

4Q and FY 2016 IFRS Financial Results

Focus on high-margin barrels



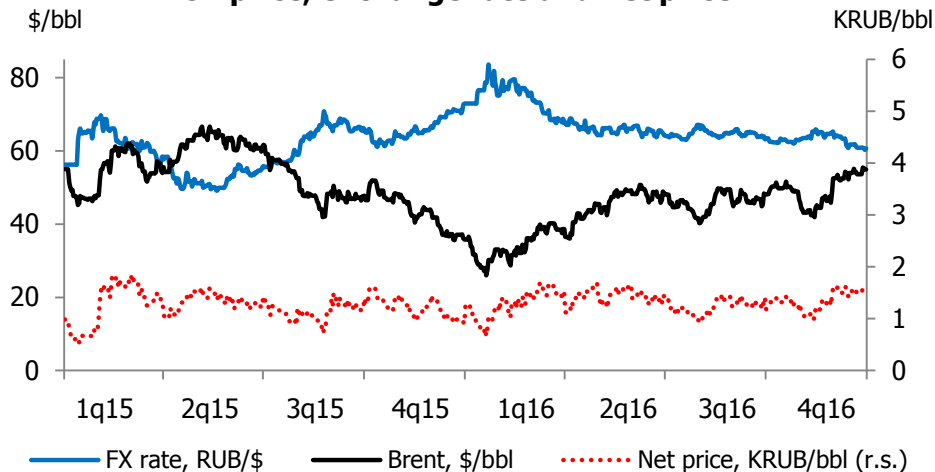
Forward-Looking Statements

- Certain statements in this presentation are not historical facts and are “forward-looking”. Examples of such forward-looking statements include, but are not limited to:
 - projections or expectations of revenues, income (or loss), earnings (or loss) per share, dividends, capital structure or other financial items or ratios;
 - statements of our plans, objectives or goals, including those related to products or services;
 - statements of future economic performance; and
 - statements of assumptions underlying such statements.
- Words such as “believes,” “anticipates,” “expects,” “estimates”, “intends” and “plans” and similar expressions are intended to identify forward-looking statements but are not the exclusive means of identifying such statements.
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Macroeconomic and Tax Environment: Upstream



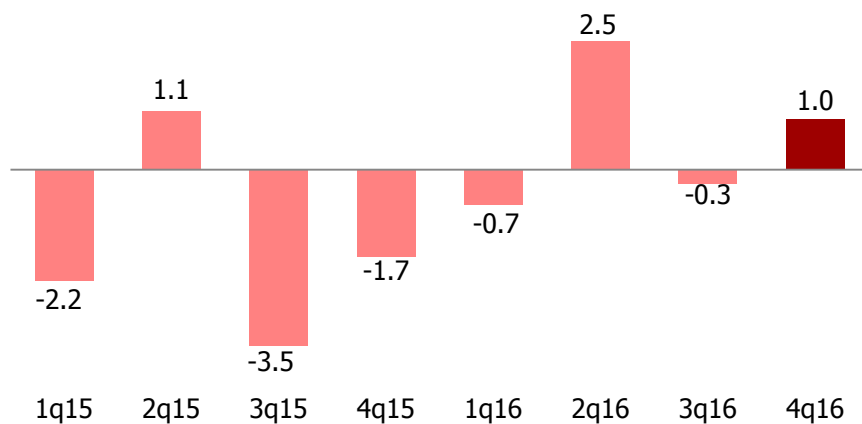
Oil price, exchange rate and net price



Oil price and exchange rate

2016	2015	%		4q16	3q16	%
43.7	52.4	(16.5)	Brent, \$/bbl	49.3	45.9	7.6
42.1	51.4	(18.1)	Urals, \$/bbl	48.1	44.0	9.3
67.0	61.0	9.8	Exchange rate, RUB/\$	63.1	64.6	(2.4)
Net price						
19.9	20.8	(4.1)	\$/bbl	20.8	19.0	10.0
1.33	1.27	5.3	KRUB/bbl	1.31	1.22	7.4

Oil export duty time lag effect, \$/bbl



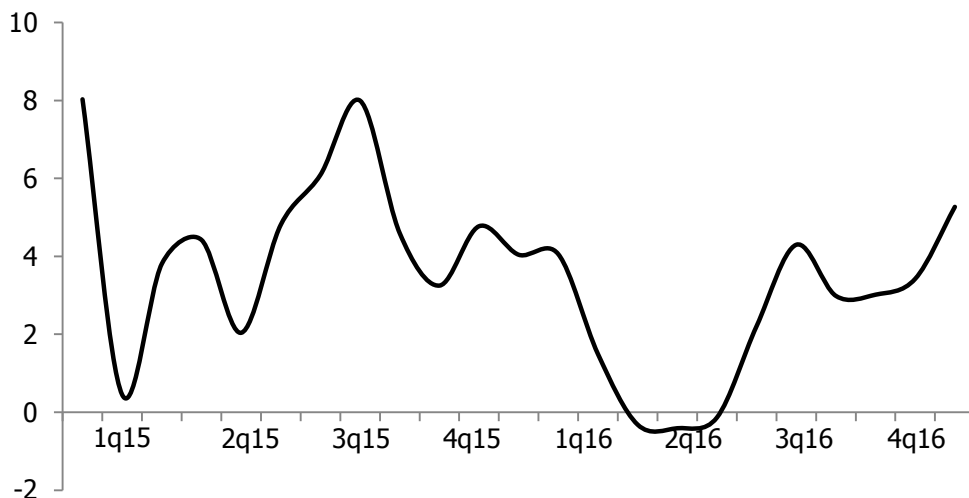
Oil taxes

2016	2015	%		4q16	3q16	%
\$/bbl						
10.4	16.5	(37.1)	Export duty	12.6	12.2	3.3
11.8	14.2	(16.7)	MET	14.7	12.9	13.8
KRUB/tons						
5.1	7.3	(30.8)	Export duty	5.8	5.7	0.8
5.8	6.3	(8.5)	MET	6.8	6.1	11.1

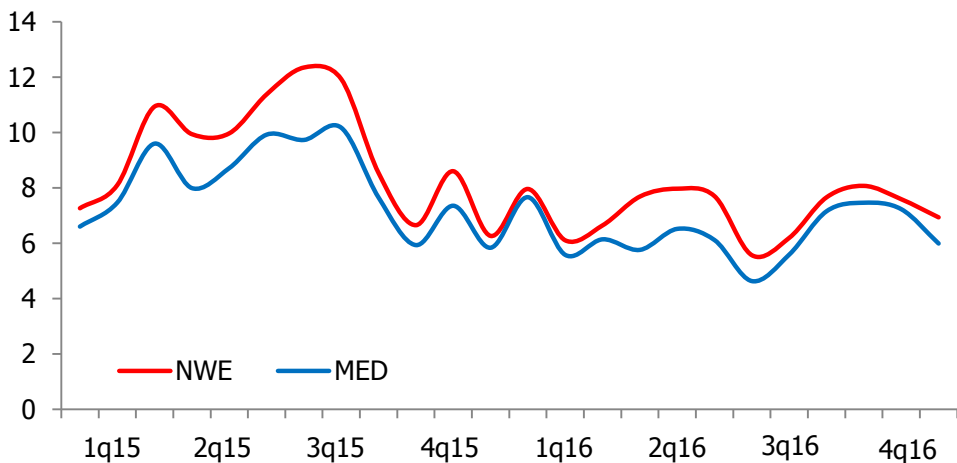
Macroeconomic and Tax Environment: Downstream



Benchmark refining margin in Russia, \$/bbl



Benchmark refining margin in Europe, \$/bbl



2016	2015	%	Russia	4q16	3q16	%
Oil products, KRUB/t						
7.5	6.6	13.9	Fuel oil	10.3	8.4	22.0
28.9	29.2	(1.1)	Diesel fuel	30.0	29.5	1.6
35.5	33.6	5.6	Premium gasoline	36.1	36.6	(1.3)
Taxes, KRUB/t						
Export duty						
2.0	3.5	(42.3)	Diesel fuel	2.3	2.3	0.7
4.2	5.6	(25.3)	Fuel oil	4.7	4.7	0.8
Excise taxes						
9.5	5.5	71.5	Gasoline Euro-5	10.1	10.1	-
5.0	3.5	45.2	Diesel fuel	5.3	5.3	-
Benchmark refining margin, \$/bbl						
2.3	4.5	(48.6)	European part of Russia	3.6	3.4	4.3

2016	2015	%	Europe	4q16	3q16	%
Oil products (FOB Rotterdam), \$/t						
207.6	256.2	(19.0)	Fuel oil 3.5%	264.7	229.0	15.6
397.0	499.6	(20.5)	Diesel fuel 0.01%	455.4	407.1	11.9
467.1	569.3	(18.0)	Gasoline	504.6	472.8	6.7
Benchmark refining margin, \$/bbl						
7.2	9.3	(23.1)	NWE	7.5	6.5	16.4
6.3	8.1	(21.8)	MED	6.9	5.8	19.0

Summary Operational Results



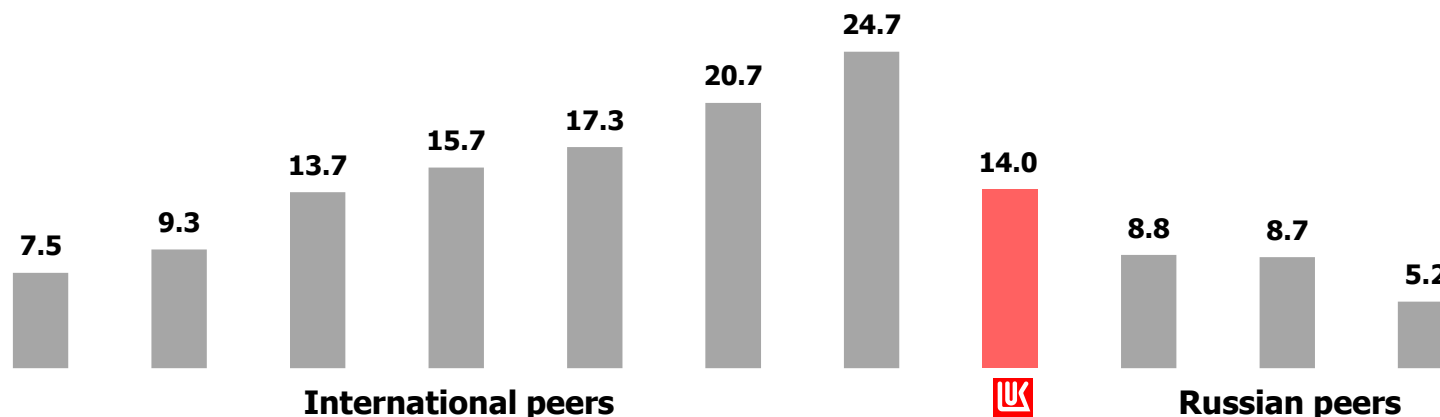
- Launch of **Filanovsky field**
- Launch of **Pyakyakhinskoye field**
- Deceleration of production declines in **West Siberia**
- Completion of major upgrade program at our refineries in Russia– launch of **hydrocracker** at Volgograd Refinery
- Start of the construction works at Kandym gas treatment plant and growth of gas production in **Uzbekistan**
- Progress in **Yaregskoye** field development
- Start of active exploration works at **Vostochno-Taimyrsky** license area

2016	2015	%		4q16	3q16	%
771	795	(3.0)	Hydrocarbon production (ex. West Qurna-2), mln boe	196	188	4.0
652	676	(3.6)	of which crude oil and NGL, mln bbl	166	160	3.2
621	642	(3.2)	crude oil and NGL in Russia, mln bbl	157	153	2.6
35	74	(52.8)	West Qurna-2, mln bbl	4	7	(39.3)
66.1	64.5	2.4	Refinery throughput at own refineries, mln t	16.7	17.1	(2.3)

Key Financial Indicators

2016	2015	%	RUB bln	4q16	3q16	%
5,227	5,749	(9.1)	Revenue	1,401	1,309	7.0
731	817	(10.5)	EBITDA	183	166	10.5
691	680	1.7	ex. West Qurna-2	178	160	10.7
207	291	(29.0)	Profit for the period	47	55	(15.0)
296	202	46.4	ex. FX effect	69	63	8.9
512	607	(15.8)	Capital expenditures	149	121	23.9
255	248	2.7	Free cash flow	55	105	(47.8)
437	602	(27.4)	Net debt	437	494	(11.6)

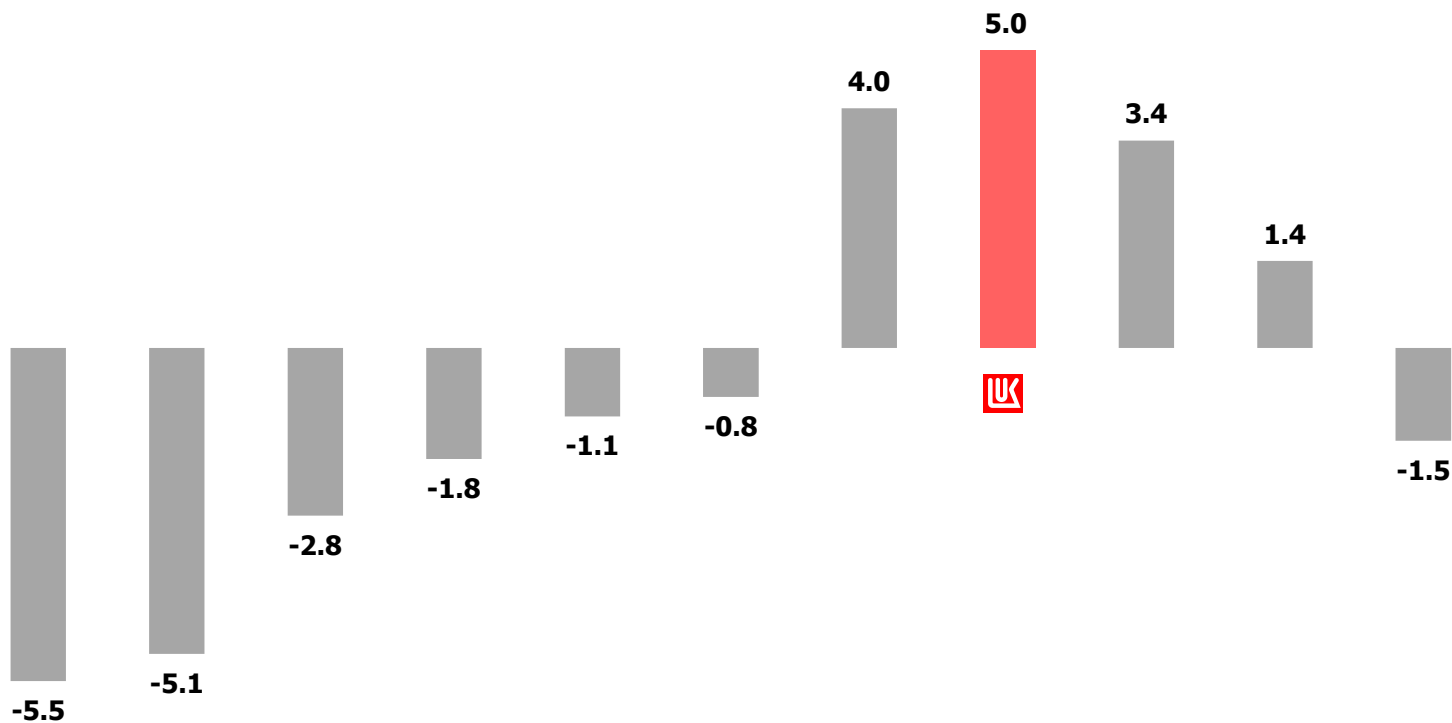
EBITDA per boe of production (2016), \$



Russian peers: Rosneft, Gazprom neft, Novatek

International peers: ExxonMobil, Chevron, ConocoPhillips, Eni, Total, BP, Shell

Free cash flow per boe of production (2016), \$

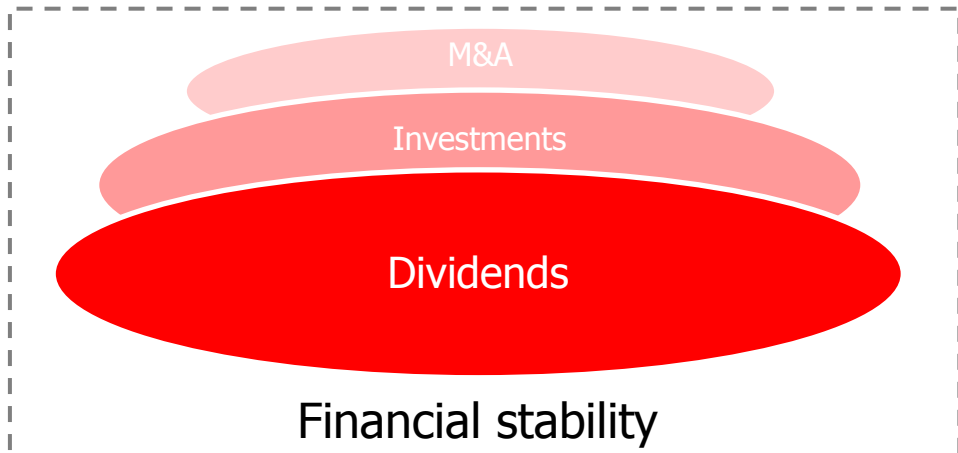


International peers

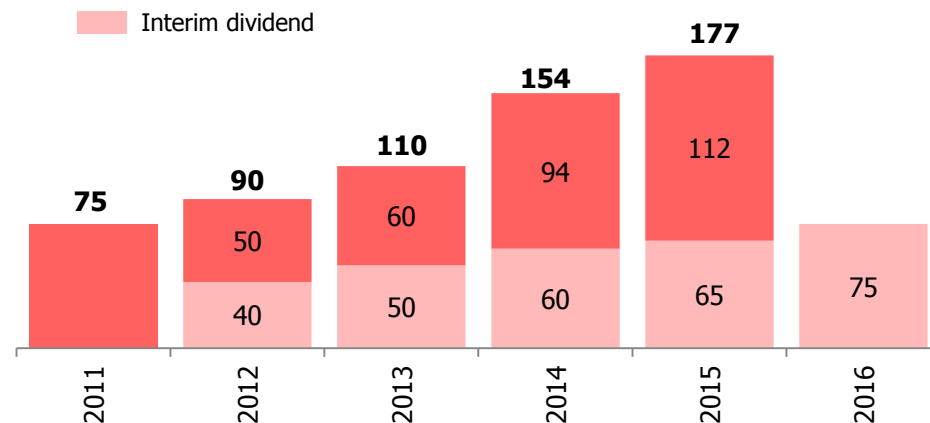
Russian peers

Progressive Dividend Policy

Cash flow distribution priorities



Dividend track record, RUB per share



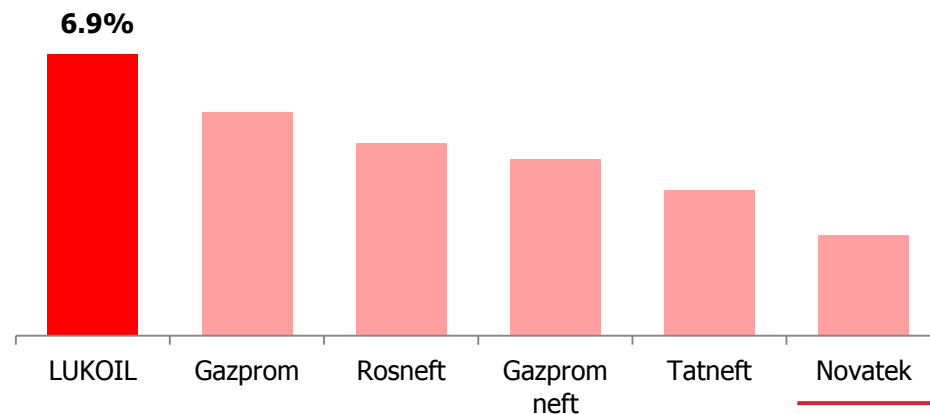
Targets

- The priority of dividend payments
- Distribution of at least 25% of IFRS profit that may be adjusted by the amount of non-recurring losses and gains
- Intention to annually increase the amount of dividends per one ordinary share by not less than the ruble inflation rate

Interim dividend (approved at EGM)

- 75 RUB per share (yield 2.5%)
- +15% in RUB and +26% in \$ (y-o-y)

Dividend yield (2015)



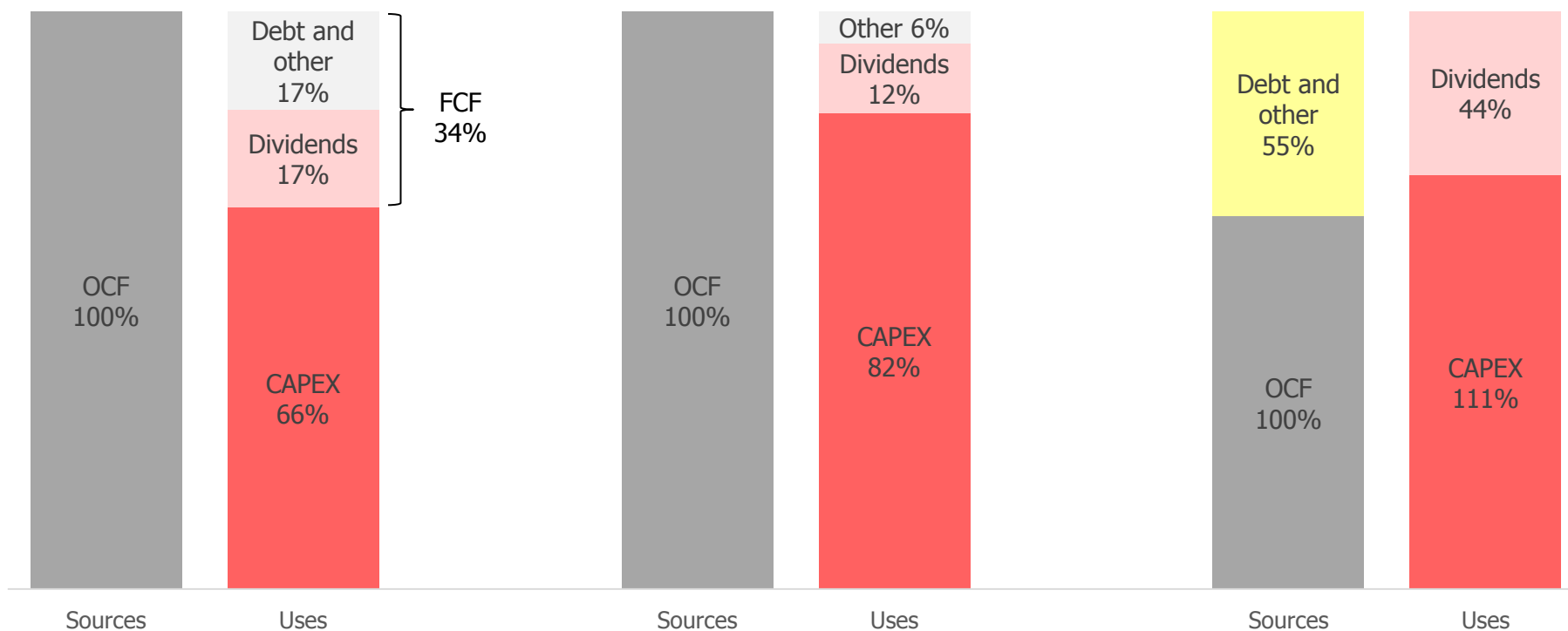
Sources and Uses of Cash in 2016



LUKOIL

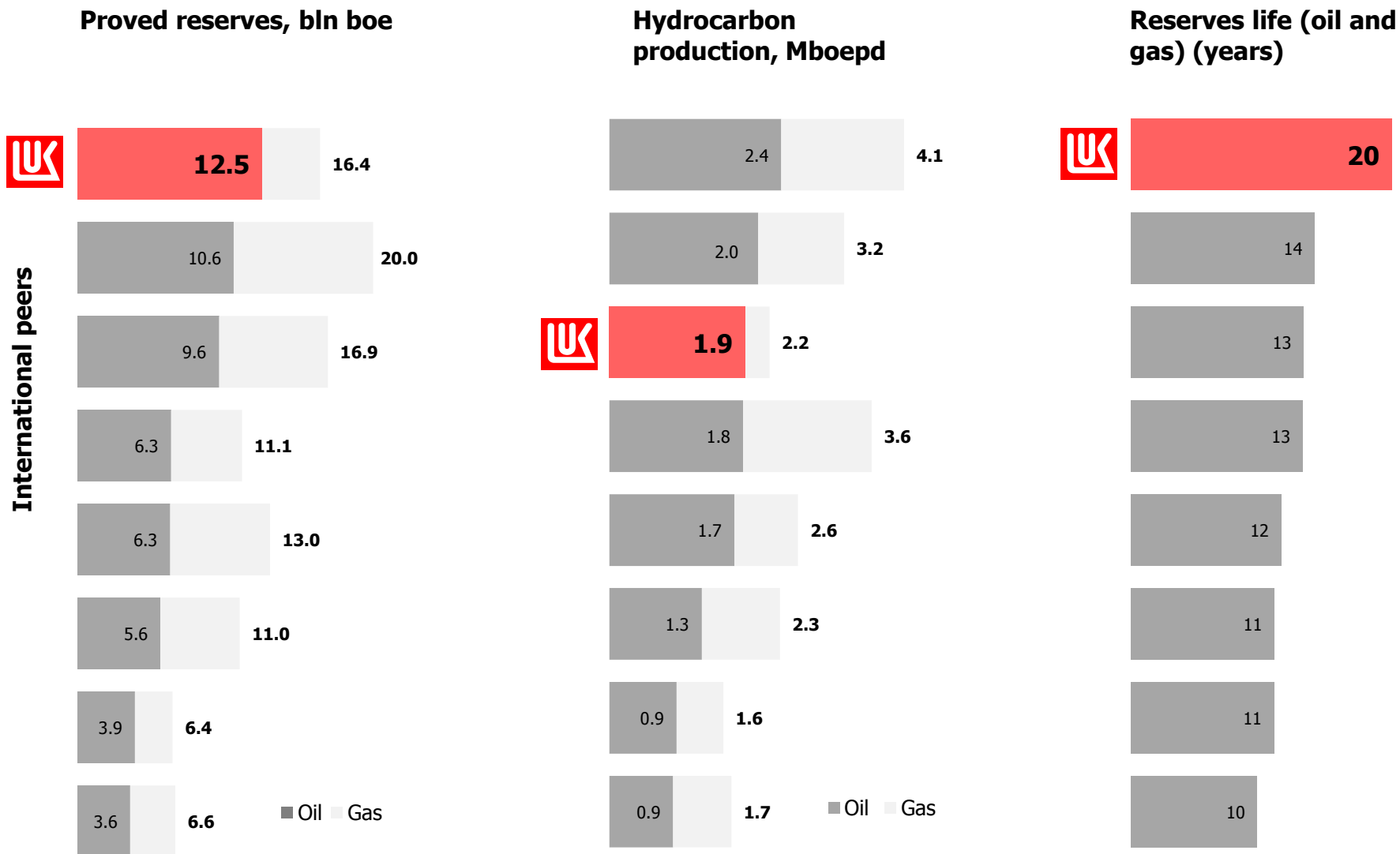
Russian peers

International peers



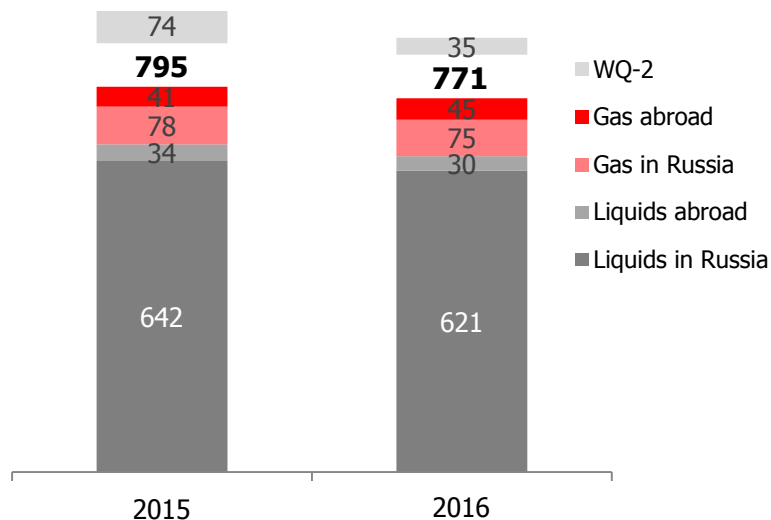


Reserve Base



Production Dynamics

Hydrocarbon production, mln boe

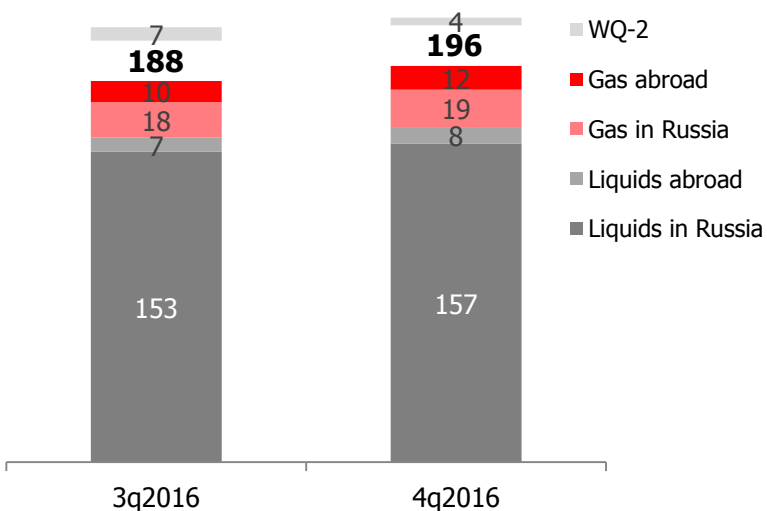


Growth factors

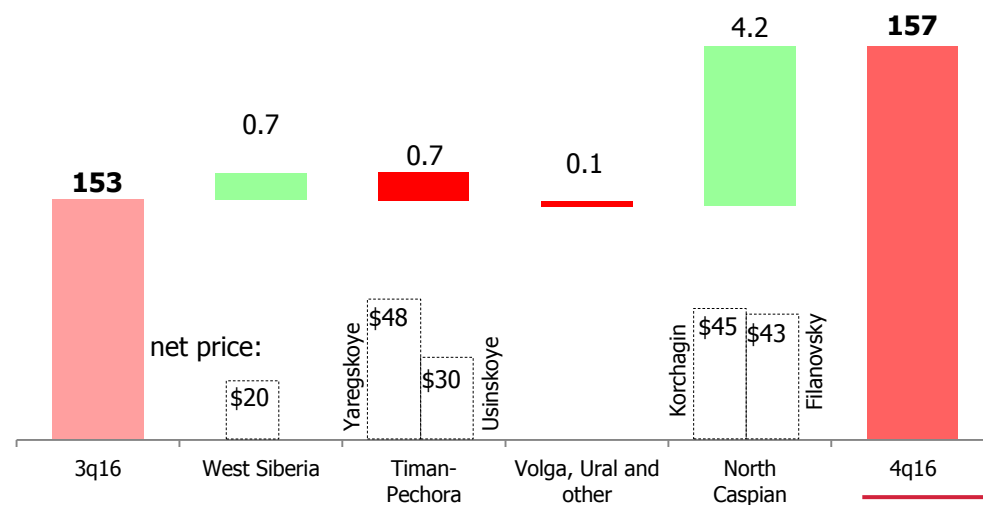
- Launch of Filanovsky and Pyakyakhinskoye fields
- Growth of gas production abroad

Decline factors

- Divestment of share in Caspian Investment Resources Ltd.
- Natural decline at brownfields
- Decrease in compensation oil from WQ-2 project



Liquids production in Russia (mln bbl) and net price* (\$/bbl)



* net price= oil price (\$50/bbl) less export duty and MET under current tax conditions

North Caspian: Filanovsky Field



Key advantages

- High-margin barrels
- Substantial production growth potential
- Short transportation leg, low lifting costs, high quality of oil

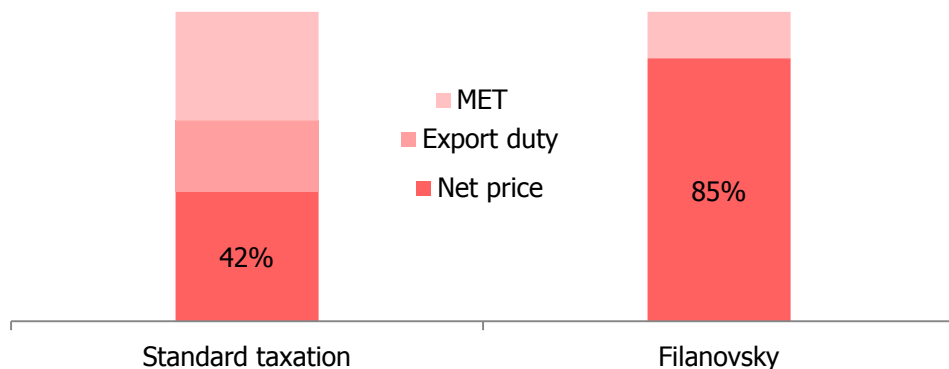
2016 results

- Commissioning of the 1st development stage
- 3 production wells put into operation

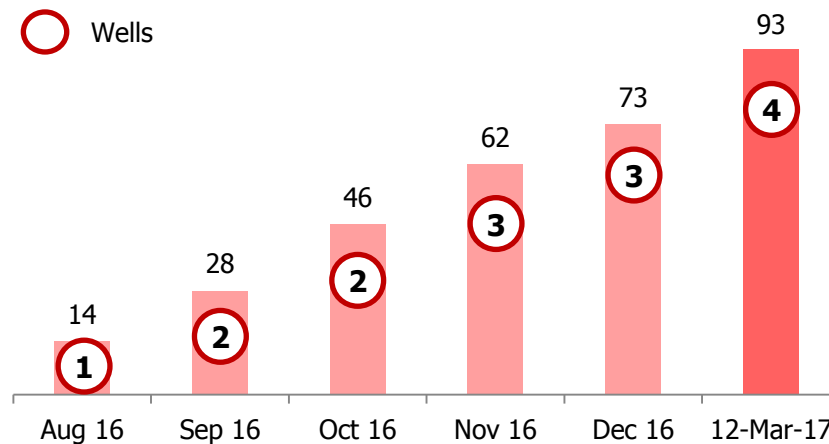
2017 targets

- Drilling of 3 production and 2 injection wells
- Construction works completion of the 2nd development stage

Net price, \$/bbl*

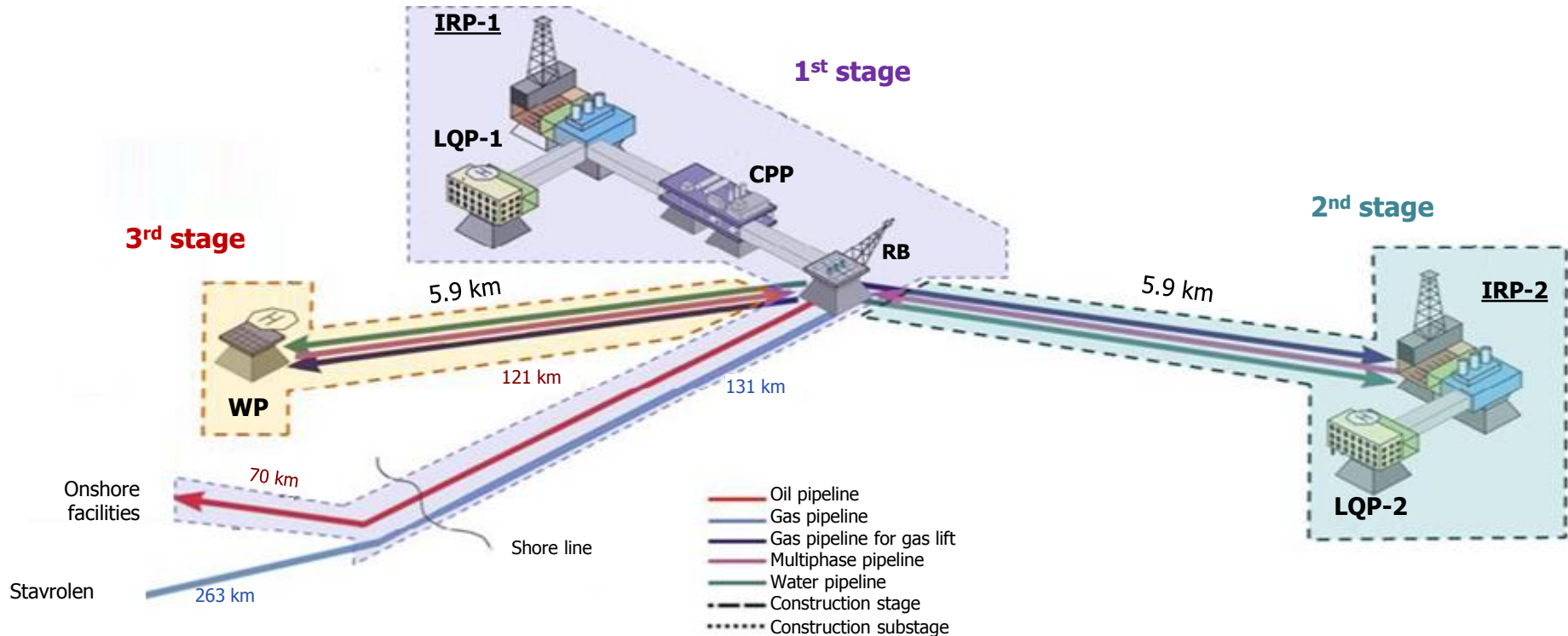


Liquids production, Kbpd



* 2017 tax environment under \$50/bbl and 60 RUB per USD

North Caspian: Filanovsky Development Stages



First stage - 2016

- IRP-1 (ice-resistant stationary platform)
- LQP-1 (living quarters platform)
- CPP (central processing platform)
- RB (riser block)
- Pipelines
- Major Onshore Facilities

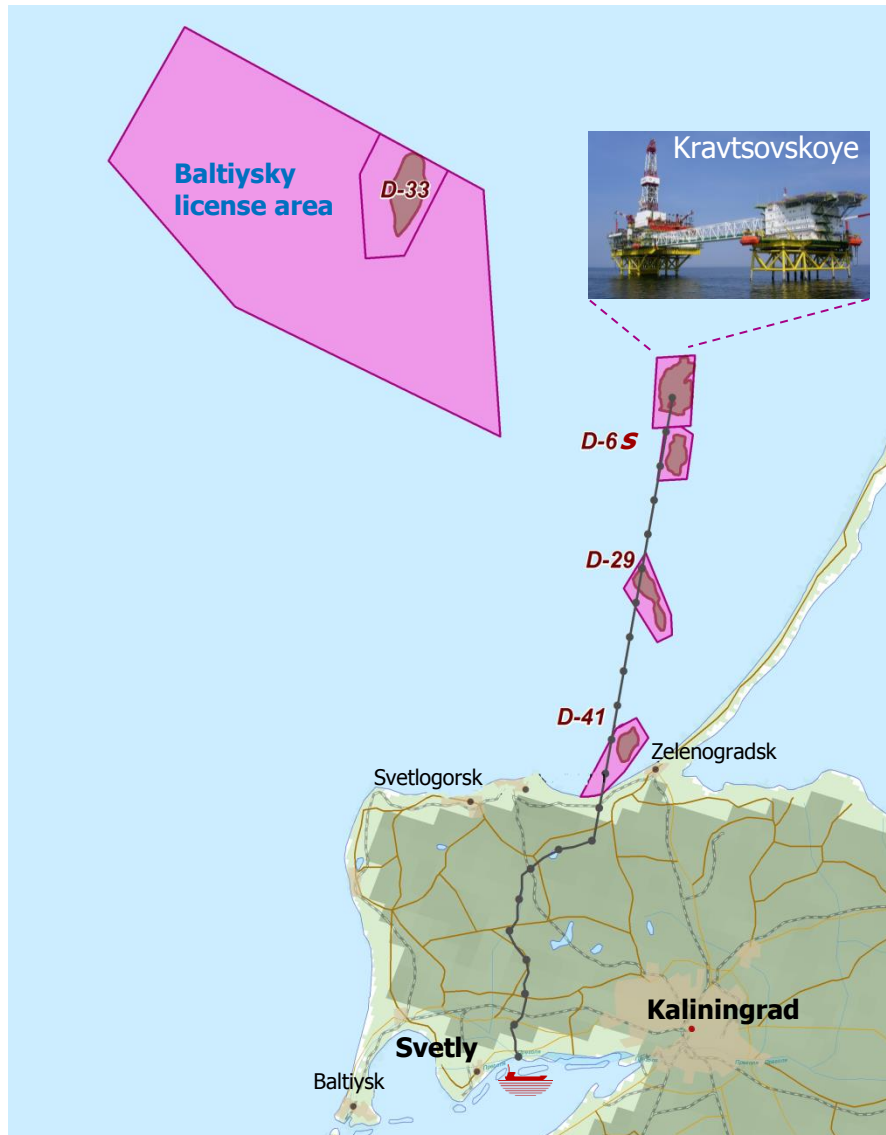
Second stage - 2018

- IRP-2
- LQP-2
- Pipelines

Third stage - 2019

- Wellhead platform
- Pipelines

Baltic Sea: New Opportunities



Key advantages

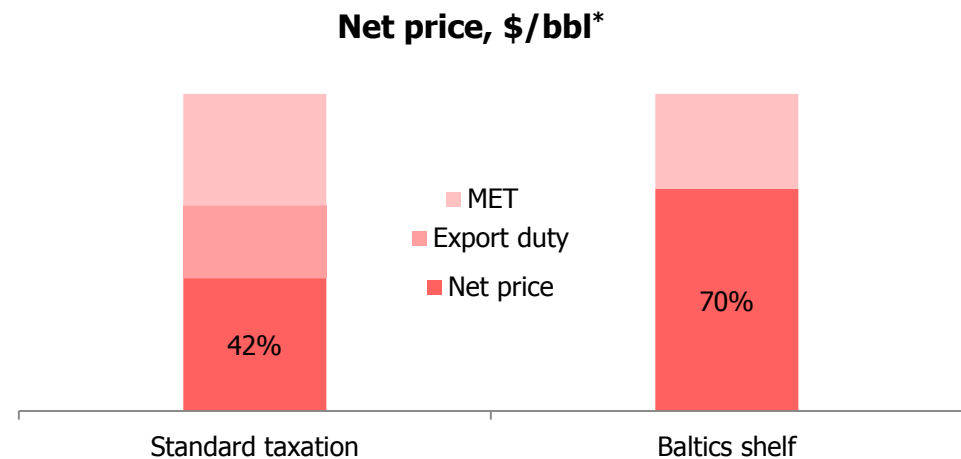
- High-margin barrels
- Substantial production growth potential
- Short transportation leg

2016 results

- 4 hydrocarbon production licenses received
- 2nd exploration well drilled at D33 field. Exploration drilling started at D2 structure
- Area development concept finalized

2017 targets

- Drilling 3 exploration wells
- 3D seismic data interpretation
- FID on D41 field



* 2017 tax environment under \$50/bbl and 60 RUB per USD

West Siberia: Pyakyakhinskoye field



Key advantages

- High-margin barrels
- Substantial production growth potential
- High well flow rates

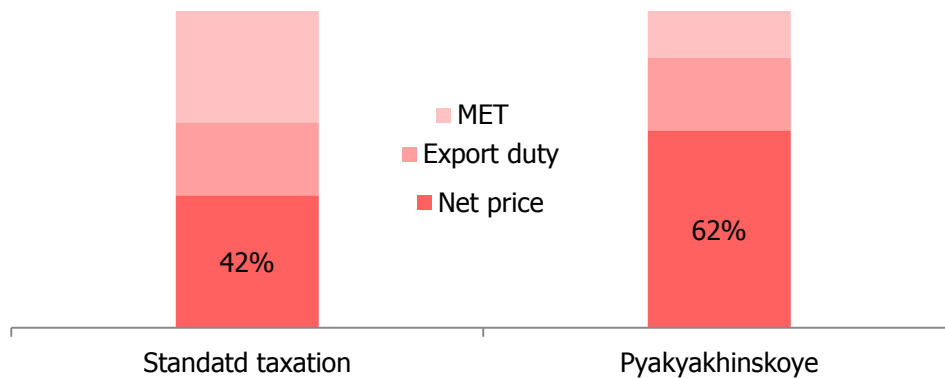
2016 results

- Launch of oil production
- 49 oil wells put into production

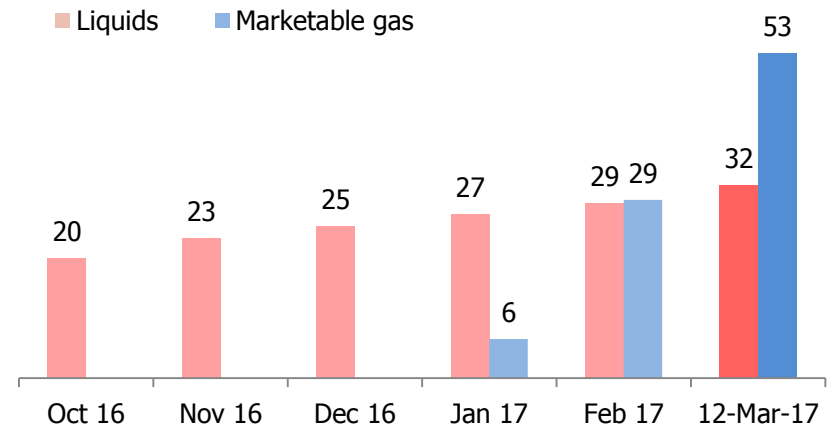
2017 targets

- Launch of gas production
- Commissioning of 24 oil wells and 34 gas wells

Net price, \$/bbl*



Daily production, Kboepd



*2017 tax environment under \$50/bbl and 60 RUB per USD

Timan-Pechora: Yaregskoye field



Key advantages:

- High-margin barrels
- Substantial production growth potential

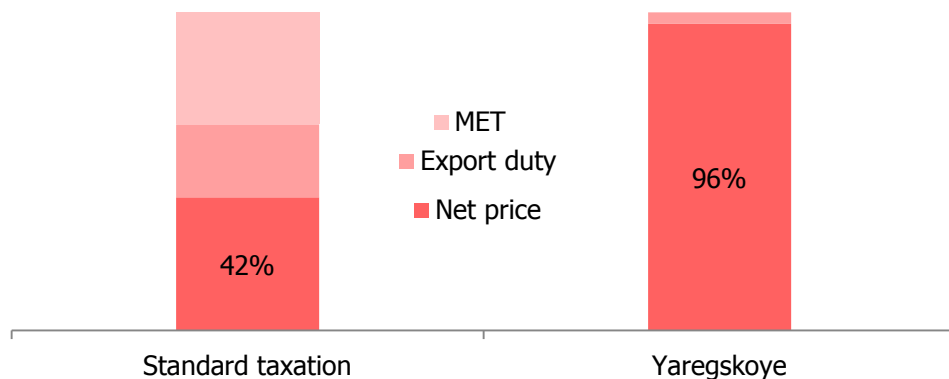
2016 results

- Commissioning of 32 Kbpd oil processing facility
- Launch of steam generation units with capacity of 300 tons of steam per hour
- Commissioning of water-treatment unit with capacity of 700 cubic meters of water per hour

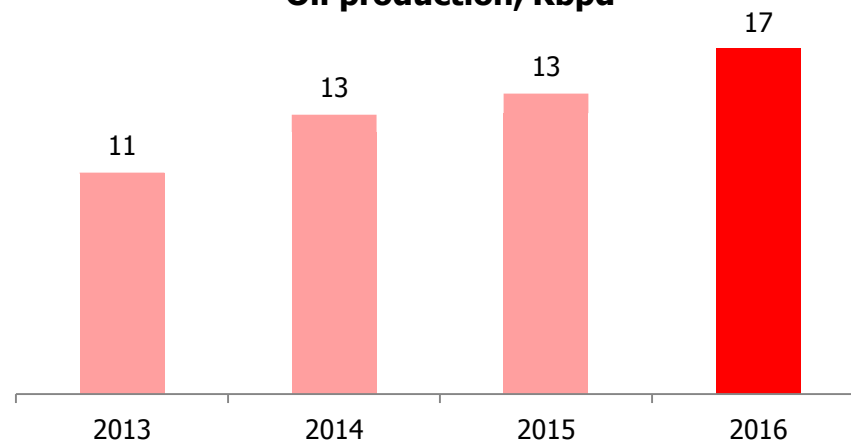
2017 targets

- Commissioning of 75-megawatt power plant
- Launch of additional 300 tons of steam generation capacity per hour

Net price, \$/bbl*



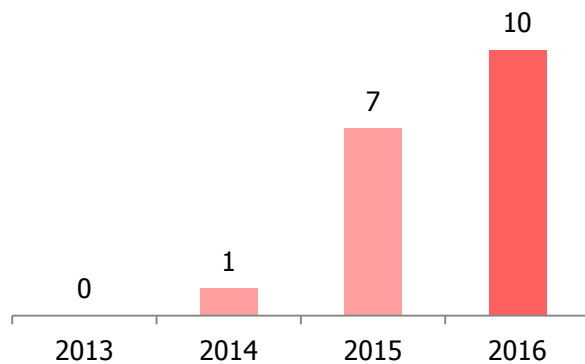
Oil production, Kbpd



*2017 tax environment under \$50/bbl and 60 RUB per USD

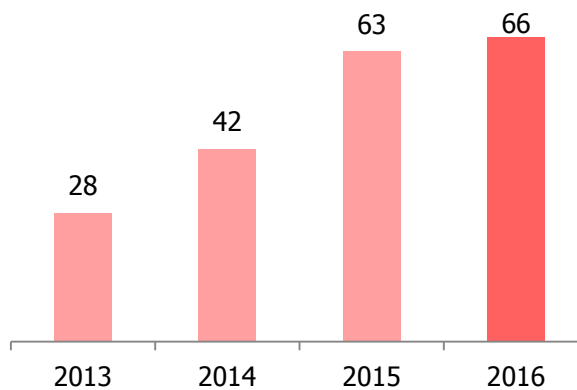
Upstream: Other Growth Projects

Imilorskoye
oil production, Kbpd



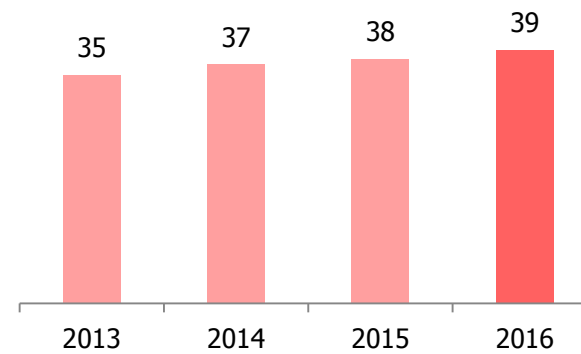
- Production +42% vs. 2015
- Wells launched in 2016:
 - 41 oil wells
 - 19 injection wells

Denisovskaya Depression
oil production, Kbpd



- Production +5% vs. 2015
- Wells launched in 2016:
 - 1 oil well
 - 2 injection wells

Usinskoye (permo-carbon)
oil production, Kbpd



- Production +4% vs. 2015
- Wells launched in 2016:
 - 2 oil wells
 - 5 injection wells



Key advantages

- Stable region for reinvestment
- Lowest cost per meter drilled among the Group companies
- Proven track record
- Drilling volumes growth potential supported by vast reserve base

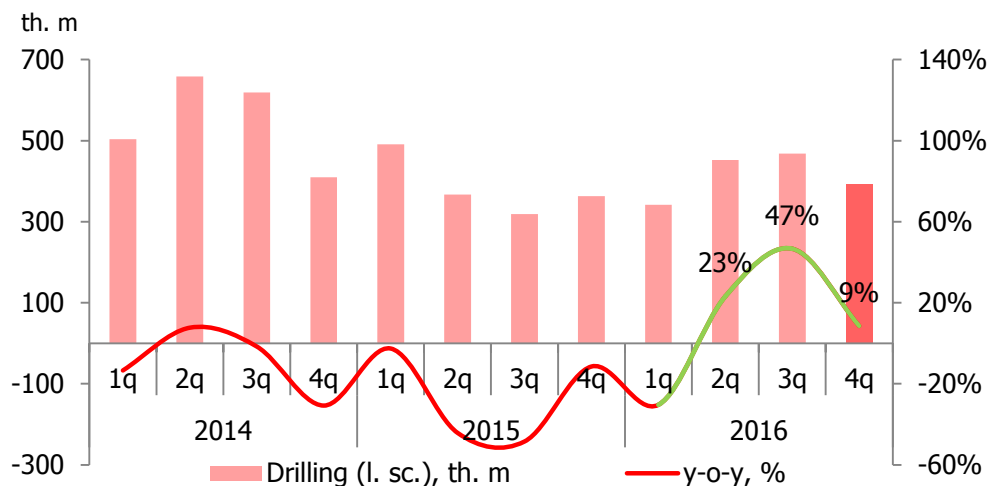
2016 results

- Production drilling increased by 8% in 2016 y-o-y
- With the launch of Pyakyakhinskoye field production decline slowed down to 3.8% y-o-y in December, 2016

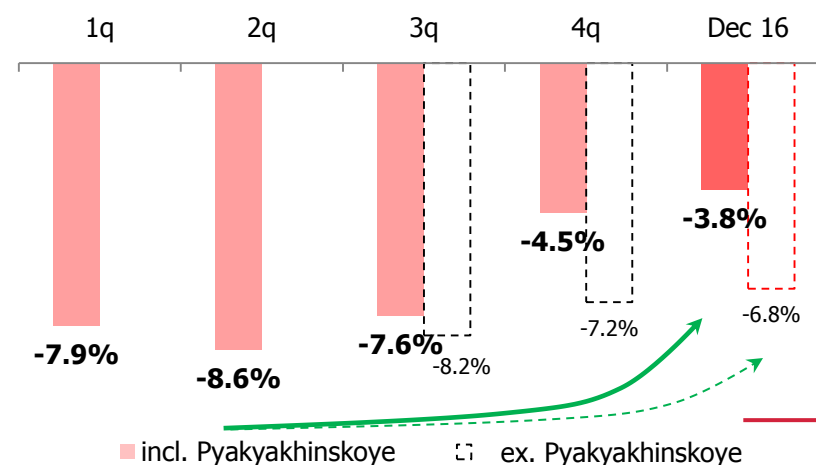
2017 targets

- Production drilling increase by 10-15%
- Further improvement of liquids production dynamics

Production drilling (LUKOIL-West Siberia)

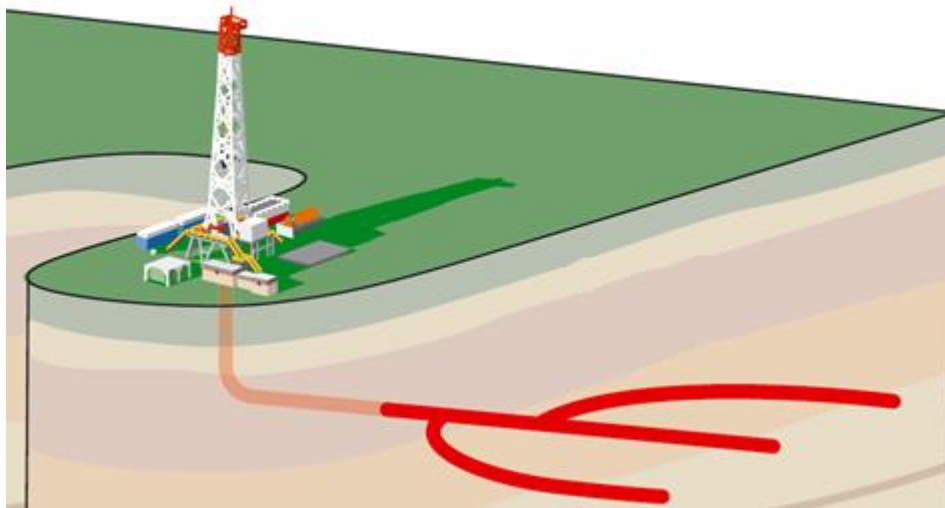


Liquids production decline rates (LUKOIL-West Siberia), y-o-y



West Siberia: Advanced Drilling

Multilateral well (LUKOIL-WS)



Key advantages

- Substantial increase in oil recovery under the similar geological conditions
- Capability of bringing in additional reserves into production

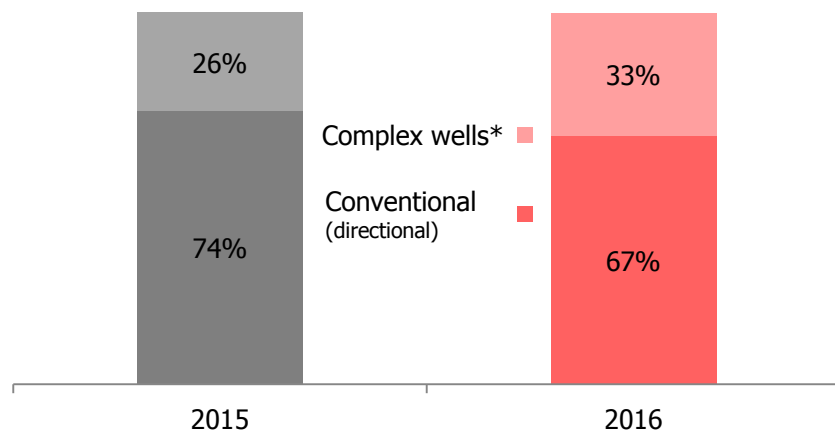
2016 results

- Share of horizontal and multilateral wells increased to 33% with up to 50% increase in average flow rate of a new complex well

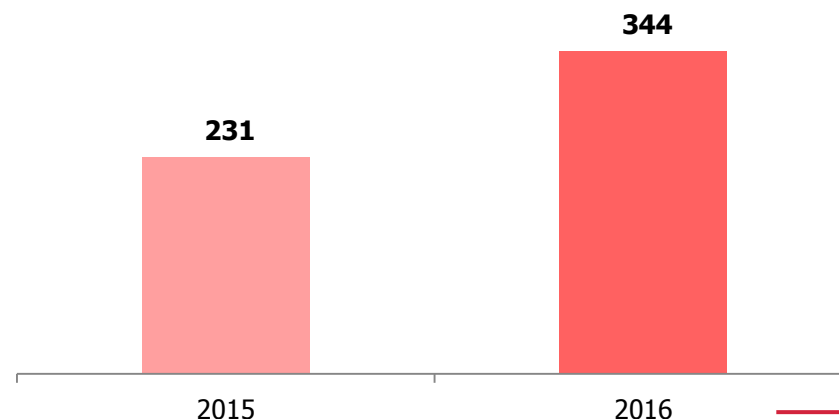
2017 targets

- Maintaining current mix of wells put into production
- Further development and adoption of advanced technologies

Structure of wells put into production



Average flow rate of a new complex well, bbl per day



*horizontal, horizontal multi-stage hydrofracturing, multibores

Uzbekistan: Growth of Gas Production

Kandym



Key advantages

- Proven track record in the region
- Substantial production growth potential
- International prices (export to China)

2016 results

- Production growth by 8% y-o-y (LUKOIL share)
- GTP Kandym construction start. Construction works progress ~50%

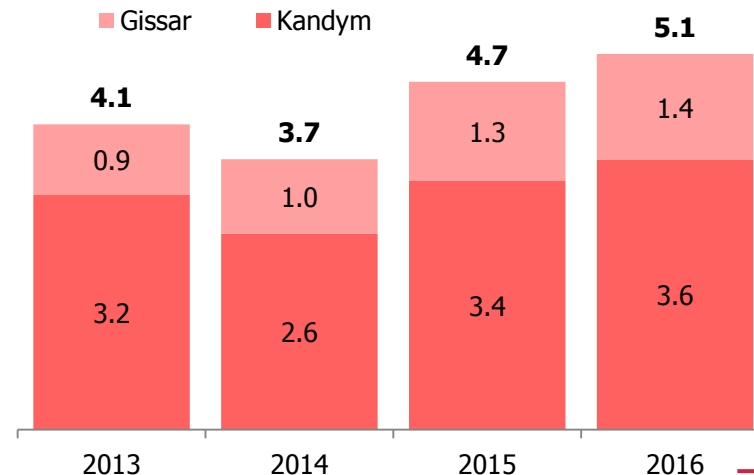
2017 targets

- Completion of Djarkuduk complex gas treatment unit – more than two-fold production increase under Gissar project

Gissar



Marketable gas production (LUKOIL share), bcm



Iraq: West Qurna-2



Key advantages

- High growth potential
- Proven track record in the region
- One of the key fields in Iraq

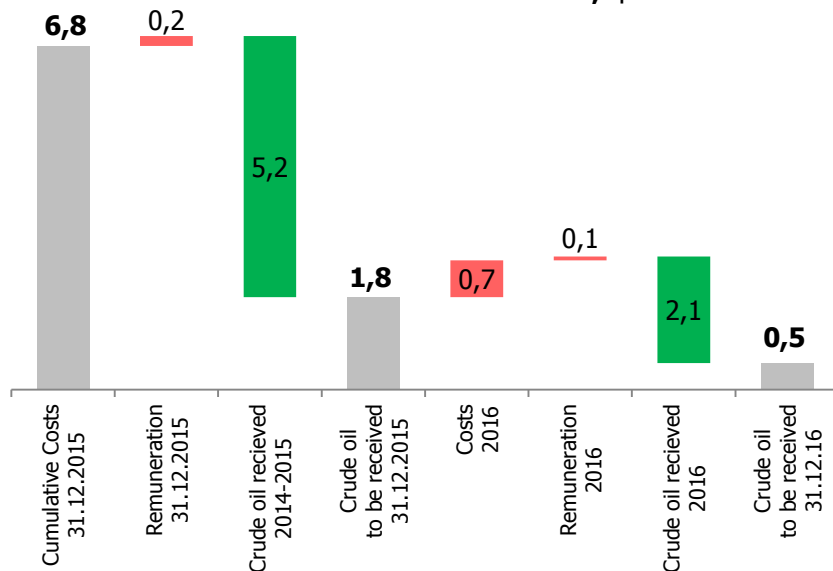
2016 results

- All historic costs reimbursed
- Production plateau stabilized

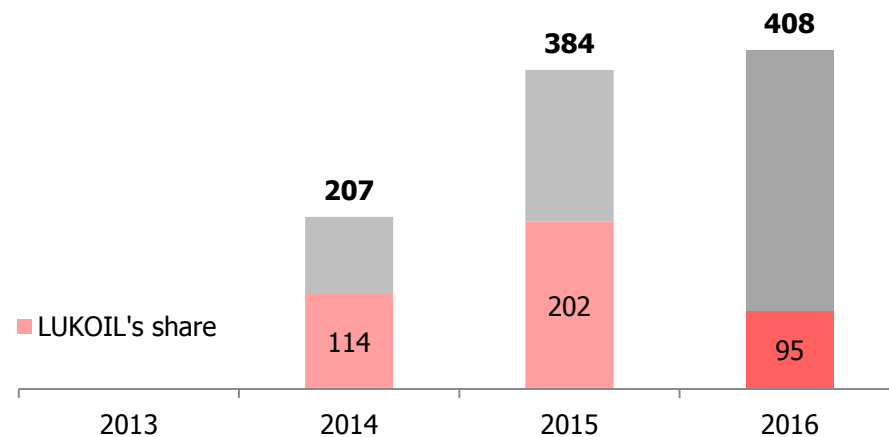
2017 targets

- Maintaining 2016 production level

Reimbursement of costs, \$ bln



West Qurna-2 production profile (100%), mln bbl

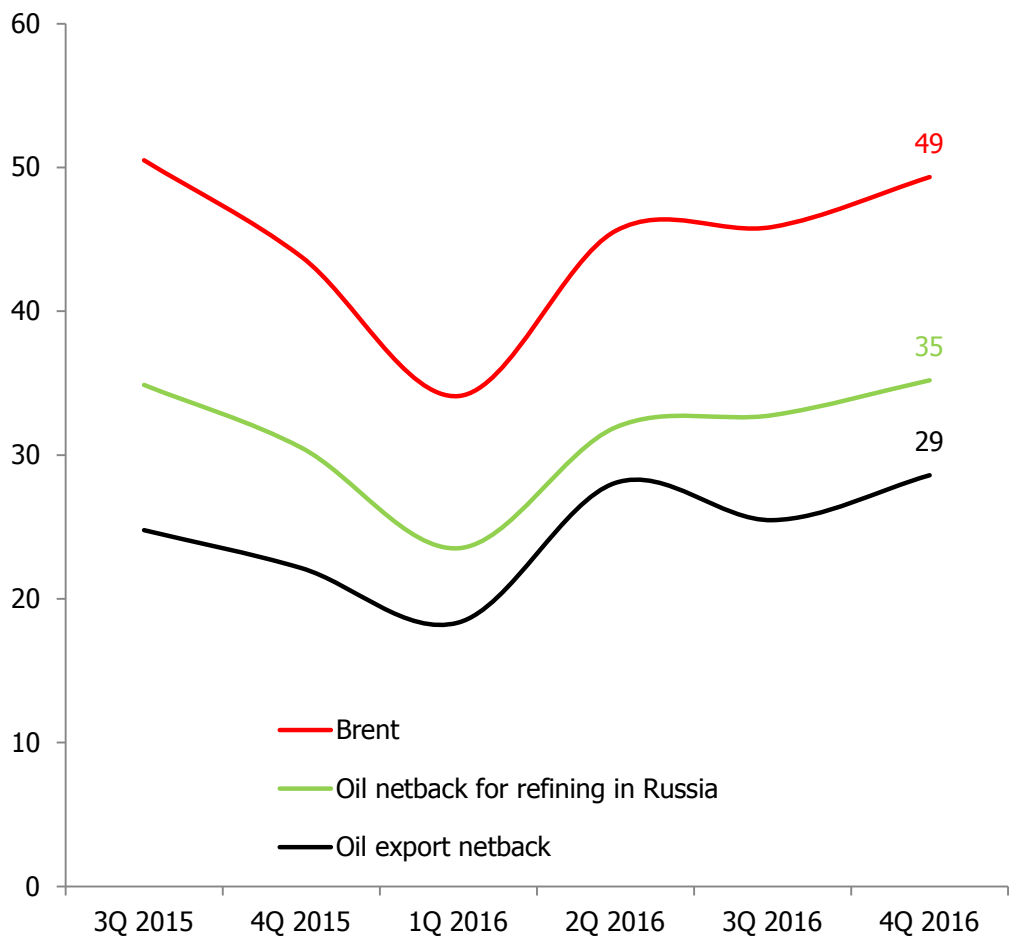




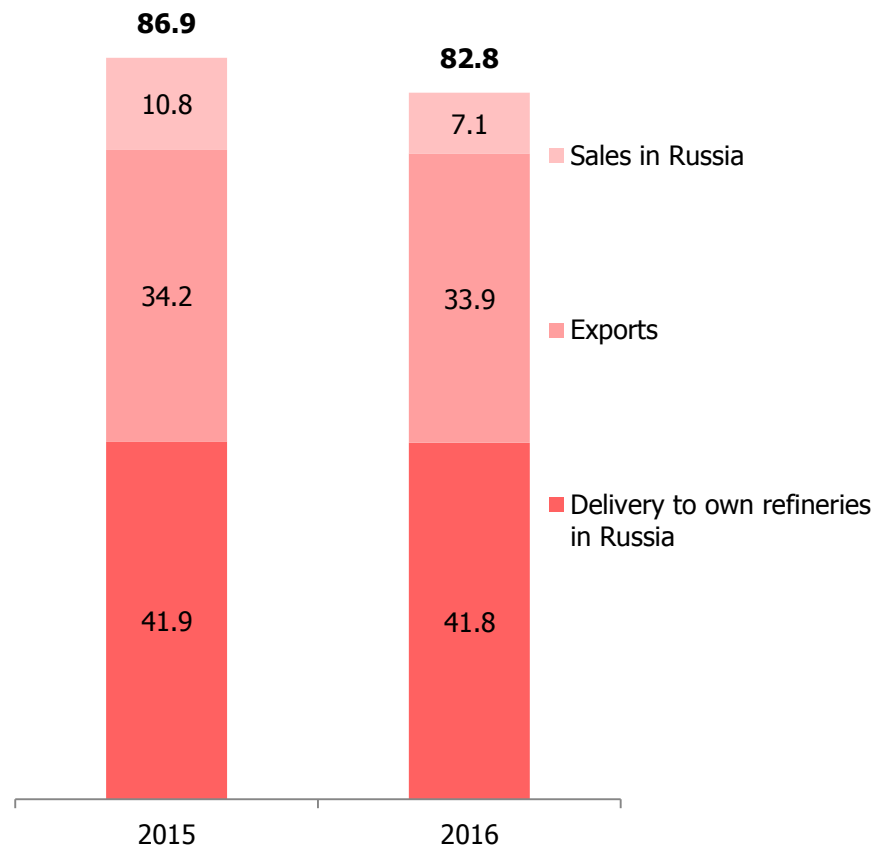
Downstream: Efficient Oil Allocation



Oil allocation price in Russia, \$/bbl

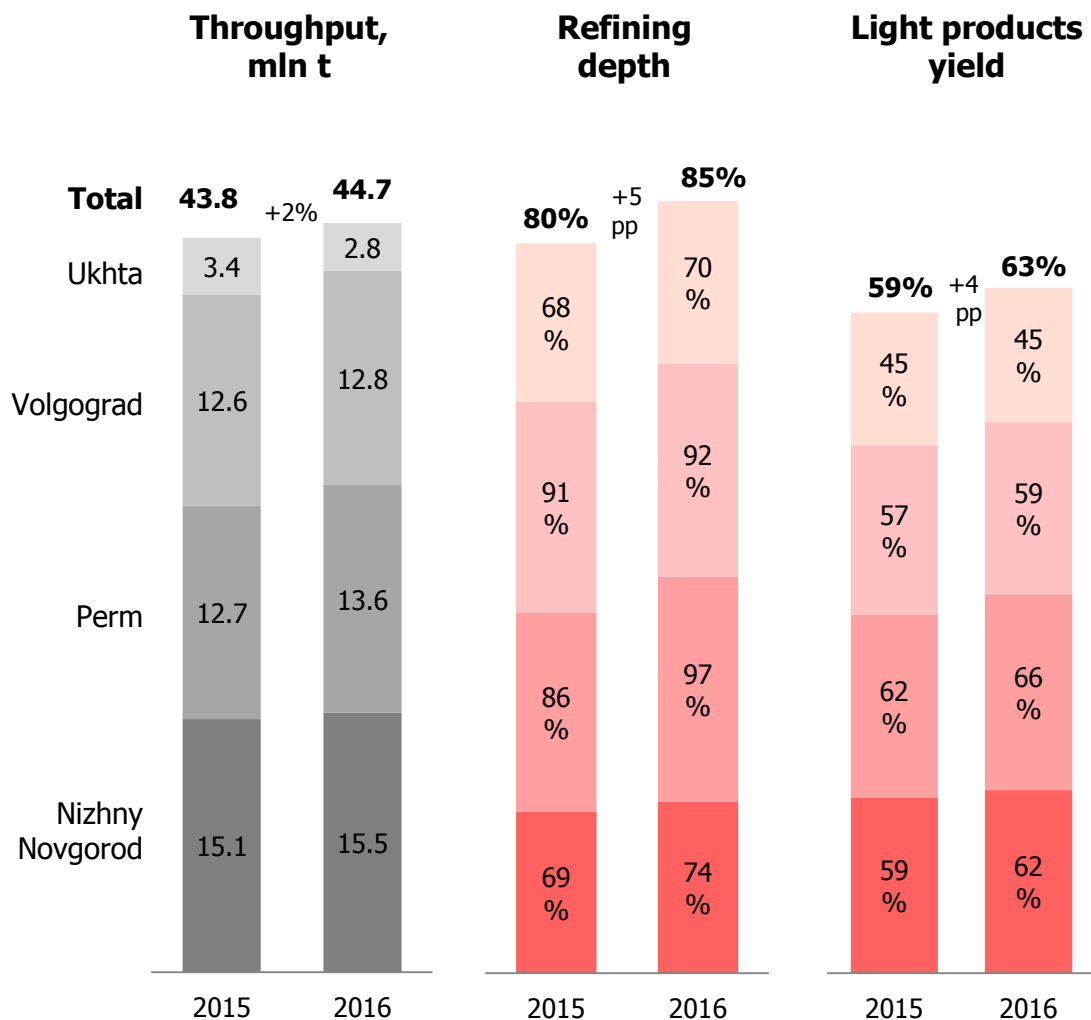


Oil allocation volumes in Russia*, mln t



* Including oil purchased from third parties

Downstream: Russian Refining KPIs



Refinery throughput (+2%)

- Growth at upgraded refineries in Volgograd, Nizhny Novgorod and Perm
- Decline at Ukhta refinery to minimize dark products output

Refining depth (+5 pp), light products yield (+4 pp)

- Growth at all refineries due to new units launch and work process optimization

Downstream: Timely Upgrade of Russian Refineries



VGO hydrocracking in Volgograd Refinery



Key advantages

- Maintaining high margin in the tax maneuver environment

2016 results

- Commissioning of facilities on time and budget
- Decrease in share of fuel oil and VGO to 21%

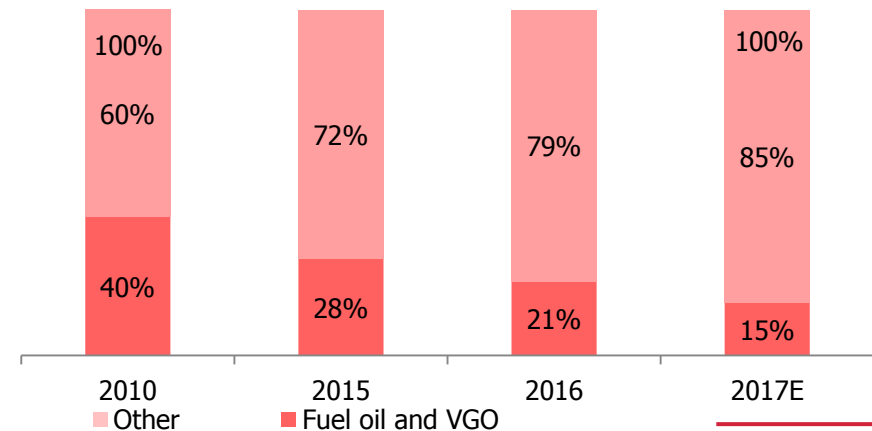
2017 targets

- Further decrease in share of fuel oil and VGO to 15%
- Investment decision on new investment project at Nizhny Novgorod refinery



Hydrocracking							●
Catalytic cracking	●					●	
Hydrotreating	●		●			●	
Alkylation		●				●	
Coking			●			●	
Distillation							●
Year	'10	'11	'12	'13	'14	'15	'16

Product slate of refineries in Russia



Nizhny Novgorod Refinery: Delayed Coker



Key advantages

- Replicating Perm's delayed coker project (minimization of costs, time and risks)
- Substantial improvement of the refining depth and light product yield
- Optimization of utilization rate, including synergy with existing secondary conversion processes

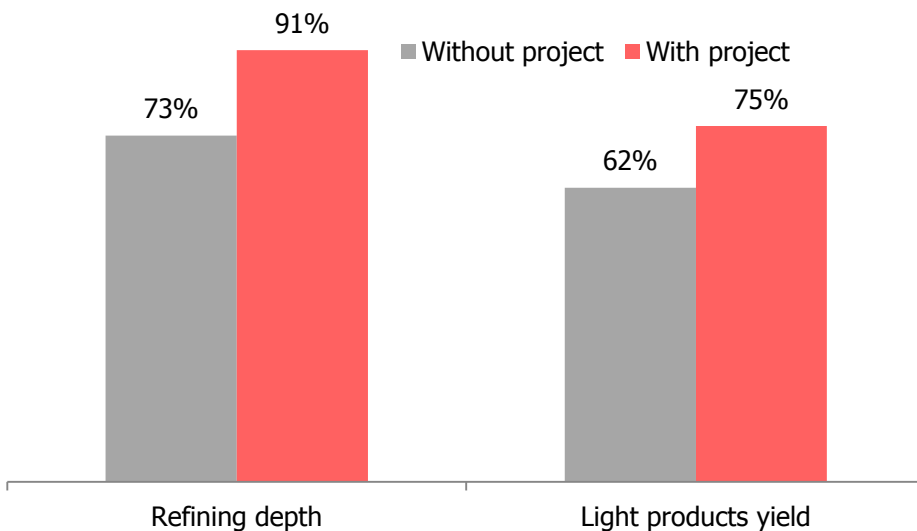
2016 results

- Pre-FEED

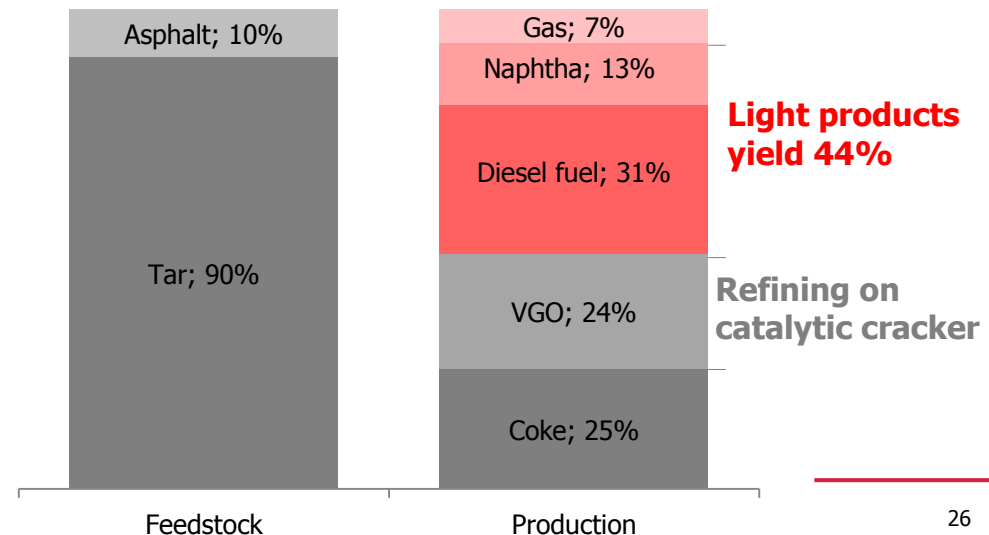
2017 targets

- FEED

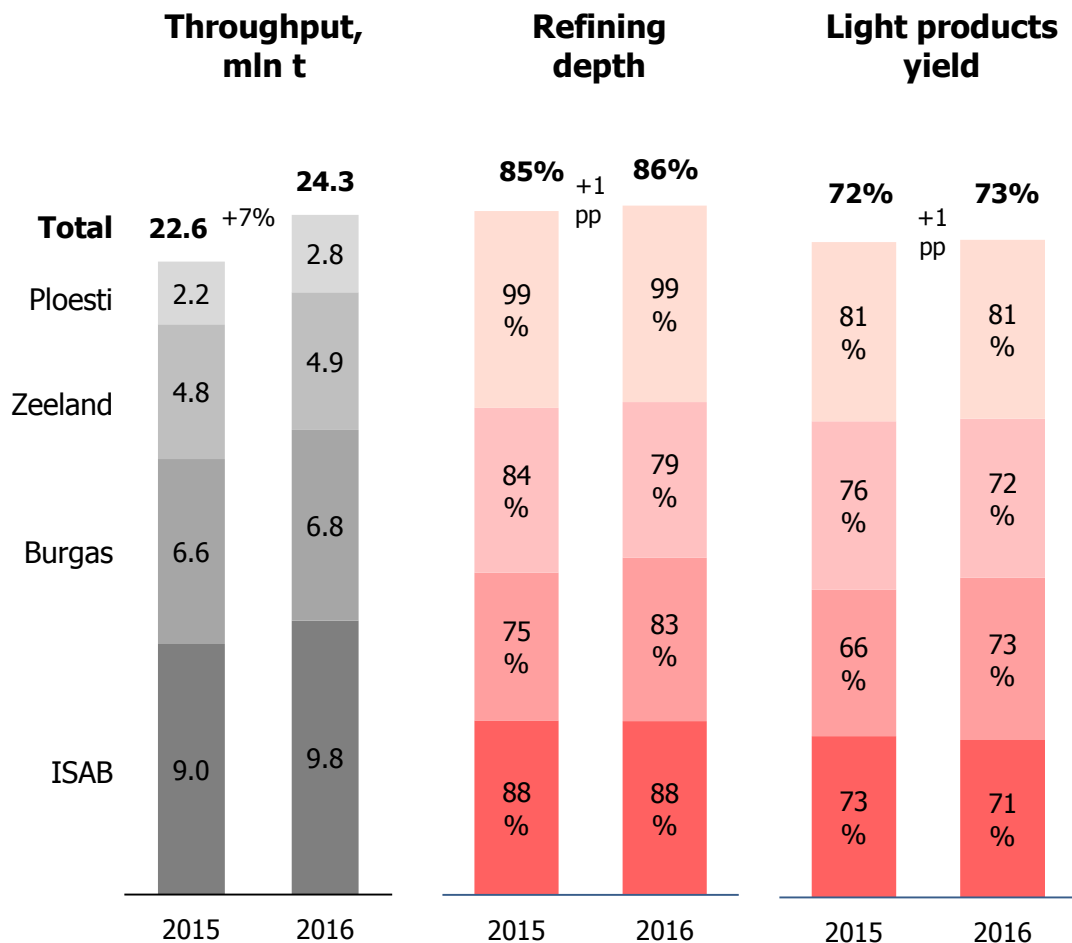
Influence of the project on Nizhny Novgorod refinery indicators



Feedstock and production balance of the delayed coker



Downstream: European Refining KPIs



Refinery throughput (+7%)

- Growth due to continuing favorable market environment and longer working hours of units due to repair works in 2015

Refining depth (+1 pp), light products yield (+1 pp)

- Burgas Refinery – significant growth due to heavy residues complex optimization
- Zeeland and ISAB Refineries – optimization of feedstock (heavy feedstock refining was more profitable in 2016)

Downstream: High-Priority Channels

Filling stations: sales of motor fuels +3%



- EKTO fuels sales volumes
+**34%** in Russia
+**10%** International
- Non-fuel sales
+**15%** in Russia
+**14%** International

Jet: maintaining share in the jet fuel domestic market



- Aircraft refueling started in the airports of 3 cities in Russia
- +**24%** into-plane jet fuel sales in Bulgaria

Lubricants: branded lubricants sales volumes growth



- +**22%** sales of premium motor and industrial oils

Bunkering: a 36% increase in sales volumes and an increase in margins on stagnating market



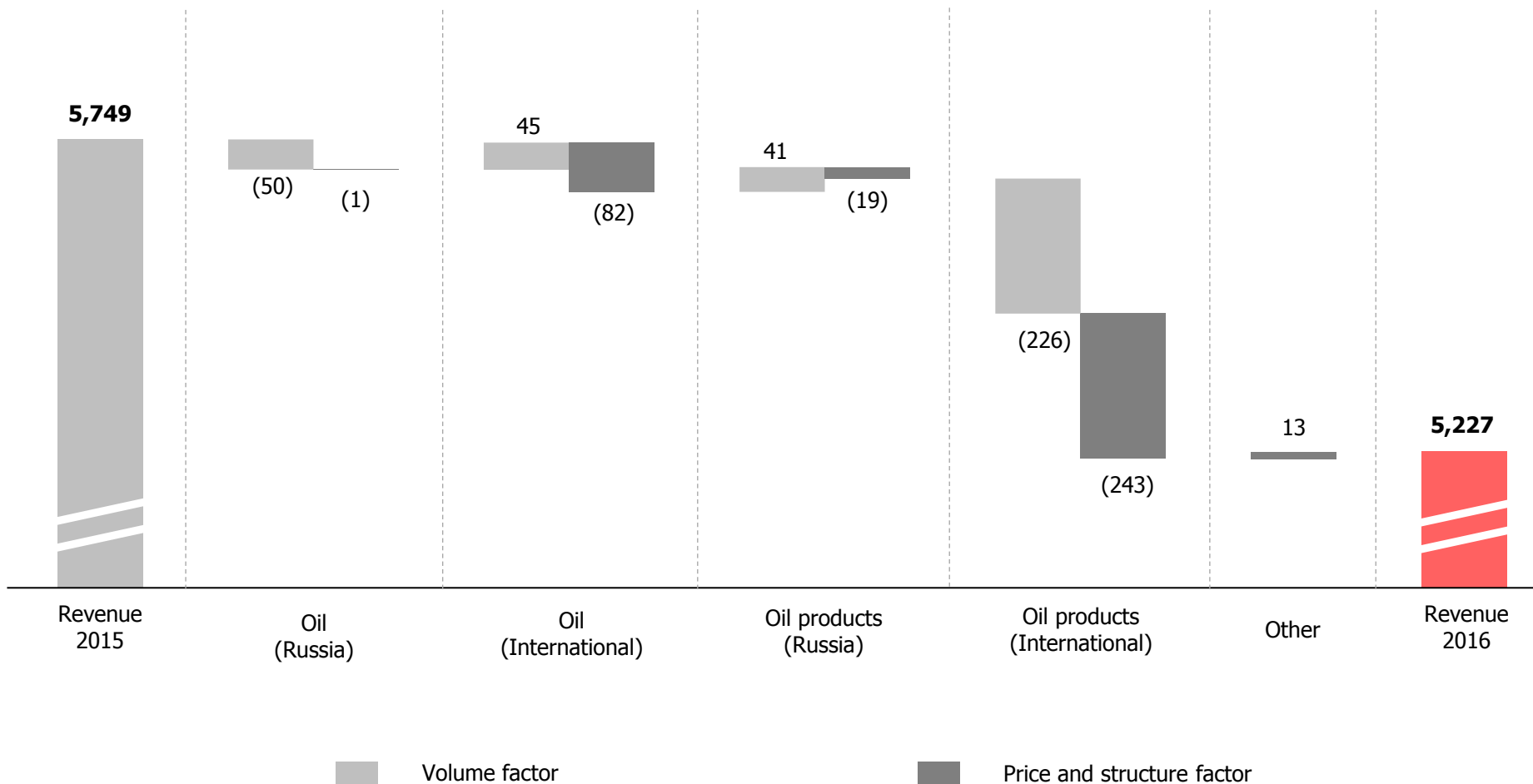
- Growth of sales volumes and market share in the Baltics and Black Sea

Financial Results



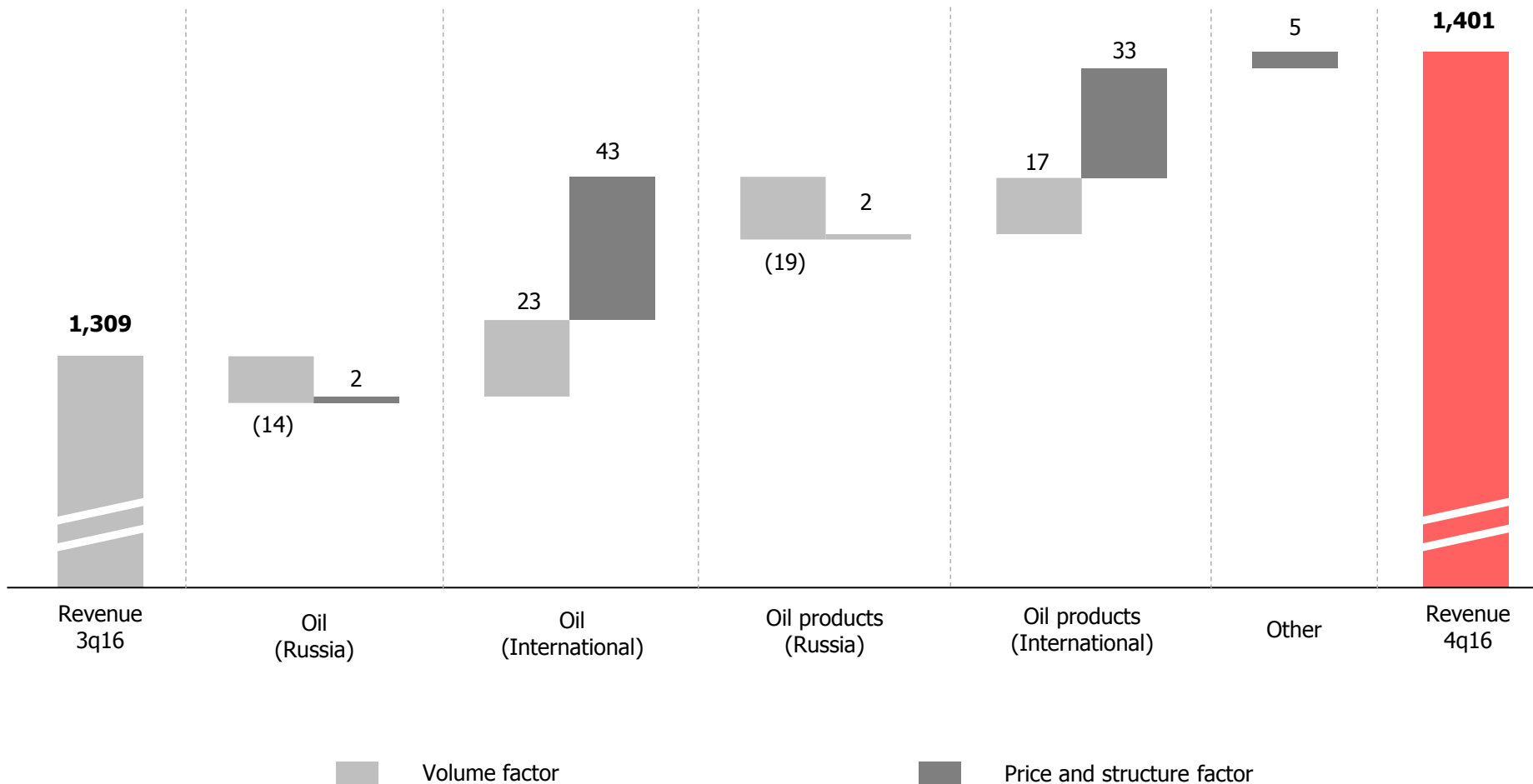
Revenue Reconciliation 2016 vs. 2015

RUB bln



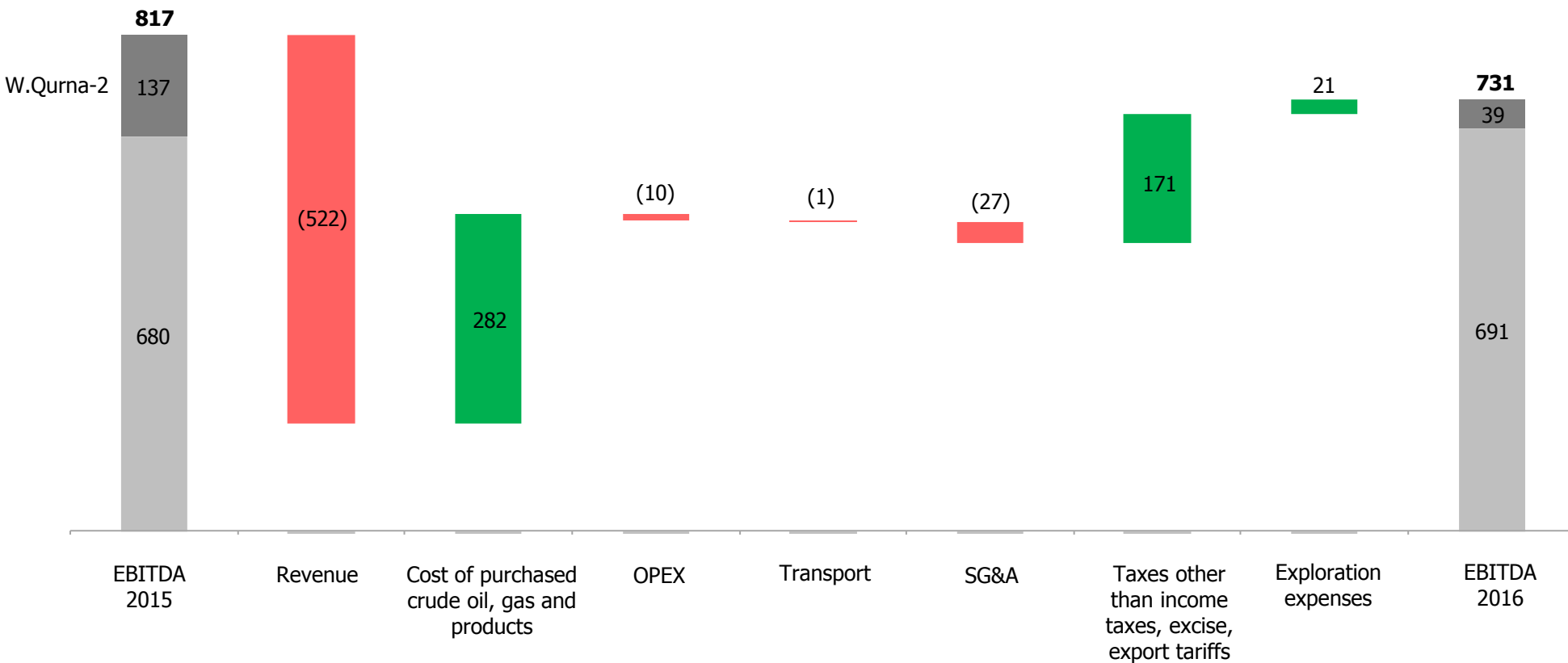
Revenue Reconciliation 4q16 vs. 3q16

RUB bln

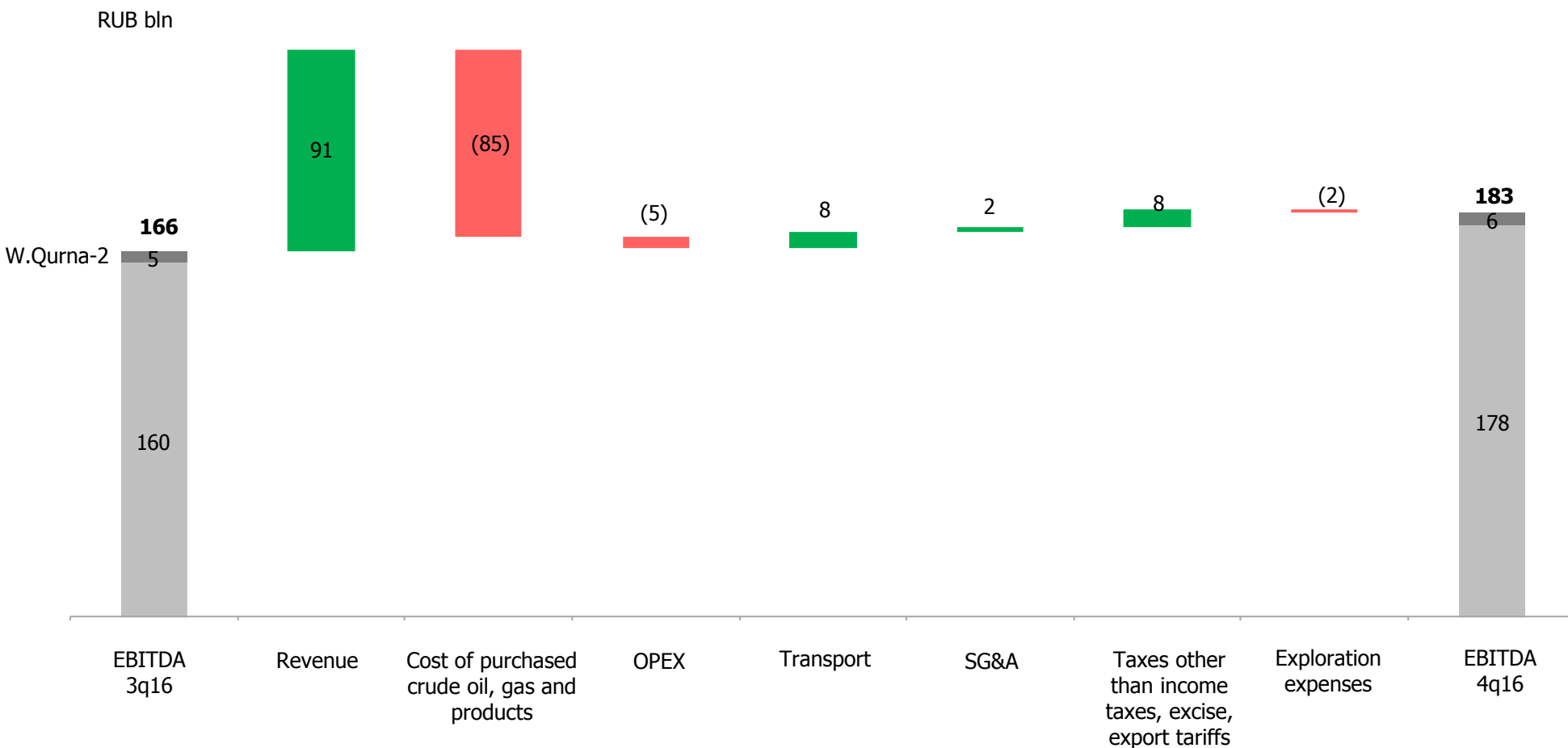


EBITDA dynamics 2016 vs. 2015

RUB bln

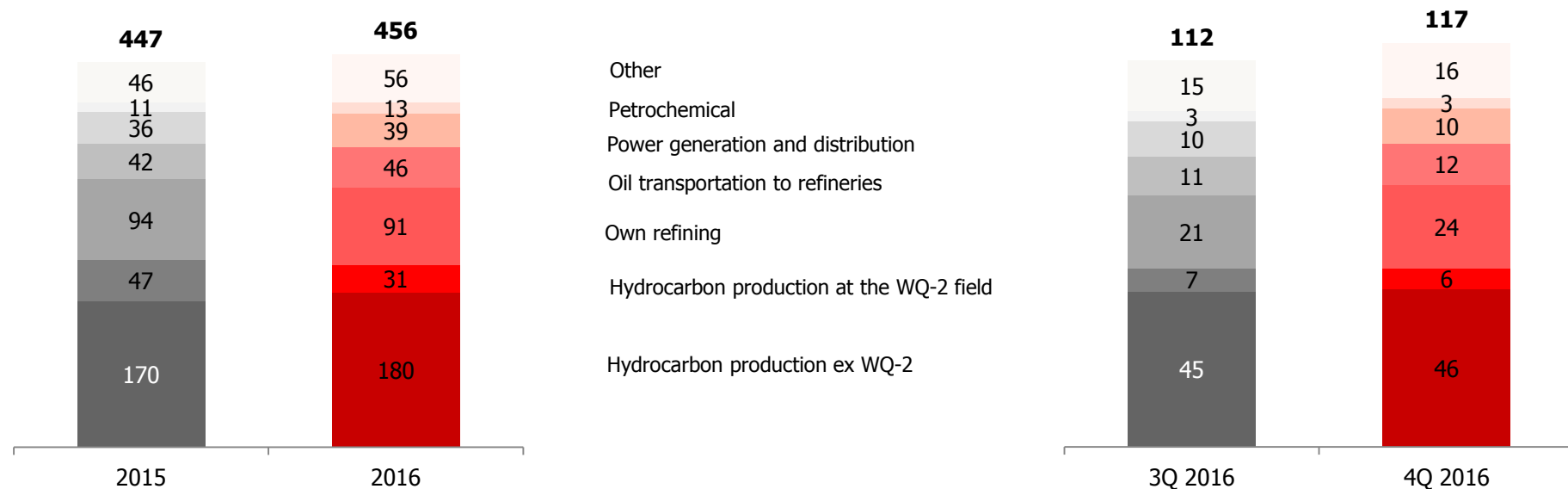


EBITDA dynamics 4q16 vs. 3q16

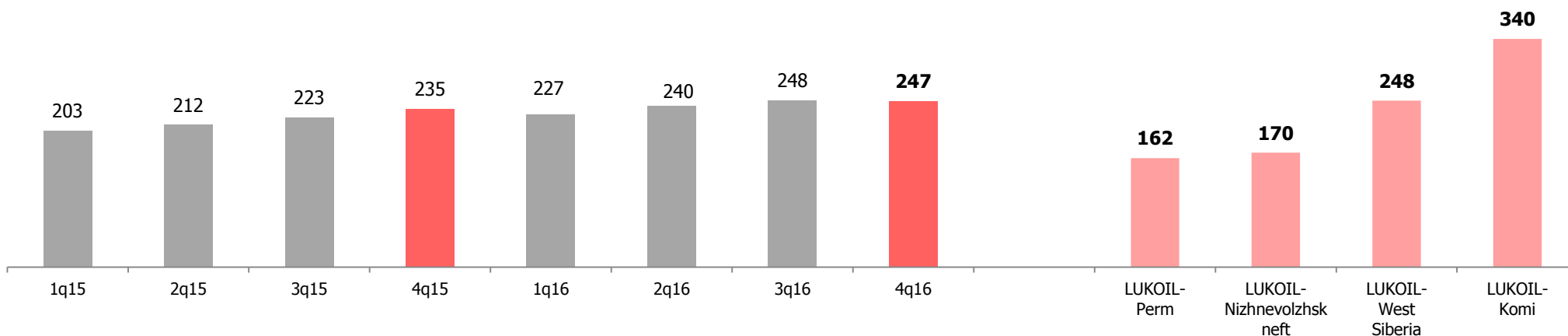


Operating expenses

RUB bln



Lifting costs in Russia, RUB per boe



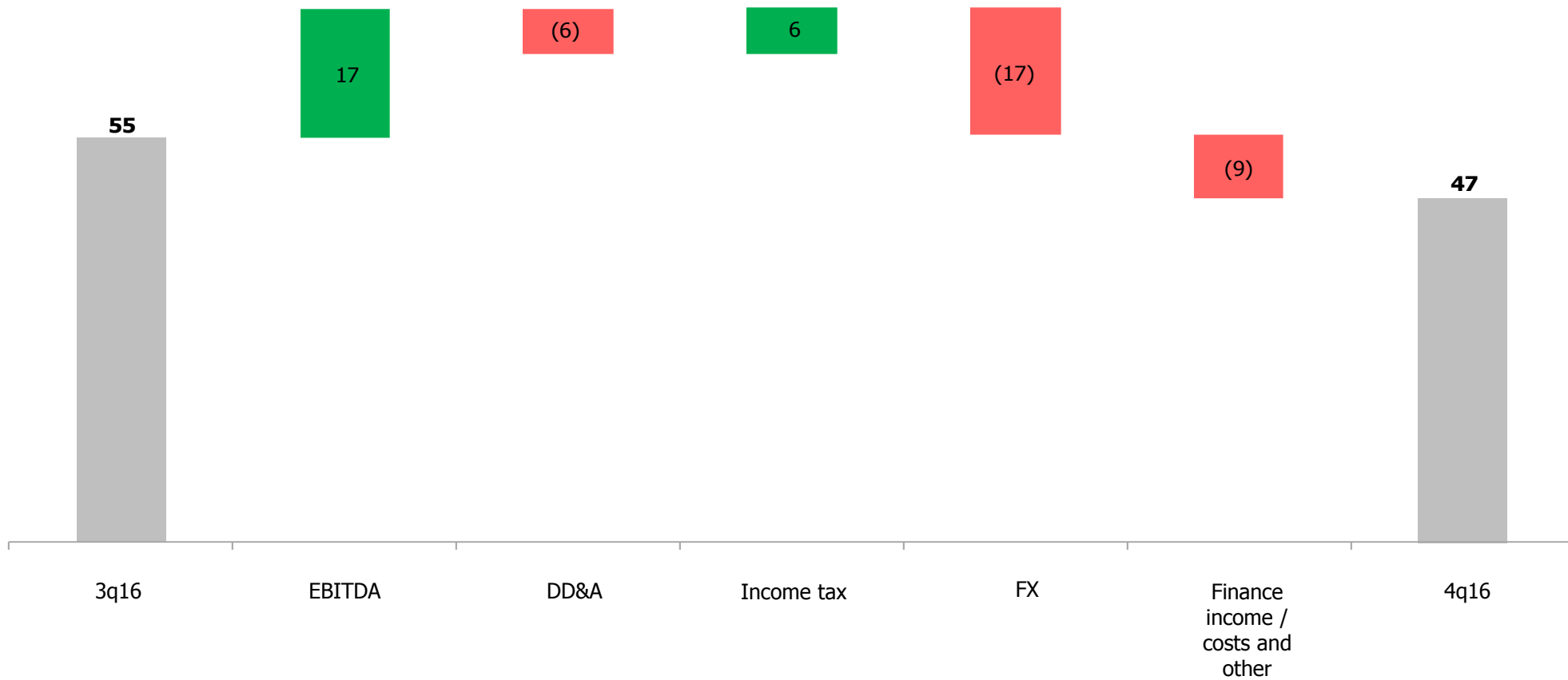
Profit Reconciliation 2016 vs. 2015

RUB bln



Profit Reconciliation 4q16 vs. 3q16

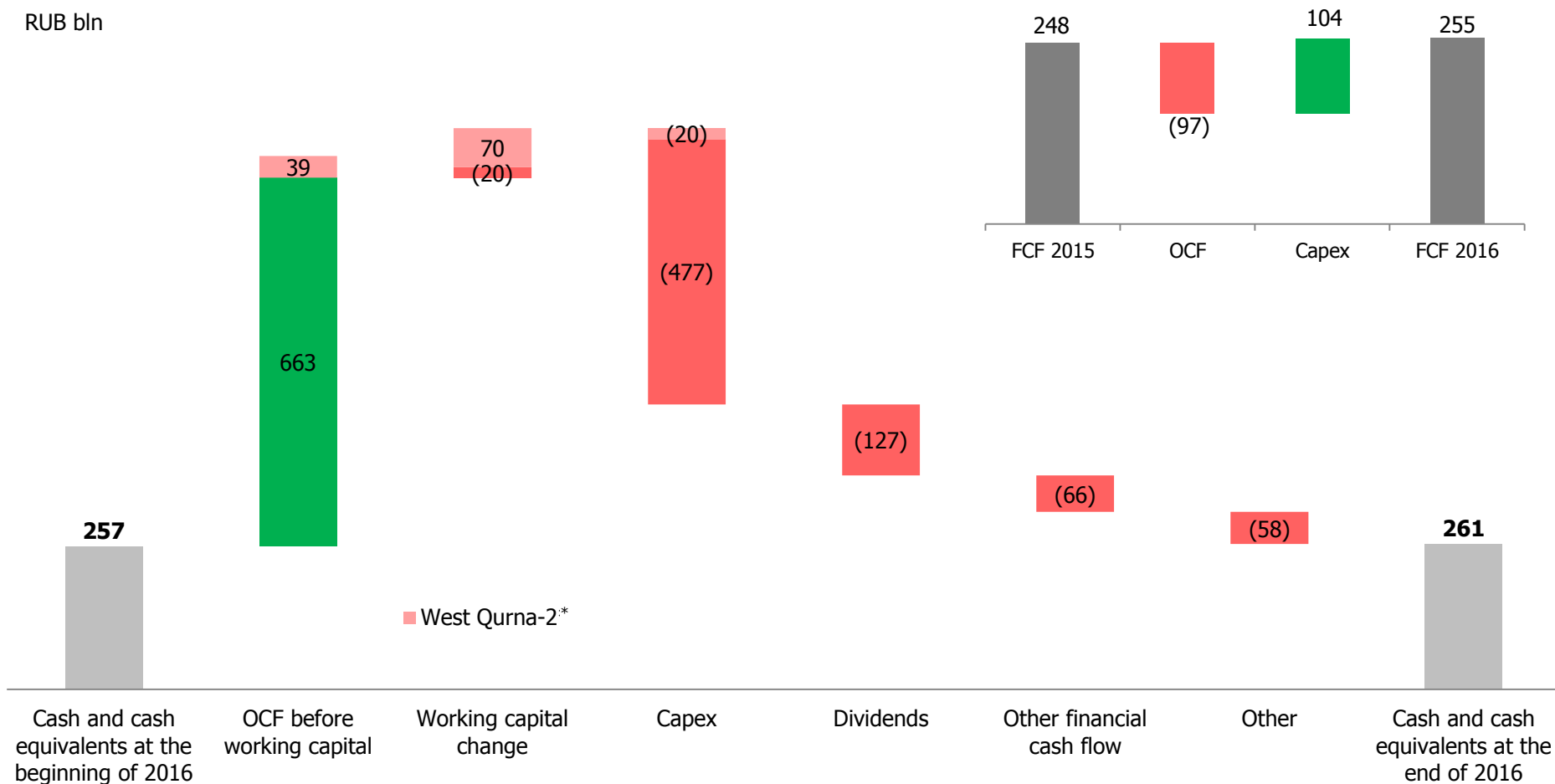
RUB bln



Cash Flows



RUB bln



■ West Qurna-2*

* Cost of shipped oil less operating expenses and capital expenditures

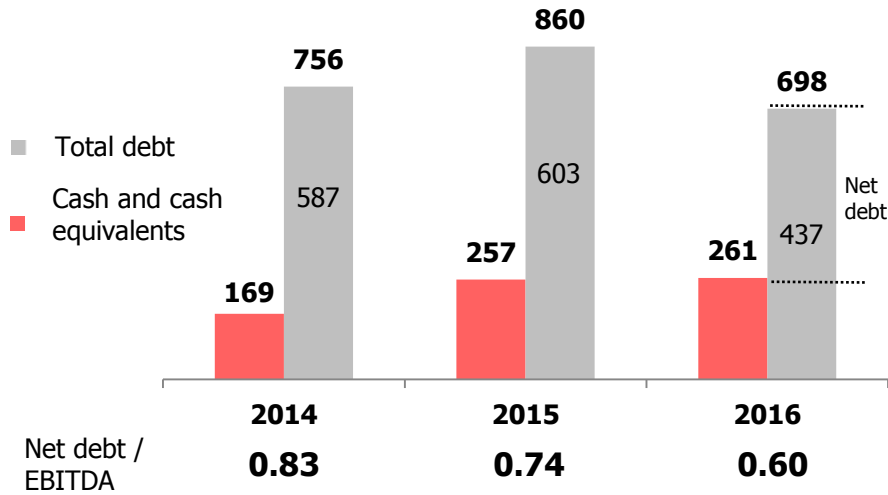
Capital Expenditures

2016	2015	%	RUB bln	4q16	3q16	%
511,525	607,205	(15.8)	Capital expenditures, total	149,463	120,615	23.9
442,953	488,094	(9.2)	Exploration and production	130,022	104,787	24.1
291,543	292,217	(0.2)	Russia	81,274	68,988	17.8
151,410	195,877	(22.7)	International	48,748	35,799	36.2
65,817	109,196	(39.7)	Refining, marketing and distribution	18,482	15,161	21.9
48,662	83,911	(42.0)	Russia	13,404	10,619	26.2
17,155	25,285	(32.2)	International	5,078	4,542	11.8
2,755	9,915	(72.2)	Corporate and other	959	667	43.8
1,999	5,160	(61.3)	Russia	773	534	44.8
756	4,755	(84.1)	International	186	133	39.8

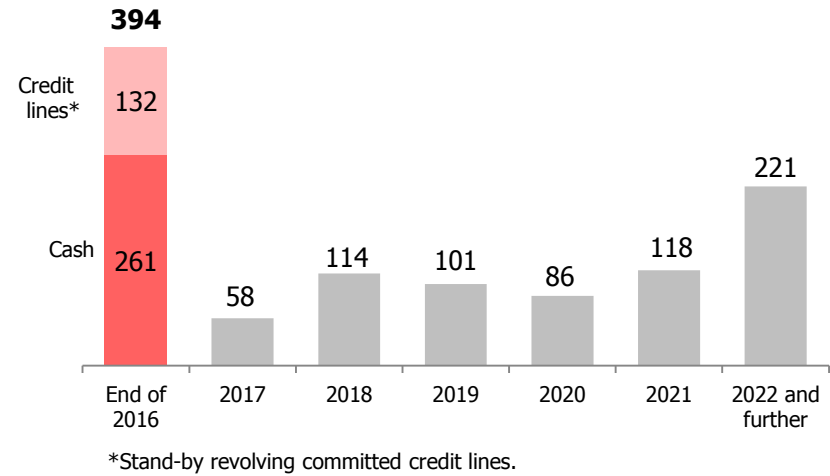
Financial Position



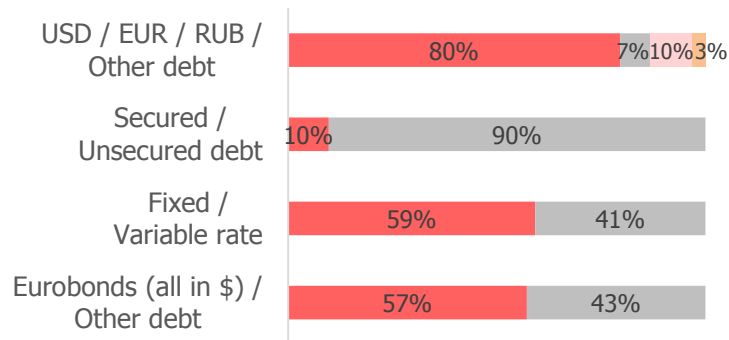
Net debt dynamics, RUB bln



Debt maturity profile, RUB bln



Debt structure at the end of 2016



Credit ratings

S&P	BBB-
Fitch	BBB-
Moody's	Ba1

UPSTREAM

- **Growth in hydrocarbon production by ~3-4% driven by gas ramp-up**
- **Increase in the share of high-margin barrels:**
Filanovsky, Pyakyahinskoe, Yaregskoe, gas production in Uzbekistan and others
- **Growth of drilling volumes in West Siberia to decelerate decline rates:**
10-15% growth y-o-y
- **Development of new opportunities:**
Potential FIDs on new projects in the Caspian Sea and Baltic Sea, new exploration areas

DOWNSTREAM

- **Increasing refinery throughput in Russia by ~4-5%**
- **Further improvement in refinery product slate:**
Increase in light product yield in Russia to ~70%, further optimization of product flows between the refineries
- **Development of new opportunities**
Potential FID on delayed cocker at Nizhniy Novgorod refinery
- **Growth in priority marketing channels**

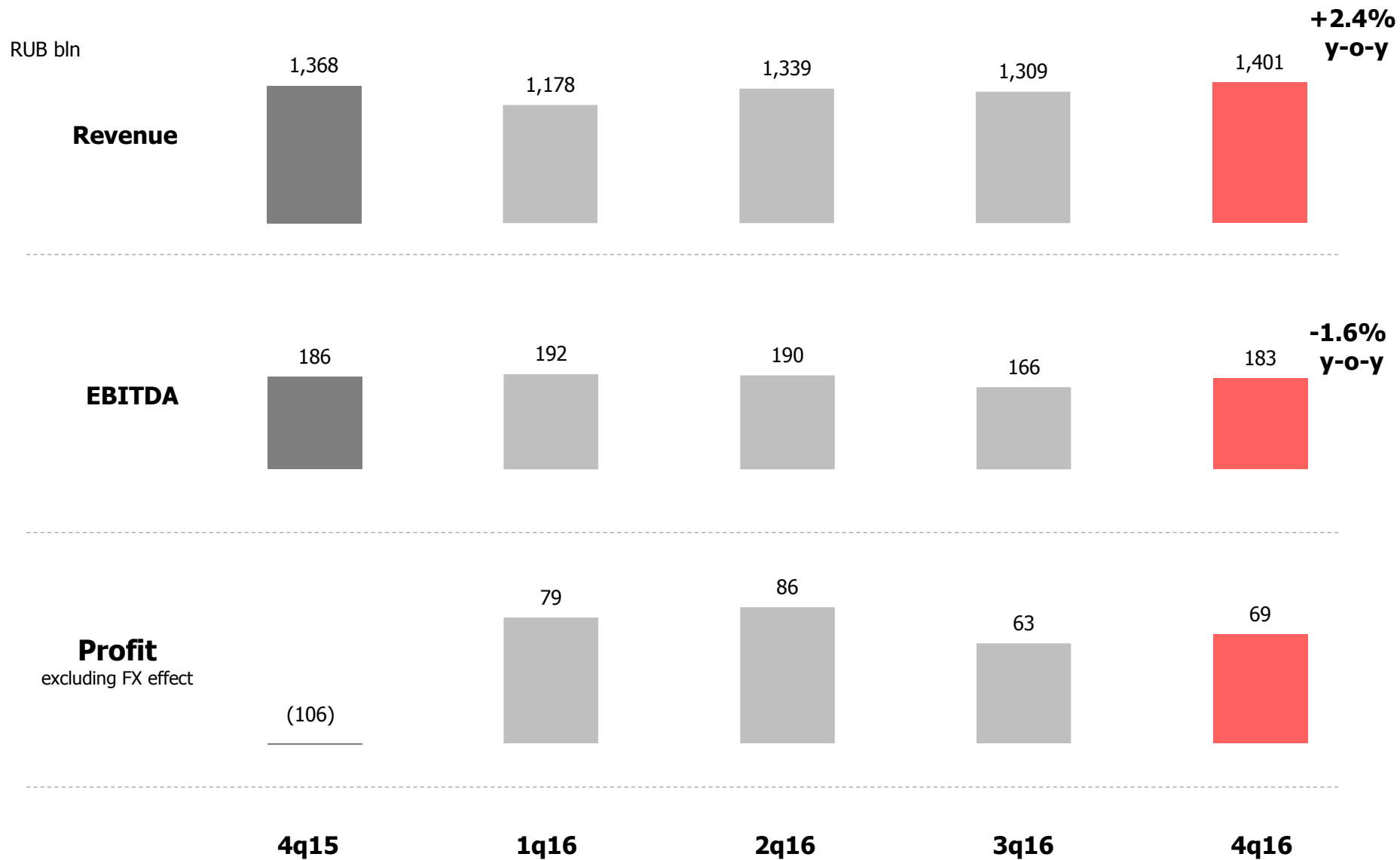
CAPEX

- **~550-600 bln RUB depending on the RR/\$ exchange rate**
Upstream - 85%; Downstream - 15%
Russia - 70%; International - 30%

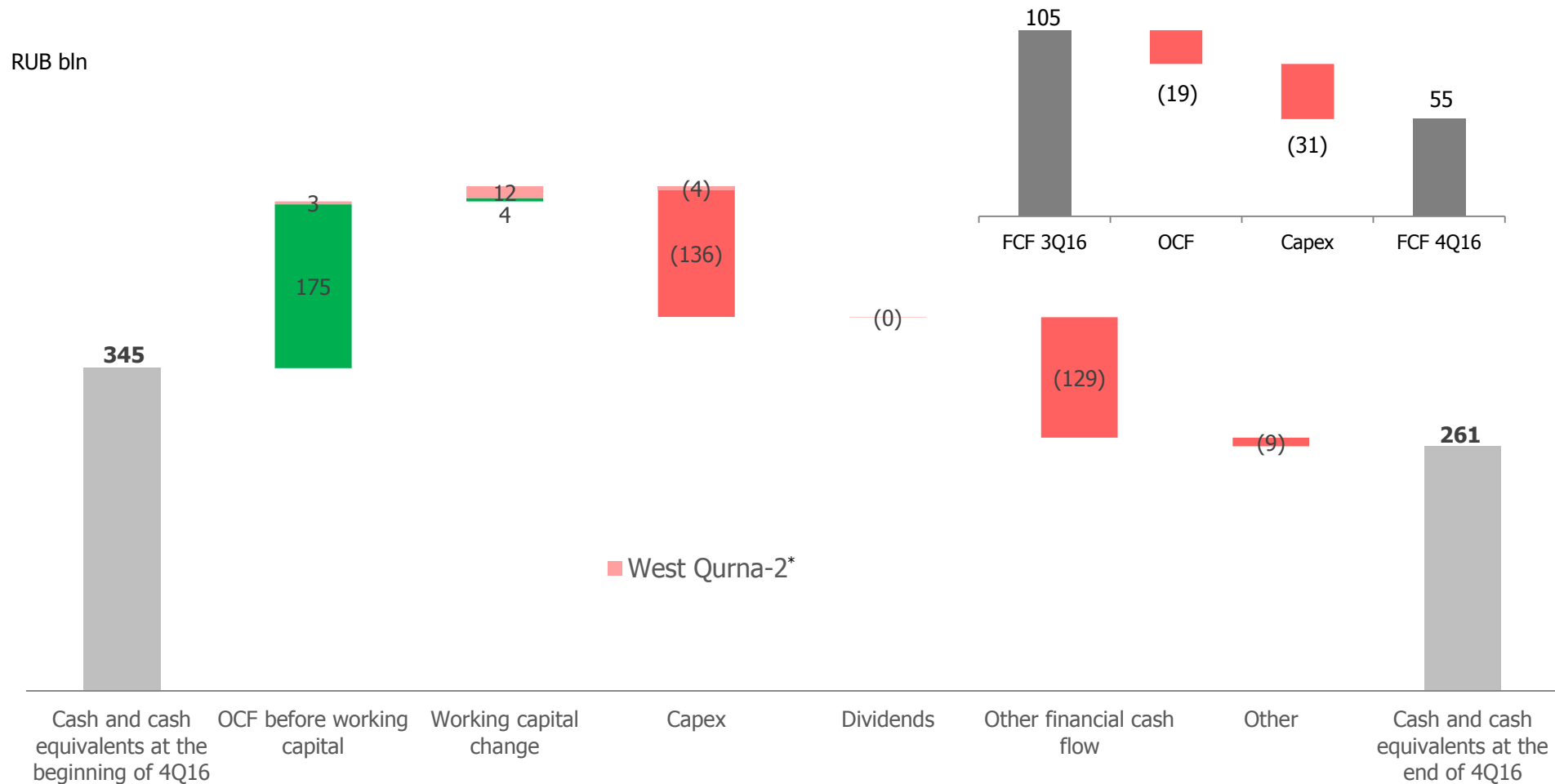
Q&A

APPENDIX

Financial Results



Cash Flow Reconciliation



* Cost of shipped oil less operating expenses and capital expenditures

Consolidated Statement of Profit or Loss

(in USD mln, at the average exchange rate for the period)



2016	2015		4q16	3q16
		Revenue		
78,016	94,247	Sales (including excise and export tariffs)	22,213	20,271
		Costs and other deductions		
(6,812)	(7,323)	Operating expenses	(1,861)	(1,736)
(38,952)	(47,404)	Cost of purchased crude oil, gas and products	(11,731)	(10,137)
(4,463)	(4,885)	Transportation expenses	(1,007)	(1,102)
(2,928)	(2,765)	Selling, general and administrative expenses	(799)	(815)
(4,651)	(5,754)	Depreciation, depletion and amortization	(1,282)	(1,158)
(6,617)	(8,568)	Taxes other than income taxes	(1,884)	(1,892)
(7,214)	(9,435)	Excise and export tariffs	(1,984)	(2,004)
(124)	(478)	Exploration expenses	(42)	(17)
6,256	7,635	Profit from operating activities	1,624	1,410
220	291	Finance income	58	58
(702)	(791)	Finance costs	(216)	(185)
119	116	Equity share in income of affiliates	32	3
(1,671)	1,818	Foreign exchange loss	(435)	(158)
(154)	(2,691)	Other expenses	(90)	44
4,067	6,379	Profit before income taxes	973	1,173
(868)	(1,645)	Current income taxes	(176)	(300)
(100)	65	Deferred income taxes	(53)	(20)
(968)	(1,580)	Total income tax expense	(229)	(320)
3,099	4,799	Profit for the period	743	853
(13)	(26)	Profit for the period attributable to non-controlling interests	(4)	(5)
3,086	4,773	Profit for the period attributable to PJSC LUKOIL shareholders	739	848



Always moving forward