

UNIPETROL 3Q 2009 CONSOLIDATED UNAUDITED FINANCIAL RESULTS (IFRS)



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Vice-Chairman of the Board of Directors and CFO

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November 13, 2009



AGENDA

Macro and operating highlights

Financial results

Update on initiatives for 2009

Supporting slides

UNIPETROL'S 3Q09 OPERATING HIGHLIGHTS

- **Tight cost control in though macro environment is delivering first results - operating result (EBIT) back in the black after three consecutive quarters in the red, CZK 5m for 3Q09.**
- **On track with the implementation of operational efficiency improvements introduced in April/May, fixed costs reduced by almost CZK 250m in 3Q09, year-to-date more than CZK 600m.**
- **Strong retail as Benzina continued to perform better than the market, improving its market share by 0.2pp y/y to 13.8% in 3Q09.**
- **Higher volume of processed crude oil, up 36% q/q due to seasonality effect and lack of major maintenance shutdown.**
- **Completion of polypropylene intensification to 275kt/y.**
- **Unplanned one-week shutdown of a steam cracker with a negative impact on EBIT.**

RECOVERY IN PETROCHEMICAL

	3Q08	2Q09	3Q09	Q/Q	Y/Y	9M08	9M09	9M/9M
	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Unipetrol model petrochemical olefin margin (EUR/t) ¹⁾ (CZK/t)	359 8,637	183 4,892	269 6,880	+47% +41%	-25% -20%	304 7,519	199 5,268	-34% -30%
Unipetrol model petrochemical polyolefin margin (EUR/t) ²⁾ (CZK/t)	270 6,490	242 6,462	256 6,551	+6% +1%	-5% +1%	264 6,547	258 6,877	-2% +5%
CZK/EUR ³⁾	24.1	26.7	25.6	-4%	+6%	24.8	26.6	+7%
USD/EUR ³⁾	1.51	1.36	1.43	+5%	-5%	1.52	1.37	-10%

- Average olefin prices for 3Q09 registered a triple-digit increase in comparison with 2Q09, while the average naphtha feedstock price registered only a double-digit increase. This resulted in the significant improvement of Unipetrol's olefin margin from EUR 183 in 2Q09 to EUR 269 in 3Q09.
- Polyolefin prices registered triple-digit increases in the last month of 3Q09, following the increase in olefin prices. Unipetrol's polyolefin margin went up 6% from EUR 242 in 2Q09 to EUR 256 in 3Q09.

- 1) 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.
- 2) 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.
- 3) Quarterly average foreign exchange rates: the Czech National Bank.

ONGOING PRESSURE IN REFINING

	3Q08	2Q09	3Q09	Q/Q	Y/Y	9M08	9M09	9M/9M
	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Brent crude oil (USD/bbl)	116.0	59.4	68.2	+15%	-41%	111.4	57.5	-48%
Ural crude oil (USD/bbl)	113.3	58.5	67.8	+16%	-40%	108.1	56.6	-48%
Brent-Ural differential (USD/bbl) ¹⁾	2.65	0.92	0.45	-51%	-83%	3.32	0.85	-74%
(CZK/bbl)	42	18	8	-55%	-81%	54	17	-69%
Unipetrol model refining margin (USD/bbl) ²⁾	6.23	1.28	1.31	+2%	-79%	5.88	2.27	-61%
(CZK/bbl)	100	25	23	-8%	-77%	95	46	-52%
CZK/USD ³⁾	16.0	19.6	17.9	-9%	+12%	16.3	19.5	+20%

- The crude oil price continued its recovery, increasing by 15% from USD 59 in 2Q09 to USD 68 in 3Q09.
- The Brent-Ural differential did not show any improving dynamics and narrowed further by 51% from USD 0.92 in 2Q09 to below USD 0.5 in 3Q09.
- Unipetrol's refining margin remained stable but at low levels due to continuous adverse situation, especially for middle distillates, slightly up 2% from USD 1.28 in 2Q09 to USD 1.31 in 3Q09.

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

Source: ICIS, PLATTS, FERTWEEK, THOMSONREUTERS, CNB

SALES VOLUMES IMPROVED FROM 2Q09

	3Q08	2Q09	3Q09	Q/Q	Y/Y	9M08	9M09	9M/9M
kt	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Fuels and other refinery products	865	592	775	+31%	-10%	2,227	2,056	-8%
Petrochemicals	486	437	447	+2%	-8%	1,491	1,327	-11%
Retail distribution	133	128	134	+5%	+1%	376	371	-1%

- **Significantly better q/q performance in fuels and other refinery products is related partly to the seasonality effect as well as lower sales in 2Q09 due to the maintenance shutdown in the Kralupy refinery.**
- **Demand for olefins showed better q/q development, while polyolefins suffered from lack of opportunity to export to Asia.**
- **Retail distribution showed a decent 5% q/q improvement in 3Q09, with a seasonally stronger quarter. Effects related to the economic slowdown continue to be visible, however, less than in previous quarters.**

SOLID UTILISATION RATIO IN PRODUCTION

	3Q08	2Q09	3Q09	Q/Q	Y/Y	9M08	9M09	9M/9M
	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Crude oil throughput (kt)	1,216	848	1,156¹⁾	+36%	-5%	3,422	3,022¹⁾	-12%
Utilisation ratio (%)	88	62	84¹⁾	+22pp	-4pp	83	73¹⁾	-10pp
Light distillates ²⁾ yield (%)	32	28	32¹⁾	+4pp	0pp	31	31¹⁾	0pp
Middle distillates ³⁾ yield (%)	45	47	43¹⁾	-4pp	-2pp	45	44	-1pp
Heavy distillates ⁴⁾ yield (%)	10	11	10	-1pp	0pp	10	10	0pp

- An increase of 36% in crude oil throughput from 848 kt in 2Q09 to 1,156 kt in 3Q09.
- Back-to-normal operation shows utilisation ratio of 84% in 3Q09, that is same as the average for whole last year.
- Steady light distillates yields, while middle distillates yields slightly weaker reflecting adverse market situation.

1) Corrected figure from 3Q09 trading statement dated 23 October 2009 (from 1,183kt, 86%, 31% and 42% for 3Q09 and 3,049 kt, 74%, 30% for 9M09)

2) LPG, gasoline, naphtha

3) JET, diesel

4) Fuel oils, bitumen

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

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EBIT BACK IN BLACK

	3Q08	2Q09	3Q09	Q/Q	Y/Y	9M08	9M09	9M/9M
CZKm	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Revenues	29,899	15,795	18,732	+19%	-37%	79,129	49,040	-38%
EBITDA	1,638	584	866	+48%	-47%	4,831	2,159	-55%
EBIT	772	-271	5	n/a	-99%	2,263	-394	n/a
Net result attributable to shareholders of the parent company	557	-359	-35	n/a	n/a	1,265	-579	n/a
EPS (CZK) ¹⁾	3.07	-1.98	-0.19	n/a	n/a	6.98	-3.19	n/a
EBITDA margin ²⁾	5.5%	3.7%	4.6%	+0.9pp	-0.9pp	6.1%	4.4%	-1.7pp
EBIT margin ³⁾	2.6%	-1.7%	0.0%	+1.7pp	-2.6pp	3.0%	-0.8%	-3.8pp

- 1) Earnings per share = net profit attributable to shareholders of the parent company / number of issued shares
 2) EBITDA margin = Operating profit before depreciation and amortisation / Revenues
 3) EBIT margin = Operating profit / Revenues

IMPROVING CASH FLOW, DECLINING INDEBTEDNESS

	3Q08	2Q09	3Q09	Q/Q	Y/Y	9M08	9M09	9M/9M
CZKm	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Operating cash flow (CF)	299	1,457	2,432	+67%	+713%	579	3,043	426%
Capital expenditure (CAPEX)	683	963	550	-43%	-19%	2,783	2,377	-15%
Free cash flow (CF-CAPEX)	-384	494	1,882	+281%	n/a	-2,204	666	n/a
Net Working Capital ¹⁾	6,958	3,675	4,337	+18%	-38%	5,916	4,337	-27%
Net finance costs	-47	-172	-107	-38%	+128%	-651	-382	-58%
Gearing ²⁾	14.6%	13.8%	7.2%	-6.6pp	-7.4pp	14.6%	7.2%	-7.4pp
Net debt / EBITDA ³⁾	1.16	1.71	1.52	-11%	+31%	1.16	1.52	+31%
ROACE ⁴⁾	1.3%	-0.5%	0.0%	+0.5pp	-1.3pp	4.5%	-0.8%	-5.3pp

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

VERY STRONG RETAIL AS WELL AS STRONGER PETCHEM

	3Q08 ¹⁾	2Q09	3Q09	Q/Q	Y/Y	9M08 ¹⁾	9M09	9M/9M
CZKm	1	2	3	4=3/2	5=3/1	6	7	8=7/6
EBIT, of which	772 ²⁾	-271	5	<i>n/a</i>	-99%	2,263	-394	<i>n/a</i>
• Refining	54	-62	-465	<i>n/a</i>	<i>n/a</i>	1,200	-857	<i>n/a</i>
• Petrochemicals	618	-457	219	<i>n/a</i>	-65%	749	-128	<i>n/a</i>
• Retail distribution	151	187	241	+29%	+60%	409	485	+19%
• Others, Non-attributable, Eliminations	-52	61	10	-84%	<i>n/a</i>	-95	106	<i>n/a</i>

REFINING

- Depressed refining margin, especially multi-year low diesel-crude oil spread.
- Extremely low B-U differential, with new lows hit in Sept.
- Positive inventory effect and FX effect of CZK weakening.

PETROCHEMICALS

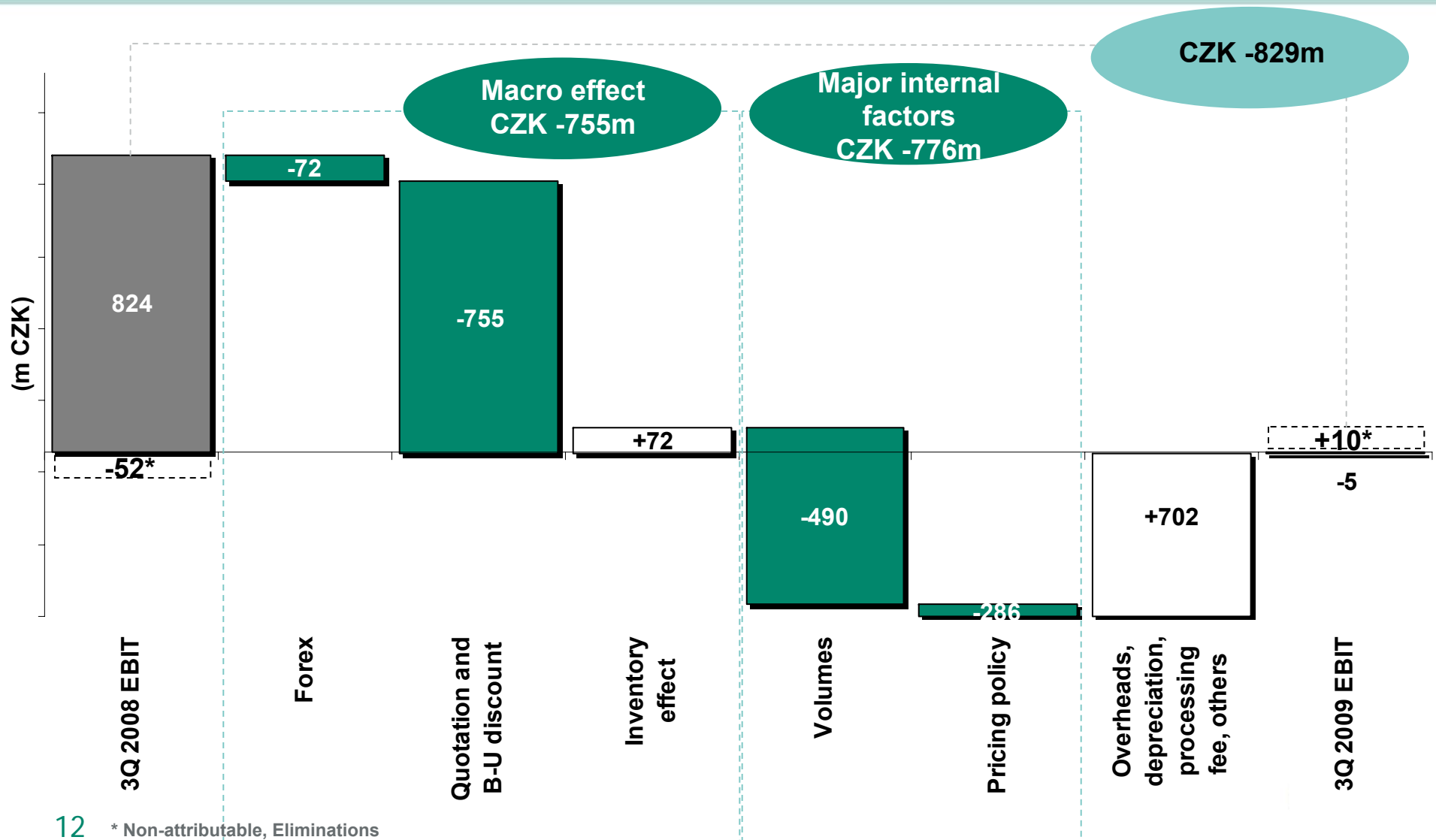
- Stabilisation of demand and improved margins.
- Negative effect of the unplanned one-week steam cracker shutdown.
- Negative FX effect of USD/EUR strengthening.

RETAIL DISTRIBUTION

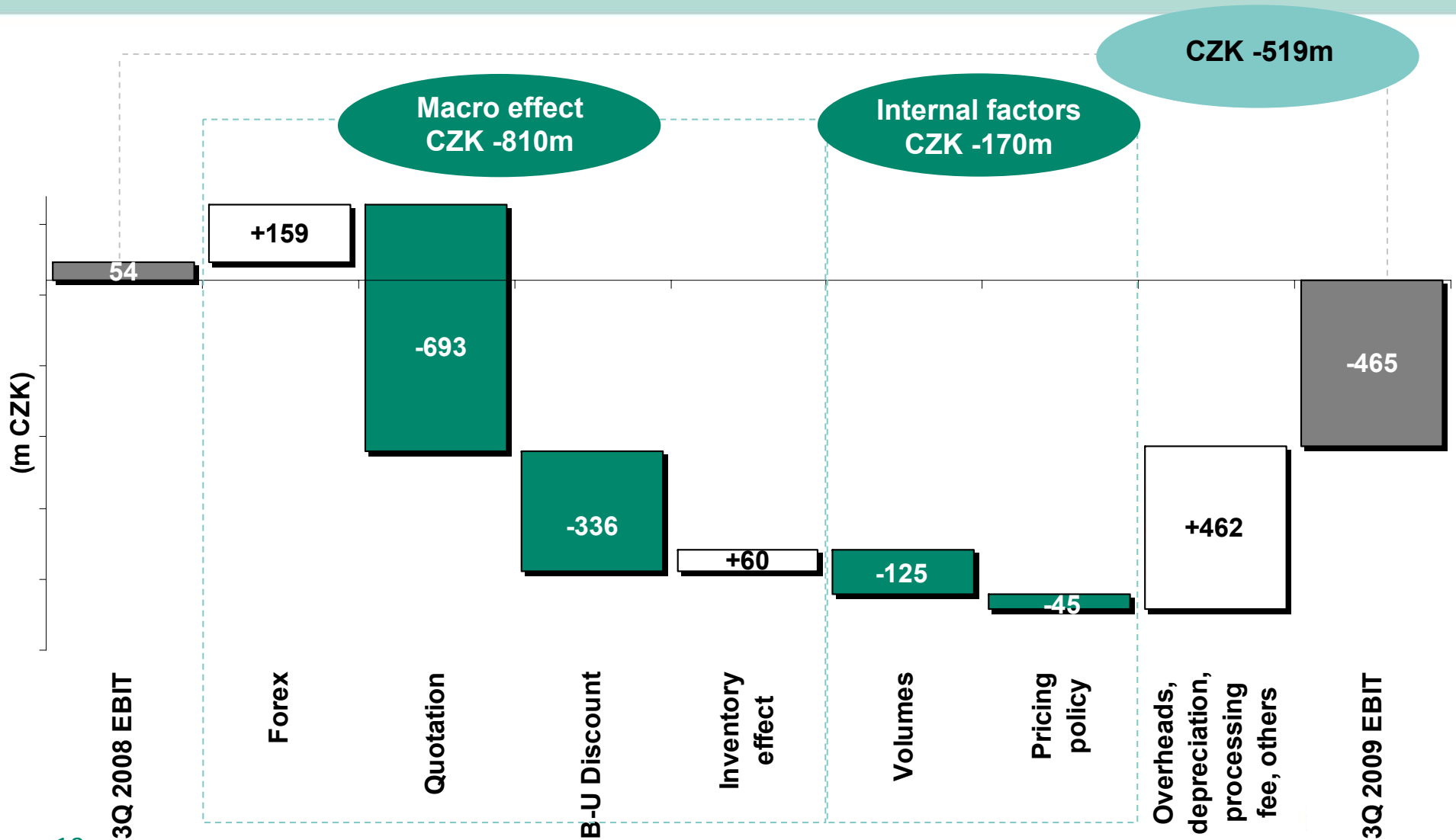
- Strong unit margins, prolonging its upward trend from the first half of the year.
- Certain improvements in transit transport from earlier in the year.

- Ongoing signs of cost reduction

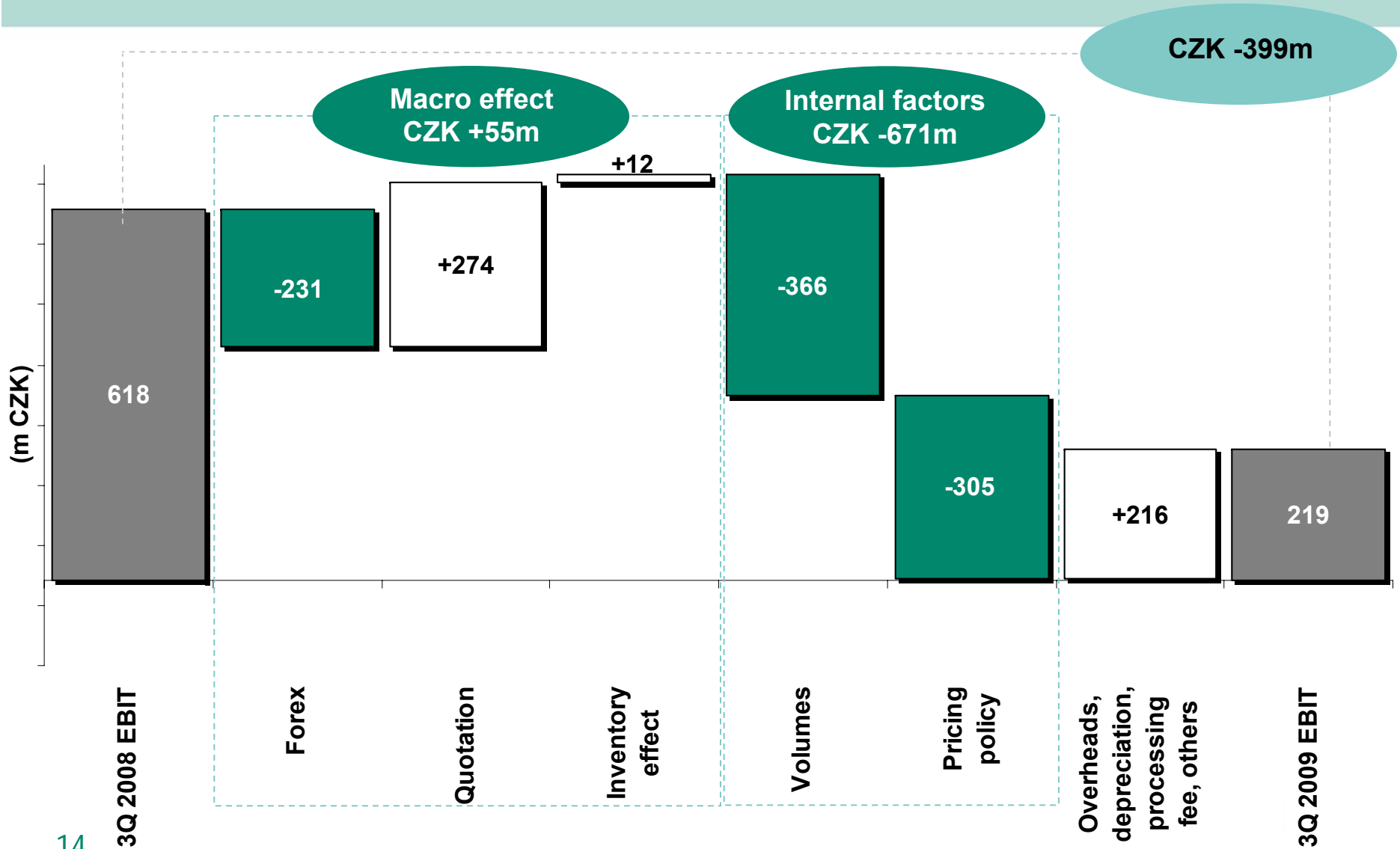
COMBINED FACTORS ON CONSOLIDATED EBIT



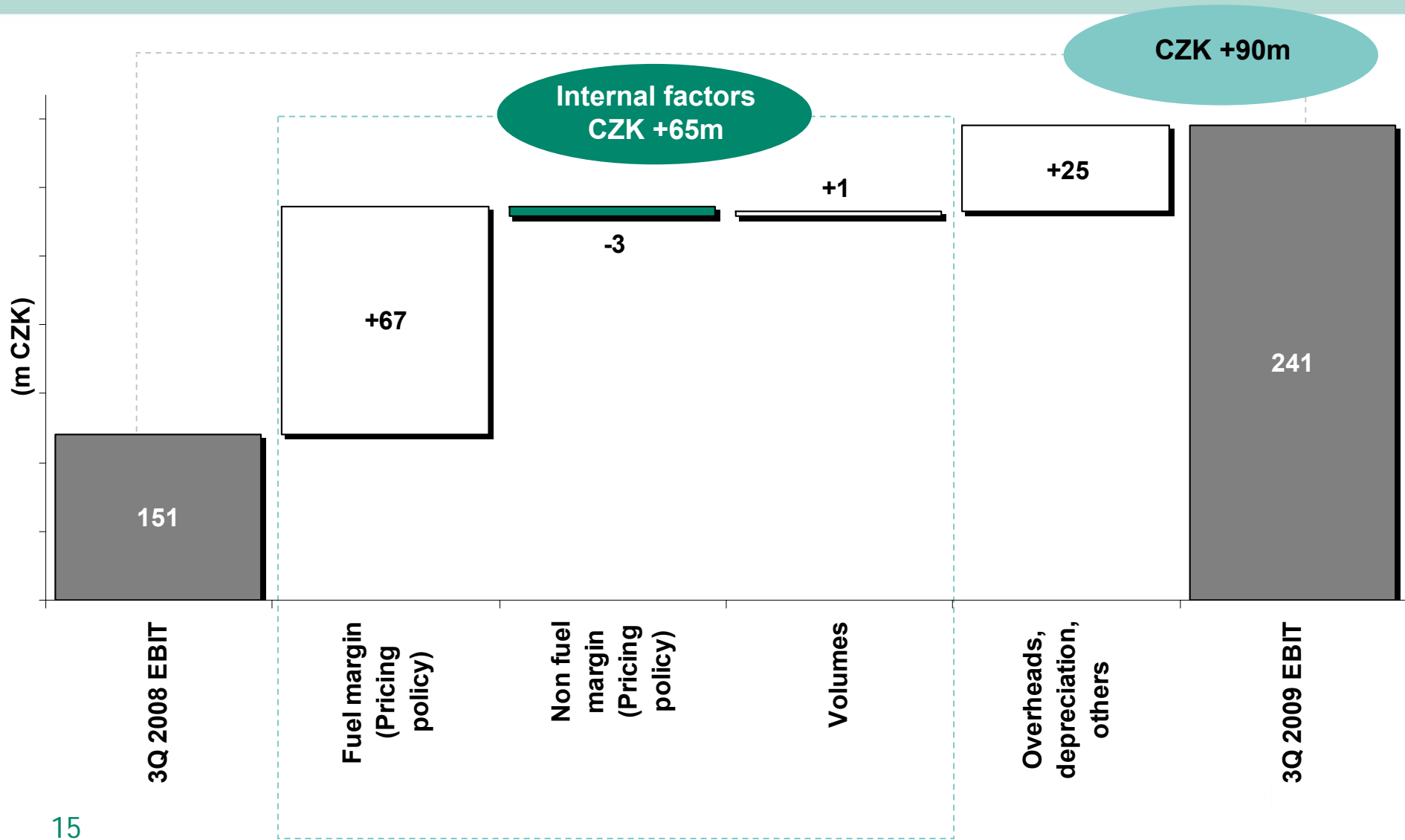
MAIN FACTORS AFFECTING EBIT IN REFINING



MAIN FACTORS AFFECTING EBIT IN PETCHEM



MAIN FACTORS AFFECTING EBIT IN RETAIL



AGENDA

Macro and operational highlights

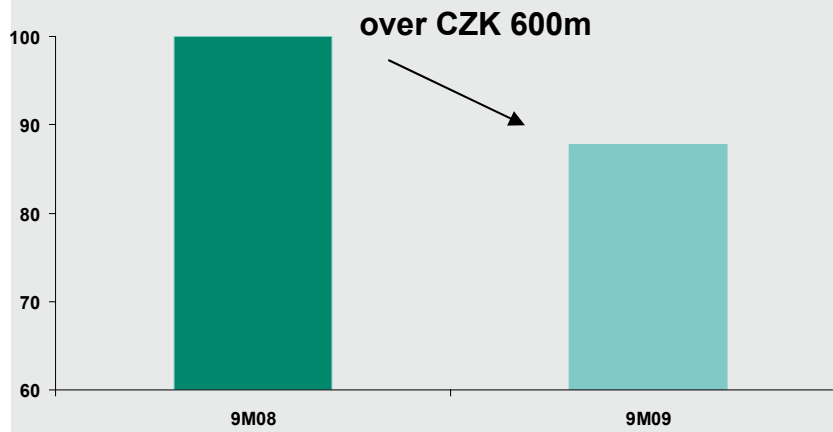
Financial results

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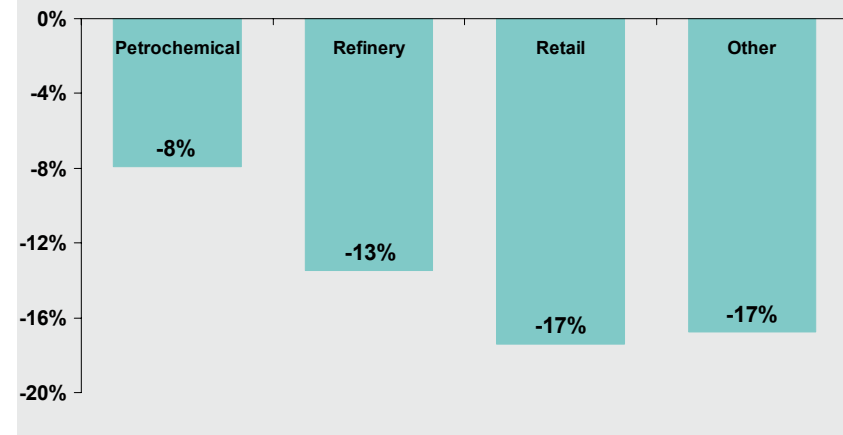
Supporting slides

FIXED COST REDUCTION AHEAD OF OUR OBJECTIVES

Achieved fixed cost reduction (9M08 base)



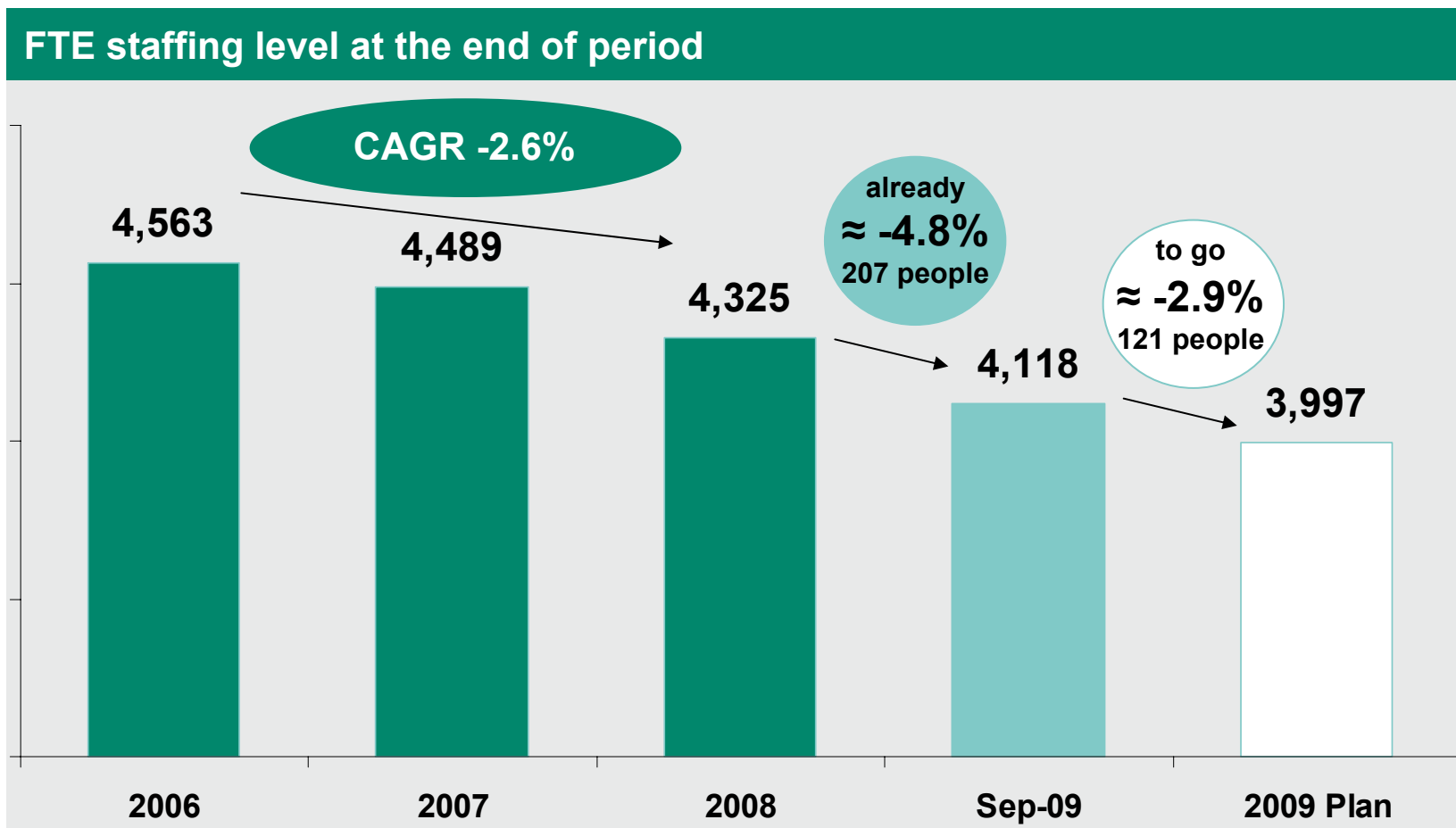
Segmental breakdown of y/y reduction



MAIN CONTRIBUTIONS

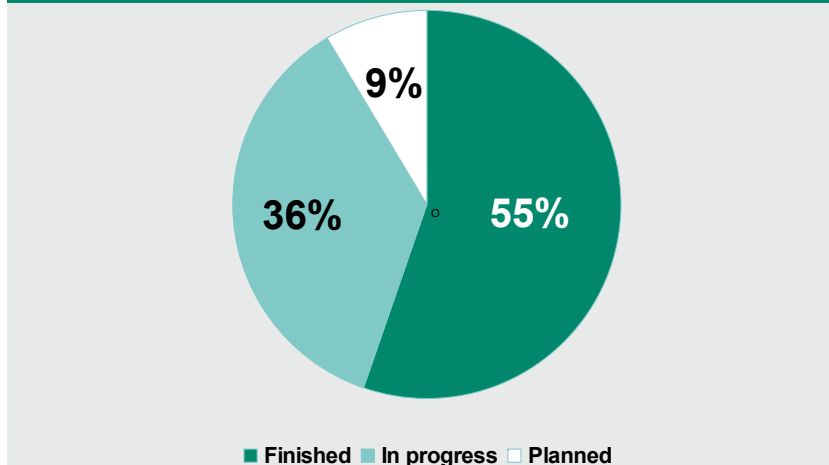
- Staff costs, Promotion, Overhead material, Fuel and Travel costs.
- Refining and Petrochemical segment accounts for 60% of cost reduction.
- Cost reduction in all segments better than planned.

HR RESTRUCTURING¹⁾ IN LINE WITH PLANS

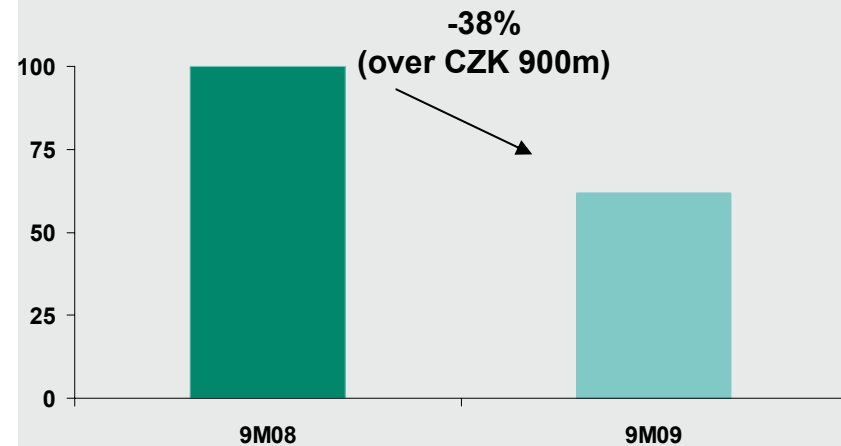


VARIABLE COST AND CAPEX REDUCTION ON TRACK TO REACH OUR TARGETS

Updated status of variable cost savings



CAPEX cuts (9M08 base)



VARIABLE COST SAVINGS

- Identification of additional cost savings (estimated range of CZK 200m – 300m full year impact unchanged).
- Decreased share of planned initiatives from 30% in 2Q09 to 9% in 3Q09 in favour of initiatives in progress, from 9% in 2Q09 to 36% in 3Q09.

CAPEX DEVELOPMENT

- 9M09 CAPEX¹⁾ is lower than 2009 plan and reaches 66% of our annual target.
- 82% of CAPEX on ongoing projects, mainly development and refurbishment.
- 18% of CAPEX on newly launched projects, mainly refurbishment.

CALENDAR OF UPCOMING EVENTS

IR events

- **Beginning of February 2010¹⁾** **4Q09 trading statement**
- **End of February 2010¹⁾** **4Q09 consolidated results**

THANK YOU FOR YOUR ATTENTION

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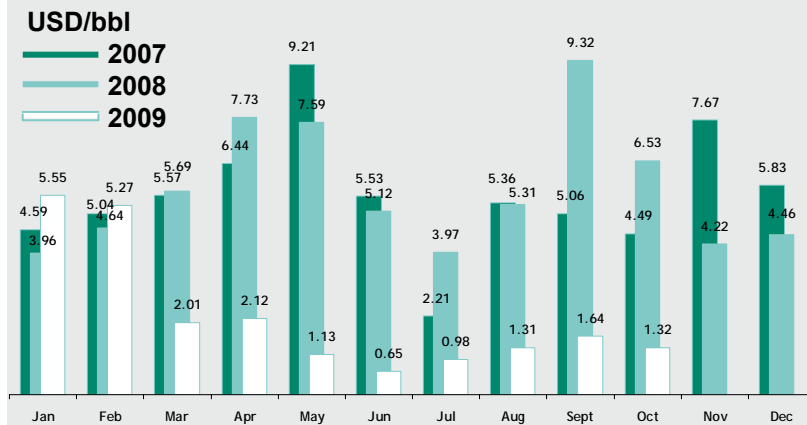
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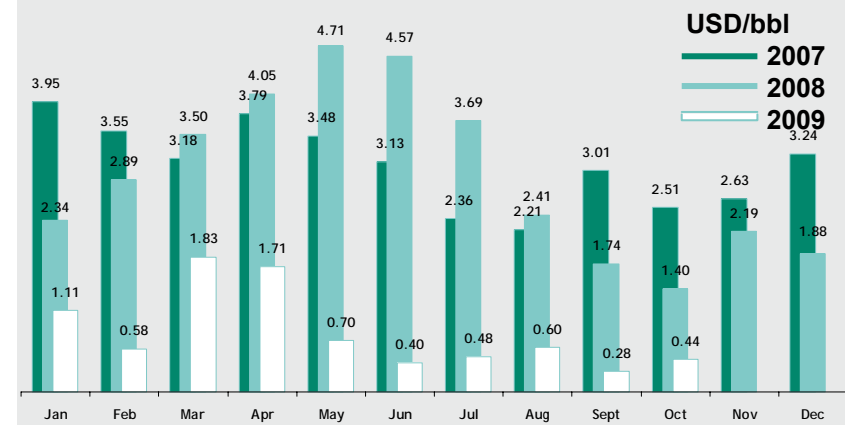
EXTERNAL ENVIRONMENT

Refining

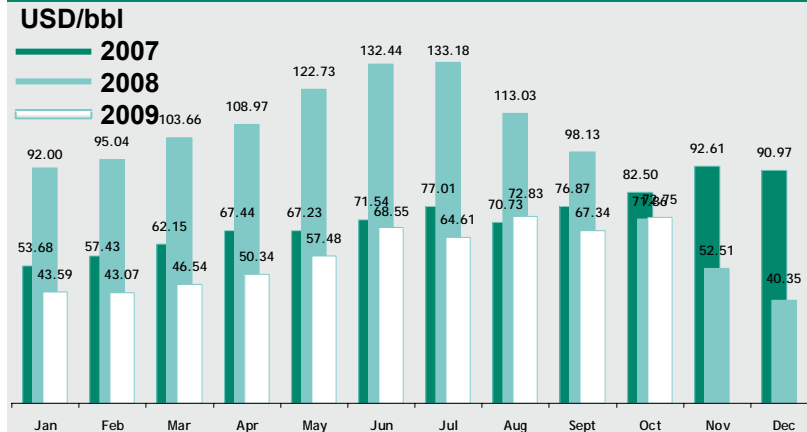
Unipetrol model refining margin



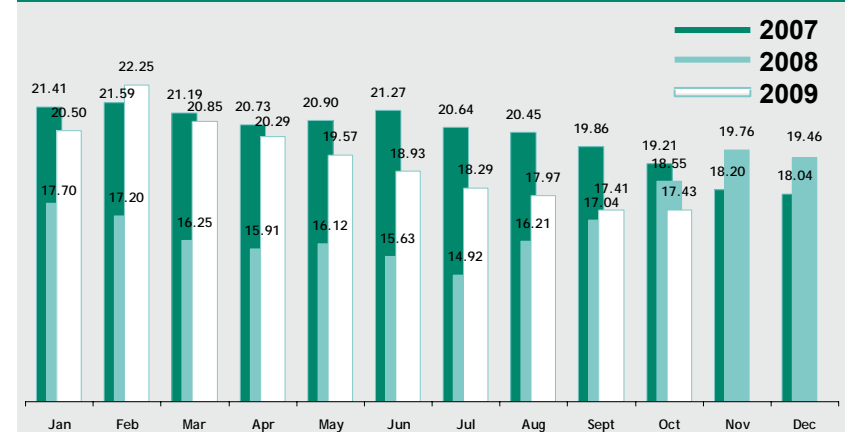
Brent-Ural price differential¹⁾



Brent crude price



CZK/USD



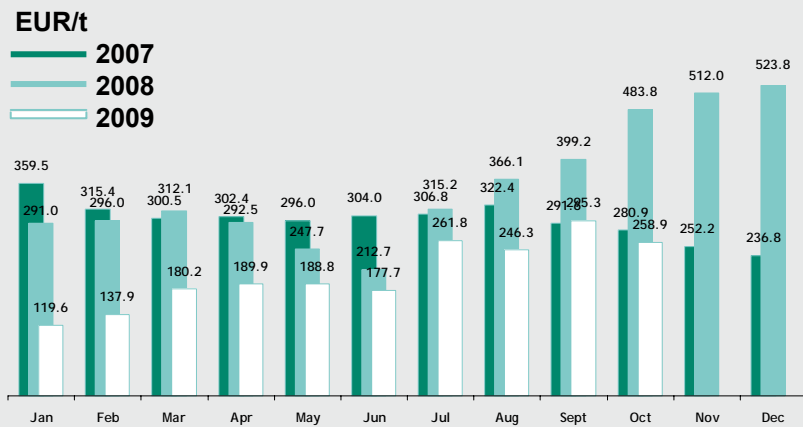
1) Spread fwd Brent Dtd v Ural Rdam = Med Strip - Ural Rdam (Ural CIF Rotterdam)

Source: PLATTS, FERTWEEK, CNB

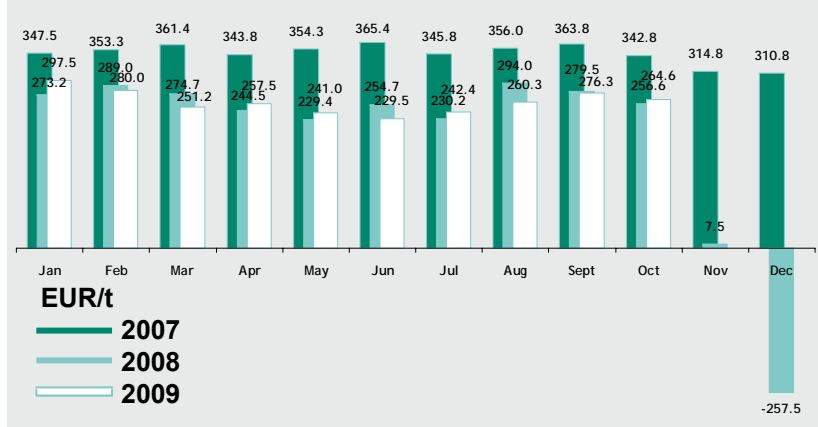
EXTERNAL ENVIRONMENT

Petrochemical

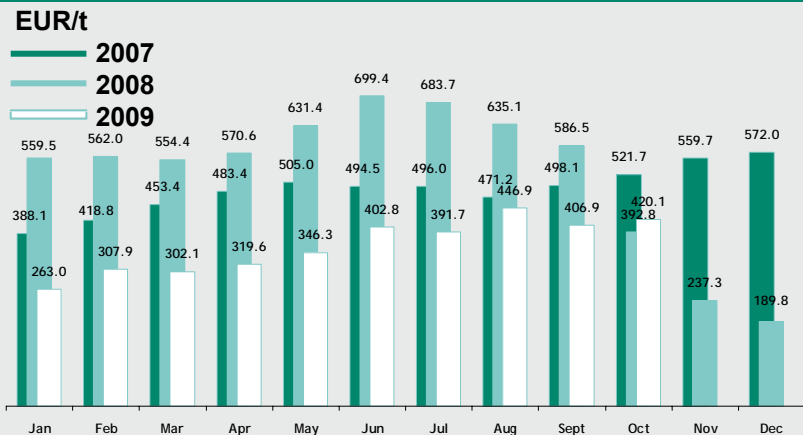
Unipetrol model olefin margin



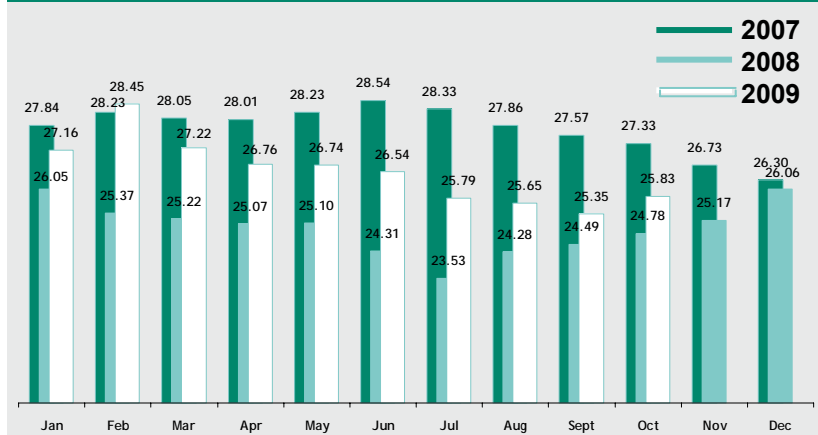
Unipetrol model polyolefin margin



Naphtha price



CZK/EUR



OUTSIDE UNIPETROL GROUP SALES BREAKDOWN

Refinery products

	3Q08	2Q09	3Q09	Q/Q	Y/Y	9M08	9M09	9M/9M
kt	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Fuels and other refinery products	865	592	775	+31%	-10%	2,227	2,056	-8%
Diesel	437	316	386	+22%	-12%	1,131	1,061	-6%
Petrol	168	133	179	+35%	+7%	493	483	-2%
JET	26	10	28	+180%	+8%	67	54	-19%
LPG	28	14	29	+107%	+4%	75	69	-8%
Fuel oils	37	18	28	+56%	-24%	150	107	-29%
Naphtha	3	2	1	-50%	-67%	4	4	0%
Bitumen	84	65	83	+28%	-1%	196	177	-10%
Lubes	12	10	10	0%	-17%	32	28	-13%
Rest of refinery products	69	25	31	+24%	-55%	78	73	-6%
Retail distribution - Benzina	133	128	134	+5%	+1%	376	371	-1%

OUTSIDE UNIPETROL GROUP SALES BREAKDOWN

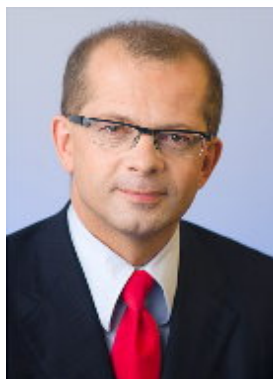
Petrochemicals

	3Q08	2Q09	3Q09	Q/Q	Y/Y	9M08	9M09	9M/9M
kt	1	2	3	5=3/2	6=3/1	7	8	9=8/7
Petrochemicals	486	437	447	+2%	-8%	1,491	1,327	-11%
Ethylene	23	20	22	+10%	-4%	73	65	-11%
Benzene	51	40	49	+23%	-4%	144	134	-7%
Propylene	9	5	14	+180%	+56%	22	27	+23%
Urea	49	36	41	+14%	-16%	142	125	-12%
Ammonia	48	61	61	0%	+27%	145	173	+19%
C4 fraction	45	29	37	+28%	-18%	135	104	-23%
Oxo-alcohols	17	6	1	-83%	-94%	46	18	-61%
Polyethylene (HDPE)	62	85	61	-28%	-2%	230	216	-6%
Polypropylene	53	58	52	-10%	-2%	156	163	+4%
Rest of petrochemical products	129	97	108	+11%	-16%	397	301	-24%

SEGMENTAL REVENUES AND EBITDA

	3Q08 ¹⁾	2Q09	3Q09	Q/Q	Y/Y	9M08 ¹⁾	9M09	9M/9M
CZK bn	1	2	3	5=3/2	6=3/1	7	8	9=8/7
Revenues, of which	29.9 ²⁾	15.8	18.7²⁾	+19%	-37%	79.1	49.0	-38%
• Refining	23.6	11.2	14.0	+25%	-41%	60.8	36.0	-41%
• Petrochemicals	10.3	6.3	6.6	+5%	-36%	30.0	18.2	-39%
• Retail distribution	2.9	2.0	2.2	+10%	-24%	8.0	5.6	-30%
• Others, Non-attributable, Eliminations	-6.8	-3.7	-4.0	n/a	n/a	-19.7	-10.8	n/a
	3Q08 ¹⁾	2Q09	3Q09	Q/Q	Y/Y	9M08 ¹⁾	9M09	9M/9M
CZK m	1	2	3	5=3/2	6=3/1	7	8	9=8/7
EBITDA, of which	1,638	584	866	+48%	-47%	4,831	2,159	-55%
• Refining	343	216	-187	n/a	n/a	2,057	-25	n/a
• Petrochemicals	1098	-16	686	n/a	n/a	2,178	1,244	-43%
• Retail distribution	244	281	334	+19%	+37%	677	765	+13%
• Others, Non-attributable, Eliminations	-47	102	33	-68%	n/a	-81	175	n/a

AMENDED BOARD OF DIRECTORS



Krzysztof Urbanowicz
Chairman and CEO



Marek Serafin
Vice-Chairman



Wojciech Ostrowski
Vice-Chairman
and CFO



Martin Durčák
Member and
Chief Retail
Officer



Ivan Ottis
Member and
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Officer



Piotr Chełmiński
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Administration
Officer



Artur Paździor
Member and Chief
Petrochemical
Officer

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 - 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 development 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 the 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.