

MARKETING OF OIL, PETROLEUM PRODUCTS AND PETROCHEMICALS

Crude oil sales

	2003	2004	2005	2006	2007
			mIn USD		
Export and sales on international markets	6,844	10,940	16,367	17,649	19,258
<i>Including export and sales to near-abroad countries</i>	433	602	778	790	912
Domestic sales	374	181	120	376	440
Total	7,218	11,121	16,487	18,025	19,698
			th. tons		
Export and sales on international markets	37,751	46,030	45,916	41,017	39,407
<i>Including export and sales to near-abroad countries</i>	4,069	4,076	3,254	2,958	2,712
Domestic sales	5,979	1,637	672	1,823	1,604
Total	43,730	47,667	46,588	42,840	41,011
Export of crude oil using Transneft export routes	32,763	38,909	38,529	41,478	39,995
Export of crude oil bypassing Transneft	5,367	7,389	7,288	2,655	2,158
Total crude oil exports from Russia	38,130	46,298	45,817	44,133	42,153

Realized average sales price, USD per ton

	2003	2004	2005	2006	2007
Export and sales on international markets	181.3	237.7	356.5	430.3	488.7
<i>Including export and sales to near-abroad countries</i>	106.3	147.6	239.2	267.2	336.2
Domestic sales	62.5	110.6	179.2	206.4	274.4
Total	165.1	233.3	353.9	420.8	480.3

Oil purchases, th. tons

	2003	2004	2005	2006	2007
Crude oil purchases in Russia	4,698	2,839	1,468	1,850	47
Crude oil purchases internationally	8,087	8,826	9,430	5,101	4,475
Total	12,785	11,665	10,898	6,951	4,522

Petroleum product sales

	2003	2004	2005	2006	2007
			mIn USD		
Export and sales on international markets	9,480	15,317	29,216	37,459	47,154
Wholesale	7,214	11,403	22,923	30,302	37,971
Retail	2,266	3,914	6,293	7,157	9,183
Domestic sales	3,450	4,665	6,725	8,151	9,583
Wholesale	2,608	3,429	4,753	5,431	5,862
Retail	842	1,236	1,972	2,720	3,721
Total	12,930	19,982	35,941	45,610	56,737

Petroleum product sales

	2003	2004	2005	2006	2007
			th. tons		
<i>Export and sales on international markets</i>	33,995	41,426	56,666	64,729	72,304
Wholesale	30,193	35,946	49,549	57,558	64,394
Retail	3,802	5,480	7,117	7,171	7,910
<i>Domestic sales</i>	20,473	19,724	19,970	19,150	18,557
Wholesale	17,967	16,981	16,421	15,155	13,704
Retail	2,506	2,743	3,549	3,995	4,853
Total	54,468	61,150	76,636	83,879	90,861

Realized average petroleum product sales price, USD per ton

	2003	2004	2005	2006	2007
<i>Export and sales on international markets</i>	278.9	369.7	515.6	578.7	652.2
Wholesale	238.9	317.2	462.6	526.5	589.7
Retail	596.0	714.2	884.3	998.1	1,160.9
<i>Domestic sales</i>	168.5	236.5	336.8	425.6	516.4
Wholesale	145.2	201.9	289.4	358.4	427.7
Retail	335.9	450.6	555.8	680.8	766.7
Total	237.4	326.8	469.0	543.8	624.4

Petroleum product exports by type, %

	2003	2004	2005	2006	2007
Naphta	4.1	4.7	4.0	5.0	4.0
Diesel fuel	40.5	40.1	39.2	37.4	33.9
Vacuum gas oil	11.0	14.2	19.2	19.3	17.8
Fuel oil	29.5	28.0	29.2	28.6	35.2
Lubricants	4.4	4.4	3.5	3.3	2.8
Other	10.5	8.6	4.9	6.4	6.3

Petroleum product exports from Russia, mln tons

	2003	2004	2005	2006	2007
	13.5	14.1	16.6	20.5	25.1

Petroleum product exports by type of transport, %

	2003	2004	2005	2006	2007
Railroad	62.5	64.6	75.5	82.9	81.7
River	18.4	22.3	18.4	13.4	12.4
Pipeline	19.1	13.1	6.1	3.7	5.9

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

	2003	2004	2005	2006	2007
Total	4,599	5,405	5,830	5,793	6,090
Russia	1,732	1,711	1,694	1,658	1,815
<i>Owned and leased</i>	1,456	1,449	1,517	1,538	1,714
<i>Franchised</i>	276	262	177	120	101
Europe	1,063	1,171	1,578	1,654	2,041
Baltics	175	178	181	196	195
Near-abroad countries	304	310	412	442	461
USA	1,325	2,035	1,965	1,843	1,578

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

Average fuel sales per filling station, tons per day

	2003	2004	2005	2006	2007
Russia	5.4	6.4	7.6	8.1	9.4
Europe and near-abroad countries	3.5	4.4	4.9	5.5	6.8
USA	6.4	8.1	8.4	8.1	7.9
Total	5.2	6.3	7.0	7.2	7.9

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

	Share of wholesale market			Share of retail market		
	2005	2006	2007	2005	2006	2007
Central	6	7	7	7	6	7
North-West	20	19	20	22	23	24
Urals	18	17	17	17	20	19
South	18	16	14	16	15	17
Volga	22	24	25	19	21	21

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

	Share of wholesale market			Share of retail market		
	2005	2006	2007	2005	2006	2007
Russia*	15	15	15	15	15	15
Azerbaijan	25	24	14	10	11	10
Belarus	11	29	6	13	16	20
Belgium	–	–	–	–	–	9
Bulgaria**	62	74	67	37	39	45
Hungary	4	4	3	2	2	7
Georgia	32	20	30	6	16	22
Cyprus	0	8	5	12	8	9
Lithuania	40	45	48	24	26	23
Latvia	18	22	20	9	10	11
Macedonia	–	7	19	–	0	2
Moldova	44	30	37	33	32	35
Poland***	1	0	3	1	0	6
Romania	10	19	28	16	17	25
Serbia	10	15	33	13	15	14
Slovakia	–	–	–	–	–	5
USA*	0	0	0	6	5	5
Turkey****	–	0	6	–	0.3	0.2
Ukraine	4	7	7	7	7	6
Finland	0	0	28	24	25	24
Czech Republic	–	–	–	–	–	4
Estonia	7	9	10	3	5	11

* 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.

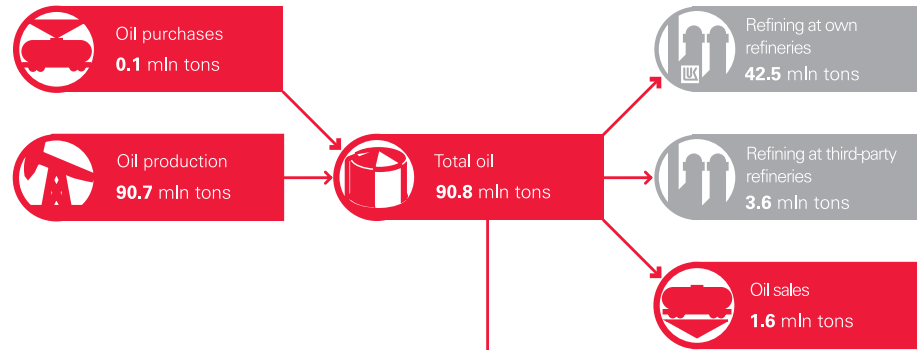
**** Before 2006 – only bunkering (market share – about 40%).

Petrochemical product sales

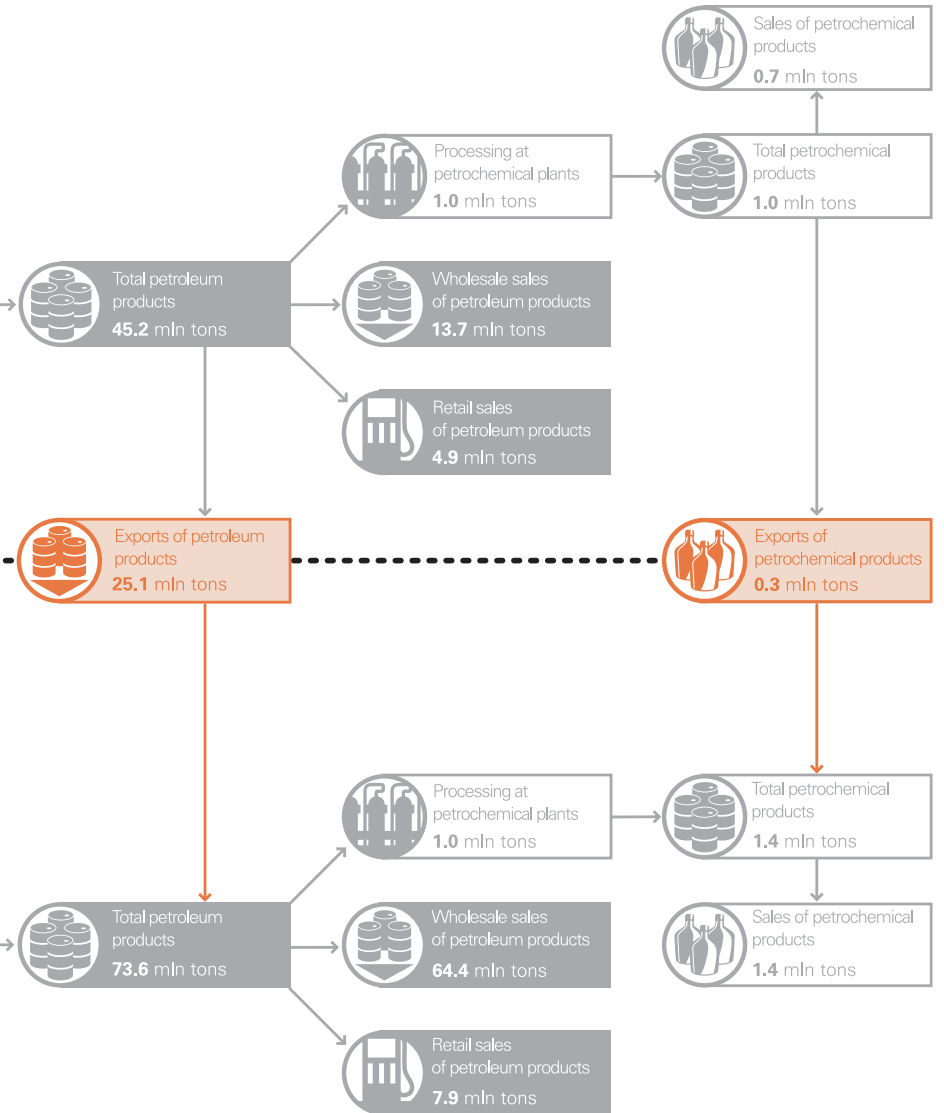
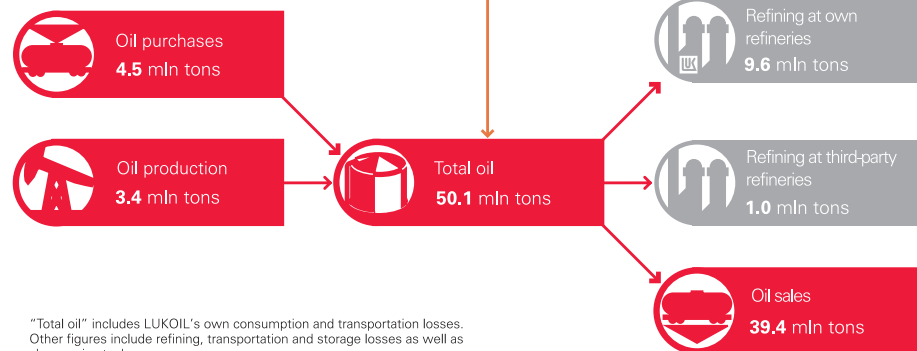
	2003	2004	2005	2006	2007
			mln USD		
Export and sales on international markets	671	1,021	1,134	1,260	1,569
Domestic sales	251	332	469	569	733
Total	922	1,353	1,603	1,829	2,302
			th. tons		
Export and sales on international markets	1,505	1,575	1,414	1,395	1,449
Domestic sales	495	541	624	639	716
Total	2,000	2,116	2,038	2,034	2,165

TRADE BALANCE OF LUKOIL SUBSIDIARIES (2007)

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.