

2007

ORLEN
FACT BOOK





ORLEN

Polski Koncern Naftowy ORLEN
Spółka Akcyjna

ORLEN Fact Book

2007

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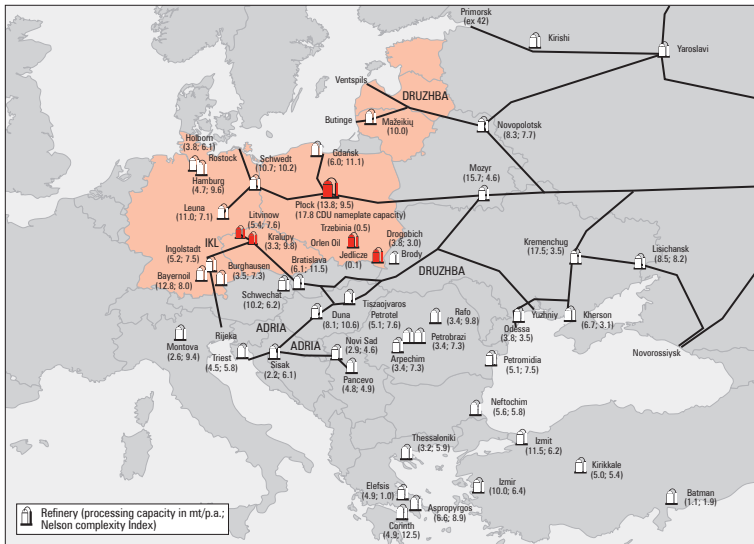
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Who we are

- PKN ORLEN, based in Płock, is one of the largest downstream companies in Central & Eastern Europe. PKN ORLEN is present in the Polish, Lithuanian, Czech and German markets.
- We are the largest, high quality integrated refining and petrochemical production complex in Europe and we operate the largest retail network in the region.
- The retail network is supported by an efficient logistics infrastructure comprising storage depots and pipeline networks.
- The major companies of the ORLEN Group are: Mažeikių Nafta, Unipetrol a.s., Basell Orlen Polyolefins Sp. z o.o., ORLEN Deutschland AG, ANWIL SA, IKS Solino SA, ORLEN Oil Sp. z o.o., Trzebinia Refinery and Jedlicze Refinery.
- PKN ORLEN shares are listed on the Warsaw Stock Exchange, in the form of depositary receipts on the London Stock Exchange and the US OTC market.

PKN ORLEN in the region. Main refinery assets in the region



Source: Oil & Gas Journal (January 2005), PKN ORLEN.

Financial highlights 2000–2007; IFRS basis

	2000 PLN m	2001 PLN m	2002 PLN m
Total assets	14,087	14,383	15,073
Shareholders' equity	7,766	8,353	8,741
Net debt ⁽¹⁾	2,542	2,549	2,341
Revenues	18,602	17,038	16,902
EBITDA	2,335	1,706	1,891
EBITDA margin	12.6%	10.0%	11.2%
EBIT	1,425	617	731
EBIT margin	7.7%	3.6%	4.3%
Corporate tax	-362	-153	-285
Net profit	902	376	421
Minority interests	23	15	29
Net profit attributable to equity holders of the parent	879	361	392
Net cash provided by operating activities	1,073	2,112	1,292
CAPEX ⁽²⁾	1,459	1,533	967

¹⁾ Net debt = short and long-term interest-bearing debt – (cash and cash equivalents).

²⁾ Purchase of tangible and intangible assets. Data for 2006 ex. Mažeikių Nafta acquisition at a level of PLN 5,729 m.

2003 PLN m	2004 PLN m	2005 PLN m	2006 PLN m	2007 PLN m
17,149	20,869	33,404	45,419	46,149
9,937	13,631	19,313	21,583	22,619
2,402	478	3,285	7,828	8,656
24,412	30,680	41,188	52,867	63,793
2,503	4,037	6,728	4,685	5,035
10.3%	13.2%	16.3%	8.9%	7.9%
1,267	2,687	4,948	2,577	2,604
5.2%	8.8%	12.0%	4.9%	4.1%
-198	-601	-701	-669	-531
987	2,538	4,638	2,060	2,480
34	55	59	74	68
953	2,482	4,578	1,986	2,412
1,707	3,637	3,664	3,693	1,965
1,337	1,824	2,026	1,925	3,694

Financial ratios

	2000	2001	2002	2003	2004	2005	2006	2007
	PLN	PLN	PLN	PLN	PLN	PLN	PLN	PLN
EPS	2.15	0.89	1.00	2.35	5.93	10.84	4.82	5.80
EBIT per share	3.39	1.47	1.74	3.01	6.28	11.57	6.02	6.09
EBITDA per share	5.56	4.06	4.50	5.95	9.44	15.73	10.95	11.77
CF from operations per share	2.55	5.03	3.07	4.06	8.50	8.57	8.63	4.59
Dividend per share	0.05	0.12	0.14	0.65	2.13	0.0⁽¹⁾	0.00	0.0⁽²⁾
Total assets per share	33.53	34.23	35.87	40.75	48.79	78.10	106.19	107.90
Book value per share	18.48	19.88	20.80	23.61	31.87	45.15	50.46	52.88
Gearing ⁽³⁾	32.7%	30.5%	26.8%	24.2%	3.5%	17.0%	36.3%	38.3%
ROACE ⁽⁴⁾	10.8%	4.2%	4.8%	7.9%	16.5%	21.8%	8.0%	6.8%
Number of shares	420,177,137	420,177,137	420,177,137	420,804,797	427,709,061	427,709,061	427,709,061	427,709,061

¹⁾ Mažeikių Nafta acquisition drove PKN ORLEN's Management Board decision and resulted in no dividend payout for 2005.

²⁾ Management Board recommendation (refers to net profit of mother company – PKN ORLEN), decision will be taken at AGM on 6th June 2008.

³⁾ Gearing = net debt / shareholders' equity.

⁴⁾ ROACE = EBIT after current tax rate / average (shareholders' equity + net debt).

Financial highlights 2004–2007 in EUR and USD; IFRS basis*

	2004	2005	2006	2007	2004	2005	2006	2007
	EUR m	EUR m	EUR m	EUR m	USD m	USD m	USD m	USD m
Total assets	5,116	8,654	11,855	12,804	6,979	10,243	15,605	18,953
Shareholders' equity	3,342	5,004	5,633	6,276	4,558	5,922	7,416	9,289
Net debt ⁽¹⁾	117	851	2,043	2,402	160	1,007	2,690	3,555
Revenues	6,767	10,232	13,573	16,864	8,396	12,733	17,040	23,057
EBITDA	890	1,671	1,203	1,331	1,105	2,080	1,510	1,820
EBITDA margin	13.2%	16.3%	8.9%	7.9%	13.2%	16.3%	8.9%	7.9%
EBIT	593	1,229	662	688	735	1,529	831	941
EBIT margin	8.8%	12.0%	4.9%	4.1%	8.8%	12.0%	4.9%	4.1%
Corporate tax	-133	-174	-172	-140	-164	-217	-216	-192
Net profit	560	1,152	529	656	695	1,434	664	897
Minority interests	12	15	19	18	15	18	24	25
Net profit attributable to equity holders of the parent	547	1,137	510	638	679	1,415	640	872
Net cash provided by operating activities	802	910	948	519	995	1,133	1,190	710
CAPEX ⁽²⁾	402	503	494	976	499	626	620	1,335

¹⁾ Net debt = short and long-term interest-bearing debt – (cash and cash equivalents).

²⁾ Purchase of tangible and intangible assets.

* Specific position of assets, equity and liabilities calculation based on the year-end exchange rate respectively, and specific items in profit and loss and cash flows – by the arithmetic average exchange rates. Source published by the National Bank of Poland, see page 52.

Segmental financial highlights 2005–2007

unaudited data based on Q4'07 financial report

	Refining			Retail		
	2005 PLN m	2006 PLN m	2007 PLN m	2005 PLN m	2006 PLN m	2007 PLN m
Revenues ⁽²⁾	20,285	25,145	34,629	13,236	14,942	16,676
EBITDA	4,112	2,263	2,713	511	845	732
EBITDA margin	20.3%	9.0%	7.8%	3.9%	5.7%	4.4%
EBIT	3,538	1,762	1,689	239	573	423
EBIT margin	17.4%	7.0%	4.9%	1.8%	3.8%	2.5%
Depreciation	574	649	1,024	272	272	309
CAPEX	533	624	1,903	463	541	778
Volume sales (kt)	11,125	12,629	18,864	3,499	4,100	4,521

¹⁾ Includes corporate center.

²⁾ Sales to third parties.

Petrochemical			Chemical			Others ⁽¹⁾		
2005	2006	2007	2005	2006	2007	2005	2006	2007
PLN m	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m
5,107	9,461	9,300	1,747	2,381	2,492	814	938	696
2,130	1,599	1,692	482	407	413	-508	221	101
41.7%	16.9%	18.2%	27.6%	17.1%	16.6%	-62.4%	23.6%	14.5%
1,643	842	1,068	286	224	246	-758	8	-155
32.2%	8.9%	11.5%	16.3%	9.4%	9.9%	-93.2%	0.9%	-22.3%
487	758	624	196	183	167	250	213	256
387	320	522	295	174	118	201	218	322
1,923	3,051	3,059	1,326	1,804	1,826	204	166	139

Summary of operating data

ORLEN Group	2000	2001	2002	2003	2004	2005	2006	2007
	kt	kt	kt	kt	kt	kt	kt	kt
ORLEN Group total throughput of crude oil	13,064	12,881	13,041	12,272	12,655	15,383	18,029	22,794
Refineries in Poland total throughput of crude oil ⁽¹⁾	13,064	12,881	13,041	12,272	12,655	12,764	13,748	13,916
Refineries in Unipetrol total throughput of crude oil ⁽²⁾						2,619	4,281	4,137
Refinery in Mažeikių Nafta ⁽³⁾								4,741
Plock Refinery								
Annual nameplate crude processing capacity ⁽⁴⁾	13,500	13,500	13,500	13,500	13,500	13,500	13,800	13,800
Throughput of crude oil	12,537	12,319	12,474	11,724	12,194	12,570	13,612	13,646
Throughput of other feedstocks	967	859	944	905	938	1,029	1,136	1,311
Capacity utilisation	92.9%	91.3%	92.4%	86.8%	90.3%	93.1%	98.6%	98.9%
Production of refining products	10,327	9,995	9,761	9,299	9,811	10,130	10,446	10,888
Production of petrochemicals	983	899	1,165	1,121	1,120	1,040	1,641	1,599
Trzebinia Refinery								
Annual nameplate crude distillation capacity	400	500	500	500	500	500	500	500
Throughput of crude oil	400	446	437	423	331	79	21	148
Throughput of other feedstocks	330	182	126	133	58	132	241	100
Capacity utilisation	100.0%	89.2%	87.4%	84.6%	66.2%	15.8%	4.2%	29.6%

¹⁾ Plock, Trzebinia and Jedlicze.

²⁾ Refers to the Unipetrol refinery since June 2005: 51% Ceska Rafinerska, 100% Paramo.

³⁾ Refers to the Mažeikių Nafta refinery. Operational data consolidated since 2007.

⁴⁾ Deep processing capacity at 13.8 mt p.a (nameplate crude distillation capacity at 17.8 mt p.a.).

Summary of operating data

Jedlicze Refinery	2000	2001	2002	2003	2004⁽¹⁾	2005	2006	2007
	kt	kt	kt	kt	kt	kt	kt	kt
Annual nameplate crude distillation capacity	140	135	135	135	135	135	135	135
Throughput of crude oil	127	116	130	125	130	115	115	122
Throughput of other feedstocks	318	391	140	121	134	128	128	89
Capacity utilisation	90.7%	85.9%	95.9%	92.6%	96.3%	84.9%	84.9%	90.4%

ORLEN Group⁽¹⁾	2000	2001	2002	2003	2004	2005	2006	2007
	kt	kt	kt	kt	kt	kt	kt	kt
Sales volume – gasoline								
Retail	1,343	1,274	1,259	2,077	1,943	1,931	1,931	2,127
Wholesale	1,879	1,857	1,863	1,596	1,819	2,331	2,331	4,361
Sales volume – diesel								
Retail	783	753	843	1,445	1,274	1,394	1,394	2,138
Wholesale	2,467	2,270	2,285	2,374	2,795	3,788	3,788	7,559

¹⁾ In 2004 we changed the classification of sales volume. The total sales volume from ORLEN Deutschland and ORLEN PetroCentrum were attributed to the retail segment till 2003. From 2004 the volume was split into retail and wholesale segments.

Headcount

Employees ⁽¹⁾	2000	2001	2002	2003	2004	2005	2006	2007
ORLEN Group ⁽²⁾ employees	13,342	17,582 ⁽³⁾	17,818	15,133	14,296	20,805 ⁽⁴⁾	24,113 ⁽⁵⁾	22,927
Parent company – PKN ORLEN employees	7,646	7,333	7,298	6,287	5,701	5,370	4,780	4,748

Employees by business segment	2005			2006		
	PKN ORLEN	GROUP COMPANIES	ORLEN GROUP	PKN ORLEN	GROUP COMPANIES	ORLEN GROUP
Wholesale and refining	1,355	3,527	4,882	1,289	7,103	8,392
Retail	667	275	942	580	251	831
Petrochemicals	766	6,310	7,076	740	5,177	5,917
Other	2,582	5,323	7,905	2,171	6,802	8,973
Total	5,370	15,435	20,805	4,780	19,333	24,113

Employees by business segment	2007		
	PKN ORLEN	GROUP COMPANIES	ORLEN GROUP
Wholesale and refining	1,292	6,467	7,759
Retail	572	530	1,102
Petrochemicals		2,584	2,584
Other	2,884	8,598	11,482
Total	4,748	18,179	22,927

¹⁾ At the end of the period.

²⁾ In this context, "ORLEN Group" means the company and its consolidated subsidiaries but does not include associated companies.

³⁾ Full consolidation of ANWIL since Q2'2001.

⁴⁾ Full consolidation of Unipetrol since Q2'2005; Unipetrol number of employees as at the end of 2005, 6,534.

⁵⁾ Full consolidation of Mažeikių Nafta since Q1'2007; Mažeikių Nafta number of employees as at the end of 2006, 3,740.

Shareholder structure at 31 December 2007⁽¹⁾

	Number of shares as at 31 December 2007	% of issued shares as at 31 December 2007
Nafta Polska SA	74,076,299	17.32%
Polish State Treasury	43,633,897	10.20%
Others	309,998,865	72.48%
Total	427,709,061	100.00%
Free float	309,998,865	72.48%

¹⁾ The current shareholder structure can be found on our corporate website www.orlen.pl.



Financial data 2000–2007

IFRS basis

Balance sheet

	2000	2001	2002	2003	2004	2005	2006	2007
	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m
Total non-current assets	9,125	9,951	9,814	10,715	12,948	20,886	27,661	26,783
Total current assets, of which	4,962	4,432	5,259	6,434	7,922	12,519	17,758	19,366
Inventories	2,705	2,199	2,868	3,058	3,201	6,113	7,399	10,365
Trade and other receivables	2,013	1,951	2,088	2,578	2,604	4,827	6,547	7,000
Cash and cash equivalents	190	214	222	629	1,853	1,232	2,661	1,666
Total assets	14,087	14,383	15,073	17,149	20,869	33,404	45,419	46,149
Shareholders' equity, of which	7,766	8,353	8,741	9,937	13,631	19,313	21,583	22,619
Minority interests	170	395	412	427	440	2,641	2,732	2,637
Non-current liabilities, of which	2,232	2,227	1,409	2,745	3,238	5,554	8,958	11,091
Interest bearing borrowings	1,236	1,261	402	1,836	2,084	3,406	6,211	8,603
Current liabilities, of which	4,089	3,803	4,923	4,467	4,000	8,537	14,878	12,439
Interest bearing borrowings	1,496	1,502	2,161	1,195	248	1,111	4,278	1,719
Total liabilities and shareholders' equity	14,087	14,383	15,073	17,149	20,869	33,404	45,419	46,149

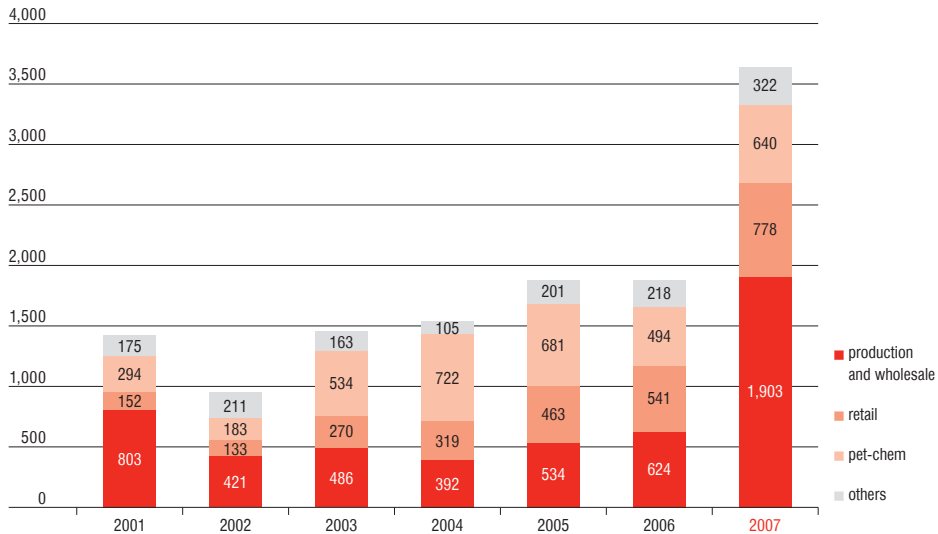
Income statement

	2000	2001	2002	2003	2004	2005	2006	2007
	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m
Revenues	18,602	17,038	16,902	24,412	30,680	41,188	52,867	63,793
Cost of sales	-15,042	-14,166	-13,455	-19,986	-24,605	-34,079	-45,872	-56,134
Gross profit	3,560	2,872	3,447	4,426	6,075	7,109	6,995	7,659
Distribution costs	-1,458	-1,504	-1,787	-2,259	-2,116	-2,391	-2,641	-3,176
Administrative expenses	-619	-829	-891	-934	-855	-1,039	-1,171	-1,637
Other operating expenses/revenues net	-58	78	-38	34	-418	1,269	-608	-242
Profit from operations	1,425	617	731	1,267	2,687	4,948	2,577	2,604
Financial income	255	264	211	279	625	669	603	1,190
Financial expenses	-441	-362	-220	-377	-367	-480	-671	-1,050
Income from investments accounted for using equity method	48	25	13	50	193	203	221	267
Profit before income tax and minority interests	1,287	544	735	1,219	3,138	5,339	2,729	3,011
Income tax	-362	-153	-285	-198	-601	-701	-669	-531
Net profit	902	376	421	987	2,538	4,638	2,060	2,480
Minority interests	23	15	29	34	55	59	74	68
Net profit attributable to equity holders of the parent	879	361	392	953	2,482	4,578	1,986	2,412

Cash flow

	2000	2001	2002	2003	2004	2005	2006	2007
	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m
Cash flow from operations, of which	1,073	2,112	1,292	1,707	3,637	3,664	3,693	1,965
Net profit	902	376	421	987	2,538	4,638	2,060	2,480
Share in profit from investments accounted for under equity method					-193	-203	-221	-267
Amortisation and depreciation	910	1,089	1,130	1,207	1,350	1,780	2,108	2,431
Interest and dividends, net	203	209	128	29	80	103	191	456
Other	-22	65	41	-158	-242	-2,414	86	-266
Change in working capital	-920	373	-428	-358	104	-240	-531	-2,870
Increase / decrease in receivables	-520	209	-171	-114	-135	-358	-838	-536
Increase / decrease in inventories	-663	651	-668	-158	-244	-1,805	-313	-3,235
Increase / decrease in accrued expenses and payables	264	-366	382	-111	174	1,336	658	941
Increase/ decrease in provisions	-1	-121	29	25	309	587	-38	-39
Net cash flow used in investing activities	-1,606	-1,750	-908	-1,381	-2,700	-2,503	-6,746	-2,845
Net cash flow used in financing activities	532	-335	-409	58	-838	-764	4,278	27
Net increase/decrease in cash and cash equivalents	-1	27	-25	384	99	396	1,225	-853

Capital expenditures in 2001–2007 [PLN m]



**Operating data
2001–2007**

Fuels and other refinery product sales revenues in the ORLEN Group⁽¹⁾

Light product revenues	2001		2002		2003		2004		2005 ⁽¹⁾		2006		2007	
	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%
Gasoline	4,576	29.7	4,401	29.3	8,325	36.2	10,471	35.9	11,229	28.8	13,162	26.5	16,830	29.6
Diesel oil	3,833	24.9	3,614	24.1	6,320	27.5	8,112	27.8	12,706	32.6	16,291	32.8	20,831	36.6
Light heating oil	2,156	14.0	1,642	10.9	2,094	9.1	2,794	9.6	3,318	8.5	3,134	6.3	2,317	4.1
JET A-1 aviation fuel	403	2.6	253	1.7	345	1.5	564	1.9	936	2.4	1,103	2.2	1,346	2.4
Total light products	10,968	71.2	9,910	66.0	17,084	74.3	21,941	75.3	28,189	72.2	33,689	67.9	41,324	72.6
Other refining product revenues	2001		2002		2003		2004		2005 ⁽¹⁾		2006		2007	
	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%
LPG	446	2.9	372	2.5	481	2.1	528	1.8	729	1.9	948	1.9	1,468	2.6
Heavy heating oil	452	2.9	539	3.6	330	1.4	289	1.0	392	1.0	603	1.2	1,709	3.0
Bitumen	292	1.9	323	2.2	170	0.7	445	1.5	588	1.5	959	1.9	961	1.7
Base oils	110	0.7	83	0.6	42	0.2	29	0.1	87	0.2	216	0.4	194	0.3
Motor oils	129	0.8	109	0.7	114	0.5	117	0.4	117	0.3	141	0.3	149	0.3
Industrial oils	137	0.9	107	0.7	119	0.5	135	0.5	166	0.4	274	0.6	290	0.5
Others	575	3.7	712	4.7	1,547	6.7	1,522	5.2	2,028	5.2	1,160	2.3	1,706	3.0
Total other refinery products	2,141	13.9	2,245	15.0	2,803	12.2	3,066	10.5	4,106	10.5	4,300	8.7	6,477	11.4

¹⁾ Unipetrol consolidated since June 2005.

Fuels and other refinery sales volumes in the ORLEN Group⁽¹⁾

Light product	2001		2002		2003		2004		2005		2006		2007	
	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
Gasoline	3,131	24.7	3,122	24.3	3,673	25.4	3,762	25.6	4,276	23.9	4,653	21.6	6,488	23.3
Diesel oil	3,023	23.9	3,128	24.4	3,819	26.4	4,069	27.7	5,223	29.3	6,865	31.9	9,698	34.8
Light heating oil	2,039	16.1	1,585	12.3	1,786	12.3	1,958	13.3	1,852	10.4	1,587	7.4	1,189	4.3
JET A-1 aviation fuel	322	2.5	268	2.1	308	2.1	373	2.5	465	2.6	499	2.3	652	2.3
Total light products	8,515	67.2	8,103	63.1	9,586	66.2	10,162	69.2	11,815	66.2	13,603	63.2	18,027	64.7
Other refinery product	2001		2002		2003		2004		2005		2006		2007	
	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
LPG	366	2.9	302	2.4	319	2.2	300	2.0	367	2.1	427	2.0	725	2.6
Heavy heating oil	1,038	8.2	1,044	8.1	546	3.8	488	3.3	516	2.9	667	3.1	2,063	7.4
Bitumen	471	3.7	551	4.3	164	1.1	607	4.1	790	4.4	958	4.4	1,043	3.7
Base oils	84	0.7	73	0.6	42	0.3	37	0.3	47	0.3	100	0.5	90	0.3
Motor oils	35	0.3	29	0.2	27	0.2	25	0.2	28	0.2	37	0.2	30	0.1
Industrial oils	47	0.4	33	0.3	36	0.2	40	0.3	60	0.3	81	0.4	120	0.4
Others	543	4.3	673	5.2	1,561	10.8	830	5.7	984	5.5	804	3.7	871	3.1
Total other refinery products	2,584	20.4	2,705	21.1	2,695	18.6	2,327	15.8	2,794	15.6	3,074	14.3	4,942	17.7

¹⁾ Unipetrol consolidated since June 2005.

Petrochemical sales revenues in the ORLEN Group

	2001		2002		2003		2004		2005		2006		2007	
	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%
<i>PKN ORLEN, Unipetrol (since June 2005)</i>														
Acetone	47	0.3	50	0.3	62	0.3	79	0.3	69	0.2	70	0.1	83	0.1
Benzene	58	0.4	97	0.6	118	0.5	223	0.8	270	0.7	512	1.0	536	0.9
Butadiene	48	0.3	60	0.4	74	0.3	86	0.3	122	0.3	259	0.5	219	0.4
Ethylene	76	0.5	17	0.1	262	1.1	193	0.7	329	0.8	715	1.4	805	1.4
Phenol	98	0.6	92	0.6	124	0.5	183	0.6	145	0.4	142	0.3	188	0.3
Glycols	153	1.0	178	1.2	208	0.9	312	1.1	252	0.6	294	0.6	297	0.5
Propylene	107	0.7	123	0.8	359	1.6	330	1.1	440	1.1	755	1.5	710	1.2
Toluene	37	0.2	74	0.5	86	0.4	107	0.4	152	0.4	259	0.5	245	0.4
Others petrochemical and chemical	401	2.6	499	3.3	501	2.2	644	2.2	2,159	5.5	3,505	7.1	3,168	5.6
<i>PKN ORLEN, BOP (since Q2'2003), Chemopetrol (since June 2005)</i>														
Polyethylene	379	2.5	410	2.7	144	0.6	351	1.2	793	2.0	1,866	3.8	1,890	3.3
Polypropylene	307	2.0	349	2.3	134	0.6	292	1.0	634	1.6	1,395	2.8	1,490	2.6
<i>ANWIL, Spolana (since June 2005)</i>														
CANWIL	99	0.6	118	0.8	147	0.6	169	0.6	187	0.5	219	0.4	215	0.4
PVC granules	103	0.7	132	0.9	143	0.6	194	0.7	184	0.5	246	0.5	242	0.4
PVC	238	1.5	476	3.2	520	2.3	685	2.4	683	1.7	1,012	2.0	1,087	1.9
Ammonium nitrate	154	1.0	179	1.2	229	1.0	276	0.9	309	0.8	359	0.7	382	0.7
Total petrochemical sales	2,305	15.0	2,854	19.0	3,111	13.5	4,124	14.2	6,728	17.2	11,609	23.4	11,555	20.3
Total sales revenues	15,414	100.0	15,009	100.0	22,998	100.0	29,131	100.0	39,023	100.0	49,598	100.0	56,919	100.0

Total sales revenues for the ORLEN Group were PLN 17,038 m in 2001, PLN 16,902 m in 2002, PLN 24,412 m in 2003, PLN 30,680 m in 2004, PLN 41,188 m in 2005, PLN 52,867 m in 2006 and PLN 63,793 m in 2007.

Petrochemical sales by volumes in the ORLEN Group

	2001		2002		2003		2004		2005		2006		2007	
	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
<i>PKN ORLEN, Unipetrol (since June 2005)</i>														
Acetone	31	0.2	31	0.2	32	0.2	34	0.2	27	0.1	28	0.1	32	0.1
Benzene	46	0.4	74	0.6	73	0.5	76	0.5	110	0.6	185	0.9	191	0.7
Butadiene	36	0.3	51	0.4	43	0.3	45	0.3	49	0.3	92	0.4	77	0.3
Ethylene	32	0.3	10	0.1	135	0.9	80	0.5	129	0.7	251	1.2	273	1.0
Phenol	51	0.4	50	0.4	51	0.3	53	0.4	43	0.2	44	0.2	50	0.2
Glycols	90	0.7	115	0.9	95	0.7	104	0.7	89	0.5	114	0.5	105	0.4
Propylene	68	0.5	82	0.6	193	1.3	145	1.0	164	0.9	253	1.2	235	0.8
Toluene	26	0.2	55	0.4	57	0.4	70	0.5	81	0.5	122	0.6	122	0.4
Others petrochemical and chemical	214	1.7	336	2.6	359	2.5	313	2.1	947	5.3	1,576	7.3	1,616	5.8
<i>PKN ORLEN, BOP (since Q2'2003), Chemopetrol (since June 2005)</i>														
Polyethylene	137	1.1	159	1.2	48	0.3	91	0.6	230	1.3	468	2.2	450	1.6
Polypropylene	120	0.9	141	1.1	46	0.3	86	0.6	184	1.0	364	1.7	374	1.3
<i>ANWIL, Spolana (since June 2005)</i>														
CANWIL	228	1.8	283	2.2	339	2.3	332	2.3	358	2.0	395	1.8	386	1.4
PVC granules	37	0.3	47	0.4	49	0.3	59	0.4	57	0.3	74	0.3	68	0.2
PVC	120	1.0	205	1.6	211	1.5	208	1.4	249	1.4	332	1.5	351	1.3
Ammonium nitrate	328	2.6	389	3.0	474	3.3	495	3.4	530	3.0	561	2.6	552	2.0
Total petrochemical sales	1,566	12.4	2,028	15.8	2,204	15.2	2,191	14.9	3,247	18.2	4,859	22.6	4,882	17.5
Total sales revenues	12,665	100.0	12,836	100.0	14,484	100.0	14,679	100.0	17,856	100.0	21,537	100.0	27,851	100.0

Technical specification of refinery instalation in Plock

	2000	2001	2002	2003	2004	2005	2006	2007
	kt	kt	kt	kt	kt	kt	kt	kt
Atmospheric and vacuum distillation units	13,500	13,500	13,500	17,800	17,800	17,800	17,800	17,800
Deep processing capacity	13,500	13,500	13,500	13,500	13,500	13,500	13,800	13,800
Semi-regenerative reformers	1,230	1,260	930	930	930	930	330 ⁽¹⁾	330
CCR reformers	1,600	1,606	1,606	1,606	1,606	1,606	1,606	1,606
Jet kerosene hydrotreater	160	160	160	160	160	160	600 ⁽²⁾	600
Gas oil hydrotreaters	4,260	4,260	4,260	4,260	4,260	4,260	3,660 ⁽²⁾	3,660
FCC I, II	2,300	2,300	2,300	2,300	2,300	2,300	1,500 ⁽¹⁾	1,500
Alkylation unit	150	150	150	150	150	150	150	150
Furfural extraction	400	400	400	400	400	400 ⁽³⁾	400	400
Lubricant dewaxing	266	215	215	215	215	215 ⁽³⁾	215	215
Lube hydrofinisher	130	130	130	130	130	130 ⁽³⁾	130	130
Bitumen	600	600	600	600 ⁽⁴⁾	700	700	700	700
Hydrocracker	2,600	2,600	2,600	3,400	3,400	3,400	3,400	3,400
Isomerisation C ₅ -C ₆	600	600	600	600	600	600	600	600
Vacuum residue hydrotreater	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800

¹⁾ Effective level of utilisation. The oldest parts of unit are excluded.

²⁾ Change in the technological process.

³⁾ Units moved to ORLEN Oil Sp. z o.o.

⁴⁾ Units moved to ORLEN Asphalt Sp. z o.o.

Technical specification of petrochemical instalation in Plock

	2000	2001	2002	2003	2004	2005	2006	2007
	kt	kt	kt	kt	kt	kt	kt	kt
Acetone	29	29	29	29	29	32	32	32
Benzene / PGH-2	115	115	115	115	115	256 ⁽¹⁾	256	256
Butadiene	55	55	55	55	55	55	60	60
Aromatic petrochemicals	480	480	480	480	480	550 ⁽²⁾	550	550
MTBE (Methyl Tert Butyl Ether)	100	120	120	120	120	115 ⁽³⁾	115	115
Phenol	45	45	45	45	45	51	51	51
Glycols	105	106	106	106	106	106	106	106
Olefins	360	360	360	360	360	700 ⁽⁴⁾	700	700
Paraxylene	32	32	32	32	32	32	32	32
Ethylene oxide	100	105	105	105	105	105	105	105
Pyrolitic gasoline hydrogenation	288	270	270	270	270	523 ⁽⁵⁾	523	523

¹⁾ Unit was stopped in May 2005. From first half of 2005 the unit works as 2nd level of pyrolitic gasoline hydrogenation (PGH-2). From 2005 BT fraction production (benzene-toluene).

²⁾ Modernisation of Aromatic extraction installation in 2005. Capacity in terms of benzene production is 178 kt.

³⁾ Production of EETB (ethyl-tert-butiric ester).

⁴⁾ Ethylene production 700 kt pa and propylene production 485 kt pa (Including FCC – Fluid Catalytic Cracker).

⁵⁾ Modernisation finalized by mid July 2005.

Technical specification of petrochemical instalation in BOP

BOP	2003	2004	2005	2006	2007
	kt	kt	kt	kt	kt
<i>Polyethylene</i>					
HDPE (Hostalen); High Density Polyethylene			320	320	320
LDPE I; Low Density Polyethylene	45	45	45	45	23
LDPE II; Low Density Polyethylene	100	100	100	100	100
<i>Polypropylene</i>					
PP* (Spheripol)			400	400	400
PP I	72	72	72		
PP II	72	72	72		

* PP – Polypropylene.

Technical specification of chemical instalation in ANWIL SA and Spolana a.s.

ANWIL SA	2003	2004	2005	2006	2007
	kt	kt	kt	kt	kt
Ammonia	520	520	520	520	520
Nitrogen acid	650	650	650	650	650
Ammonium nitrate	837	837	837	837	837
CANWIL	495	495	495	495	495
Chlorine	180	180	180	195	195
VCM (Vinyl chloride)	275	275	300	300	300
PVC (Polyvinyl chloride)	275	275	300	300	300
PVC granules	60	60	76	76	76
Spolana a.s.	2003	2004	2005	2006	2007
	kt	kt	kt	kt	kt
Chlorine	132	132	132	132	135
VCM (Vinyl chloride)	134	134	134	134	148
PVC (Polyvinyl chloride)	131	131	131	131	132
PVC granules	0	2.6	3.6	9.7	12
Caprolactam	42	45	45	47	48.5

Throughput and production yields in the Plock Refinery

Throughput	2000		2001		2002	
	kt	%	kt	%	kt	%
Crude oil	12,537	92.8	12,319	93.5	12,474	93.0
Other feedstocks, of which:	967	7.2	859	6.5	944	7.0
Natural gas	384	2.8	368	2.8	363	2.7
Total	13,504	100.0	13,178	100.0	13,418	100.0

Production yield: Fuels	2000		2001		2002	
	kt	%	kt	%	kt	%
Gasoline	3,206	28.3	3,176	29.2	2,979	27.3
Diesel oil	3,147	27.8	2,759	25.3	3,020	27.6
Light heating oil	1,526	13.5	1,974	18.1	1,705	15.6
JET A-1 aviation fuel	263	2.3	283	2.6	263	2.4
LPG	253	2.2	217	2.0	208	1.9
Total fuels	8,395	74.2	8,409	77.2	8,175	74.8

Other refinery products	2000		2001		2002	
	kt	%	kt	%	kt	%
Heavy heating oil	1,180	10.4	939	8.6	950	8.7
Bitumen ⁽¹⁾	508	4.5	425	3.9	487	4.5
Base oils and others	244	2.2	223	2.0	149	1.4
Total non-fuel refinery products	1,932	17.1	1,587	14.6	1,586	14.5

¹⁾ Bitumen production moved to ORLEN Asfalt since 2004.

2003		2004		2005		2006		2007	
kt	%	kt	%	kt	%	kt	%	kt	%
11,724	92.8	12,194	92.9	12,569	92.4	13,612	92.3	13,646	91.2
905	7.2	938	7.1	1,029	7.6	1,136	7.7	1,312	8.8
394	3.1	439	3.3	436	3.2	494	3.4	594	4.0
12,629	100.0	13,132	100.0	13,598	100.0	14,748	100.0	14,958	100.0

2003		2004		2005		2006		2007	
kt	%	kt	%	kt	%	kt	%	kt	%
2,767	26.6	2,753	25.2	2,861	25.4	2,723	22.4	2,610	20.9
3,071	29.5	3,347	30.6	3,521	31.2	3,995	32.8	4,568	36.6
1,531	14.7	1,706	15.6	1,571	13.9	1,207	9.9	840	6.7
301	2.9	334	3.1	369	3.3	402	3.3	355	2.8
216	2.1	201	1.8	237	2.1	220	1.8	190	1.5
7,885	75.7	8,342	76.3	8,559	75.9	8,547	70.2	8,563	68.6

2003		2004		2005		2006		2007	
kt	%	kt	%	kt	%	kt	%	kt	%
717	6.9	678	6.2	625	5.5	764	6.3	995	8.0
568	5.4	561	5.1	602	5.3	701	5.8	680	5.5
129	1.2	231	2.1	452	4.0	616	5.1	639	5.1
1,415	13.6	1,470	13.4	1,679	14.9	2,081	17.1	2,314	18.5

Petrochemical unit in Plock Refinery – production yields and throughput

Petrochemicals	2000		2001		2002	
	kt	%	kt	%	kt	%
Aromatics ⁽¹⁾	116	1.0	112	1.0	197	1.8
Acetone	33	0.3	32	0.3	32	0.3
Butadiene	46	0.4	38	0.3	52	0.5
Ethylene	143	1.3	92	0.8	116	1.1
Phenol	53	0.5	51	0.5	51	0.5
Glycols	111	1.0	91	0.8	116	1.1
Polyethylene ⁽²⁾	129	1.1	138	1.3	158	1.4
Polypropylene ⁽²⁾	124	1.1	122	1.1	143	1.3
Propylene	88	0.8	70	0.6	82	0.7
Ethylene oxide	13	0.1	14	0.1	19	0.2
Others	127	1.1	138	1.3	200	1.8
Total petrochemicals	983	8.7	899	8.3	1,165	10.7
Total production yield	11,310		10,895		10,925	
Other products, losses and waste	257		258		328	
Change in stocks	28		-5		91	
Refinery fuel	1,910		2,030		2,073	
Utilisation		92.9		91.2		92.4

¹⁾ Aromatics: benzene, toluene, ortoxylylene, paraxylylene, xylene.

²⁾ Production of PE and PP moved to BOP (50% in PKN's hands) in 2003 and does not contribute to total product yields petrochemical unit in Plock. In PKN ORLEN financial statements was used equity consolidation method. Proportional consolidation since 2005.

2003		2004		2005		2006		2007	
kt	%	kt	%	kt	%	kt	%	kt	%
210	2.0	240	2.2	221	2.0	302	2.5	333	2.7
32	0.3	34	0.3	28	0.2	28	0.2	32	0.3
44	0.4	46	0.4	41	0.4	61	0.5	59	0.5
247	2.4	265	2.4	245	2.2	509	4.2	547	4.4
53	0.5	53	0.5	44	0.4	45	0.4	50	0.4
97	0.9	105	1.0	88	0.8	111	0.9	105	0.8
143	— ⁽²⁾	143	— ⁽²⁾	149	— ⁽²⁾	364	— ⁽²⁾	275	— ⁽²⁾
150	— ⁽²⁾	140	— ⁽²⁾	146	— ⁽²⁾	322	— ⁽²⁾	379	— ⁽²⁾
201	1.9	218	2.0	221	2.0	380	3.1	381	3.1
19	0.2	18	0.2	14	0.1	16	0.1	17	0.1
166	1.6	141	1.3	138	1.2	99	0.8	76	0.6
1,121	10.8	1,120	10.2	1,040	9.2	1,551	12.7	1,599	12.8
10,420		10,932		11,278		12,179		12,477	
328		228		354		209		173	
-89		-10		68		-9		-15	
1,968		1,983		2,008		2,373		2,299	
86.8		90.3		93.1		98.6		98.9	

Throughput and production yields in the Trzebinia Refinery

Throughput	2000		2001		2002	
	kt	%	kt	%	kt	%
Crude oil	400	54.8	446	71.0	437	77.6
Other feedstocks	330	45.2	182	29.0	126	22.4
Biodiesel-FAME						
Total throughput	730	100.0	628	100.0	563	100.0
Production yields	2000		2001		2002	
	kt	%	kt	%	kt	%
Diesel oil	232	31.8	111	17.8	33	5.9
Biodiesel-FAME						
Gasoline	32	4.4	3	0.5		
Light heating oil	83	11.4	54	8.7		
Total fuels	347	47.6	168	27.0	33	5.9
Other refinery products	2000		2001		2002	
	kt	%	kt	%	kt	%
Base oils	24	3.3	13	2.1		
Gasoline blending components	83	11.4	84	13.5	95	16.9
Heavy heating oil	162	22.2	190	30.5	108	19.2
Biodiesel-FAME, residues						
Other	113	15.5	167	26.8	326	58.0
Total refinery products	382	52.4	454	73.0	529	94.1
Total production yield	729	100.0	622	100.0	562	100.0
Utilisation		100.0		89.2		87.4

2003		2004		2005		2006		2007	
kt	%	kt	%	kt	%	kt	%	kt	%
423	76.1	331	85.1	79	27.8	21	5.8	148	48.7
133	23.9	58	14.9	132	46.5	241	66.0	100	32.9
				73	25.7	103	28.2	56	18.4
556	100.0	389	100.0	284	100.0	365	100.0	304	100.0
2003		2004		2005		2006		2007	
kt	%	kt	%	kt	%	kt	%	kt	%
89	16.1	46	12.0	102	36.6	211	58.9	14	7.0
				64	22.9	88	24.6	49	24.4
25	4.5	8	2.1						
114	20.6	54	14.1	166	59.5	299	83.5	63	31.3
2003		2004		2005		2006		2007	
kt	%	kt	%	kt	%	kt	%	kt	%
49	8.9								
95	17.2	81	21.1	47	16.8	21	5.9	69	34.3
				8	2.9	13	3.6	6	3.0
295	53.3	249	64.8	58	20.8	25	7.0	63	31.3
439	79.4	330	85.9	113	40.5	59	16.5	138	68.7
553	100.0	384	100.0	279	100.0	358	100.0	201	100.0
84.6		66.2		15.8		4.2		29.6	

Throughput and production yields in the Jedlicze Refinery

Throughput	2000		2001		2002	
	kt	%	kt	%	kt	%
Crude oil	127	28.7	116	22.9	130	48.0
Other feedstocks	316	71.3	391	77.1	140	51.7
Total throughput	443	100.0	507	100.0	270	100.0
Production yield	2000		2001		2002	
	kt	%	kt	%	kt	%
Gasoline	13	3.0	0	0.0	0	0.0
Diesel oil	270	62.4	350	72.0	51	19.1
Total fuels	283	65.4	350	72.0	51	19.1
Other refinery products	2000		2001		2002	
	kt	%	kt	%	kt	%
Base oils	58	13.4	50	10.3	34	12.9
Heavy heating oil	78	18.0	71	14.6	102	38.5
Others	14	3.2	15	3.1	78	29.4
Total refinery products	150	34.6	136	28.0	214	80.9
Jedlicze – Total production yield	433	100.0	486	100.0	265	100.0
Utilisation	94.1		85.9		95.9	

2003		2004		2005		2006		2007	
kt	%	kt	%	kt	%	kt	%	kt	%
125	50.8	130	49.6	115	47.3	115	55.3	122	57.8
121	49.2	132	50.4	128	52.7	93	44.7	89	42.2
246	100.0	262	100.0	242	100.0	208	100.0	211	100.0

2003		2004		2005		2006		2007	
kt	%	kt	%	kt	%	kt	%	kt	%
2	0.8	2	0.7	1	0.4	0	0.0	0	0.0
21	8.7	42	16.4	13	5.7	6	3.0	1	0.2
23	9.5	44	17.1	14	6.1	6	3.0	1	0.2

2003		2004		2005		2006		2007	
kt	%	kt	%	kt	%	kt	%	kt	%
38	15.7	36	14.0	15	6.6	0	0.0	10	4.9
164	67.8	158	62.2	166	71.0	93	46.5	62	30.5
17	7.0	17	6.7	38	16.4	101	50.5	130	64.0
219	90.5	211	82.9	219	93.9	194	97.0	202	99.5

242	100.0	254	100.0	233	100.0	200	100.0	203	100.0
92.6		96.2		84.9		85.2		90.4	

ORLEN Deutschland AG

Profit and Loss account	2003⁽¹⁾	2004	2005	2006	2007
	PLN m	PLN m	PLN m	PLN m	PLN m
Revenues	6,270	8,634	8,601	8,838	8,684
EBIT	3	-107	-171	28	30
Profit/loss net	5	-83	-107	27	32

Retail fuels sales	2003	2004	2005	2006	2007
	ml	ml	ml	ml	ml
Gasoline	843	1,042	1,041	1,034	1,065
Diesel	336	416	450	485	543
Total	1,179	1,458	1,491	1,519	1,608

Ownership structure	2003	2004	2005	2006	2007
	number	number	number	number	number
CoDo	392	387	381	376	401
DoDo	98	98	97	93	117
Total	490	485	478	469	518

Brand structure	2003	2004	2005	2006	2007
	number	number	number	number	number
ORLEN, A – Brand	126	119	116	90	58
STAR, B – Brand	320	340	336	351	431
Hypermarket sites	44	26	26	28	29
Total	490	485	478	469	518

¹⁾ Data in 2003 for 10 months only.

Mažeikių Nafta

PKN ORLEN have 90,02% stake
in Mažeikių Nafta as for December 31, 2007

Mžeikių Nafta – key financial data 2004–2007

	2004	2005	2006	2007	2004	2005	2006	2007
	LTL m	LTL m	LTL m	LTL m	USD m	USD m	USD m	USD m
Total assets	3,181	4,673	4,169	4,717	1,255	1,606	1,585	2,001
Shareholders' equity	1,139	1,959	1,968	1,907	449	673	748	809
Net debt ⁽¹⁾	212	-507	54	1,195	83	-174	21	507
Revenues	7,663	11,156	11,865	8,814	2,761	4,006	4,300	3,502
EBITDA	998	1,159	314	176	360	419	109	70
EBITDA margin	13.0%	10.4%	2.6%	2.0%	13.0%	10.5%	2.5%	2.0%
EBIT	891	1,051	182	80	321	380	61	32
EBIT margin	11.6%	9.4%	1.5%	0.9%	11.6%	9.5%	1.4%	0.9%
Corporate tax	-128	-119	-6	-65	-46	-45	-1	-27
Net profit	721	886	197	99	261	319	68	40
Net cash provided by operating activities	806	1,290	-364	-388	291	408	-95	-133
CAPEX ⁽²⁾	81	167	342	903	28	60	127	342

¹⁾ Net debt = short and long-term interest-bearing debt – (cash and cash equivalents).

²⁾ Purchase of tangible and intangible assets.

Mažeikių Nafta – key operating data

Refinery	2004	2005	2006	2007
	kt	kt	kt	kt
Annual nameplate crude distillation capacity	9,125	10,250	10,250	10,250⁽¹⁾
Throughput of crude oil	8,661	9,196	8,028	4,741
Throughput of other feedstocks	24	79	309	1,073
Capacity utilisation	95.2%	90.5%	81.3%	56.7%
Sales volume – gasoline	2,450	2,644	2,381	1,718
Retail	11	12	13	19
Wholesale	2,439	2,632	2,368	1,699
Sales volume – diesel	2,802	3,032	2,514	1,885
Retail	14	18	26	40
Wholesale	2,788	3,013	2,488	1,844
Headcount				
Employees	2004	2005	2006	2007
Mažeikių Nafta parent company employees	3,451	3,358	3,367	3,344
Mažeikių Nafta Group employees	3,862	4,057	3,740	3,737

¹⁾ Mažeikių Nafta nameplate capacity. Throughput in 2006 and 2007 lower due to VDU fire in October 2006. Vacuum Distillation Column was rebuilt and restarted its operation on January 20, 2008.

Mžeikių Nafta – revenues from refining products sales

Light product revenues	2004	2005	2006	2007	2004	2005	2006	2007
	LTL m	LTL m	LTL m	LTL m	USD m	USD m	USD m	USD m
Gasoline	2,723	3,949	4,285	3,125	981	1,418	1,553	1,241
Diesel oil	2,955	4,482	4,214	3,203	1,064	1,609	1,527	1,272
Light heating oil	8	59	56	0	3	21	20	0
JET A-1 aviation fuel	645	874	1,064	269	232	314	385	107
Total light products	6,330	9,364	9,618	6,596	2,280	3,362	3,486	2,621
Other refinery product revenues	2004	2005	2006	2007	2004	2005	2006	2007
	LTL m	LTL m	LTL m	LTL m	USD m	USD m	USD m	USD m
LPG	445	553	582	443	160	199	211	176
Heavy heating oil	557	875	1,341	847	201	314	486	337
Bitumen	63	107	127	84	23	39	46	33
Others	5	5	3	9	2	2	1	3
Total other refinery products	1,070	1,541	2,053	1,383	385	553	744	550

Mažeikių Nafta – refining products sales volumes

Light product volumes	2004		2005		2006		2007	
	kt	%	kt	%	kt	%	kt	%
Gasoline	2,450	30.4	2,644	31.1	2,381	29.9	1,672	31.7
Diesel oil	2,802	34.8	3,032	35.6	2,514	31.5	1,869	35.4
Light heating oil	7	0.1	37	0.4	32	0.4	9	0.2
JET A-1 aviation fuel	566	7.0	545	6.4	584	7.3	151	2.9
Total light products	5,825	72.3	6,258	73.6	5,511	69.1	3,702	70.2

Other refinery product volumes	2004		2005		2006		2007	
	kt	%	kt	%	kt	%	kt	%
LPG	456	5.7	453	5.3	404	5.1	285	5.4
Heavy heating oil	1,575	19.6	1,561	18.4	1,844	23.1	1,151	21.8
Bitumen	133	1.7	163	1.9	154	1.9	95	1.8
Others	67	0.8	72	0.9	63	0.8	43	0.8
Total other refinery products	2,232	27.7	2,250	26.4	2,464	30.9	1,573	29.8

Total refinery products	8,057	100.0	8,508	100.0	7,975	100.0	5,275	100.0
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Mazeikių Nafta – technical specification

	2004 kt	2005 kt	2006 kt	2007 kt
Atmospheric distillation units	8,775	9,324	8,153	5,148
Gasoline pretreating	1,527	1,759	1,516	915
Fractionation of hydrogenizate	1,470	1,650	1,387	720
Catalytic reforming	1,028	1,069	998	673
Kerosene HDT	896	879	797	528
Diesel HDT	2,675	2,956	2,388	1,599
Catalytic cracking	2,228	2,407	2,016	1,624
MTBE	358	373	289	216
Bitumen production	135	165	142	96
Sulphur recovery plants (LK)	75	82	68	47
Visbreaker	1,662	1,816	1,347	1,140
Hydrogen plant	35	37	35	13
Isomerisation C ₇ /C ₆	614	688	603	436
Vacuum distillation	4,446	4,677	3,444	1,613
VGO HDT	2,839	3,013	2,533	2,075
Oligomerisation	153	233	202	197
Reformate splitter	823	838	747	506
Saturate gas plant	258	245	284	157

Filling stations in Lithuania

	2004	2005	2006	2007
Ventus	29	27	34	34
Statoil	59	63	66	69
Hydro Texaco	19	20	21	22
Lukoil	111	114	116	116
Neste	27	30	33	36
Others	499	506	510	508
Total	744	760	780	785

Source: AB Ventus-Nafta information.



Market data

Filling stations in Poland

	2000	2001	2002	2003	2004	2005	2006 ⁽²⁾	2007 ⁽¹⁾
ORLEN Group, of which	2,077	2,041	1,933	1,903	1,906	1,927	1,932	1,897
PKN ORLEN – DODO	631	632	619	564	529	465	345	242
PKN ORLEN – DOFO			1	20	58	92	158	245
Lotos Group	275	314	333	336	368	362	403	379
Multinationals of which:	703	776	826	862	936	962	985	1,106
BP	130	146	280	280	285	303	307	342
Statoil	110	122	211	226	241	229	224	247
Shell	154	197	213	219	223	247	272	311
Jet	43	44	52	59	68	76	83	105
Hypermarkets	bd	3	11	19	32	59	98	105
Others⁽¹⁾	3,527	3,500	3,600	4,100	4,250	4,334	3,450	3,392
Total	6,582	6,631	6,692	7,201	7,490	7,644	6,868	6,879

Source: Nafta Polska, PKN ORLEN, Polish Chamber of Liquid Fuels.

CODO – Company owned Dealer operated.

DODO – Dealer owned Dealer operated.

DOFO – Dealer owned Frenshised operated.

¹⁾ Estimates.

²⁾ Change of data source. From 2006 data come from Polish Association for Industry and Naphtha Trade. It made number of filling stations more realistic.

Refining sector in Poland⁽¹⁾

Refinery	2000			2001			2002			2003		
	crude distillation capacity kt	crude processed kt	utilisation %	crude distillation capacity kt	crude processed kt	utilisation %	crude distillation capacity kt	crude processed kt	utilisation %	crude distillation capacity kt	crude processed kt	utilisation %
Plock Refinery ⁽²⁾	13,500	12,537	92.9	13,500	12,319	91.3	13,500	12,474	92.4	13,500	11,724	86.8
Trzebinia Refinery	400	400	100.0	500	446	89.2	500	437	87.4	500	423	84.6
Jedlicze Refinery	140	127	90.7	135	116	85.9	135	130	95.9	135	125	92.6
Total ORLEN Group	14,040	13,064	93.0	14,135	12,881	91.1	14,135	13,041	92.3	14,135	12,272	86.8
Gdansk Refinery	4,500	4,245	94.3	4,500	4,171	92.7	4,500	3,932	87.4	4,500	4,592	102.0
Czechowice Refinery	680	648	95.3	680	629	92.5	680	582	85.6	680	393	57.8
Gorlice Refinery	170	131	77.1	170	144	84.7	170	141	82.9	170	110	64.7
Jasto Refinery	150	95	63.3	150	90	60.0	150	83	55.3	150	61	40.7
Total	19,540	18,183	93.1	19,635	17,915	91.2	19,635	17,779	87.4	19,635	17,428	88.8

Source: Nafta Polska, PKN ORLEN.

¹⁾ Assumes nameplate crude distillation capacity as at the start of the year.

²⁾ Deep processing capacity (nameplate crude distillation capacity 17.8 million tonnes p.a.)

2004			2005			2006			2007		
crude distillation capacity	crude processed	utilisation	crude distillation capacity	crude processed	utilisation	crude distillation capacity	crude processed	utilisation	crude distillation capacity	crude processed	utilisation
kt	kt	%	kt	kt	%	kt	kt	%	kt	kt	%
13,500	12,194	90.3	13,500	12,570	93.1	13,800	13,612	98.6	13,800	13,646	98.9
500	331	66.2	500	79	15.8	500	21	4.2	500	148	29.6
135	130	96.3	135	115	85.2	135	115	84.9	135	122	90.4
14,135	12,655	89.5	14,135	12,764	90.3	14,435	13,748	95.2	14,435	13,916	96.4
4,500	4,744	105.4	6,000	4,837	80.6	6,000	6,099	101.7	6,000	6,156	102.6
680	620	91.2	600	524	87.3	600	154	25.7	600	0	0.0
170	46	27.1	170	0	0.0	170	0	0.0	170	0	0.0
150	42	28.0	150	42	28.0	150	42	28.0	150	66	44.0
19,635	18,107	92.2	21,055	18,167	86.3	21,355	20,043	93.9	21,355	20,138	94.3

Excise tax and import duties on fuels

Excise tax in Poland	2001	2002	2003	2004	2005	2006	2007
at the beginning of the year	PLN/1000 l	PLN/1000 l	PLN/1000 l	PLN/1000 l	PLN/1000 l	PLN/1000 l	PLN/1000 l
Gasoline	1,346	1,464	1,498	1,514	1,565	1,315	1,565
Diesel ⁽¹⁾	902	980	1,003	1,014	1,099	1,099	1,099
JET A-1 – aviation fuel	923	1,003	1,026	1,037	1,072	1,072	1,072

Import duties	1998	1999	2000⁽²⁾	2001–2007
Gasoline	10%	5%	3%	–
Diesel	15%	11%	4%	–

Source: Nafta Polska, europa.eu.int.

¹⁾ Sulphur content up to 50 ppm. In case of diesel with up to 10 ppm sulphur content, the excise tax amounts to 1,048 PLN/1,000 l.

²⁾ Import tariffs were lifted in September 2000.

Quality standards on fuels

Fuel quality standards in Poland (PL), Czech Republic (CZ), Slovak Republic (SK), Hungary (HU) and EU.

Gasoline standards		PL	CZ, HU, SK	EU	EU	EU
	units	2003	2003	From 2000	From 2005	From 2009
sulphur content	mg/kg, max.	150	150	150	50/10 ⁽¹⁾	10
aromatics content	% vol. max	42	42	42	35	35
benzene content	% vol. max	1	1	1	1	1
olefins content	% vol. max	18	21/18 ⁽²⁾	18	18	18
Diesel standards		PL	CZ, HU, SK	EU	EU	EU
	units	2003	2003	From 2000	From 2005	From 2009
sulphur content	mg/kg, max.	350	350	350	50/10 ⁽¹⁾	10
polyaromatic content	% (m/m), max.	11	11	11	11	11
cetane number	minimum	51	51	51	51	51

Source: Nafta Polska, OECD, PKN ORLEN.

¹⁾ 10 ppm sulphur content gasoline should be available in all regions.

²⁾ Value of 21% relates to unleaded fuel with 91 octane number.

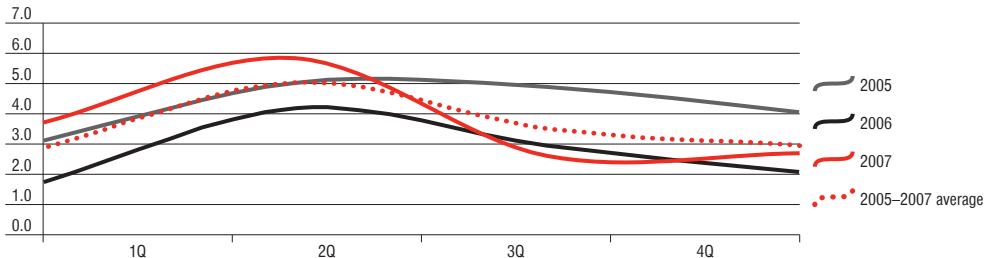
Market quotations

	2000	2001	2002	2003	2004	2005	2006	2007
PLN/USD – end of period	4.143	3.986	3.839	3.741	2.990	3.261	2.911	2.435
PLN/USD – period average	4.346	4.094	4.080	3.890	3.654	3.235	3.103	2.767
PLN/EUR – end of period	3.854	3.522	4.020	4.717	4.079	3.860	3.831	3.604
PLN/EUR – period average	4.011	3.669	3.856	4.398	4.534	4.025	3.895	3.783
PLN/CZK – end of period	0.110	0.111	0.128	0.145	0.134	0.133	0.139	0.135
PLN/CZK – period average	0.113	0.108	0.125	0.138	0.142	0.135	0.138	0.136
PLN/LTL – end of period	–	–	–	1.366	1.181	1.118	1.110	1.037
PLN/LTL – period average	–	–	–	1.274	1.312	1.165	1.128	1.096
USD/bbl								
Brent crude – end of period	22.77	19.01	30.40	30.13	40.50	57.80	58.92	96.03
Brent crude – period average	28.54	24.44	25.04	28.86	38.29	54.45	65.12	72.38
Differential Brent/Ural	1.43	1.33	1.22	1.77	4.12	4.20	3.91	3.24
USD/tonne								
Unleaded gasoline 95	307	257	250	299	403	539	632	709
Naphta	–	219	223	274	377	476	564	674
Diesel	278	237	223	276	392	545	608	672
JET A-1 aviation fuel	297	245	233	283	400	568	651	712
Light heating oil	–	223	212	260	358	514	589	643
Heavy heating oil	–	115	131	149	152	230	287	339
Ethylene	608	552	486	586	791	915	1,086	700
Propylene	501	413	429	533	693	885	1,039	636
Polyethylene*	843	717	810	960	1,063	1,221	1,293	1,653
Polypropylene*	716	651	778	880	916	1,091	1,266	1,584
PCV	785	568	663	752	1,039	1,039	1,174	1,012

Source: NBP, PKN ORLEN SA, Market quotations.

* USD/ton – price in Plock, BOP – Basell Orlen Polyolefins Sp. z o.o.

Model refinery margin ORLEN Group in USD/bbl; quarterly average^(1,2,3)



Model PKN ORLEN margin (Plock)					
USD/bbl	1Q	2Q	3Q	4Q	Annual average
2001	3.0	3.3	1.6	1.9	2.4
2002	0.4	0.8	1.1	1.8	1.0
2003	4.8	2.5	2.1	2.9	3.1
2004	4.2	6.0	5.4	7.0	5.6
2005	3.6	5.5	6.1	5.2	5.1
2006	2.8	5.9	4.2	2.9	4.0
2007	5.1	8.0	4.1	3.7	5.2
Model ORLEN Group margin					
USD/bbl	1Q	2Q	3Q	4Q	Annual average
2005	3.1	5.0	4.9	4.1	4.3
2006	1.8	4.2	2.9	2.1	2.7
2007	3.7	5.9	2.6	2.7	3.7

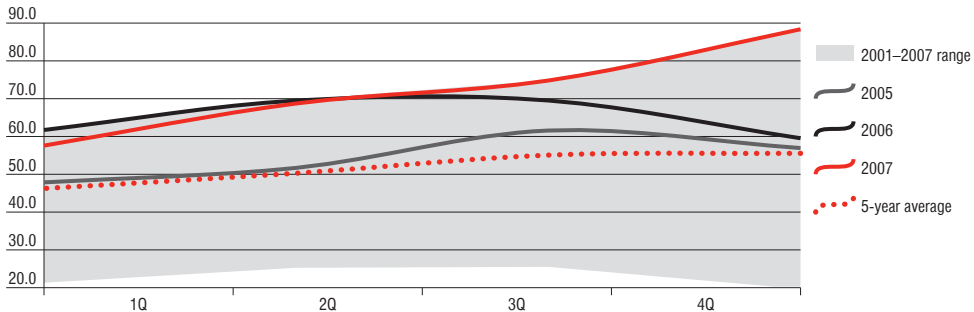
¹⁾ Refinery margin in 2001–2003 calculated as: Products (88.36%) vs Brent Dtd (100%). Products contain: Premium Unl (25.21%), EN590 (23.20%), Naphtha (16.51%), LOO (15.31%), HSFO (5.44%) i Jet (2.69%).

²⁾ Refinery margin in 2004. As above with a change EN590 should be replaced by ULSD.

³⁾ Starting from 2005 the figures show model refinery margin ORLEN Group = revenues from product sales (88% Products = 22% Gasoline + 11% Naphtha + 38% Diesel + 3% LHO + 4% JET + 10% HHO) less costs (100% feedstock = 88% Brent crude + 12% internal consumption); price of products based on market quotations.

Source: quotations based on CIF NWE, excluding HSFO FOB ARA.

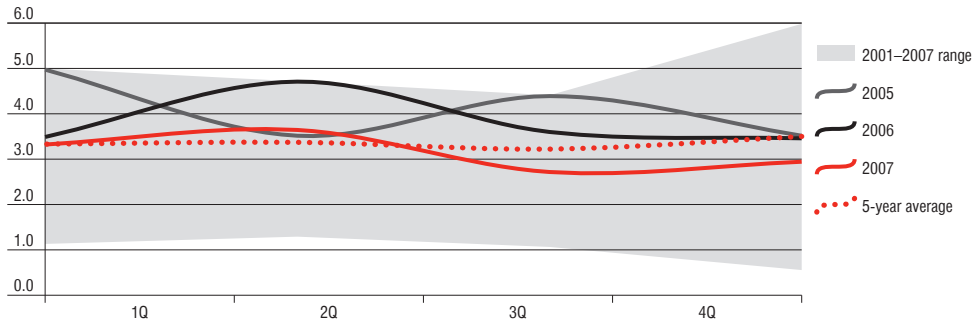
Brent crude oil price in USD/bbl; quarterly average



USD/bbl	1Q	2Q	3Q	4Q	Annual average
2001	25.8	27.4	25.3	19.4	24.5
2002	21.1	25.1	26.9	26.8	25.0
2003	31.5	26.0	28.4	29.4	28.8
2004	32.0	35.4	41.5	44.0	38.2
2005	47.7	51.6	61.6	56.9	54.5
2006	61.8	69.6	69.6	59.6	65.1
2007	57.8	68.9	74.9	88.4	72.5

Source: Market quotations.

Ural/Brent differential USD/bbl; quarterly average



USD/bbl	1Q	2Q	3Q	4Q	Annual average
2001	1.8	1.8	1.2	0.6	1.3
2002	1.2	1.3	1.1	1.3	1.2
2003	2.1	2.0	1.3	1.7	1.8
2004	2.9	3.1	4.3	6.1	4.1
2005	5.1	3.6	4.5	3.6	4.2
2006	3.6	4.8	3.7	3.6	3.9
2007	3.4	3.7	2.8	3.0	3.2

Source: Market quotations.

Macroeconomic data

Poland	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
GDP growth	6.0	6.8	4.8	4.5	4.2	1.1	1.4	3.8	5.3	3.5	6.1	6.5
Nominal GDP (USD bn)	143.9	144.0	158.5	155.2	157.6	177.7	191.5	209.5	241.8	305.5	337.3	486.1
GDP per capita (USD)	3,727	3,725	4,098	4,014	4,078	4,560	5,008	5,482	6,332	7,986	8,846	12,769
Domestic demand ⁽¹⁾	9.7	9.2	6.4	4.8	3.1	-1.4	0.9	2.7	4.5	2.4	5.8	8.5
Inflation %	19.9	14.9	11.8	7.3	10.1	3.6	0.8	1.7	4.4	0.7	1.4	2.3
Unemployment (as at 31.12.2002)	13.2	10.3	10.4	13.1	15.1	17.4	18.1	19.5	19.1	17.6	14.9	9.6

EU-15	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
GDP growth	1.6	2.5	2.9	2.6	3.3	1.6	1.0	0.8	2.0	1.4	2.7	2.6
Nominal GDP (USD bn)	8,776	8,220	8,542	8,542	7,854	7,895	7,938	8,643	10,511	9,954	10,515	18,045
GDP per capita (USD)	23,550	21,996	22,803	22,750	20,862	20,919	20,980	22,723	27,468	32,941	33,522	45,876
Domestic demand ⁽¹⁾	1.4	2.3	3.9	3.2	3.0	1.4	0.8	1.5	1.9	1.7	2.4	2.3
Inflation %	2.4	1.7	1.3	1.2	2.1	2.3	2.1	2.0	2.0	2.2	2.2	2.1
Unemployment ⁽²⁾	10.2	10.0	9.4	8.7	7.8	7.3	7.6	7.9	8.0	8.6	7.9	7.4

Source: GUS, NBR, Eurostat, OECD, ECB, estimates.

¹⁾ Change on preceding year.

²⁾ Unemployment of people aged 15–74 as a percentage of the workforce. Workforce consists of working and non-working people.

Conversion table

Basic data		
1 barrel	= 0.1590 cubic metre	= 159.0 litres
1 cubic metre	= 6.2898 barrels	= 35.31 cubic feet

Crude oil and products		
1 tonne of crude oil	= 7.4 barrels of crude oil (assuming a specific gravity of 34° American Petroleum Institute – API)	
1 barrel of crude oil per day	= 50 metric tonnes of crude oil per year	
1 tonne of LPG	= 11.6 barrels	= 1.84 cubic metre
1 tonne of gasoline	= 8.4 barrels	= 1.34 cubic metre
1 tonne of jet fuel	= 7.9 barrels	= 1.26 cubic metre
1 tonne of diesel or heating oil	= 7.4 barrels	= 1.18 cubic metre
1 tonne of fuel oil	= 6.4 barrels	= 1.02 cubic metre
1 tonne of lubricants	= 7.1 barrels	= 1.13 cubic metre
1 tonne of bitumen	= 6.2 barrels	= 0.99 cubic metre
1 tonne of aromatics	= 7.2 barrels	= 1.14 cubic metre
1 tonne of refined petroleum products	= 7.9 barrels (av.)	= 1.26 cubic metre

Additional information

Stock exchange identifier:		Warsaw	PKN ORLEN
1GDR=2 shares		London	POKD
		OTC	PSKNY
CUSIP No	REG S	731613204	
	144 A	731613105	
	Level 1 (OTC)	731613402	
Reuter ticker:		PKNAs.WA	POKDq.L
Bloomberg ticker:		PKN WA	

Other web-addresses	Group Companies
www.orken.pl	PKN ORLEN SA
www.nafta.lt	Mažeikių Nafta
www.unipetrol.cz	Unipetrol a.s.
www.orken-deutschland.de	ORLEN Deutschland AG
www.anwil.com.pl	ANWIL SA
www.rafineria-trzebinia.pl	Rafineria Trzebinia SA
www.rnjsa.com.pl	Rafineria Jedlicze SA
www.orken-oil.pl	ORLEN Oil Sp. z o.o.
www.ikssa.com.pl	IKS "Solino" SA
www.orkengaz.pl	ORLEN Gaz Sp. z o.o.

Contacts

Polski Koncern Naftowy ORLEN SA

Chemików 7, 09-411 Plock, Poland

phone +48 24 365 00 00, facsimile +48 24 365 40 40

www.orlen.pl

Warsaw Office

Chłodna 51, 00-867 Warszawa, Poland

phone +48 22 695 35 50, facsimile +48 22 628 77 28

Investor Relations Department

phone +48 24 365 33 90, facsimile +48 24 365 56 88

e-mail: ir@orlen.pl

Press Office

phone +48 24 365 41 50, facsimile +48 24 365 50 15

e-mail: media@orlen.pl

ORLEN Deutschland AG

Ramskamp 71-75, 25337 Elmshorn

phone +49 41 21 47 11, facsimile +49 41 21 47 12 71

www.orlen-deutschland.de

Financial calendar

Quarterly consolidated results

Q1 2008	15.05.2008
Q2 2008	13.08.2008
Q3 2008	13.11.2008

Half-year 2008 results

Consolidated results of the ORLEN Group	25.09.2008
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Notes

www.orken.pl