

ENCLOSURE 1

Reporting period:

1 January 2015

to

30 September 2015

Quartely Financial Report TFI-POD

Tax number (MB): 03586243

Registration number (MBS): 080000604

Personal identification
number (OIB): 27759560625Issuer: **INA - Industrija nafte d.d.**

Postal code and location: 10 000

ZAGREB

Street and number: **Avenija Većeslava Holjevcica 10**E-mail: investitori@ina.hrInternet address: www.ina.hr

Code and city / municipality: 133 ZAGREB

Code and county: 21 GRAD ZAGREB

Number of employees: 7.704
(at the end of year)

Consolidated Report: NO

Business activity code: 1920

Entities in consolidation (according to IFRS)

Registered seat:

Tax number (MB):

Book-keeping office:

Top Računovodstvo Servisi d.o.o.; Member of INA Group

Contact person: **Ratko Marković**
(Name and surname of contact person)

Telephone: 01 612 3143

Telefaks: 01 612-3115

E-mail: Ratko.Markovic@trs.ina.hrName and surname: **Zoltán Sándor Áldott**
(authorized representatives)**Documents to be published:**

1. Financial Statements (Balance Sheet, Profit and Loss Account, Cash Flow Statement, Change in Capital Statement and Notes to Financial Statements)
2. Statement of persons in charge of making Financial Statements
3. Management Board's Report

(seal)

(signature of authorized representative)

Balance Sheet
as of 30 September 2015

Issuer: INA - Industrija nafte d.d. Zagreb

Item	AOP	Previous period	Current period
1	2	3	4
A) RECEIVABLES FOR SUBSCRIBED AND NON-PAID CAPITAL	001		
B) LONG-TERM ASSETS (003+010+020+029+033)	002	16.539.000.000	17.092.000.000
I. INTANGIBLE ASSETS (004 do 009)	003	505.000.000	531.000.000
1. Assets development	004		
2. Concessions, patents, licence fees, merchandise and service brands, software and other rights	005	130.000.000	144.000.000
3. Goodwill	006		
4. Advances for purchase of intangible assets	007	50.000.000	53.000.000
5. Intangible assets in preparation	008	325.000.000	334.000.000
6. Other intangible assets	009		
II. TANGIBLE ASSETS (011 do 019)	010	12.587.000.000	12.513.000.000
1. Land	011	1.000.000.000	1.001.000.000
2. Buildings	012	5.043.000.000	4.921.000.000
3. Plant and equipment	013	3.019.000.000	2.861.000.000
4. Instruments, plant inventories and transportation assets	014	301.000.000	275.000.000
5. Biological asset	015		
6. Advances for tangible assets	016	23.000.000	62.000.000
7. Tangible assets in preparation	017	3.193.000.000	3.386.000.000
8. Other material assets	018	3.000.000	3.000.000
9. Investment in property	019	5.000.000	4.000.000
III. LONG-TERM FINANCIAL ASSETS (021 do 028)	020	1.641.000.000	2.390.000.000
1. Investments in subsidiaries	021	1.133.000.000	1.133.000.000
2. Loans given to related parties	022	0	669.000.000
3. Participating interests (shares)	023	28.000.000	28.000.000
4. Loans to entrepreneurs in which the entity holds participating interests	024		
5. Investments in securities	025		
6. Loans, deposits and similar assets	026	18.000.000	8.000.000
7. Other long-term financial assets	027	462.000.000	552.000.000
8. Investment accounted by equity method	028		
IV. RECEIVABLES (030 do 032)	029	104.000.000	96.000.000
1. Receivables from subsidiaries	030	11000000	11.000.000
2. Receivables based on trade loans	031	93.000.000	85.000.000
3. Other receivables	032		
V. DEFERRED TAX ASSETS	033	1.702.000.000	1.562.000.000
C) SHORT-TERM ASSETS (035+043+050+058)	034	4.505.000.000	4.063.000.000
I. INVENTORIES (036 do 042)	035	1.659.000.000	1.903.000.000
1. Raw materials & consumables	036	359.000.000	654.000.000
2. Work in progress	037	776.000.000	594.000.000
3. Finished goods	038	347.000.000	600.000.000
4. Merchandise	039	177.000.000	55.000.000
5. Advances for inventories	040		
6. Long-term assets held for sale	041		
7. Biological asset	042		
II. RECEIVABLES (044 do 049)	043	1.730.000.000	1.826.000.000
1. Receivables from subsidiaries	044	117.000.000	154.000.000
2. Trade receivables	045	1.399.000.000	1.496.000.000
3. Receivables from participating entities	046		
4. Receivables from employees and shareholders	047	4.000.000	3.000.000
5. Receivables from government and other institutions	048	103.000.000	100.000.000
6. Other receivables	049	107.000.000	73.000.000
III. SHORT-TERM FINANCIAL ASSETS (051 do 057)	050	789.000.000	273.000.000
1. Investments in subsidiaries	051	517.000.000	20.000.000
2. Loans given to related parties	052		
3. Participating interests (shares)	053		
4. Loans to entrepreneurs in which the entity holds participating interests	054		
5. Investments in securities	055		
6. Loans, deposits and similar assets	056	192.000.000	218.000.000
7. Other financial assets	057	80.000.000	35.000.000
IV. CASH AT BANK AND IN CASH REGISTER	058	327.000.000	61.000.000
D) PREPAID EXPENSES AND ACCRUED INCOME	059	149.000.000	146.000.000
E) TOTAL ASSETS (001+002+034+059)	060	21.193.000.000	21.301.000.000
F) OFF-BALANCE SHEET ITEMS	061		

EQUITY AND LIABILITIES			
A) CAPITAL AND RESERVES (063+064+065+071+072+075+078)	062	11.476.000.000	12.134.000.000
I. SHARE CAPITAL	063	9.000.000.000	9.000.000.000
II. CAPITAL RESERVES	064		
III. RESERVES FROM PROFIT (066+067-068+069+070)	065	2.859.000.000	1.498.000.000
1. Legal reserves	066	330.000.000	330.000.000
2. Reserves for treasury shares	067		
3. Treasury shares and stakes (deduction)	068		
4. Statutory reserves	069		
5. Other reserves	070	2.529.000.000	1.168.000.000
IV. REVALUATION RESERVES	071	121.000.000	192.000.000
V. RETAINED EARNINGS OR ACCUMULATED LOSS (073-074)	072	-1.135.000.000	986.000.000
1. Retained earnings	073		986.000.000
2. Accumulated loss	074	1.135.000.000	
VI. PROFIT/LOSS FOR THE FINANCIAL YEAR (076-077)	075	631.000.000	458.000.000
1. Profit for the financial year	076	631.000.000	458.000.000
2. Loss for the financial year	077		
VII. NON-CONTROLLING INTERESTS	078		
B) PROVISIONS (080 do 082)	079	3.408.000.000	3.427.000.000
1. Provisions for redundancy costs, severance pays and similar liabilities	080	136.000.000	92.000.000
2. Provisions for tax obligations	081		
3. Other provisions	082	3.272.000.000	3.335.000.000
C) NON-CURRENT LIABILITIES (084 do 092)	083	682.000.000	458.000.000
1. Liabilities to subsidiaries	084		
2. Liabilities for loans, deposits and other	085		
3. Liabilities to banks and other financial institutions	086	619.000.000	390.000.000
4. Liabilities for received advances	087		
5. Trade payables	088		
6. Liabilities arising from debt securities	089		
7. Liabilities to entrepreneurs in which the entity holds participating interests	090		
8. Other non-current liabilities	091	63.000.000	68.000.000
9. Deferred tax liability	092		
D) CURRENT LIABILITIES (094 do 105)	093	5.539.000.000	5.248.000.000
1. Liabilities to subsidiaries	094	443.000.000	421.000.000
2. Liabilities for loans, deposits and other	095		
3. Liabilities to banks and other financial institutions	096	2.578.000.000	2.435.000.000
4. Liabilities for received advances	097	22.000.000	38.000.000
5. Trade payables	098	1.256.000.000	1.570.000.000
6. Liabilities arising from debt securities	099		
7. Liabilities to entrepreneurs in which the entity holds participating interests	100		
8. Liabilities to employees	101	81.000.000	61.000.000
9. Liabilities for taxes, contributions and similar fees	102	970.000.000	585.000.000
10. Dividend payables	103		
11. Liabilities for long-term assets held for sale	104		
12. Other current liabilities	105	189.000.000	138.000.000
E) ACCRUAL AND DEFERRED INCOME	106	88.000.000	34.000.000
F) TOTAL EQUITY AND LIABILITIES (062+079+083+093+106)	107	21.193.000.000	21.301.000.000
G) OFF-BALANCE SHEET ITEMS	108		
ANNEX TO THE BALANCE SHEET (to be filled in by entrepreneur submitting consolidated financial report)			
A) CAPITAL AND RESERVES			
1. Attributable to equity holders of the parent company's capital	109		
2. Attributable to non controlling interest	110		

Note 1.: APPENDIX TO THE BALANCE SHEET (to be filled in by entities who submitting consolidated financial statements).

PROFIT AND LOSS
for the period 1 January 2015 to 30 September 2015

Issuer: INA - Industrija nafte d.d. Zagreb

Item	AOP	Previous period		Current period	
		Cumulative	Quarter	Cumulative	Quarter
1	2	3	4	5	6
I. OPERATING INCOME (112+113)	111	17.062.000.000	6.707.000.000	13.785.000.000	5.270.000.000
1. Sales revenue	112	16.764.000.000	6.618.000.000	13.562.000.000	5.221.000.000
2. Other operating income	113	298.000.000	89.000.000	223.000.000	49.000.000
II. OPERATING EXPENSES (115+116+120+124+125+126+129+130)	114	16.644.000.000	6.253.000.000	13.010.000.000	5.152.000.000
1. Changes in inventories of finished products and work in progress	115	310.000.000	439.000.000	-74.000.000	180.000.000
2. Material costs (117 do 119)	116	13.044.000.000	4.835.000.000	10.257.000.000	3.924.000.000
a) Cost of raw materials & consumables	117	9.788.000.000	3.499.000.000	6.656.000.000	2.739.000.000
b) Cost of goods sold	118	1.858.000.000	790.000.000	2.026.000.000	677.000.000
c) Other costs	119	1.398.000.000	546.000.000	1.575.000.000	508.000.000
3. Staff costs (121 do 123)	120	985.000.000	356.000.000	1.029.000.000	340.000.000
a) Net salaries and wages	121	570.000.000	201.000.000	591.000.000	196.000.000
b) Costs for taxes and contributions from salaries	122	275.000.000	103.000.000	283.000.000	93.000.000
c) Contributions on gross salaries	123	140.000.000	52.000.000	155.000.000	51.000.000
4. Depreciation and amortisation	124	1.236.000.000	409.000.000	1.164.000.000	396.000.000
5. Other costs	125	594.000.000	193.000.000	587.000.000	207.000.000
6. Impairment charges (127+128)	126	567.000.000	62.000.000	119.000.000	51.000.000
a) impairment of long-term assets (excluding financial assets)	127	9.000.000	0	32.000.000	2.000.000
b) impairment of short-term assets (excluding financial assets)	128	558.000.000	62.000.000	87.000.000	49.000.000
7. Provisions	129	-92.000.000	-41.000.000	-72.000.000	54.000.000
8. Other operating expenses	130				
III. FINANCIAL INCOME (132 do 136)	131	305.000.000	183.000.000	1.052.000.000	409.000.000
1. Interest income, foreign exchange gains, dividends and other financial income from subsidiaries	132	103.000.000	56.000.000	106.000.000	15.000.000
2. Interest income, foreign exchange gains, dividends and other financial income from third parties	133	47.000.000	22.000.000	62.000.000	24.000.000
3. Part of income from associates and participating interests	134		0		0
4. Unrealized gains (income) from the financial assets	135		0		0
5. Other financial income	136	155.000.000	105.000.000	884.000.000	370.000.000
IV. FINANCIAL COSTS (138 do 141)	137	710.000.000	364.000.000	1.234.000.000	385.000.000
1. Interest, foreign exchange losses and other expenses from subsidiaries	138	151.000.000	8.000.000	6.000.000	-2.000.000
2. Interest, foreign exchange losses and other expenses from third parties	139	296.000.000	227.000.000	244.000.000	9.000.000
3. Unrealized loss (expenses) on financial assets	140		0		0
4. Other financial expenses	141	263.000.000	129.000.000	984.000.000	378.000.000
V. INCOME FROM INVESTMENT - SHARE IN PROFIT OF ASSOCIATED ENTITIES	142				
VI. LOSS FROM INVESTMENT - SHARE IN LOSS OF ASSOCIATED ENTITIES	143				
VII. EXTRAORDINARY - OTHER INCOME	144				
VIII. EXTRAORDINARY - OTHER EXPENSES	145				
IX. TOTAL INCOME (111+131+142 + 144)	146	17.367.000.000	6.890.000.000	14.837.000.000	5.679.000.000
X. TOTAL EXPENSES (114+137+143 + 145)	147	17.354.000.000	6.617.000.000	14.244.000.000	5.537.000.000
XI. PROFIT OR LOSS BEFORE TAX (146-147)	148	13.000.000	273.000.000	593.000.000	142.000.000
1. Profit before tax (146-147)	149	13.000.000	273.000.000	593.000.000	142.000.000
2. Loss before tax (147-146)	150	0	0	0	0
XII. CORPORATE INCOME TAX EXPENSE	151	64.000.000	64.000.000	135.000.000	43.000.000
XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)	152	-51.000.000	209.000.000	458.000.000	99.000.000
1. Profit for the period (149-151)	153	0	209.000.000	458.000.000	99.000.000
2. Loss for the period (151-148)	154	51.000.000	0	0	0
ANNEX TO THE PROFIT AND LOSS ACCOUNT (to be filled in by entities submitting consolidated financial statements)					
XIV. PROFIT OR LOSS FOR THE PERIOD					
1. Attributable to equity holders of the parent company	155				
2. Attributable to non-controlling interests	156	0	0	0	0
STATEMENTS OF COMPREHENSIVE INCOME (to be filled by entities who work in compliance with IFRS)					
I. PROFIT OR LOSS FOR THE PERIOD (= 152)	157	-51.000.000	209.000.000	458.000.000	99.000.000
II. OTHER COMPREHENSIVE INCOME /LOSS BEFORE TAX (159 do 165)	158	548.000.000	517.000.000	350.000.000	-13.000.000
1. Exchange differences on translation of foreign operations	159	395.000.000	382.000.000	257.000.000	-16.000.000
2. Movements in revaluation reserves of long-term tangible and intangible assets	160		0		0
3. Gains or loss from reevaluation of financial assets available for sale	161	153.000.000	135.000.000	71.000.000	-4.000.000
4. Gains or losses on efficient cash flow hedging	162		0		
5. Gains or losses on efficient hedge of a net investments in foreign countries	163		0		
6. Share in other comprehensive income/loss of associates companies	164				
7. Actuarial gain / losses on defined benefit plans	165	0	0	22.000.000	7.000.000
III. TAX ON OTHER COMPREHENSIVE INCOME OF THE PERIOD	166				
IV. NET OTHER COMPREHENSIVE INCOME OR LOSS FOR THE YEAR (158-166)	167	548.000.000	517.000.000	350.000.000	-13.000.000
V. TOTAL COMPREHENSIVE INCOME/LOSS FOR THE PERIOD (157+167)	168	497.000.000	726.000.000	808.000.000	86.000.000
APPENDIX Statement of Comprehensive Income (to be filled in by entities submitting consolidated financial statements)					
VI. TOTAL COMPREHENSIVE INCOME/LOSS FOR THE PERIOD					
1. Attributable to equity holders of the parent company	169				
2. Attributable to non-controlling interests	170				

CASH FLOW STATEMENT - Indirect method
in the period 1 January 2015 to 30 September 2015

Issuer: INA - Industrija nafte d.d. Zagreb			
Item	AOP	Previous period	Current period
1	2	3	4
CASH FLOW FROM OPERATING ACTIVITIES			
1. Profit before tax	001	13.000.000	593.000.000
2. Depreciation and amortisation	002	1.236.000.000	1.164.000.000
3. Increase in short-term liabilities	003		
4. Decrease in short-term receivables	004	465.000.000	
5. Decrease in inventories	005		
6. Other cash flow increases	006	2.923.000.000	288.000.000
I. Total increase of cash flow from operating activities (001 do 006)	007	4.637.000.000	2.045.000.000
1. Decrease in short-term liabilities	008	890.000.000	268.000.000
2. Increase in short-term receivables	009		176.000.000
3. Increase in inventories	010	190.000.000	297.000.000
4. Other cash flow decreases	011	2.114.000.000	188.000.000
II. Total decrease of cash flow from operating activities (008 do 011)	012	3.194.000.000	929.000.000
A1) NET INCREASE OF CASH FLOW FROM OPERATING ACTIVITIES (007-012)	013	1.443.000.000	1.116.000.000
A2) NET DECREASE OF CASH FLOW FROM OPERATING ACTIVITIES (012-007)	014	0	0
CASH FLOW FROM INVESTMENT ACTIVITIES			
1. Cash inflows from sale of long-term tangible and intangible assets	015	7.000.000	3.000.000
2. Cash inflows from sale of equity and debt instruments	016		
3. Interest receipts	017	67.000.000	41.000.000
4. Dividends receipts	018		
5. Other cash inflows from investment activities	019	523.000.000	25.000.000
III. Total cash inflows from investment activities (015 do 019)	020	597.000.000	69.000.000
1. Cash outflows for purchase of long-term tangible and intangible assets	021	1.036.000.000	888.000.000
2. Cash outflows for purchase of equity and debt financial instruments	022		
3. Other cash outflows from investment activities	023		104.000.000
IV. Total cash outflows from investment activities (021 do 023)	024	1.036.000.000	992.000.000
B1) NET INCREASE OF CASH FLOW FROM INVESTMENT ACTIVITIES	025	0	0
B2) NET DECREASE OF CASH FLOW FROM INVESTMENT ACTIVITIES	026	439.000.000	923.000.000
CASH FLOW FROM FINANCIAL ACTIVITIES			
1. Cash receipts from issuance from equity and debt financial instruments	027		
2. Cash inflows from loans, debentures, credits and other borrowings	028	14.904.000.000	11.842.000.000
3. Other cash inflows from financial activities	029		61.000.000
V. Total cash inflows from financial activities (027 do 029)	030	14.904.000.000	11.903.000.000
1. Cash outflows for repayment of loans and bonds	031	15.963.000.000	12.197.000.000
2. Dividends paid	032		150.000.000
3. Cash outflows for finance lease	033		
4. Cash outflows for purchase of own stocks	034		
5. Other cash outflows from financial activities	035	80.000.000	15.000.000
VI. Total cash outflows from financial activities (031 do 035)	036	16.043.000.000	12.362.000.000
C1) NET INCREASE OF CASH FLOW FROM FINANCIAL ACTIVITIES	037	0	0
C2) NET DECREASE OF CASH FLOW FROM FINANCIAL ACTIVITIES	038	1.139.000.000	459.000.000
Total increase of cash flow (013 – 014 + 025 – 026 + 037 – 038)	039	0	0
Total decrease of cash flow (014 – 013 + 026 – 025 + 038 – 037)	040	135.000.000	266.000.000
Cash and cash equivalents at the beginning of the period	041	252.000.000	327.000.000
Increase of cash and cash equivalents	042	0	
Decrease of cash and cash equivalents	043	135.000.000	266.000.000
Cash and cash equivalents at the end of the period	044	117.000.000	61.000.000

STATEMENT OF CASH FLOWS - Direct Method

u razdoblju do

Obveznik: _____			
Position	AOP	Previous period	Current period
1	2	3	4
CASH FLOW FROM OPERATING ACTIVITIES			
1. Cash receipts from customers	001		
2. Cash receipts from royalties, fees, commissions, etc.	002		
3. Cash receipts from insurance for damages compensation	003		
4. Cash receipts arising from tax refunds	004		
5. Other cash receipts	005		
I. TOTAL CASH RECEIPTS FROM OPERATING ACTIVITIES (001 TILL 005)	006	0	0
1. Cash paid to suppliers	007		
2. Cash paid to employees	008		
3. Cash outflows for insurance damages compensation	009		
4. Interest paid	010		
5. Tax paid	011		
6. Other cash outflows	012		
II. TOTAL CASH OUTFLOWS FROM OPERATING ACTIVITIES (007 TILL 012)	013	0	0
A1) NET INCREASE CASH FLOW FROM OPERATING ACTIVITIES (006-013)	014	0	0
A2) NET DECREASE CASH FLOW FROM OPERATING ACTIVITIES (013-006)	015	0	0
CASH FLOW FROM INVESTING ACTIVITIES			
1. Cash inflows from sale of long-term tangible and intangible assets	016		
2. Cash inflows from sale of equity and debt instruments	017		
3. Interest receipts	018		
4. Dividend receipts	019		
5. Other cash inflows from investing activities	020		
III. TOTAL CASH INFLOWS FROM INVESTING ACTIVITIES (016 do 020)	021	0	0
1. Cash outflows for purchase of long-term tangible and intangible assets	022		
2. Cash outflows for purchase of equity and debt financial instruments	023		
3. Other cash outflows from investing activities	024		
IV. TOTAL CASH OUTFLOWS FROM INVESTING ACTIVITIES (022 do 024)	025	0	0
B1) NET INCREASE CASH FLOW FROM INVESTING ACTIVITIES (021-025)	026	0	0
B2) NET DECREASE CASH FLOW FROM INVESTING ACTIVITIES (025-021)	027	0	0
CASH FLOW FROM FINANCING ACTIVITIES			
1. Cash receipts from issuance of equity and debt financial instruments	028		
2. Cash inflows from loans, debentures, credits and other borrowings	029		
3. Other cash inflows from financing activities	030		
V. TOTAL CASH INFLOWS FROM FINANCING ACTIVITIES (028 do 030)	031	0	0
1. Cash outflows for repayment of loans and bonds	032		
2. Dividends paid	033		
3. Cash outflows for finance lease	034		
4. Cash outflows for purchase of own stocks	035		
5. Other cash outflows from financing activities	036		
VI. TOTAL CASH OUTFLOWS FROM FINANCING ACTIVITIES (032 do 036)	037	0	0
C1) NET INCREASE CASH FLOW FROM FINANCING ACTIVITIES (031-037)	038	0	0
C2) NET DECREASE CASH FLOW FROM FINANCING ACTIVITIES (037-031)	039	0	0
TOTAL INCREASE OF NET CASH FLOW (014 – 015 + 026 – 027 + 038 – 039)	040	0	0
TOTAL DECREASE OF NET CASH FLOW (015 – 014 + 027 – 026 + 039 – 038)	041	0	0
Cash and cash equivalents at the beginning of the period	042		
Increase of cash and cash equivalents	043		
Decrease of cash and cash equivalents	044		
Cash and cash equivalents at the end of the period	045	0	0

STATEMENT OF CHANGES IN EQUITY

for the period 1.1.2015 to 30.9.2015

Item	AOP	Previous period	Current period
1	2	3	4
1. Share capital	001	9.000.000.000	9.000.000.000
2. Capital reserves	002		
3. Reserves from profit	003	2.329.000.000	1.168.000.000
4. Retained earnings or accumulated loss	004	2.389.000.000	1.316.000.000
5. Profit / loss for the current year	005	-51.000.000	458.000.000
6. Revaluation of long-term tangible assets	006		
7. Revaluation of intangible assets	007		
8. Revaluation of financial assets available for sale	008	159.000.000	192.000.000
9. Other revaluation	009		
10. Total capital and reserves (AOP 001 do 009)	010	13.826.000.000	12.134.000.000
11. Currency gains and losses arising from net investments in foreign operations	011	395.000.000	257.000.000
12. Current and deferred taxes (part)	012		
13. Cash flow hedging	013		
14. Changes in accounting policies	014		
15. Correction of significant mistakes in prior period	015		
16. Other changes in capital	016	102.000.000	551.000.000
17. Total increase or decrease in capital (AOP 011 do 016)	017	497.000.000	808.000.000
17 a. Attributable to equity holders of the parent company's capital	018		
17 b. Attributable to non-controlling interests	019		

Items that decrease equity have negative sign
 Items from 001 to 009 are state of balance sheet date

Notes with financial statements

Notes to Financial Statements provide additional and supplementary information which are not presented in the statement of financial position, statement of profit and loss, cash flow statement and statement of changes in equity in accordance with the regulations of the relevant international financial reporting standards.

Q3 AND Q1-Q3 2015 – REPORT INA, D.D. NON-CONSOLIDATED

INA, d.d. financial results (IFRS)

Q2 2015	Q3 2015	Q3 2014	%	HRK mln.	Q1-Q3 2014*	Q1-Q3 2015	%
5,148	5,221	6,618	(21)	Net sales revenues	16,764	13,562	(19)
767	619	884	(30)	EBITDA ⁽¹⁾	2,129	1,986	(7)
422	118	454	(74)	Operating profit/(loss)	418	775	85
(21)	24	(181)	n.a.	Net financial expenses	(405)	(182)	(55)
323	99	209	(53)	Net profit/loss attributable to equity holder	(51)	458	n.a.
693	1,172	940	25	Operating cash flow	1,443	1,116	(23)
Earnings per share							
32.3	9.9	20.9		Basic and diluted earnings/(loss) per share (kunas per share)	(5.1)	45.8	
3,555	2,764	3,893	(29)	Net debt	3,893	2,764	(29)
22.78	18.55	21.97		Net gearing	21.97	18.55	
279	377	405		CAPEX	1,081	846	(22)
Q2 2015	Q3 2015	Q3 2014	%	USD mln ⁽²⁾	Q1-Q3 2014*	Q1-Q3 2015	%
750	767	1,153	(33)	Net sales revenues	2,982	1,986	(33)
112	91	154	(41)	EBITDA ⁽¹⁾	379	291	(23)
61	17	79	(78)	Operating profit/(loss)	74	113	53
(3)	4	(32)	n.a.	Net financial expenses	(72)	(27)	(63)
47	15	36	(60)	Net profit/loss attributable to equity holder	(9)	67	n.a.
101	172	164	5	Operating cash flow	257	163	(36)
Earnings per share							
4.7	1.5	3.6	(60)	Basic and diluted earnings/(loss) per share (USD per share)	(0.9)	6.7	n.a.
521	407	647	(37)	Net debt	647	407	(37)
41	55	71	(21)	CAPEX	192	124	(36)

⁽¹⁾ EBITDA = EBIT + Depreciation + Impairment + Provisions

⁽²⁾ In converting HRK figures into US Dollars, the following average CNB (HNB) rates were used: for Q2 2015 – 6.8657 HRK/USD; Q3 2014 – 5.7390 HRK/USD; Q3 2015 – 6.8049 HRK/USD; Q1-Q3 2014 – 5.6215 HRK/USD; Q1-Q3 2015 – 6.8285 HRK/USD; as at June 30, 2015 – 6.8294 HRK/USD; as at Sept 30, 2015 – 6.7931 HRK/USD

*A change has been made in recording of „Impairment of short term loans- financial cost“ originally recorded in „Value Adj. and other Provisions Impairment charges (net)“, which are now recorded in „Financial costs“; „Reversal of impairment before insolvency deal“ originally recorded in „Finance Costs“, which are now recorded in „Value Adj. and other Provisions Impairment charges (net)“; „Book value of tangible & intangible assets sold“ originally recorded in „Value Adj. and other Provisions Impairment charges (net)“ are now recorded in „Other Operating Income“; „Interest - tax & contributions“ originally recorded in „Service costs“ are now recorded in „Finance expenses“.

Q1-Q3 2015 RESULTS

In Q1-Q3 2015, INA d.d. achieved EBITDA in the amount of HRK 1,986 million and operating profit of HRK 775 million and decrease of EBITDA in the amount of HRK 143 million, compared to Q1-Q3 2014. Exploration and Production segment has negative impact derived primarily from Brent price drop and lower natural gas prices as a consequence of reduced households gas price and general intensification of the competition. Refining and Marketing result was driven by more favorable refining margins, higher sales volumes on captive wholesale and retail markets, further supported by the continued implementation of improved retail operating model.

Income statement

Total sales revenues in Q1-Q3 2015 amounted HRK 13,562 million, 19% lower compared to Q1-Q3 2014 level, primarily triggered by lower Exploration and production sales revenue due to lower Brent, and consequently also lower average wholesale and retail prices of oil derivatives.

Costs of raw materials and consumables were 32% lower and amounted to HRK 6,655 million, resulting from lower prices.

Costs of goods sold recorded increase of 9%, and amounted HRK 2,026 million, resulting from different sales structure.

Within the **other operating costs** realized in Q1-Q3 2015:

- Other material costs were higher by 13% and amounted to HRK 1,575 million mostly related to higher royalty costs because of regulation changes and maintenance costs.
- Service costs in the amount of HRK 414 million recorded an decrease of 14% mainly due to ENI tax posted in 2014 (cost related to 2013 for which provision was released in the same amount).
- Depreciation was 6% lower and amounted to HRK 1,164 million mainly due to lower Syrian depreciation.
- Adjustments and provisions had a positive effect of HRK 47 million and were lower for HRK 428 million compared to Q1-Q3 2014 due to lower impairment of receivables, which is related to PP merger into INA d.d. in Q4 2014, which was largest debtor to INA d.d. in Q1-Q3 2014.

Staff costs in the amount HRK 1,202 million were 10% higher than Q1-Q3 2014.

Net financial expense in the amount of HRK 182 million were recorded in Q1-Q3 2015, compared to the HRK 405 million in Q1-Q3 2014.

Balance sheet

Total assets of INA, d.d., as at 30 September 2015 amounted to HRK 21,301 million and were 1% higher compared to 31 December 2014.

Property, plant and equipment amounted to HRK 12,451 million and were lower 1% than at as 31 December 2014.

Trade receivables outside INA-Group amounted to HRK 1,496 million and were 7% higher compared to 31 December 2014.

Total liabilities amounted to HRK 9,167 million and were 6% lower compared to 31 December 2014.

Net indebtedness of INA, d.d., amounted to HRK 2,764 million as at 30 September 2015 what is 4% lower compared to 31 December 2014. **Gearing ratio**¹ decreased from 20.0% as at 31 December 2014 to 18.6% as at 30 September 2015.

As at 30 September 2015 **trade payables** amounted HRK 1,570 million, which is an increase of 25% compared to the 31 December 2014 level.

Cash flow

The operating cash-flow before changes in working capital amounted to HRK 1,970 million in Q1-Q3 2015, decreased of 4% compared to the same period last year, mainly as result of lower EBITDA.

Changes in working capital affected the operating cash flow negatively by HRK 741 million, primarily due to:

- Increase value of inventories by HRK 297 million
- Increase in receivables by HRK 176 million,
- Payables decreased by HRK 268 million.

Taxes paid influenced the operating cash flow in the amount of HRK 113 million. All the above factors resulted in HRK 1,116 million net outflows from operating activities generated by INA d.d. in Q1-Q3 2015.

¹ Net debt / net debt plus equity incl. minority interests

INA—INDUSTRIJA NAFTE d.d. ZAGREB
INA, d.d. Unconsolidated Income Statement
For the period ended 30 September 2014 and 2015
(HRK millions)

Q2 2015	Q3 2015	Q3 2014	%		Q1-Q3 2014*	Q1-Q3 2015	%
				Sales revenue			
2,862	3,223	3,899	(17)	a) domestic	10,316	8,439	(18)
2,286	1,998	2,719	(27)	b) exports	6,448	5,123	(21)
5,148	5,221	6,618	(21)	Total sales revenue	16,764	13,562	(19)
2	4	1	300	Capitalised value of own performance	3	7	133
46	45	88	(49)	Other operating income	295	216	(27)
5,196	5,270	6,707	(21)	Total operating income	17,062	13,785	(19)
				Changes in inventories of finished products and work in progress	(310)	74	n.a.
(32)	(180)	(439)	(59)	Cost of raw materials and consumables	(9,788)	(6,656)	(32)
(2,753)	(2,739)	(3,499)	(22)	Depreciation and amortization	(1,236)	(1,164)	(6)
(388)	(396)	(409)	(3)	Other material costs	(1,398)	(1,575)	13
(648)	(508)	(546)	(7)	Service costs	(483)	(414)	(14)
(127)	(146)	(156)	(6)	Staff costs	(1,096)	(1,202)	10
(421)	(401)	(393)	2	Cost of other goods sold	(1,858)	(2,026)	9
(448)	(677)	(790)	(14)	Impairment and charges (net)	(567)	(119)	(79)
(57)	(51)	(62)	(18)	Provisions for charges and risks (net)	92	72	(22)
100	(54)	41	n.a.	Operating expenses	(16,644)	(13,010)	(22)
(4,774)	(5,152)	(6,253)	(18)	Profit/(loss) from operations	418	775	85
422	118	454	(74)	Share in the profit of associated companies			
				Finance income	305	1,052	245
251	409	183	123	Finance costs	(710)	(1,234)	74
(272)	(385)	(364)	6	Net loss from financial activities	(405)	(182)	(55)
(21)	24	(181)	n.a.	Profit/(loss) before tax	13	593	4,462
401	142	273	(48)	Income tax expense	(64)	(135)	111
(78)	(43)	(64)	(33)	Profit/(loss) for the year	(51)	458	n.a.
323	99	209	(53)	Attributable to			
				Owners of the Company	(51)	458	n.a.
323	99	209	(53)	Non-controlling interests	-	-	n.a.
-	-	-	n.a.	Earnings per share			
323	99	209	(53)	Basic and diluted earnings per share (kunas per share)	(5.1)	45.8	n.a.

INA-INDUSTRIJA NAFTE, d.d.
INA, d.d. Unconsolidated Statement of Financial Position
At 30 September 2015
(HRK millions)

	31 Dec 2014	30 Sept 2015	%
Assets			
Non-current assets			
Intangible assets	455	478	5
Property, plant and equipment	12,564	12,451	(1)
Goodwill	-	-	n.a.
Investments in subsidiaries	1,133	1,133	0
Investments in associates and joint ventures	22	22	0
Other investments	23	682	2,865
Long-term receivables	178	212	19
Deferred tax	1,702	1,562	(8)
Available for sale assets	462	552	19
Total non-current assets	16,539	17,092	3
Current assets			
Inventories	1,659	1,903	15
Trade receivables net	1,399	1,496	7
Intercompany receivables	117	154	32
Other receivables	122	169	39
Corporative Income tax receivables	92	7	(92)
Other current assets	789	273	(65)
Prepaid expenses and accrued income	149	146	(2)
Cash and cash equivalents	327	61	(81)
Total current assets	4,654	4,209	(10)
Total assets	21,193	21,301	1
Equity and liabilities			
Capital and reserves			
Share capital	9,000	9,000	0
Legal reserves	330	330	0
Revaluation reserve	121	192	59
Other reserves	2,529	1,168	(54)
Retained earnings / (Deficit)	(504)	1,444	n.a.
Total equity	11,476	12,134	6
Non-current liabilities			
Long-term loans	619	390	(37)
Other non-current liabilities	63	68	8
Employee benefits obligation	128	89	(30)
Provisions	2,849	3,181	12
Total non-current liabilities	3,659	3,728	2
Current liabilities			
Bank loans and overdrafts	2,391	2,305	(4)
Current portion of long-term loans	187	130	(30)
Intercompany payables	443	421	(5)
Trade payables	1,256	1,570	25
Taxes and contributions	970	585	(40)
Other current liabilities	293	238	(19)
Accruals and deferred income	88	34	(61)
Employee benefits obligation	8	2	(75)
Provisions	422	154	(64)
Total current liabilities	6,058	5,439	(10)
Total liabilities	9,717	9,167	(6)
Total equity and liabilities	21,193	21,301	1

INA—INDUSTRIJA NAFTE d.d. ZAGREB
INA, d.d. Unconsolidated Statement of Cash Flow
For the period ended 30 September 2014 and 2015
(HRK millions)

Q2 2015	Q3 2015	Q3 2014	%		Q1-Q3 2014*	Q1-Q3 2015	%
323	99	209	(53)	Profit/(loss) for the year	(51)	458	n.a.
				Adjustments for:			
388	396	409	(3)	Depreciation and amortisation	1,236	1,164	(6)
78	43	64	(33)	Income tax (benefit)/expenses recognized in (loss)/profit	64	135	111
57	51	62	(18)	Impairment charges (net)	567	119	(79)
(2)	(1)	(4)	(75)	Gain on sale of property, plant and equipment	(7)	(3)	(57)
(75)	30	147	(80)	Foreign exchange loss/(gain)	139	113	(19)
-	(4)	(28)	(86)	Interest income, net	(104)	(5)	(95)
35	(61)	19	n.a.	Other financial expense recognised in profit	214	(45)	n.a.
(131)	106	(70)	n.a.	(Decrease)/increase in provisions	(76)	(22)	(71)
74	(36)	22	n.a.	Decommissioning interests	64	55	(14)
(1)	(2)	10	n.a.	Other non-cash items	12	1	(92)
746	621	840	(26)	Operating cash flow before working capital changes	2,058	1,970	(4)
				Movements in working capital			
(40)	285	729	(61)	(Increase)/decrease in inventories	(190)	(297)	56
(83)	121	499	(76)	(Increase)/decrease in receivables and prepayments	465	(176)	n.a.
183	138	(1,117)	n.a.	(Decrease)/increase in trade and other payables	(812)	(268)	(67)
806	1,165	951	23	Cash generated from operations	1,521	1,229	(19)
(113)	7	(11)	n.a.	Taxes paid	(78)	(113)	45
693	1,172	940	25	Net cash inflow from operating activities	1,443	1,116	(23)
				Cash flows used in investing activities			
(289)	(369)	(380)	(3)	Capital expenditures, exploration and development costs	(1,038)	(851)	(18)
51	1	8	(88)	Payment for intangible assets	1	(37)	n.a.
2	1	4	(75)	Proceeds from sale of non-current assets	7	3	(57)
15	9	7	29	Proceeds from profit of companies	11	24	118
13	15	21	(29)	Interest received and other financial income	67	42	(37)
(11)	(34)	(128)	(73)	Investments and loans to third parties	512	(104)	n.a.
(219)	(377)	(468)	(19)	Net cash (outflow) used for investing activities	(440)	(923)	110
				Cash flows from financing activities			
236	-	228	n.a.	Additional long-term borrowings	2,202	1,602	(27)
(1,294)	(68)	(629)	(89)	Repayment of long-term borrowings	(3,523)	(1,913)	(46)
3,187	4,014	4,641	(14)	Additional short-term borrowings	12,701	10,240	(19)
(2,587)	(4,711)	(4,701)	0	Repayment of short term borrowings	(12,439)	(10,284)	(17)
-	(150)	-	n.a.	Payment dividends	-	(150)	n.a.
(4)	(3)	(9)	(67)	Interest paid on long-term loans	(32)	(12)	(63)
13	(2)	(2)	0	Other long-term liabilities	(5)	4	n.a.
				Interest paid on short term loans and other financing charges	(40)	57	n.a.
15	77	1	7,600				
(434)	(843)	(471)	79	Net cash from financing activities	(1,136)	(456)	(60)
40	(48)	1	n.a.	Net (decrease)/increase in cash and cash equivalents	(133)	(263)	98
79	113	115	(2)	At 1 January	252	327	30
(6)	(4)	1	n.a.	Effect of foreign exchange rate changes	(2)	(3)	50
113	61	117	(48)	At the end of period	117	61	(48)

Announcements in Q1-Q3 2015

28 August 2015	Merger agreement between Ina d.d. and INA-Osijek Petrol d.d.
30 July 2015	Agreement on new retail operating model
20 July 2015	Contract signed with Petrokemija
12 June 2015	General Assembly Decisions
06 May 2015	Invitation to the General Assembly
31 March 2015	Supervisory Board meeting held
31 March 2015	Code of Corporate Governance Questionnaire for 2014
13 March 2015	Regulated gas price decrease
24 February 2015	Revocation of exploration license
06 February 2015	Ruling from the Tax Administration
03 February 2015	Letter by MOL
21 January 2015	Verdict by the High Administrative Court
15 January 2015	Notice regarding inquiry of the Zagreb Stock Exchange

INA, d.d. Shareholders structure by number of shares

	31 Dec 2006	31 Dec 2007	31 Dec 2008 31 Dec 2009 31 Dec 2010	31 Dec 2011	31 Dec 2012 31 Dec 2013 31 Dec 2014	30 Sept 2015
MOL Plc.	2,500,001	2,500,001	4,715,538	4,725,620	4,908,207	4,908,207
Government of the Rep. of Croatia	5,180,367	4,484,918	4,483,552	4,483,552	4,483,552	4,483,552
Private and institutional investors	2,319,632	3,015,081	800,91	790,828	608,241	608,241
Total	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000

Source: Central Clearing Depository Company

Changes in organization, Management Board or Supervisory Board

Supervisory Board

During the third quarter there was no change in the Supervisory Board.

Management Board

During the third quarter there was no change in the Management Board.

Board of Executive Directors

During the third quarter there was no change in the Board of Executive Directors.

Management representation

INA Group's consolidated financial statements for Q3 / Q1-Q3 2015 have been prepared in accordance with the International Financial Reporting Standards (IFRS), i.e. they present fairly, in all material aspects, the financial position of the company, results of its operations and cash flows.

Management Board:

Zoltán Áldott	President
Niko Dalić	Member
Gábor Horváth	Member
Ivan Krešić	Member
Davor Mayer	Member
Péter Ratatics	Member