

## OIL SALES

Oil sales increased by 36.7% in 2016 compared with 2015 to 22.71 million tonnes, in particular:

- > the growth in exports to non-CIS countries is attributable to increased oil production at the Novoportovskoye and Prirazlomnoye fields and the start of production at the Messoyakha field;
- > the growth in international sales is the result of increased production in Iraq;
- > the higher sales in the Russian Federation is due to the improved efficiency of trading operations on the domestic market and increased production in the Orenburg region;
- > the reduction in exports to the CIS is attributable to a reduction in the schedule for oil supplies to the Republic of Belarus.

## GAS SALES

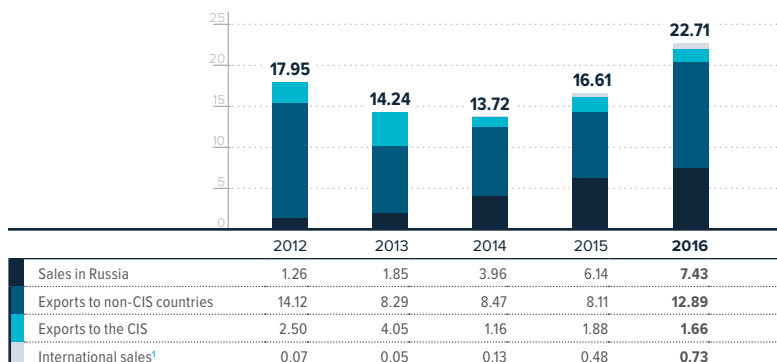
International sales refer to gas sales by Gazprom Neft's foreign subsidiaries.

## PETROLEUM PRODUCT SALES

The Company sold 43.6 million tonnes of petroleum products in 2016, a 2.8% decrease from 2015. On the domestic market, the Company's sales units sold 27.11 million tonnes of petroleum products (-1.4% versus 2015). At the same time, motor fuel sales increased by 2.7% on the domestic market to 16.82 million tonnes. The decline in petroleum product sales on the domestic market was primarily caused by a reduction in marine fuel sales due to decreased demand. Despite the decrease in petroleum product consumption domestically in 2016, Gazprom Neft increased sales of bitumen

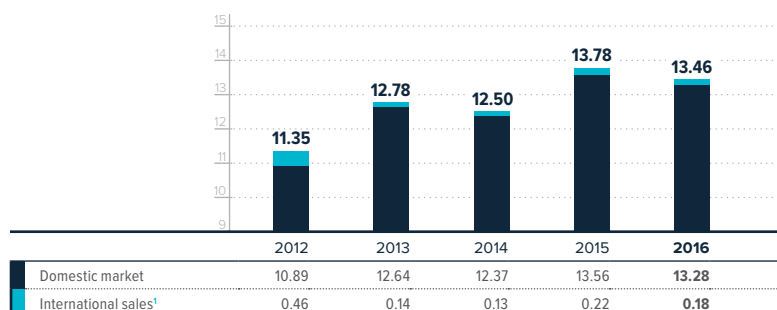
### OIL SALES (mn t)

Source: Company data



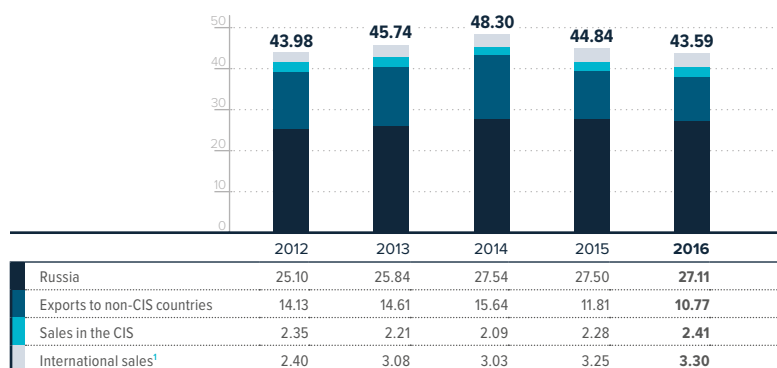
### GAS SALES (bn m<sup>3</sup>)

Source: Company data



### PETROLEUM PRODUCT SALES BY REGION (mn t)

Source: Company data



<sup>1</sup> International sales refer to sales by Gazprom Neft's foreign subsidiaries.