

### A Strategic Perspective 2009

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- **HSBC US Investor Meetings**
- New York City Los Angeles San Diego San Francisco
- Week of 9<sup>th</sup> February 2009

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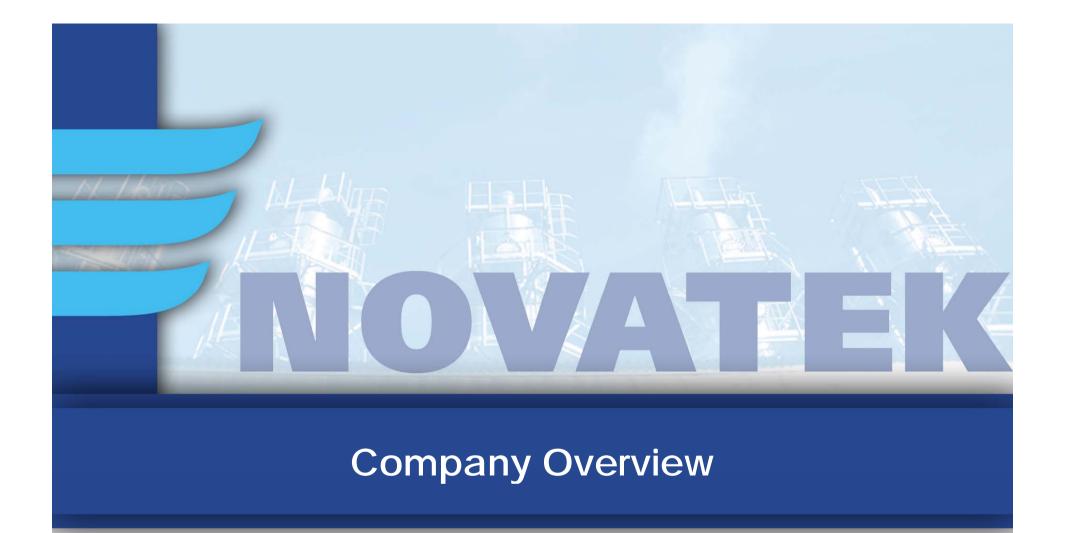


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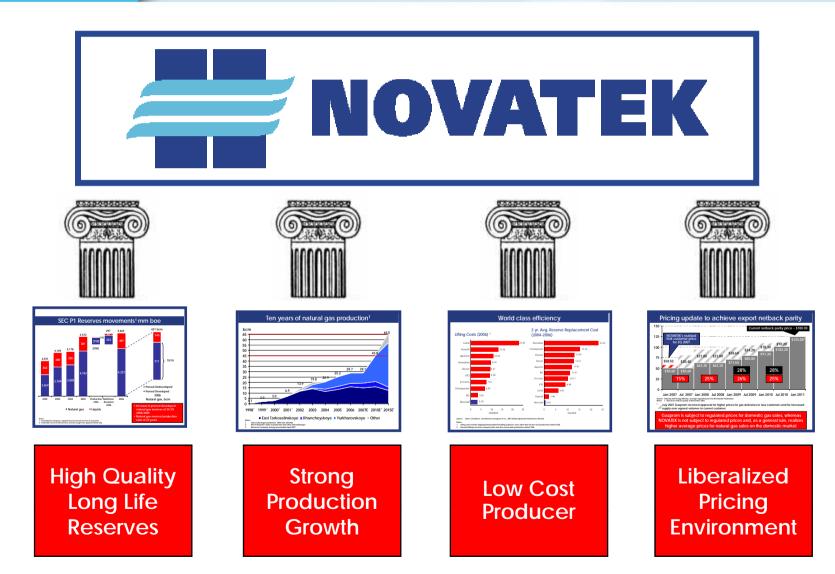
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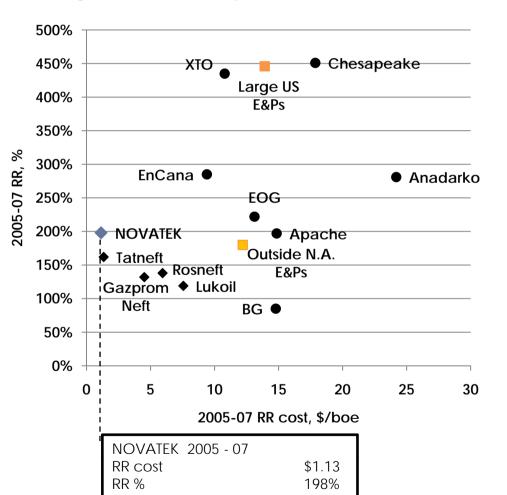
## Four Pillars Supporting Growth & Value Creation



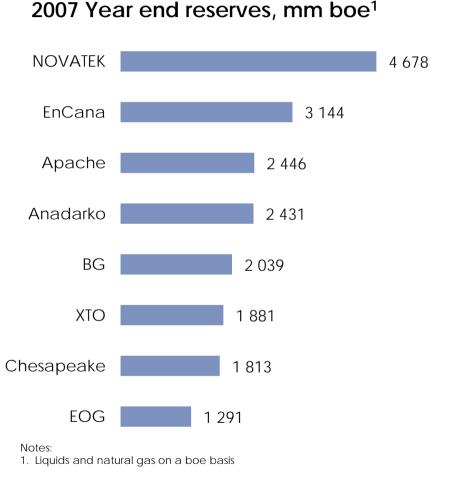
**NOVATEK** 

### **Resource Management & Results**

## NOVATEK







Source: IHS Herold Inc. Harrison Lovegrove & Co., "2008 Global Upstream Performance Review", Company data

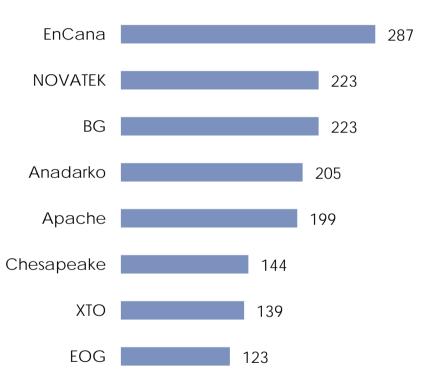
### **Oil & Gas Operational Results**

### NOVATEK

#### 40 Tatneft 35 Gapromneft 30 2007 Lifting cost, \$/boe 25 Lukoil 🔶 20 Rosneft Anadarko 15 Outside N.A. E&Ps Large US Apache 10 E&Ps XTO EOG 🔴 EnCana СНК **NOVATEK** 5 BG 0 15% 25% 10% 20% 30% 35% 45% 40% 2007 Profitability per boe, (net income/revenues)

Source: IHS Herold Inc. Harrison Lovegrove & Co., "2008 Global Upstream Performance Review"





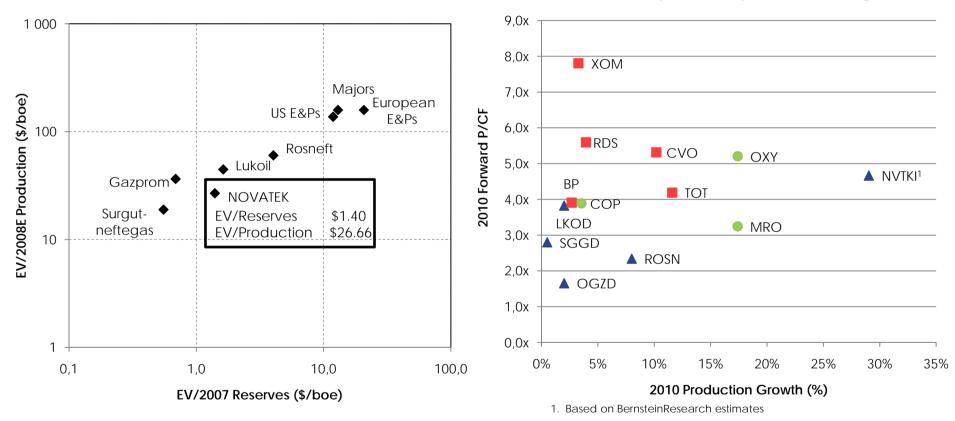
Source: DB "Global Oils 2009" (4 January, 2009), Company estimates

2007 Results of operations

### **Valuation Screens**

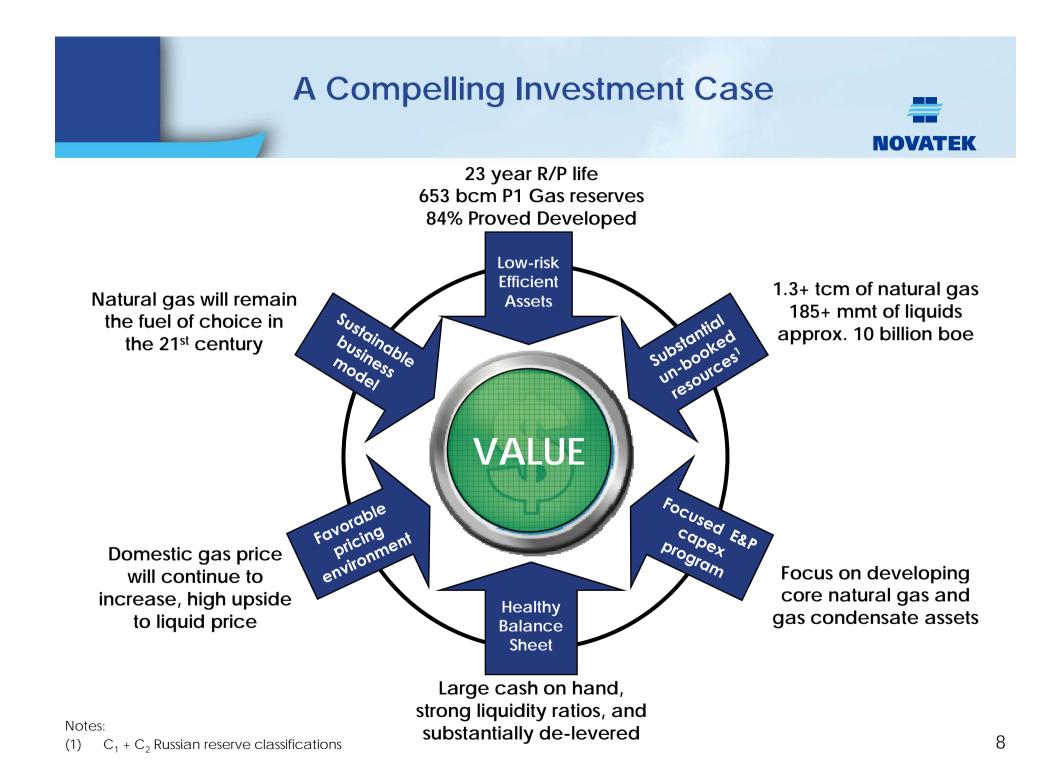


2010 P/CF multiples vs. production growth



#### Per barrel valuation

#### NOVATEK screens attractively versus Russian and International Oil and Gas Producers





### **General Business & Market Environment**

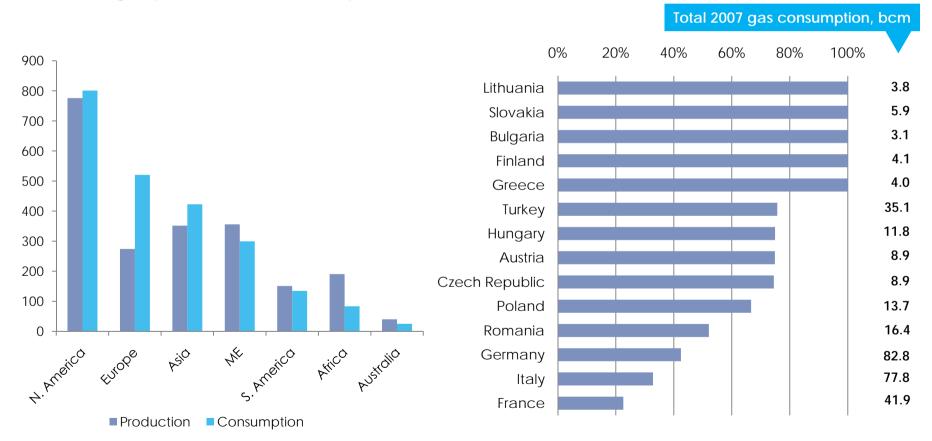
### **Call on Natural Gas**



Europe demonstrates the greatest natural gas deficiency...

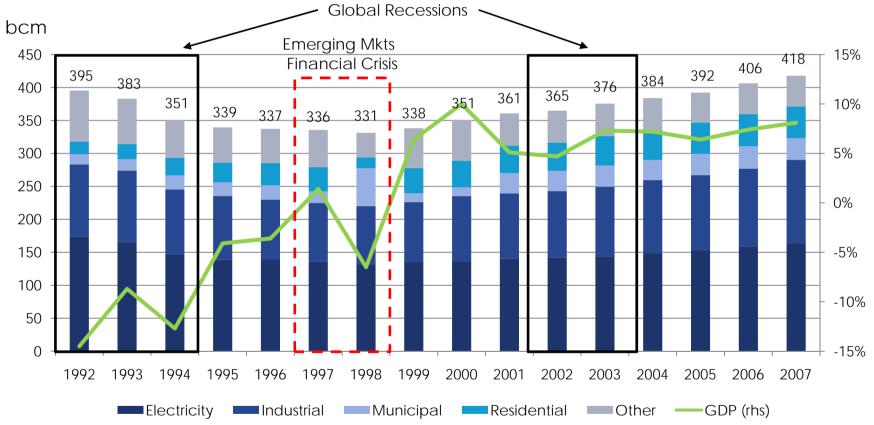
ral ...and Russia currently supplies approximately 30% of current European demand

#### Gas imports from Russia, 2007, % total imports



Natural gas production & consumption, bcm

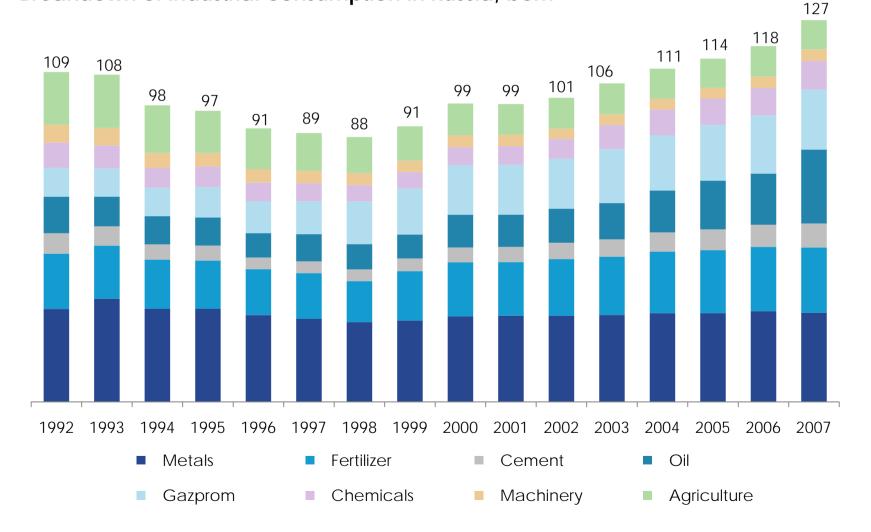
# Relative Growth Despite Recessions



#### Gas consumption in Russia

### **Steady Industrial Consumption**





**NOVATEK** 

### Main Themes – 2009



Liquidity	<ul> <li>maintain strong cash position</li> <li>manageable debt position</li> <li>sustainable cash flows</li> <li>no management shareholder collateralization issues</li> </ul>
Capital Expenditures	<ul> <li>decreasing inflationary pressure on oil service costs</li> <li>largely financed by operating cash flows</li> <li>continued focus on core gas business</li> <li>operations scaleable to business environment</li> </ul>
Projects	<ul> <li>Iow risk development drilling program</li> <li>Iow cost producer</li> <li>delivered key infrastructure projects in 4Q 08</li> </ul>
Crisis Management	<ul> <li>relatively low debt position</li> <li>firm credit policy</li> <li>strong balance sheet</li> <li>adhere to prudent investment decisions</li> </ul>

### **Operating Environment**



	Capacity Constraints	Ма	rket Dynamics
	Eliminated through	No	n-Controllable
	2 <sup>nd</sup> Phase Yurkharovskoye field development		
2008	Gas pipeline – Yurkharovskoye field to UGSS (34 bcm capacity)		Weather
	2 <sup>nd</sup> Phase Purovsky Plant		
0	2 <sup>nd</sup> Stage methanol plant Yurkharovskoye field (40,000 tons p.a)		GDP Growth
201	Complete gas condensate pipeline		GDF GIOWIII
1	Complete de-ethanization plant		
2009	3 <sup>rd</sup> or 3 <sup>rd</sup> and 4 <sup>th</sup> phase Yurkharovskoye field development		Competition
	LTSU – additional 7 - 14 bcm		I

Management significantly removed operational constraints over the past year but operating environment now impacted by market uncertainty which is beyond management's control

# Looking Ahead - Focus On Core Gas Segment

Prioritize investment program to focus on core natural gas and gas condensate production capacity and changing market conditions

- 2009 Estimated E&P CAPEX between RR 14.2<sup>1</sup> billion (minimum case) and RR 21,8<sup>1</sup> billion (maximum case)
- 2009 Increase production capacity up to 44 bcm (maximum case)
- 2010 Estimated E&P CAPEX RR 28.3<sup>1,2</sup> billion 35.7<sup>1,3</sup> billion
- 2010 Increase production capacity up to 51 bcm (maximum case)
- Postpone oil field development programs at East-Tarkosalinskoye and Khancheyskoye fields
- Defer significant capital commitments to processing facilities until 2010, after confirmation of new Russian gas balance, and certain exploration activities

Notes:

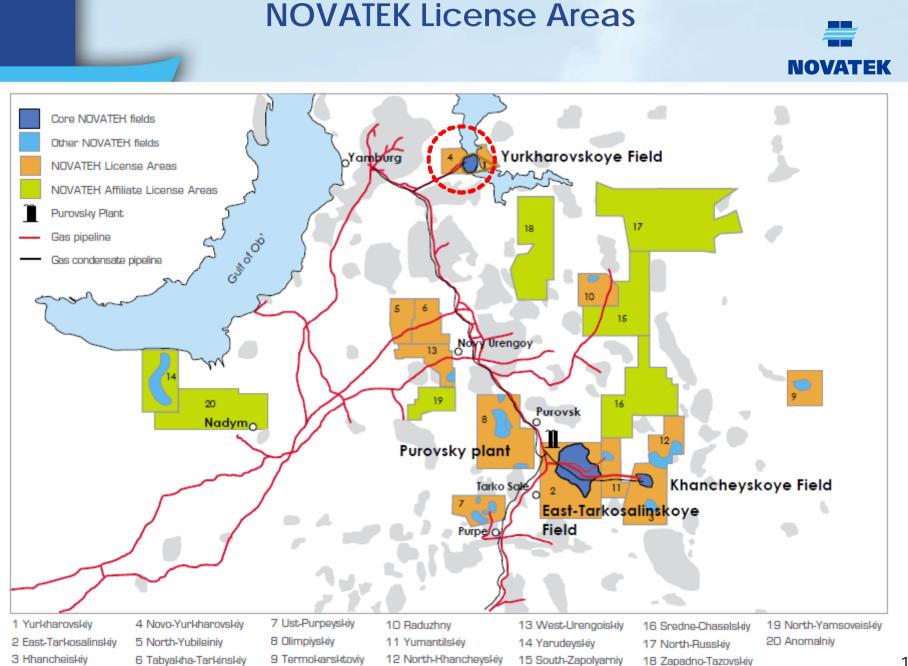
<sup>(1)</sup> Net of VAT, nominal amounts

<sup>(2)</sup> Estimated capex for 2010 under the maximum 2009 capex case

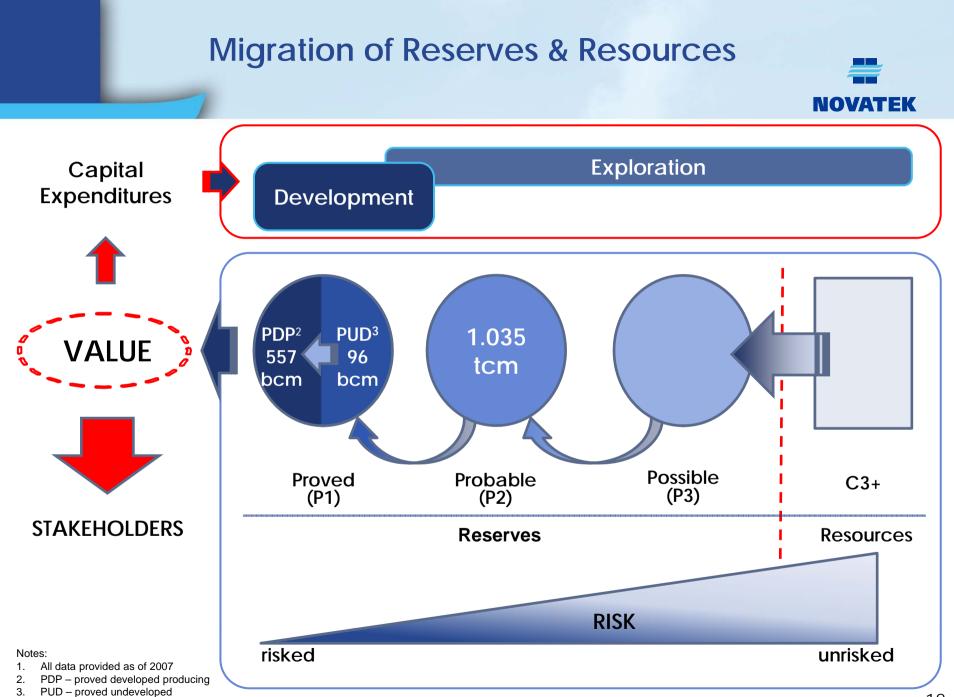
<sup>(3)</sup> Estimated capex for 2010 under the minimum 2009 capex case



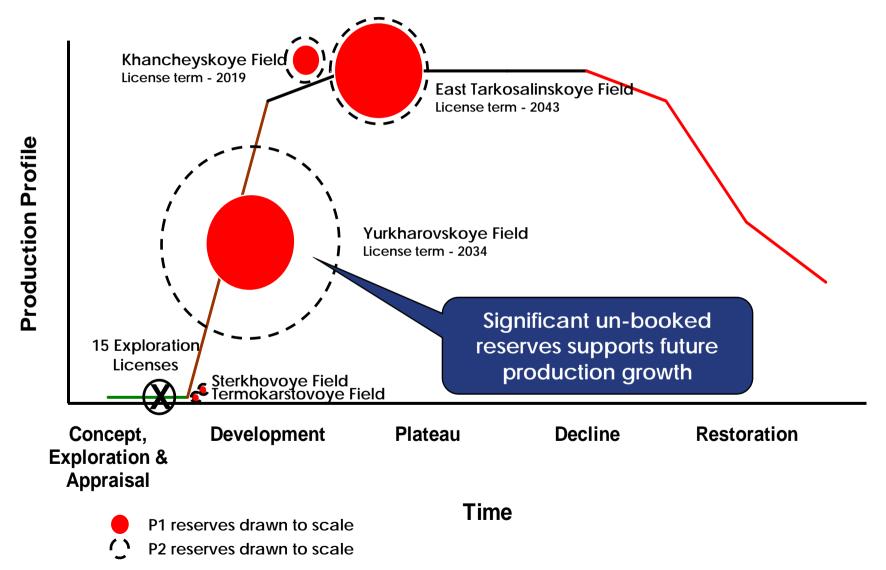
### **Exploration & Production**



#### 

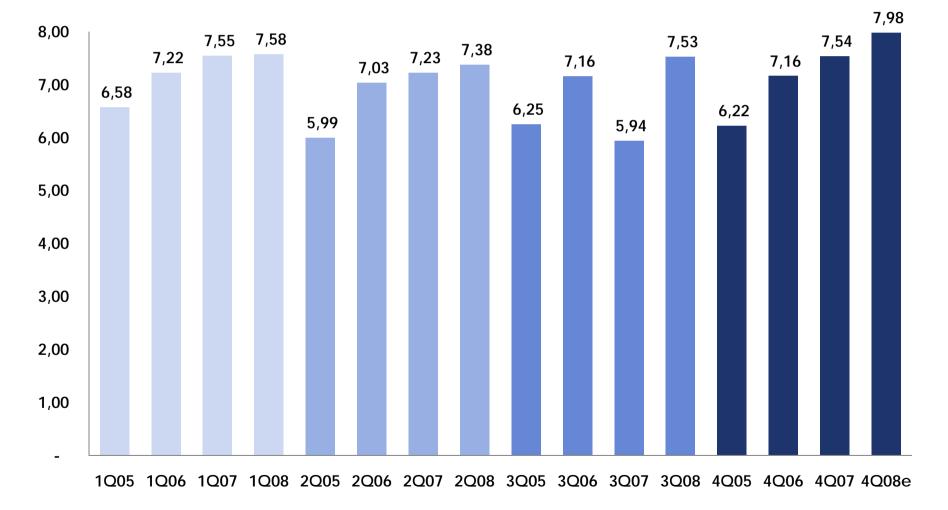


# NOVATEK Development Profile



#### Natural Gas Production, 2005-2008

#### NOVATEK quarterly natural gas production



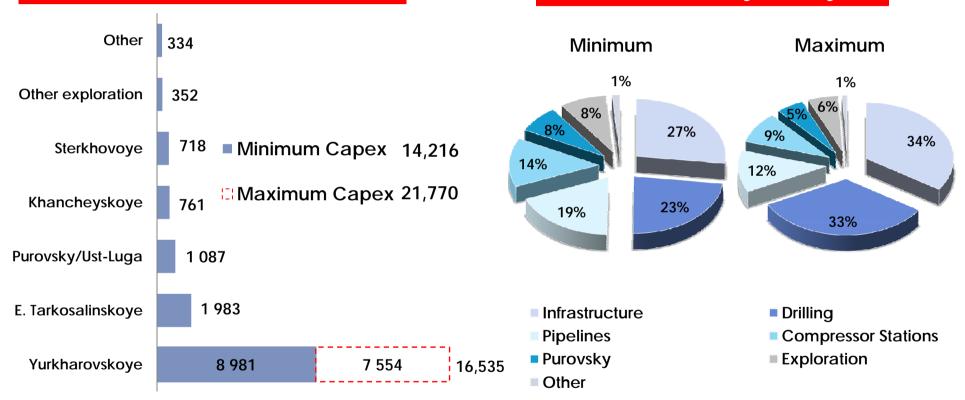
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### **E&P CAPEX Forecast - 2009**



2009F E&P CAPEX by Activity

#### 2009F E&P CAPEX Program, RR MM<sup>1</sup>



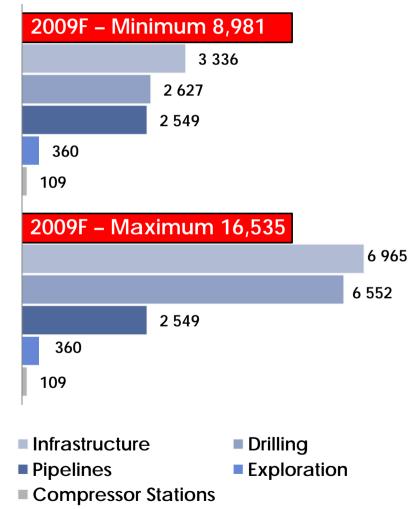
The launch of the 3<sup>rd</sup> phase and associated drilling program at the Yurkharovskoye field are the principal differences between 2009 Minimum and Maximum capex cases. The determining factor will be based on market dynamics in 2009.

Notes:

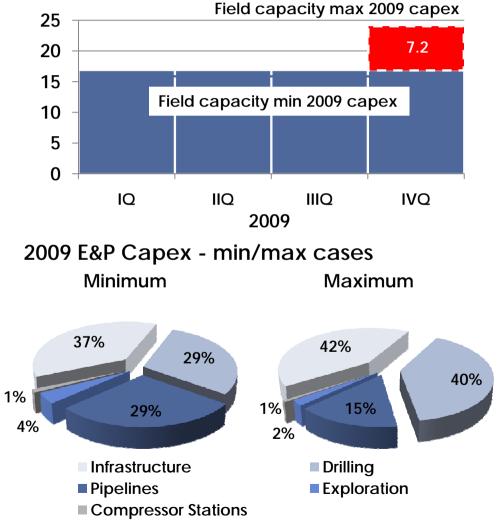
### Yurkharovskoye Field Development Plan – 2009

#### NOVATEK

#### E&P Capex Breakdown, RR MM<sup>1</sup>



#### Capacity Increase, bcm (annualized)



Notes:

#### Yurkharovskoye Field - Transportation Scheme **NOVATEK** Gas pipelines Gas condensate pipelines Field development stages: Gazprom's Gazprom's Stage 1 – up to 9 bcm/yr Existing NOVATEK's Existing NOVATEK's Stage 2 – up to 7 bcm/yr NOVATEK's under construction New NOVATEK's Yamburgskoye Yurkharovskoye field field Launched Ø 800 September 2008 L 52 km Ø 1420 52 km Ø 350 Looping Ø L 52 km Ø 1420, L 35 km 1220, L 16 km Ø 250 L 52 km Natural gas pipe - 1420, L 64 km Urengoyskoye Gas main Yambourg-Eletz Gas main Yambourg-Tula field Condensate main "Yambourg-Urengoy" Ø 400 L 326 km Looping Launched **Purovsky Plant** November 2008 Surgutsky Plant

### Yurkharovskoye Field Development Plan

#### Key changes to original development plan

#### **Drilling program**

- Original total of 88 wells and an artificial island to reach planned field capacity of 27 bcm
- Updated<sup>1</sup> total of 79 wells and no artificial island to reach planned field capacity of 32.5 bcm
- Change decrease in well count and elimination of artificial island results in lower capex and environmental risk

#### Achimov and Jurassic layers

 Updated strategy defers capital expenditures related to these layers to future periods depending on updated Russian gas balance and market demand

	"New well"	"Old well"	+/-,%
Diameter, mm	168	114	+47%
Deviation, m	3,500	2,000	+75%
Horizontal run,m	1,000	500	+100%
Initial flow rates, mcm/day	5,500	1,250	+340%
Drilling cost, \$/mcm cum. prod.	1.64	2.72	-40%

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### **Questions & Answers**



### **Financial Highlights**



RUR mm	2005	2006	2007	2007 vs. 2006 +/(-)%
Total Revenues	38,477	49,234	62,431	26.8%
EBITDA	23,022	23,129	29,283	26.6%
Profit for the Period	13,662	14,079	18,736	33.1%
Operating Cash Flow	10,246	16,938	21,383	26.2%
Capital expenditures	6,460	4,703	19,466	313.9%
Total Assets	78,762	84,326	103,975	23.3%
Cash and Cash Equivalents	2,956	5,668	3,982	(29.7%)
Total Debt	9,094	3,108	6,602	112%
Net Debt	6,138	(2,560)	2,620	n/m
Total Liabilities	21,213	15,650	22,163	41.6%
Equity	57,549	68,676	81,812	19.1%
Oil & Gas Sales Growth (%)	77%	27%	26%	-
EBITDA Margin <sup>1</sup>	55%	47%	47%	-
EBITDA / Interest	20.5x	44.8x	111.3x	-
Total Debt / Total Equity	15.8%	4.5%	8.0%	-
Total Debt / EBITDA	0.4x	<i>0.1x</i>	0.2x	-
Net Debt / EBITDA	0.3x	-0.1x	0.09x	-

Note:

1. Margin as a percentage of total revenue and other income

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### **Continued Strong Results**



3Q07	3Q08	+/(-)	+/(-)%		9m07	9m08	+/(-)	+/(-)%
14,695	19,437	4,742	32.3%	Oil and gas sales	44,130	60,015	15,885	36.0%
15,210	20,452	5,242	34.5%	Total revenues & other income	45,546	62,501	16,955	37.2%
8,539	11,936	3,397	39.8%	Operating Expenses	27,128	34,781	7,653	28.2%
7,602	9,633	2,031	26.7%	EBITDA <sup>(1)</sup>	21,485	30,880	9,395	43.7%
50.0%	47.1%	-	-	EBITDA margin	47.2%	49.4%	-	-
23.3%	24.1%	-	-	Effective income tax rate	26.1%	24.4%	-	-
5,119	5,682	563	11.0%	Profit attributable to NOVATEK	13,682	20,238	6,556	47.9%
33.7%	27.8%	-	-	Net profit margin	30.0%	32.4%	-	-
1.69	1.87	0.18	10.7%	Earnings per share	4.51	6.67	2.16	47.9%
5,908	9,784	3,876	65.6%	CAPEX	12,722	25,791	13,069	102.7%
(4,724)	9,789	n/m	n/m	Net debt (cash) <sup>(2)</sup>	(4,724)	9,789	n/m	n/m

Notes:

1. EBITDA represents net income before finance income (expense) and income taxes from the Statements of Income, and depreciation, depletion and amortization and Share-based compensation from the Statements of Cash Flows

2. Net debt calculated as long-term debt plus short-term debt less cash and cash equivalents

#### **Financial Guidance**



Metric	2003	2004	2005	2006	2007	9M08	Guidance
EBITDA, % <sup>1</sup>	30%	36%	54%	48%	47%	<b>49</b> %	43 – 45%
Effective tax rate <sup>2</sup>	33.1%	28.3%	27.3%	26.7%	27.0%	24.5%	24 – 26%
Net Income, % <sup>3</sup>	<b>19%</b>	23%	32%	<b>29</b> %	30%	32%	23 – 25%
ROE, % <sup>4</sup>	27%	13%	24%	21%	23%	Na	21 – 23%
ROACE, % <sup>5</sup>	21%	13%	20%	20%	21%	Na	18 – 20%
Net debt / Total Capitalization <sup>6</sup>	<b>29</b> %	27%	8%	(3%)	3%	8%	15 – 30%

# Financial guidance consistent with actual results over the relative time periods

#### Notes:

1. EBITDA represents net income before finance income (expense) and income taxes from the statements of income, and depreciation, depletion and amortization and sharebased compensation from the statements of cash flows as a percentage of Total revenues and other income

2. Effective tax rate represents total tax expense calculated as a percentage of our reported IFRS profit before income tax and share of net income from associates

3. as a percentage of Total revenues and other income

4. ROE represents net income/total shareholders equity

5. Net income plus finance expense (net of taxes)/Total debt plus total equity

6. Net debt represents total debt less cash and cash equivalents. Total capitalization represents total debt, total equity and deferred income tax liability.

### **Operational Metrics**



Metric	2003	2004	2005	2006	2007	3yr Avg <sup>4</sup>
Lifting costs, \$/boe	0.43	0.38	0.52	0.45	0.58	0.52
F &D costs, \$/boe	0.72	1.06	0.30	0.57	3.14	1.46
RR costs, \$/boe <sup>1,2</sup>	0.72	0.69	0.30	0.66	3.70	1.13
RR rate <sup>3</sup>	249%	118%	313%	144%	107%	198%

We rank as the second lowest cost producers in the global oil and gas industry as confirmed by the IHS Herold and Harrison Lovegrove "Global Upstream Performance Review" editions 2006 and 2007

Notes:

- 1. Includes acquisition cost for oil and gas assets not included in appraisal reports
- 2. RR costs per boe could potentially increase above guidance based on current trends in acquisitions of O&G companies and assets and increasing costs for new licenses
- 3. Based on gross production for all fields
- 4. According to IHS Herold and Harrison Lovegrove

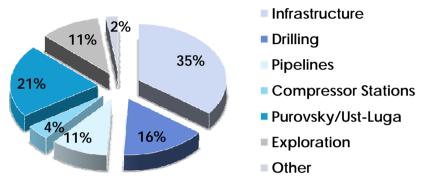
### E&P Breakdown 2008



#### **Production Estimate**

- Natural Gas 30.8 BCM
- Liquids 2.6 MMT
- Total **221 MMBOE** ٠

#### E&P Capex Estimate, RR 30,136 MM<sup>1</sup>

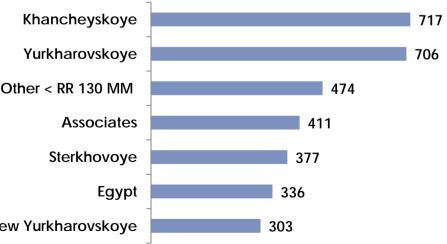


#### Development Capex Estimate, RR 26,812 MM<sup>1</sup> Yurkharovskoye Khancheyskoye 14 318 Purovsky/Ust-Luga Yurkharovskoye 6 368 Other < RR 130 MM Sterkhovoye 2 281 Associates E. Tarkosalinskoye 2 0 4 2 Sterkhovoye Khancheyskoye 1 043 Egypt Other 644 New Yurkharovskoye 303 Termokarstovoye 116

#### Notes:

(1)Net of VAT, nominal amounts

#### Exploration Capex Estimate, RR 3,324 MM<sup>1</sup>



### 2008 Key E&P Highlights



NOVATEK's exploration a	C <sub>1</sub> Reserve Growth			
Field/License area	Seismic	Drilling	Gas	Liquids
Yurkharovskoye	141 km² (3D)	2 wells	13 bcm	0.9 mmt
New Yurkharovskoye	42 km² (3D)	1 well	6.9 bcm	1.0 mmt
Khancheyskoye	226 km² (3D)	3 wells	4.7 bcm	0.4 mmt
Olimpiskiy (Sterkhovoye)	Interpretation of 3D and 2D	1 well	3.9 bcm	1.0 mmt
Raduzhniy	Interpretation of 2D	2 wells	2.4 bcm	0.3 mmt
Yarudeyskiy	150 linear km (2D)	1 well	1.8 bcm	0.1 mmt
Assoc. lic areas <sup>1</sup>	1,591 linear km (2D)	3 well	3.4 bcm	
El-Arish (Egypt)	1,133 km² (3D)	-	-	-

Estimated increase in Russian classified C<sub>1</sub> reserves of approximately 36.1 bcm of gas and 3.7 mmt of liquids as of YE 2008

Notes:

(1) Gross figures, not adjusted for NOVATEK's shareholding in associated license areas