PRESS RELEASE
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LUKOIL SIGNS THE STRATEGIC FRAMEWORK AGREEMENT WITH NESTLE

Today in Moscow LUKOIL and Nestlé have signed a three-year Framework Partnership Agreement, according to which Nestlé becomes a strategic and main coffee supplier at LUKOIL filling stations. The document extends the cooperation started in 2014.

The cooperation with the global coffee leader assumes the implementation of the new retailing solutions at LUKOIL filling stations. The main ones include the development of menu for premium beverages and an exclusive blend of coffee, creation of a new design of coffee-zones and high-tech coffee equipment installation.

LUKOIL and Nestlé agree upon the cooperation during the period of the Agreement, eyeing to double the coffee business at LUKOIL filling stations. This unique strategic alliance will allow Nestlé and LUKOIL to scale up the new coffee solution in future to other European markets.

"Further development of cooperation with the global coffee leader will contribute to improving the quality of non-fuel goods' assortment at LUKOIL filling stations through the use of advanced technologies, unique recipes and remote monitoring and telemetry for quality control," said LUKOIL Vice President of oil products sales Maxim Donde.

"We are very happy with this important deal, due to the enhancing trend of growth in the food and beverage category in the gas station segment, where coffee has a key role to play in terms of growth and profitability", said Head of Nestlé Professional in Europe, the Middle East and North Africa Mr. Vincent de Clippele.

Information:
LUKOIL is one of the largest publicly traded, vertically integrated oil and gas companies in the world accounting for more than 2% of the world's oil production and around 1% of the proved hydrocarbon reserves. Each day we improve the quality of life for millions of consumers in over 100 countries around the globe through the supply of our products, power, and heat.
Nestlé is the world's largest food and beverage company. It is present in 190 countries around the world. Nestlé offers a wide portfolio of more than 2000 brands of products and services.

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