



**AB Klaipėdos nafta
financial results for the
9 months of 2016**

31st October 2016

AB Klaipėdos nafta (hereinafter – the Company) webinar– presentation of the financial results for the 9 months of 2016



Marius Pulkauninkas
Finance and
Administration
Department Director



Mission

Ensure reliable and effective supply of LNG and transshipment of oil products

Vision

Reliable operator of oil products and LNG terminals that adds value through implemented projects and balanced expansion

Values

Proactivity

Transparency

**Professionalism
and reliability**

**Social
Responsibility**

Activities of the Company



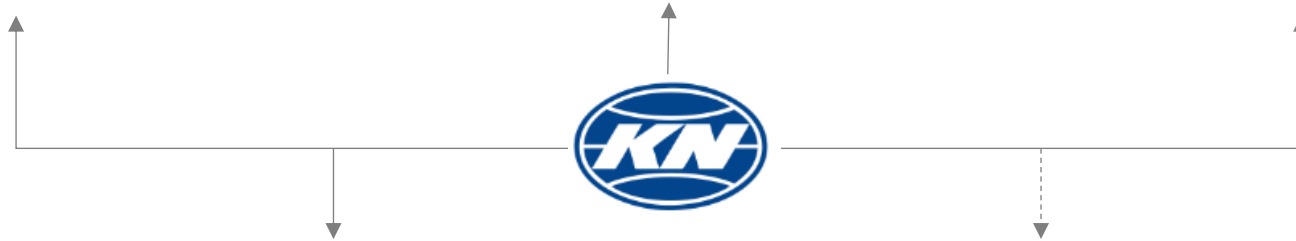
Oil terminal



LNG terminal



Subacius fuel base



LNG small scale



Global LNG import terminal projects



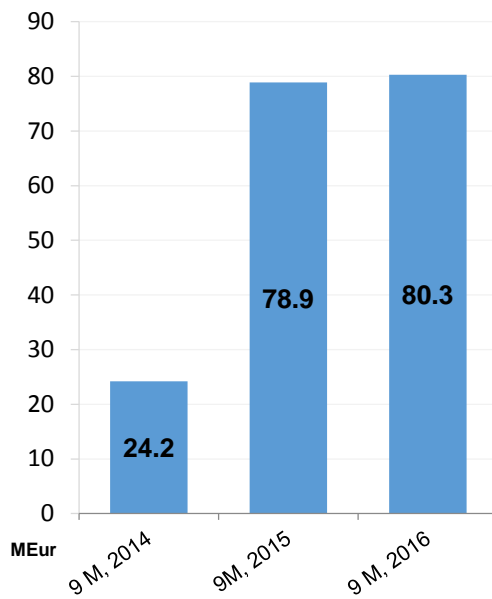
- ❑ **AB Klaipėdos nafta and BNK (UK) Limited** which is an affiliate of the leading exporter of Byelaruskaja oil products – ZAT Belaruskaja neftenaja kompanija, **have signed a long term contract** on provision of oil products transshipment services through AB Klaipėdos nafta terminal. The terms of the Contract are valid until 31th October 2019 with an option to extend them.
- ❑ **UAB SGD logistika**, which is a wholly-owned subsidiary of AB Klaipėdos nafta, signed the amendments of a **joint venture agreement** with partner **Bomin Linde LNG GmbH & Co. KG** on joint performance of the activities of operating the LNG vessel. UAB SGD logistika will hold 10% of the authorised share capital and Bomin Linde LNG GmbH & Co. KG will hold 90% of the authorised share capital.
- ❑ On 3th October 2016, the Company **sold it's 33.33 per cent shares of UAB LITGAS**. The shares were acquired by Lietuvos energija, UAB which now owns 100 per cent of UAB LITGAS share capital. Transaction amount – EUR 4 350 000.



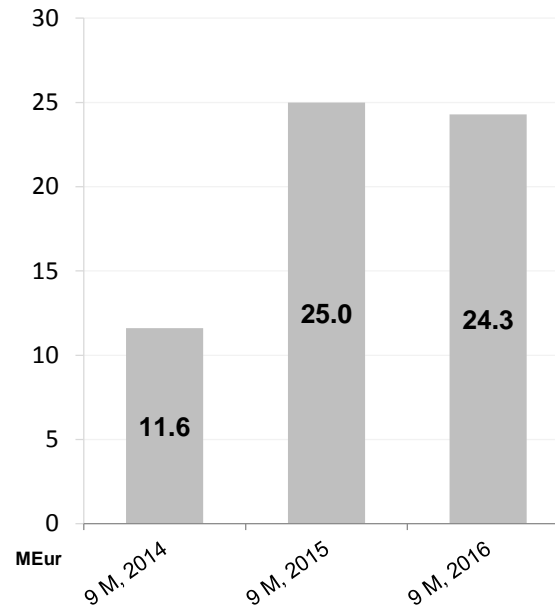
Revenue, EBITDA, net profit (unaudited)



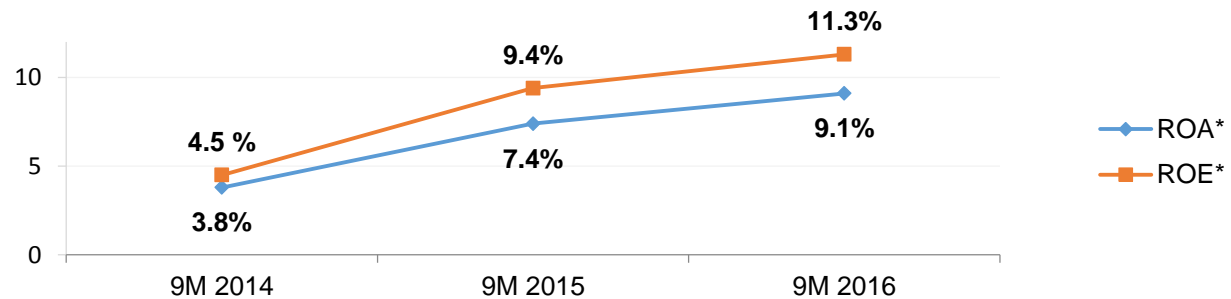
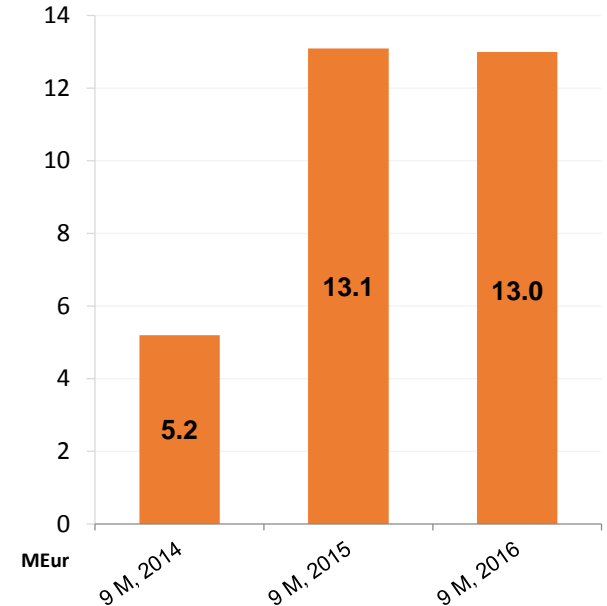
Revenue, MEUR



EBITDA, MEUR



Net profit, MEUR

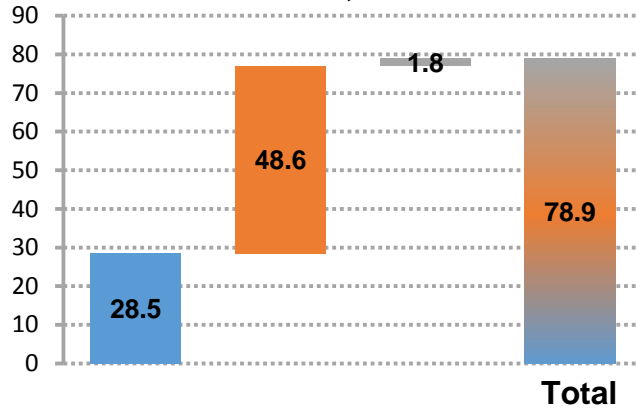


*For the last 12 month period

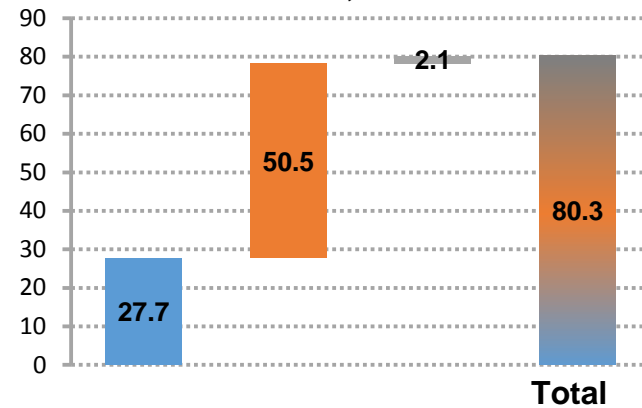
Structure of sales revenue and EBITDA based on operating segments (unaudited)



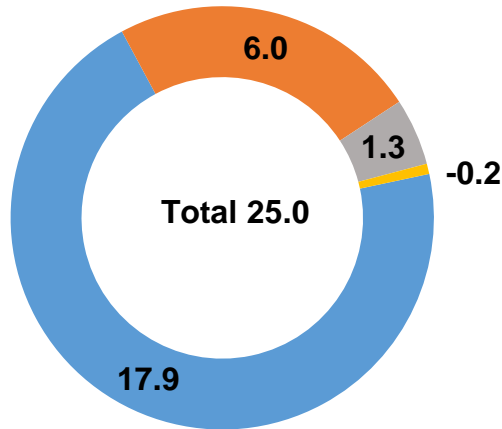
Sales revenue for the 9 months of 2015, MEUR



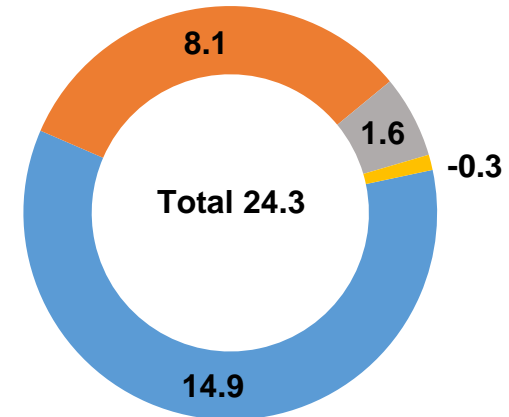
Sales revenue for the 9 months of 2016, MEUR



EBITDA for the 9 months of 2015, MEUR



EBITDA for the 9 months of 2016, MEUR



- Oil Terminal
- LNG terminal
- Subacius fuel base
- LNG small scale terminal



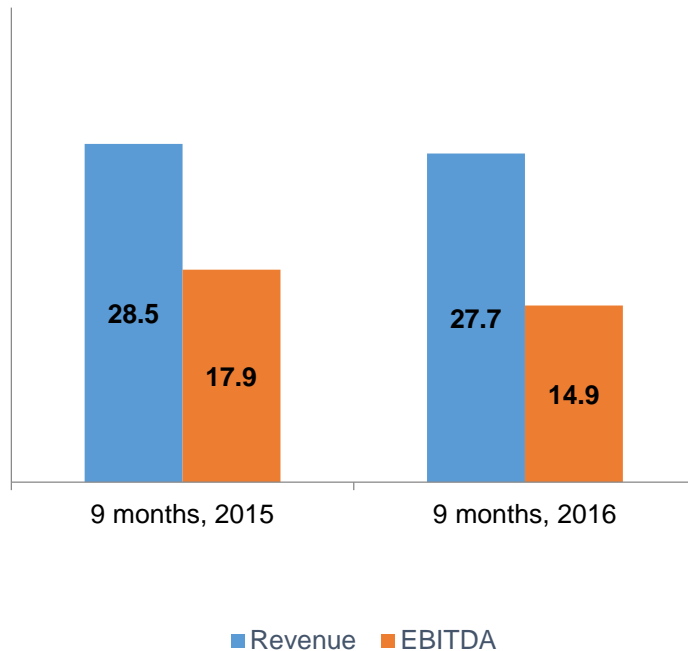
Oil terminal results for the 9 months of 2016

MEUR	9 months, 2016	9 months, 2015
Revenue	27.7	28.5
Net profit	9.1	10.8
EBITDA	14.9	17.9

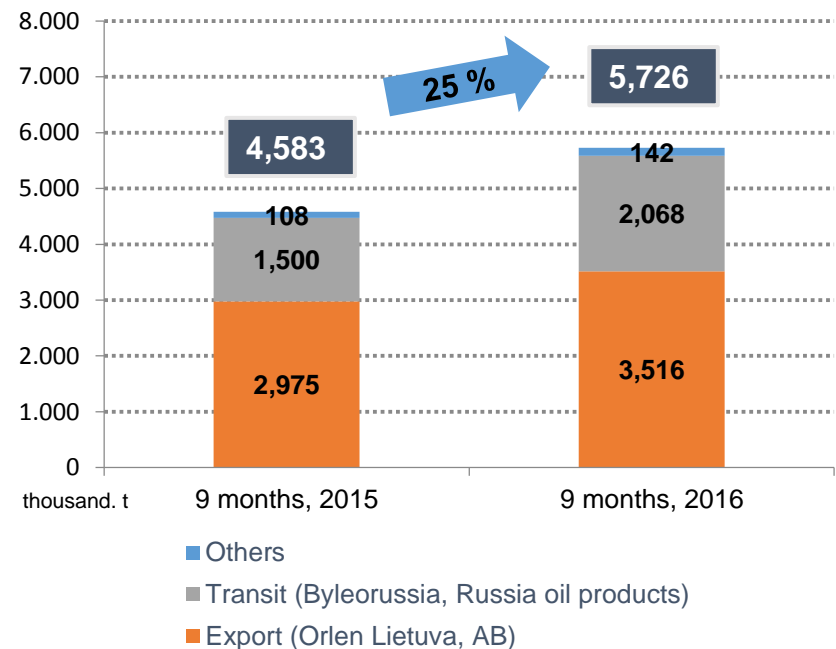
Business factors:

- During 3rd quarter 2016 Orlen Lietuva achieved 98.1 per cent utilization capacity. Therefore Company reloaded 17 per cent more oil products in comparison to 3rd quarter 2015.
- In the second half of 2016 due to political reasons the crude oil supply to Byleorussia refineries has been reduced that affected the slow down in transit cargos transshipment.

Revenue & EBITDA, MEUR



Transshipment, thousand tons



Subacius fuel base results for the 9 months of 2016

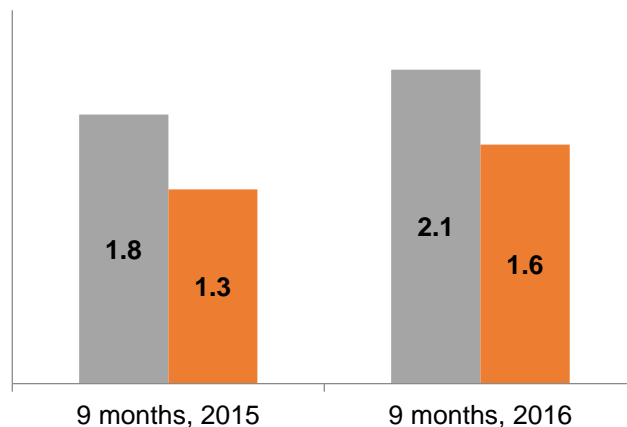


MEUR	9 months, 2016	9 months, 2015
Revenue	2.1	1.8
Net profit	0.9	0.6
EBITDA	1.6	1.3

Business factors:

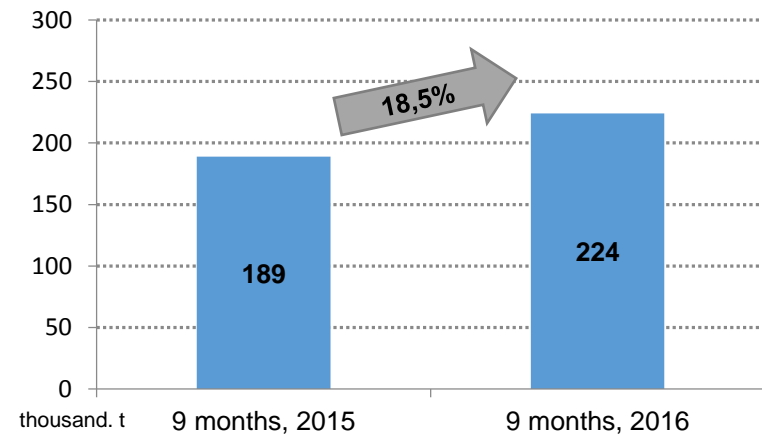
- In connection with the increased fuel consumption the amount of stored obligatory reserve of oil products has increased accordingly.
- During the 9 months of 2016 sales revenue from the commercial contract amounted to EUR 479 thousand.

Revenue & EBITDA, MEUR



■ Revenue ■ EBITDA

Average storage volume, thousand tons





LNG terminal results for the 9 months of 2016

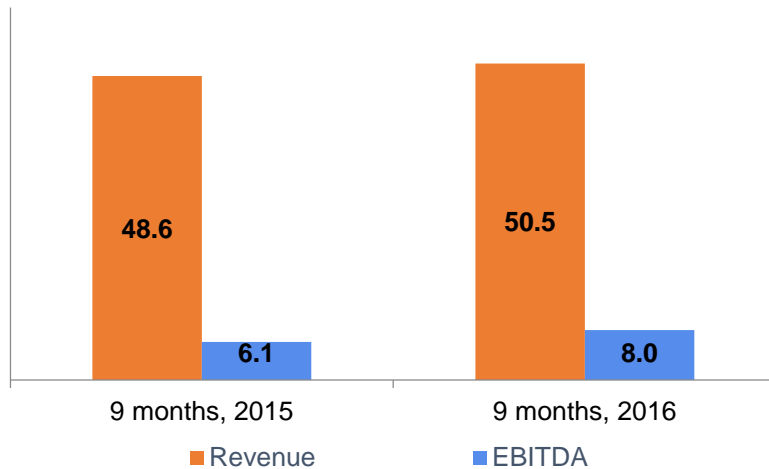
MEUR	9 months, 2016	9 months, 2015
Revenue	50.5	48.6
Net profit*	3.3	1.9
EBITDA	8.0	6.1

*The LNG terminal activity profit is regulated in terms as set by the laws. Actually foreseen the net profit for the LNG activities for the year 2016 should amount to EUR 4.5 million. Additionally collected amount will be dedicated to compensate the LNG terminal required expenses for the upcoming financial periods.

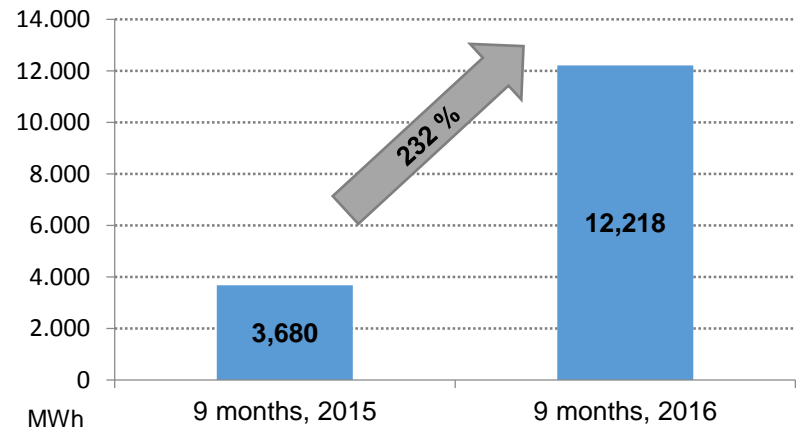
Facts:

- During the 9 months of 2016 13 LNG carriers have been accepted, which have delivered 812.9 thousand tons LNG;
- 12,218 thousand MWh natural gas have been re-gasified and supplied to the gas transmission system (+232%);
- In Q1-Q3 2016 there were 3 LNG terminal users: LITGAS UAB, Lietuvos dujų tiekimas UAB, Achema AB.

Revenue & EBITDA, MEUR

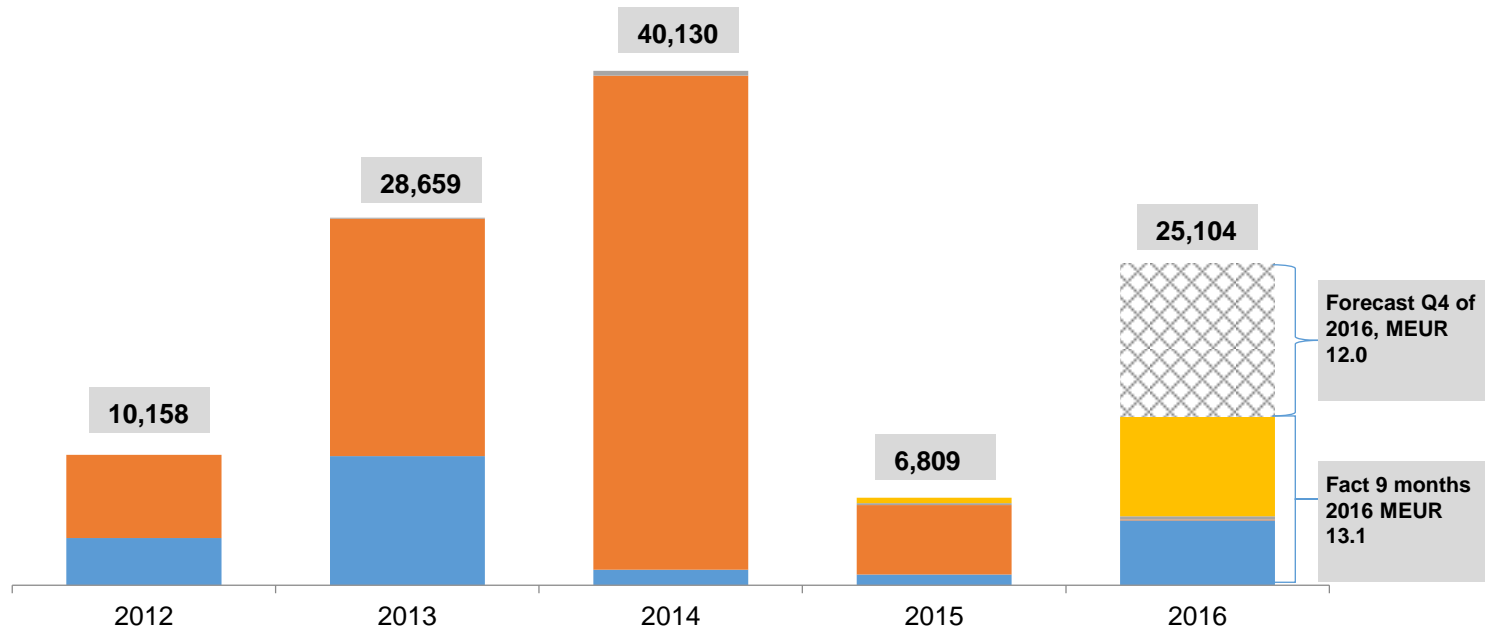


Re-gasification, thousand MWh





Investments of the Company, EUR thousand



	2012	2013	2014	2015	2016
Forecast Q4 2016					11,962
LNG small scale	-	-	-	429	7,789
Subacius fuel base	-	81	375	142	253
LNG terminal	6,493	18,513	38,572	5,429	72
Oil terminal	3,665	10,065	1,183	809	5,028

Investment projects approved by the Board

LNG reloading station

MEUR 27.7



- Station capacity – 5,000 cbm;
- LNG reloading scheme: FSRU-loading station-gas carrier.

The oil terminal expansion first stage

MEUR 13.1



- Construction of fuel oil with water tanks;
- Construction of light oil product tanks;
- Expansion of oil truck lot capacities.

The oil terminal expansion second stage

MEUR 54.9



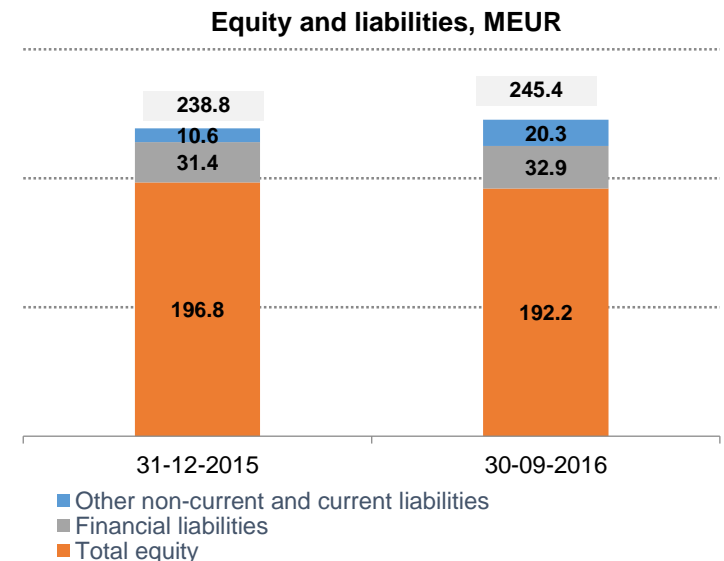
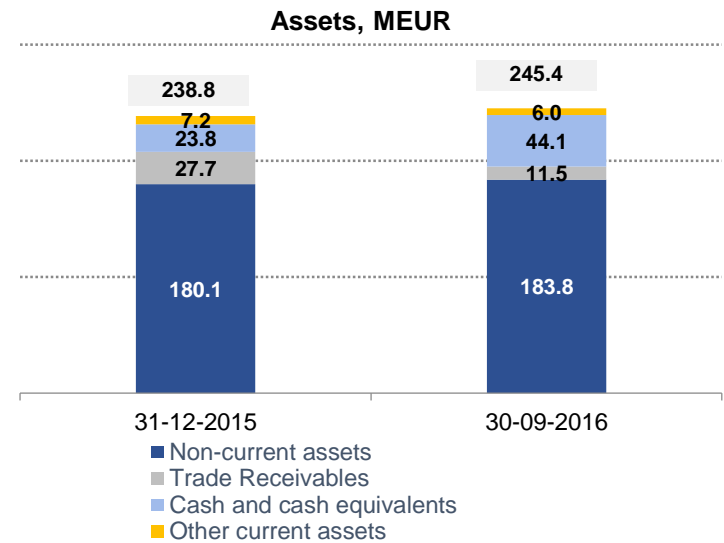
- The oil terminal trestle 3A road modernization;
- Construction of new light oil product tanks;
- Construction of new rail trestle.

As to the Company's Strategy for 2016 – 2020, **EUR 200 millions of investments** are planned, including **EUR 100 million investments into Global LNG projects**.



Financial figures (unaudited)

MEUR	9 months, 2016	9 months, 2015	Change %
Sales Revenue	80.3	78.9	1.8%
Gross profit	18.4	18.9	-2.6%
EBITDA	24.3	25.0	-2.8%
Profit before taxation (EBIT)	14.3	15.3	-6.5%
Net profit	13.0	13.1	-0.8%
Gross profit margin	22.9%	23.9%	-
EBITDA margin	30.3%	31.8%	-
Net profit margin	16.2%	16.6%	-
Return on equity (ROE)*	11.6%	9.6%	-
Return on assets (ROA)*	9.1%	7.8%	-
Profit per share (EPS), EUR/share	0.034	0.034	0%
Average number of shares	380,606,184	380,606,184	-



* Ratios are calculated for the last 12 months period.



Thank you for your attention

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