



Integra: Performance Update

**VTB Capital Investment Forum
September 29 - October 1, 2009**

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Integra at a glance



Consolidated Revenue 1H2009 - US\$ 405MM
Adjusted EBITDA 1H2009 - US\$ 55MM ⁽¹⁾
Total Assets as of 30 June 2009 - US\$ 1.2BN

| | Drilling, Workover, IPM, and Trade House | Technology Services | Formation Evaluation | OFS Equipment Manufacturing |
|---|---|---|---|--|
| Revenues 1H2009 Adj. EBITDA 1H2009 | <ul style="list-style-type: none"> US\$ 184MM US\$ 12MM | <ul style="list-style-type: none"> US\$ 64MM US\$ 24MM | <ul style="list-style-type: none"> US\$ 109MM US\$ 29MM | <ul style="list-style-type: none"> US\$ 54MM US\$ 8MM |
| Key Services | <ul style="list-style-type: none"> Drilling rig management Workovers Integrated Project Management | <ul style="list-style-type: none"> Drilling tools manufacturing Coil tubing Directional drilling Cementing Drill bits service Well logging | <ul style="list-style-type: none"> 2-D, 3-D seismic surveys Seismic processing and interpretation | <ul style="list-style-type: none"> Heavy drilling rigs Cementing fleet Other equipment |
| Personnel ⁽²⁾ | <ul style="list-style-type: none"> Ca. 5,300 employees⁽²⁾ | <ul style="list-style-type: none"> Ca. 3,000 employees⁽²⁾ | <ul style="list-style-type: none"> Ca. 5,900 employees⁽²⁾ | <ul style="list-style-type: none"> Ca. 2,700 employees⁽²⁾ |
| Production Assets 1H2009 | <ul style="list-style-type: none"> 22 active drilling rigs 122 workover crews | <ul style="list-style-type: none"> 4 coil tubing units 10 directional drilling crews 8 cementing fleets 25 logging crews 3 drilling tools production sites | <ul style="list-style-type: none"> 42 seismic crews 1 interpretation facility | <ul style="list-style-type: none"> 3 production sites 1 service business unit R&D facilities in Austin, TX and Ekaterinburg |
| Operating Statistics 1H2009 | <ul style="list-style-type: none"> 89 th meters drilled 1,776 workover operations | | <ul style="list-style-type: none"> 431 th seismic shot points | <ul style="list-style-type: none"> 9 rigs in production 10 assembly units in production 4+4 rigs and units completed |
| Key Customers | | | | |

(1) Adjusted EBITDA represents profit (loss) before interest income (expenses), exchange rate translation differences, goodwill impairment, income taxes, depreciation and amortization, share of associates, share-based compensation and minority interest

(2) Personnel data as of August, 2009

Corporate governance



Board of Directors and key management

John B. Fitzgibbons, Chairman

- Founder and former CEO, Khanty Mansiysk Oil Corporation (KMOC)
- Founder and President, J Fitzgibbons LLC and Brookline Partners LLC

Antonio Campo, CEO

- Former President, LatAm Oilfield Services at Schlumberger

Iosif Bakaleinik

- First VP of RUSAL
- Former First VP of TNK, Head of Economy and Finance

John W. Kennedy

- Chairman, Vetco Int. and Wellstream Int. Ltd
- Former Executive VP, Halliburton

Felix Lubashevsky, President

- Former Executive VP Oilfield Services and Supply Chain Management, TNK-BP

Neil Gaskell

- Former Group Treasurer, Shell
- Former Executive Director, Shell International

J. Robert Maguire

- Former Co-Head and MD of Global Oil and Gas Group at Morgan Stanley

Dmitry Avdeev, CFO

- Former Executive Director at Morgan Stanley

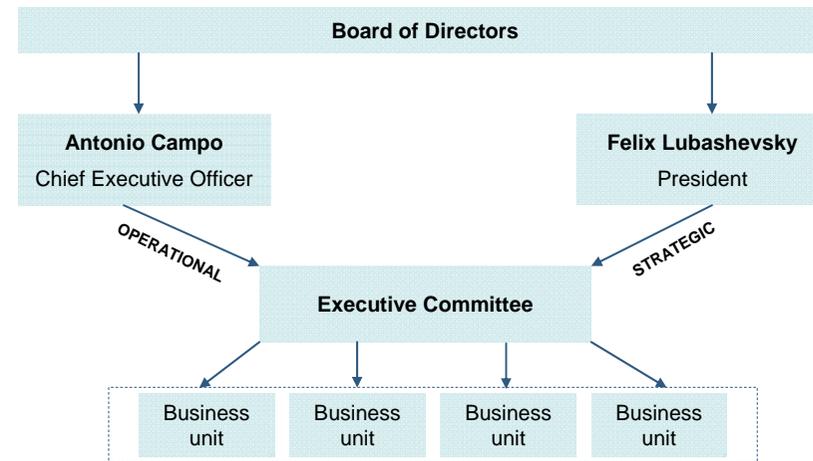
Non-executive directors

Executive directors

Shareholder structure

- Management and Board of Directors - 18%
- Free float - 82%

Change in corporate governance structure



Corporate committees



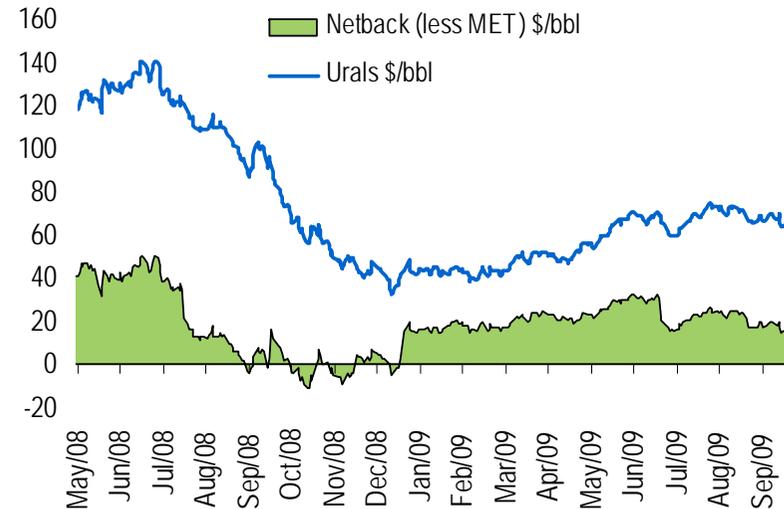
Positive dynamics in the Russian OFS market



Comments

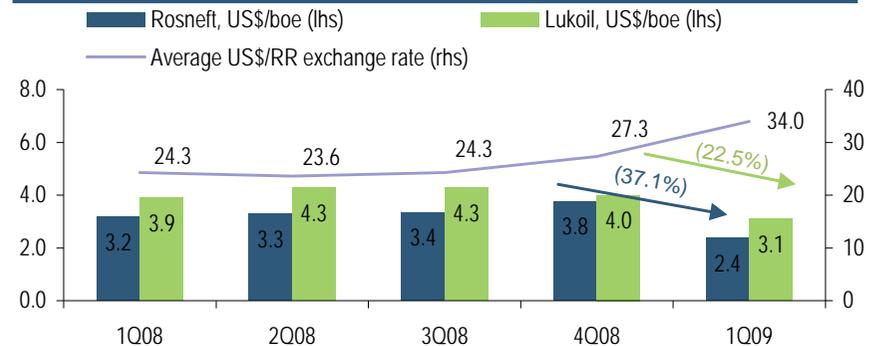
- Negative export netbacks in October-December 2008 led to cancellation or postponement of OFS orders. Long-term payback projects such as seismic and exploration drilling were affected the most
- From February 2009 the operating environment stabilized as upstream economics improved, driven by
 - oil price recovery
 - tax stimulus
 - Ruble depreciation reducing costs
- Oil prices are broadly at the levels of 3Q 2008, reducing the risk of current firm orders being withdrawn, provided no sharp drop in the oil price
- Netbacks are already higher than those factored in by oil companies at the beginning of the year
- Development of OFS industry demand in 2009 and beyond is expected to be driven by the pace of global economic recovery and in particular, commodity prices

Russian oil industry netbacks, US\$/bbl



Source: Neftyanaya trgovlya, Bloomberg

Exchange rate, upstream operating expenses



Source: Rosneft, Lukoil, Factset

Long-term Russian OFS market growth story remains intact



Russian OFS market fundamentals

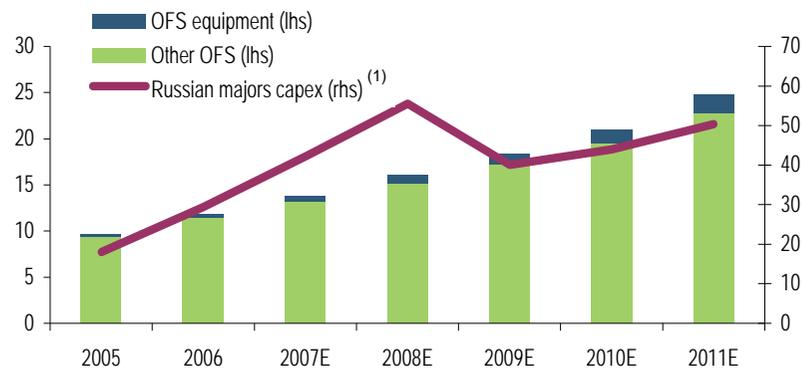
- Vast undeveloped and unexplored resource base
- Growing sophistication and service intensity of brownfield and greenfield projects
- Historical underinvestment requires significant incremental spending to sustain current levels of production
- License obligations are unchanged and the state is likely to begin enforcing them
- Depreciated oilfield services equipment requires replacement or upgrade, fueling manufacturing demand

Drivers and triggers

- ? Stable upstream economics, cashflows and access to capital for producers
- ✓ Tax breaks for greenfield areas and certain highly depleted brownfields with high service intensity
- ✓ Political pressure to increase / stabilize production

**OFS
Market
Upside**

OFS market estimates by Douglas Westwood (2006), Russian oil and gas industry capex (2009), US\$ BN



Source: 2006 Douglas Westwood Market Study, Factset

(1) Sum of consensus capex forecasts for Rosneft, Lukoil, TNK-BP, Tatneft, Gazprom, Novatek

Russian OFS market drivers identified by Douglas Westwood

- Sustained oil price ?
- Increase in capital expenditures ✓/*
- Large oil and gas resources ✓
- Transition to Western practices ✓
- New prospective regions ✓
- Increase in onshore maturity ✓
- Modernization of existing assets ✓
- Harsher operating conditions ✓
- Increase in downhole completion technology capacity ✓

Key financial highlights



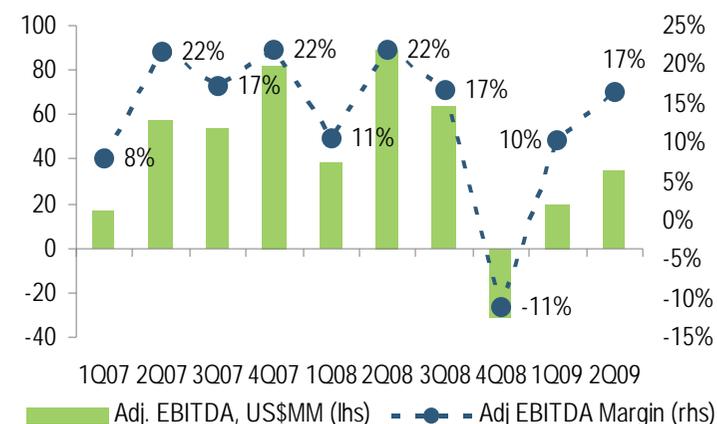
Key financial highlights, US\$MM

| | 2007 | 2008 | Chg. % 2008/2007 | 1H '08 | 1H '09 | Chg. % 1H09/1H08 |
|---|--------------|--------------|---------------------|--------------|--------------|---------------------|
| Revenue | 1,177 | 1,446 | +23% | 786 | 405 | -49% |
| Adj. EBITDA ⁽¹⁾ | 211 | 162 | -23% | 129 | 55 | -57% |
| <i>Adj. EBITDA margin</i> | <i>17.9%</i> | <i>11.2%</i> | | <i>16.4%</i> | <i>13.6%</i> | |
| Adj. EBITDA (before impairments and write offs) | 206 | 214 | +4% | 129 | 55 | -57% |
| <i>Adj. EBITDA margin (before write-offs and impairments)</i> | <i>17.5%</i> | <i>14.8%</i> | | <i>16.4%</i> | <i>13.6%</i> | |
| Net Loss | (51) | (272) | n/m | (5) | (22) | n/m |
| Operating Cashflow | (9.7) | 135 | n/m | 3 | 50 | 16x |
| Capex | 182 | 158 | -13% | 114 | 20 | -82% |
| Free Cashflow | (192) | (-23) | n/m | (111) | 30 | n/m |

Source: Company

(1) Adjusted EBITDA represents profit (loss) before interest income (expenses), exchange translation difference, income taxes, depreciation and amortization, goodwill impairment, share-based compensation, share of results of associates and minority interest

Consolidated Adj. EBITDA and margin



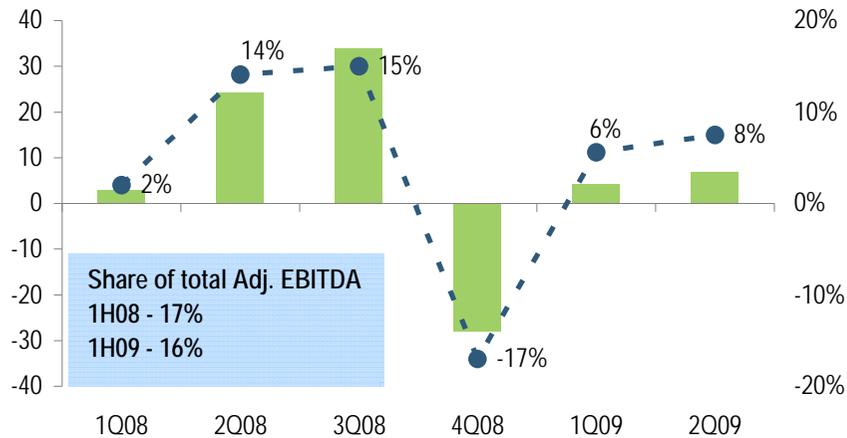
Source: Company



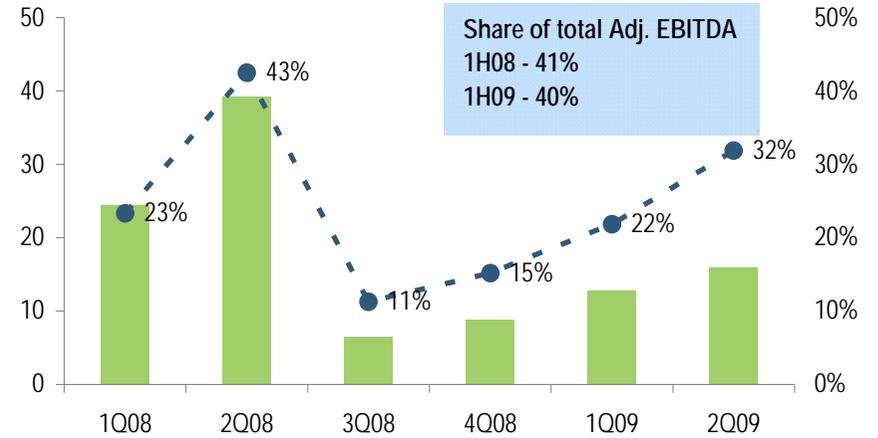
Quarterly earnings dynamics



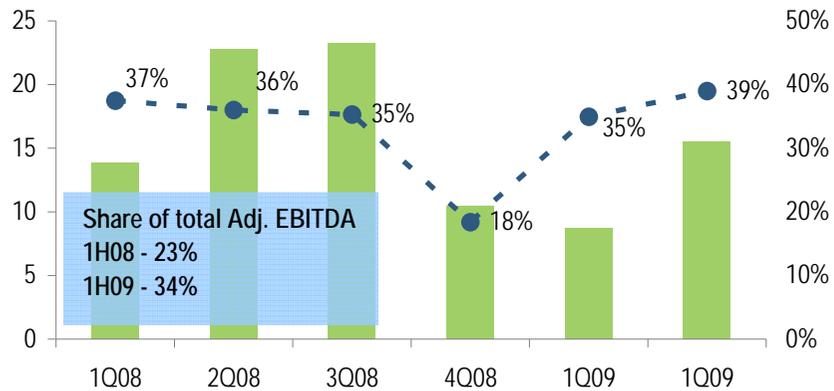
Drilling, Workover, IPM (excl. Trade House)



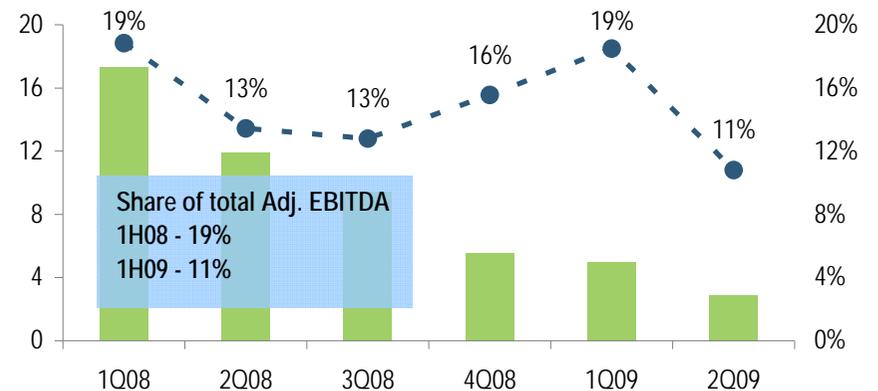
Formation Evaluation



Technology Services



OFS Equipment Manufacturing



Source: Company

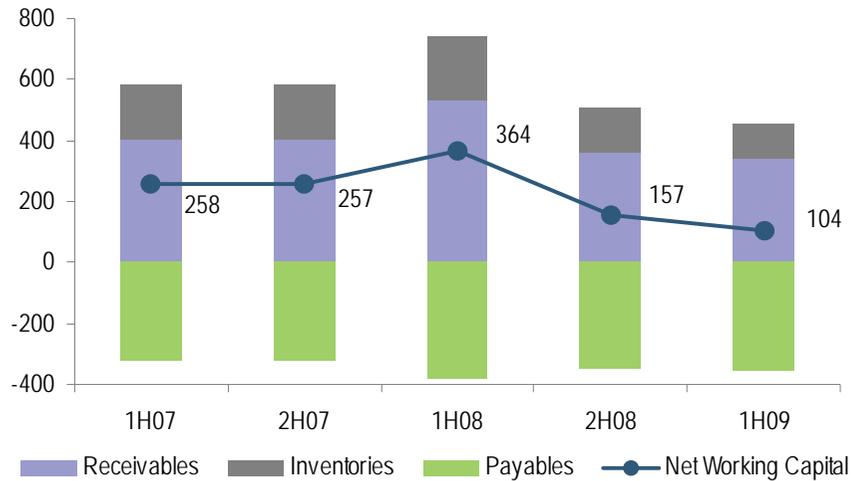
Adj. EBITDA, US\$MM (lhs)

Adj. EBITDA Margin (rhs)

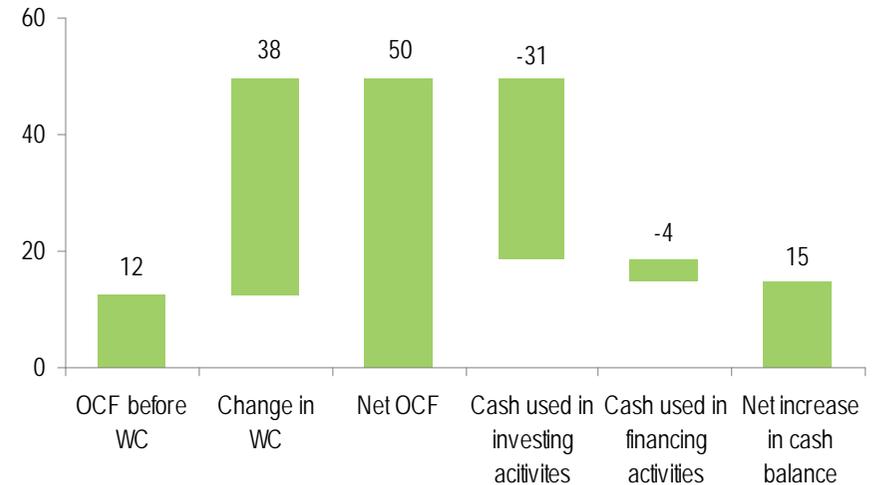
Cash flow and working capital trends



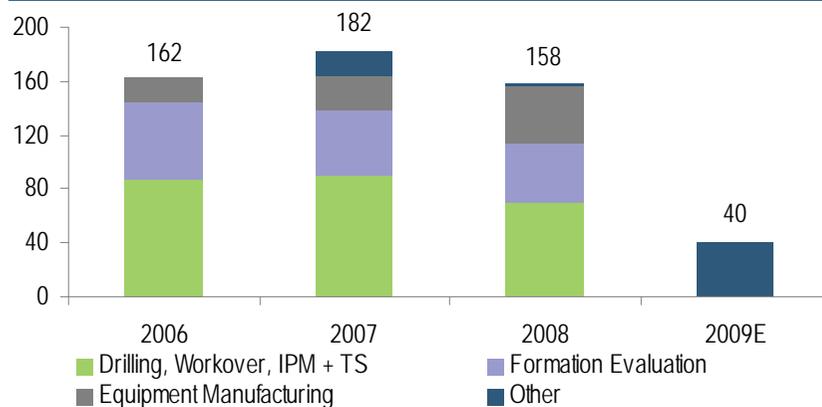
Working capital by element, US\$MM



1H2009 Cash flow, US\$MM



Capex, US\$MM



Source: Company

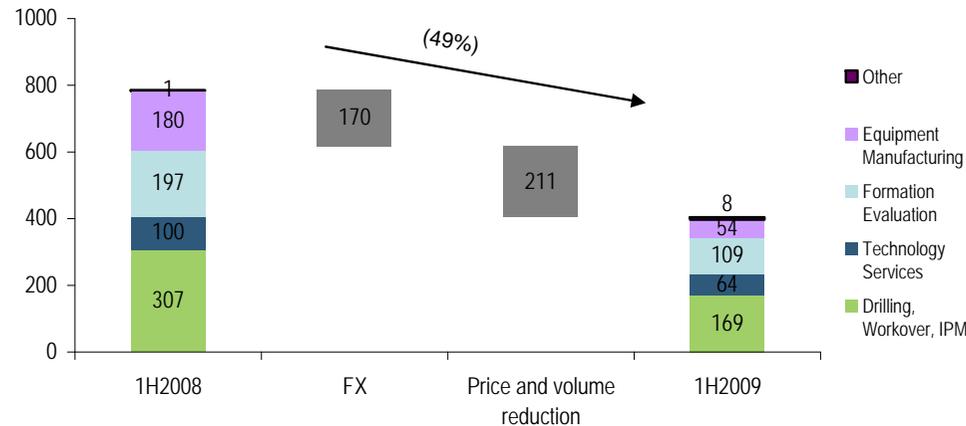
Comments

- Net cash generated from operating activities was US\$ 49.8MM (vs. US\$ 2.8MM in 1H2008)
- Free cash flow was US\$ 30.2 million (vs. negative US\$ 111.2MM in 1H2008)
- Capital expenditures for 1H2009 were US\$ 19.6MM (vs. US \$114.0MM in 1H2008)

Revenue and cost dynamics



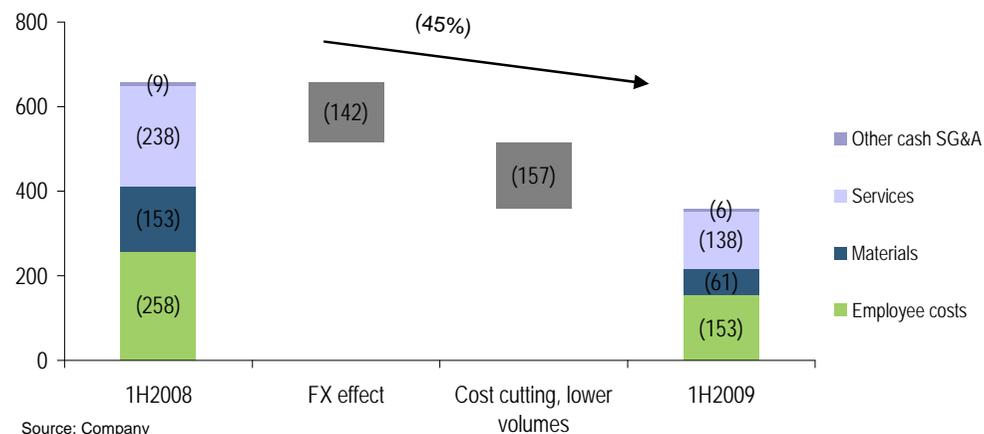
Revenue by segment in 1H2009 vs. 1H2008, US\$MM



Factors affecting revenues

- Ruble depreciation
- Idling of a significant part of drilling capacity
- Lower greenfield exploration demand
- Moderate pricing declines
- Lower manufacturing orderbook

Operating cash costs in 1H2009 vs. 1H2008, US\$MM



Source: Company

Cost cutting measures

- 28% headcount reduction from March 2008, including a nearly 30% reduction in the Moscow head office
- Executive compensation is changed to fixed and variable components. Fixed component was cut 30-50%
- SG&A expenses reduced significantly (including reduction in rent, travel and 3rd party consultant expenses)

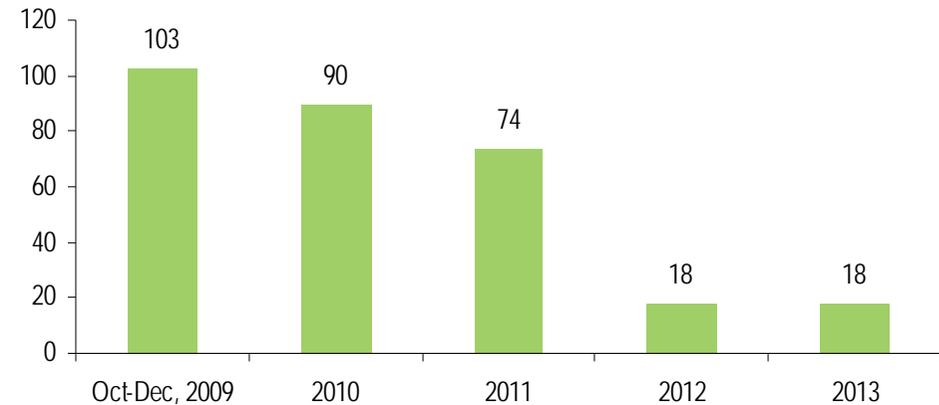
Debt profile – long term funding in place



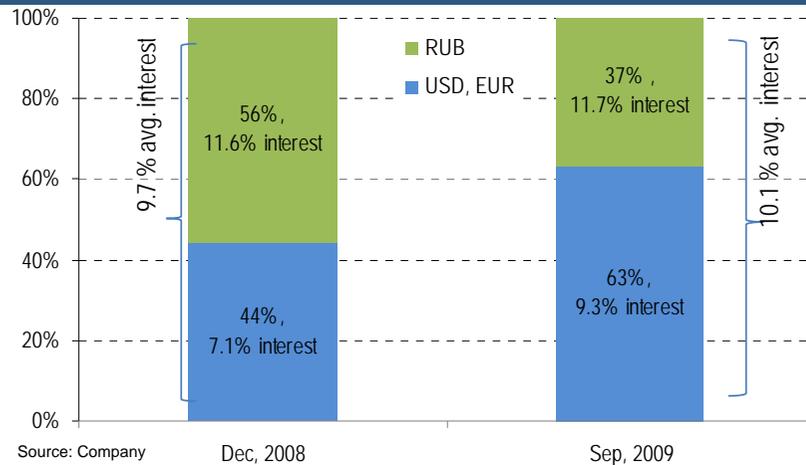
Debt structure optimization, US\$ MM



Debt maturity profile, US\$ MM



Debt interest cost and currency breakdown



Source: Company

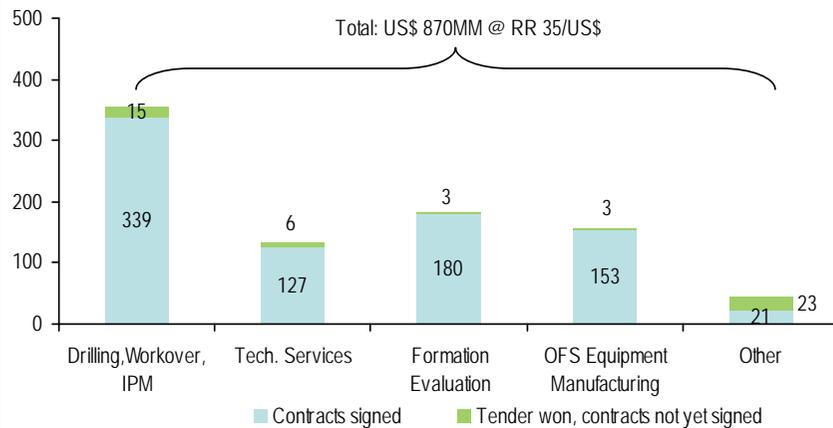
Comments

- US\$ 335 MM of total debt refinanced by long term facilities and equity financing in 9M2009
- Debt maturing at the end of 2009 is scheduled to be repaid primarily from cash flow generation of 2009 or refinanced; c \$79 MM is already reserved in the escrow account for repayments
- Equity financing of \$95 MM in September, 2009 had allowed proportionate reduction in upcoming maturities in 2010-2013 and provided immediate liquidity for 2010 capex
- We are considering to partially hedge foreign currency risk by RUB/USD forward contracts
- Average interest cost is stable, up from 9.7% to 10.1%

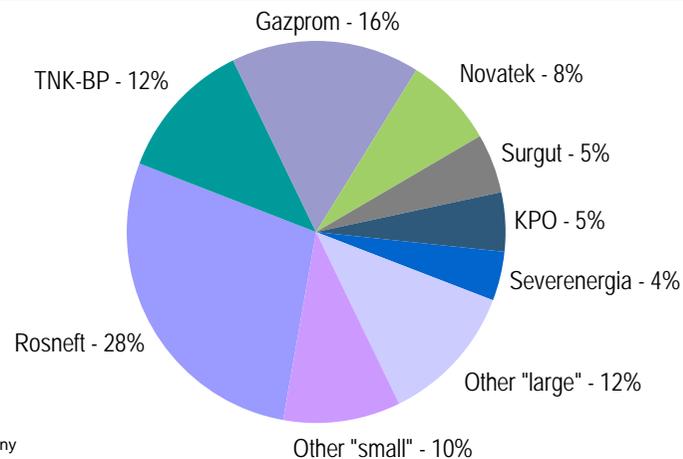
Order book status



Order book as of September 21, 2009 (by segment), US\$MM

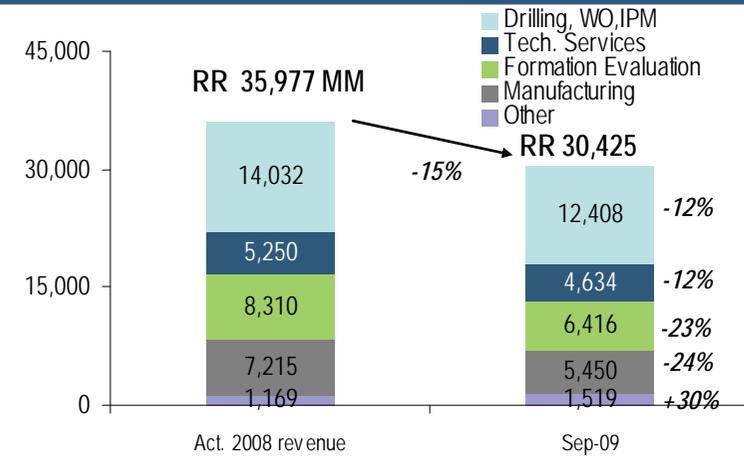


Order book 2009 (by customer)

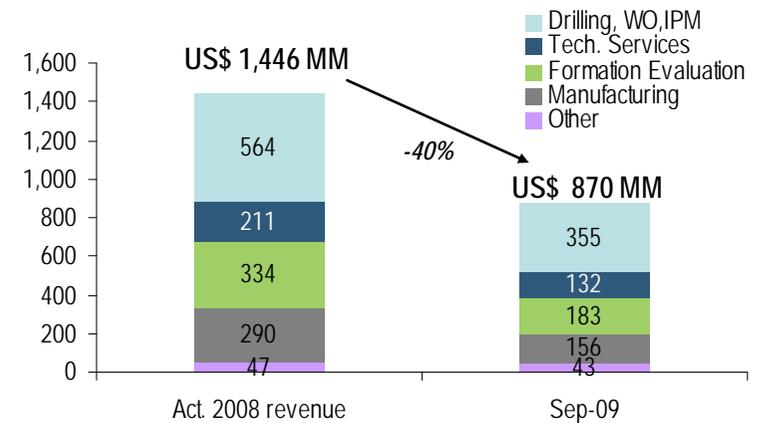


Source: Company

Actual 2008 revenue / 2009 Order book comparison, RRMM



Actual 2008 revenue / 2009 Order book comparison, US\$MM



Integra: well-positioned to capture growth



Wide geographical presence in key oil and gas regions of Russia and the CIS. International presence (Venezuela)



Experienced engineering team and Integra Research & Development facility (Austin, USA) provide clients with highly complex project solutions (IPM, rig, downhole motor and turbine designs) and increase profitability of the Company

Substantial investment in assets upgrade and replacement

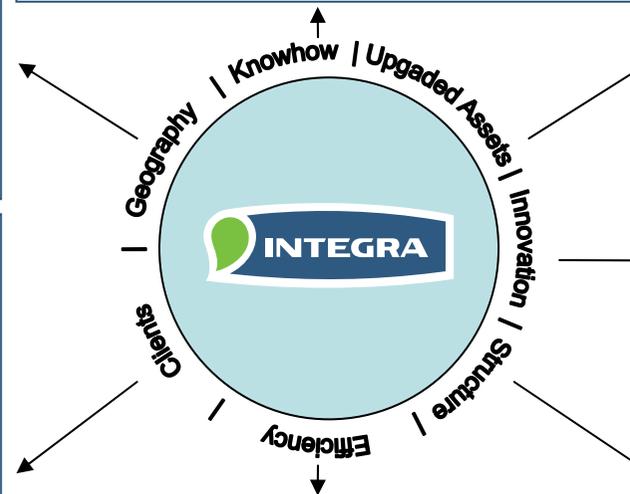
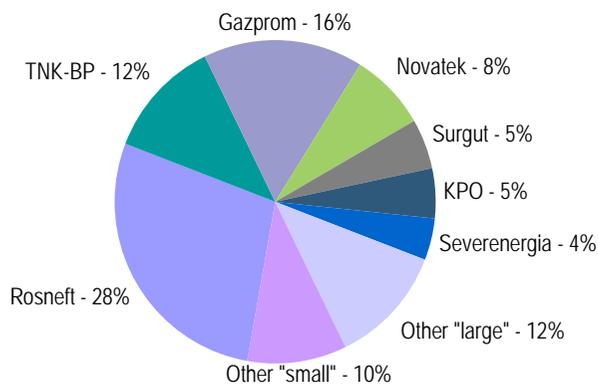
- US\$ 500MM of capex in '06-08
- 97% asset replacement ratio

Completed upgrades:

- Seismic (Sercel vibrators, new channels)
- Tech. services (GE dir. drilling units)
- Manufacturing (Pama milling system)

Diversified client base, long-term relationships with largest upstream investors

Order Book 2009



Launch of new services with high margins and short delivery cycles

- Coil tubing
- Directional drilling

Share of high margin services in revenue structure increased in 1H2009

Ongoing transformation of legal and management structure increasing transparency, flexibility and tax efficiency

- >40 operating entities in 2006
- 13 operating entities in 2009
- Management integration completed

Improved cost and working capital structure allows flexible pricing

- Significant cost cutting in 1H 2009
- Strong improvement in working capital management and cash flows
- Balanced currency structure of revenues and costs reducing FX risk