

## STRONG OPERATIONAL RESULTS COMPARED WITH 2009

Rompetrol Rafinare S.A. (symbols, Bucharest Stock Exchange: RRC, Reuters: ROMP.BX, Bloomberg: RRC RO) has released today its Fourth Quarter 2010 and yearly 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 and its subsidiaries Rompetrol Petrochemicals, Rom Oil, Rompetrol Downstream, Rompetrol Logistics and Rompetrol Gas.

%

12%

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The document is posted on our website in the Investor Relations section: <u>www.rompetrol.com</u>

#### Q4 2010 Q4 2009 % 2010 2009 Financial **Gross Revenues** USD 835,018,436 853,643,406 -2% 3,554,159,541 3,184,794,951 **Net Revenues** USD 636,616,531 654,486,187 -3% 2,782,957,387 2,480,440,002 USD EBITDA 23,351,077 (3,921,586)N/A 16,585,372 3,258,567 **EBITDA** margin % 3.7% -0.6% 0.6% 0.1% EBIT USD (17,084,098) N/A (102, 221, 088)(48,571,344) (97,118,364) USD N/A Net profit / (loss) (53, 522, 989)(65, 562, 281)(193, 137, 684)(173, 720, 999)Net Profit / (loss) % -8.4% -10.0% -6.9% -7.0% margin

## HIGHLIGHTS - CONSOLIDATED

Rompetrol Rafinare Constanta (RRC) gross revenues reached USD 3.55 billion in 2010. The increase in gross revenues, compared to the same period last year, is mainly the result of higher international quotations for petroleum products, on gasoline as well as on diesel.



## ENVIRONMENT

|                                       |         | Q4 2010 | Q4 2009   | %    | 2010   | 2009   | %    |
|---------------------------------------|---------|---------|-----------|------|--------|--------|------|
|                                       |         |         |           |      |        |        |      |
| Brent Dated                           | USD/bbl | 86.46   | 74.53     | 16%  | 79.50  | 61.67  | 29%  |
| Ural Med                              | USD/bbl | 85.08   | 73.91     | 15%  | 78.16  | 60.94  | 28%  |
| Brent-Ural Differential               | USD/bbl | 1.38    | 0.62      | 122% | 1.34   | 0.73   | 83%  |
|                                       |         |         |           |      |        |        |      |
| PVM Ural Cracking Margin              | USD/bbl | 4.30    | 2.04      | 111% | 4.11   | 2.90   | 42%  |
| Premium Unleaded 10                   | USD/t   | 787     | 677       | 16%  | 729    | 583    | 25%  |
| ppm FOB Med<br>Diesel ULSD 10 ppm FOB |         |         |           |      |        |        |      |
| Med                                   | USD/t   | 751     | 619       | 21%  | 682    | 533    | 28%  |
|                                       |         |         |           |      |        |        |      |
| RON/USD Average                       |         | 3.15    | 2.89      | 9%   | 3.18   | 3.05   | 4%   |
| exchange rate                         |         | 5.15    | 2.03      | 370  | 5.10   | 5.05   | 470  |
| RON/USD Closing                       |         | 3.20    | 2.94      | 9%   | 3.20   | 2.94   | 9%   |
| exchange rate                         |         |         |           |      |        |        |      |
| RON/EURO Average                      |         |         |           |      |        |        |      |
| exchange rate                         |         | 4.29    | 4.27      | 1%   | 4.21   | 4.24   | -1%  |
| RON/EŬRO Closing                      |         | 4.28    | 4.23      | 1%   | 4.28   | 4.23   | 1%   |
| exchange rate                         |         | 4.20    | 4.23      | 1 /0 | 4.20   | 4.23   | 1 /0 |
|                                       |         |         |           |      |        |        |      |
| USD/EURO Closing rate                 |         | 1.34    | 1.44      | -7%  | 1.34   | 1.44   | -7%  |
| Inflation in Domonia                  |         | 0.000/  | 4 4 4 0 / |      | 7.000/ | 4 750/ |      |
| Inflation in Romania                  |         | 8.20%   | 1.44%     |      | 7.90%  | 4.75%  |      |

Source: Platts

In Q4 2010, crude oil prices exceeded 75 - 85\$/bbl and settled to over 90\$/bbl at the end of December 2010. The increase was supported by significant decrease of stocks in OECD countries, upward demand revisions by IEA and OPEC, positive market developments in Asia and improved refinery margins.

The increase of crude oil prices will be kept within boundaries by: OPEC spare capacity (approx. 5 million barrels),quota compliance, growing fears of supply glut due to additional potential volumes coming from Iraq and Brazil, higher energy consumption efficiency due to increase of prices, increased use of natural gas as substitute for crude oil.

During last quarter, Urals differential to Brent increased by 0.76\$/bbl and reached 1.75\$/bbl in December when the quote was above the benchmark of 90\$/bbl . Market analysts expect premium of Urals Mediterranean over North-West Europe to increase after Russian officials announced their intention to re-route some volumes from the Black Sea both North and Eastwards.

Contrary to Q3 forecast and seasonal trends, gasoline performed well during Q4 (110 \$/mt higher in Q4 2010 than in Q4 2009). Recovery can be mainly attributed to short term developments: French strikes, unplanned shutdowns, run cuts in the US and strong support for naphtha. In the near future, the gasoline performance is not expected to improve significantly, as diesel will become the driving factor again and efficiency improvements in Western markets will not bring positive results. Naphtha will become again an important supporting factor for light products.



In Q4 2010 middle distillates yielded to 132\$/mt.This trend was partially supported by: the strikes in France resulting in increased import volumes, followed by refinery run rebounds from 74% in October to 82% in November. Nevertheless, subsequent high stock levels show that existing shortage was over-compensated. In 2010 the demand had a positive trend compared with 2009. At the same time, the specification change in Turkey (fully 10 ppm diesel) starting with January 2011 will induce a demand shift from Gasoil .1 to Diesel 10 ppm, but its impact is hard to quantify. In the future, the distillates should remain the principal margin driver at least through Q1 2011, based on healthy demand outlook (especially East of Suez) and improving on-shore and floating stock levels.

The French strikes had a positive influence on European refineries improving the forecasted shrinking margins on short term. An additional benefit came from China's shortage of middle distillates and a generally improved global demand reported by major agencies. Still, market analysts are sustaining their view concerning bleak outlook for downstream players on mature OECD markets. In Q1 2011 the cracking margins are forecast at 2.9\$/bbl in North-West Europe and 2.5\$/bbl in the Mediterranean. During 2011, a limited increase of distillation capacity in Asia is expected which may entail the export growth from Europe to the East.



## REFINING

|                                  |       | Q4 2010      | Q4 2009      | %    | 2010          | 2009          | %    |
|----------------------------------|-------|--------------|--------------|------|---------------|---------------|------|
| Financial                        |       |              |              |      |               |               |      |
| Gross Revenues                   | USD   | 530,281,374  | 719,977,823  | -26% | 2,822,071,920 | 2,700,415,540 | 5%   |
| Net Revenues                     | USD   | 422,076,852  | 539,720,711  | -22% | 2,212,742,024 | 2,038,188,994 | 9%   |
| EBITDA                           | USD   | 7,993,516    | (12,312,037) | N/A  | (28,667,765)  | (36,289,500)  | N/A  |
| EBITDA margin                    | %     | 1.9%         | -2.3%        | N/A  | -1.3%         | -1.8%         | N/A  |
| EBIT                             | USD   | (9,398,964)  | (31,336,556) | N/A  | (72,825,912)  | (82,354,477)  | N/A  |
| Net profit / (loss)              | USD   | (30,352,015) | (51,949,575) | N/A  | (143,328,737) | (143,629,866) | N/A  |
| Net profit / (loss)<br>margin    | %     | -7.2%        | -9.6%        | N/A  | -6.5%         | -7.0%         | N/A  |
| Gross cash<br>refinery           | USD/t |              |              |      |               |               |      |
| margin/tone<br>Gross cash        |       | 82.99        | 29.80        | 178% | 34.53         | 29.83         | 16%  |
| refinery margin/bbl              | USD/b | 11.43        | 4.10         | 178% | 4.75          | 4.11          | 16%  |
| Net cash refinery                | USD/t |              | <i></i>      |      | ()            | (a)           |      |
| margin/tone<br>Net cash refinery |       | 36.01        | (14.22)      | N/A  | (2.81)        | (6.77)        | -58% |
| margin/bbl                       | USD/b | 4.96         | (1.95)       | N/A  | (0.39)        | (0.93)        | -58% |
| Operational                      | 000/0 |              | (1100)       |      | (0.00)        | (0.00)        | 0070 |
| Feedstock<br>processed           | Kt    | 639          | 892          | -28% | 3,496         | 4,092         | -15% |
| Gasoline produced                | Kt    | 203          | 289          | -30% | 1,162         | 1,342         | -13% |
| Diesel & jet fuel<br>produced    | Kt    | 230          | 344          | -33% | 1,397         | 1,649         | -15% |
|                                  |       |              |              |      | ,             | ,             |      |
| Motor fuels sales -              | Kt    |              |              | -44% |               |               |      |
| domestic                         |       | 213          | 381          |      | 1,283         | 1,465         | -12% |
| Motor fuels sales -              | Kt    | 470          | 222          | -27% | 1.000         | 4 0 4 7       | 040/ |
| export                           |       | 170          | 232          |      | 1,060         | 1,347         | -21% |
| Export                           | %     | 44%          | 38%          |      | 45%           | 48%           |      |
| Domestic                         | %     | 56%          | 62%          |      | 55%           | 52%           |      |

Note:Refining segment comprises the results of Petromidia and Vega Refineries.

Rompetrol Rafinare computes Gross cash refinery margin as follows – (Oil Product Sales – Cost of Feedstock) / Quantity of Feedstock related to the sales. Net Cash Refinery margin is the EBITDA of the refinery divided by quantity of feedstock related to sales.

The gross revenues of the refining segment reached USD 2.8 billion in 2010 higher by 5% compared with the same period last year. The increase in gross revenues is mainly the result of higher international quotations for petroleum products.



The operational results for Q4 2010 were positively influenced by higher international quotations for petroleum products, mainly for fuels, although the production of petroleum products decreased due to the refinery planned turnaround.

Ural/Brent differential increased (1.38 USD/bbl in Q4 2010 compared with 0.62 USD/bbl in Q4 2009), leading to improved operating results. In addition, the diesel quotations increased by 21% from 619 USD/bbl in Q4 2009 to 751 USD/bbl in Q4 201, thus higher than the increase in the international quotation of Brent (which increased by 16% from 74.53 USD/bbl in Q4 2009 to 86.46 USD/bbl in Q4 2010).

In Q4 2010, the refining capacity utilization rate was 73.61% by 6.22% lower than in Q4 2009 due to the overhaul.

Rompetrol Rafinare continued to be an important contributor to Romania's fiscal budget with over USD 1.2 billion in 2010.



## MARKETING

|                              |       | Q4 2010     | Q4 2009      | %    | 2010          | 2009          | %    |
|------------------------------|-------|-------------|--------------|------|---------------|---------------|------|
|                              |       |             |              |      |               |               |      |
| Financial                    |       |             |              |      |               |               |      |
| Gross Revenues               | USD   | 584,667,807 | 569,125,278  | 3%   | 2,199,075,415 | 1,961,007,497 | 12%  |
| EBITDA                       | USD   | 13,970,549  | 10,143,845   | 38%  | 31,758,060    | 47,273,465    | -33% |
| EBIT                         | USD   | 1,428,032   | (9,322,203)  | N/A  | (21,163,725)  | (5,229,799)   | 305% |
| Net profit / (loss)          | USD   | (8,755,767) | (12,846,839) | N/A  | (36,976,783)  | (28,298,939)  | N/A  |
|                              |       | -           |              |      |               |               |      |
| Operational                  |       | -           |              |      |               |               |      |
| Quantities sold in<br>retail | Kt    | 187         | 195          | -4%  | 732           | 755           | -3%  |
| Quantities sold in wholesale | Kt    | 168         | 192          | -13% | 666           | 662           | 1%   |
| Retail Gross Margin          | USD/t | 122         | 133          | -8%  | 114           | 129           | -12% |
| Wholesale Gross<br>Margin    | USD/t | 48          | 62           | -23% | 47            | 61            | -23% |

<u>Note</u>: Marketing segment includes the results of Rompetrol Downstream, Rom Oil, Rompetrol Quality Control Rompetrol Logistics and Rompetrol Gas.

The sustained growth from recent years was followed in 2010 by a slight decline of 1% in trading volumes, visible mostly in the retail segment (-3%), more sensitive to economic crisis than the wholesale segment, which recorded an increase of 1%.

The financial results were influenced by the decrease in the commercial margins due to the economic crisis, as well as by the RON depreciation against the US dollar by 9% compared with 2009.

At the end of 2010, the distribution sector operated a network of 788 stations, by 2% lower compared with 2009, of which:131 own stations,153 gas stations operated in franchise system, 151 express stations, 155 RIB (Rompetrol Internal Basis) and 198 CUVA stations.



## PETROCHEMICALS

|                             |     | Q4 2010     | Q4 2009      | %    | 2010        | 2009         | %    |
|-----------------------------|-----|-------------|--------------|------|-------------|--------------|------|
| Financial                   |     |             |              |      |             |              |      |
| Revenues                    | USD | 51,419,256  | 59,244,336   | -13% | 265,705,434 | 240,151,382  | 11%  |
| EBITDA                      | USD | 2,143,329   | (1,133,569)  | N/A  | 13,716,908  | (13,665,459) | N/A  |
| EBIT                        | USD | (3,581,110) | (10,352,178) | N/A  | (659,401)   | (15,963,963) | N/A  |
| Net profit / (loss)         | USD | (4,810,585) | (10,447,041) | N/A  | (5,265,045) | (12,208,698) | N/A  |
|                             |     |             |              |      |             |              |      |
| Operational                 |     |             |              |      |             |              |      |
| Propylene processed         | kt  | 16          | 22           | -26% | 107         | 107          | 0%   |
| Ethylene processed          | kt  | 16          | 21           | -25% | 72          | 107          | -33% |
|                             |     |             |              |      |             |              |      |
| Sold from own<br>production | kt  | 31          | 44           | -31% | 175         | 222          | -21% |
| Sold from trading           | kt  | 5           | 3            | 46%  | 20          | 16           | 29%  |
| Total sold                  |     | 35          | 47           | -26% | 195         | 238          | -18% |
|                             |     |             |              |      |             |              |      |
| Export                      | %   | 53%         | 59%          |      | 55%         | 60%          |      |
| Domestic                    | %   | 47%         | 41%          |      | 45%         | 40%          |      |

Rompetrol Petrochemicals gross revenues reached USD 265.7 million in 2010 by 11% higher compared with the same period last year. The increase in gross revenues is mainly the result of higher international quotations for petrochemical products.

In 2010 versus 2009, the company's financial results improved significantly due to positive margins from petrochemical products sales, diversification of product portfolio and streamlining of the company's activity, therefore EBITDA reached USD 2.1 million in Q4 2010 and 13.7 million in 2010, higher compared with the same period last year.

The decrease in the quantity of raw materials processed compared with 2009 is the result of the shutdown of HDPE unit, starting November 2009.

In 2010 Rompetrol Petrochemicals improved the quality of its products, thus the weight of high quality rated products reached 97% compared with an average of 96% in 2009.

Against the background of the reduction or shutting down of production capacities in Central and Eastern Europe, the company maintains its objective set in 2007 of becoming one of the main suppliers and producers of polymers in the region. In November 2010 the high density polyethylene installation (HDPE) was restarted. In 2011 the modernization program will allow an increase in the installation capacity, a reduction in the processing costs, a diversification of the range of products provided, as well as an increase in the operating safety.

In 2010 Rompetrol Petrochemicals successfully completed the automation of plants and the integration of operations into the Command and Control Center of the Petromidia platform (CCR). The integration of the automated control of petrochemical plants into the Command Center supports the company's objective to become one of the main polymer suppliers and producers in the region and also represents a natural continuation of the investments amounting to over USD 107 million made since 2002 and until present in order to increase the specific activities, the production capacities, the quality and the range of products provided. The new center allows full tracking of operations – the control and protection of technological flows, the collection and



online transmission of process data and, implicitly, the reduction of production costs, which is a first for Romania, as well as for the South-Eastern part of Europe.

Rompetrol Petrochemicals is the sole polypropylene producer in Romania; in 2009 and 2010 the company was also the sole producer of polyethylene, given the economic circumstances on the market, thus constantly increasing its market share. Its dynamic development strategy has secured the company a competitive position on the domestic and regional markets – in the Balkans Region. One of the advantages of the company is determined by its proximity to its customers, providing the products required Just -  $\ln$  – Time, as well as offering technical consulting and monitoring of their production cycle.



## APPENDIX 1 – CONSOLIDATED INCOME STATEMENT 2010, UNAUDITED

### Amounts in USD

|                                       | Q4 2010       | Q4 2009       | %    | 2010            | 2009            | %    |
|---------------------------------------|---------------|---------------|------|-----------------|-----------------|------|
|                                       |               |               |      |                 |                 |      |
| Gross Revenues                        | 835,018,436   | 853,643,406   | -2%  | 3,554,159,541   | 3,184,794,951   | 12%  |
| Sales taxes and<br>discounts          | (198,401,905) | (199,157,219) | 0%   | (771,202,154)   | (704,354,949)   | 9%   |
| Net revenues                          | 636,616,531   | 654,486,187   | -3%  | 2,782,957,387   | 2,480,440,002   | 12%  |
| Cost of sales                         | (535,120,695) | (607,139,697) | -12% | (2,571,847,316) | (2,283,545,985) | 13%  |
| Gross margin                          | 101,495,836   | 47,346,490    | 114% | 211,110,071     | 196,894,017     | 7%   |
| Selling, general and                  |               |               |      |                 |                 |      |
| administration                        | (114,969,991) | (82,507,068)  | 39%  | (305,566,057)   | (298,070,317)   | 3%   |
| Other expenses, net                   | (3,609,943)   | (13,410,766)  | -73% | (7,765,102)     | 4,057,936       | N/A  |
| EBIT                                  | (17,084,098)  | (48,571,344)  | N/A  | (102,221,088)   | (97,118,364)    | N/A  |
| Finance, net                          | (34,071,163)  | (21,498,273)  | 58%  | (83,571,474)    | (84,228,263)    | -1%  |
| Net foreign exchange gains / (losses) | (2,775,226)   | 3,960,584     | N/A  | (6,552,761)     | 7,982,062       | N/A  |
| EBT                                   | (53,930,487)  | (66,109,033)  | N/A  | (192,345,323)   | (173,364,565)   | N/A  |
| Income tax                            | 407,498       | 546,752       | -25% | (792,361)       | (356,434)       | 122% |
| Net result                            | (53,522,989)  | (65,562,281)  | N/A  | (193,137,684)   | (173,720,999)   | N/A  |
| EBITDA                                | 23,351,077    | (3,921,586)   | N/A  | 16,585,372      | 3,258,567       | N/A  |



# APPENDIX 2 – CONSOLIDATED BALANCE SHEET DECEMBER 31, 2010, UNAUDITED

Amounts in USD

|                                       | December 31,<br>2010 | December 31,<br>2009 | %     |
|---------------------------------------|----------------------|----------------------|-------|
| Assets                                |                      |                      |       |
| Non-current assets                    |                      |                      |       |
| Intangible assets                     | 29,244,458           | 44,958,147           | -35%  |
| Goodwill                              | 100,355,787          | 100,355,787          | 0%    |
| Property, plant and equipment         | 1,017,946,224        | 939,880,630          | 8%    |
| Financial assets and other            | 3,390,005            | 2,375,022            | 43%   |
| Total Non Current Assets              | 1,150,936,474        | 1,087,569,586        | 6%    |
|                                       |                      |                      |       |
| Current assets                        |                      |                      |       |
| Inventories                           | 357,368,919          | 290,325,030          | 23%   |
| Trade and other receivables           | 324,492,795          | 314,185,381          | 3%    |
| Cash and cash equivalents             | 53,177,253           | 45,565,498           | 17%   |
| Total current assets                  | 735,038,967          | 650,075,909          | 13%   |
|                                       |                      |                      |       |
| Total assets                          | 1,885,975,441        | 1,737,645,495        | 9%    |
| Equity and liabilities                |                      |                      |       |
| Total Equity                          | (4,103,436)          | 161,304,208          | N/A   |
|                                       |                      |                      |       |
| Non-current liabilities               |                      |                      |       |
| Hybrid instrument - long-term portion | -                    | -                    | 000/  |
| Long-term debt                        | 1,907,918            | 5,208,938            | -63%  |
| Other                                 | 31,619,187           | 31,446,531           | 1%    |
| Total non-current liabilities         | 33,527,105           | 36,655,469           | -9%   |
| Current Liabilities                   |                      |                      |       |
| Trade and other payables              | 709,970,626          | 530,207,451          | 34%   |
| Hybrid instrument - current portion   |                      | 22,601,564           | -100% |
| Short-term debt                       | 1,146,581,146        | 986,876,803          | 16%   |
| Total current liabilities             | 1,856,551,772        | 1,539,685,818        | 21%   |
|                                       |                      |                      |       |
| Total equity and liabilities          | 1,885,975,441        | 1,737,645,495        | 9%    |

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