



**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND  
RESULTS OF OPERATIONS FOR THE THREE MONTHS ENDED  
DECEMBER 31, 2021 AND SEPTEMBER 30, 2021 AND FOR TWELVE MONTHS  
ENDED DECEMBER 31, 2021 AND 2020**

*The following discussion of Rosneft's financial condition and results of operations is based on, and should be read in conjunction with, the Company's financial statements and the notes thereto for the periods ended December 31, 2021 and 2020, and September 30, 2021 (the "**Consolidated Financial Statements**"). In the disclosure of indicators such terms as "**Rosneft**", "**the Company**" and "**the Group**" in their different forms in this report mean PJSC Rosneft Oil Company, its subsidiaries and its equity share in associates and joint ventures, unless otherwise specified.*

*Except as otherwise indicated, oil and gas reserves are presented pro-rata for associates and joint ventures and 100% for fully consolidated subsidiaries.*

*Except as otherwise specified, all amounts are provided in billions of RUB. All figures are rounded, however, figures per unit of production are provided based on the actual data.*

*To convert tonnes of liquid hydrocarbons (except gas condensate and propane-butane fraction (PBF) of JSC "Rospan International") to barrels a 7.404 ratio is used. To convert Rospan gas condensate to barrels a 8.3 ratio is used, for PBF – 10.385. To convert a thousand of cubic meters of gas to barrels of oil equivalent a 6.09 ratio is used.*

*This report contains forward-looking statements that involve risks and uncertainties. Rosneft's actual results may materially differ from those discussed in such forward-looking statements as a result of various factors.*

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## Management's discussion and analysis of financial condition and results of operations of Rosneft for the fourth quarter of 2021 and for the twelve months of 2021 and 2020

### Overview

Rosneft is a vertically integrated oil and gas company engaged in exploration and production of hydrocarbons, oil refining and product marketing mainly in the Russian Federation.

At the end of 2021, the Board of Directors approved the strategy "Rosneft-2030: Reliable Energy and Global Energy Transition". The key priorities of the new strategy are reducing the carbon footprint, operational leadership and increasing efficiency. The implementation of the Company's strategy will contribute to achieving the goals of the "Strategy for Socio-Economic Development of the Russian Federation with low Greenhouse Gas Emissions until 2050", the Paris Climate Agreement, as well as the 17 UN Sustainable Development Goals.

According to oil, condensate, NGL and marketable gas reserves information prepared by DeGolyer and MacNaughton, independent reservoir engineers, proved hydrocarbon reserves reached 38.3 billion boe per SEC classification and 42.2 billion boe per PRMS classification as of December 31, 2021.

### Financial and operating highlights

	For 3 months ended		% change	For 12 months ended December 31,		% change
	December 31, 2021	September 30, 2021		2021	2020	
<b>Financial results, RUB billion</b>						
Revenues and equity share in profits of associates and joint ventures	2,537	2,320	9.4%	8,761	5,757	52.2%
EBITDA	676	638	6.0%	2,330	1,209	92.7%
Net income attributable to Rosneft shareholders	187	314	(40.4)%	883	132 <sup>1</sup>	>100%
Capital expenditures	360	227	58.6%	1,049	785	33.6%
Free cash flow <sup>2</sup>	164	375	(56.3)%	1,044	425	>100%
<b>Operational results</b>						
Hydrocarbon production (th. boe per day)	5,110	5,088	0.4%	4,985	5,186	(3.9)%
Liquids production (th. barrels per day)	3,989	3,979	0.3%	3,905	4,141	(5.7)%
Liquid hydrocarbons production (mln tonnes)	49.5	49.3	0.4%	192.1	204.5	(6.1)%
Gas production (th. boe per day) <sup>3</sup>	1,121	1,109	1.0%	1,080	1,045	3.3%
Gas production (bcm)	16.94	16.76	1.1%	64.75	62.83	3.1%
Crude oil processing at refineries in Russia (th. tonnes per day)	255	262	(2.7)%	261	254	2.8%
Production of petroleum products and petrochemical products in Russia (mln tonnes)	22.62	23.29	(2.9)%	91.85	90.01	2.0%
Production of petroleum products and petrochemical products outside Russia (mln tonnes)	3.01	3.04	(1.0)%	11.46	11.40	0.5%

<sup>1</sup>Net income is restated to reflect the effects of finalized purchase price allocation of 2020 acquisitions.

<sup>2</sup>Free cash flow estimation includes interest expenses on the prepayment on long-term oil and petroleum products supply agreements. Interest expenses on the prepayment on long-term oil and petroleum products supply agreements are composed of interests accrued for the reporting period and offset against crude oil supply under the contracts in the amount of RUB 9 billion and interests paid of RUB 1 billion in the fourth quarter of 2021; offsetting of RUB 10 billion and interests paid of RUB 1 billion in the third quarter of 2021; offsetting of RUB 41 billion and interests paid of RUB 4 billion in the twelve months of 2021 and offsetting of RUB 28 billion and interests paid of RUB 14 billion in the twelve months of 2020.

<sup>3</sup>Calculated based on unrounded data.

### For reference only: Financial highlights in USD terms

	For 3 months ended		% change	For 12 months ended December 31,		% change
	December 31, 2021	September 30, 2021		2021	2020	
<b>Financial results, USD billion<sup>1</sup></b>						
Revenues and equity share in profits of associates and joint ventures	35.2	32.2	9.3%	121.1	83.1	45.7%
EBITDA	9.3	8.7	6.9%	31.7	17.2	84.3%
Net income attributable to Rosneft shareholders	2.5	4.3	(41.9)%	11.9	2.0	>100%
Capital expenditures	4.9	3.2	53.1%	14.2	10.8	31.5%
Free cash flow	2.3	5.1	(54.9)%	14.3	6.2	>100%

<sup>1</sup>Calculated using average monthly USD exchange rates based on the Bank of Russia data for the reporting periods (Attachment 4).

## **Events in the reporting period**

### *Rosneft completed dividend payments for the first half of 2021*

On November 10, 2021, Rosneft completed dividend payments for the first half of 2021 approved at the Extraordinary General Shareholder Meeting (EGM) of the Company on September 30, 2021. Total dividend payment amounted to RUB 191,042.72 million.

### *Rosneft acquires 37.5% share in German PCK refinery*

December 2021 Rosneft signed Share purchase agreement of 37.5% share of the PCK (Schwedt) refinery from Shell. The transaction is subject to government and regulatory approvals.

## Macroeconomic factors affecting results of operations

Main factors affecting Rosneft's results of operations are:

- Changes in crude oil and petroleum products prices;
- USD/RUB and EUR/RUB exchange rates and inflation;
- Compliance with new restrictions of crude oil production reached by the OPEC+ Agreement;
- Changes in taxation, mainly: mineral extraction tax, excess profit tax, excise tax, including reverse excise tax, and export customs duty;
- Changes in tariffs of natural monopolies (for pipeline and railway transport);
- Changes in electricity prices.

## Changes in Crude Oil, Petroleum Product and Gas Prices

The table below sets forth the average crude oil and petroleum products prices worldwide and in Russia in USD and RUB<sup>1</sup>.

	For 3 months ended		% change	For 12 months ended December 31,		% change
	December 31, 2021	September 30, 2021		2021	2020	
	(USD per barrel)	(USD per barrel)		(USD per barrel)	(USD per barrel)	
<b>World market</b>						
Brent	79.7	73.5	8.5%	70.8	41.7	69.9%
Urals (average Med and NWE)	77.7	70.5	10.2%	68.6	41.7	64.4%
Urals (FOB Primorsk)	76.9	70.4	9.3%	68.0	40.0	70.1%
Urals (FOB Novorossiysk)	76.8	70.3	9.3%	68.1	40.2	69.3%
Dubai	78.3	71.7	9.3%	69.3	42.2	64.1%
	(USD per tonne)	(USD per tonne)		(USD per tonne)	(USD per tonne)	
Naphtha (av. FOB/CIF Med)	714	654	9.1%	620	337	83.9%
Naphtha (av. FOB Rotterdam/CIF NWE)	729	664	9.8%	632	353	79.3%
Naphtha (CFR Japan)	745	676	10.2%	646	380	70.2%
Fuel oil (av. FOB/CIF Med)	429	400	7.4%	385	220	75.3%
Fuel oil (av. FOB Rotterdam/CIF NWE)	425	395	7.6%	383	219	74.8%
High sulphur fuel oil 180 cst (FOB Singapore)	454	433	4.8%	409	249	64.3%
Gasoil (av. FOB/CIF Med)	674	596	13.1%	576	358	60.7%
Gasoil (av. FOB Rotterdam/CIF NWE)	675	595	13.5%	577	361	59.7%
Gasoil (FOB Singapore)	662	569	16.4%	561	354	58.3%
	(th. RUB per barrel)	(th. RUB per barrel)		(th. RUB per barrel)	(th. RUB per barrel)	
Brent	5.79	5.40	7.2%	5.21	3.01	73.4%
Urals (average Med and NWE)	5.64	5.18	8.9%	5.05	3.01	67.9%
Urals (FOB Primorsk)	5.59	5.17	8.0%	5.01	2.88	73.7%
Urals (FOB Novorossiysk)	5.58	5.16	8.0%	5.01	2.90	72.9%
Dubai	5.69	5.26	8.0%	5.10	3.04	67.6%
	(th. RUB per tonne)	(th. RUB per tonne)		(th. RUB per tonne)	(th. RUB per tonne)	
Naphtha (av. FOB/CIF Med)	51.8	48.1	7.8%	45.7	24.3	87.8%
Naphtha (av. FOB Rotterdam/CIF NWE)	53.0	48.8	8.5%	46.6	25.4	83.1%
Naphtha (CFR Japan)	54.1	49.6	8.9%	47.6	27.4	73.8%
Fuel oil (av. FOB/CIF Med)	31.2	29.4	6.1%	28.4	15.9	78.9%
Fuel oil (av. FOB Rotterdam/CIF NWE)	30.9	29.0	6.3%	28.2	15.8	78.5%
High sulphur fuel oil 180 cst (FOB Singapore)	33.0	31.8	3.5%	30.1	18.0	67.7%
Gasoil (av. FOB/CIF Med)	48.9	43.8	11.7%	42.4	25.8	64.1%
Gasoil (av. FOB Rotterdam/CIF NWE)	49.0	43.7	12.1%	42.5	26.1	63.0%
Gasoil (FOB Singapore)	48.1	41.8	15.0%	41.3	25.6	61.6%
<b>Russian market (net of VAT, including excise tax)</b>						
	(th. RUB per tonne)	(th. RUB per tonne)		(th. RUB per tonne)	(th. RUB per tonne)	
Crude oil	32.4	29.8	8.8%	29.0	14.9	95.0%
Fuel oil	23.2	21.0	10.5%	20.3	9.0	>100%
Summer diesel	44.0	43.9	0.2%	42.8	38.1	12.2%
Winter diesel	52.6	46.0	14.5%	45.8	40.0	14.4%
Jet fuel	49.5	42.7	16.1%	40.9	30.0	36.3%
High octane gasoline	45.2	49.2	(8.3)%	46.4	40.5	14.6%

Sources: average prices and changes are calculated based on the unrounded data of analytical agencies.

<sup>1</sup>The difference between price movements denominated in USD and those denominated in RUB is due to nominal RUB appreciation against USD of 1.2% in the fourth quarter of 2021 compared to the third quarter of 2021.

The Russian Government regulates the price of the gas sold in Russia by Gazprom and its affiliates, which is considered as the benchmark for the domestic gas market. The indexation of gas price of 3% intended for subsequent implementation to all consumer groups is effected from July 1, 2021. Prices for gas supplies from the Company's production projects outside Russia are also stable, as they are mainly determined by contractual terms that do not depend on short-term fluctuations in spot gas prices.

## USD/RUB and EUR/RUB Exchange Rates and Inflation

The USD/RUB and EUR/RUB exchange rates and inflation in Russia affect Rosneft's results as most of the Company's revenues from sales of crude oil and petroleum products are denominated in USD and EUR, while most of the Company's expenses are denominated in RUB.

The table below provides information on the exchange rates movements and inflation during the periods analysed:

	For 3 months ended		For 12 months ended December 31,	
	December 31, 2021	September 30, 2021	2021	2020
Producer price index (PPI) y-o-y	28.3%	28.2%	24.5%	(2.9)%
Average USD/RUB exchange rate for the period <sup>1</sup>	72.61	73.47	73.65	72.15
USD/RUB exchange rate at the end of the period	74.29	72.76	74.29	73.88
Average EUR/RUB exchange rate for the period	83.07	86.66	87.19	82.45
EUR/RUB exchange rate at the end of the period	84.07	84.88	84.07	90.68

Source: the Central Bank of the Russian Federation.

<sup>1</sup>See Average monthly USD/RUB exchange rates in the Attachment 4.

## Mineral Extraction Tax, Export Duties and Excise Taxes

The table below provides information on actual tax rates of mineral extraction tax and export customs duty of crude oil and petroleum products:

	For 3 months ended		% change <sup>1</sup>	For 12 months ended December 31,		% change <sup>1</sup>
	December 31, 2021	September 30, 2021		2021	2020	
<b>Mineral extraction tax</b>						
Crude oil (RUB per tonne)	22,364	20,279	10.3%	19,273	8,721	>100%
<b>Export customs duty for crude oil</b>						
Crude oil (USD per tonne)	70.5	64.6	9.1%	59.1	45.9	28.9%
Crude oil (RUB per tonne)	5,124	4,749	7.9%	4,352	3,271	33.1%
Crude oil (RUB per barrel)	692	641	7.9%	588	442	33.1%
<b>Export customs duty for petroleum products</b>						
Gasoline (RUB per tonne)	1,533	1,420	8.0%	1,302	978	33.1%
Naphtha (RUB per tonne)	2,815	2,608	7.9%	2,388	1,795	33.0%
Light and middle distillates (RUB per tonne)	1,533	1,420	8.0%	1,302	978	33.1%
Liquid fuels (fuel oil) (RUB per tonne)	5,124	4,749	7.9%	4,352	3,271	33.1%

<sup>1</sup>Calculated based on unrounded data.

The excise tax rates on the petroleum products are as follows:

Excise duties (RUB per tonne)	Since January 1 through December 31, 2020	Since January 1 through December 31, 2021	Since January 1 through December 31, 2022
<b>High octane gasoline</b>			
High octane gasoline non-compliant with euro-5	13,100	13,624	14 169
High octane gasoline euro-5	12,752	13,262	13 793
<b>Naphtha</b>	14,720	15,532	16 345
<b>Diesel</b>	8,835	9,188	9 556
<b>Jet fuel</b>	2,800	2,800	2 800
<b>Lubricants</b>	5,616	5,841	6 075
<b>Benzol, paraxylene, ortoxylene</b>	3,058	3,187	3 316
<b>Middle distillates</b>	9,535 <sup>1</sup>	determined by the formula <sup>2</sup>	determined by the formula <sup>2</sup>

<sup>1</sup>For the period from 01.01.2020 to 31.03.2020, from 01.04.2020 to 31.12.2020, the excise tax rate for middle distillates was: 9,585 RUB/t – (Cdtexp – 48,300) x 0.65, if Cdtexp ≤ 48,300 RUB/t, and 9,585 RUB/t, if Cdtexp > 48,300 RUB/t (Cdtexp – the average price of an export alternative for class 5 diesel fuel, determined for the tax period in accordance with clause 27 of article 200 of the Tax Code of Russia).

<sup>2</sup>In accordance with the formula established by the Tax Code of the Russian Federation, the excise tax rate on middle distillates is equal to the excise tax rate on diesel fuel, increased by RUB 750; the rate may additionally increase by the size of the "negative damper" on diesel fuel.

The Company's tax burden on revenues was 53.6% in 2021, most part relates to mineral extraction tax, excess profit tax and the export customs duty accounted (for approximately 88.3%). The share of fiscal withdrawals in the Company's financial result (operating income before fiscal payments) amounted to 76.4% in 2021.

## Changes in Transport Tariffs of Pipeline and Railway Monopolies

Rosneft transports most of its crude oil and petroleum products via pipeline network owned and operated by PJSC "Transneft" ("Transneft"), which is a natural state-owned pipeline monopoly. Rosneft also transports crude oil and petroleum products via railway network mainly owned and operated by JSC Russian Railways ("RZD"), another natural state-owned monopoly.

Since January 1, 2021 Transneft tariffs for oil pipeline transportation increased by 3.6% and railroad transportation tariffs increased by 3.7%.

In 2021 indexation of gas transportation tariffs was not carried out.

**Consolidated statement of profit or loss for the three months ended December 31, 2021 and September 30, 2021 and for the twelve months ended December 31, 2021 and 2020, respectively.**

	in RUB billions					
	For 3 months ended		% change	For 12 months ended December 31,		% change
	December 31, 2021	September 30, 2021		2021	2020	
<b>Revenues and equity share in profits of associates and joint ventures</b>						
Oil, gas, petroleum products and petrochemicals sales	2,474	2,270	9.0%	8,561	5,628	52.1%
Support services and other revenues	31	29	6.9%	112	77	45.5%
Equity share in profits of associates and joint ventures	32	21	52.4%	88	52	69.2%
<b>Total revenues and equity share in profits of associates and joint ventures</b>	<b>2,537</b>	<b>2,320</b>	<b>9.4%</b>	<b>8,761</b>	<b>5,757</b>	<b>52.2%</b>
<b>Costs and expenses</b>						
Production and operating expenses	196	176	11.4%	654	767	(14.7)%
Cost of purchased oil, gas, petroleum products, goods for retail and refining costs	504	407	23.8%	1,572	691	>100%
General and administrative expenses	33	33	—	149	127	17.3%
Transportation costs and other commercial expenses	164	161	1.9%	640	661	(3.2)%
Exploration expenses	3	1	>100%	8	15	(46.7)%
Depreciation, depletion and amortization	179	171	4.7%	668	663	0.8%
Taxes other than income tax	849	821	3.4%	3,103	2,121	46.3%
Export customs duty	140	125	12.0%	463	334	38.6%
<b>Total costs and expenses</b>	<b>2,068</b>	<b>1,895</b>	<b>9.1%</b>	<b>7,257</b>	<b>5,379</b>	<b>34.9%</b>
<b>Operating income/(loss)</b>	<b>469</b>	<b>425</b>	<b>10.4%</b>	<b>1,504</b>	<b>378</b>	<b>&gt;100%</b>
Finance income	34	39	(12.8)%	129	95	35.8%
Finance expenses	(63)	(56)	12.5%	(229)	(220)	4.1%
Other income	6	16	(62.5)%	34	518 <sup>1</sup>	(93.4)%
Other expenses	(116)	(20)	>100%	(188)	(463)	(59.4)%
Foreign exchange differences	(26)	10	—	2	(163)	—
Realized foreign exchange differences on hedge instruments	—	—	—	—	2	—
<b>Income before income tax</b>	<b>304</b>	<b>414</b>	<b>(26.6)%</b>	<b>1,252</b>	<b>147<sup>1</sup></b>	<b>&gt;100%</b>
Income tax (expense)/benefit	(68)	(69)	(1.4)%	(240)	19	—
<b>Net income</b>	<b>236</b>	<b>345</b>	<b>(31.6)%</b>	<b>1,012</b>	<b>166<sup>1</sup></b>	<b>&gt;100%</b>
<b>Net income attributable to</b>						
- Rosneft shareholders	187	314	(40.4)%	883	132 <sup>1</sup>	>100%
- non-controlling interests	49	31	58.1%	129	34	>100%

<sup>1</sup> Certain amounts have been restated to reflect the effects of finalized purchase price allocation of 2020 acquisitions.

## **Business Segments and Intersegment Sales**

Most of all Rosneft's operations and assets are located in the Russian Federation. As geographical regions of the Russian Federation have similar economic and legal characteristics, Rosneft does not present geographical segments separately. Rosneft also carries out projects outside Russia, including exploration and production projects in Iraqi Kurdistan, Egypt, refinery project in Germany, and stake in refinery in India.

### **Operating Segments**

As at the reporting date, the activities of Rosneft are divided into two main operating segments based on the nature of their operations:

- *Exploration and production (Upstream)*. Geological exploration and development of fields and crude oil and gas production both onshore and offshore in Russia and abroad, and internal oilfield service entities;
- *Refining and distribution (Downstream)*. Refining of crude oil, as well as the purchase, transportation, sale of crude oil and petroleum products and petrochemicals to the third parties in Russia and abroad;
- Other activities form the “*Corporate*” segment and include banking, financial services and other corporate services.

### **Intersegment Sales**

Intercompany sales present operational activity of segments as if the segments operate separately from each other within the vertically integrated company using transfer prices for settlements between segments.

For the estimation of upstream revenues within vertically integrated company the sale price of Upstream (and the purchase price of Downstream) is recalculated using the export market price minus transportation cost, minus export duty, dispatches and other expenses relating to current sales. The price is established at oil gathering facility (point of sales) or connection point to Gasprom transportation system where Upstream dispatches the oil and gas to Downstream. All intercompany operations, including transactions from internal oilfield service entities and corporate service entities, are eliminated at the consolidated level.

## Upstream Operating Results

The segment includes oil and gas production activities, oil services and geological exploration activities on the territory of the Russian Federation and abroad. The segment includes revenues generated by the transfer of oil, gas and NGL to the Downstream segment for subsequent processing and sales to third parties and all operating costs associated with production and exploration, and also revenues and costs of oil service entities. The results are set in the table below<sup>1</sup>:

	For 3 months ended		% change	For 12 months ended December 31,		% change
	December 31, 2021	September 30, 2021		2021	2020	
<b>Operational results</b>						
Hydrocarbon production (th. boe per day)	5,110	5,088	0.4%	4,985	5,186	(3.9)%
Liquids production (th. barrels per day)	3,989	3,979	0.3%	3,905	4,141	(5.7)%
Gas production (th. boe per day)	1,121	1,109	1.0%	1,080	1,045	3.3%
Hydrocarbon production (mln boe) <sup>2</sup>	438.8	439.0	—	1,705.5	1,786.3	(4.5)%
Hydrocarbon production (mln toe)	63.4	63.0	0.6%	245.3	256.2	(4.3)%
<b>Financial results, RUB billions</b>						
EBITDA	613	571	7.4%	2,178	1,204	80.9%
Capital expenditures <sup>3</sup>	323	205	57.6%	956	706	35.4%
Upstream operating expenses	88.6	85.7	3.4%	334.6	356.7	(6.2)%
<b>Indicators per boe</b>						
EBITDA, RUB/boe <sup>1,2</sup>	1,354	1,269	6.7%	1,245	661	88.4%
Capital expenditures, RUB/boe	736	467	57.6%	561	395	42.0%
Upstream operating expenses, RUB/boe	202	195	3.6%	196	200	(2.0)%
Upstream operating expenses, USD/boe <sup>4</sup>	2.8	2.7	3.7%	2.7	2.8	(3.6)%

<sup>1</sup>Change of % is calculated from unrounded base.

<sup>2</sup>Excluding effect of associates and joint ventures.

<sup>3</sup>Ref. to "Capital expenditures".

<sup>4</sup>Calculated using average monthly exchange rates of Bank of Russia for the reporting periods (Attachment 4).

## Upstream EBITDA

	For 3 months ended		% change	For 12 months ended December 31,		% change
	December 31, 2021	September 30, 2021		2021	2020	
<b>Revenues and equity share in profits of associates and joint ventures</b>						
1,609	1,459	10.3%		5,551	3,057	81.6%
<i>Including equity share in profits of associates and joint ventures</i>						
19	14	35.7%		55	23	>100%
<b>Expenses net of depreciation</b>						
1,024	929	10.2%		3,530	2,019	74.8%
<i>including</i>						
Upstream operating expenses <sup>1</sup>	89	86	3.4%	335	357	(6.2)%
Expenses associated with COVID-19	1	—	—	4	9	(55.6)%
General and administrative expenses	13	11	18.2%	52	59	(11.9)%
Hydrocarbon procurement costs	8	4	100%	25	13	92.3%
Pipeline tariffs and transportation costs and other costs <sup>2</sup>	27	26	3.8%	98	87	12.6%
Exploration expenses	6	2	>100%	16	22	(27.3)%
Taxes other than income tax	877	803	9.2%	3,008	1,472	>100%
Effect of increase in stock of crude oil	3	(3)	>100%	(8)	—	—
<i>Effect of prepayments offsetting</i>	27	41	(34.1)%	153	157	(2.5)%
<b>EBITDA</b>	<b>612</b>	<b>571</b>	<b>7.2%</b>	<b>2,174</b>	<b>1,195</b>	<b>81.9%</b>
Expenses associated with COVID-19	1	—	100%	4	9	(55.6)%
<b>Adjusted EBITDA</b>	<b>613</b>	<b>571</b>	<b>7.4%</b>	<b>2,178</b>	<b>1,204</b>	<b>80.9%</b>

<sup>1</sup>Percentage is calculated based on the unrounded data.

<sup>2</sup>Other costs include revision of ecological reserves of RUB 1.2 billion in the fourth quarter of 2021 and RUB 0.2 billion in the third quarter of 2021; RUB 2.1 billion in the twelve months of 2021 and 2020, respectively.

## Operating indicators

### Production of liquid hydrocarbons

Rosneft has main fully consolidated production and development enterprises, which produce liquid hydrocarbons in Western Siberia, Eastern Siberia, Timan-Pechora, Ural-Volga, Southern part of European Russia and the Russian Far East. The Company also has a 20% stake in the Sakhalin-1 project accounted for using proportionate consolidation method. In addition, Rosneft participates in major production joint ventures accounted for using the equity method: Slavneft – 49.96%, Udmurtneft – 49.57% and Messoyakhaneftegaz – 50.0%. The Company also participates in international projects in Egypt, Iraqi Kurdistan.

The following table sets forth Rosneft's liquid hydrocarbons production:

	For 3 months ended		% change	For 12 months ended December 31,		% change		
	December 31, 2021	September 30, 2021		2021	2020			
				(million of barrels)	(million of barrels)			
RN-Yuganskneftegaz (Western Siberia)	127.8	129.3	(1.2)%	505.5	481.3	5.0%		
Samotlorneftegaz (Western Siberia)	30.7	30.7	–	122.9	136.0	(9.6)%		
Vostok Oil project (Eastern Siberia) <sup>1</sup>	31.3	32.3	(3.1)%	116.6	114.2	2.1%		
Bashneft-Dobycha (Ural-Volga)	28.8	23.1	24.7%	88.6	82.8	7.0%		
Samaraneftegaz (Ural-Volga)	20.3	20.3	–	80.4	79.7	0.9%		
Orenburgneft (Ural-Volga)	18.7	18.8	(0.5)%	73.5	71.6	2.7%		
RN-Uvatneftegaz (Western Siberia)	16.1	16.1	0.0%	64.7	68.0	(4.9)%		
Verkhnechonskneftegaz (Eastern Siberia)	12.2	12.4	(1.6)%	49.7	57.1	(13.0)%		
Taas-Yuryakh (Far East)	9.4	9.4	–	37.7	35.7	5.6%		
RN-Nyaganneftegaz (Western Siberia)	9.3	9.1	2.2%	33.6	33.2	1.2%		
Rospan International (Western Siberia) <sup>2</sup>	6.3	8.2	(23.2)%	24.7	11.9	>100%		
RN-Purneftegaz (Western Siberia)	5.7	5.9	(3.4)%	23.2	23.5	(1.3)%		
Kondaneft (Western Siberia)	5.5	5.6	(1.8)%	22.2	19.6	13.3%		
Vostsibneftegaz (Eastern Siberia)	4.2	4.3	(2.3)%	17.8	22.4	(20.5)%		
Offshore projects (Far East) <sup>4</sup>	4.0	3.8	5.3%	16.3	18.8	(13.3)%		
Bashneft-Polyus (Timan-Pechora) <sup>5</sup>	2.4	2.0	20.0%	9.1	7.5	21.3%		
Kharampurneftegaz (Western Siberia)	1.9	1.8	5.6%	7.3	7.5	(2.7)%		
Sorovskneft (Western Siberia)	1.2	1.1	9.1%	4.4	5.6	(21.4)%		
Tomskneft (Western Siberia) <sup>3</sup>	–	2.9	–	13.4	19.5	(31.3)%		
Other <sup>6</sup>	7.3	7.2	1.4%	29.3	136.0	(78.5)%		
<b>Liquids production by fully and proportionately consolidated entities</b>	<b>343.1</b>	<b>344.3</b>	<b>(0.3)%</b>	<b>1,340.9</b>	<b>1,431.9</b>	<b>(6.4)%</b>		
Slavneft (Western and Eastern Siberia)	11.3	9.6	17.7%	36.4	35.9	1.4%		
Messoyakhaneftegaz (Western Siberia)	4.9	5.0	(2.0)%	19.8	20.5	(3.4)%		
Udmurtneft (Ural-Volga)	5.5	5.3	3.8%	20.6	19.1	7.9%		
Other	2.2	1.9	15.8%	7.5	8.1	(7.4)%		
<b>Total share in production of associates and JV</b>	<b>23.9</b>	<b>21.8</b>	<b>9.6%</b>	<b>84.3</b>	<b>83.6</b>	<b>0.8%</b>		
<b>Total liquids production</b>	<b>367.0</b>	<b>366.1</b>	<b>0.2%</b>	<b>1,425.2</b>	<b>1,515.5</b>	<b>(6.0)%</b>		
<b>Daily liquids production (th. barrels per day)</b>	<b>3,989</b>	<b>3,979</b>	<b>0.3%</b>	<b>3,905</b>	<b>4,141</b>	<b>(5.7)%</b>		

<sup>1</sup> incl. Vankor projects.

<sup>2</sup> incl. volumes aimed at obtaining technical propane-butane.

<sup>3</sup> The unit disposed in the third quarter of 2021.

<sup>4</sup> Net of royalty and government share.

<sup>5</sup> Refers to 100% consolidated share in production.

<sup>6</sup> Including production volumes of Varyeganneftegaz, RN-Severnaya Neft, RN-Sakhalinmorneftegaz and some other assets of Samaraneftegaz, Orenburgneft, Nyaganneftegaz (disposed at the end of 2020) of 107.6 million bbl in the twelve months of 2020.

In the fourth quarter of 2021 the liquid hydrocarbons production amounted to 367.0 mln barrels, an increase of 0.2% compared with the third quarter of 2021 in terms of reduction of cuts under OPEC+ Agreement. Daily liquid production increased by 0.3% to 3,989 th. bbl per day. Average daily liquids production increased by 1% quarter-on quarter, excluding the effect of the disposal of assets in the third quarter.

In twelve months of 2021 liquid production was 1,425.2 mln bbl which was driven by the disposal of a number of low-margin assets at the end of 2020. Excluding the effect of the disposal of assets, average daily liquids production increased by 1.5% y-o-y. The growth of average daily production of liquid hydrocarbons increased by 2.3% y-o-y at the operating assets at the end of the year excluding the effect of disposal of assets in 2021- 2020.

In the twelve months of 2021, development drilling footage was 10.9 mln meters and remained at the level of last year. The number of new wells commissioned exceeded 3.2 th. units (growth of 26% y-o-y). The number of the most efficient new horizontal wells has increased by 30%, or more than 2.3 th. units, and their share in the total number of wells commissioned amounted to 70%.

## Production of Gas

The table below sets forth Rosneft's used gas<sup>1</sup> production:

	For 3 months ended		% change	For 12 months ended December 31,		% change
	December 31, September 30, 2021			2021	2020	
	bcm	bcm	bcm	bcm	bcm	
Rospan International (Western Siberia)	2.82	3.46	(18.5)%	11.00	6.24	76.3%
Sibneftegaz (Western Siberia)	2.66	2.68	(0.7)%	10.55	9.79	7.8%
Vostok Oil project (Eastern Siberia) <sup>2,3</sup>	1.71	1.60	6.9%	6.07	5.65	7.4%
Samotlorneftegaz (Western Siberia)	1.58	1.50	5.3%	6.03	6.09	(1.0)%
Zohr project (Egypt) <sup>4</sup>	1.24	1.29	(3.9)%	5.08	3.89	30.6%
RN-Yuganskneftegaz (Western Siberia)	1.31	1.28	2.3%	4.96	4.84	2.5%
RN-Purneftegaz (Western Siberia)	0.98	1.00	(2.0)%	3.92	3.93	(0.3)%
Offshore projects (Far East) <sup>3,4</sup>	0.79	0.36	>100%	2.49	2.66	(6.4)%
RN-Krasnodarneftegaz (Southern Russia)	0.38	0.36	5.6%	1.49	1.58	(5.7)%
Verkhnechonskneftegaz (Eastern Siberia) <sup>3</sup>	0.32	0.28	14.3%	1.23	1.32	(6.8)%
Kharampurneftegaz (Western Siberia)	0.25	0.22	13.6%	0.95	0.95	—
RN-Nyaganneftegaz (Western Siberia)	0.20	0.21	(4.8)%	0.74	1.00	(26.0)%
Samaraneftegaz (Ural-Volga)	0.11	0.10	10.0%	0.43	0.44	(2.3)%
Orenburgneft (Ural-Volga)	0.12	0.10	20.0%	0.42	0.42	—
Bashneft-Dobycha (Ural-Volga) <sup>3</sup>	0.13	0.09	44.4%	0.39	0.40	(2.5)%
Rosneft Vietnam B.V. (Vietnam) <sup>5</sup>	0.00	0.08	(100)%	0.34	0.60	(43.3)%
RN-Uvatneftegaz (Western Siberia)	0.08	0.07	14.3%	0.29	0.29	—
Tomskneft (Western Siberia) <sup>5</sup>	—	0.15	—	0.54	0.85	(36.5)%
Other <sup>6</sup>	1.03	0.72	43.1%	2.95	7.25	(59.3)%
<b>Total gas production by fully and proportionately consolidated entities</b>	<b>15.71</b>	<b>15.55</b>	<b>1.0%</b>	<b>59.87</b>	<b>58.19</b>	<b>2.9%</b>
Messoyakhaneftegaz (Western Siberia)	0.25	0.23	8.7%	0.91	0.40	>100%
Purgaz (Western Siberia)	0.83	0.86	(3.5)%	3.48	3.83	(9.1)%
Slavneft (Western and Eastern Siberia)	0.10	0.08	25.0%	0.31	0.28	10.7%
Other	0.05	0.04	25.0%	0.18	0.13	38.5%
<b>Total share in production of associates and JV</b>	<b>1.23</b>	<b>1.21</b>	<b>1.7%</b>	<b>4.88</b>	<b>4.64</b>	<b>5.2%</b>
<b>Total gas production</b>	<b>16.94</b>	<b>16.76</b>	<b>1.1%</b>	<b>64.75</b>	<b>62.83</b>	<b>3.1%</b>
Natural gas	9.17	9.97	(8.0)%	36.76	30.26	21.5%
Associated gas	7.77	6.79	14.4%	27.99	32.57	(14.1)%
<b>Daily gas production (mcm per day)</b>	<b>184.1</b>	<b>182.2</b>	<b>1.0%</b>	<b>177.4</b>	<b>171.7</b>	<b>3.3%</b>

<sup>1</sup>Production volume equals extracted volume minus flared volume and gas used for NGL production. Gross gas production amounted to 19.6 bcm in the fourth quarter of 2021 and 19.8 bcm in the third quarter of 2021; and 75.8 bcm and 74.3 bcm in the twelve months of 2021 and 2020, respectively.

<sup>2</sup>Incl. Vankor project.

<sup>3</sup>Including gas injection to maintain reservoir pressure.

<sup>4</sup>Net of royalty and government share.

<sup>5</sup>The unit disposed in the third quarter of 2021.

<sup>6</sup>Including production volumes of Varyeganneftegaz, RN-Severnaya Neft, RN-Sakhalinmorneftegaz and some other assets of Samaraneftegaz, Orenburgneft, Nyaganneftegaz (disposed at the end of 2020) of 5.97 bcm in the twelve months of 2020.

In the twelve months of 2021 gas production amounted to 64.75 bcm that is 3.1% higher compared to the same period of 2020. Excluding the effect of disposal of assets in 2020, the growth of daily production was 14.2% y-o-y. The growth of average daily production of liquid hydrocarbons increased by 15% y-o-y at the operating assets at the end of the year excluding the effect of disposal of assets in 2021- 2020. The increase was mainly due to higher natural gas production at Rospan, increased gas sales at Zohr project and Sibneftegaz gas production growth.

## **Financial indicators**

### **Equity share in financial results of upstream associates and joint ventures**

The equity share in financial results of upstream associates and joint ventures was RUB 19 billion and RUB 14 billion in the fourth quarter of 2021 and in the third quarter of 2021, respectively. Growth up to RUB 55 billion if compared to the twelve months of 2020 is mainly due to the price factor.

### **Upstream production and operating expenses**

Upstream production and operating expenses include materials and supplies, equipment maintenance and repairs, wages and salaries, activities to enhance oil and gas recovery, procurement of fuel and lubricants, electricity and other costs of Rosneft consolidated exploration and production units.

In the fourth quarter of 2021 compared with the third quarter of 2021 upstream operating expenses increased to RUB 88.6 billion (or by 3.4%). Upstream operating expenses per boe increased slightly by 3.6% to 202 RUB/boe (2.8 USD/boe) in the fourth quarter 2021. The increase was mainly due to higher seasonal costs of electricity, as well as the maintenance and repairs of infrastructure facilities.

In the twelve months of 2021 upstream operating expenses per boe decreased by 2.0% if compared to the same period of 2020, and amounted to 196 RUB/boe (2.7 USD/boe), which was driven by implemented measures to improve efficiency in the context of the OPEC+ Agreement and optimization of assets portfolio.

### **Exploration Expenses<sup>1</sup>**

Exploration expenses mainly relate to exploratory drilling, seismic and other geological and geophysical works. Exploratory drilling costs are generally capitalized, if commercial reserves of crude oil and gas are discovered or expensed in the current period in the event of unsuccessful exploration results.

Exploration expenses in the fourth quarter of 2021 and third quarter of 2021 were RUB 3 billion and RUB 1 billion, respectively. In the twelve months of 2021 and 2020, exploration expenses amounted to RUB 8 billion and RUB 15 billion, respectively.

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<sup>1</sup> Net of intercompany turnover of RUB 3 billion in the fourth quarter of 2021 and RUB 1 billion in the third quarter of 2021, respectively. In the twelve months of 2021 and 2020, intercompany turnover was RUB 8 billion and RUB 7 billion, respectively.

**Mineral extraction tax (MET) and Excess profit tax**

***MET***

The following table sets actual mineral extraction tax rates for the periods analysed:

	For 3 months ended		% change	For 12 months ended December 31,		% change
	December 31, 2021	September 30, 2021		2021	2020	
(thousand RUB, except %)						
Average enacted mineral extraction tax rate (per tonne) <sup>1</sup>	22.36	20.28	10.3%	19.27	8.72	>100%
Actual mineral extraction tax expense per tonne of oil produced	14.32	12.71	12.7%	12.41	6.70	85.2%
Actual mineral extraction tax expense per tonne of oil equivalent produced <sup>2</sup>	11.39	10.18	11.9%	9.93	5.44	82.5%
(RUB, except %)						
Actual gas extraction tax rate per thousand cubic meters	636	622	2.3%	615	537	14.5%
Actual extraction tax rate on gas condensate per tonne <sup>3</sup>	9,341	8,574	8.9%	8,572	5,123	67.3%

<sup>1</sup>The actual MET rate is lower than the average enacted tax rate for the periods analysed because of tax incentives. Tax incentives are established in accordance with the tax law in the form of reduced rates and tax deductions (See Attachment 2).

<sup>2</sup>Including consolidated oil and gas volumes.

<sup>3</sup>The main volumes of condensate assessed at the MET rate for gas condensate are extracted at the fields of Rospan, rates for which are set in the table taking into account the decreasing coefficient in the formula of its calculation.

***Excess profit tax***

In the fourth and third quarters of 2021, excess profit tax amounted to RUB 187 billion and RUB 181 billion, respectively. In the twelve months of 2021 and 2020, excess profit tax amounted to RUB 649 billion and RUB 90 billion, respectively. A significant increase in the excess profit tax in 2021 is associated with changes in tax legislation, within the framework of which new subgroups of fields have the right to switch to excess profit tax regime in 2021, and with higher crude oil price.

## Downstream Operating Results

The segment includes oil and gas refining and petrochemical production activities on the territory of the Russian Federation and abroad, and trading of oil, gas and petroleum products to counterparties in Russia and abroad. The segment includes revenue generated from the sale of oil, gas, petrochemical products and petroleum products to third parties, and all operating costs associated with processing, trading and logistics.

The results are set in the table below:

	For 3 months ended		% change	For 12 months ended December 31,		% change
	December 31, 2021	September 30, 2021		2021	2020	
<b>Operational results, mln tonne</b>						
Crude oil processing at refineries	26.33	27.09	(2.8)%	106.13	103.98	2.1%
<i>Processing at Company's refineries in Russia</i>	21.38	22.08	(3.2)%	87.33	85.72	1.9%
<i>Processing at Company's refineries outside Russia</i>	2.90	2.95	(1.7)%	11.00	10.97	0.3%
<i>Processing at Associates' refineries<sup>1</sup></i>	2.05	2.06	(0.5)%	7.80	7.29	7.0%
<b>Financial results, RUB billion</b>						
EBITDA	68	77	(11.7)%	211	47	>100%
Capital expenditures of refineries <sup>2</sup>	17	15	13.3%	51	44	15.9%
Operating expenses of processing in Russia	44.3	38.8	14.2%	149.9	136.8	9.6%
Operating expenses of processing outside Russia	10.9	8.5	28.2%	35.5	34.0	4.4%
<b>Indicators per tonne of the output, RUB per tonne<sup>3</sup></b>						
Capital expenditure of refineries	700	599	16.9%	519	455	14.1%
Operating expenses for processing in Russia	2,072	1,757	17.9%	1,716	1,596	7.5%
Operating expenses for processing outside Russia <sup>4</sup>	2,862	2,881	(0.7)%	3,227	3,099	4.1%

<sup>1</sup>Excluding processing at Nayara.

<sup>2</sup>Refer to "Capital expenditures".

<sup>3</sup>Calculated from unrounded data.

<sup>4</sup>Effect of quota for greenhouse gas emission of RUB 2.6 billion related to nine-month period of 2021 is excluded in the fourth quarter of 2021

## Downstream EBITDA

	For 3 months ended		% change	For 12 months ended December 31,		% change
	December 31, 2021	September 30, 2021		2021	2020	
<b>RUB billion</b>						
<b>Revenues and equity share in profits of associates and joint ventures</b>	<b>2,517</b>	<b>2,315</b>	<b>8.7%</b>	<b>8,749</b>	<b>5,821</b>	<b>50.3%</b>
<i>Including equity share in profits of associates and joint ventures</i>	11	6	83.3%	29	25	16.0%
<b>Expenses net of depreciation including</b>	<b>2,469</b>	<b>2,247</b>	<b>9.9%</b>	<b>8,614</b>	<b>5,753</b>	<b>49.7%</b>
Operating expenses of processing in Russia <sup>1</sup>	44	39	14.2%	150	137	9.6%
Operating expenses of processing outside Russia, cost of additives	29	23	26.1%	91	76	19.7%
Operating expenses of retail entities	13.3	11.8	12.7%	46.9	43.0	9.1%
Cost of purchased oil, gas, petroleum products and refining costs including intersegment turnover	2,094	1,861	12.5%	7,078	3,857	83.5%
Administrative expenses <i>including allowance for expected credit losses</i>	11	13	(15.4)%	45	37	21.6%
(0.1)	1.8	—	—	1.0	(6.0)	—
Pipeline tariffs and transportation costs	163	160	1.9%	634	655	(3.2)%
Taxes other than income tax	(25)	14	—	106	614	(82.7)%
Export customs duty	140	125	12.0%	463	334	38.6%
<b>Expenses associated with COVID-19</b>	<b>—</b>	<b>1</b>	<b>—</b>	<b>1</b>	<b>1</b>	<b>—</b>
<b>EBITDA Downstream</b>	<b>48</b>	<b>69</b>	<b>(30.4)%</b>	<b>136</b>	<b>69</b>	<b>97.1%</b>
<i>Effect of intragroup inventory and others</i>	20	8	>100%	75	(22)	>100%
<b>Adjusted EBITDA</b>	<b>68</b>	<b>77</b>	<b>(11.7)%</b>	<b>211</b>	<b>47</b>	<b>&gt;100%</b>

<sup>1</sup>Percentage is calculated based on the unrounded data.

## Operating indicators

### Petroleum Product Output

Rosneft processes produced and procured crude oil at its refineries: the Tuapse refinery on the Black Sea coast in the South of Russia, the Komsomolsk refinery in the Russian Far East, the Achinsk and Angarsk refineries in Eastern Siberia, the Kuibyshevsk, Novokuibyshevsk and Syzran refineries in the Samara region, the Saratov and Ryazan refineries in the European part of Russia, Bashneft refineries and others. Rosneft also processes crude oil in Germany.

The following table sets forth Rosneft's crude oil processing and petroleum product output:

	For 3 months ended		% change	For 12 months ended December 31,		% change
	December 31, 2021	September 30, 2021		2021	2020	
		mln tonnes		mln tonnes	mln tonnes	
Crude oil processing at refineries in Russia <sup>1</sup>	23.43	24.14	(2.9)%	95.13	93.01	2.3%
Crude oil processing at refineries outside Russia	2.90	2.95	(1.7)%	11.00	10.97	0.3%
<i>including crude oil processing in Germany<sup>2</sup></i>	2.90	2.95	(1.7)%	11.00	10.97	0.3%
<b>Total Group crude oil processing</b>	<b>26.33</b>	<b>27.09</b>	<b>(2.8)%</b>	<b>106.13</b>	<b>103.98</b>	<b>2.1%</b>
<b>Petroleum product output:</b>						
Gasoline	3.63	3.51	3.4%	14.23	13.30	7.0%
Naphtha	1.12	1.31	(14.5)%	5.25	5.67	(7.4)%
Diesel	6.41	7.00	(8.4)%	27.39	27.80	(1.5)%
Low-viscosity marine fuel	1.00	0.64	56.3%	3.34	2.71	23.2%
Fuel oil	5.40	5.17	4.4%	21.44	22.17	(3.3)%
Jet fuel	0.71	0.88	(19.3)%	2.88	2.61	10.3%
Petrochemicals	0.36	0.28	28.6%	1.38	1.52	(9.2)%
Other	3.99	4.50	(11.3)%	15.94	14.23	12.0%
<b>Product output at Rosneft's refineries in Russia</b>	<b>22.62</b>	<b>23.29</b>	<b>(2.9)%</b>	<b>91.85</b>	<b>90.01</b>	<b>2.0%</b>
<b>Product output at refineries outside Russia</b>	<b>3.01</b>	<b>3.04</b>	<b>(1.0)%</b>	<b>11.46</b>	<b>11.40</b>	<b>0.5%</b>
<i>including crude oil output in Germany</i>	3.01	3.04	(1.0)%	11.46	11.40	0.5%
<b>Total Group product output</b>	<b>25.63</b>	<b>26.33</b>	<b>(2.7)%</b>	<b>103.31</b>	<b>101.41</b>	<b>1.9%</b>

<sup>1</sup> Including processing at YANOS refinery.

<sup>2</sup> Excluding additives received and other raw materials for processing.

The decrease of 2.9% to 23.43 mln tonnes, in production at the Company's own refineries in Russia in the fourth quarter 2021 as compared to the third quarter of 2021 was due to lower demand for petroleum products on domestic market and higher turnarounds.

The increase of 2.3% to 95.13 mln tonnes in the twelve months of 2021 compared to the same period of 2020 is mainly driven by recovery of demand and production on a background of mitigation of quarantine conditions in 2021.

Decreased processing by 1.7% at German refineries in the fourth quarter of 2021 in comparison with the third quarter of 2021 is mainly due to the seasonal decline in demand for petroleum products and a new wave of restrictions after the discovery of a new disease strain. The volume of production increased by 0.3% compared to the twelve months of 2020 but has not fully recovered to the level of processing before Covid period.

## Financial indicators

### Revenues and equity share in profits of associates and joint ventures

Increase in revenues in the fourth quarter of 2021 of 9.4% compared with the third quarter of 2021 is due to a positive price impact (crude oil price up by 8.9% in RUB terms) and increased export sales of crude oil. Increase in revenues in 2021 of 52.2% compared with the same period of 2020 is due to a crude oil price upturn by 67.9% which was partially offset by a decline of crude oil and oil products export volumes.

The table below presents revenues from sales of crude oil, gas, petroleum, petrochemical products, and other revenues in billions of RUB<sup>1,2</sup>:

	For 3 months ended			% change	For 12 months ended December 31,			% change		
	December 31, 2021		September 30, 2021		2021	2020				
	% of revenue	% of revenue	% of revenue		% of revenue	% of revenue				
RUB billion, except %										
<b>Crude oil</b>										
International Sales to non-CIS	1,102	43.4%	895	38.5%	23.1%	3,493	39.8%	2,054	35.6%	70.1%
Europe and other directions	514	20.2%	431	18.5%	19.3%	1,644	18.7%	900	15.6%	82.7%
Asia	588	23.2%	464	20.0%	26.7%	1,849	21.1%	1,154	20.0%	60.2%
International sales to CIS	45	1.8%	51	2.2%	(11.8)%	185	2.1%	107	1.9%	72.9%
Domestic sales	107	4.2%	94	4.1%	13.8%	286	3.3%	88	1.5%	>100%
<b>Total crude oil</b>	<b>1,254</b>	<b>49.4%</b>	<b>1,040</b>	<b>44.8%</b>	<b>20.6%</b>	<b>3,964</b>	<b>45.2%</b>	<b>2,249</b>	<b>39.0%</b>	<b>76.3%</b>
Gas	75	3.0%	68	2.9%	10.3%	282	3.2%	240	4.2%	17.5%
<b>Petroleum products</b>										
International Sales to non-CIS	593	23.4%	608	26.1%	(2.5)%	2,338	26.8%	1,564	27.3%	49.5%
Europe and other directions	456	18.0%	487	20.9%	(6.4)%	1,807	20.7%	1,237	21.6%	46.1%
Asia	137	5.4%	121	5.2%	13.2%	531	6.1%	327	5.7%	62.4%
International Sales to CIS	34	1.3%	32	1.4%	6.3%	105	1.2%	81	1.4%	29.6%
Domestic sales	469	18.5%	475	20.5%	(1.3)%	1,686	19.2%	1,373	23.8%	22.8%
Sales of bunker fuel to end-users	16	0.6%	20	0.9%	(20.0)%	64	0.7%	48	0.8%	33.3%
<b>Total petroleum products</b>	<b>1,112</b>	<b>43.8%</b>	<b>1,135</b>	<b>48.9%</b>	<b>(2.0)%</b>	<b>4,193</b>	<b>47.9%</b>	<b>3,066</b>	<b>53.3%</b>	<b>36.8%</b>
<b>Petrochemical products</b>										
International sales	33	1.3%	27	1.2%	22.2%	122	1.4%	73	1.3%	67.1%
Domestic sales	12	0.5%	11	0.5%	9.1%	44	0.5%	29	0.5%	51.7%
Domestic sales	21	0.8%	16	0.7%	31.3%	78	0.9%	44	0.8%	77.3%
<b>Sales of petroleum products and petrochemicals</b>	<b>1,145</b>	<b>45.1%</b>	<b>1,162</b>	<b>50.1%</b>	<b>(1.5)%</b>	<b>4,315</b>	<b>49.3%</b>	<b>3,139</b>	<b>54.6%</b>	<b>37.5%</b>
Support services and other revenues	31	1.2%	29	1.3%	6.9%	112	1.3%	77	1.3%	45.5%
Equity share in profits of associates and joint ventures	32	1.3%	21	0.9%	52.4%	88	1.0%	52	0.9%	69.2%
<b>Total revenues and equity share in profits of associates and joint ventures</b>	<b>2,537</b>	<b>100.0%</b>	<b>2,320</b>	<b>100.0%</b>	<b>9.4%</b>	<b>8,761</b>	<b>100.0%</b>	<b>5,757</b>	<b>100.0%</b>	<b>52.2%</b>

<sup>1</sup> Under IFRS consolidated financial statements.

<sup>2</sup> The difference between percentages presented in the above table and other sections is caused by rounding.

## Sales Volumes

The table below analyses crude oil, gas, petroleum and petrochemical product sales volumes<sup>1</sup>:

	For 3 months ended					For 12 months ended December 31,				
	December 31, 2021		September 30, 2021		%	2021		2020		%
	mln bbl	% of total volume	mln bbl	% of total volume		mln bbl	% of total volume	mln bbl	% of total volume	
<b>Crude oil</b>										
International Sales to non-CIS	212.5	49.5%	188.1	45.1%	13.0%	758.9	46.6%	807.8	48.6%	(6.1)%
Europe and other directions	99.2	23.1%	88.1	21.1%	12.6%	348.7	21.4%	349.5	21.0%	(0.2)%
Asia	113.3	26.4%	100.0	24.0%	13.3%	410.2	25.2%	458.3	27.6%	(10.5)%
International Sales to CIS	9.6	2.2%	11.1	2.7%	(13.5)%	43.7	2.7%	46.6	2.8%	(6.2)%
Domestic	22.2	5.2%	21.5	5.2%	3.3%	64.4	4.0%	38.5	2.3%	67.3%
<b>Total crude oil</b>	<b>244.3</b>	<b>56.9%</b>	<b>220.7</b>	<b>53.0%</b>	<b>10.7%</b>	<b>867.0</b>	<b>53.3%</b>	<b>892.9</b>	<b>53.7%</b>	<b>(2.9)%</b>
<b>Crude oil</b>										
International Sales to non-CIS	28.7	49.5%	25.4	45.1%	13.0%	102.5	46.6%	109.1	48.6%	(6.1)%
Europe and other directions	13.4	23.1%	11.9	21.1%	12.6%	47.1	21.4%	47.2	21.0%	(0.2)%
Asia	15.3	26.4%	13.5	24.0%	13.3%	55.4	25.2%	61.9	27.6%	(10.5)%
International Sales to CIS	1.3	2.2%	1.5	2.7%	(13.5)%	5.9	2.7%	6.3	2.8%	(6.2)%
Domestic sales	3.0	5.2%	2.9	5.2%	3.3%	8.7	4.0%	5.2	2.3%	67.3%
<b>Total crude oil</b>	<b>33.0</b>	<b>56.9%</b>	<b>29.8</b>	<b>53.0%</b>	<b>10.7%</b>	<b>117.1</b>	<b>53.3%</b>	<b>120.6</b>	<b>53.7%</b>	<b>(2.9)%</b>
<b>Petroleum products</b>										
International Sales to non-CIS	12.8	22.2%	13.9	24.8%	(7.9)%	56.5	25.7%	58.7	26.2%	(3.7)%
Europe and other directions	9.3	16.2%	10.7	19.1%	(13.1)%	41.6	18.9%	43.8	19.6%	(5.0)%
Asia	3.5	6.0%	3.2	5.7%	9.4%	14.9	6.8%	14.9	6.6%	—
International Sales to CIS	0.7	1.2%	0.7	1.2%	—	2.4	1.1%	3.5	1.6%	(31.4)%
Domestic sales	10.5	18.1%	10.8	19.2%	(2.8)%	39.7	18.1%	37.2	16.6%	6.7%
Sales of bunker fuel to end-users	0.37	0.6%	0.48	0.9%	(22.9)%	1.65	0.8%	1.9	0.8%	(10.8)%
<b>Total petroleum products</b>	<b>24.4</b>	<b>42.1%</b>	<b>25.9</b>	<b>46.1%</b>	<b>(5.8)%</b>	<b>100.3</b>	<b>45.7%</b>	<b>101.3</b>	<b>45.2%</b>	<b>(1.0)%</b>
<b>Petrochemical products</b>										
International sales	0.18	0.3%	0.18	0.4%	—	0.73	0.3%	0.8	0.4%	(7.6)%
Domestic sales	0.39	0.7%	0.30	0.5%	30.0%	1.49	0.7%	1.6	0.7%	(5.7)%
<b>Total crude oil, petroleum and petrochemical products</b>	<b>57.9</b>	<b>100.0%</b>	<b>56.2</b>	<b>100.0%</b>	<b>3.0%</b>	<b>219.6</b>	<b>100.0%</b>	<b>224.3</b>	<b>100.0%</b>	<b>(2.1)%</b>
<b>Gas</b>	<b>16.31</b>		<b>14.68</b>		<b>11.1%</b>	<b>62.62</b>		<b>56.43</b>		<b>11.0%</b>

<sup>1</sup>Calculated from unrounded figures.

### Average Sales Prices

The following table sets forth Rosneft's average export and domestic prices of crude oil, gas, petroleum products and petrochemical products (the average sales prices may differ from official market prices provided by specialized agencies due to different quality of products and sales terms)<sup>1</sup>:

	For 3 months ended				% change	For 12 months ended December 31,				% change		
	December 31, 2021		September 30, 2021			2021		2020				
	th.RUB/tonne	th.RUB/barrel	th.RUB/tonne	th.RUB/barrel		th.RUB/barrel	th.RUB/tonne	th.RUB/barrel	th.RUB/tonne			
<b>Average prices on foreign markets</b>												
Crude oil, non-CIS	5.34	39.5	4.99	37.0	6.8%	4.83	35.7	2.73	20.2	76.7%		
Europe and other directions <sup>2</sup>	5.17	38.3	4.92	36.4	5.2%	4.72	35.0	2.57	19.1	83.2%		
Asia <sup>2</sup>	5.51	40.8	5.07	37.5	8.8%	4.92	36.5	2.87	21.2	72.2%		
Crude oil, CIS	4.73	35.0	4.37	32.4	8.0%	4.22	31.2	2.29	16.9	84.6%		
Petroleum products, non-CIS	46.0		43.8		5.0%		41.3		26.6	55.3%		
Europe and other directions	48.6		45.6		6.6%		43.4		28.2	53.9%		
Asia	39.0		37.8		3.2%		35.6		22.0	61.8%		
Petroleum products, CIS	48.0		44.6		7.6%		43.2		22.9	88.6%		
Petrochemical products	65.3		62.3		4.8%		60.3		35.9	68.0%		
<b>Average domestic prices</b>												
Crude oil	4.75	35.2	4.41	32.6	8.0%	4.42	32.7	2.28	16.9	93.5%		
Petroleum products		44.8		43.9	2.1%		42.5		36.9	15.2%		
Gas (th. RUB/th. cubic meter) <sup>3</sup>	3.90		3.85		1.3%		3.76		3.55	5.9%		
Petrochemical products	55.7		53.7		3.7%		52.8		28.0	88.6%		
<b>Sales of bunker fuel to end-users</b>	42.8		41.2		3.9%		38.6		26.2	47.3%		

<sup>1</sup>Average price is calculated from unrounded figures.

<sup>2</sup>Price excludes the effect of prepayments offsetting under prepaid long-term crude oil supply contracts and revenues from crude oil sales to Transneft (RUB 58 billion in the fourth quarter of 2021, RUB 50 billion in the third quarter of 2021, RUB 200 billion in the twelve months of 2021, and RUB 121 billion in the twelve months of 2020).

<sup>3</sup> Including gas sales outside the Russian Federation average gas prices were 4.60 th. RUB/th. cubic meter in the fourth quarter of 2021, 4.67 th. RUB/th. cubic meter in the third quarter of 2021, 4.51 th. RUB/th. cubic meter in 2021, and 4.25 th. RUB/th. cubic meter in 2020.

### International Crude Oil Sales to non-CIS

A revenue increase in international crude oil sales to non-CIS countries in the fourth quarter of 2021 compared to the third quarter of 2021 was due to an increase in sales volume of 13.0% (positive impact on revenues of RUB 118 billion) and an upturn in average sales price of 6.8% (positive impact of RUB 75 billion).

A revenue increase in international crude oil sales to non-CIS countries in the twelve months of 2021 compared with the same period of 2020 was due to an average sales price upturn of 76.7% (positive impact of RUB 1,578 billion) which was partially offset by a decrease in sales volume of 6.1% (negative impact of RUB 141 billion).

### International Crude Oil Sales to CIS

A revenue decrease in international crude oil sales to CIS countries in the fourth quarter of 2021 compared to the third quarter of 2021 was due to a decrease in sales volume of 13.5% (negative impact of RUB 9 billion) which was partially offset by an upturn in average sales price of 8.0% (positive impact of RUB 3 billion).

A revenue increase in international crude oil sales to CIS countries in the twelve months of 2021 compared with the same period of 2020 was due to an average sales price upturn of 84.6% (positive impact of RUB 84 billion) which was partially offset by a decrease in sales volume of 6.2% (negative impact of RUB 6 billion).

### Domestic Sales of Crude Oil

A revenue increase in domestic sales of crude oil in the fourth quarter of 2021 compared with the third quarter of 2021 was due to an upturn in average sales price of 8.0% (positive impact of RUB 8 billion) and an increase in sales volume of 3.3% (positive impact of RUB 5 billion).

A revenue increase in domestic sales of crude oil in the twelve months of 2021 compared with the same period of 2020 was due to an upturn in average sales price of 93.5% (positive impact of RUB 138 billion) and an increase in sales volume of 67.3% (positive impact of RUB 60 billion).

**Management's discussion and analysis of financial condition and results of operations of Rosneft for the fourth quarter of 2021 and for the twelve months of 2021 and 2020**

**International Petroleum Product Sales to Non-CIS**

The table below sets forth Rosneft's revenue, volume and average price per tonne of petroleum products sold to non-CIS countries in the fourth and third quarters of 2021<sup>1</sup>:

	For 3 months ended						% change		
	December 31, 2021			September 30, 2021			RUB billion	mln tonnes	Average price th.RUB/tonne
	RUB billion	mln tonnes	Average price th.RUB/tonne	RUB billion	mln tonnes	Average price th.RUB/tonne			
High octane gasoline	9	0.1	57.6	6	0.1	53.7	50.0%	—	7.3%
Naphtha	44	1.0	47.1	55	1.2	44.4	(20.0)%	(16.7)%	6.1%
Diesel (Gasoil)	92	2.0	45.5	114	2.8	41.5	(19.3)%	(28.6)%	9.6%
Fuel oil	186	5.8	31.8	184	6.0	30.6	1.1%	(3.3)%	3.9%
Low-viscosity marine fuel	27	0.6	41.4	19	0.5	40.1	42.1%	20.0%	3.2%
Other	19	0.4	—	14	0.3	—	—	—	—
<b>Petroleum products exported to non-CIS</b>	<b>377</b>	<b>9.9</b>	<b>37.5</b>	<b>392</b>	<b>10.9</b>	<b>36.0</b>	<b>(3.8)%</b>	<b>(9.2)%</b>	<b>4.2%</b>
Petroleum products produced and purchased outside Russia	216	2.9	75.6	216	3.0	72.3	—	(3.3)%	4.6%
<b>Total petroleum products sold to non-CIS</b>	<b>593</b>	<b>12.8</b>	<b>46.0</b>	<b>608</b>	<b>13.9</b>	<b>43.8</b>	<b>(2.5)%</b>	<b>(7.9)%</b>	<b>5.0%</b>

<sup>1</sup>Average price is calculated from unrounded figures.

A revenue decrease in international sales of petroleum products to non-CIS countries in the fourth quarter of 2021 compared to the third quarter of 2021 was due to a decrease in sales volume of 7.9% (negative impact of RUB 47 billion) which was partially offset by an upturn in average sales price of 5.0% (positive impact of RUB 32 billion).

The table below sets forth Rosneft's revenues, volume and average price per tonne of petroleum products sold to non-CIS countries in the twelve months of 2021 and 2020<sup>1</sup>:

	For 12 months ended December 31,						% change		
	2021			2020			RUB billion	mln of tonnes	Average price th.RUB/tonne
	RUB billion	mln of tonnes	Average price th.RUB/tonne	RUB billion	mln of tonnes	Average price th.RUB/tonne			
High octane gasoline	25	0.5	50.1	15	0.5	30.4	66.7%	—	64.8%
Naphtha	200	4.8	41.7	130	5.3	24.6	53.8%	(9.4)%	69.5%
Diesel (Gasoil)	481	12.4	38.8	318	13.3	24.0	51.3%	(6.8)%	61.7%
Fuel oil	695	23.8	29.1	404	24.0	16.8	72.0%	(0.8)%	73.2%
Low-viscosity marine fuel	95	2.5	37.9	40	1.8	22.0	>100%	38.9%	72.3%
Other	58	1.3	—	23	1.1	—	—	—	—
<b>Petroleum products exported to non-CIS</b>	<b>1,554</b>	<b>45.3</b>	<b>34.2</b>	<b>930</b>	<b>46.0</b>	<b>20.2</b>	<b>67.1%</b>	<b>(1.5)%</b>	<b>69.3%</b>
Petroleum products produced and purchased outside Russia	784	11.2	70.2	634	12.7	49.9	23.7%	(11.8)%	40.7%
<b>Total petroleum products sold to non-CIS</b>	<b>2,338</b>	<b>56.5</b>	<b>41.3</b>	<b>1,564</b>	<b>58.7</b>	<b>26.6</b>	<b>49.5%</b>	<b>(3.7)%</b>	<b>55.3%</b>

<sup>1</sup>Average price is calculated from unrounded figures.

A revenue increase in international sales of petroleum products to non-CIS countries in the twelve months of 2021 compared to the same period of 2020 was due to an upturn in average sales price of 55.3% (positive impact of RUB 834 billion) which was partially offset by a sales volume decrease of 3.7% (negative impact of RUB 62 billion).

**International Petroleum Product Sales to CIS**

A revenue increase in international sales of petroleum products to CIS countries in the fourth quarter of 2021 compared with the third quarter of 2021 was due to an average price upturn of 7.6% (positive impact of RUB 2 billion).

## Management's discussion and analysis of financial condition and results of operations of Rosneft for the fourth quarter of 2021 and for the twelve months of 2021 and 2020

A revenue increase in international sales of petroleum products to CIS countries in the twelve months of 2021 compared to the same period of 2020 was due to an upturn in average sales price of 88.6% (positive impact of RUB 49 billion) which was partially offset by a sales volume decrease of 31.4% (negative impact of RUB 25 billion).

### Domestic Sales of Petroleum Products

The table below sets forth Rosneft's revenue, volume and average price per tonne of petroleum products sold in Russian regions in the fourth and third quarters of 2021<sup>1</sup>:

	For 3 months ended						% change		
	December 31, 2021			September 30, 2021			RUB billion	mln of tonnes	Average price th. RUB/tonne
	RUB billion	mln of tonnes	Average price th. RUB/tonne	RUB billion	mln of tonnes	Average price th. RUB/tonne			
High octane gasoline	173	3.5	50.2	182	3.5	51.5	(4.9)%	—	(2.5)%
Diesel (Gasoil)	202	4.1	49.3	197	4.2	46.3	2.5%	(2.4)%	6.5%
Fuel oil	27	1.0	25.5	14	0.7	21.8	92.9%	42.9%	17.0%
Jet fuel	35	0.7	49.0	40	0.9	44.7	(12.5)%	(22.2)%	9.6%
Other	32	1.2	—	42	1.5	—	—	—	—
<b>Total</b>	<b>469</b>	<b>10.5</b>	<b>44.8</b>	<b>475</b>	<b>10.8</b>	<b>43.9</b>	<b>(1.3)%</b>	<b>(2.8)%</b>	<b>2.1%</b>

<sup>1</sup>Average price is calculated from unrounded figures.

A revenue decrease in sales of petroleum products on the domestic market in the fourth quarter of 2021 compared with the third quarter of 2021 was due to a decrease in sales volume of 2.8% (negative impact of RUB 15 billion) which was partially offset by an average price upturn of 2.1% (positive impact of RUB 9 billion).

The table below sets forth Rosneft's revenue, volume and average price per tonne of petroleum products sold in Russian regions in the twelve months of 2021 and 2020, respectively<sup>1</sup>:

	For 12 months ended December 31,						% change		
	2021			2020			RUB billion	mln of tonnes	Average price th. RUB/tonne
	RUB billion	mln of tonnes	Average price th. RUB/tonne	RUB billion	mln of tonnes	Average price th. RUB/tonne			
High octane gasoline	673	13.6	49.7	581	12.7	45.6	15.8%	7.1%	9.0%
Diesel (Gasoil)	692	14.9	46.5	598	13.9	42.8	15.7%	7.2%	8.6%
Fuel oil	69	3.2	21.4	31	2.9	10.9	>100%	10.3%	96.3%
Jet fuel	121	2.8	42.5	86	2.6	33.0	40.7%	7.7%	28.8%
Other	131	5.2	—	77	5.1	—	—	—	—
<b>Total</b>	<b>1,686</b>	<b>39.7</b>	<b>42.5</b>	<b>1,373</b>	<b>37.2</b>	<b>36.9</b>	<b>22.8%</b>	<b>6.7%</b>	<b>15.2%</b>

<sup>1</sup>Average price is calculated from unrounded figures.

A revenue increase in sales of petroleum products on the domestic market in the twelve months of 2021 compared with the same period 2020 was due to the average price upturn of 15.2% (positive impact of RUB 223 billion) and an increase in sales volume of 6.7% (positive impact of RUB 90 billion).

### Sales of bunker fuel

The Company sells bunker fuel (low-viscosity marine fuel, fuel oil, diesel fuel) in the seaports (the Far East, the North, the North West and the South of the European part of Russia) and river ports (the Volga-Don basin and in the rivers of Siberia) of the Russian Federation and in the ports outside the Russian Federation.

Revenues from sales of bunker fuel decreased in the fourth quarter of 2021 compared with the third quarter of 2021 due to a decrease in sales volume of 22.9% (negative impact of RUB 5 billion) which was partially offset by an average price upturn of 3.9% (positive impact of RUB 1 billion). Revenues from sales of bunker fuel increased in the twelve months of 2021 compared with the same period of 2020 due to an upturn in average sales price of 47.3% (positive impact of RUB 21 billion) which was partially offset by a decrease in sales volume of 10.8% (negative impact of RUB 5 billion).

### Petrochemical Products Sales

Revenues from international sales of petrochemical products increased in the fourth quarter of 2021 compared with the third quarter of 2021 due to an average sales price upturn of 4.8% (positive impact of RUB 1 billion).

## Management's discussion and analysis of financial condition and results of operations of Rosneft for the fourth quarter of 2021 and for the twelve months of 2021 and 2020

Revenues from international sales of petrochemical products increased in the twelve months of 2021 compared with the same period of 2020 due to an average sales price upturn of 68.0% (positive impact of RUB 17 billion) which was partially offset by a decrease in sales volume of 7.6% (negative impact of RUB 2 billion).

Revenues from domestic sales of petrochemical products increased in the fourth quarter of 2021 compared with the third quarter of 2021 due to an increase in sales volume of 30.0% (positive impact of RUB 4 billion) and an average sales price upturn of 3.7% (positive impact of RUB 1 billion). Revenues from domestic sales of petrochemical products increased in the twelve of 2021 compared with the same period of 2020 due to an average sales price upturn of 88.6% (positive impact of RUB 37 billion) which was partially offset by a decrease in sales volume of 5.7% (negative impact of RUB 3 billion).

### Gas Sales

The table below sets forth revenues, volumes and average price of gas sales<sup>1</sup>:

	For 3 months ended			For 12 months ended December 31,		
	December 31, 2021	September 30, 2021	% change	2021	2020	% change
			RUB billion			
<b>Revenue</b>						
In the Russian Federation	58.6	51.4	14.0%	214.9	184.5	16.5%
Outside the Russian Federation	16.3	17.3	(5.8)%	67.4	55.3	21.9%
<b>Total</b>	<b>74.9</b>	<b>68.7</b>	<b>9.0%</b>	<b>282.3</b>	<b>239.8</b>	<b>17.7%</b>
<b>Sales volumes</b>	<b>bcm</b>			<b>bcm</b>		
In the Russian Federation	15.07	13.32	13.1%	57.23	51.98	10.1%
Outside the Russian Federation	1.24	1.36	(8.8)%	5.39	4.45	21.1%
<b>Total</b>	<b>16.31</b>	<b>14.68</b>	<b>11.1%</b>	<b>62.62</b>	<b>56.43</b>	<b>11.0%</b>
<b>Average price</b>	<b>th. RUB/th. of cubic meters</b>			<b>th. RUB/th. of cubic meters</b>		
In the Russian Federation	3.90	3.85	1.3%	3.76	3.55	5.9%
Outside the Russian Federation	13.19	12.68	4.0%	12.50	12.43	0.6%
<b>Average price of the Company</b>	<b>4.60</b>	<b>4.67</b>	<b>(1.5)%</b>	<b>4.51</b>	<b>4.25</b>	<b>6.1%</b>

<sup>1</sup> Average price is calculated from unrounded figures.

A growth in gas revenues in the twelve months of 2021 compared with the twelve months of 2020 was driven by higher natural gas production at Rospan project, increased sales of gas produced at Zohr field (Egypt), and an increase in average price due to indexation of wholesale gas prices from July 1, 2021.

### Support Services and Other Revenues

Rosneft owns service units that provide drilling, construction, repairs and other services mainly to the entities of the Group. Revenues from services rendered to third parties are included in the consolidated statement of profit or loss.

The following table sets forth Rosneft's other revenues for the periods analysed:

	For 3 months ended			For 12 months ended December 31,						
	December 31, 2021	September 30, 2021	% change	2021	2020	% change				
			% of total revenue							
billion RUB, except %										
Drilling services	2.1	6.8%	1.7	5.8%	23.5%	6.3	5.6%	1.5	2.0%	>100%
Sales of materials	11.0	35.7%	9.4	32.0%	17.0%	35.9	32.1%	26.2	34.1%	37.0%
Repairs and maintenance services	1.8	5.8%	1.7	5.8%	5.9%	5.7	5.1%	2.8	3.6%	>100%
Rent services	1.2	3.9%	1.9	6.5%	(36.8)%	6.0	5.4%	5.3	6.9%	13.2%
Transport services	2.5	8.1%	4.3	14.6%	(41.9)%	14.6	13.1%	15.5	20.2%	(5.8)%
Electric power sales and transmission	6.4	20.8%	6.0	20.4%	6.7%	22.9	20.5%	11.3	14.7%	>100%
Other revenues	5.8	18.9%	4.4	14.9%	31.8%	20.4	18.2%	14.3	18.5%	42.7%
<b>Total</b>	<b>30.8</b>	<b>100.0%</b>	<b>29.4</b>	<b>100.0%</b>	<b>4.8%</b>	<b>111.8</b>	<b>100.0%</b>	<b>76.9</b>	<b>100.0%</b>	<b>45.4%</b>

## Financial result of associates and joint ventures

Net financial result (profits) of downstream associates and joint ventures amounts to RUB 11 billion in the third quarter of 2021 and RUB 6 billion in the third quarter of 2021, respectively.

## Downstream production and operating costs

Downstream operating expenses include<sup>1</sup>:

	For 3 months ended		% change	For 12 months ended		% change	
	December 31, September 30, 2021			2021	December 31, 2020		
				billion RUB, except %			
Operating expenses at refineries in Russia	44.3	38.8	14.2%	149.9	136.8	9.6%	
Operating expenses at refineries outside Russia	10.9	8.5	28.2%	35.5	34.0	4.4%	
Additives and materials for processing at refineries outside Russia	17.4	15.2	14.5%	55.4	42.4	30.7%	
Operating expenses of retail units	13.3	11.8	12.7%	46.9	43.0	9.1%	
<b>Downstream operating expenses</b>	<b>85.9</b>	<b>74.3</b>	<b>15.6%</b>	<b>287.7</b>	<b>256.2</b>	<b>12.3%</b>	

<sup>1</sup>The difference between percentages presented in the above table and other sections is a result of rounding.

Operating expenses of refineries and retail units increased by 15.6% to RUB 85.9 billion in the fourth quarter of 2021 compared with the third quarter of 2021. Higher operating expenses are mainly driven by higher turnarounds in the fourth quarter.

The increase of 12.3% in the operating expenses of refineries and retail entities in the twelve months of 2021 compared with the same period of 2020 mainly was caused by the growth of tariffs of natural monopolies and indexation of wages. Operating expenses at refineries outside Russia increased mainly due to RUB depreciation against EUR of 5.7% in the twelve months of 2021.

## Operating expenses of Company's refineries

The table below shows operating expenses at Rosneft's refineries:

	For 3 months ended		% change	For 12 months ended		% change
	December 31, September 30, 2021	2021		2021	December 31, 2020	
<b>Operating expenses at refineries in Russia (RUB billion)</b>	<b>44.3</b>	<b>38.8</b>	<b>14.2%</b>	<b>149.9</b>	<b>136.8</b>	<b>9.6%</b>
Operating expenses per tonne of petroleum product and petrochemical output (RUB per tonne)	2,150	1,820	18.1%	1,777	1,648	7.8%
Operating expenses per tonne of crude oil throughput (RUB per tonne)	2,072	1,757	17.9%	1,716	1,596	7.5%
<b>Operating expenses at refineries outside Russia (RUB billion)<sup>1</sup></b>	<b>10.9</b>	<b>8.5</b>	<b>28.2%</b>	<b>35.5</b>	<b>34.0</b>	<b>4.4%</b>
Operating expenses per tonne of petroleum product and petrochemical output (RUB per tonne) <sup>2</sup>	2,757	2,796	(1.4)%	3,098	2,982	3.9%
Operating expenses per tonne of crude oil throughput (RUB per tonne) <sup>2</sup>	2,862	2,881	(0.7)%	3,227	3,099	4.1%
<b>Total operating expenses at Rosneft's refineries (RUB billion)</b>	<b>55.2</b>	<b>47.3</b>	<b>16.7%</b>	<b>185.4</b>	<b>170.8</b>	<b>8.5%</b>

<sup>1</sup>Refineries outside Russia also procured the additives and materials for processing: in the fourth quarter of 2021 – RUB 17.4 bln, in the third quarter of 2021 – RUB 15.2 billion; in the twelve months of 2021 and 2020 – RUB 55.4 billion and RUB 42.4 billion, respectively.

<sup>2</sup>Greenhouse gas emissions quota of RUB 2.6 billion related to the nine - months' period of 2021 is excluded for calculation of operating expenses per tonne.

Operating expenses of Rosneft's refineries in Russia increased by 14.2% to RUB 44.3 billion in the fourth quarter of 2021 compared with the third quarter of 2021, which is mainly due to scheduled seasonal turnarounds.

Operating expenses of Rosneft's refineries in Russia increased by 9.6% in the twelve months of 2021 compared with the same period of 2020. Growth of the operating expenses per tonne of 7.5% (up to 1.716 RUB per tonnes) was mainly due to growth of tariffs of natural monopolies, indexation of wages and higher scheduled turnaround costs.

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Operating expenses of Rosneft's refineries outside Russia decreased by 2.4% to RUB 8.3 billion (excluding RUB 2.6 billion of greenhouse gas emissions quota related to nine-month period) in comparison with RUB 8.5 billion in the third quarter of 2021 due to RUB/EUR appreciation by 4.1%.

In 2021, operating expenses per tonne of Rosneft's refineries outside Russia grew by 4.4% if compared with the same period of 2020, which is due to RUB depreciation against EUR of 5.7%.

### Cost of Purchased Oil, Gas, Petroleum Products, Goods for Retail and Refining Costs

The following table shows Rosneft's crude oil, gas and petroleum products procurement costs and volumes, and third-party refining costs<sup>1</sup>:

	For 3 months ended		% change	For 12 months ended		% change
	December 31, 2021	September 30, 2021		December 31, 2021	2020	
<b>Crude oil and gas procurement</b>						
Cost of crude oil and gas procured (RUB billion) <sup>2</sup>	<b>468</b>	<b>370</b>	<b>26.5%</b>	<b>1,434</b>	<b>527</b>	<b>&gt;100%</b>
including Domestic market	336	257	30.7%	995	244	>100%
International market	132	113	16.8%	439	283	55.1%
Volume of crude oil procured (millions of barrels)	95.3	83.5	14.1%	325.9	244.8	33.1%
including Domestic market	69.5	60.2	15.4%	230.3	102.6	>100%
International market	25.8	23.3	10.7%	95.6	142.2	(32.8)%
Volume of gas procured (bcm)	4.63	2.64	75.4%	16.24	10.43	55.7%
<b>Petroleum products procurement</b>						
Cost of petroleum products procured (RUB billion) <sup>3</sup>	<b>25</b>	<b>25</b>	—	<b>92</b>	<b>118</b>	<b>(22.0)%</b>
Volume of petroleum products procured (millions of tonnes)	0.45	0.50	(10.0)%	1.85	3.06	(39.5)%
<b>Crude oil, gas and petroleum products refining services</b>						
Cost of refining of crude oil, gas and petroleum products under processing agreements (RUB billion)	<b>6.4</b>	<b>6.7</b>	<b>(4.5)%</b>	<b>27.3</b>	<b>30.1</b>	<b>(9.3)%</b>
Volumes of crude oil and petroleum products produced under processing agreements (millions of tonnes)	2.0	2.0	—	7.7	7.9	(2.5)%
Volumes of gas produced under processing agreements (bcm)	2.5	2.6	(3.8)%	10.0	10.1	(1.0)%
<b>Cost of purchase of goods for retail</b>	<b>4.9</b>	<b>5.4</b>	<b>(9.3)%</b>	<b>18.8</b>	<b>16.2</b>	<b>16.0%</b>
<b>Total cost of procured oil, gas and petroleum products, goods for retail and refining costs (RUB billion)</b>	<b>504</b>	<b>407</b>	<b>23.8%</b>	<b>1,572</b>	<b>691</b>	<b>&gt;100%</b>

<sup>1</sup>Cost of purchases under IFRS consolidated financial statements (net of intercompany turnover).

<sup>2</sup>Including costs of Upstream segment in the amount of RUB 8 billion in the fourth quarter of 2021 and RUB 4 billion in the third quarter; RUB 25 billion and RUB 13 billion in 2021 and 2020, respectively.

<sup>3</sup>Average procurement price of petroleum products purchased from third parties may be higher than the average selling price of petroleum products due to differences in the mix of procured and sold petroleum products.

### Crude oil procurement

Rosneft purchases crude oil on international and domestic markets from joint ventures, associates and third parties for refining and for exports. The structure of crude oil purchases is set in the table below:

	For 3 months ended		% change	For 12 months ended		% change
	December 31, 2021	September 30, 2021		2021	2020	
	mln barrels	mln barrels				
International market	25.8	23.3	10.7%	95.6	142.2	(32.8)%
Udmurtneft	10.6	8.8	20.5%	29.8	19.1	56.0%
Slavneft	10.8	9.6	12.5%	36.0	38.4	(6.3)%
Messoyahaneftegaz	4.9	5.0	(2.0)%	19.8	20.5	(3.4)%
NNK Group	39.4	28.7	37.3%	119.8	—	—
Others	3.8	8.1	(53.1)%	24.9	24.6	1.2%
<b>Total</b>	<b>95.3</b>	<b>83.5</b>	<b>14.1%</b>	<b>325.9</b>	<b>244.8</b>	<b>33.1%</b>

In the fourth quarter of 2021 volumes of the crude oil procured outside the Russian Federation amounted to 25.8 mln barrels, which is 10.7% higher compared to the third quarter of 2021.

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Rosneft performs oil swap operations in order to optimize transportation costs of deliveries to refineries. Revenues and costs related to these operations are presented on a net basis in the “Transportation Costs and Other Commercial Expenses” line of the consolidated statement of profit or loss.

The volume of swaps was 3.5 mln barrels in the fourth quarter of 2021 and 2.8 mln barrels in the third quarter of 2021, and 11.4 mln barrels and 16.9 mln barrels in the twelve months of 2021 and 2020, respectively.

### **Petroleum products procurement**

Petroleum products from third parties are primarily procured to cover current needs of Rosneft's retail subsidiaries. Procurement of petroleum products is exposed to seasonal fluctuations in volumes and mix. Procurement prices may vary significantly depending on regional markets. Petroleum products outside Russia are procured primarily for sale on the international markets.

The table below sets forth Rosneft's costs, volumes and average prices per tonne of petroleum products procured from third parties in the fourth and third quarters of 2021:

	For 3 months ended						% change	
	December 31, 2021			September 30, 2021				
	RUB billion	mln tonnes	th. RUB/tonne <sup>1</sup>	RUB billion	mln tonnes	th. RUB/tonne <sup>1</sup>		
<b>Petroleum products procurement in Russia</b>								
	<b>14</b>	<b>0.28</b>		<b>13</b>	<b>0.27</b>		<b>7.7%</b>	<b>3.7%</b>
High octane gasoline	6	0.11	49.1	7	0.14	48.9	(14.3)%	(21.4)%
Diesel	5	0.10	53.2	3	0.06	50.9	66.7%	66.7%
Others	3	0.07		3	0.07		—	—
<b>Petroleum products and petrochemicals procured outside Russia</b>	<b>11</b>	<b>0.17</b>	<b>65.8</b>	<b>12</b>	<b>0.23</b>	<b>57.2</b>	<b>(8.3)%</b>	<b>(26.1)%</b>
<b>Total</b>	<b>25</b>	<b>0.45</b>		<b>25</b>	<b>0.50</b>		<b>—</b>	<b>(10.0)%</b>

<sup>1</sup>Calculated based on unrounded data.

The table below sets forth Rosneft's costs, volumes and average prices per tonne of petroleum products procured from third parties in the twelve months of 2021 and 2020, respectively:

	For 12 months ended December 31,						% change	
	2021			2020				
	RUB billion	mln tonnes	th. RUB/tonne <sup>1</sup>	RUB billion	mln tonnes	th. RUB/tonne <sup>1</sup>		
<b>Petroleum products procurement in Russia</b>								
	<b>44</b>	<b>0.95</b>		<b>26</b>	<b>0.71</b>		<b>69.2%</b>	<b>33.8%</b>
High octane gasoline	19	0.38	48.4	10	0.23	44.4	90.0%	65.2%
Diesel	15	0.31	49.6	13	0.28	42.3	15.4%	10.7%
Others	10	0.26		3	0.20		>100%	30.0%
<b>Petroleum products and petrochemicals procured outside Russia</b>	<b>48</b>	<b>0.90</b>	<b>53.9</b>	<b>92</b>	<b>2.35</b>	<b>36.2</b>	<b>(47.8)%</b>	<b>(61.7)%</b>
<b>Total</b>	<b>92</b>	<b>1.85</b>		<b>118</b>	<b>3.06</b>		<b>(22.0)%</b>	<b>(39.5)%</b>

<sup>1</sup>Calculated based on unrounded data.

Average purchase prices may be different from average sale prices depending on different regional structure of purchases and mix structure of the petroleum products.

### *Crude oil and gas processing, petroleum products processing*

Associated petroleum gas sales to PJSC “Sibur” and purchases of dry stripped gas from PJSC “Sibur” are presented on a net basis in the Company's financial statements in processing costs in the amount of RUB 2.0 billion in the fourth quarter of 2021, RUB 2.2 billion in the third quarter of 2021, and RUB 10.8 billion and RUB 14.3 billion in the twelve months of 2021 and 2020, respectively.

## Transportation Costs and Other Commercial Expenses

Transportation costs are costs incurred by Rosneft to transport crude oil for refining and to end customers and to deliver petroleum products from refineries to end customers (these may include pipeline tariffs and railroad tariffs, handling costs, port fees, sea freight and other costs) and also costs to transport gas via gas pipeline system.

Increase in transportation costs of 1.9% in the fourth quarter of 2021 compared with the third quarter of 2021 was mainly due to seasonal factor and delivery structure.

The table below sets forth the transportation costs in the fourth quarter of 2021 and in the third quarter of 2021, respectively<sup>1</sup>:

	For 3 months ended				% change	
	December 31, 2021		September 30, 2021			
	Cost, bln RUB	Volume (mln tonnes, bcm)	Cost, bln RUB	Volume (mln tonnes, bcm)	Cost	Volume
<b>CRUDE OIL</b>						
Transportation costs in the international sales	68.0	30.0	63.0	26.9	7.9%	11.3%
<i>including "Pipeline costs"</i>	67.5	28.7	62.6	26.0	7.8%	10.4%
Transportation to refineries	27.6	24.5	28.7	25.2	(3.8)%	(2.8)%
<i>including "Pipeline costs"</i>	25.9	23.5	26.5	24.1	(2.3)%	(2.5)%
<b>PETROLEUM PRODUCTS</b>						
Transportation costs in the international sales	38.7	14.1	37.3	15.1	3.8%	(6.6)%
<i>including "Railroad and mixed"</i>	36.6	11.7	35.5	11.8	3.1%	(0.8)%
Gas						
<i>"Pipeline costs"</i> <sup>2</sup>	11.2	9.3	12.3	10.0	(8.9)%	(7.0)%
Other transportation costs <sup>3</sup>	18.5		19.8		(6.6)%	
<b>Total</b>	<b>164</b>		<b>161</b>		<b>1.9%</b>	

<sup>1</sup>Calculated based on unrounded data.

<sup>2</sup>Part of gas volumes was dispatched on terms where Rosneft does not bear transportation expenses.

<sup>3</sup>Other transportation expenses include cost of railroad transportation of petroleum products from refineries to tank farms and road transportation from tank farms to fuel filling stations.

The table below sets forth the transportation costs in the twelve months of 2021 and 2020, respectively<sup>1</sup>:

	For 12 months ended				% change	
	December 31, 2021		December 31, 2020			
	Cost, bln RUB	Volume (mln tonnes, bcm)	Cost, bln RUB	Volume (mln tonnes, bcm)	Cost	Volume
<b>CRUDE OIL</b>						
Transportation costs in the international sales	248.8	108.4	238.2	104.6	4.5%	3.6%
<i>including "Pipeline costs"</i>	245.0	103.3	233.0	101.2	5.2%	2.1%
Transportation to refineries	112.6	99.4	101.3	98.2	11.2%	1.2%
<i>including "Pipeline costs"</i>	106.4	95.8	96.5	95.0	10.3%	0.8%
<b>PETROLEUM PRODUCTS</b>						
Transportation costs in the international sales	161.4	60.9	163.0	59.9	(1.0)%	1.7%
<i>including "Railroad and mixed"</i>	149.2	47.2	147.4	44.7	1.2%	5.6%
Gas						
<i>"Pipeline costs"</i> <sup>2</sup>	44.5	36.9	36.7	32.2	21.3%	14.6%
Freight and other commercial expenses	—	—	48.7	15.4	—	—
Other transportation costs <sup>3</sup>	72.8		73.9		(1.5)%	
<b>Total</b>	<b>640</b>		<b>662</b>		<b>(3.3)%</b>	

<sup>1</sup>Calculated based on unrounded data.

<sup>2</sup>Part of gas volumes was dispatched on terms where Rosneft does not bear transportation expenses.

<sup>3</sup>Other transportation expenses include cost of railroad transportation of petroleum products from refineries to tank farms and road transportation from tank farms to fuel filling stations.

Decrease in transportation costs in the twelve months of 2021 compared with the same period of 2020 was due to change in the basis of product delivery and transportation routes.

## Excise Taxes

In the fourth quarter of 2021 there was a significant growth in “reverse excise tax” due to rise in the world prices for gasoline and diesel fuel.

Accrued excise tax in the fourth quarter of 2021 was RUB 131 billion compared with accrued excise tax of RUB 143 billion in the third quarter of 2021. “Reverse excise tax” in the fourth quarter of 2021 was RUB 174 billion compared with “reverse excise tax” of RUB 146 billion in the third quarter of 2021. The decrease in accrued excise tax is mainly due to lower production of petroleum products in the fourth quarter of 2021.

## Export Customs Duties

Export customs duties include crude oil and petroleum products export customs duties. Export customs duty rates are presented above under “Macroeconomic Factors Affecting the Results of Operations – MET, Export Duties and Excise Taxes” and more information on export duty taxation is provided further in the Attachment 2 “Taxation”.

The following table sets forth Rosneft's export customs duties for the periods analyzed:

	For 3 months ended		% change	For 12 months ended December 31,		% change
	December 31, 2021	September 30, 2021		2021	2020	
<b>RUB billion, except %</b>						
Export customs duty for crude oil	103	85	21.2%	322	252	27.8%
Export customs duty for petroleum products	42	40	5.0%	146	112	30.4%
Effect of export customs duty benefit of 2019 <sup>1</sup>	(5)	—	—	(5)	(30)	(83.3)%
<b>Total export customs duty</b>	<b>140</b>	<b>125</b>	<b>12.0%</b>	<b>463</b>	<b>334</b>	<b>38.6%</b>

<sup>1</sup>The one-off effect of applying the benefit related to 2019 is associated with the exemption from payment of export customs duties for export deliveries of oil produced in fields where the excess profit tax regime is in effect since 2019, due to the adoption of Federal law No. 24-FZ of 18.02.2020.

Export customs duty increased in the fourth quarter of 2021 compared with the third quarter of 2021 due to the higher enacted export customs duty rates driven by the Urals price increase and higher exports volumes of crude oil.

The change in export customs duties in the twelve months of 2021 compared with the twelve months of 2020 is a result of higher export customs duty rates due to Urals price rise.

The following table sets forth certain information about the export customs duty on crude oil:

	For 3 months ended		% change <sup>1</sup>	For 12 months ended December 31,		% change <sup>1</sup>
	December 31, 2021	September 30, 2021		2021	2020	
<b>th. RUB per tonne, except %</b>						
Enacted export customs duty on crude oil	5.12	4.75	7.9%	4.35	3.27	33.1%
Actual customs duty on crude oil exports <sup>2</sup>	4.11 <sup>3</sup>	3.75	9.7%	3.58 <sup>3</sup>	2.76 <sup>3</sup>	29.6%

<sup>1</sup>Estimated from unrounded data.

<sup>2</sup>The deviation of average actual export customs duty from the enacted one is caused by irregular monthly export volume due to differing export customs duty rates, and by application of tariff exemptions and special formulas of calculation of the export customs duty rates (“preferential” rates) according to provisions of Art. 3.1 and Art. 35 of the Act of the Russian Federation “On the customs tariff”.

<sup>3</sup>Excluding the one-off effect of the benefit related to 2019.

## “Corporate and others” segment operating results

Segment includes corporate services activities and other operations.

	For 3 months ended		% change	For 12 months ended December 31,		% change
	December 31, 2021	September 30, 2021		2021	2020	
<b>Financial results, RUB billion</b>						
EBITDA	(5)	(10)	50.0%	(59)	(42)	(40.5)%
Capital expenditures <sup>1</sup>	14	4	>100%	29	26	11.5%

<sup>1</sup>Ref. to section “Capital expenditures”.

## Separate indicators of the consolidated financial statements

### Costs and Expenses

#### General and Administrative Expenses

General and administrative expenses include wages, salaries and social benefits (except for wages and social benefits of technical staff of production and refining entities), banking commissions, third-party fees for professional services, insurance expenses (except for insurance of oil and gas production and refining entities), maintenance of social infrastructure, lease expenses, changes in loss allowance for expected credit losses and other general expenses.

General and administrative expenses, net of the allowance for expected credit losses, were RUB 32.3 billion in the fourth quarter of 2021 and RUB 32.5 billion in the third quarter of 2021.

In the twelve months of 2021 general and administrative expenses, net of the allowance for expected credit losses amounted to RUB 146.7 billion.

#### Depreciation, Depletion and Amortization

Depreciation, depletion and amortization include depreciation of crude oil and gas producing assets and other production and corporate assets.

In the fourth quarter of 2021 DDA amounted to RUB 179 billion, increase of 4.7% (increase is mainly related to oil equipment) if compared with the third quarter of 2021 (DDA was RUB 171 billion). The growth is mainly due to the higher volume of commissioning of fixed assets.

In 2021 DDA increased by 0.8% to RUB 668 billion, if compared with the same period of 2020 (DDA was RUB 663 billion).

#### Taxes Other than Income Tax

Taxes other than income tax include the mineral extraction tax, excess profit tax, the excise tax, the property tax and other taxes. The basis for calculation of mineral extraction and excess profit taxes is set in the section "Taxation" in the Attachment 2.

The following table sets forth Rosneft's taxes other than income tax for the periods:

	For 3 months ended		% change	For 12 months ended December 31,		% change
	December 31, 2021	September 30, 2021		2021	2020	
Mineral extraction tax	665	601	10.6%	2,250	1,315	71.1%
Excess profit tax	187	181	3.3%	649	90	>100%
Excise tax	(43)	(3)	>100%	39	583	(93.3)%
<i>including accrued excise tax</i>	131	143	(8.4)%	524	503	4.2%
<i>including "reverse excise tax"</i>	(174)	(146)	19.2%	(485)	80	–
Insurance contributions	20	20	–	86	85	1.2%
Property tax	9	11	(18.2)%	41	40	2.5%
Other taxes, interest, penalties and other payments to budget	11	11	–	38	8	>100%
<i>including CO2 emissions tax</i>	8	8	–	29	1	>100%
<b>Total taxes other than income tax</b>	<b>849</b>	<b>821</b>	<b>3.4%</b>	<b>3,103</b>	<b>2,121</b>	<b>46.3%</b>

Taxes other than income tax in the fourth quarter of 2021 compared with the third quarter of 2021 increased by 3.4%. The growth was due to the increase in MET and excess profit tax driven by higher "Urals" price. An increase in the mineral extraction tax and excess profit tax was partially offset by a reduction of excise tax driven by change of "reverse excise tax".

#### Finance Income and Expenses

In the fourth quarter of 2021, net finance expenses were RUB 29 billion compared with RUB 17 billion in the third quarter of 2021. The net increase was caused by revaluation of the fair value of derivative financial instruments and financial assets measured at fair value through profit or loss.

In the twelve months of 2021 and 2020, net finance expenses were RUB 100 billion and RUB 125 billion, respectively.

## **Other Income and Expenses**

In the fourth quarter of 2021, other income amounted to RUB 6 billion compared with RUB 16 billion in the third quarter of 2021. Other income was RUB 34 billion and RUB 518 billion in the twelve months of 2021 and 2020, respectively.

Other expenses include assets impairment, effect of fixed assets disposal in the course of operating activities and other expenses. In the fourth quarter of 2021 other expenses were RUB 116 billion compared with RUB 20 billion for the third quarter of 2021. The impairment in refinery segment and exploration and production segment was recognized in the consolidated profit or loss statement in the fourth quarter of 2021. Other expenses were RUB 188 billion and RUB 463 billion for the twelve months of 2021 and 2020, respectively.

## **Foreign Exchange Differences**

Foreign exchange effects are mostly attributable to monthly revaluation of assets and liabilities denominated in foreign currency at the exchange rate at the end of the period.

Expenses from foreign exchange effects were RUB 26 billion in the fourth quarter of 2021 compared with the income of RUB 10 billion in the third quarter of 2021. In the twelve months of 2021 the income from foreign exchange effect was RUB 2 billion compared to significant expenses from foreign exchange effects of RUB 163 billion in the twelve months of 2020 driven by RUR depreciation in the first quarter of 2020.

Capitalized exchange differences resulting from foreign currency borrowings used for capital construction projects and the acquisition of property, plants and equipment were RUB 30 billion and RUB 31 billion in the twelve months of 2021 and 2020, respectively.

## **Income Tax**

The following table sets forth the Company's effective income tax rate under IFRS for the periods analysed:

	<b>For 3 months ended</b>		<b>For 12 months ended December 31,</b>	
	<b>December 31, 2021</b>	<b>September 30, 2021</b>	<b>2021</b>	<b>2020</b>
Effective rate of income tax (IFRS)	22.4%	16.7%	19.2%	22.2% <sup>1</sup>

<sup>1</sup> Adjusted for one-off effect of the recognition of income from acquisition of assets of Taimyrneftegaz Group.

The Company applies the provisions of IAS 12 "Income taxes" to determine income tax in the consolidated profit or loss statement. The effective income tax rate for reported periods differs from the statutory rate of 20% because of differences in recognition of expenses and income for IFRS and tax purposes and due to application of tax relief.

## **Net Income**

In the fourth quarter of 2021, net income was RUB 236 billion (RUB 187 billion of income attributable to Rosneft shareholders) in comparison with the income of RUB 345 billion (RUB 314 billion of income attributable to Rosneft shareholders) in the third quarter of 2021.

The significant increase in net income (up to RUB 883 billion attributable to Rosneft shareholders) in 2021 was mainly driven by higher operating income and lower negative impact of non-monetary factors. In 2020 net income amounted to RUB 166 billion (RUB 132 billion attributable to Rosneft shareholders).

## Liquidity and Capital Resources

### Cash Flows

The principal items of the statement of cash flows for the periods analysed are as follows:

	For 3 months ended		% change	For 12 months ended		% change
	December 31, 2021	September 30, 2021		December 31, 2021	2020	
<b>RUB billion</b>						
Net cash provided by operating activities	236	477	(50.5)%	1,166	1,745	(33.2)%
Net cash used in investing activities	(406)	(483)	(15.9)%	(1,298)	(1,694)	(23.4)%
Net cash (used in)/provided by financing activities	(70)	374	–	(19)	530	–

#### Net cash provided by operating activities

Net cash provided by operating activity for the analysed periods is presented in the table below:

	For 3 months ended		% change	For 12 months ended		% change
	December 31, 2021	September 30, 2021		December 31, 2021	2020	
<b>RUB billion</b>						
<b>Net cash provided by operating activity</b>	236	477	(50.5)%	1,166	1,745	(33.2)%
<i>Offset of prepayments received under long term supply contracts at average ex. rate</i>	149	121	23.1%	515	448	15.0%
<i>Offset of other financial liabilities</i>	31	31	–	143	160	(10.6)%
<i>Interest expense for prepayments under long term oil and petroleum products supply contracts<sup>1</sup></i>	10	11	(9.1)%	45	42	7.1%
<i>Proceeds under the long term oil and oil products supply contracts</i>	–	–	–	–	(1,004)	–
<i>Financing of future deliveries under the long term oil and oil products supply contracts</i>	74	16	>100%	182	12	>100%
<i>Net decrease/(increase) in assets and liabilities of subsidiary bank</i>	24	(54)	–	42	(193)	–
<b>Adjusted net cash provided by operating activity</b>	<b>524</b>	<b>602</b>	<b>(13.0)%</b>	<b>2,093</b>	<b>1,210</b>	<b>73.0%</b>

<sup>1</sup>Free cash flow estimation includes interest expenses on the prepayment on long-term oil and petroleum products supply agreements. Interest expenses on the prepayment on long-term oil and petroleum products supply agreements are composed of interests accrued for the reporting period and offset against crude oil supply under the contracts in the amount of RUB 9 billion and interests paid of RUB 1 billion in the fourth quarter of 2021, offsetting of RUB 10 billion and interests paid of RUB 1 billion in the third quarter of 2021; offsetting of 41 RUB billion and interests paid of RUB 4 billion in the twelve months of 2021, and offsetting of RUB 28 billion and interests paid of RUB 14 billion in the twelve months of 2020.

#### Net cash used in investing activity

In the fourth quarter of 2021 the Company's cash flow used in investing activity was RUB 406 billion; the slight decrease if compared to the third quarter of 2021 was due to settlement of cash consideration payable in the context of the acquisition of assets in 2020 and acquisition of short-term financial assets in the third quarter of 2021.

In terms of higher capital expenditure (+33.6% y-o-y) the decrease in the cash flow used in investing activity compared to the twelve months of 2020 was due to the acquisition of assets in 2020.

#### Net cash (used in)/provided by in financing activities

The increase in cash used in financial activities in the fourth quarter of 2021 compared to the third quarter of 2021 was due to dividends settlement in the fourth quarter of 2021. In the third quarter of 2021, the net increase in cash provided by financial activities was caused by a change in the volume of external financing attracted and scheduled repayments and proceeds from sale on non-controlling share in subsidiary.

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## Capital Expenditures

The table below sets forth Rosneft's capital expenditures by operating segments and license acquisition costs:

	For 3 months ended		% change	For 12 months ended December 31,		% change		
	December 31, September 30,			2021	2021 2020			
	RUB billion	RUB billion		2020				
RN-Yuganskneftegaz	101	60	68.3%	278	161	72.7%		
Vostok Oil project <sup>1</sup>	74	35	>100%	231	64	>100%		
Samotlorneftegaz	32	23	39.1%	90	67	34.3%		
Bashneft-Dobycha	11	10	10.0%	34	28	21.4%		
Orenburgneft	9	6	50.0%	27	26	3.8%		
Samaraneftegaz	6	8	(25.0)%	23	20	15.0%		
RN-Purneftegaz <sup>2</sup>	10	7	42.9%	29	22	31.8%		
Vostsibneftegaz	11	5	>100%	25	23	8.7%		
RN-Uvatneftegaz	11	6	83.3%	32	25	28.0%		
RN-Nyaganneftegaz	9	5	80.0%	22	23	(4.3)%		
Rospan International	7	5	40.0%	19	16	18.8%		
Taas-Yuryakh Neftegazodobycha	9	4	>100%	20	17	17.6%		
Kharampurneftegaz	3	4	(25.0)%	14	11	27.3%		
Tyumenneftegaz	4	4	—	12	14	(14.3)%		
Kondaneft	4	3	33.3%	11	16	(31.3)%		
Verkhnechonskneftegaz	3	3	—	10	18	(44.4)%		
Bashneft-Polyus	2	1	100.0%	9	22	(59.1)%		
Upstream projects (Sakhalin-1)	2	2	—	7	9	(22.2)%		
Sorovskneft	2	1	100.0%	6	8	(25.0)%		
Upstream projects (Zohr)	2	2	—	6	15	(60.0)%		
Sibneftegaz	1	1	—	4	4	—		
Tomskneft VNK <sup>3</sup>	—	1	—	2	7	(71.4)%		
Other <sup>4</sup>	16	9	77.8%	51	93	(45.2)%		
Government grants	(6)	—	—	(6)	(3)	100.0%		
<b>Total upstream segment</b>	<b>323</b>	<b>205</b>	<b>57.6%</b>	<b>956</b>	<b>706</b>	<b>35.4%</b>		
Novokuibyshevsk refinery	2	2	—	6	6	—		
Bashneft refineries	1	1	—	4	5	(20.0)%		
Achinsk refinery	1	1	—	4	2	100.0%		
Syzran refinery	2	—	—	4	3	33.3%		
Kuibyshev refinery	1	1	—	3	2	50.0%		
Angarsk refinery	—	1	—	3	2	50.0%		
Komsomolsk refinery	2	1	100.0%	5	3	66.7%		
Tuapse refinery	3	1	>100.0%	5	5	—		
Ryazan refinery	1	1	—	3	2	50.0%		
Saratov refinery	—	1	—	1	1	—		
Other refineries	4	5	(20.0)%	13	13	—		
Marketing Business Units and others	6	3	100.0%	13	9	44.4%		
<b>Total downstream segment</b>	<b>23</b>	<b>18</b>	<b>27.8%</b>	<b>64</b>	<b>53</b>	<b>20.8%</b>		
<b>Total other activities</b>	<b>14</b>	<b>4</b>	<b>&gt;100.0%</b>	<b>29</b>	<b>26</b>	<b>11.5%</b>		
<b>Total capital expenditures</b>	<b>360</b>	<b>227</b>	<b>58.6%</b>	<b>1,049</b>	<b>785</b>	<b>33.6%</b>		
Acquisition of licenses	4	18	(77.8)%	30	4	>100.0%		
Return of advances for participation in auctions	(3)	—	—	(6)	—	—		

<sup>1</sup> Including Vankor projects.

<sup>2</sup> Including Sevkomneftegaz.

<sup>3</sup> The disposal of unit was in third quarter 2021.

<sup>4</sup> Including capital expenditures of RN-Severnaya Neft and Varyeganneftegaz (disposed at the end of 2020) of RUB 7 bln and RUB 19 bln in the twelve months of 2020, respectively.

Capital expenditures in the twelve months of 2021 amounted to RUB 1,049 billion. The growth by 33.6% in the twelve months of 2021 compared with the same period of 2020 was mainly due to the planned development phase of the "Vostok Oil" project and the implementation of the production program on the Company's assets.

Capital expenditures of other activities are mainly related to scheduled purchases of IT equipment, transport and other equipment assets.

The license acquisition costs of RUB 24 billion in the twelve months of 2021 referred to the acquisition of new licenses for research, exploration and production mainly in Yamalo-Nenets Autonomous District, the Krasnoyarsk Territory, Samara region, and the Republic of Sakha (Yakutia).

### **Financial liabilities and liquid funds**

Financial liabilities and liquid funds detailed by currencies are set in the table below<sup>1</sup>:

As of the date	currency in bln											
	December 31, 2021				September 30, 2021				December 31, 2020			
	USD	RUB	Euro	Other (RUB equivalent)	USD	RUB	Euro	Other (RUB equivalent)	USD	RUB	Euro	Other (RUB equivalent)
Financial liabilities	(21.4)	(2,496)	(7.4)	(0.8)	(25.2)	(2,471)	(2.3)	(0.8)	(24.2)	(2,485)	(3.7)	(1.0)
Liquid funds	8.2	689	4.4	2.2	13.0	592	4.2	2.1	13.6	599	1.2	2.5
<b>Net financial liabilities</b>	<b>(13.2)</b>	<b>(1,807)</b>	<b>(3.0)</b>	<b>1.4</b>	<b>(12.2)</b>	<b>(1,879)</b>	<b>1.9</b>	<b>1.3</b>	<b>(10.6)</b>	<b>(1,866)</b>	<b>(2.5)</b>	<b>1.5</b>

<sup>1</sup>Calculated based on unrounded data.

The level of financial assets and liquid funds, which generate additional yield to fulfil the Company's commitments, remained at the point which strongly secured the Company's high financial stability.

## Key consolidated financial highlights (in RUB terms)

Rosneft monitors and evaluates its activities on an ongoing basis. Key financial ratios are set forth below:

	For 3 months ended		For 12 months ended December 31,	
	December 31, 2021	September 30, 2021	2021	2020
EBITDA margin	26.4%	27.0%	26.1%	20.4%
Net income margin attributable to Rosneft shareholders	7.4%	13.5%	10.1%	2.3%
Current ratio	0.96	1.01	0.96	0.94
			RUB/bbl	
EBITDA/bbl <sup>1</sup>	1,877	1,792	1,672	808
Upstream capital expenditures/bbl	941	595	713	493
Upstream operating expenses/bbl	258	249	250	249
Free cash flow/bbl	478	1,089	779	297
			RUB/boe	
EBITDA/boe <sup>1</sup>	1,468	1,405	1,315	648
Upstream capital expenditures/boe	736	467	561	395
Upstream operating expenses/boe	202	195	196	200
Free cash flow/boe	374	854	612	238

<sup>1</sup>The effect of income from associates and joint ventures is excluded for calculation.

The Company considers EBITDA/bbl, Upstream operating expenses/bbl, Upstream operating expenses/boe and the related indicators as important measures of its operating performance. In addition, these measures are frequently used by financial analysts, investors and other interested parties in the evaluation of oil and gas companies. These measures have limitations as analytical tools and should not be considered in isolation, or as a substitute for analysis of the Company's operating results as reported under IFRS.

The following tables set forth relevant numbers relating to these measures for the periods and as of the dates indicated:

### Upstream Measures\*

	For 3 months ended		For 12 months ended December 31,	
	December 31, 2021	September 30, 2021	2021	2020
Liquids production (mln bbl)	343.1	344.3	1,340.9	1,431.9
Hydrocarbon production (mln boe)	438.8	439.0	1,705.5	1,786.3

\*Excluding share in production of associates and joint ventures.

### Calculation of EBITDA

	For 3 months ended		For 12 months ended December 31,	
	December 31, 2021	September 30, 2021	2021	2020
RUB billion				
Revenues and equity share in profits of associates and joint ventures	2,537	2,320	8,761	5,757
Effect of prepayments offsetting	27	41	153	157
Costs and expenses	(2,068)	(1,895)	(7,257)	(5,379)
Depreciation, depletion and amortization	179	171	668	663
<b>EBITDA</b>	<b>675</b>	<b>637</b>	<b>2,325</b>	<b>1,198</b>
<i>Expenses associated with COVID-19</i>	<i>1</i>	<i>1</i>	<i>5</i>	<i>11</i>
<b>EBITDA adjusted</b>	<b>676</b>	<b>638</b>	<b>2,330</b>	<b>1,209</b>

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**Calculation of Free Cash Flow**

	For 3 months ended		For 12 months ended December 31,	
	December 31, 2021	September 30, 2021	2021	2020
	RUB billion			
Operating cash flow	236	477	1,166	1,745
Capital expenditures	(360)	(227)	(1,049)	(785)
Offset of prepayments under long-term supply agreements <sup>1</sup>	149	121	515	448
Offset of other financial liabilities	31	31	143	160
Interest expense on prepayments under long-term supply agreements <sup>2</sup>	10	11	45	42
Financing of future deliveries	74	16	182	12
Proceeds under the long term oil and oil products supply contracts	—	—	—	(1,004)
Net decrease /(increase) in assets and liabilities of subsidiary banks	24	(54)	42	(193)
<b>Free cash flow (RUB equivalent)</b>	<b>164</b>	<b>375</b>	<b>1,044</b>	<b>425</b>

<sup>1</sup> Based on average exchange rates during the reporting periods (monthly basis).

<sup>2</sup> Free cash flow estimation includes interest expenses on the prepayment on long-term oil and petroleum products supply agreements.

**Calculation of EBITDA Margin**

	For 3 months ended		For 12 months ended December 31,	
	December 31 2021	September 30, 2021	2021	2020
	RUB billion (except %)			
<b>EBITDA<sup>1</sup></b>	<b>676</b>	<b>638</b>	<b>2,330</b>	<b>1,209</b>
Revenues and equity share in profits of associates and joint ventures	2,537	2,320	8,761	5,757
Effect of prepayments offsetting	27	41	153	157
Adjusted revenues	2,564	2,361	8,914	5,914
<b>EBITDA margin</b>	<b>26.4%</b>	<b>27.0%</b>	<b>26.1%</b>	<b>20.4%</b>

<sup>1</sup> EBITDA is adjusted for costs associated with COVID-19 starting from the second quarter of 2020.

**Calculation of Net Income Margin attributable to Rosneft shareholders**

	For 3 months ended		For 12 months ended December 31,	
	December 31, 2021	September 30, 2021	2021	2020
	RUB billion (except %)			
<b>Net income attributable to Rosneft shareholders</b>	<b>187</b>	<b>314</b>	<b>883</b>	<b>132<sup>1</sup></b>
Revenues and equity share in profits of associates and joint ventures	2,537	2,320	8,761	5,757
<b>Net income margin</b>	<b>7.4%</b>	<b>13.5%</b>	<b>10.1%</b>	<b>2.3%</b>

<sup>1</sup> Net income is restated to reflect the effects of finalized purchase price allocation of 2020 acquisitions.

**Calculation of Current ratio**

As of the date	December 31, 2021	September 30, 2021	December 31, 2020
	RUB billion (except ratios)		
Current assets	3,535	3,685	2,921
Current liabilities	3,683	3,640	3,109
<b>Current ratio</b>	<b>0.96</b>	<b>1.01</b>	<b>0.94</b>

**Calculation of Return on Average Capital Employed (ROACE)**

	<b>For 12 months ended December 31,</b>	
	<b>2021</b>	<b>2020</b>
	<b>RUB billion (except %)</b>	
Revenue and equity share in profits of associates and joint ventures	8,761	5,757
Total costs and expenses	(7,257)	(5,379)
Effect of prepayments offsetting	153	157
Effect of expenses associated with COVID-19	5	11
Income tax expense	(240)	19
<b>Return used for the calculation of ROACE</b>	<b>1,422</b>	<b>565</b>
Average capital employed	8,827	8,231
<b>ROACE</b>	<b>16.1%</b>	<b>6.9%</b>

**Calculation of Return on Average Equity (ROAE)**

	<b>For 12 months ended December 31,</b>	
	<b>2021</b>	<b>2020</b>
	<b>RUB billion (except %)</b>	
Net income attributable to Rosneft shareholders	883	132
Average equity, including non-controlling interests	5,932	4,813
<b>ROAE</b>	<b>14.9%</b>	<b>2.7%</b>

## Consolidated financial highlights in USD terms

### Consolidated statement of profit or loss

	For 3 months ended		For 12 months ended December 31,	
	December 31, 2021	September 30, 2021	2021	2020
	USD billion*			
<b>Total revenues and equity share in profits of associates and joint ventures</b>	<b>35.2</b>	<b>32.2</b>	<b>121.1</b>	<b>83.1</b>
<b>Costs and expenses</b>				
Production and operating expenses	2.7	2.4	8.9	10.5
Cost of purchased oil, gas, petroleum products, goods for retail and refining costs	7.0	5.5	21.4	9.9
General and administrative expenses	0.4	0.6	2.0	1.8
Transportation costs and other commercial expenses	2.3	2.2	8.7	9.3
Exploration expenses	—	—	0.1	0.2
Depreciation, depletion and amortization	2.5	2.3	9.1	9.3
Taxes other than income tax	11.7	11.1	42.1	29.7
Export customs duty	1.9	1.7	6.3	4.7
<b>Total costs and expenses</b>	<b>28.5</b>	<b>25.8</b>	<b>98.6</b>	<b>75.4</b>
<b>Operating income</b>	<b>6.7</b>	<b>6.4</b>	<b>22.5</b>	<b>7.7</b>
Finance income	0.5	0.5	1.8	1.3
Finance expenses	(0.9)	(0.7)	(3.1)	(3.0)
Other income	0.1	0.2	0.5	7.0
Other expenses	(1.6)	(0.3)	(2.6)	(6.3)
Foreign exchange differences	(0.6)	(0.5)	(2.1)	(4.4)
<b>Income before income tax</b>	<b>4.2</b>	<b>5.6</b>	<b>17.0</b>	<b>2.3</b>
Income tax (expense)/benefit	(1.0)	(0.9)	(3.3)	0.2
<b>Net income</b>	<b>3.2</b>	<b>4.7</b>	<b>13.7</b>	<b>2.5</b>
<b>Net income attributable to Rosneft shareholders</b>	<b>2.5</b>	<b>4.3</b>	<b>11.9</b>	<b>2.0</b>

\*Calculated using average monthly USD exchange rates based on the Central Bank of Russia data for the reporting period (Attachment 4).

### Key consolidated financial highlights (in USD terms)

Key financial ratios in USD equivalent for the periods indicated are set forth below:

	For 3 months ended		For 12 months ended December 31,	
	December 31, 2021	September 30, 2021	2021	2020
	USD/bbl*			
EBITDA margin	26.4%	27.0%	26.2%	20.7%
Net income margin attributable to Rosneft shareholders	7.1%	13.4%	9.8%	2.4%
Current ratio	0.96	1.01	0.96	0.94
USD/boe				
EBITDA/bbl	25.8	24.4	22.7	11.5
Upstream capital expenditures/bbl	12.9	8.1	9.7	6.8
Upstream operating expenses/bbl	3.6	3.4	3.4	3.5
Free cash flow/bbl	6.7	14.8	10.7	4.3
USD/boe				
EBITDA/boe	20.2	19.1	17.8	9.2
Upstream capital expenditures/boe	10.1	6.4	7.6	5.5
Upstream operating expenses/boe	2.8	2.7	2.7	2.8
Free cash flow/boe	5.2	11.6	8.4	3.4

\*Calculated from unrounded data.

## Calculation of Free Cash Flow

	For 3 months ended		For 12 months ended December 31,	
	December 31, 2021	September 30, 2021	2021	2020
	USD billion			
Operating cash flow	3.3	6.6	16.0	24.2
Capital expenditures	(4.9)	(3.2)	(14.2)	(10.8)
Offset of prepayments under long-term supply agreements	2.1	1.7	7.1	6.2
Offset of other financial liabilities	0.2	0.5	1.8	2.2
Interest expense on prepayments under long-term supply contracts	0.2	0.1	0.6	0.6
Financing of future deliveries	1.0	0.2	2.4	0.2
Proceeds under the long term oil and oil products supply contracts	—	—	—	(13.5)
Net decrease/(increase) in assets and liabilities of subsidiary banks	0.4	(0.8)	0.6	(2.9)
<b>Free cash flow</b>	<b>2.3</b>	<b>5.1</b>	<b>14.3</b>	<b>6.2</b>

## Calculation of EBITDA Margin

	For 3 months ended		For 12 months ended December 31,	
	December 31, 2021	September 30, 2021	2021	2020
	USD billion (except %)			
Revenues and equity share in profits of associates and joint ventures	35.2	32.2	121.1	83.1
Operating expenses	(28.5)	(25.8)	(98.6)	(75.4)
Depreciation, depletion and amortization	2.5	2.3	9.1	9.3
<b>EBITDA</b>	<b>9.2</b>	<b>8.7</b>	<b>31.6</b>	<b>17.0</b>
<i>Expenses associated with COVID-19</i>	<i>0.1</i>	<i>—</i>	<i>0.1</i>	<i>0.2</i>
<b>EBITDA adjusted</b>	<b>9.3</b>	<b>8.7</b>	<b>31.7</b>	<b>17.2</b>
Revenues and equity share in profits of associates and joint ventures	35.2	32.2	121.1	83.1
<b>EBITDA margin</b>	<b>26.4%</b>	<b>27.0%</b>	<b>26.2%</b>	<b>20.7%</b>

## Calculation of Net Income Margin

	For 3 months ended		For 12 months ended December 31,	
	December 31, 2021	September 30, 2021	2021	2020
	USD billion (except %)			
<b>Net income attributable to Rosneft shareholders</b>	<b>2.5</b>	<b>4.3</b>	<b>11.9</b>	<b>2.0</b>
Revenues and equity share in profits of associates and joint ventures	35.2	32.2	121.1	83.1
<b>Net income margin</b>	<b>7.1%</b>	<b>13.4%</b>	<b>9.8%</b>	<b>2.4%</b>

## Calculation of Current ratio

As of the date	December 31, 2021	September 30, 2021	December 31, 2020
	USD billion (except ratios)		
Current assets	47.6	50.6	39.5
Current liabilities	49.6	50.0	42.1
<b>Current ratio</b>	<b>0.96</b>	<b>1.01</b>	<b>0.94</b>

## **Attachment 1: Risks and opportunities associated with climate change**

The Company identifies and evaluates risks and opportunities, including those related to climate change, on an annual basis.

In December 2021, the Board of Directors of PJSC Rosneft Oil Company approved the strategy "Rosneft-2030: Reliable Energy and Global Energy Transition", which provides for achieving net carbon neutrality by 2050 (Coverage Areas 1 and 2) while further increasing the operational and financial efficiency of the Company. The key priorities of the new strategy are reducing the carbon footprint, operational leadership and increasing efficiency. The implementation of the Company's strategy will contribute to achieving the goals of the "Strategy for Social-Economic Development of the Russian Federation with low Greenhouse Gas Emissions until 2050", the Paris Climate Agreement, as well as the 17 UN Sustainable Development Goals.

Achieving carbon neutrality by 2050 includes a number of short- and medium-term indicators, such as reducing absolute greenhouse gas emissions (Scopes 1 and 2) by 5% by 2025 and by more than 25% by 2035, reducing the intensity of methane emissions to less than 0.2% and zero routine combustion of associated petroleum gas by 2030, reducing specific greenhouse gas emissions (Scopes 1 and 2) in the Exploration and Production segment to less than 20 kg CO<sub>2</sub>-eq/bbl by 2030 or earlier.

The implementation of this task is planned through measures to reduce emissions, the use of low-carbon generation, the development of energy-saving technologies, technologies for carbon capture and storage, the use of the potential of natural absorption and others.

In April 2020, the Board of Directors approved the expansion of the tasks and functions of the Strategic Planning Committee and renamed the Strategy and Sustainable Development Committee. The functions of the Strategy and Sustainable Development Committee, in particular, include analysing risks and opportunities for Rosneft related to climate change and environmental issues (including water management) and communicating relevant information to the Board of Directors of Rosneft.

In 2017, in order to further improve the effectiveness of activities in the field of industrial safety, labour protection and the environment, a Committee was formed on the industrial safety, labour protection and environment, within which a carbon management subcommittee was subsequently created to help achieve goals to face climate change. In 2021, the Subcommittee on Carbon Management was transformed into the Committee on Carbon Management with direct subordination to the Executive Director of Rosneft in order to improve the monitoring and coordination of programs aimed at reducing greenhouse gas emissions.

In February 2021, Rosneft and bp signed a Strategic Cooperation Agreement that aims to support the activities of both companies in the field of carbon management and sustainable development. The agreement formalizes key elements of cooperation in the field of sustainable development, as well as work on identifying potential opportunities for reducing emissions and implementing low-carbon projects.

In 2021, Rosneft signed a number of agreements on cooperation in the field of carbon management with leading Russian and international companies, including Baker Hughes, Schlumberger, Vestas Rus, SUEZ Water Technologies & Solutions SA, Equinor, ExxonMobil, PJSC Rosseti, PJSC Inter RAO, PJSC RusHydro, the Ministry of Economy Trade and Industry of Japan (METI), Trafigura, DeGolyer & MacNaughton. The agreements provide for the realization of the potential of cooperation in the field of reducing methane emissions, carbon capture, utilization and storage, low-carbon technologies, circulation of carbon units and other aspects of carbon management.

In January 2022, PJSC Rosneft Oil Company and JSC Saint Petersburg International Commodity Exchange signed a Cooperation Agreement providing for cooperation between the parties in the field of carbon management and the development of exchange trading in carbon units obtained as a result of the implementation of projects by PJSC Rosneft Oil Company to reduce greenhouse gas emissions.

Rosneft develops various forecast scenarios for global energy development, including the scenario of achieving the goals of the Paris Agreement, taking into account the risks and opportunities associated with climate change, which in general, allow to conclude that the Company's business model remains stable throughout the forecast period (until 2050) and meets future challenges.

On November 4, 2020, the President of the Russian Federation signed a decree "On the reduction of greenhouse gas emissions", which provides for a reduction of greenhouse gas emissions to 70 percent by 2030 relative to the 1990 level, taking into account the maximum possible absorption capacity of forests and other ecosystems and subject to sustainable and balanced socio-economic development of the Russian Federation.

On July 2, 2021, the President of the Russian Federation signed Federal Law No. 296-FZ "On Limiting Greenhouse Gas Emissions". In accordance with part 2 of Article 8 of the Federal Law, on October 22, 2021, the Decree of the Government of the Russian Federation No. 2979-r was adopted, containing a list of greenhouse gases for which state accounting of greenhouse gas emissions and maintaining a greenhouse gas inventory is carried out. The Order came into force on December 30, 2021.

Speaking at the Plenary session of the Russian Energy Week in October 2021, the President of the Russian Federation said that Russia will strive to achieve carbon neutrality no later than 2060, taking into account the principles of technological neutrality (objective accounting of the carbon footprint of different types of generation), the implementation of climate projects, including those using the potential of natural ecosystems, as well as in close alignment with the development plans of the Russian economy, primarily the energy sector.

Pursuant to the Decree "On Reducing Greenhouse Gas Emissions", the Government of the Russian Federation has developed and approved a Strategy for the Social-economic Development of Russia with low Greenhouse Gas Emissions until 2050 by Order of October 29, 2021.

Thus, Russia continues to create a balanced system of carbon regulation in order to create favorable conditions for the sustainable development of the Russian economy.

### **International assessment of Rosneft activity in the field of sustainable development**

In December 2018, the Board of Directors confirmed that commitment to the 17 UN sustainable development goals is part of the Company's strategy and approved the public position: "Rosneft: contribution to the implementation of the UN sustainable development goals" (updated annually). In its activities, the Company is committed to the highest principles of sustainable development, which is confirmed by the positive assessment of the world community.

Since 2007, Rosneft has published a report on sustainable development in accordance with the international standards of the Global reporting Initiative (GRI). Since 2010, the Company has been a member of the UN Global compact, and in June 2019, it joined the "Guidelines for reducing methane emissions".

In September 2021, Rosneft became the only Russian oil and gas corporation to receive the status of a leading company in the field of sustainable development and was included in the Global Compact LEAD initiative for its continued commitment to the United Nations Global Compact and its Ten Principles of Responsible Business. The announcement of the Company's inclusion in the membership took place within the framework of the 76th session of the UN General Assembly.

In June 2021, the analytical division of the London Stock Exchange FTSE Russell confirmed Rosneft's entry into the FTSE4Good Index Series of international stock indices with high indicators in the field of sustainable development.

In November 2021, Rosneft became one of the leaders among global oil and gas companies participating in the CDP (Carbon Disclosure Project) international climate rating. Based on the results of an independent assessment, the Company was assigned a "B" rating, a level higher than the average of the global climate rating of the participants.

In December 2021, Rosneft was recognized as the best Russian oil and gas company by the independent European rating agency Rating-Agentur Expert RA GmbH (RAEX-Europe). 155 Russian companies participated in the RAEX-Europe ESG rating.

In 2021, Rosneft also retained a leading position among global oil and gas companies in the international ESG ratings of Bloomberg and Refinitiv. Rosneft is among the top 100 companies from emerging markets of Moody's ESG rating (V.E rating agency) (843 companies representing 36 sectors of the economy in 31 countries).

## **Attachment 2: Taxation**

### **Mineral Extraction Tax (MET) to update for 2022**

#### ***MET rate calculation for crude oil***

The rate of mineral extraction tax (MET) for crude oil is tied to the Urals price in the international market and is calculated in USD per barrel of crude oil produced using average exchange rate established by the Central Bank of Russia for the respective month.

Starting from 2021 the mineral extraction tax rate was calculated as follows:

$$919 \times K_p - 559 \times K_{rel} \times K_{rel} + K_{kman} + K_{abd}, \text{ where}$$

919 – the base tax rate in RUB per tonne;

$K_p$  – the coefficient characterizing the dynamics of world oil prices equal to  $(P - 15) \times \text{Exchange rate} / 261$ , where “P” is the average Urals price per barrel in USD and “Exchange rate” is the average RUB/USD exchange rate established by the Central Bank of Russia in the respective month;

$K_{rel}$  – the reduction coefficient, defined as the difference between 1 and the result of multiplication of the coefficients characterizing the degree of depletion of a particular field, a specific hydrocarbon deposit, the amount of reserves of a particular field, the degree of complexity of production, region of production and oil properties;

$K_{kman}$  – the additional term, increasing MET rate, in the amount of RUB 428 RUB (starting from January 01, 2019).

$K_{abd}$  – the additional component to the rate of MET, which characterizes the amount of 'compensation' by the oil industry by the damping component of the excise deduction for oil raw materials;

$K_{kman}$  – the indicator characterizing the increase in the MET tax rate in connection with the reduction of export customs duties on oil as part of the tax maneuver.

For the fields that pay excess profit tax, the MET rate is calculated as follows:  $(P - 15) \times 7.3 \times 0.5 \times "K" \times \text{“Exchange rate”} - \text{“Export duty”} \times \text{“Exchange rate”} + [K_{abd} \times It-r]$ <sup>1</sup>

Where:

“P” – Urals price (see above);

“Export duty” – export customs duty rate on crude oil in USD per tonne;

“K” – the coefficient characterizing the period of time elapsed from the date of the start of commercial oil production at the field (further “grace period”)<sup>2</sup>;

“It-r” = 0 for subsoil plots of group 5 excess profit tax; “It-r” = 1 for subsoil plots of 1-4 groups of excess profit tax:

<b>Groups</b>	<b>“K”</b>	<b>Note</b>
1.2	0.4	prior to the expiration of the first 5 years of commercial production
	0.6	the 6 <sup>th</sup> year of commercial production
	0.8	the 7 <sup>th</sup> year of commercial production
	1.0	from the 8 <sup>th</sup> year of commercial production
3	1.0	Not applicable
4	0.5	before the end of the 1 <sup>st</sup> year of commercial production
	0.75	the 2 <sup>nd</sup> year of commercial production
	1.0	from the 3 <sup>rd</sup> year of commercial production
5	0	before the end of the 15 years of commercial production
	0.2	16 <sup>th</sup> year of commercial production
	0.4	17 <sup>th</sup> year of commercial production
	0.6	18 <sup>th</sup> year of commercial production
	0.8	19 <sup>th</sup> year of commercial production
	1.0	from the 20 <sup>th</sup> year of commercial production

<sup>1</sup> The component is included in the formula from 01.09.2021.

<sup>2</sup> From 01.01.2021 lower values of K-coefficient are cancelled for certain categories of subsoil areas that have been switched to the Excess Profit Tax (“K” is set at equal to 1, for license block, for which as 01.01.2021 conditions to determine K=1), while for certain categories license blocks higher values of “K”-coefficient are set for the period 2021-2023. (inclusive).

## **Management's discussion and analysis of financial condition and results of operations of Rosneft for the fourth quarter of 2021 and for the twelve months of 2021 and 2020**

Since 2021, it is envisaged to apply the Kg coefficient of 1 to subsoil plots of the second group of excess profit tax, for which, from 01.01.2021, in the absence of excess profit tax, a K<sub>KAN</sub> coefficient of 1 would be applied. For particular subsoil plots, the Kg coefficient is set at 1.2 and 1.95 for the period from January 1, 2021 to December 31, 2023.

<b>Groups</b>	<b>“Kg”</b>	<b>Note</b>
2 In the part of subsoil plots s for which the Kkan coefficient, determined on January 1, 2021 in accordance with the procedure established by paragraph 4 of Article 342.5 of the Tax Code of the Russian Federation, is taken to be equal to 1.	1	No time limit.
2 subsoil plots simultaneously located within the boundaries of the Nefteyugansky, Surgut and Khanty-Mansiysk districts of the Khanty-Mansiysk Autonomous Okrug - Yugra	1.2	Since 01.01.2021 to 31.12.2023 (inclusive).
1	Since 01.01.2024	
2 subsoil plots located entirely within the boundaries of the Yamal District of the Yamalo-Nenets Autonomous Okrug	1.95	Since 01.01.2021 to 31.12.2023 (inclusive).
1	Since 01.01.2024	

In 2021, the Company applied various tax incentives for production and special tax treatment for MET on crude oil:

<b>MET incentives for production in 2021</b>	<b>Applicable to the Company</b>
Reduction of the MET rate due to the use of a Kp equal to zero	For oil extracted from the deposits of the Bazhenov, Abalak, Khadum, Domanic Formation;
MET reduced by “Dm” coefficient. which characterizes crude oil production at a particular oil field	<p>Oil fields located:</p> <ul style="list-style-type: none"> <li>• In the Republic of Sakha (Yakutia) which is applicable for the first 25 million tonnes of production</li> <li>• On the territory of the Yamalo-Nenets Autonomous district – for the first 15 million tonnes of production</li> <li>• Okhotsk sea fields subject to zero mineral extraction tax rate which is applicable for the first 30 million tonnes of production</li> </ul> <p>Oil fields with permeability less than <math>2 \times 10^{-3} \mu\text{m}^2</math> and deposits of the Tyumen suite.</p>
Tax deduction	<p>1. At fields located entirely within the boundaries of the Nizhnevartovsk region of KHMAO – Yugra, the initial recoverable oil reserves of which amount to 450 million tonnes or more as of January 1, 2016 (the amount of the deduction is determined in aggregate for the specified fields and amounts to RUB 2,917 million for the tax period (calendar month)).</p> <p>2. At fields located entirely within the subsoil areas, simultaneously located within the borders of the Surgut and Khanta-Mansi districts of HMAO - Ugra, licenses for use of which are issued until 01.01.2018 and the initial recoverable oil reserves of each of which amount to 1,000 million tonnes or more as of 01.01.2018 in the amount of 3,830 million rubles/month before reaching the accumulated deduction amounting to RUB 460 billion. The deduction is applied on condition of concluding an agreement on oil production with the Ministry of Finance of Russia and the Ministry of Natural Resources of Russia, as well as exceeding the price of oil 'Urals' over the base price of oil for the purposes of the Budget of the Russian Federation (Article 96.6 of the Russian Budget Code) during the period of application of the deduction. In addition, the amount of the deduction may not exceed the amount of conditional additional income of the Russian budget from the application of the deduction, defined as the amount of MET and export duties from additional production as a result of the deduction (difference between the actual volume of production and the base (in the absence of a deduction) recorded in the agreement on production).</p>
Tax deduction in connection with the creation of infrastructure facilities	When extracting oil from subsurface areas that meet the requirements set out in clause 2 of article 343.5 of the tax code of the Russian Federation. The tax deduction is provided in the amount of actually paid expenses (including the listed advances) for the creation of road transport, engineering, and energy infrastructure necessary for the development of subsoil plots of the 5th group in excess profit tax, and may not exceed the maximum coefficient Pvancr calculated in accordance with paragraphs 7 and 8 of article 343.5 of the tax code of the Russian Federation. The right to deduction arises in tax periods in which Urals exceeds the base oil price set by the tax code of the Russian Federation. USD 25 per barrel-from 01.01.2021 for the entire period of the tax deduction).
Special tax regime for offshore projects in the Russian Federation	The offshore projects are categorized into one of four groups depending on its complexity and special MET rates for each project group ranging from 5% to 30% of hydrocarbon prices are applied.
Special tax regime exempting the Company from paying MET.	Exploration projects in the Sakhalin-1 PSA.

***MET rate calculation for natural gas and gas condensate***

The production of gas condensate is mainly subject to MET rate for crude oil because the purification of gas condensate is compounded in the crude oil production. Gas condensate mineral extraction tax rate is applied in case of separate purification of gas condensate.

In line with the formula the base rate for gas condensate is RUB 42 per 1 tonne and for natural gas – RUB 35 per 1 th. cubic meters. The base rates are multiplied by a basic rate of standard fuel unit and reduced coefficient which estimates the difficulty level of natural gas and (or) gas condensate production. Starting from January 1, 2017 the tax rate for mineral extraction gas condensate is adjusted by the multiplying coefficient 6.5. Starting from 2019 the mineral extraction tax rate increased by the amount of reduction in export customs duties on crude oil multiplied by 0.75.

<b>Reducing coefficient/tax deduction in 2021</b>	<b>Applicable to the Company</b>
0.5	License areas: Rospan, fields of the Volga and North Caucasus federal district
0.64	License areas: a number of fields of Sibneftegaz, and also at Yamalo-Nenets Autonomous District, the Chechen republic and Krasnodar region
0.1	License areas: Irkutsk region, Krasnoyarsk region and the region of Far East
0.21	License areas: Turon deposits reserves of the Kharampurskoye field
0.5-1	Fields with reserve depletion rate of over 70%. From 01.09.2021, this decreasing coefficient is also used in the extraction of gas from deposits classified as productive deposits of the Berezovsky formation.
Tax deduction from the MET of gas condensate in connection with the receipt of a wide fraction of light hydrocarbons during the processing of gas condensate.	The amount of the tax deduction is determined by the formula calculated in accordance with Art. 343.4 of the Tax Code of the Russian Federation. The broad fraction of light hydrocarbons also includes technical propane-butane, obtained during the processing of gas condensate (subject to certain other conditions of the legislation).

***Excess profit tax (Tax on additional income from hydrocarbons production)***

Since January 1, 2019, the tax on additional income from production of hydrocarbons was enacted. The tax is charged at the rate of 50% of the hydrocarbons production income calculated as the difference between the estimated revenue and costs (losses). The new tax regime requires paying the MET but at a reduced rate and paying export duties with exemption from their payment for a certain period for Greenfields in Eastern Siberia and other new regions of oil production (groups 1, 2 and 5).

New tax regime is applicable to the following groups of oil fields:

<b>Groups</b>	<b>Geographic location (or other criteria)</b>	<b>Depletion as of 01.01.17 (or other criteria)</b>
<b>Greenfields of Eastern Siberia and other new regions of oil production</b>		
1	The Republic of Sakha, Irkutsk region, NAO, The Yamalo-Nenets Autonomous district to the north of 65°n., Krasnoyarsk region, the Caspian Sea	Not exceeding 5%
2		Regardless of the degree of depletion, for subsurface areas containing reserves of deposits specified in the Note 8 to the Common Customs Tariff as of 01.01.2018.
<b>Brownfields of Western Siberia and other regions</b>		
3	Fields with a historical degree of developed (Sives) from 0.8 and above NCFD, Sakhalin region (except for marine deposits and the deposits partially located in borders of internal marine waters and/or the territorial sea of the Russian Federation) KHMAO, YANAO, Komi Republic, Tyumen, Orenburg	Sives $\geq$ 80%, with the initial recoverable oil reserves (IRR) determined by January 1, 2006 or January 1, the year following the year of the inventory at the SBR. From 20% to 80% or from 10% to 80% provided that on 01.01.2011 worked out $>1\%$ . List of fields is determined by the Law.
4	KHMAO, YANAO, Komi Republic, Tyumen region, Orenburg and Samara regions	Not exceeding 5%. IRR $< 45$ million tonnes as of January 1, 2017. List of fields is determined by the Law.
<b>Greenfields of Western Siberia and other regions</b>		

**Greenfields in Arctic zone**

5

North in the Krasnoyarsk territory, the  
Republic of Sakha (Yakutia), the  
Chukotka Autonomous district

Not exceeding 0.1% as of January 1, 2019

**Excise tax**

Petroleum products producers, persons performing certain operations with certain excisable petroleum products, persons directing petroleum raw materials for processing are taxpayers of an excise on petroleum products in the territory of the Russian Federation. Besides, the tax is paid by legal entities when importing excise goods into the territory of the Russian Federation.

The Company as an owner of raw materials applies excises deductions for particular types of petroleum products (naphtha, benzene, paraxylol, orthoxylol, kerosene, medium distillates) in the cases provided by the legislation, as well as "reverse excise" mechanism (deduction of the accrued excise tax with an increasing coefficient) for oil raw material.

From January 1, 2021 the concept of medium distillates was changed, as a result leads to exclusion from the middle distillate range of dark petroleum products (in particular, tar, fuel oil).

Since 2019, the law sets the procedure of application of "reverse excise tax" on oil raw material, including:

- arrangements for obtaining a special certificate, required for the application of "reverse excise";
- the approach for calculating the excise rate on oil raw material (based on market oil prices, forex rates, the number and types of oil products increased regional coefficients for certain subjects of Russian Federation);
- the approach for calculating the "damping component" of the excise deduction aimed at reducing the effect of macroeconomic fluctuations on the domestic market of motor fuels.
- the approach for calculating the "investment allowance" of the excise deduction aimed at stimulating the process of modernization of oil refining capacities (effective from 01.01.2021).

## Export Customs Duty

### Export Customs Duty on Crude Oil

The rate of export customs duty on crude oil is linked to the average Urals price in the international market and is denominated in USD per tonne.

The table below sets forth the calculation of the ordinary export customs duty for crude oil:

Urals price (USD per tonne)	Export customs duty (USD per tonne)
Below and including 109.5 (15 USD per barrel)	Export customs duty is not levied
From 109.5 to 146 including (15 to 20 USD per barrel)	35% of the difference between the average Urals price in USD per tonne and USD 109.5
From 146 to 182.5 including (20 to 25 USD per barrel)	USD 12.78 <i>plus</i> 45% of the difference between the average Urals price in USD per tonne and USD 146
From 182.5 (25 USD per barrel)	USD 29.2 <i>plus</i> 30% of the difference between the average Urals price in USD per tonne and USD 182.5

The export customs duty changes every month and the duty for the next month is based on the average Urals price denominated in USD for crude oil for the period from the 15th day of the previous month to the 14th day (inclusive) of the current month and are applied starting from the 1<sup>st</sup> day of the month, following the monitoring period.

The export custom duties, calculated for the sequent month are reported through the official informational resources not later than 4 days before the enforcement.

Since January 1, 2019, Federal law No. 305-FZ of 03.08.2018 "on amendments to article 3.1 of the Law of the Russian Federation "on customs tariff" has added an addition to the formula for calculating export duty on oil: since January 2019, the duty rate is calculated as the product of the marginal rate (the calculation formula is given above) and a correction coefficient that reflects a gradual reduction in the export duty rate until it is reset in 2024. The value of the correction coefficient for 2021 is 0.5

At the same time, from January 1, 2019, the Government of the Russian Federation is entitled to impose "protective" duties on crude oil (in an amount not exceeding the level of  $29.2 + 45\% \times$  (the price of "Urals" (USD /t) - 182.5) USD/t) if there is a significant change in oil prices and the price of oil is higher than USD182.5 per tonne. "Barrier" duties are applied for six consecutive calendar months, starting from the calendar month following the calendar month in which a significant change in oil prices is recorded in accordance with the procedure established by law.

By the Federal law No. 268-FZ. dated September 30, 2013, introducing a special tax regime in respect of the projects on the continental shelf of the Russian Federation a full exemption of hydrocarbons produced at offshore fields from the export customs duties is provided. Mainly thus exemption relates to the fields which commercial production starting from January 1, 2016. Such an exemption is set for various terms depending on complexity of a field development project.

Since January 1, 2021, by the Federal Law dated October 15, 2015, No. 325-Fz "On amending Article 3.1 of the Russian Federation Customs Tariff Act" excludes the possibility of establishing the Government of the Russian Federation special formulas for calculating the rates of export customs duties for crude oil extracted from fields in new oil and gas provinces with yields below the limit.

Until 2021, the list of fields and the maximum accumulated volume of oil that could be exported using special formulas for calculating the export duty rate was fixed in the Russian Federation Customs Tariff Act. The law named the Vostochno-Messoyakhskoye field, the Srednebotuobinskoye field and the Kuyumbinskoye field.

According to the Law of the Russian Federation "On customs tariff", the export of oil produced in the subsoil areas that have passed on excess profit tax from production of hydrocarbons (1, 2 group), since January 1, 2019 is exempt from payment of export customs duties.

Federal Law No. 433-FZ of 22.12.2020 "On Amendments to the Federal Law" On Customs Regulation in the Russian Federation and on Amendments to certain Legislative Acts of the Russian Federation" and Certain Legislative Acts of the Russian Federation" since January 1, 2021 also introduced an exemption from payment of export customs duties in respect of crude oil produced in subsurface areas that have passed to the Excess Profit Tax on the grounds specified in 5.1 of Article 333.45 of the Tax Code of the Russian Federation (Group 5).

***Export customs duty on crude oil export to countries that are members of Eurasian Economic Agreement***

The Eurasian Economic Agreement dated May 29, 2014 and effective from January 1, 2015 provides for the bilateral agreements concluded between the member states of the Union in the supply of oil and petroleum products, the agreement is valid for the period before the entry into force of the international treaty on the formation of common markets for oil and petroleum products.

Export duties are not payable on crude oil exports to countries that are members of Eurasian Economic Agreement. At the same time quotes for tax-free sale of crude oil and petroleum products are set. In accordance with agreement with Armenia and the Kyrgyz republic all supplies above the quotes are subject for the duties.

In accordance with agreement between the Governments of Russian Federation and the Kazakhstan Republic on trade and economic cooperation in crude oil and petroleum products supplies dated December 9, 2010 the export ban was set for a specified list of petroleum products exported from Russian Federation to the Kazakhstan Republic.

The Protocol on amendments to the Agreement between the Government of the Russian Federation and the Government of the Republic of Belarus on measures to regulate trade and economic cooperation in the export of oil and oil products dated January 12, 2007 introduced quotas for duty-free export of oil and oil products to the Republic of Belarus and a ban on export in excess of the established quotas from November 1, 2018.

***Export Customs Duty on Petroleum Products***

Export customs duty on petroleum products except liquefied petroleum gas (LPG) is set every month as the marginal export customs duty on crude oil multiplied by the estimated ratio depending on the type of petroleum product.

Export customs duty on LPG is based on the average price of LPG at Poland board (DAF Brest) denominated in USD per tonne for the period from the 15th day of the previous month to the 14th day (inclusive) of the current month. Export customs duties calculated for the next calendar month are reported through official information sources no later than four days before the date of the beginning of the application of these rates.

Marginal export customs duties for petroleum products are set as a percentage of the marginal export customs duty for crude oil as listed in table below:

Type of petroleum product	Marginal export customs duty (% of the marginal export customs duty for crude oil) for the period
	Since January 1, 2017
Light and middle distillates (excluding: naphtha and gasoline), benzene, toluene, xylenes, lubricants, diesel	30
Naphtha	55
Gasoline	30
Fuel oil, bitumen oil, other dark oil products	100

In 2021 and 2020, marginal export customs duties are set for estimation of customs duty, depending on the type of oil product.

By the Federal law of 03.08.2018 № 305-FZ "On amendments to article 3.1 of the law of the Russian Federation "On customs tariff" the Government of the Russian Federation additionally to the right to impose "protective" duties on crude oil (in an amount not exceeding the level of  $29.2 + 45\% \times ((\text{the price of "Urals"}/\text{t}) - \text{USD } 182.5/\text{t})$  with a significant change in oil prices and the price of oil above USD 182.5 per tonne has the right to impose "protective" duties to the oil products.

When applying the "protective" duty on crude oil, the rates of export duties on petroleum products may be set by the Government of the Russian Federation in the amount of 60% of the duty on crude oil.

**Attachment 3: EBITDA by segments**

	<i>For 3 months ended December 31, 2021</i>				
	<b>Exploration and Production</b>	<b>Refining and distribution</b>	<b>Corporate segment</b>	<b>Intersegment</b>	<b>Consolidated P&amp;L</b>
<b>Total revenues and equity share in profits of associates and joint ventures</b>	1,609	2,517	72	(1,661)	2,537
<b>Total costs and expenses</b>	1,024	2,449	77	(1,661)	1,889
Effect of prepayments offsetting	27	—	—	—	27
<b>EBITDA</b>	<b>612</b>	<b>68</b>	<b>(5)</b>	—	<b>675</b>
<i>Expenses associated with COVID-19</i>	<i>1</i>	<i>—</i>	<i>—</i>	<i>—</i>	<i>1</i>
<b>EBITDA adjusted</b>	<b>613</b>	<b>68</b>	<b>(5)</b>	—	<b>676</b>
	<i>For 3 months ended September 30, 2021</i>				
	<b>Exploration and Production</b>	<b>Refining and distribution</b>	<b>Corporate segment</b>	<b>Intersegment</b>	<b>Consolidated P&amp;L</b>
<b>Total revenues and equity share in profits of associates and joint ventures</b>	1,459	2,315	57	(1,511)	2,320
<b>Total costs and expenses</b>	929	2,239	67	(1,511)	1,724
Effect of prepayments offsetting	41	—	—	—	41
<b>EBITDA</b>	<b>571</b>	<b>76</b>	<b>(10)</b>	—	<b>637</b>
<i>Expenses associated with COVID-19</i>	<i>—</i>	<i>1</i>	<i>—</i>	<i>—</i>	<i>1</i>
<b>EBITDA adjusted</b>	<b>571</b>	<b>77</b>	<b>(10)</b>	—	<b>638</b>
	<i>For 12 months ended December 31, 2021</i>				
	<b>Exploration and Production</b>	<b>Refining and distribution</b>	<b>Corporate segment</b>	<b>Intersegment</b>	<b>Consolidated P&amp;L</b>
<b>Total revenues and equity share in profits of associates and joint ventures</b>	5,551	8,749	230	(5,769)	8,761
<b>Total costs and expenses</b>	3,530	8,539	289	(5,769)	6,589
Effect of prepayments offsetting	153	—	—	—	153
<b>EBITDA</b>	<b>2,174</b>	<b>210</b>	<b>(59)</b>	—	<b>2,325</b>
<i>Expenses associated with COVID-19</i>	<i>4</i>	<i>1</i>	<i>—</i>	<i>—</i>	<i>5</i>
<b>EBITDA adjusted</b>	<b>2,178</b>	<b>211</b>	<b>(59)</b>	—	<b>2,330</b>
	<i>For 12 months ended December 31, 2020</i>				
	<b>Exploration and Production</b>	<b>Refining and distribution</b>	<b>Corporate segment</b>	<b>Intersegment</b>	<b>Consolidated P&amp;L</b>
<b>Total revenues and equity share in profits of associates and joint ventures</b>	3,057	5,821	230	(3,351)	5,757
<b>Total costs and expenses</b>	2,019	5,775	273	(3,351)	4,716
Effect of prepayments offsetting	157	—	—	—	157
<b>EBITDA</b>	<b>1,195</b>	<b>46</b>	<b>(43)</b>	—	<b>1,198</b>
<i>Expenses associated with COVID-19</i>	<i>9</i>	<i>1</i>	<i>1</i>	<i>—</i>	<i>11</i>
<b>EBITDA adjusted</b>	<b>1,204</b>	<b>47</b>	<b>(42)</b>	—	<b>1,209</b>

**Attachment 4: Average monthly RUB/USD exchange rates, calculated using the Bank of Russia data**

	<b>2021</b>	<b>2020</b>
	<b>RUB/USD</b>	
January	74.23	61.78
February	74.38	63.88
March	74.42	73.32
April	76.10	75.23
May	74.04	72.62
June	72.51	69.22
July	73.92	71.29
August	73.59	73.80
September	72.89	75.66
October	71.50	77.59
November	72.60	77.05
December	73.72	74.06