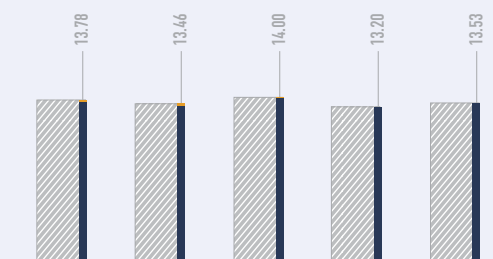


Gas sales

Gas¹ sales on the domestic and international markets grew by 2.5% year on year as a result of an increase in associated petroleum gas and natural gas production by Gazprom Neft subsidiaries.

Gas sales, bcm

Source: company data



Metric	2015	2016	2017	2018	2019
● Domestic sales	13.56	13.28	13.89	13.13	13.48
● Global sales	0.22	0.18	0.11	0.07	0.05
TOTAL GAS SALES	13.78	13.46	14.00	13.20	13.53

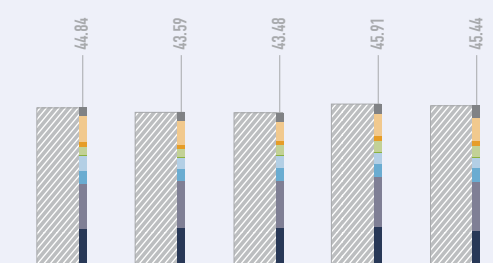
Petroleum-products sales

Petroleum-products sales remained almost flat year on year in 2019 and totalled 45.4 mt. The company focused on improving the efficiency of petroleum-products sales, improving margins on retail and small-scale wholesale distribution of motor fuels, and increasing premium sales of jet and bunker fuels and bitumen materials. Favourable market conditions enabled the company to increase fuel-oil and petrochemical sales.

In 2019, product sales on the Russian and international markets totalled 28.6 mt and 16.8 mt respectively. Sales on foreign markets grew by 3.5% year on year, driven by an increase in jet-fuel, diesel-fuel, bitumen and petrochemicals exports.

Sales breakdown by product, mt

Source: company data



Metric	2015	2016	2017	2018	2019
● Motor gasoline	10.83	11.08	11.09	11.32	10.22
● Diesel fuel	12.81	13.27	13.37	14.01	13.91
● Aviation fuel	3.62	3.36	3.51	3.84	3.90
● Bunker fuel	3.98	2.87	3.29	2.89	2.65
● Oils and lubricants	0.43	0.45	0.41	0.49	0.47
● Bitumen products	2.05	2.17	2.65	2.97	2.92
● Petrochemicals	1.45	1.35	1.25	1.35	1.55
● Fuel oil	7.42	6.62	5.23	6.09	6.40
● Other petroleum products	2.25	2.42	2.68	2.95	3.41
TOTAL SALES	44.84	43.59	43.48	45.91	45.44

/ 1 / Natural and associated petroleum gas. Excluding the Gazprom Neft share in Northgas and Arcticgas joint ventures.