

APPENDIX №1.

ACCOUNTING STATEMENTS

ACCOUNTING BALANCE SHEET AS

OF DECEMBER 31, 2011

Entity **Open External Economic Joint Stock Company "TECHSNABEXPORT"**

Taxpayer's Identification Number

Activity type **intermediary, trading and production**

Form of legal organisation / form of ownership **Open Joint Stock Company**

Measurement unit **RUR, thousand**

Registered address **Russia, 115184, Ozerkovskaya nab., 28, bldg. 3**

CODES	
OKUD Form	0710001
Date (day, month, year)	31.12.2011
OKPO Code	08843672
TIN	7706039242
OKVED Code	51.55.3
OKOPF/OKFS Codes	47/12
OKEI Code	384

NOTES	ITEM	CODE OF THE VALUE	AS OF 31 DECEMBER 2011	AS OF 31 DECEMBER 2010	AS OF 31 DECEMBER 2009
ASSETS					
I. NON-CURRENT ASSETS					
Sect.5.1. of Notes	Intangible assets	1110	11,039	13,227	12,031
	Research and development results	1120	-	-	-
Sect.5.2. of Notes	Fixed assets	1130	532,474	460,238	481,714
	including:				
	Buildings, machinery, equipment and other fixed assets	1131	532,474	460,238	481,714
	Incomplete capital investment	1132	-	-	-
	Advance payments to suppliers, capital construction constructors, suppliers of items of fixed assets	1133	-	-	-
	Income-bearing investments in tangible assets	1140	-	-	-
Sect.5.4. of Notes	Financial investments	1150	14,588,603	9,490,370	13,462,030
	Deferred tax assets	1160	-	755	-
	Other non-current assets	1170	271,652	100,591	115,691
	TOTAL, SECTION I	1100	15,403,768	10,065,181	14,071,466
II. CURRENT ASSETS					
Sect.5.3. of Notes	Inventory	1210	25,198,115	7,983,415	14,830,063
	including:				
	Stock, materials and other similar assets	1211	1,452,146	99,371	1,113,890
	Work-in-progress costs	1212	14,713,788	3,809,354	9,673,856
	Finished products and goods for resale	1213	1,521,316	675,401	1,007,900
	Shipped goods	1214	7,510,865	3,399,289	3,034,417
	Deferred expenses	1215	-	-	-
	Accrued revenue not called for payment	1216	-	-	-
	Other inventory and costs	1217	-	-	-
	Value added tax on acquired assets	1220	4,975,548	3,607,646	7,725,453
Sect.5.6. of Notes	Accounts receivable	1230	21,562,530	33,268,345	25,199,324
	including:				
	Long-term receivables – total	1231	49,115	14,068	161
	purchasers and customers	1232	-	-	-
	down payments made	1233	-	-	-
	other accounts receivable	1234	49,115	14,068	161
	Short-term receivables – total	1235	21,513,415	33,254,277	25,199,163
	purchasers and customers	1236	6,705,057	22,216,252	16,335,153
	down payments made	1237	329,366	673,574	882,821
	other accounts receivable	1238	14,478,992	10,364,451	7,981,189

NOTES	ITEM	CODE OF THE VALUE	AS OF 31 DECEMBER 2011	AS OF 31 DECEMBER 2010	AS OF 31 DECEMBER 2009
Sect.5.4. of Notes	Financial investments (excluding cash equivalents)	1240	2,058,922	9,840,842	314,775
Sect.5.5. of Notes	Cash and cash equivalents	1250	803,053	674,239	1,566,737
	Other current assets	1260	16,404	55,740	103,975
	TOTAL, SECTION II	1200	54,614,572	55,430,227	49,740,327
	BALANCE	1600	70,018,340	65,495,408	63,811,793

NOTES	ITEM	CODE OF THE VALUE	AS OF 31 DECEMBER 2011	AS OF 31 DECEMBER 2010	AS OF 31 DECEMBER 2009
LIABILITIES					
III. EQUITY AND RESERVES					
	Charter capital (reserve capital, statutory fund, contributions of limited partners)	1310	638,119	638,119	503,097
	Treasury stock redeemed from shareholders	1320	-	-	-
	Reappraisal of non-current assets	1340	-	-	-
	Capital surplus (without reappraisal)	1350	-	-	-
	Reserve capital	1360	31,906	25,155	25,155
	including:				
	Statutory reserves	1361	31,906	25,155	25,155
	Reserves formed under foundation documents	1362	-	-	-
	Retained profit (uncovered loss)	1370	18,446,493	20,236,453	17,257,560
	TOTAL, SECTION III	1300	19,116,518	20,899,727	17,785,812
IV. LONG-TERM LIABILITIES					
Sect.5.11. of Notes	Borrowings	1410	13,951,643	8,228,763	11,998,177
	Deferred tax liabilities	1420	47,274	-	154,724
	Estimated liabilities	1430	-	-	-
Sect.5.8. of Notes	Other liabilities	1450	131,667	46,993	-
	TOTAL, SECTION IV	1400	14,130,584	8,275,756	12,152,901
V. CURRENT LIABILITIES					
Sect.5.11. of Notes	Borrowings	1510	16,403,325	10,354,264	9,470,176
Sect.5.8. of Notes	Accounts Payable	1520	19,900,547	25,465,885	21,103,124
	including:				
	Suppliers and contractors	1521	5,638,525	13,835,865	10,331,848
	Advance payments received	1522	1,618,933	1,447,980	2,953,143
	Payables to the company personnel	1523	669	572	744
	Amounts due to state off-budgetary funds	1524	147	96	93
	Tax arrears	1525	289,807	1,364,264	903,818
	Other accounts payable	1526	12,352,466	8,817,108	6,913,478
	Deferred income	1530	-	2	2
Sect.5.12. of Notes	Estimated liabilities	1540	467,366	499,774	443,317
	Founder receivables on contributions towards charter capital (statutory fund)	1545	-	-	-
	Other current liabilities	1550	-	-	2,856,461
	TOTAL, SECTION V	1500	36,771,238	36,319,925	33,873,080
	BALANCE	1700	70,018,340	65,495,408	63,811,793

First deputy
 Director General
 16 February 2012



Alexander Viktorovich
 Markin

Chief
 accountant



Galina Alexandrovna
 Lysova

PROFIT AND LOSS STATEMENT FOR THE PERIOD FROM JANUARY TO DECEMBER 2011

Entity **Open External Economic Joint Stock Company "TECHSNABEXPORT"**

Taxpayer's Identification Number

Activity type **intermediary, trading and production**

Form of legal organisation / form of ownership **Open Joint Stock Company**

Measurement unit **RUR, thousand**

CODES	
OKUD Form	0710002
Date (day, month, year)	31.12.2011
OKPO Code	08843672
TIN	7706039242
OKVED Code	51.55.3
OKOPF/OKFS Codes	47/12
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NOTES	ITEM	CODE OF LINE	JANUARY-DECEMBER 2011	JANUARY-DECEMBER 2010
Sect.5.14. of Notes	Revenue	2110	70,513,759	83,261,187
Sect.5.14. of Notes	Cost of goods sold	2120	(46,023,868)	(57,026,800)
	Gross revenues (loss)	2100	24,489,891	26,234,387
Sect.5.14. of Notes	Selling expenses	2210	(2,341,596)	(2,512,251)
Sect.5.14. of Notes	Administrative expenses	2220	(1,770,414)	(1,811,680)
	Sales profit (loss)	2200	20,377,881	21,910,456
	Income from participation in other entities	2310	196,929	67,986
	Interest Receivable	2320	306,799	186,486
	Interest Payable	2330	(794,597)	(1,007,804)
Sect.5.15. of Notes	Other revenues	2340	1,550,268	5,663,488
Sect.5.15. of Notes	Other expenses	2350	(4,498,081)	(6,545,396)
	Pre-tax profit (loss)	2300	17,139,199	20,275,216
Sect.5.13. of Notes	Current profit tax	2410	(3,772,364)	(4,445,314)
	Including permanent tax liabilities (assets)	2421	(424,145)	(294,770)
Sect.5.13. of Notes	Changes in deferred tax assets	2430	(37,835)	88,665
Sect.5.13. of Notes	Changes in deferred tax liabilities	2450	(10,194)	16,900
	Other	2460	-	-
	Net profit (loss)	2400	13,318,806	15,935,467

NOTES	ITEM	CODE OF LINE	JANUARY-DECEMBER 2011	JANUARY-DECEMBER 2010
FOR INFORMATION				
	Result of reappraisal of non-current assets, not included in the net profit (loss) of the reporting period	2510	-	-
	Result of other operations, not included in the net profit (loss)	2520	-	-
	Total financial result in the reporting period	2500	13,318,806	15,935,467
Sect.5.16. of Notes	Base profit (loss) per share	2900	500	598
	Diluted profit (loss) per share	2910	-	-

First deputy
Director General
16 February 2012



Alexander Viktorovich
Markin

Chief
accountant



Galina Alexandrovna
Lysova

CASH FLOW STATEMENT FOR THE PERIOD FROM JANUARY TO DECEMBER 2011

Entity **Open External Economic Joint Stock Company "TECHSNABEXPORT"**

Taxpayer's Identification Number

Activity type **intermediary, trading and production**

Form of legal organisation / form of ownership **Open Joint Stock Company**

Measurement unit **RUR, thousand**

CODES	
OKUD Form	0710004
Date (day, month, year)	31.12.2011
OKPO Code	08843672
TIN	7706039242
OKVED Code	51.55.3
OKOPF/OKFS Codes	47/12
OKEI Code	384

ITEM	CODE OF LINE	JANUARY-DECEMBER 2011	JANUARY-DECEMBER 2010
Cash flow from operating activities			
Proceeds – total	4110	82,414,366	82,547,923
including:			
from sales of products, goods, work and services	4111	81,596,273	72,266,808
from rent, license fees, royalties, commission and similar payments	4112	200,420	259,181
from reselling financial assets	4113	–	–
	4114	–	–
other proceeds	4119	617,673	10,021,934
Payments – total	4120	(83,285,487)	(60,575,639)
including:			
to suppliers (contractors) for raw materials, materials, work, services	4121	(69,073,877)	(53,496,290)
to employees	4122	(985,122)	(891,718)
interest on debenture	4123	(808,770)	(1,021,672)
profit tax	4124	(4,846,688)	(4,477,367)
	4125	–	–
other payments	4129	(7,571,030)	(688,592)
Balance of cash flow from operating activities	4100	(871,121)	21,972,284
Cash flow from investing activities			
Proceeds – total	4210	25,407,743	6,074,766
including:			
from the sales of non-current assets (excluding financial investment)	4211	147	1,143
from stock trading (equity shares) in other entities	4212	175,550	4,775,375
from repayment of loans, sales of debt securities (rights of claim of funds from other persons)	4213	24,773,748	990,778
dividends, interest on debt financial investments and similar proceeds from equity participation in other entities	4214	458,298	307,470
	4215	–	–
other proceeds	4219	–	–
Payments – total	4220	(22,071,195)	(10,552,658)
including:			
related to purchase, development, modernisation, reconstruction and preparation for use of non-current assets	4221	(32,596)	(44,516)
related to purchase of shares (equity shares) in other entities	4222	–	(9,500)
related to purchase of debt securities (rights of claim of funds from other persons), providing loans to other persons	4223	(22,038,599)	(10,498,642)
interest on debenture, included in the cost of investment asset	4224	–	–
	4225	–	–
other payments	4229	–	–
Balance of cash flows from investing activities	4200	3,336,548	(4,477,892)

ITEM	CODE OF LINE	JANUARY-DECEMBER 2011	JANUARY-DECEMBER 2010
Cash flow from financing activities			
Proceeds – total	4310	78,564,922	48,037,218
including:			
obtaining credits and loans	4311	77,505,232	47,912,770
monetary contributions of owners (participants)	4312	–	–
from issue of shares, increase in equity shares	4313	–	–
from issue of bonds, bills and other debt securities, etc.	4314	–	–
budgetary appropriations and other special-purpose financing	4315	1,059,690	124,448
other proceeds	4319	–	–
Payments – total	4320	(81,197,114)	(66,228,910)
including:			
to owners (participants) due to repurchase of shares (equity shares)	4321	–	–
for the purpose of dividend payment and other payments to distribute the profit to owners (participants)	4322	(12,256,350)	(15,511,052)
related to payment (buy-back) of bills and other debt equities, repayment of credits and loans	4323	(68,876,246)	(50,701,166)
	4324	–	–
other payments	4329	(64,518)	(16,692)
Balance of cash flows from financing activities	4300	(2,632,192)	(18,191,692)
BALANCE OF CASH FLOWS IN THE REPORTING PERIOD	4400	(166,765)	(697,300)
NET CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE REPORTING PERIOD	4450	674,239	1,566,737
NET CASH AND CASH EQUIVALENTS AT THE END OF THE REPORTING PERIOD	4500	803,053	674,239
Effect of changes in exchange rate towards rouble	4490	295,579	(195,198)

First deputy
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16 February 2012



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