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# ОГК-4

открытое акционерное общество

четвертая

генерирующая

компания

оптового рынка

электроэнергии

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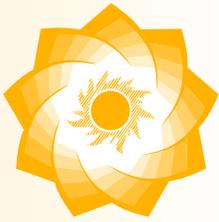
## H12007 RESULTS

**Roman Lenkov**

**Deputy General Director  
for Finance and Economics**

**Analyst Meeting**

3 August 2007, Moscow



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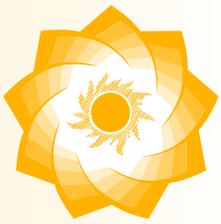
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# H12007 HIGHLIGHTS

## PERFORMANCE

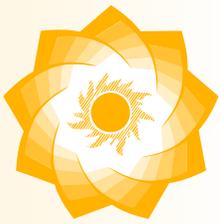
- Revenues RUB14,972m
- EBITDA RUB1,941m
- Return on sales 9.5%

## MARKETS

- Electricity output 25.699 GWh
- Supply into grid 24.756 GWh
- Electricity sales 28.281 GWh

## VALUE

- Share growth since 1 Jan 2007 +46%
- Market cap on RTS as of 6/30/07 \$5,5B



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# ROBUST POSITIONS IN THE ATTRACTIVE MARKETS ...

## **SHATURSKAYA GRES, 1,100 MW Moscow region**

- Overall electricity consumption growth in the region in 2006: +6.7%
- Share of sales in the region 2006: ~7%

## **SURGUTSKAYA GRES-2, 4,800 MW Tyumen region**

- Overall electricity consumption growth in the region in 2006: +10.5%
- Share of sales in the region 2006: ~47%

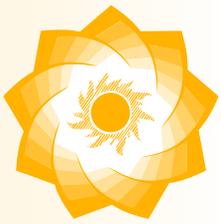
## **YAJVINSKAYA GRES, 600 MW Perm region**

- Overall electricity consumption growth in the region in 2006: +2.2%
- Share of sales in the region 2006: ~17%

## **BEREZOVSKAYA GRES, 1,500 MBt Krasnoyarsk region**

- Overall electricity consumption in the region in 2006: -1.1%
- Share of sales in the region 2006: ~17%

Source: Federal Statistics Service, OGK-4 data



# ...BOLSTER LARGE-SCALE NEW FACILITIES CONSTRUCTION

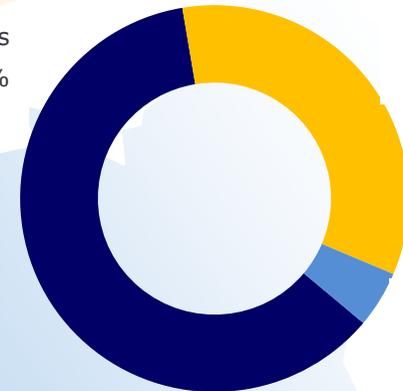
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Anticipated financing structure

IPO Proceeds  
61.29%

Debt  
34.96%

Own funds  
4.73%



## SHATURSKAYA GRES CCGT-400

- Launch year: 2009
- Cost\*: RUB14,999m
- Current status: works under EPC-contract

## YAJVINSKAYA GRES CCGT-400

- Launch year : 2010
- Cost\*: RUB15,928m
- Current status: site preparation

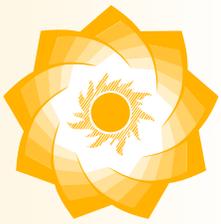
## SURGUTSKAYA GRES-2 2xCCGT-400

- Launch year: 2010
- Cost\*: RUB30,695m
- Current status: tender for EPC-contractor

## BEREZOVSKAYA GRES Steam-power-unit-800

- Launch year : 2009
- Cost\*: RUB14,387m
- Current status: tender for EPC-contractor

\* Cost indicated as approved by OGK-4 BoD on 6 June 2007

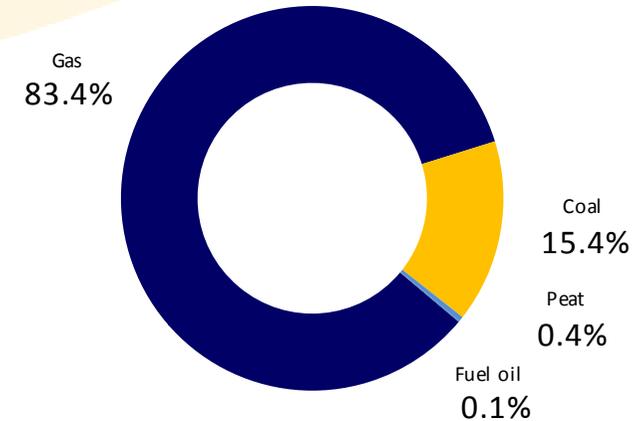


# FUEL MIX

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- Gas accounts for the majority of fuel consumed by the Company
- 83% of OGK-4 installed capacity can burn gas, 39% - coal, 13% - fuel oil and 7% - peat
- OGK-4 largest power plants – Surgutskaya-2 and Berezovskaya – are monofuel (gas-fired and coal-fired, respectively)

Fuel mix H12007



Source: OGK-4

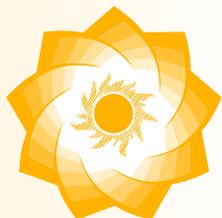
## Technically feasible fuel mix

*Gas*

*Coal*



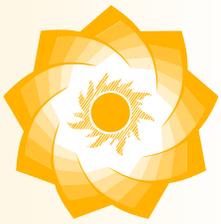
Source: OGK-4



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# KEY OPERATING RESULTS

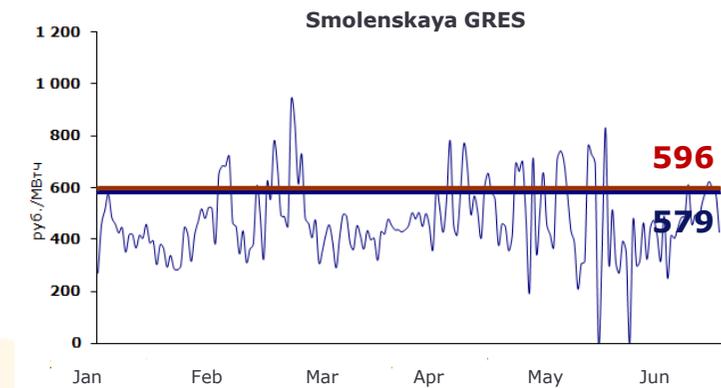
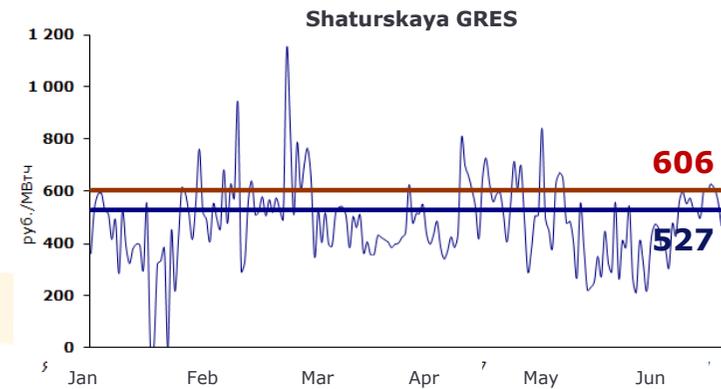
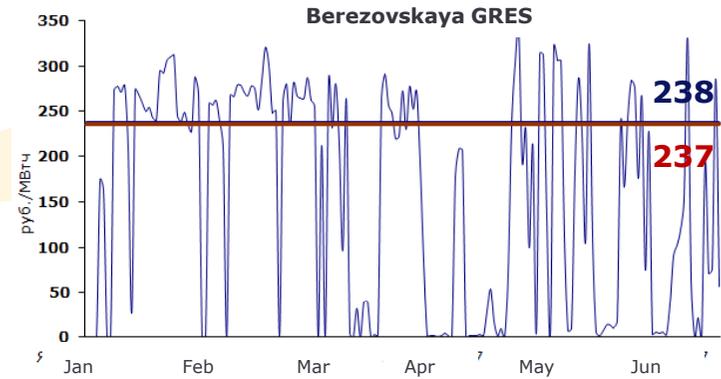
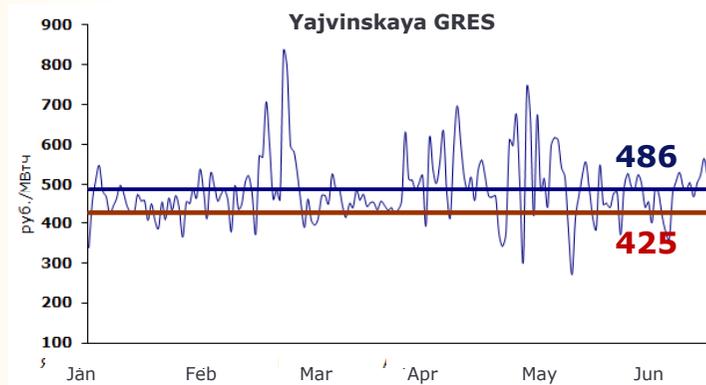
	Output, GWh			Load factor, %	
	H12006	H12007	change, %	H12006	H12007
Surgutskaya GRES-2	16.017	16.939	+5.7	76.8	81.2
Berezovskaya GRES	4.407	3.630	-17.6	67.6	55.7
Shaturskaya GRES	2.260	2.122	-6.1	47.3	44.4
Smolenskaya GRES	1.177	.872	-25.9	43.0	31.9
Yajvinskaya GRES	2.011	2.136	+6.2	77.2	81.9
Total for OGC-4	25.872	25.699	-0.6	69.0	68.6

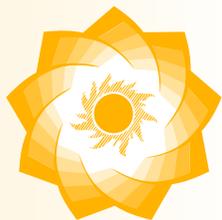


# SPOT MARKET

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- Spot market price, RUB/MWh
- Average spot market price for H12007, RUB/MWh
- Fuel cost, RUB/MWh

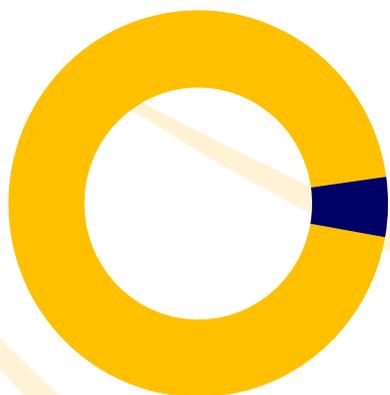




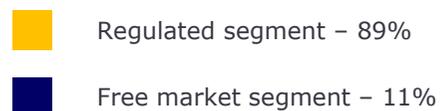
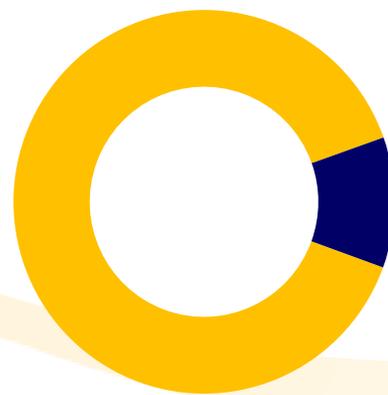
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# STRUCTURE OF OUTPUT, SALES AND PROFIT BY MARKET SEGMENTS

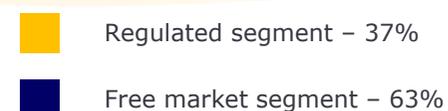
Electricity output, kWh

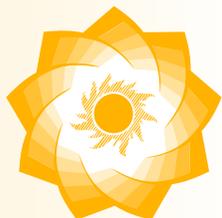


Electricity sales, RUB



Profit, RUB

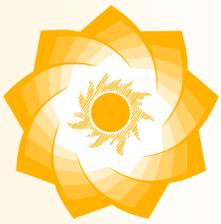




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# FINANCIAL RESULTS

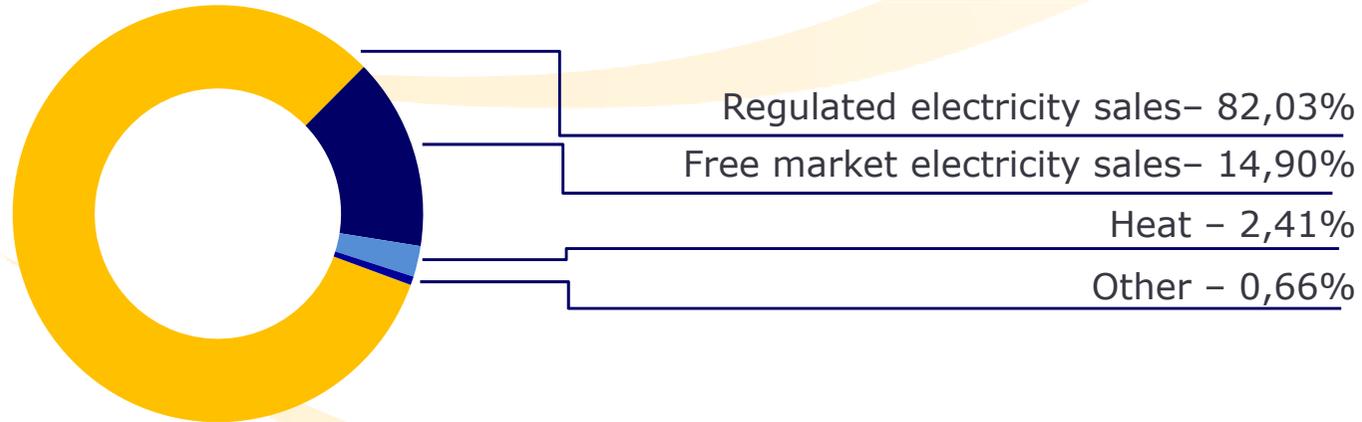
	(thou. RUB)
Revenues	14,971,546
Expenses	(13,553,305)
- <i>fuel costs</i>	(8,175,197)
EBITDA	1,941,215
EBITDA margin	13.0%
Amortization	-534,707
EBIT	1,406,508
Interest receivable	29,635
Interest payable	-20,957
Profit before income tax	1,415,186
Income tax	(432,614)
Net income	982,572
Net income margin	6.6%



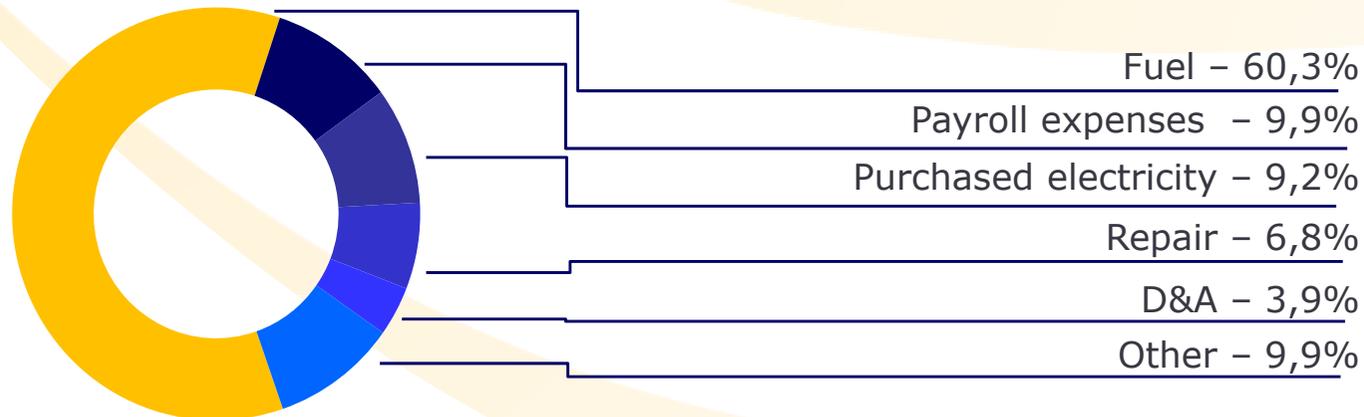
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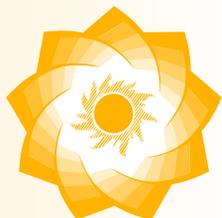
# REVENUES AND COSTS BREAKDOWN

Revenues breakdown



Operational costs breakdown

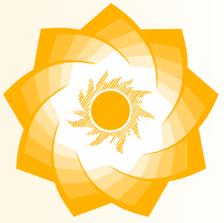




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# INVESTMENTS IN MODERNIZATION AND REPAIR

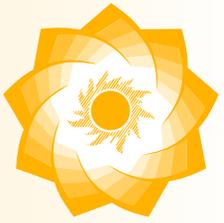
	TR&R* (thou. RUB)	Repair (thou. RUB)
Surgutskaya GRES-2	117,066.9	541,067.2
Berezovskaya GRES	96,939.3	166,497.2
Shaturskaya GRES	91,235.0	252,957.0
Smolenskaya GRES	21,703.3	75,627.5
Yajvinskaya GRES	34,111.0	79,263.0
Heat Networks of BGRES	4,873.8	11,176.0
Central Office	12,345.0	59.0
Total for OGK-4	378,474.3	1,126,620.0



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# LIQUIDITY AND FINANCIAL SOUNDNESS

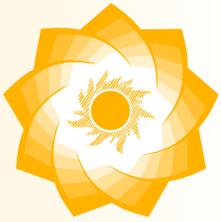
	1/01/07	1/07/07	+/-
Absolute liquidity ratio	0.56	0.52	▼ -0.04
Quick ratio	1.17	1.39	▲ +0.22
Current liquidity ratio	1.97	2.17	▲ +0.19
Debt to equity	0.14	0.16	▲ +0.02



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# PROFITABILITY

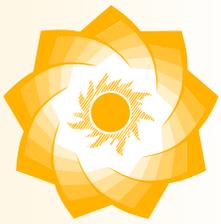
	H12006*	H12007	
Return on sales	-1.5%	9.5%	▲
Net income margin	-4.0%	7.2%	▲



**OGK-4**

# CORPORATE GOVERNANCE: MAIN EVENTS

12 Jan	Inclusion of OGK-4 shares in "B" Quotation list on MICEX
1 Mar	Extraordinary shareholders meeting: charter capital decrease
23 Apr	Extraordinary shareholders meeting: charter capital increase
21 May	S&P assigns OGK-4 corporate governance score of 4.0
25 May	Annual general meeting of shareholders
6 Jun	OGK-4 Board of Directors approved basic parameters of investment projects implementation
2 Jul	Extraordinary shareholders meeting: approval of EPC-contract (CCGT-400 at Shaturskaya GRES) and new edition of Charter



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# CORPORATE GOVERNANCE EVOLUTION

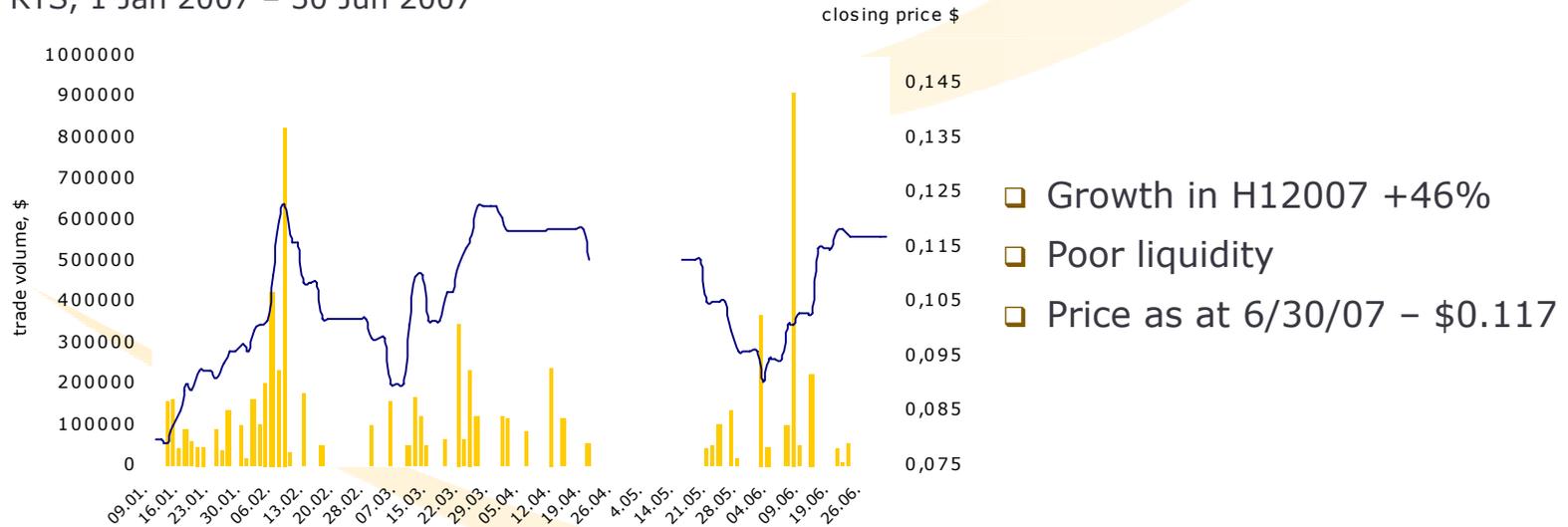
	1/01/07	7/01/07	12/31/08
BoD Committies	• audit	• audit	+ appointments and remunerat.
Independent directors	-	-	1 – 2
RTS Quotation list	B	B	A
MICEX Quotation list	"admitted"	B	A
Corporate gov. S&P ranking	-	4.4	6.0-6.5
Consolidated IFRS statements	-	FY2005-2006	annually
GDR program	-	-	+



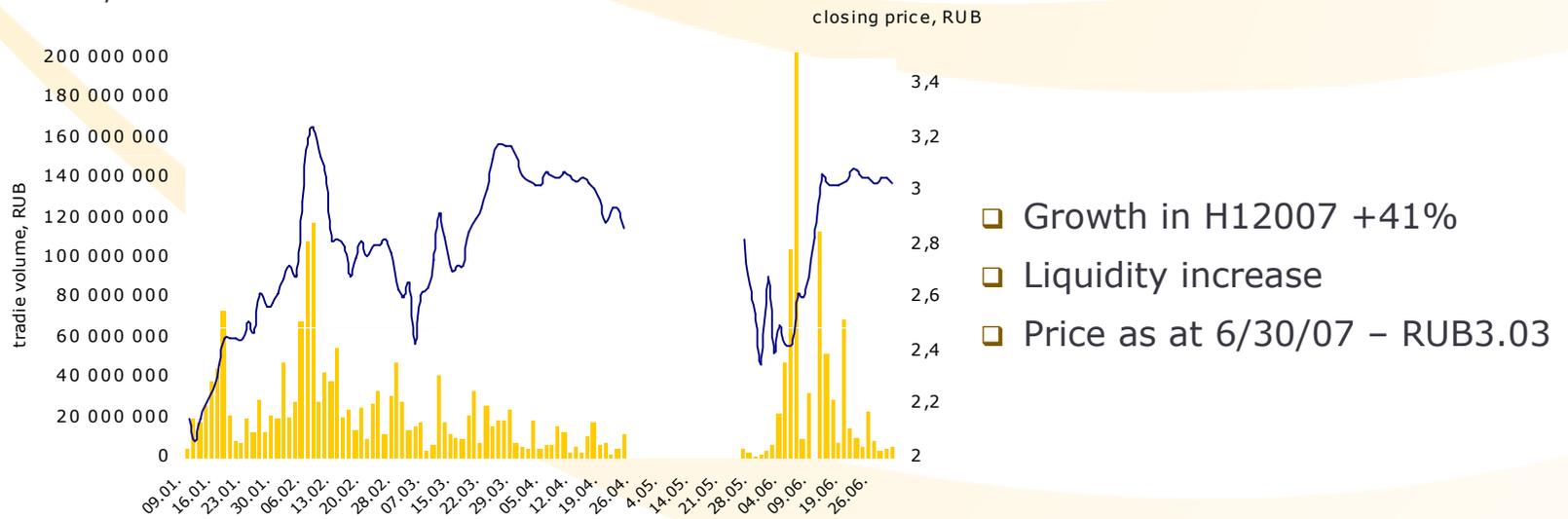
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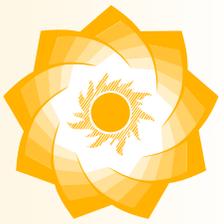
# STOCK MARKET

RTS, 1 Jan 2007 – 30 Jun 2007



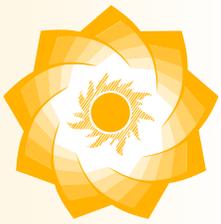
MICEX, 1 Jan 2007 – 30 Jun 2007





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## ***BALANCE SHEET BACK-UPS***



# BALANCE SHEET: ASSETS

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thou. RUB

	as of 1/01/2007	share, %	1/07/2007	share, %	change
<b>Non-current assets</b>	<b>17,631,573</b>	78.4%	<b>17,216,444</b>	72.9%	<b>-415,129</b>
Intangible assets	0	0	0	0	0
Property, plant and equipment	16,406,472	72.9%	16,064,201	68.0%	-342,271
Construction in progress	1,126,977	5.0%	1,059,953	4.5%	-67,024
Financial investments	33,757	0.2%	18,362	0.1%	-15,395
Other	64,367	0.3%	73,928	0.3%	9,561
<b>Current assets</b>	<b>4,863,550</b>	21.6%	<b>6,416,011</b>	27.1%	<b>1,552,461</b>
Inventories	1,951,245	8.7%	2,263,055	9.6%	311,810
VAT	25,229	0.1%	29,882	0.1%	4,653
Accounts receivable (> 12 months)	8,703	0.0%	7,472	0.0%	-1,231
Accounts receivable (< 12 months)	1,500,294	6.7%	2,573,827	10.9%	1,073,533
Short-term financial assets	600,000	2.7%	683,439	2.9%	83,439
Cash	778,079	3.5%	858,336	3.6%	80,257
Other	0	0	0	0	0
<b>Total</b>	<b>22,495,123</b>	100.0%	<b>23,632,455</b>	100.0%	<b>1,137,332</b>



# BALANCE SHEET: EQUITY AND LIABILITIES

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thou. RUB

	as of 1/01/2007	share, %	1/07/2007	share, %	change
<b>Equity and reserves</b>	<b>19,677,883</b>	87.5%	<b>20,145,325</b>	85.9%	<b>632,560</b>
Ordinary shares	49,130,626	218.4%	19,652,250	83.2%	-29,478,376
Buyback shares	0	0.0%	0	0.0%	0
Added capital	531,489	2.4%	530,587	2.2%	-902
Reserve capital	75,884	0.3%	101,596	0.4%	25,712
Retained earnings/losses	-30,060,116	-133.6%	-806,561	-3.4%	29,253,555
Retained earnings/losses for the current year	0	0.0%	832,571	3.5%	832,571
<b>Non-current liabilities</b>	<b>347,472</b>	1.5%	<b>358,254</b>	1.5%	<b>10,782</b>
Non-current loans and borrowings	30,438	0.1%	13,710	0.1%	-16,728
Deferred tax liabilities	315,909	1.4%	343,485	1.5%	27,576
Other	1,125	0.0%	1,059	0.0%	-66
<b>Current liabilities</b>	<b>2,469,768</b>	11.0%	<b>2,963,758</b>	12.6%	<b>493,990</b>
Current loans and borrowings	600,705	2.7%	987,252	4.2%	386,547
Trade payables	1,661,764	7.4%	1,617,469	6.8%	-44,295
Dividend arrears to incorporators	204,853	0.9%	357,237	1.6%	152,384
Deferred income	2,446	0.0%	1,800	0.0%	-646
Other	0	0.0%	0	0.0%	0
<b>Total</b>	<b>22,495,123</b>	100.0%	<b>23,632,455</b>	100.0%	<b>1,137,332</b>