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2002 U.S. GAAP Financial Results



Sibneft 2002 Results

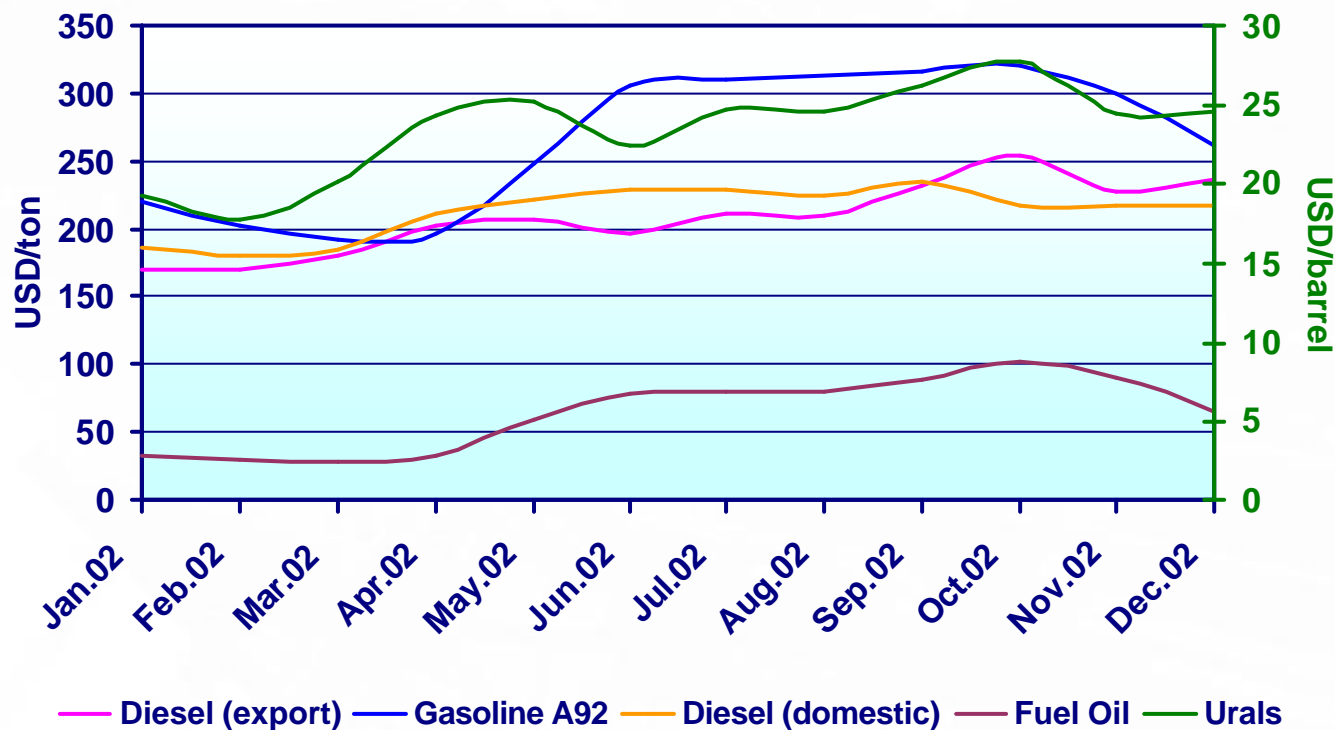
Alexander Korsik
Chief Operating Officer

2002 Operating Highlights

- Sibneft crude production was 26.344 mln. tons (536,700 b.p.d.).
 - ↑ 27.4% YoY
- Total refining throughput was 15.82 mln. tons (322,300 b.p.d.).
 - ↑ 19.3% YoY
- Crude exports were 10.7 mln. tons.
 - ↑ 46.7% YoY
- Oil product exports exceeded 3.6 mln.ton.
 - ✓ including exports from Moscow Refinery
- Retail products sales totaled 2.92 mln. tons.
 - ↑ 25% YoY
- Retail network grew to 1183 stations by year-end 2002.
- Sibneft, in alliance with TNK, won Slavneft privatization auction.

2002 Average Prices

Urals	\$23.5 / barrel	Diesel	\$210.5 / ton
Gasoline A92	\$265.8 / ton	Fuel Oil	\$66.0 / ton



2002 Financial Highlights

- Revenue was \$4.777 billion
- EBITDA was \$1.803 billion
- Net profit was \$1.161 billion
- Capex were \$959 million
- Declared total dividend payment was \$1.093 bln.
 - ✓ Dividend payout ratio was 94% of net profit
 - ✓ Dividend yield was 13.5%
- Two Eurobonds issued totaling \$900 mln.



Sibneft 2002 Financials

Olga Pokrovskaya
Deputy CFO

Income Statement Highlights

<i>(thousand USD)</i>	2001	2002
Refined products, oil and gas sales	3 449 145	4 710 679
Total revenues	3 575 679	4 776 691
Operating expenses	702 292	1 205 368
Total costs and other deductions	2 170 442	3 383 616
EBITDA	1 719 153	1 803 108
DD&A	313 916	410 033
EBIT	1 405 237	1 393 075
Minority interest	(729)	9 896
Other income and expenses	34 159	(68 538)
Profit before tax	1 439 396	1 324 537
Net income	1 305 274	1 160 511

➤ **Factors driving Revenue growth:**

- ✓ Significantly higher crude oil production
- ✓ Growth in exports
- ✓ Higher average world market crude prices
- ✓ Increased volume of products sold

➤ **Factors hindering Revenue growth:**

- Lower average oil product prices

➤ **Factors hindering EBITDA growth:**

- Costs associated with diversification of distribution markets
- Growth in transportation tariffs
- SG&A increase due to Export Duties (adjusted based on crude oil prices)
- Taxes other than Income Tax doubled due to Mineral Extraction Tax

➤ **Factors hindering Net Income growth:**

- DD&A increase due to rapid production growth
- Higher interest paid, due to increased debt position

2002 Revenue Segmental Breakdown

<i>(million USD)</i>	2001	2002
Crude exports	1 188	1 840
Oil product exports	546	722
Crude sales (domestic and CIS)	-	207
Oil product sales (domestic)	1 487	1 566
Siboil resale and commission	217	347
Other oil & gas sales	11	29
Total revenues from oil and gas sales	3 449	4 711

Cashflow Highlights

<i>(thousand USD)</i>	2001	2002
Net profit / (loss)	1 305 274	1 160 511
Change in net accounts receivable	(329 758)	(610 204)
Change in accounts payable	(88 366)	411 635
Change in estimated income taxes	101 363	(6 488)
Net cash from operating activities	1 311 288	1 286 013
Net cash used in investment activities	(1 302 378)	(932 044)
Net cash provided by financing activities	15 653	215 257
Change in cash and equivalents	24 563	569 226
Cash and equivalents at end of year	51 649	620 875

<i>(thousand USD)</i>	2001	2002
Short-term liabilities	314 864	578 715
Long-term liabilities	608 333	1 658 079
Shareholder capital	4 036 735	4 291 552
Net debt / shareholder capital	21.6%	37.7%
Weighted average interest rate at end of period	9.59%	7.69%
Weighted average interest rate for period	9.53%	7.39%

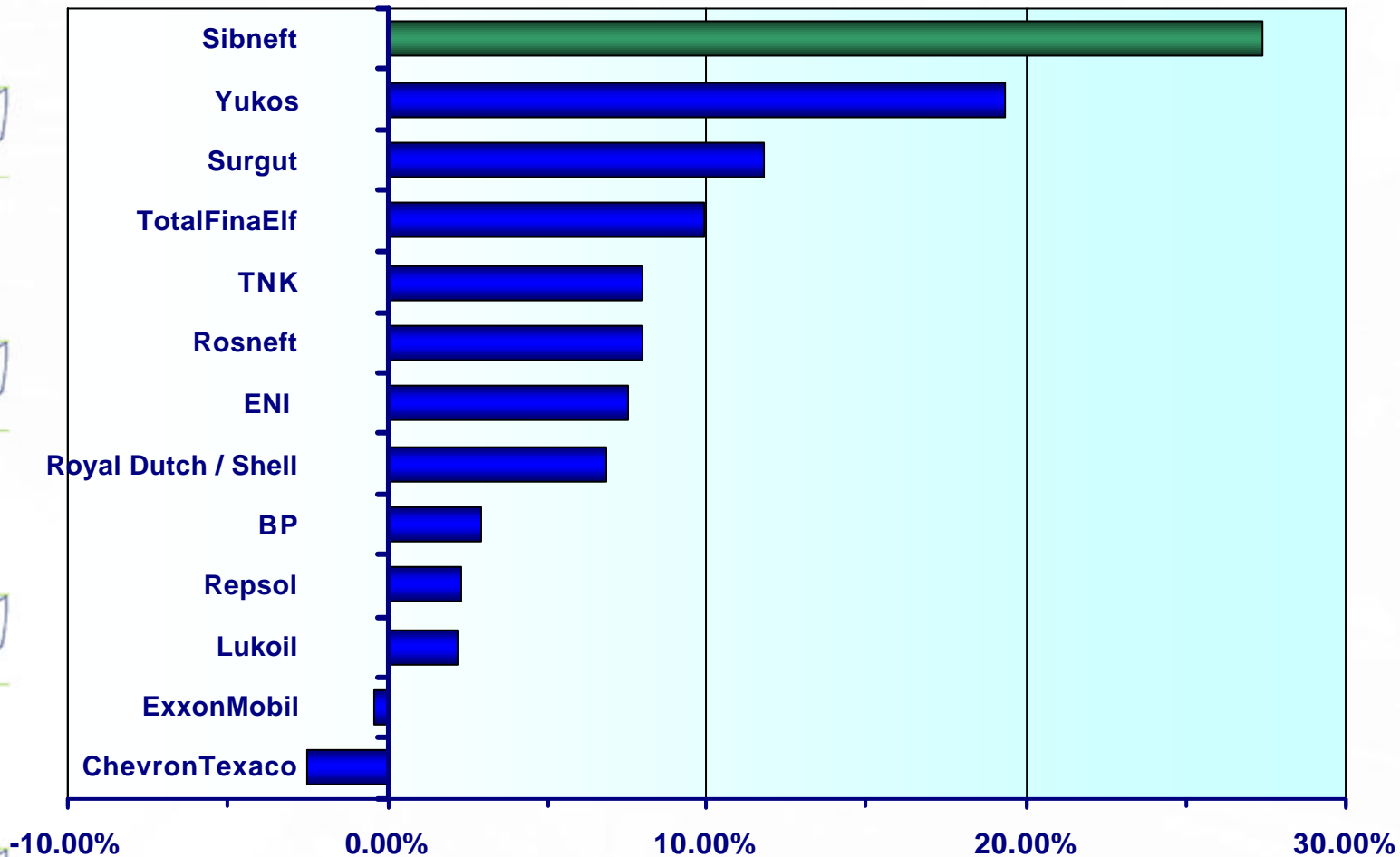
Balance Sheet Highlights

<i>(thousand USD)</i>	2001	2002
Cash and equivalents	51 649	620 875
Accounts receivable	765 794	1 356 787
Net oil and gas properties / PP&E	3 241 170	3 853 412
Total assets	5 712 796	7 548 456
Short-term debt	314 864	578 715
Long-term debt	608 333	1 658 079
Accounts payable and accrued liabilities	294 562	706 197
Income and other taxes	140 661	134 173
Minority interest	1 682	-
Shareholder capital	4 036 735	4 291 552
Total liabilities / share capital	5 712 796	7 548 456

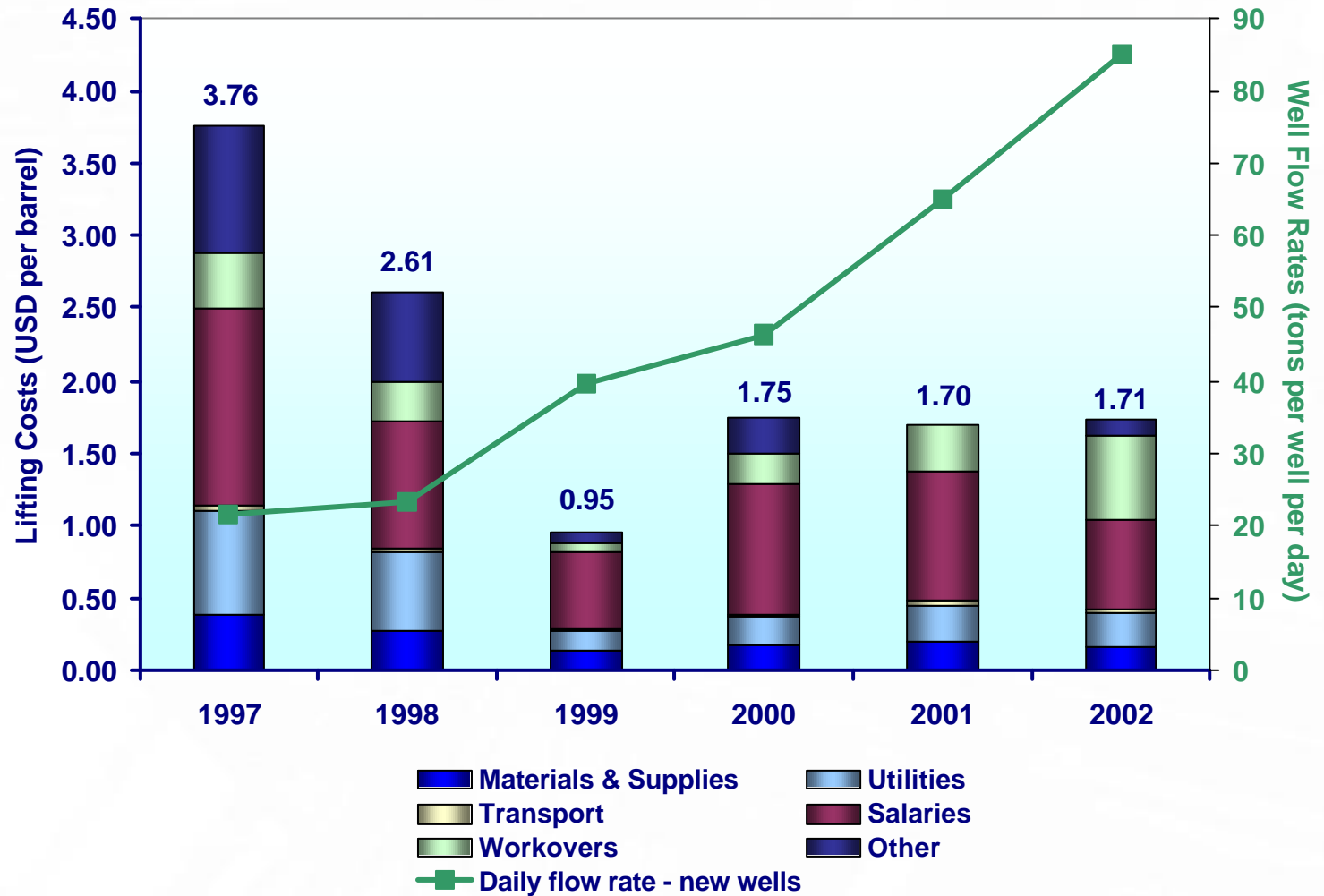


2002 Operating Results

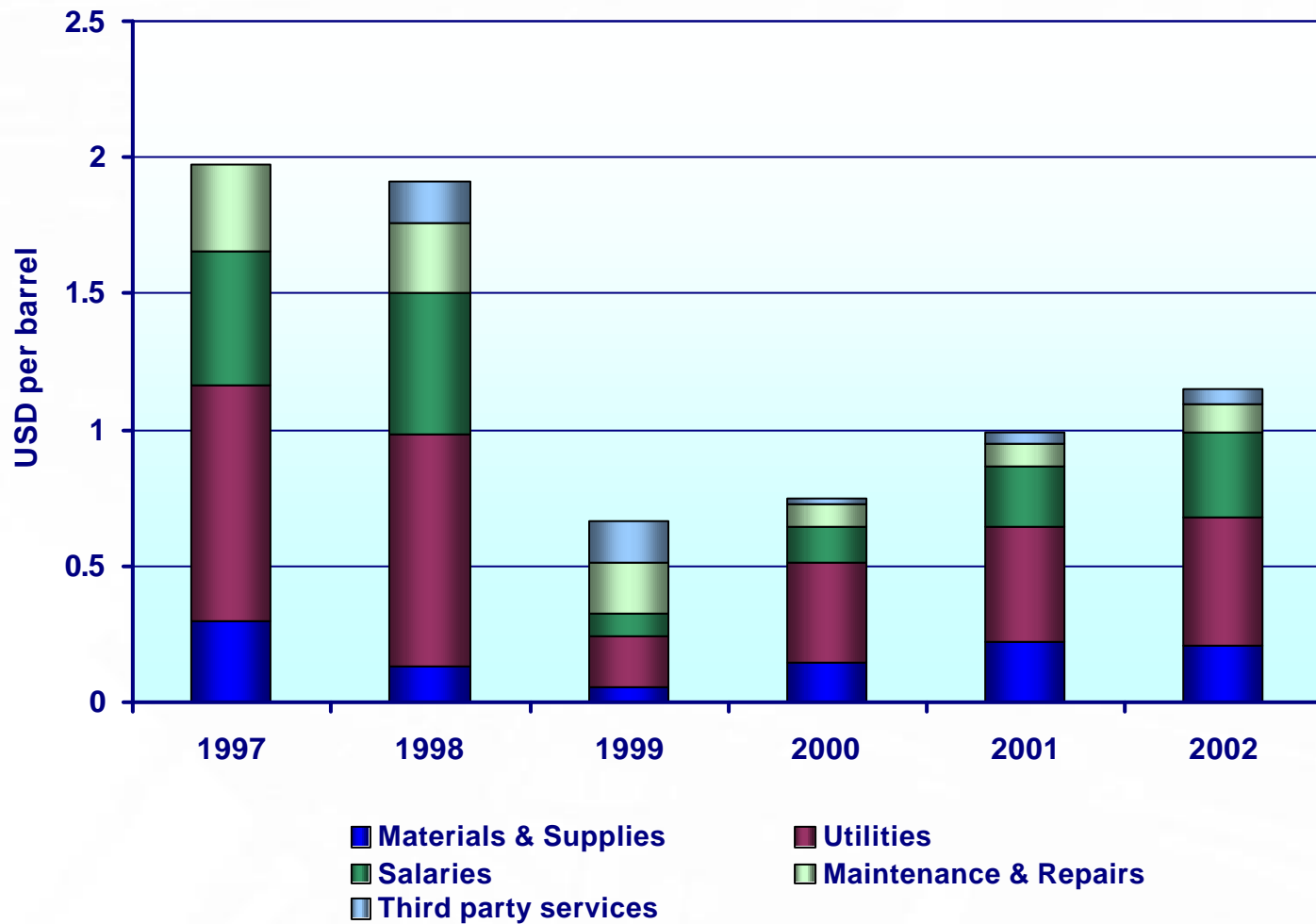
Production Growth (2002 YoY, %)



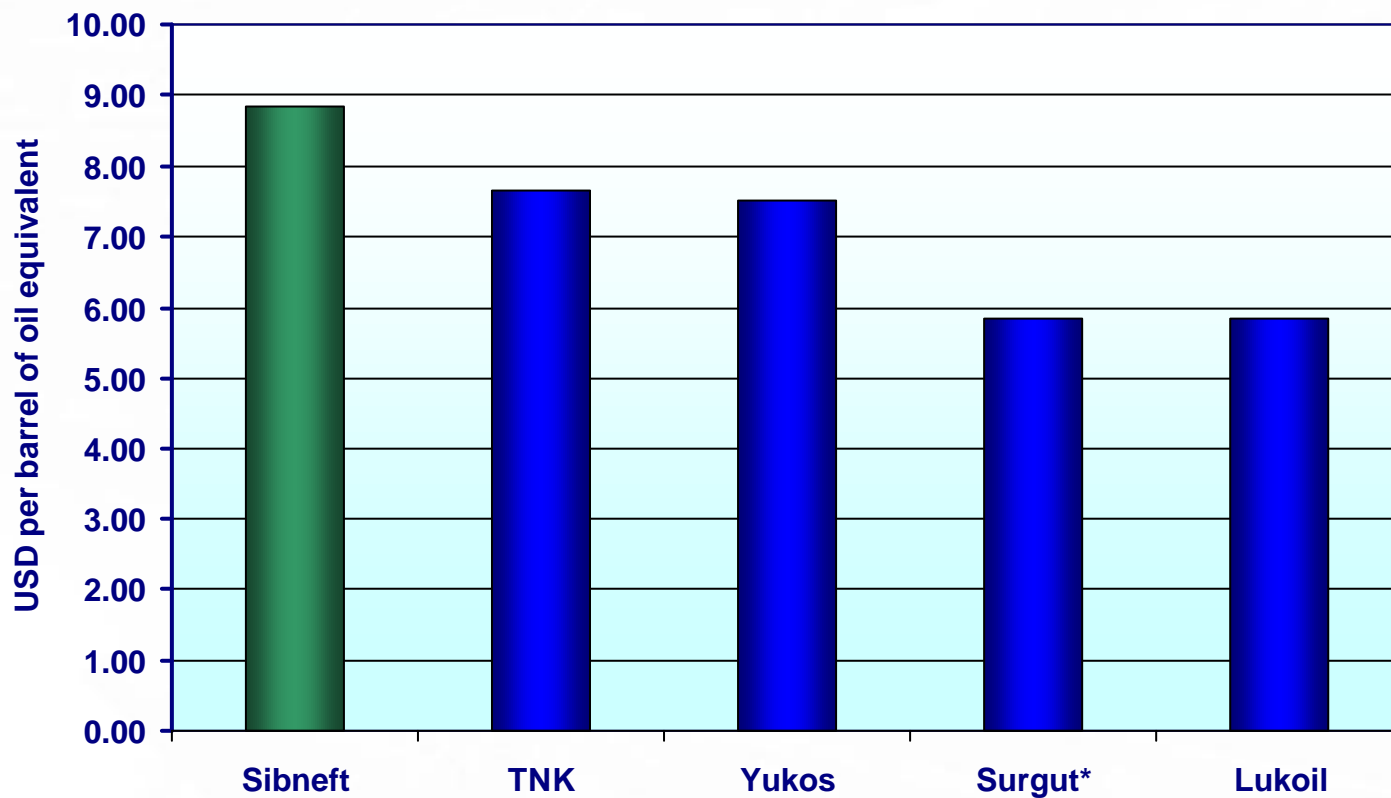
Well Productivity Up, Costs Under Control



Direct Refining Costs (USD/barrel)

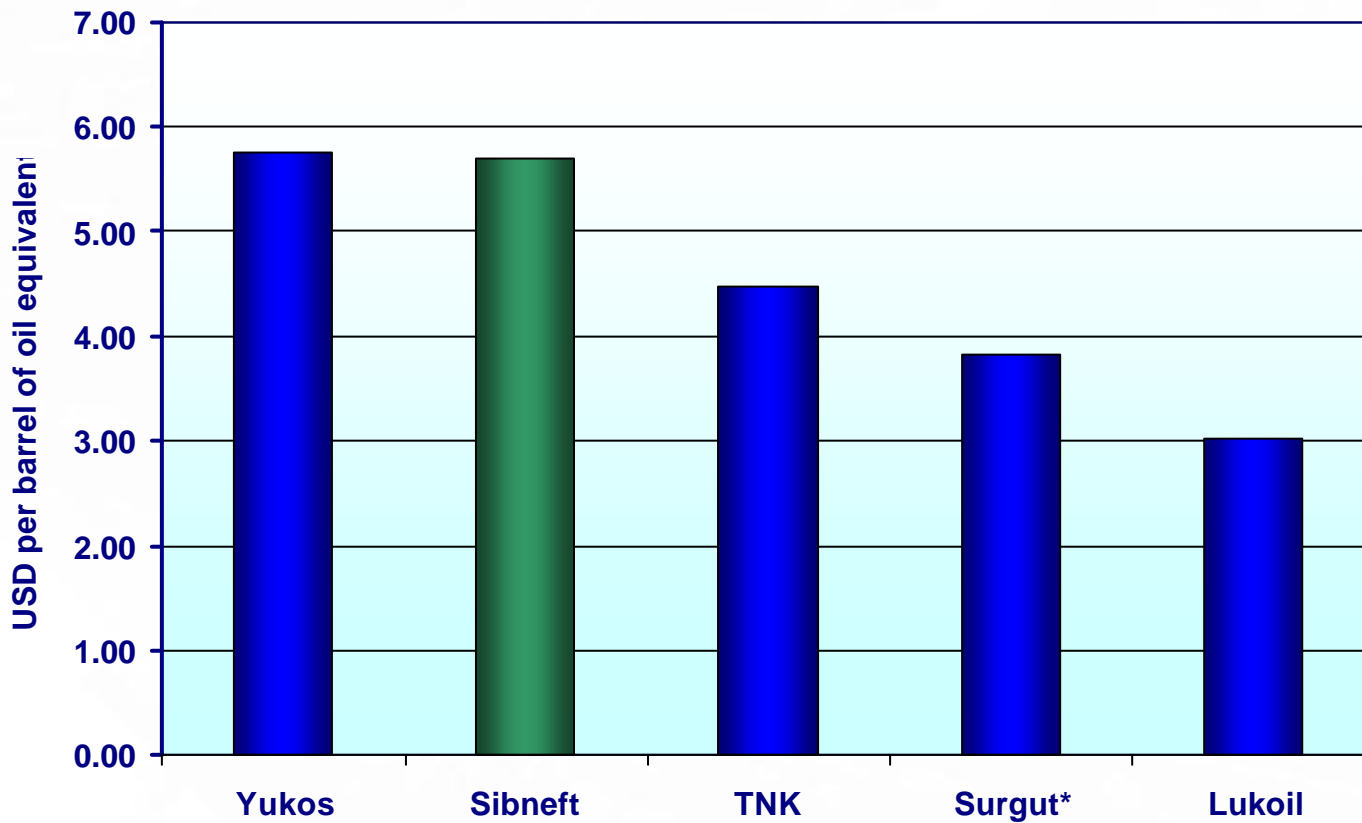


2002 Financial Performance Comparison (EBITDA, USD/boe)



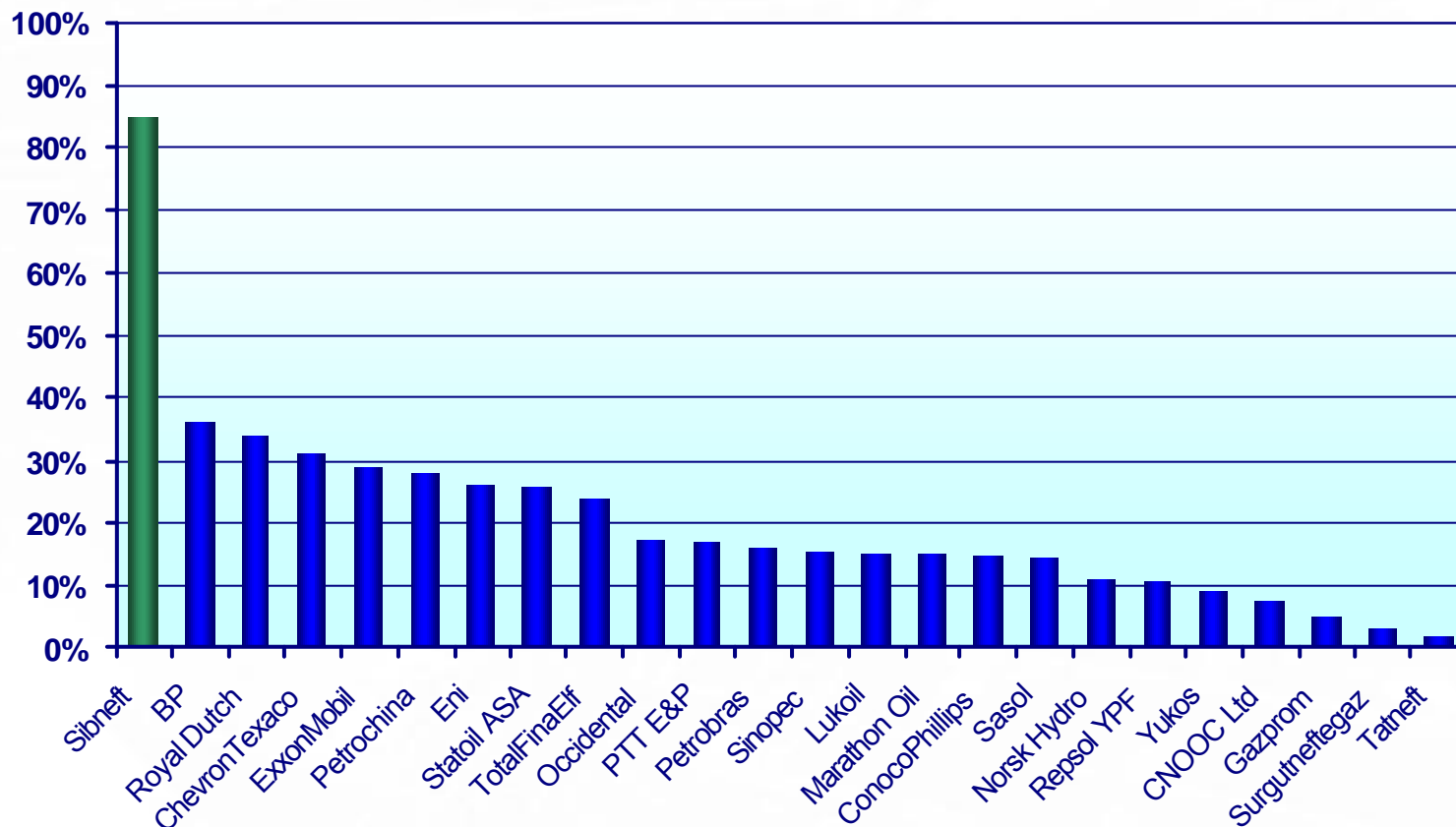
Source: Company data except (*) consensus analyst forecast

2002 Financial Performance Comparison (net income, USD/boe)



Source: Company data except (*) consensus analyst forecast

Dividend Payout Comparison (% of operating cash flow, 2002)



Source: Sibneft data, UBS Warburg

“In our view Sibneft is the best financially managed company in Russia, and arguably one of the leaders worldwide.” – Brunswick UBS

Optimum Upstream/Downstream Balance

<i>(mln. tons)</i>	2002	2003E	2004E	2005E
Production	26.3	33.0	38.8	42.5
Exports to world markets	10.7	13.2	15.5	17.0
<i>% of production</i>	<i>40.7%</i>	<i>40%</i>	<i>40%</i>	<i>40%</i>
Exports to CIS	1.4	3.4	3.9	4.3
Refining: Omsk	13.3	14.0	14.1	14.25
Moscow	2.6	2.5	4.5	5.0
Yaroslavl	-	0.5	1.0	2.0

2002 Audited Oil Reserves

Sibneft reports both SPE and SEC classification reserves for 2002.

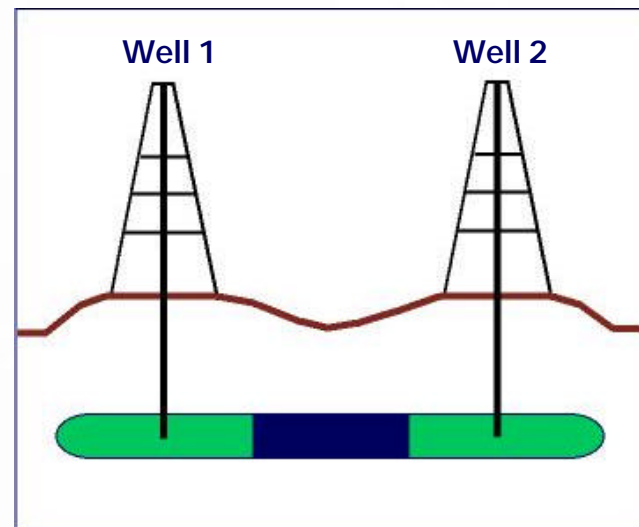
	<i>SEC</i> <i>2002</i>	<i>SPE</i> <i>2002</i>	<i>SPE</i> <i>2001</i>	<i>SPE</i> <i>2000</i>	<i>SPE</i> <i>1999</i>
<i>Proved oil & gas reserves, mln.boe.</i>					
Proved	2 197	4 718	4 887	4 897	4 903
<i>Oil reserves, mln.bbl.</i>					
Proved	2 129	4 575	4 646	4 644	4 599
Probable	-	1 990	2 360	2 086	2 784
Possible	-	1 433	1 269	1 546	1 934

License Terms

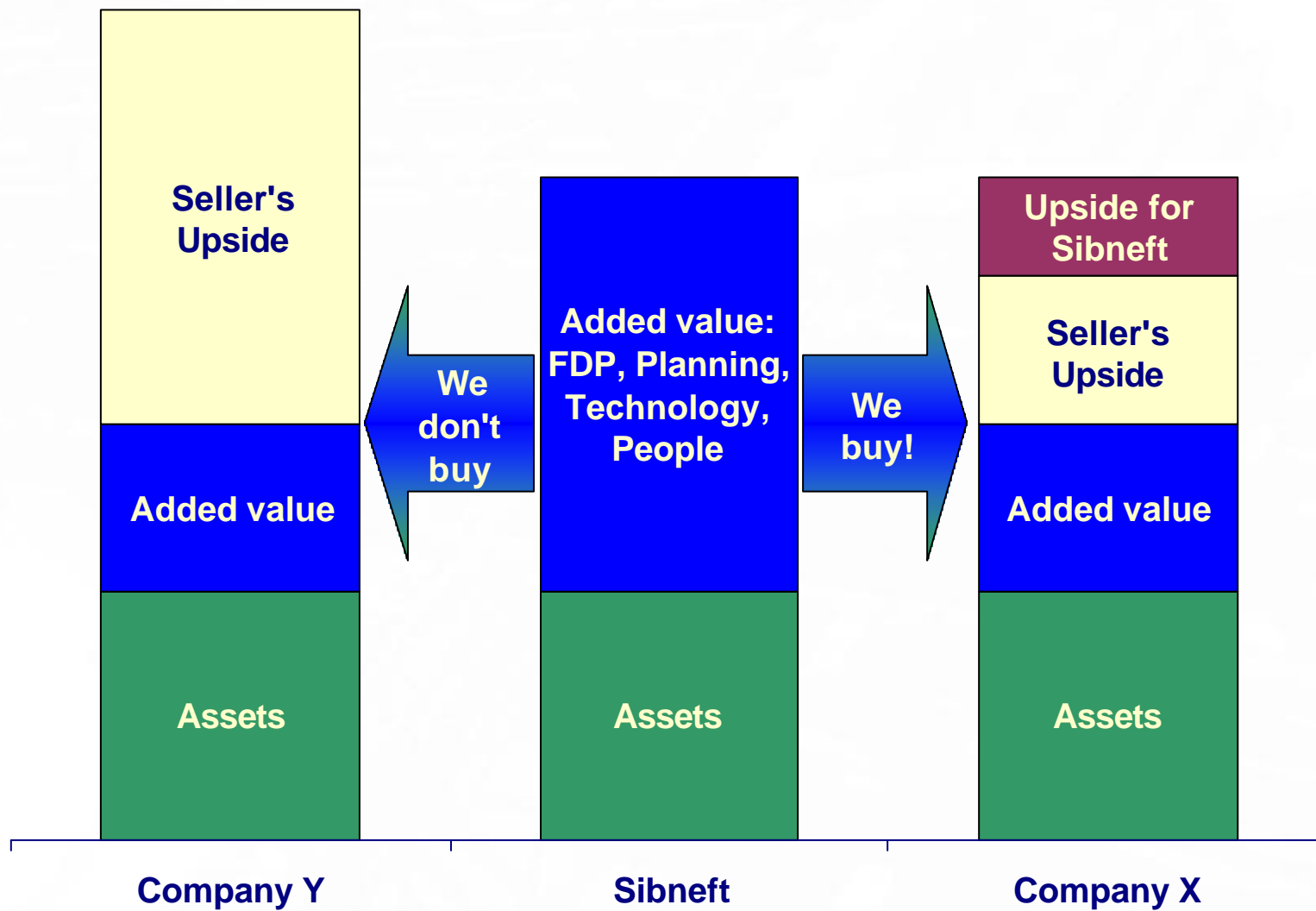
- The methodology for SEC classification reserves takes into account the timeframe and terms of the production license.
- Most fields under production are licensed through 2013 and 2014, and some, like Sporishevskoye and Romanovskoye, until 2022 and 2023.

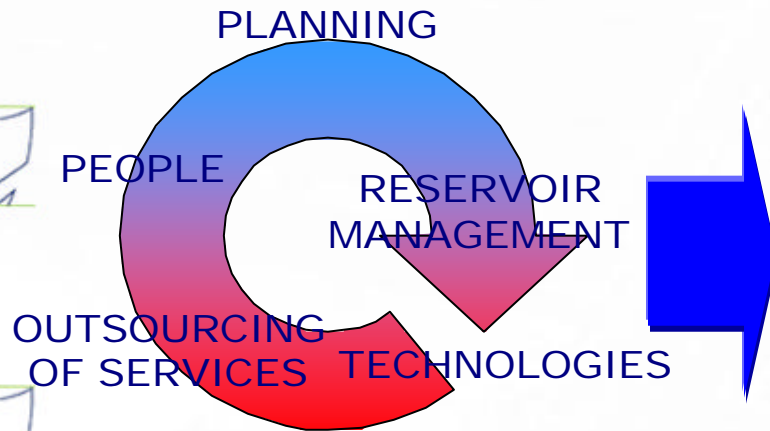
Reservoir Hydrodynamics

- According to SPE, if there is a proven hydrodynamic connection between wells 1 and 2, the “blue” reserves (see diagram) are considered Proved. According to SEC classification only the reserves around each well drainage area are considered Proved, i.e. only the “green” reserves.

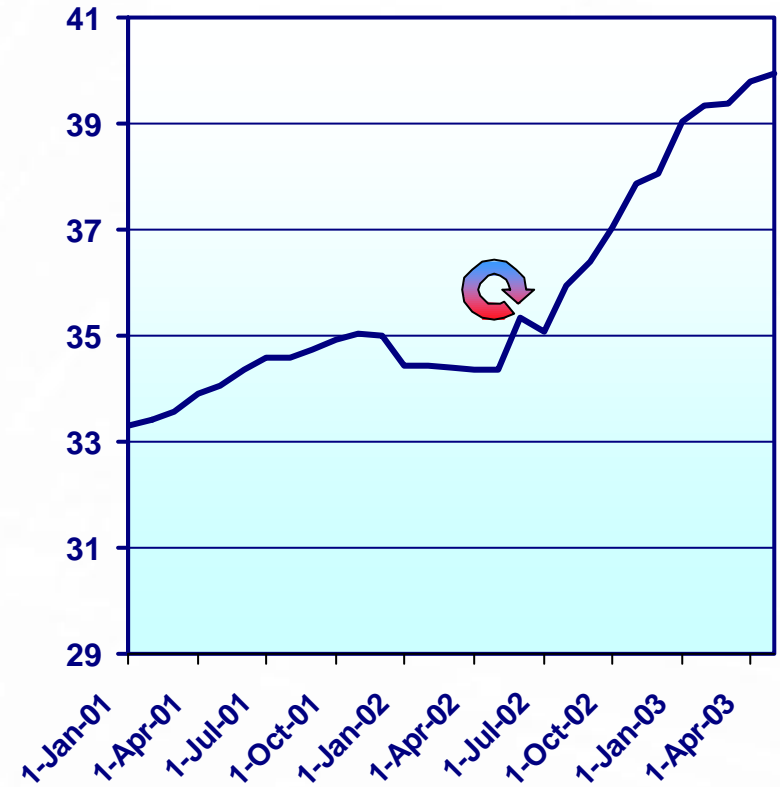


Acquisition Strategy (including Slavneft)





Megionneftegas Daily Production
(in thousand tons)





YukosSibneft: a New International Oil Major



- The world's largest proved oil reserves among non-state oil companies
 - ✓ 19.6 billion bbl (Sibneft and YUKOS 2002 SPE reserves plus half of 50% Slavneft ABC1 reserves)
- Fourth largest non-state oil producer in the world
 - ✓ Current production level ~ 2.3 mln. b.p.d.
- A major Russian oil refiner, marketer and exporter
 - ✓ Refining capacity ~ 1.85 mln. b.p.d.
 - ✓ ~ 2500 service stations
- Fastest organic growth of any oil major

- Advantages of Scale and Leadership
 - ✓ Ability to undertake mega-projects in oil and gas
 - ✓ Prospects to improve access to markets
 - ✓ Opportunities as a global player

- Potential synergies
 - ✓ Sharing best practices
 - ✓ Optimization of logistics
 - ✓ Increased leverage with suppliers
 - ✓ Administrative cost optimization
 - ✓ Other synergies in upstream and downstream

- Combination facilitated by similar corporate cultures and shared focus on modernization, efficiency, and value.