

## REVENUES

### REVENUES (RUB MN)

Indicator	2016	2017	Δ, %
<b>CRUDE OIL</b>			
Export	225,137	367,299	63.1
Export sales	266,661	413,662	55.1
Less: related export duties	(41,524)	(46,363)	11.7
International markets	12,683	22,480	77.2
Export to CIS	23,528	29,732	26.4
Export sales and sales in CIS	23,657	30,117	27.3
Less: related export duties	(129)	(385)	198.4
Domestic	94,809	83,393	(12.0)
<b>TOTAL CRUDE OIL REVENUE</b>	<b>356,157</b>	<b>502,904</b>	<b>41.2</b>
<b>GAS</b>			
International markets	1,853	1,237	(33.2)
Domestic	30,116	36,351	20.7
<b>TOTAL GAS REVENUE</b>	<b>31,969</b>	<b>37,588</b>	<b>17.6</b>
<b>PETROLEUM PRODUCTS</b>			
Export	184,272	198,597	7.8
Export sales	215,837	228,346	5.8
Less: related export duties	(31,565)	(29,749)	(5.8)
International markets	99,440	112,912	13.5
Sales on international markets	175,247	180,803	3.2
Less: sales related excise	(75,807)	(67,891)	(10.4)
CIS	71,838	75,898	5.7
Export sales and sales in CIS	72,969	77,154	5.7
Less: CIS	(1,131)	(1,256)	11.1
Export sales and sales in CIS			
Domestic	743,721	868,225	16.7
<b>TOTAL PETROLEUM PRODUCTS REVENUE</b>	<b>1,099,271</b>	<b>1,255,632</b>	<b>14.2</b>
<b>OTHER REVENUE<sup>2</sup></b>	<b>58,211</b>	<b>61,807</b>	<b>6.2</b>
<b>TOTAL REVENUE</b>	<b>1,545,608</b>	<b>1,857,931</b>	<b>20.2</b>

2 — Mainly consists of revenue from the sale of transportation, construction, and utility services.