

FINANCIAL RESULTS

Q3 AND Q1-Q3 2019

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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. OTP banka Hrvatska banka 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 continues with revenues growth in Q1-Q3 2019

Key achievements

- ✓ Net sales revenues increased by 2% and amounted to HRK 16,550 million
- ✓ CAPEX amounted to HRK 1,541 million and increased by 69%
- ✓ CCS EBITDA excluding special items increased by 8% and amounted to HRK 2,397 million
- ✓ INA Group's EBITDA¹ amounted to HRK 2,208 million
- ✓ Operating cash flow amounted to HRK 1,378 million

Zagreb, October 28, 2019 – In Q1-Q3 2019, INA Group revenues totaled at HRK 16,550 million while CCS EBITDA excluding special items amounted to HRK 2,397 million, improving 8% compared to the same period last year. The average oil prices decreased somewhat during the first nine months of 2019 therefore reported EBITDA amounted to HRK 2,208 million and profit² amounted to HRK 679 million.

Exploration and Production EBITDA amounted to HRK 1,819 million on the back of lower hydrocarbon price. Overall production volumes were flat supported by higher crude oil production in Egypt, as a result of increased exploration drilling and development activities. Refining and Marketing including Consumer Services and Retail CCS EBITDA excluding special items amounted to HRK 526 million increasing by HRK 137 million year-on-year. The main

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

² Profit for the period excluding special items

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result driver was better sales performance, utilizing market conditions and improved Rijeka Refinery white product yields as well as improving consumer services performance. Retail volumes increased by 3% as a result of better performance in Croatia and network expansion in Montenegro.

Q1 - Q3 2019 was an investment intensive period. CAPEX increased by 69% compared to the same period last year and amounted HRK 1,541 million, mainly driven by refining investments. Investments in Croatia amounted to HRK 1,319 million, more than double compared to the same period last year. Net gearing amounted to 21% with net debt at HRK 3,036 million.

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

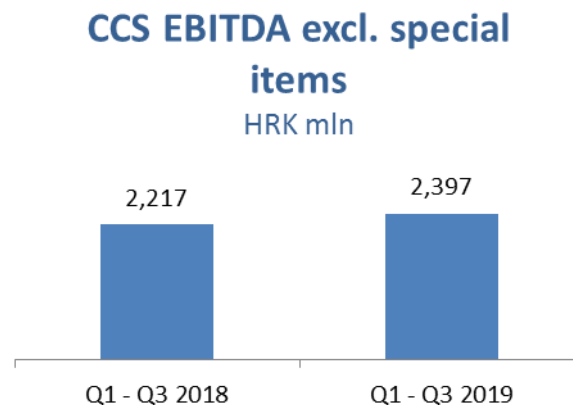
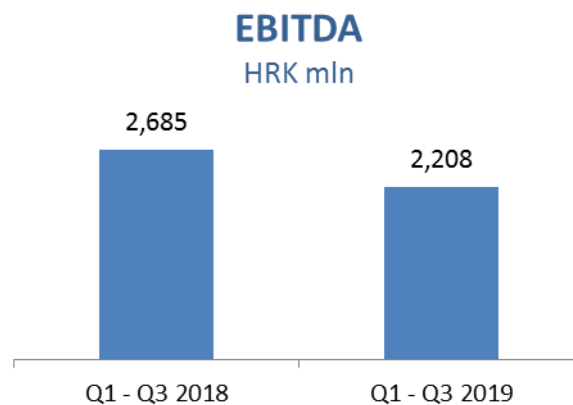
“Intensive investments INA carried out during the first nine months of 2019 started to show results. Total investments exceeded HRK 1.5 billion, majority of which was spent domestically. Rijeka refinery turnaround, as one of the largest ones in the company’s history, was completed. Numerous improvements implemented during this turnaround are already visible in the better production structure, with higher share of profitable white products. This is also to be further improved with future expected projects, in line with the INA Downstream 2023 New Course program.

Also, the increased level of Upstream activities in Egypt is starting to give results with a 23% increase of oil production in Egypt. This, together with the continuous workover activities in Croatia, currently stabilized the hydrocarbon production impacted with natural decline.

The final results remain effected by the less favorable external environment, but INA utilized the market environment. Bosnia and Herzegovina sales increased by around 18% while total INA Downstream sales stayed stable at more than 3.1 million tones. Retail performance stayed strong, both domestically and in the expanded Montenegro network.

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In general, with the lower processing due to planned Rijeka turnaround and deteriorated environment, INA Group EBITDA and other indicators are stable, but somewhat decreased. Still, the total revenues stayed strong and even increased by 2%, giving a favorable outlook for 2019 year end.”



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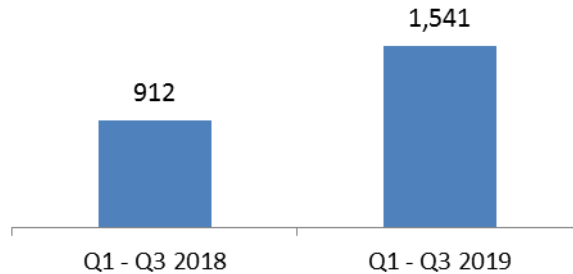
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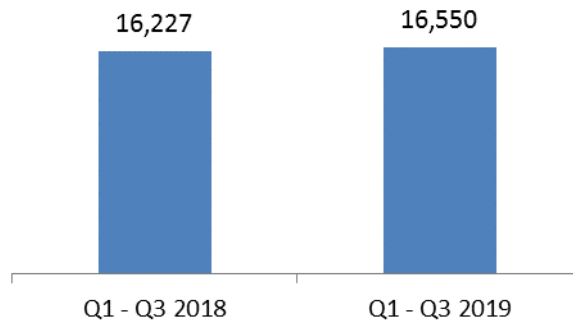
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CAPEX HRK mln



Net sales revenues HRK mln



Exploration and Production – CAPEX increased by 15% and amounted to HRK 494 million, out of which HRK 364 million in Croatia. Higher investment level is realized mostly due to exploration drilling and development activities in Egypt, well workovers performed in Croatia and Drava-02 exploration program activities. Domestic crude oil and natural gas production is rather stable with mild natural decline. In Q1-Q3 2019, net sales revenues amounted to HRK 2,837 million, due to the 10% lower Brent price.

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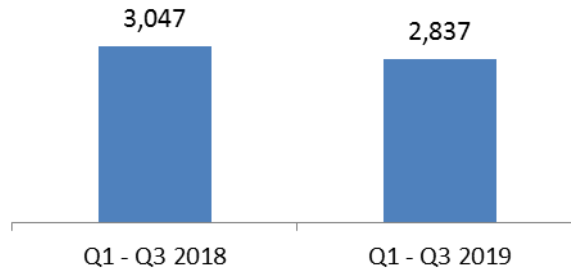
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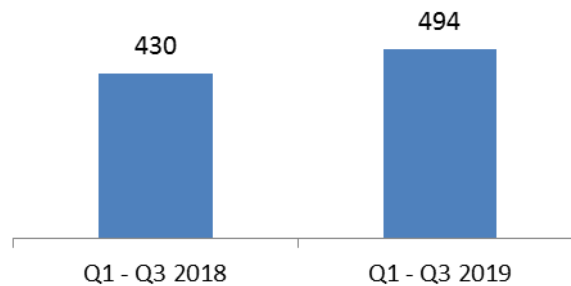
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Net sales revenues
Exploration and Production
HRK mln



CAPEX
Exploration and Production
HRK mln



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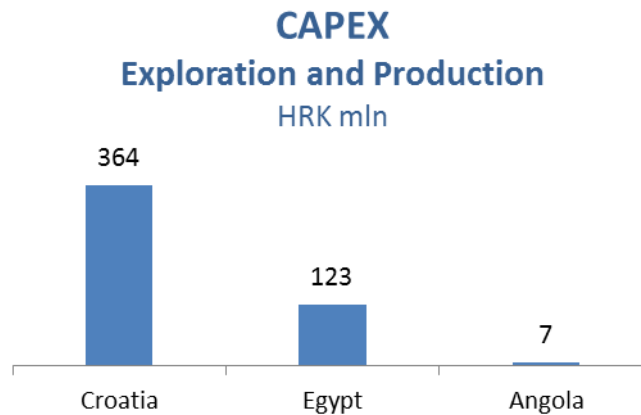
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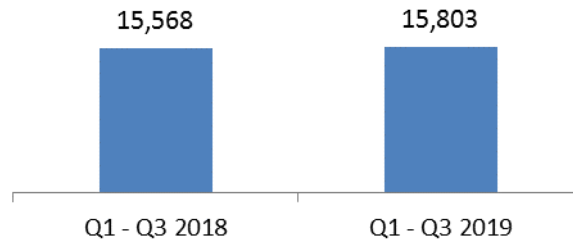
Refining and Marketing, including Consumer Services and Retail – In Q1-Q3 2019 net sales revenues slightly increased and amounted to HRK 15,803 million. The result was driven by a number of factors: lower Brent price, decreased gasoline and LPG crack spreads and slightly higher diesel crack spread. Furthermore, lower processing, higher share of profitable white products after the Rijeka Refinery turnaround, increased wholesale volumes and higher motor fuel import volumes also affected the result. Total retail sales volumes at 854 kt improved by 3% compared to the same period in 2018, with a significant contribution from Croatian and Montenegrin markets.

Total CAPEX increased by 113% and amounted to HRK 986 million; HRK 821 million in R&M, mainly driven by Rijeka Refinery turnaround, and HRK 165 million in Consumer Services and Retail driven by various investment projects and expanding the non-fuel offer in line with the Fresh Corner concept.

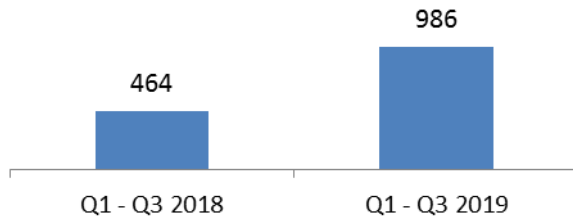
On September 30, 2019, INA Group operated a network of 510 service stations.

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Net sales revenues
Refining and Marketing, incl.
Consumer Services and Retail
HRK mln



CAPEX
Refining and Marketing, incl.
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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