

International Forum

Package Solutions in the Field of Energy Efficiency



GAZPROM INITIATIVES

IN THE FIELD OF ENERGY EFFICIENCY AND
RENEWABLE SOURCES OF ENERGY

Vice-President, «Gazprombank» (OAO) T.N. Yurlova

- SEPTEMBER 29TH, 2010, MOSCOW -



GAZPROMBANK

For the benefit of everyone across the country

***2010 – Bank's 20th
Anniversary***

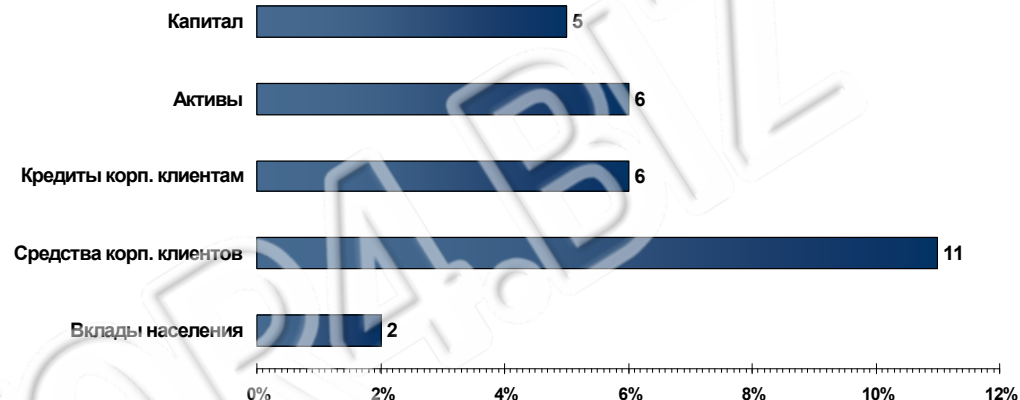
One of the three top banks in Russia according to key performance indicators

Number of clients :

- ✓ Natural persons – more than 2.8 mln. people
- ✓ Legal entities – 45 thousand

Personnel – 8.3 thousand employees

RANK AND MARKET SHARE



as of 31.12.2009, %

GBP (OAO) RATING IS ASSIGNED BY MOODY'S INVESTORS SERVICE AND STANDARD&POOR'S INTERNATIONAL RATING AGENCIES

LONG-TERM CREDIT RATINGS

Moody's:

Baa3

forecast - **stable**

Standard & Poor's:

BB

forecast - **positive**

BASIC FINANCIAL INDICATORS *

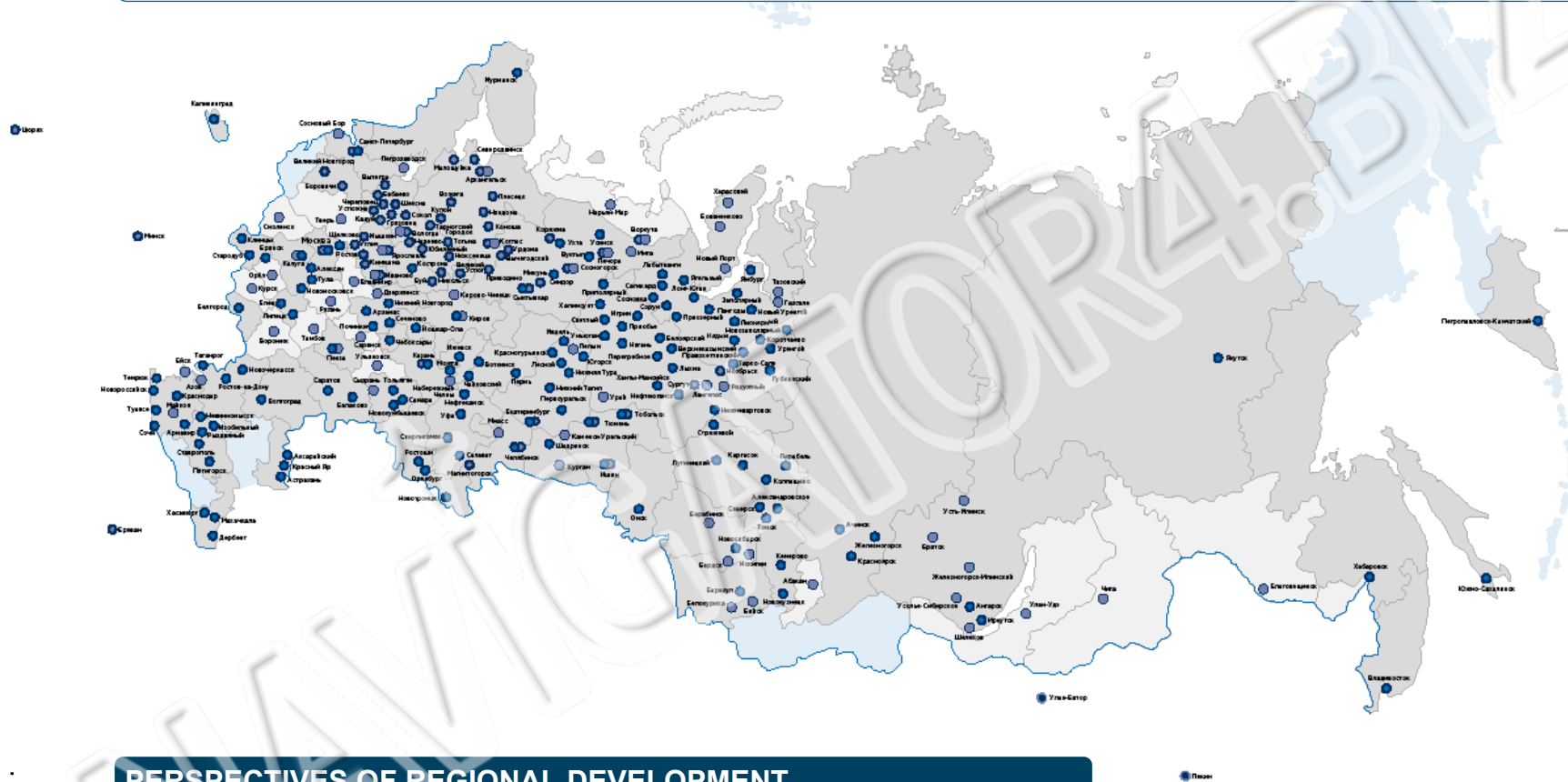
Capital - 196 bln. rub.

Assets - 1 741 bln. rub.

Net profit - 58,8 bln. rub.

* based on Gazprombank Group data on МСФО by December, 31st 2009

More than **400** additional offices for the most regions of Russia, including Belorussia, Armenia, and Switzerland
43 branches – all together 224 offices of customer service within a branch network



PERSPECTIVES OF REGIONAL DEVELOPMENT

- ✓ Expansion of branches network and additional offices;
- ✓ Integration of Russian subsidiary banks to Gazprombank’s regional network.

The **key-focus areas** of Gazprombank Group are:

The bank is providing services to **45 thous. corporate clients**, including about 1 thous. enterprises and organizations of gas industry

Diversification of a client base: by December 31, 2009, 91% of the corporate credit portfolio covered the companies not related with Gazprom Group (in comparison to 65% in 2004)

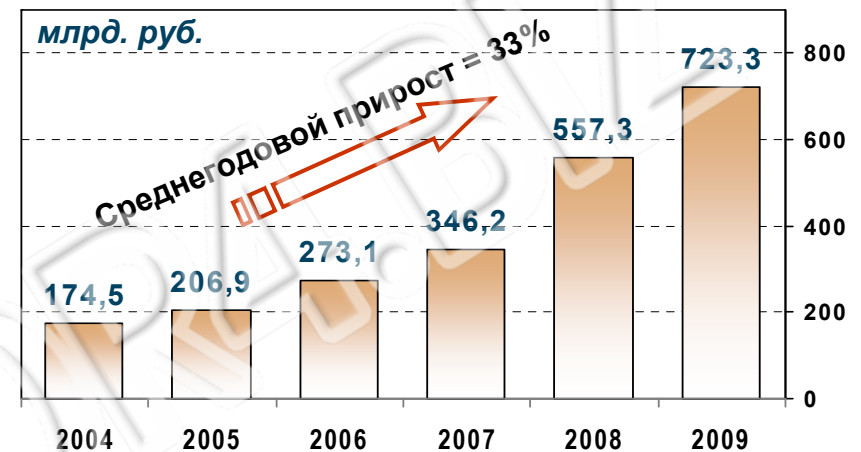
Corporate clients' credits/deposits coefficient is 95%

The implemented development strategy is targeted on intensive increase of the client base on account of the medium-sized business enterprises

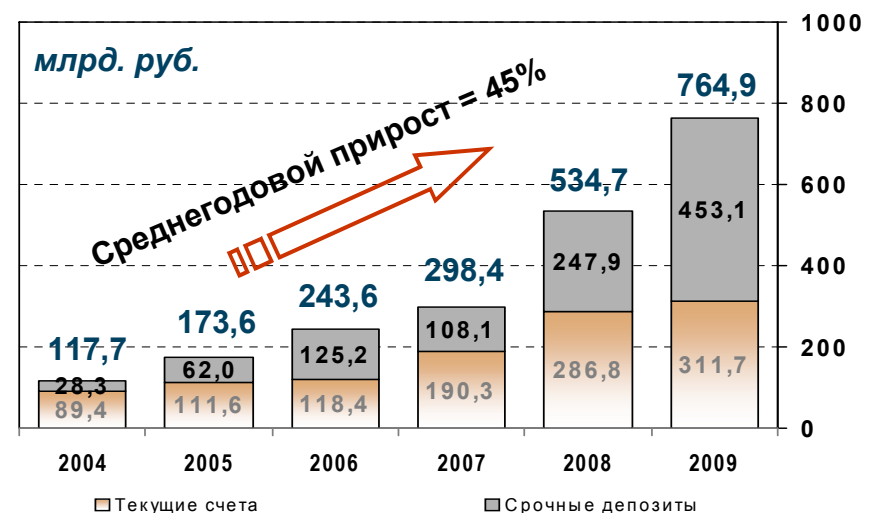
Among the Bank's clients there are enterprises from key sectors of the national economy:

- | | |
|------------------|----------------------|
| Metallurgy | Gas and oil industry |
| Petrochemistry | Trade |
| Nuclear Industry | Mining industry |
| Energy sector | Machinery industry |

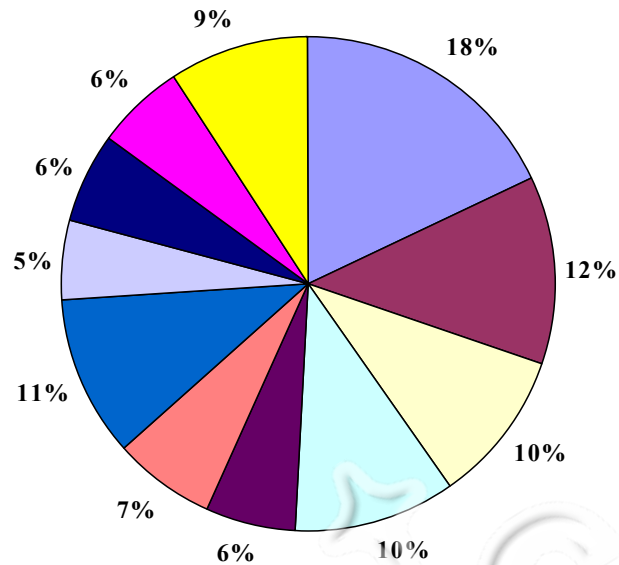
CREDITS TO CORPORATE CLIENTS, bln rub



FUNDS OF CORPORATE CLIENTS, bln rub

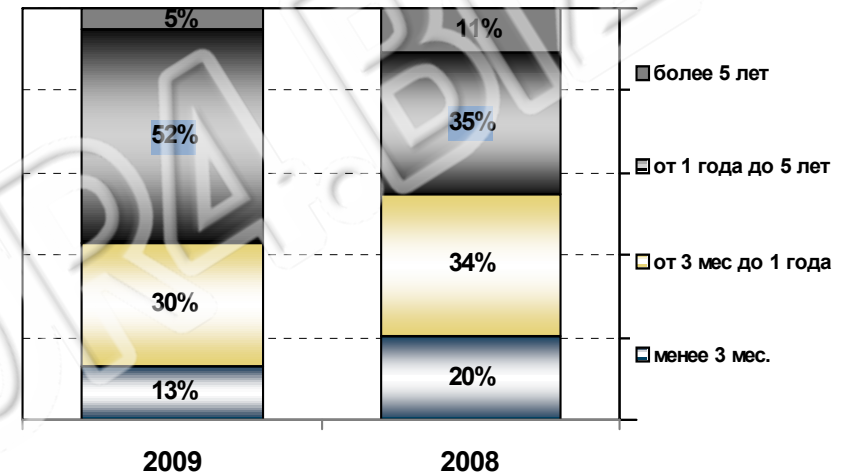


PORTFOLIO'S INDUSTRY STRUSTURE



- Металлургия
- Газовая промышленность
- Физические лица
- Машиностроение и электроэнергетика
- Нефтяная и нефтехимическая промышленность
- Торговые предприятия
- Финансовые и инвестиционные компании
- Атомная промышленность
- Горнодобывающая промышленность
- Строительство, транспорт и телекоммуникации
- Прочие отрасли

CREDIT PORTFOLIO URGENCY



	2008	2009
Металлургия	14,9%	18,1%
Газовая промышленность	11,5%	12,2%
Физические лица	14,8%	10,1%
Машиностроение и электроэнергетика	12,2%	10,3%
Нефтяная и нефтехим. промышленность	3,5%	6,0%
Торговые предприятия	3,0%	6,5%
Финансовые и инвест. компании	10,8%	10,6%
Атомная промышленность	6,3%	5,3%
Горнодобывающая промышленность	3,3%	6,0%
Строительство, транспорт и телекоммуникации	9,8%	5,8%
Прочие отрасли	9,9%	9,1%



IFC International Finance Corporation
World Bank Group

Международная финансовая корпорация
Представительство в России
ул. Большая Молчановка, 36/1, 121069 Москва, Россия
Телефон: +7 495 4117555
Факс: +7 495 4117572
www.ifc.org/russia/energyefficiency
rsefp@ifc.org

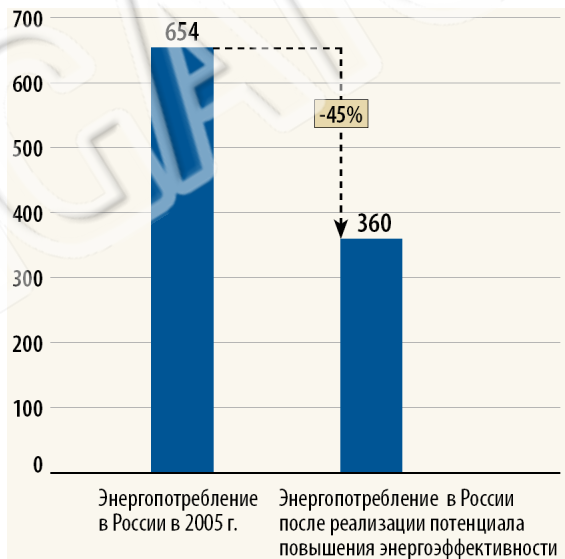
The World Bank
International Bank for Reconstruction and Development
International Development Association

Всемирный банк
Представительство в России
ул. Большая Молчановка, 36/1, 121069 Москва, Россия
Телефон: +7 495 745 7000
Факс: +7 495 745 7002
www.worldbank.org.ru
moscow@worldbank.org

Russia may save **45%** of its full primary energy consumption. By implementing the potential of energy efficiency increase Russia may save:

- ✓ 240 bln. m3 of natural gas;
- ✓ 340 bln. kwh of electricity;
- ✓ 89 mln. tons of coal;
- ✓ 43 mln. tons of crude oil and its equivalent as of refined oil products

ENERGY EFFICIENCY POTENTIAL (in 2005 and after realization of energy efficiency potential)



1. Essential investments:
320 bln. USD
2. Economy for ultimate users:
80 bln. USD/year
3. Effect for economy :
120-150 bln. USD/year



МИНИСТЕРСТВО ЭНЕРГЕТИКИ
РОССИЙСКОЙ ФЕДЕРАЦИИ

«State program on energy saving and increase of energy efficiency for the period of 2020» (draft)

PROGRAM'S TARGET

Providing the rational usage of fuel and energy resources by implementing energy saving measures, increase of energy efficiency in economy sectors and the Russian Federation's constituent entities, as well as decrease of GDP energy intensity compared to 2007.

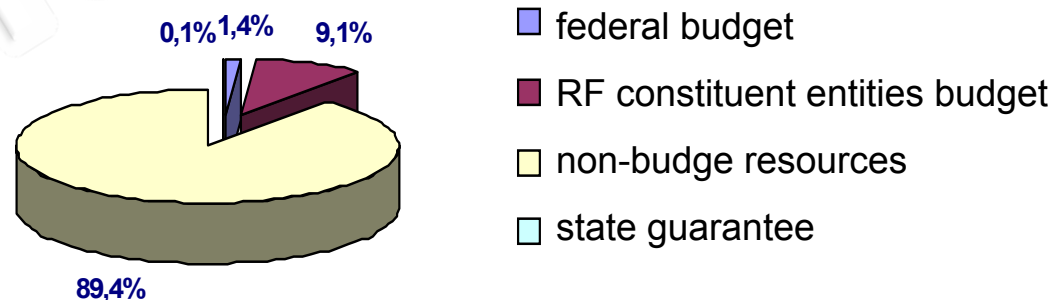
FINANCING AND EXPECTED PROGRAM RESULTS

For the whole period until 2020, the cost of program measures on energy saving and increase of energy efficiency (exclusive of renewable energy developing) is estimated almost at **10,5 billion rubles**.

As per the sources of financing, it is expected to actualize ca **850 bln. rub.** from the federal budget resources, about **950 bln. rub.** from the regional budgets, and the rest – from non-budgetary resources.

Considerable social and economic effect is expected. During the program implementation the total cost savings on energy will be provided by all energy resources consumers in volume of ca **2,6 billion rub** in 2010-2015, about **10 billion rub** in 2010-2020 .

SOURCES OF PROGRAM FINANCING



SEARCH FOR SOLUTIONS

Objective necessity:

- ✓ Increase of Russia's competitiveness
- ✓ Decrease of energy intensity by 40%, by 2020
- ✓ Growth of national economy



Investment potential:

- ✓ Demand for investments 320 bln. USD
- ✓ 1/3 at the cost of debt finance

Sources of financing:

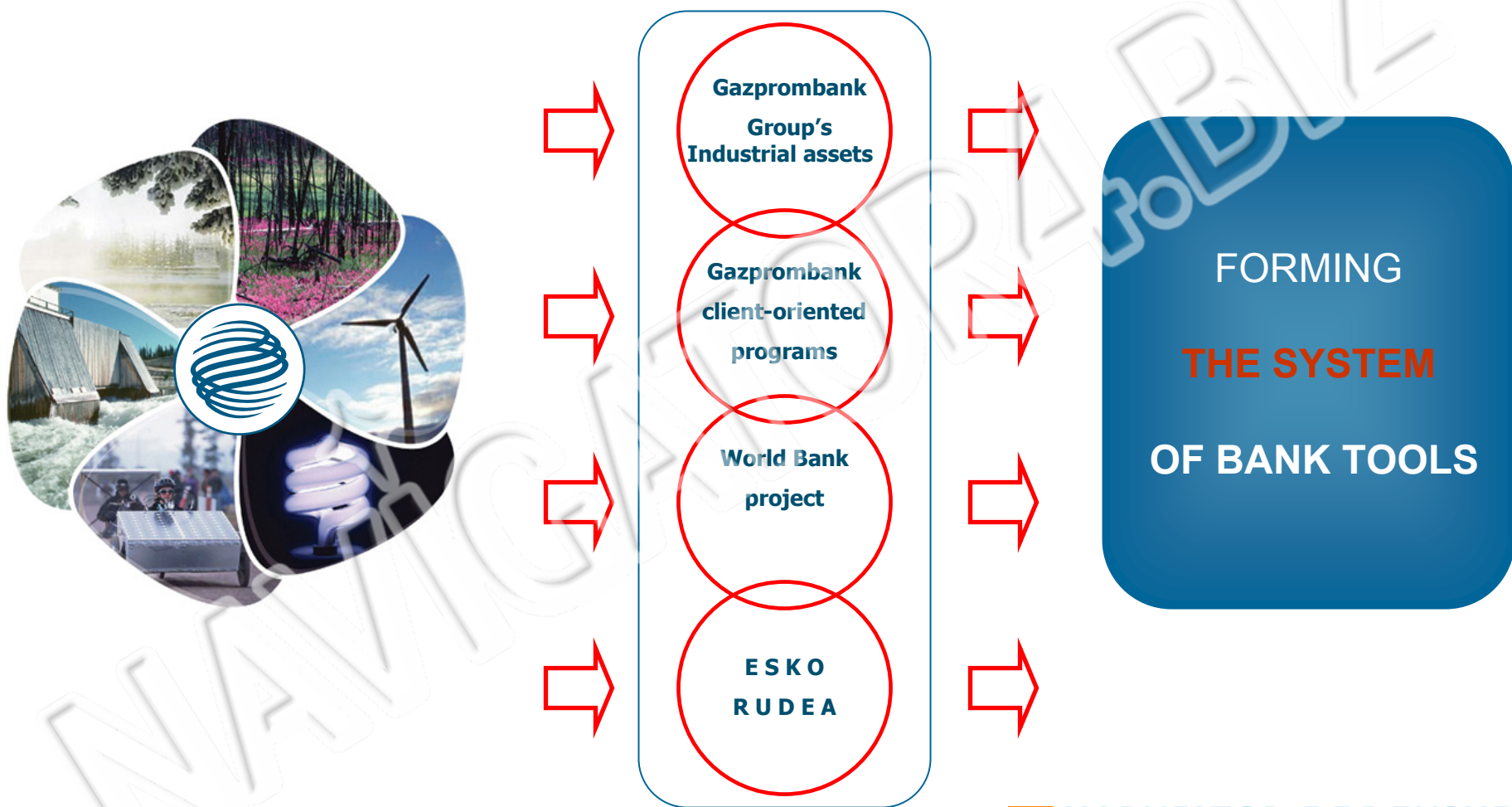
- ✓ Russian Banks
- ✓ State programs
- ✓ Private investments
- ✓ Foreign investments



**GAZPROMBANK'S AREAS OF ACTIVITY
IN THE FIELD OF ENERGY EFFICIENCY**

AREAS OF ACTIVITY IN THE FIELD OF ENERGY EFFICIENCY

GAZPROMBANK'S INITIATIVES



INDUSTRIAL ASSETS OF GAZPROMBANK GROUP

PROGRAMS' DEVELOPMENT IN THE FIELD OF ENERGY EFFICIENCY



<http://www.sibur.ru/>

SIBUR is the leader of the Russian petrochemistry, producing more than 100 items. The company's production chain covers gas-processing, production of monomers and plastics, methanol and mineral fertilizers, tires and industrial rubber goods, as well as plastic processing. The holding incorporates 34 Russian enterprises with more than several dozens of thousands employees. The management is based on product-divisional principle.

<http://www.omz.ru/>



Objedinennye Mashinostroitelnye Zavody (Izhora-Uralmash Group) is the largest heavy-machinery company in Russia, specializing in engineering, manufacturing, sales and equipment service maintenance and machineries for nuclear power industry, petrochemical, mining industry, as well as in special steels manufacturing and providing industrial services.

OMZ production sites are located in Russia (Izhorskie plants, MK «Uralmsh») and Czech Republic (Skoda JS, PILSEN STEEL).

<http://www.himmashgroup.com>



«Himmash» Group is one of the Russia's largest full-cycled holding in the field of petrochemical machinery industry, formed from the merger of the key engineering and manufacturing enterprises of the industry. It comprises CHETENG Engineering (Czech Republic) engineering company, «Giprokislorod» OAO project institute (Moscow), as well as a number of large industrial enterprises: «Kriogenmash» OAO (Balashikha), «Glazovskiy Zavod «Himmash» OOO (Glazov), etc.

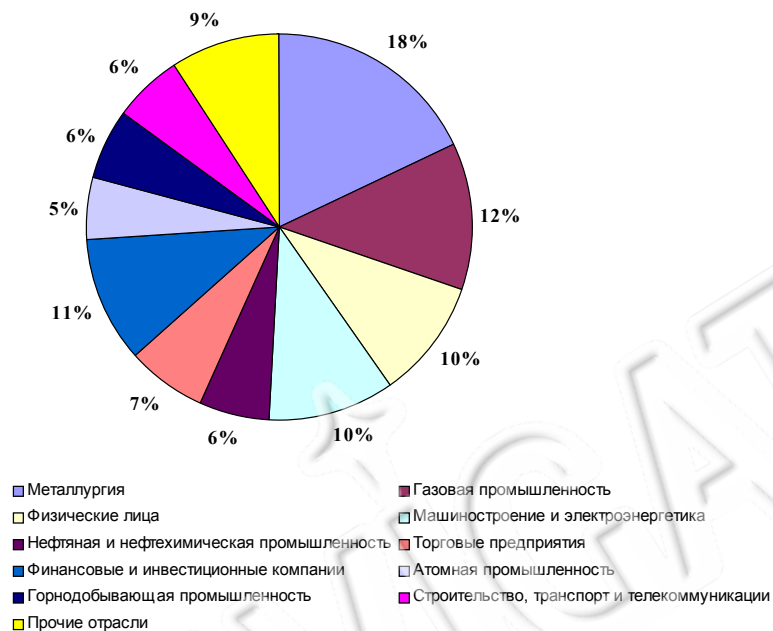
<http://www.gazprom-media.com/>



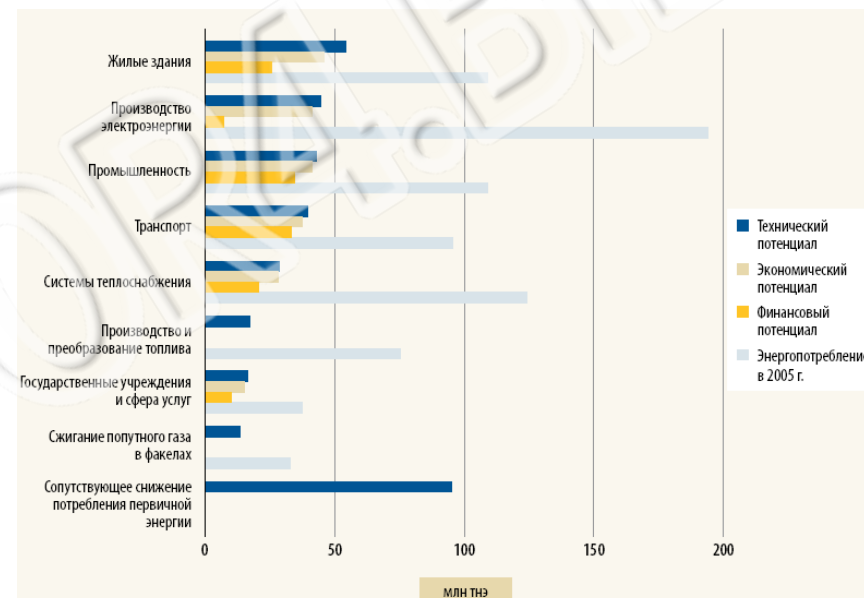
Gazprom-Media Holding is the key holding on the Russian media and advertisement market and incorporates companies that take up leading positions in the field of on-air TV and radio broadcasting, pay television, and the printed media. The main operational holding companies are: Telekompania NTV; TNT-Teleset; NTV-Plus; Publishing House 'Sem Dney'.

ENERGY EFFICIENCY POTENTIAL AMONG INDUSTRIAL GROUPS OF CLIENT

CLIENTS' INDUSTRIAL PORTFOLIO



POTENTIAL OF ECONOMY IN INDUSTRIES



**GAZPROMBANK'S INVESTMENT POTENTIAL
IN THE FIELD OF ENERGY EFFICIENCY**

ENERGY SERVICE COMPANY

Energy Service Company (ESKO) is one of the instruments to implement measures on energy saving and increase of energy efficiency. Energy service contract is a contract targeted to implement investment projects that focus on decreasing the energy resources consumption volumes with payment of energy service company's services and/or work from the part of the obtained cost cutting.

ENGINEERING CENTER "YICE" OAO

South Center of Power Engineering incorporates 7 key energy institutes of the South of Russia and administers full cycle of design, installation, and commissioning works on a turnkey basis during construction, reconstruction, and exploitation of the energy objects. The total number of engineering staff is more than one thousand employees. YICE is a modern engineering company adherent to international standards and is a reliable business partner in the Russian energy sector.
www.scpe.ru

RUSSIAN-GERMAN ENERGY AGENCY RUDEA

Russian-German Energy Agency RUDEA is a transnational competent center in the field of energy efficiency and renewable energy resources in the Russian Federation. Formatting energy efficient market in Russia, optimization of using current energy carriers and decreasing energy consumption in various industries are in the spotlight of transnational cooperation.
www.rudea-energy.com

Carbon Trade & Finance SICAR S.A. (CTF)

Gazprombank disposes the necessary infrastructure, client base and job experience to search, develop, finance and support the carbon projects in Russia. The carbon infrastructure comprises the specialized subsidiary companies: Carbon Trade & Finance SICAR S.A. (CTF), formed on a parity basis with Dresdner Bank (currently – Commerzbank), CTF Consulting OOO, Russian consulting company, Moscow CTF representation and Bank's organizational department.

WORLD BANK AND GAZPROMBANK'S PROJECT



World Bank's Project on Financing the Energy Efficiency in Russia



ГАЗПРОМБАНК

The projects target is to increase the volumes of financing the projects on energy efficiency increase by getting the banks involved in this business. The objective will be reached by providing the targeted backup lines and technical assistance to the banks.

The project will significantly impact in the context of stable development including the assets modernization in industrial, housing and utilities sector and decrease of CO2 emission.

Main components :

- Loan to open backup lines to finance energy efficiency projects;
- Technical assistant targeted on potential growth of the banks participating in projects on increasing the energy efficiency.

Project's conception «Program of targeted financing of energy efficiency projects in Russia»:

Main objective is to create activity potential and powerful economic platform on the basis of the national agent in the field of energy efficiency – Russian Energy Agency Federal State Institution – destined to become an integrated informational platform for all market participants, and Gazprombank – one of the leading Russian banks with the developed regional network – together are able quickly and professionally create and distribute advanced experience of implementing the standard technical and financial energy efficiency solutions (projects) in Russia.

GAZPROMBANK's PARTNERS. DEVELOPMENT OF BUSINESS ENVIRONMENT

- World Bank
- International Finance Corporation (IFC)
- European Bank for Reconstruction and Development (EBRD)
- Global Environment Facility (GEF)
- Youth Center of Power Engineering OAO (YICE)
- «Gazprom-Promgaz» OAO
- Russian Energy Agency
- Association of Russian Banks (ARB)
- Russian Union of Industrialists and Entrepreneurs (RSPP)
- Project office of the Work-Group on Energy Efficiency Committee on modernization and technical development of Russia's economy under the President of the Russian Federation
- The Russian-German Energy Agency RUDEA





GAZPROMBANK

For the benefit of everyone across the country

«We are looking to cooperate with anyone who is in need of effective, reliable, socially responsible bank with 20 years of successful business behind. I'm sure that the joint work focused on common prosperity will bring success to every participant».

A. I. Akimov

Chairman of the Board

«Gazprombank» (Open Joint-Stock Company)