ORLEN Group consolidated financial results 3Q22

29 November 2022

#ORLEN3Q22@PKN_ORLEN

Agenda

- Summary 3Q22
- Market environment
- Financial and operating results
- Financial situation
- Outlook

Decrease of operational profit EBITDA LIFO by (-) 20% (q/q)

ORLEN

Negative impact of macro environment and economic slowdown ...

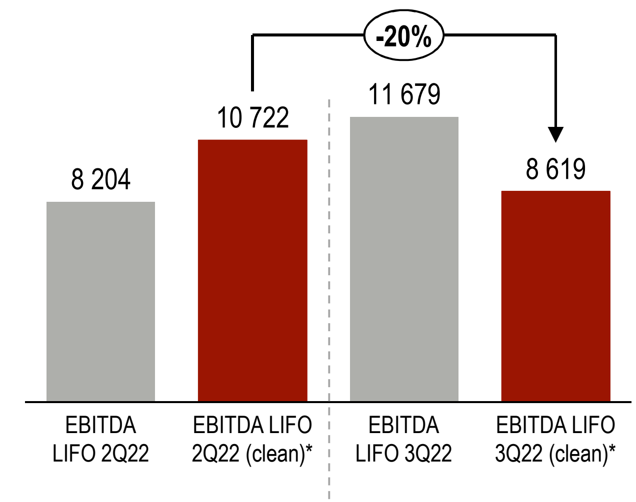
- Model refining margin: decrease by (-) 38% (q/q)
- Differential: decrease by (-) 39% (q/q)
- Model petrochemical margin: decrease by (-) 18% (q/q)
- Natural gas: increase by 102% (q/q)
- GDP: lower dynamics in all markets

...limited by increase in operational efficiency...

- Increase of utilization in refineries by 15pp (q/q) to the level of 98%
- Higher sales by 31% (q/q)

... and positive impact of Lotos Group consolidation

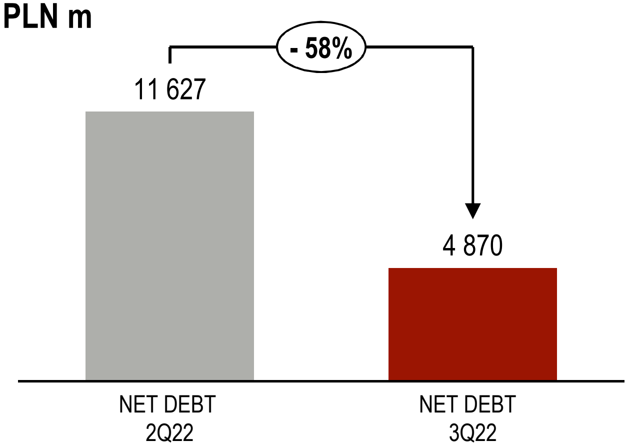
- PLN 2,3 bn



Safe financial situation allowing for further growth

- PLN 9,0 bn cash flow from operations – comparable level (q/q)
- PLN 4,5 bn CAPEX
- Net debt decrease by PLN 6,8 bn (q/q)
- Net debt/EBITDA: 0,09
- Investment grade: A3 stable outlook (Moody's), BBB+ stable outlook (Fitch).

  Rating upgrade by Moody's and Fitch to the highest level in the Concern's history due to effective realization of merger processes and strong financials of ORLEN Group.



3Q22 results does not include profit on bargain purchase of Lotos shares in the amount of PLN 5923 m recognized in Corporate Functions segment.
* Clean results exclude one-offs:
2Q22 PLN (-) 2,5 bn, of which: PLN (-) 2,6 bn hedging, PLN 0,1 bn valuation of CO_2 contracts
3Q22 PLN 3,1 bn, of which: PLN 0,9 bn hedging, PLN (-) 0,1 bn valuation of CO_2 contracts, PLN 2,3 bn result of acquired Lotos Group

Key facts

- Finalization of merger with LOTOS Group.
- Consent from EGM of both Companies for merger with PGNiG Group.
- Acquisition of petrochemical assets from Basell Orlen Polyolefins with 100 kt yearly capacity of polyethylene LDPE.
- Analysis of building additional capacity in polyethylene LDPE in Płock.
- Talks with Saudi Aramco and SABIC on possible cooperation in petrochemicals.
- Letter of intent with Klaipėdos Nafta AB regarding investments in the offshore windfarms in Lithuania.
- Baltic Power signed reservation agreements for transport and installation of offshore wind turbines, offshore substations and launched investments in Świnoujście (installation terminal) and Szczecin (Vestas turbine factory) within offshore windfarm project in the Baltic Sea with capacity of 1,2 GWe.
- ORLEN Synthos Green Energy submitted an application for a technology assessment of small nuclear reactors (SMRs) to the National Atomic Energy Agency.
- Low-emission aviation fuel SAF for PLL LOT from 2025 due to construction of Hydrotreated Vegetable Oil (HVO) installation in Płock.
- Establishing cooperation with Shopee and Vinted as part of ORLEN Paczka.
- Establishing cooperation with PESA for the hydrogen railway.
- ORLEN Unipetrol bought REMAQ company, a leader in recycling in Central Europe, thanks to which it will be possible to manage plastic waste.
- ORLEN Unipetrol launched installation in Litvinov to produce dicyclopentadiene, thanks to which it is among the four largest DCPD producers in Europe.
- PKN ORLEN with a special prize „The Best Annual Report 2021”.
- ORLEN once again appreciated in „Ranking Odpowiedzialnych Firm 2022”.
- PKN ORLEN the main sponsor of the Polish national football team.

Agenda

Summary 3Q22

Market environment

Financial and operating results

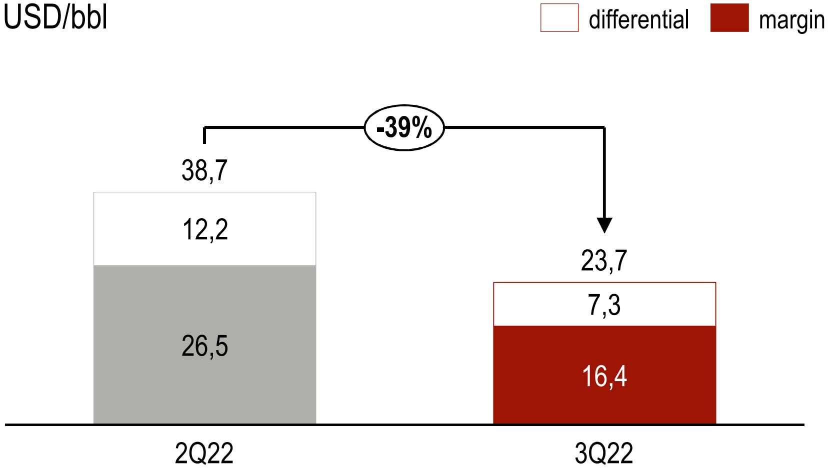
Financial situation

Outlook

Macro 3Q22

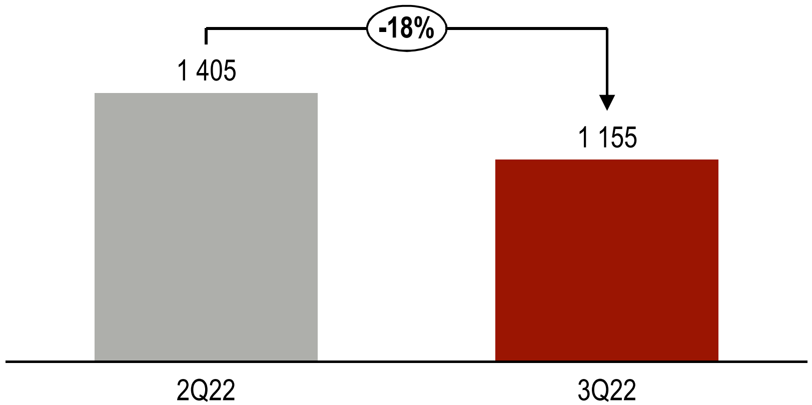
Model refining margin and differential

USD/bbl



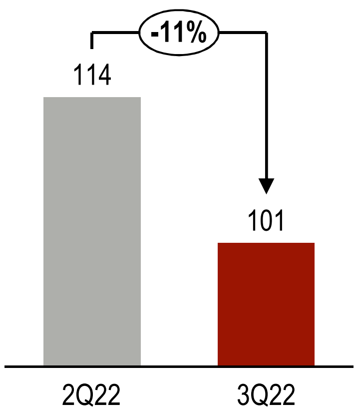
Model petrochemical margin

EUR/t



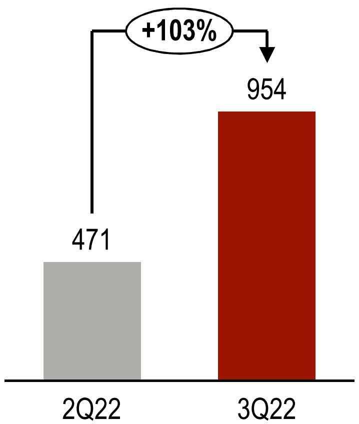
Brent crude oil price

USD/bbl



Natural gas price

PLN/MWh



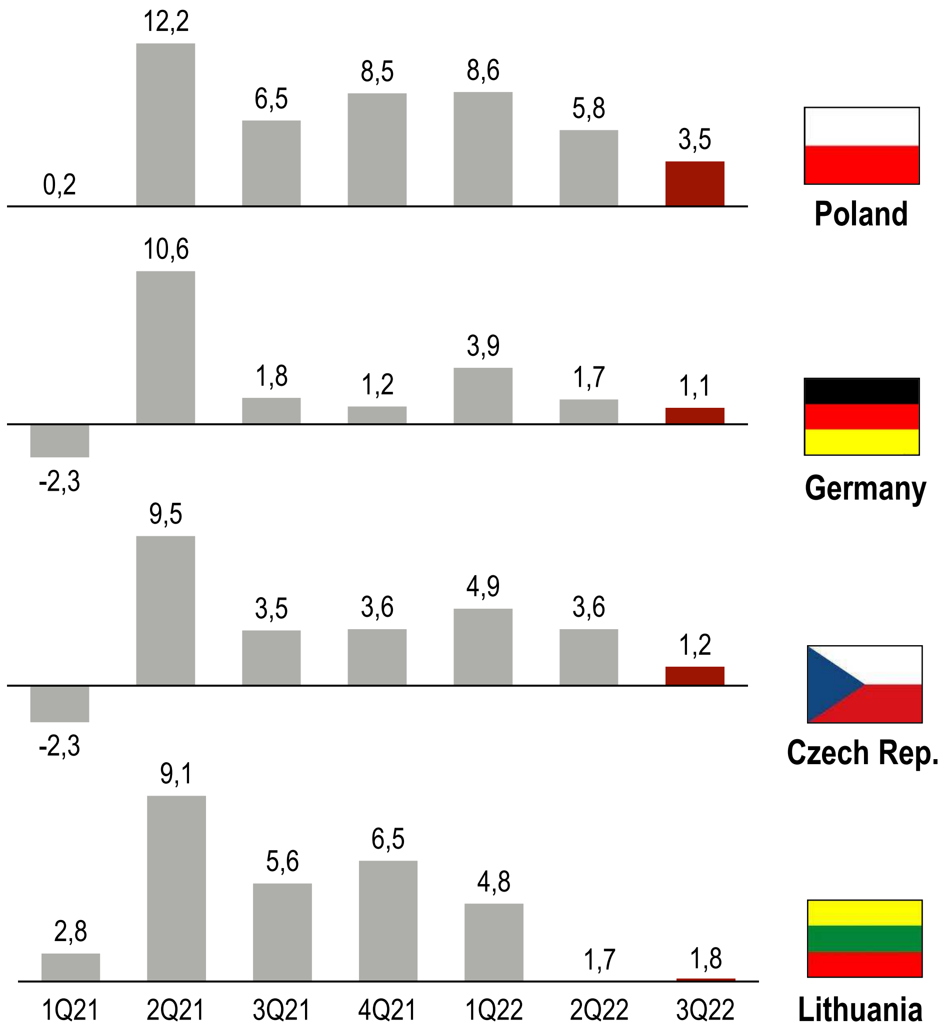
Crack margins from quotations

USD/t, EUR/t

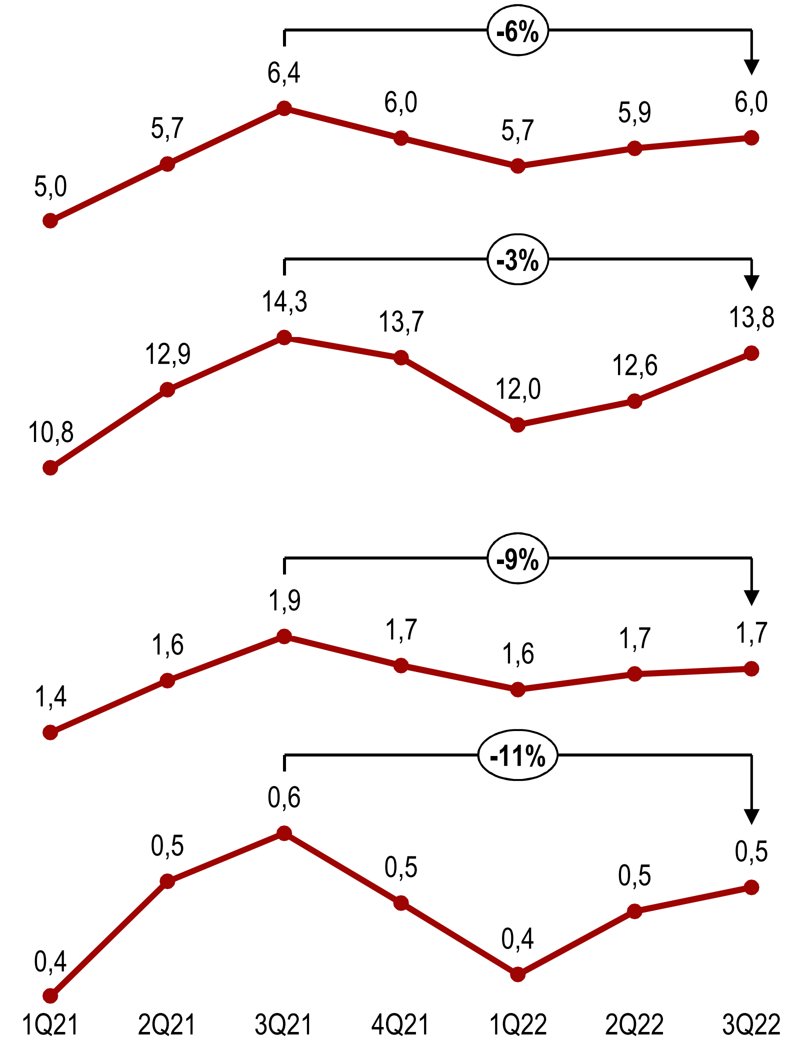
Refining products (USD/t)	3Q21	2Q22	3Q22	(q/q)
Diesel	48	338	328	-3%
Gasoline	175	432	287	-34%
HSFO	-162	-279	-325	-16%
Petchem products (EUR/t)				
Polyethylene	605	551	471	-15%
Polypropylene	797	638	460	-28%
Ethylene	678	810	639	-21%
Propylene	677	820	598	-27%
PX	339	393	586	49%

Fuel consumption decrease as a result of economic slowdown

GDP[1]
Change % (y/y)



Fuel consumption[2]
mt



[1] 3Q22 – estimates: Poland (NBP) / Czech Rep., Germany, Lithuania (European Commission)
[2] 3Q22 – own estimates based on available data from ARE, Lithuanian Statistical Office, Czech Statistical Office and German Association of Petroleum Industry

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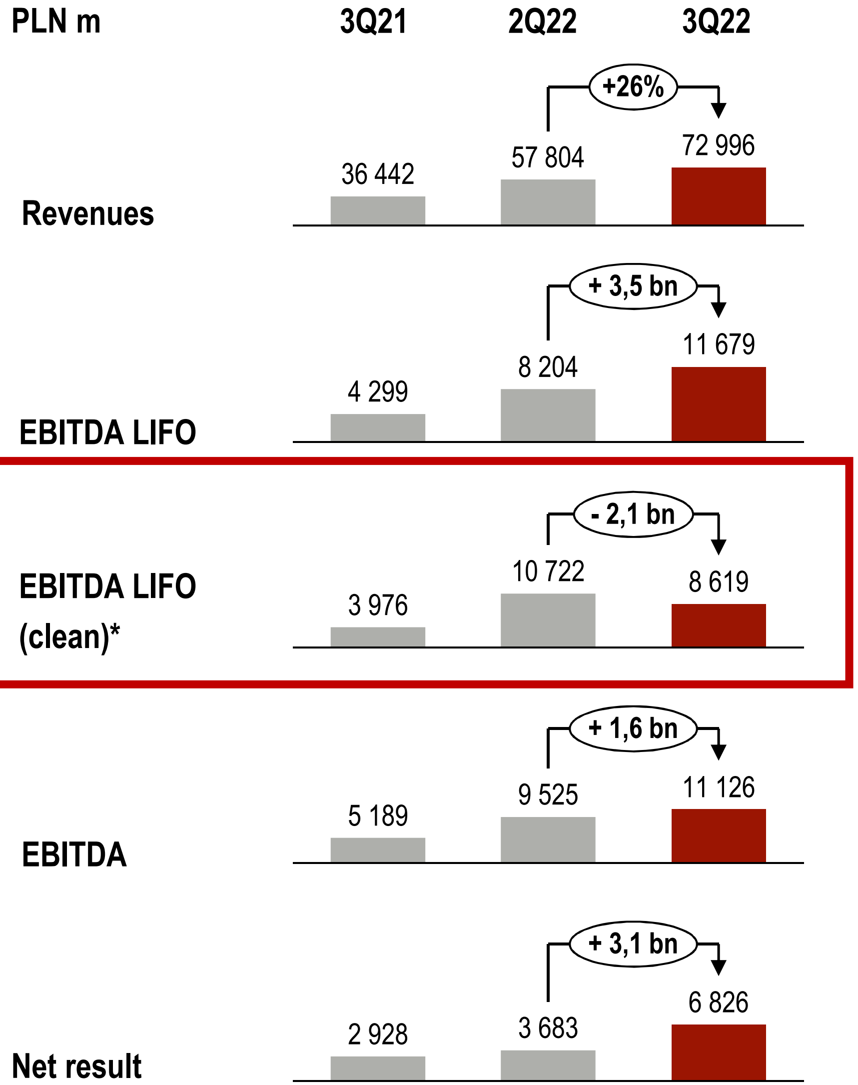
Financial results



Revenues: increase by 26% (q/q) due to higher sales volumes resulting from consolidation of acquired Lotos Group and seasonality at lower quotations of refining and petrochemical products as well as and crude oil prices.

EBITDA LIFO: increase by PLN 3,5 bn (q/q) mainly due to one-offs, including: PLN 2,3 bn result of acquired Lotos Group, positive impact of hedging in the amount of PLN 3,5 bn (q/q) at negative impact of valuation of CO2 contracts in the amount of PLN (-) 0,2 bn (q/q).
Moreover, we recorded positive impact of higher sales volumes resulting from seasonality, higher wholesale and retail as well as weakening of PLN vs USD (q/q).
Abovementioned positive effects were limited by negative impact (q/q) of lower refining margins, lower differential, lower petrochemical margins, usage of historical inventory layers and higher labor costs.
Excluding one-offs operational profit EBITDA LIFO would be lower by PLN (-) 2,1 bn i.e. (-) 20% comparing to the previous quarter.

LIFO effect: PLN (-) 0,6 bn impact of changes in crude oil prices on inventory valuation.

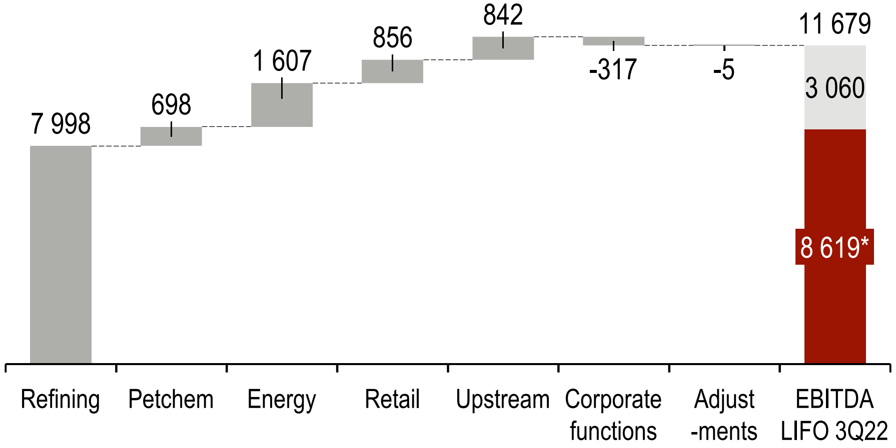
Financial result: PLN (-) 0,8 bn as a result of the surplus of negative FX differences and interest costs at positive net impact of settlement and valuation of derivative financial instruments and dividends received.

Net result: increase by PLN 3,1 bn (q/q) mainly due to EBITDA LIFO increase (q/q) resulting from one-offs described above.

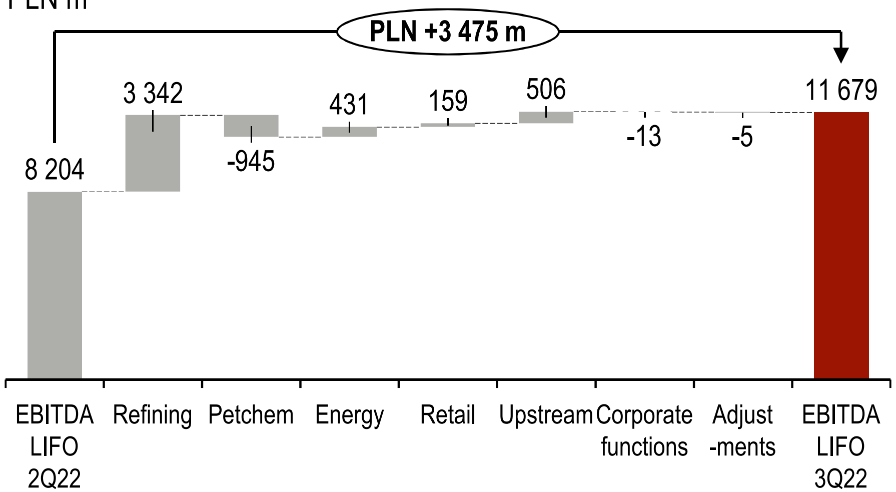
3Q22 results does not include profit on bargain purchase of Lotos shares in the amount of PLN 5923 m recognized in Corporate Functions segment.
Operational results before impairments of assets: 3Q21 PLN (-) 3 m / 2Q22 PLN (-) 2860 m / 3Q22 PLN (-) 53 m / 9M21 PLN (-) 92 m / 9M22 PLN (-) 2940 m
* Clean results exclude one-offs: 3Q21 PLN 0,3 bn, of which: PLN (-) 0,2 bn hedging, PLN 0,5 bn valuation of CO2 contracts
2Q22 PLN (-) 2,5 bn, of which: PLN (-) 2,6 bn hedging, PLN 0,1 bn valuation of CO2 contracts
3Q22 PLN 3,1 bn, of which: PLN 0,9 bn hedging, PLN (-) 0,1 bn valuation of CO2 contracts, PLN 2,3 bn result of acquired Lotos Group

EBITDA LIFO

Segments' results
PLN m



Change in segments' results (q/q)
PLN m



Refining: increase by PLN 3,3 bn (q/q) mainly due to consolidation of acquired Lotos Group results in the amount of PLN 1,7 bn and positive impact of hedging in the amount of PLN 3,5 bn (q/q).

Moreover, we recorded positive impact (q/q) of higher sales volumes resulting from seasonality, higher wholesale margins as well as weakening of PLN vs USD.

Abovementioned positive effects were limited by negative impact (q/q) of lower refining margins, lower differential, usage of historical inventory layers and valuation of CO2 contracts.

Petchem: decrease by PLN (-) 0,9 bn (q/q) due to negative impact of lower sales volumes, lower petrochemical margins, weakening of EUR vs USD, usage of historical inventory layers and valuation of CO2 contracts.

Energy: increase by PLN 0,4 bn (q/q) as a result of positive impact of higher margins, hedging and valuation of CO2 contracts at negative impact of lower sales volumes and higher labor costs.

Retail: increase by PLN 0,2 bn (q/q) due to positive impact of higher sales volumes resulting from seasonality and promotional campaigns as well as higher fuel and non-fuel margins.

Upstream: increase by PLN 0,5 bn (q/q) due to consolidation of results of acquired Lotos Group in the amount of PLN 0,5 bn. Moreover, we recorded negative impact (q/q) of sales volumes and lower margins at positive impact of hedging.

Corporate functions: costs on comparable level (q/q).

3Q22 results does not include profit on bargain purchase of Lotos shares in the amount of PLN 5923 m recognized in Corporate Functions segment.
Operational results before impairments of assets: 3Q21 PLN (-) 3 m / 2Q22 PLN (-) 2860 m / 3Q22 PLN (-) 53 m / 9M21 PLN (-) 92 m / 9M22 PLN (-) 2940 m
* Clean results exclude one-offs PLN 3060 m, of which: PLN (-) 30 m NRV, PLN 941 m hedging, PLN (-) 131 m valuation of CO2 contracts, PLN 2280 m result of acquired Lotos Group

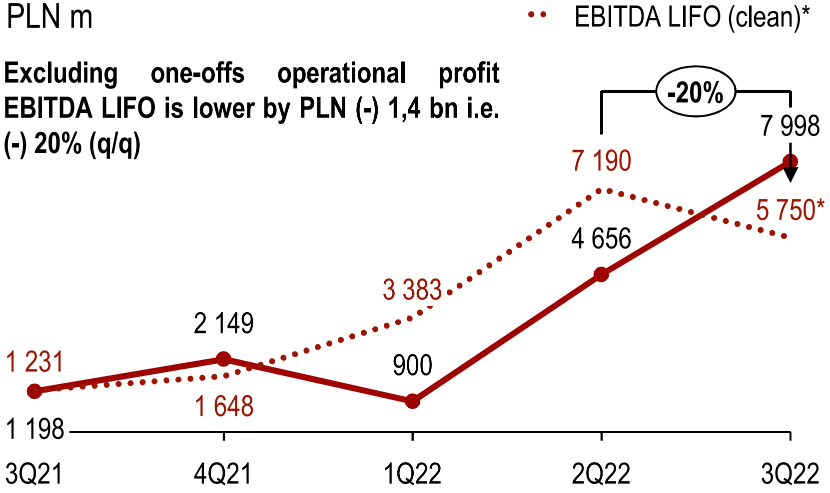
Refining – EBITDA LIFO

Positive impact of hedging, consolidation of acquired Lotos Group results and higher sales

EBITDA LIFO

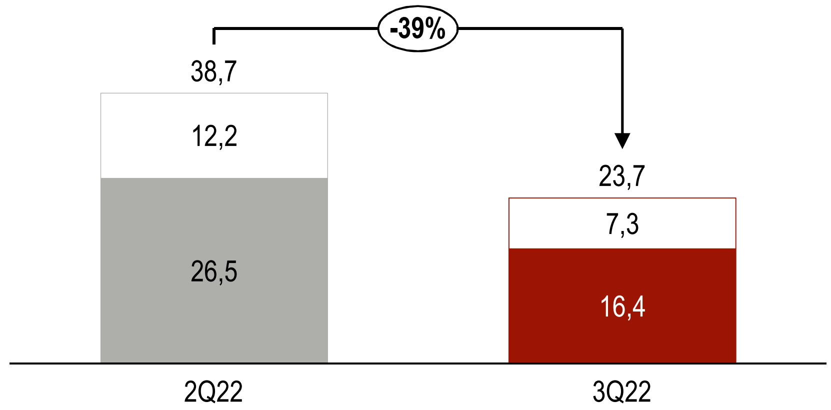
PLN m

Excluding one-offs operational profit EBITDA LIFO is lower by PLN (-) 1,4 bn i.e. (-) 20% (q/q)



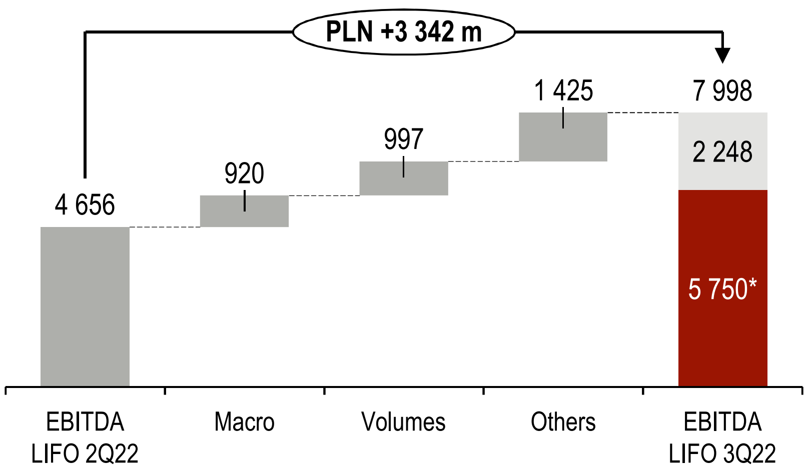
Model refining margin and differential

USD/bbl



EBITDA LIFO – impact of factors

PLN m



- Positive macro impact (q/q) due to positive impact of hedging, weakening of PLN vs USD and higher wholesale margins. Abovementioned effects were partially limited by negative impact of lower cracks on light and middle distillates and HSFO, lower differential and valuation of CO2 contracts.
- Higher sales volumes by 51% (q/q), of which:
  - higher sales volumes of gasoline by 57%, diesel by 54%, LPG by 59%, aviation fuel JET by 46% and HSFO by 9%.
  - higher sales volumes in Poland by 62%, in the Czech Rep. by 22% and in Lithuania by 47%.
- Others include mainly: consolidation of acquired Lotos Group results in the amount of PLN 1,7 bn, higher trade margins ca. PLN 0,4 bn (q/q), usage of historical inventory layers ca. PLN (-) 0,6 bn (q/q).

Operational results before impairments of assets: 3Q21 PLN (-) 3 m / 2Q22 PLN (-) 2811 m / 3Q22 PLN (-) 3 m / 9M21 PLN (-) 24 m / 9M22 PLN (-) 2839 m

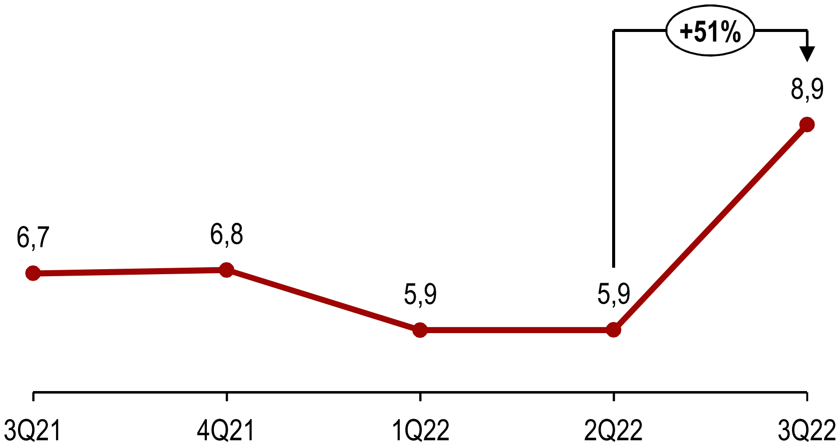
Macro: margins PLN (-) 1950 m, differential PLN (-) 1055 m, exchange rate PLN 537 m, hedging PLN 3386 m, valuation of CO2 contracts PLN (-) 196 m, CO2 provision PLN 198 m

* Clean results exclude one-offs PLN 2248 m, of which: PLN (-) 30 m NRV, PLN 729 m hedging, PLN (-) 175 m valuation of CO2 contracts, PLN 1724 m result of acquired Lotos Group

Refining – operational data

Higher throughput and sales mainly due to consolidation of acquired Lotos Group

Sales volumes
mt

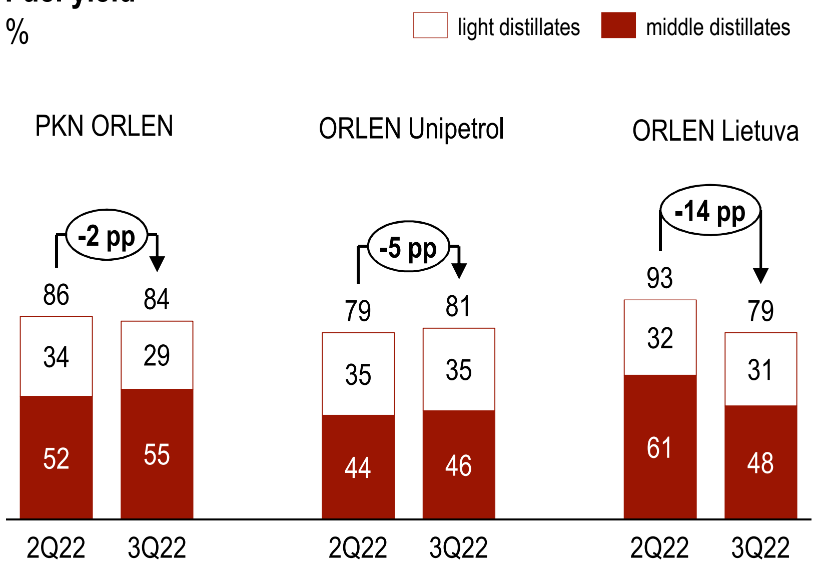


Crude oil throughput and utilization ratio
mt, %

Throughput (mt)	3Q21	2Q22	3Q22	(q/q)
PKN ORLEN	4,1	4,3	6,0	1,7
ORLEN Unipetrol	1,9	1,7	2,0	0,3
ORLEN Lietuva	2,2	1,2	2,4	1,2
ORLEN Group	8,3	7,2	10,5	3,3

Utilization (%)	3Q21	2Q22	3Q22	(q/q)
PKN ORLEN	101%	107%	102%	-5 pp
ORLEN Unipetrol	88%	77%	93%	16 pp
ORLEN Lietuva	85%	46%	91%	45 pp
ORLEN Group	94%	83%	98%	15 pp

Fuel yield
%

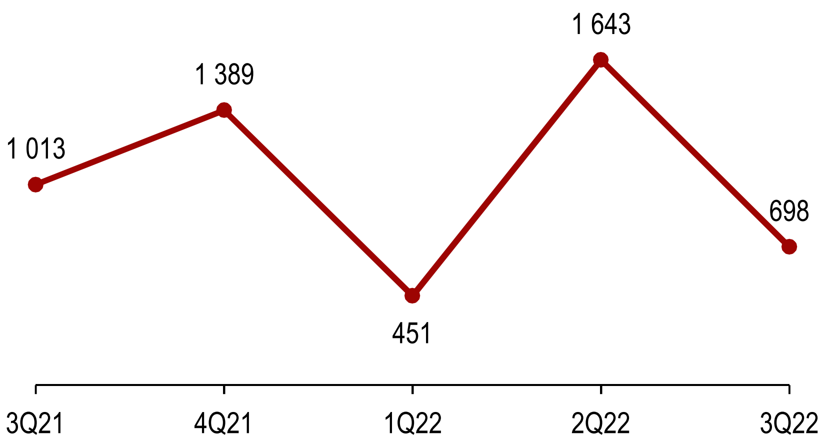


- Crude oil throughput amounted to 10,5 mt i.e. increase by 3,3 mt (q/q), of which:
  - PKN ORLEN – higher throughput by 1,7 mt (q/q) as a result of including throughput of Gdańsk refinery in the amount of 1,8 mt and slightly lower throughput in Płock refinery due to maintenance shutdowns of CDU IV and VI, PTA and failure in H-Oil installation. Lower fuel yield by (-) 2 pp (q/q) at higher middle distillates yield by 3 pp (q/q) resulting from change in products' slate after acquisition of Lotos Group.
  - ORLEN Unipetrol – higher throughput by 0,3 mt (q/q) as a result of operating of Kralupy and Litvinov refineries in a full production mode after maintenance shutdowns in 2Q22. Lower fuel yield by (-) 5 pp (q/q) due to higher share of high-sulphur crude oil in throughput structure.
  - ORLEN Lietuva – higher throughput by 1,2 mt (q/q) due to finalization of planned cyclical maintenance shutdown of refinery and favorable macro situation. Lower fuel yield by (-) 14 pp (q/q) due to higher share of high-sulphur crude oil in throughput structure and Reforming shutdown.

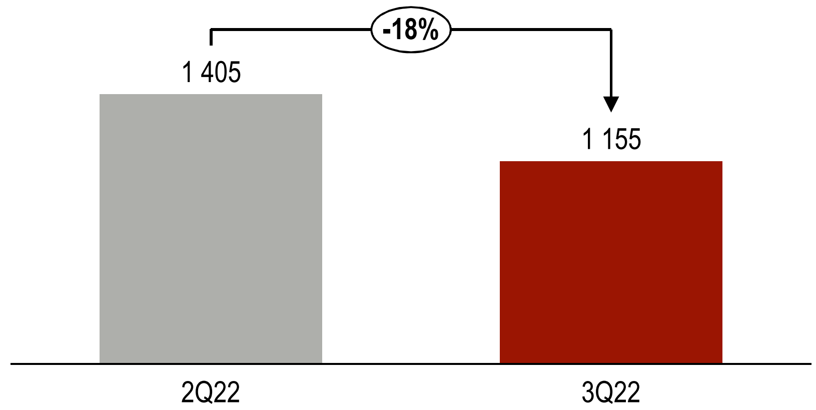
Petchem – EBITDA LIFO

Negative impact of macro and lower sales volumes

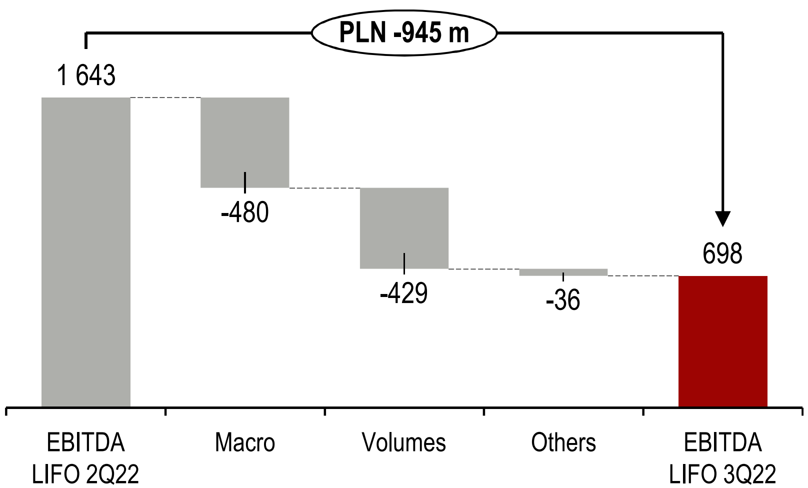
EBITDA LIFO
PLN m



Model petrochemical margin
EUR/t



EBITDA LIFO – impact of factors
PLN m



- Negative macro impact (q/q) as a result of lower petchem margins on olefins, polyolefins, PVC and fertilizers, weakening of EUR against USD and valuation of CO2 contracts. The abovementioned effects were partially limited by positive impact of higher margins on PTA.
- Decrease in sales volumes by (-) 18% (q/q), including: lower sales of olefins by (-) 15%, polyolefins by (-) 7%, fertilizers by (-) 37%, PVC by (-) 17% and PTA by (-) 24%.
- Others include mainly: lower trade margins, usage of historical inventory layers and higher fixed and labor costs.
- EBITDA LIFO includes:
  - PLN 95 m Anwil result, i.e. a decrease of (-) 79% (q/q).
  - PLN (-) 44 m PTA result; i.e. a decrease of PLN 89 m (q/q).

Operational results before impairments of assets: 3Q21 PLN 0 m / 2Q22 PLN 0 m / 3Q22 PLN 0 m / 9M21 PLN 0 m / 9M22 PLN 0 m
Macro: margins PLN (-) 358 m, exchange rate PLN (-) 148 m, hedging PLN 6 m, valuation of CO2 contracts PLN (-) 107 m, CO2 provision PLN 127 m

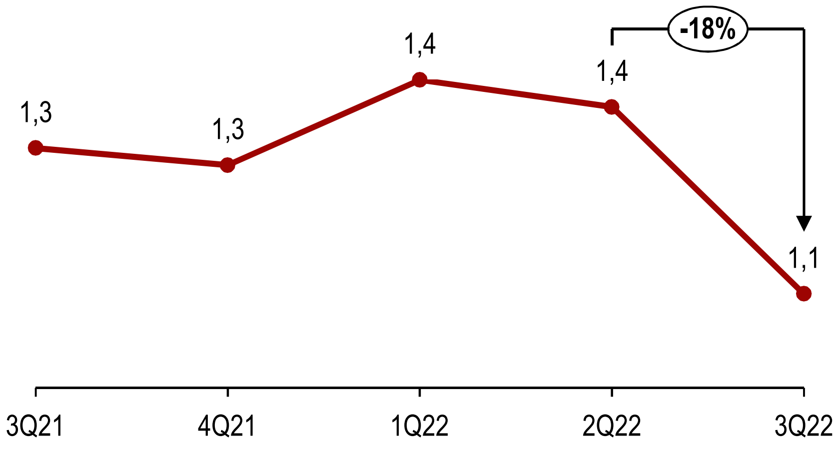
Petchem – operational data

Lower utilization ratio due to maintenance shutdowns and decrease in demand

ORLEN

Sales volumes

mt



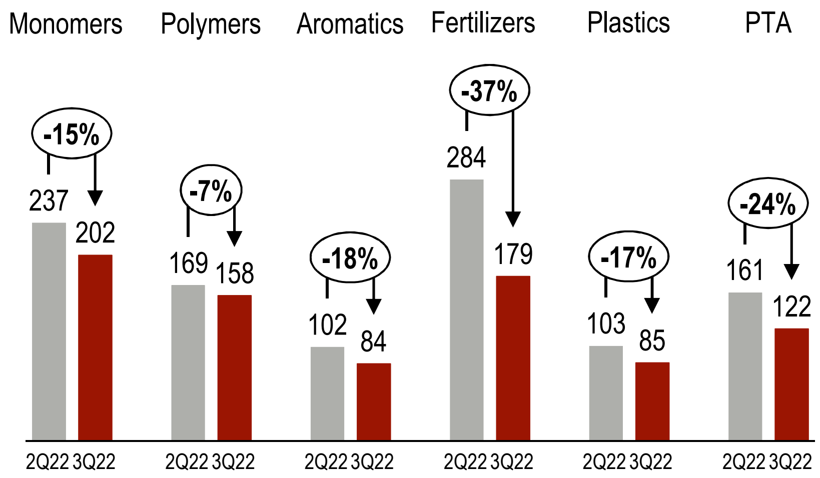
Utilization ratio

%

Petchem installations	3Q21	2Q22	3Q22	(q/q)
Olefins (Płock)	84%	89%	72%	-17 pp
BOP (Płock)	73%	74%	64%	-10 pp
Metathesis (Płock)	85%	65%	0%	-65 pp
Fertilizers (Włocławek)	86%	78%	49%	-29 pp
PVC (Włocławek)	79%	82%	68%	-14 pp
PTA (Włocławek)	80%	97%	65%	-32 pp
Olefins (ORLEN Unipetrol)	78%	87%	73%	-14 pp
PPF Splitter (ORLEN Lietuva)	99%	34%	80%	46 pp

Sales volumes – split by product

kt

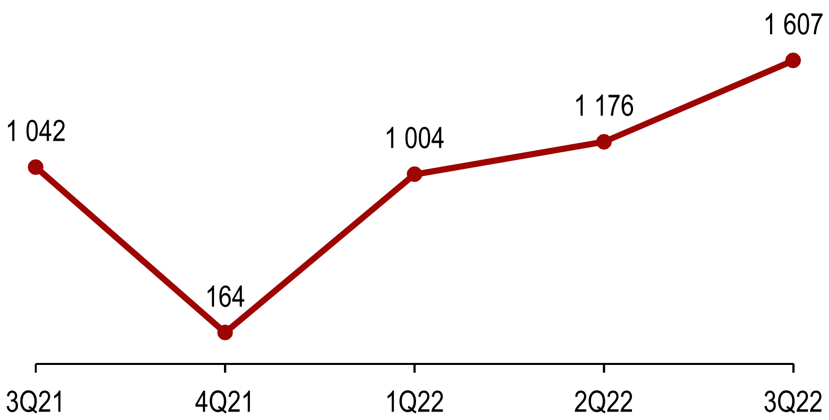


- Utilization ratio of petrochemical installations:
  - Olefins (Płock) – impact of maintenance shutdowns in BOP and Anwil in 3Q22.
  - BOP (Płock) – shutdown of installations (PE2/PE3/PP3) in 3Q22.
  - Metathesis (Płock) – shutdown of installation due to market conditions.
  - Fertilizers – shutdown of installation in 3Q22.
  - PVC (Włocławek) – planned maintenance shutdown in 3Q22.
  - PTA (Włocławek) – planned maintenance shutdown in 3Q22 and limited market demand.
  - Olefins (Unipetrol) – stable operation of installations, utilization ratio limited by a high level of inventories as a result of PE3 installation shutdowns.
- Sales amounted to 1,1 mt, i.e. decreased by (-) 18% (q/q), as a consequence of: lower sales in Poland by (-) 21%, mainly fertilizers as a result of high gas prices affecting production costs and selling prices as well as olefins and PTA due to lower demand for products, in the Czech Republic by (-) 12% as a result of lower sales of fertilizers, with higher sales in Lithuania by 40% as a result of the lack of negative impact of the cyclical maintenance shutdown in 2Q22.

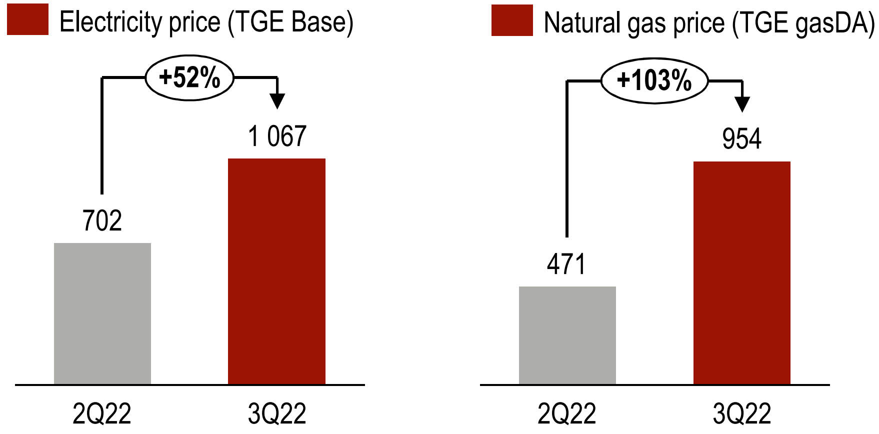
Energy – EBITDA

Higher margins on production and sales of electricity with lower sales volumes

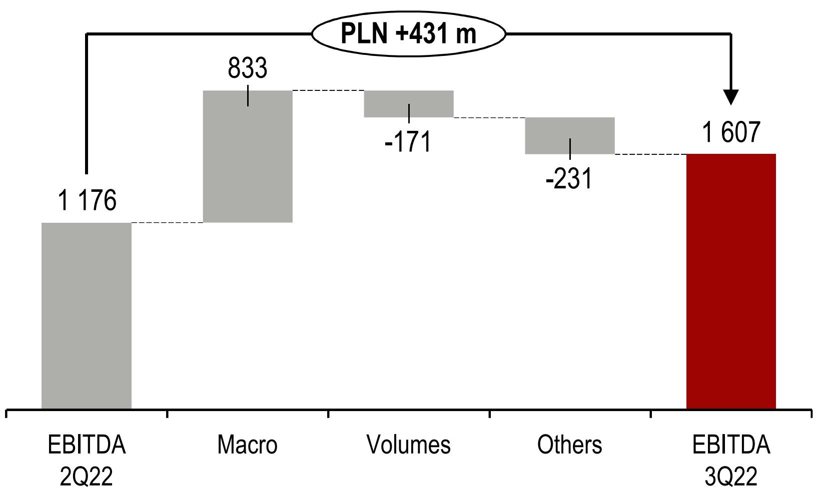
EBITDA
PLN m



Electricity and natural gas prices (market quotations)
PLN/MWh



EBITDA – impact of factors
PLN m



- Positive macro impact (q/q) as a result of an increase in margins on production and sales of electricity as well as positive impact of hedging, valuation of CO2 contracts and lower CO2 provision.
- Negative volume effect (q/q) as a result of lower production and sales of electricity in CCGT Włocławek and CCGT Płock due to high natural gas quotations. Lower sales and distribution volumes with higher production in ENERGA Group.
- Others include mainly: higher labor costs of PLN (-) 0,1 bn (q/q).
- EBITDA includes:
  - PLN 1088 m result of ENERGA Group; an increase of 13% (q/q).

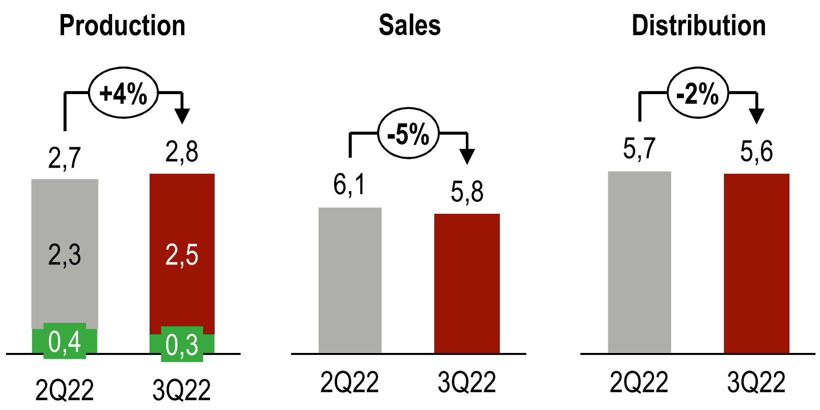
Operational results before impairments of assets: 3Q21 PLN 2 m / 2Q22 PLN (-) 15 m / 3Q22 PLN (-) 7 m / 9M21 PLN (-) 60 m / 9M22 PLN (-) 22 m.
Macro: margins PLN 363 m, exchange rate PLN 23 m, hedging PLN 196 m, valuation of CO2 contracts PLN 107 m, CO2 provision PLN 144 m.

Energy – operational data

55% of electricity comes from zero and low emission sources

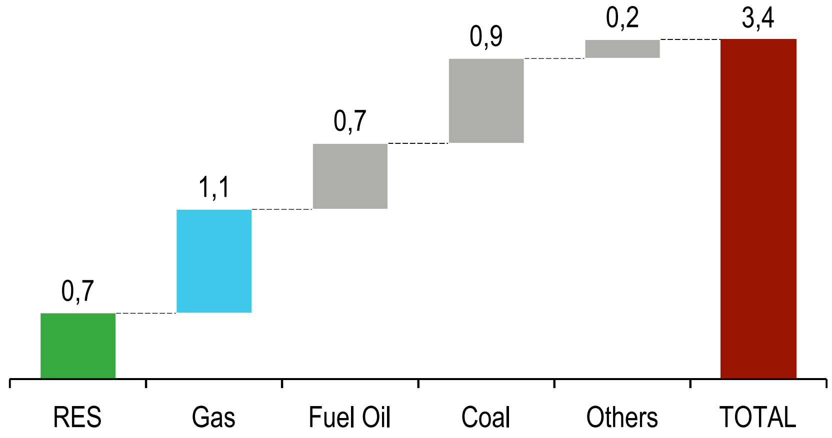
Electricity volumes

TWh



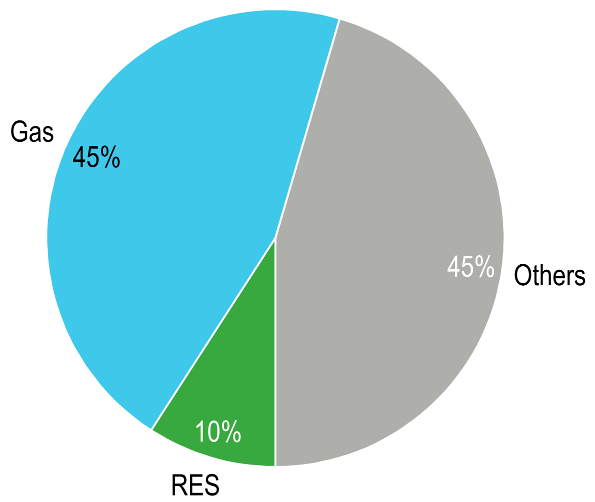
Installed capacity

GWe



Electricity production by type of sources

%

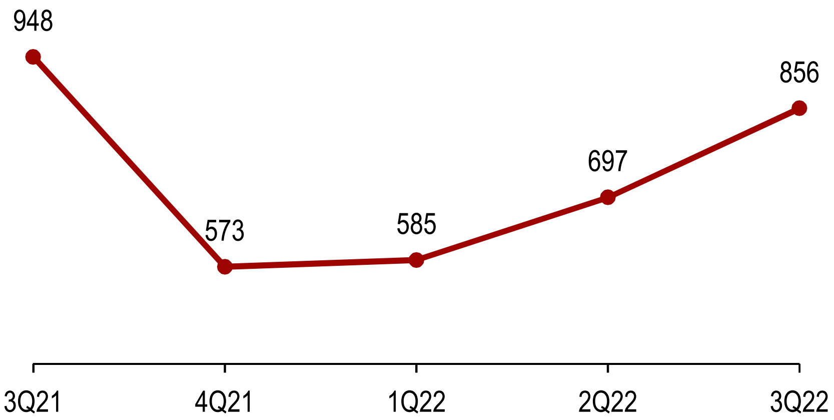


- Installed capacity: 3,4 GWe (electricity) / 6,3 GWt (heat).
- Production: 2,8 TWh (electricity) / 9,4 PJ (heat).
- Electricity production increased by 4% (q/q) as a result of higher demand from ORLEN Lietuva and a shorter shutdown of CCGT Włocławek compared to 2Q22 with a decrease in production from RES due to worse weather conditions.
- Electricity sales decreased by (-) 5% (q/q) due to lower production of CCGT blocks and lower trading.
- Electricity distribution at a similar level (q/q).
- CO2 emissions amounted to 2,4 mt due to higher production in the Ostrołęka Power Station (coal).

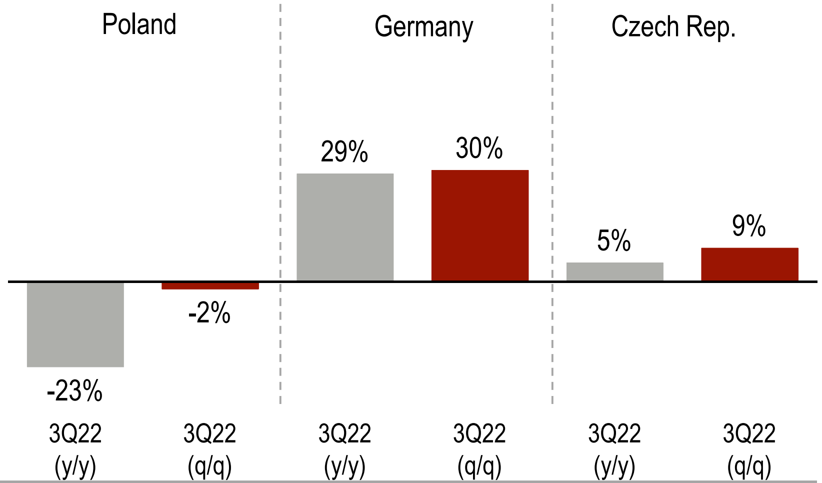
Retail – EBITDA

Increase in sales volumes due to seasonality and promotional campaigns

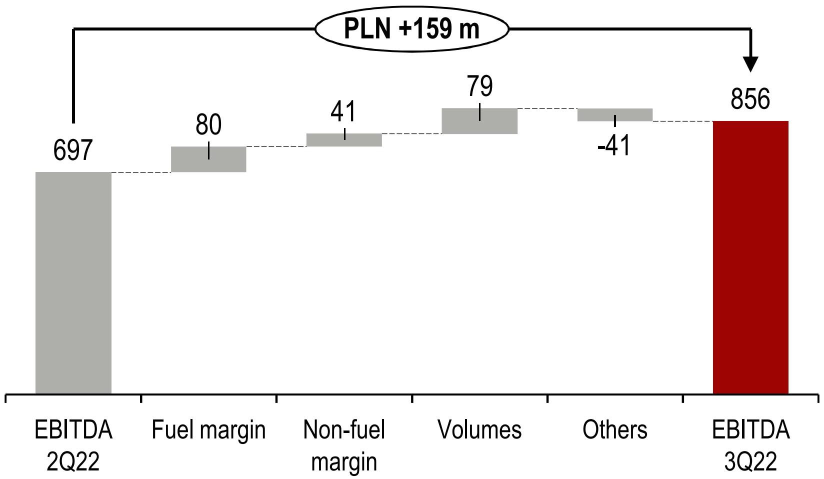
EBITDA
PLN m



Fuel margin
%



EBITDA – impact of factors
PLN m



- Decrease in fuel margin in Poland with higher margins in Germany and the Czech Republic and comparable margin in Lithuania (q/q).
- Increase in non-fuel margins in Poland and the Czech Republic with comparable margins in Germany and Lithuania (q/q).
- Higher sales volumes by 9% (q/q), including: higher sales of gasoline by 11%, diesel by 7% and LPG by 5%.
- Non-fuel locations increased by 14 (q/q).
- Increase in alternative fuel points by 33 (q/q). Currently 600 alternative fuel points, including: 552 EV chargers, 46 CNG stations and 2 hydrogen stations.
- Others include mainly: higher operating costs of fuel stations (q/q).

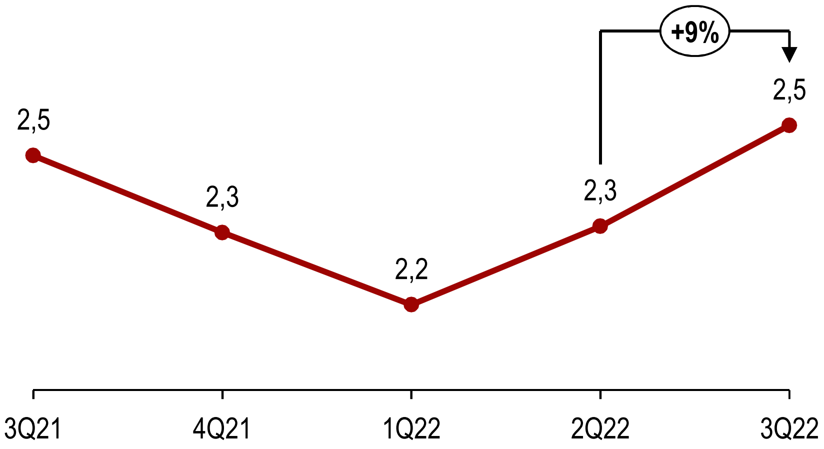
Operational results before impairments of assets: 3Q21 PLN (-) 2 m / 2Q22 PLN (-) 2 m / 3Q22 PLN (-) 1 m / 9M21 PLN (-) 8 m / 9M22 PLN (-) 5 m.

Retail – operational data

Systematic growth of alternative fuel points

Sales volumes

mt



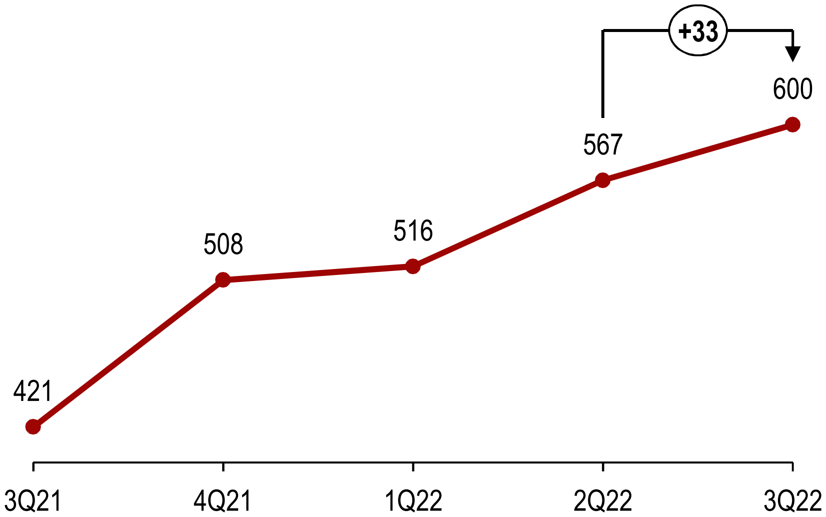
Number of fuel stations and market shares

#, %

	# stations	(q/q)	% market	(q/q)
Poland	1 825	6	33,2	1,1 pp
Germany	587	0	6,2	0,0 pp
Czech Rep	430	3	22,5	-0,1 pp
Lithuania	29	0	4,0	0,0 pp
Slovakia	27	4	1,3	0,0 pp

Alternative fuel points

#

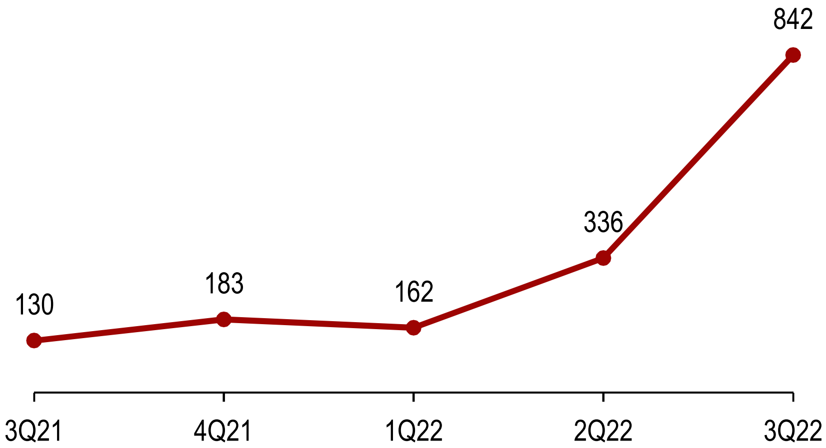


- Sales amounted to 2,5 mt, i.e. increased by 9% (q/q), of which: higher sales in Poland by 11%, in the Czech Republic by 4%, in Germany by 4% and in Lithuania by 5%.
- 2898 fuel stations, i.e. an increase by 13 (q/q), of which: in Poland by 6, in the Czech Republic by 3 and in Slovakia by 4 at a comparable number of fuel stations in Germany and Lithuania.
- Market share increase in Poland with comparable shares in other countries (q/q).
- 2323 non-fuel locations, of which: 1775 in Poland (incl. 14 ORLEN w ruchu), 332 in the Czech Republic, 171 in Germany, 29 in Lithuania and 16 in Slovakia.
- 600 alternative fuel points, of which: 460 in Poland, 121 in the Czech Republic and 19 in Germany.

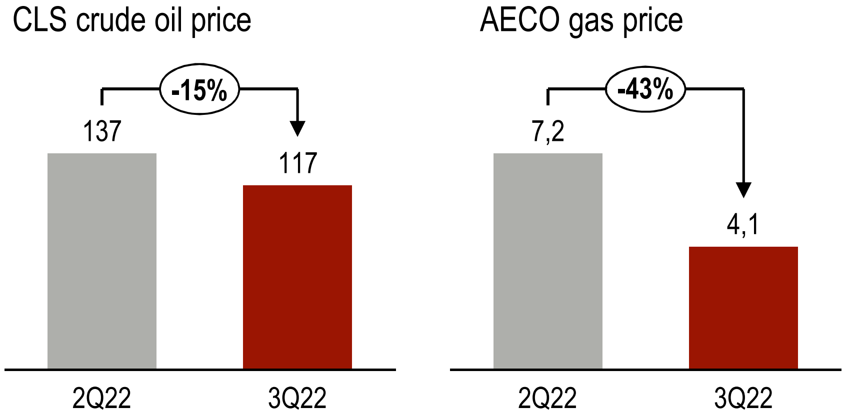
Upstream – EBITDA

Positive impact of consolidation of acquired Lotos Group results

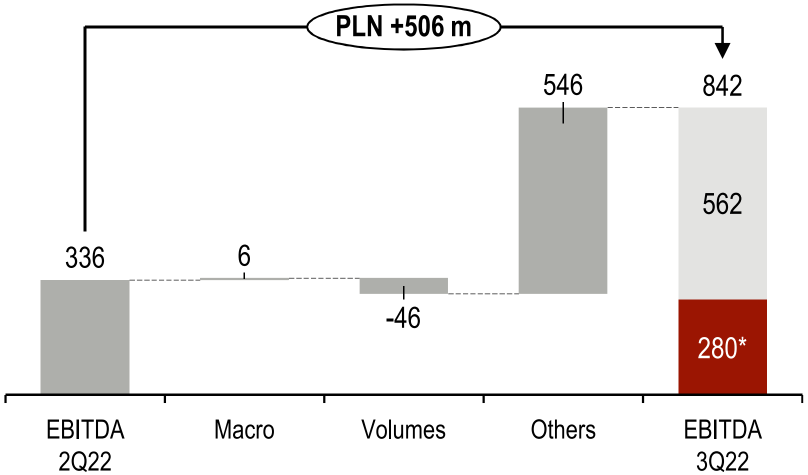
EBITDA
PLN m



Canadian Light Sweet crude oil (CLS) and AECO gas prices
CAD/bbl, CAD/mcf



EBITDA – impact of factors
PLN m



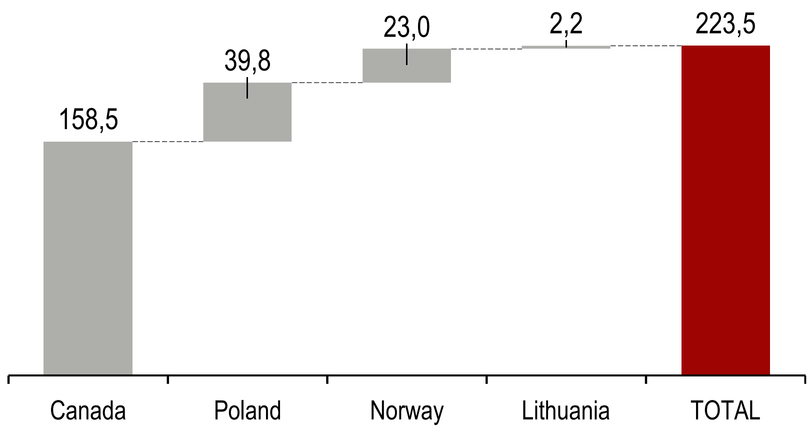
- Positive macro impact (q/q) as a result of positive impact of hedging with negative impact of lower oil, gas and NGL quotations.
- Higher sales volumes by 26% (q/q), of which: higher sales of crude oil by 81%, natural gas by 27% with lower sales of NGL by (-) 8%.
- Increase in average production by 11,6 kboe/d (q/q), i.e. 62%, of which: increase in production in Poland by 3,8 kboe/d, in Norway by 9,3 kboe/d, in Lithuania by 0,5 kboe/d at a decrease in production in Canada by (-) 1,9 kboe/d.
- Others include mainly: consolidation of acquired Lotos Group results in the amount of PLN 0,5 bn.

Operational results before impairments of assets: 3Q21 PLN 0 m / 2Q21 PLN (-) 32 m / 3Q22 PLN (-) 40 m / 9M21 PLN 0 m / 9M22 PLN (-) 72 m.
Macro: margins PLN (-) 46 m, exchange rate PLN 13 m, hedging PLN 39 m.
* Clean results exclude one-offs PLN 562 m, of which: hedging PLN 15 m, result of acquired Lotos Group PLN 547 m.

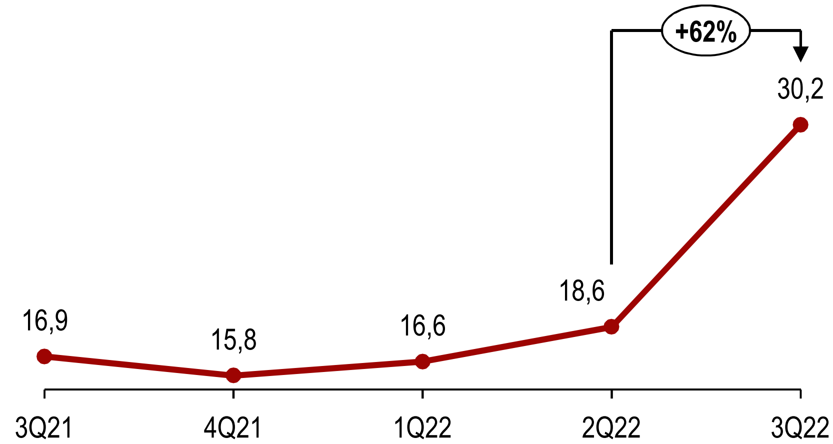
Upstream – operational data

Increase in the scale of operations as a result of consolidation of acquired Lotos Group

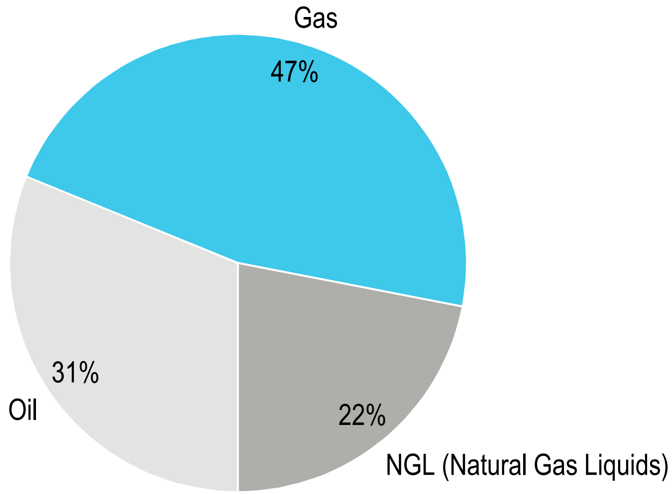
Total reserves (2P) at the end of the period
m boe



Average production (oil + gas + NGL)
kboe/d



Sales – share of hydrocarbons
%



Canada

2P reserves: 158,5 m boe (59% oil + NGL / 41% gas)

Average production: 15.2 kboe/d (50% oil + NGL / 50% gas)

Poland

2P reserves: 39,8 m boe (73% oil / 27% gas)

Average production: 5,2 kboe/d (67% oil / 33% gas)

Electricity production from gas: 0,3 GWh/d (10% from extraction)

Norway

2P reserves: 23,0 m boe (72% oil / 28% gas)

Average production: 9,3 kboe/d (53% oil / 47% gas)

Lithuania

2P reserves: 2,2 m boe (100% oil)

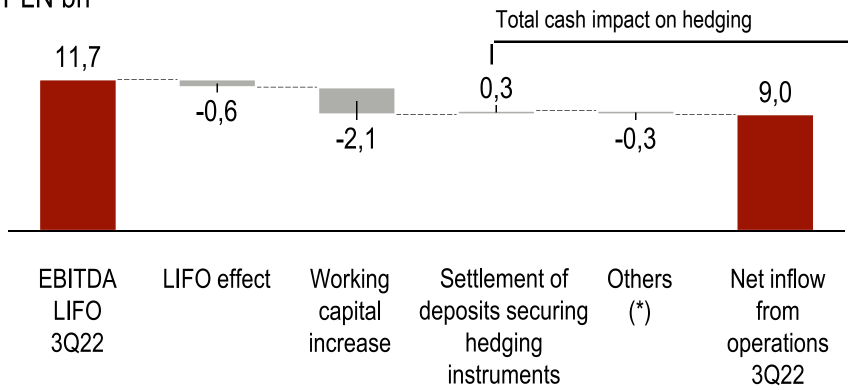
Average production: 0,5 kboe/d (100% oil)

Agenda

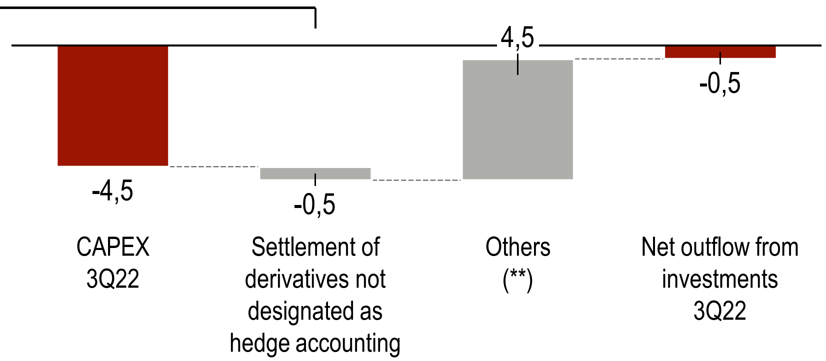
- Summary 3Q22
- Market environment
- Financial and operating results
- Financial situation
- Outlook

Cash flow

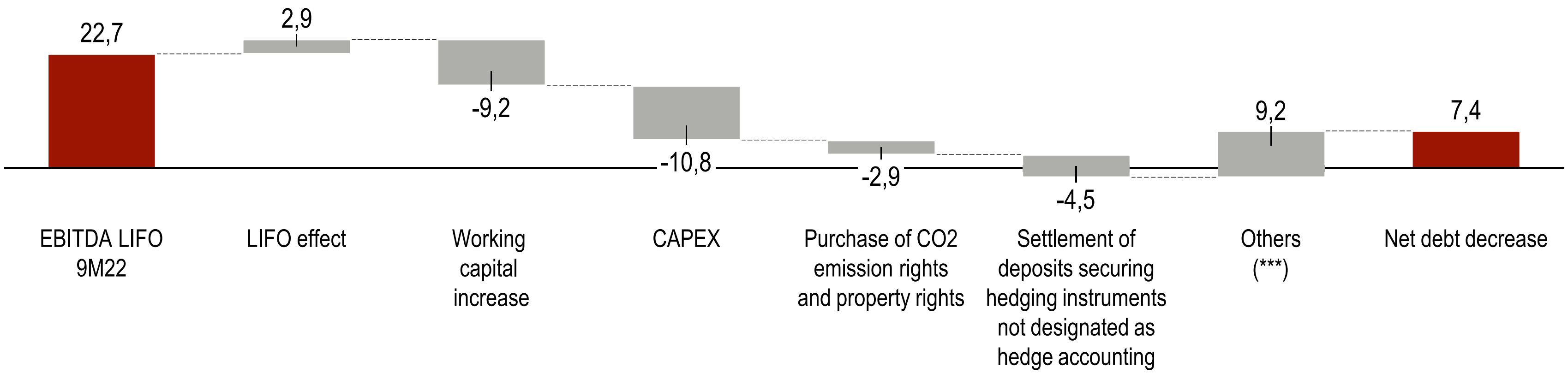
Cash flow from operations
PLN bn



Cash flow from investments
PLN bn



Free cash flow 9M22
PLN bn



3Q22 and 9M22 results does not include profit on bargain purchase of Lotos shares in the amount of PLN 5,9 bn

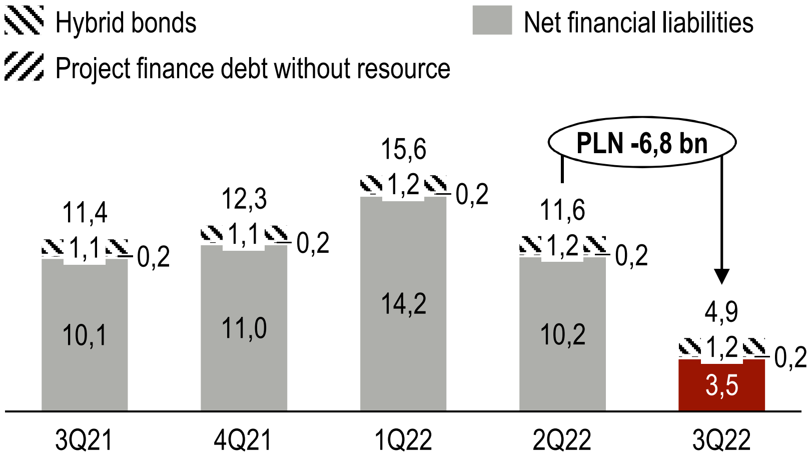
* Includes mainly: income tax paid PLN (-) 0,4 bn, adjustment for changes in the balance of reserves PLN 1,7 bn, settlement and valuation of derivatives PLN (-) 0,9 bn, settlement of property rights subsidies PLN (-) 0,7 bn.

** Includes mainly: recognition of the right to use assets PLN 0,3 bn, purchase of CO_2 emission rights and property rights PLN (-) 1,2 bn, dividends received PLN 0,2 bn and change in advances and investment liabilities PLN 0,9 bn , cash of acquired Lotos Group PLN 4,4 bn.

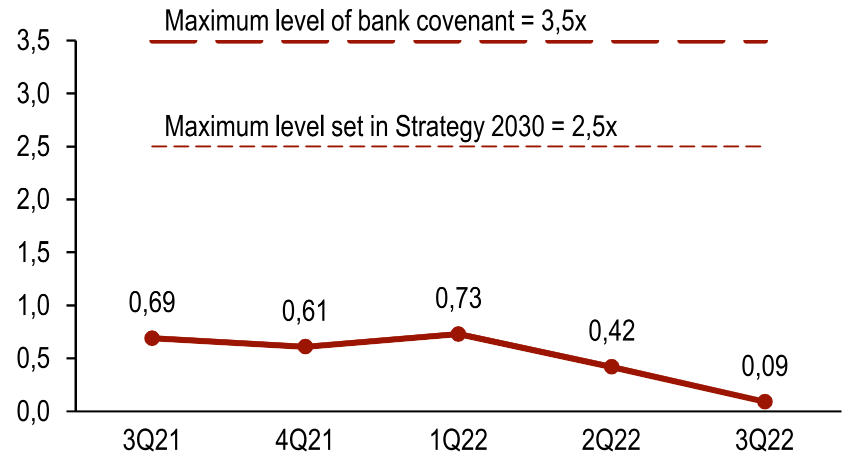
*** Includes mainly: income tax paid PLN (-) 1,7 bn, lease payments PLN (-) 0,6 bn interest paid PLN (-) 0,5 bn, settlement and valuation of derivatives PLN 4,1 bn, recognition of the right to use assets PLN 0,9 bn, capital adjustments PLN (-) 0,3 bn, dividends received PLN 0,4 bn, adjustment for changes in the balance of reserves PLN 5,4 bn, change in advances and investment liabilities PLN 1,1 bn , settlement of property rights subsidies PLN (-) 2,2 bn and valuation and revaluation of debt due to net FX differences PLN (-) 1,7 bn, cash of acquired Lotos Group PLN 4,4 bn.

Debt

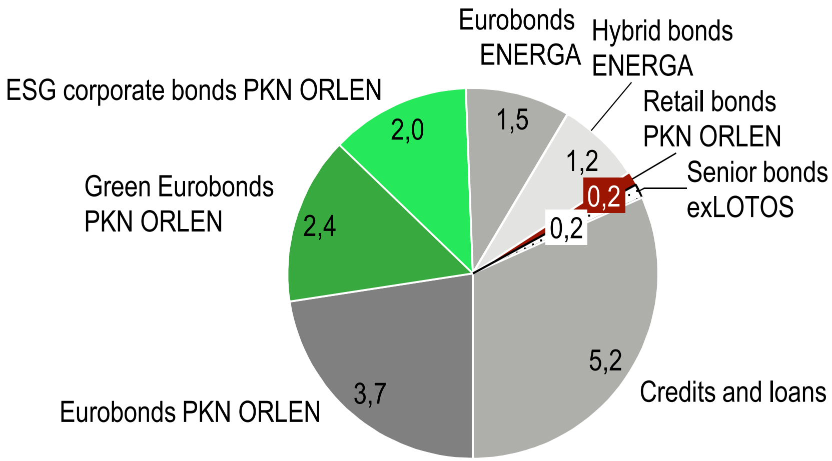
Net debt
PLN bn



Net debt/EBITDA*



Gross debt – sources of financing
PLN bn

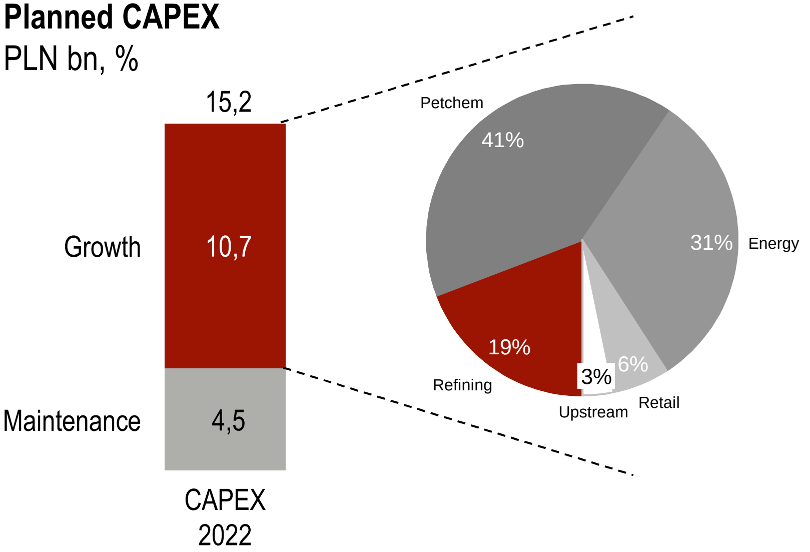


- Gross debt currency structure: EUR 61%, PLN 30%, CZK 2%, USD 7%.
- Weighted average debt maturity: 2025.
- Investment grade: A3 stable outlook (Moody's), BBB+ stable outlook (Fitch).
- Rating upgrade by Moody's and Fitch to the highest level in the Concern's history due to effective realization of merger processes and strong financials of ORLEN Group.
- Net debt decrease by PLN 6,8 bn (q/q) mainly as a result of cash flow from operations of PLN 9,0 bn at cash outflow from investments at the level of PLN (-) 0,5 bn, lease payments in the amount of PLN (-) 0,2 bn, interest paid PLN (-) 0,2 bn and PLN (-) 1,5 bn net effect of valuation and revaluation of debt due to net FX differences.
- Obligatory reserves in the balance sheet at the end of 3Q22 amounted to PLN 12,8 bn, of which: PLN 11,6 bn in PKN ORLEN and PLN 1,2 bn in ORLEN Lietuva.

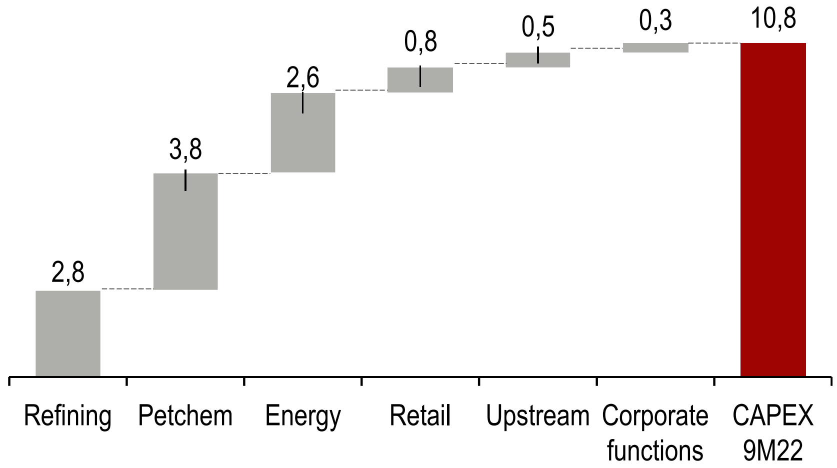
* The level of net debt adopted for the calculation of the ratio does not take into account project finance debt without recourse and hybrid bond issue

CAPEX

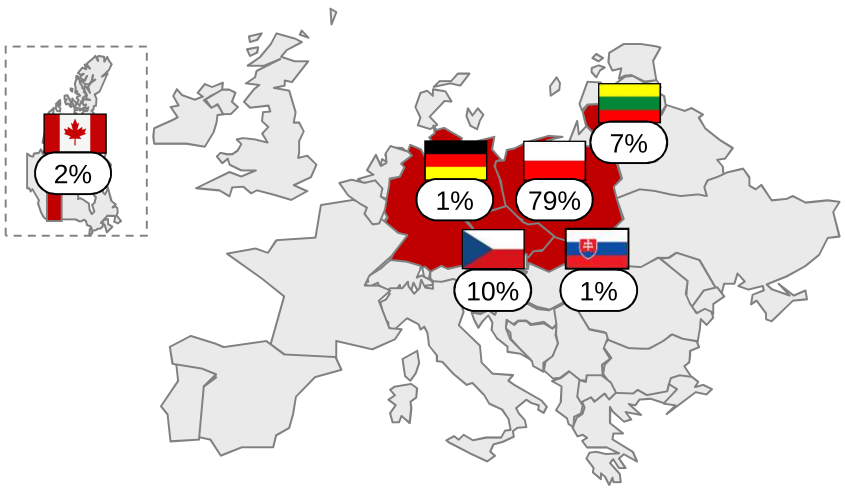
Planned CAPEX
PLN bn, %



Realized CAPEX 9M22 – split by segment
PLN bn



Realized CAPEX 9M22 – split by country
%



Main growth projects in 2022

Refining
- Construction of Hydrocracking unit – Lithuania
- Construction of Bioethanol 2 Gen. unit – ORLEN Południe
- Construction of HVO (Hydrotreated Vegetable Oils) – Płock
- Construction of Visbreaking unit – Płock

Petchem
- Extension of olefins capacities – Płock
- Extension of fertilizers production – Anwil

Energy
- Modernization of current assets and connection of new clients – ENERGA Group
- Construction of CCGT Ostrołęka and CCGT Grudziądz
- Construction project of a wind farm in the Baltic Sea

Retail
- Growth of fuel stations network (> 30 stations)
- Growth of non-fuel sales network (> 30 locations of Stop Cafe/Star Connect)
- Introducing new services and products

Upstream
- Poland /Canada – focus on the most promising deposits

CAPEX includes IFRS16 leasing.
* Planned CAPEX does not include planned expenditures of acquired Lotos Group. CAPEX forecast including acquired Lotos Group amounts to PLN 17,6 bn.
CAPEX 3Q22 amounted to PLN 4 518 m: refining PLN 992 m, petchem PLN 1 361 m, Energy PLN 1 468 m, retail PLN 268 m, upstream PLN 263 m, CF PLN 166 m.

Agenda

- Summary 3Q22
- Market environment
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- Financial situation
- **Outlook**

Market outlook

Macro

- Brent crude oil – we expect crude oil prices in the range of 90-110 USD/bbl as a result of a drop in demand due to economic slowdown, further release of strategic oil reserves by the US and strong US dollar at declared lower production by OPEC+ by 2 mbd.
- Refining margin – we expect temporary increase in margins on European markets in the coming quarters as a result of increase in demand for diesel by energy sector used as a substitute for natural gas.
- Brent/Ural differential – due to regulatory risks we are unable to predict the level of B/U differential in the coming quarters. In recent months we observed decrease in B/U diff.
- Petrochemical margin – we expect margins to remain at the level of ca. 1000 EUR/t as a result of weak demand due to economic slowdown and potential negative impact of rising crude oil and natural gas prices.
- Natural gas – gas prices in the coming quarters will depend on weather conditions and geopolitical risks related to the ongoing Russian invasion of Ukraine.
- Electricity – weighted average wholesale electricity prices in 4Q22 should not exceed 1000 PLN/MWh as a result of regulatory changes, favourable weather conditions and potential recession.

Economy

- GDP* – Poland 3,8%, the Czech Rep. 1,9%, Lithuania 1,8%, Germany 1,5%.
- Fuel consumption – decreased in demand for fuels and petrochemical products as a result of economic slowdown.

Regulations

- National Index Target – base level increase from 8,7 to 8,8% (reduced ratio for PKN ORLEN is 5,773%).
- Government Anti-Inflation Package – reduction of excise tax on fuels, exemption from retail sales tax and reduction of VAT on fuels from 23% to 8%.
- EU ban on seaborne crude oil imports from Russia from 5 December 2022 and fuels from 5 February 2023.

Taxes

- PLN 26,7 billion – taxes paid by PKN ORLEN S.A. in the period of 9 months of 2022.

* International Monetary Fund (October 2022)

Thank you for your attention

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www.orlen.pl

Agenda

Supporting slides

Results – split by quarter

PLN m	1Q21	2Q21	3Q21	4Q21	12M21	1Q22	2Q22	3Q22	(y/y)
Revenues	24 562	29 423	36 442	40 914	131 341	45 447	57 804	72 996	36 554
EBITDA LIFO	2 425	3 171	4 299	4 296	14 191	2 786	8 204	17 602	13 303
LIFO effect	1 142	963	890	1 251	4 246	2 174	1 321	-553	-1 443
EBITDA	3 567	4 134	5 189	5 547	18 437	4 960	9 525	17 049	11 860
Depreciation	-1 311	-1 294	-1 328	-1 408	-5 341	-1 400	-1 447	-1 518	-190
EBIT LIFO	1 114	1 877	2 971	2 888	8 850	1 386	6 757	16 084	13 113
EBIT	2 256	2 840	3 861	4 139	13 096	3 560	8 078	15 531	11 670
Net result	1 872	2 244	2 928	4 144	11 188	2 845	3 683	12 749	9 821

3Q22 results include profit on bargain purchase of Lotos shares in the amount of PLN 5923 m recognized in Corporate Functions segment.
Operational results before impairments of assets:
1Q21 PLN (-) 4 m / 2Q21 PLN (-) 85 m / 3Q21 PLN (-) 3 m / 4Q21 PLN 903 m / 12M21 PLN 811 m / 1Q22 PLN (-) 27 m / 2Q22 PLN (-) 2860 m / 3Q22 PLN (-) 53 m

EBITDA LIFO – split by segment

PLN m	1Q21	2Q21	3Q21	4Q21	12M21	1Q22	2Q22	3Q22	(y/y)
Refining, incl:	**22**	**282**	**1 198**	**2 149**	**3 651**	**900**	**4 656**	**7 998**	**6 800**
NRV	157	15	1	0	173	-4	3	-30	-31
hedging	-402	-395	-193	-66	-1 056	-1 911	-2 558	729	922
valuation of CO2 contracts	193	260	159	567	1 179	-568	21	-175	-334
Petchem, incl:	**872**	**1 021**	**1 013**	**1 389**	**4 295**	**451**	**1 643**	**698**	**-315**
NRV	36	-1	2	1	38	0	0	0	-2
hedging	14	22	33	35	104	48	58	63	30
valuation of CO2 contracts	213	287	135	593	1 228	-614	23	-84	-219
Energy, incl:	**1 259**	**1 215**	**1 042**	**164**	**3 680**	**1 004**	**1 176**	**1 607**	**565**
hedging	0	0	0	-99	-99	50	-62	134	134
valuation of CO2 contracts	162	217	197	524	1 100	-543	21	128	-69
Retail	**548**	**828**	**948**	**573**	**2 897**	**585**	**697**	**856**	**-92**
Upstream, incl:	**14**	**60**	**130**	**183**	**387**	**162**	**336**	**842**	**712**
hedging	-63	-60	-11	-7	-141	-81	-24	15	26
Corporate functions	**-290**	**-235**	**-32**	**-162**	**-719**	**-316**	**-304**	**5 606**	**5 638**
EBITDA LIFO, incl:	**2 425**	**3 171**	**4 299**	**4 296**	**14 191**	**2 786**	**8 204**	**17 602**	**13 303**
NRV	193	14	3	1	211	-4	3	-30	-33
hedging	-451	-433	-171	-137	-1 192	-1 894	-2 586	941	1 112
valuation of CO2 contracts	568	764	491	1 684	3 507	-1 725	65	-131	-622

3Q22 results include profit on bargain purchase of Lotos shares in the amount of PLN 5923 m recognized in Corporate Functions segment.
Operational results before impairments of assets:
1Q21 PLN (-) 4 m / 2Q21 PLN (-) 85 m / 3Q21 PLN (-) 3 m / 4Q21 PLN 903 m / 12M21 PLN 811 m / 1Q22 PLN (-) 27 m / 2Q22 PLN (-) 2860 m / 3Q22 PLN (-) 53 m

Results – split by company

3Q22 PLN m	PKN ORLEN	ORLEN Unipetrol [2]	ORLEN Lietuva [2]	ENERGA Group[2]	Others	ORLEN Group
Revenues	54 518	11 376	10 557	5 507	-8 962	72 996
EBITDA LIFO	10 387	2 110	555	1 088	3 462	17 602
LIFO effect	232	-428	-335	-	-22	-553
EBITDA	10 619	1 682	220	1 088	3 440	17 049
Depreciation	493	291	45	280	409	1 518
EBIT	10 126	1 391	175	808	3 031	15 531
EBIT LIFO	9 894	1 819	510	808	3 053	16 084
Net result	9 068	1 126	125	535	1 895	12 749

3Q22 results include profit on bargain purchase of Lotos shares in the amount of PLN 5923 m recognized in Corporate Functions segment.
Operational results before impairments of assets: 3Q22 PLN (-) 53 m
[1] Calculated as a difference between operating profit acc. to LIFO and operating profit based on weighted average
[2] Results acc. to IFRS before taking into account adjustments made for ORLEN Group consolidation

ORLEN Lietuva

PLN m	3Q21	2Q22	3Q22	Δ (y/y)	9M21	9M22	Δ
Revenues	5 647	7 412	10 557	87%	12 867	25 544	99%
EBITDA LIFO	127	-401	555	337%	129	743	476%
EBITDA	174	-140	220	26%	299	715	139%
EBIT	132	-187	175	33%	181	569	214%
Net result	112	-914	125	12%	154	-275	-

- Higher revenues as a result of higher quotations of refining products
- Increase in crude oil throughput (y/y) and utilization of refining capacity by 6 pp (y/y) as a result of favorable macro situation. Lower fuel yield by (-) 2 pp (y/y) as a result of shutdown of Reforming unit.
- EBITDA LIFO higher by PLN 428 m (y/y) as a result of positive impact (y/y) of macro parameters, including mainly an increase in cracks on light and middle distillates and B/U differential. In addition, a positive impact of hedging transactions (y/y) with a negative impact of using historical inventory layers, higher overhead and labor costs and unfavorable structure resulting from shutdown of Reforming unit.
- CAPEX 3Q22: PLN 201 m / 9M22: PLN 722 m

Operational results before impairments of assets:
3Q21 PLN 1 m / 2Q22 PLN (-) 713 m / 3Q22 PLN 0 m / 9M21 PLN (-) 1 m / 9M22 PLN (-) 712 m.

ORLEN Unipetrol

PLN m	3Q21	2Q22	3Q22	Δ (y/y)	9M21	9M22	Δ
Revenues	6 416	10 533	11 376	77%	16 439	29 913	82%
EBITDA LIFO	425	1 694	2 110	396%	855	4 013	TBC
EBITDA	500	1 760	1 682	236%	1 309	4 096	207%
EBIT	253	1 491	1 391	450%	582	3 275	463%
Net result	203	1 178	1 126	455%	430	2 616	508%

- Higher revenues as a result of higher quotations of refining and petrochemical products and increased refining volumes at lower petrochemical and retail sales.
- Increase of crude oil throughput (y/y) and utilization ratio by 5 pp as a result of favorable macro. Lower fuel yield caused by higher share of high sulphur crude oils in throughput structure.
- EBITDA LIFO higher by PLN 1 685 m (y/y) as a result of positive impact (y/y) of macro, including mainly B/U differential and cracks on light and middle distillates, olefins as well as PVC. Additionally, positive impact (y/y) of hedging transactions, lower cost of CO2 provisions (y/y) and higher trade margins (y/y). Negative impact (y/y) of using historical inventory layers and higher overhead and labor costs.
- CAPEX 3Q22:PLN 368 m / 9M22: PLN 1 144 m

Operational results before impairments of assets:
3Q21 PLN (-) 1 m / 2Q22 PLN 0 m / 3Q22 PLN (-) 1 m / 9M21 PLN (-) 3 m / 9M22 PLN (-) 3 m.

ENERGA Group

PLN m	3Q21	2Q22	3Q22	Δ (y/y)	9M21	9M22	Δ
Revenues	3 317	4 579	5 507	66%	9 986	15 024	50%
EBITDA	692	941	1 080	56%	2 109	3 098	47%
EBIT	425	656	801	88%	1 304	2 257	73%
Net result	295	446	536	82%	963	1 593	65%

- Increase in revenues (y/y) as a result of higher revenues in Sales Business Line (higher electricity sales prices due to dynamic increase in energy prices on the market) and Generation Business Line (higher electricity sales prices and higher production volumes mainly in Ostrołęka power plant).
- EBITDA higher by PLN 388 m (y/y) due to higher results in Generation Business Line (higher margins on the sale of electricity and higher generation volumes mainly in Ostrołęka power plant) and Sales Business Line (higher margins on the sale of electricity).
- CAPEX 3Q22: PLN 1 296 m / 9M22: PLN 2 231 m

Operational results before impairments of assets:
3Q21 PLN 5 m / 2Q22 PLN (-) 79 m / 3Q22 PLN 0 m / 9M21 PLN (-) 67 m / 9M22 PLN (-) 73 m

Production data

ORLEN Group	3Q21	2Q22	3Q22	(y/y)	(q/q)	9M21	9M22	Δ
Crude oil throughput (kt)	8 319	7 245	10 449	26%	44%	21 366	25 856	21%
Utilization	94%	83%	98%	4 pp	15 pp	81%	92%	11 pp
PKN ORLEN [1]								
Crude oil throughput (kt)	4 139	4 331	5 990	45%	38%	10 465	14 427	38%
Utilization	101%	107%	102%	1 pp	-5 pp	86%	103%	17 pp
Fuel yield [4]	84%	86%	84%	0 pp	-2 pp	82%	84%	2 pp
Light distillates yield [5]	34%	34%	29%	-5 pp	-5 pp	32%	32%	0 pp
Middle distillates yield [6]	50%	52%	55%	5 pp	3 pp	50%	52%	2 pp
ORLEN Unipetrol [2]								
Crude oil throughput (kt)	1 935	1 670	2 040	5%	22%	5 189	5 413	4%
Utilization	88%	77%	93%	5 pp	16 pp	80%	83%	3 pp
Fuel yield [4]	83%	78%	81%	-2 pp	3 pp	83%	81%	-2 pp
Light distillates yield [5]	37%	35%	35%	-2 pp	0 pp	37%	35%	-2 pp
Middle distillates yield [6]	46%	44%	46%	0 pp	2 pp	46%	46%	0 pp
ORLEN Lietuva [3]								
Crude oil throughput (kt)	2 185	1 163	2 350	8%	102%	5 484	5 776	5%
Utilization	85%	46%	91%	6 pp	45 pp	72%	76%	4 pp
Fuel yield [4]	81%	93%	79%	-2 pp	-14 pp	81%	80%	-1 pp
Light distillates yield [5]	34%	32%	31%	-3 pp	-1 pp	34%	31%	-3 pp
Middle distillates yield [6]	47%	61%	48%	1 pp	-13 pp	47%	49%	2 pp

[1] Throughput capacity for PKN ORLEN is 26,8 mt/y [Płock (16,3 mt/y) and Gdańsk (10,5 mt/y)]. Consolidation of Lotos Group from August 2022.
[2] Throughput capacity for Unipetrol is 8,7 mt/y [Litvinov (5,4 mt/y) and Kralupy (3,3 mt/y)].
[3] Throughput capacity for ORLEN Lietuva is 10,2 mt/y.
[4] Fuel yield equals middle distillates yield plus light distillates yield. Differences may occur from rounding.
[5] Light distillates yield is a ratio of gasoline, naphtha, LPG production excluding BIO and internal transfers to crude oil throughput.
[6] Middle distillates yield is a ratio of diesel, light heating oil (LHO) and JET production excluding BIO and internal transfers to crude oil throughput.

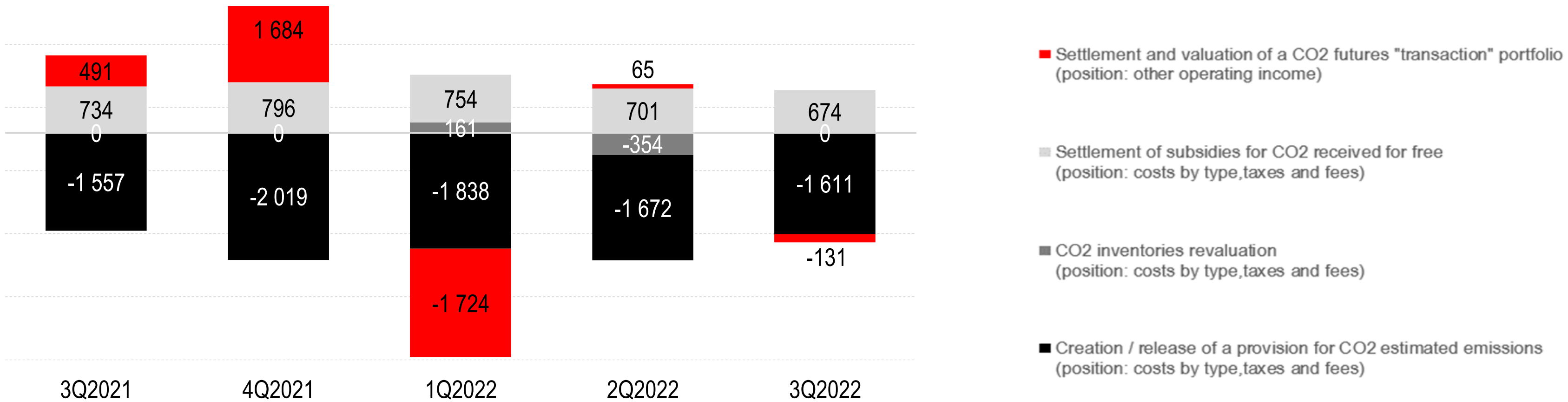
Effect of the operations related to reserve on CO2 and valuation of CO2 contracts on PKN ORLEN consolidated financial results

Contracts portfolio for purchase of CO_2 emission rights in PKN ORLEN and EUA balance on ORLEN Group accounts (mt)

Portfolios	Approach to valuation	30.09.2021	31.12.2021	31.03.2022	30.06.2022	30.09.2022
Own contracts portfolio for purchase of emission rights*	Is not subject to fair value valuation at the balance sheet date	2,14	2,30	1,52	2,04	0,14
Transaction portfolio for purchase of emission rights**	It is subject to fair value valuation at the balance sheet date	17,58	20,72	0,00	2,33	6,97
EUA portfolio on ORLEN Group accounts (intangible assets)***	Is not subject to fair value valuation at the balance sheet date	3,05	9,63	16,05	5,24	9,37

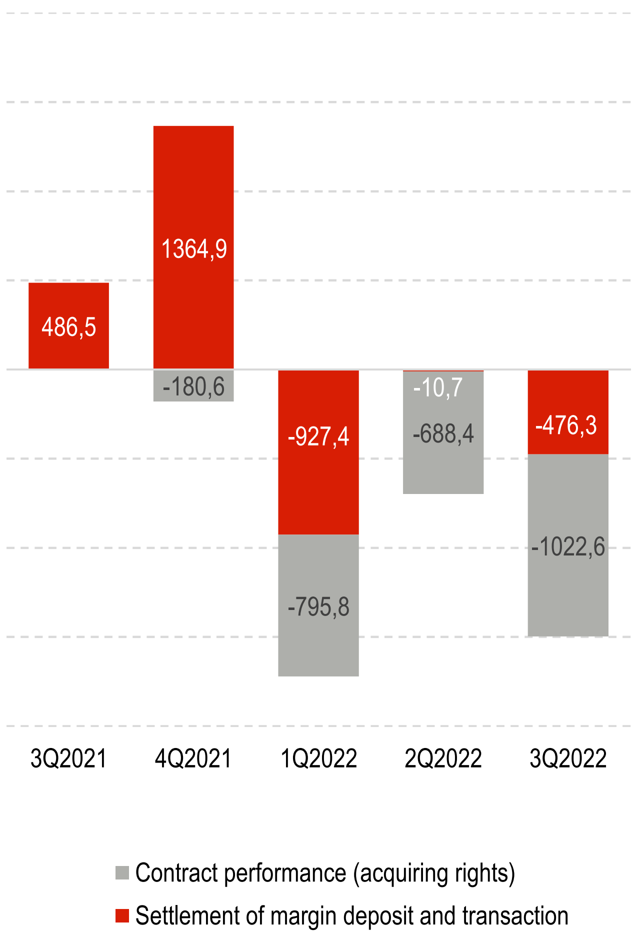
* Own use contracts portfolio. In 3Q2022 according to implementation of hedge accounting (HA) and shortening of future transaction for Energa Elektrownie Ostrołęka Sp. z o.o. the volume of opened EUA transaction in own use portfolio has been reduced
** Transaction portfolio has been spun off in 4Q2020 in connection to part of CO2 emission rights contracts rolled for the next term (according to MSSF9)
*** Recognized as intangible assets, which are not amortized and analyzed for impairment. Purchased rights valuated according to the purchase price, received for free in fair value fixed for registration on the account day less any write-offs for impairment

Impact of activities related to CO2 on PKN ORLEN consolidated financial result (PLN m)

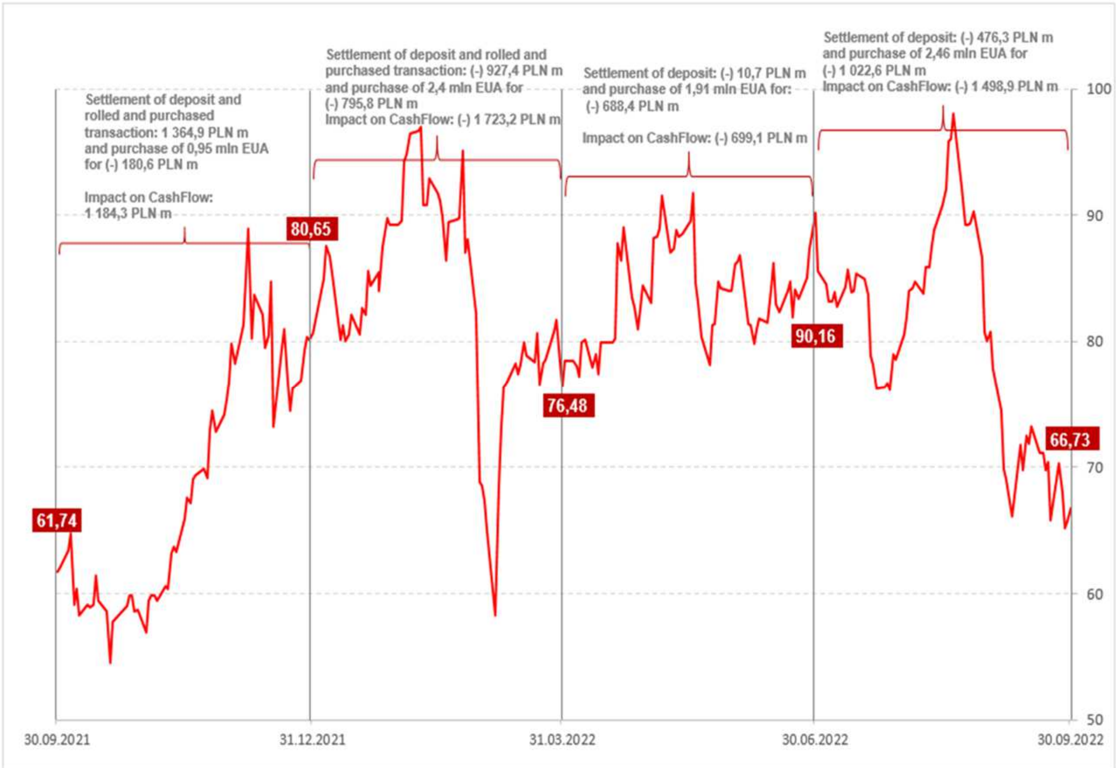


Settlement of securing deposit and realization of CO2 contracts on cash flow

Impact on cash flow (PLN m)



Impact on cash flow from settlement of securing deposit and settlement of transactions vs CO_2 contracts quotations



Dictionary

Model refining margin = revenues (93,6% Products = 33% Gasoline + 48% Diesel + 13% HHO) **-** costs (100% input: 98% Brent crude oil + 2% natural gas). Spot quotations. (valid from 01.08.2022)

Model refining margin = revenues (93,5% Products = 36% Gasoline + 43% Diesel + 14,5% HHO) - costs (100% input: Brent crude oil and other raw materials). Spot quotations. (valid till 31.07.2022)

Differential calculated on the real share of processed crude oils. Spot quotations. (valid from 01.01.2022)

Model petrochemical margin = revenues (98% Products = 44% HDPE + 7% LDPE + 35% PP Homo + 12% PP Copo) **-** costs (100% input = 75% Naphtha + 25% LS VGO). Revenues contract quotations; costs spot quotations.

Fuel yield = middle distillates yield + gasoline yield (yields calculated in relation to crude oil).

Working capital (in balance sheet) = inventories + trading receivables and other receivables – trading liabilities and other liabilities

Working capital change (in cash flow) = changes in receivables + changes in inventories + changes in liabilities

Net debt = (short-term + long-term loans, borrowings and bonds) – cash

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