



eso

Webinar of the Company's performance and results 9 months of 2017

17-11-2017



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This year's top achievement

Your questions



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CFO



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Head of
Communications

Planned duration: 15 minutes + Your
questions

ESO – energy distribution operator taking care of 1.6 mln clients



Electricity supply
and distribution



Natural gas
distribution



Guarantee supply



Connection to
electricity and gas
systems



Metering
management



Operation of
distribution
networks,
maintenance,
management and
development

121,700 km

Electricity line length

8,400 km

Gas pipeline length

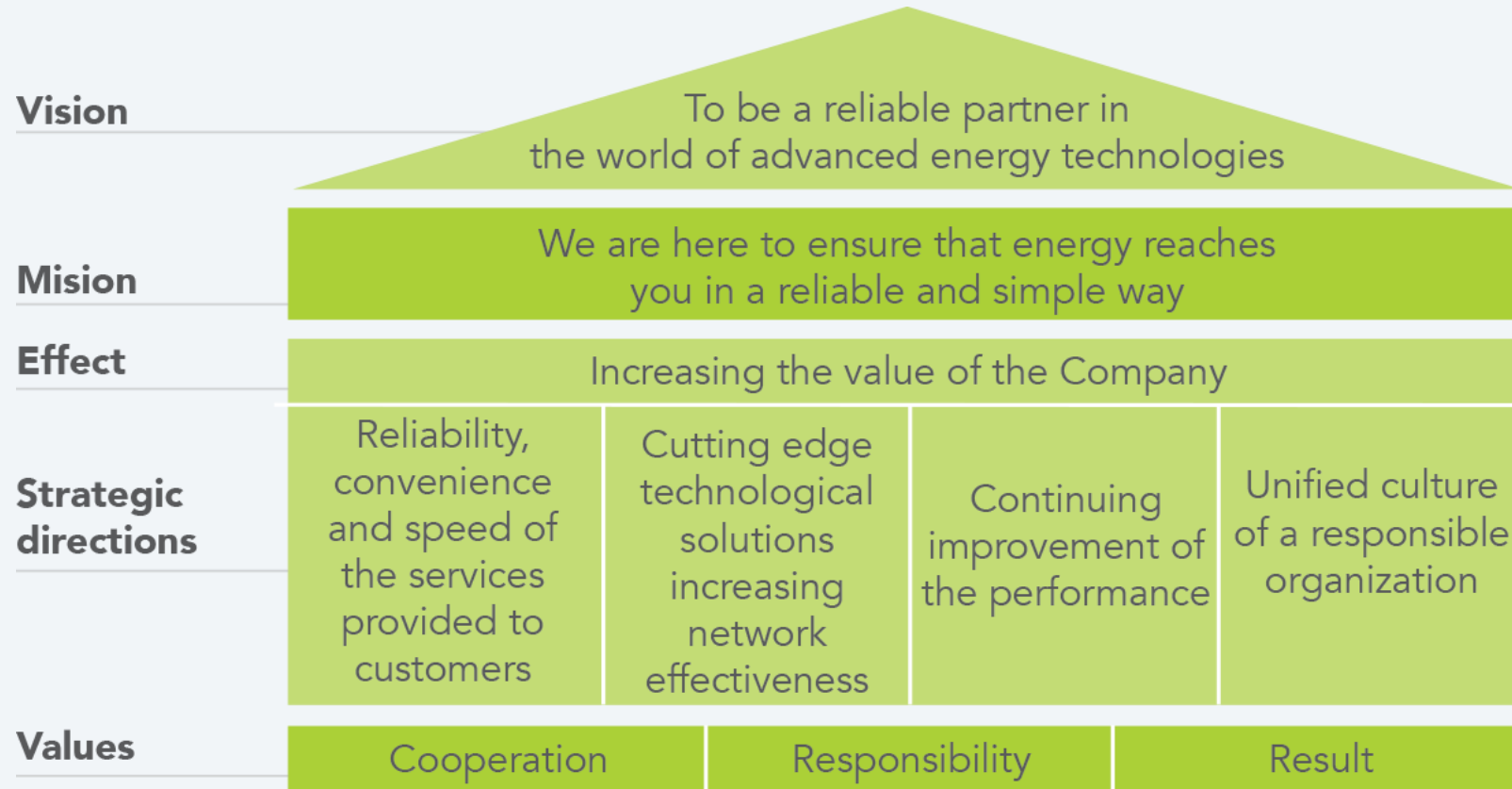
94,98 %

Main shareholders is „Lietuvos Energija”,
UAB

EUR 770,3 million

Capitalisation

ESO strategy



**+45%
CAPEX**

Connection to gas system – **twice as fast**

Connection to electricity – only **50 days**

GCSI – **80 points**

Main projects: implementation of strategy



DISTRIBUTION MANAGEMENT SYSTEM (DMS)

Main goal of the project: to establish a unified dispatch in two centers (location: Vilnius and Kaunas)



SMALL LNG REGASIFICATION STATION

Main goal of the project: to create the necessary infrastructure and to take necessary measures to ensure the continuous, reliable and safe natural gas supply



SMART METERING

Main goal of the project: SMART meter for all electricity customer and GAS customers consuming >500 m³

Main events in Q3



Separation of public supply of electricity energy



Signed contract on the lease of LNG station in Druskininkai



Launched installation of internal electricity network at the customer's side



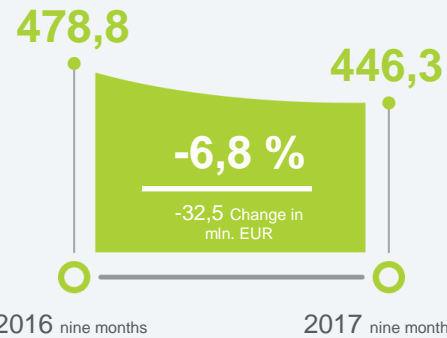
Dalius Misiūnas – Chairman of the Supervisory Board resignation



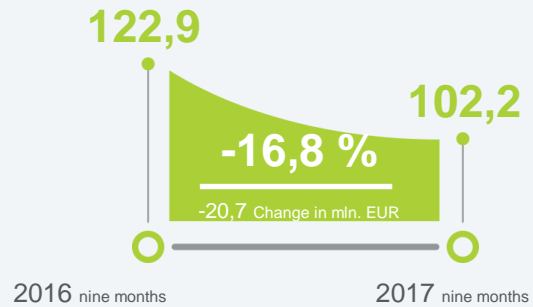
EUR 41,1 mln. dividends for shareholders

Key financial indicators

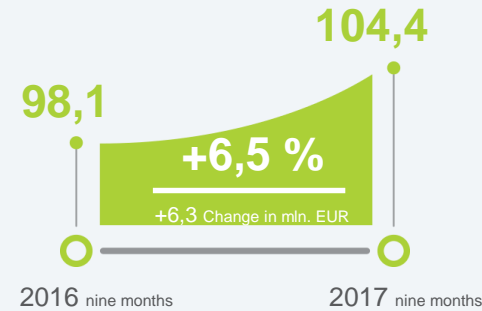
Revenue (mln. EUR)



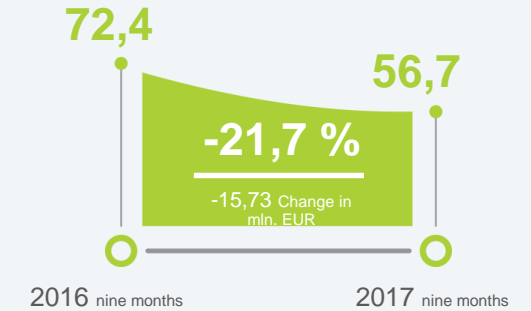
EBITDA (mln. EUR)



Adjusted EBITDA* (mln. EUR)

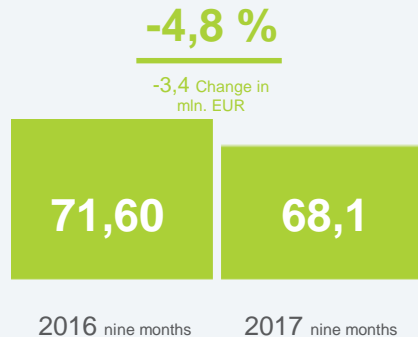


Net profit (mln. EUR)

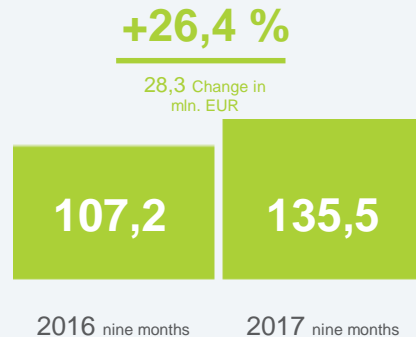


*EBITDA was adjusted by the difference between the actual profit earned in the current and previous reporting periods and the permitted investment return established by the National Control Commission for Prices and Energy for the corresponding periods

OPEX (mln. EUR)



CAPEX (mln. EUR)



Return on equity ratio (ROE)

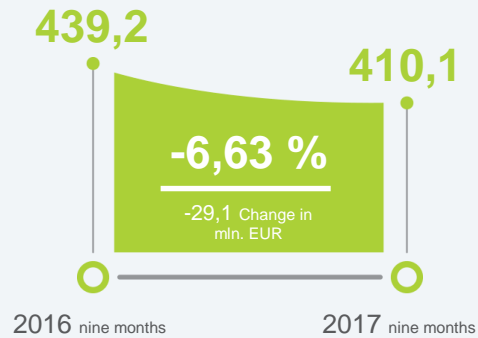


Return on assets (ROA)

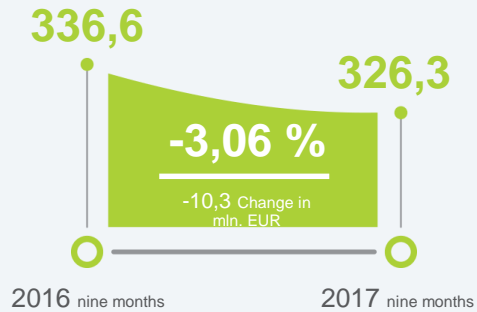


Electricity supply and distribution (1)

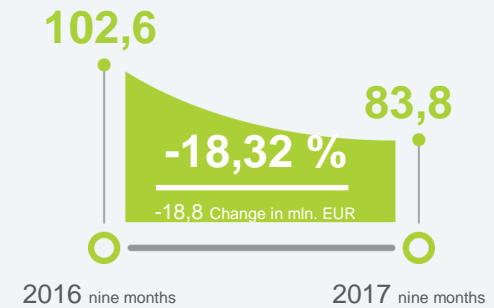
Revenue (mln. EUR)



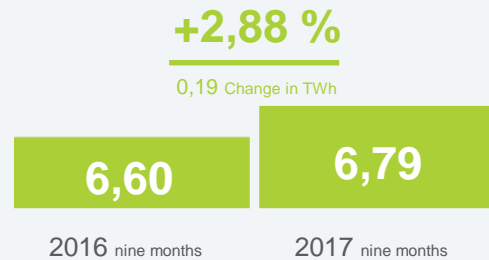
Expenses (mln. EUR)



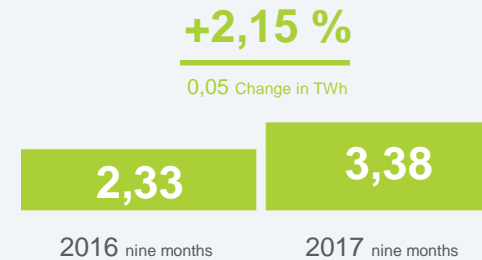
EBITDA (mln. EUR)




Distributed electricity via medium and low voltage networks (TWh)



Public and guarantee supply of electricity (TWh)



Electricity supply and distribution (2)


 SAIDI (Min)

-39,2 min

144,7
2016
nine months

▶

105,5
2017
nine months

 SAIFI (Units)

+0,03

0,96
2016
nine months

▶

0,99
2017
nine months

 New customers connection terms

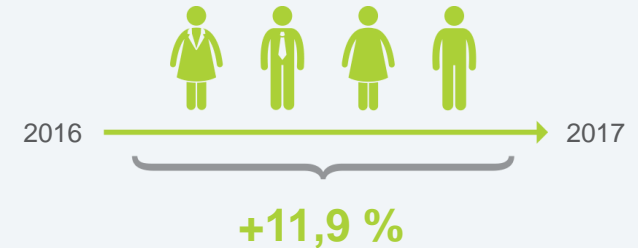


-19,18 %

-29,9 Change in days



 New contracts

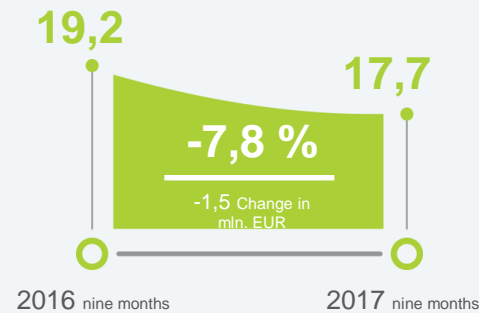


Gas distribution (1)

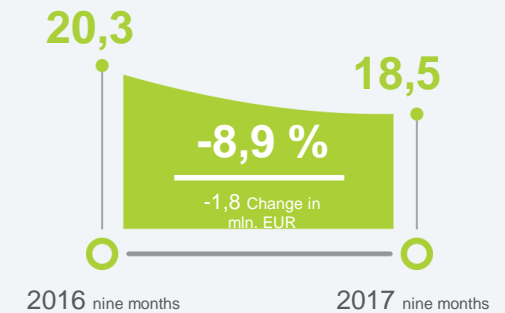
Revenue (mln. EUR)



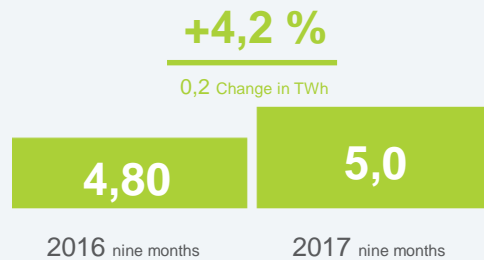
Expenses (mln. EUR)



EBITDA (mln. EUR)



Distributed volume of natural gas (TWh)



SAIDI (Min)

0,41 min



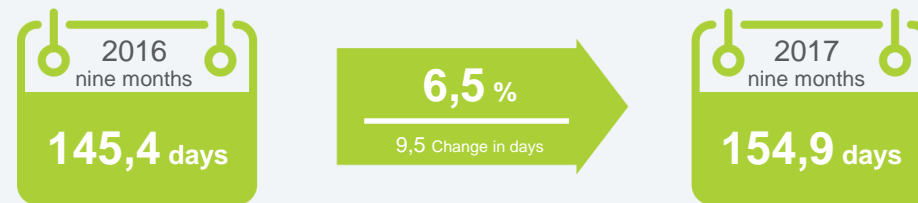
SAIFI (Units)

0,0

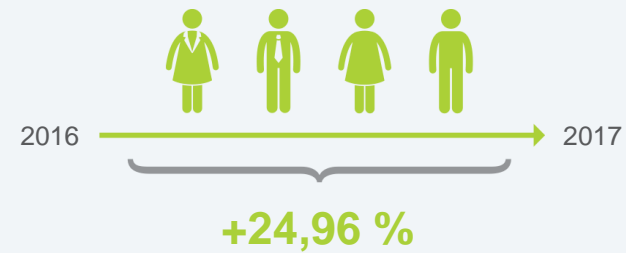


Gas distribution (2)

New customers connection terms



New contracts



TOP achievement this year



+22 places

Doing business 2018:
“Getting Electricity” 33rd place



It's time for your questions

Thank you. We are ready for your questions



Augustas Dragūnas,
CFO



Martynas Burba,
Head of
Communications