



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

**in Q1 2013
Info Bulletin**



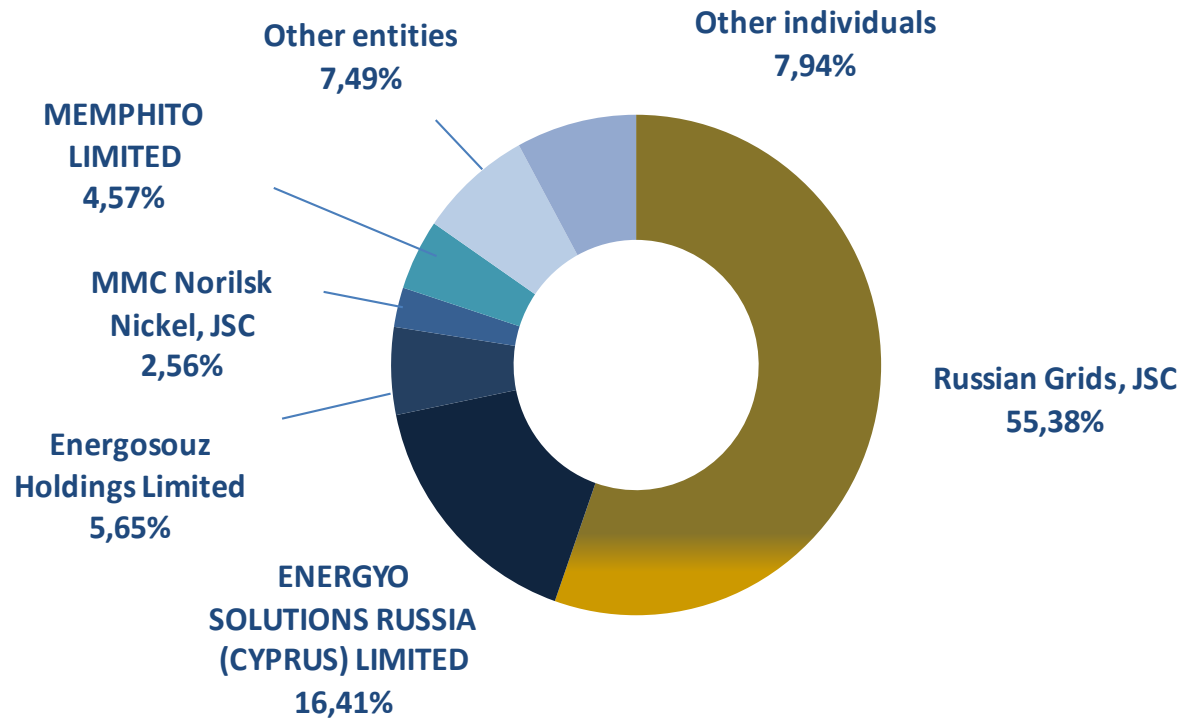
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EQUITY CAPITAL STRUCTURE

As of May 14, 2013, the Company's authorized capital made 9,578,592, 313 RUB.





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

Trading floor

Trading commencement

Code

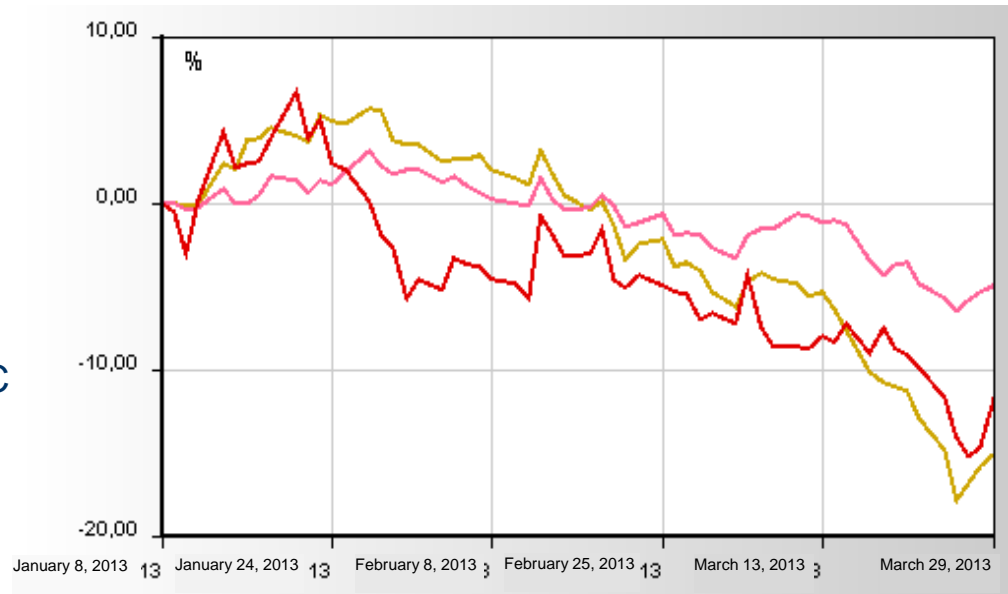
MICEX Stock Exchange, CJSC
List A2

27.05.2011

MRKZ

Market capitalization calculated based on MICEX, JSC data as of: 29.03.2013 made 5,592,940,052 RUB.

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



Market during the period from January 8, 2013 to March 29, 2013.

Weighted average price as of the period commencement	0.06606 RUB.
Weighted average price as of the period end	0.05839 RUB.
Price change during the period	-11.61%
Capitalization as of the period beginning	6,328 mln RUB
Capitalization as of the period end	5,593 mln RUB
Volume of trading	418.10 mln items
	27.06 mln RUB



BASIC DECISIONS TAKEN BY THE BOARD OF DIRECTORS

- The following reports of General Director were considered :
 - ✓ On execution of the Business Plan of the Company (including the Investment Program) in Q3 2012 and the 9 months of 2012;
 - ✓ On execution of the Energy Saving and Energy Efficiency Enhancement Program of the Company for 2012 and forecast for 2013–2017 in Q3 2012 and the 9 months of 2012;
 - ✓ On progress in execution of the Program for Prospective Development of Systems for Electric Energy Accounting in the Retail Electric Energy Market within the Distribution Grids of IDGC of the North-West, JSC in Q3 and the 9 months of 2012;
 - ✓ On progress in implementation of the Innovative Development Program of the Company for 2012–2016 in Q3 2012 and the 9 months of 2012.

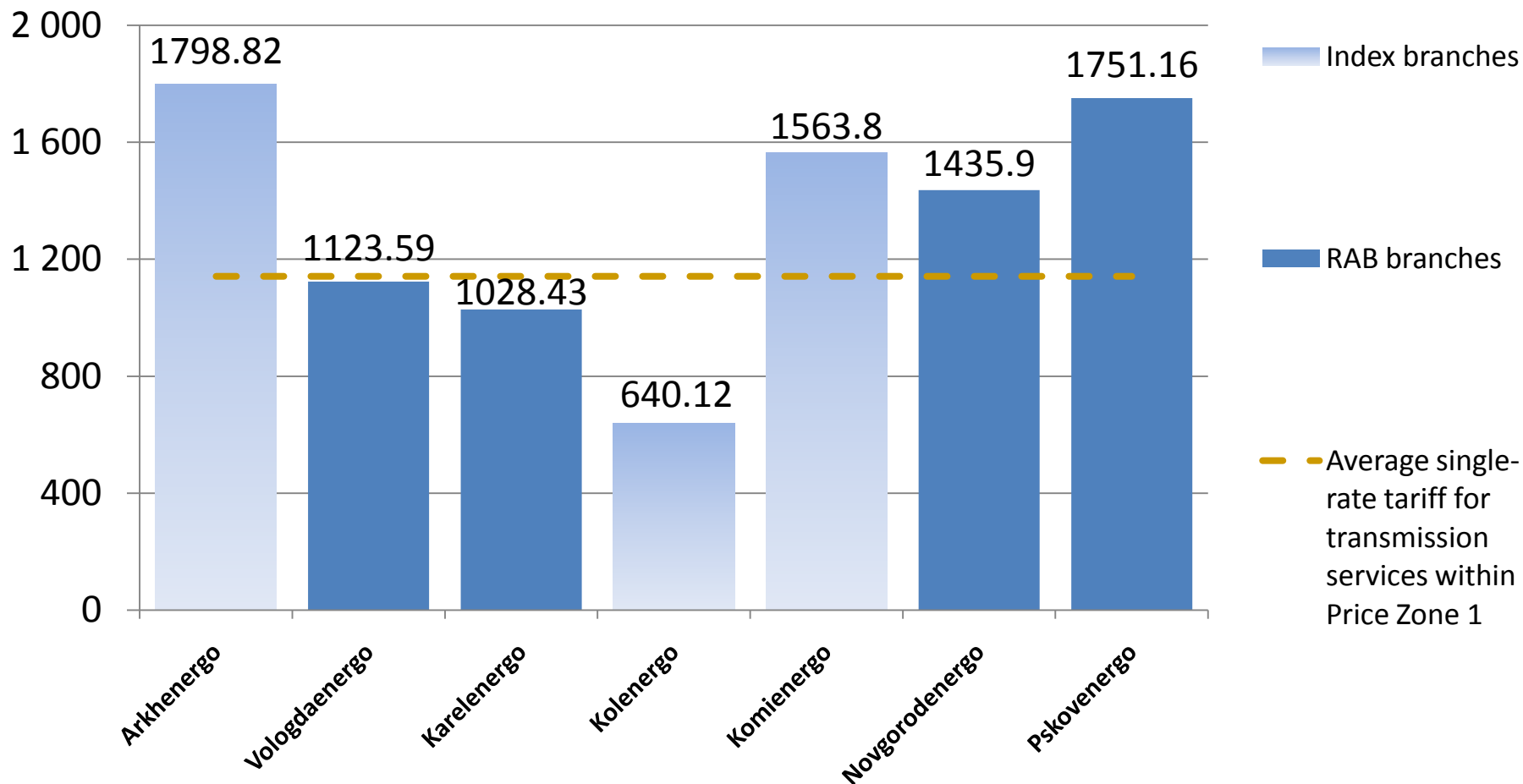
- The following were approved of:
 - ✓ Corporate Ethics Code of IDGC of the North-West, JSC and restated Corporate Governance Code of IDGC of the North-West, JSC;
 - ✓ Scenario conditions of shaping the Investment Program of IDGC of the North-West, JSC;
 - ✓ Concept for building a system for management of normative reference information in the field of maintenance and repair of the Company's equipment;
 - ✓ IDGC of the North-West, JSC executive staff organizational structure.

- Shareholders' proposals on inclusion of issues in the agenda of the annual General Meeting of Shareholders of the Company and on nomination of candidates for membership in management and control bodies of the Company were considered .



TARIFFS

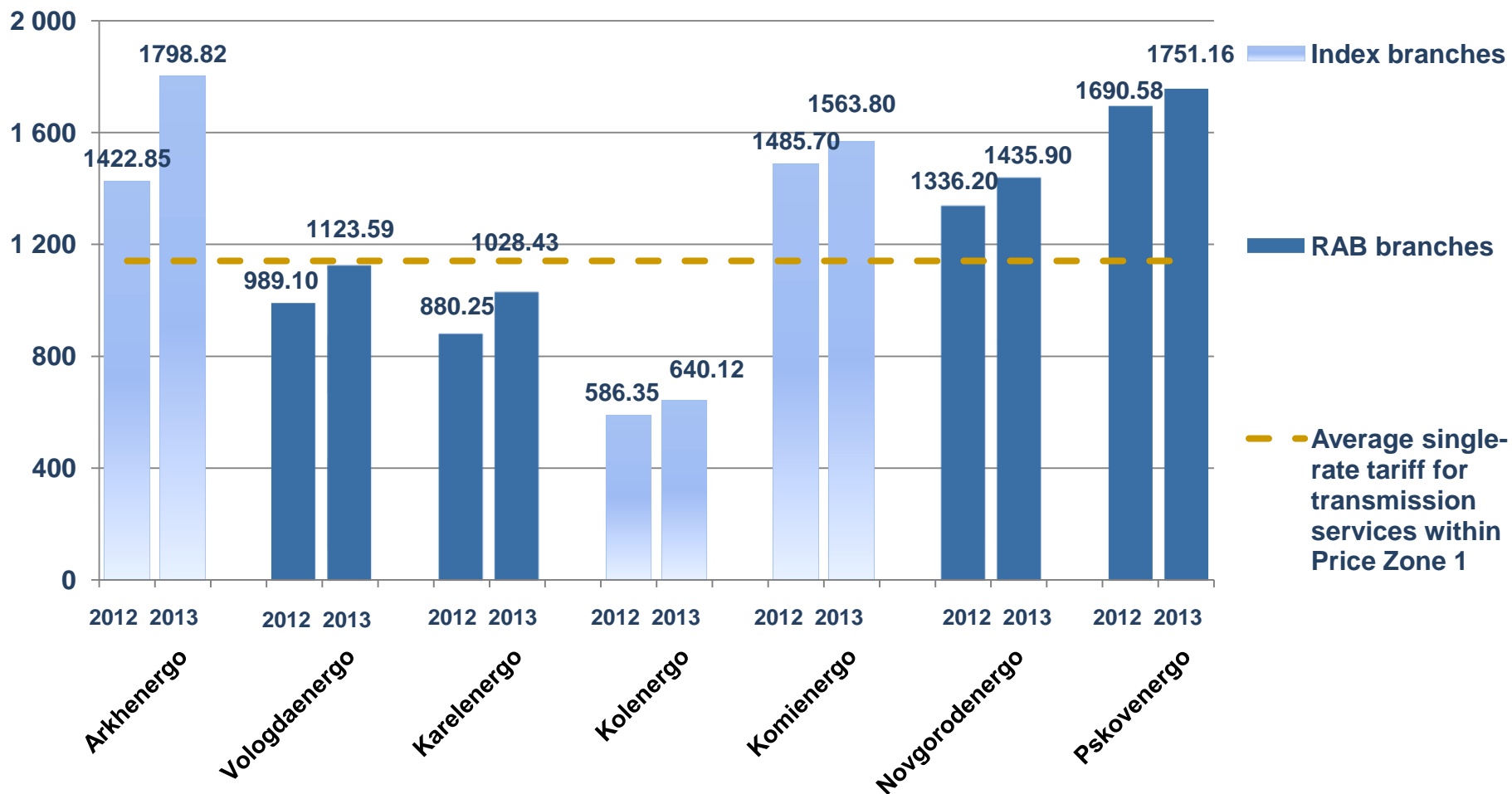
Average boiler tariff for electric energy transmission services (per North-West regions) in 2013, RUB/MW*h





TARIFFS

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





VARIATION IN THE COMPANY FINANCIAL AND ECONOMIC INDICATORS

Indicator name	2013 plan	Q1 2013 plan	Q1 2013 actual
Proceeds from sales of products (services)	32,821	8465	9487
Electric energy transmission across electric power grids	31,768	8310	8280
Technological connection	547	30	50
Other products	506	125	1157
Prime cost of products (services)	29,731	7671	8117
Services provided by FGC UES, JSC	8547	2098	2095
Services of distribution grid companies	946	235	381
Purchased electric energy for losses compensation	3933	1395	1741
Material expenditures	2152	467	462
Works and production-related services	1051	137	120
Salaries and wages including allowances	7752	2080	2111
Depreciation	3378	833	853
Other expenditures	1973	427	353
For reference: Repair expenditures	1649	164	168
Gross profit (loss)	3090	794	1369
Balance of other incomes and expenses	-1780	-354	-818
Net profit (loss), including	90	120	-14.6
Profit from technological connection	334	3	-13.1
Profit (loss) from transmission	-237	117	-1.5



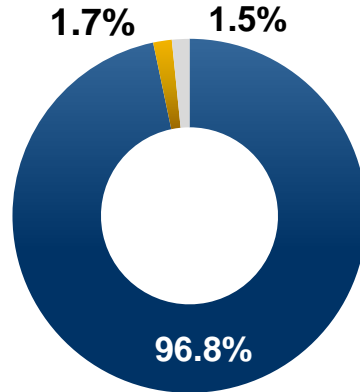
SERVICES SALES PROCEEDS STRUCTURE

2013 plan

Proceeds from transmission of electric energy – **96.8%**

Proceeds from technological connection – **1.7%**

Proceeds from other activities – **1.5%**

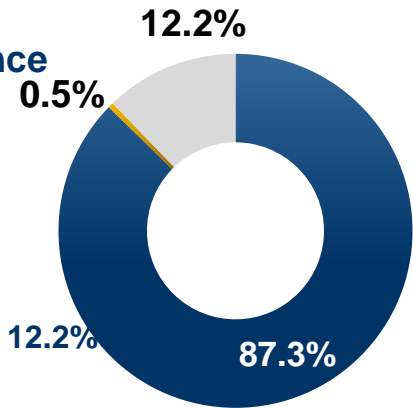


Q1 2013 actual performance

Proceeds from transmission of electric energy – **87.3%**

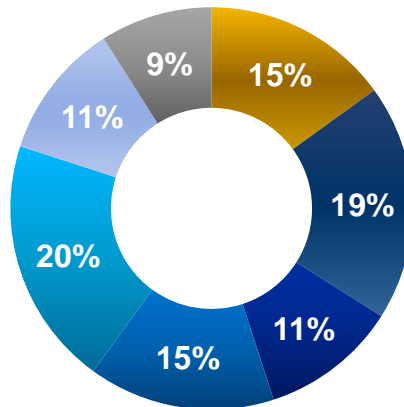
Proceeds from technological connection – **0.5%**

Proceeds from other activities – **12.2%**

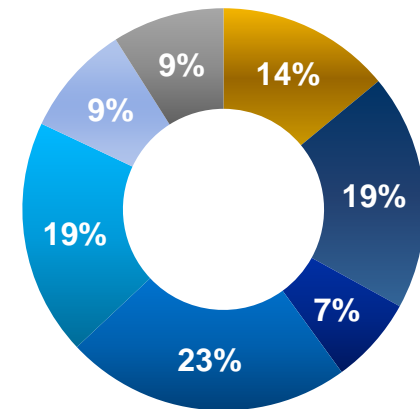


Structure of proceeds per region

Arkhenenergo – **15%**
 Vologdaenergo – **19%**
 Karelenergo – **11%**
 Kolenergo – **15%**
 Komienenergo – **20%**
 Novgorodenergo – **11%**
 Pskovenergo – **9%**



Arkhenenergo – **14%**
 Vologdaenergo – **19%**
 Karelenergo – **7%**
 Kolenergo – **23%**
 Komienenergo – **19%**
 Novgorodenergo – **9%**
 Pskovenergo – **9%**





FINANCIAL PERFORMANCE INDICATORS

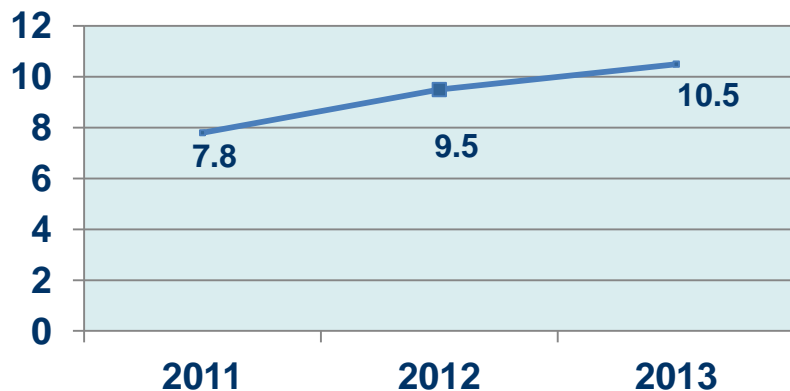
Name	2013 plan	Q1 2013 actual
Current assets	7917	10,262
Fixed assets	36,846	36,925
Current/fixed assets ratio	0.21	0.28
Owner capital	27,435	27,147
Long-term and short-term liabilities	17,577	20,426
Owner capital/liabilities ratio	1.56	1.33
EBITDA	3879	3511
Net profit (loss)	96	-14
Net debt, mln RUB	10,288	10,529
Net debt/ EBITDA	2.65	3.00



CREDIT PORTFOLIO

	as of 31.03.2013	% of the total
VTB Bank, JSC	2107	20
Sberbank of Russia, JSC	4712	45
SviazBank, JSC	132	1
JSB BANK "ROSSIYA", JSC	1737	16
Alfa-Bank, JSC	1240	12
Gazprombank, JSC	601	6
TOTAL	10,529	100

CHANGE OF ATTRACTED CREDITS AVERAGED WEIGHTED RATE in 2013



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	2013 plan			Q1 2013 plan/Q1 2013 actual performance		
	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	3645	3204	12.08	1113/1080	953/942	14.36/12.74
Vologdaenergo	8634	8202	5.00	2299/2559	2141/2411	6.91/5.82
Karelenergo	7093	6772	4.53	1957/1767	1857/1669	5.11/5.50
Kolenergo	11,096	10,781	2.84	3115/3051	3012/2946	3.33/3.43
Komienergo	5810	5230	9.99	1656/1660	1450/1480	12.39/10.87
Novgorodenergo	3984	3609	9.42	1145/1091	996/956	13.05/12.39
Pskovenergo	2011	1749	13.03	593/586	502/498	15.27/15.20
IDGC of the North-West	42,273	39,547	6.45	11,878/11,794	10,911/10,902	8.15/7.56



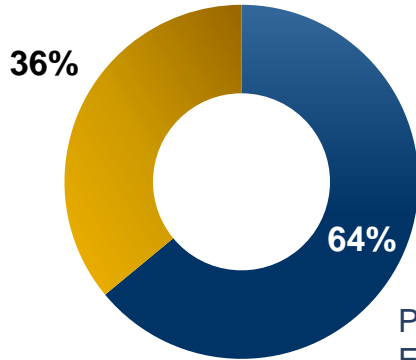
Total investment activity parameters

In terms of capital investment assimilation			
Indicator name	2013 plan, thousand RUB	Q1 2013, thousand RUB	
		plan	actual
Investments, total	6,497,805	433,831	789,032
Technical re-equipment and reconstruction	4,639,141	272,768	602,200
New construction and expansion of existing facilities	1,849,170	161,064	180,949
Fixed assets acquisition and R&D	9494	-	5833
Commissioning of fixed assets			
Commissioning of fixed assets	6,217,171	443,593	673,326
Technical re-equipment and reconstruction	4,540,108	239,811	436,884
New construction and expansion of existing facilities	1,671,569	203,781	230,659
Purchase of fixed assets	5494	-	5783
Commissioning of capacities			
	km/MVA	km/MVA	km/MVA
Commissioning of capacities, total	1 266.18/448.35	157,68/8,35	320.69/26.01
Technical re-equipment and reconstruction	832.28/260.39	95,90/4,89	237.85/15.15
New construction and expansion of existing facilities	420.74/185.86	61.78/3.47	75.95/5.54
Purchase of fixed assets	-	-	6.89/5.33



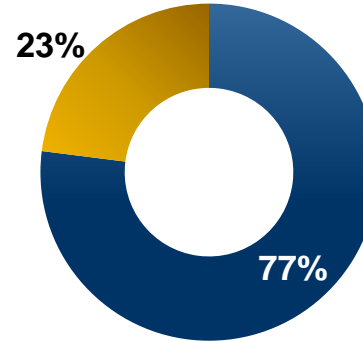
TOTAL INVESTMENT ACTIVITY PARAMETERS PER FUNDING SOURCE

2013 plan



Proprietary sources – **64%**
External sources – **36%**

Q1 2013 actual



Proprietary sources – **77%**
External sources – **23%**

All the designated objectives and investment tasks as set forth by the Investment Program of IDGC of the North-West, JSC for Q1 2013 have been achieved/fulfilled:

- ✓ the capital investment assimilation plan being 433,831 thousand RUB, one actually assimilated 789,032 thousand RUR of investment or 182%.
- ✓ fixed assets commissioning plan being 443,593 thousand RUB, one actually commissioned 673,326 thousand RUR of fixed assets or 152%.
- ✓ capacities commissioning plan being 157.68 km and 8.35 MVA, one actually put into operation 320.69 km of transmission lines and 26.01 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.