OZNA is a large Russian multi profile company. It specializes in manufacturing of equipment and rendering of services for oil-gas field construction. The company carries out all complex of works – from development of design documentation to putting the systems into operation and further maintenance.

OZNA successfully implements projects within the frame of construction of the Russian largest fields, reconstruction (workover) of oil main transportation system, implements joint projects with the companies of CIS countries and far abroad.

OZNA offers integrated solutions for the oil & gas industry:
→ designing, construction of oil-gas facilities
→ manufacture and maintenance service of oil-gas equipment
→ Engineering in the field of oil, gas and water metering
→ equipment for oil and gas treatment
→ development of automatic process control systems
**Company Mission:**
Uniting people, technologies and solutions, we create values and aspire to leadership.

**Company Vision:**
- Uniqueness of clients – each solution corresponds to Your requirements.
- The efficient time-proved partnership. We aspire to long-term cooperation with all the clients.
- We provide client with effective solutions.
Company advantages:

- Leader on the oil & gas equipment manufacturing market.
- Integrator of best solutions optimal on technical level and quality
- Partnership with international manufacturers
- Individual approach to each client and each project
- Active investment and innovation policy
- Modern industrial manufacture
1953  The first set of facilities of the Oktyabrskiy mechanical repair factory was launched.

1958  Factory “Nefteavtomatika” producing control instruments and means of automation is built in the town of Oktyabrskiy.

1950s  The factories produce equipment for Bashkiria’s oil industry; from the middle of the 1960s they started supplying products to Western Siberia.

1983  A single enterprise – the Oktyabrskiy Factory of Automated Equipment and Control Instruments was established by decree of the USSR’s Ministry of the Oil Industry.

1994  "OZNA-service" enterprise started work.

1996  The company was reformed into JSC "Stock company OZNA".

2004  Research-and-Production Enterprise “OZNA-Engineering” was established to carry out oil metering unit projects.

2004  Creation of corporate strategy stipulating for the expansion of OZNA’s activity and provision of complex solutions for the oil and gas industry.

2006  A management company was established as a sole managing body of the whole holding.

2007  Natural Resources Management Institute became a part of “OZNA” Company; in year 2010 it was renamed into CJSC “OZNA-Project”.

2011  LLC “OZNA-Metering Systems” was founded by separating of the measurement business from JSC OZNA.
Enterprises of the Company are located on the territory of three Federal Districts of the Russian Federation: the Central FD, the Volga FD and the Ural FD. OZNA’s products are being supplied to virtually all oil and gas regions of the country, including West and East Siberia, industrial centers of the Ural and the Volga region, as well as former Soviet States: Belarus, Kazakhstan, Ukraine, and far abroad: Serbia.
Staff number of the Company (as per 31.12.2012):
more than 3 340 people

Total square occupied with manufacture:
more than 220 000 sq.meters

Square of manufacturing facilities without consideration of storehouse facilities:
over 110 000 sq.meters
Key figures

Revenue dynamics in 2008 – 2012, million rubles

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (in million rubles)</th>
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<tbody>
<tr>
<td>2009</td>
<td>5,602</td>
</tr>
<tr>
<td>2010</td>
<td>5,500</td>
</tr>
<tr>
<td>2011</td>
<td>8,500</td>
</tr>
<tr>
<td>2012</td>
<td>8,900</td>
</tr>
<tr>
<td>2013*</td>
<td>9,500</td>
</tr>
</tbody>
</table>
Structure of Client’s Portfolio in year 2012

- Bashneft: 21%
- Rosneft: 20%
- Lukoil: 13%
- TNK-BP: 8%
- Surgutneftegaz: 7%
- CPC: 7%
- Gazprom neft: 6%
- Small Oil Companies: 6%
- Export: 4%
- Others: 3%
- Russneft: 1%
- GAZPROM: 1%
- Transneft: 1%
- Slavneft: 1%
- Tatneft: 0.2%
OZNA Company
Complex solutions for oil-and-gas industry

Designing of oil-and-gas field facilities
- CJSC «OZNA-Project»
  - JSC «Stock company «OZNA»
  - CJSC «OZNA-Metering systems»
  - LLC «OZNA-OMZ»

Manufacture of oil field equipment

Engineering services, automation of oil-and-gas facilities
- LLC «NPP OZNA-Engineering»

Service support
- LLC «Service company OZNA»
OZNA” Company has technical capacities to manufacture almost whole complex of ground support equipment for oil-gas condensate fields in the midstream segment.

The company manufactures:
- over 50 types of oilfield equipment
- over 30 items of spare parts for drilling pumps of Russian and foreign production.

Personnel:
- product design engineers – 115 people.
- primary production personnel – in excess of 2500.
Products and services:

Pumping and Compression Equipment:
- Water Injection Pumping Stations.
- Pumping Stations of Various Application (oil transfer, water transfer, foam fire-extinguishing).
- Compression stations.
- Multiphase pumping stations.

Serial Equipment:
- Water Injection Distribution Manifolds.
- Chemical Injection Systems.

Metering systems:
- Separator-based metering units.
- Multiphase products and services, based on the Vx technology.

Services on the start-up and maintenance of separator-based products.
Services on industrial well tests using mobile separator units.
Services on repairing and retrofitting of metering units.

Metering units for oil, gas and water:
- Systems for measuring quantity and quality parameters of oil, oil products, water and gas.

Spare parts for Well Metering Skids
Spare Parts for Drilling Equipment
OZNA’s engineering services include development of new systems of equipment and Automatic Process Control System with regard to the metering of oil, oil products, water and gas. OZNA is the second largest Russian enterprise delivering to the domestic market the systems for measuring oil quantity and quality parameters (LACT) – sophisticated complex of the metrological, processing and electrotechnical equipment.

Feature of the company’s operations is development of unique technologies for fields with their individual characteristics and with consideration of all the requirements of customer.

Personnel: :

→ primary production personnel, including technical engineering personnel – 134 people
Products and services:

- Manufacture of systems for measuring of oil quantity and quality parameters for automated oil metering (LACT).
- Designing and delivery of oil-gas treatment facilities.
- Automatic Process Control System for oil production, power industry and petroleum chemistry.
- Construction, assembly and commissioning operations.
Service division of “OZNA” company covers whole complex of main contract works: from development of project-designing documentation and design estimate documentation, Procurement and assembling of equipment and instruments, Development of application software for commissioning operations, start-up and further maintenance service.

The service division has technical capacities and qualified personnel to render the services in all oil-and-gas regions of Russia and CIS countries.

Personnel:
- technical engineering personnel – 130 people
- production workers – 131 people
Maintenance service

Provided services:

- construction and assembly works, commissioning operations of automation systems, control instrumentation, executive units;

- maintenance of systems for measuring quantity and quality parameters of oil/oil products SIKN, SIKNS, SIKNP, gas metering units, Automatic Process Control Systems and Control instrumentation (middle and upper level);

- maintenance service of automation systems, control instrumentation, measuring instruments, security and fire alarm system, power facilities, metrological support;

- assembly and commissioning works on electrical equipment. Carrying out measurements in electric installations, tests by the increased voltage. Installation, commissioning, maintenance service of relay protection devices, control circuits, alarm system, automatic equipment and electroheating systems (THERMON, TYCO, ETIREX S.A., KLOPPER, ETIREX).
OZNA Company’s specialists participate in development of General layouts and design estimate documentation of pads and separate areas on the large and middle-size fields of Tyumen region (Samotlorsky, Priobsky, Lyantorsky, Mamontovsky, Purovsky, Kechimovsky, Nivagalsky and others).

In the Company’s designing division there are qualified specialists and technical capacities for fulfillment of engineering surveys: geodetic, geological and hydro-meteorological surveys. Specialists of the division constantly carry-out designer’s supervision over the construction.

Personnel:
- in the field of designing – 42
- in the field of the engineering surveys – 20
- in the field of ecology and land arrangement – 8.
Our Services:

- Construction-engineering survey
- Architectural and construction works
- Ecology and land arrangement
- Automatic Process Control System, communication and power supply
- Designing of wells
- Water supply, drainage, heating system and ventilation
Vankor

OZNA participates in the implementation of the largest project – Vankor oil-and-gas field construction. The company has supplied to the Rosneft almost all range of produced equipment, including head and final pumping stations for the Vankor-Purpe oil pipeline, metering units, oil metering units, reservoir pressure maintenance systems, flare and fuel gas metering, Automatic Process Control Systems, technological blocks.

Today OZNA carries-out commissioning, erection supervision, construction and assembly works not only start-up and contract supervision work as well as construction and assembly work in a quality of general contractor.
Oil metering units

The company's specialists have fulfilled over 100 projects with regard to manufacture of oil, oil products, gas and water metering systems, which resulted in a large experience in this area.

OZNA company is one of the general contractors of JSC AK Transneft for manufacturing of Oil Metering units as part of modernization of the Oil Trunk Transport system in Russia.

Metering units manufactured by “OZNA-Engineering” are delivered to the Vankor field of “Rosneft” and to the fields of other petroleum companies.
Pumping stations

“OZNA” Company manufactures water injection pumping stations and transfer pumping stations since 1970s. OZNA’s pumping equipment successfully operates on the most of the oil-and-gas fields of Russia and CIS-countries.

In 2008 for the Yuzhno-Khulchuya field OZNA manufactured a water injection pumping station on which the oil pumping is controlled with a variable drive;

for OJSC “Surgutneftegaz” a water injection pumping station was manufactured with horizontal pumps; for Kozhasay field (Kazakhstan) a unique water injection pumping station was manufactured with capacity of more than 4000 cubic meters per day with maximum head of more than 2000 meters.
Large implemented projects

**Metering systems**

OZNA is the leader in manufacturing of equipment for measuring of oil well production rate.

In 2011 the Company manufactured more than 800 metering units, which is the most significant result for the last years.

Large lots of metering units have been delivered to the oil companies “Surgutneftegaz”, “LUKOIL”, “Gazprom neft”, “Rosneft” and “RN-Yuganskneftegaz”.

“OZNA Vx” multiphase metering unit created on the basis of the separator-free technology was successfully tested in operation. The first one was shipped to OJSC “LUKOIL”.
Large implemented projects

Maintenance service

Yuzhni-Khylchiya (Nenets Autonomous Okrug)

Put into operation over 20 field facilities, including new water injection pumping station 34500-1900 manufactured by JSC “SC OZNA”.

Priobsky field (Khanty-Mansi Autonomous Okrug)

Put into operation over 10 facilities for “RN-Yuganskneftegaz” LLC, among which a transfer pumping station, three water injection pumping stations, oil gathering stations, water pumping stations, Water Injection Distribution Manifolds, oil metering units etc.

Verkhnechonsk field

Carried-out commissioning works and put into operation a water injection pumping station and 9 metering units “OZNA-Massomer”. The equipment was assembled within the shortest time period and with high quality.

Vankor field

Carried-out commissioning, electrical installation and erection supervision work on the head and final pumping stations of the Vankor-Purpe oil pipeline, water injection pumping stations for UPSV-Yug, 12 technological metering units on pads.
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Thank you for your attention!