Influence of further business environment on the start-up

#### START-UP

- INNOVATION
- HIGH RISK
- VARIABLE GROWTH RATE
- FINANCING BY VENTURE CAPITAL FUNDS
- RELATED TO THE R&D SECTOR





# **SCALE UP**

10 CORPORATE PARTNERS









LOGISTICS

Expert and financial support -200 000 zt./ one start-up

Knowledge and experience

**Business** contacts

Access to technical resources of large companies

### PKN Orlen

It is one of the largest players on the fuel and energy market, the largest company in Central and

# Mission

By discovering and processing natural resources, we power the future.

#### PKN Orlen's main competitors are:

- BP,
- Shall.
- Statoil,
- Lotos.
- Lukoil.

#### The suppliers of PKN Orlen are:

- GlenCore.
- Energy UK Ltd,
- Socar Trading S. A.,
- Mercuria.

#### The buyers of PKN Orlen are:

- Individual clients.
- Business clients.
- Wholesale clients

#### DISTANT SURROUNDINGS:

This is the area in which PKN ORLEN set itself the task of implementing strategy promoting innovation, setting the highest industry standards in the field of business ethics

## PKN Orlen is looking for start-ups with new ideas

PKN ORLEN STRATEGY FOR 2019-2022 Development of the innovation ecosystem

#### ACCELERATION PROGRAM

Spcae3ac Scale Up II

#### COOPERATION WITH A START-UP

Using the autonomous drone docking station

#### TESTING THE DRONE FOR MONITORING THE PRODUCTION PLANT IN PŁOCK

The docking station enables autonomous takeoff, landing and battery charging

The employees are involved implemented acceleration programs aimed at assessing the needs in the area of sought for innovative solutions and conducting their pilot implementations.

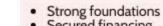
# PILLARS OF THE PKN ORLEN STRATEGY



FINANCIAL

STRENGTH

- Security of raw materials
- Operational excellence
- Strong market position
- Employee initiative
- Internal Innovation External innovation acquiring startups



Secured financing

Dividend payment

#### CLOSE SURROUNDINGS:

The priority is to develop to social needs, the responsibility of business partners and clients by good sharing practices, knowledge and implementing new standards.

and environmental protection.

The Participation in acceleration programs allows to combine the potential of startups with experience, infrastructure and PKN ORLEN resources. Programs help to develop mechanisms and procedures in the organization to obtain innovation from outside and accelerate their implementation in operational activities.

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