PKN Orlen says better downstream margin, higher sales volumes behind improved Q1 performance vs. last year

Higher diesel oil consumption was seen across PKN Orlen's markets, and in Poland, Germany and the Czech Republic gasoline consumption went up as well, PKN Orlen said in a report citing some of the factors behind its improved performance in the first quarter compared with a year earlier such growth in total sales volume.

"In the previous quarter, historically a weaker period than the rest of the year, we reported excellent results in the Downstream and Retail segments at all home markets. With an unwavering focus on maximizing performance in our core business areas, we are also proceeding with growth-oriented initiatives and implementing our key investment projects in line with the schedule," said Jacek Krawiec, PKN Orlen's CEO.

PKN Orlen's retail sales volumes grew by 4% year-on-year, with an increase in market shares seen in Poland and the Czech Republic. The rise in retail sales volumes was supported by a year-on-year improvement in fuel margins on the German and Czech markets (the margins remained broadly flat in Poland and Lithuania), as well as a year-on-year improvement in non-fuel margins across all markets.

PKN Orlen also said it consistently developed its non-fuel sales network, which included a total of 1,277 Stop Cafe and Stop Cafe Bistro outlets in Poland at the end of Q1 2015 – 196 more year-on-year.

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