



WE ARE NIS



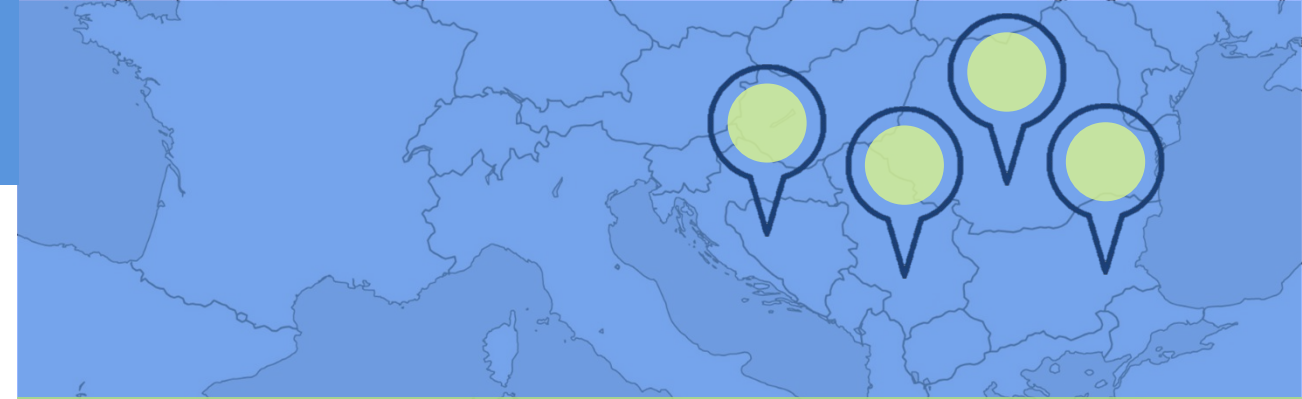
One of the largest vertically integrated energy systems in South-Eastern Europe with over **11,000 employees**



Over **3 billion euro** invested since 2009



One of the leading investors and exporters in Serbia



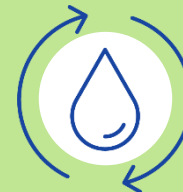
Operates in Serbia, Bosnia and Herzegovina, Bulgaria, and Romania

Shareholder capital structure:

- Gazprom Neft **56.15%**
- Republic of Serbia **29.87%**
- Other shareholders **13.98%**



About **120 million euro** invested in environmental projects since 2009



The company's goal is to set an example for the industry in operating efficiency and sustainable growth

OUR ACTIVITIES



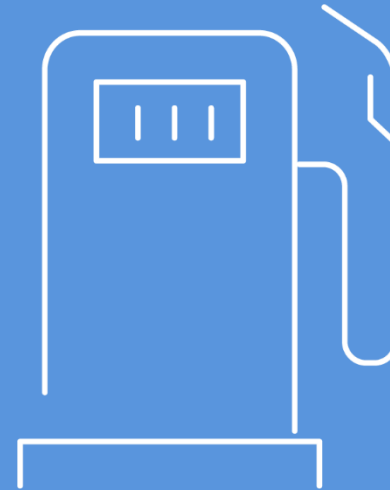
Exploration and production
of oil and gas



Services



Refining



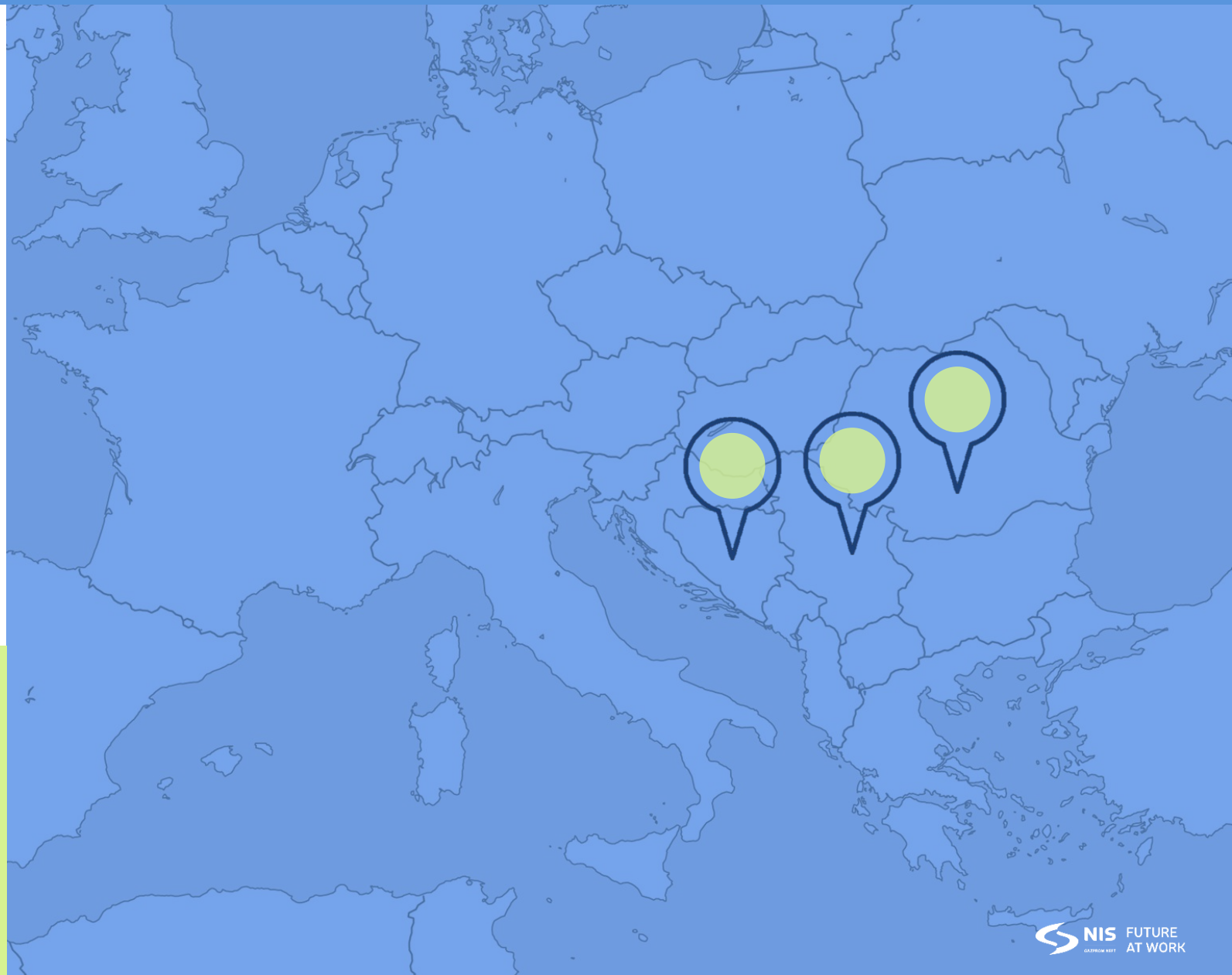
Sales and Distribution



Energy

EXPLORATION AND PRODUCTION

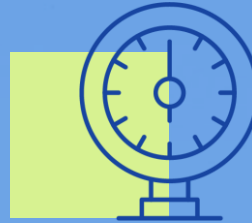
- NIS is the only company in Serbia that deals with exploration and production of oil and gas
 - Most of the company's oil and gas fields are located in Serbia
 - NIS carries out hydrocarbon exploration in Romania and Bosnia and Herzegovina as well
 - NIS' oldest concession asset is in Angola (oil production started in 1985)
-
- In 2020 the company's upstream assets produced **over 1.259 mln tons** of oil equivalent



SERVICES



NIS uses state-of-the-art equipment that meets all its business needs and positions it well in the international market



Oilfield services the company offers include geophysical studies, drilling, completion, and well maintenance, downhole operations and logging

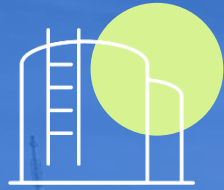


The company also provides services of equipment maintenance as well as construction and maintenance of upstream facilities



In 2020,
NIS drilled
38 production and 3 exploration well
in Serbia,
and **one production well**
in Romania

REFINING



NIS operates the Pancevo oil refinery, one of the **most developed in the region**



The Pancevo refinery produces Euro-5 motor fuels, jet fuel, bunkering fuel, liquefied petroleum gas, oil coke, raw materials for the petroleum industry, bitumen, and other petroleum products



In 2020, the refinery processed the total of **3.613 million tons** of oil and intermediate products



In 2020 NIS started up its new bottom-of-the-barrel unit worth over **300 million euro**



The new unit has allowed the company to **increase production of high-margin motor fuels, start producing oil coke, and improve its environmental performance**



SO2 emissions have dropped by 98,8%

SALES AND DISTRIBUTION



NIS operates a network of **over 400 filling stations** in Serbia and other countries of the region – Bosnia and Herzegovina, Romania, and Bulgaria



The company works under two retail brands: **NIS Petrol and GAZPROM**



NIS also separately develops sales of **jet fuel, bunkering fuel, fuel oil, and bitumen**



The company's loyalty program '**Sa nama na putu**' is active in Serbia and other countries of the region



NIS continuously develops its filling station network: in 2020, the company opened 14 state-of-the-art filling stations – **eight in Serbia, five in Bosnia and Herzegovina, and one in Romania**



Total sales in 2020 were **3.538 million tons**, with export sales **7% higher** than in 2019



Over a **million liters of fuel** was sold through the **Drive.Go mobile app** launched in 2020

ENERGY

NIS produces electricity and heat using both conventional and renewable sources, produces and sells compressed natural gas, sells electricity, and develops and implements energy efficiency projects



Eight of the NIS oil and gas fields in Serbia are equipped with small cogeneration plants that produce heat and electricity; current maximum capacity is **14,5 MW**



The company has invested **over 20 million euro** in the construction of these cogeneration plants



NIS trades electricity both in Serbia and in other countries of the region



In 2020, the company continued the construction of the Pancevo power plant, a **180-million-euro** project it is implementing in partnership with Gazprom Energoholding



Energy saving and energy efficiency improvement measures NIS developed in 2020 gave the total financial effect of **291 million dinars**

2020 PERFORMANCE

In 2020, NIS was affected by the crisis caused by the **COVID-19** pandemic and low oil prices



NIS tax liabilities and other public fees amounted to **179.5 billion dinars**



Operating cash flow was **29.7 billion dinars**



Despite the unfavorable conditions, the company invested over **25.3 billion dinars**



EBITDA was **15.8 billion dinars**



4.4 billion dinars were paid in dividends

OUR PEOPLE



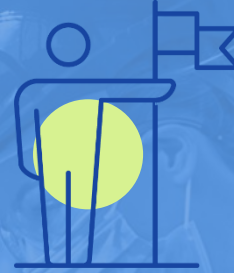
The company's most valuable asset is its team of over **11,000 talented professionals**



Infostud job portal named NIS the **most desired employee** of 2020



In 2020, the company held over **2,300 trainings** attended by over **3,300 people**



NIS always aims to attract young talent. The company has two programs, **NIS Calling** and **NIS Energy**, that offer opportunities for new graduates



Through its **'Return to Serbia' program** NIS engages Serbian professionals working abroad in its key projects

DIGITAL TRANSFORMATION



Further development of NIS is driven by **innovation and agility**



The company's digital transformation portfolio includes **over 110 projects** and initiatives in all areas of the business



NIS views **digital transformation** as an important developing opportunity and is digitizing all areas of its business



Digitalization serves to improve safety and efficiency, develop technologies, deepen the cooperation with the IT community, and attract new talent



SUSTAINABLE DEVELOPMENT



Sustainable development principles form the basis for all NIS business processes



2020 was the 10th consecutive year of NIS publishing its verified Sustainable Development Report

NIS sustainable development activities are based on the following principles:

Economic development



Human resources



HSE



Social responsibility



FUTURE AT WORK

All the company's social responsibility activities are consolidated under the slogan 'Future at Work'; NIS focuses on youth support and developing the local communities

Key areas of social work:



Supporting healthcare and social institutions



Charity and volunteer campaigns initiated and organized by NIS employees



NIS partners with local communities across Serbia as part of its '**Common Cause Community**' program; in 2020, NIS invested **114.5 million dinars** in projects to increase safety and digitize the teaching process in schools



Supporting educational and science institutions



In 2020, the company invested over **290 million dinars** in social projects



Developing sports infrastructure




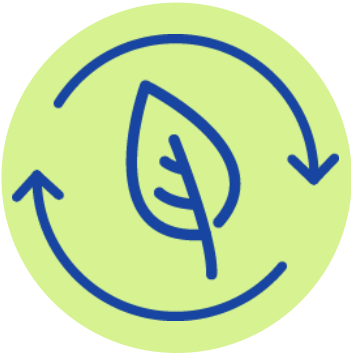

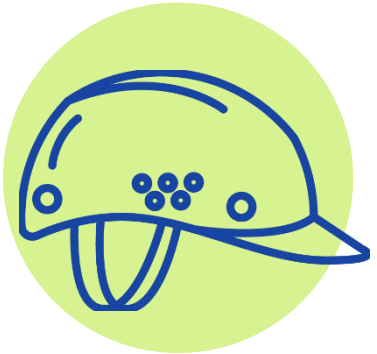
NIS specifically focused on helping local communities through the COVID-19 pandemic



NIS volunteers have invested over **2,000 hours** in charity campaigns in 2020, proving their solidarity and empathy



Promoting art and culture

			
<p>The company's goal is to be fully accident-free and to operate with no negative effect on the environment</p>	<p>Since 2009, NIS has invested over 120 million euro in environmental projects</p>	<p>NIS has implemented 12 Golden HSE Rules to improve health and safety</p>	<p>In 2020, NIS additionally improved its HSE results, with LTIF 8% lower than in 2019</p>

OUR STRATEGIC GOALS

Priorities for further development are outlined in NIS 2025 Development Strategy

Strategic goals:



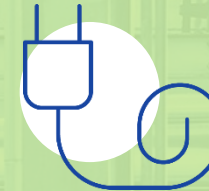
Maintain oil and gas production levels and expand hydrocarbon reserves



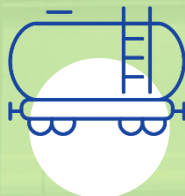
Become the regional leader in efficiency



Further modernize the Pancevo refinery improving the refining depth and efficiency



Diversify by increasing the power generation capacity



Keep developing the retail network and increase sales through own channels



Optimize operational performance



THANK
YOU