



# **JSC "RAO Energy System of East"**

**Financial and Operating results**

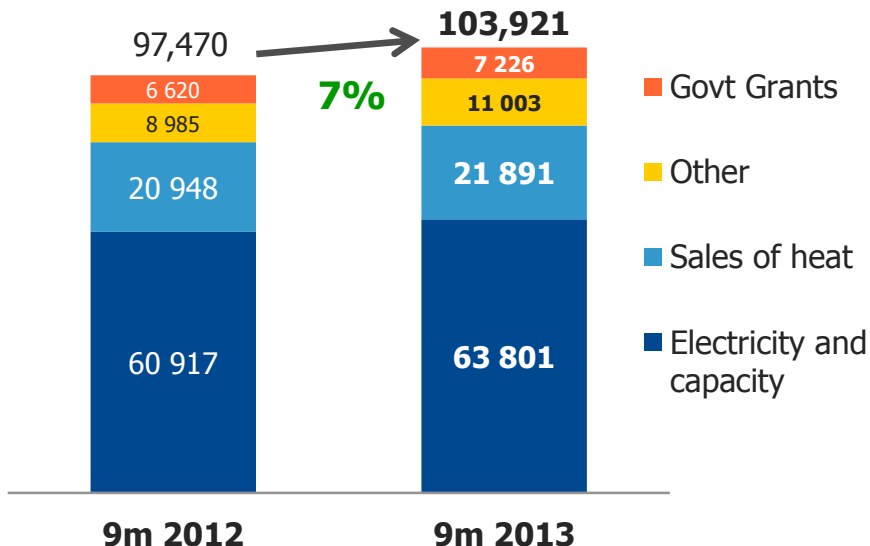
**For the 9 months of 2013 (IFRS)**

December 16, 2013.

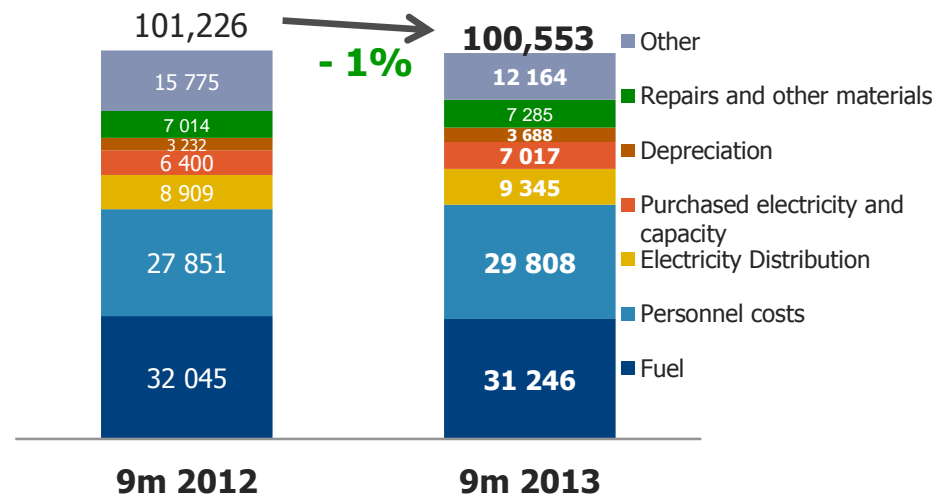
# KEY FINANCIALS



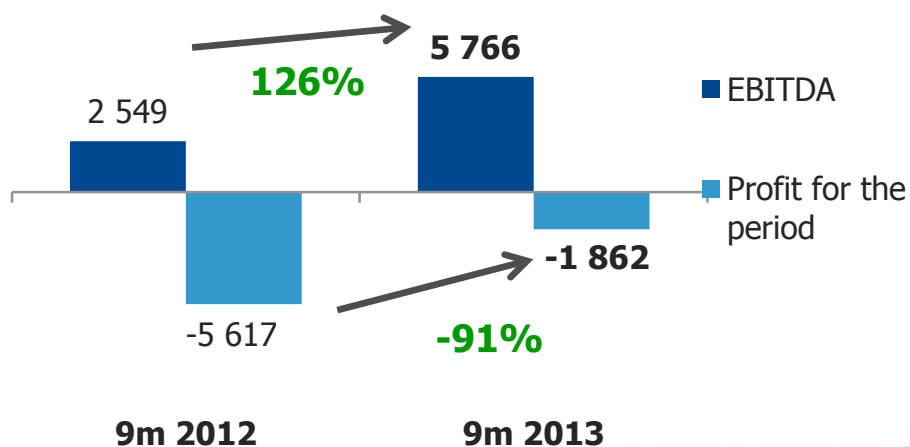
Revenue Breakdown , RUB in millions



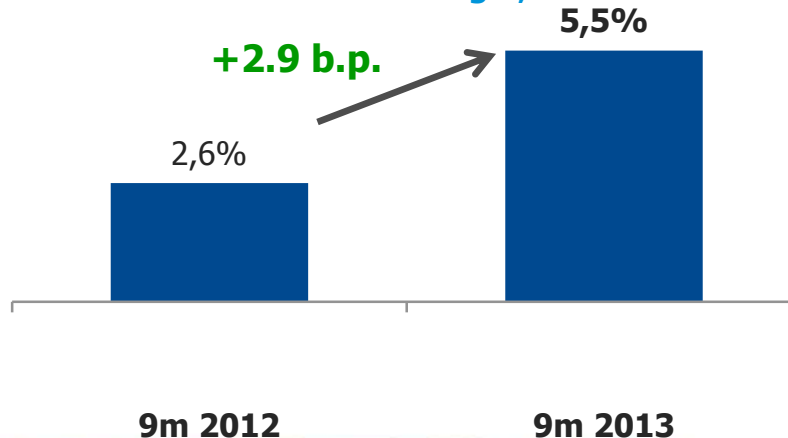
OPEX breakdown, RUB in million



Net Profit and EBITDA, RUB in millions



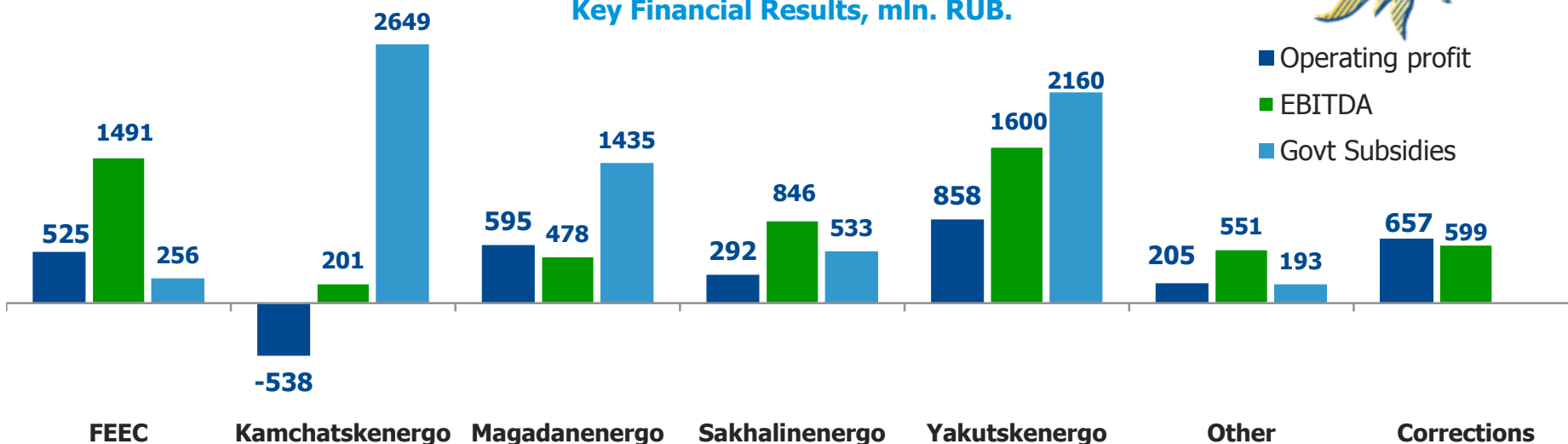
EBITDA margin, %



# KEY FINANCIALS BY OPERATING SEGMENT



Key Financial Results, mln. RUB.



The main factors influencing the revenues were:

- 62% y-o-y growth in power provided for exports to China against the 9 months of 2012, reaching 2,733.5 million kWh, in accordance with the long-term contract.
- 5% growth y-o-y (to 3.14 RUB / kWh ) in the average tariff on electricity sold by companies under the control of JSC "RAO ES of East" due to annual tariff indexation in the isolated zones.
- 22% increase in other revenues due to increase in constructions works of JSC "Khabarovsk repairs and installation company" and JSC "Khabarovsk repairs and construction company".
- 11.6% growth in the average electricity tariffs of the power stations.
- 4.3% growth in average heating tariffs of the powers stations and boilers.

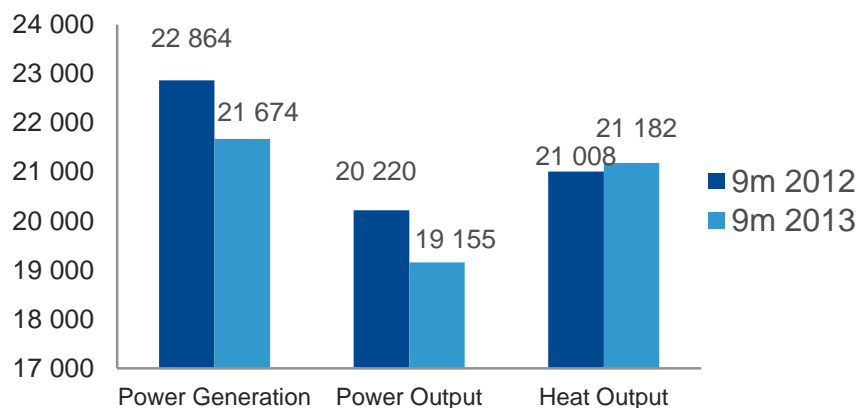
# OPERATING RESULTS: GENERATION AND GRIDS



9M 2012/ 9M 2013 y-o-y.

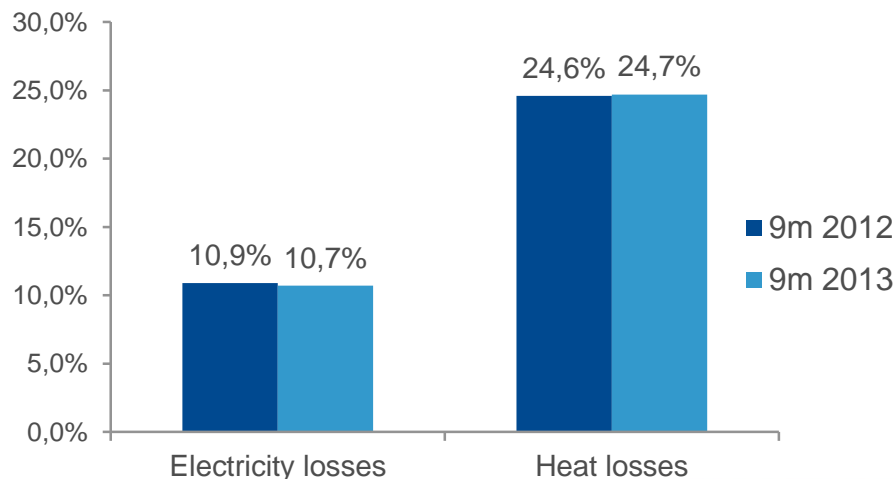
## Generation

### Electricity and heat production



- Electricity production decreased by 5.2% YoY to 21,673.8 mil kWh due to output increase of HPPs (also a JSC "RusHydro" Group assets).
- Capacity factor decreased from 39% to 36%.
- Heat output increased by 1% up to 21,181.6 thousand Gcal.
- Specific reference fuel consumption for power production decreased by 3.3 g/kWh down to 391 g/kWh.
- Specific reference fuel consumption for heat output was reduced by 1.5 kg/Gcal down to 159.9 kg/Gcal.

### Electricity and Heat Losses



## Power and heating grid

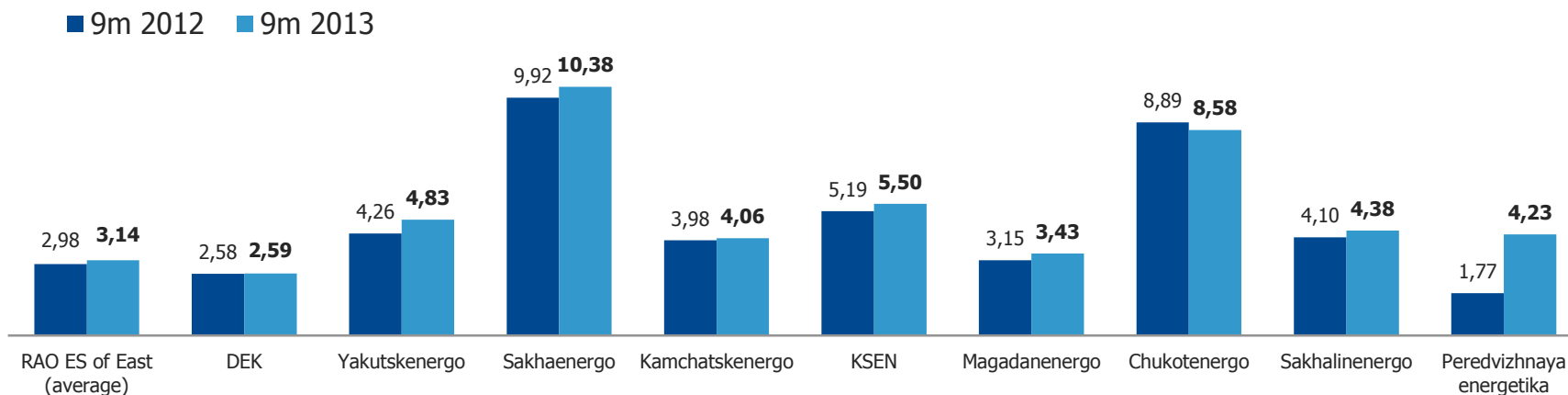
- Electricity supplied to the power grid increased 2.5% to 23,581.9 million kWh.
- Power distribution losses decreased by 0.3 bps from 10,9% to 10,7%.
- Thermal energy supplied to the heating grid increased by 1.1% to 21,208 thousand Gcal.
- Heat losses stayed at the level of 24.7%.

# ELECTRIC POWER RETAIL TARIFFS



The average retail sales tariffs for electricity of the RAO ES of East subsidiaries showed a 5% y-o-y rise to 3.14 RUB/kW-h in the 9 months of 2013.

**JSC "RAO ESV" electric power retail sales tariffs dynamics by companies, RUB/kW-h**



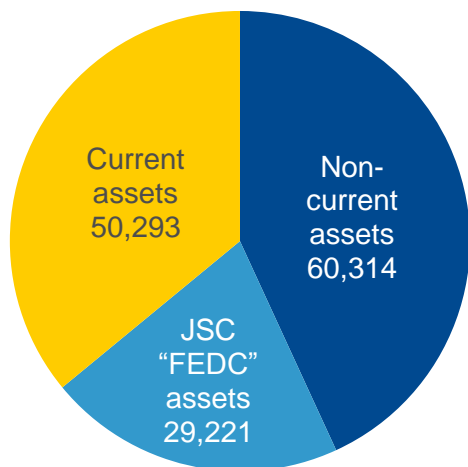
Change in average retail tariffs was influenced by:

- 0% growth in average sales tariffs for ultimate consumers at the UES of East non-price zone due to a 20% increase of production of “cheap” power by Zeyskaya and Bureyskaya HPP;
- 62% y-o-y growth in power provided for exports to China against the 9 months of 2012, which resulted in lower capacity levels sold on retail electricity markets and, consequently, to a slight retail sales tariff decline.
- Annual tariff indexation on electricity at the isolated zones.
- “Peredvizhnaya energetika” power stations acquiring access to the wholesale electricity and capacity market with tariffs of compulsory generator.

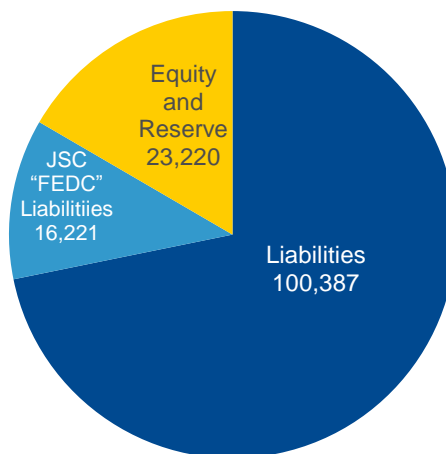
# ASSETS AND LIABILITIES BREAKDOWN AS OF 31.06.2013



## Assets, RUB in millions.

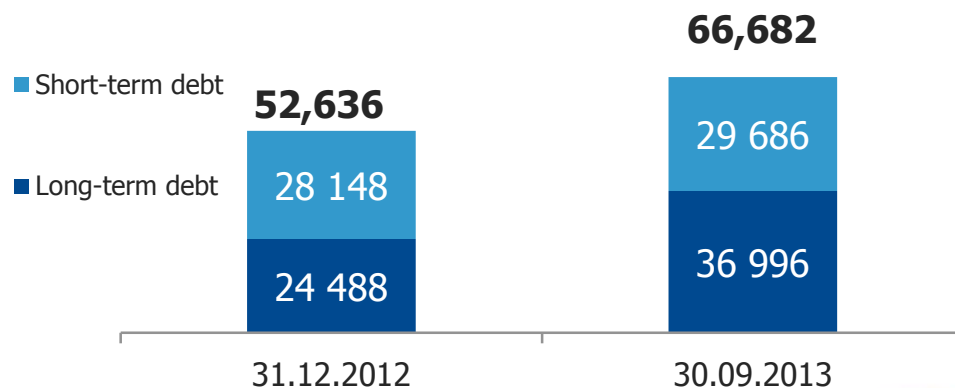


## Equity and liabilities, RUB in millions.



➤ As of 30 September 2013, the Group's total assets increased by 7% to 139,828 million RUB compared to 130,524 million RUB on 31 December 2012 due to the increase of property, plant and equipment by 9% by 4,774 mln RUB as well as growth in inventories by 18% or by 3,188 mln RUB .

## Debt breakdown (1) RUB in millions.



➤ The Financial debt grew (total of short-term and long-term debt) by 27% to 66,682 million RUB mostly due to new loans issued by EBRD and Sberbank. The non-current debt increased by 32% to 32,316 million RUB;

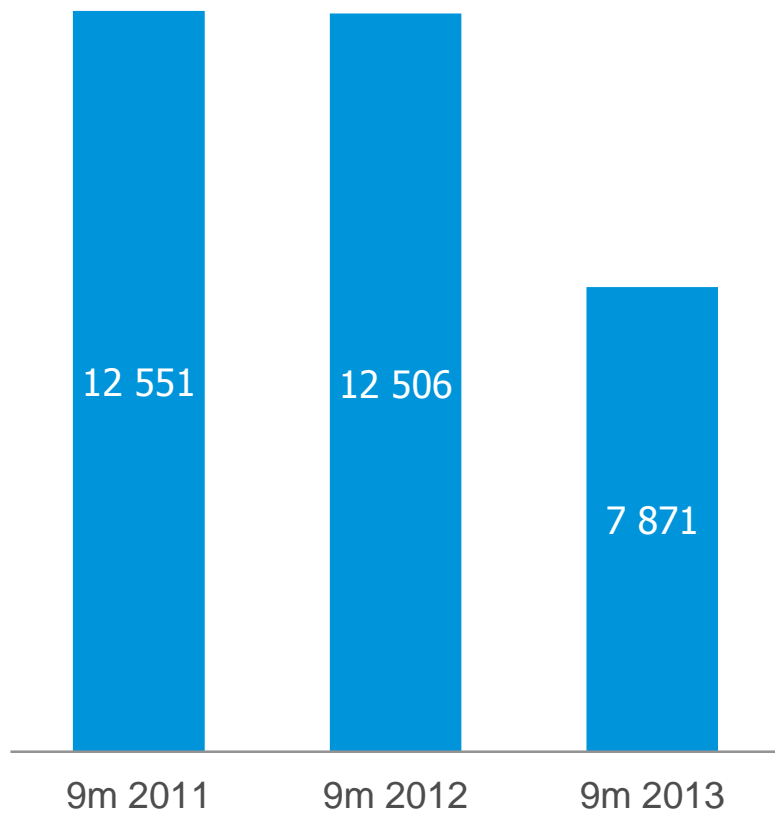
➤ The current debt decreased by 5% to 29,686 million RUB

<sup>(1)</sup> Debt breakdown (1) RUB in millions

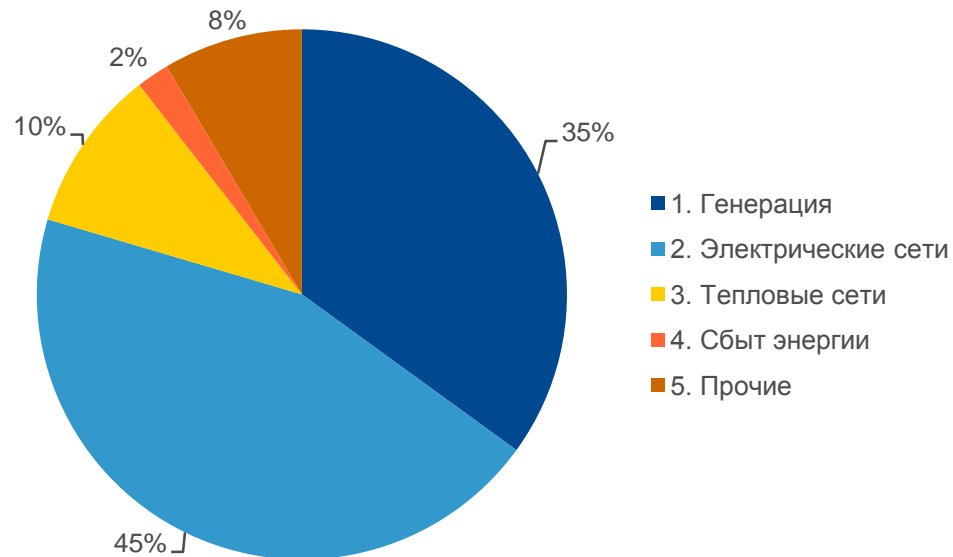
# INVESTMENT PROGRAM



Financing of the investment program  
(RUB in millions excl. VAT)\*



Investment breakdown of the RAO ES of  
East Holding by activity in 9m 2013  
(excl. VAT).



## CONTACT DETAILS

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