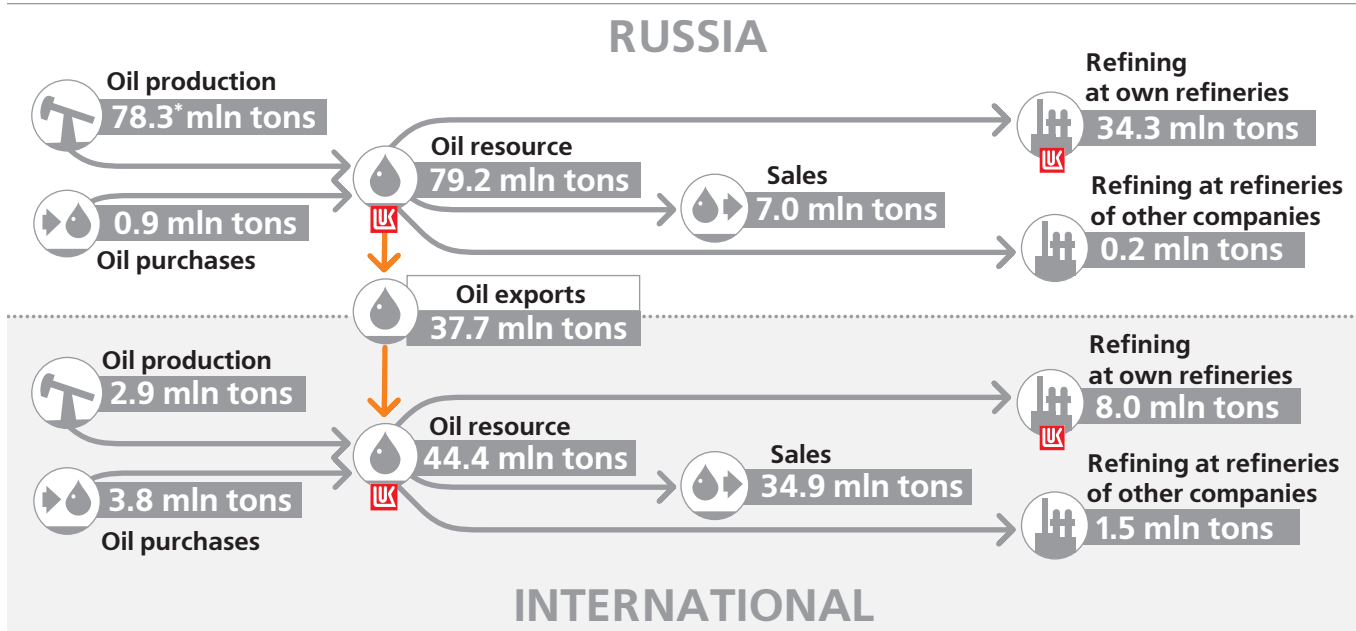


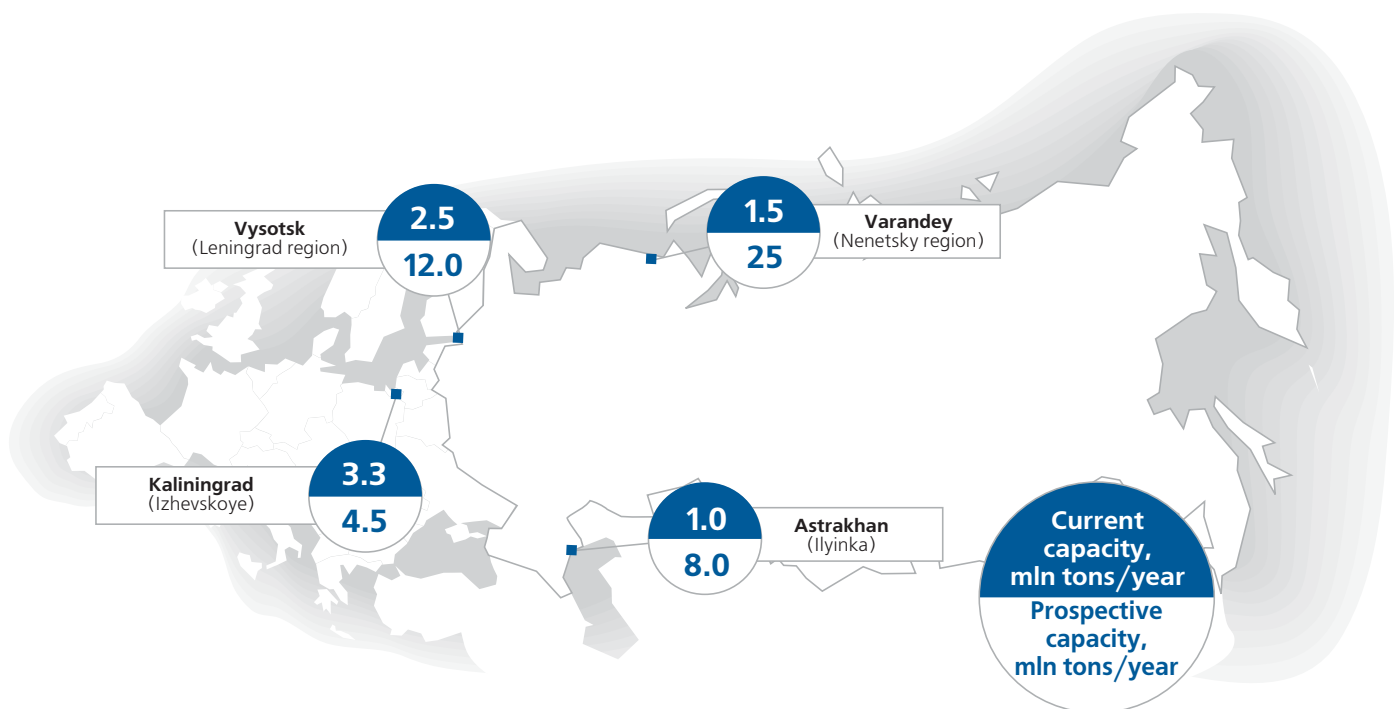
Oil Supplies

Oil supplies in 2003



* Oil production excluding transportation losses.

Export terminals of LUKOIL Group



Oil exports, mln tons

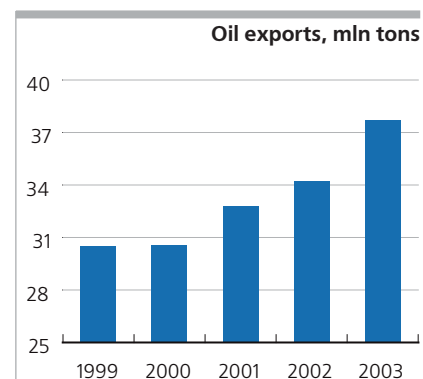
	1999	2000	2001	2002	2003
Total exports	30.5	30.6	32.8	34.2	37.7
Including:					
beyond CIS countries	28.0	28.1	29.3	28.8	30.2
CIS countries	2.5	2.5	3.5	5.4	7.5
<i>Sales of oil produced in international projects</i>	1.7	2.1	2.2	2.9	2.9

Oil exports beyond CIS countries (2003)

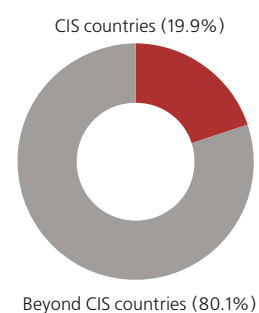
	Mln tons	Share, %
Total exports	30.2	100
Including:		
Deliveries by sea ports	17.8	58.9
<i>Novorossiysk</i>	7.5	24.8
<i>Baltic ports</i>	2.9	9.6
<i>Primorsk</i>	2.9	9.6
<i>Tuapse</i>	1.5	5.0
<i>Odessa</i>	1.4	4.6
<i>Vitino</i>	0.7	2.3
<i>Astrakhan</i>	0.5	1.7
<i>Varandey</i>	0.4	1.3
Deliveries by «Druzhba» 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)

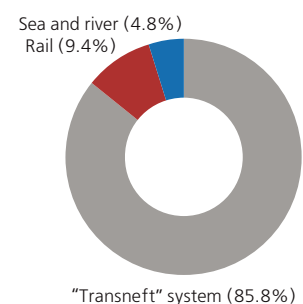
	Mln tons	Share, %
Total exports	7.5	100.0
Including:		
Ukraine	4.6	61.3
Belarus	1.6	21.4
Kazakhstan	1.3	17.3



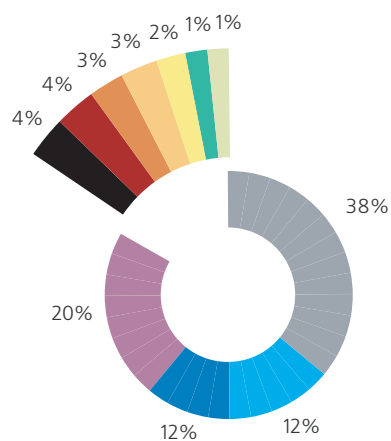
Distribution of oil exports by directions (2003)



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

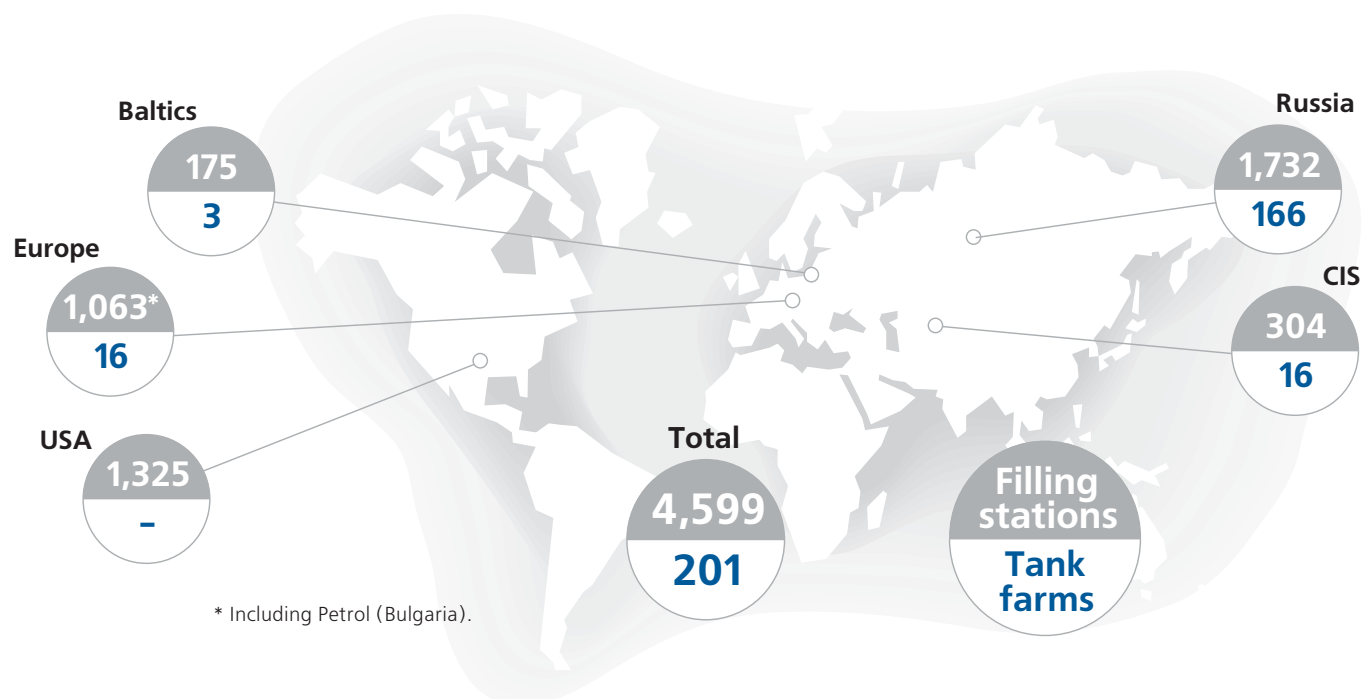
*Own and franchised.

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

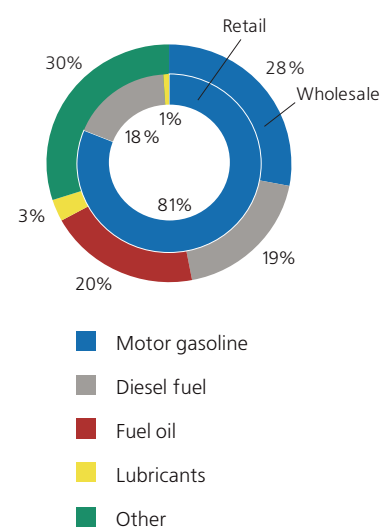
Petrochemical Product Marketing

Petrochemical product sales*, th.

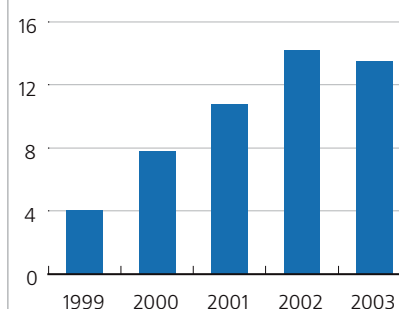
	1999	2000	2001	2002	2003
Petrochemical product sales in Russia and CIS countries	394	531	639	640	776
Petrochemical product exports beyond CIS countries	220	333	556	992	988

*Excluding "LUKOIL-Neftokhim Burgas"

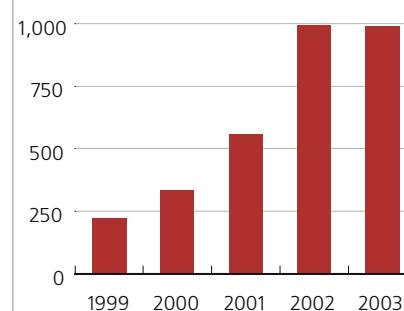
Structure of petroleum product sales by Company marketing units in 2003 (wholesale and retail)



Petroleum product exports, mln tons



Petrochemical product exports, th. tons



Corporate Management Structure

