PKN ORLEN consolidated financial results 2Q18

20 July 2018

#ORLEN2Q18@PKN_ORLEN

Agenda

- Key facts and figures 2Q18
- Macro environment
- Financial and operating results
- Liquidity and investments
- Outlook for 2018

Key facts and figures 2Q18

Value creation

- EBITDA LIFO: PLN 2,1 bn
- Crude oil throughput: 7,5 mt / 85% utilization due to planned maintenance shutdowns
- Sales: 10,5 mt, i.e. increase by 2% (y/y)
- Record high quarterly retail result: PLN 677 m EBITDA LIFO
- Diversification of crude oil supplies: purchase of crude oil from Iran and signing an annex to the agreement with Saudi Aramco increasing volume of supplies
- Approval of the Czech National Bank for squeeze out of the remaining Unipetrol shares
- Completion of the CCGT Płock investment
- Petrochemical Development Program until 2023

Financial strength

- Cash flow from operations: PLN 1,9 bn
- CAPEX: PLN 1,1 bn
- Net debt: PLN 4,3 bn / financial gearing: 12,7%
- PKN ORLEN Ordinary General Meeting approved recommended by the Management Board dividend payment for 2017: PLN 3,00 per share
- Completion of retail bonds issue program with a total value of PLN 1 bn

Agenda

Key facts and figures 2Q18

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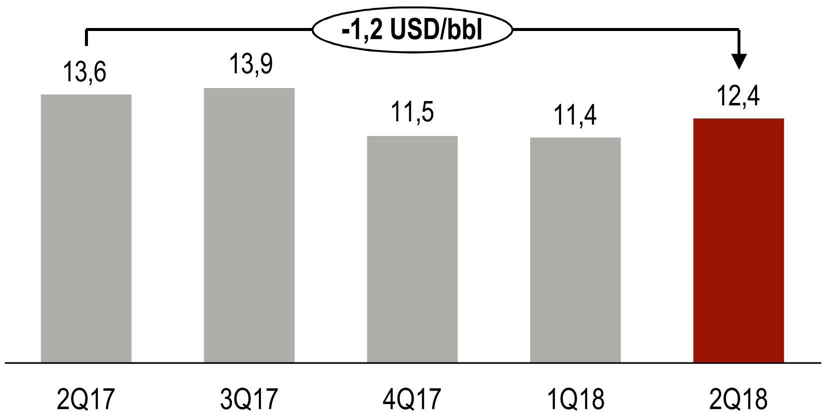
Outlook for 2018

Macro environment in 2Q18 (y/y)

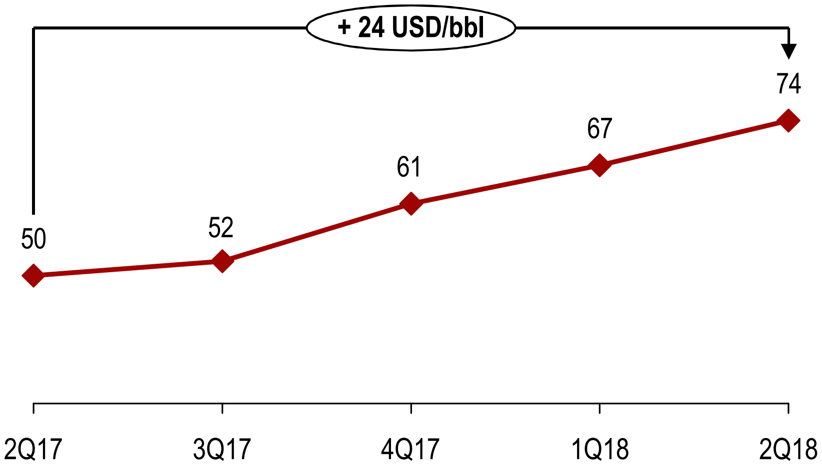
Downstream margin decrease
Model downstream margin, USD/bbl



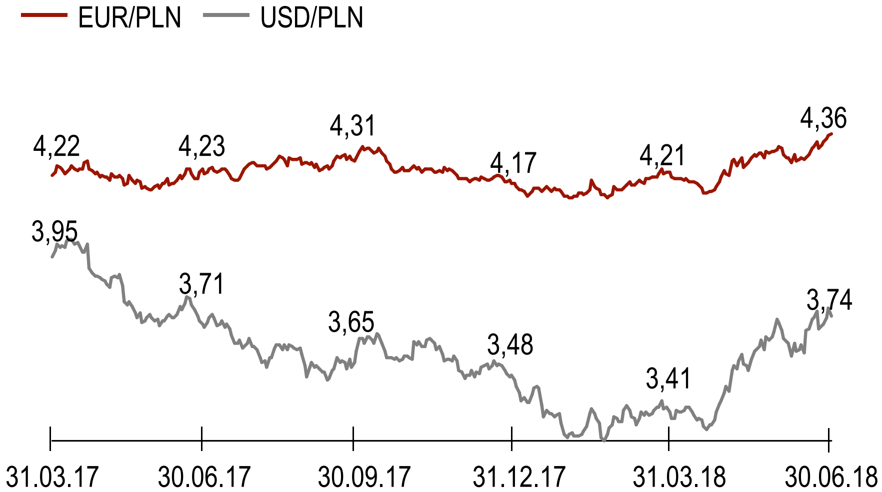
Product slate of downstream margin
Crack margins

Refining products (USD/t)	2Q17	1Q18	2Q18	Δ y/y
Diesel	79	87	97	23%
Gasoline	161	133	160	-1%
HHO	-99	-154	-163	-65%
SN 150	359	224	176	-51%
Petrochemical products (EUR/t)				
Ethylene	689	652	630	-9%
Propylene	517	510	503	-3%
Benzene	402	335	255	-37%
PX	459	387	362	-21%

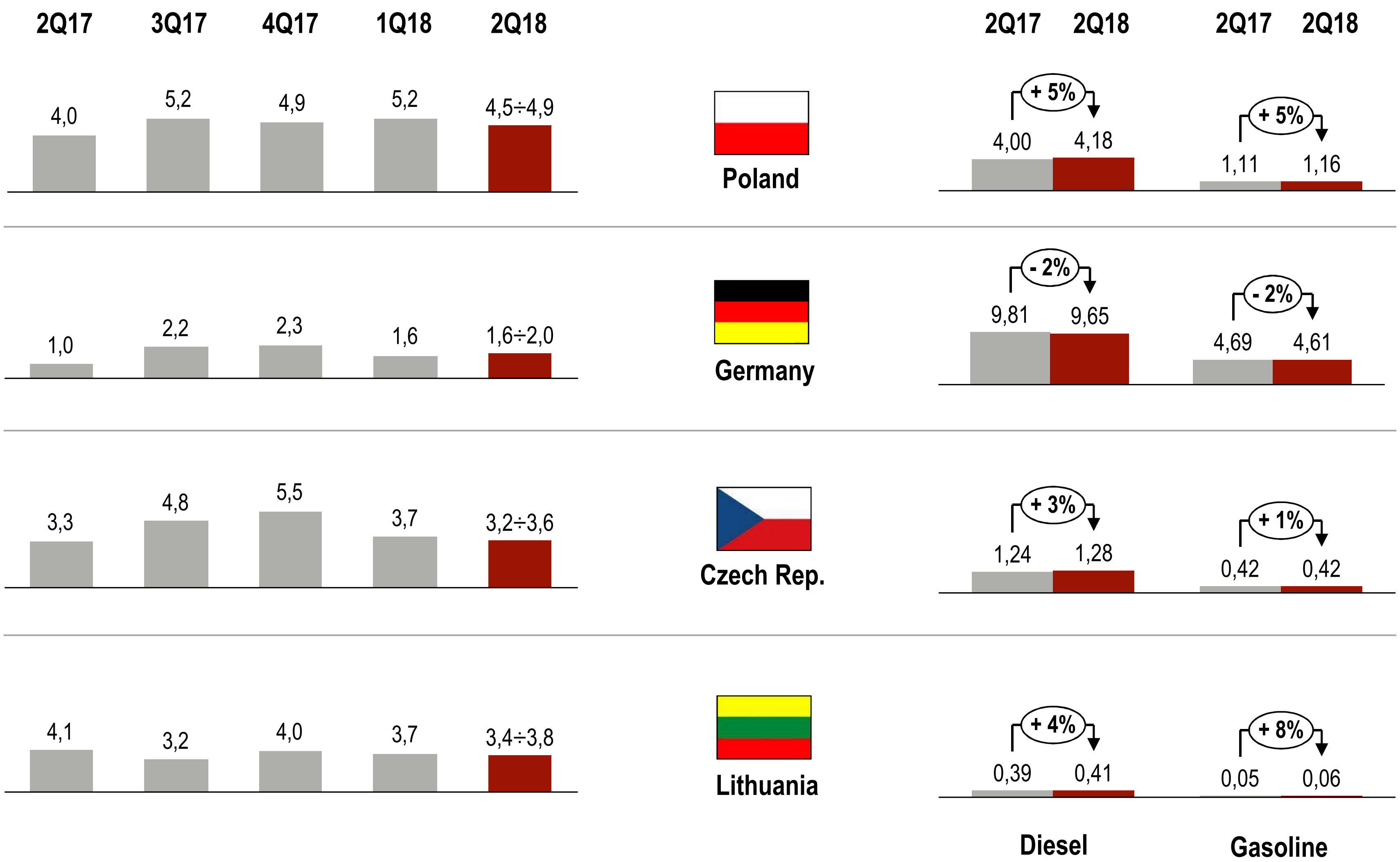
Crude oil price increase
Average Brent crude oil price, USD/bbl



Strengthening of average PLN to USD / weakening to EUR
USD/PLN and EUR/PLN exchange rate



Fuel consumption increase in Poland (y/y)



[1] Poland – Statistical Office / not unseasonal data; (Germany, Lithuania) – Eurostat / not unseasonal data, the Czech Rep. – Statistical Office / unseasonal data, 2Q18 – estimates
[2] 2Q18 – PKN ORLEN estimates based on available data from ARE, Lithuanian Statistical Office, Czech Statistical Office and German Association of Petroleum Industry

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Financial results in 2Q18

PLN m	2Q17	1Q18	2Q18	change	6M17	6M18	change
Revenues	23 025	23 241	26 701	+ 16%	45 900	49 942	+9%
EBITDA LIFO	3 058	1 893	2 127	- 0,9 bn	5 379	4 020	- 1,4 bn
EBITDA	2 714	2 037	3 063	+ 0,3 bn	5 554	5 100	- 0,5 bn
EBIT	2 133	1 411	2 390	+ 0,3 bn	4 411	3 801	- 0,6 bn
Net result	1 754	1 044	1 773	0,0 bn	3 842	2 817	- 1,0 bn

Revenues: increase by 16% (y/y) due to crude oil price increase and higher sales volumes.

EBITDA LIFO: decrease by PLN (-) 0,9 bn (y/y) mainly due to negative impact of macro partially offset by higher sales volumes.

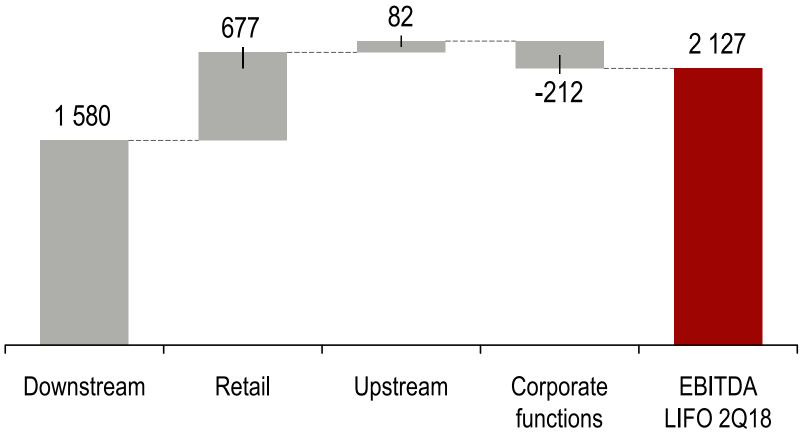
LIFO effect: PLN 0,9 bn in 2Q18 due to positive impact of crude oil price changes reflected in inventories revaluation.

Financial result: PLN (-) 0,1 bn mainly due to negative impact of foreign exchange differences limited by positive impact of settlement and valuation of derivative financial instruments.

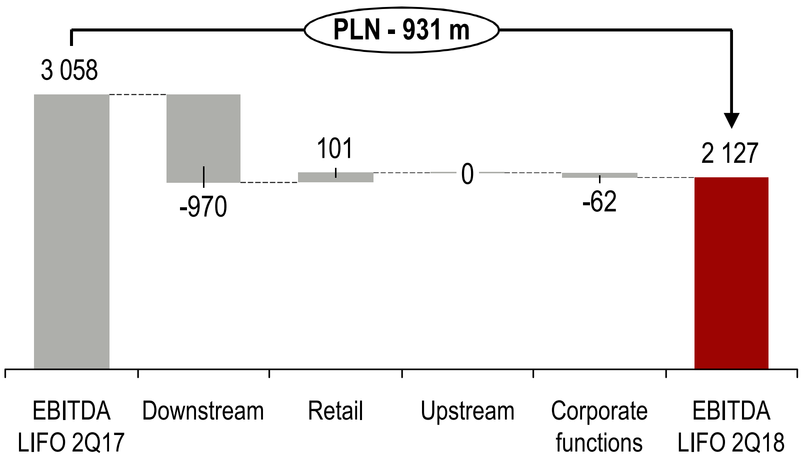
Net result: PLN 1,8 bn of profit in 2Q18.

EBITDA LIFO

Segments' results in 2Q18
PLN m



Change in segments' results (y/y)
PLN m



Downstream: negative impact of macro partially offset by higher sales volumes (y/y).

2Q18 results include PLN 0,4 bn one-off's, of which: PLN 0,3 bn compensation related to Steam Cracker failure from 2015 and PLN 0,1 bn penalties for delay in CCGT Płock realization.

2Q17 results include PLN 0,4 bn one-off's, of which: PLN 0,6 bn compensations and PLN (-) 0,2 bn from NRV revaluation.

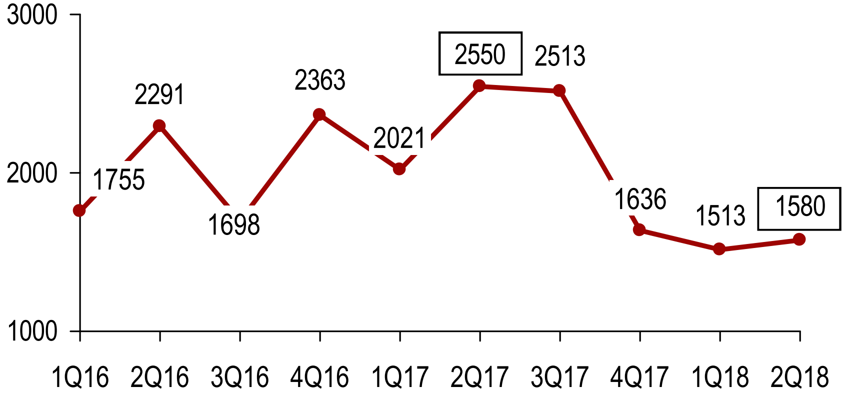
Retail: positive impact of higher sales volumes and higher fuel and non-fuel margins (y/y).

Upstream: positive impact of higher sales volumes and macro due to higher crude oil price limited by negative impact of the balance on other operating activities, including settlement and valuation of financial derivatives (y/y).

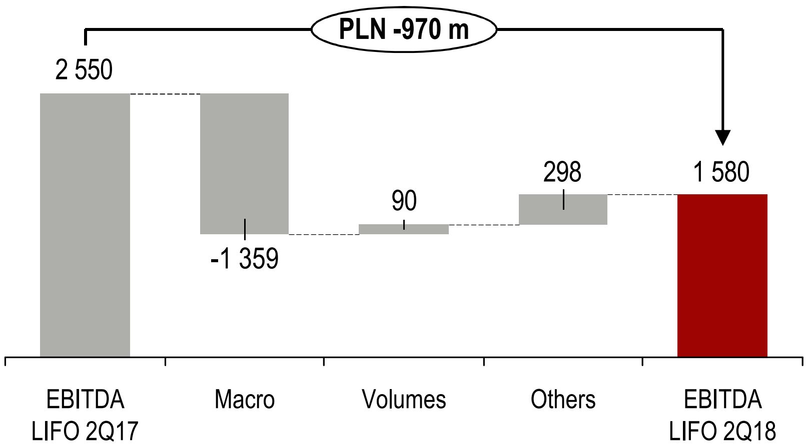
Corporate functions: higher costs (y/y) mainly due to change in other operational activity (y/y).

Downstream – EBITDA LIFO
Negative impact of macro at higher sales volumes

EBITDA LIFO
PLN m



EBITDA LIFO – impact of factors
PLN m



Macro: margins and differential: PLN (-) 884 m, exchange rate PLN 0 m, hedging PLN (-) 475 m

+

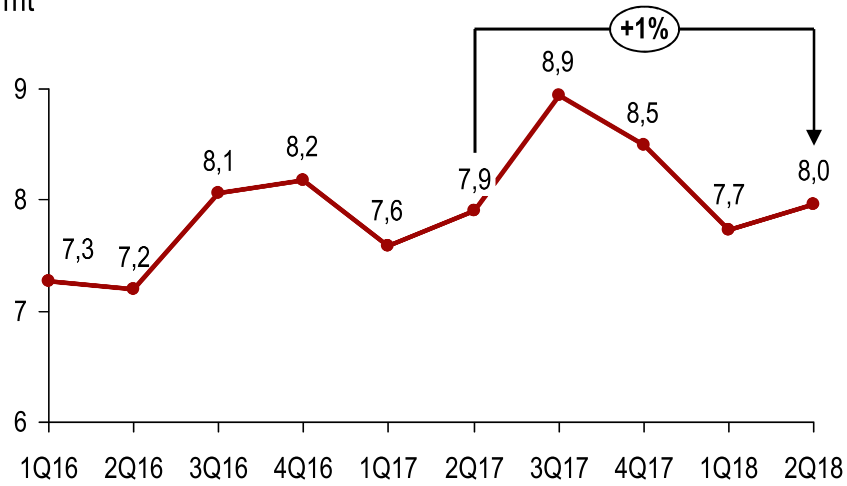
- Sales volumes increase by 1% (y/y), of which:
  - higher sales (y/y): diesel by 2% (however in Poland diesel increased by 15%), polyolefins by 9%, fertilizers by 31%, PVC by 14% and PTA by 36%
  - lower sales (y/y): gasoline by (-) 14%, LPG by (-) 2% and olefins by (-) 3%
- Others include mainly positive effect of utilization during maintenance shutdowns of crude oil and products purchased and manufactured in previous quarters at lower feedstock costs.

−

- Lower throughput by (-) 2% (y/y) due to planned maintenance shutdowns in all refineries.
- Negative macro impact (y/y) mainly due to higher costs of internal feedstock usage for own energy needs and worsening margins on petrochemical products, heavy refining fractions and SN150.
- Others include mainly negative effect of lower insurance from Steam Cracker and FCC failure in Unipetrol (y/y).

Downstream – operational data
Sales volumes increase despite lower crude throughput

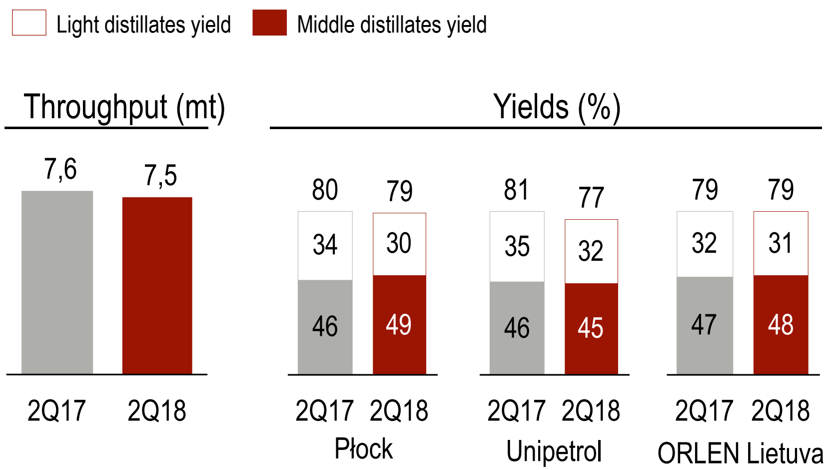
Sales volumes
mt



Utilization ratio
%

Refineries	2Q17	1Q18	2Q18	Δ (y/y)
Płock	79%	103%	94%	15 pp
Unipetrol	96%	86%	75%	-21 pp
ORLEN Lietuva	89%	98%	77%	-12 pp
Petrochemical installations				
Olefins (Płock)	79%	93%	77%	-2 pp
Olefins (Unipetrol)	89%	94%	89%	0 pp
BOP	67%	88%	76%	9 pp

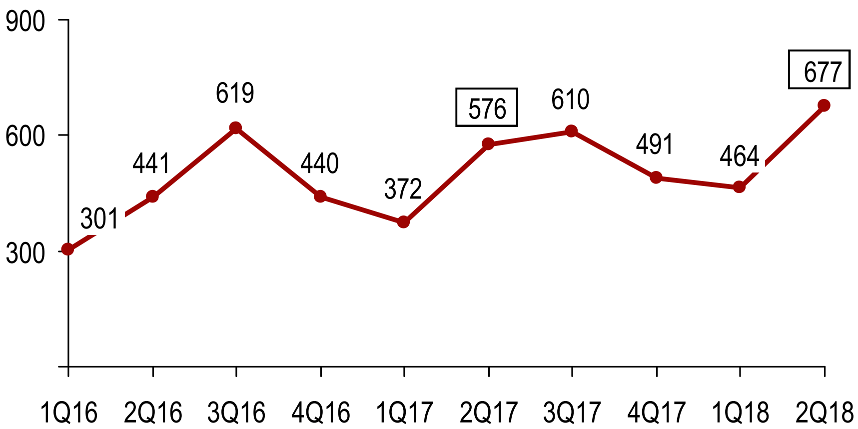
Crude oil throughput and fuel yield
mt, %



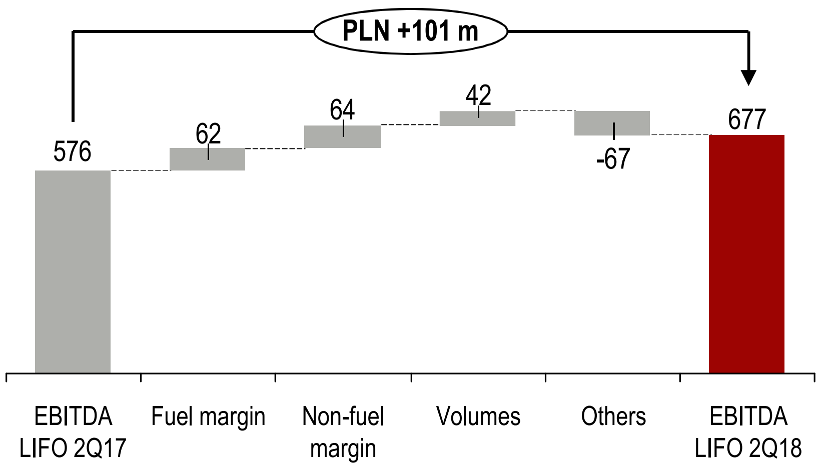
- Lower utilization by (-) 2pp (y/y), of which: Płock 15pp due to lack of shutdowns of CDU III, Hydrogen Unit and Hydrocracking from 2Q17. Lower utilization of Olefin Unit due to unplanned shutdown; Unipetrol (-) 21pp due to cyclical refinery shutdown in Kralupy; ORLEN Lietuva (-) 12pp due to cyclical refinery shutdown.
- Poland – higher fuel sales due to favorable market situation and higher availability of conversion installations (y/y).
- Czech Republic – lower sales of refining products due to cyclical shutdown of the Kralupy refinery started in mid-March 2018 and failure of POX unit in Litvinov.
- ORLEN Lietuva – sales volumes at the level of previous year.

Retail – EBITDA LIFO
Sales volumes and retail margins increase

EBITDA LIFO
PLN m



EBITDA LIFO – impact of factors
PLN m

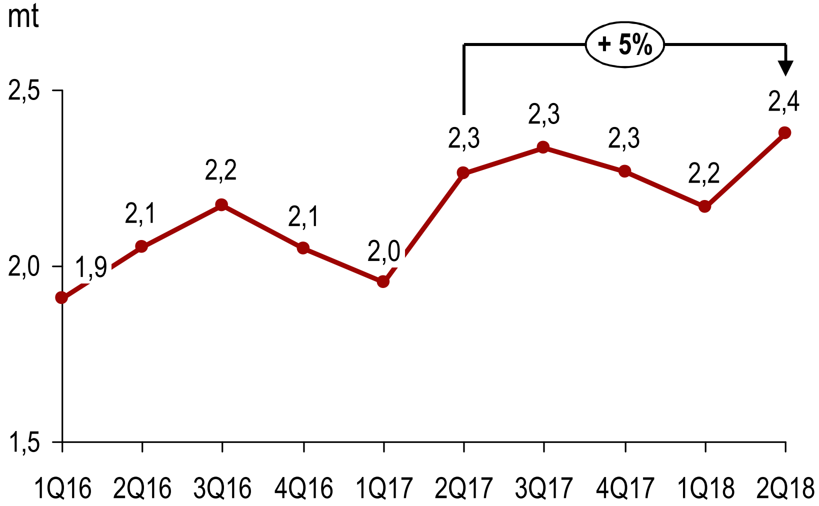


- Sales volumes increase by 5% (y/y).
- Market share increase in all markets (y/y).
- Fuel margin increase on Polish and German markets at lower margins on Czech market (y/y).
- Non-fuel margin increase in all markets (y/y).
- Dynamic growth of non-fuel offer: Stop Cafe/Star Connect coffee corners (including convenience stores branded O!SHOP) increased by 170 (r/r).

- Others include mainly higher costs of running fuel stations related to the higher sales volumes (y/y).

Retail – operational data
Sales volumes increase and further non-fuel offer growth

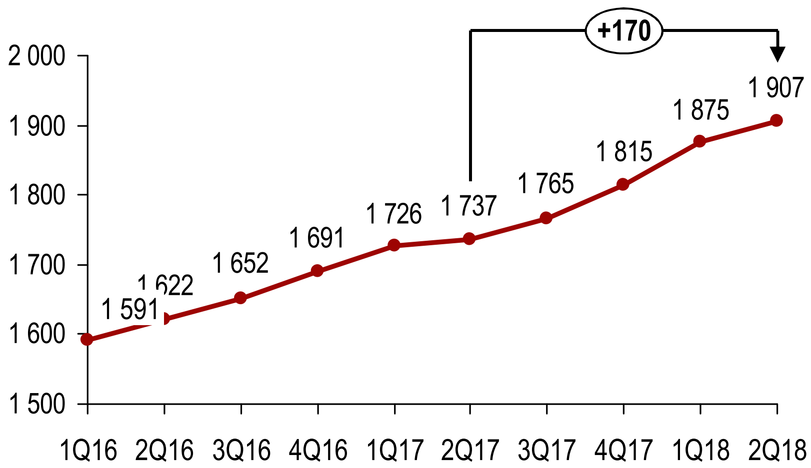
Sales volumes
mt



Number of petrol stations and market shares (by volume)
#, %

	# stations	Δ y/y	% market	Δ y/y
PL	1 771	17	33,7%	0,1 pp
DE	581	1	6,2%	0,2 pp
CZ	405	20	22,2%	2,9 pp
LT	25	0	4,5%	0,1 pp

Coffee corners (including convenience stores)
#

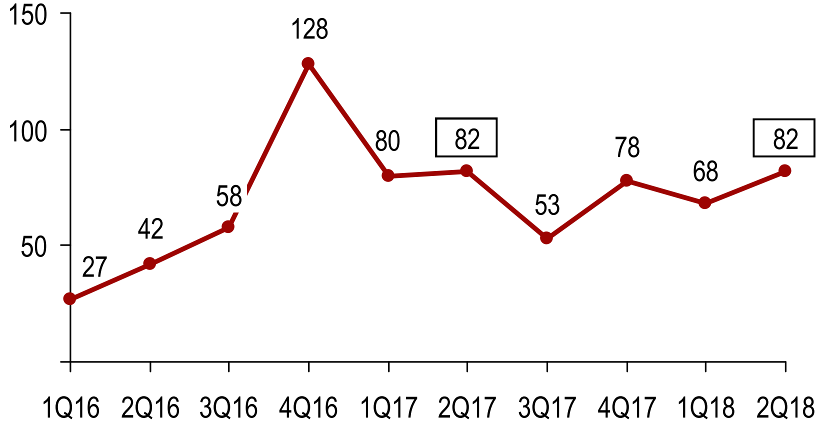


- Sales increase by 5% (y/y), of which: in Poland by 4%, in the Czech Rep. by 16%, in Lithuania by 11% and in Germany by 4%*.
- Market share increase on all markets (y/y). The highest increase in the Czech Rep. by 2,9 pp (y/y) due to including stations acquired from OMV.
- 2782 fuel stations at the end of 2Q18, i.e. increase by 38 (y/y), of which: increase in Poland by 17, in Germany by 1 and in the Czech Republic by 20 stations.
- Growth of non-fuel offer by launching another 32 locations in 2Q18. At the end of 2Q18 there were 1907 locations in total, of which: 1621 Stop Cafe in Poland (including 231 convenience stores branded O!SHOP), 229 Stop Cafe in the Czech Rep., 23 Stop Cafe in Lithuania and 34 Star Connect in Germany.

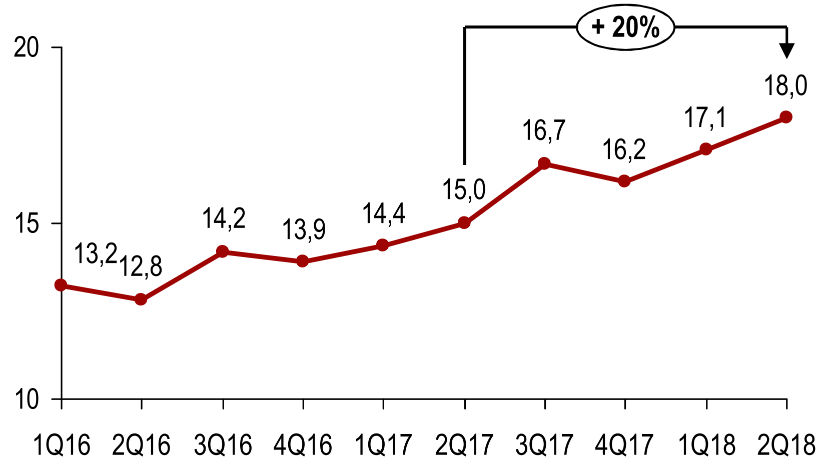
* Includes also sale of light distillates realized in wholesale formula. Sales volumes on ORLEN Deutschland fuel stations at comparable level (y/y).

Upstream – EBITDA LIFO
Positive macro impact and increase of average production by 20% (y/y)

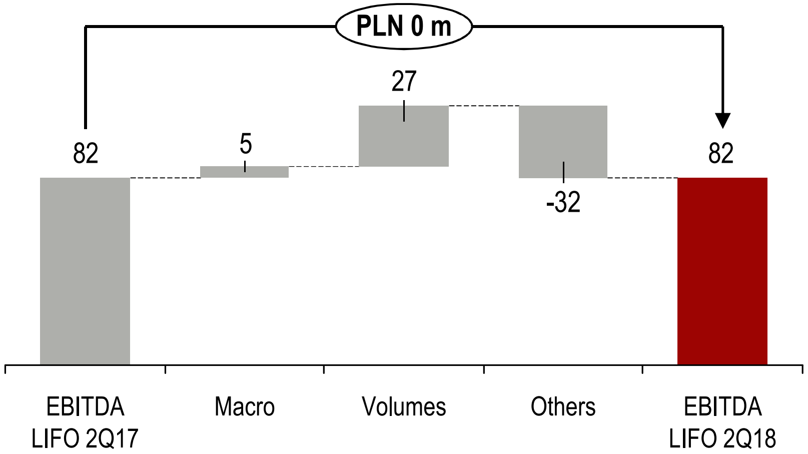
EBITDA LIFO
PLN m



Average production
th. boe/d



EBITDA LIFO – impact of factors
PLN m



- Positive macro impact related to increase of crude oil price offset by decrease of gas price in Canada (y/y).
- Increase of average production by 3,0 th. boe/d (y/y), including: higher production in Canada by 3,3 th. boe/d at lower production in Poland by (-) 0,3 th. boe/d.

- Others include mainly negative impact of financial instruments valuation.

Data before impairments of assets:
2Q18: PLN (-) 10 m regarding upstream assets in Poland

Upstream

Poland

Total reserves of crude oil and gas (2P)

Ca. 11 m boe* (6% liquid hydrocarbons, 94% gas)

2Q18

Average production: 0,9 th. boe/d (100% gas)

EBITDA**: PLN 5 m

CAPEX: PLN 41 m

6M18

Average production: 1,0 th. boe/d (100% gas)

EBITDA**: PLN 12 m

CAPEX: PLN 91 m

2Q18

- Start of drilling of Chwalęcin-1K exploration well in partnership (Płotki area).
- Begining of acquisition of 3D seismic data in Biecz (Karaty area) and Chełmno (Edge area).
- Finalization of construction of Bystrowice-OU1 drilling site in Miocen project. Begining of equipment transport and installation.
- Continuation of analysis of 2D/3D seismic data and preparation works for next exploration wells.
- Works on the development of deposits in the Płotki area continued.

Canada

Total reserves of crude oil and gas (2P)

Ca. 141 m boe* (42% liquid hydrocarbons, 58% gas)

2Q18

Average production: 17,1 th. boe/d (46% liquid hydrocarbons)

EBITDA**: PLN 77 m

CAPEX: PLN 93 m

6M18

Average production: 16,5 th. boe/d (45% liquid hydrocarbons)

EBITDA**: PLN 138 m

CAPEX: PLN 290 m

2Q18

- Beginning of drilling of 1 (0,75 net) well in Kakwa area.
- 3 drills (2,75 net) in Kakwa area and 1 drill (0,5 net) in Lochend area fracked.
- 2 drills (1,5 net) in Ferrier area and 1 drill (0,75 net) in Kakwa area included into production.
- In Kakwa area, the expansion of the initial gas processing installation and water storage installation continued. Network of collective pipelines construction process started in Lochend area.

* Data as of 31.12.2017

** Data before impairments of assets in total PLN (-) 12 m

Net – number of wells multiplied by percent of share in particular asset

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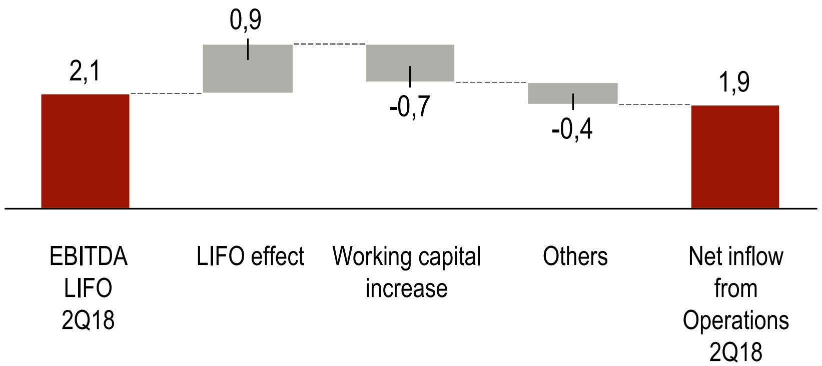
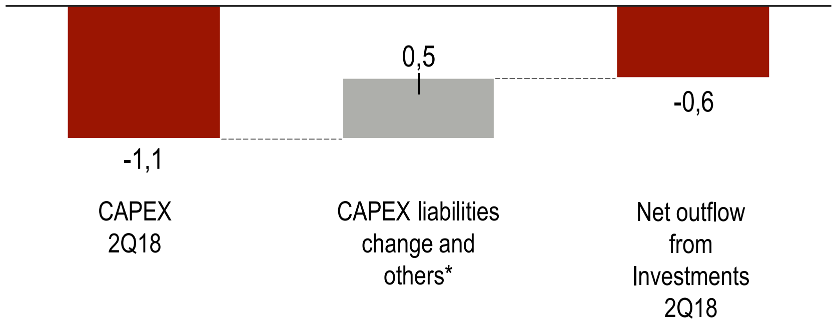
Cash flow

Cash flow from operations
PLN bn

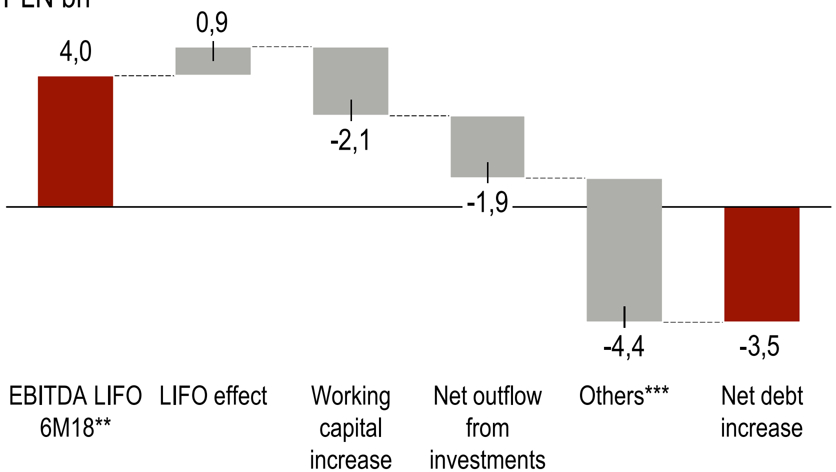


Cash flow from investments
PLN bn



- Working capital increase in 2Q18 by PLN 0,7 bn mainly as a result of higher inventories value due to increased crude oil and products prices.
- Other PLN (-) 0,4 bn includes mainly insurance compensation related to Steam Cracker failure in Unipetrol from 2015. The insurance compensation has been recognized in books in 2Q18 and will be paid in cash in 3Q18.
- Obligatory reserves in the balance sheet at the end of 2Q18 amounted to PLN 5,6 bn, out of which PLN 5,1 bn in Poland.

Free cash flow for 6M18
PLN bn



* mainly dividend from BOP (equity method) and settlement of financial instruments non-related to hedge accounting

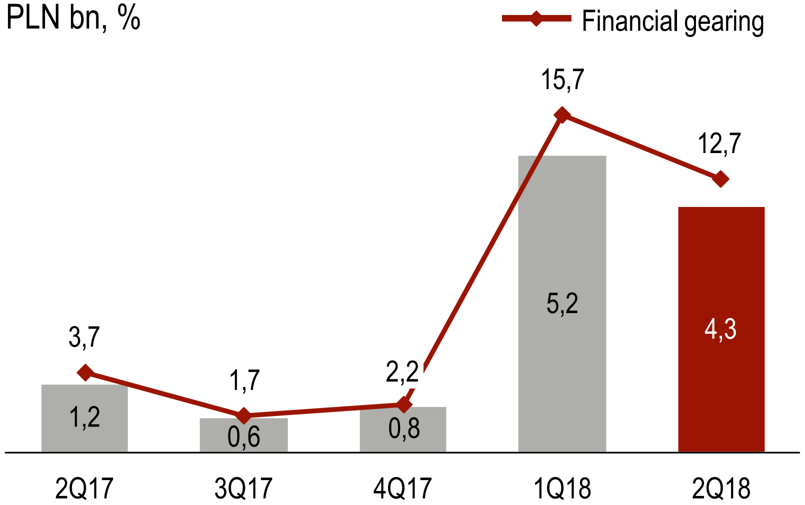
** includes PLN 0,3 m of insurance compensation related to Steam Cracker failure in Unipetrol from 2015 and PLN 0,2 m of penalties for delay in CCGT Płock and CCGT Włocławek projects realization

*** mainly partial buy out of minorities in Unipetrol in amount of PLN 3,5 bn; paid income tax, elimination of companies' results consolidated under equity method, FX differences (operational and related to debt), paid interests and recognized but not yet received insurance related to Steam Cracker failure in Unipetrol of PLN 0,3 m, which will be paid in cash in coming periods

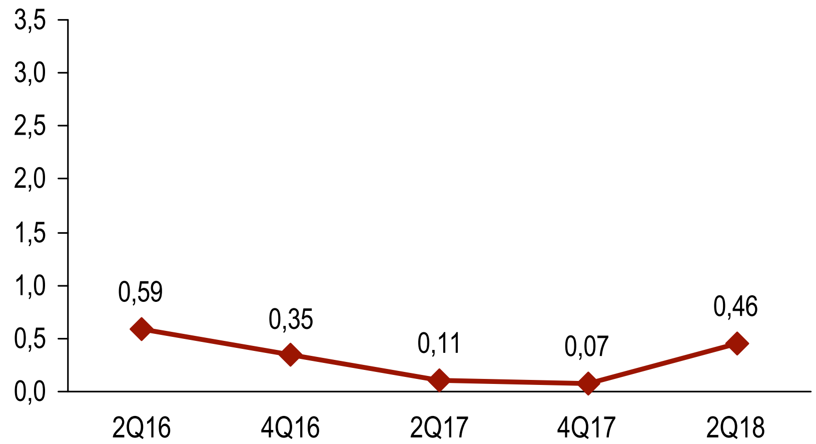
Financial strength

Net debt and gearing

PLN bn, %

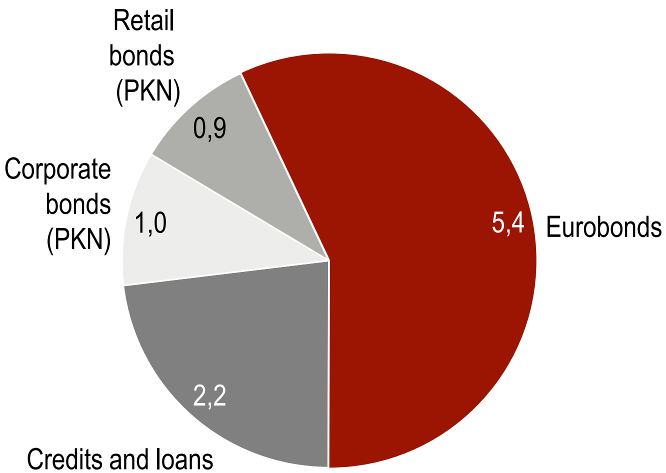


Net debt /EBITDA LIFO



Diversified sources of financing (gross debt)

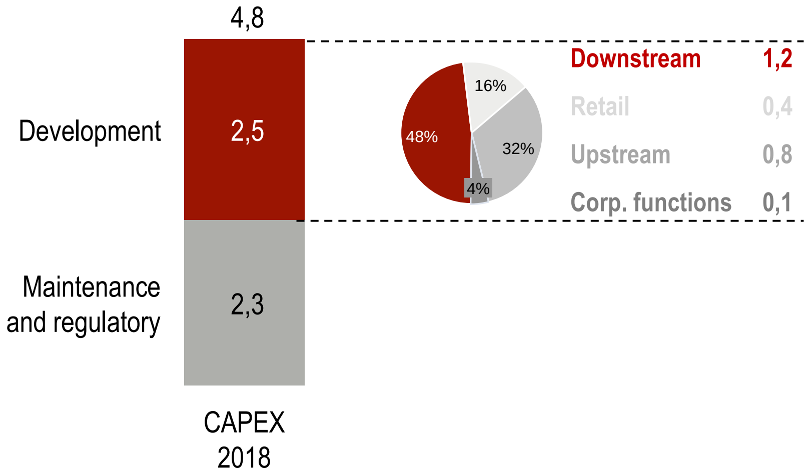
PLN bn



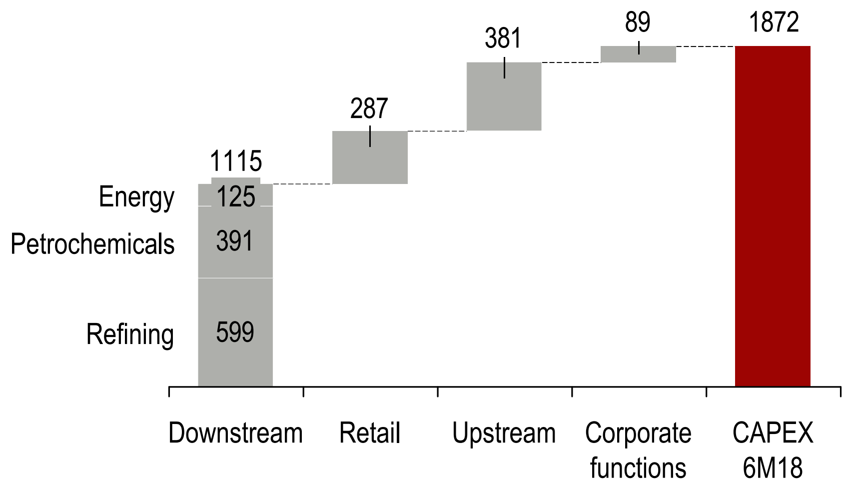
- Gross debt structure:
  EUR 80%, PLN 20%
- Average maturity in 2021
- Investment grade: BBB- stable outlook (Fitch), Baa2 stable outlook (Moody's)
- Net debt decrease by PLN 0,9 bn (q/q) mainly due to positive operational cash flow of PLN 1,9 bn decreased by net investments of PLN (-) 0,6 bn and PLN (-) 0,4 bn of interest paid and negative exchange differences related to FX loans recalculation

CAPEX

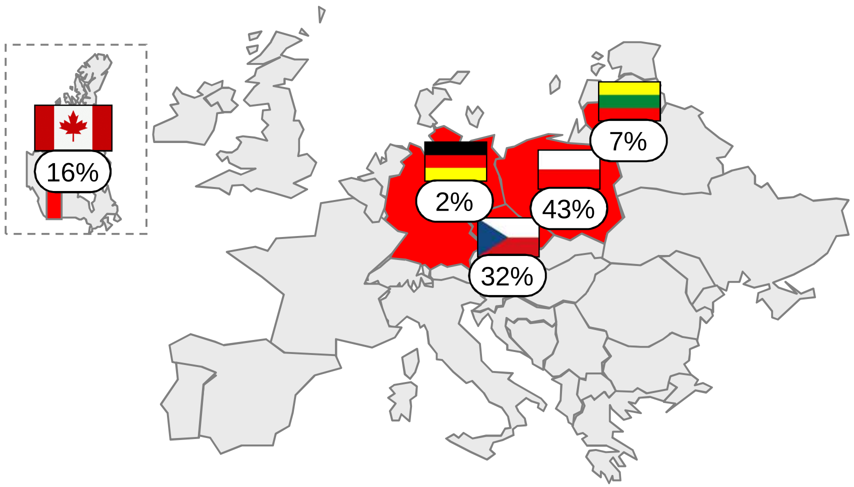
Planned CAPEX 2018
PLN bn, %



Realized CAPEX 6M18 – split by segment
PLN m



Realized CAPEX 6M18 – split by country
%



Main projects in 2Q18

DOWNSTREAM

- Construction of Polyethylene Unit in the Czech Rep.
- Construction of Metathesis Unit in Płock
- Construction of CCGT Unit in Plock:
  - Trials and tests run with PSE finished with positive results. As a consequence CCGT Unit was passed to exploitation
  - All the permits necessary for CCGT exploitation obtained, including: integrated permit and ready for use permit

RETAIL

- 12 fuel stations opened (incl.: 10 in Poland, 1 in Germany and 1 in the Czech Rep.), 18 closed, 29 modernized
- 32 Stop Cafe/Star Connect locations opened (including convenience shops under the brand O!SHOP)

UPSTREAM

- Canada – PLN 93 m / Poland – PLN 41 m

* CAPEX 2Q18 amounted PLN 1 070 m: refining PLN 438 m, petrochemicals PLN 205 m, energy PLN 72 m, retail PLN 159 m, upstream PLN 134 m, corporate functions PLN 62 m

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Market environment 2018

Macro

- Brent crude oil – expected increase of crude oil price vs. the average for 2017 mainly due to extension till the end of 2018 of the agreement between OPEC countries and Russia regarding limitation of crude oil production and high geopolitical risk. However, stronger increase of crude oil price should increase production in the US. At the end of June OPEC countries and Russia took a decision to increase crude oil production by approx. 1 mboe/d (i.e. 1% of global supply) due to significant increase of crude oil price and concerns over drop in demand.
- Downstream margin – expected decrease of margin vs. the average for 2017 due to lower margins on refining and petrochemical products as a result of crude oil price increase (y/y). Expected increase in fuels and petrochemical products consumption due to solid growth of global economy should limit decrease of downstream margin.

Economy

- GDP forecast* – Poland 4,2%, Czech Republic 3,9%, Lithuania 3,2%, Germany 2,3%.
- Fuel consumption – expected stabilization of gasoline demand and slight increase in diesel demand in CEE (Germany, the Czech Republic, Lithuania). In Poland, further increasing trend for both gasoline and diesel is expected.

Regulatory environment

- Regulations limiting grey zone – Polish Parliament accepted expansion of monitoring system of goods transport (so called SENT) to rail transport. New regulations came into force in June 2018.
- Limitation of Sunday trading – from 1 March 2018 shops in Poland are open only on first and last Sunday of the month. The trade ban does not apply to fuel stations.
- Obligatory crude oil reserves – maintaining reserves in Poland at the level of 53 days.
- National Index Target – from 1 January 2018 necessity to fulfil 50% of NIT by mandatory blending of biocomponents to fuels in quarterly terms. In 2017 it was yearly term. PKN ORLEN in 2018 will be able to take advantage of the possibility to reduce ratio from 7,5% to 5,48%.

* Poland (NBP, March 2018); Germany (RGE, June 2018); Czech Republic (CNB, May 2018); Lithuania (LB, June 2018)

Thank you for your attention

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Supporting slides

Results – split by quarter

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Revenues	23 025	23 241	26 701	16%	45 900	49 942	9%
EBITDA LIFO	3 058	1 893	2 127	-30%	5 379	4 020	-25%
LIFO effect	-344	144	936	-	175	1 080	517%
EBITDA	2 714	2 037	3 063	13%	5 554	5 100	-8%
Depreciation	-581	-626	-673	-16%	-1 143	-1 299	-14%
EBIT LIFO	2 477	1 267	1 454	-41%	4 236	2 721	-36%
EBIT	2 133	1 411	2 390	12%	4 411	3 801	-14%
Net result	1 754	1 044	1 773	1%	3 842	2 817	-27%

Results – split by segment

2Q18 **PLN m**	**Downstream**	**Retail**	**Upstream**	**Corporate functions**	**TOTAL**
EBITDA LIFO	1 580	677	82	-212	2 127
LIFO effect	936	-	-	-	936
EBITDA	2 516	677	82	-212	3 063
Depreciation	-451	-114	-82	-26	-673
EBIT	2 065	563	0	-238	2 390
EBIT LIFO	1 129	563	0	-238	1 454

1Q17 **PLN m**	**Downstream**	**Retail**	**Upstream**	**Corporate functions**	**TOTAL**
EBITDA LIFO	2 550	576	82	-150	3 058
LIFO effect	-344	-	-	-	-344
EBITDA	2 206	576	82	-150	2 714
Depreciation	-374	-103	-78	-26	-581
EBIT	1 832	473	4	-176	2 133
EBIT LIFO	2 176	473	4	-176	2 477

EBITDA LIFO – split by segment

PLN m	2Q17	1Q18	2Q18	Δ (y/y)	6M17	6M18	Δ
Downstream	2 550	1 513	1 580	-38%	4 571	3 093	-32%
Retail	576	464	677	18%	948	1 141	20%
Upstream	82	68	82	0%	162	150	-7%
Corporate functions	-150	-152	-212	-41%	-302	-364	-21%
EBITDA LIFO	**3 058**	**1 893**	**2 127**	**-30%**	**5 379**	**4 020**	**-25%**

Results – split by company

2Q18 PLN m	PKN ORLEN S.A.	Unipetrol [2]	ORLEN Lietuva [2]	Others and consolidation corrections	Total
Revenues	20 883	5 186	4 622	-3 990	26 701
EBITDA LIFO	1 260	393	113	361	2 127
LIFO effect [1]	-716	-171	-43	-6	-936
EBITDA	1 976	564	156	367	3 063
Depreciation	346	132	20	175	673
EBIT	1 630	432	136	192	2 390
EBIT LIFO	914	261	93	186	1 454
Financial income	1 217	161	3	-959	422
Financial costs	-657	-5	-9	107	-564
Net result	1 931	483	101	-742	1 773

[1] Calculated as a difference between operating profit acc. to LIFO and operating profit based on weighted average
[2] Presented data shows Unipetrol Group and ORLEN Lietuva results acc. to IFRS before taking into account adjustments made for PKN ORLEN consolidation

ORLEN Lietuva Group

USD m	2Q17	1Q18	2Q18	∆ y/y	6M17	6M18	∆
Revenues	954	1 232	1 281	34%	1 967	2 513	28%
EBITDA LIFO	58	17	30	-48%	99	47	-53%
EBITDA	54	19	42	-22%	108	61	-44%
EBIT	49	13	37	-24%	99	50	-49%
Net result	50	12	27	-46%	93	39	-58%

- Sales volumes at comparable level (y/y). Higher revenues reflect increase in products quotations due to crude oil price increase.
- Lower crude oil throughput and utilization decrease by (-) 12 pp (y/y) due to cyclical maintenance shutdown.
- EBITDA LIFO lower by USD (-) 28 m (y/y) mainly due to higher costs of raw materials for own energy use as a result of increase in crude oil price by 24 USD/bb (y/y) and worsening of heavy refining fractions margins and negative impact of sales structure. Positive impact of higher margins on fuel products and net changes (y/y) of net realizable value (NRV).
- CAPEX 2Q18: USD 26 m / 6M18: USD 40 m

* Operating results before impairments of assets:
2Q17: USD 1 m
6M17: USD 1 m

UNIPETROL Group

CZK m	2Q17	1Q18	2Q18	Δ y/y	6M17	6M18	Δ
Revenues	31 181	27 172	31 136	0%	61 031	58 308	-4%
EBITDA LIFO	6 549	1 499	2 349	-64%	10 165	3 848	-62%
EBITDA	6 060	1 371	3 381	-44%	10 031	4 752	-53%
EBIT	5 369	610	2 591	-52%	8 716	3 201	-63%
Net result	3 594	366	2 896	-19%	6 432	3 262	-49%

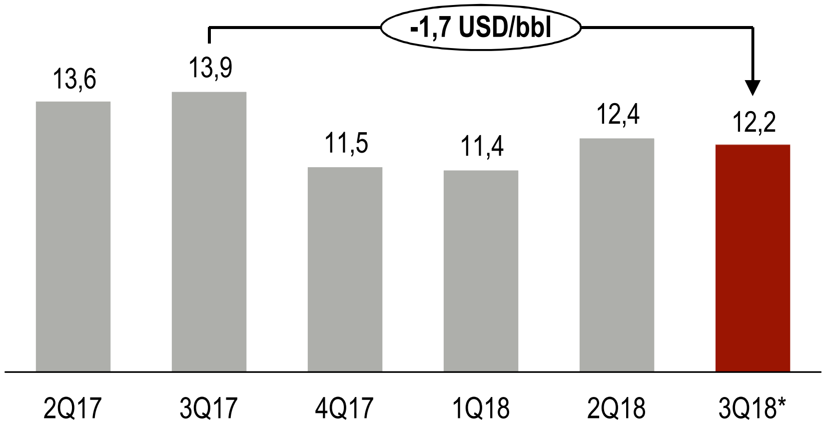
- Increase in revenues due to higher prices of crude oil and products offset by lower sales volumes by (-) 12% (y/y) as a result of cyclical shutdown of refinery in Kralupy and failure of POX unit.
- Decrease in utilization by (-) 21 pp (y/y) and fuel yield by (-) 4 pp (y/y) mainly due to above mentioned shutdowns.
- EBITDA LIFO lower by CZK (-) 4,2 bn (y/y) mainly due to higher costs of raw materials for own energy use as a result of increase in crude oil quotations by 24 USD/bb (y/y), worsening of margins on heavy refining fractions, petrochemicals, fertilizers and PVC as well as negative impact of lower sales volumes and lower insurance compensation related to Steam Cracker failure in Unipetrol from 2015 (y/y).
- CAPEX 2Q18: CZK 2 295 m / 6M18: CZK 3 577 m

* Data before impairments of assets:
1Q18: CZK 27 m
2Q17: CZK (-) 6 m / 2Q18: CZK 16 m
6M17: CZK (-) 6 m / 6M18: CZK (-) 11 m

Macro environment in 3Q18

Downstream margin decrease

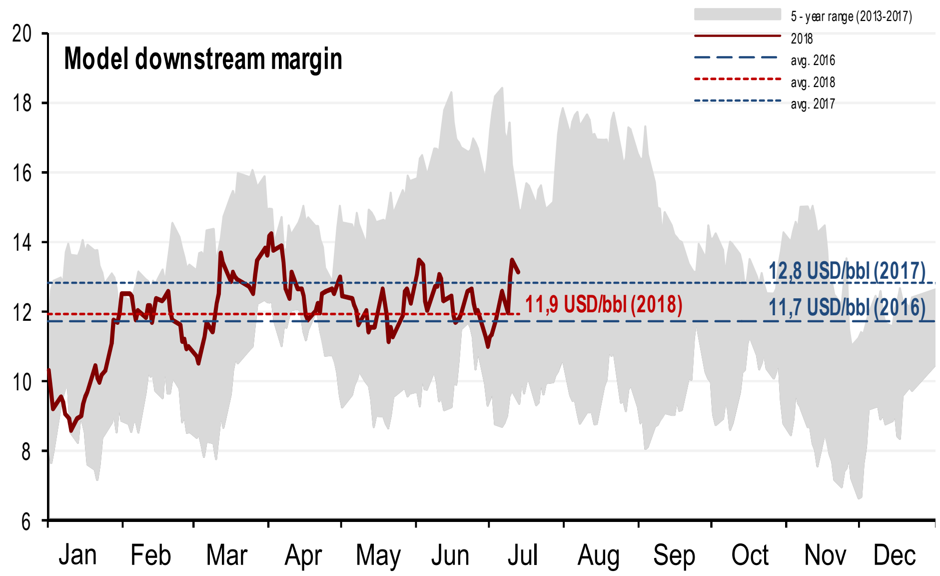
Model downstream margin, USD/bbl



Product slate of downstream margin

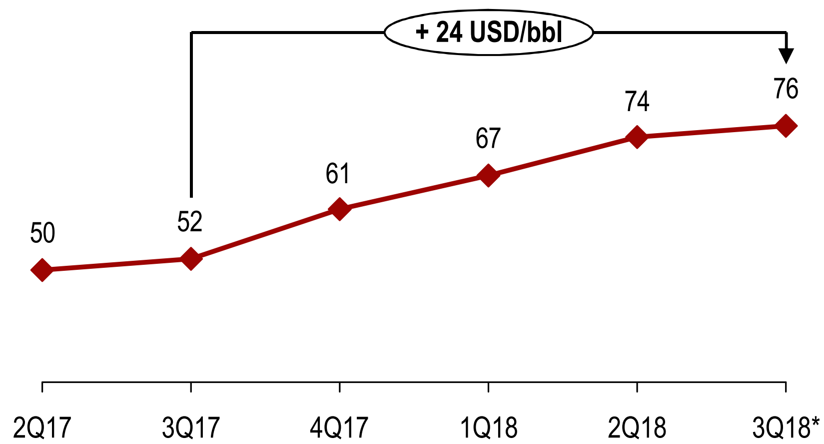
Crack margins

Refining products (USD/t)	3Q17	2Q18	3Q18*	Δ Q/Q	Δ Y/Y
Diesel	96	97	90	-7%	-6%
Gasoline	164	160	161	1%	-2%
HSFO	-100	-163	-142	13%	-42%
SN 150	382	176	162	-8%	-58%
Petchem products (EUR/t)					
Ethylene	642	630	645	2%	0%
Propylene	471	503	542	8%	15%
Benzene	329	255	304	19%	-8%
PX	384	362	400	10%	4%



Crude oil price increase

Average Brent crude oil price, USD/bbl

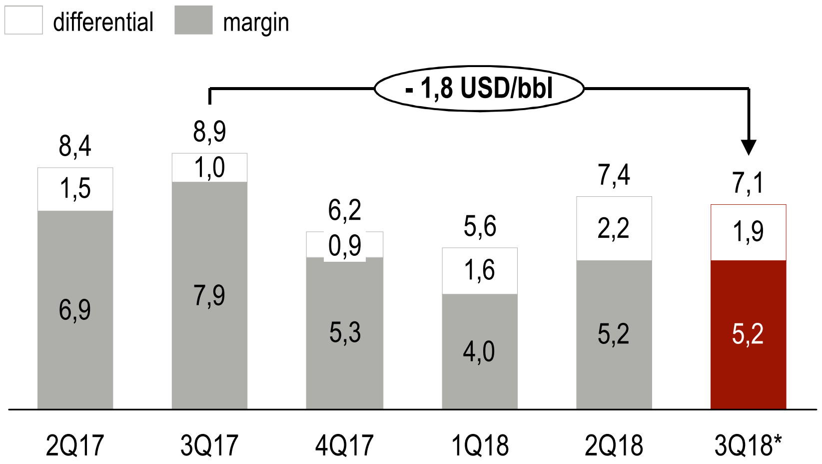


* Data as of 13.07.2018

Macro environment in 3Q18

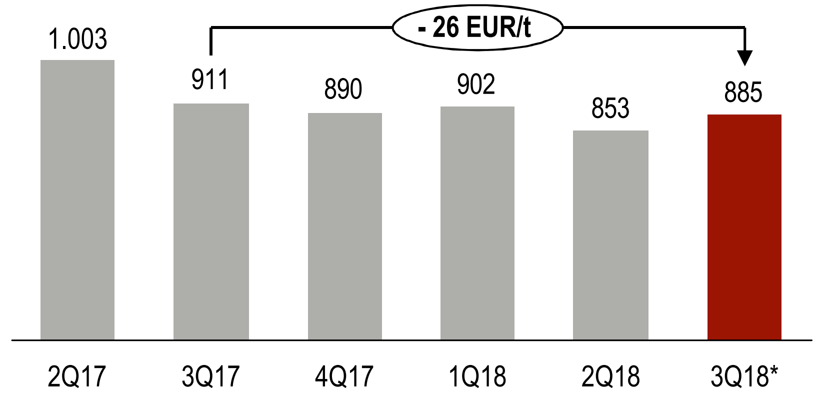
Refining margin with B/U differential decrease

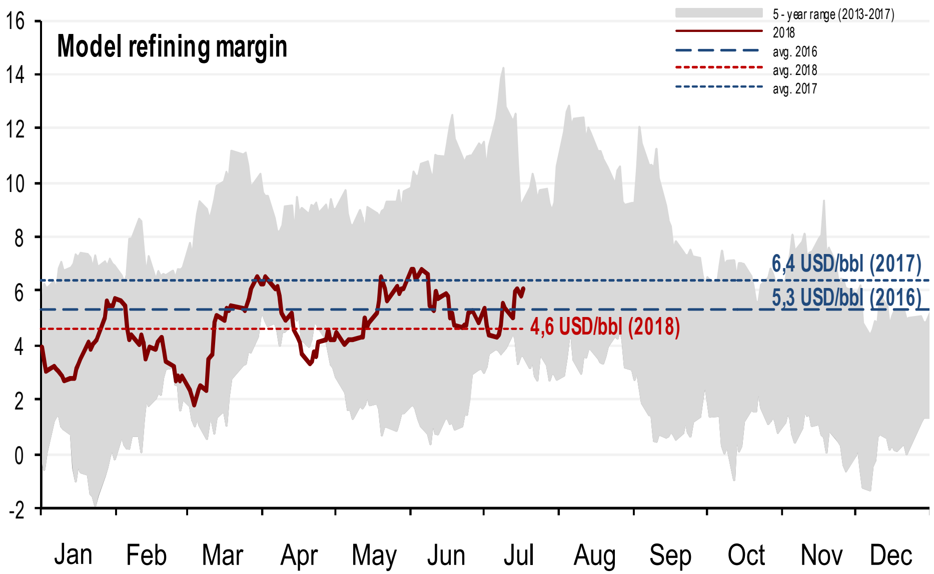
Model refining margin and Brent/Ural differential, USD/bbl

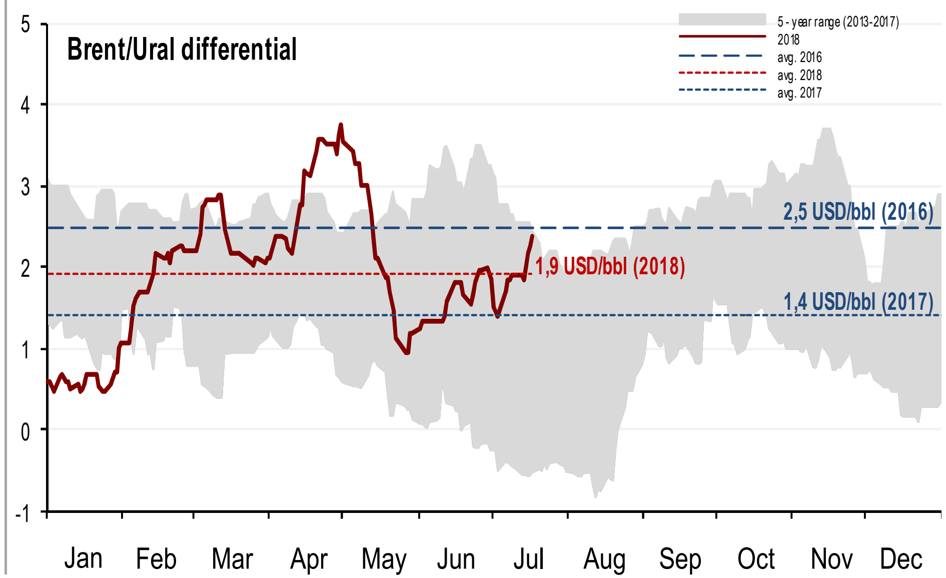


Petrochemical margin decrease

Model petrochemical margin, EUR/t







* Data as of 13.07.2018

Production data

	2Q17	1Q18	2Q18	Δ (y/y)	Δ (q/q)	6M17	6M18	Δ
Total crude oil throughput in PKN ORLEN (kt)	7 622	8 529	7 461	-2%	-13%	15 516	15 990	3%
Utilisation	87%	98%	85%	-2 pp	-13 pp	89%	92%	3 pp
Refinery in Poland [1]								
Processed crude (kt)	3 222	4 121	3 802	18%	-8%	6 906	7 923	15%
Utilisation	79%	103%	94%	15 pp	-9 pp	85%	99%	14 pp
Fuel yield [4]	80%	82%	79%	-1 pp	-3 pp	80%	81%	1 pp
Light distillates yield [5]	34%	33%	30%	-4 pp	-3 pp	34%	32%	-2 pp
Middle distillates yield [6]	46%	49%	49%	3 pp	0 pp	46%	49%	3 pp
Refineries in the Czech Rep. [2]								
Processed crude (kt)	2 081	1 855	1 627	-22%	-12%	4 004	3 482	-13%
Utilisation	96%	86%	75%	-21 pp	-11 pp	92%	81%	-12 pp
Fuel yield [4]	81%	81%	77%	-4 pp	-4 pp	81%	79%	-2 pp
Light distillates yield [5]	35%	36%	32%	-3 pp	-4 pp	35%	34%	-1 pp
Middle distillates yield [6]	46%	45%	45%	-1 pp	0 pp	46%	45%	-1 pp
Refinery in Lithuania [3]								
Processed crude (kt)	2 257	2 475	1 967	-13%	-21%	4 462	4 442	0%
Utilisation	89%	98%	77%	-12 pp	-21 pp	88%	88%	0 pp
Fuel yield [4]	79%	69%	79%	0 pp	10 pp	77%	74%	-3 pp
Light distillates yield [5]	32%	27%	31%	-1 pp	4 pp	31%	29%	-2 pp
Middle distillates yield [6]	47%	42%	48%	1 pp	6 pp	46%	45%	-1 pp

[1] Throughput capacity for Plock refinery is 16,3 mt/y
[2] Throughput capacity for Unipetrol is 8,7 mt/y [Litvinov (5,4 mt/y) and Kralupy (3,3 mt/y)]
[3] Throughput capacity for ORLEN Lietuva is 10,2 mt/y
[4] Fuel yield equals middle distillates yield plus light distillates yield. Differences may occur from roundings
[5] Light distillates yield is a ratio of gasoline, naphtha, LPG production excluding BIO and internal transfers to crude oil throughput
[6] Middle distillates yield is a ratio of diesel, light heating oil (LHO) and JET production excluding BIO and internal transfers to crude oil throughput

Dictionary

Model downstream margin = revenues (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 oil + 91,1% URAL crude oil + 2,4% natural gas)

Model refining margin = revenues (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.

Spread Ural Rdam vs fwd Brent Dtd = Med Strip - Ural Rdam (Ural CIF Rotterdam).

Model petrochemical margin = revenues (98% Products = 44% HDPE + 7% LDPE + 35% PP Homo + 12% PP Copo) - costs (100% input = 75% Naphtha + 25% LS VGO). Contract market quotations.

Fuel yield = middle distillates yield + gasoline yield (yields calculated in relation to crude oil)

Working capital (in balance sheet) = inventories + trading receivables and other receivables – trading liabilities and other liabilities

Working capital change (in cash flow) = changes in receivables + changes in inventories + changes in liabilities

Gearing = net debt / equity calculated acc. to average balance sheet amount in the period

Net debt = (short-term + long-term Interest-bearing loans and borrowings)– cash

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