

# LESTO group Consolidated Results for 2014

27-04-2015

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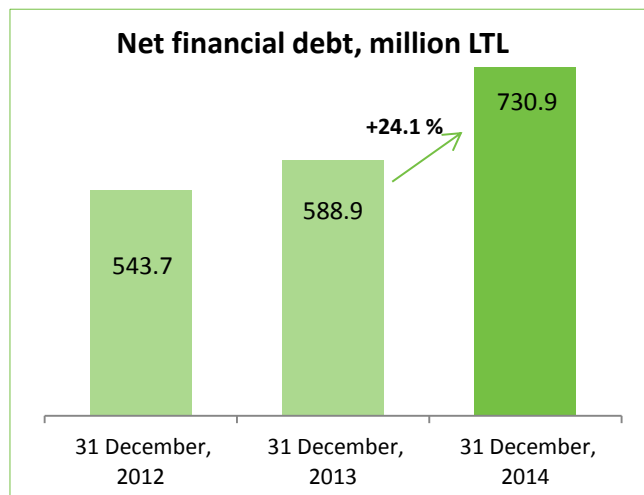
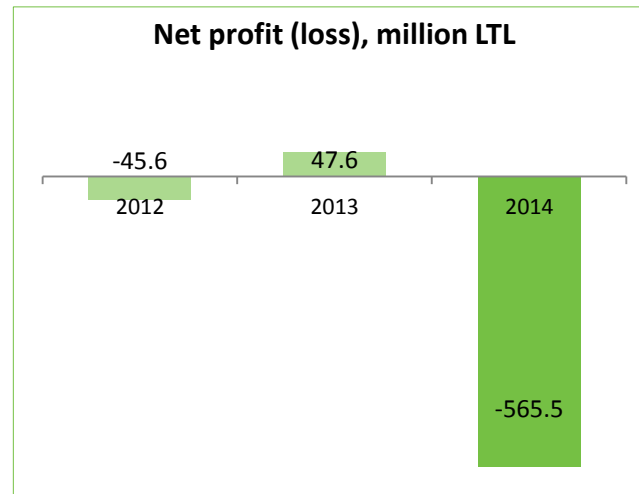
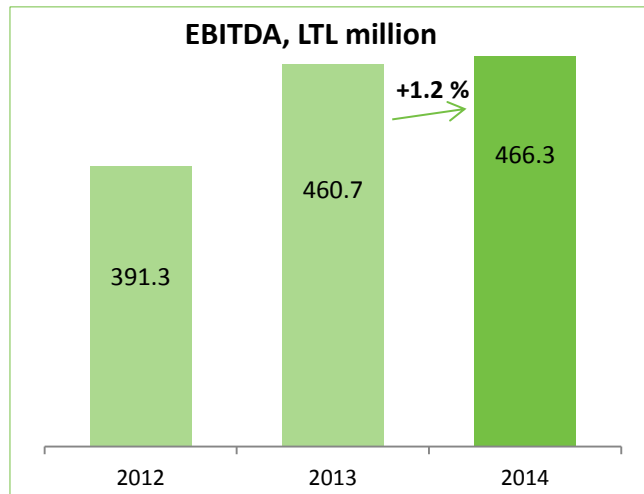
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# Financial Results

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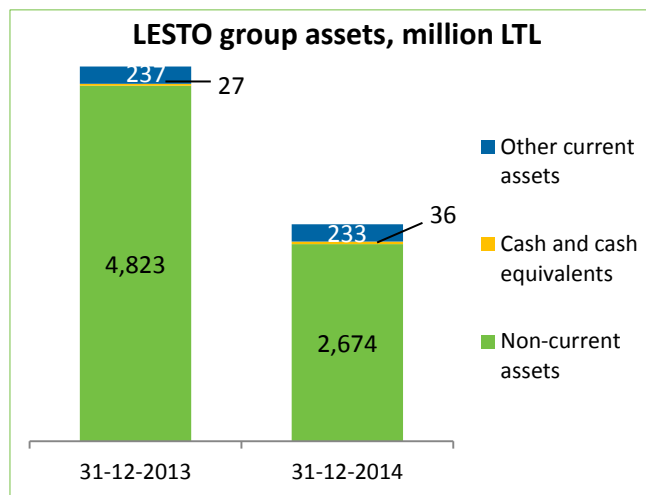
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# LESTO group main financial ratios

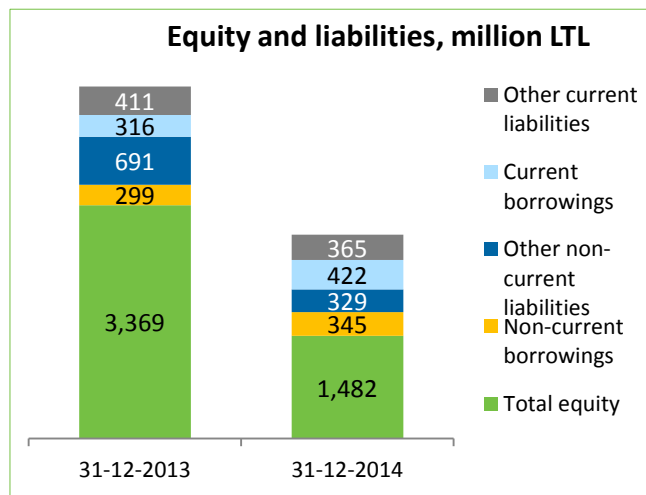


Profitability ratios	2014	2013
Net profit margin, %	-24.62	1.96
Operating profit margin, %	-28.67	2.37
EBITDA margin, %	20.30	18.95
ROA, %	-19.22	0.94
ROE, %	-38.15	1.41

# Assets, equity and liabilities

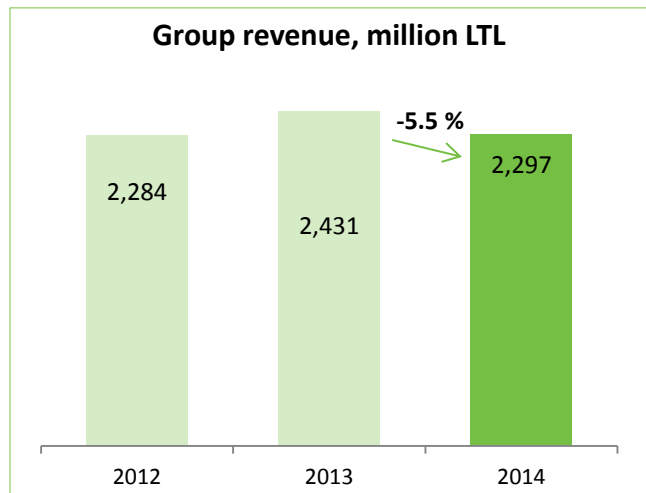


Non-current assets share in total assets was equal to 90.8 %. During the reported period non-current assets shrank by 44.6 % due to the valuation of fixed tangible assets

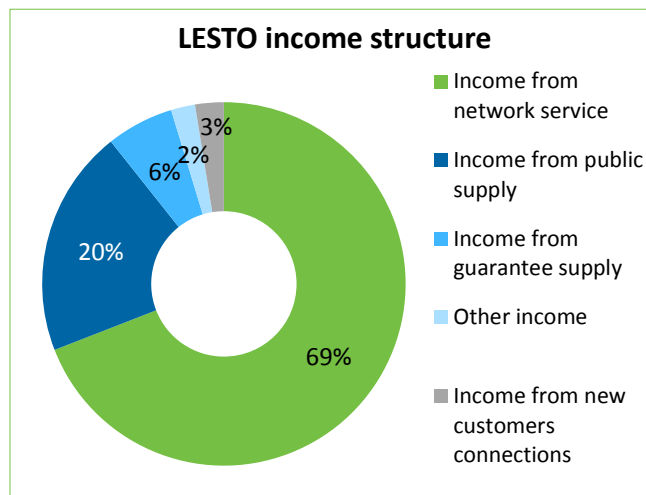


Equity of LESTO group exceeded liabilities 1.01 fold. Financial debts made up 52.5 % of total liabilities.

# Income

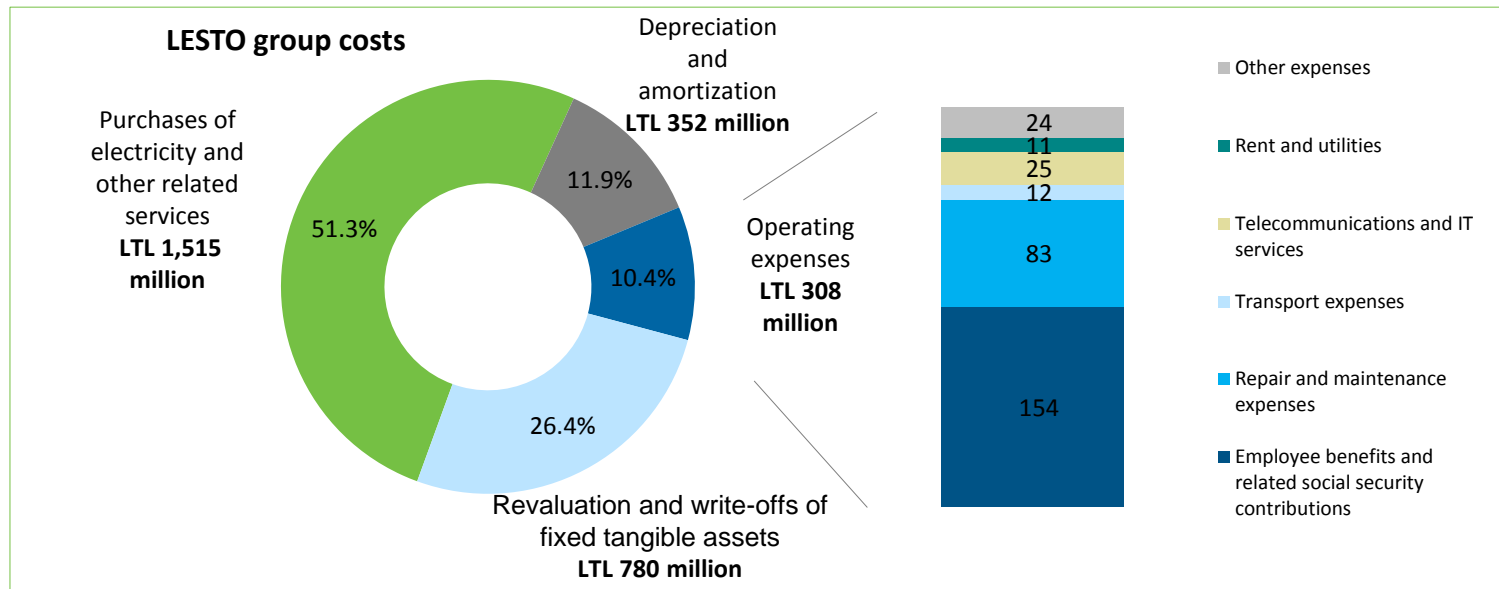


During 2014 LESTO group earned LTL 2,297 million. LESTO income share made up 97.8 % of group income.



During 2014 LESTO income decreased by LTL 152 million (6.3 %), comparing with the same period of 2013, and revenue amounted to LTL 2,247 million

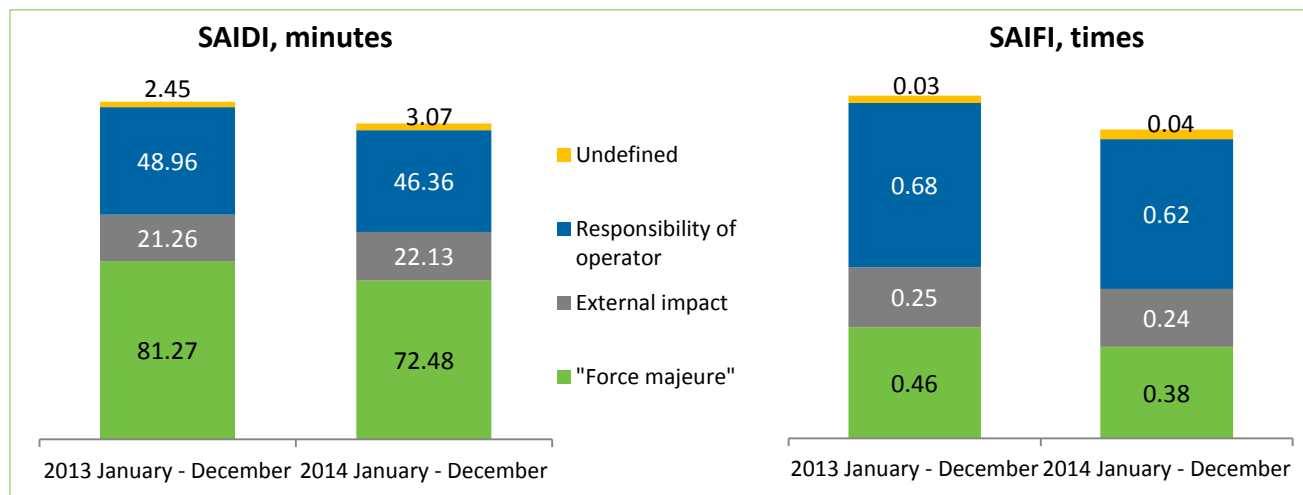
# Costs



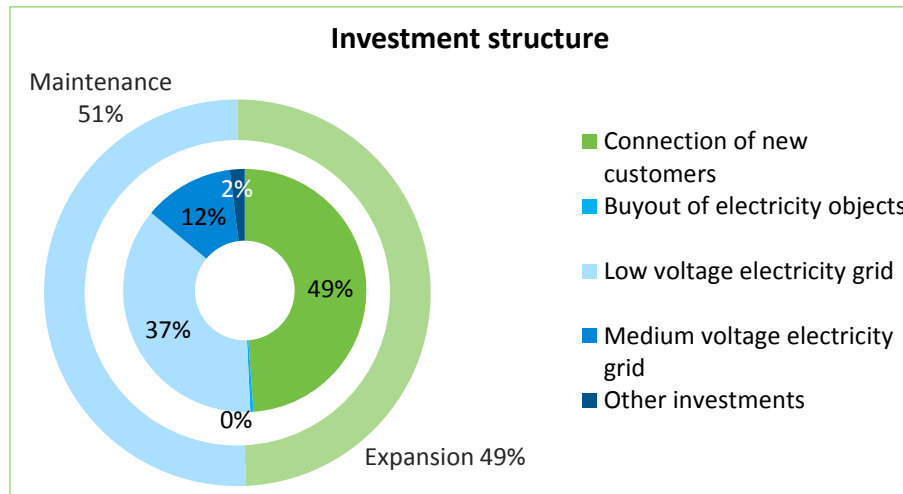
During 2014 electricity purchase and related services costs have decreased by LTL 153 million (9.2 %), comparing with the same period of 2013, and amounted to LTL 1,515 million.

During 2014 LESTO group operating expenses decreased by LTL 11 million (3.5 %), comparing with the same period of 2013, and made up LTL 308 million.

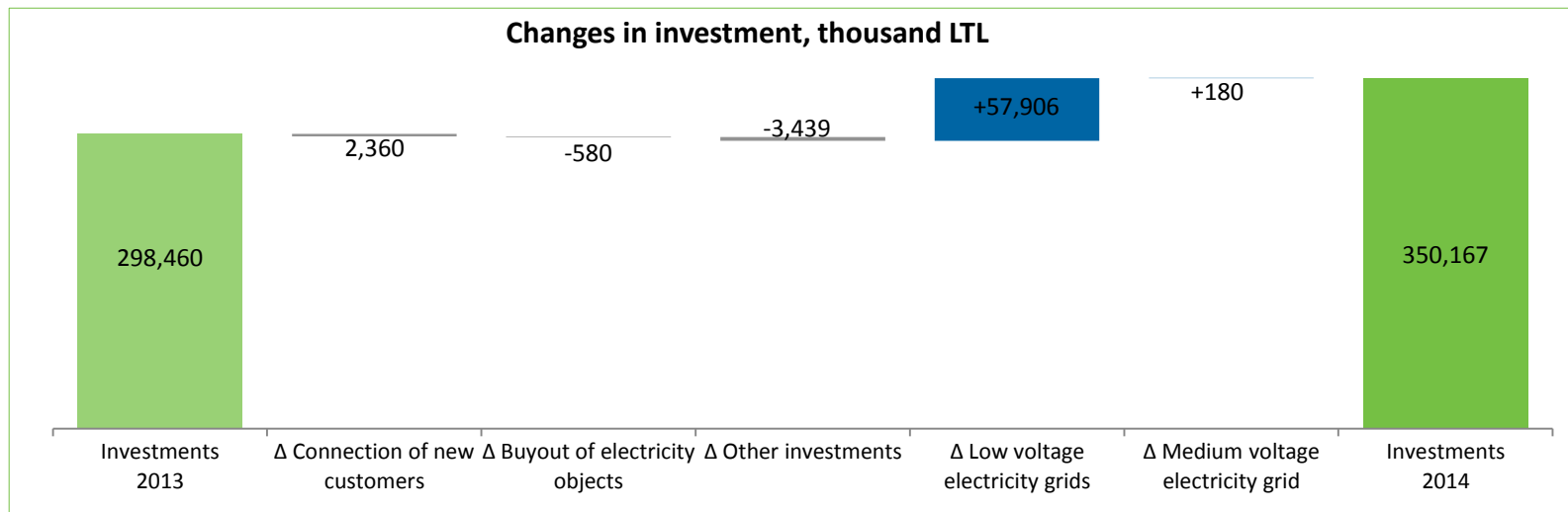
# Performance indicators



	2014	2013
Amount of electricity received to the distribution network, million kWh	9,061	8,874
Technological losses in the distribution network, million kWh	667	664
Technological losses in the distribution network, %	7.4	7.5
Volume of network service, million kWh	8,394	8,209
Amount of electricity sold, million kWh	3,223	3,061

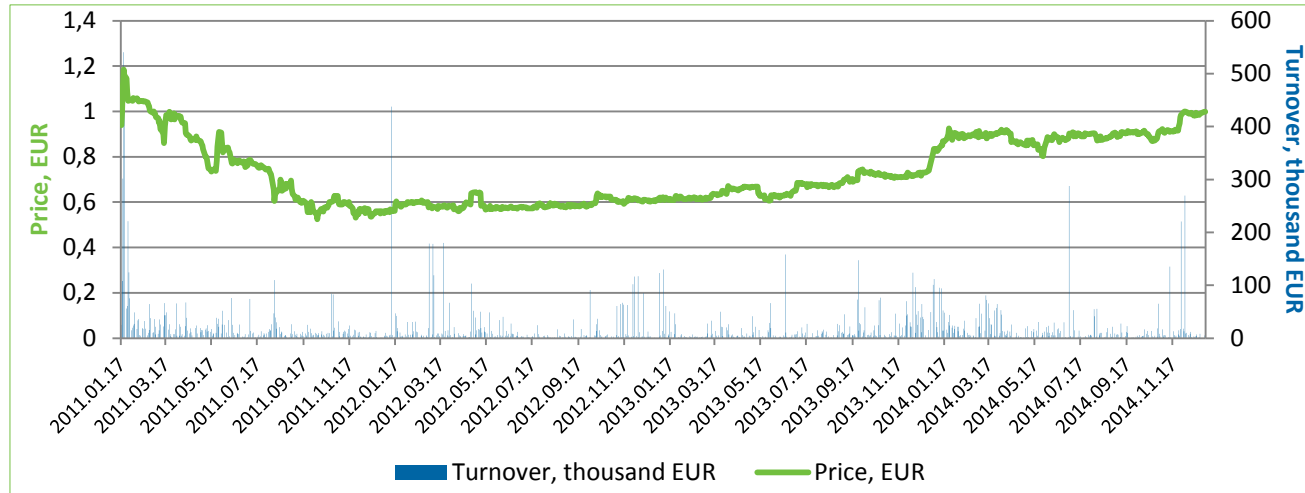


During 2014 LESTO investments rose by LTL 52 million (17.3 %), comparing with the same period of 2013, and amounted to LTL 350 million. The increase was influenced by the rise in investment in the low voltage electricity grid.





# Share price and shareholders



During 2014 LESTO share price increased by 22 %. The weighted average price during the reporting period was EUR 0.90

On 31-12-2014 the number of LESTO shareholders amounted to 7,065. Main shareholder was „Lietuvos energija“, UAB holding 94.39% of shares.

# Social Responsibility and Achievements

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# LESTO – socially responsible company



Since 2009 LESTO is a member of United Nations Global Compact agreement and annually issues progress in the area of social responsibility.

## Our top social responsibility priorities:

- ✓ Increase of energy efficiency;
- ✓ reduce of the environmental impact;
- ✓ Safe and responsible behavior with electricity.



Employees of the company feel better and identifies more with LESTO values: involvement index reached 54%.

# Social responsibility in 2014



- ✓ New partnership with the country's libraries;
- ✓ We asked representatives of business to share their best practice on rational use of energy.

- ✓ We opened the country's first high-speed electric vehicle charging station.



- ✓ Overhead lines which could be dangerous for the environment are being replaced by subterranean cables that significantly reduces the risk for nature during storms, as well as visual pollution.

# Achievements



**LESTO**

Best Investor Relations  
in the Baltic Market  
**4<sup>TH</sup> PLACE**

First time ranked  
among the Companies with best  
investors relations in the Baltic  
states.



Swedish  
Business  
Awards

Social responsibility initiative "As  
much as needed" among finalists at  
Swedish Business Awards 2014



Connection of new customers  
became shorter and simpler



Business better rates LESTO  
services\*

2014 m. LESTO customers' GCSI index



New Company's strategy for  
2014-2020 approved



10-year investment plan  
approved and publicly introduced

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The logo for Lesto, featuring the word "lesto" in a bold, lowercase, sans-serif font. The letter "o" is stylized with a circular graphic element consisting of several curved lines.

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