



# JSC TGC-1

## 3M 2013 IFRS Results

May 27, 2013  
Saint Petersburg

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## Operational Highlights

	3M 2012	3M 2013	Change
Installed Capacity, MW	7,024	7,238*	+3.0%
Electricity Production, mn kWh, Including:	8,501	8,989	+5.7%
CHP	5,635	5,824	+3.4%
HPP	2,865	3,165	+10.5%
Electricity Sales Including Purchased Energy, mn kWh	9,762	10,282	+5.3%
Capacity Sales, MW per Month	5,355	5,777	+7.9%
Heat Output, thous Gcal	10,865	10,827	-0.3
Useful Heat Output Including Purchased Energy, thous Gcal	10,881	10,587	-2.7
Fuel Rate on Electricity**, g/kWh	277.0	274.3	-1.0%
Fuel Rate on Heat**, kg/Gcal	136.5	137.2	+0.5%
Installed Capacity Utilization Factor, %**	55.5	56.8	+1.3 p.p.
CHP	62.9	61.3	-1.6 p.p.
HPP	45.0	50.0	+5.0 p.p.

\* As of 01.05.2013.

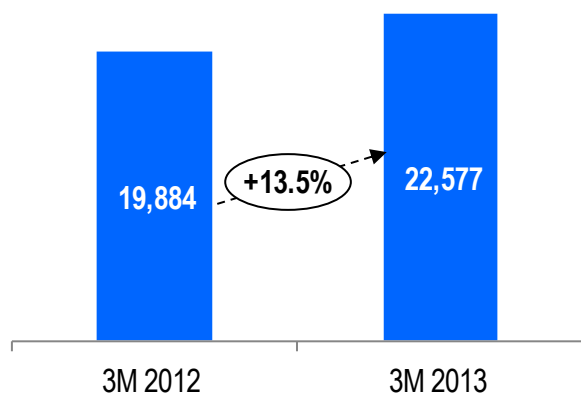
\*\* Without Murmanskaya CHP.

## Financial Highlights, mn RUR

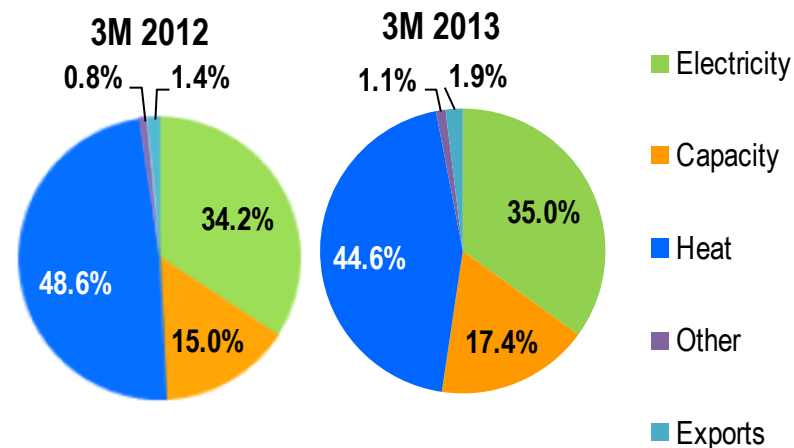
	3M 2012	3M 2013	Change
Revenue	19,884	22,577	+13.5%
Operating Expenses, incl.:	(16,091)	(17,540)	+9.0%
Fixed Costs	(3,057)	(3,144)	+2.8%
Variable Costs	(11,834)	(12,972)	+9.6%
Depreciation and amortization of property, plant and equipment, intangible assets and investment property	(1,362)	(1,696)	+24.5%
Operating Income	162	272	+67.0%
Operating Profit	3,793	5,037	+32.8%
Profit Before Income Tax	3,354	4,426	+31.9%
EBITDA ***	5,155	6,733	+30.6%
Profit	2,745	3,425	+24.7%

\*\*\* For the purpose of business planning TGC-1 calculates EBITDA as "Operating profit + Depreciation of property, plant and equipment, intangible assets and investment property".

### Revenue, mn RUR



### Revenue Structure



### Prices and tariffs, mn RUR

Показатель	3M 2012	3M 2013	Change
Average electricity price, thous RUR/MWh	761.1	849.6	+11.6%
Average heat tariff, RUR/Gcal	828.8	915.7	+10.5%
Average new capacity price, RUR/MWh per month	552,878.3	575,197.8	+4.0%
Average old capacity price RUR/MWh per month	123,687.9	137,420.9	+11.1%

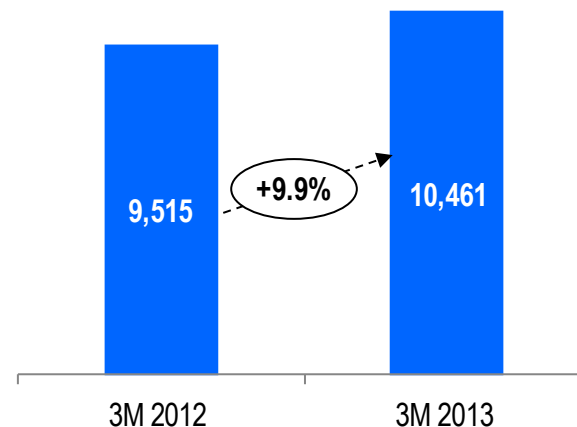
### Revenue Change Factors, 2012

- A 11.8% increase of the electricity sale price at the “day-ahead” market: from 804.7 RUR/MWh in 1Q 2012 to 899.7 RUR/MWh in 1Q 2013.
- New capacity performance, including supply of capacity to the wholesale market since 01.01.2013 by Pravoberezhnaya CHP (CCGT 450).
- Growth of the sale price at competitive power takeoff, resulting from gradual indexation in 2012: from 132,5 thous RUR/MWh in 1Q 2012 to 153,9 thous RUR/MWh in 1Q 2013.
- Increased heat tariffs in 2H 2012.
- New heat consumers.

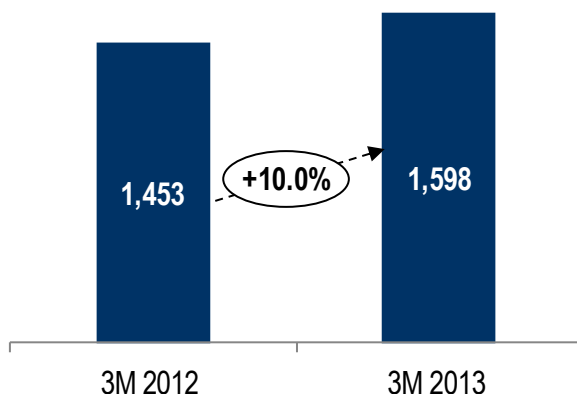
## Variable Costs, mn RUR

	3M 2012	3M 2013	Change
Fuel	9,515	10,461	+9.9%
Electricity, Capacity and Heat Purchases	1,453	1,598	+10.0%
Water Usage Expenses	542	582	+7.4%
Other Materials	110	123	+11.8%
Heat Transmission	214	208	-2.8%
<b>Total Variable Costs</b>	<b>11,834</b>	<b>12,972</b>	<b>+9.6%</b>

## Fuel Expenses, mn RUR



## Electricity, Capacity and Heat Purchases Expenses, mn RUR



## Variable Costs Change Factors

- Increased fuel costs due to gas price indexation.
- Growth of electricity, capacity and heat purchases expenses, resulting from growing prices at the “day-ahead” and balancing market, as well as, from growing purchases for export.
- Increase of the other materials growth due to the increased in-house repairs portion.
- Lower expenses for heat transmission, on the account of decrease in the volume of useful heat output.

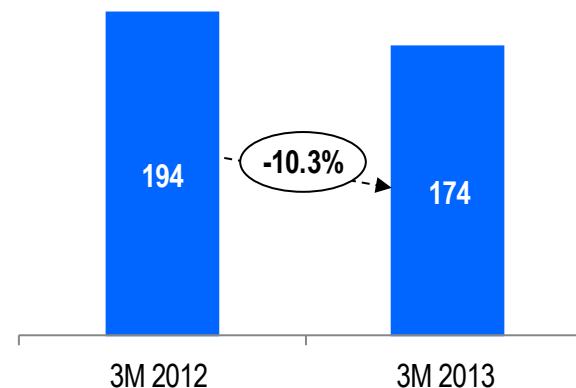
## Fixed Costs, mn RUR

	3M 2012	3M 2013	Change
Employee Benefits	1,706	1,721	+0.9%
Repairs and Maintenance	194	174	-10.3%
Taxes other than Income Tax	146	283	+93.8%
Fees of Electricity Market Operators	175	202	+15.4%
Rent	70	102	+45.7%
Insurance Cost	42	63	+50.0%
Other	724	599	-17.3%
<b>Total Fixed Costs</b>	<b>3,057</b>	<b>3,144</b>	<b>+2.8%</b>

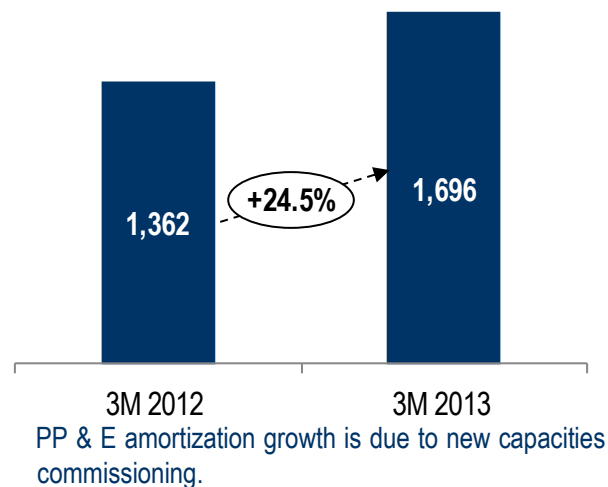
## Fixed Costs Change Factors

- Growth of employee benefits due to indexation in 2H 2012.
- Increased fees of electricity market operators due to new capacities at market.
- Growth of insurance costs for dangerous objects, resulting from changes in legislation.
- Lower repairs and maintenance expenses on the back of the increased in-house repairs portion and changes in the repairs schedule.
- Increased taxes due to the low-base effect of 1Q 2012, as a result of correction of TGC-1 property tax charge, on the back of a granted allowance.

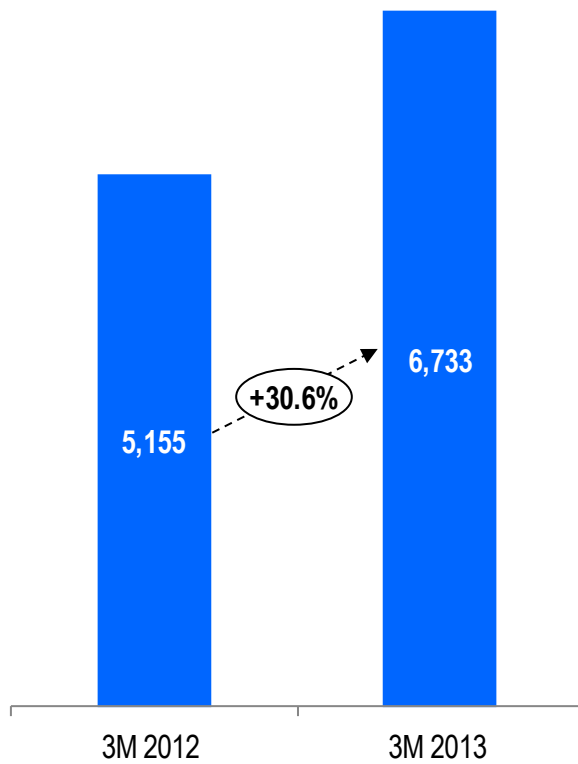
## Repairs and Maintenance, mn RUR



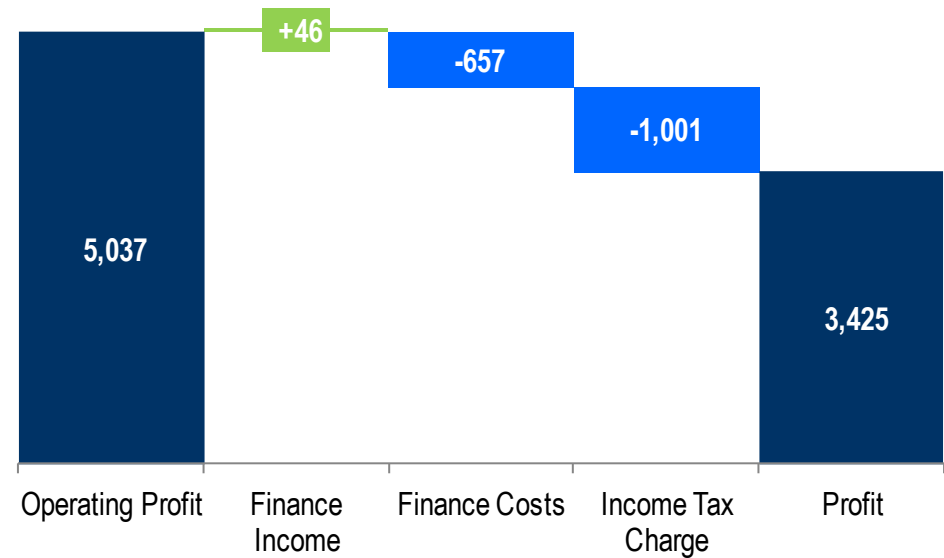
## Depreciation and Amortization, mn RUR



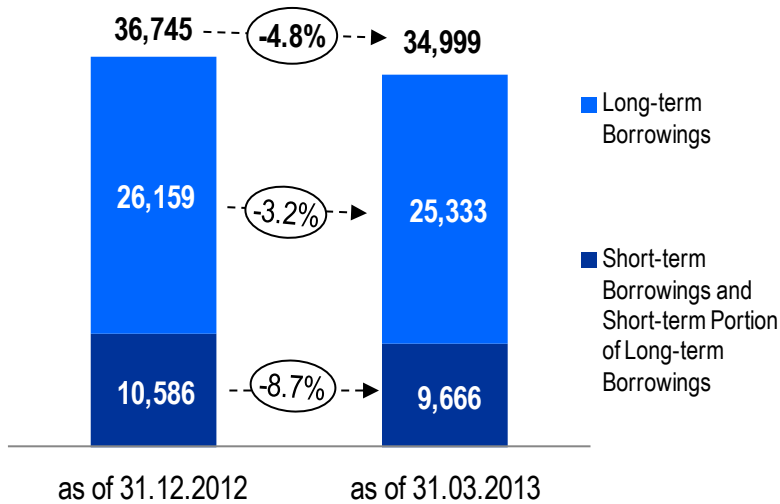
EBITDA, mn RUR



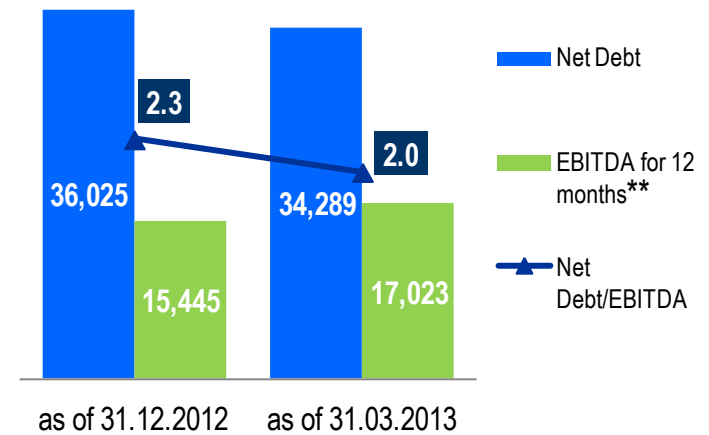
Profit Bridge for 3M 2013, mn RUR



### Debt Structure, mn RUR



### Net Debt\*/ EBITDA



\* Net debt = Total amount of borrowings less Cash and cash equivalents.

\*\* EBITDA for 12 months, ended March, 31 2013 = EBITDA for 2012 + EBITDA for 3 months of 2013 – EBITDA for 3 months of 2012

## Debt Portfolio Management

- The weighted average effective interest rate for the debt portfolio for the 3 months of 2013 amounted (cumulatively, year to date) to 8.7%.
- Four bond issues series 01-04 of TGC-1 are traded on MICEX-RTS.



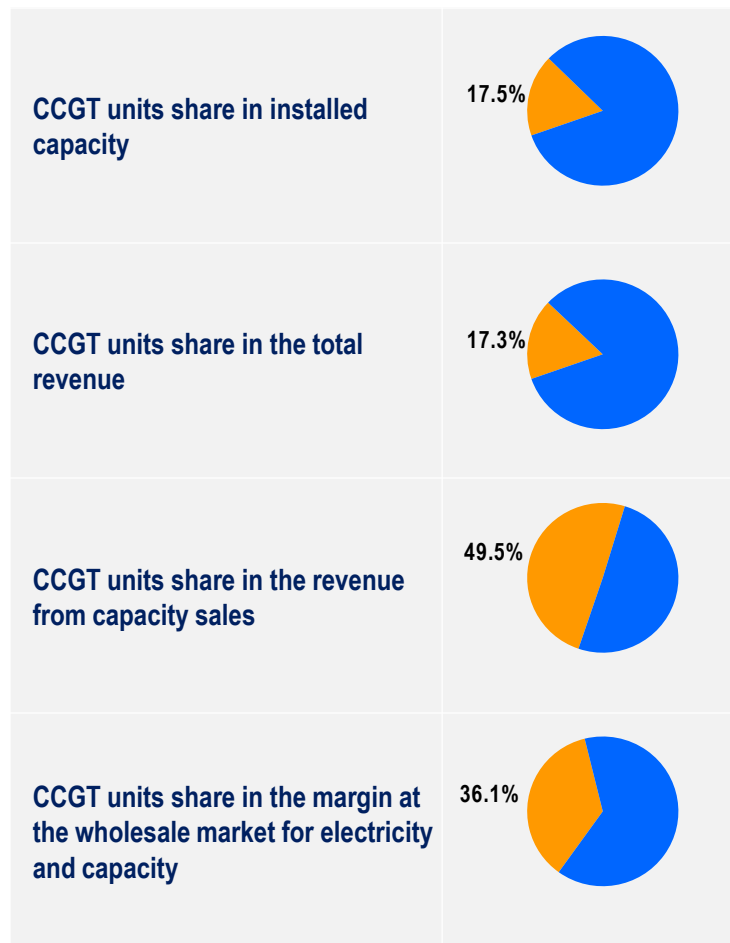
## Operational Performance for 3M 2013

	Uzhnaya CHP (CCGT 450)	Pervomayskaya CHP (CCGT 180 #1)	Pervomayskaya CHP (CCGT 180 #2)	Pravoberezhnaya CHP (CCGT 450)	CCGT Total
Electricity Production, mn kWh	727.0	321.5	312.6	98.5	1,459.5
Heat Output, thous Gcal	331.7	158.0	157.6	34.3	681.6
Fuel Rate on Electricity, g/kWh	235.2	233.9	231.0	222.5	233.1
Fuel Rate on Heat, kg/Gcal	125	125	125	125	125

## Financial Performance\* for 3M 2013

mn RUR	Uzhnaya CHP (CCGT 450)	Pervomayskaya CHP (CCGT 180 #1)	Pervomayskaya CHP (CCGT 180 #2)	Pravoberezhnaya CHP (CCGT 450)	CCGT Total
Revenue, including	1,632.4	723.2	728.4	704.4	3,788.4
Electricity	724.7	300.7	298.1	94.4	1,418.0
Capacity	699.4	323.2	331.3	588.5	1,942.5
Heat	208.2	99.2	99.0	21.5	427.9
Purchased Energy	73.5	10,6	12.1	21.0	117.1
Fuel	701.7	304.5	294.9	86.7	1,387.7
Margin	857.2	408.1	421.5	596.8	2,283.5

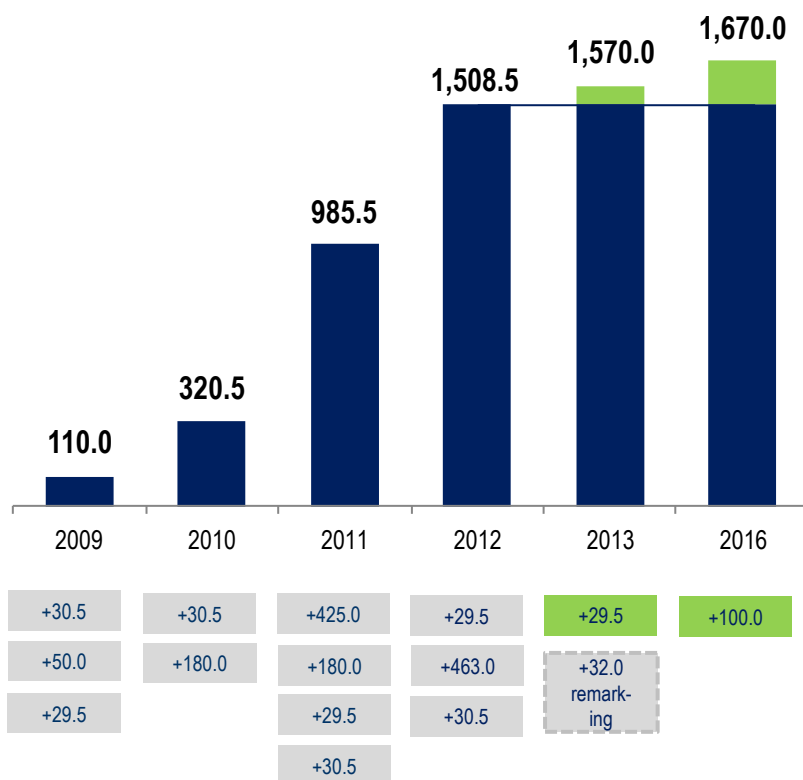
## Comparative Performance\* for 3M 2013



\* Management report data.

# Appendix

## New Capacity Commissioning under CSA, MW (Cumulatively)



## Commissioned Capacity (as of 01.01.2013)

Station	Year of Commissioning	Electric Power, MW	Supply of capacity to the wholesale market
Svetogorskaya HPP (Hydraulic Unit 3)	2009	30.5	01.01.2011*
Vasileostrovskaya CHP	2009	50.0	01.01.2011
Lesogorskaya HPP (Hydraulic Unit 1)	2009	29.5	01.01.2011*
Svetogorskaya HPP (Hydraulic Unit 1)	2010	30.5	01.01.2011*
Pervomayskaya CHP	2010	180.0	01.03.2011
Uzhnaya CHP	2011	457.0**	01.04.2011
Pervomayskaya CHP	2011	180.0	01.01.2012
Lesogorskaya HPP (Hydraulic Unit 2)	2011	29.5	01.07.2011***
Svetogorskaya HPP (Hydraulic Unit 4)	2011	30.5	01.01.2012***
Lesogorskaya HPP (Hydraulic Unit 3)	2012	29.5	01.01.2013****
Pravoberezhnaya CHP	2012	463.5	01.01.2013
Svetogorskaya HPP (Hydraulic Unit 2)	2012	30.5	01.04.2013
<b>Total</b>		<b>1,540.5</b>	

\* Competitive power takeoff since 2012 \*\* Remarking +32 MW Since 2013

\*\*\* Competitive power takeoff since 2013 \*\*\*\* Competitive power takeoff since 2014

## Plan of Commissioning 2013-2016

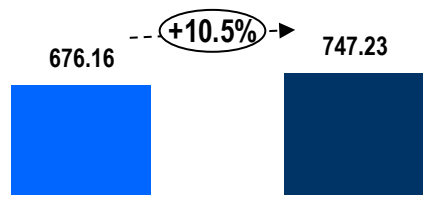
Station	Year of Commissioning	Electric Power, MW	Supply of capacity to the wholesale market
Lesogorskaya HPP (Hydraulic Unit 4)	2013	29.5	01.01.2014
Tsentralnaya CHP	2016	50.0	01.01.2017
		50.0	
<b>Total</b>		<b>129.5</b>	

# Dynamics of Sale Prices for Electricity at the Day-ahead Market

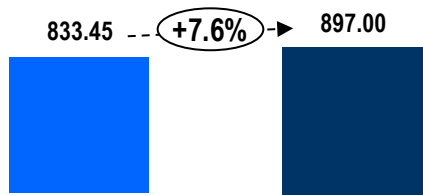
TGC-1's Regional Sale Prices for Electricity at the Day-ahead Market, RUR/ MWh



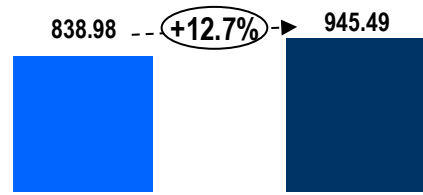
Kolsky Branch



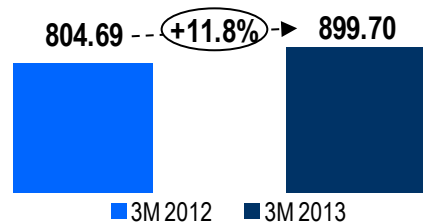
Karelsky Branch



Nevsky Branch

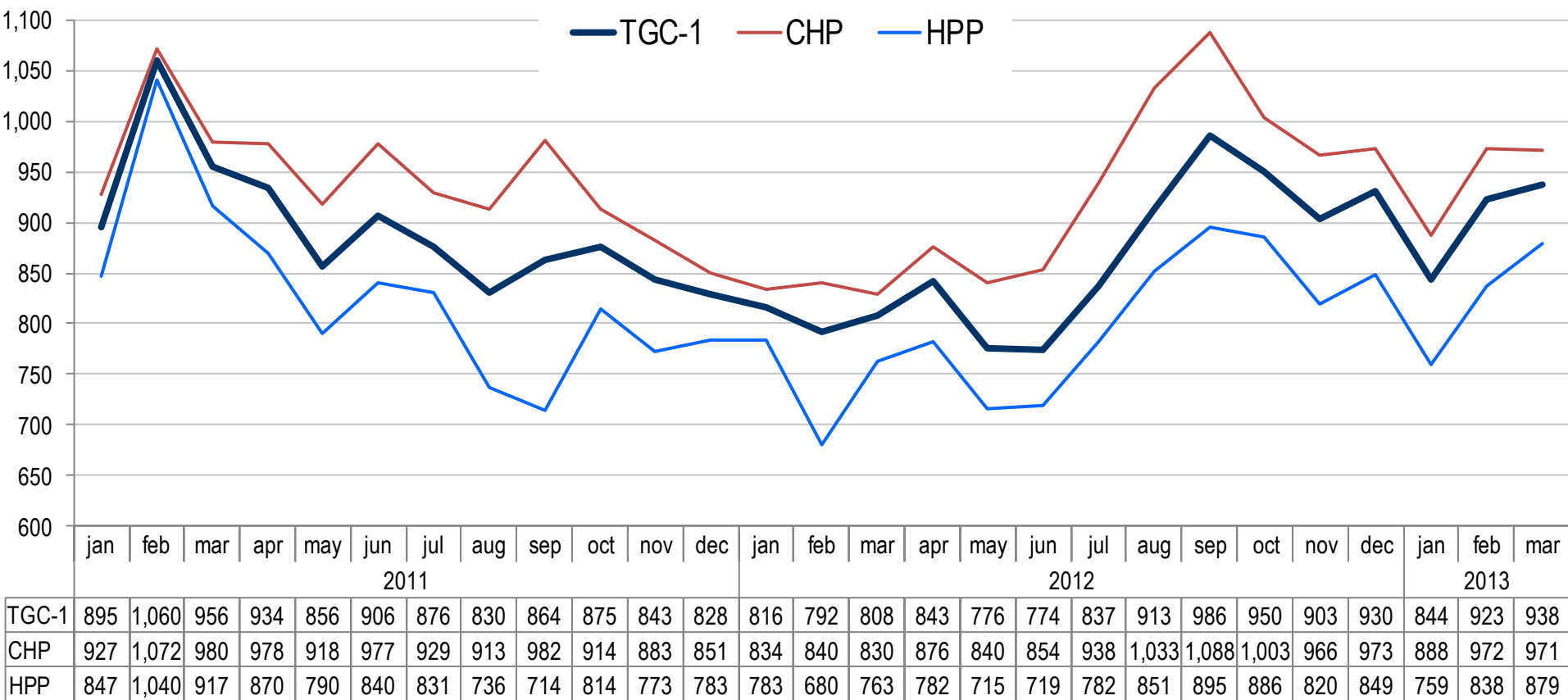


TGC-1



■ 3M 2012 ■ 3M 2013

TGC-1's Sale Price for Electricity at the Day-ahead Market, RUR/MWh



# Thank you for Your Attention!

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