

MARKETING OF OIL, PETROLEUM PRODUCTS AND PETROCHEMICALS

Crude oil sales

	2001	2002	2003	2004	2005
			mIn USD		
Export and sales on international markets	3,951	4,336	6,844	10,940	16,367
<i>Including export and sales to near-abroad countries</i>	<i>n/a</i>	<i>165</i>	<i>433</i>	<i>602</i>	<i>778</i>
Domestic sales	992	469	374	181	120
Total	4,943	4,805	7,218	11,121	16,487
			th. tons		
Export and sales on international markets	25,515	26,951	37,751	46,030	45,916
<i>Including export and sales to near-abroad countries</i>	<i>n/a</i>	<i>1,872</i>	<i>4,069</i>	<i>4,076</i>	<i>3,254</i>
Domestic sales	12,494	7,724	5,979	1,637	672
Total	38,009	34,675	43,730	47,667	46,588
Export of crude oil using Transneft export routes	n/a	30,751	32,763	38,909	38,529
Export of crude oil bypassing Transneft	n/a	3,476	5,367	7,389	7,288
Total crude oil exports from Russia	32,768	34,227	38,130	46,298	45,817

Realized average sales price, USD per ton

	2001	2002	2003	2004	2005
Export and sales on international markets	154.9	160.9	181.3	237.7	356.5
<i>Including export and sales to near-abroad countries</i>	<i>n/a</i>	<i>88.0</i>	<i>106.3</i>	<i>147.6</i>	<i>239.2</i>
Domestic sales	79.4	60.7	62.5	110.6	179.2
Total	130.0	138.6	165.1	233.3	353.9

Oil purchases, th. tons

	2001	2002	2003	2004	2005
Crude oil purchases in Russia	n/a	5,056	4,698	2,839	1,468
Crude oil purchases internationally	n/a	3,230	8,087	8,826	9,430
Total	7,128	8,286	12,785	11,665	10,898

Petroleum product sales

	2001	2002	2003	2004	2005
			mIn USD		
Export and sales on international markets	4,690	6,225	9,480	15,317	29,216
Wholesale	n/a	n/a	7,214	11,403	22,923
Retail	n/a	n/a	2,266	3,914	6,293
Domestic sales	2,595	2,883	3,450	4,665	6,725
Wholesale	n/a	n/a	2,608	3,429	4,753
Retail	n/a	n/a	842	1,236	1,972
Total	7,285	9,108	12,930	19,982	35,941

Petroleum product sales

	2001	2002	2003	2004	2005
			th. tons		
<i>Export and sales on international markets</i>	20,725	26,284	33,995	41,426	56,666
Wholesale	n/a	n/a	30,193	35,946	49,549
Retail	n/a	n/a	3,802	5,480	7,117
<i>Domestic sales</i>	18,281	19,727	20,473	19,724	19,970
Wholesale	n/a	n/a	17,967	16,981	16,421
Retail	n/a	n/a	2,506	2,743	3,549
Total	39,006	46,011	54,468	61,150	76,636

Realized average petroleum product sales price, USD per ton

	2001	2002	2003	2004	2005
<i>Export and sales on international markets</i>	226.3	236.8	278.9	369.7	515.6
Wholesale	n/a	n/a	238.9	317.2	462.6
Retail	n/a	n/a	596.0	714.2	884.3
<i>Domestic sales</i>	142.0	146.1	168.5	236.5	336.8
Wholesale	n/a	n/a	145.2	201.9	289.4
Retail	n/a	n/a	335.9	450.6	555.8
Total	186.8	198.0	237.4	326.8	469.0

Petroleum product exports by type, %

	2001	2002	2003	2004	2005
Naphta	3.9	3.5	4.1	4.7	4.0
Diesel fuel	39.0	38.3	40.5	40.1	39.2
Vacuum gas oil	10.2	9.1	11.0	14.2	19.2
Fuel oil	27.3	34.1	29.5	28.0	29.2
Lubricants	2.7	2.9	4.4	4.4	3.5
Other	16.9	12.1	10.5	8.6	4.9
Petroleum product exports from Russia, mln tons	10.8	14.2	13.5	14.1	16.6

Petroleum product exports by type of transport, %

	2001	2002	2003	2004	2005
Railroad	68.4	70.5	62.5	64.6	75.5
River	20.2	17.5	18.4	22.3	18.4
Pipeline	11.4	12.0	19.1	13.1	6.1

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

	2001	2002	2003	2004	2005
Total	3,745	4,076	4,599	5,405	5,830
Russia	1,585	1,691	1,732	1,711	1,694
<i>Owned and leased</i>	1,384	1,428	1,456	1,449	1,517
<i>Franchised</i>	201	263	276	262	177
Europe	553	679	1,063	1,171	1,578
Baltics	146	154	175	178	181
Near-abroad countries	184	266	304	310	412
USA	1,277	1,286	1,325	2,035	1,965

* Owned, leased and franchised.

Average fuel sales per filling station, tons per day

	2001	2002	2003	2004	2005
Russia	n/a	4.8	5.4	6.4	7.6
Europe and near-abroad countries	n/a	2.3	3.5	4.4	4.9
USA	n/a	5.2	6.4	8.1	8.4

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

	Share of wholesale market			Share of retail market		
	2003	2004	2005	2003	2004	2005
Central	6.1	5.3	5.9	4.5	5.4	6.9
North-West	19.6	19.5	19.8	16.7	17.9	21.9
Urals	18.3	18.3	17.5	13.3	15.4	17.0
South	18.5	18.9	18.2	13.5	14.5	16.1
Volga	18.6	20.6	21.5	16.5	17.6	19.3

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

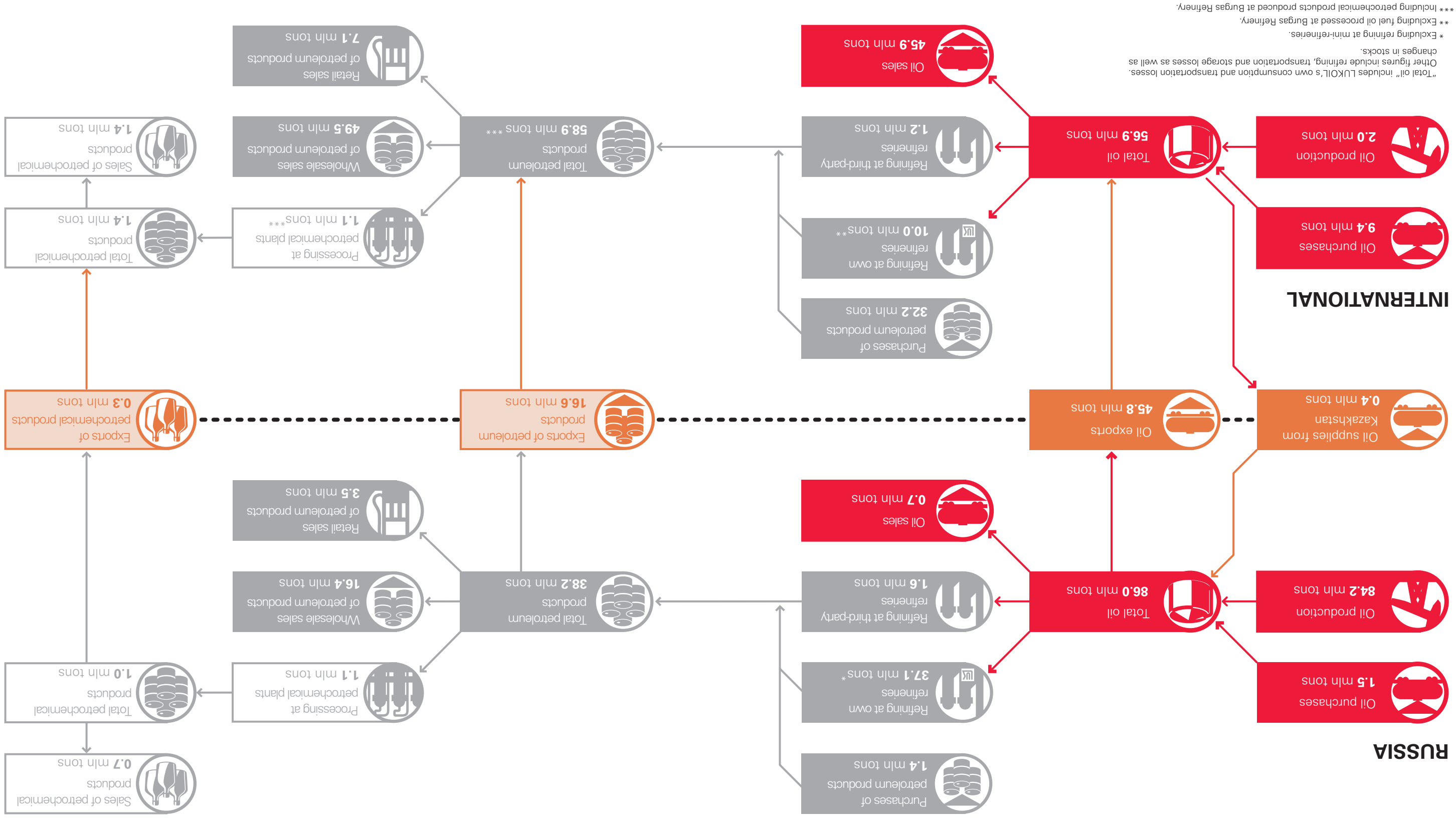
	Share of wholesale market			Share of retail market		
	2003	2004	2005	2003	2004	2005
Russia*	15	15	15	11	13	15
Azerbaijan	16	21	25	7	8	10
Belarus	8	13	11	7	9	13
Bulgaria	60	62	62	8	15	17
Hungary	0	0	4	0	0	2
Georgia	1	6	32	4	6	16
Cyprus	0	0	0	8	12	12
Lithuania	44	44	40	23	24	24
Latvia	17	17	18	8	9	9
Moldova	35	40	44	30	32	33
Poland	2	2	1	1	1	1
Romania	6	6	10	8	13	19
Serbia	6	8	10	15	11	9
USA*	0	0	0	4	6	6
Turkey	LUKOIL has 40% share of the bunkering market					
Ukraine	2	1	4	5	6	6
Finland	0	0	0	23	23	24
Estonia	21	14	7	4	4	3

* Share in the regions where LUKOIL has retail business.

Petrochemical product sales

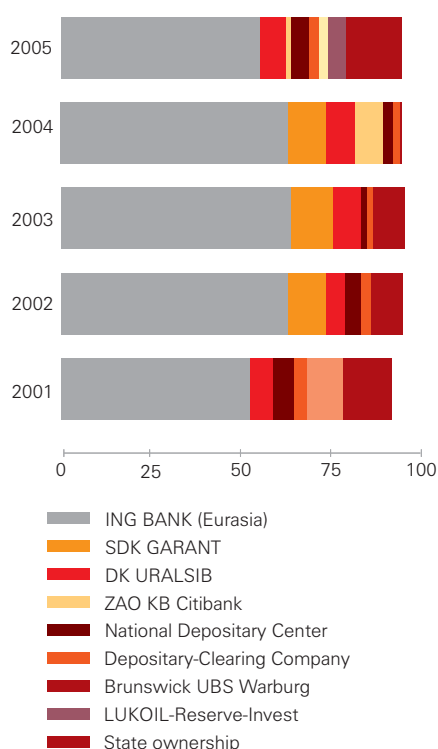
	2001	2002	2003	2004	2005
	mln USD				
Export and sales on international markets	334	392	671	1,021	1,134
Domestic sales	159	134	251	332	469
Total	493	526	922	1,353	1,603
	th. tons				
Export and sales on international markets	1,029	1,396	1,505	1,575	1,414
Domestic sales	419	444	495	541	624
Total	1,448	1,840	2,000	2,116	2,038

TRADE BALANCE OF LUKOIL SUBSIDIARIES (2005)



COMPANY SHARES

Main shareholders of LUKOIL, %



LUKOIL share capital

Number of shares	Common shares	Preferred shares
December 31, 2000	738,351,391	77,211,864
Issuance of common shares (RUR 0.025 par value)	18,431,061	
Issuance of common shares (RUR 0.025 par value)	16,568,939	
Conversion of preferred shares	77,211,864	(77,211,864)
December 31, 2001	850,563,255	0
No changes		
December 31, 2002	850,563,255	0
No changes		
December 31, 2003	850,563,255	0
No changes		
December 31, 2004	850,563,255	0
No changes		
December 31, 2005	850,563,255	0

Main common shareholders (end of year), shares

Shareholder's name	2001	2002	2003	2004	2005
ING BANK (Eurasia)* (ADRs and GDRs)	444,703,835	534,070,827	541,249,388	535,975,699	552,427,066
SDK GARANT*	–	90,773,746	99,268,415	87,986,591	83,105,166
DK URALSIB*	55,140,681	44,630,737	66,162,144	69,560,926	74,802,000
ZAO KB Citibank*	–	–	1,644,462	66,322,006	68,313,541
Depository-Clearing Company*	29,044,914	24,798,519	16,463,743	17,982,613	19,159,472
National Depository Center*	50,079,368	37,239,863	12,410,284	22,056,584	14,736,859
Brunswick UBS Warburg*	–	10,296,442	9,158,298	4,843,084	–
LUKOIL-Reserve-Invest*	87,003,566	–	–	–	–
State ownership	114,639,090	64,638,729	64,638,729	–	–

* Nominee.

LUKOIL common share price on the RTS, USD

	2000			2001			2002		
	min	max	end	min	max	end	min	max	end
1Q	9.95	15.90	15.60	8.25	11.60	9.30	12.10	15.55	14.57
2Q	12.05	15.70	12.78	8.70	13.80	11.93	14.14	18.23	16.25
3Q	12.82	16.62	14.40	9.12	11.95	9.35	14.10	17.12	15.40
4Q	8.05	15.55	9.25	9.13	13.25	12.23	15.21	16.85	15.42