

# FINANCIAL RESULTS 2021

Contact:

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Corporate Communications and Marketing

Avenija Većeslava Holjevca 10, Zagreb

Public Relations

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**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.  
BANCA POPOLARE DI SONDRIO  
UniCredit Bank Austria AG

**Adresa - Address**

Radnička cesta 50, 10000 Zagreb  
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Trg bana Josipa Jelačića 10, 10000 Zagreb  
Džonićev trg 61, 21000 Split  
Jadranski trg 3a, 51000 Rijeka  
Viale Innocenzo XI n.71, 22100 COMO  
Schottengasse 6-8, A-1010 Wien

**IBAN broj - IBAN Number,**

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HR62 2360 0001 1013 0359 5  
HR96 2407 0001 1001 5214 9  
HR34 2402 0061 1006 8111 4  
IT41 N056 9610 900E DCEU 0817 340 (EUR)  
AT21 1200 0528 4400 3466 (EUR)  
AT91 1200 0528 4400 3467 (USD)

**Trgovački sud u Zagrebu**

*Commercial Court in Zagreb*  
MBS: 080000604  
Upłaćen temeljni kapital – Paid capital stock  
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Broj izdanih dionica / Nominalna vrijednost  
*No. of issued shares / Nominal value*  
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Matični broj – Reg. No. 3586243  
OIB – 27759560625  
PDV identifikacijski broj / VAT identification  
number HR27759560625

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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 Mikuljan

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## INA Group results reflect the improved external environment

- After the losses caused by the pandemic, in 2021 external environment recovered, having a positive effect on INA Group results.
- Exploration and Production segment is again the main contributor to the results, driven by doubled hydrocarbon prices compared to 2020.
- Strategic investments such as the Rijeka Refinery Upgrade Project continue to move forward, while the capital investments in Refining and Marketing amount to almost half of total INA investments.
- Key achievements:
  - ✓ Net sales revenues reached HRK 22.4 billion
  - ✓ EBITDA amounted to HRK 3.3 billion
  - ✓ CAPEX was at the level of HRK 1.6 billion
  - ✓ Simplified Free Cash Flow amounted to HRK 1.4 billion

**Zagreb, February 17, 2022 – After the losses caused by the pandemic in 2020, 2021 showed a significantly improved external environment. Loosening pandemic-related restrictions and rapid economic recovery pushed the energy prices to high levels quicker than expected, thus boosting INA Group results.**

CCS EBITDA ex. special items of INA Group in 2021 amounted to HRK 3 billion, with net profit rebounding from negative base to HRK 1.3 billion. Driven by doubled hydrocarbon prices compared to 2020, Exploration and Production segment is again the main contributor to the results with EBITDA ex. special items of HRK 2.5 billion. However, natural decline of production on mature fields remains a challenge. Refining and Marketing including Consumer services

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and Retail CCS EBITDA reached HRK 0.9 billion on the back of a better retail sales, both in fuel and non-fuel segments.

Investment activities increased throughout the segments compared to 2020 with CAPEX level of HRK 1.6 billion, of which roughly half spent in Refining and Marketing. The main strategic investment, Rijeka Refinery Upgrade Project continues with focus on construction works and equipment delivery to the site.

INA successfully issued HRK 2 billion bond on domestic market in December 2021, creating a solid financial base for the intensive investment cycle ahead.

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

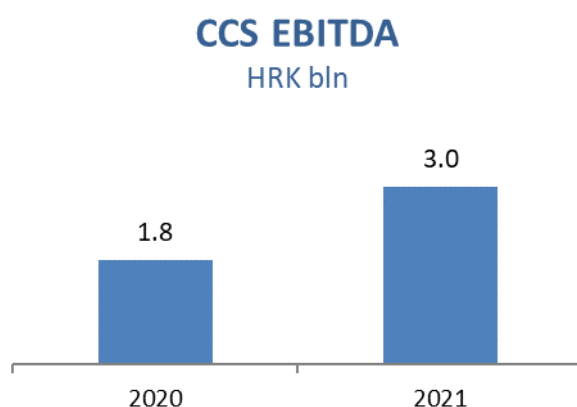
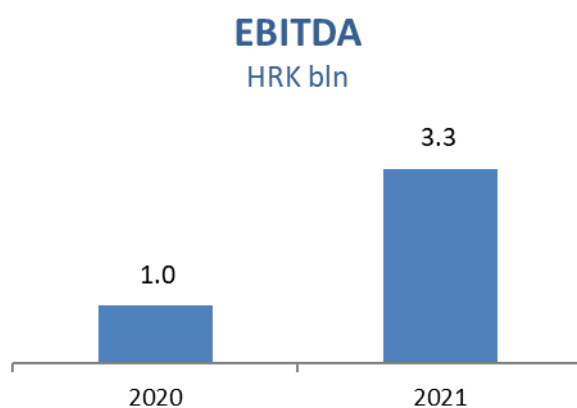
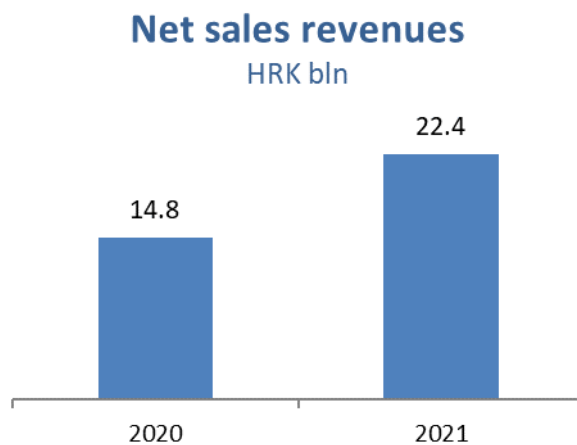
“In 2021 the macro environment for oil and gas industry has improved thanks to the easing of restrictive measures and rising hydrocarbon prices. In such environment Exploration and Production once again spearheaded the recovered result, although the production natural decline continues in line with the mature portfolio. The other segments further supported the results, primarily retail due to improved fuel and non-fuel sale, also partially due to tourist season, which was better than expected.

This mainly externally driven improvement is a welcome relief period, but INA will use it to further strengthen its position for the upcoming period. Strong investment program is underway across the segments and also expanding to new areas. Challenge of production natural decline is addressed with intensive offshore campaign, already taking place and aiming to increase domestic gas production in the northern Adriatic. Rijeka Refinery Upgrade Project is crucial in making INA Refining and Marketing sustainable on the long run, also helping the company to keep its strong position on core markets of Croatia, Bosnia & Hercegovina and Slovenia. To ensure strong financial position in such investment intensive period, INA issued a domestic bond of HRK 2 billion, one of the largest on domestic corporate market.

In time of changes in the energy sector, INA is committed to diversifying its portfolio and assisting the green transition, regardless of our core business. Two new solar power plants are

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going to be built at Virje and Sisak, which is an important step in the company's green electricity production.”



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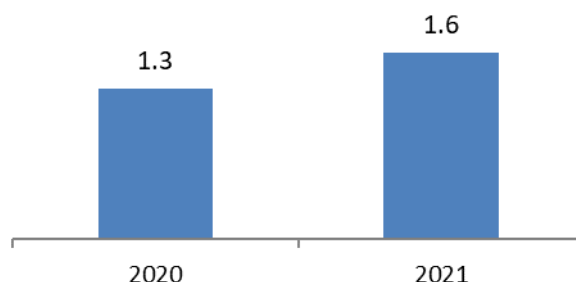
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**CAPEX**  
HRK bln



**Exploration and Production** – Average hydrocarbon price (gas and oil combined) increased by double positively impacting sales revenues. Net sale revenues in 2021 increased compared to 2020 and amounted to HRK 3.9 billion. Higher prices impacted sales revenues positively by HRK 1.9 billion. Increased gas prices added HRK 0.9 billion positive effect, while 70% higher Brent price brought an additional HRK 0.8 billion crude oil and condensate sales revenues.

CAPEX increased by 38% compared to the year before and amounted HRK 608 million, out of which HRK 418 million in Croatia, HRK 164 million in Egypt and HRK 26 million in Angola.

Domestic oil and condensate production was lower as a result of expected natural decline. When it comes to onshore gas production, higher water cut on Deep Podravina and Međimurje area were the main reasons for lower production. Decreased offshore production was a result of temporary closing on different fields due to the ongoing drilling campaign aimed at moderating natural decline, operational challenges, increased water cut, maintenance activities and missing production from Ivana-D.

Crude oil production in Egypt was slightly lower due to lower East Yidma contribution, while Angola production was at the same level as in 2020.

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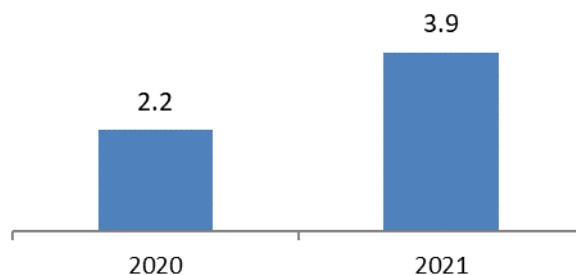
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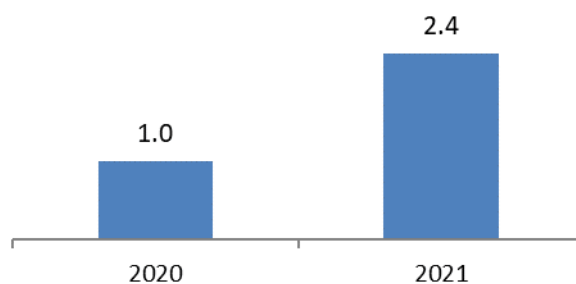
## Net sales revenues Exploration and Production

HRK bln



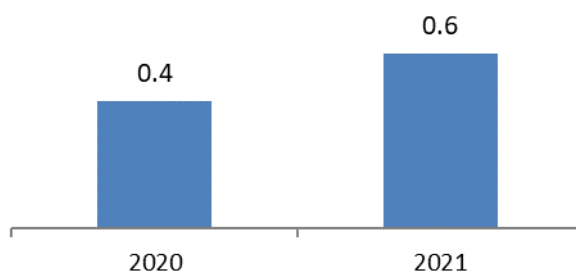
## EBITDA Exploration and Production

HRK bln



## CAPEX Exploration and Production

HRK bln



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**Refining and Marketing, including Consumer Services and Retail** – In 2021 captive market sales improved compared to 2020, followed by 55% net sales revenues increase with the amount HRK 22 billion. CCS EBITDA excl. special items result amounted to HRK 879 million, 37% above the previous year. Refinery margins remained under pressure with signs of demand recovery while high crude, natural gas and CO<sub>2</sub> prices weighed on refinery economics and result. However, upward trend of crude and product prices positively impacted reported result through inventory revaluation and natural gas sales activities also positively contributed to the results. Furthermore, high level of operational discipline and strong OPEX management efforts also supported the overall downstream result.

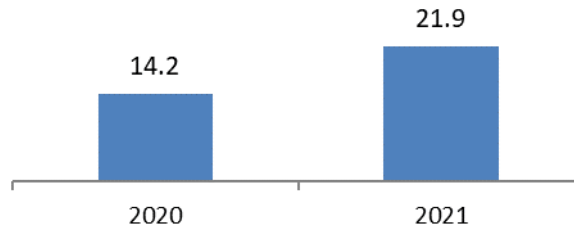
Total 2021 retail sales volumes amounted to 1,060 kt, 13% above the 2020 based on visible trend of market recovery and improved touristic consumption, both in fuel and non-fuel segment. Moreover, non-fuel margin increased 17% driven by expanded non-fuel offer, Fresh Corner roll-out and improved sales activities.

Total CAPEX of segment amounted to HRK 904 million. R&M CAPEX amounted to HRK 794 million, mainly driven by Rijeka Refinery Upgrade Project. Consumer Services and Retail CAPEX amounted to HRK 110 million, with a focus on retail sites modernization and the Fresh Corner concept roll-out.

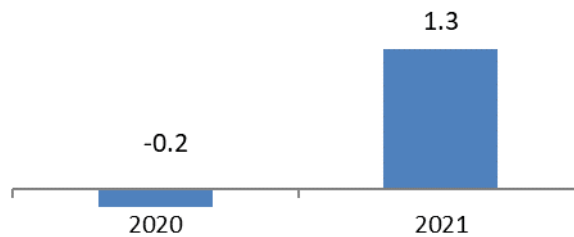
On December 31, 2021, INA Group operated a network of 504 service stations.

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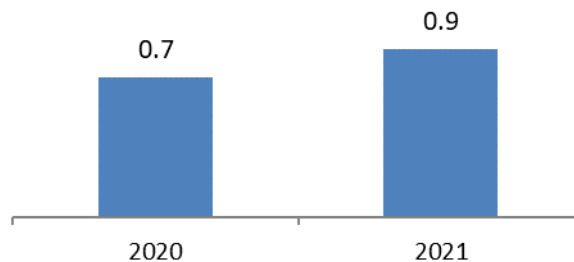
**Net sales revenues**  
**Refining and Marketing, incl.**  
**Consumer Services and Retail**  
HRK bln



**EBITDA**  
**Refining and Marketing, incl.**  
**Consumer Services and Retail**  
HRK bln



**CAPEX**  
**Refining and Marketing, incl.**  
**Consumer Services and Retail**  
HRK bln



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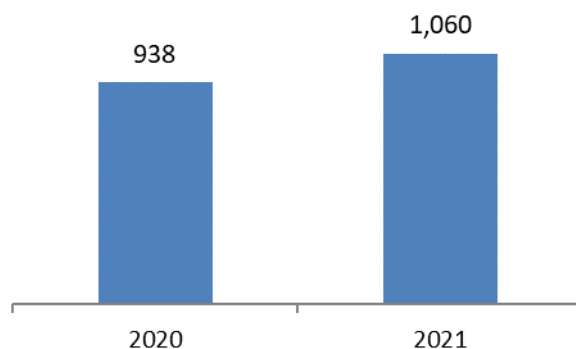
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## Retail sales volumes

kt



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AT21 1200 0528 4400 3466 (EUR)  
AT91 1200 0528 4400 3467 (USD)

### 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, Barbara Dorić, Darko Markotić, József Simola, Ferenc Horváth  
Predsjednik Nadzornog odbora / President of the Supervisory Board: Damir Mikuljan