



March 25th 2021

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# Key events in Q4 2020

 Approval of agreement with Ørsted Salg & Service A/S for purchase of natural gas by PGNiG Supply & Trading GmbH

Execution of annex to Note Programme

Submission of preliminary non-binding offer to acquire interest in Fortum Group's assets

> November

October

 Submission of request to renegotiate the contract price of natural gas supplied by PAO Gazprom and OOO Gazprom Export

> December



President of URE's decision on Retail Tariff of PGNiG Obrót Detaliczny

Execution of investment agreement on rules governing cooperation in construction of power generation unit at Ostrołęka C Power Plant

Execution of annex to contract for gas fuel supplies to ORLEN Group

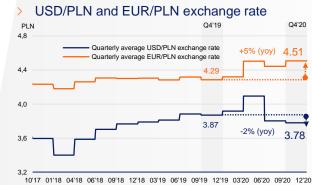


## External and market factors

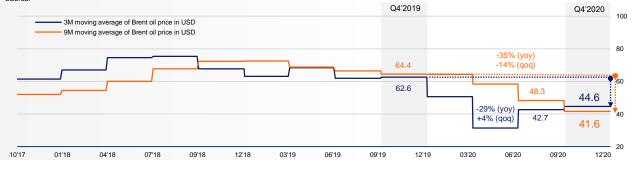
 > USD/PLN in Q4 2020 down by -2% yoy, at PLN 3.78.
 > EUR/PLN in Q4 2020 up by +5% yoy, at PLN 4.51.
 > Average temperature\* in Q4 2020 down -1.5°C yoy.

>-29% yoy drop in the 3-month (quarter) average crude oil price to 44.6 USD/bbl.

>-35% yoy drop in the 9-month average crude oil price to 41.6 USD/bbl in the end of Q4 2020

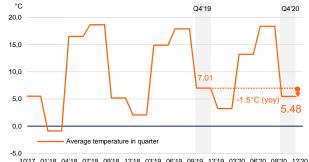


> 3-month i 9-month average price of crude oil





## > Temperatures\*



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

## Gas markets

> TTF and GPL gas price in PLN (Month-Ahead contract) in Q4 2020:
> October: -3% and -1% yoy,
> November: -8% and -5% yoy,
> December: +21% and +15% yoy.

> Higher trading volumes (+2% yoy) on POLPX in Q4 2020 of all contracts by their delivery date.

## Comments:

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



#### > TTF and GPL natural gas prices (Month-Ahead contract)

#### > POLPX DAM gas prices and the average price of contracts weighted by volume

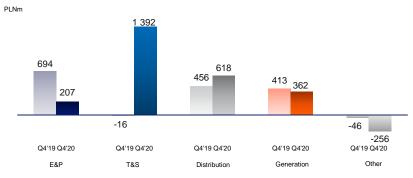




# Financial highlights for Q4 2020

[PLNm]	Q4 2019	Q4 2020	$\Delta\%$
Revenue	12,370	11,768	-5%
Operating expenses (excl. D&A)	-10,849	-9,444	-13%
EBITDA	1,521	2,324	+53%
EBITDA (net of impairment losses on property, plant and equipment)	1,748	3,104	+78%
Depreciation and amortisation expense	-921	-983	+7%
EBIT	600	1,341*	+123%
Net finance costs	10	144	+14x
Net profit	25	1,304	+52x

## Group's EBITDA by segment in Q4 2020 vs Q4 2019\*\*



#### **Exploration and Production**

- Revenue from sales of gas up PLN +169m (+22%) yoy, with revenue from sale of crude and condensate down PLN -201 (-31%) yoy.
- Recognition of a PLN -677m impairment loss on non-current assets in Q4 2020, compared with PLN -212m in Q4 2019.

#### Trade and Storage

- Revenue from sales of gas down -7% yoy, with a +2% yoy increase in gas volumes sold outside the Group.
- Gain/loss realised on hedging instruments designated for hedge accounting: (1) recognised in revenue: PLN -13m (Q4 2019: PLN +188m), (2) recognised in gas inventory as reduction of procurement cost: PLN +78m (Q4 2019: PLN +19m).
- Recognition of gas inventory write-down: approximately PLN -1m in Q4 2020 vs PLN -339m in Q4 2019.

#### Distribution

- Gas distribution volume up +7% yoy and revenue from distribution services up +11% yoy.
- > Net income/cost of system balancing up PLN +184m yoy.

#### Generation

- Revenue from sales of heat up +16% yoy, with the average air temperature -1.5°C lower in Q4 2020, slightly higher heat volumes generated, and a higher heat generation and transmission tariff.
- Revenue from sales of electricity generated by own sources down -8% yoy, with sales volumes down -9%.

\*The total impairment losses in Q4 2020 were significantly affected by change of the impairment loss presentation in the financial statements of PGNiG Upstream Norway AS for 2020. In line with the new presentation method, in Q4 2020 PUN increased the amount of impairment losses (recognised in EBIT) and reduced the amount of deferred tax. The change in presentation did not affect the net profit earned by PUN. \*\* Eliminations in Q4 2019: PLN +20m; Q4 2020: PLN 0m.

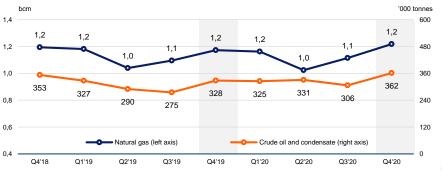


## **Exploration and Production**

Lower revenue with a yoy decrease in oil prices and yoy increase in gas prices (on the POLPX Day-Ahead Market) – stable gas production volumes and higher oil production volumes. Increase in impairment losses on non-current assets.

[PLNm]	Q4 2019	Q4 2020	$\Delta\%$
Revenue	1,586	1,532	-3%
Operating expenses (excl. D&A)	-892	-1,326	+49%
Cost of dry wells and seismic surveys written-off	-144	-70	-52%
Impairment of non-current assets	-212	-677	+219%
EBITDA	694	207	-70%
Depreciation and amortisation expense	-254	-337	+33%
EBIT	440	-131	-130%





#### Comments:

- Segment's revenue from sales of gas up PLN +169m (+22%) yoy as a result of a +14% increase in the average gas price on the POLPX Day-Ahead Market, with stable sales volumes.
- Revenue from sales of crude oil and condensate down PLN -201m (-31%) yoy, with stable sales volumes and the average quarterly oil price in USD down -29%.
- Oil production volumes in Poland down -12% yoy, to 184,000 tonnes; in Norway: up +48% yoy, to 178,000 tonnes.
- > Cost of dry wells and seismic surveys written off: PLN -70m in Q4 2020 vs PLN -144m in Q4 2019.
- Recognition of impairment losses on non-current assets: PLN -677m in Q4 2020 vs PLN -212m in Q4 2019.
- Overlift/underlift position in Norway in Q4 2020 effect on Q4 2020 results of PLN -2m (higher net other expenses). The effect of overlift/underlift on Q4 2019 results was PLN -74m.



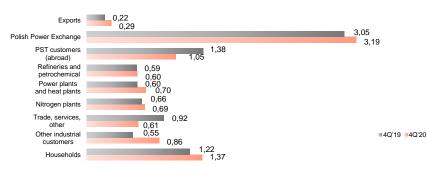


## **Trade and Storage**

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

[PLNm]	Q4 2019	Q4 2020	$\Delta\%$
Revenue	10,216	9,564	-6%
Operating expenses (excl. D&A)	-10,232	-8,172	-20%
Gas inventory write-down	-339	-1	-339x
EBITDA	-16	1,392	88x
Depreciation and amortisation expense	-64	-56	-13%
EBIT	-80	1,336	19x

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



## Comments:

- Revenue from sales of high-methane and nitrogen-rich gas (including the effect of hedging transactions) down by PLN 0.62bn, or -7%, yoy (to PLN 8.2bn in Q4 2020), with a +2% yoy increase in sales in segment outside the Group.
- Gain/loss realised on hedging instruments designated for hedge accounting: (1) recognised in revenue: PLN -14m (Q4 2019: PLN +188m), (2) recognised in gas inventory as reduction of procurement cost: PLN +78m (Q4 2019: PLN -20m).
- Yoy decrease in gas imports from east of Poland (Q4 2020: 2.37 bcm vs Q4 2019: 2.65 bcm) and LNG imports (Q4 2020: 0.81 bcm vs Q4 2019: 0.95 bcm). Higher volumes of imports from west and south of Poland (Q4 2020: 0.44 bcm vs Q4 2019: 0.36 bcm).
- > Total revenue from sales of electricity: PLN 806m, up by PLN +36m (+5%) yoy, with cost of electricity for trading flat at PLN 783m.
- Recognition of gas inventory write-downs of PLN -1m in Q4 2020 vs PLN -339m in Q4 2019. Net write-down at the end of Q4 2020 was PLN 18m.
- Effect of recognition of a provision for energy efficiency buy-out price: PLN -70m in Q4 2020 vs PLN -46m in Q4 2019.



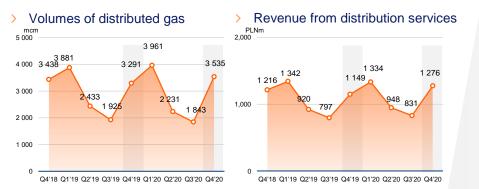
Isotal volumes of gas sold by E&P and T&S segments outside the Group.

bcm

## Segments – Distribution

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

[PLNm]	Q4 2019*	Q4 2020	$\Delta$ %
Revenue	1,154	1,365	+18%
Operating expenses (excl. D&A)	-698	-746	+7%
EBITDA	456	618	+36%
Depreciation and amortisation expense	-270	-294	+9%
EBIT	186	325	+74%



#### Comments:

- Gas distribution volumes up +7% yoy to 3.54 bcm, with the average air temperature for the quarter down -1.5°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 +127m, or +11% yoy).
- Net income/cost of system balancing: PLN +11m in Q4 2020, compared with PLN 174m in Q4 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 affected by higher operating expenses, with the average temperature for the quarter down -1.5°C yoy.

[PLNm]	Q4 2019	Q4 2020	Δ%
Revenue	845	904	+7%
Operating expenses (excl. D&A)	-432	-542	+25%
EBITDA	413	362	-12%
Depreciation and amortisation expense	-316	-276	-12%
EBIT	97	86	-12%







#### Q4'18 Q1'19 Q2'19 Q3'19 Q4'19 Q1'20 Q2'20 Q3'20 Q4'20

#### Comments:

- Revenue from sales of electricity generated by own sources down -8% yoy, with sales volumes down -8% yoy.
- Revenue from sales of heat up +16% yoy, with a lower average air temperature in Q4 2020 and slightly higher heat output volumes, following an increase in the heat generation and transmission tariff for PGNiG TERMIKA S.A. by +12% from July 1st 2020 and +3% from September 1st 2020, and a +9% increase in the tariff for PGNiG TERMIKA Energetyka Przemysłowa S.A. from July 1st 2020.
- > Higher operating expenses yoy mainly due to lower reversal of the provision, including provision to  $CO_2$  emission allowances of PLN +53m in Q4 2020 vs PLN +85m in Q4 2019.
- Lower depreciation and amortisation expense in the segment (down PLN -39m, or -12%, yoy), including CO<sub>2</sub> depreciation PLN 154m in Q4 2020.
- Sales volumes in Q4 2020:
  - Sales of heat outside the Group: 13.02 PJ.
  - Electricity from own sources: 1.16 TWh.



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## Appendices

- > 1. 2020 financial highlights
- > 2. Gas sales and imports structure
- > 3. Operating expenses
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- 5. CAPEX, statement of financial position, statement of cash flows
- > 6. Production and sales volumes

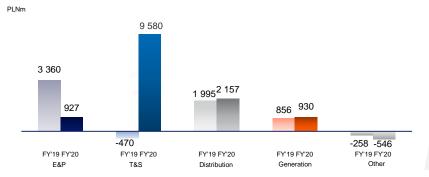




# Financial highlights for 2020

[PLNm]	2019	2020	$\Delta\%$
Revenue	42,023	39,197	-7%
Operating expenses (excl. D&A)	-36,519	-26,188	-28%
EBITDA	5,504	13,009	+136%
EBITDA (net of impairment losses on property, plant and equipment)	5,904	14,597	+147%
Depreciation and amortisation expense	-3,056	-3,424	+12%
EBIT	2,448	9,585*	+291%
Net finance costs	-54	35	-165%
Net profit	1,371	7,340	+5x

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



#### Exploration and Production

- Revenue from sales of gas down PLN -596m (-19%) yoy, while revenue from sale of crude and condensate down PLN -621m (-29%) yoy.
- Recognition of impairment loss on non-current assets in 2020: PLN -1,485m, vs 2019: PLN -354m.

#### 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 sales of gas down -10% yoy, with a +3% yoy increase in gas volumes sold outside the Group.
- Gain/loss realised on hedging instruments designated for hedge accounting: (1) recognised in revenue: PLN +1,062m (2019: PLN +571m), (2) recognised in gas inventory as increase of procurement cost: PLN -286m (2019: PLN +97m).
- Effect of a gas inventory write-down reversal of PLN +358m. In 2019, recognition of gas inventory write-downs of PLN -305m.

#### Distribution

- > Gas distribution volumes stable, with revenue from distribution services up +4% yoy.
- > Net income/cost of system balancing down PLN +59m yoy.

#### Generation

- > Revenue from sales of heat up +10% yoy on a higher heat generation and transmission tariff.
- > Revenue from sales of electricity generated by own sources down -4% yoy, with sales volumes down -8%.



\*The total impairment losses in Q4 2020 were significantly affected by change of the impairment loss presentation in the financial statements of PGNiG Upstream Norway AS for 2020. In line with the new presentation method, in Q4 2020 PUN increased the amount of impairment losses (recognised in EBIT) and reduced the amount of deferred tax. The change in presentation did not affect the net profit earned by PUN. \*\* Eliminations: PLN +21m in 2019 vs PLN -39m in 2020

## Gas sales and imports structure

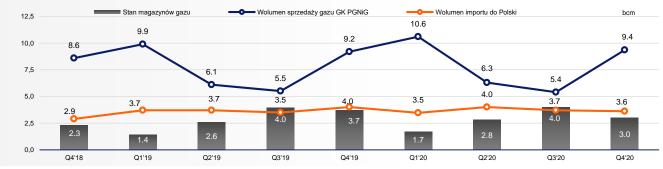
- > Lower share of gas imports from countries east of Poland and LNG imports. Higher share of imports from west and south of Poland.
- In Q4 2020, seven gas carriers unloaded at the Świnoujście Terminal, including: five deliveries under the Qatargas contract and two spot deliveries.
- Higher gas sales by the PGNiG Group, driven by higher sales by PGNiG OD and PGNiG S.A.

# Imports of natural gas to Poland

#### Gas sales outside the PGNiG Group by company

[mcm]	Q4 2019	Q4 2020	$\Delta\%$
PGNiG Group:	9,182	9,361	+2%
PGNiG SA	5,389	5,570	+3%
PGNiG OD	2,306	2,539	+10%
PST	1,487	1,252	-16%

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





#### Comments:

LNG inventories at terminals: approximately 48 mcm after regasification (as at December 31st 2020).

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

# Operating expenses in Q4 2020 vs Q4 2019

[PLNm]	Q4 2019*	Q4 2020	Δ%
Cost of gas sold	-7.810	-5,798	-26%
Fuels for heat and power generation	-310	-294	-5%
Other raw materials and consumables used	-625	-663	+6%
Employee benefits expense	-924	-1,050	+14%
Transmission services	-265	-266	
Other services	-509	-564	+11%
LNG regasification services	-96	-97	-
Taxes and charges	-134	-145	+8%
Other income and expenses**	-231*	-146	-36%
Change in inventory write-downs	-332	-2	-99%
Change in provisions	39	-78	-4x
Recognition and reversal of impairment losses on property, plant and equipment and intangible assets	-371	-850	+129%
Cost of dry wells and seismic surveys written-off	-144	-70	-52%
Impairment losses on non-current assets	-226	-780	-245%
Work performed by the entity and capitalised	330*	332	+1%
Depreciation and amortisation expense	-921	-983	+7%
Total operating expenses	-11,770	-10,427	-11%
Operating expenses net of cost of gas sold	-3,960	-4,629	+17%

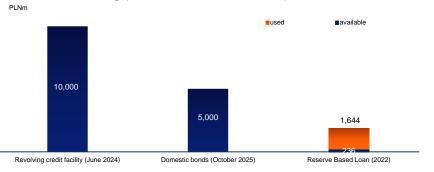
\*Data restated for comparability following analysis of regulations concerning recognition of underground infrastructure lease contracts/decisions and taking into account the interpretation issued by the IFRS Interpretations Committee in preparing the financial statements as at December 31st 2019. \*\* 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 and lower prices of natural gas on commodity exchanges were the main reasons behind a -26% yoy drop in costs of gas sold.
- Increase in the cost of electricity purchased for trading (by +9% yoy, to PLN 505m), with lower average selling prices of electricity in Q4 2020 (+5% yoy for TERMIKA S.A.)
- > Employee benefits expense in the Group up +14% yoy.
- Lower costs of dry wells (PLN -60m in Q4 2020 vs PLN -139m in Q4 2019). Three dry wells written off in Q4 2020 vs five wells written off in Q4 2019.
- Recognition of an impairment loss on non-current assets of PLN -780m in Q4 2020, vs PLN -226m in Q4 2019.
- An increase in provisions for the energy efficiency buy-out price: PLN -72m in Q4 2020 vs PLN -51m in Q4 2019.
- Net exchange differences related to operating activities: PLN +33m in Q4 2020 vs PLN -18m in Q4 2019.
- Net gain/loss on derivative instruments recognised in net other income/expenses (not designated for hedge accounting): PLN +14m in Q4 2020 vs PLN -1m in Q4 2019.
- Higher depreciation and amortisation expense, mainly in the E&P segment (Norway): PLN -167m in Q4 2020 vs PLN -68m in Q4 2019.

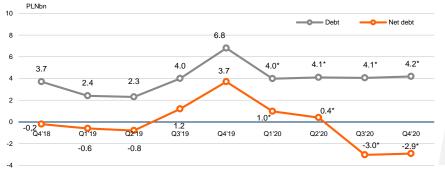


## Debt and sources of funding



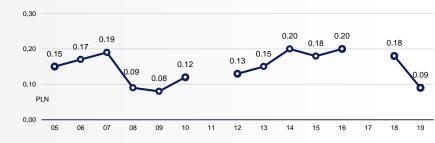
#### Sources of funding (as at December 31st 2020)





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.

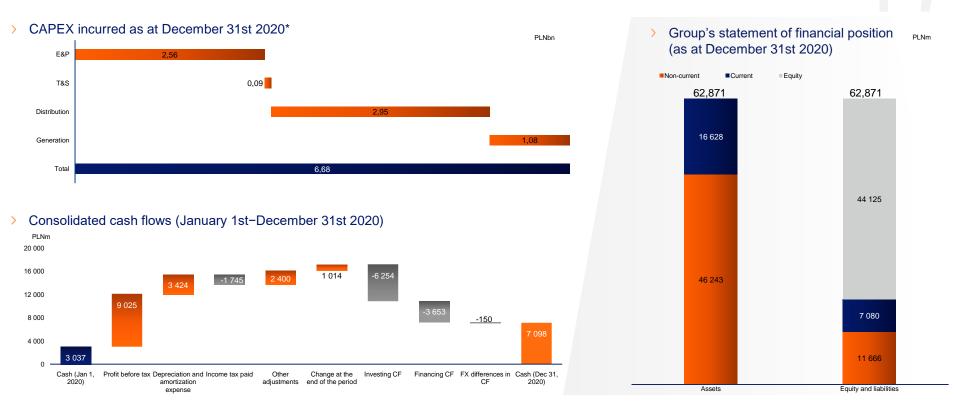
#### Dividend per share for the financial year



- 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 flov.





\* CAPEX including expenditure on acquisition of hydrocarbon deposits; CAPEX incurred in the Other Activities segment: PLN 0.09bn

## Production and sales volumes

NATURAL GAS PRODUCTION BY THE PGNIG GROUP [mcm]	Q4 2020	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 2020	FY 2019	FY 2018
HIGH-METHANE GAS (E)	488	441	442	444	452	451	439	477	473	436	461	464	1,328	1,367	1,361	1,816	1,819	1,834
including in Poland	328	330	336	343	348	337	327	326	336	323	314	323	1,009	990	960	1,337	1,337	1,296
including in Norway	159	112	106	101	104	114	112	151	137	113	147	141	319	377	401	478	481	538
NITROGEN-RICH GAS (Ls/Lw as E equiv.)	731	673	582	719	721	645	601	704	722	659	612	719	1,973	1,950	1,990	2,704	2,671	2,712
including in Poland	642	591	526	650	668	593	556	661	673	606	559	674	1,767	1,810	1,839	2,409	2,478	2,512
including in Pakistan	88	8 82	56	69	53	52	45	43	49	53	53	45	207	140	151	295	193	200
TOTAL (measured as E equivalent)	1,218	1,114	1,024	1,163	1,173	1,096	1,040	1,181	1,195	1,095	1,073	1,183	3,302	3,317	3,351	4,520	4,489	4,546
NATURAL GAS SALES BY THE PGNIG GROUP [mcm]						1							I					· · ·
HIGH-METHANE GAS (E)	8,866	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	29,962	29,057	27,466
including PST sales outside PGNiG Group	1,252	902	931	1,362	1,487	1,305	1,099	1,352	1,360	855	716	998	3,195	3,755	2,568	4,447	5,242	3,929
NITROGEN-RICH GAS (Ls/Lw as E equiv.)	495	357	342	482	447	350	336	465	442	337	308	491	1,181	1,151	1,136	1,676	1,597	1,578
TOTAL (measured as E equivalent)	9,361	5,379	6,297	10,601	9,182	5,525	6,051	9,896	8,583	5,114	5,442	9,905	22,277	21,473	20,461	31,637	30,654	29,044
including sales directly from the fields	273	219	192	250	235	210	170	229	228	211	179	237	656	609	627	929	844	855
NATURAL GAS IMPORTS BY PGNIG S.A. [mcm]																		
Total	3,618	- /	4,012	3,462	-,		,	3,667	2,949	3,324	3,419	3,837	11,172	,			14,851	13,530
including: sources east of Poland	2,370	,	,	,	,		,	1,791	1,097	2,357	2,602	2,982	,	,			8,946	9,038
including: LNG	808	755	1,213	982	948	706	1,044	727	759	635	815	505	2,949	2,477	1,955	3,757	3,425	2,713
CRUDE OIL, PGNiG GROUP (thousand tonnes)						1												
Production of crude oil and condensate	362	306	331	325	328	275	290	324	353	320	324	348	963	888	992	1,324	1,216	1,345
including in Poland	184	159	167	200	208	184	177	208	219	202	189	208	526	568			776	818
including in Norway	178	8 147	164	125	120	91	113	116	134	118	135	140	437	320	393	615	440	527
													1					
Sales of crude oil and condensate from own production	361	324	369	277		295	266	288		309	294	429	971	850	1		1,210	1,410
including in Poland	182	161				182	177	210	225	194	188	210	531	570			771	817
including in Norway	179	163	210	67	160	113	89	78	153	115	106	219	440	280	440	619	439	593
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GENERATION																		
Production of heat, net (sales) (TJ)	13,020	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	38,940	39,263	40,659
Production of electricity, net, secondary generation (for sale) (GWh)	1,165	454	637	1,382	1,266	425	744	1,513	1,315	523	598	1,539	2,473	2,682	2,661	3,638	3,948	3,974

