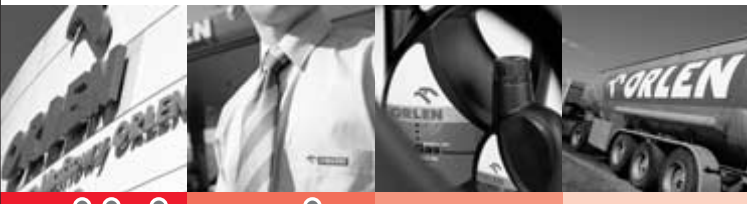


## FACT BOOK 2000



**ORLEN**

Polski Koncern Naftowy ORLEN  
Spółka Akcyjna

# FACT BOOK 2000

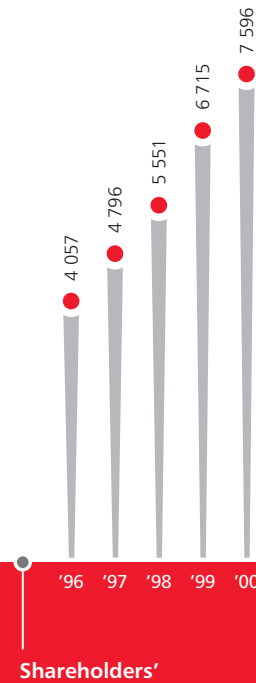
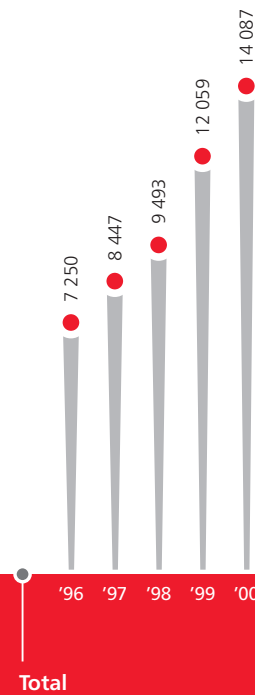
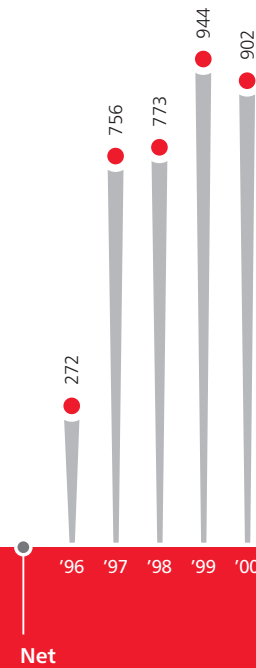
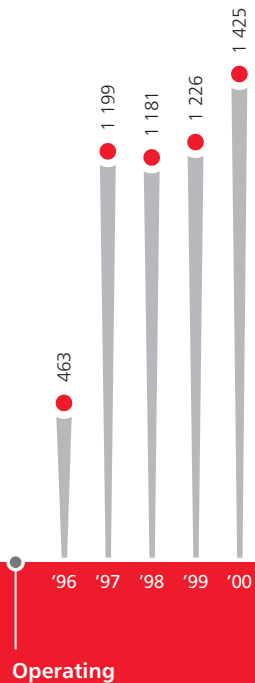
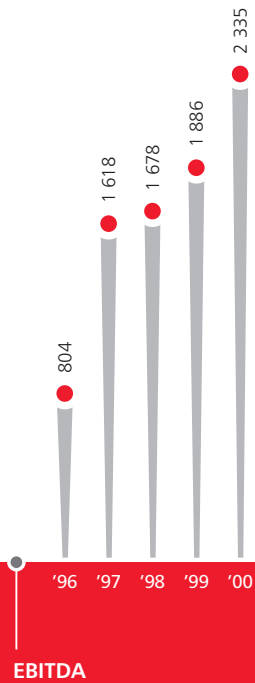
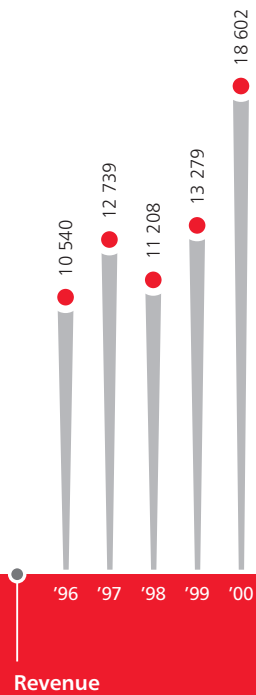
1996-2000 figures



**ORLEN**

Polski Koncern Naftowy ORLEN  
Spółka Akcyjna

Financial highlights 1996-2000  
under IAS, PLN million





# PKN ORLEN SA

## Who are we

PKN ORLEN SA is one of the largest companies in Central & Eastern Europe, with listings on the Warsaw and London Stock Exchanges.

PKN ORLEN's depository receipts are also traded on the OTC market in USA.

PKN ORLEN SA is Poland's largest refiner of crude oil and marketer of world-class petroleum and related products.

It has a substantial wholesale and retail distribution system that includes the largest network of service stations in Poland. It also has significant financial investments in the telecommunications sector in Poland.

## Objectives

PKN ORLEN's strategic goal is to create long-term shareholder wealth. The company also aspires to increase market share for its high margin products. It consequently invests in production facilities, which increase product quality and contribute to reduction of environmental cost. PKN ORLEN's objective is also to restructure its sales and logistics divisions with the aim to optimise the cost structure and improve market share. The Company's intention in the retail sector is to upgrade its stations to the highest international standards.

PKN ORLEN SA intends to actively participate in regional consolidation of the oil and petrochemical companies.

## Sources of success

Key factors of growth:

- State-of-the-art technology and modern facilities:
  - Highly developed refinery
  - Advanced integrated with refinery petrochemical plant
- Largest retail network – introduction of new brand
- Efficient wholesale and logistics together with access to pipelines and infrastructure
- Advantageous location and effect of scale



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# Financial data 1996-2000

under IAS, year ending 31 December

## Balance sheet

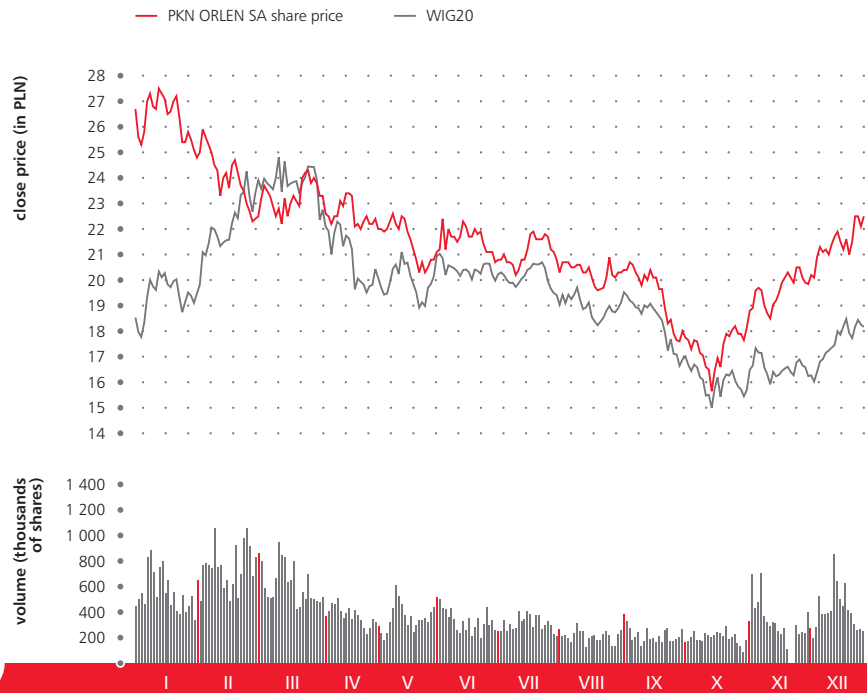
	1996	1997	1998	1999	2000
	PLN million	PLN million	PLN million	PLN million	PLN million
Total current assets	4 289	5 358	6 729	8 368	9 107
Non-current assets	2 789	2 912	2 588	3 669	4 962
Other	172	177	176	22	18
<b>Total assets</b>	<b>7 250</b>	<b>8 447</b>	<b>9 493</b>	<b>12 059</b>	<b>14 087</b>
Shareholders' equity	4 057	4 796	5 551	6 715	7 596
Creditors	2 856	3 143	3 272	4 989	6 039
Other	337	508	670	355	452
<b>Total liabilities</b>	<b>7 250</b>	<b>8 447</b>	<b>9 493</b>	<b>12 059</b>	<b>14 087</b>

## Profits

	1996	1997	97/96	1998	98/97	1999	99/98	2000	00/99
	PLN million	PLN million	% change	PLN million	% change	PLN million	% change	PLN million	% change
<b>Operating profit</b>	<b>463</b>	<b>1199</b>	<b>159.0</b>	<b>1 181</b>	<b>(1.5)</b>	<b>1 226</b>	<b>3.8</b>	<b>1 425</b>	<b>16.2</b>
Net finance income / (expense)	99	33	(66.7)	12	(63.6)	(17)	–	(186)	994.1
Net equity income	15	4	(73.3)	15	275.0	36	140.0	48	33.3
<b>Profit before tax</b>	<b>577</b>	<b>1236</b>	<b>114.2</b>	<b>1 208</b>	<b>(2.3)</b>	<b>1 245</b>	<b>3.1</b>	<b>1 287</b>	<b>3.4</b>
Income tax	(206)	(430)	108.7	(384)	(10.7)	(263)	(31.5)	(362)	37.6
<b>Profit after tax</b>	<b>371</b>	<b>806</b>	<b>117.2</b>	<b>824</b>	<b>2.2</b>	<b>982</b>	<b>19.2</b>	<b>925</b>	<b>(5.8)</b>
Minority interest	(17)	(22)	29.4	(38)	72.7	(38)	–	(23)	(39.5)
Obligatory dividend	(82)	(28)	(65.9)	(13)	(53.6)	–	–	–	–
<b>Net profit</b>	<b>272</b>	<b>756</b>	<b>177.9</b>	<b>773</b>	<b>2.2</b>	<b>944</b>	<b>22.1</b>	<b>902</b>	<b>(4.4)</b>

## Cashflows

	1996	1997	1998	1999	2000
	PLN million	PLN million	PLN million	PLN million	PLN million
Net cash provided by operating activities	596	1 149	1 487	1 270	1 073
<i>of which:</i>					
• Funds generated from operations	535	1 292	1 526	1 636	2 001
<i>Change in working capital:</i>					
– Decrease / (increase) in receivables	(93)	(42)	(184)	(522)	(520)
– Decrease / (increase) in inventories	(342)	(82)	245	(760)	(663)
– (Decrease) / increase in accrued expenses and payables	514	(41)	(100)	824	264
– Increase in provisions	–	9	10	86	(1)
– (Decrease) / increase in deferred income	(18)	13	(10)	6	(8)
• Total change in working capital	61	(143)	(39)	(366)	(928)
Net cash used in investing activities	(925)	(1 185)	(1 544)	(1 843)	(1 606)
Net cash provided by financing activities	390	55	22	510	532
Effect of exchange rate changes on cash and cash equivalents	2	4	3	(1)	–
<b>Net increase / (decrease) in cash and cash equivalents</b>	<b>63</b>	<b>23</b>	<b>(32)</b>	<b>(64)</b>	<b>(1)</b>



2

Correlation of PKN ORLEN SA share price and WIG20 index in 2000



3

PKN ORLEN SA price on London Stock Exchange



## Shareholders as at 31 December 2000

4

	number of shares	% of total shares
Polish State Treasury	43 617 000	10.38
Nafta Polska SA	75 873 997	18.06
The Bank of New York (as GDR depository)	113 734 650	27.07
Others	186 951 490	44.49
<b>Total</b>	<b>420 177 137</b>	<b>100.00</b>
Free float	300 686 140	71.56

## Summary of operating data

5

The table below is a summary of operating data with respect to PKN ORLEN Group's refining, marketing and petrochemicals operations.

	1996	1997	1998	1999	2000
	thousand tonnes <sup>(1)</sup>	thousand tonnes <sup>(1)</sup>	thousand tonnes <sup>(1)</sup>	thousand tonnes <sup>(1)</sup>	thousand tonnes <sup>(1)</sup>
<b>Refining and Petrochemicals</b>	<b>10 876</b>	<b>11 365</b>	<b>11 743</b>	<b>12 506</b>	<b>13 064</b>
<b>Plock refinery</b>					
Annual nameplate crude distillation capacity <sup>(2)</sup>	12 600	12 600	12 600	13 500	13 500
Throughput of crude oil	10 410	10 880	11 236	12 002	12 537
Throughput of other feedstocks	660	388	538	750	967
Crude distillation capacity utilisation (%)	82,6	86	89	89	92,9
Production of refined products	8 698	9 005	9 291	10 048	10 368
Production of petrochemicals	695	862	868	781	859
<b>Trzebinia refinery</b>					
Annual nameplate crude distillation capacity <sup>(2)</sup>	330	400	400	400	400
Throughput of crude oil	330	364	385	372	400
Throughput of other feedstocks	250	255	204	335	330

	1996	1997	1998	1999	2000
	thousand tonnes <sup>(1)</sup>	thousand tonnes <sup>(1)</sup>	thousand tonnes <sup>(1)</sup>	thousand tonnes <sup>(1)</sup>	thousand tonnes <sup>(1)</sup>
<b>Jedlicze refinery</b>					
Annual nameplate crude distillation capacity <sup>(2)</sup>	140	140	140	140	140
Throughput of crude oil	136	121	122	132	127
Throughput of other feedstocks	184	281	348	305	318
<b>Sales volumes – gasoline:</b>					
• Retail	2 104	2 009	1 780	1 591	1 343
• Wholesale	1 836	2 089	2 177	2 250	1 879
<b>Sales volumes – diesel:</b>					
• Retail	1 259	1 182	1 162	829	783
• Wholesale	3 030	2 744	2 621	3 057	2 467

	1996	1997	1998	1999	2000
<b>Number of retail stations <sup>(2)</sup>:</b>					
• PKN ORLEN Group owned and operated <sup>(3)</sup>	23	20	22	23	0
• PKN ORLEN Group owned, dealer operated <sup>(3)</sup>	1 346	1 371	1 413	1 424	1 446
• Dealer owned and operated (franchised)	198	322	497	571	631
<b>Employees <sup>(2)</sup>:</b>					
• PKN ORLEN Number of PKN ORLEN Group employees <sup>(3)</sup>	18 990	17 702	15 917	14 169	13 342
• Number of PKN ORLEN employees	16 047	14 672	13 231	10 699	7 646

<sup>(1)</sup> Except where indicated.

<sup>(2)</sup> At the end of the period.

<sup>(3)</sup> In this context, "PKN ORLEN Group" means the Company and its consolidated subsidiaries and does not include associate companies.

Core business companies

Fuel companies

Petrocentrum  
100,00%  
ORLEN Petroprofit  
85,00%  
ORLEN Petro-Tank  
60,00%  
PetroZachód  
51,83%  
Petromor  
51,30%  
Petrolot  
51,00%  
Malnaft  
45,07%

Gas distribution companies

Petrogaz Plock  
100,00%  
Petrogaz Jaworzno  
100,00%  
Petrogaz Redaki  
100,00%  
Petrogaz Hrubieszów  
100,00%  
ORLEN Petrogaz N. Brzeźnica  
52,00%  
ORLEN Petrogaz Wrocław  
51,61%  
Petrogaz Inowrocław  
51,00%  
Petrogaz Łapy  
39,55%

Sector companies

Rafineria Trzebinia SA  
77,07%  
Rafineria N. Jedlicze SA  
75,00%  
IKS Solino SA  
70,54%  
Naftoport  
43,59%  
Zakłady Azotowe Anwil SA  
38,35%  
Petro-Oil  
28,00%  
Chemiepetrol  
20,00%

Servicing companies

CPN Serwis Kielce  
100,00%  
CPN Serwis Gdańsk  
100,00%  
Zakład Urządzeń Dystybucyjnych  
100,00%  
CPN Serwis Słupsk  
99,76%  
CPN Serwis N. Wieś Wielka  
99,32%  
CPN Serwis Łódź  
97,25%  
CPN Serwis Rzeszów  
96,21%  
CPN Serwis Mazowsze  
89,91%  
CPN Serwis Podlasie  
89,66%  
CPN Serwis Kraków  
83,35%  
CPN Serwis Wrocław  
83,31%  
CPN Serwis Kędz. Koźle  
80,00%  
CPN Serwis Szczecin  
78,09%  
CPN Serwis Zachód  
74,31%  
CPN Serwis Katowice  
55,00%  
CPN Serwis Poznań  
51,00%

Non-core business companies

Other

ORLEN Budonaft  
100,00%  
ORLEN Medica  
100,00%  
ORLEN Polimer  
100,00%  
ORLEN S.SA  
100,00%  
Petro Ochrona  
100,00%  
Z.W. Mazowsze  
100,00%  
Petromot  
97,56%  
Zakład Budowy Aparatury SA  
96,56%  
Petrotel  
93,08%

Other

D.W. Mazowsze  
86,90%  
BHT Dromech SA  
81,14%  
CPN Marine Serwis  
70,00%  
Centrum Edukacji  
69,43%  
SU Krystynka  
51,00%  
Petroprojekt SA  
51,00%  
Flexpol  
40,00%  
Motell  
35,00%  
P.U. Zieleń  
22,07%

Transportation companies

ORLEN KolTrans  
100,00%  
PKN Transport Szczecin  
99,56%  
ORLEN Transport Kraków  
98,31%  
ORLEN Transport Plock  
97,86%  
ORLEN Transport Lublin  
97,61%  
PKN Transport Nowa Sól  
97,38%  
ORLEN Transport Poznań  
96,39%  
PKN Transport Słupsk  
96,18%  
ORLEN Transport Warszawa  
95,28%  
ORLEN Transport Olsztyn  
93,05%  
ORLEN Transport Kędz. Koźle  
87,88%

Maintenance and support

Petro Kan  
82,28%  
Petro Mechanika  
68,17%  
ORLEN Automatyka  
52,63%  
ORLEN Remont  
51,28%  
ORLEN Eltech  
51,00%  
Petro EnergoRem  
51,00%  
Petro Wir  
51,00%

Equity investments

ORLEN Powiernik  
100,00%  
NOM  
35,00%  
LG Petro Bank SA  
19,99%  
Polkomtel SA  
19,61%  
Telewizja Familijna SA  
11,96%  
BOŚ SA  
4,99%  
NFI Piast SA  
4,88%  
Walcownia Rur „Jedność”  
3,38%  
BWR SA  
0,81%

<20%

39 companies  
<20%

## Fuel sales revenues

7

The table below sets out PKN ORLEN Group's fuel sales revenues calculated according to PAS by fuel type and the percentage contribution to total sales revenues of each fuel type.

	1996		1997		1998		1999		2000	
	PLN million	% of total sales <sup>(1)</sup>	PLN million	% of total sales <sup>(1)</sup>	PLN million	% of total sales <sup>(1)</sup>	PLN million	% of total sales <sup>(1)</sup>	PLN million	% of total sales <sup>(1)</sup>
Unleaded gasoline	2 586.3	18.6	3 622.6	22.0	4 840.7	29.7	7 074.9	34.6	9 168.2	34.1
Leaded gasoline	3 390.2	24.4	3 518.3	21.4	2 597.2	15.8	2 008.6	9.8	1 198.9	4.5
Diesel oil	4 546.3	32.8	5 029.9	30.5	4 939.5	30.2	6 403.9	31.3	7 628.7	28.4
JET A-1 aviation fuel	167.4	1.2	236.1	1.4	250.3	1.5	305.9	1.5	582.9	2.2
LPG	64.7	0.5	88.3	0.5	108.3	0.7	194.7	0.9	385.8	1.4
Light heating oil	389.0	2.8	623.9	3.8	555.1	3.4	961.9	4.7	2 128.7	7.9
Heavy fuel oil	378.5	2.7	459.4	2.8	396.2	2.4	535.3	2.6	705.0	2.6
Other	257.1	1.9	134.5	0.8	75.1	0.5	76	0.4	147.6	0.5
<b>Total fuels</b>	<b>11 779.4</b>	<b>84.9</b>	<b>13 713</b>	<b>83.2</b>	<b>13 762.5</b>	<b>84.2</b>	<b>17 561</b>	<b>85.8</b>	<b>21 945.8</b>	<b>81.7</b>

<sup>(1)</sup> Total sales revenues for PKN ORLEN Group on a PAS basis for each of 1996, 1997, 1998, 1999, 2000 were PLN 13,881 million, PLN 16,468 million, PLN 16,349 million, PLN 20,476 million and PLN 26,860 million respectively. PKN ORLEN Group consolidated sales revenues represent revenues of PKN ORLEN and its consolidated subsidiaries. The majority of PKN ORLEN Group companies maintain their accounts in accordance with PAS under which sales revenues are recorded inclusive of excise tax, which is charged at different rates on different products. These companies do not separately record the amount of excise taxes on each product type sold by them and accordingly sales revenue data by product type is only available on a PAS basis.

## Fuel sales volumes

8

The table below sets out fuel sales volumes of PKN ORLEN SA and its consolidated subsidiaries by fuel type and the percentage contribution to total sales volumes of each fuel type.

	1996		1997		1998		1999		2000	
	thousand tonnes	% of total sales <sup>(1)</sup>	thousand tonnes	% of total sales <sup>(1)</sup>	thousand tonnes	% of total sales <sup>(1)</sup>	thousand tonnes	% of total sales <sup>(1)</sup>	thousand tonnes	% of total sales <sup>(1)</sup>
Unleaded gasoline	1 712	13.8	2 072	16.5	2 575	20.9	2 984	23.3	2 844	23.4
Leaded gasoline	2 228	18.1	2 026	16.2	1 382	11.2	857	6.7	378	3.1
Diesel oil	4 289	34.8	3 926	31.3	3 783	30.7	3 856	30.2	3 251	26.8
JET A-1 aviation fuel	186	1.5	221	1.8	253	2.1	215	1.7	287	2.4
LPG	107	0.9	130	1	159	1.3	220	1.7	242	2.0
Light heating oil	546	4.4	813	6.5	843	6.8	1 092	8.5	1 529	12.6
Heavy fuel oil	1 554	12.6	1 673	13.3	1 701	13.8	1 778	14	1 377	11.3
Other	194	1.6	97	0.8	38	0.3	50	0.4	77	0.6
<b>Total fuels</b>	<b>10 816</b>	<b>87.8</b>	<b>10 959</b>	<b>87.3</b>	<b>10 734</b>	<b>87.1</b>	<b>11 052</b>	<b>86.5</b>	<b>9 984</b>	<b>82.3</b>

<sup>(1)</sup> Total sales volumes for PKN ORLEN SA and its consolidated subsidiaries for each of 1996, 1997, 1998, 1999 and 2000 were 12,323 thousand tonnes, 12,556 thousand tonnes, 12,324 thousand tonnes, 12,781 thousand tonnes and 12,134 thousand tonnes, respectively.

## Other refinery products sales revenues

9

The table below sets out the PKN ORLEN Group's sales revenues of other refinery products by principal type, and the percentage contribution to total sales revenues of each principal type.

	1996		1997		1998		1999		2000	
	PLN million	% of total sales <sup>(1)</sup>	PLN million	% of total sales <sup>(1)</sup>	PLN million	% of total sales <sup>(1)</sup>	PLN million	% of total sales <sup>(1)</sup>	PLN million	% of total sales <sup>(1)</sup>
Bitumen	98.8	0.7	151.2	0.9	126.6	0.8	190.8	0.9	330.3	1.2
Lubricants	252.1	1.8	262	1.6	235.8	1.4	173.6	0.8	257.0	1.0
Base oil	43.2	0.3	49.3	0.3	56.7	0.4	62.1	0.3	97.1	0.4
Other	119.4	0.9	186.9	1.1	263.8	1.7	278.8	1.4	422.3	1.6
<b>Total other refinery products</b>	<b>513.5</b>	<b>3.7</b>	<b>649.3</b>	<b>3.9</b>	<b>682.9</b>	<b>4.2</b>	<b>705.2</b>	<b>3.4</b>	<b>1 106.7</b>	<b>4.1</b>

<sup>(1)</sup> Total sales revenues for the PKN ORLEN Group on a PAS basis for each of 1996, 1997, 1998, 1999, 2000 were PLN 13,881 million, PLN 16,468 million, PLN 16,349 million, PLN 20,476 million and 26,860 million respectively. PKN ORLEN Group consolidated sales revenues represent revenues of PKN ORLEN SA and its consolidated subsidiaries. Excise tax is not levied on sales of other refinery products and therefore sales revenues under both PAS and IAS for these products are the same.

## Other refinery products sales volumes

10

The table below sets out the other refinery products sales volumes of PKN ORLEN SA and its consolidated subsidiaries by principal type, and the percentage contribution to total sales volumes of each principal type.

	1996		1997		1998		1999		2000	
	thousand tonnes	% of total sales <sup>(1)</sup>	thousand tonnes	% of total sales <sup>(1)</sup>	thousand tonnes	% of total sales <sup>(1)</sup>	thousand tonnes	% of total sales <sup>(1)</sup>	thousand tonnes	% of total sales <sup>(1)</sup>
Bitumen	401	3.3	441	3.5	373	3	520	4.1	639	5.3
Lubricants	139	1.1	124	1	102	0.8	50	0.4	115	0.9
Base oil	70	0.6	71	0.6	79	0.6	79	0.6	93	0.8
Other	105	0.8	101	0.8	177	1.5	226	1.7	307	2.5
<b>Total other refinery products</b>	<b>716</b>	<b>5.8</b>	<b>737</b>	<b>5.9</b>	<b>730</b>	<b>5.9</b>	<b>875</b>	<b>6.8</b>	<b>1 154</b>	<b>9.5</b>

<sup>(1)</sup> Total sales volumes for PKN ORLEN SA and its consolidated subsidiaries for each of 1996, 1997, 1998, 1999 and 2000 were 12,323 thousand tonnes, 12,556 thousand tonnes, 12,324 thousand tonnes and 12,781 thousand tonnes and 12,134 thousand tonnes, respectively.

## Petrochemical product sales revenues

11

The table below sets out the PKN ORLEN Group's sales revenues by principal petrochemical product, and the percentage contribution to total PAS sales revenues of each principal petrochemical product. Excise tax is not levied on petrochemical sales and therefore sales revenues under both PAS and IAS for these products are the same.

	1996		1997		1998		1999		2000	
	PLN million	% of total sales <sup>(1)</sup>	PLN million	% of total sales <sup>(1)</sup>	PLN million	% of total sales <sup>(1)</sup>	PLN million	% of total sales <sup>(1)</sup>	PLN million	% of total sales <sup>(1)</sup>
Polyethylene	331.0	2.4	407.3	2.5	377	2.3	292.4	1.4	442.2	1.6
Polypropylene	202.3	1.5	253.5	1.5	214.7	1.3	228.7	1.1	343.1	1.3
Propylene	69.6	0.5	101.8	0.6	76.5	0.5	42	0.2	183.7	0.7
Ethylene	97.7	0.7	141.9	0.9	126.5	0.8	174	0.9	355.6	1.3
Glycols	108.1	0.8	163.2	1	132.7	0.8	70.2	0.3	235.4	0.9
Benzene	32.5	0.2	46.9	0.3	41.6	0.3	153.4	0.7	83.7	0.3
Phenol	70.4	0.5	93.4	0.6	97.6	0.6	72.9	0.4	125.0	0.5
Butadiene	35.3	0.3	45.2	0.3	41.3	0.3	30.2	0.3	64.1	0.2
Solvents	43.1	0.3	58.9	0.4	49.5	0.3	36.7	0.2	68.5	0.3
Other	74.2	0.5	215.2	1.2	240.4	1.3	181.3	0.9	224.9	0.8
<b>Total petrochemicals</b>	<b>1 064.2</b>	<b>7.7</b>	<b>1 527.2</b>	<b>9.3</b>	<b>1 397.7</b>	<b>8.5</b>	<b>1 282.8</b>	<b>6.3</b>	<b>2 126.3</b>	<b>7.9</b>

<sup>(1)</sup> Total sales revenues for PKN ORLEN Group on a PAS basis for each of 1996, 1997, 1998, 1999, 2000 were PLN 13,881 million, PLN 16,468 million, PLN 16,349 million, PLN 20,476 million and 26,860 million respectively. PKN ORLEN Group consolidated sales revenues represent revenues of PKN ORLEN SA and its consolidated subsidiaries.

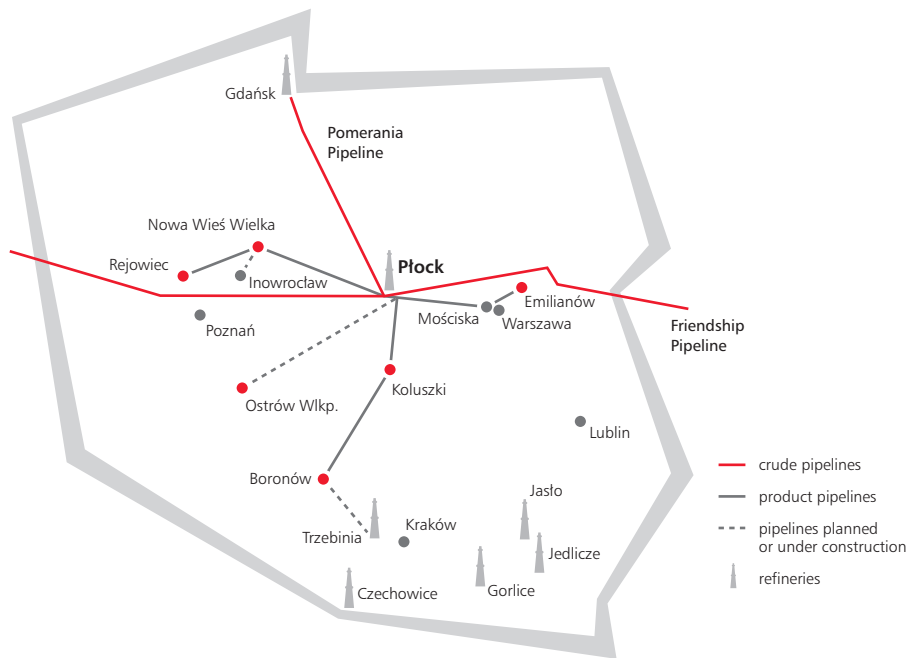
## Petrochemical products sales volumes

12

The table below sets out the principal petrochemical product sales volumes of PKN ORLEN SA and its consolidated subsidiaries by principal type, and the percentage contribution to total sales volumes of each principal type.

	1996		1997		1998		1999		2000	
	thousand tonnes	% of total sales <sup>(1)</sup>	thousand tonnes	% of total sales <sup>(1)</sup>	thousand tonnes	% of total sales <sup>(1)</sup>	thousand tonnes	% of total sales <sup>(1)</sup>	thousand tonnes	% of total sales <sup>(1)</sup>
Polyethylene	145	1.2	140	1.1	148	1.2	119	0.9	132	1.1
Polypropylene	91	0.7	104	0.8	108	0.9	117	0.9	122	1.0
Propylene	69	0.6	71	0.6	66	0.5	46	0.4	87	0.7
Ethylene	73	0.6	81	0.6	82	0.7	104	0.8	143	1.2
Glycols	80	0.6	94	0.7	103	0.8	61	0.5	110	0.9
Benzene	47	0.4	51	0.4	50	0.4	100	0.8	54	0.4
Phenol	46	0.4	47	0.4	46	0.4	49	0.4	53	0.4
Butadiene	39	0.3	44	0.4	46	0.4	38	0.3	46	0.4
Solvents	59	0.5	67	0.5	52	0.4	40	0.3	49	0.4
Other	140	1.1	162	1.2	157	1.3	180	1.4	203	1.7
<b>Total petrochemicals</b>	<b>791</b>	<b>6.4</b>	<b>860</b>	<b>6.8</b>	<b>859</b>	<b>7</b>	<b>854</b>	<b>6.7</b>	<b>999</b>	<b>8.2</b>

<sup>(1)</sup> Total sales volumes for PKN ORLEN SA and its consolidated subsidiaries for each of 1996, 1997, 1998, 1999 and 2000 were 12,323 thousand tonnes, 12,556 thousand tonnes, 12,324 thousand tonnes and 12,781 thousand tonnes and 12,134 thousand tonnes, respectively.



## Retail in Poland

14

Development of the service station network of PKN ORLEN SA and its consolidated subsidiaries, as well as networks of other market participants. The table below sets out the development of the service station network of PKN ORLEN SA and its consolidated subsidiaries and those of other market participants.

as at 31 December	1996		1997		1998		1999		2000	
	No	%	No	%	No	%	No	%	No	%
Petrochemia Płock SA	168	3	307	5	500	8	–	–	–	–
CPN SA	1 371	27	1 378	25	1 421	22	–	–	–	–
<b>PKN ORLEN SA</b>	–	–	–	–	–	–	<b>2 007</b>	<b>31</b>	<b>2 070</b>	<b>32</b>
Rafineria Trzebinia SA	18	–	18	–	2	–	2	–	1	–
Rafineria Nafty Jedlicze SA	10	–	10	–	9	–	9	–	6	–
<b>Total PKN ORLEN Group</b>	<b>1 567</b>	<b>30</b>	<b>1 713</b>	<b>30</b>	<b>1 932</b>	<b>31</b>	<b>2 018</b>	<b>31</b>	<b>2 077</b>	<b>32</b>
Rafineria Gdańska SA <sup>(2)</sup>	69	1	143	2	204	3	265	4	275	4
International operators <sup>(3)</sup>	170	3	328	6	489	8	594	9	703	10
Others <sup>(1)</sup>	3 428	66	3 582	62	3 699	58	3 594	56	3 527	54
<b>Total</b>	<b>5 234</b>	<b>100</b>	<b>5 766</b>	<b>100</b>	<b>6 324</b>	<b>100</b>	<b>6 471</b>	<b>100</b>	<b>6 582</b>	<b>100</b>

Source:

<sup>(1)</sup> Estimate.

<sup>(2)</sup> Polish Chamber of Liquid Fuels.

<sup>(3)</sup> Polish Organisation of Petroleum Industry and Trade.

The table below shows the nameplate crude oil distillation capacity of the Polish refineries.

as at 31 December	1998			1999			2000		
	crude distillation capacity (tt/y)	crude processed (tt)	utilisation rate (%)	crude distillation capacity (tt/y)	crude processed (tt)	utilisation rate (%)	crude distillation capacity <sup>(2)</sup> (tt/y)	crude processed (tt)	utilisation rate (%)
Plock refinery <sup>(1)</sup>	12 600	11 240	89.2	13 500	12 002	88.9	13 500	12 537	93
Trzebinia refinery	400	380	95.0	400	372	93.1	400	400	100
Jedlicze refinery	140	120	85.7	140	132	94.5	140	127	91
<b>Total PKN ORLEN Group capacity</b>	<b>13 140</b>	<b>11 740</b>	<b>89.3</b>	<b>14 040</b>	<b>12 505</b>	<b>89.1</b>	<b>14 040</b>	<b>13 064</b>	<b>93</b>
Gdańsk refinery <sup>(1)</sup>	3 500	3 500	100.0	4 500	3 288	73.1	4 500	4 245	94
Czechowice refinery	500	500	100.0	680	627	92.2	680	648	95
Gorlice refinery	170	110	64.7	170	135	79.6	170	131	77
Jasło refinery	120	110	91.7	150	100	66.5	150	95	63
<b>Total capacity</b>	<b>17 430</b>	<b>15 960</b>	<b>91.6</b>	<b>19 540</b>	<b>16 655</b>	<b>85.2</b>	<b>19 540</b>	<b>18 183</b>	<b>93</b>

<sup>(1)</sup> Assumes nameplate crude distillation capacity was at the 31 December 1999 level throughout 1999.

<sup>(2)</sup> Assumes nameplate crude distillation capacity was at the 31 December 1999 level throughout 2000.

The table below sets out the nominal capacities of the main units at the Plock refinery as of 31 December 1999 and 2000 together with (where relevant) their anticipated capacities in 2001 once the current investment programme has been completed. The isomerisation unit and the second continuous catalytic reformer (CCR), sixth diesel oil hydrodesulphurisation unit (HON VI) have been operating since the second half of 2000.

as of 31 December	1999	2000	2001 <sup>(2)</sup>
Technical specification of the Plock refinery	tt	tt	tt
Atmospheric and vacuum distillation units	13 500	13 500	13 500
Semi regenerative reformers	1 230	1 230	1 260
CCR reformers	700	1 600	1 606
Jet kerosene hydrotreater	160	160	160
Gas oil hydrotreaters	2 660	4 260	4 260
FCC I, II	2 300	2 300	2 300
Alkylation unit	150	150	150
Furfural extraction	400	400	400
Lubricants dewaxing	266	266	215
Lube hydrofinisher	130	130	130
Bitumen	600	600	740
Hydrocracker	2 600	2 600	2 600
Isomerisation C <sub>5</sub> – C <sub>6</sub>	–	600	600
Vacuum residue hydrotreater	1 800	1 800	1 800
LPG desulphurisation	260	260	508
Claus sulphur recovery (t H <sub>2</sub> S/h)	35	35	39



## Throughput and production yields in the Plock refinery

17

The table below sets out the Plock refinery's throughput and production yields and approximate utilisation percentages in each of the years ending 31 December 1996, 1997, 1998, 1999, 2000.

as of 31 December	1999	2000	2001 <sup>(2)</sup>
Technical specification of the Plock refinery	tt	tt	tt
MTBE	120	100	120
Aromatic petrochemicals	480	480	480
Paraxylene	32	32	32
Olefins	360	360	360
Polyethylene	155	155	150
Polypropylene	110	110	116
BOPP film	10	– <sup>(1)</sup>	–
Ethylene oxide	100	100	105
Glycol	105	105	106
Phenol	45	45	45
Acetone	29	29	29
Butadiene	55	55	55
Benzene (pyrotol)	115	115	115
Pyrolytic gasoline hydrogenation	288	288	270

<sup>(1)</sup> Unit has been leased to an associate company.

<sup>(2)</sup> Estimations.

	1996		1997		1998		1999		2000	
	tt	%	tt	%	tt	%	tt	%	tt	%
<b>Throughput</b>										
Crude oil	10 410	94	10 880	97	11 236	95	12 002	94	12 537	93
Other feedstocks	660	6	388	3	538	5	750	6	967	7
<i>of which:</i>										
natural gas	–	–	92	1	252	2	275	2	384	3
<b>Total throughput</b>	<b>11 070</b>	<b>100</b>	<b>11 268</b>	<b>100</b>	<b>11 774</b>	<b>100</b>	<b>12 752</b>	<b>100</b>	<b>13 504</b>	<b>100</b>

### Production yields

#### Fuels

Unleaded gasoline	1 257	13	1 308	13	1 638	16	2 218	21	2 846	25
Leaded gasoline	1 592	17	1 537	16	1 173	12	763	7	360	3
Diesel oil	3 101	33	3 091	31	3 238	32	3 287	30	3 147	28
JET A-1 aviation fuel	187	2	194	2	226	2	217	2	263	2
LPG	104	1	126	1	157	2	221	2	253	2

	1996		1997		1998		1999		2000	
	tt	%	tt	%	tt	%	tt	%	tt	%
Light heating oil	445	5	679	7	773	8	1 039	10	1 526	13
Heavy fuel oil	1 438	15	1 520	15	1 538	15	1 667	15	1 180	10
<b>Total fuels</b>	<b>8 123</b>	<b>86</b>	<b>8 455</b>	<b>86</b>	<b>8 743</b>	<b>86</b>	<b>9 412</b>	<b>87</b>	<b>9 576</b>	<b>85</b>

#### Other petroleum products

Bitumen	347	4	395	4	372	4	446	4	508	4
Lubricant base oils	114	1	116	1	127	1	125	1	159	1
Other	32	–	37	–	49	–	65	1	85	1
<b>Total other products</b>	<b>493</b>	<b>5</b>	<b>548</b>	<b>5</b>	<b>548</b>	<b>–</b>	<b>636</b>	<b>6</b>	<b>751</b>	<b>7</b>

#### Petrochemicals

Polyethylene	150	2	143	1	158	2	112	1	129	1
Polypropylene	92	1	110	1	117	1	123	1	124	1

	1996		1997		1998		1999		2000	
	tt	%	tt	%	tt	%	tt	%	tt	%
Propylene	69	1	61	1	45	–	60	1	88	1
Ethylene	73	1	81	1	82	1	104	1	143	1
Glycols	92	1	109	1	119	1	94	1	111	1
Aromatics	96	1	108	1	102	1	105	1	116	1
Other	239	2	251	3	245	3	183	1	272	2
<b>Total petrochemicals</b>	<b>811</b>	<b>9</b>	<b>863</b>	<b>9</b>	<b>868</b>	<b>9</b>	<b>781</b>	<b>7</b>	<b>983</b>	<b>9</b>

<b>Total production yields</b>	<b>9 428</b>	<b>100</b>	<b>9 866</b>	<b>100</b>	<b>10 159</b>	<b>100</b>	<b>10 829</b>	<b>100</b>	<b>11 310</b>	<b>100</b>
Changes in stocks	196	–	(144)	–	98	–	(129)	–	28	–
Refinery fuel	1 315	–	1 350	–	1 361	–	1 758	–	1 910	–
Utilisation (%)	82.6	–	86.3	–	89.2	–	89.0 <sup>(1)</sup>	–	92.9	–

<sup>(1)</sup> Assumes nameplate crude distillation capacity was at the 31 December 1999 level throughout 1999. The capacity of 13,500 thousand tonnes was available on 1 July 1999 when the crude oil distillation unit (DRW VI) became operational.

## Throughput and production yields in the Trzebinia refinery

18

The table below sets out the Trzebinia refinery's throughput and production yields and approximate utilisation percentages in each of the years ending 31 December 1996, 1997, 1998, 1999, 2000.

	1996		1997		1998		1999		2000	
	tt	%	tt	%	tt	%	tt	%	tt	%
<b>Throughput</b>										
Crude oil	330	57	364	59	385	65	372	53	400	55
Other feedstocks	252	43	255	41	204	35	335	47	330	45
<b>Total throughput</b>	<b>582</b>	<b>100</b>	<b>619</b>	<b>100</b>	<b>589</b>	<b>100</b>	<b>707</b>	<b>100</b>	<b>730</b>	<b>100</b>
<b>Production yields</b>										
<b>Fuels</b>										
Unleaded gasoline	–	–	14	2	5	1	0	–	0	–
Leaded gasoline	55	9	82	13	65	11	46	7	32	4
Diesel oil	224	39	197	32	200	34	362	51	232	32
Light heating oil	82	14	85	14	73	12	61	9	83	11
Heavy fuel oil	82	14	97	16	117	20	116	16	162	22
<b>Total fuels</b>	<b>443</b>	<b>77</b>	<b>475</b>	<b>79</b>	<b>460</b>	<b>78</b>	<b>585</b>	<b>83</b>	<b>509</b>	<b>70</b>

	1996		1997		1998		1999		2000	
	tt	%	tt	%	tt	%	tt	%	tt	%
<b>Other petroleum products</b>										
Bitumen	46	8	46	7	–	–	0	–	–	0
Lubricant oils	16	3	17	3	15	3	15	2	24	3
Paraffins	5	1	6	1	7	1	7	1	0	0
Gasoline blending components	57	10	57	9	57	10	48	7	83	11
Others	12	2	15	2	48	8	49	7	113	16
<b>Total other products</b>	<b>136</b>	<b>24</b>	<b>141</b>	<b>23</b>	<b>127</b>	<b>22</b>	<b>119</b>	<b>17</b>	<b>220</b>	<b>30</b>
<b>Total production yields</b>	<b>579</b>	<b>100</b>	<b>616</b>	<b>100</b>	<b>587</b>	<b>100</b>	<b>704</b>	<b>100</b>	<b>729</b>	<b>100</b>
Utilisation (%)		82.5		91.0		96.3		93.0		99.9

## Throughput and production yields in the Jedlicze refinery

19

The table below sets out the Jedlicze refinery's throughput and production yields and approximate utilisation percentages in each of the three years ending 31 December 1996, 1997, 1998, 1999, 2000.

	1996		1997		1998		1999		2000	
	tt	%	tt	%	tt	%	tt	%	tt	%
<b>Throughput</b>										
Crude oil	136	43	121	30	122	26	132	30	127	29
Other feedstocks	184	57	281	70	348	74	305	70	316	71
<b>Total throughput</b>	<b>320</b>	<b>100</b>	<b>402</b>	<b>100</b>	<b>470</b>	<b>100</b>	<b>437</b>	<b>100</b>	<b>443</b>	<b>100</b>
<b>Production yields</b>										
<b>Fuels</b>										
Leaded gasoline	36	11	45	11	42	9	27	6	13	3
Diesel oil	130	41	214	54	287	62	271	62	270	62
Light heating oil	18	6	1	–	–	–	14	3	–	–
Heavy fuel oil	52	16	62	16	63	14	49	11	78	18
<b>Total fuels</b>	<b>236</b>	<b>75</b>	<b>322</b>	<b>81</b>	<b>392</b>	<b>85</b>	<b>361</b>	<b>82</b>	<b>381</b>	<b>83</b>

	1996		1997		1998		1999		2000	
	tt	%	tt	%	tt	%	tt	%	tt	%
<b>Other petroleum products</b>										
Bitumen	7	2	2	1	2	–	1	1	0	0
Lubricant oils	55	17	57	14	55	12	57	13	58	13
Others	18	6	17	4	15	3	15	4	14	3
<b>Total other products</b>	<b>80</b>	<b>25</b>	<b>76</b>	<b>19</b>	<b>72</b>	<b>15</b>	<b>73</b>	<b>18</b>	<b>–</b>	<b>–</b>
<b>Total production yields</b>	<b>316</b>	<b>100</b>	<b>398</b>	<b>100</b>	<b>464</b>	<b>100</b>	<b>434</b>	<b>100</b>	<b>433</b>	<b>100</b>
Utilisation (%)		97.1		86.4		87.1		94.5		94.0

# Market environment data

## Import duties

20

Abolition of fuel import tariffs in Poland.

Until recently, competition in the domestic engine fuel market was restricted by import tariffs which were being gradually reduced with a view to final abolition by 1 January 2001, as part of Poland's agreements with the Europe Agreement (IM-G1), CEFTA and EFTA. In fact, the import tariffs were lifted in September 2000, three months prior to the originally planned date.

	1996	1997	1998	1999	2000	2001
	%	%	%	%	%	%
Gasoline	15	13	10	5	3/0	0
Diesel	25	20	15	11	4/0	0

Quality standards in Poland compared to the EU and some Central European Countries (Czech Republic, Hungary, Slovakia, Ukraine)

**Gasoline standards**

chosen standard	measure unit	PL	EU	H, CZ, SK	UA	EU 2005
Sulphur content	ppm, max.	500	150	150	500-1 000	50
Aromatics content	% vol. max.	–	42	42	–	35
Benzene content	% vol. max.	5	1	1	–	1
Olefins content	% vol. max.	–	18	21/18	–	11(?)

**Diesel standards**

chosen standard	measure unit	PL	EU	H, CZ, SK	UA	EU 2005
Sulphur content	ppm, max.	2 000	350	350	2 000	50
Polyaromatics content	% vol. max.	–	11	11	–	2(?)
Cetane number	minimum	49	51	51	45	53(?)

Source: PKN ORLEN SA  
 (?) – not finally specified  
 „–“ – not regulated

USD/bbl



**Brent Crude prices  
 (Rotterdam 1996-2000)**

end of period  
 22.77

USD/t

350

300

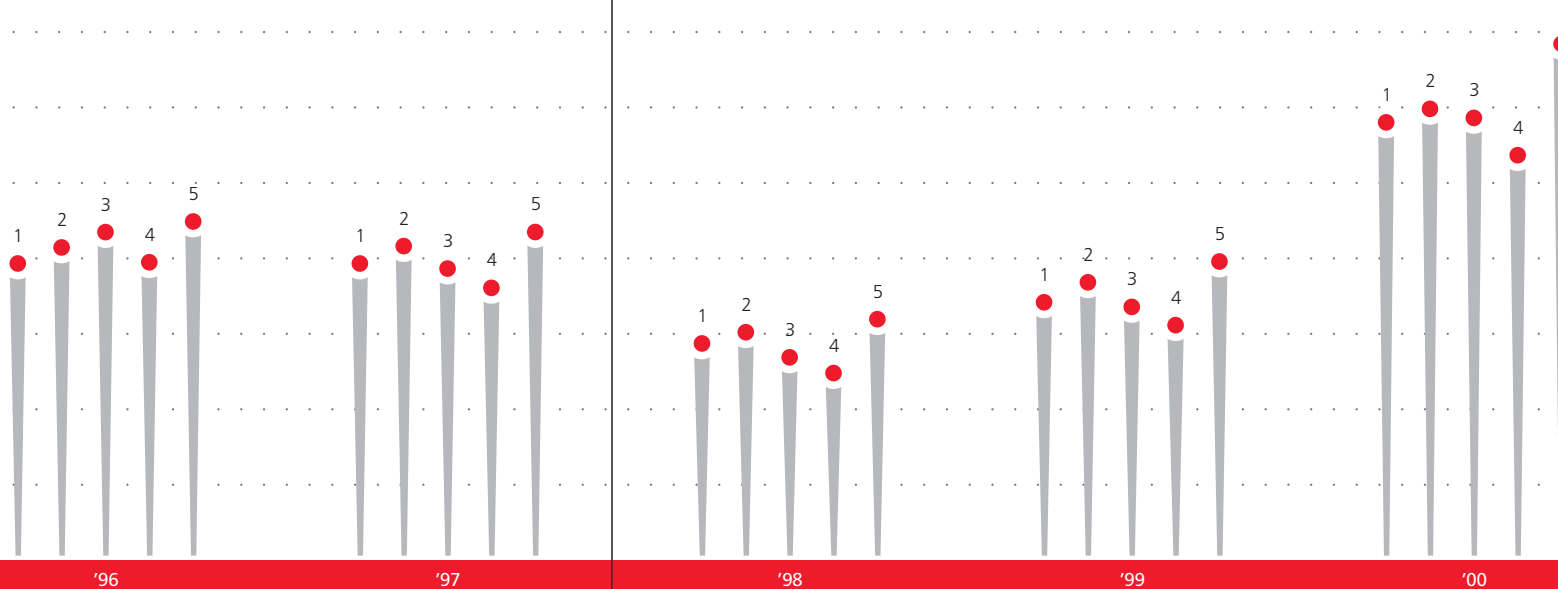
250

200

150

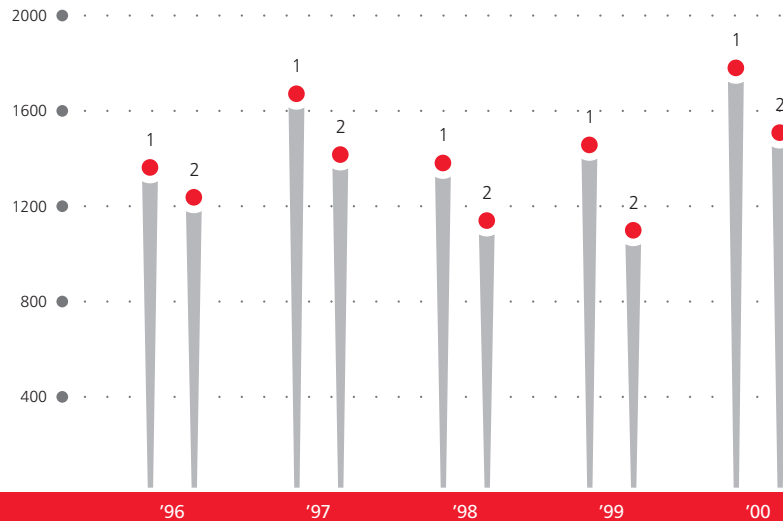
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50



- 1 - Leaded gasoline
- 2 - Unleaded gasoline 95
- 3 - JET A-1 aviation fuel
- 4 - Diesel oil
- 5 - Unleaded gasoline 98

DEM/t

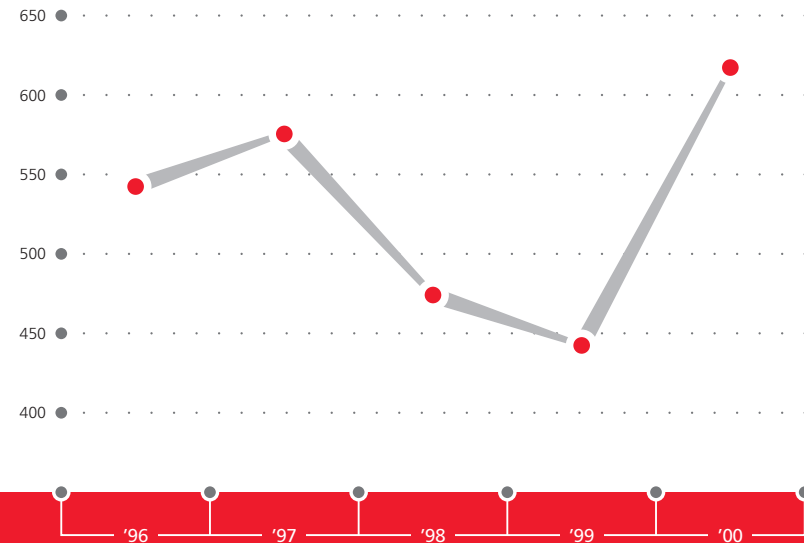


24

Polyethylene and polypropylene prices 1996-2000

1 – polyethylene 2 – polypropylene

USD/t



25

Ethylene prices 1996-2000



PLN/USD



26

PLN/USD  
exchange rate

end of period  
4.1400

## GDP growth in Poland

27

period	increase (%)
1990	-11.6
1991	-7.0
1992	2.6
1993	3.8
1994	5.2
1995	7.0
1996	6.0
1997	6.8
1998	4.8
1999	4.1
2000	4.1 <sup>(1)</sup>
2001	5.5 <sup>(2)</sup>
2002	5.8 <sup>(2)</sup>

<sup>(1)</sup> GUS – Feb. 2001; (GUS – The Polish Central Statistics Office)

<sup>(2)</sup> estimate of CASE Oct. 2000; (CASE – Centre for Social and Economic Analysis)

## Nominal GDP (billion USD)

28

period	GDP
1996	143.9
1997	144.0
1998	158.5
1999	155.2
2000	158.9

source: GUS, NBP;  
(GUS – The Polish Central  
Statistics Office, NBP – National  
Bank of Poland)

## GDP per capita in USD

29

period	GDP
1996	3 727
1997	3 725
1998	4 098
1999	4 016
2000	4 111

source: GUS, NBP;  
(GUS – The Polish Central  
Statistics Office, NBP – National  
Bank of Poland)

## Real GDP growth

30

period	quarterly (PLN million)
2000q03	172 242.40
2000q02	167 905.50
2000q01	153 968.20
1999q04	179 207.70
1999q03	155 724.40
1999q02	147 330.30
1999q01	134 778.00
1998q04	156 475.00
1998q03	138 966.70
1998q02	132 360.20
1998q01	123 123.20

### Real increase (%)

year	increase (%)
1998	4.9
1999	3.9
2000	4.2

## GDP growth in the EU

31

	EU-15
1998q01	0.9
1998q02	0.3
1998q03	0.6
1998q04	0.3
1999q01	0.7
1999q02	0.6
1999q03	1.0
1999q04	1.0
2000q01	0.8
2000q02	0.8
2000q03	0.6
2000q04	0.7

in ECU/EUR – q-o-q  
based on 1995 prices

## Industrial production in Poland

32

	y-o-y change (%)	m-o-m change (%)
01-2000	7.9	-19.0
02-2000	16.4	7.3
03-2000	6.8	11.6
04-2000	5.2	-8.4
05-2000	12.1	7.7
06-2000	13.4	1.2
07-2000	7.8	-6.9
08-2000	9.2	6.1
09-2000	5.0	5.0
10-2000	7.1	2.1
11-2000	4.7	-3.1
12-2000	-2.2	-1.4

## Inflation in Poland

33

	average (%)	Dec-o-Dec (%)
1989	251.1	639.6
1990	585.8	249.3
1991	70.3	60.4
1992	43	44.3
1993	35.3	37.6
1994	32.2	29.5
1995	27.8	21.6
1996	19.9	18.5
1997	14.9	13.2
1998	11.8	8.6
1999	7.3	9.8
2000	10.1	8.5

## Inflation in the EU

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	EU-15
04-2000	1.7
05-2000	1.7
06-2000	2.1
07-2000	2.1
08-2000	2.0
09-2000	2.5
10-2000	2.4
11-2000	2.6
12-2000	2.3
01-2001	2.2
02-2001	2.3
03-2001	2.3

The Company maintains and publishes statistical information relating to its business in metric units (tonnes) rather than imperial units (barrels). Metric unit amounts may be converted into imperial unit amounts using the conversion factors given below.

1 barrel = 0.159 cubic metres

1 barrel of crude oil per day = 50 metric tonnes of crude oil per year

1 tonne = 1,000 kilograms

1 tonne of crude oil = 7.4 barrels of crude oil (assuming a specific gravity of 34 American Petroleum Institute – API)

1 cubic metre = 35.314 cubic feet

1 tonne of LPG = 11.0 barrels (average)

1 tonne of naphtha = 9.0 barrels

1 tonne of gasoline = 8.4 barrels

1 tonne of jet fuel = 7.9 barrels

1 tonne of diesel or heating oil = 7.4 barrels

1 tonne of fuel oil = 6.4 barrels

1 tonne of lubricants = 7.1 barrels

1 tonne of bitumen = 6.2 barrels

1 tonne of aromatics = 7.2 barrels

1 tonne of refined petroleum products = 7.94 barrels

## Additional information

<b>Andrzej Modrzejewski</b>	President of the Management Board Chief Executive Officer
<b>Marek Mroczkowski</b>	Vice-President of the Management Board Chief Financial Officer
<b>Jarosław Tyc</b>	Vice-President of the Management Board Retail Sales Director
<b>Czesław Bugaj</b>	Member of the Management Board Production Director
<b>Krzysztof Cetnar</b>	Member of the Management Board Planning and Ownership Supervision Director
<b>Andrzej Dętkiewicz</b>	Member of the Management Board Wholesale and Logistics Director
<b>Tadeusz Szczerba</b>	Member of the Management Board Integration Director
<b>Władysław Wawak</b>	Member of the Management Board Technology and Development Director
<b>Wojciech Weiss</b>	Member of the Management Board Employee and Restructuring Director

## The Company contact details

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## Legal disclaimer

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Where relevant, the information in this document has been updated as of May 31, 2001.

## Dates of publication of financial statements

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### **Quarterly unconsolidated results of PKN ORLEN SA**

2Q 2001	06.08.2001
3Q 2001	05.11.2001

### **Quarterly consolidated results of PKN ORLEN Group**

2Q 2001	14.08.2001
3Q 2001	14.11.2001

### **Half-yearly 2001 results**

Consolidated results of PKN ORLEN Group (will also include unconsolidated figures as above)	18.09.2001
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