

FINANCIAL RESULTS

Q1 – Q3 2018 / Q3 2018

Contact:

INA

Corporate Communications

Avenija Većeslava Holjevca 10, Zagreb

Public Relations

E-mail: PR@ina.hr

Press Centre at www.ina.hr

INA, d.d. Avenija Većeslava Holjevca 10 10 020 Zagreb p.p. 555 Hrvatska - Croatia Telefon - Telephone +385(1)6450000 Faks - Fax + 385(1)6452100	Banka - Bank Privredna banka Zagreb d.d. Raffaelsenbank Austria d.d. Zagrebačka banka d.d. Societe Generale-Splitiska banka d.d. OTP banka Hrvatska d.d. Erste&Steiermärkische Bank d.d. Sberbank d.d. NATIXIS UniCredit Bank Austria AG BNP Paribas (Suisse) SA ING Bank NV Credit Agricole (Suisse) SA	Adresa - Address Radnička cesta 50, 10000 Zagreb Petlinjska 59, 10000 Zagreb Trg bana Josipa Jelačića 10, 10000 Zagreb R. Boškovića 16, 21000 Split Domovinskog rata 3, 23000 Zadar Jadranski trg 3a, 51000 Rijeka Varšavska 9, 10000 Zagreb Avenue Pierre Mendes 30, 75013 Paris Schottengasse 6-8, A-1010 Wien Place de Hollande 2, Case Postale 5060 1211 Geneve 11 PO BOX 1800, 1000 BV Amsterdam 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) AT91 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 Kresčić, Davor Mayer, Zsolt Pethő				
Predsjednik Nadzornog odbora / President of the Supervisory Board: Damir Vandelić				

INA: increased revenues in Q1 – Q3 2018

Key achievements

- ✓ INA Group's EBITDA¹ amounted to HRK 2,685 million
- ✓ Net debt at HRK 1,136 million and gearing is low at 8.8%
- ✓ CAPEX amounted to HRK 912 million
- ✓ In relation to Q1 – Q3 2017, net sales revenues increased by 21%

Zagreb, October 26, 2018 – In the first nine months of 2018, INA Group increased its revenues by 21% to HRK 16,227 million, compared to the same period last year. The result is mainly driven by higher refined products sales combined with higher crude oil and product prices. Total CCS EBITDA excluding special items decreased by 10% compared to the same period of 2017 and amounted to HRK 2,217 million due to lower contribution of Refining and Marketing including Retail. EBITDA was at the similar level compared to Q1 – Q3 2017 and amounted HRK 2,685 million.

Exploration and Production EBITDA excluding special items benefited from significantly higher realized hydrocarbon price and amounted to HRK 2,162 million, which is 11% growth compared to the same period in 2017, while maturing of the production assets expectedly brought a 9% drop in hydrocarbon production. CCS EBITDA of Refining and Marketing incl. Retail amounted to HRK 339 million. Due to higher processing level in refining in Q3 2018, EBITDA increased by 34% and amounted to HRK 807 million despite lower processing level in

¹ EBITDA = EBIT + Depreciation, amortization and impairment (net)

INA, d.d.	Banka - Bank	Adresa - Address	IBAN broj - IBAN Number	Trgovački sud u Zagrebu Commercial Court in Zagreb
Avenija Većeslava Holjevcva 10 10 020 Zagreb p.p. 555 Hrvatska - Croatia Telefon - Telephone +385(1)6450000 Faks - Fax + 385(1)6452100	Privredna banka Zagreb d.d. Raffaelsenbank Austria d.d. Zagrebačka banka d.d. OTP banka Hrvatska d.d. Erste&Steiermärkische Bank d.d. Sberbank d.d. NATIXIS UniCredit Bank Austria AG	Radnička cesta 50, 10000 Zagreb Petrijska 59, 10000 Zagreb Trg bana Josipa Jelačića 10, 10000 Zagreb R. Boškovića 16, 21000 Split Domovinskog rata 3, 23000 Zadar Jadranski trg 3a, 51000 Rijeka Varšavska 9, 10000 Zagreb Avenue Pierre Mendès 30, 75013 Paris Schottengasse 6-8, A-1010 Wien	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 21 021 672 000 59 AT21 1200 0528 4400 3466 (EUR) AT91 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 0674 1016 2235 0000 1	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
	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		

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



the first part of 2018 due to planned maintenance activities. Retail fuel sales moderately improved with the growth of the network.

Compared to the Q1 – Q3 2017, CAPEX increased and amounted to HRK 912 million with a continued focus on Croatian investments. At the same time net debt decreased to HRK 1,136 million at the end of Q3 2018, with net gearing below 9%.

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

“INA operations in 2018 continue to be positively impacted by oil prices increase and favorable Upstream environment. The total effect on INA revenues was significant, with more than 20% increase, and profit even surpassed the comparable 2017 level.

Upstream operations continue to address the natural decline with ongoing EOR activities and well workover campaign. All these activities kept the domestic crude oil production stable, while the natural decline in the gas production proves more challenging to moderate, at least until the finalization of our transaction with ENI for the North Adriatic concession areas.

Refining volumes increased in Q3, offsetting the earlier regular maintenance activities and bringing the 2018 throughput to somewhat higher level in relation to the comparable period of 2017. Crude basket continues to be expanded thus altering the production yield, but we are also processing more favorable crude types.

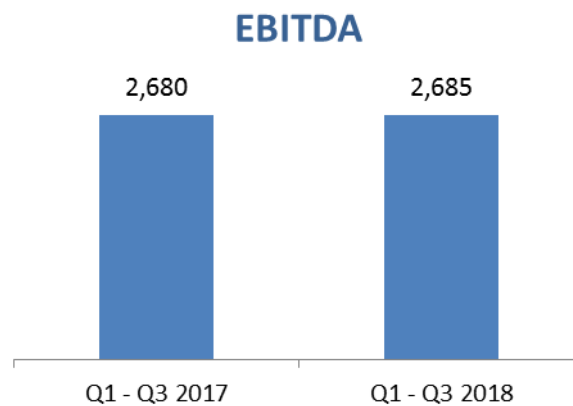
Despite the improved Downstream EBITDA, its cash flow remains negative, emphasizing the necessary change toward sustainable operations and prudent investments in the ever changing market conditions. We are focused on sustainable, profitable return-providing investments which would increase our competitiveness on the regional market.

INA, d.d. Avenija Većeslava Holjevcva 10 10 020 Zagreb p.p. 555 Hrvatska - Croatia Telefon - Telephone +385(1)6450000 Faks - Fax + 385(1)6452100	Banka - Bank Privredna banka Zagreb d.d. Raiffeisenbank Austria d.d. Zagrebačka banka d.d. Societe Generale-Splitska banka d.d. OTP banka Hrvatska d.d. Erste&Steiermärkische Bank d.d. Sberbank d.d. NATIXIS UniCredit Bank Austria AG BNP Paribas (Suisse) SA ING Bank NV Credit Agricole (Suisse) SA	Adresa - Address Radnička cesta 50, 10000 Zagreb Petrinjska 59, 10000 Zagreb Trg bana Josipa Jelačića 10, 10000 Zagreb R. Boškovića 16, 21000 Split Domovinskog rata 3, 23000 Zadar Jadranski trg 3a, 51000 Rijeka Varšavska 9, 10000 Zagreb Avenue Pierre Mendes 30, 75013 Paris Schottengasse 6-8, A-1010 Wien Place de Hollande 2, Case Postale 5060 1211 Geneve 11 PO BOX 1800, 1000 BV Amsterdam 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 21 021 672 000 59 AT21 1200 0528 4400 3466 (EUR) AT91 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 0674 1016 2235 0000 1	Trgovački sud u Zagrebu <i>Commercial Court in Zagreb</i> 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 Kresčić, Davor Mayer, Zsolt Pethő Predsjednik Nadzornog odbora / President of the Supervisory Board: Damir Vandelić				

Moderate Retail growth is in line with the seasonal movements, while growth on B&H market shows strong INA position on core markets. Positive result and continuous sales increase are the best indicators that INA provides high quality services and meets the needs of the market.”

Operating results overview

- ✓ Group's EBITDA was HRK 2,685 million
- ✓ Operating profit amounted to HRK 1,440 million
- ✓ Net profit reached HRK 1,056 million
- ✓ CAPEX amounted to HRK 912 million



INA, d.d.

Avenija Većeslava Holjevcica 10
10 020 Zagreb p.p. 555
Hrvatska - Croatia
Telefon - Telephone +385(1)6450000
Faks - Fax + 385(1)6452100

Banka - Bank

Privredna banka Zagreb d.d.
Raffaelsenbank Austria d.d.
Zagrebačka banka d.d.
Societe Generale-Splitska banka d.d.
OTP banka Hrvatska d.d.
Erste&Steiermärkische Bank d.d.
Sberbank d.d.
NATIXIS
UniCredit Bank Austria AG
BNP Paribas (Suisse) SA
ING Bank NV
Credit Agricole (Suisse) SA

Adresa - Address

Radnička cesta 50, 10000 Zagreb
Petrijska 59, 10000 Zagreb
Trg bana Josipa Jelačića 10, 10000 Zagreb
R. Boškovića 16, 21000 Split
Domovinskog rata 3, 23000 Zadar
Jadranski trg 3a, 51000 Rijeka
Varšavska 9, 10000 Zagreb
Avenue Pierre Mendès 30, 75013 Paris
Schottengasse 6-8, A-1010 Wien
Place de Hollande 2, Case Postale 5060 1211 Geneve 11
PO BOX 1800, 1000 BV Amsterdam
4 quai General - Guisan, CH 1204

IBAN broj - IBAN Number

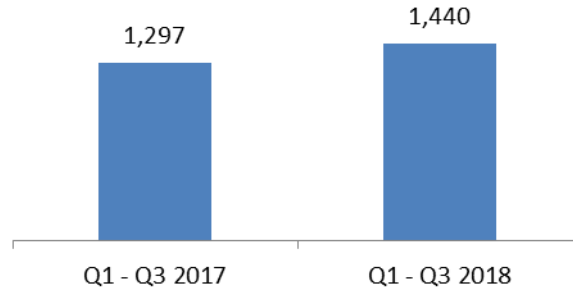
HR92 2340 0091 1000 2290 2
HR70 2484 0081 1006 1948 3
HR62 2360 0001 1013 0359 5
HR81 2330 0031 1002 0454 6
HR96 2407 0001 1001 5214 9
HR34 2402 0061 1006 8111 4
HR75 2503 0071 1000 6218 3
FR76 30007 99999 21 021 672 000 59
AT21 1200 0528 4400 3466 (EUR)
AT91 1200 0528 4400 3467 (USD)
CH95 0868 6001 0887 4000 2 (EUR)
CH25 0868 6001 0887 4000 1 (USD)
NL98 INGB 0650 7815 38 (EUR)
NL23 INGB 0020 0370 90 (USD)
CH36 0674 1016 2235 0000 1

Trgovački sud u Zagrebu
Commercial Court in Zagreb
MBS: 080000604

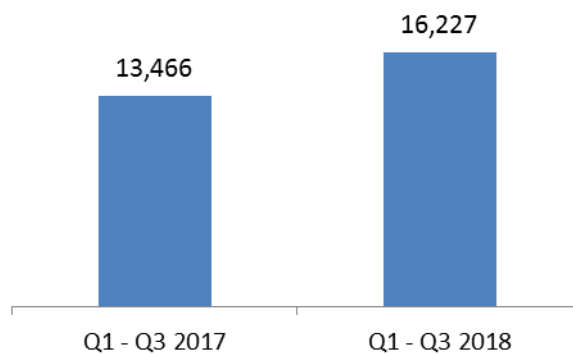
Uplaćen temeljni kapital – Paid capital stock
9.000.000.000,00 kn - HRK
Broj izdanih dionica / Nominalna vrijednost
No. of issued shares / Nominal value
10.000.000 / 900,00 kn - HRK
Matični broj – Reg. No. 3586243
OIB – 27759560625
PDV identifikacijski broj / VAT identification
number HR27759560625

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

Profit from operations



Net sales revenues



INA, d.d.

Avenija Većeslava Holjevca 10
10 020 Zagreb p.p. 555
Hrvatska - Croatia
Telefon - Telephone +385(1)6450000
Faks - Fax + 385(1)6452100

Banka - Bank

Privredna banka Zagreb d.d.
Raiffeisenbank Austria d.d.
Zagrebačka banka d.d.
Societe Generale-Splitska banka d.d.
OTP banka Hrvatska d.d.
Erste&Steiermärkische Bank d.d.
Sberbank d.d.
NATIXIS
UniCredit Bank Austria AG

BNP Paribas (Suisse) SA

ING Bank NV

Credit Agricole (Suisse) SA

Adresa - Address

Radnička cesta 50, 10000 Zagreb
Petrijska 59, 10000 Zagreb
Trg bana Josipa Jelačića 10, 10000 Zagreb
R. Boškovića 16, 21000 Split
Domovinskog rata 3, 23000 Zadar
Jadranski trg 3a, 51000 Rijeka
Varšavska 9, 10000 Zagreb
Avenue Pierre Mendes 30, 75013 Paris
Schottengasse 6-8, A-1010 Wien

Place de Hollande 2, Case Postale 5060 1211 Geneve 11

PO BOX 1800, 1000 BV Amsterdam

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 21 021 672 000 59
AT21 1200 0528 4400 3466 (EUR)
AT91 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 0674 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

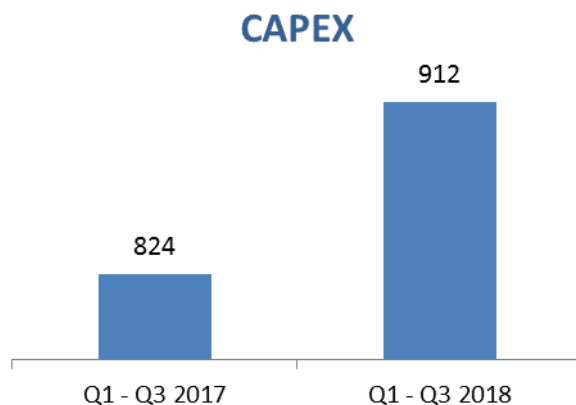
Matični broj – Reg. No. 3586243

OIB – 27759560625

PDV identifikacijski broj / VAT identification

number HR27759560625

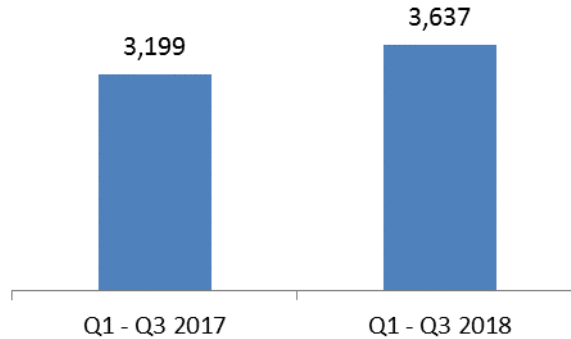
Predsjednik i članovi Uprave / President and members of the Management Board:
Sándor Fasimon, Niko Dalić, Ákos Székely, Ivan Kresčić, Davor Mayer, Zsolt Pethő
Predsjednik Nadzornog odbora / President of the Supervisory Board: Damir Vandelić



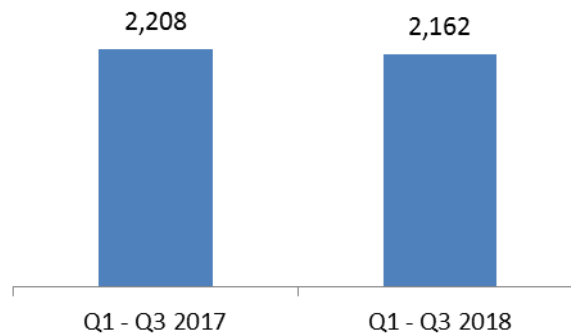
Exploration and Production – In Q1 – Q3 2018, EBITDA reached HRK 2,162 million. The 39% higher Brent price had a positive effect on oil and condensate sales revenues in the amount of HRK 490 million, while higher realized gas prices resulted in a HRK 318 million higher natural gas revenues. Domestic crude oil production is slightly higher as a result of additional development projects and the EOR project, as well as full year production from two new wells on Hrastilnica field. CAPEX increased by 5% and amounted to HRK 430 million, out of which HRK 378 million in Croatia.

INA, d.d. Avenija Većeslava Holjevca 10 10 020 Zagreb p.p. 555 Hrvatska - Croatia Telefon - Telephone +385(1)6450000 Faks - Fax + 385(1)6452100	Banka - Bank Privredna banka Zagreb d.d. Raffaelsenbank Austria d.d. Zagrebačka banka d.d. Societe Generale-Splitska banka d.d. OTP banka Hrvatska d.d. Erste&Steiermärkische Bank d.d. Sberbank d.d. NATIXIS UniCredit Bank Austria AG BNP Paribas (Suisse) SA ING Bank NV Credit Agricole (Suisse) SA	Adresa - Address Radnička cesta 50, 10000 Zagreb Petrijska 59, 10000 Zagreb Trg bana Josipa Jelačića 10, 10000 Zagreb R. Boškovića 16, 21000 Split Domovinskog rata 3, 23000 Zadar Jadranski trg 3a, 51000 Rijeka Varšavska 9, 10000 Zagreb Avenue Pierre Mendès 30, 75013 Paris Schottengasse 6-8, A-1010 Wien Place de Hollande 2, Case Postale 5060 1211 Geneve 11 PO BOX 1800, 1000 BV Amsterdam 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 21 021 672 000 59 AT21 1200 0528 4400 3466 (EUR) AT91 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 0674 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 Kresčić, Davor Mayer, Zsolt Pethő Predsjednik Nadzornog odbora / President of the Supervisory Board: Damir Vandelić				

Net sales revenues Exploration and Production



EBITDA Exploration and Production



INA, d.d.

Avenija Većeslava Holjevca 10
10 020 Zagreb p.p. 555
Hrvatska - Croatia
Telefon - Telephone +385(1)6450000
Faks - Fax + 385(1)6452100

Banka - Bank

Privredna banka Zagreb d.d.
Raiffeisenbank Austria d.d.
Zagrebačka banka d.d.
Societe Generale-Splitska banka d.d.
OTP banka Hrvatska d.d.
Erste&Steiermärkische Bank d.d.
Sberbank d.d.
NATIXIS
UniCredit Bank Austria AG

BNP Paribas (Suisse) SA

ING Bank NV

Credit Agricole (Suisse) SA

Adresa - Address

Radnička cesta 50, 10000 Zagreb
Petrijska 59, 10000 Zagreb
Trg bana Josipa Jelačića 10, 10000 Zagreb
R. Boškovića 16, 21000 Split
Domovinskog rata 3, 23000 Zadar
Jadranski trg 3a, 51000 Rijeka
Varšavska 9, 10000 Zagreb
Avenue Pierre Mendes 30, 75013 Paris
Schottengasse 6-8, A-1010 Wien

Place de Hollande 2, Case Postale 5060 1211 Geneve 11

PO BOX 1800, 1000 BV Amsterdam

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 21 021 672 000 59
AT21 1200 0528 4400 3466 (EUR)
AT91 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 0674 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

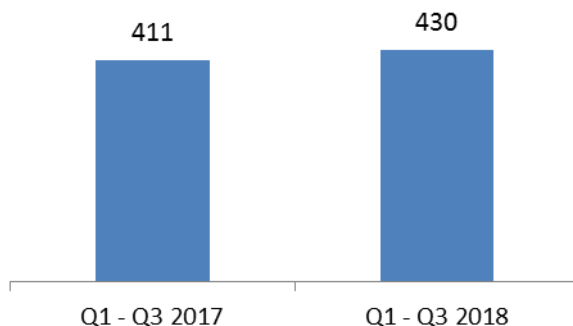
OIB – 27759560625

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 Kresčić, Davor Mayer, Zsolt Pethő
Predsjednik Nadzornog odbora / President of the Supervisory Board: Damir Vandelić

CAPEX Exploration and Production



Refining and Marketing, including Retail – Q1 – Q3 2018 revenues amounted to HRK 14,197 million, showing increase by 22% compared to Q1 – Q3 2017. However, the segment operated with a loss driven by a number of factors: higher Brent price, weakening of the external refining environment with lower gasoline and fuel oil crack spreads, partially mitigated by higher diesel crack spread. Total retail sales volumes at 827 kt moderately improved compared to the same period in 2017, with a significant contribution of the network in Bosnia and Herzegovina, while higher realization in Croatia was supported by active sales of Class Plus fuels, including 100 octane fuel. The result was affected by continuous expansion in goods, Fresh Corner concept implementation and development of new non-fuel related services. Total CAPEX amounted to HRK 464 million; HRK 337 million in R&M and HRK 127 million in Retail. On September 30, 2018, INA Group operated a network of 500 service stations.

INA, d.d.

Avenija Većeslava Holjevca 10
10 020 Zagreb p.p. 555
Hrvatska - Croatia
Telefon - Telephone +385(1)6450000
Faks - Fax + 385(1)6452100

Banka - Bank

Privredna banka Zagreb d.d.
Raffaelsenbank Austria d.d.
Zagrebačka banka d.d.
Societe Generale-Splitska banka d.d.
OTP banka Hrvatska d.d.
Erste&Steiermärkische Bank d.d.
Sberbank d.d.
NATIXIS
UniCredit Bank Austria AG
BNP Paribas (Suisse) SA
ING Bank NV
Credit Agricole (Suisse) SA

Adresa - Address

Radnička cesta 50, 10000 Zagreb
Petrijska 59, 10000 Zagreb
Trg bana Josipa Jelačića 10, 10000 Zagreb
R. Boškovića 16, 21000 Split
Domovinskog rata 3, 23000 Zadar
Jadranski trg 3a, 51000 Rijeka
Varšavska 9, 10000 Zagreb
Avenue Pierre Mendes 30, 75013 Paris
Schottengasse 6-8, A-1010 Wien
Place de Hollande 2, Case Postale 5060 1211 Geneve 11
PO BOX 1800, 1000 BV Amsterdam
4 quai General - Guisan, CH 1204

IBAN broj - IBAN Number

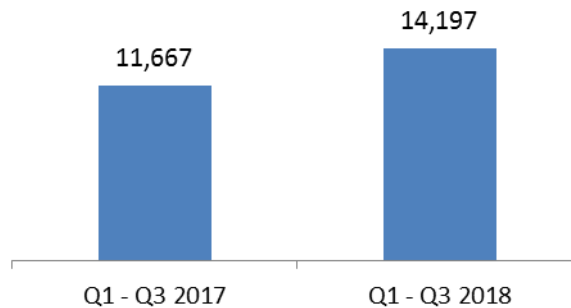
HR92 2340 0091 1000 2290 2
HR70 2484 0081 1006 1948 3
HR62 2360 0001 1013 0359 5
HR81 2330 0031 1002 0454 6
HR96 2407 0001 1001 5214 9
HR34 2402 0061 1006 8111 4
HR75 2503 0071 1000 6218 3
FR76 30007 99999 21 021 672 000 59
AT21 1200 0528 4400 3466 (EUR)
AT91 1200 0528 4400 3467 (USD)
CH95 0868 6001 0887 4000 2 (EUR)
CH25 0868 6001 0887 4000 1 (USD)
NL98 INGB 0650 7815 38 (EUR)
NL23 INGB 0020 0370 90 (USD)
CH36 0674 1016 2235 0000 1

Trgovački sud u Zagrebu
Commercial Court in Zagreb
MBS: 080000604

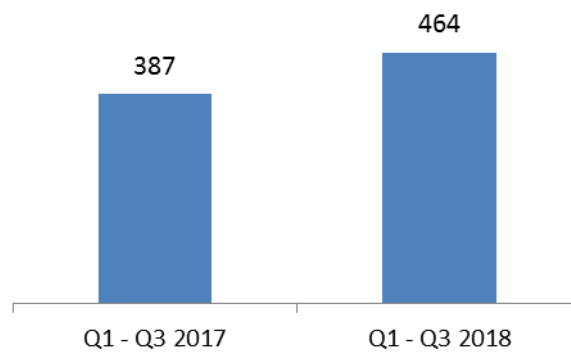
Uplaćen temeljni kapital – Paid capital stock
9.000.000.000,00 kn - HRK
Broj izdanih dionica / Nominalna vrijednost
No. of issued shares / Nominal value
10.000.000 / 900,00 kn - HRK
Matični broj – Reg. No. 3586243
OIB – 27759560625
PDV identifikacijski broj / VAT identification
number HR27759560625

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

Net sales revenues
Refining and Marketing, incl.
Retail



CAPEX
Refining and Marketing, incl. Retail



Net gearing amounted to 8.8%, whilst net debt reached HRK 1,136 million.

INA, d.d.

Avenija Većeslava Holjevca 10
10 020 Zagreb p.p. 555
Hrvatska - Croatia
Telefon - Telephone +385(1)6450000
Faks - Fax + 385(1)6452100

Banka - Bank

Privredna banka Zagreb d.d.
Raffaelsenbank Austria d.d.
Zagrebačka banka d.d.
Societe Generale-Splitska banka d.d.
OTP banka Hrvatska d.d.
Erste&Steiermärkische Bank d.d.
Sberbank d.d.
NATIXIS
UniCredit Bank Austria AG

BNP Paribas (Suisse) SA

ING Bank NV

Credit Agricole (Suisse) SA

Adresa - Address

Radnička cesta 50, 10000 Zagreb
Petrijska 59, 10000 Zagreb
Trg bana Josipa Jelačića 10, 10000 Zagreb
R. Boškovića 16, 21000 Split
Domovinskog rata 3, 23000 Zadar
Jadranski trg 3a, 51000 Rijeka
Varšavska 9, 10000 Zagreb
Avenue Pierre Mendès 30, 75013 Paris
Schottengasse 6-8, A-1010 Wien

Place de Hollande 2, Case Postale 5060 1211 Geneve 11

PO BOX 1800, 1000 BV Amsterdam

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 21 021 672 000 59
AT21 1200 0528 4400 3466 (EUR)
AT91 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 0674 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

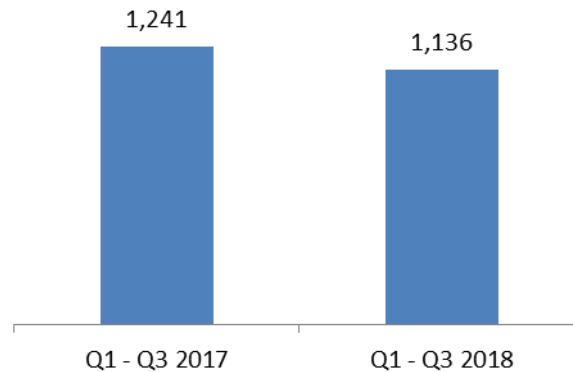
OIB – 27759560625

PDV identifikacijski broj / VAT identification

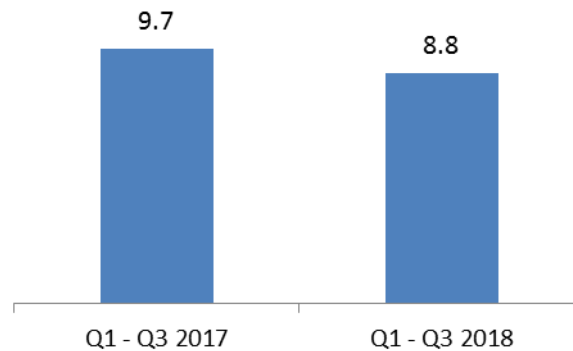
number HR27759560625

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

Net debt



Net gearing



INA, d.d.

Avenija Većeslava Holjevca 10
10 020 Zagreb p.p. 555
Hrvatska - Croatia
Telefon - Telephone +385(1)6450000
Faks - Fax + 385(1)6452100

Banka - Bank

Privredna banka Zagreb d.d.
Raffaelsenbank Austria d.d.
Zagrebačka banka d.d.
Societe Generale-Splitska banka d.d.
OTP banka Hrvatska d.d.
Erste&Steiermärkische Bank d.d.
Sberbank d.d.
NATIXIS
UniCredit Bank Austria AG
BNP Paribas (Suisse) SA
ING Bank NV
Credit Agricole (Suisse) SA

Adresa - Address

Radnička cesta 50, 10000 Zagreb
Petrijska 59, 10000 Zagreb
Trg bana Josipa Jelačića 10, 10000 Zagreb
R. Boškovića 16, 21000 Split
Domovinskog rata 3, 23000 Zadar
Jadranski trg 3a, 51000 Rijeka
Varšavska 9, 10000 Zagreb
Avenue Pierre Mendes 30, 75013 Paris
Schottengasse 6-8, A-1010 Wien
Place de Hollande 2, Case Postale 5060 1211 Geneve 11
PO BOX 1800, 1000 BV Amsterdam
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 21 021 672 000 59
AT21 1200 0528 4400 3466 (EUR)
AT91 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 0674 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 Kresčić, Davor Mayer, Zsolt Pethő
Predsjednik Nadzornog odbora / President of the Supervisory Board: Damir Vandelić