

## 8. Business segments

	Upstream segment		Downstream segment		Consolidation adjustments		Consolidated	
	2016	2015	2016	2015	2016	2015	2016	2015
<b>Revenue:</b>	<b>1,228,483</b>	<b>711,150</b>	<b>20,120,677</b>	<b>22,372,562</b>	<b>(418,070)</b>	<b>(374,270)</b>	<b>20,931,090</b>	<b>22,709,442</b>
Intersegment sales	364,623	331,256	53,447	43,014	(418,070)	(374,270)	-	-
External sales	863,860	379,894	20,067,230	22,329,548	-	-	20,931,090	22,709,442
Operating profit/(loss) (EBIT)	17,825	(59,441)	1,834,706	450,661	2,126	32,178	1,854,657	423,398
Depreciation and amortisation	581,988	249,918	487,423	466,165	(1,517)	(1,515)	1,067,894	714,568
Operating profit/(loss) before depreciation and amortisation (EBITDA)	599,813	190,477	2,322,129	916,826	609	30,663	2,922,551	1,137,966
<b>Total assets</b> as at the end of the reporting period	<b>4,199,995</b>	<b>4,489,613</b>	<b>16,798,801</b>	<b>16,074,434</b>	<b>(1,672,487)</b>	<b>(1,394,715)</b>	<b>19,326,309</b>	<b>19,169,332</b>

### Geographical structure of sales

	Upstream segment		Downstream segment		Consolidated	
	2016	2015	2016	2015	2016	2015
<b>Domestic sales:</b>	<b>4,679</b>	<b>6,793</b>	<b>14,535,428</b>	<b>17,170,547</b>	<b>14,540,107</b>	<b>17,177,340</b>
products and services	4,562	6,409	13,687,693	15,916,989	13,692,255	15,923,398
merchandise and materials	117	384	847,735	1,253,558	847,852	1,253,942
<b>Export sales:</b>	<b>859,181</b>	<b>373,101</b>	<b>5,531,802</b>	<b>5,159,001</b>	<b>6,390,983</b>	<b>5,532,102</b>
products and services	858,878	372,986	5,299,578	4,952,310	6,158,456	5,325,296
merchandise and materials	303	115	232,224	206,691	232,527	206,806
<b>Total</b>	<b>863,860</b>	<b>379,894</b>	<b>20,067,230</b>	<b>22,329,548</b>	<b>20,931,090</b>	<b>22,709,442</b>

### Sales by products, merchandise and services

	Upstream segment		Downstream segment		Consolidated	
	2016	2015	2016	2015	2016	2015
Gasolines	-	-	3,257,850	3,649,735	3,257,850	3,649,735

Naphtha	-	-	803,900	880,530	803,900	880,530
Diesel oils	-	-	9,776,728	11,163,813	9,776,728	11,163,813
Bunker fuel	-	-	111,281	129,511	111,281	129,511
Light fuel oil	-	-	530,794	565,411	530,794	565,411
Heavy fuel oil	-	-	1,208,984	1,432,389	1,208,984	1,432,389
Aviation fuel	-	-	1,151,414	1,170,250	1,151,414	1,170,250
Lubricants	-	-	276,863	286,666	276,863	286,666
Base oils	-	-	502,130	519,654	502,130	519,654
Bitumens	-	-	624,982	711,251	624,982	711,251
LPG	-	-	427,974	444,376	427,974	444,376
Crude oil	270,374	133,781	247,165	254,234	517,539	388,015
Natural gas	529,319	230,560	93	-	529,412	230,560
Reformate	-	-	78,779	25,163	78,779	25,163
Other refinery products, merchandise and materials	-	-	403,401	456,983	403,401	456,983
Other products, merchandise and materials	4,648	4,099	397,131	354,381	401,779	358,480
Services	59,519	11,454	379,482	367,649	439,001	379,103
Effect of cash flow hedge accounting	-	-	(111,721)	(82,448)	(111,721)	(82,448)
<b>Total</b>	<b>863,860</b>	<b>379,894</b>	<b>20,067,230</b>	<b>22,329,548</b>	<b>20,931,090</b>	<b>22,709,442</b>

In 2016, there were no customers with a share in excess of 10% of the LOTOS Group's total revenue.

The Notes to the consolidated financial statements are an integral part of the statements.  
(This is a translation of a document originally issued in Polish)