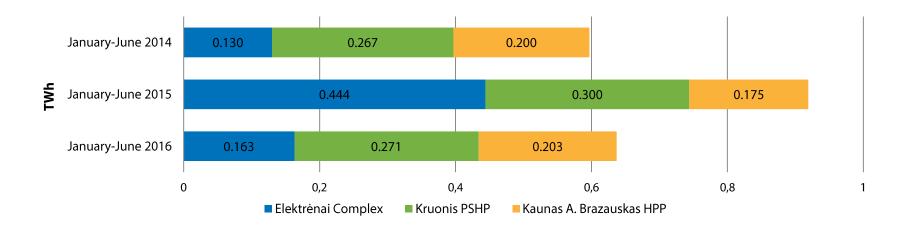


**Key Performance Indicators of Lietuvos Energijos Gamyba, AB (LEG)** 

For the six-month period, ended 30 June 2016

## Electricity generated in LEG's controlled power plants and traded

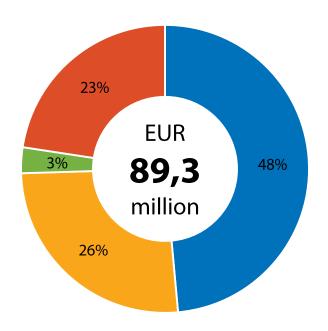


- Almost 0.637 TWh of electricity produced in the power plants managed by LEG were sold in total, in January–June of 2016. The total amount of electricity produced in all power plants of LEG decreased by 30.7% (from 0.919 TWh) comparing to the same period of 2015.
- The decrease of production volumes of Complex of Elektrenai in January–June of 2016 was mainly affected by the fact that quotas for subsidized electricity production have no longer been allocated since 2016. Kruonis PSHP also calculates that less production volumes were sold comparing to the same period of 2015.
- Production has grown in Kaunas A. Brazauskas HPP as a result of increased amount of water in Nemunas.



#### Revenue

**Revenue**January–June 2016



- Revenue of sales of electricity energy and related services
- Revenue of sales of capacity reserve services
- Revenue of sales of heat production
- Revenue of other operations

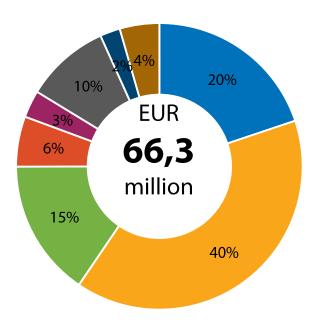
- LEG generated EUR 89.3 million in revenue in January–June of 2016.
- It is 16.8 percent less than in January–June of 2015 (EUR 107.4 million).
- The decrease of revenues was mainly affected by the fact that quotas for subsidized electricity production have no longer been allocated since 2016.
- Revenue of LEG would have reached a margin of EUR 100.4 million in January– June of 2016 if impact of NCC decisions would be eliminated (as it was EUR 114.3 million in January–June of 2015).

\* Reduced prices of regulated services were set for the Company by decisions taken by the National Commission for Energy Control and Prices in 2014 on results of inspection of the Company's activities in 2010–2012 and the recognition of the Company as having a significant influence in electricity production market.



### Costs

**Costs**January–June 2016



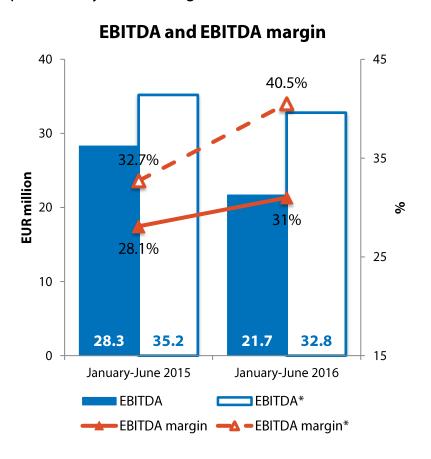
- Purchases of electricity or related services
- Gas, biofuel and heavy fuel expenses
- Depreciation and amortisation
- Wages and salaries and related expenses
- Repair and maintenance expenses
- Emission allowance revaluation expenses
- Reversal of impairment of other non-current assets
- Other expenses

- to EUR 66.3 million in January–June 2016 21.7% less than in January–June 2015.
- The operating expenses for the period of January to June 2016 decreased not only due to smaller generation, but also due to lower repairs costs and changes in work organisation (separation of trade department, employees having worked for the Company for a number of years have retired etc.), besides, the expenses of services for business administration (procurement, accounting etc.) decreased.



## **EBITDA and EBITDA margin**

Commercially successful CCU activities, production in Kaunas Algirdas Brazauskas' Hydroelectric Power Plant having grown as a result of increased amount of water in Nemunas and responsible management of operating costs led to the fact that regardless of the reduction of the overall income level, the Company's profitability indicators grew.



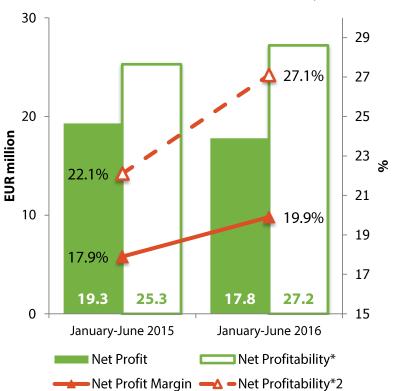
- Compared to the data of January–June 2015, LEG's EBITDA in January–June 2016 decreased by 23.6%.
- Part marked by asterisk the result having eliminated the impact of NCC decisions currently appealed in courts\*:
  - LEG's EBITDA in January–June 2016, according to preliminary estimates, would have been EUR 11.1 million greater (in January–June 2015 effects of these factors totalled EUR 6.9 million).
  - EBITDA margin would have been 9.5 percentage points greater.

<sup>\*</sup> Reduced prices of regulated services were set for the Company by decisions taken by the National Commission for Energy Control and Prices in 2014 on results of inspection of the Company's activities in 2010–2012 and the recognition of the Company as having a significant influence in electricity production market.



# **Net Profit and Net Profitability**





- Compared to the data of January–June 2015, LEG's net profit in January–June 2016 decreased by 7.6%.
- Part marked by asterisk the result having eliminated the impact of NCC decisions currently appealed in courts\*:
  - LEG's net profit in January–June 2016, according to preliminary estimates, would have been EUR 9,4 million greater (in January–June 2015 effects of these factors totalled EUR 6 million).
  - Net profitability would have been 7.2 percentage points greater.

<sup>\*</sup> Reduced prices of regulated services were set for the Company by decisions taken by the National Commission for Energy Control and Prices in 2014 on results of inspection of the Company's activities in 2010–2012 and the recognition of the Company as having a significant influence in electricity production market.



# Lietuvos Energijos Gamyba, AB

Elektrinės str. 21, 26108-LT Elektrėnai Phone (+370 5) 278 2907 E-mail info@le.lt www.gamyba.le.lt

