

## Annex 1. Key performance indicators of the Company

in million EUR	2014	2015	Change
<b>Revenue, cost and profit indicators</b>			
Revenue	233,2	214,4	-9,2%
<i>Revenue having eliminated the impact of NCC decisions*</i>	233,2	230,3	-1,2%
Costs	193,8	208,6	7,6%
EBITDA	64,0	50,3	-21,4%
<i>EBITDA having eliminated the impact of NCC decisions *</i>	64,0	66,2	3,4%
Net profit (loss)	33,4	-0,2	-100,6%
<i>Net profit having eliminated the impact of NCC decisions *</i>	33,4	13,3	-60,2%
<b>Relative indicators</b>			
EBITDA margin	27,4%	23,5%	-3,9 p. p.
<i>EBITDA margin having eliminated the impact of NCC decisions *</i>	27,4%	28,7%	1,3 p. p.
Net profit margin	14,3%	-0,1%	-14,4 p. p.
<i>Net profit margin having eliminated the impact of NCC decisions *</i>	14,3%	5,8%	-8,5 p. p.

\* Decisions adopted by the National Commission for Energy Control and Prices (NCC) back in 2014 on the results of inspection of the company's activities in 2010–2012 and the recognition of the company as having a significant impact in the electricity production market, which led to reduced prices of regulated services set for the company for 2015.

## Annex 2. Key production and sales indicators of the Company

TWh	2014	2015	Change
<b>Electricity sales to suppliers</b>			
Electricity sales to LESTO*	0,832	1,008	21,1%
Electricity sales in the free market	1,616	1,221	-24,4%
<b>Production indicators</b>			
Elektrėnai complex (reserve power plant and combined cycle block)	0,858	1,067	24,4%
Kruonis PSHP	0,661	0,665	0,6%
Kaunas A. Brazauskas' HPP	0,317	0,274	-13,4%

\* Since the beginning of 2014, LESTO has been purchasing from Lietuvos Energijos Gamyba only the subsidized electricity produced in Elektrėnai complex.