



Fact Book 2002



Polski Koncern Naftowy ORLEN
Spółka Akcyjna

Fact Book 2002

2000-2002 figures



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Contents

- 4. SWOT analysis
- 6. Financial highlights
in accordance with IFRS
- 7. Ratios
- 8. Summary of operating data
- 11. Shareholders as at 31.12.2002
- 12. Structure of PKN ORLEN Group
as at 31.12.2002
- 14. Financial data 2000-2002**
- 15. Balance sheet
- 16. Income statement
- 17. Cash flow
- 18. CAPEX
- 19. Operating data 2000-2002**
- 20. Fuel sales revenues
and other refinery products
- 21. Fuel sales volumes
- 22. Petrochemical product sales revenues
- 23. Petrochemical sales by volume
PKN ORLEN Group companies
- 24. Technical specification of the Plock refinery
- 26. Throughput and production yields
in the Plock refinery
- 29. Throughput and production yields
in the Trzebinia refinery
- 31. Throughput and production yields
in the Jedlicze refinery
- 33. Petrol stations in Poland
- 34. Refining in Poland
- 36. Market environment**
- 37. Excise taxes and import
duties in Poland
- 38. Quality standards
- 39. Market quotations
- 40. Differential Ural/Brent
- 40. Crude oil price – av. in quarter
- 41. Refinery margin
- 42. Macroeconomic data
- 44. Conversion table
- 46. Contacts
- 46. Legal disclaimer
- 47. Financial Calendar

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

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

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

It owns and operates a substantial wholesale and retail distribution system which includes the network of service stations in Poland and in Germany.

SWOT analysis

Strengths

- dominant position in the domestic markets for refinery products and petrochemicals
- association of the ORLEN brand name with high quality products and services
- integrated, modern refining and petrochemical complex, deriving full benefits from economies of scale
- location advantage, ensuring a competitive purchase price for crude oil
- close location to crude oil and product pipelines giving competitive logistical advantages
- the biggest retail network in Poland, and now also active in northern Germany
- access to the world market for petrochemical products through Basell Orlen Polyolefins Sp. z o.o.
- low balance sheet gearing in comparison to industry peers

Weaknesses

- lack of upstream operations
- complex capital group structure
- domestic character of company, and still low volume of international activities
- high employment rate in some organisational segments

Opportunities

- high potential of petrochemical market which has a relatively low consumption rate per capita in relation to EU countries (polyolefin products in particular)
- entry to the European retail fuel market (acquisition of 494 petrol stations in Germany)
- higher volume of the margin because of fuel sales in Germany
- further cost optimisation and development of the retail segment
- leading position in the consolidation of R&M companies in Central Europe
- implementation of cost cutting programme and EVA
- increase in product quality standards, due to stricter ecological regulations, favours companies with high technology assets

Threats

- increase in grey market activity causes decrease in legal sales
- increasing competition in the retail market
- overcapacity of production units in the region
- unstable sales of fuels in Poland and unsatisfactory GDP growth
- restrictive fiscal policy which has a negative influence on demand for PKN ORLEN's products
- unfavourable legal regulations in the areas of obligatory reserves and excise tax

Financial highlights
2000 - 2002
in accordance with IFRS

	2000	2001	2002
	PLN million	PLN million	PLN million
Total assets	14 087	14 383	15 073
Shareholders' equity	7 596	7 958	8 329
Net debt ¹	2 542	2 549	2 341
Revenues	18 602	17 038	16 902
EBITDA	2 335	1 706	1 861
EBITDA margin	12.6%	10.0%	11.0%
EBIT	1 425	617	731
EBIT margin	7.7%	3.6%	4.3%
Corporate tax	-362	-153	-285
Net profit	902	376	421
Net cash provided by operating activities	1 073	2 112	1 292
CAPEX ²	1 459	1 533	967
Number of employees in PKN ORLEN Group	13 342	17 582 ³	17 818

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

² Purchase of tangible and intangible assets

³ Full consolidation of ZA Anwil SA from 2Q2001

Ratios

	2000	2001	2002
	PLN	PLN	PLN
EPS	2.15	0.89	1.00
EBIT per share	3.39	1.47	1.74
EBITDA per share	5.56	4.06	4.43
CF per share	2.55	5.03	3.07
Dividend per share	0.05	0.12	0.09 ¹
Total assets per share	33.53	34.23	35.87
Book value per share	18.08	18.94	19.82
Gearing ²	33.5%	32.0%	28.1%
ROACE ³	10.7%	4.3%	5.0%

¹ Planned

² Gearing = net debt / shareholders' equity

³ ROACE = EBIT (after actual tax rate) / average (shareholders' equity + net debt)

Summary of operating data

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

	2000	2001	2002
	thousand tonnes	thousand tonnes	thousand tonnes
Refining and Petrochemicals – Total¹	13 064	12 881	13 041
Płock refinery			
Annual nameplate crude distillation capacity	13 500	13 500	13 500
Throughput of crude oil	12 537	12 319	12 474
Throughput of other feedstocks	967	859	944
Capacity utilisation	92.9%	91.3%	92.4%
Production of refined products	10 327	9 995	9 761
Production of petrochemicals	983	899	1 165
Trzebinia refinery			
Annual nameplate crude distillation capacity	400	500	500
Throughput of crude oil	400	446	437
Throughput of other feedstocks	330	182	126
Capacity utilisation	100.0%	89.2%	87.4%

¹ Płock, Trzebinia and Jedlicze

Jedlicze refinery

	2000	2001	2002
	thousand tonnes	thousand tonnes	thousand tonnes
Annual nameplate crude distillation capacity	140	135	135
Throughput of crude oil	127	116	130
Throughput of other feedstocks	318	391	140
Capacity utilisation	90.7%	85.9%	95.9%

PKN ORLEN Group

	2000	2001	2002
	thousand tonnes	thousand tonnes	thousand tonnes
Sales volumes – gasoline			
Retail	1 343	1 274	1 259
Wholesale	1 879	1 857	1 863
Sales volumes – diesel			
Retail	783	753	843
Wholesale	2 467	2 270	2 285

Summary of operating data

Summary of operating data

	2000	2001	2002
Number of retail stations¹			
PKN ORLEN Group owned, dealer operated ²	1 446	1 409	1 324
Dealer owned and operated (franchised)	631	632	620
Employees¹			
PKN ORLEN Group employees	13 342	17 582 ³	17 818
Parent company employees	7 646	7 333	7 298

	2002		
Employees by business segment	PKN ORLEN	Group companies	PKN ORLEN Group
Wholesale and refining	2 062	2 378	4 440
Retail	1 137	41	1 178
Petrochemicals	1 199	1 563	2 762
Others	2 900	6 538	9 438
Total	7 298	10 520	17 818

¹ At the end of the period

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

³ Full consolidation of ZA Anwil SA from 2Q2001

	Number of shares	% of issued shares
Nafta Polska SA	74 076 299	17.63%
Polish State Treasury	43 633 897	10.38%
The Bank of New York as DR depository	56 932 910	13.55%
Others ¹	245 534 031	58.44%
Total	420 177 137	100.00%
Free float	302 466 941	71.99%

¹ According to current report no 56/2002 released on 20 June 2002, Kulczyk Holding SA and its affiliates are in possession of 23,911,206 bearer shares of PKN ORLEN (5.691%).

Shareholders as at 31.12.2002

Core business companies				Non-core business companies								
Fuel companies		Sector companies		Maintenance and support	Transport companies		Service companies		Others		Equity investments	
Einhundertzweunddreissigste Vermoegensverwaltungs-gesellschaft mbh 100%	Poliolefiny Polska ¹ 100%	ORLEN WodKan 82.3%	ORLEN KołTrans 99.9%	CPN Serwis Kielce 100%	Serwis Kraków 83.2%	ORLEN Budonaft 100%	BHT Dromech SA (in liquidation) 81.2%	ORLEN Powiernik 100%				
Einhundertdreiunddreissigste Vermoegensverwaltungs-gesellschaft mbh 100%	Rafineria Trzebinia SA 77.1%	ORLEN Mechanika 68.2%	ORLEN Transport Szczecin 99.6%	Serwis Gdańsk 100%	Serwis Kędzierzyn-Koźle 80.0%	ZW Mazowsze 100%	CPN Marine Service 70.0%	NOM 35.0%				
ORLEN PetroCentrum 100%	Zakłady Azotowe Anwil SA 76.3%	ORLEN Automatyka 52.4%	ORLEN Transport Lublin 98.5%	ZUD 99.9%	Serwis Szczecin 78.1%	SAMRELAKS Mąchocice 100%	Centrum Edukacji 69.4%	Polkomtel SA 19.6%				
ORLEN PetroTank 90.0%	Rafineria Nafty Jedlicze SA 75.0%	ORLEN Remont 51.2%	ORLEN Transport Kraków 98.2%	Serwis Słupsk 99.8%	Serwis Zachód 74.3%	ORLEN Medica 100%	ORLEN Projekt SA 51.0%	Telewizja Familijna SA 12.0%				
ORLEN PetroProfit 85.0%	IKS SOLINO SA 70.5%	ORLEN Eltech 51.0%	ORLEN Transport Płock 97.6%	Serwis Nowa Wieś Wielka 99.3%	Serwis Katowice 55.0%	ORLEN Ochrona 100%	Flexpol 40.0%	Other companies <20%				
SHIP - SERVICE SA 60.9%	Naftoport 48.7%	ORLEN EnergoRem 51.0%	ORLEN Transport Nowa Sól 96.7%	Serwis Łódź 97.3%	Serwis Poznań 51.0%	WISŁA Płock SSA 100%	Motell 35.0%					
ORLEN PetroZachód 51.8%	Chemiepetrol 20.0%	ORLEN Wir 51.0%	ORLEN Transport Poznań 96.4%	Serwis Rzeszów 97.3%		ORLEN Polimer 100%						
Petromor 51.3%	ORLEN OIL ² 9.0%		ORLEN Transport Słupsk 96.2%	Serwis Podlasie 89.7%		ZAWITAJ Świnoujście 100%						
Petrolot 51.0%	Gas companies		ORLEN Transport Warszawa 94.5%	Serwis Mazowsze 88.5%		DW Mazowsze 98.7%		42 Companies				
ORLEN Morena 50.5%			ORLEN Transport Olsztyn 92.3%	Serwis Wrocław 83.3%		Petromot 97.6%						
	ORLEN Gaz 100.0%		ORLEN Transport Kędzierzyn-Koźle 88.8%			Zakład Budowy Aparatury SA 96.6%			Structure of PKN ORLEN Group as at 31.12.2002			
	ORLEN Petrogaz N. Brzeźnica (in liquidation) 52.0%					Petrotel 88.8%						
		¹ Poliolefiny Polska is soon to be registered under its new name of Basell Orlen Polyolefins Sp. z o.o. ² ORLEN OIL Group – 92.3% (PKN ORLEN's direct and indirect holding)										

Financial data 2000-2002

(IFRS basis) year ending 31 December

	2000	2001	2002
	PLN million	PLN million	PLN million
Total non-current assets	9 125	9 951	9 814
Total current assets, of which	4 962	4 432	5 259
Inventories	2 705	2 199	2 868
Trade and other receivables	2 013	1 951	2 112
Cash and cash equivalents	190	214	222
Total assets	14 087	14 383	15 073
Shareholders' equity	7 596	7 958	8 329
Minority interests	170	395	412
Non-current liabilities, of which	2 232	2 227	1 409
Interest bearing borrowings	1 236	1 261	402
Current liabilities, of which	4 089	3 803	4 923
Interest bearing borrowings	1 496	1 502	2 161
Total liabilities and shareholders' equity	14 087	14 383	15 073

Balance sheet

Income statement

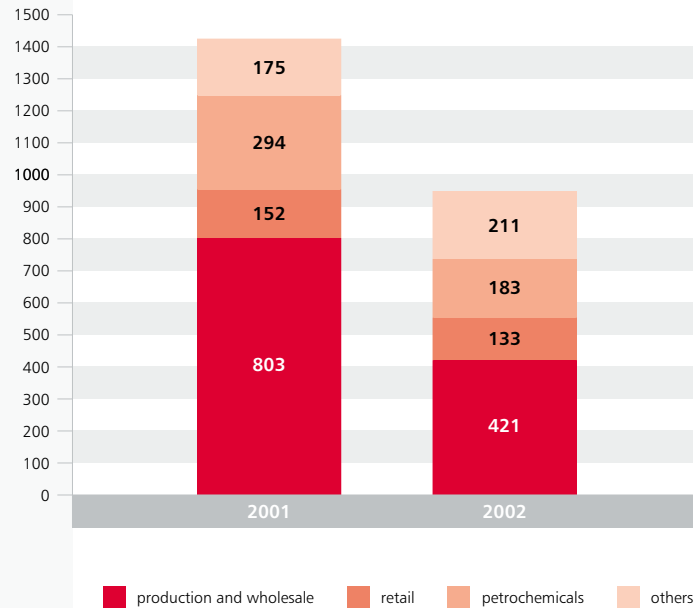
	2000	2001	2002
	PLN million	PLN million	PLN million
Revenue	18 602	17 038	16 902
Cost of sales	-15 042	-14 166	-13 455
Gross profit	3 560	2 872	3 447
Distribution costs	-1 458	-1 504	-1 787
Administrative expenses	-619	-829	-891
Other operating expenses/revenues	-58	78	-38
Profit from operations	1 425	617	731
Financial income	255	264	211
Financial expenses	-441	-362	-220
Income from investments accounted for using equity method	48	25	13
Profit before income tax and minority interests	1 287	544	735
Income tax	-362	-153	-285
Minority interests	-23	-15	-29
Net profit	902	376	421

Cash flow

	2000	2001	2002
	PLN million	PLN million	PLN million
Cash flow from operations	1 073	2 112	1 292
Funds generated from operations	1 993	1 739	1 720
Net profit	902	376	421
Amortisation and depreciation	910	1 089	1 130
Interest and dividends, net	203	209	128
Others	-22	65	41
Change in some position in working capital			
Increase / (decrease) in receivables	-920	373	-428
Increase / (decrease) in inventories	-520	209	-171
Increase / (decrease) in accrued expenses and payables	-663	651	-668
Increase / (decrease) in provisions	264	-366	382
	-1	-121	29
Net cash flows used in investing activities	-1 606	-1 750	-908
Net cash flows used in financing activities	532	-335	-409
Net increase / (decrease) in cash and cash equivalents	-1	27	-25

CAPEX

PLN million



Operating data 2000-2002

Fuel sales revenues and other refinery products

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

	2001		2002	
	PLN million	% of total product sales	PLN million	% of total product sales
Light product revenues¹				
Gasoline	4 576	29.7	4 401	29.3
Diesel oil	3 833	24.9	3 614	24.1
Light heating oil	2 156	14.0	1 642	10.9
JET A-1 aviation fuel	403	2.6	253	1.7
Total light products	10 968	71.2	9 910	66.0
Other refinery products revenues¹				
LPG	446	2.9	372	2.5
Heavy heating oil	452	2.9	539	3.6
Bitumen	292	1.9	323	2.2
Base oils	110	0.7	83	0.6
Motor oils	129	0.8	109	0.7
Industrial oils	137	0.9	107	0.7
Others	575	3.7	712	4.7
Total other refinery products	2 141	13.9	2 245	15.0

¹ In accordance with IFRS

	2001		2002	
	thousand tonnes	% of total sales	thousand tonnes	% of total sales
Light product volumes				
Gasoline	3 131	24.7	3 122	24.3
Diesel oil	3 023	23.9	3 128	24.4
Light heating oil	2 039	16.1	1 585	12.3
JET A-1 aviation fuel	322	2.5	268	2.1
Total light products	8 515	67.2	8 103	63.1
Other refinery products volumes				
LPG	366	2.9	302	2.4
Heavy heating oil	1 038	8.2	1 044	8.1
Bitumen	471	3.7	551	4.3
Base oils	84	0.7	73	0.6
Motor oils	35	0.3	29	0.2
Industrial oils	47	0.4	33	0.3
Others	543	4.3	673	5.2
Total other refinery products	2 584	20.4	2 705	21.1

Fuel sales volumes

The table sets out the fuel and other refinery product sales volumen of the PKN ORLEN Group and the percentage contribution of each product.

Petrochemical product sales revenues

The table sets out the PKN ORLEN Group's sales revenues by principal petrochemical product and the percentage contribution to total sales revenues of each.

	2001		2002	
	PLN million	% of total product sales	PLN million	% of total product sales
PVC	238	1.5	476	3.2
Polyethylene	379	2.5	410	2.7
Polypropylene	307	2.0	349	2.3
Ammonium nitrate	154	1.0	179	1.2
Glycols	153	1.0	178	1.2
PVC granules	103	0.7	132	0.9
Propylene	107	0.7	123	0.8
CANWIL ¹	99	0.6	118	0.8
Phenol	98	0.6	92	0.6
Butadiene	48	0.3	60	0.4
Acetone	47	0.3	50	0.3
Ethylene	76	0.5	17	0.1
Others	496	3.2	670	4.5
Total petrochemical sales	2 305	15.0	2 854	19.0
Total sales products revenues	15 414	100.0	15 009	100.0

Total sales revenues for PKN ORLEN Group were PLN m 17 038 in 2001 and PLN m 16 902 in 2002.

¹ Nitro-chalk with magnesium additive

	2001		2002	
	thousand tonnes	% of total sales	thousand tonnes	% of total sales
PVC	120	1.0	205	1.6
Polyethylene	137	1.1	159	1.2
Polypropylene	120	0.9	141	1.1
Ammonium nitrate	328	2.6	389	3.0
Glycols	90	0.7	115	0.9
PVC granules	37	0.3	47	0.4
Propylene	68	0.5	82	0.6
CANWIL ¹	228	1.8	283	2.2
Phenol	51	0.4	50	0.4
Butadiene	36	0.3	51	0.4
Acetone	31	0.2	31	0.2
Ethylene	32	0.3	10	0.1
Others	286	2.3	465	3.6
Total petrochemical sales	1 566	12.4	2 028	15.8
Total refinery and petrochemical products	12 665	100.0	12 836	100.0

¹ Nitro-chalk with magnesium additive

Petrochemical sales by volume PKN ORLEN Group

The table sets out the principal petrochemical product sales volumes of the PKN ORLEN Group and its consolidated subsidiaries and the percentage contribution of each product.

Technical specification of the Plock refinery

The table sets out the nominal capacity of the main units at the Plock refinery in the years ending 31 December 2000, 2001, 2002.

	2000	2001	2002
	thousand tonnes	thousand tonnes	thousand tonnes
Atmospheric and vacuum distillation units	13 500	13 500	13 500
Semi-regenerative reformers	1 230	1 260	1 260
CCR reformers	1 600	1 606	1 606
Jet kerosene hydrotreater	160	160	160
Gas oil hydrotreaters	4 260	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	215	215
Lube hydrofinisher	130	130	130
Bitumen	600	740	740
Hydrocracker	2 600	2 600	2 600
Isomerisation C ₅ – C ₆	600	600	600
Vacuum residue hydrotreater	1 800	1 800	1 800
LPG desulphurisation	260	508	508

	2000	2001	2002
	thousand tonnes	thousand tonnes	thousand tonnes
Claus sulphur recovery (t H ₂ S/h)	35	39	39
MTBE	100	120	120
Aromatic petrochemicals	480	480	480
Paraxylene	32	32	32
Olefins	360	360	360
Polyethylene	155	150	150
Polypropylene	110	116	116
Ethylene oxide	100	105	105
Glycol	105	106	106
Phenol	45	45	45
Acetone	29	29	29
Butadiene	55	55	55
Benzene (pyrotol)	115	115	115
Pyrolytic gasoline hydrogenation	288	270	270

Technical specification of the Plock refinery

Throughput and production yields in the Płock refinery

The table below sets out the Płock refinery's throughput and production yields and approximate capacity utilisation.

Throughput	2000		2001		2002	
	thousand tonnes	%	thousand tonnes	%	thousand tonnes	%
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						
Gasoline	3 206	28.3	3 176	29.1	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

Production yield – Other products	2000		2001		2002	
	thousand tonnes	%	thousand tonnes	%	thousand tonnes	%
Heavy heating oil	1 180	10.4	939	8.6	950	8.7
Bitumen	508	4.5	425	3.9	487	4.5
Base oils	159	1.4	126	1.2	122	1.1
Others	85	0.8	97	0.9	27	0.2
Total non-fuel refinery products	1 931	17.1	1 587	14.6	1 586	14.5

Throughput and production yields in the Płock refinery

Throughput and production yields in the Płock refinery

Petrochemicals	2000		2001		2002	
	thousand tonnes	%	thousand tonnes	%	thousand tonnes	%
Aromatics	116	1.0	112	1.0	197	1.8
Polyethylene	129	1.1	138	1.3	158	1.4
Polypropylene	124	1.1	122	1.1	143	1.3
Ethylene	143	1.3	92	0.8	116	1.1
Glycols	111	1.0	91	0.8	116	1.1
Propylene	88	0.8	70	0.6	82	0.7
Others	272	2.4	273	2.5	354	3.2
Total petrochemicals	983	8.7	899	8.3	1 165	10.7
Total production yield	11 309		10 895		10 926	
Changes in stocks	28		-5		91	
Refinery fuel	1 910		2 030		2 073	
Utilisation		92.9		91.2		92.4

Throughput	2000		2001		2002	
	thousand tonnes	%	thousand tonnes	%	thousand tonnes	%
Crude oil	400	54.8	446	71.0	437	77.6
Other feedstocks	330	45.2	182	29.0	126	22.4
Total throughput	730	100.0	628	100.0	563	100.0
Production yields – Fuels						
Gasoline	32	4.4	3	0.5	–	–
Diesel oil	232	31.8	111	17.8	33	5.9
Light heating oil	83	11.4	54	8.7	–	–
Total fuels	347	47.6	168	27.0	33	5.9

Throughput and production yields in the Trzebinia refinery

The table below sets out the Trzebinia refinery's throughput and production yields and approximate utilisation percentages.

Throughput and production yields in the Trzebinia refinery

Other refinery products	2000		2001		2002	
	thousand tonnes	%	thousand tonnes	%	thousand tonnes	%
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
Others	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

Throughput	2000		2001		2002	
	thousand tonnes	%	thousand tonnes	%	thousand tonnes	%
Crude oil	127	28.7	116	22.9	130	48.1
Other feedstocks	316	71.3	391	77.1	140	51.9
Total throughput	443	100.0	507	100.0	270	100.0
Production yield – Fuels						
Gasoline	13	3.0	–	–	–	–
Diesel oil	270	62.4	350	72.0	51	19.1
Total fuels	283	65.4	350	72.0	51	19.1

Throughput and production yields in the Jedlicze refinery

The table below sets out the Jedlicze refinery's throughput and production yields and approximate utilisation percentages.

Throughput and production yields in the Jedlicze refinery

	2000		2001		2002	
	thousand tonnes	%	thousand tonnes	%	thousand tonnes	%
Other refinery products						
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
Total production yield	433	100.0	486	100.0	265	100.0
Utilisation		90.7		85.9		95.9

	2000	2001	2002
PKN ORLEN Group, of which	2 077	2 041	1 933
PKN ORLEN – DODO	631	632	620
Gdańsk Refinery	275	314	333
Multinationals, of which	703	776	826
BP (+ARAL)	130	146	280
Statoil (+Preem)	110	122	211
Shell (+DEA)	154	197	213
Others¹	3 527	3 500	3 600
Total	6 582	6 631	6 692

¹ Estimate

Source: Nafta Polska SA, PKN ORLEN, Polska Izba Paliw (Polish Chamber of Fuels)

Retail stations in Poland

The table sets out the development of the retail station network of PKN ORLEN and its consolidated subsidiaries and those of other market participants as at the end of the year.

Refining in Poland¹

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

Name of refinery	2000			2001			2002		
	crude distillation capacity	crude processed	utilisation	crude distillation capacity	crude processed	utilisation	crude distillation capacity	crude processed	utilisation
	thousand tonnes	thousand tonnes	%	thousand tonnes	thousand tonnes	%	thousand tonnes	thousand tonnes	%
Płock Refinery	13 500	12 537	92.9	13 500	12 319	91.3	13 500	12 474	92.4
Trzebinia Refinery	400	400	100.0	500	446	89.2	500	437	87.4
Jedlicze Refinery	140	127	90.7	135	116	85.9	135	130	95.9
Total PKN ORLEN Group	14 040	13 064	93.0	14 135	12 881	91.1	14 135	13 041	92.3
Gdańsk Refinery	4 500	4 245	94.3	4 500	4 171	92.7	4 500	3 932	87.4
Czechowice Refinery	680	648	95.3	680	629	92.5	680	582	85.6
Gorlice Refinery	170	131	77.1	170	144	84.7	170	141	82.9
Jasło Refinery	150	95	63.3	150	90	60.0	150	83	55.3
Total	19 540	18 183	93.1	19 635	17 915	91.2	19 635	17 779	87.4

¹ Assumes nameplate crude distillation as at the beginning of the year
Source: Nafta Polska SA, PKN ORLEN

Market environment

Excise tax at the beginning of the year	1999	2000	2001	2002	2003	2003 ¹	EU min.
	PLN/1000 l	PLN/1000 l	PLN/1000 l	PLN/1000 l	PLN/1000 l	EUR/1000 l	EUR/1000 l
Gasoline	929	1 177	1 346	1 464	1 498	377	287
Diesel ²	665	846	1 002	1 090	1 129	284	245
JET A-1 aviation fuel	612	782	923	1 003	1 026	258	245

Import duties ³	1996	1997	1998	1999	2000	2001	2002
Gasoline	15%	13%	10%	5%	3%	–	–
Diesel	25%	20%	15%	11%	4%	–	–

¹ Exchange rate PLN/EUR as at 02.01.2003 – 3.9773

² Sulphur content: 50-200 ppm

³ Import tariffs were lifted in September 2000

Source: Nafta Polska SA, europa.eu.int

Excise taxes
and import duties
in Poland

Quality standards

Quality standards in Poland compared to the EU and other Central European Countries (Czech Republic-CH, Hungary-H, Slovak Republic-SK and Ukraine-UA) and the EU in 2005.

Gasoline standards		PL	CH,H,SK	UA	EU	EU
parameter	unit	2003	2003	2003	from 2000	from 2005
Sulphur content	ppm, max.	150	150	500-1000	150	50/10 ¹
Aromatics content	% vol. max.	42	42	–	42	35
Benzene content	% vol. max.	1	1	–	1	1
Olefins content	% vol. max.	18	21/18 ²	–	18	18

Diesel standards		PL	CH,H,SK	UA	EU	EU
parameter	unit	2003	2003	2003	from 2000	from 2005
Sulphur content	ppm, max.	350	350	2000	350	50/10 ¹
Polyaromatic content	% vol. max.	11	11	–	11	11
Cetane number	minimum	51	51	45	51	51

¹ 10 ppm sulphur gasoline should be available in all regions

² Value of 21% concern unleaded fuel with 91 octane number

(–) Verified data not available

Source: Nafta Polska SA, OECD, PKN ORLEN

	2000	2001	2002
PLN/USD – end of period	4.1432	3.9863	3.8388
PLN/USD – period average	4.3464	4.0939	4.0795
Brent crude – end of period ¹	22.77	19.01	30.40
Brent crude – period average ¹	28.54	24.44	25.04
Unleaded gasoline 95 ²	306.5	256.7	249.6
Unleaded gasoline 98 ²	342.5	295.0	285.1
Diesel ²	277.9	236.5	222.8
JET A-1 aviation fuel ²	296.5	245.2	233.2
Polyethylene ²	843.4	716.5	810.2
Polypropylene ²	715.5	650.5	778.0
Ethylene ²	608	552	486
Propylene ²	501	413	429
Differential Urals blend/Brent ¹	-1.427	-1.333	-1.219

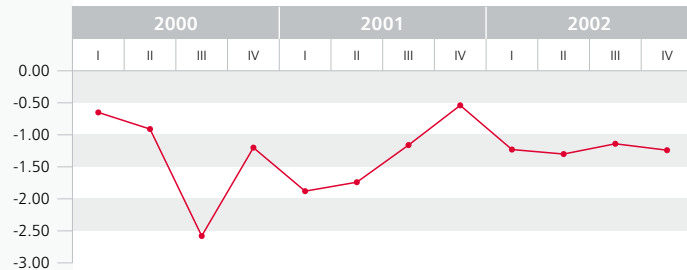
¹ USD/barrel

² USD/t

Market quotations

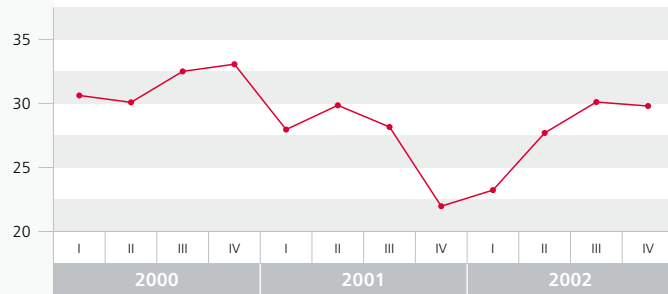
Differential Ural/Brent

USD / barrel



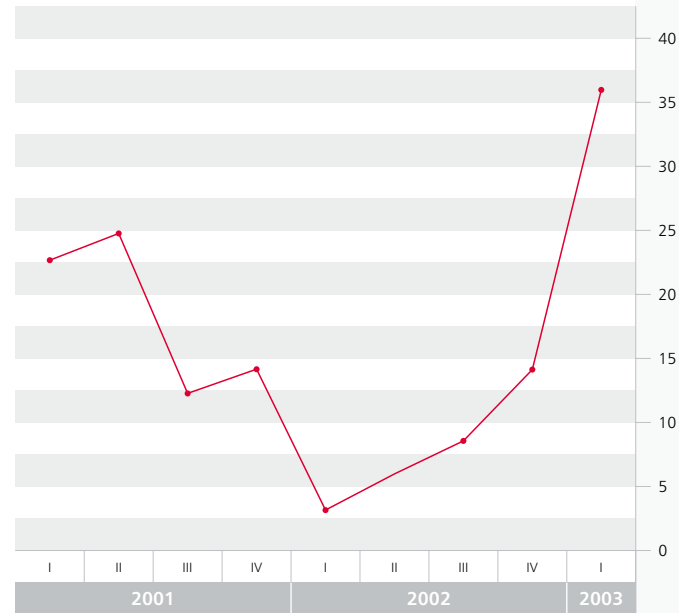
Crude oil price – av. in quarter

USD / barrel



Refinery margin

USD / tonne



Poland	1996	1997	1998	1999	2000	2001	2002
GDP growth	6.0	6.8	4.8	4.1	4.0	1.1	1.3
Nominal GDP (USD bn)	143.9	144.0	158.5	155.2	157.6	177.7	188.6
GDP per capita (USD)	3 727	3 725	4 098	4 014	4 078	4 560	4 885
Domestic demand ¹	9.7	9.2	6.4	4.8	2.8	-1.7	0.8
Inflation (%)	19.9	14.9	11.8	7.3	10.1	5.5	1.9
Unemployment (as at end year)	13.2	10.3	10.4	13.1	15.1	17.4	18.1

EU-15	1996	1997	1998	1999	2000	2001	2002
GDP growth	1.6	2.5	2.9	2.6	3.3	1.6	1.4
Nominal GDP (USD bn)	8 776	8 220	8 541	8 541	7 853	7 894	9 260
GDP per capita (USD)	23 549	21 995	22 803	22 749	20 862	20 918	24 467
Domestic demand ¹	1.4	2.3	3.9	3.2	3.0	1.4	1.3
Inflation (%)	2.4	1.7	1.3	1.2	2.1	2.3	2.3
Unemployment	10.2	10.0	9.4	8.7	7.8	7.3	7.6

¹ Change on preceding year

Source: GUS, NBP, Eurostat, OECD, ECB, estimates

(GUS – The Polish Central Statistic Office, NBP – National Bank of Poland)

Conversion table

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

Basic data					
1 barrel	=	0.1590	cubic metre	=	159.0 litres
1 m³	=	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 m³
1 tonne of gasoline	=	8.4	barrels	=	1.34 m³
1 tonne of jet fuel	=	7.9	barrels	=	1.26 m³
1 tonne of diesel or heating oil	=	7.4	barrels	=	1.18 m³
1 tonne of fuel oil	=	6.4	barrels	=	1.02 m³
1 tonne of lubricants	=	7.1	barrels	=	1.13 m³
1 tonne of bitumen	=	6.2	barrels	=	0.99 m³
1 tonne of aromatics	=	7.2	barrels	=	1.14 m³
1 tonne of refined petroleum products	=	7.9	barrels (av.)	=	1.26 m³

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Quarterly consolidated results

2Q 2003	13.08.2003
3Q 2003	13.11.2003

Half-year 2003 results

Consolidated results of PKN ORLEN Group	25.09.2003
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