

Products and services – versatile and green offering

Our operations span 86 markets. We sell our products mainly in Poland and other European countries, including Germany, the Netherlands, Belgium, Sweden, Denmark, the United Kingdom, France, Estonia and the Czech Republic.

Under the LOTOS brand, we offer a vast range of products and services, including high-quality motor fuels (sold, among other outlets, at the 495 LOTOS service stations conveniently located all over Poland, including at 20 Motorway Service Areas), a wide range of lubricating oils (for automotive and industrial applications), various types of road and industrial bitumens, JET A1 specialty aviation fuel, as well as many services provided under the LOTOS brand, such as logistics and security services.

PRODUCTS OBTAINED FROM CRUDE PROCESSING



fuels (unleaded gasoline, diesel oil, and light fuel oil)



heavy fuel oil



bitumens



aviation fuel



naphtha



liquefied petroleum gas (LPG)



base oils

Our offering

The LOTOS Group offers a wide range of products and services, including:

- high-quality fuels (including aviation and marine fuels);
- a broad selection of superior performance oils for automotive, agricultural, industrial and marine applications;
- paving-grade bitumens, MODBIT modified bitumens (including MODBIT HIMA highly-modified bitumens), WMA bitumens (for the production of aggregate-bitumen mixtures), and industrial bitumens;
- rail transport services;
- and much more.

OUR BRANDS

Dynamic

cafe púkt

navigator 

LOTOS
QUAZAR

LOTOS
TURDUS

AGROL

LOTOS SERVICE STATIONS

495

the number of LOTOS service stations at the end of 2018

up by **two** stations compared with 2017 – including **306** CODO stations and **189** DOFO stations

14 CODO stations

the number of upgraded service stations operating under the LOTOS brand in 2018

18%

the increase in store sales in 2018 vs 2017

17%

store margin growth in 2018 thanks to cost optimisation

We make every effort to gradually make our stations increasingly eco-friendly.

At the end of November 2018, we launched 12 electric vehicle charging points. Located along the A1 and A2 motorways between Warsaw and Gdańsk, the points form the Blue Trail.

Soon, Grupa LOTOS will also become the first producer of purified hydrogen in Poland and will build two hydrogen filling stations. Last year, a decision was made to grant EU funding for Grupa LOTOS' Pure H2 project to construct hydrogen purification and dispensing units.

Also LOTOS Lab and LOTOS Kolej have undertaken projects aimed at upgrading their operations to make them more friendly to the environment. By 2022, the companies are to build two prototypes of shunting locomotives with advanced hybrid drive systems.



Map presenting location of LOTOS service stations

Health and safety of our customers are extremely important to us. We make every effort to ensure that our operations and products are safe at each stage of the value chain. LOTOS Lab, a part of the Group for 16 years now, thoroughly tests all the semi-finished products, products, components and additives we use to manufacture our fuels, oils and bitumens, as well as the water used to produce energy and the wastewater we generate.

Information on the health and environmental impacts of our products, as well as on the content of chemicals and chemical preparations in those products, is provided in the Product Information or the Product Safety Data Sheet. Such information also includes instructions on what to do in case of fire or discharge of the product into the environment and how to handle waste.