

# WGC-3 FY2007 Financial Results Presentation

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### **Forward Looking Statements**

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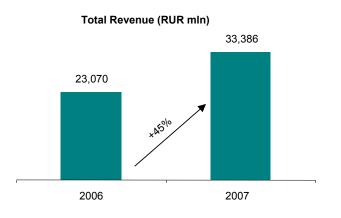
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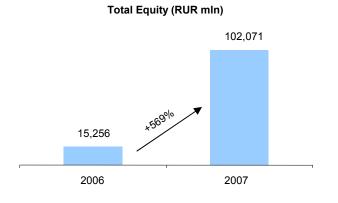
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## **IFRS Financials Highlights**

	2007 RUR min	2006 RUR min	Change 2006 / 2007
EBITDA adjusted <sup>(1)</sup>	3,004	930	+223%
EBITDA ratio (EBITDA/Revenue)	9.0%	4.0%	+125%
Net Income adjusted <sup>(1)</sup>	3,740	426	+778%
ROACE (PBIT/Av Capital Employed)	3.0%	-1.1%	+382%
ROAE (net income adj/Av Equity)	6.5%	-3.3%	+300%





<sup>(1)</sup> Excluding the effect from reversal of impairment of property, plant and equipment, net of RUR 6,350 mln in 2006 and RUR 3,931 mln in 2007



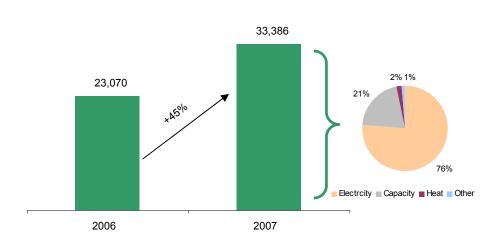
# **Operational Highlights**

	2007	2006	Change 2006 / 2007
Electricity Output (KW/h bln)	32.1	30.1	+6.6%
Heat Output (Gcal mln)	1.6	1.7	-5.9%
Fuel Consumption (TRF k)	10,729	10,322	+4.0%
Capacity Factor (%)	43.1%	41.1%	+4.9%
Heat Rate (gref/KWh)	345.3	346.4	0.3%

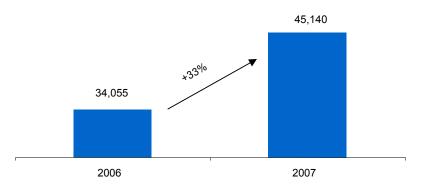


### Revenue

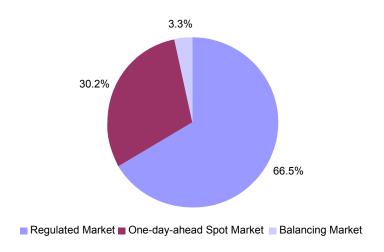
#### Total Revenue (RUR mln)



#### Electricity Sales Volumes (mln. KW/h)



#### Sales on Wholesale Market (by volume) in 2007



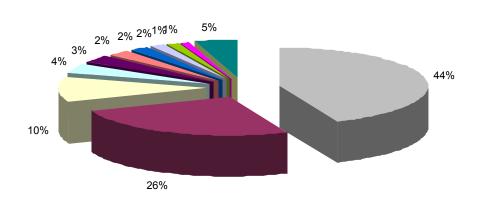
### **Average Tariff vs Average Realized Price**

	2007 RUR/MW/h
Average Tariff	528.13
Average Realized Price	531.20



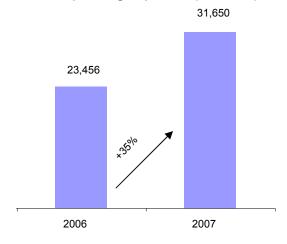
## **Operating Expenses**

#### **Operating Expenses Composition FY2007**

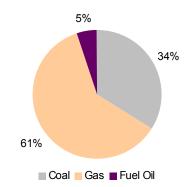




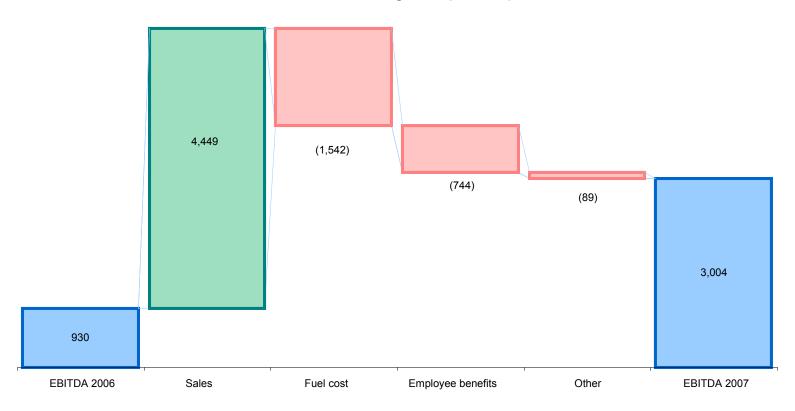
#### **Total Operating Expenses (RUR mln)**

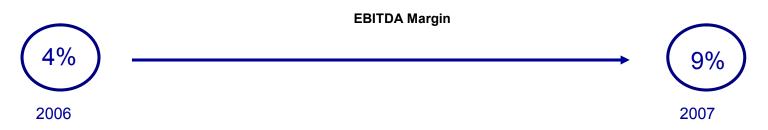


#### **Fuel Cost Structure**



#### EBITDA Bridge 2007 (RUR mln)







### **Cash Flow Highlights**

#### **Cash Flow Highlights** Sources and Uses of Cash 2007 2006 Change mIn RUR mIn RUR mIn RUR 955 (169)1,124 955 **Net Cash Flow from** 692 **Operations** 2891 (75,286)(1,233)(74,053)**Net Cash Flow from Investing Activities** 3453 76,158 1,639 74,519 **Net Cash Flow from Financing Activities Net Cash Inflow** 1,827 237 1,590 6028\* 3928 1893 1265 2006 Sources 2006 Uses 2007 Sources 2007 Uses

■ Borrowings ■ Capex ■ Share Issue ■ Interest received ■ Dividends ■ Operations

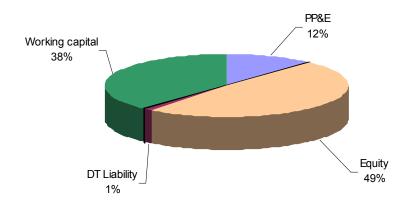
<sup>\*</sup> Cash proceeds from additional share issue (RUR 80,778 million) are netted with reinvested funds (RUR 74,750 million)



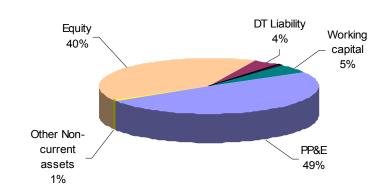
## **Balance Sheet, Liquidity and Working Capital Highlights**

#### **Balance Sheet Structure**

#### **December 31, 2007**



#### **December 31, 2006**

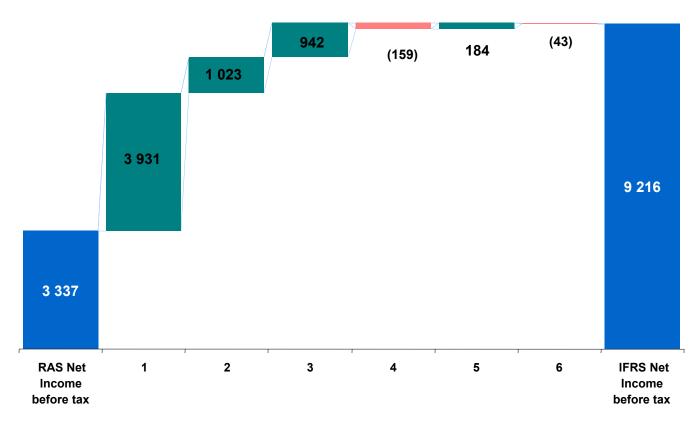


#### **Liquidity and Working Capital Highlights**

	2 007 mln RUR	2 006 min RUR	Diff. mln RUR	Diff, %
Accounts and notes receivable	2 060	1 173	887	76%
Inventory	2 328	2 293	35	2%
Deposits and notes held to maturi	ty74 750	-	74 750	100%
Interest receivable	862	-	862	100%
Cash and equivalents	2 182	355	1 827	515%
Other ST Assets	121	286	(165)	-58%
Total current assets	82 303	4 106	78 197	1904%
Accounts payable	1 460	1 617	(157)	-10%
Taxes payable	433	379	54	14%
Provisions	324	318	5	2%
ST Loans received	-	3 704	(3 704)	-100%
Total current liabs	2 216	6 019	(3 802)	-63%
Net Working Capital	80 087	(1 912)	81 999	4288%
AR turnover, days	0,02	0,03		
Inventory turnover, days	58	54		



### **RAS to IFRS Net Income Bridge**



- 1 Reversal of PP&E impairment
- 2 Impairment of AR including WEM imbalance (reversal of RAS expenses)
- 3 Additional share issue transferred to Equity
- 4 DD&Aadjustment
- 5 Impairment of Inventory (Reversal of RAS provision)
- 6 Other IFRS adjustments



# Thank you for your attention!

#### For further information please contact

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