

Performance – General Overvie	W							
Financial highlights, PLNm	Q3 2006	Q2 2007	Q3 2007	y/y +/- %	q/q +/- %	2006	2007	y/y +/- %
1	2	3	4	5=(4-2) / 2	6 = (4-3) / 3	7	8	9 = (8-7) / 7
Revenue	14,879	16,218	17,265	16.0	6.5	39,754	46,891	18.
EBITDA	1,681	1,874	1,438	-14.4	-23.3	4,309	4,305	-0.
EBIT, including:	1,148	1,292	834	-27.3	-35.4	2,745	2,500	-8.
Refining	909	921	462	-49.2	-49.8	1,953	1,447	-25.
Petrochemicals	221	349	294	33.0	-15.8	760	1,013	33.
Chemicals	57	68	56	-1.6	-17.5	143	207	44.
Retail	153	101	161	5.2	59.4	203	321	58.
Other 1	-15	-1	-9	40.0	-800.0	42	-74	-276
Unallocated <sup>2</sup>	-177	-146	-130	26.6	11.0	-356	-414	-16
Clean EBIT, including: 3	1,211	1,292	846	-30.1	-34.5	2,808	2,587	-7.9
Non-recurring events <sup>3</sup>	-63	0	-12	81.0	-	-63	-87	-38.
Refining	0	0	0	-	-	0	-63	
Petrochemicals	0	0	-1	-	-	0	-1	
Chemicals	0	0	0	-	-	0	0	
Retail	-2	0	0	-	-	-2	0	
Other 1	-3	0	-2	33.3	-	-3	-3	0.0
Unallocated <sup>2</sup>	-58	0	-9	84	-	-58	-20	65
Net profit	1,014	1,189	507	-50.0	-57.4	2,330	1,836	-21.2
Profit attributable to equity holders of the parent	966	1,110	562	-41.8	-49.4	2,184	1,722	-21.2
Clean profit attributable to equity holders of the parent <sup>3</sup>	1,017	1,110	574	-43.6	-48.3	2,235	1,795	-19.3
Assets	36,559	45,867	45,320	24.0	-1.2	36,559	45,320	24.0
Equity	22,030	22,239	22,674	2.9	2.0	22,030	22,674	2.9
Net debt	1,566	7,783	7,334	368.4	-5.8	1,566	7,334	368.4
Net cash provided by (used in) operating activities	1,533	1,314	630	-58.9	-52.1	2,660	2,538	-4.0
CAPEX	432	699	815	88.7	16.6	1,085	1,986	83.0
ROACE (%) <sup>4</sup>	15.6	13.8	9.0	-42.2	-34.8	12.8	9.0	-29
Net debt to equity ratio (%) 5	10.9	37.9	33.7		-11.2	11.7	34.9	197.
Net debt/EBITDA <sup>6</sup>	0.2	1.0	1.3	447.6	22.8	0.3	1.2	389.
EPS	2.26	2.60	1.32		-49.3	5.11	4.03	-21.
Clean EPS	2.38	2.60	1.34	-43.5	-48.2	5.23	4.20	-19.
Dividend per share	0.00	0.00	0.00	.5.5		0.00	0.00	

<sup>1)</sup> PKN ORLEN's companies responsible for utilities, employee-related services and maintenance.

<sup>6) (</sup>Interest bearing) debt reduced by cash and short-term debt securities/(EBITDA + dividend received from Polkomtel).

Financial data, LIFO method (PLNm)	Q3 2006	Q2 2007	Q3 2007	y/y +/- %	q/q +/- %	2006	2007	y/y +/- %
EBIT with LIFO method 1	1,178	696	583	-50.5	-16.2	2,230	1,888	-15.3
LIFO effect 2 at EBIT level, including:	30	-596	-251	-	57.9	-515	-612	-18.8
LIFO effect at parent undertaking PKN ORLEN at EBIT level	17	-458	-250	-	45.4	-486	-525	-8.0
LIFO effect at Unipetrol at EBIT level	16	-83	5	-68.8	106.0	-25	-52	-108.0
LIFO effect at Mazeikiu Nafta at EBIT level	-	-42	-20	-	52.4	-	-55	-
Net profit with LIFO method	1,038	710	303	-71	-57.3	1,914	1,342	-29.9

<sup>1)</sup> In the estimation of LIFO results, the same assumptions were used which were applied to the eariler published LIFO estimates, as included in Current Report No. 29 of May 21st 2001.

# Commentary

# Factors with Positive Bearing on the PKN ORLEN Group's Performance:

- The volume of polyolefin sales, reaching 209 thousand tonnes in Q3 2007, positively affected Basell ORLEN Polyolefins Sp. z o.o.'s EBIT – PLN 47m, compared with PLN 41m in Q3 2006;
- An over 10% increase, year on year, in the volume of the Group's retail sales of engine fuels in Q3 2007, improved EBIT by PLN 35m, while an increase in sales of non-fuel goods and services added PLN 12m to EBIT;
- The increase in the model chemical margin from EUR 519.9 per tonne in Q3 2006 to EUR 589.4 per tonne in Q3 2007 improved Chemicals EBIT by PLN 24m;
- Continuing demand for fertilisers and good situation on the granulates market, against a slight demand decrease on the PVC market, supported maintenance of Chemicals EBIT at a similar level: PLN 56m in Q3 2007 against PLN 57m in Q3 2006;
- The OPTIMA savings programme yielded measurable cost efficiencies in Q3 2007 (PLN 122m), with the largest savings seen in Refining and Retail.

<sup>2)</sup> Includes the PKN Corporate Centre and companies not included in the segments specified above. 3) Non-recurring events: provision for general economic risk and employment restructuring, revaluation of exchange rates relating to provision for Agrofert.
4) ROACE = operating profit after tax / average capital employed (equity + net debt).

<sup>5)</sup> Calculated based on the average values of the balance-sheet items

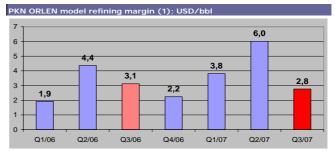
<sup>2)</sup> LIFO effect computed as the difference between EBIT and EBIT calculated with the LIFO method.



### Factors Adversely Affecting the PKN ORLEN Group's Performance:

- Impairment loss on Unipetrol a.s.'s holding in Agrobohemie a.s. and Synthesia a.s. reduced net financial income/expenses by PLN 339m, with the adjustment's effect on consolidated net profit attributable to shareholders of the Parent Undertaking amounting to PLN 213m;
- The reported increase in the volume of sales of heavy fuel oil, by 503 thousand tonnes in the Group (at PKN ORLEN S.A. and the Mazeikiu Group), combined with a negative margin on that product, reduced EBIT by PLN 325m in Q3 2007;
- The decrease in price differential from USD 3.70 per barrel in Q3 2006 to USD 2.77 per barrel in Q3 2007 decreased operating profit by PLN 101m;
- The decrease in the model refining margin from USD 3.1 per barrel in Q3 2006 to USD 2.8 per barrel in Q3 2007 reduced EBIT by PLN 40m;
- Increase in the Group's debt added PLN 38m to interest expenses.









1) PKN ORLEN model refining margin = revenue on sales of products (88% products = 22% gasoline + 11% naphta + 38% diesel oil + 3% light fuel oil + 4% JET + 10% heavy fuel oil) less costs (100% of feedstock = 88% Brent crude + 12% own use); product price 2) PKN ORLEN model petrochemical margin = revenue on sales of products (100% products = 50% etlylene + 30% propylene + 15% benzene + 5% toluene) less costs (100% of feedstock = 70% naphta + 30% LS VGO); product prices as per quotations.

Item	Unit	Q1 2006	Q2 2006	Q3 2006	Q4 2006	FY 2006	Q1 2007	Q2 2007	Q3 2007	y/y +/- %
1	2	4	5	6	7	8	9	10	11	12=(11-6)/6
Macroeconomic factors										
ORLEN model refining margin	USD/b	1,92	4,36	3,12	2,23	2,91	3,81	6,01	2,76	-11,5%
URAL/Brent differential	USD/b	3,64	4,85	3,70	3,54	3,93	3,41	3,73	2,77	-25,2%
Refining margin + differential	USD/b	5,56	9,21	6,82	5,77	6,84	7,22	9,74	5,53	-18,9%
Refining margin + differential	PLN/b	17,71	28,91	21,16	17,24	21,24	21,41	27,49	15,25	-27,9%
Price of Brent crude	USD/b	61,79	69,60	69,61	59,60	65,15	57,79	68,76	74,84	7,5%
Price of URAL crude	USD/b	58,15	64,75	65,91	56,06	61,22	54,38	65,03	72,08	9,4%
Mid PLN/USD exchange rate for quarter	PLN	3,19	3,14	3,10	2,99	3,10	2,97	2,82	2,76	-11,1%
PLN/USD exchange rate at end of period	PLN	3,25	3,18	3,14	2,91	2,91	2,91	2,80	2,66	-15,2%
Mid PLN/EUR exchange rate for quarter	PLN	3,83	3,95	3,96	3,85	3,90	3,89	3,80	3,79	-4,2%
PLN/EUR exchange rate at end of period	PLN	3,94	4,04	3,98	3,83	3,83	3,87	3,77	3,78	-5,2%
Refining cracks										
Gasoline	USD/t	109,01	198,51	165,26	92,06	141,21	130,89	235,72	156,07	-5,6%
Naphta	USD/t	70,41	76,41	69,56	70,83	71,80	117,91	149,55	109,87	58,0%
JET	USD/t	148,10	167,16	170,62	153,02	159,73	156,54	154,47	152,66	-10,5%
Diesel fuel	USD/t	110,17	130,29	127,33	125,88	123,42	112,73	113,00	122,91	-3,5%
Light fuel oil	USD/t	89,81	103,53	99,86	97,39	97,65	88,24	84,85	92,75	-7,1%
Heavy fuel oil	USD/t	-178,53	-215,04	-229,61	-193,73	-204,23	-188,26	-204,50	-207,90	-9,5%
Petrochemical cracks										
Ethylene	USD/t	490,53	566,03	622,87	699,18	594,65	692,15	684,57	711,98	14,3%
Propylene	USD/t	484,09	513,55	539,56	654,08	547,82	645,01	629,98	646,01	19,7%
PVC	EUR/t	506,82	515,76	519,92	578,25	530,19	591,23	574,78	589,42	13,4%



# **Commentary on Macroeconomic Factors**

### Crude Oil Prices and Price Differential

In Q3 2007, the average price of crude oil reached USD 74.8 per barrel and was USD 5.2 per barrel (or 7.5%) up on Q3 2006. At the beginning of third quarter, as a consequence of the weakening US dollar and concerns over the Iranian nuclear programme, the quoted prices of Brent Dtd crude increased from about USD 72 per barrel to about USD 77 per barrel. August 2007 saw a deep correction of quotations (from about USD 77 per barrel to about USD 67 per barrel), most probably driven by forecast deceleration of the global economy, caused by the uncertain situation on financial markets, including the American sub-prime mortgage crisis. Then, September 2007 brought significant increases in prices of Brent Dtd crude (from about USD 67 per barrel to about USD 81 per barrel) caused by the continuing depletion of crude oil and petrochemical products reserves in the United States, concerns over hurricanes threatening the oil infrastructure in the Gulf of Mexico, further depreciation of the US currency and kidnappings of the oil sector employees in Nigeria.

The increase in oil prices was accompanied by a fall of the URAL/Brent differential by 25.3%, from USD 3.70 per barrel in Q3 2006 to USD 2.77 per barrel in Q3 2007. In the first months of the quarter, the differential of Ural CIF Rotterdam against Brent Dtd remained stable (within the range of approximately USD -2.70 per barrel to USD -2.00 per barrel). The differential somewhat strengthened (to approximately USD -1.80 per barrel) during overhaul in the Primorsk port. In August, the differential widened (to approximately USD -3.50 per barrel), which was connected with overhauls in several refineries in the region; the overhauls significantly limited the demand for seaborne supplies of Russian oil (thus increasing availability of crude in the region).

## Refining Products

In Q3 2007, average market prices on refining products increased year on year. The average prices of gasoline, diesel oil, Ekoterm oil and JET A-1 stabilised at USD 721.2 per tonne, USD 688.0 per tonne, USD 657.9 per tonne and USD 717.8 per tonne, respectively, that is 4.4%, 5.4%, 5.2% and 3.1% up on Q3 2006 averages, respectively. In Q3 2007, margins (cracks) on refining products decreased year on year. Crack margins decreased on gasoline (by 5.6% to USD 156.1 per tonne), diesel oil (by 3.5% to USD 122.9 per tonne), Ekoterm oil (by 7.1% to USD 92.8 per tonne) and Jet A-1 fuel (by 10.5% to USD 152.7 per tonne).

# **Petrochemical Products**

Q3 2007 saw higher crack margins on ethylene (up by 14.3%), propylene (up by 19.7%), phenol (up by 0.4%), butadiene (up by 20.0%) and acetone (up by 25.3%). On the other hand, decreases were seen in crack margins of benzene (down by 9.2%), paraxylene (down by 27.6%) and ortoxylene (down by 3.1%). A negative margin of USD -82.3 per tonne was recorded on glycol (against USD -57.4 per tonne in Q3 2006).



# **Commentary on Macroeconomic Factors Concerning Poland**

### **Exchange Rates**

The euro and US dollar exchange rates fell by 4.2%, from 3.96 PLN/EUR in Q3 2006 to 3.79 PLN/EUR in Q3 2007, and by 11.1%, 3.10 PLN/USD in Q3 2006 to 2.76 PLN/USD in Q3 2007, respectively.

### Fuel Consumption

According to estimates by Nafta Polska S.A., Agencja Rynku Energii S.A. and TWC, domestic gasoline consumption stood at 1,090 thousand tonnes in Q3 2007, that is 6.5% up on Q3 2006. The gasoline consumption is forecast to amount to 1,070 thousand tonnes in Q4 2007, that is 4.8% less than in Q4 2006. The negative change in Q4 2007 results from the high base in December 2006 (following increase in the excise tax rate on gasoline announced to take effect on January 1st 2007). The 2007 total gasoline consumption is estimated to grow by 1.9% on 2006. Diesel oil consumption increased by 9.0% in Q3 2007 year on year, and amounted to 2,594 thousand tonnes. The diesel oil consumption is forecast to grow by about 10.8% in Q4 2007 year on year, to 2,350 thousand tonnes. Over the period under analysis, the consumption of light fuel oil was 305 thousand tonnes, or 32.7% below the Q3 2006 figure. The light fuel oil consumption is estimated at 439 thousand tonnes in Q4 2007, while the 2007 total light fuel oil consumption is forecast fall by 26.7% on the 2006 figure.

#### **Economic Growth**

According to the Gdańsk Institute for Market Economics (IBnGR), in Q3 2007, Poland's economic growth rate, while lower than in Q2 2007, continued strong. IBnGR estimates the GDP growth rate in Q3 2007 at 5.6%, year on year. Taking into account factors of seasonal nature, the GDP grew by 1.3% relative to the previous quarter. The key driver of the economic growth in Q3 2007 was invariably domestic demand (growth rate of 7.4% as estimated by IBnGR), stimulated by the improving situation on the labour market, growing salaries and inflow of funds from the European Union. The strong economic growth over the last few quarters contributed to further improvement in the situation on the labour market. At the end of Q3 2007, the unemployment rate stood at 11.6%, and was 0.7 pps and 3.6 pps lower relative to the end of Q2 2007 and Q3 2006, respectively.

## Inflation

In Q3 2007, consumer prices grew by 1.9% over the end of 2006 and 2.0% over Q3 2006. According to the Polish Central Statistics Office, in Q3 2007, consumer prices dropped by 0.1% below Q2 2007.



## Refining (Production and Wholesale)

Refining (Production and Wholesale), PLNm	Q3 2006	Q4 2006	Q1 2007	Q2 2007	Q3 2007	y/y +/- %	q/q +/- %
1	2	3	4	5	6	7=(6-2)/2	8=(6-5)/5
Revenue, including:	11,103	9,059	9,509	11,942	13,579	22.3%	13.7%
Sales to third parties	7,279	6,054	6,662	8,631	9,749	33.9%	13.0%
Intra-company sales	3,824	3,005	2,847	3,311	3,830	0.2%	15.7%
Segment's costs	-10,198	-8,921	-9,408	-11,003	-13,114	28.6%	19.2%
Other operating income	34	35	55	44	38	11.8%	-13.6%
Other operating expenses	-30	-118	-91	-62	-41	36.7%	-33.9%
EBIT*	909	55	65	921	462	-49.2%	-49.8%
Depreciation and amortisation	177	156	271	244	258	45.8%	5.7%
CAPEX	123	274	349	420	355	188.6%	-15.5%
Sales to third parties (thousand tonnes)	3,223	3,081	4,108	4,831	5,518	71.2%	14.2%

<sup>\*)</sup> EBIT, net of costs not allocated to any of the segments, incurred at the Group level.

## **Commentary**

The segment's revenue grew by 22.3%, mainly driven by sales volumes in key product groups higher by 2,196 thousand tonnes, including a 562 thousand tonnes (or 90.6%) increase for gasoline and a 1,053 thousand tonnes (or 80.9%) increase for diesel oil.

In Q3 2007, the segment's costs increased by 28.6% (yoy), which followed mainly from higher sales by the Group companies and the first-time consolidation of the Mazeikiu Group companies. The latter increased the segment's costs by PLN 4,060m in Q3 2007.

The segment's result of PLN 462m versus PLN 909m in Q3 2006 was mainly affected by a 37.6% decrease of PKN ORLEN S.A.'s EBIT, to PLN 342m. The following factors had a negative impact on the EBIT:

- A quarter-on-quarter fall of the refining margin in Q3 2007, which reduced the segment's EBIT by PLN 40m.
- Decrease in the crude differential, which reduced the PKN ORLEN Group refineries' EBIT by PLN 101m.
- An over 11% strengthening of the Polish złoty against the US dollar, which reduced the PKN ORLEN Group's EBIT by PLN 76m (effect on the refining margin and differential).
- A scheduled shutdown at Unipetrol, with an estimated contribution of around PLN 89m to the Group's costs.
- A scheduled shutdown at the Mazeikiu Refinery, with an estimated contribution of around PLN 24m to the Group's costs.

On the other hand, the Mazeikiu Refinery recorded good performance in Q3 2007. The company's EBIT in the segment was PLN 35m and resulted from the implementation of a number of technical improvements in the substitute Vacuum Distillation Unit and the Visbreaking Unit, as well as from increased crude throughput volumes.

The segment's savings yielded by the OPTIMA Programme in Q3 2007 amounted to PLN 61m.



# Refining (Retail)

Refining (Retail), PLN '000	Q3 2006	Q4 2006	Q1 2007	Q2 2007	Q3 2007	% change yoy	% change qoq
1	2	3	4	5	6	7=(6-2)/2	8=(6-5)/5
Revenue, including:	4,144	3,794	3,424	4,206	4,476	8.0%	6.4%
Sales to third parties	4,136	3,787	3,417	4,199	4,469	8.1%	6.4%
Intra-company sales	8	7	7	7	7	-12.5%	0.0%
Segment's costs	-4,014	-3,677	-3,367	-4,098	-4,310	7.4%	5.2%
Other operating income	39	48	38	7	17	-56.4%	142.9%
Other operating expenses	-16	-41	-37	-14	-22	37.5%	57.1%
EBIT*	153	124	58	101	161	5.2%	59.4%
Depreciation/amortisation	64	71	73	73	78	21.9%	6.8%
CAPEX	125	279	52	91	166	32.8%	82.4%
Sales to third parties (thousand tonnes)	1,088	1,081	1,053	1,114	1,201	10.4%	7.8%

<sup>\*)</sup> EBIT, net of costs not allocated to any of the segments, incurred at the Group level.

# **Commentary**

In Q3 2007, the segment's revenue increased by 8.0% (year on year), to PLN 4,476m. The growth was driven by higher sales volumes, which went up by 10.4% or 113 thousand tonnes, primarily owing to a 19.2% (year on year) increase in sales of diesel fuel. The higher sales volume of diesel fuel was accompanied by higher revenue (up by PLN 93m). Favourable trends were also seen in LPG sales: they rose by 17.5% to 67 thousand tonnes in volume terms, and by PLN 38m in value terms.

The segment's EBIT for Q3 2007 reached PLN 161m, against PLN 153m in Q3 2006. This was driven by such factors as:

- Higher volume of the PKN ORLEN Group's retail sales of engine fuels in Q3 2007, which increased by over 10% year on year and contributed PLN 35m to the segment's EBIT;
- Increase in sales of non-fuel goods and services by the PKN ORLEN Group in Q3 2007, which added PLN 12m to the segment's EBIT;
- Lower retail margins on diesel fuel, partially offset by growth of margins on gasoline; this reduced EBIT by PLN 1m in Q3 2007.

The segment's savings yielded by the OPTIMA Programme in Q3 2007 amounted to PLN 45m.

In Q3 2007, expenditure on property, plant and equipment and intangible assets increased year on year by PLN 41m, to PLN 166m.



#### **Petrochemicals**

Petrochemicals, PLNm	Q3 2006	Q4 2006	Q1 2007	Q2 2007	Q3 2007	% change yoy	% change qoq
1	2	3	4	5	6	7=(6-2)/2	8=(6-5)/5
Revenue, including:	3,942	3,638	3,314	3,560	3,402	-13.7%	-4.4%
Sales to third parties	2,561	2,530	2,352	2,526	2,222	-13.2%	-12.0%
Intra-company sales	1,381	1,108	962	1,034	1,180	-14.6%	14.1%
Segment's costs	-3,678	-3,340	-2,878	-3,153	-3,099	-15.7%	-1.7%
Other operating income	33	70	14	15	25	-24.2%	66.7%
Other operating expenses	-76	-286	-80	-73	-34	-55.3%	-53.4%
EBIT*	221	82	370	349	294	33.0%	-15.8%
Depreciation/amortisation	100	203	156	152	154	54.0%	1.3%
CAPEX	46	140	51	61	169	267.4%	177.0%
Sales to third parties (thousand tonnes)	853	765	765	790	737	-13.6%	-6.7%

<sup>\*)</sup> EBIT, net of costs not allocated to any of the segments, incurred at the Group level.

### **Commentary**

In Q3 2007, the segment's revenue dropped by PLN 540m year on year, primarily as a result of lower sales volumes, which went down by 116 thousand tonnes, including a 22 thousand tonnes (29.3%) decline in sales of polypropylene and a 10 thousand tonnes (40%) fall in sales of butadiene; in value terms, these changes reduced the revenue by PLN 96m and PLN 32m, respectively.

In Q3 2007, the segment generated a profit of PLN 294m, relative to PLN 221m posted in Q3 2006. The segment's EBIT was driven by:

- High volume of polyolefin sales, reaching 209 thousand tonnes in Q3 2007, with a favourable contribution to Basell ORLEN Polyolefins Sp. z o.o.'s EBIT: PLN 47m relative to PLN 41m in Q3 2006;
- Making Czech companies of the Unipertol Group focus on margin optimisation (through sales of highmargin types of polymers), which increased EBIT by 12.2% year on year;
- Preparation of Chemopetrol a.s. for a 39-day production shutdown in September and October. Phased shutdowns of particular units commenced on August 29th 2007. The company replenished reserves so as to ensure uninterrupted sales.

The segment's savings yielded by the OPTIMA Programme in Q3 2007 amounted to PLN 2m.

In Q3 2007, expenditure on property, plant and equipment and intangible assets increased year on year by PLN 123m, to PLN 169m.

#### Chemicals

Chemicals, PLNm	Q3 2006	Q4 2006	Q1 2007	Q2 2007	Q3 2007	% change yoy	% change qoq
1	2	3	4	5	6	7=(6-2)/2	8=(6-5)/5
Revenue, including:	664	527	737	720	714	7.5%	-0.8%
Sales to third parties	662	526	732	640	644	-2.7%	0.6%
Intra-company sales	2	1	5	80	70	3400.0%	-12.5%
Segment's costs	-608	-454	-656	-652	-660	8.6%	1.2%
Other operating income	3	16	4	3	3	0.0%	0.0%
Other operating expenses	-2	-6	-2	-3	-1	-50.0%	-66.7%
EBIT*	57	83	83	68	56	-1.8%	-17.6%
Depreciation/amortisation	131	46	46	42	42	-67.9%	0.0%
CAPEX	68	40	8	22	31	-54.4%	40.9%
Sales to third parties (thousand tonnes)	463	404	523	444	481	3.9%	8.3%

<sup>\*)</sup> EBIT, net of costs not allocated to any of the segments, incurred at the Group level.

# **Commentary**

In Q3 2007, the segment recorded a 7.5% increase in revenue, which went up by PLN 50m year on year. The growth was driven mainly by sales of PVC granulate and artificial fertilisers.

In Q3 2007, the segment's EBIT stayed flat on Q3 2006 and was affected by:

- Higher model margin on chemicals (589.4 EUR/tonne) relative to Q3 2006, which contributed PLN 24m to EBIT.
- Continued strong demand for artificial fertilisers and PVC granulate on the Polish market, which added PLN 20m to sales of these products.
- Favourable market trends and continued high sales of caprolactam, despite two overhaul shutdowns at the ammonium sulphate unit in September.

In Q3 2007, expenditure on property, plant and equipment and intangible assets declined year on year by PLN 37m.

The segment's savings yielded by the OPTIMA Programme in Q3 2007 amounted to PLN 8m.

### Other Activities

Other Activities, PLNm	Q3 2006	Q4 2006	Q1 2007	Q2 2007	Q3 2007	% change yoy	% change qoq
1	2	3	4	5	6	7=(6-2)/2	8=(6-5)/5
Revenue, including:	479	515	501	504	622	29.9%	23.4%
Sales to third parties	242	218	245	222	181	-25.2%	-18.5%
Intra-company sales	237	297	256	282	441	86.1%	56.4%
Segment's costs	-486	-529	-553	-493	-624	28.4%	26.6%
Other operating income	7	64	14	1	7	0.0%	600.0%
Other operating expenses	-15	-60	-26	-13	-14	-6.7%	7.7%
EBIT*	-15	-10	-64	-1	-9	40.0%	-800.0%
Depreciation/amortisation	51	55	66	61	63	23.5%	3.3%
CAPEX	50	94	33	81	72	44.0%	-11.1%
Sales to third parties (thousand tonnes)	24	95	42	36	27	12.5%	-25.0%

<sup>\*)</sup> EBIT, net of costs not allocated to any of the segments, incurred at the Group level.

# **Commentary**

In Q3 2007, the segment's EBIT sustained loss of (-)PLN 9m, as opposed to (-)PLN 15m posted in Q3 2006. The major factors contributing to the loss include:

- Operations of the Mazeikiu Refinery Group included in this segment, which in Q3 2007 posted losses of (-)PLN 71m;
- PKN ORLEN S.A.'s improved performance in Q3 2007, up by PLN 67m year on year.

The segment's savings yielded by the OPTIMA Programme in Q3 2007 amounted to PLN 6m.

In Q3 2007, expenditure on property, plant and equipment and intangible assets increased year on year by PLN 22m.



# POLSKI KONCERN NAFTOWY ORLEN S.A. CONDENSED CONSOLIDATED INCOME STATEMENTS

# for the periods of 9 and 3 months ended September 30th 2007 and September 30th 2006

Item, PLNm	9 months of 2006	Q3 2006	9 months of 2007	Q3 2007	% Change	% Change
1	2	3	4	5	6=(4-2)/2	7=(5-3)/3
Revenue on sales of products	38,300	14,264	45,947	16,527	20.0%	15.9%
Excise tax and other charges	-9,443	-3,595	-11,200	-3,976	18.6%	10.6%
Net revenue on sales of products	28,857	10,669	34,747	12,551	20.4%	17.6%
Revenue on sales of goods for resale and materials	11,885	4,569	14,091	5,440	18.6%	19.1%
Excise tax and other charges	-988	-359	-1,947	-727	97.1%	102.5%
Net revenue on sales of goods for resale and materials	10,897	4,210	12,144	4,713	11.4%	11.9%
Total sales revenue	39,754	14,879	46,891	17,264	18.0%	16.0%
Cost of products sold	-24,443	-8,945	-29,732	-11,051	21.6%	23.5%
Cost of goods for resale and materials sold	-9,880	-3,834	-10,996	-4,227	11.3%	10.3%
Cost of products, goods for resale and materials sold	-34,323	-12,779	-40,728	-15,278	18.7%	19.6%
Gross profit on sales	5,431	2,100	6,163	1,986	13.5%	-5.4%
Selling costs	-1,890	-615	-2,307	-781	22.1%	27.0%
General and administrative expenses	-800	-262	-1,108	-341	38.5%	30.2%
Other operating income	375	129	300	91	-20.0%	-29.5%
Other operating expenses	-373	-204	-548	-121	46.9%	-40.7%
Gain on disposal of all or part of shares in subordinated undertakings	2	0	0	0	-	-
EBIT	2,745	1,148	2,500	834	-8.9%	-27.4%
Financial income	423	198	474	205	12.1%	3.5%
Financial expenses	-422	-95	-908	-542	115.2%	470.5%
Net financial income/expenses	1	103	-434	-337	-43500.0%	-427.2%
Share in net profit/loss of undertakings valued with equity method	165	66	200	76	21.2%	15.2%
Profit before tax	2,911	1,317	2,266	573	-22.2%	-56.5%
Corporate income tax	-581	-303	-430	-66	-26.0%	-78.2%
Net profit	2,330	1,014	1,836	507	-21.2%	-50.0%
including:			,	,		
Net profit (loss) attributable to minority interests	146	48	114	-55	-21.9%	-214.6%
Net profit attributable to equity holders of the Parent Company	2,184	966	1,722	562	-21.2%	-41.8%



# POLSKI KONCERN NAFTOWY ORLEN S.A. CONDENSED CONSOLIDATED BALANCE SHEETS as at September 30th 2007 and December 31st 2006

Item, PLNm	Dec 31 2006	Sep 30 2007	% Change
1	2	3	4=(3-2)/2
ASSETS			
Non-current assets			
Property, plant and equipment	25,200	24,713	-1.9%
Intangible assets	620	513	-17.3%
Goodwill	144	141	-2.1%
Financial assets	571	66	-88.4%
Shares in undertakings consolidated with equity method	716	696	-2.8%
Loans granted	5	20	300.0%
Deferred tax asset	166	185	11.4%
Investment property	35	33	-5.7%
Perpetual usufruct right to land	88	91	3.4%
Other non-current assets	116	223	92.2%
Total non-current assets	27,661	26,681	-3.5%
Current assets			
Inventories	7,399	8,755	18.3%
Trade and other receivables	6,294	6,930	10.1%
Income taxes receivable	253	15	-94.1%
Current financial assets	7	7	0.0%
Loans granted	0	0	-
Prepayments and accrued income	121	151	24.8%
Cash	2,351	2,532	7.7%
Other financial assets	302	64	-78.8%
Assets held for sale	1,031	185	-82.1%
Total current assets	17,758	18,639	5.0%
Total assets	45,419	45,320	-0.2%
LIABILITIES	_		
Equity	_		
Share capital	535	535	0.0%
Share capital revaluation adjustment	523	523	0.0%
Share capital	1,058	1,058	0.0%
Share premium account	1,058	1,058	0.0%
Share premium revaluation adjustment	169	169	0.0%
Share premium account	1,227	1,227	0.0%
Hedging capital	9	52	477.8%
Currency-translation differences	22	-679	-3186.4%
Retained profit, including:	16,535	18,258	10.4%
net profit attributable to equity holders of the Parent	1,722	1,986	-10.9%
1 1 7			
Equity (attributable to equity holders of the parent)	18,851	19,916	5.6%



Total equity	21,583	22,674	5.1%
Non-current liabilities			
Loans and borrowings	6,211	5,773	-7.1%
Provisions	814	811	-0.4%
Deferred tax liability	1,766	1,583	-10.4%
Other non-current liabilities	167	135	-19.2%
Total non-current liabilities	8,958	8,302	-7.3%
Current liabilities			
Trade and other payables and accruals	8,221	8,496	3.3%
Provisions	734	700	-4.6%
Income tax expense	106	145	36.8%
Loans and borrowings	4,278	4,100	-4.2%
Deferred income	27	46	70.4%
Other financial liabilities	1,316	857	-34.9%
Liabilities directly related to assets classified as held for sale	196	0	-
Total current liabilities	14,878	14,344	-3.6%
Total equity and liabilities	45,419	45,320	-0.2%



# POLSKI KONCERN NAFTOWY ORLEN S.A. CONDENSED CONSOLIDATED CASH-FLOW STATEMENTS

# for the periods of 9 and 3 months ended September 30th 2007 and September 30th 2006

Item, PLNm	9 months of 2006	Q3 2006	9 months of 2007	Q3 2007	% Change	% Change
1	2	3	4	5	6=(4-2)/2	7=(5-3)/3
Cash flows from operating activities						
Net profit	2,330	1,014	1,836	507	-21.2%	-50.0%
Adjustments:						
Share in net profit/(loss) of undertakings valued with equity method	-165	-66	-199	-76	-20.6%	-15.2%
Depreciation and amortisation	1,564	533	1,805	604	15.4%	13.3%
Net interest and dividends	122	39	334	92	173.8%	135.9%
Income tax expense	581	303	430	66	-26.0%	-78.2%
(Profit)/loss on investing activities	-30	23	512	437	1806.7%	1800.0%
Decrease/(Increase) in receivables	-1,768	-645	-729	-66	58.8%	89.8%
Decrease/(Increase) in inventories	-399	202	-1,489	-203	-273.2%	-200.5%
(Decrease)/Increase in liabilities and accruals	902	309	588	-536	-34.8%	-273.5%
(Decrease)/Increase in provisions	22	02	5.5	-	271.00/	04.60/
Other adjustments	32	93	-55	5	-271.9%	-94.6%
Income tax paid	40	-36	-100	54	-350.0%	250.0%
Net cash provided by/(used in) operating activities	-549	-236	-395	-254	28.1%	-7.6%
Net cash provided by/(used iii) operating activities	2,660	1,533	2,538	630	-4.6%	-58.9%
Cash flows from investing activities						
Acquisition of property, plant and equipment and intangible assets	-1,323	-532	-2,397	-969	-81.2%	-82.1%
Disposal of property, plant and equipment and intangible assets	133	49	58	-2	-56.4%	-104.1%
Disposal of shares	141	61	779	772	452.5%	1165.6%
Acquisition of shares	-59	-25	-488	1	-727.1%	104.0%
Acquisition of short-term securities	-919	-824	-1	10	99.9%	101.2%
Disposal of short-term securities	86	30	245	-6	184.9%	-120.0%
Dividends and interest received	485	472	239	39	-50.7%	-91.7%
Loans (granted)/repaid	4	1	5	21	25.0%	2000.0%
Other	-16	-11	-24	-30	-50.0%	-172.7%
Net cash provided by/(used in) investing activities	-1,468	-779	-1,584	-164	-7.9%	78.9%
Cash flows from financing activities						
Increase in long- and short-term loans and borrowings	4,277	189	4,022	1,048	-6.0%	454.5%
Issue of debt securities	-	-	750	-	-	-
Repayment of long- and short-term loans and borrowings	-4,802	-442	-5,024	-1,132	-4.6%	-156.1%
Redemption of debt securities	-	-	-89	0	_	-
Interest paid	-123	-34	-412	-97	-235.0%	-185.3%
Other	-26	-14	-20	-9	23.1%	35.7%
Net cash provided by/(used in) financing activities	-674	-301	-773	-190	-14.7%	36.9%
Net change in cash	518	453	181	276	-65.1%	-39.1%



Foreign-exchange gains/(losses)	1	2	-	1	-	-50.0%
Cash at beginning of period	1,127	1,191	2,351	2,255	108.6%	89.3%
Cash at end of period, including:	1,646	1,646	2,532	2,532	53.8%	53.8%
restricted cash	97	97	58	58	-40.2%	-40.2%



# Financial Overview

#### **Income Statement**

### Operating Income and Expenses

In Q3 2007, total sales revenue increased by PLN 2,385m (or 16.0%) year on year, to PLN 17,264m. The increase is a combined effect of changes in sales values and volumes in the Company's core business segments. The highest sales increases were recorded in the Wholesale, where sales to third parties increased by PLN 2,470m (or 33.9%) year on year, and in the Retail, where sales to third parties increased by PLN 333m (or 8.1%) year on year. The Q3 2007 sales by other segments – Chemicals, Petrochemicals and Other Activities – were down on the Q3 2006 figures by 2.7%, 13.2% and 25.2%, respectively. Following the increase in total sales revenue, operating expenses attributable to the core business went up by PLN 2,499m (or 19.6%). The growth of operating expenses, slower than that of the top line, contributed to a decrease in gross profit on sales, which stood at PLN 1,986m in Q3 2007, that is 5.4% down year on year.

### Selling Costs and General and Administrative Expenses

In Q3 2007, selling costs grew by PLN 166m, or 27.0%, year on year, while general and administrative expenses went up by PLN 79m, or 30.2%. The increases in both items were driven mainly by the consolidation of the Mazeikiu Refinery. The Mazeikiu Refinery's selling costs and general and administrative expenses amounted to PLN 89m and PLN 54m, respectively, in Q3 2007.

### Other Income and Operating Expenses

In Q3 2007, compared with Q3 2006, the Group's other operating income decreased by PLN 38m, (or 29.5%), while its other operating expenses went down by PLN 83m (or 40.7%). In Q3 2007, revaluation of tangible assets was effected at Unipetrol (PLN 8m). These changes brought about a loss of PLN 30m on other operating activities, while in Q3 2006 the corresponding figure stood at PLN 75m. In Q3 2007, EBITDA stood at PLN 1,438m, that is PLN 243m less than in Q3 2006. EBIT was PLN 834m in Q3 2007, that is PLN 314m less year on year.

### Financial Income and Expenses

In Q3 2007, financial income was PLN 205m, which represents an increase of PLN 7m year on year. The Group's financial expenses were also higher – up by PLN 447m on the Q3 2006 figure. The increase in financial expenses was caused by a valuation allowance for shares held by Unipetrol a.s. in Agrobohema a.s. and Synthesia a.s. The value of the allowance, as determined by the Management Board of Unipetrol a.s. as at September 30th 2007, amounted to PLN 339m. Higher financial expenses recorded by the Group are also attributable to its higher indebtedness, which in turn translated into increased interest expense – the Q3 2007 figure was higher by PLN 38m compared with the corresponding period in 2006. Consequently, in Q3 2007 the Group recorded a loss on financing activities of PLN 337m vs. a gain of PLN 103m in Q3 2006.



### Net Profit

In Q3 2007, the share in net profit of the Group undertakings valued with the equity method stood at PLN 76m, compared with PLN 66m in Q3 2006. Corporate income tax amounted to PLN 66m in Q3 2007, down by PLN 237m year on year. As a result, in Q3 2007 the Group generated net profit of PLN 507m, 50% down on the Q3 2006 figure. The decrease in net profit is also attributable to impairment loss at Agrobohema a.s. and Synthesia a.s., which reduced consolidated net profit/loss attributable to shareholders of the Parent Undertaking by PLN 213m.

### **Balance Sheet**

#### Assets

As at the end of Q3 2007, the Group had total assets of PLN 45,320m, down by 0.2% relative to December 31st 2006. Over the same period, non-current assets fell by PLN 980m (3.5%), to PLN 26,681m, primarily due to a PLN 487m decrease in the value of property, plant and equipment (1.9%), a PLN 505m (88.4%) decrease in financial assets, and a drop in shares in the undertakings consolidated with the equity method (down by PLN 20m or 2.8%). The decrease was offset by a PLN 107m (92.2%) rise in other non-current assets relative to December 31st 2006. Current assets grew from PLN 17,758m as at December 31st 2006 to PLN 18,639m as at the end of Q3 2007. The increase in current assets was driven mainly by higher inventories and trade and other receivables (PLN 1,356m or 18.3%, and PLN 636m or 10.1%, respectively). The Group also recorded a significant drop in corporate income tax liability – by PLN 238m (94.1%), and other financial assets – by PLN 238m (78.8%). Compared with the figure as at the end of 2006, working capital (current assets less current liabilities) grew from PLN 2,880m to PLN 4,295m.

### Equity and Liabilities

As at the end of Q3 2007, the Group's total equity stood at PLN 22,674m, and was higher by PLN 1,091m (or 5.1%) over the end of 2006, primarily thanks to an increase in retained profit of PLN 1,723m. A factor with a negative bearing on the equity was currency-translation differences on subordinated undertakings of PLN 701m. Non-current liabilities amounted to PLN 8,302m, that is PLN 656m less than as at the end of 2006, mainly owing to decreases in loans and borrowings and deferred tax liability (by PLN 438m and PLN 183m, respectively). Current liabilities were down from PLN 14,878m as at December 31st 2006 to PLN 14,344m as at September 30th 2007. Under current liabilities, significant increases were recorded in trade and other payables and accruals (PLN 275m or 3.3%) while other financial liabilities and liabilities under assets classified as held for sale went down by PLN 459m (34.9%) and PLN 196m (100.0%), respectively. The Group's external debt (loans and borrowings) amounted to PLN 9,873m as at September 30th 2007, down by PLN 616m relative to the end of 2006.

# Cash Flow

## Cash from Operating Activities

In Q3 2007, net cash provided by operating activities stood at PLN 630m, down by PLN 903m relative to Q3 2006. The decrease was primarily due to negative trends in the balances of liabilities and accruals (a decrease of PLN 536m recorded in Q3 2007) as well as the freezing of financial resources in inventories (inventories increased by PLN 203m, whereas in Q3 2006 they went down by PLN 202m). Additions to net cash provided by operating activities included by positive trends in the balance of receivables (in Q3 2007, the increase in receivables reduced net cash by





PLN 66m, and in Q3 2006 – by PLN 645m) and a PLN 437m adjustment of net profit to account for loss on investment activities (in the corresponding period in 2006, the adjustment stood at PLN 23m).

### Cash from Investing Activities

In Q3 2007, net cash used in investing activities stood at (-)PLN 164m, while in the corresponding period in 2006 it amounted to (-)PLN 779m. Net cash used in investing activities in Q3 2007 was affected by expenditure on property, plant and equipment, which amounted to (-)PLN 969m (against (-)PLN 532m in Q3 2006), disposal of equity interests worth PLN 772m (PLN 61m in Q3 2006) and lower interest and dividends received, which totalled PLN 39m (down by PLN 433m on Q3 2006).

### Cash from Financing Activities

In Q3 2007, net cash used in financing activities amounted to (-)PLN 190m, compared with (-)PLN 301m in the same period of the previous year. The decrease is connected with higher amount of contracted loans and borrowings (PLN 1,048m in Q3 2007 vs. PLN 189m in Q3 2006) and repayment of long- and short-term loans and borrowings, totalling (-)PLN 1,132m (compared with (-)PLN 442m in Q3 2006).

The joint effect of all the cash flows discussed above was a PLN 276m increase in net cash in Q3 2007. As at September 30th 2007, net cash amounted to PLN 2,532m, up by PLN 886m compared with September 30th 2006.

Output



# POLSKI KONCERN NAFTOWY ORLEN S.A. PRODUCTION VOLUMES

for the periods of 9 and 3 months ended September 30th 2007 and September 30th 2006

('000 tonnes)	Q3 2006	Q3 2007	change	Q3 2007	% share	Q3 2007	% share	Q3 2007	% share	
1	2	3	4=(3-2)/2	5	6=5/throughput	7	8=7/ throughput	9	10=9/ throughput	
Refinery		PKN ORLEN Group		PKN ORLEN		Unipetrol		Mazeikiu Group		
Crude oil throughput	4,750	6,093	28.3%	3,513	100.0%	992	100.0%	1 500	100.0%	
Gasoline	941	1,370	45.6%	, 674	19.2%	201	20.3%	494	32.9%	
Diesel fuel	1,551	2,322	49.7%	1,272	36.2%	391	39.4%	659	43.9%	
Light fuel oil	282	217	-23.0%	187	5.3%	7	0.7%	0	0.0%	
Jet fuel	145	185	27.6%	109	3.1%	21	2.1%	55	3.7%	
Heavy fuel oil	83	589	609.6%	257	7.3%	38	3.8%	305	20.3%	
LPG	55	144	161.8%	61	1.7%	23	2.3%	85	5.7%	
Bitumens	389	429	10.3%	0	0.0%	76	7.7%	51	3.4%	
Engine oils and lubricants	81	79	-2.5%	0	0.0%	18	1.8%	0	0.0%	
Other	270	149	-44.8%	454	12.9%	236	23.8%	51	3.4%	
Total products	3,797	5,485	44.5%	3	,014	1,011		1,700		
1	2	3	4=(3-2)/2	5	6=5/all segments	7	8=7/ all segments	9 10=9/ all segments		
Petrochemicals		PKN ORLEN Group		PKN	PKN ORLEN		Unipetrol/ Chemopetrol		вор	
Polyethylene	117	107	-8.5%	0	0.0%	60	14.0%	48	49.5%	
Polypropylene	94	95	1.1%	0	0.0%	46	10.7%	49	50.5%	
Ethylene	77	149	93.5%	133	33.9%	97	22.6%	0	0.0%	
Propylene	68	94	38.2%	95	24.2%	50	11.6%	0	0.0%	
Toluene	31	29	-6.5%	29	7.4%	0	0.0%	0	0.0%	
Benzene	55	65	18.2%	26	6.6%	39	9.1%	0	0.0%	
Paraxylene	9	9	0.0%	9	2.3%	0	0.0%	0	0.0%	
Ortoxylene	6	7	16.7%	7	1.8%	0	0.0%	0	0.0%	
Acetone	5	7	40.0%	7	1.8%	0	0.0%	0	0.0%	
Butadiene	25	14	-44.0%	14	3.6%	0	0.0%	0	0.0%	
Glycol	28	25	-10.7%	25	6.4%	0	0.0%	0	0.0%	
Ethylene oxide	4	4	0.0%	4	1.0%	0	0.0%	0	0.0%	
Phenol	8	12	50.0%	12	3.1%	0	0.0%	0	0.0%	
Other	272	161	-40.8%	31	7.9%	138	32.1%	0	0.0%	
Total Petrochemicals	799	778	-2.6%		392	43	30		97	
		PKN ORLEN Group		PKN ORLEN		Spolana		Anwil		
PVC	100	105	5.0%	-	-	32	53,3%	75	20,6%	
PVC granulate	18	19	5.6%	-	-	2	3,3%	17	4,7%	
CANWIL	101	82	-18.8%	-	-	0	0,0%	82	22,5%	
Ammonium nitrate	164	184	12.2%	-	-	0	0,0%	136	37,4%	
Other	78	79	1.3%	-	-	26	43,3%	54	14,8%	
Total Chemicals	461	469	1.7%		0	6	0		364	
Total autout	E 0.55	( 522	22 10/		406					
Total output	5,057	6,732	33.1%	3,	,406		•		-	



# POLSKI KONCERN NAFTOWY ORLEN S.A. SALES OF KEY PRODUCTS

# for the periods of 9 and 3 months ended September 30th 2007 and September 30th 2006

Sales at the PKN ORLEN Group	Q3 2006		Q3 20	07	y-o-y change	y-o-y change
1	2	3	4	5	6=(4-2)/2	7=(5-3)/3
	'000 tonnes	PLNm	'000 tonnes	PLNm	%	%
Refinery, wholesale						
Gasoline	620	1,554	1,182	2,367	90.6%	52.3%
Diesel fuel	1,301	3,381	2,354	4,356	80.9%	28.8%
Light fuel oil	365	774	270	548	-26.0%	-29.2%
Jet fuel	160	388	182	435	13.8%	12.1%
Heavy fuel oil	84	86	588	547	600.0%	536.0%
LPG	60	100	139	234	131.7%	134.0%
Bitumens	370	379	425	381	14.9%	0.5%
Engine oils and lubricants	67	174	70	174	4.5%	0.0%
Other	183	197	196	386	7.1%	95.9%
Total products	3,210	7,033	5,406	9,428	68.4%	34.1%
Retail						
Gasoline	551	2,247	562	2,176	2.0%	-3.2%
Diesel fuel	480	1,528	572	1,621	19.2%	6.1%
LPG	57	171	67	209	17.5%	22.2%
Other	0	4	0	3	-	-25.0%
Total products	1,088	3,950	1,201	4,009	10.4%	1.5%
Total Petrochemicals						
Polyethylene	120	496	117	516	-2.5%	4.0%
Polypropylene	91	351	92	380	1.1%	8.3%
Ethylene	64	188	70	214	9.4%	13.8%
Propylene	75	230	53	134	-29.3%	-41.7%
Toluene	29	77	31	64	6.9%	-16.9%
Benzene	52	165	70	189	34.6%	14.5%
Paraxylene	8	28	8	22	0.0%	-21.4%
Ortoxylene	5	17	7	22	40.0%	29.4%
Acetone	4	12	7	19	75.0%	58.3%
Butadiene	25	72	15	40	-40.0%	-44.4%
Glycol	28	77	28	76	0.0%	-1.3%
Ethylene oxide	4	15	4	16	0.0%	6.7%
Phenol	7	26	11	44	57.1%	69.2%
Other	340	745	223	471	-34.4%	-36.8%
Total Petrochemicals	852	2,499	736	2,207	-13.6%	-11.7%
						_
Chemicals						
PVC	89	281	88	282	-1.1%	0.4%
PVC granulate	17	57	19	67	11.8%	17.5%



C	T					
CANWIL	114	62	96	51	-15.8%	-17.7%
Ammonium nitrate	144	88	163	109	13.2%	23.9%
Other	99	151	115	120	16.2%	-20.5%
<b>Total Chemicals</b>	463	639	481	629	3.9%	-1.6%
Refinery (Wholesale + Retail)	4,298	10,983	6,607	13,437	53.7%	22.3%
Petrochemicals (Petrochemicals+Chemicals)	1,315	3,138	1,217	2,836	-7.5%	-9.6%
Other activities	24	184	27	41	12.5%	-77.7%
PKN ORLEN Group - TOTAL	5,637	14,305	7,851	16,314	39.3%	14.0%



### LIFO

The Management Board of Polski Koncern Naftowy ORLEN Spółka Akcyjna (PKN ORLEN) hereby reports on the impact of the LIFO inventory valuation method on non-consolidated profit of PKN ORLEN and consolidated profit of the PKN ORLEN Group for Q3 2007 and 2007YTD.

Profit before tax and net profit (i.e. including the effect of deferred tax), as estimated by the Company for PKN ORLEN and the PKN ORLEN Group using the LIFO method, are as follows (PLNm):

	9 months 2007		Q3 2007		9 months 2006		Q3 2006	
In accordance with the IFRS	Method of inventory valuation at the weighted average production or acquisition	LIFO inventory valuation	Method of inventory valuation at the weighted average production or acquisition cost	LIFO inventory valuation	Method of inventory valuation at the weighted average production or acquisition	LIFO inventory valuation	Method of inventory valuation at the weighted average production or acquisition cost	LIFO inventory valuation
Non-consolidated profit before tax	2,262	1,737	601	351	2,430	1,944	841	858
Non-consolidated net profit	1,939	1,514	488	286	2,068	1,675	667	681
Consolidated profit before tax	2,266	1,654	573	322	2,911	2,396	1,317	1,347
Consolidated net profit	1,836	1,342	507	303	2,330	1,914	1,014	1,038

PKN ORLEN and the PKN ORLEN Group apply the inventory valuation method based on the weighted average production or acquisition cost. This method defers the impact of oil price increases or decreases on the prices of final products. Therefore, the results generated by PKN ORLEN and the PKN ORLEN Group are positively affected when crude oil prices increase, while the situation is the opposite when the prices decline. The application of the LIFO inventory valuation method results in the current production being valued based on the current price of crude oil purchased by the Group. Accordingly, an upward trend in oil prices decreases, and a falling trend in oil prices increases the Group's results relative to the results obtained when the weighted average method is applied. These trends are most apparent when crude oil prices are subject to significant changes. As a result of a significant increase in both the stocks of crude oil and the price of processed crude in Q3 2007, the negative adjustment to the profit reflecting the application of the LIFO inventory valuation was considerably greater in Q3 2007 than in Q3 2006.

The assumptions used for the calculation of estimated profits using the LIFO method are the same as those used for previous LIFO estimates; these assumptions were published in Current Report No. 29 of May 21st 2001.