

MARKETING OF OIL, PETROLEUM PRODUCTS AND PETROCHEMICALS

Crude oil sales

	2004	2005	2006	2007	2008
			mIn USD		
Export and sales on international markets	10,940	16,367	17,649	19,258	24,007
<i>Including export and sales to near-abroad countries</i>	602	778	790	912	1,625
Domestic sales	181	120	376	440	600
Total	11,121	16,487	18,025	19,698	24,607
			th. tons		
Export and sales on international markets	46,030	45,916	41,017	39,407	37,437
<i>Including export and sales to near-abroad countries</i>	4,076	3,254	2,958	2,712	4,315
Domestic sales	1,637	672	1,823	1,604	2,102
Total	47,667	46,588	42,840	41,011	39,539
Export of crude oil using Transneft export routes	38,909	38,529	41,478	39,995	36,070
Export of crude oil bypassing Transneft	7,389	7,288	2,655	2,158	3,225
Total crude oil exports from Russia	46,298	45,817	44,133	42,153	39,295

Realized average sales price, USD per ton

	2004	2005	2006	2007	2008
Export and sales on international markets	237.7	356.5	430.3	488.7	641.3
<i>Including export and sales to near-abroad countries</i>	147.6	239.2	267.2	336.2	376.6
Domestic sales	110.6	179.2	206.4	274.4	285.7
Total	233.3	353.9	420.8	480.3	622.3

Oil purchases, th. tons

	2004	2005	2006	2007	2008
Crude oil purchases in Russia	2,839	1,468	1,850	47	236
Crude oil purchases internationally	8,826	9,430	5,101	4,475	10,379
Total	11,665	10,898	6,951	4,522	10,615

Petroleum product sales

	2004	2005	2006	2007	2008
			mIn USD		
Export and sales on international markets	15,317	29,216	37,459	47,154	62,542
Wholesale	11,403	22,923	30,302	37,971	50,553
Retail	3,914	6,293	7,157	9,183	11,989
Domestic sales	4,665	6,725	8,151	9,583	13,872
Wholesale	3,429	4,753	5,431	5,862	8,049
Retail	1,236	1,972	2,720	3,721	5,823
Total	19,982	35,941	45,610	56,737	76,414

Petroleum product sales

	2004	2005	2006	2007	2008
			th. tons		
Export and sales on international markets	41,426	56,666	64,729	72,304	75,869
Wholesale	35,946	49,549	57,558	64,394	67,669
Retail	5,480	7,117	7,171	7,910	8,200
Domestic sales	19,724	19,970	19,150	18,557	19,278
Wholesale	16,981	16,421	15,155	13,704	13,314
Retail	2,743	3,549	3,995	4,853	5,964
Total	61,150	76,636	83,879	90,861	95,147

Realized average petroleum product sales price, USD per ton

	2004	2005	2006	2007	2008
Export and sales on international markets	369.7	515.6	578.7	652.2	824.3
Wholesale	317.2	462.6	526.5	589.7	747.1
Retail	714.2	884.3	998.1	1,160.9	1,462.1
Domestic sales	236.5	336.8	425.6	516.4	719.6
Wholesale	201.9	289.4	358.4	427.7	604.6
Retail	450.6	555.8	680.8	766.7	976.4
Total	326.8	469.0	543.8	624.4	803.1

Petroleum product exports by type, %

	2004	2005	2006	2007	2008
Naphta	4.7	4.0	5.0	4.0	3.5
Diesel fuel	40.1	39.2	37.4	33.9	34.9
Vacuum gas oil	14.2	19.2	19.3	17.8	21.7
Fuel oil	28.0	29.2	28.6	35.2	33.8
Lubricants	4.4	3.5	3.3	2.8	2.6
Other	18.6	4.9	6.4	6.3	3.5
Petroleum product exports from Russia, mln tons	14.1	16.6	20.5	25.1	25.8

Petroleum product exports by type of transport, %

	2004	2005	2006	2007	2008
Railroad	62.5	64.6	75.5	82.9	82.7
River	18.4	22.3	18.4	13.4	9.7
Pipeline	19.1	13.1	6.1	3.7	7.6

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

	2004	2005	2006	2007	2008
Total	5,405	5,830	5,793	6,090	6,748
Russia	1,711	1,694	1,658	1,815	2,106
Owned and leased	1,449	1,517	1,538	1,714	2,013
Franchised	262	177	120	101	93
Europe	1,171	1,578	1,654	2,041	2,399
Baltics	178	181	196	195	202
Near-abroad countries	310	412	442	461	517
USA	2,035	1,965	1,843	1,578	1,524

* Owned, leased and franchised.

Average fuel sales per filling station, tons per day

	2004	2005	2006	2007	2008
Russia	6.4	7.6	8.1	9.4	9.8
Europe and near-abroad countries	4.4	4.9	5.5	6.8	7.4
USA	8.1	8.4	8.1	7.9	6.8
Total	6.3	7.0	7.2	7.9	7.3

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

	Share of wholesale market			Share of retail market		
	2006	2007	2008	2006	2007	2008
Central	7	7	3	6	7	10
North-West	19	20	15	23	24	28
Urals	17	17	12	20	19	24
South	16	14	6	15	17	23
Volga	24	25	13	21	21	24

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

	Share of wholesale market			Share of retail market		
	2006	2007	2008	2006	2007	2008
Russia*	15	15	8	15	15	19
Azerbaijan	24	14	18	11	10	13
Belarus	29	6	19	16	20	20
Belgium	0	0	0	0	9	8
Bulgaria**	74	67	67	39	45	31
Hungary	4	3	12	2	7	7
Georgia	20	30	63	16	22	22
Cyprus	8	5	4	8	9	12
Lithuania	45	48	56	26	23	31
Latvia	22	20	21	10	11	13
Macedonia	7	19	52	0	2	8
Moldova	30	37	48	32	35	40
Poland	0	3	1	0	6	4
Romania	19	28	23	17	25	11
Serbia	15	33	41	15	14	18
Slovakia	0	0	0	0	5	5
USA *	0	0	0	5	5	5
Turkey	0	6	7	0.3	0.2	6
Ukraine	7	7	9	7	6	8
Finland	0	28	28	25	24	41
Croatia	0	0	3	0	0	2
Montenegro	0	0	20	0	0	9
Czech Republic	0	0	0	0	4	4
Estonia	9	10	9	5	11	11

* Share in the regions where LUKOIL has retail business

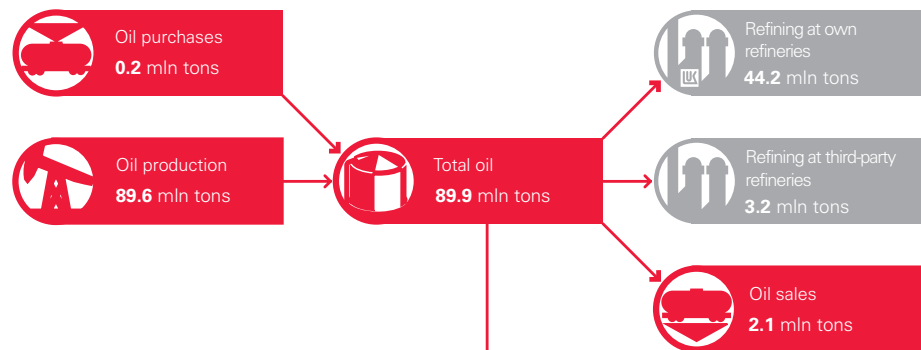
** Berofe 2008 retail market share including filling stations of Petrol-Bulgaria.

Petrochemical product sales

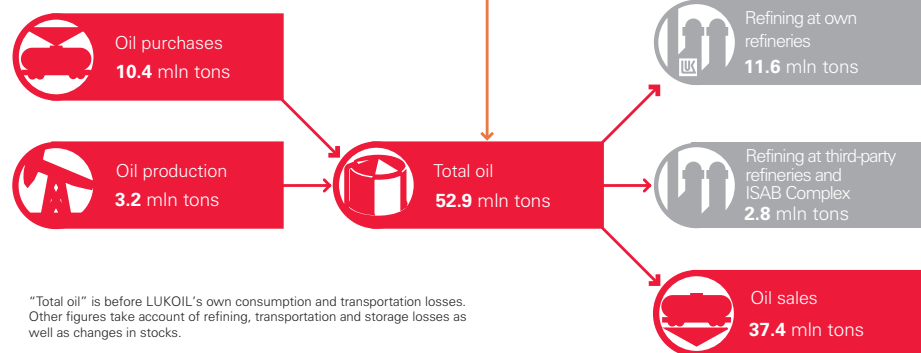
	2004	2005	2006	2007	2008
			mln USD		
Export and sales on international markets	1,021	1,134	1,260	1,569	1,232
Domestic sales	332	469	569	733	880
Total	1,353	1,603	1,829	2,302	2,112
			th. tons		
Export and sales on international markets	1,575	1,414	1,395	1,449	1,062
Domestic sales	541	624	639	716	767
Total	2,116	2,038	2,034	2,165	1,829

TRADE BALANCE OF LUKOIL SUBSIDIARIES (2008)

RUSSIA



INTERNATIONAL



"Total oil" is before LUKOIL's own consumption and transportation losses. Other figures take account of refining, transportation and storage losses as well as changes in stocks.

