

МАСЛА @ ЛУКОЙЛ

October 2010

Publication of LUKOIL Lubricants Company
(LLK-International)

2006



2007



2008



2009



2010



LLK-INTERNATIONAL - 5 YEARS!



Vagit Alekperov

LUKOIL President

Dear colleagues!

On behalf of LUKOIL management and myself I congratulate the employees of LLK-International on the fifth anniversary of your company.

Historically, five years is a short period, but in terms of Russian business it certainly is a significant one.

Envisioned as the sole center of production and distribution of LUKOIL lubricants, LLK-International originally faced the task of systematizing LUKOIL's lubricant business and enhancing product quality to a high international level.

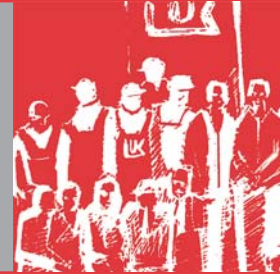
Over the past five years you have managed to accomplish the major goal – to create an efficient wholesome system of production and marketing of end products.

The anniversary year has been marked by the launches of several new programs and projects aimed at developing the lubricants business both in Russia and abroad. Dynamic modernization of the Russian industry and growth of modern car fleet also stimulate demand for high-quality lubricants, requiring manufacturers to continually improve product quality.

Branded packaged lubricants are one of the Company's products that domestic and foreign buyers can see with their own eyes. That fact makes us provide an even greater support to the LUKOIL brand at high level.

I want to express my sincere gratitude to the entire staff of LLK-International for your successful work. May you have even more success in what you do, be creative, energetic and enthusiastic in your professional life. I also wish the best of health, well-being and joy to you and your loved ones.

Anniversary Five Years of Innovative Development of Global Business



JUBILEE

In October 2010, LLK-International marked its fifth anniversary. Its emergence in the market was the result of the LUKOIL management's strategic decision to create a sole management center to run the Group's lubricant business.

Today, LUKOIL ranks among the top 10 lubricants producers in the world and is the leader at the Russian market. In the coming decade the Company aims to secure a place in the top five global producers.

In October 2010, LLK-International marked its fifth anniversary. Its emergence in the market was the result of the LUKOIL management's strategic decision to create a sole management center to run the Group's lubricants business.

Today, LUKOIL ranks among the top 10 lubricants producers in the world and is the leader in the Russian market. In the coming decade the Company aims to secure a place in the top five global producers.

DEVELOPMENT STRATEGY

LLK-International's strategy as the center for lubricants business development was determined by LUKOIL Group's scale of activities in the domestic and international markets. In order to fulfill the set tasks, LLK put together a team of professionals, and used to the maximum the Group's infrastructure, its R & D potential, as well as LUKOIL's strong brand.

The basic principle of LLK's operation rests on providing integrated services and building partnerships with lubricants customers. A flexible pricing policy, world-class product quality, prompt delivery from lubricants plants or regional warehouses, training programs for dealers and customers, info and technical support - all of these factors contributed to the overall success in working with consumers of LUKOIL's lubricants in Russia and abroad.

INNOVATIVE MANUFACTURING

The cornerstone of our achievements is our own source of crude, highly skilled staff and a powerful manufacturing potential which gives us the capability to produce more than 200 types of lubricants marketed under LUKOIL and Teboil brands.

Today, LLK-International owns both modernized and new production facilities with total manufacturing capacity surpassing 1.2 million tons per year at four plants in Russia and blending plants in Finland, Romania and Turkey. LLK also co-owns the LLK-Naftan joint

In the five years of managing LUKOIL Group's lubricants business we have delivered more than 5.5 million tons of lubricants to our clients all over the world.

venture which produces additives in Belarus. The utilization rate of our production capacities is close to 100 percent. LUKOIL-Permnefteorgsintez has become LLK flagship manufacturer of





"Having thoroughly studied the experience of leading global companies, we concluded that the lubricants business would be developed most efficiently if run by a separate corporate entity. That is why LUKOIL Group Management Board had decided to create a sole center of responsibility and concentration of all resources, ensuring an efficient system of management and development of the lubricant business. The past five years have confirmed we had made the right decision back in 2005."

LUKOIL President Vagit Alekperov

packaged lubricants. In 2008, the plant launched the production of engine oils based on a new formula. By the time new product lines such as LUKOIL LUXE, AVANGARD ULTRA and others went into mass production, they had already been approved by the world's leading carmakers, commercial vehicles manufacturers and heavy machinery producers.

In particular, these oils had passed in-situ tests at leading laboratories in the United States and Europe where their performance was evaluated according to API and ACEA standards.

The facilities of LUKOIL-Volgograd-neftepererabotka served to accommodate the only production unit of modern Group III (Very High Viscosity Index, VHVI) base oils in the former Soviet Union which are used for blending of premium lubricants. In two years' time a joint venture created by LUKOIL and Russian Railways plans to start producing greases in Volgograd. The business plan of the venture named INTESMO sees the launch of a pilot plant and an expert & analytical center as a priority. Consequently, the plant is slated to start supplying lubricants as early as next year to Russian Railways and other customers.

Since 2005 Teboil plant based in Hamina, Finland has been part of LUKOIL Group. The good quality of oils marketed under Teboil brand had been first recognized during the Soviet era and today the plant, following a profound upgrade, can be regarded as one of the most modern in Europe in terms of technical equipment. The factory's output covers a quarter of domestic demand for lubricants in Finland while the remainder is exported to dozens of foreign countries. Moreover, Teboil is also LLK's major R&D center abroad. It is here that chemical compositions of new lubricants including those intended to replace foreign imports in Russia are developed. Innovation technologies which had proven their efficiency in Europe were used in upgrading LLK-International's subsidiary in the Tyumen Region.

Undoubtedly, success breeds optimism but the market demands to lubricants producers constantly keep getting tougher. The rapid growth of the number of foreign-made cars and the intensive modernization of Russia's industry spur demand for high-quality lubricants at the domestic market. In Southeast Asia and Latin America that

demand is growing at an even quicker pace. That is why a major program for lubricants production was adopted, based on LUKOIL Group forecast of development of global demand for lubricants. Under this program, \$500 million would be invested by 2019 in modernization and innovation technologies of the Group lubricants business. As a result, expanded production of Group I, II and III oils will be launched in the nearest future guaranteeing product quality that complies with global standards. At the same time the output of LLK oils will be doubled. These solutions should promote LLK-International's competitiveness in the global market.

IT IS COMFORTABLE DOING BUSINESS WITH US

True success in the lubricant business cannot be achieved without building an efficient supply chain. Clients should not only be satisfied with the quality and product range of lubricants, but their delivery logistics, too. LLK-International has created the optimal system of product supply, which ensures both quick and economically viable solutions for the client.

LLK is ready to set up new logistics centers to meet the needs of strategic clients. In order to implement the agreement to supply lubricants to Kuzbasrazrezugol in Kemerovo we set up a regional lubricants warehouse. Its capabilities allow us not only to fully cater to a fleet of almost 1,000 BelAZ trucks that work at the coal producer's open-cut pits, but also to efficiently meet the needs of new partners among Russia's largest industrial firms. We apply the same principle in international markets. LLK lubricants Romania is the hub of lubricants supply to European countries. Following last year's facilities' upgrade at the Romanian plant we were able to complete the switch to a new, unified type of packaging and utilize the plant at full capacity.

The establishment of LLK Eurasia provided for a full-scale expansion of LUKOIL oils in the Turkish market and helped to create a lubricants supply hub for the countries of the Middle East, North Africa and Asia. Today we have a dealership network in Turkey, signed contracts with major customers and we are actively implementing the cooper-



ation program with authorized service centers. One of our major achievements has been the win in the tender to supply oils to Turkish Railways.

INVESTING IN THE FUTURE

LLK applies a systematic approach to investments in R&D and designing projects. The result of our work in this area is illustrated by a modern product range of LUKOIL-branded lubricants. It needs to be stressed that the entire product range was developed and tested by specialists of our own expert & analytical centers and other corporate R&D units. During the manufacturing process on high-tech, automated equipment quality control is carried out by factory laboratories.

Practically in each industry segment LLK is ready to offer consumers modern innovative products, developed and made in compliance with front-end global tendencies. And it makes little difference whether we are talking about motor oils for passenger cars where LUKOIL LUX products enjoy huge popularity, or about LUKOIL AVANGARD used by commercial vehicles/machinery or LUKOIL GEYZER and LUKOIL STILO industrial products, or LUKOIL NAVIGO marine lubricants, or others.

LLK's work on introducing new products is an ongoing process. Responding to consumers' requests we put out at the market dozens of new items. This jubilee year is no exception: in the fourth quarter new lubricant products for passenger and commercial vehicles will appear at the market as well as lubricants for industrial use.

Another example of the systematic approach towards R&D issues is LLK additives manufacturing. In recent years, LUKOIL has been the only Russian oil company that invested in the revival of production of components required to make top-tier oils. LLK-Naftan joint venture created with Belarussian partners is already capable of producing second-to-none additives that can compete with the products of global industry leaders and can be used in manufacturing top-tier lubricants according to API standards.

THE GLOBAL RECOGNITION

In 2007-2008, LUKOIL became Russia's first and only member of the two largest trade organizations in the world: the Technical Association of the

The basic principle of our work is to provide integrated services and establish full-scale partnerships with lubricants consumers directly or via regional representatives and dealers' network. Such approach ensures a continuing, efficient dialogue with our clients. The efficiency of LUKOIL business becomes an important element in our customers' competitiveness.

Coupled with our own sources of top-quality crude, a powerful scientific and manufacturing base and highly skilled staff, these factors had helped LLK-International capture leading positions at the Russian market and firmly secure a spot in the list of the world's top 10 lubricants producers.



LLK-International General Director Maxim Donde

European Lubricants Industry (ATIEL) and the International Council on Combustion Engines (CIMAC).

For any lubricants company the key factor to success is to obtain approval certificates issued by leading global manufacturers of equipment, machinery and automobiles. We devote major attention to our activities in this area. LLK continually works on certifying its products since approvals by the world's leading expert institutes, equipment, machinery and vehicles manufacturers serve as the best confirmation of our lubricants' quality. LUKOIL-branded products for passenger cars have been approved by such car industry giants as Mercedes Benz, Porsche and Ford. Oils for commercial transport vehicles comply with requirements set by Renault Trucks, Volvo, Mack, Mercedes Benz, Cummins, MAN and others, while lubricants for industrial use have been approved by Denison, Flender and BoschRexroth.

This year, LLK licensed 13 types of motor oils according to API standards.

U.S. experts established that LUKOIL oils meet requirements of the highest service categories set by API: SL, SM, CH-4, CI-4, CI-4 Plus and CJ-4. A whole range of products was licensed to comply with requirements of an even stricter standard - ILSAC with the GF-4 specification. Our licensed products also feature oils from the LUKOIL LUX product line, which has quite popular with customers, as well as seven new promising products.

The success achieved by LLK-International over the last five years would not have been possible without the support of all companies that are part of LUKOIL Group: oil refineries, oil product supply firms and foreign marketing companies.

A continuing analysis of all events taking place in the lubricants industry and our commitment to factor in the key tendencies of the lubricants market development in the decision-making process allow us not only to be in sync with the market, but also to use our opportunities and move a step ahead of the industry.

THE LUKOIL TRADEMARK HAS ENTERED THE GLOBAL MARINE OIL MARKET (WWW.LUKOILMARINE.COM), WHICH FOR DECADES WAS DOMINATED BY FIVE WORLD MAJORS.





Dealers' Meeting: International Scale

This year LUKOIL lubricants conference was held in October in the Turkish city of Belek located in the Antalya province. The event offered a unique opportunity for LUKOIL Russian and foreign dealers to learn the latest news about LUKOIL lubricants business, communicate with LLK-International representatives and exchange opinions with colleagues working in the same trade.

The 2010 event gathered more than 250 delegates. This year, the participant list featured more foreign companies than ever. The Russian dealers' network was represented by more than a hundred firms from all parts of the country. The representation of foreign dealers in Belek was equally large with delegates from Belarus, Turkmenistan, Kyrgyzstan, Tajikistan, Uzbekistan, Moldova and Armenia taking part in the conference. The biggest delegations came from Turkey, Romania, Kazakhstan and Ukraine. The growing number of dealers selling LUKOIL lubricants and countries they come from is a vivid illustration of the Company successful campaign to capture international markets. The big role in making that happen is played by daughter companies and foreign subsidiaries such as LLK Marine, LLK Eurasia, LLK Lubricants Romania and the recently established LLK Ukraine.

Observing an established tradition, the conference was opened by a series of speeches delivered by LLK-International representatives. General director Maxim Donde took the floor first to welcome the delegates. He noted that LLK would mark its fifth anniversary in 2010. "During this period we have created a system of services, pricing and logistics which had helped us maintain the pace with our clients' growing needs, both in terms of product quality and scope and times of delivery," said Maxim Donde summarizing LLK's accomplishments so far and announcing plans for the future. "The path of a leader isn't easy - the market continuously stimulates to keep raising the bar higher and higher. It is nice to see that we have retained the core of our allies who share our business vision and are ready to conquer new heights," he said.

Donde's address was followed by first deputy general director Alexander Terletsky's detailed account of LLK's

five-year history and 2010 performance results. One of the most important tasks, which has been given special attention over the five years, is the creation and development of an efficient dealers' network. An important milestone en route to achieving that goal was last year's launch of a new model of cooperation with LUKOIL's dealers. Evaluating the results of this novelty Alexander Terletsky stressed: "The motivational system which exists today is characterized by the high interest of all distribution links in accomplishing results." Terletsky backed up his words by citing the 2010 sales figures. The sales of highly effective commercially packaged products soared by 76 percent while total sales of lubricants rose by 29 percent. In the nearest future one of the chief priorities in corporate operations will be to promote LUKOIL lubricants in foreign markets. This year has seen intensive growth of sales of the Company products in Central Asia, Europe and the Middle East. In the future such pace of growth should not only be maintained but grown further.

Undoubtedly, promotion in foreign markets requires a special focus on LLK product range. Yaroslav Litvinsev spoke at length about the latest achievements and future prospects in this area. According to him, LLK-International develops its product range relying on the market's feedback. The company thoroughly monitors all requirements of original industrial equipment manufacturers. Product promotion on international markets is not



feasible without their approvals and that is why LLK-International is dynamically developing this business segment.

Andrei Yasnovsky and Yuri Kolyadin then spoke about the creation of the Technical Support Client Service and described the main principles of its work. They invited dealers to use the new service, which is practically provided online.

Taking into account the presence of international delegates the hosts made a special emphasis on the dealers' networking forming the regional groups. National markets apparently have distinctive features and specifics and that is why the dealers were given the opportunity to discuss all relevant issues with LLK-International employees in charge of the company's operations in different regions.

Work in foreign markets was discussed in groups chaired by Alexei Strelchenko, Yaroslav Litvintsev, Igor Savin, Roman Milash, Ilya Ushatikov, Robert Sagatellov and Vladimir Prelevic. Meanwhile, the Russian dealers led by Pavel Arkhangelsky, Ivan Dmitriyev and Marina Tolstova were able to exchange experience using the presentations from the "Authorized Store for LUKOIL Packaged Goods Sales in Moscow" project and the joint project of LLK-International and LUKOIL Tsennefteprodukt.

Besides this, thanks to our LUKOIL Inform colleagues' assistance, the conference for the first time featured short videos depicting the success stories of regional dealers, which achieved the best results: Tekhno Sintez (Perm), TranzitOil (Kazan), RUSOIL (Tyumen), Eniks LTD (Krasnodar). Discussions



about factors contributing to success in B2B and B2C segments were moderated by Adam Akhriyev and Alyona Chemezova.

A separate working session was devoted to the system of sales assurance. Alexei Moskalenko, Andrei Matyukhov and Olga Timokhova replied to questions related to client service and logistics organization practices. Legal and financial issues (Mikhail Kovalyov and David Basishvili were in charge) were also discussed, as well as pricing policy (Nikolai Tikhomirov) and marketing (Igor Volodin) issues.

Accidentally, the conference was held on the same date when LLK-International introduced some changes in its credit policy. Starting Oct. 1, 2010, deferred payment deliveries within the dealers' network will be made only against a bank guarantee. Despite the long time frame that the dealers had been given to secure guarantees and to work with banks, there were still issues that needed to be cleared up. These had to do primarily with bank

guarantee issue dates, prolongation and terms of issue of guarantees, the list of banks whose guarantees would be accepted by LLK-International, different forms of collaterals, etc. Ultimately, it turned out that a number of dealers could not provide bank guarantees due to certain reasons. In regard to this LLK pledged to provide necessary consultations to dealers and offer full-scale assistance in the use of different instruments that should enable the dealers to obtain bank guarantees.

The second day of the conference was traditionally devoted to team-building activities, which took place in the open air. This gave the dealers and LLK-International representatives an opportunity to continue informal communication. Following the close of the conference «МАСЛА@ЛУКОЙЛ» magazine asked Russian and foreign dealers of LUKOIL lubricants to share their impressions about the event. We are printing here the most vivid reflections.



The first strong impression was made by the scale of this event and the presence of large numbers of distributors and LLK-International's representatives. Good news was the fact that the Company had developed many new products that are demanded in the market. The company of such scale necessarily needs to take into account the market's requirements, and LLK-International has demonstrated commitment in this regard. Such a strategy is one of the key drivers of sales growth and it contributes to the clients' good reception of the LUKOIL brand, which is very important for us, the dealers, who are promoting the company's products in a highly competitive market. I would like to thank LLK-International for organizing the event at the highest level. Such events facilitate transfer of detailed information to dealers, which provides them with important feedback to develop the business and stimulates further activity. Meetings like these and mutually beneficial cooperation should result in higher sales. Good results can be achieved only if working in a team.

Florin Porumb
S.C. TRANSINTERN CAR SRL (Romania)



Organization of the conference, its location, presentations, audiovisual systems and all programs were well thought-out and implemented. All presentation materials were prepared at a high level. It is especially pleasing to learn that new LUKOIL products are developed according to the latest technologies and promoted in the market. The major car-makers' approvals of LUKOIL products help us to look into the future with optimism and build confidence in a successful promotion of LUKOIL lubricants in the Romanian market.

Thank you all very much.

Gabriel Nicolae
Lubricant Rom S.R.L. Ploiesti (Romania)

I wish to underline the high level of conference organization and relevance of covered topics, particularly the ones dealing with the product range renewal and replacement of foreign imports. We were also interested in the system of the Russian dealers' work. I am convinced that that the introduction of this system in Ukraine would help us to significantly grow sales of LUKOIL lubricants.



Yevgeny Scherbachenko
Mezhdunarodnye Biznes Kontseptsii
(Dnepropetrovsk, Ukraine)



Content-wise it was a very fruitful business event – interesting reports and genuinely useful, productive group work, as well as the ability to ask intriguing, problematic questions, and speak about the things that worry us. I appreciate the direct contact with LLK-International staff who are responsible for all aspects of work with the dealers,

beginning with production of lubricants and ending with logistics. The most interesting topics for us were product range development, introduction of a new system of incentives for dealers and product pricing methodology.

I liked the communication with Russian colleagues dealing in LUKOIL lubricants, we exchanged our experiences, obtained information about the new system of incentives for dealers.

Separate compliments go to the colleagues who selected the hotel that hosted the conference and were taking care of all organizational issues.

Alexander Sukhoterin
Kazakh Fuel Company (Kazakhstan)



The location and time to stage the event were picked well. The meeting of LUKOIL dealers differed from similar events organized by other companies due to LLK-International representatives' openness toward dealer companies. Without any

doubt, our trust to the LUKOIL brand increased thanks to the conference. We received detailed information about the company's development strategy and the new product range; the event also helped us to understand better LLK-International's trading policy. The presentations enabled us to clearly see LUKOIL's positions in international markets and in Turkey in particular. It was also important to find out what kind of dealers' performance LLK expects to see. Overall, the event helped us to feel part of the team. At the conference I was able to ask all the questions that posed interest to me and receive comprehensive answers. I was very pleased by the fact that LLK-International attaches a great deal of attention to studying design features of modern cars and the new generation of industrial equipment engines.

Ener Turhan
Galata Petrol (Turkey)

The organization of such events has great significance. I would particularly single out the choice of format for work in groups split according to regional affiliation. It provided a good opportunity to conduct constructive dialogue not only with LLK staff, but with other dealers, too. We shared information about our achievements and difficulties, discussed ways to handle common tasks that we face. We were able to get the answers to our questions regarding product quality and logistics directly from the employees involved in the manufacturing process. We learnt about LLK's plans in coming years, new products that will be launched. All issues that were tackled at the conference generated interest, and we received ample information about replacement of foreign products by LUKOIL lubricants. The discussion of a new form of discounts in the shape of bonuses and many other topics raised a special interest among dealers. I want to express my biggest gratitude to the LLK management for organizing this conference.



Vladimir Lukhovetsky
AVT (Kyrgyzstan)

Professional Consultations for Every Client



ONLINE TECHNICAL SUPPORT

Customer technical support provides regular communication with key clients and dealers who can directly contact the customer support service with any inquiries. All other clients including individual consumers of LUKOIL products are also given due attention. They can always access the technical support staff online.

Inquiries about LUKOIL lubricants can be left at www.lukoil-masla.ru (<http://lukoil-lubricants.com/>) by using a form on the Technical Support page. All questions depending on their complexity and type are divided into several groups and directed to qualified specialists. Responses are sent to consumers by the technical support staff. All inquiries are reviewed within 48 hours and responses are sent out within 72 hours after receipt of inquiry. Addressing online inquiries to LLK-International experts was made public since Fall 2008 when the corporate website was launched. The full-fledged online technical support service – complete with clear response procedures, timeframe and assigning of responsible specialists – was launched last fall.

The website currently receives between 10 and 15 inquiries daily, some of which go beyond the scope of the technical support's area of responsibility. Over 20% of questions fall within a wide range of issues entirely unrelated to lubricating oils. About 15% of online questions deal with commercial and business issues like where particular oils can be purchased, what are their prices, what are the discount policies, how to become a dealer, etc. Such questions are forwarded by technical support to the Commercial Service of LLK-International.

Up to 30% of inquiries are of the FAQ type, such as why the lubricant is black, whether or not mixing of lubricants is recommended lubricants, etc. Nevertheless, not a single question is left without attention. "Our company values each client. With insufficient information support, especially in the regions, our work becomes educational", says Andrey Sterkhov, Head of Research & Development Department of LLK-International, of which the Technical Support Service is a part.

According to Mr. Sterkhov, questions of the professional kind are asked by only 20% of online users, and only a fifth of them are highly specialized. Such inquiries are usually made by industry professionals or even employees of competing companies. Customer support decides whether to forward inquire to specialist with competence in particular areas (for instance, product line, formulas, etc.) who work in the Scientific and Technical Development Office, as well as other departments of LLK-International. The professional level of consultations practically has no limitations as the LLK-International team includes 14 PhDs, most of them also teach at specialized colleges and universities. The company has a permanent Advisory Board that includes scientists specializing in lubricants, as well as in various industries. New technologies and lubricating formulas are developed in close coop-



eration with R&D centers and international manufacturers of machinery and equipment.

Considering the relatively short history of the online service, it is however safe to say that online customer support is vital for addressing the needs of clients. This is evidenced by the grateful feedback from consumers who have benefited from the prompt and professional consultations on the selection and use of LUKOIL lubricants.

ANDREY STERKHOV,
HEAD OF RESEARCH
& DEVELOPMENT DEPARTMENT
OF LLK-INTERNATIONAL





Pacing Ahead: LUKOIL Launches New Lubricant Oils

Increased imports of industrial machinery in the past years and extensive growth of the car fleet due to imports have changed the patterns of lubricant consumption in Russia. Imported equipment requires advanced quality lubricants, a growing demand for which is primarily satisfied by increasing imports. LUKOIL strategy calls for developing lubricant production to highest international standards which requires the product line to fit technologically with the new market requirements. By systematically developing and launching new products the Company proves that top-tier lubricants can be successfully produced in Russia.

In 4Q 2010 seven new products will appear on the market. Their development, testing and launch come as a result of a joint effort by specialists from the R&D and production management departments of LLK-International as well as the testing and research centers of LUKOIL-Permnefteorgsintez, LUKOIL-Nizhegorodnefteorgsintez and the Tyumen branch of LLK-International.

In November 2010, LUKOIL-Permnefteorgsintez will start producing multi-grade synthetic engine oils LUKOIL LUXE Synthetic 5W-30, LUKOIL AVANTGARDE PROFESSIONAL 10W-40 and LUKOIL AVANTGARDE PROFESSIONAL LS 10W-40. LUXE Synthetic 5W-30 will be a product with a new viscosity grade within the LUXE product line. It is intended for gasoline and diesel engines of passenger cars, minivans and LCVs. The oil has been approved by Ford (certification WSS-M2C913-C) and will be supplied in 1, 4, 5 and 18 liter cans, as well as in 216.5 liter drums. AVANTGARDE PROFESSIONAL 10W-40 and AVANTGARDE PROFESSIONAL LS 10W-40 will become two premium additions to the AVANTGARDE product line. Both oils will be sold in 18 liter and 50 liter cans,

216.5 liter drums and 1,000 liter cubes. AVANTGARDE PROFESSIONAL 10W-40 was developed for diesel engines of heavy trucks and buses without particle filters operating in severe conditions and with extended drain intervals and fully meets ACEA E4/E7-08 requirements. AVANTGARDE PROFESSIONAL 10W-40 can also be used for engines with exhaust gas recirculation systems and NOx emission reduction systems.

AVANTGARDE PROFESSIONAL LS 10W-40 meets ACEA E6/E4/E7-08 and API CI-4 requirements and fits the Low SAPS class. This oil can be used for heavy-duty diesel engines including engines equipped with sulphated ash control systems: diesel particulate filters (DPF), exhaust gas recirculation (EGR) and selective catalytic reduction (SCR) to reduce the content of nitrogen oxide in exhaust gases. The oil is intend-

ed for the newest modifications of engines which work on low-sulfur diesel fuel and meet the latest environmental requirements (including Euro 5) with low toxicity of exhaust.

"Launching the production of AVANTGARDE PROFESSIONAL oils is another step on the way to develop a com-





prehensive range of LUKOIL branded lubricants”, says Andrey Sterkhov, Head of Research & Development Department of LLK-International. “Logistics, supply and delivery are LUKOIL traditional strengths particularly in remote regions of Russia where heavy trucks are used. AVANTGARDE PROFESSIONAL oils offer a beneficial and convenient solution for consumers”.

In October 2010, production of new lubricants for commercial vehicles – transmission oils LUKOIL TRANSMISSION TM-5 SAE 90 and TSp-15K – will be launched at LUKOIL-Nizhegorodnefteorgsintez. LUKOIL TRANSMISSION TM-5 SAE 90 has been developed for the API GL-5 manual transmissions used in heavy dump trucks operating at open mine-pits and in severe conditions. LUKOIL TRANSMISSION TM-5 SAE 90 can be supplied through fill-in as well as in 216.5 liter drums and 1,000 liter cubes. The multi-grade transmission gear oil TSp-15K (produced to GOST 23652-79) has been developed for the transmissions and rear axles of KAMAZ and other trucks of the TM-3

ria and the Far East, TSp-15K will also be produced by the Tyumen branch of LLK-International.

The Tyumen branch will also start production of gear oil LUKOIL STILO LT (viscosity ISO 100, 150 and 220) in October, and hydraulic fluid LUKOIL GEYSER LT 15 in November. Both products have improved low-temperature properties. STILO oils are intended for industrial equipment and will be sold in 216.5 liter drums. LUKOIL GEYSER LT 15 is recommended as a hydraulic fluid in particular for systems equipped with 1-5 micron ultra-fine filters primarily used in winter time in the Arctics. The oil will be filled-in as well as supplied in 216.5 liter drums or 1,000 liter cubes.

“LUKOIL leadership in all segments of the lubricant market is based on a continuous extension of its product line through adding premium lubricant oils and on quality that grows in line with new requirements of industrial and automotive OEMs worldwide what translates into steadily increasing use of LUKOIL lubricants for imported vehicles and equipment”, said

“LUKOIL’s leadership in all segments of the lubricant market is based on a continuous extension of its product lines through adding premium lubricants and on quality that grows in line with new requirements of industrial and automotive OEMs worldwide what translates into steadily increasing use of LUKOIL lubricants for imported vehicles and equipment”, said Aleksandr Terletsky, First Deputy General Director of LLK-International, at a press conference on the launch of new products in Perm. “The profitability of the businesses of our partners grows due to lower operating costs and comprehensive servicing”.

Aleksandr Terletsky, First Deputy General Director of LLK-International, at a press conference on the launch of new products in Perm. “The profitability of the businesses of our partners grows due to lower operating costs and comprehensive servicing”.

APPROVALS AND CONFORMITY OF AVANTGARDE PREMIUM OILS

LUKOIL AVANTGARDE PROFESSIONAL 10W-40:

- Approvals: Scania LDF-2/LDF-3, Renault RLD-2/RXD, Volvo VDS-3, Deutz DQC III-05, MB Approval 228.5, MAN M3277
- Conforms with requirements of API CF, ZF TE-ML 04C

LUKOIL AVANTGARDE PROFESSIONAL LS 10W-40:

- Approvals: Scania LA, Renault RLD/RDL-2/RXD, Volvo VDS-3, Deutz DQC III-05, MB Approval 228.51, MAN M3477
- Licenses: API CI-4 – Engine Oil Licensing and Certification System License No. 2523 dated 07.07.2010
- Conforms with requirements of JASO DH-2

ALWAYS MOVING FORWARD



LUKOIL

LUBRICANTS