



RESPONSIBILITY



PROGRESS



PEOPLE



ENERGY



DEPENDABILITY



**ORLEN**

Polski Koncern Naftowy ORLEN  
Spółka Akcyjna

# SEPARATE ANNUAL REPORT POLSKI KONCERN NAFTOWY ORLEN SPÓŁKA AKCYJNA

# 2015

**SEPARATE ANNUAL REPORT OF PKN ORLEN S.A. FOR THE YEAR 2015**

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- 2. OPINION AND REPORT OF THE INDEPENDENT AUDITOR**
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**Wojciech Jasiński**  
President & CEO

*Ladies and Gentlemen, Dear Shareholders,*

The value-growth measures we took last year resulted in an annual increase of the PKN ORLEN stock price of just under 39%, while the WIG 20 blue-chip index fell nearly 20% over the same period. The price of PKN ORLEN reached its all-time high in August, at PLN 85.25 per share.

In 2015, PKN ORLEN consistently delivered on its strategy, and its financial stability allowed us to continue paying dividends, which last year amounted to PLN 1.65 per share. The Company closed the year with a solid liquidity position and low debt, which was achieved by riding the wave of the favourable macroeconomic climate, resulting in record-high LIFO-based EBITDA of PLN 4.3bn, up PLN 1.4bn relative to 2014.

In 2015, the Company continued its development-oriented projects, aimed at making PKN ORLEN even more resilient to shocks in its business environment in a medium- and long-term perspective. The Company's 2015 performance clearly demonstrates that its strategic objectives and goals, meant to ensure PKN ORLEN's sustainable growth irrespective of the unfolding macroeconomic scenarios, are right on. However, in view of the major changes in our market environment, a review of the current strategy may be in order to adapt it to market trends and challenges.

The Downstream segment was the key driver behind the Company's value growth in 2015. Major CAPEX projects to extend the downstream value chain included construction of the Metathesis Unit, expected to increase the annual propylene output at Płock to 550,000 tonnes, which was continued over the past year. 2015 also saw completion of the Company's flagship project at the Płock Production Plant, namely construction of the Flue Gas Desulfurisation Unit, which is one of the milestones of the five-year programme implemented to meet the stringent environmental protection standards in effect as of January 1st 2016. The entire unit was designed based on the best global flue gas treatment technologies to ensure a meaningful reduction of NOx emissions, almost complete elimination of SOx emissions, and an 84% reduction of particle emissions.

At the end of 2015, we also commissioned the 463 MWe CCGT unit at Włocławek, an essential project not only for PKN ORLEN's generation segment, but also for the enhanced security of the National Power System. Commercial production of heat and electricity at Włocławek is to commence in mid-2016. The second CCGT project currently in progress, a 600 MWe unit at Płock, is pencilled in for completion in late 2017.

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**Polski Koncern Naftowy ORLEN Spółka Akcyjna**

a Polish company, with its registered office at Chemików 7, 09-411 Płock, Poland  
entered into the Register of Entrepreneurs kept by the District Court for the Capital City of Warsaw,  
XIV Commercial Division of the National Court Register under the number KRS 28860  
NIP: 774-00-01-454, share capital/paid up capital: 534.636.326,25 PLN

Office in Warsaw: Bielańska 12, 00-085 Warsaw, Poland, phone: (+48 22) 778 05 05, fax: (+48 24) 367 70 01  
[www.orken.pl](http://www.orken.pl)

The Retail segment continued its impressive growth, once again generating excellent financial and operating results. In line with our strategy for the retail business, we are focusing primarily on its sustainable growth. Accordingly, 2015 saw the opening of new service stations under both the CODO and DOFO models. The Company already holds a considerable share of the Polish market, which is why there is not much rationale behind continued expansion of our service station network, and why we have turned our attention to organic growth instead. To meet our customers' expectations, PKN ORLEN is adjusting its retail business model by developing its non-fuel offering and food service, with 1,404 Stop Cafe and Stop Cafe Bistro operating in Poland at year-end.

Optimisation of feedstock supplies, combined with intensive efforts to diversify supply sources, are important factors securing PKN ORLEN's operational stability. In 2015, crude oil was sourced for the first time from Saudi Arabia under spot contracts, and diversification of supply sources will be continued also in 2016. As regards the sourcing of URAL crude, the primary feedstock used in crude processing, at the end of December 2015 PKN ORLEN signed two new contracts for forward deliveries of the crude to Płock (with Rosneft and Tatneft), securing good pricing terms and more flexibility in terms of supply volumes and points of delivery. As a result, the Company has developed an optimum mix of supply sources under long-term and spot contracts, and is now able to respond flexibly to the changing market environment.

In 2015, PKN ORLEN consistently pursued a number of innovation and R&D projects, one of them involving development of a technology to produce next-generation biocomponents. At the Płock Production Plant, the Company opened a research station where carbon dioxide and process wastewater are used to grow algae. In addition, the Company leverages external expertise as well as new models of social communication and knowledge building. For example, it launched Poland's first global crowdsourcing project in search of innovative solutions. Intended to find the most creative technology concept for efficient recovery and utilisation of low-temperature heat from distillation columns, the project has yielded interesting results with significant implementation potential. The Company is also consistently enhancing its own R&D function, which focuses on development and extension on the petrochemical and chemical value chain.

In 2015, PKN ORLEN once again enjoyed public recognition, both in Poland and abroad. The Company was awarded the 'The World's Most Ethical Company' title by a panel of reputable experts in business ethics and good commercial practices representing the Ethisphere Institute. In 2016, the Company was ranked among the world's most ethical companies for the third consecutive time. PKN ORLEN's high standards of HR policy were recognised by the independent international Top Employers Institute both in 2015 and 2016. The Company also ranked first in terms of revenues among the largest companies in Central Europe in the 9th edition of the 'CE TOP 500' ranking. In the 11th edition of Euromoney's 'Best managed companies in CEE 2015' list, PKN ORLEN was recognised as the best managed company in Poland.

Independent analysts from leading financial institutions across the globe rewarded the Company for its ambitious development plans. The Company's annual report, issued for the first time as an integrated report combining financial statements with non-financial information, received as many as four awards in 'The Best Annual Report' competition organised by the Tax and Accountancy Institute. Moreover, the Company topped the 12th edition of the 'Most Valuable Polish Brands' ranking compiled by the Rzeczpospolita daily, with the ORLEN brand valued at more than PLN 4.5bn. In 2015, PKN ORLEN was once again included in the WSE's RESPECT Index of socially responsible companies.

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It also ranked second in the investor relations survey covering the WIG30 companies, organised by the Gazeta Giełdy Parkiet daily with the Polish Chamber of Brokerage Houses (Izba Domów Maklerskich).

I wish to thank all Members of the Supervisory Board, the Management Board and Employees, without whom PKN ORLEN would not have been able to deliver such excellent results. I would also like to thank our Shareholders for placing their trust in us, and to assure them that the coming years will see consistent growth of the PKN ORLEN value based on our solid business foundations.

**Wojciech Jasiński**



**President of the Management Board, CEO  
PKN ORLEN S.A.**

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*This document is a free translation of the Polish original. Terminology current in Anglo-Saxon countries has been used where practicable for the purposes of this translation in order to aid understanding. The binding Polish original should be referred to in matters of interpretation.*

## OPINION OF THE INDEPENDENT AUDITOR

*To the General Meeting of Polski Koncern Naftowy ORLEN Spółka Akcyjna*

### Opinion on the Separate Financial Statements

#### *Opinion*

We have audited the accompanying separate financial statements of Polski Koncern Naftowy ORLEN Spółka Akcyjna, with its registered office in Płock, ul. Chemików 7 ("the Company"), which comprise the separate statement of financial position as at 31 December 2015, the separate statement of profit or loss and other comprehensive income, the separate statement of changes in equity and the separate statement of cash flows for the year then ended and the supplementary information comprising a summary of significant accounting policies and other explanatory information and notes.

In our opinion, the accompanying separate financial statements of Polski Koncern Naftowy ORLEN Spółka Akcyjna have been prepared and present fairly, in all material respects, the unconsolidated financial position of the Company as at 31 December 2015 and its unconsolidated financial performance and its unconsolidated cash flows for the year then ended, in accordance with International Financial Reporting Standards as adopted by the European Union, are in compliance with the respective regulations and the provisions of the Company's articles of association that apply to the Company's separate financial statements and have been prepared from accounting records, that, in all material respects, have been properly maintained.

#### *Basis for Opinion*

We conducted our audit in accordance with section 7 of the Accounting Act dated 29 September 1994 (Official Journal from 2013, item 330 with amendments) ("the Accounting Act") and International Standards on Auditing as adopted by the National Council of Certified Auditors as the National Standards on Assurance („National Standards on Assurance"). We are independent of the Company in accordance with the Code of Ethics for Professional Accountants of the International Ethics Standards Board for Accountants' ("IFAC Code"), and we have fulfilled our other ethical responsibilities in accordance with the IFAC Code and the impartiality and independence requirements as described in Art. 56 points 3 and 4 of the Act on Certified Auditors and their Self-Governance, Audit Firms authorized to Audit Financial Statements and Public Oversight dated 7 May 2009 (Official Journal from 2015, item 1011 with amendments). We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### *Key Audit Matters*

On terms agreed with the Management Board of Polski Koncern Naftowy ORLEN Spółka Akcyjna, our audit work has been undertaken so that we might state to the Company's shareholders key audit matters that we are required to state to them in an auditor's opinion and, in respect of reporting, as if International Standard on Auditing 700 (Revised January 2015) applied.



Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the separate financial statements of the current period. These matters were addressed in the context of our audit of the separate financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on them.

### 1. Impairment of shares in related parties

*The carrying amount of shares in related parties as at 31 December 2015: PLN 7,568 million; impairment loss recognised in 2015: PLN 800 thousand; total impairment allowance as at 31 December 2015: PLN 9,471 million*

*We refer to the separate financial statements: Note 7. "Description of significant factors affecting the financial data for the year 2015", Note 8.2.3. „Shares in related parties”, Note 8.2.5. "Impairment of non-current assets", Note 8.6.3.7. "Description of significant accounting principles used - Impairment of non-current assets", Note 8.7.2. "Estimates – Impairment of non-current assets".*

#### Key audit matter

As discussed in Note 8.2.5. to the separate financial statements, one of the Company's subsidiaries, ORLEN Upstream Sp. z o.o., reassessed the performance of its hydrocarbon exploration operations in Poland, for these operations to be streamlined and focused on the most promising areas. Further, 2015 turned out to be another year of falling prices of crude oil on the international market with these depressed price levels expected to persist in the foreseeable future.

The Company concluded that the above factors represented an indication that its shares in ORLEN Upstream Sp. z o.o. may be impaired and performed impairment tests as required by appropriate IFRS.

Determining the recoverable amounts of the assets requires a number of significant judgments and estimates, especially in respect of the amount of future cash flows and the applied discount rate. The projected operating cash flows from upstream activities are influenced by assumptions concerning future oil prices. These projections are exposed to significant variability due to changing market conditions.

#### Our response

Our audit procedures included, among others:

- assessing internal controls designed for identification of impairment indicators;
- evaluating the appropriateness of the Company's judgments regarding identification of assets or cash generating units which may be impaired;
- evaluating the appropriateness of allocation of assets to cash generating units;
- critically assessing the Company's assumptions and estimates used to determine the recoverable amount of shares in ORLEN Upstream Sp. z o.o., and any impairment losses recognised, using our internal valuations specialists. This included:
  - assessing the reasonableness of key macroeconomic assumptions applied by the Company (including those relating to discount rates, crude oil and gas prices, and exchange rates) against market data and the results of studies of external experts obtained by the Company;
  - assessing competence and independence of the external experts;
  - testing the Company's discounted cash flows model, in terms of its compliance with the relevant financial reporting standards;
- evaluating the Company's analysis of the sensitivity of the impairment tests' results, in particular in respect of the assumptions with the greatest potential effect on the test results, i.e. those relating to discount rates and operating earnings before the deduction of depreciation, amortisation and impairment allowances (EBITDA margin);
- evaluating the adequacy of disclosures in respect of impairment.

## 2. Litigation and claims

*The carrying amount of provisions for administrative and court proceedings as at 31 December 2015: PLN 84 million*

*We refer to the separate financial statements: Note 8.2.11.4. "Other provisions", Note 8.5.4. "Contingent liabilities", Note 8.6.3.18. "Description of significant accounting principles - Other provisions", Note 8.6.3.24. "Contingent assets and liabilities", Note 8.8. "Information concerning significant proceedings in front of court, body appropriate for arbitration proceedings and in front of public administration proceedings".*

### Key audit matter

In the normal course of the Company's business, potential exposures may arise from administrative and court proceedings. Whether a liability or contingent liability is recognized or disclosed in the separate financial statements is inherently uncertain and is dependent on a number of significant assumptions and judgments. The amounts involved are potentially significant and determining the amount, if any, to be recognized or disclosed in the financial statements, is inherently subjective.

### Our response

Our audit procedures included, among others:

- reviewing legal expenses incurred during the audited year and sending letters to the attorneys providing legal services to the Company, inquiring about litigations and actual or potential claims and disputes;
- assessing the responses received to the above inquiries and discussing selected matters with the Company's attorneys, including the disputes with Agrofert Holding a.s., ENERGA-OPERATOR S.A. and OBR S.A. (discussed in Note 8.8.1. of the separate financial statements);
- reading minutes of the meetings of the management and supervisory board and also inspecting correspondence with regulators;
- critically assessing the Company's assumptions and estimates in respect of claims, including the liabilities recognized or contingent liabilities disclosed in the separate financial statements. Assessment of the probability of negative result of litigation and the reliability of estimates of related obligation;
- monitoring external sources to identify actual and potential non-compliance with laws and regulations, both those specific to the Company's business and those relating to the conduct of business generally;
- assessing whether the Company's disclosures detailing significant legal and regulatory proceedings adequately disclose the potential liabilities of the Company.

### *Management's and Supervisory Board's Responsibility*

Management of the Company is responsible for the accuracy of the accounting records and the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards, as adopted by the European Union and with other applicable regulations and preparation of the report on the Company's activities. Management of the Company is also responsible for such internal control as management determines is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.



In preparing the financial statements, management of the Company is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management of the Company either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

According to the Accounting Act, management of the Company and members of the Supervisory Board are required to ensure that the financial statements and the report on the Company's activities are in compliance with the requirements set forth in the Accounting Act.

Members of the Supervisory Board are responsible for overseeing the Company's financial reporting process.

#### *Auditor's Responsibility*

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are derived from properly maintained accounting records and are free from material misstatement, whether due to fraud or error, and to issue an auditor's opinion and report. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with National Standards on Assurance will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with National Standards on Assurance, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than the one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management and related disclosures.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.



We communicate with members of the Supervisory Board regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide members of the Supervisory Board with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

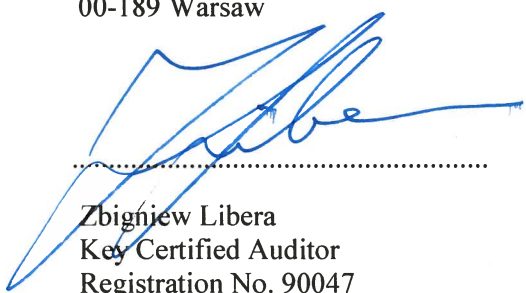
From the matters communicated with members of the Supervisory Board, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's opinion unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

### **Specific Comments on Other Legal and Regulatory Requirements**

#### *Report on the Company's Activities*

As required under the Accounting Act, we report that the accompanying Report on the Company's activities includes, in all material respects, the information required by Art. 49 of the Accounting Act and by the Decree of the Ministry of Finance dated 19 February 2009 on current and periodic information provided by issuers of securities and the conditions for recognition as equivalent information required by the law of a non-Member State (Official Journal from 2015, item 133) and the information is consistent with the separate financial statements.

On behalf of KPMG Audyt Sp. z o.o.  
Registration No. 458  
ul. Inflancka 4A  
00-189 Warsaw



Zbigniew Libera  
Key Certified Auditor  
Registration No. 90047  
Director

23 March 2016



TRANSLATION

**Polski Koncern Naftowy ORLEN  
Spółka Akcyjna**

**Supplementary report  
on the audit of the separate  
financial statements  
Financial Year ended  
31 December 2015**

The supplementary report contains 9 pages  
The supplementary report on the audit  
of the separate financial statements  
for the financial year ended  
31 December 2015

*This document is a free translation of the Polish original. Terminology current in Anglo-Saxon countries has been used where practicable for the purposes of this translation in order to aid understanding. The binding Polish original should be referred to in matters of interpretation*

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## **1. General**

### **1.1. General information about the Company**

#### **1.1.1. Company name**

Polski Koncern Naftowy ORLEN Spółka Akcyjna

#### **1.1.2. Registered office**

ul. Chemików 7  
09-411 Płock

#### **1.1.3. Registration in the register of entrepreneurs of the National Court Register**

Registration court: District Court for the Capital City of Warsaw in Warsaw,  
XIV Commercial Department of the National Court Register  
Date: 19 July 2001  
Registration number: KRS 0000028860  
Share capital as at  
the end of reporting period: PLN 534 636 326.25

#### **1.1.4. Management of the Company**

The Management Board is responsible for management of the Company.

As at 31 December 2015, the Management Board of the Company was comprised of the following members:

- Wojciech Jasiński – President of the Management Board, Chief Executive Officer,
- Sławomir Jędrzejczyk – Vice-President of the Management Board, Chief Financial Officer,
- Piotr Chełmiński – Member of the Management Board, Business Development /Power and Heat Generation Officer,
- Krystian Pater – Member of the Management Board, Production,
- Marek Podstawa – Member of the Management Board, Sales.

According to the resolution of the Supervisory Board dated 16 December 2015, Mr. Dariusz Krawiec was dismissed from the position of President of the Management Board and Mr. Wojciech Jasiński was appointed to the position of President of the Management Board.

According to the resolution of the Supervisory Board dated 8 February 2016, Mr. Marek Podstawa was dismissed from the position of Member of the Management Board, Sales and Mr. Zbigniew Leszczyński was appointed to this position.

According to the resolution of the Supervisory Board dated 8 February 2016, Mr. Mirosław Kochalski was appointed to the position of Vice-President of the Management Board, Corporate Affairs.

## **1.2. Key Certified Auditor and Audit Firm Information**

### **1.2.1. Key Certified Auditor information**

Name and surname: Zbigniew Libera  
Registration number: 90047

### **1.2.2. Audit Firm information**

Name: KPMG Audyt Sp. z o.o.  
Address of registered office: ul. Inflancka 4A, 00-189 Warsaw  
Registration number: KRS 0000104753  
Registration court: District Court for the Capital City of Warsaw in Warsaw,  
XII Commercial Department of the National Court Register  
Share capital: PLN 125,000  
NIP number: 526-10-24-841

KPMG Audyt Sp. z o.o. is entered into the register of audit firms, maintained by the National Council of Certified Auditors, under number 458.

## **1.3. Prior period financial statements**

The separate financial statements for the financial year ended 31 December 2014 were audited by KPMG Audyt Sp. z o.o. and received an unmodified opinion.

The separate financial statements were approved at the General Meeting on 28 April 2015 where it was resolved to cover the net loss for the prior financial year of PLN 4,671,826,145.06 million with the reserve capital.

The separate financial statements were submitted to the Registry Court on 5 May 2015.

## **1.4. Audit scope and responsibilities**

This report was prepared for the General Meeting of Polski Koncern Naftowy ORLEN Spółka Akcyjna with its registered office in Płock, ul. Chemików 7 and relates to the separate financial statements comprising: the separate statement of financial position as at 31 December 2015, the separate statement of profit or loss and other comprehensive income, the separate statement of changes in equity and the separate statement of cash flows for the year then ended and notes comprising a summary of significant accounting policies and other explanatory information and notes.

The audited Company prepares its separate financial statements in accordance with International Financial Reporting Standards as adopted by the European Union on the basis of the decision of Extraordinary General Meeting of Polski Koncern Naftowy ORLEN Spółka Akcyjna dated 30 December 2004.

The separate financial statements were audited in accordance with the contract dated 7 April 2015, concluded on the basis of the resolution of the Supervisory Board dated 25 November 2014 on the appointment of the auditor.

We conducted our audit in accordance with section 7 of the Accounting Act dated 29 September 1994 (Official Journal from 2013, item 330 with amendments) (“the Accounting Act”) and International Standards on Auditing as adopted by the National Council of Certified Auditors as the National Standards on Assurance.



We audited the separate financial statements at the Company during the period from 30 November 2015 to 11 December 2015 and from 18 January 2016 to 23 March 2016. The audit was preceded by quarterly reviews.

Management of the Company is responsible for the accuracy of the accounting records and the preparation and fair presentation of the financial statements in accordance with International Financial Reporting Standards as adopted by the European Union and with other applicable regulations and preparation of the report on the Company's activities.

Our responsibility is to express an opinion and to prepare a supplementary report on the audit of the separate financial statements and whether the financial statements are derived from properly maintained accounting records based on our audit.

Management of the Company submitted a statement dated as at the same date as this report as to the true and fair presentation of the accompanying separate financial statements, which confirmed that there were no undisclosed matters which could significantly influence the information presented in the separate financial statements.

All required statements, explanations and information were provided to us by Management of the Company and all our requests for additional documents and information necessary for expressing our opinion and preparing the report have been fulfilled.

The scope of the work planned and performed has not been limited in any way. The method and scope of our audit is detailed in working papers prepared by us and retained in the offices of the Audit Firm.

The Key Certified Auditor and the Audit Firm fulfill the independence requirements as described in Art. 56 points 3 and 4 of the Act on Certified Auditors and their Self-Governance, Audit Firms authorized to Audit Financial Statements and Public Oversight dated 7 May 2009 (Official Journal from 2015, item 1011 with amendments).

## 2. Financial analysis of the Company

### 2.1. Summary analysis of the separate financial statements

#### 2.1.1. Separate statement of financial positions

ASSETS	31.12.2015 PLN million	% of total assets	31.12.2014 PLN million	% of total assets
<b>Non-current assets</b>				
Property, plant and equipment	14,303	38.7	13,465	35.5
Intangible assets	962	2.6	334	0.9
Shares in related parties	7,568	20.4	6,733	17.7
Deferred tax assets	-	-	169	0.4
Other financial assets	179	0.5	970	2.6
Other assets	134	0.4	131	0.3
<b>Total non-current assets</b>	<b>23,146</b>	<b>62.6</b>	<b>21,802</b>	<b>57.4</b>
<b>Current assets</b>				
Inventories	7,715	20.9	6,497	17.1
Trade and other receivables	4,291	11.6	4,960	13.0
Other financial assets	788	2.1	1,206	3.2
Cash	964	2.6	3,475	9.2
Non-current assets classified as held for sale	77	0.2	38	0.1
<b>Total current assets</b>	<b>13,835</b>	<b>37.4</b>	<b>16,176</b>	<b>42.6</b>
<b>TOTAL ASSETS</b>	<b>36,981</b>	<b>100.0</b>	<b>37,978</b>	<b>100.0</b>
<b>EQUITY AND LIABILITIES</b>				
	31.12.2015 PLN million	% of total assets	31.12.2014 PLN million	% of total assets
<b>Equity</b>				
Share capital	1,058	2.9	1,058	2.8
Share premium	1,227	3.3	1,227	3.2
Hedging reserve	(143)	(0.4)	(1,370)	(3.6)
Retained earnings	15,704	42.5	15,387	40.5
<b>Total equity</b>	<b>17,846</b>	<b>48.3</b>	<b>16,302</b>	<b>42.9</b>
<b>Liabilities</b>				
<b>Non-current liabilities</b>				
Loans, borrowings and bonds	8,125	22.0	9,212	24.3
Provisions	317	0.9	355	0.9
Deferred tax liabilities	380	1.0	-	-
Other financial liabilities	637	1.7	1,812	4.8
<b>Total non-current liabilities</b>	<b>9,459</b>	<b>25.6</b>	<b>11,379</b>	<b>30.0</b>
<b>Current liabilities</b>				
Trade and other liabilities	6,651	18.0	7,572	19.9
Loans, borrowings and bonds	1,117	3.0	930	2.4
Provisions	383	1.0	342	0.9
Deferred income	116	0.3	97	0.3
Other financial liabilities	1,409	3.8	1,356	3.6
<b>Total current liabilities</b>	<b>9,676</b>	<b>26.1</b>	<b>10,297</b>	<b>27.1</b>
<b>Total liabilities</b>	<b>19,135</b>	<b>51.7</b>	<b>21,676</b>	<b>57.1</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>36,981</b>	<b>100.0</b>	<b>37,978</b>	<b>100.0</b>

## 2.1.2. Separate statement of profit or loss and other comprehensive income

	1.01.2015-		1.01.2014 -	
	31.12.2015 PLN million	% of total sales revenues	31.12.2014 PLN million	% of total sales revenues
Sales revenues	60,466	100.0	76,972	100.0
Cost of sales	(55,565)	(91.9)	(74,283)	(96.5)
<b>Gross profit on sales</b>	<b>4,901</b>	<b>8.1</b>	<b>2,689</b>	<b>3.5</b>
Distribution expenses	(2,306)	(3.8)	(2,177)	(2.8)
Administrative expenses	(867)	(1.4)	(823)	(1.1)
Other operating income	196	0.3	311	0.4
Other operating expenses	(155)	(0.3)	(380)	(0.5)
<b>Profit/(Loss) from operations</b>	<b>1,769</b>	<b>2.9</b>	<b>(380)</b>	<b>(0.5)</b>
Finance income	872	1.4	1,477	1.9
Finance costs	(1,333)	(2.2)	(5,977)	(7.8)
<b>Net finance income and costs</b>	<b>(461)</b>	<b>(0.8)</b>	<b>(4,500)</b>	<b>(5.9)</b>
<b>Profit/(Loss) before tax</b>	<b>1,308</b>	<b>2.1</b>	<b>(4,880)</b>	<b>(6.3)</b>
Tax expense	(260)	(0.4)	208	0.2
<b>Net profit/(loss)</b>	<b>1,048</b>	<b>1.7</b>	<b>(4,672)</b>	<b>(6.1)</b>
<b>Other comprehensive income:</b>				
which will not be reclassified into profit or loss	4	-	(7)	-
which were or will be reclassified into profit or loss	1,227	2.0	(1,538)	(2.0)
<i>hedging instruments</i>	1,515	2.5	(1,899)	(2.5)
<i>deferred tax</i>	(288)	(0.5)	361	0.5
	1,231	2.0	(1,545)	(2.0)
<b>Total net comprehensive income</b>	<b>2,279</b>	<b>3.7</b>	<b>(6,217)</b>	<b>(8.1)</b>
<b>Net profit/(loss) and diluted net profit/(loss) per share (in PLN per share)</b>	2.45		(10.92)	

## 2.2. Selected financial ratios

	2015	2014	2013
<b>1. Return on sales</b>			
<u>profit for the period x 100%</u> revenue	1.7%	negative value	0.7%
<b>2. Return on equity</b>			
<u>profit for the period x 100%</u> equity - profit for the period	6.2%	negative value	2.7%
<b>3. Debtors' days</b>			
<u>average trade receivables x 365 days</u> revenue	25 days	24 days	25 days
<b>4. Debt ratio</b>			
<u>liabilities x 100%</u> equity and liabilities	51.7%	57.1%	45.0%
<b>5. Current ratio</b>			
<u>current assets</u> current liabilities	1.4	1.6	1.6

- Revenue includes revenue from sales of finished products, merchandise and raw materials.
- Average trade receivables represent the average of trade receivables at the beginning and at the end of the period, with no deduction made for allowances.

### **3. Detailed report**

#### **3.1. Accounting system**

The Company maintains current documentation describing the applied accounting principles adopted by the Management Board to the extent required by Art. 10 of the Accounting Act.

During the audit of the separate financial statements we tested, on a sample basis, the operation of the accounting system.

On the basis of the work performed, we have not identified any material irregularities in the accounting system, which have not been corrected and that could have a material effect on the separate financial statements. Our audit was not conducted for the purpose of expressing a comprehensive opinion on the operation of the accounting system.

The Company performed a physical verification of its assets in accordance with the requirements and time frame specified in Art. 26 of the Accounting Act, and reconciled and recorded the result thereof in the accounting records.

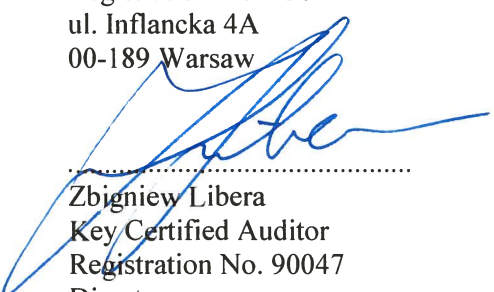
#### **3.2. Notes to the separate financial statements**

All information included in the notes to the separate financial statements, comprising of a summary of significant accounting policies and other explanatory notes, is, in all material respects, presented accurately and completely. This information should be read in conjunction with the separate financial statements.

#### **3.3. Report on the Company's activities**

The report on the Company's activities includes, in all material respects, information required by Art. 49 of the Accounting Act and by the Decree of the Ministry of Finance dated 19 February 2009 on current and periodic information provided by issuers of securities and the conditions for recognition as equivalent information required by the law of a non-Member State (Official Journal from 2014, item 133) and the information is consistent with the separate financial statements.

On behalf of KPMG Audyt Sp. z o.o.  
Registration No. 458  
ul. Inflancka 4A  
00-189 Warsaw



.....  
Zbigniew Libera  
Key Certified Auditor  
Registration No. 90047  
Director

23 March 2016  
Warsaw

## SELECTED FINANCIAL DATA OF PKN ORLEN

	PLN million		EUR million	
	2015	2014	2015	2014
Sales revenues	60 466	76 972	14 449	18 393
Profit from operations increased by depreciation and amortisation (EBITDA)	2 869	648	686	155
Profit/(Loss) from operations (EBIT)	1 769	(380)	423	(91)
Profit/(Loss) before tax*	1 308	(4 880)	313	(1 166)
Net profit/(loss)*	1 048	(4 672)	250	(1 116)
Total net comprehensive income	2 279	(6 217)	545	(1 486)
Net cash provided by operating activities	948	2 217	227	530
Net cash (used) in investing activities	(1 669)	(2 401)	(399)	(574)
Net cash provided by/(used in) financing activities	(1 796)	1 592	(429)	380
Net increase/(decrease) in cash	(2 517)	1 408	(601)	336
Net profit/(loss) and diluted net profit/(loss) per share (in PLN/EUR per share)	2.45	(10.92)	0.59	(2.61)

	31/12/2015	31/12/2014	31/12/2015	31/12/2014
Non-current assets	23 146	21 802	5 431	5 116
Current assets	13 835	16 176	3 247	3 796
Total assets	36 981	37 978	8 678	8 912
Share capital	1 058	1 058	248	248
Total equity	17 846	16 302	4 188	3 826
Non-current liabilities	9 459	11 379	2 220	2 670
Current liabilities	9 676	10 297	2 270	2 416
Number of shares	427 709 061	427 709 061	427 709 061	427 709 061
Carrying amount and diluted carrying amount per share (in PLN/EUR per share)	41.72	38.11	9.79	8.94

The above data for 2015 and 2014 was translated into EUR using the following exchange rates:

- items in the statement of profit or loss and other comprehensive income and the statement of cash flows - by the arithmetic average of average exchange rates published by the National Bank of Poland as of the last day of the month during the reporting period: from 1 January to 31 December 2015 – 4.1848 EUR/PLN;
- items of assets, equity and liabilities – by the average exchange rate published by the National Bank of Poland as at 31 December 2015 – 4.2615 EUR/PLN.

\* Impairment allowances of net non-current assets are: 2015: PLN (797) million mainly: PLN (782) million ORLEN Upstream and PLN (18) million Baltic Power; 2014: PLN (4,967) million mainly: PLN (4,750) million AB ORLEN Lietuva and PLN (217) million ORLEN Upstream.





Polski Koncern Naftowy ORLEN  
Spółka Akcyjna



# POLSKI KONCERN NAFTOWY ORLEN SPÓŁKA AKCYJNA



## SEPARATE FINANCIAL STATEMENTS



FOR THE YEAR ENDED 31 DECEMBER 2015  
PREPARED IN ACCORDANCE WITH INTERNATIONAL  
FINANCIAL REPORTING STANDARDS  
AS ADOPTED BY EUROPEAN UNION



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**1. INTRODUCTION**

- 1.1. Principal activity of PKN ORLEN**
- 1.2. Principles of preparation of financial statements**

**1.1. PRINCIPAL ACTIVITY OF PKN ORLEN**

Polski Koncern Naftowy ORLEN Spółka Akcyjna seated in Płock, 7 Chemików Street ("Company", "PKN ORLEN", "Issuer", "Parent Company") was funded by incorporation of Petrochemia Płock S.A. with Centrala Produktów Naftowych S.A., on 7 September 1999.

The core business of the Company is crude oil processing, production of fuel, petrochemical and chemical goods, as well as, retail and wholesale of fuel products. PKN ORLEN generates, distributes and trades of electricity and heat.

PKN ORLEN shares are quoted on the main market of the Warsaw Stock Exchange (WSE) in the continuous trading system. The first quotation of the shares were held on 26 November 1999.

**1.2. PRINCIPLES OF PREPARATION OF FINANCIAL STATEMENTS**

The separate financial statements have been prepared in accordance with accounting principles contained in the International Financial Reporting Standards (IFRS), comprising International Accounting Standards (IAS) as well as Interpretations of Standing Interpretation Committee (SIC) and the International Financial Reporting Standards Interpretations Committee (IFRIC), which were adopted by the European Union (EU) and entered in force till the end 2015. The financial statements have been prepared on a historical cost basis with the exception of derivatives, financial assets available for sale which are measured at fair value. The foregoing financial statements have been prepared using the accrual basis of accounting except from the separate financial statement of cash flows.

The scope of separate financial statement is compliant with Minister of Finance Regulation of 19 February 2009 on current and periodic information provided by issuers of securities and conditions for recognition as equivalent information required by the law of a non-Member state (uniform text Official Journal 2014, item 133) and covers the annual period from 1 January to 31 December 2015 and the comparative period from 1<sup>st</sup> January to 31 December 2014.

Presented separate financial statements present a true and fair view of the Company's financial position as at 31 December 2015, results of its operations and cash flows for the year ended 31 December 2015.

The separate financial statements have been prepared assuming that the Company will continue to operate as a going concern in the foreseeable future. As at the date of approval of these separate financial statements, there is no evidence indicating that the Company will not be able to continue its operations as a going concern. Duration of the Company is unlimited.

The foregoing separate financial statements have been prepared with earlier taking into consideration changes in IAS1 standard - Presentation of Financial Statements: Disclosure initiative. Key elements of the modification of the scope and format of disclosures related to:

- issues of significance - immaterial disclosures have not been presented even if they were part of the requirement of the standard;
- aggregation / disaggregation of selected items in order to increase transparency and usefulness;
- accounting principles – presented those principles, which have a significant impact on the presentation of results of operations and the situation of the Company.

Other changes to IFRS applied by the Company in accordance with their effective date from 1 January 2015 to 31 December 2015, had no material impact on these separate financial statements.

**2. SEPARATE STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME**

	NOTE	2015	2014
Sales revenues	6.1,8.1.1,8.1.2	60 466	76 972
<i>revenues from sales of finished goods and services</i>		35 170	42 205
<i>revenues from sales of merchandise and raw materials</i>		25 296	34 767
Cost of sales	8.1.3	(55 565)	(74 283)
<i>cost of finished goods and services sold</i>		(30 883)	(40 031)
<i>cost of merchandise and raw materials sold</i>		(24 682)	(34 252)
<b>Gross profit on sales</b>		<b>4 901</b>	<b>2 689</b>
Distribution expenses		(2 306)	(2 177)
Administrative expenses		(867)	(823)
Other operating income	8.1.4	196	311
Other operating expenses	8.1.5	(155)	(380)
<b>Profit/(Loss) from operations</b>		<b>1 769</b>	<b>(380)</b>
Finance income	8.1.6	872	1 477
Finance costs, incl.:	8.1.7	(1 333)	(5 977)
<i>recognition of impairment allowances of shares in related parties</i>	8.2.5	(800)	(4 967)
<b>Net finance income and costs</b>		<b>(461)</b>	<b>(4 500)</b>
<b>Profit/(Loss) before tax</b>		<b>1 308</b>	<b>(4 880)</b>
Tax expense		(260)	208
<i>current tax</i>		-	(2)
<i>deferred tax</i>	8.1.8.2	(260)	210
<b>Net profit/(loss)</b>		<b>1 048</b>	<b>(4 672)</b>
<b>Other comprehensive income:</b>			
<b>which will not be reclassified into profit or loss</b>		<b>4</b>	<b>(7)</b>
<b>which were or will be reclassified into profit or loss</b>		<b>1 227</b>	<b>(1 538)</b>
<i>hedging instruments</i>	8.2.9.3	1 515	(1 899)
<i>deferred tax</i>	8.1.8.2	(288)	361
<b>Total net comprehensive income</b>		<b>2 279</b>	<b>(6 217)</b>
Net profit/(loss) and diluted net profit/(loss) per share (in PLN per share)		2.45	(10.92)

**3. SEPARATE STATEMENT OF FINANCIAL POSITION**

	NOTE	31/12/2015	31/12/2014
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	8.2.1	14 303	13 465
Intangible assets	8.2.2	962	334
Shares in related parties	8.2.3	7 568	6 733
Deferred tax assets	8.1.8.2	-	169
Other financial assets	8.2.4	179	970
Other assets	8.2.6	134	131
		<b>23 146</b>	<b>21 802</b>
<b>Current assets</b>			
Inventories	8.2.7	7 715	6 497
Trade and other receivables	8.2.8	4 291	4 960
Other financial assets	8.2.4	788	1 206
Cash		964	3 475
Non-current assets classified as held for sale		77	38
		<b>13 835</b>	<b>16 176</b>
<b>Total assets</b>		<b>36 981</b>	<b>37 978</b>
<b>EQUITY AND LIABILITIES</b>			
<b>EQUITY</b>			
Share capital	8.2.9.1	1 058	1 058
Share premium	8.2.9.2	1 227	1 227
Hedging reserve	8.2.9.3	(143)	(1 370)
Retained earnings	8.2.9.4	15 704	15 387
<b>Total equity</b>		<b>17 846</b>	<b>16 302</b>
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Loans, borrowings and bonds	8.2.10	8 125	9 212
Provisions	8.2.11	317	355
Deferred tax liabilities	8.1.8.2	380	-
Other financial liabilities	8.2.12	637	1 812
		<b>9 459</b>	<b>11 379</b>
<b>Current liabilities</b>			
Trade and other liabilities	8.2.13	6 651	7 572
Loans, borrowings and bonds	8.2.10	1 117	930
Provisions	8.2.11	383	342
Deferred income		116	97
Other financial liabilities	8.2.12	1 409	1 356
		<b>9 676</b>	<b>10 297</b>
<b>Total liabilities</b>		<b>19 135</b>	<b>21 676</b>
<b>Total equity and liabilities</b>		<b>36 981</b>	<b>37 978</b>

**4. SEPARATE STATEMENT OF CHANGES IN EQUITY**

	Share capital and share premium	Hedging reserve	Retained earnings	Total equity
NOTE	8.2.9.1, 8.2.9.2	8.2.9.3	8.2.9.4	
01/01/2015	2 285	(1 370)	15 387	16 302
Net profit	-	-	1 048	1 048
Items of other comprehensive income	-	1 227	4	1 231
<b>Total net comprehensive income</b>	-	<b>1 227</b>	<b>1 052</b>	<b>2 279</b>
Equity resulting from merger under common control	-	-	(29)	(29)
Dividends	-	-	(706)	(706)
<b>31/12/2015</b>	<b>2 285</b>	<b>(143)</b>	<b>15 704</b>	<b>17 846</b>
01/01/2014	2 285	168	20 682	23 135
Net (loss)	-	-	(4 672)	(4 672)
Items of other comprehensive income	-	(1 538)	(7)	(1 545)
<b>Total net comprehensive income</b>	-	<b>(1 538)</b>	<b>(4 679)</b>	<b>(6 217)</b>
Dividends	-	-	(616)	(616)
<b>31/12/2014</b>	<b>2 285</b>	<b>(1 370)</b>	<b>15 387</b>	<b>16 302</b>



**5. SEPARATE STATEMENT OF CASH FLOWS**

	NOTE	2015	2014
<b>Cash flows from operating activities</b>			
<b>Net profit/(loss)</b>		<b>1 048</b>	<b>(4 672)</b>
Adjustments for:			
Depreciation and amortisation	8.1.3	1 100	1 028
Foreign exchange loss	8.3	95	97
Interest, net	8.3	201	213
Dividends		(727)	(1 092)
Loss on investing activities, incl.:		808	4 928
<i>recognition of impairment allowances of shares in related parties</i>		800	4 967
Tax expense on profit/(loss) before tax		260	(208)
Change in provisions	8.3	149	180
Change in working capital	8.3	(1 892)	1 823
<i>inventories</i>		(1 149)	2 840
<i>receivables</i>		684	1 244
<i>liabilities</i>		(1 427)	(2 261)
Other adjustments		(95)	(103)
Income tax received	8.3	1	23
<b>Net cash provided by operating activities</b>		<b>948</b>	<b>2 217</b>
<b>Cash flows from investing activities</b>			
Acquisition of property, plant and equipment, intangible assets and perpetual usufruct of land		(1 847)	(2 426)
Acquisition of shares		(1 684)	(1 297)
Acquisition of bonds		-	(100)
Outflows from additional repayable payments to subsidiaries' equity		(19)	(806)
Outflows from non-current loans granted		-	(353)
Outflows on acquisition of project		(172)	-
Disposal of property, plant and equipment, intangible assets and perpetual usufruct of land		131	324
Interest received	8.3	16	45
Dividends received		729	1 094
Proceeds from non-current loans granted		607	695
Proceeds from current loans granted		312	259
Proceeds from cash pool facility		162	64
Other		96	100
<b>Net cash (used) in investing activities</b>		<b>(1 669)</b>	<b>(2 401)</b>
<b>Cash flows from financing activities</b>			
Proceeds from loans and borrowings received		2 138	9 991
Bonds issued		1 318	931
Repayments of loans and borrowings		(3 179)	(7 042)
Redemption of bonds		(1 243)	(1 419)
Interest paid	8.3	(261)	(249)
Dividends paid	8.2.9.6	(706)	(616)
Proceeds from cash pool facility		155	15
Other		(18)	(19)
<b>Net cash provided by/(used in) financing activities</b>		<b>(1 796)</b>	<b>1 592</b>
<b>Net increase/(decrease) in cash</b>		<b>(2 517)</b>	<b>1 408</b>
Effect of exchange rate changes		6	(5)
Cash, beginning of the period		3 475	2 072
<b>Cash, end of the period</b>		<b>964</b>	<b>3 475</b>
<i>including restricted cash</i>		-	2

## 6. SEGMENTS' DATA

### 6.1. Revenues, costs, financial results, investment expenditures 6.2. Assets divided into operating segments

Operating activity of the Company is conducted in:

- the Downstream segment, which includes the areas of integrated production and sale of refinery and petrochemical and activities in the field of energy
  - the Retail segment, which includes the sales in petrol stations
  - the Upstream segment, which includes the activity related to exploration and extraction of mineral resources,
- and Corporate Functions, which include activities related to management and administration and other support functions and remaining activities not allocated to separate operating segments i.e. reconciling items.

Assessments of the segments' financial results and decisions on allocation of resources are performed mainly on the basis of segment profit/loss from operations, increased by depreciation and amortization – EBITDA. EBITDA is one of a measure of the efficiency of the activity, which is not defined in IFRS. The PKN ORLEN defines EBITDA as net profit/(loss) for the reporting period before taking into account the impact of the income tax, effects of financing activities and depreciation costs.

Revenues from transactions with external customers and transactions with other segments are carried out on an arm's length basis.

### 6.1. REVENUES, COSTS, FINANCIAL RESULTS, INVESTMENT EXPENDITURES

#### 2015

	NOTE	Downstream Segment	Retail Segment	Upstream Segment	Corporate Functions	Adjustments	Total
Sales revenues from external customers	8.1.1, 8.1.2	44 986	15 420	-	60	-	60 466
Sales revenues from transactions with other segments		10 773	-	-	80	(10 853)	-
<b>Sales revenues</b>		<b>55 759</b>	<b>15 420</b>	<b>-</b>	<b>140</b>	<b>(10 853)</b>	<b>60 466</b>
Operating expenses		(54 330)	(14 476)	(37)	(748)	10 853	(58 738)
Other operating income	8.1.4	86	33	-	77	-	196
Other operating expenses	8.1.5	(35)	(57)	-	(63)	-	(155)
<b>Profit/(Loss) from operations</b>		<b>1 480</b>	<b>920</b>	<b>(37)</b>	<b>(594)</b>	<b>-</b>	<b>1 769</b>
Net finance income and costs	8.1.6, 8.1.7						(461)
<b>Profit before tax</b>							<b>1 308</b>
Tax expense							(260)
<b>Net profit</b>							<b>1 048</b>

ADDITIONAL INFORMATION	NOTE	Downstream Segment	Retail Segment	Upstream Segment	Corporate Functions	Adjustments	Total
<b>Depreciation and amortisation</b>	8.1.3	<b>800</b>	<b>231</b>	<b>-</b>	<b>69</b>	<b>-</b>	<b>1 100</b>
<b>EBITDA</b>		<b>2 280</b>	<b>1 151</b>	<b>(37)</b>	<b>(525)</b>	<b>-</b>	<b>2 869</b>
<b>CAPEX*</b>		<b>1 462</b>	<b>282</b>	<b>-</b>	<b>125</b>	<b>-</b>	<b>1 869</b>

#### 2014

	NOTE	Downstream Segment	Retail Segment	Upstream Segment	Corporate Functions	Adjustments	Total
Sales revenues from external customers	8.1.1, 8.1.2	58 729	18 166	-	77	-	76 972
Sales revenues from transactions with other segments		13 378	-	-	76	(13 454)	-
<b>Sales revenues</b>		<b>72 107</b>	<b>18 166</b>	<b>-</b>	<b>153</b>	<b>(13 454)</b>	<b>76 972</b>
Operating expenses		(72 654)	(17 282)	(42)	(759)	13 454	(77 283)
Other operating income	8.1.4	122	159	-	30	-	311
Other operating expenses	8.1.5	(153)	(174)	-	(53)	-	(380)
<b>Profit/(Loss) from operations</b>		<b>(578)</b>	<b>869</b>	<b>(42)</b>	<b>(629)</b>	<b>-</b>	<b>(380)</b>
Net finance income and costs	8.1.6, 8.1.7						(4 500)
<b>(Loss) before tax</b>							<b>(4 880)</b>
Tax expense							208
<b>Net (loss)</b>							<b>(4 672)</b>

ADDITIONAL INFORMATION	NOTE	Downstream Segment	Retail Segment	Upstream Segment	Corporate Functions	Adjustments	Total
<b>Depreciation and amortisation</b>	8.1.3	<b>733</b>	<b>218</b>	<b>-</b>	<b>77</b>	<b>-</b>	<b>1 028</b>
<b>EBITDA</b>		<b>155</b>	<b>1 087</b>	<b>(42)</b>	<b>(552)</b>	<b>-</b>	<b>648</b>
<b>CAPEX*</b>		<b>1 928</b>	<b>214</b>	<b>-</b>	<b>216</b>	<b>-</b>	<b>2 358</b>

\* CAPEX – increases of non-current assets together with borrowing costs

**6.2. ASSETS DIVIDED INTO OPERATING SEGMENTS**

	31/12/2015	31/12/2014
Downstream Segment	23 292	21 310
Retail Segment	3 469	3 433
<b>Segment assets</b>	<b>26 761</b>	<b>24 743</b>
Corporate Functions	10 220	13 235
	<b>36 981</b>	<b>37 978</b>

Operating segments include all assets except for financial assets, tax assets and cash. Assets used jointly by the operating segments are allocated based on revenues generated by individual operating segments.

As at 31 December 2015 and as at 31 December 2014 property, plant and equipment ([note 8.2.1.](#)), intangible assets ([note 8.2.2.](#)) and perpetual usufruct of plants ([note 8.2.6.](#)) were located in Poland.

## 7. DESCRIPTION OF SIGNIFICANT FACTORS AFFECTING THE FINANCIAL DATA FOR THE YEAR 2015

### OPERATING AND FINANCIAL RESULTS

- In 2015 the total sales volumes of PKN ORLEN increased by 4.8% in comparison with the previous year mainly as a result of higher by 5.2% downstream segment volume. In terms of value, sales revenues were lower by PLN (16,506) million due to the decrease in oil prices and therefore lower trading the majority of products manufactured by PKN ORLEN
- Crude oil processing in 2015 increased by 9.8% in comparison with the previous year and reached a record level of 15.7 million tonnes. Higher crude oil processing was mainly the result of the lower volume of repair work and usage the potential of the installation to improve the yields of key installations.
- Profit EBITDA in 2015 amounted to PLN 2,869 million and was by PLN 2,221 million higher than in the previous year. The increase resulted mainly from the positive changes of macroeconomic factors reflected in particular by the increase of model downstream margin (MDM\*) by USD/bbl 2.4 and from the depreciation of average PLN exchange rate versus the USD and an increase in sales volumes.
- Operating profit of PKN ORLEN amounted to PLN 1,769 million after consideration of depreciation costs of PLN (1,100) million in 2015.
- The negative balance on financial activities in 2015 amounted to PLN (461) million and consisted mainly non-cash effect of impairment allowance of shares in the ORLEN Upstream amounted to PLN (782) million (impairment is mainly due to the recognition by ORLEN Upstream impairment loss on the value of some assets and production in Canada and Poland; this impairment is eliminated in consolidation procedures), foreign exchange losses on revaluation of loans and other items in foreign currencies amounted PLN (269) million and income from dividend amounted PLN 727 million, mainly from the companies Basell Orlen Polyolefins, Anwil and ORLEN Asfalt
- Net profit of PKN ORLEN for 2015 amounted to PLN 1,048 million, after consideration of tax burden of PLN (260) million.

### CASH FLOWS AND INDEBTEDNESS

- Net cash flows provided by operating activities in 2015 amounted to PLN 948 million and included mainly EBITDA profit amounted to PLN 2,869 million and increasing net working capital amounted to PLN (1,892) million.
- Net cash used in investing activities in 2015 amounted to PLN (1,669) million and included mainly net expenses for the acquisition of property, plant and equipment, intangible assets and perpetual usufruct of land of PLN (1,716) million, expenses related to acquisition of shares of PLN (1,684) million connected mainly with the increasing of capital in ORLEN Upstream in connection with mining companies acquisition, dividends received of PLN 729 million and proceeds from repayment of loans of PLN 919 million.
- Net cash used in financial activities in 2015 amounted to PLN (1,796) million and included mainly net expenses for the repayment of loans and borrowings in the amount of PLN (1,041) million, net bond emission amounted to PLN 75 million, the proceeds from cash pool in the amount of PLN 155 million, dividends paid to shareholders amounted to PLN (706) million (additional information, is presented in the [note 8.2.9.6.](#)) and interest paid amounted to PLN (261) million.
- Net indebtedness as at 31 December 2015 amounted to PLN 8,278 million and it was higher by PLN 1,611 million in comparison with the end of 2014. The increase is resulted mainly from cash by PLN 2,511 million and net indebtedness repayment, and effect of exchange rate changes revaluation, valuation of indebtedness in total amount of PLN (900) million.

Change in net indebtedness in 2015 includes expenditure for the purchase of 2 tranches of crude oil obligatory inventories in total amount of PLN (3,644) million. Detailed information is presented in the [note 8.2.7.](#)

Detailed information on operating and finance results is presented in chapter 2 and 3 of the Management Board Report on the operations of PKN ORLEN.

\* The integration of high-class production assets and the extended value chain through the full integration of the refining, petrochemical and power activities of PKN ORLEN were the basis for determining the index - Model Margin Downstream (MMD), which reflects the base structure of the input basket and refinery and petrochemical products. The indicator's changes allow to estimate an impact of typical macroeconomic factors on operating results of downstream segment.

## 8. EXPLANATORY NOTES TO THE SEPARATE FINANCIAL STATEMENTS

- 8.1. Explanatory notes to the statement of profit or loss and other comprehensive income
- 8.2. Explanatory notes to the statement of financial position
- 8.3. Explanatory notes to the statement of cash flows
- 8.4. Explanatory notes to the financial instruments and financial risks
- 8.5. Other explanatory notes
- 8.6. Accounting principles
- 8.7. Significant values based on judgments and estimates
- 8.8. Information on significant court, arbitration and administrative proceedings

### 8.1. EXPLANATORY NOTES TO THE STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

#### 8.1.1. Revenues from sale by assortments

	2015	2014	% share	
			2015	2014
<b>Downstream Segment</b>				
Crude oil	21 084	29 558	34.9%	38.4%
Medium distillates	10 957	12 891	18.1%	16.7%
Light distillates	3 457	4 352	5.7%	5.7%
Monomers	3 203	3 292	5.3%	4.3%
Heavy fractions	2 426	2 637	4.1%	3.4%
PTA	1 532	1 767	2.5%	2.3%
Aromas	552	754	0.9%	1.0%
Other	1 775	3 478	2.9%	4.5%
	<b>44 986</b>	<b>58 729</b>	<b>74.4%</b>	<b>76.3%</b>
<b>Retail Segment</b>				
Medium distillates	8 503	10 292	14.1%	13.4%
Light distillates	4 795	5 732	7.9%	7.4%
Other	2 122	2 142	3.5%	2.8%
	<b>15 420</b>	<b>18 166</b>	<b>25.5%</b>	<b>23.6%</b>
Corporate Functions	60	77	0.1%	0.1%
	<b>60 466</b>	<b>76 972</b>	<b>100.0%</b>	<b>100.0%</b>

In 2015 and 2014 the Company generated sales revenues in the downstream segment from three customers of total amount of PLN 31,901 million and PLN 39,830 million respectively, which individually exceeded 10% of total revenues from sale. These customers were entities related to PKN ORLEN.

#### 8.1.2. Revenues from sale in geographical information - disclosed by customer's premises countries

	2015	2014
Poland	34 258	43 493
Lithuania, Latvia, Estonia	11 989	16 136
Czech Republic	9 750	11 853
Germany	998	1 039
Other countries	3 471	4 451
	<b>60 466</b>	<b>76 972</b>

The line „Other countries” comprises mainly sales to customers from Switzerland, Ukraine, the Netherlands and Denmark.

### 8.1.3. Cost by nature

	2015	2014
Materials and energy	(28 226)	(37 218)
Cost of merchandise and raw materials sold	(24 682)	(34 252)
External services	(2 439)	(2 366)
Employee benefits	(706)	(681)
<i>payroll expenses</i>	(581)	(549)
<i>social security expenses</i>	(94)	(88)
<i>other</i>	(31)	(44)
Depreciation and amortisation	(1 100)	(1 028)
Taxes and charges	(929)	(429)
Other	(417)	(611)
	<b>(58 499)</b>	<b>(76 585)</b>
Change in inventories	(482)	(1 104)
Cost of products and services for own use	88	26
<b>Operating expenses</b>	<b>(58 893)</b>	<b>(77 663)</b>
Distribution expenses	2 306	2 177
Administrative expenses	867	823
Other operating expenses	155	380
<b>Cost of sales</b>	<b>(55 565)</b>	<b>(74 283)</b>

### 8.1.4. Other operating income

	2015	2014
Profit on sale of non-current non-financial assets	44	29
Reversal of provisions	11	31
Reversal of receivables impairment allowances	11	24
Reversal of impairment allowances of property, plant and equipment and intangible assets	18	117
Penalties and compensation	14	29
Other	98	81
	<b>196</b>	<b>311</b>

### 8.1.5. Other operating expenses

	2015	2014
Loss on sale of non-current non-financial assets	(33)	(49)
Recognition of provisions	(21)	(113)
Recognition of receivables impairment allowances	(16)	(49)
Recognition of impairment allowances of property, plant and equipment and intangible assets	(25)	(95)
Penalties, damages and compensation	(11)	(11)
Other	(49)	(63)
	<b>(155)</b>	<b>(380)</b>

### 8.1.6. Finance income

	2015	2014
Interest	77	94
Dividends	727	1 092
Other	68	291
	<b>872</b>	<b>1 477</b>

### 8.1.7. Finance costs

	NOTE	2015	2014
Interest		(213)	(262)
Foreign exchange loss surplus		(269)	(513)
Recognition of impairment allowances of shares in related parties	8.2.5	(800)	(4 967)
Other		(51)	(235)
		<b>(1 333)</b>	<b>(5 977)</b>

**8.1.8. Tax expense**
**8.1.8.1. The differences between tax expense recognized in profit or loss and the amount calculated based on the rate from profit/(loss) before tax**

	2015	2014
<b>Profit/(Loss) before tax</b>	<b>1 308</b>	<b>(4 880)</b>
Tax expense for 2015 and 2014 by the valid tax rate	(249)	927
Impairment allowances for shares in related parties	(152)	(944)
Dividends received	139	208
Other	2	17
<b>Tax expense</b>	<b>(260)</b>	<b>208</b>
<b>Effective tax rate</b>	<b>20%</b>	<b>4%</b>

**8.1.8.2. Deferred tax**

	31/12/2014	Deferred tax recognized in profit or loss	Deferred tax recognized in other comprehensive income	31/12/2015
<b>Deferred tax assets</b>				
Impairment allowances	156	(94)	-	62
Provisions and accruals	175	1	(1)	175
Unrealized foreign exchange differences	56	(10)	-	46
Tax loss	191	(82)	-	109
Valuation of financial instruments	321	2	(288)	35
Other	47	7	-	54
	<b>946</b>	<b>(176)</b>	<b>(289)</b>	<b>481</b>
<b>Deferred tax liabilities</b>				
Investment relief	36	(3)	-	33
Temporary differences related to non-current assets	688	62	-	750
Other	53	25	-	78
	<b>777</b>	<b>84</b>	<b>-</b>	<b>861</b>
	<b>169</b>	<b>(260)</b>	<b>(289)</b>	<b>(380)</b>

**8.2. EXPLANATORY NOTES TO THE STATEMENT OF FINANCIAL POSITION**
**8.2.1. Property, plant and equipment**

	Land	Buildings and constructions	Machinery and equipment	Vehicles and other	Construction in progress	Total
<b>Net carrying amount at 01/01/2015</b>						
Gross carrying amount	446	11 289	10 345	742	1 797	<b>24 619</b>
Accumulated depreciation	-	(4 550)	(6 044)	(355)	-	<b>(10 949)</b>
Impairment allowances	(4)	(154)	(19)	(2)	(12)	<b>(191)</b>
Grants	-	(1)	(13)	-	-	<b>(14)</b>
	<b>442</b>	<b>6 584</b>	<b>4 269</b>	<b>385</b>	<b>1 785</b>	<b>13 465</b>
<b>increases/(decreases), net</b>						
Investment expenditures	-	16	57	6	1 697	1 776
Depreciation	-	(431)	(527)	(93)	-	(1 051)
Borrowing costs	-	15	12	-	28	55
Impairment allowances *	-	5	(1)	-	(1)	3
Grants	-	-	(34)	-	-	(34)
Other	2	742	722	42	(1 419)	89
	<b>444</b>	<b>6 931</b>	<b>4 498</b>	<b>340</b>	<b>2 090</b>	<b>14 303</b>
<b>Net carrying amount at 31/12/2015</b>						
Gross carrying amount	448	12 095	11 079	752	2 103	<b>26 477</b>
Accumulated depreciation	-	(5 014)	(6 514)	(410)	-	<b>(11 938)</b>
Impairment allowances	(4)	(149)	(20)	(2)	(13)	<b>(188)</b>
Grants	-	(1)	(47)	-	-	<b>(48)</b>
	<b>444</b>	<b>6 931</b>	<b>4 498</b>	<b>340</b>	<b>2 090</b>	<b>14 303</b>
<b>Net carrying amount at 01/01/2014</b>						
Gross carrying amount	288	11 007	9 996	710	637	<b>22 638</b>
Accumulated depreciation	-	(4 186)	(5 765)	(375)	-	<b>(10 326)</b>
Impairment allowances	(4)	(183)	(15)	(1)	(11)	<b>(214)</b>
Grants	-	(1)	-	-	-	<b>(1)</b>
	<b>284</b>	<b>6 637</b>	<b>4 216</b>	<b>334</b>	<b>626</b>	<b>12 097</b>
<b>increases/(decreases), net</b>						
Investment expenditures	-	24	92	8	2 166	2 290
Depreciation	-	(410)	(486)	(77)	-	(973)
Borrowing costs	-	3	2	-	25	30
Impairment allowances *	-	29	(4)	(1)	(1)	23
Grants	-	-	(13)	-	-	(13)
Other	158	301	462	121	(1 031)	11
	<b>442</b>	<b>6 584</b>	<b>4 269</b>	<b>385</b>	<b>1 785</b>	<b>13 465</b>

\* Increases/(Decreases) net of impairment includes recognition, reversal, utilization, reclassifications

In 2015 and in 2014 capitalization rate used to calculate borrowing costs amounted to 2.63% and 2.70% respectively. The gross carrying amount of all fully depreciated property, plant and equipment still in use as at 31 December 2015 and as at 31 December 2014 amounted to PLN 1,392 million and PLN 1,458 million respectively.



## 8.2.2. Intangible assets

### The changes in other intangible assets

	Patents, trade marks and licenses	Rights	Other	Total
<b>Net carrying amount at 01/01/2015</b>				
Gross carrying amount	567	114	98	779
Accumulated depreciation	(374)	-	(11)	(385)
Impairment allowances	(3)	(57)	-	(60)
	<b>190</b>	<b>57</b>	<b>87</b>	<b>334</b>
<b>increases/(decreases), net</b>				
Investment expenditures	36	-	-	36
Amortisation	(37)	-	(10)	(47)
Other **	5	639	(5)	639
	<b>194</b>	<b>696</b>	<b>72</b>	<b>962</b>
<b>Net carrying amount at 31/12/2015</b>				
Gross carrying amount	602	753	93	1 448
Accumulated depreciation	(405)	-	(21)	(426)
Impairment allowances	(3)	(57)	-	(60)
	<b>194</b>	<b>696</b>	<b>72</b>	<b>962</b>
<b>Net carrying amount at 01/01/2014</b>				
Gross carrying amount	562	206	79	847
Accumulated depreciation	(343)	-	(1)	(344)
Impairment allowances	(7)	(57)	-	(64)
	<b>212</b>	<b>149</b>	<b>78</b>	<b>439</b>
<b>increases/(decreases), net</b>				
Investment expenditures	19	-	18	37
Amortisation	(44)	-	(10)	(54)
Borrowing costs	-	-	1	1
Impairment allowances *	4	-	-	4
Other **	(1)	(92)	-	(93)
	<b>190</b>	<b>57</b>	<b>87</b>	<b>334</b>

\* Increases/(Decreases) net of impairment includes recognition, reversal, utilization, reclassifications

\*\*Other increases/(decreases) of property rights in the net book value consist mainly of settlement of forward transactions settlement, granted free of charge and settlement of rights for 2015 and 2014.

#### 8.2.2.1. Rights

##### Change in owned CO<sub>2</sub> emission rights in 2015

	Quantity (in thous. tonnes)	Value
01/01/2015	2 891	56
Granted free of charge for 2014 and 2015	3 959	116
Emission settlement for 2014	(5 851)	(144)
Forward transactions settlement	25 133	669
Other	(101)	(2)
	<b>26 031</b>	<b>695</b>
CO <sub>2</sub> emission in 2015	6 556	211

As at 31 December 2015 the market value of one EUA amounted to PLN 35.03 (representing EUR 8.22 at exchange rate as at 31 December 2015) (source: [www.theice.com](http://www.theice.com)).

As at 31 December 2015 the Company recognized the rights to colourful energy in the amount PLN 1 million. Additionally, the Company recognized CO<sub>2</sub> emission rights in amount of PLN 18 million and rights to colourful energy in amount of PLN 32 million, in trade and other receivables ([note 8.2.8.](#)).

### 8.2.3. Shares in related parties

	Seat	31/12/2015	31/12/2014	Company's share in share capital /of total number of votes on 31/12/2015	Company's share in share capital /of total number of votes on 31/12/2014	Principal activity
<b>Subsidiaries and jointly controlled entities</b>						
UNIPETROL a.s.	Czech Republic - Prague	1 813	1 813	62.99%	62.99%	assets management of the Unipetrol Group
ORLEN Upstream Sp. z o.o.	Poland - Warsaw	1 672	25	100.00%	100.00%	exploration and recognition of hydrocarbon deposits, extraction of crude oil and natural gas
AB ORLEN Lietuva	Lithuania – Juodeikiai	835	835	100.00%	100.00%	crude oil processing, production of refining products and wholesale
ORLEN Deutschland GmbH	Germany - Elmshorn	504	504	100.00%	100.00%	assets management and retail fuel sale
Basell ORLEN Polyolefins Sp. z o.o.	Poland – Plock	454	454	50.00%	50.00%	production, distribution and sale of polyolefins
Anwil S.A.	Poland – Wloclawek	399	399	100.00%	100.00%	production of nitrogen fertilizers, plastic and chemicals
ORLEN Poludnie S.A. *	Poland – Trzebinia	245	245	100.00%	-	crude oil processing, manufacturing and sale of fuels and oils
ORLEN Oil Sp. z o.o.	Poland – Cracow	161	161	100.00%	100.00%	production, distribution and sale of grease oils, maintenance liquids
ORLEN Paliwa Sp. z o.o. **	Poland – Widelka	145	145	100.00%	-	trade in liquid fuels, manufacturing, storage of gaseous fuels
ORLEN Asfalt Sp. z o.o.	Poland – Plock	90	90	100.00%	100.00%	manufacturing and sale of road bitumens and specific bitumen products
Other subsidiaries		364	390			
Repayable additional payments to equity of subsidiaries, incl.:		<b>886</b>	<b>1 672</b>			
ORLEN Upstream Sp. z o.o.		836	1 611			
		<b>7 568</b>	<b>6 733</b>			

\* from 5th January 2015 a merger of Rafineria Trzebinia S.A. and Rafineria Nafty Jedlicze S.A. together with changing of the name of Rafineria Trzebinia S.A. into ORLEN Poludnie S.A.

\*\* from 30th June 2015 a merger of ORLEN PetroTank Sp. z o.o. and ORLEN Paliwa Sp. z o.o., from 30th October 2015 a merger of ORLEN Gaz Sp. z o.o. and ORLEN Paliwa Sp. z o.o.

As at 31 December 2015 and as at 31 December 2014 impairment allowances of shares in related parties amounted to PLN 9,471 million and PLN 8,675 million respectively and related mainly to impairment of shares in AB ORLEN Lietuva. Additional information about impairment is presented in [\(note 8.2.5.\)](#)

### 8.2.4. Other financial assets

	Non-current		Current		Total	
	31/12/2015	31/12/2014	31/12/2015	31/12/2014	31/12/2015	31/12/2014
Cash flow hedge instruments	135	302	678	556	813	858
currency forwards	45	16	73	178	118	194
commodity swaps	90	286	605	378	695	664
Derivatives not designated as hedge accounting	-	-	-	4	-	4
currency forwards	-	-	-	4	-	4
Embedded derivatives	-	-	1	1	1	1
currency swaps	-	-	1	1	1	1
Bonds	-	-	-	96	-	96
Loans granted	44	668	20	356	64	1 024
Cash pool	-	-	31	193	31	193
Receivables on cash flows settled hedge instruments	-	-	58	-	58	-
	<b>179</b>	<b>970</b>	<b>788</b>	<b>1 206</b>	<b>967</b>	<b>2 176</b>

### 8.2.5. Impairment of non-current assets

While determining the value in use, the expected cash flows based on the most recent and approved financial plan, and thereafter the Company assumed constant rate of cash flows growth, estimated at the level of long-term inflation. Expected cash flows were discounted to their present value using a discount rate calculated as a weighted average cost of engaged equity and debt, before tax, which reflected the current market estimation of time value of money and the risk specific to the asset.

As at 31 December 2015 the Company did not identify any impairment indicators of non-current assets.

The impairment allowance of development and extraction of mineral resources of the ORLEN Upstream Canada Ltd, belonging to the ORLEN Upstream Group – which is a part of Capital Group of Polski Koncern Naftowy („ORLEN Group”, „Group”, „Capital Group”) resulted in decrease of equity of ORLEN Upstream Group and consequently PKN ORLEN recognized impairment allowance of payment to Orlen Upstream equity (parent company of ORLEN Upstream Group) amounted to PLN (365) million.

The value in use of development and extraction of mineral resources assets in Canada as at 31 December was based on the estimated crude oil prices and reserves evaluation prepared by an independent company in accordance with professional standards for the Canadian market ("APEGA" the Code of Ethics of the Association of Professional Engineers and Geoscientists of Alberta).

Net cash flow projections used for the purposes of estimating the value in use of assets were discounted to their present value using a base discount rate before tax at 9% which reflects the current market value of money and the specific risks to the assets on the Canadian market.

#### Sensitivity analysis of the Orlen Upstream shares value in use as at 31 December 2015

PLN million		HYDROCARBONS PRICES		
change		-5%	0%	5%
DISCOUNT RATE	- 0.5 p.p.	<i>increase in allowance</i> (23)	<i>decrease in allowance</i> 73	<i>decrease in allowance</i> 170
	0.0 p.p.	<i>increase in allowance</i> (92)	-	<i>decrease in allowance</i> 92
	+ 0.5 p.p.	<i>increase in allowance</i> (159)	<i>increase in allowance</i> (70)	<i>decrease in allowance</i> 19

The Company's results for the 12 months of 2015 also include impairment allowance of additional capital contributions to Orlen Upstream recognized in the second quarter of 2015 as a result of narrowing the areas of exploration and determining the most perspective areas for further hydrocarbon exploration in Poland amounted to PLN (417) million. The value in use of assets has been established basing on the analysis of future cash flows, which take into account the current and forecasted hydrocarbon prices, expected changes in the regulatory environment, probability of success/failure and long-term production forecasts. Net cash flows projections used for the purposes of estimating the value in use of assets were discounted to their present value using a base discount rate before tax at 8.99% which reflects the current market value of money and the specific risks to the assets on the Polish market.

The impact of the recognition of impairment allowance of shares in related entities on profit or loss in 2015 amounted to PLN (800) million.

In 2014 identified indicators for impairment test within PKN ORLEN resulted from the deterioration of macroeconomic environment as well as the lack of the perspectives for its improvement especially in the area of the refinery. Strategy assumptions and the Mid-term Plan of the Company and the Group for the years 2014-2017 were updated.

In 2014 the Company recognized the impairment allowance of shares in AB Orlen Lietuva amounted to PLN (4,750) million and impairment allowances of shares in Orlen Upstream amounted to PLN (217) million. The impact of the impairment allowances of shares in related entities on profit or loss in 2014 amounted to PLN (4,967) million.

#### 8.2.6. Other assets

	31/12/2015	31/12/2014
Perpetual usufruct of land	94	91
Financial assets available for sale	40	40
	<b>134</b>	<b>131</b>

#### 8.2.7. Inventories

	31/12/2015	31/12/2014
Raw materials	4 187	2 473
Work in progress	483	552
Finished goods	2 645	3 058
Merchandise	187	196
Spare parts	213	218
<b>Inventories, net</b>	<b>7 715</b>	<b>6 497</b>
Impairment allowances of inventories to net realisable value	29	522
<b>Inventories, gross</b>	<b>7 744</b>	<b>7 019</b>

As at 31 December 2015 and as at 31 December 2014 the value of mandatory reserves of the Company amounted to PLN 4,230 million and PLN 3,584, respectively.

**Repurchase of mandatory reserves**

Transaction date	Parties of the transaction		Value of the transaction	
	Seller	Buyer	million USD	million PLN
29 January 2015	Neon	PKN ORLEN	<b>257</b> <i>including hedging transaction settlement</i>	<b>957</b> <i>417</i>
12 August 2015	Cranbell	PKN ORLEN	<b>707</b> <i>including hedging transaction settlement</i>	<b>2 687</b> <i>1 541</i>

**Change in impairment allowances of inventories revalued at net realizable value**

	2015	2014
At the beginning of the period	522	15
Recognition	47	520
Reversal	(38)	(10)
Usage	(502)	(3)
	<b>29</b>	<b>522</b>

The impairment allowances of inventories to net realizable value, which was mainly made in 4th quarter of 2014, were used in 2015. The usage was the result of a decrease in crude oil and petroleum products prices. Impairment relates to the downstream segment.

**8.2.8. Trade and other receivables**

	NOTE	31/12/2015	31/12/2014
Trade receivables		3 558	4 298
Other		9	14
<b>Financial assets</b>		<b>3 567</b>	<b>4 312</b>
Excise tax and fuel charge receivables		103	106
Other taxation, duty, social security and other benefits		76	85
Tax expense		5	6
Advances for non-current non-financial assets		374	330
Rights		50	14
Prepayments for deliveries		17	18
Prepayments		99	89
<b>Non-financial assets</b>		<b>724</b>	<b>648</b>
<b>Receivables, net</b>		<b>4 291</b>	<b>4 960</b>
Receivables impairment allowance	8.4.6.4	270	293
<b>Receivables, gross</b>		<b>4 561</b>	<b>5 253</b>

As at 31 December 2015 and as at 31 December 2014 trade and other receivables denominated in foreign currencies amounted to PLN 1,427 million and PLN 2,064 million, respectively. Division of financial assets denominated in foreign currencies is presented in [note 8.4.6.2](#). Division of receivables from related parties is presented in [note 8.5.6](#).

**8.2.9. Equity**
**8.2.9.1. Share capital**

	31/12/2015	31/12/2014
Share capital	535	535
Share capital revaluation adjustment	523	523
	<b>1 058</b>	<b>1 058</b>

In accordance with the Polish Commercial Register, the share capital of Polski Koncern Naftowy ORLEN S.A. as at 31 December 2015 and as at 31 December 2014 amounted to PLN 535 million. It is divided into 427,709,061 ordinary shares with nominal value of PLN 1.25 each.

Number of shares issued				
A Series	B Series	C Series	D Series	Total
336 000 000	6 971 496	77 205 641	7 531 924	<b>427 709 061</b>

In Poland, each new issue of shares is labelled as a new series of shares. All of the above series have the exact same rights. As at 31 December 2015 and as at 31 December 2014, the number of shares issued and the number of shares approved for issuance is equal.

## Shareholders structure

	Number of shares / voting rights	Nominal value of shares (in PLN)	Share in share capital
State Treasury	117 710 196	147 137 745	27.52%
Nationale-Nederlanden OFE*	39 000 000	48 750 000	9.12%
Aviva OFE*	31 400 000	39 250 000	7.34%
Other	239 598 865	299 498 581	56.02%
	<b>427 709 061</b>	<b>534 636 326</b>	<b>100.00%</b>

\* Shareholders holding directly or indirectly through subsidiaries, at least 5% of the total number of votes at the Extraordinary General Meeting of Shareholders of PKN ORLEN SA of 29<sup>th</sup> January 2016.

### 8.2.9.2. Share premium

	31/12/2015	31/12/2014
Nominal share premium	1 058	1 058
Share premium revaluation adjustment	169	169
	<b>1 227</b>	<b>1 227</b>

Share premium is the surplus of the issuance value over the nominal value of shares belonging to series B, C and D.

### 8.2.9.3. Hedging reserve

	NOTE	2015	2014
At the beginning of the period		(1 370)	168
<i>gross value</i>		(1 691)	208
<i>deferred tax</i>		321	(40)
Settlement of hedge instruments, gross, incl.:		1 928	(179)
<i>sales revenues</i>		(226)	(171)
<i>cost of sales</i>		212	32
<i>inventories</i>		1 972	(33)
Valuation of hedge instruments, gross		(413)	(1 720)
Deferred tax	8.1.8.2	(288)	361
		<b>(143)</b>	<b>(1 370)</b>
<i>gross value</i>		(176)	(1 691)
<i>deferred tax</i>		33	321

### 8.2.9.4. Retained earnings

	31/12/2015	31/12/2014
Reserve capital	13 856	19 234
Other capital	830	830
Equity resulting from merger under common control	(29)	-
Actuarial gains and losses	(1)	(5)
Net profit/(loss) for the period	1 048	(4 672)
	<b>15 704</b>	<b>15 387</b>

### 8.2.9.5. Proposal to distribution of the Company's profit for 2015

The improved financial situation of the ORLEN Group achieved in the recent years enabled it to implement, within the ORLEN Group's Strategy for years 2014-2017, a dividend policy which assumes a gradual increase in the level of dividend per share by taking into account the implementation of strategic financial objectives and forecasts of the macroeconomic situation. This method does not relate the rate of dividend to net profit, which in the ORLEN Group's area of operations is subject to high fluctuations and can include non-cash items, such as revaluation of assets, inventories or loans, distorting the view of the current financial situation of the Group.

The Management Board of PKN ORLEN, after considering the liquidity situation and achievement of strategic financial objectives, proposes to distribute the net profit of PKN ORLEN for the year 2015 of PLN 1,047,519,491.84 as follows: PLN 855,418,122 will be allocated as a dividend payment (PLN 2 per 1 share) and the remaining amount of net profit of PLN 192,101,369.84 as reserve capital of the Parent Company. The Management Board recommends 15 July 2016 as the dividend date and 5 August 2016 as the payment date. This recommendation will be presented to the General Shareholders' Meeting of PKN ORLEN S.A., which will make a conclusive decision in this matter.

### 8.2.9.6. Distribution of the of the Company's loss for 2014 and dividend payment in 2015

Pursuant to article 395 § 2 point 2 of the Commercial Code and § 7 sec. 7 point 3 of the Company's Articles of Association, the Ordinary General Shareholders' Meeting of PKN ORLEN S.A. on 28 April 2015, having analyzed the motion of the Management Board, decided to distribute the total net loss of PLN (4,671,826,145.06) from reserved capital.

The Ordinary General Shareholders' Meeting of PKN ORLEN S.A. also decided to allocate PLN 705,719,950.65 as dividend payment (PLN 1.65 per 1 share). The dividend was paid from reserve capital of the Company created from the profit of previous years.

#### 8.2.9.7. Equity management policy

Equity management is performed on the Capital Group level in order to protect the Group's ability to continue its operations as a going concern while maximizing returns for shareholders.

The Management Board monitors the following ratios at the Group level:

- net financial leverage - as at 31 December 2015 and as at 31 December 2014 amounted to 28.1% and 33.0%, respectively;
- dividend per ordinary shares – depends on current financial position of the Group. In 2015 and in 2014 the dividend PLN 1.65 per share and PLN 1.44 per share, was paid, respectively.

*Net financial leverage: net debt/equity (calculated as at the end of the period) x 100%*

*Net debt: non-current loans, borrowings and bonds + current loans and borrowings – cash and cash equivalents*

#### 8.2.10. Loans, borrowing and bonds

	Non-current		Current		Total	
	31/12/2015	31/12/2014	31/12/2015	31/12/2014	31/12/2015	31/12/2014
Loans	3 973	5 057	240	481	4 213	5 538
Borrowings	2 135	2 135	593	240	2 728	2 375
Bonds	2 017	2 020	284	209	2 301	2 229
	<b>8 125</b>	<b>9 212</b>	<b>1 117</b>	<b>930</b>	<b>9 242</b>	<b>10 142</b>

The Company bases its financing mainly on floating interest rates, wherein hedges that change in the part variable to a fixed rate are used. Depending on the currency of financing these are WIBOR, LIBOR, EURIBOR or EONIA increased by margin. The margin reflects risk connected to financing of the Company and in case of long-term contracts depends on net debt to EBITDA ratio.

##### 8.2.10.1. Loans

- by currency (translated into PLN)/ by interest rate

	31/12/2015	31/12/2014
PLN – WIBOR	805	455
EUR – EURIBOR	2 823	3 942
USD – LIBOR	585	526
CZK – PRIBOR	-	615
	<b>4 213</b>	<b>5 538</b>

As at 31 December 2015 unused credit lines increased by trade and other receivables (note 8.2.8.) and cash exceeded trade and other liabilities (note 8.2.13.) by PLN 4,594 million.

The Company hedges cash flows related to interest payments regarding external financing in EUR and USD, by using interest rate swaps (IRS).

In the period covered by the foregoing separate financial statements as well as after the reporting date there were no cases of violations of loans or interests repayment.

##### 8.2.10.2. Borrowings

- by currency (translated into PLN)/ by interest rate

	31/12/2015	31/12/2014
EUR - fixed interest rate	2 135	2 135
EUR – EONIA	554	-
USD – LIBOR	39	240
	<b>2 728</b>	<b>2 375</b>

As at 31 December 2015 and 31 December 2014 the amount of PLN 2,135 million related to a borrowing from ORLEN Capital AB. As at 31 December 2015, the Company had the liability regarding borrowings from ORLEN Finance AB in the international system, the concentration of resources amounted to PLN 554 million.

In the period covered by the foregoing separate financial statements after the reporting period there were no cases of default on repayment of principal or interest of borrowings nor breaches of covenants.

### 8.2.10.3. Bonds

- by currency (translated into PLN)

	31/12/2015	31/12/2014
PLN	2 301	2 229
	<b>2 301</b>	<b>2 229</b>

- by interest rate

	Floating rate bonds		Fixed rate bonds		Total	
	31/12/2015	31/12/2014	31/12/2015	31/12/2014	31/12/2015	31/12/2014
Nominal value	1 900	1 900	385	309	2 285	2 209
Carrying amount	1 916	1 919	385	310	2 301	2 229

	Nominal value	Subscription date	Maturity date	Base rate	Margin	Rating
A Series	200	28.05.2013	28.05.2017	6M WIBOR	1.50%	A - (pol)
B Series	200	03.06.2013	03.06.2017	6M WIBOR	1.50%	A - (pol)
C Series	200	06.11.2013	06.11.2017	6M WIBOR	1.40%	A - (pol)
D Series	100	14.11.2013	14.11.2017	6M WIBOR	1.30%	A - (pol)
E Series	200	02.04.2014	02.04.2018	6M WIBOR	1.30%	A - (pol)
F Series	100	09.04.2014	09.04.2020	Fixed interest rate 5%		A - (pol)
Retail bonds	<b>1 000</b>					
Corporate bonds	1 000	27.02.2012	27.02.2019	6M WIBOR	1.60%	-
	<b>2 000</b>					

In addition, as at 31 December 2015 and as at 31 December 2014 the nominal value of short-term bonds issued to the companies from the Group amounted to PLN 285 million and PLN 209 million, respectively.

The difference between the nominal value and carrying amount of bonds results from measurement of bonds according to amortized cost using the effective interest method and discount.

### 8.2.11. Provisions

	Non-current		Current		Total	
	31/12/2015	31/12/2014	31/12/2015	31/12/2014	31/12/2015	31/12/2014
Environmental	185	218	32	27	217	245
Jubilee bonuses and post-employment benefits	132	137	16	20	148	157
CO <sub>2</sub> emissions, energy certificates	-	-	223	149	223	149
Other	-	-	112	146	112	146
	<b>317</b>	<b>355</b>	<b>383</b>	<b>342</b>	<b>700</b>	<b>697</b>

#### Change in provisions in 2015

	Environmental provision	Jubilee bonuses and post-employment benefits provision	CO <sub>2</sub> emissions, energy certificates	Other provisions	Total
01/01/2015	245	157	149	146	697
Recognition	10	21	225	11	267
Reversal	(8)	(11)	-	(3)	(22)
Usage	(30)	(19)	(151)	(42)	(242)
	<b>217</b>	<b>148</b>	<b>223</b>	<b>112</b>	<b>700</b>

### Change in provisions in 2014

	Environmental provision	Jubilee bonuses and post-employment benefits provision	CO <sub>2</sub> emissions, energy certificates	Other provisions	Total
01/01/2014	234	138	176	124	672
Recognition	38	34	140	77	289
Reversal	-	-	-	(31)	(31)
Usage	(27)	(15)	(167)	(24)	(233)
	<b>245</b>	<b>157</b>	<b>149</b>	<b>146</b>	<b>697</b>

#### 8.2.11.1. Environmental provision

The Company has legal obligation to remove surface contamination in the area of production plant in Plock, fuel stations, fuel terminals and warehouses.

The Management Board estimated the provision for the environmental risk regarding the removal of contaminants based on analyzes provided by the independent expert or based on current expected costs of remediation.

#### 8.2.11.2. Provision for jubilee bonuses and post-employment benefits

##### Change in employee benefits obligations

	NOTE	Jubilee bonuses provision		Post-employment benefits		Total	
		31/12/2015	31/12/2014	31/12/2015	31/12/2014	31/12/2015	31/12/2014
At the beginning of the period		92	84	65	54	157	138
Current service costs		3	3	2	1	5	4
Interest expenses		2	4	2	2	4	6
Actuarial gains and losses arising from changes in assumptions:		3	16	(5)	9	(2)	25
<i>demographic</i>		1	-	1	-	2	-
<i>financial</i>		(5)	12	(5)	12	(10)	24
<i>other</i>		7	4	(1)	(3)	6	1
Past employments cost		1	-	-	-	1	-
Payments under program		(11)	(15)	(6)	(1)	(17)	(16)
	8.2.11	<b>90</b>	<b>92</b>	<b>58</b>	<b>65</b>	<b>148</b>	<b>157</b>

The carrying amount of employee benefits liabilities is identical to their present value as at 31 December 2015 and 31 December 2014.

##### Employee benefits liabilities divided into active retired employees

	Active employees		Retired employees		Total	
	31/12/2015	31/12/2014	31/12/2015	31/12/2014	31/12/2015	31/12/2014
Poland	133	140	15	17	148	157

##### Maturity of employee benefits analysis

	Jubilee bonuses provision		Post-employment benefits		Total	
	31/12/2015	31/12/2014	31/12/2015	31/12/2014	31/12/2015	31/12/2014
up to 1 year	8	8	8	12	16	20
from 1 to 5 years	28	28	7	7	35	35
above 5 years	54	56	43	46	97	102
	<b>90</b>	<b>92</b>	<b>58</b>	<b>65</b>	<b>148</b>	<b>157</b>



### Employee benefits payments analysis

	Jubilee bonuses provision		Post-employment benefits		Total	
	31/12/2015	31/12/2014	31/12/2015	31/12/2014	31/12/2015	31/12/2014
up to 1 year	8	8	8	12	16	20
from 1 to 5 years	37	36	8	8	45	44
above 5 years	166	168	300	340	466	508
	<b>211</b>	<b>212</b>	<b>316</b>	<b>360</b>	<b>527</b>	<b>572</b>

The weighted average duration of liabilities for post-employment benefits was 13 years both in 2015 and in 2014.

In 2015, the provision for employee benefits changed as a result of revised assumptions, mainly in terms of the discount rate and the expected inflation rate and changes to the planned increase in wages. Provision for employee benefits estimated based on assumptions for 2014 would be lower by PLN (8) million.

### Sensitivity analysis to changes in actuarial assumptions

The Company analysed the impact of the financial and demographic assumptions and calculated that the change of ratios by +/- 1 p.p., the discount rate by +/- 0.5 p.p. and the rate of turnover by +/- 0.5 p.p. amounts to PLN 6 million. Therefore, the Company does not present any detailed information.

As at 31 December 2015, the Company used the following actuarial assumptions, that had an impact on the level of actuarial provisions: discount rate 3.25%, expected inflation 2.5%, the remuneration increase rate: 0% in years 2016-2017 and 2.5% in subsequent years.

The Company carries out the employee benefit payments from current resources. As at 31 December 2015 there were no funded plans and the Company paid no contributions to fund liabilities.

### 8.2.11.3. CO<sub>2</sub> emissions, energy certificates

Provision for CO<sub>2</sub> emissions, energy certificates comprises mainly recognition of the provision for estimated in the reporting period, cost of CO<sub>2</sub> emissions. As at 31 December 2015 and 31 December 2014 the value of the provision amounted to PLN 211 million and PLN 145 million, respectively.

### 8.2.11.4. Other provisions

As at 31 December 2015 and as at 31 December 2014 other provisions comprise mainly provisions for the risk of unfavourable decisions of pending administrative or court proceedings of PLN 84 million and PLN 95 million, respectively.

### 8.2.12. Other financial liabilities

	Non-current		Current		Total	
	31/12/2015	31/12/2014	31/12/2015	31/12/2014	31/12/2015	31/12/2014
Cash flow hedge instruments	239	1 599	760	955	999	2 554
<i>interest rate swaps</i>	92	93	-	-	92	93
<i>commodity swaps</i>	48	1 395	749	932	797	2 327
<i>currency interest rate swaps</i>	99	111	-	-	99	111
<i>currency forwards</i>	-	-	11	23	11	23
Embedded derivatives	-	-	2	1	2	1
<i>currency swaps</i>	-	-	2	1	2	1
Liabilities on cash flows settled hedge instruments	-	-	92	-	92	-
Investment liabilities	299	124	-	-	299	124
Finance lease	99	89	-	-	99	89
Cash pool	-	-	555	400	555	400
	<b>637</b>	<b>1 812</b>	<b>1 409</b>	<b>1 356</b>	<b>2 046</b>	<b>3 168</b>

### 8.2.13. Trade and other liabilities

	31/12/2015	31/12/2014
Trade liabilities	3 329	5 063
Investment liabilities	1 204	703
Finance lease	21	18
Other	106	102
<b>Financial liabilities</b>	<b>4 660</b>	<b>5 886</b>
Payroll liabilities	109	108
Excise tax and fuel charge	1 126	1 092
Value added tax	641	418
Other taxation, duties, social security and other benefits	60	20
Holiday pay accruals	29	24
Other	26	24
<b>Non-financial liabilities</b>	<b>1 991</b>	<b>1 686</b>
	<b>6 651</b>	<b>7 572</b>

Division of financial liabilities denominated in foreign currencies is presented in [note 8.4.6.2.](#)

Non-financial liabilities relate to balances of settlements in PLN. Division of liabilities from related parties is presented in [note 8.5.6](#).

### 8.3. EXPLANATORY NOTES TO THE STATEMENT OF CASH FLOWS

	NOTE	2015	2014
<b>Change in provisions presented in the statement of financial position</b>		<b>3</b>	<b>25</b>
Usage of prior year CO <sub>2</sub> emission provision, energy certification provision		148	164
Other		(2)	(9)
<b>Change in provisions in the statement of cash flows</b>		<b>149</b>	<b>180</b>
<b>Change in inventories presented in the statement of financial position</b>		<b>(1 218)</b>	<b>2 886</b>
Acquisition of the project		66	-
Reclassification of inventories from / to property, plant and equipment		3	(46)
<b>Change in inventories in the statement of cash flows</b>		<b>(1 149)</b>	<b>2 840</b>
<b>Change in other non-current assets and trade and other receivables presented in the statement of financial position</b>		<b>669</b>	<b>1 319</b>
Change in rights and advances for non-financial non-current assets	8.2.8	80	(37)
Other		(65)	(38)
<b>Change in receivables in the statement of cash flows</b>		<b>684</b>	<b>1 244</b>
<b>Change in trade and other liabilities presented in statement of financial position</b>		<b>(921)</b>	<b>(2 264)</b>
Change in liabilities arising from investment expenditures	8.2.13	(501)	4
Other		(5)	(1)
<b>Change in liabilities in the statement of cash flows</b>		<b>(1 427)</b>	<b>(2 261)</b>

#### Foreign exchange loss

	NOTE	2015	2014
<b>Foreign exchange (loss) surplus presented in statement of loss or profit and other comprehensive income</b>	8.1.7	<b>(269)</b>	<b>(513)</b>
<b>Adjustments to net profit/(loss) of foreign exchange differences presented in statement of cash flows:</b>		<b>95</b>	<b>97</b>
<i>realized foreign exchange differences concerning investing and financing activities</i>		65	84
<i>unrealized foreign exchange differences concerning investing and financing activities</i>		36	8
<i>foreign exchange differences on cash</i>		(6)	5
Foreign exchange differences concerning operating activities not correcting net profit/(loss)		(174)	(416)

#### Interest, net

	NOTE	2015	2014
<b>Finance income and costs of net interest presented in statement of profit or loss and other comprehensive income</b>	8.1.6, 8.1.7	<b>(136)</b>	<b>(168)</b>
<b>Adjustments to net profit/(loss) of net interest presented in statement of cash flows:</b>		<b>201</b>	<b>213</b>
<i>interest received concerning investing activities</i>		(16)	(45)
<i>interest paid concerning financing activities</i>		261	249
<i>accrued interest concerning investing and financing activities</i>		(44)	9
Net interest concerning operating activities not correcting net profit/(loss)		65	45

#### Income tax received

	NOTE	2015	2014
<b>Tax expense on profit/(loss) before tax</b>	8.1.8.1	<b>(260)</b>	<b>208</b>
Change in deferred tax assets and liabilities		549	(573)
Change in current tax receivables		1	25
Deferred tax recognized in other comprehensive income	8.1.8.2	(289)	363
		<b>1</b>	<b>23</b>

## 8.4. EXPLANATORY NOTES TO FINANCIAL INSTRUMENTS AND FINANCIAL RISKS

### 8.4.1. Financial instruments by category and class

Financial instruments by class	NOTE	31/12/2015	31/12/2014	Financial instruments by category
<b>ASSETS</b>				
Unquoted shares	8.2.6	40	40	Available for sale
Embedded derivatives and derivatives not designated as hedge accounting	8.2.4	1	5	At fair value through profit or loss
Hedging instruments	8.2.4	813	858	Hedging financial instruments
Bonds	8.2.4	-	96	Held to maturity
		4 684	9 004	Loans and receivables
Trade receivables	8.2.8	3 558	4 298	Loans and receivables
Loans granted	8.2.4	64	1 024	Loans and receivables
Cash		964	3 475	Loans and receivables
Cash pool	8.2.4	31	193	Loans and receivables
Receivables on cash flows settled hedge instruments	8.2.4	58	-	Loans and receivables
Other	8.2.8	9	14	Loans and receivables
		<b>5 538</b>	<b>10 003</b>	
<b>LIABILITIES</b>				
Embedded derivatives	8.2.12	2	1	At fair value through profit or loss
Hedging instruments	8.2.12	999	2 554	Hedging financial instruments
Finance lease	8.2.12, 8.2.13	120	107	Excluded from the scope of IAS 39
		14 827	16 534	Measured at amortised cost
Bonds	8.2.10.3	2 301	2 229	Measured at amortised cost
Loans	8.2.10.1	4 213	5 538	Measured at amortised cost
Borrowings	8.2.10.2	2 728	2 375	Measured at amortised cost
Trade liabilities	8.2.13	3 329	5 063	Measured at amortised cost
Investment liabilities	8.2.12, 8.2.13	1 503	827	Measured at amortised cost
Cash pool	8.2.12	555	400	Measured at amortised cost
Liabilities on cash flows settled hedge instruments	8.2.12	92	-	Measured at amortised cost
Other	8.2.13	106	102	Measured at amortised cost
		<b>15 948</b>	<b>19 196</b>	

### 8.4.2. Income, expense, profit and loss in the separate statement of profit or loss and other comprehensive income

	NOTE	31/12/2015	31/12/2014	Financial instruments by category
Interest income	8.1.6	77	94	
		76	91	Loans and receivables
		1	3	Held to maturity
Interest costs	8.1.7	(213)	(262)	
		(203)	(257)	Measured at amortised cost
		(4)	-	Hedging financial instruments
		(6)	(5)	Excluded from the scope of IAS 39
Recognition/reversal of receivables impairment allowances		(3)	(25)	Loans and receivables
other operating income/expenses		(6)	(30)	Loans and receivables
finance income/costs		3	5	Loans and receivables
Financial instruments gains/(losses)		(259)	(496)	
		227	585	Loans and receivables
		(479)	(1 084)	Measured at amortised cost
		(8)	7	Financial assets at fair value through profit or loss
		(1)	(6)	Hedging financial instruments
		2	2	Available for sale
		<b>(398)</b>	<b>(689)</b>	
<b>other, excluded from the scope of IFRS 7</b>				
Dividends from related entities		725	1 090	
Impairment allowances of shares in related entities		(797)	(4 967)	
Other		4	41	
		<b>(68)</b>	<b>(3 836)</b>	

### 8.4.3. Fair value measurement

31/12/2015

	NOTE	Carrying amount	Fair value	Fair value hierarchy	
				Level 1	Level 2
<b>Financial assets</b>					
Loans granted	8.2.4	64	64	-	64
Embedded derivatives and hedging instruments	8.2.4	814	814	-	814
		<b>878</b>	<b>878</b>	<b>-</b>	<b>878</b>
<b>Financial liabilities</b>					
Bonds	8.2.10.3	2 301	2 333	2 049	284
Loans	8.2.10.1	4 213	4 217	-	4 217
Borrowings	8.2.10.2	2 728	2 734	-	2 734
Finance lease	8.2.12, 8.2.13	120	124	-	124
Embedded derivatives and hedging instruments	8.2.12	1 001	1 001	-	1 001
		<b>10 363</b>	<b>10 409</b>	<b>2 049</b>	<b>8 360</b>

31/12/2014

	NOTE	Carrying amount	Fair value	Fair value hierarchy	
				Level 1	Level 2
<b>Financial assets</b>					
Bonds	8.2.4	96	96	-	96
Loans granted	8.2.4	1 024	1 024	-	1 024
Embedded derivatives and hedging instruments	8.2.4	863	863	-	863
		<b>1 983</b>	<b>1 983</b>	<b>-</b>	<b>1 983</b>
<b>Financial liabilities</b>					
Bonds	8.2.10.3	2 229	2 243	2 034	209
Loans	8.2.10.1	5 538	5 540	-	5 540
Borrowings	8.2.10.2	2 375	2 382	-	2 382
Finance lease	8.2.12, 8.2.13	107	111	-	111
Embedded derivatives and hedging instruments	8.2.12	2 555	2 555	-	2 555
		<b>12 804</b>	<b>12 831</b>	<b>2 034</b>	<b>10 797</b>

For other classes of financial assets and liabilities fair value represents their carrying amount.

### 8.4.4. Methods applied in determining fair value (fair value hierarchy)

Financial liabilities due to loans, bonds, finance lease and liabilities and receivables for borrowings are measured at fair value using discounted cash flows method. Discount rates are calculated based on market interest rates according to quotations of 1- month, 3- months and 6- months interest rates increased by proper margins for particular financial instruments. For the majority as at 31 December 2015 and as at 31 December 2014, 1-month interest rate quotations were applied.

	31/12/2015	31/12/2014
WIBOR	1.6500%	2.0800%
EURIBOR	-0.2050%	0.0180%
LIBOR USD	0.4295%	0.1713%

As at 31 December 2015 and as at 31 December 2014 the Company held unquoted shares in entities, for which fair value cannot be reliably measured, due to the fact that there are no active markets for these entities and no comparable transactions in the same type of instruments were noted. The value of shares of those entities was recognised in the separate statement of financial position as at 31 December 2015 and as at 31 December 2014 of PLN 40 million at acquisition cost less impairment allowances.

During the reporting period and comparative period there were no reclassifications in the Company between Level 1 and 2 of fair value hierarchy.

### 8.4.5. Hedge accounting

	NOTE	31/12/2015	31/12/2014	
<b>Cash flows hedge instruments</b>				
currency forwards		107	171	<i>Hedging strategies</i> <i>operating and investing activity;</i> <i>sales of products and purchase of crude oil;</i>
commodity swaps		(102)	(1 663)	<i>operational inventories, refining margin, time mismatch</i> <i>occurring on purchases of crude oil by sea, risk of crude oil</i> <i>prices on arbitrage transactions cash &amp; carry, offering</i> <i>customers the goods for which price formulas are based on</i> <i>fixed price;</i>
currency interest rate swaps		(99)	(111)	<i>interest payments concerning financing external;</i>
interest rate swaps		(92)	(93)	<i>interest payments concerning financing external</i>
	8.2.4, 8.2.12	<b>(186)</b>	<b>(1 696)</b>	

### Planned realization date of hedged cash flows

	31/12/2015	31/12/2014
Currency operating exposure	2016-2018	2015
Finance currency exposure	2016-2017	2015-2016
Interest rate exposure	2016-2020	2015-2020
Commodity risk exposure	2016-2017	2015-2017

#### 8.4.6. Risks identification

The Company's activities are exposed to many different types of risk. Risk management is mainly focused on the unpredictability of financial markets and aims to minimize any potential negative impacts on the Company's financial results.

Financial risks			
Type of risk	Exposure	Measurement of exposure	Management/Hedging
<b>Commodity</b>	<ul style="list-style-type: none"> <li>- risk of changes in refining and petrochemical margins on sale of products and Ural/Brent differential fluctuations;</li> <li>- risk of changes in crude oil and products prices related to the time mismatch occurring when purchasing by sea the part of crude oil for its processing or oversize periodic stock of operational crude oil, work in progress or finished goods, as well as future sales transactions of finished goods;</li> <li>- risk of changes in CO<sub>2</sub> emission rights prices;</li> <li>- risk of changes in crude oil and refinery product prices related to the obligation to maintain mandatory reserves of crude oil and fuels;</li> <li>- risk of changes in commodity prices on arbitrage transactions cash &amp; carry involving acquisition of crude oil or products for stock in order to sell them or process them at a later date</li> </ul>	cash flows planning	Market risk management policy and hedging strategies, which define principles of measurement of individual exposure, parameters and the time horizon of risk hedging and hedging instruments.
<b>Currency</b>	<ul style="list-style-type: none"> <li>- economic currency exposure resulting from inflows decrease by expenses indexed to or denominated in other than the functional currency;</li> <li>- currency exposure resulting from investment or probable liabilities and receivables in foreign currencies;</li> <li>- balance sheet exposure resulting from assets and liabilities denominated in foreign currency</li> </ul>	cash flows planning  analysis of balance sheet positions	
<b>Interest rate</b>	Exposure resulting from owned assets and liabilities for which interest gains or losses are dependent on floating interest rates.	ratio: total net debt to positions for which interest costs are dependent on floating interest rate	
<b>Liquidity</b>	Risk of unforeseen shortage of cash or lack of access to financing sources, both in the horizon of short and long-term borrowing, leading to temporary or permanent loss of ability to pay financial liabilities or imposing the need to obtain funds on unfavourable terms.	cash flows planning in short and long-term horizon	Short-term liquidity risk management policy, which defines rules of reporting and consolidation of liquidity of PKN ORLEN. Company carries out a policy of its financing sources diversification and uses range of tools for effective liquidity management.
<b>Losing cash and deposits</b>	Risk of bankruptcy of domestic or foreign banks, in which accounts are kept or in which cash is invested for a short time.	short-term credit rating of bank	Management based on principles of surplus cash management, which determine possibility of granting quotas for individual banks made on the basis of, among others, ratings of investment and reporting data.
<b>Credit</b>	Risk of unsettled receivables for delivered products and services by customers. Credit risk is also related to the creditability of customers with whom sales transactions are concluded.	analysis of creditability and solvency of customers	Management based on procedures and policies adopted for management of trade credit and debt recovery.

Other risks, disclosed in details in the Management Board Report on the operations of PKN ORLEN in point 2.8.

The Company applies a consistent policy for hedging financial risks based on policies and strategies for market risk management under the supervision of the Financial Risk Committee, the Management Board and the Supervisory Board.

#### 8.4.6.1. Commodity risk

##### The impact of commodity hedging instruments on the Company's financial statements

Type of hedged raw material/product	Unit of measure	31/12/2015	31/12/2014
Crude oil	bbbl	3 113 200	11 134 473
Diesel	t	486 616	931 878
Heating oil	t	365 017	603 997
Gasoline	t	20 000	8 010
JET fuel	t	20 000	-

The net carrying amount of hedging instruments for commodity risk as at 31 December 2015 and as at 31 December 2014 amounted to PLN (102) million and PLN (1,663) million, respectively.

#### Sensitivity analysis for changes in prices of products and raw materials

Analysis of the influence of changes in the carrying amount of financial instruments and hedging reserve to a hypothetical change in prices of products and raw materials:

##### 31/12/2015

	Increase of prices	Influence	Decrease of prices	Influence
Crude oil USD/bbl	19%	(81)	-19%	81
Diesel USD/t	17%	(9)	-17%	9
Heating oil USD/t	20%	17	-20%	(17)
Gasoline USD/t	21%	(7)	-21%	7
JET fuel USD/t	16%	4	-16%	(4)
		<b>(76)</b>		<b>76</b>

##### 31/12/2014

	Increase of prices	Influence	Decrease of prices	Influence
Crude oil USD/bbl	+19%	448	-19%	(448)
Diesel USD/t	+17%	(14)	-17%	14
Heating oil USD/t	+20%	48	-20%	(48)
Gasoline USD/t	+21%	(3)	-21%	3
		<b>479</b>		<b>(479)</b>

Applied for the sensitivity analysis of commodity risk hedging instruments variation of oil and products prices were calculated based on volatility for 2014 and available analysts' forecasts.

The influence of changes of prices was presented on annual basis. Fair value of commodity swaps is calculated based on discounted future cash flows of executed transactions, calculated as a difference between term and transaction price.

In case of derivatives, the influence of crude oil, and products prices variations on fair value were examined at constant level of currency rates.

#### 8.4.6.2. Currency risk

##### Currency structure of financial instruments

Financial instruments by class	EUR		USD		CZK		Total after translation to PLN	
	31/12/2015	31/12/2014	31/12/2015	31/12/2014	31/12/2015	31/12/2014	31/12/2015	31/12/2014
<b>Financial assets</b>								
Trade receivables	146	112	197	386	73	-	1 403	1 832
Loans granted	-	84	3	-	-	4 021	13	974
Embedded derivatives and hedging instruments	19	2	188	243	-	-	814	863
Cash	2	23	2	22	-	7	17	176
Receivables on cash flows settled hedge instruments	-	-	15	-	-	-	58	-
	<b>167</b>	<b>221</b>	<b>405</b>	<b>651</b>	<b>73</b>	<b>4 028</b>	<b>2 305</b>	<b>3 845</b>
<b>Financial liabilities</b>								
Loans	663	925	150	150	-	4 000	3 408	5 083
Borrowings	631	501	10	68	-	-	2 728	2 375
Trade liabilities	7	18	481	1 153	-	-	1 907	4 123
Investment liabilities	169	36	18	13	-	-	790	201
Embedded derivatives and hedging instruments	44	50	208	668	-	-	1 001	2 554
Liabilities on cash flows settled hedge instruments	-	-	24	-	-	-	92	-
Other	1	-	1	-	-	-	7	-
	<b>1 515</b>	<b>1 530</b>	<b>892</b>	<b>2 052</b>	<b>-</b>	<b>4 000</b>	<b>9 933</b>	<b>14 336</b>

### Sensitivity analysis for changes in the exchange rates

Analysis of the influence of changes in carrying amount of financial instruments arising from hypothetical changes in exchange rates of relevant currencies in relation to presentation currency (PLN) on profit before tax and hedging reserve is presented below:

	Assumed variations		Influence on result before tax		Influence on hedging reserve		Total	
	31/12/2015	31/12/2014	2015	2014	2015	2014	2015	2014
EUR/PLN	+15%	+15%	(852)	(759)	(553)	(827)	(1 405)	(1 586)
USD/PLN	+15%	+15%	(275)	(516)	(18)	(65)	(293)	(581)
CZK/PLN	+15%	+15%	2	1	-	-	2	1
			<b>(1 125)</b>	<b>(1 274)</b>	<b>(571)</b>	<b>(892)</b>	<b>(1 696)</b>	<b>(2 166)</b>
EUR/PLN	-15%	-15%	852	759	553	827	1 405	1 586
USD/PLN	-15%	-15%	275	516	18	65	293	581
CZK/PLN	-15%	-15%	(2)	(1)	-	-	(2)	(1)
			<b>1 125</b>	<b>1 274</b>	<b>571</b>	<b>892</b>	<b>1 696</b>	<b>2 166</b>

Variations of currency rates described above were calculated based on average volatility of particular currency rates and on analysts' forecasts.

Sensitivity of financial instruments for currency risk was calculated as a difference between the initial carrying amount of financial instruments (excluding derivative instruments) and their potential amount calculated using assumed changes in currency rates.

Fair value of currency forwards and foreign exchange swaps is calculated based on discounted future cash flows of concluded transactions as a difference between forward price and transaction price.

The impact of variations in exchange rates on the fair value of derivatives is estimated at constant level of interest rates.

#### 8.4.6.3. The risk of interest rates changes

##### Structure of financial instruments subject to risk of interest rates changes

Financial instruments by class	NOTE	WIBOR		LIBOR USD		EURIBOR		PRIBOR		Total	
		31/12/2015	31/12/2014	31/12/2015	31/12/2014	31/12/2015	31/12/2014	31/12/2015	31/12/2014	31/12/2015	31/12/2014
<b>Financial assets</b>											
Loans granted	8.2.4	51	50	13	-	-	356	-	618	64	1 024
Hedging instruments	8.2.4	-	-	733	-	80	-	-	-	813	-
Cash pool	8.2.4	31	193	-	-	-	-	-	-	31	193
		<b>82</b>	<b>243</b>	<b>746</b>	<b>-</b>	<b>80</b>	<b>356</b>	<b>-</b>	<b>618</b>	<b>908</b>	<b>1 217</b>
<b>Financial liabilities</b>											
Bonds	8.2.10.3	1 916	1 919	-	-	-	-	-	-	1 916	1 919
Loans	8.2.10.1	805	455	585	526	2 823	3 942	-	615	4 213	5 538
Borrowings	8.2.10.2	-	-	39	240	554	-	-	-	593	240
Hedging instruments	8.2.12	99*	111*	813	11	186*	193*	-	-	999**	204**
Cash pool	8.2.12	555	400	-	-	-	-	-	-	555	400
		<b>3 375</b>	<b>2 885</b>	<b>1 437</b>	<b>777</b>	<b>3 563</b>	<b>4 135</b>	<b>-</b>	<b>615</b>	<b>8 276**</b>	<b>8 301**</b>

\* In the position financial liabilities – hedging instruments, the Company recognized in 2015 and in 2014 cross interest rate swaps (CIRS) amounted to PLN 99 million and PLN 111 million, respectively, which are sensitive to both WIBOR and EURIBOR interest rates changes.

\*\* The position total as at 31 December 2015 and as at 31 December 2014 includes the valuation of CIRS of PLN 99 million and PLN 111 million.

### Sensitivity analysis for the interest rates changes

Interest rate	Assumed variations		Influence on result before tax		Influence on hedging reserve		Total	
	31/12/2015	31/12/2014	2015	2014	2015	2014	2015	2014
WIBOR	+0.5p.p.	+0.5p.p.	(16)	(13)	(44)	(3)	(60)	(16)
LIBOR USD	+0.5p.p.	+0.5p.p.	(3)	(4)	13	14	10	10
EURIBOR	+0.5p.p.	+0.5p.p.	(17)	(18)	95	70	78	52
			<b>(36)</b>	<b>(35)</b>	<b>64</b>	<b>81</b>	<b>28</b>	<b>46</b>
WIBOR	-0.5p.p.	-0.5p.p.	16	13	45	3	61	16
			<b>16</b>	<b>13</b>	<b>45</b>	<b>3</b>	<b>61</b>	<b>16</b>

The above interest rates variations were calculated based on observations of average interest rates fluctuations.

Low interest rates of EURIBOR and LIBOR USD both at the end of 2015 and 2014 and market forecasts for further periods caused that the Company did not take the further decrease of these interest rates, in the sensitivity analysis into consideration.

The sensitivity analysis was performed on the basis of instruments held as at 31 December 2015 and as at 31 December 2014, the influence of interest rates changes was presented on annual basis.

The sensitivity of financial instruments for the risk of interest rate changes was calculated as arithmetic product of the balance of accounting items, sensitive to interest rates changes (excluding derivatives) multiplied by adequate variation of interest rates. For derivatives in sensitivity analysis for the risk of interest rates changes interest rate curve displacement due to potential reference rate change was used, provided that other risk factors remain constant.

#### 8.4.6.4. Liquidity and credit risk

##### Liquidity risk

##### Maturity analysis for financial liabilities as at 31 December 2015

	NOTE	up to 1 year	from 1 to 3 years	from 3 to 5 years	above 5 years	Total	Carrying amount
Bonds	8.2.10.3	352	1 003	1 125	-	2 480	2 301
floating-rate bonds - undiscounted value		63	993	1 017	-	2 073	1 916
fixed rate bonds - undiscounted value		289	10	108	-	407	385
Loans - undiscounted value	8.2.10.1	269	1 017	2 720	435	4 441	4 213
Borrowings - undiscounted value	8.2.10.2	593	-	-	2 141	2 734	2 728
Trade liabilities	8.2.13	3 329	-	-	-	3 329	3 329
Investment liabilities	8.2.12, 8.2.13	1 204	196	14	89	1 503	1 503
Embedded derivatives and hedging instruments - undiscounted value	8.2.12	688	205	34	-	927	1 001
gross exchange amounts, incl.:		5	8	14	-	27	107
currency interest rate swaps	8.2.12	(2)	8	14	-	20	99
net exchange amounts, incl.:		683	197	20	-	900	894
commodity swaps	8.2.12	651	151	-	-	802	797
Cash pool	8.2.12	555	-	-	-	555	555
Liabilities on cash flows settled hedge instruments	8.2.12	92	-	-	-	92	92
Other	8.2.12, 8.2.13	127	32	22	45	226	226
		<b>7 209</b>	<b>2 453</b>	<b>3 915</b>	<b>2 710</b>	<b>16 287</b>	<b>15 948</b>

##### Maturity analysis for financial liabilities as at 31 December 2014

	NOTE	up to 1 year	from 1 to 3 years	from 3 to 5 years	above 5 years	Total	Carrying amount
Bonds	8.2.10.3	285	842	1 268	103	2 498	2 229
floating-rate bonds - undiscounted value		71	832	1 258	-	2 161	1 919
fixed rate bonds - undiscounted value		214	10	10	103	337	310
Loans - undiscounted value	8.2.10.1	551	375	4 645	302	5 873	5 538
Borrowings - undiscounted value	8.2.10.2	240	-	-	2 142	2 382	2 375
Trade liabilities	8.2.13	5 063	-	-	-	5 063	5 063
Investment liabilities	8.2.12, 8.2.13	703	14	110	-	827	827
Embedded derivatives and hedging instruments - undiscounted value	8.2.12	964	1 454	39	5	2 462	2 555
gross exchange amounts, incl.:		(10)	(2)	17	-	5	112
currency interest rate swaps	8.2.12	(11)	(2)	17	-	4	111
net exchange amounts, incl.:		974	1 456	22	5	2 457	2 443
commodity swaps	8.2.12	926	1 415	-	-	2 341	2 327
Cash pool	8.2.12	400	-	-	-	400	400
Other	8.2.12, 8.2.13	120	28	20	41	209	209
		<b>8 326</b>	<b>2 713</b>	<b>6 082</b>	<b>2 593</b>	<b>19 714</b>	<b>19 196</b>

In 2015 and in 2014 for currency interest rate swaps the level of discount rates cause that undiscounted value is a financial asset and discounted value is a financial liability.

As at 31 December 2015 and as at 31 December 2014 the maximum possible indebtedness due to loans for the Company amounted to PLN 13,169 million and PLN 13,303 million, respectively. As at 31 December 2015 and as at 31 December 2014, PLN 5,990 million and PLN 5,394 million, respectively, remained unused.

The value of guarantees regarding liabilities to third parties granted during ongoing operations as at 31 December 2015 and as at 31 December 2014 amounted to PLN 203 million and PLN 219 million, respectively. These concern mainly: civil-law guarantees of contract performance and public-law guarantees resulting from generally applicable regulations secured regularity of business licensed in the liquid fuels sector and resulting from this activity tax and customs receivables, etc.

In addition, guarantees and sureties granted on behalf of related parties to third parties as at 31 December 2015 and as at 31 December 2014 amounted to PLN 7,243 million and PLN 6,462 million, respectively. They concerned the timely payment of related parties liabilities. The Company received revenues from guarantees given in 2015 and in 2014 of PLN 11 million and PLN 14 million, respectively.

Based on analysis and forecasts as at the end of the reporting period, the Company recognized the probability of payment of the above amounts as low.



## Credit risk

Based on the analysis of balances of receivables the customers were divided into:

- Group I – customers with very good or good history of cooperation in the current year;
- Group II – other customers.

### The division of not past due receivables

	NOTE	31/12/2015	31/12/2014
Group I		2 469	3 654
Group II		973	515
	8.2.8	<b>3 442</b>	<b>4 169</b>

### The ageing analysis of current receivables past due, but not impaired as at the end of the reporting period

	NOTE	31/12/2015	31/12/2014
up to 1 month		92	104
from 1 to 3 months		29	18
from 3 to 6 months		2	2
from 6 to 12 months		2	18
above 1 year		-	1
	8.2.8	<b>125</b>	<b>143</b>

### Change in impairment allowances of trade and other receivables

	2015	2014
At the beginning of the period	293	284
Recognition	18	51
Reversal	(16)	(31)
Usage	(25)	(11)
	<b>270</b>	<b>293</b>

Recognition and reversal of impairment allowances of receivables are recognized in other operating activity in relation to principal amount and in financial activities in relation to interest for delayed payments.

The Company as at 31 December 2015 and as at 31 December 2014 received bank and insurance guarantees of PLN 1,117 million and PLN 1,065 million, respectively. Additionally, the Company receives from its customers securities such as blockade of cash on bank accounts, mortgage and bills of exchange.

## 8.5. OTHER EXPLANATORY NOTES

### 8.5.1. Concessions held

The Company's operations required concessions, due to their importance to the public interest.

31/12/2015	Remaining concession periods (in years)
Electrical energy: manufacturing, distribution, trade	10
Heating energy: manufacturing, transmission, distribution, trade	10 - 15
Liquid and gaseous fuels: manufacturing, trade, storage	10 - 15
Natural gas: trade in Poland and abroad	10
Rock salt: exploration and recognition	2.5

As at 31 December 2015 and as at 31 December 2014 the Company had no liabilities related to concession services in scope of IFRIC 12 – Service concession arrangements.

## 8.5.2. Lease

### 8.5.2.1. The Company as a lessee

#### Operating lease

As at 31 December 2015 and as at 31 December 2014 the Company was a lessee under non-cancellable operating lease agreements which regard the lease of caverns. Agreement includes clauses concerning contingent rent payables and they can be prolonged.

The total lease payments, resulting from non-cancellable operating lease agreements recognised as expenses in 2015 and in 2014 amounted to PLN (36) million and PLN (31) million, respectively.

Future minimum lease payments under non-cancellable operating lease agreements:

	31/12/2015	31/12/2014
up to 1 year	36	32
from 1 to 5 years	172	156
above 5 years	38	38
	<b>246</b>	<b>226</b>

#### Finance lease

The Company as at 31 December 2015 and as at 31 December 2014 was a lessee under the finance lease agreements which relate mainly to the buildings and construction, machinery, equipment and cars.

In concluded lease agreements, the general conditions of finance lease are effective, they do not contain any clauses concerning contingent rent payables, give the possibility to purchase the leased equipment and eventually be prolonged.

	NOTE	Present value of future minimum lease payments		Value of future minimum lease payments	
		31/12/2015	31/12/2014	31/12/2015	31/12/2014
up to 1 year		21	18	25	22
from 1 to 5 years		54	48	66	60
above 5 years		45	41	54	51
	8.2.12, 8.2.13	<b>120</b>	<b>107</b>	<b>145</b>	<b>133</b>

The difference between the total value of future minimum lease payments and their present value results from discounting of lease payments by the interest rate implicit in the proper agreement.

### 8.5.3. Investments expenditures incurred and future commitments resulting from signed investment contracts

The total amount of investment expenditures together with borrowing costs incurred in 2015 and in 2014 amounted to PLN 1,869 million and PLN 2,358 million, respectively, including PLN 244 million and PLN 467 million of investments relating to environmental protection.

As at 31 December 2015 and as at 31 December 2014 future commitments resulting from contracts signed until this date amounted to PLN 1,291 million and PLN 1,993 million, respectively.

### 8.5.4. Contingent liabilities

As at 31 December 2015 there were no significant contingent liabilities.

Information on significant court proceedings is presented in [note 8.8](#).

### 8.5.5. Excise tax guarantees

Excise tax guarantees and excise tax on goods and merchandise under the excise tax suspension procedure as at 31 December 2015 and as at 31 December 2014 amounted to PLN 1,362 million and PLN 1,184 million, respectively.

### 8.5.6. Related party transactions

As at 31 December 2015 and as at 31 December 2014 and in 2015 and in 2014 were no material transactions of related parties with:

- members of the Management Board and the Supervisory Board of the Company and their relatives,
- key executive personnel of the Company.

#### Transactions and balances of settlements of the Company with related parties

	Subsidiaries		Jointly- controlled entities		Total	
	2015	2014	2015	2014	2015	2014
Sales	29 697	38 482	2 816	2 945	32 513	41 427
Purchases	2 953	4 062	28	27	2 981	4 089
Finance income, incl.:	555	1 187	190	-	745	1 187
<i>dividends</i>	535	1 090	190	-	725	1 090
Finance costs	66	56	-	-	66	56

	Subsidiaries		Jointly- controlled entities		Total	
	31/12/2015	31/12/2014	31/12/2015	31/12/2014	31/12/2015	31/12/2014
Trade and other receivables	1 318	2 268	508	572	1 826	2 840
Other financial assets	90	1 313	-	-	90	1 313
Trade and other liabilities	348	406	4	3	352	409
Borrowings and bonds	3 013	2 584	-	-	3 013	2 584
Other financial liabilities	565	412	-	-	565	412

Below transactions with related parties include mainly sales and purchase of refinery and petrochemicals products, and sales and purchase of services.

In 2015 and in 2014, there were no significant transactions in the Company with related parties on other than as arm's length basis.

#### 8.5.7. Remuneration together with profit-sharing paid and due or potentially due to the Management Board, the Supervisory Board and other member of key executive personnel

	2015	2014
<b>Remuneration of the Management Board Members of the Company performing duties in the current year</b>	<b>13.5</b>	<b>11.7</b>
<i>remuneration and other benefits</i>	7.2	6.8
<i>bonus paid for the previous year</i>	6.3	4.9
<b>Bonuses potentially due to the Management Board Members of the Company performing duties in the current year, to be paid in the next year</b>	<b>6.7</b>	<b>6.4</b>
<b>Remuneration and other benefits paid and due to the former Management Board Members of the Company *</b>	<b>3.4</b>	<b>1.4</b>
<b>Remuneration and other benefits of the key executive personnel of the Company</b>	<b>37.1</b>	<b>35.0</b>
<b>Remuneration of the Supervisory Board Members of the Company</b>	<b>1.5</b>	<b>1.3</b>

\* In 2015, remuneration paid due to severance payment and for non-competition, remuneration due for non-competition; in 2014 severance payment and bonus paid for the year 2011.

The Management Board's, the Supervisory Board's and other key executive personnel's remuneration includes short-term employee benefits, post-employment benefits, other long-term employee benefits and termination benefits paid, due and potentially due during the period.

#### Bonus systems for key executive personnel

The regulations applicable to PKN ORLEN Management Board and other key positions in PKN ORLEN have certain common features. The persons subject to the above mentioned systems are remunerated for the accomplishment of specific goals set at the beginning of the bonus period, by the Supervisory Board for the Management Board Members and by the Management Board for the key executive personnel. The Bonus Systems are consistent with the Concern's Values, so as to promote the cooperation between individual employees in view to achieve the best possible results for the PKN ORLEN.

The goals so-said are qualitative or quantitative and are accounted for the end of the year for which they were set. Regulation gives the possibility to promote employees, who significantly contribute to the achieved results.

#### Remuneration regarding non-competition clause and dissolution of the contract as a result of dismissal from the position held

According to agreements, Members of the PKN ORLEN Management Board are obliged to obey a non-competition clause for 6 or 12 months, starting from the date of termination or expiration of the contract. In the period, they are entitled to receive remuneration in the amount of six or twelve basic monthly remuneration, payable in equal monthly instalments. In addition, agreements include remuneration payments in case of dissolution of the contract because of dismissal from the position held. Remuneration in such a case is six or twelve basic monthly remuneration.

Directors directly subordinate to the Management Board of PKN ORLEN are standard required from the date of termination or expiry of the agreement to refrain from competitive activity for a period of 6 months. At that time they receive a salary equal to 50% of six-month basic salary, payable in 6 equal monthly installments. While briefing for termination of contract by the Employer is typically six basic monthly remuneration.

Information on remuneration is presented in details in point 2.12 of the Management Board Report on the operations of PKN ORLEN.

#### 8.5.8. Remuneration arising from the agreement with the entity authorized to conduct audit of the financial statements

	2015	2014
<b>Remuneration of KPMG Audyt Sp. z o.o.</b>	<b>1.3</b>	<b>3.0</b>
<i>audit and reviews of the financial statements</i>	1.1	1.3
<i>additional services</i>	0.2	1.7

In the period covered by the foregoing separate financial statements the entity authorized to conduct audit of the Company's financial statements was KPMG Audyt Sp. z o.o. According to the agreement concluded on 30 May 2005 with subsequent amendments KPMG Audyt Sp. z o.o. executed and executes the interim reviews and audits of separate and consolidated financial statements in years 2005 – 2016.

## 8.6. ACCOUNTING PRINCIPLES

### 8.6.1. Impact of IFRS amendments and interpretations on separate financial statements of the Company

#### IFRSs and their interpretations, announced and adopted by the European Union, not yet effective

The Company intends to adopt new standards and amendments listed below to the standards and interpretations to IFRSs that are published by the International Accounting Standards Board, but not effective as at the date of publication of these financial statements, in accordance with their effective date.

	Possible impact on financial statements
Amendments to IAS 16 - Property, Plant and Equipment and IAS 41 - Agriculture: Agriculture - Bearer Plants	no impact expected
Amendments to IAS 16 - Property, Plant and Equipment and IAS 38 - Intangible Assets: Clarification of Acceptable Methods of Depreciation and Amortisation	no impact expected
Amendments to IAS 19 Employee Benefits entitled Defined Benefit Plans: Employee Contributions	no impact expected
Improvements to International Financial Reporting Standards 2012-2014	no impact expected
Amendments to IAS 27 - Separate Financial Statements: Equity Method in Separate Financial Statements	no impact expected
Amendments to IFRS 11 - Joint Arrangements: Accounting for Acquisitions of Interests in Joint Operations	no impact expected

#### Standards and Interpretations adopted by International Accounting Standard Board (IASB), waiting for approval of EU

	Possible impact on financial statements
New standard IFRS 9 - Financial Instruments	impact*
New standard IFRS 15 - Revenue from Contracts with Customers	impact*
IFRS 16 - Leasing	impact*
Amendments to IAS 7 - Statement of Cash Flows - Disclosure initiative	no impact expected
Amendments to IAS 12 - Income Taxes - Recognition of Deferred Tax Assets for Unrealized Losses	no impact expected
Amendments to IFRS 10 - Consolidated Financial Statements and IAS 28 - Investments in Associates: Sale or Contribution of Assets between an Investor and its Associate or Joint Venture	no impact expected
Amendments to IFRS 10 - Consolidated Financial Statements, IFRS 12 - Disclosure of Interests in Other Entities and IAS 28 - Investments in Associates and Joint Ventures: Investment Entities: Applying the Consolidation Exception	no impact expected
New standard IFRS 14 - Regulatory Deferral Accounts	no impact expected

\* At the time of the initial implementation, the impact of the new standards will depend on specific facts and circumstances relating to the changes. The Company plans to finalize the analysis of the impact of the new standards IFRS 9 and IFRS 15 at the latest by 2017. The impact of the new IFRS 16 will result in the recognition in the separate statement of financial position the Company as a lessee under rent, tenancy, use and lease, which until the first application of the standard is not qualified as a finance lease. The Company plans to finalize the analysis of the impact of the standard IFRS 16 at the latest by 2018.

### 8.6.2. Functional currency and presentation currency of financial statements

The functional currency and presentation currency of the foregoing separate financial statements is Polish Złoty (PLN). The data in the separate financial statements is presented in PLN million, unless in specific situation is stated differently.

### 8.6.3. Description of significant accounting principles used

#### 8.6.3.1. Transactions in foreign currency

The Company recognizes exchange differences arising on the settlement and valuation of monetary items or on translating monetary items at rates different from those at which they were translated on initial recognition in profit or loss of the period in which they arise.

#### 8.6.3.2. Sales revenue

Revenues include received or due payments for delivered goods or services rendered decreased by the amount of any trade discounts, value added tax (VAT), excise tax and fuel charges.

Revenues from sale are adjusted for profit or loss from settlement of cash flows hedging instruments related to above mentioned revenues.

#### 8.6.3.3. Costs

Cost of sales comprises cost of finished goods, merchandise and raw materials sold and adjustments related to inventories written down to net realizable value.

Costs are adjusted for gains or losses from settlement of cash flow hedging instruments relating to these costs.

Distribution expenses include selling brokerage expenses, trading expenses, advertising and promotion expenses as well as distribution expenses.

Administrative expenses include expenses relating to management and administration of the Company as a whole.

#### 8.6.3.4. Income tax expenses (tax expense)

Income tax expenses (tax expense) comprise of current tax and deferred tax.

Current tax is determined in accordance with the relevant tax law based on the taxable profit for a given period and is recognized as liability, in the amount which has not been paid or receivable, if the amount of the current and prior periods income tax paid exceeds the amount due the excess is recognized.

Deferred tax assets and liabilities are offset on the level of separate statement of the financial positions.

#### 8.6.3.5. Property, plant and equipment

Property, plant and equipment include both fixed assets (assets that are in the condition necessary for them to be capable of operating in the manner intended by management) as well as construction in progress (assets that are in the course of construction or development necessary for them to be capable of operating in the manner intended by management).

Property, plant and equipment are initially measured at cost, including grants related to assets. The cost of an item of property, plant and equipment comprises its purchase price, including any costs directly attributable to bringing the asset into use.

The cost of an item of property, plant and equipment includes also the initial estimate of the costs of dismantling and removing the item and restoring the site on which it is located, the obligation for which is connected with acquisition or construction of an item of property, plant and equipment.

Property, plant and equipment are stated in the statement of financial position prepared at the end of the reporting period at the net book value i.e. the amount at which an asset is initially recognized (cost) less accumulated depreciation and any accumulated impairment losses, as well as received grants for assets.

Depreciation of an item of property, plant and equipment begins when it is available for use, i.e. when it is in the location and condition necessary for it to be capable of operating in the manner intended by management, over the period reflecting its estimated useful life, considering the residual value. Fixed assets are depreciated with straight-line method and in justified cases units of production method of depreciation (catalysts).

The depreciable amount of an asset is determined after deduction of the residual value from the initial value.

Each part of an item of property, plant and equipment with a cost that is significant in relation to the total cost of the item is depreciated separately over the period reflecting its useful life.

The following standard useful lives are used for property, plant and equipment:

Building and constructions	10-40 years
Machinery and equipment	4-35 years
Vehicles and other	2-20 years

The depreciation method, the residual value and the useful life of property, plant and equipment are verified at least at the end of each year. When necessary, the adjustments to depreciation expense are accounted for in next periods (prospectively).

The costs of significant repairs and regular maintenance programs are recognized as property, plant and equipment and depreciated in accordance with their useful lives. The costs of current maintenance of property, plant and equipment are charged to profit or loss in the period in which they are incurred.

Property, plant and equipment are tested for impairment, when there are indicators or events that may imply that the carrying amount of those assets may not be recoverable.

Recognition and reversal of impairment allowance of property, plant and equipment is recognized in other operating activities.

#### 8.6.3.6. Intangible assets

An intangible asset shall be measured initially at acquisition or production cost and shall be presented in the financial statements in its net carrying amount, including grants related to assets (IAS 20).

Intangible assets with definite useful life are amortised using straight-line method. Amortization shall begin when the asset is available for use, i.e. when it is in the location and condition necessary for it to be capable of operating in the manner intended by management. The asset shall be amortised over the period reflecting its estimated useful life.

Standard useful lives of intangible assets are from 2 to 15 years for concessions, licenses, patents and similar and from 2 to 10 years for software.

The amortization method and useful life of intangible asset item are verified at least at the end of each year. When necessary, the adjustments to amortization expense are accounted for in the future periods (prospectively).

Intangible assets with an indefinite useful life shall not be amortised. Their value is decreased by the eventual impairment allowances. Additionally, the useful life of an intangible asset that is not being amortised shall be reviewed each period to determine whether events and circumstances continue to support an indefinite useful life assessment for that asset.

Recognition and reversal of impairment allowances on intangible assets is recognized in other operating activities.

##### 8.6.3.6.1. Rights

The main item of rights is CO<sub>2</sub> emission rights, which are initially recognized as intangible assets, not amortised (assuming the high residual value), but tested for impairment.

Granted emission allowances should be presented as intangible assets in correspondence with deferred income at fair value as at the date of registration. Purchased allowances should be presented as intangible assets at purchase price and are not amortised (assuming the high residual value) but tested for impairment.

For the estimated CO<sub>2</sub> emission during the reporting period, a provision should be created (taxes and charges).

Grants should be recognized on a systematic basis to ensure proportionality with the related costs which the grants are intended to compensate.

Outgoing of allowances is recognized using FIFO method (First In, First Out) within the individual types of rights (EUA, ERU, CER).

Rights also include rights to so called colourful energy.

#### 8.6.3.7. Impairment of non-current assets

The Company evaluates for impairment and the estimated recoverable amount of property, plant and equipment, intangible assets and shares in associated companies in accordance with IAS 36.

At the end of the reporting period, the Company assesses whether there are indicators that an asset or cash-generating unit (CGU) may be impaired or any indicators that the previously recognized impairment should be reversed.

If any indicator exists, the Company estimates the recoverable amount of asset or CGU by determining the greater of its fair value less costs of disposal or value in use by applying the proper discount rate.

Assets which do not generate the independent cash flows are grouped on the lowest level on which cash flows, independent from cash flows from other assets, are generated (CGU). If such case occurs, the recoverable amount is determined on the CGU level, to which the asset belongs.

#### **8.6.3.8. Investments in subsidiaries, jointly controlled entities and associates**

Investments in subsidiaries, jointly controlled entities and associates that are not classified as held for sale (or not as a part of a disposal the company classified as held for sale in accordance with IFRS 5), are recognized at cost less impairment allowances.

Non repayable additional payments to equity with non-confirmed repayment date are presented in shares in the transferring payment entity and shall be treated as an investment.

Repayable additional payments to equity are initially recognized at fair value in the short-term or long-term receivables depending on the date of return, i.e. up to 12 months- a short-term receivables or more than 12 months as long-term receivables.

Recognition and reversal of impairment allowances of shares are presented in financing activities.

#### **8.6.3.9. Inventories**

Inventories, including mandatory reserves comprise products, semi-finished products and work in progress, merchandise and materials.

Finished goods, semi-finished products and work in progress are measured initially at production cost. Production costs include costs of materials and costs of conversion for the production period. Costs of production include also a systematic allocation of fixed and variable production overheads estimated for normal production level.

Finished goods, semi-finished products and work in progress shall be measured at the end of the reporting period at the lower of cost and net realizable value, after deducting any impairment losses.

Outgoings of finished goods, semi-finished products and work in progress are determined based on the weighted average cost of production.

Merchandise and materials are measured initially at acquisition cost, while as at the end of the reporting period merchandise and raw materials are measured at the lower of cost or net realizable value.

Outgoings of merchandise and raw materials is determined based on the weighted average acquisition cost or production cost formula.

Impairment tests for specific items of inventories are carried out on a current basis during a reporting period. Write-down to net realizable value concerns inventories that are damaged or obsolete and the selling price have fallen.

Raw materials held for use in the production are not written down below acquisition or production cost if the products in which they will be incorporated are expected to be sold at or above cost. However, when a decline in the price of materials indicates that the cost of the products exceeds net realizable value, the materials are written down to net realizable value.

Recognition and reversal of impairment loss of inventories is recognized in cost of sales.

#### **8.6.3.10. Receivables**

Receivables, including trade receivables, are recognised initially at fair value increased by transaction costs and subsequently at amortised cost using the effective interest method less impairment allowances.

Impairment allowances of receivables are based on the individual analysis on the value of held collaterals, and based on the possible mutual compensation of debts.

Recognition and reversal of impairment allowances on receivables are recognized in other operating activity in relation to principal amount and in financial activities in relation to interest for delay payments.

#### **8.6.3.11. Cash**

The Company has cash comprises cash on hand and in a bank accounts. Valuation and outflows of cash and cash equivalents in foreign currencies are based on FIFO (First In First Out) method.

#### **8.6.3.12. Equity**

##### **8.6.3.12.1. Share capital**

The share capital is an equity paid by shareholders and is stated at nominal value in accordance with the Company's articles of association and the entry in the Commercial Register.

Share capital as at 31 December 1996, in accordance with IAS 29, § 24 and 25, was revalued based on monthly price indices of consumer goods and services.

##### **8.6.3.12.2. Share premium**

Share premium is created by the surplus of the issuance value in excess of the nominal value of shares decreased by issuance costs. Capital from issue of shares above their nominal value as at 31 December 1996, in accordance with IAS 29, § 24 and 25, was revalued based on monthly price indices of consumer goods and services.

##### **8.6.3.12.3. Hedging reserved**

Hedging reserve relates to valuation and settlement of hedging instruments that meet the criteria of cash flow hedge accounting. The Company applies cash flow hedge accounting to hedge commodity risk, exchange rate risk and interest rate risk. Changes in fair value, which are an ineffective part of the hedge relationship are recognised in statement of profit or loss.

##### **8.6.3.12.4. Retained earnings**

Retained earnings include:

- reserve capital created and used in accordance with the Commercial Companies Code,
- actuarial gains and losses from post-employment benefits,
- the current reporting period profit/loss,
- other capitals created and used according to the rules prescribed by law.



### 8.6.3.13. Liabilities

Liabilities, including trade liabilities, are initially measured at fair value, increased by, in case of financial liability not qualified as those measured at fair value through the profit or loss, transaction cost and subsequently at amortised cost using the effective interest rate method.

### 8.6.3.14. Provisions

The amount recognized as a provision is the best estimate of the expenditure required to settle the present obligation at the end of the reporting period.

The provisions are reviewed on a regular basis during reporting period and adjusted to reflect the current best estimate.

### 8.6.3.15. Environmental provision

The Company creates provisions for future liabilities due to reclamation of contaminated land or water or elimination of harmful substances if there is such a legal or constructive obligation. Environmental provision for reclamation is periodically reviewed on the basis of contamination assessment.

### 8.6.3.16. Jubilee bonuses and post-employment benefits

Under the remuneration plans employees of the Company are entitled to jubilee bonuses, paid to employees after elapse of a defined number of years in service as well as retirement and pension benefits, paid once at retirement or pension.

The amount of retirement and pension benefits as well as jubilee bonuses depends on the number of years in service and an employee's average remuneration.

The jubilee bonuses are other long-term employee benefits, whereas retirement and pension benefits are classified as post-employment defined benefit plans.

Provisions are determined by an independent actuary and revalued if there are any indications impacting their value, taking into account the staff turnover and planned growth of wages.

Actuarial gains and losses from post-employment benefits are recognised in components of other comprehensive income and from other employment benefits, including jubilee awards, are recognised in the statement of profit or loss.

### 8.6.3.17. CO<sub>2</sub> emissions, energy certificates

The main item is the estimated CO<sub>2</sub> emissions costs during the reporting period for which the Company recognizes provision in operating activity costs (taxes and charges). Provision is recognized based on the value of allowances recognized in the statement of financial position, taking into account the principle of FIFO. In case of a shortage of allowances, the provision is created based on the purchase price of allowance concluded in forward contracts or market quotations at the reporting date.

### 8.6.3.18. Other provisions

Other provisions include mainly provisions for legal proceedings and are recognized after consideration of all available information, including the opinions of independent experts. The Company recognizes a provision if the existence of the obligation at the end of the reporting period, based on evidence is more likely than not.

If there is more likely that no obligation exists at the end of the reporting period, the Company discloses a contingent liability, unless the possibility of an outflow of resources embodying economic benefits is remote.

### 8.6.3.19. Government grants

Government grants are transfers of resources to the Company by government, government agencies and similar bodies in return for past or future compliance with certain conditions.

Government grants are recognized if there is reasonable assurance that the grants will be received and the entity will comply with the conditions attaching to them.

Grants for cost position (e.g. the cost of CO<sub>2</sub> emissions) are recognised as a reduction of costs as they are incurred. Surplus of received grant over the value of the relevant costs are recognised in other operating income.

Government grants related to assets, are recognized as a decrease of a carrying amount of an asset and as a revenue over the useful life of the amortised asset through the decreased depreciation and amortisation charges.

### 8.6.3.20. Statement of cash flow

The Company has chosen the presentation within the statement of cash flows and applies the following rules:

- cash flow from operating activities using the indirect method,
- the components of cash and cash equivalents in the statement of cash flows and statement of financial position are the same,
- dividends received are presented in cash flows from investing activities,
- dividends paid are presented in cash flows from financing activities,
- interest received due to financial leases, loans, bonds and cash pooling system (cash pool) presents in cash flows from investing activities, other interest received are presented in cash flows from operating activities,
- interest and commissions paid on bank loans and borrowings received, debt securities issued, cash pool, finance leases are presented in cash flows from financing activities, other interest paid is presented in cash flows from operating activities,
- inflows and outflows from the settlement of derivative financial instruments, which are not recognised as a hedging position are presented in investing activities.

### 8.6.3.21. Financial instruments

#### 8.6.3.21.1. Measurement of financial assets and liabilities

At initial recognition, the Company measures financial assets and liabilities at its fair value plus, in the case of a financial asset or a financial liability not at fair value through profit or loss, transaction costs that are directly attributable to the acquisition or issue of the financial assets or financial liability.

At the end of the reporting period the Company measures loans and receivables including trade receivables and investments held to maturity at amortised cost using effective interest rate method.

Gains and losses arising from changes in fair value of derivatives that do not qualify for hedge accounting are recognized in profit or loss of the reporting period.

#### **8.6.3.21.2. Hedge accounting**

Derivatives designated as hedging instruments whose cash flows are expected to offset changes in the cash flows of a hedged item are accounted for in accordance with the cash flow hedge accounting.

The Company assess effectiveness of cash flow hedge at the inception of the hedge and later, at minimum, at each reporting date. In case of cash flow hedge accounting, the Company recognizes in other comprehensive income part of profits and losses connected with the effective part of the hedge, whereas profits or losses connected with the ineffective part - under profit or loss.

The Company uses statistical methods, in particular regression analysis, to assess effectiveness of the hedge.

If a hedge of a forecast transaction subsequently results in the recognition of a financial asset or a financial liability, the associated gains or losses that were recognized in other comprehensive income are reclassified to profit or loss in the same period or periods during which the asset acquired, or liability assumed, affects profit or loss.

However, if the Company expects that all or a portion of a loss recognized in other comprehensive income will not be recovered in one or more future periods, it reclassifies the amount that is not expected to be recovered to profit or loss.

If a hedge of a forecast transaction subsequently results in the recognition of a non-financial asset or a non-financial liability, or a forecast transaction for a non-financial asset or non-financial liability becomes a firm commitment for which fair value hedge accounting is applied, the Company removes the associated gains and losses that were recognized in the other comprehensive income and includes them in the initial cost or other carrying amount of the asset or liability.

If a hedge of a forecast transaction results in the recognition of revenue from sales of products, merchandise, materials or services, the Company removes the associated gains or losses that were recognized in the other comprehensive income and adjusts these revenues.

#### **8.6.3.22. Fair value measurement**

The Company maximises the use of relevant observable inputs and minimizes the use of unobservable inputs to meet the objective of fair value measurement, which is to estimate the price at which an orderly transaction to transfer the liability or equity instrument would take place between market participants as at the measurement date under current market conditions.

The Company measures derivative instruments at fair value using valuation models for financial instruments based on generally available exchange rates, interest rates, forward and volatility curves, for currencies and commodities quoted on active markets.

Fair value of derivatives is based on discounted future flows related to contracted transactions as a difference between term price and transaction price.

Forward rates of exchange are not modeled as a separate risk factor, but they are calculated as a result of spot rate and forward interest rate for foreign currency in relation to PLN.

Derivative instruments are presented as assets, when their valuation is positive and as liabilities, when their valuation is negative.

#### **8.6.3.23. Leasing**

A lease is an agreement whereby a lessor conveys to the lessee in return for a payment or series of payments the right to use an asset for an agreed period of time. Particularly leases are the agreements defined in the Polish Civil Code as well as rent and tenancy agreements concluded for a definite time.

Assets used under the operating lease, that is under the agreement that does not transfer substantially all the risks and rewards incidental to ownership of an asset to the lessee, are recognised as assets of the lessor.

Determining whether the transfer of risks and rewards exists depends on the assessment of essence of the economic substance of the transaction.

#### **8.6.3.24. Contingent assets and liabilities**

Contingent assets are not recognized in the statement of financial position, as this may lead to the recognition of income that may never be realized. If, however, the impact of economic benefits is probable, the Company discloses at the end of the reporting period, the notes brief description of contingent assets and, if practicable, estimates the financial impact of valuing them according to the rules for the valuation of reserves.

Contingent liabilities are not recognized in the statement of financial position, but disclosed in the financial statements, unless the probability of outflow of resources embodying economic benefits is remote.

### **8.7. SIGNIFICANT VALUES BASED ON PROFESSIONAL JUDGEMENT AND ESTIMATES**

The preparation of separate financial statements in accordance with IFRSs requires that the Management Board makes expert estimates and assumptions that affect the applied methods and presented amounts of assets, liabilities and equity, revenues and expenses. The estimates and related assumptions are based on historical expertise and other factors regarded as reliable in given circumstances and their effects provide grounds for professional judgment of the carrying amount of assets and liabilities which is not based directly on any other factors.

In the matters of considerable weight, the Management Board might base its judgments, estimates or assumptions on opinions of independent experts. The judgments, estimates and related assumptions are verified on a regular basis.

#### **8.7.1. Professional judgments**

##### **Financial instruments**

The Management Board assesses the classification of financial instruments, nature and extent of risks related to financial instruments and application of the cash flow hedge accounting. The financial instruments are classified into different categories depending on the purpose of the purchase and nature of acquired asset. Additional information is presented in [note 8.4](#).



## 8.7.2. Estimates

### Estimated useful lives of property, plant and equipment and intangible assets

As described in [note 8.6.3.5.](#) and in [note 8.6.3.6.](#) The Company verifies useful lives of property, plant and equipment and intangible assets at least once at year end. Should the economic useful lives of properties, plant and equipment and intangible assets from 2014 be applied in 2015, the depreciation expense would not change significantly.

### Impairment of non-currents assets

The Management Board assesses whether there is any indicator for impairment of an asset or cash generating unit. If there is an impairment, the estimation of recoverable amount of an asset is made. Additional information, including the sensitivity analysis of value in use, is presented in [notes 8.2.3.](#) and [8.2.5.](#)

### Net realizable values from sale of inventories

The inventory allowances required estimation of the net realizable value based on the most recent sales prices at the moment of estimation. Additional information is presented in [note 8.2.7.](#)

### Impairment of trade and other receivables

The Management Board assesses whether there is any indicator for impairment of receivables taking into account the adopted internal procedures such as individual assessment of each customer with regard to credit risk.

Additional information is presented in [note 8.4.6.4.](#)

## 8.8. INFORMATION ON SIGNIFICANT COURT, ARBITRATION AND ADMINISTRATIVE PROCEEDINGS

### 8.8.1. Proceeding in which the Company acts as a defendant

As at 31 December 2015 the Company was a party in the following significant proceedings in front of court, body appropriate for arbitration proceedings or in front of public administration bodies:

#### 8.8.1.1. Proceedings with the total value exceeding 10% of the Issuer's equity

##### Risk connected with the disposal of assets and liabilities related to purchase of Unipetrol shares

The claim regarding the payment of compensation for losses related among others, to alleged unfair competition of PKN ORLEN included in Agrofert Holding a.s.' (Agrofert) claim and alleged illegal violation of reputation of Agrofert in relation to purchase by PKN ORLEN of UNIPETROL a.s. shares. On 21 October 2010 the Court of Arbitration in Prague dismissed the entire claim of Agrofert against PKN ORLEN regarding the payment of PLN 3,069 million translated using the exchange rate as at 31 December 2015 (representing CZK 19,464 million) with interest and obliged Agrofert to cover the cost of proceedings born by PKN ORLEN. On 3 October 2011 PKN ORLEN received from the common court in Prague (Czech Republic) Agrofert's claim which repealed the sentence of the Arbitration Court attached to the Economic Chamber of the Czech Republic and Agricultural Chamber of the Czech Republic in Prague issued on 21 October 2010. The complaint was dismissed by the court in Prague with the ruling of 24 January 2014. On 7 April 2014 Agrofert appealed the above decision. On 7 April 2015 the court of appeals dismissed the appeal of Agrofert and therefore confirms the earlier judgment of the court of 24 January 2014 dismissing Agrofert's claim which overruled the sentence of the Arbitration Court attached to the Economic Chamber of the Czech Republic and Agricultural Chamber of the Czech Republic in Prague of 21 October 2010. On 4 September 2015 Agrofert appealed to the Supreme Court against the judgment of the court dismissing the appeal. The appeal proceedings are pending.

In the opinion of PKN ORLEN, the decision included in the judgment of the Arbitration Court dated 21 October 2010, in the judgment of the common court in Prague dated 24 January 2014 and in the judgment of the court of appeals dated 7 April 2015 are correct and the company will take all necessary means to retain the judgment in force.

#### 8.8.1.2. Other significant proceeding with the total value not exceeding 10% of the Issuer's equity

##### Power transfer fee in settlements with ENERGA – OPERATOR S.A. (legal successor of Zakład Energetyczny Płock S.A.)

Court proceeding concerning the settlement of a disputed system fee of PKN ORLEN with ENERGA – OPERATOR S.A. for the period from 5 July 2001 to 30 June 2002. ENERGA – OPERATOR S.A. claims from PKN ORLEN payment of PLN 46 million plus statutory interest. During the retrial, an opinion was prepared by an expert witness for the variant damages calculation. The District Court in Warsaw (as the initial court) by its judgment from 27 October 2014 ordered PKN ORLEN to pay to ENERGA - OPERATOR S.A. the amount of PLN 46 million, together with statutory interest from 30 June 2004 to the date of payment. This judgment is not binding. PKN ORLEN filed an appeal against this judgment. On 12 November 2015 the first hearing before the Court of Appeal was held. The consecutive hearing date is expected to be announced.

On 29 June 2015 PKN ORLEN received consecutive claim on this case, in which ENERGA-OPERATOR S.A. requests approximately PLN 13.3 million in addition. The case is pending in front of the District Court in Łódź. On 10 July 2015 a response to the lawsuit was filed, which questioned the claim as unfounded. On 22 December 2015 the District Court in Łódź issued a judgment, which overruled the request of ENERGA-OPERATOR S.A. that PKN ORLEN is ordered to pay PLN 13 million and adjudged the return of proceeding's expenses by ENERGA-OPERATOR S.A to PKN ORLEN. On 29 January 2016 ENERGA-OPERATOR S.A. appealed against the judgment of the District Court in Łódź.

##### Claim of OBR S.A. for compensation

On 5 September 2014, the company OBR S.A. filed an action against PKN ORLEN with the District Court in Łódź for a claim for payment in respect of an alleged breach by PKN ORLEN of patent rights: 'The technique of the separation of hydrodesulfurization products of heavy residue after extractive distillation of crude oil'. The amount of the claim in the lawsuit has been estimated by the OBR S.A. of approximately PLN 83 million. The claim covers the adjudged sum of money from PKN ORLEN for the OBR S.A. in the amount corresponding to the market value of the license fee for the use of the solution under the above patent and adjudge the obligation to repay the benefits derived from the use of this solution. On 16 October 2014, PKN ORLEN responded to the lawsuit. The value of the dispute was referred to by the plaintiff in a procedural document from 11 December 2014 in the amount of PLN 247

million. By the court order from 21 May 2015 the parties were directed to mediation. Mediation is ongoing. In the opinion of PKN ORLEN the claim of patent infringement is without merit.

#### **8.8.2. Court proceedings in which the Company acts as plaintiff**

##### **Arbitration proceedings against Basell Europe Holding B.V.**

On 20 December 2012 PKN ORLEN sent an arbitration request to Basell Europe Holdings B.V. regarding an ad hoc proceeding before the Court of Arbitration in London on compensation relating to Joint Venture Agreement signed in 2002 between PKN ORLEN and Basell Europe Holdings B.V. The claims follow from the use by Basell Sales & Marketing Company so-called *Cash Discounts* which effectively led to a lower product price payable to Basell ORLEN Polyolefins Sp. z o.o. On 27 February 2014 PKN ORLEN submitted its statement on this case, according to which, inter alia, it requests payments from Basell Europe Holdings B.V. to Basell ORLEN Polyolefins Sp. z o.o. in the amount of approximately PLN 128 million, translated using the exchange rate as at 31 December 2015 (representing approximately EUR 30 million) plus interest, or alternatively, from Basell Europe Holdings B.V. to PKN ORLEN the amount of approximately PLN 57 million, provided that the amounts may be adjusted during arbitration proceedings. On 10 April 2014 PKN ORLEN submitted an application for suspension of the arbitration proceedings until 1 November 2014. Basell Europe Holdings B.V. accepted this request. On 23 April 2014 the parties received the Tribunal's decision

regarding the suspension of the proceeding until 1 November 2014. On 1 November 2014, the arbitration proceedings were resumed. On 24-26 March 2015 an evidentiary hearing was held in London in which the parties summarized their case positions and some witnesses and experts were interviewed. On 27 March 2015, the Court of Arbitration issued a procedural ordinance which established the schedule for further proceedings, including the order of submission of further pleadings by the parties. On 29 May 2015 the two parties submitted letters in which referred to the position of the opposing party in terms of summaries of the case. Additionally, the parties requested expenditures and costs incurred in arbitration proceedings. Further proceedings are not envisaged. Parties awaiting a judgment.

## **9. EVENTS AFTER THE END OF THE REPORTING PERIOD**

After the end of the reporting period there were no events required to be included in the foregoing separate financial statements.

## 10. STATEMENTS OF THE MANAGEMENT BOARD AND APPROVAL OF THE FINANCIAL STATEMENT

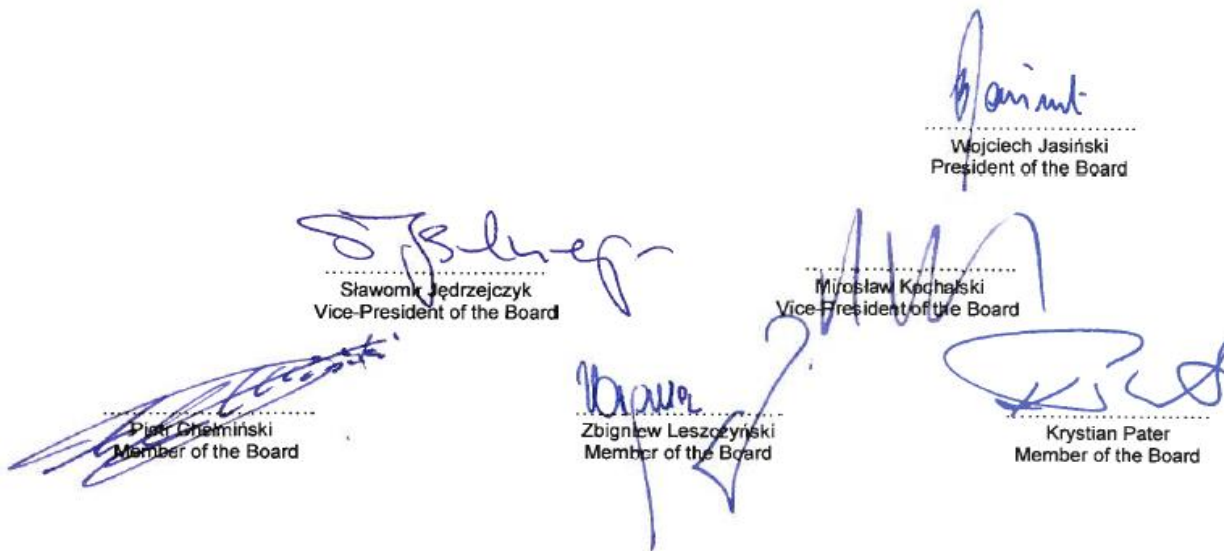
### In respect of the reliability of preparation of separate financial statements

The Management Board of PKN ORLEN hereby declares that to the best of their knowledge the foregoing separate financial statements and comparative data were prepared in compliance with the accounting principles applicable to the Company in force and that they reflect true and fair view on financial position and financial result of the Company and that the Management Board Report on the Operations presents true overview of business situation of the Company, including basic risks and exposures.

### In respect of the entity authorized to conduct audit of financial statements

The Management Board of PKN ORLEN declares that the entity authorized to conduct audit was selected in compliance with the law and that the entity and auditors conducting the audit met the conditions to issue an independent opinion in compliance with relevant regulations.

The foregoing separate financial statements were approved by the Management Board on 23 March 2016.



.....  
Wojciech Jasiński  
President of the Board

.....  
Sławomir Jędrzejczyk  
Vice-President of the Board

.....  
Mirosław Kochalski  
Vice-President of the Board

.....  
Piotr Chęćmiński  
Member of the Board

.....  
Zbigniew Leszczyński  
Member of the Board

.....  
Krystian Pater  
Member of the Board

Signature of a person responsible for  
keeping accounting books



.....  
Rafał Warpechowski  
Executive Director  
Planning and Reporting



Polski Koncern Naftowy ORLEN  
Spółka Akcyjna



# POLSKI KONCERN NAFTOWY ORLEN SPÓŁKA AKCYJNA



## MANAGEMENT BOARD REPORT ON THE OPERATIONS



FOR THE YEAR ENDED 31 DECEMBER 2015



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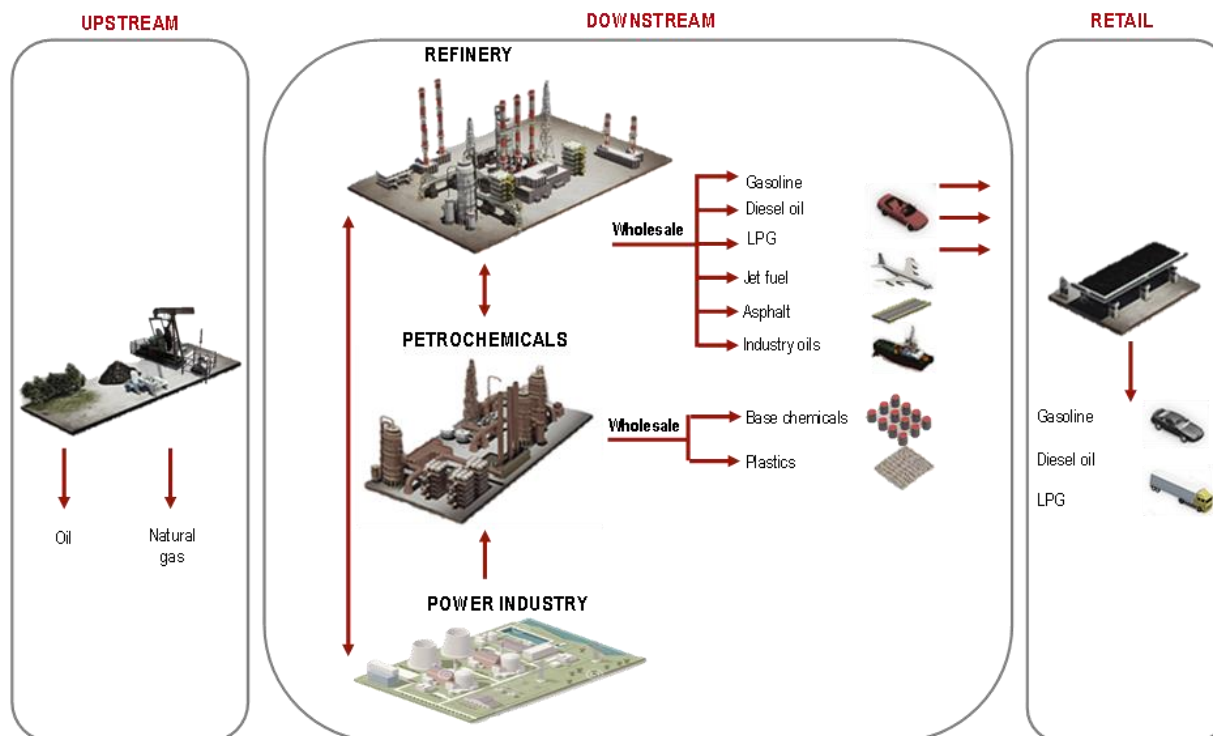
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## 1. WHO WE ARE

### 1.1. Introduction

Polski Koncern Naftowy ORLEN S.A. („PKN ORLEN”; „the Parent Company”; „the Company”) together with the companies being members of the Polski Koncern Naftowy ORLEN S.A. Capital

Group (“ORLEN Group”, “the Group”, “the Concern”) is the leader in the petroleum and petrochemical industry in the Central and Eastern Europe.



PKN ORLEN manages six refineries, three of which are located in Poland (Płock, Trzebinia, Jedlicze), two<sup>1)</sup> in the Czech Republic (Litvinov, Kralupy) and one in Lithuania (Mazeiku). The total crude oil’s capacity per year amounts to more than 35 million tonnes. PKN ORLEN is also the leading manufacturer of petrochemicals, and their products are the basic raw material for a large group of chemical companies.

This part of the business, which is responsible for exploration and production of hydrocarbons, is being consequently developed. After acquisition of two new upstream Companies: Kicking Horse Energy Ltd. (Canada) and FX Energy (Poland) oil and gas reserves (2P) have increased to the total of 97 million boe<sup>2)</sup>.

In power industry area, the construction of gas-steam power plant with a capacity of 463 MWe in Włocławek is being finalized and the construction of gas-steam power plant CCGT in Płock with a capacity of 596 MWe has commenced.

The ORLEN Group’s market flagship is the largest in the region network close to 2 700 modern fuel stations located in Poland, Germany, the Czech Republic and Lithuania

The logistic facilities have been made with efficient infrastructure consisting of ground and underground storage depots and pipeline networks.

According to the British financial magazine Euromoney, PKN ORLEN for the next time was awarded as the best managed petroleum company in the region. The Company represents the most valuable Polish brand, the value of which in 2015 exceeded PLN 4.5 billion. Moreover, PKN ORLEN is the most desirable employer, for many years the leader of the largest companies list in the country and the first company in the central part of Europe which received the title of The World’s Most Ethical Company granted by the US Ethisphere Institute. The Company has been listed on the Warsaw Stock Exchange (WSE) for 16 years, now part of WIG 20, WIG 30 and elite Respect Index. For years, PKN ORLEN Investor Relations and the quality of published financial reports on the Stock Exchange are at the forefront of the best rated by analysts and investors.

Reducing the impact of the manufacturing processes on the environment is one of the priorities of PKN ORLEN. Special attention is also devoted to the most important assets, which are customers and employees. We take care of the success being built by daily work and dedication of nearly 4.7 thousand employees of PKN ORLEN which was created with compliance with the ethics and values of the company.

<sup>1)</sup> The production plant in Paramo does not process crude oil.

<sup>2)</sup> Barrel of oil equivalent

**OUR MISSION:** We discover and process natural resources to fuel the future.

## ORLEN, FUELLING THE FUTURE

### Values and rules of conduct

**Wojciech Jasiński, The President of the Management Board of PKN ORLEN:**

*„Values and rules of conduct define five most important values on which we are building the Group’s corporate culture. These values are: Responsibility, Progress, People, Energy and Dependability. This is our basis for building relations between employees and stakeholders as well as business decision making.”*

Internal company culture basis on the universal values. Guided by them supporting realization of consortium targets and at the same time it protects business from irregularities.

PKN ORLEN S.A. Management Board on 4 September 2012 accepted „The core values and standards of conduct of PKN ORLEN”. This document contains current mission and also range of values which corresponds to the Concern challenges. Responsibility, Progress, People, Energy and Dependability – the values which support realization of strategy, are signs setting out the way to achieve the ambitious objectives by the people creating the company.

“The core values and standards of conduct of PKN ORLEN” is a preliminary guide concerning relations within the company, but also in the external environment – with business partners, local society, natural environment and competition.

This document puts a significant emphasis on building relationships and mutual trust in the organization, provides employees the opportunity to clarify doubts or observed irregularities. Next step in process of corporate culture development was implementation of „The core values and standards of conduct of PKN ORLEN” in ORLEN Group companies.

This direction of operation was appreciated not only by Polish experts but also by international group. In 2014, 2015 and 2016 US Ethisphere Institute has granted to PKN ORLEN the title of The World’s Most Ethical Company, what placed Concern as the only company from Central and Eastern Europe in this honorable ranking. Simultaneously as a leader in ethical solutions in the region, PKN ORLEN became a partner in the „Ethical Company” contest, which goal is to create a Polish equivalent of ethical companies ranking. PKN ORLEN corporate culture based on values is constantly developing and addresses the needs of

changing environment. The solutions adopted in the field of ethics are effective and demonstrate the responsibility of the Concern against the challenges and expectations, while at the same time rank PKN ORLEN among the best companies in the world.



#### OUR CORE VALUES

##### RESPONSIBILITY

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



##### PROGRESS

We explore new possibilities.



##### PEOPLE

We are characterised by our know-how, teamwork and integrity.



##### ENERGY

We are enthusiastic about what we do.



##### DEPENDABILITY

You can rely on us.





## 1.2. Management and Supervisory Board

### The Management Board

Composition of the Management Board on 31 December 2015:

**WOJCIECH JASIŃSKI**

President of the Management Board, Chief Executive Officer,

On 16 December 2015 Mr Wojciech Jasiński was appointed President of the Management Board and CEO of the Company.

He is a graduate of the Law and Administration of the University of Warsaw. In the years 1972-1986 he worked in Plock, i.a. in the National Bank of Poland, Branch in Plock, in the Town Hall, also as a legal counsel in the Tax Chamber. In 1990-1991 he organized the local government in the Plock Voivodeship, being the Delegate of the Government's Plenipotentiary for Local Government Reform. From 1992 to 1997 he worked in the Supreme Audit Office (NIK), in turn at the positions director: of NIK's Delegation in Warsaw, Finance and Budget Team, State Budget Department. In years 1997-2000 he was a Member and then the President of the Management Board of Srebrna company located in Warsaw. In years 1998-2000 he was a Member of the Supervisory Board of Bank Ochrony Środowiska. From September 2000 to July 2001, he held the position of Undersecretary of State in the Ministry of Justice. In 2006-2007 he was the Minister of Treasury.

Since 2001 till September 2015, he has been the Member of Polish Parliament, where he performed the following function: the Chairman of Standing Subcommittee for the Banking System and Monetary Policy, Chairman of the Economy Committee, Chairman of the Public Finance Committee. He was also a member of the State Treasury Committee in the Parliament.

On 25 February 2016 he was appointed as the Member of the Supervisory Board of PKO Bank Polski S.A.

**SŁAWOMIR JĘDRZEJCZYK**

Vice-President of the Management Board, Chief Financial Officer

In June 2008, Mr Sławomir Jędrzejczyk was appointed as Member of the Management Board of PKN ORLEN. On 18 September 2008 he became Vice-President of the Management Board.

He is a graduate of the Łódź University of Technology and obtained the title of Certified Auditor of ACCA association. In 2005 - 2008, he served as President of the Management Board – Chief Financial Officer of Emitel. Previously he had worked for companies listed on WSE as: Member of Management Board – Chief Financial Officer of Impexmetal S.A. and the Director of Controlling in Telekomunikacja Polska S.A. and in Audit and Business Advisory Department of PriceWaterhouse. Currently, he serves as Vice-Chairman of the Supervisory Board of Unipetrol a.s. Since 1 January 2014 he acts as a member of the Board of Directors of Orlen Upstream Canada Ltd.

**PIOTR CHEŁMIŃSKI**

Member of the Management Board, Business Development/Power and Heat Generation Officer

Mr Piotr Chełmiński was appointed as the Member of PKN ORLEN Management Board on 10 March 2012.

He is a graduate of the Warsaw University of Life Sciences in Warsaw. He accomplished postgraduate management studies at University of Management and Marketing in Warsaw (Denver University Partner) and studies at Warsaw University of Technology-Institute of Heat Engineering, the Gas Energy faculty specialized in Gas Turbines and Gas-Steam systems. He has wide experience in managing of Polish and foreign companies, including public listed companies.

In the years 1995 – 1996 he served as Vice-President for sales, marketing and export of Okocimskie Zakłady Piwowskie S.A. From 1996 to 1999 he worked for Eckes Granini GmbH & Co. KG as Regional Director for Central and Eastern Europe region and as President of its subsidiary, Aronia S.A. During 1999 – 2001 he has been a Member of the Board of Directors, Browar Dobjidly Sp. z o.o. Between 2001 and 2006 he served as Member of the Management Board and as Member of Supervisory Board of Kamis-Przyprawy S.A. From 2006 to 2009 he served as Vice-President for Sales and Marketing, Gamet S.A. in Toruń and as Member of the Board of Directors, Gamet Holdings S.A. in Luxembourg. He was entrusted with the post of President of Directors and CEO at Unipetrol a.s. from December 2009 till April 2013. Currently, he serves as Chairman of the Supervisory Board of ANWIL S.A. and Vice-Chairman of Supervisory Board of Basell ORLEN Polyolefins Sp. z o.o.

**KRYSTIAN PATER**

Member of the Management Board, Production

Mr Krystian Pater is the Member of the Management Board of PKN ORLEN since March 2007.

He is a graduate of the Nicolaus Copernicus University in Toruń, the Faculty of Chemistry. He has completed post-graduate courses in Chemical Engineering and Equipment at the Warsaw University of Technology, Management and Marketing at the Paweł Włodkowic University College, Petroleum Sector Management and Enterprise Value Management at the Warsaw School of Economics. Since 1993, he was involved in Petrochemia Plock S.A. and later on, in PKN ORLEN, where from 2005 to 2007 he served as Executive Director responsible for Refining Production. Currently, he is Member of the Management Board of AB ORLEN Lietuva and Member of the Supervisory Board of Unipetrol a.s. Additionally, he serves as Member of the Management Board of European Petroleum Refiners Association and as Chairman of the Association of Oil Industry Workers in Plock.

**MAREK PODSTAWA**

Member of the Management Board, Sales

Mr Marek Podstawa was appointed to the position of Member of PKN ORLEN Management Board in charge of Sales, effective from 19 March, 2012.

He is a graduate of University of Science and Technology in Cracow. He holds MBA title granted by the University of Minnesota/Warsaw School of Economics. He has an extensive track record of leading international teams and large expertise in strategy development, project management as well as crisis management. From 1990 to 1992 he worked at Centralne Zakłady Automatyizacji Hutnictwa, then, till 1996 he worked in DuPont Conoco Poland. After conversion of the company in ConocoPhillips consortium he worked in retail, wholesale, marketing, business development, unification of financial management systems, in Europe and US until 2008. He was promoted to Director for Wholesale Programs and thereafter he became Director for Strategic Planning at the company's head office in Houston. From January 2009 he was Retail Sales Executive Director at PKN ORLEN. He was a member of the Management Board of Benzina s.r.o., he serves as Chairman of the Supervisory Board of ORLEN Deutschland GmbH, ORLEN Paliwa sp. z o.o. and ORLEN PetroTank sp. z o.o.

Mr Marek Podstawa was dismissed by the Supervisory Board from the position of PKN ORLEN's Member of the Management Board on 8 February 2016.



Members of the Management Board appointed by the Supervisory Board at its meeting on 8 February 2016:

**MIROSLAW KOCHALSKI**

Vice President of the Management Board, Corporate Affairs

Mr Mirosław Kochalski was appointed by the Supervisory Board to the position of Vice President of the Management Board on 8 February 2016.

He is a graduate of the Faculty of History at the University of Nicolaus Copernicus University in Toruń. He completed postgraduate studies at the National School of Public Administration and "Enterprise Value Management" at the Warsaw School of Economics. He has a long-standing experience on managerial and advisory positions in the private and public sector.

In 1994 he worked at the Chancellery of the Prime Minister as a Chief Specialist. In years 1995–1999 he worked at the Public Procurement Office as a Director of Public Procurement Bulletin, Director of Training and Promotion Department and then as a Chief Executive Officer. From 1999 to 2002 he held the position of the Director of Supplies and Non-fuel Purchases Department at PKN ORLEN S.A. In years 2003-2006 he was an employee of the local government of the City of Warsaw, starting from the position of the Director in the Public Procurement Office and then acting as the President of the City of Warsaw. From 2006 to 2008 he held the position of the President of the Management Board of Ciech S.A. In 2010 he worked as a Managing Director at Coifer Impex SRL in Bucharest. From 2012 to 2015 he acted as a Director of the Centre for Document Personalization in the Ministry of Interior.

**ZBIGNIEW LESZCZYŃSKI**

Member of the Management Board, Sales

Mr Zbigniew Leszczyński was appointed by the Supervisory Board to the position of the Member of the Management Board on 8 February 2016.

He is a graduate of the University of Warsaw, Faculty of Accounting and Finance. He completed postgraduate studies "Management of the Company in the European Union Market" at the Warsaw School of Economics, "Designing and Operating Computer Networks" at the University of Nicolaus Copernicus in Toruń and "Project management" at the Koźmiński Academy of Entrepreneurship and Management.

He has wide managerial experience in the petroleum industry. Associated with the ORLEN Group, for almost ten years was responsible for the construction, development and settlements of fuel stations network in ORLEN Paliwa as well as supported and developed wholesale of refinery products in PKN ORLEN. He implemented a variety of strategic projects for the Concern.

He has served as Vice-President of the Management Board of the Warsaw Institute Foundation providing expert advice on oil, mining, gas and the energy sector. Before that, he worked i.a. as the President of the management board of Wisła Płock S.A., Head of Sales and Marketing at Kompania Węglowa S.A. and President of the Management Board of Wodociągi i Kanalizacja w Opolu Sp. z o.o. He has also provided advisory, supervisory and project management services as a freelancer.

**Supervisory Board**

Composition of the Supervisory Board on 31 December 2015

**ANGELINA ANNA SAROTA**

Chairman of the Supervisory Board

Mrs Angelina Sarota was appointed the Member of the Supervisory Board of PKN ORLEN in June, 2008. She held the function of the Secretary of the Company's Supervisory Board during two previous terms. On 27 June 2013 Mrs Angelina Sarota was appointed as the Chairman of the Supervisory Board of the company for the following term.

Ph.D. in law, legal adviser, graduate of the Faculty of Law and Administration of the Jagiellonian University, the National School of Public Administration and postgraduate studies „Strategic Management of Human Resources" at the Kozminski University. In 2015 graduated from the prestigious program of the Advanced Executive MBA Program at the University of Navarra in Barcelona.

Vice President of the Management Board of PGE EJ 1 Sp. z o.o., responsible for legal and regulatory affairs.

From April to May 2014 Minister Counsellor at the Ministry of Treasury in the Ownership Policy Department. From 2005 to 2014 Director of the Legal Department of the Prime Minister's Office responsible for legal and legislative support, in particular for the Prime Minister, the Head of the Prime Minister's Office and the General Director. From 2003 – 2005 Deputy Director of the Department of Science Strategy and Development in the Ministry of Scientific Research and Information Technology. From 2001 to 2003, chief specialist in the Court Representation Department and the Restructuring and State Aid Department in the Ministry of Treasury. She was a member of the Supervisory Boards i.a. of the following companies: Cerg Spółka z o.o. in Gliwice, Chemar Spółka z o.o. in Kielce, Vice Chairman of the Supervisory Board of Warsaw Technology Park S.A and Vice Chairman of the Supervisory Board of the Polish Security Printing Works S.A.

Member of the Board of the College of Europe Foundation in Warsaw.

**LESZEK JERZY PAWŁOWICZ**

Member of the Supervisory Board

Mr Leszek Jerzy Pawłowicz has been Vice Chairman of the Supervisory Board of PKN ORLEN for previous term. On 27 June 2013 was reappointed to the Company's Supervisory Board for next term office and again he serves as Vice-Chairman.

He is a graduate of the Production Faculty of the Gdansk University. In 1977, he awarded PhD in Economics and then in 1988 postdoctoral degree.

Since 1973 he has been associated with the University of Gdańsk. Since 1993 he has been worked as a professor and since October 2003 he has been served as Manager of the Banking Department at the University of Gdańsk.

Since 1990 he has been Vice President of the Management Board of the Market Economy Research Institute, and since 1992, Director of the Banking Academy.

In the years 1991-1993 he served as Chairman and in the years 1993-1996 as a Member of the Supervisory Board of Bank Gdański S.A. In the years 1955-1996 he was a Chairman of the Programme Board of "Bank" monthly magazine. In the years 1995-2001 a Member of the Scientific Board of Bank Gospodarki Żywnościowej SA. In the years 1997-2000 served as a Chairman of the Economic Section of the Scientific Research Committee. In the years 2003-2005 served as a Member of Supervisory Board of PPUP Poczta Polska. Since 8 January 1998, Mr. Leszek Pawłowicz has been a Member of the Supervisory Board of Bank Pekao S.A. and since 7 November 2012 has been a Vice Chairman of the Supervisory Board of Bank Pekao S.A. In the years 2004-2011 he has served as a Member of the Supervisory Board of PTE Allianz Polska S.A. Since 30 June 2004, he has been a Member of the Supervisory Board of BEST S.A. and since 29 August 2014 he has been a Vice Chairman of the Supervisory Board of BEST S.A. From 12th February 2008 to 25 July 2014 he served as a Member of the Supervisory Board of WSE and from 22 February 2008 to 17 July 2013 he served as a Chairman of the Supervisory Board of WSE. Since October 2004 he has been a Member of Programme Board of "Finansowanie nieruchomości" quarterly, since September 2006, he has been a Member of the Editorial Board of "Kwartalnik Nauk o Przedsiębiorstwie" quarterly and since April 2010 has been a Member of the Programme and Scientific Board of "Safe Bank" magazine. Since November 2011 he has been a Member of the Finance Committee of Sciences of the Polish Academy of Sciences.

**ADAM AMBROZIK**

Member and Secretary of the Supervisory Board

On 15 May 2014, Mr Adam Ambrozik was appointed the PKN ORLEN's Member of the Supervisory Board.

He graduated in law at the Catholic University of Lublin and Marketing and Management at the Technical University of Lublin.

By the end of January 2016 he holds the position of the Director of the Department of Restructuring and Public Aid at the Ministry of the State Treasury. He supervises the companies under restructuring, as well as oversees issues related to providing support and public aid from the entrepreneurs restructuring fund and the Industrial Development Agency. By the end of May he was a Chairman of the Supervisory Board of Polimex – Mostostal S.A.

In the past his duties included ownership supervision and implementation of new business projects in a private capital group. In addition, he served for five years as Secretary of the Tripartite Commission for Socio - Economic Issues on behalf of non-governmental organization Employers of Poland.

**CEZARY BANASIŃSKI**

Member of the Supervisory Board

Mr Cezary Banasiński was appointed the Member of Supervisory Board of PKN ORLEN S.A. in 2012. On 27 June 2013 Mr Cezary Banasiński was reappointed to the Company's Supervisory Board for next term office.

Ph.D. in law, docent at the Faculty of Law and Administration of the University of Warsaw. He graduated in Management and Law and Administration of the University of Warsaw. He received scholarship among others at the Faculty of Law of the University of Vienna and of the University of Tübingen, of the Humboldt Foundation at the University of Constance.

From 1997 to 2000 he was an advisor at the Tribunal's Office of Adjudication. From 1999 to 2001 he held the position of under-secretary of state at the European Integration Committee and he was responsible for harmonization of the Polish law with the EU law. From 2001 to 2007 he served as President of the Office of Competition and Consumer Protection. From 2002 to 2004 he was a head of the team negotiating Poland's membership in the EU, responsible for the "Competition policy" negotiating area under the process of accession Poland to European Union. From 2005 to 2006 he served as a member of the Polish Securities and Exchange Commission and the Commission for Insurance and Pension Fund Supervision and from 2006 to 2007 as a member of the Coordinating Committee for Financial Conglomerations. Expert, advisor of teams and state-owned committees, arbitrator of the Court of Arbitration at the National Chamber of Commerce (from 2004), member of the Board Program Foundation "European Law" (2002-2010) and other foundations, associations and courts. He was the Chairman of the Supervisory Board of PKO BP S.A. as well as other companies with share of the State Treasury and council legal entities.

He is the author and co-author of many publications: books, articles, commentaries for acts and judgments of the Court of Justice in the scope of the administration and economic law and the European economic law.

**GRZEGORZ BOROWIEC**

Member of the Supervisory Board

Mr Grzegorz Borowiec has been a Member of the Supervisory Board of PKN ORLEN for the two previous terms of office. On 27 June 2013 Mr Grzegorz Borowiec was reappointed to the Company's Supervisory Board for next term office.

He graduated from the Gdynia Maritime University the National School of Public Administration, The Faculty of Management University of Warsaw, He have a title of Master of Business Administration under the University of Warsaw/University of Illinois programme and he was appointed as a civil servant.

Since December 2007 till December 2015, he served as General Director of the Ministry of State Treasury. Since December 2015 employee of the Ministry of Development. Since January 2010 till November 2015, he was a member of the Audit Committee at the Ministry of Infrastructure and Development.

From 1987 to 1994, Mr Borowiec worked as a deck officer for Polish and foreign ship owners in a merchant fleet. From April 1997 to June 1998, he held the position of the Deputy Director of the Ministry of the State Treasury Office for Free of Charge Distribution of Shares to Entitled Employees. From 1998 to 2001 he worked as General Director in the Energy Regulatory Authority. From August 2001 to December 2007, Mr Borowiec was the Director of the Finance Department in the Ministry of Finance. He served as a Member of the Supervisory Board of WSK "Rzeszów" (1998) and PKP SKM Fast City Railway in the Polish Tricity area (2002-2007). From October 2009 to July 2014, he was the representative of the Minister of State Treasury in the Supervisory Board of TVP S.A. Since July 2014 till January 2016, he was Member of the Supervisory Board of Polskie Radio S.A.

He graduated from many domestic and foreign training courses, which are attested by relevant certificates, e.g. the Internal Auditor Certificate (2005), the NATO Security Certificate (NATO secret – 2002), course on institutional and economic reform of the energy sector (Power Sector Reform – USAID, USA - 1999) and training in project management (PRINCE2 - 2006).

**ARTUR GABOR**

Independent Member of the Supervisory Board

Mr Artur Gabor was appointed the Supervisory Board of PKN ORLEN in 2010. On 27 June 2013 Mr. Artur Gabor was reappointed to the Company's Supervisory Board for next term office.

He graduated in Economics at the University College of London and graduated in Law at the Warsaw University.

In 2015 he graduated prestigious Advanced Management Programme on IESE Business School and on Harvard Business School / IESE Business, School, programme for members of supervisory boards "Value Creation Through Effective Boards".

He has worked as a Partner of Investment & Advisory Services in the company Gabor&Gabor.

In the years 1986-1987 Mr Artur Gabor worked as an Assistant of Institute of Economics of Polish Academy of Sciences. In the years 1987-1990 he was a Business Development Director of Paged S.A. and in the years 1990-1994 he worked as a Partner of Warsaw Consulting Group. He served as a Managing Director of Poland of Credit Lyonnais Investment Banking Group (1994-1998), served as a Merger and Acquisition Director of Central Europe and Russia of General Electric Capital (1998-2004) and as a Director of Financial Sector of IBM Poland (2005-2006).

In the years 2003-2004 was a Member of the Management Board of American Chamber of Commerce and since 2005 he has been a Member of American Chamber of Commerce. Moreover, since 2006 he has been a Member of the Corps of Independent Members of the Supervisory Boards of Polish Institute of Directors.

In the years 2001-2004 he served as a Vice-Chairman of the Supervisory Board of GE Capital Bank S.A. and a Member of the Supervisory Board of GE Bank Mieszkaniowy S.A. In the years 2004-2005 was a Chairman of the Supervisory Board of Getin Bank S.A. and a Member of the Supervisory Board of Getin Holding S.A. In the years 2004-2008 he served as a Vice-Chairman of the Supervisory Board of Energomontaz Polnoc S.A. In the years 2006-2007 was a Member of the Supervisory Board of Polmos Lublin S.A. and in the years 2007-2011 a Vice Chairman of the supervisory Board of Energopool Katowice S.A. In the years 2011-2013 was a Member of the Supervisory Board of Fleet Holding S.A. and in the years 2013-2015 an Independent Member of the Supervisory Board of Prime Car Management. Since 2007 Mr Gabor has been a Member of the Supervisory Board of Orbis S.A. and since 2008 has been a Chairman of the Supervisory Board of Lew S.A. Group. Since 2009 he has been a Vice-Chairman and since 19 December 2013 is a Chairman of the Supervisory Board of Sfinks S.A. Since 2014 he has been a Member of the Supervisory Board of MPay S.A. (the company listed on new connect), since February 2015 he has been a Member of the Supervisory Board of Idea Bank and since September 2015 he has been a Member of the Supervisory Board of Bioton S.A.

**RADOSŁAW LESZEK KWAŚNICKI**

Member of the Supervisory Board

Mr Radosław Leszek Kwaśnicki has been appointed as a member of PKN ORLEN Supervisory Board on 15 May 2014.

He received a doctorate in law and is a solicitor working as a Managing Partner in KKW - KWAŚNICKI, WRÓBEL & Partners Legal Practice. He specializes in company law, equity market law and legal proceedings.

He held the functions among others of the Chairman of the Supervisory Board of Agencja Rozwoju Przemysłu S.A. (2007), Vice-Chairman of the Supervisory Board of PGE ZEW-T Dystrybucja Sp. z o.o (2008 - 2009), the Secretary of the Supervisory Board of BOT Elektrownia Turów S.A. (2007 - 2008), Member of the Supervisory Board of PGE Energia S.A. (2008 - 2009), the Chairman of the Supervisory Board of Geometria Pyrzycze Sp. z o.o (2006 - 2007), the Chairman of the Supervisory Board of BBI Capital NFI S.A. (2012 - 2014), the Chairman of the Supervisory Board of Investments SA (2012 - 2014), the Chairman of the Supervisory Board of Investment TFI SA (2012 - 2014), Chairman of the Supervisory Board of the Brokerage of Investments SA (2012 - 2014), Member of the Supervisory Board of MAGO S.A. (2012 - 2013) and the Chairman of the Supervisory Board of NAVI GROUP (2014). He is a member of the Corps of the Polish Institute of Directors included on the list of candidates for Professional Members of the Supervisory Boards of Polish Institute of Directors and Member of the Supervisory Board of Polish State Railways SA (2015).

He awarded the prestigious recommendation by the Global Law Experts as Poland's only lawyer in the area of the commercial law. He was also honored in this area by the European Legal Experts as well as in the field of corporate law and mergers and acquisitions (M&A) by the Legal 500. Mr Radosław Kwaśnicki has won 1st place in the competition Forbes Professionals 2014 – Professions of Public Trust in Mazovian Voivodeship.

He was the President and later Vice-President of the Permanent Court of Arbitration at the District Chamber of Legal Counsels in Warsaw (currently Arbitrator at this Court). He is also a domestic and international arbitrator, including: Arbitrator of the Court of Arbitration at the Polish Confederation Lewiatan, Arbitrator of the International Court of Arbitration at the International Chamber of Commerce in Paris, and Arbitrator of the Court of Arbitration at the Polish Bank Association.

He has participated in legislative and strategic work related to the development of the commercial law. He is an editor and author, and co-author of several handbooks and legal comments, as well as over three hundred other publications and speeches devoted to practical aspects of commercial law. Mr. Kwaśnicki is a member of the Editorial Board of "Monitor of Trade Law".

He is a lecturer at classes for legal counsel trainees (the Circuit Chamber of Legal Counsel in Warsaw). He was a speaker at many conferences and seminars on economic and business law. Mr Kwaśnicki runs a blog dedicated to commercial law "Business Law – Law in Action".

**CEZARY MOŻEŃSKI**

Member of the Supervisory Board

On 27 June 2013, Mr Cezary Możejński was appointed the Member of the Supervisory Board of PKN ORLEN.

He is a graduate of the Technology and Chemical Engineering Faculty of the Cracow University of Technology. PhD in Chemical Engineering obtained at the Warsaw University of Technology (faculty of Chemical and Processing Engineering).

From 1981 to 2000 he was a head of the Research Department at Institute of New Artificial Fertilisers in Puławy and then in the years 2000-2004 he worked as the Director of Production and Business Development, Director of Strategy, Business Development and Investments in Zakłady Azotowe Puławy S.A. From 2002 to 2004 he served as a President of the Management Board of „Melamina III” Sp. z o.o. From 2003 to 2005 he had the position of Chairman of the Supervisory Board of Masz - ZAP Sp. z o.o. From 2005 to 2006 he served as a Member of the Management Board of Brasco S.A. and from 2004 to 2006 as a President of the Management Board of Spirits company „Wratisławia” Polmos Wrocław S.A. Since 2006 he has served as a Director of Institute of New Artificial Fertilisers in Puławy. Since 2008 he has been a Chairman of the Supervisory Board of Zakłady Azotowe „Puławy” S.A. Since 2011 he has been a Member of the Committee of Chemical and Process Engineering of Polish Academy of Sciences.

Mr Cezary Możejński is an author of several patents and licenses used in chemical industry in the country and abroad.

He has completed number of management and OHS trainings (1998-2012). In 2002, he has also completed and passed exam for candidates for Members of the Supervisory Boards of State-owned Companies. In 2013, Mr Możejński participated in The Strategic Leadership Academy (Harvard Business Publishing).

**REMIGIUSZ NOWAKOWSKI**

Member of the Supervisory Board

Mr Remigiusz Nowakowski was appointed to the Supervisory Board of PKN ORLEN on 23 November 2015.

He is a graduate of the Wrocław University of Economics, Faculty of Management and Computer Science, specializing in "Business Management" and graduate of the University of Wrocław, Faculty of Law and Administration, specializing in "Commercial law". Ph.D. student at the Wrocław University of Economics, Faculty of Business Management, IT, Finance, Division of Strategy and Management Methods.

Since December 2015 President of the Management Board of Tauron Polska Energia S.A. and member of Supervisory Boards in companies from Tauron capital group.

In the years 2008-2015 related to the energy company Fortum, holding various executive positions. He served as Head of Fuels Production Optimisation and Management and Proxy in Fortum Power and Heat Polska Sp. z o.o., the proxy in the capital group companies. In 2008-2012, he was responsible for construction of Power Plant Fortum in Poland in particular for development process of Combined Heat and Power (CHP) investment, obtaining of administrative permits, obtaining of energy and gas connections condition, selecting of contractors of main technological equipment of heat and power plant. In the years 2012 - 2015 he supervised a business function of Fuels Production Optimisation and Management at Heat Fortum Division in Poland, responsible in particular for creating and implementation of fuels supplies strategy for Fortum in Poland, coordination of fuels purchase, electricity and heat production planning and optimization in heat and power plants, analysis of energy market and forecasts of market trends. Since September 2015 Director of Production Optimisation, Heat Electricity Sales and Solutions Division.

In 2006-2008 Member and Vice-president of the Management Board, Development Department Director at TAURON Polska Energia SA as well as President of the Management Board at EnergiaPro Koncern Energetyczny S.A. Involved in realization of the key restructuring projects in Polish electro-energy sector, ie. consolidation of energy companies from the TAURON group and unbundling process realization as well as setting up of operators dealing with electricity distribution in TAURON group.

In 2002-2006 CEO and co-owner of consulting company INERCON Sp. z o.o., advising to mergers and acquisitions in energy and utilities sector in Poland.

He has extensive experience in the area of preparation and development of investment projects, design and implementation of public-private partnership models as well as creation and realization of development strategy in energy and heat sectors in Poland, including, in particular, strategic management in the areas of investments and fuels management in energy companies.

The Extraordinary General Meeting of PKN ORLEN on 29 January 2016 dismissed from the Supervisory Board: Mr Adam Ambrozik, Mr Cezary Banasiński, Mr Grzegorz Borowiec, Mr Cezary Możejński and Mr Leszek Jerzy Pawłowicz.

Members of the Supervisory Board appointed at the Extraordinary General Meeting of PKN ORLEN SA on 29 January 2016:

**MATEUSZ HENRYK BOCHACIK**

Secretary of the Supervisory Board

Mr Mateusz Henryk Bochacik was appointed to the Supervisory Board of PKN ORLEN on 29 January 2016.

He graduated from the law and history at the Jagiellonian University in Cracow. In 2013 he passed advocate exam and was entered on the list of advocates conducted by the Regional Council of Advocates in Cracow.

He is an advocate and conducts his own legal office in Cracow specializing in civil, economic and administrative law. During his practice he represented public persons as well as private ones, among others commercial companies, local government units and journalists. In total he was a representative in numerous lawsuits at the common and administrative courts as well as at the Supreme Court.

Mr Bochacik was also an assistant of the Minister-Coordinator of the Special Services and Deputy of the Polish Sejm Zbigniew Wassermann as well as a director of his Deputy office (2007-2010). In years 2010-2013 he was an assistant of Deputy at the European Parliament Pawel Kowal.

**AGNIESZKA KRZĘTOWSKA**

Independent Member of the Supervisory Board

Ms Agnieszka Krzętowska was appointed to the Supervisory Board of PKN ORLEN on 29 January 2016.

Ph.D. degree in economics, academic lecturer at the College of Economics and Social Sciences, The Warsaw University of Technology. Lecturer at the State School of Higher Professional Education in Plock. Over several years she managed the Institute of Economics and Law at the State School of Higher Professional Education in Plock.

She specializes in contemporary economics and directions of domestic and world economy development. In her professional career she deals with enterprise financials, demography and statistics.

**ARKADIUSZ SIWKO**

Member of the Supervisory Board

Mr Arkadiusz Siwko was appointed to the Supervisory Board of PKN ORLEN on 29 January 2016.

He is a graduate of the Faculty of Law at the Adam Mickiewicz University in Poznan. He completed a training for Stockbrokers in Warsaw under the auspices of Oxford University as well as a training for Investment Advisors. In addition, he completed a training in Washington in Crisis Management at the State Structures under the auspices of the US State Department.

In 1989 – 1991 he worked as an academic employee at the Polish Academy of Sciences, Law Department. Next he became a director of the cabinet of Minister of Internal Affairs, supervising in years 1991 – 1992 offices of administration, licensees, law and foreign issues as well as the Fire Department. In 1992 he became an advisor in development strategy of the Minister – Chief of Central Office of Planning. In 1993 – 1996 he held a position of President at the Domestic Office of Financial Advisory "Projekt", he was also a Chairman of the Foundation Warsaw Institute of Finance and International Affairs. In 1996 he became a law advisor in administrative reform of the Warsaw Voivodship Governor. In 1998 – 2005 he held a position of the Vice President of Orbis S.A. In 2005 he became an advisor in transportation and development of the Minister of Transportation and Building Industry. In 2006 – 2008 he was a President of the Management Board at the Operator Logistyczny Paliw Płynnych, a market leader of fuel storage, including obligatory reserves and state reserves. In 2008 – 2013 Mr Arkadiusz Siwko was a General Director at the Domestic Office of Financial Advisory "Projekt". From 2013 he held a position of a President of the Management Board of the Institute of Strategic Studies Grosvenor House. Since 9 December 2015 he is the President of the Management Board of Polska Grupa Zbrojeniowa S.A.

**ADRIAN DWORZYŃSKI**

Independent Member of the Supervisory Board

Mr Adrian Dworzyński was appointed to the Supervisory Board of PKN ORLEN on 29 January 2016.

He is graduate of the Faculty Law and Administration at the University of Lodz. In years 1998 - 2002 Counsel – legal training at Warsaw Bar Association. In years 1997 – 2002 he worked in Andrzej Żebrowski i Wspólnicy Law Office, providing legal services to large companies, especially banks. Between 2003-2005 the Office of the City of Warsaw Deputy Director and subsequently Director of the Legal Office. In years 2006 - 2007 Chancellery of the President of the Republic of Poland Director of the Legal and Legislative Office. In years 2007 – 2012 Director of the Legal Department and subsequently Director of the Legal and Regulatory Department at Polkomtel S.A. In 2013 Director of the Legal Department at PGE Polska Grupa Energetyczna. Since 2014 he provides legal services under his own Law Office.

In years 2003-2010 the Member of the Warsaw Bar Association. Between 2010-2013 Mr Adrian Dworzyński served as Vice Dean of Warsaw Bar Association.

He was a Member of the Supervisory Boards: Oczyszczalnia Ścieków Południe Sp. z o.o. (2003-2005), Tramwaje Warszawskie Sp. z o.o. (2005), Polska Agencja Informacji i Inwestycji Zagranicznych S.A. (2006-2008), Nordisk Polska Sp. z o.o., PGE Dom Maklerski S.A., PGE Energia Odnawialna S.A. and Przedsiębiorstwo Usługowo-Produkcyjne TOP SERWIS Sp. z o.o. (2013).

He is currently an Independent Member of the Supervisory Board in AAT Holding S.A. and DUON Group.



### 1.3. The ORLEN Group strategy

**Wojciech Jasiński, President of the PKN ORLEN's Management Board:**

„Last year, PKN ORLEN consistently implemented strategy, which allowed to achieve excellent operating and financial results. Due to the constantly changing in macroeconomic environment which influences to the condition of the sector in which we operate, we have to face with discussion about the priority objectives and targets for the Group for next coming years. One of the key elements is intensification of support and innovation. They should become the driving force of our company and the economy of our country.”

#### 1.3.1 Assumptions of the ORLEN Group strategy for the years 2014-2017

The year 2015 was the first full year for the 2014-2017 strategy realization. It assumes implementation of development projects in

the most prospective areas by integrated value chain, financial safety and strength and modern management culture:



1) The average annual LIFO EBITDA (operating profit before depreciation and amortization by LIFO) for the period of 2014-2017.  
 2) DPS (Dividend per Share) – dividends paid by the company per share.

**Value Creation** - The Company will focus on building a strong position in the large and growth markets, strong customer orientation, operational excellence, strengthening the chain value of an integrated and sustainable development of oil and gas.

**Financial strength** - the Company's strategic objective is connected with the steady growth of the DPS (Dividend Per Share). The company's dividend policy assumed the payment of dividends, including the accomplishment of strategic goal of secure financial foundations and forecasts of the macroeconomic situation.

**Human resources** – responsibility for people, the environment and partners: zero tolerance for accidents, business responsibility towards the community, the environment and business partners.

Development of human capital and innovation: consistent development of an experienced team of professionals, systematic increase in spending on research and development, the implementation of innovative solutions.

**CAPEX** - in the years 2014-2017 the planned expenditures of PLN 10.8 billion will be allocated for the development of the Concern, of which: PLN 6.4 billion in downstream segment, PLN 1.2 billion for retail segment and PLN 3.2 billion in upstream segment. Furthermore, the amount of PLN 5.5 billion will be allocated on the modernization work connected with maintaining high system performance and fulfillment of regulatory requirements.

### 1.3.2 Strategic objectives in the individual segments of the ORLEN Group

#### Downstream

#### Value drivers



##### Integrated management

- comprehensive management of value chain
- expansion of product mix and the degree of conversion

##### Operational excellence

- consistent improvement in key indicators of efficiency
- optimization of the structure and the restructuring of the Group's assets



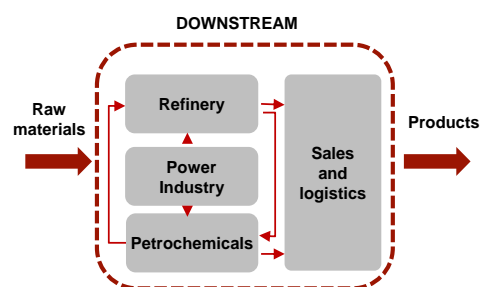
##### Effective sales

- adjustment of sales models for best practices
- strengthening the position in the home markets

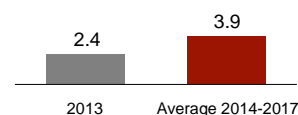
##### The development of industrial cogeneration

- construction of new power - PP Wloclawek and PP Plock
- modernization of existing assets

#### Integrated chain value



#### Downstream EBITDA LIFO growth [PLN billion]



#### Retail

#### Value drivers



##### Modern network:

- further development of the owned stations network as well as franchise (DOFO)
- growth in annual average fuel sales per station

##### Customer orientation:

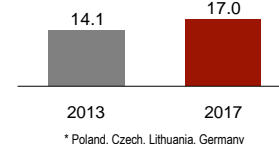
- implementation of new services and products
- implementation of news shops formats under ORLEN logo and also new format of Stop Café



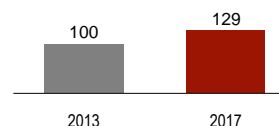
##### Strong brand:

- full potential utilization of loyalty program
- e-commerce development

#### The increase in the share of fuel sales in home markets\* [%]



#### Increase of non-fuel margin [index]



#### Upstream

#### Value drivers



##### Organic growth in Poland

- concentration on the most perspective areas of unconventional deposits
- development of conventional projects



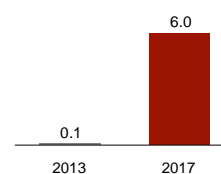
##### Extraction development in Canada:

- extraction increase to 16 thousand boe per day
- increase of gas and oil (2P) reserves to 53 million boe

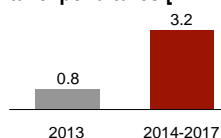
##### Opportunistic purchases of assets:

- in Poland and other markets dependent on the size of the free cash flow

#### Increase in hydrocarbons extraction [mln boe/year]



#### Capital expenditures [PLN billion]



### 1.3.3 The summary of strategic actions in the ORLEN Group in 2015

#### Value creation



- Record EBITDA LIFO: PLN 8.7 billion <sup>1)</sup>
- Record throughput of 30.9 million tonnes and sales of 38.7 million tonnes
- The acquisition of upstream assets in Canada and Poland
- New contracts for the supply of oil to 10.8 million tons per year

#### Financial strength



- Financial leverage at the end of 2015: 28.1%
- Cash flow from operating activities PLN 5.4 billion
- Dividends: payment of PLN 0.7 billion/ PLN 1.65 per share
- Extension of the average maturity of sources of financing for the 4 quarter of 2019

#### People



RAPORT Zintegrowany 2014

- The World's Most Ethical Company 2015
- Top Employers Polska 2015
- Best managed companies in CEE 2015
- ORLEN Warsaw Marathon/Verva Street Racing



**ORLEN the most valuable brand in Poland worth PLN 4.5 bn**  
(by daily "Rzeczpospolita")

1) Before the impairment loss of non-current assets. Impairment losses on assets in 2015 amounted to negative value of PLN (993) million and was primarily related to impairment losses on exploration assets of the ORLEN Upstream Group in Poland recognized in II quarter of 2015 in negative amount of PLN (429) million, impairment losses on petrochemical assets of Unipetrol Group recognized in III quarter of 2015 in negative amount of PLN (93) million in connection with the failure of ethylene production installation in August 2015 and impairment losses of mining assets in Canada which amounted to negative value of PLN (423) million recognized in the IV quarter of 2015.

### 1.3.4 The strategy realization in segments of the ORLEN Group

#### Downstream

#### Realization



- Record EBITDA LIFO: PLN 7.8 billion<sup>1)</sup>
- Record throughput of 30.9 million tonnes and volume sales of 30.4 million tonnes
- Increased the yield of white products in the ORLEN Group to 79% and a decrease of energy absorptivity by nearly 3 p.p. (y/y)
- Construction of new powers - PP Wloclawek (463 MWe) and PP Plock (600mWe)
- The contract for the construction of a new polyethylene plant (PE3) in Litvinov
- Adjustment of the PP in Plock to emission standards applicable from 2016

#### Retail

#### Realization



- Record EBITDA LIFO: PLN 1.5 billion
- Volume sales increased by 3% (y/y), including: an increase in Poland by 4% and in the Czech Republic by 10%
- Start piloting new formats convenience store's 10 fuel stations (5 in the ORLEN brand and 5 under the new brand O!Shop)
- 1 404 points Stop Cafe and Stop Cafe Bistro in Poland; an increase of 154 points (y/y) and the launch of two test stations with the new format catering Stop Cafe 2.0
- The acquisition of 68 retail stations from OMV in the Czech Republic and 13 "Sun" petrol stations in Germany from Germania Petrol

#### Upstream

#### Realization



- The acquisition of upstream assets in Canada (Kicking Horse Energy) and Poland (FX Energy)
- The increase in total oil and gas reserves (2P) to 97 million boe
- Average production in 2015 at 7.1 thousand boe/d

<sup>1)</sup> Before the impairment loss of non-current assets of PLN (136) million related mainly to the failure of the ethylene production installation in the Unipetrol Group of PLN (93) million described above.



## 1.4. PKN ORLEN organization

Polski Koncern Naftowy ORLEN Spółka Akcyjna seated in Płock, 7 Chemików Street was established by a notarial deed dated 29 June 1993 as a result of transformation of a state company into a joint-stock company. The Company was registered under the name Mazowieckie Zakłady Rafineryjne i Petrochemiczne „Petrochemia Płock” S.A. in the District Court in Płock. As of 20 May 1999 the Company operated under the name of Polski Koncern Naftowy Spółka Akcyjna.

On 7 September 1999 the incorporation of Centrala Produktów Naftowych Spółka Akcyjna („CPN”) took place resulting in CPN’s removal from the commercial register. As of 12 April 2000 the Company operates under the name Polski Koncern Naftowy ORLEN Spółka Akcyjna.

According to the classification of the Warsaw Stock Exchange, PKN ORLEN belongs to the oil and gas sector, which conducts business activities comprising:

- processing of crude oil and manufacturing of refinery, petrochemical and chemical products and semi-finished products,
- production of basic chemicals, fertilizers and nitrogen compounds, plastics and synthetic rubber,
- production of crude steel, ferroalloys, cast iron and steel, metallurgical products, precious metals and other non-ferrous metals,
- purchasing, processing and sale of waste oils and other chemical waste,
- production, transmission and sale of thermal energy and electricity,
- production and supply of water steam, hot water, and air to air conditioning systems,
- commercial activities on domestic and foreign markets, on the Company’s own account, commissioned, and in consignment, in particular: trade of crude oil and petroleum based and other fuels, sale of manufactured goods and food products,
- conducting research, design, development, construction and manufacturing activities, on the Company’s own account and

- in consignment; in the fields of processing, storage, packaging and trade of solid, liquid and gaseous fuels and derivative chemical products, and transportation by road, rail, water and pipeline,
- warehousing, handling and storage of crude oil and liquid fuels, gathering and keeping of crude oil reserves, in accordance with relevant regulations,
- provision of services related to the core business, in particular: sea and land transshipment, refining of gas and oil, including ethylization, dyeing and blending of components,
- repairs of machinery and equipment related to the core business, in particular refinery and petrochemical installations, fuel tanks, petrol stations and means of transportation,
- activities in relation to land reclamation and other service activities related to waste management,
- operating activities of fuel stations, bars, restaurants and hotels, and catering services,
- financial holding activities, monetary intermediation and other financial activities,
- extraction of crude oil and natural gas,
- accounting services and tax advisory.

For management purposes, the ORLEN Group is divided into the 3 operating segments: Downstream, Retail, Upstream and Corporate Functions. A more detailed description of these abovementioned segments was presented in [Chapter 2](#) and their financial results in [Chapter 3](#).

PKN ORLEN is the Parent Company of the ORLEN Group. The level of capital commitment of the Parent Company in its subsidiaries and affiliated companies has been presented in section 8.2.3 of Separate Financial Statements for the year 2015. Capital and organizational relations in the ORLEN Group are presented in section 1.5 of the Management Board Report on the Operations of the ORLEN Group for 2015.

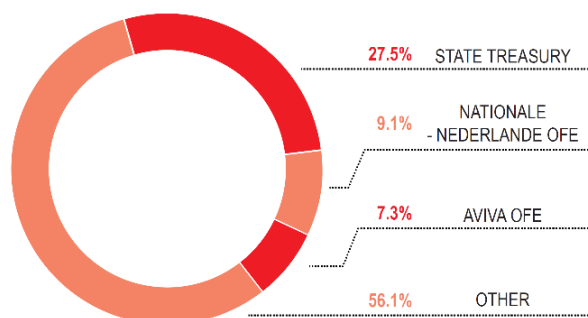
## 1.5. Shareholders and shares

### 1.5.1 Shareholding structure in PKN ORLEN

The share capital of PKN ORLEN is divided into 427 709 061 ordinary bearer shares with a nominal value of PLN 1.25. The ownership rights of PKN ORLEN’s shares are fully transferable.

The Management Board of PKN ORLEN has no information about agreements influencing the future change of current shareholding and bondholding structure.

**DIAGRAM 1.** Shareholding structure in PKN ORLEN.<sup>1)</sup>



<sup>1)</sup> According to the Extraordinary General Meeting of PKN ORLEN held on 29 January 2016.

### 1.5.2 Employee stock option scheme monitoring system

In 2015 no employee stock option scheme was implemented in PKN ORLEN.

### 1.5.3 Shares repurchase

In 2015 PKN ORLEN did not hold or not repurchase its own shares.

### 1.5.4 Number of PKN ORLEN shares and other entities of the ORLEN Group, held by the management and supervisory personnel of PKN ORLEN

Members of the Management Board of PKN ORLEN as at 31 December 2015 did not hold any shares of the Company. Mr Grzegorz Borowiec and Mr Artur Gabor from the Supervisory Board of PKN ORLEN held 100 and 3 200 shares of the

Company, respectively, at the end of 2015. Management and supervisory personnel of PKN ORLEN as at 31 December 2015 did not hold any shares in the other ORLEN Group's entities.

### 1.5.5 PKN ORLEN on the Stock Exchange

PKN ORLEN shares are quoted on the main market of the Warsaw Stock Exchange in the continuous quoting system and are included in WIG, WIG20, WIG30, WIG-Poland and WIG-FUELS – the industry index. Since 19 November 2009 PKN ORLEN's shares are included in the index of companies engaged in corporate social responsibility, called RESPECT Index.

In 2015 the largest companies stock market index WIG 20 decreased by (-) 19.7% (y/y), whereas WIG index decreased by (-) 9.6% (y/y). In this period PKN ORLEN's share price increased by 38.7% (y/y), to afford the highest rate of return of all companies included in WIG20. In the previous year, 323 408 878 of shares changed their holders on the market, that is 63% more in comparison to 2014.

**TABLE 1:** Key data regarding PKN ORLEN's shares.

KEY DATA	U.M.	2015	2014	2013	CHANGE %
1	2	3	4	5	6=(3-4)/4
Net profit attributable to equity owners of the Parent Company	PLN million	2 837	(5 811)	176	-
Highest share price <sup>1)</sup>	PLN	85.25	49.50	56.80	72.2%
Lowest share price <sup>1)</sup>	PLN	47.75	36.88	40.50	29.5%
Share price at year end <sup>1)</sup>	PLN	67.85	48.92	41.00	38.7%
Average price in the period <sup>1)</sup>	PLN	65.84	42.26	47.96	55.8%
P/E ratio average		9.9	(3.1)	116.6	-
P/E ratio at the end of the year		10.2	(3.6)	99.6	-
Number of shares	Item	427 709 061	427 709 061	427 709 061	0.0%
Capitalisation at year end	PLN million	29 020	20 924	17 536	38.7%
Average daily trading value	PLN million	86	34	44	152.9%
Average daily trading volume	Item	1 288 482	796 614	915 877	61.7%

<sup>1)</sup> Share price according to a closing share price.

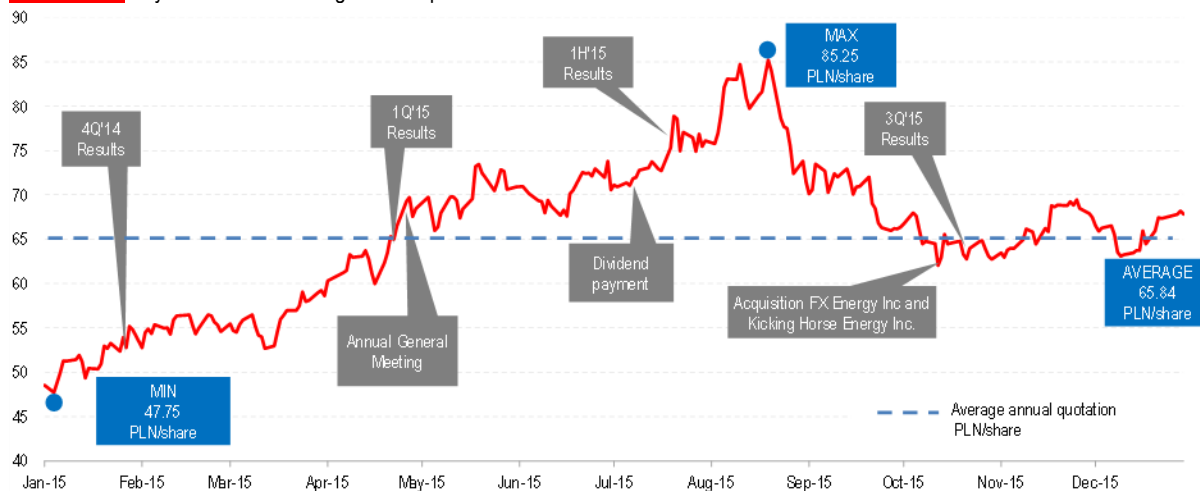
**TABLE 2:** Brokerage offices which issue recommendations for shares of PKN ORLEN<sup>1)</sup>

SEATED IN POLAND		SEATED OUTSIDE OF POLAND	
BDM	ING	Bank of America Merrill Lynch	JP Morgan
Deutsche Bank	Vestor	Barclays	Morgan Stanley
BOŚ	Ipopema	Concorde Securities	Raiffeisen
BZ WBK	mBank	Erste	Societe Generale
Citi	PKO BP	Goldman Sachs	UBS
Haitong Bank	Trigon	HSBC	UniCredit

<sup>1)</sup>As at the date of approval of this Report.

Current list of recommendations issued for the Company's shares is available on the corporate website under: <http://www.orlen.pl>

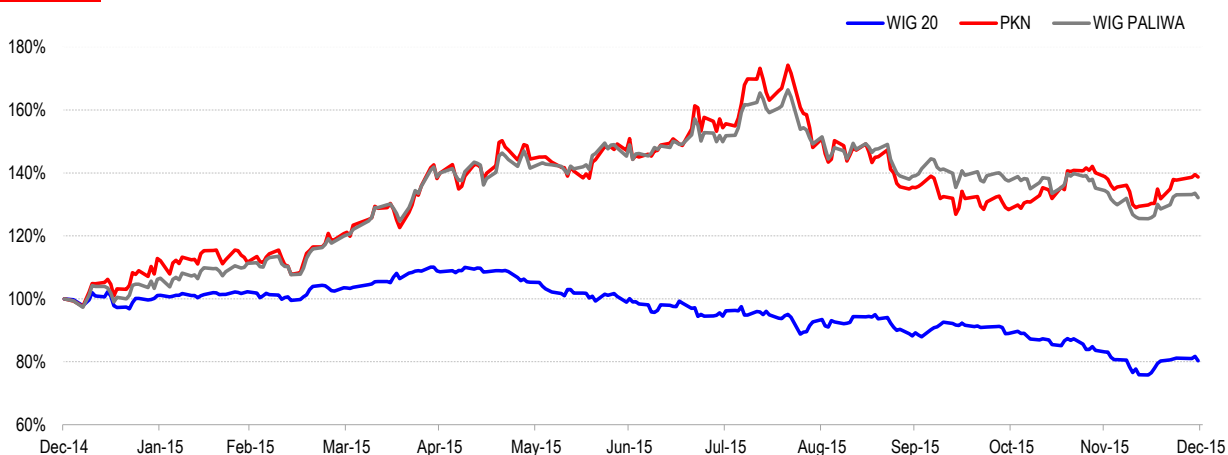
**DIAGRAM 2.** Key events on the background of quotations PKN ORLEN in 2015.



**DIAGRAM 3.** Quotations of PKN ORLEN on WSE in 1999 – 2015.



**DIAGRAM 4.** Quotations of PKN ORLEN, WIG20 and WIG-FUELS on WSE in 2015.<sup>1)</sup>



<sup>1)</sup> percentage change of quotations of PKN ORLEN, WIG 20 in relation to the listing of 30 December 2014  
 Source: Own calculations based on data from [gpwinfstrefa.pl](http://gpwinfstrefa.pl)

## 2. OPERATING ACTIVITY AND THE MOST IMPORTANT ACHIEVEMENTS

### 2.1. The most important events

#### JANUARY 2015

##### Repurchase of mandatory reserves

On 29 January 2015 the agreement for gathering and keeping of crude oil mandatory reserves, concluded on 27 June 2013 between Neon Poland Sp. z o.o. ("Neon") and PKN ORLEN S.A. has expired. Therefore, PKN ORLEN S.A. acquired crude oil owned by Neon. The value of the transaction was approximately USD 145 million (approximately PLN 540 million). On the day of signing the agreement the acquisition price of crude oil has been hedged with a forward contract. The settlement of the hedging transaction increased the value of the acquired raw material by USD 112 million (representing PLN 419 million). [Regulatory announcement no. 13/2015.](#)

#### AUGUST 2015

##### Repurchase of mandatory reserves

On 12 August 2015 PKN ORLEN S.A. exercised an option of early repurchase of a crude oil mandatory reserves sold to Cranbell Sp. z o.o. ("Cranbell") on 26 June 2014. Accordingly PKN ORLEN S.A. terminated the agreement for gathering and keeping of crude oil mandatory reserves concluded with Cranbell on 26 June 2014 and bought back crude oil owned by Cranbell. The value of the transaction was approximately USD 301 million (approximately PLN 1 137 million). On the day of signing the agreement the acquisition price of crude oil has been hedged with a forward contract. The settlement of the hedging transaction increased the value of the acquired raw material by USD 406 million (representing PLN 1 536 million). [Regulatory announcement no.118/2015.](#)

#### SEPTEMBER 2015

##### Power Plant in Włocławek

The consortium of companies (General Electric International S.A. and SNC-LAVALIN POLSKA Sp. z o.o.) that builds gas-steam power plant in Włocławek informed about new date for completion of the project. Therefore, commercial operation of the power plant is planned for the second quarter of 2016. The previously planned date of commercial operation of the power plant was December 2015. [Regulatory announcement no 129/2015.](#)

#### NOVEMBER 2015

##### Changes in a composition of the Supervisory Board

On 24 November 2015 PKN ORLEN Management Board informed that on 23 November 2015 the Minister of the State Treasury acting on behalf of the shareholder of the State Treasury, based on § 8 item 2 point 1 of the Articles of Association, dismissed Mr Maciej Bałtowski of the Supervisory Board of PKN ORLEN S.A. and appointed Mr Remigiusz Nowakowski to the Supervisory Board. [Regulatory announcement no. 161/2015.](#)

#### DECEMBER 2015

##### Convening of PKN ORLEN's Extraordinary Meeting of Shareholders

On 9 December 2015 Management Board of the PKN ORLEN S.A. acting pursuant to the Article 399 § 1 in conjunction with the Article 400 § 1 of the Commercial Companies Code and § 7 item 4 of the Articles of Association informed about convening PKN ORLEN's Extraordinary Meeting of Shareholders on 29 January 2016. [Regulatory announcement no. 165/2015.](#)

##### Changes in PKN ORLEN's Management Board

On 16 December 2015 the Supervisory Board of PKN ORLEN S.A. dismissed Mr Dariusz Krawiec from the Management Board of PKN ORLEN and at the same time appointed Mr Wojciech Jasiński as President of the Management Board for three year term of office, ending on the day of the Ordinary General Shareholders' meeting that will approve the financial statements for 2016. [Regulatory announcement no. 172/2015.](#)

### The most important events in 2016 until publication of the Management Board Report.

#### JANUARY 2016

##### Changes in a composition of the Supervisory Board of PKN ORLEN

On 28 January 2016 the Minister of the State Treasury acting on behalf of the shareholder of the State Treasury, based on § 8 item 2 point 1 of the Articles of Association, dismissed Mr Remigiusz Nowakowski from the Supervisory Board of PKN ORLEN S.A. [Regulatory announcement no. 15/2016.](#)

On 29 January 2016 the Extraordinary General Meeting of Shareholders of PKN ORLEN S.A. dismissed Mr Adam Ambrozik, Mr Cezary Banasiński, Mr Grzegorz Borowiec, Mr Cezary Możeński and Mr Leszek Jerzy Pawłowicz from the Supervisory Board of PKN ORLEN and appointed Mr Mateusz Henryk Bochniak, Mr Adrian Dworzyński, Ms Agnieszka Krzętowska, Mr Remigiusz Nowakowski and Mr Arkadiusz Siwko to the Supervisory Board of PKN ORLEN. [Regulatory announcement no. 17/2016.](#)

#### FEBRUARY 2016

##### Changes in a PKN ORLEN's Management Board

On 8 February 2016 the Supervisory Board of PKN ORLEN S.A. dismissed Member of Management Board Mr Marek Podstawa and at the same time appointed Mr Mirosław Kochalski as a Vice-President of the Company's Management Board and Mr Zbigniew Leszczyński to the position of the Member of Management Board, for the common three year term of the office, ending on the day of the Ordinary General Shareholders' Meeting that will approve the financial statements for 2016. [Regulatory announcement no. 22/2016.](#)

Information concerning significant contracts are described [point 2.9.](#)

## 2.2. Awards and distinctions

### JANUARY 2015

ORLEN Warsaw Marathon was awarded the title "Mass Event of the Year" in the 80<sup>th</sup> Plebiscite of "Przegląd Sportowy"

### FEBRUARY 2015

PKN ORLEN for the fourth time in a row obtained title of „**Top Employers Polska**”, confirming its position among the best employers.

### MARCH 2015

For the second time PKN ORLEN obtained prestigious title of „**The World's Most Ethical Company**” for implementation ethics in the daily company's operations and determining the standards of ethical leadership.

PKN ORLEN obtained title of “**Promoter of the ecology**” in the 15<sup>th</sup> edition of National Ecological Competition “Friendly to the Environment” for education activities as well as a number of activities on optimizing the impact on the environment.

### APRIL 2015

In the next edition, of the prestigious plebiscite „Fleet Awards” organized by the „Magazyn Flota”, fleet card program FLOTA has been acclaimed as the best in the category “Fuel cards for large fleets”

PKN ORLEN winner of the **Responsible Company Ranking 2015** made by “Dziennik Gazeta Prawna” in fuel, energy, extraction category.

### MAY 2015

PKN ORLEN for 16<sup>th</sup> time in a row took first place in prestigious „**List of 500**” ranking published by “Rzeczpospolita”. Among the biggest Polish companies were also other companies of ORLEN Group: ORLEN Paliwa, ORLEN Gaz and ORLEN Petrotank.

PKN ORLEN awarded the “**CSR Golden Leaf**” for its outstanding activities in the area of the social responsibility and sustainable development in 2014. This is the 4<sup>th</sup> “CSR Leaf”, after 3 silver awarded before by the “Polityka” magazine and Deloitte experts.

### JUNE 2015

PKN ORLEN became a laureate of two awards in the 10<sup>th</sup> edition of “**Direct Marketing competition – Golden Arrow**”. The Mobile Application VITAY and publication of “Information Package PKN ORLEN Annual Report 2013) were awarded.

### JULY 2015

PKN ORLEN as the only one Polish Company was listed in the “Global 500” American „**Fortune**” magazine at the prestigious list of the largest Companies in the world. This annually published list of the world's largest Companies is classified in terms of total revenue.

### AUGUST 2015

Three gold and one silver medals were won by athletes provided with PKN ORLEN individual scholarship program at **15<sup>th</sup> Athletics World Championship in Beijing**. Gold medals were won by: Anita Włodarczyk (Hammer Throw), Paweł Fajdek (Hammer Throw), Piotr Malachowski (Discus Throw), and the silver medal won Adam Kszczot (800 meters).

### SEPTEMBER 2015

PKN ORLEN once again awarded in the 11<sup>th</sup> edition of the ranking „**Best managed companies in CEE 2015**” performed by British “Euromoney” financial magazine.

PKN ORLEN another year in a row is the unquestionable leader in terms of revenue among the biggest Companies in Central Europe in the 9<sup>th</sup> edition of “**CE TOP 500**”.

PKN ORLEN was awarded with “**Safety leader in the Industry**” title granted by Risk Engineering and Industry Development Team of PZU in recognition of its merits and implementation of good practices, and in particular the implementation of the “Report Threats in Safety at Work”.

### OCTOBER 2015

PKN ORLEN awarded four prizes in the X edition of „**The Best Annual Report**” contest. Besides the Special Award, PKN ORLEN won contest for the best Report on the Internet and for the best Financial Statement prepared in accordance with MSSF/MSR standards, what is more PKN ORLEN received title “**The Best of the Best**” title, awarded to Companies which were able to achieve three times the highest distinction in competition organized by “Accountancy and Tax Institute”.

PKN ORLEN once again awarded with „**Safe Work Leader Gold Card**” granted by „Leaders in safety at work”.

PKN ORLEN awarded with „**Leader in purchase 2015**” title in competition organized by “Association of Polish Logistic Managers” under patronage of “Polish Chamber of Commerce” and “Harvard Business Review”.

PKN ORLEN leader of XIV ranking edition of “**List of 2000 – The biggest Polish enterprises and exporters**” under patronage of Ministry of Economy.

### NOVEMBER 2015

ORLEN, BLISKA and STOP CAFE brands were awarded with „**Superbrands Created in Poland 2015/2016**” title and PKN ORLEN brand won “**Business Superbrands 2015/2016**” title.

PKN ORLEN received “**Philanthropy Leader**” award in category of “Individual Employee Philanthropy Program”. The contest is organized by “Warsaw Stock Exchange”.

### DECEMBER 2015

PKN ORLEN for ninth time in a row became a laureate of the „**Most Valuable Polish Brand**” ranking. In 2015 value of PKN ORLEN brand reached PLN 4.5 billion.

PKN ORLEN was rewarded in “**Reactions and Innovations 2015**” plebiscite, for accomplishment of construction process of PX/PTA complex – the second largest and the most modern petrochemical complex designed for production of paraxylene and terephthalic acid.

**Chartered Institute of Purchasing & Supply** granted PKN ORLEN, for the first time in Poland, with Supply Chain Management Certificate. International CIPS experts performed integrated audit in the areas of: leadership and organization, strategy, employees competence, functions of process and systems and measurement with data management, experts concluded that PKN ORLEN is perfectly following purchasing standards.

PKN ORLEN continuously since 2009 remains in an elite group of companies being members of **RESPECT Index** that selects firms which are managed in responsible and sustainable way.

## 2.3. Organization and management

### 2.3.1 The ORLEN Group development policy

PKN ORLEN is striving to strengthen the position of its companies in the area of their primary activities and to extend the energy and upstream segment. At the same time, the Group is focusing on the improvement of management, restructuring and consolidation of assets, as well as on the divestment of assets which are not directly related to its primary activity. The purpose of these measures is to increase the market value of PKN ORLEN, to strengthen its position on the parent markets, as well as to ensure product and geographic expansion. The primary developmental investments aim at further expanding the product portfolio and the degree of conversion, generating new energy powers and continuing projects related to the exploration and extraction of hydrocarbons. Holding management principles, i.e. solutions aiming at the implementation of shared goals for companies in the ORLEN Group, defined by the Parent Company, were implemented to ensure effective management. The solution has been implemented on the basis of the ORLEN Group's

Constitution stipulating three key regulations: the Agreement for Cooperation, the Group Regulations, and the provisions of ORLEN Group company Statutes/Agreement.

The Constitution provided for the standardization of exchange of information, effective monitoring of key business decisions, as well as for the standardization of organization norms. Furthermore, the Constitution defines the legal basis for the formation of a cohesive strategy for the ORLEN Group.

Since 2011, the Constitution was implemented in 39 and the holding management principles – in 27 companies of the Group.

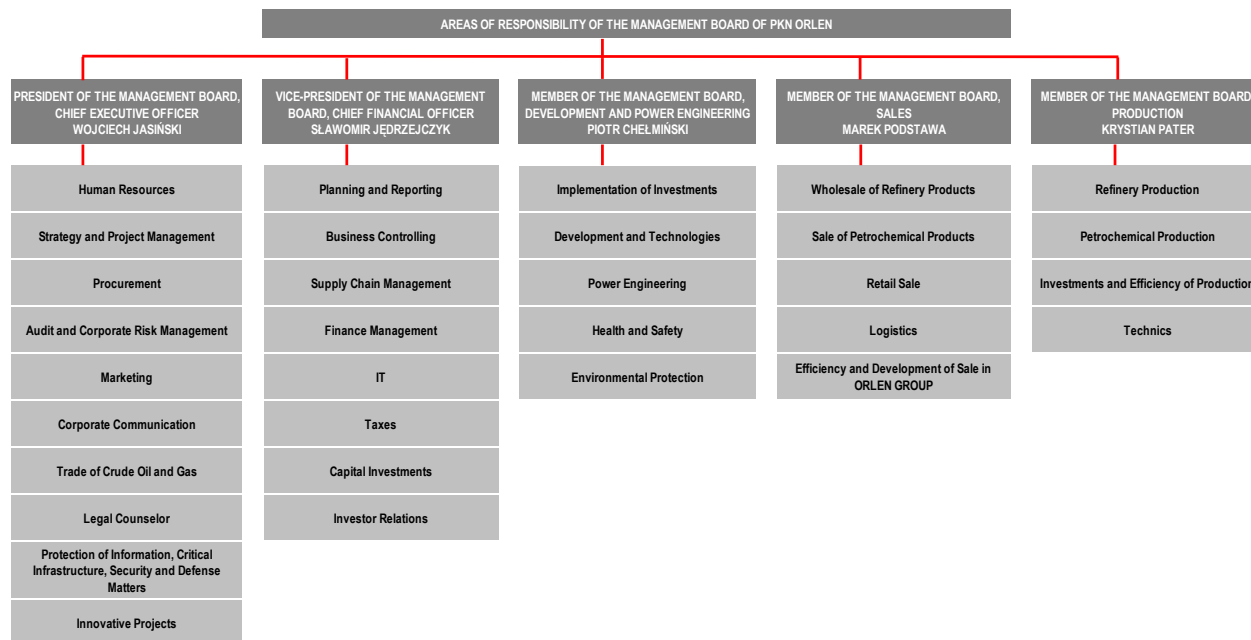
Effective PKN ORLEN corporate supervision over the companies of the Group is based on the supervision of the operating activity of these companies, their financial and formal-legal supervision.

### 2.3.2 Changes in the principles of organization and management in PKN ORLEN and in capital relations

On 16 December 2015, the President of the Management Board was replaced. By decision of the Supervisory Board, Mr Dariusz

Jacek Krawiec was dismissed and Mr Wojciech Jasiński was appointed.

**SCHEME 1.** The responsibility division of Members of the Management Board of PKN ORLEN as at 31 December 2015.



On 8 February 2016 the Supervisory Board dismissed Mr. Marek Podstawa from the Management Board of PKN ORLEN S.A. and appointed Mr Mirosław Kochalski for the Vice-President of the Management Board and Mr Zbigniew Leszczyński for the Member of the Management Board.

Block – and its subordinated Asphalt and Oil Departments were established within the section governed by the Refinery Production Executive Director.

A new organizational unit – Representative Office in Brussels – was established in the section governed by the Concern Counselor.

Due to the acquisition of production assets from the ORLEN Group companies, a new organizational unit – the Oil-Asphalt



In the course of 2015, shifts were made in the following organizational units:

- The Petrol Station Maintenance Department (with subordinated units) was shifted from the Retail Section to the Implementation of Property Investments Section,
- The Innovative Project Office was shifted from the Strategy and Project Management Section to the section governed by the Chief Executive Officer,
- The Refinery and Petrochemical Production Optimization and Production Processes Office with the subordinated Refinery and Petrochemical Production Optimization and Production Processes Team was shifted from the section governed by the Executive Petrochemical Production

Director to the Investment and Production Effectiveness Office.

In addition, a draft of the new division of competences between the Crude Oil and Gas Trade area and the Logistics area was implemented in relation to the transfer of the crude oil supply settlement process to the Logistics area. Due to the new division of competences, the organizational structure of the Executive Crude Oil and Gas Trade Director has changed.

In turn, the responsibility to monitor the mandatory reserves was transferred from the Logistics area to the Supply Chain Management area.

### Changes in capital relations in 2015

**TABLE 3:** Changes in respect of capital relations in PKN ORLEN.

TYPE OF TRANSACTION / COMPANY	TRANSACTION DATE	NUMBERS OF SHARES ACQUIRED / DISPOSED OF	SHARE IN THE CAPITAL AFTER THE TRANSACTION
<b>ACQUISITION OF SHARES</b>			
Przedsiębiorstwo Inwestycyjno-Remontowe RemWil Sp. z o.o.	23 January 2015	6 000	100.00%
<b>INCREASING THE CAPITAL OF THE COMPANY AND SHARES AUTHORIZATION</b>			
ORLEN Upstream Sp. z o.o.	25 March 2015	1 850	100.00%
ORLEN Upstream Sp. z o.o.	1 October 2015	1 059	100.00%
ORLEN Upstream Sp. z o.o.	18 November 2015	30 026	100.00%

## 2.4. Research and technological development

In 2015, **PKN ORLEN** realized projects of research and development related to the implementation of new products and technologies, as well as resulting from the existing laws on environmental protection and the production and sale of chemicals.

Modernizing the DRW IV installation in the Plock production plant, PKN ORLEN used research works concerning the improvement of yields and energy efficiency in atmospheric and vacuum columns. An analysis of the operation of feeder furnaces in the Flue Gas Desulfurization Installations was also carried out for the purpose of reducing carbon oxide emissions. Research works were also conducted for the purpose of expanding the production capacity of the polymer modified asphalt bases. In cooperation with the Jedlicze Refinery from the ORLEN Poludnie Group, technological trials aimed at obtaining raw material feed for the production of base oils were conducted. A project related to raising the energy efficiency of the PTA technological process was also carried out. Projects related to biomass processing into fuel components were also carried out, as dictated by care for the natural environment and resulting from the goals in the application of biofuels specified by the Renewable Energy Directive (RED) for 2020. In this area, PKN ORLEN and the Unipetrol Group joined the project conducted by the BIOENERGY 2020+ competence center, concerned with biomass use issues.

A project in advanced biofuels, concerning the development of alternative methods of sourcing higher-generation biocomponents was launched in cooperation with the University of Warmia and Mazury in Olsztyn and the University of Szczecin. As part of this

project, a testing station for growing algae with the use of carbon dioxide and post-production, refinery waters will be built within the premises of the Plock Production Plant. The main goal of this project is to develop a biocomponent production technology based on oil algae and Baltic diatoms in the refinery operating conditions. In terms of tightening cooperation with the representatives of the world of science, a series of "Innovation Day" meetings was organized to allow representatives of the industry and science to share their knowledge in innovation in the industry and to identify potential areas for cooperation.

As part of its strategy, PKN ORLEN has commenced a series of measures aiming at implementing and completing innovative projects in particular areas of its activity. By implementing innovative solutions and developing unique services, PKN ORLEN is building an innovative culture throughout the entire value chain. Poland's first open competition for innovative solutions increasing the energy efficiency of production processes was announced in 2015. The purpose of the competition was to find the most effective technological concept for the recovery and utilization of low-temperature heat from distillation columns. Under the project, the Concern established cooperation with an international expert in crowdsourcing initiatives – NineSigma. Despite the considerable challenge and the complexity of the problem, the competition became the point of interest of numerous innovators (teams of specialists, research institutions, scientists) from 10 countries of the world.

## 2.5. Downstream segment

### 2.5.1 Market trends in the downstream segment

#### **Adam Czyżewski, Chief Economist:**

*“The predictability of crude oil daily prices can be currently compared with the predictability of short-term floating exchange rate differences. The price of crude oil is one of the central macroeconomic categories, as it affects “everything”, beginning with the decisions of central banks regarding percentage rates and exchange rates, through state budget to the revenues and expenses of companies and households, and remains affected by these factors.*

*Following a cartel decision of November 2014 to defend its share on the market, the price of crude oil seeks support in unpredictable end costs of extraction. The process will last until the surplus of crude oil supply is not absorbed. Before this happens, the price of crude oil can fluctuate in a relatively wide range. Afterwards, the price will increase, and the growth rate will depend on the reduction scale of the extraction capacity”.*

#### **Crude oil prices**

In the beginning of the year, a barrel of crude oil cost USD 55, whereas in the middle of May 2015, its price increased to USD 66, after which a drop in quotations commenced down to 36 USD/bbl in the end of the year. Lower prices generally resulted from a surplus in crude oil supply and excess of extraction capacity which grew in the environment of high prices maintaining from the middle of the year 2014. A downward trend was additionally reinforced by growing impact of geopolitical factors, expectations of lifting the sanctions imposed on Iran and the continuously high production of crude oil in OPEC countries. Demand factors related to the risk of deteriorated demand, resulting from a slowdown of the Chinese, Brazilian and Indian economies were also recorded.

**DIAGRAM 5.** Change in prices of crude oil [USD/bbl].



Source: Bloomberg

#### **Demand and supply of raw material**

High supply of crude oil, compared with its demand, recorded in the horizon of a year or two will affect the level of prices. The market of crude oil supplies is also changing due to structural changes in the economies of the main developing countries and efforts to raise energy efficiency. However, after levelling demand with supply, some adverse geopolitical factors can be taken into account, which, at the current low level of extraction capacity reserves in OPEC countries, can add risk premium to the price.

**TABLE 4.** Crude oil market in 2015-2021 [mln bbl/d].

ITEM	2015	2016	2017	2018	2019	2020	2021
World Demand	94.4	95.6	96.9	98.2	99.3	100.5	101.6
Total World Supply, including:	96.4	96.7	97.0	97.8	98.7	99.5	100.5
- Non-OPEC Supply	57.7	57.1	57.0	57.6	58.3	58.9	59.7
- OPEC	38.7	39.6	40.0	40.2	40.4	40.6	40.8

Source: Data by International Energy Agency (IEA).

In 2015, demand for crude oil grew by 1.6 mbb/d (by 1.7%) and this was one of the largest growths in the recent years, stimulated primarily by the drop in prices, which started in the second half of 2014 and was recorded throughout 2015. Crude oil demand forecasts according to IEA up to 2021 assume average annual increase by billion 1.2 bbl/d, which is a solid perspective in the historical approach.

#### **Potential trends in crude oil prices**

In the short-term perspective to 2020, the dominant part of publicly available analyses and forecasts assume a break-through in the prices of crude oil. Forecasts indicate that in the middle of 2017, the crude oil market should reach a point of balance between demand and supply, which can constitute an impulse for raising the price of this raw material. Main factors affecting the prices of crude oil in 2016 are:

- OPEC countries extraction policy – in the past, OPEC accustomed the market to foreseeable crude oil prices. Currently, a part of the member states is forced to extract crude oil below the break-even point. Therefore, a conflict has been growing between particular members of the cartel, which can lead to successive turbulences on the crude oil market in 2016.
- Slowdown of world economic growth – the driving force of the global economy and the largest consumer of raw materials – China – has been undergoing an economic slowdown. The process is very difficult to reverse using traditional monetary and fiscal policy, which stands for further slowdown in the successive years turning into dropping demand for raw materials for energy.
- Return of Iranian crude oil on the market – on 17 January 2015, a memorandum of understanding concerning the limitation of the Iranian nuclear program entered into force in return for gradual lift of the prevailing sanctions. The sanction lift can entail the supply of additional 400 000 bbl/d until the end of 2016.
- Growing geopolitical risk – 2015 was the first year since a long time with a geopolitical risk factor. In 2016, deteriorating situation in the most turbulent regions of the world, that is in North Africa, in the Middle East and in Ukraine, might stimulate the change of the raw material prices dynamic..

The above specified factors implied the Brent crude oil prices forecasts to 2020 to hover around 55-95 USD/bbl, however, at the turn of 2015 and 2016, forecasts declaring prices below 30 USD/bbl have also appeared. Balancing the crude oil market will

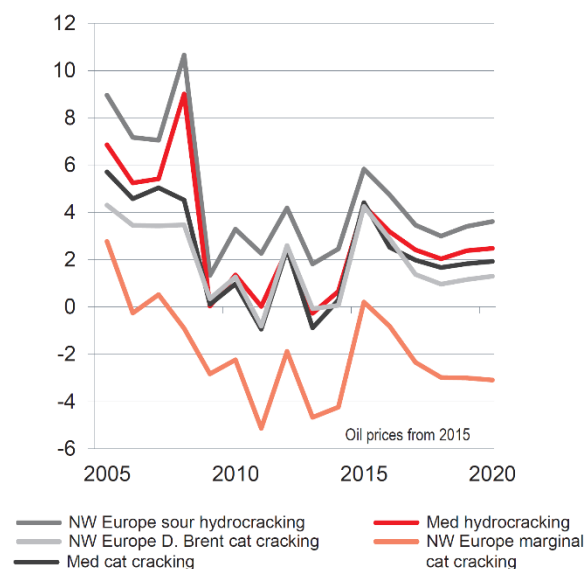


be possible thanks to the supply reduction.

## DOWNSTREAM – SALES AND PRODUCTION

In 2015, the market of petroleum products in Europe recorded good results, primarily thanks to dropping crude oil prices. Their level was generally affected by the surplus in crude oil supply, with a relatively stable level of demand. A drop in the price of crude oil caused an increase in product margins, thanks to the mechanism of delay in adapting fuel prices to drop in crude oil prices. The increase in margins improved the profitability of crude oil processing and stimulated growth of refining capacity. In turn, the allocation of higher product volume on the market required a decrease in their prices.

**DIAGRAM 6.** Refining margins in Europe [USD/bbl]



Source: IHS.

In 2016, the refinery industry in Europe will be affected by a series of factors, which will determine the dynamic of margins. The most important are the following:

- **The surroundings of refineries.** Currently, the European refinery industry is under structural pressure of low demand. Additionally, competition from the Middle and Far East refineries, development of production capacities in Russia and increase of fuel production in that market create a risk of fuel import and decrease of margins of the local manufacturers in Europe.

The release of crude oil export in the US may have a positive impact and narrow the Brent/WTI differential, thus partly improving the competitive position of European refineries in relation to their competitors from the US.

- **The position of refineries.** European refineries are working with reduced use of the production potential, which additionally raises the costs and limits profitability. They are relatively older and, consequently, less effective to the competitive refineries in the Middle East and Asia. Therefore, despite the current improvement in the industry, issue of efficiency improvement, in a longer time horizon, will be of

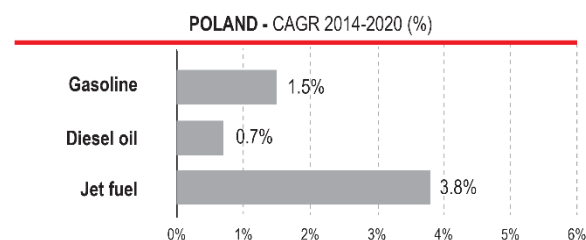
high significance for European refineries.

- **Potential surplus in stocks.** Absorption of crude oil surplus entails its processing to refinery products, which is currently performed at a very high pace, due to beneficial margins. Since the increase in margins and processing does not result from increased demand, the market will undergo a growth in refinery product stocks, which will create pressure on their prices.
- **Relative stability of demand.** A strong reduction of margins could be stimulated by a breakdown in fuel demand as a result of global recession caused by geopolitical factors, however, the probability that this scenario will come to life is relatively low.

The key driver for the growth demand of fuel in Europe will be plunging crude oil price – lower fuel prices translate into growth in their consumption. Higher forecasts of growth of demand for gasoline, exceeding the demand for Diesel oil are symptomatic. Growth of gasoline sales is also manifested by new, more restrictive emission standards implemented by the EU and improving quality of gasoline engines. In turn, according to HIS forecasts, the European demand for Diesel oil has and will maintain a slightly increasing trend to 2030 (increase of CAGR<sup>1</sup> by 0.8% per annum).

In Poland, a growth tendency is particularly displayed by projected demand for jet fuel, thanks to a growing volume of air carriage in Poland – according to available forecasts, the number of passengers carried to 2020 can increase by nearly 37% compared to 2014. Growing demand for gasoline is the effect of a growing number of vehicles registered in Poland – according to data published by the European Automotive Manufacturers' Association, the number of newly registered vehicles increased by 18% in Poland in 2015 compared to 2014.

**DIAGRAM 7.** Compound Annual Growth Rate (CAGR) in Poland [%].

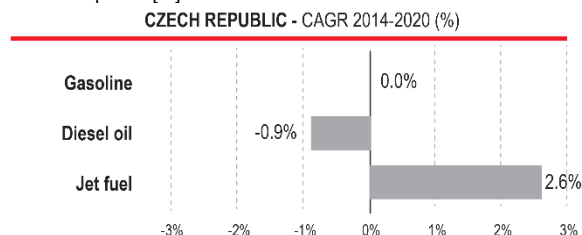


Source: JBC Energy

In the Czech Republic an increase in demand for jet fuel is anticipated, assuming stable demand for gasoline and LPG. According to JBC Energy, maximum demand for diesel oil is to fall in the years 2015-2016 – primarily due to the development of the transport sector, whereas in the successive years, i.e. to 2020, demand for diesel oil will drop (CAGR (-) 0.9%).

<sup>1</sup> CAGR – compound annual growth rate.

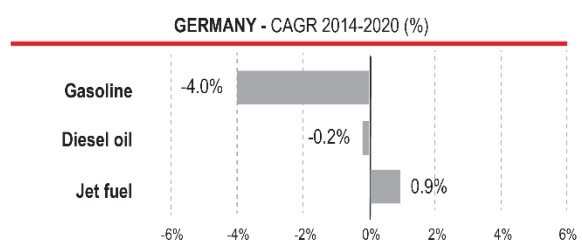
**DIAGRAM 8.** Compound Annual Growth Rate (CAGR) in the Czech Republic [%].



Source: JBC Energy

**The German market** is the focal point for all western European fuel market trends. There are forecasts of decrease in demand, mainly for gasoline. For several years, we have been witnessing progressive deterioration in automotive usage rates and growing effectiveness of engine use. The number of registered vehicles dropped from 559 per 1000 residents in 2008 to 540 currently. The use of alternatives to combustion engines is growing, and Germany is the third country in Europe in terms of registration of electrical cars.

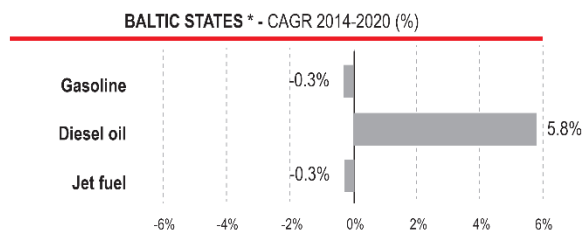
**DIAGRAM 9.** Compound Annual Growth Rate (CAGR) in Germany [%].



Source: JBC Energy

**In the Baltic states**, the anticipated growth in demand for fuels concerns primarily Diesel oil and results from the region economy development forecast, stipulating an average growth by 3.5% per annum to 2020.

**DIAGRAM 10.** Compound Annual Growth Rate (CAGR) in the Baltic countries [%].



\* Includes Lithuania, Latvia, Estonia and Belarus

Source: JBC Energy

A series of economically significant factors affect the European refinery sector:

- Competition from refineries in the Middle East. IHS analysts expect refining capacity in the Middle East to increase nearly by 2.2 million bbl/d to 2022. State investments in the

countries of this region are partially forced by the need to diversify the source of income, and to provide stimulus for economic growth and to stimulate employment in these fast-growing populations. With decreasing export of diesel oil to China, caused by the Chinese economic slowdown, Middle Eastern countries might look for new disposal markets, also in Europe.

- Russian manufacturers policy, aiming at selling higher volume of processed products instead of the raw material. Russia has been increasing its fuel export, taking advantage of the market situation and modernization of own refineries. Russia is producing 2.5 more diesel oil than it consumes (production of 1 500 thousand bbl/d, compared to consumption of 600 thousand bbl/d). In turn, demand for gasoline is practically balanced with production. Increased processing, securing consumption of gasoline, simultaneously forces domestic companies to export diesel oil. The problem which most of the Russian refineries can encounter in increasing export to Europe is the fact that production of diesel oil has been growing faster, exceeding the transfer capacity of pipelines. At this point, increasing the fuel transfer capacity has become the main priority of the Russian refinery industry. In result of these measures and additional upgrading works, Russian pipeline throughputs are to be increased by 515 thousand bbl/d to 2018. This will allow for further increase of diesel oil export to Europe in the next years, implying the excess of diesel oil in Europe.
- Loss of the American market. Due to increased production of hydrocarbons from unconventional deposits in the US, Europe has practically lost its opportunity to export gasoline surpluses to the American market.
- Introduction of regulatory limitations. Adaptation of production processes to community regulations in terms of the share of biocomponents and other renewable fuels in the general amount of fuels consumed in transport, high penalties for the non-performance of specific levels or the abolishment of tax exemptions related to the use of biocomponents and biofuels in production are the dominant factors to impact the cost of operation of petroleum concerns in Europe. Restrictive regulations regarding environmental protection and greenhouse gas emissions act to the diminish competitiveness between the European refineries and Chinese, Indian or US companies.

One of the biggest challenges for the manufacturers of the **petrochemical sector** in Europe is the development of new production capacities in the US, in the Middle East and in Asia. Due to low natural gas prices, thanks to the shale revolution in North America, the costs of manufacture of petrochemicals in the US fell nearly to the costs from Middle Eastern countries. Asian markets have become the most important disposal markets for petrochemical products, but is worth noticing, that these very regions are expected to undergo the fastest growth of production powers in the next years.

Low gas prices in North America in the last 8 years allowed for increase the supply of ethylene characterized by lower production costs compared to Europe, where production is based on crude oil. In world petrochemistry, the cost of raw material and energy determines competitiveness and constitutes approx. 70% of the product cost.

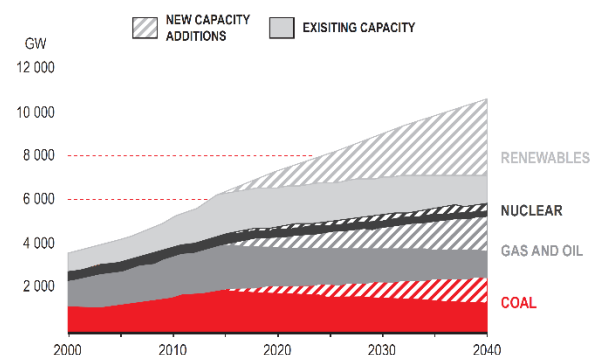
The European petrochemical industry will have to face a

competition challenge from the USA, which has considerable raw material advantage. European manufacturers display significant diversification of potential to achieve economic benefits – the main factors are: the scale of operations, integration with the refinery, location and technology as well as age of the installations. Companies having installations based on gasoline feeds convert parts of their production to lighter LPG mixes. The main drivers for improving the situation of manufacturers in Europe are cost reduction, margin improvement and plant restructuring programs. Further technological development and other process innovations will also be important. Among optimization measures including

**DOWNSTREAM – POWER INDUSTRY**

Over 80% of the energy consumed worldwide currently comes from fossil fuels: crude oil, coal and natural gas. In today's conditions the cheapest energy source is coal. However, it is expected that, in the long term, coal as an energy source will be replaced with natural gas and renewable energy sources. The change will be dictated by the necessity of decarbonisation of industry and fuel prices. After 2035 gas will be the largest source

**DIAGRAM 11.** World energy power [GW].



Source: IEA

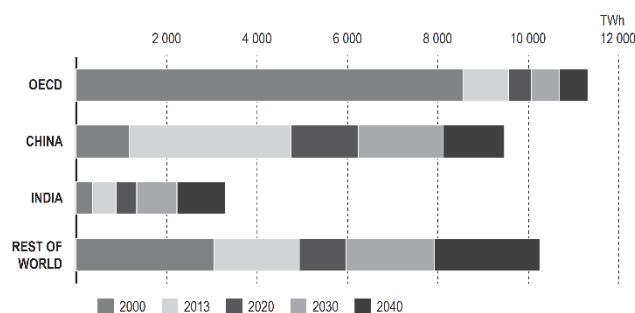
The pace of economic growth plays an essential role in shaping electricity consumption trends. Increase in demand in non-OECD countries will be stimulated by fast economic growth and increasing revenues, growing population and the development of urban agglomerations. According to the 2015 World Energy Outlook report published by the International Energy Agency, the average pace of demand increase for electricity in non-OECD countries in 2013-2040 will equal 2.9% per year, whereas in OECD countries only 0.7% per year. Despite the fast growth of demand for electricity per capita, non-OECD countries will consume less than 40% of the average consumption per capita in the OECD countries in 2040.

In the power industry area of the downstream segment of the ORLEN Group Company's core market is Poland - favourable growth prospects are provided due to lower energy consumption compared to most European countries. In Poland, energy consumption per capita is significantly lower than the average in the European Union and amounted to 4.1 MWh/capita in 2015 with the average of 5.4 MWh/capita in the European Union. In 2010-2015, demand for electricity in Poland was growing at the average pace of 1.3% a year. In 2015-2020, we are expecting an acceleration of growth of demand for electricity (acc. to CERA, CAGR will equal approx. 1.8%). Growth of demand for electricity

improvement of price policy, the portfolio of specialized products featuring higher margins is also possible. The commencement of production of more advanced products requires not only changes in terms of change of production installation regimes, but also strong R&D competences, capital expenditures and reorganization of sales channels, as well as establishment of relations with clients. The prevailing gap between polyolefin consumption ratios for Western Europe and Poland as well as Central-Eastern Europe indicates further growth potential for the ORLEN Group in this area.

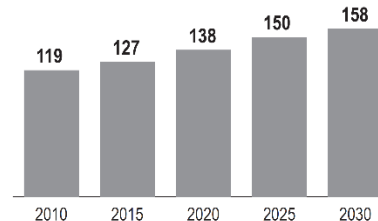
of electricity generation. Less expensive crude oil will have undoubtedly impact on the reduction of gas prices. Shale gas, which price in the United States and Canada is low, competes for primacy with coal – in particular by offering a significant reduction in CO<sub>2</sub> emissions.

**DIAGRAM 12.** Demand for electricity in the various regions of the world.



is anticipated in Poland in years 2015-2030, which will be primarily related to the economic development of the country.

**DIAGRAM 13.** Domestic demand on electricity in Poland in the years 2010-2040 [TWh].<sup>1)</sup>



Source: IEA

<sup>1)</sup> Final demand for electricity, ie. without taking into account losses in transmission and own needs of power plants

Until 2011, wholesale prices of electricity indicated a stable growth. In 2012-2014, a drop in prices from 180 PLN/MWh at the end of 2011 to approximately 140 PLN/MWh at the end of 2013 was recorded. Following the growth in 2014 (to a level of approx. 190 PLN/MWh), prices were stable in 2015 at the level of approx. 150 PLN/MWh. A considerable part of the production capacity in Poland requires modernization and/or replacement due to their

age and high emission rates. It is estimated that approximately 5 GW of production capacities should be withdrawn from the market until 2020.

The Czech market of electricity was fully liberated in 2006 and is currently one of the most mature European markets. In years 2010-2015, energy demand was relatively stable (CAGR 0.3%). In years 2015-2020, according to CERA, a demand growth of approx. 1.5% is anticipated. The main energy wholesale facility is the Prague Energy Exchange (PXE).

The Lithuanian energy system generates a total consumption of 10 TWh/annum. The Mazeikiai refinery is the largest recipient of energy in Lithuania, consuming approx. 0.6 TWh per year. In years 2010-2015, energy consumption by end users in Lithuania grew at the pace of 2.6% per year. In years 2015-2020, according to CERA, average demand growth of approx. 2.4% is anticipated.

Lithuania is also an importer of electricity the neighboring countries.

In the future, development of renewable energy sources (RES) in the world is also expected. It will be supported by regulations aimed at reducing CO<sub>2</sub> emissions and preferential treatment of RES. In 2014, the EU agreed targets for reducing CO<sub>2</sub> emissions and the share of renewables in energy consumption for 2030 years. Target for CO<sub>2</sub> reduction and the target for the share of renewable energy is 40% and 27%, respectively (compared to 1990). An important step towards a global consensus was also the agreement between the US and China, which are the world's biggest CO<sub>2</sub> emitters to reduce greenhouse gas emissions.

In Poland, over 80% of electricity is generated from coal, but the share of renewable energy sources is gradually increasing. In 2005, the share of RES in energy production amounted to 2.4%, in 2013 - 10.4%, while in 2014 up to 12.5%.

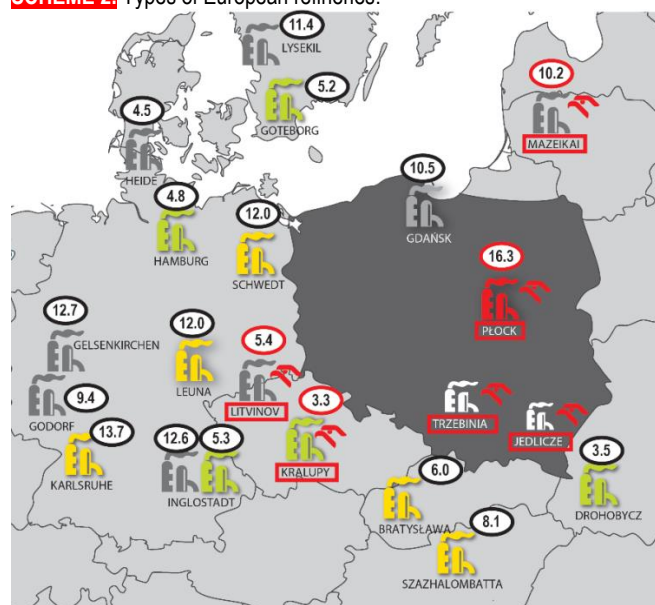
## 2.5.2 PKN ORLEN's position and competitive environment

### Krystian Pater, Member of the Management Board, Production:

"After 50 years of operation of the Plock Production Plant, we have beaten another record in crude oil processing. Last year, we processed 15.7 million tonnes, which exceeds the current best results from 2012-2013 by half a million tons. Higher crude oil processing was possible mainly due to full use of the potential of the installations in terms of improving yields in our key units, implementing an innovative process control system with APC systems (Advanced Process Control), and extending periods between maintenance standstills. We are following our strategy, we are systematically researching and searching for new, better technologies suitable for use in our facilities, and we are striving to use our resources in the Plock Production Plant and other production facilities in the Capital Group in a broader and more effective manner".







## MAIN PRODUCTION ASSETS

**SCHEME 2.** Types of European refineries.



Source: Own calculation based on Wood Mackenzie.

### Type of refinery and its description

-  **Supersite** - refinery with strategic significance, high level of oil processing depth, integrated with petrochemical operations
-  **Gold** - high complexity of assets and high depth of throughput which fosters profitability of the refinery, often situated in an advantageous localization
-  **Silver** - less complex sites generating moderate level of return
-  **Niche** - sites supporting petrochemical activity, manufacturing speciality products or operating on niche markets
-  **Unclassified**
-  **(X.X)** Maximum annual processing capacity

Production plant **PKN ORLEN** in Plock is one of the modern integrated production facilities in Central and Eastern Europe with annual capacity of conversion at the level of 16.3 million tonnes per year. According to Wood Mackenzie's ranking, the complex has been classified as a so-called Super-Site, which means refinery of strategic importance characterized by large depth of oil crude processing, integrated with petrochemical activity and generating high margins.

Within petrochemical production area the key installation Olefin has maximum capacity about 700 thousand tonnes of ethylene and about 380 thousand tonnes of propylene. Produced monomers are input used to production of polymers in BOP and PVC installation in the ANWIL Group. PKN ORLEN has also modern complex PX/PTA, whose capacity amounts to 400 thousand tonnes of paraxylene which enables production of 600 thousand tonnes of terephthalic acid.

## MARKET SHARES OF PKN ORLEN IN DOWNSTREAM SEGMENT

### Wholesale of refinery products

PKN ORLEN has an extensive portfolio of refinery products, among others, gasoline, diesel, jet fuel, light and heavy heating oil, and a wide range of non-fuel products and semi-products.

The biggest competitors of PKN ORLEN in Central and Eastern Europe are:

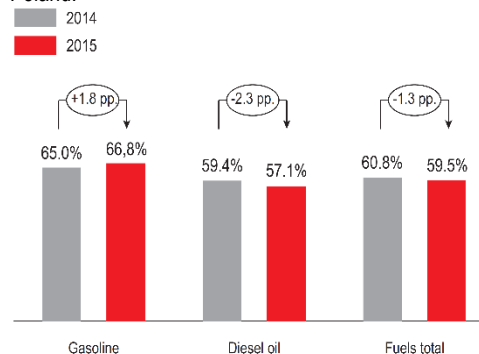
- Lotos Group with headquarter in Gdańsk – second largest refinery in Poland.
- Mitteldeutschland Refinery in Leuna/Spargau of Total Group, located in the south-eastern Germany, about 150 km from the Polish-German border, the most modern of German refineries.
- PCK Refinery in Schwedt located northeast of Berlin, about 20 km from the Polish-German border.
- Slovnaft Refinery - integrated refining and petrochemical group with a dominant position in the Slovak Republic, located near Bratislava, about 350 km from the Polish border.
- Mozyr Refinery - leading Belarusian refinery.

Growth in total sales of gasoline and diesel oil, which the ORLEN Group reached on the Polish market, allowed for maintaining high market shares at the level of 59.5%. Legal regulations introduced,



concerning illicit fuel trade (also referred to as the “shadow economy”), can particularly stimulate increase in the consumption of fuels, as announced in official statistics, and can therefore disturb the dynamic of changes in the ORLEN Group market shares.

**DIAGRAM 14.** Participation in the wholesale fuel market in Poland.



Source: Own calculation

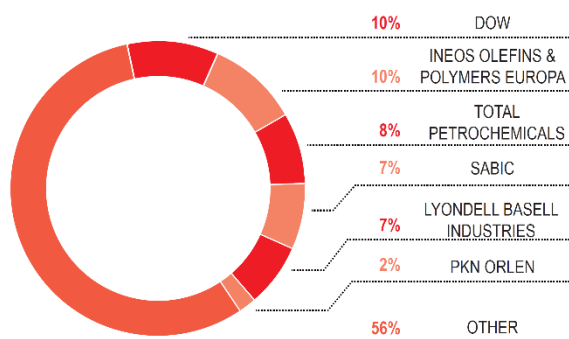
### Wholesale of petrochemical products

PKN ORLEN is one of the largest petrochemical companies Central and Eastern Europe and the only producer of monomers on the Polish market. Competition in the European market is determined by the type of manufactured and offered petrochemicals products.

#### Ethylene

Ethylene production on the European market in 2015 amounted to approximately 23 915 thousand tonnes/year, with nominal production capacity of approximately 28 649 thousand tonnes/year. The main ethylene producers in Europe in 2015, with the combined share in the nominal production capacity of 36%, were: DOW, INEOS, Total Petrochemicals and Sabic. PKN ORLEN with production capacity at the level of 700 thousand tonnes/year holds 15<sup>th</sup> place and has 2% share in the European production.

**DIAGRAM 15.** Ethylene producers in Europe.

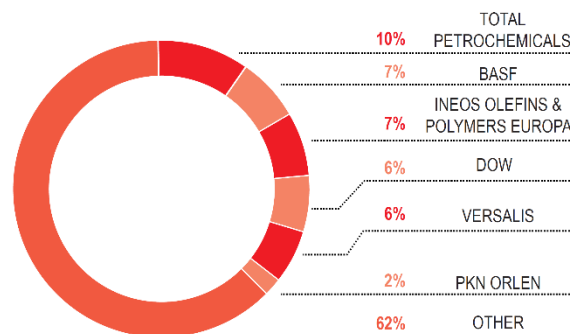


Source: Own calculations based on NEXANT.

#### Propylene

Propylene production on the European market in 2015 amounted to approximately 17 325 thousand tonnes/year, with nominal production capacity of approximately 19 406 thousand tonnes/year. The main propylene producers in Europe in 2015, with the combined share in the nominal production capacity of 30%, were: Total Petrochemicals, BASF, INEOS and DOW. PKN ORLEN with production capacity at the level of 700 thousand tonnes/year holds 10<sup>th</sup> place and has 2% share in the European production.

**DIAGRAM 16.** Propylene producers in Europe.



Source: Own calculations based on NEXANT.

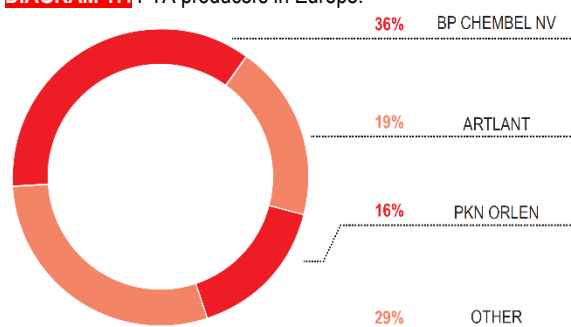
#### PTA

PTA production in the European market in 2015 amounted to about 2 611 thousand tonnes/year, with nominal production capacity of approximately 3 883 thousand tonnes/year. This stems from the fact that the actual production recorded by Arlant in 2015, compared to minimum production powers, was significantly reduced due to long-term downtime of the Portuguese manufacturer (since Q3 2014, the installation was operational for 3 weeks in October 2015, and the re-start of production is planned for the second half of 2016).

PTA in Europe is mainly used for the production of PET granulate intended for food bottles (about 85% of European production) and the production of polyester fibers (about 5% of European production) and foil (about 3% of European production). There were 7 PTA producers on the European market. In 2015, a decision was made to close the production unit Indorama Ottana Energia JV with nominal production capacity of 190 thousand tonnes/year. The largest producers of PTA in Europe are: BP Chembel NV located in Belgium with nominal capacity of 1 400 thousand tonnes/year, the company Arlant in Portugal with nominal production capacity of 750 thousand tonnes/year and PKN ORLEN with production capacity of 600 thousand tonnes/year. In total, these three producers represented in 2015 over 72% of European nominal production capacity in the PTA segment. PKN ORLEN in 2015 had a 16% share in the nominal European production of PTA and was the only one in Europe holding PTA manufacturing systems fully integrated with the

production of paraxylene. Planned investments in the future of PTA in Europe, apart from the increase of production powers of the Indorama Rotterdam installation (by 250 thousand tonnes/year), planned for the Q1/Q2 2016, concentrates in Russia includes such outstanding companies as: Etana (750 thousand tonnes/year – 2020), Mogilev (600 thousand tonnes/year – 2020) and OJSC TANECO (210 thousand tonnes/year – 2021).

**DIAGRAM 17.** PTA producers in Europe.



Source: Own calculations based on PCI.

Core products, goods and services of PKN ORLEN is described in [point 2.5.3.](#)

### LOGISTICS ASSETS OF PKN ORLEN

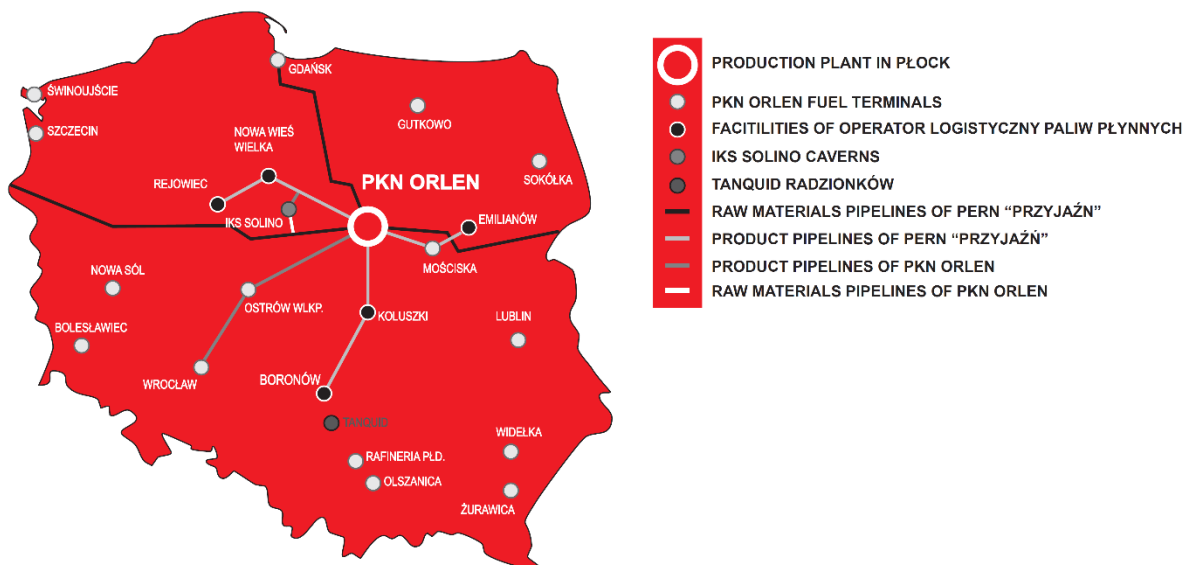
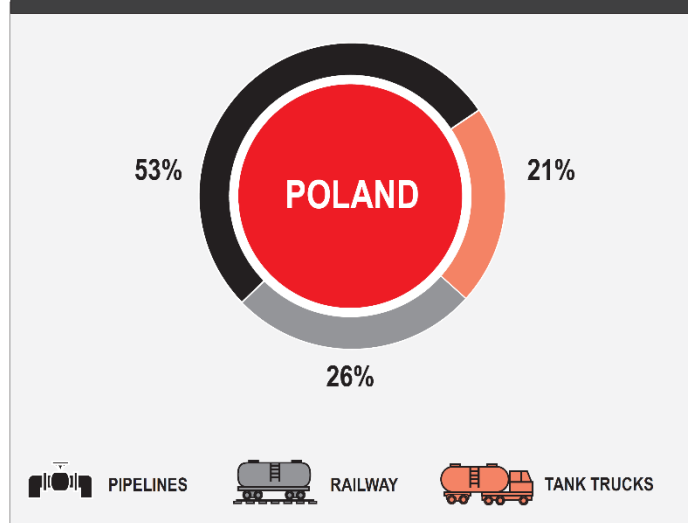
Efficient logistics infrastructure is the key element of the competitive advantage of PKN ORLEN on the fuel market.

PKN ORLEN uses a network of mutually complementary infrastructure elements: fuel terminals, onshore and offshore handling facilities, networks of raw material and product pipelines, and railway and road transport. In 2015, product logistics in PKN ORLEN was based on pipeline use, on railway transport, as well as on tank truck carriage.

In 2015 pipeline transport was the primary transport form of raw materials and products. On the Polish market PKN ORLEN for the transport of fuel products uses 620 kilometers of pipelines owned by Przedsiębiorstwo Eksploatacji Rurociągów Naftowych "Przyjaźń" and its own transportation infrastructure with a length of

620 km consist of two sections: Płock - Ostrów Wielkopolski - Wrocław with a length of 338 km and Wielowieś – Góra (IKS Solino) with a length of 19 km for the transport of fuel products. Crude oil transport is performed primarily with the use of a network of pipelines belonging to PERN "Przyjaźń", of a total length of 887 km, as well as using own pipeline of 43 km, linking Góra (IKS Solino) to Żółwiniec (connection to the PERN "Przyjaźń" pipeline).

For operational purposes of receipt, dispatch and loading of fuel in 2015, the Company used in aggregate 24 facilities (own fuel terminals, terminals owned by entities from the ORLEN Group and third parties' centres). The total storage capacity within own infrastructure and based on agreements concluded at the end of 2015 amounted to 7 million m<sup>3</sup>.

**SCHEME 3.** Logistics infrastructure used by PKN ORLEN.

**THE STRUCTURE OF FUEL TRANSPORT IN PKN ORLEN IN 2015**


## POWER INDUSTRY

PKN ORLEN is a significant producer of electricity and heat, which is used in large part for their own production needs. It is also one of the largest consumers of gas in Poland and an active participant in the process of liberalization of the gas market. According to the assumptions of the ORLEN Group strategy, the current production sources are undergoing upgrading projects and new investments in the form of gas-steam blocks are carried out.

**PKN ORLEN Power Plant in Plock ("PP")** is the largest in terms of installed capacity industrial power plant in Poland and one of the largest in Europe, producing heat and electricity in the high-efficiency cogeneration. The total installed electric capacity is 345 MWe and installed thermal capacity is 2 149 MWt. The PP provides, as the basic supplier, heat in steam and heating water and electricity - the media used for the production installations and for external customers including the city of Plock. Different types

of fuel may be used for the production of electricity and heat: heavy fuel oil as the primary fuel, natural gas and post-refining gas. In 2015, in the PP in Plock, the construction of an installation of Catalytic Denitrification and Dedusting was continued. Alongside the construction of Catalytic Denitrification and Dedusting installation, on individual boilers, flue gas desulphurization installation based on the wet-limestone technology, used to desulphurization of flue gas from all boilers, was constructed and commissioned in December 2015. After the launch of the aforementioned installations, the PP in Plock fulfilled environmental requirements effective as of the beginning of 2016.

**Construction of the gas-steam power plant in Włocławek of 463 MWe in total power.** The installation will be strictly technologically linked to the ANWIL Group Production Plant. The initial, contractual completion term for the investment – the end of



2015 – was shifted to the turn of the quarter II and III of 2016 due to extension of construction-installation works. In Q4 2015, a series of works related to start-up was carried out. Tests and assessments related to the electrical and power systems and PSE power connections were completed, gas turbine burners were lit up, inducing turbine rotations. After commissioning, the newly built power plant will serve as the main source of technological heat and electricity for the ANWIL Group, and the surplus of electricity manufactured will be allocated by PSE on the domestic market.

**Construction of a gas-steam block of 596 MWe in Plock was commenced in 2015.** In April 2015, the site was handed over to the General Contractor – a consortium of Siemens AG and Siemens Polska Sp. z o.o. As of the beginning of July, the Contractor obtained a replacement building permit for the construction project and commenced civil works. All earthworks related to technological and auxiliary buildings were completed until the end of the year. The foundation slab for the boiler room, the water conditioning station and raw and demineralized water tanks were completed. Apart from the construction of the gas-steam block, contract and design works devoted to the infrastructure required for its launch were carried out, i.e. devoted to the 400kV block line, the 30kV busbars, the multi-chamber reactors for decarbonized water, and to the ICT installations. At the end of 2015, technical documentation required for obtaining an environmental decision for the construction of the 400kV line was submitted. Furthermore, a tender for the appointment of contractor of this line was announced. The completion of this investment is planned for the end of 2017.

#### **Energy trading**

The Energy Trading Department of PKN ORLEN is responsible for trade within the entire ORLEN Group, on the Polish, Czech, German and Lithuanian markets. The Active Energy Trading

Group was operating in 2015 and optimized additional energy production from TG6 (Plock PP) and T700 (Unipetrol) to optimize the work of turbines. Arbitration transactions on the wholesale electricity market were also carried out. In 2015, the formation of retail structures was commenced to extend the margin chain and to be able to offer energy to end recipients in 2016.

**The Polish renewable energy** industry is primarily based on wind turbines. 2015 was marked by continuing works on the draft of act on renewable energy sources, which would guarantee their further, sustainable development. After completing the legislative process, the Company will make decisions regarding the legitimacy of implementation of projects devoted to renewable energy sources. In 2015, PKN ORLEN opened a pilot project for furnishing a selected group of fuel stations with photovoltaic modules.

#### **COMPETITIVE PROJECTS**

A significant part of existing production capacity requires modernization and/or replacement due to their age and high emission rates. It is estimated that approximately 5 GW of production capacities will have been withdrawn from the market by 2020. At the end of 2015, the total installed power capacity in Poland was approx. 40 GW. Sources (without considering RES projects) of total power of approx. 5 GW are currently under construction. These units will partially replace the blocks which are put out of service. In the group of implemented investments, approximately 1.7 GW refer to cogeneration projects, including two blocks built by PKN ORLEN (Plock and Wloclawek), a gas-steam unit in Stalowa Wola of 450 MW in total power, which is a joint project of PGNiG and Tauron, and a gas heat and power plant in Gorzów Wielkopolski, of 138 MW in total power, contracted by PGE.

### 2.5.3 Volume sales of downstream segment

#### Zbigniew Leszczyński, Member of Management Board, Sales:

"In 2015 sales volume of downstream segment of PKN ORLEN increased by over 5% (y/y). Strong competition on the domestic market persuaded us to seek new solutions in the optimization of the wholesale channel. One of our unquestionable accomplishments is the merger of ORLEN Paliwa, ORLEN PetroTank and ORLEN Gaz. The changes introduced aimed at creating an entity with a broad commercial offer, offering beneficial commercial terms basing on state of the art logistics and sales solutions. We are convinced that the offer of the company will be competitive on the market not only due to the quality guarantee and due to its unique universality in terms of product offer."

The year 2015 marked the continuation of the growth trend of the Polish economy. According to preliminary estimates of the Central Statistical Office of Poland, the GDP dynamic was 3.6% (y/y) in 2015 and was by 0.3 p.p. higher as compared to 2014. Positive trends were also recorded on the labor market in the form of reduced unemployment rates. Good condition of the Polish economy translated into increase in the level of fuel consumption. Data published by the Energy Market Agency indicates that the long-term downward trend in the domestic gasoline and diesel oil consumption rates was reversed. In 2015, the consumption of these fuels grew, respectively, by 2.6% and 5.8% (y/y). Apart from the improvement in general market conditions, growth in demand was also stimulated by low fuel prices. Record-breaking crude oil

price drops on international markets translated into lower fuel price levels, which additionally encouraged vehicle users to use this mean of transport more intensively.

A negative effect, which the entire Polish market has been struggling with is the so-called "shadow economy" in fuel trading. The illegally marketed diesel oil volume is estimated for more than a dozen or so per cent of the overall consumption of this fuel. Further growth in diesel oil and gasoline consumption is expected in 2016. The scale of the growth will depend on whether the pace of the growth of the Polish economy will be maintained and on the effects of measures taken to counteract unfair competition.

**TABLE 5** Sales of PKN ORLEN in the downstream segment (in PLN million / thousands of tonnes).

Sales	2015		2014		2013		CHANGE %	
	VALUE	VOLUME	VALUE	VOLUME	VALUE	VOLUME	8=(2-4)/4	9=(3-5)/5
1	2	3	4	5	6	7	8	9
<b>Downstream Segment</b>								
Light distillates <sup>1)</sup>	3 457	1 516	4 352	1 464	5 375	1 685	(20.6%)	3.6%
Medium distillates <sup>2)</sup>	10 957	5 020	12 891	4 417	14 898	4 677	(15.0%)	13.7%
Heavy fractions <sup>3)</sup>	2 426	2 320	2 637	1 618	2 927	1 605	(8.0%)	43.4%
Monomers <sup>4)</sup>	3 203	944	3 292	811	3 510	840	(2.7%)	16.4%
Aromas <sup>5)</sup>	552	214	754	186	776	192	(26.8%)	15.1%
PTA	1 532	587	1 767	571	2 048	556	(13.3%)	2.8%
Other <sup>6)</sup>	22 859	544	33 036	1 522	35 806	1 584	(30.8%)	(64.3%)
<b>Total</b>	<b>44 986</b>	<b>11 145</b>	<b>58 729</b>	<b>10 589</b>	<b>65 340</b>	<b>11 139</b>	<b>(23.4%)</b>	<b>5.3%</b>

1) Gasoline, LPG.

2) Diesel fuel, light heating oil, jet fuel.

3) Heavy heating oil, bitumen, oils.

4) Ethylene, propylene.

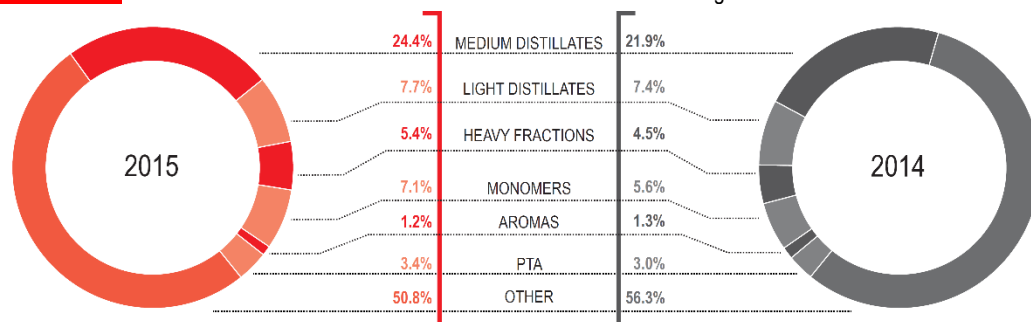
5) Benzene, toluene, paraxylene, ortho-xylene.

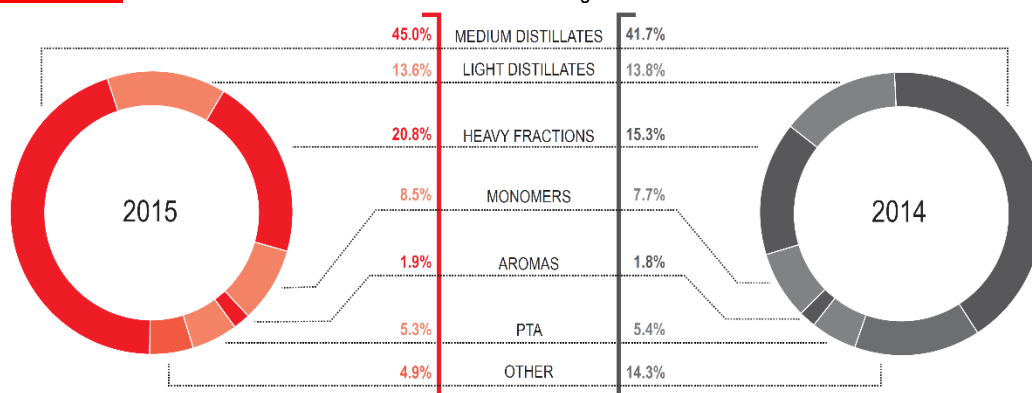
6) Other value – comprises revenue from the sale of crude oil to the ORLEN GROUP companies in the amount of PLN 21 084 million in 2015, PLN 29 558 million in 2014 and PLN 32 080 million in 2013. Also includes revenue from the sale of mandatory reserves for the total amount of PLN 2 236 million in 2014 and PLN 1 045 million in 2013, as well as revenue from the sale of segment services. Other volume – consists mainly of brine, salt base, vacuum distillates, acetone, ammonia, butadiene, phenol, technical gases, glycols, caprolactam, caustic soda and sulfur.

Sales revenues of the Company in 2015, 2014 and 2013 from three customers of the Downstream segment products and materials, whose individual share in the total sales exceeded 10%,

amounted to PLN 31 901 million, PLN 39 830 million and PLN 43 849 million respectively. Recipients were related parties of PKN ORLEN.

**DIAGRAM 18.** Structure of revenues from the sale of PKN ORLEN downstream segment.



**DIAGRAM 19.** Sales volume of PKN ORLEN in the downstream segment on the Polish market.


PKN ORLEN sales in the downstream segment on the Polish market in 2015 increased by 5.3% (y/y) and reached the level of 11 145 thousand tonnes.

Increase of sales of medium distillates results from high diesel oil and jet fuel volume, the sales of which grew, respectively, by 14.0% and 14.6% (y/y).

2015 was the next year marking significant growth in the sale of jet fuel, and consistent strengthening of the leading position among the suppliers of this fuel. The Polish market of air carriage is one of the fastest-developing in Europe. Last year, the number of passenger carriage increased in Poland by 13% (y/y), and according to the Civil Aviation Authority, successive growth is expected in the next years. Maintaining a leading position and increasing the sales volume on a such prospective market, is a significant element of the Concern's sales strategy.

Light distillate sales increased by 0.6% (y/y). Low level of gasoline price stimulated a 4.2% (y/y) growth in sales of this fuel, simultaneously resulting in reduced LPG sales by (13.8%) (y/y). Increased volume of heavy fractions and decrease of sales of other products resulted from acquisition of bitumen and oil assets by PKN ORLEN as of January 2015, which led to decrease in sales of vacuum residue and oil fractions disclosed in other positions and an increase in bitumen and base oils disclosed in heavy fractions.

In the petrochemical area, the PKN ORLEN recorded an increase in the sales of all product groups. Increased sales of monomers is primarily a result of lack of maintenance shutdown of the Olefin installation in 2014. Moreover, PKN ORLEN realized higher by 2.8% (y/y) PTA volume as a result of the intensification of sales on the European market and non-pet market (polyester fibers and foils, powder coatings and resins, plasticizers).

## 2.5.4 Source of supply

### Crude oil

Crude oil deliveries to PKN ORLEN are realized through "Druzhiba" pipeline and by sea using Gdańsk-Płock pipeline.

In 2015, there were two long-term contracts for the supply of crude oil by pipeline to refinery in Płock (executed respectively with companies Mercuria Energy Trading SA, Rosneft Oil Company) Each contract provides the possibility to re-negotiate prices annually; in case of lack of agreement on this matter, the contract may be terminated. Due to the long-term character of these contracts, agreement ensured safety and continuity of supplies of over 60% of purchased raw material for refineries and contained supply guarantee clauses based on financial guarantees.

PKN ORLEN provides crude oil to the refinery in Płock and three ORLEN Group refineries located respectively in Litvinov and

### Natural gas

Purchases of natural gas are based on a long-term contract between PKN ORLEN and PGNiG and on short-term contracts with alternative suppliers. Due to progressing liberalization of the gas market and development of trans-border infrastructure, prices in Poland came close to the marked on the liquid German market. PKN ORLEN continues efforts to ensure stable supply and reduce the overall purchase cost of natural gas, mainly through

Kralupy in the Czech Republic and in Mazeikiai in Lithuania. In 2015 the crude oil supplies in all directions proceeded according to plan.

The raw material suppliers to all refineries were both manufacturers and companies operating in the Russian's crude oil market, including traders operating in the international crude oil market. Crude oil delivered to Płock came primarily from Russia, moreover, from Saudi Arabia, Kazakhstan, Norway and the United Kingdom.

In 2015, the share of Rosneft Oil Company and Mercuria Energy Trading S.A. in crude oil supplies exceeded for each of these companies 10% of revenues of PKN ORLEN and amounted to the total of 27.8% of the overall sales revenues.

diversification of supply sources. In 2015, more than 20% of natural gas in PKN ORLEN was supplied by alternative suppliers. Moreover, PKN ORLEN implements a number of exploration and extraction projects in order to obtain their own sources of gas and crude oil.

## 2.6. Retail segment

### Zbigniew Leszczyński, Member of the Management Board, Sales:

“Yet again, we have recorded a record-breaking EBITDA result for the retail segment of the ORLEN Group, amounting to over PLN 1.5 billion. Of this amount close to PLN 1.2 billion was earned by PKN ORLEN on the Polish markets due to high fuel sales volume. In the past year in Poland we have continued the development of our offer by launching next 154 Stop Café and Stop Café Bistro locations. These actions led to further improvement of non-fuel margins.”

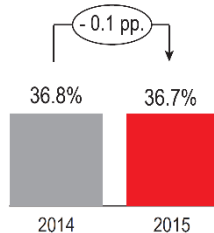
### 2.6.1 Market trends

The 2015 was a year of considerable reductions in fuel retail prices as a result of crude oil price decrease. Lower prices on fuel stations reduced the attractiveness of economic chains. Premium stations began to gain customer esteem, and clients were more eager to refill using more expensive premium fuels and paid more attention to the non-fuel and gastronomy offer. The price ceased to be the most important element in the choice of place for refueling. As a result, the initiatives of particular chains were focused on development of stores, particularly their gastronomical parts. A similar direction was also recorded for economic chains.

### 2.6.2 Market position and environment

In Poland, fuel stations operate under the ORLEN brand in the Premium segment and under the BLISKA brand in the economy segment. PKN ORLEN on the Polish market at the end of 2015 operates a network of 1 749 fuel stations. The implemented investment program was focused on the establishment of new petrol stations and highway facilities, upgrading of existing facilities and rebranding of the BLISKA stations to ORLEN. The main focus was still the development of the gastronomical offer, as well as new store formats. Corporate fleet and loyalty programs contributed to strengthening the market-leading position of the Group and increasing its total fuel sales volumes by 3.8% (y/y).

**DIAGRAM 20.** Share in the retail fuel market in Poland.



According to data published by POPIHN (Polish Organization of Oil Industry and Trade) in 2015, more than 6.6 thousand petrol stations operated on the Polish market. The share of the ORLEN Group in the total number of stations was reduced by (-) 0.8 percentage points and reached the level of 26.5%.

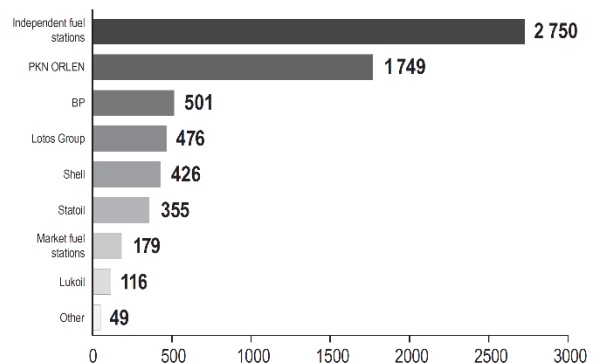
The main competitors of PKN ORLEN on the Polish market include such foreign concerns as: Shell, BP, Statoil, Lukoil, which owned 21.9% of fuel stations as well as the Lotos Group with 7.2% of share in the number of stations. The share of foreign

ORLEN Group domestic markets did not display significant changes in the number of functioning fuel stations. A growing number of independent stations entered into cooperation with international chains or joined association that united them.

In 2015, Total company appeared on **Polish market** and ultimately plans to open 100 franchise stations in the successive years. In 2015, 10 fuel stations entered into cooperation with this French chain. The rebranding process of the Neste stations acquired in 2013 by Shell was completed.

concerns and the Lotos Group in the number of stations increased, respectively, by 0.2 and 0.4 percentage points (y/y).

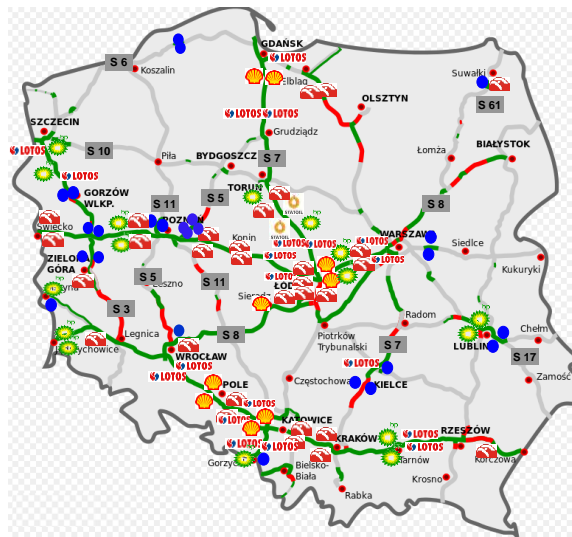
**DIAGRAM 21.** Fuel station network in Poland on 31.12.2015.



Source: Own calculations based on POPIHN data.

### Passengers service areas (“MOP”)

Continued expansion of the road system in Poland creates a possibility for development that assumes the so-called Passenger Service Centers (MOP) located next to highways and expressways. As of the end of 2015, there were 69 MOPs on the Polish market, out of which 27 (39.1%) belonged to the ORLEN Group. Four facilities of this type are currently under construction, including 2 located next to A1 highway in the Stryków – Tuszyń section, and 1 located in the A4 highway next to Rzeszów – Korczowa section, as well as 1 next to expressway S8 in the Łódź – Wrocław section.

**SCHEME 4.** Passengers Service Areas in Poland at the end of 2015.


Source: Own preparation.

**2.6.3 Sales volume of retail segment**

Fuel sales volume in 2015, despite the decrease of the number of network stations, increased by 3.8% (y/y) and amounted to 4 796 thousand tonnes.

The completion of several development projects and implemented efficiency initiatives had a significant impact on improvement of the average annual sales volume to CODO station by 2.5% (y/y) to the level of 4.1 million liters.

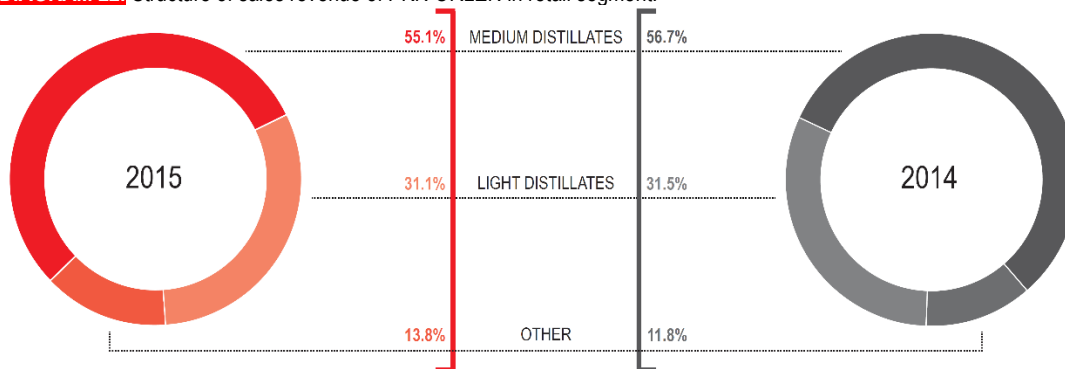
**TABLE 6.** PKN ORLEN sales in retail segment (PLN million/thousand tonnes).

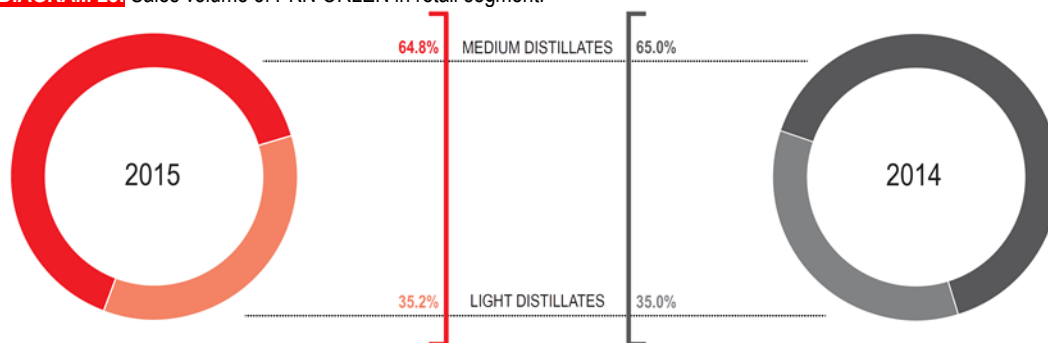
SALES	2015		2014		2013		CHANGE %	
	VALUE	VOLUME	VALUE	VOLUME	VALUE	VOLUME	8=(2-4)/4	9=(3-5)/5
1	2	3	4	5	6	7	8	9
<b>Retail Segment</b>								
Light distillates <sup>1)</sup>	4 795	1 687	5 732	1 614	5 780	1 563	(16.3%)	4.5%
Medium distillates <sup>2)</sup>	8 503	3 109	10 292	3 006	10 815	2 936	(17.4%)	3.4%
Other <sup>3)</sup>	2 122	0	2 142	0	2 036	0	(0.9%)	-
<b>Total</b>	<b>15 420</b>	<b>4 796</b>	<b>18 166</b>	<b>4 620</b>	<b>18 631</b>	<b>4 499</b>	<b>(15.1%)</b>	<b>3.8%</b>

1) Gasoline, LPG,

2) Diesel,

3) Other value – includes revenues from sales of non-fuel goods and services.

**DIAGRAM 22.** Structure of sales revenue of PKN ORLEN in retail segment.


**DIAGRAM 23.** Sales volume of PKN ORLEN in retail segment.


In 2015, measures aiming at further development of fleet sales were continued. Despite large competition in this segment of the fuel market and the persisting so called “shadow economy” the ORLEN Group increased the volume in this channel by nearly 4.5 percentage points (y/y) to the level of 30.2% of the total sales volume in the segment. In 2015, using the Flota and OpenDrive fleet cards, drivers were able to make payments on all Polish highways. A new functionality allowing for full control of GPS monitoring parameter, juxtaposed with the fuel expenses on ORLEN Group stations was launched. The introduced solution generates savings in the usage and carfleet management costs and increases the safety of transactions. Sales to the segment of small and medium companies increased by 9% (y/y). A significant achievement was recorded by the MikroFlota program, which sales volume increased by 147% (y/y) to reach 21 million liters.

In 2015, considerable increase in sales revenues of non-fuel products and services was achieved. The key driver of this success was further development of Stop Café and Stop Café Bistro, effective sales supporting marketing activities, and systematic expanding the offer with new products. In the 4th quarter of 2015, a new, pilot gastronomic format – Stop Café 2.0 was launched on 2 test stations. As a part of development of new store formats, tests of 10 convenience stores (5 under the O!Shop and 5 under the ORLEN brand) were commenced.

Modernization and development of automatic car washes, decrease of the malfunction ratios, shortening of devices standstills and measures supporting sales increased the revenues from these services by 13% (y/y).

Another important element of further improvement in the non-fuel area was the implementation of a system providing a detailed analysis of receipt data in the end of 2015, allowing a better match of the offer and new promotional activities with expectations of the clients.

As at the end of 2015, the retail network was reduced due to optimization measures by 19 units and therefore amounted to 1 749 fuel stations. This is the effect of the opening of 27 new facilities and completion of liquidation processes for 36 stations, commenced in the previous years. In 2015, the number of Premium stations operating under the ORLEN brand increased by 93 to 1 541. Increased number of ORLEN stations resulted from the opening of new units in both channels – owned and franchised, the modernization of existing stations and the continuation of the BLISKA – ORLEN rebranding process commenced in 2013. Customers gained improved access to the

wider range of fuel (VERVA fuels) as well as non-fuel offer, including rich gastronomy offer available on fuel stations. This change also allowed for increasing the number of participants in VITAY loyalty program, available under the Premium network. As part of the rebranding project conducted in 2015, 57 BLISKA stations both owned and franchised changed brand to ORLEN (from the beginning of the project the brand was introduced in more than 300 stations). As at the end of 2015, PKN ORLEN had 159 economic stations operating at under the BLISKA brand in its station network. The remaining stations are stations with simplified format. The number of these stations was reduced from 95 to 49 in 2015.

As part of an investment project, 22 new, owned fuel stations (including 4 MOP) were opened. Another 16 units were built from the beginning in the current station locations, as part of the “Break down and Build” project. 21 new stations were opened in 2015 as part of the PKN ORLEN franchise network. In result, as at the end of 2015, the overall number of stations in the DOFO network amounted to 442. One of the most important factors which impacted further development of this network was the implementation of new terms of cooperation with franchisees. In 2015, approximately 250 partners signed new agreements (apart from the stations incorporated into the network). This process will be continued throughout 2016.

After two years, the process of replacing the price pylons in nearly 1 170 owned stations was completed. As a result, 1 140 stations were included in the automatic repricing system and the process of fuel price management was significantly optimized.

On 2015, on the Polish market, PKN ORLEN changed the method of monitoring service standards in its petrol station chain. A new Customer Satisfaction Surveying System was introduced, which allowed for collecting a considerably larger number of individual customer surveys and information on their expectations, opinions and suggestions for possible changes.

The confirmation of retention of high customer standards of service at PKN ORLEN fuel stations, good perception of the ORLEN network by customers were awards acquired in 2015. The fuel station in Warsaw in Lazurowa Street was awarded in the Fuel Station Store category. The ORLEN, BLISKA and Stop Café brands received the Superbrands Created in Poland title, whereas PKN ORLEN was honored with the Business Superbrand title.

PKN ORLEN was also recognized in the area of fleet sales, as confirmed by its victory in the Fleet Awards voting in the “Fuel Cards for Large Fleets” category.



## 2.6.4 Sources of supply

The majority of fuels sold by PKN ORLEN comes from production within the Production Plant in Plock.

## 2.7. Upstream segment

### 2.7.1 Market trends

According to the World Energy Outlook 2015 report prepared by IEA (International Energy Agency) significant changes matching the demand for primary energy will take place in the future. Economic policy will play a very important role in shaping the global energy sector. In all scenarios, global demand for primary energy is growing, but its pace depends on the emissions management policy.

According to the basic scenario, in 2013-2040 years the global demand will increase by 32%, Non-OECD economies will be primarily responsible for this increase. According to the forecasts, the demand for primary energy will drop by 3% in OECD countries.

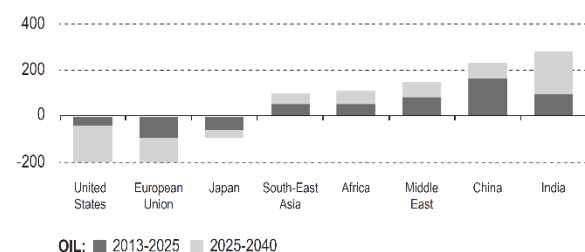
**TABLE 7.** Global energy demand by fuel type [million toe]<sup>1</sup>.

Items	2000	2013	Current Policies		New Policies		450	
			Scenario		Scenario		Scenario	
			2020	2040	2020	2040	2020	2040
Coal	2 343	3 929	4 228	5 618	4 033	4 414	3 752	2 495
Oil	3 669	4 219	4 539	5 348	4 461	4 735	4 356	3 351
Gas	2 067	2 901	3 233	4 610	3 178	4 239	3 112	3 335
Nuclear	676	646	827	1 036	831	1 201	839	1 627
Hydro	225	326	380	507	383	531	384	588
Bioenergy	1 023	1 376	1 537	1 830	1 541	1 878	1 532	2 331
Other	60	162	297	694	316	936	333	1 470
<b>Total</b>	<b>10 063</b>	<b>13 559</b>	<b>15 041</b>	<b>19 643</b>	<b>14 743</b>	<b>17 934</b>	<b>14 308</b>	<b>15 197</b>

<sup>1</sup>) Toe – tonne of oil equivalent – the definition was included in the ["Glossary of definitions and abbreviations"](#).  
Source: IEA

In 2040, global demand for energy will be nearly twice as high as in 2000, and the demand for gas and crude oil will constitute 50% of total demand, mainly from China, India and the Middle East.

**DIAGRAM 24.** Changes in demand for oil [million toe].



Source: IEA.

Facing a surplus of the raw materials and dropping prices, crude oil manufacturers have been lowering operational costs and

### 2.7.2 Position and competitive environment

The strategy of the ORLEN Group assumes the intensification of exploration and extraction activities in order to enable access to own resources of crude oil and natural gas.

Activity of PKN ORLEN in the upstream segment is carried out mainly by the related party ORLEN Upstream Sp. z o.o.

In 2015 the ORLEN Upstream Group acquired upstream assets of two companies: Kicking Horse Energy located in Canada and FX Energy Inc. located mainly in Poland.

increasing the scale of new investments. In the basic scenario, WEO authors assume that crude oil production will increase by 8% to 2040 (to 104 million b/d), initially – to 2020 generally thanks to non-OPEC countries, and thanks to OPEC countries in the next following years as well.

In short-term, the impulse for the demand growth for crude oil is a derivative of low prices. However, it will be balanced by low expectations in terms of economic growth in several key economies, and the impact of improved effectiveness and the emissions policy. The largest crude oil consumer in the world – the United States – will record a significant decrease in demand, primarily due to introduction of restrictive fuel consumption standards in transport. India and China, in turn, will become the largest consumers of crude oil after 2030.

**DIAGRAM 25.** Changes in demand for gas [million toe].



**NATURAL GAS:** ■ 2013-2025 ■ 2025-2040  
Source: IEA.

Currently, natural gas markets are displaying considerable diversification between particular regions, with strong demand for gas in the United States, in the Middle East and in China, and low demand in Europe. The basic scenario assumes that the world market of gas will display constant growth by 1.4% a year, reaching 5 160 billion m<sup>3</sup> in 2040, becoming in terms of share the second fuel in the global energy mix. The IEA scenario assumes the largest growth of demand for gas in China and in the Middle East. Latin America countries (Brazil, Argentina), African countries (Nigeria, Tanzania and other) as well as India will notice increased use of natural gas, but at varying pace. The United States remain the world's largest consumer of natural gas, and their demand for gas will increase by 15% in 2040.

Additionally, it is assumed that by 2020 the supply of natural gas extracted from unconventional deposits in the US will increase sufficient enough to exceed 50% of share on the global market of gas.

A detailed description of the ORLEN Group position in the upstream segment and ongoing projects in the Polish and Canadian markets has been included in the Management Report on the Operations of the ORLEN Group in points 2.7.2, 2.7.3 and 2.7.4.



## 2.8. Risk management

### 2.8.1 The functioning of the Corporate and Market Risk Management System

The functioning of the PKN ORLEN's Corporate and Market Risk Management System in 2015 did not change.

The Company within its operations monitors and assesses risks and undertakes activities in order to minimize their impact on the financial situation on the ongoing basis.

PKN ORLEN has an Audit and Corporate Risk Management Department, which coordinates the corporate risk management process at all levels of the organization. The main purpose of the

office is to make an independent and objective evaluation of risk management and internal control as well as business process analysis. The Department conducts audit tasks based on the annual audit plans approved by the Management Board and accepted by the Audit Committee of the Supervisory Board and the Supervisory Board. The Department may also perform ad hoc audits commissioned by the Supervisory Board and the Management Board.

#### **SCHEME 5.** The Risk Management System structure in PKN ORLEN

<b>SUPERVISORY BOARD (including: AUDIT COMMITTEE)</b>			
Performs an annual assessment of the effectiveness of the Enterprise Risk Management System, monitors the level of risks affecting the achievement of business objectives, submits to the General Meeting an evaluation of the internal control system and risk management system.			
<b>MANAGEMENT BOARD</b>			
Supervises the process of corporate risk management, accepts the assumptions, principles of risk management periodically reports the results of the risk assessment to the Management Board and the Audit Committee of the Supervisory Board.			
<b>AUDIT AND CORPORATE RISK MANAGEMENT OFFICE</b>			
Supervises the process of corporate risk management, develops policies and procedures for risk management at the corporate level, periodically reports the results of the risk assessment to the Management Board and the Audit Committee of the Supervisory Board.			
<b>Management team</b>	<b>Financial Risk Committee</b>		
Management team involved in the process of risk management, is responsible for monitoring, identification, assessment and analysis of risks and the implementation of recommendations on the management of various types of risks in the context of the policies..	<b>Market risk</b>	<b>Credit and liquidity risk</b>	<b>Operating risk</b>
	Manages the risk of changes in market prices of commodities (including refinery and petrochemical margins, differential of Brent/Ural, crude oil and products prices, prices of CO <sub>2</sub> emission allowances), and the risk of changes in exchange rates and interest rates	Liquidity and credit risk management	Net working capital management
	Market risk management policy	Internal policies and procedures	Internal policies and procedures

The objective of market risk management process is to reduce the undesirable effects of changes in market risk factors on the cash flows and results in the short and medium term. The ORLEN Group applies consistent hedging policy in the field of commodity, currency and interest rate risks. PKN ORLEN manages the market risks resulting from the above factors on the basis of market risk management policy, which sets out the rules for measuring individual exposures, parameters and time of risk hedging and hedging instruments.

In PKN ORLEN market risk management principles are realized by the designated organizational units under the supervision of:

PKN ORLEN's **Financial Risk Committee**, PKN ORLEN's Management Board and PKN ORLEN's Supervisory Board. Financial Risk Committee of PKN ORLEN is responsible for the supervision and coordination of financial risk management process.

In order to ensure the efficiency and operational safety of the process in the PKN ORLEN's Office of Financial Management three areas were created responsible for carrying out financial transactions (Front Office), measurement and risk analysis (Middle Office), reporting and settlement of transactions (Back Office).

Management Boards are responsible for risk management in the ORLEN Group companies for each company under the supervision of the Supervisory Boards. For the execution of hedging transactions on behalf of individual companies of ORLEN Group covered by the common hedging policy corresponds to PKN ORLEN, which under the contracts was given appropriate powers of attorney. Effectiveness and performance of hedging transactions are monitored and presented to PKN ORLEN's Committee for Financial Risk Management and PKN ORLEN's Management Board through PKN ORLEN's Office of Financial Management.

The risk management process is a continuous process which, due to the changing economic environment is modified. Since 2013 in PKN ORLEN and other entities of ORLEN Group operate the **Enterprise Risk Management Policy and Procedures** that comprehensively regulated the process of operation of the Integrated Enterprise Risk Management System. According to these regulations Audit and Corporate Risk Management Department coordinates risk management process, providing tools and methodological support for process participants. The adopted methodology allows the identification of risks based on a common model, linking them with the strategic objectives and therefore the same business processes.

**Enterprise Risk Management (ERM)** is one of the tools facilitating the effectiveness of realization of strategic and operational goals, as it allows for obtaining information on key risks of the organization and provides a guarantee that an effective method of their management was selected.

## 2.8.2 Risks and threats of conducted operations of PKN ORLEN

The main financial risks, to which PKN ORLEN is exposed as part of its activity include:

### 1. Market risks:

- commodity risk – related with changes: in refinery and petrochemical margins charged on the sales of products, the level of Brent/Ural differential, the prices of crude oil and products, the prices of CO<sub>2</sub> emission licenses,
  - exchange rate risk – related to the economical currency exposure,
  - interest rate risk – related to the volatility of cash flows resulting from changes in interest rates and from the owned assets and liabilities recorded, for which revenues and interest cost depend on variable interest rates.
2. **Liquidity risk** – related to an unforeseeable shortage of cash or lack of cash and access to sources of financing.
  3. **Loss of cash and deposits risk** – the risk of bankruptcy of domestic or foreign banks, in which the PKN ORLEN deposits its cash.
  4. **Credit risk** – related to the unsettlement of receivables delivered for the products and services supplied by the contract parties.

Detailed description of the above risks together with their estimated influence on PKN ORLEN financial statements is presented in note 8.4.6 to Separate Financial Statements for 2015.

Risk assessment by two business areas is carried out at least one a year and aims at ensuring that the list of risk is updated to list the most significant risks. The assessment will be carried out by the owners of particular processes, risks and control measures. The assessment assumes the significance of each risk in reference to three states:

- when no control mechanisms have been implemented in reference to a specific risk – the gross risk assessment,
- existing with the effective control mechanisms applicable to a given risk – the net risk assessment, which depends on the results of effectiveness tests for the operation of control mechanisms limiting a given risk,
- expected risk level – the so-called appetite for risk, meaning the risk level accepted by the organization, one the organization should aim at.

The assessment will specify suitable repair plans for particular risks and their control measures, which can lead to equaling the net risk assessment (with functioning control mechanisms) to the appetite for risk desired by the organization.

Each risk assessment and control mechanism testing process is completed with a report, which is submitted to the Management Board Members and the Supervisory Board Audit Committee, which contains comprehensive information on the most significant risks for PKN ORLEN and the planned method of their limitation.

In 2015, the process of risk self-assessment and control mechanism testing was carried out in PLN ORLEN with the presence of the managerial staff, which allowed for updating the assessment of 675 risks by testing 1280 control mechanisms in 85 business processes.

The Corporate Audit and Risk Management Office also implements cyclic measures aiming at verifying the quality of the risk assessment process and the control mechanisms.

### 5. Industry risks – PKN ORLEN is additionally vulnerable to specific risks in fuel industry:

- **Fuel consumption.** General economic situation influences significantly on the level of the fuel consumption as well as the sales volume and prices of PKN ORLEN products and have material impact on the financial position. Changes in the diesel oil and gasoline consumption level recorded on the operating markets are presented in [point 3.1](#). PKN ORLEN, operating on the fuel market, is exposed to the risk resulting from the activities of the so called “shadow economy” connected primarily with the distribution of fuel, disregarding the obligation to pay taxes. In accordance with the estimates of the Polish Organisation of Oil Industry and Trade (POPiHN), influence of „shadow economy” for diesel may exceed 20% of its consumption.
- **Crude oil throughput / raw materials supplies.** PKN ORLEN is exposed to disruptions in crude oil throughput due to irregular raw material supplies, lack of access to logistics services through the pipeline and unstable situation in countries where crude oil is extracted. Change in the parameters of supplied crude oil and related lower white product yields as well as overhaul turnaround of production plants may also be of importance. Expansion of existing refineries and construction of new ones in Russia may result in lower volume of exported Russian crude oil and, consequently, lower availability of this raw material for European customers, including PKN ORLEN.

Gas purchases are based on the long-term agreement with PGNiG as well as short-term agreements with alternative suppliers. Due to no price mechanisms on liquid gas markets in Europe, prices of gas in Poland may be lower or higher than the prices on neighbouring deregulated markets (such as German or Czech market). PKN ORLEN takes measures to ensure stable raw materials supply, mainly through diversification of sources and adoption of the production installations to process various types of raw materials. Furthermore, PKN ORLEN implements a number of exploration and extraction projects in order to obtain own sources of gas and crude oil.

In the scope of product logistics, PKN ORLEN is largely dependent on local companies such as PERN and OLPP owned by PERN in Poland as well as ČEPRO in the Czech Republic. Product logistics of the refinery in Mazeiku is dependent on the sole provider of the railway transport service, that is AB Lietuvos Geležinkeliai.

- **Regulatory risk**

Changes in current regulations or the new ones may have significant impact on PKN ORLEN, its financial condition and operating results.

- **Realization of National Indicative Target („NIT“)**

Since 2008 the obligation to comply with the National Indicative Target (NIT) has been imposed on the fuel producers, which determines the minimum share of biocomponents and other renewable fuels calculated at the heating value in the general quantity of liquid fuels and biofuels consumed up in transport during the calendar year. Following 1 January 2012, it is possible to apply the reduced NIT – adjusted by the reduction index of 0.85 for a given year, if at least 70% of biocomponents obtained from domestic producers entered in the producer register maintained by the Agricultural Market Agency are used in fuel production. Starting from 2015, all bio-components used in order to fulfill the obligation must meet the criteria of sustainable development. In 2015, a decision on an extension of the operation of the NIT reduction mechanism for the years 2016 – 2017 was made. The level of NIT in 2016 for Poland will remain unchanged and will amount to 7.1%. The level for PKN ORLEN, after including the abovementioned reduction index, will be set at 6.035%. In case of non-compliance with NIT, penalty of PLN 17.5 thousand per tonne of not used biocomponents may be imposed.

Additionally the implement of the provisions of Directive 2009/30 / EC will force the realization of the National Target Reduction (NTR) related to the mandatory reduction of greenhouse gas emission (GHG) by 6% by the end of 2020 compared with 2010.

- **CO<sub>2</sub> emission rights.** On 26 February 2014, the European Commission approved the draft plant list with the preliminary number of CO<sub>2</sub> emission rights granted free-of-charge. The legislative process is being finalized on the domestic level. As a part of CO<sub>2</sub> emissions management, PKN ORLEN annually monitors CO<sub>2</sub> emission for the plants covered by the emission trade system and compares the number of rights, together with determination of the way of systematic balancing of the identified shortages/surpluses by way of intragroup transactions or forward and futures and spot transactions.

- **Industrial emissions.** The Industrial Emissions Directive introduces, following 2016, emission standards for sulphur

dioxide, nitrogen dioxide and dust, more restrictive than the existing ones. In order to meet the above requirements, PKN ORLEN constructed the flue gases desulphurisation, denitrification and dedusting installation, which will reduce the emission of sulphur and nitrogen dioxide as well as dust from the Heat and Power Plant in Plock by more than 90%.

- **Color energy certificates.** Color certificates support electric energy producers of renewable sources and high efficiency cogeneration. The number of awarded free of charge color certificates depends on size of energy production and the structure of used fuel. The legislation work carried out on amending the Energy Law and other laws has been restored the certified system of supporting electricity generation in high-efficiency cogeneration in the horizon until 2018

- . In the following years, the ORLEN Group is exposed to risks associated with the number of certificates, price changes of certificates and the risk of increase in the cost of substitute fees.

- **Mandatory reserves.** In 2014 as a part of the implementation of Community legislation, the changes regulating the level of mandatory reserves have been made. Under the new regulations, manufacturers and traders in return for a gradual reduction of obligation in the level of reserves maintained (from 76 days to 53 days of average daily fuel production or import of crude oil or fuels at the end of 31 December 2017) for the reserves maintained by the for Material Reserves Agency, are required, starting 1 January 2015, to pay an additional fee concerning mandatory reserves. In 2015, mandatory reserves were reduced by 8 days to the level of 68 days, and the additional fee concerning mandatory reserves amounted to 43 PLN/tonne of crude oil and 99 PLN/tonne of LPG. During 2016, there will be further reduction of mandatory reserves level from 68 to 60 days. Change of the mandatory reserves system will have an influence on the partial release of capital frozen until now in physically maintained mandatory reserves of crude oil and fuels.

The PKN ORLEN is exposed to an increase in operating costs due to an additional fee concerning mandatory reserves and paid to Material Reserves Agency, which amount will depend on the quantity of reserves maintained. Additional fee could have an influence on fuel prices and as a result on the level of domestic consumption. Moreover, the maintenance of mandatory reserves (despite a reduction in the proportion of reserves maintained by producers) is still connected with the costs of financing and storage and also creates a risk of non-cash impact on the PKN ORLEN's operating results in case of changes in market prices leading to revaluation of the reserves' value.

- **Hydrocarbon tax** The act of 25 July 2014 on special hydrocarbon tax entered into force on 1 January 2016. The act introduced a new tax and expanded the scope of extraction taxation for certain minerals to include the extraction of crude oil and natural gas.

According to the act, the special hydrocarbon tax will be charged on the profits from hydrocarbon extraction activity. According to the act, crude oil, natural gas and their natural derivatives will be treated as hydrocarbons. The act will also introduce several changes in the act on tax on the extraction of specific minerals. Its provisions will also assume extraction activity in terms of natural gas and crude oil.

The introduction of additional burdens resulting from the hydrocarbon act can act to the detriment of PKN ORLEN activity economy in the Upstream segment.

- **Liberalization of the gas market** The process of liberalization of the gas market implies a two-stage departure from the gas price tariffs (the I stage: institutional buyers, the II stage: households). The potential impact of the liberalization of the gas market for PKN ORLEN may cause changes in gas prices resulting from the abolition of tariffs and the gradual reduction of the scope of long-term contracts for the construction of a portfolio of suppliers in the short-term contracts.
- **Sales tax.** The legislature is conducting works on the introducing a retail sales tax. The tax is to assume store chains and retail sellers who generate a defined level of sales revenue. According to the provisions of the draft, the retail sales tax will be progressive and will assume diverse rates, depending on the level of sales. Conducting retail sales as part of its fuel station network, PKN ORLEN can become a payer of the aforementioned tax.
- **New business areas.** According to the strategy, PKN ORLEN focuses on the construction of new business segments including upstream and energy. The development of these areas is aimed at diversification of the of the PKN ORLEN's operations, which currently focuses on downstream activities, which are related to the throughput of crude oil into petroleum products, including fuel, and the sale of these products to customers. Upstream projects are subject to a number of geological and operational risks, which may prevent the realization of expected profits. Implementation of these projects may be delayed or may not be successful, primarily because of the high exploration risk of this type of projects, exceed of costs, lower than expected crude oil and gas prices, high fiscal burden, adverse changes in the sectorial regulations, shortages of equipment and qualified personnel, harsh weather conditions, and the difficulty in finding experienced partners to share the risks and costs connected with conducting projects. These projects can also often require the use of new, advanced technologies, which are expensive to develop, acquire and implement, and may not function as expected.

Energy projects are primarily exposed to the risk of an increase in natural gas prices and to the risk of an unfavourable changes in the regulations related to the loss of support for producers of electricity from renewable sources and produced in high-efficiency cogeneration.

- **Operations and unforeseen accident losses risk.** PKN ORLEN is exposed to operations and unforeseen accident losses. Any adverse effects of such risks are minimalised through adopted professional and tailored to the Group's individual needs insurance program. The program is created and operated by the entity formed specially for that purpose - ORLEN Insurance Ltd. Insurance coverage under ORLEN Insurance Ltd. policies is reinsured by the biggest international insurance and reinsurance companies under the program led by AIG Europe and Allianz, and where the biggest world and Polish insurance companies such as AIG, Allianz, SCOR, VIG, Munich Re, ACE and PZU and TUIR Warta are involved. In addition to comprehensive assets insurance, PKN ORLEN holds other insurances to ensure minimizing the adverse impact of damages i.e. third party insurance or property insurance in transport.
- **Court and regulatory tax proceedings, customs and excise duty inspections.** PKN ORLEN companies are currently engaged in proceedings referred to [point 2.10](#) or may possibly be engaged in the future in other court or regulatory proceedings. PKN ORLEN has been a subject of a number of tax, customs and excise duty inspections. Although the Company does not expect at present that any of the above proceedings, to which it is a party, will possibly have negative impact on its financial standing and results on operations, it is uncertain whether the final result of current or future proceedings will not have such an impact on PKN ORLEN results or financial standing.
- **Risks related to the stability and security of IT systems and data.** Due to the functioning in PKN ORLEN the complex and advanced IT systems in many areas of activity, to the typical extend for corporate organization, identifies the risks associated with the proper information systems functioning. Information systems in PKN ORLEN are secured in accordance with the best world practices in IT security, but risks in this area cannot be excluded.

## 2.9. Significant contracts

Specification of significant contracts published in current announcements. A "significant contract", within the meaning of the Minister of Finance Regulation, should be understood as a contract or sum of contracts, whose total value for the period of 12 months exceeds 10% of PKN ORLEN equity.

### JANUARY 2015

On 12 January 2015 PKN ORLEN signed one-year agreement with BP Europa SE for the sales by PKN ORLEN of gasoline and diesel oil for the period between 1 January 2015 and 31 December 2015. The total estimated net value of the agreement amounts to PLN 5 400 million.

The total value of agreements signed between PKN ORLEN and PKN ORLEN subsidiaries and companies from the BP Group in the period from 7 November 2014 to 12 January 2015 amounts to approximately PLN 5 560 million. [Regulatory announcement no. 3/2015](#)

On 12 January 2015 PKN ORLEN signed one-year agreement with Lukoil Polska Sp. z o.o. for the sales by PKN ORLEN of gasoline and diesel oil for the period between 1 January 2015 and 31 December 2015. The total estimated net value of the agreement amounts to PLN 1 280 million.

The total value of agreements signed between PKN ORLEN and PKN ORLEN subsidiaries and companies from the Lukoil Group in the period from 11 January 2014 to 12 January 2015 amounts to approximately PLN 2 400 million. [Regulatory announcement no. 4/2015](#)

On 12 January 2015 it signed one-year agreement with Shell Polska Sp. z o.o. for the sales by PKN ORLEN of gasoline and diesel oil for the period between 1 January 2015 and 31 December 2015. The total estimated net value of the agreement amounts to PLN 1 820 million.

The total value of agreements signed between PKN ORLEN and PKN ORLEN subsidiaries and companies from the Shell Group in the period from 7 August 2014 to 12 January 2015 amounts to approximately PLN 3 430 million. [Regulatory announcement no. 5/2015](#)

### FEBRUARY 2015

On 10 February 2015 ORLEN Deutschland GmbH signed an agreement with Lekkerland Deutschland GmbH & Co. KG. On the base of the agreement Lekkerland Deutschland delivers to gas stations of ORLEN Deutschland goods and services from the non-fuel categories in the period of 1 February 2015 until 31 January 2018.

Estimated net value of the agreement amounts to EUR 780 million, i.e. PLN 3 277 million based on EUR/PLN average exchange rate as of 10 February 2015, stated by the National Bank of Poland. [Regulatory announcement no. 20/2015](#)

On 16 February 2015 PKN ORLEN signed a spot agreement with Statoil ASA, for crude oil deliveries to PKN ORLEN.

The total estimated value of agreements signed between PKN ORLEN and PKN ORLEN subsidiaries and companies from the Statoil Group in the 12 months to 16 February 2015 amounts to approximately PLN 1 884 million. The agreements between ORLEN Group and companies from the Statoil group were concluded for the purchase of products and crude oil. [Regulatory announcement no. 25/2015](#)

### MARCH 2015

On 2 March 2015 PKN ORLEN signed a spot agreement with Vitol S.A for crude oil deliveries to AB ORLEN Lietuva.

The total estimated value of agreements signed between PKN ORLEN and PKN ORLEN subsidiaries ("ORLEN Group") and companies from the Vitol group in the period from 23 December 2014 to 3 March 2015 amounts to approximately PLN 1 665 million. The agreements between ORLEN Group and companies from the Vitol group were concluded for the sales and purchase of products and purchase of crude oil. [Regulatory announcement no. 32/2015](#)

On 4 March 2015 within ORLEN Group there were concluded agreements with companies from Eni group.

The total estimated value of agreements signed between ORLEN Group and companies from the Eni group in the period from 18 June 2014 to 5 March 2015 amounts to approximately PLN 1 630 million. The agreements between ORLEN Group and companies from the Eni group were concluded for the purchase of products and crude oil [Regulatory announcement no. 34/2015](#)

### APRIL 2015

On 16 April 2015 within ORLEN Group there was concluded agreement with company from Trafigura Group. The total estimated value of agreements signed between ORLEN Group and companies from the Trafigura Group in the 12 months until 16 April 2015 amounts to approximately PLN 1 600 million. The agreements between ORLEN Group and companies from the Trafigura Group were concluded for the sales of products and purchase of crude oil. [Regulatory announcement no. 58/2015](#)

On 30 April 2015 PKN ORLEN and Rosneft Oil Company, signed second annex to the agreement dated 21 June 2013 for crude oil deliveries to Unipetrol RPA s.r.o. The Annex provides increase of crude oil volumes deliveries to Unipetrol RPA s.r.o. by ca. 120 thousand tonnes of REBCO crude oil per month. The Annex will be valid from 1 May 2015 to 30 June 2016.

As of the day of signing of the Annex, the estimated total value of the deliveries, specified in the Annex, by 30 June 2016 amounts to approximately USD 700 million (i.e. approximately PLN 2 600 million, based on the average PLN/USD exchange rate as of 30 April 2015, as stated by the National Bank of Poland). [Regulatory announcement no. 71/2015](#)

### MAY 2015

On 27 May 2015 within ORLEN Group there was concluded agreement with company from Lukoil Group. The total estimated value of agreements signed between ORLEN Group and companies from the Lukoil Group in the period from 13 January 2015 to 28 May 2015 amounts to approximately PLN 1 730 million. The agreements between ORLEN Group and companies from the Lukoil Group were concluded for the sales of products and purchase of crude oil. [Regulatory announcement no. 83/2015](#)

### JUNE 2015

On 22 June 2015 within ORLEN Group there was concluded agreement with company from Mercuria Group. The total estimated value of agreements signed between ORLEN Group and companies from the Mercuria Group in the period from 29 July 2014 to 23 June 2015 amounts to approximately PLN 1 800 million. The agreements between ORLEN Group and companies from the Mercuria Group were concluded for the purchase of crude oil. [Regulatory announcement no. 94/2015](#)

On 23 June 2015 within ORLEN Group, there was concluded agreement with company from Glencore Group. The total estimated value of agreements signed between ORLEN Group and companies from the Glencore Group in the period from 15 October 2014 to 24 June 2015 amounts to approximately PLN 1 800 million. The agreements between ORLEN Group and companies from the Glencore Group were concluded for the purchase of crude oil. [Regulatory announcement no. 95/2015](#)

On 25 June 2015 ORLEN Deutschland GmbH signed yearly agreement with BP Europe SE. The agreement was signed for the sale of fuels to ORLEN Deutschland fuel stations in Germany till 31 December 2015. The estimated net value of the agreement amounts to EUR 1 220 million (i.e. approximately PLN 5 070 million based on EUR/PLN average exchange rate as of 25 June 2015, stated by the National Bank of Poland).

The total estimated value of agreements signed between ORLEN Group and companies from the BP Group in the period from 13 January 2015 to 25 June 2015 amounts to approximately PLN 5 550 million. The agreements between ORLEN Group and companies from the BP Group were concluded for the purchase and sales of products and purchase of crude oil. [Regulatory announcement no. 96/2015](#)



**JULY 2015**

On 27 July 2015 within ORLEN Group there was concluded agreement with company from Total Group. The total estimated value of agreements signed between ORLEN Group and companies from the Total Group in the period from 24 October 2014 to 28 July 2015 amounts to approximately PLN 1 790 million. The agreements between ORLEN Group and companies from the Total Group were concluded for the sales of products and purchase of crude oil. [Regulatory announcement no. 110/2015](#).

On 30 July 2015 within ORLEN Group there was concluded agreement with company from Vitol Group. The total estimated value of agreements signed between ORLEN Group and companies from the Vitol Group in the period from 4 March 2015 to 31 July 2015 amounts to approximately PLN 1 710 million. The agreements between ORLEN Group and companies from the Vitol Group were concluded for purchase of crude oil. [Regulatory announcement no. 111/2015](#)

**SEPTEMBER 2015**

On 22 September 2015 within ORLEN Group there was concluded agreement with company from Trafigura Group. The total estimated value of agreements signed between PKN ORLEN and companies from the Trafigura Group in the period from 18 April 2015 to 23 September 2015 amounts to approximately PLN 1 200 million. The total estimated value of agreements signed between PKN ORLEN subsidiaries and companies from the Trafigura Group in the period from 18 April 2015 to 23 September 2015 amounts to approximately PLN 1 000 million. The agreements between ORLEN Group and companies from the Trafigura Group were concluded for the sales of products and purchase of crude oil. [Regulatory announcement no. 134/2015](#)

On 23 September 2015 within ORLEN Group there were concluded agreements with company from Gunvor Group. The total estimated value of agreements signed between PKN ORLEN and companies from the Gunvor Group in the last 12 months amounts to approximately PLN 1 100 million. The total estimated value of agreements signed between PKN ORLEN subsidiaries and companies from the Gunvor Group in the last 12 months amounts to approximately PLN 1 300 million. The agreements between ORLEN Group and companies from the Gunvor Group were concluded for the sales of products and purchase of crude oil. [Regulatory announcement no. 135/2015](#)

**OCTOBER 2015**

On 2 October 2015 within ORLEN Group there was concluded agreement with company from Vitol Group. The total estimated value of agreements signed between ORLEN Group and companies from the Vitol group in the period from 1 August 2015 to 2 October 2015 amounts to approximately PLN 1 760 million. The agreements between ORLEN Group and companies from the Vitol Group were concluded for purchase of crude oil and natural gas. [Regulatory announcement no. 140/2015](#)

On 12 October 2015 within ORLEN Group there was concluded agreement with company from Socar Group. The total estimated value of agreements signed between ORLEN Group and companies from the Socar Group in the last 12 months amounts to approximately PLN 1 700 million. The agreements between ORLEN Group and companies from the Socar Group were concluded for purchase of crude oil. [Regulatory announcement no. 146/2015](#)

**NOVEMBER 2015**

On 9 November 2015 within ORLEN Group there was concluded agreement with company from Glencore Group. The total estimated value of agreements signed between ORLEN Group and companies from the Glencore Group in the period from 25 June 2015 to 10 November 2015 amounts to approximately PLN 1 850 million. The agreements between ORLEN Group and companies from the Glencore Group were concluded for the purchase of crude oil and rapeseed oil. [Regulatory announcement no. 155/2015](#)

On 20 November 2015 within ORLEN Group there was concluded agreement with company from Mercuria Group. The total estimated value of agreements signed between ORLEN Capital Group and companies from the Mercuria Group in the period from 24 June 2015 to 20 November 2015 amounts to approximately PLN 2 100 million. The agreements between ORLEN Group and companies from the Mercuria Group were concluded for the purchase of crude oil and natural gas. [Regulatory announcement no. 160/2015](#)

**DECEMBER 2015**

On 23 December 2015 PKN ORLEN signed an agreement with Tatneft Europe AG, for crude oil deliveries, in the quantity from 3.6 million tonnes to 7.2 million tonnes, to PKN ORLEN. The deliveries will be realized starting from 1 January 2016 to 31 December 2018. In the Agreement there have been set liquidated damages in the amount not higher than ca. PLN 2 million monthly. The estimated maximum value of the deliveries by 31 December 2018 will amount to approximately PLN 7 400 million. [Regulatory announcement no. 177/2015](#)

On 30 December 2015 PKN ORLEN signed with Rosneft Oil Company an annex to the agreement signed on 1 February 2013 for crude oil deliveries to PKN ORLEN, in the quantity from 18 million tonnes to 25.2 million tonnes. The deliveries will be realized starting from 1 February 2016 to 31 January 2019. The estimated maximum value of the deliveries, in current market conditions, by 31 January 2019 will amount to approximately PLN 26 000 million. [Regulatory announcement no. 178/2015](#)

**Specification of significant contracts in 2016 until publication date of the Management Board Report's.**

On January 2016 within ORLEN Group there were concluded agreements with companies from Shell Group. On the basis of yearly agreement signed between PKN ORLEN and Shell Polska Sp. z o.o., PKN ORLEN will be selling gasoline and diesel oil to Shell Polska in the period from 1 January 2016 to 31 December 2016. The total estimated net value of the agreement amounts to PLN 2.1 billion.

The total estimated value of agreements signed between ORLEN Group and companies from the Shell Group in the period from 13 January 2015 to 11 January 2016 amounts to approximately PLN 4 200 million. The agreements between ORLEN Group and companies from the Shell Group were concluded for the purchase of crude oil as well as purchase and sales of products. [Regulatory announcement no. 3/2016](#)

On 11 January 2016 within ORLEN Group there was concluded agreement with company from BP group. On the basis of yearly agreement signed today between PKN ORLEN and BP Europa SE, PKN ORLEN will be selling gasoline and diesel oil to BP Europa in the period from 1 January 2016 to 31 December 2016. The total estimated net value of the agreement amounts to PLN 4 500 million. The total estimated value of agreements signed between ORLEN Group and companies from the BP group in the period from 26 June 2015 to 11 January 2016 amounts to approximately PLN 5 800 million. The agreements between ORLEN Group and companies from the BP Group were concluded for the purchase of crude oil as well as purchase and sales of products. [Regulatory announcement no. 4/2016](#)

On 11 January 2016 within ORLEN Group there was concluded agreement with company from Lukoil Group. On the basis of yearly agreement signed today between PKN ORLEN and Lukoil Polska Sp. z o.o., PKN ORLEN will be selling gasoline and diesel oil to Lukoil Polska in the period from 1 January 2016 to 31 December 2016. The total estimated net value of the agreement amounts to PLN 1 300 million. The total estimated value of agreements signed between ORLEN Group and companies from the Lukoil Group in the period from 29 May 2015 to 11 January 2016 amounts to approximately PLN 1 900 million. The agreements between ORLEN Group and companies from the Lukoil Group were concluded for the purchase of crude oil and sales of products. [Regulatory announcement no. 5/2016](#)

On 18 January 2016 within ORLEN Group there was concluded agreement with company from Vitol Group. The total estimated value of agreements signed between ORLEN Group and companies from the Vitol Group in the period from 3 October 2015 to 19 January 2016 amounts to approximately PLN 1 830 million. The agreements between ORLEN Group and companies from the Vitol Group were concluded for purchase of crude oil and gas as well as sales of products. [Regulatory announcement no. 10/2016](#)

## Agreement with the entity authorized to conduct audit of financial statements

The entity authorized to conduct audit of financial statements of PKN ORLEN for 2015 is KPMG Audyt Sp. z o.o.

For further details on the abovementioned agreement see note 8.5.8 to the Separate Financial Statements for the year 2015.

## 2.10. Information on significant court, arbitration and administrative proceedings

### Proceedings in which the Company acts as the defendant

#### Proceedings with the total value exceeding 10% of the Issuer's equity

##### – Risk connected with the disposal of assets and liabilities related to purchase of Unipetrol shares

The claim regarding the payment of compensation for losses related among others, to alleged unfair competition of PKN ORLEN included in Agrofert Holding a.s.' (Agrofert) claim and alleged illegal violation of reputation of Agrofert in relation to purchase by PKN ORLEN of UNIPETROL a.s. shares. On 21 October 2010 the Court of Arbitration in Prague dismissed the entire claim of Agrofert against PKN ORLEN regarding the payment of PLN 3 069 million translated using the exchange rate as at 31 December 2015 (representing CZK 19 464 million) with interest and obliged Agrofert to cover the cost of proceedings born by PKN ORLEN.

On 3 October 2011 PKN ORLEN received from the common court in Prague (Czech Republic) Agrofert's claim which repealed the sentence of the Arbitration Court attached to the Economic Chamber of the Czech Republic and Agricultural Chamber of the

Czech Republic in Prague issued on 21 October 2010. The complaint was overruled by the court in Prague with the ruling of 24 January 2014. On 7 April 2014 Agrofert filed an appeal against the judgement. On 7 April 2015 the court of appeals dismissed the appeal of Agrofert and therefore confirms the earlier judgment of the court of 24 January 2014 dismissing Agrofert's claim which overruled the sentence of the Arbitration Court attached to the Economic Chamber of the Czech Republic and Agricultural Chamber of the Czech Republic in Prague of 21 October 2010.

In the opinion of PKN ORLEN, the decision included in the judgment of the Arbitration Court dated 21 October 2010, in the judgment of the common court in Prague dated 24 January 2014 and in the judgment of the court of appeals dated 7 April 2015 are correct and the company will take all necessary means to retain the judgment in force.

#### Other significant proceedings with the total value not exceeding 10% of the Issuer's equity

##### – Power transfer fee in settlements with ENERGA – OPERATOR S.A. (legal successor of Zakład Energetyczny Plock S.A.)

KN ORLEN participates in a court proceeding concerning the settlement of a disputed system fee with ENERGA – OPERATOR S.A. for the period from 5 July 2001 to 30 June 2002. ENERGA – OPERATOR S.A. claims from PKN ORLEN payment of PLN 46 million plus accrued interest. During the retrial, an opinion was prepared by an expert witness for the variant damages calculation. The District Court in Warsaw (as the initial court) by its judgment from 27 October 2014 ordered PKN ORLEN to pay to ENERGA - OPERATOR S.A. the amount of PLN 46 million, together with accrued interest from 30 June 2004 to the date of payment. This judgment is not binding. PKN ORLEN filed an appeal against this judgment. The first hearing with the Appeal's Court took place on 12 November 2015. The court is expected to set the date of the next hearing.

On 29 June 2015, PKN ORLEN received the next suit in the case, in which ENERGA – OPERATOR S.A. claimed an additional sum of approx. PLN 13.3 million.. The court is proceeded by the District Court in Łódź. On 10 July 2015, a reply to the suit was submitted, in which the suit was questioned as illegitimate. On 22 December 2015, the District Court in Łódź announced its sentence, in which it dismissed the claim of ENERGA-OPERATOR S.A. regarding the

payment of the sum of PLN 13 million by PKN ORLEN and adjudged that ENERGA-OPERATOR S.A. paid the costs of the suit.

##### – Claim of OBR S.A. for compensation

On 5 September 2014, the company OBR S.A. filed an action against PKN ORLEN with the District Court in Łódź for a claim for payment in respect of an alleged breach by PKN ORLEN of patent rights: 'The technique of the separation of hydrodesulfurization products of heavy residue after extractive distillation of crude oil'. The amount of the claim in the lawsuit has been estimated by the OBR S.A. of approximately PLN 83 million. The claim covers the adjudged sum of money from PKN ORLEN for the OBR S.A. in the amount corresponding to the market value of the license fee for the use of the solution under the above patent and adjudge the obligation to repay the benefits derived from the use of this solution. On 16 October 2014, PKN ORLEN responded to the lawsuit. The value of the dispute was referred to by the plaintiff in a procedural document from 11 December 2014 in the amount of PLN 247 million. By the court order from 21 May 2015 the parties were directed to mediation. Mediations are in progress. In the opinion of PKN ORLEN, the patent infringement claim is illegitimate.

### Court proceedings in which the Company acts as a plaintiff

##### – Arbitration proceedings against Basell Europe Holdings B.V.

On 20 December 2012 PKN ORLEN sent an arbitration request to Basell Europe Holdings B.V. regarding an ad hoc proceeding

before the Court of Arbitration in London relating to Joint Venture Agreement signed in 2002 between PKN ORLEN and Basell Europe Holdings B.V. The claims arising from the use by Basell Sales & Marketing Company so-called Cash Discounts which



effectively led to a lower product price payable to Basell ORLEN Polyolefins Sp. z o.o. On 27 February 2014 PKN ORLEN submitted its statement on this case, according to which, it requests payments from Basell Europe Holdings B.V. to Basell ORLEN Polyolefins Sp. z o.o. in the amount of PLN 128 million, translated using the exchange rate as at 31 December 2015 (representing approximately EUR 30 million) plus interest, or alternatively, from Basell Europe Holdings B.V. to PKN ORLEN the amount of approximately PLN 57 million, provided that the amounts may be adjusted during arbitration proceedings. On 10 April 2014 PKN ORLEN submitted an application for suspension of the arbitration proceedings until 1 November 2014. Basell Europe Holdings B.V. accepted this request. On 23 April 2014 the parties received the Tribunal's decision regarding the suspension

of the proceeding until 1 November 2014. On 1 November 2014, the arbitration proceedings were resumed. On 24-26 March 2015 an evidentiary hearing was held in London in which the parties summarized their case positions and some witnesses and experts were interviewed. On 27 March 2015, the Court of Arbitration issued a procedural ordinance which established the schedule for further proceedings, including the order of submission of further pleadings by the parties. On 29 May 2015 the two parties submitted letters in which they referred to the position of the opposing party in terms of summaries of the case. Additionally, the parties requested expenditures and costs incurred in arbitration proceedings. Further proceedings are not envisaged. Parties are awaiting a judgment.

#### **Significant transactions in PKN ORLEN concluded on the other than arms-length terms**

There were no significant transactions in PKN ORLEN concluded with related parties on other than arm's length terms in 2015.

## 2.11. Employment, policy and personnel programmes

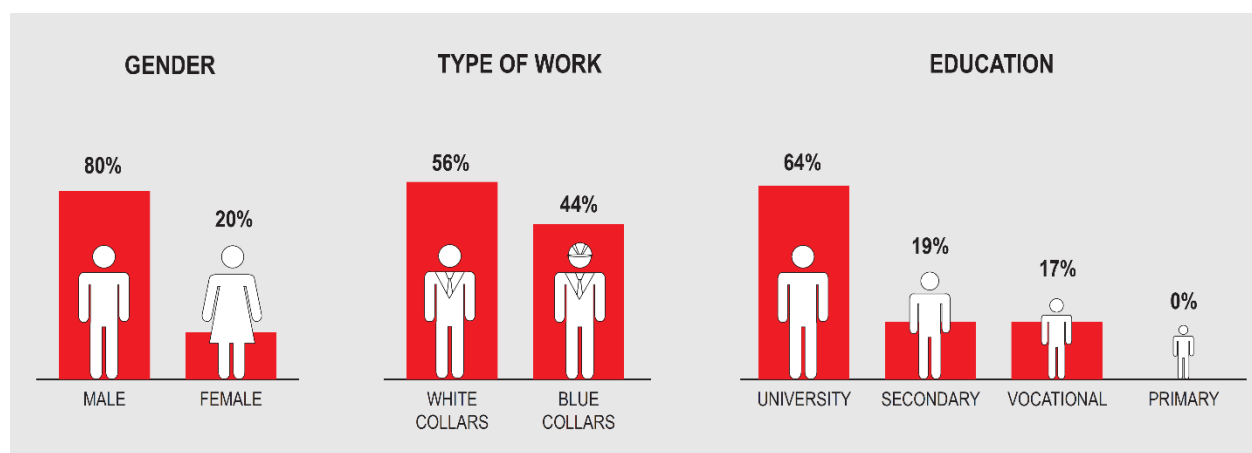
**Mirosław Kochalski, Vice-President of the Management Board of PKN ORLEN, Corporate Affairs:**

*“The human resources policy in 2015 was focused on the implementation of a strategy based on three pillars: competent, committed and motivated employees, properly chosen and effective tools supporting human resources processes and efficient organization. The effects of these measures were recognized by independent institutions which honoured PKN ORLEN with a series of distinctions, including again, the prestigious certificate awarded for the Group’s human resources policy – Top Employers Polska 2015”.*

At the end of 2015, PKN ORLEN employed 4 651 people, in comparison to 2013, the number of employees increased by 108 people. The increase of employment in the Company is mainly a

result of transfer of employees from ORLEN Oil and ORLEN Asfalt due to acquisition of production assets by PKN ORLEN. In 2015 restructuring processes, assuming the implementation of a four-brigade shift system, has been continued.

**DIAGRAM 26.** Employment structure in PKN ORLEN in professional groups in 2015.



### Realized personnel programs

#### Personnel policy (“HR”)

The measures implemented in 2015 in the HR area were focused on the fulfillment of a strategy based on three pillars: competent, committed and motivated employees, effective and simple tools and human resources processes and cost-effective organization. Works related to building the commitment of the Company’s employees were continued. An employee opinion survey was carried out, and initiatives to raise their commitment were implemented, including: simplification of procedures, preparation of solutions in development and the use of employees’ potential, facilitation of communication, implementation of pro-community initiatives.

#### Recruitment policy

In 2015 the recruitment policy of PKN ORLEN was continued and focused on acquiring high-class specialists whose knowledge and competences together with an experience and professionalism of the current employees will ensure continuity and the highest level of business processes realized by the PKN ORLEN. Undertaken actions were focused on recruiting employees whose attitude and values were consistent with ethical values and standards of conduct in PKN ORLEN.

The actions were undertaken focused on the cooperation with the academic environment and on raising interest among students and graduates in their development in the areas of upstream and power industry of the PKN ORLEN’s operations.

PKN ORLEN took part in the Job Fairs on technical universities and assisted students and graduates in gaining their first

professional experience through providing internships and traineeships. Furthermore, the educational programmes were implemented in the form of workshops addressed to the students. The so-called Adaptation Programme was continued, thanks to which newly hired employees become familiar with the Company’s activities and organizational culture and realise e-learning training including the history as well as current organizational and labour issues, values and principles of conduct.

#### Development and training

To guarantee their continuous development, exchange of knowledge and experience, employees can take advantage of numerous initiatives facilitating their participation in interdepartmental projects, stimulating their further involvement in the process of mobility, and guaranteeing their self-improvement and cooperation in the implementation of best practices and uniform standards.

The development and training activities in PKN ORLEN were focused, both on strengthening of the employees abilities in the area of securing the achievement of business goals and shaping of the desired organizational culture supporting strategy execution and enhancing employees’ engagement. The leading trends of 2015 were: diversity management, commitment and innovativeness.

To stimulate the development of leadership skills, the Group launched the Leader Zone program, i.e. a multi-module program for the development of leadership skills in the form of workshops shaping managerial abilities in the area of team management,

team potential, commitment and innovativeness building, and managerial authority. As part of the Leader Zone, pro-development initiatives directed at female managers were initiated in the form of discussion panels devoted to the role of women in business, attended by experts in motivation, diversity management and business psychology.

Furthermore, a new talent program titled the ORLEN Talent Academy was launched. The program is dedicated to managers at PKN ORLEN and selected ORLEN Group companies.

Thematic lectures for employees called Wektor were continued, and new forms of inspiration in the form of meetings with authorities from various disciplines were introduced.

As part of the Narzędziownik program, employees were proposed to develop their abilities in terms of: cooperation in a diverse team, strengthening of innovativeness in everyday work, development of presentation abilities, counteracting the effects of shift work and promotion of pro-health behaviors in the workplace.

In 2015, a new development tool in the form of a mentoring program titled Ex-Change was implemented. The tool is based on the concept of peer mentoring and reverse mentoring. The program assumes the preparation of a database of mentors from various disciplines, the development of their abilities to share their knowledge with others, and the use of their potential in the development of other employees.

In 2015, PKN ORLEN's employees took part in various training-development initiatives, including in internal and foreign conferences, specialist training courses, international development programs, M.Sc. courses, postgraduate courses or MBA courses. Employees continued their education in foreign languages, particularly in English, as part of the PKN ORLEN Language Academy and holiday courses. Employees also took part in training courses aiming at guaranteeing them safe -working conditions.

Employees developed their skills by participating in training not only traditional, but also using the training available on an e-learning platform.

In 2015, PKN ORLEN has trained over 4 thousand employees, most of whom participated in several training.

### **Students and internship programmes**

PKN ORLEN takes care of the professional development of not only its employees but also young persons, students, pupils, graduates of higher education institutions and secondary schools, giving them the opportunity to obtain first professional experience thanks to participation in traineeship and internship programmes.

For years PKN ORLEN organizes internships in the cooperation with schools and universities and by participation in nationwide and international contests. The practical training and internships performed in 2015 was even more focused on substantive aspects of the programme and interns and trainees could actively and substantively participate in tasks and projects performed. In 2015, in total around 100 students took part in internships and traineeships in PKN ORLEN.

Apart from internship or traineeship programmes for pupils and students in 2015, there were also other educational and informational activities conducted in the form of meetings, open days, representation of PKN ORLEN on job fairs or seminars

### **HR Function development**

The main challenge for HR function is to adjust administration-payroll solution and IT systems to support business processes in an effective and proper manner.

Competency Centres and HR Business Partners in PKN ORLEN

supported ORLEN Group companies in preparation of new solutions in the area of remuneration and bonus system.

### **Social dialogue and benefits**

PKN ORLEN cares for social dialogue based on the independence of parties, acting in compliance with law, as well as trust, will to compromise and obeying the adopted rules. The rules of social dialogue applicable in PKN ORLEN are based on the internal regulations and on commonly applicable law, enabling to build constructive and firm solutions in cooperation with the employees representatives.

PKN ORLEN provides its employees with social support in the form of various benefits and allowances, e.g. granting additional funds for holiday or stay in health resorts, child care, leisure time for children and youths, school sets, financial support for families with lower income, recreation and sport activities, and offering cultural and educational activities, non-reimbursable allowances, funding for rehabilitative tours, returnable housing loans, and purchase of Christmas gifts for the employees' kids.

### **Medical care**

The Company provides a widely understood preventive care, including preventive medical care falling beyond the scope of occupational medicine: consultations with specialist physicians, ambulatory treatment, diagnostic tests, rehabilitation, vaccination, preventive health care programmes offered in cooperation with Centrum Medyczne Medica Sp. z o.o. in Plock and Military Institute of Medicine in Warsaw. In 2015, there were preventive medical examinations in the workplace organized within "Profilaktyka na Wyciągnięcie Ręki" project.

### **Family Friendly Employer**

Being a company, which implements modern solutions aimed at keeping balance between professional activity and family life, PKN ORLEN realized project "Family Friendly Employer" offering such solutions as: two additional days for taking care of a child up to 3 years old, an additional hour for breastfeeding a baby, quick access to the pediatrician, complex medical care during the pregnancy, rooms for breastfeeding mothers, gift for employees' newborn children, providing people staying on maternity and parental leaves with information on the firm's life. The activities aimed at ensuring the work-life balance are also implemented in PKN ORLEN. In 2015, there was an opening of nursery for PKN ORLEN Group employees' children.

### **Awards and certificates**

Personnel policy and practices in PKN ORLEN were surveyed by independent organizations. Basic benefits, additional benefits, working conditions, trainings and development, professional career development and the company's organizational culture management were analyzed. The assessments resulted in awarding the following distinctions:

- "Top Employers Poland 2015" certificate – awarded through multistage certification process by the independent external organization, Top Employers Institute. PKN ORLEN has been awarded this prestigious certificate awarded by the personnel policy implemented for the fourth time.
- „Employer for Engineer” title – PKN ORLEN was awarded as one of top three most respected employer in Poland.
- The title „The most desired employer by specialists and managers” in the category: Power Industry, Gas, Fuels, Chemistry.

## 2.12. Remuneration of the Company's bodies

### 2.12.1 Remuneration of management and supervisory bodies

Remuneration for Members of the Board is determined by the Supervisory Board taking into account the recommendations of the Nomination and Remuneration Committee. The components of the Management Board Members remuneration system include:

- monthly fixed base pay,
- annual bonus dependent on the accomplishment level of quantitative and qualitative targets,

- severance pay for dismissal from the Management Board Member function,
- compensation for non-competition.

All remuneration components and additional benefits are regulated by agreement between a Board Member and the Company.

**TABLE 8:** Remuneration paid to the Company's Management Board Members fulfilling their function in 2015 (in PLN thousand).

ITEM	2015	2014
<b>Remuneration of Members of the Company's Management Board, including:</b>		
<b>- remuneration and other benefits</b>	<b>7 177</b>	<b>6 826</b>
Dariusz Krawiec <sup>1)</sup>	1 696	1 674
Sławomir Jędrzejczyk	1 584	1 517
Piotr Chelmiński	1 380	1 275
Krystian Pater	1 224	1 180
Marek Podstawa	1 224	1 180
Wojciech Jasiński <sup>2)</sup>	69	-
<b>- bonuses for prior year</b>	<b>6 335</b>	<b>4 949</b>
Dariusz Krawiec	1 493	1 240
Sławomir Jędrzejczyk	1 434	1 137
Piotr Chelmiński	1 216	889
Krystian Pater	1 096	796
Marek Podstawa	1 096	887
<b>Total:</b>	<b>13 512</b>	<b>11 775</b>

1) Remuneration for the fulfilling position of President of the Management Board for the period to 16 December 2015.

2) Remuneration for the fulfilling position of President of the Management Board for the period from 16 December 2015.

**TABLE 9:** Bonuses potentially due to the Company's Management Board Members fulfilling position in a given year to be paid in the next year (in PLN thousand).

ITEM	2015	2014
Dariusz Krawiec <sup>1)</sup>	1 620	1 591
Sławomir Jędrzejczyk	1 500	1 434
Piotr Chelmiński	1 260	1 216
Krystian Pater	1 140	1 096
Marek Podstawa	1 140	1 096
<b>Total:</b>	<b>6 660</b>	<b>6 433</b>

1) bonus potentially due to fulfilling a position till 16 December 2015.

**TABLE 10:** Remuneration and other benefits paid and due for former Members of the Company's Management Board (in PLN thousand).

ITEM	2015	2014
Dariusz Krawiec <sup>1)</sup>	3 360	-
Marek Serafin <sup>2)</sup>	-	1 351
<b>Total:</b>	<b>3 360</b>	<b>1 351</b>

1) remuneration from severance pay and compensation for non-competition due to payment in the following year.

2) severance pay and bonus paid for 2011.

### 2.12.2 General terms and conditions for granting annual bonuses

Members of the Management Board are entitled to annual bonus on the principles established in the contract, which is part of the Bonus System Regulations of the Management Board. The level of annual bonus is determined by the performance of individual activities (qualitative and quantitative), established by the Supervisory Board for the particular members of Management Board. The Supervisory Board appoints each year four to seven individual bonus tasks. The assessment of individual bonus tasks' implementation (quantitative and qualitative) by the particular Member of Management Board is made yearly by Supervisory Board on the basis of the President of the Management Board's recommendation, report on the performance of bonus activities by the particular Member of Management Board, the ORLEN Group's financial statements and other documents, the investigation of which the Supervisory Board deems appropriate.

Quantitative assessment of the performance of individual bonus tasks is made by awarding percentage points. Qualitative assessment of the performance of bonus tasks is made by granting a level of achievement according to the principles contained in the Bonus System Regulations of the Management Board. Execution of individual tasks is expressed as the sum of the weighted percentage points granted by the Supervisory Board for each bonus task.

The Supervisory Board adopts a resolution to grant or not the Board Member of the annual bonus for the financial year, and its amount, by 30 April of the following year. The annual bonus will be paid if the Company's consolidated financial statements for the financial year will be approved by the General Meeting.

For 2015 Supervisory Board set for all Members of Management Board following six quantitative targets:

- Reported EBIT of the Concern,
- EBITDA LIFO of the Concern (% of plan realization in real macro amount),
- Maintenance CAPEX of the Concern + overhead and personnel costs of the Concern (% of plan realization in real macro amount),
- Development CAPEX of the Concern (% of plan realization in real macro amount),
- Stock exchange rate: TSR PKN relative to the market,
- Accident rate: TRR of the Concern,

and attributed to them the relevant bonuses thresholds. The Supervisory Board for each of the Members of the Management Board also established quality objectives related to their areas of supervised activities. The Supervisory Board added a qualitative goal for all Members of the Management Board related to the level of innovations in the Company.

**TABLE 11.** Remuneration of other key executive personnel of PKN ORLEN (PLN thousand).

ITEM	2015	2014
<b>Remuneration and other benefits of members of key executive personnel of the Company</b>	37 128	34 950

#### Rules for awarding bonuses to the key executive personnel (including members of the Management Board)

The regulations applicable to PKN ORLEN Management Board and directors reporting directly to the Management Board of PKN ORLEN and other key positions have certain common features. The persons subject to the above mentioned systems are remunerated for the accomplishment of individual goals set at the beginning of the bonus period by the Supervisory Board for the Management Board Members and by the Management Boards for the key executive personnel members. Bonuses systems are

consistent with the Company's Values, promote the cooperation between individual employees and motivate to achieve the best possible results for the ORLEN Group.

The targets set are qualitative or quantitative and are settled after the end of the year for which they were set. Moreover, bonus regulation gives the possibility to distinguish employees, who significantly contribute to results generated by the ORLEN Group.

#### Remuneration to the Company's Management and Supervisory Board Members for holding functions in the Management or Supervisory Boards of subsidiaries, companies under joint control or associated companies (PLN thousand)

Members of PKN ORLEN Management Board who in 2015 and 2014 were acting as the Management and the Supervisory Boards of the subsidiaries, jointly controlled entities belonging and

associate of the ORLEN Group did not receive any remuneration, except for Unipetrol a.s., wherein the payments were transferred to the ORLEN's Foundation Dar Serca.

**TABLE 12.** Remuneration of the Members of the Supervisory Board of PKN ORLEN (PLN thousand).

ITEM	2015	2014
<b>Remuneration of the Company's Supervisory Board members, including:</b>		
Angelina Sarota <sup>1)</sup>	210	202
Adam Ambrozik <sup>2)</sup>	164	100
Maciej Bałtowski <sup>2)</sup>	147	100
Cezary Banasiński	164	159
Grzegorz Borowiec	164	159
Artur Gabor	164	159
Radosław Kwaśnicki <sup>2)</sup>	165	100
Cezary Możejki	164	159
Leszek Pawłowicz	164	161
Remigiusz Nowakowski <sup>3)</sup>	17	-
Michał Gołębiowski <sup>4)</sup>	-	48
<b>Total:</b>	<b>1 523</b>	<b>1 299</b>

1) From 27 June 2013 President of the Supervisory Board.

2) In Supervisory Board from 15 May 2014.

3) For the period of performing the function from 23 November 2015.

4) For the period of performing the function to 21 April 2014.

### Non-competition agreements and agreements on termination of contract due to removal from the position held executed with the management personnel

In accordance with applicable agreements, members of the Management Board of PKN ORLEN SA are required for a period of 6 or 12 months from the date of termination or expiry of the contract, to refrain from competitive activities. During this period, the Board members are entitled to receive compensation in the amount of six or twelve monthly basic salary, paid in equal monthly installments. The Company may dismiss the President, Vice President and Members of the Board of the non-competition clause applicable after the termination or expiration of the contract or reduce the duration of the ban. In the case of an exemption

from the prohibition of competition, the Company does not pay compensation. In case of shortening the duration of the non-compliance clause, the payment of the compensation shall be in proportion to the duration of the non-compliance. In addition, the agreements predict for the payment of compensation in case of termination due to dismissal from the position. In this case the salary amounts to six or twelve months of remuneration. The Supervisory Board may authorize the use of these provisions also in case of resignation from the position of Member of the Management Board.

### 2.13. Corporate Social Responsibility

Year 2015 brought an essential change in PKN ORLEN's process of social initiatives. In February 2015, the Management Board of the Company adopted a CSR strategy for 2015 – 2017, which constitutes a practical interpretation of the "Values and principles of PKN ORLEN S.A." Listing the goals undertaken by the Concern, the Strategy also specified the approach to various groups of stakeholders.

The CSR Strategy assumed that corporate value growth should converge with the interest of the environment and should be based on a sustainable and responsible use of the resources. This means that at the stage of designing the business strategy, the principles of corporate responsibility will be taken into account. Defining measurable CSR goals will allow for analyzing and assessing the effects derived from these measures in the Concern and its environment.

The strategy basing on "Values and principles" is also to motivate employees to seek new ideas and innovative solutions. Supporting business, the strategy is building a sense of co-responsibility for the implementation of CSR in the organization and promotes the idea of responsibility and involvement among the stakeholders.

The document indicated three basic fields of action. The first one is Organization, where the goal is to build permanent relations with employees, basing diversity, the sense of safety, development possibilities, and the combination of social and professional roles<sup>1</sup>. In turn, in the Direct environment, the priority is to develop social sensitivity and responsibility for business partners and clients by sharing good practices, knowledge and implementing the highest CSR standards. In turn, in terms of Indirect environment, PKN ORLEN embarked on implementing a strategy and promoting the innovative attitude, setting the highest standards in the industry in terms of business ethic and environment protection. Environmental issues have been discussed in detail in [point 2.14](#).

The key elements for the implementation of the Strategy include full implementation of the adopted initiative, education and inspiration of employees to build the sense of responsibility for the effect of activities performed and decisions made on the environment.

<sup>1</sup> Issues of employment policy and human resources programs were further described in [point 2.11](#) of this Report.



The CSR strategy is implemented with a pre-assumed plan. 55 CSR projects/measures have been implemented in PKN ORLEN, and 488 – in the ORLEN Group. The Management Board of PKN ORLEN and the Supervisory Board CSR Committee periodically review the completion of CSR strategy objectives.

The CSR strategy and the projects implemented thereunder are a logical consequence and continuation of social initiatives from previous years. One of the most essential events was the official endorsement of the initiative by the Secretary General of the United Nations, Kofi Annan's Global Compact organization of 2003. PKN ORLEN declared the respect for principles of observance of human rights, work standards, protection of natural environment and counteracting corruption. Signing the declaration was a public obligation to respect them and undergo public verification, and the next step in the corporate policy adopted by the Concern.

As part of the corporate social responsibility activities are also oriented to the realization of "Charity policy of Polski Concern Naftowy ORLEN S.A.", which are the protection of health and life, education and upbringing. PKN ORLEN independently initiates and conducts charitable activities, but also participates in them as a partner. In achieving the objectives, the Foundation ORLEN – DAR SERCA plays a key role, which in 2001 was established to implement the social mission of the Founder – PKN ORLEN. Since the beginning of its activity, the Foundation has been providing universal help to foster homes, consistently promoting this form of foster care as the most effective method of providing proper conditions for personal growth to children devoid of their natural families. The Foundation is currently maintaining 2 500 children in more than 300 foster homes. Furthermore, the foundation has also launched several scholarship programs. Their goal is to support young people in the process of education and to

strengthen their motivation. The Corporate Foundation has also taken active part in projects aiming at improving safety and health protection, e.g. the "NIE DLA DYMU" ("SAY NO TO SMOKE") campaign. The Foundation has been closely cooperating with PKN ORLEN in its program to support fire brigades. A major part of the Foundation's activity includes projects aimed at the local community.

In community initiatives of PKN ORLEN and ORLEN's foundation – DAR SERCA also participate PKN ORLEN's clients and the members of the VITAY loyalty program. They have been increasingly interested in devoting their points to charity purposes: foster care support or environmental projects.

One of the fixed elements of the system of communication of PKN ORLEN pro-community initiatives is social reporting, which has been changing along with the changes taking place inside the Concern and its environment to meet the expectations of stakeholders. In 2015, PKN ORLEN issued its first Integrated statements. This new formula combines financial reporting with CSR reporting and guidelines of the International Integrated Reporting Council. The formula also considers the directions of new EU legislation in reference to the disclosure of non-financed information and information regarding diversity.

The report titled "Napędzamy Przyszłość" ("Fueling the Future") presents the relations and mutual dependences between financial and non-financial aspects of PKN ORLEN activity as well as selected ORLEN Group companies. The pillars serving as the basis for integrated reporting – value-building, financial strength, people – present the processes which take place in the company and the measures focused on building its value in a holistic manner. Non-financial data was presented according to international guidelines of the Global Reporting Initiative (GRI) in version G 4.



## 2.14. Environmental protection

### **Piotr Chelmiński, Member of the Management Board, Business Development/ Power and Heat Generation Officer**

*„Both caring for the environment and sustainable development are the significant part of developing competitive advantage by the ORLEN Group. In the past year, the Concern has been continuing environmental activities, which went hand in hand with the strengthening market position and uncompromising approach to matters related to environmental protection.”*

*“Our ambition is for PKN ORLEN to be a safe workplace, and the goal we target is total elimination of accidents and occupational diseases. Last year, we progressed in integrating companies from the ORLEN Group in terms of work safety. We have been continuing our activities devoted to the optimization of processes for the exchange of information on threats, accidents, inspections, fires and failures. Thanks to the efforts of all employees, in 2015, we managed to achieve a comparable TRR rate to the year before. We introduced the so-called total accident rate, which also includes information on the accident rates among our colleagues, since the safety of contracted employees is as important as the safety of our employees”.*

The main purpose of the environment protection measures taken is to fulfill business strategies, maintaining the highest ecological neutrality possible, and to promote the “green” image of PKN ORLEN, effectively manage waste and consolidate and reinforce competences in the area of environmental services.

The environmental projects carried out in 2015 were primarily related to the adaptation of installations to the new environmental requirements and standards effective as of 1 January 2016. These were both administrative activities, such as obtaining indefinite integrated permits for the use of installations, as well as investments related to the construction of pro-environmental installations.

The most important environmental investment continued in 2015 in the Production Plant in Plock was the construction of systems for denitrification and dedusting systems for individual and joint Power Plant boiler and flue gas desulphurization installation. Next two K1 and K4 boilers are equipped with systems to reduce emissions of nitrogen oxides and dusts. Currently 6 of 8 boilers are equipped with reducing installations. In 2016 another boiler will be opened after the modernization. In December 2015 was launched flue gas desulphurization, which allowed for reduction of

SO<sub>2</sub> emissions from Heat and power plant by more than 11% (y/y) in 2015.

2015 was another year of the third trading period of the Community system for greenhouse gas emissions trading. Emission reports for chemical plants were verified by an independent auditor. In 2015 free CO<sub>2</sub> emission allowances were obtained on the basis of Article 10a of Directive 2003/87/WE and due to production of electricity on the basis of Article 10c of this Directive.

In 2015, PKN ORLEN signed an updated version of the World Responsible Care Card (RC), which expresses support and confirms the company's commitment in the development of the RC Program in the world. As a leader of the chemical industry, PKN ORLEN has been putting the RC Program to life for more than 18 years. In addition, the Company obtained a prolongation of the RC Management System Framework Certificate, which confirms the conformity of the implemented system with guidelines of the European Chemical Industry Council and principles and criteria approved by the Polish Chemical Industry Chamber.

## 2.15. Occupational health and safety

The main task of the occupational health and safety (“OSH”) in PKN ORLEN is to create proper working conditions and continuous identification and elimination of occupational safety threats.

In 2015, works were commenced to perfect the existing work safety model in force, by implementing the “OSH strategy for 2016-2017”, which serves as a tool for providing effective management of planned measures in terms of widely understood work safety culture. It is dedicated to all companies of the ORLEN Group and guarantees their development and perfection in two main directions: building the standard of PKN ORLEN and fulfilling the individual needs of particular companies.

As a result of implemented measures aiming at the improvement of work safety, an accident rate (Total Recordable Rate – TRR) in 2015 was lower by 0.66 (y/y) and equaled 0.50.

To permanently increase the effectiveness of measures in the area of safe work, the so-called Total Recordable Rate was

implemented in 2015. The new rate contains information on the accident rate both among PKN ORLEN employees and among the contracted and outsourced companies. The value of the overall TRR rate in 2015 in PKN ORLEN was 0.53, and the total number of accidents at work – for both employees and contractors – remained at the same level as in prior year, that is 23.

To standardize the safety management system in the ORLEN Group, new process safety event rates (T1 PSER, T2 PSER) were introduced in August 2015. Reporting with the use of these rates allows for comparing PKN ORLEN and the ORLEN Group to other companies from the group in terms of process safety. Furthermore, a Process Safety Platform was created and contains information on the implementation of new initiatives, the current value of process safety rates and recorded emergency events in PKN ORLEN and in other companies from the chemical industry. The method of rates calculation is presented in [“Glossary of selected technical and financial definitions”](#) at the end of this Report.

### 3. FINANCIAL RESULTS

**Sławomir Jędrzejczyk, Vice President of the Management Board of PKN ORLEN, CFO:**

„Results for 2015 present how effectively we take advantage of favourable macroeconomic conditions in order to strengthen our financial fundamentals.

The EBITDA LIFO profit for 2015 reached level of PLN 4.4 billion enabling the Company to carry on the investment program persistently as well as consecutively pay out a dividend to the Shareholders.

It enabled the company to carry on the investment program persistently as well as consecutively pay out a dividend to the Shareholders.

Simultaneously, we continue integration of the operating segments and perpetually increase effectiveness, what strengthen our market position and flexibility in volatile market environment

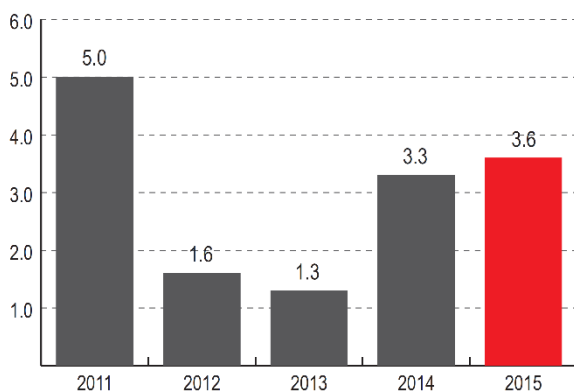
#### 3.1. Macroeconomic situation

PKN ORLEN operates within variable macroeconomic environment, which has impact on the level of revenues and generated results. Economic situation, labour market and macroeconomic trends have significant impact on shaping the fuels and petrochemical products consumption and consequently on the level of the volume and sales prices.

Basic indicator reflecting economic situation is GDP index, which is determined by consumption, capital expenditures and export allow to assess at what stage the economy is. Changes of GDP ratio are generally correlated with the unemployment rate.

Fuel consumption is an derivative of the economic situation. The overall condition of the economy, e.g measured with GDP, has an influence on current and future customer behaviours.

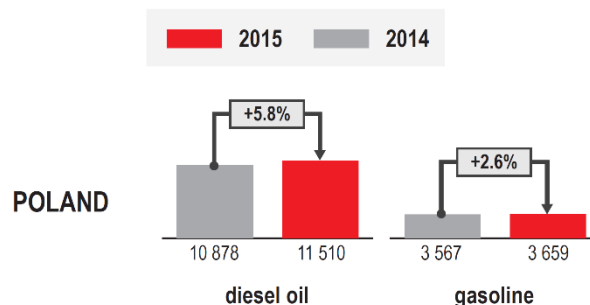
**DIAGRAM 27.** GDP in Poland (y/y).



Source: Data based on EUROSTAT

Prices of refining and petrochemical products offered by PKN ORLEN are fixed on a basis of quotations on commodity markets that are denominated in foreign currencies. Expenses related to purchase of basic raw materials including crude oil and costs of

**DIAGRAM 28.** Consumption of gasoline and diesel oil in Poland.



Source: The estimates prepared on the basis of available data of the Energy Market Agency (Agencja Rynku Energii S.A.).

debt service are also denominated in foreign currencies i.e. USD or EUR. As a result, exchange rates of mentioned currencies have an impact on financial results of PKN ORLEN.

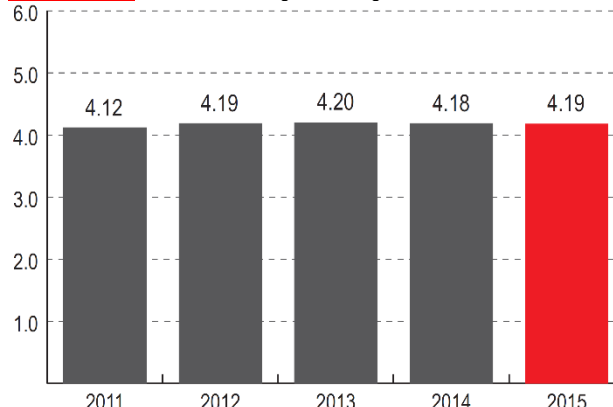
**DIAGRAM 29.** USD/PLN average exchange rate.



Source: Based on rates of the National Bank of Poland (NBP)

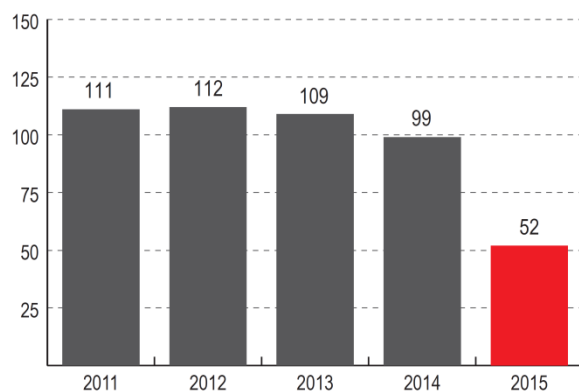
Among the external factors typical for the refining and petrochemical industry, key macroeconomic factors are as follows: crude oil prices, so-called Brent/Ural differential and margins on refining and petrochemical products offered by the PKN ORLEN.

**DIAGRAM 30.** EUR/PLN average exchange rate.



The basic raw material used in the production by the PKN ORLEN is crude oil, which international prices are subject to fluctuations caused by changes in global demand and supply and political factors. As a result of 97% share of the Ural sulphated crude oil in the processing structure of the PKN ORLEN, the level of the Brent/Ural differential has an influence on the operating results as well.

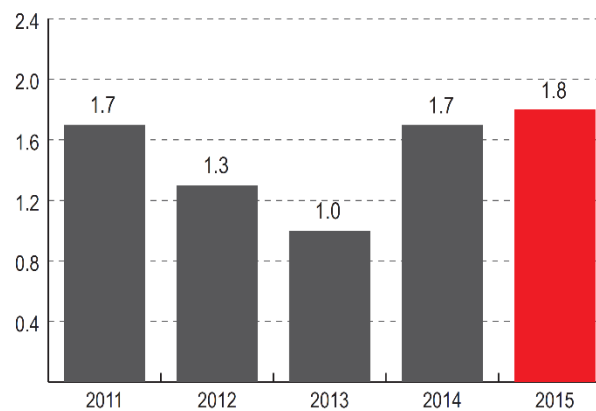
**DIAGRAM 31.** Brent oil quotations (USD/bbl).



Source: Own calculations based on Platts data.

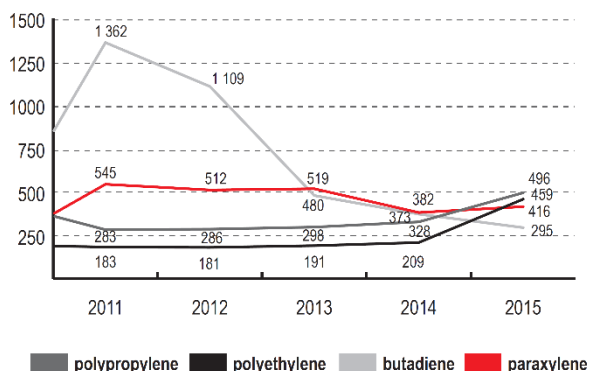
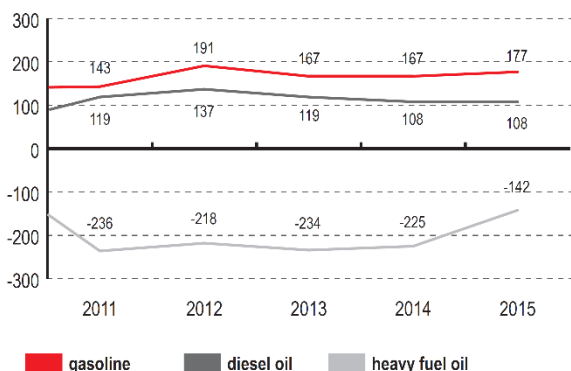
PKN ORLEN operating results are largely dependent on the difference between the market prices of petroleum products a crude oil prices and also other raw materials needed to manufacture the products. The purchase costs of raw materials and the price at which PKN ORLEN may eventually sell refined petroleum products depends on many factors which are beyond its control, including:

**DIAGRAM 32.** Brent/Ural differential (USD/bbl).



Source: Own calculations based on Platts data.

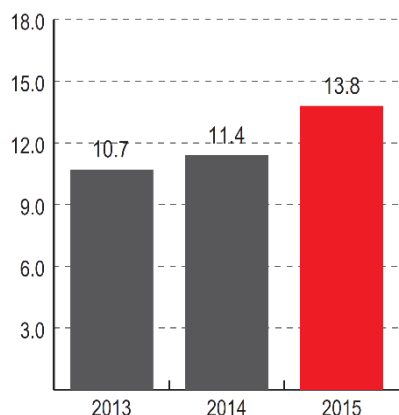
- changes in the supply / demand for refinery and petrochemical products,
- development of the production capacity of the world refining industry,
- changes in the operating costs associated with technological processes (energy costs, media, modernizations),
- amendments to environmental protection law, and others that might be associated with significant expenses for the PKN ORLEN.

**DIAGRAM 33.** Refining margins ("crack") quotations (USD/t) and petrochemical margins ("crack") quotations (EUR/t).


Source: Own calculations based on Platts and ICIS data.

Quotations of refining products for the purpose of calculate the above crack spreads originate from the Platts information service that publishes data on the basis of daily quotation of products on the London Exchange. Quotations of petrochemical products originate from the ICIS information service that publishes data on the basis of weekly quotations of products on the London Exchange.

Integration of the high-class production assets and extended value chain due to full integration of the refinery, petrochemical and power activities of PKN ORLEN was the basis to determine **model downstream margin** that reflects typical structure of the basic raw materials and refinery and petrochemical. Changes at the model downstream margins allow to estimate an impact of macroeconomic factors on operating results of downstream segment. The method of calculation of model downstream, refinery and petrochemical margins is presented in [Glossary of selected technical and financial definitions](#) at the end of the foregoing Report.

**DIAGRAM 34.** Model downstream margin [USD/bbl].

**TABLE 13.** The product structure of the downstream margin – margins (crack) from quotations.

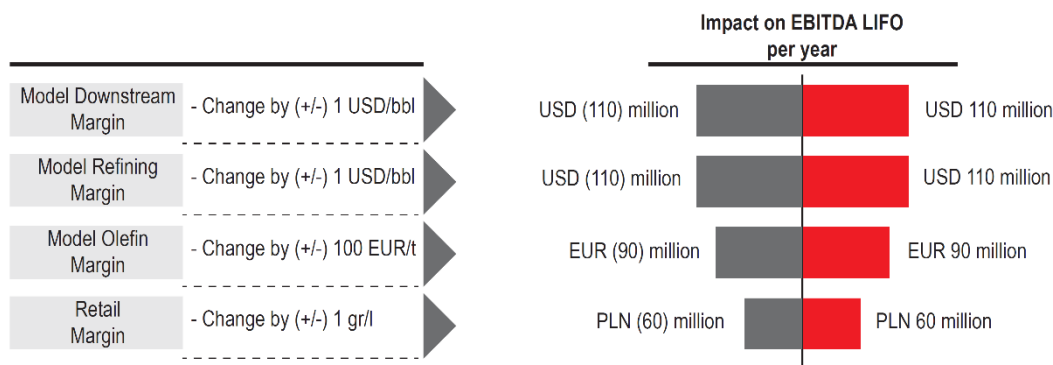
Product	2015	2014	CHANGE %
<b>Refinery products (USD/t)</b>			
Gasoline	177	167	6%
Diesel oil	108	108	0%
Heavy fuel oil	(142)	(225)	37%
SN 150	177	161	10%
<b>Petrochemical products (EUR/t)</b>			
Ethylene	602	589	2%
Propylene	488	543	(10%)
Benzene	278	432	(36%)
Paraxylene	416	382	9%

### Sensitivity analysis

Estimated impact of the selected macroeconomic factors on the PKN ORLEN financial results and the description of applied methodology is presented below.

- Estimates of change in impact of the model downstream and refining margin is performed assuming full processing capacity of crude oil of PKN ORLEN amounting around 110 million bbl.

- Estimates of impact of change in the model olefin margin are performed assuming the sale of monomers in PKN ORLEN of approximately 900 thousand tonnes per year
- Estimates of impact of change in retail margin are performed assuming the sale of fuels in PKN ORLEN of approximately 6.0 billion litres per year.

**DIAGRAM 35.** Sensitivity analysis of the change in the key macroeconomic parameters (USD/EUR/PLN million).


The impact of the change in the above mentioned parameters has been estimated with the assumption of the lack of dependence between them and other parameters forming results of PKN ORLEN. The changes of macroeconomic factors may have additional effect on other parameters such as optimization of the structure of products, sales directions or the capacity utilization which can have an additional impact on the presented operating results.

## 3.2. Financial results

### 3.2.1 Principles of presentation of the separate financial statements

The separate financial statements have been prepared in accordance with accounting principles contained in the International Financial Reporting Standards (IFRS), comprising International Accounting Standards (IAS) as well as Interpretation of Standing Interpretation Committee (SIC) and the International Financial Reporting Interpretations Committee (IFRIC), which were adopted by the European Union (EU) and were in force as at 31 December 2015. The scope of the Management Board Report is in line with the Minister of Finance Regulation of 19 February 2009 on current and periodic information provided by issuers of securities and conditions for recognition as equivalent information required by the law of a non-Member state (uniform text in Official Journal of Laws 2014, item 133).

The separate financial statements have been prepared assuming that PKN ORLEN will continue to operate as a going concern in the foreseeable future. As at the date of approval of the separate financial statements, there is no evidence indicating that PKN ORLEN will not be able to continue its operations as a going concern. Duration of the Parent Company is unlimited.

The separate financial statements have been prepared assuming initially the amendment to IAS1 – Presentation of Financial Statements: Disclosure initiative. Main elements of scope and format modification included: materiality issue, aggregation / disaggregation of line items and accounting policy.

### 3.2.2 Separate statement of profit or loss and other comprehensive income and operating segments

**TABLE 14.** Separate statement of profit or loss and other comprehensive income.

ITEM, PLN million	2015	2014	2013	change	change %
1	2	3	4	5=(2-3)	6=(2-3)/3
Sales revenues	60 466	76 972	84 040	(16 506)	(21.4%)
Cost of sales	(55 565)	(74 283)	(80 813)	18 718	25.2%
<b>Gross profit on sales</b>	<b>4 901</b>	<b>2 689</b>	<b>3 227</b>	<b>2 212</b>	<b>82.3%</b>
Distribution expenses	(2 306)	(2 177)	(2 090)	(129)	(5.9%)
Administrative expenses	(867)	(823)	(737)	(44)	(5.3%)
Other operating income	196	311	324	(115)	(37.0%)
Other operating expenses	(155)	(380)	(267)	225	59.2%
<b>Profit from operations under LIFO increased by amortization and depreciation (EBITDA LIFO)</b>	<b>4 376</b>	<b>2 920</b>	<b>2 074</b>	<b>1 456</b>	<b>49.9%</b>
<b>Profit from operations increased by amortization and depreciation (EBITDA)</b>	<b>2 869</b>	<b>648</b>	<b>1 479</b>	<b>2 221</b>	<b>342.7%</b>
<b>Profit/ (Loss) from operations</b>	<b>1 769</b>	<b>(380)</b>	<b>457</b>	<b>2 149</b>	<b>-</b>
Finance income	872	1 477	589	(605)	(41.0%)
Finance costs	(1 333)	(5 977)	(414)	4 644	77.7%
<b>Net finance income and costs</b>	<b>(461)</b>	<b>(4 500)</b>	<b>175</b>	<b>4 039</b>	<b>89.8%</b>
<b>Profit / (Loss) before tax</b>	<b>1 308</b>	<b>(4 880)</b>	<b>632</b>	<b>6 188</b>	<b>-</b>
Tax expense	(260)	208	(14)	(468)	-
<b>Net profit /(loss)</b>	<b>1 048</b>	<b>(4 672)</b>	<b>618</b>	<b>5 720</b>	<b>-</b>

**Sales revenues**

Sales revenues of PKN ORLEN amounted to PLN 60 466 million and decreased by PLN (16 506) million (by (-) 21.4%) (y/y), as result of the lower quotations of a crude oil and PKN ORLEN products. Sales volume of PKN ORLEN increased by 4.8% (y/y) and amounted to 15 941 thousand tonnes.

Lower by PLN (13 743) million (by (-) 23.4%) (y/y) sales revenues of downstream segment result mainly from lower crude oil and products quotations and higher by 5.2% (y/y) sales volume. In comparison with prior year the average annual gasoline quotations decreased by (-) 37.4% (y/y), diesel oil by (-) 41.1% (y/y), Jet A-1 fuel by (-) 42.0% (y/y), light heating oil by (-) 41.6% (y/y) and LPG by (-) 45.5% (y/y). Additionally, quotations decreased for products: ethylene by (-) 16.7% (y/y), propylene by (-) 23.5% (y/y), benzene by (-) 36.0% (y/y), toluene by (-) 26.9%

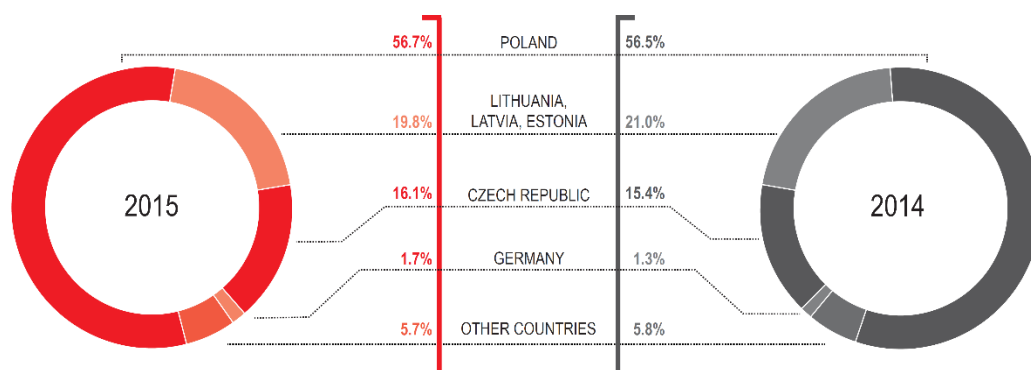
(y/y), butadiene by (-) 30.2% (y/y) and paraxylene by (-) 18.1% (y/y)

Revenues of retail segment decreased by PLN (2 746) million (by (-) 15.1%) (y/y) mainly due to lower products quotations and therefore lower fuels prices on petrol stations accompanied by higher by 3.8% (y/y) sales volume.

Revenues of corporate functions decreased by PLN (17) million (by (-) 22.1%) (y/y).

Detailed information relating to sales volume changes of the particular segments are described in [Chapter 2](#) of the foregoing Report.

**DIAGRAM 36.** Geographical structure of sales revenues in PKN ORLEN.



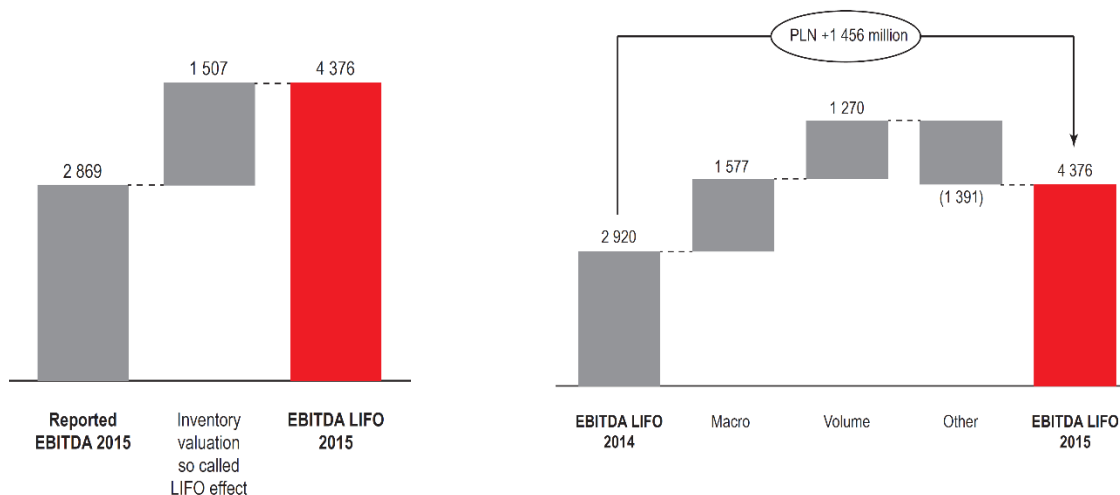
Other countries item in 2015 and 2014 contains mainly sales realized to customers from Switzerland, Ukraine, the Netherlands and Denmark.

Information relating to the geographic distribution of sales revenues is also presented in section 8.1.2 of the Separate Financial Statements for 2015.

**Profit from operations increased by depreciation and amortization according to inventory valuation under LIFO method („EBITDA LIFO”)<sup>1)</sup>**

In 2015 EBITDA LIFO of PKN ORLEN amounted to PLN 4 376 million.

<sup>1)</sup> PKN ORLEN's inventories are valued in the financial statements in accordance with International Financial Reporting Standards at weighted average cost method or purchase price method. Therefore, an upward trend in crude oil prices has a positive effect and the downtrend has a negative impact on the reported results. Application of the LIFO method of inventory valuation causes that current production costs are measured at cost of purchased crude oil and consequently, the results of operations better represent the actual situation. As a result, the operating results based on LIFO method of inventory valuation were additionally presented in the foregoing report. In accordance with IFRS inventory valuation under LIFO is not acceptable and consequently it is not applied in the accounting principles as well as in the financial statements of PKN ORLEN.

**DIAGRAM 37.** EBITDA LIFO in 2015 [PLN million].


EBITDA LIFO of PKN ORLEN increased by PLN 1 456 million (y/y).

Positive effect of macroeconomic factors related mainly to increase in model downstream margin by 2.4 USD/bbl (y/y) as well as decrease in average USD/PLN rates and amounted to PLN 1 577 million (y/y).

The positive impact of higher sales volume in all operating segments amounted to PLN 1 270 million (y/y).

Other factors amounted to PLN (1 391) million (y/y) and related mainly:

- PLN (1 323) million (y/y) – the impact of settlement of repurchase of the V and VI tranche of mandatory reserves in 2015 amounted to PLN (297) and (860) million (y/y), respectively, and the lack of positive effects from 2014, related to profits amounted to of PLN (166) million (y/y) after the repurchase of the IV tranche and the sales of the VI tranche of mandatory reserves,

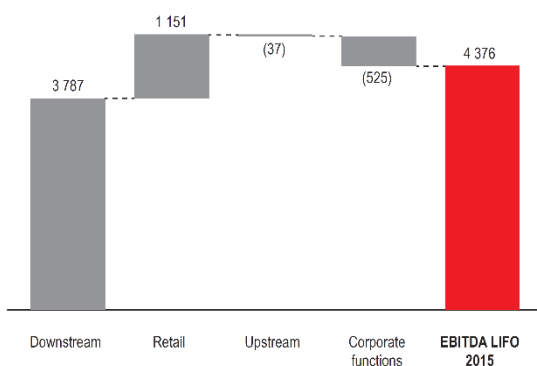
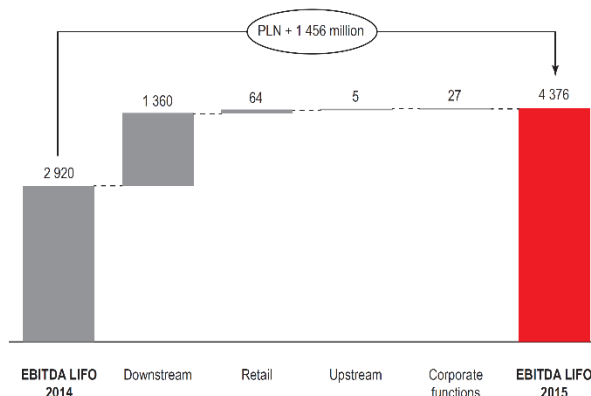
- PLN (290) million (y/y) – a lack of positive effects in 2014 related to the optimization of the level of operating reserves and as an effect of rotation of crude oil purchased in previous years,
- PLN 222 million (y/y) – mainly positive effect of change of balance on other operating activity, resulting primarily from lower (y/y) levels of provision for probable negative results of litigation, environmental provision, and provisions for future employee benefits, by the amount of PLN 110 million (y/y), as well as higher margin on sales.

The negative impact of change in crude oil prices on inventory valuation in 2015 amounted to PLN (1 507) million.

As a result EBITDA of PKN ORLEN for 2015 amounted to PLN 2 869 million.

After consideration of depreciation and amortization costs, operating profit for 2015 amounted to PLN 1 769 million.

### Segments results of PKN ORLEN

**DIAGRAM 38.** EBITDA LIFO segments' results in 2015 [PLN million].

**DIAGRAM 39.** Change in segments' results in 2015 [PLN million].




**Downstream Segment**
**TABLE 15.** Basic financial data of downstream segment.

DOWNSTREAM SEGMENT, PLN million	2015	2014	2013	change	change %
1	2	3	4	5=(2-3)	6=(2-3)/3
<b>Segment revenues, including:</b>	<b>55 759</b>	<b>72 107</b>	<b>79 499</b>	<b>(16 348)</b>	<b>(22.7%)</b>
Sales revenues from external customers	44 986	58 729	65 340	(13 743)	(23.4%)
Sales revenues from transactions with other segments	10 773	13 378	14 159	(2 605)	(19.5%)
<b>Segment expenses</b>	<b>(54 330)</b>	<b>(72 654)</b>	<b>(79 196)</b>	<b>18 324</b>	<b>25.2%</b>
Other operating income/expenses, net	51	(31)	(2)	82	-
<b>Operating Profit/(Loss) under LIFO increased by depreciation and amortisation (EBITDA LIFO)</b>	<b>3 787</b>	<b>2 427</b>	<b>1 624</b>	<b>1 360</b>	<b>56.0%</b>
<b>Operating Profit/(Loss) increased by depreciation and amortisation (EBITDA)</b>	<b>2 280</b>	<b>155</b>	<b>1 029</b>	<b>2 125</b>	<b>1 371.0%</b>
<b>Operating Profit/(Loss) under LIFO</b>	<b>2 987</b>	<b>1 694</b>	<b>896</b>	<b>1 293</b>	<b>76.3%</b>
<b>Profit/(Loss) from operations</b>	<b>1 480</b>	<b>(578)</b>	<b>301</b>	<b>2 058</b>	<b>-</b>
CAPEX	1 462	1 928	743	(466)	(24.2%)

In 2015, EBITDA LIFO of PKN ORLEN in downstream segment amounted to PLN 3 787 million and increased by PLN 1 360 million (y/y).

The growth of model downstream margin reflecting the changes in macroeconomic parameters and the impact of decrease in average USD/PLN rates contributed to the increase of EBITDA LIFO of the segment by PLN 1 577 million (y/y).

The growth of sales volume as a result of favourable market situation caused by low fuel prices and reduced scope of renovation works (y/y) contributed to the increase of EBITDA LIFO by PLN 1 206 million (y/y).

Other factors amounted to PLN (1 423) million (y/y) and related mainly:

- PLN (1 323) million (y/y) – the impact of settlement of repurchase of the V and VI tranche of mandatory reserves in 2015 amounting accordingly to PLN (297) and (860) million (y/y) and a lack of positive effects from 2014 including profit totaling PLN (166) million (y/y) on the repurchase of the IV tranche and the sales of the VI tranche of reserves,

- PLN (290) million (y/y) – a lack of positive effects in 2014 related to the optimization of the level of operating reserves and as an effect of the rotation of crude oil purchased in previous years,
- PLN 82 million (y/y) – the effect of change of balance on other operating activity, resulting primarily from lower (y/y) provisions for future liabilities, and income related to decisions of tax authorities.

The negative impact of change in crude oil prices on inventory valuation in 2015 amounted to PLN (1 507) million and, in result, EBITDA of PKN ORLEN for 2015 amounted to PLN 2 280 million.

After consideration of depreciation and amortization costs, operating profit for 2015 amounted to PLN 1 480 million, as compared to PLN (578) million in 2014.

In 2015, compared to the previous year, capital expenditures of the segment was reduced by PLN (466) million (y/y) to reach the level of PLN 1 462 million.

The most significant investment projects were described in [point 3.4](#).

**Retail Segment**
**TABLE 16.** Basic financial data for retail segment.

RETAIL SEGMENT, PLN million	2015	2014	2013	change	change %
1	2	3	4	5=(2-3)	6=(2-3)/3
<b>Segment revenues, including:</b>	<b>15 420</b>	<b>18 166</b>	<b>18 631</b>	<b>(2 746)</b>	<b>(15.1%)</b>
Sales revenues from external customers	15 420	18 166	18 631	(2 746)	(15.1%)
Sales revenues from transactions with other segments	0	0	0	0	-
<b>Segment expenses</b>	<b>(14 476)</b>	<b>(17 282)</b>	<b>(17 898)</b>	<b>2 806</b>	<b>16.2%</b>
Other operating income/expenses, net	(24)	(15)	(17)	(9)	(60.0%)
<b>Profit/(Loss) from operations increased by depreciation and amortisation (EBITDA)</b>	<b>1 151</b>	<b>1 087</b>	<b>926</b>	<b>64</b>	<b>5.9%</b>
<b>Profit/(Loss) from operations</b>	<b>920</b>	<b>869</b>	<b>716</b>	<b>51</b>	<b>5.9%</b>
CAPEX	282	214	338	68	31.8%

In 2015, EBITDA of the retail segment of PKN ORLEN amounted to PLN 1 151 million and increased by PLN 64 million (y/y).

Higher sales volume (y/y) achieved, improved the segment result of EBITDA by PLN 64 million (y/y).

Improved results on sales of non-fuel goods and services together with lower fuel margin on the Polish market contributed to the improvement of the segment's EBITDA by PLN 41 million.

The negative impact of the remaining factors amounted to PLN (41) million (y/y) and related mainly to increased costs of operations of fuel stations resulting from the higher by 3.8% (y/y) sales volume and negative impact of balance on other operating activities.

The most significant investment projects were described in [point 3.4](#).

In 2015, the development of non-fuel offer was continued. As at the end of 2015, the number of Stop Café and Stop Café Bistro increased by 154 (y/y) and equaled 1 404.

## Upstream Segment

**TABLE 17.** Basic financial data for upstream segment.

UPSTREAM SEGMENT, PLN million	2015	2014	2013	change	change %
1	2	3	4	5=(2-3)	6=(2-3)/3
<b>Segment revenues, including:</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-</b>
Sales revenues from external customers	0	0	0	0	-
Sales revenues from transactions with other segments	0	0	0	0	-
<b>Segment expenses</b>	<b>(37)</b>	<b>(42)</b>	<b>(37)</b>	<b>5</b>	<b>11.9%</b>
Other operating income/expenses, net	0	0	0	0	-
<b>Profit/(Loss) from operations increased by depreciation and amortisation (EBITDA)</b>	<b>(37)</b>	<b>(42)</b>	<b>(37)</b>	<b>5</b>	<b>11.9%</b>
<b>Profit/(Loss) from operations</b>	<b>(37)</b>	<b>(42)</b>	<b>(37)</b>	<b>5</b>	<b>11.9%</b>
CAPEX	0	0	0	0	-

In 2015, upstream segment's EBITDA amounted to PLN (37) million and increased by PLN 5 million (y/y).

Activity of PKN ORLEN in the upstream segment is carried out mainly by ORLEN Upstream Sp. z o.o. PKN ORLEN's costs and

EBITDA in the segment are related to financing of exploration projects of conventional and unconventional resources in Poland and in Canada.

## Corporate functions

**TABLE 18.** Basic financial data for corporate functions.

CORPORATE FUNCTIONS, PLN million	2015	2014	2013	change	change %
1	2	3	4	5=(2-3)	6=(2-3)/3
<b>Segment revenues, including:</b>	<b>140</b>	<b>153</b>	<b>143</b>	<b>(13)</b>	<b>(8.5%)</b>
Sales revenues from external customers	60	77	69	(17)	(22.1%)
Sales revenues from transactions with other segments	80	76	74	4	5.3%
<b>Segment expenses</b>	<b>(748)</b>	<b>(759)</b>	<b>(742)</b>	<b>11</b>	<b>1.4%</b>
Other operating income/expenses, net	14	(23)	76	37	-
<b>Profit/(Loss) from operations increased by depreciation and amortisation (EBITDA)</b>	<b>(525)</b>	<b>(552)</b>	<b>(439)</b>	<b>27</b>	<b>4.9%</b>
<b>Profit/(Loss) from operations</b>	<b>(594)</b>	<b>(629)</b>	<b>(523)</b>	<b>35</b>	<b>5.6%</b>
CAPEX	125	216	92	(91)	(42.1%)

In 2015, EBITDA of corporate functions increased by PLN 27 million (y/y) primarily as a result of positive balance on other operating activities due to profit realized in 2015 on the sale of perpetual usufruct of land in the amount of PLN 31 million.

Capital expenditures of corporate functions in 2015 were described in [point 3.4](#).

## Financial expenses and net result

In 2015, the net financial expenses amounted to PLN (461) million and included mainly impairment allowances of shares in related parties of PLN (800) million, as a result of recognition of impairment loss on investments in ORLEN Upstream in the amount of PLN (782) million and Baltic Power in the amount of

PLN (18) million (impairment allowance is a result of recognition of impairment loss on the portion of exploration assets in Poland and upstream assets in Canada and is eliminated as part of the consolidation procedures), negative exchange differences from revaluation of loans and other positions in foreign currencies of

PLN (269) million, net interest cost of PLN (136) million and received dividends from ORLEN GROUP companies in the amount of PLN 727 million.

After consideration of tax charges in the amount of PLN (260) million, net profit of PKN ORLEN for 2015 amounted to PLN 1 048 million.

### 3.2.3 Statement of financial position

**TABLE 19.** Separate statement of financial position – assets.

ASSETS, PLN million	31.12.2015	31.12.2014	31.12.2013	change	change%
1	2	3	4	5=(2-3)	6=(2-3)/3
<b>ASSETS</b>					
Property, plant and equipment	14 303	13 465	12 097	838	6.2%
Intangible assets	962	334	439	628	188.0%
Shares in related parties	7 568	6 733	9 646	835	12.4%
Deferred tax assets	0	169	0	(169)	-
Other financial assets	179	970	1 035	(791)	(81.5%)
Other assets	134	131	138	3	2.3%
<b>Non-current assets</b>	<b>23 146</b>	<b>21 802</b>	<b>23 355</b>	<b>1 344</b>	<b>6.2%</b>
Inventories	7 715	6 497	9 383	1 218	18.7%
Trade and other receivables	4 291	4 960	6 279	(669)	(13.5%)
Other financial assets	788	1 206	974	(418)	(34.7%)
Cash	964	3 475	2 072	(2 511)	(72.3%)
Non-current assets classified as held for sale	77	38	0	39	102.6%
<b>Current assets</b>	<b>13 835</b>	<b>16 176</b>	<b>18 708</b>	<b>(2 341)</b>	<b>(14.5%)</b>
<b>Total assets</b>	<b>36 981</b>	<b>37 978</b>	<b>42 063</b>	<b>(997)</b>	<b>(2.6%)</b>

Total assets as at 31 December 2015 amounted to PLN 36 981 million and decreased by PLN (997) million in comparison to the 31 December of 2014.

Current assets decreased when compared to 31 December 2014 by PLN (2 341) million to the level of PLN 13 835 million, mainly due to decrease of cash balance by PLN (2 511) million and decrease of trade and other receivables balance by PLN (669) million, partially offset by the increase of inventories balance by PLN 1 218 million. The change in the value of inventories reflects primarily the effect of buy back of two tranches of mandatory reserves and the decrease in quotation of crude oil prices and thus prices of PKN ORLEN products.

The value of non-current assets increased by PLN 1 344 million in comparison to the end of 2014, and comprised:

- increase in the value of property, plant and equipment, intangible assets and perpetual usufruct of land by PLN 1 469 million, primarily due to:
  - capital expenditures of PLN 1 869 million, including PLN 137 million relating to the acquisition of production assets located in Płock from ORLEN Asphalt Sp. z o.o.,

ORLEN Oil Sp. z o.o. and the fuel terminal in Widelka from ORLEN PetroTank Sp. z o.o. as part of carried out optimization activities,

- increase in the value of CO<sub>2</sub> emission rights by PLN 639 million,
- depreciation and amortization in the amount of PLN (1 100) million;
- decrease of the remaining positions constituting non-current assets by PLN (125) million primarily due to:
  - increase in the value of shares in related parties by PLN 835 million mainly as a result of capital increase in ORLEN Upstream Sp. z o.o. of PLN 1 647 million and non-cash write-down of capital contributions in ORLEN Upstream Sp. z o.o. of PLN (782) million,
  - decrease of deferred tax assets by PLN (169) million,
  - decrease of other financial assets by PLN (791) million, primarily as a result of the repayment of loan granted to Unipetrol a.s.

**TABLE 20.** Separate statement of financial position – equity and liabilities.

EQUITY AND LIABILITIES, PLN million	31.12.2015	31.12.2014	31.12.2013	change	change %
1	2	3	4	5=(2-3)	6=(2-3)/3
<b>EQUITY</b>					
Share capital	1 058	1 058	1 058	0	0.0%
Share premium	1 227	1 227	1 227	0	0.0%
Hedging reserve	(143)	(1 370)	168	1 227	89.6%
Retained earnings	15 704	15 387	20 682	317	2.1%
<b>Total equity</b>	<b>17 846</b>	<b>16 302</b>	<b>23 135</b>	<b>1 544</b>	<b>9.5%</b>
Loans, borrowings and bonds	8 125	9 212	6 096	(1 087)	(11.8%)
Provisions	317	355	324	(38)	(10.7%)
Deferred tax liabilities	380	0	404	380	-
Other non-current liabilities	637	1 812	99	(1 175)	(64.8%)
<b>Non-current liabilities</b>	<b>9 459</b>	<b>11 379</b>	<b>6 923</b>	<b>(1 920)</b>	<b>(16.9%)</b>
Trade and other liabilities	6 651	7 572	9 836	(921)	(12.2%)
Loans, borrowings and bonds	1 117	930	1 314	187	20.1%
Provisions	383	342	348	41	12.0%
Deferred income	116	97	94	19	19.6%
Other financial liabilities	1 409	1 356	413	53	3.9%
<b>Current liabilities</b>	<b>9 676</b>	<b>10 297</b>	<b>12 005</b>	<b>(621)</b>	<b>(6.0%)</b>
<b>Total liabilities</b>	<b>19 135</b>	<b>21 676</b>	<b>18 928</b>	<b>(2 541)</b>	<b>(11.7%)</b>
<b>Total shareholders' equity and liabilities</b>	<b>36 981</b>	<b>37 978</b>	<b>42 063</b>	<b>(997)</b>	<b>(2.6%)</b>

Equity as at 31 December 2015 amounted to PLN 17 846 million and was higher by PLN 1 544 million in comparison to the balance at the end of the prior year, mainly due to:

- net profit for 2015 in the amount of PLN 1 048 million,
- dividend payment in the amount of PLN (706) million on a basis of the Ordinary General Shareholders' Meeting of PKN ORLEN S.A. resolution dated 28 April 2015,
- hedging reserve balance increase by PLN 1 227 million,
- equity decrease by PLN (29) million as a result of business combination under common control (acquisition of an

organized part of the enterprise from ORLEN Asphalt, ORLEN Oil and ORLEN PetroTank).

Net indebtedness of PKN ORLEN as at 31 December 2015 amounted to PLN 8 278 million and was higher by PLN 1 611 million compared to the end of 2014. The increase results from lower cash balance by PLN 2 511 million and net debt repayment, the impact of net foreign exchange losses from revaluation, valuation of debt in the total amount of PLN (900) million. Change of the net indebtedness in 2015 includes repurchase of two tranches of mandatory reserves of crude oil for the total amount of PLN 3 644 million.

**3.2.4 Statement of cash flows**
**TABLE 21.** Separate statement of cash flows.

ITEM, PLN million	2015	2014	2013	change	change %
1	2	3	4	5=(2-3)	6=(2-3)/3
<b>Cash flows – operating activities</b>					
<b>Net profit/(loss)</b>	<b>1 048</b>	<b>(4 672)</b>	<b>618</b>	<b>5 720</b>	<b>-</b>
Adjustments for:					
Depreciation and amortisation	1 100	1 028	1 022	72	7.0%
Foreign exchange loss	95	97	9	(2)	(2.1%)
Interest, net	201	213	255	(12)	(5.6%)
Dividends	(727)	(1 092)	(220)	365	33.4%
Loss on investing activities	808	4 928	99	(4 120)	(83.6%)
Tax expense	260	(208)	14	468	-
Change in provisions	149	180	102	(31)	(17.2%)
Change in working capital	(1 892)	1 823	2 462	(3 715)	-
<i>inventories</i>	(1 149)	2 840	1 019	(3 989)	-
<i>receivables</i>	684	1 244	411	(560)	(45.0%)
<i>liabilities</i>	(1 427)	(2 261)	1 032	834	36.9%
Other adjustments	(95)	(103)	(110)	8	7.8%
Income tax received	1	23	119	(22)	(95.7%)
<b>Net cash provided by operating activities</b>	<b>948</b>	<b>2 217</b>	<b>4 370</b>	<b>(1 269)</b>	<b>(57.2%)</b>
<b>Cash flows – investing activities</b>					
Acquisition of property, plant and equipment, intangible assets and perpetual usufruct of land	(1 847)	(2 426)	(1 136)	579	23.9%
Acquisition of shares	(1 684)	(1 297)	(2)	(387)	(29.8%)
Acquisition of bonds	0	(100)	0	100	100.0%
Outflows from additional repayable payments to subsidiaries equity	(19)	(806)	(770)	787	97.6%
Outflows from non-current loans granted	0	(353)	(303)	353	-
Outflows from project acquisition	(172)	0	0	(172)	(100.0%)
Disposal of property, plant and equipment, intangible assets and perpetual usufruct of land	131	324	173	(193)	(59.6%)
Interests received	16	45	34	(29)	(64.4%)
Dividends received	729	1 094	220	(365)	(33.4%)
Proceeds from repayment of non-current loans granted	607	695	0	(88)	(12.7%)
Proceeds from current loans granted	312	259	345	53	20.5%
Proceeds/(Outflows) from cash pool facility	162	64	(133)	98	153.1%
Other	96	100	(6)	(4)	(4.0%)
<b>Net cash (used) in investing activities</b>	<b>(1 669)</b>	<b>(2 401)</b>	<b>(1 578)</b>	<b>732</b>	<b>30.5%</b>
<b>Cash flows – financing activities</b>					
Proceeds from loans and borrowings received	2 138	9 991	3 319	(7 853)	(78.6%)
Bonds issued	1 318	931	1 341	387	41.6%
Repayments of loans and borrowings	(3 179)	(7 042)	(4 966)	3 863	54.9%
Redemption of debt securities	(1 243)	(1 419)	(538)	176	12.4%
Interest paid	(261)	(249)	(300)	(12)	(4.8%)
Dividends paid	(706)	(616)	(642)	(90)	(14.6%)
Proceeds from cash pool facility	155	15	114	140	933.3%
Other	(18)	(19)	(19)	1	5.3%
<b>Net cash provided by/(used in) financing activities</b>	<b>(1 796)</b>	<b>1 592</b>	<b>(1 691)</b>	<b>(3 388)</b>	<b>-</b>
<b>Net increase/(decrease) in cash</b>	<b>(2 517)</b>	<b>1 408</b>	<b>1 101</b>	<b>(3 925)</b>	<b>-</b>
Effect of exchange rate changes on cash	6	(5)	(1)	11	-
Cash, beginning of the period	3 475	2 072	972	1 403	67.7%
<b>Cash, end of the period</b>	<b>964</b>	<b>3 475</b>	<b>2 072</b>	<b>(2 511)</b>	<b>(72.3%)</b>
<i>Restricted cash</i>	<i>0</i>	<i>2</i>	<i>2</i>	<i>(2)</i>	<i>(100.0%)</i>

**Net cash flows from operating activities** in 2015 amounted to PLN 948 million and comprised mainly EBITDA result of PLN 2 869 million, negative effect of increase in net working capital of PLN (1 892) million and negative operating net foreign exchange differences of PLN (174) million.

The increase of net working capital in 2015 is mainly result of an increased inventory, including the repurchase of two tranches of mandatory reserves and reduction of their value due to lower crude oil price and also prices of petroleum products accompanied by decrease of mutually compensating receivables and liabilities.

**The cash used in investing activities** in 2015 amounted to PLN (1 669) million and included mainly:

- net expenses for the acquisition of property, plant and equipment, intangible assets and rights of perpetual usufruct of land of PLN (1 716) million,
- net expenses related to shares acquisition of PLN (1 684) million relating to capital increase in ORLEN Upstream Sp. z o.o. due to acquisition of upstream companies and acquisition of shares in Przedsiębiorstwo Inwestycyjno-Remontowe RemWil Sp. z o.o.
- expenses related to acquisition of production assets from ORLEN Asphalt Sp. z o.o., ORLEN Oil Sp. z o.o. and ORLEN PetroTank Sp. z o.o. for the total amount of (172) mln PLN,
- income from received dividends of PLN 729 million, mainly from Basell ORLEN Polyolefins Sp. z o.o., Anwil S.A. and ORLEN Asphalt Sp. z o.o.,

- proceeds from the repayment of loans granted by PKN ORLEN to Unipetrol a.s. and ORLEN Finance AB, and also net proceeds from cash pool facility for the total amount of PLN 1 081 million.

**The cash provided by financing activities** in 2015 amounted to PLN (1 796) million and comprised mainly net repayment of loans and borrowings of PLN (1 041) million, the dividend payment of PLN (706) million, net issue of debt securities for the amount of PLN 75 million, proceeds from cash pool facility of PLN 155 million and interest payments of PLN (261) million.

Taking into account the revaluation of cash due to exchange differences, the cash balance decreased in 2015 by PLN (2 511) million and as at 31 December 2015 amounted to PLN 964 million.

#### **Differences between financial results disclosed in annual report and previously published forecasts of financial results for the year**

PKN ORLEN did not publish forecasts of financial results for 2015.

PKN ORLEN operating results for 2015 did not change in comparison to the results published on 28 January 2015 in separate quarterly report for the IV quarter of 2015.

### 3.3. Financial resources management

#### 3.3.1 General management rules

##### Liquidity management

PKN ORLEN takes advantage of a cash-pooling system to optimize finance costs and effectively manage the current financial liquidity.

In 2015 the following cash pooling systems were in operation:

- PLN cash-pooling system which as at 31 December 2015 included 27 members of the ORLEN Group,
- international cash-pooling system for EUR, USD, CZK and PLN held for foreign companies of the ORLEN Group (ORLEN Finance, ORLEN Lietuva Group, ORLEN Deutschland, Unipetrol Group, Ventus Nafta).

As a part of liquidity management, the Parent Company may issue bonds up to the agreed limits and to acquire bonds issued by the ORLEN Group companies.

In 2015 the Company invested funds in bank deposits. Decisions concerning bank deposits are founded on the maximum return on investment and current assessment of the financial standing of the banks based on the short-term rating assessment for deposits on the investment level.

##### Working capital management

PKN ORLEN manages the working capital in a flexible way in the unstable market conditions with a range of tools used to its level optimization.

One of those tools were sale transactions of part of mandatory crude oil reserves connected with concluding the agreement to maintain those mandatory reserves for PKN ORLEN.

On 29 of January 2015 the agreement for gathering and keeping of crude oil mandatory reserves, which PKN ORLEN SA concluded on 27 June 2013 between PKN ORLEN and Neon Poland Sp.z o.o has expired. In addition, on 12 August 2015 there was an early repurchase of mandatory reserves, which were sold to the Cranbell Sp. z. o.o. on 26 June 2014.

The ORLEN Group uses also factoring agreements. PKN ORLEN uses factoring services without recourse that rely on discount sale of short-term trade receivables due to the Company prior to their maturity and taking over its insolvency risk by the bank.

The level of net working capital at the end of 2015 amounted to PLN 7 944 million and was higher by PLN 2 212 million compared to the level at the end of 2014 due to repurchase two tranches of mandatory reserves.

#### 3.3.2 Loans, borrowings, and debt securities

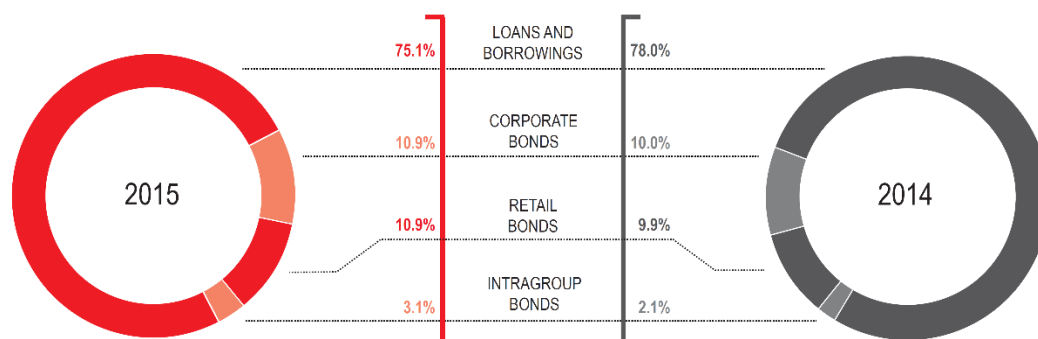
As part of optimizing financing sources PKN ORLEN uses services of banks proving high reliability as well as remarkable market position. Such approach allows to limit banking costs with

providing concurrent guarantee of high standard of services provided and security deposits.

**TABLE 22.** Sources of financing.

ITEM, PLN million	2015	2014	2013	change	change %
1	2	3	4	5=(2-3)	6=(2-3)/3
Bank loans	4 213	5 538	4 517	(1 325)	(23.9%)
Borrowings	2 728	2 375	177	353	14.9%
Debt securities	2 301	2 229	2 716	72	3.2%
<b>Financial indebtedness</b>	<b>9 242</b>	<b>10 142</b>	<b>7 410</b>	<b>(900)</b>	<b>(8.9%)</b>
By maturity:					
Non-current	8 125	9 212	6 096	(1 087)	(11.8%)
Current	1 117	930	1 314	187	20.1%

**DIAGRAM 40.** The debt structure [%].





The most significant loans in 2015 in PKN ORLEN are the following (in excess of PLN 100 million):

- long-term syndicate loan for the amount of EUR 2 000 million (approximately PLN 8 523 million at the average National Bank of Poland exchange rate for EUR/PLN as at 31 December 2015), signed by PKN ORLEN in April 2014. This loan has replaced the funding of EUR 2 625 million. Currently balance of the loan is EUR 1 500 million ( PLN 6 392 million at the average National Bank of Poland exchange rate for EUR/PLN as at 31 December 2015). The loan is in the form of a multicurrency revolving credit line extended by the syndicate of 17 banks. The loan term is 5 years (i.e. until 2019) with two extension options, each by 1 year. In August 2015, PKN ORLEN used the first prolongation option, due to which the crediting period was extended until April 2020. PKN ORLEN may allocate the funds obtained for general corporate and financial purposes of the ORLEN Group companies. The loan may be used in EUR, USD, CZK, CAD and PLN;
- 2 bilateral loan agreements allocated to fund the investments signed by PKN ORLEN with the European Investment Bank (EIB) in 2007 and the European Bank for Reconstruction and Development (EBRD) in 2011. The amount of EUR 210 million (approximately PLN 895 million at the average National Bank of Poland exchange rate for EUR/PLN as at 31 December 2015) was granted by EIB for investments in the development of fuel stations network and environmental protection. The agreement is being repaid. The amount of EUR 250 million (PLN 1 065 million at the average National Bank of Poland exchange rate for EUR/PLN as at 31 December 2015) was granted by EBRD for investments in the development and modernization of the Power and Heat

Plant in Plock and for general corporate purposes. The loan maturity is 7 years (until 2018). According to the agreement, the loan amount will be reduced down to EUR 167 million and down to EUR 83 million respectively in June 2016 and in June 2017. Available currencies of the loan are: EUR, USD and PLN;

- long-term loan as a part of the “Polish Investments” program of Bank Gospodarstwa Krajowego of PLN 1 000 million. The funds will be used by the Company to support an implementation of the energy strategy. The final maturity date is on December 2025;
- 5 bilateral agreements of short-term overdraft in PKN ORLEN’s current account in the total amount of PLN 1 551 million for financing current activities;

As regards the loan agreements in force, PKN ORLEN is obliged to maintain selected financial indicators within brackets agreed in the loan agreements.

After taking into account cash and cash equivalents net financial indebtedness at the end of 2015 amounted to PLN 8 278 million.

In 2015 the financial ratios assessed by the lending banks remained at the safe level. and confirm the full ability to perform payment obligations resulting from the loan agreements and other agreements with banks and financial institutions.

Additional information on the debt structure of PKN ORLEN was presented in point 8.2.10 to the Separate Financial Statements for 2015.

### 3.3.3 Issue of securities and usage of the proceeds from the issue

PKN ORLEN S.A. continues to use the non-public bond issue programme, which is in operation in accordance with agreement Bond Issue Programme ( “Programme Agreement”) , executed with a consortium of Polish banks in November 2006 with a debt limit up to PLN 2 000 million. Funds obtained from the issue are allocated to financing ongoing operations.

In 2012, within the Programme Agreement PKN ORLEN issued 7-year corporate bonds with variable interest rate, the nominal value of PLN 1 000 million and a maturity date on 27 February 2019.

In 2015 as part of the Programme Agreement, PKN ORLEN issued short-term bonds in PLN for ANWIL, ORLEN Asphalt, ORLEN Centrum Usług Korporacyjnych, ORLEN KoTrans, ORLEN Oil, ORLEN Południe, ORLEN Transport, ORLEN Upstream and Ship-Service. Each time bonds profitability is determined on arm’s length conditions.

In 2015 PKN ORLEN S.A. used the funds raised in 2013-2014 from the implementation of a public bond issue programme ( “Programme”) to finance the current operations. Acting on a basis of the agreement with UniCredit CAIB Poland S.A.,

Powszechna Kasa Oszczędności Bank Polski S.A. and Bank Pekao S.A., in 2013 PKN ORLEN directed 4 series of medium-term bonds (4-year) with a total nominal value of PLN 700 million to retail investors, and then, continuing the Programme in 2014, the Company issued two consecutive series of 4-year bonds with a nominal value of PLN 200 million and 6-year bonds with a nominal value of PLN 100 million and interest at a fixed interest rate. Emissions conducted in 2014 allowed the Company to realize the Programme for the full amount. Rating of bonds issued under the Programme has not changed and at the end of 2015 was still on 'A- (pol)' level.

At the end of 2015 the total amount of securities issued within PKN ORLEN amounted to PLN 2 301 million in comparison to PLN 4 161 million at the end of 2014.

Additional information on the issue of debt securities was presented in point 8.2.10 to the Separate Financial Statements for 2015.

### 3.3.4 Borrowings granted and received

At the end of 2015 the following agreements of borrowings granted by PKN ORLEN to entities within the ORLEN Group were in force:

- borrowings granted to ORLEN Finance AB in relation to international cash-pool system in total amount of PLN 13 million,

- long-term investment borrowing granted on 2 June 2014 to IKS SOLINO S.A. of PLN 50 million. The borrowing will be repaid in installments, with the final maturity dated on 31 December 2024. As at 31 December 2015, the borrowing balance amounted to PLN 50 million.

At the end of 2015 in PKN ORLEN the following agreements of borrowings received by the Company from entities within the ORLEN Group were in force:

- short-term borrowing agreement concluded on the 22-nd of November 2013 with ORLEN Insurance of USD 15 million with final maturity date on 21 November 2016 with extension

### 3.3.5 Sureties, guarantees and other contingent liabilities

As at 31 December 2015 PKN ORLEN possessed off balance liabilities arising out of the issued guarantees and sureties for the overall of PLN 8 808 million, in comparison with PLN 7 865 million at the end of 2014. In 2015 the amount includes:

- sureties and guarantees issued to subsidiaries to the benefit of third parties of PLN 7 243 million, which related mainly to hedge of ORLEN Capital future liabilities resulting from issue of Eurobonds and timely payment of liabilities by the subsidiaries,
- securities for excise and excise duty on products and goods undergoing the procedure of suspended excise collection in the amount of PLN 362 million,

### 3.3.6 Financial instruments

PKN ORLEN using financial instruments hedges its cash flows:

- from inflows from operating activities performing forward sales and purchases of currency in the formula without settlement (so-called non-deliverable forwards),
- from sales of the Company products and purchase of crude oil using commodity swaps,

### 3.3.7 Ratings

In 2015, PKN ORLEN ratings at the investment level in two leading rating agencies: Fitch and Moody's remained unchanged, BBB- and Baa3 respectively (positive outlook). The above ratings reflects a consistent process of debt removal, of PKN ORLEN financing diversification and maintaining of the financial results at the safe level.

The Company's reliability was maintained also due to updating of the ORLEN Group's strategy for the years 2014-2017. The announced strategy is advantageous for the Company's credit profile by keeping credit ratios at a safe level. The agencies

### 3.3.8 Dividend policy

Improved financial situation of the ORLEN Group achieved in the recent years enabled to implement, within the ORLEN Group's strategy for years 2014-2017, the dividend policy which assumes a gradual increase in the level of dividend per share by taking into account the implementation of strategic financial indicators and forecasts of the macroeconomic situation. This method does not relate the dividend to net profit, which in the ORLEN Group's area of operations is the subject to high fluctuations and can include non-cash items, such as the revaluation of assets, inventories or

possibility for the following year. As at 31 December 2015 the borrowing balance amounts to USD 10 million plus accrued interest,

- borrowings received from ORLEN Finance AB in relation to international cash-pool system in total amount of PLN 554 million,
- long-term borrowing agreement concluded on the 30-th of June 2014 with ORLEN Capital AB of EUR 496 million with the final maturity date on the 30-th of June 2021. As at 31 December 2015 the borrowing balance amounts to EUR 496 million plus accrued interest.

- guarantees concerning liabilities towards third parties issued in the course of normal business operations mainly relate to: civil law performance guarantees and public law guarantees under generally applicable provisions securing regularity of licensed business activity in the liquid fuel sector, and resulting from that activity taxes, customs etc. in the amount of PLN 203 million.

Additional information on sureties and guarantees was presented in points 8.4.6.4 and 8.5.5 of the Separate Financial Statements for 2015.

As at 31 December 2015 there were no significant contingent liabilities.

- from periodic increase of operational inventory using commodity swaps,
- from interest payments concerning external financing using interest rate swaps (IRS),
- from investment projects using foreign exchange forwards.

Financial instruments were presented in point 8.4.1 of the Separate Financial Statements for 2015.

positively assessed greater financial flexibility of PKN ORLEN. Firstly, the sustainable investment policy was noticed, particularly an additional capex, which can be deferred depending on the financial situation of PKN ORLEN. The agency positively views PKN ORLEN's ability to manage its working capital in response to changes in financial situation. The strategy of the ORLEN Group was assessed by the rating agencies as an ambitious plan for improvement of core activity with development of new operating segments, showing extensive flexibility of actions planned.

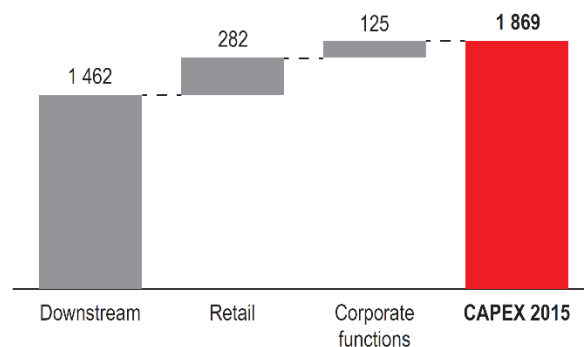
loans and as a result does not fully reflect the Group's current financial situation. Taking into account the liquidity situation and realization of strategic financial objectives, The Management Board of PKN ORLEN recommends to distribute the net profit of PKN ORLEN for the 2015 in the amount of PLN 1 047 519 491.84 as follows: to allocate the amount of PLN 855 418 122.00 to dividend payment (PLN 2 for 1 share) and to allocate the remaining amount of PLN 192 101 369.84 to the Company's reserve capital. The Management Board of PKN ORLEN

recommend the 15 July 2015 as the dividend date and the 5 August 2015 as the payment date. This recommendation will be

presented to the General Shareholders' Meeting of PKN ORLEN, which will make a conclusive decision in this matter.

### 3.4. Realization of investment and capital plans

**DIAGRAM 41.** Level of expenditures by segments [PLN million].



#### Key development projects in 2015:

##### Downstream:

- construction of a CCGT power plant in Wloclawek,
- construction of a CCGT power plant in Plock,
- construction of a Catalytic Flue Gas Denitrification and Dedusting Installation and Flue Gas Desulfurization Installation,
- construction of a Metathesis installation,
- exchange of convection furnace sections in the Olefin II Production Plant,
- modernization of automatic terminals,

- projects related to the improvement of effectiveness of the PTA installation,
- modernization of the DRW IV installation in Plock,
- rebuilding of the Steam Cracker installation in Litvinov and
- increase of possibility of railway carriage in the Fuel Terminal in Ostrów Wielkopolski.

##### Retail:

- opening of 43 fuel stations, including 22 of own stations; modernization of 61 fuel stations, including 40 of own station;
- opening of 154 Stop Cafe and Stop Cafe Bistro locations in Poland.

##### Corporate functions

- IT projects,
- administration projects in utilized properties.

PKN ORLEN manages the capital expenditures structure depending on market situation and it focuses on the most effective investment projects. The most relevant investment projects planned for completion in the following years are described in [point 3.5](#) of the foregoing Report.

PKN ORLEN maintains stable financial position. Generated cash flows and available funding sources will enable implementation of the planned investment projects.

### 3.5. Outlook – prospects for the development of the operations

- **Expected macroeconomic environment:**
  - GDP forecast - Poland 3.3% in 2016, the Czech Republic 2.8% in 2016, Germany 1.7% in 2016, Lithuania 3.2% in 2016,
  - Brent oil price – predicted oil price in baseline scenario at a comparable level with the average price in 2015. Key factors leading to price increase are: demand growth, reduced volume of oil extraction and rise of geopolitical risks,
  - Model downstream margin - expected decrease of average margin level (y/y) mainly due to lower margins on diesel and petrochemical products. Despite the fall, high level of margin is expected due to favourable macroeconomic environment i.e. low oil prices and increase of fuel and petrochemical products consumption.
- **The projected market trends:**
  - The expected growth in fuels demand, both petrol and diesel oil, in Poland.
- **Legislative changes:**
  - "Shadow economy" in the fuel markets – existing "shadow economy" maintained on the Polish fuel market. Further regulatory actions focused on its reduction may lead to change in fuel consumption.
  - Mandatory reserves – gradual reserves reduction during 2016 from 68 to 60 days (approx. 0.3 million tonnes) and as a consequence decrease of net working capital,
  - NIT – the level in 2016 for Poland will remain unchanged and will amount to 7.1%. NIT for PKN ORLEN will be reduced to 6.035%.
  - Sales tax – legislative works are being to introduce retail turnover tax, including fuel stations.
- **Investment activities of PKN ORLEN:**
  - downstream: construction of CCGT in Plock,
  - retail: introducing 35 new fuel stations and rebranding of approx. 50 Bliska fuel stations in Poland.
- **Maintenance standstills in PKN ORLEN in 2016:**
  - DRW, HOG, HON, Olefins Plant.

## 4. CORPORATE GOVERNANCE

### 4.1 Corporate Governance rules

In 2015, PKN ORLEN complied with the "Code of Best Practice for WSE Companies ("Code of Best Practice") applicable on the Warsaw Stock Exchange.

The code is available on the website of the Stock Exchange [https://www.gpw.pl/regulations\\_best\\_practices](https://www.gpw.pl/regulations_best_practices) and on the corporate website of PKN ORLEN [www.orlen.pl](http://www.orlen.pl) in the "Investor Relations" section dedicated to the Company's shareholders in the "WSE Best Practice" tab (<http://www.orlen.pl>).

In 2015, the Company did not apply the rule described in part IV, point 10 of the "Code of Best Practice", regarding the shareholders right to take part in the General Meeting, using electronic means of communication, by broadcasting the General Meeting with regard to the bilateral communication in the real-time. The other obligatory rules of the corporate governance included in the "Code of Best Practice" are applied by PKN ORLEN.

#### Communication with the capital market

The Company undertakes a number of activities to improve communication with its environment. In order to reach a wide range of recipients it applies both traditional and modern tools of communication with the capital market representatives. It organizes broadcasting with simultaneous translation into English from media conferences following each significant event in the Company's life, such as quarterly results publication, announcement of strategies, as well as from the PKN ORLEN General Meeting. Video recordings from the conference are stored on the Company's website, thus, it is possible to watch a selected previous events.

Corporate website <http://www.orlen.pl/>

PKN ORLEN has its corporate website, which is a reliable and useful source of information about the Company for the capital market representatives. For shareholders, investors and stock market analysts, the Company's webpage provides investor relations section ([www.orlen.pl](http://www.orlen.pl)). Its content is prepared in a transparent, fair and complete way so as to enable the investors and analysts making decisions based on the information presented by the Company. The Investor relations section is maintained both in Polish and in English.

The section is divided into a few tabs, where all current and periodical reports published by the Company can be found, as well as presentations prepared for important events in the Company with audio and video recording of such events.

The Investor relations section contains a lot of modern tools useful to investors and stock market analysts. It is continuously improved according to the latest market standards.

One can find there, among others:

- interactive diagrams and tables for fast comparison of the Company's financial ratios in different periods,
- interactive diagrams and tables showing PKN ORLEN's shares quotations with a calculator of the return on investment in the Company's stock. These diagrams enable comparison of stock quotations with the main stock exchange indices which include the Company's stock. A user

may set a diagram showing PKN ORLEN share quotations with a diagram showing the quotation of one of the indices: WIG, WIG 20, WIG 30 or WIG PALIWA (WIG FUELS),

- financial statements, gathered in one place together with the presentations that describe them prepared for the capital market representatives, the recording of teleconferences with investors and analysts regarding publication of the financial results and the worksheets with the data from the presentations and financial statements that simplifies the data analysis,
- special form for contacts with the Company in respect of PKN ORLEN's General Meetings, in accordance with the regulations of the Commercial Companies Code,
- possibility to subscribe to various types of PKN ORLEN's newsletters, including the most recent investor relations news. Section has also RSS feed, that enables all new information placed in it to reach recipients immediately, especially regulatory announcements and macroeconomic data,
- an option to sign up for reminders concerning the events from the event's Calendar. One can enter selected dates to calendars in his mail programs as well as sign up for the events' reminders sent by e-mail or SMS. One can decide before which events he wants to receive reminders - it can be one or several of them as well as all events entered to the PKN ORLEN investor relations' calendar, both in the current and in the next years.

In 2015, as part of the periodic review, "Investor Relations" section at [www.orlen.pl](http://www.orlen.pl) has been supplemented with a new tab designed for the participants of the Investor and Analyst Day, which was organized by PKN ORLEN in September 2015, and also a new tab for individual investors.

On the website, in the "Investor relations" section, there is also a tab concerning the corporate governance. One can find there the Company's annual reports on complying with best practices rules and the "Code of Best Practice". There is also brief information on best practice applied by the Company and other information which are required through "Code of Best Practice" for the Companies quote on Warsaw Stock Exchange.

The General Meeting tab in the "Investor Relations" section contains set of corporate documents and a guide for shareholders "How to participate in the General Meeting of PKN ORLEN", updated according to changes that occur in the commonly applicable provisions of law. There are also provided information on dates of General Meetings, draft resolutions and the whole set of documents presented to the shareholders at General Meetings. The Company ensures also communication with its shareholders via a special online contact form related to general meetings. The Company also supports its shareholders, investors and analysts to have the knowledge of the industries in which it operates. On a web portal of PKN ORLEN <http://napedzamyprzyszlosc.pl/> there are placed specialized publications and relations from industry conferences. There is also the blog of PKN ORLEN's Chief Economist (<http://napedzamyprzyszlosc.pl/blog>) on which he places his comments on the current market situation. The Company sends



short messages through its account on Twitter ([https://twitter.com/ORLEN\\_FFbK](https://twitter.com/ORLEN_FFbK)).

Direct contacts with capital market representatives.

On a regular basis the Company actively participates in the meetings with investors and analysts both in Poland and abroad. Conferences, individual and group meetings, and teleconferences are organized with stakeholders on the capital market. The Company's representatives regularly conduct also roadshows – series of meetings with investors at their work place, in-country and abroad. For the capital market representatives interested in the Company's operations also so-called site visits are organized, i.e. visits of shareholders or analysts in the production plant and other trade and production activity places which improves their knowledge about the Company specifics.

From time to time PKN ORLEN organizes the Investor and Analyst Days, including thematic workshops concerning various areas of activity of the Company, conducted by the representatives of the Management Board, executive directors and other, selected managers.

During the meetings the representatives of PKN ORLEN provide information about the Company, however, it is also an occasion to get feedback from the shareholders, investors or stock exchange analysts. Thanks to this feedback the Company, being aware of the information needs of its recipients, can develop and improve its relations with the capital market.

The Company is striving to broaden and diversify its investors base. Thus, it undertakes activities aimed at active promotion of its business activity amongst prospective shareholders, also in new financial centers worldwide.

The important actions the Company carried out for its shareholders and investors in the last year included i.e.:

- dividend payment in the amount of PLN 1.65 per share,
- organization of Investor and Analyst Days in Warsaw and on the Włocławek power plant construction site,
- PKN ORLEN's participation in an educational campaign "Akcjonariat Obywatelski. Inwestuj Świadomie" ("Citizen Shareholders. Invest Knowingly") dedicated to individual stock investors, including participation in the preparation of an online competition on investing in fuel sector company shares, intended for individual investors.

The participants of the capital market recognize the activities of the Company, as confirmed by the awards and distinctions it received in 2015:

- PKN ORLEN was listed 2nd among institutional investors in a Survey of investor relations in WIG30 companies, organized by Gazeta Giełdy i Inwestorów "Parkiet" and the Brokerage House Chamber,
- The Company maintained its presence in the 9th edition of the Respect Index project,
- PKN ORLEN was ranked in the top three of stock exchange companies with the best ESG (non-financial data) reporting in a group of Polish companies belonging to WIG20 and mWIG40 indexes and in a group of companies from the energy sector, in the 3rd edition of the ranking organized by the Association of Stock Exchange Issuers, GES and Crido Business Consulting,
- for the third time in a row, PKN ORLEN received a special

award "The Best of The Best" in "The Best Annual Report 2013" competition, organized by the Institute of Accounting and Taxation, as well as an award in the same competition, for the best annual statements on the Internet, as well as honorable mention for its annual integrated statements on the Internet.

#### **Company's reaction to appearing public opinions and information injuring its reputation**

In PKN ORLEN, there is an internal regulation in force, concerning the rules of taking actions which create the image of the Company and contacts with the mass media representatives as well as passing the information, relevant for the PKN ORLEN's image, to the Corporate Communication Department's Executive Director. This regulation obliges to multistage verification of information concerning the Company and its representatives before it's made public.

The above regulation sets also the rules of reaction in a situation, when opinions and information expressed in public by third parties may harm the Company's reputation. The person responsible for the coordination of this process is the Executive Director of the Corporate Communication Department. As such opinions and information appears, the Company verifies their reliability, evaluates their importance and then decides about issuing a disclaimer or closing the case because of the PKN ORLEN's interest or low impact of the occurred misstatements. In case information as well as opinion presented by a third party has serious influence the Company prepares a disclaimer in order to clarify false information or opinion.

Depending on the nature of the matter, the prepared disclaimer is sent to the institution which delivered the information, harmful for PKN ORLEN, and in some cases may be posted on the corporate website [www.orlen.pl](http://www.orlen.pl) in the Press Centre tab or is distributed in form of press release.

#### **Reporting on PKN ORLEN's activity in the corporate social responsibility area**

In 2015, PKN ORLEN commenced the implementation of its corporate social responsibility strategy (CSR) for 2015-2017. The strategy assumes that goodwill growth should take place in harmony with the interest of the environment and should be based on sustainable and responsible use of resources. This means that corporate social responsibility principles are taken into account in the process of creation of business projects. Defining measurable CSR goals will allow for analyzing and assessing the effects derived from these measures in the Concern and its environment. The strategy basing on "Values and principles of conduct adopted by PKN ORLEN S.A." is also to motivate employees to seek new ideas and innovative solutions. Supporting business, the strategy is building a sense of co-responsibility for the implementation of CSR in the organization and promotes the idea of responsibility and involvement among the stakeholders. The pillars of the CSR strategy are:

- Organization, where the goal is to build permanent relations with employees, basing diversity, the sense of safety, development possibilities, and the combination of social and professional roles. Initiatives in this area concentrate on raising the safety of employees, managing development and diversity, and ensuring proper balance between work and

private life;

- Direct environment, where the priority is to develop social sensitivity and responsibility for business partners and clients by sharing good practices, knowledge and implementing the highest CSR standards. Initiatives in this area concentrate on building an image of a responsible company, conducting projects devoted to social commitment, promoting CSR among the stakeholders and encouraging their responsibility;
- Indirect environment is an area, where PKN ORLEN embarked on implementing the strategy and promoting the innovative attitude, setting the highest standards in the industry in terms of business ethic and environment protection. The projects implemented contribute to the development of new business areas, execution of investments in a responsible manner, determination and promotion of ethical standards in business.

In 2015, the CSR strategy was implemented according to the pre-assumed plan. In PKN ORLEN, 16 coordinators have been monitoring works on 55 projects, in turn, the Capital Group has implemented 488 measures in the area of CSR. 27 coordinators have been supervising their timely completion. The Management Board of PKN ORLEN and the Supervisory Board CSR Committee periodically review its execution.

PKN ORLEN boasts rich traditions in pro-community initiatives and activities in this area. One of the most important elements of these measures is the ORLEN's Foundation – DAR SERCA established in 2001. Since the beginning of its activity, the Foundation has been providing universal help to foster homes, consistently promoting this form of foster care as the most effective method of providing proper conditions for personal growth to children devoid of their natural families. The Foundation is currently maintaining 2 500 children in more than 300 foster homes. Furthermore, the foundation has also launched several scholarship programs. Their goal is to support young people in the process of education and to strengthen their motivation. The Corporate Foundation has also taken active part in projects aiming at improving safety and health protection, e.g. the "NIE DLA DYMU" ("SAY NO TO SMOKE") campaign. The Foundation has been closely cooperating with PKN ORLEN in its program to support fire brigades. A major part of the Foundation's activity includes projects aimed at the local community. The Foundation is providing regular updates on the its ongoing projects on its dedicated website, in the form of annual statements and the Debeściaki fanpage, which posts regular comments by nearly 22 thousand fans.

In community initiatives of PKN ORLEN and ORLEN's Foundation – DAR SERCA also participate PKN Orlen's clients and the members of the VITAY loyalty program. They have been increasingly interested in devoting their points to charity purposes: foster care support or environmental projects.

In 2015, PKN ORLEN issued its first Integrated statements. This new formula combines financial reporting with CSR reporting and guidelines of the International Integrated Reporting Council. The formula also considers the directions of new EU legislation in reference to the disclosure of non-financed information and

information regarding diversity. The report titled "Napędzamy Przyszłość" ("Fueling the Future") presents the relations and mutual dependences between financial and non-financial aspects of PKN ORLEN activity as well as selected ORLEN Group companies. The report refers to global standards and trends in corporate reporting. These assume departure from the presentation of annual results in a formula which is strictly associated with the organizational structure of the company, in favor of a more dynamic and universal approach to communication with stakeholders. The pillars serving as the basis for integrated reporting – value-building, financial strength, people – present the processes which take place in the company and the measures focused on building its value in a holistic manner. Non-financial data was presented according to international guidelines of the Global Reporting Initiative (GRI) in version G 4.

The principles of sponsoring activity conducted by PKN ORLEN are set forth in internal regulations codified in annual marketing plans and in a disposition defining the principles of purchase of sponsoring services. Selecting the projects to carry out, the Concern adheres to ethical principles in force in the company, which explicitly exclude the participation of PKN ORLEN in projects which can be recognized as:

- a) promoting hate and belittling individuals or communities on the account of race, belief, religion, nationality, sexual orientation, health condition, etc.,
- b) promoting non-humanitarian and non-ethical behaviors or behaviors commonly recognized as offensive,
- c) affecting or promoting addictions,
- d) insulting the good name of the Republic of Poland in the world and maligning its national symbols,
- e) promoting vulgar, obscene contents exceeding the values of artistic expression,
- f) non-ecological activities or activities which can have negative effect on the natural environment,
- g) activities promoting non-observance of good practices in terms of road safety, promoting dangerous behaviors on the roads and in other aspects of life (e.g. major violation of traffic or fire safety regulations).

Considering the above specified conditions, in its sponsoring activity, the Concern is focusing on selected thematic areas, such as: film, theater, literature, music, education, local projects addressed at communities inhabiting areas of particular interest from the point of view of the activity of the Concern, and social projects. Our initiatives receive vast support on the "Niesamowici Ludzie" fanpage, followed by more than 72 thousand facebook users.

PKN ORLEN communicates its social initiatives, among others, via the corporate website, in the "Responsible business" bookmark, containing the basic information on the principles of the sponsoring policy adopted by PKN ORLEN, as well as information on the procedure for applying to PKN ORLEN for sponsoring. The Concern's social initiatives are extensively described in social impact reports published since 2013. So far, eleven social impact reports have been published. Since 2008, the reports have been drawn up according to the international GRI (Global Reporting Initiative) standard.



## 4.2 Internal audit and risk management systems

The Company's system of internal control and risk management in the process of financial statements preparation is implemented through:

- verification whether a uniform accounting policy is applied by the ORLEN Group companies as regards the recognition, measurement and disclosures in accordance with the International Financial Reporting Standards (IFRS) as adopted by the European Union
- following accounting standards and monitoring compliance with them,
- following uniform separate and consolidated financial reporting standards and periodic verification whether these standards are properly applied in the ORLEN Group companies,
- verification of the ORLEN Group companies' financial reports compliance with the data placed into integrated IT system used to prepare the ORLEN Group's consolidated financial statements,
- a review, by an independent auditor, of the published financial statements for the I quarter, the half-year and the III quarter of the year and the audit of the annual financial statements of PKN ORLEN and the ORLEN Group,
- procedures to authorize and give opinions about financial statements before they are published,
- carrying out an independent and objective evaluation of risk management and internal control systems.

Recording of economic events in PKN ORLEN is conducted in an integrated financial - accounting system, which configuration is compatible with the Company's accounting policy.

This system is the leading system in the ORLEN Group. Thanks to a uniform IT platform used the Parent Company has control over the recording of financial – accounting events within the ORLEN Group. The system has an option enabling the control of access rights of different users in a way that ensures the control over their access to specific objects and transactions.

All actions performed in the system are recorded for individual transactions and users. In order to protect against unauthorized access, the entire system, along with the user data, is stored in a special directory structure of the operating system, which is secured with the appropriate access rights.

Security and availability of information contained in the financial-accounting system are controlled at all levels of the database, applications and presentations as well as at the level of operating system. System integration is ensured by the data entry control systems (validation, authorization, a list of values) and logs of changes. In case of system failure not completed transactions are withdrawn. Logs of changes give the possibility of path reviews.

Users do not have direct access to the operating system and database. Integrated menu of the system includes access paths to all transactions available in the system. Securing the access to individual transactions is based on the authorizations assigned to the user. Security systems are used at the hardware and software level of the system.

In order to ensure that unified accounting standards are applied, the ORLEN Group companies have to follow, for the purpose of

preparing the consolidated financial statements, the accounting policy adopted by PKN ORLEN and approved by ORLEN Group companies. It is periodically updated to ensure that it complies with the applicable laws, specifically with the IFRS, the Accounting Act

dated 29 September 1994 and the Ministry of Finance Regulation dated 19 February 2009 on current and periodic information provided by issuers of securities. The Corporate Accounting Office monitors whether this obligation is fulfilled and conducts comprehensive analytical procedures supplemented with control activities, as well as develops instructions and guidelines on identified issues that require detailed explanations to ensure proper and uniform financial reporting principles.

The consolidated financial statements are prepared based on the integrated IT system where consolidation process of entered data from reporting packages provided by the ORLEN Group companies is performed. The system is designed for financial management and reporting purposes. The system enables the unification of financial information. Results budgeted and forecasted data as well as statistics are gathered in one place, what ensures direct control and compatibility of the entered data.

The data is reviewed in terms of their cohesion, completeness and continuity, which is achieved thanks to controls implemented in the system, which check the compliance of data entered by the companies.

Designated users of the system supervise the safety management of the system and established stages of consolidation process management. Granting access rights to individual users is strictly dependent on the security roles defined for (assigned to) them. Appropriate security classes have been set up for individual users in order to maintain control. Access to financial resources is limited by a system of permissions that are granted to authorized personnel only within the performance of their duties. These authorizations are subject to regular audits and verification. Controlling of the access to applications is carried out at each stage of preparation of the financial statements. Starting from data entry and ending with the generating of the final information.

Financial information is stored in an IT system, so that they can be used to create transparent reports and forecasts, both for internal needs and external recipients, such as public bodies, financial analysts, shareholders and business partners.

The preparation of consolidated financial statements in a single integrated tool enables to shorten the processes of consolidation and reporting of financial information as well as to obtain high-quality substantive and usable financial information.

In order to reduce on a current basis the risks relating to the process of the financial statements preparation, they are quarterly verified by an auditor, i.e. more often than required under the applicable law. The financial statements for the I quarter, the half-year and the III quarter of the year are reviewed by the auditor, whereas the annual financial statements are subject to audit. The auditor presents the results of the reviews and audits to the Management Board and the Audit Committee of the Supervisory Board.

The Company has certain procedures to authorize the financial statements under which the periodical reports are submitted to the Management Board and subsequently, forwarded to the Audit

Committee of the Supervisory Board for their opinion. Once the opinion has been obtained from the Audit Committee and once the auditor has ended its review or audit, the financial statements are approved by the Management Board for publication and subsequently forwarded by the Investor Relations Office to the appropriate capital market institutions and public opinion. Before the publication the financial statements are provided solely to persons involved in the preparation, verification and approval process.

The Company has an Audit and Corporate Risk Management Department which has to ensure an independent and objective evaluation of the risk management and internal audit systems, and analyze business processes.

The Department operates basing on the annual audit plans approved by the Management Board and accepted by the Audit Committee of the Supervisory Board and the Supervisory Board. The Audit and Corporate Risk Management Department can also carry out random audits as ordered by the Company's Supervisory Board or the Management Board.

Within the realized tasks and objectives, the Audit and Corporate Risk Management Department provides recommendations as to the implementation of solutions and standards for realized audit

### **4.3 Corporate Governance rules, which were not applied**

In 2015, except for one rule, PKN ORLEN applied all principles of the effective collection of the Code of Best Practice for WSE Listed Companies.

In 2013, in relation to the entry into force, on 1 January 2013, of the Code of Best Practice for WSE Listed Companies. PKN ORLEN notified that it did not comply with the rule of part IV, point 10 of Best Practices, concerning the procurement of the possibility to the shareholders of taking part in the General Meeting with the use of electronic communications involving a transmission of debates of the General Meeting and bilateral communication in real time (elements of "e-general meeting").

The Company's Management Board proposed to the shareholders the introduction of the above rule to the Articles of Association and the Bylaws of the General Meeting twice, but on both occasions

### **4.4 Significant stake**

PKN ORLEN's shares are listed on the main market of the Warsaw Stock Exchange in the continuous trading system and are included in the biggest company indices WIG20, WIG30 and WIG as well as the industry index WIG-PALIWA (WIG-FUELS). Since 19 November 2009 PKN ORLEN shares are quoted among the companies engaged in corporate social responsibility index - Respect Index.

The share capital of PKN ORLEN is divided into 427 709 061 ordinary bearer shares with a par value of PLN 1.25 each.

The ownership rights of PKN ORLEN's shares are fully transferable.

tasks, designed to mitigate the risk of PKN ORLEN not meeting the targets set, to improve the effectiveness of the internal control system and to increase the efficiency of business processes.

Twice a year the Audit and Corporate Risk Management Department prepares a report for the Management Board and the Audit Committee of the Supervisory Board on the implementation status of recommendations monitoring, which summarizes the conclusions regarding the audit tasks performed and monitors the realization of the Company's financial statements auditor's recommendations. Adhering to the principles set forth by the Institute of Internal Auditors Research Foundation, the Audit, Control and Risk Management Office has been also conducting consultancy projects.

Additionally, the Audit and Corporate Risk Management Department coordinates the process of corporate risk management and ensures the tools and methodological support for the business areas. The department manages the process of risks self-evaluation every year and carries out the tests of control mechanisms to the needs of Integrated Enterprise Risk Management System (ERM). Based on the work performed the Department prepares a report on the current risk profile of PKN ORLEN and an evaluation of the effectiveness of functioning control mechanisms, under the ERM.

the shareholders did not approve the proposal at Ordinary General Meetings held on 29 June 2011 and 30 May 2012.

On 16 May 2013, the Company reported disobedience of this rule via the EBI system. Disregarding above rule does not affect the reliability of the Company's reporting policy of the Company nor does it give rise to any risk of shareholders being limited or impaired in respect of their participation in the debates of General Meetings.

The remaining rules concerning the organization and conduct of the General Meetings are complied with. The Company complies with the provisions of law applicable in this respect and strives for implementing the appropriate reporting policy. PKN ORLEN organizes broadcasting with simultaneous translation into English and the archive video recordings are available on the Company's website at: [www.orlen.pl](http://www.orlen.pl). The Company enables representatives of media to participate in its general meetings.

The list of PKN ORLEN's shareholders possessing significant stakes with the number of shares held by these entities, their percentage share in the share capital of the Company, the number of votes resulting therefrom and their percentage of the total number of votes at the PKN ORLEN General Meeting is presented below.

In 2015 and until the date of authorization of this Report there was no change in the structure of shareholders with a stake of more than 5% in the PKN ORLEN share capital. The number of shares held by the shareholders is presented based on the most recent, official information acquired by the Company.

**TABLE 23.** Shareholding structure in PKN ORLEN as at 1 January 2015, 31 December 2015 and the date of the approval of this report.

SHAREHOLDERS	NUMBER OF SHARES AND VOTES AT A GENERAL MEETING (as at 01.01.2015*)	SHARE IN SHARE CAPITAL AND IN TOTAL NUMBER OF VOTES AT A GENERAL MEETING (as at 01.01.2015*)	NUMBER OF SHARES AND VOTES AT A GENERAL MEETING (as at 31.12.2015**)	SHARE IN SHARE CAPITAL AND IN TOTAL NUMBER OF VOTES AT A GENERAL MEETING (as at 31.12.2015**)	NUMBER OF SHARES AND VOTES AT A GENERAL MEETING (on the date of approval of the report ***)	SHARE IN SHARE CAPITAL AND IN TOTAL NUMBER OF VOTES AT A GENERAL MEETING (on the date of approval of the report ***)
State Treasury	117 710 196	27.52%	117 710 196	27.52%	117 710 196	27.52%
Nationale-Nederlanden OFE (earlier ING OFE)	40 000 000	9.35%	39 000 000	9.12%	39 000 000	9.12%
Aviva OFE	30 000 000	7.01%	34 000 000	7.95%	31 400 000	7.34%
Others	239 998 865	56.12%	236 998 865	55.41%	239 598 865	56.02%
<b>Total</b>	<b>427 709 061</b>	<b>100.00%</b>	<b>427 709 061</b>	<b>100%</b>	<b>427 709 061</b>	<b>100.00%</b>

\* according to the information from the OGM PKN ORLEN held on 15 May 2014.

\*\* according to the information from the OGM PKN ORLEN held on 28 April 2015.

\*\*\* according to the information from the EGM PKN ORLEN held on 29 January 2016.

#### 4.5 Special control and voting rights

One PKN ORLEN share confers the right to one vote at the Company's General Meeting.

As regards the voting right of particular shareholders, the Articles of Association state as follows:

- The voting right of the Company's shareholders is restricted to the extent that at the General Meeting of Shareholders none of them can exercise more than 10% of the total votes existing in the Company as at the date the General Meeting of Shareholders is held, provided that such a restriction of the voting right does not apply for the purpose of determining the duties of acquirers of significant stakes in accordance with:

- Competition and Consumer Protection Act of 16 February 2007,
- Accounting Act of 29 September 1994,
- Act of 22 September 2006 on Transparency of Financial Relations between Public Authorities and Public Entrepreneurs and on Financial Transparency of Certain Entrepreneurs,
- Act of 29 July 2005 on Public Offering and Terms for Introducing Financial Instruments to the Organized Trading System and Public Companies.

The restriction does not apply to the State Treasury and the depository bank which issued depository receipts in connection with the Company's shares under the agreement with the Company (in case the bank exercises the voting right from the Company's shares). The voting right exercised by the subsidiary is deemed to be exercised by the parent company within the meaning of the above mentioned acts. In order to calculate the number of votes held by a shareholder the voting rights from the shares is added to the number of votes that the particular shareholder would acquire in the event of converting the held depository receipts into shares.

- A shareholder is deemed to be each person including the parent company and its subsidiary that is directly or indirectly entitled to the voting right at the General Meeting under any legal title; that

refers also to a person that is not a Company's shareholder in particular a user, pledgee, a person authorized from the depository receipt within the meaning of the Act of 29 July 2005 on Trading in Financial Instruments as well as a person authorized to participate in the General Meeting despite having the held shares been disposed of following the day when the right to participate in the General Meeting was established.

- Shareholders, whose votes are cumulated and reduced, are jointly referred to as the Shareholders Grouping. The cumulation of votes involves summing up the votes held by individual shareholders of the Shareholders Grouping. The reduction of the number of votes involves decreasing the overall number of the entitled votes in the Company during the General Meeting to the shareholders being members of the Shareholders Grouping. The number of votes is reduced in accordance with the following rules:
  - the number of votes of a shareholder who has the largest number of votes in the Company among the votes of all shareholders in the Shareholders Grouping, is decreased by the number of votes equal to the surplus in excess of 10% of the overall number of votes in the Company held in aggregate by all shareholders in the Grouping,
  - if, despite the reduction mentioned above, the overall number of votes held by the Shareholders Grouping to be exercised at the General Meeting exceeds 10% of the total number of votes in the Company, the number of votes held by the remaining shareholders in the Grouping is subject to further reduction. The number of votes is further reduced in the order established on the basis of the number of votes held by particular shareholders in the Shareholders Grouping (from the highest to the lowest one). The number of votes is being further reduced until the aggregate number of votes held by the Shareholders Grouping does not exceed 10% of the overall number of votes in the Company,
  - in each case, the shareholder whose voting right has been restricted preserves the right to exercise at least one vote,
  - restriction of the voting right also applies to the shareholder absent during the General Meeting.
- In order to establish the basis for the votes being cumulated and

reduced in accordance with the above provisions, the Company's shareholder, the Management Board, the Supervisory Board and individual Members of such bodies may request the Company's shareholder to provide information on whether a person is the parent company or the subsidiary of PKN ORLEN.

The power referred to above includes also the right to request the disclosure of the number of votes held by the Company's shareholder individually or together with other Company shareholders. The person that failed to perform or performed unduly the obligation to provide the information referred to in this point, may exercise the voting right from one share exclusively until the breach of such obligation has been remedied and exercising the voting right by such person from other shares is ineffective.

- The restriction of the voting right, which is referred to above, does not apply to entities dependent on the State Treasury.
- For the purpose of the regulations indicated above, the parent company and the subsidiary shall accordingly mean a person:
  - who has the status of the dominant entity, dependent entity or both within the meaning of the Act of 16 February 2007 on Competition and Consumers Protection, or
  - who has the status of the parent company, senior parent company, subsidiary, lower level subsidiary, jointly controlled entity or of both parent company (including senior parent company) and subsidiary (including the lower level subsidiary and jointly controlled entity) within the meaning of the Accounting Act of 29 September 1994, or
  - who exerts (parent company) or is subject to (subsidiary) significant influence within the meaning of the Act of 22 September 2006 on Transparency of Financial Relations between Public Authorities and Public Entrepreneurs and on Financial Transparency of Certain Entrepreneurs, or
  - whose votes from the Company's shares held directly or indirectly are cumulated with the votes of another person or other persons under the rules stipulated in the Act of 29 July 2005 on Public Offering and Conditions for Introducing Financial Instruments to the Organized Trading System and Public Companies, in connection with holding, selling or purchasing Company substantial shareholdings.
- In the event of doubts, the provisions of this chapter should be interpreted in accordance with the Article 65 § 2 of the Polish Civil Code.

The State Treasury is authorized to appoint and revoke one of the Supervisory Board Members. Moreover, one of the PKN ORLEN's Management Board Member is appointed and revoked by the Supervisory Board at the request of the Minister in charge of State Treasury.

In addition, in accordance with the Statute of the Company, as long as the State Treasury is entitled to appoint a member of the Supervisory Board, a resolution granting approval for activities relate to sale or encumbrance of shares in any way or stock in the following companies:

#### 4.6 Amendments of Articles of Association

Any amendment to PKN ORLEN's Articles of Association requires a resolution of the General Meeting of Shareholders and has to be entered in the companies register. The resolution of the General

Naftoport.Sp. z o.o., Inowroclawskie Kopalnie Soli S.A. and the company that will be created in order to operate the pipeline transport of liquid fuels, require a vote in favor of their adoption by the Supervisory Board member appointed by the State Treasury.

Special rights for the State Treasury shareholder can be a result of the commonly applicable provisions of law. Such rights in particular result from the Act of 18 March 2010 on specific rights vested in the Minister in charge of State Treasury and the exercise of such powers in certain capital companies or capital groups conducting business activities in the electricity, crude oil and gas fuel sectors (the 18 March 2010 Act on "Specific Rights Vested In the Minister in Charge of State Treasury"). Pursuant to the above act, the Minister in charge of State Treasury may object against the resolution passed by the Company's Management Board or any other legal action undertaken by the Company's Management Board regarding the disposal of assets disclosed in the uniform list of facilities, installations, appliances and services comprised in the critical infrastructure, referred to in the Article 5b item 7 point 1 of the Act of 26 April 2007 on Crisis Management, which pose a real threat to the functioning, business continuity and integrity of the critical infrastructure. The Minister in charge of the State Treasury may also object to the Company's body passing resolution on:

- dissolution of the Company,
- change of function or ceasing of the exploitation of the Company's asset disclosed in the uniform list of facilities, installations, appliances and services comprised in the critical infrastructure, referred to in the Article 5b item 7 point 1 of the Act of 26 April 2007 on Crisis Management,
- change of the Company's business activity,
- disposal or lease of the Company's enterprise or its organized part or establishment of a limited property right,
- adoption of the operational and financial plan, investment activity plan or long-term strategic plan,
- transfer of the registered office abroad,
- provided that such a resolution, if performed, would actually pose a real threat to the operations, business continuity and integrity of the critical infrastructure.

In accordance with the 18 March 2010 Act on Specific Rights Vested In the Minister In Charge of State Treasury, the Company's Management Board, in agreement with the Minister in charge of State Treasury and the Director of the Government Centre for Security is authorized to appoint and revoke a proxy in charge of the protection of the critical infrastructure in the Company. The scope of proxy's tasks includes providing the Minister in charge of State Treasury with the information on the Company's authorities (i.e. the General Meeting, the Supervisory Board, the Management Board) having undertaken the above specified legal actions, providing the information on the critical infrastructure to the Director of the Government Centre for Security on request, transferring and collecting information on any threats to the critical infrastructure in cooperation with the Director of the Government Centre for Security.

On 2 August 2011 the Management Board of PKN ORLEN appointed a Proxy for the critical infrastructure protection.

Meeting of Shareholders to amend the Company's Articles of Association is adopted by three quarters of votes. The General Meeting may authorize the Supervisory Board to formulate the



uniform text of the Articles of Association or make other editorial changes as set out in the resolution passed by the General Meeting.

#### 4.7 General Meeting of Shareholders

Proceedings and powers of PKN ORLEN's General Meeting of Shareholders are regulated in the Articles of Association and the Regulations of PKN ORLEN's General Meeting. The documents can be found on the PKN ORLEN's website: [www.orlen.pl](http://www.orlen.pl) in the Company section (the Corporate bylaws tab) and Investor relations section (the General Meeting tab).

##### Convening and calling off PKN ORLEN's General Meeting

The General Meeting is convened through placing an announcement on the Company's website and by delivering a current report to the capital market institutions and public information. The announcement should be placed at least 26 days before the scheduled date of the General Meeting.

The Ordinary General Meeting of Shareholders should be held no later than within six months from the end of every financial year.

The Extraordinary General Meeting of Shareholders is convened by the Management Board on its own initiative, on the motion of the Supervisory Board or on the motion of a shareholder or shareholders representing no less than one twentieth of the Company's share capital, within two weeks from filing the motion. The motion to convene the General Meeting should specify the issues for the agenda or include draft resolution on the proposed agenda. The Supervisory Board may convene the Extraordinary General Meeting if the Supervisory Board recognizes that it is advisable to do so. The Supervisory Board may also convene the Extraordinary General Meeting if the Management Board fails to do so within two weeks following the submission of the relevant request by the Supervisory Board. The Extraordinary General Meeting may also be convened by the shareholders representing at least one half of the share capital or at least one half of the overall number of votes in the Company.

The shareholder or shareholders representing no less than one twentieth of the Company's share capital may request that specific issues be placed on the agenda of the nearest General Meeting under the rules of the generally applicable provisions of law.

All the materials presented to the shareholders at the General Meeting, specifically draft resolutions adopted by the General Meeting and other important materials are made available by the Company following the day when the General Meeting has been convened in the Company's seat in Plock and in the Warsaw office, as well as on the corporate website [www.orlen.pl](http://www.orlen.pl).

The General Meeting of PKN ORLEN are held in the Company's seat in Plock, however, that can also be held in Warsaw.

The Company arranges for an internet broadcast of the Meeting and offers simultaneous translation into English.

In accordance with the General Meeting Regulations the cancellation and the change in the date of the General Meeting should be effected forthwith once the requirement for the cancellation and the change in the date has occurred but no later

Once the amendments to the Articles of Association are entered in the companies register, PKN ORLEN publishes a relevant regulatory announcement.

than seven days prior to the day when the General Meeting is to be held. If the cancellation or change in the date of the General Meeting cannot be effected within the deadline specified above, such a General Meeting should be held. If it is impossible or excessively hindered to hold such a meeting due to the circumstances, the cancellation and change in the date of the General Meeting may be effected at any time prior to the day when the General Meeting is to be held. The cancellation and the change in the date of the General Meeting is effected by announcement placed on the Company's website together with the reasons and complying with other legal requirements. Only the body or the person to have convened the General Meeting is competent to cancel the same. The General Meeting with the agenda containing specific issues put therein at the request of eligible entities, or which was convened at such a request, may be cancelled only with consent of such requesting entities.

##### Competence of PKN ORLEN's General Meeting

The General Meeting of Shareholders is especially authorized to:

- consider and approve the Company's annual financial statements, the annual report on the Company's business operations, the consolidated financial statements of the ORLEN Group and the report on the ORLEN Group business operations for the previous financial year,
- acknowledge the fulfilment of duties by the Supervisory Board and Management Board Members,
- decide on the allocation of profit and the cover of losses as well as on the use of funds set up from profit, subject to special regulations which provide for a different way of their usage.
- appoint the Supervisory Board Members, subject to the provisions of § 8 item 2 of the Articles of Association, and establish principles for their remuneration,
- increase and decrease in the share capital unless otherwise stated in the Commercial Code and the Company's Articles of Association,
- decide on claims for the rectification of damage caused when setting up the Company or exercising supervision or management,
- approve the sale and lease of the company or its organized part and establish a limited property right on such enterprise or an organized part thereof,,
- grant consent to the sale of real estate, perpetual usufruct or interest in real estate which net book value exceeds one twentieth of the Company's share capital,
- amend the Company's Articles of Association,
- set up and dissolve reserve capitals and other capitals and the Company's funds,
- resolutions to redeem shares and buy shares to be redeemed and to establish the redemption rules,
- issue convertible bonds or bonds with pre-emptive rights and issue warrants,
- pass resolutions on winding-up the Company, its dissolution, liquidation, restructuring of the Company and merger with another company,

- holding contracts within the meaning of article 7 of the Commercial Companies Code.

Purchase of real estate, perpetual usufruct or interest in real estate, regardless of its value, as well as disposal of real estate, perpetual usufruct or interest in real estate where net book value does not exceed one twentieth of the Company's share capital does not require a consent resolution of the General Meeting of Shareholders.

### **Voting at PKN ORLEN's General Meetings**

Unless stated otherwise in the Commercial Companies Code and the Articles of Association, resolutions of the General Meeting of Shareholders are passed with an absolute majority of votes cast, while votes cast mean votes "for", "against" and "abstain".

Resolutions of the General Meeting of Shareholders regarding preferred shares and the Company's merger as a result of all the Company's assets being transferred to another company, dissolution of the Company (including dissolution as a result of the Company's seat or main plant being transferred abroad), liquidation of the Company, its restructuring and decrease in the share capital by redemption of some shares without the capital being simultaneously increased are passed with a majority of 90% of votes cast.

The General Meeting's resolution to renounce the examination of an issue placed on the agenda may be adopted only in case when there are substantial reasons to do so. The resolutions to remove or not to consider an issue placed on the agenda on the motion of the shareholders requires the majority of 75% of votes cast provided that the shareholders present at the General Meeting who requested this issue be placed on the agenda previously agreed to the issue being removed from the agenda or not to consider it at all.

One PKN ORLEN share confers the right to one vote at the Company's General Meeting. The voting right of the Company's shareholders is restricted to the extent that at the General Meeting of Shareholders none of them (but for those specified in the Company's Articles of Association) can exercise more than 10% of the total votes existing in the Company as at the date the General Meeting of Shareholders is held. The detailed rules for exercising the voting right are described in [point 4.5](#) of the foregoing Management Board Report.

The shareholders can participate in the General Meeting and exercise their voting rights in person or by the proxy.

### **Participation in PKN ORLEN's General Meetings**

In accordance with the Commercial Companies Code, the right to participate in the Company's General Meeting is vested only in the persons that are the Company's shareholders sixteen days before the date of the General Meeting (date of registration in the General Meeting).

A shareholder who wants to take part in the General Meeting of the Company must report it to the entity where the securities account is kept. At the request of the shareholder, filed no earlier than the announcement of convening the General Meeting has

been published and no later than on the working day following the day when the participation in the General Meeting has been registered, the entity where the securities account is kept issues a personal certificate of entitlement to attend the General Meeting.

On the basis of the personal certificates the entities where the securities accounts are kept prepare lists of shareholders eligible to participate in the Company's General Meeting. These lists are submitted to the National Depository for Securities (Krajowy Depozyt Papierów Wartościowych S.A. "KDPW", presently the entity maintaining the securities deposit) no later than twelve days prior to the date of the General Meeting date. KDPW provides such a list for the company's review no later than a week prior to the date of the General Meeting. PKN ORLEN's Management Board issues the list of shareholders eligible to participate in the General Meeting in Plock and in Warsaw office before three days prior to the date of the General Meeting.

The General Meeting may be attended by the Members of the Management Board and the Supervisory Board, who can participate, even if they are not shareholders, without any invitations. An Ordinary General Meeting of Shareholders can be attended by the Members of the Management Board and the Supervisory Board whose mandates have expired before the date of the General Meeting and who exercised their functions in the financial year for which the Management Board report and the financial statements are to be approved by the Ordinary General Meeting of Shareholders.

General Meetings of Shareholders can also be attended by other persons invited by an authority convening the General Meeting or allowed to enter the meeting room by the Chairman, specifically, certified auditors, legal and financial advisers or the Company's employees. PKN ORLEN under the applicable law and with due consideration of the Company's interests allows media representatives to attend the General Meetings. The Management Board ensures that each General Meeting is attended by an independent expert specialized in commercial law.

Members of the Management Board and the Supervisory Board and the Company's certified auditor provide the Meeting participants with explanations and information about the Company, within the scope of their authority and to the extent required for the issues discussed by the General Meeting to be resolved. Questions posed by the General Meeting participants are answered in view of the fact that PKN ORLEN, as a public company, fulfils its reporting obligations in a manner specified in the applicable capital market regulations and the information cannot be provided otherwise than in conformity with these regulations.

The shareholders of the Company may communicate with the Company via the corporate website. This way shareholders can send an electronic notice of proxy or proxy document allowing the identification of the principal and the proxy together with other related documentation. Special section dedicated to the Company's General Meetings is used for this purpose. The section includes also useful to the shareholders materials, among others, the guideline "How to participate in General Meeting" updated in accordance with changes that occur in the commonly applicable provisions of law, information about the planned shareholders' meetings along with materials relating to such meetings archive materials from the meetings held, including texts of resolutions adopted and video files with internet broadcasts of

the General Meeting.

### General Meetings in 2015

On 28 April 2015 the Ordinary General Meeting of PKN ORLEN was held.

During the Ordinary General Meeting the shareholders approved the annual reports on the operations of the Company and the ORLEN Group as well as the financial statements for 2014. They also decided on the fulfilment of duties by all the Supervisory and the Management Boards Members.

Having familiarized with the motion of the Management Board and the opinion of the Supervisory Board, the General Meeting of Shareholders decided to cover the net loss for the prior financial year of PKN ORLEN of PLN 4 671 826 145.06 from the supplementary capital. At the same time, the Ordinary General Meeting consented to the dedication of the sum of PLN 705 719 950.65 for divided payment (PLN 1.65 per share) from the supplementary capital of the Company, established on the last years' profit. The Ordinary General Meeting set 16 June 2015 as the dividend date and 8 July 2015 as the dividend payment date.

The Ordinary General Meeting adopted amendments to the Statute, consisting in the extension of the activity of the Company to include the following activities:

## 4.8 Management and supervisory bodies

Apart from generally applicable laws, the rules of conduct for PKN ORLEN's Supervisory Board, its Committees and the Management Board are regulated in PKN ORLEN's Articles of Association and the Supervisory Board and the Management Board Regulations, respectively. The proceedings of the

- brokerage activity related to the market of securities and stock exchange goods (PKD 66.12.Z),
- head office and holding activity, with the exclusion of financial holdings (PKD 70.10.Z),
- commissioned wholesale (PKD 46.1), including the activity of agents trading fuels, ore, metals and industrial chemicals (PKD 46.12.Z).

As regarding statutory activity included in the Statute and consisting in the production and processing of petroleum refinement products, the General Meeting adopted a resolution regarding change of the PKD (Polish Classification of Activities) number of this activity from PKD 19.2 to PKD 19.20.Z.

Furthermore, The Ordinary General Meeting adopted a decision regarding amendment of the provisions of § 8 sec. 12 pt. 4(a) of the Company's Articles of Association, regarding the competences of the Supervisory Board, excluding activities performed under ordinary management, particularly activities concerning fuel or energy trading from the competences of the Supervisory Board. The General Meeting decided to add the definition of "Energy" to the Company's Articles of Association, indicating that it stands for electrical energy and property rights resulting from energy origin certificates or energy efficiency certificates.

management and supervisory authorities in PKN ORLEN are also subject to the corporate governance principles set out by the Warsaw Stock Exchange.

### 4.8.1 The Management Board

#### Composition of the PKN ORLEN's Management Board in 2015

**TABLE 24.** Composition of the PKN ORLEN's Management Board as at 1 January 2015.

NAME AND SURNAME	POSITION HELD IN PKN ORLEN MANAGEMENT BOARD
Dariusz Jacek Krawiec	President of the Management Board, Chief Executive Officer
Sławomir Jędrzejczyk	Vice – President of the Management Board, Chief Financial Officer
Piotr Chelmiński	Member of the Management Board, Business Development/Power and Heat Generation Officer
Krzysztof Pater	Member of the Management Board, Production
Marek Podstawa	Member of the Management Board, Sales

On 16 December 2015, the Supervisory Board of PKN ORLEN S.A. dismissed Mr. Dariusz Jacek Krawiec from the Management Board of PKN ORLEN and appointed Mr. Wojciech Jasiński to the position of the President of the Management Board, for a joint

three-year term of the Management Board, which terminates on the date of the Ordinary General Meeting approving the financial statements of the Company for 2016.



**TABLE 25.** Composition of the PKN ORLEN's Management Board as at 16 December 2015, current also on 31 December 2015.

NAME AND SURNAME	POSITION HELD IN PKN ORLEN MANAGEMENT BOARD
Wojciech Jasiński	President of the Management Board, Chief Executive Officer
Sławomir Jędrzejczyk	Vice – President of the Management Board, Chief Financial Officer
Piotr Chelmiński	Member of the Management Board, Business Development/Power and Heat Generation Officer
Krzysztof Pater	Member of the Management Board, Production
Marek Podstawa	Member of the Management Board, Sales

The Supervisory Board at its meeting on 8 February 2016, dismissed Mr Marek Podstawa from the Management Board of PKN ORLEN and appointed Mr Mirosław Kochalski to the position of the Vice-President of the Management Board of the Company and Mr Zbigniew Leszczyński to the Management Board Member

of the Company for a joint three-year term of the Management Board, which terminates on the date of the Ordinary General Meeting approving the financial statements of the company for 2016.

**TABLE 26.** Composition of the PKN ORLEN's Management Board as at 8 February 2016.

NAME AND SURNAME	POSITION HELD IN PKN ORLEN MANAGEMENT BOARD
Wojciech Jasiński	President of the Management Board, Chief Executive Officer
Sławomir Jędrzejczyk	Vice – President of the Management Board. Chief Financial Officer
Mirosław Kochalski	Vice – President of the Management Board. Corporate Affairs (since 12 February 2016)
Piotr Chelmiński	Member of the Management Board. Business Development/Power and Heat Generation Officer
Zbigniew Leszczyński	Member of the Management Board. Sales (since 12 February 2016)
Krzysztof Pater	Member of the Management Board. Production

At the date of authorization of this Management Board Report on the Operations, the composition of Management Board has not changed.

#### Number of women and men acting as Management Board Members of PKN ORLEN for the last two years

**TABLE 27.** Number of women and men acting as Management Board Members of PKN ORLEN, including changes in composition of the reporting period.

AS AT	NUMBER OF WOMEN	NUMBER OF MEN
1 January 2014	0	5
24 September 2014	0	6
26 September 2014	0	5
31 December 2014	0	5
1 January 2015	0	5
16 December 2015	0	5
31 December 2015	0	5
8 February 2016	0	6

### **Division of powers of the Company's Management Board**

Mr. Wojciech Jasiński, President of the Management Board of PKN ORLEN, also serving as the Chief Executive Officer, is in charge of the following areas: strategy and project management, crude oil and gas trade, marketing, corporate communication, audit, control and management of corporate risk, protection of information, critical infrastructure and defense matters, safety and head office.

Mr. Sławomir Jędrzejczyk, Vice – President of the Management Board. Chief Financial Officer supervises the following areas: planning and reporting, business controlling, supply chain management, finance management, taxes, investor relations, capital investments and divestments, IT.

Mr. Mirosław Kochalski, Vice-President of the Management Board, Corporate Affairs, performs supervision of such areas as: human resources, purchases, legal department, the capital group, management of regulatory risk, organization and management systems.

Mr. Piotr Chelmiński, Member of the Management Board. Business Development/Power and Heat Generation Officer supervises the following areas: implementation of property investments, power and heat generation development, health and safety, environmental protection.

Mr. Zbigniew Leszczyński, Member of the Management Board in charge of Sales supervises the following areas: refining and petrochemical products, retail sale, logistics, efficiency and development of sales.

Mr. Krystian Pater, Member of the Management Board in charge of Production supervises the following areas: refinery production, petrochemical production, investment and production efficiency, technology.

### **The rules of PKN ORLEN's Management Board operations**

The PKN ORLEN Management Board's principal objective is to realize the Company's interest, which is understood as building the value of its assets entrusted by its shareholders, with due respect for the rights and interests of the parties other than the shareholders, involved in the Company operations, especially creditors and employees.

The Management Board of PKN ORLEN ensures transparency and efficiency of the Company's management system and guarantees that the Company's affairs will be handled in accordance with the applicable law and good business practice.

### **Appointing and recalling PKN ORLEN's Management Board**

The Management Board of PKN ORLEN consists of five to nine members, including the President, Vice-Presidents and other members of the Management Board. Members of the Management Board are appointed and recalled by the Supervisory Board. One member of the Management Board is appointed and recalled by the Supervisory Board upon the request of the Minister in charge of the State Treasury.

The term of office of the Management Board members is a joint term of office, ending on the day when the Ordinary General

Meeting has been held, approving the financial statements for the whole second financial year of such term of office.

The current term of the Management Board terminates on the date of the Ordinary General Meeting approving the financial statements of the Company for 2016.

The President, Vice-Presidents, and other members of the Management Board may be suspended from duties for significant reasons by the Supervisory Board.

Should the Management Board President be suspended from duty or his/her mandate expires before the end of the term of office, all his/her powers, except for the right to the vote cast referred to in § 9 item 5 point 2 of the Articles of Association. are to be executed by the person appointed by the resolution of the Supervisory Board acting as President of the Management Board until the new Management Board President is appointed or the current one is restored to his/her position.

### **Organization of PKN ORLEN's Management Board activity**

Meetings of the Management Board are held when necessary, however, not less frequently than once every two weeks. Each Member of the Management Board may request in writing for a Management Board meeting to be convened or certain issues to be placed on the agenda. The request should contain the proposed

agenda and the justification for the request. The meeting should be held within seven days of the request being filed.

The meeting of the Management Board is convened by the President who manages the activity of the Management Board and has to fix the date, venue and the agenda of the meeting. In exceptional cases the meeting of the Management Board may be convened by the Vice-President or two Members of the Management Board. The meeting can also be held without being formally convened if all the Management Board Members are present and none of them has objected to the meeting being held or any proposed issues being put on the agenda.

Invited Company's employees, advisers and other persons can attend the meeting with the consent of the person chairing the meeting of the Management Board. Additionally, in case of issues relating the critical infrastructure components, the Critical Infrastructure Proxy can take part as an advisor in the meeting of the Management Board. Meetings of the Management Board are held in the Company's seat in Plock or in the Company's office in Warsaw. The person convening the meeting may, however, determine another venue for the meeting to be held.

The Management Board adopts resolutions at the meetings. For an effectiveness of resolution the scheduled meeting has to be notified to all Members of the Management Board and at least one half of the Management Board Members have to be present at the meeting. The Management Board resolutions are passed with a simple majority of votes (in the event of a voting deadlock, the President of the Management Board has the casting vote) provided that for resolutions to grant a procuration, unanimity of all Members of the Management Board is required. A Management Board Member who voted against a resolution that was adopted may communicate his/her dissenting opinion, however, such communication has to be justified.

Resolutions are adopted in an open vote. A secret ballot may be ordered at a request of each Member of the Management Board.

Resolutions are signed by all Members of the Management Board who were present at the Management Board meeting on which the resolution was adopted. The resolution is also signed by the Member of the Management Board who filed a dissenting opinion, with a note: "dissenting opinion" or "votum separatum".

#### **Competences of PKN ORLEN's Management Board**

The Management Board has to handle all the issues of PKN ORLEN which are not reserved to be considered by other authorities of the Company under the provisions of the Commercial Code or the Articles of Association. All the members of the Management Board are obliged and authorized to handle the issues of PKN ORLEN.

All the matters going beyond the ordinary course of business are subject to resolutions of the Management Board, however, the consent of the Management Board is not required to carry out an activity being an integral part of another activity which has already been approved by the Management Board unless the resolution of the Management Board provides otherwise. Activities falling within the scope of the ordinary course of business are activities related to fuels trading within the meaning of the Company's Articles of Association (i.e. crude oil, petroleum products, biocomponents, biofuels and other fuels including natural gas, industrial gas and fuel gas) or energy and any other activities not specified in the Management Board Regulations.

A resolution of the Management Board is required, among others to:

- adopt and amend the Management Board Regulations,
- adopt and amend the Organizational Rules and Regulations of PKN ORLEN,
- adopt motions to be submitted to the Supervisory Board and/or to the General Meeting of Shareholders, in particular, any motions sent to these bodies for their consent to perform certain actions, issue opinions, make an assessment or give an approval, which are required in accordance with the generally applicable law and/or the Company's Articles of Association,
- convene the General Meetings of Shareholders and adopt the proposed agenda of the General Meetings,
- approve annual and long-term financial plans as well as the Company's development strategy,
- approve investment tasks and corresponding liabilities if the resulting expenditures and encumbrances exceed PLN 10 000 000,

- incur liabilities, manage the property rights and any form of encumbrance on the Company's property where the total value exceeds PLN 20 000 000 (with certain exceptions to that rule),
- dispose and purchase real estate, perpetual usufruct or an interest in real estate and to establish a limited property right,
- dispose of, purchase and encumber stakes, shares or other interest in other entities, including shares admitted to public trading,
- issue the Company's securities,
- approve the annual report on the Company's business operations, the Company's annual, half-yearly and quarterly financial statements, the ORLEN Group's annual, half-yearly and quarterly financial statements,
- adopt and change the Company's employees' remuneration scheme, as well as decisions regarding introduction and fundamentals of the incentive schemes,
- conclude amend and terminate a collective labour agreement applicable in the Company, and other agreements with trade unions,
- establish the principles of granting and revoking powers of attorney,
- formulate the so-called donation policy of the Company,
- grant a procuratorship,
- establish the internal segregation of duties among the members of the Management Board,
- set up establishments/offices abroad,
- handle other matters which at least one member of the Management Board requests to be handled in the form of a resolution,
- take decisions on the payment of interim dividends.

The Management Board has to regularly provide the Supervisory Board with exhaustive information on all aspects of PKN ORLEN's business operations and the risks related to such operations as well as the methods of managing such risks. Additionally, the Management Board has to prepare and adopt annual and long-term financial plans and the Company development strategy in the form, to the extent and by the deadlines set by the Supervisory Board. The Management Board of PKN ORLEN has also to prepare and submit to the Supervisory Board the annual financial statements of PKN ORLEN and the statement of the ORLEN Group for the previous financial year.

#### 4.8.2 The Supervisory Board

**TABLE 28.** Composition of PKN ORLEN's Supervisory Board as at 1 January 2015.

Name and Surname	Position held in PKN ORLEN's supervisory board
Angelina Sarota	Chairman of the Supervisory Board
Leszek Pawłowicz	Vice – Chairman of the Supervisory Board (Independent Member of the Supervisory Board)
Adam Ambrozik	Secretary of the Supervisory Board
Grzegorz Borowiec	Member of the Supervisory Board
Artur Gabor	Member of the Supervisory Board (Independent Member of the Supervisory Board)
Cezary Banasiński	Member of the Supervisory Board (Independent Member of the Supervisory Board)
Cezary Możeński	Member of the Supervisory Board
Maciej Bałtowski	Member of the Supervisory Board
Radosław L. Kwaśnicki	Member of the Supervisory Board

On 23 November 2015, the Minister of Treasury, acting pursuant to § 8 item 2 point 1 of PKN ORLEN's Articles of Association has recalled Mr. Maciej Bałtowski from the Supervisory Board. At the same time, on 23 November 2015, the Minister of Treasury, acting pursuant to § 8 item 2 point 1 of PKN ORLEN's Articles of Association has appointed Mr. Remigiusz Nowakowski as a Member of the Supervisory Board of PKN ORLEN.

On 28 January 2016, the Minister of Treasury, acting pursuant to § 8 item 2 point 1 of PKN ORLEN's Articles of Association has recalled as of 28 January 2016 Mr. Remigiusz Nowakowski from the Supervisory Board of PKN ORLEN on behalf of the Company's shareholder, the State Treasury.

On 29 January 2016, the Extraordinary General Meeting of Shareholders recalled Mr. Adam Ambrozik, Mr. Cezary Banasiński, Mr. Grzegorz Borowiec, Mr. Cezary Możeński and Mr. Leszek Jerzy Pawłowicz from the Supervisory Board and appointed Mr. Mateusz Henryk Bochacik, Mr. Adrian Dworzyński, Ms. Agnieszka Krzętowska, Mr. Remigiusz Nowakowski and Mr. Arkadiusz Siwko as Supervisory Board Members.

Due to the above-mentioned changes, as of 29 January 2016, the Supervisory Board of PKN ORLEN included the following members:

**TABLE 29.** Composition of PKN ORLEN's Supervisory Board from 29 January 2016.

Name and Surname	Position held in PKN ORLEN's supervisory board
Angelina Sarota	Chairman of the Supervisory Board
Radosław L. Kwaśnicki	Vice – Chairman of the Supervisory Board (since 8 February 2016)
Mateusz Henryk Bochacik	Secretary of the Supervisory Board (since 8 February 2016)
Artur Gabor	Member of the Supervisory Board (Independent Member of the Supervisory Board)
Agnieszka Krzętowska	Member of the Supervisory Board (Independent Member of the Supervisory Board)
Arkadiusz Siwko	Member of the Supervisory Board
Adrian Dworzyński	Member of the Supervisory Board (Independent Member of the Supervisory Board)
Remigiusz Nowakowski	Member of the Supervisory Board

In 2015 the Supervisory Board held 10 minuted meetings and adopted 72 resolutions.

**TABLE 30.** Number of women and men in the Supervisory Board of PKN ORLEN, including changes in the composition in the presented period.

As at	Number of women	Number of men
1 January 2014	1	6
21 April 2014	1	5
15 May 2014 – 31 December 2015	1	8
29 January 2016	2	6

### The rules of conduct of PKN ORLEN's Supervisory Board

#### Appointing and recalling members of PKN ORLEN's Supervisory Board

PKN ORLEN's Supervisory Board is composed of six to nine members. The State Treasury is authorized to appoint and recall one Member of the Supervisory Board, other Members of the Supervisory Board are appointed and recalled by the General Meeting of Shareholders. Members of PKN ORLEN's Supervisory Board are appointed for a joint term of office, ending on the day when the Ordinary General Meeting has been held, approving the financial statements for the whole second financial year of such term of office. Individual Members of the Supervisory Board and the entire Supervisory Board can be recalled at any time before the end of the term of office. The General Meeting of PKN ORLEN appoints the Chairman of the Supervisory Board, whereas the vice-chairman and the secretary are appointed by the Supervisory Board from amongst the other members of the Board.

The current term of the Supervisory Board terminates on the date of the Ordinary General Meeting approving the financial statements of the Company for 2015.

Pursuant to the Articles of Association of PKN ORLEN, at least two members of the Supervisory Board have to comply with the following independency provisions (the so-called independent members of the Supervisory Board):

- he/she is not an employee of the Company or a Related Entity,
- he/she has not been a member of management authorities of the Company or a Related Entity within the last five years prior to the appointment to the Supervisory Board,
- he/she is not a member of supervisory and management authorities of a Related Entity,
- he/she does not receive nor has received, within the last five years prior to the appointment to the Supervisory Board, a considerable additional remuneration. i.e. remuneration exceeding the aggregate amount of PLN 600.000 from the Company or a Related Entity, apart from the remuneration due to the member of supervisory authorities,
- he/she is not nor has been, within the last three years prior to the appointment to the Supervisory Board, a partner or employee of the current or former chartered auditor examining the financial statements of the Company or a Related Entity,
- he/she is not a shareholder holding 5% or more votes at the Company's General Meeting of Shareholders or a Related Entity's General Meeting,
- he/she is not a member of supervisory or management authorities or an employee of an entity having 5% or more votes at the Company's General Meeting of Shareholders or a Related Entity's General Meeting,

- he/she is not an ascendant, descendant, spouse, sibling, spouse's parent or any other person remaining in an adoptive relationship with any of the persons mentioned above,
- he/she has not hold the position of the Company's Supervisory Board member for more than 3 terms of office,
- he/she is not a member of the Management Board of the company, where a member of the Company's Management Board holds the position of a member of the Supervisory Board,
- he/she is free from any significant connections with members of the Company's Management Board by participation in other companies.

Independent members of the Supervisory Board, before being appointed to the Supervisory Board, should submit to the Company a written statement of compliance with above mentioned provisions. If the mentioned provisions are not met, a member of the Supervisory Board is obliged to immediately notify the Company thereof. The Company informs the shareholders about the current number of independent members of the Supervisory Board.

If the number of independent members of the Supervisory Board is less than two, the Company's Management Board is obliged to immediately convene a General Meeting of Shareholders and put an issue concerning changes in the composition of the Supervisory Board on the agenda of the General Meeting. The Supervisory Board acts in its current composition until the changes in the composition of the Supervisory Board are made, i.e. the number of independent members is adjusted to the statutory requirements set in the Articles of Association whereas the provisions of § 8 item 9 of the Articles of Association (containing a list of resolutions which must be passed with consent of at least one half of independent Supervisory Board members) do not apply.

#### Organization of PKN ORLEN's Supervisory Board's operations

Organization of the Supervisory Board is in accordance with the principles set out in the Regulations of the Supervisory Board.

Meetings of the Supervisory Board are held when necessary, however, not less frequently than once every two months. The meetings are convened by the Chairman of the Supervisory Board. In case of his absence or inability to act his role this task is ascribed to the Vice – Chairman of the Supervisory Board, and respectively to Secretary of the Supervisory Board. Written invitations shall be sent to the Members of the Supervisory Board, at least seven



days before the date of the session.

Moreover, as stated in the Company's Articles of Association, a Supervisory Board meeting should be convened following a written request of a shareholder or shareholders representing at least one tenth of the share capital, the Management Board or a member of the Supervisory Board. In such cases the session should be convened within two weeks from the receipt of such request and should be held no later than within three weeks of such request being received. If a Supervisory Board meeting is not convened within two weeks of the request being filed, the requestor can call the session by himself through a written notice specifying the time, venue and the proposed agenda sent to the members of the Supervisory Board, at least seven days before the date of the meeting.

Meetings of the Supervisory Board can only take place when all its members have been properly invited. Meetings can also be held without the meeting being formally convened if all the Supervisory Board members are present and grant their consent to the session being held and to certain issues being put on the agenda.

The Supervisory Board can pass resolutions if at least half of its members participate in the meeting. Subject to the provisions of the Commercial Code, a resolution of the Supervisory Board can be passed in writing or with the use of direct means of remote communication. Resolutions of the Supervisory Board are passed with an absolute majority of the votes cast in the presence of at least half of the members of the Supervisory Board, while the votes cast mean votes "for", "against" and "abstain." This does not apply to any members of the Management Board or the entire Management Board being recalled or suspended during the term of their office when at least two thirds of all the Supervisory Board members have to vote in favour of the resolution.

Passing resolutions on the following matters:

- any contribution to members of the Management Board provided by the Company or any related entities,
- giving permission to sign any significant agreement by the Company or a subsidiary with an entity related to the Company, a member of the Supervisory Board, or Management Board as well as with their related entities,
- appointing a certified auditor to audit the financial statements of the Company,
- requires the consent of at least one half of the independent members of the Supervisory Board. Such provisions do not exclude applying art. 15 § 1 and 2 of the Commercial Code.

With a view to fulfilling its duties, the Supervisory Board can review all the Company documents, demand reports and explanations from the Management Board and the employees as well as inspect the Company's assets.

#### **Competence of PKN ORLEN's Supervisory Board**

The Supervisory Board of PKN ORLEN exercises permanent supervision over the Company's operations, in all fields of its activity, specifically, the Supervisory Board is authorized to act as set out in the Commercial Code and the Company's Articles of Association. The Supervisory Board takes relevant steps required to regularly obtain exhaustive information from the Management Board about all the material issues relating to of PKN ORLEN's operations and the risk related to the business operations and risk

management methods applied.

Pursuant to the Articles of Association the Supervisory Board is also authorized to:

- appoint and recall the President, Vice-Presidents and other members of the Management Board (except for one member of the Management Board appointed and recalled by the Supervisory Board at the request of the State Treasury until the State Treasury sells the last Company share). represent the Company in contracts with the Management Board, including the terms of their employment contracts,
- suspend the activities of individual or all members of the Management Board for important reasons as well as delegating a member or members of the Supervisory Board to temporarily perform the duties of those members of the Management Board who are unable to perform their duties,
- approve the Management Board Regulations,
- appoint an entity authorized to audit the financial statements and performing an audit or review of financial statements of the Company and the consolidated financial statements of the ORLEN Group,
- assess the financial statements in terms of its accuracy both in terms of its compliance with the accounting books and documents the factual status, assess the Management Board's report on the Company's business operations as well as the Management Board motions on the allocation of profit and coverage of loss, and submit to the General Meeting of Shareholders an annual written report on the results of the above assessments,
- assess the financial statements of the ORLEN Group and the Management Board's report on the business operations of the ORLEN Group and submit the annual written report on the results of such assessment,
- issue opinions on any matter submitted by the Management Board to be presented either to Ordinary or Extraordinary General Meeting of Shareholders,
- grant consent to the members of the Management Board to take positions in supervisory or management authorities of other entities and to collect remuneration for such activities,
- grant consent to implement investment project and to incur the related liabilities in case the expenses or charges due to such activity exceed the equivalent of one half of the Company's share capital,
- set the scope, accuracy and time for submission by the Management Board of its annual and long-term financial plans and plans for the Company's development strategy,
- approve the Company's development strategy and long-term financial plans,
- issue opinions on the annual financial plans,
- give consent, upon the Management Board's motion, to sell real estate, perpetual usufruct or participation in real estate where the net book value does not exceed one twentieth of the share capital,
- give consent, upon the Management Board's motion, to purchase real estate, perpetual usufruct or participation in real estate where the net acquisition price exceeds one fortieth of the share capital,
- give consent to purchase the Company's own shares to prevent serious damage referred to in art. 362 § 1 item 1 of the Commercial Code, posing a direct threat to the Company,
- appoint the acting President of the Management Board, referred to in § 9 item 3 point 3, in the event the President is suspended from duty or his/her mandate expires before the



end of the term of office.

The Articles of Association also stipulate that the consent of PKN ORLEN's Supervisory Board is required to:

- set up a branch abroad,
- sell or encumber property, plant and equipment which net book value exceed one twentieth of the asset value stated in the recent financial statements approved by the General Meeting of Shareholders, as a result of one or several related legal actions being taken,
- dispose of or encumber, in any way whatsoever, shares or stakes in the following companies: Naftoport Sp. z o.o., Inowrocławskie Kopalnie Soli S.A. and in the company to be established with a view to transporting liquid fuels through pipelines,
- incur other liabilities exceeding the equivalent of one fifth of the share capital, as a result of one or several related legal actions being taken during the financial year, except for the following:
  - activities performed within the scope of ordinary management activity, including in particular all activities relating to Fuels trading,
  - activities approved by the Supervisory Board in the annual financial plans,
  - activities which need the consent of the Shareholders Meeting in order to be performed,
  - activities performed in connection with the implementation of the investment task, approved by the Supervisory Board in accordance with § 8 item 11 point 9 of the Articles of Association, up to the amount not exceeding 110 percent of the amount allocated for this investment task,
  - activities concerning the implementation of the investment task and the related liabilities, if expenditures or charges do not exceed the cap indicated in § 8 sec. 11 item 9 of the Articles of Association,
- implementing capital or tangible investments abroad worth more than one twentieth of the share capital,
- exercise the Company's voting right at general meetings and partners/associates/shareholders meetings of the

- subsidiaries and other entities, if the value of the shares or stakes held by the Company, at a price the shares were acquired or taken up exceed one fifth of the Company's share capital, as regards merger with another company and Company restructuring, sale and lease of the Company's undertaking and establishing on it the right to use, amendments to the Articles of Incorporation or Articles of Association, execution of the concern contract within the meaning of Article 7 of the Commercial Code and winding up of the Company,
- establish commercial law companies and join existing companies, as well as to make contributions to cover shares in companies, and to sell shares if the Company's capital involvement in a given company so far, or commitment which the Company is about to achieve as a result of buying or acquiring shares, calculated on the basis of the share purchase or acquisition price, exceeds one tenth of the initial capital, excluding the purchase of shares in the regulated market
- pay interim dividends to the shareholders.

If the Supervisory Board withholds its consent to any of the above activities being taken, the Management Board can address the General Meeting of Shareholders to adopt a resolution to approve the relevant activity.

Additionally, following a request of at least two members, the Supervisory Board is obliged to consider undertaking supervisory actions specified in such request.

Given the best practice standards and in order to enable the shareholders to make a true and fair view of the Company, the Supervisory Board of PKN ORLEN is in charge of the additional duty to submit to the General Meeting of the Company a concise assessment of PKN ORLEN's standing, including internal control and risk management system relevant for the Company. The assessment is submitted annually, before the date of the Company's General Meeting to allow time for PKN ORLEN shareholders to get acquainted with it. Moreover, the Supervisory Board prepares an annual report on its work, in which it takes into account both the number of meetings held and the most important issues dealt with in the year.

#### 4.8.3 Committees of Supervisory Board

The Supervisory Board of PKN ORLEN may elect permanent or ad hoc committees which act as its collective advisory and opinion making bodies.

The following permanent committees operate within the Supervisory Board of PKN ORLEN:

- Audit Committee,
- Strategy & Development Committee,
- Nomination and Remuneration Committee,
- Corporate Governance Committee,
- Corporate Social Responsibility Committee (CSR Committee).

The mentioned Committees report annually to the Supervisory Board on its activities, Competences of the Committee is regulated by Terms of the Supervisory Board, which is made available for shareholders on the Company's website [www.orient.pl](http://www.orient.pl).

All Committees are appointed by the Supervisory Board from

amongst its members and the Committee itself chooses its Chairman. The Committees consist of between 3 to 5 members, but at least two members of Audit Committee are independent members and at least one has skills and expertise in the field of accounting or finance.

The Committee meetings are convened by the Committee Chairman and if he/she is either absent or unable to perform his/her duties by the chairman of the Supervisory Board or another member of the Supervisory Board indicated by the chairman, who invites all the Committee Members to the meeting and notifies all the other

Supervisory Board members of the meeting. All the members of the Supervisory Board can participate in the Committee meetings. The Committee chairman can invite to the Committee meetings members of the Management Board, the Company's employees and other persons whose participation in the meeting is expedient to carry out the Committee tasks.

The Committee resolutions are passed with a simple majority of the votes cast. In the event of an equal number of "for" and

"against" vote cast, the Committee chairman has the casting vote.

#### Composition of Supervisory Board Committees of PKN ORLEN in 2015

**TABLE 31.** Composition of Supervisory Board Committees of PKN ORLEN as at 1 January 2015.

NAME AND SURNAME	POSITION HELD IN PKN ORLEN'S SUPERVISORY BOARD COMMITTEE
<b>Audit Committee</b>	
Artur Gabor	Committee Chairman, Independent Member of the Supervisory Board
Leszek Pawłowicz	Committee Member, Independent Member of the Supervisory Board
Grzegorz Borowiec	Committee Member
Radosław L. Kwaśnicki	Committee Member
<b>Strategy and Development Committee</b>	
Cezary Banasiński	Committee Chairman, Independent Member of the Supervisory Board
Leszek Pawłowicz	Committee Member, Independent Member of the Supervisory Board
Artur Gabor	Committee Member, Independent Member of the Supervisory Board
Angelina Sarota	Committee Member
Cezary Możeński	Committee Member
<b>Nomination and Remuneration Committee</b>	
Angelina Sarota	Committee Chairman
Grzegorz Borowiec	Committee Member
Adam Ambrozik	Committee Member
Cezary Banasiński	Committee Member, Independent Member of the Supervisory Board
Maciej Bałtowski	Committee Member
<b>Corporate Governance Committee</b>	
Cezary Możeński	Committee Chairman
Angelina Sarota	Committee Member
Radosław L. Kwaśnicki	Committee Member
Maciej Bałtowski	Committee Member
<b>Corporate Social Responsibility Committee</b>	
Artur Gabor	Committee Chairman, Independent Member of the Supervisory Board
Adam Ambrozik	Committee Member
Radosław L. Kwaśnicki	Committee Member

Due to the changes in the structure of Supervisory Board, introduced on 23 November 2015 and 29 January 2016, the Supervisory Board established the following Committee members:

**TABLE 32.** Composition of Supervisory Board Committees of PKN ORLEN from 22 March 2016.

NAME AND SURNAME	POSITION HELD IN PKN ORLEN'S SUPERVISORY BOARD COMMITTEE
<b>Audit Committee</b>	
Artur Gabor	Committee Chairman, Independent Member of the Supervisory Board
Agnieszka Krzętowska	Committee Member, Independent Member of the Supervisory Board
Remigiusz Nowakowski	Committee Member
<b>Strategy and Development Committee</b>	
Remigiusz Nowakowski	Committee Chairman
Adrian Dworzyński	Committee Member, Independent Member of the Supervisory Board
Artur Gabor	Committee Member, Independent Member of the Supervisory Board
Angelina Sarota	Committee Member
Arkadiusz Siwko	Committee Member
<b>Nomination and Remuneration Committee</b>	
Angelina Sarota	Committee Chairman
Mateusz Bochacik	Committee Member
Adrian Dworzyński	Committee Member, Independent Member of the Supervisory Board
Agnieszka Krzętowska	Committee Member, Independent Member of the Supervisory Board
<b>Corporate Governance Committee</b>	
Adrian Dworzyński	Committee Chairman, Independent Member of the Supervisory Board
Mateusz Bochacik	Committee Member
Angelina Sarota	Committee Member
Radosław L. Kwaśnicki	Committee Member
<b>Corporate Social Responsibility Committee</b>	
Artur Gabor	Committee Chairman, Independent Member of the Supervisory Board
Mateusz Bochacik	Committee Member
Radosław L. Kwaśnicki	Committee Member
Agnieszka Krzętowska	Committee Member, Independent Member of the Supervisory Board

### Committees of PKN ORLEN's Supervisory Board

#### Audit Committee

In 2015, the Audit Committee of the Supervisory Board held 14 meetings, including 2 shared meetings with the Nomination and Remuneration Committee and adopted 7 resolutions.

The task of the Audit Committee is to advise the Supervisory Board of PKN ORLEN on the issues related to the proper implementation of budget and financial reporting rules and internal control within the Company and the ORLEN Group, as well as cooperation with the Company's certified auditors. In particular, the tasks of the Committee:

- to monitor the work of the certified auditors and submit recommendations to the Supervisory Board as to the selection and fee of the certified auditors,
- to discuss with the certified auditors, prior to commencement of audit of each annual financial

- statements, the nature and scope of the audit, and to monitor co-ordination of work between the certified auditors, review interim and annual financial statements of the Company (consolidated and separate), with particular focus on:

- any changes of accounting standards, rules and practices,
- main areas of judgement,
- material adjustments following from the audit,
- going concern statements,
- compliance with applicable accounting regulations.

Furthermore, the tasks of the Audit Committee are:

- to discuss any problems or objections that may result from the audit of the financial statements,
- to analyze Management Letter Point prepared by the

certified auditors, independency and objectivity of their audit and the Management Board's replies,

- to give opinions on annual and long-term financial plans,
- to give opinions on the dividend policy, profit distribution and issue of securities,
- to review the management accounting system,
- to review the internal control system, including control mechanisms in terms of finance, operations, compliance with the provisions of law, risk and management assessment,
- to review the reports of internal certified auditors employed by the Company and basic findings made by other internal analysts together with the Management Board's replies to these observations, including an examination of the degree of independence of internal auditors and to give opinions on the Management Board's intentions as to employment matters or dismissal of the head of internal audit,
- to review, on an annual basis, the internal audit program, coordination of the work of internal and external auditors and to analyze the conditions for internal auditors operation, cooperation with the Company's organizational units in charge of audit and control and to evaluate their work on a periodical basis,
- cooperation with the Company's organizational units responsible for audit and control and periodic evaluation of their work,
- to consider all other issues relating to the Company's audit raised by the Committee or the Supervisory Board,
- to notify the Supervisory Board of any material issues regarding the operation of the Audit Committee.

The Audit Committee meetings are held at least once per quarter, each time prior to the publication of the Company's financial statements.

#### **Corporate Governance Committee**

In 2015 the Corporate Governance Committee of the Supervisory Board held 4 meetings.

The task of the Corporate Governance Committee is to assess:

- implementation of the corporate governance principles,
- presentation of above principles to the Supervisory Board,
- opinion on normative documents regarding corporate governance,
- assessment of reports concerning compliance with the corporate governance principles prepared for the Warsaw Stock Exchange in Warsaw,
- opinion on the draft amendments of the Company's corporate documents and to develop such drafts in case of own documents of the Supervisory Board,
- monitoring the Company management for compliance with legal and regulatory requirements, including compliance with the of PKN ORLEN's Code of Ethics and the corporate governance principles.

#### **Strategy and Development Committee**

In 2015 the Strategy and Development Committee of the Supervisory Board held 6 meetings.

The task of the Strategy and Development Committee is to issue opinions and submit recommendations to the Supervisory Board on planned investments and divestments which exert a material

impact on the Company's assets. In particular, the Committee:

- assesses the effect of planned and conducted already implemented investments and divestments on the form of the Company's assets,
- evaluates the activities contracts letters of intent and other documents relating to the actions aimed at acquisition, sale, encumbrance or any other disposal of the Company's material assets,
- issues opinions on any strategic documents which the Management Board submits to the Supervisory Board,
- issues opinions on the Company's development strategy, including long-term financial plans

#### **Nomination and Remuneration Committee**

In 2015 Nomination and Remuneration Committee of the Supervisory Board held 3 meetings, and 2 shared meetings with the Audit Committee.

The task of the Nomination and Remuneration Committee is to help to attain the strategic goals of the Company by providing the Supervisory Board with opinions and motions on how to shape the management structure, with regard to organizational solutions, remuneration schemes and selection of the staff with the skills required to ensure the Company's success. In particular, the tasks of the Committee include:

- to initiate and issue opinions on the solutions in the area of Management Board members nomination system,
- to issue opinions on the solutions proposed by the Management Board in the area of the Company's management system, aimed at ensuring efficiency, integrity and safety of the Company's management,
- to periodically review and recommend the rules for determining incentive schemes to the Management Board members and top executives, with a view to the Company's interest,
- periodically review the remuneration system applicable to Management Board members and managerial staff directly reporting to the Management Board members, including managerial contracts and incentive schemes and to submit to the Supervisory Board the proposals how to shape them in the context of the Company's strategic goal attainment,
- to submit to the Supervisory Board opinions on the rationale behind performance-driven remuneration, in the context of evaluating the degree to which the Company's specified tasks and goals are met,
- to assess the Company's human resources management system.

#### **Corporate Social Responsibility (CSR) Committee.**

In 2015 Corporate Social Responsibility (CSR) Committee held 2 meetings.

The task of the CSR Committee is to support the Company's strategic objectives by taking into account social, ethical and environmental issues in the Company's operations and in contacts with stakeholders (including employees, customers, shareholders, local communities). In particular, the tasks of the Committee include:

- supervising the implementation of Corporate Social Responsibility strategy by the Company,
- monitoring the Company management for compliance with the PKN ORLEN's Code of Ethics,

- periodic assessment of the Company's activities in the area of CSR,

- acceptance of the annual report summarizing the CSR activities performed by the Company.

#### 4.9 Remuneration policy

Remuneration for Members of the Board is determined by the Supervisory Board taking into account the recommendations of the Nomination and Remuneration Committee. The components of the Management Board Members remuneration system include:

- monthly fixed-base pay,
- annual bonus dependent on the accomplishment level of quantitative and qualitative targets,
- severance pay for dismissal from the Management Board Member function,
- compensation for non-competition.

All elements of the remuneration and additional benefits are governed by an agreement between the Member of the Management Board and the Company.

Additional benefits for the Management Board Members may include company car, life and endowment insurance agreement, private health insurance for the Management Board Member and his/her closest family as well as possibility to cover reasonable expenses of personal and property protection.

Additional benefits for directors directly reporting to the PKN ORLEN's Management Board may include company car, payment of premium for insurance with investment option, private health insurance for the director and his/her closest family, including preventive medicine, sport activities and rehabilitation, additional financing for apartment rental, covering costs of removal during the employment, possibility to use benefits under the PKN ORLEN Social Benefits Funds Rules as well as to participate in the PKN ORLEN Employee Pension Scheme.

PKN ORLEN remuneration policy supports achievement of the Company's goals, in particular long-term shareholder value creation and the company's stability.

##### General terms and conditions of the annual bonuses

Members of the Management Board are entitled to an annual bonus on the principles established in the contract, which includes the Bonus System Regulations for the Management Board. The level of annual bonus depends on the performance of individual tasks (qualitative and quantitative), established by the Supervisory Board for the individual Members of the Management Board. The Supervisory Board appoints each year from four to seven individual bonus tasks that are recorded in Goals Charter of the Board Member. Assessment of the performance of individual bonus tasks (quantitative and qualitative) by particular Member of the Management Board is made each year by the Supervisory Board on the Chairman of the Management Board's recommendation, which contains assessment of individually performed bonus tasks of all Members of the Management Board, reports on the performance of bonus tasks by members of the Board, PKN ORLEN's financial statements and other documents the investigation of which the Supervisory Board deems appropriate.

Quantitative assessment of the performance of individual bonus tasks is made by awarding percentage points. Qualitative assessment of the performance of individual bonus tasks is made by granting a level of achievement according to the principles

contained in the Bonus System Regulations of the Management Board. Execution of individual bonus tasks is expressed as the sum of the weighted percentage points granted by the Supervisory Board for each bonus task.

The Supervisory Board adopts a resolution to grant or not the Board Member of the annual bonus for the financial year, and its amount, by 30 April of the following year. The annual bonus will be paid if the Company's consolidated financial statements for the financial year will be approved by the General Meeting.

For 2015, the Supervisory Board has set for all Members of the Management Board the following six quantitative objectives:

- EBIT reported of the Concern,
- EBITDA LIFO of the Concern,
- Maintenance CAPEX of the Concern + overhead and personnel costs of the Concern,
- Development CAPEX of the Concern,
- Stock exchange rate: TSR PKN relative to the market,
- Accident rate: the Concern's TRR.

and attributed to them relevant bonus thresholds. The Supervisory Board for each of the Members of the Management Board also established quality objectives associated with supervised by them unit.

##### Rules for awarding bonuses for key management personnel (including Members of the Management Board)

The regulations applicable to PKN ORLEN Management Board, directors reporting directly to the Management Board of PKN ORLEN and other key positions have certain common features. Persons covered by the above-mentioned systems are remunerated for the implementation of individual goals set at the beginning of the bonus period by the Supervisory Board for the Management Board and the Management Board for the key executive personnel. The bonus systems are consistent with the Company's Values and promote cooperation between particular employees and motivate them to achieve the best possible results for the PKN ORLEN.

The targets set are qualitative and quantitative, and are settled for after end of the year for which they were set, based on the principles adopted in the applicable Bonus System Regulations. Regulations also gives the possibility to highlight employees who have a significant contribution to the achieved results.

##### Remuneration of the Members of the Management Board and the Supervisory Board of the Company due to sit on the Management or Supervisory Boards of subsidiaries, jointly controlled entities and associates

Members of the PKN ORLEN's Management Board in 2015, who were acting as the Management or Supervisory Boards Members of subsidiaries, jointly controlled entities and associates of the ORLEN Group did not receive any remuneration, with the exception of Unipetrol a.s. wherein the payments were transferred to ORLEN's Foundation "Dar Serca". As at 31 December 2015, four members of the Management Board of PKN ORLEN sat on the Supervisory Board of Unipetrol a.s.

**The agreements with the Members about non-competition and termination on appeal from the position held**

In accordance with applicable agreements, Members of PKN ORLEN's Management Board are required for a period of 6 or 12 months from the date of termination or expiry of the contract, to refrain from competitive activities. During this period, the Management Board members are entitled to receive compensation in the amount of six or twelve monthly basic salary, paid in equal monthly installments. The Company may waive the President and Members of the Management Board of the non-competition clause applicable after the termination or expiration of the contract or reduce the duration of the ban. In the case of an exemption from the ban of competition, the Company does not pay compensation. If the period of the ban of competition was shortened, compensation shall be in proportion to the duration of non-competition.

In addition, the agreements provide for the payment of compensation in case of termination due to dismissal from the post. Salary in this case amounts to six or twelve basic monthly remuneration. The Supervisory Board may authorize the use of these provisions also in case of resignation from the position of Member of the Management Board as Board Member.

The ORLEN Group Members of the Board are obliged from the date of termination or expiry of the agreement to refrain from competitive activity for a period of 6 months. During this period they receive remuneration in the amount of 50% of six-month basic salary, payable in six equal monthly installments. In contrast, the severance allowance of appeal from the position held is three to six times the monthly remuneration.



**Glossary of selected technical definitions**

GLOSSARY OF DEFINITIONS AND ABBREVIATIONS	
<b>ALKYLATION</b>	Refinery process in PKN ORLEN, namely that olefin and paraffin fractions are merged in order to produce high-octane gasoline component (alkylate). The process is run on alkylation installation in the presence of hydrofluoric acid.
<b>BARREL</b>	Unit of liquid volume used mainly in the oil industry. 1 barrel of crude oil (1 bbl) = 42 American gallons = 158.96832 l.
<b>BIOESTERS</b>	Methyl esters of higher fatty acids produced from vegetable oils or animal fats. Used as a bio-component for diesel fuel or as a fuel for cars with diesel engines. Meets the quality standards set for the biofuel in the PN EN 14214, applicable both in Poland and other European Union markets.
<b>BIOETHANOL</b>	Ethanol derived from biomass or biodegradable waste.
<b>BOE</b>	Barrel of oil equivalent
<b>DISTILLATION</b>	Method of physical separation of liquid mixtures, which uses the phenomenon of differences in boiling temperatures of particular components in the mixture undergoing distribution.
<b>DIFFERENTIAL BRENT/URAL</b>	Difference between the quotations of two kinds of crude oil, calculated as: Med Strip - Ural Rdam (Ural CIF Rotterdam).
<b>HYDROCRACKING</b>	Cracking of hydrocarbon raw materials in the presence of hydrogen. This process raises the efficiency of light products from crude oil
<b>HYDRODESULPHURIZATION</b>	The process of removing sulfur compounds in the raw material by contact with hydrogen at the catalyst bed under high temperature and pressure
<b>CATALYST</b>	Substance, which accelerates (initiates) the expected chemical reaction.
<b>CRACKING</b>	Thermal or catalytic conversion of heavy or more complex hydrocarbons into light products and coke, which increases the yields of light products from crude oil.
<b>MED STRIP</b>	Brent crude oil quotation.
<b>MODEL DOWNSTREAM MARGIN</b>	Calculated as: revenues from products sold (90.7% Products = 22.8% Gasoline + 44.2% Diesel + 15.3% HHO + 1.0% SN 150 + 2.9% Ethylene + 2.1% Propylene + 1.2% Benzene + 1.2% PX) – costs (input 100% = 6.5% Brent Crude + 91.1% URAL Crude + 2.4% Natural Gas)
<b>MODEL REFINING MARGIN</b>	Calculated as: revenues from products sold (93.5% Products = 36% Gasoline + 43% Diesel + 14.5% HHO) - costs (100% input: crude oil and other raw materials). Total input calculated acc. to Brent crude quotations. Spot market quotations.
<b>MODEL PETROCHEMICAL MARGIN</b>	Calculated as: revenues from products sold (98% Products = 44% HDPE + 7% LDPE + 35% PP Homo + 12% PP Copo) - costs (100% input = 75% naphtha + 25% LS VGO). Contract market quotations.
<b>MONOMERS</b>	Molecules of the same type or number of different kind of compounds characterize not very high molecular weight, which can form polymers during polymerization reaction.
<b>NET DRILLINGS</b>	The number of drillings corrected with the share of other partners.
<b>POLYMERS</b>	Chemicals of very high molecular weight, which consist of many repeated units called mers, polyethylene and polypropylene
<b>TOE</b>	Tonne Oil Equivalent (toe) - energy equivalent of one metric ton of crude oil with a calorific value equal to 10 000 kcal/kg.
<b>TRR</b>	Total Recordable Rate = international accident rate in enterprises determined as follows: (number of accidents in a given period/number of hours worked in the period)* 1 000 000.
<b>T1 PSER</b>	The number of events with greater consequences in relation to the release substance into the environment x 1 000 000 / number of hours worked
<b>T2 PSER</b>	The number of events with smaller consequences in relation to the release substance into the environment x 1 000 000 / number of hours worked
<b>UPSTREAM</b>	Oil exploration and mining.
<b>URAL RDAM (URAL CIF ROTTERDAM)</b>	Ural crude oil quotation in Rotterdam.
<b>WHITE PRODUCT YIELD</b>	The yield of gasoline, diesel and heating fuel, fuel fractions, dry and liquefied petroleum gas compared to the amount of processed crude oil.
<b>HYDROCARBONS</b>	Organic compounds made of carbon and hydrogen. Crude oil and natural gas are mixtures of hydrocarbons.
<b>HIGH-PERFORMANCE COGENERATION</b>	The production of electricity or mechanical energy and heat in cogeneration what allows savings of primary energy used in cogeneration unit in amount not lower than 10% in comparison to production of electricity and heat in separated systems or in cogeneration unit of installed electric capacity below 1 MW in comparison to production of electricity and heat in separated systems.

Glossary is also available on the Company website: <http://www.orn.pl>.

**Glossary of selected financial definitions**

FINANCIAL GLOSSARY	
ADR	American Depository Receipt = certificate issued by an American bank representing a share of a foreign stock that the bank holds in trust but that is traded on an American stock exchange.
EURIBOR	Interbank Offered Rate – interest rate of interbank credit on the interbank market in euro zone.
GDR	Global Depository Receipt = security issued outside of Poland by the Depository Bank in relation to shares.
LIBOR	London Interbank Offered Rate – interest rate on the London market that apply to interbank credits.
WIBOR	Warsaw Inter Bank Offered Rate - interest rate on the Polish interbank market that apply to interbank credits.

FINANCIAL RATIOS	
ROA	$\text{net profit} / \text{total assets} \times 100\%$
ROE	$\text{net profit} / \text{equity} \times 100\%$
LIQUIDITY RATIOS	
CURRENT LIQUIDITY	current assets/short-term liabilities
QUICK LIQUIDITY	$(\text{current assets} - \text{inventories} - \text{prepayments}) / \text{short-term liabilities}$
NET WORKING CAPITAL	trade receivables + inventories – trade liabilities
TURNOVER RATIOS	
RECEIVABLES TURNOVER	$\text{average amount of trade receivables. net} / \text{net revenues} \times 365 \text{ days}$
LIABILITIES TURNOVER	$\text{average amount of trade liabilities. gross} / \text{cost of goods sold} \times 365 \text{ days}$
INVENTORY TURNOVER	$\text{average amount of inventories} / \text{net revenues} \times 365 \text{ days}$
ASSETS TURNOVER	$\text{net revenues} / \text{average balance of assets}$
DEBT SERVICE COVERAGE RATIO	
FINANCIAL LEVERAGE	$\text{net debt} / \text{equity} \times 100\%$

The Management Board Report on the Operations of the PKN ORLEN was approved by the Management Board on 23 March 2016.



.....  
Wojciech Jasiński  
President of the Board

.....  
Sławomir Jędrzejczyk  
Vice-President of the Board

.....  
Mirosław Kochalski  
Vice-President of the Board

.....  
Piotr Chelmiński  
Member of the Board

.....  
Zbigniew Leszczyński  
Member of the Board

.....  
Krystian Pater  
Member of the Board