

# FIRST QUARTER 2004



LENENERGO

## NOTABLE EVENTS

### JANUARY

● The Regional Energy Commissions (REC's) increased Lenenergo's average electricity tariffs by 9.66% for St.Petersburg and by 10.32% for the Leningrad Region. Average heat tariffs increased by 12.00% for St.Petersburg and by 7.63% for the Leningrad Region.

### FEBRUARY

● A meeting of the Board of Directors of Lenenergo was held in the Company's head-office in St.Petersburg on 18 February 2004. The management of Lenenergo reported to the Board preliminary operational and financial results for the year 2003.

## KEY FIGURES

### Operational figures

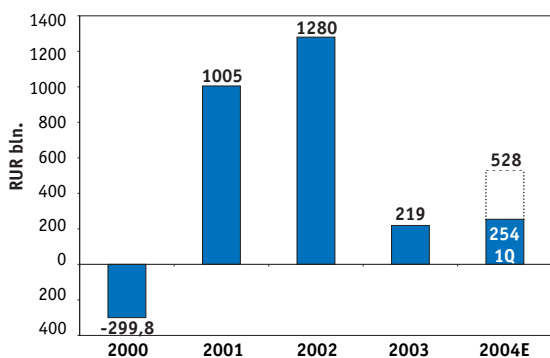
Installed capacity, MW  
 Electricity production, mln. kWh  
 Purchased electricity, mln.kWh  
 Electricity useful output, mln. kWh  
 Heat useful output, '000 Gcal  
 Number of employees

### Financial results (RAS)

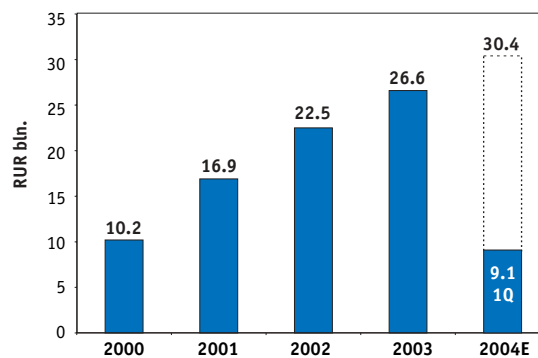
Net sales, RUR mln.  
 Operating profit, RUR mln.  
 Net profit/loss, RUR mln.

1Q 2004	1Q 2003	Change, %
3 244.5	3 244.5	-
4 326	3 919	10.4
4 637	4 928	(5.9)
6 882	7 125	(3.4)
8 632	9 233	(6.5)
14 359	15 401	(6.8)
9 104	8 121	12.1
1 001	1 404	(28.7)
254	431	(41.0)

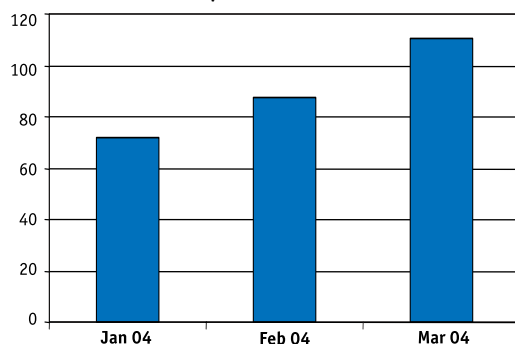
Profit/loss



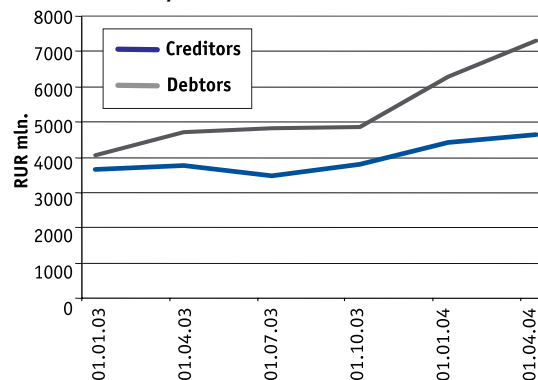
Sales



Cash collection, %

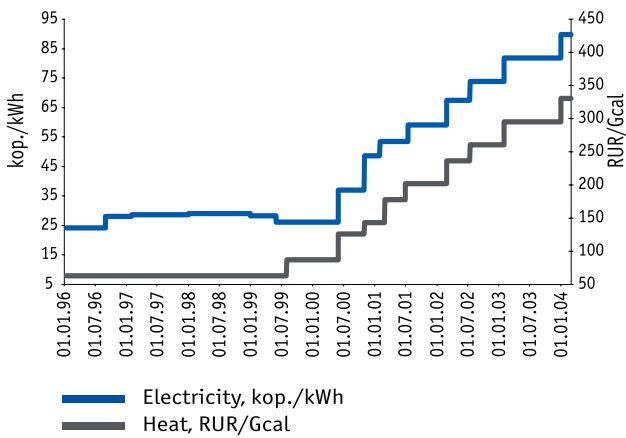


Debtors/Creditors





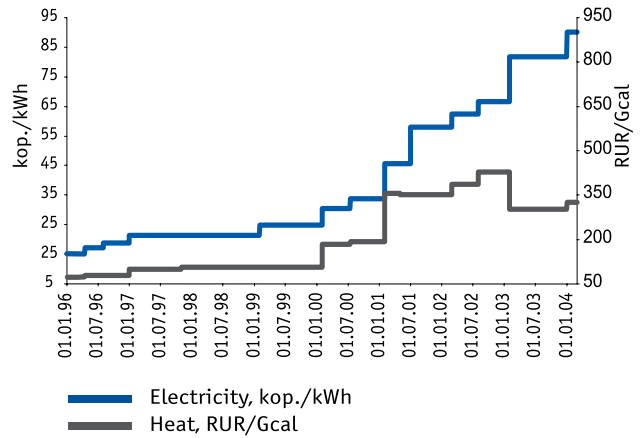
**Tariff changes  
St. Petersburg**



**Average current tariffs (St. Petersburg):**

Electricity 89.81 kop./kWh  
Heat 329.9 RUR/Gcal

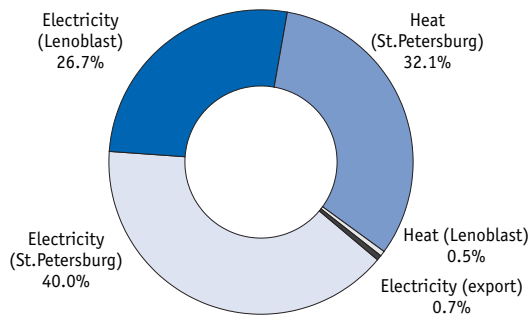
**Tariff changes  
Leningrad Region**



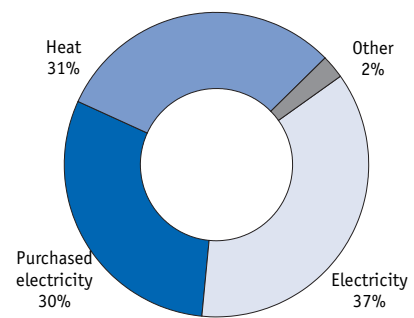
**Average current tariffs (Leningrad Region):**

Electricity 90.02 kop./kWh  
Heat 325.4 RUR/Gcal

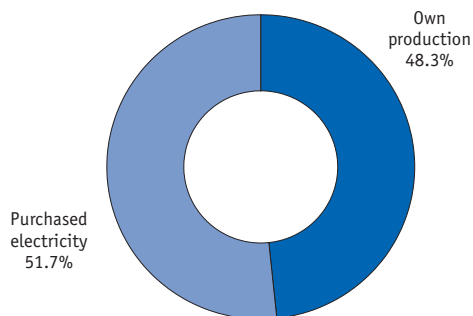
**Sales**



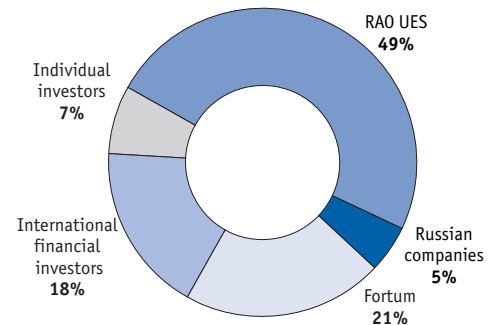
**Cost of Sales**



**Electricity Balance**



**Shareholder structure**





## BALANCE SHEET

'000 RUR	January 1, 2004	March 31, 2004
<b>ASSETS</b>		
<b>NON-CURRENT ASSETS</b>		
Intangible assets	5 072	4 799
Fixed assets, incl.:	35 497 800	35 252 431
Land	207	207
Buildings, plants and machinery	35 230 501	35 066 046
Other	267 092	186 178
Investments in non-current assets	4 013 594	4 348 043
Long-term financial investments, incl.:	453 874	452 147
Subsidiaries	18 907	18 907
Affiliates	28 074	28 074
Other companies	352 961	352 961
Long-term loans	51 600	49 873
Other long-term financial investments	2 332	2 332
Deffered tax assets	100 308	106 272
<b>TOTAL non-current assets</b>	<b>40 070 648</b>	<b>40 163 692</b>
<b>CURRENT ASSETS</b>		
Inventories	1 493 590	1 323 011
VAT	844 378	843 820
Long-term accounts receivable	7 059	6 859
Short-term accounts receivable, incl.:	6 278 655	7 283 160
Customers	4 299 911	5 120 421
Notes receivable	-	-
Receivable from subsidiaries and affiliates	-	-
Prepayments	1 288 174	1 503 444
Other	690 570	659 295
Short-term financial assets	59 548	76 736
Cash and cash equivalents	471 511	591 622
<b>Total current assets</b>	<b>9 154 741</b>	<b>10 125 208</b>
<b>TOTAL ASSETS</b>	<b>49 225 389</b>	<b>50 288 900</b>
<b>EQUITY AND LIABILITIES</b>		
<b>SHAREHOLDERS' EQUITY</b>		
Authorised share capital	897 363	897 363
Ordinary Share Capital	131 328	131 328
Preference Share Capital	766 035	766 035
Additional capital	39 255 380	39 253 439
Reserve capital	114 265	114 265
Retained earnings of prior periods	219 298	219 298
Losses of prior periods	(488 190)	(487 728)
Profit/Loss of the accounting period	-	254 308
<b>TOTAL Shareholders' equity</b>	<b>39 998 116</b>	<b>40 250 945</b>
<b>LONG-TERM DEBT</b>	<b>494 159</b>	<b>579 619</b>
<b>CURRENT LIABILITIES</b>		
Loans and credits, incl.:	3 774 445	4 050 241
Bank credits	3 238 500	3 648 282
Loans	535 945	401 959
Accounts payable, incl.:	4 433 616	4 642 093
Suppliers	1 422 001	1 211 571
Notes payable	64	24
Accrued payroll	68 155	77 730
Social funds	24 581	45 419
Budget	405 989	650 936
Prepayments received	1 974 376	1 961 220
Other accounts payable	538 450	695 193
Due to shareholders	318 258	318 258
Deferred income	206 795	206 447
Reserves of future payments	-	241 297
<b>TOTAL current liabilities</b>	<b>8 733 114</b>	<b>9 458 336</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>49 225 389</b>	<b>50 288 900</b>



## INCOME STATEMENT

'000 RUR	2004 (1st Q)	2003 (1st Q)
<b>Net Revenues</b>	<b>9 104 378</b>	<b>8 121 410</b>
Electricity	5 900 956	5 379 418
Heat	2 854 173	2 580 254
Other	349 249	161 738
<b>Cost of goods sold</b>	<b>8 103 625</b>	<b>6 716 913</b>
<b>Operating Profit</b>	<b>1 000 753</b>	<b>1 404 497</b>
Interest income	239	28
Interest expenses	95 285	2 902
Other financial items gain	-	-
Other operating income	297 606	392 450
Other operating expenses	360 613	1 099 014
<b>Profit from operating and financial activity</b>	<b>842 700</b>	<b>695 059</b>
Other non-operating income	215 486	74 866
Other non-operating expenses	493 825	181 490
<b>Pre tax profit</b>	<b>564 361</b>	<b>588 435</b>
Income tax and other similar charges	310 053	157 876
<b>Profit after tax</b>	<b>254 308</b>	<b>430 559</b>
Exceptional income	-	-
Exceptional expenses	-	-
<b>Net profit</b>	<b>254 308</b>	<b>430 559</b>

## CONTACT DETAILS

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