

12. Income and expenses

12.1 Sales revenue

PLN '000	Note	Year ended Dec 31 2011	Year ended Dec 31 2010 (restated)
Sales of products		37,191,995	27,039,899
Sales of services		249,615	171,911
Total sales of products		37,441,610	27,211,810
Sales of goods for resale		983,062	686,115
Sales of materials ⁽¹⁾		203,468	25,361
Total sales of goods for resale and materials		1,186,530	711,476
Effect of accounting for cash flow hedge accounting		(90)	-
Total		38,628,050	27,923,286
- including to related entities	39.1	6,579	-
Elimination of excise duty and fuel charge		(9,368,464)	(8,260,482)
Total		29,259,586	19,662,804

PLN '000	Note	Year ended Dec 31 2011	Year ended Dec 31 2010 (restated)
Domestic sales of products		31,475,067	23,834,002
Export sales of products		5,966,543	3,377,808
Total sales of products		37,441,610	27,211,810
Domestic sales of goods for resale and materials		583,650	413,442
Export sales of goods for resale and materials ⁽¹⁾		602,880	298,034
Total sales of goods for resale and materials		1,186,530	711,476
Effect of accounting for cash flow hedge accounting		(90)	-
Total		38,628,050	27,923,286
- including to related entities	39.1	6,579	-
Elimination of excise duty and fuel charge		(9,368,464)	(8,260,482)
Total		29,259,586	19,662,804

⁽¹⁾ including sales of crude oil.

12.2 Other operating income

PLN '000	Note	Year ended Dec 31 2011	Year ended Dec 31 2010
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Gain on disposal of non-financial non-current assets		1,420	7,662
Gain on disposal of non-current assets held for sale	22	2,490	-
Subsidies		1,654	1,122
Provisions released		380	17,233
Reversal of impairment losses on non-financial assets:		4,832	9,761
- receivables		4,151	4,827
- property, plant and equipment and intangible assets		681	817
- assets held for sale		-	4,117
Compensations/damages received		10,558	8,581
Other		20,381 ⁽¹⁾	12,600 ⁽²⁾
Total		41,715	56,959

⁽¹⁾ including PLN 14,391 thousand under statute of limitations for liabilities.

⁽²⁾ including PLN 5,999 thousand under reimbursement of payments resulting from adjustments to excise duty tax return and fuel charges from previous years, related to the Parent.

12.3 Finance income

PLN '000	Year ended Dec 31 2011	Year ended Dec 31 2010 (restated)
Dividend received	514	715
Interest	20,717	19,428
Gain on disposal of investments	958	-
Other	83	3,285
Total	22,272	23,428

12.4 Costs by type

PLN '000	Note	Year ended Dec 31 2011	Year ended Dec 31 2010 (restated)
Depreciation and amortisation	12.7, 31	608,608	389,901
Raw materials and energy used		25,008,836	16,482,251
Contracted services		1,187,705	943,105
Taxes and charges		155,661	104,256
Salaries and wages		504,553	452,110
Social security and other benefits		129,086	117,163
Other costs by type		193,982	169,608
Goods for resale and materials sold		888,812	497,421
Total		28,677,243	19,155,815
Change in products and adjustments to cost of sales		(672,227)	(637,102)
Total operating expenses:		28,005,016	18,518,713
Cost of sales		26,572,381	17,269,213
Selling costs		1,000,366	872,382
General and administrative expenses		432,269	377,118

12.5 Other operating expenses

PLN '000	Note	Year ended Dec 31 2011	Year ended Dec 31 2010
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Loss on disposal of non-financial non-current assets		2,500	4,115
Loss on disposal of non-current assets held for sale	22	-	224
Revaluation of non-financial assets:		316,824	102,674
- receivables		11,053	12,556
- property, plant and equipment and intangible assets, including:		305,507	87,318
- impairment loss on assets related to the YME field		239,775	-
- impairment loss on exploration and appraisal assets		33,451	69,642
- assets held for sale		-	2,800
- investment property		264	-
Provisions recognised, including:		3,710	14,391
- special account	16, 36.1	1,500	1,000
Fines and damages		587	3,054
Other		14,253	15,238
Total		337,874	139,696

12.6 Finance expenses

PLN '000	Year ended Dec 31 2011	Year ended Dec 31 2010 (restated)
Interest, including:	207,525	184,642
- discount on provision for Offshore Oil Rigs ⁽¹⁾	10,814	10,087
Bank fees	19,652	14,924
Amounts capitalised as part of the cost of qualifying assets	(36,191)	(111,842)
Foreign exchange losses	234,787	98,639
- on foreign-currency denominated credit facilities	390,914	182,668
- on foreign-currency denominated borrowings	(95,475)	(19,211)
- realised foreign exchange differences on foreign-currency transactions in bank accounts	(34,112)	(62,251)
- on debt securities	(15,539)	(2,279)
- other foreign exchange differences	(11,001)	(288)
Loss on disposal of investments	1	-
Revaluation of financial assets, including:	130,485	193,039
- valuation of derivative financial instruments	9,769	75,945
- settlement of derivative financial instruments	120,661	117,091
Other	3,003	2,090
Total	559,262	381,492

⁽¹⁾ Referred to in Note 36.1 ([/en/financial-data/consolidated-financial-statements-2011/notes-to-the-financial-statements/36.-provisions#36-1](#)).

12.7 Depreciation and amortisation costs, impairment losses, and foreign exchange gains/losses on operating activities

PLN '000	Year ended Dec 31 2011	Year ended Dec 31 2010 (restated)
Items recognised in cost of sales:		
Depreciation of tangible assets and amortisation of intangible assets	496,425	288,271
Effect of revaluation of inventories	4,809	(1,665)
Net foreign exchange losses (gains) on trade settlements	319,366	(35,554)
	820,600	251,052

Items recognised in selling costs:		
Depreciation of tangible assets and amortisation of intangible assets	52,638	53,203
	52,638	53,203
Items recognised in general and administrative expenses:		
Depreciation of tangible assets and amortisation of intangible assets	41,192	34,549
	41,492	34,549
Items recognised in change in products and adjustments in cost of sales:		
Depreciation of tangible assets and amortisation of intangible assets	18,353	13,878
	18,353	13,878

12.8 Costs of employee benefits

PLN '000	Year ended Dec 31 2011	Year ended Dec 31 2010
Salaries and wages	504,553	452,110
Social security and other benefits	129,086	117,163
Total, including:	633,639	569,273
Cost of current salaries and wages	468,719	426,888
Cost of social security and other employee benefits	127,711	116,022
Cost of retirement and other post-employment benefits	37,209	26,363
Change in products and adjustments to cost of sales	(15,310)	(15,281)
Total cost of employee benefits, including:	618,329	553,992
Items recognised in cost of sales	358,773	331,298
Items recognised in selling costs	33,366	30,938
Items recognised in general and administrative expenses	226,190	191,756

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