



# **UNIPETROL 2Q 2008 CONSOLIDATED UNAUDITED FINANCIAL RESULTS (IFRS)**

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Wojciech Ostrowski, CFO***

***August 13, 2008***

# Agenda

## Highlights

Financial results

Segment view

Supporting slides

## 2Q 08 Highlights

Solid top-line growth countered by difficult market conditions in petrochemicals

### External environment

- ☞ Compared with 2Q 07, 2Q 08 is still generally a difficult downstream environment, although the market has improved significantly in refining segment in quarter-on-quarter in 2008.
- ☞ The refining segment, however, continued to be affected by the price of crude oil with prices for Brent crude oil and Ural crude oil up 76% and 81%, respectively, over comparable 2Q 07 prices.
- ☞ The petrochemical segment was influenced by a 13% q/q increase in Naphtha prices creating further pressure on margins (highest negative impact in June) and ongoing strengthening of EUR vs. CZK (down 3% q/q). Model olefin margin decreased 14% q/q, model polyolefin margin decreased 13% q/q.

### Operational side

- ☞ Strong 22% quarter-on-quarter top-line growth, with 9% growth in revenues for 2Q 08 compared with 2Q 07, driven by higher prices in all segments, and volumes in petrochemicals.
- ☞ Refining segment showed both quarter-on-quarter and year-on-year EBIT growth due to favourable fuel margins, good utilisation and increased fuel sales.
- ☞ Motor fuel yield climbed to 63%, wholesale market share reached 34% in Gasoline and 30% in Diesel in the Czech Republic.

## 3Q 08 Outlook

Unstable environment makes predictions difficult

### External environment

☁ In 3Q 08 we currently experience improved market conditions, still the outlook remains uncertain:

- 1) Crude oil and naphtha prices have been weakening since the peak in mid July.
- 2) CZK FX has stabilized.
- 3) Ethylene contract price for 3Q 08 is up by 18% q/q.
- 4) HDPE and PP prices sharply increased in August quotations against July, +11% and +8% respectively.
- 5) Benzene gained 28% year-to-date.

### Operational side

☁ Strong focus to mitigate the impact of the unstable and unfavourable environment:

- 1) Strict overheads control.
- 2) Good CAPEX management to control cash flow,
- 3) Reducing net working capital by YE 08.
- 4) Completing the energy strategy by YE 08.

# Key Financial Data

Sound top line, bottom squeezed by external environment

	2Q 07	1Q 08	2Q 08	1H 07	1H 08	q/q	y/y	h/h
<i>m CZK</i>	1	2	3	4	5	6=3/2	7=3/1	8=5/4
<b>Revenues</b>	24,841	22,149	<b>27,081</b>	45,474	<b>49,230</b>	+22%	+9%	+8%
<b>EBITDA</b>	2,956 <sup>1)</sup>	1,491	<b>1,702</b>	6,066 <sup>1)</sup>	<b>3,193</b>	+14%	- 42%	- 47%
<b>EBIT</b>	2,173 <sup>1)</sup>	653	<b>838</b>	4,491 <sup>1)</sup>	<b>1,491</b>	+28%	- 61%	- 67%
<b>Net finance costs</b>	- 72	-142	<b>- 462</b>	- 227	<b>- 604</b>			
<b>Net profit</b> attributable to shareholders of the parent company	1,503	406	<b>302</b>	3,067	<b>708</b>	- 26%	- 80%	- 77%
<b>Operating cash flow</b>	1,810	74	<b>206</b>	3,296	<b>280</b>	+ 178%	- 89%	- 92%
<b>Net Working Capital</b>	6,495	9,885	<b>6,735</b>	6,495	<b>6,735</b>	- 32%	+4%	+4%
<b>ROACE</b> <sup>2)</sup>	3.4%	1.2%	<b>1.6%</b>	7.1%	<b>2.8%</b>	- CZK 390m impact of price hedge of crude oil delivered through IKL		
<b>Gearing</b> <sup>3)</sup>	25.1%	3.1%	<b>6.0%</b>	8.4%	<b>6.0%</b>			
<b>EPS (CZK)</b> <sup>4)</sup>	8.28	2.24	<b>1.76</b>	16.91	<b>3.91</b>	-21%	- 79%	- 77%
<b>EBITDA margin</b>	11.9%	6.7%	<b>6.3%</b>	13.3%	<b>6.5%</b>	Increase of current liabilities due to CZK 3.2bn approved dividend payout		
<b>EBIT margin</b>	8.7%	3.0%	<b>3.1%</b>	9.9%	<b>3.0%</b>			

## Key Operating Data

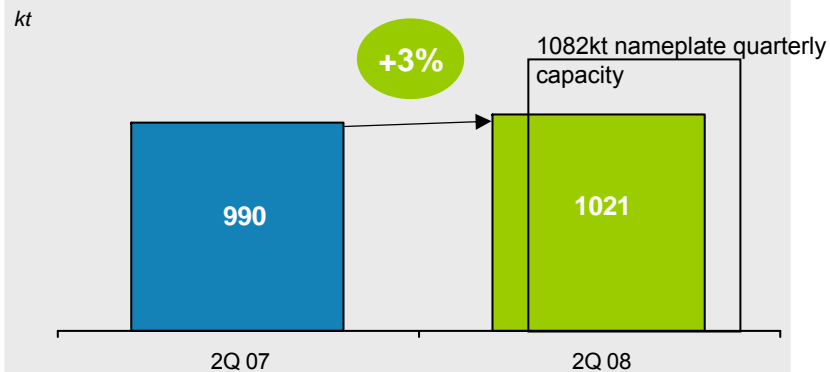
All indicators in 2Q 08 show year-on-year improvement

	2Q 07	1Q 08	2Q 08	1H 07	1H 08	q/q	y/y	h/h
<i>kt</i>	1	2	3	4	5	6=3/2	7=3/1	8=5/4
<b>Motor fuels wholesale</b>	745	665	<b>753</b>	1,421	<b>1,418</b>	+13%	+1%	0%
<b>Petrochemical sales</b>	412	407	<b>422</b>	836	<b>829</b>	+4%	+2%	-1%
<b>Retail sales</b>	129	114	<b>129</b>	238	<b>243</b>	+13%	0%	+2%
<b>Crude oil throughput <sup>1)</sup></b>	1,167	1,027	<b>1,179</b>	2,238	<b>2,206</b>	+15%	+1%	-1%
<b>Utilisation ratio <sup>1)</sup></b>	85%	74%	<b>86%</b>	81%	<b>80%</b>	+12pp	+1pp	+1pp
<b>Motor fuel yield <sup>2)</sup></b>	56%	61%	<b>63%</b>	58%	<b>62%</b>	+2pp	+7pp	+4pp
<b>White product yield <sup>3)</sup></b>	70%	77%	<b>75%</b>	72%	<b>76%</b>	-2pp	+5pp	+4pp

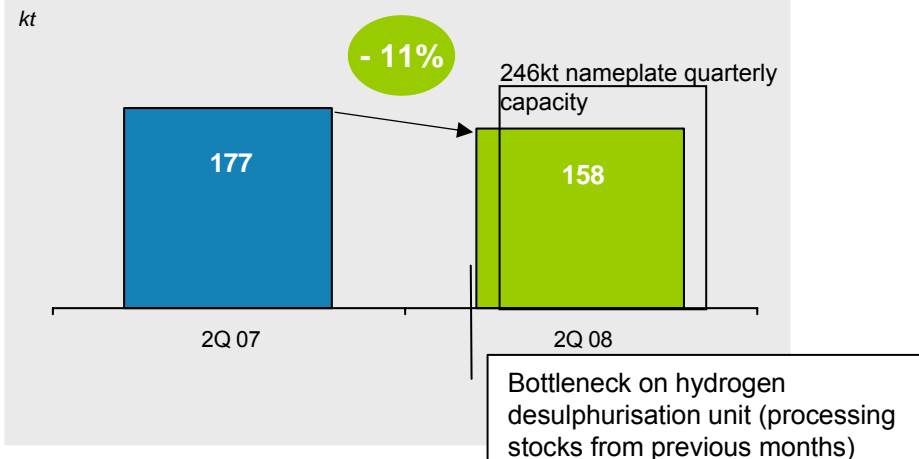
# Throughput in UNIPETROL Refineries

## Solid 1.2bn tones processed crude in 2Q 08

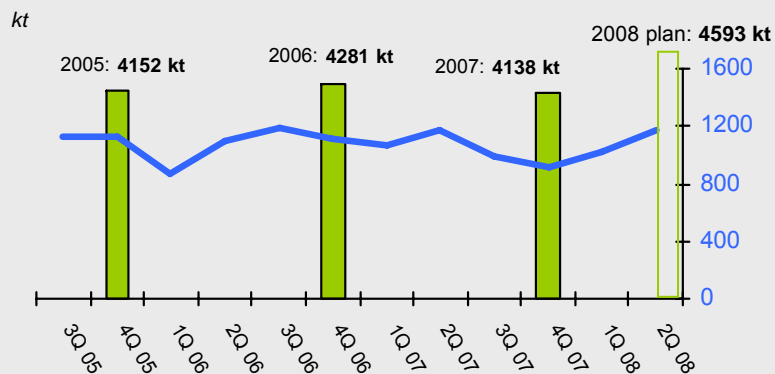
### Litvinov and Kralupy sites



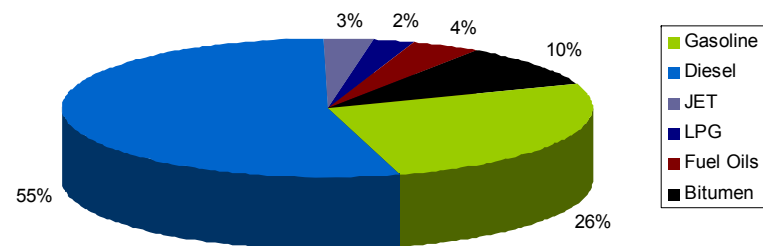
### Pardubice site



### Total processed crude development



### Product yield



# Agenda

Highlights

**Financial results**

Segment view

Supporting slides



# IFRS EBIT Segment Breakdown

## Outstanding refining performance in 2Q 08

	2Q 07	1Q 08	2Q 08	1H 07	1H 08	q/q	y/y	h/h
<i>m CZK</i>	1	2	3	4	5	6=3/2	7=3/1	8=5/4
<b>EBIT, of which</b>	2,173	653	<b>838</b>	4,491	<b>1,491</b>	+28%	- 61%	- 67%
• <b>Refining</b>	613	54	<b>966</b>	1,100	<b>1,020</b>	+1,689%	+58%	- 7%
• <b>Petrochemicals</b>	1,400	391	<b>-261</b>	3,177	<b>130</b>			- 96%
• <b>Retail</b>	110	160	<b>68</b>	208	<b>228</b>	- 58%	- 39%	+10%
• <b>Others, Non-attributable, Eliminations</b>	50	48	<b>64</b>	6	<b>113</b>	+33%	+28%	+1,783%

### 2Q 08 Overview

#### REFINING

Model margin grew 70% q/q, gasoline spreads up 26% q/q, diesel spreads up 63% q/q, positive Brent-Ural differential development (+11% q/q), volume wise diesel sales grew 8% q/q, gasoline +19%. Still lower margins being attained on bitumen and lubricants. On the whole, very good performance of refining segment resulted in both q/q and y/y growth of EBIT.

#### PETROCHEMICALS

Naphtha prices grew over 13% q/q in 2Q and put further pressure on petrochemical margins (model olefin margin down 14% q/q, model polyolefin margin down 13%). Moreover, EUR/CZK dropped further by 3% q/q (USD/CZK by 7% q/q). This is negative as all petchem prices (and margins), even those sold domestically, are quoted in EUR. The segment ended up in negative operational result.

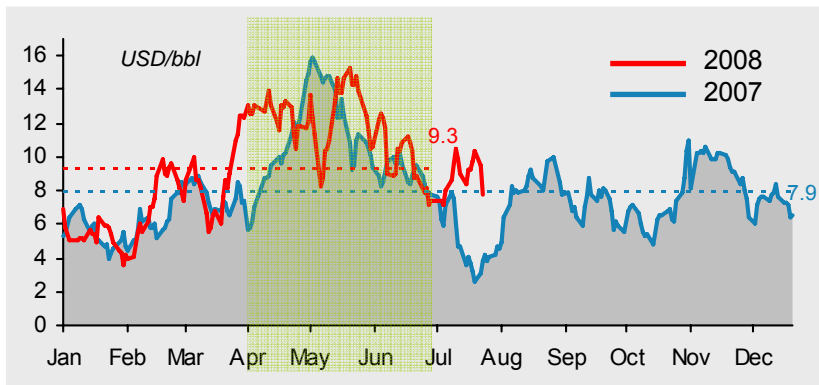
#### RETAIL

On the upside solid volume sales (+13% q/q), both fuel and non-fuel, while declining unit margin. Diesel prices exceeded 36CZK, a level at which price-sensitive customers begin switching to discount filling stations. Higher costs y/y resulting from marketing campaign and rebranding/maintenance activities. As a result, retail EBIT ended up weaker both y/y and q/q.

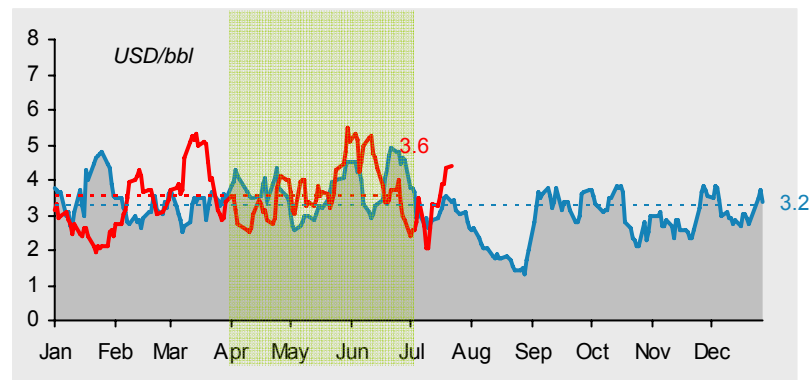
# Refining Environment

## Improved refining margin, favourable B-U differential

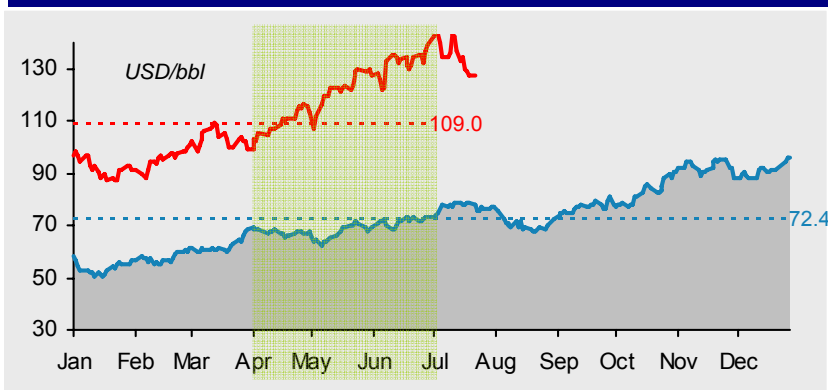
### Model refining margin



### Brent-Ural differential



### Brent crude



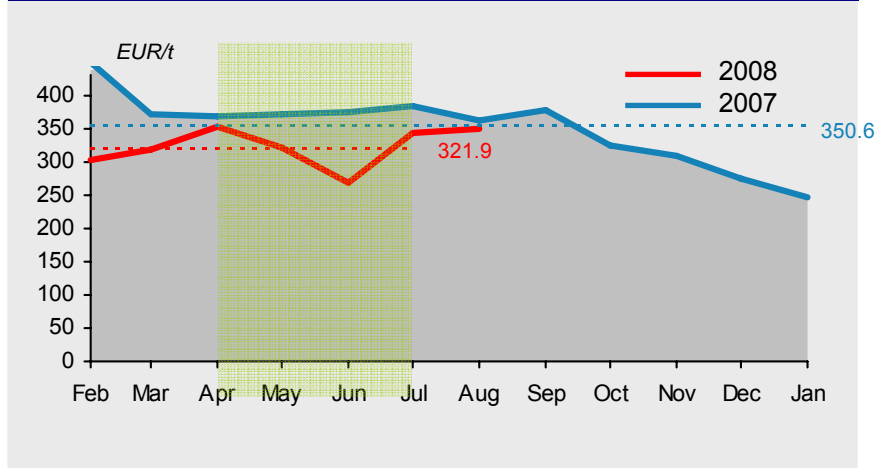
### Quarterly overview

	2Q 07	1Q 08	2Q 08
Brent crude oil (USD/bbl)	68.8	96.7	121.2
Ural crude oil (USD/bbl)	65.0	93.4	117.5
Brent-Ural differential (USD/bbl)	3.7	3.4	3.7
Model refining margin (USD/bbl) <sup>1)</sup>	10.7	6.8	11.7
CZK/USD <sup>2)</sup>	21.0	17.1	15.9

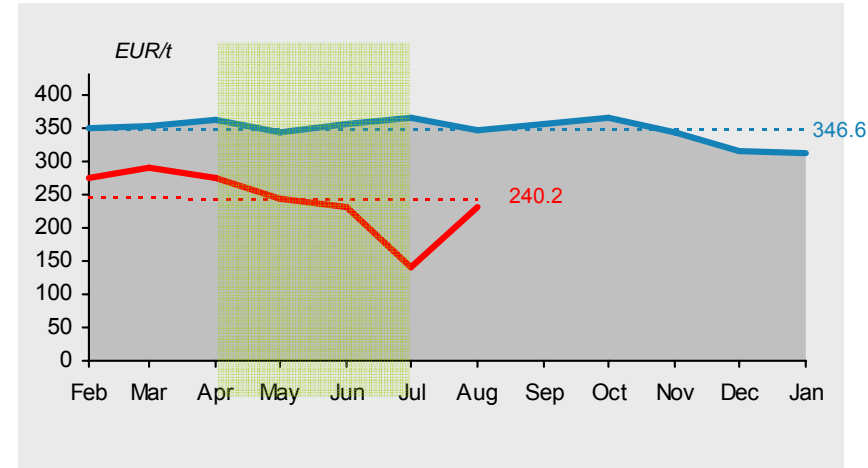
# Petrochemical Environment

## Squeezed margins

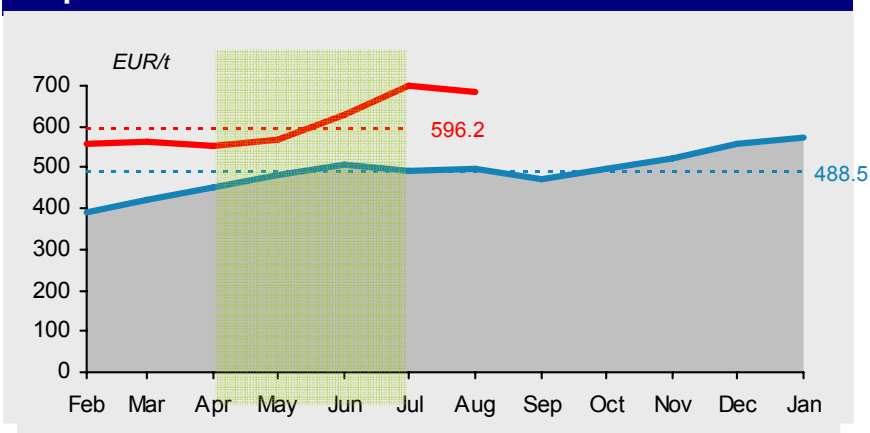
### Model petrochemical olefin margin



### Model petrochemical polyolefin margin



### Naphtha



### Quarterly overview

	2Q 07	1Q 08	2Q 08
Naphtha (EUR/t)	494.7	558.3	<b>632.6</b>
Ethylene contract (EUR/t)	890.0	1023.0	<b>1038.0</b>
Model olefin margin (EUR/t) <sup>1)</sup>	376.0	324.2	<b>279.9</b>
Model polyolefin margin (EUR/t) <sup>2)</sup>	355.2	279.6	<b>242.0</b>
CZK/EUR <sup>3)</sup>	28.3	25.6	<b>24.8</b>



1) UNIPETROL model petrochemical olefin margin = revenues from products sold (100% Products = 50% Ethylene + 50% Benzene) minus costs (100% Naphtha); products 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); products prices according to quotations.

3) Quarterly average foreign exchange rates in accordance to the Czech National Bank.

Source: ICIS, PLATTS

# Agenda

Highlights

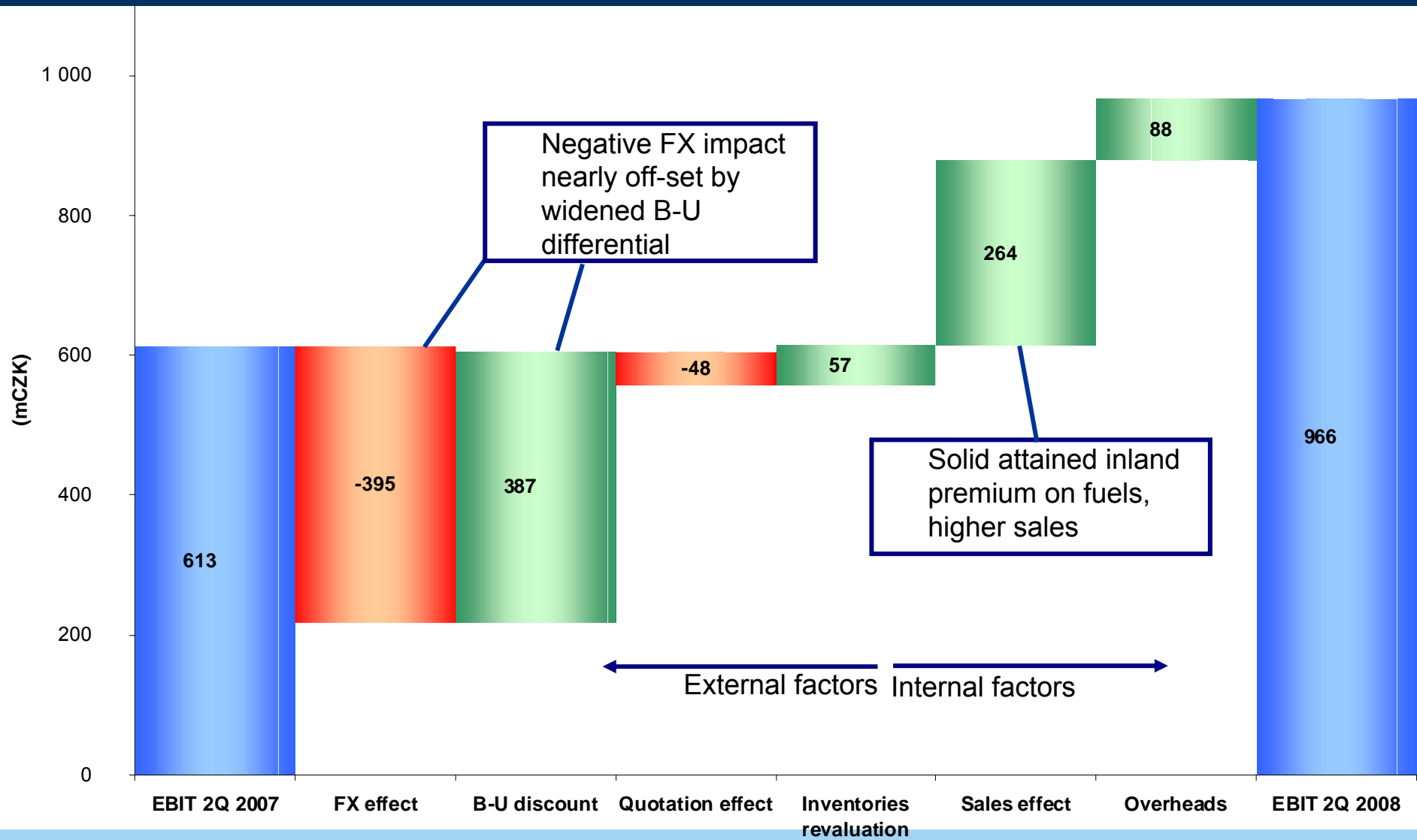
Financial results

**Segment view**

Supporting slides

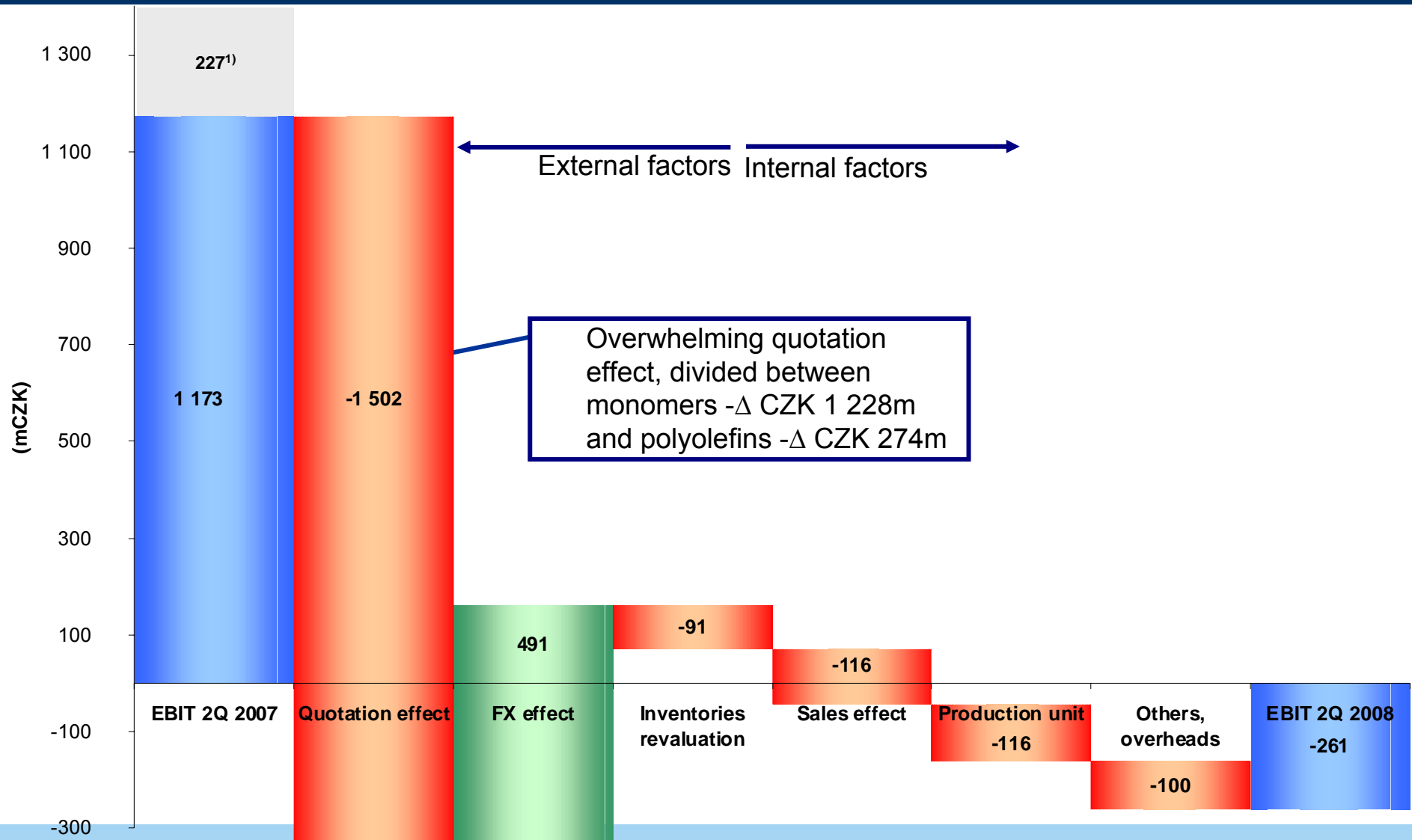
# Refining

## Main EBIT drivers



# Petrochemicals

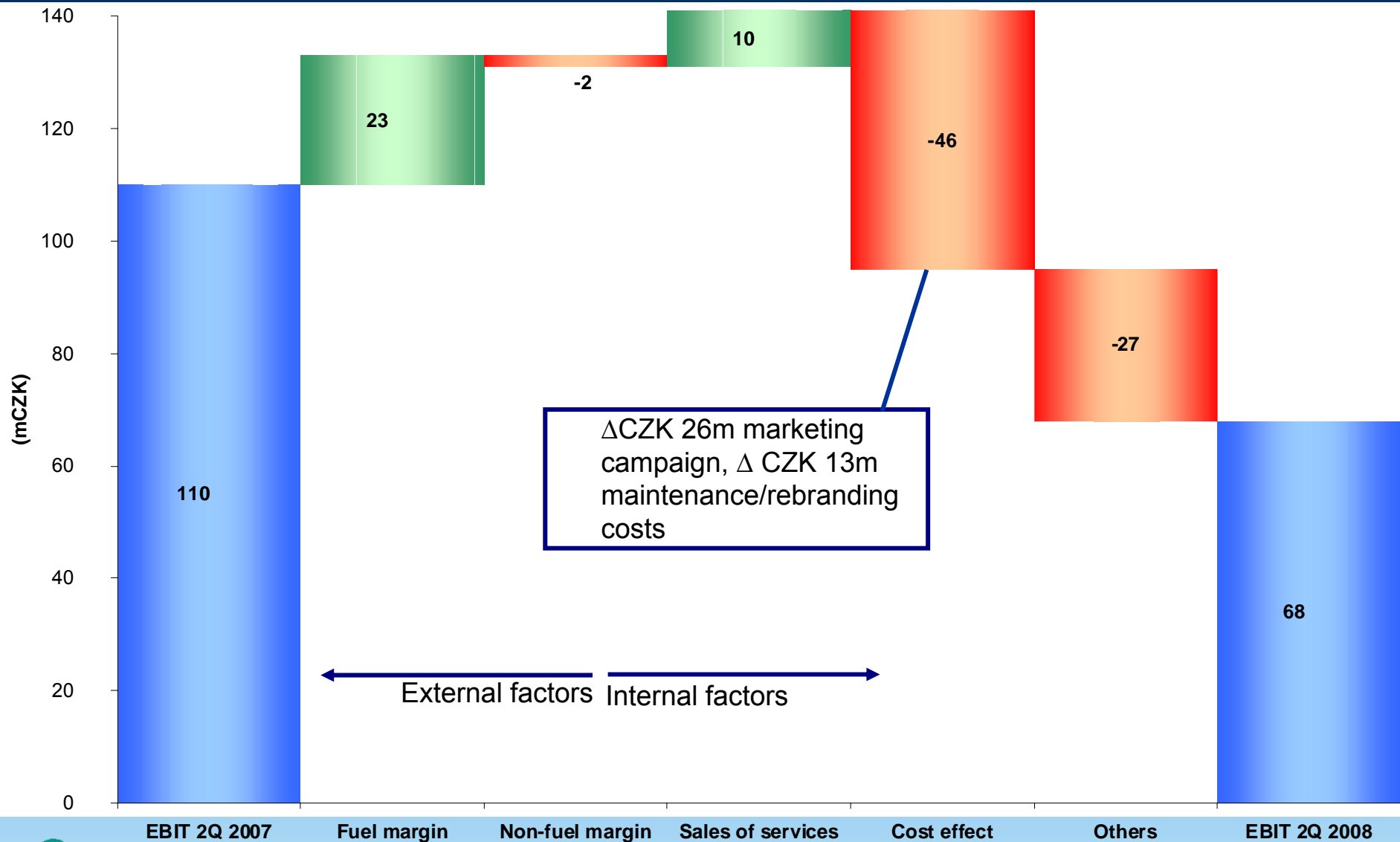
## Main EBIT drivers



1) Operational result of KAUCUK (SYNTHOS)

# Retail

## Main EBIT drivers



# Retail

## Strategy for further growth

### Market share

- Market leader (together with OMV) with 13.3% current market share
- Target growth: 15% market share by YE 10 and additional 5% by YE 12
- Strategy: to increase the current 331 BENZINA filling stations to 440 by YE 12 through network acquisitions & the DOFO<sup>1)</sup> system (currently 5 DOFO stations with 15 expected additions by YE 08 and 100 target DOFO stations by YE 12)

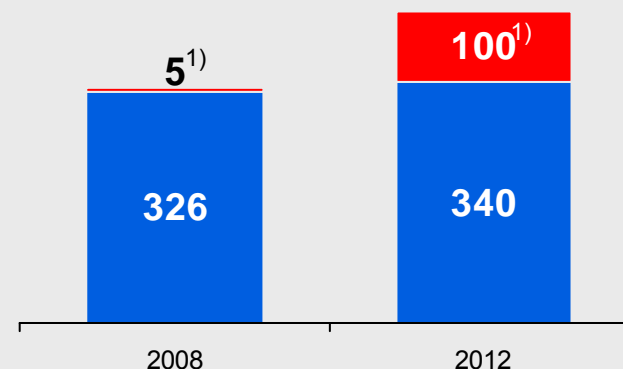
### New products & sales

- Continued expanding range of premium fuels with the planned launch of VERVA 95 in 2008
- Increased sales of premium diesel

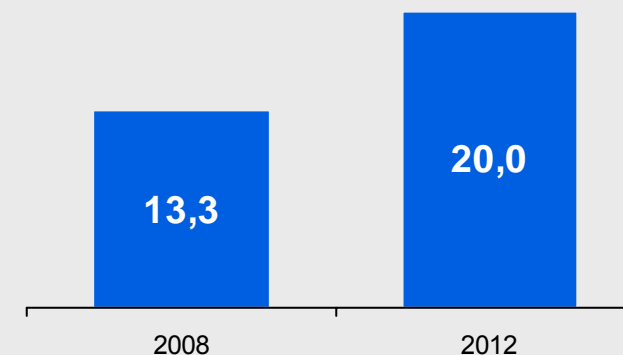
### New services

- Strengthened co-operation with international payment & card operators (primarily AS24 and IDS)
- Launch of IVT video lottery terminals (pilot project at three fuel filling stations currently running)
- Preparation for implementation of a new cash management system
- First two McDonald's/BENZINA combined sites opened in 2Q 08

### 2008 vs. target 2012 # of sites

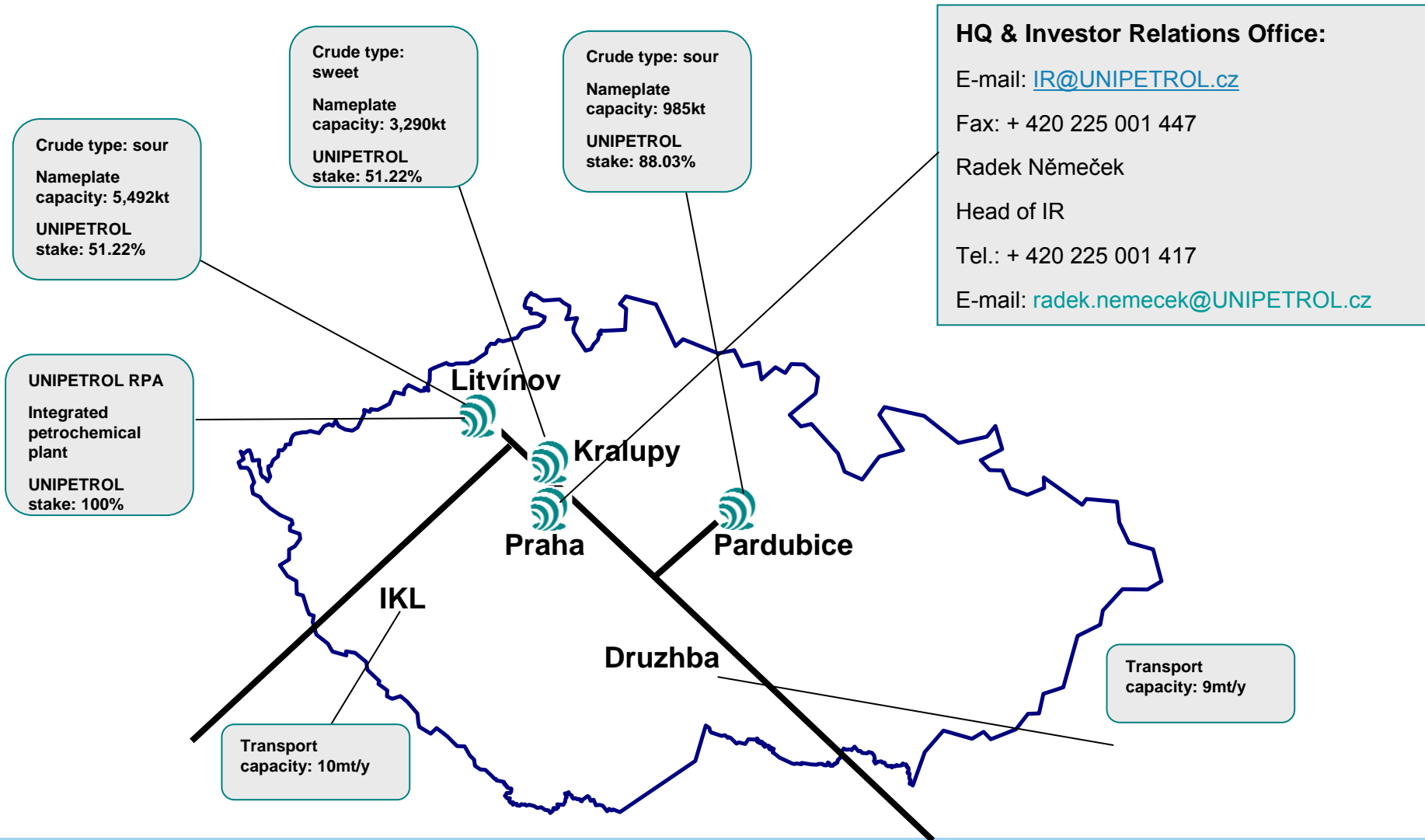


### 2008 vs. target 2012 market share (%)





# Contacts & Sites Map



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# Energy Considerations

## Addressing growing energy costs

### Increasing energy costs

- ☞ Energy costs increased by 78% in 2Q 2008 year-on-year to CZK 464m.
- ☞ UNIPETROL is preparing an energy strategy to improve efficiency and lower costs at Litvínov and Pardubice sites.

### Key goals and approaches

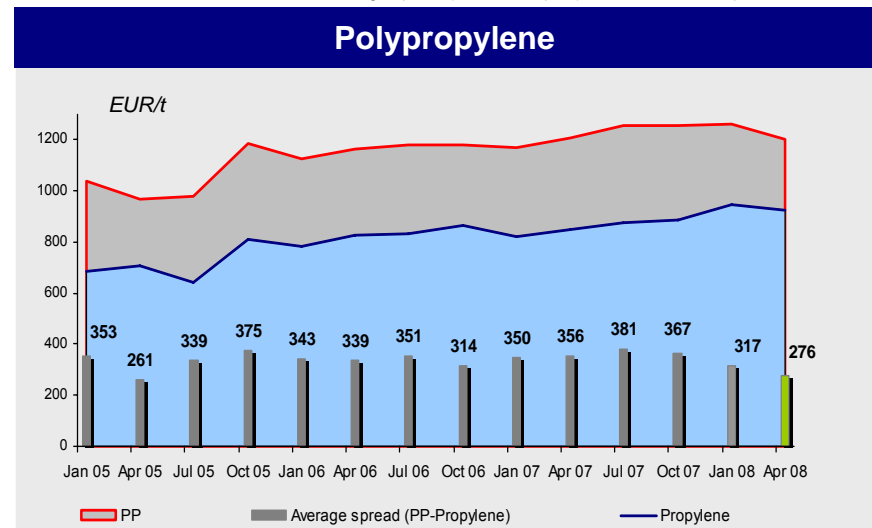
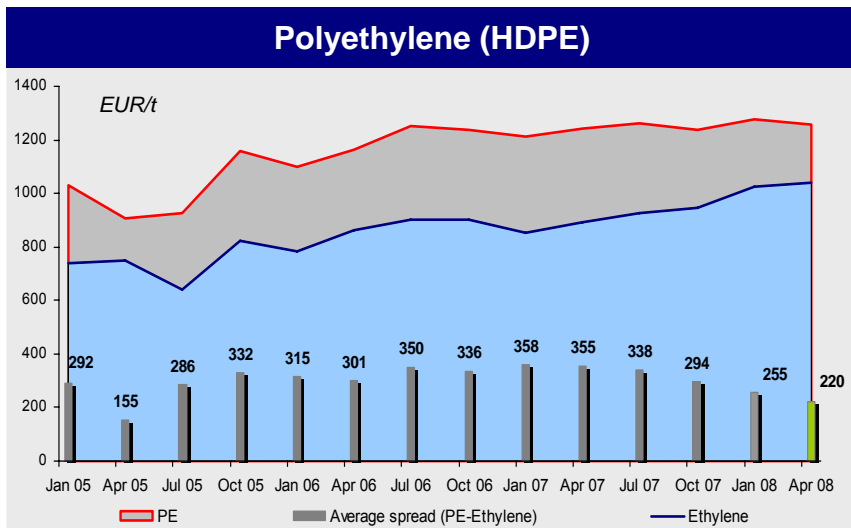
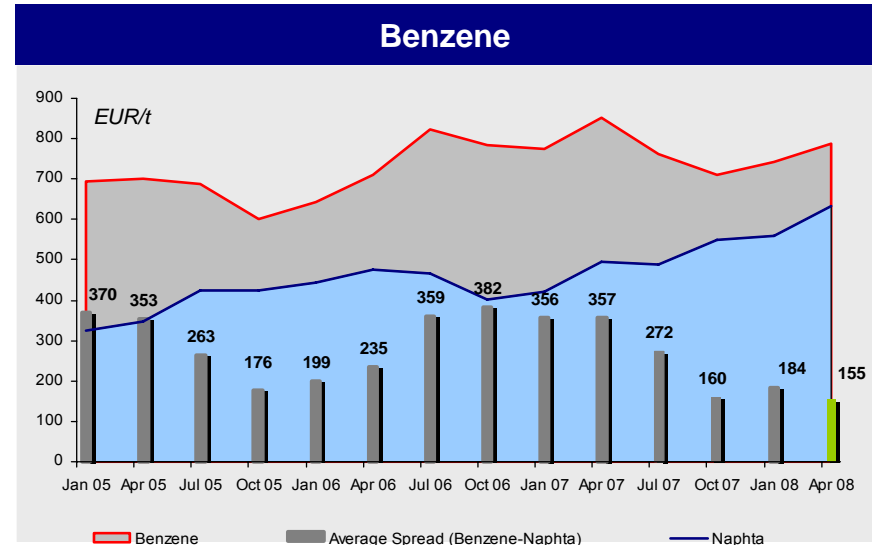
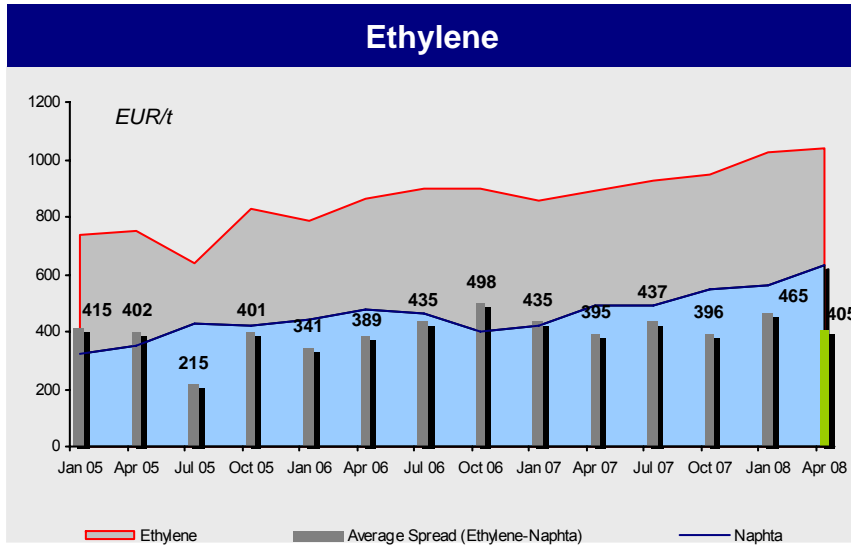
- ☞ Energy strategy is geared to optimize UNIPETROL's self-sufficiency.
- ☞ Program will ensure self sufficiency, lowest price for steam and electricity.
- ☞ Eventual surplus electricity to be sold on the electricity market.
- ☞ Centralized energy centre for all of UNIPETROL Group.
- ☞ Long-term cost savings through improved efficiency, reduced consumption and sales of surplus.
- ☞ Global view of the problem including CO<sub>2</sub> allowances, electricity prices development, fuel prices, etc.

### What are the options?

- ☞ At this moment we are in the phase of evaluating different options.
- ☞ Alternative fuels include brown coal (current fuel), hard coal, natural gas, residual oil.
- ☞ Options include positive NPV projects ensuring self sufficiency.
- ☞ Final strategy to be agreed by YE 08.

# Petrochemical Spreads

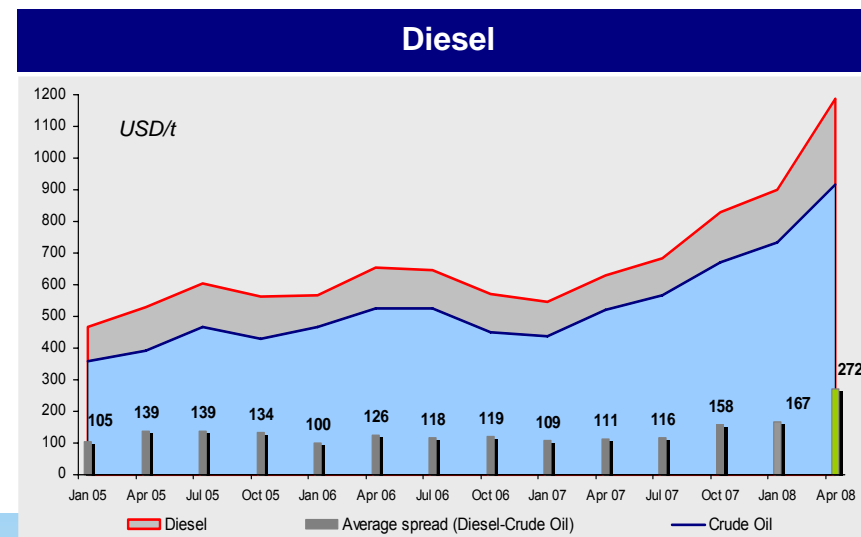
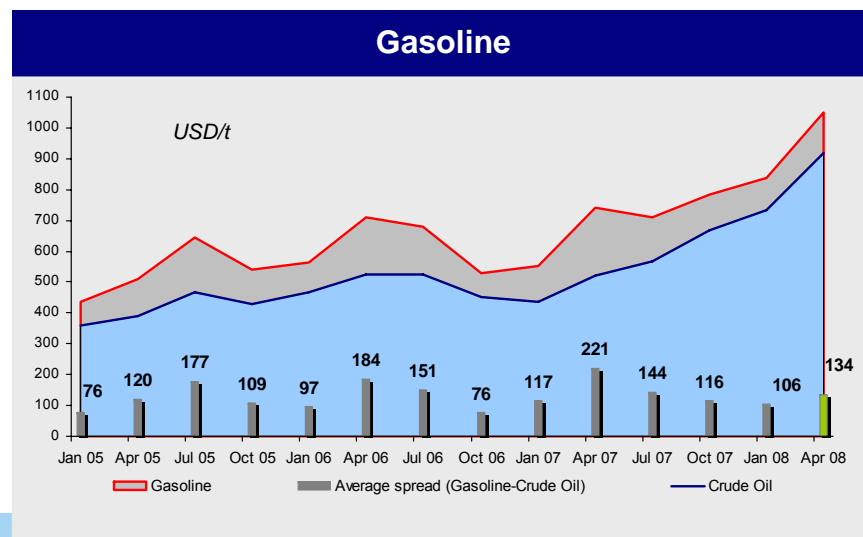
## For main products



# Refining Products

## Volume sales and fuel spreads

	2Q 07	1Q 08	2Q 08	q/q	y/y
<i>kt</i>	1	2	3	4=3/2	5=3/1
Gasoline	232	196	<b>234</b>	19%	1%
Diesel	486	448	<b>485</b>	8%	0%
JET	27	13	<b>28</b>	115%	4%
LPG	29	17	<b>22</b>	29%	- 24%
Fuel Oils	30	75	<b>38</b>	- 49%	27%
Bitumen	91	34	<b>89</b>	162%	- 2%



# Petrochemical Products

## Volume sales

	2Q 07	1Q 08	2Q 08	q/q	y/y
<i>kt</i>	1	2	3	4=3/2	5=3/1
<b>Monomers and agro products</b>					
Ethylene	51 <sup>1)</sup>	38	43	13%	-16%
Propylene	52	49	55	12%	6%
Benzene	52 <sup>1)</sup>	43	50	16%	-4%
Urea	44	52	41	- 21%	- 7%
Ammonia	39	29	39	34%	0%
Oxo-alcohols	16	15	15	0%	-6%
C4 fraction	44	44	46	5%	5%
<b>Polyolefins</b>					
PE (HDPE)	69	73	95	30%	38%
PP	52	49	55	12%	6%

# EBITDA and Revenues

## By segments

	2Q 07	1Q 08	2Q 08	1H 07	1H 08	q/q	y/y	h/h
<i>m CZK</i>	1	2	3	4	5	6=3/2	7=3/1	8=5/4
<b>EBITDA, of which</b>	2,956	1,491	<b>1,702</b>	6,066	<b>3,193</b>	+14%	-42%	-47%
• Refining	801	301	<b>1,234</b>	1,513	<b>1,535</b>	+310%	+54%	+1%
• Petrochemicals	1,880	862	<b>213</b>	4,110	<b>1,075</b>	-75%	-89%	-74%
• Retail	187	238	<b>147</b>	362	<b>385</b>	-38%	-21%	+6%
• Others, Non-attributable, Eliminations	88	90	<b>108</b>	80	<b>198</b>			

	2Q 07	1Q 08	2Q 08	1H 07	1H 08	q/q	y/y	h/h
<i>m CZK</i>	1	2	3	4	5	6=3/2	7=3/1	8=5/4
<b>REVENUES, of which</b>	24,841	22,149	<b>27,081</b>	45,574	<b>49,230</b>	+22%	+9%	+8%
• Refining	21,189	15,885	<b>20,604</b>	38,621	<b>36,490</b>	+30%	-3%	- 6%
• Petrochemicals	14,567	10,171	<b>11,503</b>	26,482	<b>21,674</b>	+13%	-21%	- 18%
• Retail	2,242	2,262	<b>2,792</b>	3,914	<b>5,054</b>	+23%	25%	+29%
• Others, Non-attributable, Eliminations	-13,157	- 6,170	<b>-7,818</b>	- 23,543	<b>-13,988</b>			

# Consumer Prices of Fuels

## As of end July



Source: European Commission



# 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

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