



SPIMEX and Tatneft published the results of the export oil products auctions

SPIMEX and Tatneft published preliminary results of export sales of oil products via online auctions in the OTC electronic trading system of the Exchange (SPIMEX OTC Platforms). Over the first 10 months of 2021, Tatneft sold more than 2.5 million tonnes of oil products.

Since December 2019 Tatneft has been using the SPIMEX OTC platforms and starting from September 2020 all such tenders have been carried out using the online auctions mechanism, as the most open and competitive trading mode. More than 100 non-resident companies have been registered to trade various products offered by Tatneft. The largest traders highly appreciated accessibility, transparency and effectiveness of the SPIMEX OTC Platforms.

In 2021, Tatneft continued to use the online auctions, increased the efficiency and actively expanded the product range. In January-October 2021, the company sold via SPIMEX OTC Platforms:

- diesel fuel: 1,380,000 tonnes;
- natural stable gasoline (naphtha): 750,000 tonnes;
- vacuum gasoil: 300,000 tonnes;
- technological export fuel: 90,000 tonnes;
- anode petroleum coke: 40,000 tonnes;
- industrial pelletized sulphur: 30,000 tonnes;
- compound of lubricating oils: 15,000 tonnes;
- benzene fraction: 8,000 tonnes

Company plans to expand the product range and to use the SPIMEX OTC Platforms for its import purchases.

Additionally, Tatneft uses the SPIMEX OTC Platforms to plan long-term sales: in October 2021 the company carried out a number of online auctions with delivery up to the end of the 1Q2023.

Tatneft supports the protection of Russia's national economic interests in international trade and promotes further development of the SPIMEX OTC Platforms functionality for sale of

hydrocarbons at export tenders in the best interests of Russian oil companies. Online auctions are an important step in formation of representative pricing mechanisms and creation of price indicators using SPIMEX trading infrastructure. This approach contributes to setting of market pricing for hydrocarbons produced in Russia based on prices of actual physical transactions.

SPIMEX scales up systematically its expertise in arranging online export sales of hydrocarbons, extends it with new products and markets, and introduces up-to-date digital trading technologies and transparent, fair and efficient price formation mechanism for Russian commodities.

Vladimir Karpov, Tatneft, Head of Crude Oil and Refined Products Sales: ‘Business ties with SPIMEX have fully paid off. A switch to transparent pricing mechanisms broadened our client base and raised the profit margin. We have expanded the geography of sales and at the same time have made our sales procedures less labour intensive. Working hand in hand with the Exchange, we will further develop our segment at the SPIMEX OTC Platforms by widening the range of products offered there by Tatneft’.

Anton Karpov, SPIMEX, Vice President: ‘While selling refined products abroad, Tatneft makes active use of SPIMEX trading infrastructure. Online auctions held at the SPIMEX OTC Platforms are yet another step in accomplishing the task set by the Russian President to form pricing indicators for Russian exported hydrocarbons. Our joint efforts are fully in line with the goals of the Russian National Competitiveness Promotion Plan for 2021-2025’.

JSC “Tatneft” is one of the largest Russian vertically integrated oil companies, which dynamically develops oil and gas production, oil refining, petrochemicals, a tire complex, a network of filling stations, power engineering, development and production of equipment for the oil and gas industry and a block of service structures. Tatneft is a stakeholder of companies in the financial (banking and insurance) sector. The company’s official website: <https://www.Tatneft.ru/>.

The Saint Petersburg International Mercantile Exchange (SPIMEX) is Russia’s largest commodity exchange offering a wide range of products traded both in its Commodities Section (refined oil products, crude oil, natural gas, LPG, timber and construction materials, fertilizers) and in its Derivatives Section. The Exchange’s key task is to operate a transparent, fair and efficient price formation mechanism for Russian commodities. SPIMEX was founded in 2008.