

**Technology**

## Premium fuel

In 2018, Gazprom Neft launched G-Drive 100 premium fuel, a new product in its mix of G-Drive premium gasolines. This is a high-octane fuel for modern engines requiring at least a 95 RON gasoline. It boasts great efficiency and very low environmental impact.

The new branded gasoline has successfully passed qualification tests at the Russian Research Institute for Oil Refining (VNII NP) and was found to comply with the Technical Regulations of the Customs Union for K5 fuel class (an analogue of Euro-5). Compliance with the European fuel quality requirements was also confirmed by SGS, the largest international laboratory.

Production of a 100 RON gasoline without octane-increasing additives was made possible through

**2.236** **>30%**

mt  
 sales of branded fuel  
 in Russia and CIS  
 in 2018

share of G-Drive branded  
 fuel in 95+ RON gasoline  
 sales

a large-scale upgrade project at Omsk Refinery where an automated gasoline mixing station was built. All major components of the new fuel are also produced at Omsk Refinery.

In 2018, G-Drive 100 replaced G-Drive 98 across the entire network of Gazprom Neft's filling stations. The new fuel successfully passed the toughest test in the engines of the G-Drive Racing team.

## Financial results

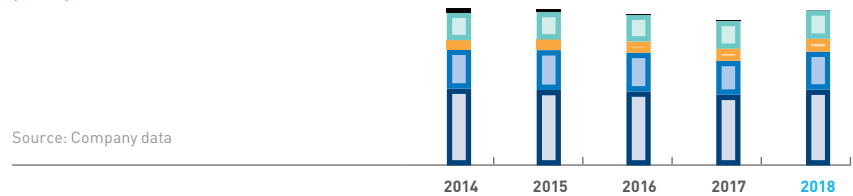
In 2018, Gazprom Neft showed sustainable growth in key financial indicators. The Company's revenue went up by 28.7% to ₺ 2.49 tn on the back of a favourable price environment, greater operational efficiency, and continuing production growth at the Novoportovskoye, Prirazlomnoye and Vostochno-Messoyakhskoye fields.

In 2018, adjusted EBITDA increased by 45%. The growth was driven by favourable oil prices globally and domestically, successful development of new upstream projects, and increased operating efficiency.

In 2018, the Company's net profit grew by almost 49%, driven by stronger oil and petroleum product prices as per unit upstream and refining expenses went down. Cost cutting was made possible by an upgrade of refineries and introduction of innovations in the upstream segment.

### Key financial indicators

(₺ bn)



Source: Company data

■ Sales revenue	1,408	1,468	1,546	1,934	2,489
■ Adjusted EBITDA	343	405	456	551	800
■ Net profit	127	116	210	270	401
■ Capital expenditures	271	349	385	357	375
■ Taxes other than income tax	344	353	381	492	653