

The image features a blue background with a faint industrial scene of oil rigs. On the left, there is a stylized logo consisting of a dark blue vertical bar and four horizontal blue bars of varying lengths, resembling a flag or a stylized 'N'. The word "NOVATEK" is written in large, bold, dark blue capital letters across the center of the image.

# NOVATEK

## Bear Stearn's Global Oil & Gas Conference

Mark A. Gyetvay, Chief Financial Officer and member of the Board of Directors

New York City, New York

20 March 2008

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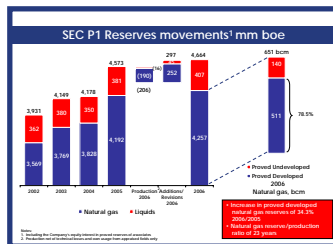
# NOVATEK

## Company Overview

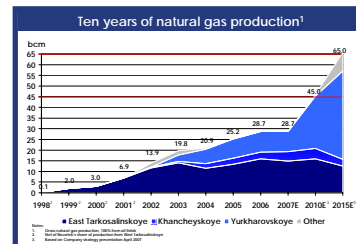
# Four Pillars Supporting Growth and Value Creation



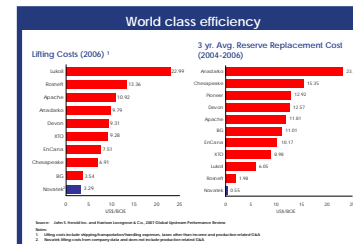
**NOVATEK**



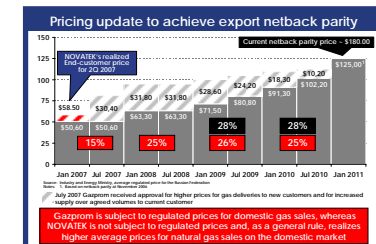
**High Quality Long Life Reserves**



**Strong Production Growth**

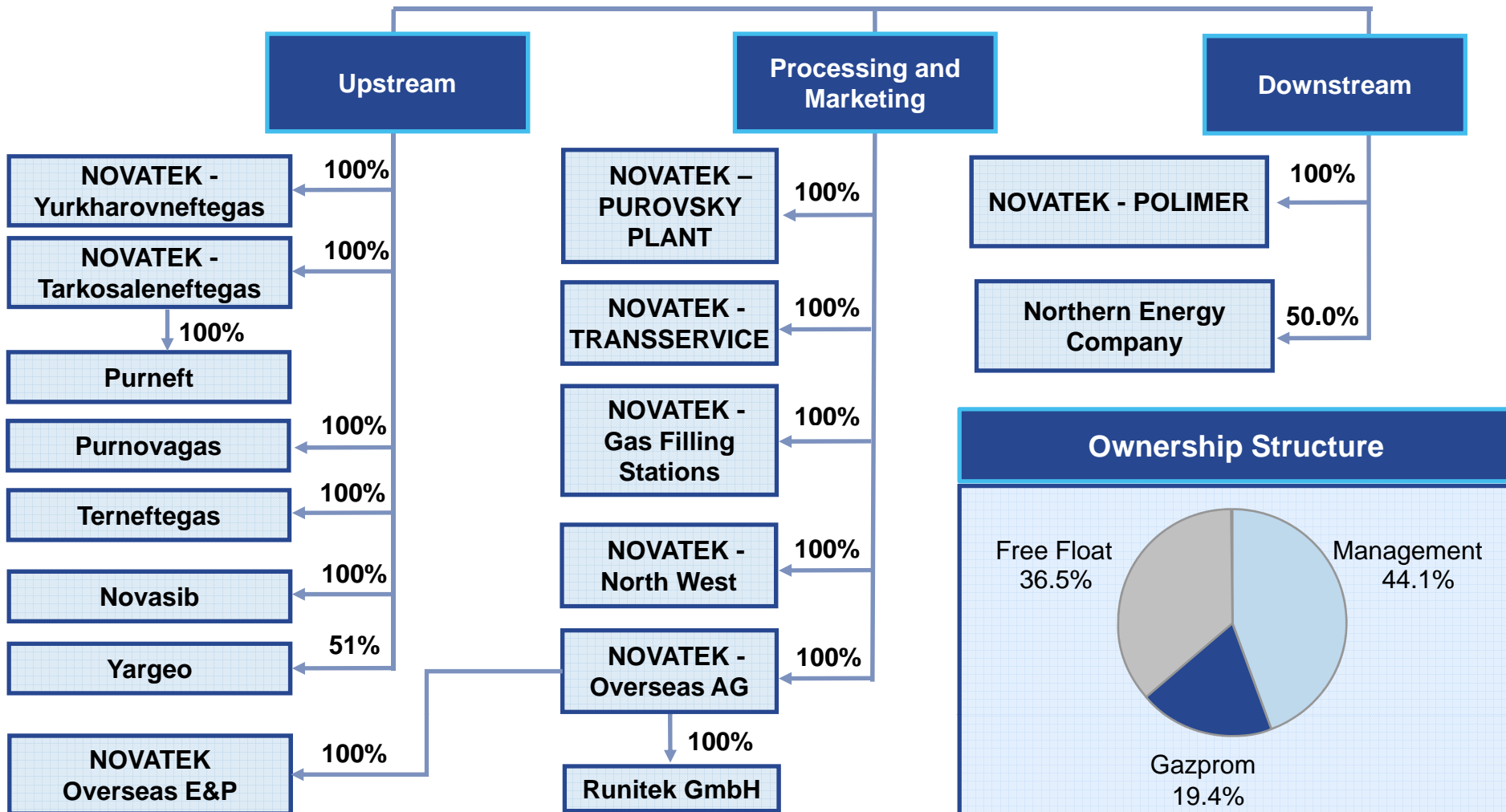


**Low Cost Producer**



**Liberalized Pricing Environment**

# Clean and Transparent Structure



The image features a blue and white graphic on the left side, consisting of a vertical bar and several horizontal, curved bars. The background is a faded industrial scene with several large, cylindrical structures, likely gas processing equipment, under a blue sky. The word "NOVATEK" is written in large, bold, blue capital letters across the center of the image.

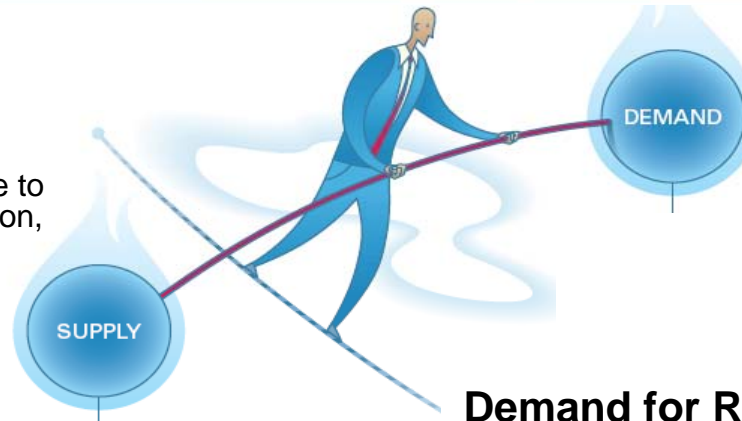
# NOVATEK

## Gas Market Overview

# Supply & Demand - A Tight Balancing Act

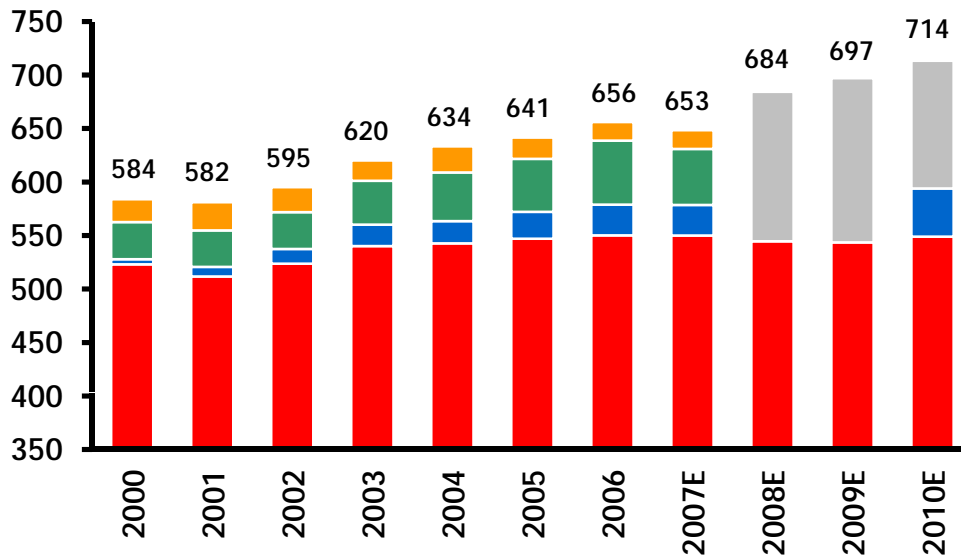


Slower to respond due to complexity of production, delivery and storage



Can move quickly and dramatically, due to weather, economic activity and large volume customers (such as power generators)

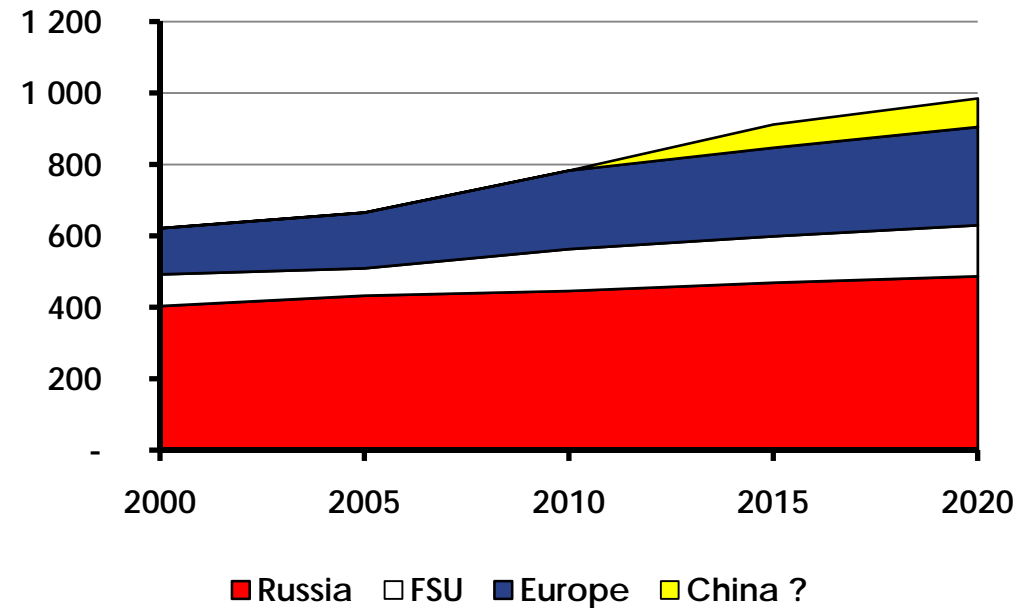
### Russian Gas Supply, BCM



- Oil cos. & Independents
- Other independents
- Gazprom
- #REF!
- Oil companies

Source: CERA 2007

### Demand for Russian Gas, BCM

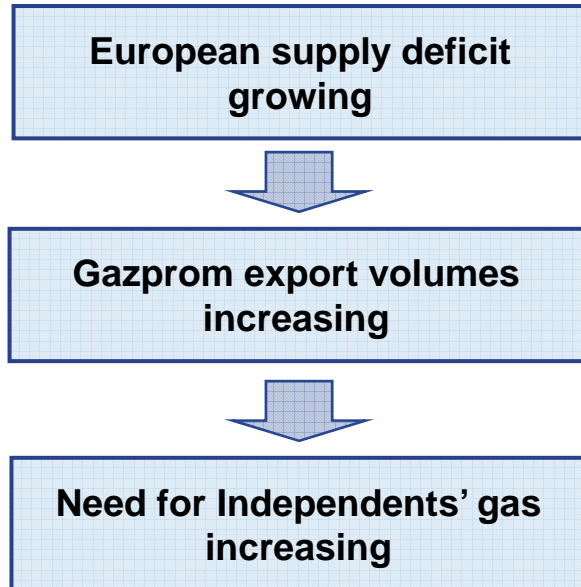


Source: CERA 2007, Lambert Energy Advisory; RF supply estimates to China,

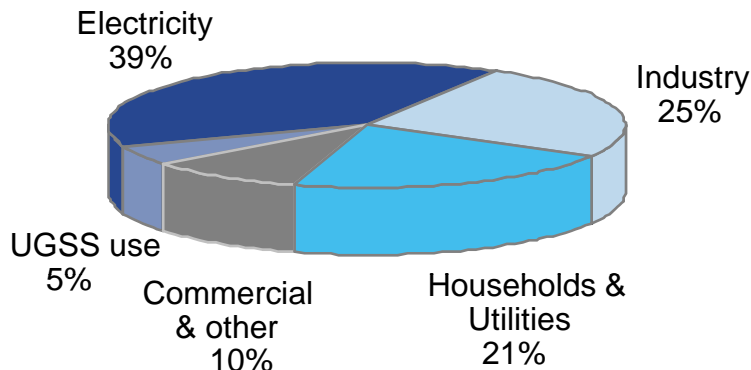
# Growing Market Share for Russian Independents



**NOVATEK**

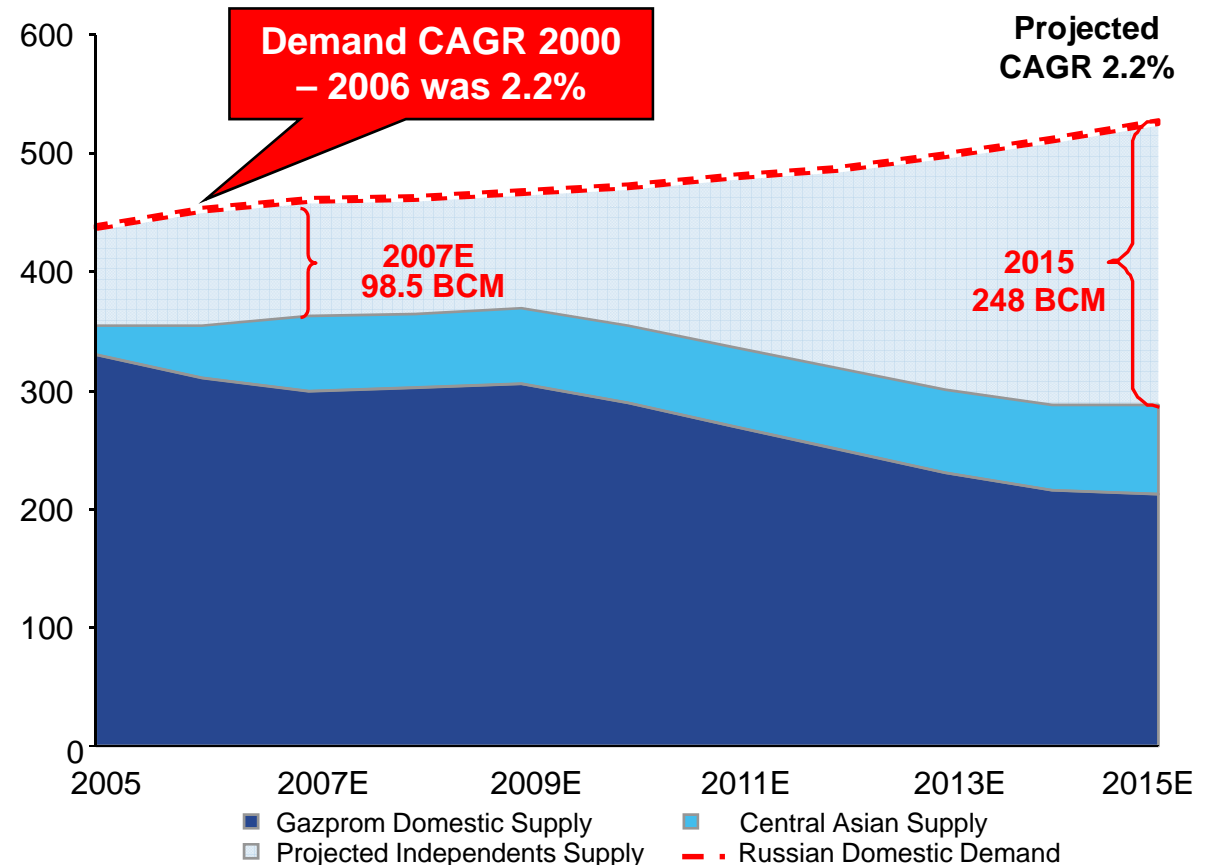


## Gas consumption, 2007E



Source: Company estimates

## Russian Gas Market: Demand, Supply, BCM



- Domestic demand has been significantly underestimated
- Forecasted demand growth of 2.0% to 2.5% per annum

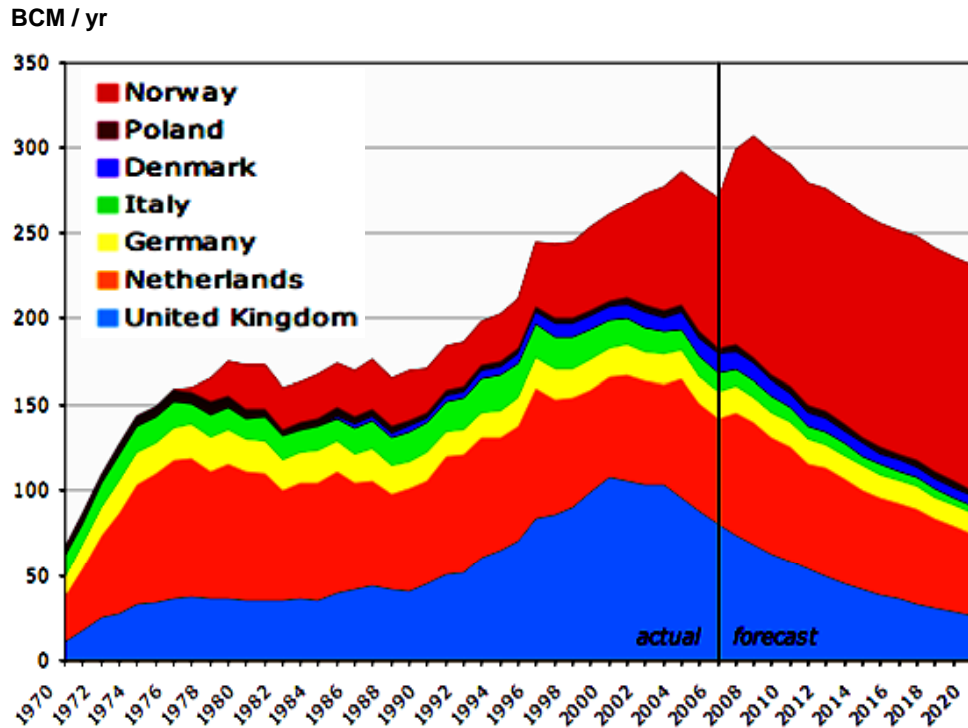
Source: UBS, "Russian Gas" July 2006



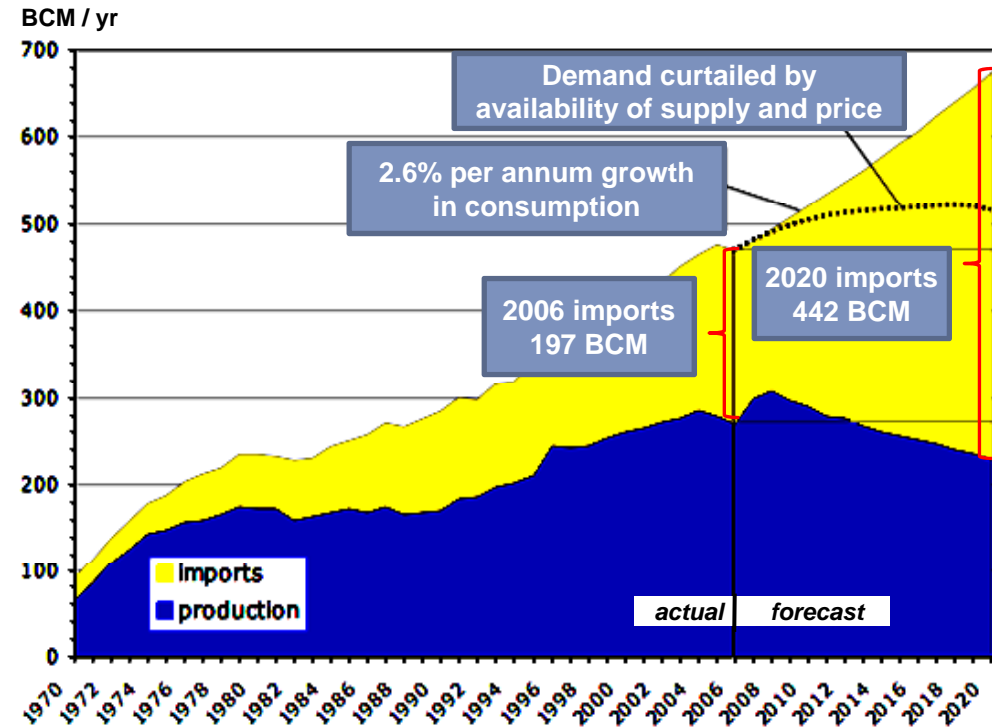
# OECD Europe Gas Scenarios



## OECD Europe Gas Production

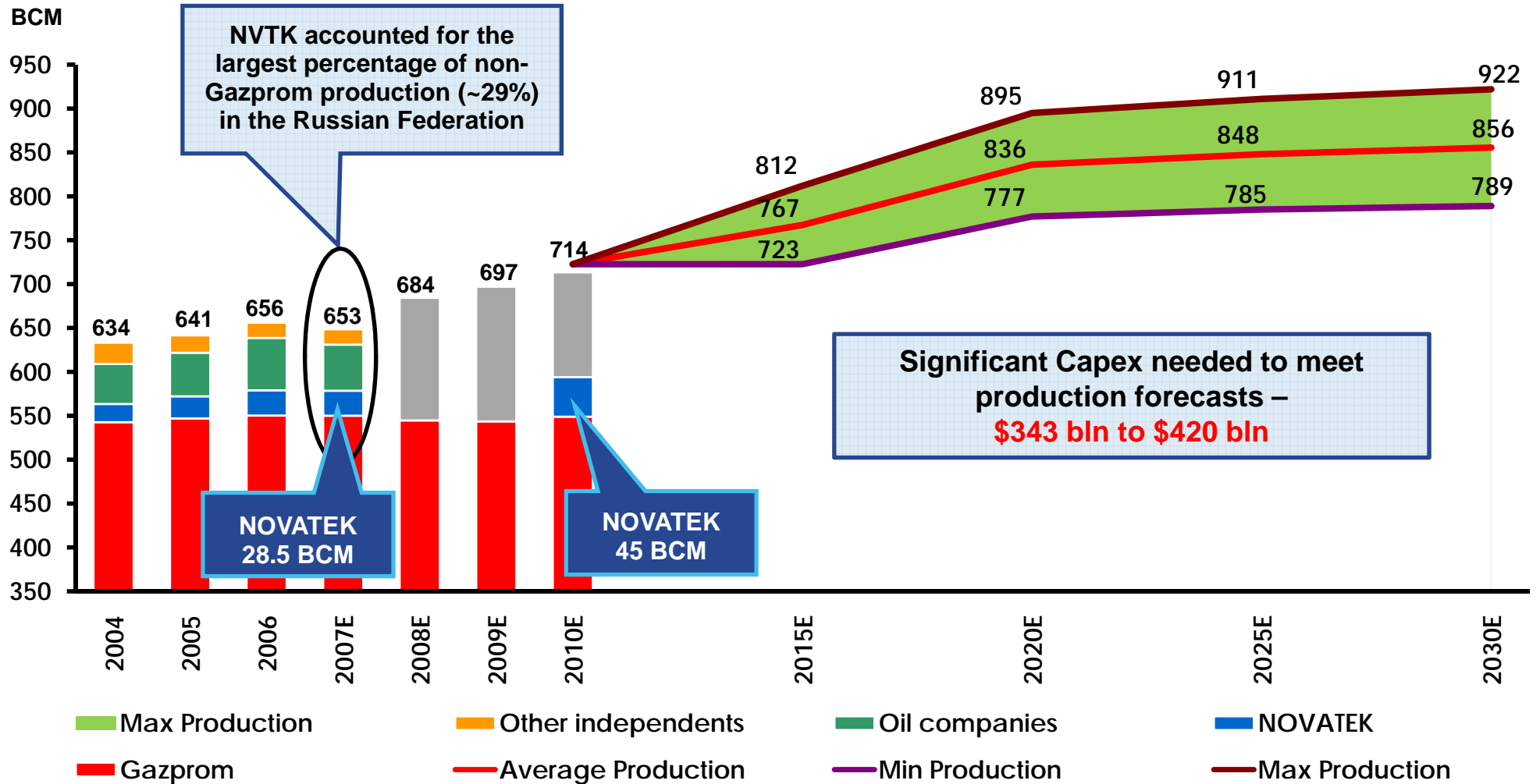


## OECD Europe Gas Balance Scenario



Significant decline forecasted from major OECD Europe indigenous gas production will result in an increase in imports. Forecasts show that between 2006 and 2020 imports will increase by 245 BCM per annum

# Russian Natural Gas Production and Forecasts

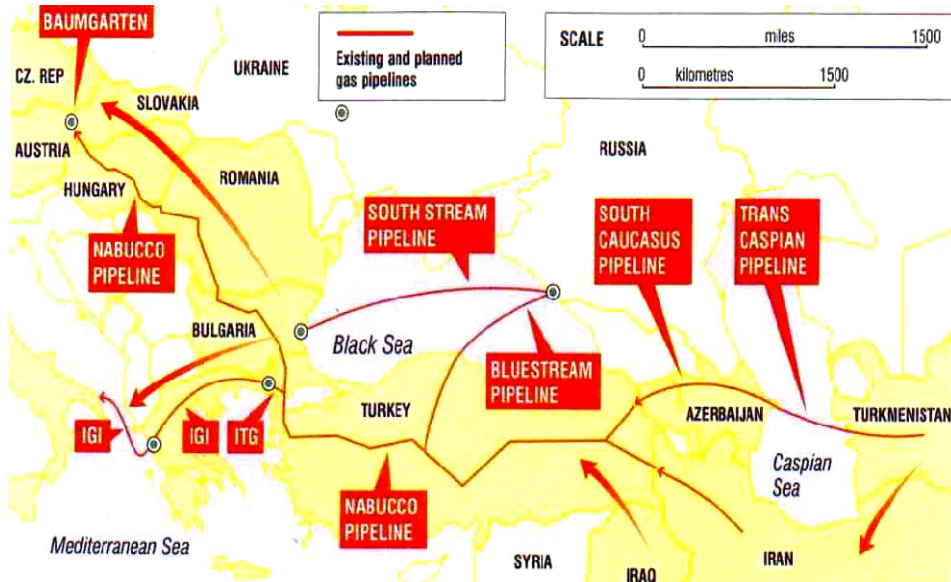


Source: CERA 2007, Russian Energy Strategy, 2007 and Company Data

# Multiple Natural Gas Flows – West and East



## South Stream, Nabucco and others



## Major gas pipelines & LNG terminals - China



## Russian gas-export capacity to Europe (Pipeline)

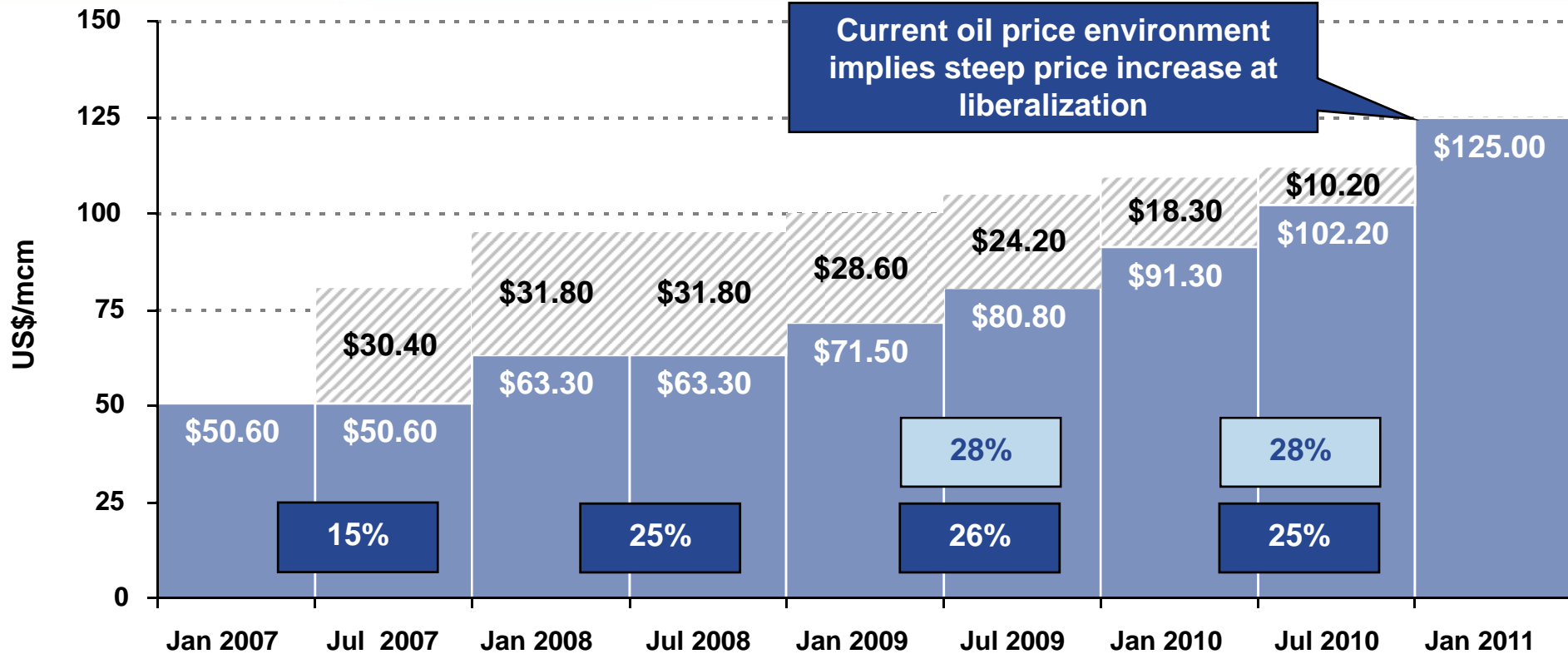
Existing	Capacity (BCM/yr)	Distance ('000 km)	Start-up (Year)
Via Ukraine	120	>5.00	1967-83
Via Belarus <sup>1</sup>	15	4.20	1961-83
Yamal-Europe	33	4.20	1996-06
Blue Stream	16	0.40 <sup>2</sup>	2003
<b>Planned</b>			
Nord Stream	55	1.20 <sup>2</sup>	2010
South Stream	31	>0.85 <sup>2</sup>	TBC <sup>3</sup>

Source: Petroleum Economist, January 2008; Gazexport; Gas Matters

Notes:

1. Excluding Yamal-Europe; 2. Sub-sea section; 3. Within three years of approval

# Pricing Model to Achieve Export Netback Parity



Source: Industry and Energy Ministry, average regulated price for the Russian Federation

Notes: 1. Based on netback parity at November 2006

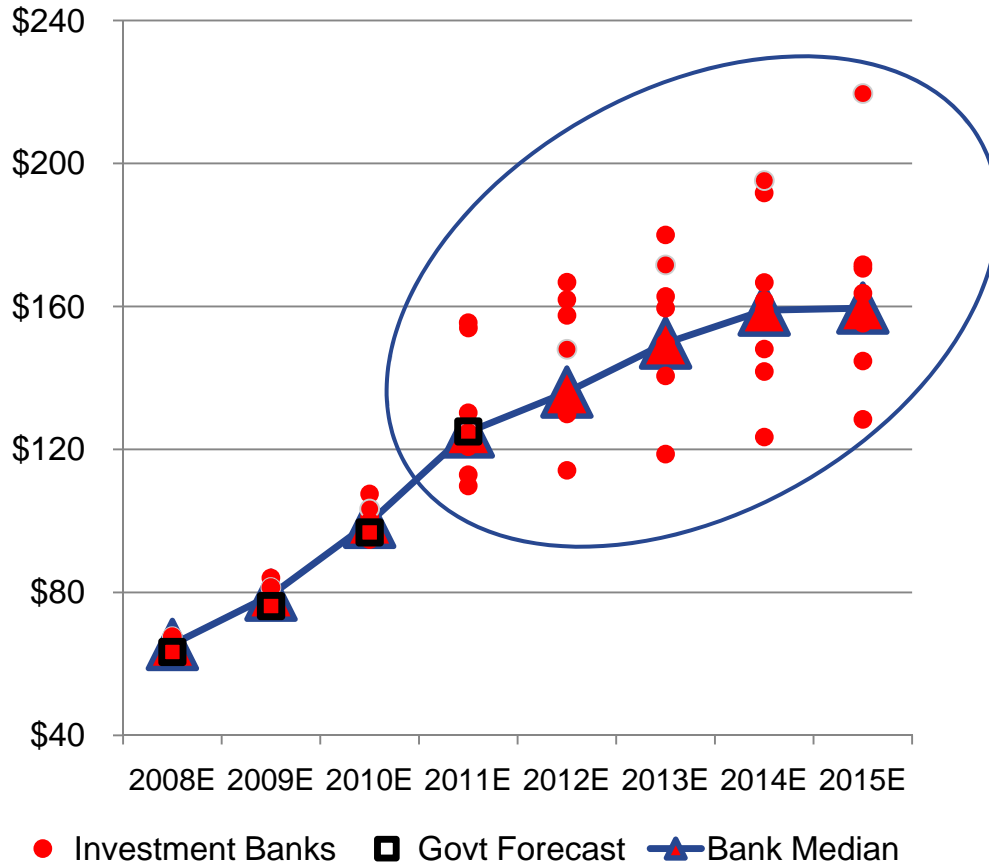
July 2007 Gazprom received approval for higher prices for gas deliveries to new customers and for increased supply over agreed volumes to current customers

**Gazprom is subject to regulated prices for domestic gas sales, whereas NOVATEK is not subject to regulated prices and, as a general rule, realizes higher average prices for natural gas sales on the domestic market**

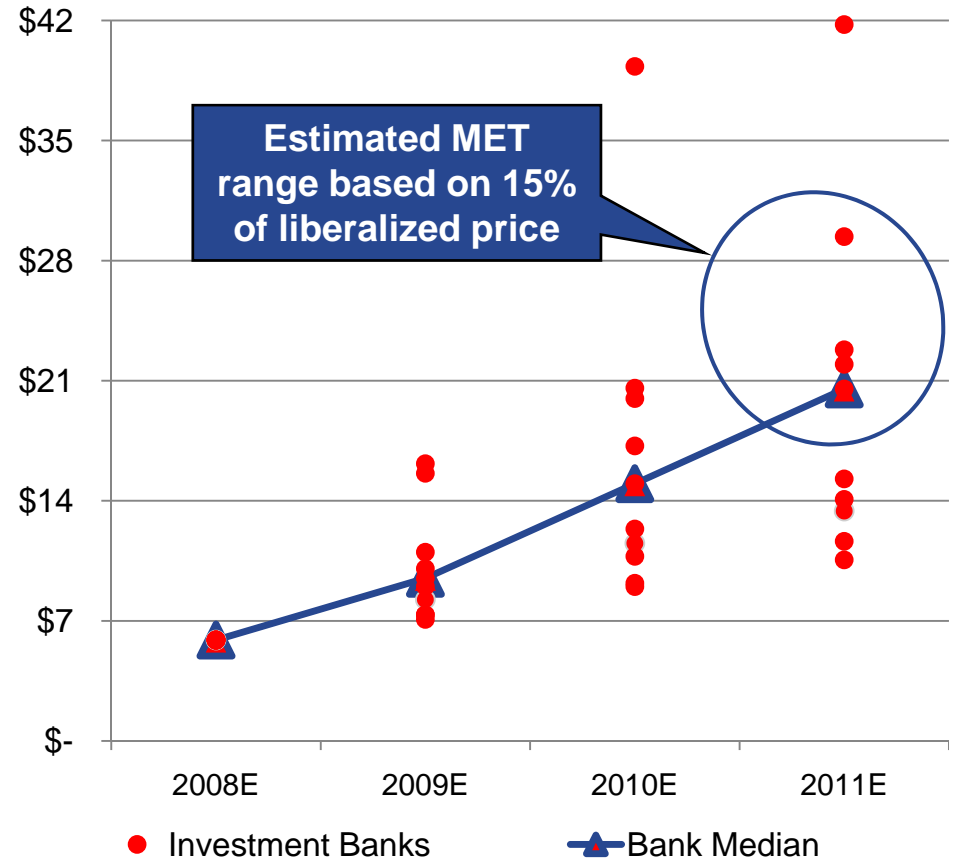
# Natural Gas Price and Production Tax Forecast



### Natural gas price forecasts - US\$/mcm



### Natural gas production tax forecasts - US\$/mcm



**There is wide disparity in the analytical community's view on natural gas price and MET taxation post the RF government guidance**



# NOVATEK

## Business Strategy

# Operating Environment and Strategy



Higher domestic & international prices

Growing domestic & global demand for natural gas



Opportunities for downstream expansion

## NOVATEK's Core Strategy

Access to resources more challenging

- ◆ Grow resource base
- ◆ Increase production
- ◆ Expand processing capacity
- ◆ Optimize marketing channels
- ◆ Explore complementary and value added projects

Opportunities for strategic partnerships & alliances

Project size & complexity increasing



Power generation deficit in domestic market

Growing service & infrastructure costs



# Gazprom: Solidifying Our Business Relationship



**NOVATEK**

## Complementary, Not Competing Business Models

- Equity stake in NOVATEK of 19.4% with two Board of Director seats
- NOVATEK'S domestic focus allows Gazprom to meet its long-term export commitments
- Cooperation on expanding the UGSS pipeline network
- Move towards longer-term contracts for transportation of natural gas
- Plans to expand regional gasification programs

## Reliable Independent Gas Producer with Large Resource Base to Meet Growing Domestic Demand

- NOVATEK's gas is already factored into the Russian Federation gas balance
- NOVATEK supplies gas to large industrial regions (i.e., Tyumen, Sverdlovsk and Samara regions)
- Delivering natural gas to the Russian domestic market since 1998
- Reduces need to import Central Asian gas
- Strategic Framework partnership agreement with Gazprom signed in July 2005





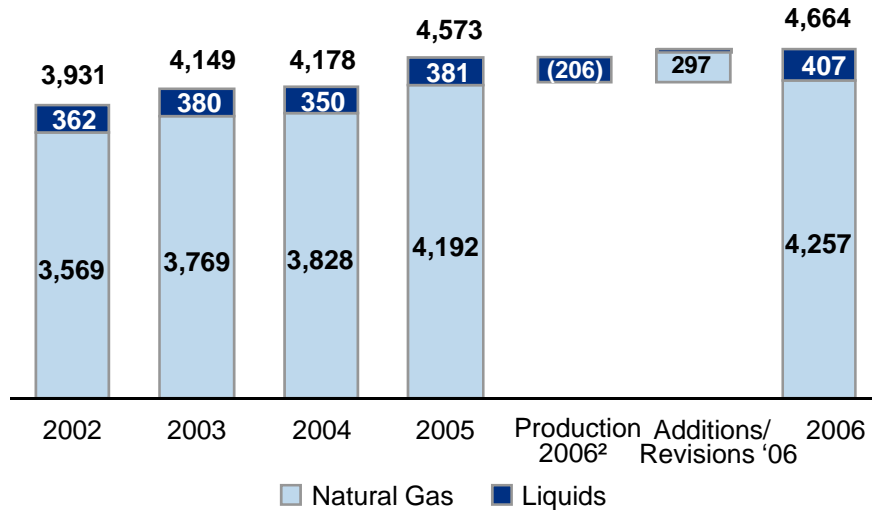
# NOVATEK

## Operational Overview

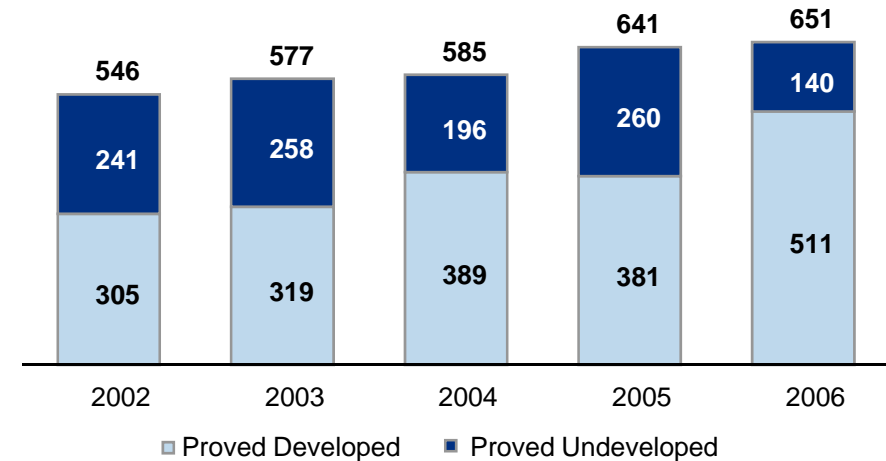
# Large, High Quality Reserve Base



SEC P1 Reserves Movements<sup>1</sup>, mm boe



Change in SEC P1 Natural Gas Reserves, BCM

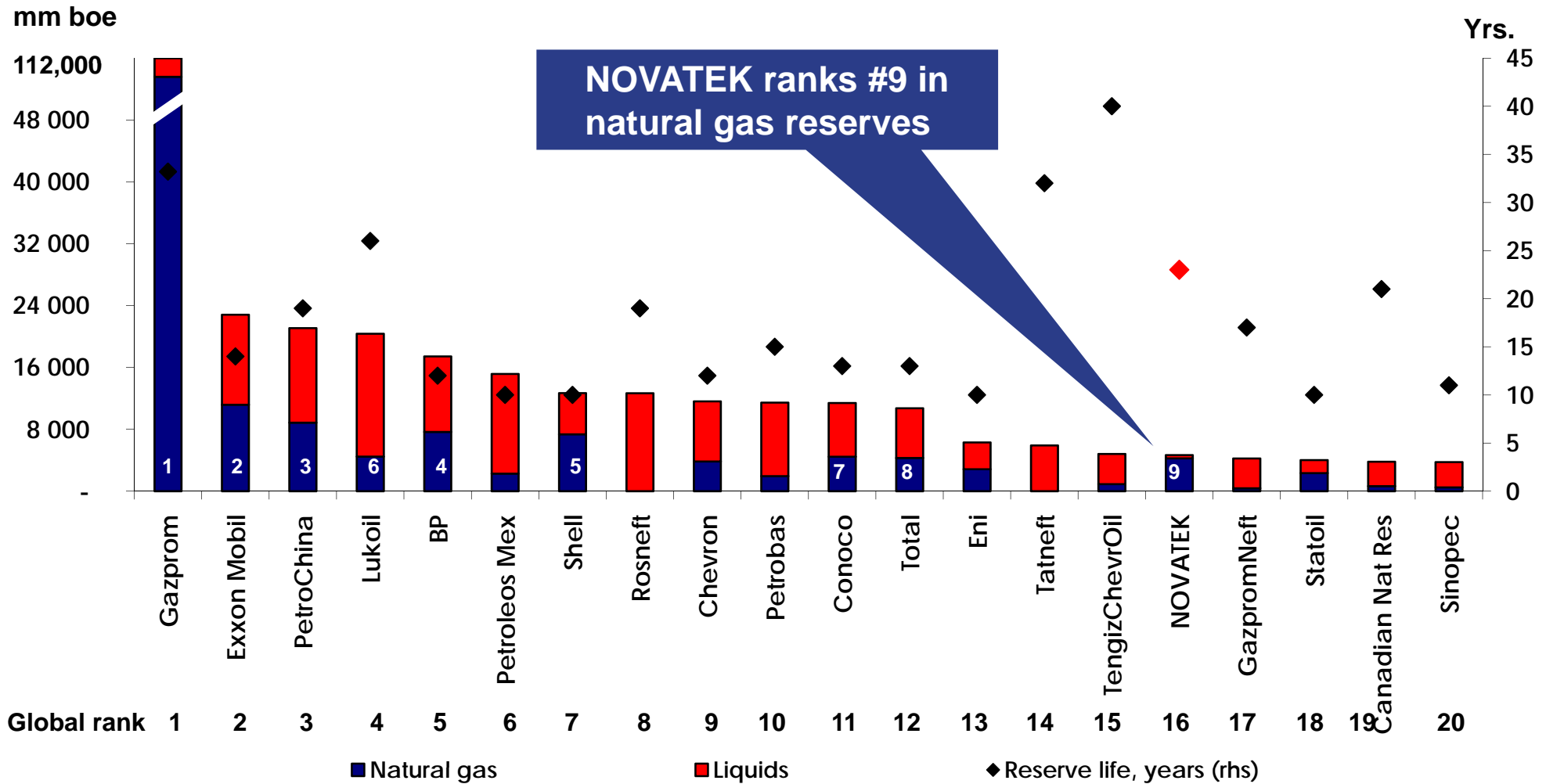


Reserve category	Reserves (mm boe)	Reserves/production (years)		
		Gas	Oil/liquids <sup>3</sup>	Total
Proved (P1)	4,664	23	22	23
Proved + Probable (P2)	7,448	35	43	36
ABC1	6,240	30	38	30

Notes:

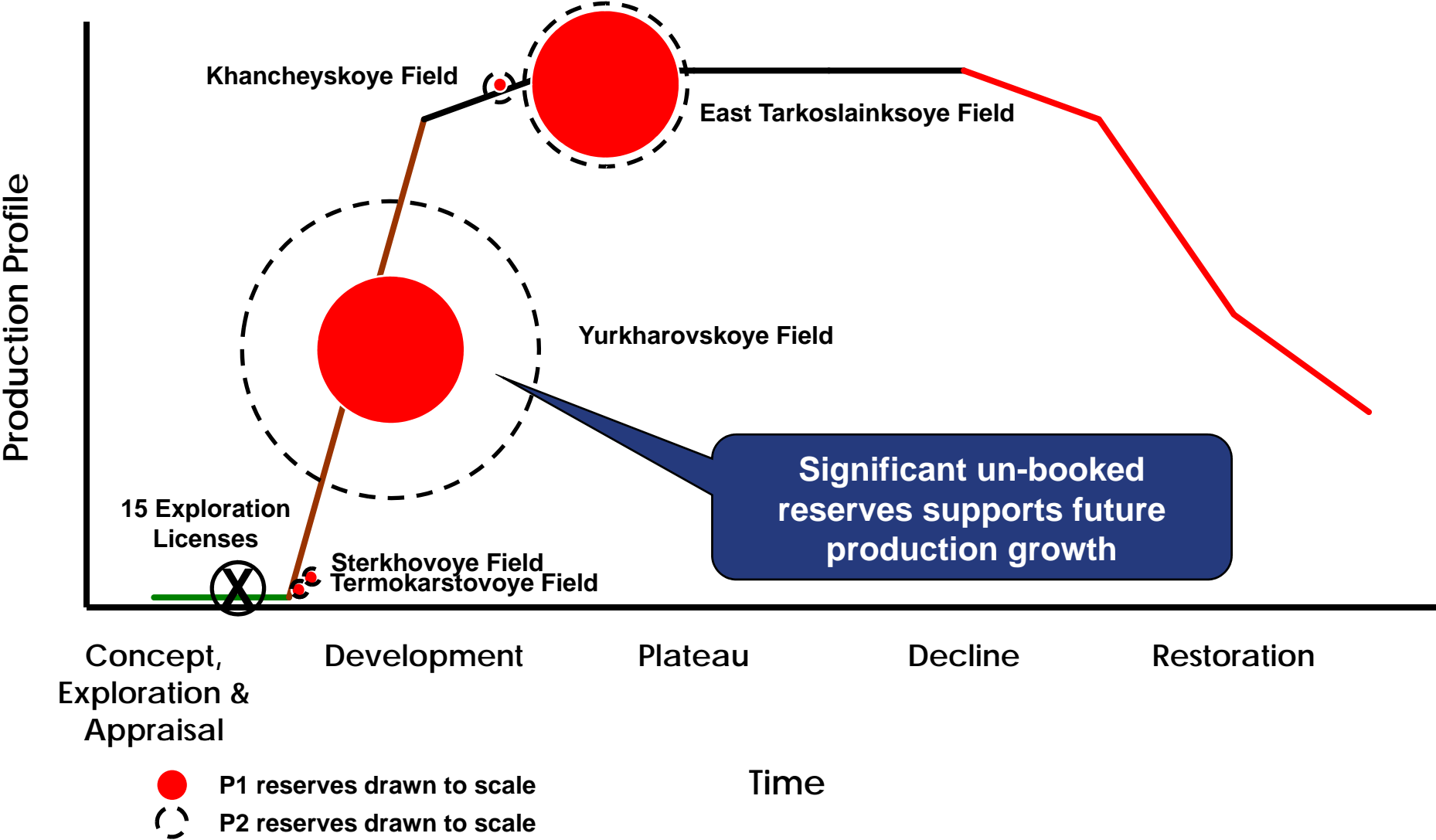
1. Including the Company's equity interest in proved reserves of associates
2. Production net of technical losses and own usage from appraised fields only
3. Crude oil and gas condensate

# Global Oil and Gas Reserves - 2006



Source: John S. Herold Inc. and Harrison Lovegrove & Co., 2007 Global Upstream Performance Review, Company data

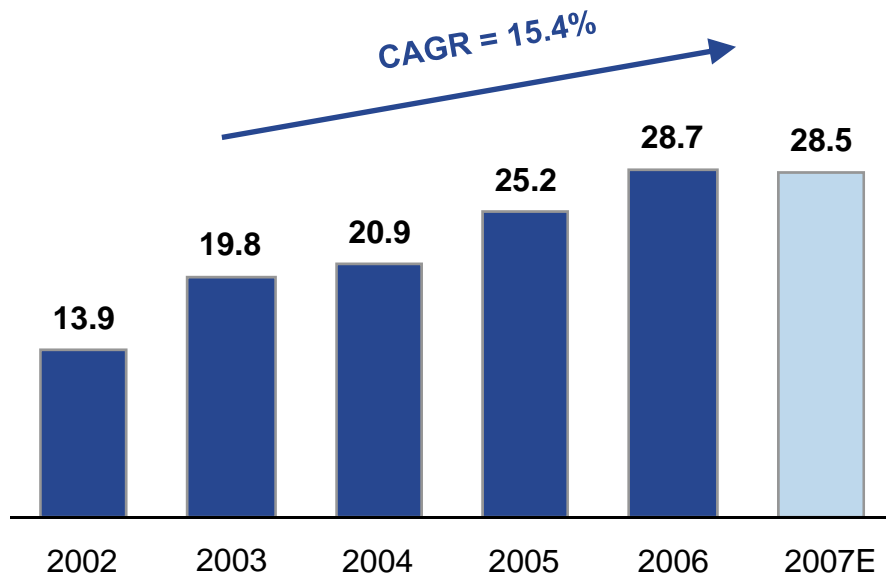
# NOVATEK Development Profile



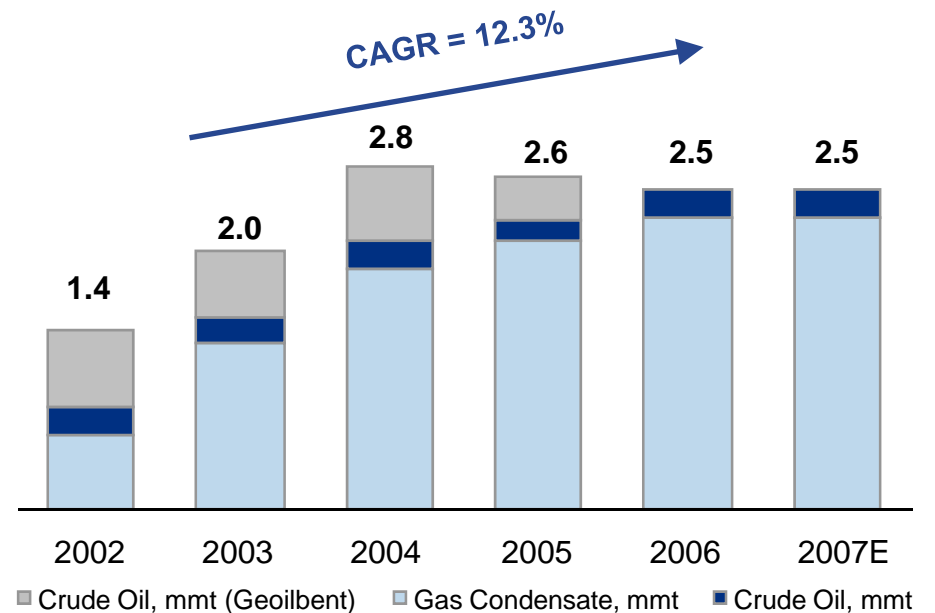
# Production Overview



### Natural Gas Production, BCM

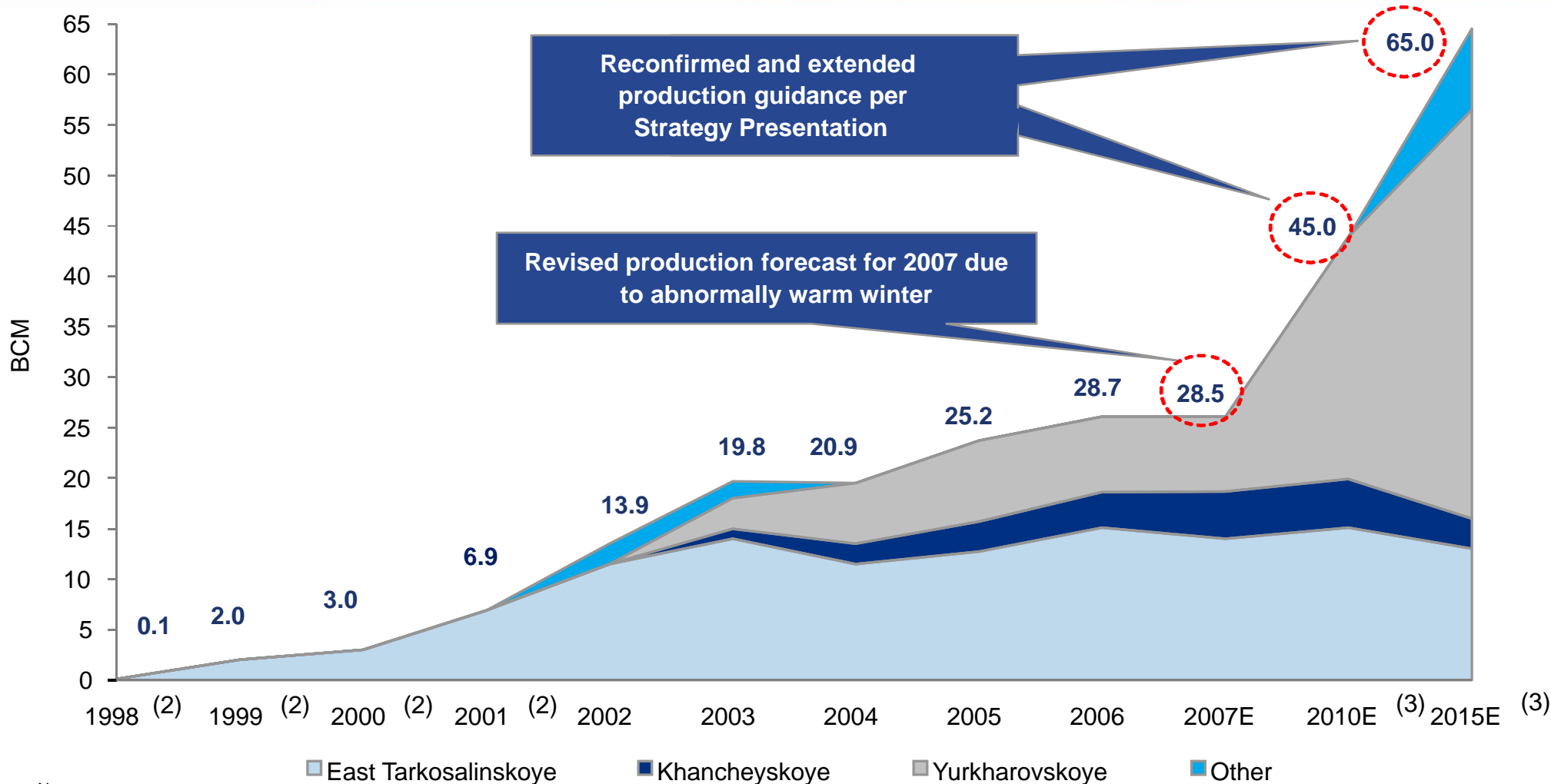


### Liquids Production, mmt



**Strong historical production growth demonstrates NOVATEK's ability to deliver increasing volumes to the market**

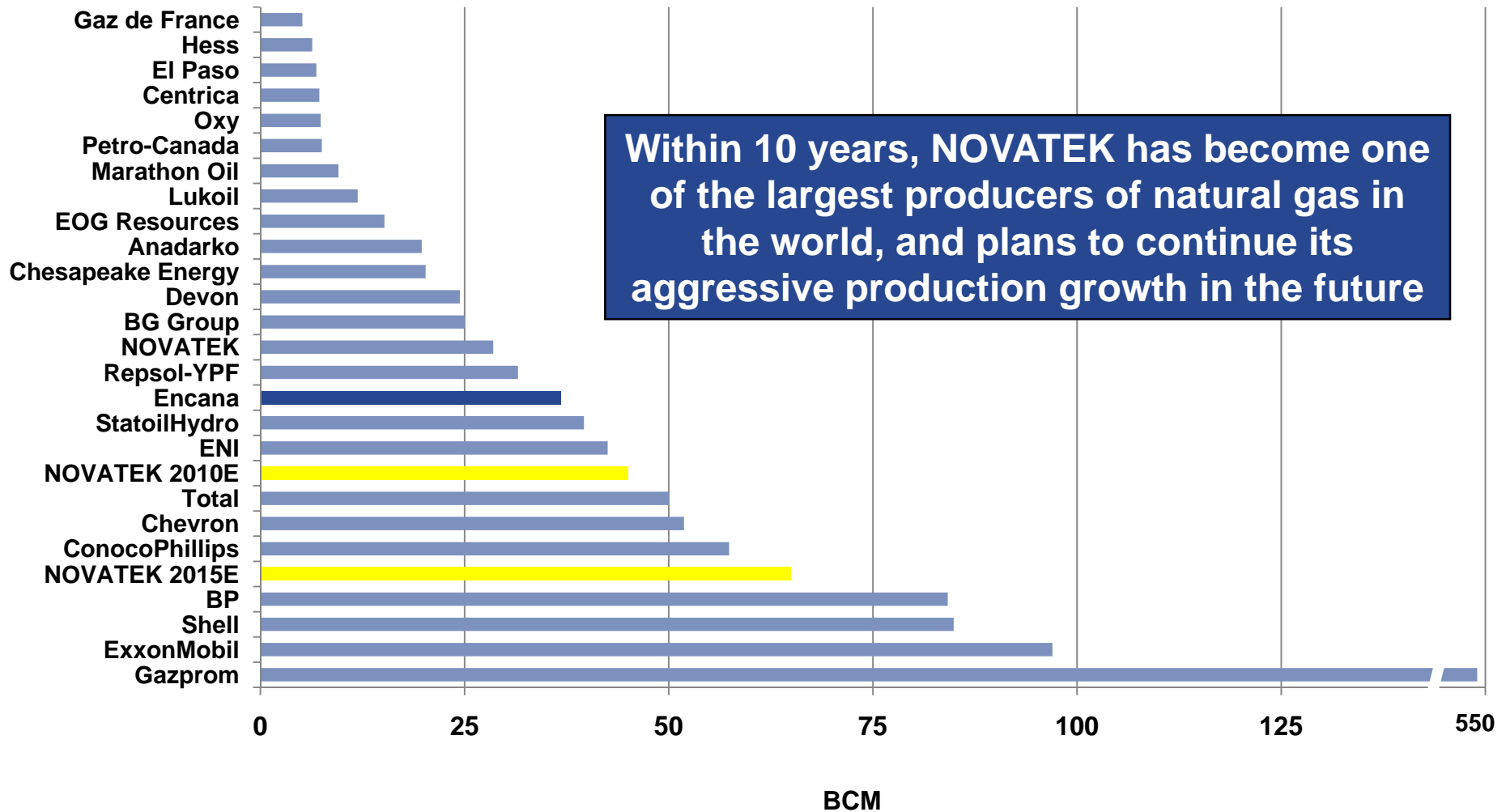
# Natural Gas Production Forecast<sup>1</sup>



Notes:

1. Gross natural gas production. 100% from all fields.
2. Net of NOVATEK's share of production from West Tarkosalinskoye.
3. Based on Company Strategy Presentation April 2007 – London, UK.

# Global Natural Gas Production - 2007

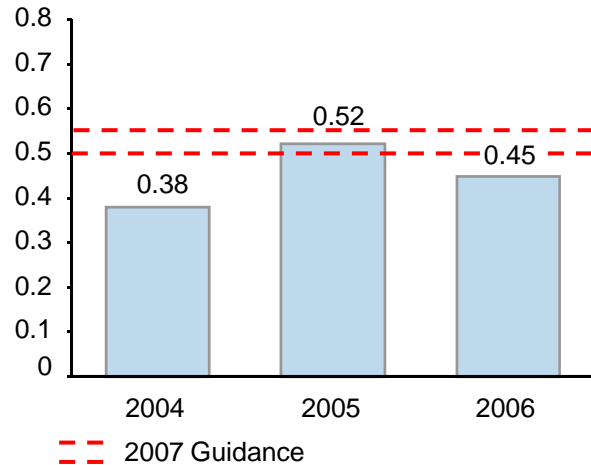


Source: Societe Generale, Company information

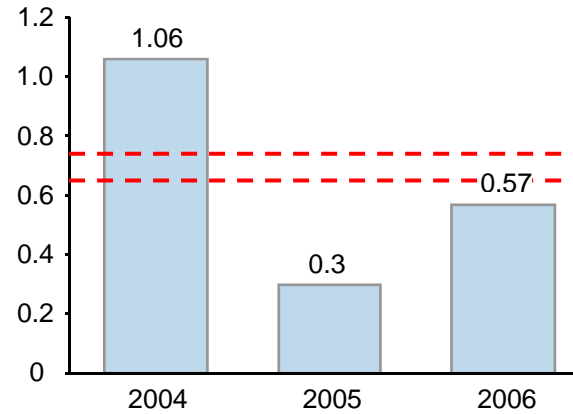
# Operational Performance



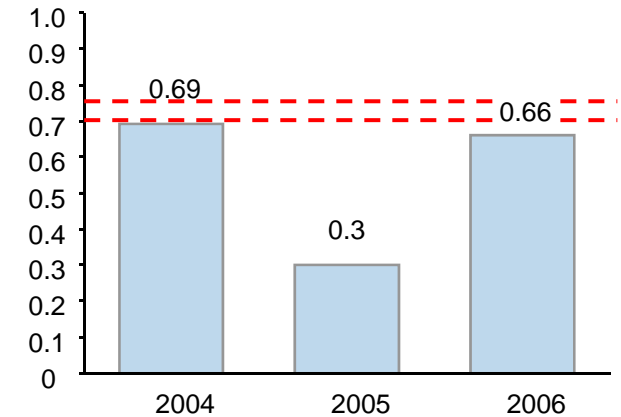
### Lifting Costs US\$/boe



### F&D Costs US\$/boe



### RR Costs US\$/boe



Industry Metric	2004	2005	2006	2007 Guidance
Lifting costs, US\$/boe	0.38	0.52	0.45	0.50 – 0.55
F&D costs, US\$/boe	1.06	0.30	0.57	0.62 – 0.68
RR costs, US\$/boe <sup>1,2</sup>	0.69	0.30	0.66	0.70 – 0.75
RR rate <sup>3</sup>	118%	313%	144%	125%

Notes:

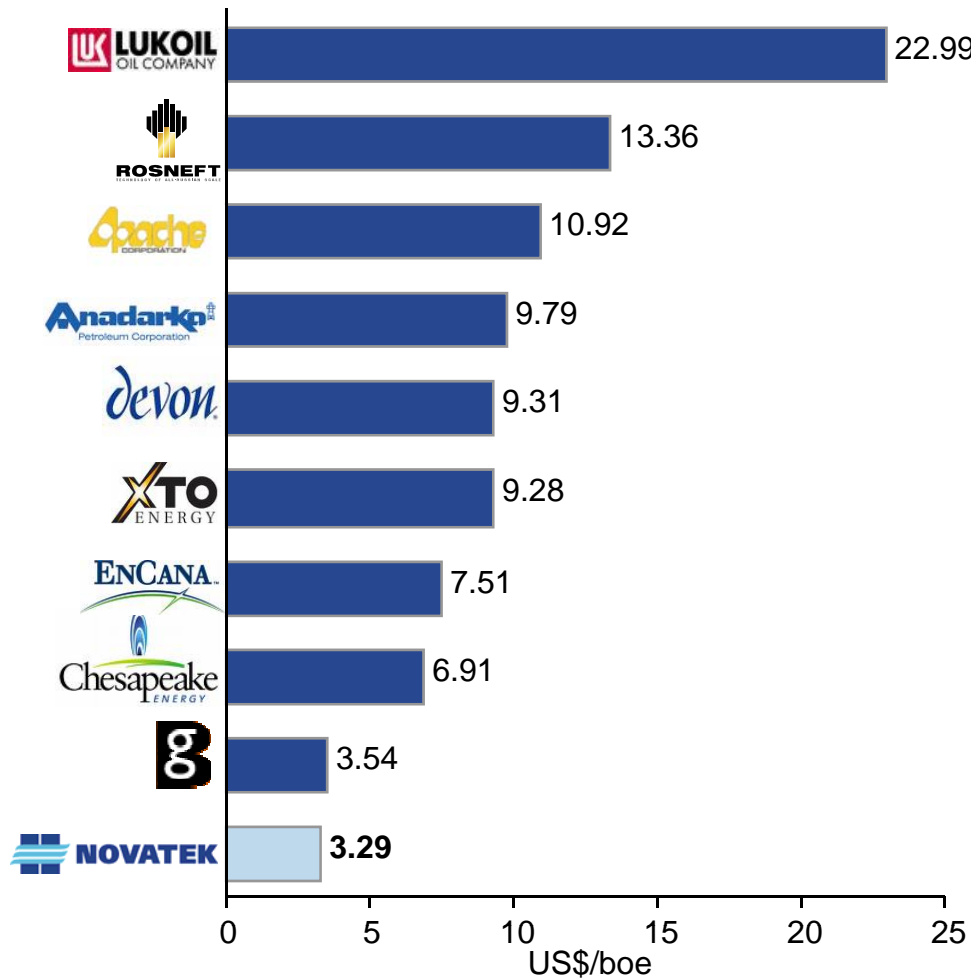
1. Includes acquisition cost for oil and gas assets not included in appraisal reports
2. RR costs per boe could potentially increase above guidance based on current trends in acquisitions of O&G companies and assets and increasing costs for new licenses
3. Based on gross production for all fields



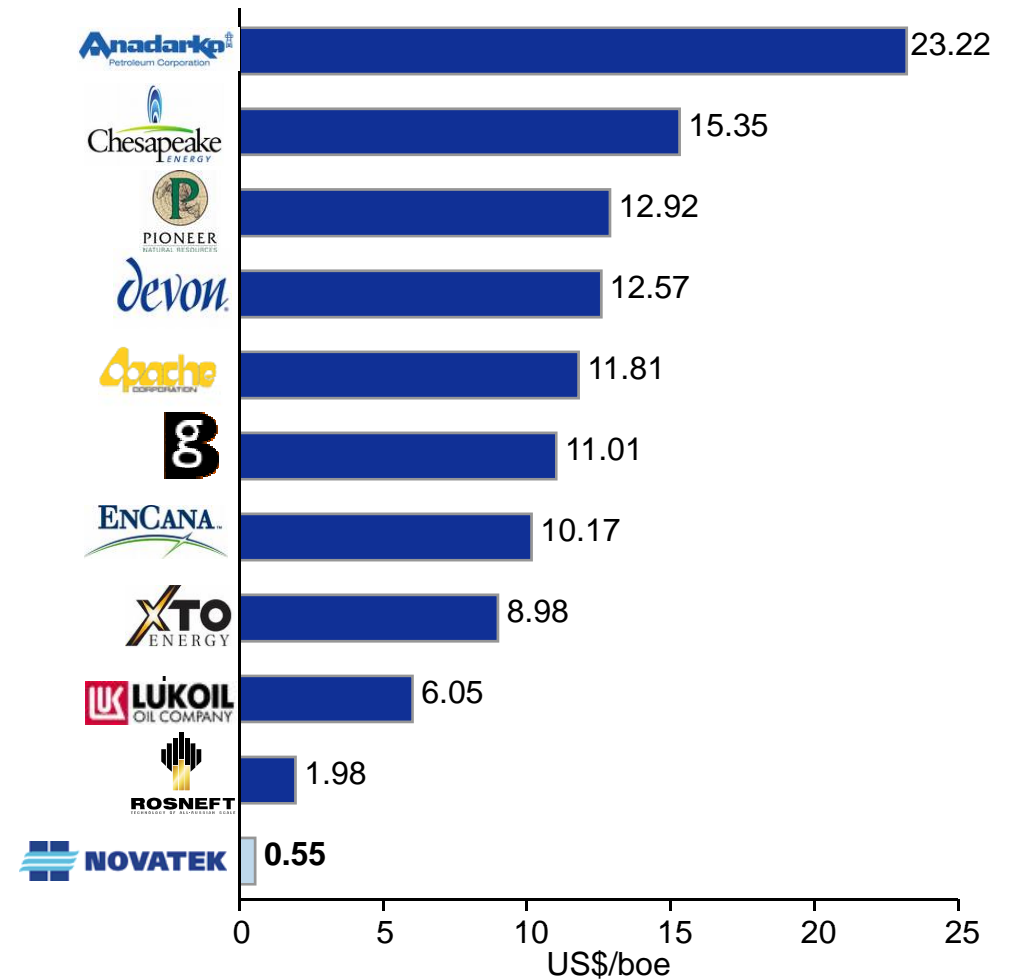
# World Class Cost Efficiency



## Production Costs<sup>1</sup> (2006)



## 3yr Avg. Reserve Replacement Cost (2004 - 2006)



Note:  
1. Production costs are defined as lifting costs, taxes other than income tax and transportation expense

# Primary E&P Objectives (2008 – 2015)



**Continue core field development focus – Yurkharovneftegas**



**Develop new fields and increase capex for exploration prospects**



**Increase processing capacity – Purovsky plant and Ust-Luga**



**Mitigate E&P operating risk – complex projects, cost inflation and competition**



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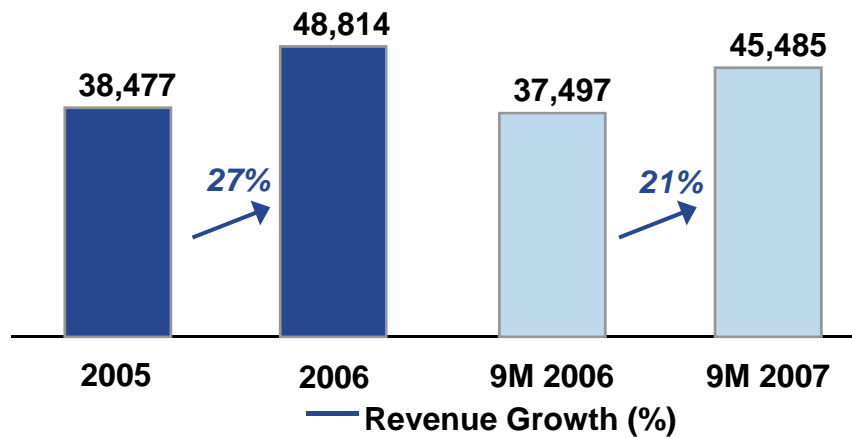
# NOVATEK

## Financial Overview

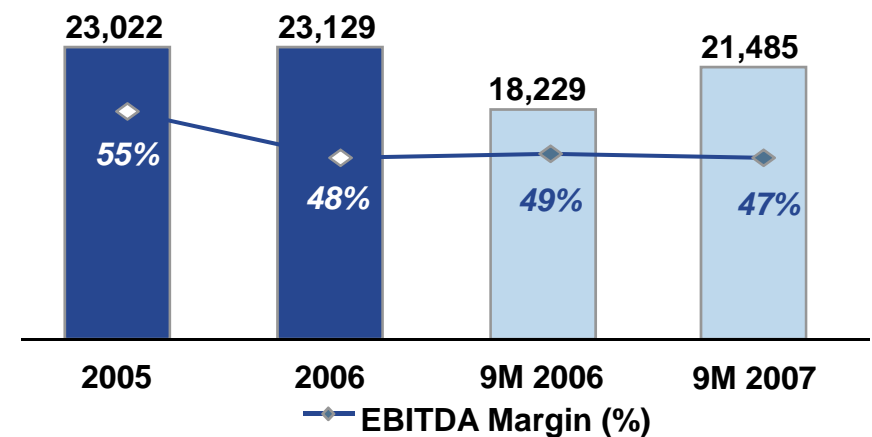
# Strong Financial Performance



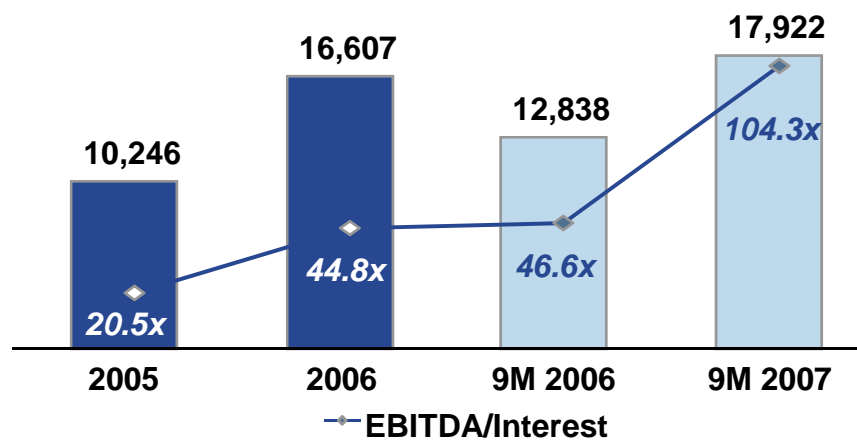
Total Revenues (RUR mm)



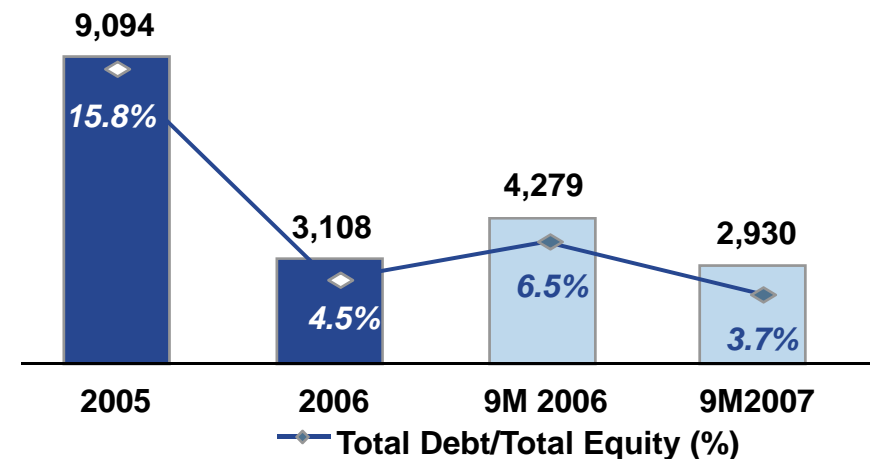
EBITDA (RUR mm)



Operating Cash Flow (RUR mm)



Total Debt (RUR mm)

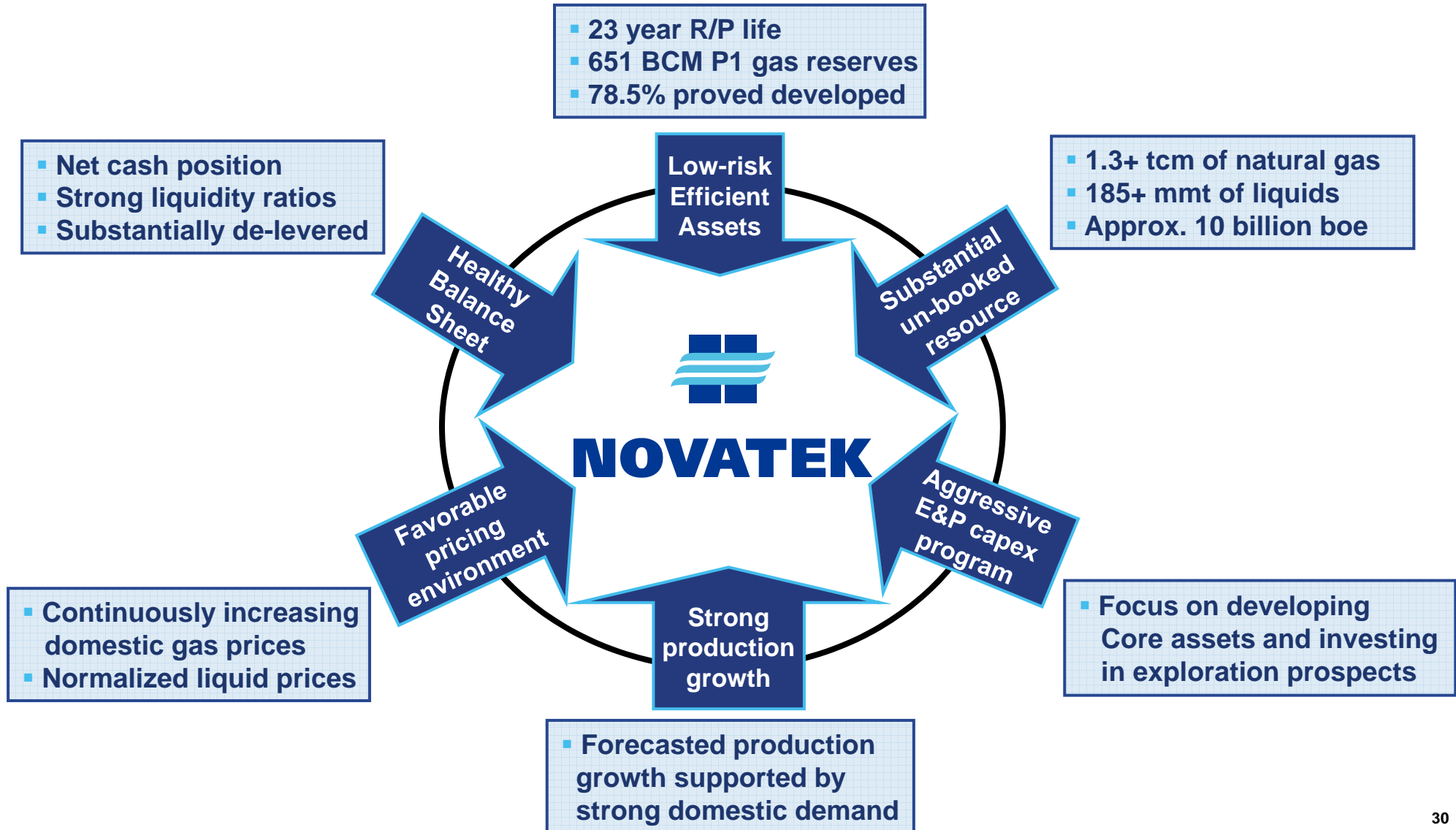


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# NOVATEK

## Investment Highlights

# Value Formula



The image features a blue background with a faint industrial scene of oil rigs. On the left, there is a dark blue vertical bar with three light blue curved shapes extending from it. The word "NOVATEK" is written in large, bold, blue capital letters across the center.

# NOVATEK

## Questions & Answers