

# Роль ТНК-ВР в развитии сектора нефтесервисов в России

## The role of TNK-BP in the evolution of the oilfield service sector in Russia

Tim Summers / Тим Саммерс

Chief Operating Officer / Управляющий директор по производству и технологиям

Moscow, 15 November 2007 / Москва, 15 ноября 2007 г.



# TNK-BP at a glance

## ТНК-ВР: основные факты



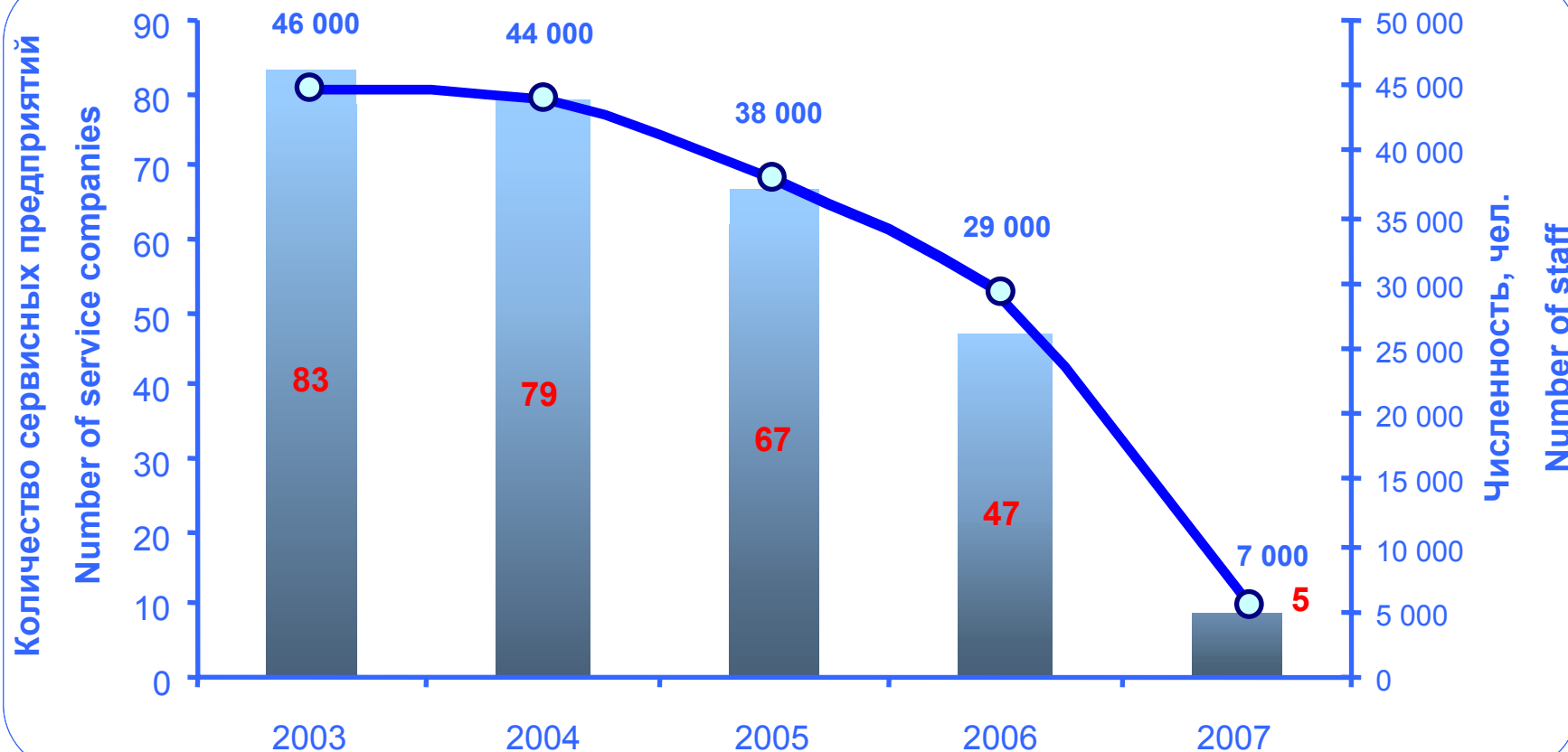
- Production 1.8 mln boe/d
- Russia's third largest oil company
- SPE proved reserves of 8.9 bn boe
- 210 license areas
- Five refineries in Russia and Ukraine
- 1,600 retail sites working under TNK and BP brands
- Добыча 1,8 млн барр.н.э./сутки
- 3-я по размеру нефтяная компания в РФ
- Доказанные запасы SPE 8,9 млрд барр.
- 210 лицензионных участков
- 5 НПЗ в России и Украине
- 1 600 АЗС под брендами ТНК и ВР



## Divestment program, 2003-2007

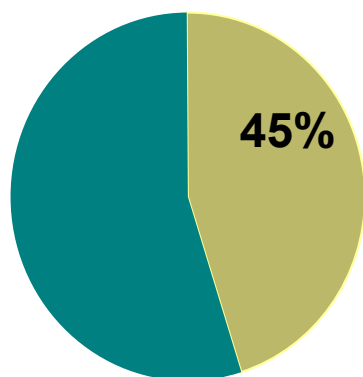
Программа отчуждения активов, 2003 – 2007

TNK-BP

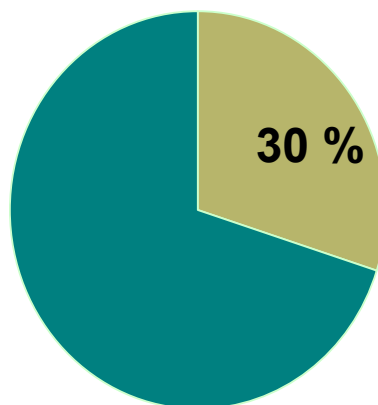


# Spend on internal vs. external providers

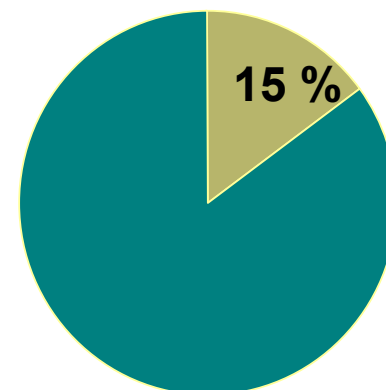
## Затраты на внешних и внутренних подрядчиков



2004



2007



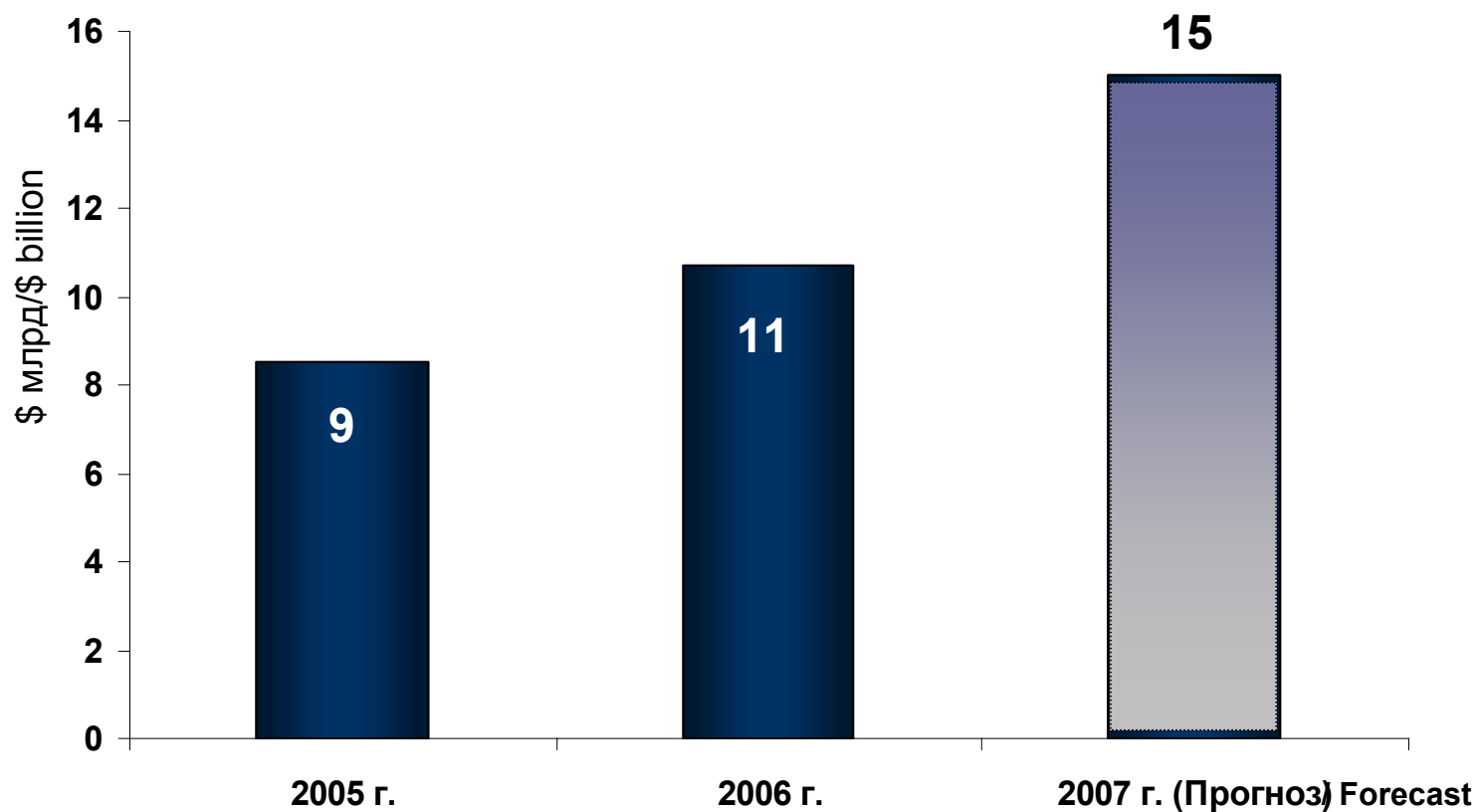
2008 plan/план

 Собственные компании  
Own companies

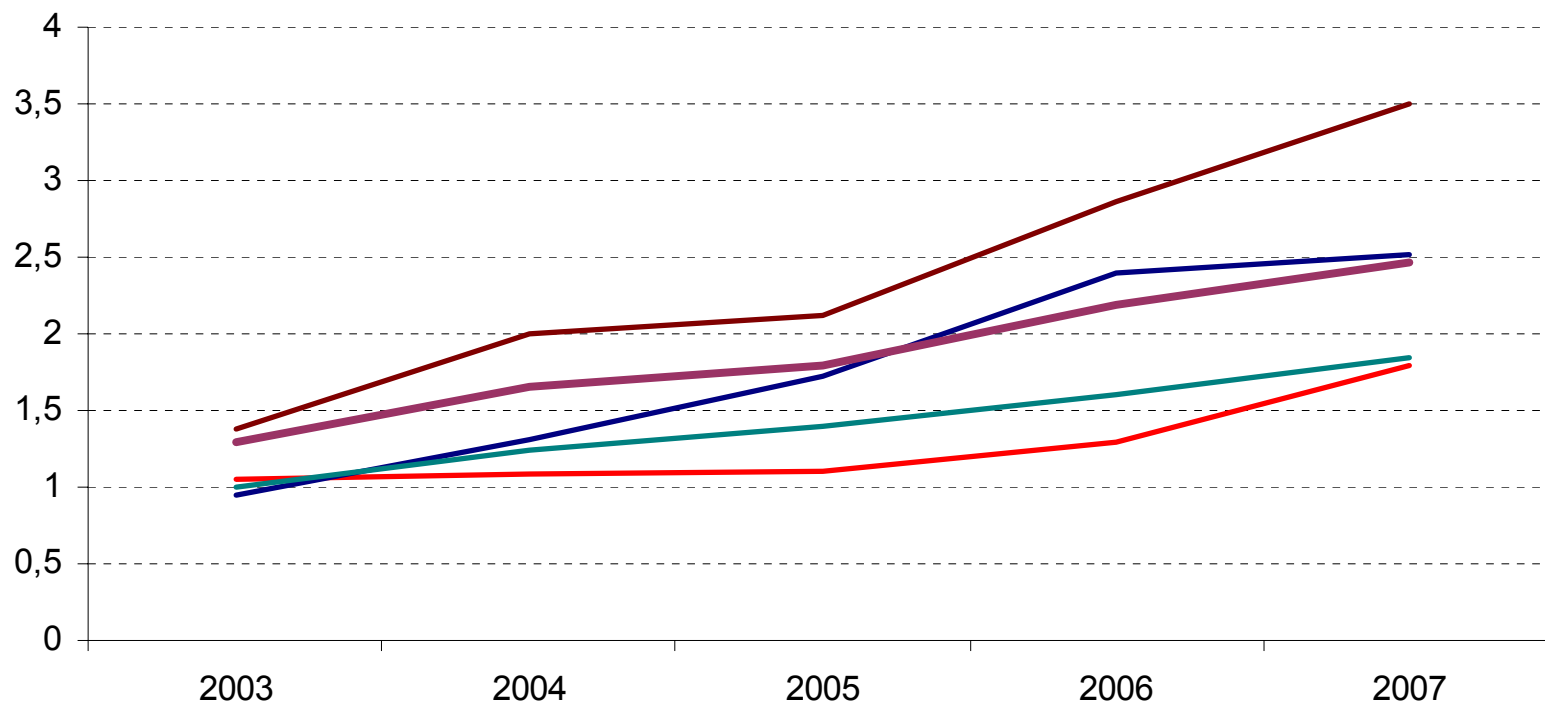
 Сторонние компании  
External providers

# Growth of OFS sector in Russia

## Рост сектора нефтесервисов в России



# Growth in input prices Рост затрат

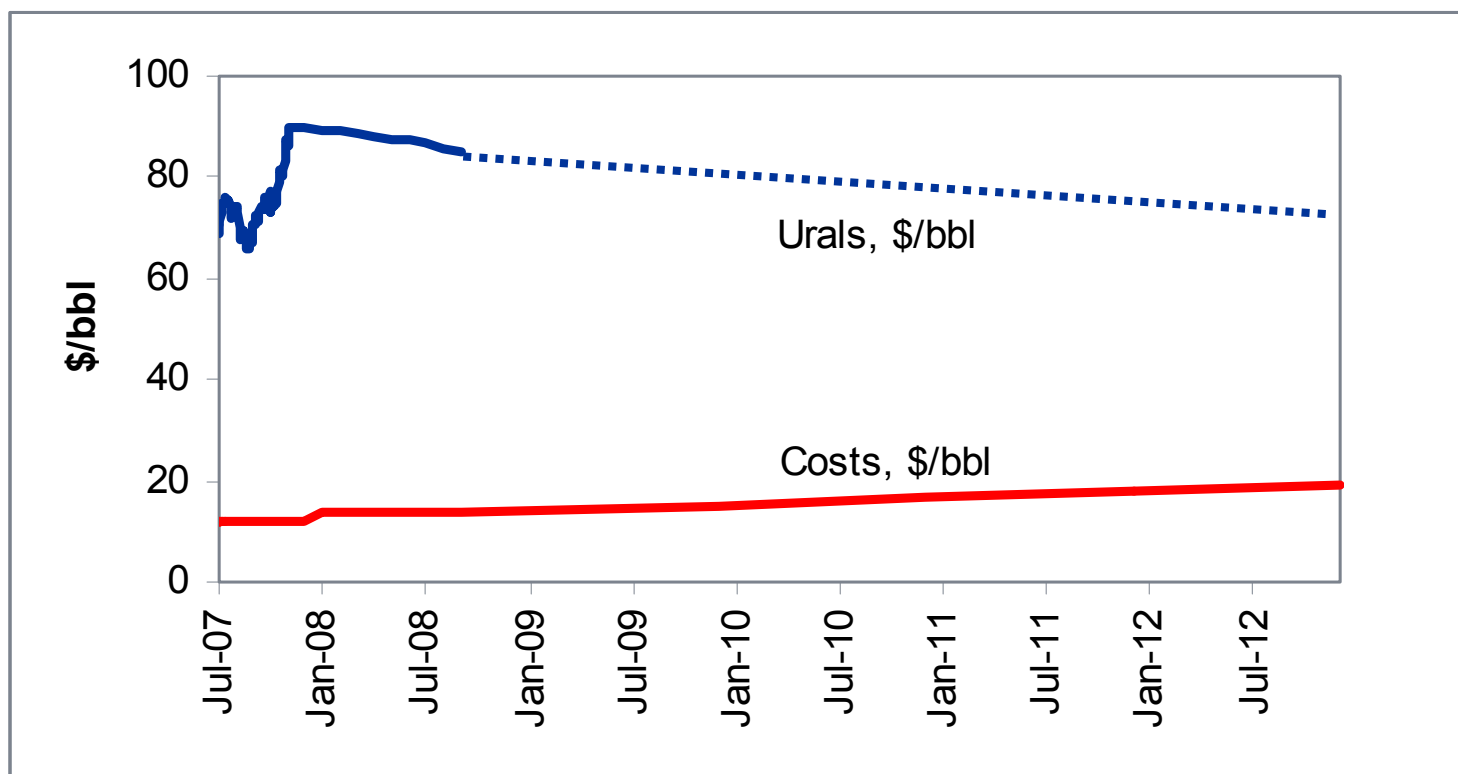


- International E&P (CERA)/Международные затраты на разведку и добычу (КЕРА)
- Crude price/Цена на нефть
- Metals and metal-made manufacture (Rosstat)/Металлургическая продукция (Росстат)
- Manufacturing (Rosstat)/Промышленная продукция (Росстат)
- Russian E&P/Затраты на разведку и добычу в России

# Margin squeeze Сокращение маржи



Margin (\$/boe) squeeze/Сокращение маржи, \$/барр. н.э.



# STEPS



TNK-BP | STEPS -

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites Media Print

Address <https://steps.tnk-bp.com/Home.cfm?rand=129295&CFID=3783968&CFTOKEN=81951953&sessionid=ae3085f9c1302d775732> Go Links

Site Map | Disclaimer

**TNK-BP** **STEPS** (System to Evaluate Performance of Suppliers)  
Accessing value through enhanced performance

Home Administration Scorecards Reporting My Profile Help & Support Logout EN RU

**Welcome, Анатолий Иванов**

Below is a summary table of all the Scorecards and Surveys in the database that involve you. Click a criteria link on the left to reveal its details in the area below. In the details display, click on a row to take the relevant action. Use the menu above for all other site navigation.

**Key Contacts**

**STEPS Administrator**  
Name: Anatoly Ivanov  
Email: [✉](#)  
Phone: +74957777707 ext. 6481

**STEPS User Support**  
Name: Lily Tonu  
Email: [✉](#)  
Phone: +7 495 7777707 ext. 6535

[TNK-BP Contact List](#) [Contractor Contact List](#)

**Scorecards**

In Progress : 26  
Awaiting My Approval : 0  
Approved By Me : 0  
Rejected By Me : 0  
Completed By Me : 0

| ID  | Scorecard                             | Supplier    | Well | Date Added  |
|-----|---------------------------------------|-------------|------|-------------|
| 940 | Mud Logging                           | TNK-BP      | -    | 17 Aug 2006 |
| 941 | Perforating                           | TNK-BP      | -    | 17 Aug 2006 |
| 942 | Open and Cased Hole Logging           | TNK-BP      | -    | 17 Aug 2006 |
| 968 | Bit Services                          | TNK-BP      | -    | 22 Aug 2006 |
| 969 | Cementing: Conductor and Surface      | TNK-BP      | -    | 22 Aug 2006 |
| 970 | Cementing: Intermediate or Production | TNK-BP      | -    | 22 Aug 2006 |
| 972 | Cementing: Remedial                   | TNK-BP      | -    | 22 Aug 2006 |
| 982 | Bit Services                          | TNK-BP      | -    | 23 Aug 2006 |
| 983 | Capital Workover                      | TNK-BP      | -    | 23 Aug 2006 |
| 984 | Current Workover                      | TNK-BP      | -    | 23 Aug 2006 |
| 985 | Current Workover                      | Halliburton | -    | 23 Aug 2006 |
| 987 | Hydraulic Fracturing                  | TNK-BP      | -    | 23 Aug 2006 |
| 988 | Hydraulic Fracturing                  | TNK-BP      | -    | 23 Aug 2006 |
| 989 | Open and Cased Hole Logging           | TNK-BP      | -    | 23 Aug 2006 |

© 2007 TNK-BP, SPM Website

**TNK-BP**

Done Start Vol... Mul... Ky... Bx... C:\... Cal... Pri... ST... RE... RE... Iss... RE... Tra... Pre... FW... RE... RF... Yo... Bul... C:\... RE... Ou... FW... TN... Mic... Internet 9:27



# Ryazan Refinery's new FCC

## Новая установка каталитического крекинга на Рязанском НПЗ



# New Russian OFS companies

## Новые российские нефтесервисные компании



|  | <b>Date established</b><br><b>Дата создания</b><br><b>компании</b> | <b>Date of IPO</b><br><b>Дата проведения</b><br><b>IPO</b> | <b>Market cap at the</b><br><b>time of IPO, \$ bn</b><br><b>Капитализация</b><br><b>на момент IPO,</b><br><b>млрд \$</b> |
|--|--------------------------------------------------------------------|------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|
|  | <b>2003</b>                                                        | <b>01/11/2007</b>                                          | <b>\$ 3.5</b>                                                                                                            |
|  | <b>2004</b>                                                        | <b>22/02/2007</b>                                          | <b>\$ 2.4</b>                                                                                                            |
|  | <b>1991</b>                                                        | <b>04/05/2006</b>                                          | <b>\$ 0.9</b>                                                                                                            |