

Q4

NIS GROUP'S PERFORMANCE PRESENTATION FOR FOURTH QUARTER AND 2023 FY

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Function for finance, economics, planning
and accounting
January 30, 2024



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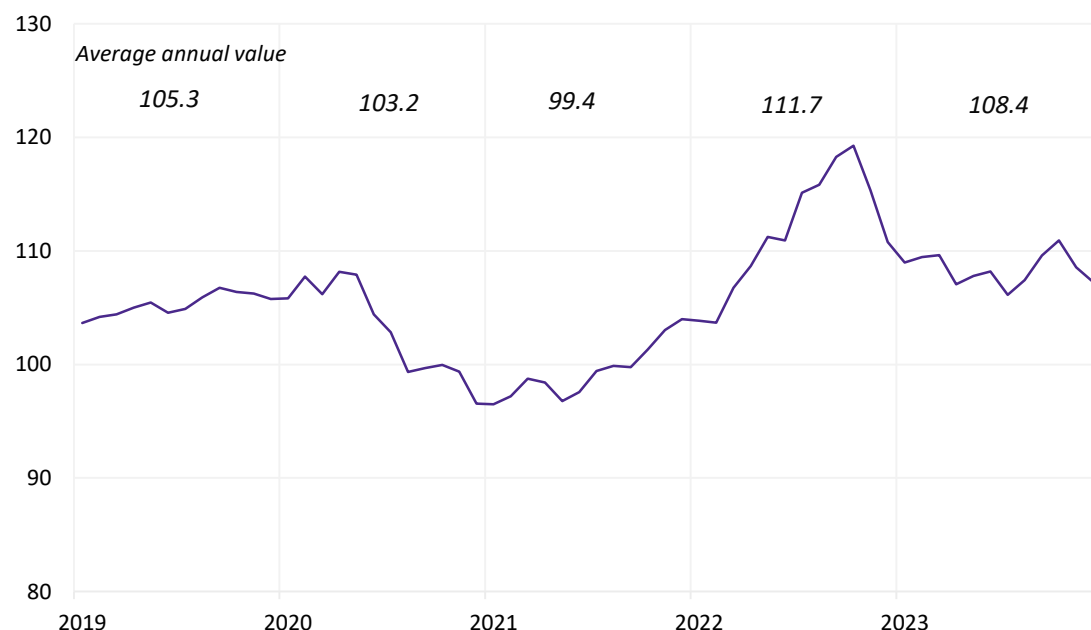
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Macroeconomic Indicators

Fall of oil price, a slide drop of USD dollar comparing to RSD

USD/RSD rate

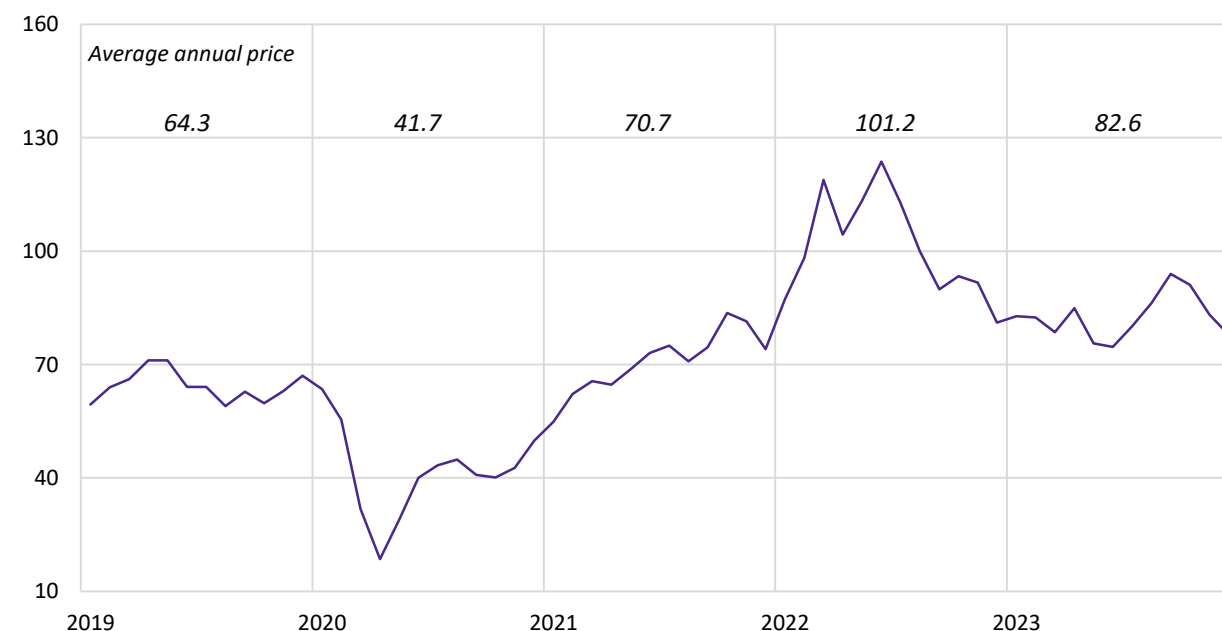
▼ -3%



The average USD/RSD exchange rate in 2023 was slightly lower by 3% compared to the same period last year.

Brent oil price, \$/bbl

▼ -18%



The average price of Brent oil in 2023 is 82.6 \$/bbl, which is a decrease of 18% compared to the same period in 2022.

NIS in Q4 2023

Block Exploration and production



NUMBER OF WELLS:

Q4 2023

Drilled:

9 development wells and **2** exploration well in Serbia and **1** development well in Romania.

Put into operation:

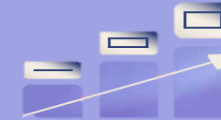
8 development wells in Serbia and **1** development well in Romania



OIL AND GAS OUTPUT:

Q4 2023

Total volume of domestic oil and gas production in the fourth quarter amounts to **277.3** thousands t.o.e.



FINANCIAL INDICATORS:

Q4 2023

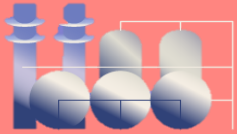
CAPEX¹: **7.3** bln RSD

EBITDA²: **9.4** bln RSD

The main goal during fourth quarter of 2023 in the Exploration and production Block was to fulfill the planned production of hydrocarbons, the realization of geological research projects and increase the efficiency of geological and technical activities.

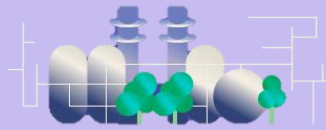
¹Financing. CAPEX for 12M 2023 is RSD 23.4 billion

²EBITDA for 12M 2023 is RSD 34.2 billion



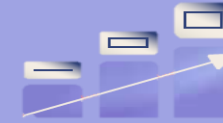
Q4 2023

- The continuous operation of the Oil Refinery in Pančevo, which fully meets the needs of the petroleum product market.



VOLUME OF OIL REFINING AND SEMI-PRODUCTS

- The total volume of oil refining and semi-products in the fourth quarter is **1,039** thousand tons.



FINANCIAL INDICATORS

Q4 2023

CAPEX¹: **4.9** bln RSD

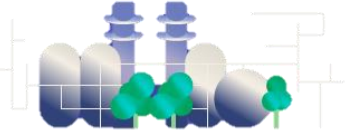
EBITDA²: **1.5** bln RSD

The Refining Block adjusted its operations to market conditions in order to continuously supply the market with petroleum products, as well as to provide fuel for the current agricultural season.

¹Financing. CAPEX for 12M 2023 is RSD 6.4 billion

² EBITDA for 12M 2023 is RSD 28.9 billion

Key projects for further modernization of RNP:

	Status	Project objectives and benefits
<p>Key projects</p> <p>Reconstruction of the FCC Unit, construction of the ETBE Unit</p> 	<ul style="list-style-type: none"> • In November, a positive report was received from the Audit Commission of the NS Provincial Secretariat (PS); • The “Study on Environmental Impact Assessment” was completed and a request for approval was submitted at the beginning of November; • Terms of reference and the contract for the EPsCm service have been approved; • Marking and the development of the project of as-built state of the DCS ESD system in Pancevo Oil Refinery is in progress. 	<ul style="list-style-type: none"> • Achieving the maximum EBITDA indicator by increasing the production of high-margin products while taking into account the market needs for petrochemical monomers and biocomponents for motor fuel.

Efficiency projects



Replacement of steam turbines

- The project was approved in its entirety, the Contract on the Delivery of Equipment and Services was signed, the implementation is ongoing.
- **Raising the level of energy efficiency of the FCC Complex and the Alkylation Unit by increasing the energy efficiency of the GB–2301/2501/2601 compressor operation.**



Track

- The project was approved in its entirety, the Contract on the Delivery of Equipment and Services was signed, the implementation is ongoing.
- Harmonization of the technical condition of the industrial track with the legal regulation.
- Commissioning of Stage A in 2024.
- Eliminating safety defects, reducing risks of the occurrence of accidents.



Dosing markers and additives

- The project was approved in its entirety, the Contract on the Delivery of Equipment and Services was signed, the implementation is ongoing.
- Increasing the operational efficiency related to the legal obligation to mark motor fuel.
- Reducing the costs of secondary logistics for the supply of branded motor fuel to the Belgrade market.



Fire protection project

- GRE pipes and fittings for the hydrant network arrived in Pancevo Oil Refinery at the end of 2023 in a percentage of 80%. Changes to the “Law on Planning and Construction” from November 2023 will affect the plan for obtaining a Building Permit and the start of work in 2024.
- Reducing the risk of fire in the Pančevo Oil Refinery and potential negative consequences.
- Compliance with the legal regulation.

Capital Overhaul of the RNP:



- In the period **Mart-April** it is planned to perform the Major Overhaul of the Pančevo Oil Refinery process units. The previous overhaul was carried out in 2019. After the overhaul, continuous operation of the plant was ensured.
- The planned Major Overhaul in 2024 is so far the largest one in the history of the Refinery in terms of volume and complexity, given the modernization and increase in the number of production units.
- **The Major Overhaul is carried out for the purpose of:**
 - performing the inspection and testing of pressurized equipment provided for by the legal regulation of the Republic of Serbia (legal obligations)
 - execution of technical, technological requirements, HSE requirements, as well as the requirements for the replacement and regeneration of the catalysts
 - implementation of measures to increase the efficiency and reliability of plant operation
 - execution of Investment maintenance projects (totally 33 projects)
 - execution of the Investment projects (totally 11 projects)
- The overhaul is carried out in order to bring the equipment and the complete unit into a safe and reliable operational condition in accordance with the design parameters and to ensure the continuous operation of the unit until the next planned major overhaul.

NIS in Q4 2023

Downstream – Sales and distribution



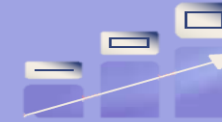
DEVELOPMENT PROJECTS:

- Putting PSs back into operation following their reconstruction: Blace, Bajmok, Vladičin Han and Odžaci
- Commissioning new Bečej 2 PS and Valjevo 5 PS



Q4 2023

- The total sales volume of petroleum products in the fourth quarter of this year amounted to **1,004.5** thousand tonnes
- Consumers in Serbia and the region consumed **more than 8 million** glasses of our coffee and hot drinks in 2023.



FINANCIAL INDICATORS

Q4 2023

CAPEX¹: **2.9** bln RSD

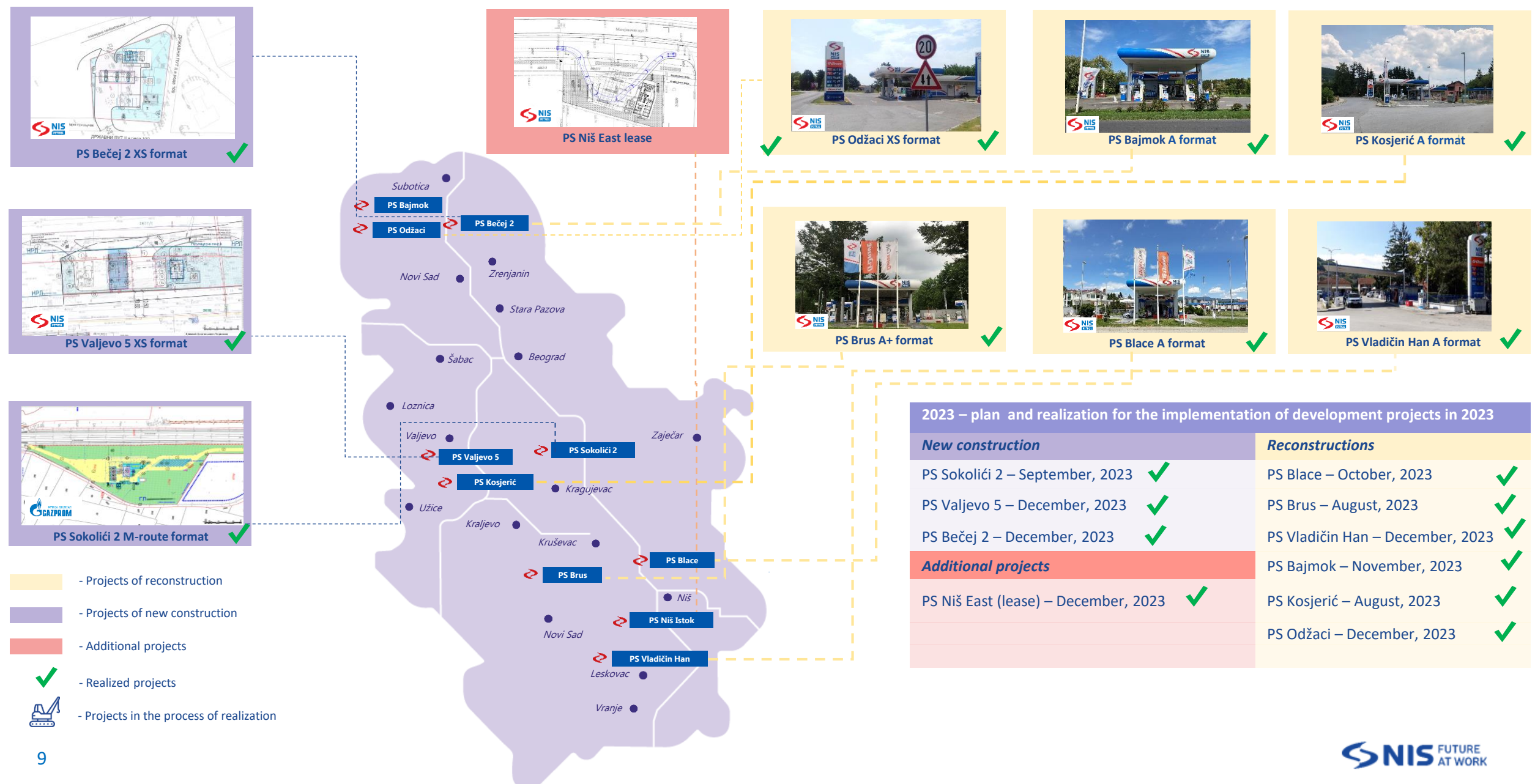
EBITDA²: **4.4** bln RSD

This year, NIS continued to sell products under conditions of price regulation by Serbia's Government decrees, so that the state determines the maximum selling price of oil products on the petrol stations. Compared to the previous year, the attractiveness of the preferential price for farmers has decreased due to price dynamics (the price is lower on average) and as a result, part of the volumes of Agro diesel for sale has been returned from NIS gas stations to the stations of other market players.

¹financing, CAPEX for 12M 2023 is RSD 6.2 billion

²EBITDA for 12M 2023 is RSD 22.2 billion

Realization of development projects in Serbia in 2023





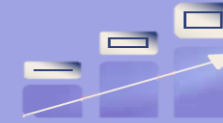
Construction of PVPPs¹:

- PVPP construction completed on additional 30 PSs, of which 10 were commissioned;
- The construction of PVPP in the “Jazak” Drinking Water Factory Complex, (620 kWp), has been completed;
- Contracted construction and commenced implementation of PVPP construction projects:
 - at the Petroleum Products Warehouse in Novi Sad, on the ground with a power of 6.59 MWp;
 - at the Petroleum Products Warehouse in Novi Sad, on roofs with a power of 585 kWp;
 - on the roof of the office building² with the power of 99.9 kWp;



Q4 2023

- The total volume of solar power³ generated in the fourth quarter is **69** Mwh



FINANCIAL INDICATORS:

Q4 2023.

CAPEX⁴: **0.2** bln RSD

EBITDA⁵: **0.1** bln RSD

In 2023, the construction of photovoltaic power plants at 37 petrol stations was completed, and 17 were put into operation with a power of 584 kW. In 2024, the construction of PV power stations at other facilities, which was contracted in 2023, will continue, as well as the preparation of new projects for 2025.

¹Photovoltaic power plants

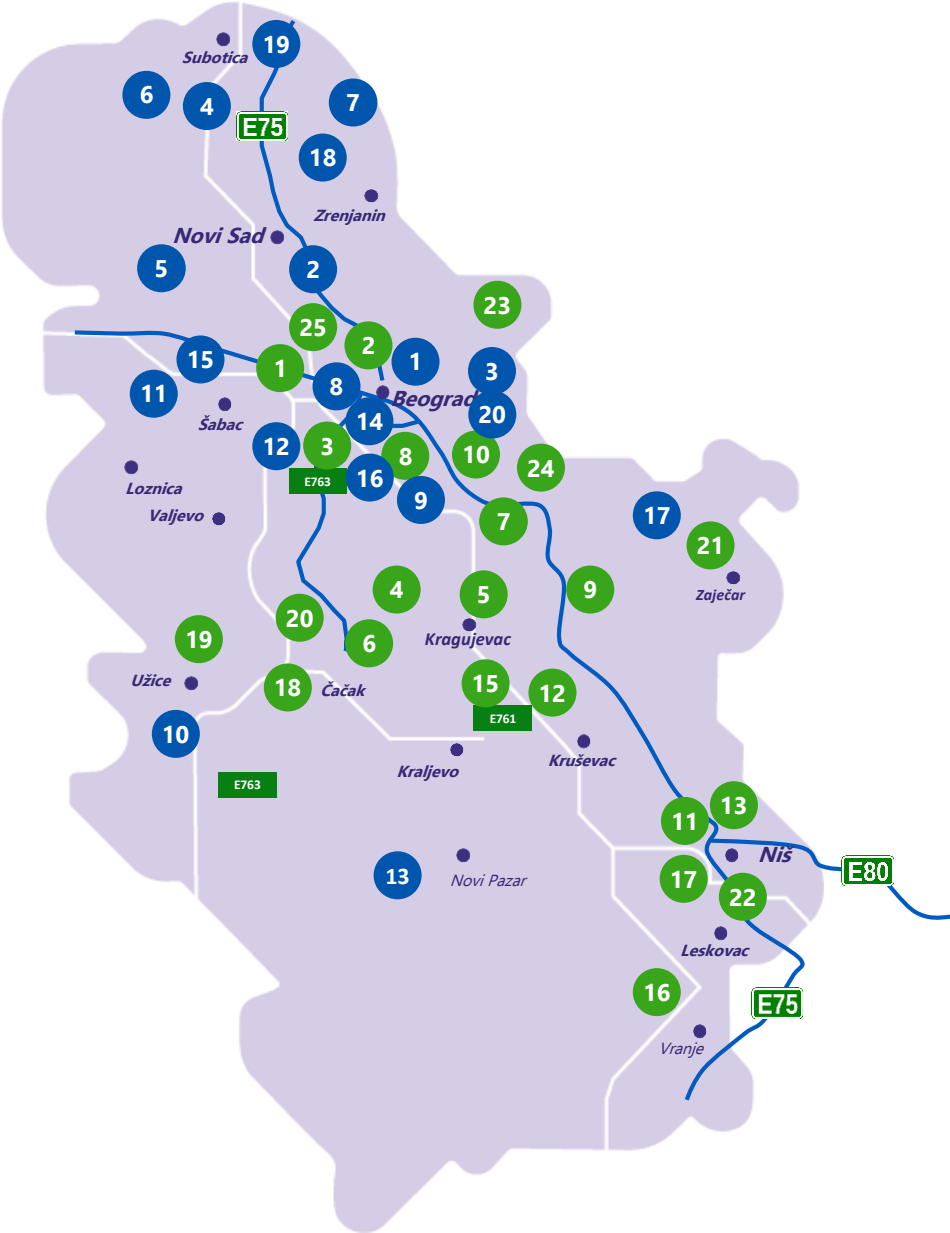
²Office building in Novi Sad (A. Teodorovića St.)

³The total volume of produced electricity in Power plant Pančevo, small power plants and photovoltaic power plants in 2023 is 121.01 thousand tonnes MWh. The total volume of produced electricity in 2023 in CCPP Pančevo is 1.07 million MWh

⁴Financing. CAPEX for 12M 2023. is RSD 0.2 billion

⁵EBITDA for 12M 2023. is RSD 0.2 billion

Implementation of solar power projects in Serbia



25	Name	Power (kW)
PVPPs commissioned in 2022		
1	Krnješevci	38.64
2	Stari Banovci	38.64
3	Block 45	30.36
4	Gornji Milanovac	30.36
5	Kragujevac 7	30.36
6	Preljina 2	30.36
7	Velika Plana	30.36
8	Dejton	60.72
PVPPs commissioned in 2023		
9	Bagrdan	65.1
10	Danube	30.49
11	Fontana	30.49
12	Kruševac 5	30.49
13	Nais	30.49
14	Novi Sad 1	30.49
15	Vrnjačka Banja	30.49
16	Vranje City	38.22
17	Ledena Stena	38.22
18	Čačak 1	32.76
19	Užice City 1	32.76
20	Sokolići 1	32.76
21	Zaječar 5	32.76
22	Đačko ostrvo	28.67
23	Vršac 1	38.22
24	Stara Železara 1	28.67
25	Stara Pazova 3	32.76

20	Name	Power (kW)
PVPPs built in 2023		
1	Avalski put	45.50
2	Novi Sad 16	38.22
3	Plinara	32.76
4	Subotica 1	32.76
5	Bačka Palanka town	32.76
6	Subotica 4	32.76
7	Kikinda 4	32.76
8	Zmaj 1	32.76
9	Mali Požarevac	38.22
10	Zlatibor	38.22
11	Sava bridge	38.22
12	Obrenovac town	30.03
13	Novi Pazar 2	32.76
14	Tošin Bunar	32.76
15	Šabac 1	30.03
16	Žarkovo 1	32.76
17	Bor 1	25.48
18	Zrenjanin 2	32.76
19	Subotica 2	32.76
20	Kovin	32.76

In 2023 17 PVPPs were put into operation.

Until the end of 2023, the construction of 37 PVPPs at PSs was completed.



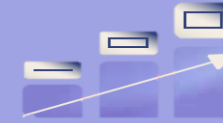
Q4 2023

- The planned capital workover of the HIP Petrohemija plant was carried out in the period September 15 – 31 October 2023.
- The implemented investment and overhaul activities contribute to increasing safety, improving energy efficiency, and the safe and reliable operation of the plant in the coming period.



Q4 2023

- The activities of the first phase of the construction of a plant for the production of polypropylene have begun.



FINANCIAL INDICATORS:

Q4 2023

CAPEX¹: 1.2 RSD billion

EBITDA²: -2.4 RSD billion

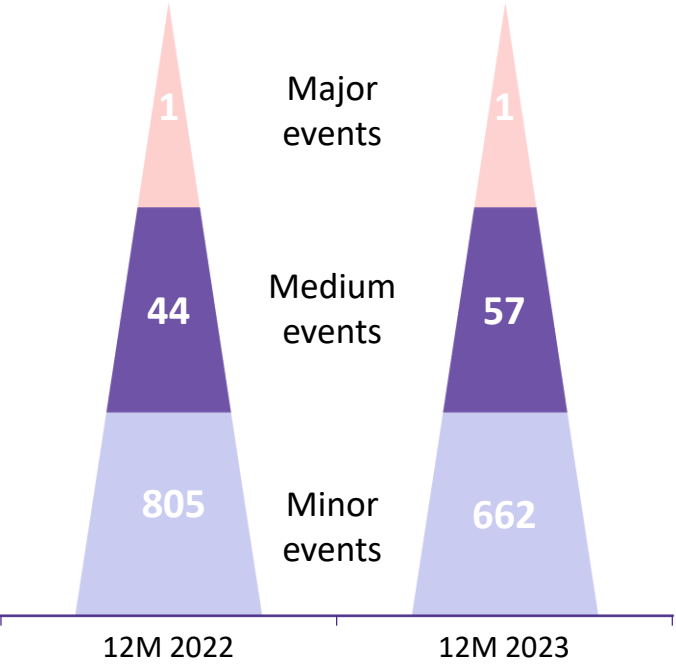
On June 9, 2023, NIS signed the documents on completion of the deal under the Strategic Partnership Agreement. After paying the first instalment of its investment obligations NIS became the owner of the 90% share in HIP Petrohemija d.o.o. Pančevo. The implementation of the Integration Plan began on the day the transaction was closed, and activities are proceeding according to plan.

¹Financing. CAPEX for 2H 2023 is RSD 1.5 billion. The indicators for 2H (second half of the year) cover the period from July 1, when the process of consolidation of HIP Petrohemija into NIS Group began, until 31 December 2023.

²EBITDA for 2H (second half of the year) 2023 is RSD -4.9 billion. The indicators for 2H (second half of the year) cover the period from July 1, when the process of consolidation of HIP Petrohemija into NIS Group began, until 31 December 2023.

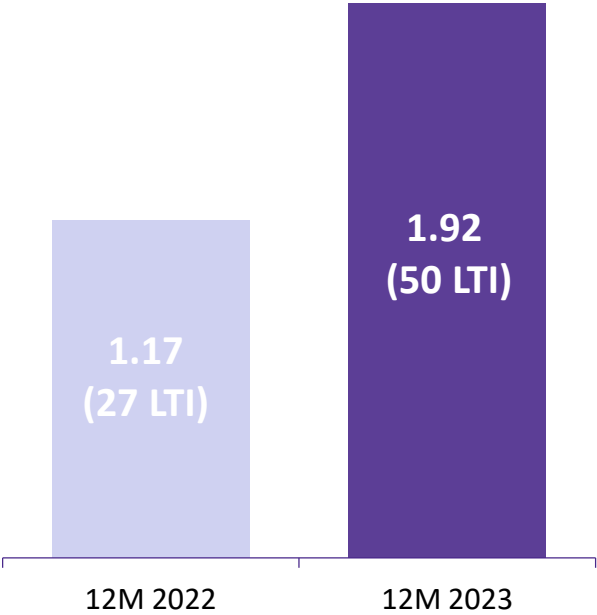
HSE indicators¹

Number of events in NIS



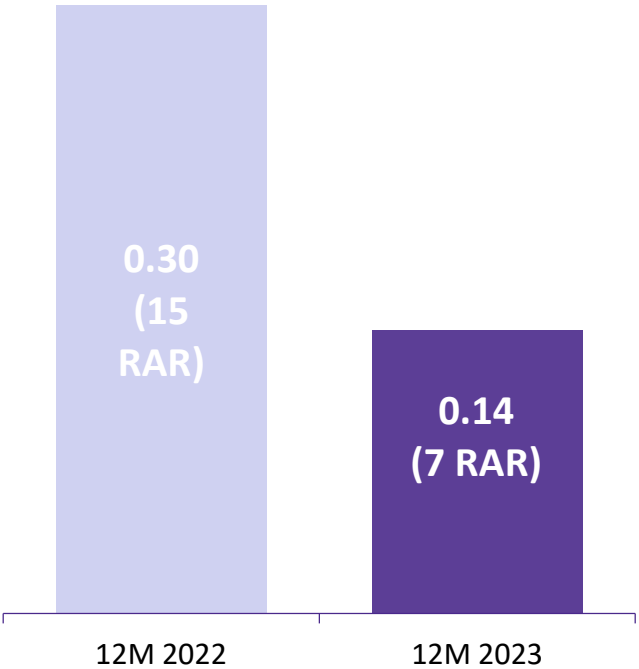
LTIF²

▲ +64%



RAR³

▼ -53%



¹ Without HIP Petrohemija.

² LTIF (Lost Time Injury Frequency) – Ratio of employee injuries with sick leaves to the total number of working hours.

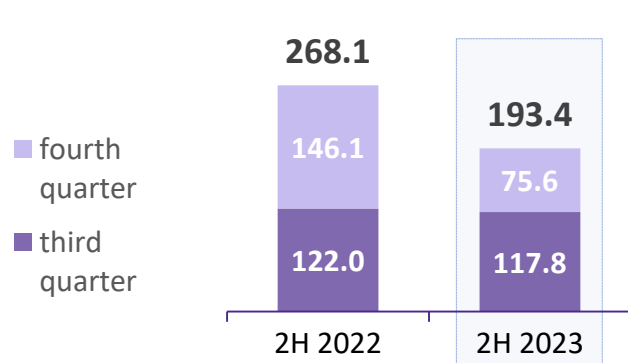
³ RAR (Road Accident Rate) - Indicator of the number of traffic accidents.

Key Indicators

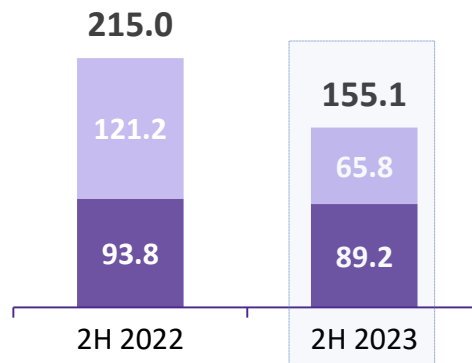
Q4 2023	Q4 2022		Δ [%]	Key indicators	Unit of measures	12M 2023	12M 2022		Δ [%]
84.0	88.7	▼	-5%	Brent Dtd	\$/bbl	82.6	101.2	▼	-18%
108.1	132.9	▼	-19%	Sales revenues	bn RSD	412.1	513.7	▼	-20%
11.5	31.4	▼	-63%	EBITDA	bn RSD	68.1	136.2	▼	-50%
12.4	22.9	▼	-46%	Net profit	bn RSD	44.2	92.4	▼	-52%
6.4	41.5	▼	-85%	OCF	bn RSD	28.0	114.1	▼	-75%
62.7	66.7	▼	-6%	Accrued liabilities based on public revenues	bn RSD	244.4	251.2	▼	-3%
290.2	289.5	▲	+0.2%	Oil and gas output	thou. TOE	1,158.3	1,168.7	▼	-0.9%
1,038.7	1,156.4	▼	-10%	Crude oil and semi-finished products output	thou. tonnes	4,092.3	4,421.5	▼	-7%
1,004.5	1,140.7	▼	-12%	Total petroleum products sales volume	thou. tonnes	3,999.5	4,363.0	▼	-8%
17.3	10.0	▲	+73%	CAPEX	bn RSD	39.2	22.1	▲	+77%
564.0	565.8	▼	-0.3%	Total debt to banks (total debt to banks + letters of credits)	mn EUR	564.0	565.8	▼	-0.3%

HIP Petrohemija: Key Operating and Financial indicators¹

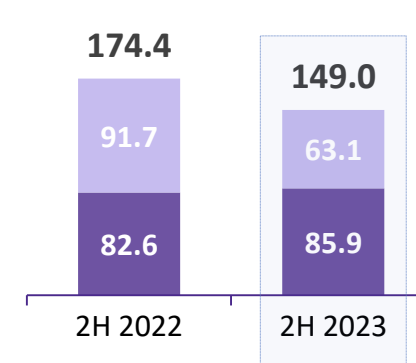
Production of petrochemical products,
thousand tons



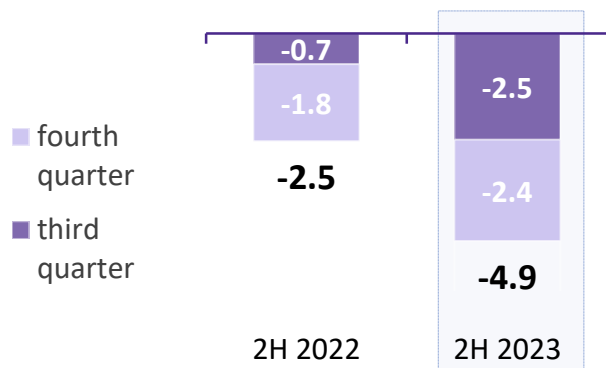
Refining of primary gasoline,
thousand tons



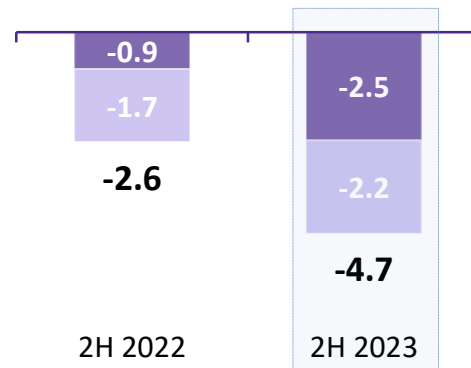
Petrochemical product sales,
thousand tons



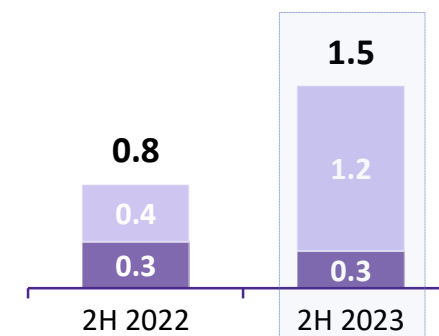
EBITDA,
RSD billion



Net profit,
RSD billion

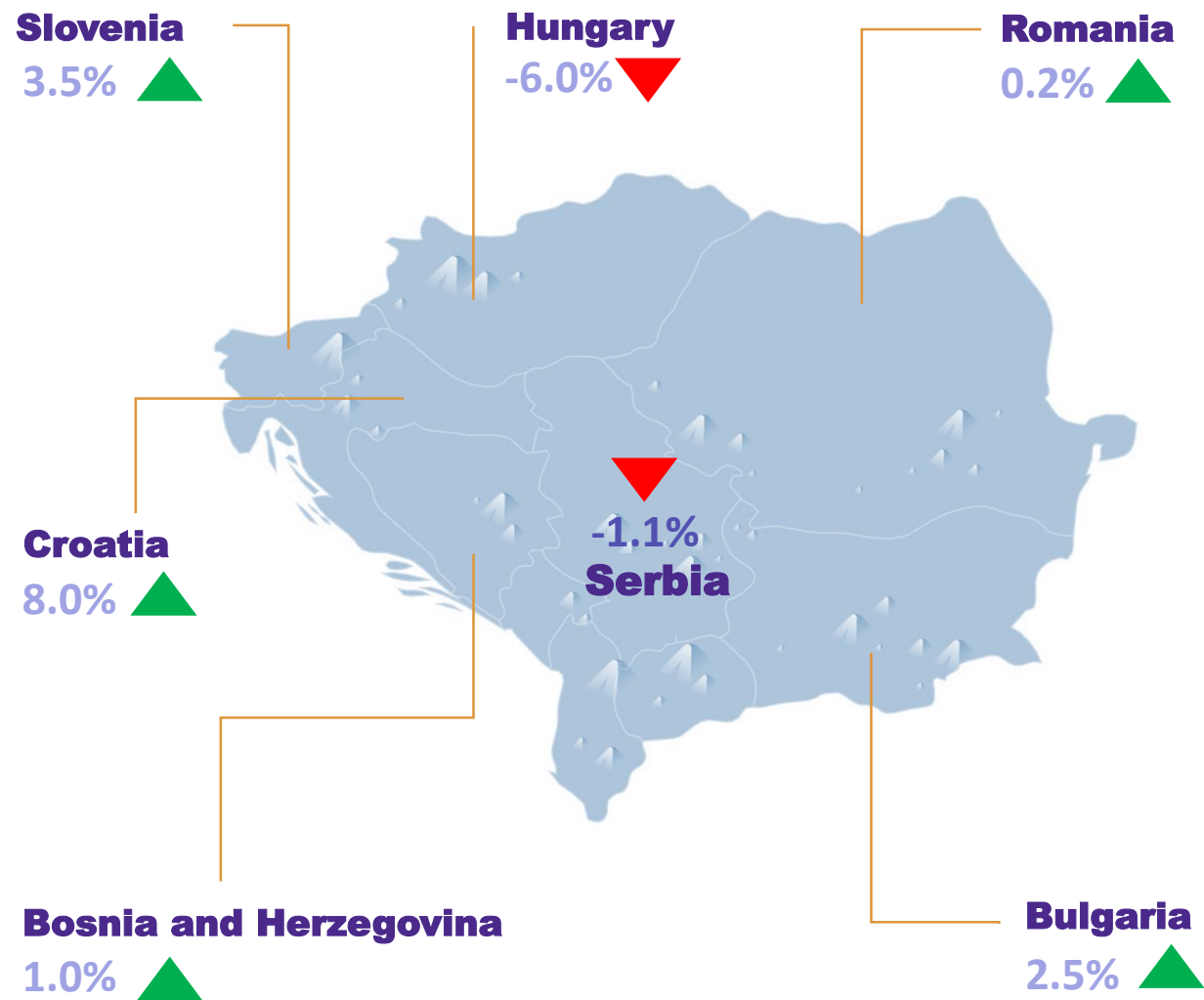


CAPEX²,
RSD billion



Motor Fuel Market Trends 12M 2023/12M 2022

- Growth in consumption is recorded in almost all countries of the region. A good tourist season led to a significant increase in consumption in Croatia, while consumption in Hungary is lower due to an extremely long period of fixed prices at an extremely low level the previous year.



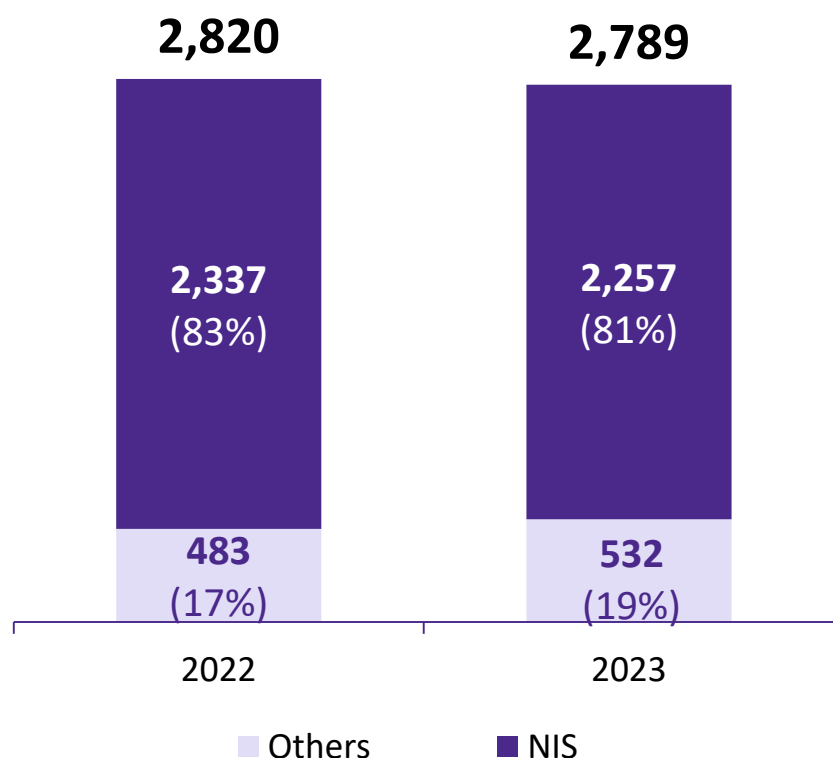
Market Share - Serbia:

Motor fuels market

In 2023, the consumption of petroleum products in Serbia was 3.9% lower comparing to the last year. The motor fuel consumption in Serbia was 1.1% lower.

Motor fuels market volume,
thousand tonnes¹

▼ -1%



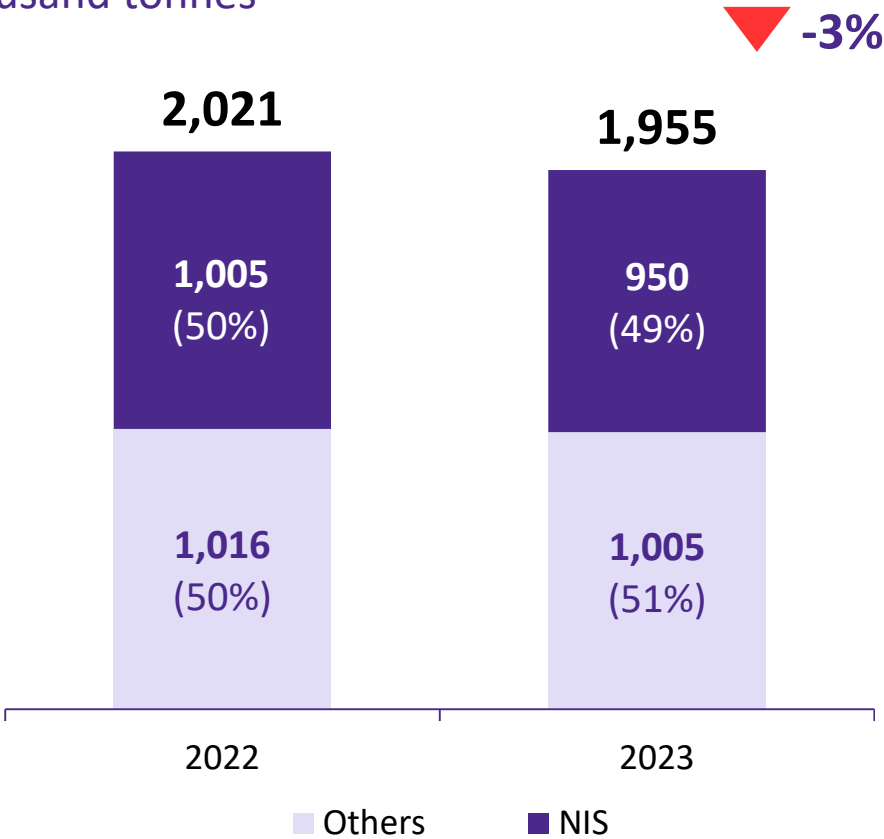
- The high base period in the first half of 2022 due to the increase in the supplies of the end users because of their fear of a possible shortage influenced the reduction of the difference in interannual consumption.
- The growth of NIS share in the motor fuel market in 2022 was related to the Regulation on limiting the price of petroleum products, which was continuously in force in 2023, too, as well as to the prescribed fixed preferential price for supplying farmers. Although during the second quarter of 2023, the attractiveness of the price of diesel for farmers was reduced as a result of the decline in quotations on the global market, which restored the ability of other market participants to compete in this segment, that was again changed in September by a significant increase in prices, which returned agrodiesel almost completely to deliveries from NIS petrol stations.

Market Share - Serbia:

Motor fuel retail market

In 2023, the consumption recorded a fall as opposed to 2022 by 3.3%, as a result of the absence of the cross-border purchases during the period of extremely low prices in RS.

Retail market,
thousand tonnes¹



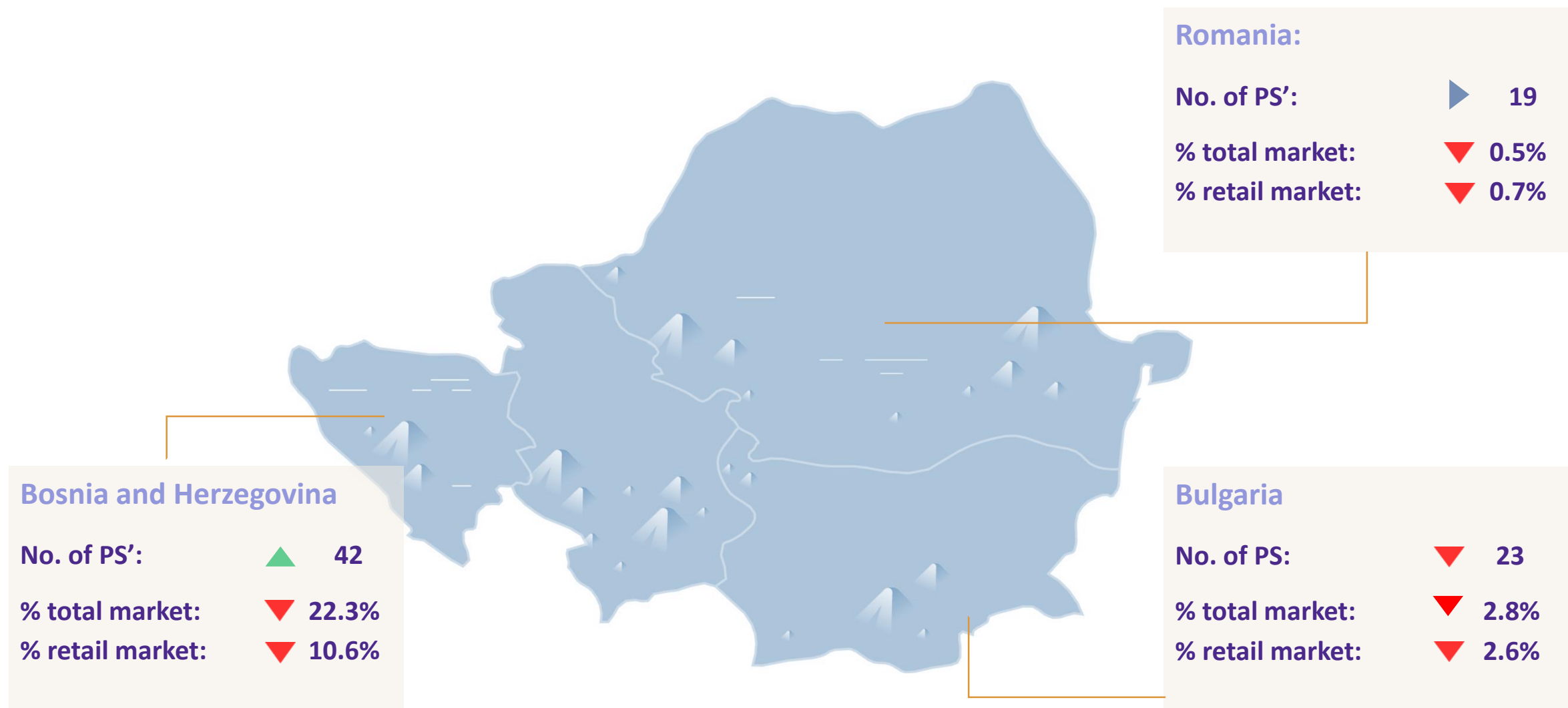
- NIS share was lower than its share in the same period last year by 1.1%, which was related to the part of the year in which the price of diesel was close to the price prescribed for farmers.
- In 2023, NIS ensured the secure supply of petroleum products to the Serbian market in all sales channels. The impact of higher prices and another growth of agrodiesel sales had a positive impact on the participation in the market for NIS by the end of the year.

The total number of petrol stations in
Serbia on December 31, 2023

334

¹NIS sale and other competitors include motor fuels (gas, CNG-motor fuel, motor gasoline, diesels). LPG bottles are not included. Data for the 12M 2023 are based on estimates. Retail sales of other market participants are supplied by NIS wholesalers and other participants in the Serbian wholesale market.

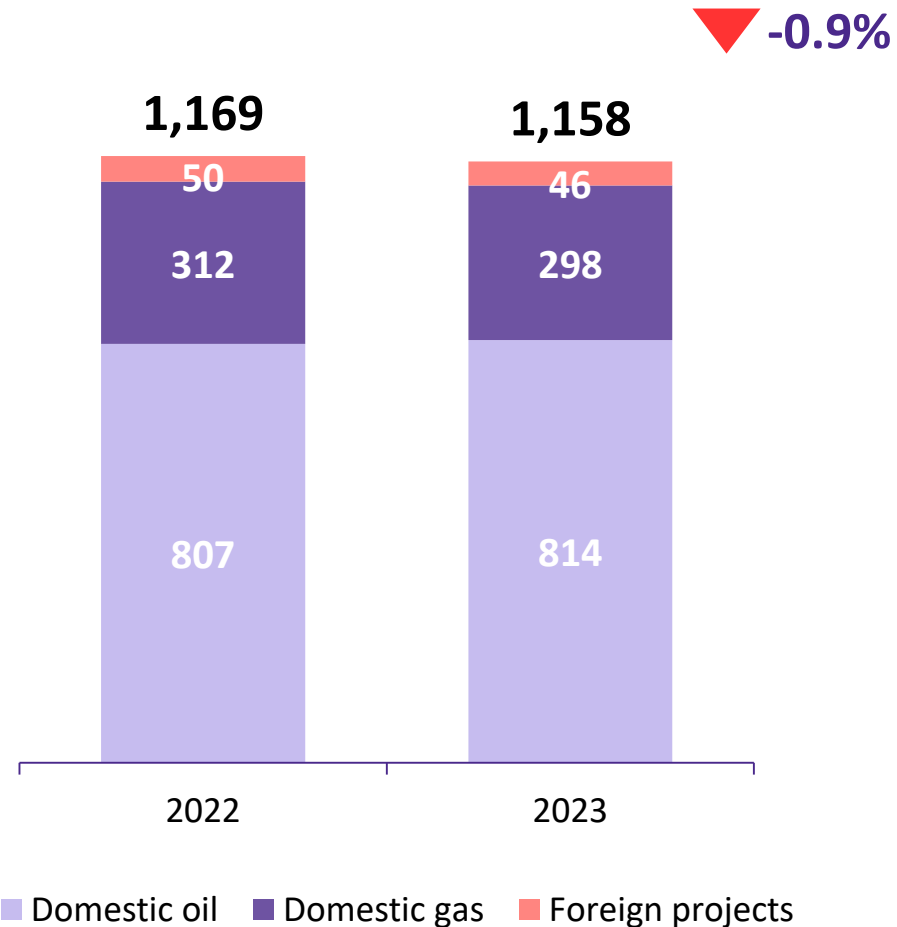
Market share – region 12M 2023/12M 2022



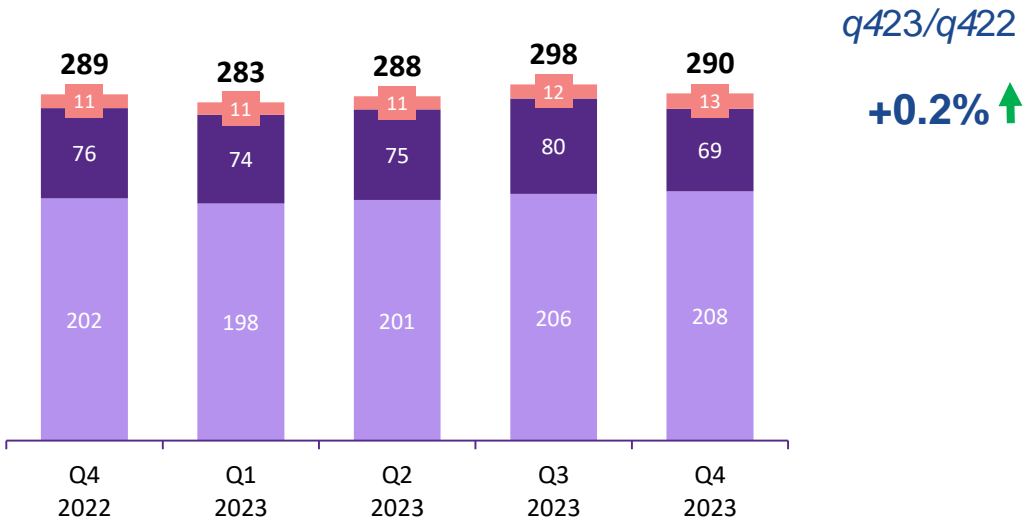
Operating Indicators

Exploration and production

Oil and gas output,
thou. TOE



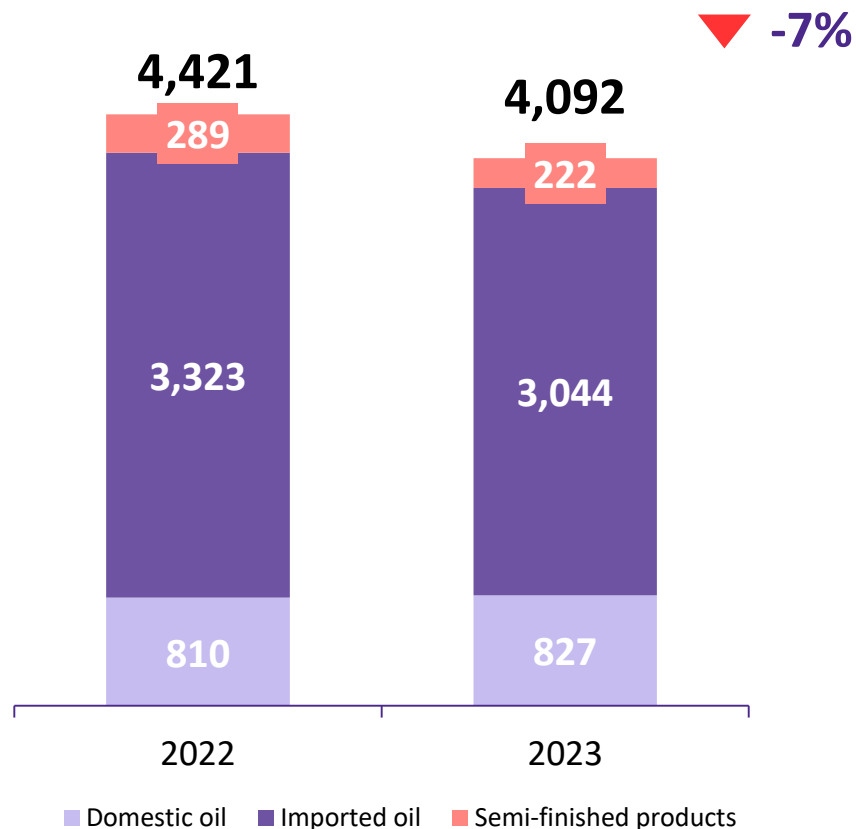
- Planned volume of hydrocarbon production achieved



Operating Indicators

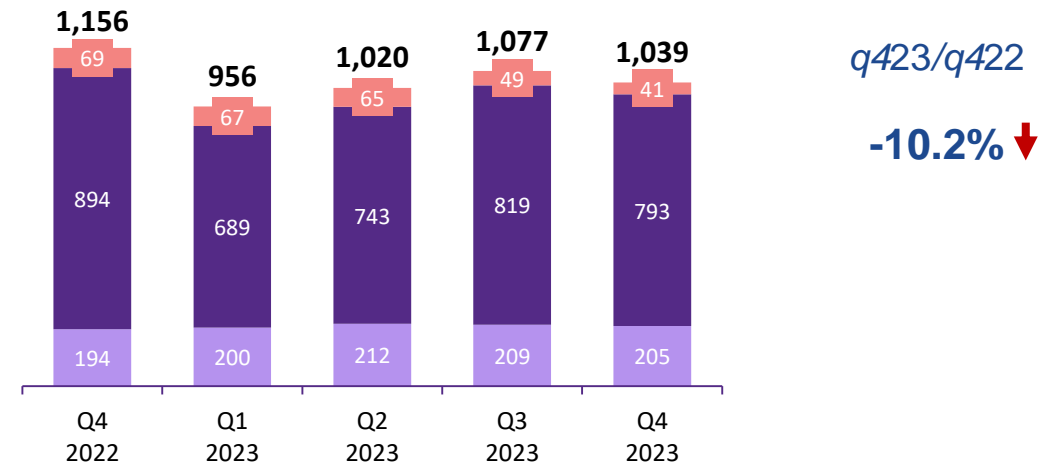
Downstream Refining

Refining of oil and semifinished products¹, thousand tonnes



Reduction of the refining scope by 7% compared to 2022 is the result of:

- Changes in macroparameters, restrictions to the export of petroleum products and the complex situation on the import oil market. In addition, the continuous production and regular supply of the domestic market with all types of products was achieved, while ensuring a stable level of stocks.

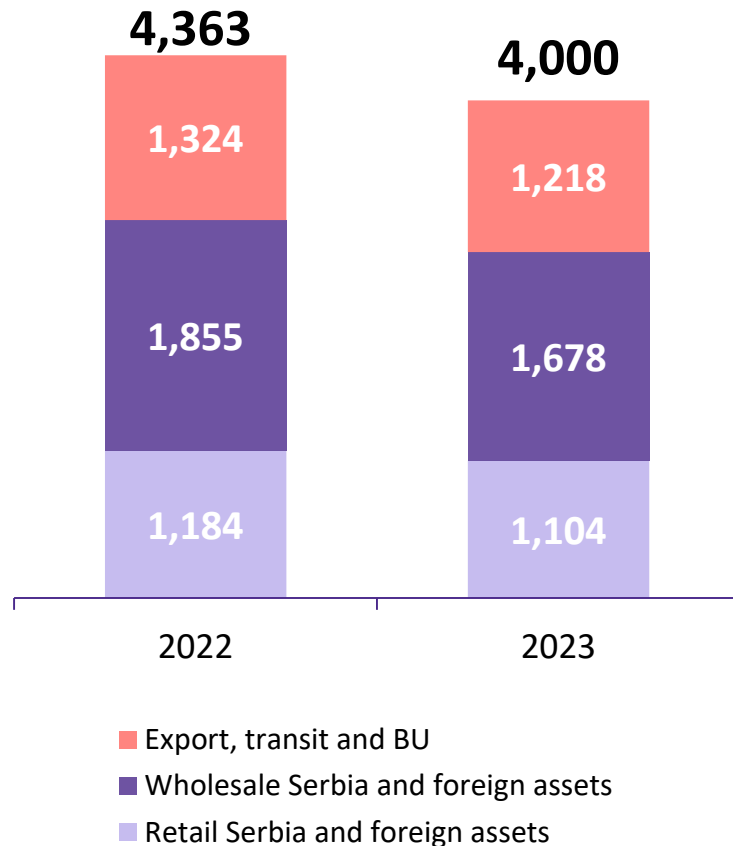


Operating Indicators

Downstream Sales and distribution

Sales volume¹,
thousand tonnes

▼ -8%



Retail in Serbia and foreign assets – a decline by 7%:

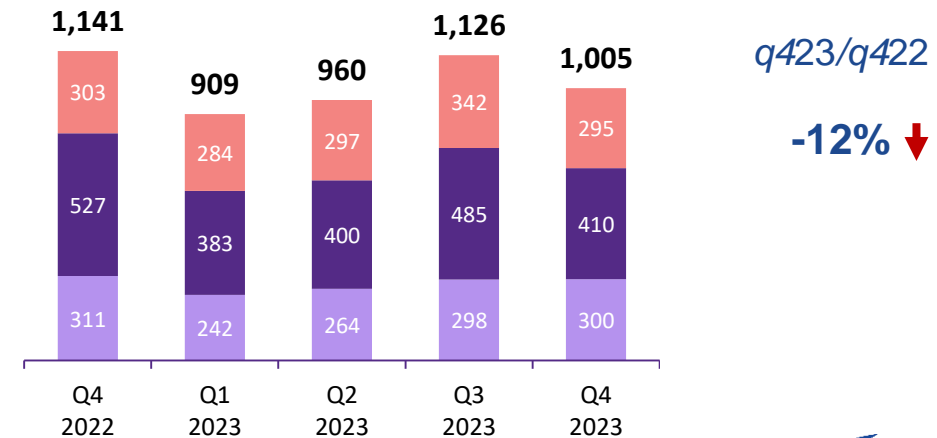
- primarily in foreign countries, due to the geopolitical situation in the EU countries (especially in Romania and in Bulgaria);
- the consequence of the specific factors relating to the last year:
 - the restriction of retail prices by the Republic of Serbia Government at a low level, which in some periods during 2022 were even lower than the prices of countries in the region,
 - NIS PS: the low price for agro buyers and the NIS prices lower than the defined maximum in 2022 compared to the 2023,
 - the growth of petrol tourism and international transport, led to a significant increase in the sales

Wholesale in Serbia and foreign assets² – a decline by 10% primarily due to:

- the decrease in sales of petroleum products in foreign countries Bosnia and Herzegovina and Romania because of the ban on exports from Serbia.
- increase in wholesale of diesel in 2022 as a result of the state regulation of the prices at low level affected the higher level of demand in 2022 compared to this one, as well as due to the sales of heavy fuel oil in order to maintain the country's energy balance in 2022.

Export, transit and BU³:

- decrease in the sales of fuel oil, bitumen and primary gasoline on the domestic market;
 - a decrease in consumption;
 - decrease of technological export as a consequence of production optimization and bitumen exports.
- The decrease in sales partially compensates for the increase in aviation fuel sales by 27% compared to the 2022.



¹without HIP Petrohemije

²It includes the sale of KPG of the Energy Block and the sale of oils and lubricants of the plant for the lubricants production.

³Business unit includes the sale in petroleum products of bitumen, bunker and jet fuels.

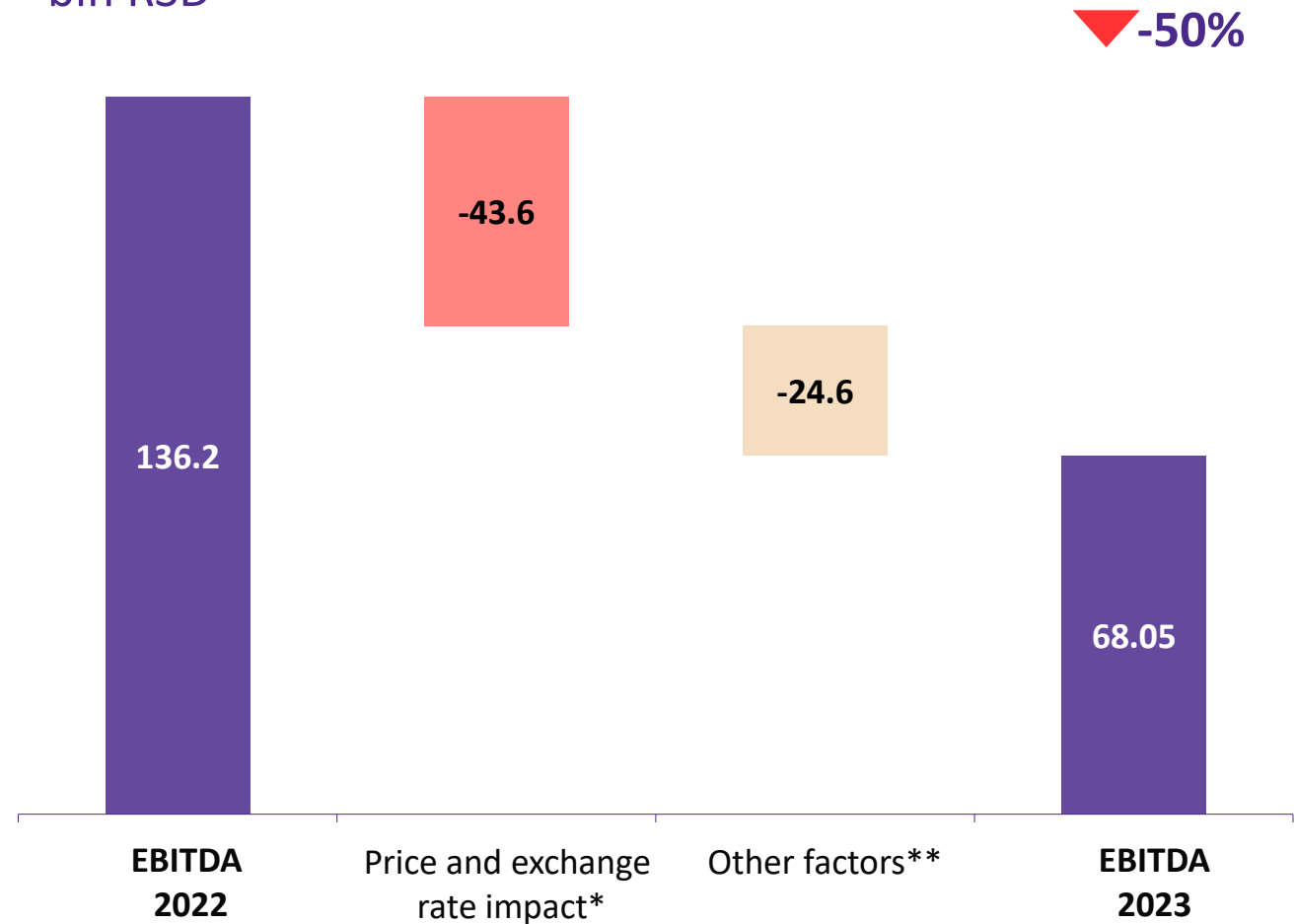
Financial Indicators

EBITDA

Decrease in EBITDA indicator is the consequence of:

- Impact of decrease in oil and petroleum product prices in the world market
- Deterioration of the scope of the refining of oil and petroleum products, which was partially compensated by the increase in the margin of petroleum products
- Payment of a donation to the Government of the Republic of Serbia
- Increase in costs compared to the comparative period due to inflation and growth of prices
- Negative result of HIP Petrohemija in 2023.

EBITDA, bln RSD

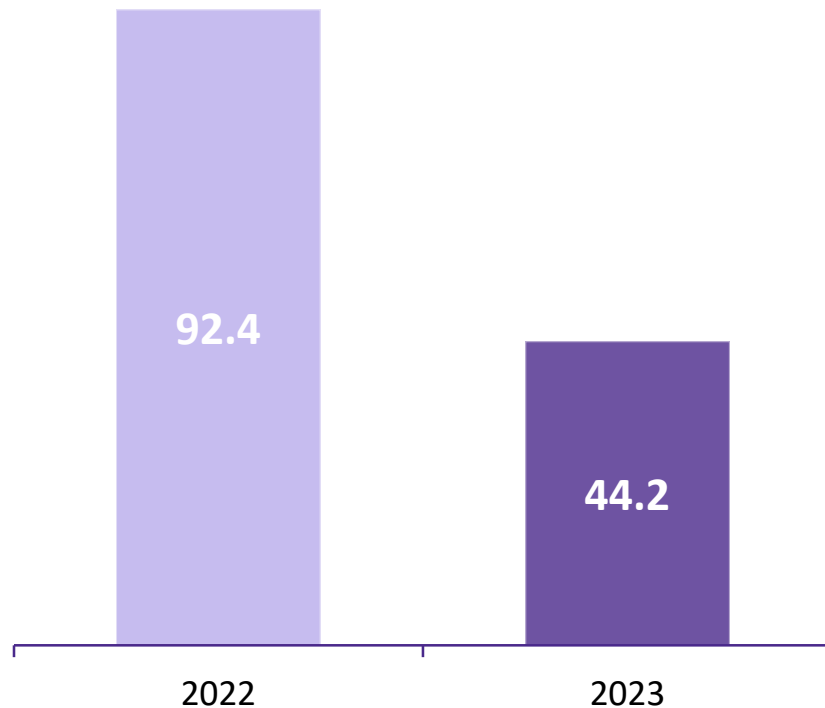


Financial Indicators

Net income

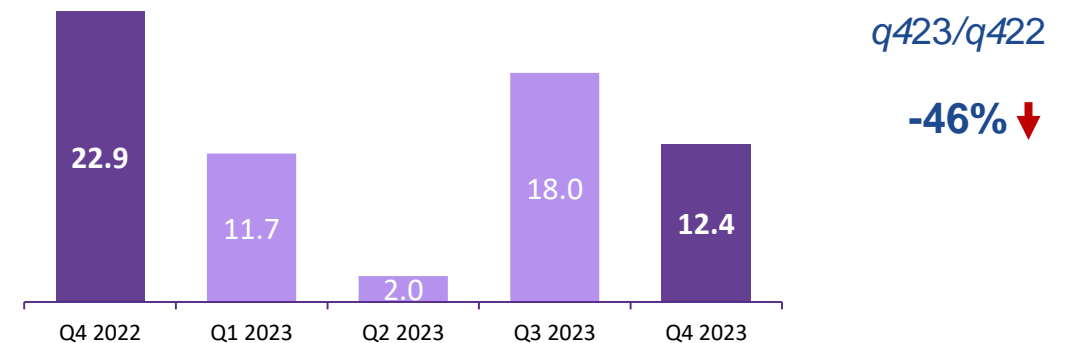
Net income,
bln RSD

▼ -52%



The decrease of net profit is conditioned by:

- decrease in EBITDA and revenues from the part of shares in the net profit of subsidiary companies (mainly TETO),
- consolidated correction based on goodwill during the purchase of HIP-Petrohemija,
- lower expenses of exchange losses, higher financial income compared to financial expenses, as well as lower expenses of income tax as a result of lower profit before taxation.

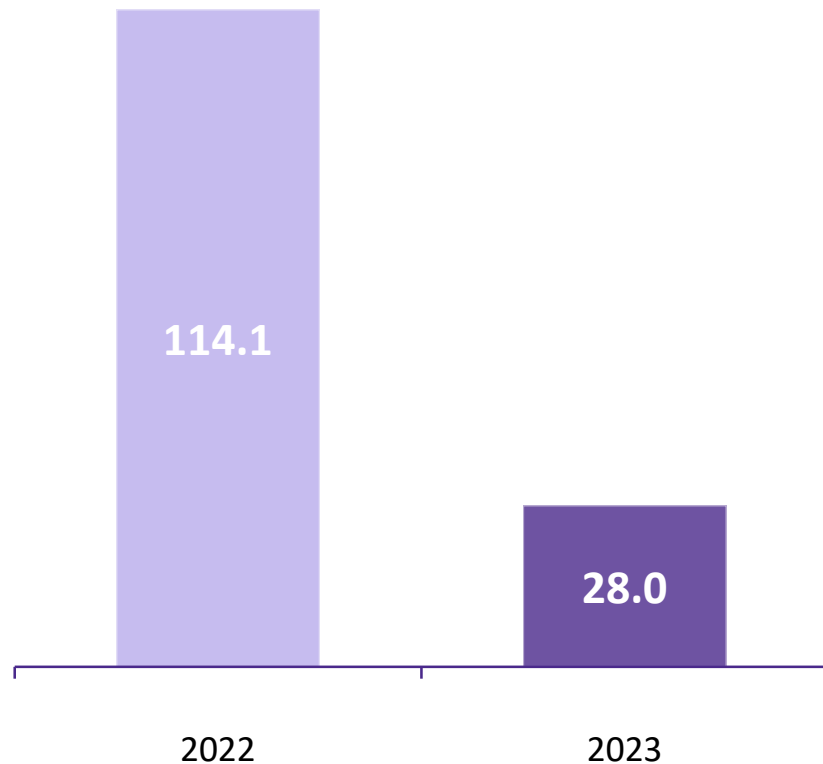


Financial Indicators

OCF

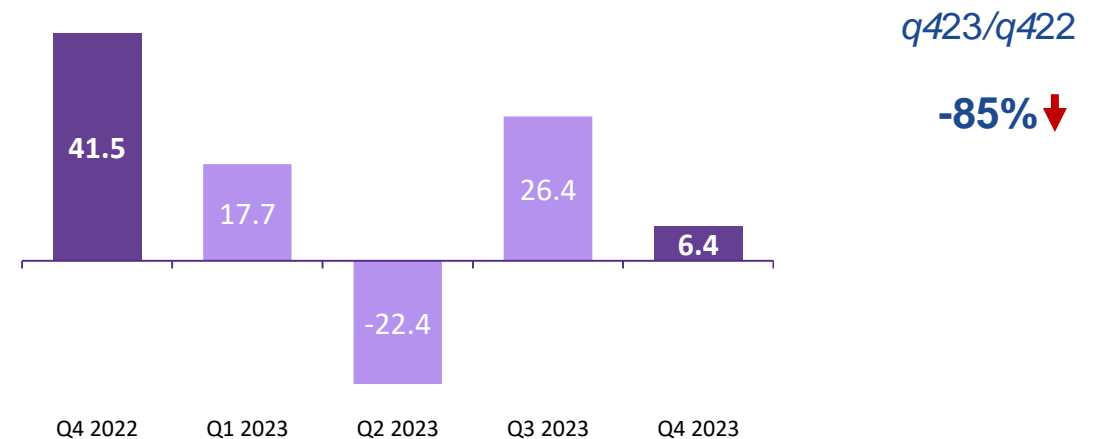
OCF, bln RSD

▼ -75%

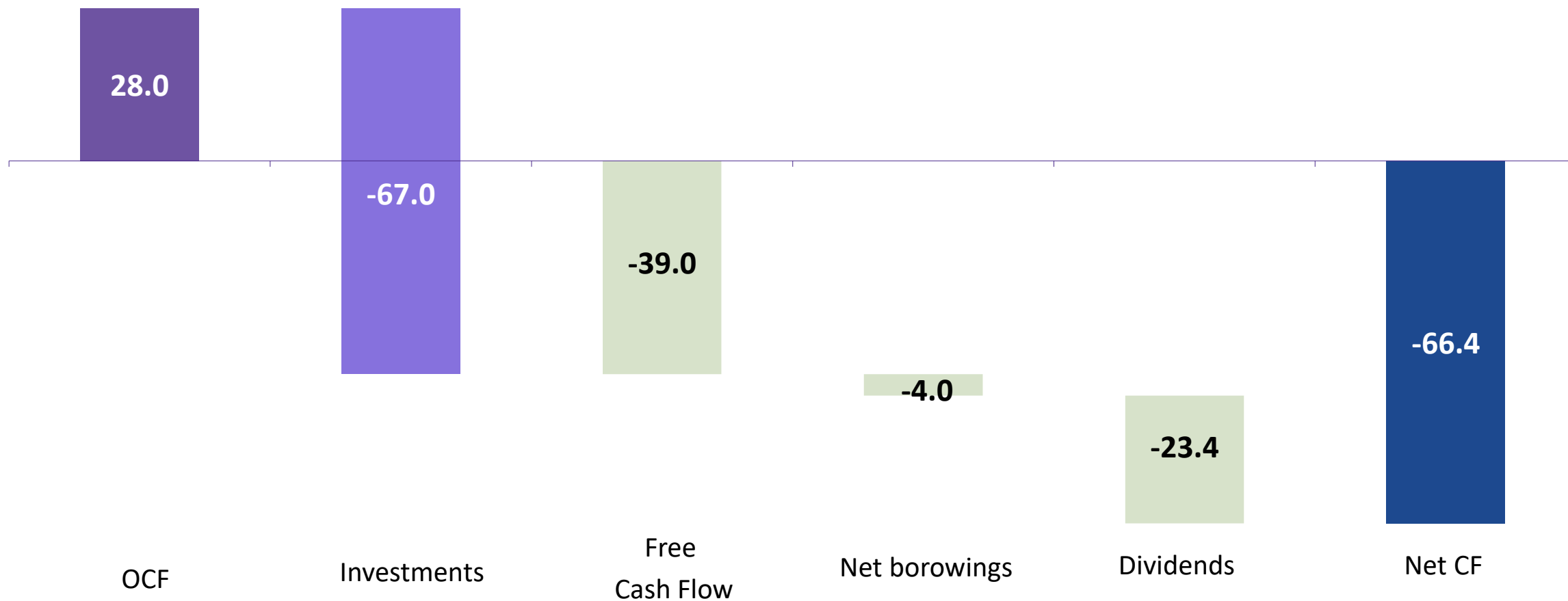


The decrease of the OCF indicator was influenced by:

- Lower inflows;
- Payment of the donation to the Government of the Republic of Serbia;
- Higher taxes based on the profit tax from 2022.



Realization of CF in 2023, in bln RSD

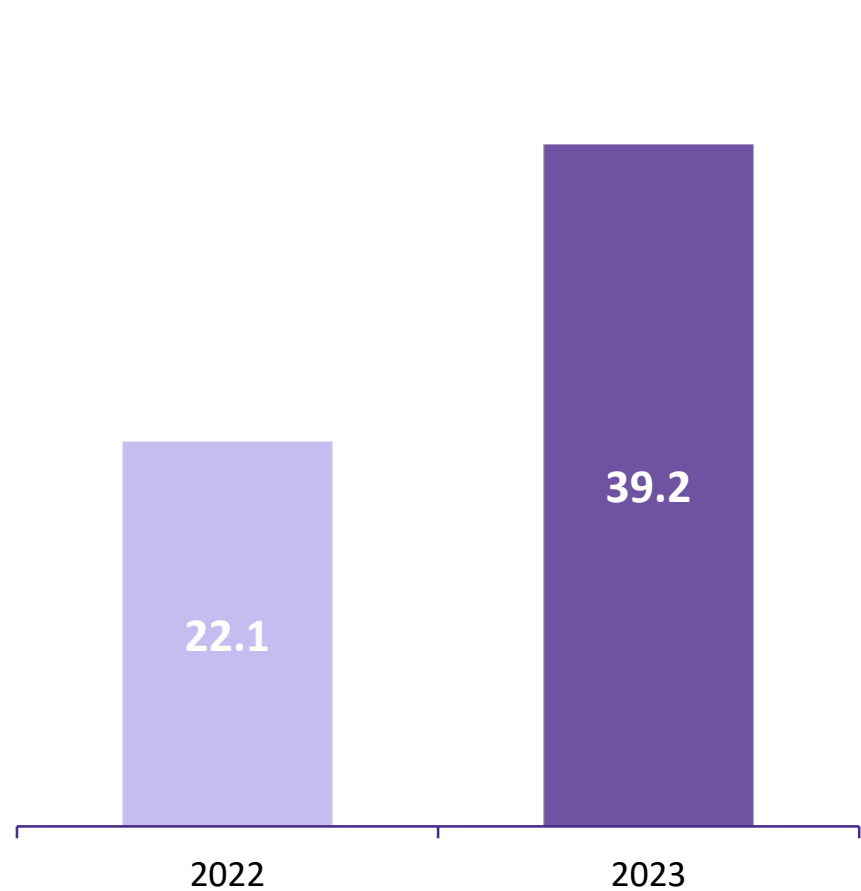


Financial Indicators

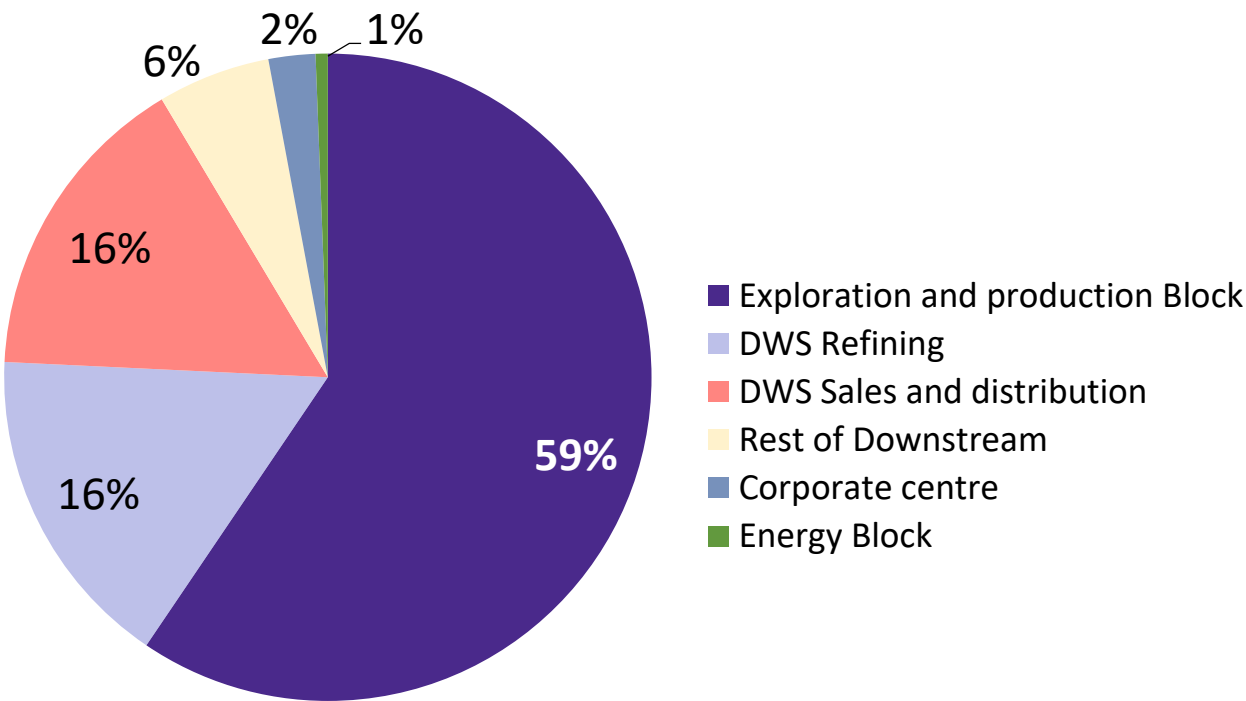
CAPEX

CAPEX¹, bln RSD

▲ +77%



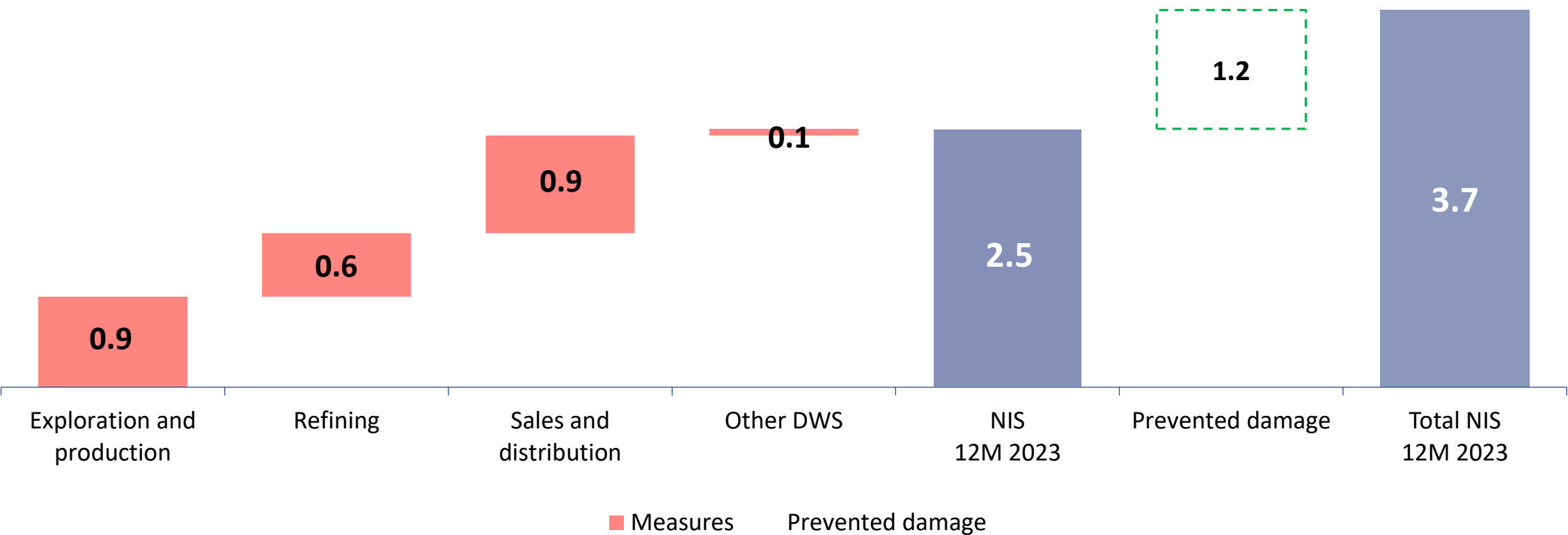
CAPEX by segments



Achievable potential level on EBITDA

Effect of reaching the target level of potential on EBITDA, in RSD billion

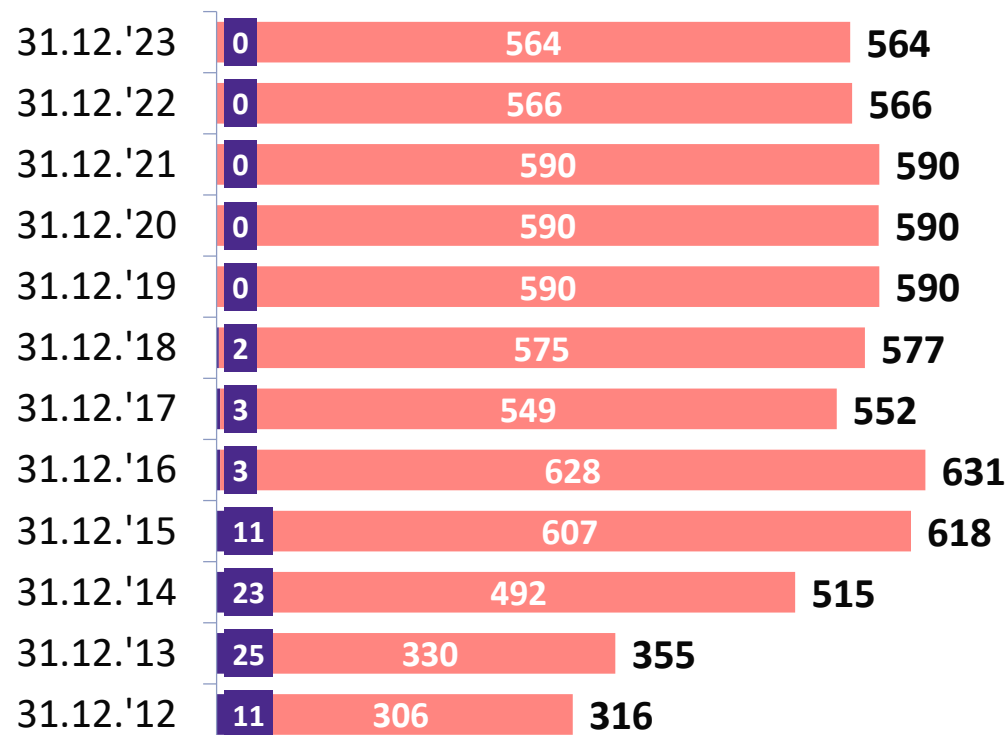
The total effect of reaching the target level of potential on the EBITDA indicator in 2023 on EBITDA equals RSD 2.5 billion.



Debt to banks

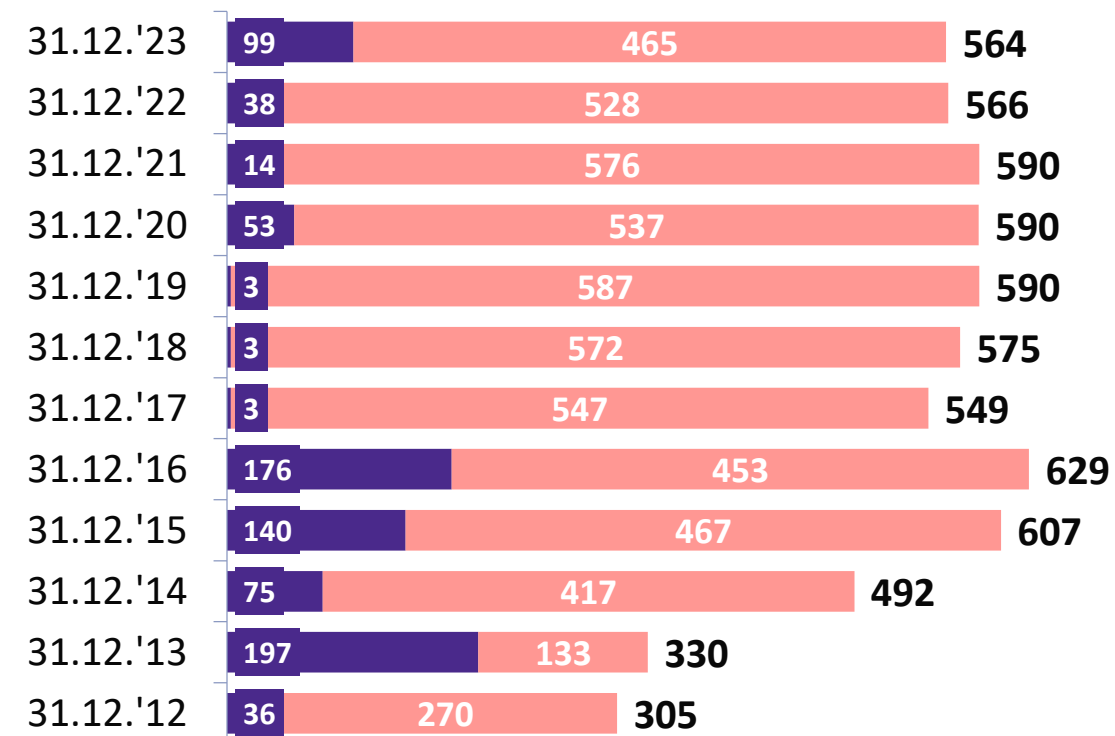
Maturity and Currency Structure of Credit Portfolio

Bank indebtedness, mn EUR



■ Letter to credits ■ Debt to the banks

Debts to banks, mn EUR



■ up to 1 year ■ over 1 year

Debt structure:

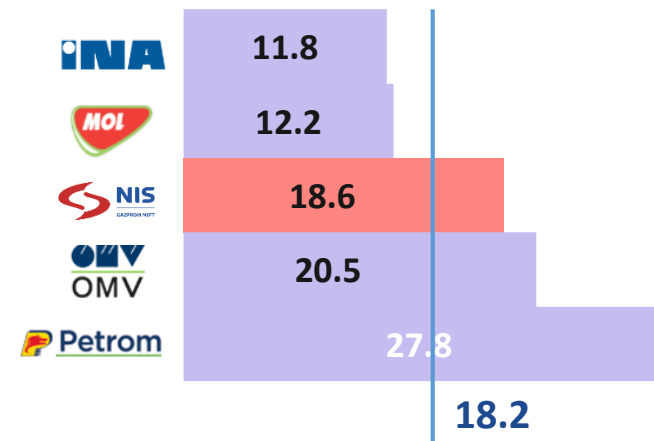
USD 0.0% ▼

EUR 98.7% ▼

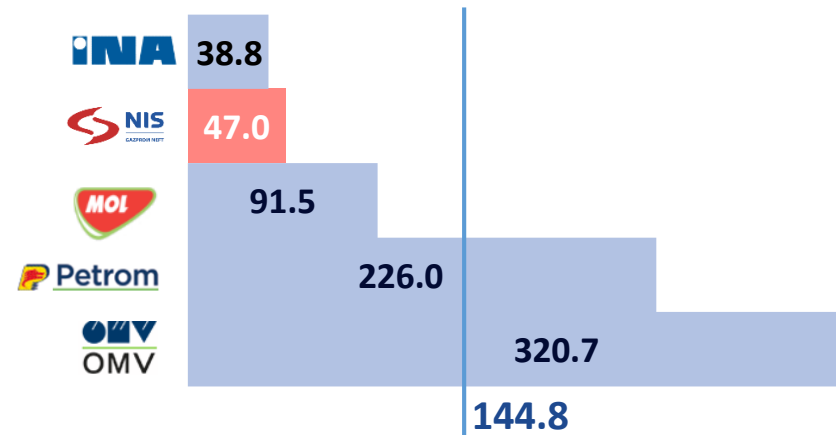
Other 1.3% ▲

Benchmarking

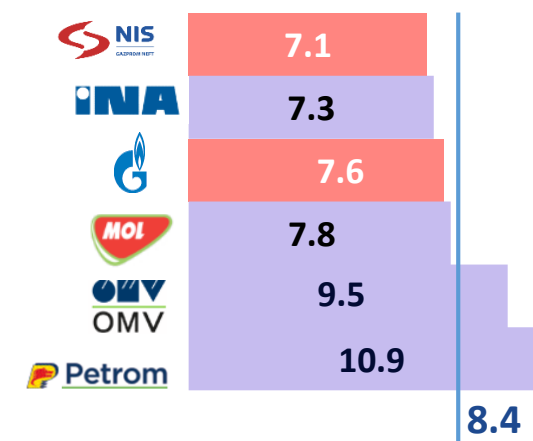
EBITDA margin (%)



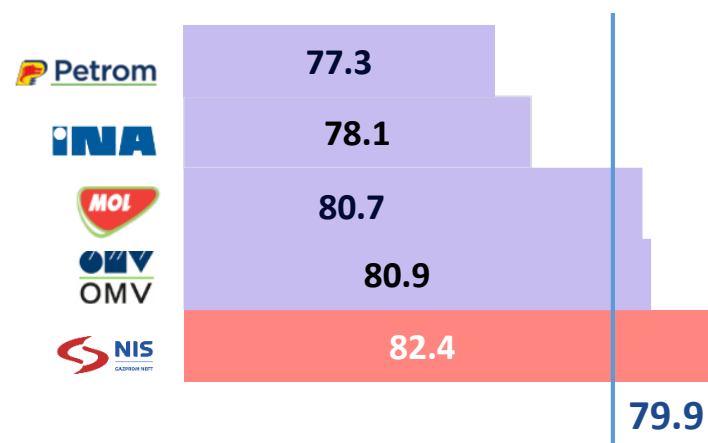
EBITDA/FTE (thou. USD)



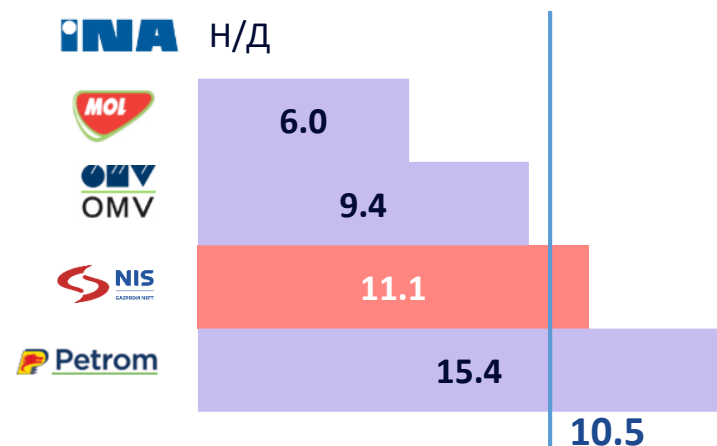
Daily volume (t/day)



Share of light products (%)



UPS OPEX (\$/boe)



ESG reporting

Sustainable development¹ - health and ecology in the first place

Compliance with GRI standards

The report on sustainable development has been prepared in accordance with the standards of the world's leading organization in the field of sustainable business, the Global Reporting Initiative (GRI)

UN Sustainable Development Goals to which NIS contributes



Directed to stakeholders²:

Shareholders and investors

Consumers and customers

Employees

Local community

State

Population in the Region

Business Partners

Media

Goals:

- In the field of sustainable development, NIS is guided by the global goals of the UN and in the Report it recognises 12 out of 17 of these goals, the achievement of which it contributes to with its operations.
- Harmonization with the positive legislation of the RS and the EU in order to improve the condition of the environment.
- Realising opportunities within the energy transition and reducing carbon intensity.
- “Target 0”; the elimination of harm and negative impact on people (FAR/LTIF) and property (Tier 1) during the implementation of business processes.
- A reliable employer that provides its employees with professional development and respects their loyalty and commitment.
- Continuous contribution to improving the quality of life in local communities and in the region.
- Further growth in investment and the implementation of projects related to production from renewable energy sources.

¹ Sustainable development is development that meets the needs of the present, without questioning the ability of future generations to meet their own needs.

² In the process of active communication and cooperation with stakeholders, during the fourth quarter of 2023, the review of the Materiality Matrix of NIS was carried out - the most important topics that need to be reported within the Company's Sustainable Development Report for 2023.

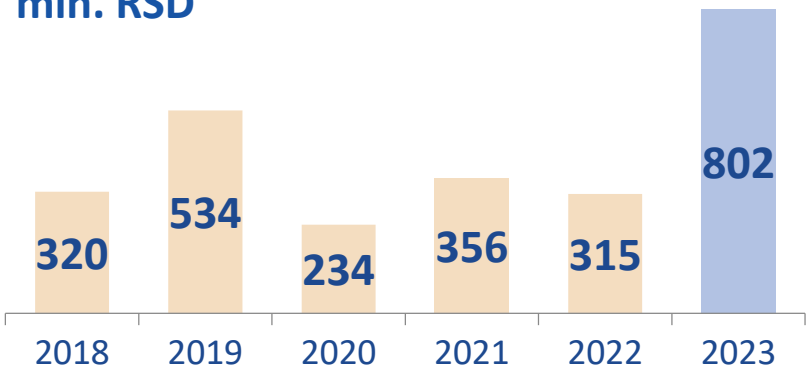
Environment Protection

801.8 million RSD

was invested in the implementation of environmental projects in **2023**



Investments in environmental projects, mln. RSD



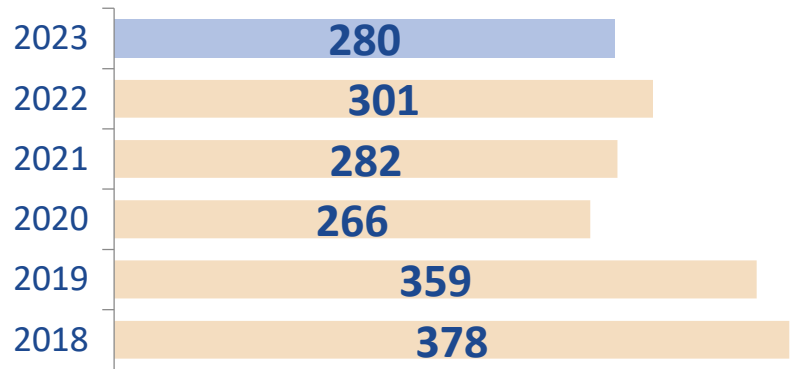
Priority lines of action during 2023:

- Further reduction of pollutant emissions into the air;
- Meeting the requirements of Serbian legislation and EU best practices;
- Setting up the GHG monitoring and reporting system - adopted Instruction Green-House Gas Monitoring
- Approved Environmental Strategy by 2030

The most important projects in 2023 were:

- The construction of a warehouse for hazardous waste at SK Zrenjanin;
- Installation of separators, piezometers and flow meters on petrol stations;
- The Study of possible options for permanent disposal of oily deposits and sludge;
- The revision of the IPPC permit for Pancevo Oil Refinery and legalization.

Fees and taxes for the protection and improvement of the environment, mln. RSD



We respect our employees and support the development of the local community

Professional development of employees in 2023.

More than **270** million dinars have been allocated for the training of employees by external providers.

Екстерне обуке



Participated
4 031
employees of training
courses

12 936
participants



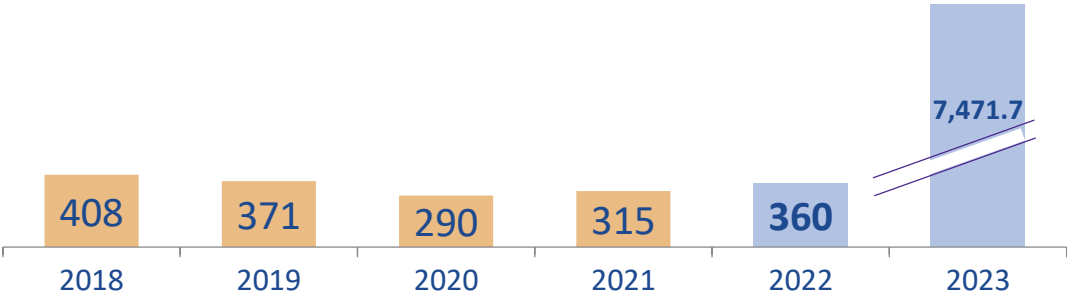
organized
4 289
trainings



Spent
104 038
hours on trainings

Total cost
273.2 mln RSD

Investments in the community, mln RSD



RSD 471.7 million is the company's investment in all areas of support, and the amount of **RSD 7 billion** represents the company's donation to support the projects of the Government of the Republic of Serbia in the field of education, social and health care, all that after the excellent business results of the company during 2022.



Corporate volunteerism

During the year 2023:

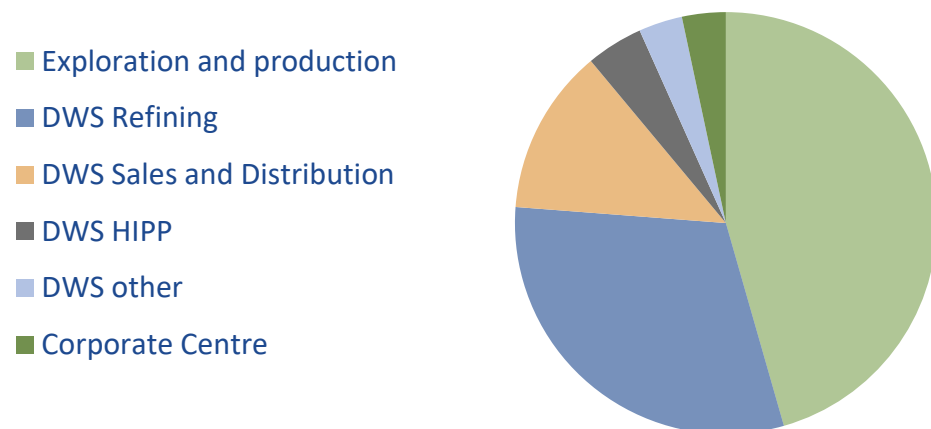
- **9** volunteer campaigns were implemented (**1,121** volunteer hours were donated) and
- 18 voluntary blood donation campaigns were carried out in six cities, in which NIS volunteers donated a total of 572 units of blood.

Business plan

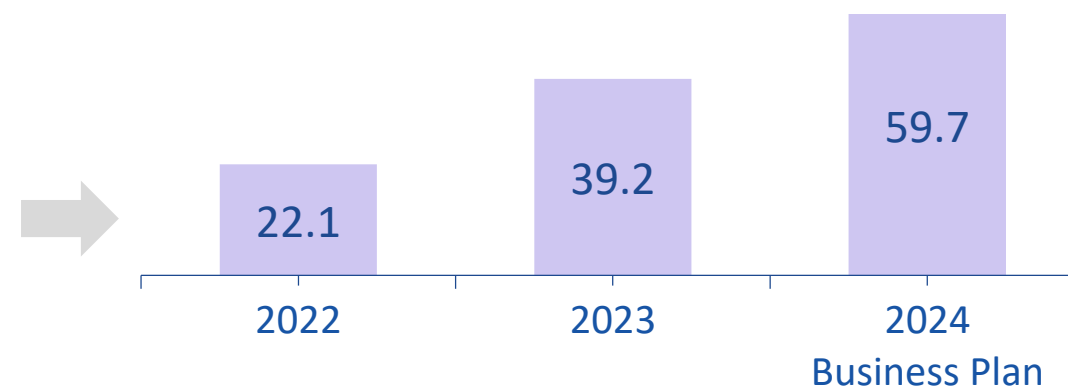
Business plan for 2024

Business Plan for 2024:

- ❖ **Goal:** Ensuring stable business operation and the implementation of key projects in highly variable macroeconomic environment
- ❖ Stable supply to the market during the capital overhaul of the Pančevo Oil Refinery, maintenance of a stable level of oil and gas production, preparedness for various scenarios of macro parameters and implementation of the investment program



CAPEX, млрд. РСД



- ✓ Investments will be realised in all business segments, including further synergy with the petrochemical sector, as well as the continuation of digitisation at all levels
- ✓ NIS will continue with the modernization of Petrohemija plant
- ✓ It is planned to implement projects that, among other things, will help achieve the goals of reducing carbon emissions at the level of the Paris Agreement.

Business plan for 2024

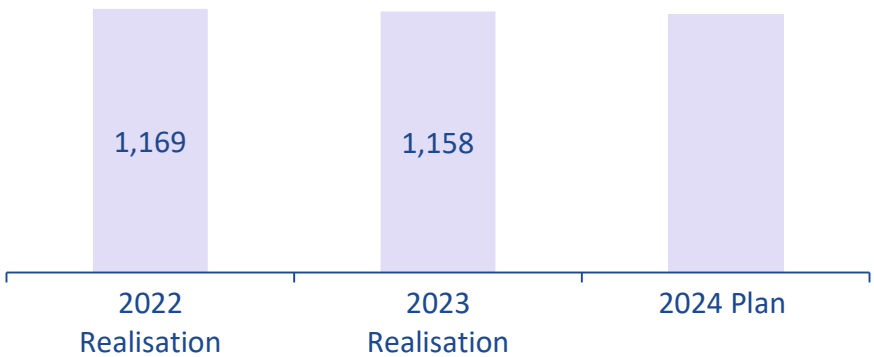
Exploration and production

- The implementation of the drilling program in Serbia and the preservation of high efficiency in the activation of new wells
- Commissioning of two small power plants in the Banatsko Miloševo and Srpska Crnja fields with the aim of monetising the remaining gas reserves

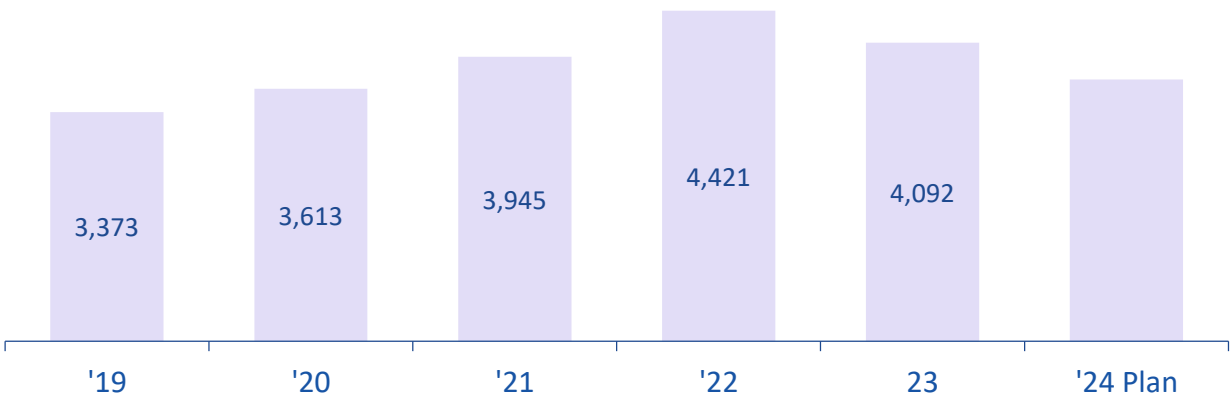
Refining

- The implementation of capital turnaround in Pancevo Oil Refinery;
- The reconstruction of the industrial rail track in the Refinery is planned
- The implementation of projects aimed at increasing the operational efficiency of refining units and implementing further digitisation

Volume of oil and gas production, thousand conditional tons



The volume of refining¹, thousand tons



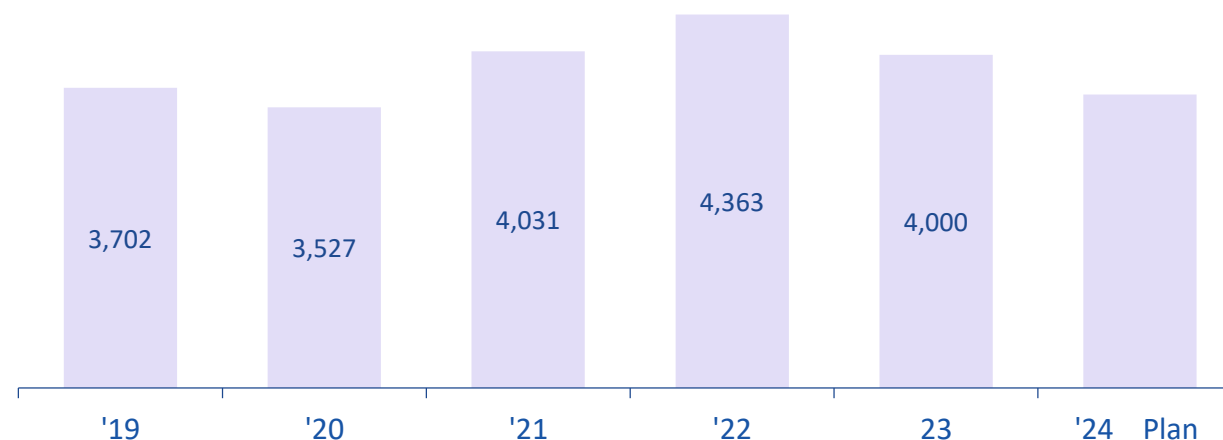
¹the presented data from 2019 to 2022 represent the achieved volume of oil and semi-finished products

Business plan for 2024

Sales and Distribution

- Further development of the retail network in Serbia and the region:
 - Construction of new facilities and reconstruction of existing petrol stations;
 - Reconstruction of warehouses in Niš and Novi Sad.

The volume of sales¹, thous. tons



Energy

- Continuation of the implementation of the project for the construction of photovoltaic solar power plants at filling stations and other company facilities
- Projects are also planned to strengthen energy efficiency and reduce emissions and utilisation CO₂.

Conclusion



- ▼ Complex macroeconomic conditions
- ▼ Decrease of oil price and oil derivatives
- ▼ Market limitations



- ▲ Preserved stability on the domestic market of oil derivatives
- ▲ Implementation of an extensive investment program in 2023
- ▲ We paid more than 23 bln dinars to shareholders in the form of dividends



Q4

**THANK YOU
FOR THE
ATTENTION**