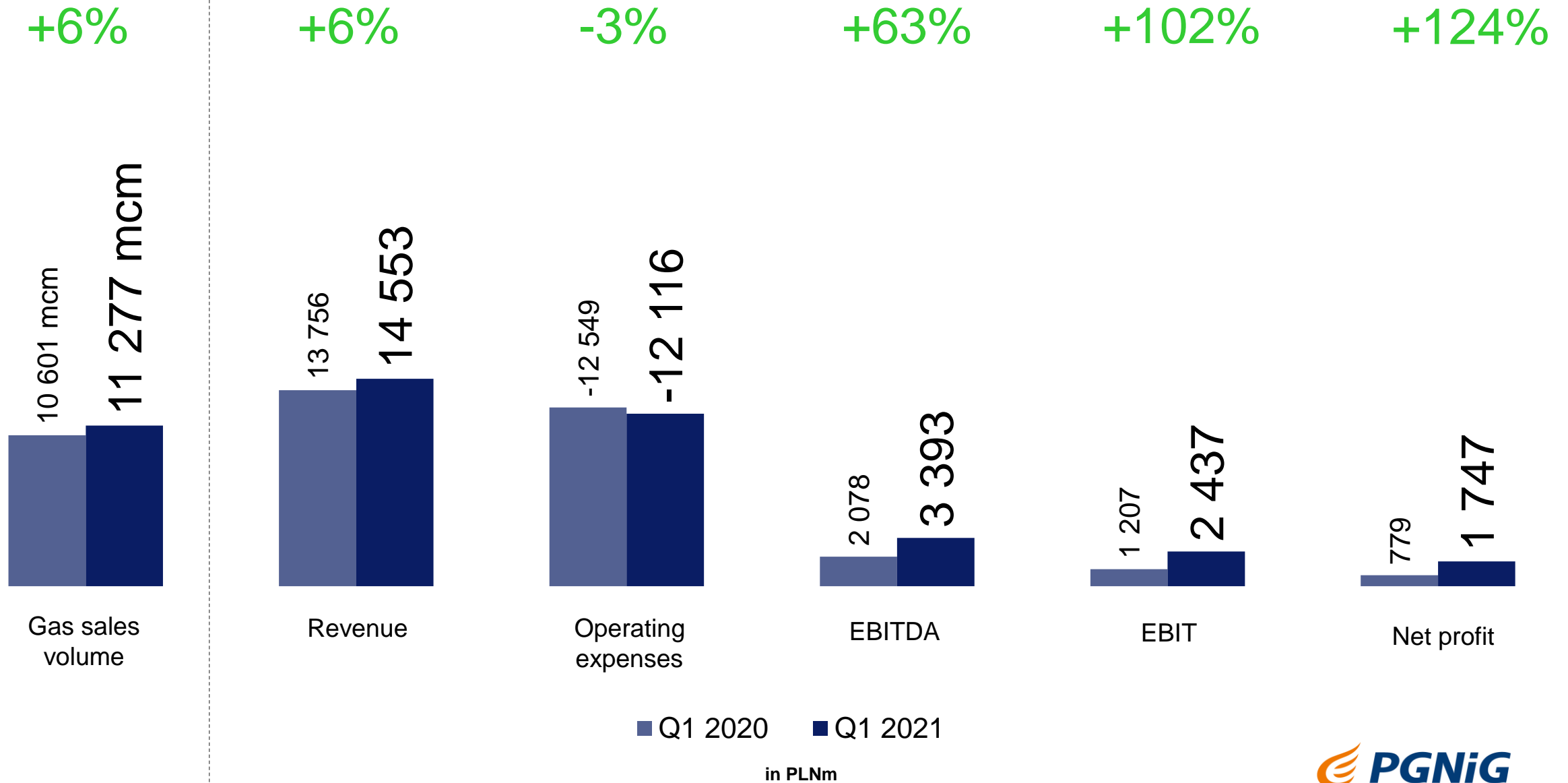


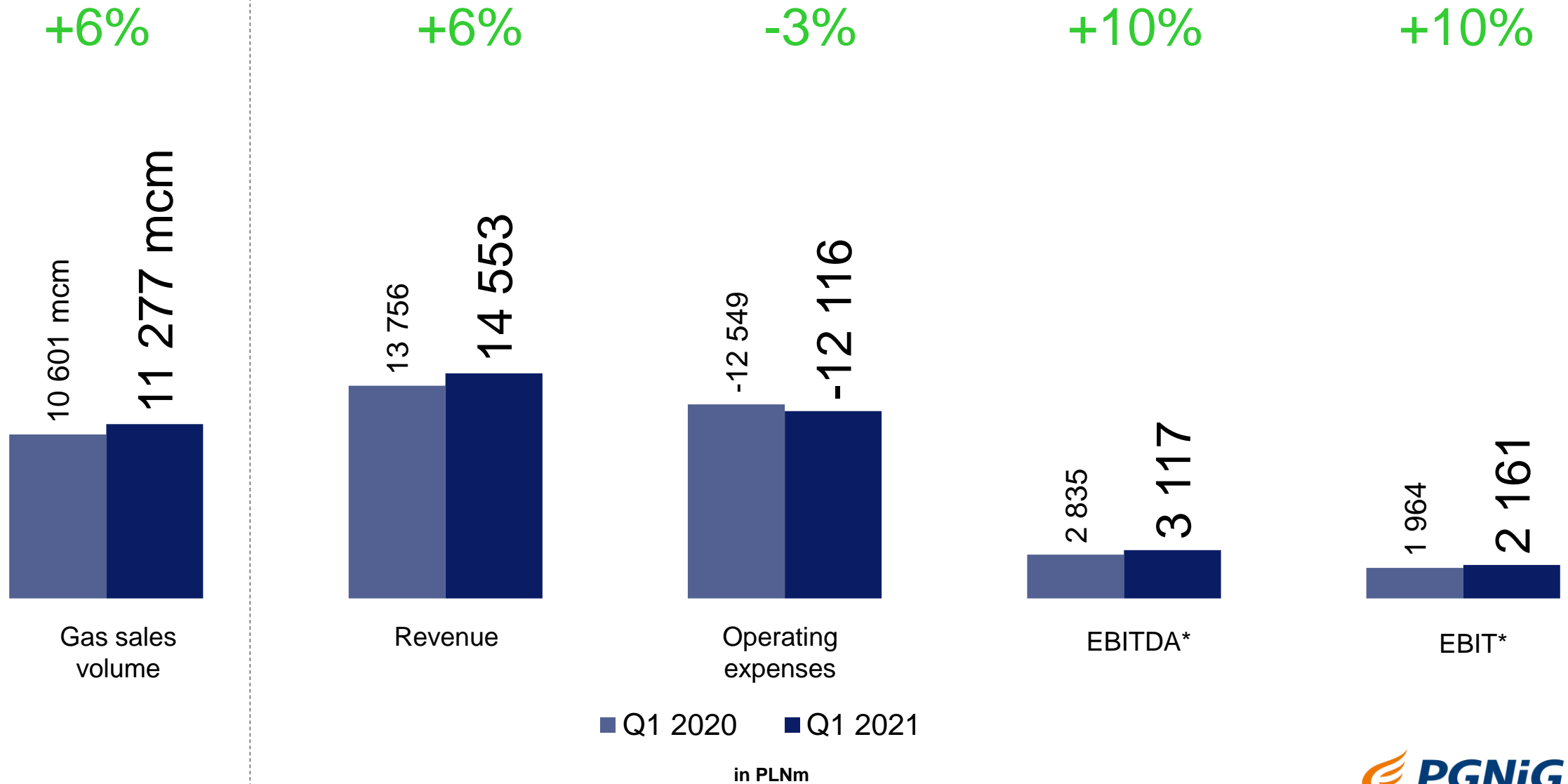
**PGNiG Capital Group  
Financial Results  
Q1 2021**



# Financial results of the PGNiG Group for Q1 2021



# Financial results of the PGNiG Group for Q1 2021 (without impairment gain/losses on property, plant and equipment)



\*impact of the reversal of impairment losses on non-current assets in the amount of PLN +276m in Q1 2021 and recognition in the amount of PLN -757m in Q1 2020.

Exploration and Production

Trade and Storage

Distribution

Generation

# Segments' contribution to EBITDA

**Generation**  
Q1 2020: 20%  
**Q1 2021: 14%**

**Exploration and Production**  
Q1 2020: 3%  
**Q1 2021: 40%**

**Distribution**  
Q1 2020: 37%  
**Q1 2021: 30%**

**EBITDA**  
Q1 2020:  
PLN 2 078m  
**Q1 2021:  
PLN 3 393m**

**Trade and Storage**  
Q1 2020: 44%  
**Q1 2021: 15%**

Contribution of other „segments and eliminations” to EBITDA in Q1 2021: +1%, in Q1 2020: -4%

# Exploration and Production

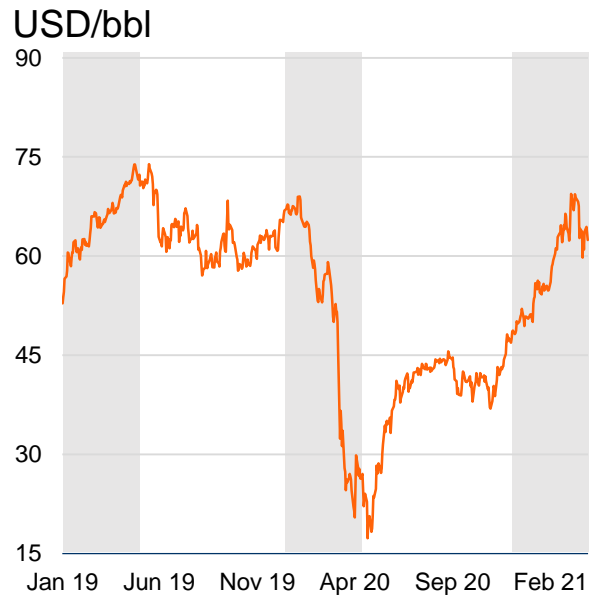
Average price of Brent crude yoy **+15%** ▲  
 199 / 229 PLN/bbl

Arithmetic average POLPX DAMg price yoy **+79%** ▲  
 52 / 93 PLN/MWh

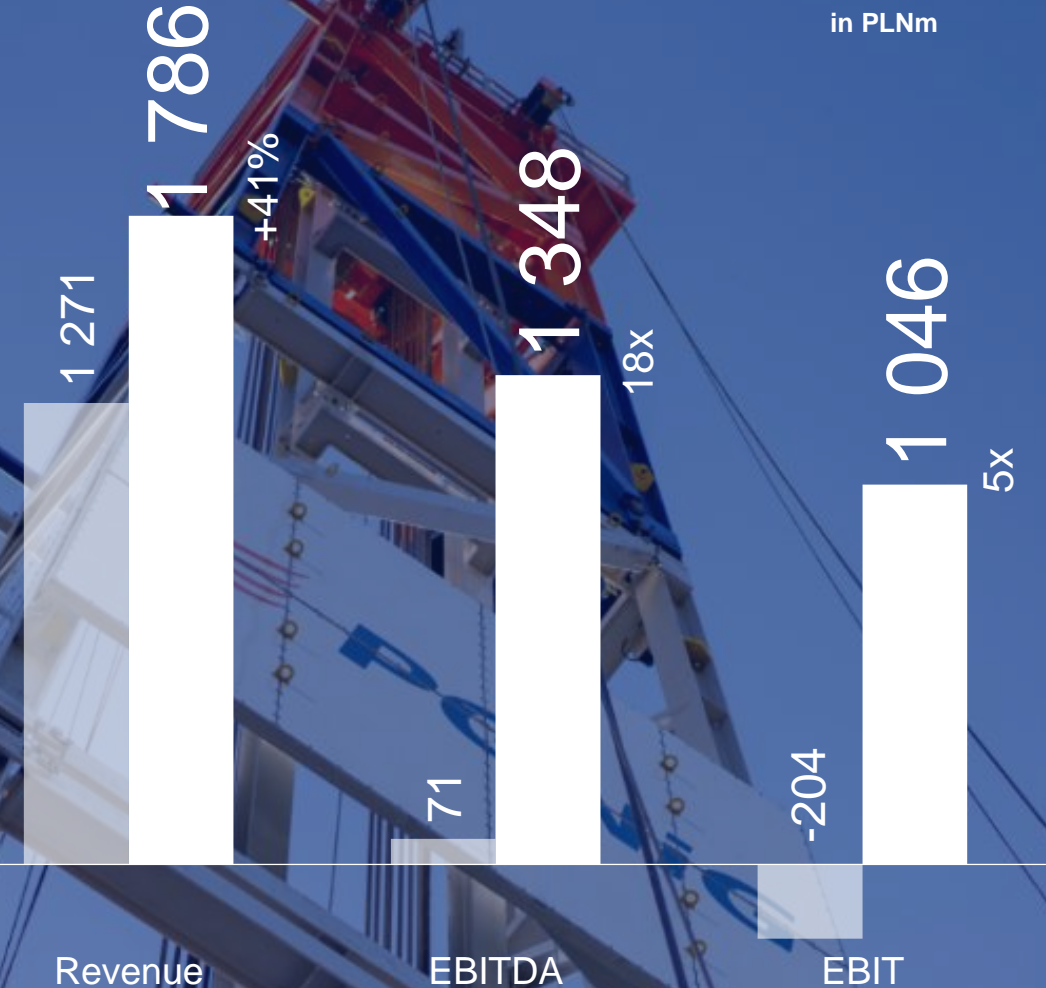
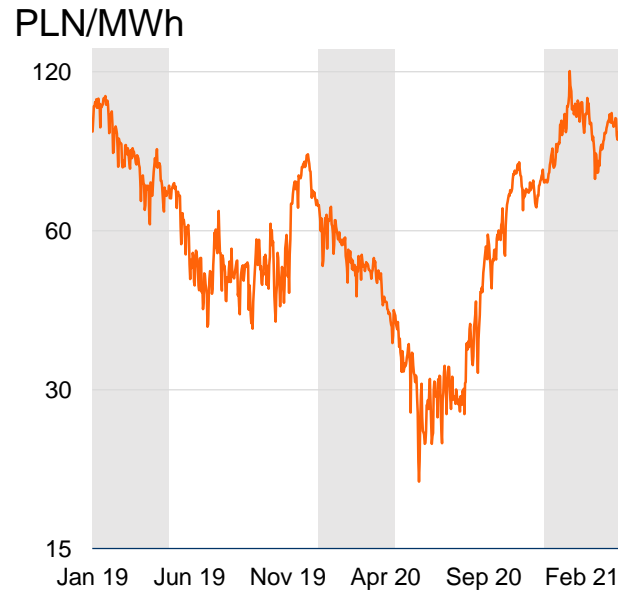
Crude oil production yoy **+1%** ▲  
 325 / 328 thousand tonnes

Natural gas production yoy **+7%** ▲  
 1.16 / 1.24 bcm

### Brent crude oil price



### Price on the POLPX Day-Ahead Market



■ Q1 2020

■ Q1 2021

# Trade and Storage

Average POLPX (spot and futures) price yoy  
84.3 / 81.4 PLN/MWh

-3% ▼

Total import volumes yoy  
3.46 / 4.10 bcm

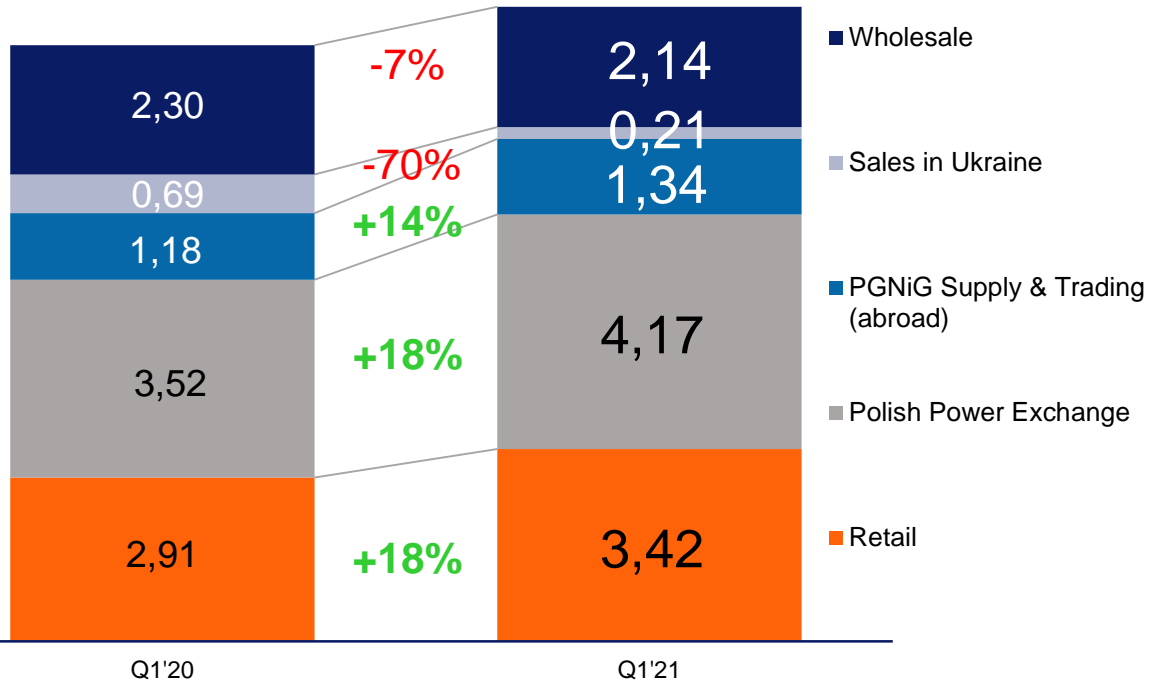
+18% ▲

Total gas sales yoy  
10.60 / 11.28 bcm

+6% ▲

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

bcm



in PLNm

■ Q1 2020

■ Q1 2021



# Distribution

Gas distribution yoy  
3.96 / 4.55 bcm

**+15%** ▲

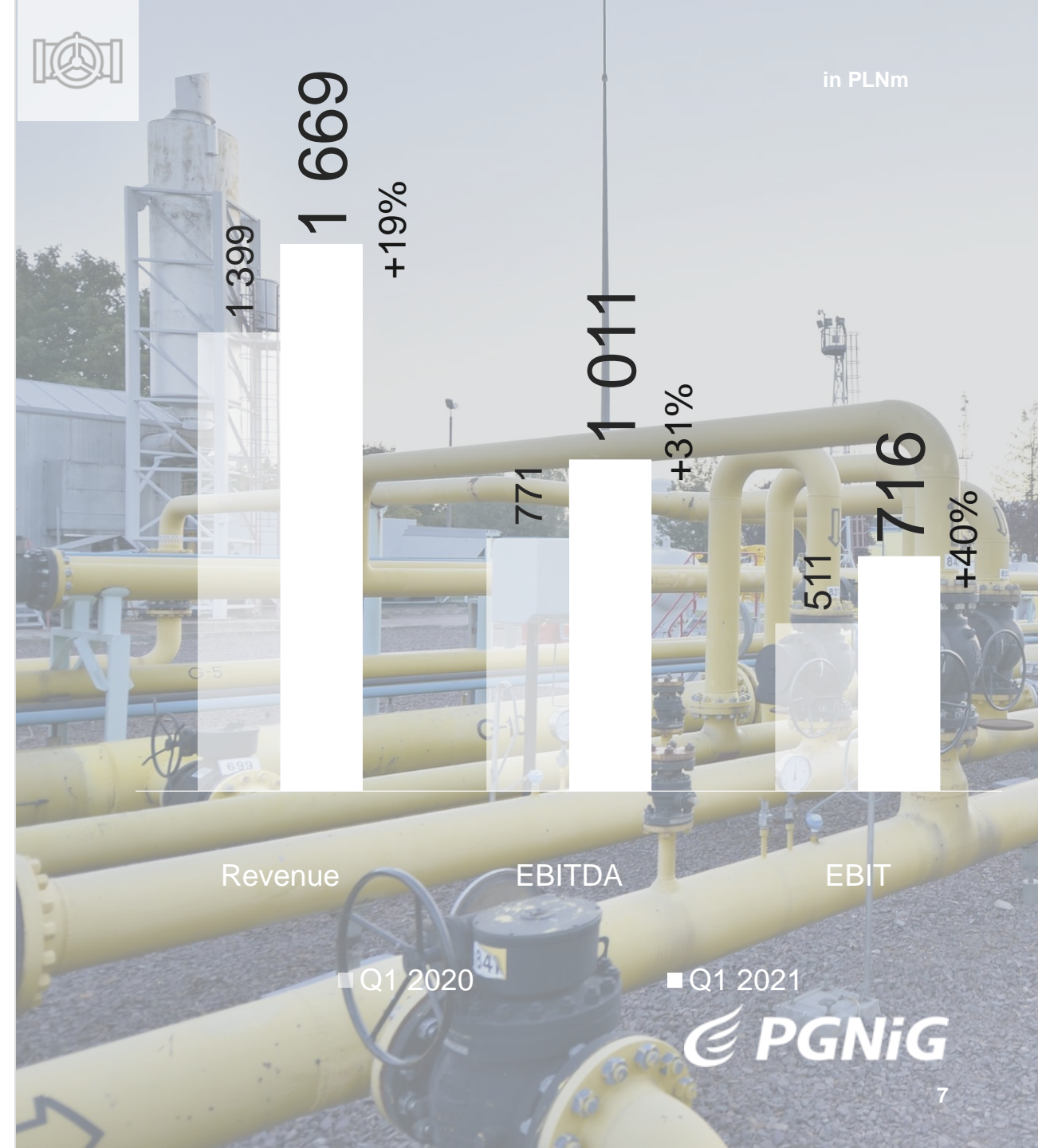
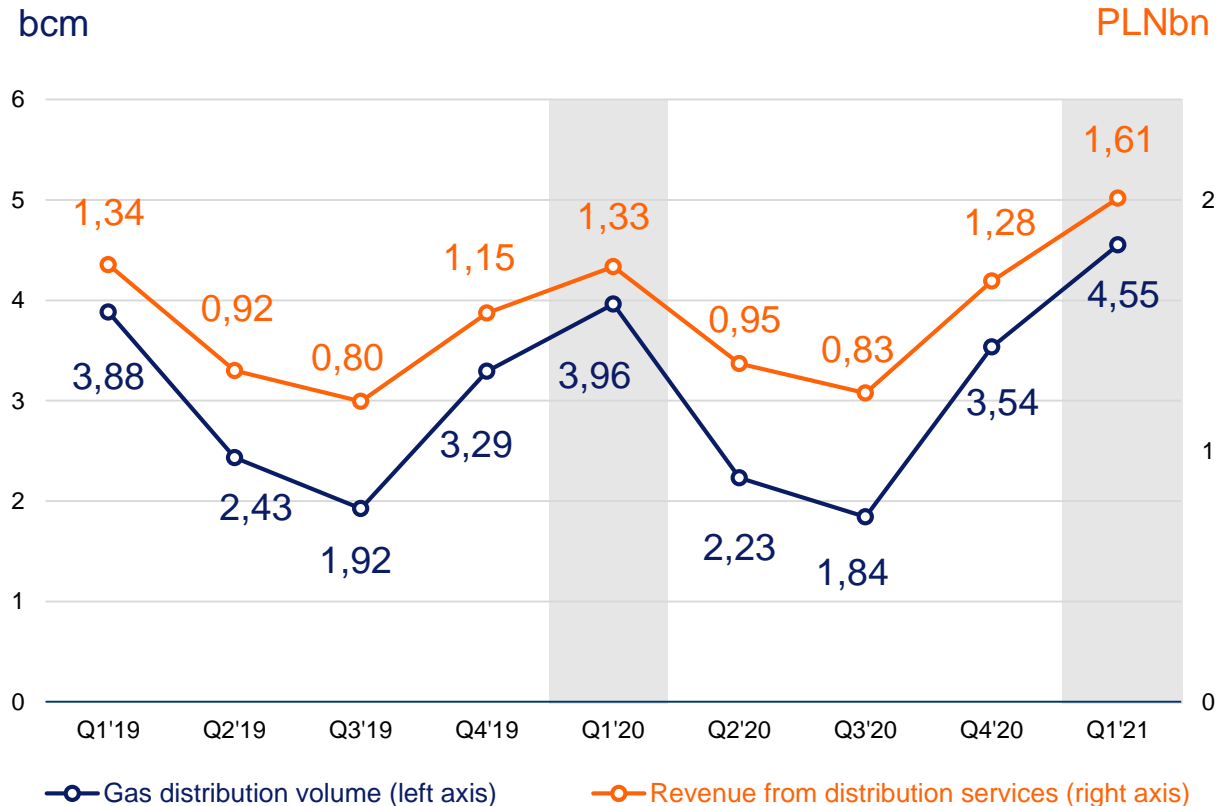
Revenue from distribution services yoy  
1.33 / PLN 1.61bn

**+21%** ▲

Temperature yoy  
3.2°C / 0.4°C

**-2,8°C** ▼

## Revenue from distribution services and gas distribution volume



in PLNm

# Generation

Revenue from sales of heat yoy

530 / PLN 650m

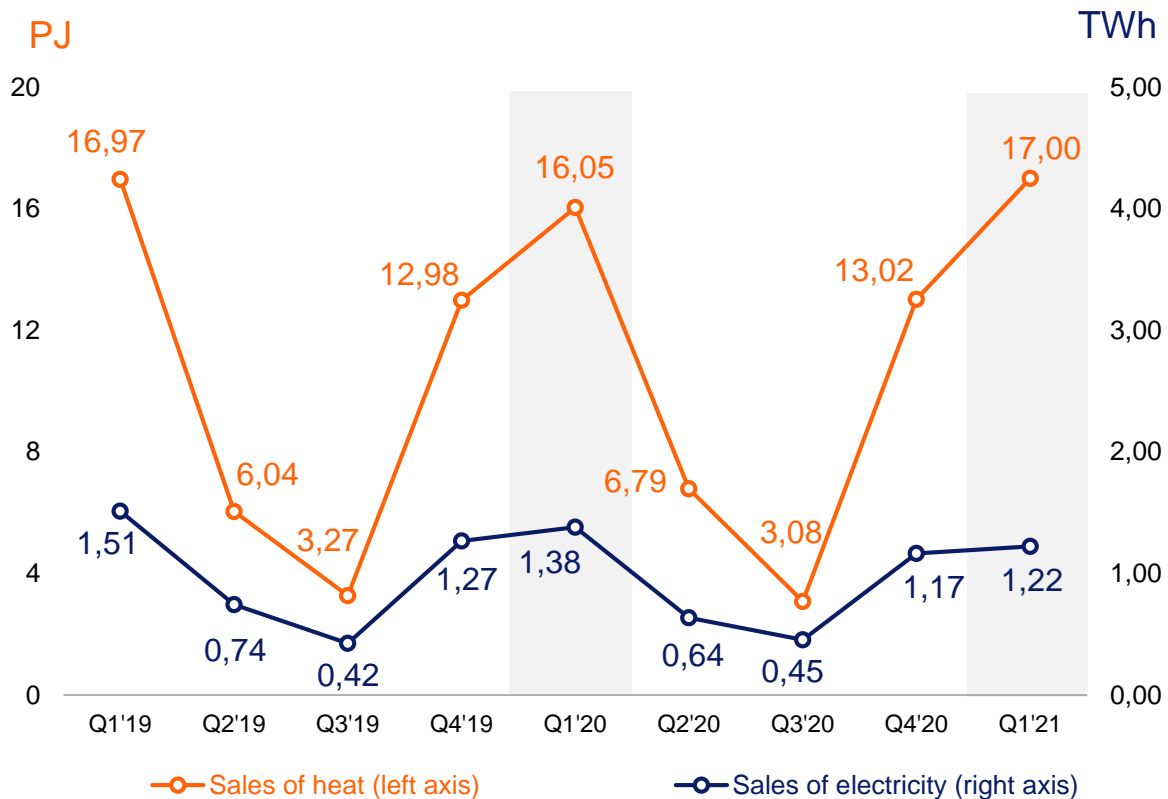
**+23%** ▲

Revenue from sales of electricity (from own generation) yoy

352 / PLN 302m

**-14%** ▼

Sales volumes of heat and electricity (own generation)



in PLNm





## **Key events and activities**

### **Q1 2021**



# Exploration and Production - Norway

## Conditional agreement to acquire INEOS E&P Norge\*

- Estimated average natural gas production on the NCS expected to rise by approx. **1.5 bcm** in 2021-2026
- Total annual natural gas output on the NCS can reach approx. **4 bcm** in 2027
- Increase of PGNiG's documented hydrocarbon resources in Norway by approx. **55 %**
- Acquiring shares in **22 licenses**, including in **6 operated licenses**
- Attractive exploraton portfolio



\*pending approval by Norwegian petroleum authorities

# Sales of LNG from Świnoujście terminal

## Comparison

Q1 2020

Q1 2021

TANK TRUCKS

620

1477

LNG TONS

15 885


26 201

MWh

243 649

400 218

tonnage **+65%**

 In the period of January-May 2021\* sales volume close to entire 2019

\*as of May 18, 2021



## Retail sales



**+19,7%**

increase of natural gas sales volume  
in **B2C** segment

**+13,9%**

increase of natural gas sales volume  
in **B2B** segment

## CNG and LNG segments



**+29%**

increase of **CNG** sales

**+97%**

increase of **LNG** sales

# Development of distribution network

## Comparison

|                            | Q1 2020    | Q1 2021  |           |
|----------------------------|------------|----------|-----------|
| New gas grid connections   | 27 127     | 31 467   | +16%      |
| New network sections built | 1 087.5 km | 1 539 km | +451,5 km |
| New service-line contracts | 31 714     | 35 264   | +11%      |
| Service-line pre-contracts | 62 481     | 75 706   | +21%      |



## PGNiG | VENTURES

### Enelion

producer of complex e-mobility solutions  
- level of 1st stage investment **PLN 2.53 m**







### ICsec

producer of industrial cyber security solutions  
- level of 1st stage investment **PLN 4 m**



#### Innovative pilot projects in cooperation with start-ups:

-  energy efficiency
-  predictive maintenance
-  IT solutions supporting sales
-  industrial cybersecurity

# Hydrogen Program

- 🕒 InGrid – Power-to-Gas
- 🕒 H2020
- 🕒 New Fuel Lab



## Applying to IPCEI\*:

- 🕒 Storing of hydrogen in caverns
- 🕒 Production of green hydrogen using electric energy originating from CHP biomass unit

- 2 projects of PGNiG Group within the total of 9 from 36 accepted by the Ministry of Economic Development, Labour and Technology to submit application to the European Commission.





