

IR Fact sheet

Q4 2012

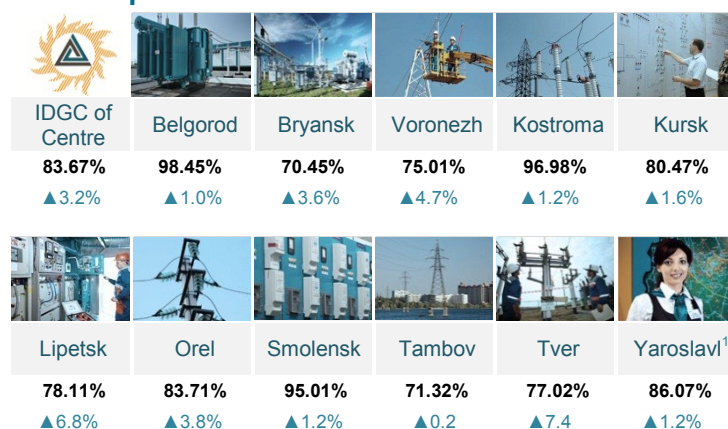
IDGC of Centre is among the leaders of Russia's distribution grid sector

The core business of IDGC of Centre is electricity distribution, technological connections of new consumers to the grid and energy services. The Company controls in monetary terms 84% of electricity transmission market and approx. 87% of technological connections market in 11 regions of the Central Federal District of Russia with the population over 13 mln people.

IDGC of Centre is the second largest company out of 11 interregional distribution grid companies in terms of MCap, Revenue and Net profit.

The Company announces FY2012 (E) EBITDA margin at 11% and Operating profit margin at 18.2%. In October 2012, shares of IDGC of Centre were included in MICEX quotation list A-1.

Market Share in Electricity Transmission & Consumption Growth in 2012



83.67% Market share in electricity transmission ▲3.2% Consumption growth 2012/2011²

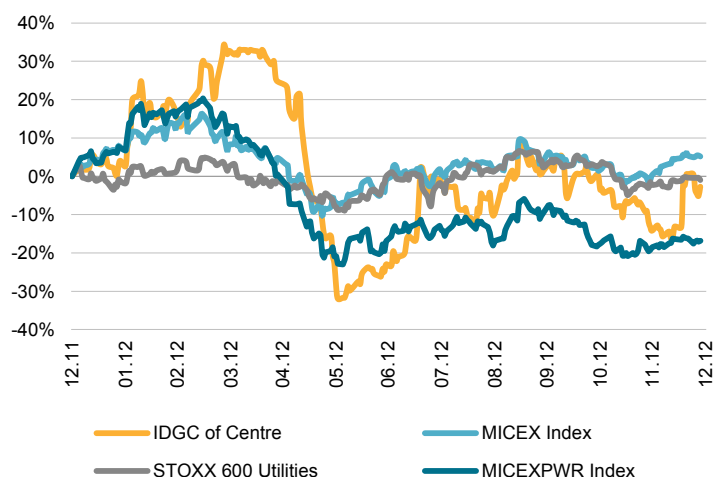
¹ considering Yargorelektroset ² source: SO UPS <http://so-ups.ru>

Stock Market

Tickers	MICEX: MRKC Bloomberg: MRKC RX Reuters: MRKC.MM
Indices	MICEX PWR, MICEX SC
Listing	A-1 (MICEX SE)
Num. of shares	42 217 941 468 pc.
Share price (28.12.2012)	RUB 0.60
Max/min (01.10.12-28.12.12)	RUB 0.6871/RUB 0.4447
MCap ³ (28.12.2012)	RUB 25,331 mln
MCap ³ (28.12.2012)	USD 831mln

³ last trade at MICEX SE

Change of MCap and Indices in 2012



Financial Indicators: 2012(E) & 2013(F)

RUB bn (unless otherwise stated)	RAS FY2012 (E)	RAS FY2013 (F)	FY2013/ FY2012
Revenue (total)	69.3	77.0	11.1%
- from electricity distribution	67.5	74.8	10.8%
- from grid connections	1.1	1.3	18.2%
- other revenue	0.68	0.85	25.0%
Cost price	59.9	64.3	7.3%
Operating profit ⁴	7.6	10.7	40.8%
Operating profit margin, %	11.0	13.9	2,9 p.p.
EBITDA ⁵	12.6	17.6	39.7%
EBITDA margin, %	18.2	22.9	4,7 p.p.
Productive supply ⁶ , bn kWh	55.0	55.1	0.2%

⁴ Operating profit is calculated as: Gross profit – Commercial costs – Management costs

⁵ EBITDA is calculated as: Net profit + Income tax and other similar compulsory payments + Interest payable – Interest receivable + Depreciation charges

⁶ Joint operation productive supply without losses of TGCs

Investment Highlights



- The leader in implementing of innovations among Russian peers
- The highest corporate governance rating (NCGR 7+), and credit rating S&P 'BB-', outlook – stable among Russian peers
- Growing indicators of economic and financial performance for 2008-2012, prospects for Revenue and Profitability growth in 2013 due to performing the functions of a guaranteed supplier in a number of branches
- Growth potential over 53% (consensus forecast of 16 investment banks as of 28.12.2012)

Q4 2012 Major IR Events

Date	Event
15.10.2012	IDGC of Centre successfully closed the bid book for the debut bond issue of series BO-01 for the amount of RUB 4 bn for 3 years
16.10.2012	Shares of IDGC of Centre were included in the MICEX quotation list A-1
19.10.2012	IR Service of IDGC of Centre held a meeting with individual shareholders in Moscow
01.11.2012	IDGC of Centre announced its 9M 2012 RAS Reporting
09.11.2012	IDGC of Centre held the on-line conference following the release of positive 9M 2012 RAS Reporting
21.11.2012	Management of IDGC of Centre held a series of meeting with reps of investment funds, banks and private investors during the Day of Power Utility Companies organized by ATON
19.12.2012	The Board of Directors of IDGC of Centre approved the Company Business plan and the Investment program for 2013

Bond Issue

15 October 2012 - IDGC of Centre successfully closed the bid book for the debut bond issue of series BO-01. High interest in the debut bond issue of IDGC of Centre allowed on the day of closing the bid book to reduce the initial marketing range down to 8.95-9.15% per annum.

Amount	Form, number and date	Maturity date	Coupon
RUB 4 bn	Documentary bearer (stock exchange) 4B02-01-10214-A of 13.07.2012	Coupon 1: 17.04.2013	RUB 178.52 mln
		Coupon 2: 16.10.2013	RUB 178.52 mln
		Coupon 3: 16.04.2014	RUB 178.52 mln
		Coupon 4: 15.10.2014	RUB 178.52 mln
		Coupon 5: 15.04.2015	RUB 178.52 mln
		Coupon 6: 14.10.2015	RUB 178.52 mln

Q1 2013 IR Calendar

Date	Event
Feb	Workshop for individual shareholders of IDGC of Centre
Feb	Individual meetings with reps of investment funds and minority shareholders
Mar	Release of FY 2012 RAS Reporting
21-22 Mar	HSBC Annual Investment Conference (New York), one-on-one meetings
Mar - Apr	Online conference / conference call following the release of FY 2012 RAS Reporting
Mar - Apr	Morgan Stanley Annual Investment Conference (London)

Key Resolutions of the Board of Directors and the Committee for Strategy and Development

Date	Resolution
30.10.2012	On approval of the adjusted Program of Innovative Development of IDGC of Centre for 2012-2016
19.12.2012	On approval of the business plan of IDGC of Centre (including the Investment program) for 2013-2017

Date	Decision
28.11.2012	On preliminary approval of the business plan of IDGC of Centre (including the Investment program) for 2013-2017
25.12.2012	On consideration of the report on IR activity of IDGC of Centre for 2012

Ratings

Agency	Scale	Rating	Outlook
Standard & Poor's	International in foreign currency	BB-	Stable
Standard & Poor's	International in national currency	B	-
Standard & Poor's	National (Russia)	ruAA-	-
National Rating Agency	-	AA-	Positive

IDGC of Centre

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