

FINANCIAL RESULTS

Q1-Q3 2021

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Erste&Steiermärkische Bank d.d.
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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
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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 Vandelčić

INA Group achieving positive result, mainly driven by external recovery

- Recovering hydrocarbon prices driving result rebound, but economic turmoil and pandemic still a threat
- The ongoing intensive investment cycle continues; Rijeka Refinery Upgrade moves forward as major strategic investment
- Key achievements:
 - ✓ Net sales revenues amounted to HRK 16,248 million
 - ✓ EBITDA amounted to HRK 2,341 million
 - ✓ CAPEX amounted to HRK 903 million
 - ✓ Simplified Free Cash Flow amounted to HRK 1,206 million

Zagreb, October 29, 2021 – Economic recovery continued in the third quarter of 2021, but COVID-19 pandemic and other worldwide macroeconomic developments continue to pose a threat to future prospects.

EBITDA of INA Group for the first nine months of 2021 amounted to HRK 2.3 billion and net profit to HRK 1 billion, rebounding from a negative base. Exploration and Production business is the main contributor to the results with EBITDA of HRK 1.6 billion, which represents an increase driven by improved average realized hydrocarbon price level of 58 USD/boe. Still, natural production decline continues across the asset base. Refining and Marketing incl. Consumer services and Retail results reached HRK 1 billion on the back of a better than expected tourist season.

Investment activities increased throughout the businesses compared to the first nine months of 2020. The Rijeka Refinery Upgrade remains the major strategic investment, aimed at improving the long-term competitive position of the Refining business. At the same time

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building a profitable Egyptian Exploration and Production portfolio continues with exploration and development activities expected in the newly acquired Block 10 share. Financial position with net debt of HRK 1,639 million and net gearing of 13.5% enables INA Group to continue the ongoing intensive investment cycle.

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

“Following the unseen market turmoil during 2020, this year shows a more favorable environment but the disturbances in the world economy continue. Oil and gas prices not just recovered, but the sudden spike in demand pushed them well above expected levels, with Brent exceeding USD 70 during Q3 2021 and further growing in Q4. Such an environment increased INA Group revenue to more than HRK 16 billion. This spike in prices is the primary driver behind the strong results, especially in the Exploration & Production business, once again the biggest cash generator. Still, we need to be aware that this relief is externally driven, and the continued natural decline remains a challenge. To address this challenge INA will try to maximize its Croatian portfolio, onshore but also offshore, with a new drilling campaign aimed at increasing gas production.

Refining sales improved at captive markets, while Retail sales recorded a 14% recovery compared to the first nine months of 2020, which were mostly marked by the pandemic. This is the result of better than expected tourist season that also lasted longer, visible in both fuel and non-fuel part. Refining margins, although currently showing signs of recovery, remain a major factor affecting profitability of the business and represent a risk for the future market outlook.

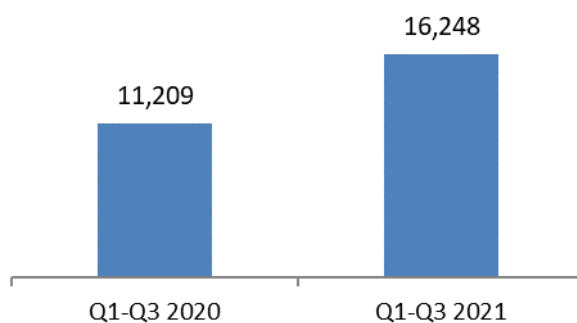
Capital investments during the first nine months of 2021 increased by 20%, with roughly half spent in the Refining business.

We hope that the market turmoil, that we witness in this and previous year, will soon be stabilized. Regardless of the direction of the market situation, INA is committed to ensuring stable cash flow in order to carry out all the strategic projects that started.”

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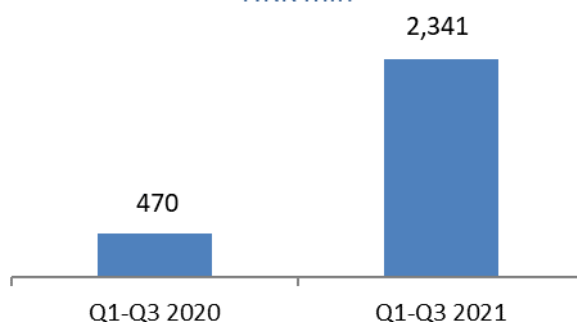
Net sales revenues

HRK mln



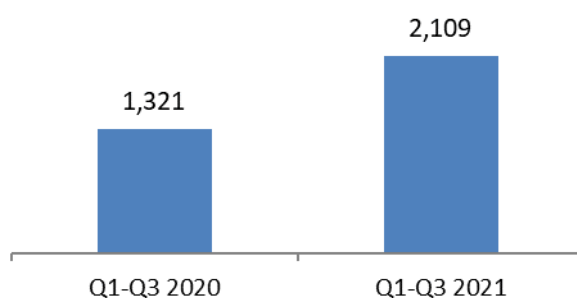
EBITDA

HRK mln



CCS EBITDA

HRK mln



Note: the first nine months of 2020 were mostly marked by the pandemic

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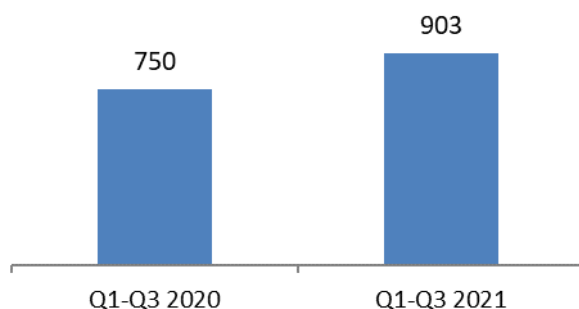
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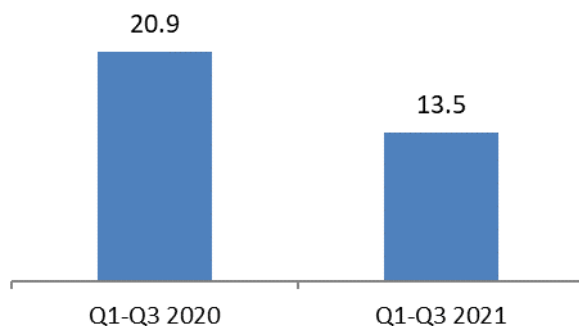
CAPEX

HRK mln



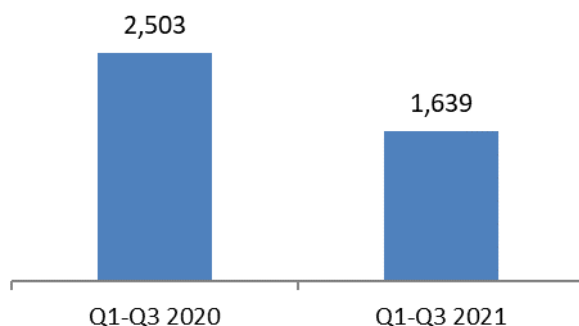
Net gearing

%



Net debt

HRK mln



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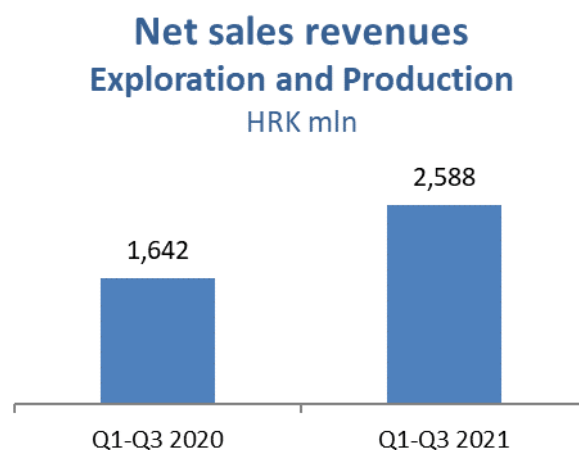
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Exploration and Production – Net sale revenues in Q1 2021 amounted to HRK 2,588 million, while CAPEX amounted to HRK 357 million, mainly as a result of higher Egypt exploration and development activities.

Domestic crude oil production decreased mainly due to intensive natural decline caused by increased water cut. International crude oil production in Egypt was slightly lower mainly due to lower East Yidma contribution, while in Angola it was lower due to weaker wells' performance on Block 3/05 and unplanned production shutdown events. Production on all offshore fields was lower due to increased water cut, capsizing of Ivana D platform, maintenance activities on Ivana K compressors, and downtimes on Annamaria A and Ika, whereas onshore gas production was lower mainly due to higher water cut on Deep Podravina and Međimurje area. Condensate production was lower due to natural decline.



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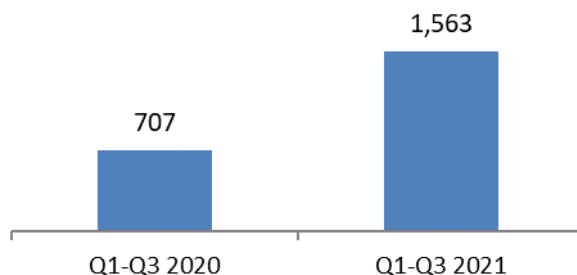
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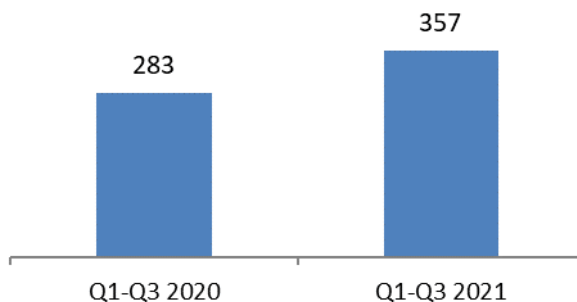
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EBITDA
Exploration and Production
HRK mln



CAPEX
Exploration and Production
HRK mln



Refining and Marketing, including Consumer Services and Retail – In the first nine months of 2021 net sales revenues amounted to HRK 15,856 million. Rijeka refinery has been in stable operation since March with operating level adjusted to market needs, while refining margins remained under pressure with less favourable middle distillates (diesel, jet, gasoil) crack spreads with signs of crack recovery from mid summer. Upward trend of crude and product prices positively impacted the reported result mainly through inventory revaluation and captive market sales improved. Total Retail sales volumes amounted to 811 kt, 14% above 2020 realisation, based on visible trend of market recovery from last year's severe coronavirus pandemic and improved touristic consumption.

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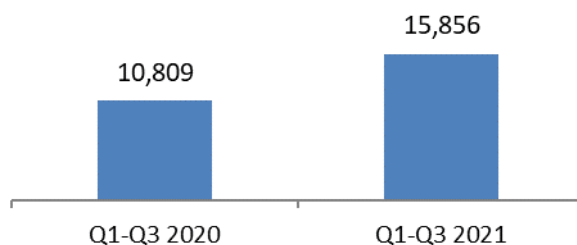
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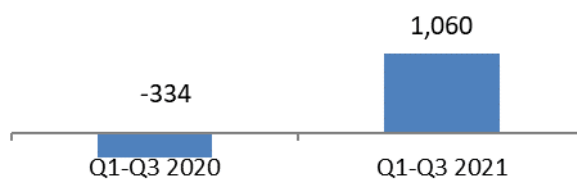
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Total CAPEX amounted to HRK 514 million. R&M CAPEX amounted to HRK 446 million, mainly driven by Residue Upgrade project. Consumer Services and Retail CAPEX amounted to HRK 68 million, with focus on service station reconstructions and roll-out of Fresh Corner concept. On September 30, 2021, INA Group operated a network of 504 service stations.

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



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



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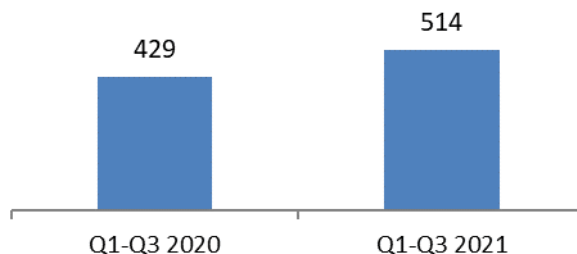
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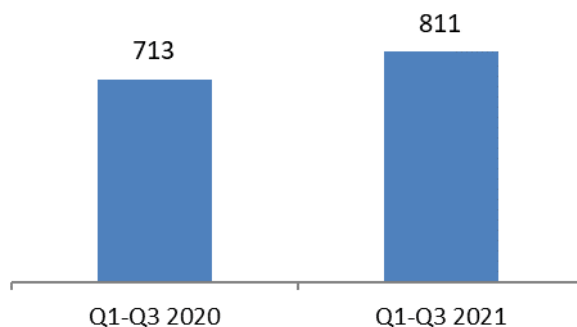
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10.000.000 / 900,00 kn - HRK
Matični broj – Reg. No. 3586243
OIB – 27759560625
PDV identifikacijski broj / VAT identification
number HR27759560625

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

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



Retail sales volumes
kt



Note: the first nine months of 2020 were mostly marked by the pandemic

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
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