



# MOSENERGO Presentation of 1H2010 IFRS Results

September, 2010



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## 1H2010 Results

#### Operating Highlights<sup>1</sup>

	1H2009	1H2010	Change
Electricity Output, mn kWh	32,216	31,934	-0.9%
Electricity Sales, mn kWh	32,595	31,711	-2.7%
Heat Output, thous Gcal	38,126	40,980	+7.5%
Heat Rate, grf/kWh	229	239	+4.4%

#### Financial Highlights, mn RR

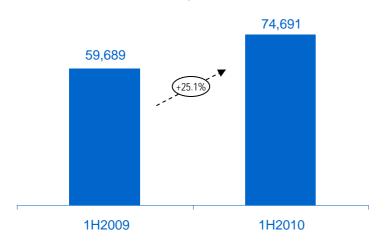
	1H2009	1H2010	Change
Revenue	59,689	74,691	+25.1%
Variable Costs	39,116	53,803	+37.5%
Fixed Costs <sup>2</sup>	9,611	11,362	+18.2%
EBITDA	9,683	9,959	+2.9%
Depreciation of PP&E	5,789	6,003	+3.7%
Operating Profit	3,894	3,956	+1.6%
Profit for the Period	3,562	4,237	+19.0%

<sup>&</sup>lt;sup>1</sup> Mosenergo Management Report Data <sup>2</sup> Excluding depreciation of PP&E

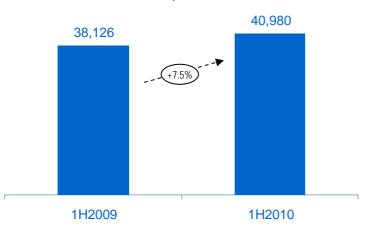


## Revenue

#### Revenue, mn RUR



#### Heat Sales, thous Gcal



#### Electricity Sales, mn kWh



#### Prices and Tariffs<sup>1</sup>

	1H2009	1H2010	Change
Average Electricity Price, RUR/MWh	573	763	+33.2%
Average Heat Tariff, RUR/Gcal	723	884	+22.3%

<sup>1</sup> Mosenergo Management Report Data

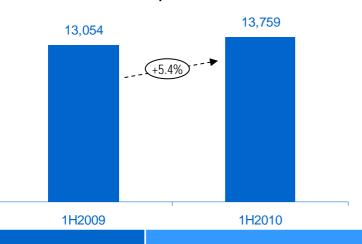


## Expenses

#### Variable Cost Structure, mn RUR

Variable Costs	1H2009	1H2010	Change
Cost of materials, including.	28,538	39,612	+38.8%
Fuel expenses	25,267	36,273	+43.6%
Purchased heat and electricity	2,251	2,476	+10.0%
Water usage	578	462	-20.1%
Other materials	442	401	-9.7%
Heat transmission	10,578	14,191	+34.2%
Total VC	39,116	53,803	+37.5%

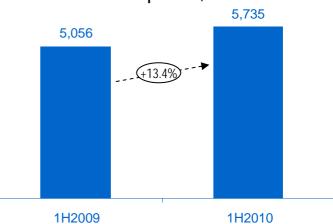
#### Fuel Consumption, thous trf



#### Fixed Cost Structure, mn RUR

Fixed Costs	1H2009	1H2010	Change
Personnel expenses, including.	5,056	5,735	+13.4%
Termination benefits	46	481	+945.7%
Personnel expenses from restructured operations	73	253	+246.6%
Maintenance & repairs	786	1,242	+58.0%
Taxes other than income tax	1,231	1,338	+8.7%
Other external suppliers	1,202	1,206	+0.3%
Other operating expenses	1,336	1,841	+37.8%
Total FC	9,611	11,362	+18.2%

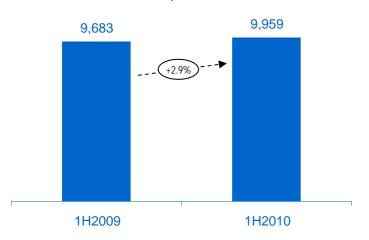
#### Personnel Expenses, mn RUR





## **EBITDA & Net Profit**

EBITDA, mn RUR

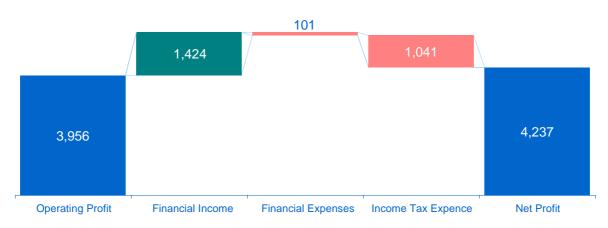


#### Operating Profit Composition, mn RUR

	1H2009	1H2010	Change
Revenue	59,689	74,691	+25.1%
Other operating income	255	433	+69.8%
Other operating expenses	1,336	1,841	+37.8%
Variable costs	39,116	53,803	+37.5%
Fixed costs <sup>1</sup>	9,611	11,362	+18.2%
Depreciation of PP&E	5,789	6,003	+18.2%
Loss from change in fair value of investment property	1,534	-	-100.0%
Operating profit	3,894	3,956	+1.6%

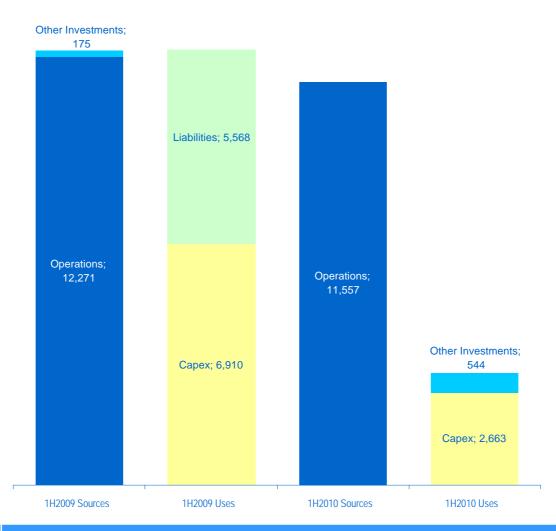
<sup>&</sup>lt;sup>1</sup> Excluding depreciation

#### Net Profit Bridge, mn RUR





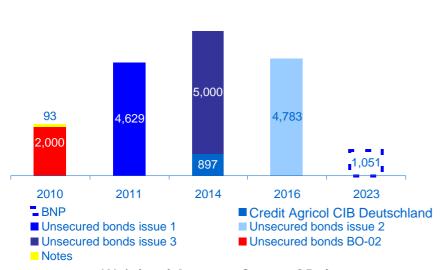
#### Sources and Uses of Cash, mn RUR





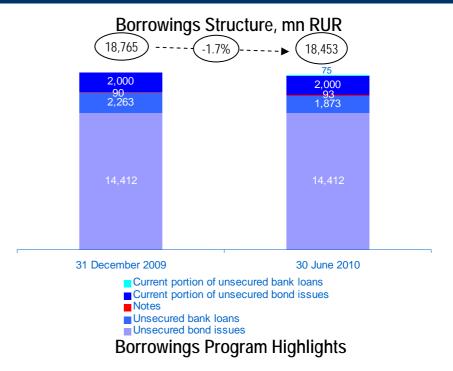
### **Debt and Liabilities**

#### Maturity Profile as of 30 June 2010, mn RUR



#### Weighted Average Costs of Debt





- Increase of share of long-term borrowings in the total loan portfolio
- Reduction of the average cost of debt
- Reduction of the total borrowings amount



## Thank You for Your Attention!

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