

# UNIPETROL 2Q 2009 CONSOLIDATED UNAUDITED FINANCIAL RESULTS (IFRS)



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August 31, 2009



# AGENDA

## Macro and highlights

Financial results

Segments

Update on initiatives for 2009

Supporting slides

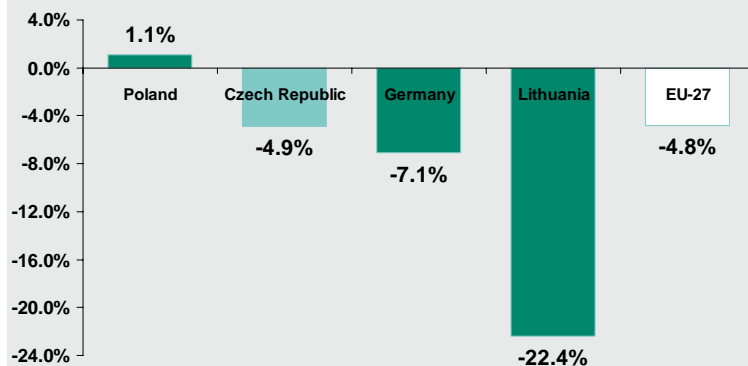
# ENVIRONMENT AROUND US

## Financial crisis taking its toll on global basis

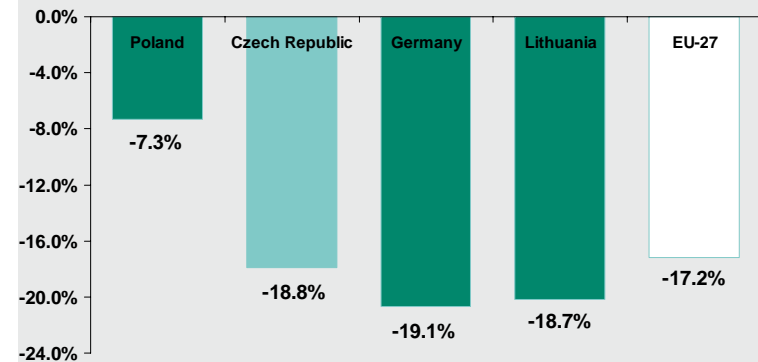
### Evidence of the crisis in global as well as regional oil & gas companies

- A significant drop in various macro indicators, plummeting industrial production (-17.2% y/y for 2Q09 in EU-27), GDP falling (-4.8% y/y for 2Q09 in EU-27).
- An unprecedented market environment has taken its toll on every company in the market (global or regional).
- Global leading oil & gas companies showed a significant decline in net income for 2Q09.
- Regional competition shows similar development of net income in 2Q09.

2Q09 GDP (y/y change)



2Q09 Industrial production (y/y change)



# 2Q09 EXTERNAL ENVIRONMENT HIGHLIGHTS

Petchem showed better dynamics than the refining segment

## External environment

- The crude oil price continued its recovery, however comparing y/y data the crude oil price declined -51% y/y from USD 121.9 in 2Q08 to USD 59.4 in 2Q09
- The Brent-Ural differential narrowed down even further, in USD down 74% y/y from USD 4.4 to USD 0.9 for 2Q09
- Refining margins further under pressure due to continuing lower demand for fuels and underutilised capacities on the market, down -81% y/y from USD 6.8 in 2Q08 to USD 1.3 in 2Q09
- Olefin prices moderately increasing from 1Q09 resulted in an improved petrochemical olefin margin from EUR 146 for 1Q09 to EUR 183 for 2Q09. Some short-term hick-ups were visible towards the end of the period as naphtha quotations jumped over the EUR 400/t level, putting cost-side pressure on margins
- Supply tightening throughout Europe, with some production cutbacks and plant upsets affecting the supply situation on the market; however increasing feedstock costs dented the petrochemical polyolefin margin, which went down -12% q/q from EUR 276 for 1Q09 to EUR 242 for 2Q09

# EXTERNAL ENVIRONMENT

## Refining under pressure with ongoing depressed B-U differential

	2Q08	1Q09	2Q09	Q/Q	Y/Y	1H08	1H09	1H/1H
	1	2	3	4=3/2	5=3/1	6	7	8=7/6
<b>Brent crude oil (USD/bbl)</b>	121.9	44.8	59.4	+32%	-51%	109.7	52.1	-52%
<b>Ural crude oil (USD/bbl)</b>	117.5	43.6	58.5	+34%	-50%	105.4	51.0	-52%
<b>Brent-Ural differential (USD/bbl) <sup>1)</sup></b>	4.4	1.2	0.9	-23%	-79%	3.7	1.1	-71%
(CZK/bbl)	70	25	18	-28%	-74%	60	22	-64%
<b>Unipetrol model refining margin (USD/bbl) <sup>2)</sup></b>	6.8	4.2	1.3	-70%	-81%	5.7	2.8	-52%
(CZK/bbl)	108	89	25	-72%	-77%	93	57	-39%
<b>Unipetrol model petrochemical olefin margin (EUR/t) <sup>3)</sup></b>	252	146	183	+25%	-27%	276	165	-40%
(CZK/t)	6,252	4,032	4,892	+21%	-22%	6,959	4,462	-36%
<b>Unipetrol model petrochemical polyolefin margin (EUR/t) <sup>4)</sup></b>	242	276	242	-12%	0%	260	259	-1%
(CZK/t)	6,007	7,618	6,462	-15%	+8%	6,576	7,040	+7%
<b>CZK/EUR <sup>5)</sup></b>	24.82	27.58	26.67	-3%	+7%	25.19	27.13	+8%
<b>CZK/USD <sup>5)</sup></b>	15.88	21.15	19.57	-7%	+23%	16.47	20.36	+24%
<b>USD/EUR <sup>5)</sup></b>	1.56	1.30	1.36	+4%	-13%	1.53	1.33	-13%

1) Spread fwd Brent Dtd v Ural Rdam = Med Strip - Ural Rdam (Ural CIF Rotterdam)

2) Unipetrol model refining margin = revenues from products sold (97% Products = Gasoline 17%, Petchem feedstock 20%, JET 2%, Diesel 40%, Sulphur Fuel Oils 9%, LPG 3%, Sulphur 1%, Other feedstock 5%) minus costs (100% input = Brent Dated); product prices according to quotations.

3) Unipetrol model petrochemical olefin margin = revenues from products sold (100% Products = 40% Ethylene + 20% Propylene + 20% Benzene + 20% Naphtha) minus costs (100% Naphtha); product prices according to quotations.

4) Unipetrol model petrochemical polyolefin margin = revenues from products sold (100% Products = 60% HDPE + 40% Polypropylene) minus costs (100% input = 60% Ethylene + 40% Propylene); product prices according to quotations.

5) Quarterly average foreign exchange rates: the Czech National Bank.

Source: ICIS, PLATTS, FERTWEEK, THOMSONREUTERS, CNB

# UNIPETROL'S 2Q09 OPERATING HIGHLIGHTS

One-off effects contributing to a weak but slowly stabilising market

## Operations

- Operating result (EBIT) down to CZK -271m and net result CZK -359m for 2Q09
- Lower volume of processed crude oil, down -28% y/y due to an approximately two-month maintenance shutdown and weaker demand for fuels
- A regular maintenance shutdown of the Kralupy refinery (mid-April to end of May), which led among other things to completion of FCC unit upgrade (increase of LPG/propylene production)
- Prolonged part of maintenance shutdown of Kralupy refinery (end of May to mid-June) with negative impact on EBIT of CZK 77m and 14-day steam cracker shutdown in June with a negative impact on EBIT of CZK 55m
- Closure of oxo-alcohol production completed in May, with a CZK 33m combined impairment and liquidation charge in 2Q09
- Lower demand for petrochemicals, down -16% y/y for 2Q09, with only ammonia and polypropylene faring better, up +36% y/y and +7% y/y for 2Q09 respectively

# OUTSIDE UNIPETROL GROUP SALES VOLUMES

## Refinery and petrochemical products under pressure, retail fared well

	2Q08	1Q09	2Q09	Q/Q	Y/Y	1H08	1H09	1H/1H
kt	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Fuels and other refinery products	718	689	592	-14%	-18%	1,362	1,282	-6%
Petrochemicals	517	443	437	-1%	-16%	1,005	880	-12%
Retail distribution	129	109	128	+17%	-1%	243	237	-2%

- Markedly weaker diesel as well as petrol sales during 2Q09 were the main factors behind the 18% y/y wholesale decline in 2Q09
- Sales volumes in petrochemicals, although down 16% y/y, remained flat, -1% q/q in 2Q09, as the demand is stabilising on levels below the traditional ones. Depressed demand for polyolefins is improving step by step (from the trough in 3Q08), which is the main factor for q/q development
- Retail distribution shows a significant 17% q/q improvement in 2Q09 as the adverse effects of the economic slowdown were weaker and transit transport improved q/q. Although we have increased the number of our fuel filling stations by 2% y/y, from 330 at the end of 2Q08 to 335 at the end of 2Q09, sales volumes fell by 1% y/y in 2Q09

# PRODUCTION

## Production indicators affected by the planned two-month shutdown

	2Q08	1Q09	2Q09	Q/Q	Y/Y	1H08	1H09	1H/1H
	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Crude oil throughput (kt)	1,179	1,018	848	-17%	-28%	2,206	1,866	-15%
Utilisation ratio (%)	86	74	62	-12pp	-24pp	80	68	-12pp
Light distillates <sup>1)</sup> yield (%)	30	32	28	+4pp	-2pp	30	30	0pp
Middle distillates <sup>2)</sup> yield (%)	47	43	47	+4pp	0pp	45	45	0pp
Heavy distillates <sup>3)</sup> yield (%)	10	8	11	+3pp	+1pp	10	9	-1pp

- A decline of 28% y/y in crude oil throughput to 848 kt in 2Q09, mainly due to the planned maintenance shutdown (in 4 to 5 year cycles) of the Kralupy refinery (April to June)
- A sub-average utilisation ratio of 62% in 2Q09 related to the above shutdown
- Steady middle and slightly improved heavy distillates linked to a changed mix of production assets on stream during 2Q09

1) LPG, gasoline, naphtha

2) JET, diesel

3) Fuel oils, bitumen

All data refers to Unipetrol RPA, i.e., 51.225% of Ceska Rafinerska and 100% of Paramo



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# KEY FINANCIAL DATA

## Stabilisation of revenues with positive EBITDA

	2Q08	1Q09	2Q09	Q/Q	Y/Y	1H08	1H09	1H/1H
CZKm	1	2	3	4=3/2	5=3/1	6	7	8=7/6
<b>Revenues</b>	<b>27,081</b>	<b>14,513</b>	<b>15,795</b>	<b>+9%</b>	<b>-42%</b>	<b>49,229</b>	<b>30,308</b>	<b>-38%</b>
<b>EBITDA</b>	<b>1,701</b>	<b>709</b>	<b>584</b>	<b>-18%</b>	<b>-66%</b>	<b>3,193</b>	<b>1,293</b>	<b>-60%</b>
<b>EBIT</b>	<b>838</b>	<b>-127</b>	<b>-271</b>	<i>n/a</i>	<i>n/a</i>	<b>1,491</b>	<b>-399<sup>1)</sup></b>	<i>n/a</i>
<b>Net result</b> attributable to shareholders of the parent company	<b>303</b>	<b>-185</b>	<b>-359</b>	<i>n/a</i>	<i>n/a</i>	<b>708</b>	<b>-544</b>	<i>n/a</i>
<b>EPS (CZK) <sup>2)</sup></b>	<b>1.67</b>	<b>-1.02</b>	<b>-1.98</b>	<i>n/a</i>	<i>n/a</i>	<b>3.91</b>	<b>-3.00</b>	<i>n/a</i>
<b>EBITDA margin <sup>3)</sup></b>	<b>6.3%</b>	<b>4.9%</b>	<b>3.7%</b>	<b>-1.2pp</b>	<b>-2.6pp</b>	<b>6.5%</b>	<b>4.3%</b>	<b>-2.2pp</b>
<b>EBIT margin <sup>4)</sup></b>	<b>3.1%</b>	<b>-0.9%</b>	<b>-1.7%</b>	<b>-0.8pp</b>	<b>-4.8pp</b>	<b>3.0%</b>	<b>-1.3%</b>	<b>-4.3pp</b>

- 1) Minor counting discrepancy between 1Q09, 2Q09 and 1H09 due to rounding issues
- 2) Earnings per share = net profit attributable to shareholders of the parent company / number of issued shares
- 3) EBITDA margin = Operating profit before amortisation / Revenues
- 4) EBIT margin = Operating profit / Revenues

# DETAILED FINANCIAL DATA

Positive Free Cash Flow, squeezed working capital, manageable indebtedness

	2Q08	1Q09	2Q09	Q/Q	Y/Y	1H08	1H09	1H/1H
CZKm	1	2	3	4=3/2	5=3/1	6	7	8=7/6
<b>Operating cash flow (CF)</b>	<b>206</b>	<b>-846</b>	<b>1,457</b>	<i>n/a</i>	<i>607%</i>	<b>221</b>	<b>611</b>	<i>176%</i>
<b>Capital expenditure (CAPEX)</b>	<b>1,045</b>	<b>864</b>	<b>963</b>	<i>11%</i>	<i>-8%</i>	<b>2,100</b>	<b>1,827</b>	<i>-13%</i>
<b>Free cash flow (CF-CAPEX)</b>	<b>-839</b>	<b>-1,710</b>	<b>494</b>	<i>n/a</i>	<i>n/a</i>	<b>-1,879</b>	<b>-1,216</b>	<i>n/a</i>
<b>Net Working Capital <sup>1)</sup></b>	<b>6,735</b>	<b>3,979</b>	<b>3,675</b>	<i>-8%</i>	<i>-45%</i>	<b>6,735</b>	<b>3,675</b>	<i>-45%</i>
<b>Net finance costs</b>	<b>-461</b>	<b>-103</b>	<b>-172</b>	<i>67%</i>	<i>-63%</i>	<b>-604</b>	<b>-275</b>	<i>-55%</i>
<b>Gearing <sup>2)</sup></b>	<b>6.0%</b>	<b>13.2%</b>	<b>13.8%</b>	<i>0.6pp</i>	<i>7.8pp</i>	<b>6.0%</b>	<b>13.8%</b>	<i>7.8pp</i>
<b>Net debt / EBITDA <sup>3)</sup></b>	<b>0.46</b>	<b>1.37</b>	<b>1.71</b>	<i>25%</i>	<i>272%</i>	<b>0.46</b>	<b>1.71</b>	<i>272%</i>
<b>ROACE <sup>4)</sup></b>	<b>1.6%</b>	<b>-0.2%</b>	<b>-0.5%</b>	<i>-0.3pp</i>	<i>-2.1pp</i>	<b>2.8%</b>	<b>-0.8%</b>	<i>3.6pp</i>

1) At the end of the period

2) Gearing = net debt / equity, both at the end of period

3) Interest-bearing borrowings less cash / EBITDA (rolling over last four quarters)

4) Return on average capital employed = Operating profit after taxes in the period / average capital employed in the period

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# SEGMENT BREAKDOWN

Strong retail, petchem reaching its trough, refining still in the red

	2Q08 <sup>1)</sup>	1Q09	2Q09	Q/Q	Y/Y	1H08 <sup>1)</sup>	1H09	1H/1H
CZKm	1	2	3	4=3/2	5=3/1	6	7	8=7/6
<b>EBIT, of which</b>	838	-127	<b>-271</b>	<i>n/a</i>	<i>n/a</i>	1,491	<b>-399<sup>2)</sup></b>	<i>n/a</i>
• Refining	1,037	-329	<b>-62</b>	<i>n/a</i>	<i>n/a</i>	1,146	<b>-392<sup>2)</sup></b>	<i>n/a</i>
• Petrochemicals	-260	110	<b>-457</b>	<i>n/a</i>	<i>n/a</i>	130	<b>-346<sup>2)</sup></b>	<i>n/a</i>
• Retail distribution	87	57	<b>187</b>	226%	114%	258	<b>243<sup>2)</sup></b>	-6%
• Others, Non-attributable, Eliminations	-25	35	<b>61</b>	74%	<i>n/a</i>	-43	<b>96</b>	-57%

## REFINING

- Negative effect of the Kralupy refinery shutdown (April to June), and its prolongation (additional negative impact of CZK 77m)
- Adverse development of Unipetrol's refining margin
- Extremely low B-U differential
- Positive inventory effect and FX effect of CZK weakening

## PETROCHEMICALS

- Negative effect of the unplanned steam cracker 14-day shutdown (CZK -55m)
- Depressed demand started to stabilise towards the end of the period, while supply tightened throughout Europe
- First signs of fixed cost cuts
- Negative FX effect of USD/EUR strengthening

## RETAIL DISTRIBUTION

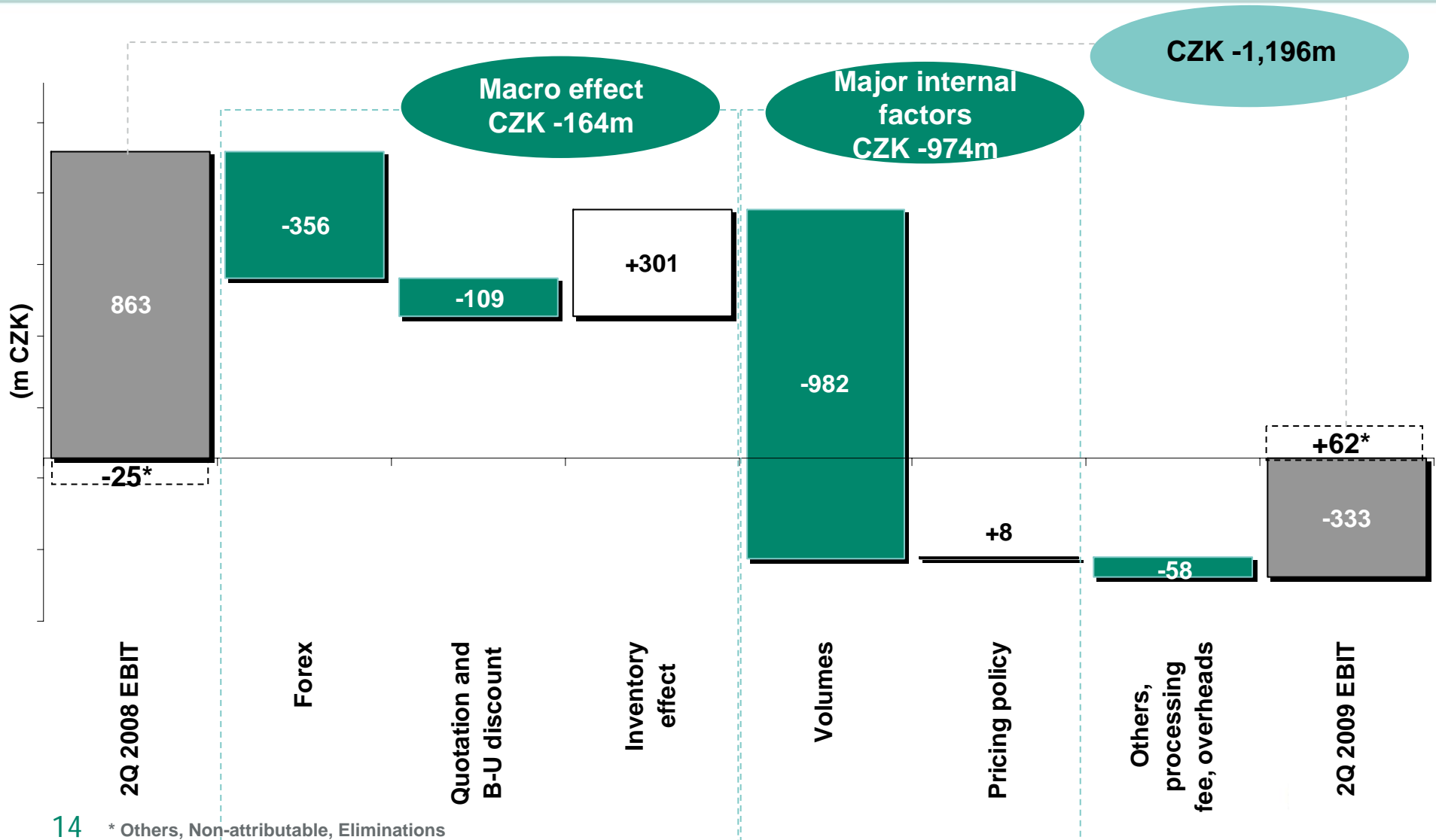
- Drop in transit transport is decelerating
- Unit margins continued their recovery with a subsequent stabilisation
- Successfully implemented a cost intervention project with a clear contribution

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- 1) Restated based on new segment classification valid as of 1Q09  
 2) Minor counting discrepancy between 1Q09, 2Q09 and 1H09 due to rounding issues

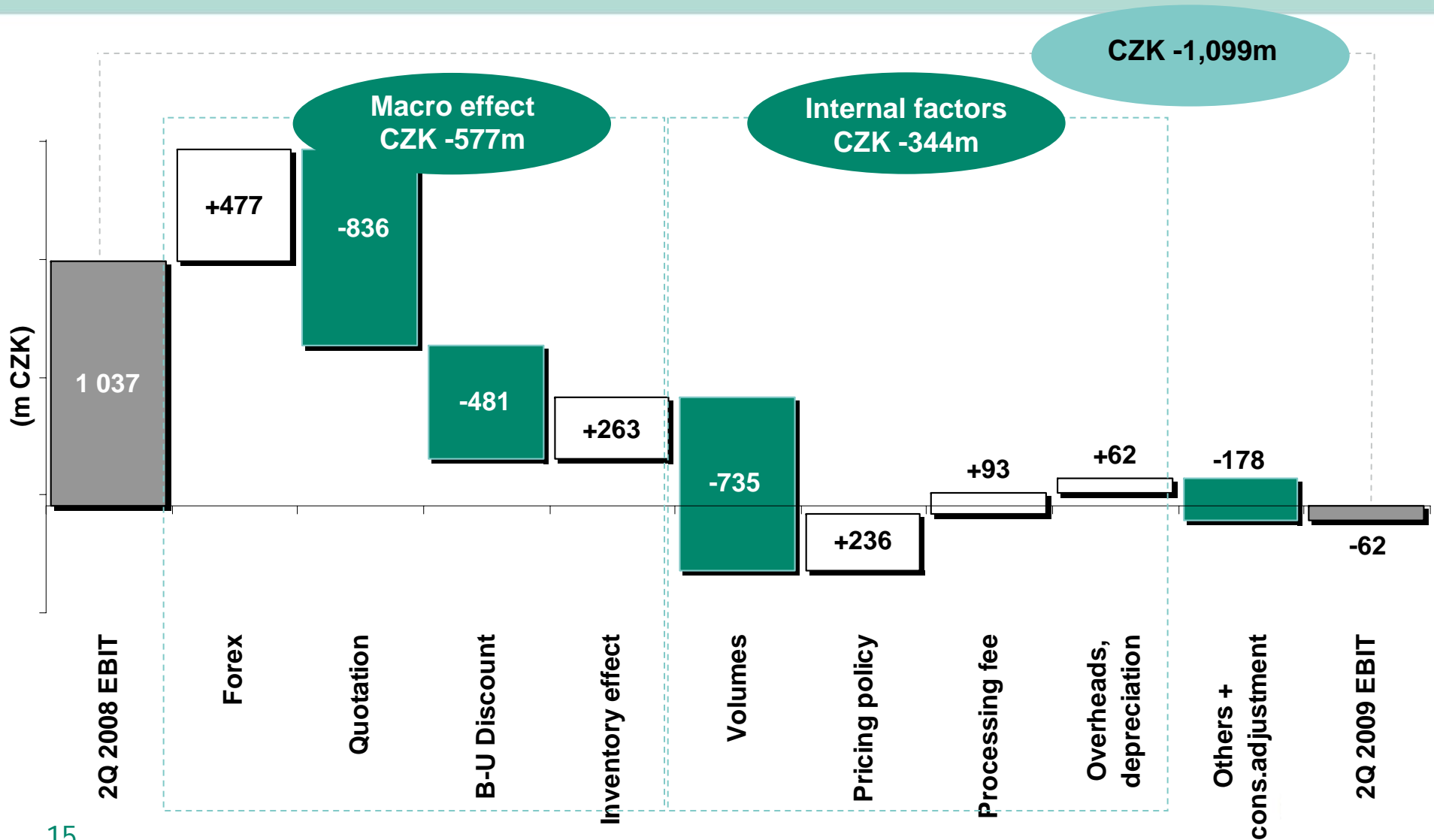
# COMBINED EFFECTS ON EBIT

Internal factors further escalated negative macro effects



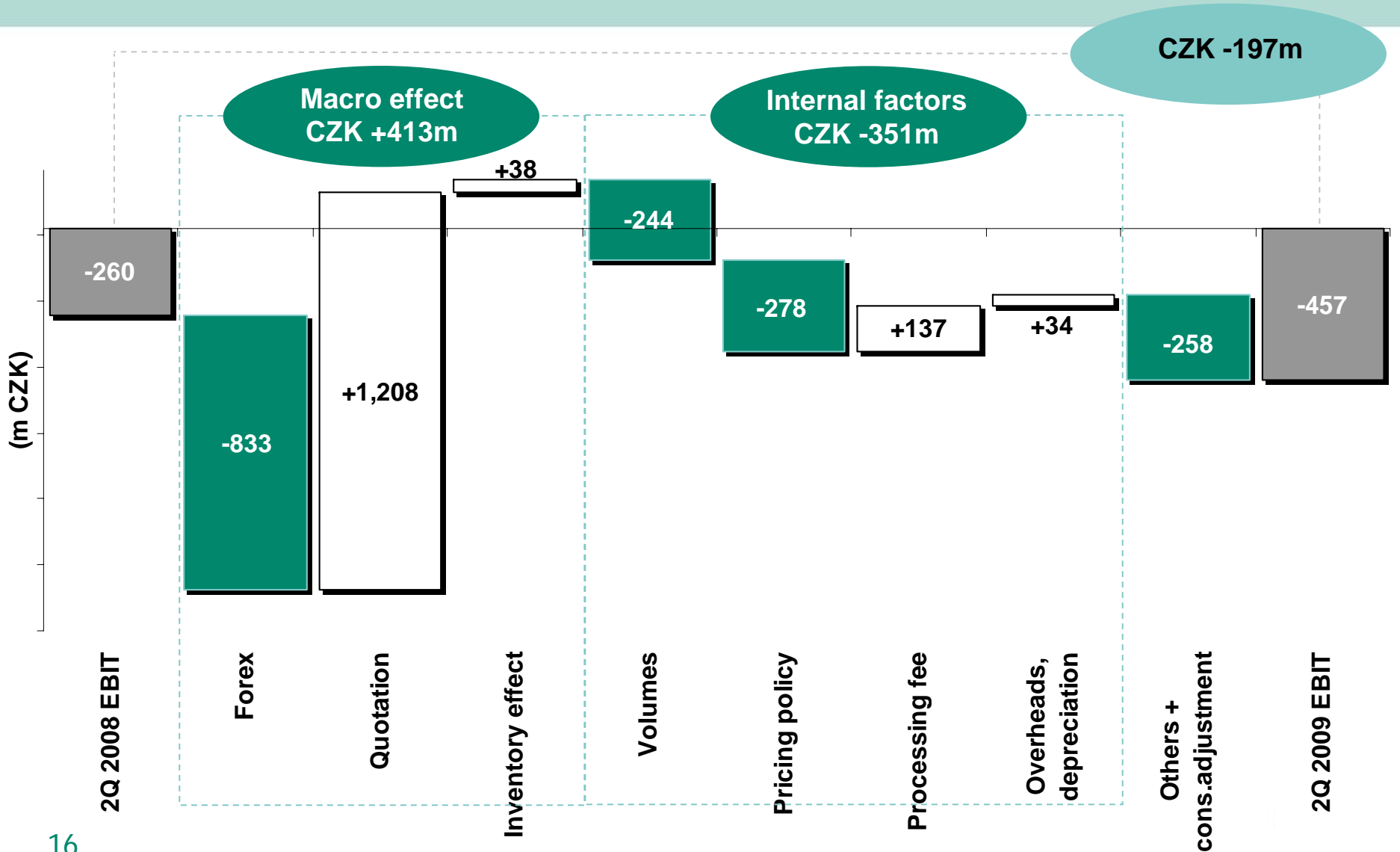
# EBIT IN REFINING

Negative result of macro as well as internal factors



# EBIT IN PETROCHEMICALS

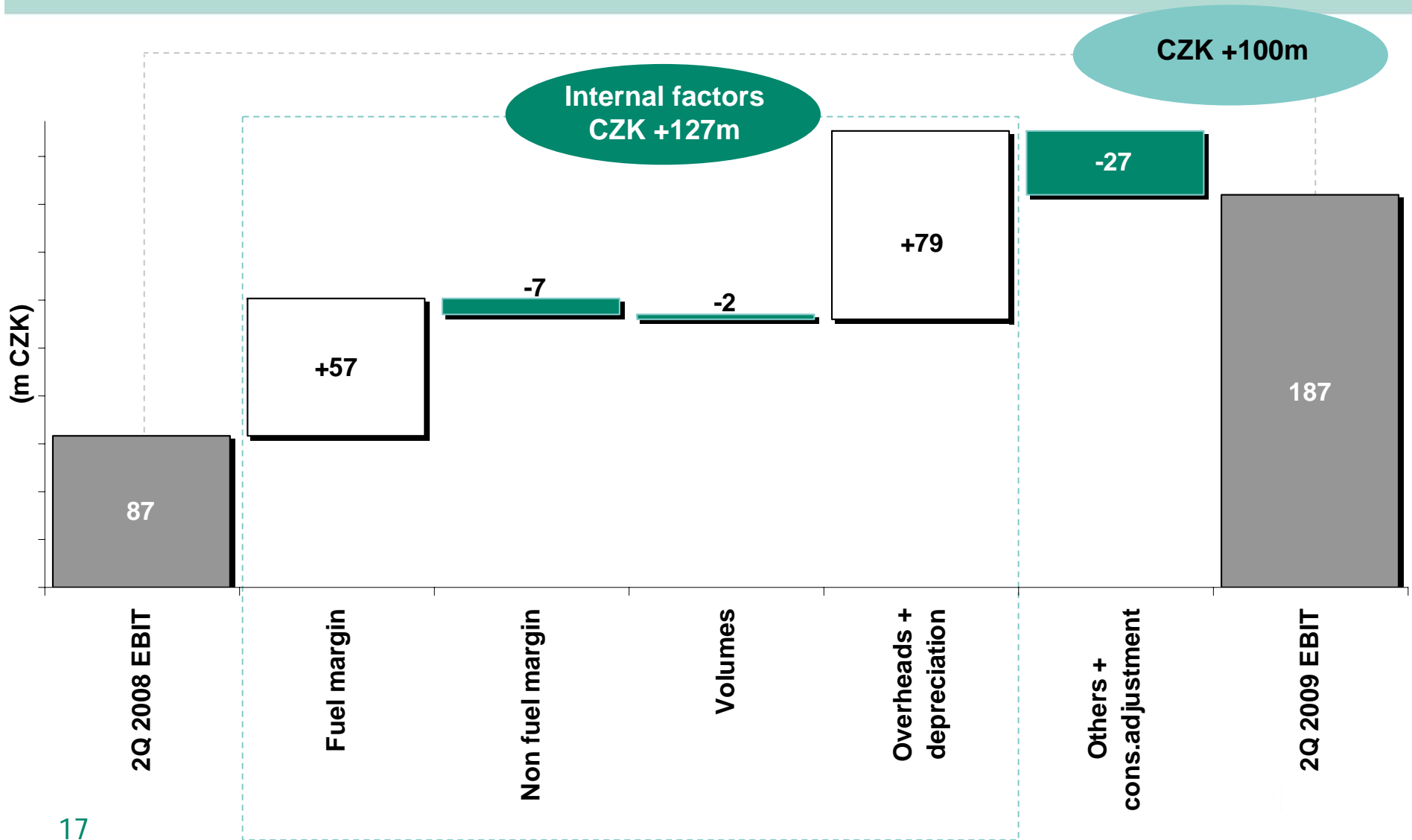
Positive macro effect wiped out by main internal factors and other items





# EBIT IN RETAIL DISTRIBUTION

Positive contribution of improved pricing and strict cost control



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# REMINDER OF OUR MAIN 2009 PLAN OBJECTIVES

- **Fixed cost reduction**

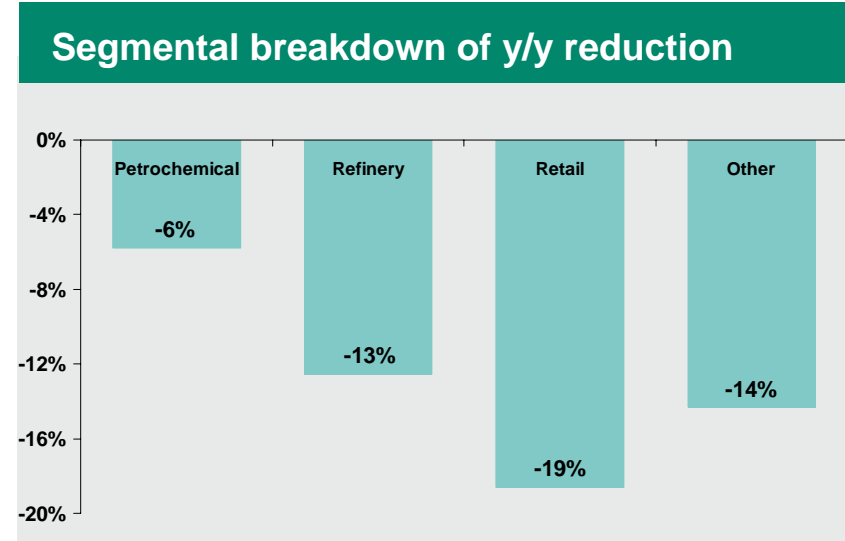
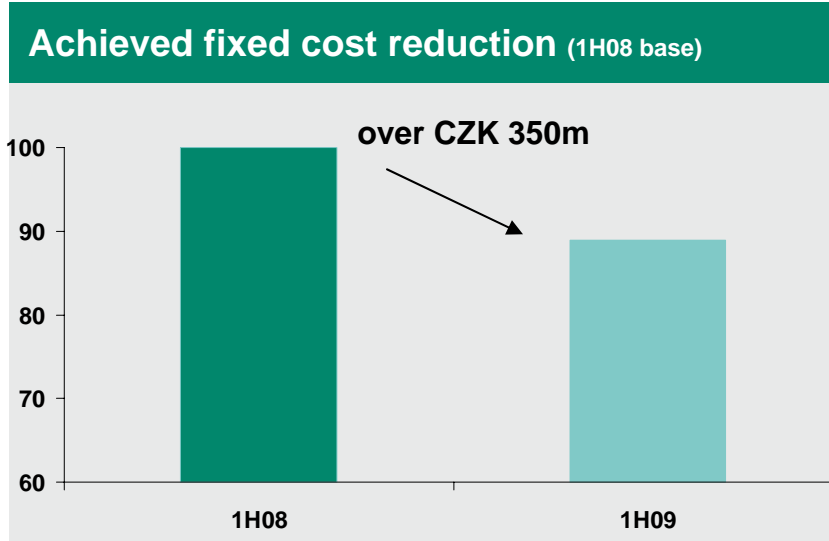
- **Variable cost reduction**

- **CAPEX reduction and cash optimisation**

- **Asset optimisation**

# FIXED COST REDUCTION

Slightly ahead of our objectives

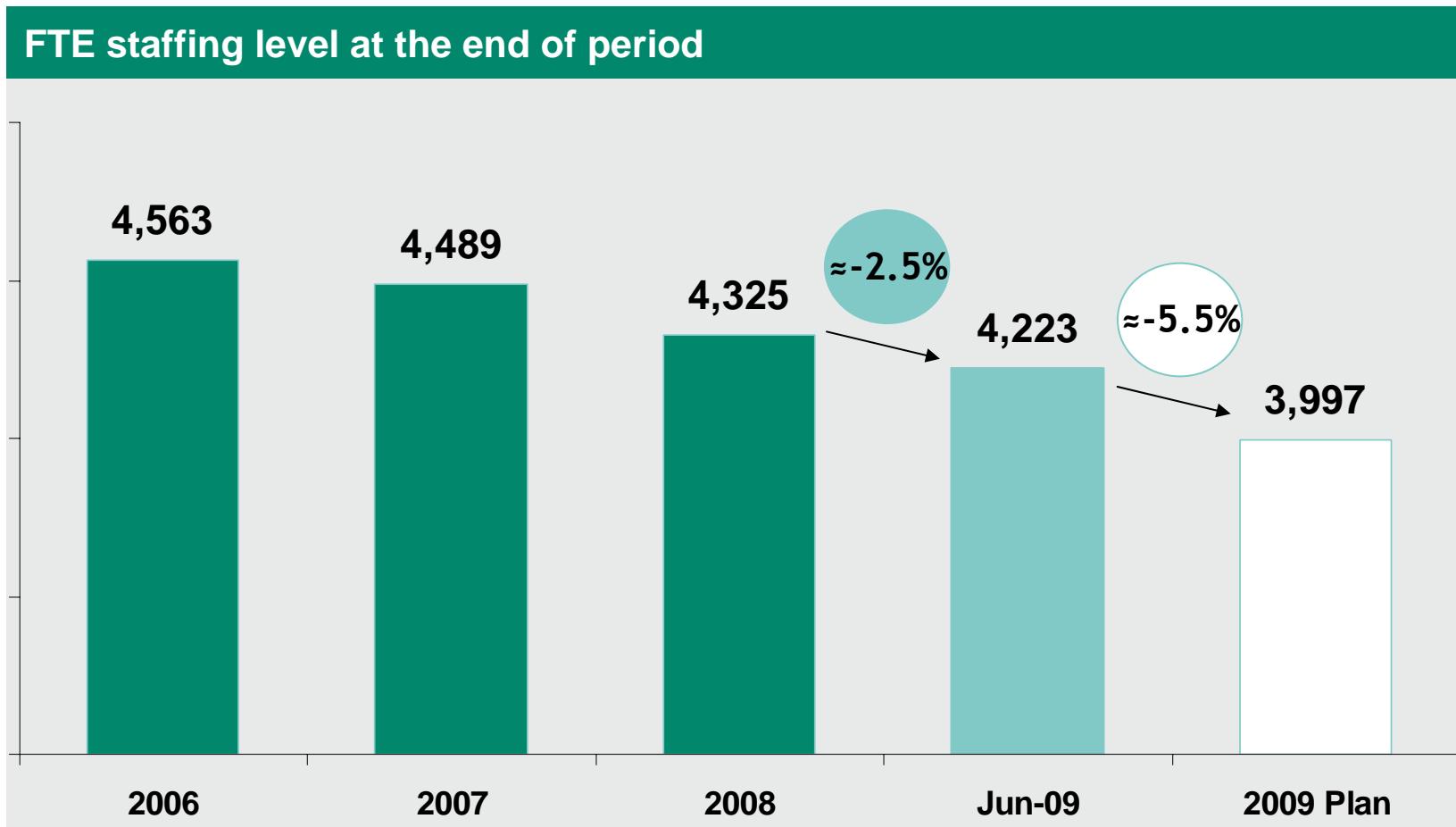


## MAIN CONTRIBUTIONS

- Staff costs, Promotion, Overhead material, Fuel and Travel costs
- Refining and Petrochemical segment accounts for 70% of cost reduction
- Cost reduction in all segments better than planned

# HR RESTRUCTURING (net of outsourcing and sold companies)

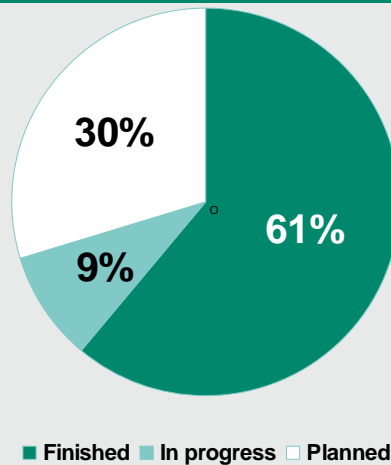
Staff reduction is in line with our plan and our social responsibility



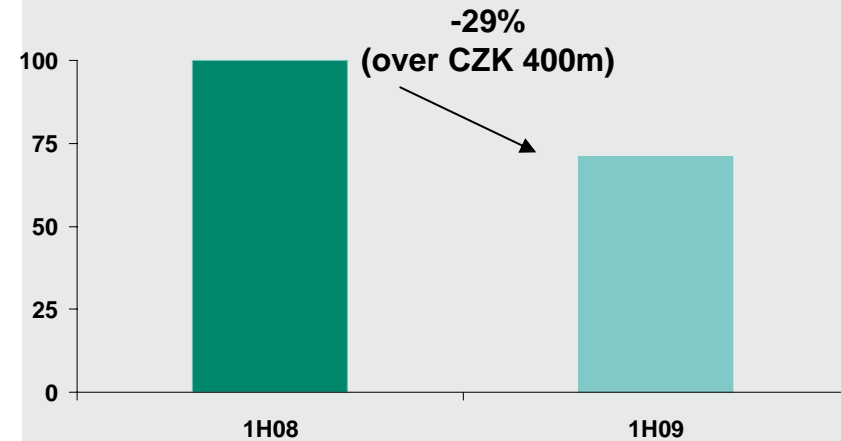
# VARIABLE COST AND CAPEX REDUCTION

On track to reach our targets

## Updated status of variable cost savings



## CAPEX cuts (1H08 base)



## VARIABLE COST SAVINGS

- Estimated range of CZK 200m – 300m full year impact
- Finished initiatives with biggest contribution: fossil fuels, logistics or feedstock for steam cracker
- In progress or planned initiatives with biggest contribution: wrapping, coal

## CAPEX DEVELOPMENT

- 1H09 CAPEX<sup>1)</sup> is tracking our 2009 plan and reaches 45% of our annual target
- 84% of CAPEX into ongoing projects, mainly development
- 16% of CAPEX into new projects, mainly refurbishment

# ASSET OPTIMISATION

Achievements and ongoing targets in progress

## REVIEW OF CURRENT STATUS

- **Petrochemical**
  - **Closure of oxo-alcohol production during May 2009 completed**
  - **Decision on ammonia and urea production options in 4Q09**
- **Refining**
  - **Paramo restructuring under ongoing analysis**
- **Waste management**
  - **Celio – divestment 2009/2010 on track with due diligence in progress**

# CALENDAR OF UPCOMING EVENTS

## IR events

- **20 October 2009**                      **3Q09 trading statement**
- **13 November 2009**                      **3Q09 consolidated results**



# THANK YOU FOR YOUR ATTENTION

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# CHANGE IN UNIPETROL'S MODEL MARGINS

## New way of presenting refining and petrochemical margins

Starting in 2Q09, Unipetrol introduces a **NEW** way of presenting the model margins for Unipetrol Group so as to better reflect and reconcile Unipetrol's operating results in the refining and petrochemical segments

### **OLD model refining margin:**

- Model refining margin = revenues from products sold (95.5% Products = Premium Unleaded 23.4%, Regular Unleaded 15.5%, JET 8.3%, Diesel 33.3%, 1% Sulphur Fuel Oil 12.9%, Propane 1.5%, Butane 0.3%, Sulphur 0.4%) minus costs (100% input = Brent Dated)

### **NEW Unipetrol model refining margin:**

- Unipetrol model refining margin = revenues from products sold (97% Products = Petrol 17%, Petchem feedstock 20%, JET 2%, Diesel 40%, Sulphur Fuel Oils 9%, LPG 3%, Sulphur 1%, other feedstocks 5%) minus costs (100% input = Brent Dated)

### **OLD model petrochemical olefin margin:**

- Model petrochemical olefin margin = revenues from products sold (100% Products = 33.3% Ethylene + 33.3% Propylene + 33.3% Benzene) minus costs (100% Naphtha)

### **NEW Unipetrol model petrochemical olefin margin:**

- Unipetrol model petrochemical olefin margin = revenues from products sold (100% Products = 40% Ethylene + 20% Propylene + 20% Benzene + 20% Naphtha) minus costs (100% Naphtha)

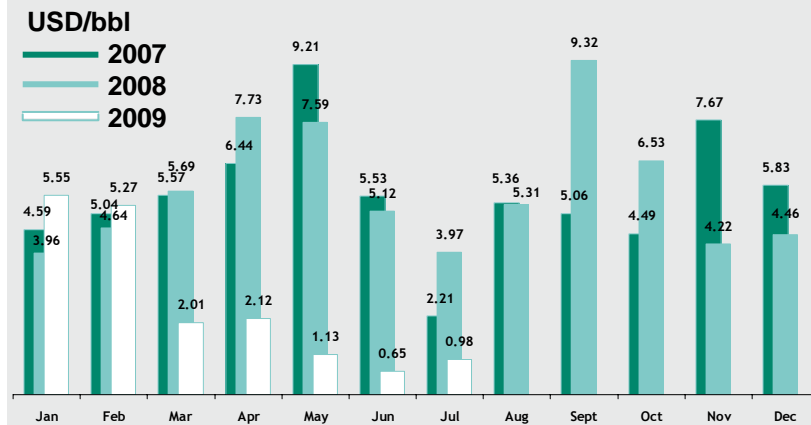
### **UNCHANGED Unipetrol model petrochemical polyolefin margin:**

- Unipetrol model petrochemical polyolefin margin = revenues from products sold (100% Products = 60% HDPE + 40% Polypropylene) minus costs (100% input = 60% Ethylene + 40% Propylene)

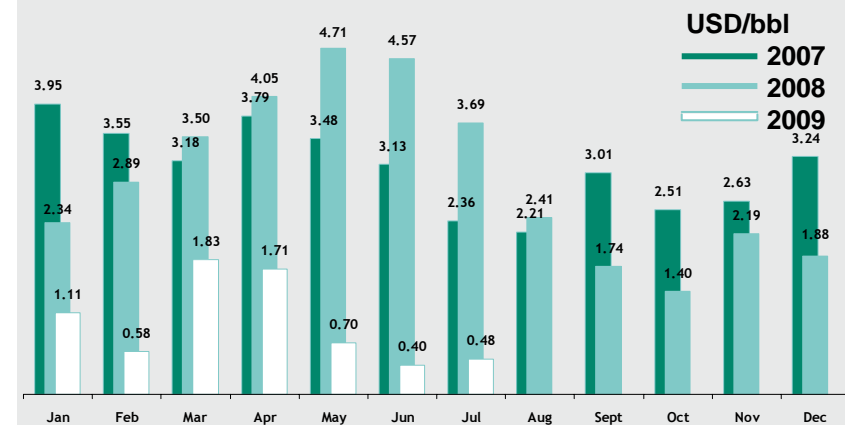
# EXTERNAL ENVIRONMENT

## Refining

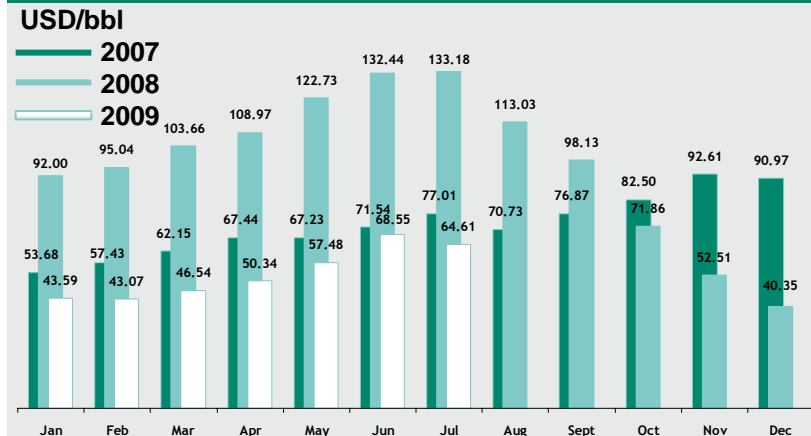
### Unipetrol model refining margin



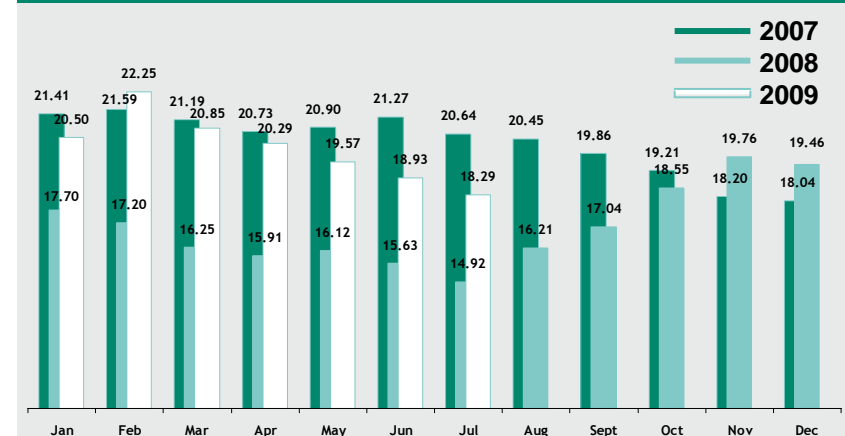
### Brent-Ural price differential<sup>1)</sup>



### Brent crude price



### CZK/USD

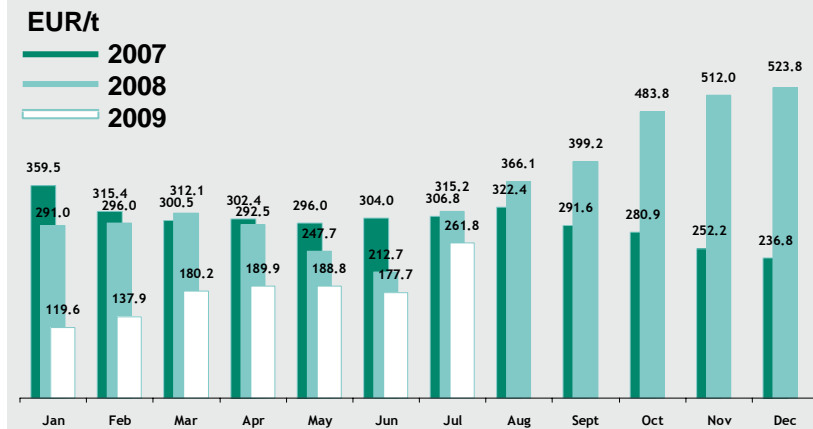


1) Spread fwd Brent Dtd v Ural Rdam = Med Strip - Ural Rdam (Ural CIF Rotterdam)

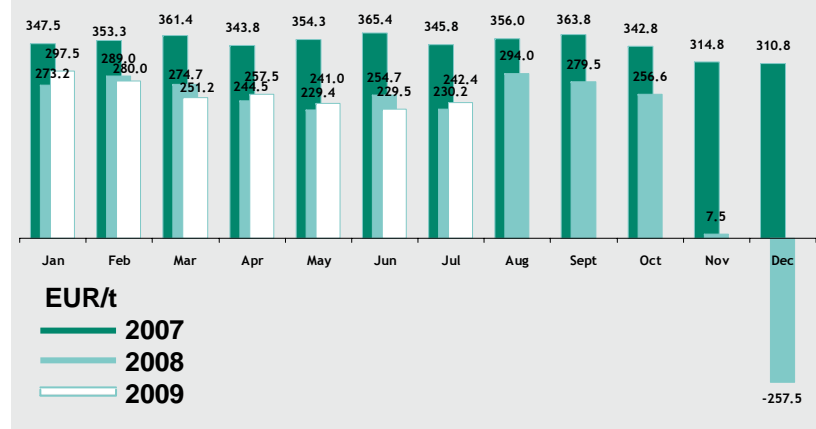
# EXTERNAL ENVIRONMENT

## Petrochemicals

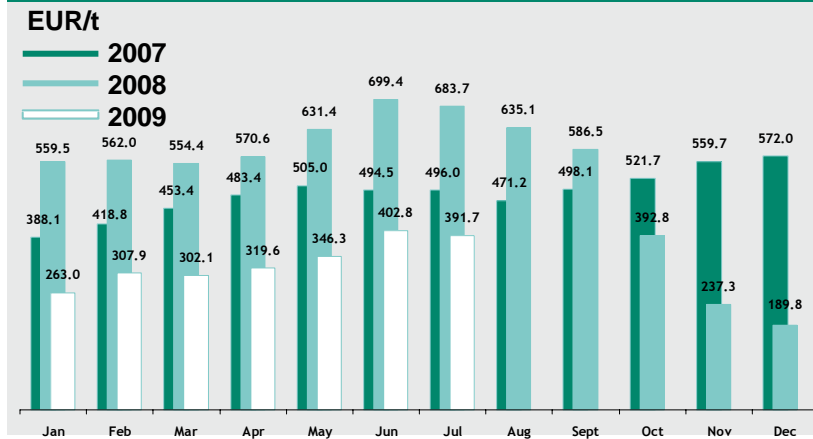
### Unipetrol model petchem olefin margin



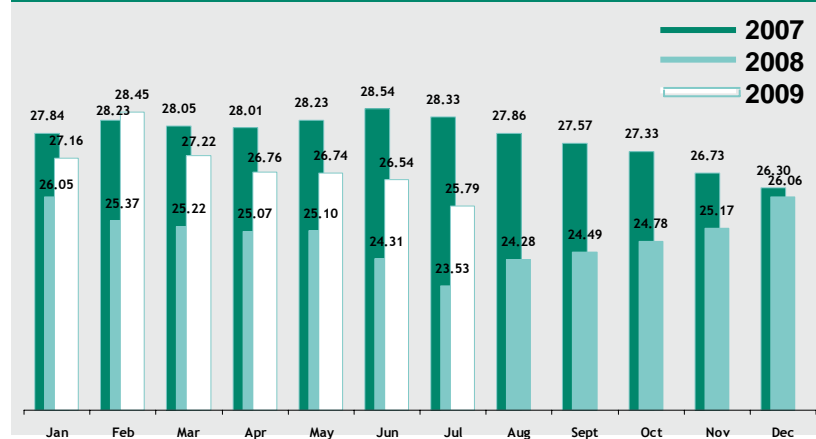
### Unipetrol model petchem polyolefin margin



### Naphtha price



### CZK/EUR



# OUTSIDE UNIPETROL GROUP SALES BREAKDOWN

## Refinery products

	2Q08	1Q09	2Q09	Q/Q	Y/Y	1H08	1H09	1H/1H
kt	1	2	3	4=3/2	5=3/1	6	7	8=7/6
<b>Fuels and other refinery products</b>	<b>718</b>	<b>689</b>	<b>592</b>	<b>-14%</b>	<b>-18%</b>	<b>1,362</b>	<b>1,282</b>	<b>-6%</b>
<b>Diesel</b>	<b>356</b>	<b>359</b>	<b>316</b>	<b>-12%</b>	<b>-11%</b>	<b>694</b>	<b>676</b>	<b>-3%</b>
<b>Petrol</b>	<b>176</b>	<b>171</b>	<b>133</b>	<b>-22%</b>	<b>-24%</b>	<b>325</b>	<b>304</b>	<b>-6%</b>
<b>JET</b>	<b>28</b>	<b>16</b>	<b>10</b>	<b>-40%</b>	<b>-66%</b>	<b>41</b>	<b>26</b>	<b>-38%</b>
<b>LPG</b>	<b>26</b>	<b>26</b>	<b>14</b>	<b>-47%</b>	<b>-47%</b>	<b>47</b>	<b>40</b>	<b>-14%</b>
<b>Fuel oils</b>	<b>38</b>	<b>61</b>	<b>18</b>	<b>-71%</b>	<b>-53%</b>	<b>113</b>	<b>79</b>	<b>-30%</b>
<b>Naphtha</b>	<b>0</b>	<b>1</b>	<b>2</b>	<b>103%</b>	<b>n/a</b>	<b>1</b>	<b>3</b>	<b>114%</b>
<b>Bitumen</b>	<b>81</b>	<b>29</b>	<b>65</b>	<b>124%</b>	<b>-19%</b>	<b>112</b>	<b>94</b>	<b>-16%</b>
<b>Lubes<sup>1)</sup></b>	<b>10</b>	<b>8</b>	<b>10</b>	<b>25%</b>	<b>-5%</b>	<b>20</b>	<b>18</b>	<b>-10%</b>
<b>Rest of refinery products<sup>1)</sup></b>	<b>3</b>	<b>17</b>	<b>25</b>	<b>46%</b>	<b>720%</b>	<b>9</b>	<b>42</b>	<b>373%</b>
<b>Retail distribution - Benzina</b>	<b>129</b>	<b>109</b>	<b>128</b>	<b>17%</b>	<b>-1%</b>	<b>243</b>	<b>237</b>	<b>-2%</b>

301) Reclassification of Gear/Bear/Hydraulic Oils from the Rest of refinery products to Lubes at the time of publication of 2Q 09 trading statement

# OUTSIDE UNIPETROL GROUP SALES BREAKDOWN

## Petrochemicals

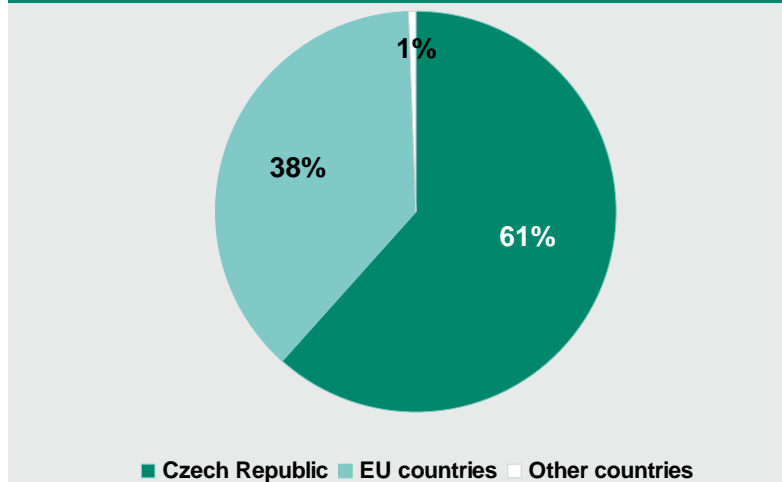
	2Q08	1Q09	2Q09	Q/Q	Y/Y	1H08	1H09	1H/1H
kt	1	2	3	5=3/2	6=3/1	7	8	9=8/7
<b>Petrochemicals</b>	<b>517</b>	<b>443</b>	<b>437</b>	<b>-1%</b>	<b>-16%</b>	<b>1,005</b>	<b>880</b>	<b>-12%</b>
<b>Ethylene</b>	<b>28</b>	<b>23</b>	<b>20</b>	<b>-12%</b>	<b>-28%</b>	<b>50</b>	<b>44</b>	<b>-14%</b>
<b>Benzene</b>	<b>50</b>	<b>45</b>	<b>40</b>	<b>-12%</b>	<b>-21%</b>	<b>93</b>	<b>84</b>	<b>-9%</b>
<b>Propylene</b>	<b>8</b>	<b>8</b>	<b>5</b>	<b>-33%</b>	<b>-36%</b>	<b>13</b>	<b>13</b>	<b>-3%</b>
<b>Urea</b>	<b>41</b>	<b>48</b>	<b>36</b>	<b>-25%</b>	<b>-13%</b>	<b>93</b>	<b>84</b>	<b>-9%</b>
<b>Ammonia</b>	<b>45</b>	<b>51</b>	<b>61</b>	<b>19%</b>	<b>36%</b>	<b>97</b>	<b>112</b>	<b>15%</b>
<b>C4 fraction</b>	<b>46</b>	<b>38</b>	<b>29</b>	<b>-23%</b>	<b>-36%</b>	<b>90</b>	<b>68</b>	<b>-25%</b>
<b>Oxo-alcohols</b>	<b>15</b>	<b>11</b>	<b>6</b>	<b>-44%</b>	<b>-60%</b>	<b>29</b>	<b>17</b>	<b>-43%</b>
<b>Polyethylene (HDPE)</b>	<b>95</b>	<b>70</b>	<b>85</b>	<b>21%</b>	<b>-11%</b>	<b>168</b>	<b>155</b>	<b>-8%</b>
<b>Polypropylene</b>	<b>55</b>	<b>53</b>	<b>58</b>	<b>10%</b>	<b>7%</b>	<b>103</b>	<b>112</b>	<b>8%</b>
<b>Rest of petrochemical products</b>	<b>135</b>	<b>96</b>	<b>97</b>	<b>0%</b>	<b>-29%</b>	<b>268</b>	<b>193</b>	<b>-28%</b>

# GEOGRAPHICAL SEGMENTS

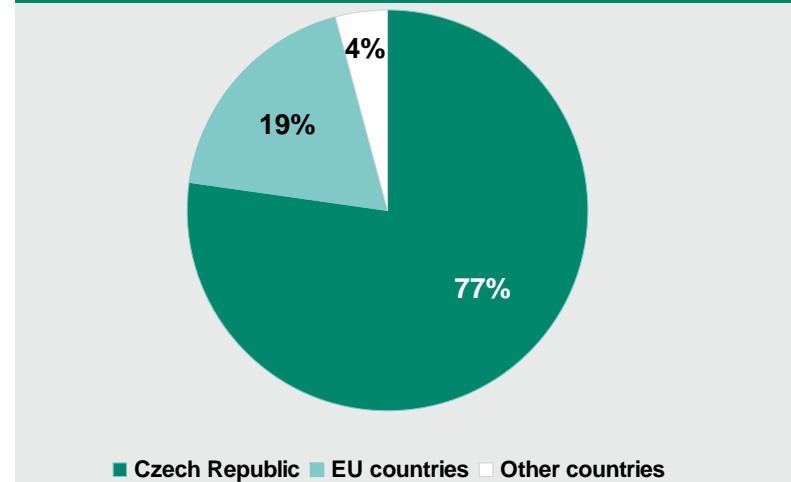
Year-on-year comparison of 2Q revenues

## Geographical segments

Revenues by region in 2Q08



Revenues by region in 2Q09



- Share of revenues generated in the Czech Republic in 2Q09 increased significantly (+16pp), showing a robust customer base in our home territory and more volatile demand abroad



# REVENUES AND EBITDA

## By segments

	2Q08 <sup>1)</sup>	1Q09	2Q09	Q/Q	Y/Y	1H08 <sup>1)</sup>	1H09	1H/1H
bn CZK	1	2	3	5=3/2	6=3/1	7	8	9=8/7
<b>Revenues, of which</b>	27.1	<b>14.5</b>	<b>15.8</b>	-9%	-42%	49.2	<b>30.3</b>	-38%
• Refining	20.8	<b>10.8</b>	<b>11.2</b>	4%	-46%	37.3	<b>22.1</b>	-41%
• Petrochemicals	11.3	<b>5.3</b>	<b>6.3</b>	19%	-58%	19.7	<b>11.6</b>	-50%
• Retail distribution	2.8	<b>1.5</b>	<b>2.0</b>	31%	-30%	5.1	<b>3.5</b>	-32%
• Others, Non-attributable, Eliminations	-7.8	<b>-3.1</b>	<b>-3.7</b>	n/a	n/a	-12.9	<b>-6.8</b>	n/a
	2Q08 <sup>1)</sup>	1Q09	2Q09	Q/Q	Y/Y	1H08 <sup>1)</sup>	1H09	1H/1H
m CZK	1	2	3	5=3/2	6=3/1	7	8	9=8/7
<b>EBITDA, of which</b>	1,701	709	<b>584</b>	-18%	-66%	3,193	<b>1,293<sup>2)</sup></b>	-60%
• Refining	1,328	-55	<b>216</b>	n/a	-84%	1,713	<b>161</b>	-91%
• Petrochemicals	218	574	<b>-16</b>	n/a	n/a	1,080	<b>558</b>	-48%
• Retail distribution	175	150	<b>281</b>	87%	61%	433	<b>431</b>	0%
• Others, Non-attributable, Eliminations	-20	40	<b>102</b>	155%	n/a	-33	<b>142</b>	n/a

# DISCLAIMER

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