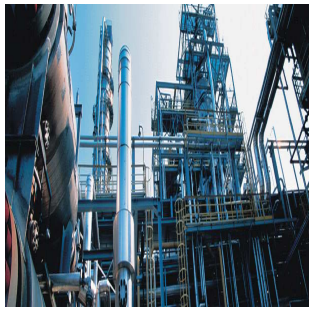
PKN ORLEN Capital Group



April 2014

Agenda

PKN ORLEN today & in the future

Downstream – core business

Upstream & Energy – growth segments

Summary

Integrated oil&gas company with energy assets

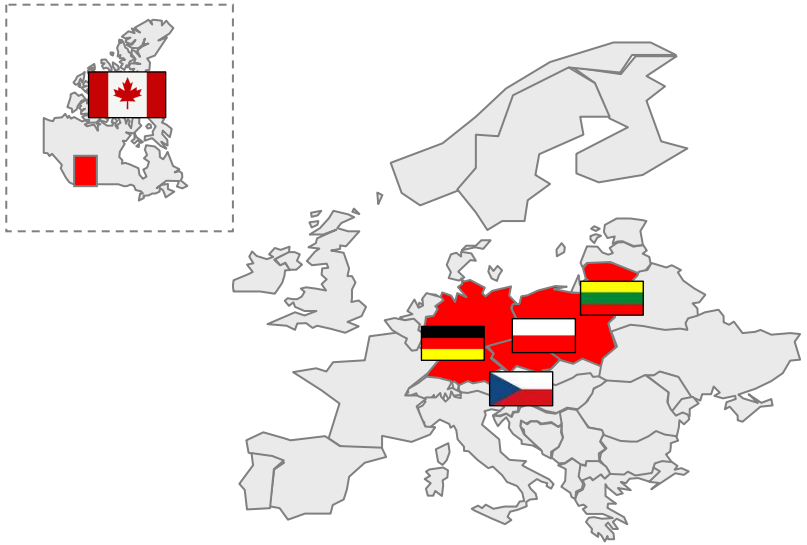
REFINING
- Strategic location on key pipeline network and access to crude oil sea terminals in Gdansk (Poland) and Butinge (Lithuania)
- Refineries in Poland (supersite in Plock), Lithuania and the Czech Rep.
- REBCO crude oil processing - benefiting from B/U diff

PETCHEM
- Petrochemical assets fully integrated with the refining

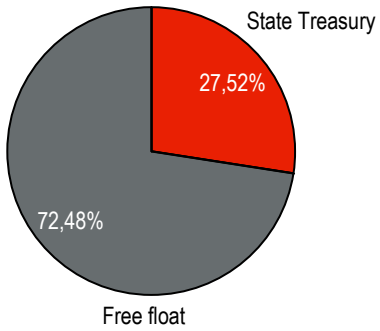
RETAIL
- 2 700 filling stations: Poland, the Czech Rep., Germany and Lithuania

UPSTREAM
- Poland: exploration shale gas projects as well as conventional projects
- Canada: TriOil – production assets

ENERGY
- Building a 463 MWe CCGT plant in Wloclawek (Poland)



SHAREHOLDERS STRUCTURE



- **Listed since 1999**
- **WSE ticker:** PKN
- **Mcap:** USD 6.3 bn***
- **WSE indices included:** WIG, WIG 20, WIG 30, WIG fuels

KEY DATA

OPERATIONAL (mt/y):

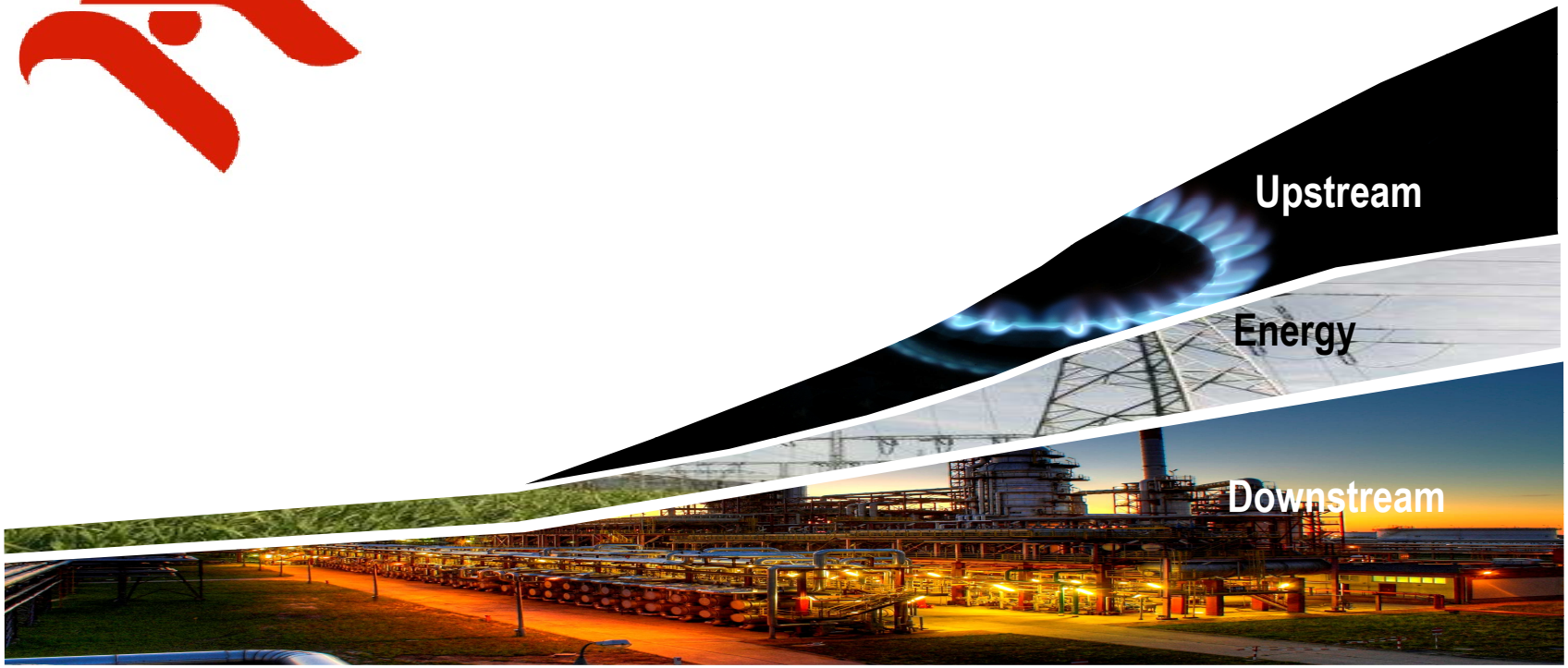
Max. throughput capacity	ca. 32.4
Petrochemical production	ca. 5.8

FINANCIAL (PLN bn):	**2010**	**2011**	**2012**	**2013**	**1Q14**
Revenues	83.5	107.0	120.1	113.9	24.1
EBITDA LIFO	4.1	2.1*	4.5*	3.2	1.0

** Data as of 25.04.2014

* Including impairments: 2011 PLN (-) 1,8 bn / 2012 PLN (-) 0,7 bn

PKN ORLEN vision



PKN ORLEN in 2008… **… 2012…** **… 2017…** **… and 2022**

Agenda

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Summary

Refining

HIGH-CLASS ASSETS

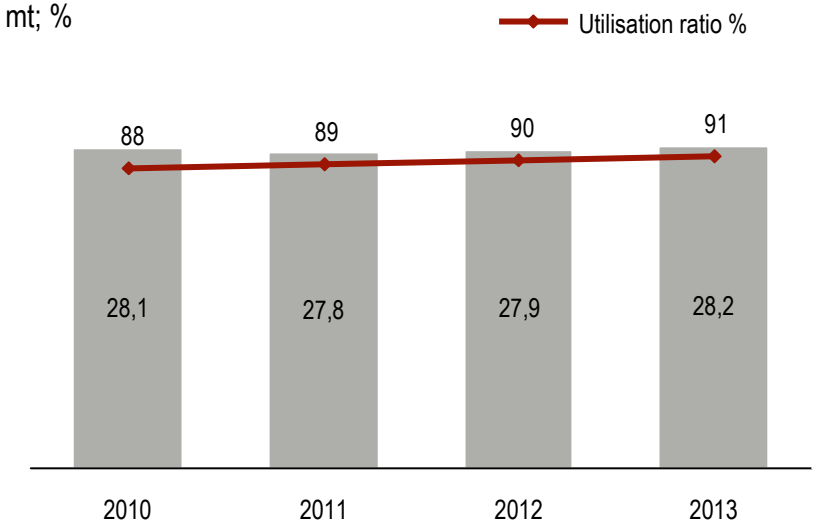
COMPETITIVE ADVANTAGES

- **Refinery in Plock classified as a super-site** (acc. to WoodMackenzie) considering the volume and depth of processing, integration with petrochemical operations
- **Modernized refining assets in Lithuania and in Litvinov**
- **Prepared for regulatory and market trends changes** thanks to investment projects execution
- **Leader on the fuel market** in the Central Europe**

KEY DATA

- 32.4 mt/y - max. throughput capacity: Plock – 16.3 mt/y, ORLEN Lietuva – 10.2 mt/y, Unipetrol – 5.9 mt/y
- Ca. 90% REBCO crude oil processing benefiting from B/U diff. Flexibility to process many kinds of crude oil
- Fuel production in line with 2009 Euro standards in all refineries
- Market share*: gasoline (PL: 66%, CZ: 35%, LT: 99%) & diesel (PL: 59%, CZ: 30%, LT: 97%).

THROUGHPUT AND UTILISATION RATIO



* Data as of 31.03.2014
** Poland, Lithuania, the Czech Republic

Petchem

INTEGRATED ASSETS

COMPETITIVE ADVANTAGES

- **The largest petrochemical company** in Central Europe*
- **Integration** with refinery giving a good position on the cost curve
- Attractive **portfolio of products** including PTA, polyolefins, butadiene
- **Strategic regional supplier** for chemical industry

KEY DATA

- Production volumes: 5.8 mt/y
- Depending on the product we have 40% up to 100% market share in domestic consumption
- Polyolefins sales within Basell network
- PX/PTA - one of the most advanced petrochemical complex in Europe with production capacity of 600 kt/y PTA

ANWIL – CHEMICAL COMPANY

- PVC and fertilizers producer
- Ethylene pipeline connection with Plock refinery secures feedstock for PVC production
- Synergies with new CCGT plant: steam, energy and infrastructure

* Poland, Lithuania, the Czech Republic

Retail

MODERN SALES NETWORK

COMPETITIVE ADVANTAGES

- **The largest retail network** in Central Europe
- **Leader** on the retail market **in Poland**, **strong position** in **the Czech Rep.** and **regionally in Germany**
- **ORLEN brand** – strong, recognizable and the most valuable in Poland (PLN 3,9 bn)
- Successful **two-tier branding strategy**
- Further development of nonfuel sales by extension of **Stop Cafe and Bistro Café**
- **The highest quality of service** among fuel stations customers in Poland in 2012 confirmed by consumer research

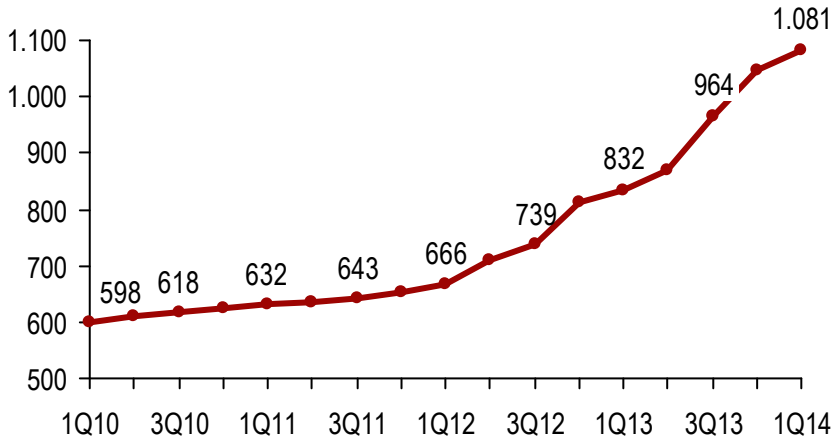
KEY DATA

- Over 2 700 filling stations*: Poland - 1766, Germany - 555, the Czech Rep. - 338, Lithuania - 26
- Market share*: PL: 36%, CZ: 15%, LT: 4%, DE: 6%
- Almost 1100 Stop Cafe and Bistro Cafe in Poland.

  In 2013 we sold 35m hotdogs (ca. 1 hotdog per second) and 5.3m litters hot drinks (2,5 Olympic swimming pools)
- The largest group of loyal customers in Poland: 2,5 m of active customers VITAY and FLOTA programs

STOP CAFE I BISTRO CAFE W POLSCE

#



* Data as of 31.03.2014

Agenda

PKN ORLEN today & in the future

Downstream – core business

Upstream & Energy – growth segments

Summary

„Multi-utility" is a foundation for further PKN ORLEN value growth

STRATEGIC RATIONALES

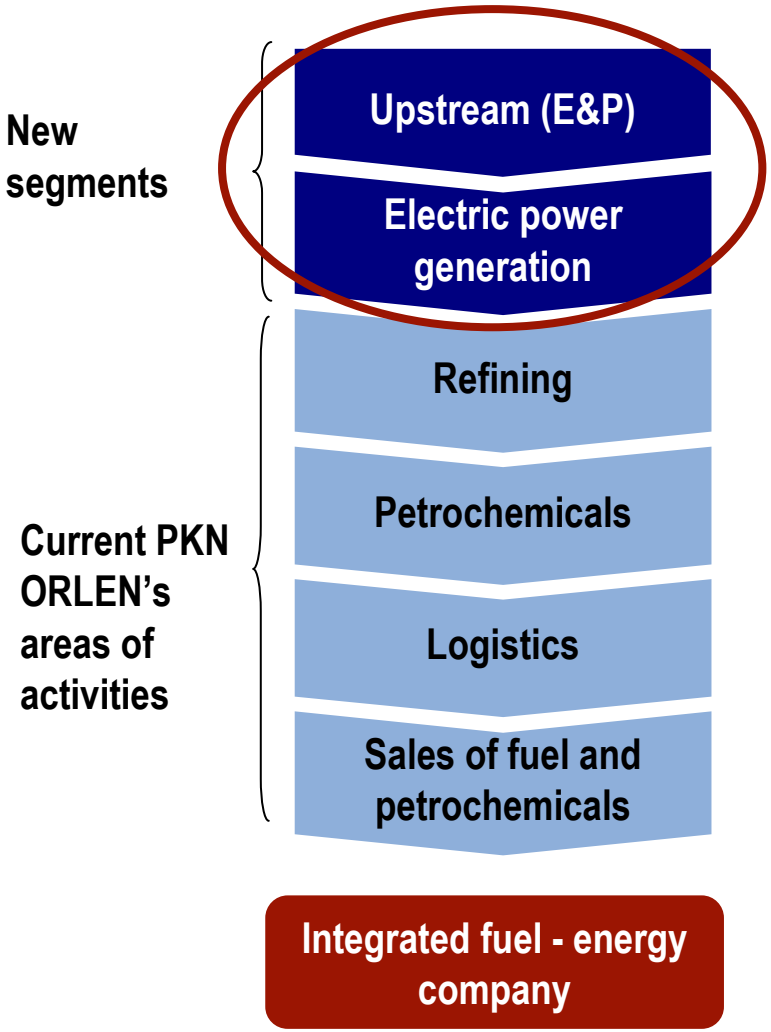
PKN ORLEN faces serious barriers for the further dynamic growth in the oil sector...

- The dynamic growth through acquisitions and geographic expansion in 2002-2006
- Focus on organic development and efficiency improvement
- Strong competitive pressure and high volatility in margins

…hence the perceived growth opportunities in the new areas of growth…

- Higher profitability
- Stable cash flows
- Operational synergies and diversification of activities
- PKN ORLEN's security

CONCEPT OF „MULTI- UTILITY"



Upstream
Exploration projects in Poland

ASSETS

COMPETITIVE ADVANTAGES

- **Organic projects** in exploration phase
- **Stable geopolitical regions:** focus on Central Europe and North America
- **Potential strategic partnerships**
- **Access to production assets** through M&A projects
- **Advanced unconventional gas projects** on 'Lublin Shale' concessions

KEY DATA

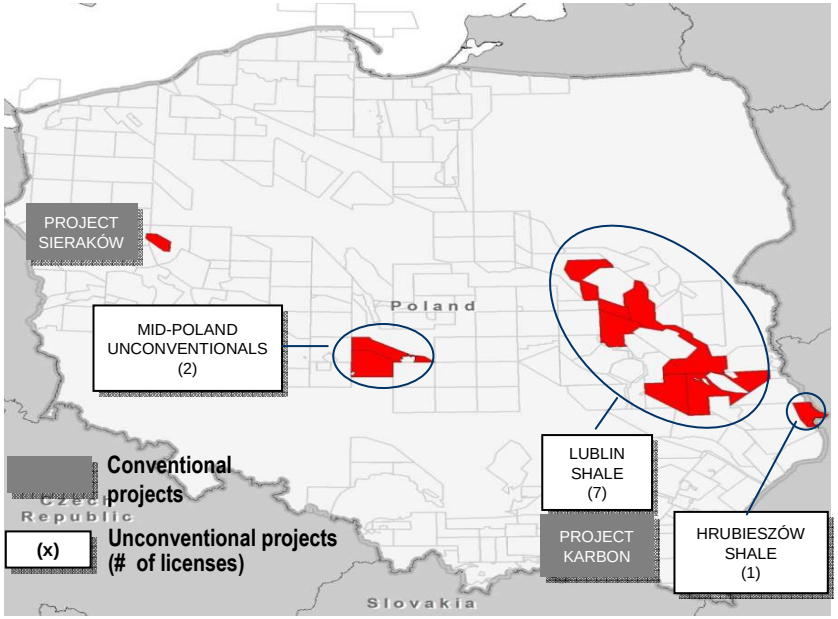
Unconventional projects (shale gas and closed gas)

- 10 exploration concessions / 8,2th km2
- 10 wells finished: 7 vertical and 3 horizontal as well as 2 fracking

Conventional projects (crude oil and gas)

- 7 concessions/ 2 projects in Poland
- 3 wells finished: 2 inland and 1 offshore
- Latvian shelf – discontinuation of further works in 4Q13 based on exploration works results and impairment in the amount of PLN (-) 0,1 bn

* Data as of 31.03.2014



Upstream
Production assets in Canada

BUSINESS RATIONALES

- Steadily growing company with an experienced management team in place
- Access to crude oil and gas producing assets in a mature and technologically advanced Canadian market
- Transaction with low-risk profile
- Know-how transfer and synergies with ORLEN's organic E&P projects
- Cash flow stabilization and risk diversification

AKTYWA

- Transaction value: CAD 183,7 m i.e. 2,85 CAD per share
- Assets portfolio in Canadian province of Alberta on 3 areas - Lochend, Kaybob oraz Pouce Coupe
- Ca. 22 m boe of crude oil and gas reserves (2P)
- In 2013 - 15 net wells* were done
- Average production in 2013 ca. 3,8 th boe/d (ca. 60% crude oil, 40% gas)
- In 2014 planned average production over 5 th boe/d

1Q14

- Average production– 3,7 th boe/d
- Number of realized drills: 8 gross (6,3 net*)
- EBITDA – PLN 37 m
- CAPEX – PLN 89 m
- Analysis of further inorganic development possibility

* Number of wells multiplied by share percentage in particular asset

Energy
New projects and improvement of efficiency of held assets

ASSETS

COMPETITIVE ADVANTAGES

- **Power plant in Plock** (345 MW, 1970 MWt) – the biggest industrial block in Poland.
- **Heating oil, refining gas and natural gas -** fuels used for energy and heat production in Plock and Wloclawek plants.
- **PKN ORLEN the biggest gas consumer** in Poland and active participant for **natural gas market liberalization.**
- **Favorable perspectives for energy market** eg. increase of electricity demand not addressed by new projects, increasing supply-demand gap resulting from closures of old units and low-emission of gas.

KEY DATA

Building a CCGT plant in Wloclawek (463MWe)

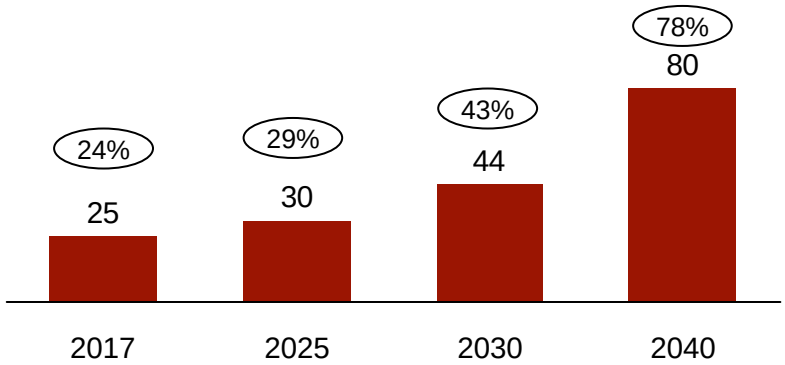
- Start-up of energy production in 4Q15. CAPEX PLN 1,4 bn.
- Energy produced in cogeneration with steam also for Anwil Group and PKN ORLEN needs.
- 50% of energy will be sold on the market.

Concept of building a CCGT plant in Plock (450-600 MWe)

- The process of selecting the contractor to build the power plant in the turnkey formula and long-term service agreement are in progress.
- The final investment decision after positive results of the profitability analysis of the project.

PLANS FOR BLOCKS CLOSURES IN POLAND

block as a % of total, 2012-2040*



* PKN ORLEN analysis

Agenda

PKN ORLEN today & in the future

Downstream – core business

Upstream & Energy – growth segments

Summary

PKN ORLEN competitive advantages

- Integrated, high-class assets and strong position on competitive market

- New units and attractive portfolio of products offered on developing markets

- Modern and the largest sales network in the region with strong and recognizable brand

- Best locations and synergies of gas-fired power generation with other segments

- Perspective licenses and advanced unconventional gas projects

Further PKN ORLEN growth

Mission and Corporate Values

„We discover and process natural resources to fuel the future”

RESPONSIBILITY

We respect our customers, shareholders, the natural environment and local communities

PROGRESS

We explore new possibilities

PEOPLE

We are characterized by our know-how, teamwork and integrity

ENERGY

We are enthusiastic about what we do

DEPENDABILITY

You can rely on us

Thank You for Your attention

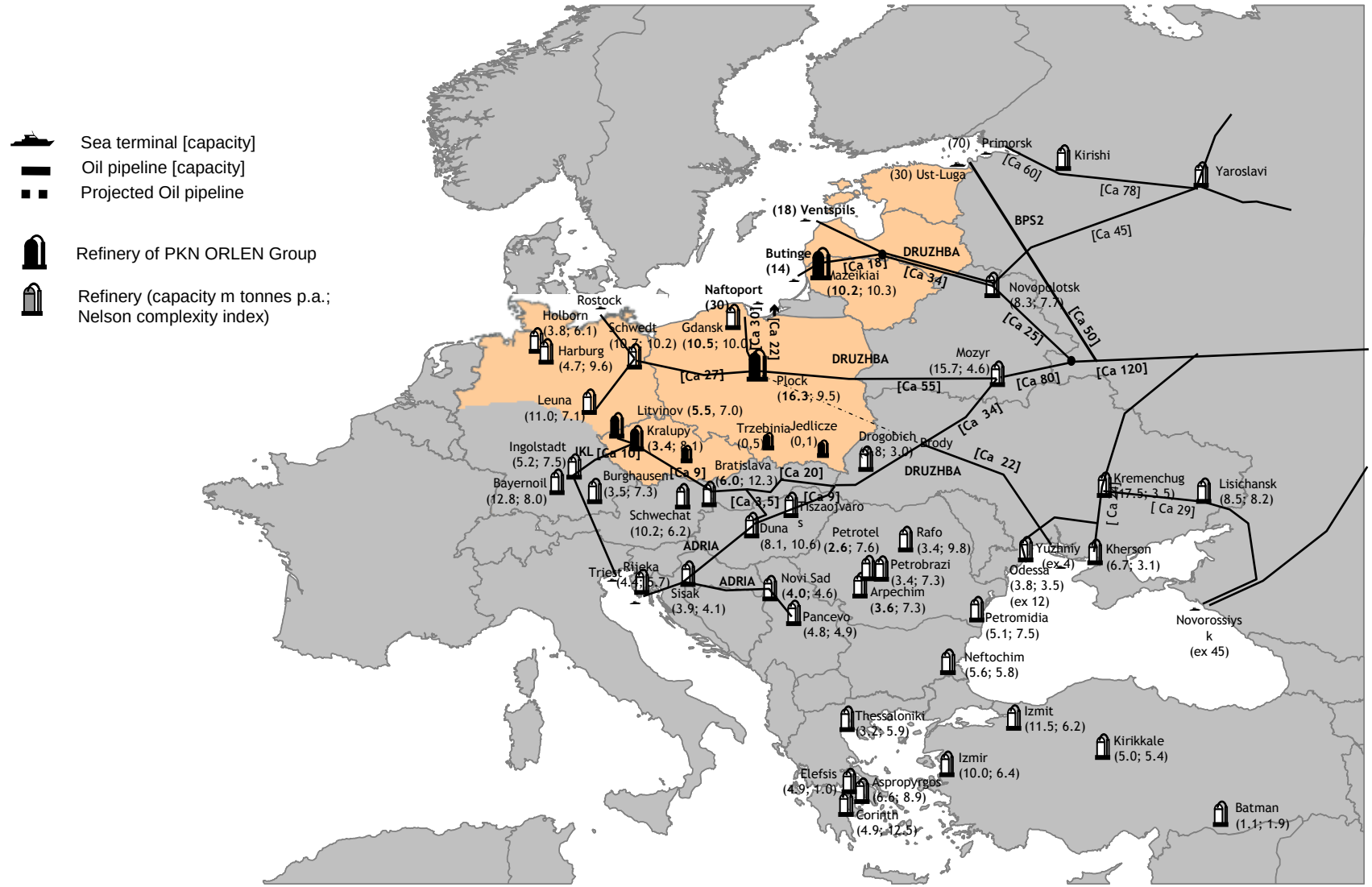
For more information on PKN ORLEN, please contact Investor Relations Department:

phone: + 48 24 256 81 80
fax: + 48 24 367 77 11
e-mail: ir@orlen.pl

Agenda

Supporting slides

Supply Routes Diversification



Source: Oil & Gas Journal, PKN Orlen own calculations, Concawe,Reuters, WMRC, EIA, NEFTE Compass, Transneft.ru

ORLEN Lietuva - maximizing the possessed potential

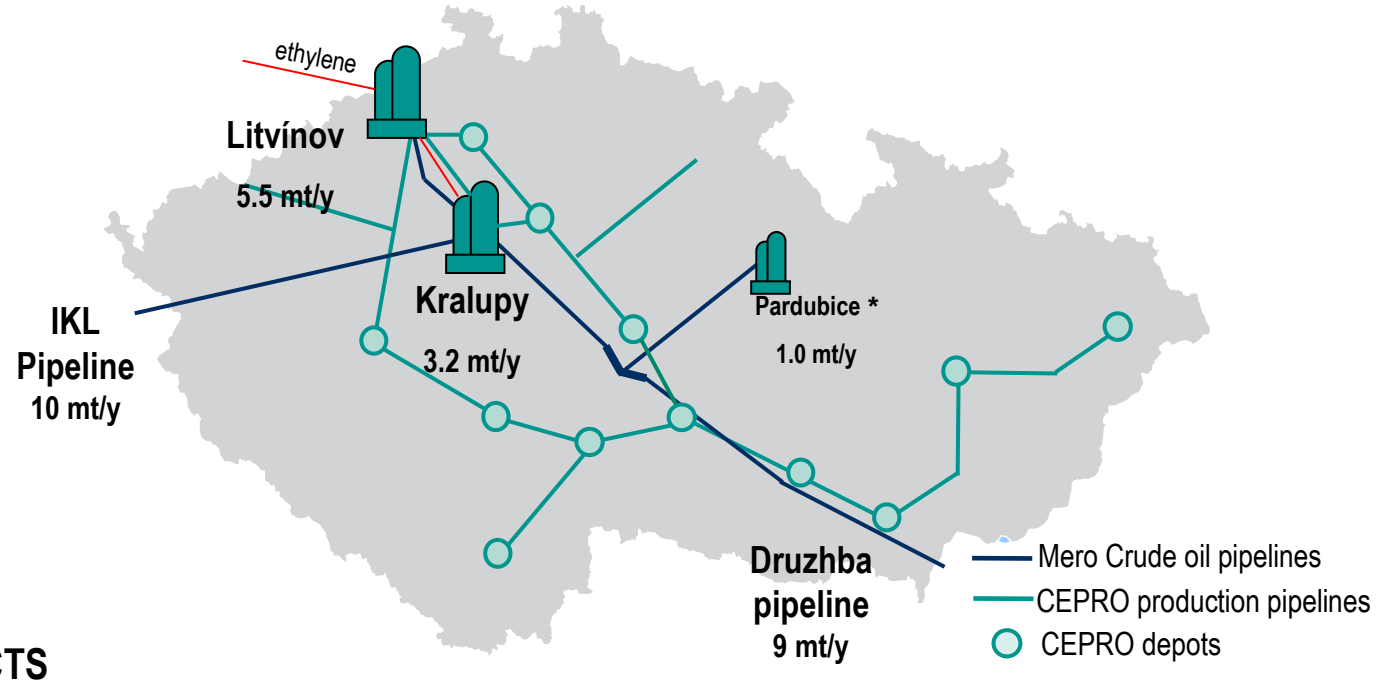
ASSETS

KEY FACTS

- ORLEN Lietuva manages ca. 500 km of pipelines in the territory of Lithuania (both crude oil and product pipelines).
- Crude oil deliveries via sea from Primorsk to Butinge.
- Products supply within Lithuania is managed by use of railway or tankers.
- The potential product pipeline to Klaipeda would improve logistics of final products.
- Long-term contract until the end of 2024 for reloading of petroleum products with Klaipedos Nafta was signed in 2011.
- Costs optimization and improvement of operating parameters.

Unipetrol – continuation of operating efficiency improvement

ASSETS



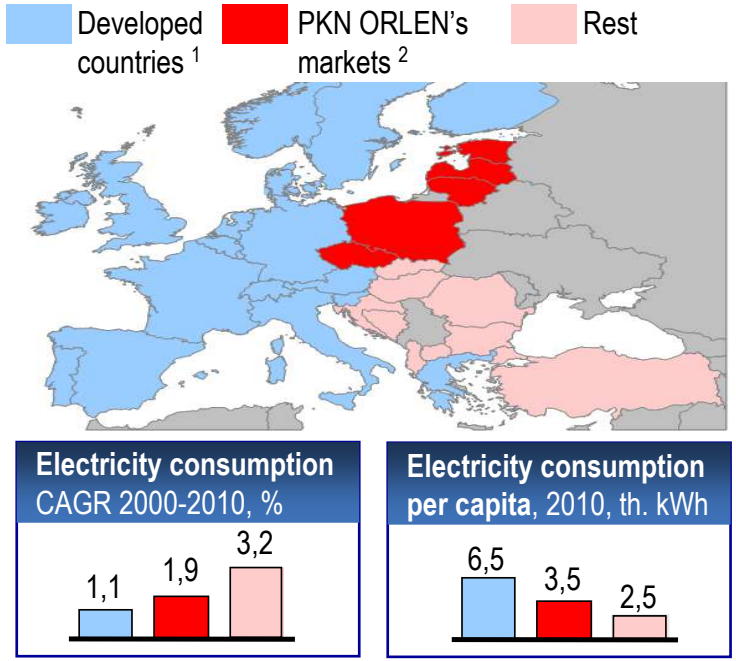
KEY FACTS

- Ongoing strict cost control including staff reduction.
- Growing market share in the Czech retail from below 10% in 2005 to over 14% in 2012.
- Negative free cash flow due to weaker profitability caused by unfavourable macro environment and higher capital expenditures dedicated mainly to maintenance as well as development projects during the cyclical turnaround in 2011.

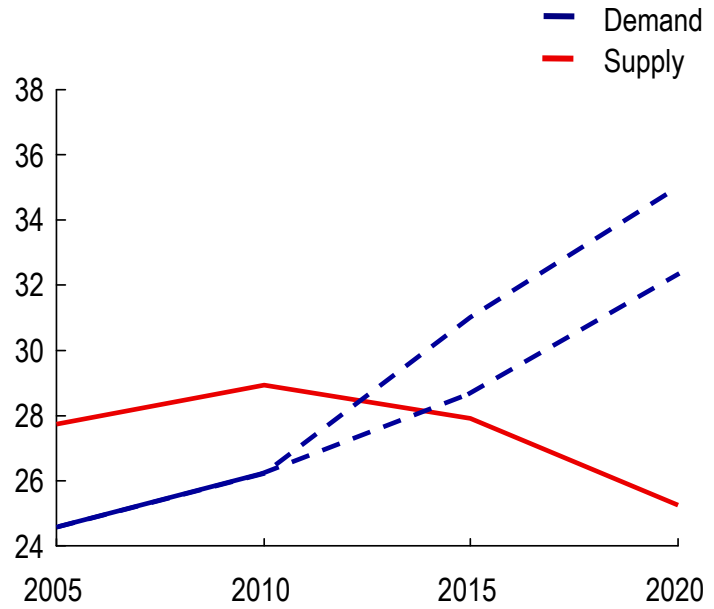
* Paramo refinery in Pardubice closed permanently and does not process crude oil since 3Q 2012. The production of bitumen and lubes was not affected.

Relatively low rate of energy consumption per capita and need for new power plants indicates high potential for growth in the energy sector

ELECTRICITY CONSUMPTION IN EUROPE, 2000-2010



FORECAST FOR SUPPLY AND DEMAND FOR PEAK POWER IN POLAND, 2005-2020, GW

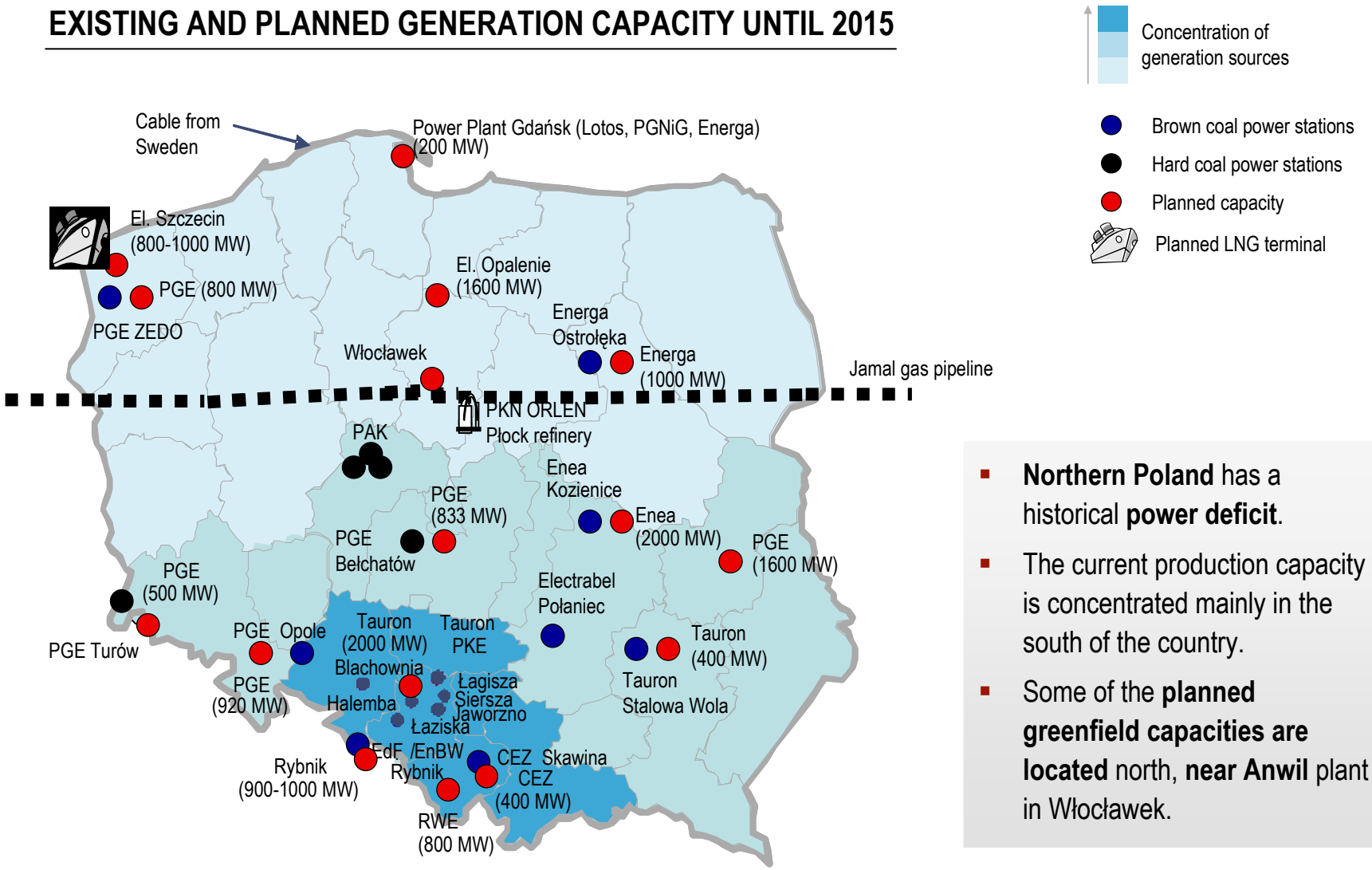


- Currently energy consumption per capita on PKN ORLEN's market is by ~ 40% lower than in developed countries[1]. Forecasts indicate 2-3% increase in the electricity demand in Poland until 2030 p.a.
- The profitability of the sector is increasing in the result of the expected imbalance between supply and demand
- 44% of existing power plants in Poland is over 30 years. Old units of 11-15 GW (~30-40% existing capacity) have been planned to be closed. Power capacities increase planned until 2020 of ~20 GW (includes both modernization of existing and construction of new plants). Top Polish energy companies (i.e. PGE, Tauron, Enea, Energa) have announced plans of extensive capital investments into increase of capacities, summing up to ~90 bn PLN
- Despite the current economic slowdown, an increase in the wholesale electricity prices is expected in the coming years

1) Developed countries comprise: EU-15, Norway, Switzerland and Slovenia. 2) PKN Orlen's markets comprise: Poland, Czech Republic, Baltics
Source: EIA, IMF, PWC, PKN ORLEN analysis

New power plants are mostly required in the northern Poland

EXISTING AND PLANNED GENERATION CAPACITY UNTIL 2015



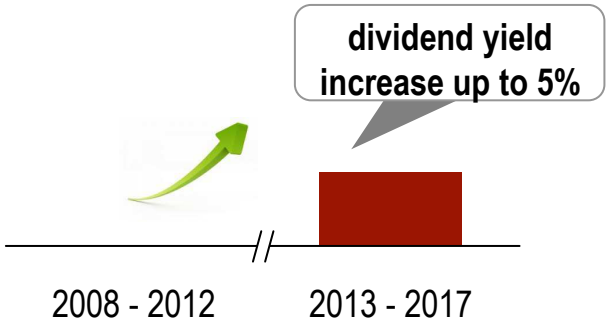
- **Northern Poland** has a historical **power deficit**.
- The current production capacity is concentrated mainly in the south of the country.
- Some of the **planned greenfield capacities are located** north, **near Anwil** plant in Włocławek.

Dividend policy

Focus on creating solid financial standing forced no dividend payout in 2008 – 2012 …

- Gearing decrease
- Refinancing
- Rating improvement

… but in coming years cash flow from operations will secure cash for both growth and for Shareholders …



… based on clear dividend policy.

- Gradual increase in dividend payout up to 5% dividend yield
- With reference to average share price from previous year
- Taking into account strategic targets achievement, financial standing and macro environment

We assume dividend payouts at levels recognized as good market practice

Effective execution of two-tier branding strategy as a response to market polarization

PKN ORLEN BRANDING STRATEGY

		PREMIUM	ECONOMICAL
Poland	**Successful rebranding** of heritage network of mixed brands into premium ORLEN and economical BLISKA networks.		
Czech Republic	Market research is to help to determine the final **branding strategy**.		
Lithuania	Building a solid foundation for the future development of **high quality ORLEN network**.		
Germany	Focus on economical STAR network with **competitive prices and superior customer service.**		

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For more information on PKN ORLEN, please contact Investor Relations Department:

phone: + 48 24 256 81 80

fax: + 48 24 367 77 11

e-mail: ir@orlen.pl