





Both segments are dependent on each other; a portion of the revenues of one segment forms a part of the costs of the other one. In particular, JSC Gazprom Neft, as a holding company, buys crude oil from its production subsidiaries, part of which is processed at the Company's refinery and other refineries; the remaining production is exported through a wholly owned export trading company. The refined petroleum products are then distributed on the international or domestic markets through the Company's own marketing subsidiaries and associated companies. In most cases it is difficult to determine market prices for crude oil in the domestic market due to the significant intragroup turnover within the vertically integrated oil companies. The prices set for intragroup purchases of crude oil reflects a combination of market factors such as international crude oil prices, transportation costs, the cost of crude oil refining, capital investment requirements of the individual upstream subsidiaries and other factors. Accordingly, the results of operations of these segments on a stand-alone basis do not necessarily represent each segment's underlying financial position and results of operations. For this reason, we do not analyze our segments separately. Refer to financial data by operating segments in Note 12 to the Interim Condensed Consolidated Financial Statements.

### **Acquisitions and changes in the Group structure**

In January 2008, an inter-government agreement was signed between the Russian Federation and the Republic of Serbia, covering certain aspects of cooperation in the oil and gas industry. Part of this agreement assumes the purchase of a 51% stake in the Serbian oil company Naftna Industrija Srbije ("NIS") by the Company. During 2008 the agreement was ratified by the Serbian parliament. The Company expects to sign a formal purchase agreement by the end of 2008 and to complete the transaction in early 2009. NIS is a joint-stock company engaged in the exploration, production, refining, distribution and marketing of crude oil and oil products as well as in the exploration and production of natural gas.

During 2008 Gazprom Neft and MNGK registered a joint venture - Moscow NPZ Holdings B.V. in the Netherlands, into which both parties contributed their respective interests in Moscow Refinery. As a result the venture controls 77.2% of Moscow Refinery. The Company and MNGK agreed to jointly manage Moscow Refinery and make all decisions on an equal basis.

Gazprom Neft is a party to the construction project for the Burgas-Alexandroupolis oil pipeline, which is intended to be routed through the territories of Bulgaria and Greece. The expected length of the pipeline is 280-290 km, depending on the exact route of the pipeline, which has not yet been approved. The pipeline's initial capacity is expected to be 35 million tonnes of crude oil per year and could potentially increase to 50 million tonnes per year. Preliminary estimates indicate the cost of constructing the pipeline will be approximately US\$ 1.2 billion. The pipeline is designed to comprise an oil terminal in Burgas (Bulgaria) and Alexandroupolis (Greece) and a trunk pipeline connecting these terminals with oil pumping stations, oil storage tanks and other related facilities. The pipeline is expected to provide a route for crude oil transportation from the ports of the Black Sea to the markets of Europe, the USA and Asian-Pacific countries. Russia's 51% interest in the project is managed by Truboprovodny Konsortsium Burgas-Alexandroupolis LLC, of which 33.33% is owned by Rosneft, 33.34% is owned by Transneft and 33.33% is owned by Gazprom Neft. The Government of Greece and Bulgaria hold the remaining stake in equal proportions. In January 2008, a shareholders agreement of the Russian-Greek-Bulgarian company was signed. In February 2008, a new company, Trans-Balkan Pipeline B.V., was registered in the Netherlands. The current project phase is developing a feasibility study and obtaining all the necessary approvals in Bulgaria and Greece.

In September 2007 Gazprom Neft formed a new company - CJSC Gazprom Neft-Nefteservice (Nefteservice) - to manage its existing oil service companies. At present, the Company manages ten service companies, which provide a wide range of services, such as development and survey work, drilling, well-workover, geophysical services, construction of drilling rigs, transportation and others.

## **Main macroeconomic factors affecting results of operations**

The main factors affecting the Company's results of operations include:

- Changes in market prices of crude oil and petroleum products;
- Change in Russian Ruble ("RR") exchange rate vs. the US Dollar ("USD") and inflation;
- Taxation; and
- Transportation of crude oil and petroleum products

## **Changes in market prices of crude oil and petroleum products**

The prices of crude oil and petroleum products in the international and Russian markets are the primary driver of the Company's results of operations. We do not use derivative instruments to manage our trade operations. Accordingly, market crude oil prices are the main driver of the Company's Revenues.

The following table provides information on average crude oil and petroleum products prices in the international and domestic markets during the periods analyzed:

	For the three months ended September 30		Change %	For the nine months ended September 30		Change %
	2008	2007		2008	2007	
<b>International market</b>						
(in US\$ per barrel)						
Brent	115.09	74.74	54.0	111.11	67.12	65.5
Urals Spot (average Med. + NWE)	113.44	72.10	57.3	108.12	63.89	69.2
(in US\$ per tonne)						
Premium gasoline (average NWE)	1,000.06	710.21	40.8	965.95	669.40	44.3
Regular gasoline (average NWE)	1,000.58	700.38	42.9	967.01	660.88	46.3
Naphtha (average Med. + NWE)	951.05	666.92	42.6	921.37	622.37	48.0
Diesel fuel (average NWE)	1,091.69	681.29	60.2	1,060.29	617.10	71.8
Gasoil 0.2% (average Med. + NWE)	1,052.77	659.04	59.7	1,019.04	594.67	71.4
Fuel oil 3.5% (average NWE)	598.19	350.21	70.8	522.18	298.71	74.8
<b>Domestic market</b>						
High-octane gasoline	1,212.34	868.92	39.5	1,091.96	796.84	37.0
Low-octane gasoline	945.01	693.73	36.2	887.21	628.41	41.2
Diesel fuel	1,039.72	601.50	72.9	970.76	573.54	69.3
Fuel oil	444.28	242.89	82.9	377.41	188.71	100.0

Source: Platts (international market) and Kortes (domestic market)

In the third quarter of 2008 the Brent average price was US\$ 115.09 per barrel, which is 54.0% higher than the corresponding period of 2007. The average Urals price grew by 57.3% to US\$ 113.44 per barrel as compared to the third quarter of 2007. In the nine months of 2008 the Brent average price increased by 65.5% to US\$ 111.11 per barrel compared to the same period of 2007. Average Urals price grew by 69.2% to US\$ 108.12 per barrel as compared to the nine months of 2007.

## **Ruble vs. US Dollar Exchange Rate and Inflation**

A substantial part of the Company's revenues from sales of crude oil and petroleum products is denominated in US Dollars, while most of the expenses are settled in Russian Rubles. Accordingly, any real Ruble appreciation versus the US Dollar negatively affects the results of the Company's operations, though this fact is partially offset by an increased Ruble denominated revenue from sales in Russia. During 2007 and through July 2008 the Ruble appreciated against the US Dollar in real and nominal terms. In light of the sharp decrease in crude oil market prices and the current global recession, the Ruble depreciated in real terms during August and September of 2008. In order to mitigate the effects of fluctuation in the Ruble - US Dollar exchange rate, in April 2008 the Company began using foreign currency derivative instruments to manage the effect of fluctuations in Ruble - US Dollar exchange rate. Refer to additional information in Note 9 to the Interim Condensed Consolidated Financial Statements.

The following table comprises the information on exchange rate movements and inflation during the periods analyzed:

	For the three months ended September 30		For the nine months ended September 30	
	2008	2007	2008	2007
Ruble inflation (CPI), %	1.9	1.8	10.6	7.5
Ruble/USD dollar exchange rate as of the end of the period	25.25	24.95	25.25	24.95
Average Ruble/USD dollar exchange rate for the period	24.25	25.51	24.05	25.89
Real appreciation (depreciation) of the Ruble against the US dollar, %	(5.3)	5.3	7.5	13.5

Source: the Central Bank of the Russian Federation, the Federal State Statistics Service.

### Taxation

The following table provides information on average enacted tax rates specific to the oil and gas industry in Russia for the period indicated:

	For the three months ended September 30		Change %	For the nine months ended September 30		Change %
	2008	2007		2008	2007	
Export customs duty						
Crude oil (US\$ per tonne)	462.95	216.05	114.3	379.00	189.15	100.4
Crude oil (US\$ per barrel)	63.16	29.47	114.3	51.71	25.80	100.4
Light and middle distillates products (US\$ per tonne)	324.19	157.91	105.3	267.63	139.77	91.5
Fuel oil (US\$ per tonne)	174.64	85.04	105.4	144.19	75.26	91.6
Mineral extraction tax						
Crude oil (RUR per tonne)	4,012.23	2,597.74	54.5	3,806.10	2,282.32	66.8
Crude oil (US\$ per barrel)	22.58	13.89	62.6	21.59	12.03	79.5
Natural gas (RUR per 1000 cm)	147.00	147.00	-	147.00	147.00	-

**Crude oil extraction tax rate.** Since January 1, 2007 the rate of mineral extraction tax for crude oil (R) is determined based on the formula  $R = 419 * (P - 9) * D / 261$  where P - is the average monthly Urals oil price on Rotterdam and Mediterranean markets (US\$/bbl) and D - is the RUR/US\$ average exchange rate for the month.

In case of the depletion, which is determined as the accumulated volume of crude produced from the field (N) divided by the total volume of reserves ( $V = A + B + C1 + C2$ , as determined by Russian Resources Classification), equals or exceeds 80%, there is a special ratio (C) added to the formula  $(419 * (P - 9) * D / 261 * C)$ , where  $C = -3.5 * N / V + 3.8$ . This adjustment provides a reduction of the tax payable in accordance with the formula provided above by 3.5% for every 1% of depletion over 80%.

In the third quarter and nine months of 2008 mineral extraction tax for crude oil increased by 62.6% and 79.5% to US\$ 22.58 per barrel and US\$ 21.59 per barrel, respectively, compared to the corresponding periods of 2007. The increase in both comparative periods was driven by higher prices for crude oil as Urals prices grew by 57.3% and 69.2% compared to the third quarter and nine months of 2007.

**Natural gas extraction tax rate.** The rate of mineral extraction tax for natural gas has remained stable since January 1, 2006 and equals 147.00 Rubles per thousand cubic meters of natural gas.

**Crude oil export duty rate.** Export custom duty rate per tonne of crude oil is enacted by the Government of the Russian Federation based on the average Urals blend prices, referred to as the monitoring period. The monitoring period comprises two months starting from November 1, 2001. The rate is effective of the first day of the second month after the monitoring period. The Government determines the export custom duty rate, which is dependent on the average Urals price for the monitoring period according to the following table:

Quoted Urals price (P), USD per tonne	Maximum Export Custom Duty Rate
0 - 109.50	0%
109.50 - 146.00	35.0% * (P - 109.50)
146.00 - 182.50	USD 12.78 + 45.0% * (P - 146.00)
>182.50	USD 29.20 + 65.0% * (P - 182.50)

The export customs duty for crude oil increased by 114.3% and 100.4% in the third quarter and nine months of 2008 to US\$ 63.16 per barrel and US\$ 51.71 per barrel, respectively, compared to the corresponding periods of 2007. The increase in both comparative periods was associated with higher Urals prices.

**Export duty rate on petroleum products.** Export custom duty rate for oil products is determined by the Government based on the prices for crude on international markets separately for light and middle distillates and for fuel oil.

#### **Transportation of crude oil and petroleum products**

Gazprom Neft transports its crude oil for export primarily through Russia's state-owned pipeline system, which is operated by JSC Transneft ("Transneft"). Access to this pipeline system in accordance with Russian legislation is regulated by the Russian Ministry of Industry and Energy. Capacity of the pipeline network system is generally allocated among all users in proportion to their quarterly supply volumes to the system and on the basis of their requests. Pursuant to the Natural Monopolies Law, pipeline terminal access rights are allocated among oil producers and their parent companies in proportion to the volumes of oil produced and delivered to the Transneft pipeline system (and not in proportion only to oil production volumes).

The Federal Energy Agency currently approves quarterly schedules detailing the precise volumes of oil each oil producer can pump through the Transneft system. Once the access rights are allocated, oil producers generally cannot increase their allotted capacity in the export pipeline system, although they have limited flexibility in altering delivery routes. Oil producers are generally allowed to assign their access rights to others. Alternative access to international markets bypassing Transneft export routes can be obtained through railroad transport, by tankers, and by own export infrastructure of oil producing companies.

Most of the oil produced by the Company is classified as "Siberian Light" crude or "SILCO" and has sub-average density (34.20 degrees API or 830-850 kg/cm) and sub-average sulfur content (0.56%) compared to average Russian crude oil. When not blended with other Russian crude oil, crude oil produced by the Company might be sold at a premium over the Urals blend. This advantage, however, is generally lost because crude oil produced by the Company is blended with crude oil belonging to other Russian companies when transported through the trunk pipeline system.

The Company exports SILCO through Tuapse, where the delivery is made through a special pipeline for this type of crude oil. In the nine months ended September 30, 2008, the Company's sales of SILCO through Tuapse accounted for 7.6% of total export sales.

In the nine months 2008 the Company shipped 45% of crude oil for export through Baltic Sea ports (mainly Primorsk); 27% of crude oil was exported through Transneft's Druzhba pipeline (mainly to Germany, Poland and Slovakia); 26% of crude oil shipped from various Black Sea ports Novorossiysk, Tuapse and the Ukrainian port Yuzhniy and 2% of crude oil was exported to China via transit pipeline through Kazakhstan.

Transportation of refined products in Russia is performed by railway transport and the pipeline system of OJSC Transnefteproduct. Russian railway infrastructure is owned and operated by JSC Russian Railways. Both these companies are state-owned. Besides transportation of refined products, JSC Russian Railways provides oil companies with crude oil transportation services. We transport the major part of our refined products by railway transport.

The transportation tariff policies are defined by the state authorities to ensure the balance of interests of the state and all participants in the transportation process. Transportation tariffs of natural monopolies are set by the Federal Tariffs Service of the Russian Federation ("FTS"). The tariffs are dependent on transport destination, delivery volume, distance of transportation, and several other factors. Changes in the tariffs depend on inflation forecasts by the Ministry of Economic Development of the Russian Federation, the investment needs of owners of transport infrastructure, other macroeconomic factors, and compensation of economically reasonable expenses, incurred by entities of natural monopolies. Tariffs are to be revised by FTS at least annually.

The main Russian crude oil production regions are remote from the main crude oil and refined products markets. Therefore, access of crude oil production companies to the markets is dependent on the extent of diversification of transport infrastructure and access to it. As a result, transportation cost is an important macroeconomic factor affecting our results.

## **Production of crude oil, gas and petroleum products**

### **Crude oil production**

Gazprom Neft engages in the exploration, development and production of oil and gas reserves principally through fields located in the Yamal-Nenetsky and Khanti-Mansiysky autonomous districts, the Omsk, Tomsk, Tumen and Irkutsk regions and the Chukotka autonomous district.

The Company's crude oil production activity has been primarily undertaken by three of its operating subsidiaries, JSC Gazpromneft-Noyabrskneftegaz (Noyabrskneftegaz), Gazpromneft-Khantos LLC (Khantos) and Gazpromneft-Vostok LLC (Vostok). During 2007 the Company created two new operating subsidiaries: Gazpromneft-Yamal LLC (Yamal) for exploration and development of JSC Gazprom's oil fields (the Company's primarily shareholder) and Gazpromneft-Angara LLC (Angara) for exploration and development of the Company's new oil fields in the Eastern Siberia.

Noyabrskneftegaz, the primary Gazprom Neft production subsidiary, operates about 30 fields in the Yamal-Nenetsky and Khanti-Mansiysky autonomous districts, which account for 67% of the Company's total proved reserves based on SPE classification. Additionally, it provides operating services to other Company's production subsidiaries such as JSC Meretoyakhaneftgaz ("Meretoyakhaneftgaz"), Sibneft-Chukotka LLC ("Sibneft-Chukotka") and recently acquired subsidiaries: Pechora Neftegaz LLC, NGP Ortjagynskoe LLC and JSC Ravninnoe. Meretoyakhaneftgaz, of which the Company owns a 67% interest, has a license for the Meretoyakhinskoye field in the north of the Noyabrsk region.

Khantos produces crude oil from Zimnee field in the Khanti-Mansiysky autonomous district and Tyumen region and provides operating services for Sibneft-Yugra LLC ("Sibneft-Yugra"). Sibneft-Yugra, of which the Company owns a 99% interest, has production licenses for two fields: Priobskoye and Palyanovskoye in the Khanti-Mansiysky autonomous district. Priobskoye field is one of the Company's largest and most prospective oil fields. Its active development began in 2004 and just two years later, in 2007, the field already produced over 20% of the Company's total production excluding share in equity investees. Priobskoye field is a key asset with a strategic role in the further Company development and is scheduled to become the main source of the Company's oil production growth in the long run.

Vostok operates Krapivinskoye field in Omsk region and Archinskoye, Shinginskoye and Urmanskoye fields in Tomsk region. All those fields form a new production center with a yearly increase in crude oil output.

Slavneft, which Gazprom Neft and TNK-BP own on an equal interest, develops reserves in the Urals federal district and conducts exploration in the Siberian Federal district.

Tomskneft in which Gazprom Neft and Rosneft own an equal interest holds licenses for the development of fields in the Tomsk region and Khanty-Mansiysky autonomous district.

The following table represents Company's production for the periods indicated:

(millions of barrels)	For the three months ended September 30		Change %	For the nine months ended September 30		Change %
	2008	2007		2008	2007	
Crude oil produced by consolidated subsidiaries	57.3	60.5	(5.3)	172.7	182.2	(5.2)
Company's share in production of equity investees	28.0	19.2	45.8	80.8	57.6	40.3
<b>Total crude oil production</b>	<b>85.3</b>	<b>79.7</b>	<b>7.0</b>	<b>253.5</b>	<b>239.8</b>	<b>5.7</b>

In the third quarter and nine months of 2008 Company's crude oil production decreased by 5.3% and 5.2% to 57.3 million barrels (7.7 million tonnes) and 172.7 million barrels (23.3 million tonnes), respectively, compared to the corresponding periods of 2007. The decrease in both comparative periods was primarily a result of a decrease in output at Noyabrskneftegaz, which was partially offset by an increase in production in new fields such as Priobskoye and certain fields in Tomsk and Omsk regions.

In the third quarter and nine months of 2008 Company's production including share in equity investees increased by 7.0% and 5.7% to 85.3 million barrels (11.5 million tonnes) and 253.5 million barrels (34.3 million tonnes), respectively, compared to the same periods of 2007. The increase was primarily due to the acquisition of our 50% interest in Tomskneft in December 2007.

The following table comprises crude oil purchases for the period indicated:

(millions of barrels)	For the three months ended September 30		Change %	For the nine months ended September 30		Change %
	2008	2007		2008	2007	
Crude oil purchases in Russia*	3.2	6.1	(47.5)	9.9	12.8	(22.7)
Crude oil purchases internationally	4.3	2.8	53.6	13.2	2.8	371.4
<b>Total crude oil purchases</b>	<b>7.5</b>	<b>8.9</b>	<b>(15.7)</b>	<b>23.1</b>	<b>15.6</b>	<b>48.1</b>

\* Crude oil purchases in Russia exclude purchases from Company's equity investees Slavneft and Tomskneft.

In the nine months of 2008 the Company increased volumes of crude oil purchased in Russia and internationally due to the expansion in its marketing activities.

## Gas production

The following table represents Company's gas production for the period indicated:

(billions of cubic meters - bcm)	For the three months ended September 30		Change %	For the nine months ended September 30		Change %
	2008	2007		2008	2007	
Gas produced by consolidated subsidiaries	0.5	0.5	-	1.6	1.3	23.1
Company's share in production of equity investees	0.2	0.1	100.0	0.7	0.3	133.3
<b>Total gas production</b>	<b>0.7</b>	<b>0.6</b>	<b>16.7</b>	<b>2.3</b>	<b>1.6</b>	<b>43.8</b>
<b>Gas purchased in Russia*</b>	<b>0.3</b>	<b>0.1</b>	<b>200.0</b>	<b>1.0</b>	<b>0.3</b>	<b>233.3</b>

\* Gas purchases in Russia exclude purchases from Company's equity investees Slavneft and Tomskneft.

In the nine months of 2008 the Company produced 1.6 bcm of gas available for sale with an increase of 23.1%, respectively, compared to the corresponding periods of 2007. This increase relates to the Company's program for the utilization of associated gas, which is described below.

Including gas production of equity investees the Company's production grew by 16.7% and 43.8% in the third quarter and in the nine months of 2008, respectively, compared to the same periods of 2007. The increase was attributed to the acquisition of our 50% interest in Tomskneft in December 2007.

In February 2008, Gazprom Neft adopted a medium term program for the utilization of associated gas with the goal of increasing its efficient use, mitigating environmental and tax risks and increasing revenues from the sale of additional volumes of associated gas and its refined products. The Company plans to invest 18 billion Rubles to implement this program during the period from 2008 through 2010. In particular, the program provides for the construction of associated gas transportation facilities from the Ety-Purovskoye, Meretoyakhinskoye, Severo-Yangtinskoye, Chatylkinskoye, Kholmistoye, Yuzhno-Udmurtskoye, Ravninnoye, Vorgenskoye, Urmanskoye and Shinginskoye fields.

### Production of petroleum products

The following table sets forth Company's petroleum products production for the period indicated:

(millions of tonnes)	For the three months ended September 30		Change %	For the nine months ended September 30		Change %
	2008	2007		2008	2007	
Production of petroleum products at the Company's refinery	4.6	3.9	17.9	13.1	11.5	13.9
Production of petroleum products at equity refineries	2.7	2.4	12.5	7.1	7.0	1.4
<b>Total production of petroleum products</b>	<b>7.3</b>	<b>6.3</b>	<b>15.9</b>	<b>20.2</b>	<b>18.5</b>	<b>9.2</b>
Petroleum products purchases in Russian	0.3	0.2	50.0	0.8	0.3	166.7
Petroleum products purchases internationally	0.3	0.4	(25.0)	1.4	0.9	55.6
<b>Total petroleum products purchases</b>	<b>0.6</b>	<b>0.6</b>	<b>-</b>	<b>2.2</b>	<b>1.2</b>	<b>83.3</b>

In the third quarter and nine months of 2008 the Company increased the volumes of refined petroleum products by 15.9% and 9.2%, respectively, compared to the corresponding period of 2007. The increase was associated with the extension in the domestic petroleum market capacity, an expansion of the Company's retail network and a decrease in the overhauling period at the Omsk Refinery.

The Company processes domestic crude oil into refined products primarily at its Omsk Refinery, Moscow Refinery, and Yaroslavl Refinery. Gazprom Neft owns the Omsk Refinery and has access to the Moscow Refinery and Yaroslavl Refinery in proportion of its equity interest. Gazprom Neft owns both the crude oil processed at these oil refineries and the products produced from refining, and pays each refinery a fee for their processing services.

The Company primarily markets its own crude oil through Gazprom Neft Trading GmbH, its export-trading subsidiary. Gazprom Neft does not currently sell significant volumes of crude oil in Russia.

Gazprom Neft distributes its petroleum products in Russia primarily through 19 subsidiaries and associated companies. Sixteen of these are retail distribution companies engage in wholesale distribution, providing petroleum oil products for Rosreserv and operate in the gas station retail markets. Three of them specialize on particular petroleum products (Gazprom Neft Aero LLC, Gazpromneft Smazochny materialy LLC and Gazprom Neft Marine Bunker LLC). Gazprom Neft distributes its refined products in central Asia through three subsidiaries: Gazpromneft Asia LLC in Kyrgyzstan; Gazpromneft—Tajikistan LLC; and Gazpromneft—Kazakhstan LLC.

## Results of operations

The following table represents the Company's results of operations for the three and nine months periods ended September 30, 2008 and 2007:

(in US\$ million)	For the three months ended September 30		Change %	For the nine months ended September 30		Change %
	2008	2007		2008	2007	
<b>Revenues</b>						
Refined products and oil and gas sales	9,492	5,323	78.3	26,806	14,322	87.2
Other	146	112	30.4	509	356	43.0
Total	9,638	5,435	77.3	27,315	14,678	86.1
<b>Costs and other deductions</b>						
Crude oil, petroleum and other products purchased	2,405	1,127	113.4	6,875	2,551	169.5
Operating expenses	585	498	17.5	1,580	1,442	9.6
Selling, general and administrative expenses	332	301	10.3	790	732	7.9
Transportation expenses	418	265	57.7	1,242	810	53.3
Depreciation, depletion and amortization	371	312	18.9	943	820	15.0
Export duties	2,040	806	153.1	5,319	2,378	123.7
Taxes other than income taxes	1,305	898	45.3	3,799	2,293	65.7
Exploration expenses	46	15	206.7	147	83	77.1
Cost of other sales	109	75	45.3	365	229	59.4
Total	7,611	4,297	77.1	21,060	11,338	85.7
Operating income	2,027	1,138	78.1	6,255	3,340	87.3
<b>Other income (expense)</b>						
Income from equity affiliates	244	103	136.9	563	325	73.2
Interest income	37	44	(15.9)	61	85	(28.2)
Interest expense	(44)	(54)	(18.5)	(122)	(98)	24.5
Other income (expense), net	25	(17)	(247.1)	176	(29)	(706.9)
Foreign exchange (loss) gain, net	(187)	83	(325.3)	(133)	106	(225.5)
Minority interest	(20)	-	-	(48)	-	-
Total	55	159	(65.4)	497	389	27.8
<b>Income before provision for income taxes</b>						
	2,082	1,297	60.5	6,752	3,729	81.1
Provision for income taxes	468	334	40.1	1,515	967	56.7
Deferred income tax (benefit) expense	20	6	233.3	36	(57)	(163.2)
Total	488	340	43.5	1,551	910	70.4
<b>Net income</b>	<b>1,594</b>	<b>957</b>	<b>66.6</b>	<b>5,201</b>	<b>2,819</b>	<b>84.5</b>

## Revenues

The following table analyses revenues for the period indicated:

(in US\$ million)	For the three months ended September 30		Change %	For the nine months ended September 30		Change %
	2008	2007		2008	2007	
Crude oil						
Export	3,185	1,636	94.7	9,867	4,677	111.0
CIS	347	193	79.8	991	515	92.4
Domestic	28	231	(87.9)	231	392	(41.1)
<b>Total crude oil sales</b>	<b>3,560</b>	<b>2,060</b>	<b>72.8</b>	<b>11,089</b>	<b>5,584</b>	<b>98.6</b>
Gas	30	9	233.3	108	31	248.4
Petroleum products						
Export	2,541	1,495	70.0	6,951	4,361	59.4
CIS	250	220	13.6	773	595	29.9
Domestic	3,111	1,539	102.1	7,885	3,751	110.2
<b>Total petroleum products sales</b>	<b>5,902</b>	<b>3,254</b>	<b>81.4</b>	<b>15,609</b>	<b>8,707</b>	<b>79.3</b>
Other sales	146	112	30.4	509	356	43.0
<b>Total sales</b>	<b>9,638</b>	<b>5,435</b>	<b>77.3</b>	<b>27,315</b>	<b>14,678</b>	<b>86.1</b>

## Sales volumes

The following table analyses sales volumes for the period indicated:

	For the three months ended September 30		Change %	For the nine months ended September 30		Change %
	2008	2007		2008	2007	
Crude oil (millions of barrels)						
Export	29.3	25.7	14.0	93.8	82.1	14.3
CIS	5.9	4.4	34.1	17.6	13.9	26.6
Domestic	0.7	6.6	(89.4)	4.4	11.0	(60.0)
Crude oil (millions of tonnes)						
Export	4.0	3.5	14.3	12.8	11.2	14.3
CIS	0.8	0.6	33.3	2.4	1.9	26.3
Domestic	0.1	0.9	(88.9)	0.6	1.5	(60.0)
<b>Total crude oil sales</b>	<b>4.9</b>	<b>5.0</b>	<b>(2.0)</b>	<b>15.8</b>	<b>14.6</b>	<b>8.2</b>
Gas (bcm)	0.8	0.4	100.0	2.6	1.5	73.3
Petroleum products (millions of tonnes)						
Export	2.9	2.7	7.4	8.6	8.6	-
CIS	0.4	0.5	(20.0)	1.1	1.5	(26.7)
Domestic	4.5	4.4	2.3	12.2	10.4	17.3
<b>Total petroleum products sales</b>	<b>7.8</b>	<b>7.6</b>	<b>2.6</b>	<b>21.9</b>	<b>20.5</b>	<b>6.8</b>

### **Realized average sales prices.**

The following table analyses the Company's average realized export and domestic prices for the periods indicated:

	For the three months ended September 30		Change %	For the nine months ended September 30		Change %
	2008	2007		2008	2007	
Crude oil (US\$ per barrel)						
Export	108.70	63.66	70.8	105.19	56.97	84.6
CIS	58.81	43.86	34.1	56.31	37.05	52.0
Domestic	40.00	35.00	14.3	52.50	35.64	47.3
Crude oil (USD per tonne)						
Export	796.25	467.43	70.3	770.86	417.59	84.6
CIS	433.75	321.67	34.8	412.92	271.05	52.3
Domestic	280.00	256.67	9.1	385.00	261.33	47.3
Gas (US\$ per bcm)	37.50	22.50	66.7	41.54	20.67	101.0
Petroleum products (USD per tonne)						
Export	876.21	553.70	58.2	808.26	507.09	59.4
CIS	625.00	440.00	42.0	702.73	396.67	77.2
Domestic*	691.33	349.77	97.7	646.31	360.67	79.2

\* All domestic prices exclude excise tax

Revenues increased by 77.3% and 86.1% in the third quarter and nine months of 2008, respectively, to US\$ 9,638 million and US\$ 27,315 million compared to the corresponding periods of 2007. The growth in revenues was primarily due to the following:

- an increase in crude oil and petroleum products sales prices;
- an increase in crude oil and petroleum products production;
- an increase in sales volumes of crude oil and petroleum products.

### **Sales of crude oil**

In the third quarter and nine months of 2008 our revenues from crude oil export sales increased by 94.7% and 111.0% to US\$ 3,185 million and US\$ 9,867 million, respectively, compared to the corresponding periods of 2007. The increase in revenues was due to an increase in volumes of crude oil sales, accompanied by an increase in average prices. The growth in volumes was due to a 14.0% and 14.3% increase in crude oil export sales in the third quarter and nine months of 2008, respectively. The price increase was attributable to the general growth of world prices; in particular, the average price for Urals crude oil increased by 57.3% and 69.2% in the third quarter and nine months of 2008, respectively.

Revenues from crude oil sales to the CIS increased by 79.8% and 92.4% in the third quarter and nine months of 2008, respectively, compared to the same periods of 2007. The increase was due to an increase in volumes of crude oil sales, accompanied by an increase in average prices. The growth in volumes was due to a 34.1% and 26.2% increase in crude oil sales to the CIS in the periods indicated. The price increase was attributable to the general growth of world prices; in particular, the average price per barrel increased by 34.1% and 52.0% in the third quarter and nine months of 2008, respectively.

The decrease in domestic crude oil sales volumes was caused by an increase in the relative volume of crude oil that the Company sent to the export and CIS markets.

## Sales of petroleum products

In the third quarter and nine months of 2008 the Company's revenues from petroleum products export sales increased by 70.0% and 59.4% to US\$ 2,541 million and US\$ 6,951 million, respectively, compared to the corresponding periods of 2007. The increase was due to the growth of petroleum products export volumes and world prices; in particular, the average price for petroleum products grew by 58.2% and 59.4% in the third quarter and nine months of 2008, respectively. The volumes of petroleum products export increased by 7.4% in the third quarter and remained flat in the nine month of 2008.

Revenues from petroleum products sales to CIS increased by 13.6% and 29.9% in the third quarter and nine months of 2008, respectively, compared to the same periods of 2007. The growth was attributable to the increase in world prices, as the average price increased by 42.0% and 77.2%, but was partially offset by a decrease in volumes of petroleum products sales in CIS by 20.0% and 26.7% in the third quarter and nine months of 2008, respectively.

Revenues from petroleum products sales on the domestic market increased by 102.1% and 110.2% to US\$ 3,111 million and US\$ 7,885 million in the third quarter and nine months of 2008, respectively, compared to the same periods of the previous year. The growth was due to an increase in volumes of petroleum products sales, accompanied by an increase in average prices. Thus, the volumes of petroleum products sales increased by 2.3% and 17.3% for the period indicated. The price increase was attributable to the general growth of world prices; in particular, the average realized prices for petroleum products increased by 97.7% and 79.2% in the third quarter and nine months of 2008.

## Other sales

Other revenues consist primarily of sales of services such as transportation, construction, utilities and other services and are recognized when goods are provided to customers and services are performed providing that the price for the service can be determined and no significant uncertainties regarding realization exist.

Other sales were US\$ 146 million and US\$ 509 million in the third quarter and nine months of 2008 that is 30.4% and 43.0% higher compared to the same periods of 2007. The increase was a result of the growth in other sales and services provided to third parties in Russia.

## **Cost and other deductions**

### Crude oil, petroleum and other products purchased

Cost of purchased crude oil, gas and petroleum products increased by 113.4% and 169.5% in the third quarter and nine months of 2008 to US\$ 2,405 million and US\$ 6,875 million, respectively, compared to the corresponding periods of 2007. The increase was primarily due to the acquisition of our 50% interest in Tomskneft, which resulted in a 33.7% increase in purchased crude oil in domestic market (3.7 million barrels) for the nine months of 2008.

## Operating expenses

The following table comprises operating expenses for the period indicated:

(in US\$ million)	For the three months ended September 30		Change %	For the nine months ended September 30		Change %
	2008	2007		2008	2007	
Hydrocarbon extraction expenses	408	355	14.9	1,091	1,029	6.0
Refining expenses at own refinery	77	69	11.6	237	193	22.8
Refining expenses at equity investees refineries	100	74	35.1	252	220	14.5
<b>Total operating expenses</b>	<b>585</b>	<b>498</b>	<b>17.5</b>	<b>1,580</b>	<b>1,442</b>	<b>9.6</b>

The main drivers of the Company's operating expenses are the growth of hydrocarbon extraction expenses and refining costs at own and equity investees refineries. The driving factor for the Company's costs growth is the real Ruble appreciation against USD, as they are settled in Russian Rubles and expressed in USD. In the period since September 30, 2007 till September 30, 2008 the Real Ruble appreciation in Russia was 14% that pushed our Ruble denominated costs up. The effective cost control policy implemented by the Company helped us to hold the level of operating costs growth for the three months and nine months periods ending September 30, 2008 compared to the respective periods ending September 30, 2007 at 17.5% and 9.6% to US\$ 585 million and US\$ 1,580 million respectively.

### **Hydrocarbon extraction expenses**

Our hydrocarbon extraction expenses include expenditures related to raw materials and supplies, maintenance and repairs of extraction equipment, labor costs, fuel and electricity costs, activities to enhance oil recovery and other similar costs at our extraction subsidiaries.

In the third quarter of 2008, the Company's extraction expenses increased by 14.9%, compared to the third quarter of 2007. This resulted primarily from an increase in expenses for energy supply, workovers, materials and labor. The Company's average hydrocarbon extraction cost per barrel of oil equivalent increased from US\$ 5.60 to US\$ 6.78, or by 21.1%, compared to the third quarter of 2007.

In the nine months of 2008, the Company's extraction expenses increased by 6.0%, compared to the nine months of 2007. This resulted primarily from an increase in expenses for energy supply, workover, materials and labor. The Company's average hydrocarbon extraction cost per barrel of oil equivalent increased from US\$ 5.42 to US\$ 5.99, or by 10.5%, compared to the nine months of 2007.

### **Own refining expenses**

In the third quarter of 2008 the Company's refining expenses at our own refinery increased by US\$ 8 million, or 11.6%, compared to the same period of 2007. This resulted primarily from increased expenses for electricity and an increase in production volumes of 17.9% in the third quarter of 2008. Company's average refining expenses per barrel at own refinery were US\$2.19 per barrel of oil refined for both comparative periods.

In the nine months of 2008 the Company's refining expenses at own refinery increased by US\$ 44 million, or 22.8%, compared to the same period of 2007. This resulted primarily from increased expenses for electricity, the effect of the real Ruble appreciation against the US dollar and an increase in production volumes of 13.9% in the same period of 2008. Company's average refining expenses per barrel at own refinery increased from US\$2.14 to US\$2.33 per barrel of oil refined, or by 8.9%, compared to the nine months of 2007.

### **Refining expenses at equity investees refineries**

In the third quarter of 2008 the Company's refining expenses at equity investees refineries increased by US\$ 26 million, or 35.1%, compared to the same period of 2007. This resulted primarily from increased cost of processing services due to higher electricity costs. Company's average refining expenses per barrel at equity investees refineries increased from US\$4.04 to US\$4.88 per barrel of oil refined, or by 20.8%, compared to the third quarter of 2007.

In the nine months of 2008 the Company's refining expenses at equity investees refineries increased by US\$ 32 million, or 14.5%, compared to the same period of 2007. This resulted primarily from increased cost of processing services due to higher electricity costs. The Company's average refining expenses per barrel at equity investees refineries increased from US\$4.06 to US\$4.65 per barrel of oil refined, or by 14.5%, compared to the nine months of 2007.

### Selling, general and administrative expenses

Selling, general and administrative expenses include general business expenses, wages and salaries (except for wages and salaries at our production and refining subsidiaries), banking commissions, insurance, legal fees, consulting and audit services, charity, allowances for doubtful accounts and other expenses.

In the third quarter and nine months of 2008 our selling, general and administrative expenses increased by 10.3% and 7.9% to US\$ 332 million and US\$ 790 million, respectively, compared to the corresponding periods of 2007. This growth was due to an increase in the Company's activities and overall increase in selling expenses.

### Transportation expenses

Transportation expenses include the costs of delivering crude oil to refineries and crude oil and petroleum products to final customers. These costs consist of pipeline transportation, sea freight, railway, shipping, handling and other costs.

In the third quarter and in the nine months of 2008 our transportation expenses increased by 57.7% and 53.3% to US\$ 418 million and US\$ 1,242 million, respectively, compared to the corresponding periods of 2007. This growth was due to an increase in transportation tariffs, volumes of crude oil and petroleum products transported.

### Depreciation, depletion and amortization

Depreciation, depletion and amortization expenses include depletion of oil and gas producing assets and depreciation of other fixed assets.

In the third quarter of 2008 our depreciation, depletion and amortization expense was US\$ 371 million compared to US\$ 312 million in the third quarter of 2007, an increase of US\$ 59 million, or 18.9%. The increase was a result of the growth in depreciable assets due to the Company's capital expenditure program.

In the nine months of 2008 our depreciation, depletion and amortization expense was US\$ 943 million compared to US\$ 820 million in the corresponding period of 2007, an increase of US\$ 123 million, or 15.0%. The increase was a result of the Company's capital expenditure program, acquisitions and significant increase in depreciable assets.

### Export duties

Export customs duties include duties related to both crude oil and petroleum products.

The following table presents export customs duties for the periods analyzed:

(in US\$ million)	For the three months ended September 30		Change %	For the nine months ended September 30		Change %
	2008	2007		2008	2007	
Export customs duties for crude oil	1,492	563	165.0	4,008	1,603	150.0
Export customs duties for petroleum products	548	243	125.5	1,311	775	69.2
<b>Total export customs duties</b>	<b>2,040</b>	<b>806</b>	<b>153.1</b>	<b>5,319</b>	<b>2,378</b>	<b>123.7</b>

In the third quarter of 2008 export customs duties increased by US\$ 1,234 million or 153.1% compared to the same period of 2007 due to increased export custom duty rates for crude oil per barrel by 114.3%, for light and middle distillates products per tonne by 105.3%, for fuel oil per tonne by 105.4% and an increase of 14.0% in crude oil export volumes.

In the nine months of 2008 export customs duties increased by 123.7% to US\$ 5,319 million from US\$ 2,378 million for the corresponding period of 2007 due to increased export custom duty rates for crude oil per barrel by 100.4%, for light and middle distillates products per tonne by 91.5%, for fuel oil per tonne by 91.6% and an increase of 14.3% in crude oil export volumes.

#### Taxes other than income taxes

The following table set forth the Company's taxes other than income taxes for the period indicated.

(in US\$ million)	For the three months ended September 30		Change %	For the nine months ended September 30		Change %
	2008	2007		2008	2007	
Mineral extraction taxes	1,251	835	49.8	3,647	2,148	69.8
Property tax	29	24	20.8	79	64	23.4
Other taxes	25	39	(35.9)	73	81	(9.9)
<b>Total taxes other than income tax</b>	<b>1,305</b>	<b>898</b>	<b>45.3</b>	<b>3,799</b>	<b>2,293</b>	<b>65.7</b>

In the third quarter and nine months of 2008 taxes other than income tax increased by 45.3% and 65.7% to US\$ 1,305 million and US\$ 3,799 million, respectively, compared to the corresponding periods of 2007. This increase was a result of the growth in a tax rate of mineral extraction tax for crude oil per barrel by 62.6% and 79.5% in the periods indicated.

#### Exploration expenses

Exploration expenses include seismic, geophysical and exploratory drilling costs (including costs associated with stratigraphic test wells). Exploration drilling costs are temporarily capitalized pending determination of whether proved oil and gas reserves have been found, which justify further commercial development. If such reserves are not found, the drilling costs are charged to exploration expenses in the period when a determination is made that such costs have not resulted in additional proved oil and gas reserves.

In the third quarter and nine months of 2008 our exploration costs increased by 206.7% and 77.1% to US\$ 46 million and US\$ 147 million, respectively, compared to the corresponding periods of 2007. The growth was due to increased volume of exploration services in order to expand the Company's reserve base.

#### Cost of other sales

Cost of other sales increased by 45.3% and 59.4% in the third quarter and nine months of 2008, respectively, compared to the same periods of 2007. The increase was primarily due to a result of the growth in other sales and services provided.

#### Income from equity affiliates

The Company accounts its investments in Slavneft, Tomskneft and Moscow Refinery via the equity method. These companies are primarily engaged in crude oil exploration, production and refining in the domestic market.

In the third quarter and nine months of 2008 income from equity affiliates grew by 136.9% and 73.2% to US\$ 244 million and US\$ 563 million, respectively, compared to the corresponding periods of 2007. The growth was primarily attributable to the acquisition of 50% interest in Tomskneft.

#### Interest income

In the third quarter and nine months of 2008 interest income decreased by 15.9% and 28.2% to US\$ 37 million and US\$ 61 million, respectively, compared to the same periods of 2007. This was due to a decrease in cash and short-term deposits placed in banks during the related periods of 2007 and 2008.

### Interest expense

In the third quarter of 2008 interest expense decreased by 18.5% to US\$ 44 million compared to the corresponding periods of 2007. The decrease was attributable to partial repayment of a US\$ 2.2 billion syndicated loan.

In the nine month of 2008 interest expense increased by 24.5% to US\$ 122 million compared to the same periods of 2007. The increase was attributable to obtaining US\$ 1 billion syndicated loan in the middle of 2008 and US\$ 2.2 billion syndicated loan in September 2007.

### Income tax expenses

In the third quarter and nine months of 2008 effective income tax rate was 23.4% and 23.0%, which is slightly lower than a statutory tax rate in Russia. This is due to non deductible permanent differences during the periods indicated.

### **Reconciliation of Net income to EBITDA (Earnings before interest, income tax, depreciation and amortization)**

(in US\$ million)	For the three months ended September 30		For the nine months ended September 30	
	2008	2007	2008	2007
Net income	1,594	957	5,201	2,819
Add back:				
Minority interest	20	-	48	-
Income tax expense	488	340	1,551	910
Depreciation and amortization	371	312	943	820
Interest income	(37)	(44)	(61)	(85)
Interest expense	44	54	122	98
Other income and expenses	(25)	17	(176)	29
Foreign exchange (loss) gain, net	187	(83)	133	(106)
<b>EBITDA</b>	<b>2,642</b>	<b>1,553</b>	<b>7,761</b>	<b>4,485</b>

EBITDA represents net income before interest, income tax, depreciation and amortization. EBITDA is a supplemental non-GAAP financial measure used by management, as well as industry analysts, to evaluate operations. Management believes that EBITDA represents useful means of assessing the performance of the Company's ongoing operating activities, as it reflects the Company's earnings trends without showing the impact of certain charges. EBITDA is not used by management as an alternative to net income as an indicator of the Company's operating performance, as an alternative to any other measure of performance in conformity with US GAAP or as an alternative to cash flow from operating activities as a measure of liquidity. EBITDA does not have a standardized meaning prescribed by US GAAP.

### **Liquidity and Capital Resources**

#### Cash Flow

(in US\$ million)	For the nine months ended September 30		Change %
	2008	2007	
Net cash provided by operating activities	4,597	3,614	27.2
Net cash used in investing activities	(2,523)	(1,289)	95.7
Net cash used in (provided by) financing activities	(161)	91	(276.9)

### Net cash provided by operating activities

In the nine months of 2008 net cash provided by operating activities was US\$ 4,597 million as compared to US\$ 3,614 million for the same period of 2007. The increase of US\$ 983 million, or 27.2% increase in net cash provided by operating activities is due to the following:

- growth of net income by 84.5% or by US\$ 2,382 million due to an increase in world prices for crude oil in the nine months of 2008 as compared to the nine months of 2007;
- decrease in other accounts receivable for the nine months of 2007 by US\$ 375 million and increase in other accounts receivable for the nine months of 2008 by US\$ 303 million due to changes in amounts of prepaid taxes;
- increase in inventory of US\$ 292 million was a result of the increase in balances of purchased and produced crude oil and petroleum products due to the growth in market prices and increases in materials and supplies inventory;
- the decrease in other current assets for the nine months of 2007 by US\$ 102 million due to changes in amounts of prepaid custom duties.

### Net cash used in investing activities

In the nine months of 2008 net cash used in investing activities was US\$ 2,523 million against US\$ 1,289 million in the nine months of 2007. The increase of US\$ 1,234 million or 95.7% in the net cash used in investing activities consisted primarily of:

- A significant increase in capital expenditures of US\$ 1,003 million was due to effort to maintain the Company's production on existing fields and development of the related infrastructure;
- The excess of loans and short-term investments issued over proceeds received in the amount of US\$ 190 million for the nine month of 2008 compared to the same period of 2007.

### Net cash used in (provided by) financing activities

In the nine months of 2008 net cash used in financing activities was US\$ 161 million as compared to US\$ 91 million of net cash provided by financing activities for the same period of 2007. The increase of US\$ 252 million was due to the excess of repaid short and long-term loans for the nine months of 2008 compared to the same period of 2007.

### Capital expenditures

The following table represents Company's capital expenditures:

(in US\$ million)	For the three months ended September 30		Change %	For the nine months ended September 30		Change %
	2008	2007		2008	2007	
Exploration and production	792	506	56.5	2,252	1,319	70.7
Refining	39	20	95.0	101	76	32.9
Marketing and distribution	52	15	246.7	89	44	102.3
<b>Total capital expenditures</b>	<b>883</b>	<b>541</b>	<b>63.2</b>	<b>2,442</b>	<b>1,439</b>	<b>69.7</b>

In the third quarter and nine months of 2008 the Company's capital expenditures increased by 63.2% and 69.7% to US\$ 883 million and US\$ 2,442 million, respectively, as compared to the corresponding periods of 2007. The growth was primarily driven by the exploration and production, refining and marketing and distribution activities. Exploration and production increased by 56.5% and 70.7%, refining - by 95.0% and 32.9% and marketing and distribution - by 246.7% and 102.3% in the third quarter and nine months of 2008 compared to the same periods of 2007. The increase in refining segment was a result of the modernization program launched at the Omsk Refinery.

### Recent volatility in global financial markets

The ongoing global liquidity crisis has resulted in, among other things, a lower level of capital market funding and lower liquidity levels across the Russian Federation. The uncertainties in the global financial market have also led to bank failures and/or bank rescues. Such circumstances could affect the ability of the Group to obtain new borrowings and re-finance its existing borrowings at terms and conditions similar to those applied to earlier transactions. Additionally, the uncertainty in the global markets combined with other local factors has led to very high volatility in the Russian Stock Markets during 2008.

Management believes the Group's current and long-term investment and capital expenditures program can be funded through cash generated from existing operations or existing lines of credit. Management also believes the Company has the ability to obtain syndicated loans and other financings as needed to fund business acquisitions and other transactions that may arise in the future. The full extent of the impact of the ongoing financial crisis is proving to be impossible to anticipate or completely guard against. Management is unable to reliably estimate the effects on the Group's financial position of any further deterioration in the liquidity of the financial markets and the increased volatility in the currency and equity markets.

### Credit ratings

#### **Standard & Poor's Ratings Services**

On January 9, 2008, Standard & Poor's Ratings Services raised its corporate credit rating on JSC Gazprom Neft to 'BBB-' from 'BB+'. The outlook is stable. At the same time, Standard & Poor's affirmed its 'ruAA+' Russia national scale rating on the company.

The upgrade reflects Gazprom Neft's strengthening stand-alone credit quality because of a more diversified business profile and still-robust financials. It also reflects greater clarity about Gazprom Neft's financial policy and about the commitment of Gazprom Neft's 76% parent, JSC Gazprom (BBB/Stable/--), to expand its oil activities.

The stable outlook reflects S&P expectation that Gazprom Neft will maintain strong financial metrics given the continuing high oil price environment. Capital expenditures and investments are, however, likely to increase, reflecting the company's need to invest in new fields to offset declines at other major fields.

An equalization of the ratings on Gazprom Neft with those on Gazprom could arise if Gazprom exercises its option to buy the 20% stake in Gazprom Neft from ENI (potentially in 2008-2009); if the company's strategic importance to Gazprom is further strengthened or Gazprom Neft's operational and financial integration within the Gazprom group increases; or if there is parental support for future acquisitions, either directly or through dividend reductions.

Rating downside could emerge from sizeable debt-financed acquisitions if these are not offset by parental support.

On October 24, 2008, Standard & Poor's Ratings Services affirmed 'BBB-' long-term corporate credit rating and 'ruAA+' Russia national scale rating on JSC Gazprom Neft. The outlook is stable.

The rating on Gazprom Neft continues to be based on a bottom-up approach, with a one-notch uplift for potential support from JSC Gazprom, - the "S&P" statement says.

Under S&P release, the rating differential to Gazprom reflects Gazprom Neft's operating and financial autonomy relative to the Gazprom group, as well as the absence of parental guarantees on Gazprom Neft's debt.

The stable outlook reflects the agency's expectation that even if the rating on Gazprom were to be lowered by one notch, the rating on Gazprom Neft would likely be affirmed, in line with the bottom-up approach.

### **Moody's Investors Service**

On 4 July, 2008 Moody's Investors Service upgraded the senior unsecured ratings of Gazprom Neft JSC ("Gazprom Neft"), including the rating of Gazprom Neft's senior unsecured 10.75% US\$500 million notes due 01/2009, to Baa3 from Ba1. As part of the upgrade of the ratings into investment grade, the Ba1 Corporate Family Rating and Probability of Default Rating have been withdrawn.

The upgrade of Gazprom Neft is a reflection of (1) its strong financial metrics, high operating and capital efficiency when compared to Russian as well as international peers, (2) minimal reliance on financial support from its main shareholder Gazprom, while benefiting from being part of a larger and powerful group, (3) currently favorable oil price environment that is expected to prevail in the medium term, (4) the company's substantial oil and gas reserves base and its limited exposure to re-investment risks giving high reserves replacement ratio and relatively low 3-year all sources finding & development (F&D) costs.

The upgrade is also supported by Gazprom Neft's improved corporate and business risk profile, strengthened by the establishment of the long- and medium- term strategy, which provides a clear guidance into the company's operational targets, as well as solidified relationship with its main shareholder, Gazprom.

Gazprom Neft's ratings have a stable outlook which is based on expectation that the recently upgraded investment grade rating is not expected to move further over the immediate term due to the fundamental constraining factors described above. To maintain current rating Moody's expect the company to continue delivering a robust operational and financial performance, while adhering to its financial policies and business plan targets.

Given the company's strong performance on the majority of the methodological metrics, the key constraining factors relate to low diversification of Gazprom Neft's reserves base and exposure to the country and operational risks. Therefore significant improvements in the above factors could bring some upward pressure on the current rating. Additionally, Moody's would require evidence of continued strong operational and financial performance, production and reserves growth and successful execution on its investment programme. Upward pressure could also increase if there was to be a commitment by Gazprom to either guarantee Gazprom Neft's debt.

Decision to raise substantial unsupported debt by Gazprom Neft could eliminate the group's financial flexibility and possibly put pressure on ratings (although there is financial headroom at present according to 2007 financial ratios). Any uncertainty related the shareholding structure, as well as a major acquisition which would alter the company's business and credit risk profile, could also trigger the rating downgrade if not appropriately structured.

### **Debt obligations**

As of September 30, 2008 long-term debt (including a current portion) was US\$ 3,352 million as compared to US\$ 3,181 as of December, 31 2007. The increase was due to the US\$ 1.0 billion syndicated loan obtained from BBVA Bank, BTMU Bank, Barclays Capital, Sumitomo Mutsui Banking Corporation and WestLB Bank in June and July 2008. This increase is partially offset by the decrease which is caused by partial repayment of a US\$ 2.2 billion syndicated loan from Calyon, ABN-AMRO, Commerzbank and Citibank obtained in September 2007.

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The following table shows maturities of long-term loans as of September 30, 2008 (in US\$ million):

<u>Year due</u>	<u>Amount due</u>
2009	1,534
2010	915
2011	529
2012	211
2013	163
	<u>3,352</u>