

MARKETING OF OIL, PETROLEUM PRODUCTS AND PETROCHEMICALS

Crude oil sales

	2002	2003	2004	2005	2006
			mIn USD		
Export and sales on international markets	4,336	6,844	10,940	16,367	17,649
<i>Including export and sales to near-abroad countries</i>	165	433	602	778	790
Domestic sales	469	374	181	120	376
Total	4,805	7,218	11,121	16,487	18,025
			th. tons		
Export and sales on international markets	26,951	37,751	46,030	45,916	41,017
<i>Including export and sales to near-abroad countries</i>	1,872	4,069	4,076	3,254	2,958
Domestic sales	7,724	5,979	1,637	672	1,823
Total	34,675	43,730	47,667	46,588	42,840
Export of crude oil using Transneft export routes	30,751	32,763	38,909	38,529	41,478
Export of crude oil bypassing Transneft	3,476	5,367	7,389	7,288	2,655
Total crude oil exports from Russia	34,227	38,130	46,298	45,817	44,133

Realized average sales price, USD per ton

	2002	2003	2004	2005	2006
Export and sales on international markets	160.9	181.3	237.7	356.5	430.3
<i>Including export and sales to near-abroad countries</i>	88.0	106.3	147.6	239.2	267.2
Domestic sales	60.7	62.5	110.6	179.2	206.4
Total	138.6	165.1	233.3	353.9	420.8

Oil purchases, th. tons

	2002	2003	2004	2005	2006
Crude oil purchases in Russia	5,056	4,698	2,839	1,468	1,850
Crude oil purchases internationally	3,230	8,087	8,826	9,430	5,101
Total	8,286	12,785	11,665	10,898	6,951

Petroleum product sales

	2002	2003	2004	2005	2006
			mIn USD		
Export and sales on international markets	6,225	9,480	15,317	29,216	37,459
Wholesale	n/a	7,214	11,403	22,923	30,302
Retail	n/a	2,266	3,914	6,293	7,157
Domestic sales	2,883	3,450	4,665	6,725	8,151
Wholesale	n/a	2,608	3,429	4,753	5,431
Retail	n/a	842	1,236	1,972	2,720
Total	9,108	12,930	19,982	35,941	45,610

Petroleum product sales

	2002	2003	2004	2005	2006
	th. tons				
<i>Export and sales on international markets</i>	26,284	33,995	41,426	56,666	64,729
Wholesale	n/a	30,193	35,946	49,549	57,558
Retail	n/a	3,802	5,480	7,117	7,171
<i>Domestic sales</i>	19,727	20,473	19,724	19,970	19,150
Wholesale	n/a	17,967	16,981	16,421	15,155
Retail	n/a	2,506	2,743	3,549	3,995
Total	46,011	54,468	61,150	76,636	83,879

Realized average petroleum product sales price, USD per ton

	2002	2003	2004	2005	2006
<i>Export and sales on international markets</i>	236.8	278.9	369.7	515.6	578.7
Wholesale	n/a	238.9	317.2	462.6	526.5
Retail	n/a	596.0	714.2	884.3	998.1
<i>Domestic sales</i>	146.1	168.5	236.5	336.8	425.6
Wholesale	n/a	145.2	201.9	289.4	358.4
Retail	n/a	335.9	450.6	555.8	680.8
Total	198.0	237.4	326.8	469.0	543.8

Petroleum product exports by type, %

	2002	2003	2004	2005	2006
Naphta	3.5	4.1	4.7	4.0	5.0
Diesel fuel	38.3	40.5	40.1	39.2	37.4
Vacuum gas oil	9.1	11.0	14.2	19.2	19.3
Fuel oil	34.1	29.5	28.0	29.2	28.6
Lubricants	2.9	4.4	4.4	3.5	3.3
Other	12.1	10.5	8.6	4.9	6.4
Petroleum product exports from Russia, mln tons	14.2	13.5	14.1	16.6	20.5

Petroleum product exports by type of transport, %

	2002	2003	2004	2005	2006
Railroad	70.5	62.5	64.6	75.5	82.9
River	17.5	18.4	22.3	18.4	13.4
Pipeline	12.0	19.1	13.1	6.1	3.7

LUKOIL retail network* (end of year), filling stations

	2002	2003	2004	2005	2006
Total	4,076	4,599	5,405	5,830	5,793
Russia	1,691	1,732	1,711	1,694	1,658
<i>Owned and leased</i>	1,428	1,456	1,449	1,517	1,538
<i>Franchised</i>	263	276	262	177	120
Europe	679	1,063	1,171	1,578	1,654
Baltics	154	175	178	181	196
Near-abroad countries	266	304	310	412	442
USA	1,286	1,325	2,035	1,965	1,843

* Owned, leased and franchised. Europe includes Petrol-Bulgaria filling stations.

Average fuel sales per filling station, tons per day

	2002	2003	2004	2005	2006
Russia	4.8	5.4	6.4	7.6	8.1
Europe and near-abroad countries	2.3	3.5	4.4	4.9	5.5
USA	5.2	6.4	8.1	8.4	8.1
Total	4.2	5.2	6.3	7.0	7.2

LUKOIL share of motor fuel market in Russian federal districts, %

	Share of wholesale market			Share of retail market		
	2004	2005	2006	2004	2005	2006
Central	5.3	5.9	6.8	5.4	6.9	6.1
North-West	19.5	19.8	18.7	17.9	21.9	22.5
Urals	18.3	17.5	16.9	15.4	17.0	19.7
South	18.9	18.2	15.5	14.5	16.1	14.7
Volga	20.6	21.5	24.0	17.6	19.3	20.7

LUKOIL share of motor fuel market in Russia and other countries, %

	Share of wholesale market			Share of retail market		
	2004	2005	2006	2004	2005	2006
Russia*	15	15	15	13	15	15
Azerbaijan	21	25	24	8	10	11
Belarus	13	11	29	9	13	16
Bulgaria**	62	62	74	36	37	39
Hungary	0	4	4	1	2	2
Georgia	6	32	20	6	6	16
Cyprus	0	0	8	12	12	8
Lithuania	44	40	45	24	24	26
Latvia	17	18	22	9	9	10
Macedonia	–	–	7	–	–	0
Moldova	40	44	30	32	33	32
Poland***	2	1	0	1	1	0
Romania	6	10	19	13	16	17
Serbia	8	10	15	11	13	15
USA*	0	0	0	6	6	5
Turkey****	–	–	0	–	–	0.3
Ukraine	1	4	7	6	7	7
Finland	–	0	0	–	24	25
Estonia	14	7	9	4	3	5

* Share in the regions where LUKOIL has retail business.

** Retail market share including filling stations of Petrol-Bulgaria.

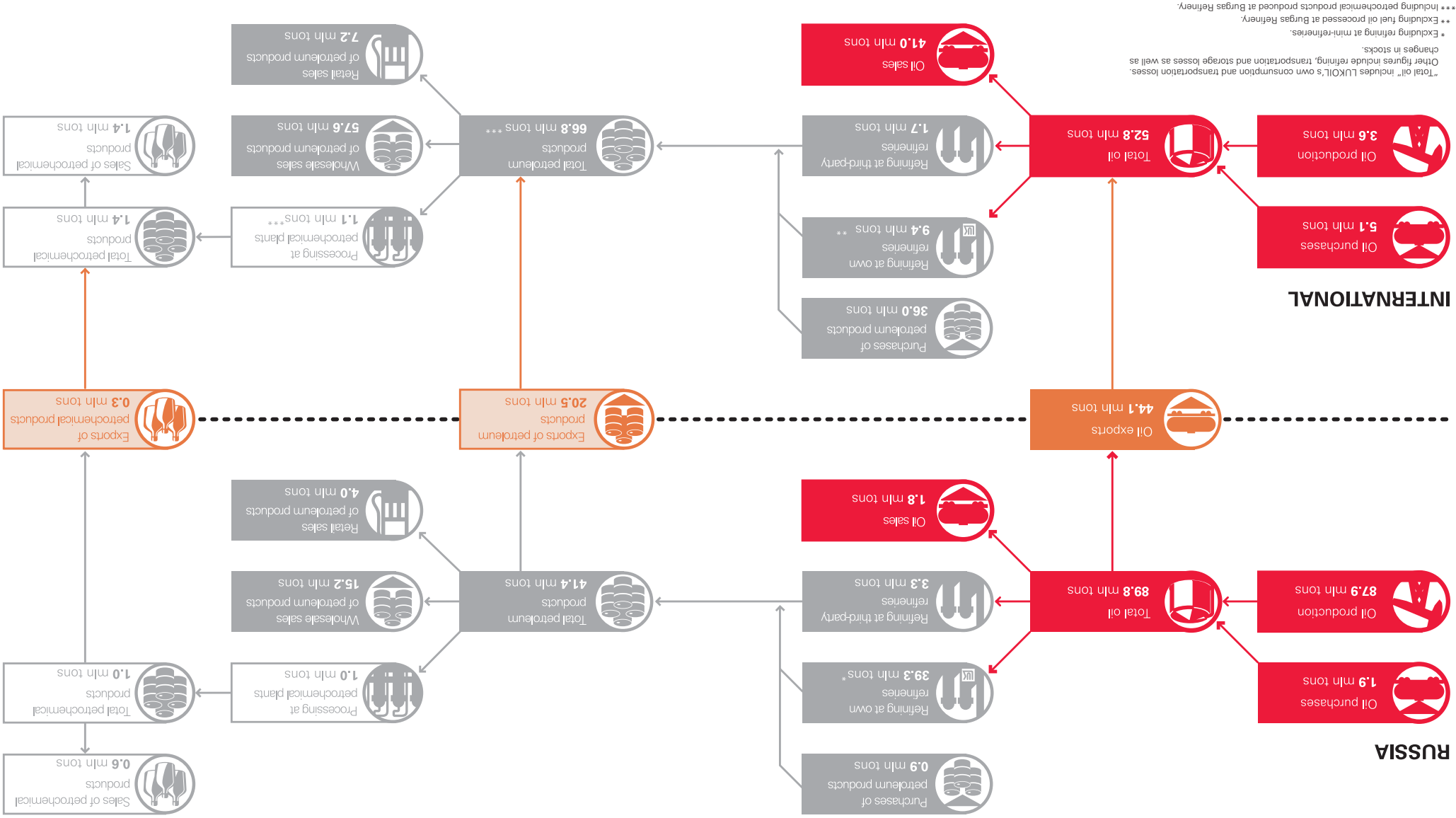
*** The Company sells LPG at 130 filling stations.

**** Before 2006 – only bunkering (market share – about 40%).

Petrochemical product sales

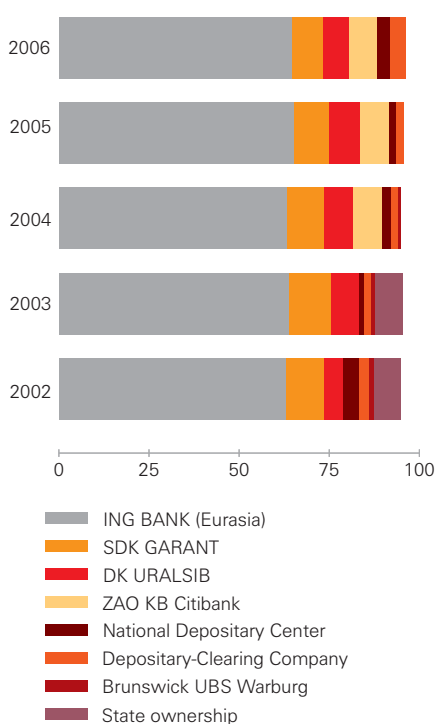
	2002	2003	2004	2005	2006
			mIn USD		
Export and sales on international markets	392	671	1,021	1,134	1,260
Domestic sales	134	251	332	469	569
Total	526	922	1,353	1,603	1,829
			th. tons		
Export and sales on international markets	1,396	1,505	1,575	1,414	1,395
Domestic sales	444	495	541	624	639
Total	1,840	2,000	2,116	2,038	2,034

TRADE BALANCE OF LUKOIL SUBSIDIARIES (2006)



COMPANY SHARES

Main shareholders of LUKOIL, %



LUKOIL share capital

	Change, y-o-y	Common shares
December 31, 2001		850,563,255
	No changes	
December 31, 2002		850,563,255
	No changes	
December 31, 2003		850,563,255
	No changes	
December 31, 2004		850,563,255
	No changes	
December 31, 2005		850,563,255
	No changes	
December 31, 2006		850,563,255

Main common shareholders (end of year), shares

Shareholder's name	2002	2003	2004	2005	2006
ING BANK (Eurasia)* (ADRs and GDRs)	534,070,827	541,249,388	535,975,699	552,427,066	548,189,159
SDK GARANT*	90,773,746	99,268,415	87,986,591	83,105,166	74,002,498
ZAO KB Citibank*	–	1,644,462	66,322,006	68,313,541	67,149,334
DK URALSIB*	44,630,737	66,162,144	69,560,926	74,802,000	60,529,689
Depository-Clearing Company*	24,798,519	16,463,743	17,982,613	19,159,472	39,104,964
National Depository Center*	37,239,863	12,410,284	22,056,584	14,736,859	29,692,658
Brunswick UBS Warburg*	10,296,442	9,158,298	4,843,084	–	–
State ownership	64,638,729	64,638,729	–	–	–

* Nominee.

LUKOIL common share price on the RTS, USD

	2001			2002			2003		
	min	max	end	min	max	end	min	max	end
1Q	8.25	11.60	9.30	12.10	15.55	14.57	13.77	15.86	13.80
2Q	8.70	13.80	11.93	14.14	18.23	16.25	13.90	19.75	19.75
3Q	9.12	11.95	9.35	14.10	17.12	15.40	16.70	20.60	20.60
4Q	9.13	13.25	12.23	15.21	16.85	15.42	19.25	24.10	23.25