

Sale of oil and petroleum products

Gazprom Neft sells oil and petroleum products in bulk in Russia and abroad. Small-scale wholesale and retail sales, including via the Company's filling stations, are handled by sales subsidiaries.

SALES OF OIL AND PETROLEUM PRODUCTS ON THE DOMESTIC MARKET

Sales of petroleum products on the domestic market edged down slightly by 0.1% in physical terms, but increased by 3.4% in monetary terms in 2015.

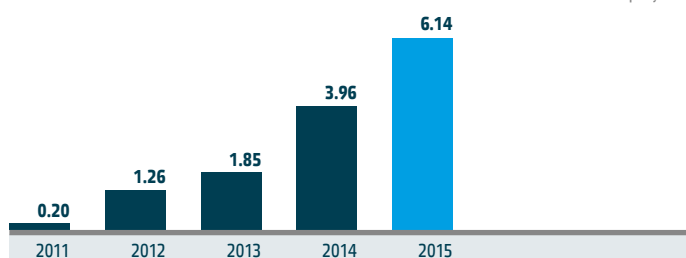
Despite the overall decline of the Russian market, the Company utilised the competitive advantage of having its own highly efficient filling station chain, which led to growth in motor fuel sales.

The decrease in jet fuel sales is attributable to the reformatting of the airline passenger market and the departure of Russia's second largest air carrier from the market.

As a result, the Company managed to maintain and increase its market share for all premium product categories.

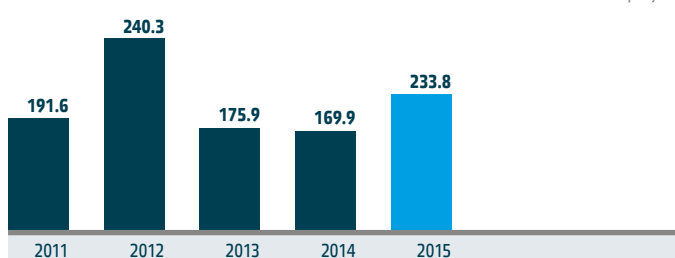
OIL SALES ON THE DOMESTIC MARKET // *mn t*

Source: Company data



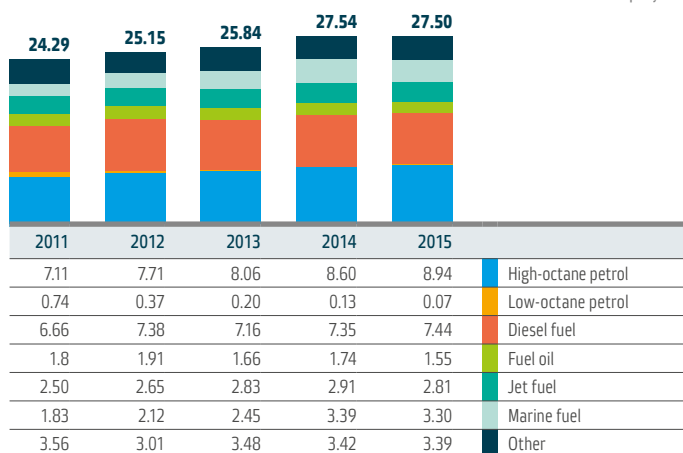
OIL SALES ON THE DOMESTIC MARKET // *RUB bn*

Source: Company data



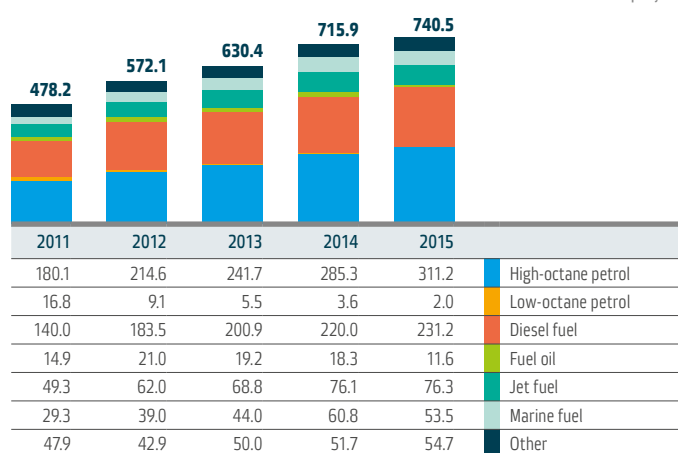
PETROLEUM PRODUCT SALES ON THE DOMESTIC MARKET // mn t

Source: Company data



PETROLEUM PRODUCT SALES ON THE DOMESTIC MARKET // RUB bn

Source: Company data

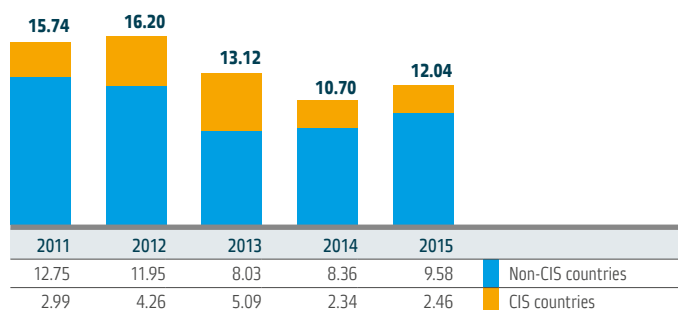


EXPORT SALES

OIL EXPORT // Gazprom Neft exported 12.04 million tonnes of oil in absolute terms in the reporting year, or 12.5% more than in 2014. The increase is attributable to growth in oil exports from the Company's Arctic regions.

DYNAMICS OF OIL EXPORTS TO NON-CIS AND CIS COUNTRIES // mn t

Source: Company data



STRUCTURE OF THE COMPANY'S OIL EXPORTS BY TRANSPORT MODE (TO NON-CIS AND CIS COUNTRIES) // %

Source: Company data

