UNIPETROL
2Q 2013 FINANCIAL RESULTS

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23 July 2013

Prague, Czech Republic

AGENDA

Key highlights of 2Q 2013

Macro environment

Production & Sales

Financials

Summary

Back-up

KEY HIGHLIGHTS OF 2Q 2013

Positive EBITDA LIFO of CZK 663m and new Strategy 2013-2017

Positive EBITDA LIFO	Positive EBITDA LIFO of CZK 663m. Positive contribution of petrochemical and retail segments. Negative contribution of refining segment.
Solid profitability of petrochemical segment	Petrochemical segment positive EBITDA LIFO of CZK 682m. Positive impact from continuation of high petrochemical margins and higher sales volumes of polymers.
Improvement of retail market conditions	Improvement of retail market conditions thanks to decrease of unofficial fuel imports observed from middle of May connected to increased activities of official state authorities.
Long-term crude oil supply contract	Announced on 21 June. First long-term contract for Russian crude oil (REBCO) supplies through Druzhba pipeline. Valid for 3 years (July 2013 – June 2016).
New contract with Transpetrol	Announced on 30 May. New transportation tariffs for Druzhba pipeline in Slovakia for 2013. Positive impact on full-year 2013 EBITDA around CZK 45m.
Unipetrol Group Strategy 2013-2017	New Strategy announced on 11 June. Petrochemical segment is going to be the key profit maker of the Group. Planned CAPEX of CZK 19bn for the whole Group.

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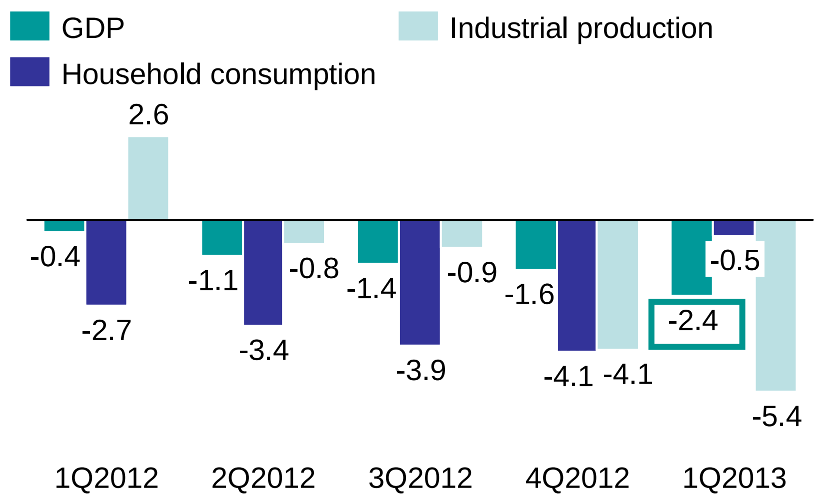
GENERAL MACRO ENVIRONMENT

General macro environment not supportive, both locally and internationally

Czech Republic (y/y)

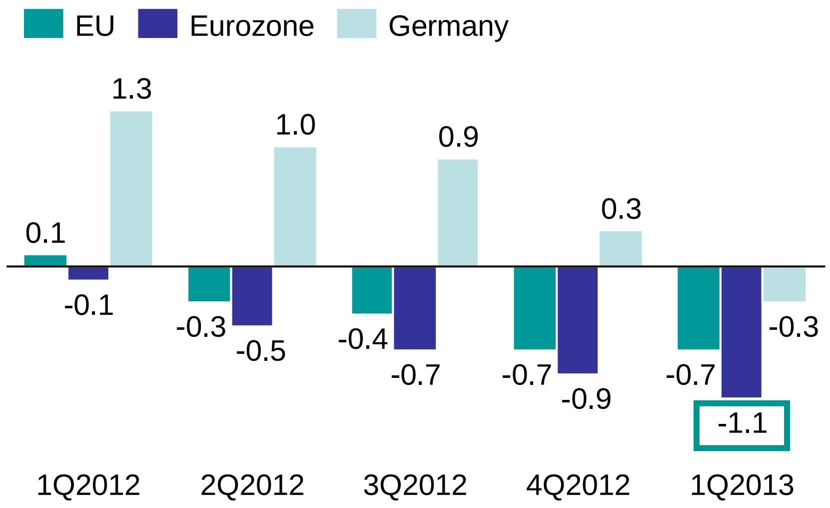
Source: OECD, Czech Statistical Office



- Continuation of Czech economy recession in 1Q2013.
- Forecasts of various financial and non-financial institutions predict full-year 2013 GDP decline of approximately 0.8%.
- Czech local macro is not supportive.

EU, Eurozone and Germany – GDP (y/y)

Source: OECD



- Eurozone recession continued in 1Q2013 also.
- Even German economy showed negative dynamics in 1Q2013.
- Forecasts predict Eurozone GDP contraction in 2013 of approximately 0.7%.
- International European macro is not supportive either.

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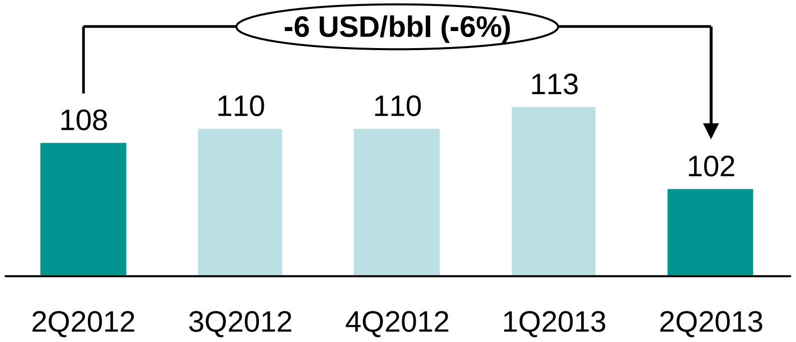
DOWNSTREAM MACRO ENVIRONMENT

Weak refining macro offset by favourable petrochemical macro

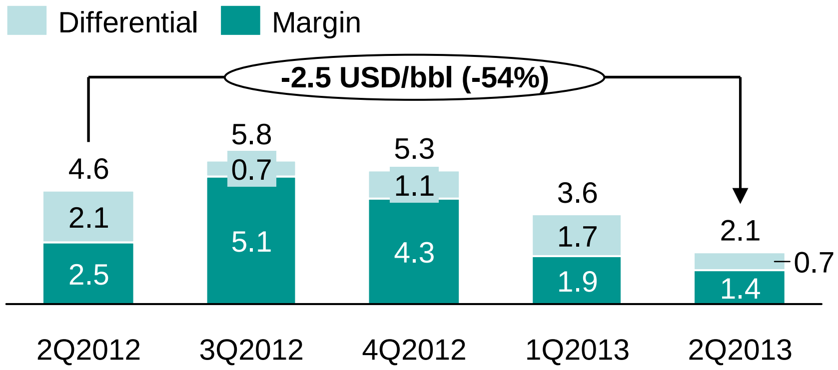
Average Brent crude oil price, USD/bbl

- ▶ Crude price drop y/y and mainly q/q



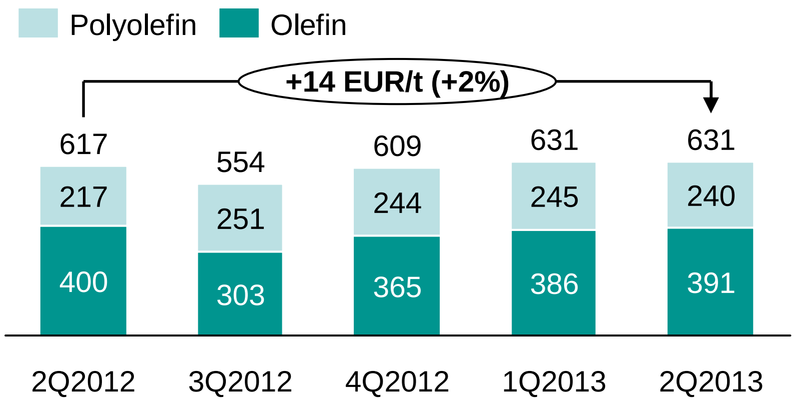
Model refining margin and Brent-Ural differential, USD/bbl

- ▶ Steep decline of refining margin and Brent-Ural differential



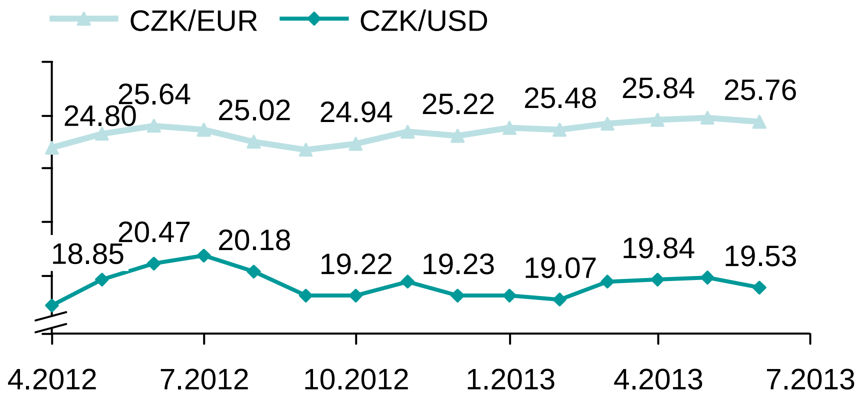
Model combined petrochemical margin, EUR/t

- ▶ Petrochemical margin stable on very solid level



CZK/USD and CZK/EUR exchange rate, monthly averages

- ▶ Relative CZK stability with slight weakening trend, mainly to USD



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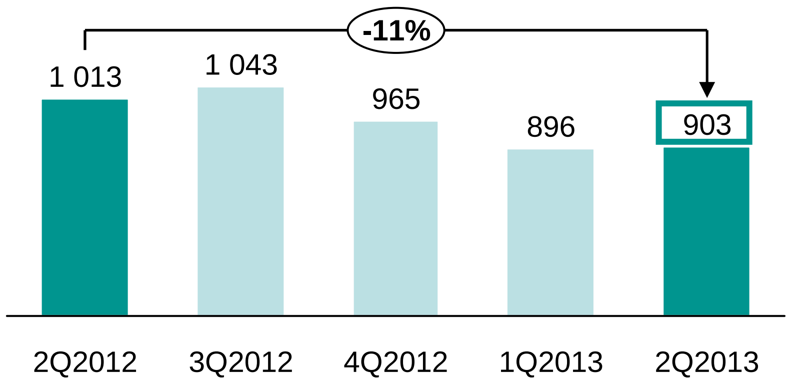
AGENDA

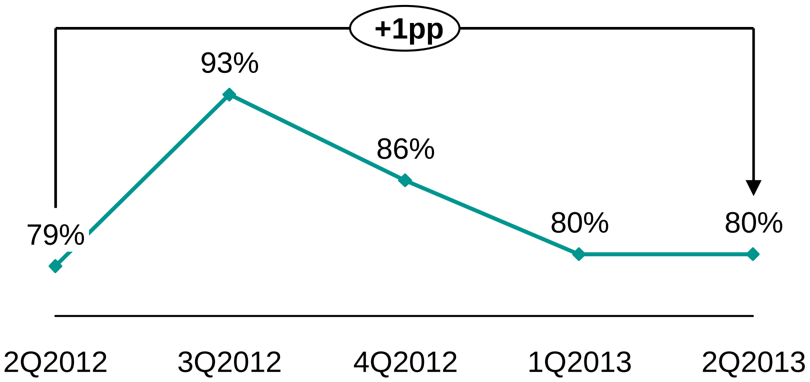
REFINERY PRODUCTION

Lower crude oil throughput due to Kralupy refinery unplanned shutdown

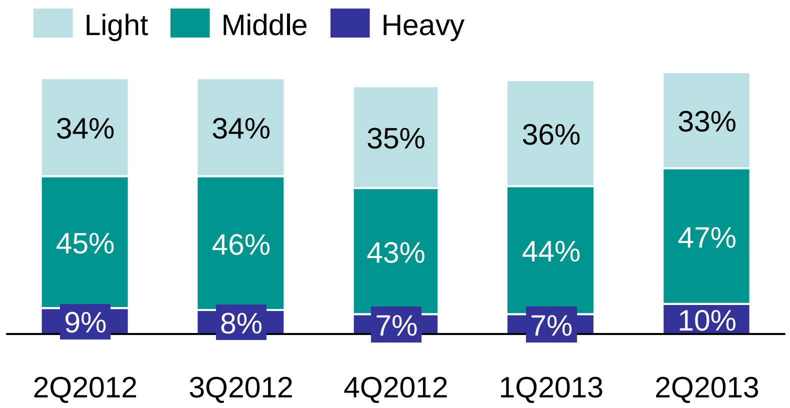
Crude oil throughtput, kt



Utilization ratio, %*



Distillate yields, %



- Lower crude oil throughput by 11% y/y of 903kt in 2Q2013 due to Paramo crude oil processing units shutdown and unplanned Kralupy refinery shutdown at the turn of May and June.
- Adjusted for Kralupy refinery unplanned shutdown, crude oil throughput would have been on the same level like in 2Q2012.

* From 3Q2012 conversion capacity is 4.5 mt/y, i.e. only Ceska rafinerska refineries conversion capacity, adjusted for 51.22% shareholding of Unipetrol, after discontinuation of crude oil processing in Paramo refinery (Ceska rafinerska – Kralupy 1.642 mt/y, Ceska rafinerska – Litivinov 2.813 mt/y); conversion capacity was 5.1 mt/y previously (Ceska rafinerska – Kralupy 1.6 mt/y, Ceska rafinerska – Litivinov 2.8 mt/y, Paramo 0.7 mt/y)

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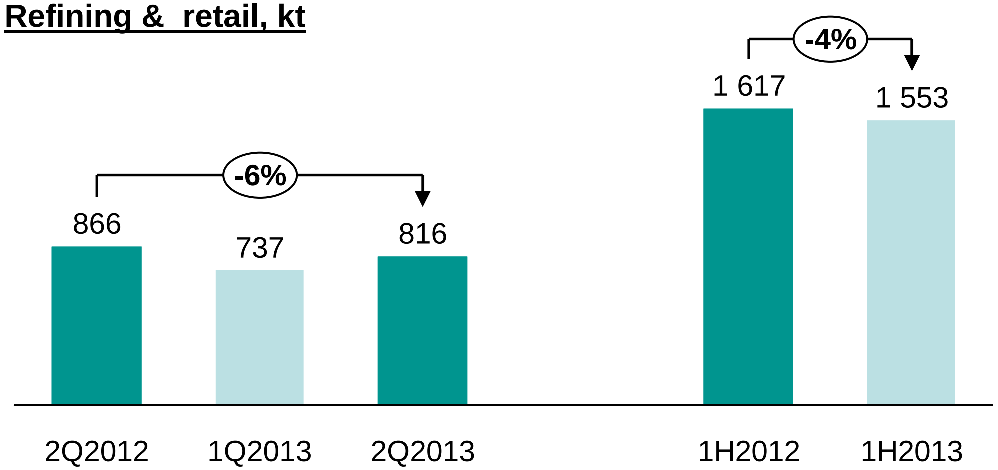
GROUP SALES VOLUMES

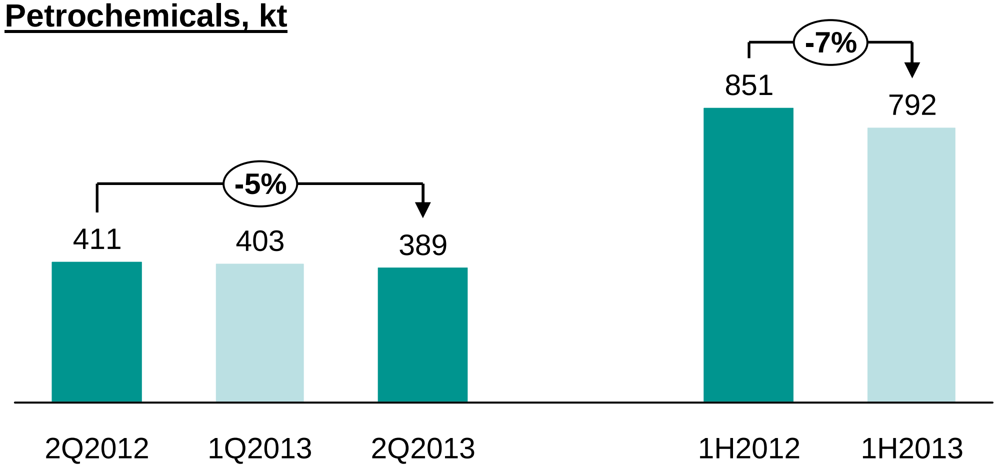
Lower volumes due to Kralupy refinery unplanned shutdown and urea unit closure

Refining & retail, kt



- Lower refining sales volumes y/y due to unplanned Kralupy refinery shutdown at the turn of May and June.
- Adjusted for this factor refining sales volumes would have been higher y/y.
- Improvement of retail market conditions, thanks to decrease of unofficial fuel imports observed from middle of May connected to increased activities of official state authorities, helped to increase retail sales volumes within Benzina network like-for-like y/y.

Petrochemicals, kt



- Lower petrochemical sales volumes y/y due to urea unit closure at the beginning of 2013 and June floods impacting ammonia sales.
- Adjusted for these factors sales volumes would have been higher in y/y comparison.
- Polymer sales higher y/y (positive impact on realized margins).

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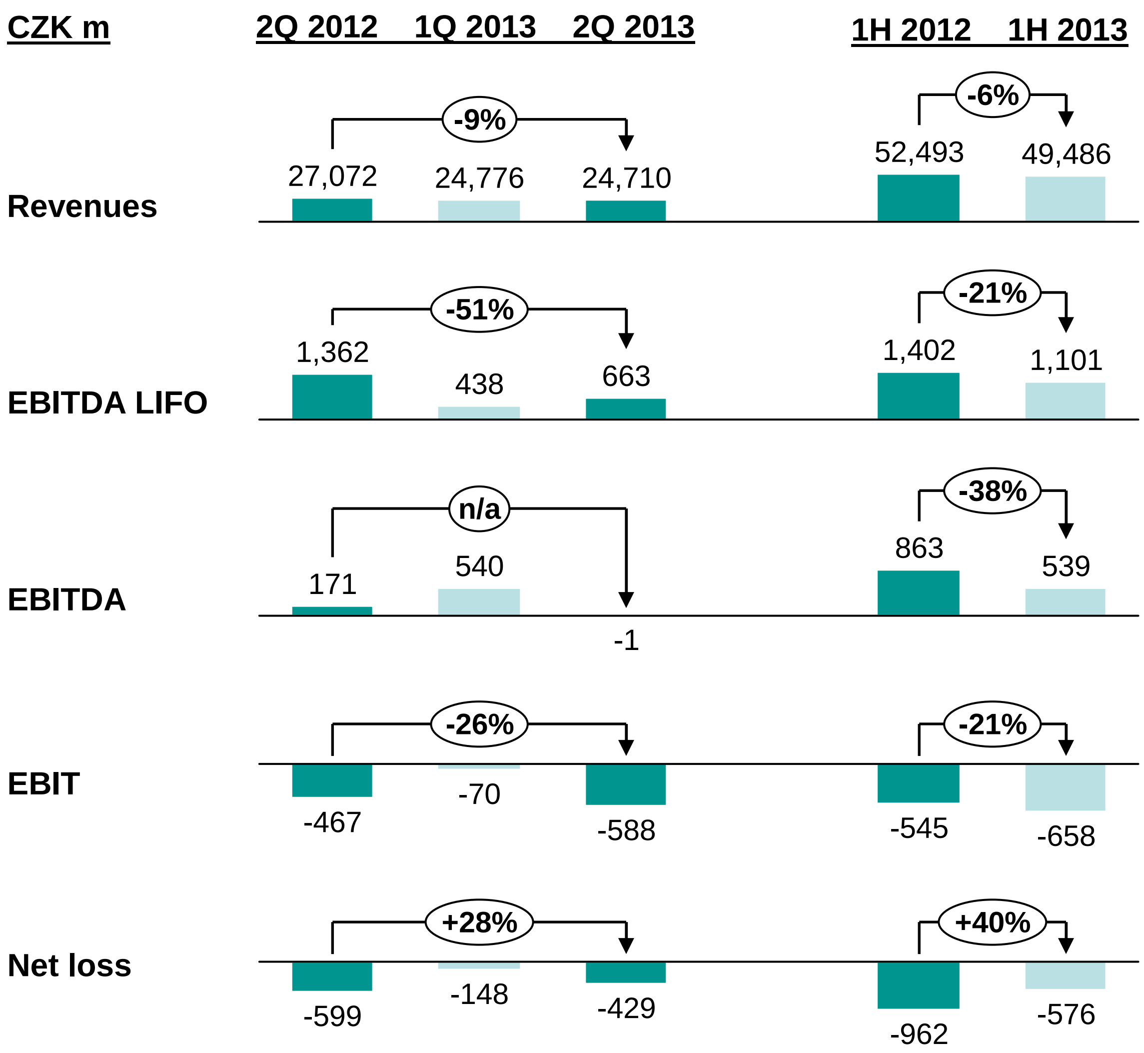
GROUP PROFITABILITY

EBITDA LIFO of CZK 663m, several negative factors y/y



- Revenues lower y/y driven by 1) lower sales volumes of both refining and petrochemical segment and 2) significantly lower crude oil price (period average).
- EBITDA LIFO lower y/y due to 1) lower sales volumes of both refining and petrochemical segment, 2) significant deterioration of refining macro, 3) higher renewable surcharges (POZE), 4) write-off of remaining book value of closed T200 power plant in Litvinov and additional provision for demolition (CZK 107m) and 5) negative CO2 allowances impact.
- Operational Excellence initiatives slightly mitigated these negative factors.
- Reported EBITDA lower than EBITDA LIFO due to significant LIFO effect driven significant decline of crude oil price.
- Net loss improvement y/y thanks to better Net financial result from hedging gains.

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SEGMENT PROFITABILITY

Positive contribution from petrochemicals and retail, negative from refining

CZK m	2Q 2012	1Q 2013	2Q 2013	q/q	y/y	1H 2012	1H 2013	y/y
EBITDA LIFO	**1,362**	**438**	**663**	**51%**	**-51%**	**1,402**	**1,101**	**-21%**
EBITDA	171	540	-1	-	-	863	539	-38%
Refining - EBITDA LIFO	**355**	**-344**	**-151**	**56%**	**-**	**386**	**-495**	**-**
Refining - EBITDA	-145	-320	-528	-65%	-264%	223	-849	-
Petrochemicals - EBITDA LIFO	**870**	**728**	**682**	**-6%**	**-22%**	**761**	**1,410**	**85%**
Petrochemicals - EBITDA	211	800	407	-49%	93%	392	1,207	208%
Retail - EBITDA LIFO	**151**	**43**	**145**	**237%**	**-4%**	**261**	**188**	**-28%**
Retail - EBITDA	119	49	134	173%	13%	254	183	-28%
Other - EBITDA	-14	11	-13	-	7%	-6	-2	67%

Refining

- Weak performance due to disappearing Brent-Ural discount, lower refining margins (both gasoline and diesel spreads lower).
- Negative impact of lost sales volumes due to unplanned Kralupy refinery shutdown.
- Decrease of unofficial fuel imports from middle of May helped to improve q/q performance.

Petrochemicals

- Key profit maker of the Group again.
- Driven by continuation of very solid petrochemical margins and higher sales volumes of polymers (high margin products).
- Write-off of remaining book value of closed T200 power plant in Litvinov and additional provision for demolition with negative EBITDA impact of CZK 107m.
- Negative impact from higher renewable surcharges (POZE) and CO2 allowances y/y.

Retail

- Improvement of retail market conditions thanks to decrease of unofficial fuel imports observed from middle of May connected to increased activities of official state authorities, helped to increase retail sales volumes within Benzina network like-for-like y/y.
- There was a positive impact also from successful promotion with Tesco.
- Weaker nonfuel segment sales y/y driven by Czech economy recession.

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CASH FLOW & FINANCIAL GEARING

CAPEX of CZK 663m in 1H2013, financial gearing ratio higher y/y

CZK m	2Q 2012	1Q 2013	2Q 2013	q/q	y/y	1H 2012	1H 2013	y/y
Operating cash flow	1,441	-5,157	2,023	-	40%	-826	-3,134	-279%
CAPEX	373	365	298	-18%	-20%	889	663	-25%
Free cash flow	1,684	-5,484	2,017	-	20%	-1,134	-3,467	-206%
Net working capital	6,114	10,696	8,139	-24%	33%	6,114	8,139	33%
Net debt	1,797	5,333	3,376	-37%	88%	1,797	3,376	88%
Financial gearing ratio	5.6%	18.2%	11.7%	(6.5pp)	6.1pp	5.6%	11.7%	6.1pp

- Operating cash flow negative in 1H2013 of CZK -3,134m.
- Free cash flow correspondingly negative of CZK -3,476m.
- CAPEX of CZK 663m.
- There will be a significant CAPEX increase in 2H2013 due to Kralupy refinery periodical turnaround in September and October (standard 4-year cycle).

- Net working capital higher y/y at CZK 8,139m.
- Net debt higher y/y due increase of external financing sources usage.
- Financial gearing ratio correspondingly higher by 6.1pp y/y to 11.7%.

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AGENDA

SUMMARY

Positive EBITDA LIFO of CZK 663m and new Strategy 2013-2017

- Positive EBITDA LIFO of CZK 663m
- Solid profitability of petrochemical segment – EBITDA LIFO of CZK 682m
- Improvement of retail market conditions
- Long-term crude oil supply contract
- New contract with Transpetrol
- Unipetrol Group Strategy 2013-2017

THANK YOU FOR YOUR ATTENTION

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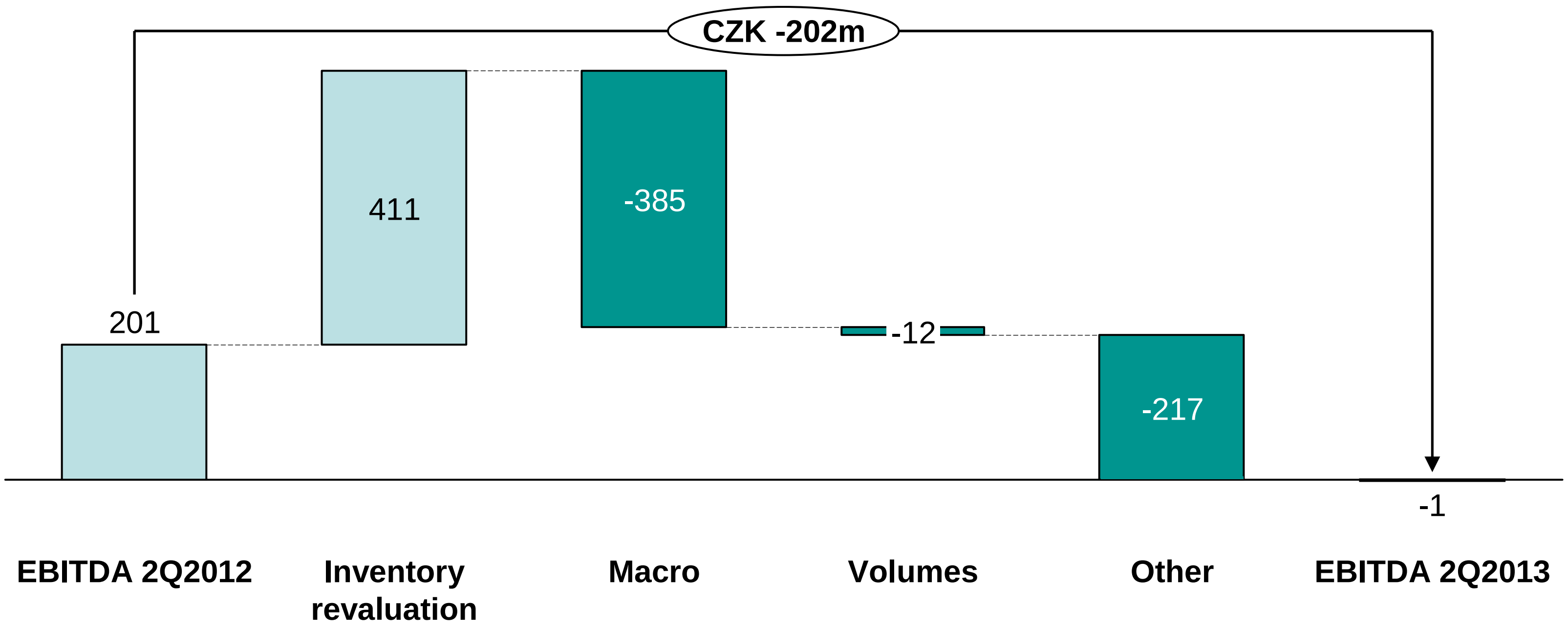
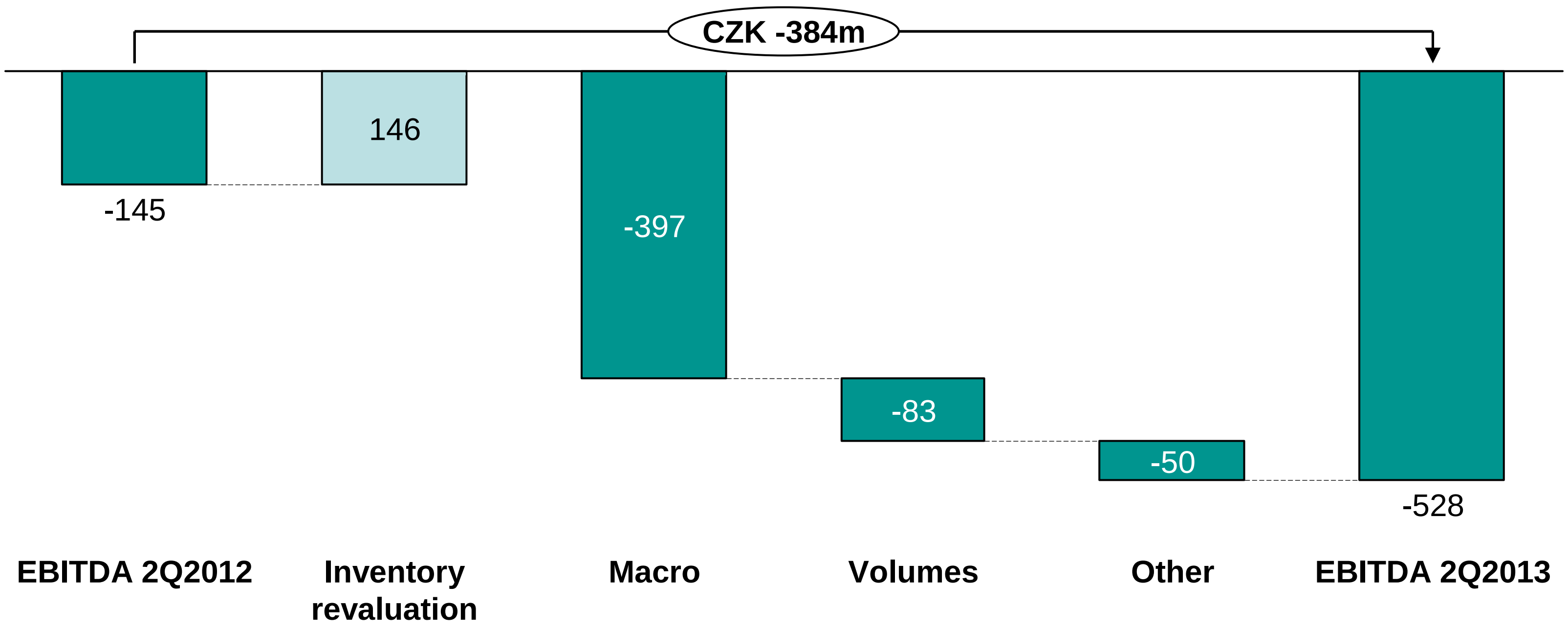
EBITDA 2Q2012 over 2Q2013



- **Inventory revaluation** - Positive impact from inventory revaluation driven by much steeper crude oil price decline in 2Q2012 compared with 2Q2013 → positive delta (please see details of crude oil price development on slide 24).
- **Macro** - Negative impact from the refining segment (refining margins and Brent-Ural differential).
- **Other** - Negative impact predominantly from the petrochemical segment (higher renewable surcharges, CO2 allowances and write-off of remaining book value of closed T200 power plant in Litvinov and additional provision for demolition).

REFINING SEGMENT

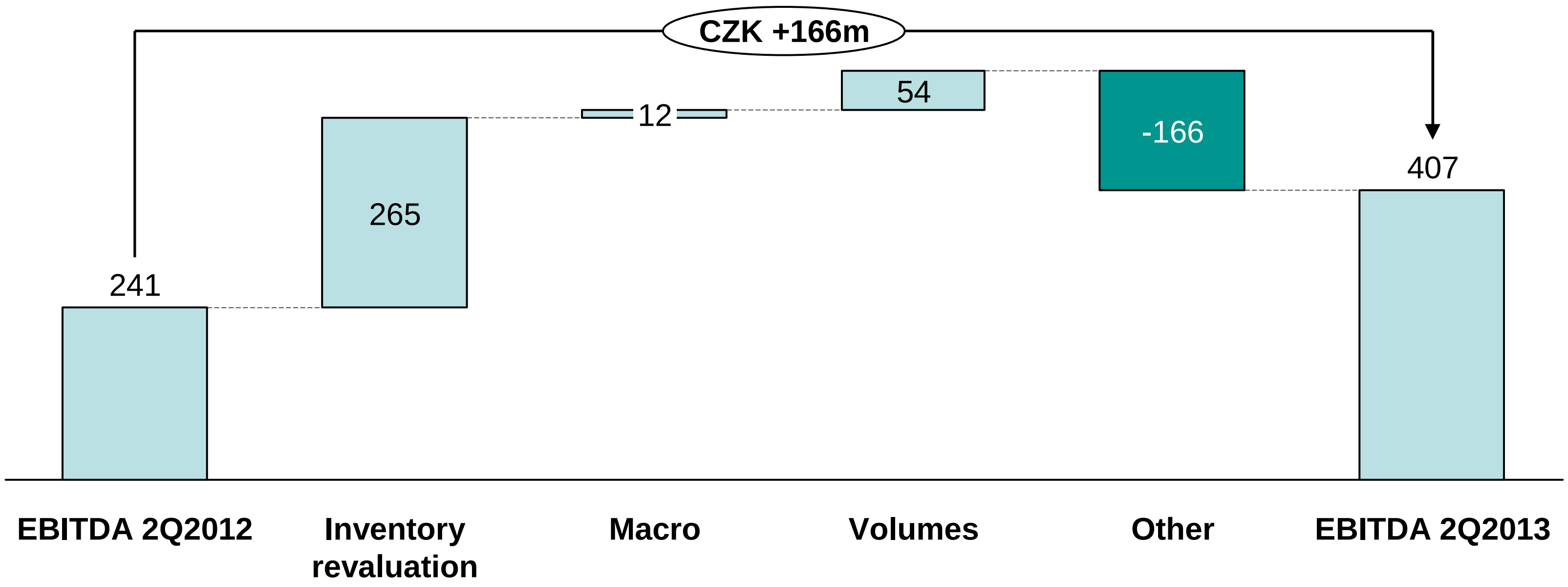
EBITDA 2Q2012 over 2Q2013



- **Macro** - Negative impact from lower spreads (refining margins) and lower Brent-Ural differential.
- **Volumes** - Negative impact due to Paramo crude oil processing units shutdown (diesel and bitumen driven) and lost sales volumes stemming from unplanned Kralupy refinery shutdown.

PETROCHEMICAL SEGMENT

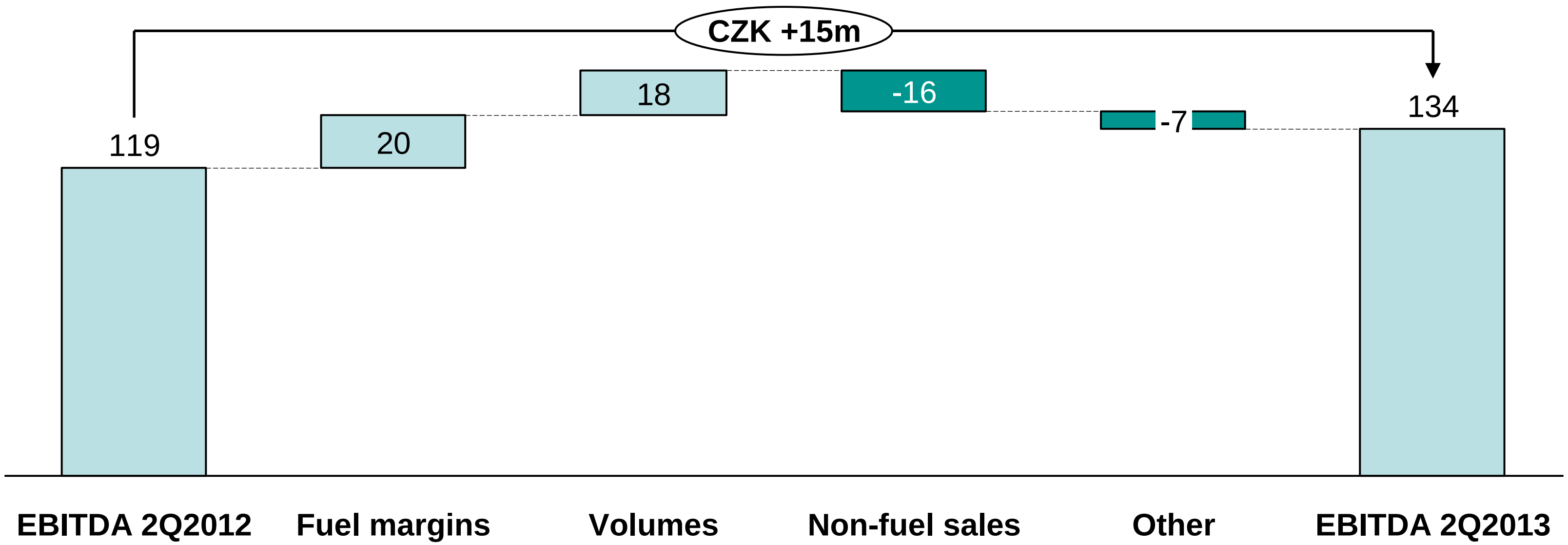
EBITDA 2Q2012 over 2Q2013



- **Volumes** - Lower total sales volumes, however better sales structure → sales decrease of low margin products – urea unit closed at the beginning of 2013 and lower sales of olefins (steam cracker products) due to Kralupy refinery unplanned shutdown and floods in June – and increase of high margin products (polymers).
- **Other** - Negative impact from higher renewable surcharges (POZE), CO_2 allowances and write-off of remaining book value, incl. additional provision for demolition, of the closed T200 power plant in Litvinov.

RETAIL SEGMENT

EBITDA 2Q2012 over 2Q2013



- **Fuel margins** - Positive impact on unit fuel margins thanks to decrease of unofficial fuel imports observed from middle of May connected to increased activities of official state authorities.
- **Volumes** - Higher sales volumes within Benzina network like-for-like y/y thanks to the above mentioned factor. Positive impact of Tesco promotion.
- **Non-fuel sales** - Negative impact from lower transported volumes by Petrotrans and commission fee increases to Benzina dealers.
- **Other** - Negative impact from higher credit card charges driven by higher share of card payments.

EBIT

Detailed breakdown

CZK m	2Q 2012	1Q 2013	2Q 2013	q/q	y/y	1H 2012	1H 2013	y/y
EBIT LIFO	**724**	**-172**	**76**	**-**	**-90%**	**-7**	**-96**	**-1271%**
EBIT	-467	-70	-588	-740%	-26%	-545	-658	-21%
Refining - EBIT LIFO	**141**	**-479**	**-263**	**45%**	**-**	**-47**	**-742**	**-1479%**
Refining - EBIT	-359	-455	-641	-41%	-79%	-209	-1,096	-424%
Petrochemicals - EBIT LIFO	**549**	**354**	**308**	**-13%**	**-44%**	**-5**	**662**	**-**
Petrochemicals - EBIT	-110	427	33	-92%	-	-374	459	-
Retail - EBIT LIFO	**68**	**-40**	**63**	**-**	**-7%**	**92**	**23**	**-75%**
Retail - EBIT	35	-34	52	-	49%	86	18	-79%
Other - EBIT	-34	-8	-32	-300%	6%	-48	-40	17%

SALES VOLUMES

Detailed breakdown

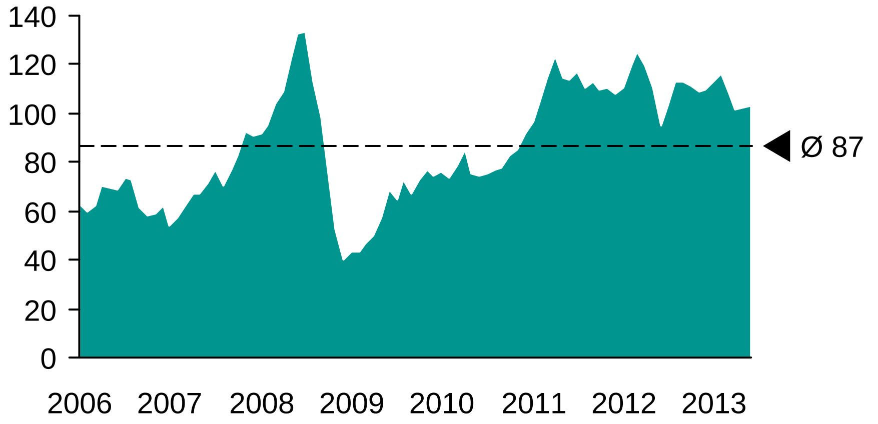
	2Q 2012	1Q 2013	2Q 2013	q/q	y/y	1H 2012	1H 2013	y/y
Refining & retail, kt	**866**	**737**	**816**	**11%**	**-6%**	**1,617**	**1,553**	**-4%**
Diesel, incl. retail (Benzina)	452	397	438	10%	-3%	867	836	-4%
Gasoline, incl. retail (Benzina)	219	197	200	1%	-9%	397	396	0%
JET	29	16	22	39%	-23%	42	38	-9%
LPG	33	22	19	-15%	-43%	57	41	-28%
Fuel oils	14	40	37	-7%	159%	60	76	27%
Naphtha	0	5	0	-99%	-49%	2	5	93%
Bitumen	76	19	62	219%	-18%	105	82	-23%
Lubricants	7	7	8	10%	11%	16	15	-5%
Rest of refining products	35	34	30	-12%	-15%	70	64	-8%

	2Q 2012	1Q 2013	2Q 2013	q/q	y/y	1H 2012	1H 2013	y/y
Petrochemicals, kt	**411**	**403**	**389**	**-3%**	**-5%**	**851**	**792**	**-7%**
Ethylene	36	38	30	-21%	-16%	75	69	-9%
Benzene	47	53	43	-18%	-8%	98	96	-3%
Propylene	9	10	7	-36%	-23%	20	17	-18%
Urea	35	5	0	-100%	-100%	84	5	-94%
Ammonia	31	55	40	-27%	27%	61	95	55%
C4 fraction	18	20	22	9%	19%	38	42	11%
Butadien	15	16	11	-30%	-24%	32	28	-14%
Polyethylene	60	60	76	27%	27%	131	135	3%
Polypropylene	56	61	60	-1%	7%	117	121	3%
Rest of petrochemical products	104	86	100	17%	-4%	195	186	-5%

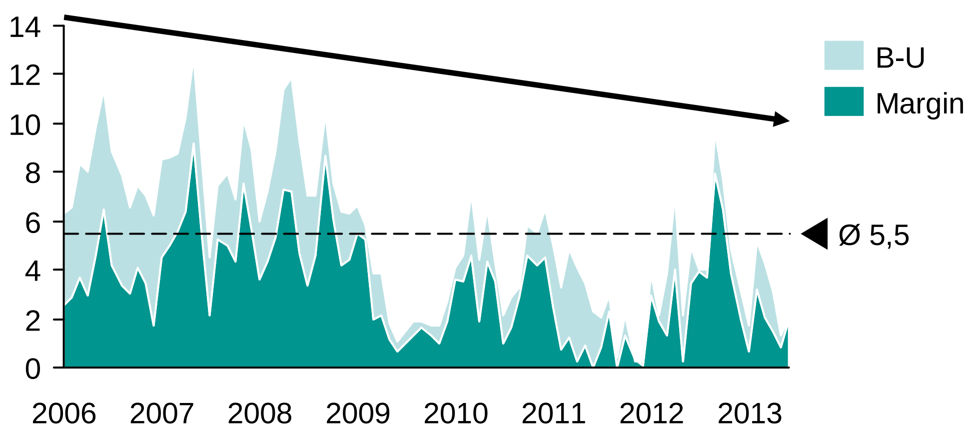
LONG-TERM MACRO DEVELOPMENT

Crude oil price, refining and petrochemical segment macro

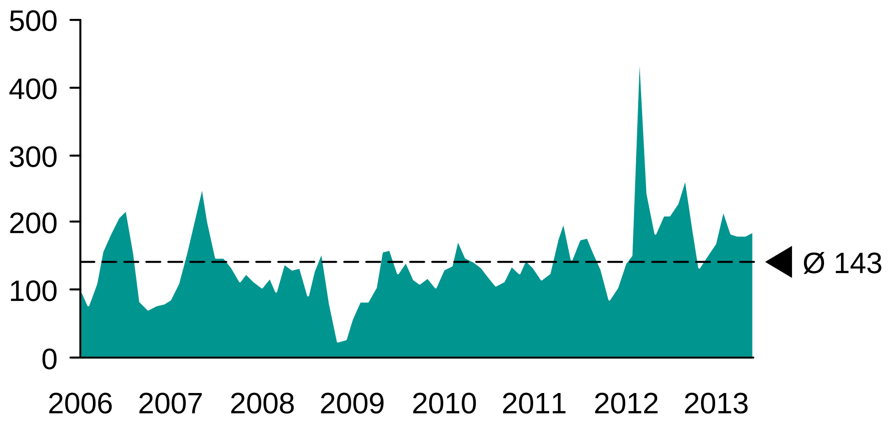
Brent crude oil, USD/bbl



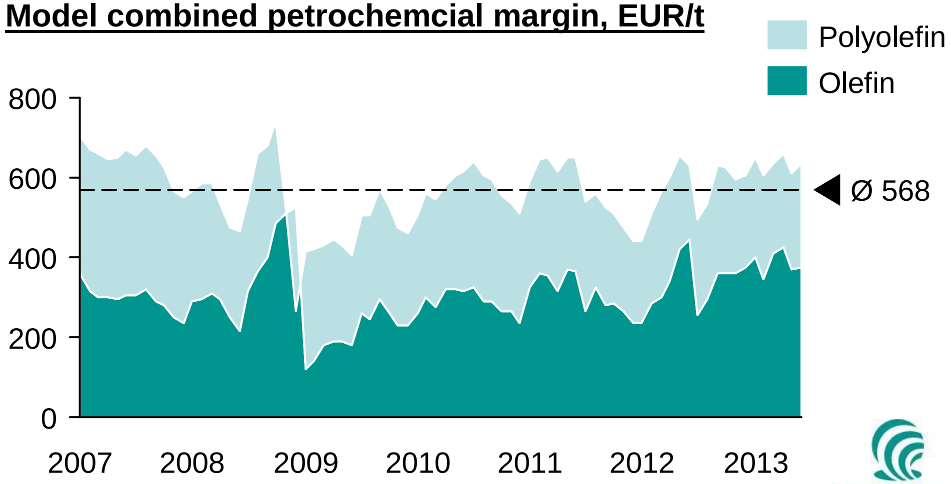
Model refining margin and Brent-Ural differential, USD/bbl



Gasoline-crude spread, USD/t



Model combined petrochemcial margin, EUR/t



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DICTIONARY

Explanation of key indicators

- **Brent-Ural differential** = Spread fwd Brent Dtd vs Ural Rdam = Med Strip - Ural Rdam (Ural CIF Rotterdam)
- **Unipetrol model refining margin** = revenues from products sold (96% Products = Gasoline 17%, Petchem feedstock 20%, JET 2%, Diesel 40%, Sulphur Fuel Oils 9%, LPG 3%, Other feedstock 5%) minus costs (100% input = Brent Dated); product prices according to quotations.
- **Conversion capacity of Unipetrol's refineries** = From 3Q2012 conversion capacity is 4.5 mt/y, i.e. only Ceska rafinerska refineries conversion capacity, adjusted for 51.22% shareholding of Unipetrol, after discontinuation of crude oil processing in Paramo refinery (Ceska rafinerska – Kralupy 1.642 mt/y, Ceska rafinerska – Litivinov 2.813 mt/y); conversion capacity was 5.1 mt/y previously (Ceska rafinerska – Kralupy 1.6 mt/y, Ceska rafinerska – Litivinov 2.8 mt/y, Paramo 0.7 mt/y).
- **Light distillates** = LPG, gasoline, naphtha
- **Middle distillates** = JET, diesel, light heating oil
- **Heavy distillates** = fuel oils, bitumen
- **Unipetrol model petrochemical olefin margin** = revenues from products sold (100% Products = 40% Ethylene + 20% Propylene + 20% Benzene + 20% Naphtha) minus costs (100% Naphtha); product prices according to quotations.
- **Unipetrol model petrochemical polyolefin margin** = revenues from products sold (100% Products = 60% Polyethylene/HDPE + 40% Polypropylene) minus costs (100% input = 60% Ethylene + 40% Propylene); product prices according to quotations.
- **Net income** = Net result attributable to shareholders of the parent company
- **Free cash flow** = operating cash flow minus investing cash flow
- **Net working capital** = inventories + trade and other receivables + Prepayments and other current assets – trade and other liabilities
- **Financial gearing ratio** = net debt / equity, both at the end of the period

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UNIPETROL GROUP PROFILE

Leading refining and petrochemical Group in the Czech Republic

Unipetrol is the leading refining and petrochemical Group in the Czech Republic and one of the major players in Central Europe. In the Czech Republic, it is the largest crude oil processor, one of the most important plastic producers, and the owner of the largest fuel filling stations network under the brand Benzina. The Group revenues amounted to CZK 107 bn in 2012, i.e. ca EUR 4 bn. Since 2005, Unipetrol Group has been a part of the biggest refining and petrochemical group in Central Europe - PKN Orlen from Poland.

The Group consists of three business segments: refining, petrochemicals and retail distribution of fuels. Within the refining segment, the company holds a 51.22% stake in ČESKÁ RAFINÉRSKÁ, a.s., the operator of the Czech refineries in Litvínov and Kralupy nad Vltavou. The Group is a leader on the Czech wholesale fuels market. It operates a steam cracker with a downstream polymer production in its Litvínov plant. Benzina network of filling stations was in 2012 with 338 stations and estimated retail market share of 13.7% the biggest player in the Czech Republic.

The Group operates, within its subsidiaries PETROTRANS, s.r.o. and UNIPETROL DOPRAVA, s.r.o., a broad range of transport and haulage services. Výzkumný ústav anorganické chemie, a.s. in Ústí nad Labem and Polymer Institute Brno, spol. s r.o. in Brno represent the research and development subsidiaries focusing on petrochemicals. The Group employed approximately 3,700 people of various professions as of 31 December 2012.

The mother company of the Group is UNIPETROL, a.s. As of 31 December 2012, the main subsidiaries of the Group were:

- UNIPETROL RPA, s.r.o.
- ČESKÁ RAFINÉRSKÁ, a.s.
- PARAMO, a.s.
- BENZINA, s.r.o.

DISCLAMER

The following types of statements:

Projections of revenues, income, earnings per share, capital expenditures, dividends, capital structure or other financial items; Statements of plans or objectives for future operations; Expectations or plans of future economic performance; and Statements of assumptions underlying the foregoing types of statements are "forward-looking statements", and words such as "anticipate", "believe", "estimate", "intend", "may", "will", "expect", "plan“, “target” and "project" and similar expressions as they relate to Unipetrol, its business segments, brands, or the management of each are intended to identify such forward looking statements. Although Unipetrol believes the expectations contained in such forward-looking statements are reasonable at the time of this presentation, the Company can give no assurance that such expectations will prove correct. Any forward-looking statements in this presentation are based only on the current beliefs and assumptions of our management and information available to us. A variety of factors, many of which are beyond Unipetrol’s control, affect our operations, performance, business strategy and results and could cause the actual results, performance or achievements of Unipetrol to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements. For us, particular uncertainties arise, among others, from: (a) changes in general economic and business conditions (including margin developments in major business areas); (b) price fluctuations in crude oil and refinery products; (c) changes in demand for the Unipetrol’s products and services; (d) currency fluctuations; (e) loss of market and industry competition; (f) environmental and physical risks; (g) the introduction of competing products or technologies by other companies; (h) lack of acceptance of new products or services by customers targeted by Unipetrol; (i) changes in business strategy; (j) as well as various other factors. Unipetrol does not intend or assume any obligation to update or revise these forward-looking statements in light of developments which differ from those anticipated. Readers of this presentation and related materials on our website should not place undue reliance on forward-looking statements.