



UNIPETROL 1Q 2008 CONSOLIDATED UNAUDITED FINANCIAL RESULTS (IFRS)

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Agenda

Highlights

Financial results

Segment view

Supporting slides

Highlights

1Q 2008

External environment

- Generally very difficult external environment for downstream companies in 1Q 2008, unlike 1Q 2007 when external conditions were extremely favourable, particularly in the petrochemical segment
- In the refining segment, the result was lowered by increased crude oil price (Brent +39 USD/bbl y/y) and CZK/USD development (-4.3 CZK/USD y/y)
- The petrochemical segment hit by rising feedstock prices and CZK strengthening against both EUR (-2.47 CZK/EUR y/y) and USD

Operational highlights

- Volume sales significantly up q/q after the maintenance S/D last quarter
- White product yield at 77%, up 3 percentage points y/y
- Successful installation of the ethylene unit's repaired cold box with minimized impact on the operating line (approx minus CZK 30m only)
- Retail segment beats the market growth once again; market share reached 13.3% at the end of 1Q 2008
- Audited final result of the Partnership Programme confirmed an overachievement of the planned EBITDA contribution, under 2004 macro conditions, at a level of EUR 138m
- Management guidance for 2Q 2008 sees improving refining margins, a higher utilisation rate in refining segment, continuation of a strong momentum in the retail segment and no major interruption in production for the rest of the year

Key Financial Data

End of the asset optimization phase and reliable plants mean no more one-offs

	1Q 2007	1Q 2008	y/y
<i>m CZK</i>	1	2	3=2/1
Revenues	20 633	22 149	+7%
EBITDA	3 110 ¹⁾	1 491	-52%
EBIT	2 318 ¹⁾	653	-72%
Net finance costs	155	142	-8%
Net profit attributable to shareholders of the parent company	1 564	406	-74%
Operating cash flow	1 486	74	-95%
Net Working Capital	5 811	9 885	+70%
ROACE ²⁾	3.7%	1.18%	
Gearing ³⁾	10.1%	3.1%	
EPS (CZK)	8.69	2.15	
EBITDA margin	15.1%	6.7%	
EBIT margin	11.2%	3.0%	

Increase
mainly price-
driven

Growth of
inventories

Refers to the UNIPETROL Group; IFRS numbers in the presentation unless otherwise stated

Key Operating Data

Excellent retail, rising fuel yield and sound petchem sales

	1Q 2007	4Q 2007	1Q 2008	y/y	q/q
<i>kt</i>	1	2	3	4=3/1	5=3/2
Motor fuels wholesale ¹⁾	677	631	665	-2%	+5%
Petrochemical sales ²⁾	422	251	408	-3%	+63%
Retail sales ³⁾	109	128	114	+5%	-11%
Crude oil throughput ⁴⁾	1 070	910	1 027	-4%	+13%
Utilization ratio ⁴⁾	78%	65%	74%	-4 p.p.	+9 p.p.
Motor fuel yield ⁵⁾	59%	55%	61%	+2 p.p.	+6 p.p.
White product yield ⁶⁾	74%	69%	77%	+3 p.p.	+8 p.p.

1) Gasoline, Diesel, JET, Light heating oil

2) Excluding feedstock for petrochemical production (naphtha mainly)

3) Gasoline, Diesel, LPG

4) 51.22% CESKA RAFINERSKA, 100% PARAMO

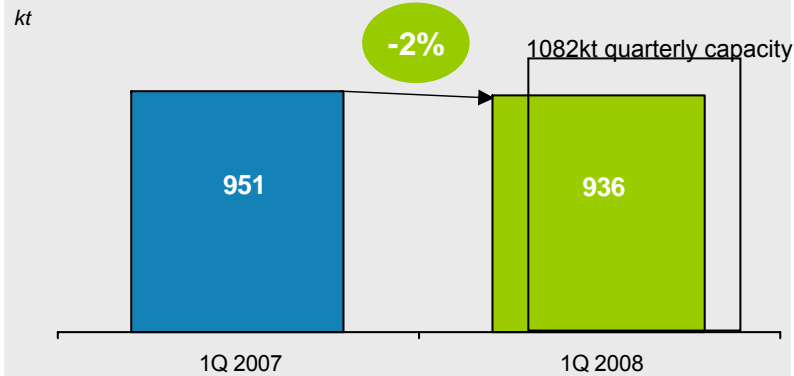
5) Gasoline, Diesel, Light heating oil, LPG (weighted average of UNIPETROL RPA and PARAMO yields)

6) Gasoline, Diesel, Light heating oil, JET (weighted average of UNIPETROL RPA and PARAMO yields)

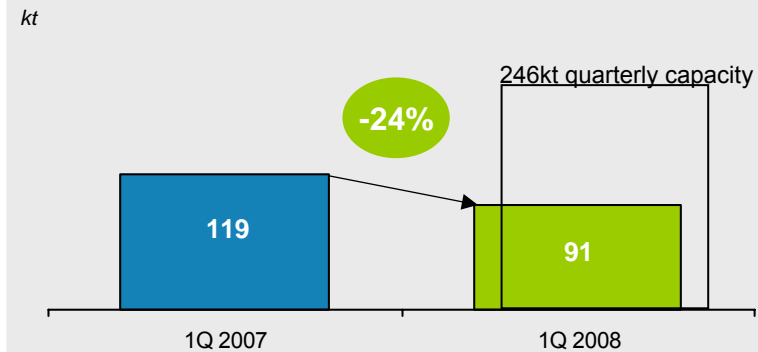
Throughput in UNIPETROL Refineries

Volume affected by planned maintenance in PARAMO

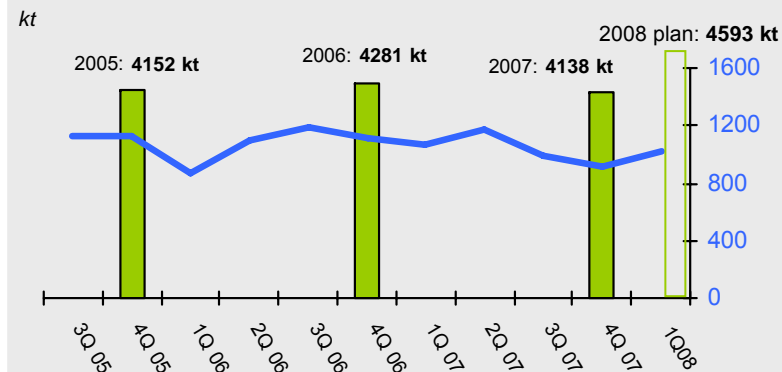
Litvinov and Kralupy sites



Pardubice site



Total processed crude development ¹⁾



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IFRS EBIT Segment Breakdown

All segments back in black numbers in 1Q

m CZK	1Q 2007	4Q 2007	1Q 2008	y/y	q/q
	1	2	3	4=3/1	5=3/2
EBIT, of which	2 318	-679	653	-72%	
• Refining ¹⁾	488	-235	54	-89%	
• Petrochemicals	1 777 ²⁾	-508	391	-78%	
• Retail	98	183	161	+64%	-12%
• Others, Non-attributable, Eliminations	-44	-119	48		

Comments

REFINING

- Record crude oil price (Brent 1Q avg USD 97), lower model refining margin q/q, while higher by 0.43 USD/bbl y/y. Particularly diesel crack was strong (increase by 53% y/y), on the other hand gasoline crack fell by 9% y/y. USD exchange rate development (-4.3CZK/USD y/y) weakened the refining margin position, on EBIT by CZK 313m. Processing fee was higher due to different time split of fixed costs in CESKA RAFINERSKA. On the upside, a higher inland premium achieved on fuels added CZK 161m. Diesel yield increased (following last year's hydrocrack upgrade), + 13kt y/y.

PETROCHEMICALS

- Rising feedstock prices and not yet fully recovered margins in combination with the continuous strengthening of CZK against both EUR and USD were by far the largest factors in the y/y EBIT drop, altogether amounting to almost CZK 1.2bn. Limited external sales of ethylene (+6kt y/y only, including sales to KAUCUK in 1Q 2008) and propylene (-4kt) due to a larger transfer to PE and PP respectively. Due to the cold box problem not full utilisation of benzene. Lower sales of urea (-1kt) and ammonia (-3kt) due to production tuning of the POX unit. Drop in CZK prices of polymers resulted in inventories revaluation with a negative impact of another CZK 153m. PE sales rose 5kt, PP slightly decreased 2kt y/y.

RETAIL

- With volume sales 5% above the same period last year and the favourable unit margin achieved in 1Q 2008, retail outperformed EBIT by ca. CZK 50m compared with the plan. The full year forecast counts on saving this EBIT uplift for the rest of the year and the full year EBIT should climb above the plan. The strong retail momentum is being supported by ongoing network transformation accompanied by intensive marketing campaign.

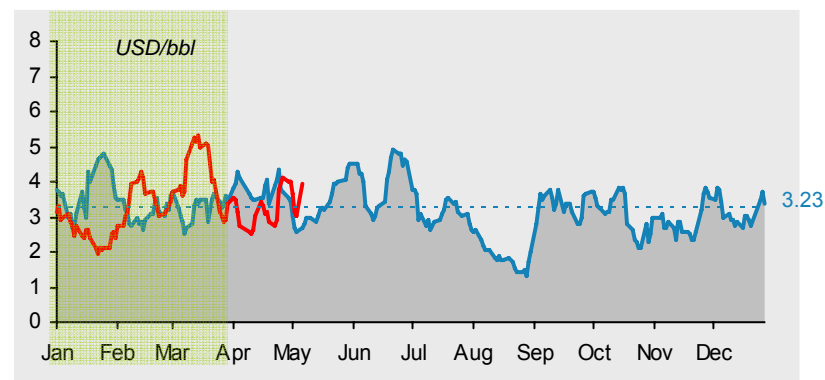
Refining Environment

Soaring crude oil prices; widened B-U differential q/q

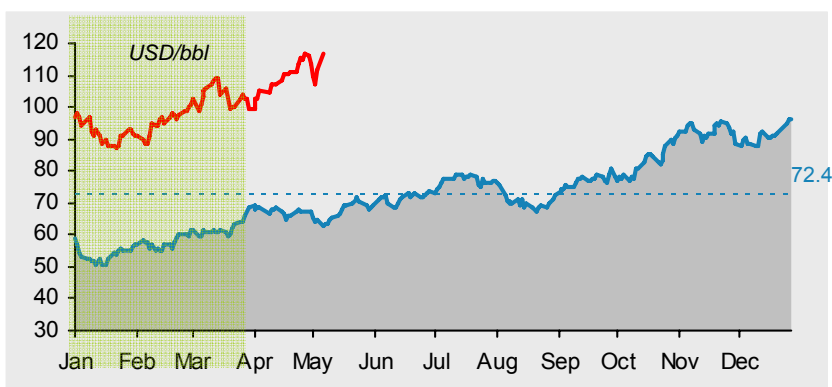
Model refining margin



Brent-Ural differential



Brent crude



Key external factors

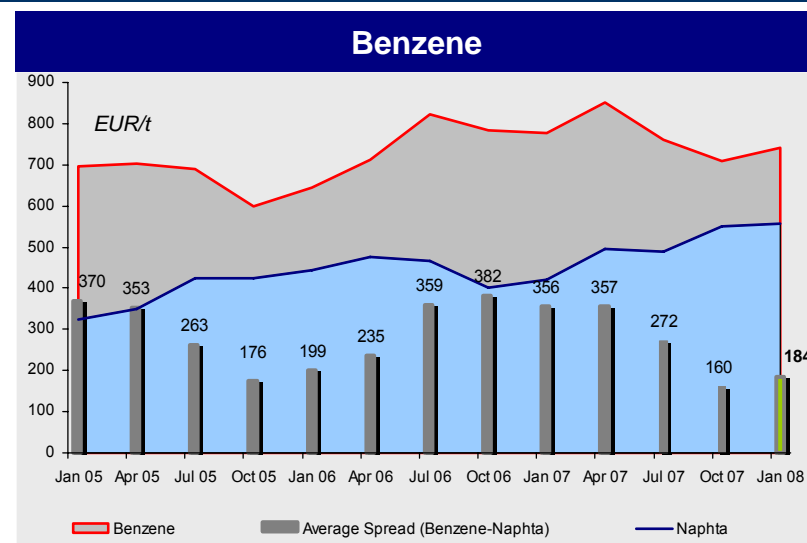
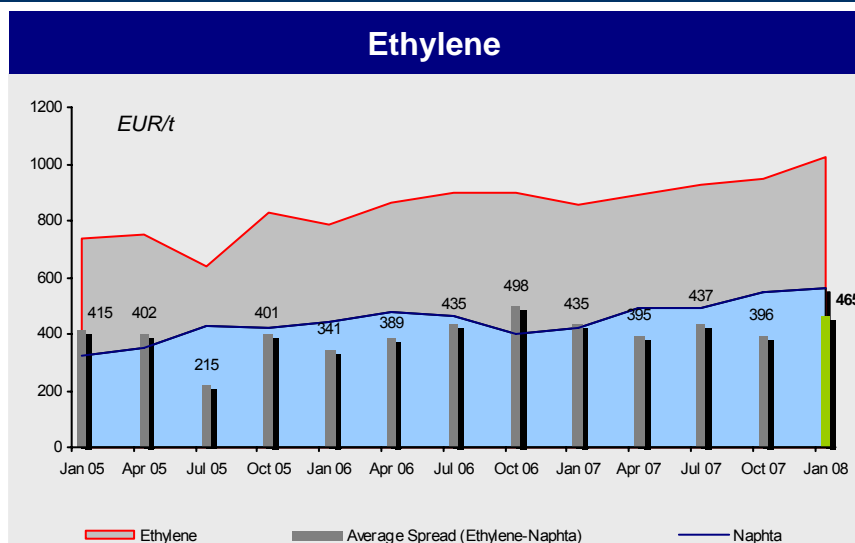
	1Q2007	4Q2007	1Q2008
Brent crude oil (USD/bbl)	57.76	88.46	96.72
Ural crude oil (USD/bbl)	54.36	85.42	93.36
Brent-Ural differential (USD/bbl)	3.41	3.04	3.36
Model refining margin (USD/bbl) ¹⁾	6.47	7.69	6.90
Ethylene contract FD NWE (€/t)	855.00	945.00	1023.00
CZK/USD ²⁾	21.39	18.51	17.05
CZK/EUR ²⁾	28.03	26.82	25.56

- 1) Calculated as: Products (95.5%) Rotterdam quotations and refinery setting for "cracking refinery" vs. Brent Dtd (100%). Products contain Premium Unleaded (23.4%), Regular Unleaded (15.5%), Jet/Kerosene (8.3%), Diesel (33.3%), 1% Sulphur Fuel Oil (12.9%), Propane (1.5%), Butane (0.3%), Sulphur (0.4%). All quotations: THOMSON REUTERS
- 2) Average foreign exchange rates according to Czech National Bank

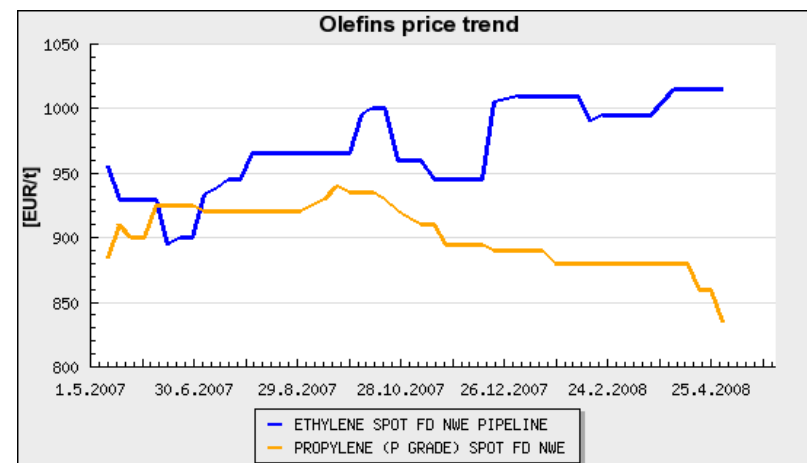
Source: THOMSON REUTERS, PLATTS, ICIS, CNB

Monomer Spreads

Slow growth of both olefin prices and spreads

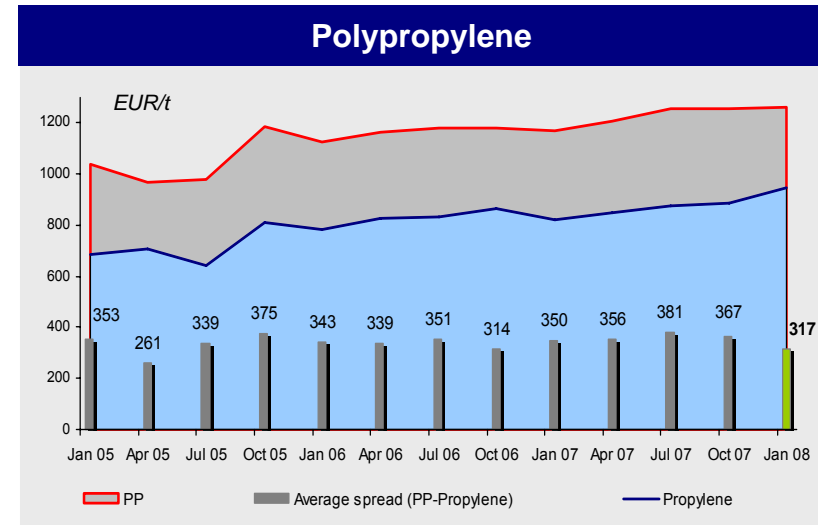
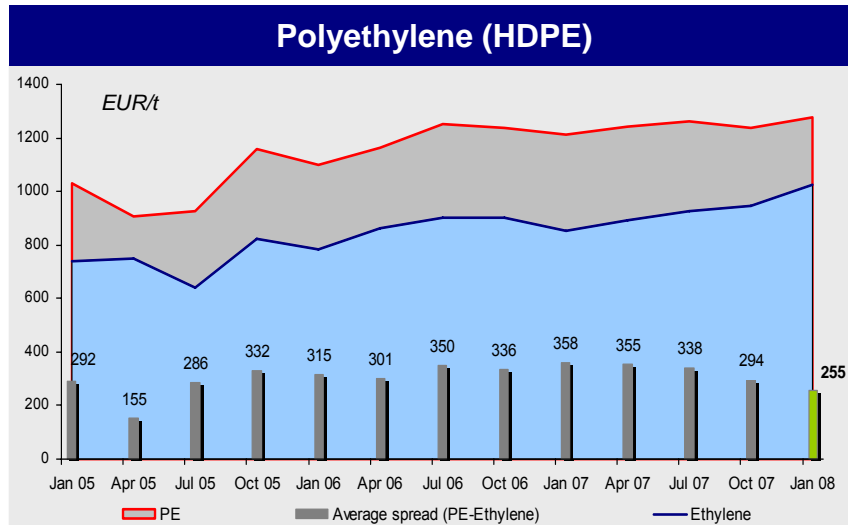


- Benzene spot prices recovering only slowly; development of benzene prices is hard to predict
- In 1Q 2008, ethylene quarterly contract price rose 20% y/y
- In 2Q 2008 ethylene contract price further increased to 1 038 EUR/t (from 1 023 EUR/t in 1Q 2008)
- Growing naphtha prices will keep pressure on olefin margins also in 2Q 2008; however, we are seeing partial recovery, particularly in agro products



Polyolefin Spreads

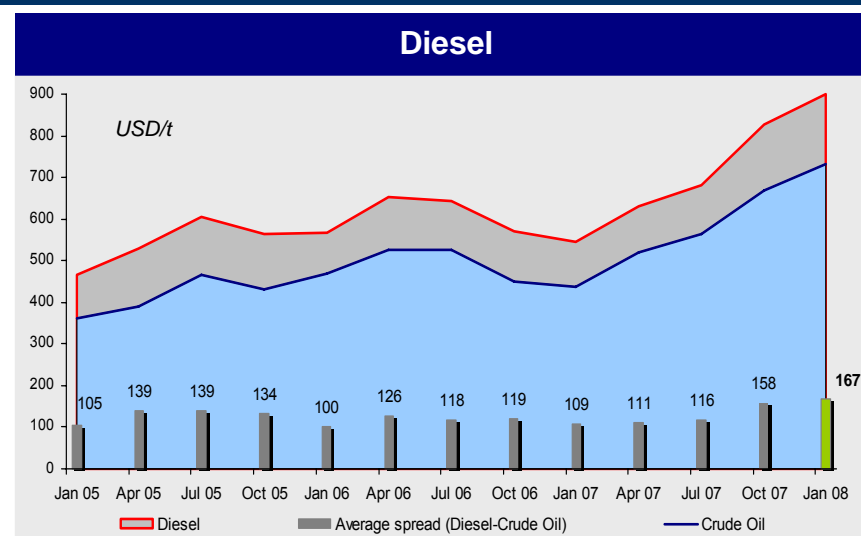
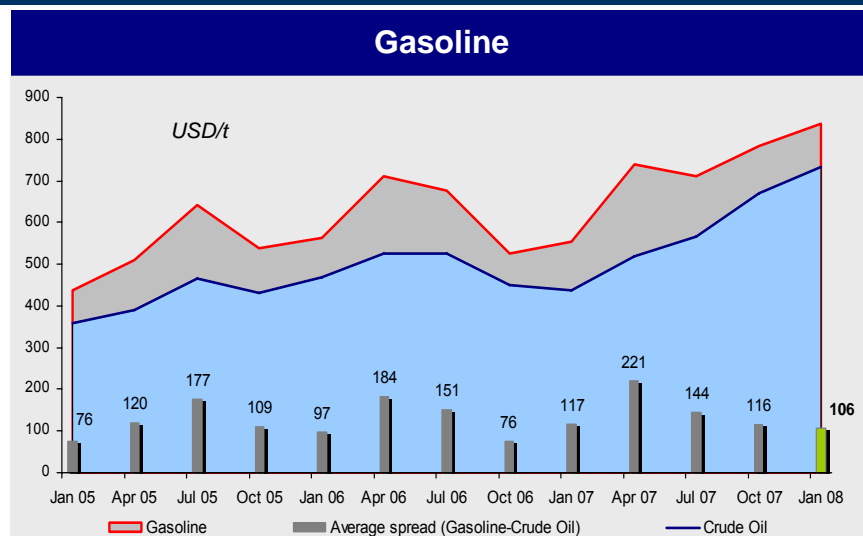
Difficult market conditions



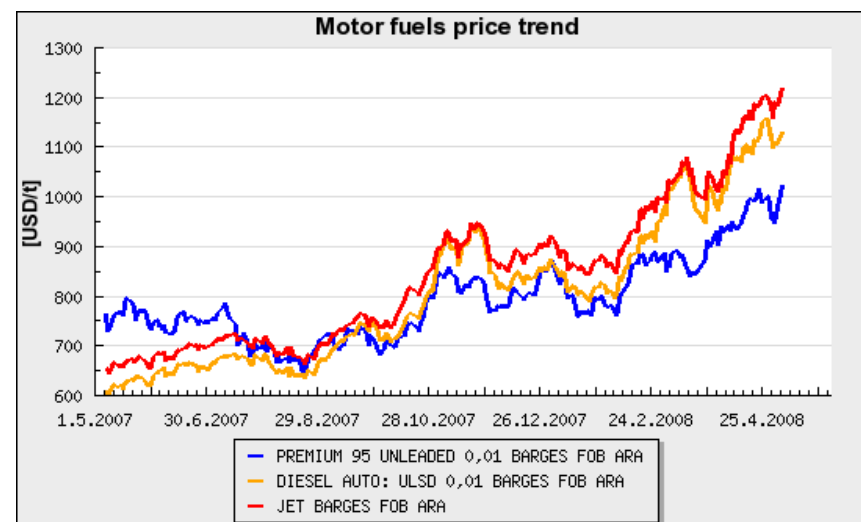
- 1Q 2008 HDPE and PP prices (ICIS) averaged at about 1 322 EUR/t and 1 270 EUR/t respectively, higher by 120 EUR/t and 110 EUR/t in comparison with 1Q 2007, however unable to cover increased monomer (feedstock) costs. Thus we saw polyolefin spreads fall y/y by 29% and 10%, respectively
- 2Q 2008 outlook sees a gradual recovery of the market (demand) situation
- Weakening USD against EUR leaves European exporters less competitive

Motor Fuel Spreads

Strong diesel cracks



- Record high diesel cracks in 1Q 2008 (167USD/t compared with 109USD/t in same period previous year) likely to continue in 2Q 2008
- Regional excess of gasoline keeps gasoline crack moderate only, at 106USD/t



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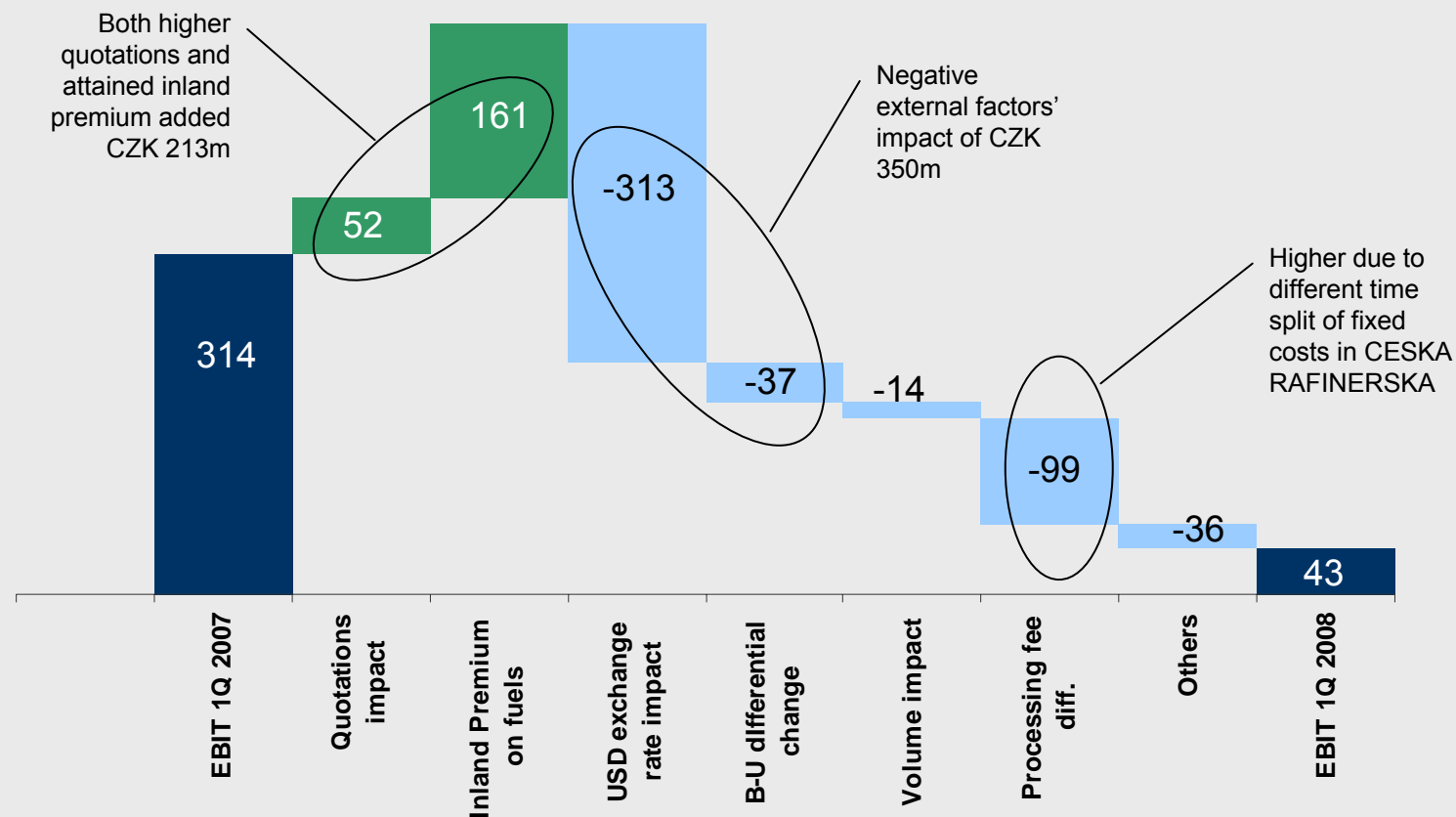
Supporting slides

Refining

Main EBIT drivers

Overview of price-, volume- and other factors

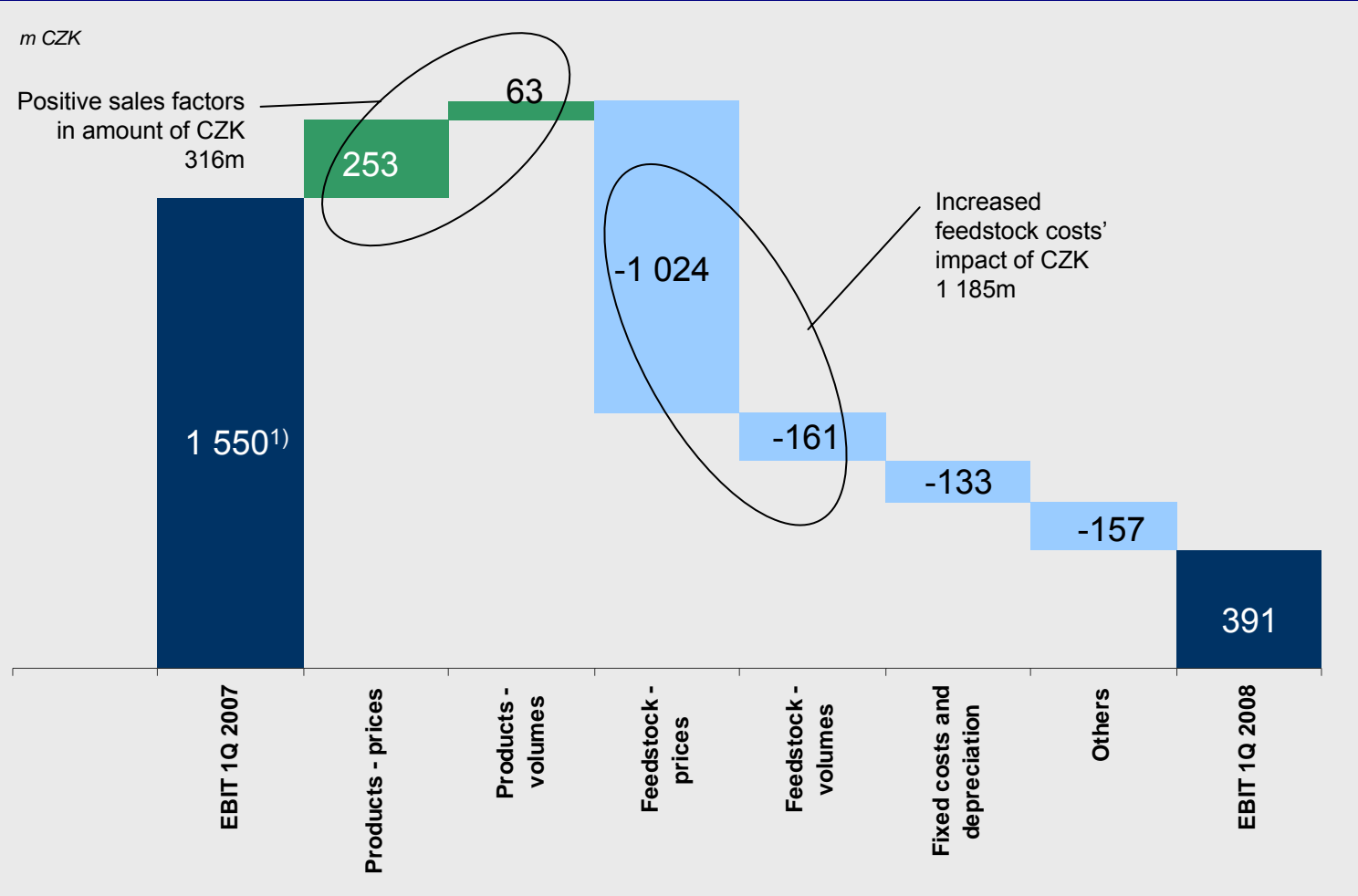
m CZK



Petrochemicals

Main EBIT drivers

Overview of price-, volume- and other factors



Retail

Telling the customers about the change...

- After reaching the critical mass of rebranded stations in 2007 (>50% of the network), BENZINA continues in the turnaround process and launched a new promotion and media campaign in 1Q 2008 to promote the changes: BENZINA's new visual identity, services focusing on BISTROs, VERVA premium fuels and fuel quality in general
- In line with the ORLEN retail segment strategy focused on increasing the market share, BENZINA offered the sector of individual filling stations a franchising-based co-operation. The DOFO project was successfully kicked off in 1Q 2008
- With a 5 % y/y increase of fuel sales in 1Q 2008 BENZINA increased its market share to 13.3% ²⁾ at the end of 1Q 2008
- 86 rebranded BENZINA Plus sites in operation at the end of 1Q 2008
- 102 rebranded BENZINA sites in operation at the end of 1Q 2008
- 65 bistros in operation at the end of 1Q 2008
- VERVA diesel share ~7% ³⁾; VERVA 100 share ~4%³⁾
- Total number of sites at the end of 1Q 2008: 321 (+1 y/y)

BENZINA *plus*



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2008 Key Projects

Baseline for future growth

CAPEX Plan 2008

- Total planned CAPEX for 2008 at a level of CZK 6.5bn, i.e. 32% increase y/y.
- Follow-up investment in an intensification of petrochemical units (increasing ethylene unit capacity toward a target of 544kt), construction of the new butadiene unit (completion planned in 2009), extractive distillation of benzene, processing of C5 surpluses, increase of polyolefin unit capacities.
- Investments in refinery conversion units – bottom-of-barrel approach (modernization of LPG section of the FCC unit, increase of FCC propylene production).
- In retail, completion of current network rebranding, DODO/DOFO project expansion.

Restructuring

- Completion of the Corporate Governance change, particularly the UNIPETROL RPA commercial/production spin-off,
- gaining full control over PARAMO and its integration into the current corporate structure,
- sales channel optimization (completing UNIPETROL TRADE restructuring).

Strategies

- Completion of strategies in the following fields:
 - polyolefins
 - energy
 - logistics and
 - R&D

2008 Shutdown Plan Update

No S/Ds material to Group's results planned for current year

	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
BU I Refining									
BU II Monomers			20 days Agro products (Urea, Ammonia) and Oxo-alcohols ¹⁾						
BU III Polymers									
PARAMO									

1) Every year standard S/D, impact on production of Urea approx. 12kt, Oxo-alcohols 1,5kt, Ammonia limited impact

Refining Products

Volume sales

	1Q 2007	4Q 2007	1Q 2008	y/y	q/q
<i>kt</i>	<i>1</i>	<i>2</i>	<i>3</i>	<i>4=3/2</i>	<i>5=3/1</i>
Gasoline	219	218	196	-11%	-10%
Diesel	435	384	448	3%	17%
JET	16	18	13	-19%	-28%
LPG	20	22	17	-15%	-23%
Fuel Oils	77	62	75	-3%	21%
Bitumen	29	67	31	7%	-54%

Petrochemical Products

Volume sales

	1Q 2007	4Q 2007	1Q 2008	y/y	q/q
<i>kt</i>	<i>1</i>	<i>2</i>	<i>3</i>	<i>4=3/2</i>	<i>5=3/1</i>
Monomers and agro products					
Ethylene	32 ¹⁾	23	38	19%	65%
Propylene	13	7	9	-31%	29%
Benzene	8 ¹⁾	18	43	438%	139%
Urea	53	28	52	-2%	86%
Ammonia	32	28	29	-9%	4%
Oxo-alcohols	17	10	15	-12%	50%
C4 fraction	40	20	44	10%	120%
Polyolefins					
PE (HDPE)	68	58	73	7%	26%
PP	51	36	49	-4%	36%

EBITDA and Revenues

By segments

m CZK	1Q 2007	4Q 2007	1Q 2008	y/y	q/q
	1	2	3	4=3/1	5=3/2
EBITDA, of which	3 110	503	1 491	-52%	+196%
Refining ¹⁾	712	7	301	-58%	+4200%
Petrochemicals	2 230	290	862	-61%	+197%
Retail	175	272	238	36%	-13%
Others, Non-attributable, Eliminations	- 8	-66	91		

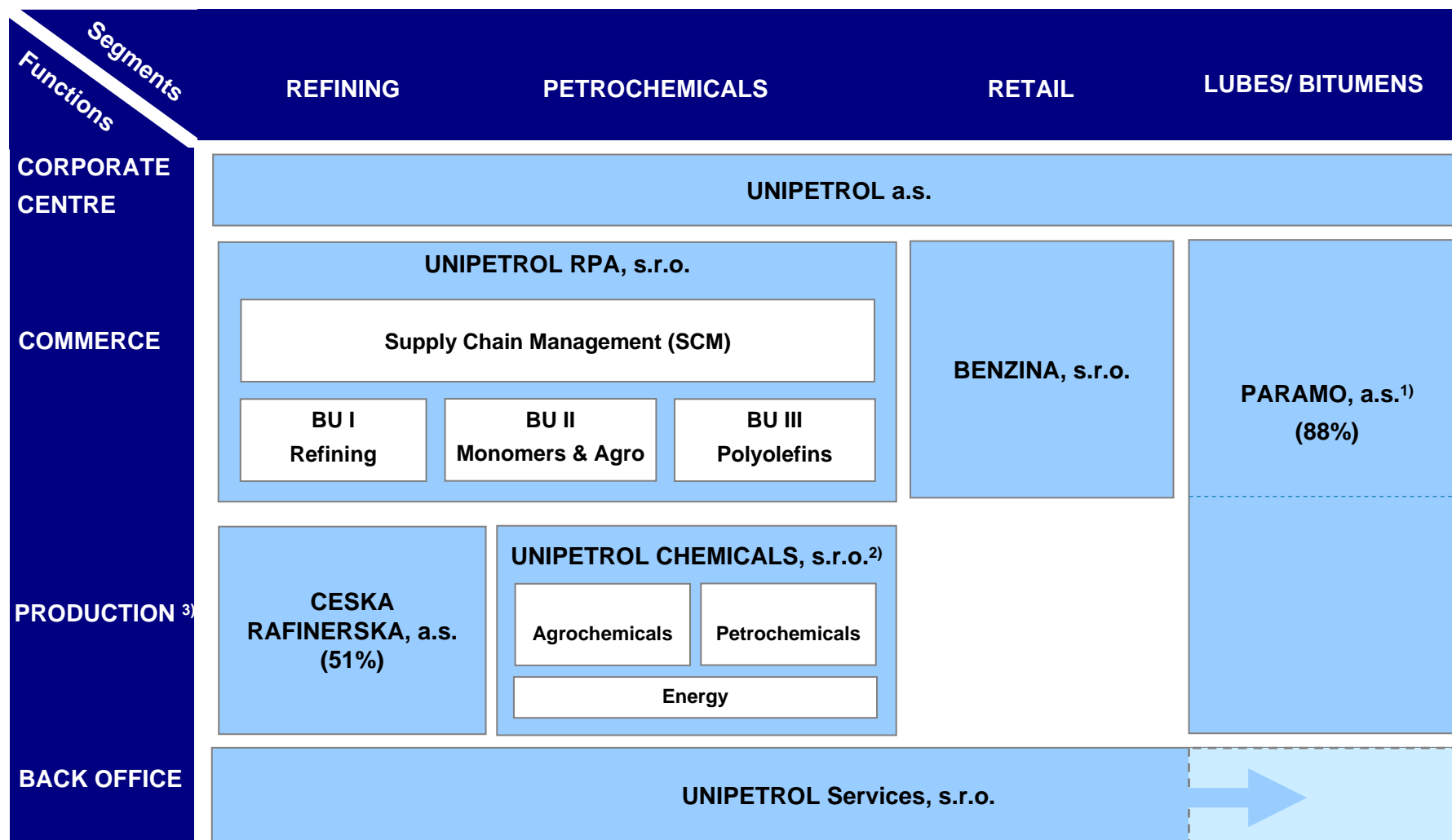
m CZK	1Q 2007	4Q 2007	1Q 2008	y/y	q/q
	1	2	3	4=3/1	5=3/2
REVENUES, of which	20 633	21 149	22 149	+7%	+5%
Refining ¹⁾	17 431	18 464	15 885	-9%	-14%
Petrochemicals	11 915	8 875	10 171	-15%	+15%
Retail	1 672	2 532	2 262	+35%	-11%
Others, Non-attributable, Eliminations	- 10 386	-8 722	- 6 170		

Group Balance Sheet

Consolidated condensed balance sheet

m CZK	31 March 2008 (unaudited)	31 December 2007 (audited)
ASSETS		
Non-current assets	38 046	38 012
Current assets	25 643	28 128
Total assets	63 689	66 140
EQUITY AND LIABILITIES		
Total equity	42 524	42 138
Total non-current liabilities	5 283	5 191
Total current liabilities	15 882	18 810
Total equity and liabilities	63 689	66 140

Corporate Structure of the UNIPETROL Group



BU = business unit; a.s. = PLC; s.r.o. = Ltd.

1) Restructuring of PARAMO into commercial and production bodies as well as further alignment within the Group is planned for 2008

2) Registration of this entity in the Companies Register is expected in July 2008

3) Apart from PARAMO production is run in the processing mode.