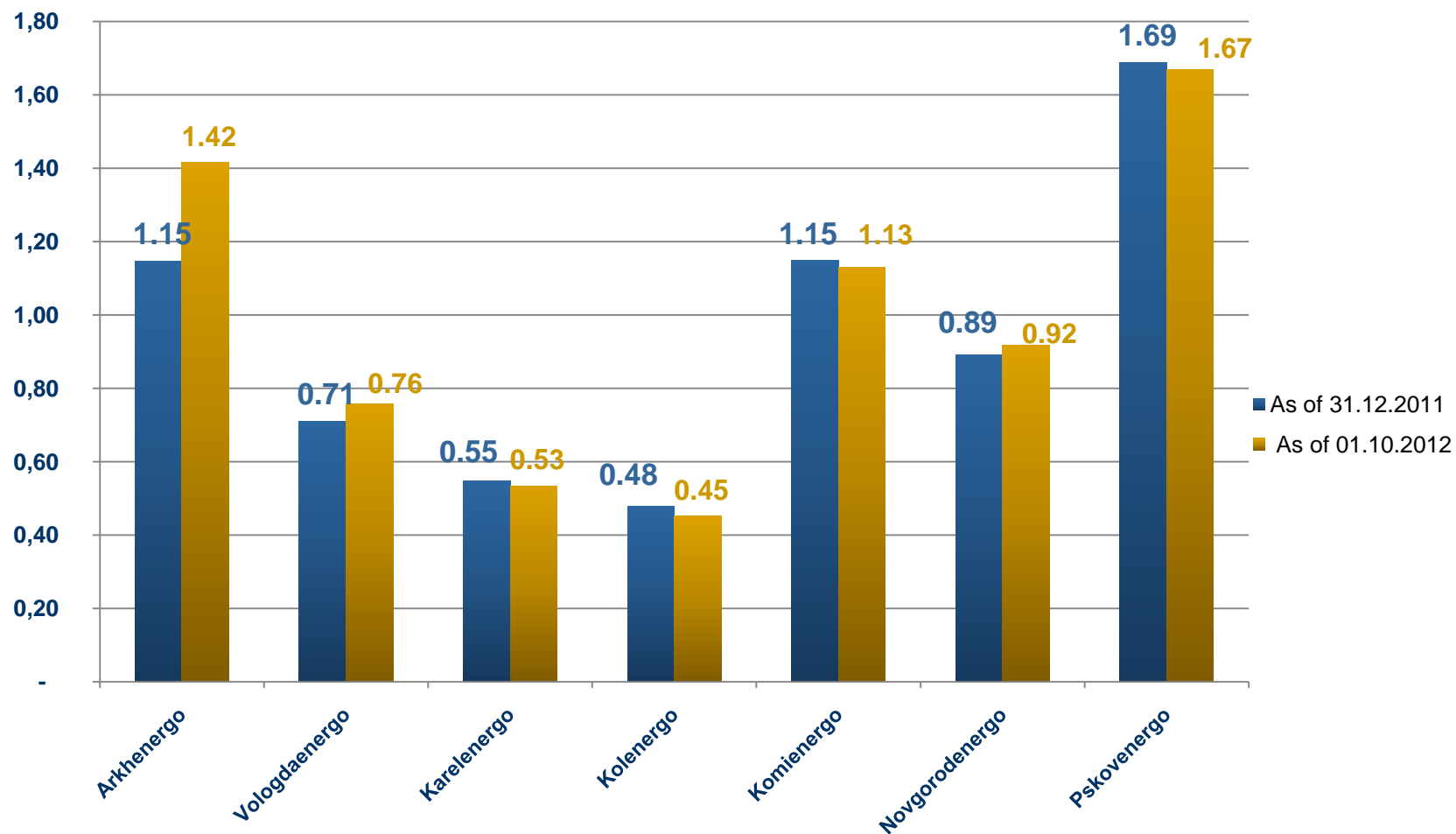
BASIC DECISIONS TAKEN BY THE BOARD OF DIRECTORS

- The Company's Business Plan for 2013–2017 including the Investment Program was approved
- The target values of annual and quarterly Key Performance Indicators of General Director and top managers of the Company for 2013 were approved.
- The Energy Saving and Energy Efficiency Enhancement Program of IDGC of the Company for 2013 and forecast for 2014–2018 was approved.
- The corrected Program for Prospective Development of Systems for Electric Energy Accounting in the Retail Electric Energy Market within the Distribution Grids of the Company for 2012–2017 was approved.
- The Regulations on Internal Control System within IDGC of the North-West, JSC were approved.
- The standard for design of IDGC of the North-West, JSC overhead transmission lines with voltage equal to or in excess of 35 kV with application of a computer-aided design (CAD) system was approved.
- The standard for management of production assets of IDGC of the North-West, JSC was approved.
- The following in-house document of the Company was approved: Regulations on Investment Activities of the Company



TARIFFS

Average boiler tariff for electric energy transmission services





ОСНОВНЫЕ ФИНАНСОВО-ЭКОНОМИЧЕСКИЕ ПОКАЗАТЕЛИ

Indicator name	2012 plan	2012 actual
Proceeds from sales of products (services)	31,104	31,169
Electric energy transmission across electric power grids	29,308	29,276
Technological connection	1298	1412
Other products	498	481
Prime cost of products (services)	28,064	28,129
Services provided by FGC UES, JSC	8456	8371
Services of distribution grid companies	1011	819
Purchased electric energy for losses compensation	3649	3629
Material expenditures	1971	1986
Works and production-related services	1072	1034
Salaries and wages including allowances	7422	7742
Depreciation	3017	2981
Other expenditures	1466	1566
For reference: Repair expenditures	1574	1601
Gross profit (loss)	3041	3040
Balance of other incomes and expenses	-1714	-1689
Net profit (loss), including	13	62
Profit from technological connection	950	1046
Profit (loss) from transmission	-937	-984



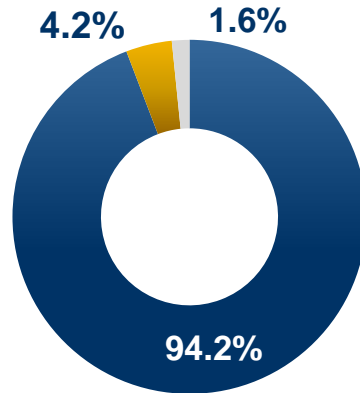
SERVICES SALES PROCEEDS STRUCTURE

2012 plan

Proceeds from transmission of electric energy – **94.2%**

Proceeds from technological connection – **4.2%**

Proceeds from other activities – **1.6%**

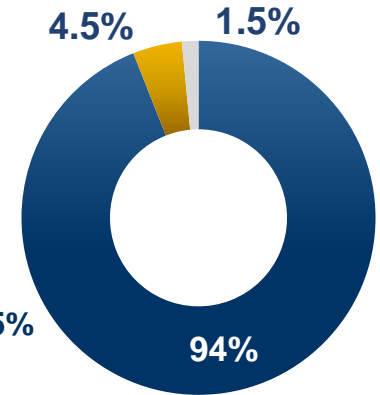


2012 actual

Proceeds from transmission of electric energy – **94%**

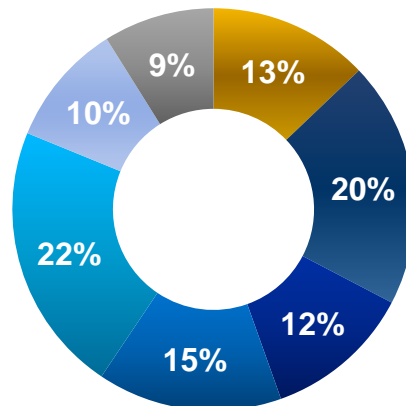
Proceeds from technological connection – **4.5%**

Proceeds from other activities – **1.5%**

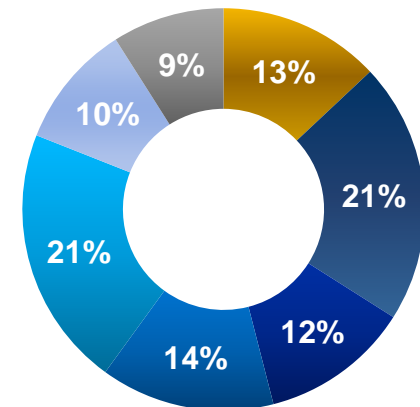


Structure of proceeds per region

Arkhenargo – **13%**
 Vologdaenergo – **20%**
 Karelenergo – **12%**
 Kolenergo – **15%**
 Komienargo – **22%**
 Novgorodenergo – **10%**
 Pskovenergo – **9%**



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KEY FINANCIAL PERFORMANCE INDICATORS

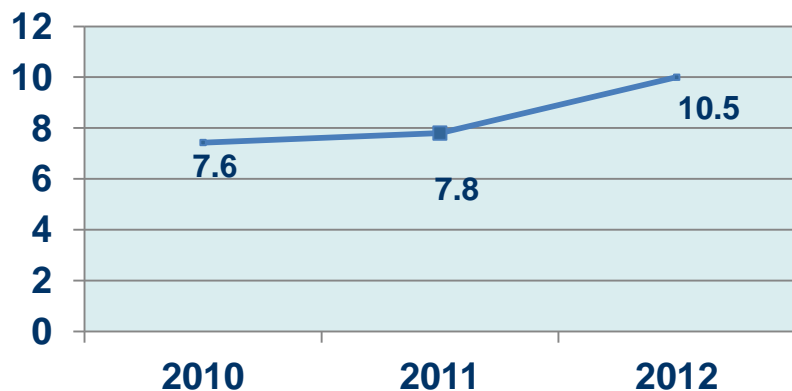
Name	2012 plan	2012 actual
Current assets	8381	8204
Fixed assets	35,174	37,001
Current/fixed assets ratio	0.24	0.22
Owner capital	27,329	27,164
Long-term and short-term liabilities	18,431	18,325
Owner capital/liabilities ratio	1.48	1.48
EBITDA	4143.7	3925.6
Net profit (loss)	13	-14
Net debt, mln RUB	11,440	10,648.6
Net debt/ EBITDA	2.76	2.71



CREDIT PORTFOLIO

	as of 31.12.12	% of the total
VTB Bank, JSC	1915	18
Sberbank of Russia, JSC	4473	42
SviazBank, JSC	132	1
JSB BANK "ROSSIYA", JSC	1672	16
Alfa-Bank, JSC	1856	17
Gazprombank, JSC	600	6
TOTAL	10648	100

CHANGE OF ATTRACTED CREDITS AVERAGED WEIGHTED RATE in 2012



An increase of the attracted credit average weighted rate is expected by late 2012 in connection with changes in the Russian and foreign financial markets.



BASIC ELECTRIC ENERGY TRANSFER INDICATORS

Branch	2012 plan			2012 actual		
	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	3912	3468	11.34	3877	3431	11.50
Vologdaenergo	8726	8293	4.96	9167	8725	4.82
Karelenergo	7447	7118	4.42	7290	6977	4.29
Kolenergo	11,070	10,757	2.82	11,091	10,762	2.98
Komienergo	6066	5458	10.01	5941	5348	9.98
Novgorodenergo	3887	3507	9.78	3869	3490	9.78
Pskovenergo	1978	1711	13.54	2004	1735	13.45
IDGC of the North-West	43,086	40,312	6.44	43,239	40,468	6.41



Total investment activity parameters

In terms of capital investment assimilation

Indicator name	2012 plan, thousand RUB	2012 actual, thousand RUB
Investments, total	6,674,189	6,791,843
Technical re-equipment and reconstruction	4,884,668	4,892,049
New construction and expansion of existing facilities	1,593,755	1,722,140
Purchase of fixed assets	195,765	169,036
Intangible assets and R&D	-	8618

Commissioning of fixed assets

Commissioning of fixed assets	6,341,377	6,277,041
Technical re-equipment and reconstruction	4,549,392	4,422,106
New construction and expansion of existing facilities	1,596,219	1,684,257
Purchase of fixed assets	195,765	169,036
Intangible assets and R&D	-	1642

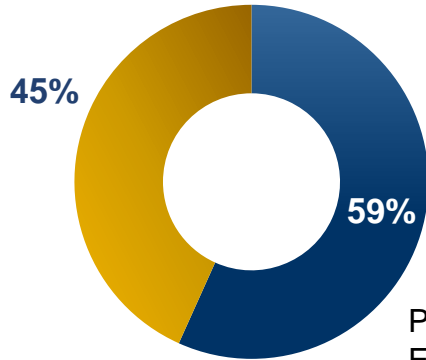
Commissioning of capacities

	km/MVA	km/MVA
Commissioning of capacities, total	1175.49/416.37	1836.16/469.20
Technical re-equipment and reconstruction	712.23/353.99	1293.55/360.47
New construction and expansion of existing facilities	391.64/47.46	461.94/93.68
Purchase of fixed assets	71.63/14.92	80.68/15.05



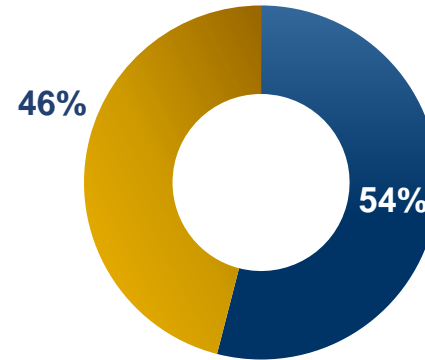
TOTAL INVESTMENT ACTIVITY PARAMETERS PER FUNDING SOURCE

2012 plan



Proprietary sources – **59%**
External sources – **41%**

2012 actual



Proprietary sources – **54%**
External sources – **46%**

All the designated objectives and investment tasks as set forth by the Investment Program of IDGC of the North-West, JSC for Q4 2012 have been achieved/fulfilled:

- ✓ the capital investment assimilation plan being 6,674,189 thousand RUB, one actually assimilated 6,791,843 thousand RUB of investment or 102 %.
- ✓ fixed assets commissioning plan being 6,341,377 thousand RUB, one actually commissioned 6,277,041 thousand RUB of fixed assets or 99%.
- ✓ capacities commissioning plan being 1,175.49 km and 416.37 MVA, one actually put into operation 1,836.16 km of transmission lines and 469.20 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.



MAJOR PROJECTS IMPLEMENTED

Vologdaenergo branch brought into operation a 110 kV distribution point (DP) for connection of Krasavino Gas-Turbine CHP Plant to the electric power grid

Construction of the 110 kV DP is determined by the need to connect the 110 kV substation of Krasavino Gas-Turbine CHP Plant to the existing 110 kV networks of Vologdaenergo branch. At the moment Krasavino Gas-Turbine CHP Plant is brought in operation, connection to the grid exercised via the existing 110 kV lines that are not designed to carry full load. The DP construction has provided for normal operation of lines distributing fluxes among 4 lines which promotes significant reduction of energy losses in the Company grids.

Implementation of the project related to construction of the 110 kV DP on the territory of the 110 kV outdoor switchgear of Krasavino Gas-Turbine CHP Plant will foster further development of infrastructure of the Veliky Ustyug District and the Vologda Region as a whole. State-of-the-art equipment was deployed during the RP construction: the 110 kV is designed as based on PASSM0 cells (4 linear and 1 sectional). Embedded into the modular outdoor switchgear are relay protection and automation microprocessor devices, telemechanics and communication means.

The amount of fixed assets commissioned made 160.362 mln RUB.

Komienergo branch completed works on the first stage of investment project "Construction of Sokolovka-Pazhga 110 kV overhead line (OL)" involving extension of "Sokolovka" 110/10 kV substation and "Pazhga" 110/10 kV substation.

The first phase works completion has enabled connection of the Finno-Ugric ethnocultural park, with the required reliability ensured, and provision for reliable consumer power supply in the Sysolsky, Priluzsky and Koygorodok Districts of the Komi Republic.

The project implementation has resulted in construction of double-circuit 110 kV OLs with total extension equal to 24.9 km and a single-circuit 110 kV overhead line with extension equal to 0.4 km.

The amount of fixed assets commissioned made 132.252 mln RUB.

For organization of reliable power supply of the Abez Settlement, 20 kV, 10 kV and 0.4 kV overhead lines were constructed, with a 20/10 kV distribution point (DP) engineered and a 10/0.4 kV package transformer substation installed.

The project implementation has enabled significant enhancement of power supply of populated localities in the Inta District of the Komi Republic.

*The amount of fixed assets commissioned made **299.7 mln RUB.** (inclusive of those commissioned in 2011 accounting for 2.4 mln RUB); in physical terms, **5.36 MVA** of transformer capacities and **37.431 km** of 0.4–20 kV transmission lines were commissioned*