

# Lietuvos Energijos Gamyba – our road till 2020

CEO meets investors

Eglė Čiužaitė, Chair of the Board and Chief Executive Officer  
30-11-2016, Vilnius



# Our place among the greatest and the best

**TOP1**

Lithuanian energy company in terms of sales revenues in 2015

**TOP3**

Electricity producer in the Baltic States in 2015

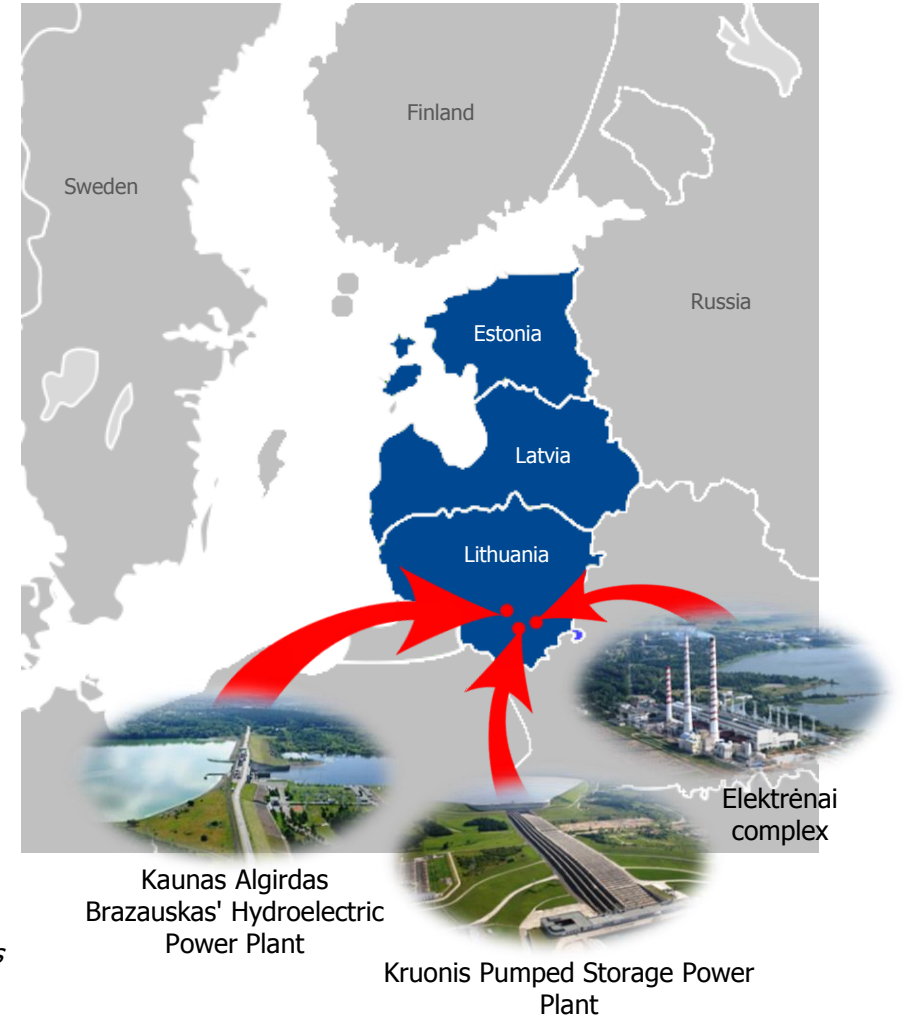
**TOP4**

Taxpayer among Lithuanian energy companies in 2015

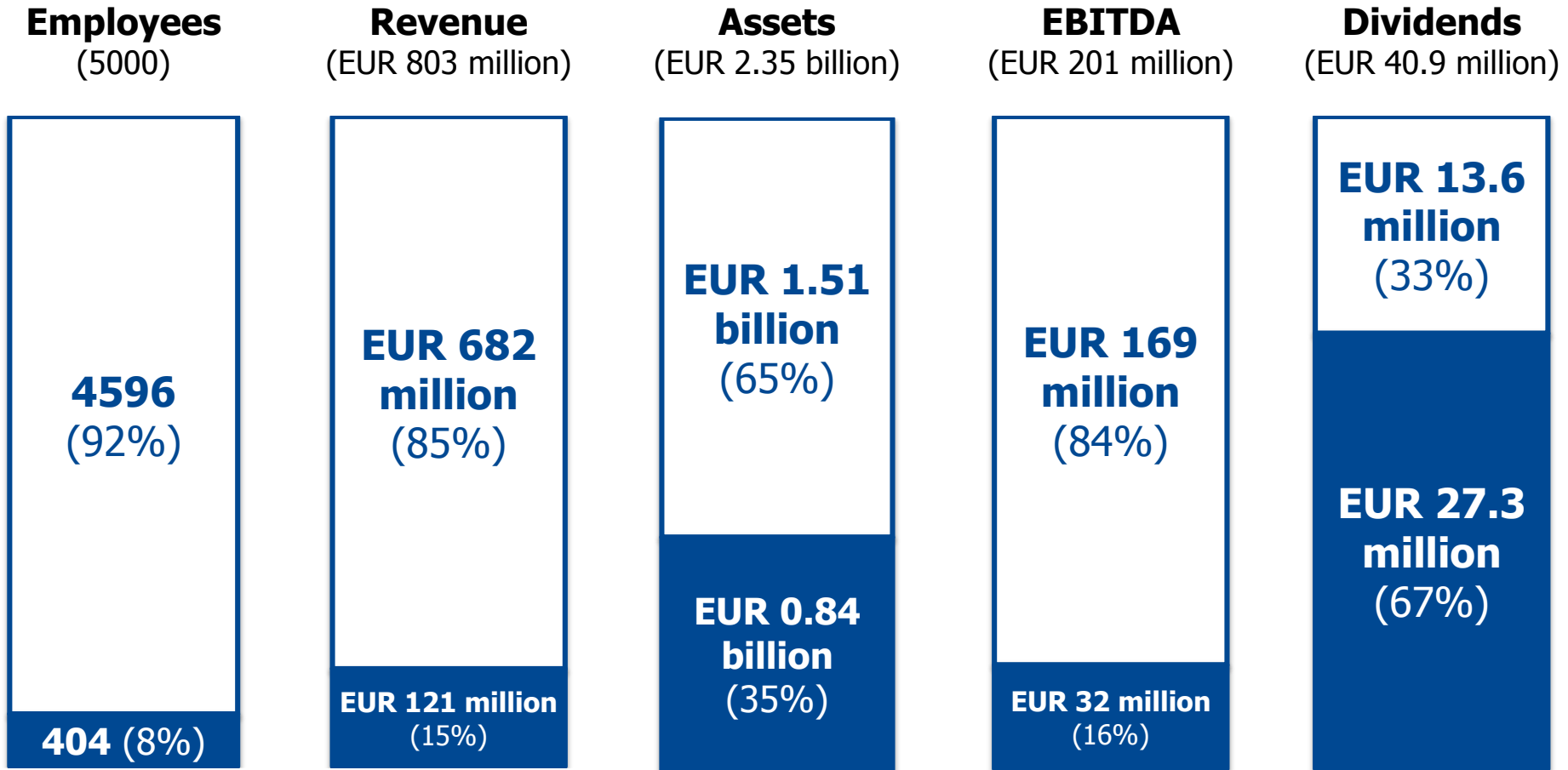
**TOP7**

Company which provides information on the exchange the best.

Source: "Verslo žinios", information from companies, State Tax Inspectorate, NASDAQ Vilnius



# Value that we create to shareholders and Lietuvos Energija Group

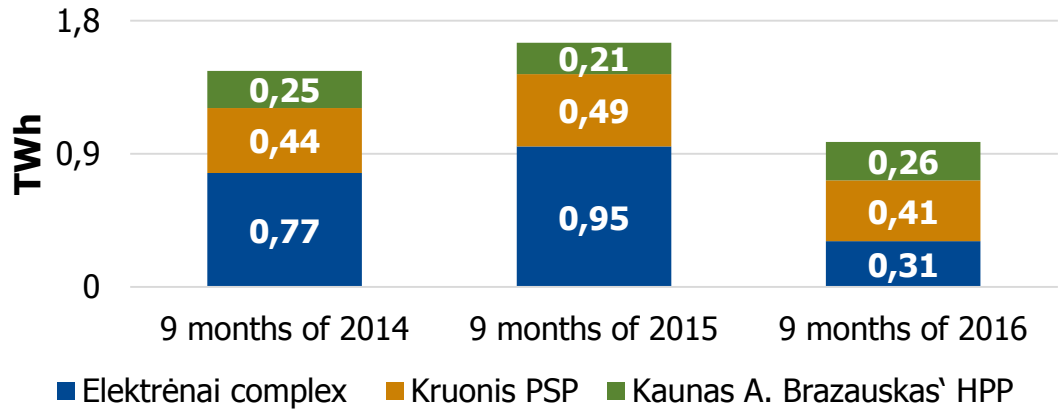


□ Other companies of LE Group ■ LEG

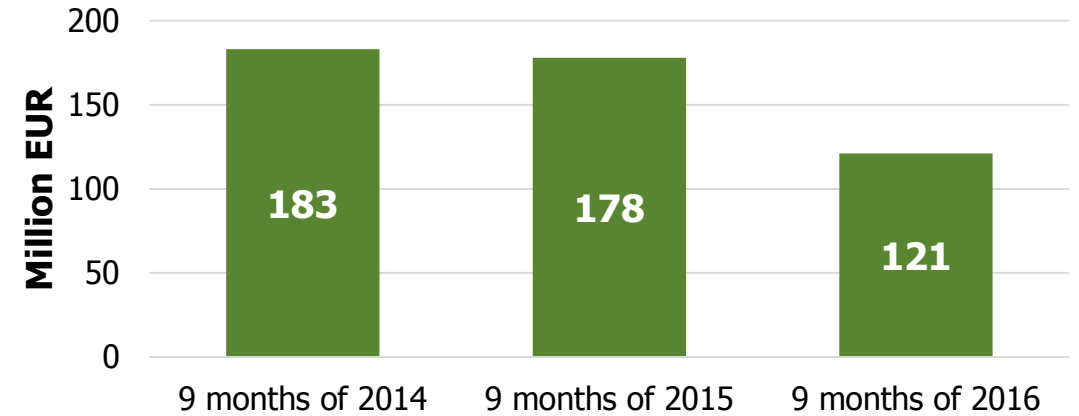
The slide illustrates the number of employees and financial data for three quarters of 2016 and the sum of dividends paid in Half 1 of 2016.

# We produce less, but our profitability indicators are improving

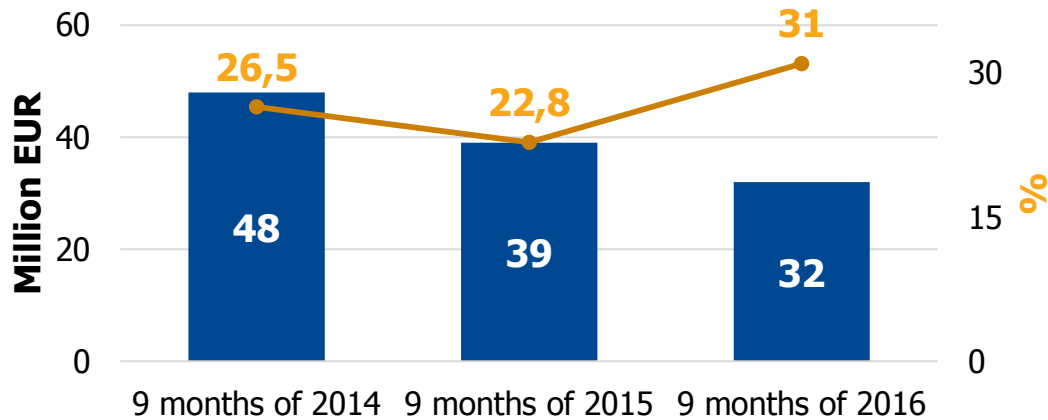
## Electricity production



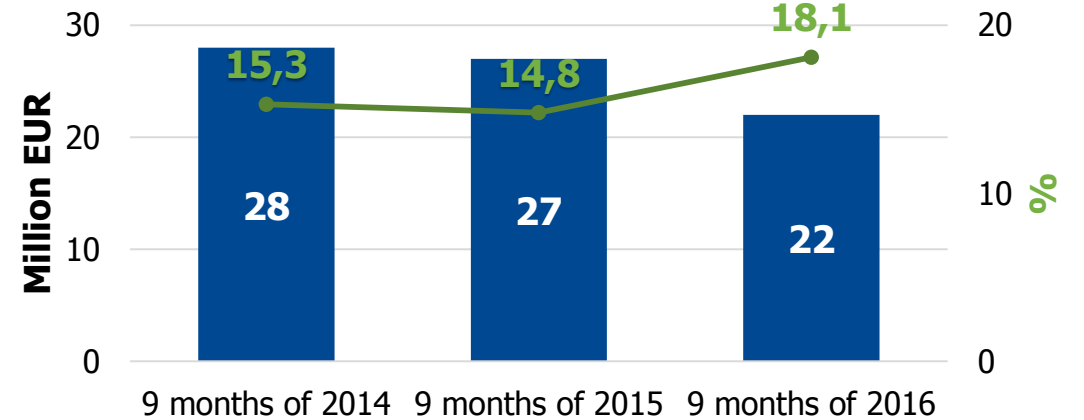
## Revenue



## EBITDA and EBITDA margin



## Net profit and net profit margin



# Developments affecting our activities and results today?

Decreasing fuel price  
(LNG terminal)

Development of production from renewable sources

Construction of power interconnections with Sweden and Poland

Low EA prices

Regulator's decisions

**-46%**

Change of price of purchased gas\*  
(9 months of 2016 / 9 months of 2015)

**+25%**

Increased wind production, which led to increased need for the regulation of KPSP  
(9 months of 2016 / 9 months of 2015)

**-10,4%**

Change of price of electricity on the exchange  
(9 months of 2016 / 9 months of 2015)

**- EUR 6.8 million**

Impact of revaluation of EA on the net result  
(9 months of 2016)

**- EUR 16.2 million**

Unrecognized income  
(01-01-2015 – 30-09-2016)

\* Disregarding infrastructure fees

# Basis of our strategy

## MISSION

Reliable and advanced energy production company providing services necessary for the security of the energy system



## VALUES



## VISION

We seek to become a competitive international energy production and service centre



# Our strategic directions and indicators



## Quality services to customers

Availability of facilities of Elektrėnai complex 

Availability of Kruonis PSP 

Availability of Kaunas A. Brazauskas' HPP 



## Diversification and development of activities

Implementation of development projects 


Revenue from new activities 


Share of staff in new activities 



## Increasing performance efficiency

OPEX of core business 

Price of heat to Elektrėnai / national average 

Arrangement works conducted in Elektrėnai complex in a timely manner 

Major works of repair of hydro power plants conducted in a timely manner 



## Involvement and empowerment of employees

Involvement of employees 

Rotation of key employees 

LEAN initiatives 

Accidents 

## Our priorities in 2020: efficiency and new activities





# Our activities in 2020



## ELEKTRĖNAI COMPLEX

Electricity and heat production  
System services, strategic reserve

Lease of territories?

Laboratory services?

Reactive power management?



## KRUONIS PSP

Commercial electricity production  
System services

Development of power plant?

Wind park?

Lease of territories?



## KAUNAS A. BRAZAUSKAS' HPP

Commercial electricity production  
System services

Servicing other power plants and boiler houses?

Other activities?



**Thank You!**