

11. Business segments

PLN '000	Upstream segment	Downstream segment	Other ⁽¹⁾	Consolidation adjustments	Consolidated
Year ended Dec 31 2011					
Sales revenue:	582,259	29,062,269	23,350	(408,292)	29,259,586
Intersegment sales	350,476	40,461	17,355	(408,292)	-
External sales	231,783	29,021,808	5,995	-	29,259,586
Operating profit/(loss) (EBIT)	21,663	1,060,648	3,119	(636)	1,084,794
Depreciation and amortisation	119,989	480,305	9,704	(1,390)	608,608
Operating profit/(loss) before amortisation and depreciation (EBITDA)	141,652	1,540,953	12,823	(2,026)	1,693,402
Dec 31 2011					
Total assets	3,078,573	17,901,203	147,187	(703,743)	20,423,220
- including net exploration and appraisal assets	89,581	-	-	-	89,581

External sales – geographical structure

PLN '000	Upstream segment	Downstream segment	Other ⁽¹⁾	Consolidated
Year ended Dec 31 2011				
Domestic sales:	240	22,684,726	5,995	22,690,961
- products	91	22,286,029	5,995	22,292,115
- goods for resale and materials	149	398,697	-	398,846
Export sales:	231,543	6,337,082	-	6,568,625
- products	193,334	5,772,411	-	5,965,745
- goods for resale and materials	38,209	564,671	-	602,880
Total	231,783	29,021,808	5,995	29,259,586

⁽¹⁾ Includes LOTOS Ekoenergia Sp. z o.o., LOTOS Park Technologiczny Sp. z o.o., LOTOS Gaz S.A. w likwidacji (in liquidation) and Energobaltic Sp. z o.o.

PLN '000	Upstream segment	Downstream segment	Other ⁽¹⁾	Consolidation adjustments	Consolidated
Year ended Dec 31 2010 (restated)					
Sales revenue:	327,089	19,684,666	21,084	(370,035)	19,662,804
Intersegment sales	326,766	33,265	10,004	(370,035)	-
External sales	323	19,651,401	11,080	-	19,662,804
Operating profit/(loss) (EBIT)	24,672	1,003,293	(1,382)	34,771	1,061,354

Depreciation and amortisation	60,065	321,184	10,009	(1,357)	389,901
Operating profit/(loss) before amortisation and depreciation (EBITDA)	84,737	1,324,477	8,627	33,414	1,451,255
PLN '000	Upstream segment	Downstream segment	Other ⁽¹⁾	Consolidation adjustments	Consolidated
					Dec 31 2010 (restated)
Total assets	2,103,955	16,060,515	148,131	(585,237)	17,727,364
- including net exploration and appraisal assets	73,193	-	-	-	73,193

External sales – geographical structure

PLN '000	Upstream segment	Downstream segment	Other ⁽¹⁾	Consolidated
				Year ended Dec 31 2010 (restated)
Domestic sales:	323	15,975,559	11,080	15,986,962
- products	154	15,704,962	11,066	15,716,182
- goods for resale and materials	169	270,597	14	270,780
Export sales:	-	3,675,842	-	3,675,842
- products	-	3,377,808	-	3,377,808
- goods for resale and materials	-	298,034	-	298,034
Total	323	19,651,401	11,080	19,662,804

⁽¹⁾ Includes LOTOS Ekoenergia Sp. z o.o., LOTOS Park Technologiczny Sp. z o.o., LOTOS Gaz S.A. w likwidacji (in liquidation) and Energobaltic Sp. z o.o.

This is a translation of a document originally issued in Polish.