



E.ON Russia 2013 full year results

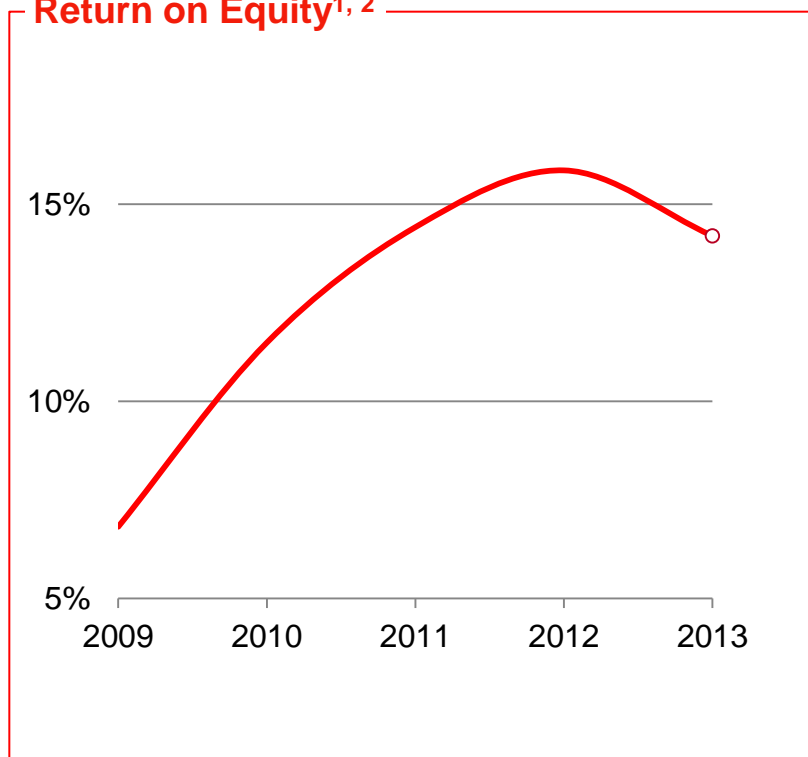
27 March 2014

Key financials

Key financials – IFRS¹

		FY 2013	FY 2012	%
Sales	RUB bn	78.8	75.0	+5
EBITDA²	RUB bn	29.1	29.2	-
EBIT²	RUB bn	19.2	21.0	-9
Underlying Net Income	RUB bn	17.2	18.3	-6
Underlying EPS	RUB	0.27	0.29	-6
Operating Cash Flow	RUB bn	23.9	23.5	+2
Capex	RUB bn	15.2	11.3	+35

Return on Equity^{1, 2}



1 E.ON Russia stand alone

2 Adjusted for extraordinary effects

Market environment

1st pricing zone

- Stagnation of electricity consumption
- Overcapacity on the background of the commissioning of new capacity under CSA

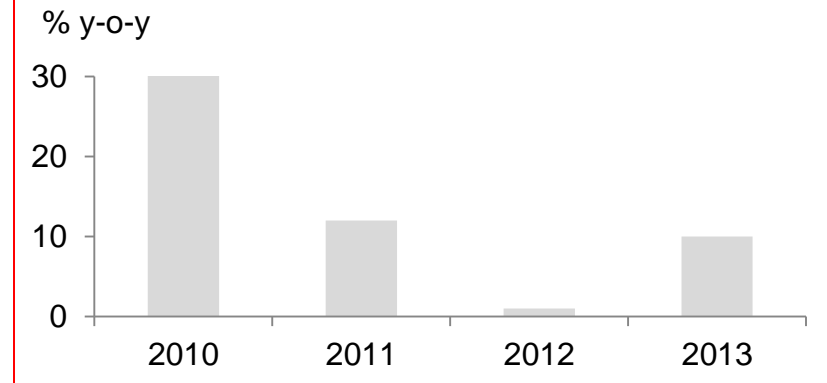
2nd pricing zone

- High water inflow in Siberia
- Output reduction of RUSAL aluminium plants

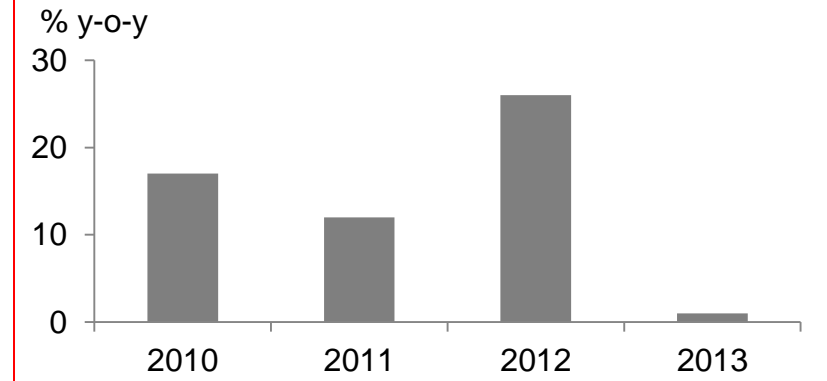
Regulatory update

- Capacity Supply Agreements mainly untouched – increased duration of payments from 10 to 15 years discussed
- Gas price tariff increase beyond 2014 limited to inflation

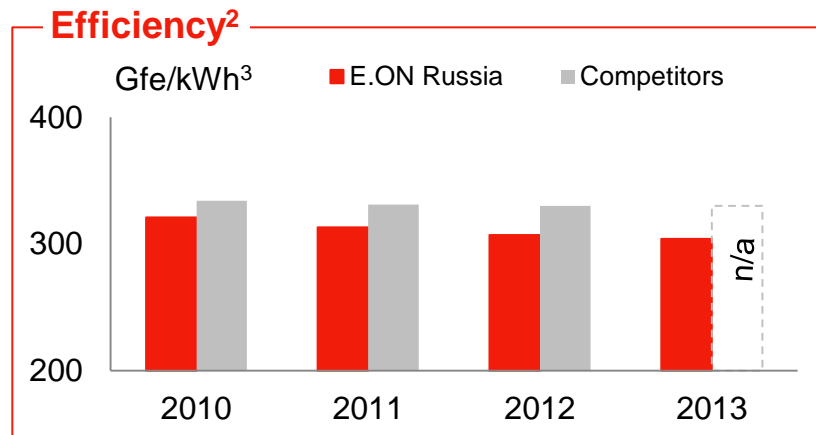
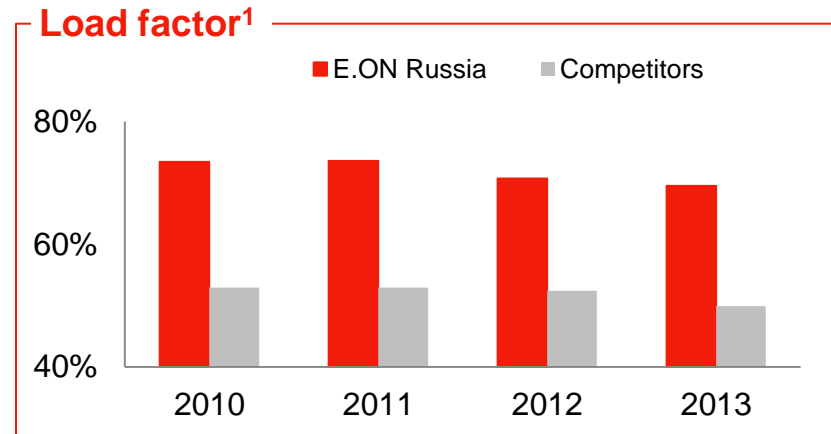
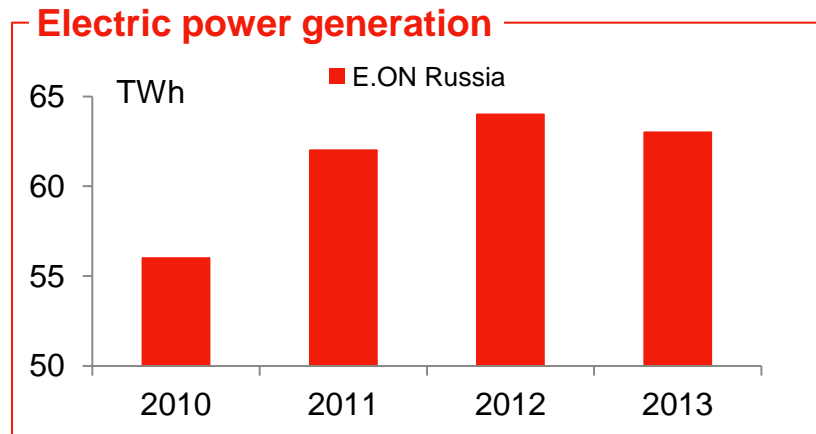
Day Ahead Market: 1st pricing zone



Day Ahead Market: 2nd pricing zone



Operational development



- Decline of power generation by 2% mainly due to maintenance at Surgutskaya-2 and implementation of additional electrical connections at Berezovskaya
- Flexible new gas contract with Novatek
- Commissioned simulator of CCGT- 400 at Surgutskaya GRES-2

1 Source: System Operator of the United Power System

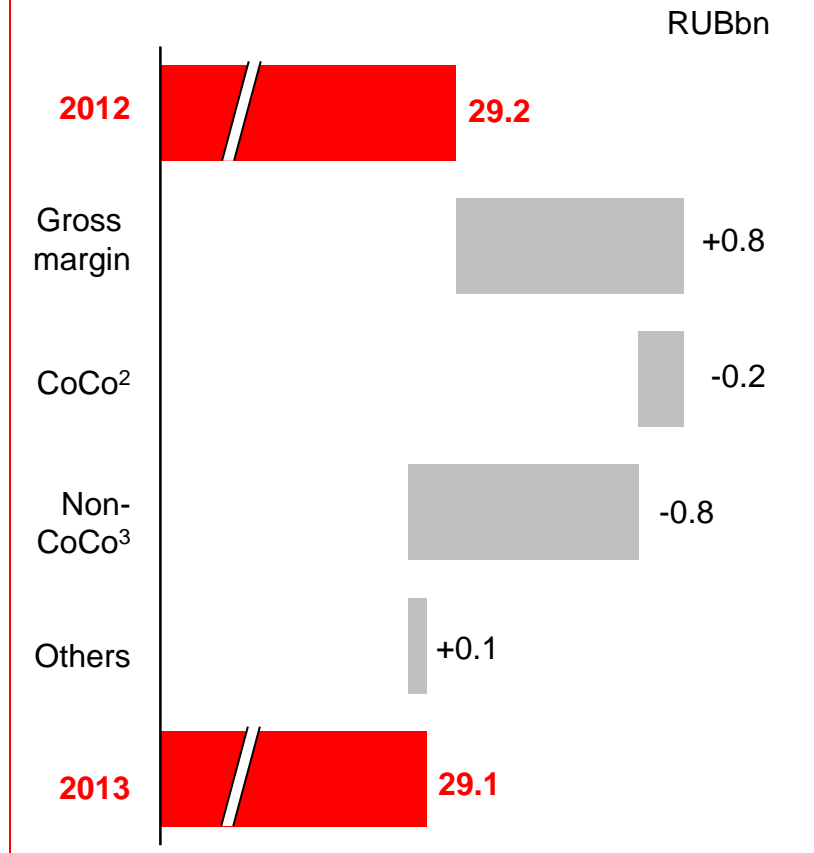
2 Source: Energy Forecasting Agency Report

3 Gfe/kWh – Fuel equivalent grams per 000' Watts

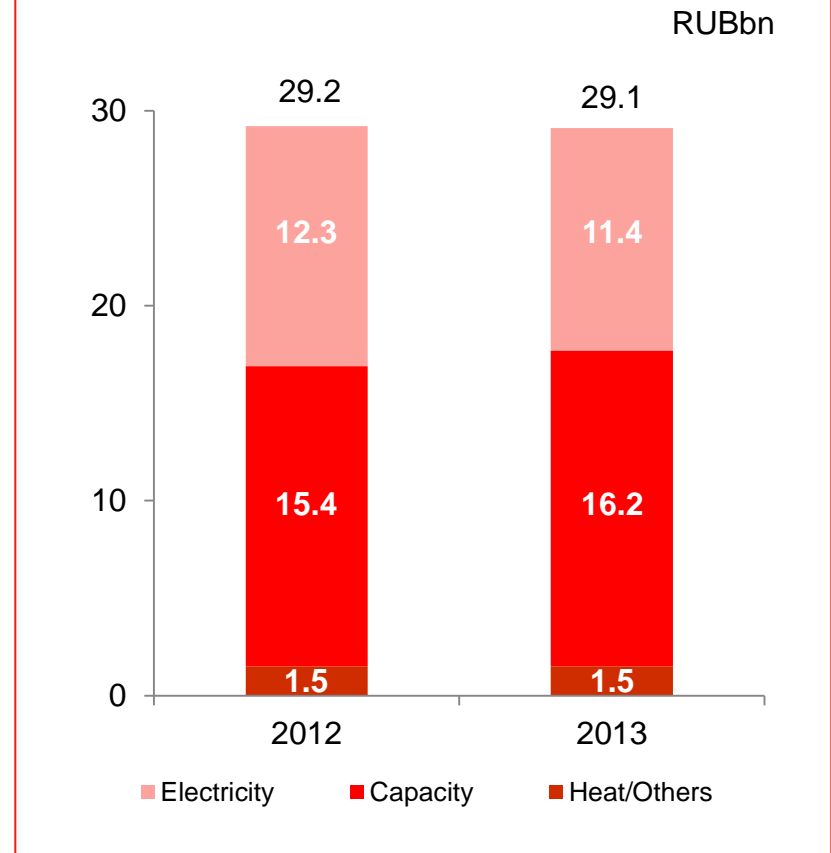


Earnings

EBITDA¹ drivers 2012 - 2013



EBITDA¹ break-down

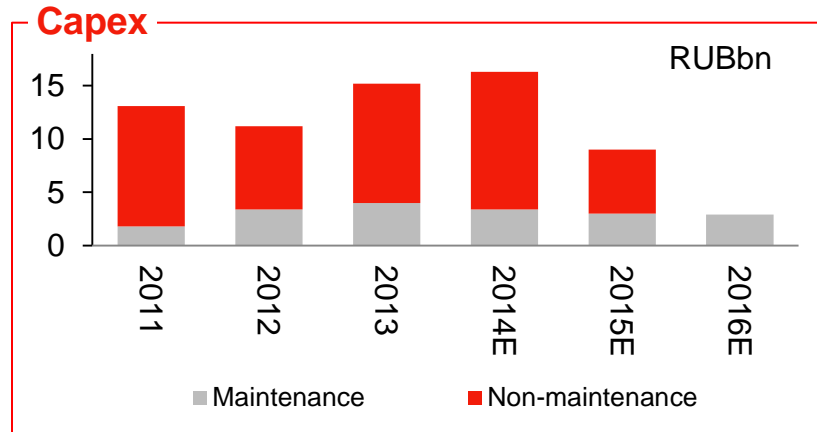


1 Adjusted for extraordinary effects

2 CoCo = Controllable Cost

3 Non-CoCo = Non-Controllable Cost

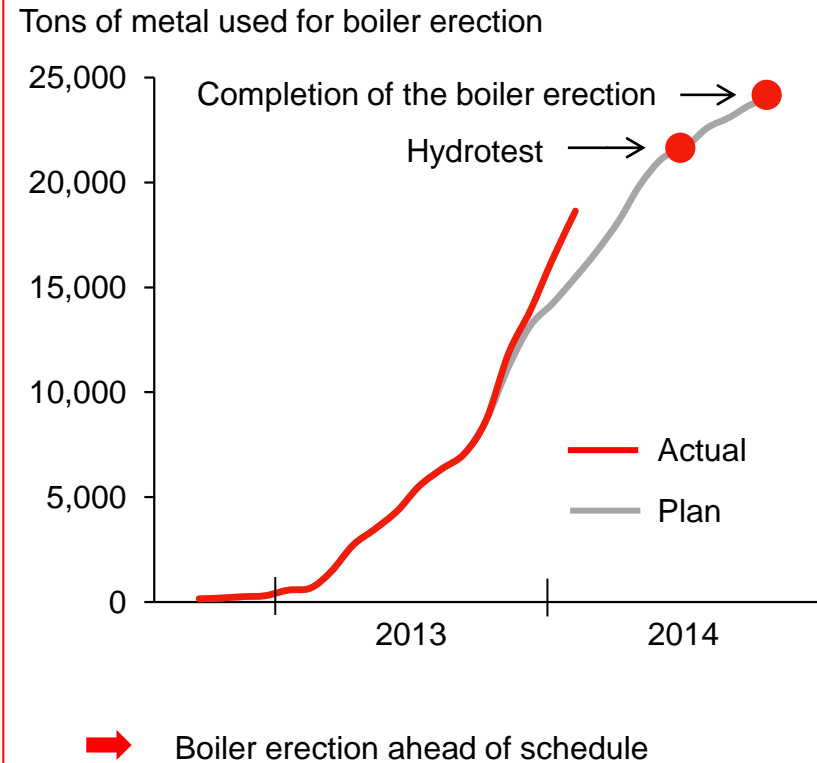
Capex plan



- Capex mainly allocated to Berezovskaya
- Additional strategic growth options
 - Distributed Energy
 - Modernization of assets if Capacity Supply Agreements are provided

Investments to be performed only in case of meeting internal profitability thresholds

Status Berezovskaya



Financial outlook

Short-term

- Gas tariff freeze effective as of mid 2014 until mid 2015
- Capacity price contraction (-70%) in 2nd pricing zone
- Supply – demand balance



Mid-term

- Commissioning of Berezovskaya



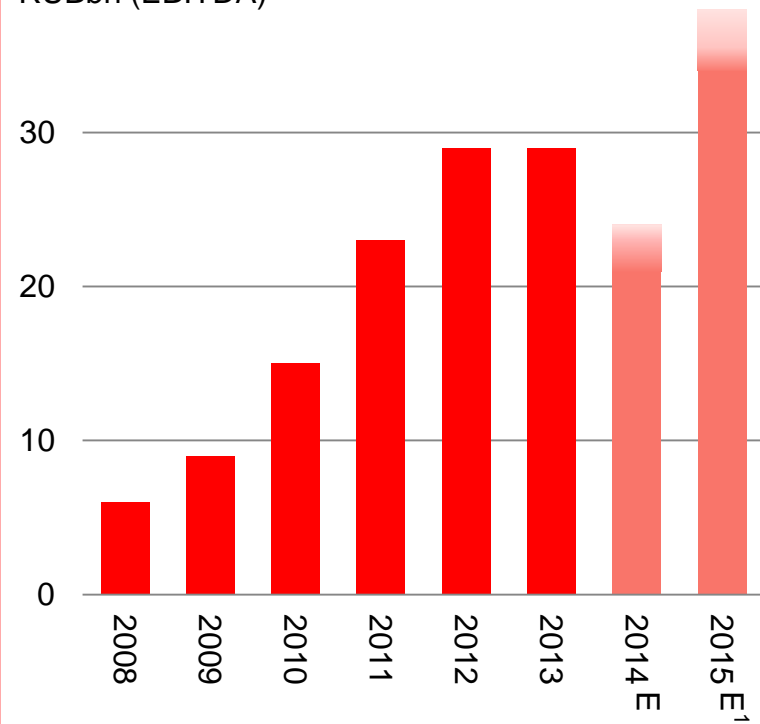
Long-term

- Tightening of supply
- Modest increasing power demand and gas prices



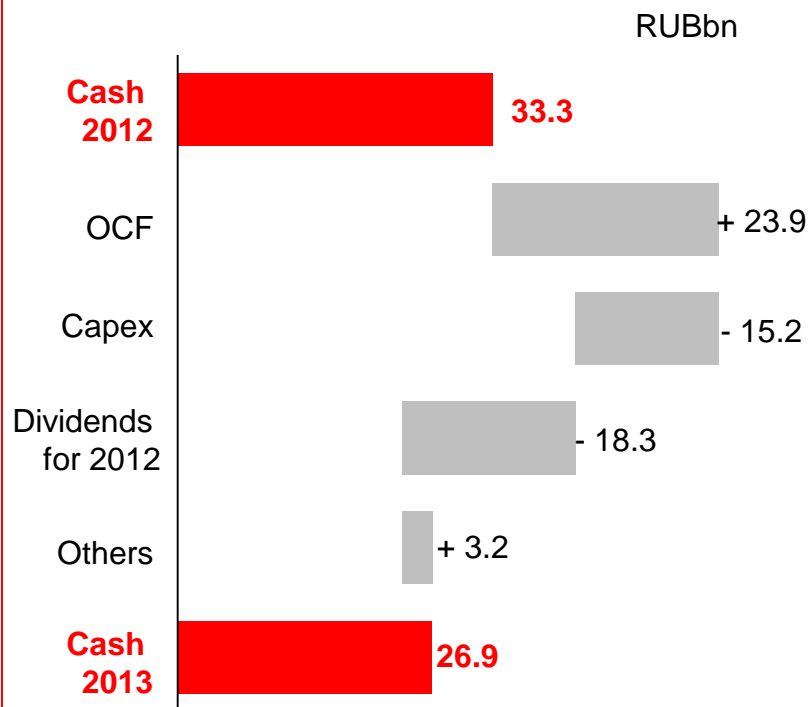
Earnings outlook

RUBbn (EBITDA)



Dividend

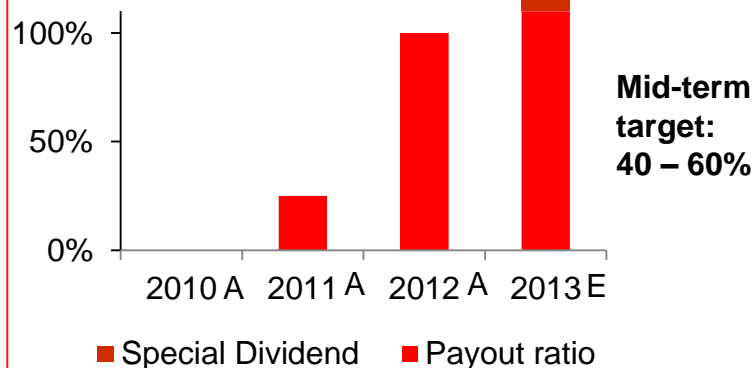
Free cash flow



Strong basis for dividend payout in 2014

Dividend

Pay-out ratio (IFRS)



RUBm	2011A	2012A	2013E
Dividend	3,649	18,255	18,900 ¹
Special dividend	0	0	5,000

100% payout ratio¹ + special dividend proposed for 2013²

E.ON Russia IR - Reporting calendar & contact

Reporting calendar

Date	Event
April 28, 2014	Publication of the RAS statements of E.ON Russia for 3 months of 2014
May 15, 2014	Publication of the IFRS statements of E.ON Russia for 3 months of 2014
July 28, 2014	Publication of the RAS statements of E.ON Russia for 6 months of 2014
August 21, 2014	Publication of the IFRS statements of E.ON Russia for 6 months of 2014
October 27, 2014	Publication of the RAS statements of E.ON Russia for 9 months of 2014
November 13, 2014	Publication of the IFRS statements of E.ON Russia for 9 months of 2014

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