

FINANCIAL RESULTS

Q1 2021

Contact:

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Corporate Communications and Marketing
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Zagrebačka banka d.d.
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Erste&Steiermärkische Bank d.d.
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NATIXIS
UniCredit Bank Austria AG
ING Bank NV

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Jadranski trg 3a, 51000 Rijeka
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IBAN broj - IBAN Number,

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HR70 2484 0081 1006 1948 3
HR62 2360 0001 1013 0359 5
HR96 2407 0001 1001 5214 9
HR34 2402 0061 1006 8114 4
HR75 2503 0071 1000 6218 3
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NL23 INGB 0020 0370 90 (USD)

Trgovački sud u Zagrebu

Commercial Court in Zagreb
MBS: 080000604
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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, Barbara Dorić, Darko Markotić, József Simola, Ferenc Horváth
Predsjednik Nadzornog odbora / President of the Supervisory Board: Damir Vandelić

INA Group remains financially stable in the slowly recovering environment

- After a most challenging 2020, in Q1 2021 hydrocarbon prices recovered and COVID-19 restrictions were somewhat eased, having a positive effect on INA Group results, but still not allowing a relaxed approach to business.
- Thanks to timely financial and operational measures strategic investments such as the Residue Upgrade Project in Rijeka Refinery move forward.
- INA entered a new concession in Egypt.
- Key achievements:
 - ✓ Net sales revenues amounted to HRK 3,953 million
 - ✓ EBITDA amounted to HRK 467 million
 - ✓ CAPEX amounted to HRK 228 million
 - ✓ Simplified Free Cash Flow amounted to HRK 216 million

Zagreb, April 29, 2021 – The beginning of 2021 was marked by a more favorable external environment compared to 2020, which was one of the most challenging years for oil & gas industry. Although the world economy is still far from recovery and demand is limited, the impact of gradual easing of COVID-19 restrictions is visible.

EBITDA reached HRK 467 million and Profit for the period amounted to HRK 50 million, in contrast with the losses in 2020 caused by a large drop in hydrocarbon prices and consequent negative inventory revaluation. Exploration and Production benefited from the increased hydrocarbon prices but expected natural decline continued with production level below 28 th boe/d, 12% lower compared to Q1 2020. This drove the business' EBITDA to HRK 401 million, 5% lower compared to Q1 2020. In Q1 2021, INA entered a new concession in Egypt, following

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efforts to partly compensate for the natural decline of production on domestic fields. Refining and Marketing incl. Consumer services and Retail reached CCS EBITDA of HRK 138 million in Q1 2021. Despite the 3% lower fuel demand, Retail contribution remained strong.

Investment activities were 17% higher compared to Q1 2020. Strategic investments continue with Rijeka Refinery Upgrade as the main project while constant financial discipline throughout the crisis resulted in stable net debt of HRK 2,723 million.

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

“After the year 2020, marked by an unseen crisis in the oil & gas industry, the start of 2021 shows some signs of segment recovery, although it is certain that the industry will not return to its previous power soon. Brent prices moved around USD 50 during Q1 2021 which positively affected the result, but doesn’t allow for a laid-back approach to operations. INA Group, with its timely reaction to crisis, managed to keep a stable financial position and ensured continuity in implementing strategic projects.

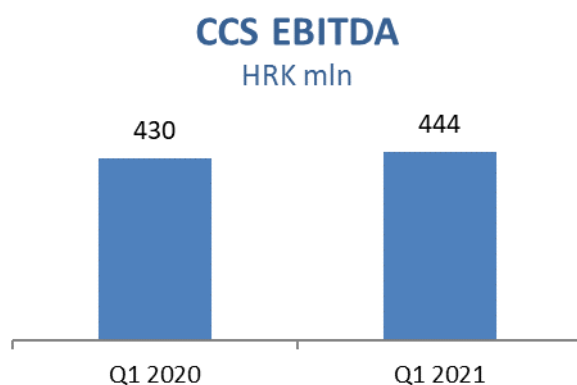
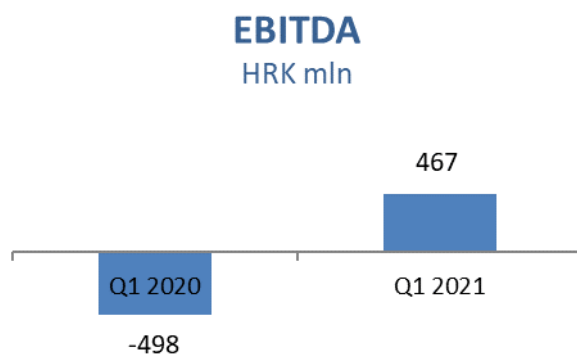
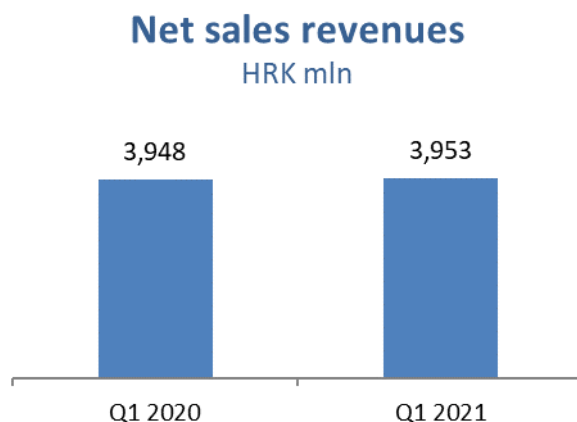
Q1 2021 Exploration & Production operations have seen a continued trend of decreased production, something that is expected given the mature structure of INA fields, which was partially offset with the mentioned increase in prices. On the other hand, a new transaction in Egypt, Block 10 concession area, was finalized which will allow for some upside in future production.

Refining operations have been adjusted to demand during 2020, with profitable import ensuring stable market supply, but with the relative easing of COVID-19 restrictions and some optimism in the macroenvironment, domestic processing started at the end of the first quarter. Retail sales volumes are roughly at previous year level, while non-fuel margin records a steady and strong growth.

Any forward-looking statements in an environment still burdened by pandemic restrictions are hard to make, but INA can and will work on its internal actions, including continuation of

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strategic projects as well as adjusting its operations quickly to any market development, to ensure stable cash generation in the future.”



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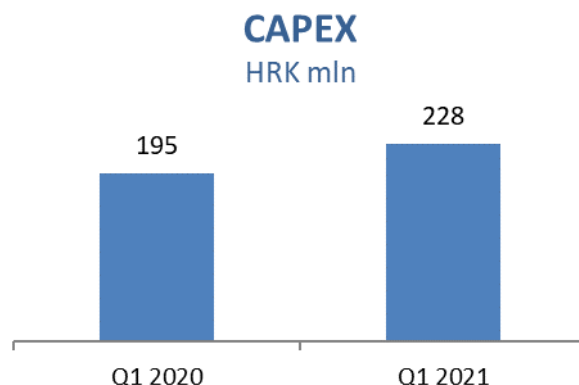
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Exploration and Production – Net sale revenues in Q1 2021 decreased compared to the same period 2020 and amounted to HRK 688 million, while CAPEX amounted HRK 94 million, out of which approximately half in Croatia and half in Egypt. Average hydrocarbon price increased by 8% positively impacting sales revenues.

Domestic crude oil production was lower as a result of expected natural decline and increased water cut. Crude oil production in Egypt was slightly higher related to the fields of North Bahariya concession, while in Angola lower volumes reflect weaker wells performance and maintenance shutdown on Block 3/05 prior to workover campaign start. Natural gas production decreased as a result of increased water cut and no production from Ivana D. Onshore production was lower mainly due to higher water cut on Deep Podravina and Međimurje area. Condensate production was lower caused by natural decline.

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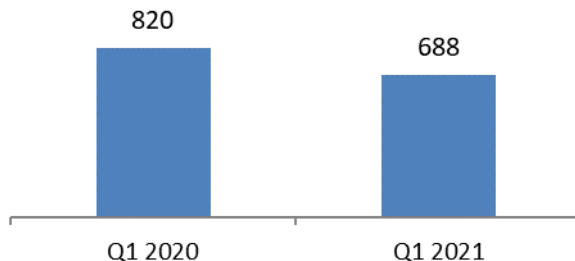
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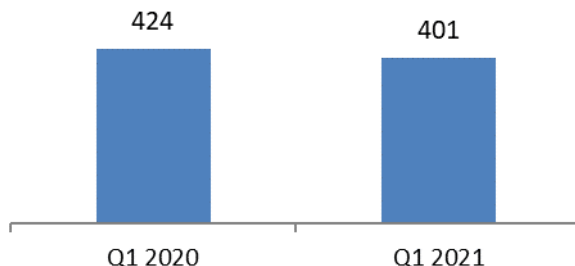
Net sales revenues Exploration and Production

HRK mln



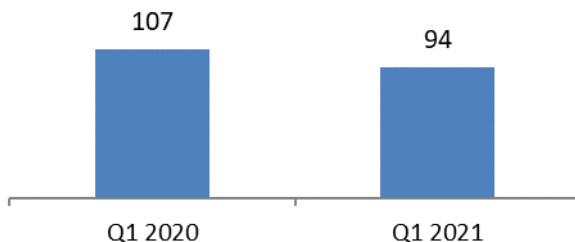
EBITDA Exploration and Production

HRK mln



CAPEX Exploration and Production

HRK mln



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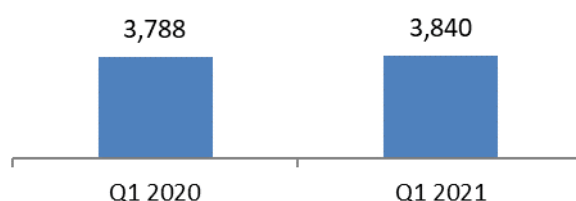
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Refining and Marketing, including Consumer Services and Retail – In Q1 2021 net sales revenues amounted to HRK 3,840 million, slightly over the 2020 level. Optimized operations due to unfavourable external environment resulted in lower refinery processing by 112 kt, but the market supply was stable thanks to profitable import and Rijeka refinery start-up in March. Refining margins remained under pressure with less favourable crack spreads of key products (middle distillates: diesel, jet, gasoil), but the reported result was positively influenced by upward trend of crude and product prices. Total Retail sales volumes amounted to 209 kt, 3% below 2020 realisation related to the impact of coronavirus pandemic. Clean CCS EBITDA result was HRK 155 million above the previous year driven by both R&M and Retail results. Total CAPEX amounted to HRK 127 million. R&M CAPEX amounted to HRK 117 million, mainly driven by Residue Upgrade project, and partly Biorefinery project. Consumer Services and Retail CAPEX amounted to HRK 10 million, with a focus on reconstructions and the Fresh Corner concept roll-out.

On March 31, 2021, INA Group operated a network of 505 service stations.

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



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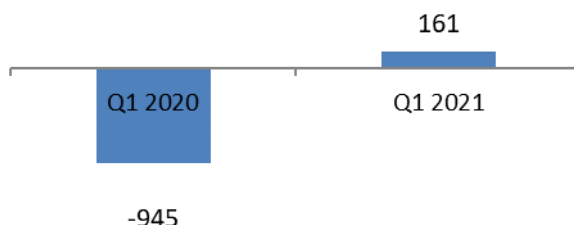
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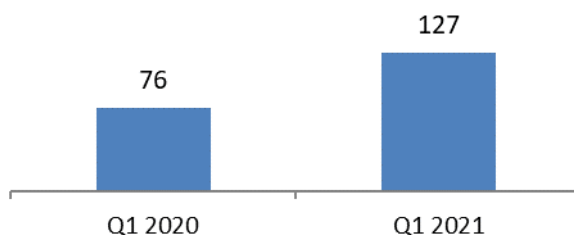
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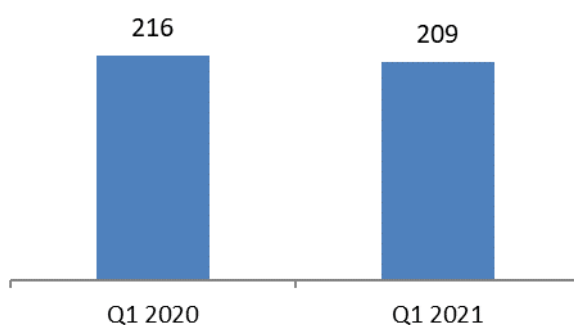
EBITDA
Refining and Marketing, incl.
Consumer Services and Retail
HRK mln



CAPEX
Refining and Marketing, incl.
Consumer Services and Retail
HRK mln



Retail sales volumes
kt



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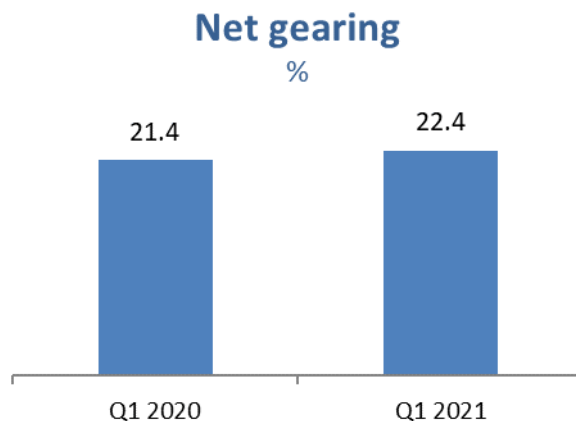
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Sándor Fasimon, Niko Dalić, Barbara Dorić, Darko Markotić, József Simola, Ferenc Horváth
Predsjednik Nadzornog odbora / President of the Supervisory Board: Damir Vandelić

Net gearing amounted to 22.4%, whilst net debt reached HRK 2,723 million.



INA, d.d.

Avenija Većeslava Holjevca 10
10 002 Zagreb p.p. 555
Hrvatska – Croatia
BIC (SWIFT): INAHHR22
Telefon – Telephone: 08001112

Banka - Bank

Privredna banka Zagreb d.d.
Raiffeisenbank Austria d.d.
Zagrebačka banka d.d.
OTP banka d.d.
Erste&Steiermärkische Bank d.d.
Sberbank d.d.
BANCA POPOLARE DI SONDRIO
NATIXIS
UniCredit Bank Austria AG
ING Bank NV

Adresa - Address

Radnička cesta 50, 10000 Zagreb
Magazinska cesta 69, 10000 Zagreb
Trg bana Josipa Jelačića 10, 10000 Zagreb
Domovinskog rata 61, 21000 Split
Jadranski trg 3a, 51000 Rijeka
Varšavska 9, 10000 Zagreb
Viale Innocenzo XI n.71, 22100 COMO
Avenue Pierre Mendes 30, 75013 Paris
Schottengasse 6-8, A-1010 Wien
PO BOX 1800, 1000 BV Amsterdam

IBAN broj - IBAN Number,

HR92 2340 0091 1000 2290 2
HR70 2484 0081 1006 1948 3
HR62 2360 0001 1013 0359 5
HR96 2407 0001 1001 5214 9
HR34 2402 0061 1006 8111 4
HR75 2503 0071 1000 6218 3
IT41 N056 9610 900E DCEU 0817 340 (EUR)
FR76 30007 99989 27 021 672 000 59
AT21 1200 0528 4400 3466 (EUR)
AT91 1200 0528 4400 3467 (USD)
NL98 INGB 0650 7815 38 (EUR)
NL23 INGB 0020 0370 90 (USD)

Trgovački sud u Zagrebu

Commercial Court in Zagreb
MBS: 080000604

Uplaćen temeljni kapital – Paid capital stock
9.000.000,00 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 Dalčić, Barbara Dorić, Darko Markotić, József Simola, Ferenc Horváth
Predsjednik Nadzornog odbora / *President of the Supervisory Board:* Damir Vandelić