



JSC TGC-1

9M 2012 IFRS Results

December 3, 2012
Saint Petersburg

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Operational Highlights

	9M 2011	9M 2012	Change
Installed Capacity, MW	6,837	6,870*	+0.5%
Electricity Production, mn kWh, Including:	20,718	21,617	+4.3%
CHP	11,556	11,593	+0.3%
HPP	9,162	10,024	+9.4%
Electricity Sales Including Purchased Energy, mn kWh	23,948	25,201	+5.2%
Capacity Sales, MW per Month	4,763	5,056	+6.2%
Heat Output, thous Gcal	18,270	17,629	-3.5%
Useful Heat Output Including Purchased Energy, thous Gcal	18,240	17,855	-2.1%
Fuel Rate on Electricity**, g/kWh	293.62	288.86	-1.6%
Fuel Rate on Heat**, kg/Gcal	140.24	140.42	+0.1%
Installed Capacity Utilization Factor, %**	47.3	47.3	0.0 p.p.
CHP	46.6	43.8	-6.0 p.p.
HPP	48.1	52.2	+8.5 p.p.

* As of 01.10.2012

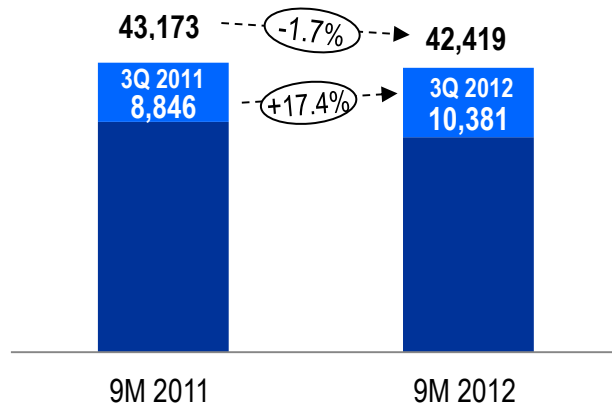
** Without Murmanskaya CHP

Financial Highlights, mn RUR

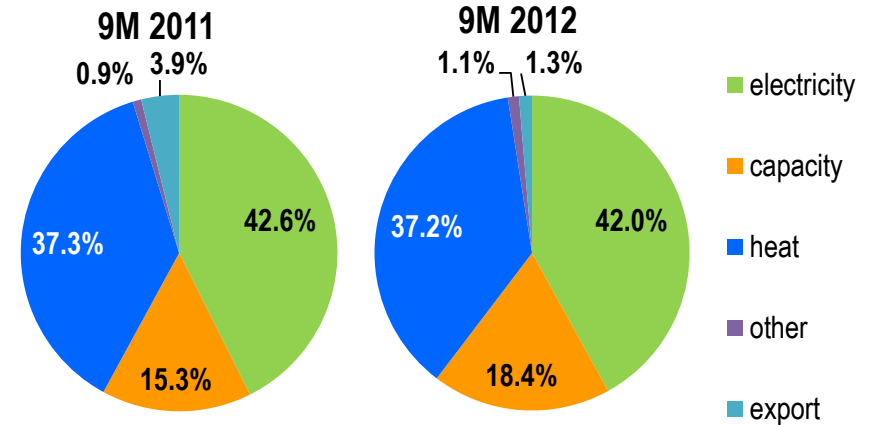
	9M 2011	9M 2012	Change
Revenue	43,173	42,419	-1.7%
Operating Expenses, incl.:	(37,380)	(36,226)	-3.1%
Fixed Costs	10,190	9,768	-4.1%
Variable Costs	24,387	24,057	-1.4%
Depreciation of property, plant and equipment and intangible assets	(3,422)	(4,088)	+19.5%
Operating Income	619	1,688	+172.5%
Operating Profit	5,793	6,193	+6.9%
Profit Before Income Tax	4,617	4,902	+6.2%
EBITDA***	9,215	10,281	+11.6%
Profit	3,699	3,384	-8.5%

*** For the purpose of business planning EBITDA calculates as EBITDA = Operating profit + Depreciation of property, plant and equipment and intangible assets

9M Revenue, mn RUR



Revenue Structure



Prices and tariffs, mn RUR

	9M 2011	9M 2012	Change	3Q 2011	3Q 2012	Change
Average electricity price, thous RUR/MWh	834.0	763.4	-8.5%	773.6	818.4	+5.8%
Average heat tariff, RUR/Gcal	824.2	829.7	+0.7%	801.5	860.5	+7.4%
Average new capacity price, RUR/MWh per month	374,651.9	476,487.8	+27.2%	376,971.5	438,551.3	+16.3%
Average old capacity price, RUR/MWh per month	129,091.1	113,218.2	-12.3%	106,174.2	109,168.7	+2.8%

Revenue Change Factors, 3Q 2012

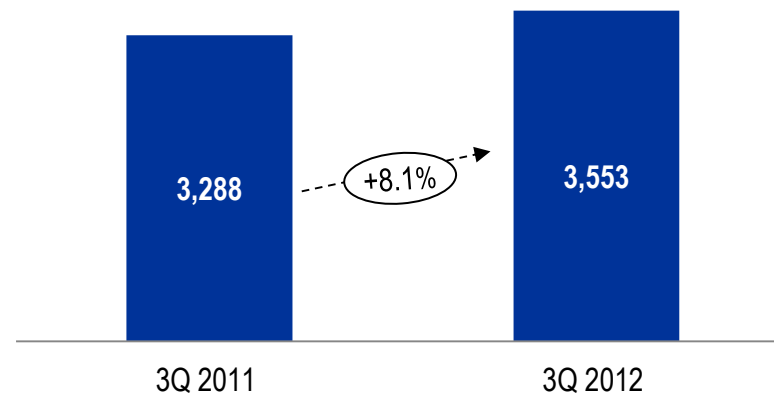
- Increase of average electricity price on the wholesale market for electricity and power by 5,8%.
- Indexation of marginal capacity price by 6.1% within CCO* from June 1, 2012.
- Commissioning of new capacities resulted in capacity revenue within power supply agreement doubling.
- Increase of electricity production by 13.2% due to high water content:
 - HPPs production increase by 33.7%,
 - TPPs production decline by 8.5%.

* Competitive capacity outage

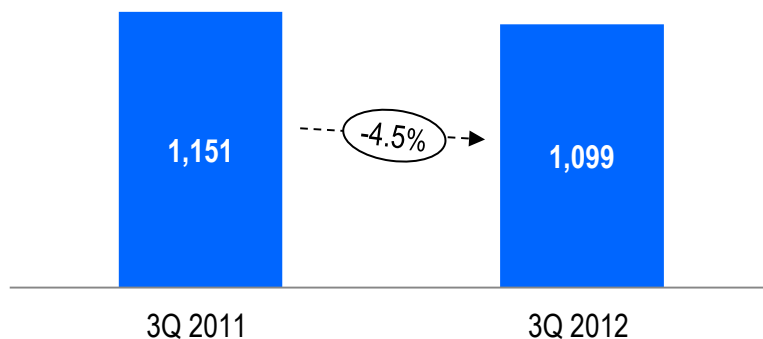
Variable Costs, mn RUR

	9M 2011	9M 2012	Change
Fuel	17,673	18,135	+3%
Electricity and Heat Purchases	4,407	3,575	-19%
Water Usage Expenses	1,564	1,526	-2%
Other Materials	372	461	+24%
Heat Transmission	371	360	-3%
Total Variable Costs	24,387	24,057	-1%

3Q Fuel Expenses, mn RUR



3Q Electricity and Heat Purchases Expenses, mn RUR



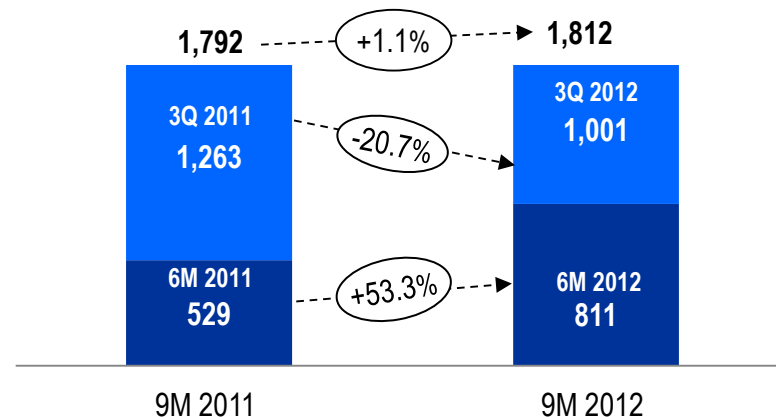
Variable Costs Change Factors

- Lower spending on electricity and heat purchases, on the account of lower prices at the day-ahead market and balancing market, as well as substantial reduction of purchases volume for the electricity export support.
- Fuel expenses increase due to higher gas price from July 1, 2012.

Fixed Costs, mn RUR

	9M 2011	9M 2012	Change
Employee Benefits	4,845	4,879	+1%
Repairs and Maintenance	1,792	1,812	+1%
Taxes Other Than Income Tax	832	724	-13%
Dispatcher's Fees	587	527	-10%
Lease Expenses	171	191	+12%
Insurance Cost	182	177	-3%
Other Operating Expenses	1,781	1,458	-18%
Total Fixed Costs	10,190	9,768	-4%

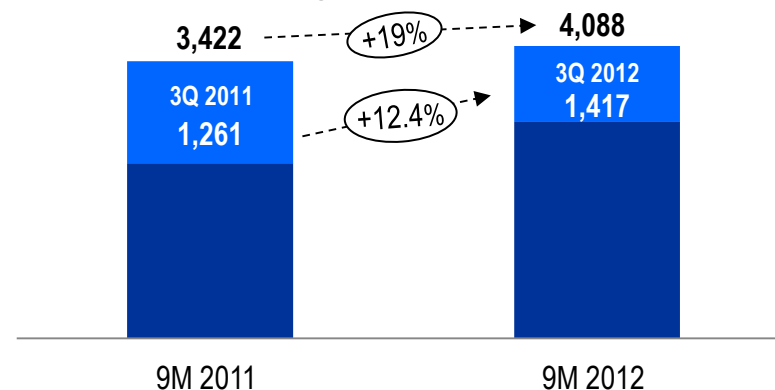
Repairs and Maintenance Costs, mn RUR



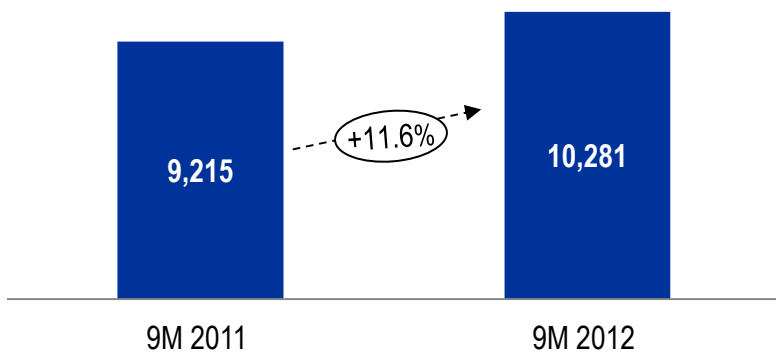
Fixed Costs Change Factors

- As a result of more effective operating activities, fixed costs decreased by 4%.
- Repairs and Maintenance Costs in 3Q 2012 decreased due to rescheduled (incl. postponed to 2013) repairs and optimized purchasing system in the sphere of repairs.
- Fixed assets amortization growth, linked to new capacities commissioning.

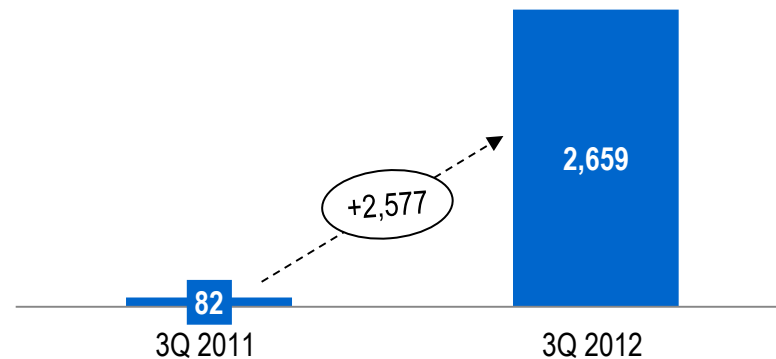
Depreciation of property, plant and equipment and intangible assets, mn RUR



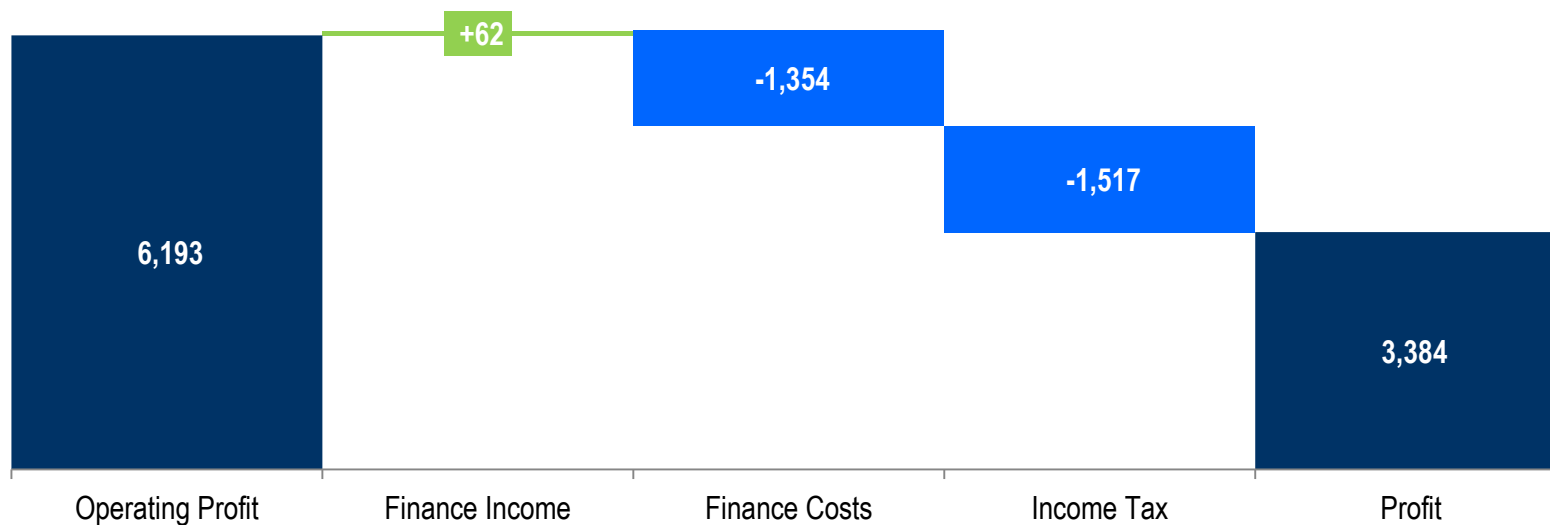
9M EBITDA, mn RUR



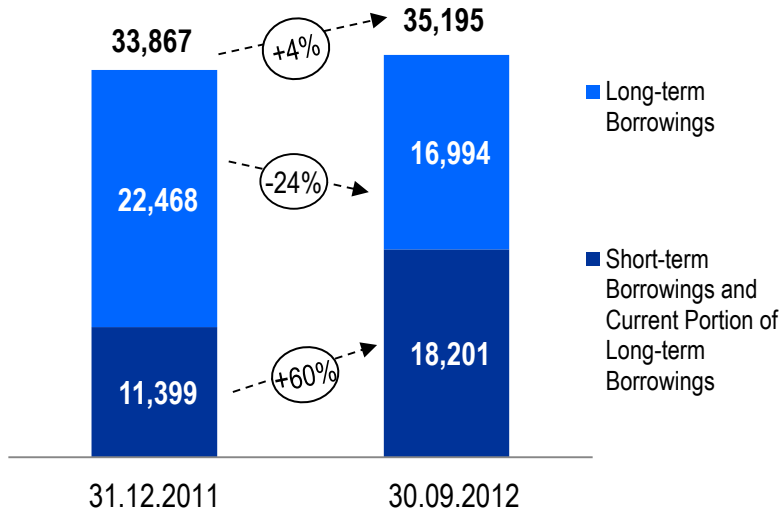
3Q EBITDA, mn RUR



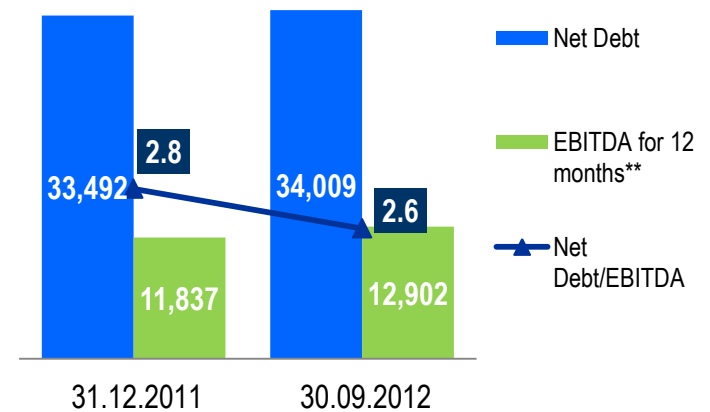
Profit Bridge for 9M 2012, mn RUR



Debt Structure, mn RUR



Net Debt*/ EBITDA



* Net debt = Total amount of borrowings + Trade and other payables less Cash and cash equivalents

** EBITDA for 12 months, ended September 30, 2012 = EBITDA for 2011 + EBITDA for 9 months 2012 – EBITDA for 9 months 2011

Debt Portfolio Management

- The weighted average effective interest rate for the debt portfolio for the 9 months of 2012 amounted (cumulatively, year to date) to 8.03%.
- Four bond issues series 01-04 of TGC-1 are traded on MICEX-RTS.

Operational Performance for 9M 2012

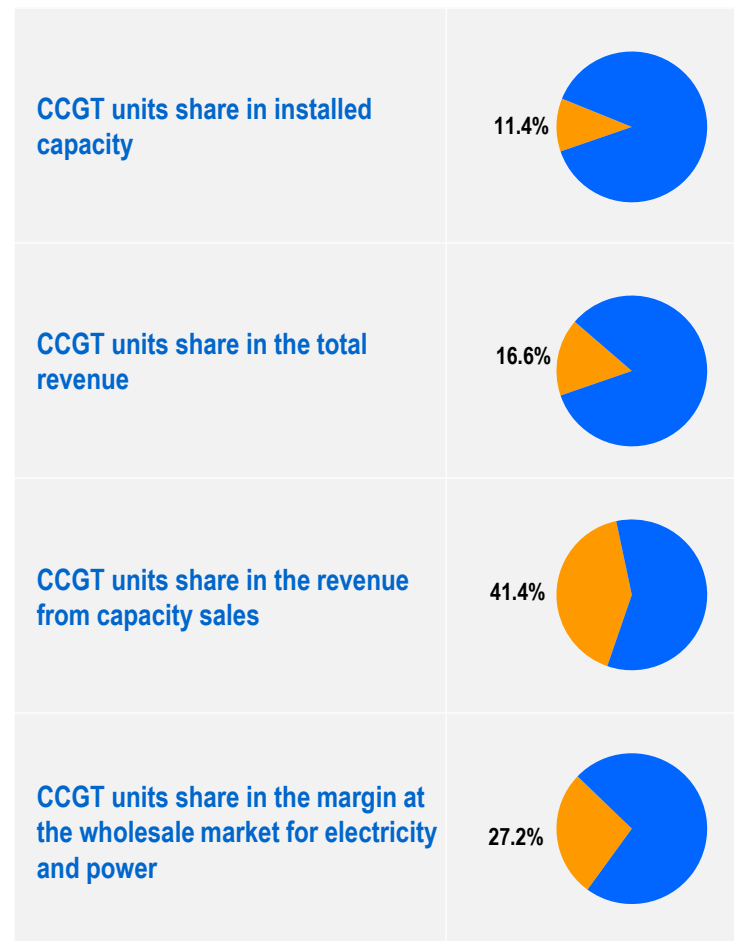
	Uzhnaya CHP (CCGT 450)	Pervomayskaya CHP (CCGT 180 № 1)	Pervomayskaya CHP (CCGT 180 №2)	CCGT Total
Electricity Production, mn kWh	1,786.3	395.4	820.3	3,002.0
Heat Output, thous Gcal	525.8	184.4	223.8	934.0
Fuel Rate on Electricity, g/kWh	233.8	229.5	255.5	239.0
Fuel Rate on Heat, kg/Gcal	125.0	125.0	125.0	125.0

Financial Performance * for 9M 2012

mn RUR	Uzhnaya CHP (CCGT 450)	Pervomayskaya CHP (CCGT 180 № 1)	Pervomayskaya CHP (CCGT 180 №2)	CCGT Total
Revenue, including	3,777.9	1,291.6	1,727.2	6,796.7
Electricity	1,796.1	416.9	800.6	3,013.6
Capacity	1,669.0	765.8	793.8	3,228.6
Heat	312.8	108.9	132.8	554.5
Purchased Energy	263.0	100.3	56.1	419.4
Fuel	1,460.3	319.8	684.7	2,464.8
Margin	2,054.6	871.5	986.4	3,912.5

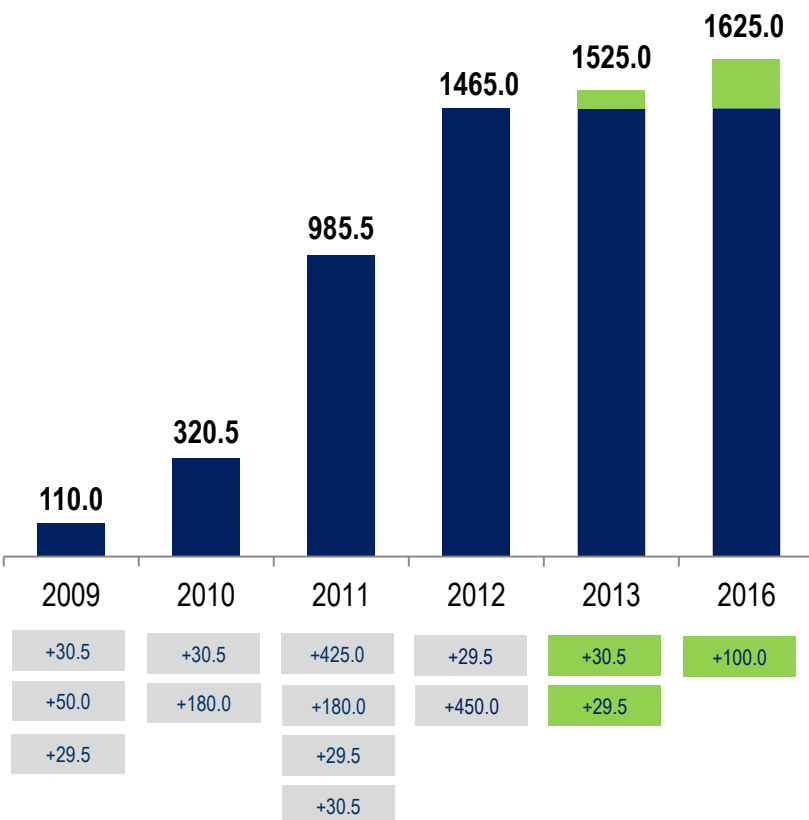
* Management report data.

Comparative Performance* for 9M 2012



Appendix

New Capacity Commissioning under CSA, MW (Cumulatively)



Commissioned Capacity (as of 01.10.2012)

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	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	01.03.2011
Uzhnaya CHP	2011	425	01.04.2011
Pervomayskaya CHP	2011	180	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	450	01.01.2013
Total		1,465.0	

* Competitive power takeoff since 2012

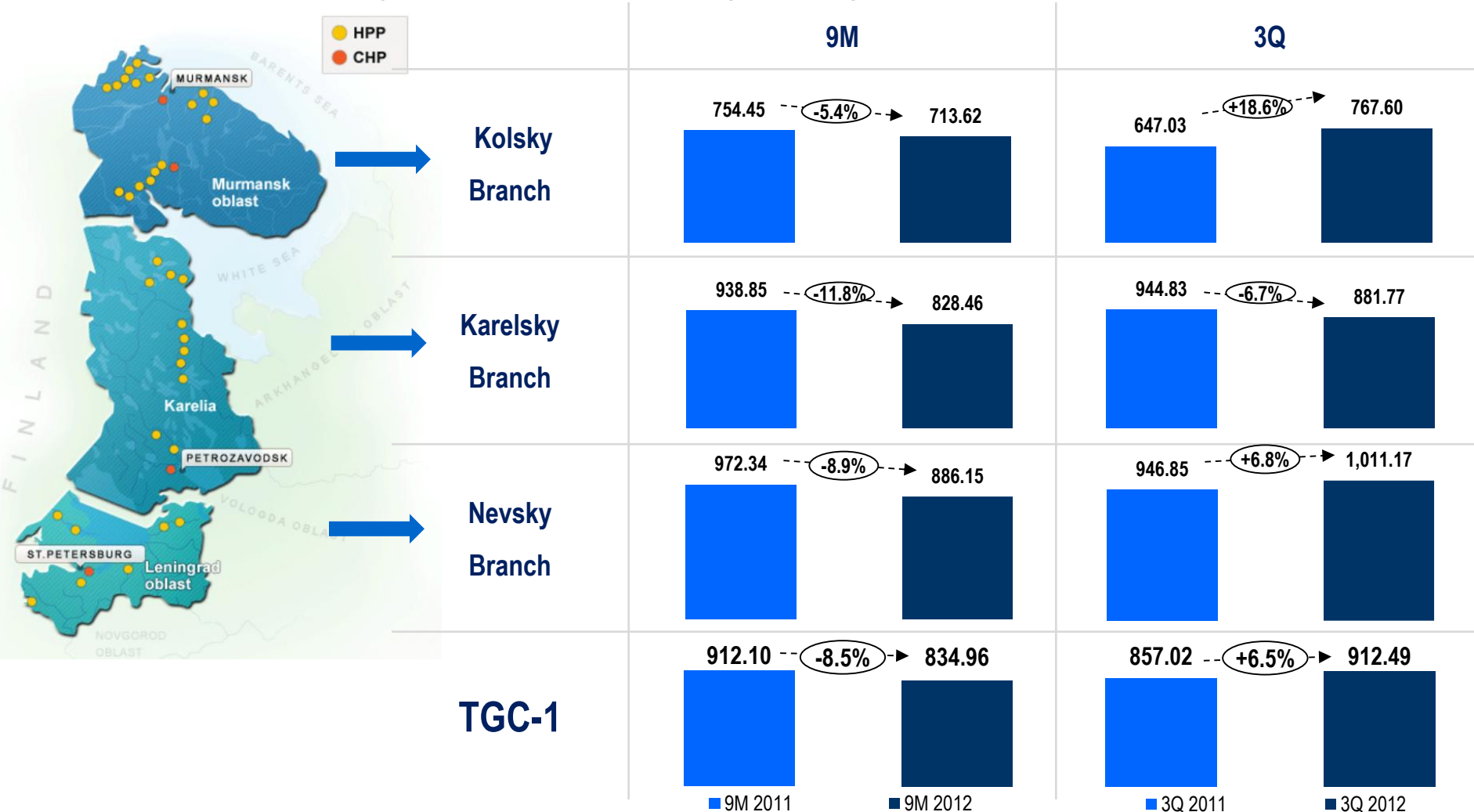
** Competitive power takeoff since 2013 r.

Plan of Commissioning 2012-2016

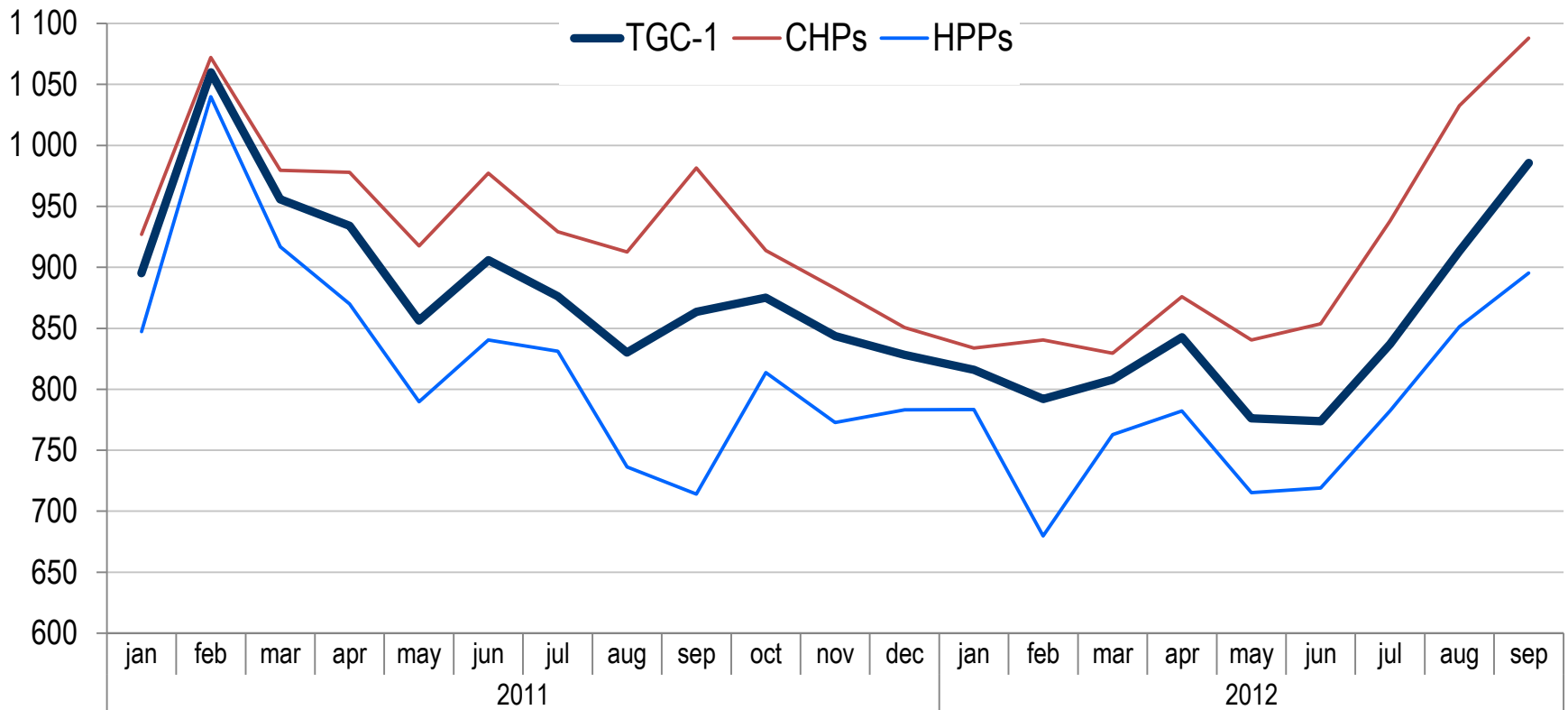
Station	Year of Commissioning	Electric Power, MW	Supply of capacity to the wholesale market
Svetogorskaya HPP (Hydraulic Unit 2)	2013	30.5	01.04.2013
Lesogorskaya HPP (Hydraulic Unit 4)	2013	29.5	01.01.2014
Tsentralnaya CHP	2016	50	01.01.2017
		50	
Итого		160.0	

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

TGC-1's Regional Sale Prices for Electricity at the Day-ahead Market in 2012, RUR/ MWh



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



	jan	feb	mar	apr	may	jun	jul	aug	sep	oct	nov	dec	jan	feb	mar	apr	may	jun	jul	aug	sep
	2011												2012								
TGC-1	895	1,060	956	934	856	906	876	830	864	875	843	828	816	792	808	843	776	774	837	913	986
CHPs	927	1,072	980	978	918	977	929	913	982	914	883	851	834	840	830	876	840	854	938	1,033	1,088
HPPs	847	1,040	917	870	790	840	831	736	714	814	773	783	783	680	763	782	715	719	782	851	895

Thank you for Your Attention!

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