

# APPENDIX 8.

## GLOSSARY

Abbreviation	Definition
ADR	American Depository Receipt
APG	Associated petroleum gas
ASP (technology)	A method for increasing oil recovery based on the idea of injecting a mixture consisting of anionic surfactant, soda and polymer into the reservoir
BANK OF RUSSIA	Central Bank of the Russian Federation
CD	Civil defence
CGS	Central gathering station (oil treatment)
CGTP	Complex gas treatment plant
CIS	Commonwealth of Independent States – former republics of the USSR, except Latvia, Lithuania, Georgia and Estonia
COGTS	Central oil gathering and treatment station
CNG	Compressed natural gas
D&O	Directors and Officers Liability Insurance
DOWNSTREAM	Logistics, Processing and Sales Unit
EBIT	Earnings before interest, taxes, depreciation and amortisation
EBITDA	Earnings before
ECA	Export Credit Agency
EMS	Energy management system
GDP	Gross domestic product
HC	Hockey club
HSE	Health, Safety and Environment
HTRR	Hard-to-recover reserves
IEA	International Energy Agency
IFRS	International Financial Reporting Standards
IRMS (STANDARD)	Integrated Risk Management System standard
JSC	Joint-stock company
KMAD	Khanty-Mansi Autonomous District
KPI	Key performance indicator
LIBOR	London Interbank Offered Rate
LPG	Liquefied petroleum gases
LTIF	Lost Time Injury Frequency
MD&A	Management's Discussion and Analysis of Financial Condition and Results of Operations
MET	Mineral extraction tax

Abbreviation	Definition
MICEX	Moscow Interbank Currency Exchange or Moscow Exchange
NIS	Naftna Industrija Srbije A.D., Novi Sad
NP	Non-profit partnership
OC	Oil company
OECD	Organisation for Economic Cooperation and Development
OE	Oil equivalent
OGCF	Oil and gas condensate field
OJSC	Open joint-stock company
OPEC	Organisation of the Petroleum Exporting Countries
OS	Occupational safety
PJSC	Public joint-stock company
PMB	Polymer-modified bitumen
P.P.	Percentage points
RAS	Russian Accounting Standards
RLC	Regional licensing commission
ROACE	Return on Average Capital Employed
PRMS-SPE	Petroleum Resources Management System developed by the Society of Petroleum Engineers. The system not only takes into account the ability to detect oil and gas, but also the cost-effectiveness of hydrocarbon recovery. Reserves are assessed based on three categories: proved, probable, possible.
R&D	Research and development
SAR	Stock Appreciation Rights
SAS	Surface active substances
SEC	U.S. Securities and Exchange Commission
S&A	Subsidiaries and affiliates
UPSTREAM	Exploration and Production Unit
US GAAP	United States Generally Accepted Accounting Principles
USA	United States of America
VAT	Value-added tax
VIOC	Vertically integrated oil company
VMI	Voluntary medical insurance
YANOS	Yaroslavnefteorgsintez (Slavneft- Yaroslavnefteorgsintez, Slavneft-YANOS) –Yaroslavl Oil Refinery
YNAD	Yamalo-Nenets Autonomous District