

# Polskie Górnictwo Naftowe i Gazownictwo SA

PGNiG Group 9M 2018 Results

November 21st 2018



Exploration and Production

Trade and Storage

Distribution

Generation

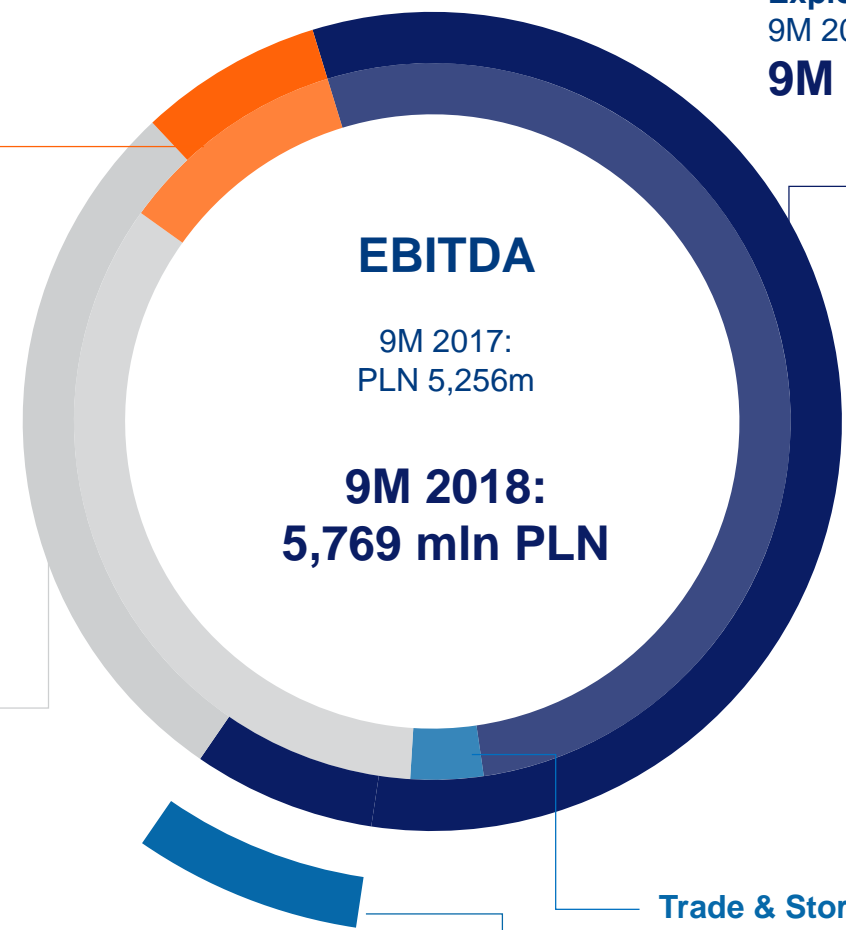
# Segments' contribution to EBITDA

**Generation**  
9M 2017: 11%  
**9M 2018: 9%**

**Distribution**  
9M 2017: 37%  
**9M 2018: 34%**

**Trade & Storage**  
9M 2017: -4%  
**9M 2018: -9%**

**Exploration & Production**  
9M 2017: 59%  
**9M 2018: 68%**



Other segments' contribution to EBITDA in 9M 2018: -2%; in 9M 2017: -3%



# Exploration and Production

9M average price of Brent crude yoy  
200 / **PLN 258/bbl**

**+29%** ▲

9M arithmetic average POLPX DAMg price yoy  
77 / **PLN 100/MWh**

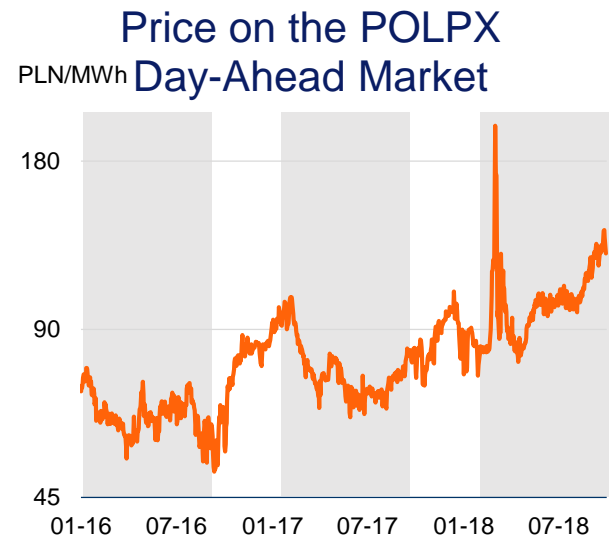
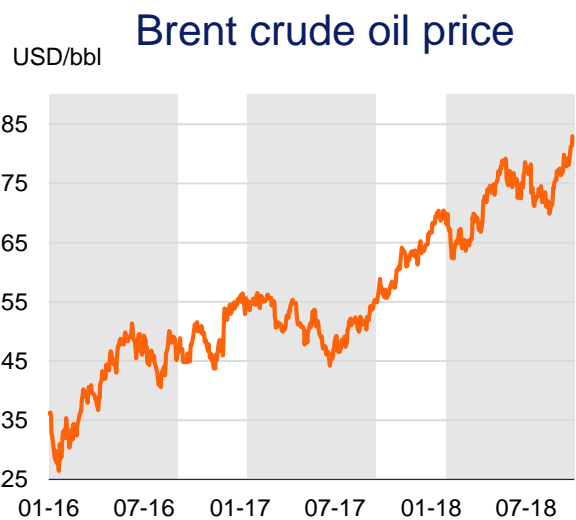
**+30%** ▲

9M crude oil production yoy  
928 / **992 thousand tonnes**

**+6%** ▲

9M gas production yoy  
3.35 / **3.35 bcm**

**0%**



■ 9M 2017    ■ 9M 2018



# Trade and Storage

(PLNm)

9M Average POLPX (spot and futures) price yoy  
79.0 / **PLN 88.2/MWh**

**+12%** ▲

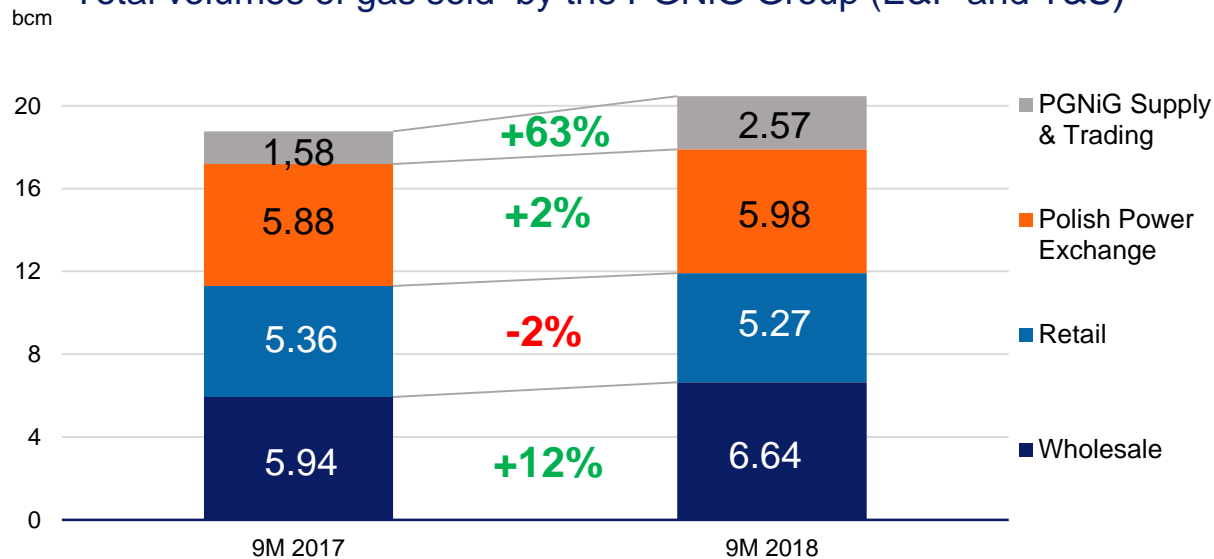
LNG import volumes yoy  
1.33 / **1.96 bcm**

**+47%** ▲

Total gas sales outside the PGNiG Group  
18.76 / **20.46 bcm**

**+9%** ▲

Total volumes of gas sold by the PGNiG Group (E&P and T&S)



\*Data restated to ensure comparability following the adoption of amended IFRS 15.

# Distribution

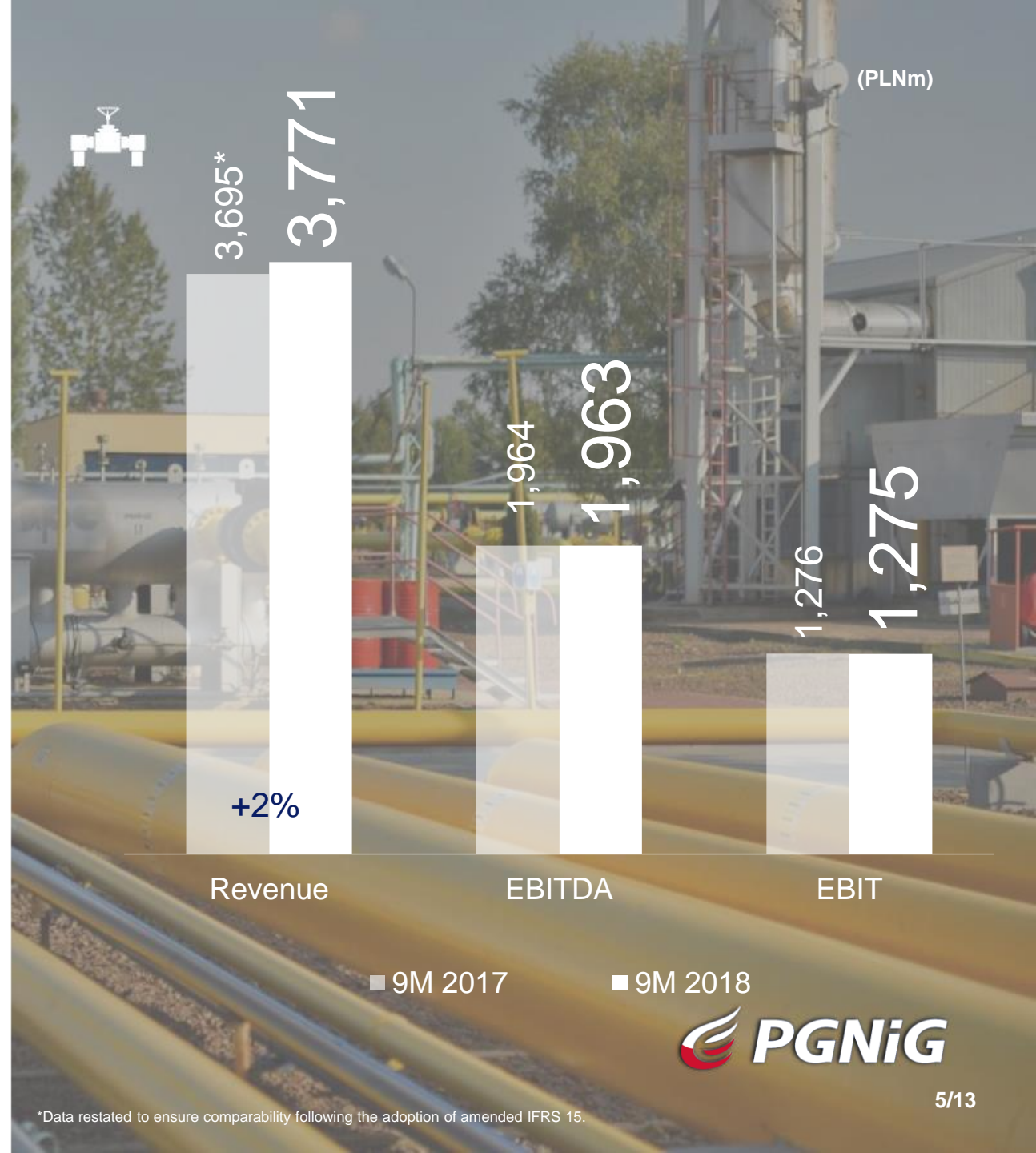
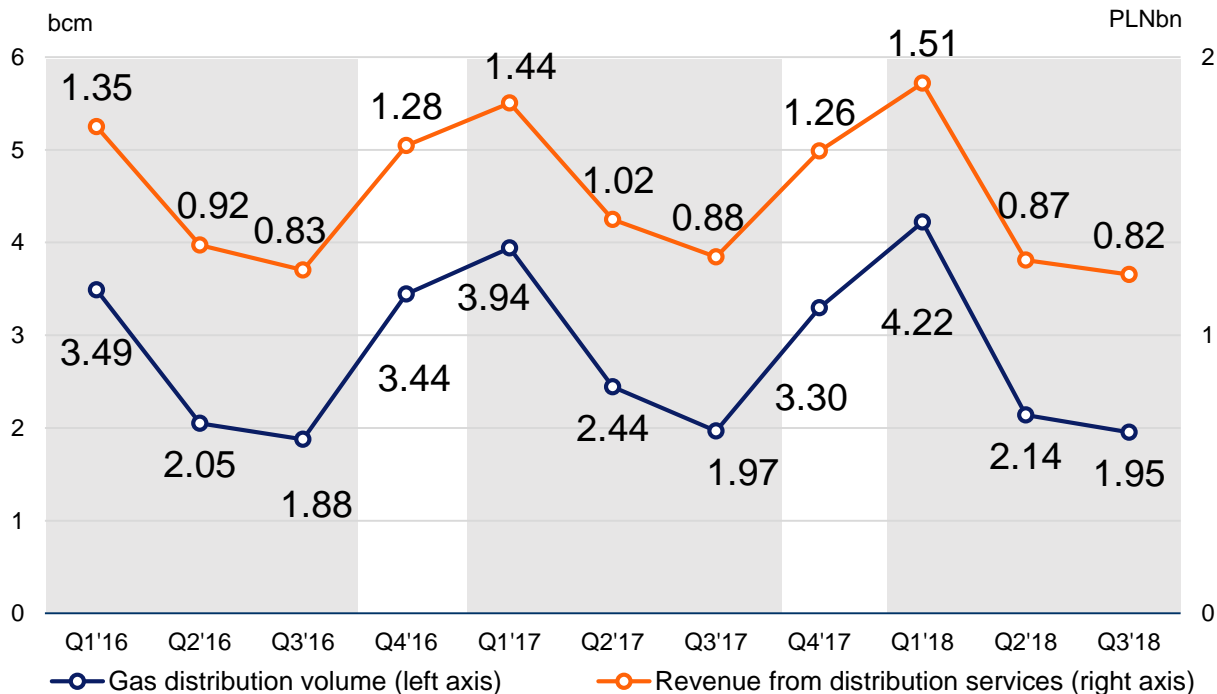
Gas distribution yoy  
8.35 / 8.31 bcm

**-0,5%** ▼

Revenue from distribution services yoy  
3.33 / PLN 3.20bn

**-4%** ▼

Revenue from distribution services and gas distribution volume



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# Generation

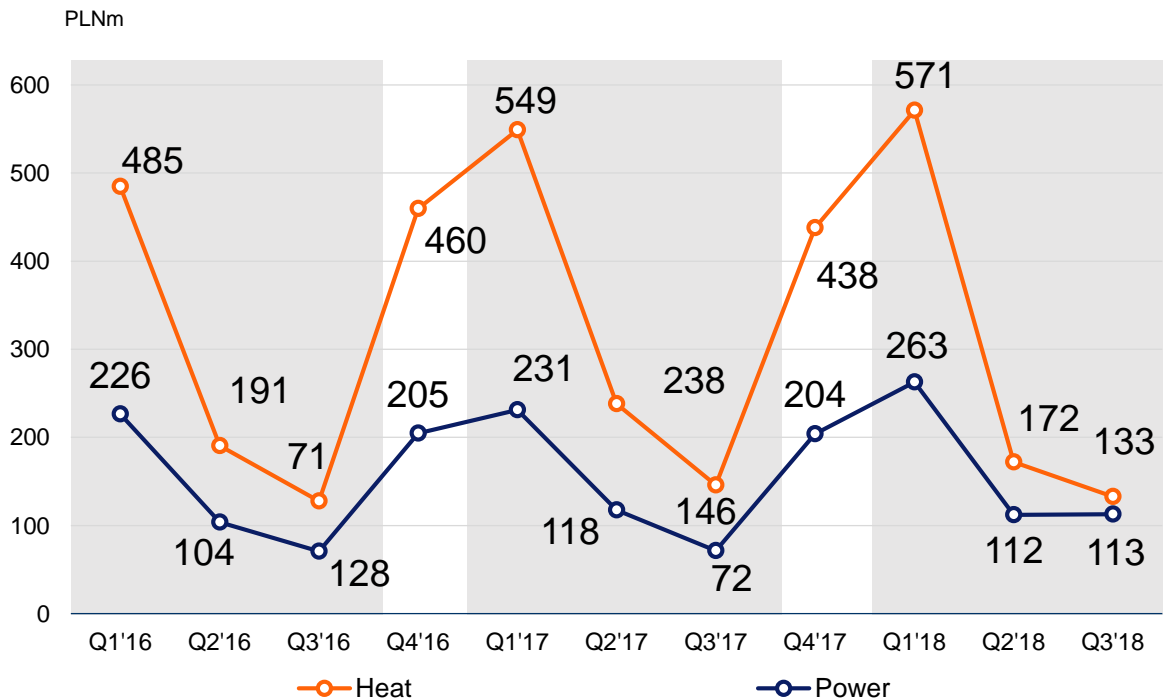
Heat sales yoy  
28.41 / 26.40 PJ

-7% ▼

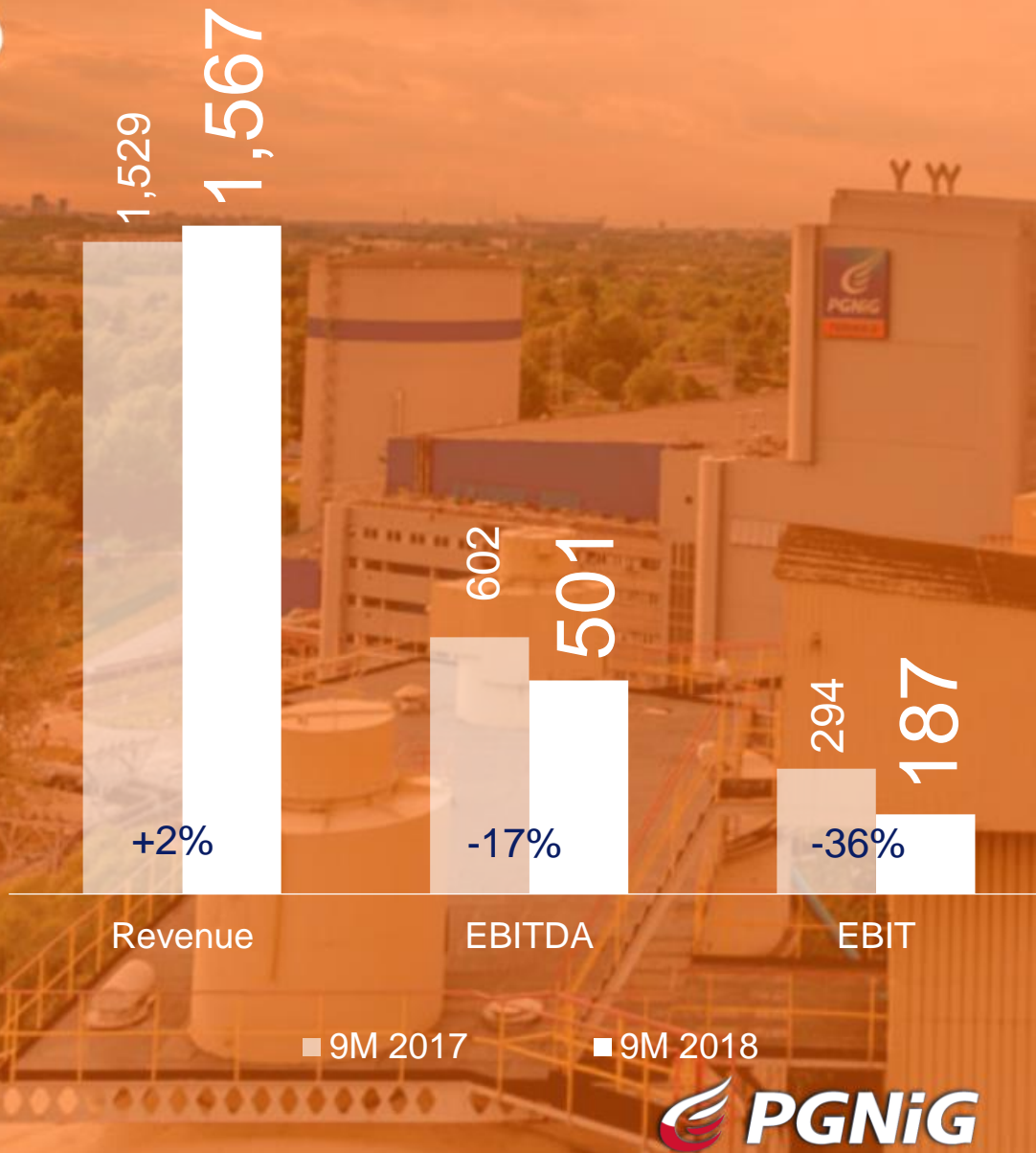
Sales of electricity from own generation sources yoy  
2.60 / 2.66 TWh

+2% ▲

Revenue from sales of heat and electricity (own generation)



(PLNm)



# Power generation market

## New generating unit at Zofiówka CHP Plant



Unit type: **Circulating fluidised bed (CFB)**  
Capacity: **80 MWe, 125 MWt**  
Efficiency: **43.8% (+26,6%)**  
Fuel: **coal, natural gas, biomass, low calorific fuels**  
CO<sub>2</sub> emission intensity: **828 g/KWh (-11,3%)**  
Useful life: **30 years**  
Capital expenditure: **PLN 584.9m**

## Capacity market

**989 MW\***

Total capacity of the PGNiG Group's generating units contracted on the capacity market

Capacity contracted for:  
2021 – 989.0 MW  
2022-2027 – 819.3 MW  
2028-2037 – 433.3 MW

\*including Stalowa Wola CHP plant

# Operating performance, market security



**5.9%** ▲

Year-on-year increase in volumes of gas sold by PGNiG SA in Poland (Q1–Q3)

Volume of gas sold  
**11.9 bcm**



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TICKETING  
AGREEMENTS

Gas volume covered by ticketing service corresponds to annual imports of **0.41 bcm of gas**



**79%** ▲

Year-on-year increase in the number of **dual fuel customers** (at the end of September)

Dual fuel customer base  
**89 600**



**56.6**  
thousand

Number of **PGNiG Obrót Detaliczny** customers served under the emergency gas supplier regulation (end of October 2018)



# Higher LNG sales



**6.1%** ▲

Year-on-year increase in LNG deliveries from Świnoujście LNG Terminal (Q1–Q3)

Volume of deliveries  
**19.13 thousand tonnes**



**1094**  
ROAD TANKERS

Number of road tankers loaded at President Lech Kaczyński LNG Terminal (Q1–Q3 2018)

Zeebrugge: **1 039** road tankers  
Gate: **1 978** road tankers



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LNG BUNKERING OPERATIONS

Development of a small-scale LNG segment (number of bunkering operations since June 2016)

Total volume of bunkered fuel  
**0.65 thousand tonnes of LNG**

# Increased LNG imports



47%

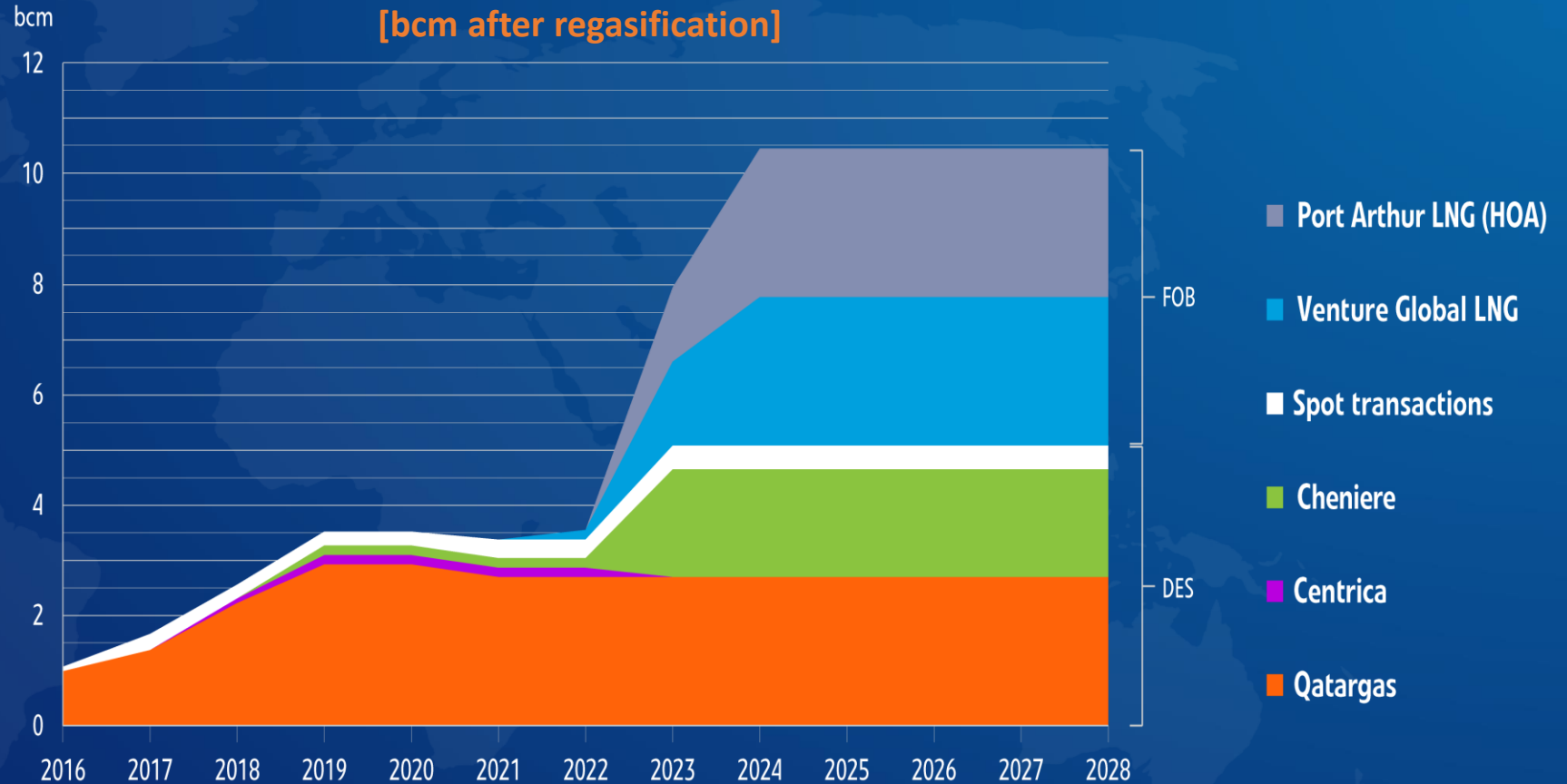


Year-on-year increase in  
LNG imports  
(Q1–Q3)

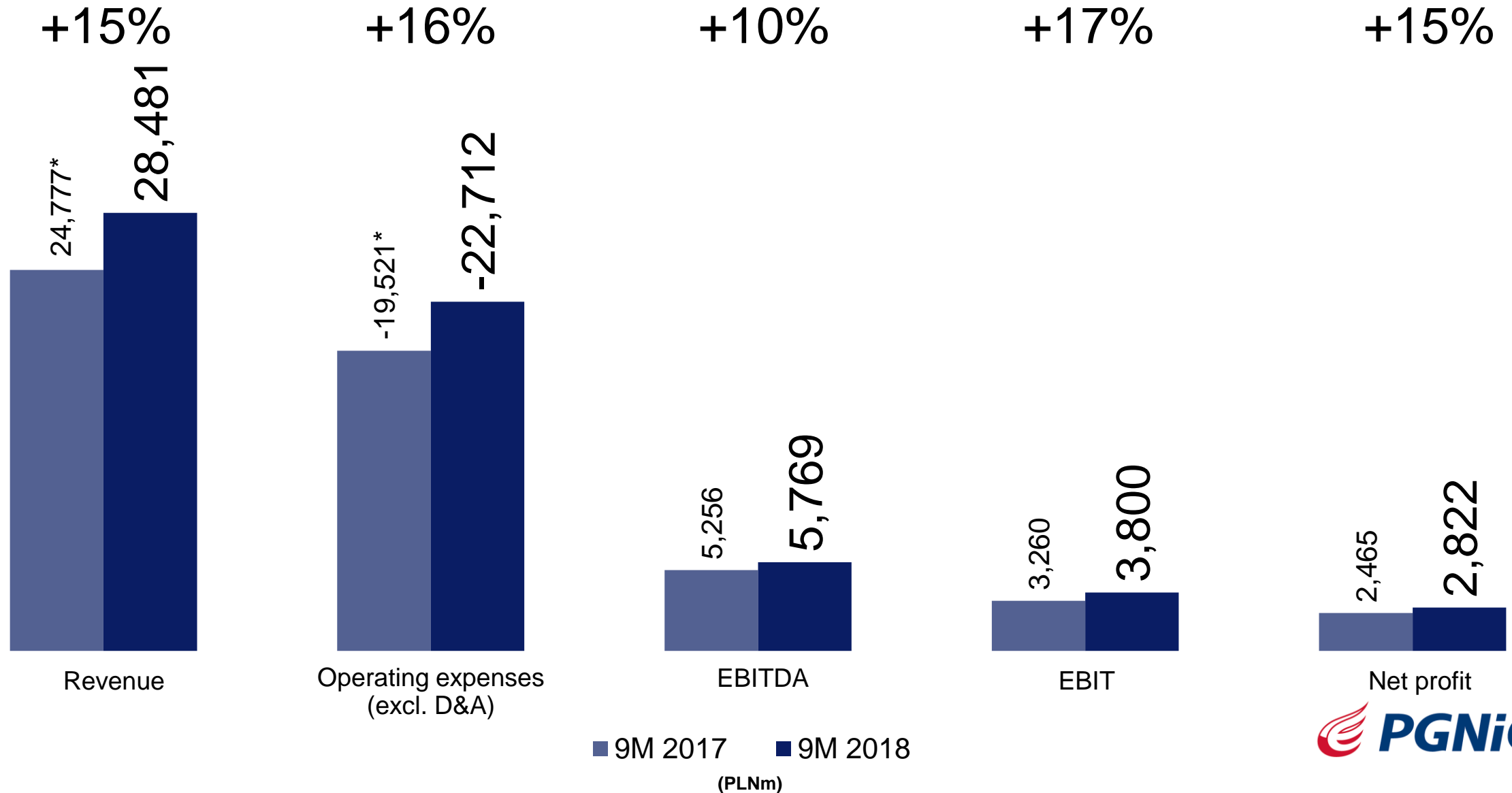
Total volume of deliveries  
1.96 bcm of gas  
(after regasification)

## PGNiG LNG portfolio

[bcm after regasification]

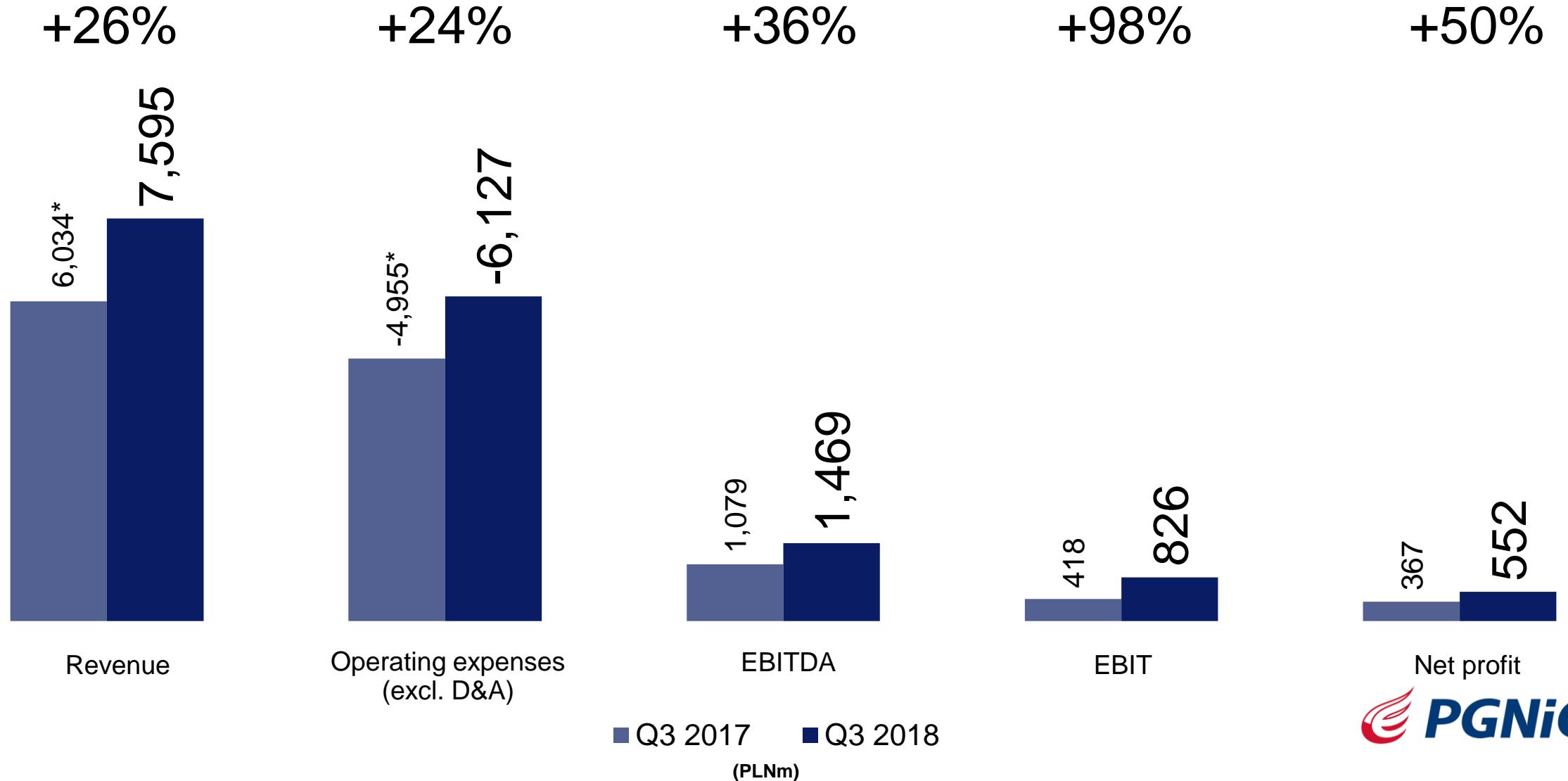


## Key financial results of the PGNiG Group for 9M 2018



\*Data restated to ensure comparability following the adoption of amended IFRS 15.

## Key financial results of the PGNiG Group for Q3 2018



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**Thank you for your attention**