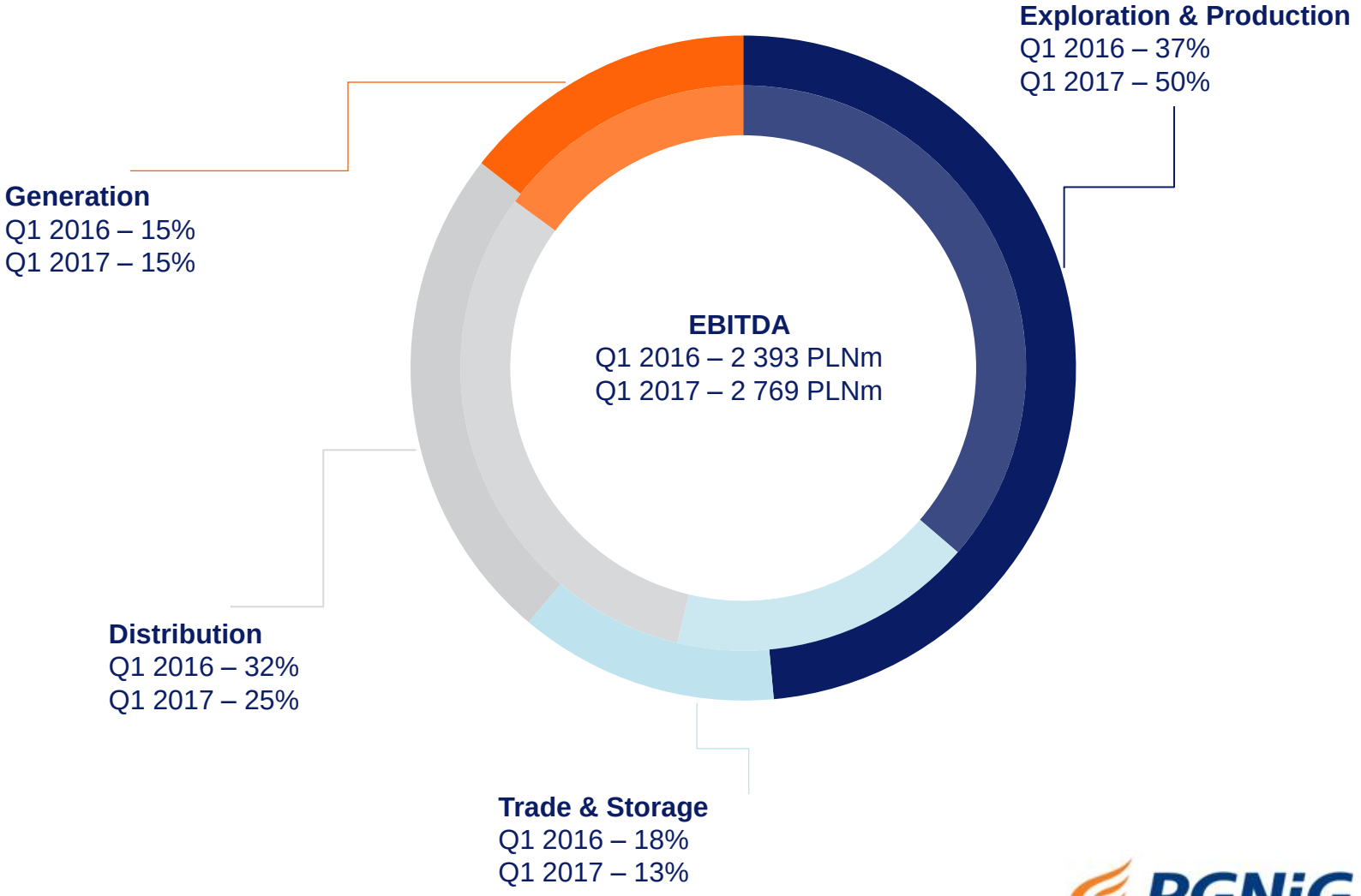
Polskie Górnictwo Naftowe i Gazownictwo SA

PGNiG Group results for Q1 2017

Press Conference

May 25th 2017

Segments' contribution by EBITDA PGNiG Group



Contribution in „Other segments" EBITDA: for Q1 2016: -1%, for Q1 2017: -2%

Exploration & Production

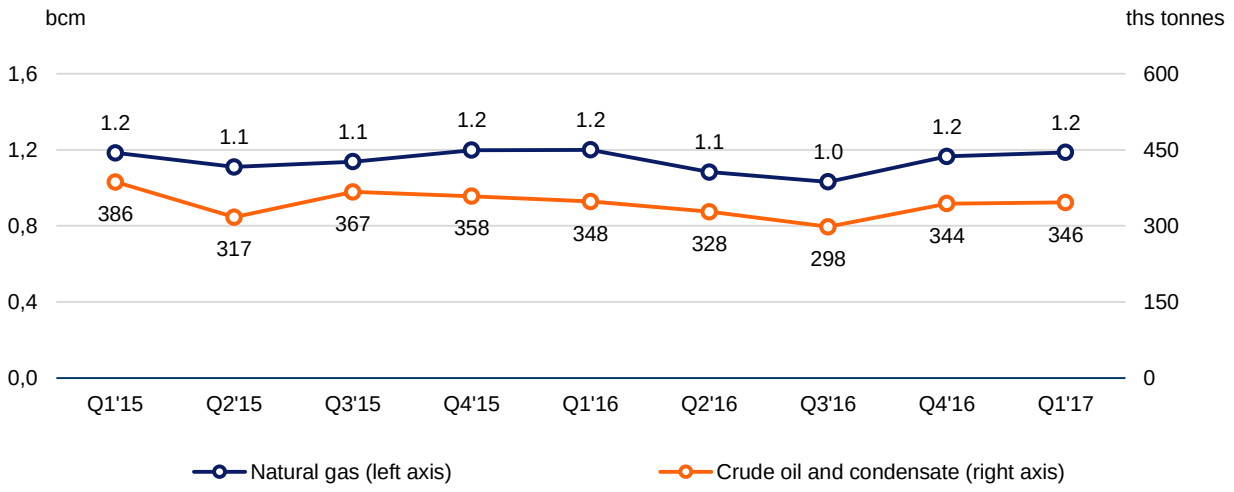
Average of Brent oil prices yoy
35 / 54 USD/boe **+54%** ▲

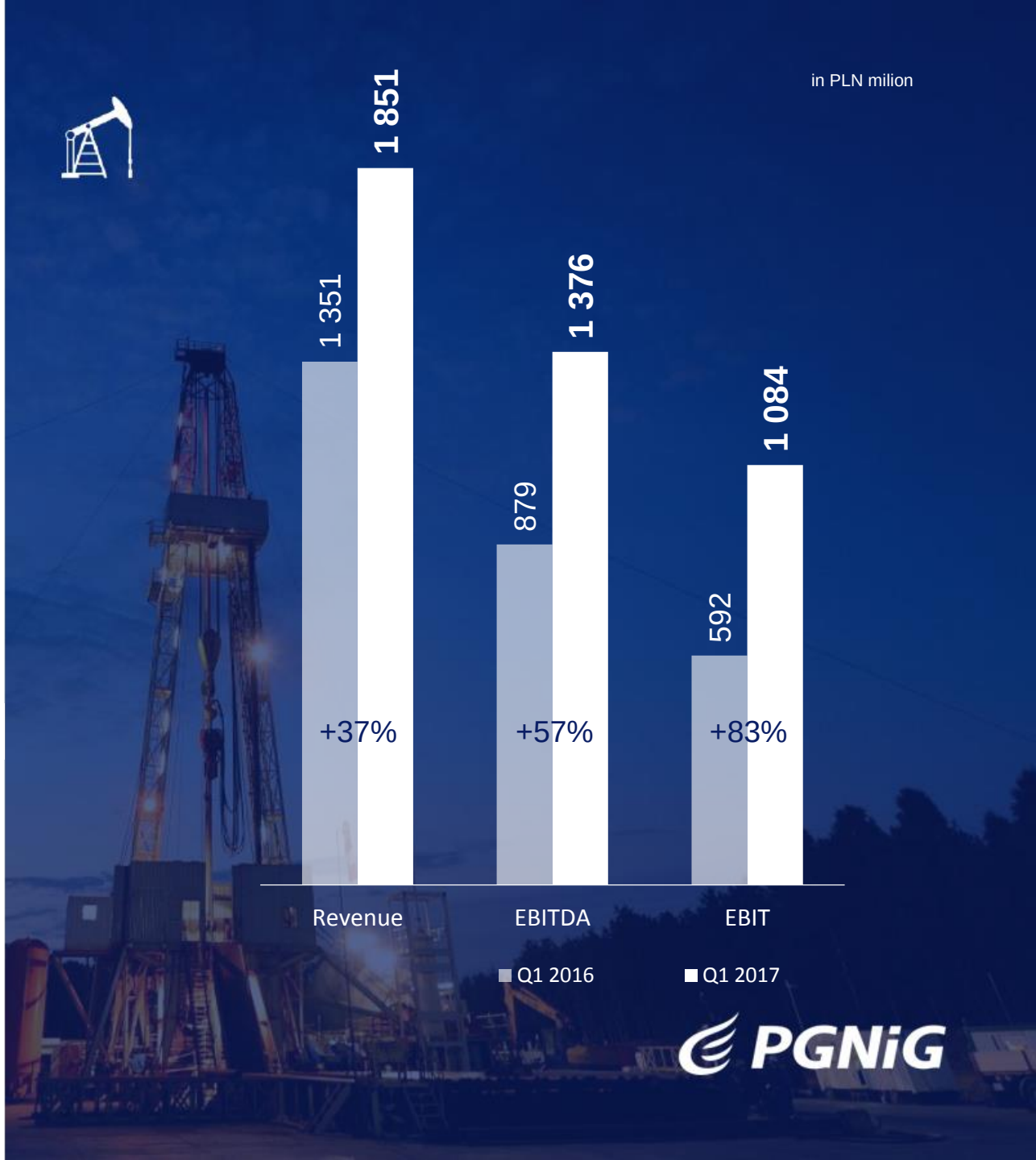
Quaterely average of TGE RDNg prices yoy
64 / 86 PLN/MWh **+34%** ▲

Crude oil production yoy
348 / 346 ths tonnes **-1%** ▼

Natural gas production yoy
1 179 / 1 186 mcm **+1%** ▲

Crude oil and natural gas production Q/Q





Trade & Storage

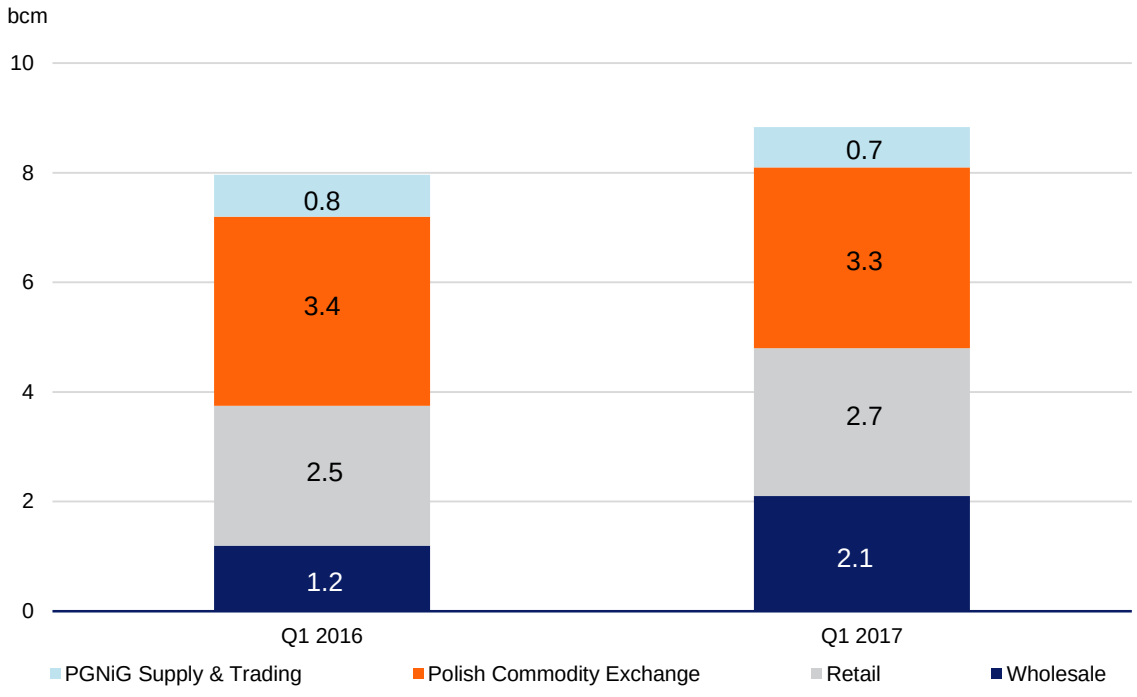
Quaterely average of TGE forward contracts yoy

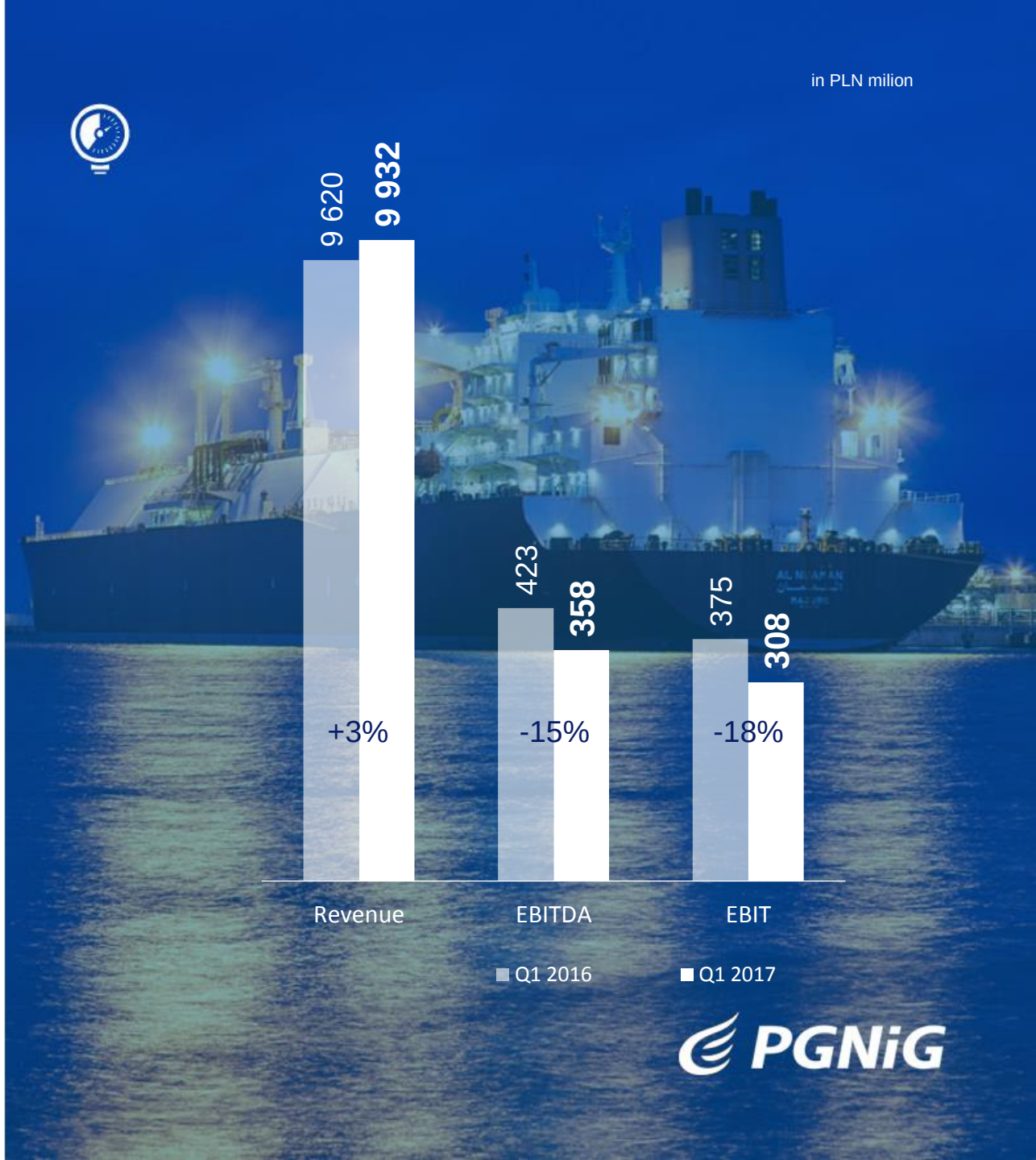
90.2 / 81.5 PLN/MWh **-10%**

Natural gas sales yoy

7.97 / 8.87 bcm **+11%**

Sales of natural gas of PGNiG Group





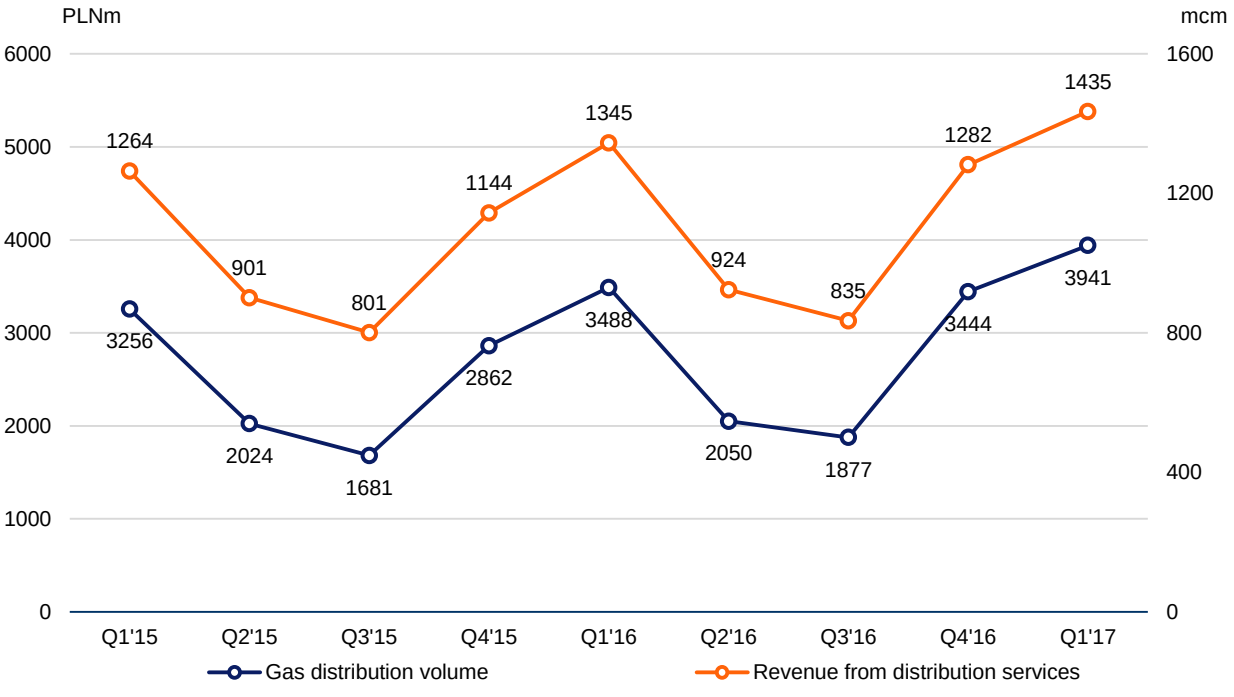
Distribution

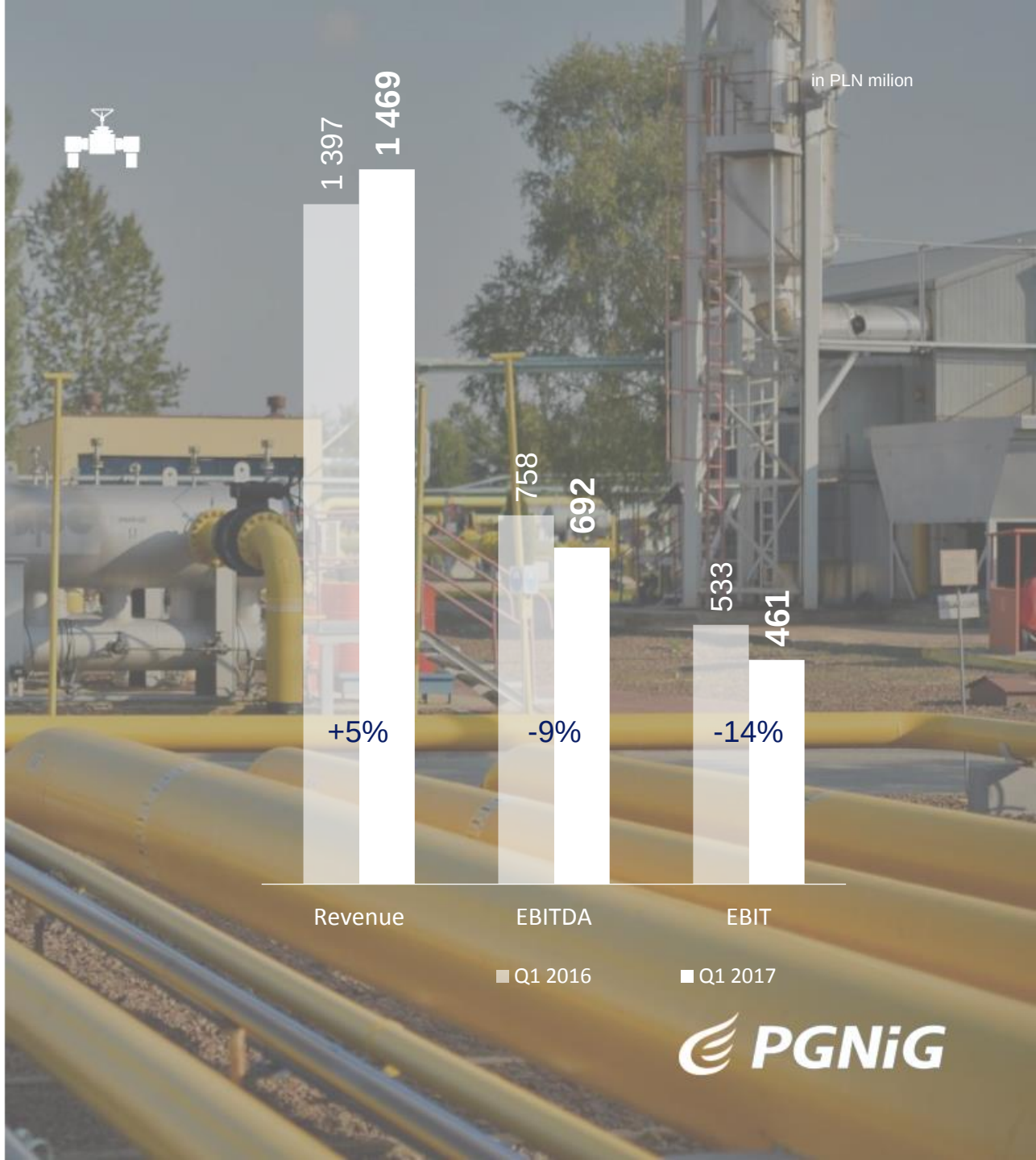
Natural gas distribution yoy

3.5 / 3.9 bcm

+13%

Revenue from distribution services & gas distribution volume





Generation

Sales of heat yoy

16.2 / 17.7 PJ

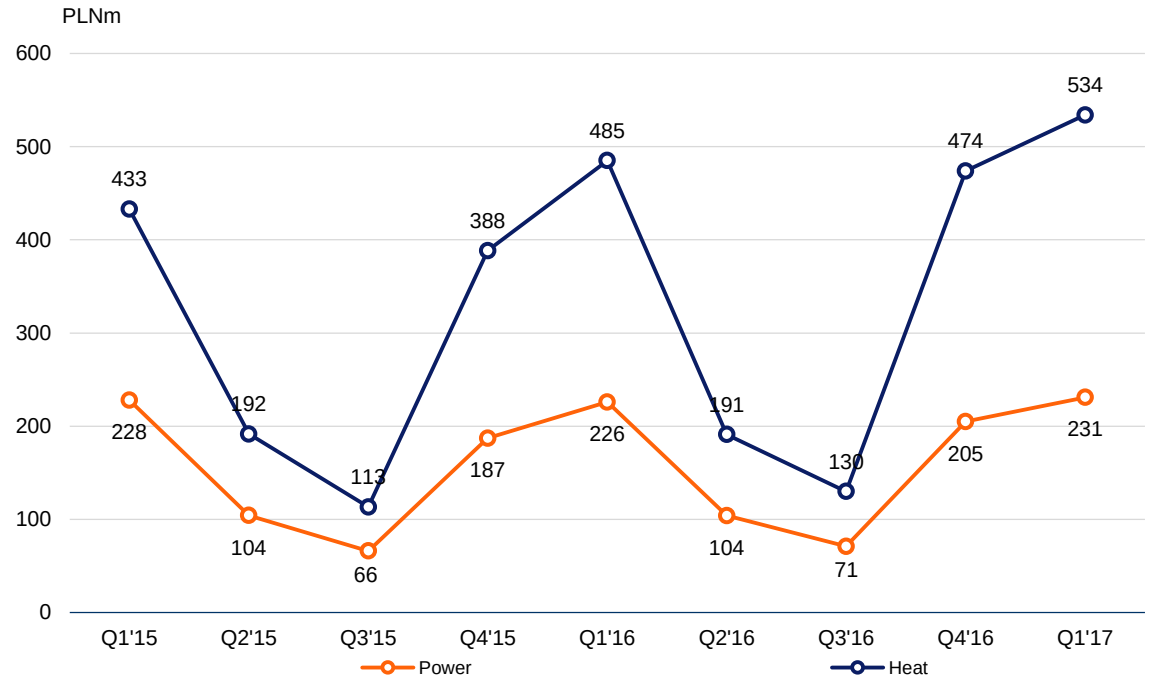
+9% ▲

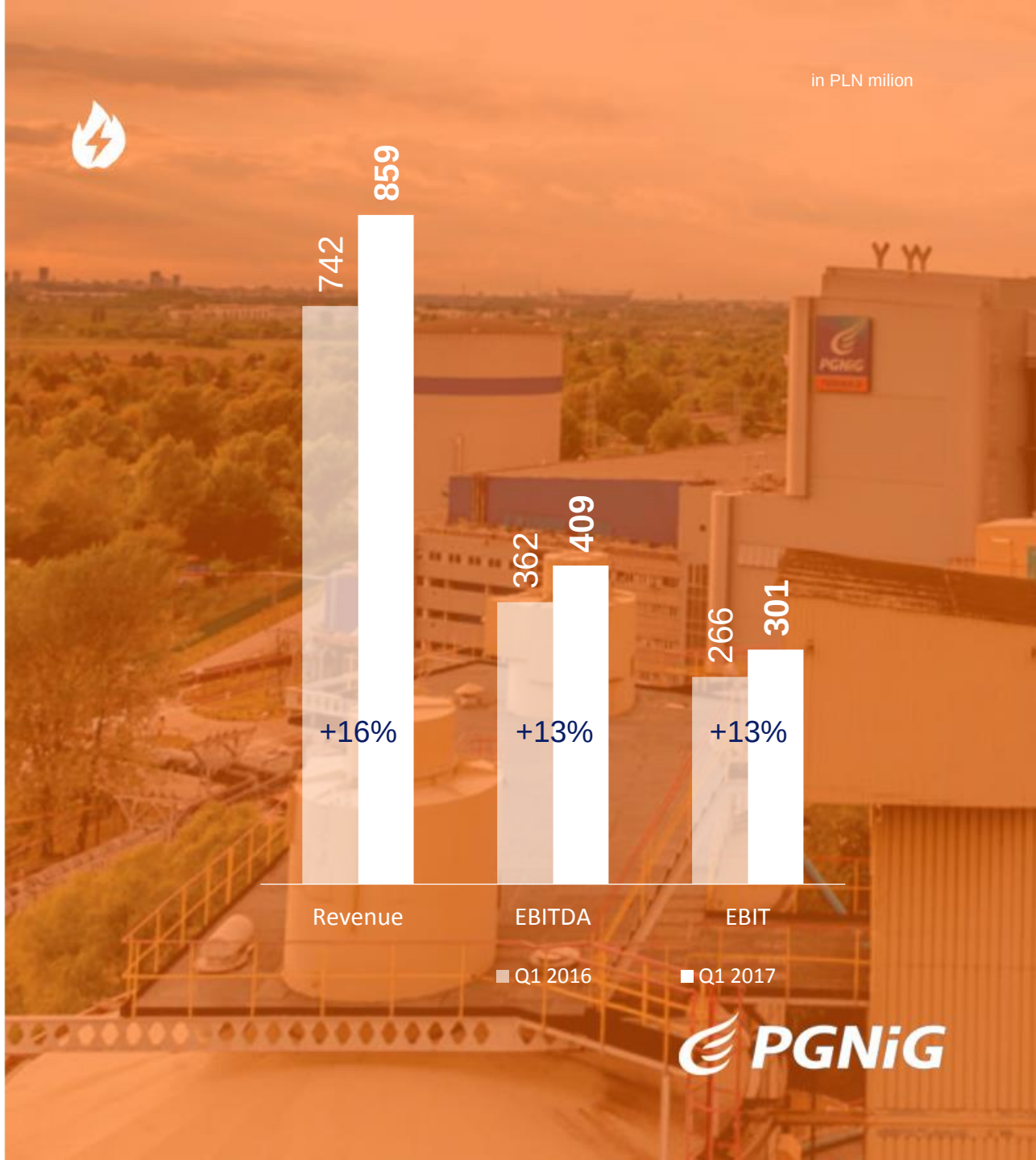
Sales of electricity yoy

1.4 / 1.5 TWh

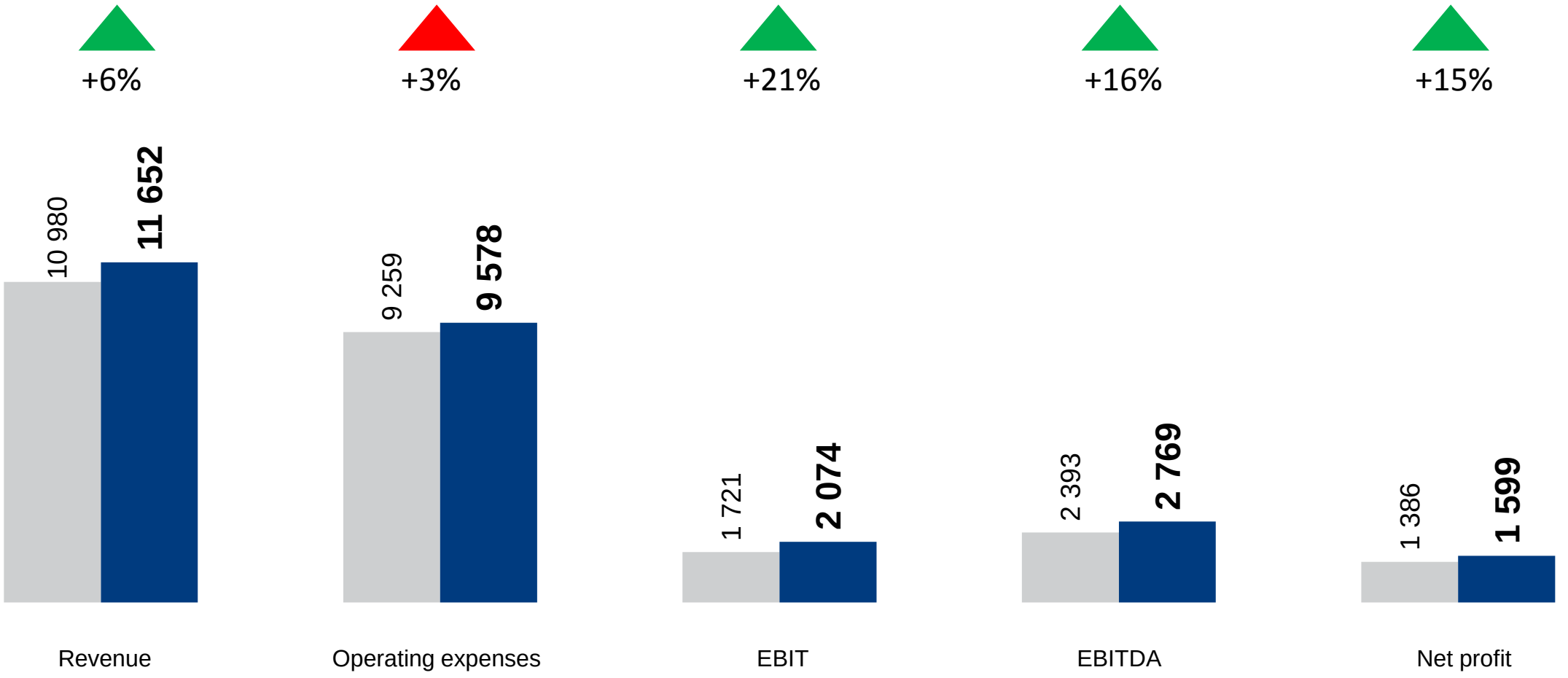
+5% ▲

Revenue from sales of heat and electricity (from own sources)





PGNiG Group results



in PLN million

PGNiG: natural gas sales in 2016 reported by Energy Regulatory Office

	2015	2016	
Wholesale [TWh]	97,5	110,6	Increase by 13,4%

	2015	2016	
Sales to households [TWh]	40,0	43,2	Increase by 8%

PGNiG

Urząd Regulacji Energetyki

Sales results 1 Q 2016 – 1 Q 2017

11% ▲

Capital Group: natural gas sales increase y/y by 0.9 bcm

6% ▲

Natural gas sales increase SME and households

17% ▲

Natural gas sales Strategic and wholesale clients

PGNiG

New activities in sales – 1 Q 2017

160 mcm

Natural gas exports to Ukraine January-March 2017

76% → 86%

Customer satisfaction increase among business clients of PGNiG OD accoring to Kantar Millward Brown survey

30 000

Electric energy – new customers gained by PiG offer campaign

PGNiG

Most important trading events – 1 Q 2017

Ticketing service for gas storage introduced

Second strategic LNG contract with Qatargas

LNG trading office in London launched

ArcelorMittal contract

1000th tanker truck loaded with LNG in Świnoujście

PGNiG

Activities in innovations area

Taking part in creating **MIT Enterprise Forum Poland** accelarator

Start In Poland

The project received **5 900 000 PLN** financing from ScaleUP competition as part of Start in Poland governmental program

PGNiG is responsible for leading its own **Energy Sector Path**

Just one accelaration round resulted in cooperation with **3 startups:**

PREDICTAIL

Vortex Oil
Every Drop Matters

SEPIN

Next accelaration round is about to start.

PGNiG

Thank you for your attention