

Oil and Gas Undervalued in Lukoil and Gazprom

Summary and Recommendation

Contrarian-Buy Russian producers **Lukoil** (**LUKOY**) and **Gazprom** (**OGZPY**) offer the most appreciation potential in a rising market for oil and gas stocks subject to more stock price volatility in a declining market. Lukoil may be the most advanced energy company in the Russian Federation in adapting to market capitalism from the state dominated past. Gazprom's transformation proceeds as well though perhaps slowed by the public utility nature of its natural gas distribution business. Lukoil's McDep Ratio is the lowest in our coverage at 0.38 and Gazprom at 0.44 is not far from the lowest (see Tables 1-2 on page 2-3).

The stocks also register the lowest unlevered cash flow multiples (EV/Ebitda) at 2.2 and 2.5 times respectively (see <u>Table 3</u> on page 4). The denominator, Ebitda, is estimated before normal income tax, but after paying high mineral and excise taxes. The trend appears to be toward relaxation of tax to promote investment for growth. As a result, investors pay little in stock prices for current cash flow without any credit for future gains. Recent stock price trend matches the median for our Brazil/Russia/Australia/China group (see <u>Table 4</u> on page 5).

On the accounting side, Lukoil's allocation of cash flow to the production business has evolved to a more typical representation. Gazprom's high allocation of cash flow to marketing and other downstream businesses needs adjustment to estimate the components of present value (see tables Next Twelve Months Operating and Financial Results on pages 6-7). Lukoil just reported strong cash flow for the third quarter on November 25. Gazprom's results according to International Accounting are up-to-date through the second quarter, which it reported on November 9.

Concentrated on oil, Lukoil's commodity price opportunity is directly related to global prices that are quoted almost continuously. Concentrated on natural gas, Gazprom's commodity price opportunity is more complex. In Europe, the source of half the company's natural gas revenue, pricing goes up with oil. In Russia, natural gas price is progressing gradually toward market levels. A major growth prospect to sell natural gas to China remains stalled over pricing negotiations. A natural gas deal between China and Russia is too important for the parties not to reach agreement in the future. Futures prices for the next six years in North America settled on November 28 at \$92 a barrel and \$4.65 a million btu (see chart on page 7).

Finally, low McDep Ratios justify continuing investor patience, we believe. To hedge political risk, we suggest average sized positions in Lukoil and Gazprom in the McDep Energy portfolio rather than the overweight positions that low valuation might otherwise justify.

Kurt H. Wulff, CFA



				Table						
	M	cI	ep Lar	ge Cap	Energy S	Stocks				
	Geogra	ph	ic Dom	icile an	d Busines	s Segm	ents			
						D	. 4 Wl l	. C	1 (0/)	
			n :				nt Value by	Segmen	t (%)	
			Price	FT 7/	F	North	Rest			
	1 1/0		(US\$/sh)	EV/	Enterprise		of World	011		14.5
Symbol/Rating B = Buy, CB (see below)			28-Nov	Market	Value	Natural	Natural		Down-	McDe
	B (see bel	ow)	2011	Сар	(\$mm)	Gas	Gas	Prod'n	stream	Ratio
U.S. Integrated										
Exxon Mobil Corporation	XOM			1.20	439,000	9	19	57	15	0.71
ConocoPhillips	COP			1.46	132,000	14	11	58	17	0.66
Chevron Corporation	CVX	CB	95.77	1.13	215,000	3	10	78	9	0.59
Total or Median					786,000			58		0.66
Europe			_		_					
BG Group	BRGXF	_	20.01	1.23	84,000		34	46	21	0.83
Royal Dutch Shell plc	RDS-A			1.30	269,000	3	20	59	18	0.71
Statoil ASA (33%)	STO	CB		1.48	37,700		34	66	-	0.64
BP plc	BP		40.82	1.69	219,000	4	9	64	23	0.61
Total S.A.	TOT	CB	49.04	1.35	150,000		21	66	13	0.57
Total or Median					760,000			64		0.64
Brazil/Russia/Australia/China										
Woodside Petroleum Ltd.	WOPEY		32.34	1.26	32,000		64	36	-	0.76
CNOOC Limited (36%)	CEO		183.30	1.01	29,900		9	91	-	0.73
PetroChina Company Ltd (14%)				1.33	42,700		14	70	16	0.66
Petrobras	PBR	CB	25.56	1.39	229,000		8	77	15	0.49
Gazprom (50%)	OGZPY	CB	10.87	1.23	77,000		64	19	17	0.44
Lukoil Oil Company	LUKOY	CB	54.63	1.07	46,500			72	28	0.38
Total or Median					457,000			72		0.58
U.S. Independent										
Anadarko Petroleum Corp.	APC		75.77	1.50	56,500	38		59	3	0.89
Southwestern Energy Company	SWN		36.45	1.11	14,200	100			-	0.88
Chesapeake Energy Corp.	CHK		23.36	1.95	34,300	71		29	-	0.83
EOG Resources, Inc.	EOG	СВ		1.21	29,800	41	4	55	-	0.77
Occidental Petroleum Corp.	OXY			1.09	80,600	10	1	80	8	0.75
Devon Energy Corporation	DVN			1.24	31,300	55		45	-	0.59
Marathon Oil Corporation	MRO			1.28	23,700	7	4	89	-	0.54
Total or Median			2.50		270,000	·	,	55		0.77
Canada					,0					=,
Imperial Oil Limited (30%)	IMO	CB	40.07	1.15	11,800	3		86	11	0.68
Cenovus Energy Inc.	CVE			1.29	29,300	16		75	9	0.67
Penn West Exploration	PWE	J.D	17.06	1.50	12,000	16		84	-	0.65
EnCana Corporation	ECA	CB		1.77	24,200	89		11	-	0.54
Suncor Energy	SU			1.29	57,300	2		86	11	0.50
Canadian Oil Sands Limited	COSWF			1.16	10,700			100	-	0.40
Total or Median	205111	CD	10.73	1.10	145,000			85		0.60
Total of Median					145,000			0.5		0.00
Composite					2,418,000	9	15	62	14	0.62



			Table 2	2				
	McDep	Lar	rge Cap	Energy	Stocks			
N	et Pres	ent `	Value ar	nd McD	ep Ratio			
			Price			Net		
			(US\$/sh)		Market	Present	Debt/	
	Symbol/R		28-Nov	Shares	Cap	Value	Present	МсDep
B = Buy,	CB (see b	elow)	2011	(mm)	(US\$mm)	(US\$/sh)	Value	Ratio
U.S. Integrated								
Exxon Mobil Corporation	XOM	СВ	75.84	4,843	367,000	112.00	0.12	0.71
ConocoPhillips	COP	CB	67.27	1,345	91.000	119.00	0.21	0.66
Chevron Corporation	CVX	CB	95.77	1,999	191,000	170.00	0.07	0.59
Total or Median				,	649,000		0.12	0.66
Europe					,			
BG Group plc	BRGXF		20.01	3,412	68,300	25.00	0.16	0.83
Royal Dutch Shell plc	RDS-A	СВ	66.02	3,124	206,000	102.00	0.16	0.71
Statoil ASA (33%)	STO	СВ	24.22	1,050	25,400	44.00	0.21	0.64
BP plc	BP		40.82	3,170	129,000	85.00	0.25	0.61
Total S.A.	TOT	СВ	49.04	2,261	111,000	100.00	0.15	0.57
Total or Median				, .	540,000		0.16	0.64
Brazil/Russia/Australia/China					,			
Woodside Petroleum Ltd.	WOPEY		32.34	787	25,500	45.00	0.16	0.76
CNOOC Limited (36%)	CEO		183.30	162	29,600	250.00	0.01	0.73
PetroChina Company Ltd (14%)	PTR	СВ	125.27	256	32,100	210.00	0.17	0.66
Petrobras	PBR	СВ	25.56	6,465	165,300	62.00	0.14	0.49
Gazprom (50%)	OGZPY	СВ	10.87	5,750	62,500	28.00	0.08	0.44
Lukoil Oil Company	LUKOY	СВ	54.63	799	43,700	150.00	0.02	0.38
Total or Median					359,000		0.11	0.58
U.S. Independent					,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			
Anadarko Petroleum Corp.	APC		75.77	498	37,700	90.00	0.30	0.89
Southwestern Energy Company	SWN		36.45	350	12,800	42.00	0.09	0.88
Chesapeake Energy Corp.	CHK		23.36	753	17,600	33.00	0.40	0.83
EOG Resources, Inc.	EOG	СВ	95.59	258	24,600	130.00	0.13	0.77
Occidental Petroleum Corp.	OXY	СВ	90.63	813	73,700	123.00	0.06	0.75
Devon Energy Corporation	DVN	СВ	60.84	415	25,200	112.00	0.12	0.59
Marathon Oil Corporation	MRO	СВ	25.98	714	18,550	54.00	0.12	0.54
Total or Median					210,200		0.12	0.77
Canada								
Imperial Oil Limited (30%)	IMO	СВ	40.07	256	10,300	62.00	0.09	0.68
Cenovus Energy Inc.	CVE	СВ	30.08	758	22,800	49.00	0.15	0.67
Penn West Exploration	PWE		17.06	469	8,000	31.00	0.21	0.65
EnCana Corporation	ECA	СВ	18.57	738	13,700	46.00	0.24	0.54
Suncor Energy	SU	CB	27.98	1,582	44,300	64.00	0.11	0.50
Canadian Oil Sands Limited	COSWF	CB	18.95	485	9,200	52.00	0.06	0.40
Total or Median					108,000		0.13	0.60
CB=Contrarian Buy, Stock Price ma	y in down	rend c	ompared to	200-day av				2.00
McDep Ratio = Market cap and Deb								
Estimated present value presumes a						loas \$8 ar	nillion btu	



			Table 3					
Mo	Dep L	arg	e Cap I	Energy S	Stocks			
	_				on Yield			
			Price	Adjustd				Divd or
			(US\$/sh)	Resrvs/	PV/	EV/		Distrib
S	ymbol/Rat	ing	28-Nov	Prod	Ebitda	Ebitda	P/E	NTM
B = Buy, C	B (see bel	ow)	2011	NTM	NTM	NTM	NTM	(%)
U.S. Integrated								
Exxon Mobil Corporation	XOM	СВ	75.84	14.3	7.2	5.1	9	2.5
ConocoPhillips	COP	CB	67.27	12.6	7.5	4.9	8	3.9
Chevron Corporation	CVX	СВ	95.77	8.8	6.3	3.7	7	3.4
Total or Median	CVA	СБ	73.11	12.6	7.2	4.9	8	3.4
Europe				12.0	7.2	7.2	0	3.7
BG Group plc	BRGXF		20.01	16.8	9.7	8.0	14	1.1
BP plc	BP		40.82	11.4	7.1	4.3	5	4.1
Royal Dutch Shell plc	RDS-A	СВ	66.02	9.0	6.1	4.3	7	5.1
Statoil ASA (33%)	STO	CB	24.22	6.6	6.2	4.0	8	4.4
Total S.A.	TOT	СВ	49.04	9.9	6.9	3.9	6	6.2
Total or Median	101	СБ	47.04	9.9	6.9	4.3	7	4.4
Brazil/Russia/Australia/China				7.7	0.9	4.5	/	7.7
Woodside Petroleum Ltd.	WOPEY		32.34	20.6	8.8	6.7	11	3.4
Petrobras	PBR	СВ	25.56	13.6	9.6	4.7	6	4.9
PetroChina Company Ltd (14%)	PTR	CB	125.27	13.3	6.4	4.7	7	4.3
CNOOC Limited (36%)	CEO	СБ	183.30	6.9	5.3	3.9	7	3.5
Gazprom (50%)	OGZPY	СВ	10.87	30.2	5.8	2.5	4	2.8
Lukoil Oil Company	LUKOY	-	54.63	16.6	5.9	2.2	4	3.4
Total or Median	LUKUI	СБ	34.03	15.1	6.2	4.1	6	3.4
U.S. Independent				13.1	0.2	4.1	U	3.3
Southwestern Energy Company	SWN		36.45	7.2	12.3	10.8	21	
Chesapeake Energy Corp.	CHK		23.36	9.7	9.4	7.8	8	1.5
Anadarko Petroleum Corp.	APC		75.77	7.2	7.6	6.7	22	0.5
	EOG	CD	95.59	9.0	7.3	5.6	18	
EOG Resources, Inc. Occidental Petroleum Corp.	OXY	CB CB	90.63	11.1	7.3	5.3	10	0.7 2.0
Devon Energy Corporation	DVN	СВ	60.84	10.2	8.7	5.2	10	1.1
Marathon Oil Corporation	MRO	СВ	25.98	9.8	5.9	3.2	6	2.3
Total or Median	MKO	СБ	23.98	9.8	7.6	5.6	10	1.1
Canada				9.7	7.0	5.0	10	1.1
Imperial Oil Limited (30%)	IMO	СВ	40.07	42.1	12.1	8.2	12	1.1
Cenovus Energy Inc.	CVE	CB	30.08	21.3	12.1	7.7	21	2.6
EnCana Corporation	ECA	СВ	18.57	12.2	13.2	7.7	38	4.3
		СБ						
Penn West Exploration	PWE	CD	17.06	8.4	9.9	6.4	14	6.1
Suncor Energy Canadian Oil Sands Limited	SU	CB	27.98	24.5	9.4	4.7	8	1.5
	COSWF	CB	18.95	26.4 22.9	10.5	4.2	6	6.1
Total or Median	in downter	nd a	omnorod to		11.0	6.8	13	3.4
CB=Contrarian Buy, Stock Price may be						aistis m		
EV = Enterprise Value = Market Cap and								
and amortization; NTM = Next Twelve M				1, 2012; P/I	z = Stock Pri	ce to		
Earnings; PV = Present Value of oil and g				, , . / .				



U.S. Integrated Exxon Mobil Corporation ConocoPhillips Chevron Corporation Median Europe Statoil ASA (33%) BP plc Royal Dutch Shell plc Total S.A. BG Group plc Median	by Ent	_	Price (\$/sh) 28-Nov 2011 75.84 67.27 95.77	52Wk High 0.88 0.87 0.88 0.88			200 Day Avg. 0.96 0.95 0.95	McDep Ratio 0.71 0.66 0.59 0.66
U.S. Integrated Exxon Mobil Corporation ConocoPhillips Chevron Corporation Median Europe Statoil ASA (33%) BP plc Royal Dutch Shell plc Total S.A. BG Group plc Median	Symbol R XOM COP CVX STO BP RDS-A TOT	CB CB CB	Price (\$/sh) 28-Nov 2011 75.84 67.27 95.77	52Wk High 0.88 0.87 0.88 0.88	Enterprise 52Wk Low 1.11 1.10 1.17	Value/ 50 Day Avg. 0.99 0.99 0.96	0.96 0.95 0.95	0.71 0.66 0.59
U.S. Integrated Exxon Mobil Corporation ConocoPhillips Chevron Corporation Median Europe Statoil ASA (33%) BP plc Royal Dutch Shell plc Total S.A. BG Group plc Median	Symbol R XOM COP CVX STO BP RDS-A TOT	CB CB CB	Price (\$/sh) 28-Nov 2011 75.84 67.27 95.77	52Wk High 0.88 0.87 0.88 0.88	Enterprise 52Wk Low 1.11 1.10 1.17	Value/ 50 Day Avg. 0.99 0.99 0.96	0.96 0.95 0.95	0.71 0.66 0.59
U.S. Integrated Exxon Mobil Corporation ConocoPhillips Chevron Corporation Median Europe Statoil ASA (33%) BP plc Royal Dutch Shell plc Total S.A. BG Group plc Median	XOM COP CVX STO BP RDS-A TOT	CB CB CB	(\$\sh\) 28-Nov 2011 75.84 67.27 95.77	0.88 0.87 0.88 0.88	52Wk Low 1.11 1.10 1.17	50 Day Avg. 0.99 0.99	0.96 0.95 0.95	0.71 0.66 0.59
U.S. Integrated Exxon Mobil Corporation ConocoPhillips Chevron Corporation Median Europe Statoil ASA (33%) BP plc Royal Dutch Shell plc Total S.A. BG Group plc Median	XOM COP CVX STO BP RDS-A TOT	CB CB CB	28-Nov 2011 75.84 67.27 95.77	0.88 0.87 0.88 0.88	52Wk Low 1.11 1.10 1.17	50 Day Avg. 0.99 0.99	0.96 0.95 0.95	0.71 0.66 0.59
U.S. Integrated Exxon Mobil Corporation ConocoPhillips Chevron Corporation Median Europe Statoil ASA (33%) BP plc Royal Dutch Shell plc Total S.A. BG Group plc Median	XOM COP CVX STO BP RDS-A TOT	CB CB CB	28-Nov 2011 75.84 67.27 95.77	0.88 0.87 0.88 0.88	52Wk Low 1.11 1.10 1.17	50 Day Avg. 0.99 0.99	0.96 0.95 0.95	0.71 0.66 0.59
U.S. Integrated Exxon Mobil Corporation ConocoPhillips Chevron Corporation Median Europe Statoil ASA (33%) BP plc Royal Dutch Shell plc Total S.A. BG Group plc Median	XOM COP CVX STO BP RDS-A TOT	CB CB CB	75.84 67.27 95.77	0.88 0.87 0.88 0.88	1.11 1.10 1.17	Avg. 0.99 0.99 0.96	0.96 0.95 0.95	0.71 0.66 0.59
Exxon Mobil Corporation ConocoPhillips Chevron Corporation Median Europe Statoil ASA (33%) BP plc Royal Dutch Shell plc Total S.A. BG Group plc Median	COP CVX STO BP RDS-A TOT	CB CB	67.27 95.77 24.22	0.88 0.87 0.88 0.88	1.10 1.17	0.99 0.96	0.96 0.95 0.95	0.66
Exxon Mobil Corporation ConocoPhillips Chevron Corporation Median Europe Statoil ASA (33%) BP plc Royal Dutch Shell plc Total S.A. BG Group plc Median	COP CVX STO BP RDS-A TOT	CB CB	67.27 95.77 24.22	0.87 0.88 0.88	1.10 1.17	0.99 0.96	0.95 0.95	0.66 0.59
ConocoPhillips Chevron Corporation Median Europe Statoil ASA (33%) BP plc Royal Dutch Shell plc Total S.A. BG Group plc Median	COP CVX STO BP RDS-A TOT	CB CB	67.27 95.77 24.22	0.88	1.17	0.96	0.95	0.59
Chevron Corporation Median Europe Statoil ASA (33%) BP plc Royal Dutch Shell plc Total S.A. BG Group plc Median	STO BP RDS-A TOT	СВ	95.77	0.88				
Median Europe Statoil ASA (33%) BP plc Royal Dutch Shell plc Total S.A. BG Group plc Median	STO BP RDS-A TOT	СВ	24.22		1.11	0.99	0.95	0.66
Europe Statoil ASA (33%) BP plc Royal Dutch Shell plc Total S.A. BG Group plc Median	BP RDS-A TOT			0.07				0.00
Statoil ASA (33%) BP plc Royal Dutch Shell plc Total S.A. BG Group plc Median	BP RDS-A TOT			0.07				
BP plc I Royal Dutch Shell plc I Total S.A. I BG Group plc I Median	BP RDS-A TOT			0.87	1.14	1.01	0.98	0.64
Royal Dutch Shell plc I Total S.A. I BG Group plc I Median	RDS-A TOT	CB	40.82	0.89	1.12	1.00	0.97	0.61
Total S.A. BG Group plc I Median	TOT		66.02	0.88	1.10	0.98	0.96	0.71
BG Group plc I		СВ	49.04	0.81	1.16	1.00	0.93	0.57
Median	$\Delta N U \Delta \Gamma$		100.05	0.80	1.11	0.97	0.91	0.83
				0.87	1.11	1.00	0.96	0.65
Brazil/Russia/Australia/China								
	PTR	СВ	125.27	0.83	1.09	1.00	0.94	0.66
	LUKOY		54.63	0.73	1.17	1.00	0.88	0.38
	CEO		183.30	0.68	1.29	1.03	0.86	0.73
` '	PBR	СВ	25.56	0.67	1.16	1.01	0.84	0.49
	OGZPY	_	10.87	0.67	1.20	1.01	0.84	0.44
	WOPEY		32.34	0.67	1.09	0.94	0.81	0.76
Median				0.67	1.16	1.01	0.85	0.58
U.S. Independent								
	APC		75.77	0.92	1.20	1.01	1.00	0.89
	EOG	СВ	95.59	0.82	1.33	1.07	0.96	0.77
	OXY	СВ	90.63	0.78	1.32	1.05	0.95	0.75
	SWN		40.38	0.76	1.16	0.95	0.91	0.88
	СНК		23.36	0.78	1.05	0.93	0.87	0.83
	DVN	СВ	60.84	0.70	1.15	0.98	0.83	0.59
23 .	MRO	СВ	25.98					0.54
Median				0.78	1.18	1.00	0.93	0.77
Canada								
	IMO	СВ	40.07	0.75	1.21	1.02	0.90	0.68
	CVE	СВ	30.08	0.78	1.08	0.93	0.88	0.67
	PWE		17.06	0.68	1.22	1.01	0.84	0.65
	SU	СВ	27.98	0.64	1.18	0.96	0.80	0.50
	ECA	CB	18.57	0.66	1.03	0.95	0.78	0.54
	COSWF		18.94	0.57	1.09	0.92	0.73	0.40
Median				0.68	1.18	0.96	0.84	0.65



			Lukoil O	il Compan	y				
	Next T	welve Mo	nths Opera	ting and F	inancial 1	Estimates			
			_	_					Next
									Twelve
	Q3	Q3	Q4E	Year	Q1E	Q2E	Q3E	Q4E	Months
	9/30/10	9/30/11	12/31/11	2011E	3/31/12	6/30/12	9/30/12	12/31/12	12/31/12
Volume									
Natural gas (bcf)	161	157	157	643	155	155	157	157	624
Natural Gas (mmcfd)	1,746	1,704	1,704	1,760	1,704	1,704	1,704	1,704	1,704
Days	92	92	92	365	91	91	92	92	366
Oil (mmb)	178	168	168	672	166	166	168	168	667
Oil (mbd)	1,934	1,823	1,823	1,841	1,823	1,823	1,823	1,823	1,823
Price									
Natural gas (\$/mcf)	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Oil (\$/bbl)									
WTI Cushing	76.08	89.76	93.81	95.06	98.16	98.29	97.60	96.74	97.70
Lukoil export	75.55	111.43	103.19	107.76	107.98	108.12	107.36	106.41	107.46
NY Harbor 3-2-1 (\$/bbl)	8.31	35.09	21.60	25.52	14.44	17.89	16.55	12.78	15.42
Revenue (\$mm)	0.00					-,,,,,			
Natural Gas	161	157	157	643	155	155	157	157	624
Oil	13,442	18,689	17,307	72,391	17,912	17,936	18,007	17,847	71,702
Other	13,075	15,874	15,874	59,892	15,874	15,874	15,874	15,874	63,498
Total	26,517	34,563	33,339	132,440	33,942	33,966	34,038	33,878	135,823
Ebitda (\$mm)	,	,		,		,,	,	,	
Exploration and Production	3,145	3,308	3,342	13,828	3,457	3,462	3,475	3,445	13,839
Other	1,465	1,462	1,436	6,485	1,568	1,952	2,044	1,436	7,000
Total Ebitda	4,609	4,770	4,777	20,313	5,025	5,414	5,519	4,881	20,839
Exploration	29	196	196	505	196	196	196	196	784
Deprec., Deplet., & Amort.	1,054	1,137	1.137	4,482	1,137	1,137	1,137	1,137	4,548
Ebit	3,526	3,437	3,444	15,326	3,692	4.081	4.186	3.548	15,507
Interest	144	58	58	306	58	58	58	58	230
Ebt	3,382	3,379	3,387	15,020	3,635	4,023	4,129	3,490	15,277
Income Tax	564	1,118	782	3,353	839	929	953	806	3,527
Net Income (\$mm)		1,110	.02	0,000	007	,_,	700	000	0,02.
Exploration and Production	1,895	2,251							
Other	645	368							
Unallocated	278	(358)							
Total	2,818	2,261	2,605	11,667	2,795	3,094	3,176	2,684	11,750
Shares (millions)	814	799	799	796	799	799	799	799	799
Per share (\$)	3.46	2.83	3.26	14.66	3.50	3.87	3.97	3.36	14.71
Ebitda Margin (E&P)	23%	18%	19%	19%	19%	19%	19%	19%	19%
Tax Rate	17%	33%	23%	22%	23%	23%	23%	23%	23%



			Ga	zprom					
		Oper	ating and	Financial 1	Results				
									Next
									Twelve
	Q1	Q2	Q3E	Q4E	Year	Q2E	Q3E	Q4E	Months
	3/31/11	6/30/11	9/30/11	12/31/11	2011E	6/30/12	9/30/12	12/31/12	12/31/12
Volume									
Natural gas (bcf)	5,048	4,554	3,671	5,048	18,321	4,554	3,671	5,048	18,321
Natural Gas (bcfd)	56.1	50.0	39.9	54.9	50.2	50.0	39.9	54.9	50.1
Days	90	91	92	92	365	91	92	92	366
Oil (mmb)	75.6	77.7	77.0	76.3	307	77.7	77.0	76.3	307
Oil (mbd)	840	854	837	829	840	854	837	829	840
Total gas & oil (bcf)	5,502	5,020	4,133	5,506	20,160	5,020	4,133	5,506	20,165
Total gas & oil (mbd))	10,188	9,194	7,488	9,974	9,206	9,194	7,488	9,974	9,183
Price									
Henry Hub (\$/mmbtu)	4.11	4.32	4.19	3.55	4.04	3.64	3.76	3.99	3.74
Natural gas (RR/cm)	4.88	5.51	6.75	6.27	5.85	6.27	6.27	6.27	6.27
Rubles/Dollar	29.23	27.99	29.17	31.38	29.44	31.38	31.38	31.38	31.38
Natural gas (\$/cm)	167	197	197	197	189	197	197	197	197
Natural gas (\$/mcf)	4.73	5.57	5.57	5.57	5.36	5.57	5.57	5.57	5.57
Oil (\$/bbl)									
WTI Cushing	94.10	102.55	89.76	93.81	95.06	98.29	97.60	96.74	97.70
Urals c.i.f. Med	102.67	113.75	111.43	103.19	107.76	108.12	107.36	106.41	107.47
Total gas & oil (\$/mcf)	197	216	201	197	811	206	205	203	821
Revenue (RUB billion)									
Natural Gas	698	711	597	883	2,893	797	642	883	3,205
Oil	227	247	250	247	973	264	259	255	1,037
Other	1,120	814	814	814	3,561	814	814	814	3,255
Total	1,317	1,030	1,015	1,011	4,373	1,020	1,019	1,017	4,075
Expense	751	537	542	540	2,369	545	544	543	2,176
Ebitda (RUB billion)									
Exploration and Production	73	117	97	95	381	99	99	98	394
Other	493	376	376	376	1,622	376	376	376	1,505
Total Ebitda	566	493	473	471	2,003	476	475	474	1,900
Deprec., Deplet., & Amort.	116	114	114	114	458	114	114	114	456
Other non cash	(80)								
Ebit	602	379	359	357	1,697	362	361	360	1,444
Interest	20	(1)	15	15	49	15	15	15	60
Ebt	582	380	344	342	1,648	347	346	345	1,384
Income Tax	113	76	76	75	340	76	76	76	304
Net Income (RUB billion)	469	304	269	267	1,309	270	270	269	1,080
Shares (billions)	46.0	46.0	46.0	46.0	46.0	46.0	46.0	46.0	46.0
Per share (RUB)	10.20	6.62	5.84	5.80	28.45	5.88	5.87	5.85	23.48
Ebitda Margin	37%	54%	48%	48%	47%	48%	48%	48%	48%
Tax Rate	19%	20%	22%	22%	21%	22%	22%	22%	22%

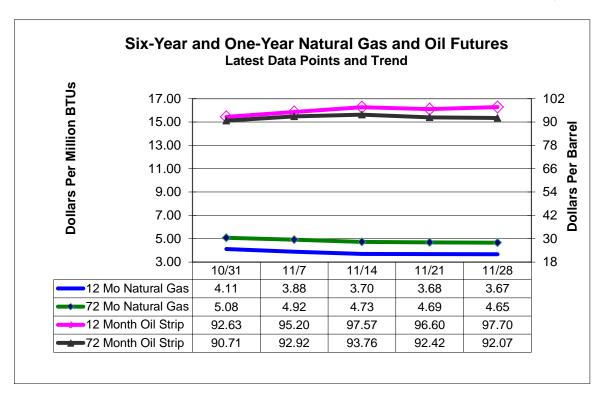


		Index of Ro	ecent Research
Stock	Ideas		
Date	Symbol	Subject	Theme
	COSWF	Canadian Oil Sands Limited	Dividend Obstacle Removed
23-Nov		Whiting Petroleum	North Dakota Shale Oil (Income and Small Cap Weekly)
22-Nov		Exxon Mobil	Stash Your Cash in ExxonMobil Stock (Meter Reader)
	DMLP	Dorchester Minerals, L.P.	Insider Accumulation (Income and Small Cap Weekly)
	CVE, IMO, SU,		Buy Canadian Oil on U.S. Presidential Disappointment (MR)
	DVN, EOG, OX		U.S. Independent Shale Buys (Meter Reader)
	NDRO	Enduro Royalty Trust	New Bottom Line Cash Payer (Income and Small Cap Weekly)
1-Nov		Royal Dutch Shell plc	Raise NPV to \$102 from \$96 on Reappearing Luster (MR)
	ECA, PBR	Encana, Petrobras	Most Out-of-Favor Buys (Meter Reader)
19-Oct	-	PDC Energy	Returning to Appalachian Roots (ISCW)
	APC, BP	Anadarko Petroleum, BP plc	Settle Oil Spill Dispute (Meter Reader)
14-Oct		Enerplus Corporation	Marcellus, Bakken and Canada with 8% Income (ISCW)
3-Oct	STO	Statoil	Giant North Sea Oil Discovery (Meter Reader)
7-Oct	BIREF	Birchcliff Energy	Seeks Offers to Acquire the Company (ISCW)
	RRC, WLL, XE		5 Ideas from IPAA San Francisco
	SJT, HGT	San Juan Basin RT, Hugoton RT	
		BR, DMLP, CRT	Volume Upside in Top Line Cash Payers (Income and Small Ca
13-Sep		EOG Resources	Horizontal Leads Renewed U.S. Oil Growth (Meter Reader)
6-Sep	LUKOY	Lukoil	Capitalist Success with Upside (Meter Reader)
2-Sep	XEC	Cimarex Energy	Solid Company, Bouncy Stock (Income and Small Cap Weekly
30-Aug	-	PetroChina	China Growth at Low Stock Market Value (Meter Reader)
9-Aug	HK	Petrohawk	Discontinue on Pending Acquisition at NPV Premium (ISCW)
9-Aug	RRC	Range Resources	Raise NPV to \$70 from \$60 a Share (Income and Small Cap)
2-Aug	CVX	Chevron	Raise NPV to \$170 from \$154 on Cash Flow Margin
2-Aug	TOT	Total	Lower NPV to \$100 from \$111 on Cash Flow Margin (MRead
19-Jul	COP	ConocoPhillips	Downstream Spinoff Promises to Unlock Value (Meter Reade
5-Jul	DVN	Devon Energy	Thermal Oil Growth in Canada (Meter Reader)
	WOPEY	Woodside Petroleum	Remove Buy on Costs and Delay (Meter Reader)
	PEYUF	Peyto Exploration	Update Growth (Income and Small Cap)
1, 0411			, click on Stock Ideas, click on stock by name.
			,
Meter	Reader		
22-Nov	XOM	Exxon Mobil	Stash Your Cash in ExxonMobil Stock
15-Nov	CVE, IMO, SU,	COSWF	Buy Canadian Oil Producers on U.S. Presidential Disappointme
8-Nov	DVN, EOG, OX	YY, MRO	U.S. Independent Shale Buys
1-Nov	RDS	Royal Dutch Shell plc	Raise NPV to \$102 from \$96 on Reappearing Luster
	For earlier ed	itions, go to mcdep.com, click on Mo	eter Reader.
Incom	e and Small C	an Weekly	
23-Nov		Whiting Petroleum	North Dakota Shale Oil
	DMLP	Dorchester Minerals, L.P.	Insider Accumulation
11-Nov		Soldiester Millertus, L.I .	Oil and Gas Investing under Uncertainty
4-Nov	NDRO	Enduro Royalty Trust	New Bottom Line Cash Payer
. 1101		itions, go to mcdep.com, click on En	
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Indust	ry Ideas		
10-Oct	China Buys Mo	re Oil and Gas in Canada	Sinopec Bids for Daylight Energy



DEP Meter Reader

A Weekly Analysis of Large Cap Oil and Gas Stocks November 29, 2011



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