

Marketing – sales and distribution

- In 2016, the LOTOS Group improved its operating profit again, and reported consolidated revenue of **PLN 20,931m**.
- In 2016, LOTOS Kolej increased its share in the Polish rail freight market **from 9.91% to 10.20%** and retained the **second position among rail cargo carriers**.
- LOTOS-Air BP began to sell aviation fuel to **Emirates Airline and Air China**, and **thus expanded the pool of its global customers**.
- Since its inception in 2013, LOTOS Oil has established its presence **on 57 foreign markets around the world**.
- In 2016, LOTOS service stations' retail sales hit a record-high. Adjusted EBITDA in 2016 amounted to **PLN 156m**.
- Diesel oil (43.4%), gasolines (14.1%), and heavy fuel oil (13.6%) were the largest contributors to the LOTOS Group sales in 2016.
- In 2016, the LOTOS Group's share in the domestic fuel market was **29.5%**.