



#### Presentation of the Company's Performance and Results 9 Months of 2017

Lietuvos Energijos Gamyba, AB (LEG)

Eglė Čiužaitė 17/11/2017 Vilnius

#### **Table of Contents**

About the Company

Overview of 9 months of 2017:

The most important events

Trade and commodities market overview

LEG production amounts

LEG financial results

Achievements and plans during H2 2017

Your questions

**Planned duration:** 20 minutes + Your questions



Presented by

**EGLĖ ČIUŽAITĖ** Chairwoman of the Board and CEO



Moderated by

VALENTAS NEVIERA Head of Communication



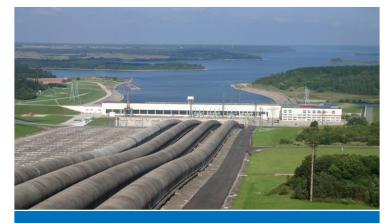
#### LEG provides services that are necessary for the energy system security



## **ELEKTRĖNAI COMPLEX**

Production of electricity and heat

System services (main – tertiary reserve), strategic reserve



**KRUONIS PSHP** 

Commercial production of electricity

#### KAUNAS A. BRAZAUSKAS HPP

Commercial production of electricity

System services (main – secondary reserve)

#### System services

Capitalization 30/09/2017 € 406 million

**Shareholder structure** 

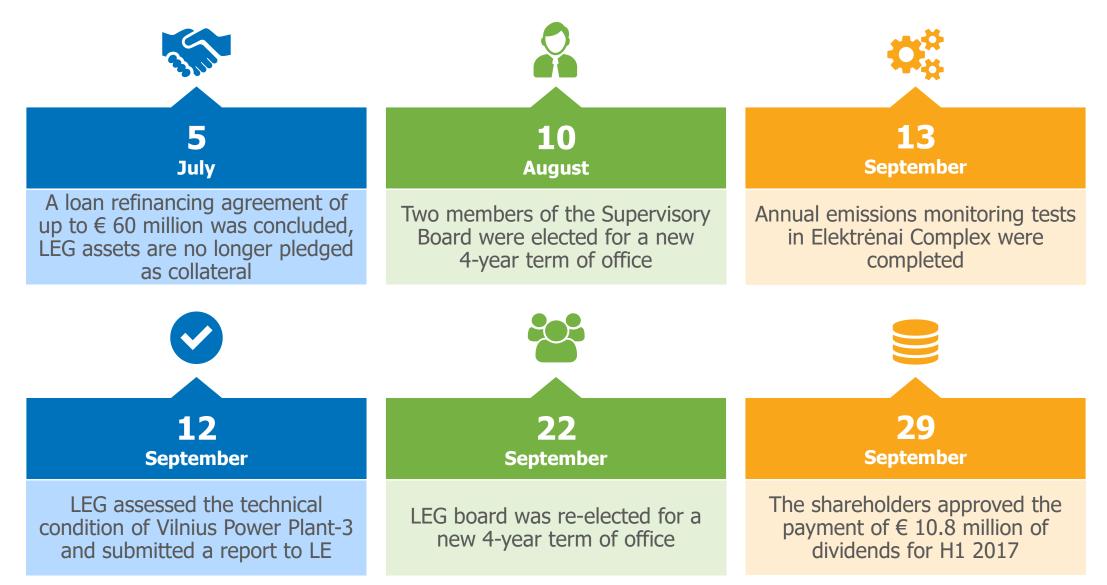
LE

96.75% - Lietuvos Energija, UAB 3.25% - minority shareholders Minority shareholders – approximately

5 900

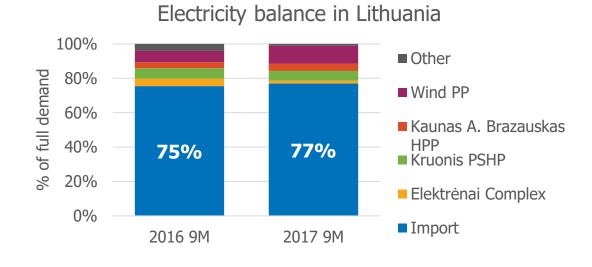


### The most important events of Q3 2017



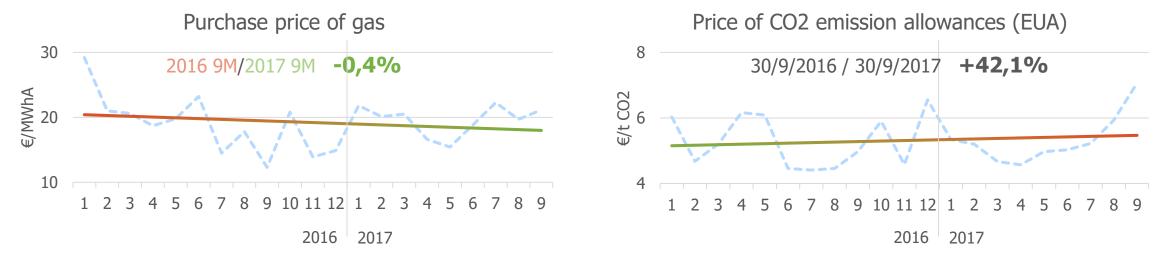


#### **Trade and commodities market overview**



Wholesale electricity price in NP Lithuania

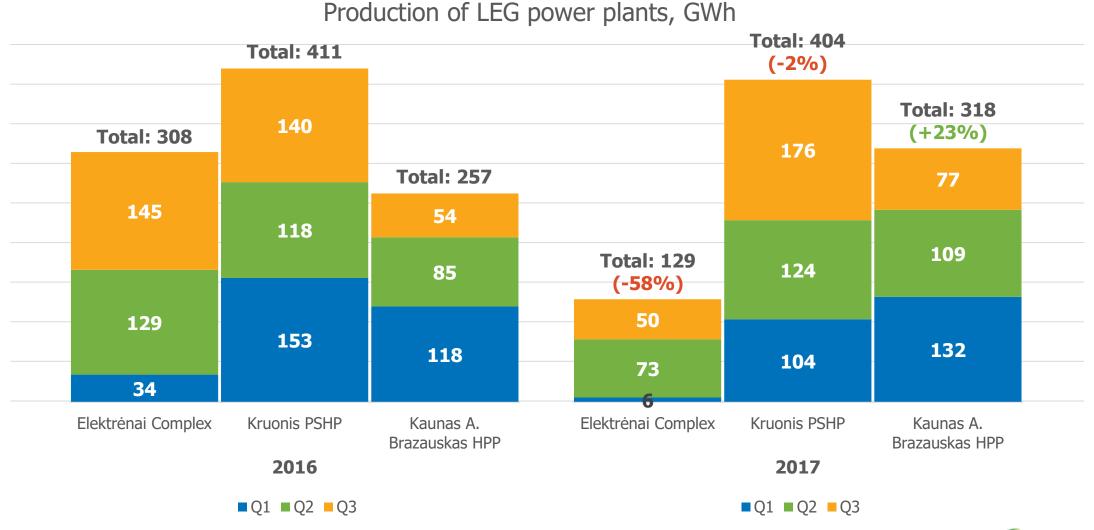




Source: Energijos tiekimas, Nord Pool, Company's accounting information, Platts Remark: gas price – without taxes for user capabilities and without constituent for security of LNGT

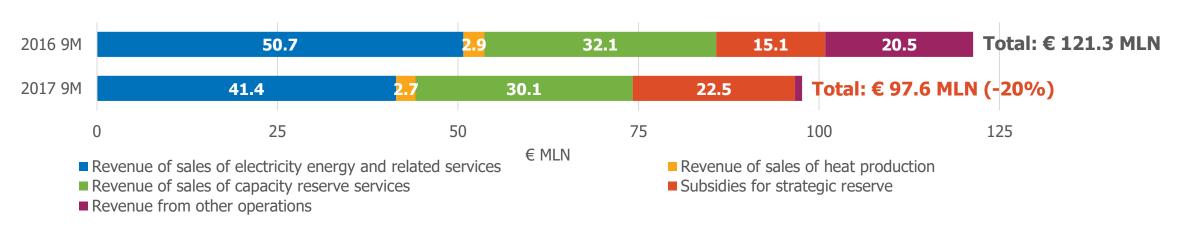


#### More production at Kaunas HPP in 9M 2017, 13% less of total generated electricity





### **Decrease in revenue – in line with effective cost control**



#### LEG revenue

15.4 5.5 3.3 5.3 4.2 Total: € 92.4 MLN 2016 9M 19.7 37.6 2017 9M-1.3 19.5 Total: € 77.4 MLN (-16%) 25.3 18.7 5.8 4.1 5.5 -5 20 45 70 95 € MLN

LEG expenses

Purchases of electricity or related servicesWages and salaries and related expenses

Reversal of impairment of other non-current assets

Gas, biomass and heavy fuel expenses

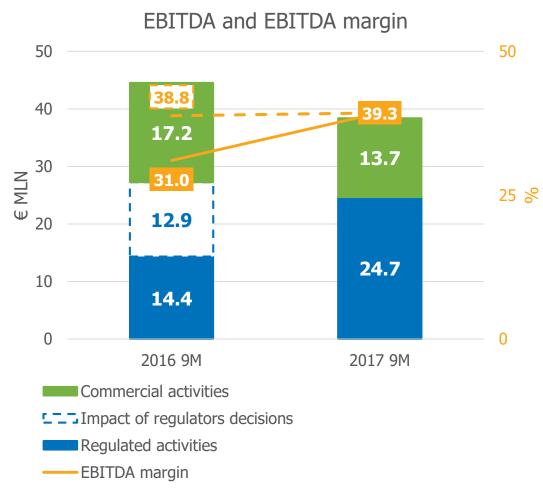
- Repair and maintenance expenses
- Other expenses

Lietuvos energija

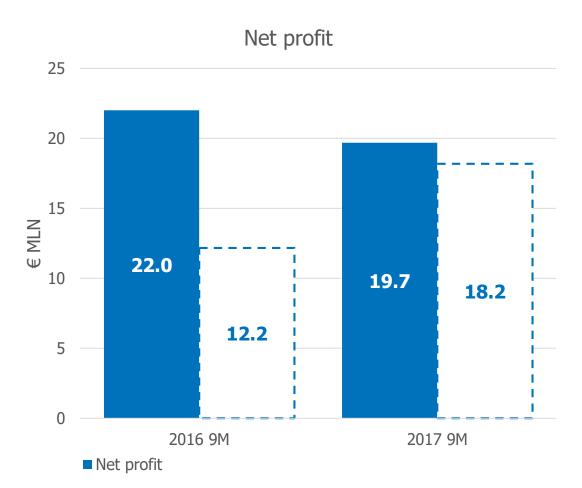
Depreciation and amortisation

Emission allowance revaluation expenses

#### **Profitability of main activities increased**



EBITDA margin considering the impact of Regulator decisions



Net profit after the elimination of one-off factors and EUA market price change



## Achievements and plans during H2 2017

**Other projects:** 

Changes in management bodies		?
Supervisory Board:	Two members of the Supervisory Board were elected for a new 4-year term of office	An independent member of the Supervisory Board is being selected (the selection started on 15 November)
Board:	A new LEG board and CEO were elected for a new term of office	
<b>Projects and research</b>		?
Projects and research The wind farm project in Kruonis PSHP:	Preparatory work is done	<b>?</b> We are waiting for policy regarding the support schemes of RES development

The assessment of the technical condition

of Vilnius Power Plant-3 is complete

Lietuvos energija

# Achievements and plans during H2 2017

Production		?
	Compulsory testing of the units is complete (Q3)	
	An investment into optimising the CCU operation was made (Q3)	
	The scheduled check of the CCU and technical maintenance works were performed (Q4)	
	Higher YOY generation by hydroelectric power plants during Q3	Higher YOY generation by hydroelectric power plants during Q4
Reserves services 2018		?
	Preliminary results of the tertiary power reserve auction were announced	There are no final decisions regarding reserves (tertiary and strategic) for 2018 yet



Lietuvos energija <sub>GAMYBA</sub>

25 L. 9. (4.15) 10. (9)(4)

FAIL

00000

# Thank You. Your questions?