

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

**Info bulletin
for Q4, 2015**

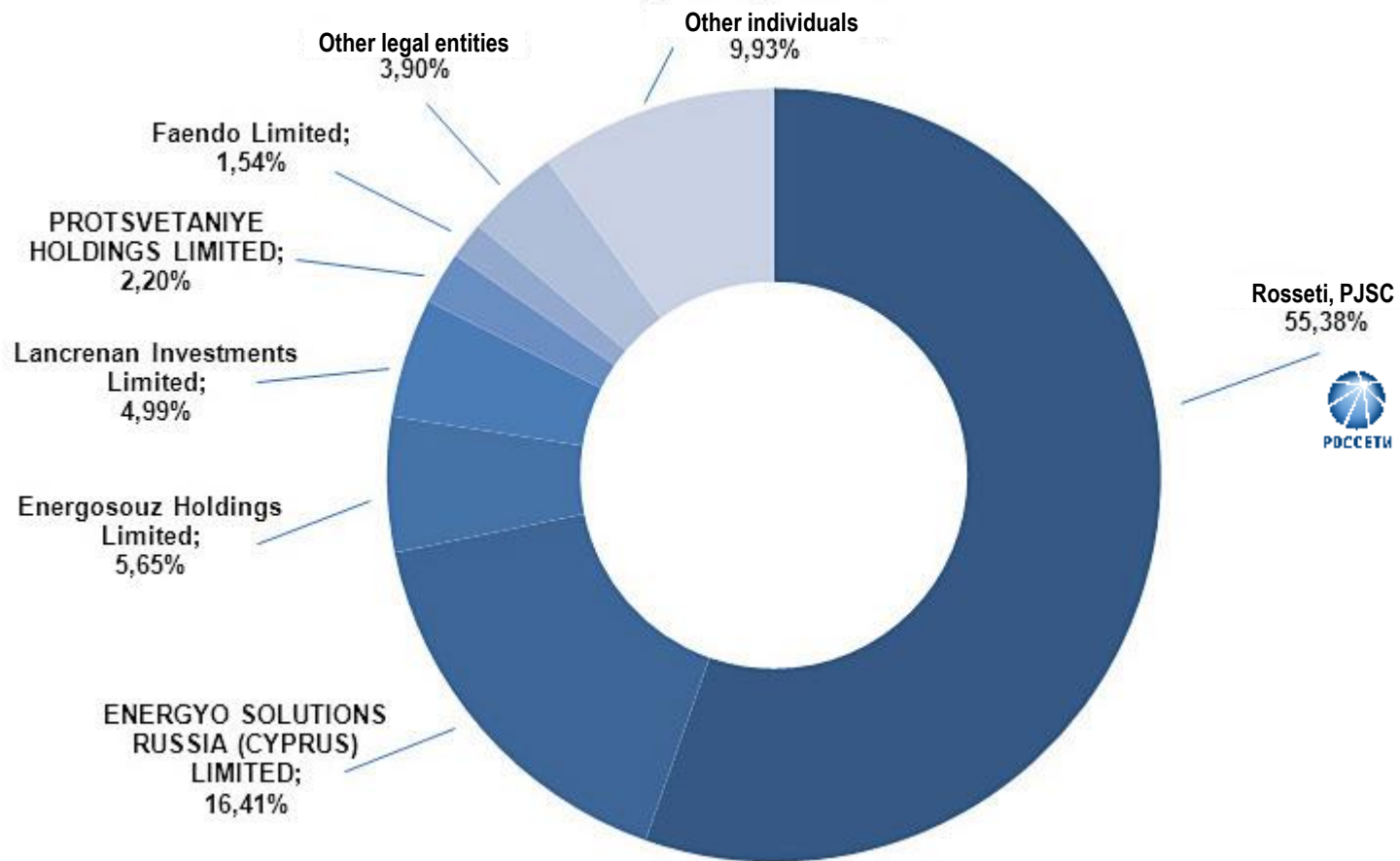


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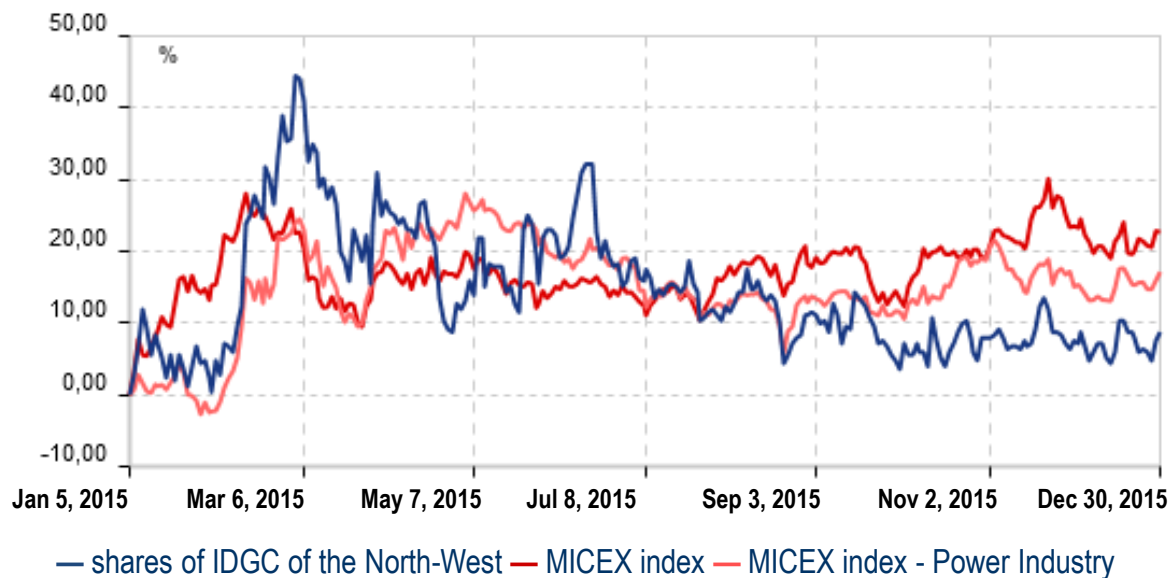
EQUITY CAPITAL STRUCTURE

As of 19.05.15, the Company's authorized capital made 9,578,592,313 RUB



IDGC OF THE NORTH-WEST IN THE STOCK MARKET

Trading floor	Trading commencement	Code
MICEX Stock Exchange, CJSC Level 1 quotation list	29.05.2008	MRKZ



Market during the period from 05.01.15 to 30.12.15

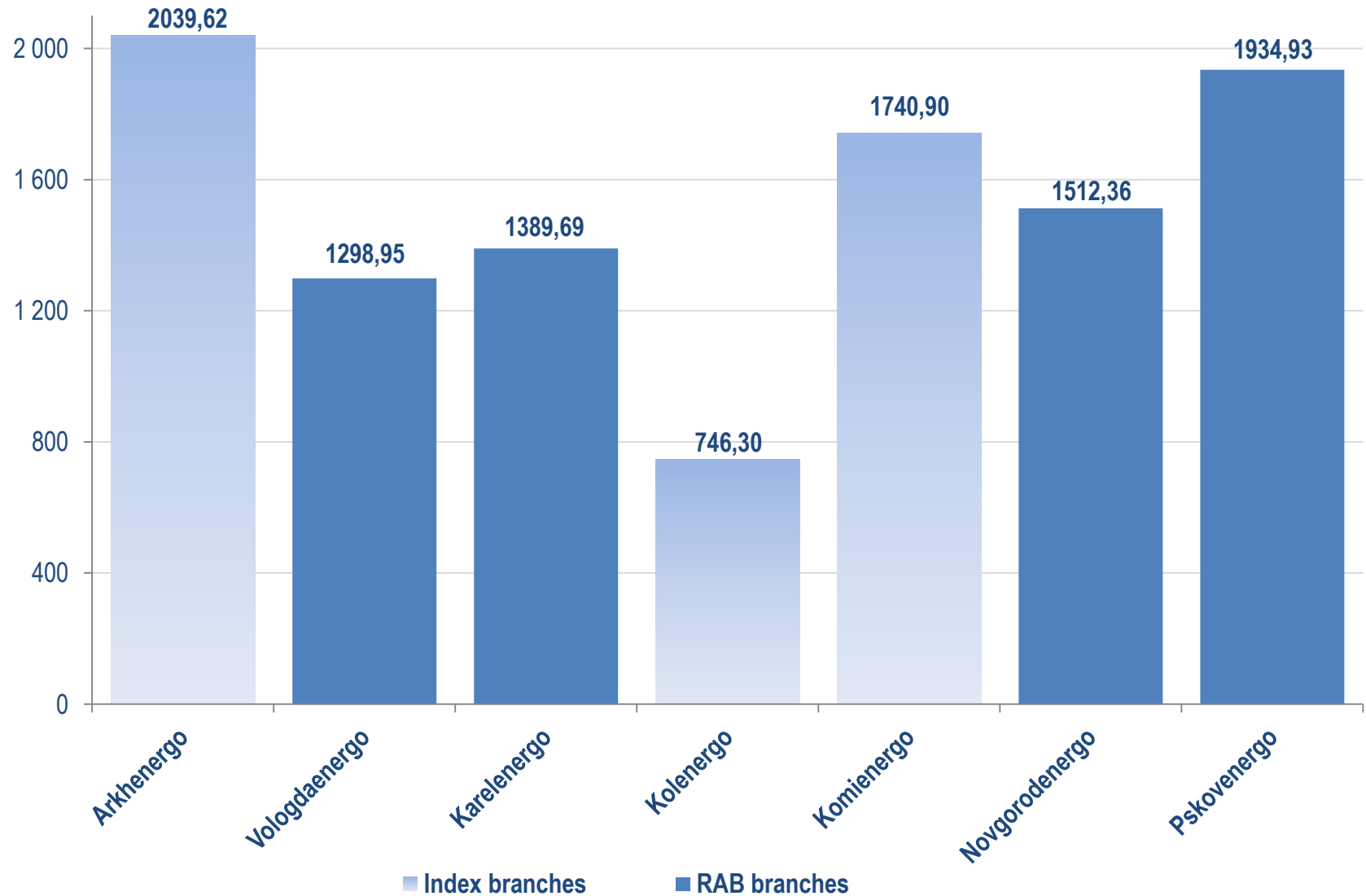
Weighted average price as of the period commencement	0.0253 RUB
Weighted average price as of the period end	0.0274 RUB
Price change during the period	8.3%
Capitalization as of the period beginning	2,423 mln RUB
Capitalization as of the period end	2,627 mln RUB
Volume of trading	3,038.54 mln items
	87.82 mln RUB

BASIC DECISIONS TAKEN BY THE BOARD OF DIRECTORS

- **One approved of:**
 - the corrected Business Plan of the Company including the Investment Program and information on key operational risks for 2015;
 - the corrected Business Plan of IDGC of the North-West, PJSC Group for 2015 (aggregated based on RAS principles and consolidated based on IFRS principles);
 - the Business Plan of the Company including the Investment Program and information on key operational risks for 2016 and of the forecast for 2017–2020;
 - the Plan of Procurement of Goods, Works and Services for the Needs of IDGC of the North-West, PJSC for 2016;
 - the 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 01.10.15;
 - the Company's Insurance Protection Program for 2016.
- The Reliability Committee under the Board of Directors of the Company was **re-elected**.
- **The following reports were considered:**
 - on execution of the business plan of the Company (including the investment program) in Q2 2015 and the 6 months of 2015 as well as for Q3 2015 and the 9 months of 2015;
 - on execution of IDGC of the North-West, PJSC Group business plan aggregated based on RAS principles and business plan consolidated based on IFRS principles in Q2 2015 and the 6 months of 2015;
 - on execution of the plan of measures for enhancement of activities efficiency and improvement of the financial-and-economic standing of the Company in the 9 months of 2015;
 - on the Company's preparation for work during the 2015/2016 autumn-and-winter season;
 - on provision for insurance protection of the Company in Q3 2015.

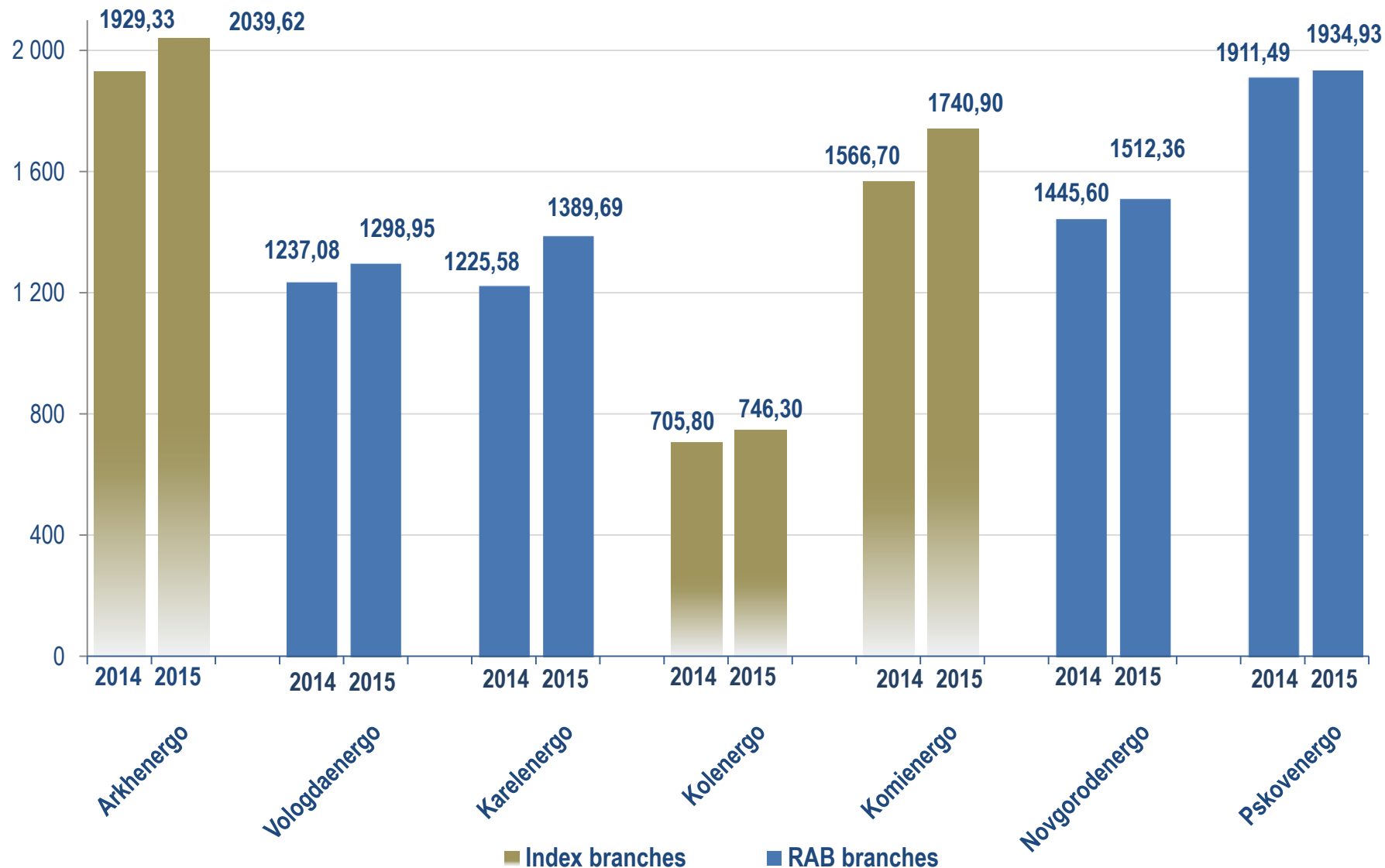
TARIFFS

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



TARIFFS

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



BASIC FINANCIAL AND ECONOMIC INDICATORS

Indicator name	2015 (mln RUB)	
	Plan	Actual
Proceeds from sales of products (services)	39,465	39,623
Electric energy transmission across electric power grids	36,752	36,881
Technological connection	703	804
Electric power sales	946	946
Other products	1,064	992
Prime cost of the products (services) with account for commercial and managerial expenses	35,714	35,547
Services provided by FGC UES, PJSC	8,808	7,887
Services of distribution grid companies	4,306	4,291
Purchased electric energy for losses compensation	4,545	4,629
Purchased electric energy for sale	487	487
Material expenditures	2,231	2,150.
Works and production-related services	983	889
Salaries and wages including allowances	8,895	9,149
Depreciation	4,131	4,163
Other expenditures	2,128.	1,902
For reference: Total repair expenditures	1,775	1,795
Gross profit	3,751	4,076
Balance of other incomes and expenses	-1,864	-2,101.
Net profit (loss), including	627	644
Profit from technological connection	301	336
Profit (loss) from operational activities	326	308

STRUCTURE OF PROCEEDS FROM SALES OF SERVICES

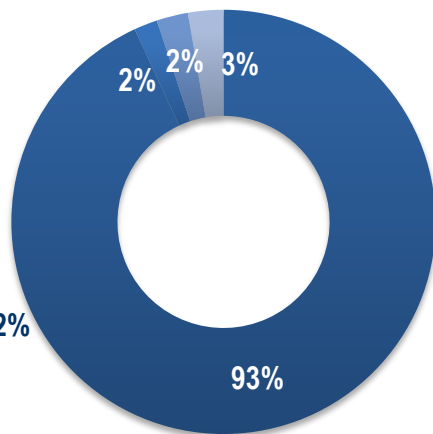
2015 plan

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

Proceeds from technological connection – **2%**

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

Proceeds from other activities – **3%**



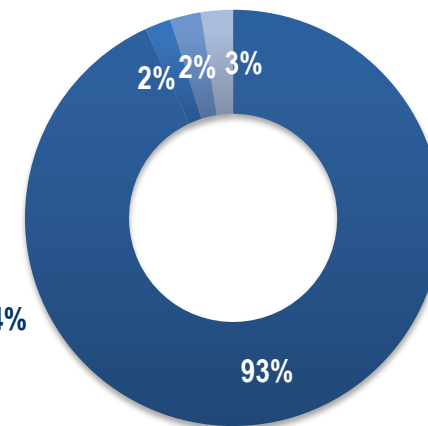
2015 actual values

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

Proceeds from technological connection – **1%**

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

Proceeds from other activities – **2%**



2015 plan

Arkhenenergo – **13%**

Vologdaenergo – **18%**

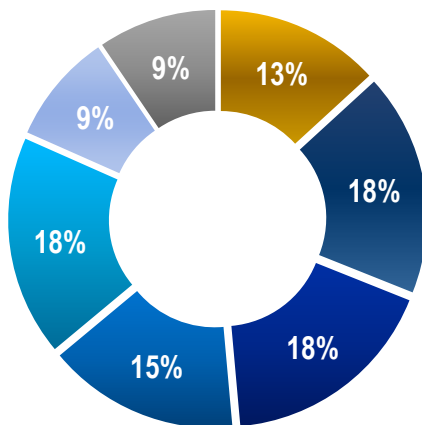
Karelenergo – **17%**

Kolenergo – **15%**

Komienergo – **19%**

Novgorodnergo – **9%**

Pskovenergo – **9%**



2015 actual values

Arkhenenergo – **13%**

Vologdaenergo – **17%**

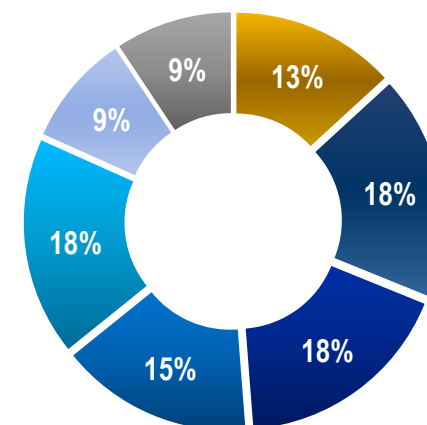
Karelenergo – **18%**

Kolenergo – **17%**

Komienergo – **17%**

Novgorodnergo – **9%**

Pskovenergo – **9%**



*According to managerial statements data with account for posting the internal electric energy transmission service among the results of activities pertaining to the "Electric energy transmission" activity type

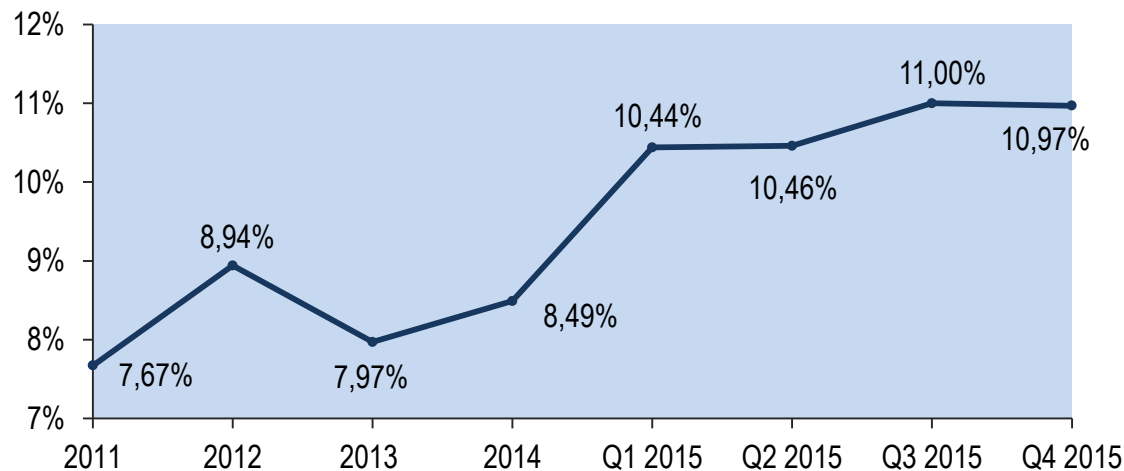
KEY FINANCIAL PERFORMANCE INDICATORS

Indicator name	Plan 2015	Actual as of 31.12.2015
Current assets, mln RUB	17,728.	16,976.
Fixed assets, mln RUB	41,029	40,832
Current/fixed assets ratio	0.43	0.42
Owner capital, mln RUB	27,590	27,607
Long-term and short-term liabilities, mln RUB	32,741	32,000
Owner capital/liabilities ratio	0.84	0.86
EBITDA, mln RUR	6,781	6,856
Net profit (loss), mln RUB	627	644
Net debt, mln RUB	14,204	14,990
Net debt/ EBITDA	2.09	2.19

CREDIT PORTFOLIO

	as of 31.12.2015 mln RUB	% of the total
Sberbank, PJSC	5,926	39
Bonded loan	5,046	34
BANK "ROSSIYA", JSC	1,800	12
Alfa-Bank, JSC	1,603	11
Bank VTB (PJSC)	669	4.
TOTAL	15,044.	100

CHANGE OF CREDIT PORTFOLIO AVERAGE WEIGHTED RATE as of the end of Q4 2015



The credit portfolio average weighted rate as of the end of Q4 decreased as compared to Q3 2015.

BASIC ELECTRIC ENERGY TRANSPORTATION INDICATORS

Branch	2015 plan			2015 actual value		
	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, %
Arkhenenergo	3,418	3,059	10.50	3,411	3,062	10.265
Vologdaenergo	7,867	7,450	5.29	7,928	7,502	4.37
Karelenenergo	5,895	5,629	4.51	5,963	5,702	4.37
Kolenergo	10,887	10,488	3.66	10,891	10,493	3.66
Komienergo	5,656	5,162	8.74	5,624	5,135	8.70
Novgorodenergo	3,638	3,310	9.01	3,687	3,342	9.37
Pskovenergo	1,982	1,729	12.78	1,970	1,719	12.78
IDGC of the North-West	39,343	36,827	6.39	39,475	36,955	6.39

TOTAL INVESTMENT ACTIVITY PARAMETERS

In terms of capital investment assimilation

Indicator name	2015 plan, mln RUB	2015 actual value, mln RUB
Investments, total	4,157.96	4,002.30
Technical re-equipment and reconstruction	2,876.89	2,582.53
New construction and expansion of existing facilities	1,280.56	1,419.26.
Fixed assets acquisition and R&D	0.51	0.51

Commissioning of main assets

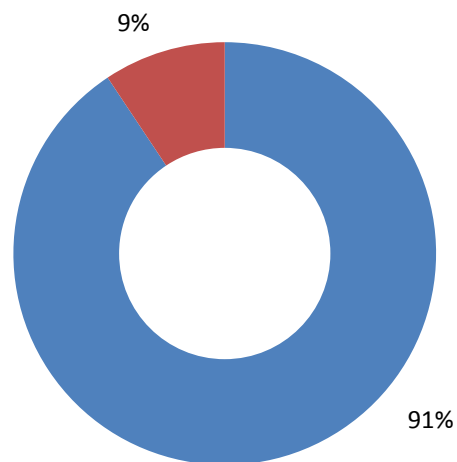
Commissioning of main assets	4,314.84	4,065.66
Technical re-equipment and reconstruction	3,350.51	2,985.41
New construction and expansion of existing facilities	963.82	1,079.74.
Purchase of fixed assets	0.51	0.51

Commissioning of capacities

	km/MVA	km/MVA
Commissioning of capacities, total	1,108.85 / 248.97	1,097.03 / 242.54
Technical re-equipment and reconstruction	888.44 / 223.49	723.49 / 200.59
New construction and expansion of existing facilities	203.75 / 23.13	355.47 / 39.96
Purchase of fixed assets	16.66 / 2.35	18.07 / 1.99

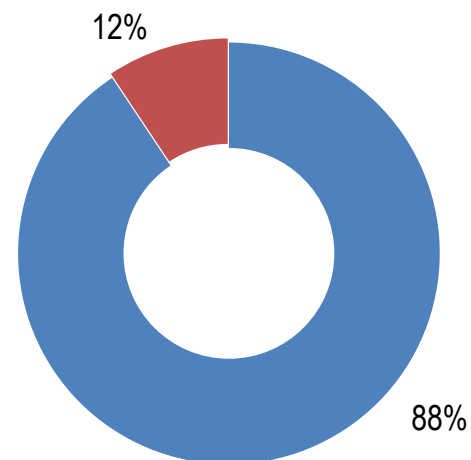
TOTAL INVESTMENT ACTIVITY PARAMETERS AS PER FUNDING SOURCES

2015 plan, %



■ Non-debt sources
■ External sources

2015 actual values, %



■ Non-debt sources
■ External sources

All the designated objectives and investment tasks as set forth by the Investment Program of IDGC of the North-West, PJSC for 2015, except for the fixed assets commissioning plan, were completed as follows:

- ✓ the capital investment assimilation plan being 4,157.96 mln RUB, one actually assimilated 4,002.30 mln RUB of investment or 96%.
- ✓ the capacities commissioning plan being 1,108.85 km and 248.97 MVA, one actually put into operation 1,097.03 km of transmission lines and 242.54 MVA of transformer capacities.

The main cause of underperformance of the fixed asset commissioning plan was the default of the contractor organizations on their obligations with regard to to the facilities “Technical re-equipment of the accounting system” with the Novgorodenergo branch and “Construction of the 110 kV overhead line to Substation No. 102 - Substation “Mogolino”, “Expansion of the forest corridors of 110-35 kV overhead lines (2015)” with the Pskovenergo branch.