

## **PJSC LUKOIL**

# CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

for the three and nine-month periods ended 30 September 2018

prepared in accordance with IFRS (unaudited)

These condensed interim consolidated financial statements were prepared by PJSC LUKOIL in accordance with IFRS and have not been audited by our independent auditor. If these condensed interim consolidated financial statements are audited in the future, the audit could reveal differences in our consolidated financial results and we can not assure that any such differences would not be material.



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## Independent Auditors' Report on Review of Condensed Interim Consolidated Financial Statements

To the Shareholders and Board of Directors

PJSC LUKOIL

#### Introduction

We have reviewed the accompanying consolidated statement of financial position of PJSC LUKOIL (the "Company") and its subsidiaries (the "Group") as at 30 September 2018, and the related consolidated statements of profit or loss and other comprehensive income for the threeand nine-month periods 30 September 2018 and the related consolidated statements of changes in equity and cash flows for the nine - month period ended 30 September 2018, and notes to the condensed interim consolidated financial statements (the "condensed interim consolidated financial statements"). Management is responsible for the preparation and presentation of these condensed interim consolidated financial statements in accordance with IAS 34 Interim Financial Reporting. Our responsibility is to express a conclusion on these condensed interim consolidated financial statements based on our review.

#### Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410 Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review of condensed interim consolidated financial statements consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Audited entity: Public Joint Stock Company "Oil company "LUKOIL"

Registration No. in the Unified State Register of Legal Entities 1027700035769.

Moscow, Russia

Independent auditor: JSC "KPMG", a company incorporated under the Laws of the Russian Federation, a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity

Registration No. in the Unified State Register of Legal Entities 1027700125628.

Member of the Self-regulated organization of auditors "Russian Union of auditors" (Association). The Principal Registration Number of the Entry in the Register of Auditors and Audit Organisations No. 11603053203

#### PJSC LUKOIL

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## Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the condensed interim consolidated financial statements as at 30 September 2018 and for the three- and nine-month periods ended 30 September 2018 are not prepared, in all material respects, in accordance with IAS 34 *Interim Financial Reporting*.



Moscow, Russia

27 November 2018

		30 September	21 D
	Note	2018 (unaudited)	31 December 2017
Assets		,	
Current assets			
Cash and cash equivalents	6	371,791	330,390
Accounts receivable, net	7	606,302	418,272
Other current financial assets		40,745	19,561
Inventories	8	448,286	398,186
Prepaid taxes	9	96,546	87,338
Other current assets	10	54,930	54,367
Total current assets		1,618,600	1,308,114
Property, plant and equipment	12	3,722,586	3,575,165
Investments in associates and joint ventures	11	199,980	164,286
Other non-current financial assets	13	64,565	79,717
Deferred income tax assets		29,562	25,128
Goodwill and other intangible assets		39,956	41,304
Other non-current assets		38,301	32,501
Total non-current assets		4,094,950	3,918,101
Total assets		5,713,550	5,226,215
Liabilities and equity			
Current liabilities			
Accounts payable	14	645,279	559,977
Short-term borrowings and current portion of long-term debt	15	51,892	128,713
Taxes payable	17	169,253	118,484
Provisions	19	32,179	58,253
Other current liabilities	18	33,462	93,420
Total current liabilities		932,065	958,847
Long-term debt	16	513,469	487,647
Deferred income tax liabilities		248,952	237,980
Provisions	19	55,634	47,962
Other non-current liabilities		1,355	3,380
Total non-current liabilities		819,410	776,969
Total liabilities		1,751,475	1,735,816
Equity	20		
Share capital		1,151	1,151
Treasury shares		(258,113)	(251,089)
Additional paid-in capital		129,732	129,641
Other reserves		125,439	27,090
Retained earnings		3,955,499	3,576,158
Total equity attributable to PJSC LUKOIL shareholders		3,953,708	3,482,951
Non-controlling interests		8,367	7,448
Total equity		3,962,075	3,490,399
Total liabilities and equity		5,713,550	5,226,215

President of PJSC LUKOIL

Alekperov V.Y.

Chief accountant of PJSC LUKOIL Verkhov V.A.

## PJSC LUKOIL Consolidated Statement of Profit or Loss and Other Comprehensive Income (Millions of Russian rubles, unless otherwise noted)

		For the three months ended	For the three months ended	For the nine months ended	For the nine months ended
		30 September 2018	30 September 2017	30 September 2018	30 September 2017
December	Note	(unaudited)	(unaudited)	(unaudited)	(unaudited)
Revenues Sales (including excise and export tariffs)	20	2 205 996	1,483,484	5 002 672	4 274 252
	28	2,305,886	1,465,464	5,992,672	4,274,253
Costs and other deductions		(122.927)	(120, 600)	(244.600)	(229, (7.4)
Operating expenses		(123,837)	(120,608)	(344,698)	(338,674)
Cost of purchased crude oil, gas and products		(1,323,504)	(782,950)	(3,402,816)	(2,226,683)
Transportation expenses		(70,624)	(62,980)	(204,886)	(204,210)
Selling, general and administrative expenses		(64,766)	(42,872)	(141,929)	
Depreciation, depletion and amortisation		(105,900)	(83,920)	(291,183)	
Taxes other than income taxes		(248,539)	(135,266)	(649,176)	(434,588)
Excise and export tariffs		(151,765)	(116,820)	(410,358)	(341,595)
Exploration expenses		(1,041)	(842)	(2,324)	(2,265)
Profit from operating activities		215,910	137,226	545,302	358,979
Finance income	22	5,132	3,261	13,294	9,662
Finance costs	22	(9,955)	(5,925)	(25,556)	(22,162)
Equity share in income of affiliates	11	6,828	3,985	18,181	11,670
Foreign exchange gain (loss)		11,215	(9,441)	32,177	(25,149)
Other (expenses) income	23	(780)	(737)	(10,643)	44,604
Profit before income taxes		228,350	128,369	572,755	377,604
Current income taxes		(46,064)	(30,157)	(104,253)	(75,096)
Deferred income taxes		2,176	(427)	(6,620)	(3,245)
Total income tax expense		(43,888)	(30,584)	(110,873)	(78,341)
Profit for the period		184,462	97,785	461,882	299,263
Profit for the period attributable to non-					
controlling interests		(695)	(444)	(1,735)	(968)
Profit for the period attributable to PJSC LUKOIL shareholders		183,767	97,341	460,147	298,295
Other comprehensive income (loss), net of					
income taxes					
Items that may be reclassified to profit or loss:					
Foreign currency translation differences for foreign operations		37,161	3,103	98,827	17,446
Items that will never be reclassified to profit or loss:					
Change in fair value of equity investments at					
fair value through other comprehensive income		(1,229)	613	(310)	(2.277)
Remeasurement of defined benefit liability /		(1,229)	013	(310)	(2,377)
asset of pension plan		(60)	5	(174)	18
Other comprehensive income		35,872	3,721	98,343	15,087
Total comprehensive income for the period		220,334	101,506	560,225	314,350
Total comprehensive income for the period		220,004	101,500	200,222	314,330
attributable to non-controlling interests		(691)	(451)	(1,729)	(997)
Total comprehensive income for the period attributable to PJSC LUKOIL					
shareholders		219,643	101,055	558,496	313,353
Earnings per share of common stock attributable to PJSC LUKOIL shareholders (in Russian rubles):					
Basic	20	259.02	137.17	648.48	419.37
Diluted	20	255.54	137.17	643.85	419.37
Diluted	20	233.34	137.17	045.85	419.37

## PJSC LUKOIL Consolidated Statement of Changes in Equity (unaudited) (Millions of Russian rubles)

	Share capital	Treasury shares	Additional paid-in capital	Other reserves	Retained earnings	Total equity attributable to PJSC LUKOIL shareholders	Non- controlling interests	Total equity
31 December 2017	1,151	(251,089)	129,641	27,090	3,576,158	3,482,951	7,448	3,490,399
Adjustment on adoption of IFRS 9, net of tax	-	-	-	-	(6,831)	(6,831)	-	(6,831)
1 January 2018	1,151	(251,089)	129,641	27,090	3,569,327	3,476,120	7,448	3,483,568
Profit for the period	-	-	-	-	460,147	460,147	1,735	461,882
Other comprehensive income (loss) Total	-	-		98,349	<u>-</u>	98,349	(6)	98,343
comprehensive income				98,349	460,147	558,496	1,729	560,225
Dividends on common stock	-	-	-	-	(92,252)	(92,252)	-	(92,252)
Stock purchased	-	(7,024)	-	-	-	(7,024)	-	(7,024)
Equity-settled share- based compensation plan Changes in non-	-	-	-	-	18,277	18,277	-	18,277
controlling interests	-	-	91	-	-	91	(810)	(719)
30 September 2018	1,151	(258,113)	129,732	125,439	3,955,499	3,953,708	8,367	3,962,075
31 December 2016	1,151	(241,615)	129,514	28,975	3,302,855	3,220,880	6,784	3,227,664
Profit for the period	-	-	-	-	298,295	298,295	968	299,263
Other comprehensive income (loss)	-	-	- -	15,087	(29)	15,058	29	15,087
Total comprehensive income				15,087	298,266	313,353	997	314,350
Dividends on common stock	-	-	-	-	(85,156)	(85,156)	-	(85,156)
Stock purchased	-	(9,474)	-	-	-	(9,474)	-	(9,474)
Changes in non- controlling interests	-	-	127	-	-	127	(915)	(788)
30 September 2017	1,151	(251,089)	129,641	44,062	3,515,965	3,439,730	6,866	3,446,596

(Millions of Russian rubles)	Note	For the nine months ended 30 September 2018 (unaudited)	For the nine months ended 30 September 2017 (unaudited)
Cash flows from operating activities		,	
Profit for the period attributable to PJSC LUKOIL shareholders		460,147	298,295
Adjustments for non-cash items:			
Depreciation, depletion and amortisation		291,183	248,856
Equity share in income of affiliates, net of dividends received		(12,060)	(7,780)
Dry hole write-offs		860	7
Loss (gain) on disposals and impairments of assets		14,167	(41,487)
Income tax expense		110,873	78,341
Non-cash foreign exchange (gain) loss		(32,398)	25,948
Finance income		(13,294)	(9,662)
Finance costs		25,556	22,162
Bad debt provision		1,180	2,624
Equity-settled share-based compensation plan		23,525	-,
All other items – net		(778)	(992)
Changes in operating assets and liabilities:		(110)	(>> <b>-</b> )
Trade accounts receivable		(140,397)	(19,157)
Inventories		(12,037)	35,910
Accounts payable		39,464	(54,354)
Other taxes		31,563	30,726
Other current assets and liabilities		(26,378)	(13,523)
Income tax paid		(96,007)	(58,435)
Dividends received		6,401	3,754
Interests received		9,570	6,233
Net cash provided by operating activities		681,140	547,466
Cash flows from investing activities		001,140	347,400
Acquisition of licenses		(298)	(123)
Capital expenditures		(338,260)	(373,770)
Proceeds from sale of property, plant and equipment		1,371	1,076
Purchases of financial assets		(2,175)	(2,654)
Proceeds from sale of financial assets		11,871	8,943
Sale of subsidiaries, net of cash disposed		11,671	81,038
		-	475
Sale of equity method affiliates  Acquisitions of subsidiaries, not of each acquired		-	(3,369)
Acquisitions of subsidiaries, net of cash acquired		(1,968)	
Acquisitions of equity method affiliates  Not each used in investing activities			(2,932)
Net cash used in investing activities  Cash flows from financing activities		(329,459)	(291,316)
Proceeds from issuance of short-term borrowings		21,050	3,910
Principal repayments of short-term borrowings		(12,142)	(7,214)
Proceeds from issuance of long-term debt		39,840	68,049
Principal repayments of long-term debt		(196,714)	(105,728)
Interest paid		(23,080)	(24,264)
Dividends paid on Company common shares		(158,346)	(139,391)
Dividends paid to non-controlling interest shareholders		(1,515)	(2,125)
Financing received from non-controlling interest shareholders		111	27
Purchase of Company's stock		(7,024)	(9,474)
Sale of non-controlling interests		4	30
Purchases of non-controlling interests		(225.017)	(5)
Net cash used in financing activities		(337,816)	(216,185)
Effect of exchange rate changes on cash and cash equivalents		27,536	(7,844)
Change in cash related to assets held for sale		44 404	3 124
Net increase in cash and cash equivalents		41,401	32,124
Cash and cash equivalents at beginning of period		330,390	261,367
Cash and cash equivalents at end of period	6	371,791	293,491

## Note 1. Organization and environment

The primary activities of PJSC LUKOIL (the "Company") and its subsidiaries (together, the "Group") are oil exploration, production, refining, marketing and distribution. The Company is the ultimate parent entity of this vertically integrated group of companies.

The Group was established in accordance with Presidential Decree No. 1403, issued on 17 November 1992. Under this decree, on 5 April 1993, the Government of the Russian Federation transferred to the Company 51% of the voting shares of fifteen enterprises. Under Government Resolution No. 861 issued on 1 September 1995, a further nine enterprises were transferred to the Group during 1995. Since 1995, the Group has carried out a share exchange program to increase its shareholding in each of the twenty-four founding subsidiaries to 100%.

From formation, the Group has expanded substantially through consolidation of its interests, acquisition of new companies and establishment of new businesses.

#### Business and economic environment

The accompanying condensed interim consolidated financial statements reflect management's assessment of the impact of the business environment in the countries in which the Group operates on the operations and the financial position of the Group. The future business environments may differ from management's assessment.

#### Note 2. Basis of preparation

#### Statement of compliance

The condensed interim consolidated financial statements have been prepared in accordance with IAS 34 *Interim Financial Reporting*. These condensed interim consolidated financial statements should be read in conjunction with the Group's consolidated financial statements for 2017 prepared in accordance with International Financial Reporting Standards ("IFRS").

Selected explanatory notes are included to explain events and transactions that are significant to an understanding of the changes in financial position and performance of the Group since the last consolidated financial statements for 2017.

The accompanying condensed interim consolidated financial statements and notes thereto have not been audited by independent auditors, except for the consolidated statement of financial position at 31 December 2017.

The condensed interim consolidated financial statements were authorised by the President of the Company on 27 November 2018.

#### Functional and presentation currency

The functional currency of each of the Group's consolidated companies is the currency of the primary economic environment in which the company operates. The management has analysed factors that influence the choice of functional currency and has determined the functional currency for each Group company. For the majority of them the functional currency is the local currency. The functional currency of the Company is the Russian ruble ("RUB").

The presentation currency of the consolidated financial statements of the Group is the RUB. All financial information presented in the RUB has been rounded to the nearest million, except when otherwise indicated.

#### **Note 2. Basis of preparation (continued)**

The results and financial position of Group companies whose functional currency is different from the presentation currency of the Group are translated into presentation currency using the following procedures. Assets and liabilities are translated at period-end exchange rates, income and expenses are translated at rates which approximate actual rates at the date of the transaction. Resulting exchange differences are recognised in other comprehensive income.

#### Note 3. Changes in accounting policies

The accounting policies adopted in the preparation of these condensed interim consolidated financial statements are consistent with those applied and disclosed in the consolidated financial statements for 2017 except for IFRS 9 *Financial instruments* and IFRS 15 *Revenue from Contracts with Customers* that the Group has adopted with effect from 1 January 2018.

IFRS 9, issued in July 2014, replaced the existing guidance in IAS 39 *Financial Instruments: Recognition and Measurement*. IFRS 9 sets out requirements for recognising and measuring financial assets, financial liabilities and some contracts to buy or sell non-financial items. IFRS 9 replaced the current 'incurred loss' model with a forward-looking 'expected credit loss' model. The adoption of IFRS 9 resulted in recognition of additional provisions for impairment of receivables under the expected credit loss model. The overall impact of applying the standard resulted in recognition of additional allowance on accounts receivables recognised directly in equity in the amount of 6,831 million RUB net of deferred income tax at 1 January 2018. As permitted by IFRS 9 comparatives have not been restated.

IFRS 15, issued in May 2014, established a comprehensive framework for determining whether, how much and when revenue is recognised. It replaced existing revenue recognition guidance, including IAS 18 *Revenue*, IAS 11 *Construction Contracts* and IFRIC 13 *Customer Loyalty Programmes*. The core principle of the new standard is that an entity recognises revenue when a customer obtains control of the goods. Based on management's analysis performed the standard does not have a material effect on the Group's consolidated financial statements, no transition adjustment has been made and comparative information has not been restated.

## Note 4. Use of estimates and judgments

Preparation of the consolidated financial statements in accordance with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from those estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are revised and in any future periods affected.

Critical judgments in applying accounting policies that have the most significant effect on the amounts recognised in the consolidated financial statements are the following:

- estimation of oil and gas reserves;
- estimation of useful lives of property, plant and equipment;
- impairment of non-current assets;
- assessment and recognition of provisions and contingent liabilities.

#### Note 5. Income taxes

Operations in the Russian Federation are subject to a Federal income tax rate of 3.0% and a regional income tax rate that varies from 12.5% to 17.0% at the discretion of the individual regional administration. The Group's foreign operations are subject to taxes at the tax rates applicable to the jurisdictions in which they operate.

The Group's effective income tax rate for the periods presented differs from the statutory income tax rate primarily due to domestic and foreign tax rate differences and the incurrence of costs that are either not tax deductible or only deductible to a certain limit. Tax expense is recognised based on the management's best estimate of the weighted-average annual income tax rate expected for the full financial year multiplied by the pre-tax income of the interim reporting period.

The Company and its Russian subsidiaries file income tax returns in Russia. A number of Group companies in Russia are paying income tax as a consolidated taxpayers' group ("CTG"). This allows taxpayers to offset taxable losses generated by certain participants of a CTG against taxable profits of other participants of the CTG.

## Note 6. Cash and cash equivalents

	30 September 2018	31 December 2017
Cash held in RUB	82,839	70,611
Cash held in US dollars	263,177	239,405
Cash held in EUR	18,929	13,490
Cash held in other currencies	6,846	6,884
Total cash and cash equivalents	371,791	330,390

## Note 7. Accounts receivable, net

	30 September 2018	31 December 2017
Trade accounts receivable (net of allowances of 24,660 million RUB and 18,777 million RUB at 30 September 2018 and 31 December 2017, respectively)	586,898	393,073
Other current accounts receivable (net of allowances of 5,270 million RUB and 3,182 million RUB at 30 September 2018 and 31 December 2017, respectively)	19,404	25,199
Total accounts receivable, net	606,302	418,272

#### **Note 8. Inventories**

	30 September 2018	31 December 2017
Crude oil and petroleum products	389,474	345,216
Materials for extraction and drilling	22,499	19,925
Materials and supplies for refining	4,130	2,999
Other goods, materials and supplies	32,183	30,046
Total inventories	448,286	398,186

## Note 9. Prepaid taxes

	30 September 2018	31 December 2017
Income tax prepaid	11,096	13,543
VAT and excise tax recoverable	40,553	38,930
Export duties prepaid	15,451	15,418
VAT prepaid	25,282	15,655
Other taxes prepaid	4,164	3,792
Total prepaid taxes	96,546	87,338

## Note 10. Other current assets

	30 September 2018	31 December 2017
Advance payments	18,435	17,487
Prepaid expenses	19,645	23,072
Other assets	16,850	13,808
Total other current assets	54,930	54,367

## Note 11. Investments in associates and joint ventures

Carrying value of investments in associates and joint ventures:

		Owner	ship, %		
		30 September	31 December	30 September	31 December
Name of the company	Country	2018	2017	2018	2017
Joint Ventures:					
Tengizchevroil	Kazakhstan	5.0%	5.0%	110,516	88,390
Caspian Pipeline Consortium	Kazakhstan	12.5%	12.5%	34,569	27,282
South Caucasus Pipeline Company	Azerbaijan	10.0%	10.0%	32,630	26,965
Others				702	474
Associates:					
Associates				21,563	21,175
Total				199,980	164,286

Note 12. Property, plant and equipment

	Exploration and production	Refining, marketing and distribution	Other	Total
Cost				
31 December 2017	3,902,267	1,236,552	72,543	5,211,362
Additions	268,811	66,538	1,065	336,414
Capitalised borrowing costs	6,884	-	-	6,884
Disposals	(29,019)	(7,514)	(476)	(37,009)
Foreign currency translation differences	164,397	38,123	1,651	204,171
Other	275	(731)	89	(367)
30 September 2018	4,313,615	1,332,968	74,872	5,721,455
Depreciation and impairment				
31 December 2017	(1,230,717)	(403,445)	(15,617)	(1,649,779)
Depreciation for the period	(220,070)	(70,759)	(2,725)	(293,554)
Impairment loss	(5,033)	-	-	(5,033)
Disposals	21,883	4,075	164	26,122
Foreign currency translation differences	(81,074)	(14,200)	(501)	(95,775)
Other	2	803	30	835
30 September 2018	(1,515,009)	(483,526)	(18,649)	(2,017,184)
Advance payments for property, plant and equipment				
31 December 2017	10,732	2,717	133	13,582
30 September 2018	6,926	10,777	612	18,315
Carrying amounts				
31 December 2017	2,682,282	835,824	57,059	3,575,165
30 September 2018	2,805,532	860,219	56,835	3,722,586
Cost				
31 December 2016	3,478,050	1,155,388	70,186	4,703,624
Additions	340,709	36,154	1,178	378,041
Acquisitions through business combinations	-	5,180	-	5,180
Capitalised borrowing costs	10,806	73	-	10,879
Disposals	(21,660)	(8,262)	(300)	(30,222)
Foreign currency translation differences	(47,217)	22,183	(523)	(25,557)
Other	(1,104)	(988)	68	(2,024)
30 September 2017	3,759,584	1,209,728	70,609	5,039,921
Depreciation and impairment	, ,	, ,	Ź	, ,
31 December 2016	(1,058,116)	(307,641)	(11,794)	(1,377,551)
Depreciation for the period	(171,866)	(70,251)	(2,547)	(244,664)
Impairment loss	(1,496)	(1,032)	-	(2,528)
Impairment reversal	1,205	-	_	1,205
Disposals	14,121	5,153	173	19,447
Foreign currency translation differences	24,737	(7,977)	111	16,871
Other	105	732	(169)	668
30 September 2017	(1,191,310)	(381,016)	(14,226)	(1,586,552)
Advance payments for property,	(1)1>1,010)	(001)010)	(11,220)	(1,000,002)
plant and equipment				
31 December 2016	64,764	486	43	65,293
30 September 2017	50,716	208	146	51,070
Carrying amounts		<del></del>		
31 December 2016	2,484,698	848,233	58,435	3,391,366
30 September 2017	2,618,990	828,920	56,529	3,504,439

## Note 12. Property, plant and equipment (continued)

The cost of assets under construction included in Property, plant and equipment was 392,306 million RUB and 514,886 million RUB at 30 September 2018 and 31 December 2017, respectively.

In the second quarter of 2018, the Group recognised an impairment loss for its exploration and production assets in Russia in the amount of 5 billion RUB.

#### **Exploration and evaluation assets:**

	For the nine months ended 30 September 2018	For the nine months ended 30 September 2017
1 January	86,134	69,829
Capitalised expenditures	21,109	23,948
Reclassified to development assets	(4,963)	(2,187)
Charged to expenses	(5,829)	(1,231)
Foreign currency translation differences	2,159	(416)
Other movements	(14)	1,189
30 September	98,596	91,132

#### Note 13. Other non-current financial assets

	30 September 2018	31 December 2017
Long-term loans	54,100	69,840
including loans to associates	54,094	69,668
Non-current accounts and notes receivable	4,900	4,680
Other non-current financial assets	5,565	5,197
Total other non-current financial assets	64,565	79,717

All other non-current financial assets are measured at amortised cost.

## Note 14. Accounts payable

	30 September 2018	31 December 2017
Trade accounts payable	575,311	508,078
Other accounts payable	69,968	51,899
Total accounts payable	645,279	559,977

#### Note 15. Short-term borrowings and current portion of long-term debt

	30 September 2018	31 December 2017
Short-term borrowings from third parties	24,336	15,499
Short-term borrowings from related parties	2,736	3,170
Current portion of long-term debt	24,820	110,044
Total short-term borrowings and current portion of long-term debt	51,892	128,713

Short-term borrowings from third parties include amounts repayable in US dollars of 20,747 million RUB and 5,235 million RUB and amounts repayable in other currencies of 3,589 million RUB and 10,264 million RUB at 30 September 2018 and 31 December 2017, respectively. The weighted-average interest rate on short-term borrowings from third parties was 7.96% and 11.30% per annum at 30 September 2018 and 31 December 2017, respectively. At 30 September 2018, short-term borrowings from third parties are unsecured.

## Note 16. Long-term debt

	30 September 2018	31 December 2017
Long-term loans and borrowings from third parties	210,234	244,000
3.416% non-convertible US dollar bonds, maturing 2018	-	86,384
7.250% non-convertible US dollar bonds, maturing 2019	39,241	34,466
6.125% non-convertible US dollar bonds, maturing 2020	65,500	57,506
6.656% non-convertible US dollar bonds, maturing 2022	32,723	28,748
4.563% non-convertible US dollar bonds, maturing 2023	98,261	86,274
4.750% non-convertible US dollar bonds, maturing 2026	65,445	57,467
Capital lease obligations	26,885	2,846
Total long-term debt	538,289	597,691
Current portion of long-term debt	(24,820)	(110,044)
Total non-current portion of long-term debt	513,469	487,647

#### Long-term loans and borrowings

Long-term loans and borrowings from third parties include amounts repayable in US dollars of 184,690 million RUB and 194,251 million RUB and amounts repayable in euros of 25,544 million RUB and 49,749 million RUB at 30 September 2018 and 31 December 2017, respectively. This debt has maturity dates from 2018 through 2028. The weighted-average interest rate on long-term loans and borrowings from third parties was 4.52% and 4.33% per annum at 30 September 2018 and 31 December 2017, respectively. A number of long-term loan agreements contain certain financial covenants which are being met by the Group. Approximately 35% of total long-term loans and borrowings from third parties at 30 September 2018 are secured by shares of an associated company, export sales and property, plant and equipment.

In April 2018, a Group company redeemed non-convertible bonds totaling \$1.5 billion (92.6 billion RUB) in accordance with the conditions of the bond issue. The bonds were issued in 2013 with a maturity of 5 years and a coupon yield of 3.416% per annum.

## Reconciliation of liabilities arising from financing activities

	Loans and		Capital lease	Other	
	borrowings	Bonds	obligations	liabilities	Total
31 December 2017	262,669	350,845	2,846	64,566	680,926
Changes from financing cash flows:					
Proceeds from issuance of short-term borrowings	21,050	-	-	-	21,050
Principal repayments of short-term borrowings	(12,142)	-	-	-	(12,142)
Proceeds from issuance of long-term debt	39,840	-	-	-	39,840
Principal repayments of long-term debt	(102,844)	(92,648)	(1,222)	-	(196,714)
Interest paid	-	-	-	(23,080)	(23,080)
Dividends paid on Company common stock	-	-	-	(158,346)	(158,346)
Total changes from financing cash flows	(54,096)	(92,648)	(1,222)	(181,426)	(329,392)
Other changes:					
Interest accrued	-	-	-	27,920	27,920
Dividends declared on Company common stock	-	-	-	92,252	92,252
The effect of changes in foreign exchange rates	28,199	42,932	(32)	882	71,981
Other changes	534	41	25,293	5,108	30,976
Total other changes	28,733	42,973	25,261	126,162	223,129
30 September 2018	237,306	301,170	26,885	9,302	574,663

## Note 17. Taxes payable

	30 September 2018	31 December 2017
Income tax	14,951	8,963
Mineral extraction tax	73,355	47,175
VAT	48,172	34,147
Excise tax	22,066	17,750
Property tax	5,451	3,652
Other taxes	5,258	6,797
Total taxes payable	169,253	118,484

## Note 18. Other current liabilities

	30 September 2018	31 December 2017
Advances received	28,041	27,698
Dividends payable	1,333	62,254
Other	4,088	3,468
Total other current liabilities	33,462	93,420

## **Note 19. Provisions**

	Asset retirement obligation	Provision for employee compensations	Provision for environmental liabilities	Pension provisions	Provision for unused vacations	Other provisions	Total
30 September 2018	43,043	11,367	3,994	10,687	4,888	13,834	87,813
Incl.: Non-current	42,786	7	1,683	8,952	345	1,861	55,634
Current	257	11,360	2,311	1,735	4,543	11,973	32,179
31 December 2017	36,668	36,172	4,176	10,367	5,472	13,360	106,215
Incl.: Non-current	36,478	14	1,683	8,292	54	1,441	47,962
Current	190	36,158	2,493	2,075	5,418	11,919	58,253

## Assets retirement obligation:

	For the nine months ended 30 September 2018	For the nine months ended 30 September 2017
1 January	36,668	37,460
Provisions made during the period	2,152	1,557
Reversal of provisions	(92)	(74)
Provisions used during the period	(147)	(1,293)
Accretion expense	2,243	2,012
Change in discount rate	1,808	90
Changes in estimates	(1,610)	63
Foreign currency translation differences	2,003	(585)
Other	18	198
30 September	43,043	39,428

## Note 20. Equity

#### Common shares

	30 September	31 December
	2018	2017
	(thousands	(thousands
	of shares)	of shares)
Authorized and issued common shares, par value of 0.025 RUB each	850,563	850,563
Treasury shares	(142,411)	(140,930)
Outstanding common shares	708,152	709,633

According to the resolution of the extraordinary general shareholders' meeting held on 24 August 2018, 100.6 million common shares of the Company were cancelled on 1 November 2018. As a result the number of authorized and issued common shares was reduced to 750 million.

#### Dividends

At the annual general shareholders' meeting on 21 June 2018, dividends for 2017 were approved in the amount of 130.00 RUB per common share. At the extraordinary general shareholders' meeting on 4 December 2017, interim dividends for 2017 were approved in the amount of 85.00 RUB per common share. Total dividends for 2017 were approved in the amount of 215.00 RUB per common share.

At the annual general shareholders' meeting on 21 June 2017, dividends for 2016 were approved in the amount of 120.00 RUB per common share. At the extraordinary general shareholders' meeting on 5 December 2016, interim dividends for 2016 were approved in the amount of 75.00 RUB per common share. Total dividends for 2016 were approved in the amount of 195.00 RUB per common share.

Dividends on the Company's shares payable of 455 million RUB and 61,283 million RUB are included in "Other current liabilities" in the consolidated statement of financial position at 30 September 2018 and 31 December 2017, respectively.

## Earnings per share

The calculation of basic and diluted earnings per share was as follows:

	For the three months ended 30 September 2018	For the three months ended 30 September 2017	For the nine months ended 30 September 2018	For the nine months ended 30 September 2017
Profit for the period attributable to PJSC LUKOIL shareholders	183,767	97,341	460,147	298,295
Weighted average number of common shares (thousands of shares)	709,461	709,633	709,575	711,289
Dilutive effect of equity-settled share- based compensation plan (thousands of	,	707,033	,	711,207
Shares) Weighted average number of common shares, assuming dilution	9,679	-	5,107	<u> </u>
(thousands of shares)  Earnings per share of common stock	719,140	709,633	714,682	711,289
attributable to PJSC LUKOIL shareholders (in Russian rubles):				
Basic	259.02	137.17	648.48	419.37
Diluted	255.54	137.17	643.85	419.37

## Note 21. Personnel expenses

Personnel expenses were as follows:

	For the three months ended months ended		For the nine months ended	For the nine months ended	
	30 September 2018	30 September 2017	30 September 2018	30 September 2017	
Salary	34,713	32,742	100,681	96,208	
Statutory insurance contributions	8,179	7,836	24,988	23,673	
Share-based compensation	23,269	3,043	23,459	325	
Total personnel expenses	66,161	43,621	149,128	120,206	

## Note 22. Finance income and costs

Finance income was as follows:

	For the three months ended 30 September 2018	For the three months ended 30 September 2017	For the nine months ended 30 September 2018	For the nine months ended 30 September 2017
Interest income from deposits	3,017	1,408	6,716	3,422
Interest income from loans	1,660	1,549	4,959	5,180
Other finance income	455	304	1,619	1,060
Total finance income	5,132	3,261	13,294	9,662

## Finance costs were as follows:

	For the three months ended 30 September 2018	For the three months ended 30 September 2017	For the nine months ended 30 September 2018	For the nine months ended 30 September 2017
Interest expenses	7,548	5,082	20,971	18,847
Accretion expenses	842	678	2,249	2,019
Other finance costs	1,565	165	2,336	1,296
<b>Total finance costs</b>	9,955	5,925	25,556	22,162

## Note 23. Other income and expenses

Other income was as follows:

	For the three months ended 30 September 2018	For the three months ended 30 September 2017	For the nine months ended 30 September 2018	For the nine months ended 30 September 2017
Gain on disposal of assets	401	280	1,003	50,699
Reversal of impairment of assets	-	1,021	-	5,278
Other income	6,395	5,390	12,760	13,815
Total other income	6,796	6,691	13,763	69,792

## Other expenses were as follows:

	For the three months ended 30 September 2018	For the three months ended 30 September 2017	For the nine months ended 30 September 2018	For the nine months ended 30 September 2017
Loss on disposal of assets	3,645	3,239	10,137	11,962
Impairment loss	23	70	5,033	2,528
Charity expenses	2,001	2,220	6,172	6,715
Other expenses	1,907	1,899	3,064	3,983
Total other expenses	7,576	7,428	24,406	25,188

#### Note 24. Operating lease

At 30 September 2018 and 31 December 2017, Group companies had commitments primarily related to the lease of vessels, tank-cars, storage facilities and petroleum distribution outlets. Commitments for minimum rentals under these leases are payable as follows:

	30 September 2018	31 December 2017
Less than a year	22,136	24,753
1-5 years	48,633	54,917
More than 5 years	88,990	88,277
Total	159,759	167,947

### Note 25. Commitments and contingencies

#### Capital commitments

At 30 September 2018, capital commitments of the Group relating to construction and acquisition of property, plant and equipment are evaluated as 377,869 million RUB.

#### Taxation environment

The taxation systems in the Russian Federation and other emerging markets where Group companies operate are relatively new and are characterized by numerous taxes and frequently changing legislation, which is often unclear, contradictory, and subject to interpretation. Often, differing interpretations exist among different tax authorities within the same jurisdictions and among taxing authorities in different jurisdictions. Taxes are subject to review and investigation by a number of authorities, who are enabled by law to impose substantial fines, penalties and interest charges. In the Russian Federation a tax year remains open for review by the tax authorities during three subsequent calendar years. However, under certain circumstances a tax year may remain open longer. Recent events within the Russian Federation suggest that the tax authorities are taking a more assertive position in their interpretation and enforcement of tax legislation. Such factors significantly increase taxation risks in the Russian Federation and other emerging markets where Group companies operate, comparing to other countries where taxation regimes have been subject to development and clarification over longer periods.

The tax authorities in each region of the Russian Federation may have a different interpretation of similar taxation issues which may result in taxation issues successfully defended by the Group in one region being unsuccessfully defended by the Group in another region. There is some direction provided from the central authority based in Moscow on particular taxation issues.

The Group has implemented tax planning and management strategies based on existing legislation. The Group is subject to tax authority audits on an ongoing basis, which is a normal practice in the Russian Federation and other republics of the former Soviet Union, and, at times, the authorities have attempted to impose additional significant taxes on the Group. Management believes that it has adequately met the requirements and provided for tax liabilities based on its interpretation of existing tax legislation. However, the relevant tax authorities may have differing interpretations and the effects on the consolidated financial statements, if the authorities were successful in enforcing their interpretations, could be significant.

## Litigation and claims

In July 2015, the prosecutors with the Ploesti Court of Appeals (hereinafter the "Prosecutor's Office") charged the general director and several officers of PETROTEL-LUKOIL S.A., a Group company, with bad faith use of the company's credit and money laundering. Similar charges were brought against LUKOIL Europe Holdings B.V., a Group company, for 2010–2014. On 10 May 2016, the Prahova Tribunal lifted all preventive measures that were in effect against the accused individuals.

## **Note 25. Commitments and contingencies (continued)**

Upon preliminary hearings the Prosecutor's Office revised the amount of damage claimed from \$2.2 billion (144.3 billion RUB) to \$1.5 billion (98.4 billion RUB). An expertise of all relevant issues of the criminal case was carried out during 2017, the results of which were accepted by the Tribunal on 12 February 2018. At the final hearing on the case which was held 23 October 2018 the court issued a not guilty decision to all the accused, including general director of PETROTEL-LUKOIL S.A., his deputies and PETROTEL-LUKOIL S.A. and LUKOIL Europe Holdings B.V. itself. As a result freezing injunction in the amount of approximately \$1.5 billion (98.4 billion RUB) was removed from all assets of the refinery, shares and accounts of PETROTEL-LUKOIL S.A. and LUKOIL Europe Holdings B.V. On 1 November 2018, this decision was appealed by the Prosecutor's Office. It is expected that the hearing of the appeal will take place in May – June 2019. Management does not believe that the outcome of this matter will have a material adverse effect on the Group's financial position.

LUKOIL Overseas Karachaganak B.V., a Group company, among other contractors, is involved in the disputes with the Republic of Kazakhstan with respect to cost recovery in 2010–2014 (the "CR") and the calculation of the "Fairness index" (the "FI") in accordance with the Final Production Sharing Agreement relating to the Contract Area of the Karachaganak Oil and Gas Condensate Field. In relation to the CR, the parties are making efforts to resolve the dispute through negotiations and in relation to the FI the parties are taking part in an arbitration which is at its initial stage, and management believes that the amounts of claims, as well as calculations of potential losses arising from these disputes to be preliminary and should not be disclosed in order to avoid any adverse impact on the arbitration process and the positions of the parties therein. At the same time management does not preclude the possibility of settlement of the FI related dispute and believes that the final outcome of the above mentioned disputes will not have a material adverse effect on the Group's financial position.

The Group is involved in various other claims and legal proceedings arising in the normal course of business. While these claims may seek substantial damages against the Group and are subject to uncertainty inherent in any litigation, management does not believe that the ultimate resolution of such matters will have a material adverse impact on the Group's operating results or financial condition.

## Political situation

In July – September 2014, the United States ("US"), the European Union ("EU") and several other countries imposed a set of sanctions on Russia, including sectoral sanctions which affect several Russian oil and gas companies. The US has placed the Company onto the Sectoral Sanctions Identifications List subject to Directive 4 prohibits US companies and individuals from providing, exporting, or re-exporting directly or indirectly, goods, services (except for financial services), or technology in support of exploration or production for deepwater, Arctic offshore or shale projects that have the potential to produce oil in the Russian Federation, or in maritime area claimed by the Russian Federation and extending from its territory.

In August – October 2017, the US expanded abovementioned sanctions to include international oil projects initiated on or after 29 January 2018 that have the potential to produce oil in any location, and in which companies placed on the Sectoral Sanctions Identifications List (subject to Directive 4) have an ownership interest of 33% or more, or ownership of a majority of the voting interests.

Management believes that current sanctions do not have a material adverse effect on the Group's oil projects. At the same time the Company continues to monitor and evaluate potential risks for its operations in connection with sanctions.

The Group is exposed to political, economic and legal risks due to its operations in Iraq. Management monitors these risks and believes that there is no adverse effect on the Group's financial position that can be reasonably estimated at present.

## Note 26. Related party transactions

In the rapidly developing business environment in the Russian Federation, companies and individuals have frequently used nominees and other forms of intermediary companies in transactions. The senior management of the Company believes that the Group has appropriate procedures in place to identify and properly disclose transactions with related parties in this environment and has disclosed all of the relationships identified which it deemed to be significant. Related party sales and purchases of oil and oil products were primarily to and from associates and joint ventures. Other financial assets mostly represent loans given to associates and joint ventures.

Outstanding balances with related parties were as follows:

	30 September 2018	31 December 2017
Accounts receivable	13,323	10,567
Other financial assets	83,888	82,288
Total assets	97,211	92,855
Accounts payable	23,557	6,696
Loans and borrowings	2,736	3,170
Total liabilities	26,293	9,866

Related party transactions were as follows:

	For the three months ended 30 September 2018	For the three months ended 30 September 2017	For the nine months ended 30 September 2018	For the nine months ended 30 September 2017
Sales of oil and oil products	10,106	3,326	29,028	10,244
Other sales	950	868	3,635	3,024
Purchases of oil and oil products	59,448	18,272	163,265	65,452
Other purchases	3,115	1,988	8,229	4,784
(Purchases) proceeds from sale of other financial assets, net	(3,203)	2,484	9,889	6,322
Principal repayments of loans, net	(443)	(388)	(551)	(404)

During the second quarter of 2017, a Group company acquired from a related party 3,300,000 ordinary shares of the Company for 9,474 million RUB.

## Note 27. Compensation plan

During the period from 2013 to 2017, the Company had a compensation plan available to certain members of management, which was based on assigned shares and provided compensation consisting of two parts. The first part represented annual bonuses that were based on the number of assigned shares and amount of dividend per share. The payment of these bonuses was contingent on the Group meeting certain financial KPIs in each financial year. The second part was based upon the Company's common shares appreciation from 2013 to 2017, with rights vested in December 2017. The number of assigned shares for this compensation plan was approximately 19 million shares.

For the first part of the share plan the Group recognised a liability based on expected dividends and number of assigned shares. The second part of the share plan was also classified as liability settled. The grant date fair value of this part of the plan was estimated at 7.6 billion RUB, using the Black-Scholes-Merton option-pricing model. The fair value was estimated assuming a risk-free interest rate of 6.50% per annum, an expected dividend yield of 4.09% per annum, an expected time to maturity of five years and a volatility factor of 16.10%. The expected volatility factor for the annual weighted average share price was estimated based on the historical volatility of the Company's shares for the previous seven year period up to January 2013. All the liabilities related to this plan were settled.

In late December 2017, the Company announced a new compensation plan based on approximately 40 million shares available to certain members of management and key employees for the period from 2018 to 2022, which was implemented in July 2018 and recognised as equity-settled share-based compensation plan.

## **Note 27. Compensation plan (continued)**

The fair value of the plan was estimated at the grant date at 156.8 billion RUB based on forecasting principles of Monte-Carlo model and is not going to be recalculated in the future. The fair value was estimated assuming a spot-price of the Company's share in the amount of 4,355 RUB at the grant date, discount for illiquidity in the amount of 9.95% per annum, a risk-free interest rate of 7.50% per annum, an expected dividend yield of 4.99% per annum, an expected time to maturity of five years and a volatility factor of 25.68%. The expected volatility factor was estimated based on the historical volatility of the Company's shares for the previous five years. The vesting of shares is contingent on meeting the requisite service period, certain KPIs and share price appreciation. The Group is planning to recognise expenses related to the plan evenly during the vesting period.

Related to these share plans the Group recognised expenses of 23,269 million RUB, 23,459 million RUB, 3,043 million RUB and 325 million RUB during the three and nine months ended 30 September 2018 and 2017, respectively.

## Note 28. Segment information

The Group has the following operating segments – exploration and production; refining, marketing and distribution; corporate and other. These segments have been determined based on the nature of their operations. Management on a regular basis assesses the performance of these operating segments.

The exploration and production segment explores for, develops and produces primarily crude oil. The refining, marketing and distribution segment processes crude oil into refined products, purchases, sells and transports crude oil and refined petroleum products, refines and sells chemical products, produces steam and electricity, distributes them and provides related services. The corporate and other business operating segment includes activities of the Company and businesses beyond the Group's traditional operations.

Geographical segments are based on the area of operations and include two segments: Russia and International.

Operating earnings are supplemental non-IFRS financial measure used by management to evaluate segments performance. Operating earnings are defined as profit before finance income and expense, income tax expense, depreciation, depletion and amortisation.

## **Operating segments**

#### For the three months ended 30 September 2018

	Exploration and production	Refining, marketing and distribution	Corporate and other	Elimination	Consolidated
Sales and other operating revenues					
Third parties	76,579	2,223,357	5,950	-	2,305,886
Inter-segment	615,991	16,844	11,621	(644,456)	
Total revenues	692,570	2,240,201	17,571	(644,456)	2,305,886
Operating expenses	68,139	67,148	5,587	(17,037)	123,837
Selling, general and administrative expenses	10,308	33,258	29,159	(7,959)	64,766
Profit (loss) for the period	157,231	50,664	(18,442)	(5,686)	183,767
Operating earnings	276,487	87,590	(18,376)	(7,323)	338,378
Income tax expense					(43,888)
Finance income					5,132
Finance costs					(9,955)
Depreciation, depletion and amortisation					(105,900)
Profit for the period attributable to PJSC LUKOIL shareholders					183,767

## For the three months ended 30 September 2017

	Exploration and production	Refining, marketing and distribution	Corporate and other	Elimination	Consolidated
Sales and other operating					
revenues					
Third parties	38,672	1,438,468	6,344	-	1,483,484
Inter-segment	388,112	17,347	10,408	(415,867)	
Total revenues	426,784	1,455,815	16,752	(415,867)	1,483,484
Operating expenses	66,575	64,434	5,089	(15,490)	120,608
Selling, general and					
administrative expenses	8,306	33,083	11,025	(9,542)	42,872
Profit (loss) for the period	70,437	48,210	(13,692)	(7,614)	97,341
Operating earnings	154,951	84,736	(14,783)	(10,395)	214,509
Income tax expense					(30,584)
Finance income					3,261
Finance costs					(5,925)
Depreciation, depletion and amortisation					(83,920)
Profit for the period attributable to PJSC LUKOIL shareholders					97,341

## For the nine months ended 30 September 2018

	Exploration and production	Refining, marketing and distribution	Corporate and other	Elimination	Consolidated
Sales and other operating					
revenues					
Third parties	185,715	5,788,570	18,387	-	5,992,672
Inter-segment	1,622,793	51,819	35,762	(1,710,374)	-
Total revenues	1,808,508	5,840,389	54,149	(1,710,374)	5,992,672
Operating expenses	201,149	180,203	16,081	(52,735)	344,698
Selling, general and					
administrative expenses	29,062	93,657	45,267	(26,057)	141,929
Profit (loss) for the period	377,805	107,915	(12,116)	(13,457)	460,147
Operating earnings	695,495	211,517	(11,570)	(20,977)	874,465
Income tax expense					(110,873)
Finance income					13,294
Finance costs					(25,556)
Depreciation, depletion and amortisation					(291,183)
Profit for the period attributable to PJSC LUKOIL shareholders					460,147

## For the nine months ended 30 September 2017

	Exploration and production	Refining, marketing and distribution	Corporate and other	Elimination	Consolidated
Sales and other operating	and production	uistribution	una other	Emmation	Consonance
revenues					
Third parties	110,785	4,139,778	23,690	-	4,274,253
Inter-segment	1,106,024	53,180	32,861	(1,192,065)	
Total revenues	1,216,809	4,192,958	56,551	(1,192,065)	4,274,253
Operating expenses	197,558	172,711	15,410	(47,005)	338,674
Selling, general and					
administrative expenses	30,594	91,333	26,641	(30,165)	118,403
Profit for the period	174,429	118,633	7,623	(2,390)	298,295
Operating earnings	399,187	220,898	19,640	(1,733)	637,992
Income tax expense					(78,341)
Finance income					9,662
Finance costs					(22,162)
Depreciation, depletion and amortisation					(248,856)
Profit for the period attributable to PJSC LUKOIL shareholders					298,295

## **Geographical segments**

	For the three months ended 30 September 2018	For the three months ended 30 September 2017	For the nine months ended 30 September 2018	For the nine months ended 30 September 2017
Sales of crude oil within Russia	14,423	9,930	38,667	27,942
Export of crude oil and sales of crude oil by foreign subsidiaries	800,306	369,201	2,008,076	1,130,736
Sales of petroleum products within Russia	264,549	218,908	685,567	566,613
Export of petroleum products and sales of petroleum products by foreign subsidiaries	1,112,717	802,184	2,952,696	2,298,846
Sales of chemicals within Russia	12,224	9,445	33,993	28,552
Export of chemicals and sales of chemicals by foreign subsidiaries	15,731	10,345	46,353	35,807
Sales of gas within Russia	8,122	7,788	24,872	22,719
Sales of gas by foreign subsidiaries	36,267	14,468	82,513	36,649
Sales of energy and related services within Russia	10,432	12,725	38,735	44,913
Sales of energy and related services by foreign subsidiaries	5,743	3,558	11,778	9,149
Other sales within Russia	12,247	12,551	34,510	34,231
Other export sales and other sales of foreign subsidiaries	13,125	12,381	34,912	38,096
Total sales	2,305,886	1,483,484	5,992,672	4,274,253

## For the three months ended 30 September 2018

	Russia	International	Elimination	Consolidated
Sales and other operating revenues				
Third parties	344,971	1,960,915	-	2,305,886
Inter-segment	462,704	864	(463,568)	
Total revenues	807,675	1,961,779	(463,568)	2,305,886
Operating expenses	86,743	36,895	199	123,837
Selling, general and administrative expenses	24,614	41,080	(928)	64,766
Profit for the period	177,203	11,461	(4,897)	183,767
Operating earnings	289,045	55,926	(6,593)	338,378

## For the three months ended 30 September 2017

	Russia	International	Elimination	Consolidated
Sales and other operating revenues				
Third parties	290,020	1,193,464	-	1,483,484
Inter-segment	278,325	1,038	(279,363)	-
Total revenues	568,345	1,194,502	(279,363)	1,483,484
Operating expenses	84,228	34,691	1,689	120,608
Selling, general and administrative expenses	28,340	15,822	(1,290)	42,872
Profit for the period	90,529	14,304	(7,492)	97,341
Operating earnings	178,183	45,474	(9,148)	214,509

## For the nine months ended 30 September 2018

	Russia	International	Elimination	Consolidated
Sales and other operating revenues				
Third parties	929,359	5,063,313	-	5,992,672
Inter-segment	1,214,930	2,419	(1,217,349)	-
Total revenues	2,144,289	5,065,732	(1,217,349)	5,992,672
Operating expenses	247,445	96,836	417	344,698
Selling, general and administrative expenses	71,414	73,165	(2,650)	141,929
Profit for the period	432,380	42,914	(15,147)	460,147
Operating earnings	738,550	151,926	(16,011)	874,465

## For the nine months ended 30 September 2017

	Russia	International	Elimination	Consolidated
Sales and other operating revenues				
Third parties	780,195	3,494,058	-	4,274,253
Inter-segment	860,099	2,635	(862,734)	
Total revenues	1,640,294	3,496,693	(862,734)	4,274,253
Operating expenses	247,955	85,408	5,311	338,674
Selling, general and administrative expenses	71,913	50,297	(3,807)	118,403
Profit for the period	258,533	42,842	(3,080)	298,295
Operating earnings	512,516	127,979	(2,503)	637,992

In the International segment the Group receives the most substantial revenues in Switzerland, the USA and Singapore.

	For the three months ended 30 September 2018	For the three months ended 30 September 2017	For the nine months ended 30 September 2018	For the nine months ended 30 September 2017
Sales revenues				
in Switzerland	1,033,814	647,716	2,830,582	1,928,446
in the USA	299,778	128,937	661,304	429,388
in Singapore	205,850	120,069	508,215	352,138

These amounts are attributed to individual countries based on the jurisdiction of subsidiaries making the sale.

#### Note 29. Fair value

There are the following methods of fair value measurement based on the valuation method:

Level 1 – quoted prices (unadjusted) in active markets for identical assets or liabilities;

Level 2 – inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly;

Level 3 – unobservable inputs.

The following tables show the carrying amounts and fair values of financial assets and financial liabilities included in the consolidated statement of financial position at 30 September 2018 and 31 December 2017.

	Fair value				_	
30 September 2018	Carrying amount	Level 1	Level 2	Level 3	Total	
Financial assets:						
Commodity derivative contracts	8,834	-	8,834	-	8,834	
Financial assets at fair value						
through other comprehensive						
income	5,464	5,464	-	-	5,464	
Financial liabilities:						
Commodity derivative contracts	9,633	-	9,633	-	9,633	
Loans and borrowings	538,289	306,622	-	240,124	546,746	

	Fair value				
31 December 2017	Carrying amount	Level 1	Level 2	Level 3	Total
Financial assets:					
Commodity derivative contracts	11,634	-	11,634	-	11,634
Available for sale securities	5,106	5,106	-	-	5,106
Financial liabilities:					
Commodity derivative contracts	11,978	-	11,978	-	11,978
Loans and borrowings	597,691	368,811	-	260,214	629,025

The fair values of cash and cash equivalents (Level 1), current and long-term accounts receivable (Level 3) are approximately equal to their value as disclosed in the consolidated statement of financial position. The fair value of long-term receivables was determined by discounting with estimated market interest rates for similar financing arrangements. The fair value of long-term loans (Level 3) was determined as a result of discounting using estimated market interest rates for similar financing arrangements. These amounts include all future cash outflows associated with the long-term debt repayments, including the current portion and interest. Market interest rates mean the rates of raising long-term debt by companies with a similar credit rating for similar tenors, repayment schedules and other similar main terms. The fair value of bonds (Level 1) was determined based on market quotations at 30 September 2018 and 31 December 2017.