

# IR-FACTSHEET

1 QUARTER 2013

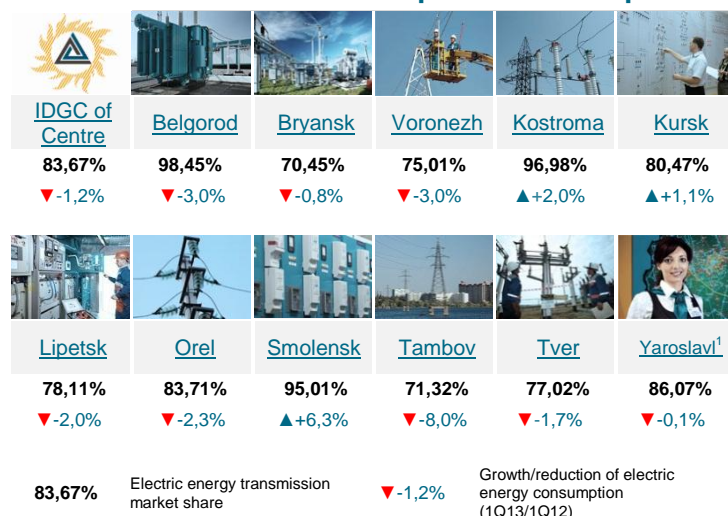
## IDGC of Centre is one of the leaders among power distribution utilities in Russia

The core business of IDGC of Centre is electric energy transmission, grid connection and energy services. The Company controls in monetary terms 84 % of the electric energy transmission market and approximately 87% of the grid connection market in 11 regions of Central Federal District of the Russian Federation with the population over 13 million people. IDGC of Centre is the second largest company out of eleven interregional distribution grid companies by the market capitalization, revenue and net profit.

Following the results of 2012 based on IDGC of Centre's IFRS statements the revenue from electric energy transmission increased by 2,3%, EBITDA - by 0,4%. Profitability indicators reached the following: EBITDA margin – 21,2%, net profit margin – 6,3%.

From 01 February 2013 IDGC of Centre also took over the functions of a supplier of last resort in 3 regions of the service area: Bryansk, Orel, and Kursk regions.

## Share of IDGC of Centre in electric energy transmission in 1Q 2013 and power consumption



<sup>1</sup> taking into account Yargorelectroset

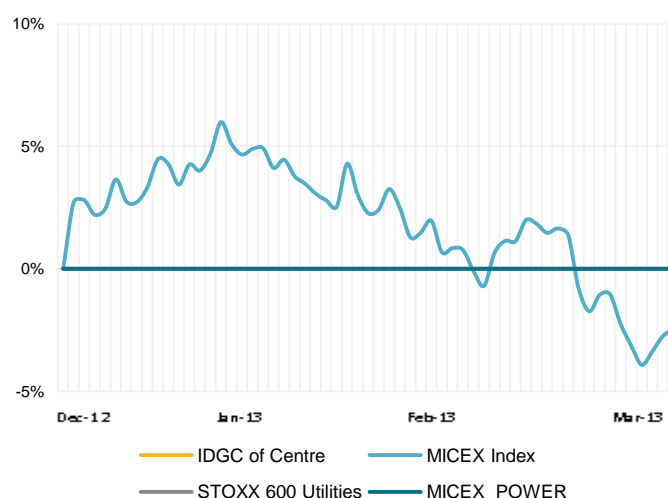
Source: operation data of SO UES

## Securities

<a href="#">Tickers</a>	MICEX: MRKC Bloomberg: MRKC RX Reuters: MRKC.MM
<a href="#">Indices</a>	MICEX PWR, MICEX SC
<a href="#">Listing</a>	A-1 at MICEX
<a href="#">Quantity of shares</a>	42 217 941 468 pc
<a href="#">Share price</a> (29.03.2013)	0,559 RUB
<a href="#">Max/min</a> (01.01.13-29.03.13)	0,6954 RUB / 0,462 RUB
<a href="#">Cap<sup>3</sup></a> (29.03.2013)	23 600 million RUB
<a href="#">Cap<sup>3</sup></a> (29.03.2013)	761 million USD

<sup>3</sup> at the price of last transaction at MICEX

## Changes in Cap and Indices for 1Q 2013



## Financial performance for 2012 (IFRS)

billion RUB, unless specified otherwise	2012	2011	2012/2011
Revenue (total), including:	69,98	69,04	1,4%
Revenue from electric energy transmission	67,49	65,95	2,3%
Revenue from grid connection	1,36	1,82	-25,3%
Other revenue	1,13	1,27	-11,0%
Operational profit	7,56	8,93	-15,3%
EBITDA <sup>4</sup>	14,85	14,79	0,4%
EBITDA margin, %	21,2%	21,4%	-0,2 p.p.
Net profit	4,43	5,53	-19,9%
Net profit margin, %	6,3%	8,0%	-1,7 p.p.
Net debt <sup>5</sup>	25,53	18,59	37,3%
Net debt/EBITDA	1,7	1,3	+0,4 unit

<sup>4</sup> EBITDA is calculated as follows: profit and total comprehensive income for the period + income tax expense + interest payable (excluding interest on obligations under finance leases and employee benefits) + depreciation

<sup>5</sup> Net debt is calculated as follows: short-term and long-term credits and loans – cash and cash equivalents

## 8 investment highlights of IDGC of Centre

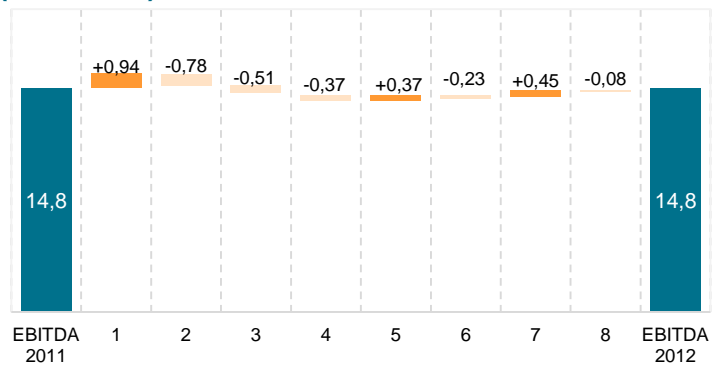


- Operation in 11 regions of Central Russia with stable outlook for economic growth
- Leader in innovations implementation in the sector
- Stable financial position
- Development of value added services in electric energy
- Corporate governance rating **NCGR 7+** – the highest among peers
- Credit rating S&P '**BB**'; outlook – stable
- Approved dividend policy and positive dividend history
- Receipt of additional revenue from the performance of the functions of a supplier of last resort

## Key events in 1Q 2013

Date	Statement
13 February	A meeting with analysts of Investment Bank Goldman Sachs
04 March	One-on-one meetings with minority shareholders of IDGC of Centre
06 March	Financial results publication for 2012 (RAS)

## EBITDA change analysis (IFRS 2012)



- (1) Revenue
- (2) Payroll
- (3) Services of FGC UES
- (4) Services of TGC
- (5) Purchased electric energy for compensation of losses
- (6) Raw and materials
- (7) Other OPEX
- (8) Other income

## IR Calendar for 2Q 2013

Date	Statement
April	Meetings with representatives of investment funds, banks and private investors in the framework of IC «ATON» Utilities Day
03 April	Financial results publication for 2012 (IFRS)
16-17 April	Annual Sberbank Investment Forum «Russia 2013»
21-23 May	4-th VTB Capital Investment Forum Russia Calling: London Session
June	AGM following the results of 2012

## Key resolutions of Board of Directors and the Strategy and Development Committee of IDGC of Centre

Date	BD Resolution
13.03.2013	On consideration of the Investment Program of IDGC of Centre for the period of 2013-2018
28.03.2013	On determination of the credit policy of IDGC of Centre: the Company's public borrowing by issuing bonds

Date	SDC Resolution
12.03.2013	On consideration of the Development Strategy of OJSC "Energy Service Company"
15.03.2013	Preliminary consideration of the interim report of General Director of the Company «On the implementation of the 2012 Program to consolidate power grid assets of IDGC of Centre for 2011-2015»

## Ratings

Agency	Scale	Rating	Outlook
S&P	international, foreign currency	BB	Stable
S&P	international, Russian currency	B	-
S&P	national (Russia)	ruAA-	-
National Rating Agency	-	AA-	Positive

## IDGC of Centre

### Investor relations

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