

State-of-the-art refinery on the Baltic Sea

March 2011 saw the completion, after three and a half years, of a major investment project designated as 10+ Programme. As part of that project, one of the largest in Poland, we have constructed and upgraded 50 installations. As a result, the Gdańsk refinery's annual capacity has increased to 10.5m tonnes and the refinery has become one of Europe's most energy efficient facilities.

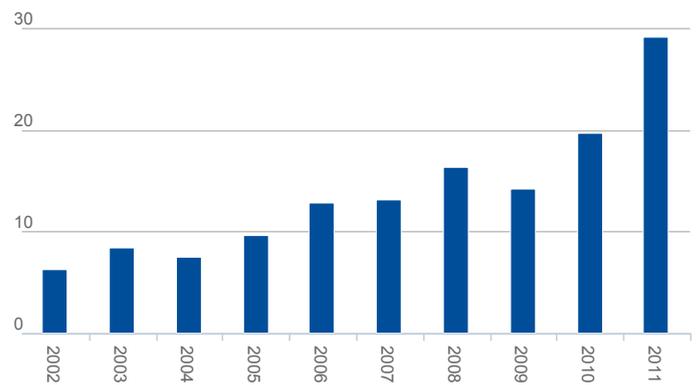
The value of the project also bespeaks its importance – approximately PLN 5.5bn was invested in equipment design, construction and procurement. The upgrade of the refinery, increase in its processing capacities and improved product quality have significantly strengthened the Company's market position, contributing to its record-breaking financial performance.



Program 10 + it is a foundation of the subsequent development

29.2 bn PLN

These are the consolidated sales revenues of LOTOS in 2011, which is an increase of almost 50% on 2010. Thanks to this increase, LOTOS has become the second largest company in Poland.



Sales revenues 2002-2011 (PLN bn)

LOTOS meets customer needs

With a record-high number of 63 new locations launched in 2011, the LOTOS portfolio was the fastest developing chain of service stations in Poland.

For the most part, the rapid growth was driven by the LOTOS Optima economy brand. With the highest quality fuels offered at competitive prices, the new brand has been well-received by customers and partners alike. Also the Premium chain and Motorway Service Areas located along Polish motorways and expressways have been successful in optimum development throughout Poland. Accordingly, with 369 service stations, we have become the fourth largest chain in our country, with further plans of vigorous development.



One in four cars in Poland uses LOTOS engine oil



LOTOS Asphalt production allowed to build over **1000 km of motorways** in 2011 alone

50 LOTOS Optima economy stations

opened in 2011

Chain of LOTOS Optima stations in 2011



Oil and gas from LOTOS

We operate in the area of exploration and production in Poland, Norway and Lithuania, producing crude oil and natural gas from onshore and offshore deposits.

In 2011, the volume of our crude oil production reached nearly 230 thousand tonnes, which makes us one of the leading oil companies in Poland. We are also Poland's only company to operate offshore platforms, extracting oil from the Baltic Sea. We hold a total of 22 exploration and production licences for crude oil and natural gas, and we are actively involved in the exploration for shale gas in Poland and Lithuania. In our E&P operations, we pay due respect to the environment, taking efforts to protect its biodiversity.



Exploration on the land - Lithuania



Exploration at sea - Baltic Sea

53.2^m barrels

This is the amount of crude oil resources and reserves owned by LOTOS, estimated as at December 31st 2011. It equals 6.935m tonnes.

North Sea
and Norwegian Sea



Baltic Sea



A sustainable approach to business

Grupa LOTOS believes in doing business responsibly. We understand CSR as a way of doing business with due consideration for the needs of our environment. Our business operations and strategy are successfully aligned with social and environmental concerns, ethics, as well as human and customer rights.

Since November 2009, we have been included in the RESPECT Index of the Warsaw Stock Exchange, among other market leaders satisfying the highest standards of responsible management. Why is this important? Experience shows that a strategic approach to CSR delivers benefits not only for a company, but also for its environment and investors. Those benefits relate to risk management, cost reduction, access to capital, customer relations, HR management, environmental protection and innovation.



Prof. Krzysztof E. Skóra - Protection of the biodiversity



Kamil Stoch - "In Search for the Champion's Successors"



Apoloniusz Tajner - Together for the 9th season



Prof. Antoni Tajduś - Cooperation with Education



Mirella Panek-Owsiańska - What is CSR?



Robert Sroka - Socially Responsible Investing