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## ROMPETROL RAFINARE Q2 and H1 2016 IFRS CONSOLIDATED UNAUDITED RESULTS

## Positive and increasing operational results in the first 6 months of 2016

Rompetrol Rafinare S.A. (symbols, Bucharest Stock Exchange: RRC, Reuters: ROMP.BX, Bloomberg: RRC RO) has released today its Second Quarter and First Semester 2016 financial and operational unaudited results. The figures include unaudited consolidated financial statements for this period prepared by the company in accordance with International Financial Reporting Standards ("IFRS"). The IFRS financial results differ in some respects from the Romanian Standards of Accounting.

Consolidated financial statements of Rompetrol Rafinare include the results of the parent company Rompetrol Rafinare S.A and its subsidiaries Rompetrol Downstream S.R.L, Rompetrol Gas S.R.L, Rompetrol Quality Control S.R.L, Rom Oil SA, Rompetrol Logistics S.R.L and Rompetrol Petrochemicals S.R.L.

The document is posted on our website in the Investor Relations section: www.rompetrol-rafinare.ro

#### **HIGHLIGHTS - CONSOLIDATED**

		Q2 2016	Q2 2015	%	H1 2016	H1 2015	%
Financial							
Gross Revenues	USD	987,817,768	1,108,073,671	-11%	1,702,624,994	1,986,067,239	-14%
Net Revenues	USD	676,904,714	815,743,506	-17%	1,153,144,118	1,473,571,876	-22%
EBITDA EBITDA margin	USD %	55,221,080 8.2%	67,003,922 8.2%	-18%	90,198,125 7.8%	56,283,332 3.8%	60%
EBIT	USD	31,811,711	32,456,817	-2%	42,452,061	41,359,524	3%
Net profit / (loss) Net Profit / (loss) margin	USD %	21,991,076 3.2%	18,478,582 2.3%	19%	22,031,313 1.9%	17,960,730 1.2%	23%

Rompetrol Rafinare Constanta (RRC) gross revenues reached USD 988 million in Q2 2016 and over USD 1.702 billion for H1 2016. The decrease of this indicator by 11% respectively 14% as against the same periods in 2015 was influenced by the decrease of international quotations for petroleum products, despite the increase in the volume of petroleum products sold.



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## ROMPETROL RAFINARE Q2 and H1 2016 IFRS CONSOLIDATED UNAUDITED RESULTS

#### **ENVIRONMENT**

		Q2 2016	Q2 2015	%	H1 2016	H1 2015	%
Brent Dated	USD/bbl	46	62	-26%	40	58	-31%
Ural Med	USD/bbl	44	61	-29%	38	57	-33%
Brent-Ural Differential	USD/bbl	1.69	0.45	273%	1.67	0.75	121%
Premium Unleaded 10 ppm FOB Med	USD/t	487	661	-26%	442	602	-27%
Diesel ULSD 10 ppm FOB Med	USD/t	409	574	-29%	360	545	-34%
RON/USD Average exchange rate		3.98	4.02	-1%	4.03	3.99	1%
RON/USD Closing exchange rate		4.06	4.00	2%	4.06	4.00	2%
RON/EURO Average exchange rate		4.50	4.44	1%	4.49	4.45	1%
RON/EURO Closing exchange rate		4.52	4.47	1%	4.52	4.47	1%
USD/EURO Closing rate		1.11	1.12	-1%	1.11	1.12	-1%
Inflation in Romania*		-0.07%	-2.37%	-97%	-0.99%	-1.22%	-19%

Source: Platts, \* INSSE

Over H1 2016 crude prices were again driven by market oversupply as producers ramped up output to maximize revenue in the lower flat price environment. Crude prices started the year off on a low as crude and product inventories continued to build, as US crude production did not decline as fast as many analysts had been expecting.

Several factors converged to make rebalancing possible for Brent. First off 2016 demand growth posted another strong year on the back of low prices, unexpected supply disruptions then occurred in Canada and Nigeria, while geopolitical issues also kept Libyan production at extremely low levels.

These unexpected supply outages came in addition to price-related outages for higher cost production following OPEC's strategy in this direction. Brent price averaged at \$40 per barrel in H1 2016 for Brent, by 31% lower than in H1 2015. The lower y-o-y price is fundamentally justified as it reflects another year of massive stock

Urals differentials relative to Dated Brent are considerably wider this year than last. Over 2016 H1 Urals Med averaged a discount of \$1.67 per barrel to Dated Brent, some 90 cents per barrel higher than the \$0.75 per barrel witnessed in 2015 H1.

One of the factors leading to this result is the increase in Russian Urals supplies, both to the Med and NWE. The increase is related to the fall in flat prices which resulted in lower netbacks and therefore a lower implied refining subsidy. The resultant effect on refining economics was further exacerbated by a new tax regime in Russia that put pressure on refiners, ultimately leading to lower crude intake.

An argument for wider light/heavy differentials can also be made from a wider geographical perspective. The reduction in US shale production has increased US interest in higher quality crude imports, leading to a ramp up of African crudes' imports, thereby tightening availability for Europe and Asia. At the same time supply outages in Libya and Nigeria are further capping availability of lighter crudes, even as the supply of medium and heavy crudes increases due to production gains in the Middle East. A marked interest in gasoline-rich crudes in order

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# ROMPETROL RAFINARE Q2 and H1 2016 IFRS CONSOLIDATED UNAUDITED RESULTS

to maximize gasoline yields (and minimize gas oil yields given soaring inventories) also contributed to the strength of lighter grades relative to heavier ones, although this trend is set to weaken in H2 2016.

While European gasoline cracks got off to a good start in 2016, significant seasonal weakness in cracks has set in gradually over the last few months influenced by: global demand for gasoline has remained a key driver of total oil demand growth. In Europe, last year's gasoline crack performance succeeded in stalling long-term declines in demand. However, extremely strong gasoline cracks over much of last year prompted a large response in terms of gasoline supply as refiners in most major regions avoided gas oil production through a shift towards light end yields. With gas oil cracks then gradually improving on weaker supply, this supported overall margins but meant crude runs stayed relatively high and kept pressure on gasoline. The result has been a distinct rise in global gasoline stocks in the US and in Europe with additional volume increases due to flow reduction towards key export destinations like Latin America and West Africa.

A particularly weak Q1 this year gradually gave way to Q2 improvements in European ULSD cracks, although outright levels remained below year-ago levels in both NWE and the Med. European gas oil/diesel supply tightened over H1, largely on the back of yield shifts towards lighter products. A partial recovery in diesel demand (especially from the US) brought some relief since Q1, while economic refinery run cuts through much of H1 in Russia, alongside heavy maintenance, also curbed gas oil/diesel exports.

JBC Energy's standard Urals cracking margin, based on a basket of crudes typically bought by Med refiners averaged around \$5.80/bbl over the year to date. This compares to about \$8.20 over the same period last year but is still a considerable improvement over the 2014 equivalent, largely because of seasonally high gasoline cracks in the early part of this year as well as a favorable crude market structure. Margins have, at least until now, been supportive enough to encourage relatively healthy levels of crude processing in NWE and the Med. While gasoline has been the undoubted margin driver through much of the year so far, we are now in the unusual summer situation where gasoline/diesel price spreads are very narrow and gasoline is no longer likely to encourage the same levels of crude intake.

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### ROMPETROL RAFINARE Q2 and H1 2016 IFRS CONSOLIDATED UNAUDITED RESULTS

#### REFINING

		Q2 2016	Q2 2015	%	H1 2016	H1 2015	%
Financial							
Gross Revenues	USD	815,890,922	969,907,774	-16%	1,392,259,088	1,728,212,159	-19%
Net Revenues	USD	560,370,927	714,650,394	-22%	937,138,992	1,278,412,591	-27%
EBITDA	USD	37,357,661	44,860,801	-17%	58,042,466	36,438,143	59%
EBITDA margin	%	6,7%	6.3%		6.2%	2.9%	
EBIT	USD	22,888,855	36,555,251	-37%	28,718,178	49,506,999	-42%
Net profit / (loss)	USD	19,903,637	24,886,173	-20%	9,492,502	44,451,332	-79%
Net profit / (loss) margin	%	3.6%	3,5%		1.0%	3.5%	
Gross cash refinery margin/tone (PEM)	USD/t	42.32	52.58	-20%	42.31	36.69	15%
Gross cash refinery margin/bbl (PEM)	USD/b	5.83	7.24	-20%	5.83	5.05	15%
Net cash refinery margin/tone (PEM)	USD/t	22.45	31.55	-29%	19.87	14.73	35%
Net cash refinery margin/bbl (PEM)	USD/b	3.09	4.34	-29%	2.74	2.03	35%
Operational							
Feedstock processed	Kt	1,488	1,417	5%	2,779	2,673	4%
Gasoline produced	Kt	377	328	15%	756	648	17%
Diesel & jet fuel produced	Kt	789	782	1%	1,406	1,431	-2%
Motor fuels sales - domestic	Kt	530	474	12%	906	821	10%
Motor fuels sales - export	Kt	585	559	5%	1,143	1,133	1%
Export	%	52%	54%		56%	58%	
Domestic	%	48%	46%		44%	42%	

Note: Refining segment comprises the results of the company Rompetrol Rafinare (which operates Petromidia and Vega refineries). Rompetrol Rafinare computes Gross refinery margin as follows – (Oil Product Sales – Cost of Feedstock) / Quantity of sales. Net Refinery margin is the EBITDA of the refinery divided by quantity of sales.

Rompetrol Rafinare S.A. gross revenues reached USD 816 million in Q2 2016 and over USD 1.392 billion in H1 2016 decrease by 16% respectively 19% as against the same periods last year, influenced by the decrease of international quotations for petroleum products, despite the increase in the volume of petroleum products sold.

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#### **ROMPETROL RAFINARE** Q2 and H1 2016 IFRS CONSOLIDATED UNAUDITED RESULTS

In H1 2016 and in Q2 2016, the total throughput for Petromidia refinery was 2.792 million tons, respectively 1.495 million tons, higher by 4.34%, respectively 5.42% higher compared with the same periods last year when the total throughput was 2,676 million tons for H1 2015 and 1.418 million tons for Q2 2015.

The refining capacity utilization was 87.98% in H1, respectively 92.69% Q2, higher by 1.92%, respectively 4.43% compared with the same periods last year.

In respect of Vega refinery, the total throughput was 171.573 thousand tons in H1, respectively 105.342 thousand tons in Q2, higher by 9.46%, respectively 14.6% higher compared with the same periods last year when the total throughput was 156,752 thousand tons for H1 2015 and 91.941 thousand tons for Q2 2015.

The refining capacity utilization was 104% in H1 respectively 127.69% in Q2, higher by 9% respectively 16.2% compared with the same periods last year.

The gross refinery margin improved in 2016 compared with 2015. The company's financial results were positively influenced by favorable market conditions and by production process optimization programs (increase of processing capacity and increase of white products yields) and also influenced by operating costs optimization, programs that started in the year 2014 and successfully continued in 2015 and 2016 (out of which reduction in steam and power consumption are the most significant).

Rompetrol Rafinare S.A. continued to be an important contributor to Romania's fiscal budget with over USD 343 million in Q2 2016 and over USD 608 million in H1 2016.



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### **ROMPETROL RAFINARE** Q2 and H1 2016 IFRS CONSOLIDATED UNAUDITED RESULTS

#### **PETROCHEMICALS**

		Q2 2016	Q2 2015	%	H1 2016	H1 2015	%
Financial		er suus				,	
Revenues	USD	40,638,281	46,855,826	-13%	91,069,411	96,879,413	-6%
EBITDA	USD	3,829,066	4,615,651	-17%	7,045,456	(3,204,321)	N/A
EBIT	USD	2,782	1,037,972	-100%	(750,755)	(10,505,415)	-93%
Net profit / (loss)	USD	(2,190,631)	3,203,547	N/A	992,488	(16,813,004)	N/A
Operational							
Propylene processed	kt	32	31	2%	65	62	4%
Ethylene processed	kt	15	14	5%	31	29	7%
Sold from own production	kt	42	37	13%	97	90	7%
Sold from trading	kt	0	1	-62%	1	2	-54%
Total sold		43	39	11%	98	92	6%
Export	%	59%	60%		57%	58%	
Domestic	%	41%	40%		43%	42%	

Starting 1st of January 2014, the petrochemicals activity was transferred from Rompetrol Petrochemicals to Rompetrol Rafinare S.A., being fully integrated in the propylene, utilities and logistics flow.

In terms of low density polyethylene unit (LDPE), the petrochemicals segment works 100% with ethylene from import.

The petrochemicals segment is the sole polypropylene producer in Romania and has constantly succeeded to increase its market share on secondary categories of products. Its dynamic development strategy has secured the company a competitive position on the domestic market and on the regional one - the Black Sea and Mediterranean region and the Eastern and Central Europe.

In Q2 2016, the total polymers production for Petrochemicals area was 36.849 thousand tons by 1.81 % lower compared with the same period last year when the total polymers production was 37.527 thousand tons.

In H1 2016, the total polymers production for Petrochemicals area was 75.538 thousand tons by 0.66 % higher compared with the same period last year when the total polymers production was 75.041 thousand tons.

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## ROMPETROL RAFINARE Q2 and H1 2016 IFRS CONSOLIDATED UNAUDITED RESULTS

#### **MARKETING**

		Q2 2016	Q2 2015	%	H1 2016	H1 2015	%
Financial							
Gross Revenues	USD	606,170,506	645,274,536	-6%	1,033,754,848	1,112,444,968	-7%
EBITDA	USD	14,610,986	17,932,034	-19%	26,521,498	25,819,137	3%
EBIT	USD	10,256,282	13,016,637	-21%	17,729,225	15,821,257	12%
Net profit / (loss)	USD	6,356,360	8,982,012	-29%	15,532,992	4,225,826	268%
Operational							
Quantities sold in retail	Kt	158	157	0%	294	289	2%
Quantities sold in wholesale	Kt	330	279	18%	556	468	19%
LPG quantities sold	Kt	78	72	8%	145	138	5%

Note: Marketing segment includes the results of Rompetrol Downstream, Rom Oil, Rompetrol Quality Control Rompetrol Logistics and Rompetrol Gas

During the first 6 months of 2016, the marketing segment had a turnover of USD 1.033 billion, lower with 7% compared with the same period of 2015.

In Q2 2016 compared to Q2 2015, the Platt's quotations (FOB Med Italy-mean), expressed in the currency of reference, USD, were on average by 26% lower for gasoline and by 29% lower for diesel. The decrease of the exchange rate USD/RON by 1% led to an effective decrease of 27% for gasoline quotation and of 29% for diesel quotation.

During the first 6 months of 2016 the exchange rate was only with 1% higher than during the same period of the previous year, the quotations expressed in USD decreased by 27% for gasoline and 34% for diesel, the combined effect of both factors being the effective decrease in RON quotations by approximately 26% for gasoline and approximately 33% for diesel.

The excise level was in Q2 and H1 2016 at the same levels as the ones during the same periods of the previous year. Under these conditions, following the decrease of international quotations for crude oil and petroleum products, Rompetrol fuel prices in their own stations, for Q2 and H1 2016, were below compared to the prices incurred in the same periods of 2015, by 13% for gasoline and by 14% for diesel in respect of Q2 2016 and by 12% for gasoline and by 16% for diesel in respect of H1 2016.

As of June 2016, the Rompetrol Downstream's distribution segment contained 716 points of sale, as follows: 137 network of owned stations (of which operated by dealers 97), 118 partner stations and 461 mobile stations operated by customers and dealers (express, cuves and internal bases).

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## **ROMPETROL RAFINARE** Q2 and H1 2016 IFRS CONSOLIDATED UNAUDITED RESULTS

# APPENDIX 1 - CONSOLIDATED INCOME STATEMENT 2016, UNAUDITED

Amounts in USD

	Q2 2016	Q2 2015	%	H1 2016	H1 2015	%
Gross Revenues	987,817,768	1,108,073,671	-11%	1,702,624,994	1,986,067,239	-14%
Sales taxes and discounts	(310,913,054)	(292,330,165)	6%	(549,480,876)	(512,495,363)	7%
Net revenues	676,904,714	815,743,506	-17%	1,153,144,118	1,473,571,876	-22%
Cost of sales	(606,017,146)	(727,118,912)	-17%	(1,033,407,093)	(1,377,930,905)	-25%
Gross margin	70,887,568	88,624,594	-20%	119,737,025	95,640,971	25%
Selling, general and	(40,564,164)	(41,652,474)	-3%	(78,602,299)	(79,546,442)	-1%
administration Other expenses, net	1,488,307	(14,515,303)	N/A	1,317,335	25,264,995	-95%
EBIT	31,811,711	32,456,817	-2%	42,452,061	41,359,524	3%
Finance, net	(7,983,959)	(13,689,610)	-42%	(16,139,997)	(27,966,736)	-42%
Net foreign exchange gains / (losses)	(1,653,870)	39,148	N/A	(3,808,769)	5,084,579	N/A
EBT	22,173,882	18,806,355	18%	22,503,295	18,477,367	22%
Income tax	(182,806)	(327,773)	-44%	(471,982)	(516,637)	-9%
Net result	21,991,076	18,478,582	19%	22,031,313	17,960,730	23%
EBITDA	55,221,080	67,003,922	-18%	90,198,125	56,283,332	60%



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## **ROMPETROL RAFINARE** Q2 and H1 2016 IFRS CONSOLIDATED UNAUDITED RESULTS

## APPENDIX 2 - CONSOLIDATED BALANCE SHEET JUNE 30, 2016, UNAUDITED Amounts in USD

	June 30, 2016	December 31, 2015	%
Assets			
Non-current assets			
Intangible assets	6,210,845	6,679,192	-7%
Goodwill	82,871,706	82,871,706	0%
Property, plant and equipment	1,135,431,893	1,175,280,529	-3%
Financial assets and other	61,803,913	61,101,735	1%
Total Non Current Assets	1,286,318,357	1,325,933,162	-3%
Current assets			
Inventories	208,003,282	175,731,732	18%
Trade and other receivables	349,539,663	318,124,428	10%
Cash and cash equivalents	11,166,561	6,727,079	66%
Total current assets	568,709,506	500,583,239	14%
Total assets	1,855,027,863	1,826,516,401	2%
Equity and liabilities			
Total Equity	444,778,183	423,625,574	5%
Non-current liabilities			
Long-term debt	212,776,592	215,312,502	-1%
Provisions	77,519,273	79,036,717	-2%
Other	474,844	463,090	3%
Total non-current liabilities	290,770,709	294,812,309	-1%
Current Liabilities			
Trade and other payables	787,183,806	762,732,994	3%
Derivative financial instruments	274,670	626,926	-56%
Short-term debt	332,020,495	344,718,598	-49
Total current liabilities	1,119,478,971	1,108,078,518	19
Total equity and liabilities	1,855,027,863	1,826,516,401	2%

The financial figures are extracted from Company's unaudited IFRS financial reports.

Chairman of the Board of Directors of ROMPETROL RAFINARE S.A.

Azamat Zhangpil

Chief Executive Officer

Yedil Utekov

**Chief Financial Officer** 

Vasile-Gabriel Manole

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