

# OJSC «OGK-2» 9M2012 IFRS Results

December 3, 2012



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## OGK-2: Operational and Financial Highlights

**Operational Highlights**<sup>1</sup> 9M2011 9M2012 Change (restated) -5.4% Electricity Output, mn kWh 59,479 56,240 Effective Electricity Output Without Regard to Financial Operations, mn 63,335 -5.5% 59.833 kWh Heat Output, thousand Gcal 4.268 3.987 -6.6% Fuel Rate on Electricity, g/kWh 354.4 -0.1% 354.6 Fuel Rate on Heat, kg/Gcal 153.5 +0.7%154.5 Installed Capacity Utilization 50.6 -6.1 p.p. 47.5 Factor, %

#### Financial Highlights, mn RUR

	9M2011 (restated <sup>2</sup> )	9M2012	Change
Revenue	78,875	76,222	-3.4%
Operating Expenses	(75,695)	(71,995)	-4.9%
Other Operating Expenses	(119)	(40)	-65.5%
Operating Profit	3,061	4,186	+36.8%
EBITDA <sup>3</sup>	5,801	7,747	+33.5%
Net Finance Income (Costs)	(1,067)	(2,015)	-948 mn RUR
Profit for the Period	1,976	1,751	-11.4%

1. Management report data.

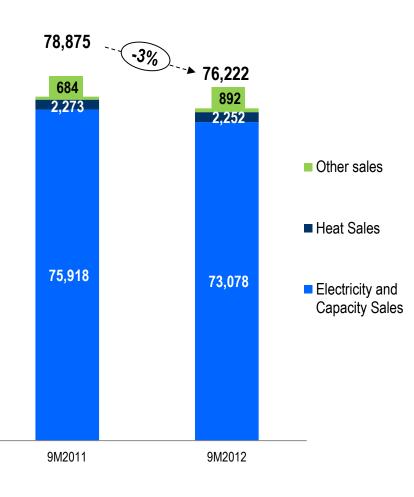
2. Data for 9M 2011 was restated as if the reorganization of OGK-2 and OGK-6 had been completed by January 1, 2010.

3. EBITDA = Operating profit + Depreciation and Amortization



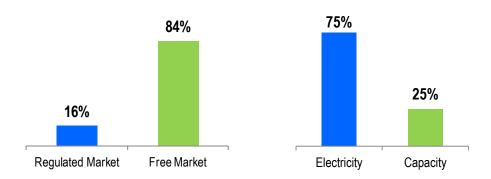
## OGK-2: Revenue

#### **Revenue Structure, mn RUR**



## Electricity Sales Structure for the WEM<sup>1</sup> for 9M2012<sup>2</sup>

Electricity and Capacity Revenue Structure for the WEM<sup>1</sup> for 9M2012<sup>2</sup>

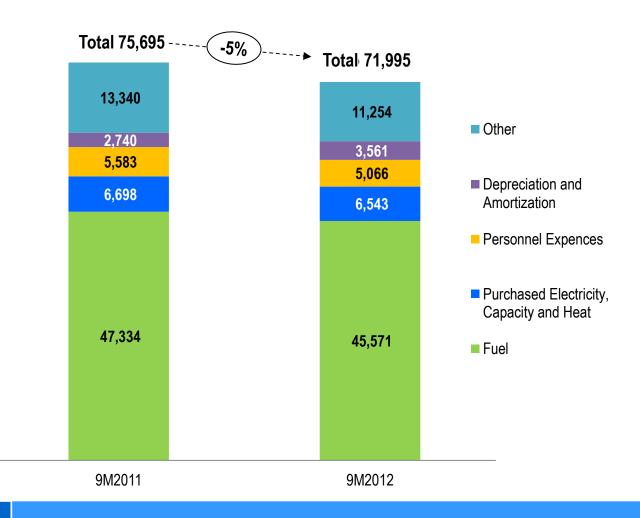


#### Prices and Tariffs<sup>1</sup>

Parameter	9M2012
Average Electricity Price, RUR/MWh	909
Average Heat Tariff, RUR/Gcal	562.3
Average price for new capacity, RUR/MW per month	254,707.6
Average price for old capacity, RUR/MW per month	112,079.1
<ol> <li>Wholesale market for electricity and power</li> <li>Management report data</li> </ol>	



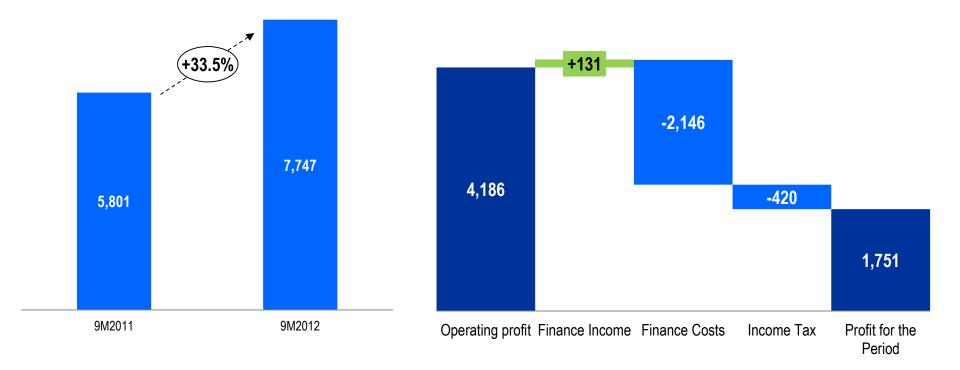
#### **Operating Expenses Structure, mn RUR**



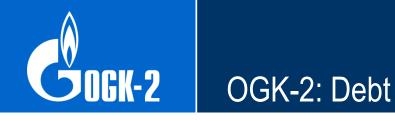


#### EBITDA<sup>1</sup>, mn RUR

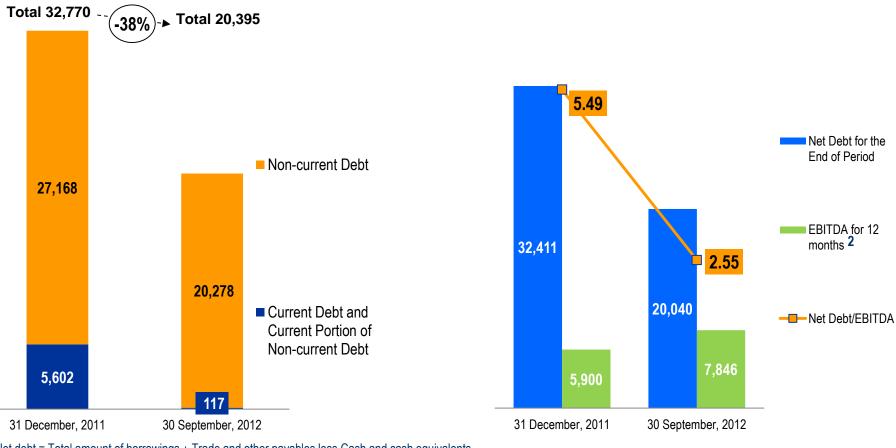
#### Profit Bridge in 9M2012, mn RUR



1. EBITDA = Operating Profit + Depreciation and Amortization



#### Debt Structure, mn RUR



Net Debt, mn RUR<sup>1</sup>

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

2. EBITDA for 12 months, ended September 30, 2012 = EBITDA for 2011 + EBITDA for 9M 2012 - EBITDA for 9 M 2011



# **Thank You For Your Attention!**

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