

UNIPETROL 4Q 2009 CONSOLIDATED UNAUDITED FINANCIAL RESULTS (IFRS)



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February 25, 2010



AGENDA

- **Unipetrol's 4Q09 key highlights**

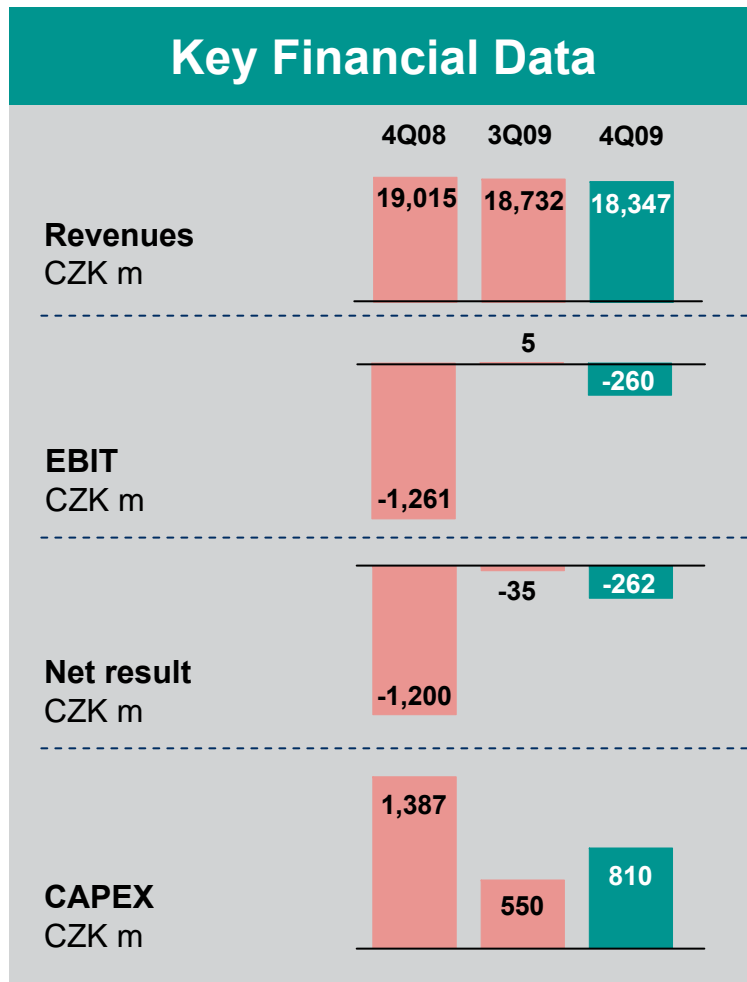
Financial and operational results

The 2009 optimisation plan achievements

The 2010 targets

Supporting slides

UNIPETROL'S 4Q09 KEY HIGHLIGHTS



- Reduction of fixed costs by CZK 200m y/y in 4Q09, total over CZK 800m in 2009.
- Additional staff reduction below 4,000¹⁾, full year reduction ca -8%.
- Strong retail with above-average unit margins.
- An unchanged y/y utilisation ratio in production of 79%.
- Sale of unused CO2 allowances in 2009 with a positive effect of over CZK +300m on EBIT.
- Lowered indebtedness, net debt-to-EBITDA 0.44x at the end of 4Q09.
- No material operation shutdowns.

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1) As at 1 January 2010.

PETCHEM SLIGHTLY CORRECTED JUMP FROM PREVIOUS QUARTER

	4Q08	3Q09	4Q09	Q/Q	Y/Y	FY08	FY09	FY09 /FY08
	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Unipetrol model petrochemical olefin margin (EUR/t) ¹⁾ (CZK/t)	503 12,719	269 6,880	240 6,214	-11% -10%	-52% -51%	353 8,819	210 5,504	-34% -38%
Unipetrol model petrochemical polyolefin margin (EUR/t) ²⁾ (CZK/t)	36 923	256 6,551	251 6,491	-2% -1%	+597% +603%	207 5,141	256 6,780	+24% +32%
CZK/EUR ³⁾	25.3	25.6	25.6	+1%	+2%	24.9	26.4	+6%
USD/EUR ³⁾	1.32	1.43	1.43	+3%	+12%	1.47	1.39	-5%

- Although olefin prices did not manage to fully reflect the increase in the naphtha feedstock price in 4Q09, Unipetrol model olefin margin for 4Q09 ended up better than the full-year 2009 average.
- Polyolefin prices followed a mildly increasing price trend of olefins, thus keeping the Unipetrol model polyolefin margin stable above EUR 250 in 4Q09.

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- 1) Unipetrol model petrochemical olefin margin = revenues from products sold (100% Products = 40% Ethylene + 20% Propylene + 20% Benzene + 20% Naphtha) minus costs (100% Naphtha); product prices according to quotations.
- 2) Unipetrol model petrochemical polyolefin margin = revenues from products sold (100% Products = 60% HDPE + 40% Polypropylene) minus costs (100% input = 60% Ethylene + 40% Propylene); product prices according to quotations.
- 3) Quarterly average foreign exchange rates: the Czech National Bank.

Source: REUTERS, ICIS, CNB

REFINING SHOWS TEPID RECOVERY

	4Q08	3Q09	4Q09	Q/Q	Y/Y	FY08	FY09	FY09 /FY08
	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Brent crude oil (USD/bbl)	56.4	68.2	74.9	+10%	+33%	97.6	61.8	-37%
Ural crude oil (USD/bbl)	54.6	67.8	74.2	+9%	+36%	94.7	61.0	-36%
Brent-Ural differential (USD/bbl) ¹⁾	1.83	0.45	0.68	+51%	-63%	2.95	0.81	-73%
(CZK/bbl)	35	8	12	+47%	-66%	49	16	-67%
Unipetrol model refining margin (USD/bbl) ²⁾	5.14	1.31	1.38	+5%	-73%	5.69	2.05	-64%
(CZK/bbl)	99	23	24	+3%	-76%	96	41	-57%
CZK/USD ³⁾	19.2	17.9	17.5	-2%	-9%	17.0	19.0	+12%

- The crude oil price continued in its rising trend, increasing by 10% from USD 68 in 3Q09 to USD 75 in 4Q09.
- The Brent-Ural differential showed improving dynamics and widened by 51% from USD 0.45 in 3Q09 to almost USD 0.7 in 4Q09, but still significantly below the long-term average.
- Unipetrol model refining margin remained stable but at low levels due to the continuously adverse situation, especially for middle distillates, slightly up by 5% from USD 1.31 in 3Q09 to USD 1.38 in 4Q09.

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1) Spread fwd Brent Dtd v Ural Rdam = Med Strip - Ural Rdam (Ural CIF Rotterdam)

2) Unipetrol model refining margin = revenues from products sold (97% Products = Petrol 17%, Petchem feedstock 20%, JET 2%, Diesel 40%, Sulphur Fuel Oils 9%, LPG 3%, Sulphur 1%, Other feedstock 5%) minus costs (100% input = Brent Dated); product prices according to quotations.

3) Quarterly average foreign exchange rates: the Czech National Bank.

Source: REUTERS, FERTWEEK, CNB

AGENDA

Unipetrol's 4Q09 key highlights

- **Financial and operational results**

The 2009 optimisation plan achievements

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Supporting slides

LOWER REVENUES WITH RESILIENT EBITDA MARGIN

	4Q08	3Q09	4Q09	Q/Q	Y/Y	FY08	FY09	FY09 /FY08
CZK m	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Revenues	19,015	18,732	18,347	-2%	-4%	98,144	67,387	-31%
EBITDA	-351	866	620	-28%	<i>n/a</i>	4,481	2,778	-38%
EBIT	-1,261	5	-260	<i>n/a</i>	<i>n/a</i>	1,003	-654	<i>n/a</i>
Net result attributable to shareholders of the parent company	-1,200	-35	-262	<i>n/a</i>	<i>n/a</i>	65	-840	<i>n/a</i>
EPS (CZK) ¹⁾	-6.62	-0.19	-1.44	<i>n/a</i>	<i>n/a</i>	0.36	-4.63	<i>n/a</i>
EBITDA margin ²⁾	-1.8%	4.6%	3.4%	-1.2pp	+5.2pp	4.6%	4.1%	-0.5pp
EBIT margin ³⁾	-6.6%	0.0%	-1.4%	-1.4pp	+5.2pp	1.0%	-1.0%	-2.0pp

- Lower quotations of refining and petchem products clearly visible in lower revenues.
- Our cost reduction helped to keep EBITDA margin resilient at above 4% level in 2009.

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- 1) Earnings per share = net profit attributable to shareholders of the parent company / number of issued shares
- 2) EBITDA margin = Operating profit before depreciation and amortisation / Revenues
- 3) EBIT margin = Operating profit / Revenues

IMPROVED CASH FLOW, FURTHER DECREASED INDEBTEDNESS

	4Q08	3Q09	4Q09	Q/Q	Y/Y	FY08	FY09	FY09 /FY08
CZKm	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Operating cash flow (OCF)	3,634	2,432	698	-71%	-81%	4,213	3,741	-11%
Capital expenditure (CAPEX)	1,387	550	810	+47%	-42%	4,170	3,187	-24%
Free cash flow (Operating - Investment CF)	2,277	1,759	1,206	-31%	-47%	1,065	1,922	+80%
Net Working Capital ¹⁾	4,388	4,337	4,973	+15%	+13%	4,388	4,973	+13%
Net finance costs	-331	-107	-182	+70%	-45%	-981	-564	-43%
Gearing ²⁾	8.4%	7.2%	3.2%	-4.0pp	-5.2pp	8.4%	3.2%	-5.2pp
Net debt / EBITDA ³⁾	0.73	1.52	0.44	-71%	-40%	0.73	0.44	-40%
ROACE ⁴⁾	-2.4%	0.0%	-0.5%	-0.5pp	+1.9pp	1.9%	-1.4%	-3.3pp

- 1) Net Working Capital = current assets – current liabilities, at the end of the period (excl. derivatives, provisions and income tax)
- 2) Gearing = net debt / equity, both at the end of period
- 3) Interest-bearing borrowings less cash / EBITDA (rolling over last four quarters)
- 4) Return on average capital employed = Operating profit after taxes in the period / average capital employed in the period

RETAIL CONTINUED TO BE STRONG, PETCHEM WEAKER BUT STILL IN THE BLACK

	4Q08 ¹⁾	3Q09	4Q09	Q/Q	Y/Y	FY08 ¹⁾	FY09	FY09 /FY08
CZKm	1	2	3	4=3/2	5=3/1	6	7	8=7/6
EBIT, of which	-1,261	5	-260 ²⁾	n/a	n/a	1,003	-654	n/a
• Refining	-957	-465	-320	n/a	n/a	244	-1,177	n/a
• Petrochemical	-364	219	33	-85%	n/a	385	-95	n/a
• Retail distribution	101	241	208	-14%	+106%	510	693	+36%
• Others, Non-attributable, Eliminations	-41	10	-180	n/a	n/a	-136	-75	n/a

REFINING

- Depressed refining margin, with ongoing low diesel-crude oil spread.
- Low B-U differential, despite improving q/q dynamics.
- Positive y/y inventory effect
- Lower crude oil throughput and lower sales volumes.

PETROCHEMICAL

- Lower combined petchem model margin.
- Higher y/y sales volumes in 4Q09.
- Positive contribution due to sale of unused CO2 allowances.
- Positive y/y inventory effect and FX effect of USD/EUR.

RETAIL DISTRIBUTION

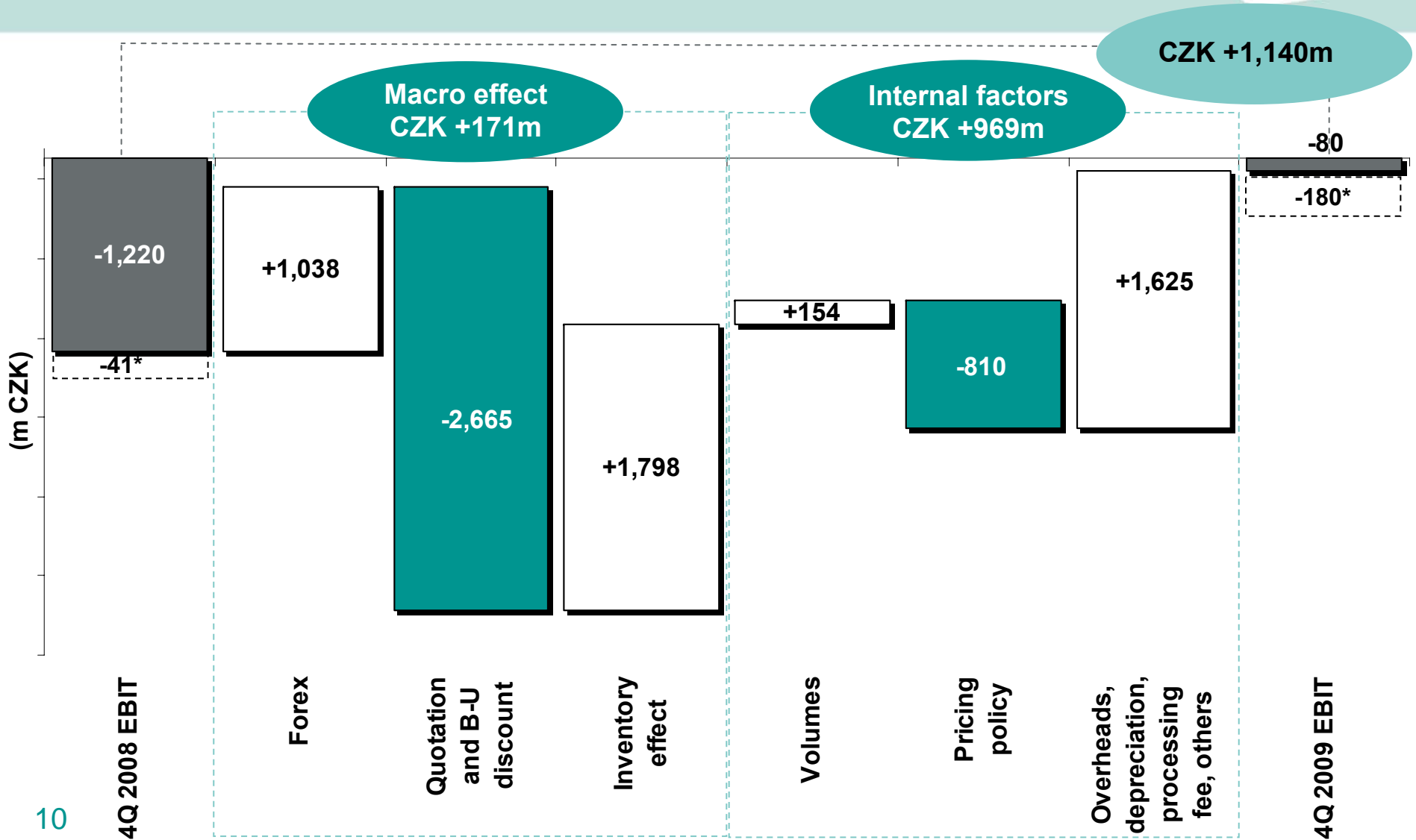
- Higher y/y unit margins, broadly stable q/q on above-average level.
- Slightly lower demand for gasoline, with stable demand for diesel.
- End of year y/y improvement in transit transportation based on collected tolls.

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- Ongoing signs of cost reduction

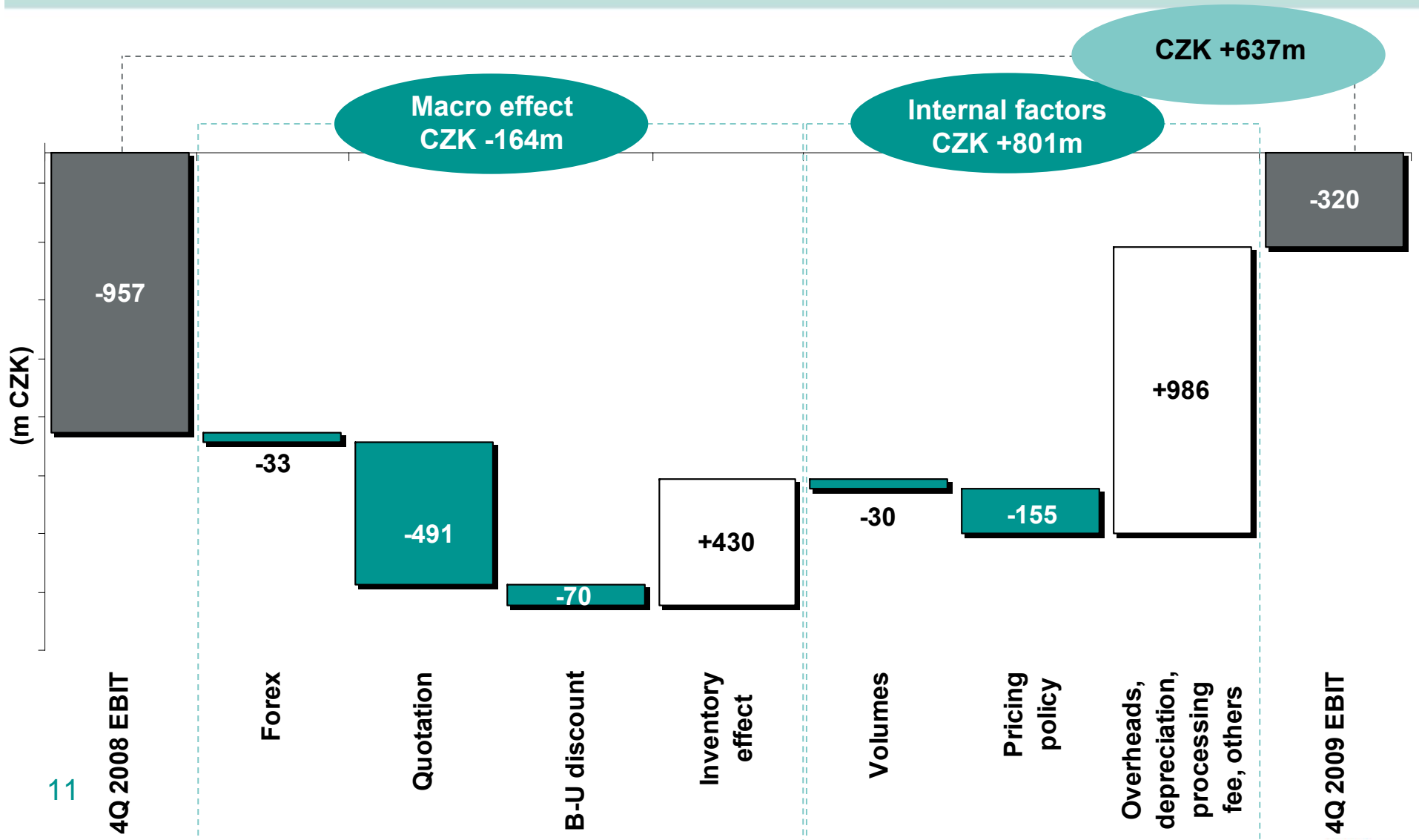
1) Restated based on new segment classification valid as of 1Q09
 2) Minor mathematical discrepancy between segments and total due to rounding.

COMBINED FACTORS OF CONSOLIDATED EBIT

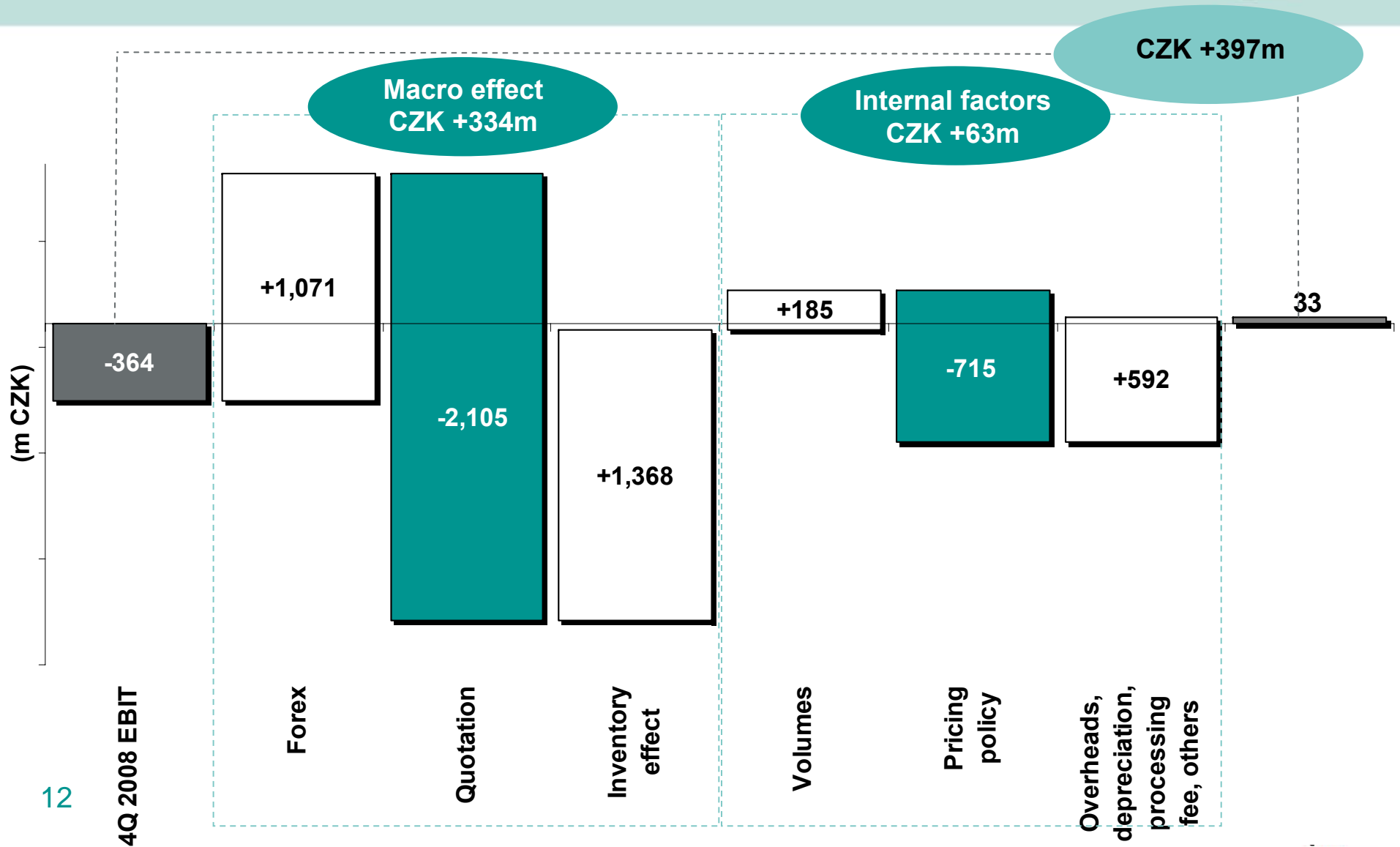


* Non-attributable, Eliminations

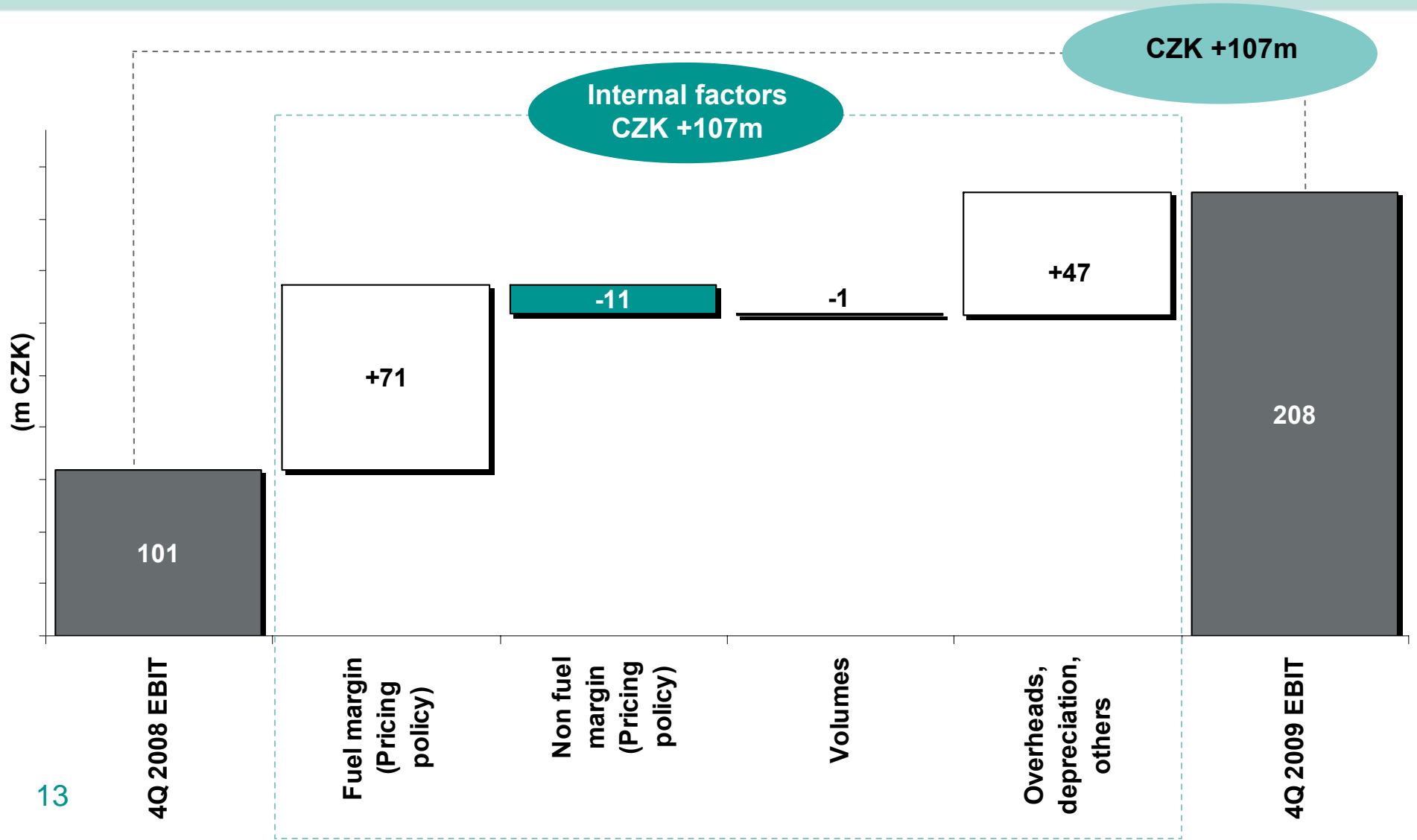
MAIN FACTORS AFFECTING EBIT IN REFINING



MAIN FACTORS AFFECTING EBIT IN PETCHEM



MAIN FACTORS AFFECTING EBIT IN RETAIL



FLAT PETCHEM AND RETAIL SALES VOLUMES DESPITE TOUGH ENVIRONMENT

	4Q08	3Q09	4Q09	Q/Q	Y/Y	FY08	FY09	FY08 /FY09
kt	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Fuels and other refinery products	784	824	746	-10%	-5%	3,324	2,915	-12%
Petrochemicals	366	464	444	-4%	+21%	1,830	1,825	0%
Retail distribution	124	134	122	-9%	-2%	501	494	-1%

- The economic slowdown left its deepest footprint in the refining segment, where the demand for our products declined by 12% y/y in 2009. The seasonality effect is mostly visible in the q/q performance.
- Higher demand for polyolefins made up for somewhat lower demand for olefins in 2009, resulting in flat sales volumes for the whole year.
- Retail distribution showed a minor deterioration of -1% y/y in 2009, with 3 more stations added to the portfolio in 2009. Benzina is estimated to keep its market share stable close to 14% and improved its position in category of premium fuels. The seasonality effect is the main reason for the q/q performance in 4Q09.

UNCHANGED UTILISATION RATIO IN PRODUCTION

	4Q08	3Q09	4Q09	Q/Q	Y/Y	FY08	FY09	FY08 /FY09
	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Crude oil throughput (kt)	1,111	1,156	1,087	-6%	-2%	4,533	4,110	-9%
Utilisation ratio (%)	79	84	79	-5pp	0pp	82	75	-7pp
Light distillates ¹⁾ yield (%)	31	32	33	+1pp	+2pp	31	31	0pp
Middle distillates ²⁾ yield (%)	43	43	44	+1pp	+1pp	44	44	0pp
Heavy distillates ³⁾ yield (%)	10	10	11	+1pp	+1pp	10	10	0pp

- A 6% decline in crude oil throughput from 1,156 kt in 3Q09 to 1,087 kt in 4Q09, due to the already mentioned seasonality effect.
- A utilisation ratio of 79% in 4Q09, the same as in the last quarter of the previous year.
- Steady product yields.

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- 1) LPG, gasoline, naphtha
- 2) JET, diesel
- 3) Fuel oils, bitumen

All data refers to Unipetrol RPA, i.e. 51.225% of Ceska Rafinerska, and 100% of Paramo

AGENDA

Unipetrol's 4Q09 key highlights

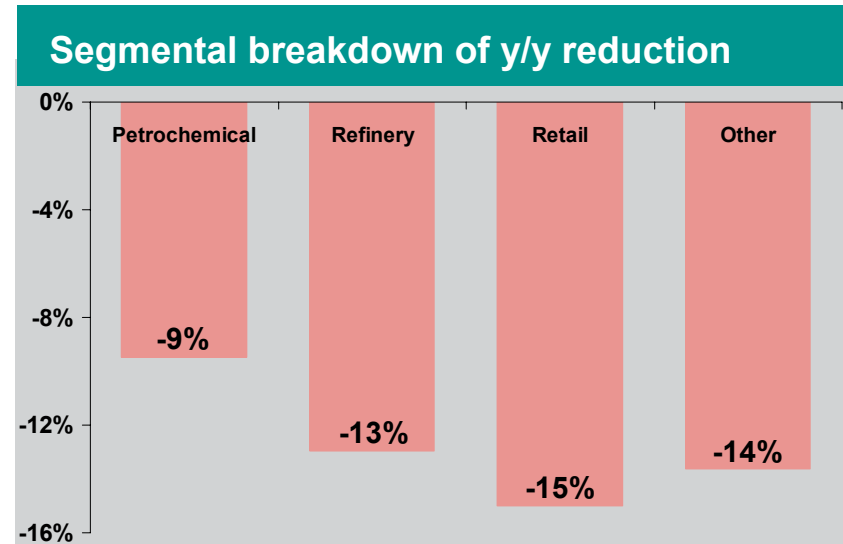
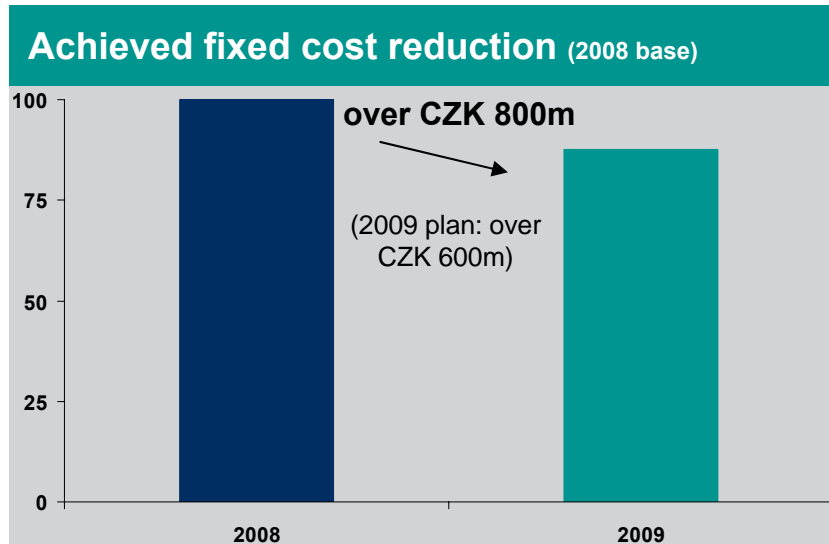
Financial and operational results

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Supporting slides

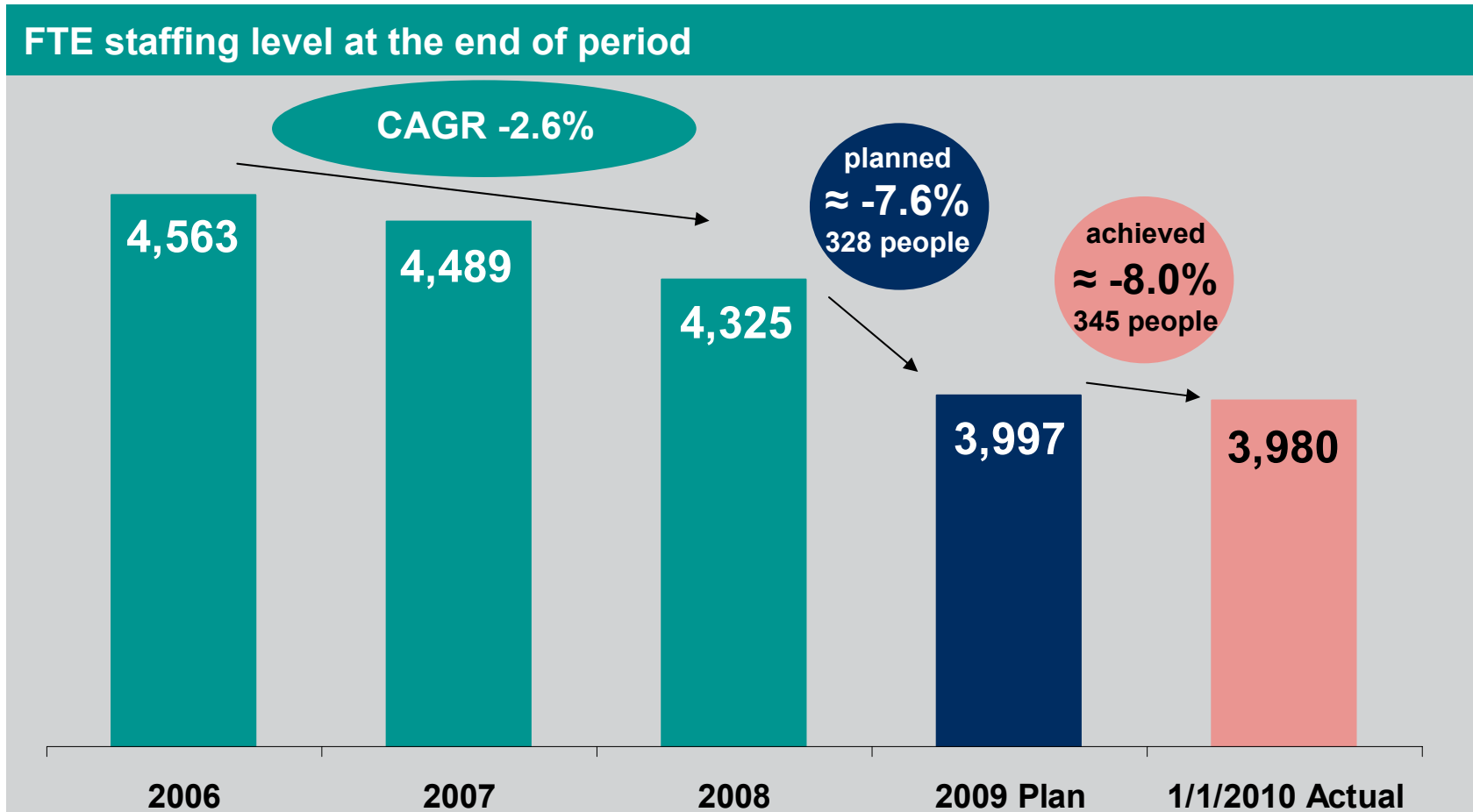
FIXED COST REDUCTION CAME WAY AHEAD OF OUR OBJECTIVES



MAIN CONTRIBUTIONS

- Cost reduction in all segments better than planned (together over CZK 200m y/y in 4Q09).
- Staff costs, Promotion, Overhead material, Fuel, Consultancy and Travel costs.

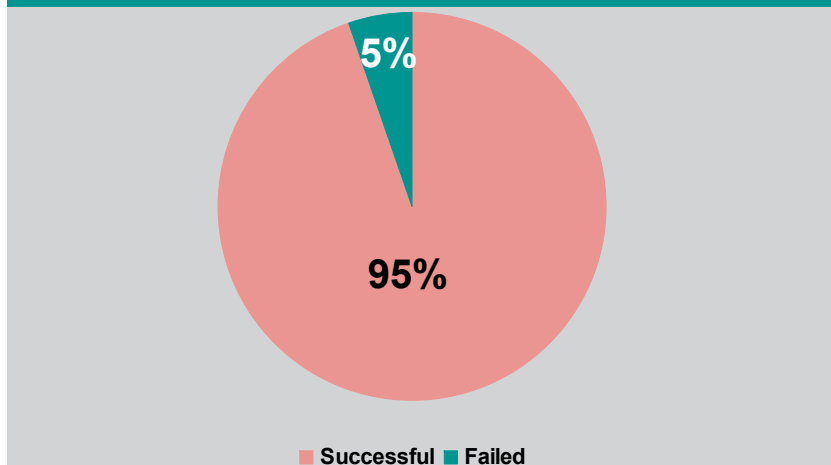
HR RESTRUCTURING¹⁾ SLIGHTLY BETTER THAN PLANNED



1) Net of outsourcing and sold companies

VARIABLE COST AND CAPEX REDUCTION REACHED OUR TARGETS

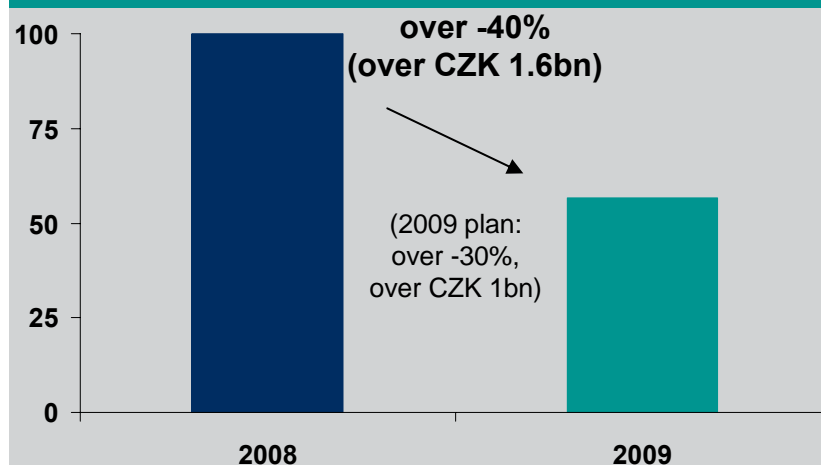
Updated status of variable cost savings



VARIABLE COST SAVINGS

- 95% of our negotiations successfully completed
- Target range of CZK 200m – 300m savings of full year impact reached

CAPEX¹⁾ cuts (2008 base)



CAPEX DEVELOPMENT

- 2009 CAPEX¹⁾ was lower than 2009 plan and reached materially higher-than-planned reduction
- 73% of CAPEX on ongoing projects, mainly development and refurbishment
- 27% of CAPEX on newly launched projects, mainly refurbishment

AGENDA

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TARGETS FOR 2010

Financial plans

- **Ongoing strict cost control.**
- **Positive free cash flow** (excluding potential acquisitions).
- **Similar level of CAPEX as in 2009** (excluding potential acquisitions).
- **Continuation of the long-term trend in staffing reduction.**
- **Disposal of Celio to be completed in 1H2010.**

Operational plans

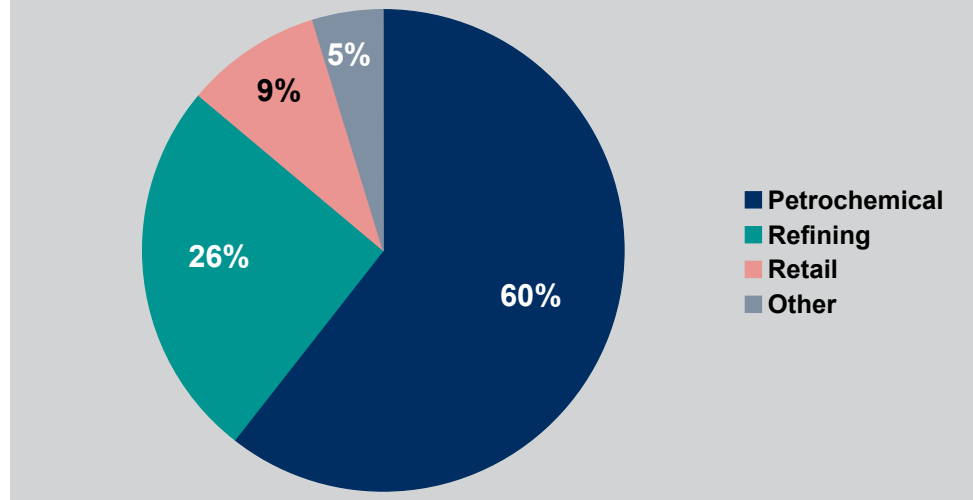
- **Over 5% y/y higher crude oil throughput than in 2009.**
- **Increase in refining and petrochemical sales volumes from 2009 level.**
- **Increase of retail market share above 14%.**
- **3 new additions to Benzina's portfolio of filling stations and over 20 facelifts or rebrandings.**
- **Launch of Butadiene unit with 120 kt/y production capacity in 1Q2010.**

Maintenance plans

- **Refining**
 - **Two older small hydrocrack units** (1st in 2Q and 2nd in 3Q for 1 month).
 - **Two visbreaker units** (1st in 2Q and 2nd in 3Q/4Q for 2 weeks).
 - **Paramo's Diesel Oil Desulphurisation** (3 weeks in 1Q).
 - **HDS in Kralupy** (2 weeks in 3Q).
- **Petrochemical**
 - **Polyolefin units** (2 weeks in 2Q).

PETCHEM CONTINUES TO ACCOUNT FOR MAJORITY OF PLANNED CAPEX

Segment share of 2010 planned CAPEX



- **Sulphur Recovery Unit Tail Gas:** environmental investment to meet the new legislation on sulphur recovery efficiency
- **Refurbishment of steam cracker furnaces:** continuous modernisation of strategic assets in petrochemical production
- **Processing of waste water:** environmental investment to ensure sufficient capacity and quality of waste water treatment
- **Completion of the butadiene unit:** strategic investment to offtake C4 fraction from the steam cracker in exchange for raffinate 1 for MTBE production
- **Replacement of the retail information system:** better monitoring and optimisation of fuel filling stations

CALENDAR OF UPCOMING EVENTS

IR events

- 22 April 2010 1Q10 trading statement
- 13 May 2010 1Q10 consolidated financial results

THANK YOU FOR YOUR ATTENTION

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Unipetrol's 4Q09 key highlights

Financial and operational results

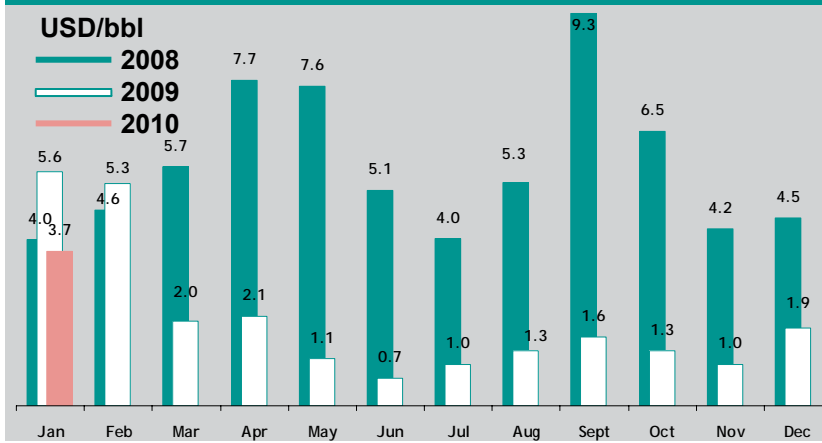
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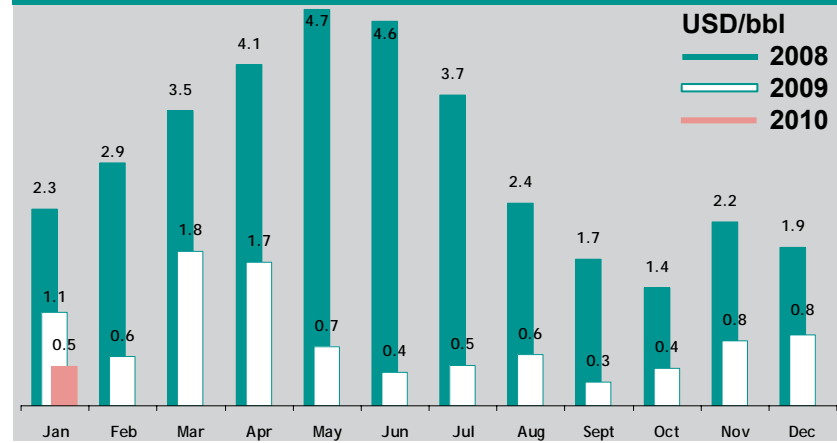
- **Supporting slides**

MODEL REFINING MARGIN SLIGHTLY IMPROVING

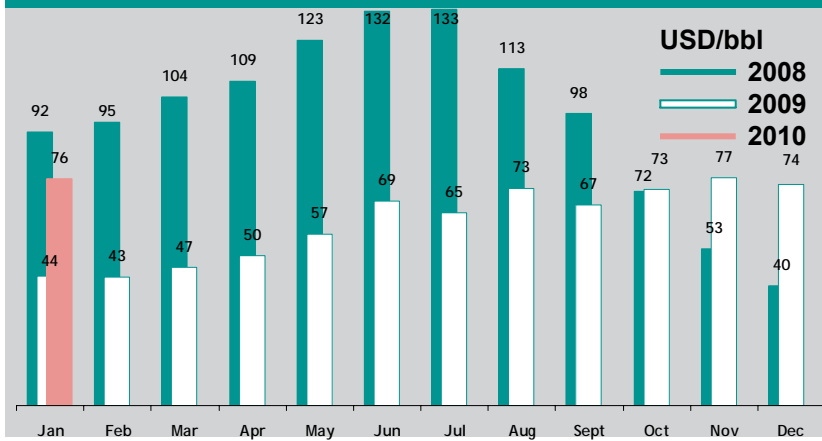
Unipetrol model refining margin¹⁾



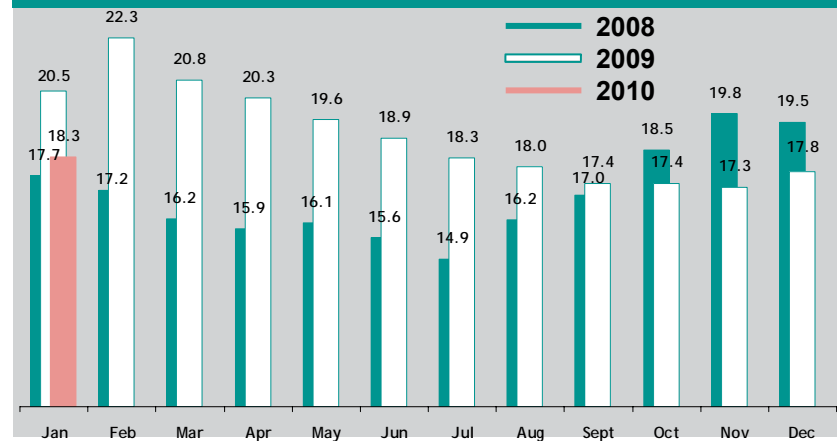
Brent-Ural price differential²⁾



Brent crude price (feedstock)

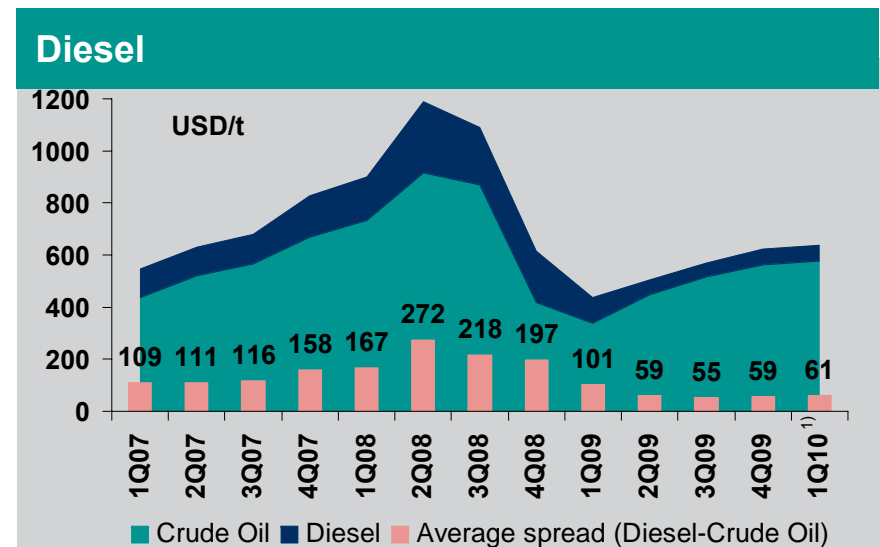
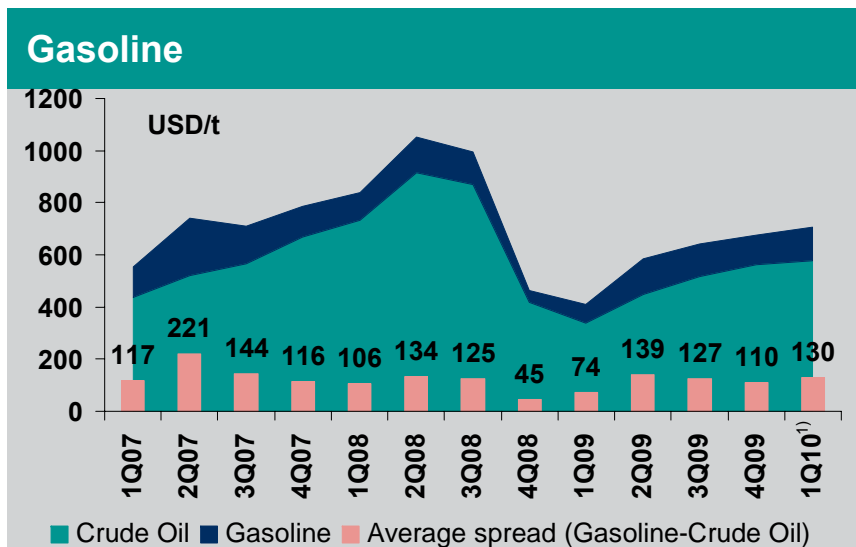


CZK/USD



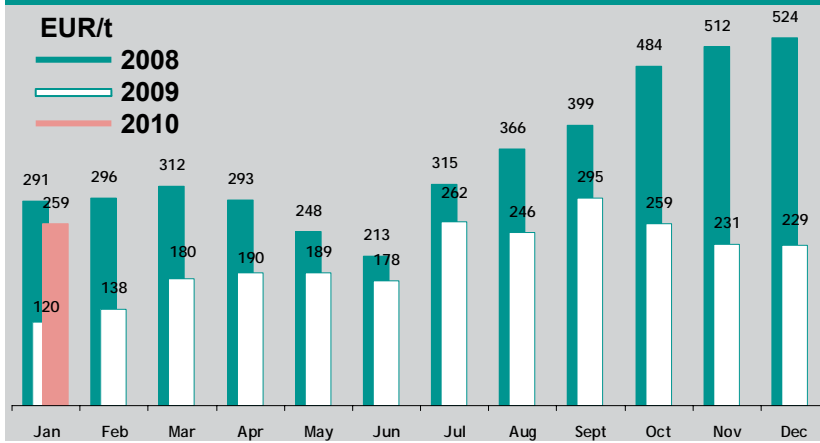
1) Unipetrol model refining margin = revenues from products sold (97% Products = Gasoline 17%, Petchem feedstock 20%, JET 2%, Diesel 40%, Sulphur Fuel Oils 9%, LPG 3%, Sulphur 1%, Other feedstock 5%) minus costs (100% input = Brent Dated); product prices according to quotations.
 2) Spread fwd Brent Dtd v Ural Rdam = Med Strip - Ural Rdam (Ural CIF Rotterdam)

DIESEL UNDER PRESSURE LATELY BUT EXPECTED TO RECOVER

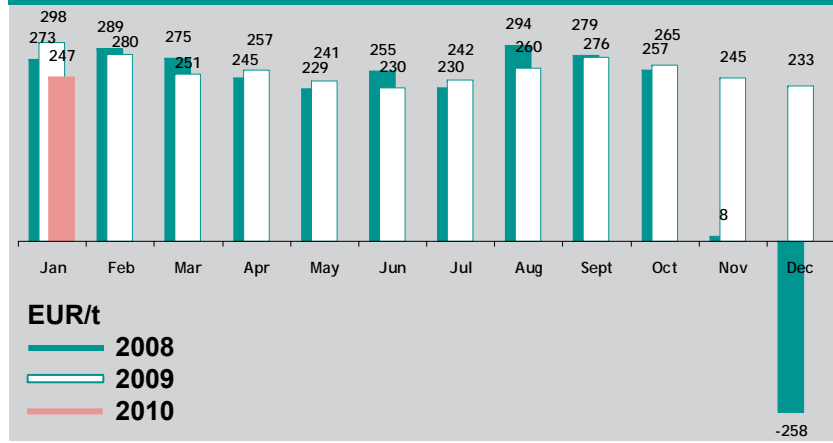


COMBINED PETCHEM MARGIN ENJOYS SLIGHTLY UPWARD TREND

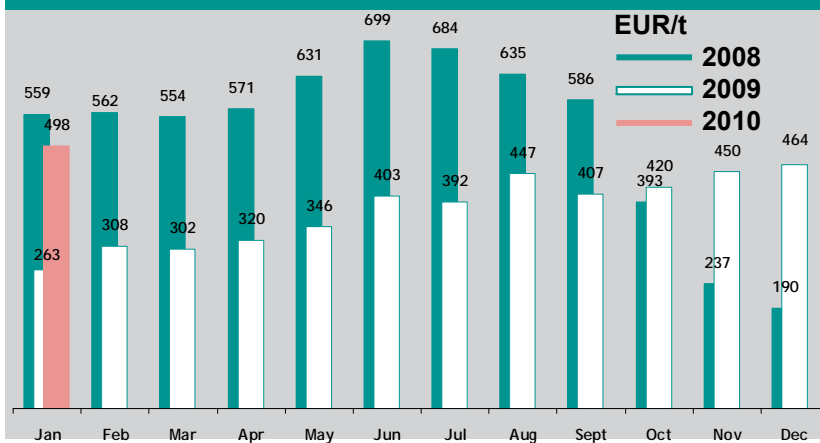
Unipetrol model olefin margin 1)



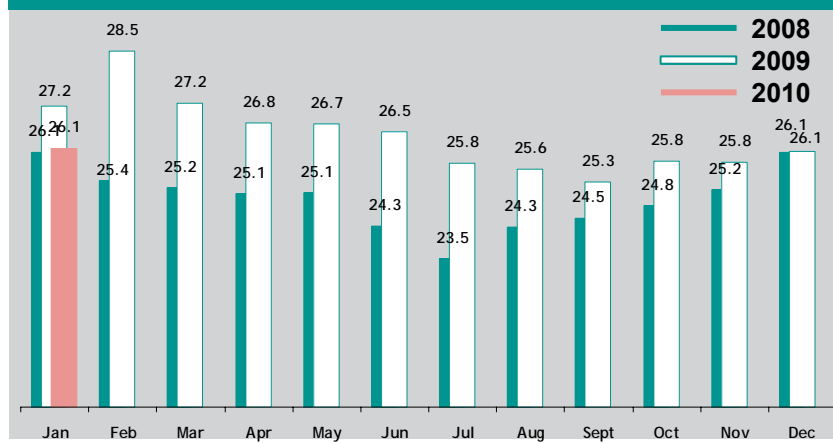
Unipetrol model polyolefin margin 2)



Naphtha price (feedstock)



CZK/EUR



- 1) Unipetrol model petrochemical olefin margin = revenues from products sold (100% Products = 40% Ethylene + 20% Propylene + 20% Benzene + 20% Naphtha) minus costs (100% Naphtha); product prices according to quotations.
- 2) Unipetrol model petrochemical polyolefin margin = revenues from products sold (100% Products = 60% HDPE + 40% Polypropylene) minus costs (100% input = 60% Ethylene + 40% Propylene); product prices according to quotations.

UNIPETROL SALES VOLUMES BREAKDOWN - REFINING

	4Q08	3Q09	4Q09	Q/Q	Y/Y	FY08	FY09	FY08/ FY 09
kt	1	2	3	4=3/2	5=3/1	6	7	8=7/6
Fuels and other refinery products	784	824	746	-10%	-5%	3,324	2,915	-12%
Diesel	382	422	358	-15%	-6%	1,700	1,482	-13%
Gasoline	179	179	176	-2%	-2%	685	659	-4%
JET	21	28	21	-24%	0%	88	75	-15%
LPG	33	35	30	-14%	-9%	126	115	-9%
Fuel oils	60	28	34	+21%	-43%	210	141	-33%
Naphtha	1	1	0	-100%	-100%	6	7	+16%
Bitumen	59	84	61	-28%	+3%	258	239	-7%
Lubes	10	10	10	-7%	-5%	42	38	-9%
Rest of refinery products	38	38	56	+49%	48%	209	159	-24%
Retail distribution - Benzina	124	134	122	-9%	-2%	501	494	-1%

UNIPETROL SALES VOLUME BREAKDOWN - PETROCHEMICAL

	4Q08	3Q09	4Q09	Q/Q	Y/Y	FY08	FY09	FY08/ FY 09
kt	1	2	3	5=3/2	6=3/1	7	8	9=8/7
Petrochemicals	366	464	444	-4%	+21%	1,830	1,824	0%
Ethylene	26	37	32	-13%	+25%	148	143	-4%
Benzene	35	49	48	-1%	+38%	179	182	+2%
Propylene	5	14	9	-37%	+75%	27	36	+34%
Urea	39	41	44	+7%	+11%	182	169	-7%
Ammonia	47	61	59	-5%	+24%	192	232	+21%
C4 fraction	30	37	39	+5%	+31%	165	144	-13%
Oxo-alcohols	10	1	0	-49%	-96%	56	18	-68%
Polyethylene (HDPE)	57	61	70	+13%	+22%	286	286	0%
Polypropylene	39	52	50	-4%	+27%	196	214	+9%
Rest of petrochemical products	78	110	93	-16%	+20%	399	402	+1%

SEGMENTAL REVENUE AND EBITDA

	4Q08 ¹⁾	3Q09	4Q09	Q/Q	Y/Y	FY08 ¹⁾	FY09	FY09 /FY08
CZK bn	1	2	3	5=3/2	6=3/1	7	8	9=8/7
Revenues, of which	19.0	18.7 ²⁾	18.4²⁾	+2%	-4%	98.1	67.4²⁾	-31%
• Refining	13.2	14.0	13.8	-1%	+5%	74.0	49.8	-33%
• Petrochemicals	7.8	6.6	7.2	+9%	-9%	37.8	25.3	-33%
• Retail distribution	2.1	2.2	2.0	-9%	-6%	10.1	7.6	-25%
• Others, Non-attributable, Eliminations	-4.1	-4.0	-4.5	n/a	n/a	-23.8	-15.4	n/a
	4Q08 ¹⁾	3Q09	4Q09	Q/Q	Y/Y	FY08 ¹⁾	FY09	FY09 /FY08
CZK m	1	2	3	5=3/2	6=3/1	7	8	9=8/7
EBITDA, of which	-351	866	620²⁾	-28%	n/a	4,481	2,778	-38%
• Refining	-651	-187	-41	n/a	n/a	1,406	-66	n/a
• Petrochemicals	111	686	528	-23%	+376%	2,289	1,772	-23%
• Retail distribution	194	334	300	-10%	+55%	871	1,065	+22%
• Others, Non-attributable, Eliminations	-5	33	-168	n/a	n/a	-85	7	n/a

1) Restated based on new segment classification valid as of 1Q09

2) Minor mathematical discrepancy between segments and total due to rounding

CONDENSED BALANCE SHEET

CZK m	31 Dec 2009	31 Dec 2008
TOTAL ASSETS	58,249	57,742
Non-current assets	38,061	38,890
Current assets	20,188	18,852
Inventories	8,598	7,212
Trade Receivables	9,310	9,234
Cash and cash equivalents	1,186	952
TOTAL EQUITY AND LIABILITIES	58,249	57,742
Total equity	37,871	38,913
Total liabilities	20,378	18,829
Non-current liabilities	4,267	4,830
Loans and borrowings	2,012	2,084
Current liabilities	16,111	14,999
Trade and other payables and accruals	14,595	11,660
Current portion of loans and borrowings	209	243
Short-term bank loans	140	1,750
NET DEBT	1,212	3,253

CONDENSED P&L AND CASH FLOW STATEMENT

CZK m	31 Dec 2009	31 Dec 2008
Revenue	67,387	98,144
Gross profit	2,157	4,673
<i>Gross profit margin</i>	3.2%	4.8%
Operating profit before finance cost	-654	1,003
<i>Operating profit margin</i>	-1.0%	1.0%
Net finance cost	-564	-981
Profit before tax	-1,218	21
Income tax expense	377	45
Net profit for the period	-840	65
<i>Net profit margin</i>	-1.2%	0.0%

CZK m	31 Dec 2009	31 Dec 2008
Net cash provided by operating activities	3,741	4,213
Net cash provided by investing activities	-1,819	-3,148
Net cash provided by financing activities	-1,689	-3,197

DISCLAIMER

The following types of statements:

Projections of revenues, income, earnings per share, capital expenditures, dividends, capital structure or other financial items; Statements of plans or objectives for future operations; Expectations or plans of future economic performance; and Statements of assumptions underlying the foregoing types of statements are "forward-looking statements", and words such as "anticipate", "believe", "estimate", "intend", "may", "will", "expect", "plan", "target" and "project" and similar expressions as they relate to Unipetrol, its business segments, brands, or the management of each are intended to identify such forward looking statements. Although Unipetrol believes the expectations contained in such forward-looking statements are reasonable at the time of this presentation, the Company can give no assurance that such expectations will prove correct. Any forward-looking statements in this presentation are based only on the current beliefs and assumptions of our management and information available to us. A variety of factors, many of which are beyond Unipetrol's control, affect our operations, performance, business strategy and results and could cause the actual results, performance or achievements of Unipetrol to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements. For us, particular uncertainties arise, among others, from: (a) changes in general economic and business conditions (including margin developments in major business areas); (b) price fluctuations in crude oil and refinery products; (c) changes in demand for the Unipetrol's products and services; (d) currency fluctuations; (e) loss of market and industry competition; (f) environmental and physical risks; (g) the introduction of competing products or technologies by other companies; (h) lack of acceptance of new products or services by customers targeted by Unipetrol; (i) changes in business strategy; (j) as well as various other factors. Unipetrol does not intend or assume any obligation to update or revise these forward-looking statements in light of developments which differ from those anticipated. Readers of this presentation and related materials on our website should not place undue reliance on forward-looking statements.