



# **Gazprom Neft 2009 Results and Outlook**

**10 March 2010**



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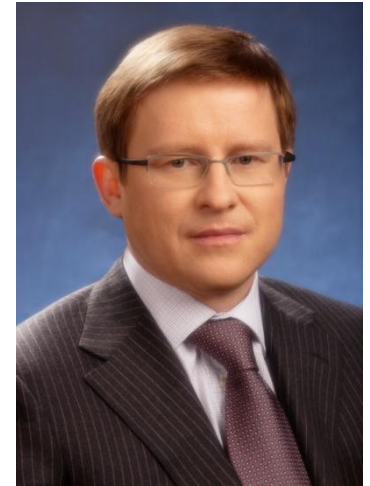
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Forward-looking statements include, among other things, statements concerning the potential exposure of Gazprom Neft to market risks and statements expressing management's expectations, beliefs, estimates, forecasts, projections and assumptions. These forward-looking statements are identified by their use of terms and phrases such as "anticipate", "believe", "could", "estimate", "expect", "intend", "may", "plan", "objectives", "outlook", "probably", "project", "will", "seek", "target", "risks", "goals", "should" and similar terms and phrases. There are a number of factors that could affect the future operations of Gazprom Neft and could cause those results to differ materially from those expressed in the forward-looking statements included in this presentation, inclusively (without limitation): (a) price fluctuations in crude oil and oil products; (b) changes in demand for the Company's products; (c) currency fluctuations; (d) drilling and production results; (e) reserve estimates; (f) loss of market and industry competition; (g) environmental and physical risks; (h) risks associated with the identification of suitable potential acquisition properties and targets, and successful negotiation and completion of such transactions; (i) economic and financial market conditions in various countries and regions; (j) political risks, project delay or advancement, approvals and cost estimates; and (k) changes in trading conditions.

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# Welcome

**Vadim Yakovlev, CFO**



- Strategy
- Upstream
- Downstream
- Financial
- Q & A
- Appendix

- Acquired controlling stake in Sibir energy
- Entered European market with NIS (51%) and Bari lubricants acquisitions
- Total reserves replacement 263%, organic replacement 195%
- Increased annual production 3% to 50.2 MMtoe (1.0 MMboepd)
- Expanded refining throughput 18%
- Launched four-year \$1.9 bln refinery upgrade program\*
- Executed 30% of new retail rebranding campaign
- Won tender for Iraq's Badrah field
- Refinanced debt on improved terms

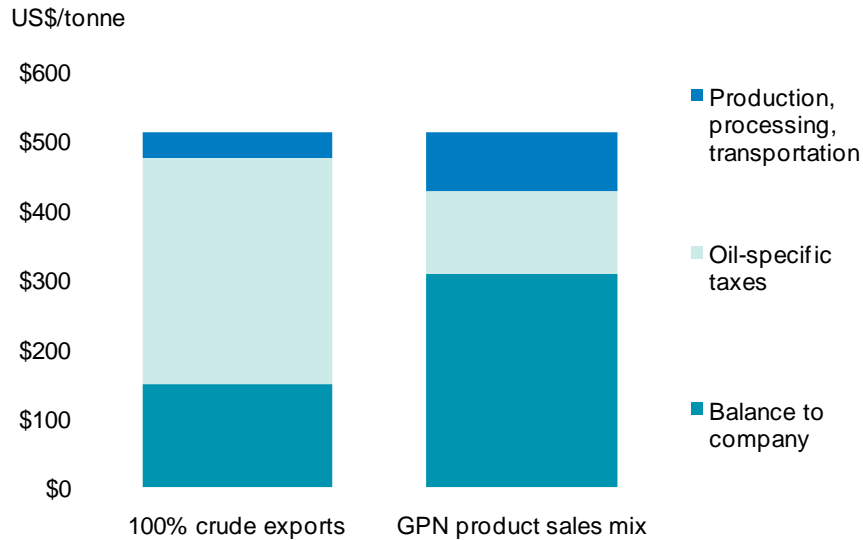
# Strategy

**Driving growth through superior integration, operational excellence and an expanding portfolio**

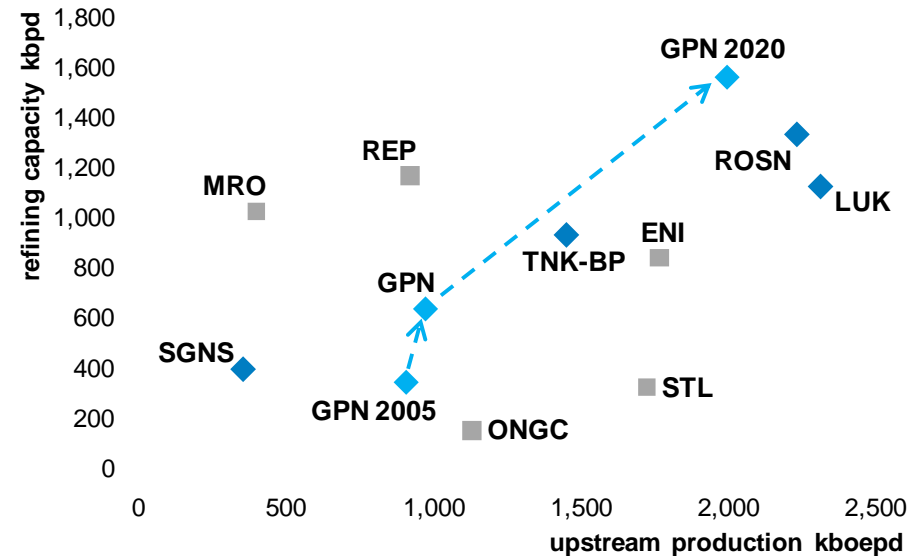


# Tax-advantaged business model in the fastest-growing market among the mature economies

**Upstream vs Downstream profitability @US\$70/bbl**



**2008 Upstream/Downstream integration**



Source: PFC Energy

- Russian tax structure favors domestic refining over crude exports
- Markets in Russia and the Former Soviet Union have the highest growth rates among the developed economies
- Gazprom Neft has the most refining cover among Russian majors and plans to sustain this competitive advantage as it grows

# Committed to providing superior shareholder returns through profitable growth



- **100** MMTonnes oil equivalent production (2 MMboepd)  
Reserves/Production ratio > 20 years  
Produce at least 50% from fields at first stage of development



- **70** MMTonnes refining throughput (1.4 MMbpd)  
~ 40 MMTonnes in Russia  
~ 30 MMTonnes outside Russia  
Raise light products yield to 77%  
Increase processing depth to 90%

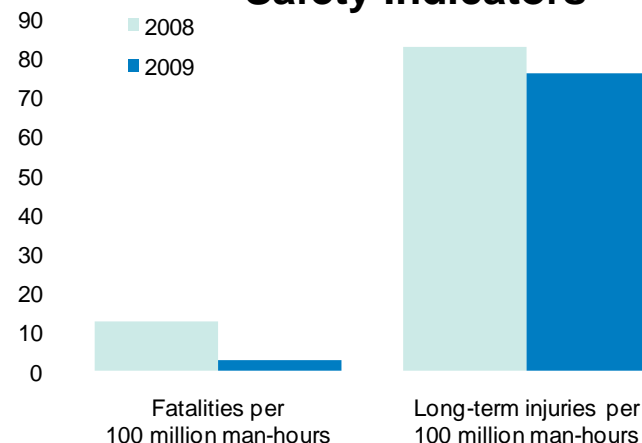
Large scale business development to deliver the highest Total Shareholder Return while maintaining leading position in business effectiveness among vertically integrated Russian oil companies



- **40** MM tonnes high value added product sales (0.8 MMbpd)  
12 MMTonnes retail fuel sales (8.2 MMTonnes in Russia and CIS)  
18 MMTonnes to premium markets (aviation. lubricants. bunker. bitumen. petrochemicals)  
10 MMTonnes direct sales to large end users

- Systematic reduction of
  - Work-related fatalities
  - Work-related injuries
  - Vehicle accident frequency and severity
- Achieved through
  - Accident reporting, investigation and lessons learned
  - Risk management
  - Environmental standards (spill prevention and control, waste management, energy management, emission and discharge management, remediation)
- CSR activities focused on producing regions:
  - Regional and local infrastructure
  - Children and youth
  - Community sports
- Annual Sustainability Reports

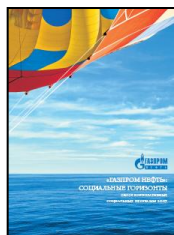
## Safety Indicators



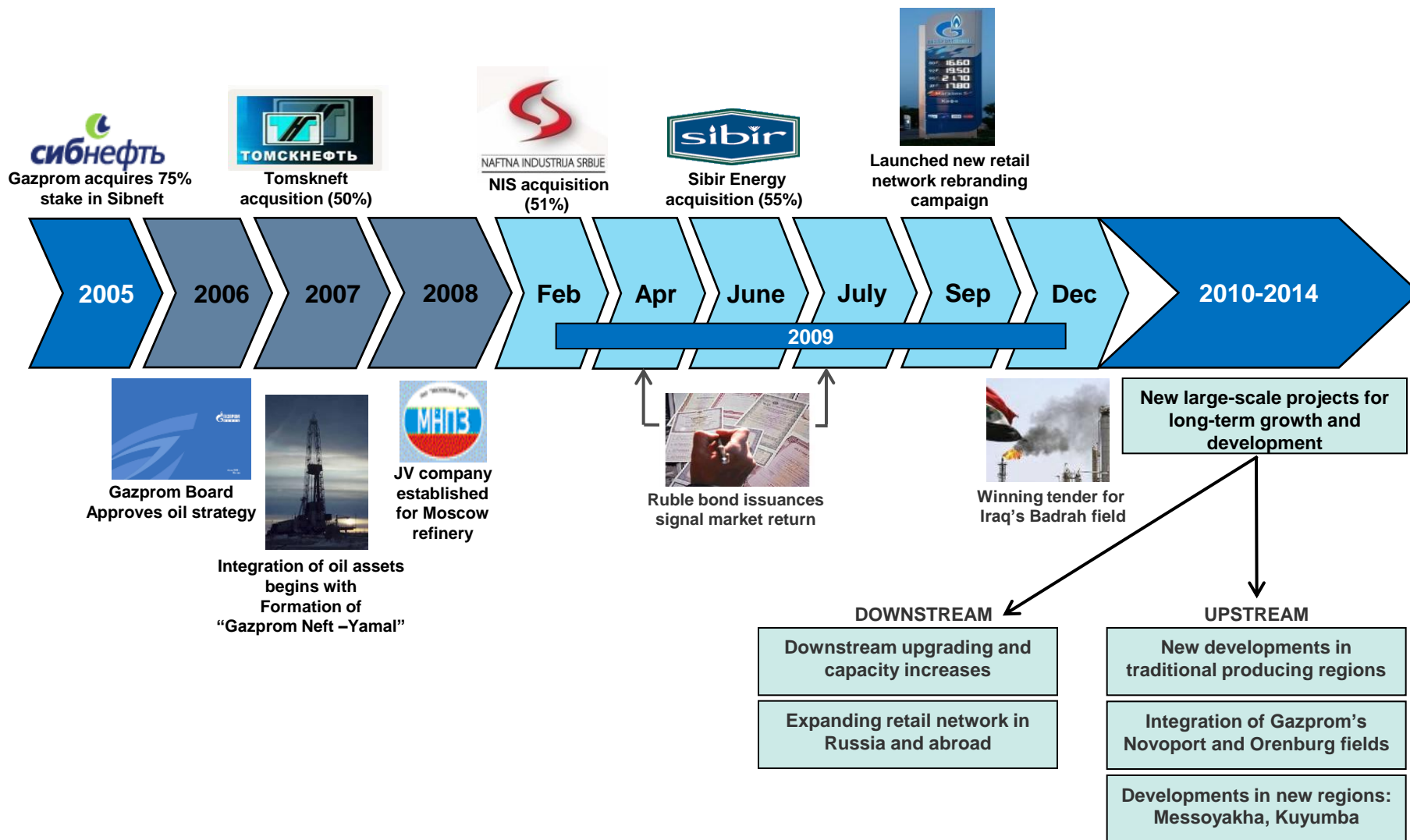
## Ecological remediation



## Corporate Social Responsibility

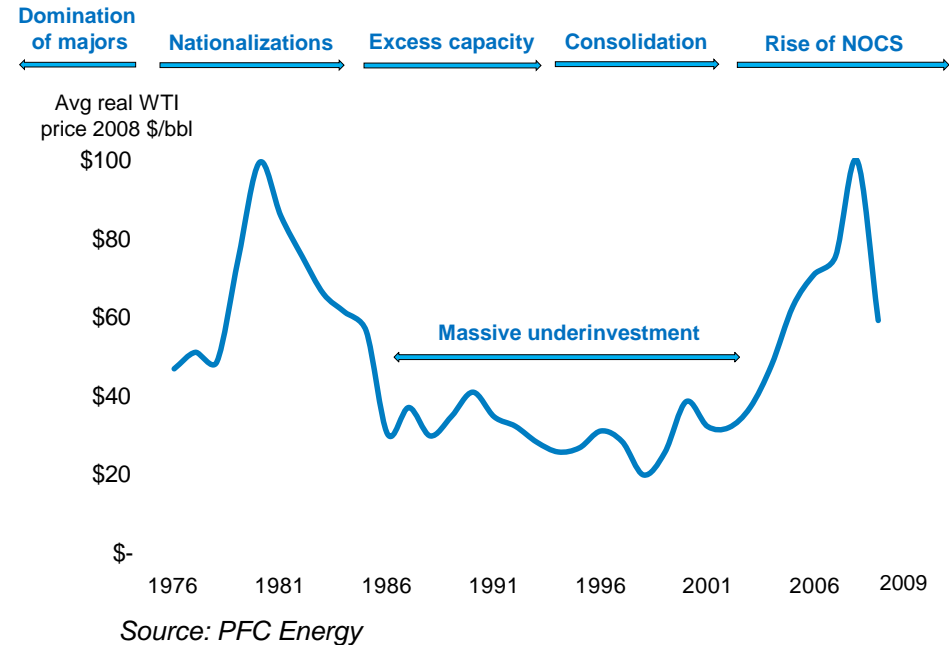
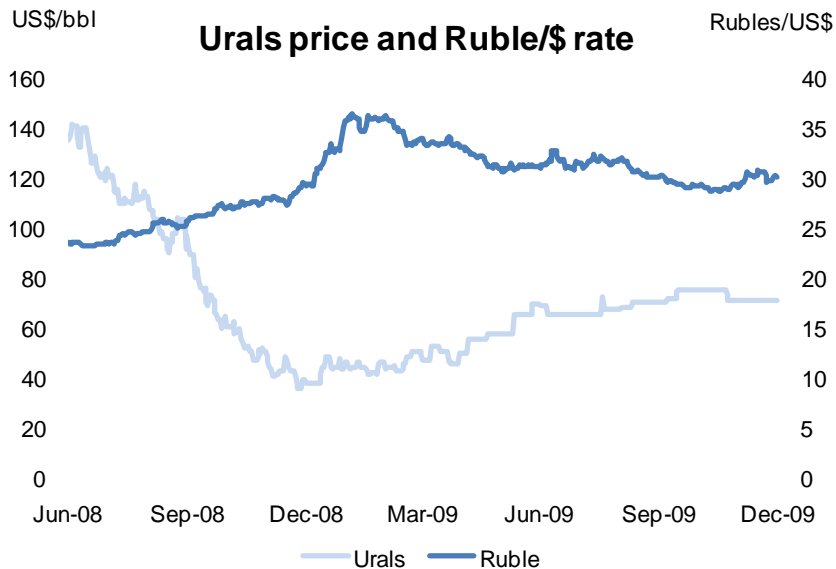


# Capitalizing on 2009 market weakness to advance strategic goals



# Upstream

**Unlocking potential of existing portfolio and capturing new opportunities**

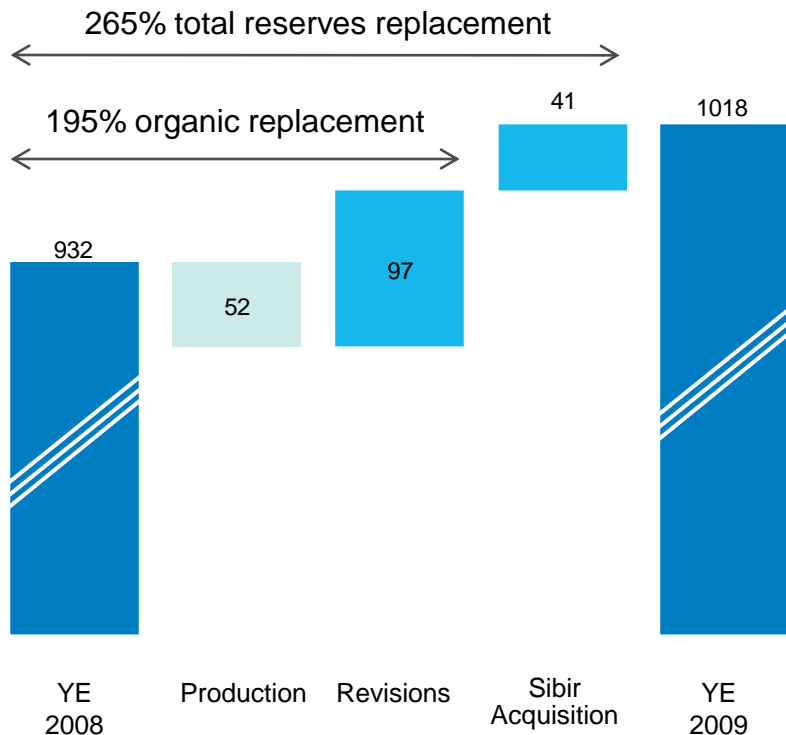


- Ruble/oil price correlation buffers the profit impact of oil price changes
- Rising price trend during 2009

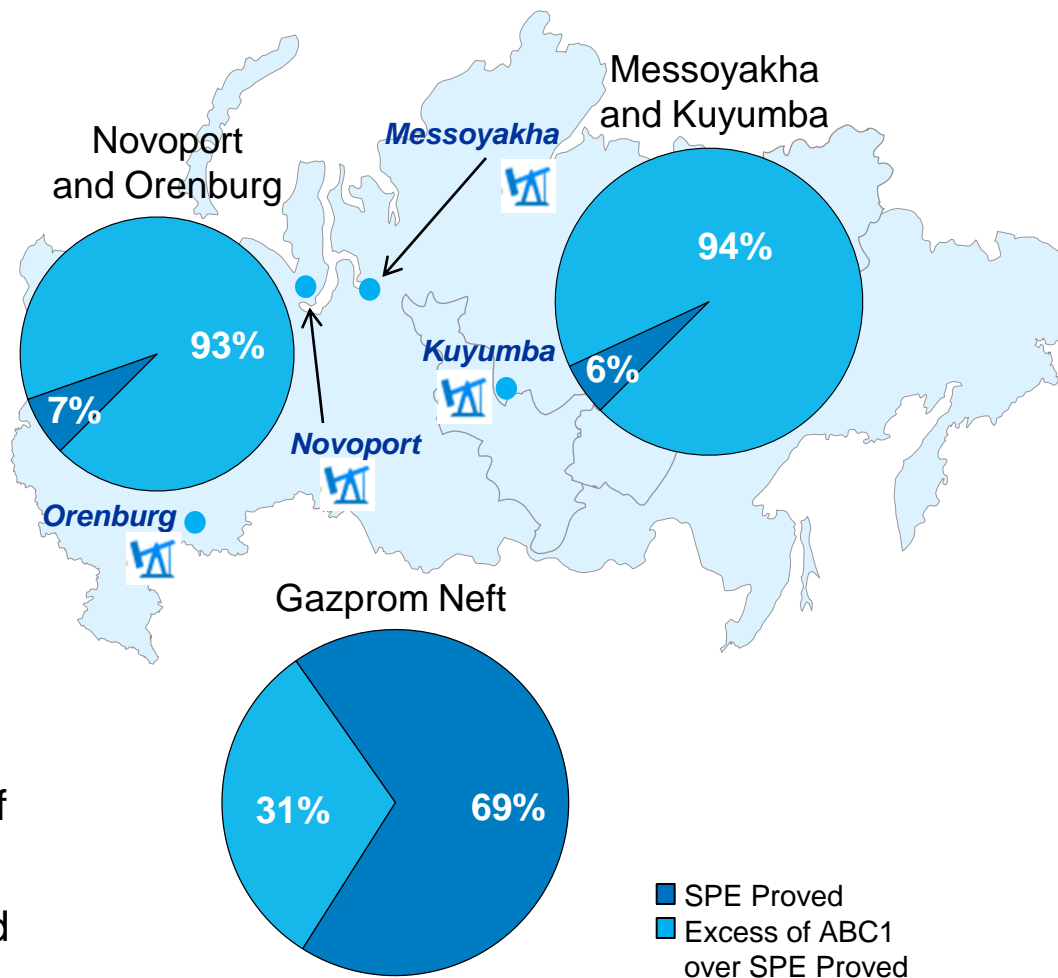
- History shows that the global oil industry curtails investment during low price periods
- This leads to production constraints that stimulate higher prices when demand recovers

# Growing resource base with substantial upside

## Changes in PRMS(SPE) proved reserves (MMtoe)



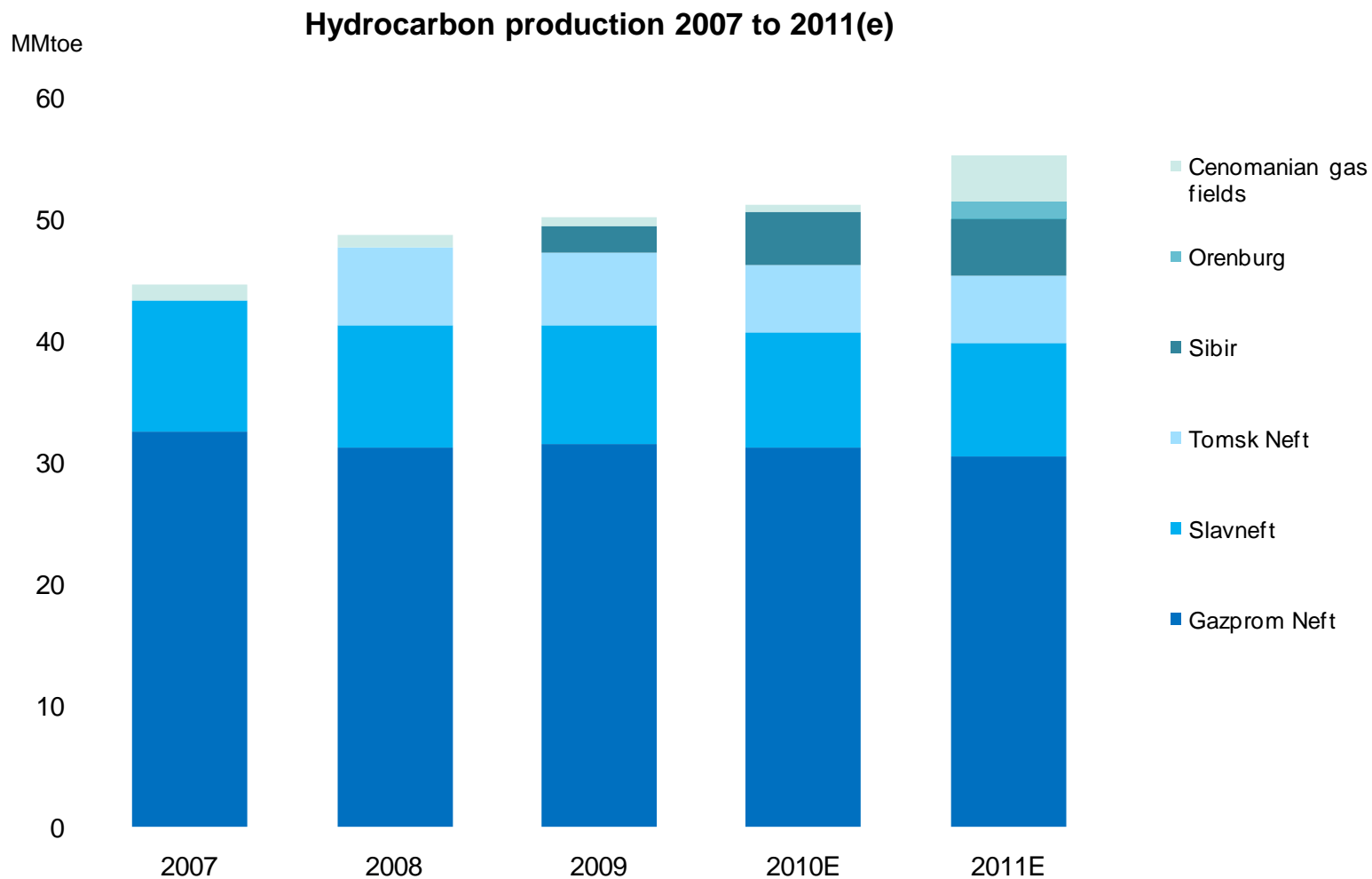
## Comparison of PRMS(SPE) proved reserves and ABC1 resources\*\*



- ABC1 resources equivalent to 216%\* of PRMS(SPE) proved reserves
- Substantial resource upside in new field developments

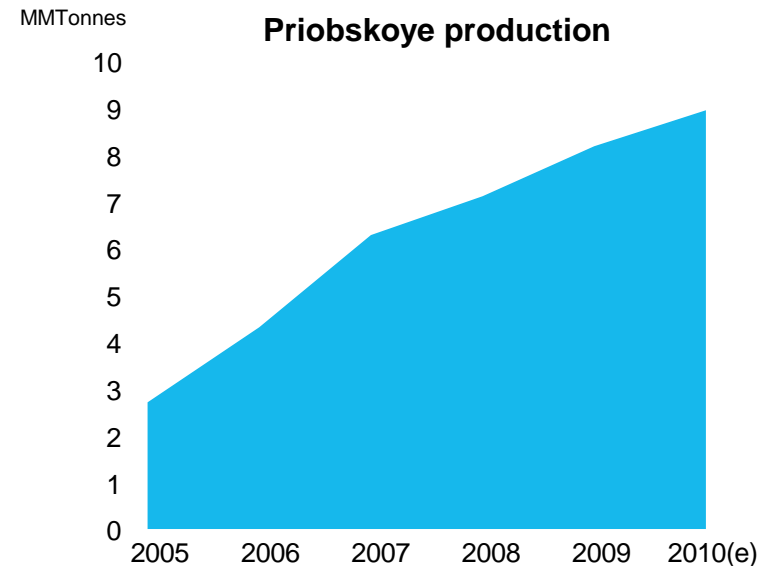
\*ABC1 resources include Novoport and Orenburg fields to be transferred from Gazprom

\*\*Right hand charts include only Gazprom Neft share of equity affiliate resources

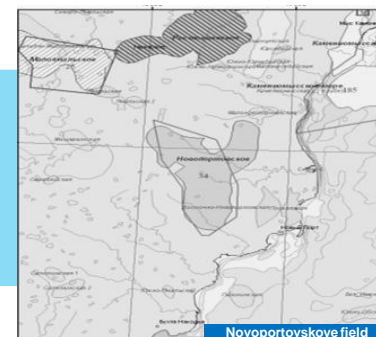
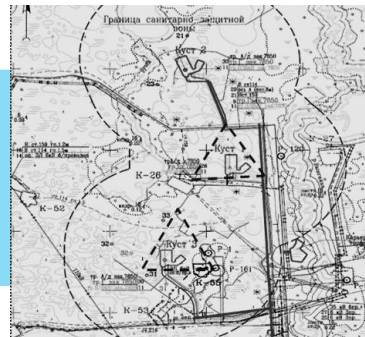




- Priobskoye field is a major source of growth
- SPE reserves 316 MMTonnes; 2009 production 8.2 MMTonnes
- Improved yields through industry best practices:
  - Full 3D seismic coverage
  - Up-to-date hydrodynamic modeling
  - Hydraulic fracturing
  - Integrated pump control systems as first step toward “smart” field
  - Intensified drilling - 386 new wells (27% increase from 2008)
  - Reduced average well drilling and completion from 18 to 15 days



# Robust project pipeline will deliver upstream growth in Russia and internationally



## Orenburg – 100%

- Plateau: 6.6 MMtoe (132.9 kboepd) in 2019
- C1 reserves: 146.8 MMtoe

## Elephant (Libya) – 4%

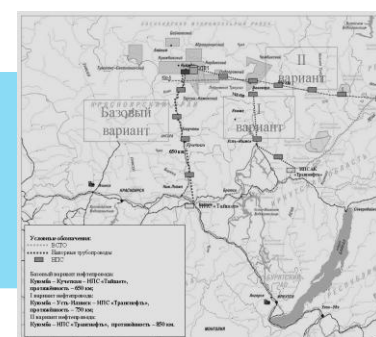
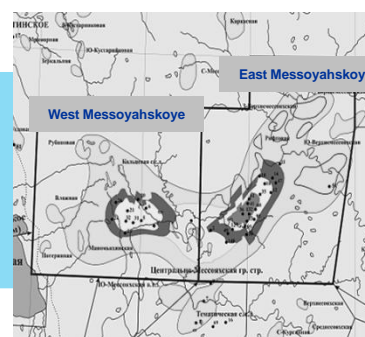
- Plateau: 6 MMTonnes (126 kbpd) since 2008
- P50 reserves: 210 MMTonnes

## Cenomanian gas from Novogodneye and Muravlenkovskoye

- Startup production: 3.2 MMtoe (65kboepd) in 2011
- C1 reserves: 51.2 MMtoe

## Novoport – 100%

- Plateau: 9.5 MMtoe (191.6 kboepd) in 2017
- C1 Reserves: 405.3 MMtoe
- Startup: 2013



## Badrah (Iraq) – 30%

- Plateau: 8.5 MMtpa (170 kbpd) in 2016
- C1 reserves: 328.8 MMTonnes
- Startup: 2013

## Junin 6 (Venezuela) – 8%

- Plateau: 26 MMtpa (450 kbpd) in 2018
- C1 reserves: 1.8 bln tonnes
- Startup: 2013

## Messoyakha – 50%

- Plateau: 25.1 MMtoe (505 kboepd) in 2024
- C1 reserves: 941.2 MMtoe
- Startup: 2014

## Kuyumba – 50%

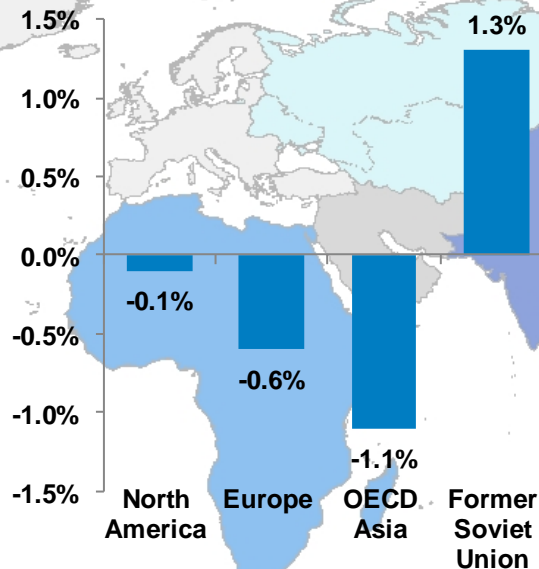
- Plateau: 16.6 MMtoe (333 kboepd) in 2023
- C1 reserves: 477.0 MMtoe
- Startup: 2014

# Downstream

**Managing structural advantages for optimal returns**

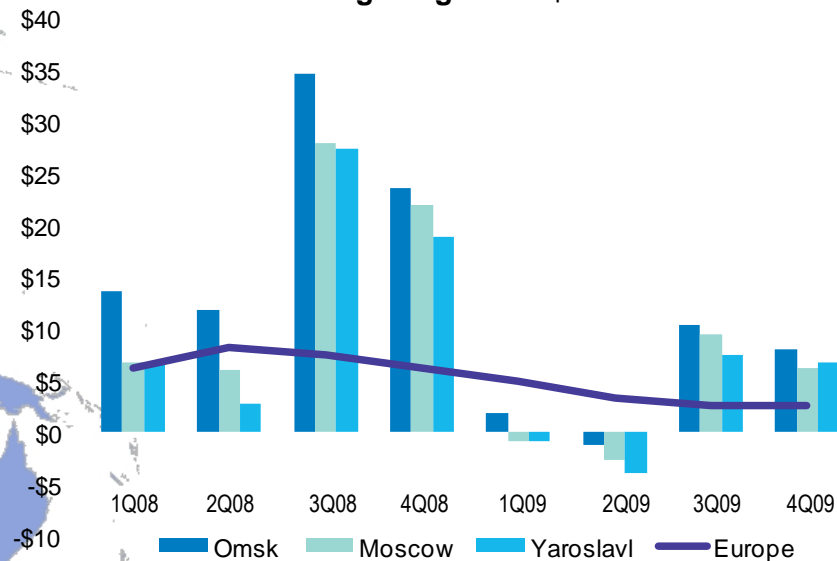
# Capitalizing on growing domestic market and superior margins

### Demand Growth 2004-2009



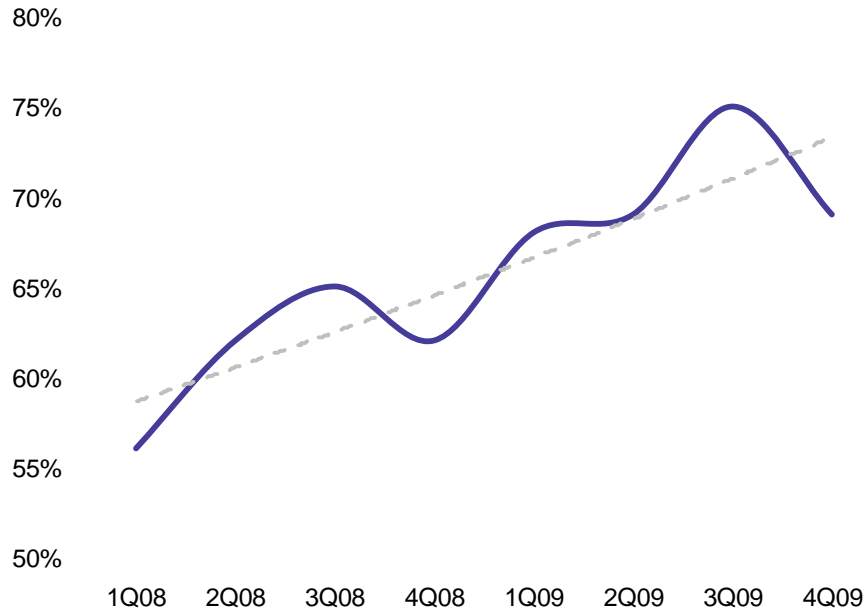
Source:  
Historical product data (Gasoline, Gasoil, HFO, Jet Fuel, Naptha, LPG) from the IEA ;  
2009 demand estimated by PFC Energy

### Refining margins US\$/bbl

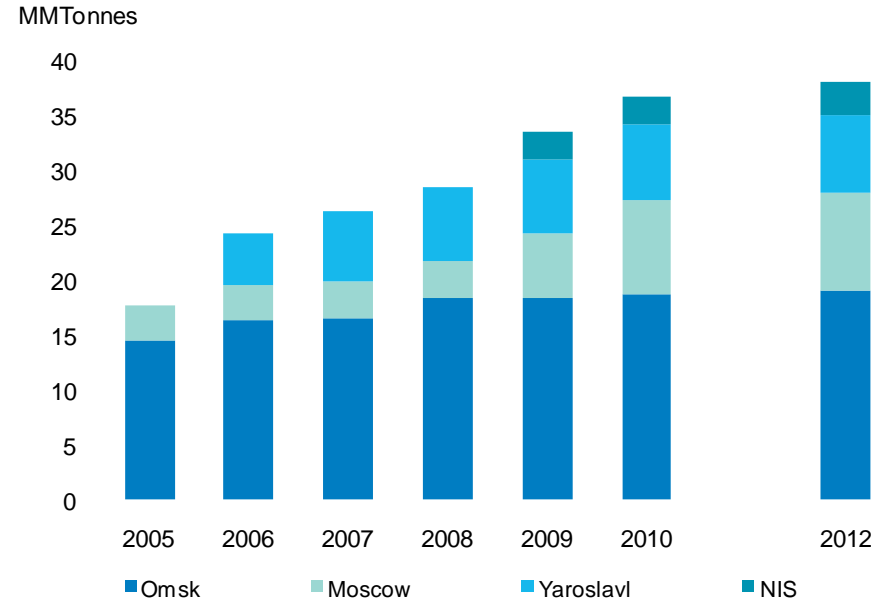


- Product demand growth higher in Russia and former Soviet Union than in other mature economies
- 2.4% demand growth projected for 2010 to 2020
- Gazprom Neft refineries regularly outperform European average

### Gazprom Neft refining cover



### Gazprom Neft refining throughput



- Systematically increased refining exposure to take advantage of the Russian export tax differential

- The Sibir acquisition added refining capacity in Moscow, serving Russia's highest value markets
- Increased refining throughput 89% since 2005



Omsk



## 2009 achievements

New CCGT power plant; reconstruction of diesel hydro-treating unit and primary distillation unit; began construction of isomerization unit



## 2012 mid-term goals

New diesel and FCC gasoline hydrotreating units and isomerization unit

**+750.000 tpa high-octane gasoline**



Moscow



Gained control  
Began developing upgrade program



New FCC gasoline hydrotreating and isomerization units; reconstruction of diesel hydrotreating unit



Yaroslavl\*



Approved five-year upgrading program; upgraded diesel hydrotreating unit; added hydrogen unit; began construction of isomerization unit



New diesel and FCC gasoline hydrotreating and isomerization units; replacement primary distillation unit.

**+550.000 tpa high-octane gasoline**



NIS



Comprehensive planning for new mild hydrocracking and distillate hydrotreating units



New mild hydrocracking, distillate hydrotreating and associated units

**Euro 5 gasoline and diesel production**

## 2020 Strategic goals

**Quality upgrade program (Euro 5)**

**Substantial improvement in downstream sophistication and efficiency**

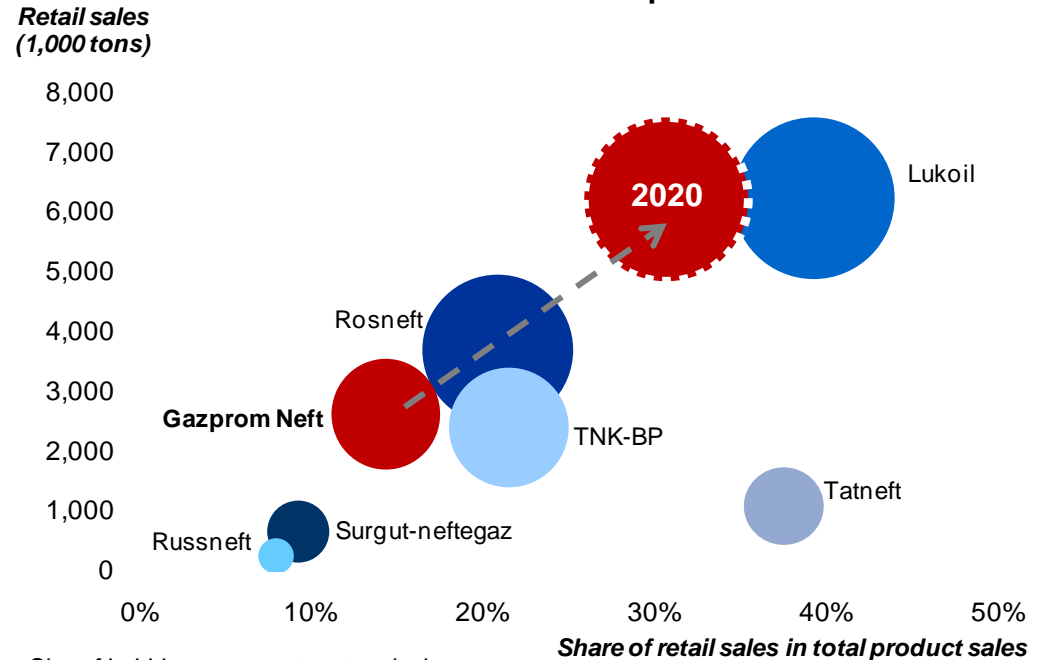
**Light products yield >77%  
Refining depth >90%**

# Rebranding and targeted expansion of retail network will capture higher returns



- Consolidated and rebranded 387 stations
- Will rebrand ~565 stations in 2010
- Over three years, average daily volume will increase by 1.4 tonnes per station
- Net economic impact >\$60 mln (1.9 bln rubles)

Russian Retail Sales Comparison – 2009e



Size of bubbles represents network size

Source: PFC Energy calculations and estimates from company data

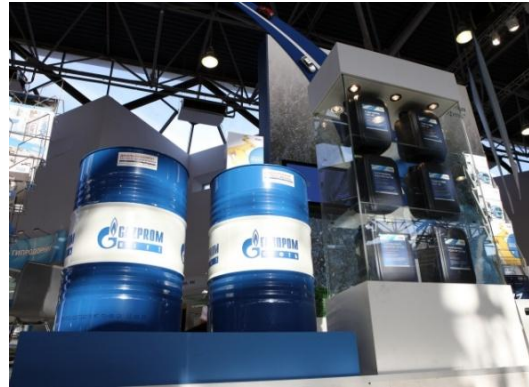
- Expand position as one of Russia's top four retailers

## Aviation



- #1 retail supplier of aviation fuel in Russia
- Doubled sales vs 2008
- Opened new fueling terminals in Bryansk, Tomsk, Chita
- Began Moscow Sheremetyevo terminal construction for completion 2011
- Finalized Murmansk terminal modernization

## Lubricants



- 2009 oils and lubes sales grew 26% vs 2008
- Introduced 81 new motor oils
- Acquired lubricants plant in Bari, Italy
- Planned product range increase from 82 items in 2009 to 250 in 2015

## Bunker



- Sales volumes +57% vs 2008
- Russia's leading bunker fuel supplier
- Opened new terminals to serve St. Petersburg
- Total locations: 20

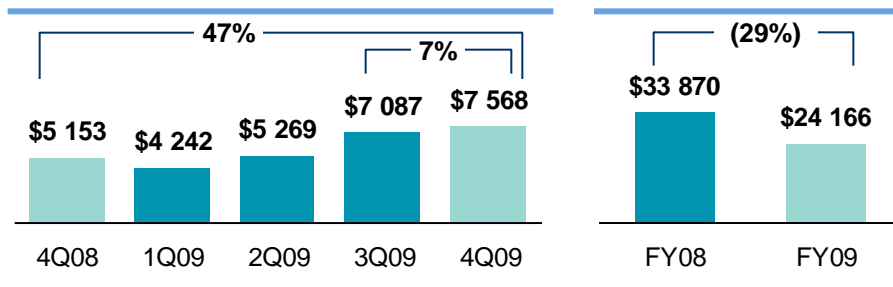
## Financial

**Integrated business model and superior execution generate solid results**

# Delivered strong performance in a challenging year, limiting net income decline to 35%

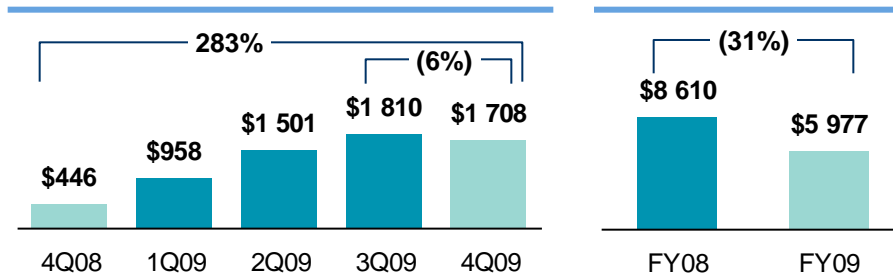


## Revenues



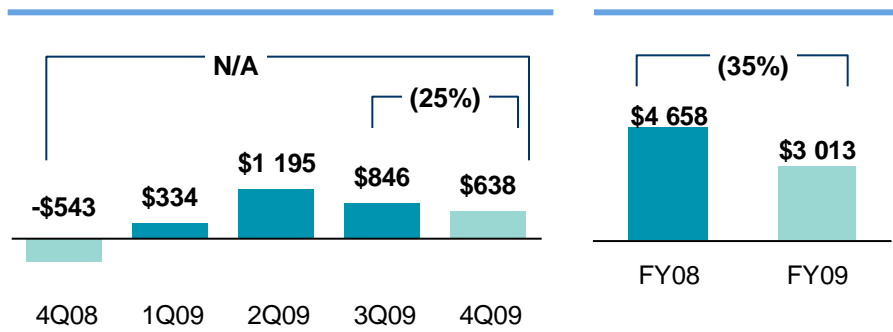
- 4Q09 revenues rose 7% q-o-q to US\$7,568 mln on the strength of continued crude pricing improvement
- FY09 revenues of US\$24,166 mln down 29% from 2008

## EBITDA\*



- 4Q09 EBITDA declined 6% to US\$1,708 mln due to lower seasonal products demand and lower earnings from affiliates
- FY09 EBITDA declined to US\$5,977 mln in line with revenues

## Net Income



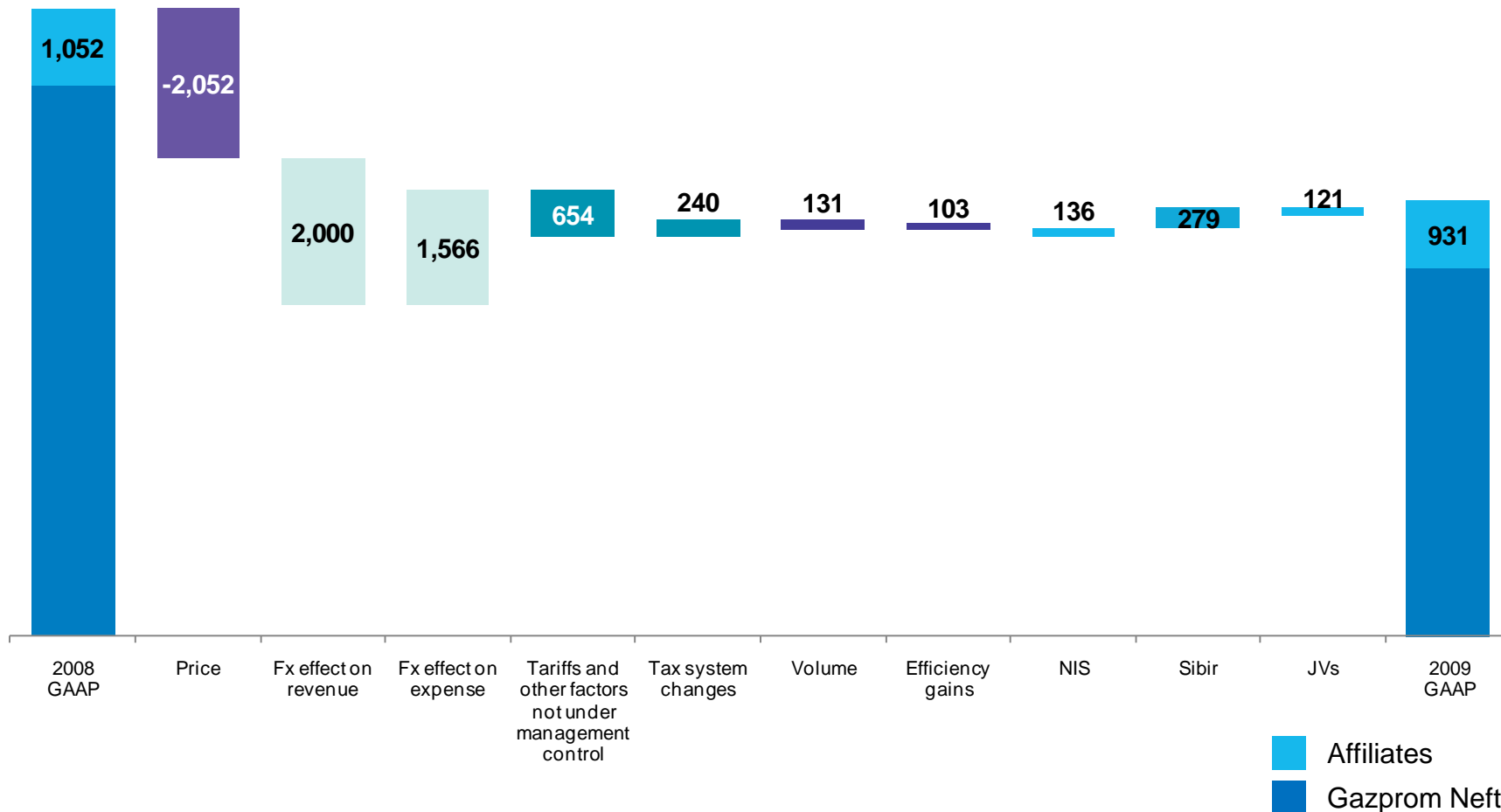
- 4Q09 net income fell 24% q-o-q to US\$638 mln due to exceptional non-cash items
- Adjusted 4Q09 net income increased 2% to US\$861 mln.
- FY09 net income of \$3,013 mln was 35% lower than 2008, in line with EBITDA

\*EBITDA includes share of affiliates' EBITDA

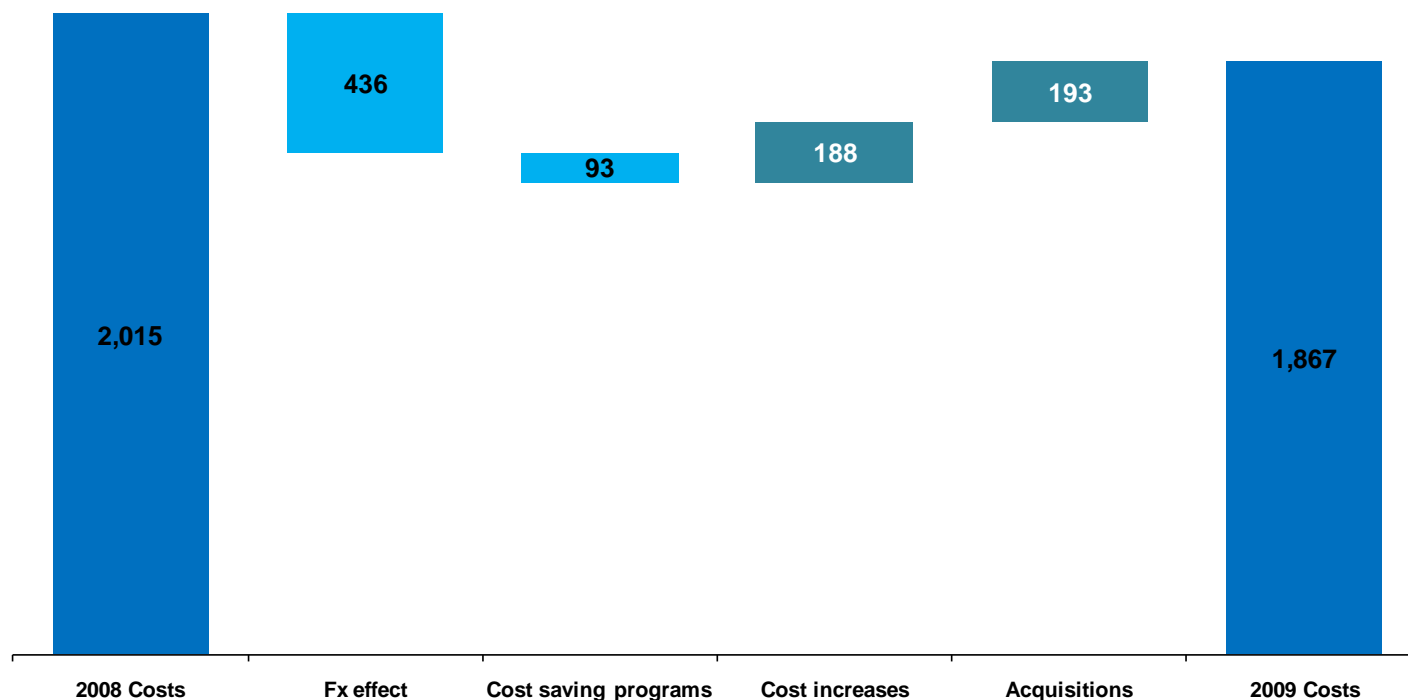
# Price is the major driver of lower EBITDA y-o-y

## EBITDA: 2009 vs 2008

(US\$ mln)

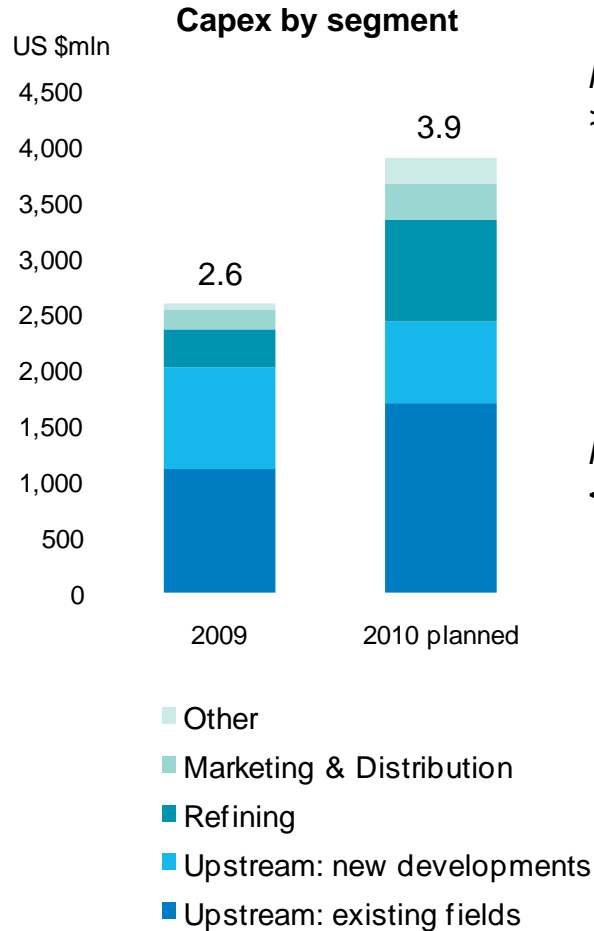


## Operating costs: 2009 vs 2008



- Costs down 7% on higher upstream and downstream volumes
- Efficiency programs delivered \$93 mln in cost savings
- Net savings due to exchange rate were \$436 mln
- Cost increases driven by higher energy prices

# In accordance with strategy, 2010 investment focuses on upstream growth and downstream quality



Projects > \$150 mln



Priobskoye



Omsk Refinery



NIS

Projects < \$150 mln



Cenomanian Gas



Oilfield Services



Rebranding



Moscow Refinery



Lubricants

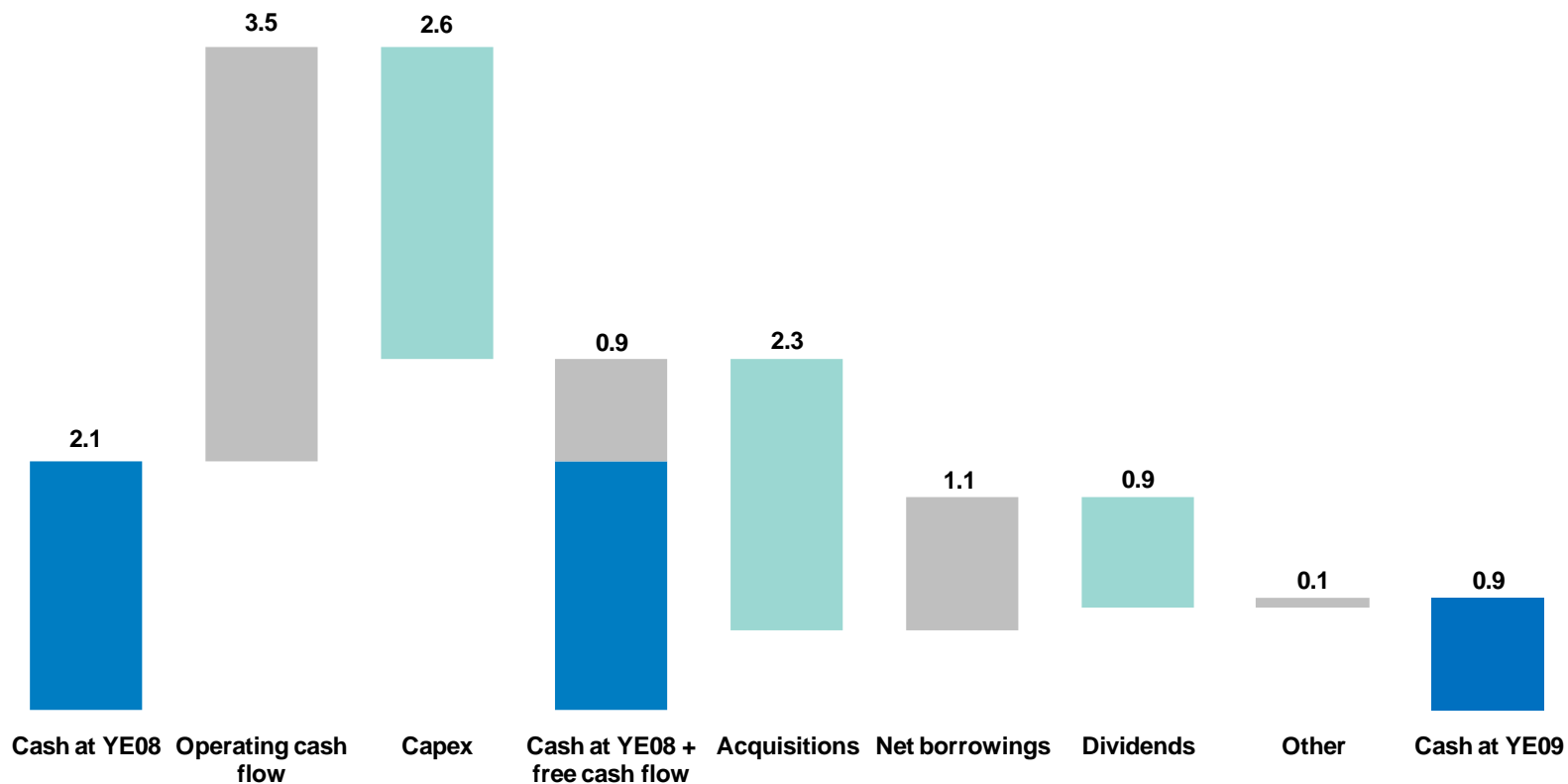


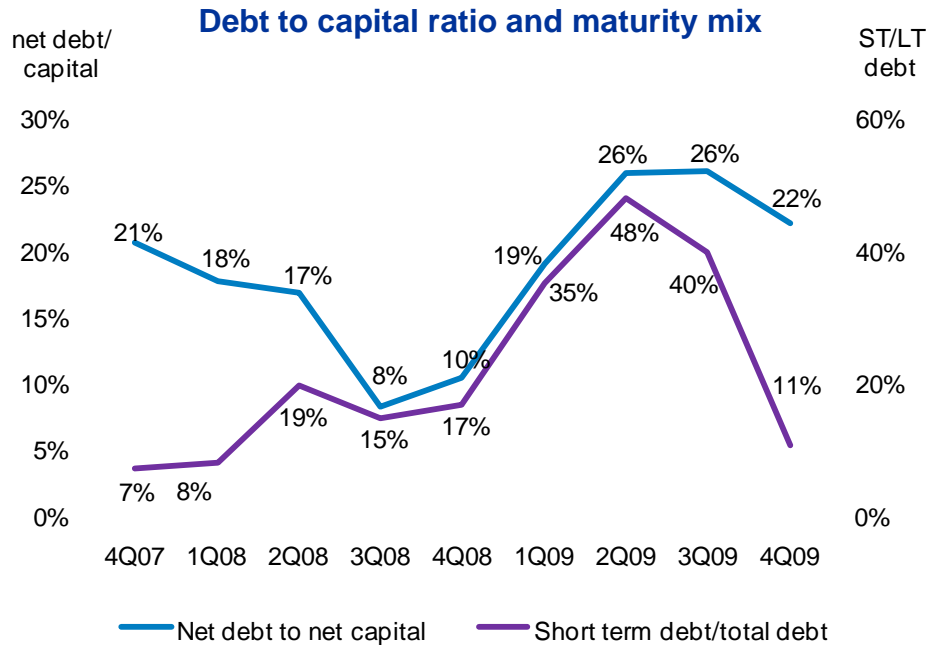
Bunker Fuels

- More than 62% of 2010 capex for Upstream
- Equity affiliates will self-finance upstream growth and downstream upgrade projects
- Iraq and Venezuela activities funded via consortium investments

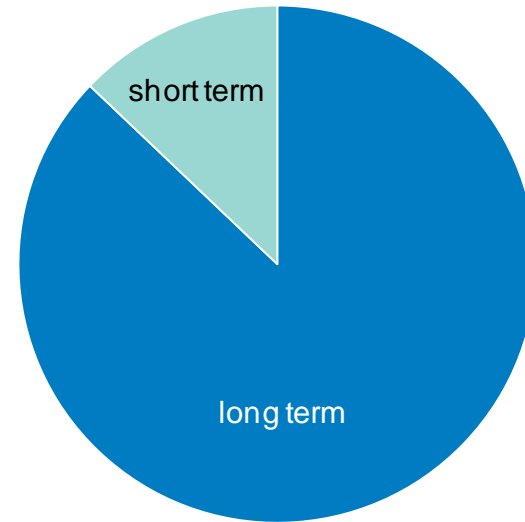
US\$ bln

## Cash reconciliation: YE 2009 vs YE 2008





### New borrowings in 2009



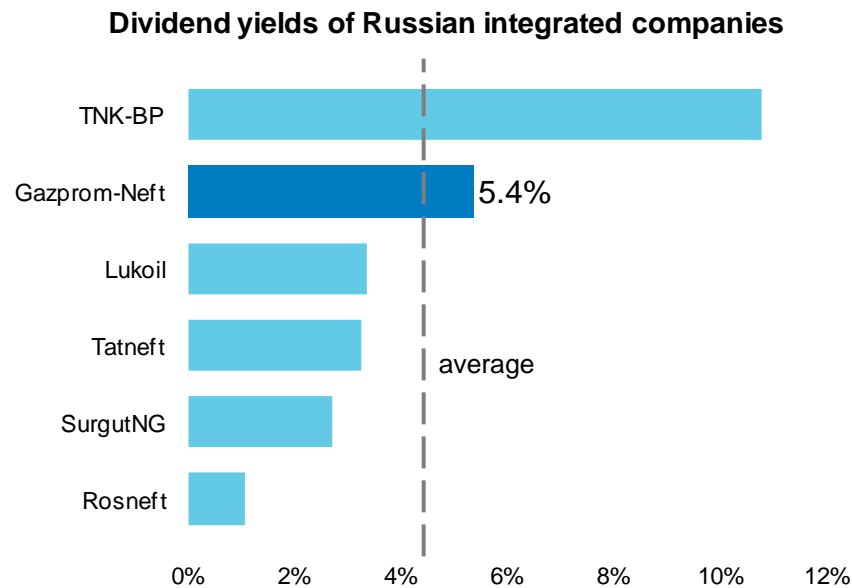
- Debt balance shifted toward long term debt
- Company debt/EBITDA target < 1.5

- Raised \$4.6 bln in 2009 with average term of 2.2 years
- Restructuring efforts reduced repayments due in 2010 from \$3.2 bn to \$1.4 bn



Average calculated by weighting share prices of Gazprom Neft, TNK-BP, Lukoil, Rosneft, Surgutneftegaz and Tatneft by their 2009 crude production

- Gazprom Neft shares rose from \$62.67 to \$163.64 during 2009
- The 161% gain clearly outperformed the Russian integrated oils average of 118%



Dividend yields calculated as total dividends declared in 2009 divided by 30 June 2009 closing share price (common shares only)

- Second highest yield among Russian integrated companies
- Dividend strategy balances attractive yield with retention of funds for high-potential growth projects

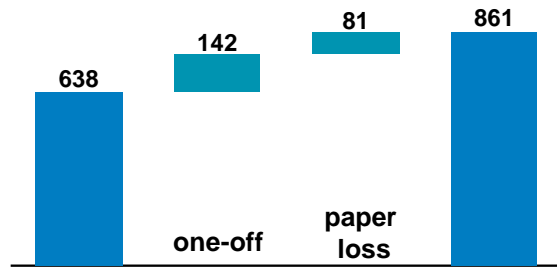
- Sustain production levels of mature fields by applying industry best practice technology
- Increase Priobskoye production 9%
- Execute Cenomanian gas developments for 2011 startup
- Transfer Gazprom's Novoport and Orenburg oil fields to Gazprom Neft
- Prepare for development of Novoport and Messoyakha fields
- Invest in quality and conversion at all refineries
- Integrate Sibir and NIS assets and raise operating efficiencies
- Continue and intensify rebranding and integration of the retail network
- Finalize international agreements and build international management team

# Questions & Answers

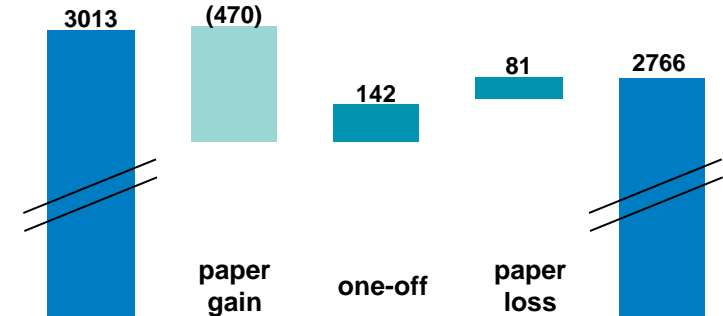
# Appendix

# Accounting reclassifications, extraordinary and non-cash items: 4Q09, 2008 and 2007

## 4Q2009: One-off item and paper loss



## 2009: One-off item and paper gain/loss



Net Income  
US\$ mln.

- One-off item: in 4Q09 Gazprom Neft sold long-term assets in the Chukotka Autonomous District, resulting in a loss of \$142 mln. If these assets had not been sold, the Company would have incurred an impairment in 2009 of the same amount
- Paper loss: in 4Q09 Gazprom Neft incurred an \$81 mln amortization expense relating to the difference between the book value established at acquisition for Salym Petroleum Development and its fair market value
- Paper gain: in 2Q09, in accounting for the acquisition of 55% of Sibir Energy, Gazprom Neft recorded a \$470 mln gain relating to the difference between carrying value and fair market value for the Moscow Refinery

## Other accounting reclassifications

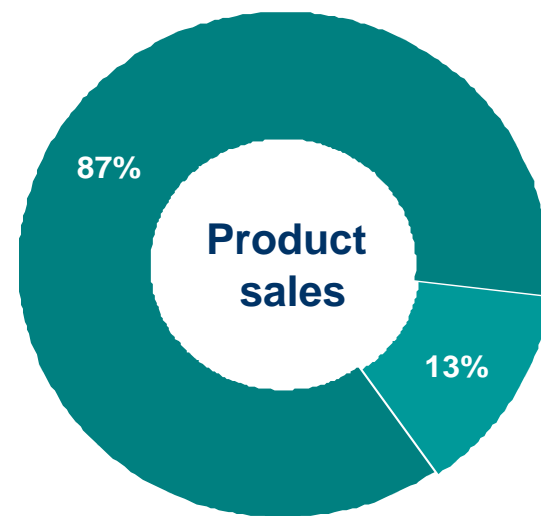
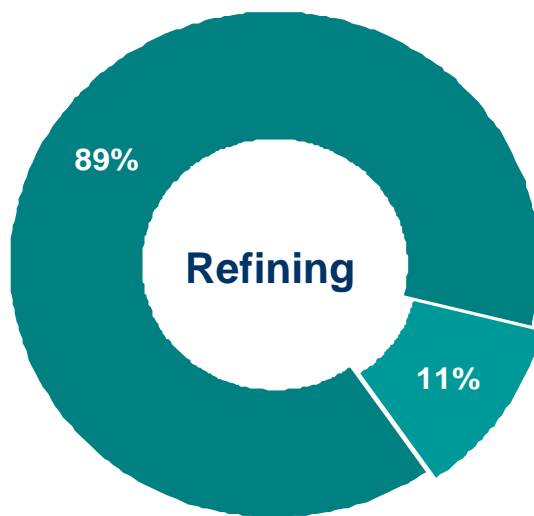
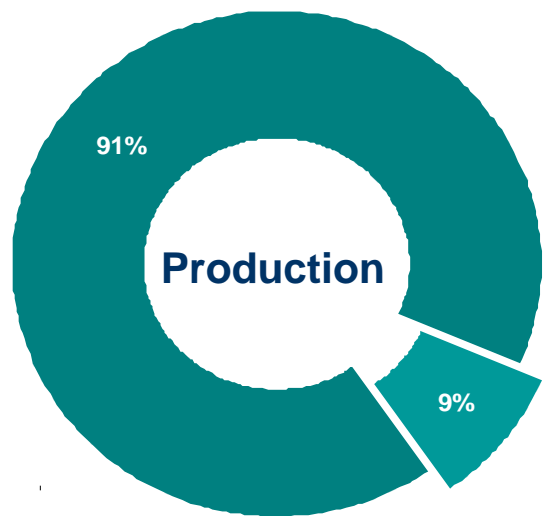
2008			2007	
Revenue	33.205 (+795)	gross up export duty  transportation costs  reclassify unified social tax	Revenue	22.248 (+1.001)
Opex	2.015 (-45)		Opex	1.941 (-40)
SG&A	1.046 (-32)		SG&A	854 (-20)
Taxes. ED	12.681 (+926)		Taxes. ED	8.479 (+1.110)
Transportation	1.810 (+149)		Other costs	275 (-49)
Other costs	271 (-203)			

## Achieved Operating and Financial Results 2009

- 4.4% Production growth in 2009 vs.2008
- Launched Euro diesel production  
Increased domestic market share to 30%
- Launched refinery modernization program
- Optimized headcount structure  
- (9,7%) from 2008
- Restructured debt :  
Reduced short term debt to 25% in 2009 from 85% in 2008

	2009	2014	%
<b>Proved reserves, Mmtoe</b>	13	14	+8%
<b>Production, MMtoe</b>	0.9	1.7	+100%
<b>Refining, MM Tonnes</b>	2.7	4.5	+67%
<b>Euro diesel production, MMTonnes</b>	0.19	1.7	+795%
<b>Sales through own retail network, MMTonnes</b>	0.6	1	+67%
<b>Sales through partners' network, MMTonnes</b>	-	1	+ 100%
<b>Export sales, MMTonnes</b>	0.32	0.7	+119%
<b>Lifting costs,\$/boe</b>	\$13	\$9	+44%
<b>Processing costs,\$/tonne</b>	\$40	\$25	-38%
<b>Unit sales, per gas station, tonnes/day</b>	3.4	6.3	+85%





■ Gazprom Neft

■ Sibir Energy



bbbl	barrel
boe	barrel of oil equivalent
tonne	metric ton
toe	tonnes of oil equivalent
MMbbbl	million barrels
MMboe	million barrels of oil equivalent
MMTonnes	million tonnes
MMtoe	million tonnes of oil equivalent
kbpd	thousand barrels per day
kboepd	thousand barrels of oil equivalent per day
ktpd	thousand tonnes per day
tpa	tonnes per year
bcm	billion cubic metres
bcf	billion cubic feet

For additional definitions:  
<http://ir.gazprom-neft.com/>

# Reserves: crude oil and gas (SPE) total proved at 31 December



## Oil

	2005	2006	2007	2008	2009	2005	2006	2007	2008	2009
Gazprom Neft (own)	572	602	650	616	625	4,207	4,476	4,823	4,488	4,595
Magma	-	-	-	-	2	-	-	-	-	15
Share in Slavneft	183	185	191	183	200	1,351	1,369	1,401	1,331	1,453
Share in Tomskneft	-	-	65	65	78	-	-	485	484	583
Share in SPD*	-	-	-	-	39	-	-	-	-	282
<b>Total Gazprom Neft Group</b>	<b>755</b>	<b>787</b>	<b>906</b>	<b>863</b>	<b>945</b>	<b>5,558</b>	<b>5,845</b>	<b>6,709</b>	<b>6,303</b>	<b>6,928</b>

MMTonnes

MMbbl

## Gas

	2005	2006	2007	2008	2009	2005	2006	2007	2008	2009
Gazprom Neft (own)	87	29	21	61	64	3,070	1,041	728	2,154	2,275
Magma	-	-	-	-	-	-	-	-	-	-
Share in Slavneft	7	6	7	7	7	241	222	247	230	242
Share in Tomskneft	-	-	7	18	20	-	-	256	649	714
Share in SPD*	-	-	-	-	-	-	-	-	-	-
<b>Total Gazprom Neft Group</b>	<b>94</b>	<b>36</b>	<b>35</b>	<b>86</b>	<b>91</b>	<b>3,311</b>	<b>1,263</b>	<b>1,232</b>	<b>3,033</b>	<b>3,231</b>

bcm

bcf

## Crude Oil

	2005	2006	2007	2008	2009		2005	2006	2007	2008	2009
Gazprom Neft (own)	33.0	32.7	32.7	30.8	29.9		245	243	243	229	219
Magma	-	-	-	-	0.2	MMbbl	-	-	-	-	1
NIS	-	-	-	-	0.7		-	-	-	-	5
Share in Slavneft	12.1	11.7	10.5	9.8	9.4		90	86	77	72	69
Share in Tomskneft	-	-	-	5.7	5.4		-	-	-	42	41
Share in SPD*	-	-	-	-	2.0		-	-	-	-	14
<b>Total Gazprom Neft Group</b>	<b>45.1</b>	<b>44.4</b>	<b>43.1</b>	<b>46.3</b>	<b>47.6</b>		<b>335</b>	<b>329</b>	<b>321</b>	<b>343</b>	<b>349</b>

MMTonnes

## Marketable Gas

	2005	2006	2007	2008	2009		2005	2006	2007	2008	2009
Gazprom Neft (own)	1.7	1.8	1.5	1.9	1.8		59	63	54	68	65
Magma	-	-	-	-	0.0	bcm	-	-	-	-	0
NIS	-	-	-	-	0.2		-	-	-	-	8
Share in Slavneft	0.4	0.4	0,4	0,4	0,4		15	14	14	13	13
Share in Tomskneft	-	-	-	0,8	0,7		-	-	-	28	25
Share in SPD*	-	-	-	-	-		-	-	-	-	-
<b>Total Gazprom Neft Group</b>	<b>2.1</b>	<b>2.2</b>	<b>1.9</b>	<b>3.1</b>	<b>3.2</b>		<b>75</b>	<b>77</b>	<b>68</b>	<b>109</b>	<b>111</b>

bcm

## Crude Oil

		4Q08	1Q09	2Q09	3Q09	4Q09		4Q08	1Q09	2Q09	3Q09	4Q09
Gazprom Neft (own)		7.517	7.263	7.421	7.648	7.581		56	53	54	56	55
Magma	MMTonnes	-	-	0.013	0.076	0.071	MMbbl	-	-	-	1	1
NIS		-	0.116	0.183	0.198	0.207		-	1	1	1	2
Share in Slavneft		2.419	2.340	2.347	2.393	2.366		18	17	17	18	17
Share in Tomskneft		1.424	1.352	1.386	1.363	1.334		11	10	10	10	10
Share in SPD*		-	-	0.075	0.932	0.977		-	-	1	7	7
<b>Total Gazprom Neft Group</b>		<b>11.360</b>	<b>11.071</b>	<b>11.425</b>	<b>12.610</b>	<b>12.536</b>		<b>84</b>	<b>81</b>	<b>84</b>	<b>92</b>	<b>92</b>

## Marketable Gas

		4Q08	1Q09	2Q09	3Q09	4Q09		4Q08	1Q09	2Q09	3Q09	4Q09
Gazprom Neft (own)		0.546	0.500	0.399	0.404	0.540		19	18	14	14	19
Magma	bcm	-	-	0,001	0,005	0,005	bcf	-	-	-	-	-
NIS		-	0,035	0,055	0,063	0,067		-	1	2	2	2
Share in Slavneft		0,098	0,090	0,095	0,094	0,096		3	3	3	3	3
Share in Tomskneft		0,225	0,169	0,184	0,138	0,215		8	6	7	5	8
Share in SPD*		-	-	-	-	-		-	-	-	-	-
<b>Total Gazprom Neft Group</b>		<b>0,868</b>	<b>0,794</b>	<b>0,735</b>	<b>0,703</b>	<b>0,923</b>		<b>31</b>	<b>28</b>	<b>26</b>	<b>25</b>	<b>33</b>

## Refining throughput

		2005	2006	2007	2008	2009		2005	2006	2007	2008	2009	
Omsk	<b>MMToe</b>	14.500	16.275	16.498	18.370	18.432	<b>MMboe</b>	106	119	121	135	135	
Moscow		3.135	3.234	3.336	3.268	5.765		23	24	24	24	50	
NIS		-	-	-	-	2.396		-	-	-	-	-	18
Share in Yaroslavl		-	4.747	6.318	6.753	6.828		-		35	46	49	44
<b>Total Gazprom Neft Group</b>		<b>17.635</b>	<b>24.256</b>	<b>26.152</b>	<b>28.390</b>	<b>33.421</b>		<b>129</b>	<b>178</b>	<b>192</b>	<b>208</b>	<b>247</b>	

## Conversion rate

		2005	2006	2007	2008	2009
Omsk	<b>%</b>	84	84	83	83	87
Moscow		68	70	70	72	66
NIS		-	-	-	-	75
Yaroslavl		-	67	67	66	74

## Light Products Yield

		2005	2006	2007	2008	2009
Omsk	<b>%</b>	73	73	72	71	70
Moscow		56	57	57	57	57
NIS		-	-	-	-	63
Yaroslavl		-	58	58	57	59

<i>Sales Volumes</i>		2005	2006	2007	2008	2009
<b>Oil</b>						
Export (excl. CIS)	MMbbl	120.9	133.4	110.7	119.5	115.1
CIS	MMbbl	21.4	19.1	18.3	24.2	24.2
Domestic	MMbbl	3.4	0.7	11.7	6.6	1.8
<b>Total</b>	<b>MMbbl</b>	<b>145.7</b>	<b>153.2</b>	<b>140.7</b>	<b>150.3</b>	<b>141.1</b>
Export (excl. CIS)	MMTonnes	16.5	18.2	15.1	16.3	15.7
CIS	MMTonnes	2.9	2.6	2.5	3.3	3.3
Domestic	MMTonnes	0.5	0.1	1.6	0.9	0.3
<b>Total</b>	<b>MMTonnes</b>	<b>19.9</b>	<b>20.9</b>	<b>19.2</b>	<b>20.5</b>	<b>19.3</b>
<b>Gas</b>	<b>bcm</b>	<b>2.0</b>	<b>3.0</b>	<b>2.2</b>	<b>3.7</b>	<b>3.7</b>
<b>Petroleum products</b>						
Export (excl. CIS)	MMTonnes	7.6	12.2	11.4	11.4	13.9
CIS	MMTonnes	0.6	1.3	1.9	1.9	2.3
Domestic	MMTonnes	10.9	11.9	13.4	15.7	17.6
<b>Total</b>	<b>MMTonnes</b>	<b>19.1</b>	<b>25.4</b>	<b>26.7</b>	<b>29.0</b>	<b>33.8</b>

<i>Sales Volumes</i>		4Q08	1Q09	2Q09	3Q09	4Q09
<b>Oil</b>						
Export (excl. CIS)	MMbbl	25.7	30.1	25.7	27.9	31.9
CIS	MMbbl	6.6	5.9	5.9	7.3	5.1
Domestic	MMbbl	2.2	1.5	0.4	0.7	0.4
<b>Total</b>	<b>MMbbl</b>	<b>34.5</b>	<b>37.5</b>	<b>32.0</b>	<b>35.9</b>	<b>37.4</b>
Export (excl. CIS)	MMTonnes	3.5	4.1	3.5	3.8	4.3
CIS	MMTonnes	0.9	0.8	0.8	1.0	0.7
Domestic	MMTonnes	0.3	0.2	0.1	0.1	0.1
<b>Total</b>	<b>MMTonnes</b>	<b>4.7</b>	<b>5.7</b>	<b>4.4</b>	<b>4.9</b>	<b>5.1</b>
<b>Gas</b>	<b>bcm</b>	<b>1.1</b>	<b>1.0</b>	<b>0.8</b>	<b>0.8</b>	<b>0.9</b>
<b>Petroleum products</b>						
Export (excl. CIS)	MMTonnes	2.8	3.2	3.9	3.5	3.3
CIS	MMTonnes	0.8	0.4	0.4	0.6	0.9
Domestic	MMTonnes	3.5	3.5	3.9	4.9	5.3
<b>Total</b>	<b>MMTonnes</b>	<b>7.1</b>	<b>7.1</b>	<b>8.2</b>	<b>9.0</b>	<b>9.5</b>

## Retail network (YE)

		2005	2006	2007	2008	2009
<b>Gazprom Neft</b>	<b>units</b>	<b>734</b>	<b>832</b>	<b>841</b>	<b>944</b>	<b>1043</b>
Active	units	672	776	783	865	950
Russia	units	672	699	703	763	792
CIS (excl. Russia)	units	-	77	80	102	158
Europe	units	-	-	-	-	478
Non-operating	units	62	56	58	79	93
Russia	units	62	56	57	76	89
CIS (excl. Russia)	units	-	-	1	3	4
Europe	units	-	-	-	-	14
Franchise	units	78	54	30	8	-
Russia	units	78	54	30	8	-
Europe	units	-	-	-	-	-

## Average daily sales per site by region

		2005	2006	2007	2008	2009
Central	tpd	7.5	9.1	10.0	8.2	8.7
North West	tpd	7.5	5.8	7.7	8.1	8.4
Urals	tpd	7.3	7.9	9.0	10.6	11.1
Southern	tpd	-	-	-	-	-
Volga Region	tpd	8.8	16.4	14.1	13.8	11.1
Siberian	tpd	5.9	6.6	7.2	9.0	8.7
Far East	tpd	-	-	-	-	-
<b>Total Russia</b>	<b>tpd</b>	<b>6.6</b>	<b>7.4</b>	<b>8.2</b>	<b>9.4</b>	<b>9.1</b>
CIS (Gazprom Neft Asia)	tpd	-	6.4	6.3	6.9	6.5
Europe (NIS)	tpd	-	-	-	-	3.6

## Retail network (avg.)

		4Q08	1Q09	2Q09	3Q09	4Q09
<b>Gazprom Neft</b>	<b>units</b>	<b>941</b>	<b>954</b>	<b>1002</b>	<b>1007</b>	<b>1032</b>
Active	units	862	877	908	886	939
Russia	units	757	766	803	760	787
CIS (excl. Russia)	units	105	111	105	126	152
Europe	units	-	478	478	478	477
Non-operating	units	79	77	94	121	93
Russia	units	76	74	83	112	89
CIS (excl. Russia)	units	3	3	11	9	4
Europe	units	-	14	14	14	14
<b>Franchise</b>	<b>units</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Russia	units	-	-	-	-	-
Europe	units	-	-	-	-	-

## Average daily sales per site by region

		4Q08	1Q09	2Q09	3Q09	4Q09
Central	tpd	8.2	7.6	8.7	9.5	9.2
North West	tpd	9.0	7.9	8.8	8.2	8.7
Urals	tpd	11.1	10.0	10.5	12.2	12.0
Southern	tpd	-	-	-	-	-
Volga Region	tpd	12.8	8.3	9.0	12.6	13.8
Siberian	tpd	9.2	8.0	8.2	9.2	9.2
Far East	tpd	-	-	-	-	-
<b>Total Russia</b>	<b>tpd</b>	<b>9.4</b>	<b>8.3</b>	<b>8.7</b>	<b>9.8</b>	<b>9.7</b>
CIS (Gazprom Neft Asia)	tpd	7.1	5.4	6.2	7.5	6.7
Europe (NIS)	tpd	-	3.3	3.3	3.5	3.1