



November 19th 2020

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# Key events in Q3 2020

> PGNiG received USD 1.5bn from Gazprom as a refund of the overpayments for gas supplied in 2014–2020.

A cooperation and confidentiality agreement was signed with PKN Orlen with respect to the notification of an intended concentration and a due diligence process

August

> July



The CCGT unit at the Stalowa Wola plant was synchronised to the grid

September

A Letter of Intent was signed with PKN Orlen to analyse the feasibility of joint projects to build a gas-fired power plant and a biogas plant



- > PGNiG increased supplies of natural gas to KGHM Polska Miedź SA. The two companies signed an additional individual contract under their existing framework agreement.
- Acquisition of interest in the Kvitebjørn and the Valemon fields update of PGNiG Upstream Norway's gas production forecast



## External and market factors

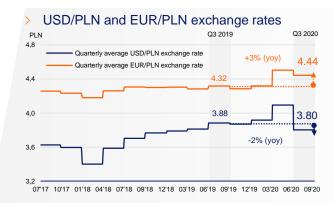
 > USD/PLN exchange rate down 2% yoy in Q3 2020, to PLN 3.80.
> EUR/PLN exchange

rate up 3% yoy in Q3 2020, to PLN 4.44.

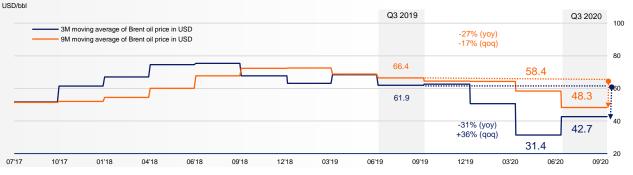
> Average temperature\* up 0.5°C yoy in Q3 2020.

> 3M (quarterly) average oil price down 31% yoy, to USD 42.7 per barrel.

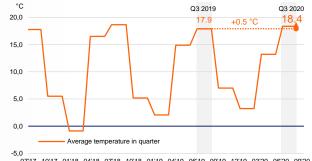
> 9M average oil price down 27% yoy, to USD 48.3 per barrel at the end of Q3 2020



### > 3M and 9M crude oil prices



### > Temperatures\*



07'17 10'17 01'18 04'18 07'18 10'18 01'19 04'19 06'19 09'19 12'19 03'20 06'20 09'20

🍯 PGNiG

## Gas markets

> TTF and GPL gas prices (Month-Ahead contract) in PLN down in Q3 2020:

> July: -49% and -48% yoy

> August: -26% and -25% yoy

> September: -8% and -8% yoy.

> Trading volumes on POLPX in Q3 2020, including all contracts and maturities, down approximately 1% yoy.

### Comments:

- > Selling prices on POLPX: the largest volumes of gas were traded on the POLPX and other exchanges under contracts with aas maturities of quarter. season а (summer/winter) and year. These were complemented by monthly/weekly futures and spot contracts.
- > The volume-weighted average price of contracts traded on POLPX for a given quarter is calculated based on the prices of contracts for delivery in that guarter.

#### PLN/MWh Q3 2019 140 120

TTF and GPL gas prices (Month-Ahead contract)



#### Gas prices on POLPX Day-Ahead Market and average volume-weighted price of contracts -15% (yoy)



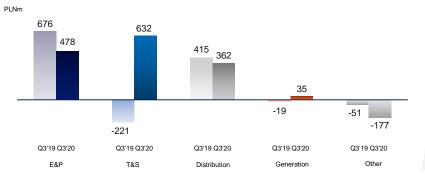


Q3 2020

# Financial highlights for Q3 2020

[PLNm]	Q3 2019*	Q3 2020	$\Delta\%$
Revenue	7,029	6,392	-9%
Operating expenses (excl. D&A)	-6,226	-5,059	-19%
EBITDA	803	1,333	+66%
EBITDA (net of impairment losses on property, plant and equipment)	755	1,288	+71%
Depreciation and amortisation expense	-669	-745	+11%
EBIT	134	588	+4x
Net finance costs	-77	+12	-116%
Net profit	14	116***	+8x

### Group's EBITDA by segment in Q3 2020 vs Q3 2019\*\*



\*Data restated for comparability following analysis of regulations concerning recognition of underground infrastructure lease contracts/decisions and taking into account the interpretation issued by the IFRS Interpretations Committee in preparing the financial statements as at December 31st 2019 \*\*Eliminations in Q3 2019: PLN +3m; Q3 2020: PLN +3m.

\*\*\* In Q3 2020, the PGNiG Group recognized the valuation using the equity method of interest in Polska Grupa Górnicza S.A. of PLN -214 million and impairment loss of -PLN 175 million, the value of the investment as at September 30, 2020 amounted to PLN 0.

### **Exploration and Production**

- Revenue from sale of gas down PLN -112m (-19%) yoy, and revenue from sale of crude oil and condensate down PLN -146m (-29%) yoy.
- > Reversal of impairment loss on non-current assets in 3Q 2020: PLN +45m vs reversals of PLN +47m in Q3 2019.

### Trade and Storage

- Revenue from sales of gas down -14% yoy, with a -3% yoy drop in gas volumes sold outside the Group.
- > Gain/loss realised on hedging instruments designated for hedge accounting and recognised in revenue: PLN +86m (Q3 2019: +103m).
- > Effect of gas inventory write-down of PLN -5m, vs reversals of PLN +149m in Q3 2019.

### Distribution

- Gas distribution volume down -4% yoy and revenue from distribution services up +4% yoy.
- > Net income/cost of system balancing down PLN -93m yoy.

### Generation

- Revenue from sales of heat up +13% yoy, with the average air temperature 0.5°C higher in Q3 2020, -6% yoy drop in heat volumes sold, and higher heat generation and transmission tariff.
- > +22% yoy rise in revenue from sales of electricity generated by own sources, with sales volumes up +7%.

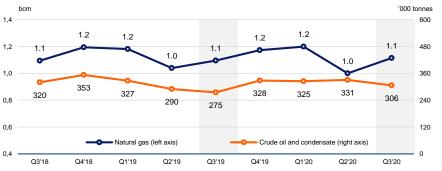


# **Exploration and Production**

Lower revenue due to a yoy decrease in oil and gas prices (on the POLPX Day-Ahead Market), with gas production volumes stable and oil production volumes up.

[PLNm]	Q3 2019	Q3 2020	$\Delta\%$
Revenue	1,243	958	-23%
Operating expenses (excl. D&A)	-567	-481	-15%
Cost of dry wells and seismic surveys written-off	-90	-49	-46%
Impairment of non-current assets	+47	+45	-4%
EBITDA	676	478	-29%
Depreciation and amortisation expense	-262	-315	+20%
EBIT	414	163	-61%





### Comments:

- Segment's revenue from sales of gas down PLN -112m (-19%) yoy as a result of a -17% decline in the average gas price on the POLPX Day-Ahead Market, with sales volumes stable.
- Revenue from sales of crude oil and condensate down PLN -146m (-29%) yoy, with sales volumes up +10% yoy, and three-month average oil price in USD down -31%.
- Oil production volumes in Poland down -13% yoy, to 159,000 tonnes; in Norway: up +61% yoy, to 147,000 tonnes.
- Cost of dry wells and seismic surveys written off: PLN -49m in Q3 2020 vs PLN -90m in Q3 2019.
- Reversal of impairment losses on non-current assets: PLN +45m in Q3 2020 vs reversals of PLN +47m in Q3 2019.
- Overlift/underlift position in Norway in Q3 2020 effect on Q3 2020 results of PLN -24m (higher net other expenses). The effect of overlift/underlift on Q3 2019 results was PLN -43m.



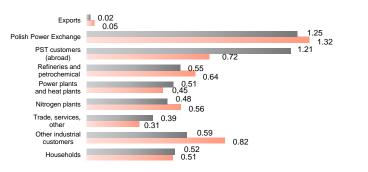


## **Trade and Storage**

Segment's performance driven by lower costs of gas as a result of lower costs of gas fuel

[PLNm]	Q3 2019	Q3 2020	$\Delta\%$
Revenue	5,156	4,642	-10%
Operating expenses (excl. D&A)	-5,377	-4,010	-25%
Gas inventory write-down	149	-5	103%
EBITDA	-221	632	4x
Depreciation and amortisation expense	-50	-55	+10%
EBIT	-271	577	Зx

### > PGNiG Group\* – gas sales volumes by customer group



bcm

30'19 30'20

### Comments:

- Revenue from sales of high-methane and nitrogen-rich gas (including the effect of hedging transactions) down by PLN 0.66bn, or -14%, yoy (to PLN 3.9bn in Q3 2020), with a -3% yoy decrease in sales to customers outside the Group.
- Gain/loss realised on hedging instruments designated for hedge accounting and recognised in revenue: PLN +86m (Q3 2019: +103m). Change in equity recognised in inventories: PLN +22m in Q3 2020 vs PLN +65m in Q3 2019.
- Yoy increase in gas imports from east of Poland (Q3 2020: 2.51 bcm vs Q3 2019: 2.32 bcm) and LNG imports (+0.05 bcm yoy). Lower volumes of imports from west and south of Poland (Q3 2020: 0.43 bcm vs Q3 2019 0.49 bcm).
- > Total revenue from sale of electricity: PLN 671m, up by PLN 158m (+31%) yoy; cost of electricity for trading up by PLN 137m (+28%) yoy.
- Recognition of gas inventory write-downs of PLN -5m in Q3 2020 vs reversals of PLN +149m in Q3 2019. Net write-down at the end of Q3 2020 was PLN +17m.
- Effect of recognition of a provision for energy efficiency buy-out price: PLN -38m in Q3 2020 vs PLN -47m in Q3 2019.

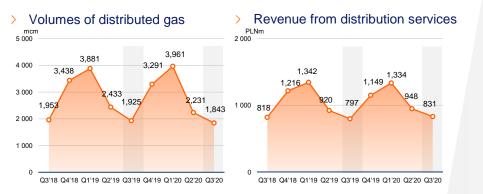


\* Total volumes of gas sold by E&P and T&S segments to external customers.

## Segments – Distribution

Segment's performance driven by lower volumes of distributed gas and changes in system balancing regulations.

[PLNm]	Q3 2019*	Q3 2020	$\Delta$ %
Revenue	961	906	-6%
Operating expenses (excl. D&A)	-546	-543	-1%
EBITDA	415	362	-13%
Depreciation and amortisation expense	-253	-274	+8%
EBIT	162	89	-45%



### Comments:

- Gas distribution volumes down -4% yoy, to 1.84 bcm, with the average temperature for the quarter up by 0.5°C yoy.
- A 3.5% yoy increase in the tariff for gas distribution services (effective from April 3rd 2020).
- Higher revenue from distribution services (up PLN 34m, or +4% yoy).
- Net income/cost of system balancing: PLN +1m in Q3 2020, compared with PLN +94m in Q3 2019.
  - A new Gas Grid Code introduced changes to the commercial balancing regime for natural gas distribution as of January 1st 2020. The changes include an annual settlement period for the difference between settlement allocations and distribution services, taking into account the average annual gas price on POLPX – departure from the monthly settlement of the difference between gas fed into and withdrawn from the grid and introduction of a compensation procedure, whereby volumes of gas fed into and withdrawn from the grid will be compared on an annual basis.



\*\*Data restated for comparability following analysis of regulations concerning recognition of underground infrastructure lease contracts/decisions and taking into account the interpretation issued by the IFRS Interpretations Committee in preparing the financial statements as at December 31st 2019

# Segments – Generation

Segment's performance driven by higher revenue from sales of heat and electricity.

[PLNm]	Q3 2019	Q3 2020	$\Delta$ %
Revenue	311	393	+26%
Operating expenses (excl. D&A)	-330	-357	+8%
EBITDA	-19	35	Зх
Depreciation and amortisation expense	-87	-87	-
EBIT	-107	-52	-51%





### Comments:

- Revenue from sale of electricity generated from the segment's own sources up +22% yoy, to PLN 121m, with sales volumes up +7% yoy.
- Revenue from sales of heat up by +13% yoy, to PLN 169m, with a slight increase in average temperature, a -6% yoy drop in heat sales volumes, a ca. +3.2% increase in the heat generation and transmission tariff for PGNiG TERMIKA S.A. effective from September 1st 2020 and a ca. 9.0% increase in the tariff for PGNiG TERMIKA Energetyka Przemysłowa S.A. effective from July 1st 2020.
- Sales volumes in Q3 2020:
  - Sales of heat to non-PGNiG Group customers: 3.08 PJ.
  - Electricity from own sources: 0.45 TWh.





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## Appendices

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- > 6. Production and sales volumes

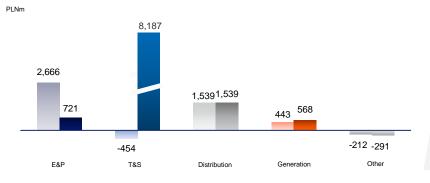




# Financial highlights for 9M 2020

[PLNm]	9M 2019*	9M 2020	$\Delta\%$
Revenue	29,653	27,430	-7%
Operating expenses (excl. D&A)	-25,670	-16,745	-35%
EBITDA	3,983	10,685	+168%
EBITDA (net of impairment losses on property, plant and equipment)	4,157	11,494	+176%
Depreciation and amortisation expense	-2,135	-2,441	+14%
EBIT	1,848	8,244	+4x
Net finance costs	-64	-109	+70%
Net profit	1,346	6,036***	+4x

### Group's EBITDA by segment in 9M 2020 vs 9M 2019\*\*



### Exploration and Production

- Revenue from sale of gas down PLN -782m (-33%) yoy, and revenue from sale of crude oil and condensate down PLN -420m (-29%) yoy.
- Recognition of impairment loss on non-current assets in 9M 2020: PLN -808m, vs 9M 2019: PLN -142m.

### Trade and Storage

- Operating expenses on gas down as a result of recognition of the effect of settlement under the annex to the Yamal contract of PLN 5,689m and an exchange gain arising on measurement of the settlements (PLN 300m).
- Revenue from sale of gas down -11% yoy, with a +4% yoy increase in gas volumes sold outside the Group.
- Gain/loss realised on hedging instruments designated for hedge accounting and recognised in revenue of PLN 1,076m (9M 2019: PLN +383m). Change in equity recognised in inventories in 9M 2020: PLN +294m vs PLN -63m in 9M 2019.
- Effect of gas inventory write-down reversals of PLN +359m. Gas inventory write-down reversals of PLN +34m recognised in 9M 2019.

### Distribution

- Solution Services Up +2% Services (2014) Servi
- > Net income/cost of system balancing down PLN -125m yoy.

### Generation

- > Revenue from sales of heat up +8% yoy, with higher heat generation and transmission tariff.
- Revenue from sales of electricity generated by own sources down -2% yoy, with sales volumes down -8%.



\*Data restated for comparability following analysis of regulations concerning recognition of underground infrastructure lease contracts/decisions and taking into account the interpretation issued by the IFRS Interpretations Committee in preparing the financial statements as at December 31st 2019. \*\*Eliminations: PLN 1m in 9M 2019 and PLN -39m in 9M 2020.

\*\*\* Including the impact of the equity valuation method on interests in Polska Grupa Górnicza S.A. accounted for PLN -612 m

## Gas sales and imports structure

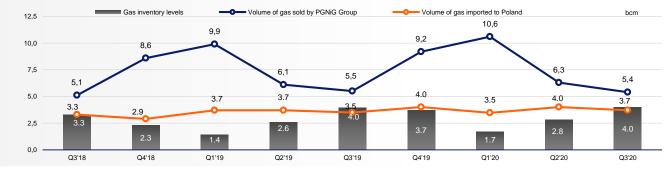
- Stable share of gas imports from countries east of Poland and LNG imports. Lower share of imports from west and south of Poland.
- In Q3 2020, seven gas carriers unloaded at the Świnoujście Terminal, including: four deliveries under the Qatargas contract and three spot deliveries.
- > Lower gas sales by the PGNiG Group due mainly to lower sales by PST.



### Gas sales outside the PGNiG Group by company

[mcm]	Q3 2019 (	Q3 2019 Q3 2020*					
PGNiG Group:	5,525	5,379	-3%				
PGNiG SA	3,106	3,308	+6%				
PGNiG OD	1,114	1,163	+4%				
PST	1,305	901	-31%				

### PGNiG Group's gas sales volumes, gas inventory levels\*\*, and gas imports





Comments:

> LNG inventories at terminals: approximately 5 mcm after regasification (as at September 30th 2020).

\* 7 mcm of gas sold by PUN to customers outside the PGNiG Group in Q3 2020.

\*\* Includes high-methane gas, nitrogen-rich gas stored in Poland and abroad, and LNG at terminals.

# Operating expenses in Q3 2020 vs Q3 2019

[PLNm]	Q3 2019*	Q3 2020	$\Delta\%$
Cost of gas sold	-4,099	-2,552	-38%
Fuels for heat and power generation	-96	-100	+4%
Other raw materials and consumables used	-519	-617	+19%
Employee benefits expense	-697	-730	+5%
Transmission services	-269	-263	-2%
Other services	-470	-465	-1%
LNG regasification services	-85	-97	+13%
Taxes and charges	-103	-126	+22%
Other income and expenses**	-194	-472	+143%
Change in inventory write-downs	+149	-5	103%
Change in provisions	-94	-92	-2%
Recognition and reversal of impairment losses on property, plant and equipment and intangible assets	-42	-4	-90%
Cost of dry wells and seismic surveys written-off	-90	-49	-46%
Impairment losses on non-current assets	+47	+45	-4%
Work performed by the entity and capitalised	+263	+271	+3%
Depreciation and amortisation expense	-669	-745	+11%
Total operating expenses	-6,895	-5,804	-16%
Operating expenses net of cost of gas sold	-2,796	-3,250	+16%

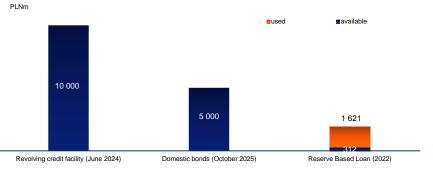
\*Data restated for comparability following analysis of regulations concerning recognition of underground infrastructure lease contracts/decisions and taking into account the interpretation issued by the IFRS Interpretations Committee in preparing the financial statements as at December 31st 2019. \*\* Other expenses shown above do not include taxes and charges, or impairment losses on property, plant and equipment and intangible assets.

### Comments:

- The change in the Yamal contract pricing formula effective from March 1st and lower prices of natural gas on commodity exchanges led to a -38% yoy drop in costs of gas sold.
- Higher cost of electricity purchased for trading (to PLN 497m, or by +30% yoy) on higher electricity prices yoy.
- Employee benefits expense up (+5%) yoy within the Group.
- Lower costs of dry wells (PLN -46m in Q3 2020 vs PLN -90m in Q3 2019). One dry well written off in Q3 2020 vs three wells written off in Q3 2019.
- Reversal of impairment loss on non-current assets of PLN +45m in Q3 2020 vs reversals of PLN +47m in Q3 2019.
- A decrease in provisions for energy efficiency buy-out price: PLN -37m in Q3 2020 vs PLN -52m in Q3 2019.
- Net exchange differences related to operating activities: PLN -156m in Q3 2020 vs PLN +5m in Q3 2019 - change due to currency valuation of cash balance.
- Net gain/loss on derivative instruments recognised in net other income/expenses (not designated for hedge accounting): PLN -34m in Q3 2020 vs PLN +14m in Q3 2019.
- Higher depreciation and amortisation expense, mainly in E&P segment (Norway): PLN -148m in Q3 2020 vs PLN -86m in Q3 2019.

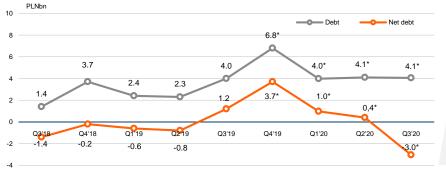


## Debt and sources of funding



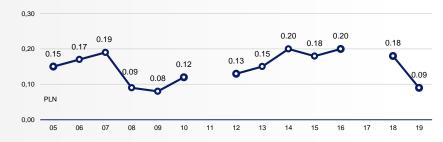
### Sources of funding (as at September 30th 2020)





October 28th 2020 PGNiG executed Annex 1 to the programme agreement of December 21st 2017 in connection with the PLN 5bn Note Programme with the following issue arrangers: ING Bank Śląski S.A., Bank Polska Kasa Opieki S.A., Bank Handlowy w Warszawie S.A., and Bank BNP Paribas Bank Polska S.A. Annex 1 aligns the programme with the current legal framework and extends it until October 28th 2025.

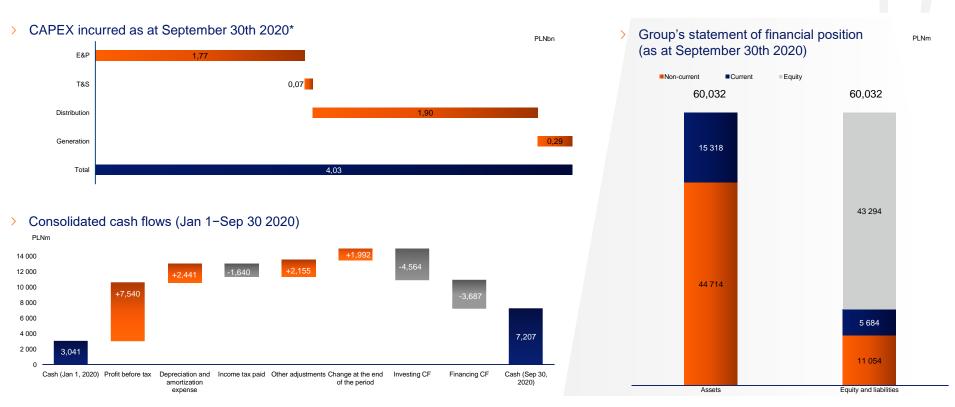
### Dividend per share for the financial year



- June 24th 2020 The PGNiG Annual General Meeting passed Resolution No. 21/2020 to allocate PLN 520,048,337.13 from the 2019 net profit to dividend payment of PLN 0.09 per share.
- The dividend record date was July 20th 2020 and the dividend payment date was August 3rd 2020.



# CAPEX, statement of financial position and statement of cash flows





\* CAPEX including expenditure on acquisition of hydrocarbon deposits; CAPEX incurred in the Other Activities segment: PLN 0.07bn

## Production and sales volumes

NATURAL GAS PRODUCTION BY THE PGNIG GROUP [mcm]	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018	Q1 2018	9M 2020	9M 2019	9M 2018	FY 2019	FY 2018	FY 2017
HIGH-METHANE GAS (E)	441	442	444	452	451	439	477	473	436	461	464	1,328	1,367	1,361	1,819	1,834	1,863
including in Poland	330	336	343	348	337	327	326	336	323	314	323	1,009	990	960	1,337	1,296	1,315
including in Norway	112	106	101	104	114	112	151	137	113	147	141	319	377	401	481	538	548
NITROGEN-RICH GAS (Ls/Lw as E equiv.)	673	582	719	721	645	601	704	722	659	612	719	1,973	1,950	1,990	2,671	2,712	2,674
including in Poland	591	526	650	668	593	556	661	673	606	559	674	1,767	1,810	1,839	2,478	2,512	2,524
including in Pakistan	82	56	69	53	52	45	43	49	53	53	45	207	140	151	193	200	150
TOTAL (measured as E equivalent)	1,114	1,024	1,163	1,173	1,096	1,040	1,181	1,195	1095	1,073	1,183	3,302	3,317	3,351	4,489	4,546	4,537
NATURAL GAS SALES BY THE PGNIG GROUP [mcm]																	
HIGH-METHANE GAS (E)	5,022	5,955	10,119	8,735	5,175	5,715	9,431	8,141	4,777	5,134	9,414	21,096	20,322	19,325	29,057	27,466	25,291
including PST sales outside PGNiG Group	902	931	1,362	1,487	1,305	1,099	1,352	1,360	855	716	998	3,195	3,755	2,568	5,242	3,929	2,186
NITROGEN-RICH GAS (Ls/Lw as E equiv.)	357	342	482	447	350	336	465	442	337	308	491	1,181	1,151	1,136	1,597	1,578	1,496
TOTAL (measured as E equivalent)	5379	6,297	10,601	9,182	5,525	6,051	9,896	8,583	5114	5,442	9,905	22,277	21,473	20,461	30,654	29,044	26,787
including sales directly from the fields	219	192	250	235	210	170	229	228	211	179	237	656	609	627	844	855	796
NATURAL GAS IMPORTS BY PGNIG S.A. [mcm]				_				_									
Total	3,697	4,012	3,462	3,965	3,508	3,710	3,667	2,949	3,324	3,419	3,837	11,172	10,885	10,580	14,851	13,530	13,714
including: sources east of Poland	2,510	2,194	1,923	2,654	2,316	2,186	1,791	1,097	2,357	2,602	2,982	6,628	6,292	7,941	8,946	9,038	9,656
including: LNG	755	1,213	982	948	706	1,044	727	759	635	815	505	2,949	2,477	1,955	3,425	2,713	1,715
CRUDE OIL, PGNiG GROUP (thousand tonnes)				_				_									
Production of crude oil and condensate	306	331	325	328	275	290	324	353	320	324	348	963	888	992	1,216	1,345	1,257
including in Poland	159	167	200	208	184	177	208	219	202	189	208	526	568	599	776	818	787
including in Norway	147	164	125	120	91	113	116	134	118	135	140	437	320	393	440	527	470
Sales of crude oil and condensate from own production	324	369	277	361	295	266	288	378	309	294	429	971	850	1,032	1,210	1,410	1,270
including in Poland	161	159	210	201	182	177	210	225	194	188	210	531	570	592	771	817	791
including in Norway	163	210	67	160	113	89	78	153	115	106	219	440	280	440	439	593	479
GENERATION				_				_									
Production of heat, net (sales) (TJ)	3,083	6,789	16,048	12,984	3,268	6,040	16,970	14,255	2,942	4,425	19,037	25,920	26,278	26,404	39,263	40,659	42,607
Production of electricity, net, secondary generation (for sale) (GWh)	454	637	1,382	1,266	425	744	1,513	1,315	523	598	1,539	2,473	2,682	2,661	3,948	3,974	3,882

