

Management's Discussion and Analysis

The following discussion should be read in conjunction with the unaudited consolidated interim condensed financial statements prepared in accordance with US GAAP and the related notes, published simultaneously with this Management's Discussion and Analysis (MD&A). This discussion includes forward-looking statements that involve risks and uncertainties. Actual results could differ materially from those anticipated in the forward looking statements as a result of numerous factors, including certain factors discussed later in this MD&A.

For financial reporting purposes, Tatneft converts metric tonnes of crude oil to barrels using a conversion factor of 7.123. This factor represents a blend of varying conversion factors specific to each of Tatneft's fields. Because the proportion of actual production by field varies from period to period, total reserves and production volumes for the Group in barrels converted from tonnes using the blended rate may differ from total reserves and production calculated on a field by field basis. Translations of cubic meters to cubic feet were made at the rate of 35.31 cubic feet per cubic meter. Translations of barrels of crude oil into barrels of oil equivalent ("BOE") were made at the rate of 1 barrel per BOE and of cubic feet into BOE at the rate of 6 thousand cubic feet per BOE.

Background

OAo Tatneft (the "Company") and its subsidiaries (jointly referred to as the "Group" or "Tatneft") is one of the largest vertically integrated oil companies in Russia in terms of crude oil production and proved oil reserves. The Company is an open joint-stock company organized under the laws of the Russian Federation with the headquarters located in City of Almet'yevsk, Tatarstan. The principal business of the Group is to explore for, develop, produce and market crude oil and refined products. The Group is also involved in petrochemical (tires) production.

As of June 30, 2012 and December 31, 2011 OAo Svyazinvestneftekhim, a company wholly owned by the government of Tatarstan, together with its subsidiary, hold approximately 36% of the Company's voting stock. These shares were contributed to Svyazinvestneftekhim by the Ministry of Land and Property Relations of Tatarstan in 2003. Tatarstan also holds a "Golden Share", a special governmental right, in the Company. The exercise of its powers under the Golden Share enables the Tatarstan government to appoint one representative to the Board of Directors and one representative to the Revision Committee of the Company as well as to veto certain major decisions, including those relating to changes in the share capital, amendments to the Charter, liquidation or reorganization of the Company and "major" and "interested party" transactions as defined under Russian law. The Golden Share currently has an indefinite term.

The majority of the Group's crude oil and gas production, refining capacity and other operations are located in Tatarstan, a republic of the Russian Federation, situated between the Volga River and the Ural Mountains, approximately 750 kilometers southeast of Moscow.

The Group currently holds most of the exploration and production licenses and produces substantially all its crude oil in Tatarstan.

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Key financial and operational results

	Six months ended June 30, 2012	Change,%	Six months ended June 30, 2011
Sales (millions of RR)	294,244	0.1	293,990
Net income attributable to Group shareholders (millions of RR)	32,875	(16.7)	39,467
EBITDA ⁽¹⁾ (millions of RR)	53,798	(8.1)	58,525
Basic and Diluted net income per share of common stock (RR)			
Common.....	14.48	(16.8)	17.40
Preferred.....	14.45	(16.8)	17.37
Crude oil production by the Group (thousands of tonnes)	13,060	0.6	12,983
Crude oil production by the Group (thousands of barrels)	93,025	0.6	92,476
Refined products produced (thousands of tonnes)	3,375.7	1,980.6	162.2
Gas production by the Group (millions of cubic meters)	461.0	0.3	459.7

⁽¹⁾ As defined on page 14

Our net income in the first half of 2012 was RR 32,875 million, which is RR 6,592 million, or 16.7%, less than in the corresponding period of 2011. Decrease of net income was due to higher volatility of oil and refined products prices and lag effect of export duties, especially in the second quarter of 2012, as well as higher mineral extraction taxes in the first half of 2012 in comparison to the corresponding period of 2011.

Segment information

Our operations are currently divided into the following main segments:

- **Exploration and production** – consists of the Company’s oil and gas extraction and production divisions, as well as subsidiaries, well repair and reservoir oil yield improvement subdivisions, pumping equipment repair centers, and other ancillary oilfield services’ operations. Most oil and gas exploration and production activities are concentrated within the Company.
- **Refining and marketing** – consists of the Company’s sales and marketing division (URNiN), a refining and petrochemical complex in Nizhnekamsk, Tatarstan, operated by OAO TANECO, as well as the Company’s combined hydrocracker facility construction division (“TANECO refinery”); our gas production, transportation and refining division Tatneftegaspererabotka; OOO Tatneft-AZS Center, OOO Tatneft-AZS-Zapad, OOO Tatneft-AZS-Sibir and OOO Tatneft-AZS-Yug, which manage the Tatneft branded gas stations network in Russia and carry out refined products wholesale sales; and certain other oil trading and ancillary companies.
- **Petrochemicals** - our petrochemicals segment has been consolidated under a management company, Tatneft-Neftekhim, which manages OAO Nizhnekamskshina, one of the largest tire manufacturers in Russia, and the companies technologically integrated with it, including OAO Nizhnekamsk Industrial Carbon Plant, ZAO Yarpolymermash-Tatneft, OAO Nizhnekamskiy Mekhanicheskiy Zavod, OOO Nizhnekamskiy Zavod Gruzovykh Shin and OOO Nizhnekamskiy Zavod Shin CMK. OOO Tatneft-Neftekhimsnab and OOO Trading House Kama are responsible for procuring supplies and marketing products produced by the companies within this segment, respectively.

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These segments are determined by the way management recognizes the segments within the Group for making operating decisions and how they are evident from the Group structure.

Operational highlights

Crude oil and gas production

Tatneft carries out exploration and production activities in Tatarstan and other regions of Russia: Samara, Orenburg and Ulyanovsk regions, in the Kalmyk Republic, and Nenets Autonomous District. The table below summarizes key results of our exploration and production activities (daily volumes represent year average):

	Six months ended June 30, 2012	Six months ended June 30, 2011
Crude oil daily production (thousands bbl per day)	511.1	510.9
Gas daily production (thousands boe per day)	14.9	14.9
Crude oil extraction expenses (RR per bbl)	195.9	175.5
	(RR millions)	
Sales of crude oil	185,852	243,826
Crude oil extraction expenses	18,226	16,230
Exploration expenses	852	999
Mineral extraction tax	51,106	46,245

Crude oil production of the Group (including production of consolidated subsidiaries OAO Ilekneft, OOO Tatneft-Samara, OOO Tatneft-Severny) increased by 0.6% to 13.1 million metric tonnes in the first half of 2012 compared to the corresponding period of 2011. Our gas production increased by 0.3% to 461.0 million cubic meters in the first half of 2012 from 459.7 million cubic meters in the corresponding period of 2011.

Refining and marketing

	Six months ended June 30, 2012	Six months ended June 30, 2011
Refining throughput (thousands bbl per day)	140.76	13.18
Refined products produced (thousands of tonnes)	3,375.7	162.2
Gas products produced (thousands of tonnes)	582.3	549.9
Number of petrol (gas) stations in Russia ⁽¹⁾	509	506
Number of petrol (gas) stations outside of Russia ⁽¹⁾	129	128

⁽¹⁾Including rented stations

Increase of refining throughput in the first half of 2012 compared to the corresponding period of 2011 was due to the start of production at TANECO refinery.

Export of crude oil and refined products from Russia

For the crude oil export the Group is using transportation services of OAO AK Transneft (“Transneft”), the state-owned monopoly owner and operator of Russia’s trunk crude oil pipelines. During the first half of 2012, the Group exported from Russia approximately 65% of all its crude oil sold compared to approximately 71% in the corresponding period of 2011.

In the first half of 2012 the Company delivered 39% (58% in the first half of 2011) of its own crude oil for export through Transneft’s Druzhba pipeline (mainly to Poland, Hungary and Slovakia); 41% (34% in the first half of 2011) of crude oil was shipped through Russian Black Sea ports (mainly Novorossiysk) and 20% (8% in the first half of 2011) of crude oil exported through Russian Baltic Sea ports (mainly Primorsk).

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In the first half of 2012 the Group exported from Russia 2,556 thousand tonnes of refined products (including 8 thousand tonnes of purchased refined products) in comparison to 175 thousand tonnes in the corresponding period of 2011 (including 12 thousand tonnes of purchased refined products).

Certain Macroeconomic and Other Factors Affecting the Group's Results of Operations

The Group's results of operations and the period-to-period changes therein have been and will continue to be impacted by various factors outlined below.

Crude oil prices

The primary driver of our revenue is the selling price of crude oil and refined products. During the first half of 2012, Brent crude oil price fluctuated between \$88 and \$128 per barrel and averaged \$113.3 per barrel.

Substantially all the crude oil we sell is Urals blend. The table below shows average and the end of the period crude oil prices for the first half of 2012 and 2011, respectively.

	Average for the six months ended June 30		Change, %	At June 30		Change, %
	2012	2011		2012	2011	
	(in US Dollars per barrel, except for figures in percent)					
World market ⁽¹⁾						
Brent crude	113.3	111.2	1.9	94.5	114.5	(17.5)
Urals crude (CIF Mediterranean)	111.8	108.1	3.4	94.1	110.0	(14.5)
Urals crude (CIF Rotterdam)	111.5	108.1	3.1	94.4	110.2	(14.4)
Russian market ⁽¹⁾	(in RR per tonne (incl.excise tax and VAT), except for figures in percent)					
Crude oil	12,348	10,897	13.3	10,650	9,450	12.7

Source: Platts (world market), Kortes (Russian market)

⁽¹⁾ The Company sells crude oil for export and in the domestic market on various delivery terms. Therefore, our average realized sales prices differ from average reported prices.

There is no independent or uniform market price for crude oil in Russia primarily because a significant portion of crude oil destined for sale in Russia is produced by vertically integrated Russian oil companies and is refined by the same vertically integrated companies. Crude oil that is not exported from Russia, refined by the producer or sold on previously agreed terms, offered for sale in the domestic market at prices determined on a transaction-by-transaction basis. However, there may be significant price differences between regions for similar quality crude oil as a result of the competition and economic conditions in those regions.

Transportation of crude oil and refined products

Due to the fact that majority of Russian crude oil production regions are remote from the main crude oil and refined products markets oil companies are dependent on the extent of diversification of transport infrastructure and access to it. Thus, transportation cost is an important factor affecting our operations and financial results.

The Group transports substantially all of the crude oil that it sells in export and local markets through trunk pipelines in Russia that are controlled by Transneft.

Transportation of crude oil is based on contracts with Transneft and its subsidiaries, which set forth the basic obligations of the contracting parties, including the right of Transneft to blend or substitute a company's oil with oil of other producers. The Group's crude oil is blended in the Transneft pipeline system with other crude oil of varying qualities to produce an export blend commonly referred to as Urals. The Group benefits from this blending since the quality of its crude oil is generally lower than that produced by some other oil companies due to the relatively high sulfur content.

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A significant portion of crude oil transported by pipeline is delivered to marine terminals for onward transportation. There are constraints present in Russia's oil shipment terminals due to geographic location, weather conditions, and port capacity limitations. However, government sponsored and private programs are seeking to improve port facilities.

Transneft collects on prepayment terms a Ruble tariff on domestic shipments and an additional US Dollar tariff on exports.

Transportation of refined products in Russia is mostly performed by railway transport. The Russian railway infrastructure is owned and operated by OAO Russian Railways.

Transneft and OAO Russian Railways are state-owned companies. As the activities of the above mentioned companies fall under the scope of natural monopolies, the fundamentals of their tariff policies are defined by the state authorities to ensure the balance of interests of the state and all participants in the transportation process. Transportation tariffs of natural monopolies are set by the Federal Service for Tariffs of the Russian Federation ("FST") and are dependent on transport destination, delivery volume, distance of transportation, and several other factors. Tariffs are revised by the FST at least annually.

Inflation and foreign currency exchange rate fluctuations

A significant part of the Group's revenues are derived from export sales of crude oil and refined products which are denominated in US Dollars. The Group's operating costs are primarily denominated in Rubles. Accordingly, the relative movements of Ruble inflation and Ruble/US Dollar exchange rates can significantly affect the results of operations of the Group. For instance, operating margins are generally adversely affected by an appreciation of the Ruble against the US Dollar, because in the inflatory economy this will generally cause costs to increase relative to revenues. The Group has not historically used financial instruments to hedge against foreign currency exchange rate fluctuations.

The following table shows the rates of inflation in Russia, the period-end and average Ruble/US Dollar exchange rates, the rates of nominal devaluation or appreciation of the Ruble against the US Dollar, and the rates of real change in the value of the Ruble against the US Dollar for the periods indicated.

	Six months ended June 30, 2012	Six months ended June 30, 2011
Ruble inflation, %	3.2	5.0
Period-end exchange rate (Ruble to US\$)	32.82	28.08
Average exchange rate (Ruble to US\$)	30.64	28.62
Nominal (devaluation) /appreciation of the Ruble, %	(1.9)	7.9
Real Ruble appreciation, %	1.2	14.0

Sources: Federal Service of State Statistics and the Central Bank of Russia

At present, the Ruble is not a freely convertible currency outside the Commonwealth of Independent States. Certain exchange restrictions and controls still exist related to converting Rubles into other currencies.

Taxation

The tables below present a summary of statutory tax rates that the Company and the majority of its subsidiaries were subject to in the respective periods:

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Tax	Six months ended June 30, 2012	Six months ended June 30, 2011	Change, %	Taxable base
Income tax – maximum rate	20%	20%	-	Taxable income
Value Added Tax (VAT)	18%	18%	-	Price of goods/services sold
Property tax – maximum rate	2.2%	2.2%	-	Taxable property
	(in RR per metric tonne, except for figures in percent)			
Mineral extraction tax, average rates ⁽¹⁾	5,055	4,278	18.2	Metric tonne produced (crude oil)
	(in US \$ per metric tonne, except for figures in percent)			
Crude oil export duty, average rates	421.9	394.8	6.9	Metric tonne exported
<i>Refined products export duty average rates:</i>				
Gasoline	379.7	301.8	25.8	
Straight-run gasoline	379.7	284.6	33.4	
Light and middle distillates, gasoils	278.4	266.8	4.4	Metric tonne exported
Fuel oil	278.4	179.9	54.8	

⁽¹⁾ Without taking into account differentiated taxation

Starting from May 1, 2011 the Russian Government introduced a special export duty on gasoline equivalent to 90% of the export duty on crude oil. Starting from June 1, 2011 the Russian Government introduced a special export duty on straight-run gasoline equivalent to 90% of the export duty on crude oil. The Group's results of operation are not materially affected by these special export duties.

Due to overall higher international crude oil prices the tax rates specific to the oil industry increased during the first half of 2012 compared to the corresponding period of 2011. Mineral extraction tax rate increased by 18%, average crude oil export duty rate by 7% and average refined products export duty rate by 27% (the latter also increasing due to unification of duties paid upon export of majority of refined products effective from October 2011).

The rates of mineral extraction tax and export duties for crude oil and refined products are linked to international crude oil prices and are changed in line with them. Below are presented tax rates calculation approach.

Mineral extraction tax (MET) rate. The base tax rate for the production of oil in 2012 is set at RR 446 per metric tonne (an increase from RUR 419 base tax rate applied in 2011) and is adjusted depending on the international market price of Urals blend and the Ruble exchange rate. The tax rate is zero when the average Urals blend international market price for a tax period is less than or equal to \$15.00 per barrel. Each \$1.00 per barrel increase in the international Urals blend price over the threshold (\$15.00 per barrel) results in an increase of the tax rate by \$1.71 per tonne extracted.

The base rate for 2013 is currently set at 470 Rubles per metric tonne extracted.

The MET rate is applied with a discount based on the level of depletion of the related oil fields as determined under Russian reserves classification guidelines. Such formula benefits producers with oil fields having a depletion level 80% and above as determined by the Russian reserves classification. The Group receives a benefit of 3.5% per field for each percent of depletion in excess of the 80% threshold. As Romashkinskoye field, the Group's largest, along with certain other fields, is more than 80% depleted, the Group received a benefit related to crude oil production from these fields in the first half of 2012 of RR 10.6 billion (RR 8.3 billion in the corresponding period of 2011).

Effective from January 1, 2009, the list of regions where, depending on the period and volume of production, a zero crude oil production tax rate applies has been extended. In particular, it now includes Caspian offshore and the Nenets Autonomous District (the Company has operations in the latter).

Also a zero MET rate applies to the production of highly viscous crude oil (defined as crude oil of more than 200 Megapascal second in reservoir conditions) where the direct (segregated) method of accounting for produced oil is used. Since April 2007, the Group's production of highly viscous crude oil (bitumen) from the Ashalchinskoye,

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Mordovo-Karmalskoye, Vishnyevo-Polyanskoye, Chernoozerskoye and Yagodnoye fields is subject to a zero MET rate, resulting in tax benefit during the first half of 2012 attributed to that production of RR 522 million (RR 300 million in the corresponding period of 2011).

At the end of November 2011 new amendments to the Tax Code of the Russian Federation were signed into law, which provide for a possibility to decrease the mineral extraction tax payable on production of crude oil from certain fields located in Tatarstan until 2016. The Company is not the ultimate beneficiary of this tax break.

Crude oil export duties. The Government determines the export duty rate, which is dependent on the average Urals price for the monitoring period and cannot exceed the following levels:

Quoted Urals price (P), US\$ per tonne	Maximum Export Duty Rate
0 – 109.50	0%
109.50 – 146.00	35.0% * (P - 109.50)
146.00 – 182.50	US\$ 12.78 + 45.0% * (P - 146.00)
>182.50	US\$ 29.20 + 60.0% * (P - 182.50)

The crude oil export duty rate is revised monthly on the basis of monitoring of crude oil prices for preceding one-month period between the 15th day of each calendar month and the 14th day of the following calendar month (inclusive).

Effective from October 1, 2011 the Government sets the export duty for crude oil at a marginal rate of 60% of the Urals crude oil price during the monitoring period.

The export duty rate on crude oil increased by 7% in the first half of 2012 to US\$ 421.9 per tonne (US\$ 57.8 per barrel) from US\$ 394.8 per tonne (US\$ 54.1 per barrel) in the corresponding period of 2011. The increase was associated mainly with the rise of average Urals crude oil prices by 3% to US\$ 111.8 per barrel in the first half of 2012 compared to US\$ 108.1 per barrel in the corresponding period of 2011.

Refined products export duties. Export customs duty on refined products is set every month by the Government simultaneously with the export customs duty on crude oil and is denominated in US\$ per tonne. The rate of the export customs duty on refined products is linked to the crude oil export duty rate. At the moment, the rate of the export customs duty is the same for all types of refined products with the exception of gasoline and straight-run gasoline.

Prior to February 2011, export customs duty on light refined products (gasoline, diesel, jet fuel, etc.) was calculated using the following formula: $0.438 * (\text{Price} * 7.3 - 109.5)$, where Price is the average Urals price in the US Dollar per barrel. Export customs duty on heavy refined products (fuel oil, etc.) was calculated using the following formula: $0.236 * (\text{Price} * 7.3 - 109.5)$.

Starting from February 2011, the export duty rate on refined products was determined by the Government by applying coefficients of 0.67 of the export duty for crude oil for light refined products and 0.467 for heavy refined products.

The Russian Government introduced special export duties starting from May 2011 for gasoline and starting from June 2011 for straight-run gasoline, which are underlined in the table below.

Starting from October 2011, the export duty for light refined products was lowered from 0.67 to 0.66 of export duty for crude oil; the export duty for heavy refined products was raised from 0.467 to 0.66 of export duty for crude oil.

	Maximum coefficients (effective until October 1, 2011)	Maximum coefficients effective from October 1, 2011 (per Decree No. 716 of August 26, 2011)
Diesel and jet fuel	0.670	0.660
Fuel oil	0.467	0.660
Oil lubricants	0.467	0.660
Gasoline	0.900	0.900
Straight-run gasoline	0.900	0.900

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Excise tax on refined products. According to the legislation introduced in December, 2010 the excise tax rates on the refined products were increased and linked to the environmental characteristics of the products.

	Six months ended June 30, 2012	Six months ended June 30, 2011	Change, %	Taxable base
(in RR per metric tonne, except for figures in percent)				
<i>Gasoline:</i>				
Low octane gasoline below Euro-3	7,725	5,995	28.9	
High octane gasoline below Euro-3	7,725	5,995	28.9	
High octane gasoline Euro-3	7,382	5,672	30.1	
High octane gasoline Euro-4,5	6,822	5,143	32.6	Metric tonne produced and sold domestically
Straight-run gasoline	7,824	6,089	28.5	(1)
<i>Diesel fuel:</i>				
Diesel below Euro-3	4,098	2,753	48.9	
Diesel Euro-3	3,814	2,485	53.5	
Diesel Euro-4,5	3,562	2,247	58.5	
Motor oils	6,072	4,681	29.7	

⁽¹⁾ *The responsibility to pay excise taxes on refined products in Russia is imposed on refined product producers (except for straight-run gasoline).*

Excise taxes on refined products increased in the first half of 2012 by 34% on average in comparison to the corresponding period of 2011.

Property tax. The maximum property tax rate in Russia is 2.2%. Exact tax rates are set by the regional authorities.

Value added tax (VAT). The Group is subject to value added tax (or VAT) of 18% on most purchases. VAT payments are recoverable against VAT received on domestic sales. Export sales are not subject to VAT. Input VAT related to export sales is recoverable from the Russian government. The Group's results of operations exclude the impact of VAT.

Income tax. Starting from January 1, 2009, the total income tax rate was decreased to 20%, including federal part which decreased to 2.0%, and the regional part, which varies between 13.5% and 18.0%.

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Six months ended June 30, 2012 compared to the six months ended June 30, 2011

The table below presents our consolidated interim condensed statements of income for the periods indicated.

RR millions	Six months ended June 30, 2012 (unaudited)	Six months ended June 30, 2011 (unaudited)	Change,%
Sales and other operating revenues	294,244	293,990	0.1
Costs and other deductions			
Operating	40,321	33,317	21
Purchased oil and refined products	25,144	34,377	(26.9)
Exploration	852	999	(14.7)
Transportation	13,995	8,863	57.9
Selling, general and administrative	17,444	14,515	20.2
Depreciation, depletion and amortization	8,105	6,561	23.5
Loss on disposals of property, plant and equipment and investments and impairments	382	594	(35.7)
Taxes other than income taxes	140,145	145,348	(3.6)
Maintenance of social infrastructure and transfer of social assets	1,997	1,753	13.9
Total costs and other deductions	248,385	246,327	0.8
Earnings from equity investments	449	304	47.7
Foreign exchange (loss)/gain	(686)	4,377	(115.7)
Interest income	2,234	1,518	47.2
Interest expense, net of amounts capitalized	(1,546)	(457)	238.3
Other income/(expense), net	71	(380)	(118.7)
Total other income	522	5,362	(90.3)
Income before income taxes and non-controlling interest	46,381	53,025	(12.5)
Current income tax expense	(11,471)	(11,357)	1
Deferred income tax benefit/ (expense)	806	(970)	(183.1)
Total income tax expense	(10,665)	(12,327)	(13.5)
Net income	35,716	40,698	(12.2)
Less: net income attributable to non-controlling interest	(2,841)	(1,231)	130.8
Net income attributable to Group shareholders	32,875	39,467	(16.7)

The analysis of the main financial indicators of the above financial information is provided below.

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Sales and other operating revenues

A breakdown of sales and other operating revenues (by product type) is provided in the following table:

RR millions	Six months ended June 30, 2012	Six months ended June 30, 2011
Crude oil	185,852	243,826
Refined products	80,198	26,361
Petrochemicals	17,064	13,255
Corporate and other sales	11,130	10,548
Total sales and other operating revenues	294,244	293,990

Sales and other operating revenues slightly increased in the first half of 2012 in comparison to the corresponding period of 2011 mainly due to an overall increase in crude oil prices.

Sales breakdown

Sales revenues

(RR millions)	Six months ended June 30, 2012	Six months ended June 30, 2011	Change,%
Crude oil			
Non-CIS export sales	147,486	198,023	(25.5)
CIS export sales ⁽¹⁾	5,342	7,729	(30.9)
Domestic sales	33,024	38,074	(13.3)
	185,852	243,826	(23.8)
Refined products			
Non-CIS export sales	28,123	3,478	708.6
CIS export sales	20,474	615	3,229.1
Domestic sales	31,601	22,268	41.9
	80,198	26,361	204.2
Petrochemical products			
Tires sales	16,450	12,663	29.9
Other petrochemicals sales	614	592	3.7
	17,064	13,255	28.7
Other sales	11,130	10,548	5.5
Total sales and other operating revenues	294,244	293,990	0.1

⁽¹⁾ CIS is an abbreviation for Commonwealth of Independent States

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Sales volumes

(thousands tonnes)	Six months ended June 30, 2012	Six months ended June 30, 2011	Change,%
Crude oil			
Non-CIS export sales	6,097	8,937	(31.8)
CIS export sales	400	708	(43.5)
Domestic sales	3,470	3,950	(12.2)
	9,967	13,595	(26.7)
Refined products			
Non-CIS export sales	1,245	142	776.8
CIS export sales	1,311	33	3,872.7
Domestic sales	1,639	1,230	33.3
	4,195	1,405	198.6
Total sales volumes of crude oil and refined products	14,162	15,000	(5.6)

Realized average sales prices

(RR per tonne)	Six months ended June 30, 2012	Six months ended June 30, 2011	Change,%
Crude oil			
Non-CIS export sales	24,190	22,158	9.2
CIS export sales	13,355	10,917	22.3
Domestic sales	9,517	9,639	(1.3)
Refined products			
Non-CIS export sales	22,589	24,493	(7.8)
CIS export sales	15,617	18,636	(16.2)
Domestic sales	19,281	18,104	6.5

Sales of crude oil

Sales of crude oil decreased by 23.8% to RR 185,852 million in the first half of 2012 from RR 243,826 million in the corresponding period of 2011, mainly due to increased volumes of own refining throughput.

Sales of refined products

Sales of refined products increased by 204.2% to RR 80,198 million in the first half of 2012 from RR 26,361 million in the corresponding period of 2011.

Our revenue from export and domestic sales of refined products increased by RR 44,504 million and RR 9,333 million, respectively, due to the commencement of TANECO's operations and related sales of refined products.

Sales of petrochemical products

The increase in sales of petrochemical products was primarily due to the higher volumes and prices of tires sold. The Group's production of tires in the first half of 2012 increased by 14.0% to 6.4 million tires.

Other sales

Other sales increased by 5.5% to RR 11,130 million in the first half of 2012 from RR 10,548 million in the corresponding period of 2011. Other sales primarily represent sales of materials and equipment, various oilfield services (such as drilling, well construction and repairs, and geophysical works) and sales of energy, water and steam provided by the Group entities to third parties.

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Costs and other deductions

Operating expenses. Operating expenses include the following costs:

RR millions	Six months ended June 30, 2012	Six months ended June 30, 2011
Crude oil extraction expenses	18,226	16,230
Refining expenses	1,068	-
Petrochemical production expenses	14,272	10,955
Other operating expenses	6,308	6,412
Operating expenses not attributed to the revenue in the current period ⁽¹⁾	447	(280)
Total operating expenses	40,321	33,317

⁽¹⁾ This change includes extraction expenses related to crude oil produced by the Group in one period but sold to third parties in the different reporting period.

Crude oil extraction expenses. The Group's extraction ("lifting") expenses relate to oil and gas production and are incurred by the Company's oil and gas producing divisions and subsidiaries. They include expenditures related to maintenance services, repairs and insurance of extraction equipment, labour costs, expenses on artificial stimulation of reservoirs, fuel and electricity costs, materials and goods consumed in oil and gas production, and other similar costs.

Expenses of the Company's oil and gas production units and subsidiaries consisting of the purchase of services and goods that are unrelated to their core activities, accretion of the Company's asset retirement obligations, and the change in crude oil and refined products inventory, have been excluded from extraction expenses and are included in other operating costs.

Lifting expenses averaged to RR 195.9 per barrel in the first half of 2012 compared to RR 175.5 per barrel in the corresponding period of 2011. Higher repair costs and other service costs was the primary reason for an 11.6% increase in lifting expenses in the first half of 2012 compared to the corresponding period of 2011.

Refining expenses. Refining expenses mostly consist of expenses related to the production of refined products at our TANECO refinery and primarily include expenditures of raw materials and supplies, maintenance and repairs of productive equipment, labour and electricity costs, and other similar costs. Due to the start of production at TANECO refinery the refining expenses incurred in the first half of 2012 were RR 320.4 per tonne of crude oil throughput (RR 325.7 per tonne of products output).

Petrochemical production expenses. Petrochemical production expenses primarily include the costs of raw materials, labour, maintenance and electricity consumed in the production of petrochemical products. Cost of petrochemical products increased to RR 14,272 million by 30.3% in the first half of 2012 compared to the corresponding period of 2011 primarily due increase in sales of tires by 29.9% as well as higher costs of raw materials and electricity.

Other operating expenses include accretion of the asset retirement obligation and the costs of other services, goods and materials not related to the core oil and gas production activities of the Group. Other operating expenses decreased to RR 6,308 million, or by 1.6%, compared to the corresponding period of 2011.

Cost of purchased crude oil and refined products. A summary of purchased oil and refined products in the first half of 2012 and 2011, respectively, are as follows:

RR millions	Six months ended June 30, 2012	Six months ended June 30, 2011
Purchased crude oil (RR millions)	8,965	17,521
Volume (thousands tonnes)	441	1,203
Average price per tonne (RR)	20,329	14,564
Purchased refined products (RR millions)	16,179	16,856
Volume (thousands tonnes)	692	797
Average price per tonne (RR)	23,380	21,149
Total purchased oil and refined products	25,144	34,377

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Cost of purchases of crude oil decreased in the first half of 2012 compared to the corresponding period of 2011 due to lower volumes of crude oil purchased for resale.

Purchases of refined products decreased by 4% to RR 16,179 million in the first half of 2012 from RR 16,856 million in the corresponding period of 2011 due to a decrease in volumes of purchased refined products for trading by 13% partly offset by an increase in average purchase price per tonne by 11%.

Exploration expenses. Exploration expenses consist primarily of exploratory drilling, geological and geophysical costs, and the costs of carrying and retaining undeveloped properties. Exploration expenses decreased to RR 852 million in the first half of 2012 from RR 999 million in the corresponding period of 2011.

Transportation expenses. Transportation of the Group's crude oil and refined products, including purchased crude oil and refined products, are mostly carried out using the Transneft trunk pipeline system and railway. Transportation costs increased by 57.9% to RR 13,995 million in the first half of 2012 from RR 8,863 million in the corresponding period of 2011 due to increase in crude oil transportation tariffs and transportation of refined products by railway.

Selling, general and administrative expenses. Certain selling, general and administrative expenses by nature are fixed costs, which are not directly related to production, such as payroll, general business costs, insurance, advertising, share based compensation, legal fees, consulting and audit services, charity and other expenses, including bad debt provisions. Increase in selling, general and administrative expenses by RR 2,929 million to RR 17,444 million in the first half of 2012 was attributed, among other factors, to an increase in amortization of bank's commissions related to the main credit facilities and certain administrative expenses at TANECO as well as other expenses of the Group compared to the corresponding period of 2011.

Loss on disposals of property, plant and equipment and impairment of investments. In the first half of 2012 we recorded a loss on disposals of property, plant and equipment and impairment of investments amounted to RR 382 million as a result of disposal of interest in an unquoted company compared to a RR 594 million loss in the corresponding period of 2011.

Taxes other than income taxes. Taxes other than income taxes include the following:

	Six months ended June 30, 2012	Six months ended June 30, 2011
Export duties	86,673	97,152
Mineral extraction tax	51,106	46,245
Property tax	1,089	981
Excise taxes	506	314
Penalties and interest	64	14
Other	707	642
Total taxes other than income taxes	140,145	145,348

Decrease in taxes other than income taxes by 3.6% to RR 140,145 million in the first half of 2012 from RR 145,348 million in the corresponding period of 2011 was mainly due to lower export duties, paid by the Group. In the first half of 2012 compared to the corresponding period of 2011, export duties, paid by the Group, decreased by 10.8%, due to lower volumes of crude oil and refined products sold for export. The Group's mineral extraction tax expense increased by 10.5%, due to increase in mineral extraction tax base rate. Our expenses on excise taxes increased to RR 506 million from RR 314 million in the corresponding period of 2011 due to increase of the statutory excise tax rates. Other taxes include land tax and non-recoverable VAT.

Effective January 1, 2007, the tax rate formula for mineral extraction tax was modified to provide for fields whose depletion rate is 80% or above as determined under Russian reserves classification. Under these rules, the Group receives a benefit of 3.5% per field for each percent of depletion in excess of the 80% threshold. As Romashkinskoye field, the Group's largest, along with certain other fields is more than 80% depleted, the Group received a benefit in the first half of 2012 of RR 10.6 billion in comparison to RR 8.3 billion in the corresponding period of 2011, driven mainly by crude oil prices in the respective periods.

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Since April 2007, a zero mineral extraction tax rate is applied to the production of highly viscous crude oil (bitumen) from the Group's Ashalchinskoye, Mordovo-Karmalskoye, Vishnyevo-Polyanskoye, Chernoozerskoye and Yagodnoye fields, resulting in the first half of 2012 in tax benefit of RR 522 million in comparison to RR 300 million in the corresponding period of 2011.

Maintenance of social infrastructure and transfer of social assets. Social infrastructure expenses relate primarily to housing, schools and cultural buildings in Tatarstan. Maintenance of social infrastructure expenses and transfer of social assets increased to RR 1,997 million in the first half of 2012 from RR 1,753 million in the corresponding period of 2011.

Earnings from equity investments. The Group recorded a gain from equity investments amounted to RR 449 million in the first half of 2012 compared to RR 304 million gain in the corresponding period of 2011. The increase was due to the gain from equity participation in crude oil producing entities, RR 199 million which was attributed to the Group in the first half of 2012 in comparison to RR 69 million gains in the corresponding period of 2011. Also, the Group had a gain from its investment in Bank Zenit in the amount of RR 355 million, compared to a RR 294 million gain in the corresponding period of 2011.

Foreign exchange gain. The Group recorded a foreign exchange loss amounted to RR 686 million in the first half of 2012 compared to a foreign exchange gain of RR 4,377 million in the corresponding period of 2011, which was due to volatility of Ruble to US Dollar exchange rate in the reporting periods, resulting to the corresponding revaluation of US Dollars denominated debt under the long-term credit facilities of the Group.

Interest income increased by 47.2% to RR 2,234 million in the first half of 2012 compared to the corresponding period of 2011 due to increase of interest income received on our certificates of deposit.

Interest expense, net of amounts capitalized, increased from RR 457 million to RR 1,546 million in the first half of 2012 in comparison to the corresponding period of 2011, which was mainly due to discontinuance of some interest capitalization on debt related to TANECO refinery.

Other income, net, in the first half of 2012 amounted to RR 71 million compared with RR 380 million of other expense, net, in the corresponding period of 2011.

Income taxes

The effective income tax rate in the first half of 2012 was 23%, compared to the statutory tax rate of 20% in the Russian Federation. This difference was due to non-deductible or partially deductible expenses incurred during the reporting period.

Reconciliation of net income to EBITDA (earnings before interest, income taxes, depreciation and amortization)

RR millions	Six months ended June 30, 2012	Six months ended June 30, 2011
Net income attributable to Group shareholders	32,875	39,467
Add back:		
Non-controlling interest	2,841	1,231
Income tax expense	10,665	12,327
Depreciation, depletion and amortization	8,105	6,561
Interest expense	1,546	457
Interest income	(2,234)	(1,518)
EBITDA	53,798	58,525

EBITDA is a non-US GAAP financial measure, defined as net income before interest, taxes, depreciation and amortization. The Company believes that EBITDA provides useful information to investors because it is an indicator of the strength and performance of our business operations, including our ability to finance capital expenditures, acquisitions and other investments and our ability to incur and service debt. While depreciation and amortization are

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considered operating costs under US GAAP, these expenses primarily represent the non-cash current period allocation of costs associated with long-lived assets acquired or constructed in prior periods. Our EBITDA calculation is commonly used as a basis by some investors, analysts and credit rating agencies to evaluate and compare the periodic and future operating performance and value of companies within the oil and gas industry. EBITDA should not be considered in isolation as an alternative to net income, operating income or any other measure of performance under US GAAP. EBITDA does not consider our need to replace our capital equipment over time.

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Financial Condition Summary Information

The following table shows certain key financial indicators:

RR millions	At June 30, 2012	At December 31, 2011
Current assets	162,332	155,600
Long-term assets	484,549	472,223
Total assets	646,881	627,823
Current liabilities	102,551	97,061
Long-term liabilities	121,455	127,351
Total liabilities	224,006	224,412
Shareholders' equity	422,875	403,411
Working capital	59,781	58,539

Working capital position

As of June 30, 2012 working capital of the Group amounted to RR 59,781 million compared to RR 58,539 million as of December 31, 2011. The increase in the working capital was attributable to an increase of our short-term investments (mainly certificates of deposit) as well as cash and cash equivalents.

Liquidity and Capital Resources

The following table shows a summary from the Consolidated Statements of Cash Flows:

RR millions	Six months ended June 30, 2012	Six months ended June 30, 2011
Net cash provided by operating activities	63,298	43,745
Net cash used for investment activities	(42,328)	(24,551)
Net cash used for financing activities	(17,794)	(12,916)
Increase in cash and cash equivalents	3,176	6,278

Net cash provided by operating activities

Our primary source of cash flow is funds generated from our operations. Net cash provided by operating activities increased by 44.7% to RR 63,298 million in the first half of 2012 from RR 43,745 million in the corresponding period of 2011 which was primarily attributed to changes in working capital, particularly, to change in accounts receivable and other accounts payable and accrued liabilities.

Net cash used for investing activities

Net cash used for investing activities increased by 72.4% to RR 42,328 million in the first half of 2012 from RR 24,551 million in the corresponding period of 2011, which was primarily due to the purchases of certificates of deposit.

Net cash used for financing activities

Cash flow used for financing activities amounted to RR 17,794 million in the first half of 2012 compared to RR 12,916 million in the corresponding period of 2011. This was primarily due to net debt repayments of RR 17,578 million in the first half of 2012 compared with net debt repayments of RR 12,737 million in the corresponding period of 2011.

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Additions to property, plant and equipment

The following additions to property, plant and equipment (by segment) were made in the first half of 2012, compared to the corresponding period of 2011:

RR millions	Six months ended June 30, 2012	Six months ended June 30, 2011
Exploration and production	11,210	9,907
Refining and marketing	9,854 ⁽¹⁾	17,607 ⁽¹⁾
Petrochemicals	207	149
Corporate and other	1,629	988
Total additions to property, plant and equipment	22,900	28,651

⁽¹⁾ Includes expenditures of RR 9,418 million and RR 16,240 million, in the first half of 2012 and 2011, respectively, related to the refinery construction in Nizhnekamsk (TANECO)

Analysis of Debt

At June 30, 2012, long-term debt, including the current portion of long-term debt, amounted to RR 83,287 million as compared to RR 100,282 million at December 31, 2011.

In June 2011, the Company entered into a US \$550 million unsecured credit facility with a fixed rate of 3.50% per annum with bullet repayment in three years, arranged by BNP Paribas (Suisse) SA, The Bank Of Tokyo Mitsubishi UFJ, Ltd., Commerzbank Aktiengesellschaft, ING Bank N.V., Natixis, Open Joint Stock Company Nordea Bank, Sumitomo Mitsui Banking Corporation and WestLB AG, London Branch. The amount outstanding under this credit facility as of June 30, 2012 and December 31, 2011 was RR 18,049 million (US \$550 million) and RR 17,708 million (US \$550 million), respectively.

The decrease in the current period's amount of total debt outstanding was mainly attributed to scheduled repayments under a dual (3 and 5 year) tranches secured syndicated pre-export credit facility for up to US\$ 1.5 billion arranged in October 2009 and a triple (3, 5 and 7 year) tranches secured credit facility for up to USD 2 billion arranged in June 2010 partly offset by the foreign exchange gain incurred due the appreciation of Ruble against US Dollar in the reporting period. The amounts outstanding, including the current portion, as of June 30, 2012 and December 31, 2011 were RR 11,872 million (US\$ 362 million) and RR 20,809 million (US\$ 646 million), respectively, under the US\$ 1.5 billion facility, and RR 42,107 million (US\$ 1,283 million) and RR 51,963 million (US\$ 1,614 million), respectively, under the USD 2 billion facility.

In February 2011 the Company reached an agreement with the lenders under the US\$ 2 billion 2010 Facility to decrease the margins. The margins were decreased to LIBOR plus 2.40% and 3.40% for the 3 and 5 year's tranches, respectively.

In February 2011 the Company also reached an agreement with the lenders under the US\$ 1.5 billion 2009 Facility to substantially decrease the amount of crude oil volumes used as collateral for this facility. The crude oil volumes used as collateral decreased from 480,000 to 360,000 metric tons of oil in a calendar quarter.

In November 2011, TANECO entered into a US \$75 million credit facility with equal semi-annual repayments during ten years. The loan was arranged by Nordea Bank AB (Publ), Société Générale and Sumitomo Mitsui Banking Corporation Europe Limited. The loan bears interest at LIBOR plus 1.1% per annum. The loan agreement requires compliance with certain financial covenants including, but not limited to, minimum levels of consolidated tangible net worth, and interest coverage ratios. The amount outstanding under this credit facility as of June 30, 2012 and December 31, 2011 was RR 2,338 million (US \$71 million) and RR 2,415 million (US \$75 million), including the current portion, respectively.

Also in November 2011, TANECO entered into a US \$144.48 million credit facility with equal semi-annual repayments during ten years with first repayment date as of May 15, 2014. The loan was arranged by Société Générale, Sumitomo Mitsui Banking Corporation Europe Limited and the Bank of Tokyo-Mitsubishi UFJ, LTD. The loan bears interest at LIBOR plus 1.25% per annum. The loan agreement requires compliance with certain financial covenants including, but not limited to, minimum levels of consolidated tangible net worth, and interest coverage ratios. The amount outstanding under this credit facility as of June 30, 2012 was RR 1,514 million (US \$46 million).

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The aggregate maturities of total long-term debt, including current portion as of June 30, 2012 were as follows:

RR millions	At June 30, 2012
July 1, 2012 - June 30, 2013	31,230
July 1, 2013 - June 30, 2014	17,072
July 1, 2014 - June 30, 2015	28,699
July 1, 2015 - June 30, 2016	1,507
July 1, 2016 - June 30, 2017	1,498
Thereafter	3,281
Total long-term debt	83,287