

AIRCRAFT FUELLING

The retail aviation fuel market in Russia grew by 7.4% in 2017. Gazprom Neft remains the leader on this market with a share of 25.6%.

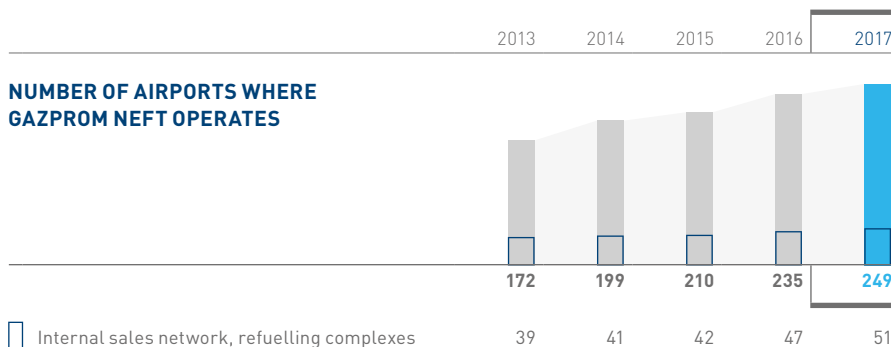
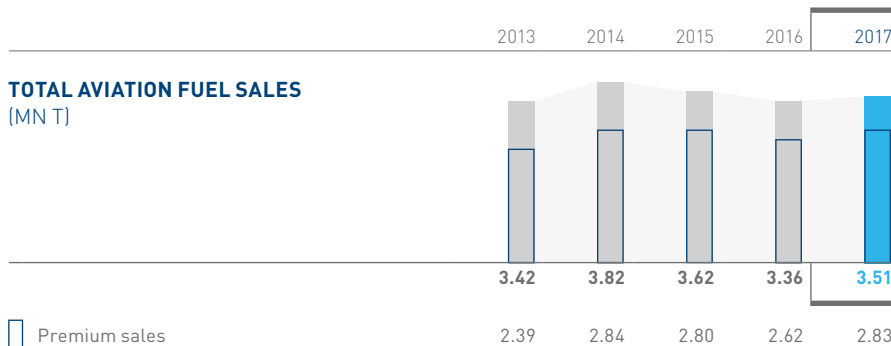
Total aviation fuel sales by the Company increased by 4.5% to 3.5 million tonnes in 2017. Premium sales amounted to 2.8 million tonnes, an increase of 8.0% from the previous year, which is the result of higher sales at third-party (mainly Vnukovo Airport) refuelling complexes and the Company's own refuelling complexes (Tolmachevo, Pulkovo, and Koltsovo Airports) as well as growing demand outside Russia (resale operations).

The Gazpromneft-Aero sales network (refuelling complexes) increased by 14 units in 2017 compared with 2016. At the end of 2017, Gazpromneft-Aero's own sales network consisted of 50 refuelling complexes in Russia and one refuelling complex in Kyrgyzstan. In addition, Gazpromneft-Aero provides its customers with aviation kerosene at nine third-party airports in Russia and 189 airports in 64 other countries. The company began providing wet wing aircraft refuelling at the airports of Kadala (Chita) and Khrabrovo (Kaliningrad) in 2017.

In May 2017, Gazprom Neft served as a general partner at the Aviation Fuel Forum of the International Air Transport Association (IATA) in St. Petersburg, marking the first time Russia had hosted the forum. The event had a record number of participants and brought together over 650 delegates from 61 countries. Fifty-seven major global airlines and more than 100 suppliers of fuel and equipment for aircraft refuelling were represented at the forum.

AVIATION FUELLING

Source: Company data



Share of the Russian market in 2017

25.6%