

FINANCIAL RESULTS

Q1-Q3 2017

Contact:

INA

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	BNP Paribas (Suisse) SA ING Bank NV Credit Agricole (Suisse) SA	Place de Hollande 2, Case Postale 5060 1211 Geneve 11 PO BOX 1800, 1000 BV Amsterdam 4 quai General - Guisan, CH 1204		
<p>Predsjednik i članovi Uprave / President and members of the Management Board: Zoltán Aldott, Niko Dalić, Gábor Horváth, Ivan Krešić, Davor Mayer, Péter Ratatits</p> <p>Predsjednik Nadzornog odbora / President of the Supervisory Board: Damir Vandelić</p>				

INA's Q1-Q3 2017 results demonstrate strong operational performance

Key achievements

- ✓ INA Group's EBITDA¹ amounted to HRK 2,322 million, 65% above the level in Q1-Q3 2016, while net profit amounted to HRK 1,212 million
- ✓ Net debt down to HRK 1,241 million and gearing at a historically low level of 9.7%
- ✓ CAPEX amounted to HRK 824 million
- ✓ Domestic crude production remains stable, while domestic gas production onshore went up by 7% in relation to Q1-Q3 2016
- ✓ Refinery production increased by 10%, and refined product sales grew by 13%

Zagreb, October 27, 2017 – INA Group's performance in Q3 2017 reveals that the Group continues to operate on successful path. In first nine months of 2017 EBITDA grew by 65%, reaching HRK 2,322 million, delivering operating cash flow of HRK 2,094 million, an 84% increase compared to the same period last year, demonstrating strong operational performance. Net profit amounted to HRK 1,212 million.

Exploration & Production continues to be the main generator of the Group's results with operating profit growth of 52% to the level of HRK 1,366 million. Refining & Marketing incl. Retail realized significant improvements in its performance with EBITDA reaching HRK 564 million for the first nine months of the year. The Refinery & Marketing business benefited from continuing period of positive external environment, mainly in the form of stable DTD Brent prices, higher diesel and motor gasoline crack spreads coupled with higher processing level in refineries and increased sales volumes on domestic and export markets. Total retail

¹ EBITDA = EBIT + Depreciation + Impairment + Provisions

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sales volumes went up by 6% compared to the first nine months in 2016, supported by retail network growth and active sales of Class Plus fuel, as well as non-fuel sales increase.

CAPEX in Q1-Q3 2017 amounted to HRK 824 million, witnessing strong investments in Q3 2017 with 21% increase compared to Q3 2016. Net debt decreased to HRK 1,241 million with gearing further declining to a historically low level of 9.7%.

President of the Management Board of INA Mr. Zoltán Áldott said: “In the first nine months of 2017 INA Group delivered very strong figures across all businesses. With sales revenues increasing by 23%, the Group managed to achieve EBITDA growth by 65% demonstrating strong performance as well as improvements across all business segments. EBITDA excl. special items reached HRK 2,304 million compared to HRK 1,688 million in the first nine months of 2016.

Positive external environment affected both Upstream and Downstream. Although Upstream continues to be the main contributor to the Group’s profit, Downstream realized significant improvements in its performance capturing the period of positive external environment. These effects combined for positive operating results generating positive free cash flow.

Upstream realized a 19% growth in terms of EBITDA compared to comparable period last year. Although facing natural production decline on international concessions and offshore, domestic crude oil production remained solid as a result of continuing investments in EOR project and other development projects. Additionally, stabilized performance of our oil service company CROSCO encourages positive prospects for the future.

Downstream delivered HRK 564 million EBITDA and positive cash flow of HRK 212 million, showing the best results in the last ten years. In line with strategic development, Downstream managed to increase total sales volumes across all markets. Retail continued with stable

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operating performance with the expansion in both regional network and non-fuel, assuring continuously stable results.

Strong balance sheet with historically low gearing of 9.7% shows that the company made very thoughtful choices in resource allocation and that we prepared and strengthened our company for future challenges.

95% of the Group capital investments in the first nine months of this year are related to domestic projects, confirming that the Group is still one of the major investors in Croatian economy.”

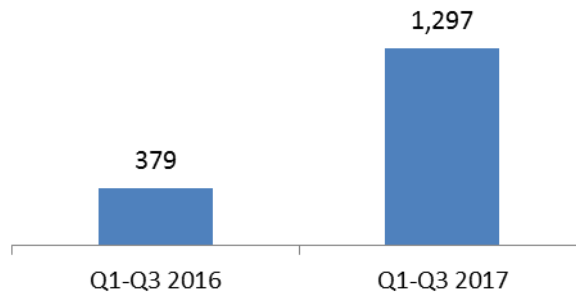
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Operating results overview

- ✓ Group's EBITDA was HRK 2,322 million
- ✓ Operating profit amounted to HRK 1,297 million
- ✓ Net profit excluding special items² amounted to HRK 959 million
- ✓ Capital expenditures reached HRK 824 million

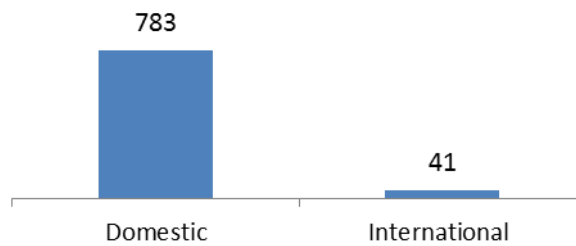
Operating profit

HRK mln



Capital investments

Q1-Q3 2017
HRK mln



² In Q1-Q3 2017, EBITDA was positively impacted by HRK 18 mn of retranslation related to Angola, while EBIT was positively influenced by HRK 253 million special items related to both retranslation and reversal of provision in Angola

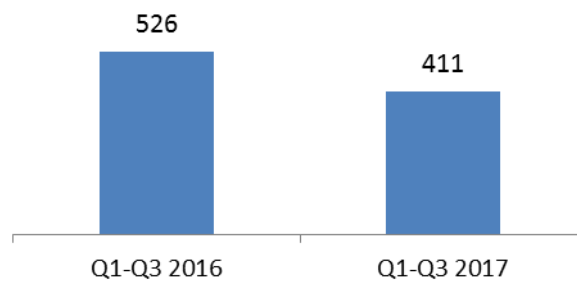
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Exploration and Production – In Q1-Q3 2017, EBITDA reached HRK 1,897 million, 19% more than in Q1-Q3 2016. The 24% higher Brent price had a positive effect on oil and condensate sales revenues in the amount of HRK 310 million, while lower realized gas prices caused a HRK (68) million drop in revenues. Domestic crude oil production is stable as a result of additional development projects and the EOR project, as well as start-up of new wells in Hrastilnica. Natural gas production drop was partially offset by 7% higher onshore natural gas production mainly as a result of production from Međimurje fields, positive impact of the EOR and additional development project. CAPEX amounted to HRK 411 million, out of which HRK 404 million in Croatia.

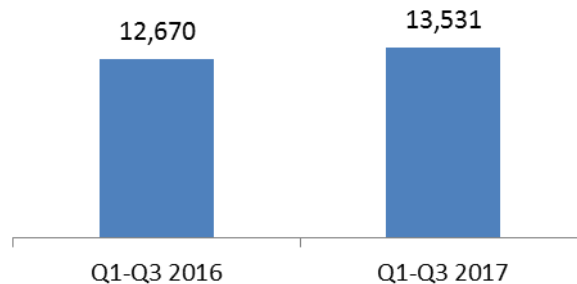
CAPEX Upstream

HRK mln



Natural gas production onshore

(boe/d)



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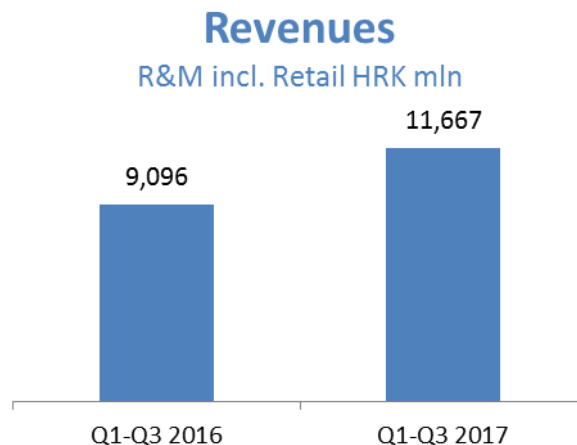
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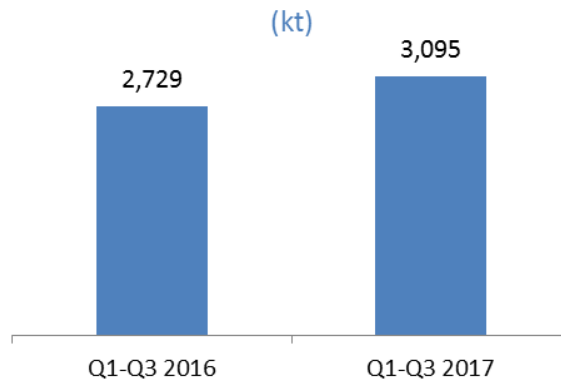
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Refining and Marketing, including Retail – Q1-Q3 2017 EBITDA amounted to HRK 564 million, while operating profit amounted to HRK 184 million compared to the Q1-Q3 2016 loss of HRK (112) million. Revenues amounted to HRK 11,667 million, 28% more than in Q1-Q3 2016. The result was impacted by a number of factors: strong external environment driven by stable DTD Brent prices, higher diesel and gasoline crack spread and a less negative fuel oil spread which had a direct positive impact on refining margins. Also, total sales volumes increased on the back of higher sales on both captive and other export markets. Higher refining margins and sales demand resulted in higher processing levels in refineries. Retail sales volumes grew mainly due to integration of Energopetrol and supported by active sales of Class Plus fuel (introduced in Q2 2017). Total CAPEX amounted to HRK 387 million; HRK 313 million in R&M and HRK 74 million in Retail. On September 30, 2017, INA Group operated a network of 494 retail sites.



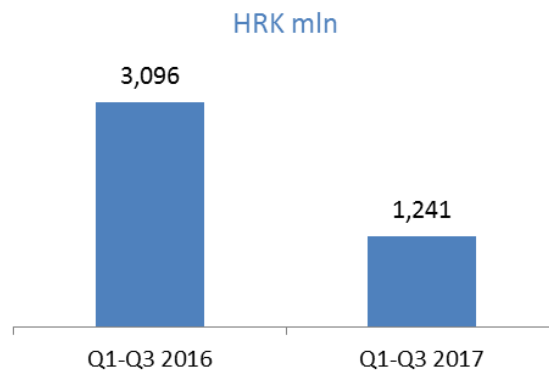
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Total sales volume

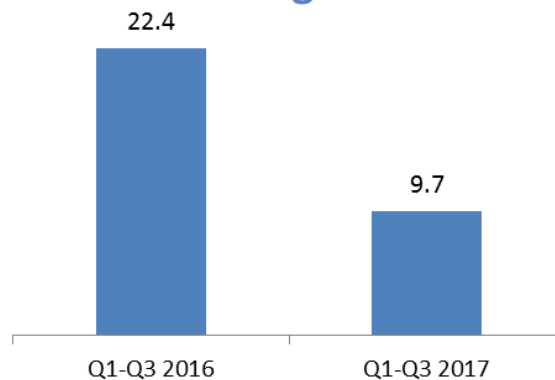


Net gearing amounted to 9.7%, whilst net debt reached HRK 1,241 million.

Net debt



Gearing ratio



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number HR27759560625

Predsjednik i članovi Uprave / President and members of the Management Board:
Zoltán Áldott, Niko Dalić, Gábor Horváth, Ivan Krešić, Davor Mayer, Péter Ratatucs
Predsjednik Nadzornog odbora / President of the Supervisory Board: Damir Vandelić