

UNIPETROL 3Q 2010 CONSOLIDATED UNAUDITED FINANCIAL RESULTS (IFRS)



Mariusz Kędra

Member of the Board of Directors and Chief Financial Officer

29 October 2010



AGENDA

- **Unipetrol's 3Q10 key highlights**

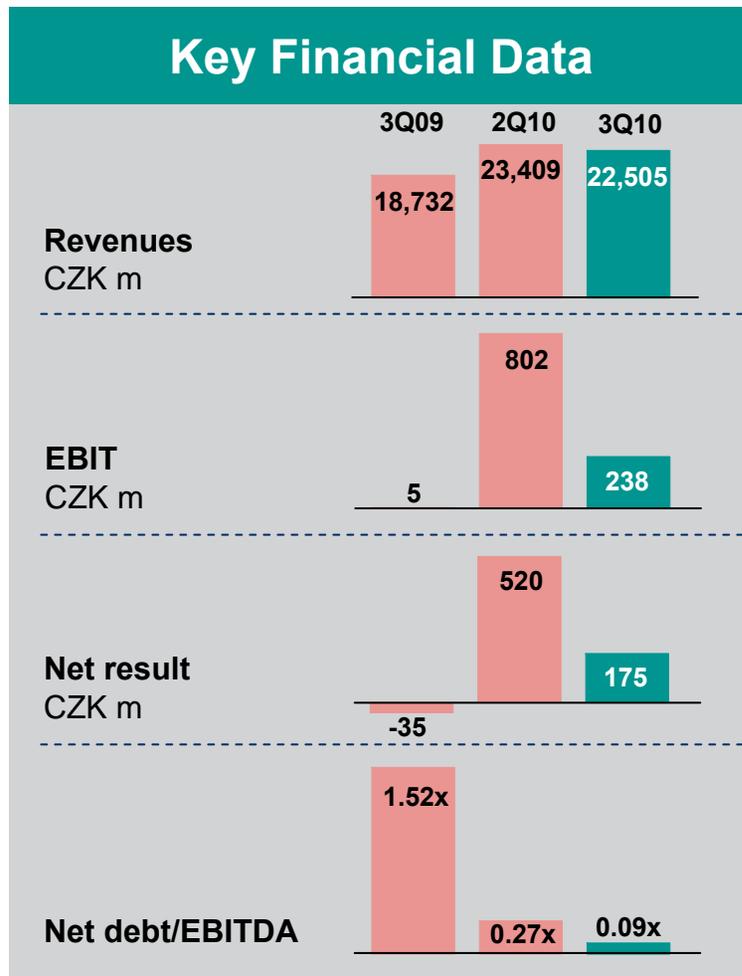
Operational and macro situation

Financial results

Summary

Supporting slides

UNIPETROL'S 3Q10 KEY HIGHLIGHTS



- Profitability improved y/y, net profit CZK +175m, however q/q decline mainly due to macro deterioration and one-off charges.
- EBIT of CZK +238m fueled by petchem and retail segments, with almost equal contributions.
- Launch of “T200 heat and power plant” closure process resulted in reserve charges of approx. CZK 100m.
- An increase in refinery product sales volumes, +3% y/y, and solid growth of polyolefins (both polyethylene and polypropylene) +18% y/y.
- Continuously growing demand for higher-margin premium VERVA fuels, by 51% y/y.
- Positive cash flow results in virtually debt free position, net debt/EBITDA at 0.09x.
- Accelerated two-week steam cracker shut down due to technical reasons, starting at the end of 3Q10.

UNIPETROL'S ACTIVITIES WELL PERCEIVED

- CZK 600m support from the EU funds granted for UniCRE (Unipetrol Centre for Research and Education) project, i.e., a research project to connect first-class educational and research activity with industrial application.
- Project of Unipetrol's R&D subsidiary VUAnCh.



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Výzkumný ústav
anorganické chemie, a.s.
ČLEN SKUPINY UNIPETROL

- Unipetrol won 3 out of 4 categories in PETROLawards 2010 contest

Personality of the Year: Ivan Ottis (UNIPETROL, a.s. BoD Member)
Product of the Year: VERVA Diesel "60"
Technology and Operations: Benzina's RIS (Retail Information System)



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BEST QUARTERLY REFINING SALES VOLUMES OVER LAST 2 YEARS

	3Q09	2Q10	3Q10	Q/Q	Y/Y	9M09	9M10	9M10 /9M09
kt	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Fuels and other refinery products ¹⁾	959	945	982	+4%	+3%	2,540	2,650	+4%
Petrochemicals	464	472	421	-11%	-9%	1,381	1,347	-2%

- Higher refinery sales volumes in 3Q10 were predominantly supported by better diesel, fuel oil and bitumen sales. Continued exports to Slovakia and Germany contributed positively to overall performance.
- Retail distribution showed a y/y deterioration in sales volumes in 3Q10 due to lower gasoline demand during the main motoring season as the prevailing prices in the Czech Republic, less competitive than in the neighbouring countries, took their toll. Higher-margin premium VERVA fuels showed a further 51% y/y improvement in 3Q10.
- 9% y/y lower petrochemical volumes in 3Q10 were dragged down mainly by lower agrochemicals (ca -30% y/y) as our ammonia commitment was reduced starting 2010. A positive contribution was clearly visible from polymers' side (+18% y/y) as the sales initiatives that were launched bear fruit.

NOMINAL UTILIZATION RATIO OVER 85%

	3Q09	2Q10	3Q10	Q/Q	Y/Y	9M09	9M10	9M10 /9M09
	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Crude oil throughput (kt)	1,156	1,082	1,182	+9%	+2%	3,022	3,211	+6%
Utilisation ratio (%)	84	79	86	+7pp	+2pp	73	78	+5pp
Light distillates ¹⁾ yield (%)	32	33	33	0pp	+1pp	31	33	+2pp
Middle distillates ²⁾ yield (%)	43	44	45	+1pp	+2pp	44	44	0pp
Heavy distillates ³⁾ yield (%)	10	13	12	-1pp	+2pp	10	11	+1pp

- A 2% increase in crude oil throughput from 1,156 kt in 3Q09 to 1,182 kt in 3Q10 and a nominal utilisation ratio of over 85% thanks to the good technical availability of the units.
- 3pp y/y higher combined light and middle distillates yield, i.e., a larger share of more profitable products in our production mix.

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- 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

COMBINED MODEL PETCHEM MARGIN BACK ABOVE EUR 600 PER TONNE LEVEL

	3Q09	2Q10	3Q10	Q/Q	Y/Y	9M09	9M10	9M10 /9M09
	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Unipetrol model petrochemical olefin margin (EUR/t) ¹⁾ (CZK/t)	269 6,880	318 8,133	302 7,518	-5% -8%	+12% +9%	199 5,268	299 7,615	+50% +45%
Unipetrol model petrochemical polyolefin margin (EUR/t) ²⁾ (CZK/t)	256 6,551	279 7,148	313 7,790	+12% +9%	+22% +19%	258 6,877	283 7,197	+10% +5%
CZK/EUR ³⁾	25.6	25.6	24.9	-3%	-3%	26.6	25.5	-4%
USD/EUR ³⁾	1.43	1.27	1.29	+2%	-10%	1.37	1.32	-4%

- Improved propylene and ethylene quotations were partly offset by worse benzene quotations, which nonetheless resulted in a 12% y/y improvement of the model olefin margin.
- The model polyolefin margin broke the EUR 300/t level for the first time this year in 3Q10 and is thus the best over last three years. This is thanks to a very strong polypropylene spread.

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.

Source: REUTERS, ICIS, CNB

GLITTER OF YEAR-ON-YEAR BETTER REFINING INDICATORS SHADOWED BY LATEST TREND

	3Q09	2Q10	3Q10	Q/Q	Y/Y	9M09	9M10	9M10 /9M09
	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Brent crude oil (USD/bbl) ¹⁾	68.2	78.7	76.5	-3%	+12%	57.5	77.3	+49%
Ural crude oil (USD/bbl)	67.8	76.9	75.6	-2%	+12%	56.6	75.9	+49%
Brent-Ural differential (USD/bbl) ²⁾	0.45	1.76	0.92	-48%	+104%	0.85	1.36	+50%
(CZK/bbl)	8	35	18	-49%	+125%	22	27	+23%
Unipetrol model refining margin (USD/bbl) ³⁾	1.31	3.28	1.92	-41%	+47%	2.27	3.06	+32%
(CZK/bbl)	23	66	37	-44%	+61%	57	59	+4%
CZK/USD ⁴⁾	17.9	20.1	19.3	-4%	+8%	19.4	19.4	-5%

- The Brent-Ural differential doubled y/y to more than USD 0.9 in 3Q10, a level higher than the FY 2009 average, however, weakness from the end of 2Q10 prevailed for most of 3Q10.
- The Unipetrol model refining margin improved by 47% from USD 1.31 in 3Q09 to USD 1.92 in 3Q10 on the back of a stronger diesel and LPG spread, while gasoline deteriorated below the long-term average.
- Depreciation of the CZK/USD exchange rate by 8% helped to improve quotation changes.

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1) Fwd Brent Dtd

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

3) 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.

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

Source: REUTERS, FERTWEEK, CNB

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IMPROVED PROFITABILITY HIT BY WORSENERD MACRO DYNAMICS AND ONE-OFF CHARGES

	3Q09	2Q10	3Q10	Q/Q	Y/Y	9M09	9M10	9M10 /9M09
CZKm	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Revenues	18,732	23,409	22,505	-4%	+20%	49,040	63,952	+30%
EBITDA	866	1,669	1,170	-30%	+35%	2,159	4,191	+94%
EBIT	5	802	238	-70%	+47x	-394	1,556	n/a
Net result attributable to shareholders of the parent company	-35	520	175	-66%	n/a	-579	1,004	n/a
EPS (CZK) ¹⁾	-0.19	2.87	0.97	-66%	n/a	-3.19	5.54	n/a
EBITDA margin ²⁾	4.6%	7.1%	5.2%	+0.6pp	-1.9pp	4.4%	6.6%	+2.2pp
EBIT margin ³⁾	0.0%	3.4%	1.1%	+1.1pp	-2.3pp	-0.8%	2.4%	+3.2pp

- Year-on-year operating profitability improved substantially.
- However, quarter-on-quarter deterioration is stemming from worsened refining macro indicators (B-U diff. -48% q/q, model refining margin -41% q/q), as well as approx. CZK 100m “T200 shutdown” related reserves booked in 3Q10 on operating level.

POSITIVE CASH FLOW GENERATION RESULTS VIRTUALLY IN DEBT-FREE SITUATION

	3Q09	2Q10	3Q10	Q/Q	Y/Y	9M09	9M10	9M10 /9M09
CZKm	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Operating cash flow (OCF)	2,432	3,870	1,215	-69%	-50%	3,043	2,217	-27%
Capital expenditure (CAPEX)	550	657	589	-10%	+7%	2,377	1,893	-20%
Free cash flow (Operating - Investment CF)	1,759	3,577	842	-76%	-52%	716	933	+30%
Net Working Capital ¹⁾	4,416	6,342	7,356	+17%	+68%	4,416	7,356	+68%
Net finance costs	107	116	61	-21%	-33%	382	324	-4%
Gearing ²⁾	7.2%	3.1%	1.1%	-2.0pp	-6.1pp	7.2%	1.1%	-6.1pp
Net debt / EBITDA ³⁾	1.52	0.27	0.09	-68%	-94%	1.52	0.09	-94%
ROACE ⁴⁾	0.0%	1.6%	0.5%	-1.1pp	+0.5pp	-0.8%	3.2%	+4.0pp

- Significant part in volatility of quarterly cash flow comes from timing of crude oil payments.
- Focus on cash generation helped to squeeze Unipetrol's gearing to historic lows.

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- 1) Net Working Capital = current assets – current liabilities, at the end of the period (excl. derivatives, provisions and income tax)
 2) Gearing = net debt / equity, both at the end of the period
 3) Interest-bearing borrowings less cash / EBITDA (rolling over the last four quarters)
 4) Return on average capital employed = Operating profit after taxes in the period / average capital employed in the period

MAIN 3Q10 EBIT CONTRIBUTION FROM PETCHEM, WHILE RETAIL'S BEST QUARTER OF THE YEAR

	3Q09	2Q10	3Q10	Q/Q	Y/Y	9M09	9M10	9M10 /9M09
CZKmn	1	2	3	4=3/2	5=3/1	6	7	8=7/6
EBIT, of which	5	802¹⁾	238¹⁾	-70%	+47x	-394	1,556	n/a
• Refining	-465	356	-143	n/a	n/a	-857	492	n/a
• Petrochemical	219	298	176	-41%	-20%	-128	571	n/a
• Retail distribution	241	135	171	+27%	-29%	485	437	-10%
• Others, Non-attributable, Eliminations	10	12	34	+183%	+240%	106	56	-47%

REFINING

- Better product yields and sales volumes.
- Improved pricing policy.
- Wider B-U differential.
- Better refining margin with a wider diesel-crude spread.
- Negative y/y inventory effect
- Positive FX effect of CZK/USD.
- Further cost-cutting efforts.

PETROCHEMICAL

- Higher combined petchem margin.
- Negative FX effect of USD/EUR strengthening.
- Better sales volume mix with higher share of more profitable polyolefins.
- Improved pricing thanks to launched initiatives.

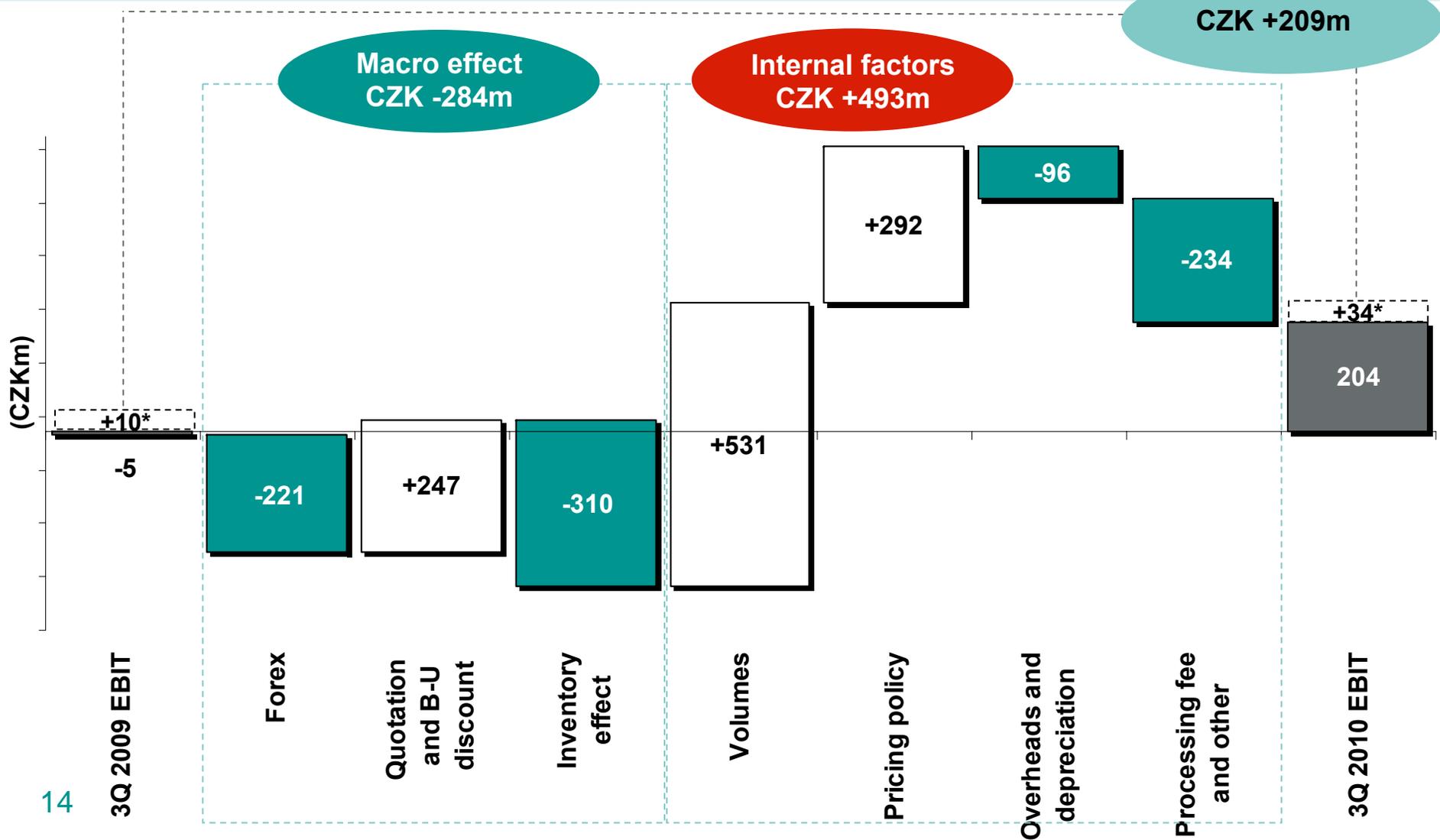
RETAIL DISTRIBUTION

- 6% y/y lower fuel unit margins, down from record levels in 3Q09.
- Lower gasoline demand during holiday period due to ongoing price differential to neighbouring countries.
- Demand for premium fuels grew by 51% y/y.
- Weaker non-fuel sales.

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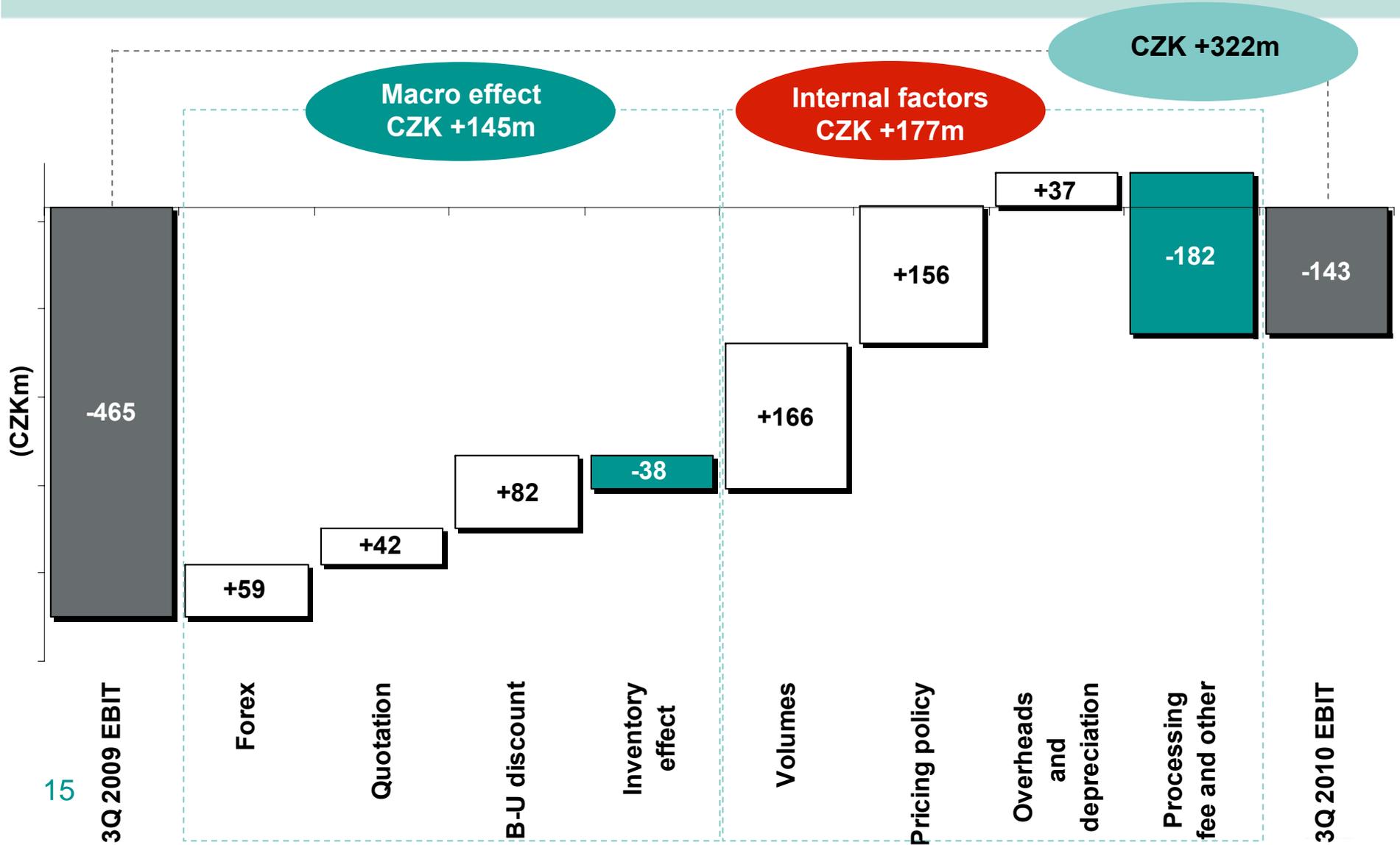
1) Minor mathematical discrepancy between segments and total due to rounding.

VOLUMES AND BETTER PRICING POLICY DOMINATES IMPROVEMENT IN GROUP'S EBIT

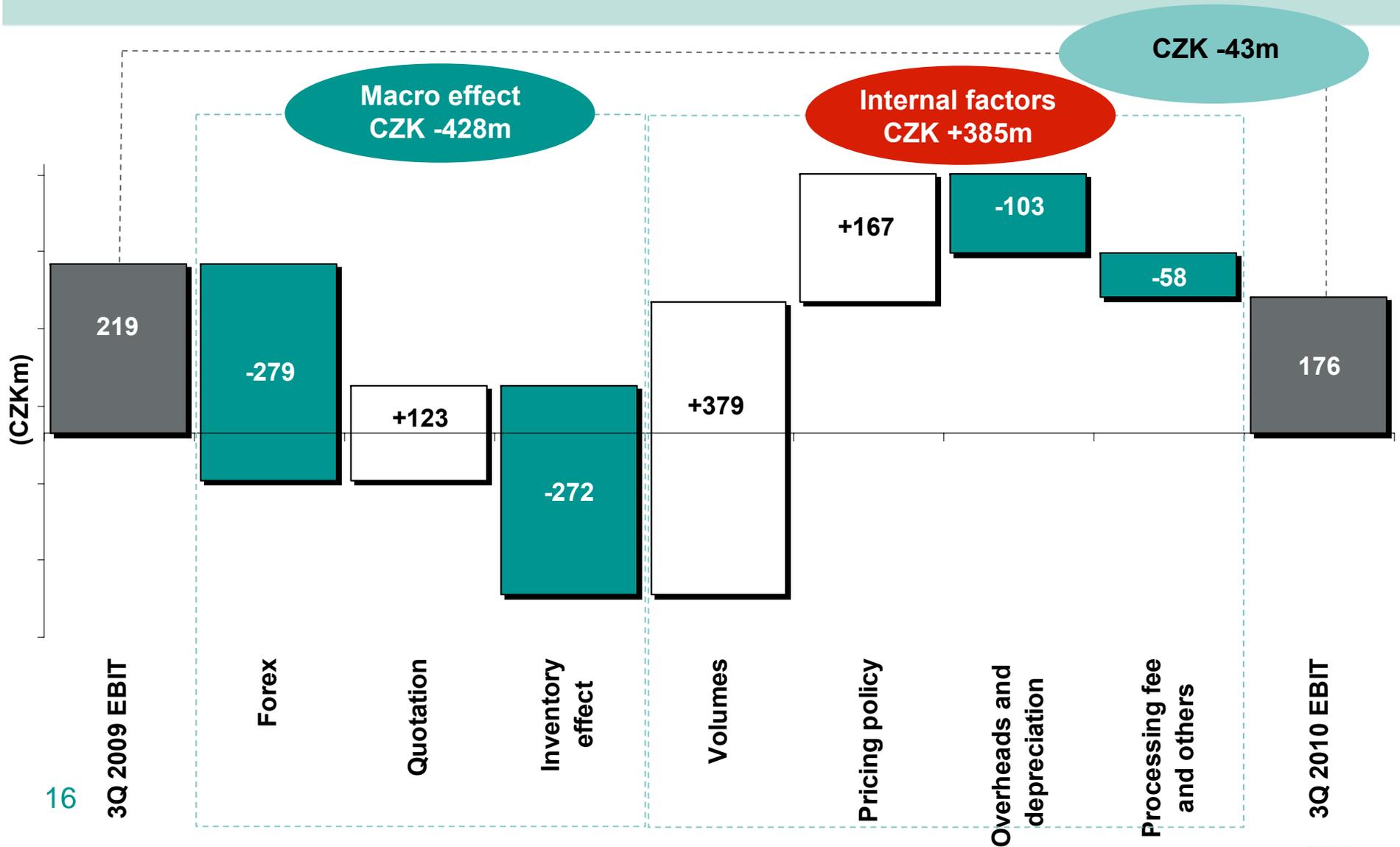


* Non-attributable, Eliminations

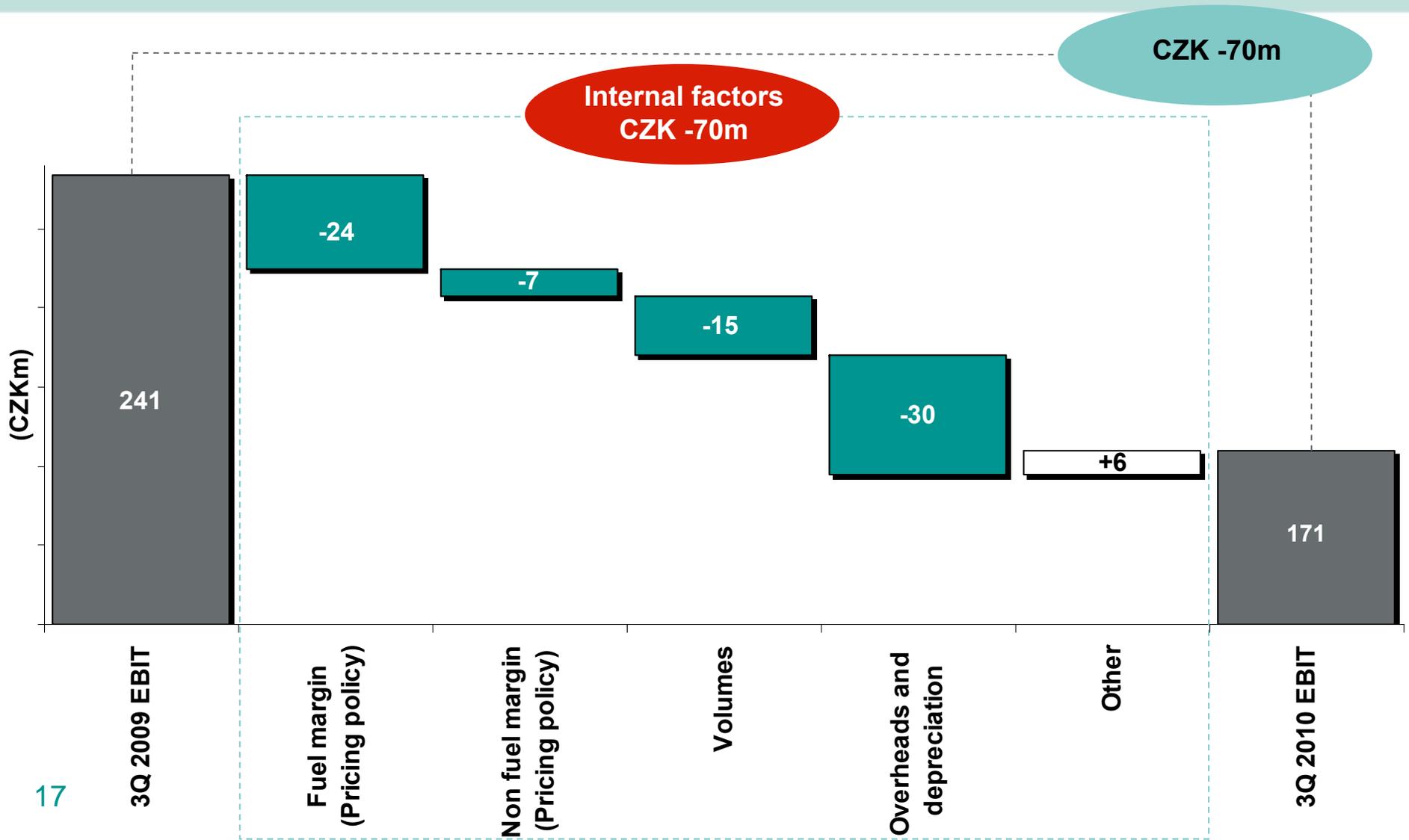
INTERNAL FACTORS HELPED TO IMPROVE EBIT IN REFINING MORE THAN MACRO EFFECT



INTERNAL EFFORTS ALMOST ELIMINATED THE MACRO EFFECT ON EBIT IN PETCHEM



LOWER VOLUMES AND SLIGHTLY WEAKER UNIT MARGINS BEHIND WEAKER RETAIL EBIT



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SUMMARY

- ✓ **Improved profitability**
 - ✓ Operating profit over CZK 0.2bn (i.e., improvement over CZK 0.2bn) even with negative one-off charges and the LIFO effect, altogether over CZK -0.35bn.
 - ✓ Further careful cost control, fixed costs down over CZK 100m during 9M10.
 - ✓ Cash flow generation results in a virtually debt free position.

- ✓ **Sales initiatives**
 - ✓ Continue exploiting export possibilities in neighbouring countries (logistics rather than demand remains the main bottle-neck at the moment).
 - ✓ Constantly working on improved pricing policies.

- ✓ **Operational decisions**
 - ✓ Acceleration of the planned steam cracker shutdown improves efficiency of the installation until the regular 4-year complete overhaul in the Litvinov plant in 2011.

- ✓ **Strategic decisions**
 - ✓ Closure process of the obsolete T200 heat and power plant initiated.

- 19 ✓ **Recognition of R&D efforts**
 - ✓ CZK 600m support from EU funds for Unipetrol's UniCRE project (2010-2014).

CALENDAR OF UPCOMING EVENTS

IR events

- Beginning of February 2011¹⁾ 4Q10 trading statement
- End of February 2011¹⁾ 4Q10 consolidated financial results

THANK YOU FOR YOUR ATTENTION

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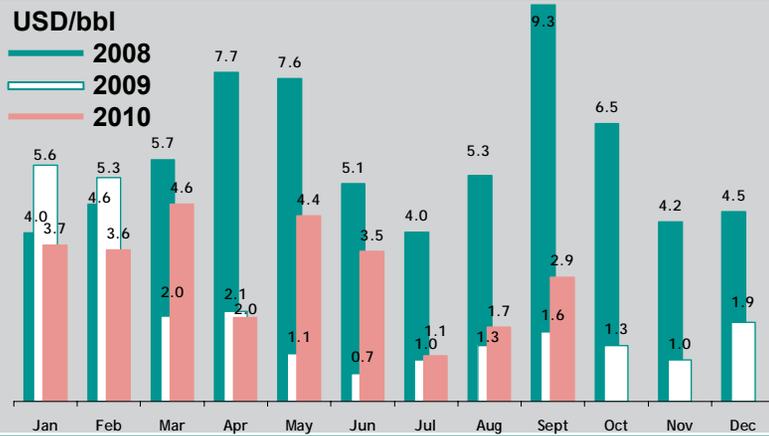
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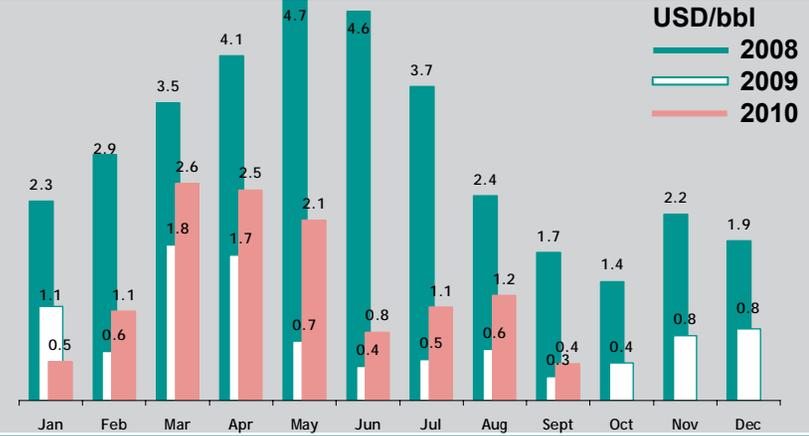
- **Supporting slides**

VOLATILE REFINING INDICATORS

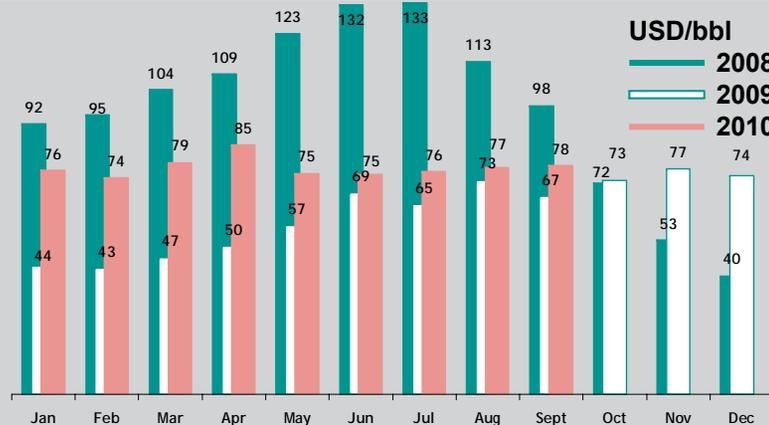
Unipetrol model refining margin¹⁾



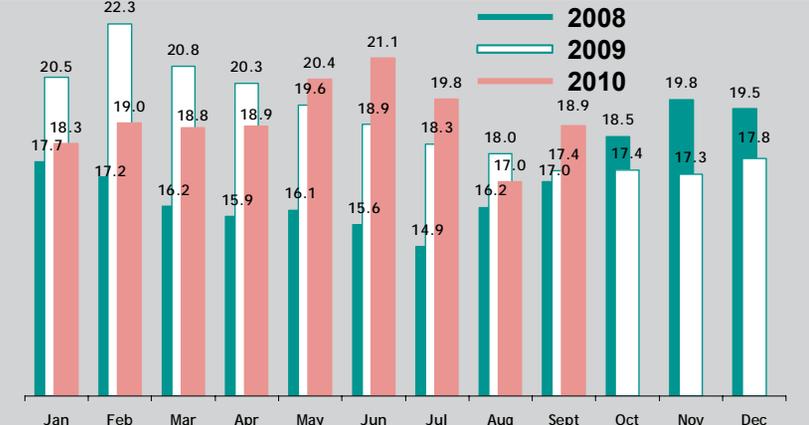
Brent-Ural price differential²⁾



Brent crude price (feedstock)



CZK/USD



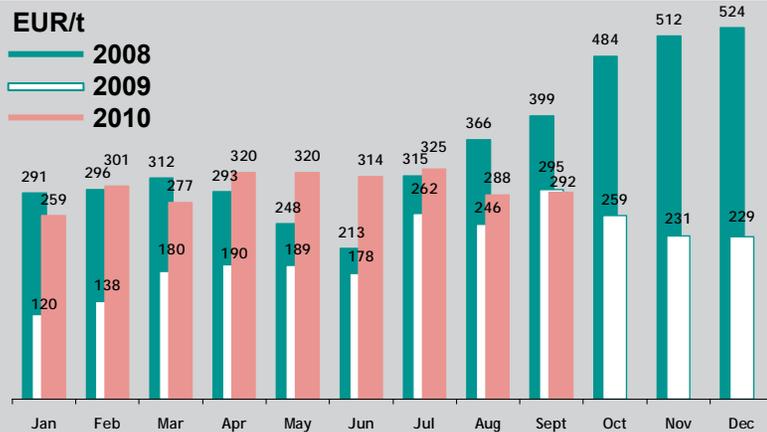
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- 1) Unipetrol model refining margin = revenues from products sold (97% Products = Gasoline 17%, Petchem feedstock 20%, JET 2%, Diesel 40%, Sulphur Fuel Oils 9%, LPG 3%, Sulphur 1%, Other feedstock 5%) minus costs (100% input = Brent Dated); product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

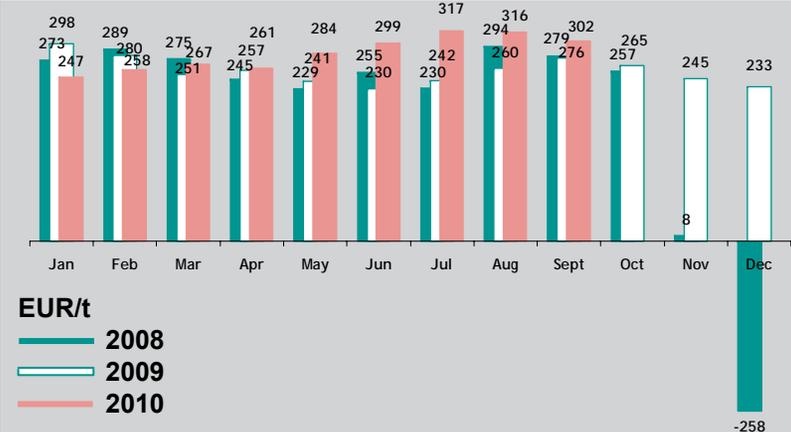
Source: REUTERS, FERTWEEK, CNB

COMBINED PETCHEM MARGIN ON LEVELS LAST SEEN BEFORE THE CRISIS

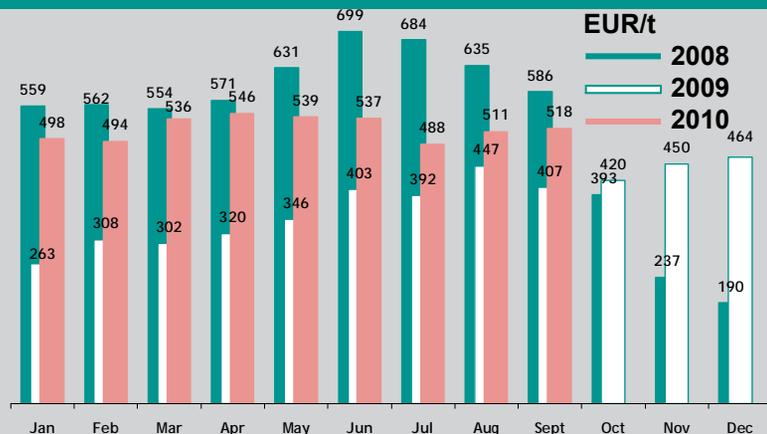
Unipetrol model olefin margin¹⁾



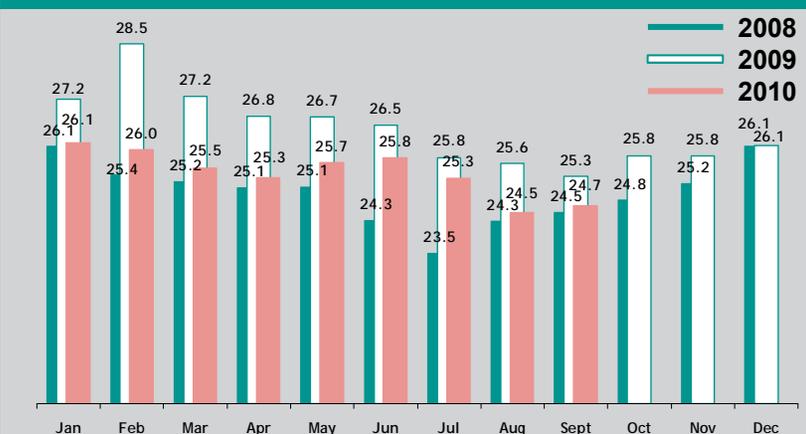
Unipetrol model polyolefin margin²⁾



Naphtha price (feedstock)



CZK/EUR



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- 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

UNIPETROL SALES VOLUMES BREAKDOWN - REFINING

	3Q09	2Q10	3Q10	Q/Q	Y/Y	9M09	9M10	9M10 /9M09
kt	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Fuels and other refinery products ¹⁾	959	945	982	+4%	+3%	2,540	2,650	+4%
Diesel ¹⁾	499	484	507	+5%	+2%	1,343	1,378	+3%
Gasoline ¹⁾	235	236	224	-5%	-5%	635	630	-1%
JET	28	18	28	+54%	0%	53	64	+20%
LPG	35	30	37	+24%	+5%	84	93	+11%
Fuel oils	28	37	48	+30%	+70%	107	137	+28%
Naphtha	1	3	2	-52%	+67%	7	8	+17%
Bitumen	84	97	97	0%	+16%	179	228	+28%
Lubes	10	10	10	0%	0%	28	31	+8%
Rest of refinery products	38	30	34	+14%	-10%	103	82	-21%

UNIPETROL SALES VOLUME BREAKDOWN - PETROCHEMICAL

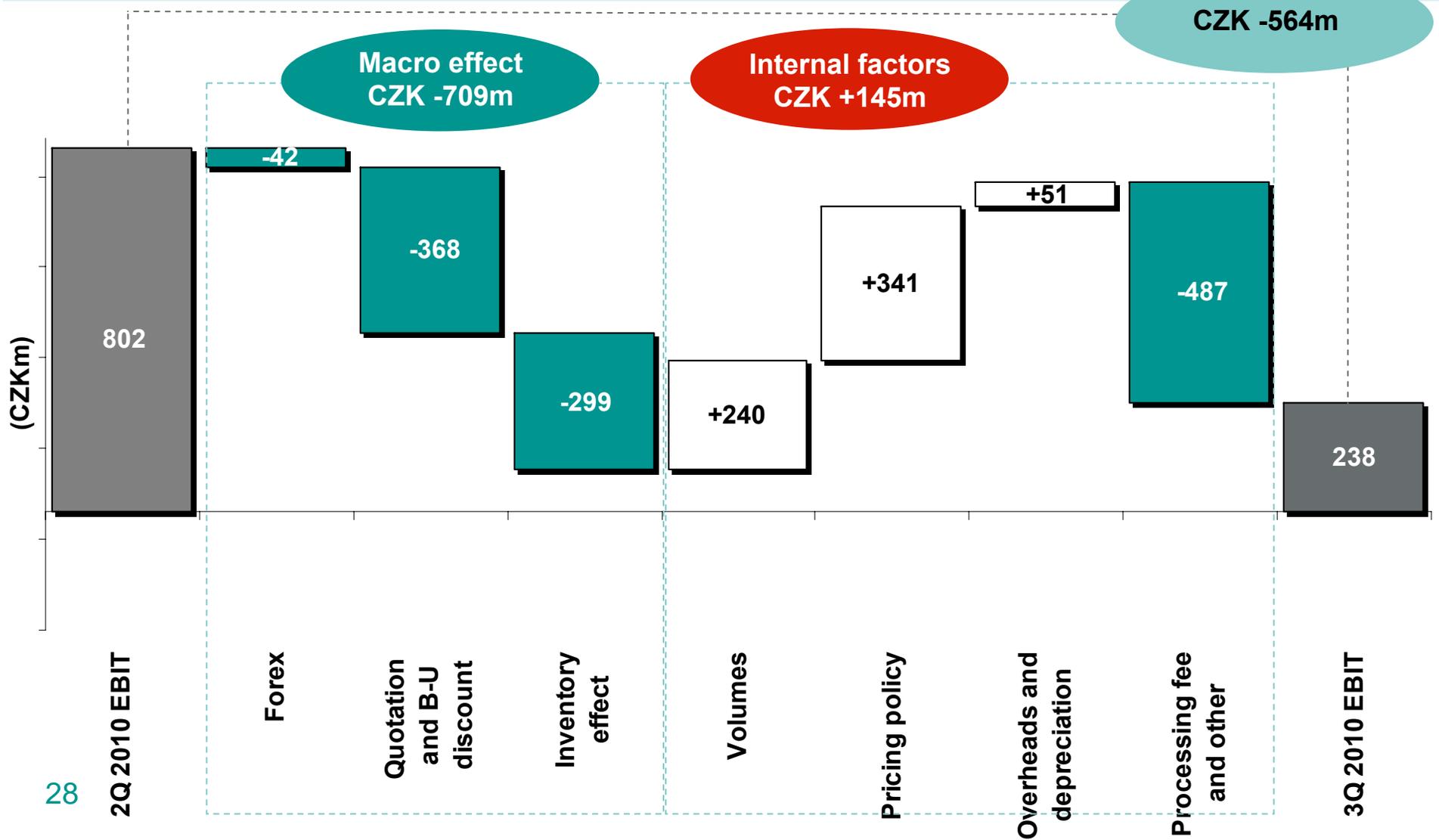
	3Q09	2Q10	3Q10	Q/Q	Y/Y	9M09	9M10	9M10 /9M09
kt	1	2	3	5=3/2	6=3/1	7	8	9=8/7
Petrochemicals	464	472	421	-11%	-9%	1,381	1,347	-2%
Ethylene	37	51	38	-25%	+3%	110	128	+16%
Benzene	49	53	49	-9%	0%	133	155	+16%
Propylene	14	18	10	-47%	-32%	27	36	+33%
Urea	41	49	47	-3%	+16%	125	145	+16%
Ammonia	61	33	29	-14%	-53%	174	105	-40%
C4 fraction	37	40	19	-52%	-48%	105	102	-3%
Oxo-alcohols	1	0	0	n/a	-100%	17	0	-100%
Polyethylene (HDPE)	61	81	73	-10%	+18%	216	219	+1%
Polypropylene	52	61	60	-2%	+15%	164	185	+13%
Rest of petrochemical products	110	85	96	+14%	-13%	309	272	-12%

SEGMENTAL REVENUES AND EBIT ACCORDING TO LIFO

	3Q09	2Q10	3Q10	Q/Q	Y/Y	9M09	9M10	9M10 /9M09
CZK bn	1	2	3	5=3/2	6=3/1	7	8	9=8/7
Revenues, of which	18.7 ¹⁾	23.4	22.5	-4%	+20%	49.0 ¹⁾	64.0¹⁾	+30%
• Refining	14.0	17.3	17.0	-2%	+21%	36.0	47.7	+33%
• Petrochemicals	6.6	8.9	7.8	-12%	+18%	18.2	24.3	+34%
• Retail distribution	2.2	2.3	2.4	+4%	+9%	5.6	6.5	+16%
• Others, Non-attributable, Eliminations	-4.2	-5.1	-4.7	n/a	n/a	-10.8	-14.5	n/a

	3Q09	2Q10	3Q10	Q/Q	Y/Y	9M09	9M10	9M10 /9M09
CZK m	1	2	3	5=3/2	6=3/1	7	8	9=8/7
EBIT acc. to LIFO, of which	-103	671	513	-24%	n/a	-1,504	1,169	n/a
• Refining	-390	191	40	-79%	n/a	-1,377	210	n/a
• Petrochemicals	33	341	252	-26%	+664%	-742	498	n/a
• Retail distribution	244	126	186	+48%	-24%	509	403	-21%

MAIN FACTORS EFFECTING GROUP'S EBIT (2Q10 VERSUS 3Q10)



CONDENSED BALANCE SHEET

CZK m	30 Sep 2010	31 Dec 2009
TOTAL ASSETS	60,363	58,249
Non-current assets	36,984	38,061
Current assets	23,378	20,188
Inventories	9,555	8,598
Trade receivables	10,664	9,310
Cash and cash equivalents	2,213	1,186
TOTAL EQUITY AND LIABILITIES	60,363	58,249
Total equity	38,861	37,871
Total liabilities	21,502	20,378
Non-current liabilities	4,428	4,267
Loans and borrowings	2,050	2,012
Current liabilities	17,074	16,111
Trade and other payables and accruals	15,345	14,595
Current portion of loans and borrowings	293	209
Short-term bank loans	257	140
NET DEBT	413	1,212

CONDENSED INCOME AND CASH FLOW STATEMENT

CZK m	30 Sept 2010	30 Sept 2009
Revenue	63,952	49,040
Gross profit	4,191	1,980
<i>Gross profit margin</i>	6.6%	4.0%
Operating profit before finance cost	1,556	-394
<i>Operating profit margin</i>	2.4%	-0.8%
Net finance cost	324	382
Profit before tax	1,232	-775
Income tax expense	227	-192
Net profit for the period	1,004	-584
<i>Net profit margin</i>	1.6%	-1.2%

CZK m	30 Sept 2010	30 Sept 2009
Net cash provided by operating activities	2,217	3,043
Net cash provided by investing activities	-1,284	-2,327
Net cash provided by financing activities	95	-460

DISCLAIMER

The following types of statements:

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