



# **Integra: 2009 Financial Results**

**May, 2010**



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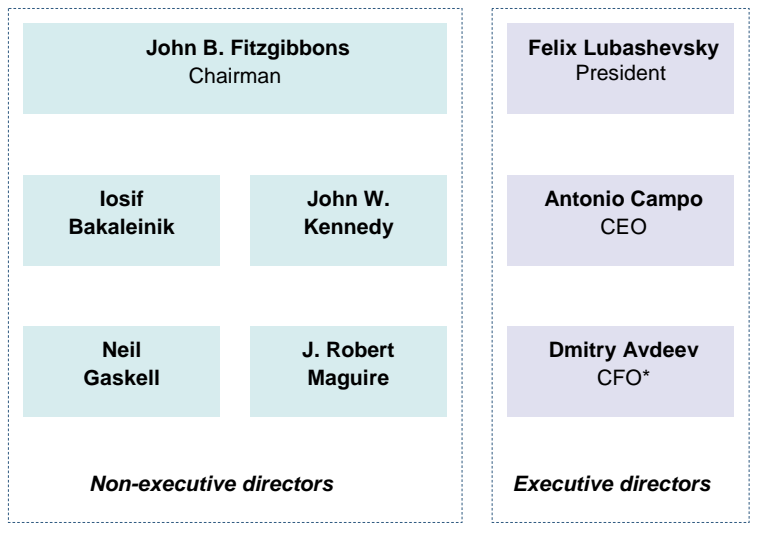
**Consolidated Revenue 2009 - US\$ 836MM**  
**Adjusted EBITDA 2009 - US\$ 109MM <sup>(1)</sup>**  
**Total Assets as of 31 December 2009 - US\$ 906MM**

	Drilling, Workover, IPM	Technology Services	Formation Evaluation	OFS Equipment Manufacturing
<b>Revenues 2009</b> <b>Adj. EBITDA 2009</b>	<ul style="list-style-type: none"> <li>US\$ 340MM</li> <li>US\$ 29MM</li> </ul>	<ul style="list-style-type: none"> <li>US\$ 140MM</li> <li>US\$ 45MM</li> </ul>	<ul style="list-style-type: none"> <li>US\$ 197MM</li> <li>US\$ 56MM</li> </ul>	<ul style="list-style-type: none"> <li>US\$ 152MM</li> <li>US\$ 28MM</li> </ul>
<b>Key Services</b>	<ul style="list-style-type: none"> <li>Drilling rig management</li> <li>Workovers</li> <li>Integrated Project Management</li> </ul>	<ul style="list-style-type: none"> <li>Drilling tools manufacturing</li> <li>Coil tubing</li> <li>Directional drilling</li> <li>Cementing</li> <li>Drill bits service</li> <li>Well logging</li> </ul>	<ul style="list-style-type: none"> <li>2-D, 3-D seismic surveys</li> <li>Seismic processing and interpretation</li> </ul>	<ul style="list-style-type: none"> <li>Heavy drilling rigs</li> <li>Cementing fleet</li> <li>Other equipment</li> </ul>
<b>Personnel <sup>(2)</sup></b>	<ul style="list-style-type: none"> <li>Ca. 4,600 employees</li> </ul>	<ul style="list-style-type: none"> <li>Ca. 2,900 employees</li> </ul>	<ul style="list-style-type: none"> <li>Ca. 6,200 employees</li> </ul>	<ul style="list-style-type: none"> <li>Ca. 2,700 employees</li> </ul>
<b>Production Assets 2009</b>	<ul style="list-style-type: none"> <li>13 active drilling rigs</li> <li>101 workover crews</li> </ul>	<ul style="list-style-type: none"> <li>4 coil tubing units</li> <li>9 directional drilling crews</li> <li>6 cementing fleets</li> <li>36 logging crews</li> <li>3 drilling tools production sites</li> </ul>	<ul style="list-style-type: none"> <li>31 seismic crews</li> <li>4 processing interpretation facilities in Russia and Kazakhstan</li> </ul>	<ul style="list-style-type: none"> <li>3 production sites</li> <li>2 service business units</li> <li>R&amp;D facilities in Austin, TX and Yekaterinburg</li> </ul>
<b>Operating Statistics 2009</b>	<ul style="list-style-type: none"> <li>177 th meters drilled</li> <li>3,763 workover operations</li> </ul>	<ul style="list-style-type: none"> <li>345 coil tubing operations</li> <li>790 cementing operations</li> <li>167 wells completed with directional drilling service</li> </ul>	<ul style="list-style-type: none"> <li>694 th seismic shot points</li> </ul>	<ul style="list-style-type: none"> <li>5 rigs in production</li> <li>8 assembly units in production</li> <li>8+6 rigs and units completed</li> </ul>
<b>Key Customers</b>				

(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 December, 2009

## Board of Directors and Key Management

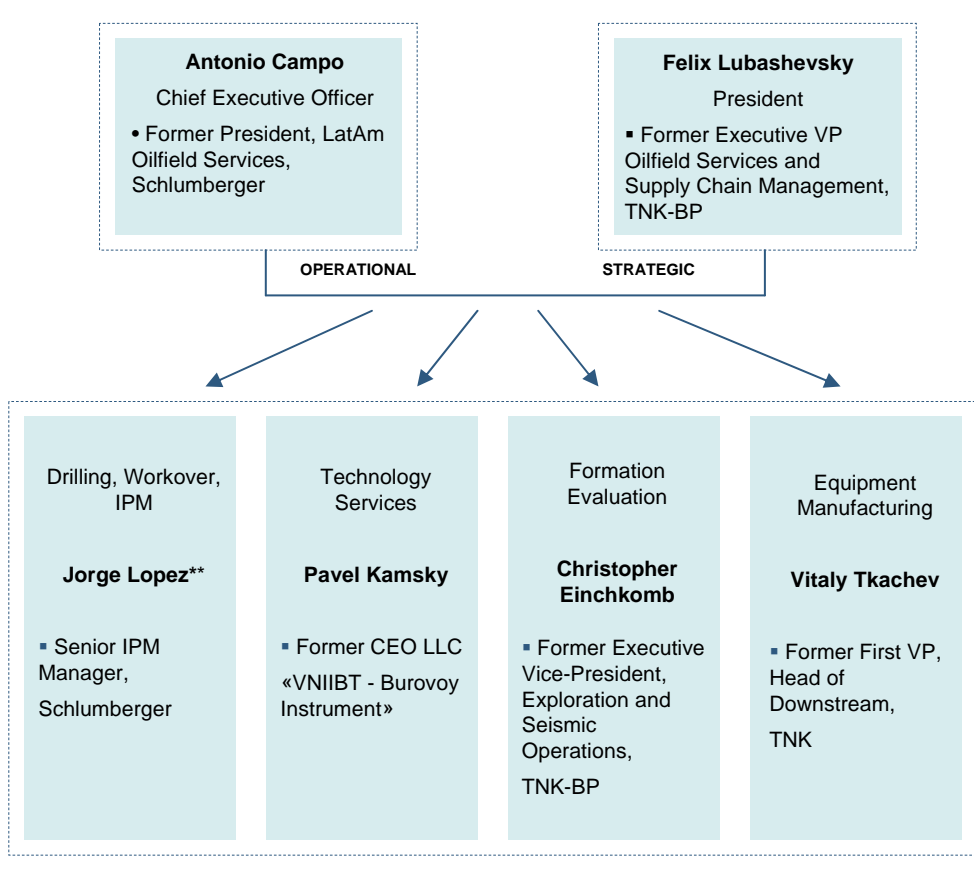


## Shareholder Structure

- Management and Board of Directors - 19%
- Free float - 81%

\* Resigns on June 7, 2010

## Recent Strengthening of the Management Team



\*\* Joins in June, 2010



# Key Financial Highlights

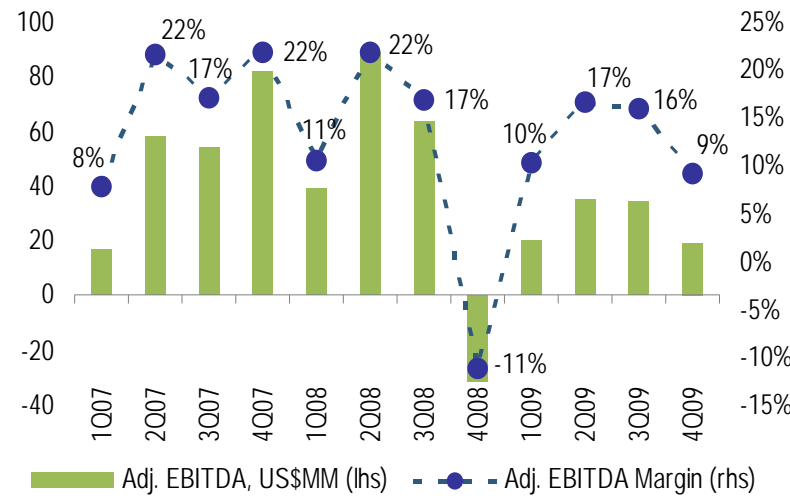


## Key Financial Highlights, US\$MM

	2007	2008	Chg, % 2008/2007	2009	Chg, % 2009/2008
Revenue	1,177	1,446	+23%	836	-42%
Adj. EBITDA <sup>(1)</sup>	211	162	-23%	109	-33%
Adj. EBITDA margin	17.9%	11.2%		13.1%	
Net Loss	(51)	(272)	n/m	(119)	n/m
Operating Cashflow	(9.7)	135	n/m	118	-13%
Capex	182	158	-13%	44	-72%
Free Cashflow	(192)	(23)	n/m	74	n/m

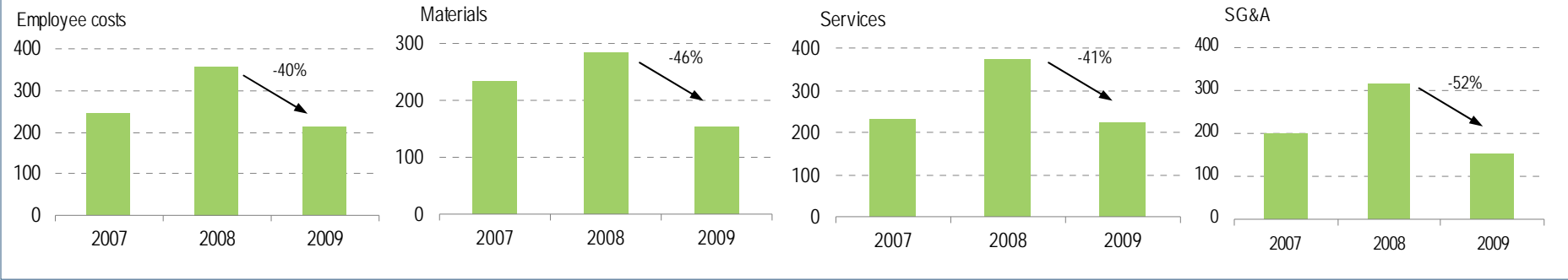
Source: Company

## Consolidated Adj. EBITDA and Margin



Source: Company

## Cost Dynamics, US\$MM

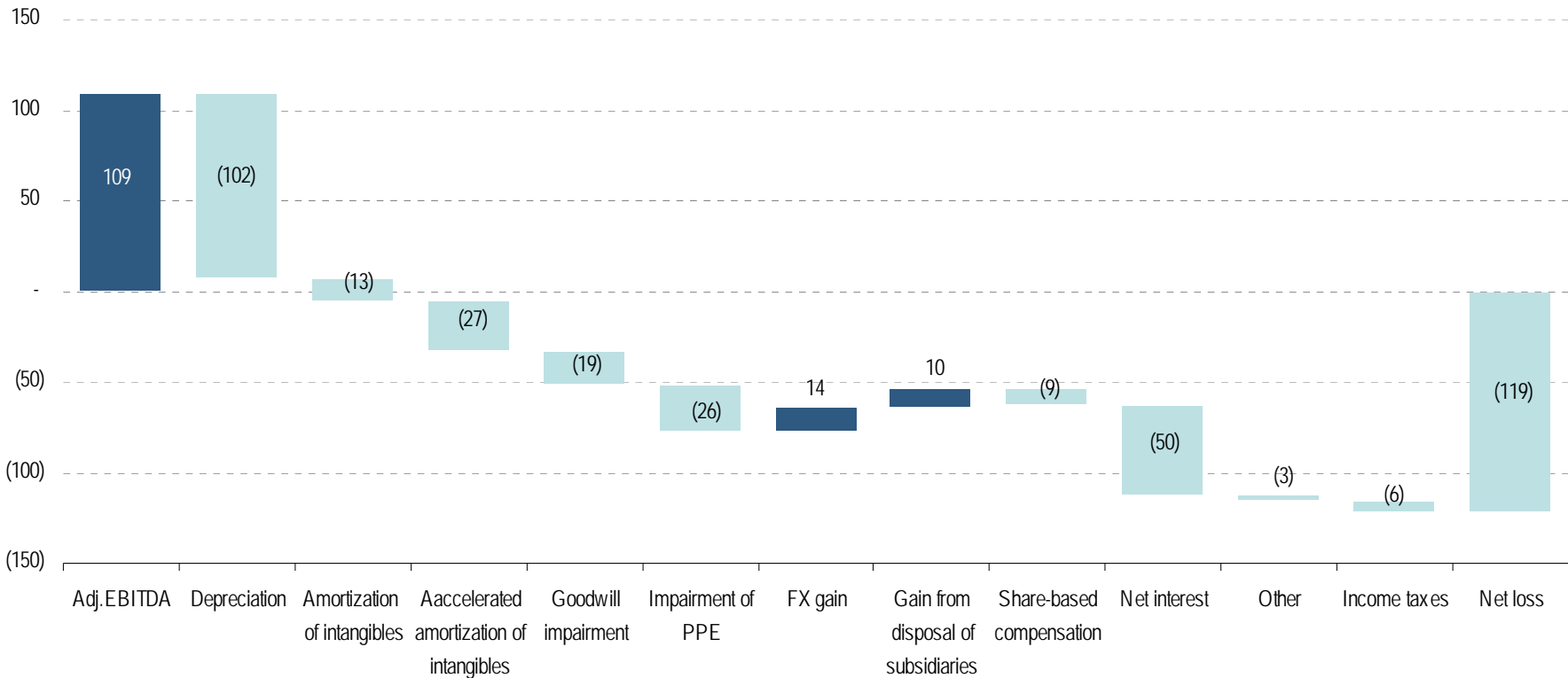


(1) Adjusted EBITDA represents profit (loss) before interest income (expenses), exchange translation difference, income taxes, depreciation and amortization, goodwill impairment, share-based compensation, share of results of associates and minority interest

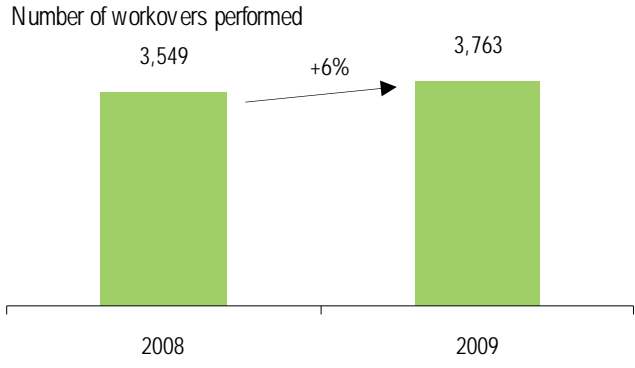
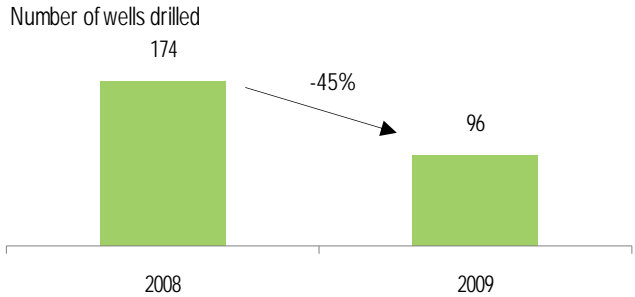
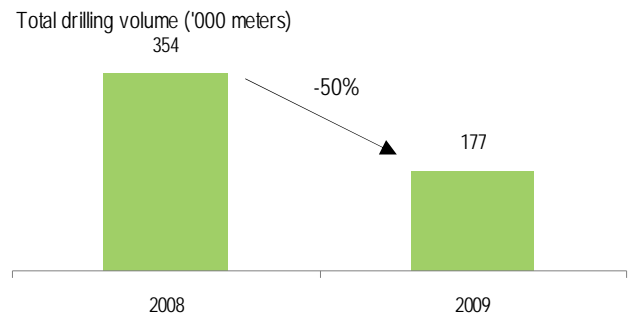
# 2009 Adjusted EBITDA to Net Loss Reconciliation



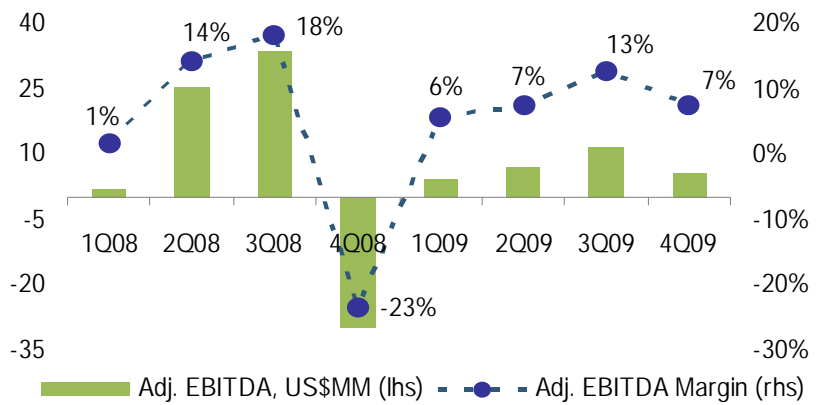
Adj. EBITDA to Net Loss Reconciliation, US\$MM



## Operating Performance



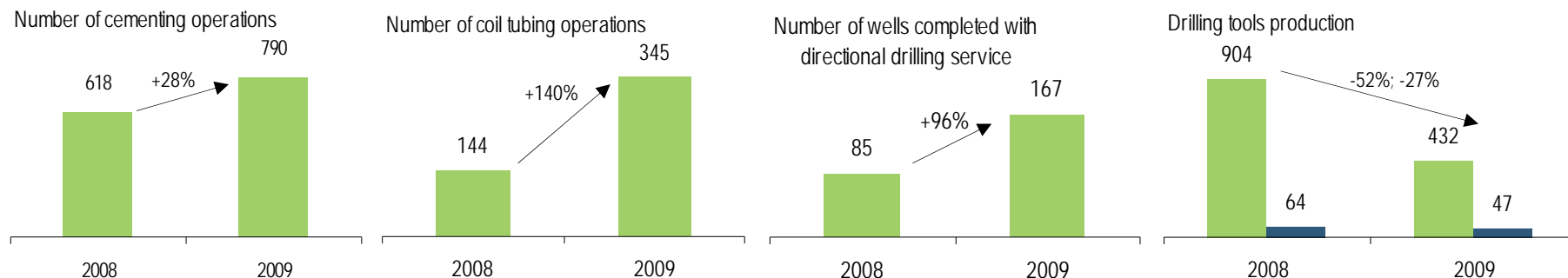
## Quarterly Earnings Dynamics



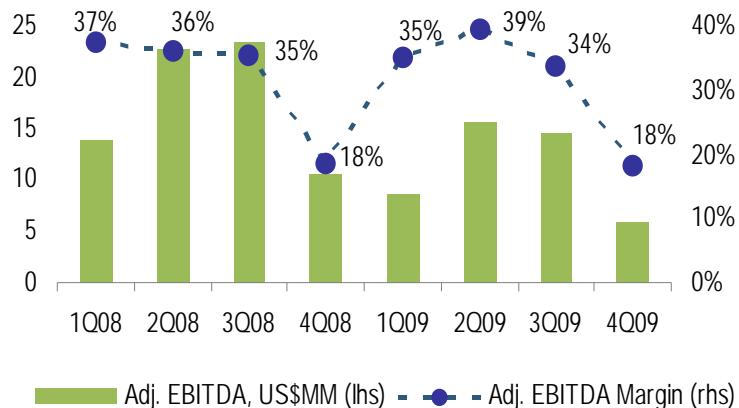
## Comments

- Segment Revenue: ~ 41% of Cons. Revenue
- Segment Adj. EBITDA: ~ 18% of Cons. Adj. EBITDA
- 2009 revenue declined due to reduction in the volume of drilling services provided, Ruble depreciation and an average 10% decline in prices in Russian Ruble terms which was partially offset by improved demand for workover and IPM services
- Adj. EBITDA margin improved to 8.4% in 2009 from 5.0% in 2008 due to significant decline in operating expenses and certain one-time provisions and write offs
- Current segment order book is up 1% in Rubles

## Operating Performance



## Quarterly Earnings Dynamics

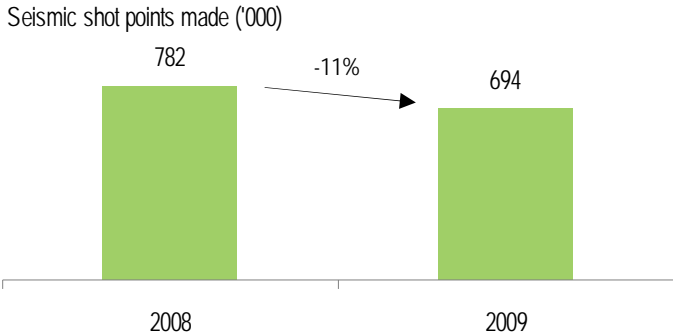


## Comments

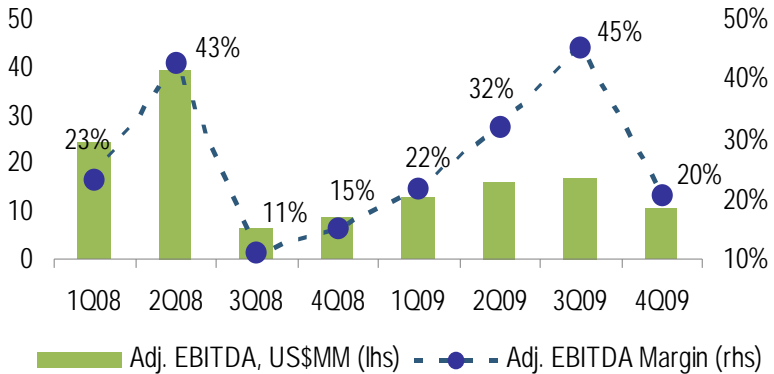
- Segment Revenue: ~ 17% of Cons. Revenue
- Segment Adj. EBITDA: ~ 28% of Cons. Adj. EBITDA
- Revenue declined due to reduction in the drilling tools production and services volumes, Ruble depreciation and moderately lower pricing but was partially offset by an increase in sales of coil tubing, directional drilling, cementing services
- Adj. EBITDA margin stayed flat at 31.9% in 2009 compared to 31.5% in 2008 due to optimization of variable cost and larger contribution from high margin services ( coil tubing, directional drilling, cementing)
- Current segment order book is up 22% in Rubles



## Operating Performance



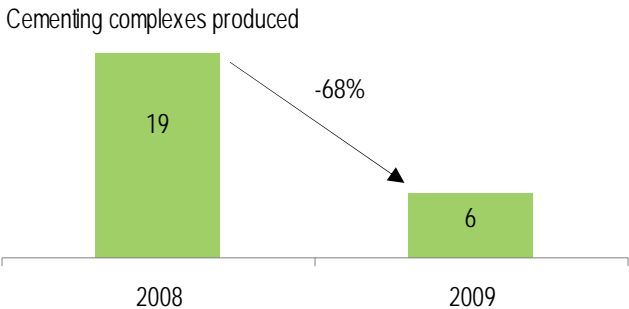
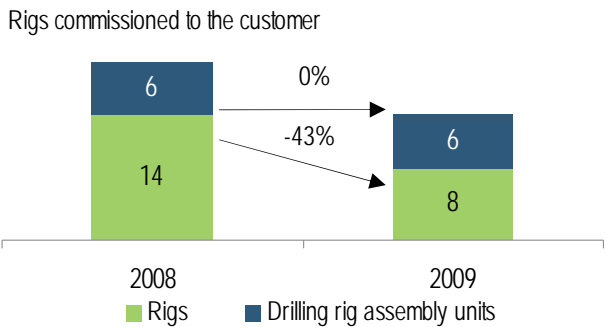
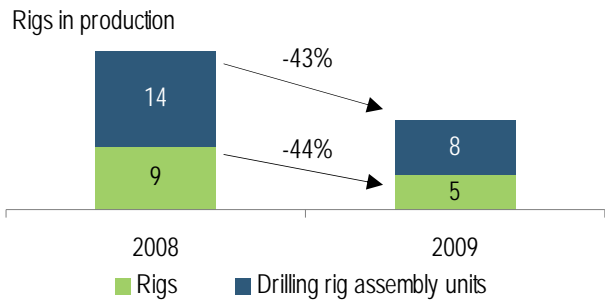
## Quarterly Earnings Dynamics



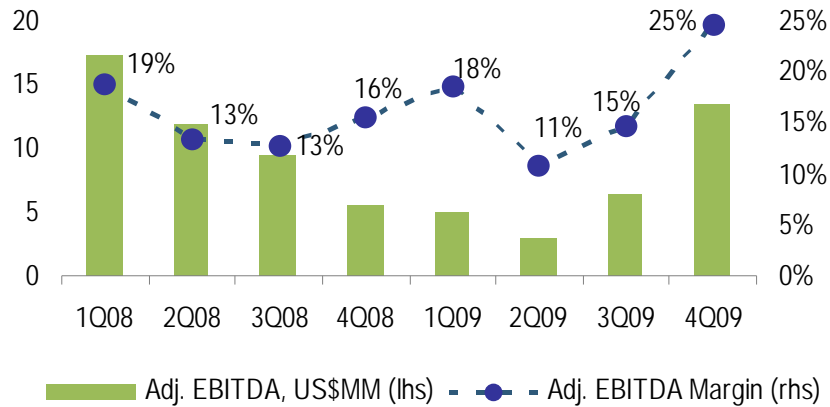
## Comments

- Segment Revenue: ~ 24% of Cons. Revenue
- Segment Adj. EBITDA: ~ 36% of Cons. Adj. EBITDA
- Revenue declined due to a decrease in the volume of seismic surveys conducted in Russia and Ruble depreciation which was partially offset by 35% increase in seismic volumes in Kazakhstan
- Adj. EBITDA margin grew to 28.5% in 2009 compared to 25.3% in 2008 due to cost optimization, an increase in seismic crews' productivity via utilization of high-productive seismic data acquisition technologies 'Flip Flop' and 'Slip Sweep'
- Current segment order book is down 12% in Rubles

## Operating Performance



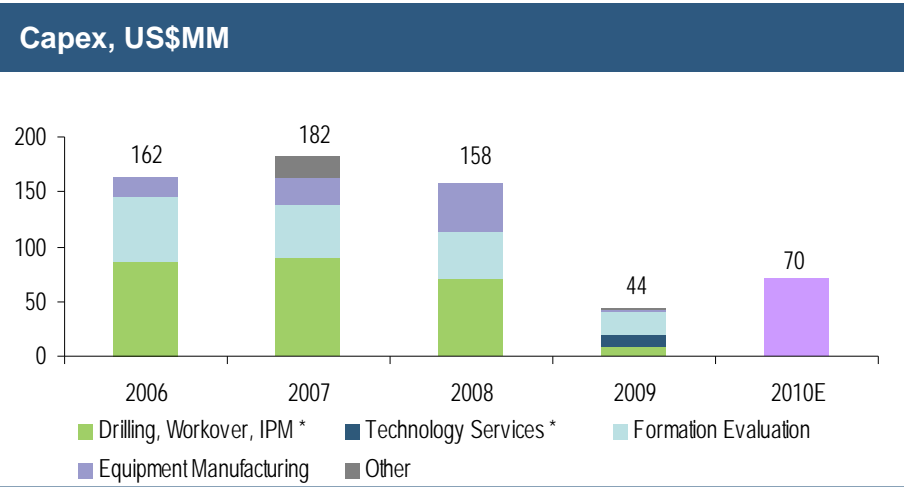
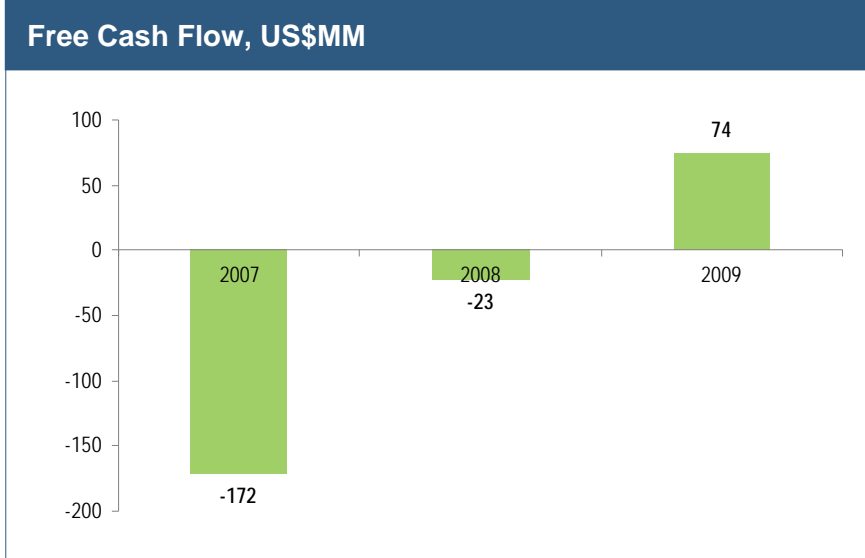
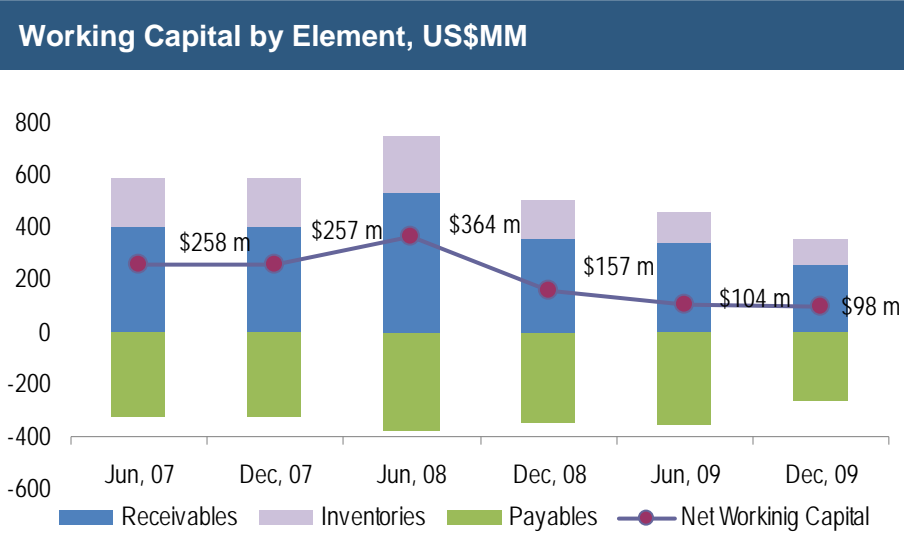
## Quarterly Earnings Dynamics



## Comments

- Segment Revenue: ~ 18% of Cons. Revenue
- Segment Adj. EBITDA: ~ 18% of Cons. Adj. EBITDA
- Revenue decline resulted from the Ruble depreciation and a reduction in the volume of manufacturing orders
- Adj. EBITDA margin improved to 18.1% in 2009 compared to 15.2% in 2008 reflecting timely measures taken to adjust this segment's cash cost structure to lower production volumes
- Current segment order book is down 42% in Rubles

# Cash Flow and Working Capital Trends



- ### Comments
- Net cash generated from operating activities was US\$ 117.5 MM (vs. US\$ 134.9 MM in 2008)
  - Free cash flow was US\$ 74.0 MM (vs. negative US\$ 22.9 MM in 2008)
  - Capital expenditures for 2009 were US\$ 43.5 MM (vs. US\$ 157.8 MM in 2008)

\* Capital expenditures are presented jointly for Drilling, Workover & IPM and Technology Services segments until 2009

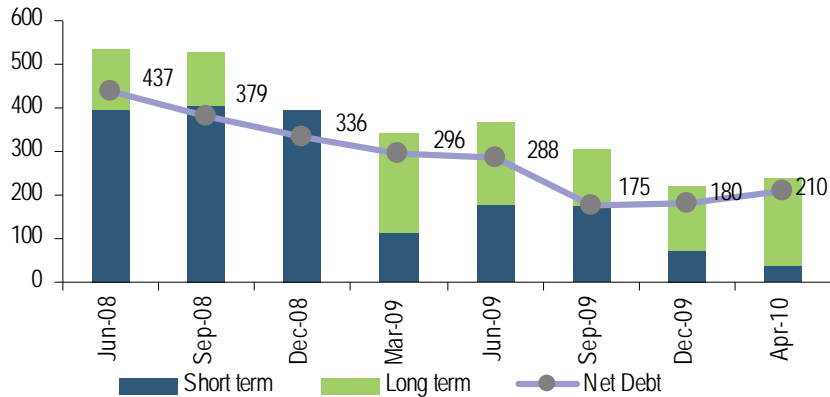
Source: Company



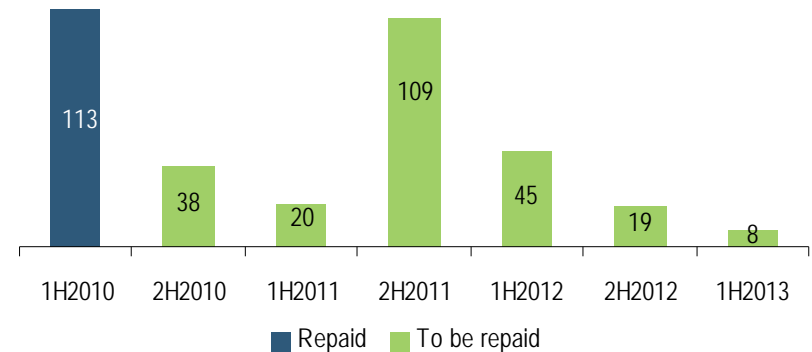
# Debt profile – long term funding in place



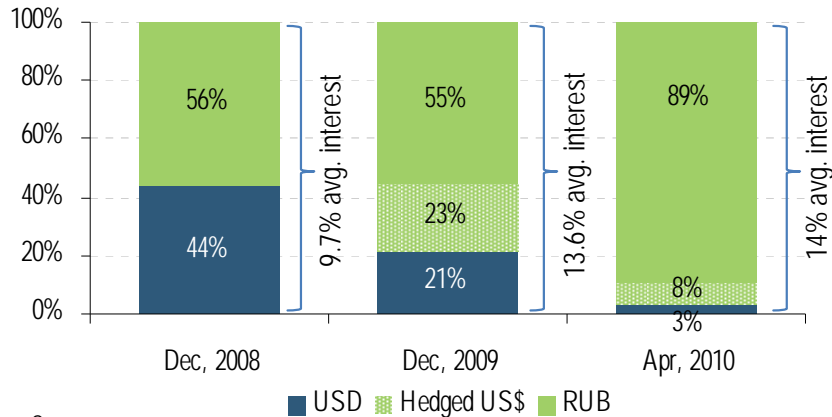
## Debt Structure Optimization, US\$ MM



## Debt Maturity Schedule, US\$ MM



## Debt Interest Cost and Currency Breakdown



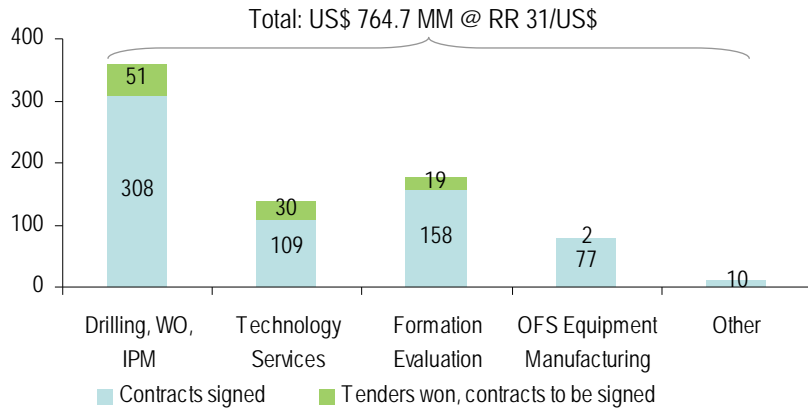
## Comments

- US\$ 113 MM of total debt including EBRD loan repaid or refinanced in 2010 by long term facilities and from cash generation
- In April 2010 we received a loan of RR 2.46 bn from Sberbank and signed an agreement with VTB Deutschland for unsecured revolving line of credit of US\$ 40 MM
- VTB foreign currency risk is partially hedged by RUB/US\$ forward contracts

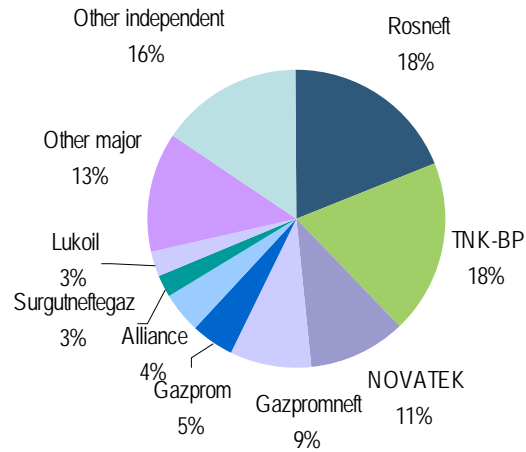
# Order Book Status



## 2010 Order Book as of April 26, 2010, US\$MM

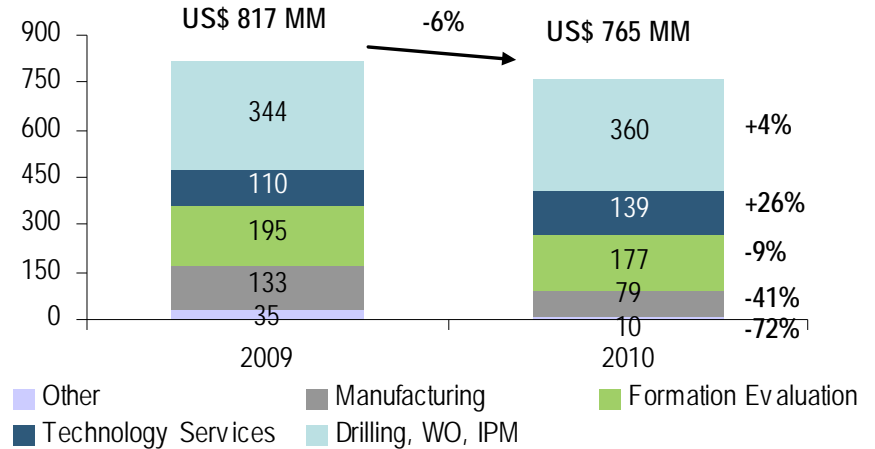


## 2010 Order Book (by Customer)



Source: Company

## Order Book 2010/2009 Comparison, US\$MM



## Order Book 2010/2009 Comparison, RRMM

