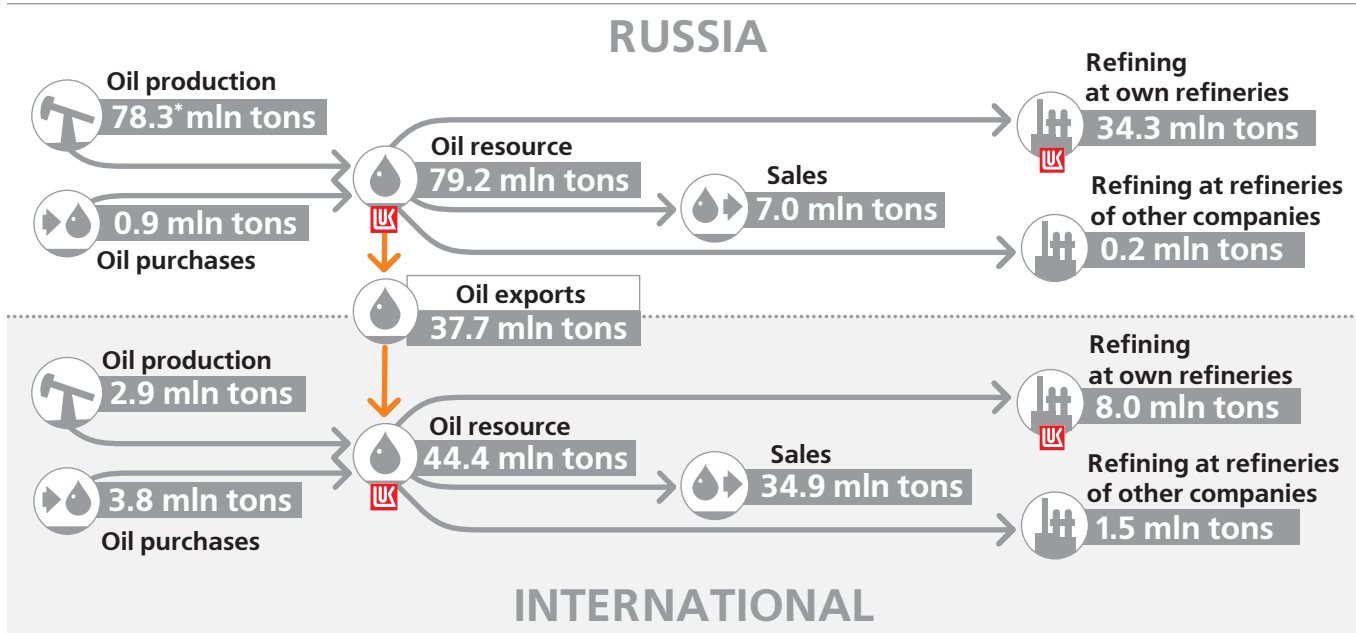


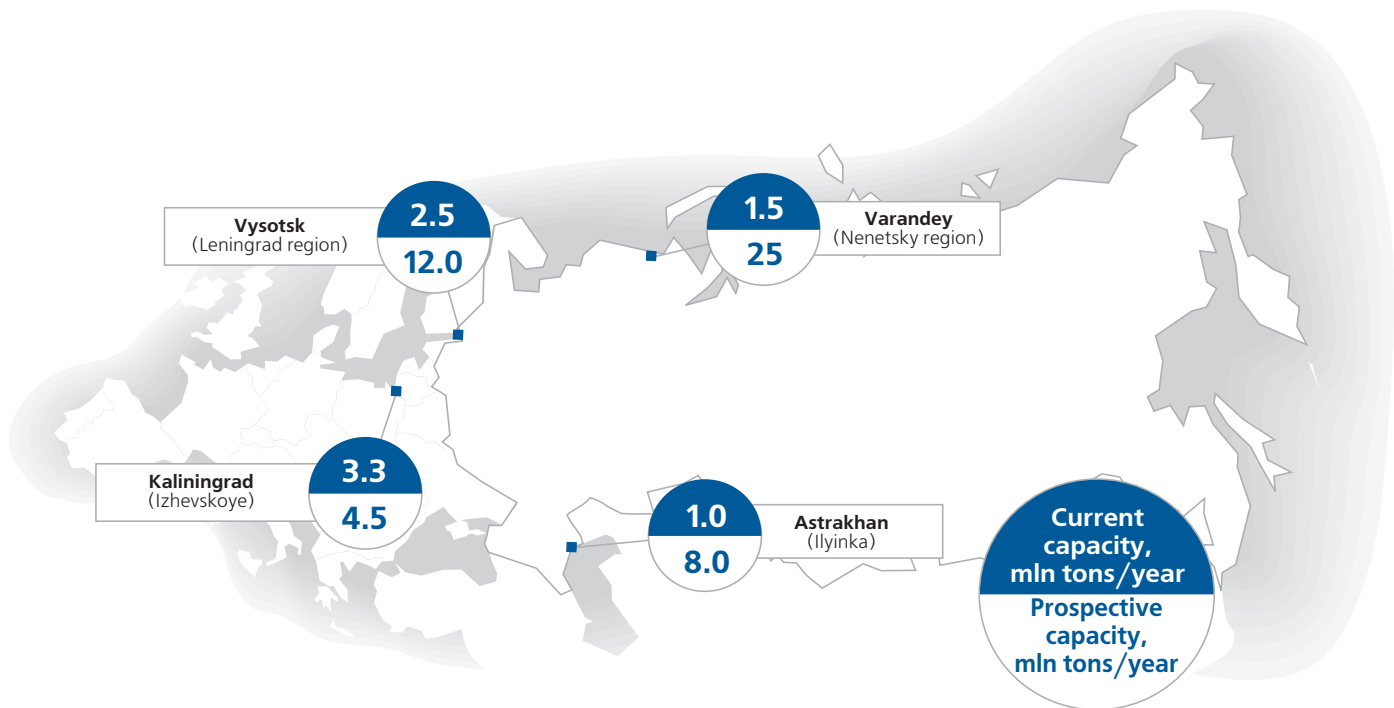
Oil Supplies

Oil supplies in 2003



* Oil production excluding transportation losses.

Export terminals of LUKOIL Group



Oil exports, mln tons

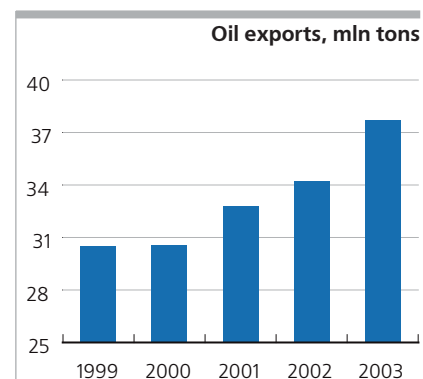
| | 1999 | 2000 | 2001 | 2002 | 2003 |
|--|------------|------------|------------|------------|------------|
| Total exports | 30.5 | 30.6 | 32.8 | 34.2 | 37.7 |
| Including: | | | | | |
| beyond CIS countries | 28.0 | 28.1 | 29.3 | 28.8 | 30.2 |
| CIS countries | 2.5 | 2.5 | 3.5 | 5.4 | 7.5 |
| <i>Sales of oil produced in international projects</i> | <i>1.7</i> | <i>2.1</i> | <i>2.2</i> | <i>2.9</i> | <i>2.9</i> |

Oil exports beyond CIS countries (2003)

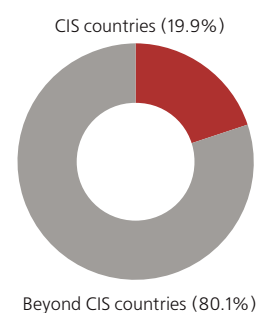
| | Mln tons | Share, % |
|---|-------------|-------------|
| Total exports | 30.2 | 100 |
| Including: | | |
| Deliveries by sea ports | 17.8 | 58.9 |
| <i>Novorossiysk</i> | 7.5 | 24.8 |
| <i>Baltic ports</i> | 2.9 | 9.6 |
| <i>Primorsk</i> | 2.9 | 9.6 |
| <i>Tuapse</i> | 1.5 | 5.0 |
| <i>Odessa</i> | 1.4 | 4.6 |
| <i>Vitino</i> | 0.7 | 2.3 |
| <i>Astrakhan</i> | 0.5 | 1.7 |
| <i>Varandey</i> | 0.4 | 1.3 |
| Deliveries by «Druzhba» pipeline | 9.6 | 31.8 |
| <i>Germany</i> | 5.7 | 18.9 |
| <i>Poland</i> | 1.4 | 4.6 |
| <i>Czech Republic</i> | 0.8 | 2.7 |
| <i>Slovakia</i> | 1.0 | 3.3 |
| <i>Hungary</i> | 0.7 | 2.3 |
| Other | 2.8 | 9.3 |

Oil exports to CIS countries (2003)

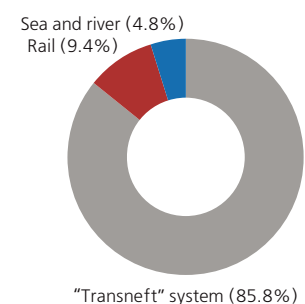
| | Mln tons | Share, % |
|---------------|----------|----------|
| Total exports | 7.5 | 100.0 |
| Including: | | |
| Ukraine | 4.6 | 61.3 |
| Belarus | 1.6 | 21.4 |
| Kazakhstan | 1.3 | 17.3 |



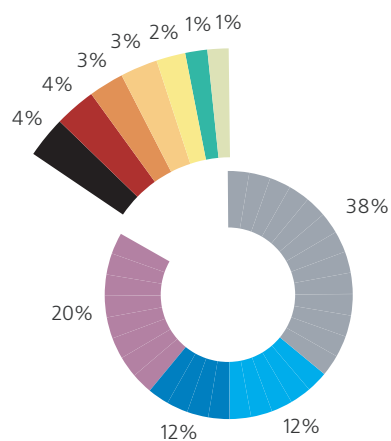
Distribution of oil exports by directions (2003)



Distribution of oil exports by transport types (2003)



Petroleum product sales by LUKOIL companies outside Russia in 2003 (wholesale and retail)



Petroleum Product Marketing

Retail network of LUKOIL Group* (end of year), filling stations

| | 1999 | 2000 | 2001 | 2002 | 2003 |
|--------------|------|-------|-------|-------|-------|
| Total | 868 | 2,647 | 3,745 | 4,076 | 4,599 |
| Including: | | | | | |
| Russia: | 868 | 1,217 | 1,585 | 1,691 | 1,732 |
| own | 621 | 924 | 1,384 | 1,428 | 1,456 |
| franchised | 247 | 293 | 201 | 263 | 276 |
| Europe | — | 34 | 553 | 679 | 1,063 |
| Baltics | — | 73 | 146 | 154 | 175 |
| CIS | — | 63 | 184 | 266 | 304 |
| USA | — | 1,260 | 1,277 | 1,286 | 1,325 |

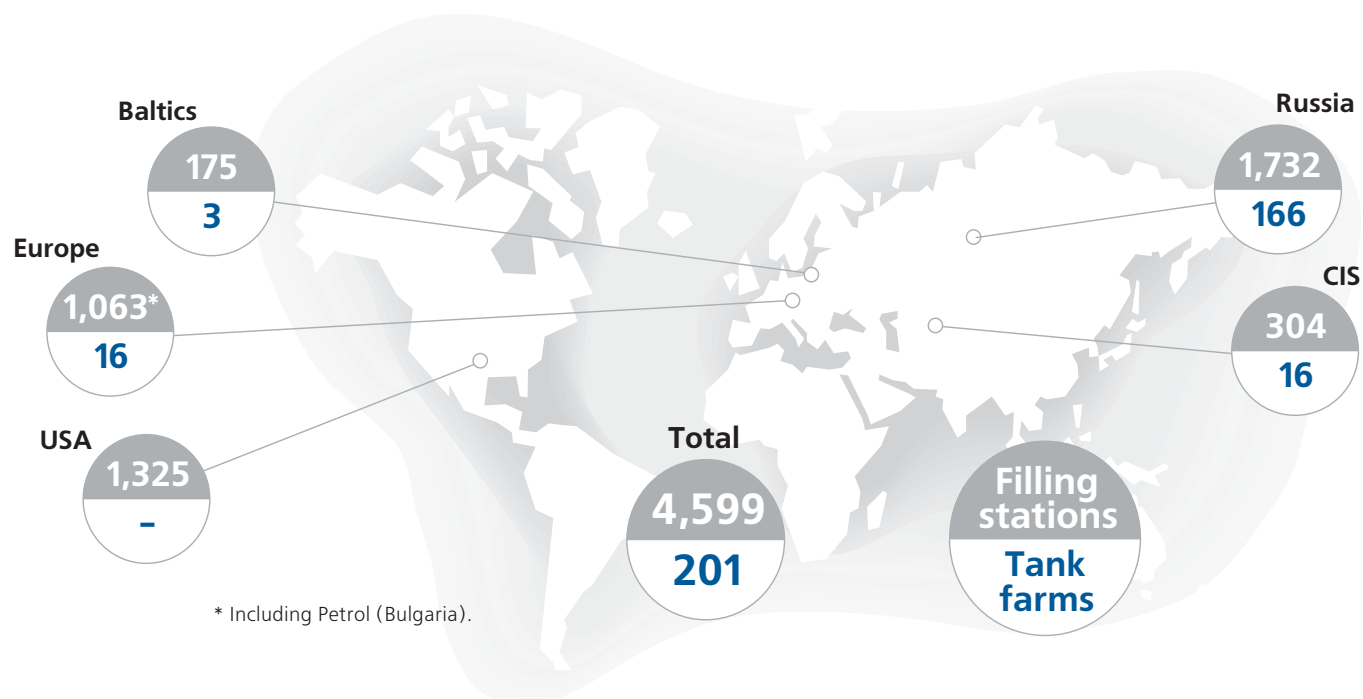
*Own and franchised.

Retail sales of petroleum products*, th. tons

| | 1999 | 2000 | 2001 | 2002 | 2003 |
|---------------|------|-------|-------|-------|-------|
| Total | 811 | 1,305 | 5,544 | 5,757 | 6,652 |
| Russia | 811 | 805 | 2,019 | 2,433 | 2,779 |
| International | 0 | 500 | 3,526 | 3,325 | 3,873 |

*Own and franchised.

Retail network of the Company (end of 2003)



LUKOIL share in petroleum product markets of Russian federal districts, %

| | Share in wholesale market | | | Share in retail market | | |
|------------|---------------------------|------|------|------------------------|------|------|
| | 2001 | 2002 | 2003 | 2001 | 2002 | 2003 |
| Central | n.a. | 3.6 | 5.2 | n.a. | 1.3 | 3.0 |
| North-West | 14.1 | 17.5 | 17.4 | 6.8 | 9.6 | 12.2 |
| Urals | 24.0 | 28.4 | 27.2 | 12.5 | 15.0 | 20.0 |
| South | 13.4 | 16.3 | 17.8 | 10.4 | 11.5 | 12.9 |
| Volga | 2.0 | 12.8 | 13.4 | 2.1 | 11.5 | 14.6 |

Petroleum product exports, mln tons

| | 1999 | 2000 | 2001 | 2002 | 2003 |
|---------------------------|------|------|------|------|------|
| Petroleum product exports | 4.1 | 7.8 | 10.8 | 14.2 | 13.5 |

Distribution of petroleum product exports by transport types, %

| | 1999 | 2000 | 2001 | 2002 | 2003 |
|----------|------|------|------|------|------|
| Rail | 71.7 | 75.2 | 68.4 | 70.5 | 62.5 |
| River | 28.3 | 20.0 | 20.2 | 17.5 | 18.4 |
| Pipeline | 0.0 | 4.8 | 11.4 | 12.0 | 19.1 |

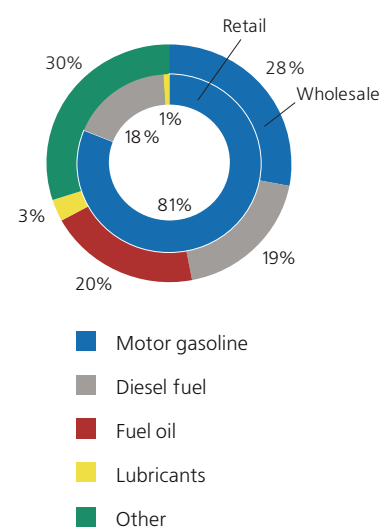
Petrochemical Product Marketing

Petrochemical product sales*, th.

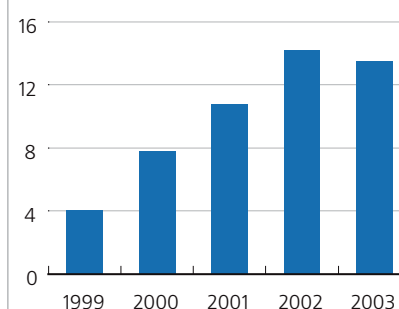
| | 1999 | 2000 | 2001 | 2002 | 2003 |
|---|------|------|------|------|------|
| Petrochemical product sales in Russia and CIS countries | 394 | 531 | 639 | 640 | 776 |
| Petrochemical product exports beyond CIS countries | 220 | 333 | 556 | 992 | 988 |

*Excluding "LUKOIL-Neftokhim Burgas"

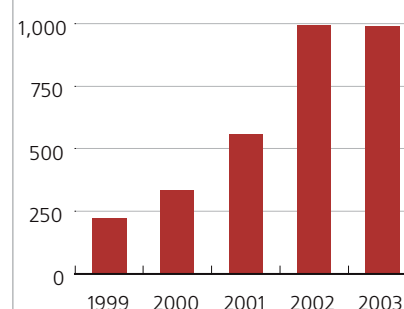
Structure of petroleum product sales by Company marketing units in 2003 (wholesale and retail)



Petroleum product exports, mln tons



Petrochemical product exports, th. tons



Corporate Management Structure

