

Key data 2011

In 2011, sales revenues stood at PLN 29,259.5m, which was a nearly 49% increase on 2010.

Grupa LOTOS – Selected Data

	Unit(**)	For year ending Dec 31st 2011	For year ending Dec 31st 2010	Change	Unit(**)	For year ending Dec 31st 2011	For year ending Dec 31st 2010	Change
Financial Data (*)			(restated)				(restated)	
Sales revenues	k PLN	27,289,314	18,124,675	51%	k EUR	6,591,463	4,526,190	46%
Operating profit	k PLN	603,398	606,305	0%	k EUR	145,745	151,410	-4%
Profit before tax	k PLN	324,345	520,433	-38%	k EUR	78,342	129,965	-40%
Profit on continued activity	k PLN	307,670	464,954	-34%	k EUR	74,315	116,111	-36%
Total comprehensive income	k PLN	(111,611)	464,954	-124%	k EUR	(26,959)	116,111	-123%
Net cash flows from operating activities	k PLN	138,906	282,395	-51%	k EUR	33,551	70,521	-52%
Net cash flows from investment activities	k PLN	(29,986)	(407,232)	-	k EUR	(7,243)	(101,696)	-
Net cash flows from financial activities	k PLN	(113,629)	401,470	-128%	k EUR	(27,446)	100,257	-127%
Total net cash flows	k PLN	21,079	273,685	-92%	k EUR	5,091	68,346	-93%
Basic profit per one common share	PLN	2.37	3.58	-34%	EUR	0.57	0.89	-36%
Social investments	k PLN	706	1,240	-43%	k EUR	171	310	-45%
Environmental investments	k PLN	12,116	16,812	-28%	k EUR	2,926	4,198	-30%
		As at Dec 31st 2011	As at Dec 31st 2010			As at Dec 31st 2011	As at Dec 31st 2010	
			(restated)				(restated)	
Total assets	k PLN	16,449,524	14,678,065	12%	k EUR	3,724,308	3,706,301	0%
Equities	k PLN	5,833,442	5,945,053	-2%	k EUR	1,320,739	1,501,162	-12%

	Unit	For year ending Dec 31st 2011	For year ending Dec 31st 2010	Change
Non-financial Data			(comparative data)	
Employees	No. of employees	1,329	1,310	1%
Employment rotation	%	12,4	10,6	1.8 p.p.
Lost Time Injury Frequency, LTIF (per 1m hours worked) (***)		2,4	3,4	-29.5%
Total water consumption	m ³	3,809,856	3,961,494	-3.8%
CO ₂ emissions	k tonnes/year	2,045	1,607	27%

LOTOS Group – Selected Consolidated Data

	Unit ^(*)	For year ending Dec 31st 2011	For year ending Dec 31st 2010	Change	Unit ^(**)	For year ending Dec 31st 2011	For year ending Dec 31st 2010	Change
Financial Data (*)		(restated)					(restated)	
Sales revenues	k PLN	29,259,586	19,662,804	49%	k EUR	7,067,362	4,910,300	44%
Operating profit	k PLN	1,084,794	1,061,354	2%	k EUR	262,021	265,047	-1%
Profit before tax	k PLN	551,379	721,939	-24%	k EUR	133,180	180,286	-26%
Profit on continued activity	k PLN	649,322	681,353	-5%	k EUR	156,837	170,151	-8%
Profit on continued activity ascribed to parent entity shareholders	k PLN	648,994	679,180	-4%	k EUR	156,758	169,608	-8%
Profit on continued activity ascribed to non-controlling interest	k PLN	328	2,173	-85%	k EUR	79	543	-85%
Total comprehensive income	k PLN	277,628	678,609	-59%	k EUR	67,058	169,466	-60%
Comprehensive income attributable to owners of the Parent	k PLN	277,271	676,450	-59%	k EUR	66,972	168,927	-60%
Comprehensive income attributable to non-controlling interests	k PLN	357	2,159	-83%	k EUR	86	539	-84%
Operating activity cash flows net	k PLN	902,359	882,693	2%	k EUR	217,956	220,431	-1%
Investment activity cash flows net	k PLN	(846,943)	(1,055,590)	-	k EUR	(204,571)	(263,608)	-
Financial activity cash flows net	k PLN	(35,582)	458,688	-108%	k EUR	(8,594)	114,546	-108%
Total cash flows net	k PLN	43,319	283,821	-85%	k EUR	10,463	70,877	-85%
Basic profit per one common share	PLN	5.00	5.23	-4%	EUR	1.21	1.31	-8%
Social investments	k PLN	837	1,485	-44%	k EUR	202	371	-46%
Environmental investments	k PLN	34,709	33,648	3%	k EUR	8,384	8,403	0%
		As at Dec 31st 2011	As at Dec 31st 2010			As at Dec 31st 2011	As at Dec 31st 2010	
		(restated)					(restated)	
Total assets	k PLN	20,423,220	17,727,364	15%	k EUR	4,623,986	4,476,268	3%
Equity ascribed to the parent entity's shareholders	k PLN	7,781,436	7,498,819	4%	k EUR	1,761,781	1,893,498	-7%
Non-controlling interest	k PLN	947	14,658	-94%	k EUR	214	3,701	-94%
Total equity	k PLN	7,782,383	7,513,477	4%	k EUR	1,761,996	1,897,199	-7%
Non-financial Data		Unit		For year ending Dec 31st 2011		For year ending Dec 31st 2010	Change	
				(comparative data)				
Employees		No. of employees		5,168		5,010	3%	
Lost Time Injury Frequency, LTIF (per 1m)				3.3		4.9	-44%	

hours worked) (***)				
Fuel market share	%	33.5	31.7	1.8 p.p.
Oil exploitation	k tonnes	227.1	186.5	22%
Gas exploitation	mn Nm ³	16.1	20.7	-22%

(†) For a detailed presentation of financial results, see Consolidated Financial Statements [Link→ \(http://raportroczny.lotos.pl/en/financial-data/consolidated-financial-statements-2011/\)](http://raportroczny.lotos.pl/en/financial-data/consolidated-financial-statements-2011/).

(**) In order to convert an item of the Statement of financial position in the table "Selected data" and "Consolidated selected data" as at December 31st 2011, the NBP (National Bank of Poland) mid-rate of EUR was applied, binding on that day, i.e. 1 EUR = 4,4168 PLN. The items of the Statement of comprehensive income and the Statement of cash flows presented in the table "Selected financial data" for the year ending December 31st 2011 were converted at the rate of 1 EUR = 4,1401 PLN (i.e. the rate being the arithmetic average of the mid-rates published by NBP on the last day of each finished month in the period from January 1st to December 31st 2011).

In order to convert an item of the Statement of financial position in the table "Selected data" and "Consolidated selected data" as at December 31st 2010, the NBP mid-rate of EUR was applied, binding on that day, i.e. 1 EUR = 3,9603 PLN. The items of the Statement of comprehensive income and the Statement of cash flows presented in the table "Selected financial data" for the year ending December 31st 2010 were converted at the rate of 1 EUR = 4,0044 PLN (i.e. the rate being the arithmetic average of the mid-rates published by NBP on the last day of each finished month in the period from January 1st to December 31st 2010).

(***) LTIF – number of occurrences resulting in inability to work x106/number of working hours, as calculated for the average number of employees during the year.