

# UNIPETROL GROUP



**Integrated downstream player with  
petrochemical focus**

**February 2010**



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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.

# AGENDA

- **Intro and main financial highlights**

**Unipetrol in the light of macro development**

**Optimization plan achievements**

**Supporting slides**

# UNIPETROL AS A PART OF PKN ORLEN GROUP

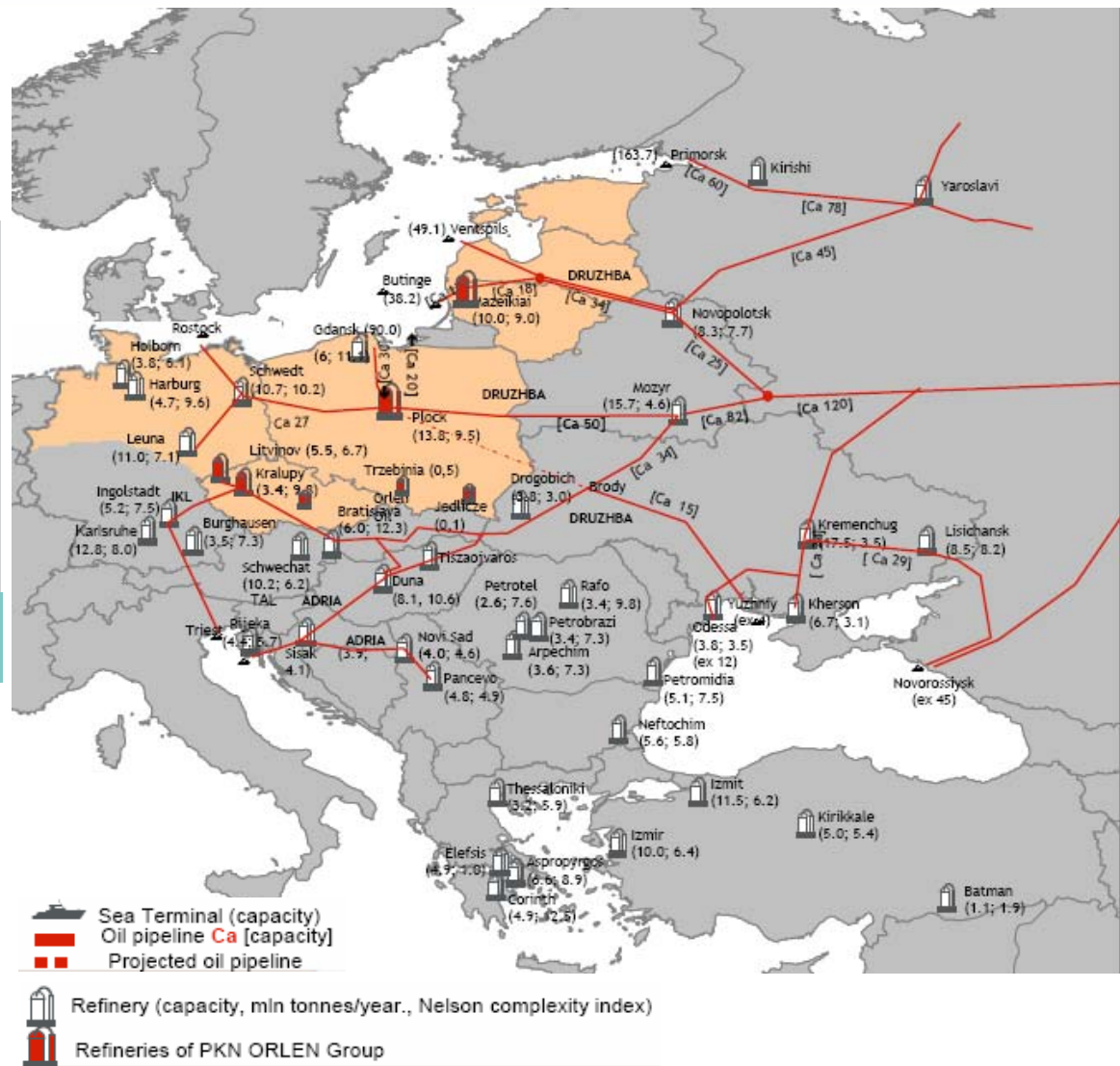
## Basic Data

### Unipetrol Group

- **3 refineries** with a total annual capacity of ca 5.5 mil. tonnes and **integrated petrochemical plant**
- More than **335 filling stations**
- About **4,000 employees**
- Part of the **PKN Orlen Group** since 2005

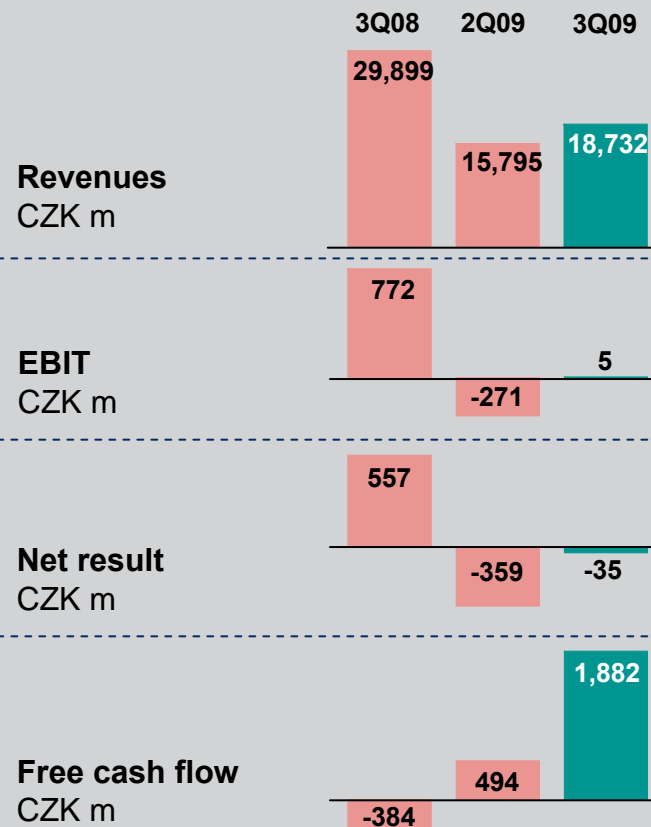
### PKN Orlen Group

- **7 refineries** in Poland, the Czech Republic and Lithuania with a total annual processing capacity of ca 30 mil. tonnes
- **2,700 filling stations** in Poland, the Czech Republic, Germany and Lithuania
- More than **20,000 employees**

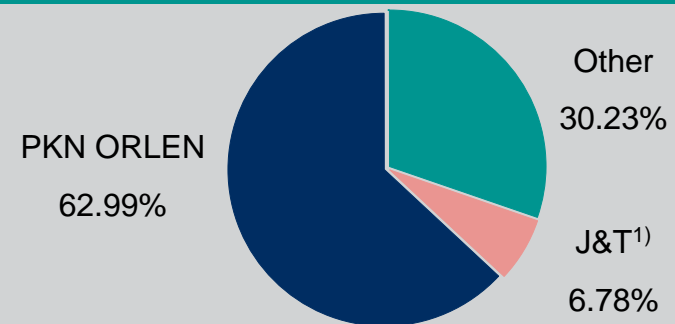


# QUICK OVERVIEW OF UNIPETROL GROUP

## Basic Financial Data



## Ownership Structure of UNIPETROL, a.s.



## Main subsidiaries



Unipetrol RPA - 100%



Ceska Rafinerska - 51%



Benzina - 100%

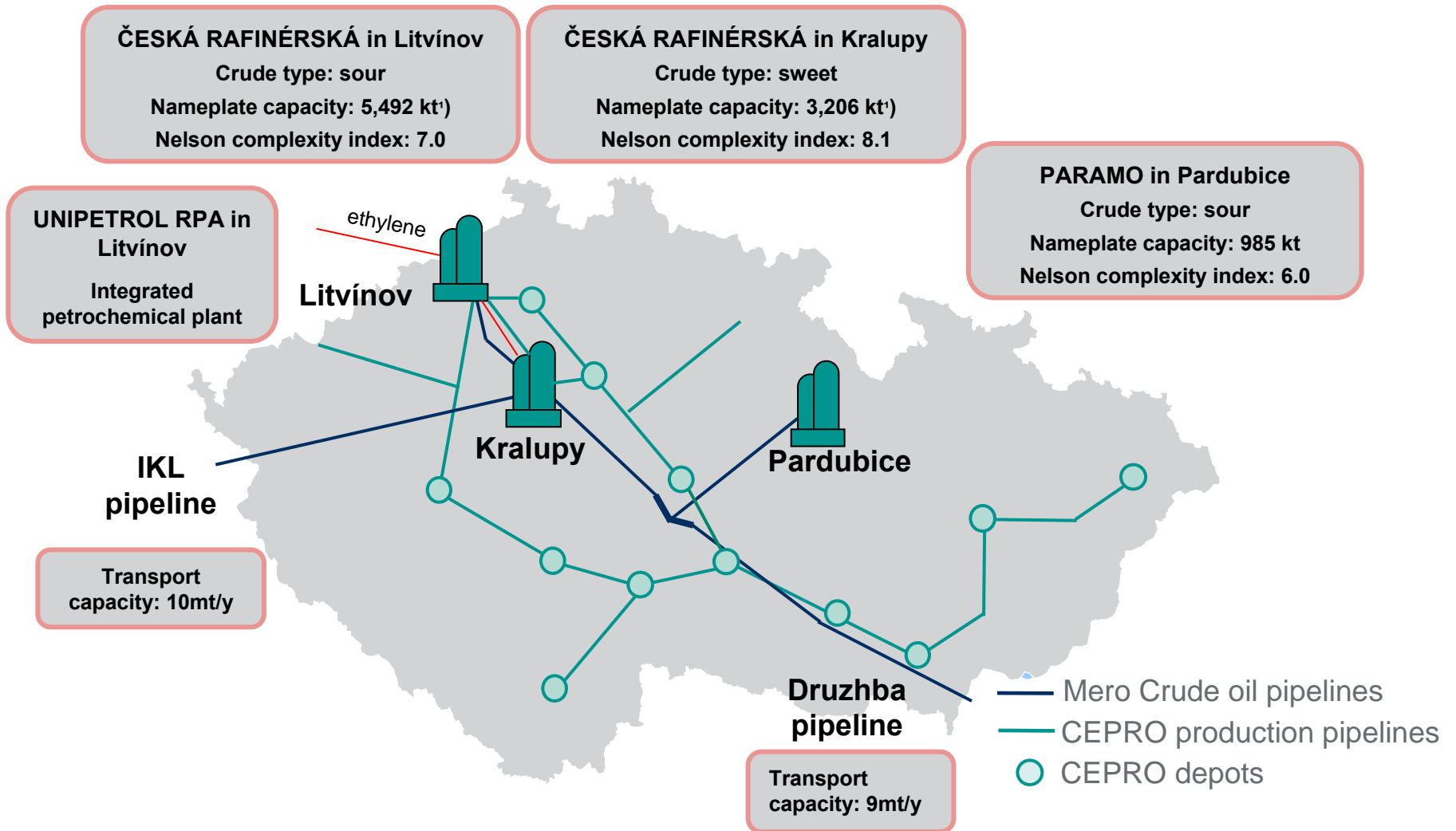


Paramo - 100%

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1) According to regulatory announcement no. 26/2009 as of 7 September 2009

# DIVERSIFIED CRUDE OIL SUPPLY ROUTES

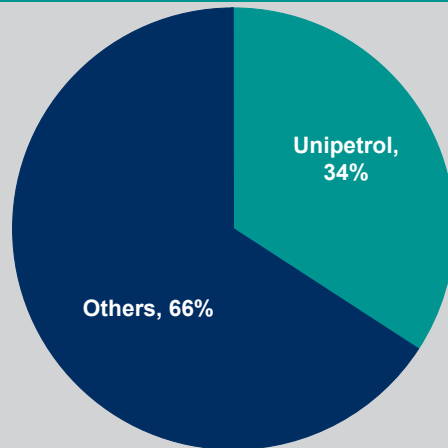


1) 100% of capacity of ČESKÁ RAFINÉRSKÁ

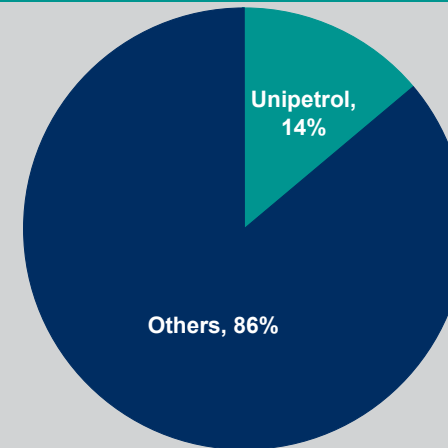


# IMPORTANT PLAYER FROM REGIONAL AS WELL AS EUROPEAN PERSPECTIVE

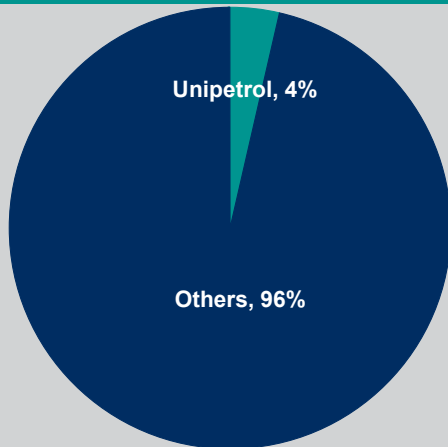
## Refining – market share in the Czech Republic



## Retail – market share in the Czech Republic



## Petrochemical – market share in Europe



- **Refining:** In addition to Czech market, Unipetrol has ca 15% market share in Slovakia
- **Retail:** steadily growing market share from below 10% in 2005
- **Petrochemical:** currently higher market share in HDPE market ca 5% than PP market ca 2%

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Optimization plan achievements

Supporting slides

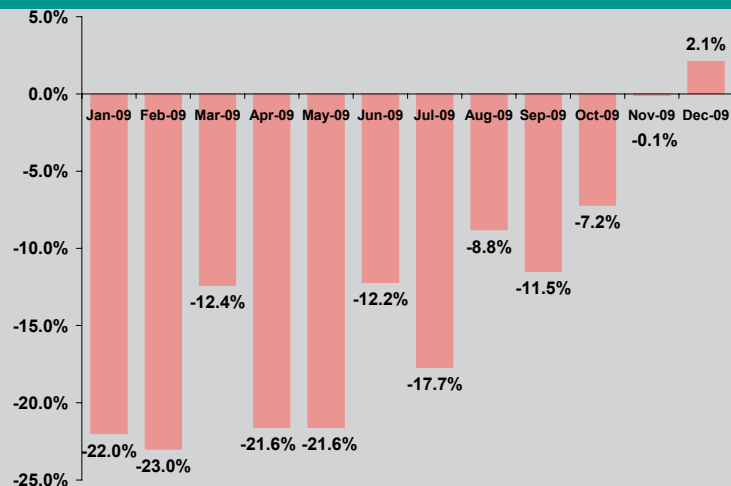


# MACROECONOMIC INDICATORS SUGGESTS IMPROVING ENVIRONMENT

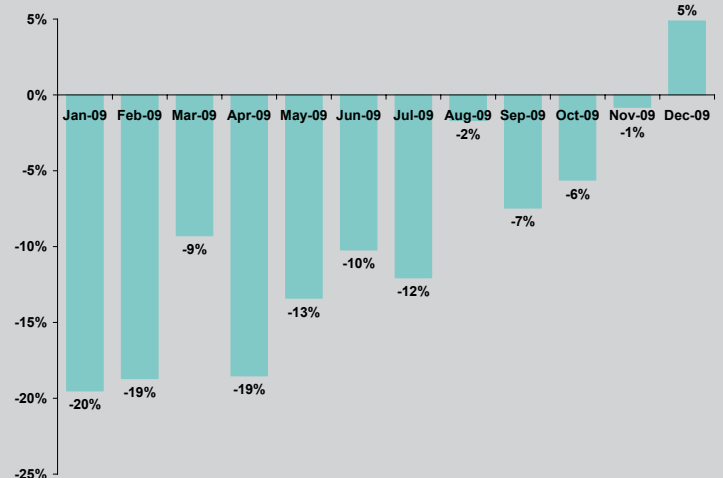
- Czech Republic's GDP growth is expected to show slightly positive development in 2010
- Declines in industrial activity reversed and highway tolls also shows constant improvement in the trend

	2008	2009 (estimate)	2010 (forecast)
<b>GDP growth</b>	<b>2.5%</b>	<b>-4.0%</b>	<b>1.3%</b>
<b>Inflation rate (average)</b>	<b>6.3%</b>	<b>1.0%</b>	<b>2.0%</b>
<b>Unemployment rate</b>	<b>5.4%</b>	<b>9.2%</b>	<b>10.1%</b>
<b>Government deficit (bn CZK)</b>	<b>-77</b>	<b>-240</b>	<b>-196</b>
<b>% of GDP</b>	<b>-2.1%</b>	<b>-6.6%</b>	<b>-5.3%</b>
<b>CZK/EUR (end of period)</b>	<b>24.9</b>	<b>26.4</b>	<b>25.8</b>

**Czech industrial production (y/y)**



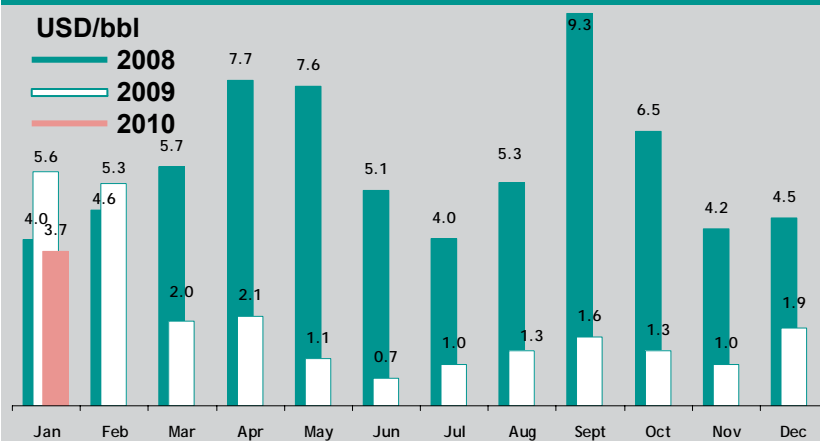
**Collected Czech highway tolls (y/y)**



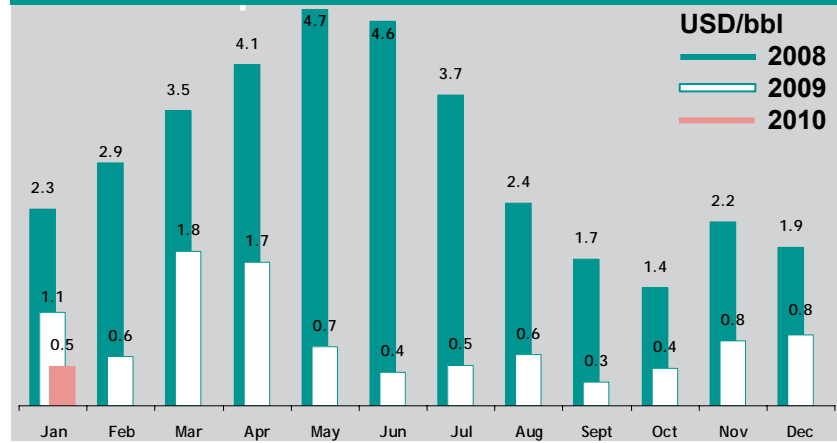
Source: MF CR, Czech Statistical Office, CTK

# REFINING MARGIN AS WELL AS BRENT-URAL DIFFERENTIAL SLIGHTLY IMPROVING

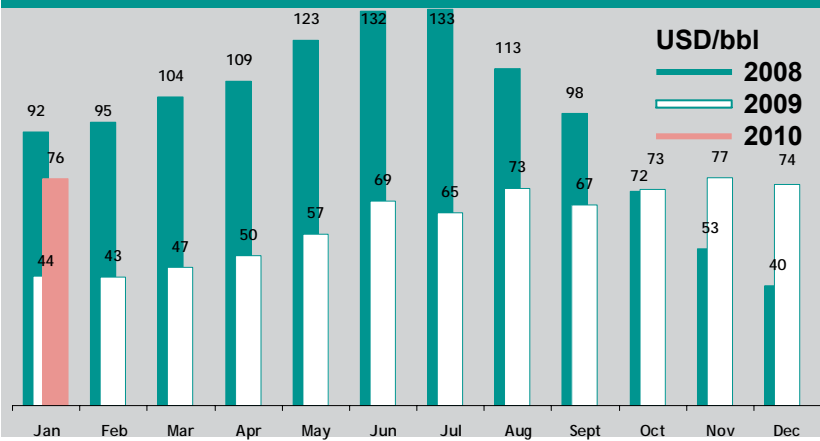
## Unipetrol model refining margin <sup>1)</sup>



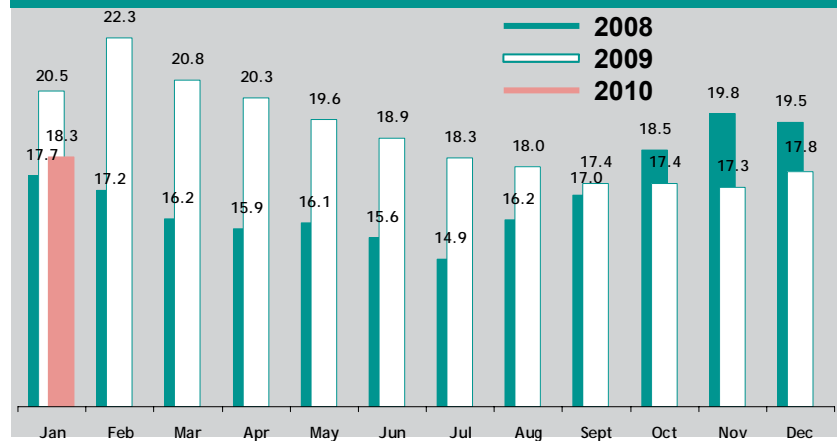
## Brent-Ural price differential <sup>2)</sup>



## Brent crude price (feedstock)



## CZK/USD

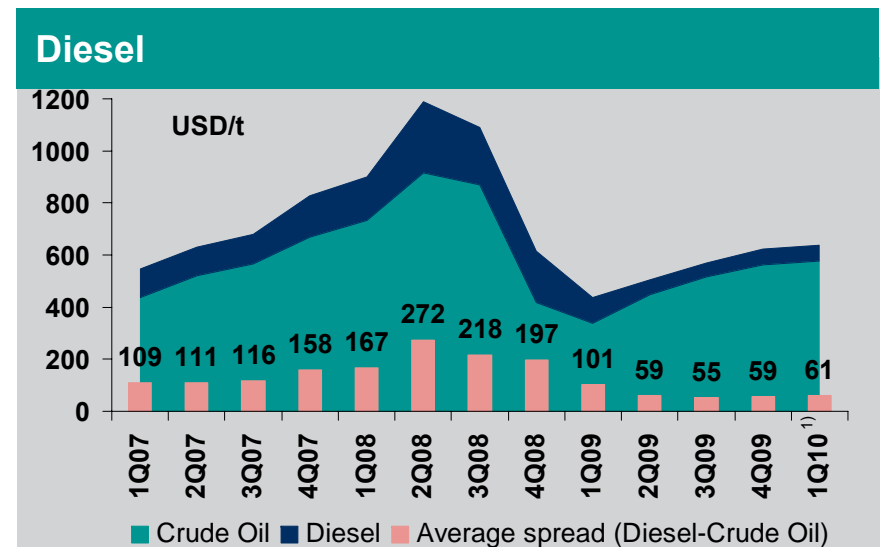
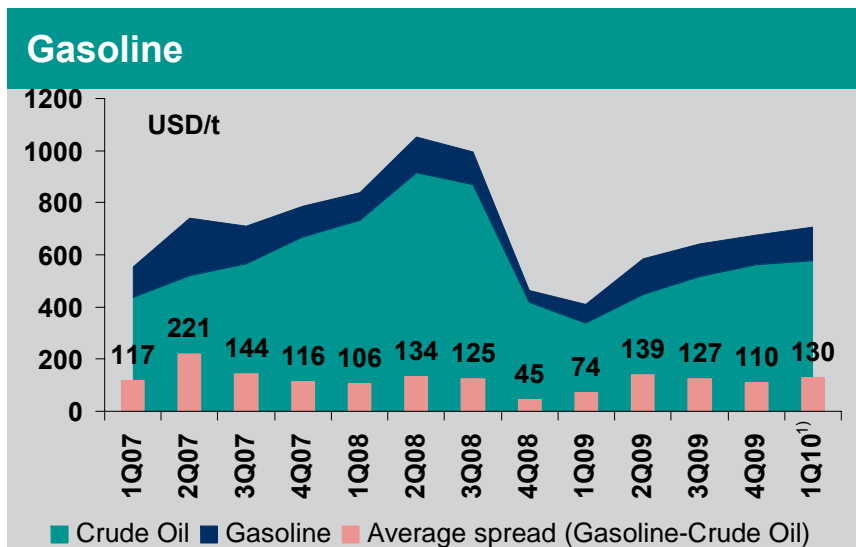


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- 1) Unipetrol model refining margin = revenues from products sold (97% Products = Gasoline 17%, Petchem feedstock 20%, JET 2%, Diesel 40%, Sulphur Fuel Oils 9%, LPG 3%, Sulphur 1%, Other feedstock 5%) minus costs (100% input = Brent Dated); product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

Source: REUTERS, FERTWEEK, CNB

# DIESEL UNDER PRESSURE LATELY BUT EXPECTED TO RECOVER



# PRODUCT MIX CONTINUES TO BE BIASED TOWARDS MIDDLE DISTILLATES...

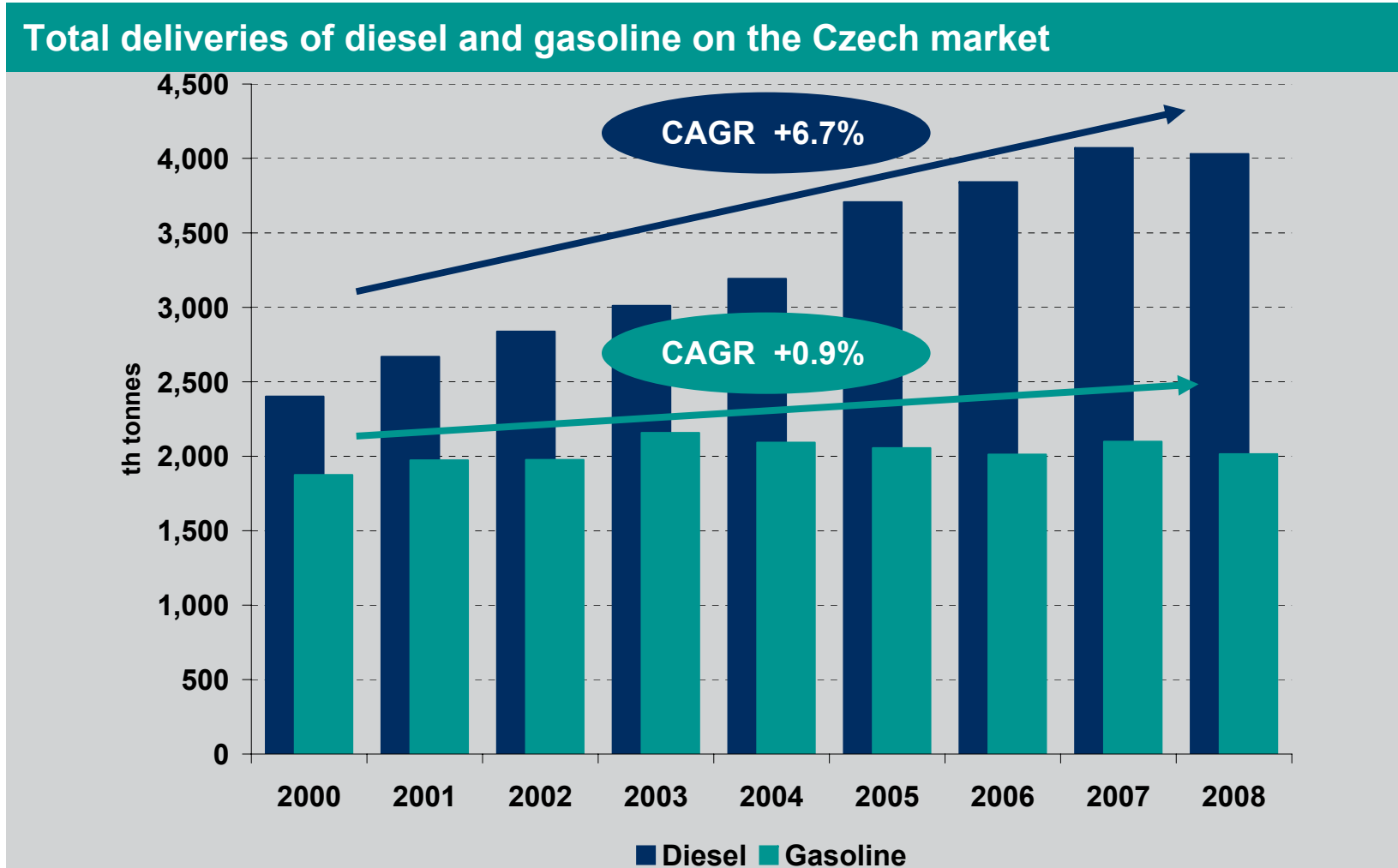
	2005	2006	2007	2008	2009
<b>Crude oil throughput (kt)</b>	4,152	4,281	4,137	4,533	4,110
<b>Utilisation ratio (%)</b>	75	77	75	82	75
<b>Light distillates<sup>1)</sup> yield (%)</b>	30	32	31	31	31
<b>Middle distillates<sup>2)</sup> yield (%)</b>	38	40	43	44	44
<b>Heavy distillates<sup>3)</sup> yield (%)</b>	14	11	10	10	10
<b>Refinery products sales<sup>4)</sup> (kt)</b>	3,025	2,818	3,123	3,324	2,915
<b>Petrochemical products sales<sup>4)</sup> (kt)</b>	1,560	1,480	1,660	1,830	1,824
<b>Retail sales<sup>4)</sup> (kt)</b>	368	443	498	501	494

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- 1) LPG, gasoline, naphtha
- 2) JET, diesel
- 3) Fuel oils, bitumen
- 4) Sales outside Unipetrol Group

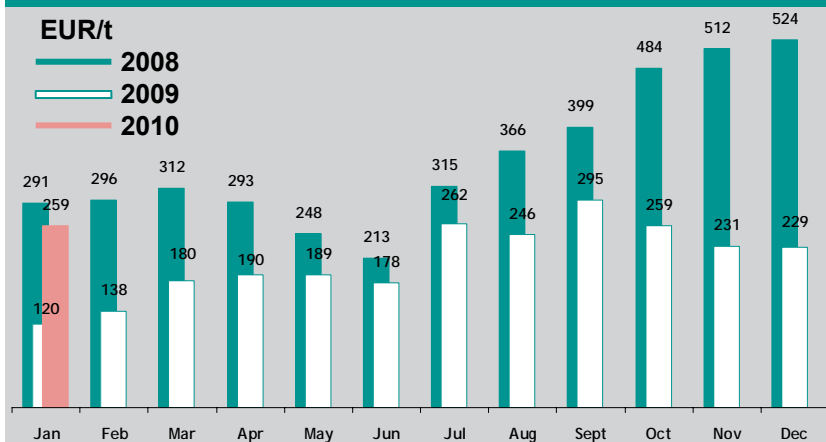
All data refers to Unipetrol RPA, i.e., 51.225% of Ceska Rafinerska and 100% of Paramo

# ...AS DIESELATION TREND IS CLEARLY VISIBLE AND EXPECTED TO CONTINUE

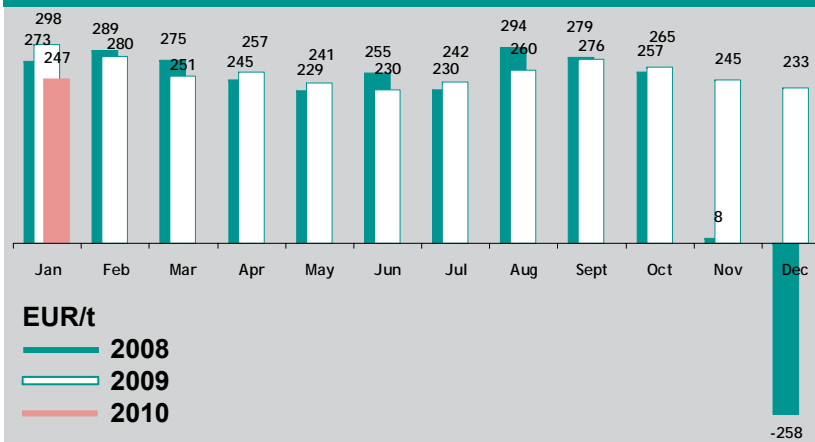


# COMBINED PETCHEM MARGIN ENJOYS SLIGHTLY UPWARD TREND

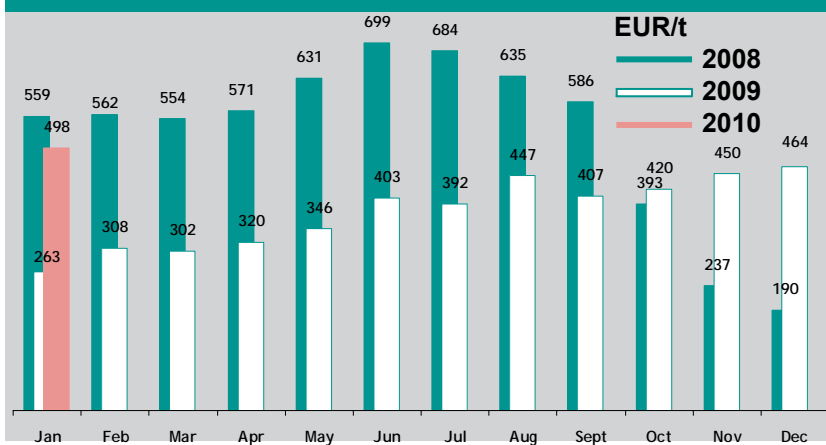
## Unipetrol model olefin margin 1)



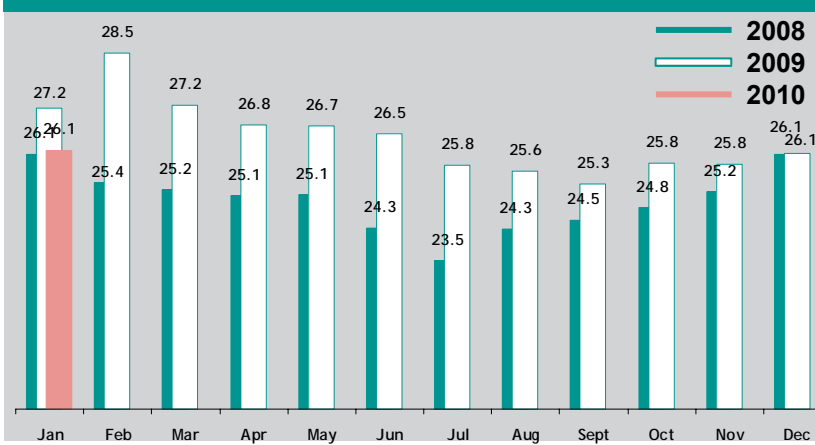
## Unipetrol model polyolefin margin 2)



## Naphtha price (feedstock)



## CZK/EUR



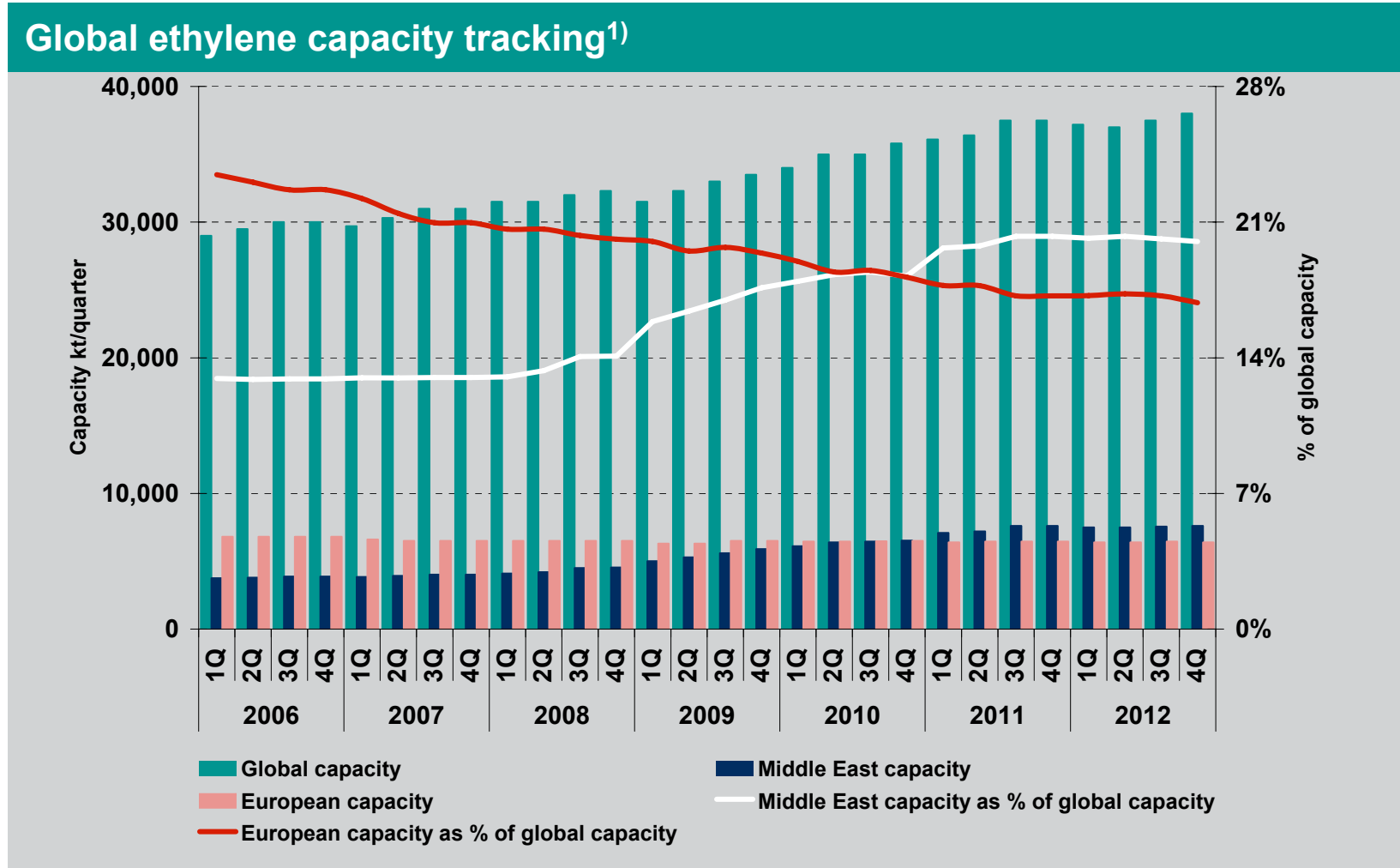
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1) Unipetrol model petrochemical olefin margin = revenues from products sold (100% Products = 40% Ethylene + 20% Propylene + 20% Benzene + 20% Naphtha) minus costs (100% Naphtha); product prices according to quotations.

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.

Source: REUTERS, ICIS, CNB

# MID-TERM DYNAMICS DUE TO INCREASING CAPACITIES IN THE MIDDLE EAST



1) Data excludes Russia and CIS

Source: ICIS, 2010 Reed Business Information Ltd.



# NEW MIDDLE EAST AND ASIAN PETCHEM CAPACITIES TO BE LAUNCHED IN 2010...

COMPANY	LOCATION	PRODUCT	CAPACITY (kt/y)	START-UP
Sharq	Saudi Arabia	PE	800	1Q2010
Qatofin/Q-Chem	Qatar	PE	800	1Q2010
Borouge	Abu Dabi	PE	540	mid-2010
		PP	800	

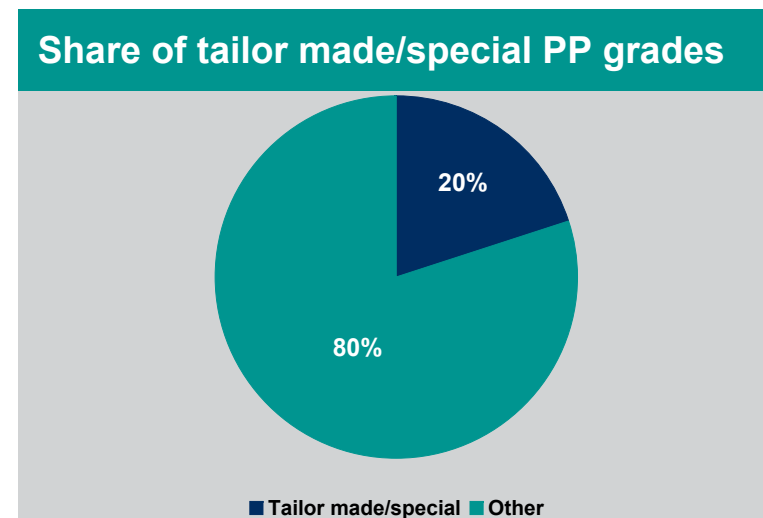
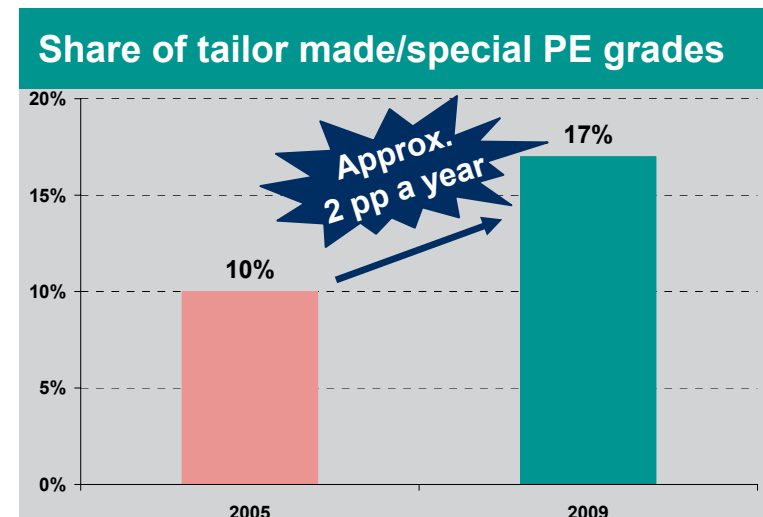
COMPANY	LOCATION	PRODUCT	CAPACITY (kt/y)	START-UP
Tianjin PC	China	PE	600	1Q2010
		PP	450	
Zhenhai Ethylene	China	PE	450	1Q2010
		PP	300	
Baotou Shenhua	China	PE	200	3Q2010
		PP	300	
Ningxia Shenhua	China	PP	500	mid-2010
Indian Oil Corp	India	PE	600	mid-2010
		PP	600	

## ...BUT OPERATIONAL HICK-UPS AND MORE MAINTENANCE COULD BE EXPECTED

- Launch of larger new units is expected to bring **operational hick-ups in 2010**, thus 2010 production should not be materially impacted by new additions
- More units on stream bode for **more maintenance in 2010**, in Asia 22 crackers versus 15 crackers in 2009, which favors other producers, e.g. short-term exports from European producers
- **Revival of demand in 2010** is fuelling some optimism to polyolefins, with continuous substitution of traditional materials by plastics
- **Gaining additional time** for smaller players like Unipetrol, to further focus on speciality grades and tailor made products to fend off competition from potential reshuffling of supply/demand balances towards European market

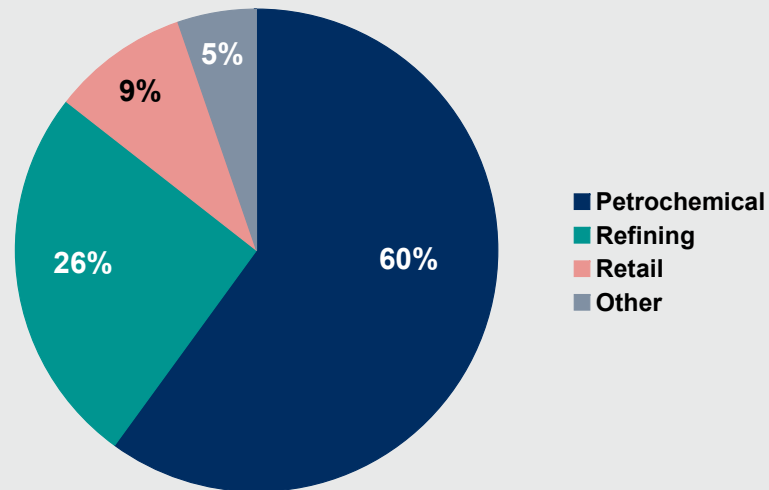
# TAILOR MADE AND SPECIAL PETROCHEMICAL GRADES IN UNIPETROL'S FOCUS

- **Shifting focus towards products with a higher added value** - products requiring the observance of stringent European standards confirmed by independent certification (e.g. civil engineering sector – geomembranes/landfills, health sector – bicomponent fibres for non-woven textiles)
- **Our main markets for petrochemical production:** Czech Republic, Germany, Slovakia, Austria, The Baltic countries, and Ukraine
- **Main sectors:** packaging (58%), building (16%), textile (12%), smaller exposure to automotive (4%), electro (4%), agro (3%) and other (3%)



# PETCHEM CONTINUES TO ACCOUNT FOR MAJORITY OF PLANNED CAPEX

Segment share of 2010 planned CAPEX



- **Sulphur Recovery Unit Tail Gas:** environmental investment to meet the new legislation on sulphur recovery efficiency
- **Reconstruction of steam cracker furnaces:** continuous modernization of strategic asset in petrochemical production
- **Processing of waste water:** environmental investment to ensure sufficient capacity and quality waste water treatment
- **Completion of Butadienne unit:** strategic investment to offtake C4 fraction from steam cracker in exchange for raffinate 1 for MTBE production
- **Exchange of retail information system:** better monitoring and optimization of filling stations

# AGENDA

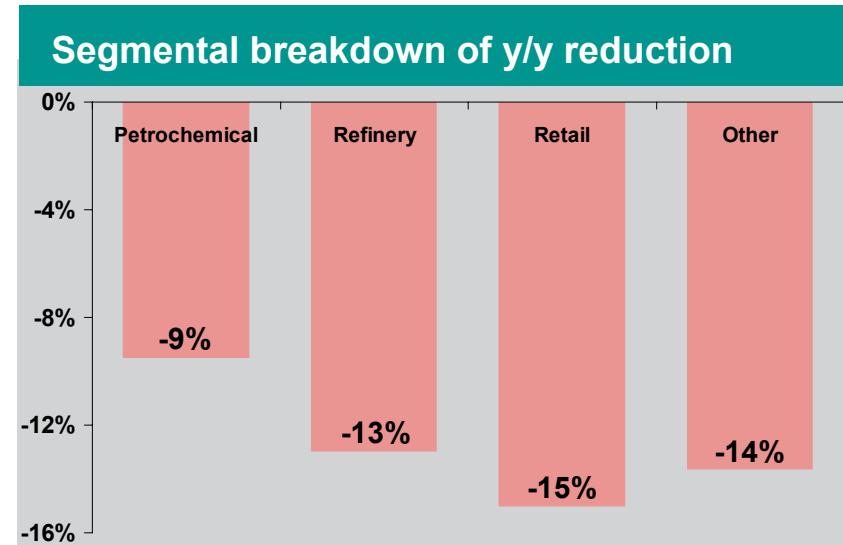
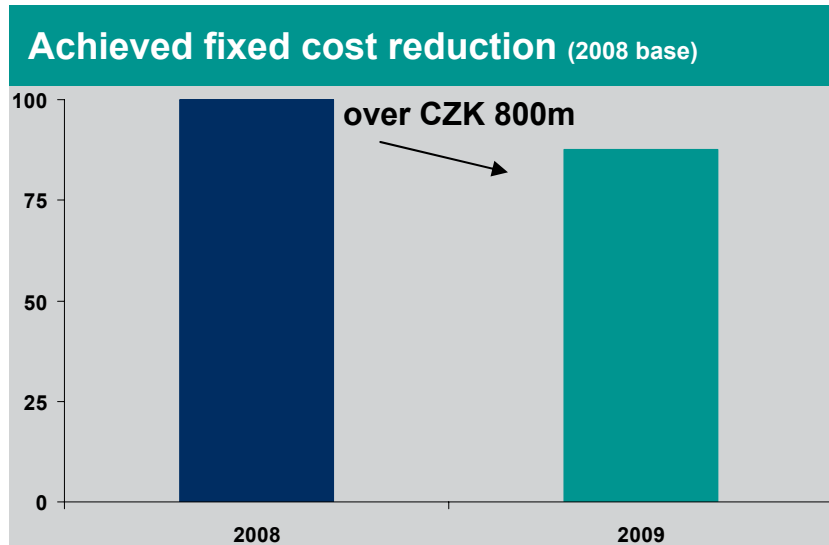
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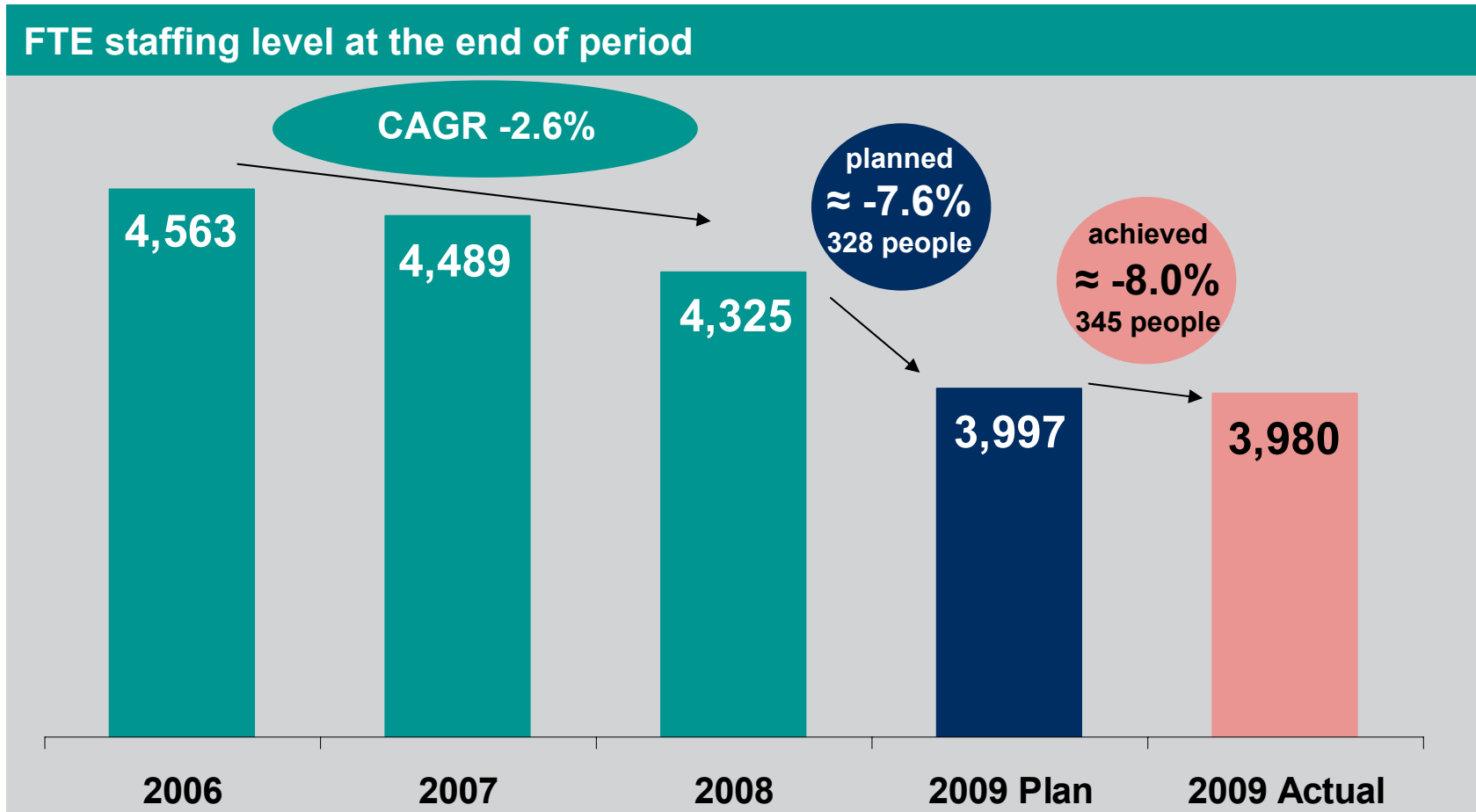
# FIXED COST REDUCTION CAME WAY AHEAD OF OUR OBJECTIVES



## MAIN CONTRIBUTIONS

- Staff costs, Promotion, Overhead material, Fuel and Travel costs.
- Refining and Petrochemical segment accounts for 2/3 of cost reduction.
- Cost reduction in all segments better than planned (together by almost CZK 200m).

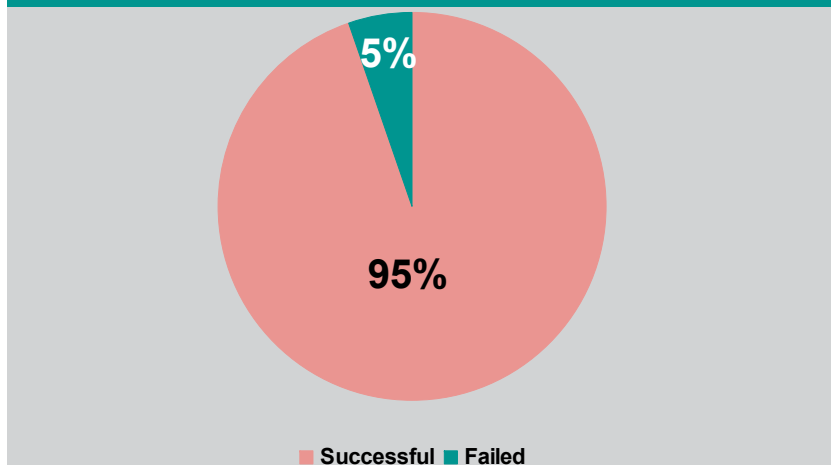
# HR RESTRUCTURING<sup>1)</sup> SLIGHTLY BETTER THAN PLANNED





# VARIABLE COST AND CAPEX REDUCTION REACHED OUR TARGETS

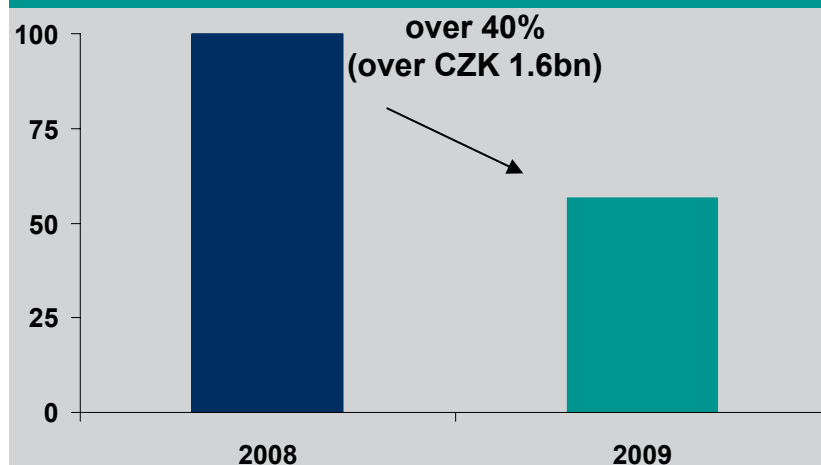
## Updated status of variable cost savings



## VARIABLE COST SAVINGS

- 95% of our negotiations successfully completed
- Target range of CZK 200m – 300m savings of full year impact reached

## CAPEX cuts (2008 base)



## CAPEX DEVELOPMENT

- 2009 CAPEX<sup>1)</sup> was lower than 2009 plan and reached materially higher-than-planned reduction
- 73% of CAPEX on ongoing projects, mainly development and refurbishment
- 27% of CAPEX on newly launched projects, mainly refurbishment

# CALENDAR OF UPCOMING EVENTS

## IR events

- 25 February 2010      4Q09 consolidated financial results
- 22 April 2010      1Q10 trading statement
- 13 May 2010      1Q10 consolidated financial results

# THANK YOU FOR YOUR ATTENTION

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# OUTSIDE UNIPETROL GROUP SALES BREAKDOWN - REFINING

	4Q08	3Q09	4Q09	Q/Q	Y/Y	FY08	FY09	FY08/ FY 09
kt	1	2	3	4=3/2	5=3/1	6	7	8=7/6
<b>Fuels and other refinery products</b>	<b>784</b>	<b>824</b>	<b>746</b>	<b>-10%</b>	<b>-5%</b>	<b>3,324</b>	<b>2,915</b>	<b>-12%</b>
<b>Diesel</b>	<b>382</b>	<b>422</b>	<b>358</b>	<b>-15%</b>	<b>-6%</b>	<b>1,700</b>	<b>1,482</b>	<b>-13%</b>
<b>Gasoline</b>	<b>179</b>	<b>179</b>	<b>176</b>	<b>-2%</b>	<b>-2%</b>	<b>685</b>	<b>659</b>	<b>-4%</b>
<b>JET</b>	<b>21</b>	<b>28</b>	<b>21</b>	<b>-24%</b>	<b>0%</b>	<b>88</b>	<b>75</b>	<b>-15%</b>
<b>LPG</b>	<b>33</b>	<b>35</b>	<b>30</b>	<b>-14%</b>	<b>-9%</b>	<b>126</b>	<b>115</b>	<b>-9%</b>
<b>Fuel oils</b>	<b>60</b>	<b>28</b>	<b>34</b>	<b>+21%</b>	<b>-43%</b>	<b>210</b>	<b>141</b>	<b>-33%</b>
<b>Naphtha</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>-100%</b>	<b>-100%</b>	<b>6</b>	<b>7</b>	<b>+16%</b>
<b>Bitumen</b>	<b>59</b>	<b>84</b>	<b>61</b>	<b>-28%</b>	<b>+3%</b>	<b>258</b>	<b>239</b>	<b>-7%</b>
<b>Lubs</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>-7%</b>	<b>-5%</b>	<b>42</b>	<b>38</b>	<b>-9%</b>
<b>Rest of refinery products</b>	<b>38</b>	<b>38</b>	<b>56</b>	<b>+49%</b>	<b>48%</b>	<b>209</b>	<b>159</b>	<b>-24%</b>
<b>Retail distribution - Benzina</b>	<b>124</b>	<b>134</b>	<b>122</b>	<b>-9%</b>	<b>-2%</b>	<b>501</b>	<b>494</b>	<b>-1%</b>

# OUTSIDE UNIPETROL GROUP SALES BREAKDOWN - PETROCHEMICAL

	4Q08	3Q09	4Q09	Q/Q	Y/Y	FY08	FY09	FY08/ FY 09
kt	1	2	3	5=3/2	6=3/1	7	8	9=8/7
<b>Petrochemicals</b>	<b>366</b>	<b>464</b>	<b>444</b>	-4%	+21%	<b>1,830</b>	<b>1,824</b>	0%
Ethylene	26	37	32	-13%	+25%	148	143	-4%
Benzene	35	49	48	-1%	+38%	179	182	+2%
Propylene	5	14	9	-37%	+75%	27	36	+34%
Urea	39	41	44	+7%	+11%	182	169	-7%
Ammonia	47	61	59	-5%	+24%	192	232	+21%
C4 fraction	30	37	39	+5%	+31%	165	144	-13%
Oxo-alcohols	10	1	0	-49%	-96%	56	18	-68%
Polyethylene (HDPE)	57	61	70	+13%	+22%	286	286	0%
Polypropylene	39	52	50	-4%	+27%	196	214	+9%
Rest of petrochemical products	78	110	93	-16%	+20%	399	402	+1%

# DIFFICULT MARKET ENVIRONMENT IN 2009 VISIBLE IN OUR PROFITABILITY

	9M08	9M09	9M/9M
CZKm	1	2	3=2/1
<b>Revenues</b>	<b>79,129</b>	<b>49,040</b>	<b>-38%</b>
<b>EBITDA</b>	<b>4,831</b>	<b>2,159</b>	<b>-55%</b>
<b>EBIT</b>	<b>2,263</b>	<b>-394</b>	<i>n/a</i>
<b>Net result</b> attributable to shareholders of the parent company	<b>1,265</b>	<b>-579</b>	<i>n/a</i>
<b>EPS (CZK)<sup>1)</sup></b>	<b>6.98</b>	<b>-3.19</b>	<i>n/a</i>
<b>EBITDA margin<sup>2)</sup></b>	<b>6.1%</b>	<b>4.4%</b>	<b>-1.7pp</b>
<b>EBIT margin<sup>3)</sup></b>	<b>3.0%</b>	<b>-0.8%</b>	<b>-3.8pp</b>

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- 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, LOW INDEBTEDNESS

	9M08	9M09	9M/9M
CZKm	1	2	3=2/1
<b>Operating cash flow (CF)</b>	<b>579</b>	<b>3,043</b>	<b>426%</b>
<b>Capital expenditure (CAPEX)</b>	<b>2,783</b>	<b>2,377</b>	<b>-15%</b>
<b>Free cash flow (CF-CAPEX)</b>	<b>-2,204</b>	<b>666</b>	<b>n/a</b>
<b>Net Working Capital <sup>1)</sup></b>	<b>5,916</b>	<b>4,337</b>	<b>-27%</b>
<b>Net finance costs</b>	<b>-651</b>	<b>-382</b>	<b>-58%</b>
<b>Gearing <sup>2)</sup></b>	<b>14.6%</b>	<b>7.2%</b>	<b>-7.4pp</b>
<b>Net debt / EBITDA <sup>3)</sup></b>	<b>1.16</b>	<b>1.52</b>	<b>+31%</b>
<b>ROACE <sup>4)</sup></b>	<b>4.5%</b>	<b>-0.8%</b>	<b>-5.3pp</b>

30

- 1) Net Working Capital = current assets - current liabilities, 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

# STRONG RETAIL, AS WELL AS STRONGER PETCHEM

	9M08 <sup>1)</sup>	9M09	9M/9M
CZKm	1	2	3=2/1
<b>EBIT, of which</b>	<b>2,263</b>	<b>-394</b>	<i>n/a</i>
• Refining	1,200	-857	<i>n/a</i>
• Petrochemicals	749	-128	<i>n/a</i>
• Retail distribution	409	485	+19%
• Others, Non-attributable, Eliminations	-95	106	<i>n/a</i>

## REFINING

- Depressed refining margin, especially multi-year low diesel-crude oil spread
- Extremely low B-U differential
- Positive inventory effect and FX effect of CZK weakening

## PETROCHEMICALS

- Stabilisation of demand and improved margins
- Negative effect of the unplanned shutdowns
- Negative FX effect of USD/EUR strengthening.

## RETAIL DISTRIBUTION

- Strong unit margins, with upward trend during the year
- Certain improvements in transit transport

- Ongoing signs of cost reduction

1) Restated based on new segment classification valid as of 1Q09

# SEGMENTAL REVENUE AND EBITDA

	9M08 <sup>1)</sup>	9M09	9M/9M
CZK bn	1	2	3=2/1
<b>Revenues, of which</b>	<b>79.1</b>	<b>49.0</b>	<b>-38%</b>
• Refining	60.8	36.0	-41%
• Petrochemicals	30.0	18.2	-39%
• Retail distribution	8.0	5.6	-30%
• Others, Non-attributable, Eliminations	-19.7	-10.8	n/a

	9M08 <sup>1)</sup>	9M09	9M/9M
CZK m	1	2	3=2/1
<b>EBITDA, of which</b>	<b>4,831</b>	<b>2,159</b>	<b>-55%</b>
• Refining	2,057	-25	n/a
• Petrochemicals	2,178	1,244	-43%
• Retail distribution	677	765	+13%
• Others, Non-attributable, Eliminations	-81	175	n/a

# CONDENSED BALANCE SHEET

CZK m	30 Sep 2009	31 Dec 2008
<b>TOTAL ASSETS</b>	<b>59,704</b>	<b>58,696</b>
Non-current assets	38,348	38,890
Current assets	21,356	19,806
Inventories	8,281	7,212
Trade Receivables	11,155	10,189
Cash and cash equivalents	1,208	952
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>59,704</b>	<b>58,696</b>
Total equity	38,114	38,913
Total liabilities	21,590	19,783
Non-current liabilities	4,547	4,830
Loans and borrowings	2,122	2,084
Current liabilities	17,043	14,954
Trade and other payables and accruals	14,947	12,614
Current portion of loans and borrowings	326	243
Short-term bank loans	1,405	1,750
<b>NET DEBT</b>	<b>2,754</b>	<b>3,253</b>

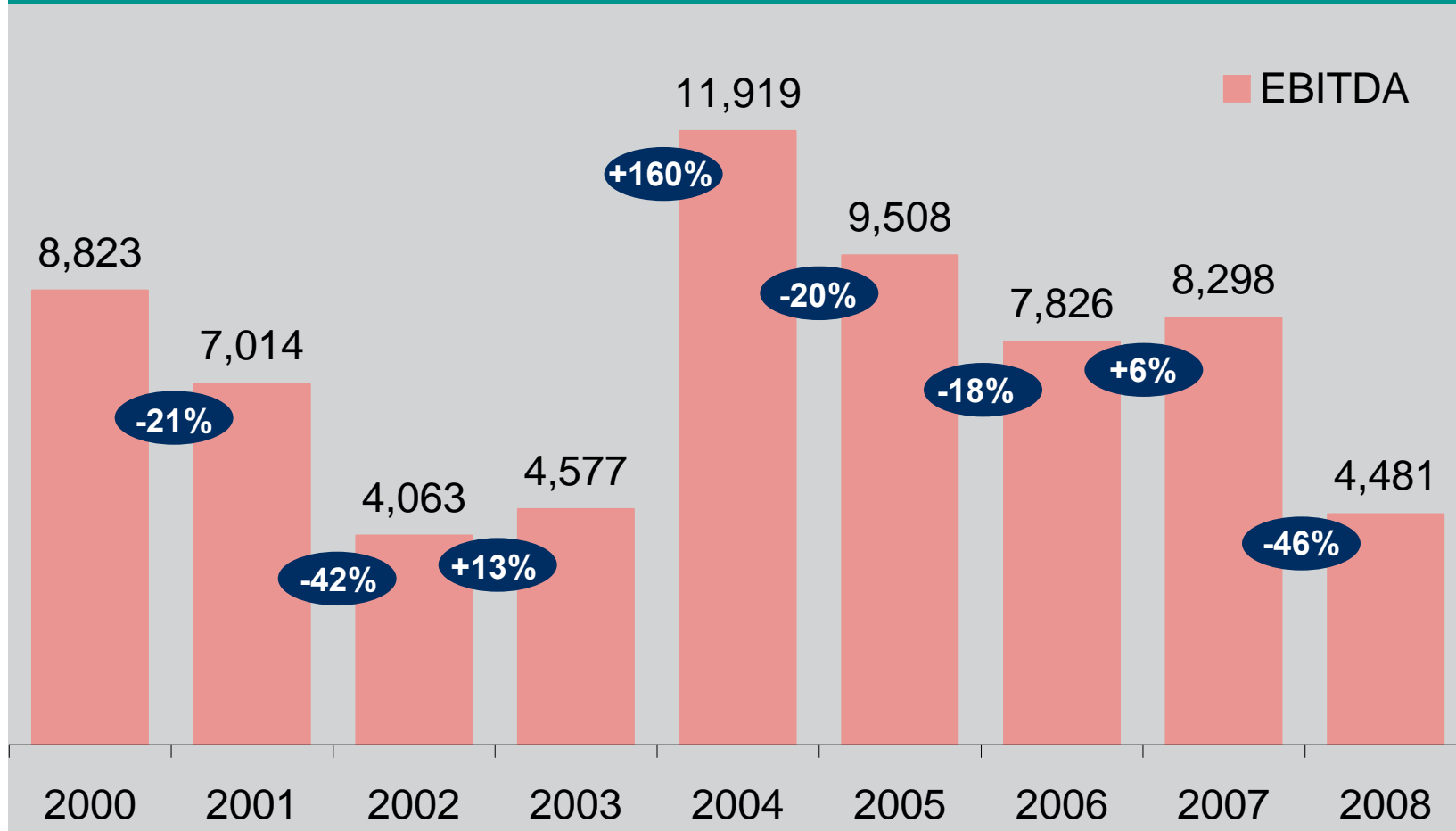
# CONDENSED P&L AND CASH FLOW STATEMENT

CZK m	30 Sep 2009	30 Sep 2008
<b>Revenue</b>	<b>49,040</b>	<b>79,129</b>
<b>Gross profit</b>	<b>1,980</b>	<b>5,047</b>
<i>Gross profit margin</i>	<i>4.0%</i>	<i>6.4%</i>
<b>Operating profit before finance cost</b>	<b>-394</b>	<b>2,263</b>
<i>Operating profit margin</i>	<i>-0.8%</i>	<i>3.0%</i>
Net finance cost	-382	-651
<b>Profit before tax</b>	<b>-775</b>	<b>1,612</b>
Income tax expense	192	-353
<b>Net profit for the period</b>	<b>-594</b>	<b>1,238</b>
<i>Net profit margin</i>	<i>-1.2%</i>	<i>1.6%</i>

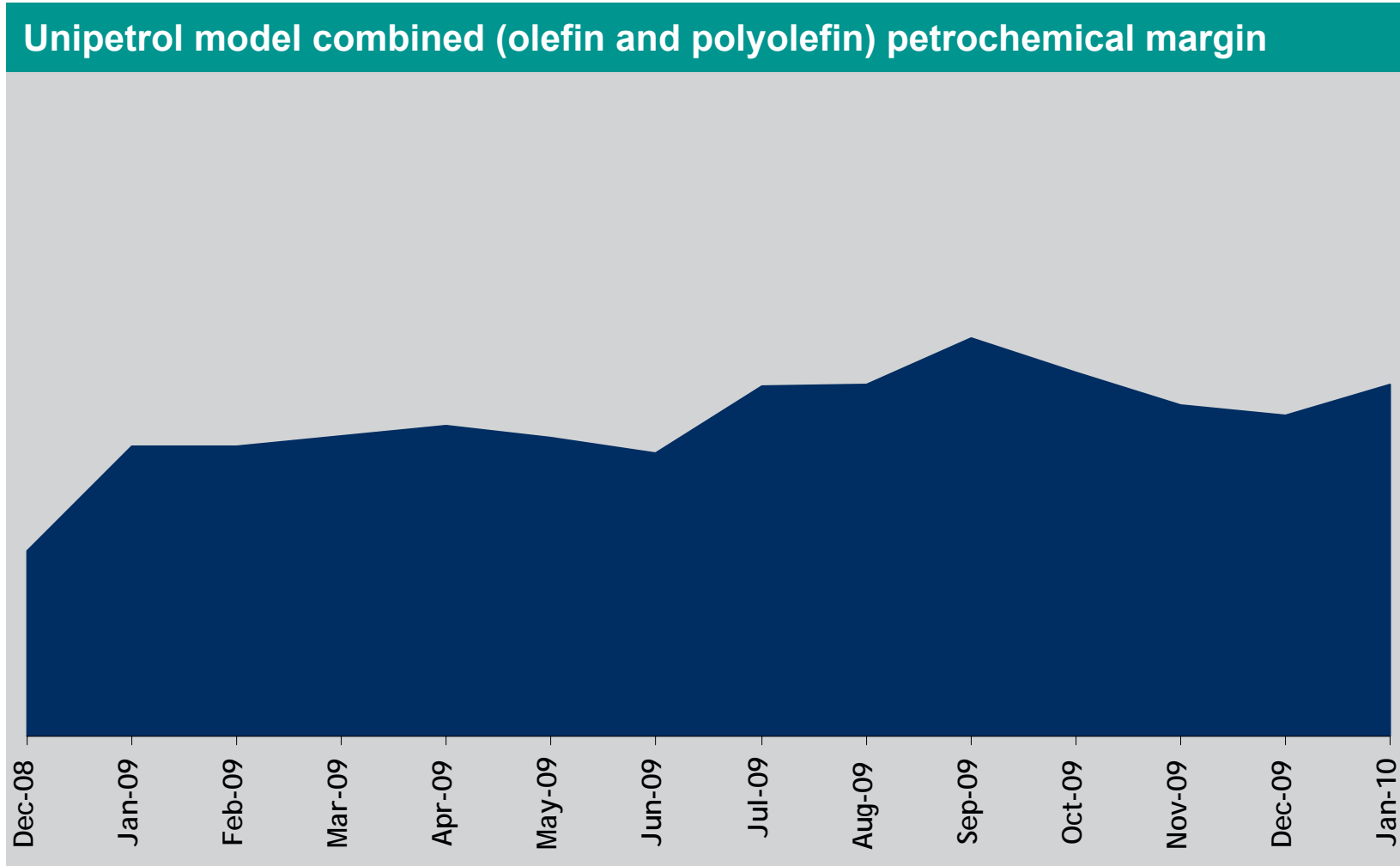
CZK m	30 Sep 2009	30 Sep 2008
<b>Net cash provided by operating activities</b>	<b>3,043</b>	<b>580</b>
<b>Net cash provided by investing activities</b>	<b>-2,327</b>	<b>-1,792</b>
<b>Net cash provided by financing activities</b>	<b>-460</b>	<b>-852</b>

# CYCLICAL EBITDA DEVELOPMENT

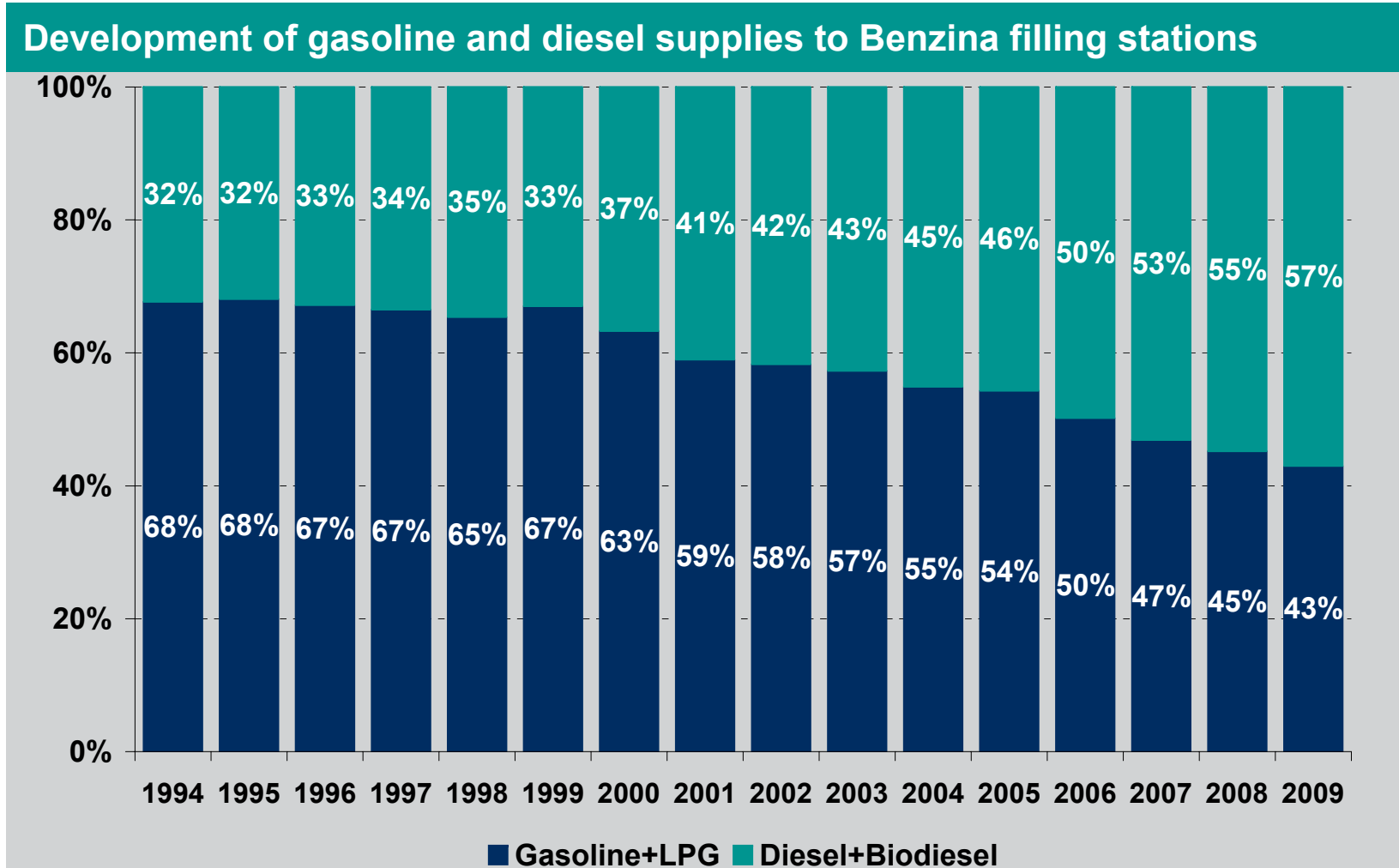
2000-2008 EBITDA and EBITDA growth (m CZK)



# COMBINED PETCHEM MARGIN ENJOYS SLIGHTLY UPWARD TREND FROM EARLY 2009

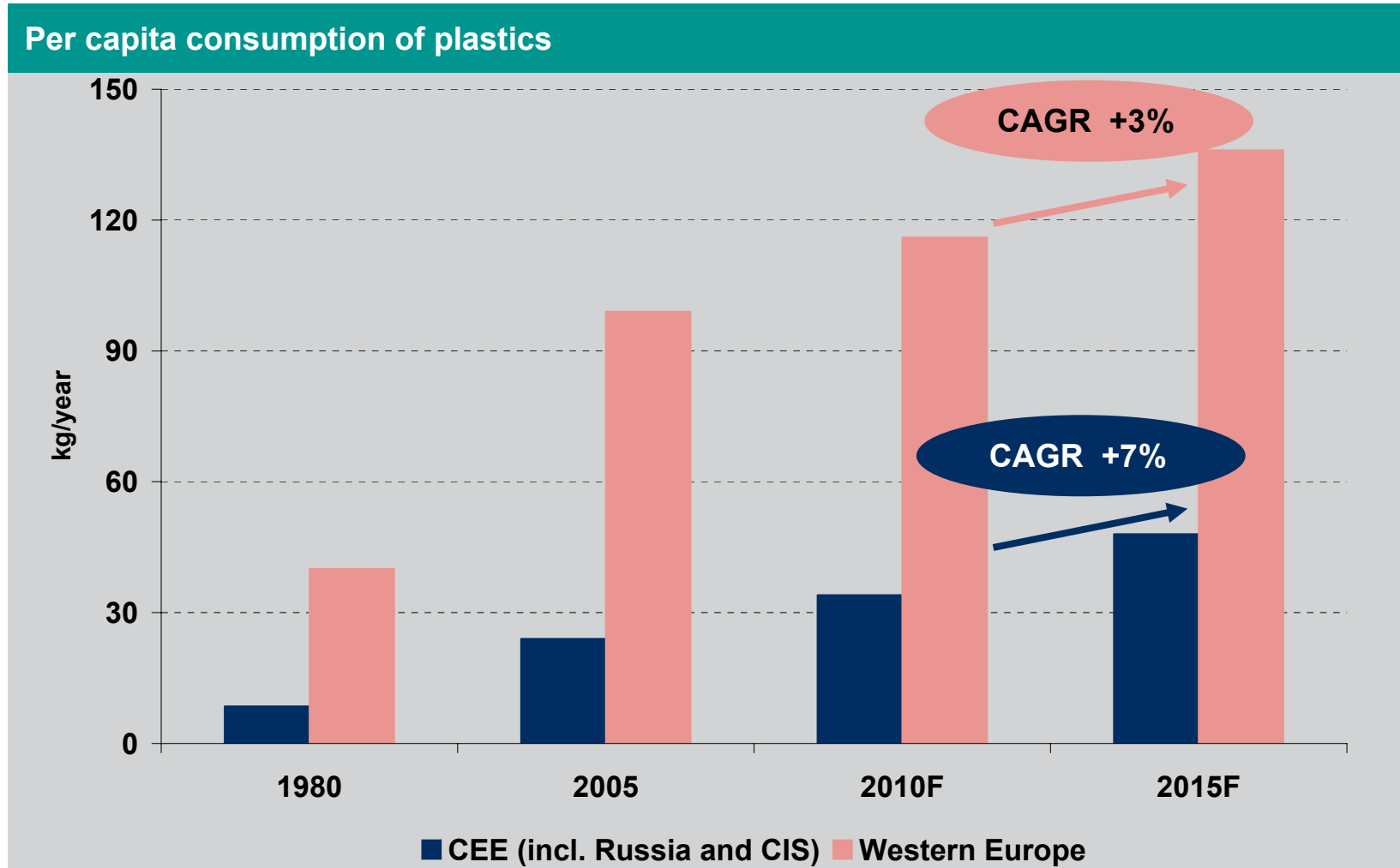


# STEADY INCREASE IN DIESEL CONSUMPTION

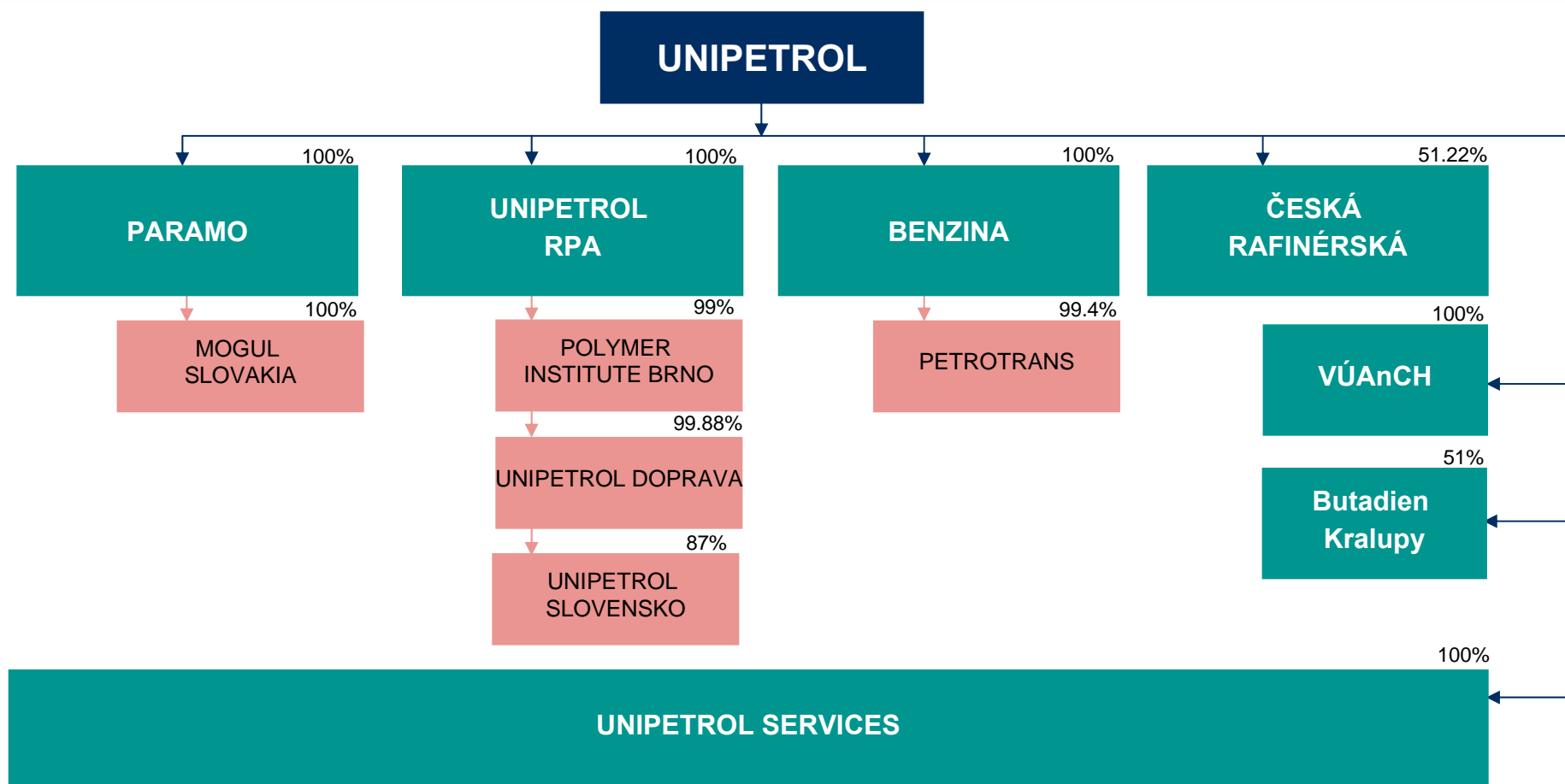




# CEE PER CAPITA CONSUMPTION OF PLASTICS LAGS BEHIND WESTERN EUROPE



# SIMPLIFIED STRUCTURE OF UNIPETROL GROUP AFTER RESTRUCTURING MEASURES



- 1) ČESKÁ RAFINÉRSKÁ, a.s. (51.22%), a joint venture of UNIPETROL, a.s., ENI INTERNATIONAL, B.V., and Shell Overseas Investment B.V., the largest processing refinery in the Czech Republic, with a wide range of products and total annual capacity of 8.8 million tonnes
- 2) Butadien Kralupy, a.s. (51%), a joint venture of UNIPETROL, a.s., and SYNTHOS Kraplupy, a.s.