



**ORLEN**

Polski Koncern Naftowy **ORLEN**  
Spółka Akcyjna

**ORLEN Fact Book**



**2011**

# Contents

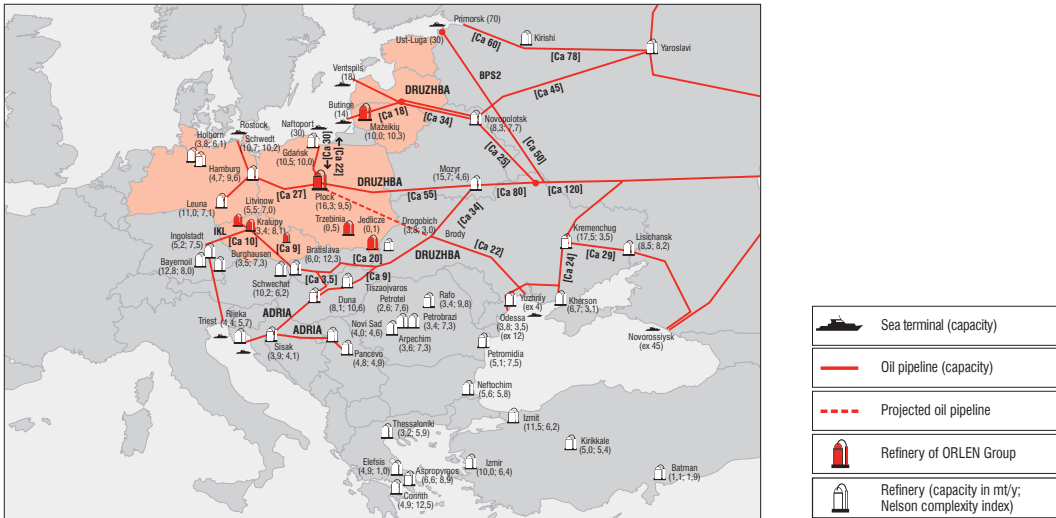
Who we are.....	4
PKN ORLEN in the region. Main refinery assets in the region .....	5
Financial highlights 2001–2011; IFRS basis.....	6
Financial ratios.....	8
Financial highlights 2004–2011 in EUR and USD; IFRS basis .....	9
Segmental financial highlights 2008–2011.....	10
Summary of operating data .....	11
Summary of operating data .....	12
Headcount.....	13
Shareholder structure as at 31 December 2011.....	14
<b>Financial data 2001–2011; IFRS basis .....</b>	<b>15</b>
Balance sheet .....	16
Income statement .....	17
Cash flow .....	18
Capital expenditures in ORLEN Group in 2001–2011 .....	19
<b>Operating data 2001–2011.....</b>	<b>21</b>
Fuels and other refinery product sales revenues in the ORLEN Group.....	22
Fuels and other refinery sales volumes in the ORLEN Group.....	23
Petrochemical sales revenues in the ORLEN Group.....	24
Petrochemical sales by volume in the ORLEN Group .....	25
Technical specification of refinery instalation in Plock.....	26
Technical specification of petrochemical instalation in Plock.....	27
Technical specification of petrochemical instalation in Basell Orlen Polyolefins Sp. z o.o. (BOP).....	28
Technical specification chemical instalation in ANWIL SA and Spolana a.s. ....	29

Plock refinery – throughput and products .....	30
Plock petrochemical unit – throughput and products .....	32
Trzebinia refinery – throughput and products .....	34
Jedlicze refinery – throughput and products .....	36
ORLEN Deutschland GmbH – financial and operational data .....	38
<b>ORLEN Lietuva.....</b>	<b>39</b>
ORLEN Lietuva – key financial data 2004–2011 .....	40
ORLEN Lietuva – key operating data 2004–2011 .....	41
ORLEN Lietuva – revenues from refining products sales .....	42
ORLEN Lietuva – refining products sales volumes .....	43
ORLEN Lietuva – technical specification .....	44
Filling stations in Lithuania .....	45
<b>Market data .....</b>	<b>47</b>
Refining sector in Poland .....	48
Filling stations in Poland .....	50
Excise tax and import duties on fuels .....	51
Quality standards on fuels .....	52
Market quotations .....	53
Model refinery margin ORLEN Group .....	54
Brent crude oil price .....	55
URAL/Brent differential .....	56
Macroeconomic data .....	57
Conversion table .....	58
Additional information .....	59
Contacts .....	60

## Who we are

- PKN ORLEN, based in Plock, is one of the largest downstream companies in Central & Eastern Europe. PKN ORLEN is present in the Polish, Lithuanian, Czech and German markets.
- We operate the largest retail network in the region and we are the largest, high quality integrated refining and petrochemical production complex in Europe.
- The retail network is supported by an efficient logistics infrastructure comprising ground and underground storage depots and pipeline networks.
- The major companies of the ORLEN Group are: ORLEN Lietuva, Unipetrol a.s., Basell Orlen Polyolefins Sp. z o.o., ORLEN Deutschland GmbH, ANWIL SA, IKS "Solino" SA, ORLEN Oil Sp. z o.o., Trzebinia Refinery and Jedlicze Refinery.
- PKN ORLEN shares are listed on the Warsaw Stock Exchange and in the form of Global Depositary Receipts (GDR) on the London Stock Exchange. GDRs are also traded in the United States on the OTC (Over The Counter) market. Shares in PKN ORLEN were first listed in November 1999.

## PKN ORLEN in the region. Main refinery assets in the region



Source: Oil & Gas Journal, own calculations based on Concawe, Reuters, WMRC, EIA, NEFTE Compass, Transneft.ru.

## Financial highlights 2001–2011; IFRS basis

	2001 PLN m	2002 PLN m	2003 PLN m	2004 PLN m	2005 PLN m
<b>Total assets</b>	<b>14,383</b>	<b>15,073</b>	<b>17,149</b>	<b>20,869</b>	<b>33,404</b>
Shareholders' equity	8,353	8,741	9,937	13,631	19,313
Net debt <sup>(1)</sup>	2,549	2,341	2,402	478	3,285
<b>Revenues</b>	<b>17,038</b>	<b>16,902</b>	<b>24,412</b>	<b>30,680</b>	<b>41,188</b>
EBITDA	1,706	1,891	2,503	4,037	6,728
EBITDA margin	10.0%	11.2%	10.3%	13.2%	16.3%
EBIT	617	731	1,267	2,687	4,948
EBIT margin	3.6%	4.3%	5.2%	8.8%	12.0%
Corporate tax	-153	-285	-198	-601	-701
<b>Net profit</b>	<b>376</b>	<b>421</b>	<b>987</b>	<b>2,538</b>	<b>4,638</b>
Minority interests	15	29	34	55	59
Net profit attributable to equity holders of the parent	361	392	953	2,482	4,578
<b>Net cash provided by operating activities</b>	<b>2,112</b>	<b>1,292</b>	<b>1,707</b>	<b>3,637</b>	<b>3,664</b>
CAPEX <sup>(2)</sup>	1,533	967	1,337	1,824	2,026

<sup>1)</sup> Net debt = short and long-term interest-bearing debt – cash.

<sup>2)</sup> Purchase of tangible and intangible assets. Data for 2006 ex. Mažeikių Nafta (ORLEN Lietuva) acquisition at a level of PLN 5,729 m.

<b>2006</b> PLN m	<b>2007</b> PLN m	<b>2008</b> PLN m	<b>2009</b> PLN m	<b>2010</b> PLN m	<b>2011</b> PLN m
<b>45,419</b>	<b>46,103</b>	<b>46,976</b>	<b>49,088</b>	<b>51,150</b>	<b>58,731</b>
21,583	22,573	20,532	21,707	24,240	26,799
7,828	8,824	12,549	10,263	7,847	7,589
<b>52,867</b>	<b>63,793</b>	<b>79,533</b>	<b>67,928</b>	<b>83,547</b>	<b>106,973</b>
4,685	5,035	888	3,659	5,546	4,446
8.9%	7.9%	1.1%	5.4%	6.6%	4.2%
2,577	2,604	-1,603	1,097	3,123	2,066
4.9%	4.1%	-2.0%	1.6%	3.7%	1.9%
-669	-531	389	-140	-615	-777
<b>2,060</b>	<b>2,480</b>	<b>-2,527</b>	<b>1,300</b>	<b>2,455</b>	<b>2,015</b>
74	68	-21	-8	84	-348
1,986	2,412	-2,505	1,309	2,371	2,363
<b>3,693</b>	<b>1,965</b>	<b>3,617</b>	<b>5,162</b>	<b>6,110</b>	<b>761</b>
1,925	3,694	3,938	3,776	3,011	2,133

## Financial ratios

	2001 PLN	2002 PLN	2003 PLN	2004 PLN	2005 PLN	2006 PLN	2007 PLN	2008 PLN	2009 PLN	2010 PLN	2011 PLN
EPS	0.89	1.00	2.35	5.93	10.84	4.82	5.80	-5.91	3.04	5.74	4.71
EBIT per share	1.47	1.74	3.01	6.28	11.57	6.02	6.09	-3.75	2.57	7.30	4.83
EBITDA per share	4.06	4.50	5.95	9.44	15.73	10.95	11.77	2.08	8.55	12.97	10.39
CF from operations per share	5.03	3.07	4.06	8.50	8.57	8.63	4.59	8.46	12.07	14.29	1.78
Dividend per share	0.12	0.14	0.65	2.13	0.0 <sup>(1)</sup>	0.00	1.62	0.00	0.00	0.00	0.0 <sup>(2)</sup>
Total assets per share	34.23	35.87	40.75	48.79	78.10	106.19	107.79	109.83	114.77	119.59	137.32
Book value per share	19.88	20.80	23.61	31.87	45.15	50.46	52.78	48.00	50.75	56.67	62.66
Gearing <sup>(3)</sup>	30.5%	26.8%	24.2%	3.5%	17.0%	36.3%	39.1%	49.6%	54.0%	39.4%	30.2%
ROACE <sup>(4)</sup>	4.2%	4.8%	7.9%	16.5%	21.8%	8.0%	6.9%	-4.0%	2.7%	7.9%	5.0%
Number of shares	420,177,137	420,177,137	420,804,797	427,709,061	427,709,061	427,709,061	427,709,061	427,709,061	427,709,061	427,709,061	427,709,061

<sup>1)</sup> Mažeikių Nafta acquisition drove PKN ORLEN's Management Board decision and resulted in no dividend payout for 2005 and 2006.

<sup>2)</sup> Management Board of PKN ORLEN S.A. recommended no dividend payout from the profits for 2011.

Final decision concerning dividend payout for 2011 is to be made by shareholders during AGM of PKN ORLEN.

<sup>3)</sup> Gearing = net debt / shareholders' equity - average balance sheet data.

<sup>4)</sup> ROACE = EBIT after current tax rate/ average (shareholders' equity + net debt).



## Financial highlights 2004–2011 in EUR and USD; IFRS basis\*

	2004	2005	2006	2007	2008	2009	2010	2011	2004	2005	2006	2007	2008	2009	2010	2011
	EUR m	EUR m	EUR m	EUR m	EUR m	EUR m	EUR m	EUR m	USD m	USD m	USD m	USD m	USD m	USD m	USD m	USD m
Total assets	5,116	8,654	11,855	12,871	11,259	11,949	12,916	13,297	6,979	10,243	15,605	18,933	15,861	17,222	17,257	17,186
Shareholders' equity	3,342	5,004	5,633	6,302	4,921	5,284	6,121	6,068	4,558	5,922	7,416	9,270	6,932	7,616	8,178	7,842
Net debt <sup>(1)</sup>	117	851	2,043	2,463	3,008	2,498	1,981	1,718	160	1,007	2,690	3,624	4,237	3,601	2,647	2,221
Revenues	6,767	10,232	13,573	16,891	22,517	15,649	20,919	25,966	8,396	12,733	17,040	23,211	32,981	21,798	27,684	36,098
EBITDA	890	1,671	1,203	1,333	251	843	1,389	1,079	1,105	2,080	1,510	1,832	368	1,174	1,838	1,500
EBITDA margin	13.2%	16.3%	8.9%	7.9%	1.1%	5.4%	6.6%	4.2%	13.2%	16.3%	8.9%	7.9%	1.1%	5.4%	6.6%	4.2%
EBIT	593	1,229	662	689	-454	253	782	501	735	1,529	831	947	-665	352	1,035	697
EBIT margin	8.8%	12.0%	4.9%	4.1%	-2.0%	1.6%	3.7%	1.9%	8.8%	12.0%	4.9%	4.1%	-2.0%	1.6%	3.7%	1.9%
Corporate tax	-133	-174	-172	-140	110	-32	-154	-189	-164	-217	-216	-193	161	-45	-204	-262
Net profit	560	1,152	529	657	-715	300	615	489	695	1,434	664	902	-1,048	417	813	680
Minority interests	12	15	19	18	-6	-2	21	-84	15	18	24	25	-9	-3	28	-117
Net profit attributable to equity holders of the parent	547	1,137	510	639	-709	302	594	574	679	1,415	640	878	-1,039	420	786	797
Net cash provided by operating activities	802	910	948	520	1,024	1,189	1,530	185	995	1,133	1,190	715	1,500	1,656	2,025	257
CAPEX <sup>(2)</sup>	402	503	494	978	1,115	870	754	518	499	626	620	1,344	1,633	1,212	998	720

<sup>1)</sup> Net debt = short and long-term interest-bearing debt - cash.

<sup>2)</sup> Purchase of tangible and intangible assets.

\* Specific position of assets, equity and liabilities calculation based on the year-end exchange rate respectively, and specific items in profit and loss and cash flows – by the arithmetic average exchange rates. Source published by the National Bank of Poland, see page 53.

## Segment financial highlights 2008–2011

unaudited data based on segment commentary after 4 quarters 2011

	Refining				Retail			
	2008 PLN m	2009 PLN m	2010 PLN m	2011 PLN m	2008 PLN m	2009 PLN m	2010 PLN m	2011 PLN m
Revenues <sup>(2)</sup>	46,033	35,265	45,479	58,476	22,480	23,688	27,037	34,037
EBITDA	–889	2,412	3,731	3,333	997	1,234	1,146	773
EBITDA margin	–	6.8%	8.2%	5.7%	4.4%	5.2%	4.2%	2.3%
EBIT	–2,158	1,124	2,481	2,219	641	880	825	439
EBIT margin	–	3.2%	5.5%	3.8%	2.9%	3.7%	3.1%	1.3%
Depreciation	1,269	1,288	1,250	1,114	356	354	321	334
CAPEX	1,846	992	778	900	557	304	354	425
Sales volumes (kt)	24,439	22,092	22,419	23,033	5,690	6,713	7,025	7,345

	Petrochemicals				Corporate Functions <sup>(1)</sup>			
	2008 PLN m	2009 PLN m	2010 PLN m	2011 PLN m	2008 PLN m	2009 PLN m	2010 PLN m	2011 PLN m
Revenues <sup>(2)</sup>	10,935	8,877	10,953	14,313	86	98	79	147
EBITDA	1,327	609	1,223	1,892	–547	–596	–554	–364
EBITDA margin	12.1%	6.9%	11.2%	13.2%	–	–	–	–
EBIT	562	–196	486	1,071	–648	–711	–669	–475
EBIT margin	5.1%	–	4.4%	7.5%	–	–	–	–
Depreciation	765	805	737	821	101	115	115	111
CAPEX	1,510	2,356	1,748	642	105	124	131	166
Sales volumes (kt)	4,715	4,819	4,733	5,068	–	–	–	–

<sup>1)</sup> Includes Corporate Functions of the ORLEN Group companies, as well as companies not included in any of the above segments.

<sup>2)</sup> Sales to third parties.

## Summary of operating data

ORLEN Group	2001 kt	2002 kt	2003 kt	2004 kt	2005 kt	2006 kt	2007 kt	2008 kt	2009 kt	2010 kt	2011 kt
ORLEN Group total throughput of crude oil	12,881	13,041	12,272	12,655	15,383	18,029	22,794	28,311	27,356	28,083	27,783
Refineries in Poland total throughput of crude oil <sup>(1)</sup>	12,881	13,041	12,272	12,655	12,764	13,748	13,916	14,537	14,839	14,746	14,836
Refineries in Czech Republic total throughput of crude oil <sup>(2)</sup>					2,619	4,281	4,137	4,533	4,110	4,352	3,940
Refinery in Lithuania <sup>(3)</sup>							4,741	9,241	8,407	8,985	9,007
<b>Plock Refinery</b>											
Annual nameplate crude processing capacity <sup>(4)</sup>	13,500	13,500	13,500	13,500	13,500	13,800	13,800	14,100	14,300	15,100	16,000
Throughput of crude oil	12,319	12,474	11,724	12,194	12,570	13,612	13,646	14,218	14,526	14,452	14,547
Throughput of other feedstocks	859	944	905	938	1,029	1,136	1,311	1,296	1,205	1,359	1,571
Capacity utilisation	91.3%	92.4%	86.8%	90.3%	93.1%	98.6%	98.9%	100.8%	101.6%	95.7%	90.9%
Production of refining products	9,995	9,761	9,299	9,811	10,238	10,628	10,865	11,630	11,778	11,472	11,607
Production of petrochemicals	899	1,165	1,121	1,120	1,040	1,641	1,599	1,338	1,468	1,298	1,662
<b>Trzebinia Refinery</b>											
Annual nameplate crude distillation capacity	500	500	500	500	500	500	500	500	370	370	370
Throughput of crude oil	446	437	423	331	79	21	148	239	247	250	234
Throughput of other feedstocks	182	126	133	58	132	241	100	143	121	118	140
Capacity utilisation	89.2%	87.4%	84.6%	66.2%	15.8%	4.2%	29.6%	47.8%	66.8%	67.6%	63.2%

<sup>1)</sup> Plock, Trzebinia and Jedlicze.

<sup>2)</sup> Refers to the Unipetrol refinery: Unipetrol's stake: 51% Ceska Rafinerska, 100% Paramo a.s. Operational data consolidated since June 2005.

<sup>3)</sup> Refers to the ORLEN Lietuva refinery. Operational data consolidated since 2007.

<sup>4)</sup> Deep processing capacity at 13.8 mt/y in 2007, 14.1 mt/y in 2008, 14.3 mt/y in 2009, 15.1 mt/y in 2010 and I quarter 2011 and 16.3 mt/y since II quarter 2011 (nameplate crude distillation capacity at 17.8 mt/y).

## Summary of operating data

<b>Jedlicze Refinery</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004<sup>(1)</sup></b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
	kt	kt	kt	kt	kt	kt	kt	kt	kt	kt	kt
Annual nameplate crude distillation capacity	135	135	135	135	135	135	135	135	115	90	90
Throughput of crude oil	116	130	125	130	115	115	122	80	67	44	55
Throughput of other feedstocks	391	140	121	134	128	128	89	112	102	108	92
Capacity utilisation	85.9%	95.9%	92.6%	96.3%	84.9%	84.9%	90.4%	59.3%	58.3%	48.9%	61.1%

<b>ORLEN Group<sup>(1)</sup></b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
	kt	kt	kt	kt	kt	kt	kt	kt	kt	kt	kt
<b>Sales volume – gasoline</b>											
Retail	1,274	1,259	2,077	1,943	1,931	1,931	2,127	2,300	2,557	2,498	2,549
Wholesale	1,857	1,863	1,596	1,819	2,331	2,331	4,361	5,544	5,201	4,966	4,752
<b>Sales volume – diesel</b>											
Retail	753	843	1,445	1,274	1,394	1,394	2,138	2,589	3,556	3,838	4,203
Wholesale	2,270	2,285	2,374	2,795	3,788	3,788	7,559	9,152	8,152	8,419	8,764

<sup>1)</sup> In 2004 we changed the classification of sales volume. The total sales volume from ORLEN Deutschland and ORLEN PetroCentrum were attributed to the retail segment till 2003. From 2004 the volume was split into retail and wholesale segments.

<sup>2)</sup> Since 2009 sales volumes generated through DOFO channel (Dealer Owned Franchise Operated), previously presented in the refining segment, are classified as retail segment.

## Headcount<sup>(1)</sup>

Employees	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
ORLEN Group <sup>(2)</sup> employees	17,582 <sup>(3)</sup>	17,818	15,133	14,296	20,805 <sup>(4)</sup>	24,113 <sup>(5)</sup>	22,927	22,956	22,535	22,040	22,380
Parent company – PKN ORLEN employees	7,333	7,298	6,287	5,701	5,370	4,780	4,748	4,725	4,482	4,513	4,445

Employees	2008			2009			2010			2011		
by business segment	PKN ORLEN	GROUP COMPANIES	ORLEN GROUP	PKN ORLEN	GROUP COMPANIES	ORLEN GROUP	PKN ORLEN	GROUP COMPANIES	ORLEN GROUP	PKN ORLEN	GROUP COMPANIES	ORLEN GROUP
Wholesale and refining	1,265	7,491	8,756	2,129	8,054	10,183	2,052	7,740	9,792	1,986	8,286	10,272
Retail	480	420	900	439	856	1,295	377	1,108	1,485	366	1,043	1,409
Petrochemicals	745	5,281	6,026	864	5,581	6,445	1,030	5,375	6,405	1,044	5,607	6,651
Other	2,235	5,039	7,273	1,050	3,562	4,612	1,054	3,304	4,358	1,049	2,999	4,048
Total	4,725	18,231	22,956	4,482	18,053	22,535	4,513	17,527	22,040	4,445	17,935	22,380

Employees	2005			2006			2007		
by business segment	PKN ORLEN	GROUP COMPANIES	ORLEN GROUP	PKN ORLEN	GROUP COMPANIES	ORLEN GROUP	PKN ORLEN	GROUP COMPANIES	ORLEN GROUP
Wholesale and refining	1,355	3,527	4,882	1,289	7,103	8,392	1,292	6,467	7,759
Retail	667	275	942	580	251	831	572	530	1,102
Petrochemicals	766	6,310	7,076	740	5,177	5,917		2,584	2,584
Other	2,582	5,323	7,905	2,171	6,802	8,973	2,884	8,598	11,482
Total	5,370	15,435	20,805	4,780	19,333	24,113	4,748	18,179	22,927

<sup>1)</sup> Headcount at the end of period, total of active and non-active employees.

<sup>2)</sup> In this context, "ORLEN Group" means the company and its consolidated subsidiaries but does not include associated companies. End-of-period level.

<sup>3)</sup> Full consolidation of ANWIL since Q2'2001.

<sup>4)</sup> Full consolidation of Unipetrol since Q2'2005; Unipetrol number of employees as at the end of 2005, 6,534.

<sup>5)</sup> Full consolidation of ORLEN Lietuva since Q1'2007; Mažeikių Nafta number of employees as at the end of 2006, 3,740.

## Shareholder structure as at 31 December 2011<sup>(1)</sup>

	Number of shares as at 31 December 2011	% of issued shares as at 31 December 2011
Polish State Treasury	117,710,196	27.52%
Aviva Otwarty Fundusz Emerytalny Aviva BZ WBK (2)	21,744,036	5.08%
Others	288,254,829	67.40%
<b>Total</b>	<b>427,709,061</b>	<b>100.00%</b>
Free float	309,998,865	72.48%

<sup>1)</sup> The current shareholder structure is available on our corporate website: <http://www.orlen.pl/EN/InvestorRelations/ShareholderServicesTools/ShareholdersStructure/Pages/default.aspx>

<sup>2)</sup> On 9 February 2010 PKN ORLEN was notified that Aviva OFE increased its stake in the Company to 5.08%.

# FINANCIAL DATA

2001–2011 IFRS basis

## Balance sheet

	2001 PLN m	2002 PLN m	2003 PLN m	2004 PLN m	2005 PLN m	2006 PLN m	2007 PLN m	2008 PLN m	2009 PLN m	2010 PLN m	2011 PLN m
Total non-current assets	9,951	9,814	10,715	12,948	20,886	27,661	26,736	29,281	29,655	30,431	28,599
Total current assets, of which	4,432	5,259	6,434	7,922	12,519	17,758	19,366	17,695	19,433	20,719	30,132
Inventories	2,199	2,868	3,058	3,201	6,113	7,399	10,365	9,089	10,620	11,295	16,297
Trade and other receivables	1,951	2,088	2,578	2,604	4,827	6,547	7,000	6,748	5,659	6,337	8,105
Cash	214	222	629	1,853	1,232	2,661	1,498	1,344	2,941	2,821	5,409
Total assets	14,383	15,073	17,149	20,869	33,404	45,419	46,103	46,976	49,088	51,150	58,731
Shareholders' equity, of which	8,353	8,741	9,937	13,631	19,313	21,583	22,573	20,532	21,707	24,240	26,799
Minority interests	395	412	427	440	2,641	2,732	2,637	2,719	2,669	2,612	2,265
Non-current liabilities, of which	2,227	1,409	2,745	3,238	5,554	8,958	11,091	4,634	13,223	10,685	12,120
Interest bearing borrowings	1,261	402	1,836	2,084	3,406	6,211	8,603	2,611	11,611	9,124	10,538
Current liabilities, of which	3,803	4,923	4,467	4,000	8,537	14,878	12,439	21,810	14,158	16,225	19,812
Interest bearing borrowings	1,502	2,161	1,195	248	1,111	4,278	1,719	11,282	1,594	1,544	2,460
Total liabilities and shareholders' equity	14,383	15,073	17,149	20,869	33,404	45,419	46,103	46,976	49,088	51,150	58,731



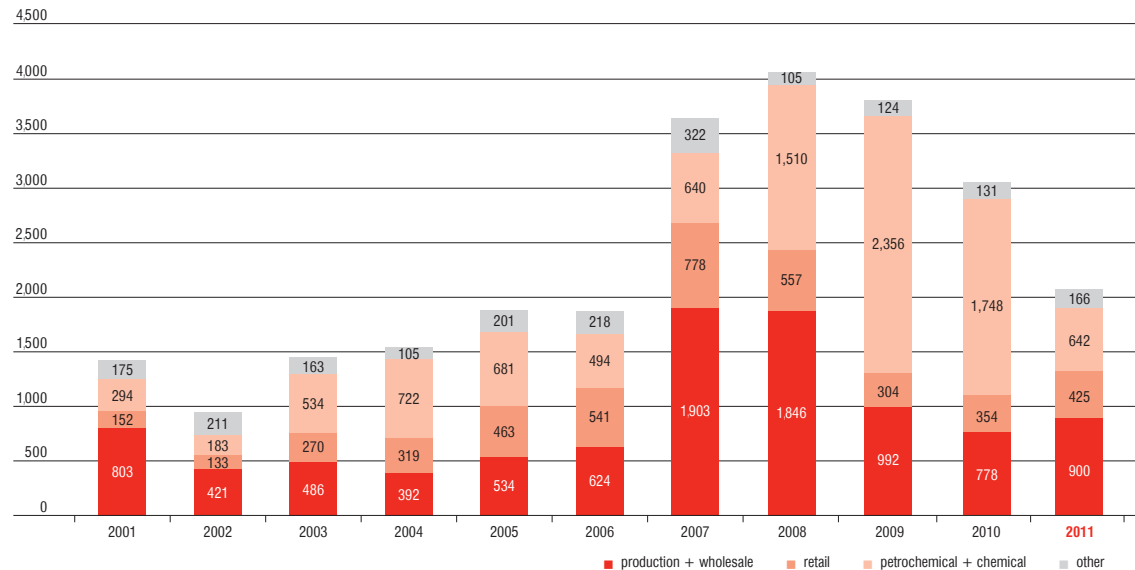
## Income statement

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m	PLN m
Revenues	17,038	16,902	24,412	30,680	41,188	52,867	63,793	79,533	67,928	83,547	106,973
Cost of sales	-14,166	-13,455	-19,986	-24,605	-34,079	-45,872	-56,126	-73,999	-61,843	-75,567	-98,398
Gross profit	2,872	3,447	4,426	6,075	7,109	6,995	7,667	5,534	6,085	7,980	8,575
Distribution costs	-1,504	-1,787	-2,259	-2,116	-2,391	-2,641	-3,176	-3,324	-3,508	-3,394	-3,660
Administrative expenses	-829	-891	-934	-855	-1,039	-1,171	-1,637	-1,462	-1,505	-1,365	-1,468
Other operating expenses/revenues net	78	-38	34	-418	1,269	-608	-250	-2,351	25	-98	-1,381
Profit from operations	617	731	1,267	2,687	4,948	2,577	2,604	-1,603	1,097	3,123	2,066
Financial income	264	211	279	625	669	603	1,190	703	1,094	447	2,780
Financial expenses	-362	-220	-377	-367	-480	-671	-1,050	-2,281	-1,023	-751	-2,243
Income from investments accounted for using equity method	25	13	50	193	203	221	267	267	272	252	188
Profit before income tax and minority interests	544	735	1,219	3,138	5,339	2,729	3,011	-2,915	1,441	3,070	2,792
Income tax	-153	-285	-198	-601	-701	-669	-531	389	-140	-615	-777
Net profit	376	421	987	2,538	4,638	2,060	2,480	-2,527	1,300	2,455	2,015
Minority interests	15	29	34	55	59	74	68	-21	-8	84	-348
Net profit attributable to equity holders of the parent	361	392	953	2,482	4,578	1,986	2,412	-2,505	1,309	2,371	2,363

## Cash flow

	2001 PLN m	2002 PLN m	2003 PLN m	2004 PLN m	2005 PLN m	2006 PLN m	2007 PLN m	2008 PLN m	2009 PLN m	2010 PLN m	2011 PLN m
<b>Cash flow from operations, of which</b>	<b>2,112</b>	<b>1,292</b>	<b>1,707</b>	<b>3,637</b>	<b>3,664</b>	<b>3,693</b>	<b>1,965</b>	<b>3,617</b>	<b>5,162</b>	<b>6,110</b>	<b>761</b>
Net profit	376	421	987	2,538	4,638	2,060	2,480	-2,527	1,300	2,455	2,015
Share in profit from investments accounted for under equity method				-193	-203	-221	-267	-267	-272	-252	-188
Amortisation and depreciation	1,089	1,130	1,207	1,350	1,780	2,108	2,431	2,491	2,562	2,423	2,380
Interest and dividends, net	209	128	29	80	103	191	456	533	384	390	380
Other	65	41	-158	-242	-2,414	86	-266	2,052	-623	-496	383
<b>Change in working capital</b>	<b>373</b>	<b>-428</b>	<b>-358</b>	<b>104</b>	<b>-240</b>	<b>-531</b>	<b>-2,870</b>	<b>1,335</b>	<b>1,811</b>	<b>1,590</b>	<b>-4,209</b>
Increase/decrease in receivables	209	-171	-114	-135	-358	-838	-536	987	655	-799	-1,319
Increase/decrease in inventories	651	-668	-158	-244	-1,805	-313	-3,235	1,779	-1,663	-609	-4,565
Increase/decrease in accrued expenses and payables	-366	382	-111	174	1,336	658	941	-1,409	2,821	2,283	1,081
Increase/decrease in provisions	-121	29	25	309	587	-38	-39	-22	-2	715	594
<b>Net cash flow used in investing activities</b>	<b>-1,750</b>	<b>-908</b>	<b>-1,381</b>	<b>-2,700</b>	<b>-2,503</b>	<b>-6,746</b>	<b>-2,845</b>	<b>-4,385</b>	<b>-2,527</b>	<b>-2,920</b>	<b>1,497</b>
<b>Net cash flow used in financing activities</b>	<b>-335</b>	<b>-409</b>	<b>58</b>	<b>-838</b>	<b>-764</b>	<b>4,278</b>	<b>27</b>	<b>613</b>	<b>-1,035</b>	<b>-3,298</b>	<b>332</b>
<b>Net increase/decrease in cash and cash equivalents</b>	<b>27</b>	<b>-25</b>	<b>384</b>	<b>99</b>	<b>396</b>	<b>1,225</b>	<b>-853</b>	<b>-156</b>	<b>1,600</b>	<b>-108</b>	<b>2,591</b>

## Capital expenditures in ORLEN Group in 2001–2011 (PLN m)





# OPERATING DATA

2001–2011

## Fuels and other refinery product sales revenues in the ORLEN Group<sup>(1)</sup>

Light product revenues	2001		2002		2003		2004		2005 <sup>(1)</sup>		2006		2007		2008		2009		2010		2011	
	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%
Gasoline	4,576	29.7	4,401	29.3	8,325	36.2	10,471	35.9	11,229	28.8	13,162	26.5	16,830	29.6	20,522	26.0	19,842	30.6	22,171	28.2	27,026	26.2
Diesel oil	3,833	24.9	3,614	24.1	6,320	27.5	8,112	27.8	12,706	32.6	16,291	32.8	20,831	36.6	33,572	42.5	24,792	38.2	31,393	39.9	42,960	41.6
Light heating oil	2,156	14.0	1,642	10.9	2,094	9.1	2,794	9.6	3,318	8.5	3,134	6.3	2,317	4.1	2,957	3.7	2,166	3.3	2,622	3.3	3,069	3.0
JET A-1 aviation fuel	403	2.6	253	1.7	345	1.5	564	1.9	936	2.4	1,103	2.2	1,346	2.4	2,930	3.7	1,458	2.2	1,831	2.3	2,649	2.6
<b>Total light products</b>	<b>10,968</b>	<b>71.2</b>	<b>9,910</b>	<b>66.0</b>	<b>17,084</b>	<b>74.3</b>	<b>21,941</b>	<b>75.3</b>	<b>28,189</b>	<b>72.2</b>	<b>33,689</b>	<b>67.9</b>	<b>41,324</b>	<b>72.6</b>	<b>59,981</b>	<b>75.9</b>	<b>48,258</b>	<b>74.4</b>	<b>58,017</b>	<b>73.8</b>	<b>75,704</b>	<b>73.3</b>
Other refining product revenues	2001		2002		2003		2004		2005 <sup>(1)</sup>		2006		2007		2008		2009		2010		2011	
	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%
LPG	446	2.9	372	2.5	481	2.1	528	1.8	729	1.9	948	1.9	1,468	2.6	1,710	2.2	1,355	2.1	1,917	2.4	2,517	2.4
Heavy heating oil	452	2.9	539	3.6	330	1.4	289	1.0	392	1.0	603	1.2	1,709	3.0	2,823	3.6	2,472	3.8	3,788	4.8	5,552	5.4
Bitumen	292	1.9	323	2.2	170	0.7	445	1.5	588	1.5	959	1.9	961	1.7	1,369	1.7	1,471	2.3	1,600	2.0	2,201	2.1
Oils <sup>(2)</sup>	376	2.4	299	2.0	275	1.2	281	1.0	369	0.9	630	1.3	633	1.1	736	0.9	283	0.4	364	0.5	602	0.6
Other refining products	575	3.7	712	4.7	1,547	6.7	1,522	5.2	2,028	5.2	1,160	2.3	1,706	3.0	1,454	1.8	2,414	3.7	2,295	2.9	2,726	2.6
<b>Other refining products, total</b>	<b>2,141</b>	<b>13.9</b>	<b>2,245</b>	<b>15.0</b>	<b>2,803</b>	<b>12.2</b>	<b>3,066</b>	<b>10.5</b>	<b>4,106</b>	<b>10.5</b>	<b>4,300</b>	<b>8.7</b>	<b>6,477</b>	<b>11.4</b>	<b>8,092</b>	<b>10.2</b>	<b>7,995</b>	<b>12.3</b>	<b>9,964</b>	<b>12.7</b>	<b>13,598</b>	<b>13.2</b>

<sup>1)</sup> Unipetrol consolidated since June 2005.

<sup>2)</sup> Base oils, motor oils, industrial oils.

## Fuels and other refinery sales volumes in the ORLEN Group<sup>(1)</sup>

Light product	2001		2002		2003		2004		2005		2006		2007		2008		2009		2010		2011	
	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
Gasoline	3,131	24.7	3,122	24.3	3,673	25.4	3,762	25.6	4,276	23.9	4,653	21.6	6,488	23.3	7,843	24.3	7,758	23.1	7,464	21.8	7,301	20.6
Diesel oil	3,023	23.9	3,128	24.4	3,819	26.4	4,069	27.7	5,223	29.3	6,865	31.9	9,697	34.8	11,663	36.1	11,708	34.8	12,257	35.9	12,967	36.6
Light heating oil	2,039	16.1	1,585	12.3	1,786	12.3	1,958	13.3	1,852	10.4	1,587	7.4	1,189	4.3	1,277	4.0	1,143	3.4	1,131	3.3	964	2.7
JET A-1 aviation fuel	322	2.5	268	2.1	308	2.1	373	2.5	465	2.6	499	2.3	652	2.3	1,067	3.3	738	2.2	763	2.2	831	2.3
<b>Total light products</b>	<b>8,515</b>	<b>67.2</b>	<b>8,103</b>	<b>63.1</b>	<b>9,586</b>	<b>66.2</b>	<b>10,162</b>	<b>69.2</b>	<b>11,815</b>	<b>66.2</b>	<b>13,603</b>	<b>63.2</b>	<b>18,026</b>	<b>64.7</b>	<b>21,850</b>	<b>67.7</b>	<b>21,347</b>	<b>63.5</b>	<b>21,615</b>	<b>63.2</b>	<b>22,063</b>	<b>62.2</b>
Other refinery product	2001		2002		2003		2004		2005		2006		2007		2008		2009		2010		2011	
	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
LPG	366	2.9	302	2.4	319	2.2	300	2.0	367	2.1	427	2.0	472	1.7	765	2.4	736	2.2	896	2.6	875	2.5
Heavy heating oil	1,038	8.2	1,044	8.1	546	3.8	488	3.3	516	2.9	667	3.1	2,063	7.4	2,755	8.5	2,498	7.4	2,869	8.4	3,169	8.9
Bitumen	471	3.7	551	4.3	164	1.1	607	4.1	790	4.4	958	4.4	1,043	3.7	1,104	3.4	1,113	3.3	1,089	3.2	1,159	3.3
Oils <sup>(2)</sup>	167	1.3	135	1.1	105	0.7	102	0.7	136	0.8	218	1.0	240	0.9	267	0.8	134	0.4	128	0.4	159	0.4
Other refining products	543	4.3	673	5.2	1,561	10.8	830	5.7	984	5.5	804	3.7	1,125	4.0	3,387	10.5	2,977	8.9	2,848	8.3	2,952	8.3
<b>Other refining products, total</b>	<b>2,584</b>	<b>20.4</b>	<b>2,705</b>	<b>21.1</b>	<b>2,695</b>	<b>18.6</b>	<b>2,327</b>	<b>15.8</b>	<b>2,794</b>	<b>15.6</b>	<b>3,074</b>	<b>14.3</b>	<b>4,943</b>	<b>17.7</b>	<b>8,278</b>	<b>25.6</b>	<b>7,458</b>	<b>22.2</b>	<b>7,830</b>	<b>22.9</b>	<b>8,315</b>	<b>23.5</b>

<sup>1)</sup> Unipetrol consolidated since June 2005.

<sup>2)</sup> Base oils, motor oils, industrial oils.

## Petrochemical sales revenues<sup>(1)</sup> in ORLEN Group

	2001		2002		2003		2004		2005		2006		2007		2008		2009		2010		2011	
	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%	PLN m	%
<i>PKN ORLEN, Unipetrol (since June 2005)</i>																						
Acetone	47	0.3	50	0.3	62	0.3	79	0.3	69	0.2	70	0.1	83	0.1	68	0.1	48	0.1	61	0.1	86	0.1
Benzene	58	0.4	97	0.6	118	0.5	223	0.8	270	0.7	512	1.0	536	0.9	657	0.8	517	0.8	791	1.0	1,155	1.1
Butadiene	48	0.3	60	0.4	74	0.3	86	0.3	122	0.3	259	0.5	219	0.4	172	0.2	128	0.2	342	0.4	635	0.6
Ethylene	76	0.5	17	0.1	262	1.1	193	0.7	329	0.8	715	1.4	805	1.4	900	1.1	710	1.1	976	1.2	1,160	1.1
Phenol	98	0.6	92	0.6	124	0.5	183	0.6	145	0.4	142	0.3	188	0.3	142	0.2	99	0.2	129	0.2	175	0.2
Glycols	153	1.0	178	1.2	208	0.9	312	1.1	252	0.6	294	0.6	297	0.5	501	0.6	221	0.3	209	0.3	317	0.3
Propylene	107	0.7	123	0.8	359	1.6	330	1.1	440	1.1	755	1.5	710	1.2	654	0.8	520	0.8	738	0.9	874	0.8
Toluene	37	0.2	74	0.5	86	0.4	107	0.4	152	0.4	259	0.5	245	0.4	206	0.3	136	0.2	89	0.1	62	0.1
Others petrochemical and chemical	401	2.6	499	3.3	501	2.2	644	2.2	2,159	5.5	3,505	7.1	3,168	5.6	2,332	2.9	1,548	2.4	1,844	2.3	3,281	3.2
<i>PKN ORLEN, BOP(since Q2'2003). Chemopetrol (since June 2005)</i>																						
Polyethylene	379	2.5	410	2.7	144	0.6	351	1.2	793	2.0	1,866	3.8	1,890	3.3	1,784	2.3	1,561	2.4	1,866	2.4	2,092	2.0
Polypropylene	307	2.0	349	2.3	134	0.6	292	1.0	634	1.6	1,395	2.8	1,490	2.6	1,366	1.7	1,224	1.9	1,777	2.3	1,900	1.8
<i>ANWIL SA, Spolana (since June 2005)</i>																						
CANWIL	99	0.6	118	0.8	147	0.6	169	0.6	187	0.5	219	0.4	215	0.4	356	0.4	232	0.4	275	0.4	340	0.3
PVC granules	103	0.7	132	0.9	143	0.6	194	0.7	184	0.5	246	0.5	242	0.4	196	0.2	235	0.4	212	0.3	214	0.2
PVC	238	1.5	476	3.2	520	2.3	685	2.4	683	1.7	1,012	2.0	1,087	1.9	874	1.1	914	1.4	883	1.1	1,115	1.1
Ammonium nitrate	154	1.0	179	1.2	229	1.0	276	0.9	309	0.8	359	0.7	382	0.7	439	0.6	480	0.7	430	0.5	580	0.6
Total petrochemical sales	2,305	15.0	2,854	19.0	3,111	13.5	4,124	14.2	6,728	17.2	11,609	23.4	11,555	20.3	10,646	13.5	8,574	13.2	10,624	13.5	13,985	13.5
Total sales revenues	15,414	100.0	15,009	100.0	22,998	100.0	29,131	100.0	39,023	100.0	49,598	100.0	56,919	100.0	79,042	100.0	64,827	100.0	78,605	100.0	103,287	100.0

Total sales revenues for the ORLEN Group were PLN 17,038 m in 2001, PLN 16,902 m in 2002, PLN 24,412 m in 2003, PLN 30,680 m in 2004, PLN 41,188 m in 2005, PLN 52,867 m in 2006, PLN 63,793 m in 2007, PLN 79,533 m in 2008, PLN 67,928 m in 2009, PLN 83,547 m in 2010 and PLN 106,973 m in 2011.

<sup>1)</sup> Petrochemical products understood as a sum of both petrochemical and chemical products.



## Petrochemical sales by volumes in ORLEN Group

	2001		2002		2003		2004		2005		2006		2007		2008		2009		2010		2011	
	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
<i>PKN ORLEN, Unipetrol (since June 2005)</i>																						
Acetone	31	0.2	31	0.2	32	0.2	34	0.2	27	0.1	28	0.1	32	0.1	28	0.1	21	0.1	23	0.1	26	0.1
Benzene	46	0.4	74	0.6	73	0.5	76	0.5	110	0.6	185	0.9	191	0.7	275	0.9	263	0.8	282	0.8	361	1.0
Butadiene	36	0.3	51	0.4	43	0.3	45	0.3	49	0.3	92	0.4	77	0.3	55	0.2	57	0.2	93	0.3	126	0.4
Ethylene	32	0.3	10	0.1	135	0.9	80	0.5	129	0.7	251	1.2	273	1.0	277	0.9	261	0.8	299	0.9	291	0.8
Phenol	51	0.4	50	0.4	51	0.3	53	0.4	43	0.2	44	0.2	50	0.2	43	0.1	34	0.1	35	0.1	41	0.1
Glycols	90	0.7	115	0.9	95	0.7	104	0.7	89	0.5	114	0.5	105	0.4	200	0.6	70	0.2	65	0.2	88	0.2
Propylene	68	0.5	82	0.6	193	1.3	145	1.0	164	0.9	253	1.2	235	0.8	212	0.7	214	0.6	213	0.6	208	0.6
Toluene	26	0.2	55	0.4	57	0.4	70	0.5	81	0.5	122	0.6	122	0.4	105	0.3	74	0.2	37	0.1	22	0.1
Other petrochemical and chemical	214	1.7	336	2.6	359	2.5	313	2.1	947	5.3	1,576	7.3	1,616	5.8	1,401	4.3	1,672	5.0	1,506	4.4	1,785	5.0
<i>PKN ORLEN, BOP (since Q2'2003). Chemopetrol (since June 2005)</i>																						
Polyethylene	137	1.1	159	1.2	48	0.3	91	0.6	230	1.3	468	2.2	450	1.6	466	1.4	457	1.4	469	1.4	440	1.2
Polypropylene	120	0.9	141	1.1	46	0.3	86	0.6	184	1.0	364	1.7	374	1.3	369	1.1	382	1.1	407	1.2	379	1.1
<i>ANWIL, Spolana (since June 2005)</i>																						
CANWIL	228	1.8	283	2.2	339	2.3	332	2.3	358	2.0	395	1.8	386	1.4	426	1.3	323	1.0	401	1.2	348	1.0
PVC granules	37	0.3	47	0.4	49	0.3	59	0.4	57	0.3	74	0.3	68	0.2	55	0.2	65	0.2	53	0.2	50	0.1
PVC	120	1.0	205	1.6	211	1.5	208	1.4	249	1.4	332	1.5	351	1.3	306	0.9	337	1.0	283	0.8	346	1.0
Ammonium nitrate	328	2.6	389	3.0	474	3.3	495	3.4	530	3.0	561	2.6	552	2.0	497	1.5	589	1.8	567	1.7	557	1.6
Total petrochemical sales	1,566	12.4	2,028	15.8	2,204	15.2	2,191	14.9	3,247	18.2	4,859	22.6	4,883	17.5	4,715	14.6	4,819	14.3	4,733	13.8	5,068	14.3
Total sales revenues	12,665	100.0	12,836	100.0	14,484	100.0	14,679	100.0	17,856	100.0	21,537	100.0	27,852	100.0	32,291	100.0	33,623	100.0	34,177	100.0	35,446	100.0

## Technical specification of refinery instalation in Płock

	2001 kt	2002 kt	2003 kt	2004 kt	2005 kt	2006 kt	2007 kt	2008 kt	2009 kt	2010 kt	2011 kt
Atmospheric and vacuum distillation units	13,500	13,500	17,800	17,800	17,800	17,800	17,800	17,800	17,800	17,800	17,800
<b>Deep processing capacity</b>	<b>13,500</b>	<b>13,500</b>	<b>13,500</b>	<b>13,500</b>	<b>13,500</b>	<b>13,800</b>	<b>13,800</b>	<b>14,100</b>	<b>14,300</b>	<b>15,100</b>	<b>16,000</b>
Semi-regenerative reformers	1,260	930	930	930	930	330 <sup>(1)</sup>	330	330	330	330	330
CCR reformers	1,606	1,606	1,606	1,606	1,606	1,606	1,606	1,606	1,606	1,606	1,633
Jet kerosene hydrotreater	160	160	160	160	160	600 <sup>(2)</sup>	600	600	600	600	600
Gas oil hydrotreaters	4,260	4,260	4,260	4,260	4,260	3,660 <sup>(2)</sup>	3,660	3,703	4,260	6,340 <sup>(5)</sup>	5,428 <sup>(7)</sup>
FCC I, II	2,300	2,300	2,300	2,300	2,300	1,500 <sup>(1)</sup>	1,500	1,500	1,500	1,526	1,526
Alkylation unit	150	150	150	150	150	150	150	150	150	168	168
Furfural extraction	400	400	400	400	400 <sup>(3)</sup>	400	400	400	400	368	376
Lubricant dewaxing	215	215	215	215	215 <sup>(3)</sup>	215	215	215	215	184	197
Lube hydrofinisher	130	130	130	130	130 <sup>(3)</sup>	130	130	130	130	210 <sup>(6)</sup>	210
Bitumen	600	600	600 <sup>(4)</sup>	700	700	700	700	700	700	700	700
Hydrocracker	2,600	2,600	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400
Isomerisation C <sub>5</sub> -C <sub>6</sub>	600	600	600	600	600	600	600	600	600	600	600
Vacuum residue hydrotreater	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800

<sup>1)</sup> Effective level of utilisation. The oldest parts of unit are excluded.

<sup>2)</sup> Change in the technological process.

<sup>3)</sup> Units moved to ORLEN Oil Sp. z o.o.

<sup>4)</sup> Units moved to ORLEN Asfalt Sp. z o.o.

<sup>5)</sup> Start-up of new HDS VII.

<sup>6)</sup> Total assumed capacity of the unit.

<sup>7)</sup> Two units have been excluded.

## Technical specification of petrochemical instalation in Plock

	2001 kt	2002 kt	2003 kt	2004 kt	2005 kt	2006 kt	2007 kt	2008 kt	2009 kt	2010 kt	2011 kt
Acetone	29	29	29	29	32	32	32	32	32	32	32
Benzene / PGH-2	115	115	115	115	256 <sup>(1)</sup>	256 <sup>(1)</sup>	256 <sup>(1)</sup>	256 <sup>(1)</sup>	256 <sup>(1)</sup>	240 <sup>(1)</sup>	240 <sup>(1)</sup>
Butadiene	55	55	55	55	55	60	60	69 <sup>(6)</sup>	69	69	69
Aromatic petrochemicals	480	480	480	480	550 <sup>(2)</sup>	550	550	550	550	550	550
MTBE (Methyl Tert Butyl Ether)	120	120	120	120	115 <sup>(3)</sup>	115	115	115	115	115	115
Phenol	45	45	45	45	51	51	51	51	51	51	51
Glycols	106	106	106	106	106	106	106	106	106 <sup>(8)</sup>	88	94
Olefins	360	360	360	360	700 <sup>(4)</sup>	700	700	700	700	700	700
Ethylene oxide	105	105	105	105	105	105	105	105	105 <sup>(9)</sup>	85	88
Pyrolytic gasoline hydrogenation	270	270	270	270	523 <sup>(5)</sup>	523	523	523	523	523	528
Paraxylene (PX)	32	32	32	32	32	32	32	32	— <sup>(7)</sup>	—	400 <sup>(10)</sup>
Purified terephthalic acid (PTA)	—	—	—	—	—	—	—	—	—	—	600 <sup>(10)</sup>

<sup>1)</sup> Unit was stopped in May 2005. From first half of 2005 the unit works as 2nd level of pyrolytic gasoline hydrogenation (PGH-2). From 2005 BT fraction production (benzene-toluene).

<sup>2)</sup> Modernisation of Aromatic extraction instalation in 2005. Capacity in terms of benzene production is 178 kt.

<sup>3)</sup> Production of EETB (ethyl-tert-butiric ester).

<sup>4)</sup> Ethylene production 700 kt pa and propylene production 485 kt pa (Including FCC – Fluid Catalytic Cracker).

<sup>5)</sup> Modernisation finalized by mid July 2005.

<sup>6)</sup> Intensification of instalation in July 2008.

<sup>7)</sup> Instalation stopped in December 2008.

<sup>8)</sup> In September 2009 Ethylene Oxide I instalation was stopped. Capacity decreased to 77 kt.

<sup>9)</sup> In August 2009 Glycols Oxide I instalation was stopped. Capacity decreased to 85 kt.

<sup>10)</sup> Complex PX/PTA in operation from June 2011. PX is located in Plock and PTA in Wloclawek. Till end of 2011 PTA production amounted to 354 kt.

## Technical specification of petrochemical instalation in Basell Orlen Polyolefins Sp. z o.o. (BOP)

BOP	2003	2004	2005	2006	2007	2008	2009	2010	2011
	kt	kt	kt	kt	kt	kt	kt	kt	kt
<i>Polyethylene</i>									
HDPE (Hostalen); High Density Polyethylene			320	320	320	320	320	320	320
LDPE I; Low Density Polyethylene <sup>(1)</sup>	45	45	45	45	23	23			
LDPE II; Low Density Polyethylene	100	100	100	100	100	100	100	100	100
<i>Polipropylene</i>									
PP (Spheripol)			400	400	400	400	400	400	400
PP I <sup>(1)</sup>	72	72	72						
PP II <sup>(1)</sup>	72	72	72						

<sup>1)</sup> PP I and II were stopped in 2005 after Spheripol instalation start, LDPE I instalation was stopped in 2008.

## Technical specification of chemical instalation in ANWIL SA and Spolana a.s.

<b>ANWIL SA</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
	kt	kt	kt	kt	kt	kt	kt	kt	kt
Ammonia	520	520	520	520	520	520	520	520	520
Nitrogen acid	650	650	650	650	650	650	650	650	690
Ammonium nitrate	837	837	837	837	837	837	837	837	871
CANWIL	495	495	495	495	495	495	495	495	495
Chlorine	180	180	180	195	195	195	195	195	195
VCM (Vinyl chloride)	275	275	300	300	300	300	340	340	340
PVC (Polyvinyl chloride)	275	275	300	300	300	300	340	340	340
PVC granules	60	60	76	76	76	76	76	76	80
<b>Spolana a.s.</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
	kt	kt	kt	kt	kt	kt	kt	kt	kt
Chlorine	135	135	135	135	135	135	135	135	135
VCM (Vinyl chloride)	135	135	135	135	148	148	148	148	148
PVC (Polyvinyl chloride)	131	131	131	131	132	135	135	135	135
PVC granules	0	2.6	5	7	12	12	0	0	0
Caprolactam	45	45	46	47.5	48	48	48	48	48

## Plock refinery – throughput and products

Throughput	2001		2002		2003		2004		2005	
	kt	%	kt	%	kt	%	kt	%	kt	%
Crude oil	12,319	93.5	12,474	93.0	11,724	92.8	12,194	92.9	12,569	92.4
Other feedstocks, of which:	859	6.5	944	7.0	905	7.2	938	7.1	1,029	7.6
Natural gas	368	2.8	363	2.7	394	3.1	439	3.3	436	3.2
<b>Total</b>	<b>13,178</b>	<b>100.0</b>	<b>13,418</b>	<b>100.0</b>	<b>12,629</b>	<b>100.0</b>	<b>13,132</b>	<b>100.0</b>	<b>13,598</b>	<b>100.0</b>

Product – fuels	2001		2002		2003		2004		2005	
	kt	%	kt	%	kt	%	kt	%	kt	%
Gasoline	3,176	29.2	2,979	27.3	2,767	26.6	2,753	25.2	2,861	25.4
Diesel oil	2,759	25.3	3,020	27.6	3,071	29.5	3,347	30.6	3,521	31.2
Light heating oil	1,974	18.1	1,705	15.6	1,531	14.7	1,706	15.6	1,571	13.9
JET A-1 aviation fuel	283	2.6	263	2.4	301	2.9	334	3.1	369	3.3
LPG	217	2.0	208	1.9	216	2.1	201	1.8	237	2.1
<b>Total fuels</b>	<b>8,409</b>	<b>77.2</b>	<b>8,175</b>	<b>74.8</b>	<b>7,885</b>	<b>75.7</b>	<b>8,342</b>	<b>76.3</b>	<b>8,559</b>	<b>75.9</b>

Other refinery products:	2001		2002		2003		2004		2005	
	kt	%	kt	%	kt	%	kt	%	kt	%
Heavy heating oil	939	8.6	950	8.7	717	6.9	678	6.2	625	5.5
Bitumen <sup>(1)</sup>	425	3.9	487	4.5	568	5.4	561	5.1	602	5.3
Base oils and others <sup>(2)</sup>	223	2.0	149	1.4	129	1.2	231	2.1	452	4.0
<b>Total non-fuel refinery products</b>	<b>1,587</b>	<b>14.6</b>	<b>1,586</b>	<b>14.5</b>	<b>1,415</b>	<b>13.6</b>	<b>1,470</b>	<b>13.4</b>	<b>1,679</b>	<b>14.9</b>

<sup>1)</sup> Bitumen production moved to ORLEN Asfalt since 2004.

<sup>2)</sup> Fractions P-21 to 24 from CDU II instalation and sulfured Vacuum distillate for sale.

2006		2007		2008		2009		2010		2011	
kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
13,612	92.3	13,646	91.2	14,218	91.7	14,526	92.3	14,452	91.4	14,547	90.3
1,136	7.7	1,312	8.8	1,295	8.3	1,205	7.7	1,359	8.6	1,571	9.7
494	3.4	594	4.0	575	3.7	548	3.5	618	3.9	635	3.9
14,748	100.0	14,958	100.0	15,513	100.0	15,731	100.0	15,811	100.0	16,118	100.0

2006		2007		2008		2009		2010		2011	
kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
2,723	22.4	2,610	20.9	2,800	21.6	3,055	23.1	2,736	21.4	2,469	18.6
3,995	32.8	4,568	36.7	5,078	39.2	5,330	40.2	5,359	42.0	5,646	42.6
1,207	9.9	840	6.7	840	6.5	790	6.0	699	5.5	372	2.8
402	3.3	355	2.8	418	3.2	291	2.2	394	3.1	393	3.0
220	1.8	190	1.5	223	1.7	212	1.6	241	1.9	186	1.4
8,547	70.2	8,563	68.7	9,360	72.2	9,678	73.1	9,429	73.8	9,066	68.3

2006		2007		2008		2009		2010		2011	
kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
764	6.3	995	8.0	939	7.2	959	7.2	978	7.7	1,253	9.4
701	5.8	680	5.5	701	5.4	764	5.8	711	5.6	798	6.0
616	5.1	627	5.0	631	4.9	377	2.8	354	2.8	490	3.7
2,081	17.1	2,302	18.5	2,270	17.5	2,100	15.9	2,043	16.0	2,541	19.1

## Plock petrochemical unit – throughput and products

Petrochemicals	2001		2002		2003		2004		2005	
	kt	%	kt	%	kt	%	kt	%	kt	%
Aromatics <sup>(1)</sup>	112	1.0	197	1.8	210	2.0	240	2.2	221	2.0
Acetone	32	0.3	32	0.3	32	0.3	34	0.3	28	0.2
Butadiene	38	0.3	52	0.5	44	0.4	46	0.4	41	0.4
Ethylene	92	0.8	116	1.1	247	2.4	265	2.4	245	2.2
Phenol	51	0.5	51	0.5	53	0.5	53	0.5	44	0.4
Glycols	91	0.8	116	1.1	97	0.9	105	1.0	88	0.8
Polyethylene <sup>(2)</sup>	138	1.3	158	1.4	143	— <sup>(2)</sup>	143	— <sup>(2)</sup>	149	— <sup>(2)</sup>
Polypropylene <sup>(2)</sup>	122	1.1	143	1.3	150	— <sup>(2)</sup>	140	— <sup>(2)</sup>	146	— <sup>(2)</sup>
Propylene	70	0.6	82	0.7	201	1.9	218	2.0	221	2.0
Ethylene oxide	14	0.1	19	0.2	19	0.2	18	0.2	14	0.1
Others	138	1.3	200	1.8	166	1.6	141	1.3	138	1.2
<b>Total petrochemicals</b>	<b>899</b>	<b>8.3</b>	<b>1,165</b>	<b>10.7</b>	<b>1,121</b>	<b>10.8</b>	<b>1,120</b>	<b>10.2</b>	<b>1,040</b>	<b>9.2</b>
<b>Total products</b>	<b>10,895</b>		<b>10,925</b>		<b>10,420</b>		<b>10,932</b>		<b>11,278</b>	
Other products, losses and waste	258		328		328		228		354	
Change in stocks	–5		91		–89		–10		68	
Refinery fuel	2,030		2,073		1,968		1,983		2,008	
<b>Utilisation</b>	<b>91.2</b>		<b>92.4</b>		<b>86.8</b>		<b>90.3</b>		<b>93.1</b>	

<sup>1)</sup> Aromatics: benzene, toluene, ortoxylylene, paraxylylene, xylene, farbasol.

<sup>2)</sup> Production of PE and PP moved to BOP (50% in PKN's hands) in 2003 and does not contribute to total product yields petrochemical unit in Plock. In PKN ORLEN financial statements was used equity consolidation method. Proportional consolidation since 2005.



2006		2007		2008		2009		2010		2011	
kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
315	2.6	333	2.7	293	2.3	246	1.8	185	1.4	447	3.3
28	0.2	32	0.3	28	0.2	21	0.2	22	0.2	26	0.2
61	0.5	59	0.5	57	0.4	55	0.4	63	0.5	67	0.5
509	4.2	547	4.4	474	3.7	461	3.4	502	3.9	555	4.1
45	0.4	50	0.4	44	0.3	33	0.2	35	0.3	41	0.3
113	0.9	105	0.8	87	0.7	68	0.5	65	0.5	87	0.6
364	— <sup>(2)</sup>	392	— <sup>(2)</sup>	352	— <sup>(2)</sup>	334	— <sup>(2)</sup>	358	— <sup>(2)</sup>	364	— <sup>(2)</sup>
322	— <sup>(2)</sup>	377	— <sup>(2)</sup>	339	— <sup>(2)</sup>	326	— <sup>(2)</sup>	327	— <sup>(2)</sup>	336	— <sup>(2)</sup>
380	3.1	381	3.1	341	2.6	341	2.6	340	2.6	359	2.6
16	0.1	17	0.1	12	0.1	18	0.1	18	0.1	27	0.2
95	0.8	95	0.8	82	0.6	68	0.5	68	0.5	53	0.4
1,551	12.7	1,599	12.8	1,338	10.3	1,468	11.0	1,298	10.0	1,662	12.3
12,179		12,477		12,968		13,364		13,037		13,567	
209		173		185		184		178		193	
−9		−15		−1		−115		153		−25	
2,373		2,299		2,290		2,291		2,436		2,371	
98.6		98.9		100.8		101.6		95.7		90.9	

## Trzebinia refinery – throughput and products

Throughput	2001		2002		2003		2004		2005	
	kt	%	kt	%	kt	%	kt	%	kt	%
Crude oil	446	71.0	437	77.6	423	76.1	331	85.1	79	27.8
Other feedstocks	182	29.0	126	22.4	133	23.9	58	14.9	132	46.5
Biodiesel Fame									73	25.7
<b>Total throughput</b>	<b>628</b>	<b>100.0</b>	<b>563</b>	<b>100.0</b>	<b>556</b>	<b>100.0</b>	<b>389</b>	<b>100.0</b>	<b>284</b>	<b>100.0</b>
Products – fuels	2001		2002		2003		2004		2005	
	kt	%	kt	%	kt	%	kt	%	kt	%
Diesel oil	111	17.8	33	5.9	89	16.1	46	12.0	102	36.6
Biodiesel – FAME									64	22.9
Gasoline	3	0.5			25	4.5	8	2.1		
Light heating oil	54	8.7								
<b>Total fuels</b>	<b>168</b>	<b>27.0</b>	<b>33</b>	<b>5.9</b>	<b>114</b>	<b>20.6</b>	<b>54</b>	<b>14.1</b>	<b>166</b>	<b>59.5</b>
Other refinery products	2001		2002		2003		2004		2005	
	kt	%	kt	%	kt	%	kt	%	kt	%
Base oils	13	2.1								
Gasoline blending components	84	13.5	95	16.9	49	8.9				
Heavy heating oil	190	30.5	108	19.2	95	17.2	81	21.1	47	16.8
Biodiesel – FAME, residues									8	2.9
Other	167	26.8	326	58.0	295	53.3	249	64.8	58	20.8
<b>Total refinery products</b>	<b>454</b>	<b>73.0</b>	<b>529</b>	<b>94.1</b>	<b>439</b>	<b>79.4</b>	<b>330</b>	<b>85.9</b>	<b>113</b>	<b>40.5</b>
<b>Total products</b>	<b>622</b>	<b>100.0</b>	<b>562</b>	<b>100.0</b>	<b>553</b>	<b>100.0</b>	<b>384</b>	<b>100.0</b>	<b>279</b>	<b>100.0</b>
<b>Utilisation</b>	<b>89.2</b>		<b>87.4</b>		<b>84.6</b>		<b>66.2</b>		<b>15.8</b>	

2006		2007		2008		2009		2010		2011	
kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
21	5.8	148	48.7	239	48.5	247	51.1	250	51.5	234	46.2
241	66.0	100	32.9	143	29.0	121	25.1	118	24.3	140	27.6
103	28.2	56	18.4	111	22.5	115	23.8	117	24.1	133	26.2
365	100.0	304	100.0	493	100.0	483	100.0	485	100.0	507	100.0
2006		2007		2008		2009		2010		2011	
kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
211	58.9	14	7.0	12	3.0	8	2.0	7	1.7	9	2.2
88	24.6	49	24.4	88	21.7	95	23.9	100	24.8	116	28.0
299	83.5	63	31.3	100	24.7	103	25.9	107	26.6	125	30.2
2006		2007		2008		2009		2010		2011	
kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
				74	18.3	76	19.1	73	18.1	69	16.7
21	5.9	69	34.3	139	34.3	121	30.4	124	30.8	123	29.7
13	3.6	6	3.0	37	9.1	29	7.3	22	5.5	24	5.8
25	7.0	63	31.3	55	13.6	69	17.3	77	19.1	73	17.6
59	16.5	138	68.7	305	75.3	295	74.1	296	73.4	289	69.8
358	100.0	201	100.0	405	100.0	398	100.0	403	100.0	414	100.0
4.2		29.6		47.8		66.8		67.6		63.2	

## Jedlicze refinery – throughput and products

Throughput	2001		2002		2003		2004		2005	
	kt	%	kt	%	kt	%	kt	%	kt	%
Crude oil	116	22.9	130	48.0	125	50.8	130	49.6	115	47.3
Other feedstocks	391	77.1	140	51.7	121	49.2	132	50.4	128	52.7
<b>Total throughput</b>	<b>507</b>	<b>100.0</b>	<b>270</b>	<b>100.0</b>	<b>246</b>	<b>100.0</b>	<b>262</b>	<b>100.0</b>	<b>242</b>	<b>100.0</b>
Products – fuels	2001		2002		2003		2004		2005	
	kt	%	kt	%	kt	%	kt	%	kt	%
Gasoline	0	0.0	0	0.0	2	0.8	2	0.7	1	0.4
Diesel	350	72.0	51	19.1	21	8.7	42	16.4	13	5.7
<b>Total fuels</b>	<b>350</b>	<b>72.0</b>	<b>51</b>	<b>19.1</b>	<b>23</b>	<b>9.5</b>	<b>44</b>	<b>17.1</b>	<b>14</b>	<b>6.1</b>
Other refinery products	2001		2002		2003		2004		2005	
	kt	%	kt	%	kt	%	kt	%	kt	%
Base oils	50	10.3	34	12.9	38	15.7	36	14.0	15	6.6
Heavy heating oil	71	14.6	102	38.5	164	67.8	158	62.2	166	71.0
Others	15	3.1	78	29.4	17	7.0	17	6.7	38	16.4
<b>Total refinery products</b>	<b>136</b>	<b>28.0</b>	<b>214</b>	<b>80.9</b>	<b>219</b>	<b>90.5</b>	<b>211</b>	<b>82.9</b>	<b>219</b>	<b>93.9</b>
<b>Total products</b>	<b>486</b>	<b>100.0</b>	<b>265</b>	<b>100.0</b>	<b>242</b>	<b>100.0</b>	<b>254</b>	<b>100.0</b>	<b>233</b>	<b>100.0</b>
<b>Utilisation</b>	<b>85.9</b>		<b>95.9</b>		<b>92.6</b>		<b>96.2</b>		<b>84.9</b>	

2006		2007		2008		2009		2010		2011	
kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
115	55.3	122	57.8	80	41.7	67	39.6	44	29.0	55	37.4
93	44.7	89	42.2	112	58.3	102	60.4	108	71.0	92	62.6
208	100.0	211	100.0	192	100.0	169	100.0	152	100.0	147	100.0

2006		2007		2008		2009		2010		2011	
kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
6	3.0	1	0.2	0	0.0	0	0.0	0	0.0	0	0.0
6	3.0	1	0.2	0	0.0	0	0.0	0	0.0	0	0.0

2006		2007		2008		2009		2010		2011	
kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
0	0.0	10	4.9	13	7.0	13	7.7	11	7.5	19	14.6
93	46.5	62	30.5	59	31.9	60	35.6	41	28.8	39	30.6
101	50.5	130	64.0	113	61.1	95	56.7	90	63.7	70	54.9
194	97.0	202	99.5	185	100.0	168	100.0	142	100.0	128	100.0
200	100.0	203	100.0	185	100.0	168	100.0	142	100.0	128	100.0
85.2		90.4		59.3		58.3		48.9		61.1	

## ORLEN Deutschland GmbH – financial and operational data

Profit and Loss account	2003 <sup>(1)</sup> PLN m	2004 PLN m	2005 PLN m	2006 PLN m	2007 PLN m	2008 PLN m	2009 PLN m	2010 PLN m	2011 PLN m
Revenues	6,270	8,634	8,601	8,838	8,684	10,218	10,799	11,550	14,518
EBIT	3	-107	-171	28	30	46	106	84	108
Profit/loss net	5	-83	-107	27	32	47	92	61	91

Retail fuels sales	2003 ml	2004 ml	2005 ml	2006 ml	2007 ml	2008 ml	2009 ml	2010 ml	2011 ml
Gasoline	843	1,042	1,041	1,034	1,065	1,237	1,237	1,273	1,351
Diesel	336	416	450	485	543	657	690	755	839
Total	1,179	1,458	1,491	1,519	1,608	1,894	1,927	2,028	2,189

Ownership structure	2003 number	2004 number	2005 number	2006 number	2007 number	2008 number	2009 number	2010 number	2011 number
CoDo	392	387	381	376	401	400	410	408	459
DoDo	98	98	95	93	117	109	111	106	107
CoCo	0	0	0	0	0	0	0	1	1
Total	490	485	476	469	518	509	521	515	567

Brand structure	2003 number	2004 number	2005 number	2006 number	2007 number	2008 number	2009 number	2010 number	2011 number
ORLEN, A – Brand	126	119	116	90	58	13	4	1	1
STAR, B – Brand	320	340	336	351	431	466	489	485	541
Hypermarket sites	44	26	26	28	29	30	28	29	25
Total	490	485	478	469	518	509	521	515	567

<sup>1)</sup> Data in 2003 for 10 months only.

# ORLEN Lietuva

PKN ORLEN have 100% stake  
in ORLEN Lietuva as for December 31, 2011

## ORLEN Lietuva – key financial data 2004–2011

	2004	2005	2006	2007	2008	2009	2010	2011	2004	2005	2006	2007	2008	2009	2010	2011
	LTL m	LTL m	LTL m	LTL m	LTL m	LTL m	LTL m	LTL m	USD m	USD m	USD m	USD m	USD m	USD m	USD m	USD m
Total assets	3,181	4,673	4,169	4,702	4,525	4,558	4,825	4,984	1,255	1,606	1,585	1,995	1,847	1,895	1,849	1,867
Shareholders' equity	1,139	1,959	1,968	1,891	2,020	1,901	1,972	1,998	449	673	748	802	824	790	756	749
Net debt <sup>(1)</sup>	212	-507	54	1,195	1,455	1,116	696	903	83	-174	21	507	594	464	267	338
Revenues	7,663	11,156	11,865	8,835	17,589	10,671	15,082	20,274	2,761	4,006	4,300	3,502	7,463	4,298	5,786	8,170
EBITDA	998	1,159	314	163	237	203	271	260	360	419	109	65	100	82	104	105
EBITDA margin	13.0%	10.4%	2.6%	1.8%	1.3%	1.9%	1.8%	1.3%	13.0%	10.5%	2.5%	1.8%	1.3%	1.9%	1.8%	1.3%
EBIT	891	1,051	182	66	94	3	29	63	321	380	61	26	40	1	11	25
EBIT margin	11.6%	9.4%	1.5%	0.7%	0.5%	0.0%	0.2%	0.3%	11.6%	9.5%	1.4%	0.7%	0.5%	0.0%	0.2%	0.3%
Corporate tax	-128	-119	-6	70	65	-37	-37	-6	-46	-45	-1	27	28	-15	-14	-3
Net profit	721	886	197	90	55	-85	-82	-14	261	319	68	36	23	-34	-31	-6
Net cash provided by operating activities	806	1,290	-364	-388	590	332	623	27	291	408	-95	-133	231	137	228	6
CAPEX <sup>(2)</sup>	81	167	342	903	684	140	158	170	28	60	127	363	289	56	61	68

<sup>1)</sup> Net debt = short and long-term interest-bearing debt – cash.

<sup>2)</sup> Purchase of tangible and intangible assets.



## ORLEN Lietuva – key operating data 2004–2011

Refinery	2004 kt	2005 kt	2006 kt	2007 kt	2008 kt	2009 kt	2010 kt	2011 kt
Annual nameplate crude distillation capacity	9,125	10,250	10,250	10,250 <sup>(1)</sup>	10,250	10,250	10,250	10,250
Throughput of crude oil	8,661	9,196	8,028	4,741	9,241	8,407	8,985	9,007
Throughput of other feedstocks	24	79	309	1,075	338	325	296	458
Capacity utilisation	95.2%	90.5%	81.3%	56.7%	93.5%	85.2%	90.5%	92.3%
Sales volume – gasoline	2,450	2,644	2,381	1,718	2,812	2,840	2,797	2,781
Retail	11	12	13	19	19	17	15	11
Wholesale	2,439	2,632	2,368	1,699	2,793	2,823	2,783	2,770
Sales volume – diesel	2,802	3,032	2,514	1,885	3,200	3,223	3,584	3,857
Retail	14	18	26	40	36	27	31	27
Wholesale	2,788	3,013	2,488	1,844	3,164	3,196	3,553	3,830
Headcount <sup>(2)</sup>	2004	2005	2006	2007	2008	2009	2010	2011
ORLEN Lietuva parent company employees	3,451	3,358	3,367	3,320	2,981	2,275	1,989	1,884
ORLEN Lietuva Group employees	3,862	4,057	3,740	3,708	3,462	2,959	2,640	2,508

<sup>1)</sup> ORLEN Lietuva nameplate capacity. Throughput in 2006 and 2007 lower due to VDU fire in October 2006. Vacuum Distillation Column was rebuilt and restarted its operation on January 20, 2008.

<sup>2)</sup> Since 2007 the active headcount is shown. As of 31.12.2011 total active and non-active headcount in ORLEN Lietuva Group was 2,552.

## ORLEN Lietuva – revenues from refining products sales

Light product revenues	2004	2005	2006	2007	2008	2009	2010	2011	2004	2005	2006	2007	2008	2009	2010	2011
	LTL m	LTL m	LTL m	LTL m	LTL m	LTL m	LTL m	LTL m	USD m	USD m	USD m	USD m	USD m	USD m	USD m	USD m
Gasoline	2,723	3,949	4,285	3,132	5,794	4,217	5,514	6,925	981	1,418	1,553	1,241	2,458	1,698	2,115	2,790
Diesel	2,955	4,482	4,214	3,210	7,089	4,518	6,693	9,368	1,064	1,609	1,527	1,272	3,008	1,820	2,567	3,775
Light heating oil	8	59	56	0	4	10	17	24	3	21	20	0	2	4	7	10
JET A-1 aviation fuel	645	874	1,064	270	1,339	335	460	799	232	314	385	107	568	135	177	322
<b>Total light products</b>	<b>6,330</b>	<b>9,364</b>	<b>9,618</b>	<b>6,612</b>	<b>14,226</b>	<b>9,080</b>	<b>12,684</b>	<b>17,117</b>	<b>2,280</b>	<b>3,362</b>	<b>3,486</b>	<b>2,621</b>	<b>6,036</b>	<b>3,657</b>	<b>4,866</b>	<b>6,897</b>
Other refinery product revenues	2004	2005	2006	2007	2008	2009	2010	2011	2004	2005	2006	2007	2008	2009	2010	2011
	LTL m	LTL m	LTL m	LTL m	LTL m	LTL m	LTL m	LTL m	USD m	USD m	USD m	USD m	USD m	USD m	USD m	USD m
LPG	445	553	582	444	723	296	447	509	160	199	211	176	307	119	171	205
Heavy heating oil	557	875	1,341	849	1,824	1,125	1,748	2,330	201	314	486	337	774	453	671	939
Bitumen	63	107	127	84	190	114	150	207	23	39	46	33	81	46	58	83
Others	5	5	3	9	10	70	5	8	2	2	1	3	4	28	2	3
<b>Total other refinery products</b>	<b>1,070</b>	<b>1,541</b>	<b>2,053</b>	<b>1,387</b>	<b>2,748</b>	<b>1,606</b>	<b>2,350</b>	<b>3,054</b>	<b>385</b>	<b>553</b>	<b>744</b>	<b>550</b>	<b>1,166</b>	<b>647</b>	<b>901</b>	<b>1,231</b>

## ORLEN Lietuva – refining products sales volumes

Light product sales volumes	2004		2005		2006		2007		2008		2009		2010		2011	
	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
Gasoline	2,450	30.4	2,644	31.1	2,381	29.9	1,718	32.3	2,856	31.4	2,840	34.5	2,797	32.2	2,781	30.8
Diesel	2,802	34.8	3,032	35.6	2,514	31.5	1,875	35.2	3,321	36.5	3,223	39.2	3,584	41.2	3,857	42.7
Light heating oil	7	0.1	37	0.4	32	0.4	9	0.2	8	0.1	6	0.1	9	0.1	9	0.1
JET A-1 aviation fuel	566	7.0	545	6.4	584	7.3	151	2.8	480	5.3	227	2.8	247	2.8	311	3.4
<b>Total light products sales volumes</b>	<b>5,825</b>	<b>72.3</b>	<b>6,258</b>	<b>73.6</b>	<b>5,511</b>	<b>69.1</b>	<b>3,753</b>	<b>70.5</b>	<b>6,664</b>	<b>73.3</b>	<b>6,297</b>	<b>76.5</b>	<b>6,636</b>	<b>76.4</b>	<b>6,958</b>	<b>77.0</b>
Other refinery product sales volumes	2004		2005		2006		2007		2008		2009		2010		2011	
	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%	kt	%
LPG	456	5.7	453	5.3	404	5.1	285	5.4	403	4.4	282	3.4	281	3.2	258	2.9
Heavy heating oil	1,575	19.6	1,561	18.4	1,844	23.1	1,151	21.6	1,798	19.8	1,464	17.8	1,574	18.1	1,613	17.8
Bitumen	133	1.7	163	1.9	154	1.9	95	1.8	149	1.6	117	1.4	127	1.5	133	1.5
Others	67	0.8	72	0.9	63	0.8	43	0.8	74	0.8	70	0.9	74	0.8	77	0.9
<b>Total other refinery products sales volumes</b>	<b>2,232</b>	<b>27.7</b>	<b>2,250</b>	<b>26.4</b>	<b>2,464</b>	<b>30.9</b>	<b>1,573</b>	<b>29.5</b>	<b>2,424</b>	<b>26.7</b>	<b>1,934</b>	<b>23.5</b>	<b>2,055</b>	<b>23.6</b>	<b>2,080</b>	<b>23.0</b>
<b>Total refinery products sales volumes</b>	<b>8,057</b>	<b>100.0</b>	<b>8,508</b>	<b>100.0</b>	<b>7,975</b>	<b>100.0</b>	<b>5,326</b>	<b>100.0</b>	<b>9,088</b>	<b>100.0</b>	<b>8,230</b>	<b>100.0</b>	<b>8,691</b>	<b>100.0</b>	<b>9,038</b>	<b>100.0</b>

## ORLEN Lietuva – technical specification

	2004 kt	2005 kt	2006 kt	2007 kt	2008 kt	2009 kt	2010 kt	2011 kt
<b>Atmospheric distillation units</b>	<b>8,775</b>	<b>9,324</b>	<b>8,153</b>	<b>5,148</b>	<b>9,491</b>	<b>8,801</b>	<b>9,377</b>	<b>9,500</b>
Gasoline pretreating	1,527	1,759	1,516	915	1,736	1,535	1,601	1,581
Fractionation of hydrogenizate	1,470	1,650	1,387	720	1,634	1,432	1,445	1,420
Catalytic reforming	1,028	1,069	998	673	1,152	1,008	978	914
Kerosene HDT	896	879	797	528	984	805	898	891
Diesel HDT	2,675	2,956	2,388	1,599	2,920	2,822	3,161	3,350
Catalytic cracking	2,228	2,407	2,016	1,624	2,663	2,416	2,520	2,645
MTBE	358	373	289	216	294	257	271	273
Biutumen production	135	165	142	96	151	118	128	134
Sulphur recovery plants (LK)	75	82	68	47	82	77	81	85
Visbreaker	1,662	1,816	1,347	1,140	1,791	1,592	1,737	1,814
Hydrogen plant	35	37	35	13	28	31	28	27
Isomerisation C <sub>5</sub> /C <sub>6</sub>	614	688	603	436	705	570	546	485
Vacuum distillation	4,446	4,677	3,444	1,613	4,635	4,244	4,428	4,622
VGO HDT	2,839	3,013	2,533	2,075	3,239	2,986	3,118	3,244
Oligomerisation	153	233	202	197	280	235	244	248
Reformate splitter	823	838	747	506	936	831	795	757
Saturate gas plant	258	245	284	157	256	200	217	215

## Filling stations in Lithuania

	2004	2005	2006	2007	2008	2009	2010	2011
Ventus	29	27	34	34	35	35	35	35
Statoil	59	63	66	69	72	71	72	74
Hydro Texaco	19	20	21	22	22	22	0	0
Lukoil	111	114	116	116	122	118	115	115
Neste	27	30	33	36	36	37	57	57
Others	499	506	510	508	448	284	296	300
<b>Total</b>	<b>744</b>	<b>760</b>	<b>780</b>	<b>785</b>	<b>735</b>	<b>567</b>	<b>575</b>	<b>581</b>

Source: AB Ventus-Nafta.



# MARKET DATA

## Refining sector in Poland <sup>(1)</sup>

Refinery	2001			2002			2003			2004			2005		
	crude distillation capacity	crude processed	utilisation	crude distillation capacity	crude processed	utilisation	crude distillation capacity	crude processed	utilisation	crude distillation capacity	crude processed	utilisation	crude distillation capacity	crude processed	utilisation
	kt	kt	%	kt	kt	%	kt	kt	%	kt	kt	%	kt	kt	%
Plock Refinery <sup>(2)</sup>	13,500	12,319	91.3	13,500	12,474	92.4	13,500	11,724	86.8	13,500	12,194	90.3	13,500	12,570	93.1
Trzebinia Refinery	500	446	89.2	500	437	87.4	500	423	84.6	500	331	66.2	500	79	15.8
Jedlicze Refinery	135	116	85.9	135	130	95.9	135	125	92.6	135	130	96.3	135	115	85.2
<b>Total ORLEN Group</b>	<b>14,135</b>	<b>12,881</b>	<b>91.1</b>	<b>14,135</b>	<b>13,041</b>	<b>92.3</b>	<b>14,135</b>	<b>12,272</b>	<b>86.8</b>	<b>14,135</b>	<b>12,655</b>	<b>89.5</b>	<b>14,135</b>	<b>12,764</b>	<b>90.3</b>
Gdansk Refinery	4,500	4,171	92.7	4,500	3,932	87.4	4,500	4,592	102.0	4,500	4,744	105.4	6,000	4,837	80.6
Czechowice Refinery <sup>(3)</sup>	680	629	92.5	680	582	85.6	680	393	57.8	680	620	91.2	600	524	87.3
Gorlice Refinery <sup>(4)</sup>	170	144	84.7	170	141	82.9	170	110	64.7	170	46	27.1	170	0	0.0
Jaslo Refinery <sup>(3)</sup>	150	90	60.0	150	83	55.3	150	61	40.7	150	42	28.0	150	42	28.0
<b>Total</b>	<b>19,635</b>	<b>17,915</b>	<b>91.2</b>	<b>19,635</b>	<b>17,779</b>	<b>87.4</b>	<b>19,635</b>	<b>17,428</b>	<b>88.8</b>	<b>19,635</b>	<b>18,107</b>	<b>92.2</b>	<b>21,055</b>	<b>18,167</b>	<b>86.3</b>

Source: Nafta Polska. PKN ORLEN.

<sup>1)</sup> Assumes nameplate crude distillation capacity as at the start of the year.

<sup>2)</sup> Deep processing capacity (nameplate crude distillation capacity 17.8 million tonnes p.a.).

<sup>3)</sup> Czechowice and Jaslo refineries stopped crude oil throughput, assets restructuring process started.

<sup>4)</sup> Glimar refinery was sold in 2008.



2006			2007			2008			2009			2010			2011		
crude distillation capacity kt	crude processed kt	utilisation %	crude distillation capacity kt	crude processed kt	utilisation %	crude distillation capacity kt	crude processed kt	utilisation %	crude distillation capacity kt	crude processed kt	utilisation %	crude distillation capacity kt	crude processed kt	utilisation %	crude distillation capacity kt	crude processed kt	utilisation %
13,800	13,612	98.6	13,800	13,646	98.9	14,100	14,218	100.8	14,300	14,526	101.6	15,100	14,452	95.7	16,000	14,547	90.9
500	21	4.2	500	148	29.6	500	239	47.8	370	247	66.8	370	250	67.6	370	234	63.2
135	115	84.9	135	122	90.4	135	80	59.3	115	67	58.3	90	44	48.9	90	55	61.1
14,435	13,748	95.2	14,435	13,916	96.4	14,735	14,537	98.7	14,785	14,840	100.4	15,560	14,746	94.8	16,460	14,836	90.1
6,000	6,099	101.7	6,000	6,156	102.6	6,000	6,203	103.4	6,000	5,462	91.0	9,452	8,096	85.6	10,016	9,165	91.5
600	154	25.7	600	0	0.0	0	0	0.0	0	0	—	0	0	—	0	0	—
170	0	0.0	170	0	0.0	0	0	0.0	0	0	—	0	0	—	0	0	—
150	42	28.0	150	66	44.0	150	61	40.6	0	0	—	0	0	—	0	0	—
21,355	20,043	93.9	21,355	20,138	94.3	20,885	20,801	99.6	20,785	20,302	97.7	25,012	22,842	91.3	26,476	24,001	90.7

## Filling stations in Poland

	2001	2002	2003	2004	2005	2006 <sup>(2)</sup>	2007 <sup>(2)</sup>	2008 <sup>(2)</sup>	2009 <sup>(2)</sup>	2010 <sup>(2)</sup>	2011 <sup>(2)</sup>
<b>ORLEN Group, of which:</b>	2,041	1,933	1,903	1,906	1,927	1,932	1,897	1,803	1,747	1,714	1,756
PKN ORLEN – DoDo	632	619	564	529	465	345	242	146	81	0	0
PKN ORLEN – DoFo		1	20	58	92	158	245	318	336	381	419
<b>Lotos Group</b>	314	333	336	368	362	403	379	355	327	324	369
<b>Multinationals of which:</b>	776	826	862	936	962	985	1,106	1,223	1,312	1,313	1,367
BP	146	280	280	285	303	307	342	359	384	402	424
Statoil	122	211	226	241	229	224	247	272	291	308	349
Shell	197	213	219	223	247	272	311	349	381	384	375
Jet/Lukoil	44	52	59	68	76	83	105	110	113	113	113
<b>Hypermarkets</b>	3	11	19	32	59	98	105	123	130	134	155
<b>Others<sup>(1)</sup></b>	3,500	3,600	4,100	4,250	4,334	3,450	3,392	3,350	3,199	3,270	3,125
<b>Total</b>	6,631	6,692	7,201	7,490	7,644	6,868	6,879	6,854	6,715	6,755	6,772

Source: Nafta Polska, PKN ORLEN, Polish Chamber of Liquid Fuels.

CoDo – Company owned Dealer operated.

DoDo – Dealer owned Dealer operated.

DoFo – Dealer owned Frenshised operated.

<sup>1)</sup> Estimates.

<sup>2)</sup> Change of data source. From 2006 data come from Polish Association for Industry and Naphtha Trade. It made number of filling stations more realistic.

## Excise tax and import duties on fuels

Excise tax in Poland at the beginning of the year	2001 PLN/1000 l	2002 PLN/1000 l	2003 PLN/1000 l	2004 PLN/1000 l	2005 PLN/1000 l	2006 PLN/1000 l	2007 PLN/1000 l	2008 PLN/1000 l	2009 PLN/1000 l	2010 PLN/1000 l	2011 PLN/1000 l
Gasoline	1,346	1,464	1,498	1,514	1,565	1,315	1,565	1,565	1,565	1,565	1,565
Diesel <sup>(1)</sup>	902	980	1,003	1,014	1,099	1,099	1,099	1,099	1,048	1,048	1,048
JET A-1 – aviation fuel	923	1,003	1,026	1,037	1,072	1,072	1,072	1,072	1,072	1,401	1,401

Import duties	1998	1999	2000 <sup>(2)</sup>	2001–2011
Gasoline	10%	5%	3%	–
Diesel	15%	11%	4%	–

Source: Nafta Polska, europa.eu.int.

<sup>1)</sup> Since 2009 the excise tax presented for diesel with sulphur content up to 10 ppm. For the years 2001–2008 the excise tax presented for diesel with sulphur content up to 50 ppm.

<sup>2)</sup> Import tariffs were lifted in September 2000.

## Quality standards on fuels

Comparison of fuel quality standards in Poland (PL), Czech Republic (CZ), Slovak Republic (SK), Hungary (HU) and EU.

Gasoline standards		PL	CZ, HU, SK	UE	UE	UE
	units	2003	2003	from 2000	from 2005	from 2009
sulphur content	mg/kg, max.	150	150	150	50/10 <sup>(1)</sup>	10
aromatics content	% vol. max	42	42	42	35	35
benzene content	% vol. max	1	1	1	1	1
olefins content	% vol. max	18	21/18 <sup>(2)</sup>	18	18	18
Diesel standards		PL	CZ, HU, SK	UE	UE	UE
	units	2003	2003	from 2000	from 2005	from 2009
sulphur content	mg/kg, max.	350	350	350	50/10 <sup>(1)</sup>	10
polyaromatic content	% (m/m), max.	11	11	11	11	11
cetane number	minimum	51	51	51	51	51

Source: Nafta Polska, OECD, PKN ORLEN.

<sup>1)</sup> 10 ppm sulphur content gasoline should be available in all regions.

<sup>2)</sup> Value of 21% relates to unleaded fuel with 91 octane number.

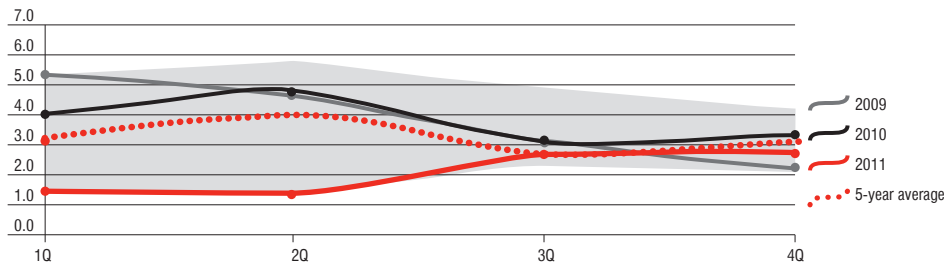
## Market quotations

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
PLN/USD – end of period	4.143	3.986	3.839	3.741	2.990	3.261	2.911	2.435	2.962	2.850	2.964	3.417
PLN/USD – period average	4.346	4.094	4.080	3.890	3.654	3.235	3.103	2.748	2.412	3.116	3.018	2.963
PLN/EUR – end of period	3.854	3.522	4.020	4.717	4.079	3.860	3.831	3.582	4.172	4.108	3.960	4.417
PLN/EUR – period average	4.011	3.669	3.856	4.398	4.534	4.025	3.895	3.777	3.532	4.341	3.994	4.120
PLN/CZK – end of period	0.110	0.111	0.128	0.145	0.134	0.133	0.139	0.135	0.154	0.155	0.158	0.171
PLN/CZK – period average	0.113	0.108	0.125	0.138	0.142	0.135	0.138	0.136	0.141	0.164	0.158	0.167
PLN/LTL – end of period	–	–	–	1.366	1.181	1.118	1.110	1.037	1.200	1.197	1.147	1.279
PLN/LTL – period average	–	–	–	1.274	1.312	1.165	1.128	1.096	1.013	1.250	1.157	1.193
<b>USD/bbl</b>												
Brent crude – end of period	22.77	19.01	30.40	30.13	40.50	57.80	58.92	96.03	36.55	77.67	92.55	106.51
Brent crude – period average	28.54	24.44	25.04	28.86	38.29	54.45	65.12	72.38	97.26	61.70	79.50	111.23
Differential Brent/Ural	1.43	1.33	1.22	1.77	4.12	4.20	3.91	3.24	2.90	0.81	1.39	1.68
<b>USD/tonne</b>												
Unleaded gasoline 95	307	257	250	299	403	539	632	711	853	591	743	988
Naphta	–	219	223	274	377	476	564	676	792	535	713	931
Diesel	278	237	223	276	392	545	608	678	956	543	697	964
JET A-1 aviation fuel	297	245	233	283	400	568	651	714	1,007	567	724	1,015
Light heating oil	–	223	212	260	358	514	589	644	930	525	676	937
Heavy heating oil	–	115	131	149	152	230	287	340	461	346	443	609
Ethylene	608	552	486	586	791	915	1,086	1,024	1,608	1,041	1,266	1,585
Propylene	501	413	429	533	693	885	1,039	1,182	1,405	863	1,247	1,556
Polyethylene *	843	717	810	960	1,063	1,221	1,293	1,653	1,737	1,331	1,514	1,840
Polypropylene *	716	651	778	880	916	1,091	1,266	1,584	1,618	1,254	1,695	1,949
PCV	785	568	663	752	1,039	1,039	1,174	1,012	1,072	826	1,011	1,144

Source: NBP; PKN ORLEN SA. Market quotations.

\* – USD/t – price in Plock. BOP – Basell Orlen Polyolefins Sp. z o.o.

## Model refinery margin ORLEN Group in USD/bbl; quarterly average<sup>(1)</sup>

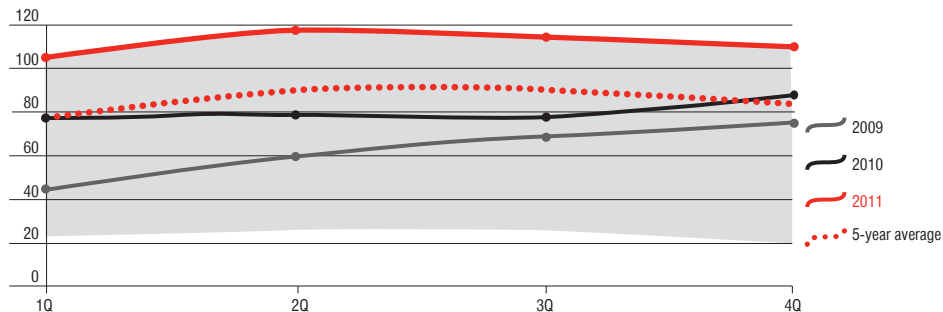


Model ORLEN Group margin					
USD/bbl	1Q	2Q	3Q	4Q	Annual average
2005	3.1	5.0	4.9	4.1	4.3
2006	1.8	4.2	2.9	2.1	2.7
2007	3.6	5.7	2.5	3.0	3.7
2008	1.3	3.4	2.4	4.2	2.8
2009	5.3	4.6	3.1	2.2	3.8
2010	4.0	4.7	3.1	3.3	3.8
2011	1.5	1.4	2.7	2.8	2.1

Source: quotations based on CIF NWE, excluding HSFO FOB ARA.

<sup>1)</sup> PKN ORLEN model refining margin = revenues (93,5% Products = 36% Gasoline + 43% Diesel + 14,5% HHO) - costs (100% input: crude oil and other raw materials). Total input calculated acc. to Brent Crude quotations. Spot market quotations.

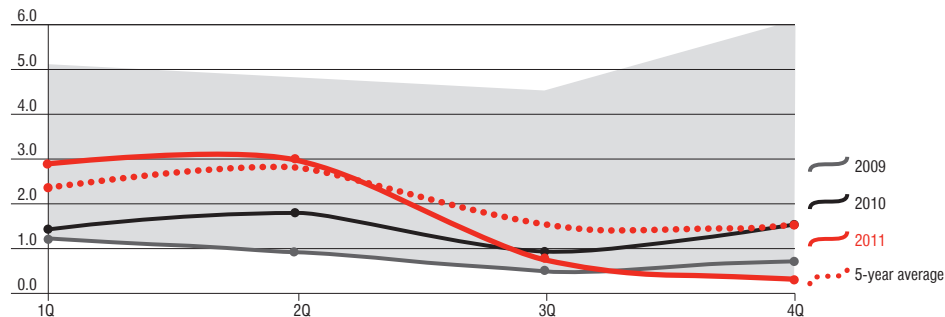
## Brent crude oil price in USD/bbl; quarterly average



USD/bbl	1Q	2Q	3Q	4Q	Annual average
2001	25.8	27.4	25.3	19.4	24.5
2002	21.1	25.1	26.9	26.8	25.0
2003	31.5	26.0	28.4	29.4	28.8
2004	32.0	35.4	41.5	44.0	38.2
2005	47.7	51.6	61.6	56.9	54.5
2006	61.8	69.6	69.6	59.6	65.1
2007	57.8	68.8	74.7	88.4	72.4
2008	96.7	121.3	115.1	55.5	97.2
2009	44.5	59.1	68.1	74.5	61.6
2010	76.4	78.2	76.9	86.5	79.5
2011	105.4	117.0	113.4	109.4	111.3

Source: Market quotations.

## Ural/Brent differential USD/bbl; quarterly average<sup>(1)</sup>



USD/bbl	1Q	2Q	3Q	4Q	Annual average
2001	1.8	1.8	1.2	0.6	1.3
2002	1.2	1.3	1.1	1.3	1.2
2003	2.1	2.0	1.3	1.7	1.8
2004	2.9	3.1	4.3	6.1	4.1
2005	5.1	3.6	4.5	3.6	4.2
2006	3.6	4.8	3.7	3.6	3.9
2007	3.4	3.7	2.8	3.0	3.2
2008	2.9	4.4	2.6	1.8	2.9
2009	1.2	0.9	0.5	0.7	0.8
2010	1.4	1.8	0.9	1.5	1.4
2011	2.9	2.9	0.7	0.3	1.7

Source: Market quotations.

<sup>1)</sup> Since 2008 the data computed according to formula: Spread Ural Rdam vs fwd Brent Dtd = Med Strip - Ural Rdam (Ural CIF Rotterdam).



## Macroeconomic data

<b>POLAND</b>	<b>1996</b>	<b>1997</b>	<b>1998</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
GDP growth (%)	6.2	7.1	5.0	4.5	4.3	1.2	1.4	3.9	5.3	3.6	6.2	6.8	5.1	1.6	3.9	4.3
Nominal GDP (EUR bn)	123	139	153	157	186	212	210	192	204	244	272	311	363	310	354	370
GDP per capita (EUR)	3,200	3,600	4,000	4,100	4,900	5,600	5,500	5,000	5,300	6,400	7,100	8,200	9,500	8,100	9,300	9,700
Inflation (HICP, %)	19.9	15.0	11.8	7.2	10.1	5.3	1.9	0.7	3.6	2.2	1.3	2.6	4.2	4.0	2.7	3.9
Unemployment <sup>(1)</sup>	13.2	10.9	10.2	13.4	16.1	18.3	20.0	19.7	19.0	17.8	13.9	9.6	7.1	8.2	9.6	9.7

<b>UE-27</b>	<b>1996</b>	<b>1997</b>	<b>1998</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
GDP growth (%)	1.8	2.7	3.0	3.0	3.9	2.2	1.3	1.4	2.5	2.0	3.3	3.2	0.3	-4.3	2.0	1.5
Nominal GDP (EUR bn)	7,390	7,799	8,170	8,588	9,203	9,587	9,946	10,108	10,610	11,060	11,695	12,398	12,467	11,745	12,255	12,629
GDP per capita (EUR)	15,400	16,200	17,000	17,800	19,100	19,800	20,500	20,700	21,700	22,500	23,700	25,000	25,000	23,500	24,400	25,100
Inflation (HICP, %)	8.5	7.3	4.6	3.0	3.5	3.2	2.5	2.1	2.3	2.3	2.3	2.4	3.7	1.0	2.1	3.1
Unemployment <sup>(1)</sup>	—	—	9.5	9.2	8.8	8.6	8.9	9.1	9.2	9.0	8.3	7.2	7.1	9.0	9.7	9.7

Source: Eurostat.

<sup>1)</sup> GDP per capita in 2011 - own estimations based on population as of beginning of the year.

<sup>2)</sup> Unemployment of people aged 15 – 74 as a percentage of the workforce. Workforce consists of working and non-working people.

## Conversion table

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

## Additional information

<b>Stock exchange identifier:</b>		Warsaw	PKN ORLEN
1GDR=2 shares		London	POKD
		OTC	PSKNY
CUSIP No	REG S	731613204	
	144 A	731613105	
	Level 1 (OTC)	731613402	
Reuter 'ticker':		PKNAs.WA	POKDq.L
Bloomberg 'ticker':		PKN WA	

Web-addresses	Group Companies
<b>www.orlen.pl</b>	<b>PKN ORLEN SA</b>
<b>www.orlenlietuva.lt</b>	<b>AB ORLEN Lietuva</b>
<b>www.unipetrol.cz</b>	<b>Unipetrol a.s.</b>
www.orlen-deutschland.de	ORLEN Deutschland GmbH
www.anwil.com.pl	ANWIL SA
www.rafineria-trzebinia.pl	Rafineria Trzebinia SA
www.rnjsa.com.pl	Rafineria Jedlicze SA
www.orlen-oil.pl	ORLEN Oil Sp. z o.o.
www.solino.pl	IKS „Solino” SA
www.orlengaz.pl	ORLEN Gaz Sp. z o.o.

## Contacts

### **Polski Koncern Naftowy ORLEN SA**

Chemików 7, 09-411 Płock, Poland

phone +48 24 365 00 00, facsimile +48 24 365 40 40

[www.orlen.pl](http://www.orlen.pl)

### **Investor Relations Department**

phone +48 24 256 81 80, facsimile +48 24 367 77 11

e-mail: [ir@orlen.pl](mailto:ir@orlen.pl)

### **Press Office**

phone +48 24 256 92 92, facsimile +48 24 365 53 93

e-mail: [media@orlen.pl](mailto:media@orlen.pl)

### **ORLEN Deutschland GmbH**

Ramskamp 71-75, 25337 Elmshorn

phone + 49 41 21 47 11, facsimile + 49 41 21 47 12 71

[www.orlen-deutschland.de](http://www.orlen-deutschland.de)

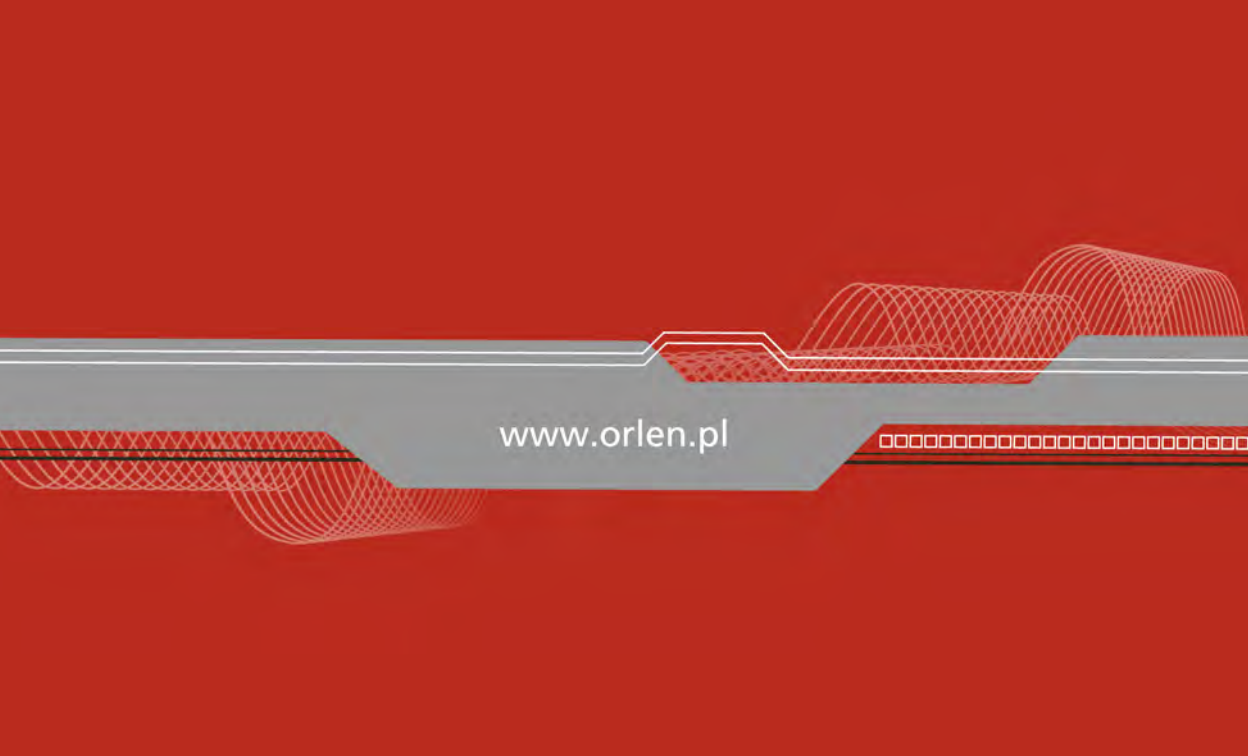
### **Legal disclaimer**

This document does not constitute an investment advertisement. It is not a recommendation and does not purport to give any advice whatsoever and should not be construed as such. No warranties or representations of any nature are given or made in any respect of the Company to which the information in this document relates or its business or financial affairs. The recipient will need to make her/his own enquiries before taking any action (if any).

2012 Polski Koncern Naftowy ORLEN SA

All rights reserved.



The image features a solid red background. A horizontal grey band runs across the middle. On the left, a series of white, overlapping, curved lines form a wave-like pattern that extends into the grey band. On the right, a similar pattern of white, overlapping, curved lines is visible. A thin white line runs horizontally across the top of the grey band, with a small rectangular notch in the center. The URL 'www.orken.pl' is written in white text on the grey band.

[www.orken.pl](http://www.orken.pl)