

# Forward looking statement



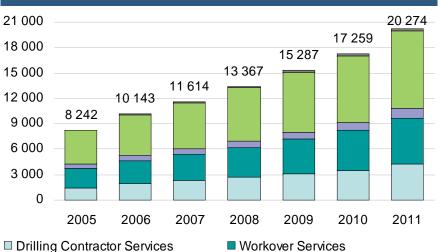
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- projections or expectations of revenues, income (or loss), earnings (or loss) per share, dividends, capital structure or other financial items or ratios:
- statements of our plans, objectives or goals, including those related to products or services;
- statements of future economic performance; and
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- Words such as "believes," "anticipates," "expects," "estimates", "intends" and "plans" and similar expressions are intended to identify forward-looking statements but are not the exclusive means of identifying such statements.
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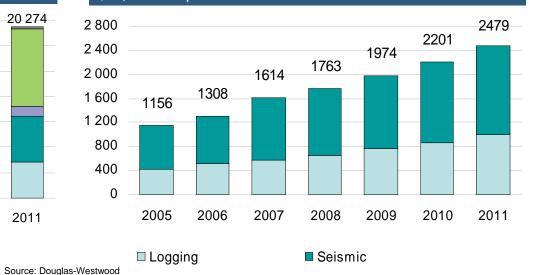
# Demand for OFS increasing Addressable market to double in 5 years







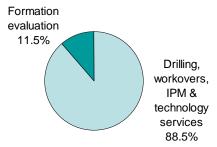
### Logging and Seismic Market \$MM, in Nominal prices



# Addressable OFS Market Structure (Excluding Manufacturing) 2011E

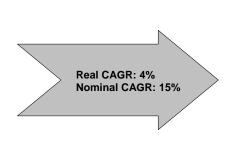
### 2006E

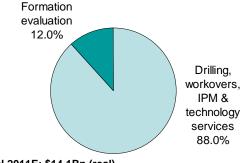
■ Drilling Tools



Total 2006E: \$11.4Bn

■ Other Drilling and Workover Realted ■ Technology Services





Total 2011E: \$14.1Bn (real) \$22.5Bn (nominal)

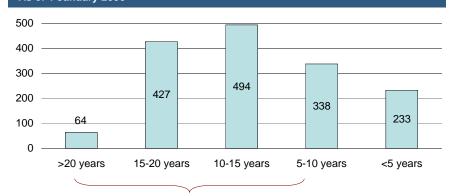
Source: Douglas-Westwood

# **OFS** equipment manufacturing

### Equipment upgrade is critical for the sector

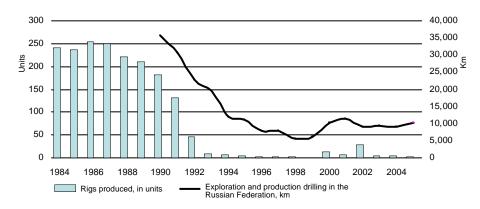


### Russia's Drilling Fleet Age As of 1 January 2006



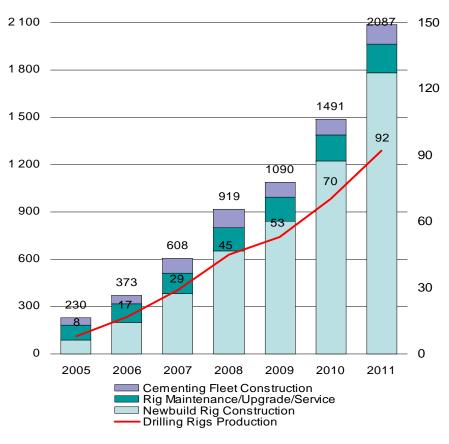
Source: Union of Russian producers of OFS equipment

### Historical Production of Heavy Rigs by the State vs. Oil Sector Drilling As of 1 January 2006



Source: CDU TEK, Union of Oil & Gas Equipment Manufacturers

### OFS Equipment Manufacturing Market (2) \$MM, in Nominal Prices



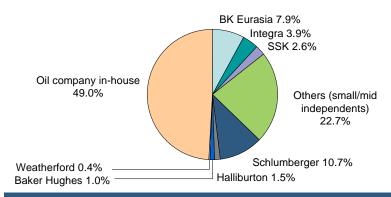
Source: Douglas-Westwood

(2) For the purpose of this presentation OFS equipment manufacturing market comprises only of the stated above 3 segments

# **OFS Market** Supply still largely self procured



#### Total OFS Market share dominated by in-house providers (1) \$11.4 Bn



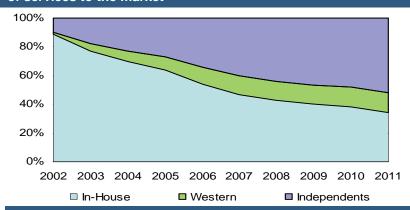
### Shortage of integrated OFS solutions among independents (2)

	INTEGRA	с.а.т.оі	ssk	SC SC	hlumberger	BURTON
Seismic	✓	×	×	×	<b>√</b>	×
Logging	✓	×	×	×	✓	✓
Drilling	✓	<b>x</b> (3)	✓	✓	✓	×
Workover	✓	✓	✓	✓	✓	×
IPM	✓	×	×	×	✓	✓
Manufacturing	✓	×	×	×	×	×
Key customers	Diverse	Diverse	Rosneft, YUKOS	LUKOIL	Diverse	Diverse

Source: Douglas-Westwood, Press reports, Company

Douglas-Westwood includes both drilling equipment and drilling tools in the manufacturing segment of the OFS

#### Spin-off of in-house OFS units could provide additional supply of services to the market



#### Price/quality is the main competition aspect





# Integra:

Well-placed to capture market growth

# Integra at a glance





Consolidated Revenue 2006 – \$546MM
Adjusted EBITDA 2006 -\$96MM<sup>(1)</sup>
Total Assets as of 31 December 2006 – \$1,234MM

# Drilling, Workover and IPM

Market Share (2) Key Services **2.3%** 

- Drilling
- Workovers
- Integrated Project Management
- Drilling Tools and Technology Services

Personnel (4)
Key Statistics 2006 (6)

- Ca. 8,100 employees
- 44 active drilling rigs
- 43 active workover rigs
- 473.8 th meters drilled
- 1,057 workover operations

Key Customers



### **Formation Evaluation**

- 15.9%
- 2-D, 3-D surveys
- Production logging
- Perforation
- Seismic processing and interpretation
- Ca. 4,500 employees
- 124 logging crews <sup>(7)</sup>
- 52 seismic crews (8)
- 15.4 th km 2-D seismic (6)
- 5.7 th sq km 3-D seismic <sup>(6)</sup>
- 7.2 th logging operations







# OFS Equipment Manufacturing

- 67.8%<sup>(3)</sup>
- Heavy drilling rigs
- Cementing fleet
- Other equipment
- Ca. 2,700 employees
- 5 new rigs completed
- 16 rigs modernized
- 6 cementing complexes











- (1) Adjusted EBITDA represents profit (loss) before interest income (expenses), exchange gains (losses), income taxes, gain on acquisition of subsidiaries, loss on disposal of property, plant and equipment, depreciation and amortization, share-based compensation and minority interest
- Based on Douglas-Westwood estimates of revenues, incl. in-house OFS units of Russian oil majors. Under Douglas-Westwood classification, drilling tools are included in OFS Equipment Manufacturing, while Integra includes results of its drilling tools subsidiary (BI) into Drilling, Workover and IPM segment
- (3) Market for selected equipment, consisting of heavy drilling rigs, down-hole motors, turbines and cementing equipment
- (4) Personnel data as of 30 September 2006 (6) Excluding associates SNGF, NNGF, including Azimut (8) 46 seismic crews excl. associates (7) 46 logging crews excl associates

# Integra's geographic footprint



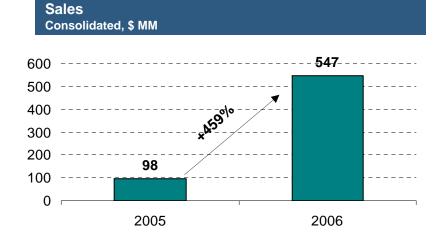


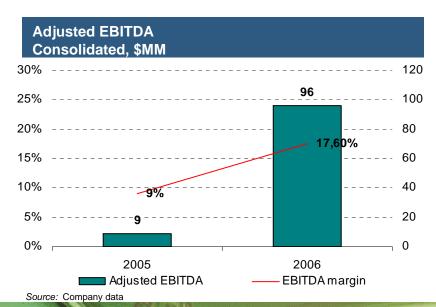
Source: Company data as of January 1, 2007

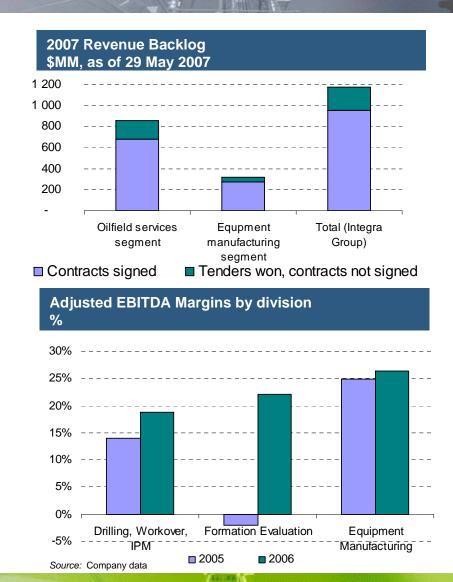
(1) Including Azimuth

# Financial Performance Strong organic and non-organic growth









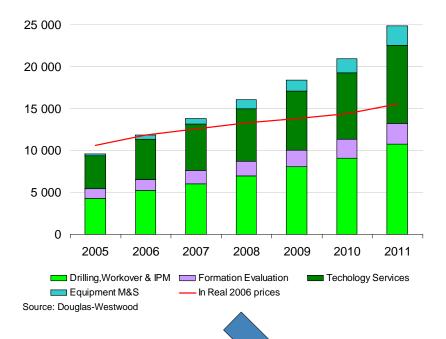
# Integra: Strategy of growth Continued organic growth and non-organic opportunities



### **Organic:**

**Grow faster than the market** 

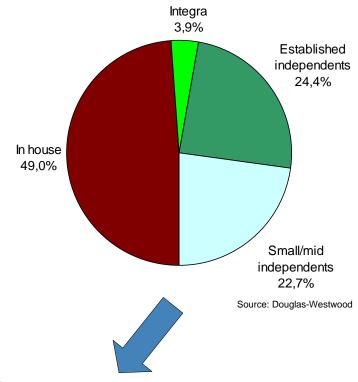
#### Total addressable market size, in nominal prices, US\$MM



### Non-organic:

Continued acquisitions of in-house and independent OFS

#### OFS market by participants, US\$ MM in 2006





# **Investment Highlights**



## Leadership position in Russian OFS

- Independent OFS company with broad client base
- #1 heavy drilling rigs producer
- Leading drilling and workover company
- Presence in all of Russia's onshore oil provinces and service segments
- Commitment to highHSE standards



#### Significant M&A upside

- Ongoing consolidation in the sector
- 14 acquisitions in 2 years
- Access to unique M&A opportunities and capital
- Experienced M&A team

### Attractive underdeveloped market

- Russia is world's largest oil & gas producer
- Upstream capex by top-5 Russian oil producers up by 47% in 2005
- OFS market undersupplied and underinvested
- Reduced sensitivity to oil prices given tax system







### **Basis for organic growth**

- Prudent capital investments
- Expected synergies and economies of scale
- Focus on execution



#### **Strong governance**

- International board with experienced non-executive directors
- Western corporate governance practices



## Experienced and motivated management

 Extensive industry / Russian experience

1+1>2

- Alignment of incentives with own money at stake
- Long standing relationships with customers

## Diverse product and service offering

- Full range of onshore OFS products
- Unique manufacturing capabilities
- Integrated project management services



