

## MARKETING OF OIL, PETROLEUM PRODUCTS AND PETROCHEMICALS

### Crude oil sales

	2005	2006	2007	2008	2009
			<b>mIn USD</b>		
Export and sales on international markets	16,367	17,649	19,258	24,007	19,914
<i>Including export and sales to near-abroad countries</i>	778	790	912	1,625	1,638
Domestic sales	120	376	440	600	735
<b>Total</b>	<b>16,487</b>	<b>18,025</b>	<b>19,698</b>	<b>24,607</b>	<b>20,649</b>
			<b>th. tons</b>		
Export and sales on international markets	45,916	41,017	39,407	37,437	46,982
<i>including export and sales to near-abroad countries</i>	3,254	2,958	2,712	4,315	5,335
Domestic sales	672	1,823	1,604	2,102	2,989
<b>Total</b>	<b>46,588</b>	<b>42,840</b>	<b>41,011</b>	<b>39,539</b>	<b>49,971</b>
Export of crude oil using Transneft export routes	38,529	41,478	39,995	36,070	33,000
Export of crude oil bypassing Transneft	7,288	2,655	2,158	3,225	9,019
<b>Total crude oil exports from Russia</b>	<b>45,817</b>	<b>44,133</b>	<b>42,153</b>	<b>39,295</b>	<b>42,019</b>

### Realized average sales price, USD per ton

	2005	2006	2007	2008	2009
Export and sales on international markets	356.5	430.3	488.7	641.3	423.9
<i>Including export and sales to near-abroad countries</i>	239.2	267.2	336.2	376.6	119.6
Domestic sales	179.2	206.4	274.4	285.7	245.9
<b>Total</b>	<b>353.9</b>	<b>420.8</b>	<b>480.3</b>	<b>622.3</b>	<b>413.2</b>

### Oil purchases, th. tons

	2005	2006	2007	2008	2009
Crude oil purchases in Russia	1,468	1,850	47	236	606
Crude oil purchases internationally	9,430	5,101	4,475	10,379	20,499
<b>Total</b>	<b>10,898</b>	<b>6,951</b>	<b>4,522</b>	<b>10,615</b>	<b>21,105</b>

### Petroleum product sales

	2005	2006	2007	2008	2009
			<b>mIn USD</b>		
Export and sales on international markets	29,216	37,459	47,154	62,542	46,888
Wholesale	22,923	30,302	37,971	50,553	38,023
Retail	6,293	7,157	9,183	11,989	8,865
Domestic sales	6,725	8,151	9,583	13,872	8,101
Wholesale	4,753	5,431	5,862	8,049	3,820
Retail	1,972	2,720	3,721	5,823	4,281
<b>Total</b>	<b>35,941</b>	<b>45,610</b>	<b>56,737</b>	<b>76,414</b>	<b>54,989</b>

**Petroleum product sales**

	2005	2006	2007	2008	2009
			<b>th. tons</b>		
<i>Export and sales on international markets</i>	56,666	64,729	72,304	75,869	84,748
Wholesale	49,549	57,558	64,394	67,669	76,885
Retail	7,117	7,171	7,910	8,200	7,863
<i>Domestic sales</i>	19,970	19,150	18,557	19,278	16,012
Wholesale	16,421	15,155	13,704	13,314	9,796
Retail	3,549	3,995	4,853	5,964	6,216
<b>Total</b>	<b>76,636</b>	<b>83,879</b>	<b>90,861</b>	<b>95,147</b>	<b>100,760</b>

**Realized average petroleum product sales price, USD per ton**

	2005	2006	2007	2008	2009
<i>Export and sales on international markets</i>	515.6	578.7	652.2	824.3	553.3
Wholesale	462.6	526.5	589.7	747.1	494.5
Retail	884.3	998.1	1,160.9	1,462.1	1,127.4
<i>Domestic sales</i>	336.8	425.6	516.4	719.6	505.9
Wholesale	289.4	358.4	427.8	604.6	390.0
Retail	555.8	680.8	766.7	976.4	688.7
<b>Total</b>	<b>469.0</b>	<b>543.8</b>	<b>624.4</b>	<b>803.1</b>	<b>545.7</b>

**Petroleum product exports by type, %**

	2005	2006	2007	2008	2009
Naphta	4.0	5.0	4.0	3.5	3.5
Diesel fuel	39.2	37.4	33.9	34.9	33.5
Vacuum gas oil	19.2	19.3	17.8	21.7	21.4
Fuel oil	29.2	28.6	35.2	33.8	34.5
Lubricants	3.5	3.3	2.8	2.6	2.6
Other	4.9	6.4	6.3	3.5	4.5

**Petroleum product exports from Russia, mln tons**

	<b>16.6</b>	<b>20.5</b>	<b>25.1</b>	<b>25.8</b>	<b>27.8</b>
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**Petroleum product exports by type of transport, %**

	2005	2006	2007	2008	2009
Railroad	75.5	82.9	81.7	82.7	80.6
River	18.4	13.4	12.4	9.7	10.3
Pipeline	6.1	3.7	5.9	7.6	9.1

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

	2005	2006	2007	2008	2009
<b>Total</b>	<b>5,830</b>	<b>5,793</b>	<b>6,090</b>	<b>6,748</b>	<b>6,620</b>
Russia	1,694	1,658	1,815	2,106	2,170
<i>Owned and leased</i>	1,517	1,538	1,714	2,013	2,055
<i>Franchised</i>	177	120	101	93	115
Europe	1,578	1,654	2,041	2,399	2,349
Baltics	181	196	195	202	204
Near-abroad countries	412	442	461	517	563
USA	1,965	1,843	1,578	1,524	1,334

\* Owned, leased and franchised. Before 2008 Europe includes Petrol-Bulgaria filling stations.

**Average fuel sales per filling station, tons per day**

	2005	2006	2007	2008	2009
Russia	7.6	8.1	9.4	9.8	9.3
Europe and near-abroad countries	4.9	5.5	6.8	7.4	7.0
USA	8.4	8.1	7.9	6.8	6.8
<b>Total</b>	<b>7.0</b>	<b>7.2</b>	<b>7.9</b>	<b>7.3</b>	<b>7.8</b>

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

	Share of wholesale market			Share of retail market		
	2007	2008	2009	2007	2008	2009
Central	7	3	3	7	10	14
North-West	20	15	15	24	28	28
Urals	17	12	18	19	24	21
South	14	6	15	17	23	26
Volga	25	13	12	21	24	23

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

	2007	2008	2009
Russia*	15	19	21
Azerbaijan	10	13	13
Belarus	20	20	13
Belgium	9	8	8
Bulgaria**	45	31	25
Hungary	7	7	7
Georgia	22	22	20
Cyprus	9	12	13
Lithuania	23	31	23
Latvia	11	13	10
Macedonia	2	8	12
Moldova	35	40	37
Poland	6	4	4
Romania	25	11	25
Serbia	14	18	20
Slovakia	5	5	4
USA*	10	10	11
Turkey	0.2	6	5
Ukraine	6	8	8
Finland	24	41	38
Croatia	0	2	2
Montenegro	0	9	13
Czech Republic	4	4	4
Estonia	11	11	9

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

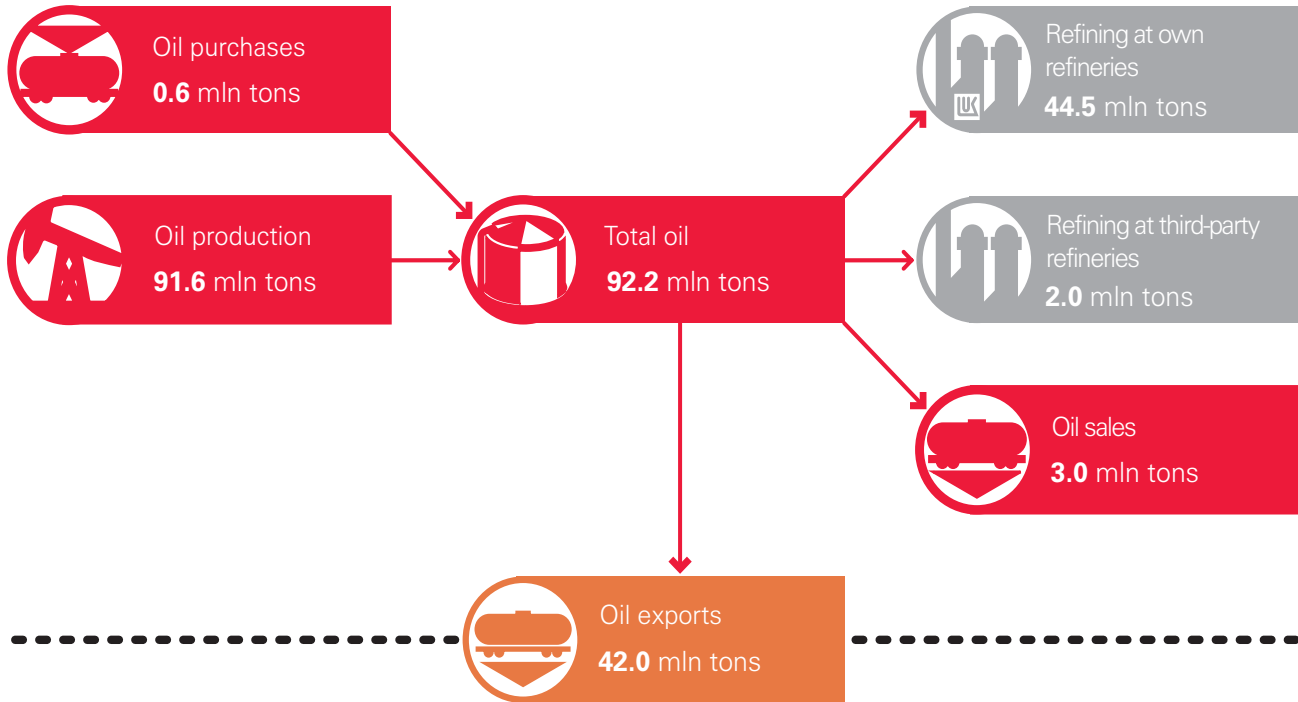
\*\* Before 2008 retail market share including filling stations of Petrol-Bulgaria.

**Petrochemical product sales**

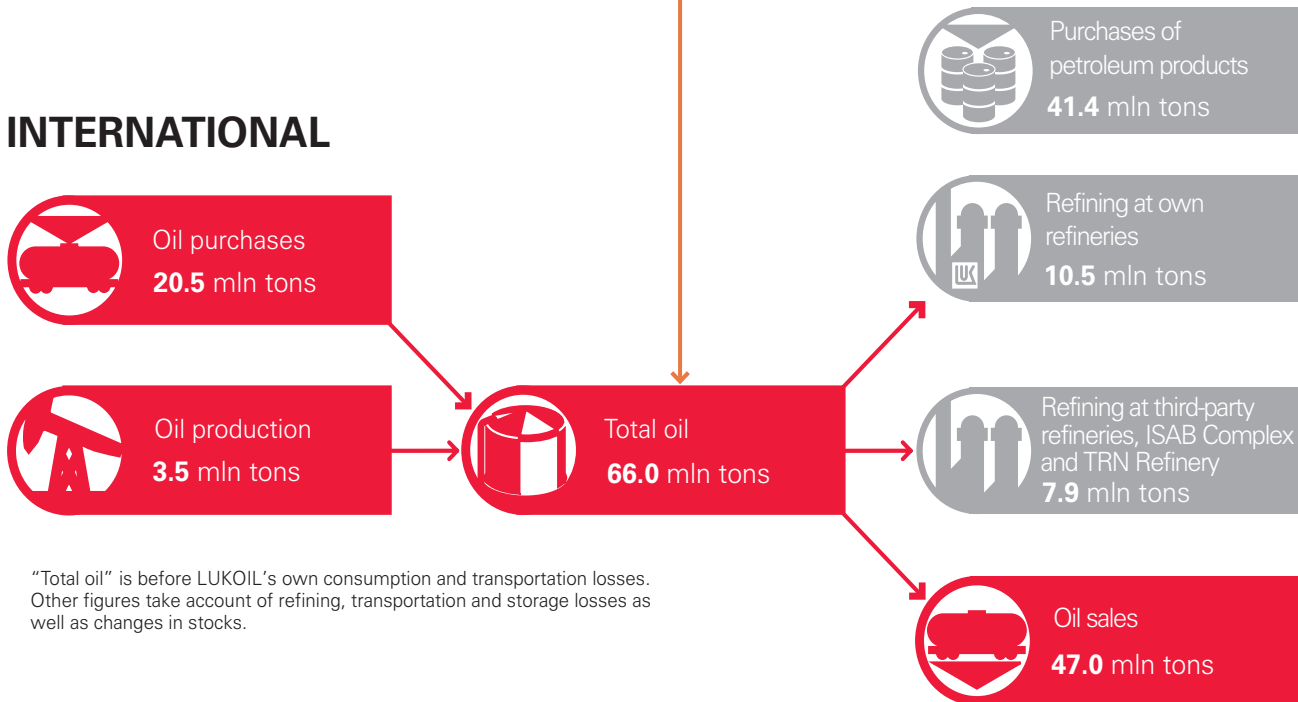
	2005	2006	2007	2008	2009
	<b>mIn USD</b>				
Export and sales on international markets	1,134	1,260	1,569	1,232	574
Domestic sales	469	569	733	880	514
<b>Total</b>	<b>1,603</b>	<b>1,829</b>	<b>2,302</b>	<b>2,112</b>	<b>1,088</b>
	<b>th. tons</b>				
Export and sales on international markets	1,414	1,395	1,449	1,062	763
Domestic sales	624	639	716	767	706
<b>Total</b>	<b>2,038</b>	<b>2,034</b>	<b>2,165</b>	<b>1,829</b>	<b>1,469</b>

TRADE BALANCE OF LUKOIL GROUP (2009)

**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.

