

UNIPETROL 2Q 2011 CONSOLIDATED UNAUDITED FINANCIAL RESULTS (IFRS)



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5 August 2011



AGENDA

- **Unipetrol's 2Q11 key highlights**

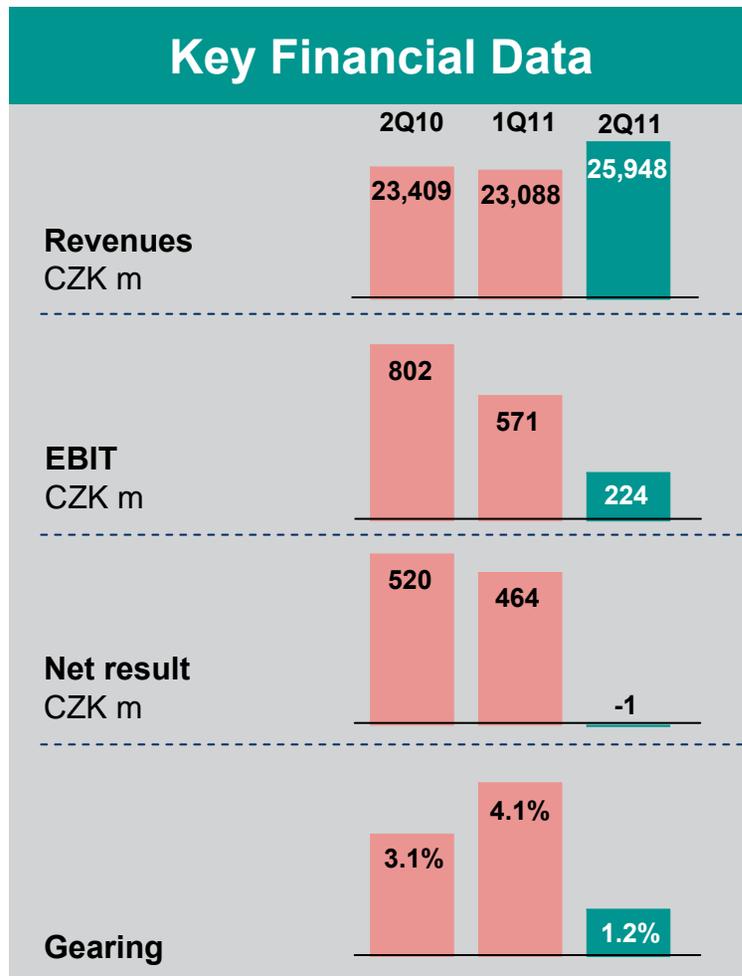
Operational and macro situation

Financial results

Closing remarks

Supporting slides

UNIPETROL'S 2Q11 KEY HIGHLIGHTS



- **Collapse of refining margin** by 92% y/y resulted in **deteriorated operating profitability of CZK +224m** and close to **break even net result**.
- **Petchem segment** was the main profit contributor, adding almost CZK +0.5bn.
- **Positive contribution of CO2 allowances** of ca. CZK 150m.
- Continuation of **strict cost control**, fixed cost decreased by over CZK -100m y/y (on track to reach 2011 target)
- **Optimization of the workforce**, in line with long-term trend.
- **Record high quarterly diesel sales** in Benzina history and further **improvement of high-margin fuels (VERVA)** sales by 16% y/y.
- **Benzina's market share** estimated to increase to 14.3%.
- **Successful "International Year of Chemistry" promotion events** - Chemistry & Fuel Workshop in Prague, Chemical Fair in Pardubice.
- **No material production shutdowns.**

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PREPARATION FOR SHUT-DOWN RESULTED IN LOWER PETROCHEMICAL SALES

	2Q10	1Q11	2Q11	Q/Q	Y/Y	1H10	1H11	1H11 /1H10
kt	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Petrochemicals	472 ¹⁾	425 ¹⁾	429 ¹⁾	+1%	-9%	927 ¹⁾	854 ¹⁾	-8%
Petrochemicals (like-for-like)¹⁾	473	443	449	+1%	-5%	928	893	-4%

- **9% y/y lower petrochemical volumes in 2Q11** were influenced mainly by lower olefin sales (ca -20% y/y) as:
 - **some of the customers** (Synthos, Spolana) had some of their installations temporarily shut down and thus off-take reduced
 - **one-off ethylene swap** with our customer was done in 2Q10, which will be partly offset during the Unipetrol's shut-down in 3Q11
 - the **preparation of the optimal inventory level** prior to the 3Q11 shutdown was performed
- Certain **reluctance of buyers to accept record high prices** as well as **intentional slow down of our sales** prior to 3Q11 shut-down resulted in 9% y/y lower polyolefin sales.
- **Like-for-like¹⁾ comparison** of external petrochemical sales shows -5% y/y decline in 2Q11.

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1) As of June 2010, only 51% of C4 fraction sales considered as external due to launch of Butadien Kralupy.

HIGHER PETCHEM MARGINS HOWEVER ADVERSE DYNAMICS FROM LAST QUARTER

	2Q10	1Q11	2Q11	Q/Q	Y/Y	1H10	1H11	1H11 /1H10
	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Unipetrol model petrochemical olefin margin (EUR/t) ¹⁾ (CZK/t)	318 8,133	345 8,417	353 8,573	+2% +2%	+11% +5%	298 7,664	349 8,495	+17% +11%
Unipetrol model petrochemical polyolefin margin (EUR/t) ²⁾ (CZK/t)	279 7,148	281 6,856	288 7,011	+2% +2%	+3% -2%	268 6,901	285 6,933	+6% 0%
CZK/EUR ³⁾	25.6	24.4	24.3	0%	-5%	25.7	24.3	-5%
USD/EUR ³⁾	1.27	1.37	1.44	+5%	+13%	1.33	1.40	+5%

- **Close to record high olefin quotations** resulted in further improvement of product spreads over naphtha feedstock and thus **model olefin margin for 2Q11 by +11% y/y to EUR mid-300 level**, which is approx. 20% higher than long-term average.
- **Model polyolefin margin remained almost flat (+3% y/y)** as improved polyethylene spread was virtually fully offset by deteriorated dynamics for polypropylene.
- **Combined model petchem margin of EUR mid-600**, levels last seen 4 years ago.

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

BEST EVER QUARTERLY DIESEL SALES IN BENZINA HISTORY

	2Q10	1Q11	2Q11	Q/Q	Y/Y	1H10	1H11	1H11 /1H10
kt	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Fuels and other refinery products ¹⁾	945	793	908	+15%	-4%	1,664	1,701	+2%

- Although the **refinery sales volumes in 2Q11 were down 4% y/y** mainly on weaker gasoline sales, **cumulative volumes for 1H11 of +2% y/y** confirms that we are on a good track to reach our full-year target.
- **Retail distribution showed slight deterioration of sales volumes in 2Q11** due to lower gasoline sales as prices reached record high levels at the filling stations, savings driven behavior of private citizens and as price disadvantage of Czech retailers vs. neighboring countries is still visible.
- The **trend of increasing diesel sales**, after excise tax increase, initially seen in 4Q10 continued through 2Q11 and **reached record high diesel sales in Benzina history**, thanks also to VERVA Diesel.
- Higher-margin premium **VERVA fuels showed a further 16% y/y improvement in 2Q11**.

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1) Includes retail distribution – Benzina

YIELDS OF MORE PROFITABLE PRODUCTS UP 2 PP DURING 1H11

	2Q10	1Q11	2Q11	Q/Q	Y/Y	1H10	1H11	1H11 /1H10
	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Crude oil throughput (kt)	1,082	879	1,112	+27%	+3%	2,029	1,991	-2%
Utilisation ratio (%)	85	69	87	+18pp	+2pp	80	72	-8pp
Light distillates ¹⁾ yield (%)	32	32	33	+1pp	+1pp	32	32	0pp
Middle distillates ²⁾ yield (%)	44	46	43	-3pp	-1pp	43	45	+2pp
Heavy distillates ³⁾ yield (%)	11	8	9	+1pp	-2pp	9	9	0pp

- A 3% increase in crude oil throughput from 1,082 kt in 2Q10 to 1,112 kt in 2Q11 and a nominal utilisation ratio of close to 90% on more reliable production facilities.
- 2pp y/y higher combined light and middle distillates yield reflecting our effort to benefit among other things from higher crack spread in 1H11.

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- 1) Conversion capacity 5.1mt/y (Ceska rafinerska – Kralupy 1.6 mt/y, Ceska rafinerska – Litvinov 2.8mt/y, Paramo 0.7 mt/y)
 2) LPG, gasoline, naphtha
 3) JET, diesel, light heating oil
 4) fuel oils, bitumen

All data refers to Unipetrol RPA, i.e., 51.22% of Ceska Rafinerska, and 100% of Paramo

TOUGH ENVIRONMENT IN REFINING AS MARGINS COLLAPSED

	2Q10	1Q11	2Q11	Q/Q	Y/Y	1H10	1H11	1H11 /1H10
	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Brent crude oil (USD/bbl)	78.3	105.4	117.1	+11%	+50%	77.3	111.2	+44%
Brent-Ural diff. (USD/bbl) ¹⁾	1.8	2.9	2.9	-1%	+63%	1.6	2.9	+73%
(CZK/bbl)	35	52	48	-8%	+37%	31	50	+61%
Unipetrol model refining margin (USD/bbl) ²⁾	3.3	1.6	0.3	-83%	-92%	3.6	0.9	-74%
(CZK/bbl)	66	29	5	-84%	-93%	70	17	-76%
CZK/USD ³⁾	20.1	17.8	16.9	-5%	-16%	19.4	17.4	-11%

- The **Brent-Ural differential improved significantly by +63% y/y** to USD 2.9 in 2Q11, however the trend during quarter was deteriorating from levels as high as USD 4.0 to below USD 2.0 at the end of 2Q11.
- Differential between “Brent and Other sweet crude oils” (e.g. Azeri Light) has deteriorated and more than doubled y/y.
- The **Unipetrol model refining margin collapsed by 92% y/y** from USD 3.3 in 2Q10 to USD 0.3 in 2Q11 as increased spread on diesel and especially gasoline was more than offset by further deteriorated situation in connection to heavy fuel oils, bitumen and crude oil residues.

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1) Spread fwd Brent Dtd vs 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: REUTERS, FERTWEEK, CNB

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OPERATING PROFIT COMFORTABLY IN BLACK DESPITE DIFFICULT SITUATION IN REFINING

	2Q10	1Q11	2Q11	Q/Q	Y/Y	1H10	1H11	1H11 /1H10
CZKm	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Revenues	23,409	23,088	25,948	+12%	+11%	41,448	49,036	+18%
EBITDA	1,669	1,379	1,012	-25%	-39%	3,021	2,391	-21%
EBIT	802	571	224	-61%	-72%	1,318	795	-40%
Net result attributable to shareholders of the parent company	520	464	-1	<i>n/a</i>	<i>n/a</i>	829	463	-44%
EPS (CZK) ¹⁾	2.87	2.56	-0.01	<i>n/a</i>	<i>n/a</i>	4.57	2.55	-44%
EBITDA margin ²⁾	7.1%	6.0%	3.9%	-2.1pp	-3.2pp	7.3%	4.9%	-2.4pp
EBIT margin ³⁾	3.4%	2.5%	0.9%	-1.6pp	-2.5pp	3.2%	1.6%	-1.6pp

- CO2 allowances helped to improve EBIT by approximately CZK 150m in 2Q11.
- Revaluation of financial derivatives to hedge FX risk had negative effect on profitability of almost CZK 150m.

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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

LOWER CAPEX AHEAD OF CYCLICAL SHUTDOWN

	2Q10	1Q11	2Q11	Q/Q	Y/Y	1H10	1H11	1H11 /1H10
CZKm	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Operating cash flow (OCF)	3,887	-2,489	1,200	n/a	-69%	1,025	-1,288	n/a
Capital expenditure (CAPEX)	657	1,492	289	-81%	-56%	1,305	1,781	+37%
Free cash flow (Operating - Investment CF)	3,594	-4,092	1,213	n/a	-66%	113	-2,864	n/a
Net Working Capital ¹⁾	6,342	7,501	8,086	+8%	+27%	6,342	8,086	+27%
Net finance costs	116	-30	132	n/a	+13%	264	102	-61%
Gearing ²⁾	3.1%	4.1%	1.2%	-2.9pp	-1.9pp	3.1%	1.2%	-1.9pp
Net debt / EBITDA ³⁾	0.27	0.31	0.10	-67%	-61%	0.27	0.10	-61%
ROACE ⁴⁾	1.6%	1.1%	0.5%	-0.6pp	-1.1pp	2.7%	1.5%	-1.2pp

- Positive cash flow helped to squeeze further gearing to 1.2% in 2Q11.
- Lowered capital expenditures to CZK 0.3bn in 2Q11 ahead of cyclical shutdown in 3Q11.

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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-hedging reserve), 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

PETCHEM PROFITABILITY MORE THAN DOUBLED YEAR-ON-YEAR IN 1H2011

	2Q10	1Q11	2Q11	Q/Q	Y/Y	1H10	1H11	1H11 /1H10
CZKm	1	2	3	4=3/2	5=3/1	6	7	8=7/6
EBIT, of which	802	571 ¹⁾	224	-61%	-72%	1,318	795	-40%
• Refining	356	89	-329	n/a	n/a	635	-240	n/a
• Petrochemical	298	385	465	+21%	+56%	395	850	+115%
• Retail distribution	135	72	86	+21%	-36%	266	158	-41%
• Others, Non-attributable, Eliminations	12	26	1	-94%	-88%	22	27	+23%

REFINING

- Worse refining margin on the back of heavy products.
- Better B-U diff. but worse sweet crude oils diff.
- Better sales volumes mix also thanks to more reliable units.
- Negative inventory valuation.
- Negative FX effect of CZK/USD strengthening.
- Negative effect of more expensive bio components.

PETROCHEMICAL

- Higher combined petchem margin.
- Negative FX effect of CZK/EUR strengthening.
- Better sales volume mix.
- Temporarily higher discounts due to reluctance of some buyers to accept record high prices, while YTD discounts are still lower.
- Lower fixed cost (incl. pers. cost).
- Positive inventory valuation.

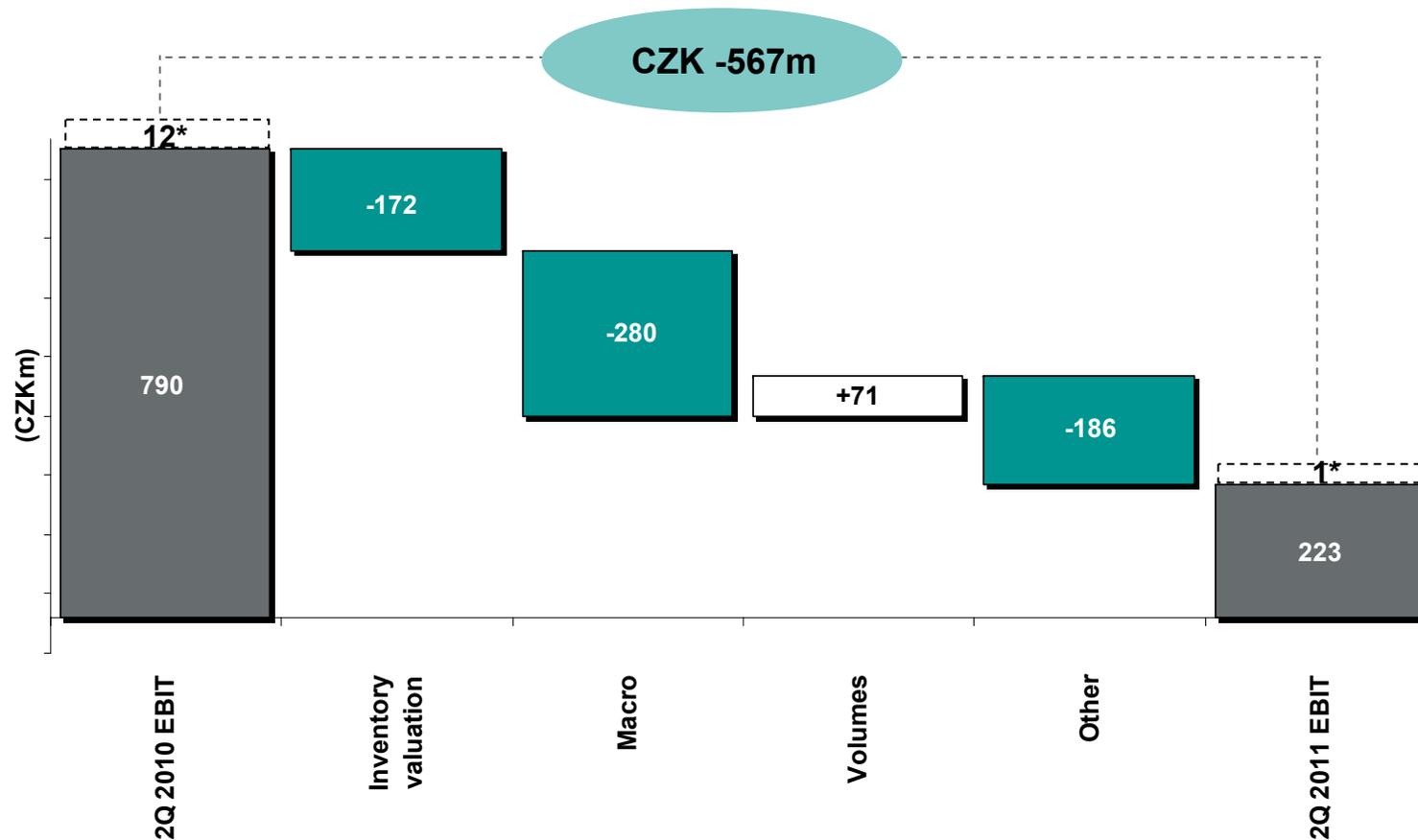
RETAIL DISTRIBUTION

- 3% y/y lower fuel unit margins.
- Lower gasoline demand partly improved by best ever diesel sales.
- Demand for premium fuels (VERVA) grew by 16% y/y.
- Weaker overall non-fuel sales (lower car wash due to weather condition but better gastro/shop).
- Higher fix and variable costs as well as lower rental income.

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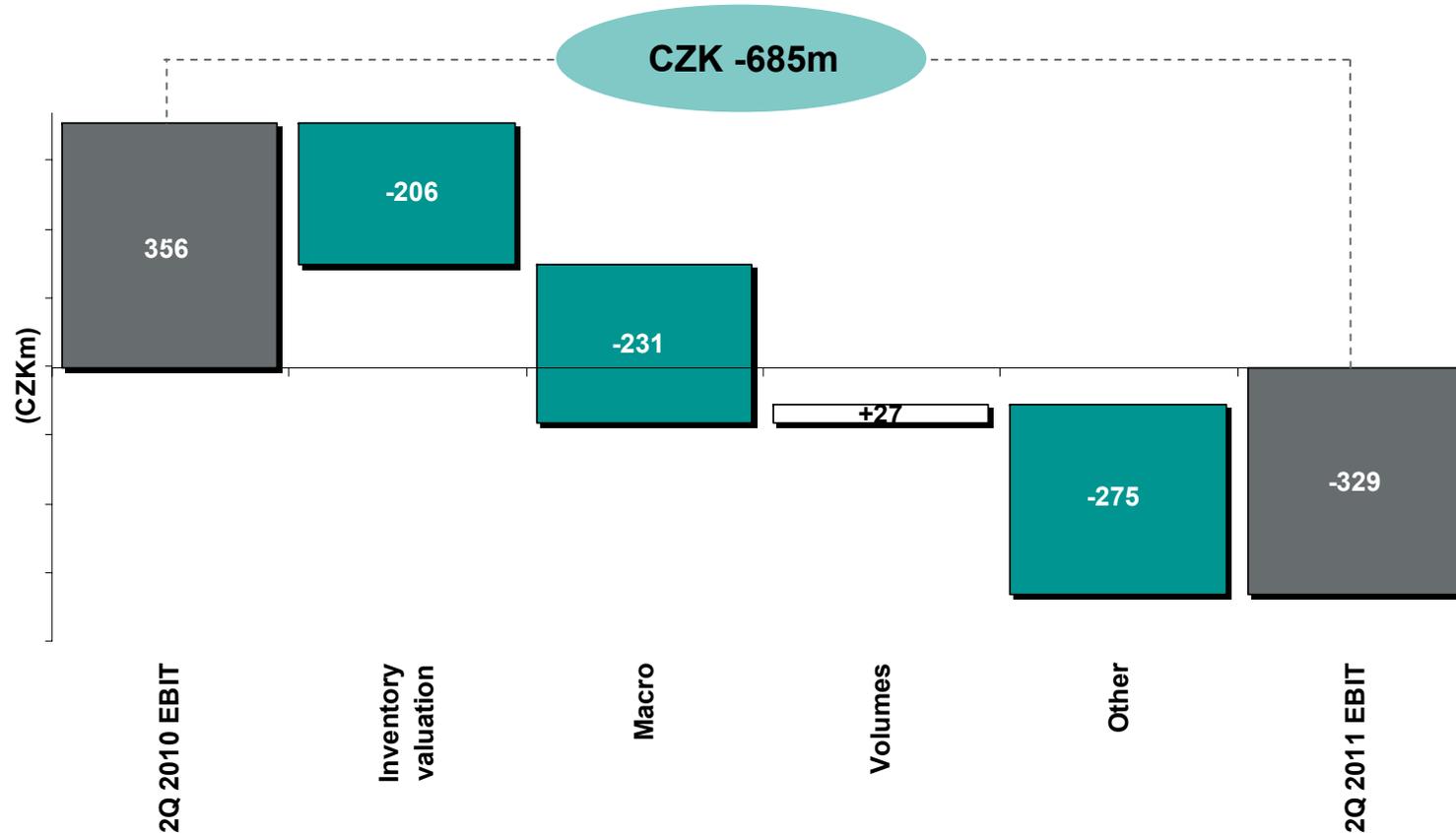
1) Minor mathematical discrepancy between segments and total due to rounding.

IMPROVED SALES VOLUMES ON THE GROUP LEVEL THANKS TO ALL THREE SEGMENTS



- Negative macro environment in all segments (especially FX).
- Improved sales volume mix in all three segments.
- Other is the combination of various factors from all three segments (BIO, pricing policy, rental income etc.).

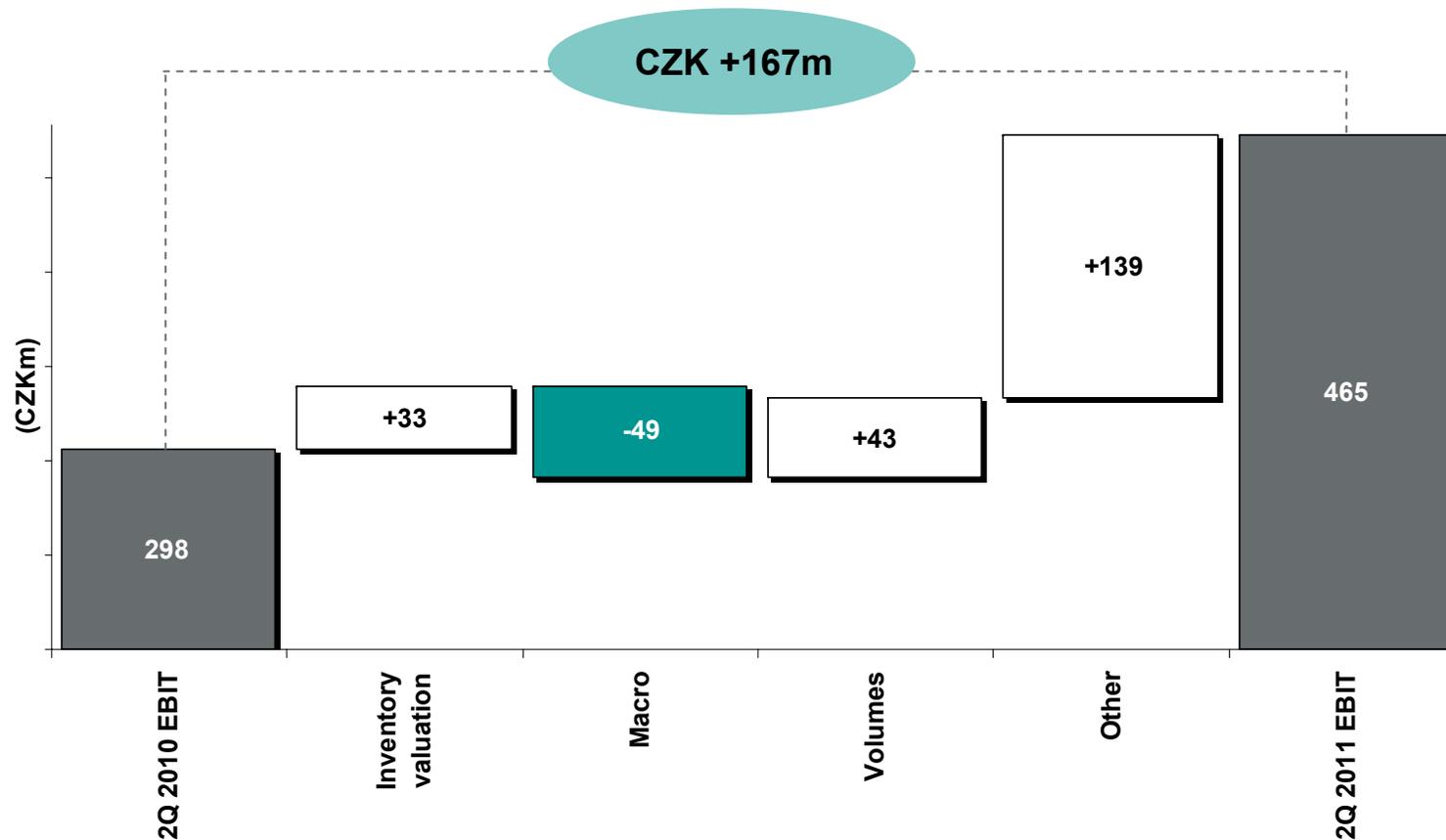
IMPROVED REFINING VOLUMES FAR BEHIND MACRO AND OTHER DRIVERS



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- Negative inventory valuation.
- Negative macro factors (spreads, FX, sweet crude oils differential) only partially offset by better Brent-Ural differential.
- Better net inland premiums, lower depreciation but also higher bio components are the main reason behind other items.

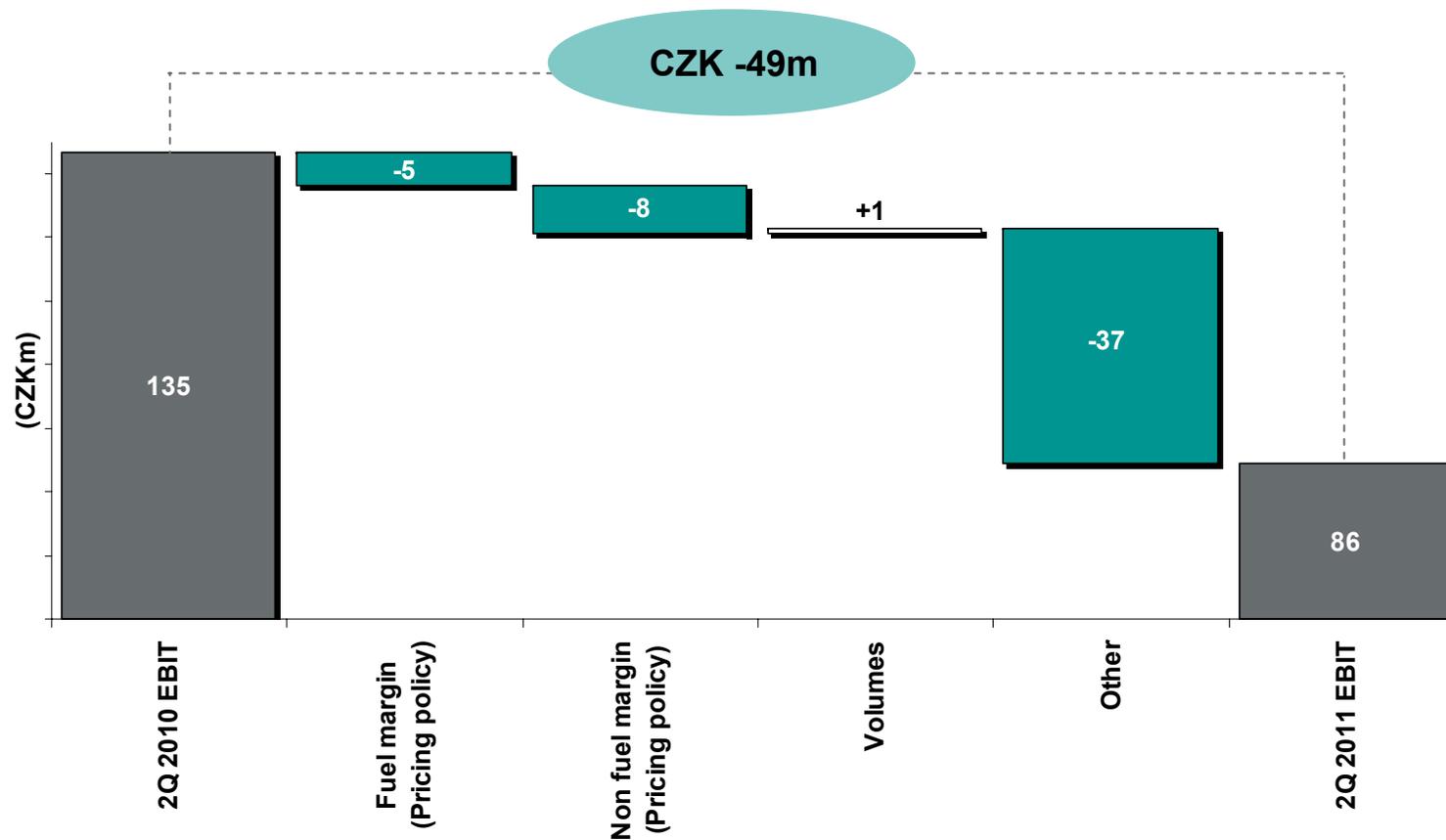
BUSINESS DECISIONS BENEFICIAL FOR PETCHEM



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- Deteriorated macro is mix of negative FX movements, better petrochemical spreads, and on the cost side also of higher internal consumption (mainly heating gas).
- Other is mix of lower fixed costs, depreciation, inventory and also higher absolute discounts (as a result of higher market quotations, while % discounts were lower).

LOWER RENTAL INCOME IN RETAIL



- Improved volumes in fuels logistics.
- Other includes higher fixed and variable costs, depreciation and lower rental income.

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UNIPETROL'S CSR ACTIVITIES

- **May: Unipetrol RPA signed a cooperation agreement with the Ústí region, on the basis of which it will donate CZK 2m this year.**
 - The region will use the funds in particular for activities in areas of environmental protection, employment, medical care, social sphere and education.
- **July: Unipetrol divided between thirteen North Bohemian towns and communities CZK 1.55m in total.**
 - Gifts social, educational and ecological projects will be financed.
- **Unipetrol Group sponsors directly also many other socially beneficial projects and institutions in the North Bohemian territory.**
 - EDUCHEM Secondary School
 - Training programs of the Environmental Centre Most
 - Introduction of over 3,000 fish into the Bilina river



CALENDAR OF UPCOMING EVENTS

IR events

- 21 October 2011 3Q11 trading statement
- 27 October 2011 3Q11 consolidated financial results

THANK YOU FOR YOUR ATTENTION

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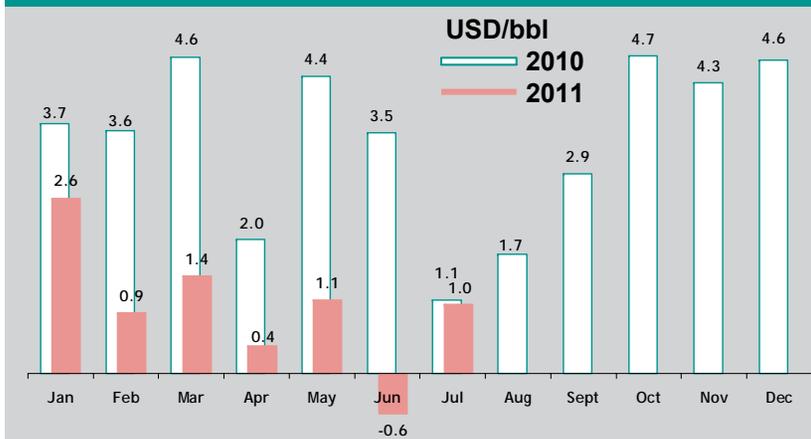
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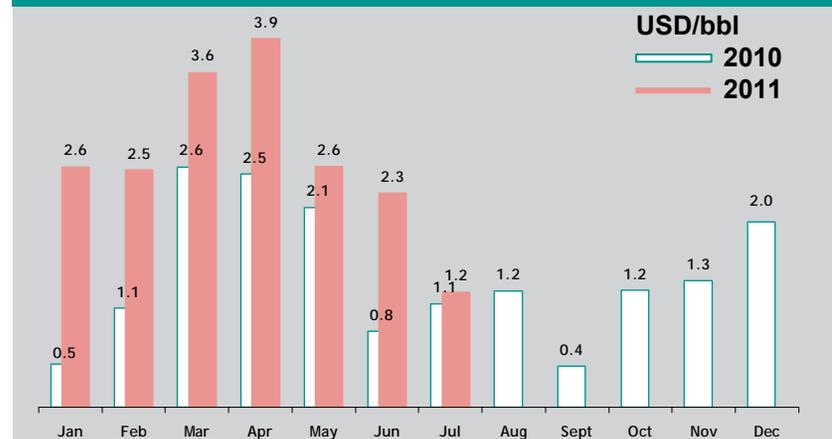
- **Supporting slides**

BRENT-URAL DIFF. WEAKENED LATELY BELOW LONG TERM AVERAGE OF USD 2-3/BARREL

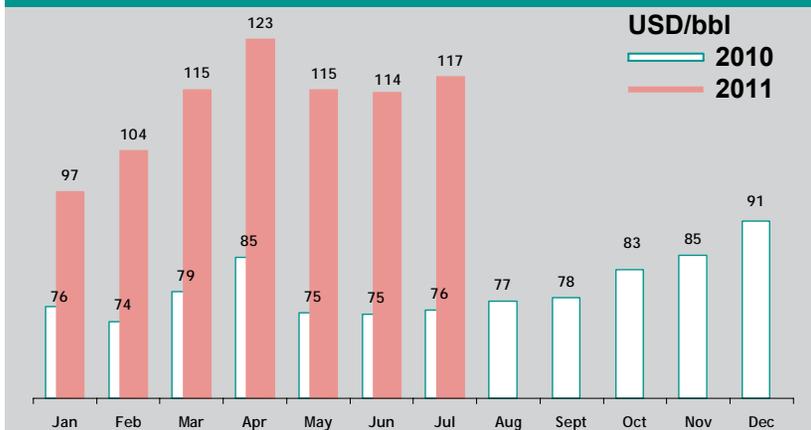
Unipetrol model refining margin¹⁾



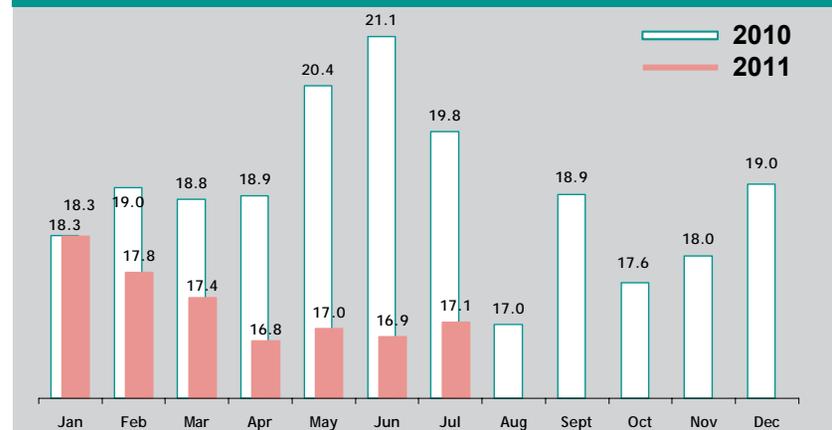
Brent-Ural price differential²⁾



Brent crude price (feedstock)



CZK/USD



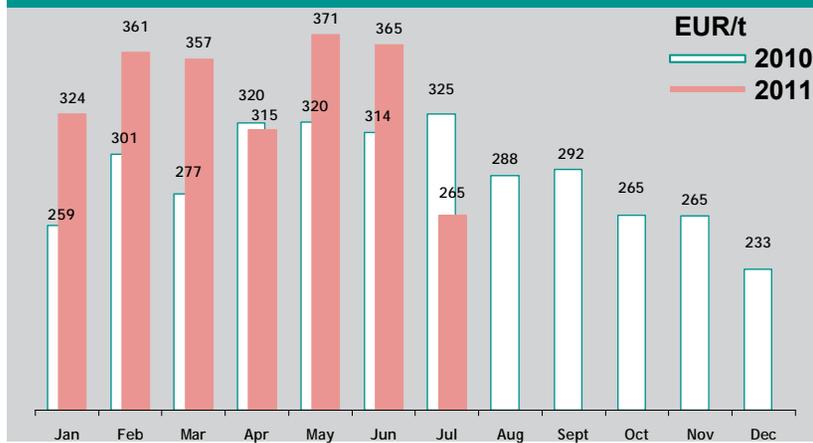
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- 1) Unipetrol model refining margin = revenues from products sold (97% Products = Gasoline 17%, Petchem feedstock 20%, JET 2%, Diesel 40%, Sulphur Fuel Oils 9%, LPG 3%, Sulphur 1%, Other feedstock 5%) minus costs (100% input = Brent Dated); product prices according to quotations.
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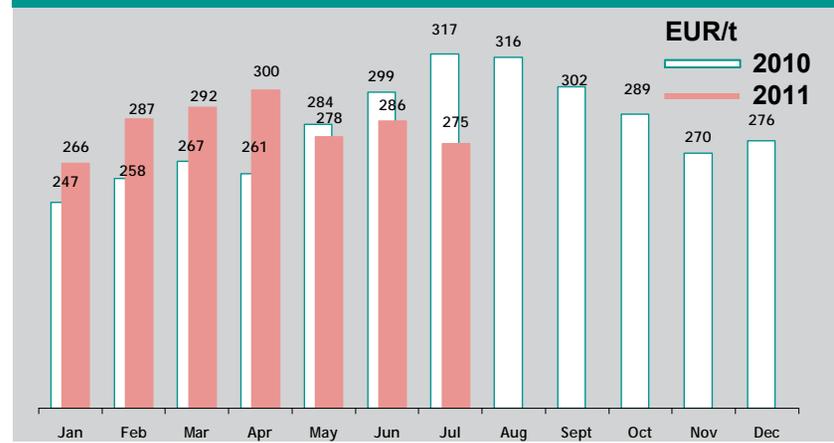
Source: REUTERS, FERTWEEK, CNB

COMBINED PETCHEM MARGIN CORRECTED RECORD HIGH LEVELS ABOVE EUR 600/T

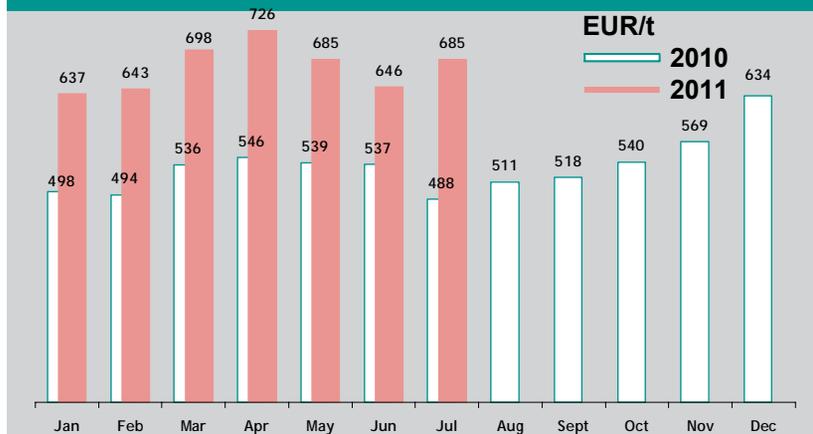
Unipetrol model olefin margin¹⁾



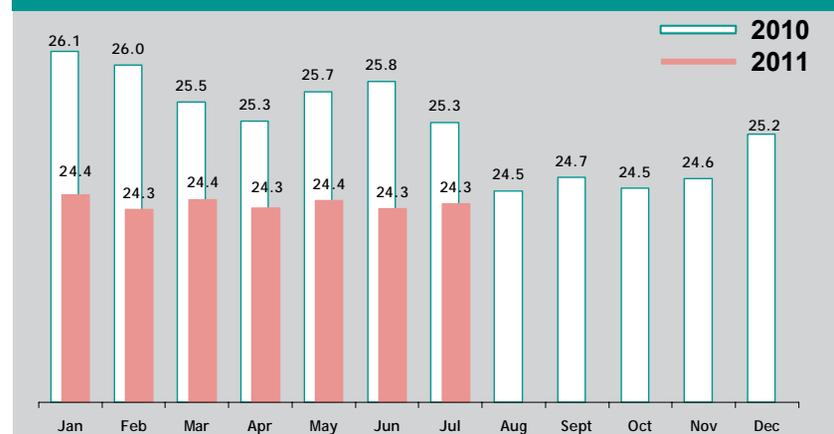
Unipetrol model polyolefin margin²⁾



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

	2Q10	1Q11	2Q11	Q/Q	Y/Y	1H10	1H11	1H11 /1H10
kt	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Fuels and other refinery products ¹⁾	945	793	908	+15%	-4%	1,664	1,701	+2%
Diesel ¹⁾	484	421	489	+16%	+1%	871	910	+4%
Gasoline ¹⁾	236	185	204	+10%	-14%	406	388	-4%
JET	18	9	25	+173%	+41%	36	35	-5%
LPG	30	25	28	+11%	-6%	56	53	-5%
Fuel oils	37	68	27	-60%	-26%	89	95	+7%
Naphtha	3	6	0	-91%	-86%	7	6	-10%
Bitumen	97	32	85	-165%	-13%	131	117	-11%
Lubes	10	11	11	+3%	+9%	20	22	+11%
Rest of refinery products	30	35	39	+11%	+32%	48	75	+57%

UNIPETROL SALES VOLUME BREAKDOWN - PETROCHEMICAL

	2Q10	1Q11	2Q11	Q/Q	Y/Y	1H10	1H11	1H11 /1H10
kt	1	2	3	5=3/2	6=3/1	7	8	9=8/7
Petrochemicals	472	425	429	+1%	-9%	927	854	-8%
Petrochemicals - like for like	473¹⁾	443¹⁾	449¹⁾	+1%	-5%	928¹⁾	893¹⁾	-4%
Ethylene	51	44	35	-21%	-32%	90	79	-13%
Benzene	53	58	53	-8%	0%	106	111	+5%
Propylene	18	11	10	-9%	-47%	26	20	-22%
Urea	37	52	42	-19%	+14%	86	94	+10%
Ammonia	33	36	35	-3%	+5%	76	71	-7%
C4 fraction	40	20	21	+6%	-48%	83	40	-51%
C4 fraction - like for like	41¹⁾	38¹⁾	41¹⁾	0%	+6%	83¹⁾	79¹⁾	-5%
Butadien	1	14	15	+4%	1935%	1	29	3889%
Polyethylene	81	68	70	+4%	-13%	147	138	-6%
Polypropylene	61	58	59	+3%	-3%	126	117	-7%
Rest of petrochemical products	97	65	89	+37%	-8%	188	154	-18%

SEGMENTAL REVENUES AND EBIT ACCORDING TO LIFO

	2Q10	1Q11	2Q11	Q/Q	Y/Y	1H10	1H11	1H11 /1H10
CZK bn	1	2	3	5=3/2	6=3/1	7	8	9=8/7
External revenues, of which	23.4 ¹⁾	23.1 ¹⁾	25.9¹⁾	+12%	+11%	41.4 ¹⁾	49.0¹⁾	+18%
• Refining	12.6	12.1	14.6	+20%	+16%	21.6	26.7	+23%
• Petrochemicals	8.5	8.8	8.8	-1%	+3%	15.8	17.6	+11%
• Retail distribution	2.3	2.1	2.6	+23%	+16%	4.0	4.8	+20%
• Other	0.0	0.0	0.0	0%	-18%	0.1	0.0	-68%

	2Q10	1Q11	2Q11	Q/Q	Y/Y	1H10	1H11	1H11 /1H10
CZK m	1	2	3	5=3/2	6=3/1	7	8	9=8/7
EBIT acc. to LIFO, of which	671	4	274	6534%	-59%	656	278	-58%
• Refining	191	-308	-288	n/a	n/a	170	-596	n/a
• Petrochemicals	341	230	475	+106%	+39%	246	705	186%
• Retail distribution	126	57	86	+52%	-32%	217	143	-34%

CONDENSED BALANCE SHEET

CZK m	30 June 2011	31 Dec 2010
TOTAL ASSETS	62,183	61,471
Non-current assets	36,317	36,351
Current assets	25,866	25,120
Inventories	11,409	10,194
Trade receivables	11,895	9,488
Cash and cash equivalents	1,766	4,742
TOTAL EQUITY AND LIABILITIES	62,183	61,471
Total equity	39,234	38,800
Total liabilities	22,949	22,671
Non-current liabilities	4,401	4,312
Loans and borrowings	2,009	2,013
Current liabilities	18,548	18,359
Trade and other payables and accruals	16,795	16,742
Loans and borrowings	229	212
NET DEBT	472	-2,516

CONDENSED INCOME AND CASH FLOW STATEMENT

CZK m	30 Jun 2011	30 Jun 2010
Revenue	49,036	41,448
Gross profit	2,137	2,707
<i>Gross profit margin</i>	4.4%	6.5%
Operating profit before finance cost	795	1,318
<i>Operating profit margin</i>	1.6%	3.2%
Net finance cost	-102	264
Profit before tax	693	1,055
Income tax expense	-231	226
Net profit for the period	463	829
<i>Net profit margin</i>	0.9%	2.0%

CZK m	30 Jun 2011	30 Jun 2010
Net cash provided by operating activities	-1,288	1,025
Net cash provided by investing activities	-1,575	-912
Net cash provided by financing activities	-99	1,002

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 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.