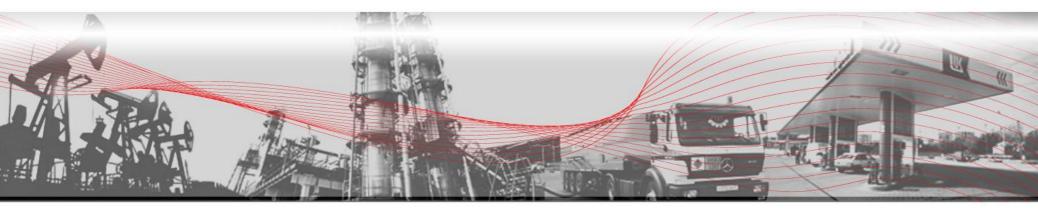
## **1Q 2009 Financial Results** (US GAAP)

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#### Leonid Fedun, Vice-President of LUKOIL



June 2009

## **Forward-Looking Statements**



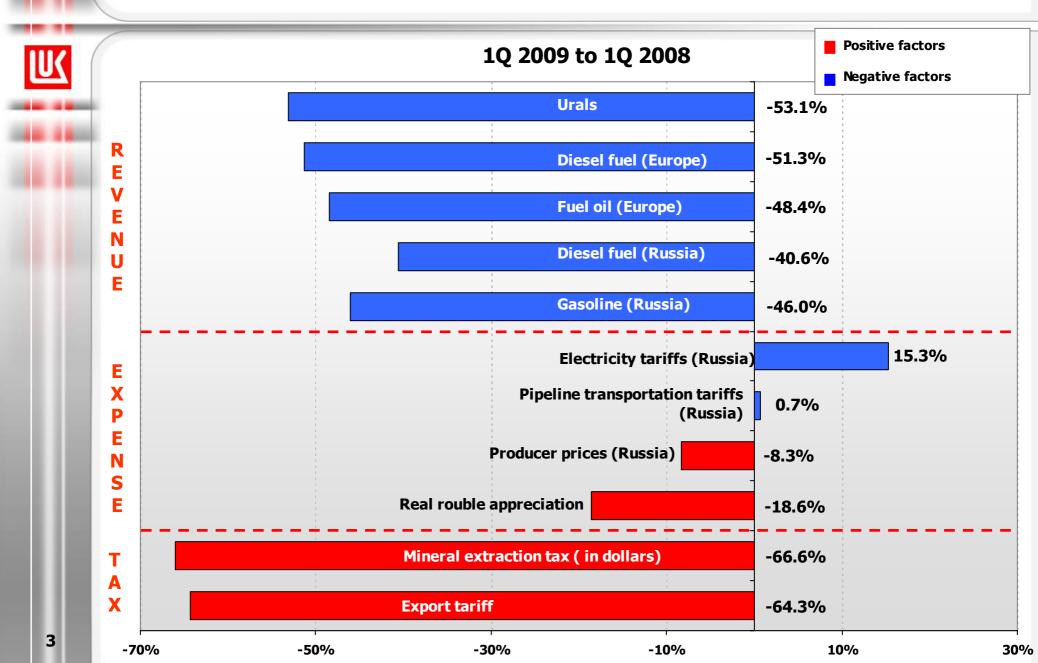
- Certain statements in this presentation are not historical facts and are "forward-looking". Examples of such forward-looking statements include, but are not limited to:
  - projections or expectations of revenues, income (or loss), earnings (or loss) per share, dividends, capital structure or other financial items or ratios;
  - statements of our plans, objectives or goals, including those related to products or services;
  - statements of future economic performance; and
  - statements of assumptions underlying such statements.
- 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.
- By their very nature, forward-looking statements involve inherent risks and uncertainties, both general and specific, and risks exist that the predictions, forecasts, projections and other forward-looking statements will not be achieved. You should be aware that a number of important factors could cause actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward-looking statements, including our ability to execute our restructuring and cost reduction program.
- When relying on forward-looking statements, you should carefully consider the foregoing factors and other uncertainties and events, especially in light of the political, economic, social and legal environment in which we operate. Such forward-looking statements speak only as of the date on which they are made, and we do not undertake any obligation to update or revise any of them, whether as a result of new information, future events or otherwise. We do not make any representation, warranty or prediction that the results anticipated by such forward-looking statements will be achieved, and such forward-looking statements represent, in each case, only one of many possible scenarios and should not be viewed as the most likely or standard scenario.

## **1Q 2009 Highlights**

- Sales- \$14,745 million
- EBITDA \$2,414 million
- Net income **\$905** million
- Basic EPS **\$1.07** per share
- Free cash flow **\$229** million

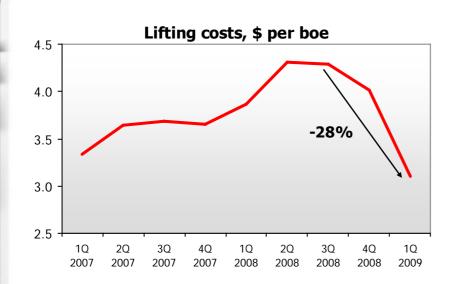
 Oil production – 1,976 th. barrels per day (+3.2% y-o-y)

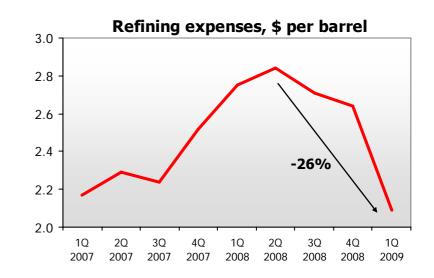
## **Macroeconomic and Tax Environment**

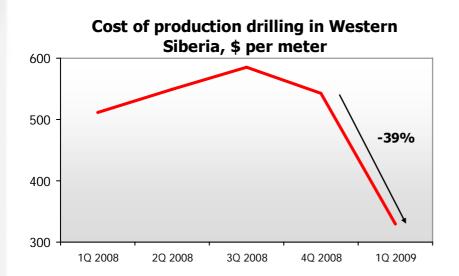


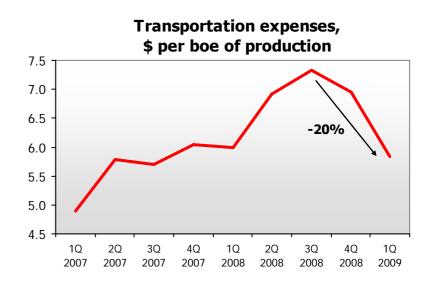
### **LUKOIL Continues Effective Cost Reduction**

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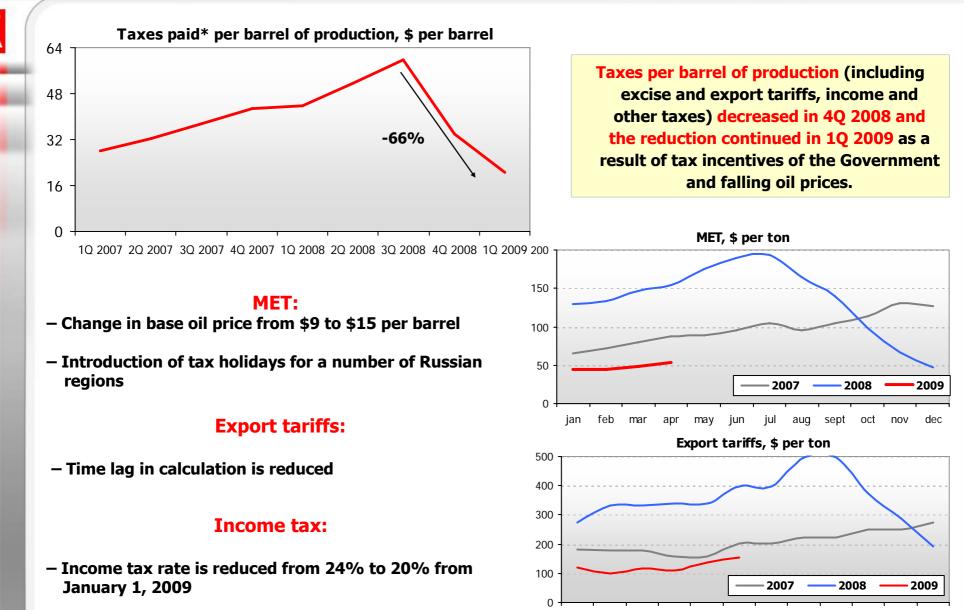






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## **Tax Burden is Decreasing**



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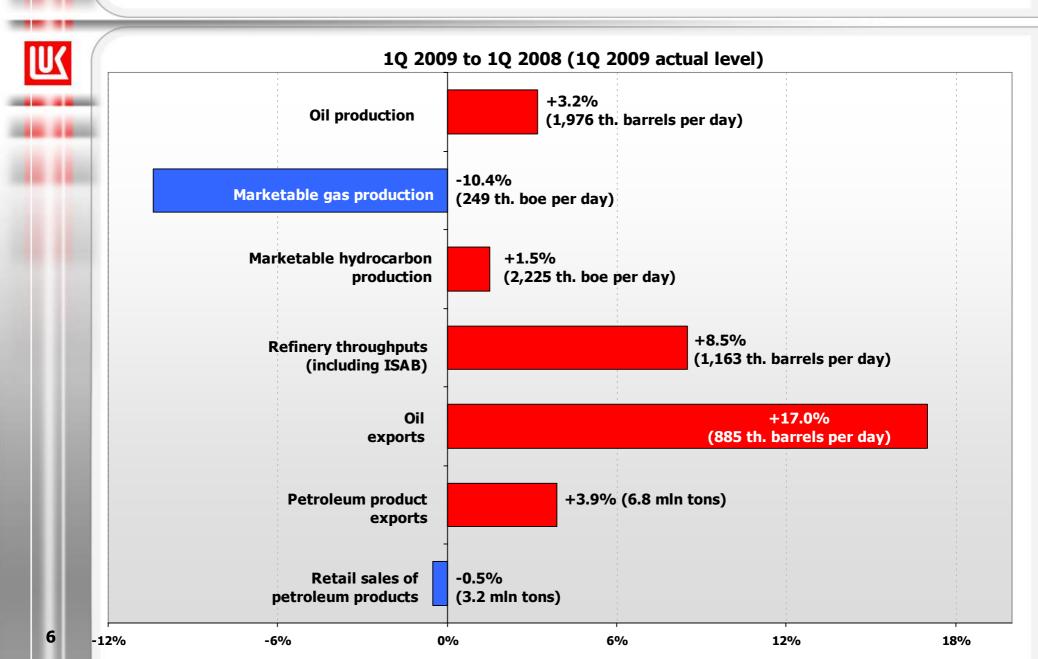
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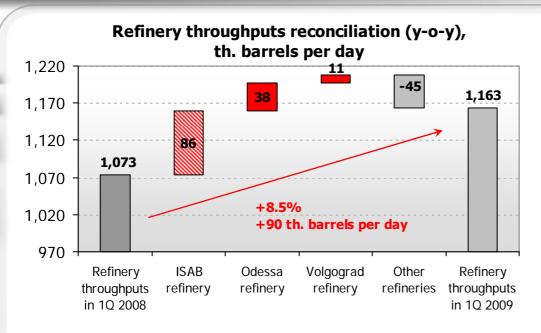
\* Excise and export tariffs, income and other taxes.

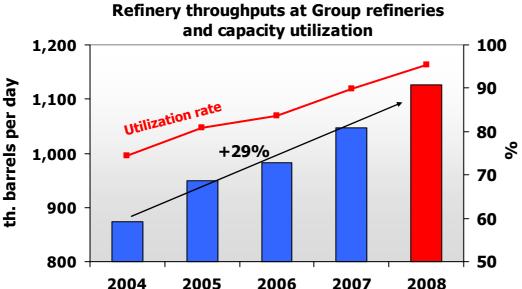
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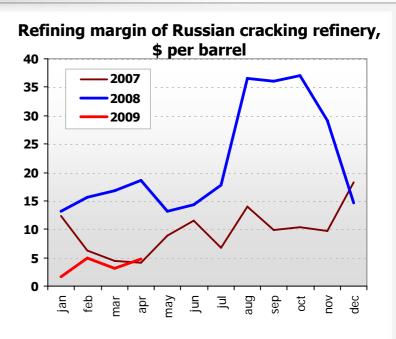
## **Main Operating Results**



## **LUKOIL Refinery Throughputs Are Steadily Growing**







LUKOIL substantially increased refinery throughputs in 1Q 2009 thanks to volumes refined at the ISAB Complex as well as increase in refinery throughputs at the Odessa Refinery, which was relaunched in 2008 after modernization

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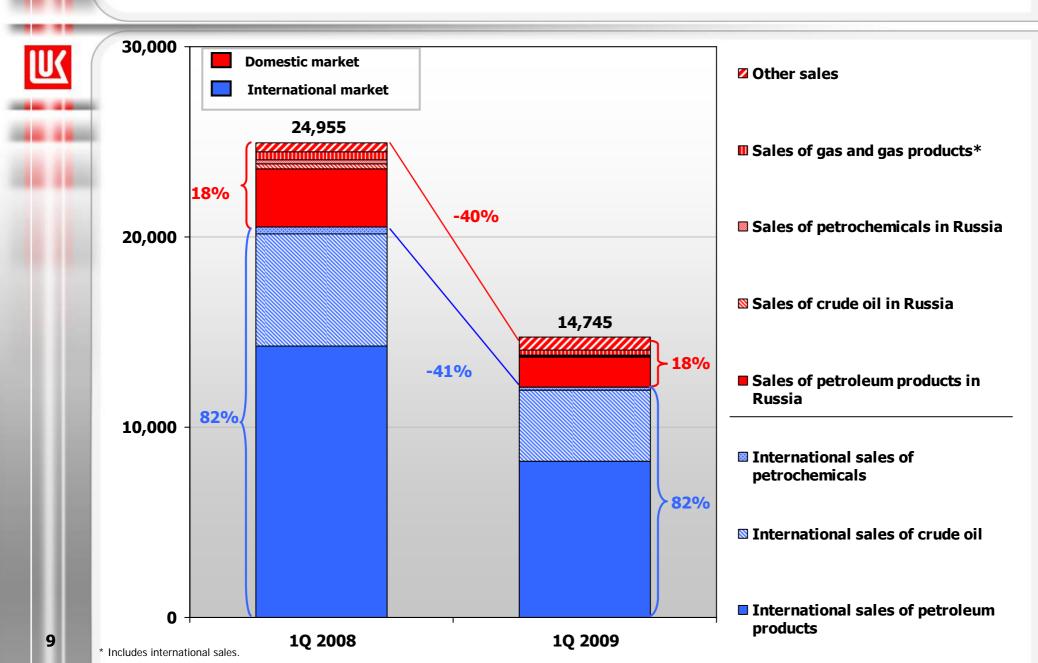
## **Financial Results**

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1Q 2009	4Q 2008	Δ, %	\$ million	1Q 2009	1Q 2008	Δ, %
14,745	18,415	-19.9	Sales	14,745	24,955	-40.9
(1,232)	(2,244)	-45.1	Operating expenses	(1,232)	(1,908)	-35.4
(3,717)	(7,338)	-49.3	Taxes other than income tax (including excise and export duties)	(3,717)	(7,714)	-51.8
1,532	(791)	-	Income from operating activities	1,532	4,071	-62.4
1,502	(1,842)	-	Income before income tax	1,502	4,174	-64.0
905	(1,621)	-	Net income (loss)	905	3,163	-71.4
1.07	(1.91)	-	Basic EPS, \$	1.07	3.83	-72.1
2,414	(906)	-	EBITDA	2,414	4,805	-49.8

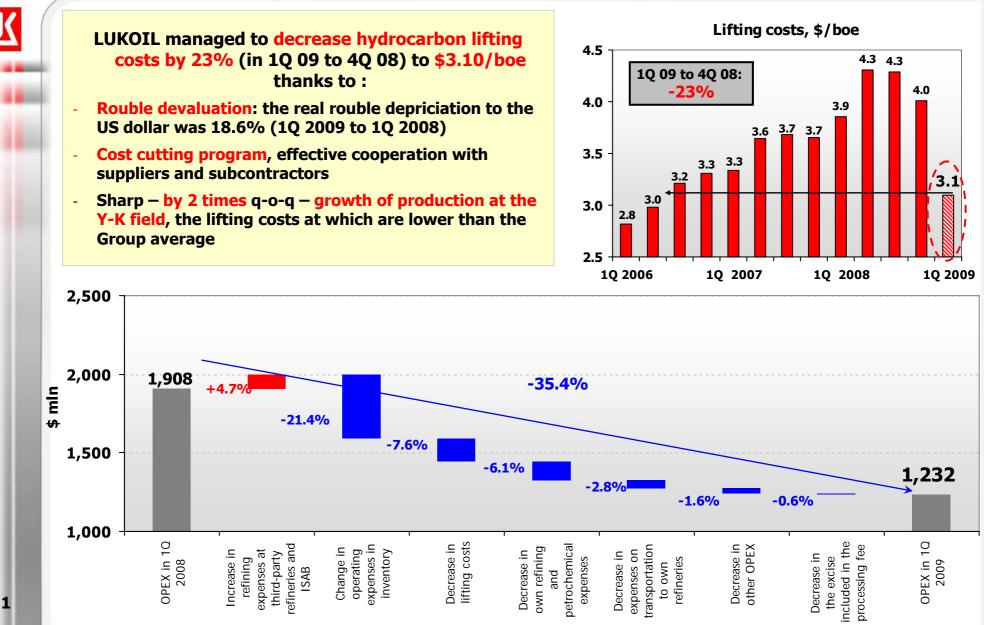
## **Sales Breakdown, \$ million**



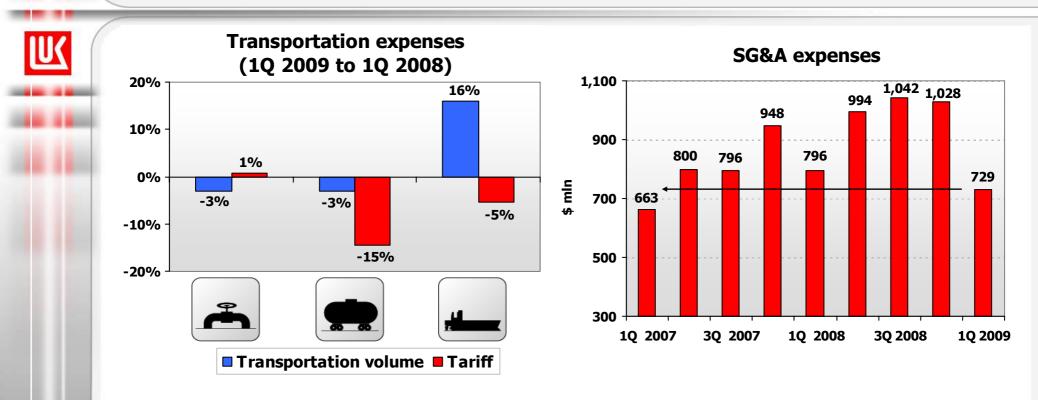
## **Operating Expenses**

1Q 2009	4Q 2008	Δ, %	\$ million	1Q 2009	1Q 2008	Δ, %
602	787	-23.5	Hydrocarbon lifting costs	602	748	-19.5
202	266	-24.1	Own refining expenses	202	268	-24.6
159	142	+12.0	Refining expenses at third-party refineries and <b>ISAB refining complex</b>	159	69	+130.4
22	26	-15.4	Excise included in processing fee paid to third-party refineries	22	33	-33.3
29	48	-39.6	Petrochemical expenses	29	80	-63.8
209	249	-16.1	Crude oil transportation to own refineries	209	262	-20.2
354	347	+2.0	Other operating expenses	354	384	-7.8
(345)	379	-	Change in operating expenses in crude oil and refined products inventory originated within the Group	(345)	64	-
1,232	2,244	-45.1	Total	1,232	1,908	-35.4
5,362	5,895	-9.0	Cost of purchased crude oil, gas and products	5,362	8,608	-37.7

## LUKOIL Successfully Controls Operating Expenses

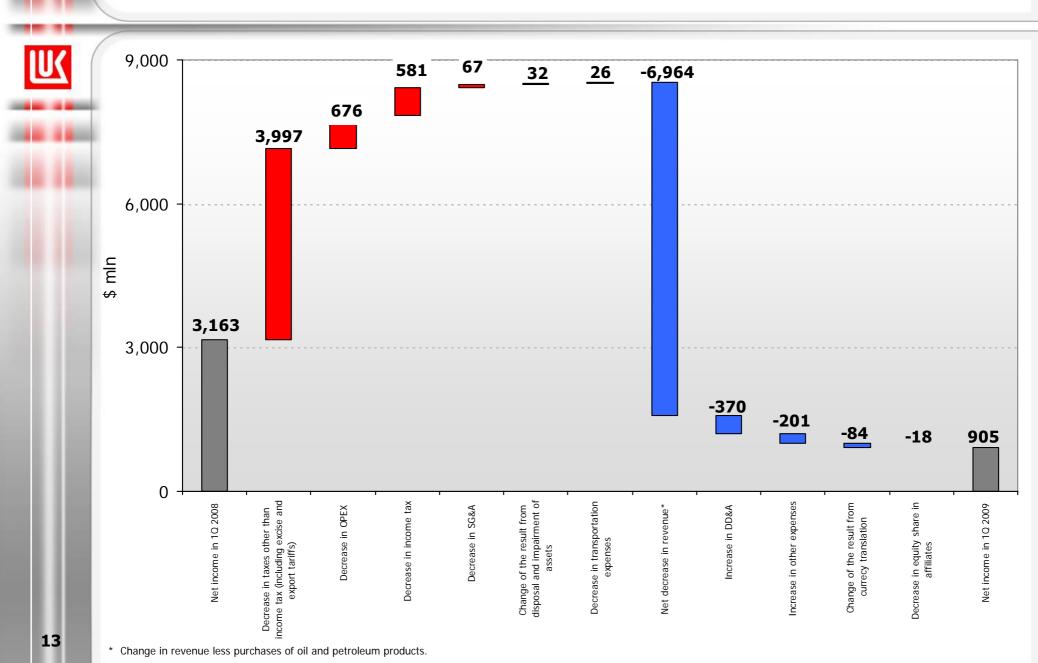


#### **SG&A and Transportation Expenses**

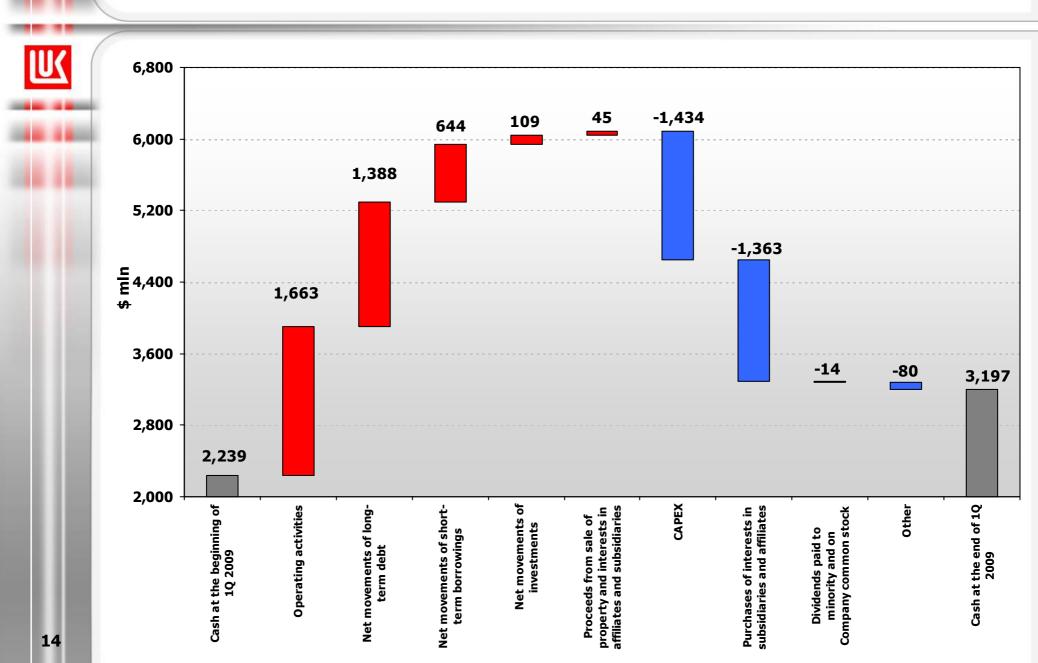


1Q 2009	4Q 2008	Δ, %	\$ million	1Q 2009	1Q 2008	Δ, %
1,169	1,412	-17.2	Transportation expenses	1,169	1,195	-2.2
729	1,028	-29.1	Other selling, general and administrative expenses	729	796	-8.4
1,898	2,440	-22.2	Total	1,898	1,991	-4.7

## **Net Income Reconciliation**



## **1Q 2009 Cash Flow Reconciliation**



## **CAPEX Breakdown**

1Q 2009	4Q 2008	Δ, %	\$ million	1Q 2009	1Q 2008	Δ, %
1,118	1,738	-35.7	Exploration and production	1,118	1,981	-43.6
960	1,374	-30.1	Russia	960	1,779	-46.0
158	364	-56.6	International	158	202	-21.8
303	711	-57.4	Refining and marketing	303	356	-14.9
154	463	-66.7	Russia	154	229	-32.8
149	248	-39.9	International	149	127	+17.3
29	28	+3.6	Petrochemicals	29	27	+7.4
3	7	-57.1	Russia	3	5	-40.0
26	21	+23.8	International	26	22	+18.2
16	342	-95.3	Other	16	48	-66.7
1,466	2,819	-48.0	Total (cash and non-cash)	1,466	2,412	-39.2

#### **Northern Caspian: Start of Commercial Development** in 2009



- LUKOIL has been operating in the region since 1995
- During this time LUKOIL discovered eight major fields: Khvalynskoye (2000), Yu.Korchagin (2000), 170 km (2001), Rakoushechnoye (2001), Sarmatskoye (2002), V.Filanovsky (2005), Tsentralnoye and Zapadno-Rakoushechnoye (2008)
- Total CAPEX into the Russian sector of the Caspian sea by the Company is about \$700 mln



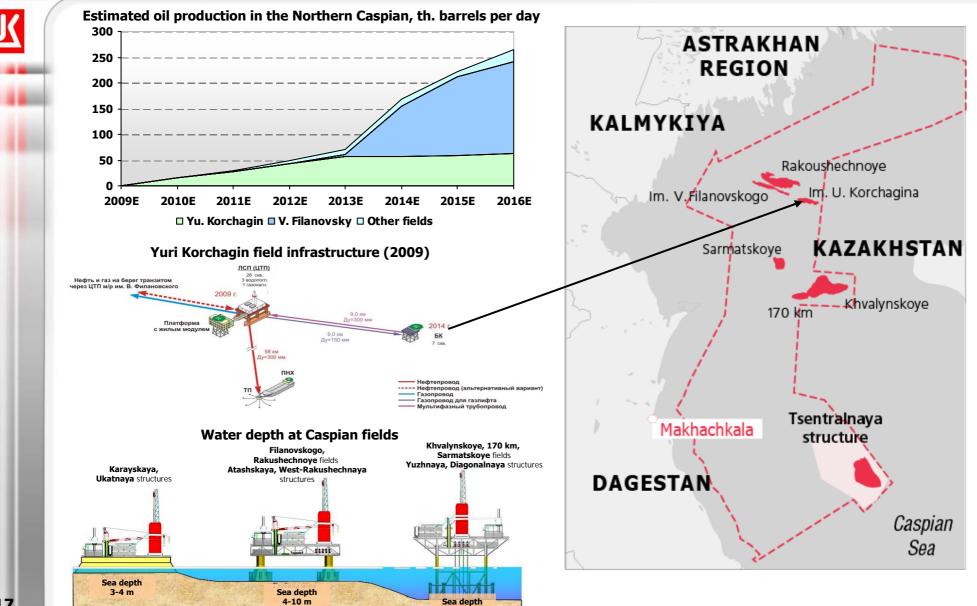


Start of construction of an offshore platform for Yu. Korchagin field.

**The first project**: Yu. Korchagin field

> Proved reserves of 6 fields are over 1.4 bln boe, 3P reserves – 4.7 bln boe

## **Development of the Northern Caspian Fields: Key Event of 2009–2010**



13-30 m

# The Company is Preparing for the Production Launch at the Yu. Korchagin field

- The Company plans to launch the Yu. Korchagin field in December 2009
- 3P reserves at the field are estimated at
  570 mln boe
- Peak liquids production at the field is 2.3 mln tons per year, gas production – 1.2 bcm per year
- Sea depth in the area of the field varies from 10 to 13 meters



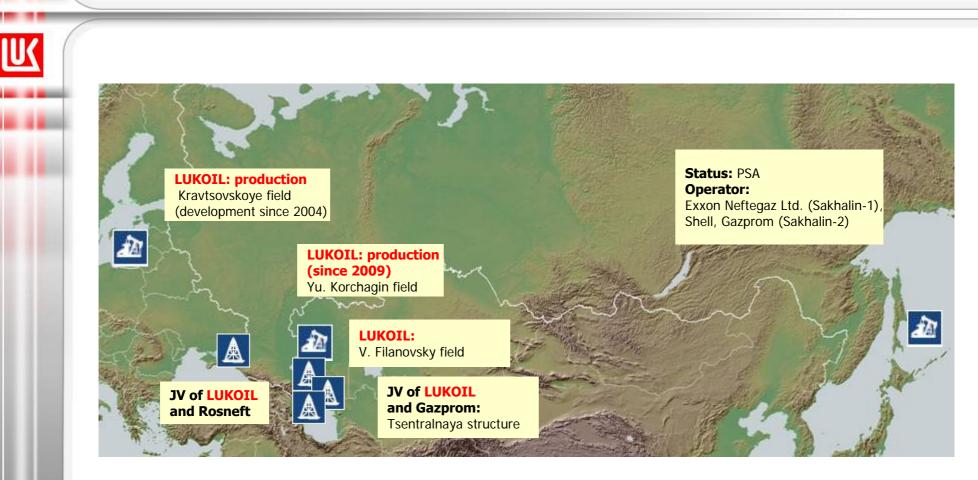
Ice-resistant platform-1 at the Astrakhansky korabel shipyard





Ice-resistant platform-2 jacket

#### LUKOIL is the Only Russian Company to Develop Offshore Fields on Its Own



**LUKOIL** uses its proprietary technology of zero-discharge,

which allows the Company to work successfully in environmentally sensitive territories of the **Baltic and Caspian seas**.

## **Positive Effects from the Global Financial Crisis**

- Optimization of the investment program
- Positive effect from the rouble devaluation
- Cost optimization
- Considerable decrease in tax burden

## Conclusions

### The Company plans to develop dynamically thanks to:

- Start of significant domestic **tax burden decrease** in 2009
- Optimizing and significantly **reducing 2009 CAPEX and OPEX**
- Hydrocarbon production growth
- Development of R&M segment
- Development of a program aimed at securing positive cash flows amid financial crisis
- Maintaining conservative financial policy, keeping access to domestic and international financial sources comfortable and open