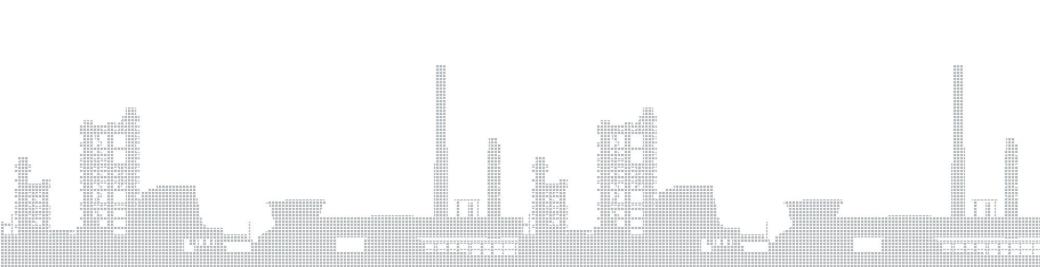


# SIBUR FIELD TRIP: TOBOLSK PRODUCTION SITE

### 3-4 October 2013



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### AGENDA



### 1. SIBUR At A Glance

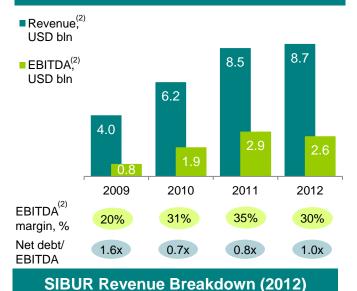
- 2. Our Strategy
- 3. Tobolsk Production Site Is Core To Our Strategy
- 4. Vocabulary



### **SIBUR AT A GLANCE**







Energy

products

#### Unique integrated gas processing & petrochemicals company

- Leader in both gas processing and petrochemicals industries in Russia
- Diverse range of products sold to multiple geographies and customers
- Prudent and disciplined financial policy, sustained in the market downturn
- One of the highest rated private companies in the region

 Shareholders with established track record in international capital markets

#### Key Facts

- 27<sup>(3)</sup> production sites in Russia
- Over 28,000 employees
- Russia's largest APG processor with a 56%<sup>(4)</sup> share of total processed volumes
- Russia's largest LPG producer with a 32%<sup>(5)</sup> share of total country's production
- Russia's largest MTBE producer with a 36% share of total country's production<sup>(5)</sup>
- Share of Russia's synthetic rubbers production: BR – 33%, SBR – 61%, SBS – 100%<sup>(5)</sup>
- 37%<sup>(5),(6)</sup> of polypropylene and 41%<sup>(5)</sup> of Russia's total LDPE production
- Currently rated Ba1 (Moody's) / BB+ (Fitch) with no history of downgrades throughout 2008/09 crisis

Notes:

Petchem

(1) All financial figures for SIBUR in this presentation for the years of 2009-2012 are based on combined financial information, which excludes the results of the mineral fertilisers and tyres businesses, which were divested by SIBUR in December 2011, for all reporting periods.

(2) SIBUR's reporting currency is Russian rouble. Figures have been translated from RR to USD at average FX rates for the respective periods.

Russia

Including three gas processing plants (GPPs) operated by OOO Yugragazpererabotka, our JV with RN Holding (formerly TNK-BP Holding), which we do not consolidate from the second guarter of 2013.



**By Product** 

%

48

Other

Central Dispatch Department of the Fuel & Energy Complex, for FY 2012.

55

**By Region** 

CIS<sup>Other</sup>

6

%

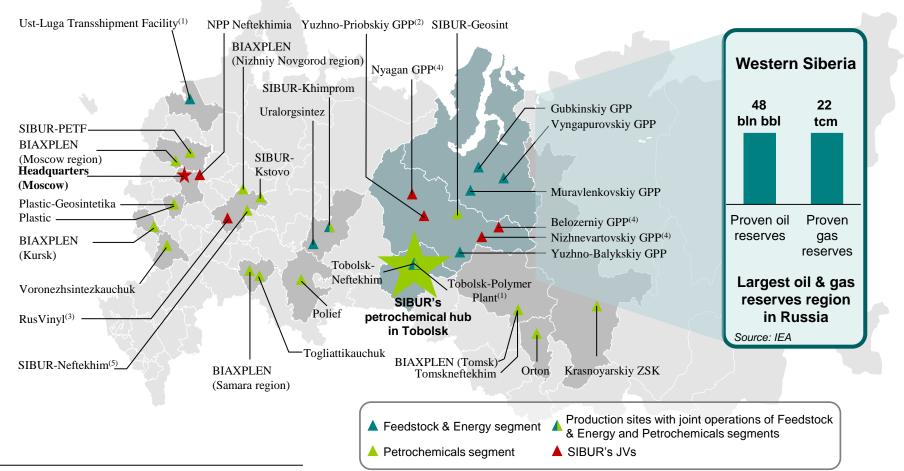
Asia

Europe

Petromarket, Kortes, Market Report, Alliance Analytics, Russian Association of Synthetic Rubbers Producers, company data, for FY 2012. Including 100% of NPP Neftekhimia production.

### **EXTENSIVE ASSET BASE THROUGHOUT RUSSIA**





Notes:

(1) Investment project.

(2) Investment project, JV with Gazprom Neft Group.

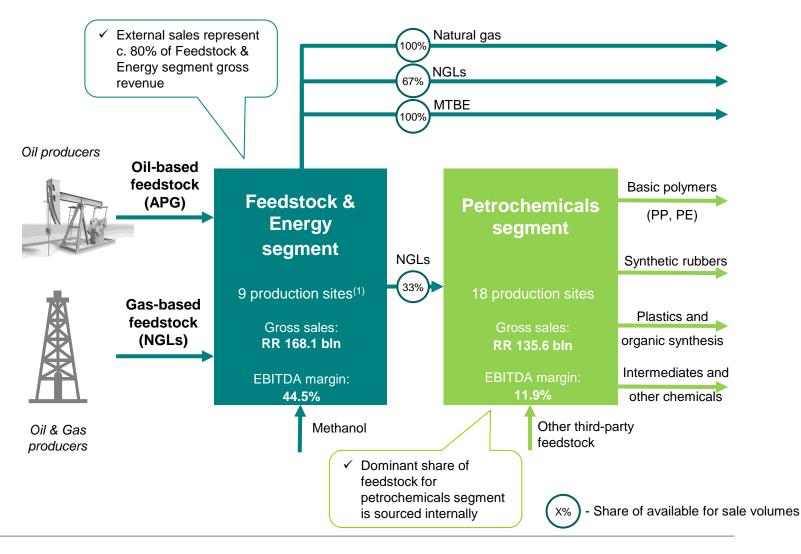
(3) Investment project, JV with SolVin Holding Nederland B.V.

(4) Part of OOO Yugragazpererabotka, JV with TNK-BP. On 30 July 2013, TNK- BP was renamed to RN Holding following the acquisition by Rosneft.

(5) Including three production sites.



# SIBUR'S UNIQUE VALUE CHAIN FROM FEEDSTOCK PROCESSING TO PETROCHEMICALS



#### Notes:

All figures based on 2012 financials.

(1) Including three GPPs operated by OOO Yugragazpererabotka, JV with RN Holding (formerly TNK-BP Holding).



### AGENDA



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### **STRATEGIC OBJECTIVES**



Cement longterm access to feedstock

- Strengthen cooperation with oil and gas companies by offering efficient by-product utilisation services through JVs and multi-year contracts
- Expand APG and NGLs processing capacity and infrastructure in Western Siberia

Monetise stranded feedstock through petrochemicals

Capture domestic growth opportunities

- Develop large-scale petrochemicals production capacity close to feedstock base in Western Siberia to capitalise on strong cost advantage for basic polymers
- Achieve more balanced business model through reduction of exposure to volatile global energy markets
- Enhance position on the domestic petrochemicals market to benefit from
  - Growth in per-capita consumption

Streamline and integrate asset base

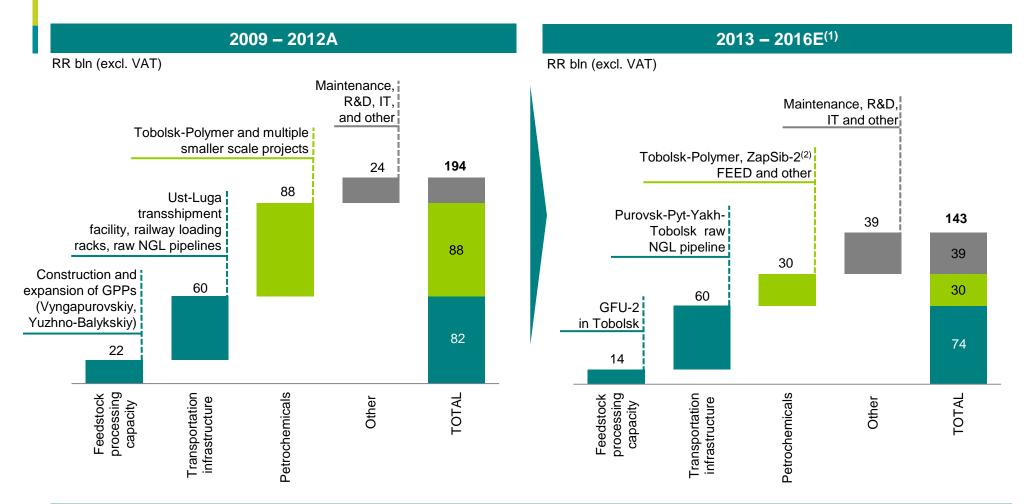
- Replacement of conventional materials by petrochemical products
- Import substitution
- Cost control

Pursue operational excellence

- Enhance business processes and functions, upgrade IT infrastructure
- Prioritisation of investment opportunities and focus on projects with best strategic fit and industryleading returns



### **INVESTMENT PROGRAMME DESIGNED TO MEET STRATEGIC GOALS**



#### RR 74 bln (excl. VAT) investment programme approved by SIBUR BoD for 2013

Source: Company data

Notes:

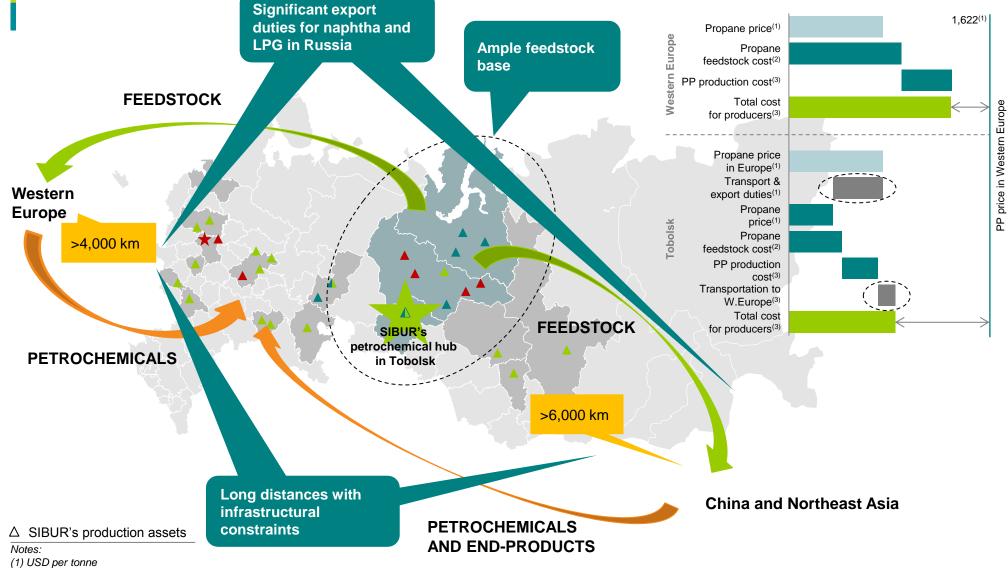
(1) Includes only investment projects approved by the Group's Investment Committee. In addition, SIBUR is evaluating a number of projects which are at various stages of review. Therefore, the actual amount of capital expenditure that the Group may incur may exceed the amounts that have been formally approved.

(2) Decision on the "ZapSib-2" project is expected after completion of the FEED stage, no earlier than the second half of 2013.



### **TOBOLSK PRODUCTION SITE IS CORE TO OUR STRATEGY**





(2) USD per tonne of polypropylene, assuming LPG consumption ratio of 1.2x

(3) USD per tonne of polypropylene

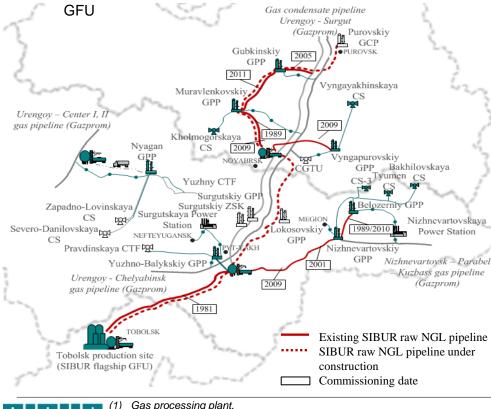


### EXTENSIVE TRANSPORTATION INFRASTRUCTURE SUPPORTS EFFICIENT FEEDSTOCK SUPPLIES



#### **Existing Raw NGL Pipeline**

- Total length: 1,168 km
- Total throughput capacity: up to 4.8 mtpa
- Two parts:
  - Northern: connection between Gubkinskiy GPP<sup>(1)</sup>, Muravlenkovskiy GPP, Vyngapurovskiy GPP and Noyabrsk loading rack
  - Southern: connection between Belozerniy GPP, Nizhnevartovskiy GPP, Yuzhno-Balykskiy GPP and Tobolsk



Gas condensate plant.

As of 1 September 2013.

(2)

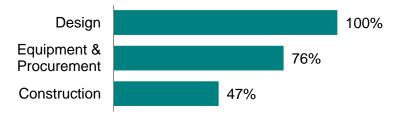
(3)

#### **New Pipeline**

- Construction of a new 1,100 km raw NGL pipeline between Purovskiy GCP<sup>(2)</sup>, Noyabrsk loading rack, Yuzhno-Balykskiy GPP (near Pyt-Yakh) and Tobolsk GFU
- Estimated throughput capacity:
  - c.4 mtpa (Purovskiy GCP Noyabrsk loading rack)
  - c.5.5 mtpa (Noyabrsk loading rack Yuzhno-Balykskiy GPP)
  - c.8.0 mtpa (Yuzhno-Balykskiy GPP Tobolsk GFU)
- CapEx: ~RR 67 bln (excl. VAT) (RR 37 bln spent<sup>(3)</sup>)
- Expected launch: 2015

### **Completion Stage**

- 825 km constructed and tested:
  - 308 km from Purovskiy GCP to Noyabrsk loading rack (completed)
  - 378 km from Noyabrsk loading rack to Yuzhno-Balykskiy GPP (completed)
  - 139 km from Yuzhno-Balykskiy GPP to Tobolsk GFU (275 km left)
- Key suppliers:
  - Pipes: OAO ChelPipe, OAO TM Engineering
  - Pumps: Ruhrpumpen GmbH (mainline pipeline pumps), Hermetic Pumpen GmbH (hermetic pumps)
- Overall status as of 1 September 2013: 53%:

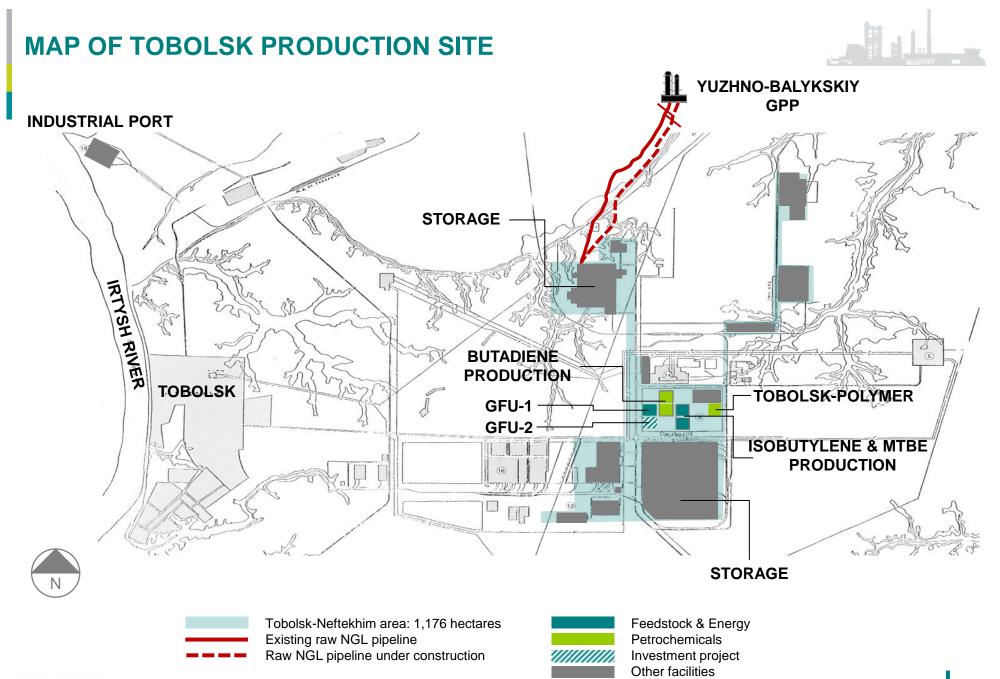


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  - 2. Tobolsk-Polymer Plant: Project Highlights
  - 3. Tobolsk-Polymer Plant: Key Products & Markets
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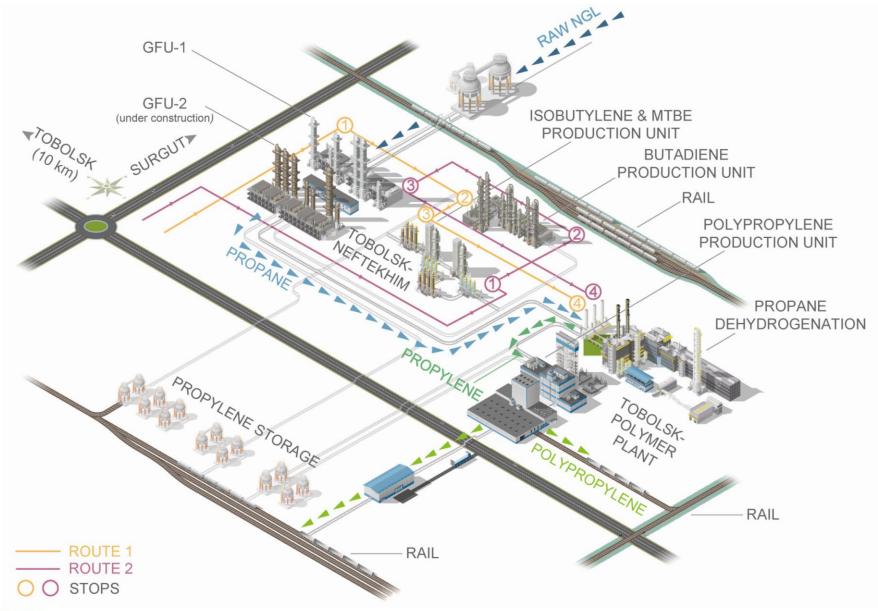






### **TOBOLSK PRODUCTION SITE — PANORAMIC VIEW**





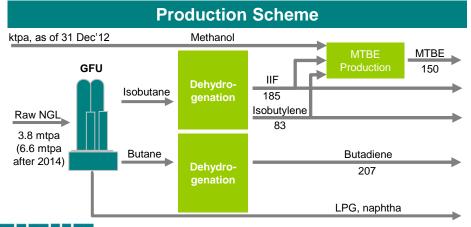


### **TOBOLSK-NEFTEKHIM: EXISTING FACILITIES AND EXPANSION**



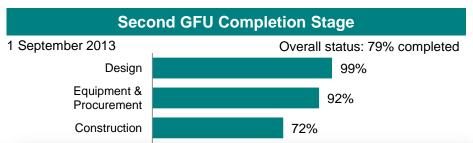
#### **Key Existing Facilities**

- Gas fractionation unit (GFU-1):
  - Processing capacity of 3.8 mtpa of raw NGL
  - Commissioned in 1984
  - Latest modernisation in 2011
  - Feedstock supplies via Purovsk Pyt-Yakh Tobolsk raw NGL pipeline, inter alia from Yuzhno-Balykskiy GPP
- MTBE production unit
  - Capacity of 150 ktpa
  - Commissioned in 1997
  - Latest modernisation in 2011
- Production of intermediate chemicals:
  - Butadiene production capacity of 207 ktpa
  - Isobutylene production capacity of 83 ktpa
  - Isobutane-isobutylene fraction (IIF) production capacity of 185 ktpa



#### **Expansion & New Construction**

- Construction of a second GFU
  - Expansion of raw NGL fractionation capacity to 6.6 mtpa
  - Support growing volumes of raw NGL supplies through the new pipeline
  - CapEx: ~ RR 14 bln (excl. VAT) (RR 9 bln spent<sup>(1)</sup>)
  - Expected launch: 2014
- Propane purification facility construction
- Railway infrastructure expansion





### TOBOLSK-POLYMER IS AN IMPORTANT MILESTONE IN SIBUR STRATEGY IMPLEMENTATION



#### **Project Description**

- Design capacity:
  - Propane dehydrogenation: 510,000 tonnes p.a. of propylene
  - Polypropylene (PP) production: 500,000 tonnes p.a.
- Leading global players involved:
  - Licensors: UOP, INEOS
  - EPC contactors: Tecnimont, LINDE
- CapEx: ~RR 60 bln (excl. VAT)

#### Strategic Importance for SIBUR

#### Advantageous feedstock access

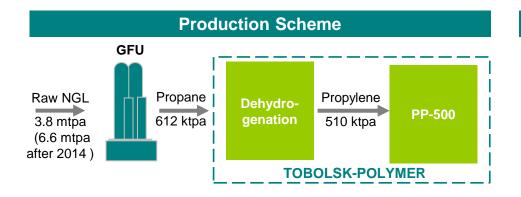
- Growing supplies of raw NGL virtually stranded in the region
- Efficient feedstock delivery via own raw NGL pipeline
- Monetisation of stranded feedstock through petrochemicals production

#### Infrastructural synergies

- Infrastructure shared with existing production site (Tobolsk-Neftekhim)
- Close proximity to Tobolsk GFU SIBUR's main feedstock processing facility

#### **Market potential**

- PP demand growth in Russia and CIS; import substitution
- Access to key export markets: Europe and Asia



### Strategic Importance for Russia

- Contribution to the development of Russian economy, inter alia through production of high-quality materials needed to upgrade and modernise the country's infrastructure
- Contribution to the development of the region's economy, including creation of approximately 1,000 new jobs (incl. vendors and contractors)
- Tobolsk-Polymer is on the government's top-priority project list in the region
- Part of the government's APG utilisation programme



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### **TOBOLSK-POLYMER PLANT: PROJECT IMPLEMENTATION**

#### **Key Facts**

- 6,196 people involved at the peak stage of project implementation in Q3'12
- 15,485 tons of piles immersed
- 18,124 tons of equipment assembled
- Equipment delivered by:
  - 18 vessels
  - 992 rail cars
  - 405 containers (20- and 40-foot)
  - 1,957 car trailers

#### **Dehydrogenation Equipment Delivery**

- Delivered by sea from South Korea through Arkhangelsk sea port and through the northern sea route to the industrial port of Tobolsk
- The largest column designed to separate propane-propylene fractions required special treatment as its properties were:

Weight	Length	Diameter
1,094 tons	96 metres	11 metres

Distance - 24,140 km (15,000 miles), 46 days in transit









Transportation by a 1,800 tons vessel

from South Korea



Delivery to the Tobolsk production site



Mounting at the Tobolsk production site

## **PROJECT IMPLEMENTATION IN PICTURES**













### **TOBOLSK-POLYMER IN 2013**





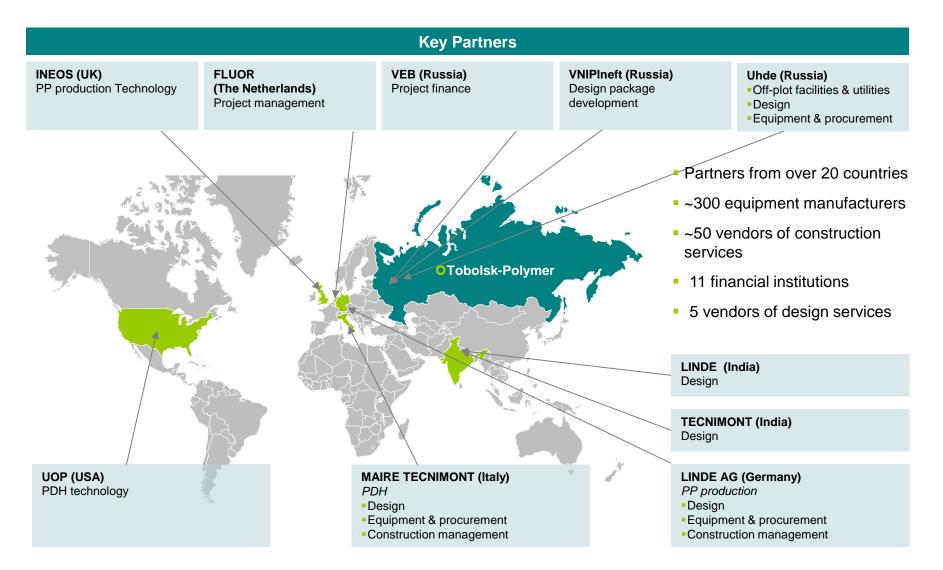






### **INVOLVMENT OF PARTNERS FROM ALL OVER THE GLOBE**





### AWARD WINNING BACK-TO-BACK FINANCING...



...for the construction of a polypropylene plant in Tobolsk with the annual capacity 500,000 tonnes p.a.



VNESHECONOMBANK Sole lender under the PF facility





 Global Trade Review
 "Best Deal of the year 2010" (awarded to VEB as borrower)

- Global Trade Review
   "Best Deal of the year 2010" (awarded to VEB as borrower and onlender)
- Trade Finance Magazine
   "Deal of the year 2010"
- EMEA Finance Magazine
   "Best Deal of the Year 2010"
- Project Finance Magazine
   "Best Petrochemical
   Deal of the Year"

## TOBOLSK-POLYMER PLANT – ONE OF THE LARGEST PP FACILITIES GLOBALLY AND #1 IN CIS

Tobolsk PDH Facility –	#2 Globally
------------------------	-------------

Company	Country	Propylene capacity, ktpa
PL Propylene	USA	658
Tobolsk-Polymer	Russia	510
Saudi Polyolefins Co.	Saudi Arabia	450
Advanced PC	Saudi Arabia	450
Al-Waha	Saudi Arabia	450
NATPET	Saudi Arabia	420
Propanchem	Spain	400

- Well-established globally on-purpose technology that requires modest capital investments and allows to capitalise on low cost feedstock and economies of scale
- In 2012, 15 PDH facilities with cumulative annual capacity of 4.6 million tonnes of propylene operated globally
- Tobolsk PDH facility is **the only one** in Russia and CIS

#### Tobolsk PP Facility - One of the Largest Globally

Company	Country	Polypropylene capacity, ktpa
Tobolsk-Polymer	Russia	500
Shenhua Ningmei	China	500
Shenhua Ningmei	China	500
Ibn Zahr	Saudi Arabia	500
Chandra Asri PC	Indonesia	480
Total PC	Belgium	480
Al-Waha	Saudi Arabia	450

- In 2012, 370 PP production facilities with cumulative annual capacity of ~70 million tonnes of PP operated globally
- Average capacity of PP facilities in Russia and CIS is below 200 ktpa

### TOBOLSK-POLYMER PLANT – SUSTAINABLE AND ENVIRONMENT-FRIENDLY APPROACH



#### Environmental Impact Strictly Measured...

- Environmental impact is controlled by international consulting company ERM EURASIA
- The contract is in place through 2023
- Semi-annual audits during construction works and annual audits post commissioning
- Automatic facility to control air quality operates in Tobolsk city
- Regular laboratory control over air pollution at the sanitary-hygienic zone border planned



#### ... and Minimised

- Tobolsk-Polymer production is equipped with high-tech filtration system to eliminate the risk of emissions in excess of permitted levels
- The production site is located 10 km to the north-east of Tobolsk in line with the wind rose, which provides for wind flows away from the city most of the time
- The production site uses secluded water clean-up system, which excludes water outflows to rivers, lakes and other surface or underground water basins
- Waste treatment facilities designed to have excess capacity to eliminate the risk of overloads



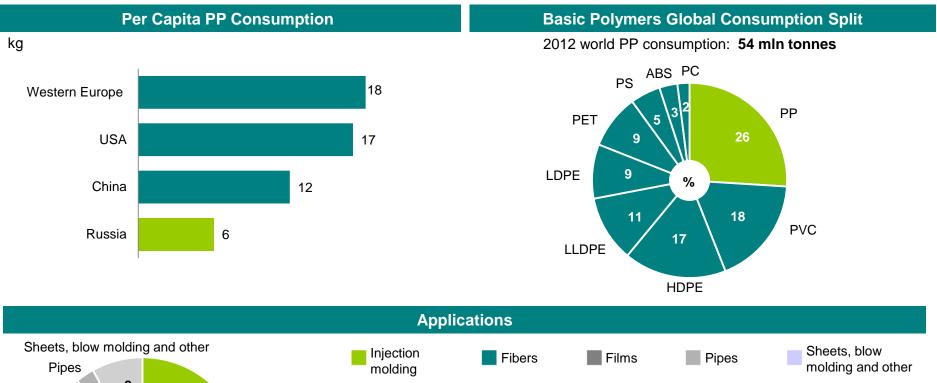
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### POLYPROPYLENE IS THE MOST WIDELY USED POLYMER...





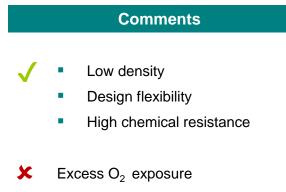
Source: IHS Chemical, SIBUR estimates



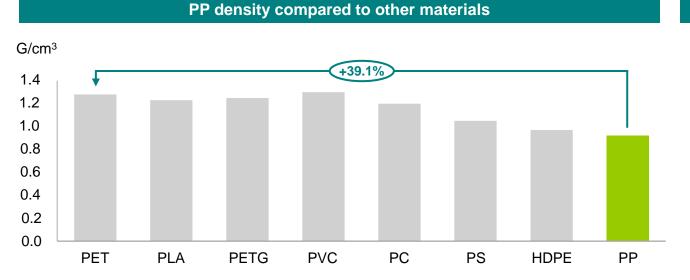
### ...ON ADVANTAGEOUS PROPERTIES



PP properties compared to:	PS	PC	РММА	SAN	PET	PVC	Glass
Density	+	++	+	+	++	++	+++
Design flexibility	++	++	++	+	+	+	++
Scratch resistance	-	-		-	-	-	
Relative cost per unit volume	+	++	+	+	+	+	+
Chemical resistance	+	+	+	+	+	+	
O <sub>2</sub> barrier properties	+	+		-		-	-
H <sub>2</sub> O barrier properties	++	++	+	+	+	+	-



PP is +++ Superior ,++ Much better , + Better , - Worse , - - Much Worse



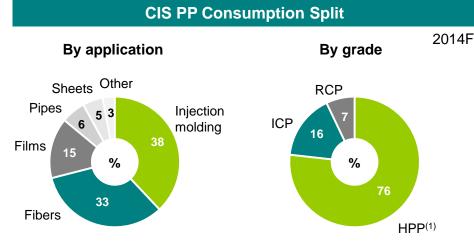
#### Comments

- PP has a significant density advantage over other plastics
- Key for the areas where product weight is of great importance e.g. automotive industry, household appliances, packaging, FMCG

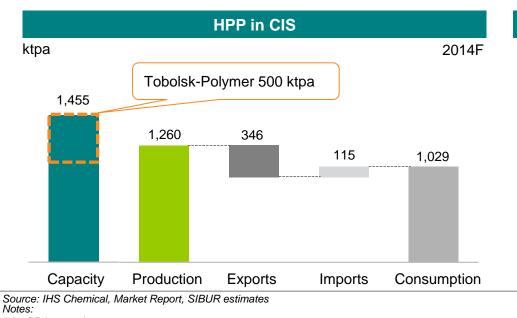
### **TOBOLSK-POLYMER LAUNCH WILL TRIGGER MARKET SURPLUS**



2014F



Total consumption of 1,350,000 tonnes





Total consumption of 1,350,000 tonnes

#### **Key Highlights**

- PP demand in Russia is forecasted to grow at 4.2% CAGR through 2020
- Key applications are represented by production of injection moldings and fibers
- HPP accounts for 76% of total PP consumption in CIS
- In 2014 market will be in surplus due to Tobolsk-Polymer

### TOBOLSK-POLYMER GRADE RANGE IS GEARED TOWARDS BULK MARKET SEGMENTS



Segment		Application	Share in Tobolsk- Polymer production	Comments	
	Raffia	<ul> <li>Fibers, bags</li> </ul>	30%	<ul> <li>The largest segment in Russia and globally in terms of consumption</li> <li>Diverse range of manufacturers</li> </ul>	
FIBERS	Non-woven materials	<ul> <li>Non-woven materials used in road building, construction, furniture and fibres for agriculture</li> </ul>	15%	<ul> <li>Large segment</li> <li>Existing bottlenecks at Tomskneftekhim</li> </ul>	
FILMS		<ul><li>BOPP-films</li><li>Metallisation of films</li></ul>	30%	<ul> <li>The second largest segment</li> <li>Internal processing at BIAXPLEN</li> </ul>	
INJECTION MOLDING		<ul> <li>Piece goods production for industrial and household purposes</li> </ul>	10%	<ul> <li>Diverse range of large and small manufacturers</li> <li>Export-oriented grade</li> </ul>	
OTHER	4	<ul> <li>Pipes, compounds, cast films, carpets, etc.</li> </ul>	15%	Not to be produced by Tobolsk-Polymer in 2014	



### **DEVELOPED SALES NETWORK ON KEY EXPORT MARKETS**



#### China

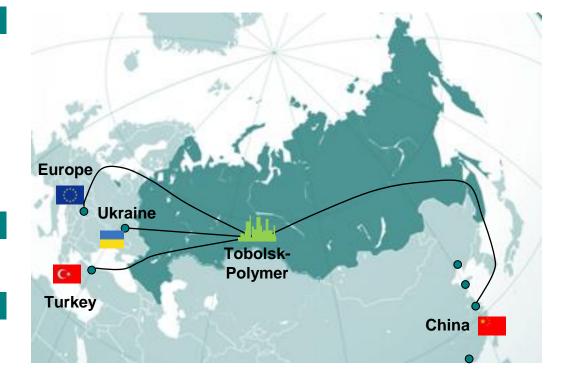
- Four sales desks located in main PP consuming centers in China:
  - Tianjin
  - Qingdao
  - Shanghai
  - Guangzhou

#### Europe

One sales office in Vienna

#### **Turkey and Ukraine**

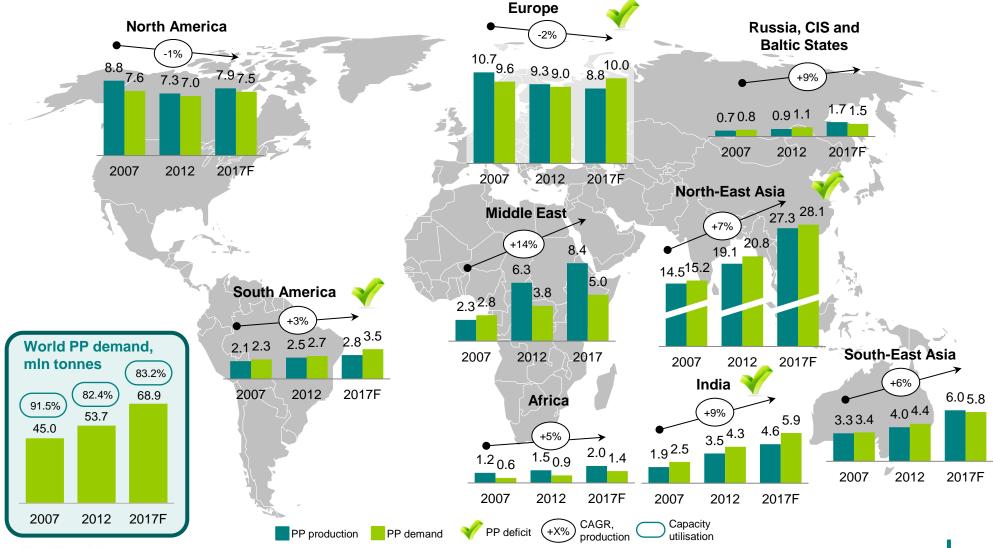
- One sales office in Istanbul
- One sales office in Kiev



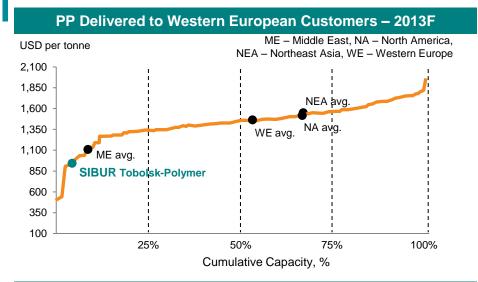
SIBUR's sales offices / desks

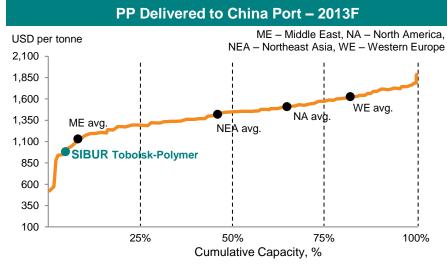
### ASIAN AND EUROPEAN MARKETS EXPECTED TO BE KEY IMPORTERS OF PP GLOBALLY...

...however, additional competition will come from capacity additions in Middle East



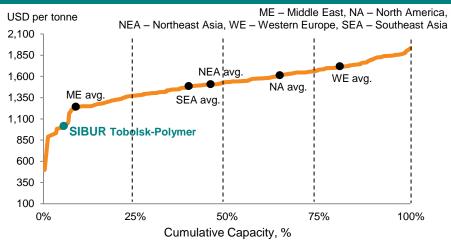
### TOBOLSK-POLYMER STRONG COMPETITVE POSITION SUSTAINABLE IN THE LONG RUN





#### PP Delivered to Western European Customers - 2018F ME - Middle East, NA - North America. USD per tonne NEA - Northeast Asia, WE - Western Europe, SEA - Southeast Asia 2,100 1,850 1,600 NA / NEA avg. WE avg. SEA avg. 1,350 ME avg. 1.100 **SIBUR** Tobolsk-Polymer 850 600 350 100 0% 25% 50% 75% 100% Cumulative Capacity, %

#### PP Delivered to China Port – 2018F



Source: IHS Chemical

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### VOCABULARY



#### Abbreviations

APG	Associated petroleum gas	JV	Joint venture	
BR	Polybutadiene rubber	LLDPE	Linear low-density polyethylene	
CAGR	Compound annual growth rate	LPG	Liquefied petroleum gas	
CGTU	Complex gas treatment unit	NGLs	Natural gas liquids	
CIS	Commonwealth of Independent States	PC	Polycarbonate	
CTF	Central oil treatment facility	PDH	Propane dehydrogenation	
CS	Compressor station	PET	Polyethylene terephthalate	
ECA	Export credit agency	PETG	Polyethylene terephtalate glycol-modified	
EPC	Engineering, procurement & construction	PLA	Polylactic acid	
FEED	Front end engineering design	PMMA	Polymethyl methacrylate	
FMCG	Fast moving consumer goods	PP		
GCP	Gas condensate plant		Polypropylene	
GFU	Gas fractionation unit	PS	Polystyrene	
GPP	Gas processing plant	PVC	Polyvinyl chloride	
HDPE	High-density polyethylene	Raw NGL	Raw natural gas liquid	
HPP	Homopolymer	RCP	Random copolymer	
ICP	Impact copolymer	SAN	Styrene-acrylonitrile resin	
LDPE	Low-density polyethylene	SBR	Styrene-butadiene rubber	
MTBE	Methyl tertiary butyl ether	SBS	Styrene-butadiene-styrene	
		Units		
bln		Billion		
ktpa		Thousand tonnes per annum	2	
mtpa		Million tonnes per annum		
RR				
	Russian rouble			

Trillion cubic metres



tcm