



1Q2014 IFRS Consolidated Financial Results

September 11, 2014





Andrey Kruglov

Deputy Chairman of Gazprom Management Committee

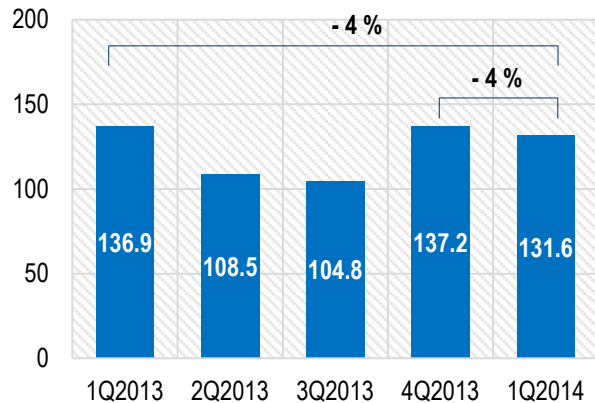
Head of the Department for Finance and Economics

1Q2014 vs. 1Q2013 Gazprom Group results

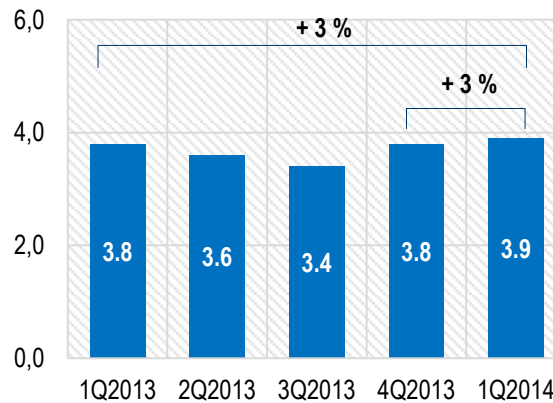
	1Q 2014	YoY
Total net sales	1,559 bln RR	↑ 7%
Adj. EBITDA	591 bln RR	↓ -6%
Net Profit⁽¹⁾	223 bln RR	↓ -41%
Operating cash flow	688 bln RR	↑ 33%
Free cash flow	290 bln RR	↑ 153%
Net debt	970 bln RR	↓ -13%⁽²⁾
Net debt/Adj.EBITDA LTM	0.5x	

1. Profit for the period attributed to owners of OAO Gazprom
 2. Compared to net debt as of December 31, 2013

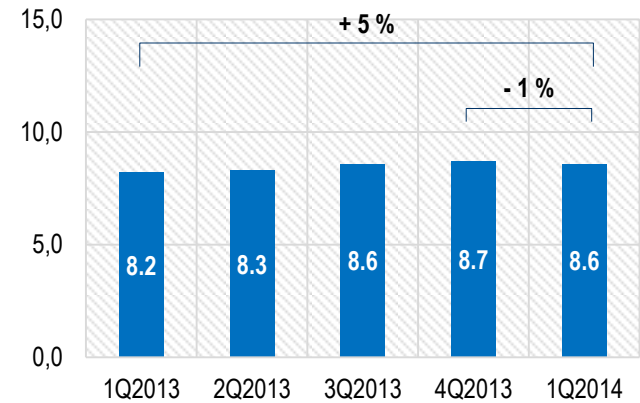
Natural Gas, bcm



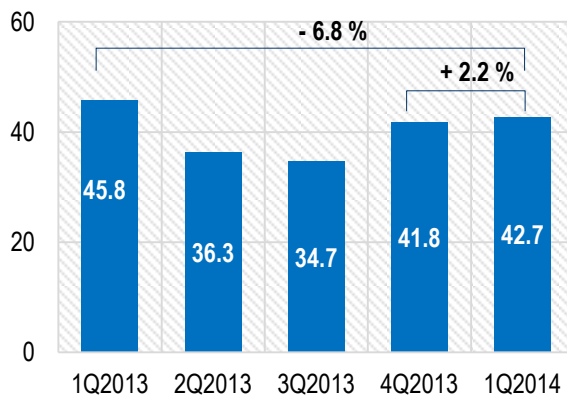
Gas Condensate, mln ton



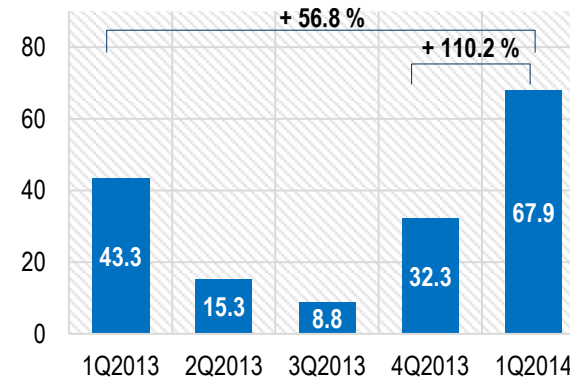
Crude Oil, mln ton



Electricity generation, bn kWh



Heat generation, mln Gcal



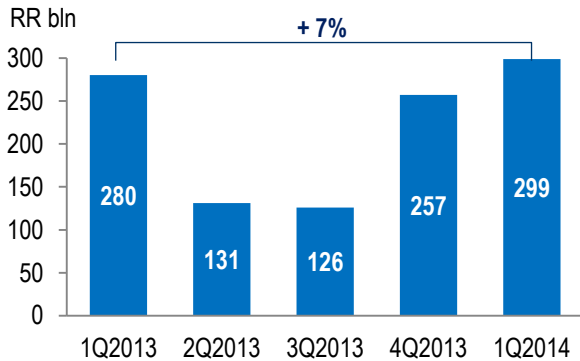
*Including Russian generating companies: Mosenergo, OGC-2, TGC-1
Calculations may diverge due to rounding.*

Bcm	1Q2013	1Q2014
Natural gas sources	218.2	213.4
Domestic gas production	183.1	180.5
Other sources including Central Asian and Azerbaijani gas	8.1	6.4
Gas withdrawn from underground storage in Russia, Latvia and Europe	25.3	24.3
Decrease in the amount of gas within the gas transportation system	1.7	2.2
Natural gas distribution	218.2	213.4
Domestic consumption	153.5	149.0
including needs of the gas transportation system and underground storages	12.2	10.4
Gas pumped into underground storages	0.1	0.2
Gas for LNG production	4.0	3.6
Foreign supplies ¹	43.7	44.3
FSU supplies (including The Republic of Ossetia and Georgia)	15.4	14.4
Increase in the amount of gas within the gas transportation system	1.4	1.9

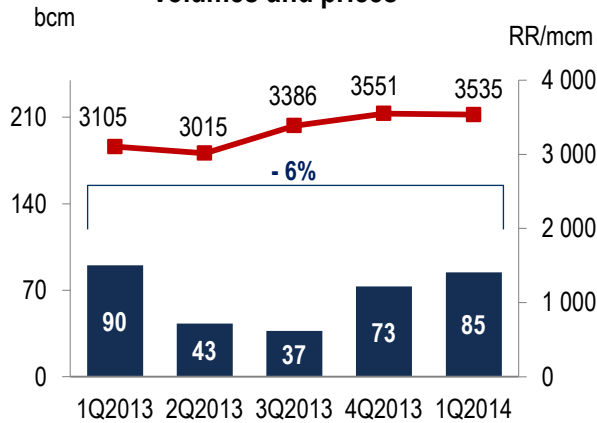
Source: Company operating data
 1. including Baltic States

Gas Sales in Russia

Net sales⁽¹⁾

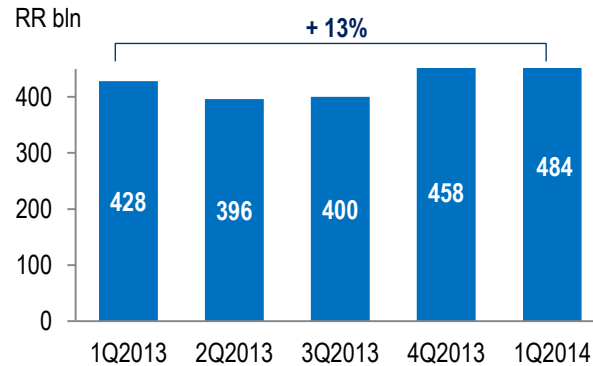


Volumes and prices

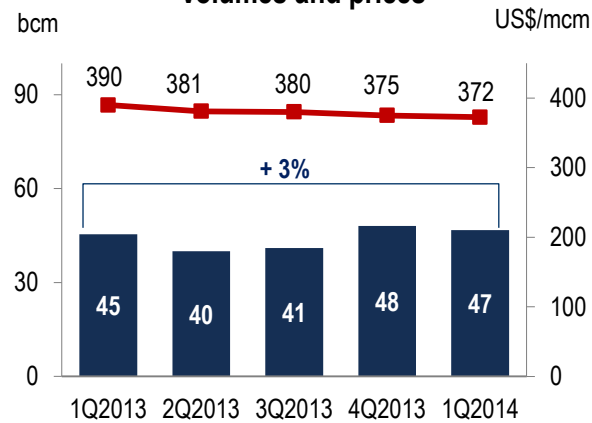


Gas Sales in Europe and Other Countries⁽²⁾

Net sales^(3,4)

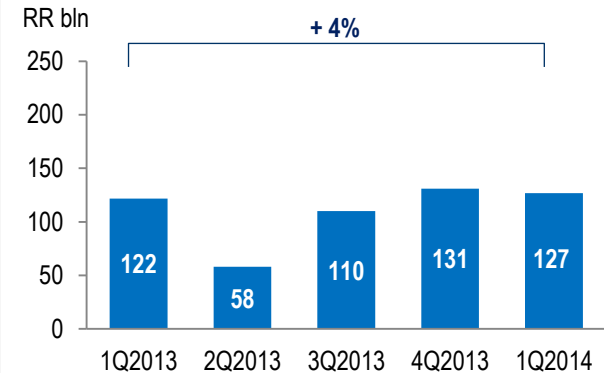


Volumes and prices

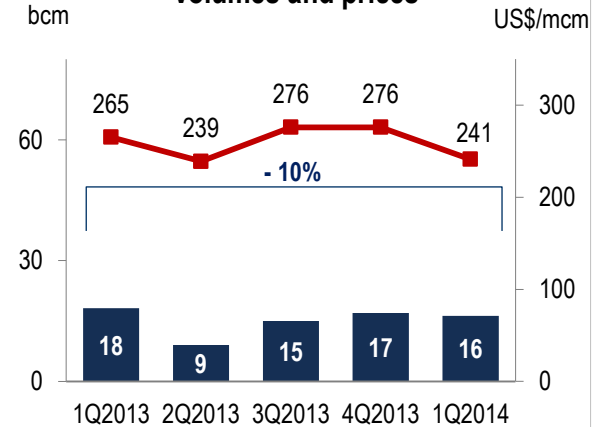


Gas Sales in FSU Countries

Net sales^(3,4)



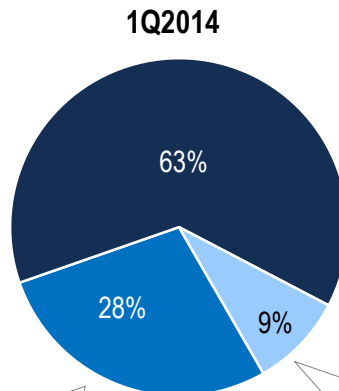
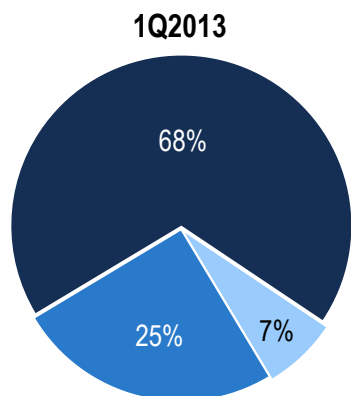
Volumes and prices



Calculations may diverge due to rounding.

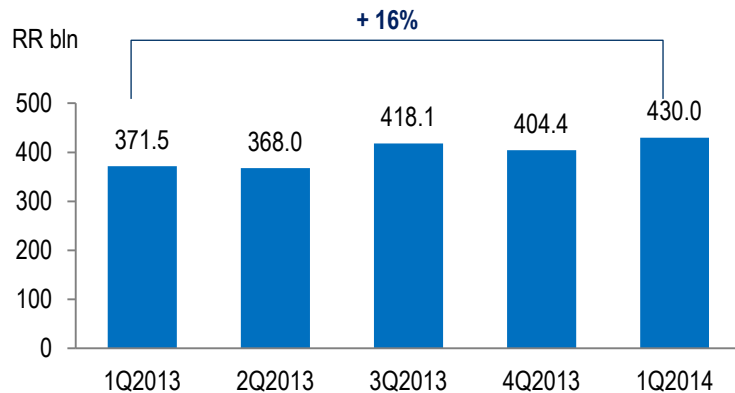
1. Net of value added tax (VAT); 2. Other countries include LNG sales to Japan, Korea and China; 3. VAT is not charged on sales to FSU, Europe and other countries; 4. Net of custom duties

Net Sales⁽¹⁾

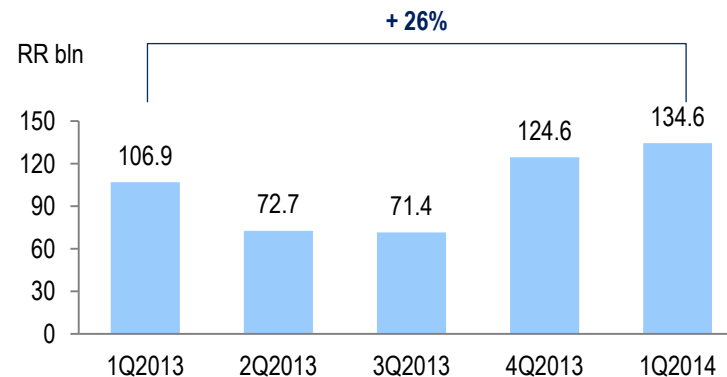


- Crude oil and gas condensate; refined products
- Gas business and other revenues
- Electric and heat energy

Crude Oil and Gas Condensate; Refined Products



Electric and Heat Energy

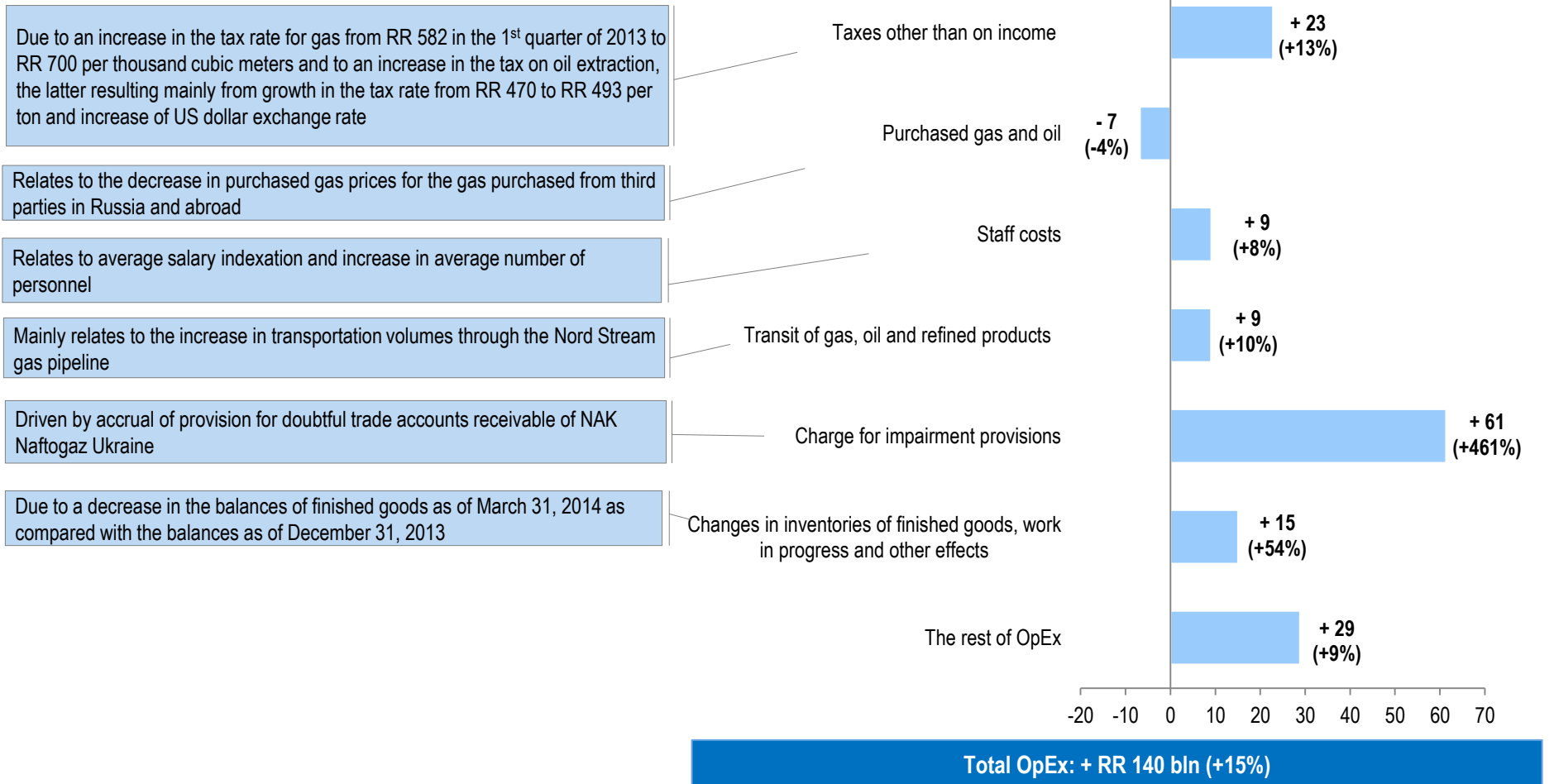


Calculations may diverge due to rounding. 1. Net of value added tax (VAT)

1Q2014 vs. 1Q2013

Changes of Operating Expenses Items

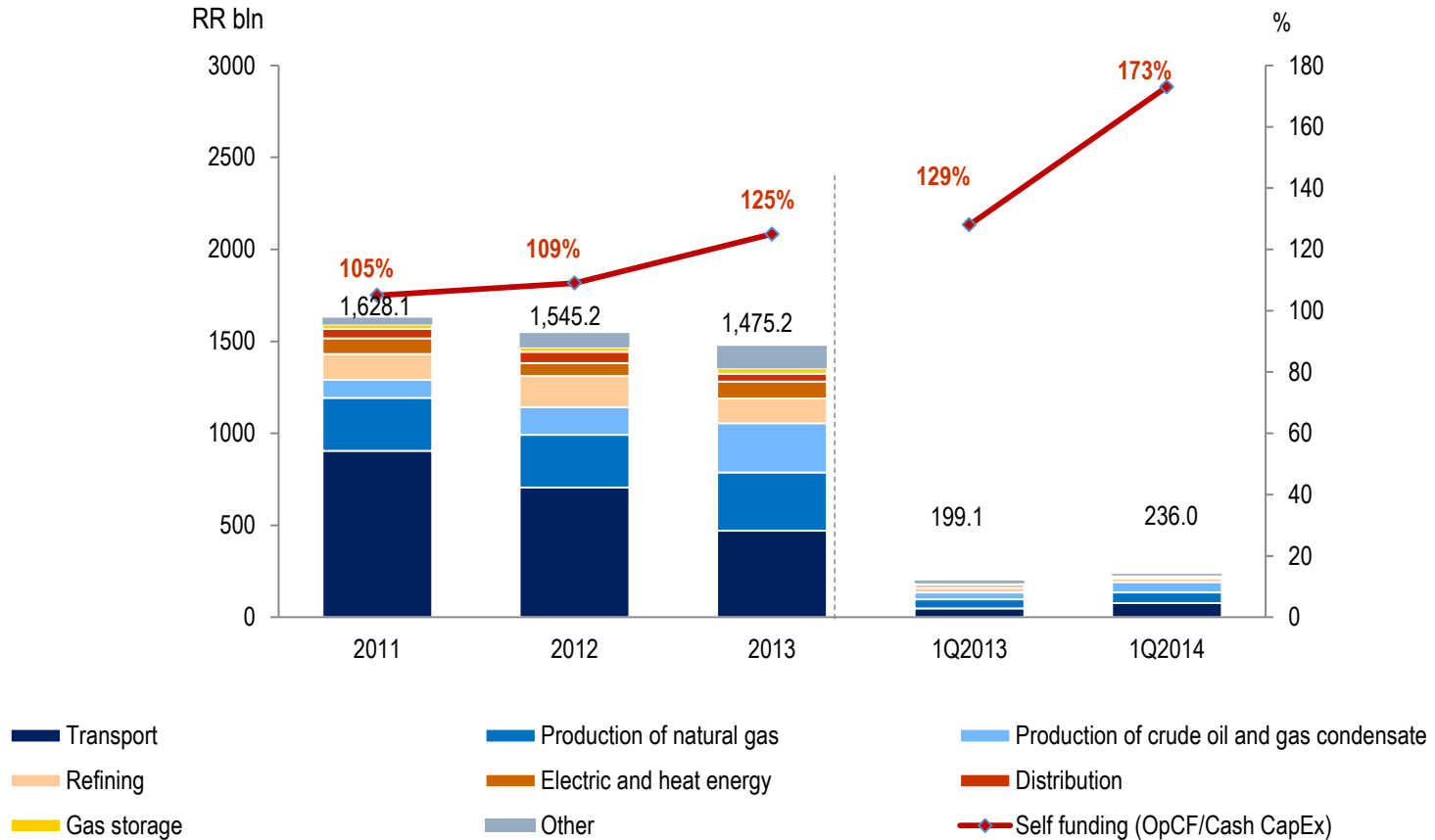
Main drivers of change



The rest of OpEx include: Depreciation; Repairs and maintenance; Electricity and heating expenses; Transportation services; Rental expenses; Insurance expenses; Social expenses; Derivatives losses; Research and development expenses; Processing services; Heat transmission; Cost of goods for resale, including refined products, Materials, Exchange rate differences on operating items, Other OpEx.

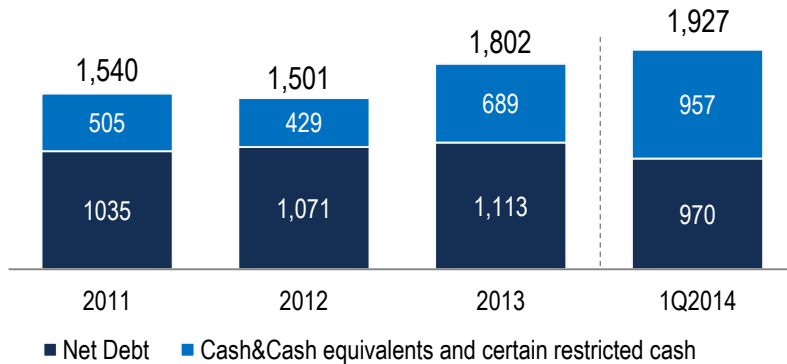
1Q2014 Total Changes in Working Capital	Decrease in accounts payable	RR (93) bn	RR 102 bn Positive impact on the company's operating cash flow during the period
	Increase in accounts receivable	RR (29) bn	
	Changes in taxes payable	RR 112 bn	
	Decrease in gas inventories	RR 67 bn	
	Decrease in cash in deposits	RR 30 bn	
	Other effects	RR 15 bn	

Gazprom Group's CapEx⁽¹⁾ & self funding⁽²⁾ position

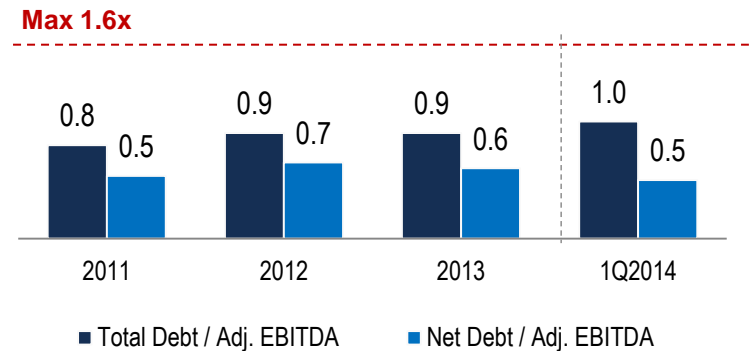


1. CapEx breakdown as provided in Management Discussion and Analysis of Financial Consolidation and Results of Operations
 2. Self funding = Net cash provided by operating activities / CapEx as provided in IFRS Consolidated Financial Statements

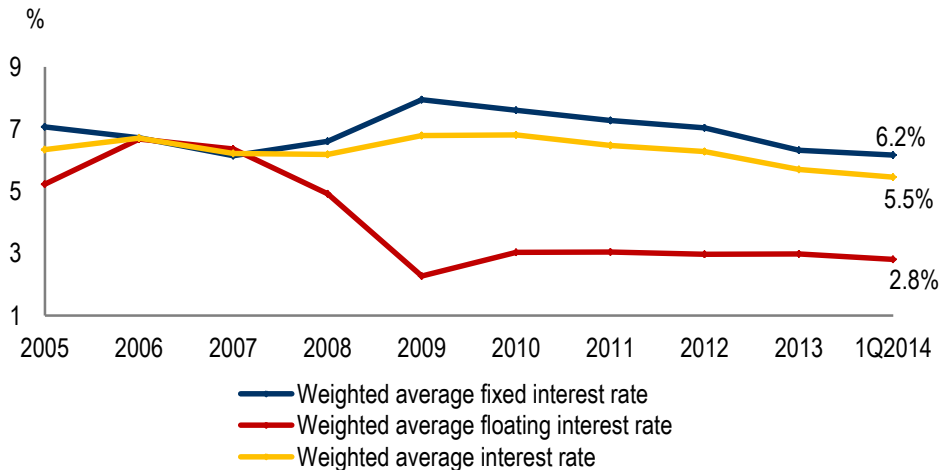
Total Debt ⁽¹⁾, RR bln



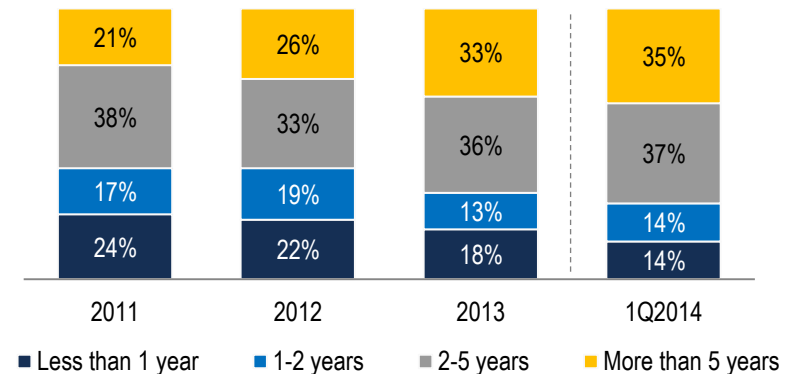
Credit metrics



Cost of debt financing ⁽²⁾



Debt maturity profile ⁽²⁾



1. Total debt: short-term borrowings and current portion of long-term borrowings, short-term promissory notes payable, long-term borrowings, long-term promissory notes payable and restructured tax liabilities
 2. Excluding promissory notes

Department for Finance & Economy

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