

SHARES OF THE RUSSIAN MARKET OCCUPIED BY GAZPROM NEFT BUSINESS UNITS IN 2014-2015 // %

| Business unit | Change in market capacity | Change in market share | | |
|---------------|---------------------------|------------------------|------|-----------|
| | | 2014 | 2015 | Deviation |
| AERO | -10 | 25.2 | 26.3 | 1.1 p.p. |
| Marine Bunker | -13 | 18.5 | 21.0 | 2.5 p.p. |
| Lubricants | -5 | 13.6 | 17.1 | 3.5 p.p. |

AGREEMENT ON COOPERATION

In 2015, Gazprom Neft, SIBUR and Kazakhstan Road Research Institute (KRRI) signed an agreement on the use of polymer bitumen materials in the road industry of Kazakhstan. As part of this cooperation, two experimental road sections were built outside of Russia for the first time using polymer-bitumen binders (PBB) produced by the Company. These materials have better quality indicators compared with traditional bitumen: increased resistance to deformation, improved properties at high and low temperatures and increased resistance to aging. During the road operation process, the parties will analyse the condition of the roadbed to compare the surface conditions using PBB and traditional bitumen. The monitoring results will demonstrate the advantages of using PBB on motorways with high traffic intensity and in harsh climatic conditions and helped draft requirements for binders taking into account the experience of their use in Kazakhstan.

DMITRY ORLOV

CEO of Gazpromneft-Bitumen Materials

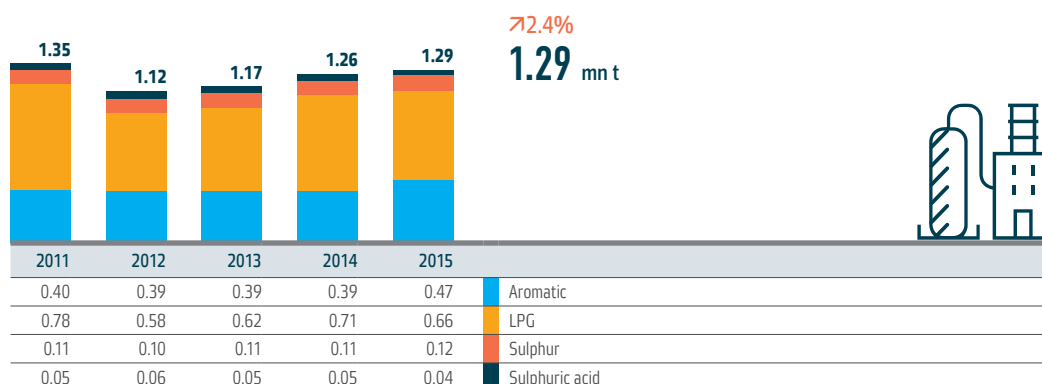


"Gazprom Neft is one of the leaders in bitumen production and sales in Russia and Kazakhstan. We are consistently working to build long-term partnership relations with the consumers of our products and the government authorities in all regions of operation. Cooperation with Kazakhstan Road Research Institute is an important step towards applying the newest technologies in road construction in the country. I am confident that using PBB on the public roads of Kazakhstan in the harsh climatic conditions will promote the development of the nation's road industry".

Petrochemistry

PRODUCTION OF BASIC PETROCHEMICALS PRODUCTS // mn t

Source: Company data



20%

Company's share of the Russian petrochemicals market by sales of aromatic hydrocarbons in 2015

38%

Company's share of the Russian petrochemicals market by sales of propane-propylene fraction in 2015