

FINANCIAL RESULTS

H1 2018

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Predsjednik i članovi Uprave / President and members of the Management Board: Sándor Fasimon, Niko Dalić, Ákos Székely, Ivan Krešić, Davor Mayer, Zsolt Pethő Predsjednik Nadzornog odbora / President of the Supervisory Board: Damir Vandelić	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		

INA: strong net sales revenues in H1 2018

Key achievements

- ✓ Net sales revenues increased by 13% to HRK 9,495 million
- ✓ Net debt is at HRK 701 million which is 65% decrease comparing to the same period in 2017, and gearing decreased at 5.8%
- ✓ CAPEX amounted to HRK 518 million
- ✓ Operating cash flow increased by 22% to HRK 1,197 million

Zagreb, July 27th, 2018 – In H1 2018 INA Group increased its revenues by 13% to HRK 9,495 million compared to H1 2017, mainly driven by higher sales. Due to lower Refining and Marketing including Retail contribution, total CCS EBITDA decreased slightly to the HRK 1,328 million, but operating cash flow stayed strong at HRK 1,197 million in H1 2018 which is 22% increase compared to H1 2017. Net profit amounted to HRK 533 million.

Exploration and Production EBITDA excluding special items grew by 6% to HRK 1,478 million compared to the same period in 2017. CCS EBITDA of Refining and Marketing including Retail amounted to HRK 91 million in H1 2018. Planned maintenance activities in Q1 2018 impacted processing level in refining, while retail fuel sales moderately improved together with the non-fuel sales which continued to grow.

CAPEX amounted to HRK 518 million in H1 2018. At the same time net debt decreased further and amounted to HRK 701 million at the end of H1 2018 while net gearing dropped below 6%.

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Statement of Mr. Sándor Fasimon, President of the Management Board of INA:

“H1 2018 showed as a positive period for overall INA results. Combination of higher sales and utilization of favorable Upstream environment helped to keep the revenues on a high level.

Domestic crude oil production continues to grow, thanks to the ongoing activities in the EOR project and additional development projects, moderating the natural decline in the gas production, expected with the mature portfolio. Finalization of our transaction with ENI for the North Adriatic concession areas will also play its role in arresting the production decline in the years to come.

Refining volumes are in line with the regular, planned maintenance activities, somewhat lower compared to comparable period 2017, but great effort is given in making the operations more sustainable. Crude basket is constantly expanded and more favorable crude types are processed.

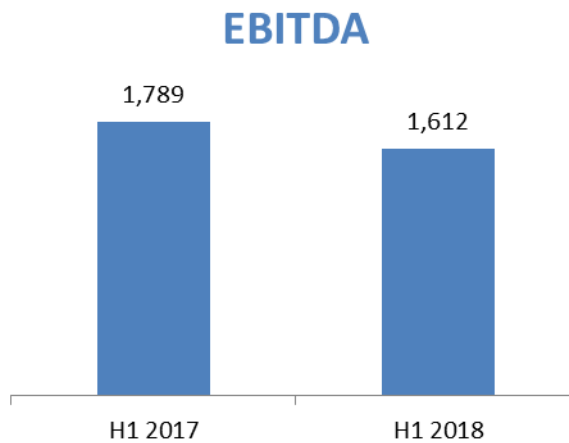
Moderate Retail growth is in line with the seasonal movements, while constant expansion of non-fuel related services stays our priority for the upcoming period.

This relief period in the form of rather favorable external environment, at least for Upstream operations, should also be used for further streamlining of the operations and strengthening of our market position, as the volatility of the market can once again prove challenging.”

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Operating results overview

- ✓ Group's EBITDA was HRK 1,612 million
- ✓ Operating profit amounted to HRK 781 million
- ✓ Net sales revenues amounted to HRK 9,495 million
- ✓ Net profit amounted to HRK 533 million



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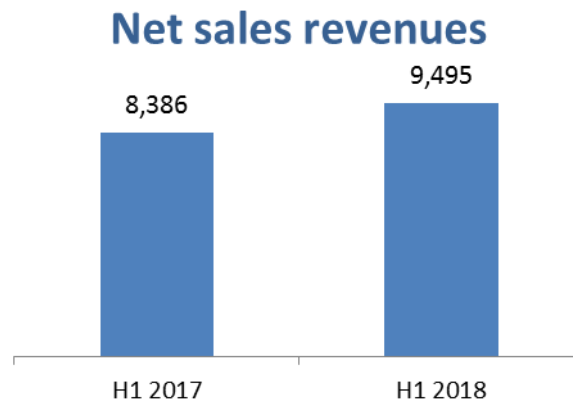
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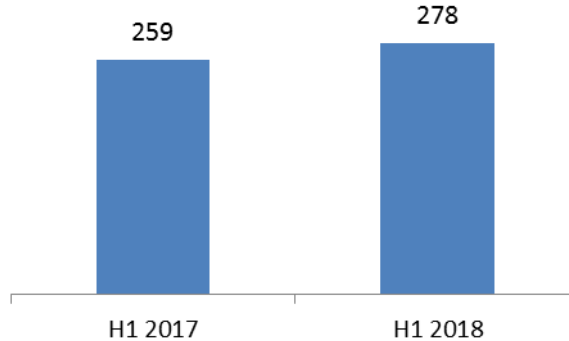


Exploration and Production – In H1 2018, EBITDA excluding special items amounted to HRK 1,478 million, and showing slight increase by 6% compared to H1 2017. The 37% higher Brent price had a positive effect on oil and condensate sales revenues in the amount of HRK 279 million, while higher realized gas prices resulted in a HRK 156 million higher natural gas revenues. Domestic crude oil production is higher by 3% as a result of additional development projects and the EOR project, as well as start-up of two new wells in Hrastilnica. Natural gas production is lower by 10% due to lower offshore production, in line with the expected production curve, and lower onshore production on Deep Podravina fields. CAPEX amounted to HRK 278 million, out of which HRK 243 million in Croatia.

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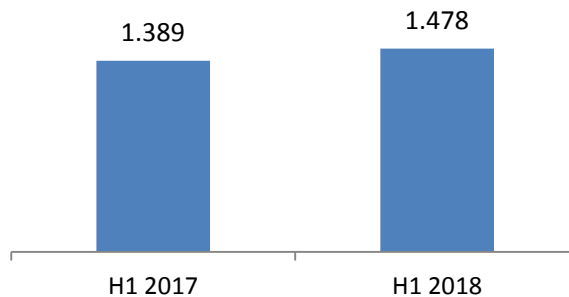
CAPEX

Exploration and Production



EBITDA excl. special items

Exploration and Production



Refining and Marketing, including Retail – Planned maintenance activities in the refineries resulted in lower processing level in H1 2018 and revenues amounted to HRK 8,258 million. CCS EBITDA of Refining and Marketing including Retail in H1 2018 amounted to HRK 91 million. The result was impacted by a number of factors: higher Brent price, less favorable external environment with lower gasoline and fuel oil crack spreads, partially mitigated by higher diesel

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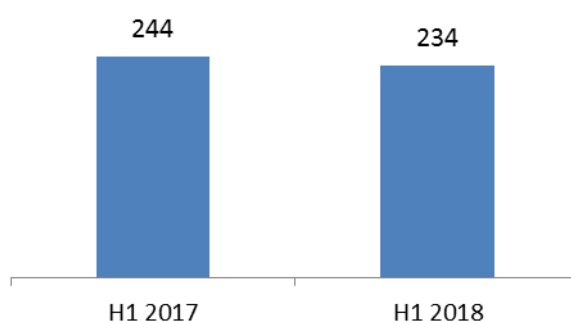
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crack spread. Total retail sales volumes at 483 kt moderately improved, with a significant contribution of the network in Bosnia and Herzegovina, and higher realization in Croatia was supported by active sales of Class Plus fuels, including 100 octane fuel. Non-fuel margin increased by 8% and non-fuel contributed 52% of the total Retail margin growth compared to last year period thanks to the continuous expansion in goods with Fresh Corner concept implementation and development of new non-fuel related services.

Total CAPEX amounted to HRK 234 million; HRK 172 million in R&M and HRK 62 million in Retail. On June 30th, 2018, INA Group operated a network of 496 service stations.

CAPEX

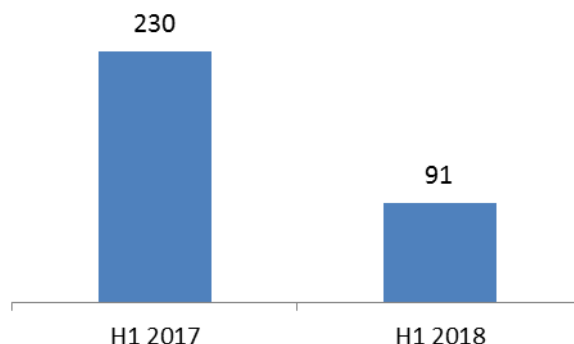
Refining and Marketing, incl. Retail



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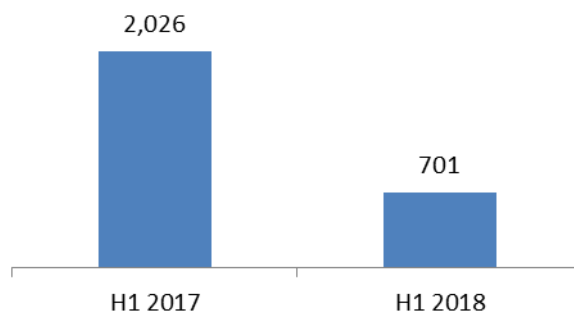
CCS EBITDA

Refining and Marketing, incl. Retail



Net gearing further decreased to 5.8%, whilst net debt decreased by 65% and amounted HRK 701 million.

Net debt



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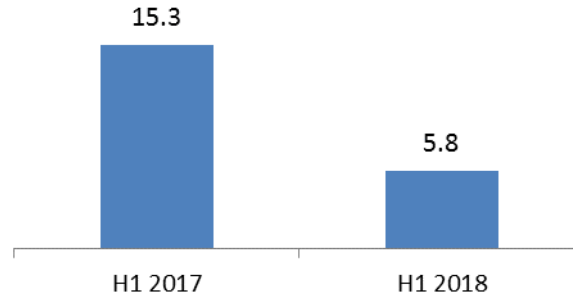
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Net gearing



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Credit Agricole (Suisse) SA

Adresa - Address

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Trg bana Josipa Jelačića 10, 10000 Zagreb
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Domovinskog rata 3, 23000 Zadar
Jadranski trg 3a, 51000 Rijeka
Varšavska 9, 10000 Zagreb
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Schottengasse 6-8, A-1010 Wien
Place de Hollande 2, Case Postale 5060 1211 Geneve 11
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4 quai General - Guisan, CH 1204

IBAN broj - IBAN Number

HR92 2340 0091 1000 2290 2
HR70 2484 0081 1006 1948 3
HR62 2360 0001 1013 0359 5
HR81 2330 0031 1002 0454 6
HR96 2407 0001 1001 5214 9
HR34 2402 0061 1006 8111 4
HR75 2503 0071 1000 6218 3
FR76 30007 99999 27 021 672 000 59
AT21 1200 0528 4400 3466 (EUR)
AT31 1200 0528 4400 3467 (USD)
CH95 0868 6001 0887 4000 2 (EUR)
CH25 0868 6001 0887 4000 1 (USD)
NL98 INGB 0650 7815 38 (EUR)
NL23 INGB 0020 0370 90 (USD)
CH36 0874 1016 2235 0000 1

Trgovački sud u Zagrebu

Commercial Court in Zagreb
MBS: 080000604
Uplaćen temeljni kapital – Paid capital stock
9.000.000.000,00 kn - HRK
Broj izdanih dionica / Nominalna vrijednost
No. of issued shares / Nominal value
10.000.000 / 900,00 kn - HRK
Matični broj – Reg. No. 3586243
OIB – 27759560625
PDV identifikacijski broj / VAT identification
number HR27759560625

Predsjednik i članovi Uprave / President and members of the Management Board:
Sándor Fasimon, Niko Dalić, Ákos Székely, Ivan Krešić, Davor Mayer, Zsolt Pethő
Predsjednik Nadzornog odbora / President of the Supervisory Board: Damir Vandelić