

# MOSENERGO

## 1H 2012 IFRS Results

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## Operational Highlights<sup>1</sup>

	1H 2011	1H 2012	Change
Electricity Output, mn kWh	34,210	32,188	-5.9%
Electricity Sales, mn kWh	36,644	34,733	-5.2%
Heat Output, th.Gcal	40,028	39,831	-0.5%
Fuel Rate on Electricity, g/kWh	238.1	238.4	+0.1%
Fuel Rate on Heat, kg/Gcal	165.3	165.5	+0.1%

## Financial Highlights, mn RUR

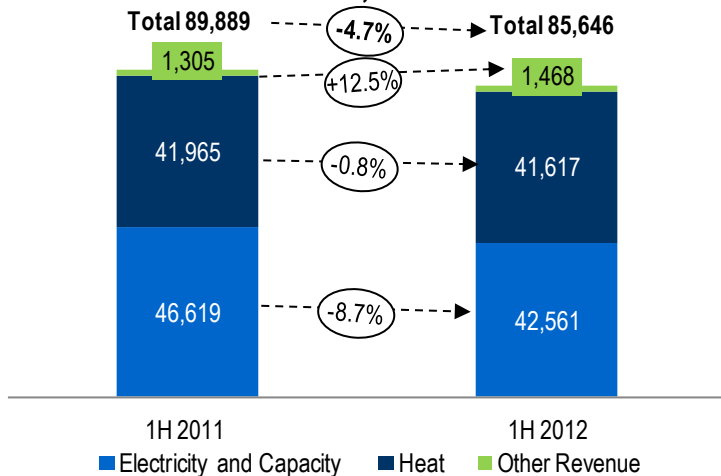
	1H 2011	1H 2012	Change
Revenue	89,889	85,646	-4.7%
Variable Costs	(65,539)	(63,581)	-3.0%
Fixed Costs <sup>2</sup>	(9,868)	(10,778)	+9.2%
EBITDA <sup>3</sup>	14,994	12,317	-17.9%
Depreciation of PP&E	(6,115)	(6,689)	+9.4%
Operating Profit	8,879	5,628	-36.6%
Profit for the Period	7,523	5,133	-31.8%

<sup>1</sup> Management report data

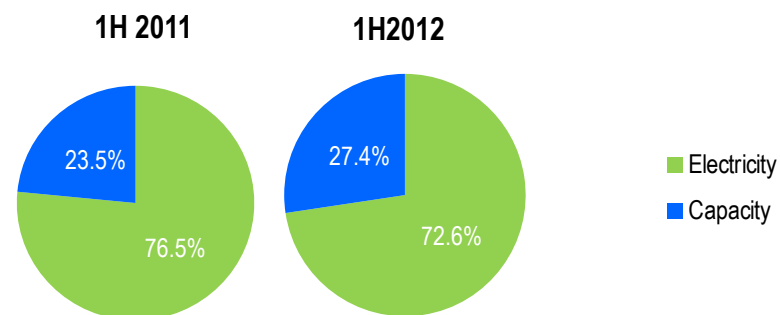
<sup>2</sup> Excluding depreciation of PP&E

<sup>3</sup> EBITDA = Revenue + Other operating income – Operating costs (including: Cost of materials, Heat transmission, Personnel expenses, Maintenance and repairs expenses, Taxes other than income tax, Other external supplies, Other operating expenses)

## Revenue, mn RUR



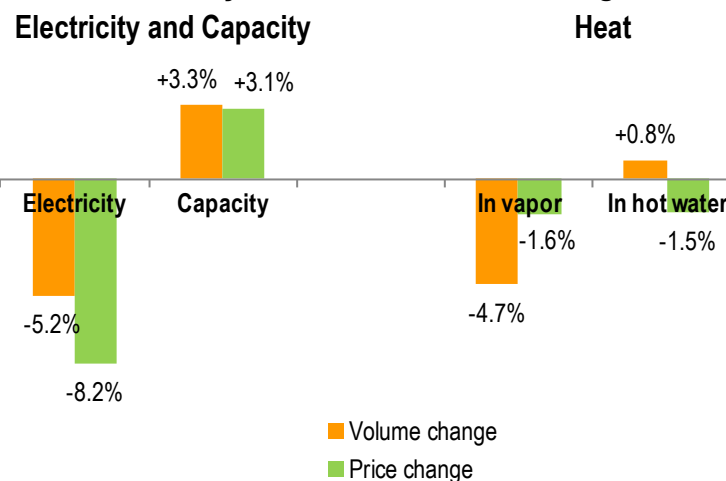
## Electricity and Capacity Revenue Structure<sup>1</sup>



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

	1H 2011	1H 2012	Change
Average Electricity Price, th.RUR/MWh	0.97	0.89	-8.2%
Average Heat Tariff, RUR/Gcal	1,042	1,026	-1.5%
Average price for new capacity, RUR/MW per month	482,439	483,327	+0.2%
Average price for old capacity, RUR/MW per month	118,531	118,222	-0.3%

## Factor Analysis of the Revenue Change<sup>1</sup>



<sup>1</sup> Management report data

# Expenses: Variable Costs

### Variable Costs Structure, mn RUR

Variable Costs	1H 2011	1H 2012	Change
<u>Cost of materials, incl.:</u>	49,525	48,419	-2.2%
<i>Fuel expenses</i>	43,155	42,322	-1.9%
<i>Purchased heat and electricity</i>	5,437	5,196	-4.4%
<i>Water usage expenses</i>	531	559	+5.3%
<i>Other materials expenses</i>	402	342	-14.9%
<u>Heat transmission</u>	16,014	15,162	-5.3%
<b>Total Variable Costs</b>	<b>65,539</b>	<b>63,581</b>	<b>-3.0%</b>

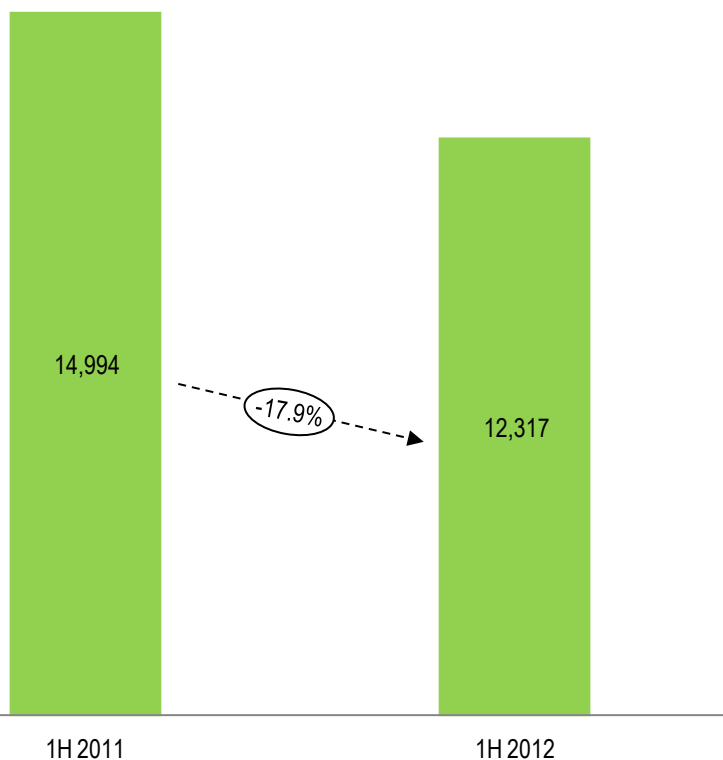
### Fixed Costs Structure, mn RUR

Fixed Costs	1H 2011	1H 2012	Change
<u>Personnel expenses, incl.:</u>	4,681	4,427	-5.4%
<i>Wages and salaries</i>	3,485	3,333	-4.4%
<i>Payroll tax</i>	1,005	921	-8.4%
<i>Termination benefits</i>	49	11	-77.6%
<i>Other</i>	142	162	+14.1%
<u>Maintenance and repairs expenses</u>	1,446	1,991	+37.7%
<u>Other external suppliers</u>	1,307	1,972	+50.9%
<u>Taxes other than income tax</u>	1,188	1,025	-13.7%
<u>Other operating expenses</u>	1,246	1,363	+9.4%
<b>Total Fixed Costs</b>	<b>9,868</b>	<b>10,778</b>	<b>+9.2%</b>

### Depreciation of PP&E, mn RUR

	1H 2011	1H 2012	Change
Depreciation of PP&E	6,115	6,689	+9.4%

## EBITDA, mn RUR



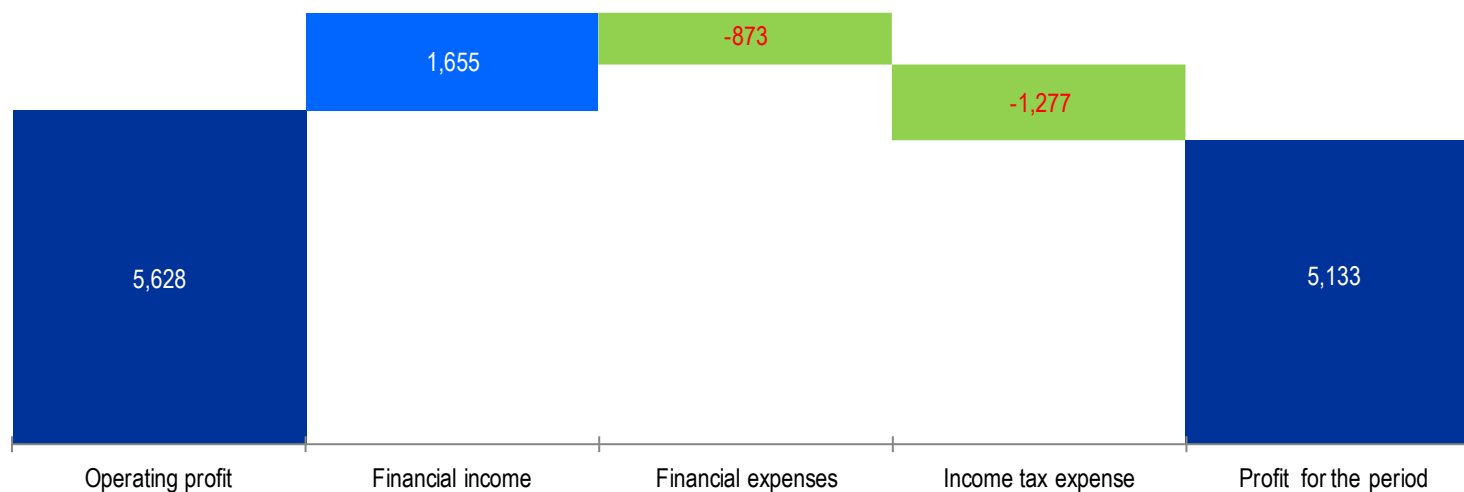
## EBITDA Downside Factors

- Reduction of electricity prices at the day-ahead market.
- Decrease of electricity and heat output
- Changes in the procedure of awarding of the status “must-run generator”
- Increase of maintenance and repairs expenses and other production process related services due to installed capacity growth and OOO “TSK” consolidation
- Increase of price and reserve fuel usage

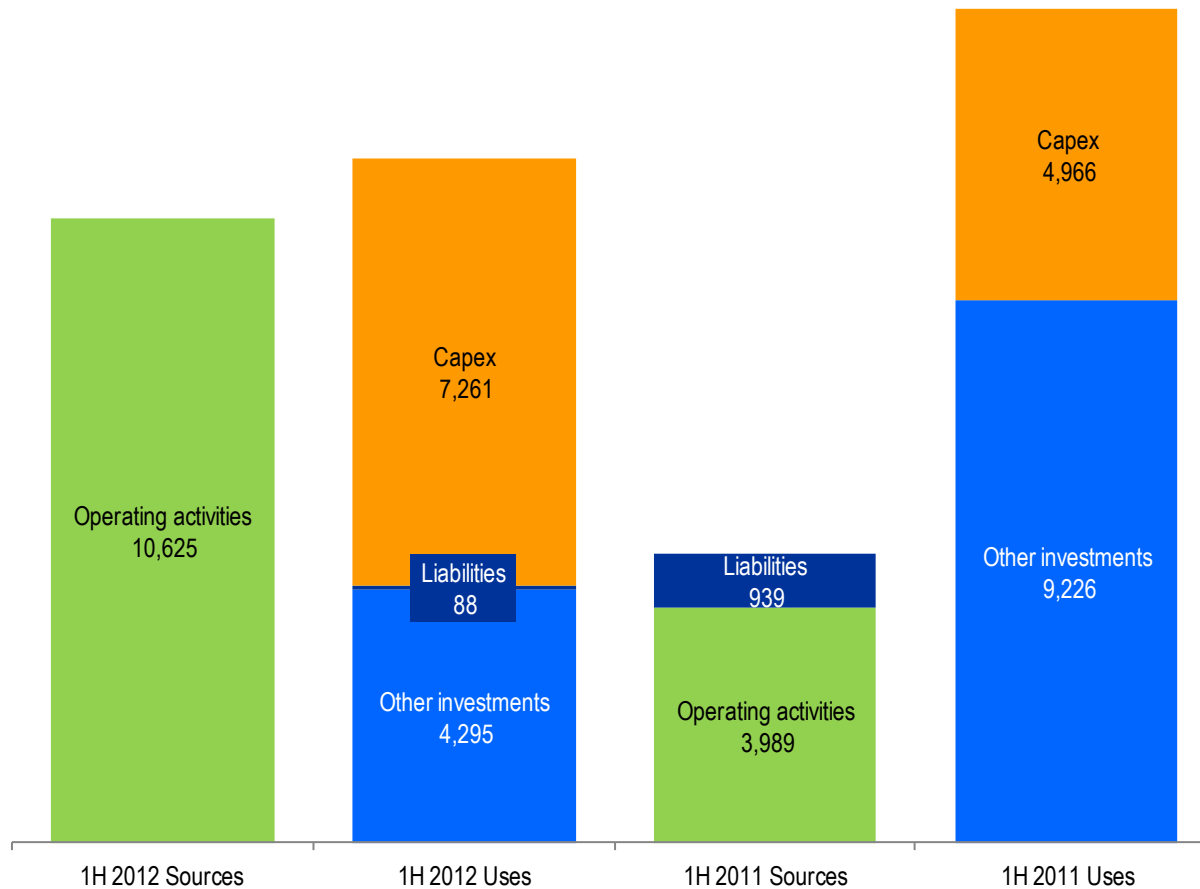
## Operating Profit Composition, mn RUR

	1H 2011	1H 2012	Change
Revenue	89,889	85,646	-4.7%
Other operating income	512	1,030	+101.2%
Variable costs	(65,539)	(63,581)	-3.0%
Fixed costs	(9,868)	(10,778)	+9.2%
Depreciation of PP&E	(6,115)	(6,689)	+9.4%
<b>Operating profit for the year</b>	<b>8,879</b>	<b>5,628</b>	<b>-36.6%</b>

## Total Comprehensive Income Bridge, mn RUR

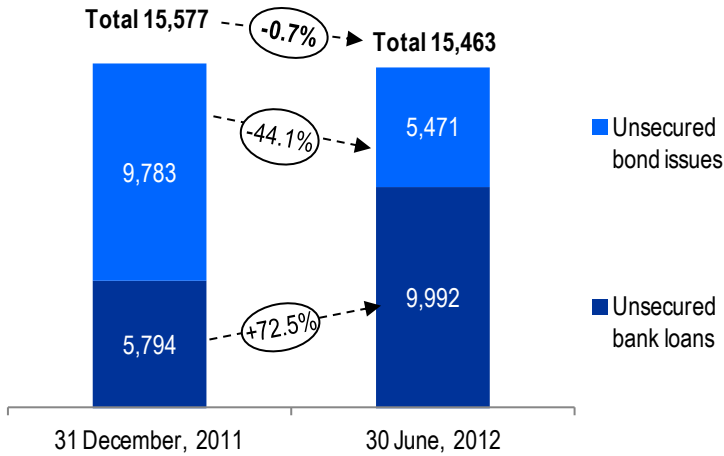


## Sources and Uses of Cash, mn RUR

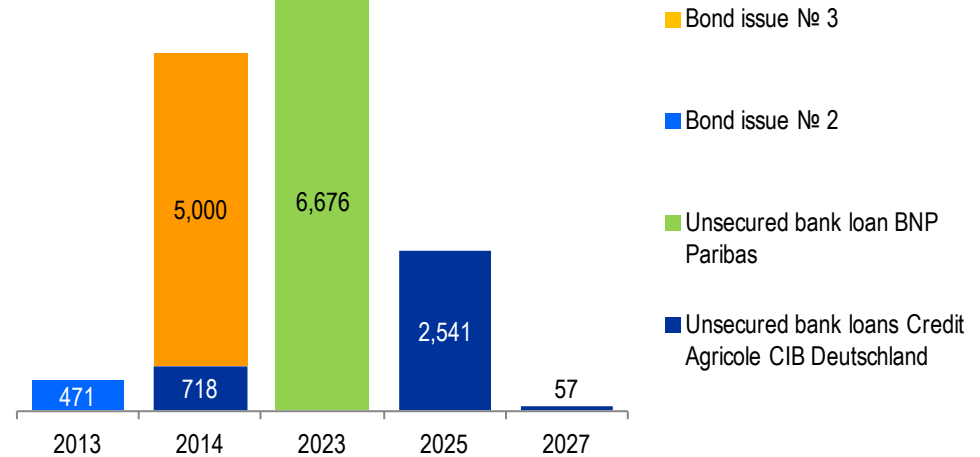




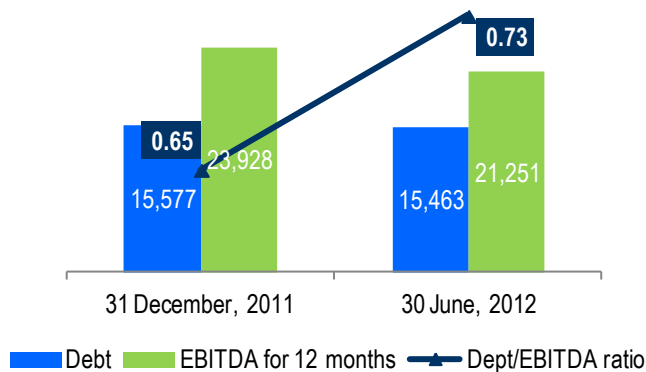
### Borrowings Structure, mn RUR



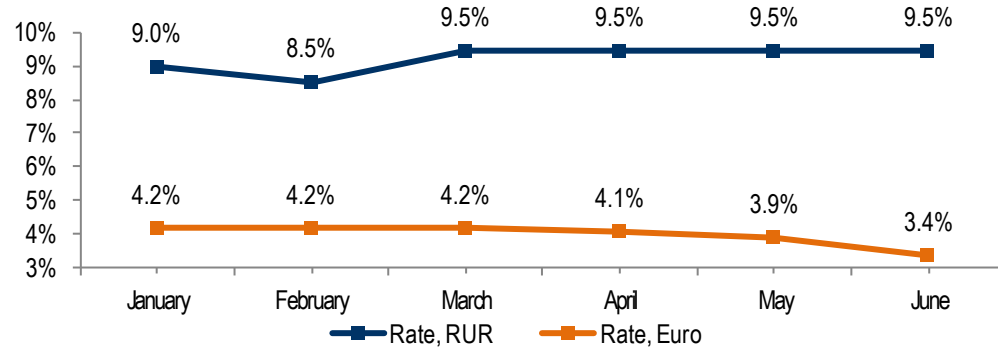
### Maturity Profile as of June 30, 2012, mn RUR (book values)



### Debt to EBITDA ratio <sup>1</sup>



### Weighted Average Costs of Debt



<sup>1</sup> EBITDA for 12 months ended June 30, 2012 = EBITDA for 2011 + EBITDA for 6 months 2012 – EBITDA for 6 months 2011

# Thank You for Your Attention!

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