

# Polskie Górnictwo Naftowe i Gazownictwo SA

PGNiG Group Q1 2019 Results

May 21st 2019



Exploration and Production

Trade and Storage

Distribution

Generation

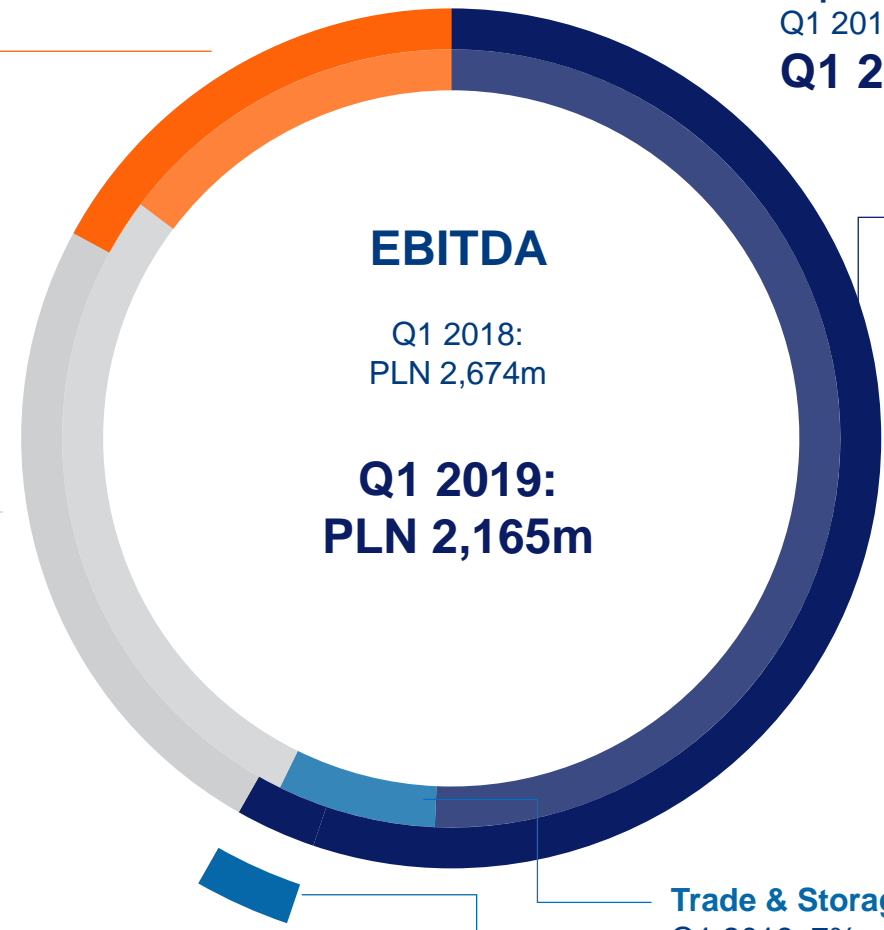
# Segments' contribution to EBITDA

**Generation**  
Q1 2018: 15%  
**Q1 2019: 18%**

**Distribution**  
Q1 2018: 28%  
**Q1 2019: 27%**

**Exploration & Production**  
Q1 2018: 52%  
**Q1 2019: 60%**

**Trade & Storage**  
Q1 2018: 7%  
**Q1 2019: -3%**



Contribution of other „segments and eliminations” to EBITDA in Q1 2019: -2%; in Q1 2018: -2%

# Exploration and Production

Quarterly average price of Brent crude yoy

228 / **PLN 239/bbl**

**+5%** ▲

Quarterly arithmetic average POLPX DAMg price yoy

95 / **PLN 88/MWh**

**-7%** ▼

Crude oil production in Q1 yoy

348 / **324 thousand tonnes**

**-7%** ▼

Gas production in Q1 yoy

1.18 / **1.18 bcm**

**0%**

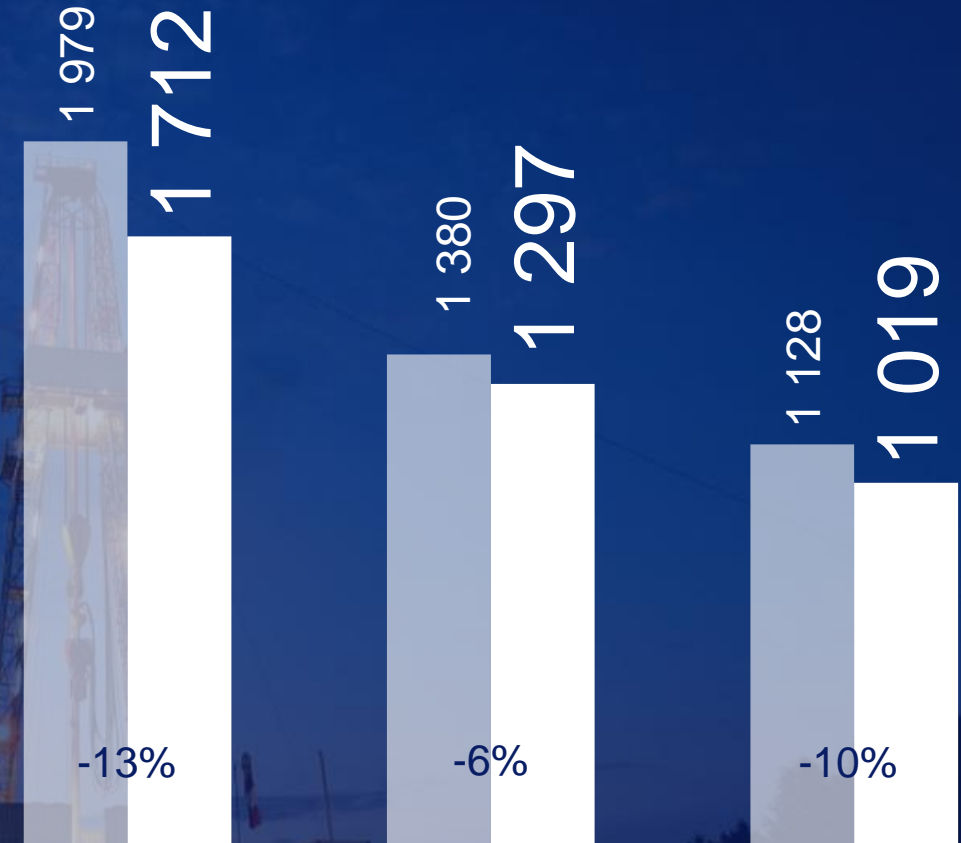
Brent crude oil price



Price on the POLPX Day-Ahead Market



(PLNm)



Revenue

EBITDA

EBIT

■ Q1 2018

■ Q1 2019





# Trade and Storage

(PLNm)

Quarterly average POLPX price yoy  
(spot and futures)

**+18%** ▲

89.6 / **PLN 105.5/MWh**

LNG import volumes in Q1 yoy

**+43%** ▲

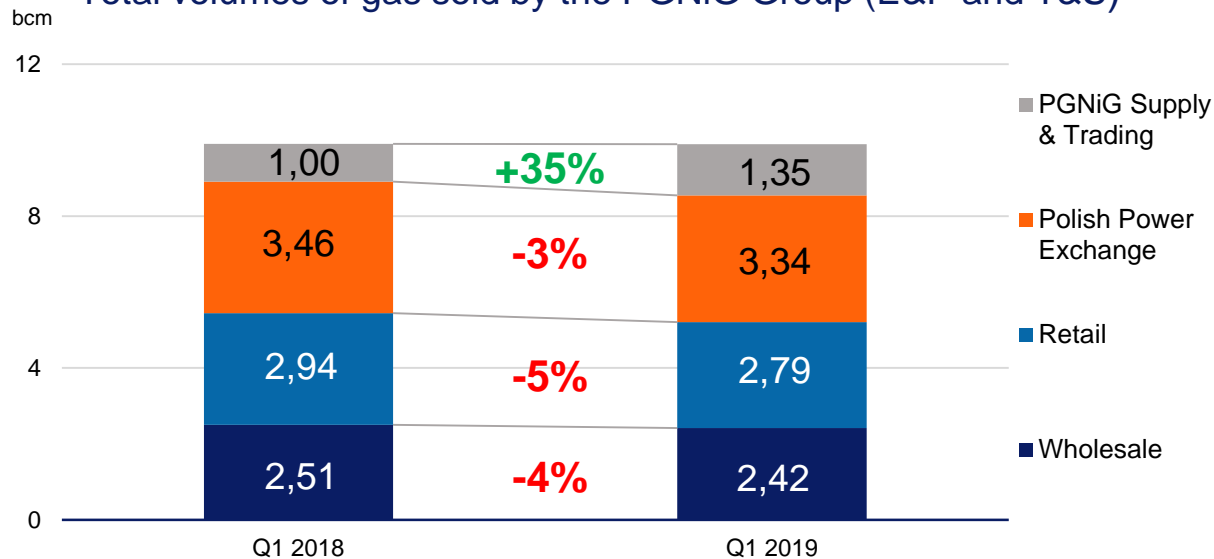
0.51 / **0.73 bcm**

Total gas sales outside the PGNiG Group yoy

**0%**

9.9 / **9.9 bcm**

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



# Distribution

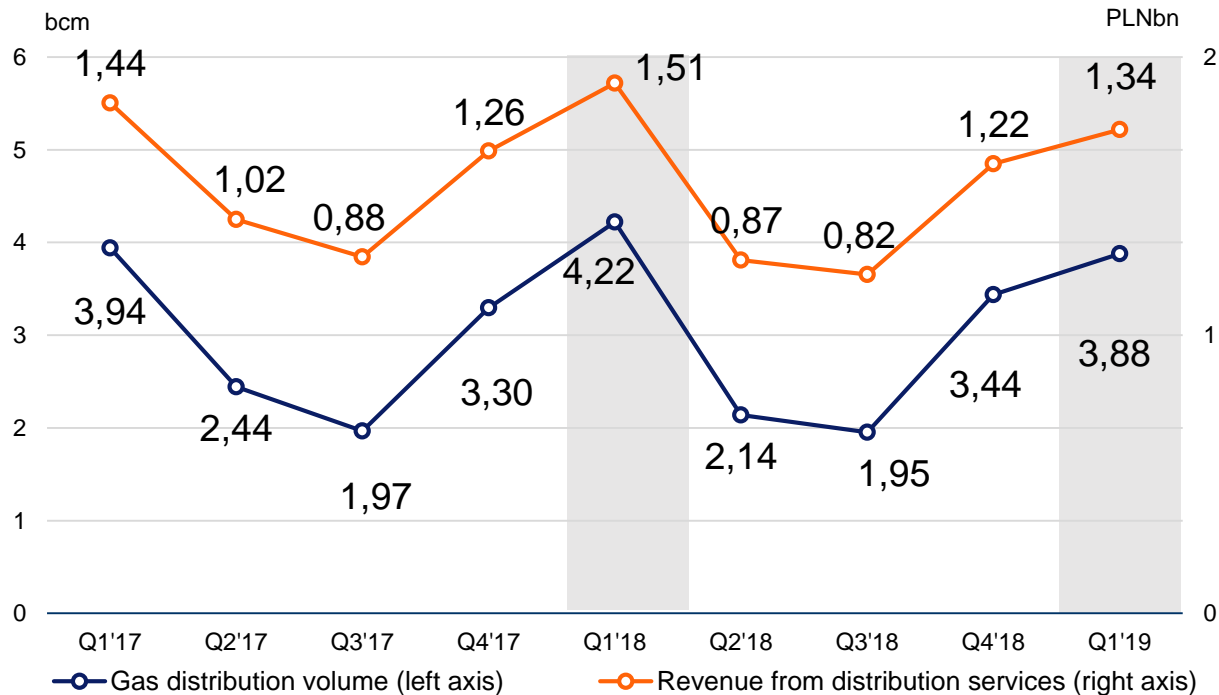
Gas distribution in Q1 yoy  
4.22 / 3.88 bcm

-8% ▼

Revenue from distribution services in Q1 yoy  
1.51 / PLN 1.34bn

-11% ▼

Revenue from distribution services and gas distribution volume





# Generation

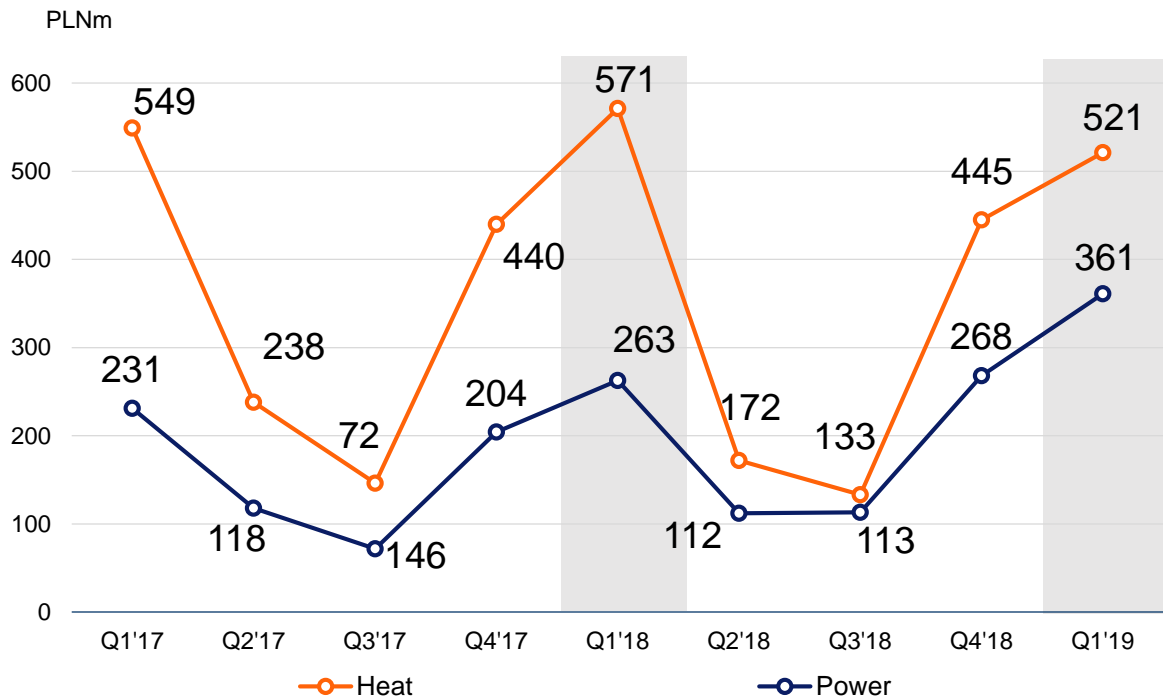
Heat sales Q1 yoy  
19.04 / 16.97 PJ

**-11%** ▼

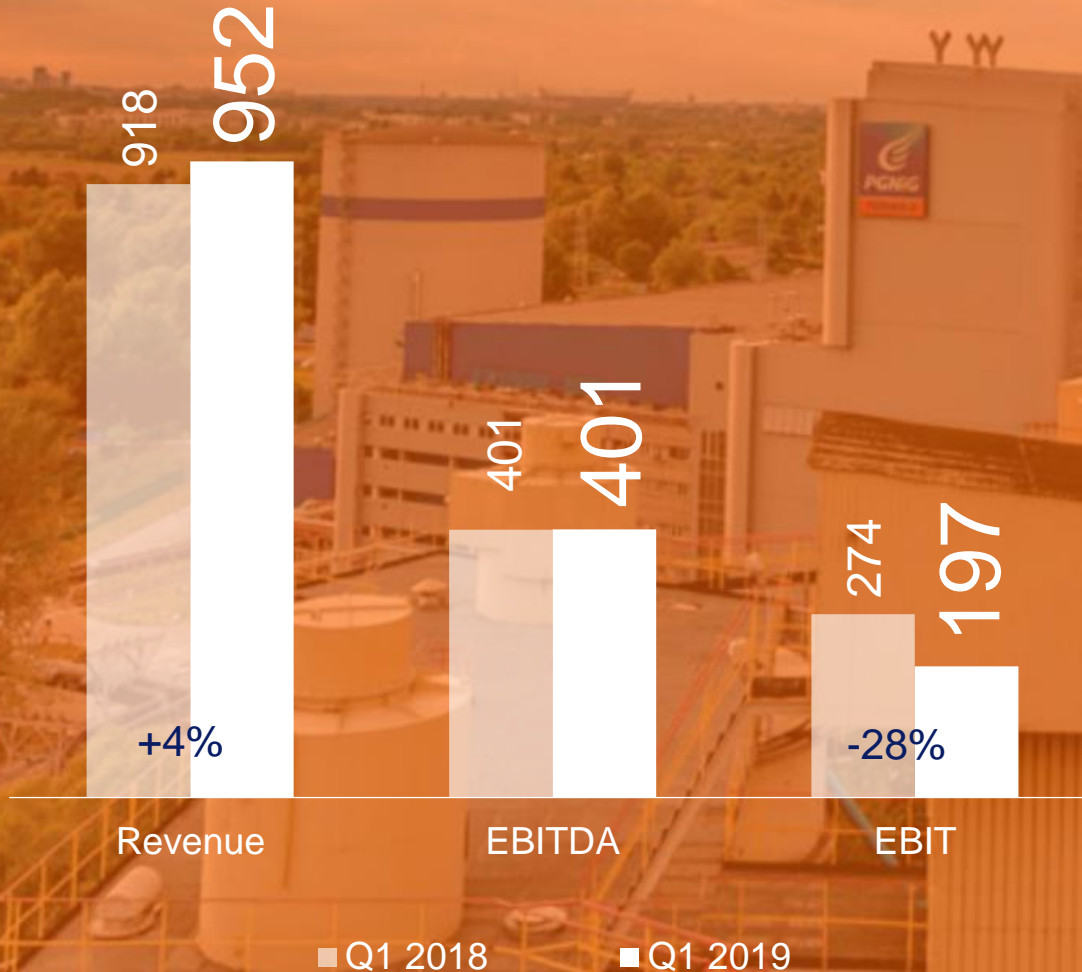
Sales of electricity from own generation  
sources Q1 yoy  
1.54 / 1.51 TWh

**-2%** ▼

Revenue from sales of heat and electricity (own generation)



(PLNm)



# ■ Production in Poland and abroad



## New drillings in Poland

**6**

new successful wells  
(January–April 2019)



## Geo-Metan

**0.9 MW**

coal-bed methane-fired power generation  
unit (Gilowice)

Agreement with Polska Grupa Górnicza



## Advanced technologies

Implementation of **Digital Field**,  
the integrated production  
management platform



## Norway

**3**

new licences,  
including two as the operator

Lease of a drilling rig to drill first operated well on  
the PL838 licence (Shrek)

# Research. Development. Innovation



## Innovative project portfolio

**99**

innovation projects

▲ **24** projects  
year on year



## Poland Prize

Main partner  
**Startup Hub Poland**

**400**

applications from foreign startups

**8**

startups invited to Poland

**3**

projects standing a chance to be  
implemented as pilots at  
the PGNiG Group



## R&D project portfolio

**44**

research and development projects

▲ **23** projects  
year on year

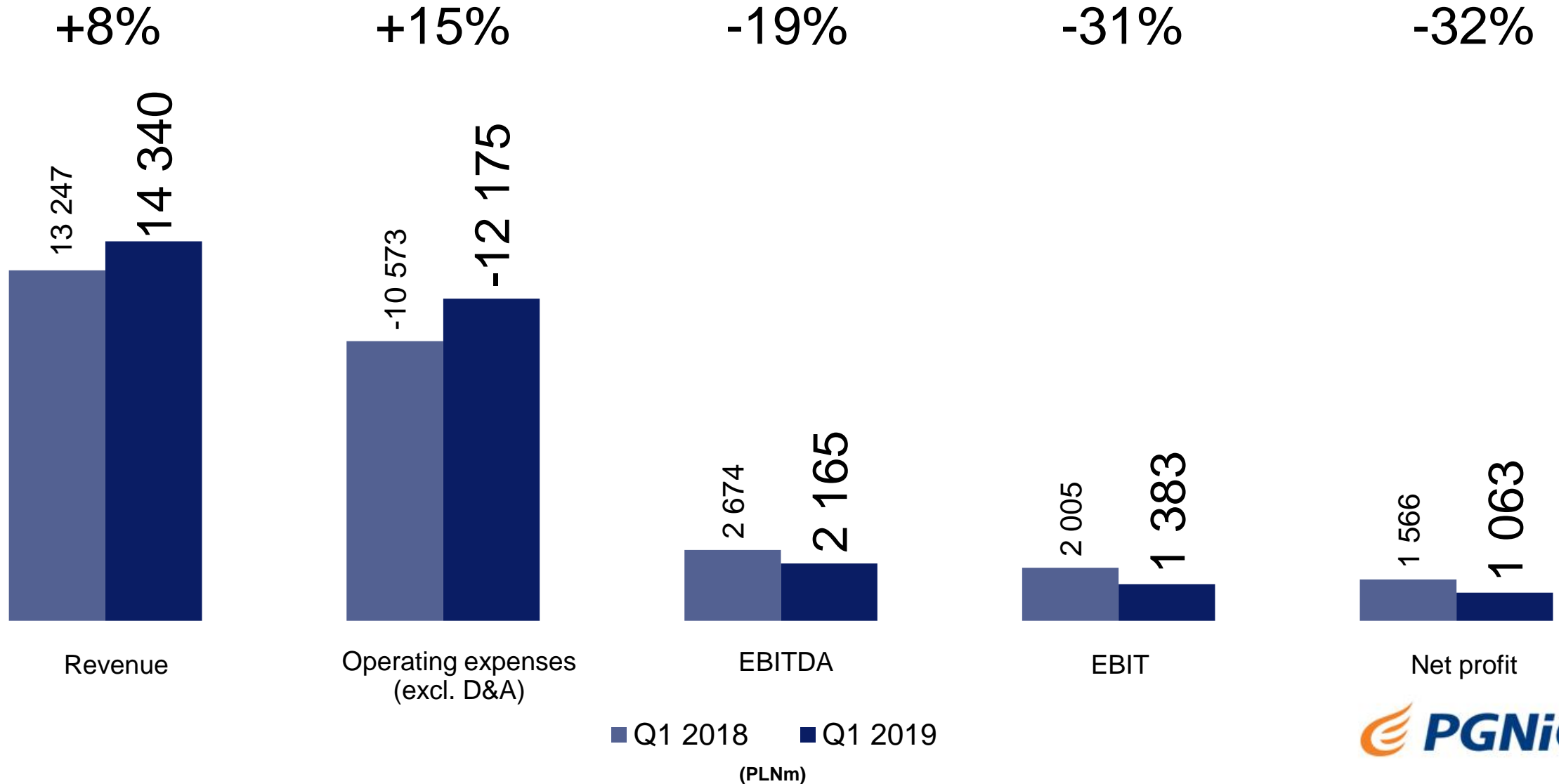
Total

**143**

**PLN 89m**  
expenditure



## Key financial results of the PGNiG Group for Q1 2019



**Thank you for your attention**