

THE MANAGEMENT BOARD AND THE SUPERVISORY BOARD ADOPT THE STRATEGIC BUSINESS PLAN OF THE PETROL GROUP FOR THE PERIOD UP TO 2020

Ljubljana, 16 June 2016 – At its 30th meeting held today, the Supervisory Board of Petrol d.d., Ljubljana discussed and approved the Strategic Business Plan of the Petrol Group for the period 2016 – 2020, which lays the foundations for the Petrol Group's business operations in the next four years. Net sales revenue will reach EUR 4.3 billion by 2020, EBITDA is expected to amount to EUR 190 million and net profit to EUR 97 million, up 40% compared to the 2016 plan. Investments in fixed assets are expected to total EUR 350 million in the period 2016 – 2020, an important basis for the efficient growth, development and business performance of Petrol Group over the long term. Ensuring business growth and increasing the profitability of operations while maintaining the commitment to sustainable development are the main principles underpinning the preparation and implementation of the strategic plan.

The Strategic Business Plan of the Petrol Group for the period 2016 – 2020 is a central corporate document defining the Petrol Group's business prospects in this period based on its mission, vision, values, goals and strategy. By laying down new strategic goals and strategies to achieve them, we are adding to all the development steps taken by the Petrol Group in transition to an integrated energy company, but first and foremost we define the mechanisms, channels and methods that will provide the Petrol Group with an important impetus also in the future.

Through a comprehensive range of modern energy and environmental solutions, the Petrol Group will continue to ensure a reliable, economical and environmentally friendly supply and help build a low-carbon society in co-operation with its partners. Our broad network of traditional and digital points of sale will enable us to meet the changing needs of our customers for a safe and comfortable life, journey and business. Our actions will serve to demonstrate our social responsibility and commitment to sustainable development on a daily basis. The implementation of our mission, which is summed up in our corporate signature *Energy for Life*, reflects our values and core capabilities and also competitive advantages.

Petrol's vision for the year 2020 commits us to become a leading regional player in energy and energy-related services in terms of revenue. We shall be recognised as a major provider of smart solutions for homes, mobility and business. We will use our innovativeness and digital solutions to develop successful new business models and partnerships. We will provide an excellent user experience and increase the number of items sold per customer.

Our business model is built on innovativeness and cost effectiveness, and our customers are offered simple, comprehensive, modern and reliable solutions. Risk management is integrated into all aspects of our business, making it possible to create additional value for shareholders and maintain our investment-grade credit rating.

The Petrol Group operates in Central Europe, and in South Eastern Europe in particular. In addition to a number of bigger and smaller companies with innovative business models already operating there, new and even global players are now joining trade and energy activities in these markets. Globally and locally, we are faced with significant societal and technological changes which can be captured concisely by the notion of "digital globalisation". All of this increases risks while at the same time providing new opportunities.

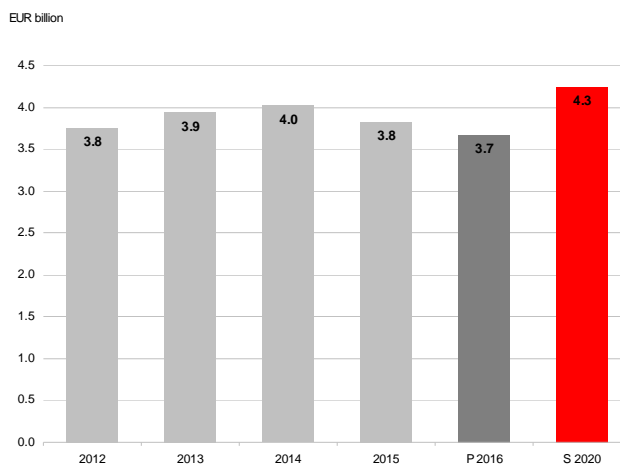
Our key strategic orientations – or strategic themes – for the period up to 2020 are as follows:

1. Balance between stable operations and development aimed at addressing new challenges (the setting up of a flexible and agile organisation which provides suitable and risk-adjusted returns and takes into account sustainable development and social responsibility).
2. Higher sales and transition to new business models (development of existing and acquisition of new markets and customers through innovative business models; focus on a comprehensive and personal treatment, and on excellent customer experience throughout the user journey).
3. Process efficiency and risk management (dynamic management of organisational structure, efficiency of operations in line with the principle of good management, advance risk management systems).

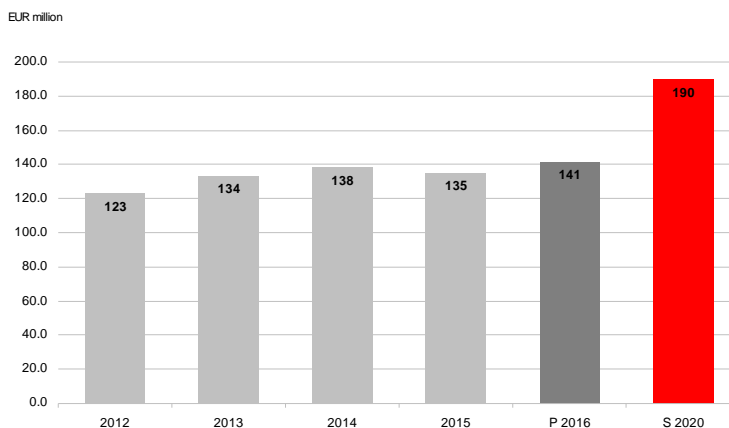
By achieving our goals, we will strengthen the long-term financial stability of the Petrol Group. Through a stable dividend policy, we will ensure a balanced dividend yield for shareholders and the use of free cash flows to finance the Petrol Group's investment plans. This will allow for long-term growth and development of the Petrol Group, maximising its value for the owners.

Below are the Petrol Group's strategic goals for the period 2016 – 2020.

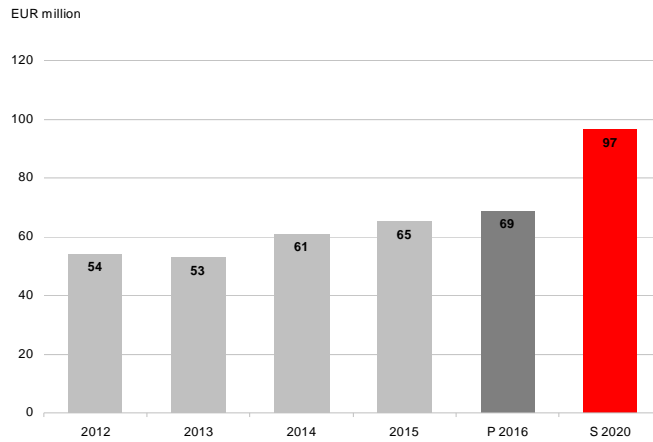
Net sales revenue is expected to amount to EUR 4.3 billion (+16% relative to the 2016 plan).



EBITDA is expected to amount to EUR 190 million (+35% relative to the 2016 plan).

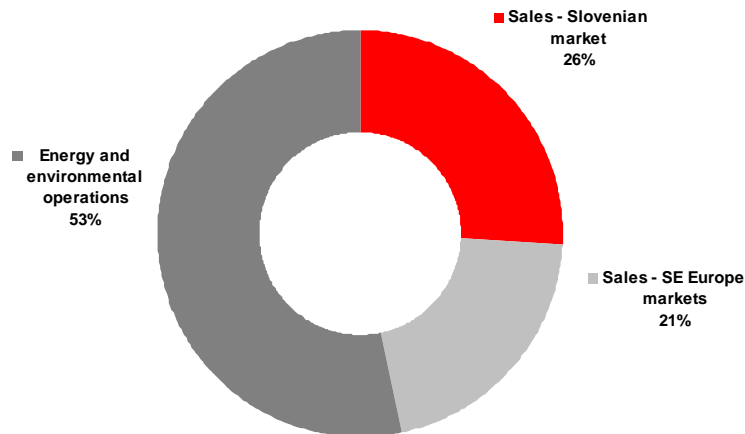


Net profit is expected to total EUR 97 million (+40% relative to the 2016 plan).

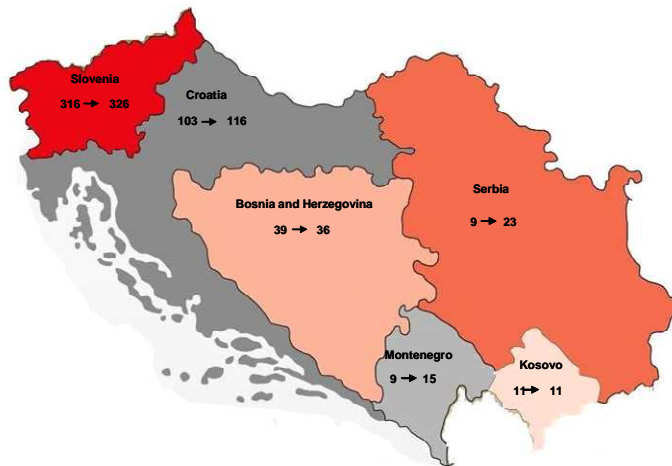


The share of operating costs in gross profit will decrease from 74 to 71 percent. The debt-to-equity ratio will decrease from 0.77 to 0.51, and the net debt-to-EBITDA ratio will come down from 3.3 to 2.2.

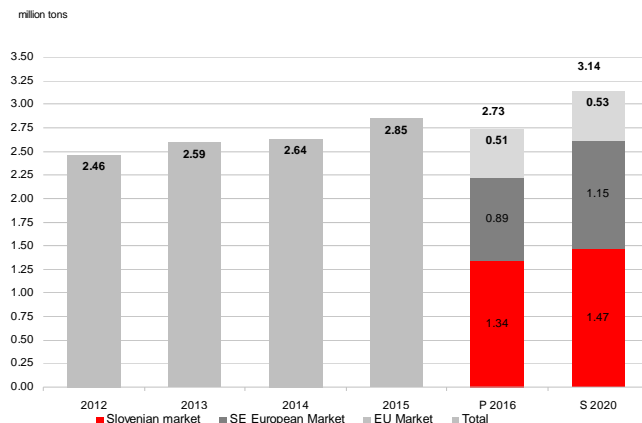
Investments in fixed assets are expected to total EUR 350 million in the period 2016 – 2020.



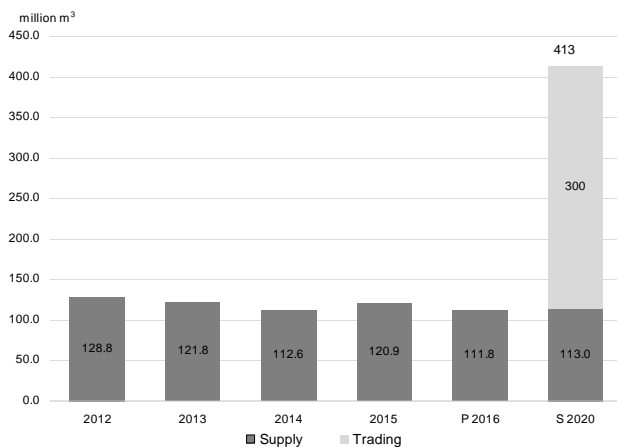
The number of service stations is expected to stand at 527 at period-end, which is 40 more than at the end of 2015.



The volume of petroleum products sold¹ is expected to amount to 3.14 million tons (+15% relative to the 2016 plan).

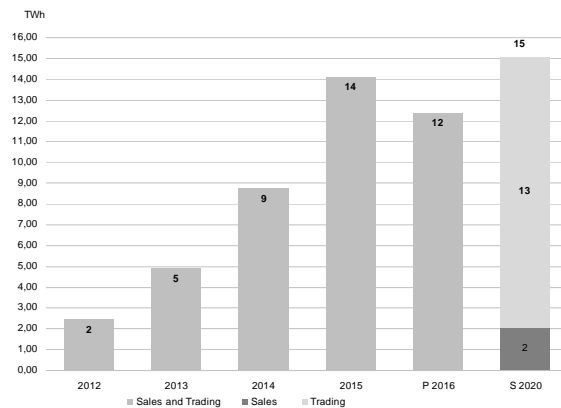


The volume of natural gas supplied is expected to amount to 113 million m³ (+1% relative to the 2016 plan), with natural gas trading to amount to 300 million m³.

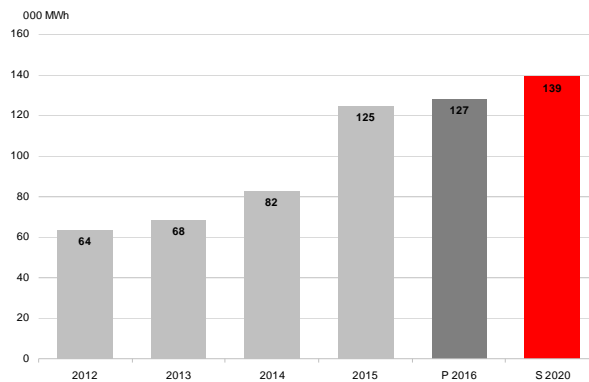


¹ Excluding sales to the Agency of the Republic of Slovenia for Commodity Reserves.

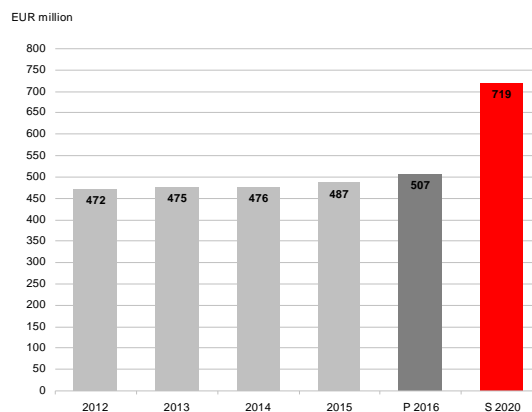
Electricity sales and trading are expected to stand at 15 TWh (+22% relative to the 2016 plan).



Heat sales are expected to amount to 139 thousand MWh (+9% relative to the 2016 plan).



Revenue from merchandise sales is expected to total EUR 719 million (+42% relative to the 2016 plan).



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Tomaž Kuntarič
 President of the Supervisory Board

Tomaž Berločnik
 President of the Management Board