





#### PGNiG Group Strategy 2017-2022

#### A Mission statement

We are a trustworthy supplier of energy for households and businesses

Trustworthy – the customers can depend on premium quality and reliability of our services.

Energy supplier – full range of energy products (gas + electricity + heat + other/services).

Households and businesses – we care for and value all our customers: households, businesses, institutions,

## **B** Vision

We are a responsible and effective provider of innovative energy solutions.

Responsibly – we act transparently, in line with the principles of corporate social responsibility.

Effectively – we have implemented process and cost optimisation measures.

Innovative solutions – we are an innovation leader in the energy sector.

#### C Primary objective

Increasing the PGNiG Group's value and ensuring its financial stability.

Value growth – our primary ambition is to create added value for our shareholders and customers.

Financial stability – We seek to secure long-term financial stability and creditworthiness.

#### Ambitions in the key business areas

- 1. Exploration & Production
- Increase the base of documented hydrocarbon reserves by 35% (to 1,208 mm boe in 2022)
- Increase annual hydrocarbon production by 41% (to 55 mm boe in 2022)
- 2. Wholesale
- Diversified gas supply portfolio after 2022
- > Increasing the overall volume of natural gas sales by 7% (to 178 TWh in 2022)
- Cumulative natural gas sales volume on wholesale markets in Poland and abroad 1000 TWh
- 3. Retail

33.7bn

- Maximising retail margins
- > Maintaining the total volume of retail gas sales at ca. 67-69 TWh/year

cumulative EBITDA for 2017-2022 (in PLN)

- 4. Storage
- Securing access to storage capacities adjusted to actual demand
- Improve storage efficiency
- 5 Distribution
- More than 300 thousand new service lines in 2017–2022
- > The annual growth rate in the number of service lines by 17%
- > Increase gas distribution volume by 16% (to 12.3 bcm in 2022)
- 6. Power & Heat Generation
- Increase power and heat sales volumes by 20% (to 18 TWh in 2022)
- 7. Corporate Centre
- > Effective execution of R&D&I projects and enhancing the PGNiG Group's image
- > Operational efficiency improvement across the PGNiG Group

5.7bn

average annual CAPEX for 2017-2022 (in PLN)





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Piotr Woźniak
President of the Management

Board

Radosław Bartosik

Vice-President of the

Vice-President of the Management Board, Operations

#### Łukasz Kroplewski

Vice-President of the Management Board, Development

### Michał Pietrzyk

Vice-President of the Management Board, Finance

## Maciej Woźniak

Vice-President of the Management Board, Trade



#### Magdalena Zegarska

Vice-President of the Management Board



#### Contact details

Balance sheet at the end of 9M 2018

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