

## MARKETING OF OIL, PETROLEUM PRODUCTS AND PETROCHEMICALS

### Crude oil sales

	2001	2002	2003	2004	2005
			<b>mIn USD</b>		
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
<b>Total</b>	<b>4,943</b>	<b>4,805</b>	<b>7,218</b>	<b>11,121</b>	<b>16,487</b>
			<b>th. tons</b>		
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
<b>Total</b>	<b>38,009</b>	<b>34,675</b>	<b>43,730</b>	<b>47,667</b>	<b>46,588</b>
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
<b>Total crude oil exports from Russia</b>	<b>32,768</b>	<b>34,227</b>	<b>38,130</b>	<b>46,298</b>	<b>45,817</b>

### 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
<b>Total</b>	<b>130.0</b>	<b>138.6</b>	<b>165.1</b>	<b>233.3</b>	<b>353.9</b>

### 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
<b>Total</b>	<b>7,128</b>	<b>8,286</b>	<b>12,785</b>	<b>11,665</b>	<b>10,898</b>

### Petroleum product sales

	2001	2002	2003	2004	2005
			<b>mIn USD</b>		
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
<b>Total</b>	<b>7,285</b>	<b>9,108</b>	<b>12,930</b>	<b>19,982</b>	<b>35,941</b>

**Petroleum product sales**

	2001	2002	2003	2004	2005
			<b>th. tons</b>		
<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
<b>Total</b>	<b>39,006</b>	<b>46,011</b>	<b>54,468</b>	<b>61,150</b>	<b>76,636</b>

**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
<b>Total</b>	<b>186.8</b>	<b>198.0</b>	<b>237.4</b>	<b>326.8</b>	<b>469.0</b>

**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
<b>Petroleum product exports from Russia, mln tons</b>	<b>10.8</b>	<b>14.2</b>	<b>13.5</b>	<b>14.1</b>	<b>16.6</b>

**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
<b>Total</b>	<b>3,745</b>	<b>4,076</b>	<b>4,599</b>	<b>5,405</b>	<b>5,830</b>
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

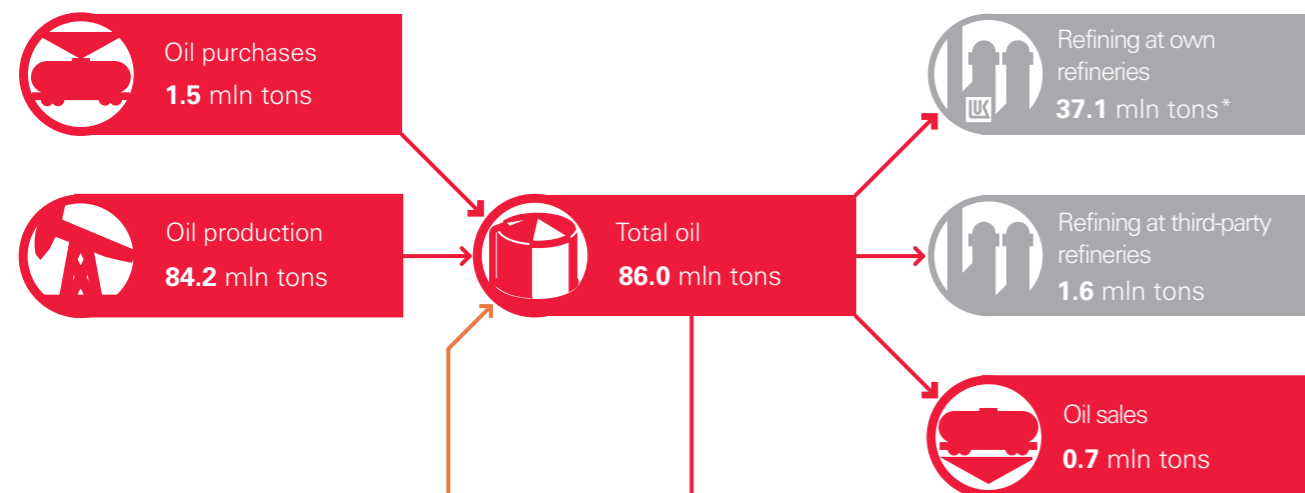
\* Share in the regions where LUKOIL has retail business.

**Petrochemical product sales**

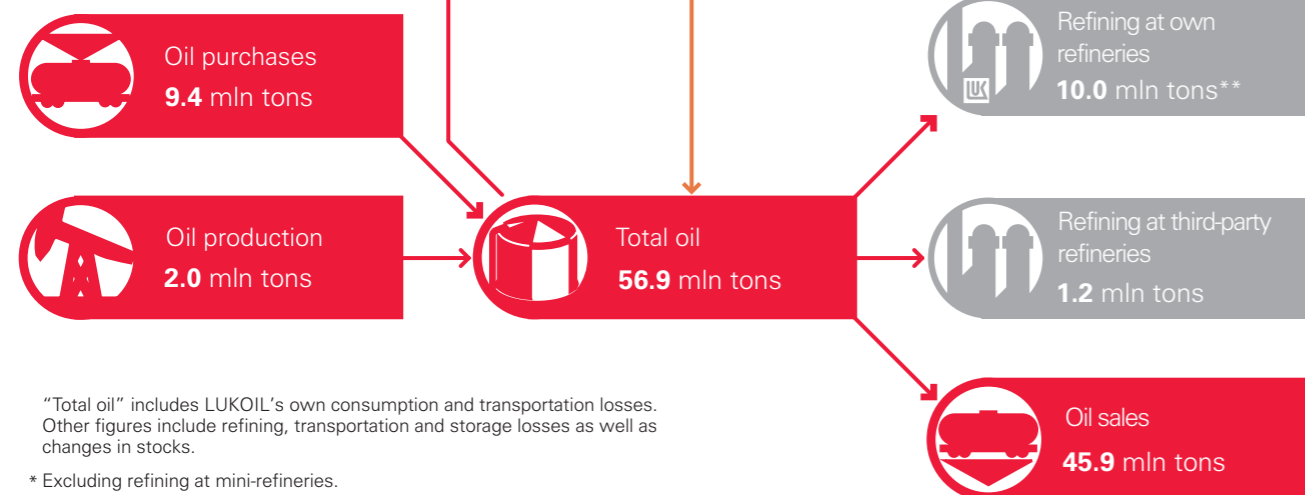
	2001	2002	2003	2004	2005
	<b>mln USD</b>				
Export and sales on international markets	334	392	671	1,021	1,134
Domestic sales	159	134	251	332	469
<b>Total</b>	<b>493</b>	<b>526</b>	<b>922</b>	<b>1,353</b>	<b>1,603</b>
	<b>th. tons</b>				
Export and sales on international markets	1,029	1,396	1,505	1,575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

**TRADE BALANCE OF LUKOIL SUBSIDIARIES (2005)**

**RUSSIA**



**INTERNATIONAL**



"Total oil" includes LUKOIL's own consumption and transportation losses. Other figures include refining, transportation and storage losses as well as changes in stocks.

\* Excluding refining at mini-refineries.

\*\* Excluding fuel oil processed at Burgas Refinery.

\*\*\* Including petrochemical products produced at Burgas Refinery.

