



# **AB KLAIPĖDOS NAFTA UNAUDITED FINANCIAL RESULTS OF 2016**

31<sup>th</sup> January 2017



# AB KLAIPĖDOS NAFTA WEBINAR– PRESENTATION OF THE UNAUDITED FINANCIAL RESULTS OF 2016

**Marius Pulkauninkas**  
Acting General Director





# CONTENT

- About the Company
- Highlights
- Financial results
- Other information



KN

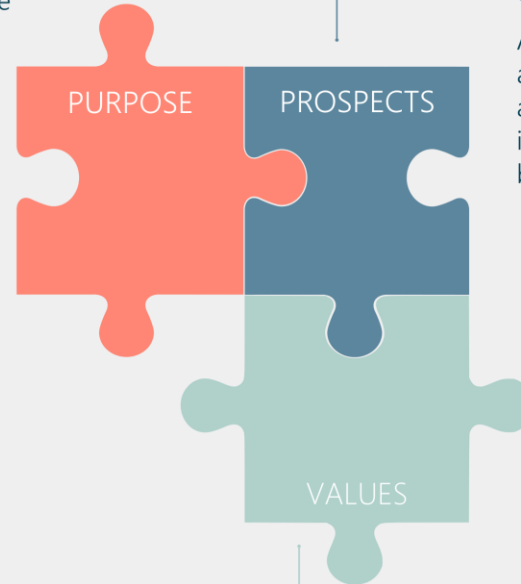
## **ABOUT THE COMPANY**



## MISSION, VISION, VALUES

### OUR MISSION

Ensure reliable and effective supply of LNG and transhipment of oil products.



### OUR VISION

A reliable operator of oil and LNG terminals that adds value through implemented projects and balanced expansion.

### OUR VALUES

Initiative, transparency, professionalism and reliability, social responsibility.



## ACTIVITIES OF THE COMPANY



### OIL TERMINALS



KLAIPĖDA OIL  
TERMINAL



SUBAČIUS OIL  
TERMINAL

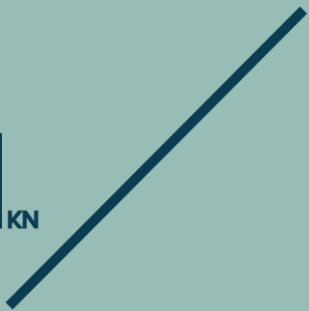
### LNG TERMINALS



KLAIPĖDA LNG  
TERMINAL



KLAIPĖDA SMALL-  
SCALE LNG  
TERMINAL



## HIGHLIGHTS



**AB Klaipėdos nafta renewed it's brand.**

As of 22 December 2016, AB Klaipėdos Nafta launched a renewed Companies logo – KN.

The legal status of AB Klaipėdos Nafta (further KN) has not changed.







## HIGHLIGHTS OF 4Q 2016

- **Change in the Board of the Company.** On 1st of December 2016 Rytis Ambrazevičius resigned from Board of the Company. On 30 of December 2016 Giedrius Dusevičius was elected to the duties of independent Board Members of the Company until the term of office of the acting Board of the Company.
- **International composition of Board.** The Supervisory Council adopted the decision to elect Bjarke Palsson to the duties of independent Board Members of the Company to the current vacancy from 24 January, 2017.
- **Change in the Management of the Company.** After Mantas Bartuška resignation in the end of 2016 acting General Director of the AB Klipėdos nafta became Marius Pulkauninkas, Director of Finance and Administration Department.



**On the 2<sup>nd</sup> January of 2017 LNG reloading service from FSRU was held for the first time.**

LNG carrier vessel “Coral energy” was the first small scale LNG carrier loaded in LNG terminal. It was the first LNG reloading service from FSRU type terminal dedicated to LNG small scale services market.

<https://www.youtube.com/watch?v=wyg3weGWJQo>





## Nasdaq Baltic Market Awards

On 26<sup>th</sup> January 2017 Nasdaq announces the winners of the Baltic Market Awards 2016.

KN was awarded in 4 categories.



### **KLAIPĒDOS NAFTA**

Most Visible Improvement  
Over 3 Years  
**1<sup>ST</sup> PLACE**

Best Investor Relations  
In Baltics  
**2<sup>ND</sup> PLACE**

Best Reporting Company  
**2<sup>ND</sup> PLACE**

Best Interactive  
Investor Relations  
**3<sup>RD</sup> PLACE**



Copyright Nasdaq Baltic



## HIGHLIGHTS OF 4Q 2016

- **The Company sold shares of UAB LITGAS.** On 3<sup>th</sup> October 2016 the Company and Lietuvos energija, UAB have signed sale - purchase agreement of UAB LITGAS 33.33 per cent shares owned by the Company. Transaction amount – EUR 4.35 million.
- **Claim regarding the damages from the breach of the competition law.** KN received documents from the Vilnius Regional Court regarding a claim filed by UAB "KROVINIŲ TERMINALAS" to the Company and AB "ORLEN Lietuva" for damages from the breach of the competition law. Claim for the amount of almost EUR 6 million.

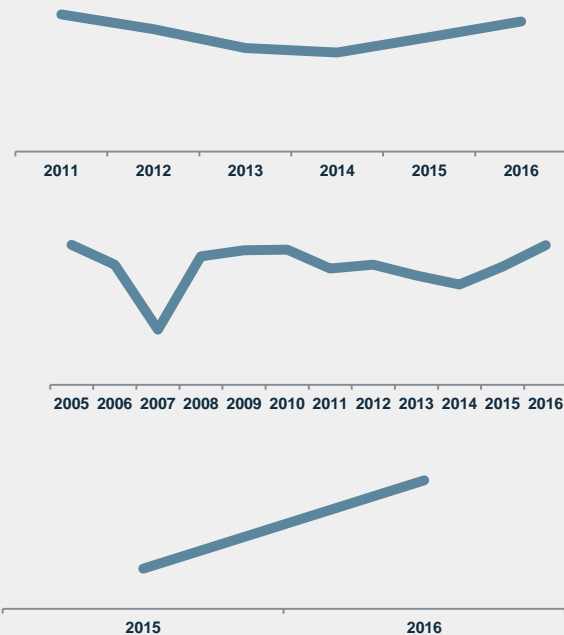


# FINANCIAL RESULTS



## RESULTS OF 2016

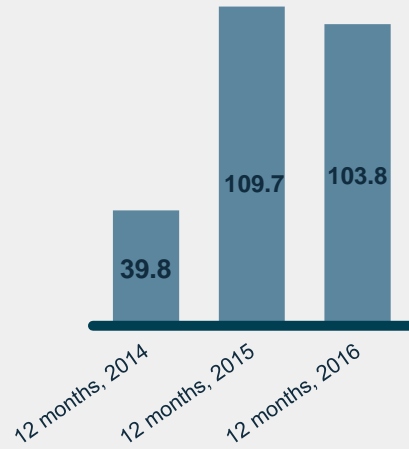
- **KN petroleum product transshipment – the highest since 2011.** 7.338 thousand tons of petroleum products in Klaipėda and Subačius oil terminals have been reloaded during the 2016.
- **Petroleum product transshipment from Orlen Lietuva AB – the highest since 2005.** 4.852 thousand tons of petroleum products sent from Orlen Lietuva refinery have been reloaded in Klaipėda oil terminal during the year 2016.
- **LNG re-gasification volume growth by 3.2 times in 2016.** 14.611 thousand MWh have been re-gasified and supplied to the natural gas transmission system.



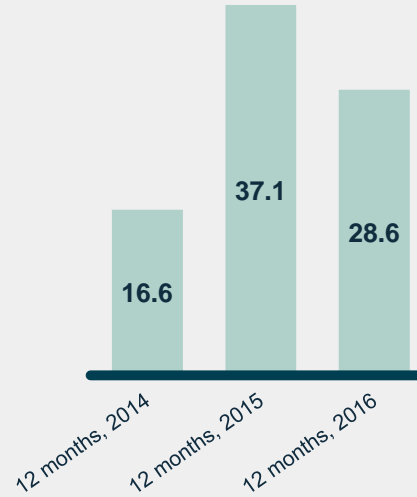


## REVENUE, EBITDA, NET PROFIT (UNAUDITED)

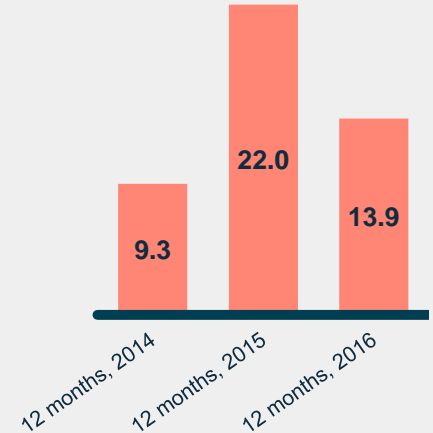
### Revenue, MEUR



### EBITDA, MEUR



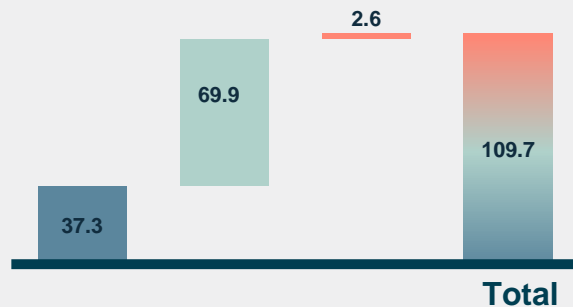
### Net profit, MEUR



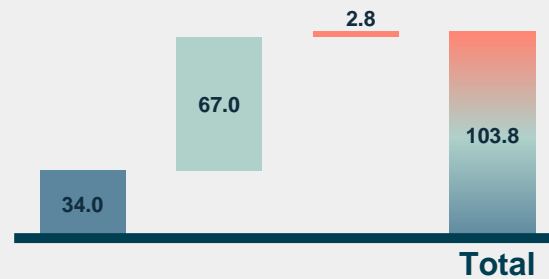


## STRUCTURE OF SALES REVENUE AND EBITDA BASED ON OPERATING SEGMENTS (UNAUDITED)

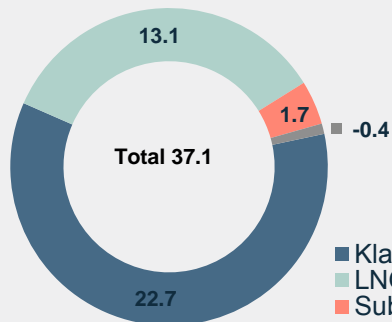
Revenue of 2015, MEUR



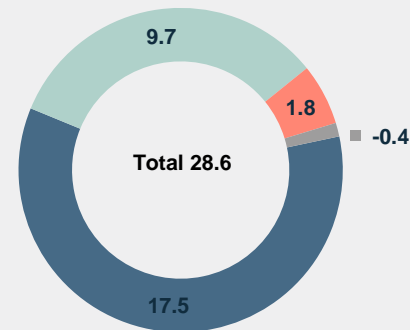
Revenue of 2016, MEUR



EBITDA 2015, MEUR



EBITDA 2016, MEUR



- Klaipėda oil terminal
- LNG terminal
- Subačius oil terminal
- LNG small scale





## KLAIPĖDA OIL TERMINAL RESULTS OF 2016

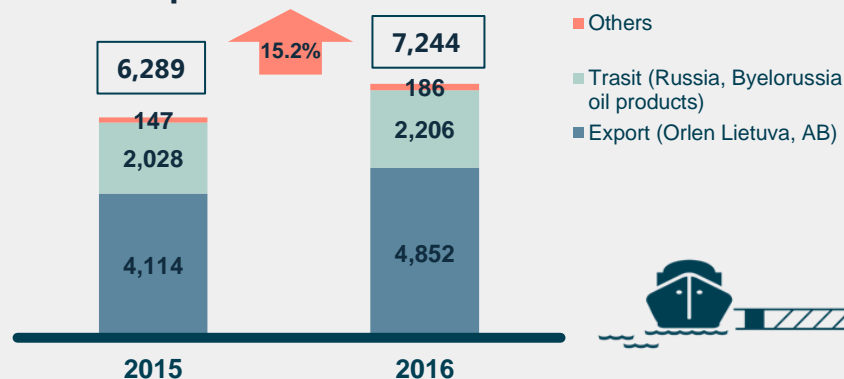
### BUSINESS FACTORS:

AB ORLEN Lietuva increased utilization capacity in 2016, therefore reloaded 18 per cent more oil products in through KN terminal.

Transit petroleum products transshipment grew up by 8.8 per cent in 2016. Although in the second half of previous year due to political reasons the crude oil supply to Byelorussia refineries has been reduced that affected the slowdown in transit cargos transshipment.

| MEUR       | 2015 | 2016 |
|------------|------|------|
| Revenue    | 37.3 | 34.0 |
| Net profit | 14.7 | 10.0 |
| EBITDA     | 22.7 | 17.5 |

### Transshipment, thousand tons





## SUBAČIUS OIL TERMINAL RESULTS OF 2016

### BUSINESS FACTORS:

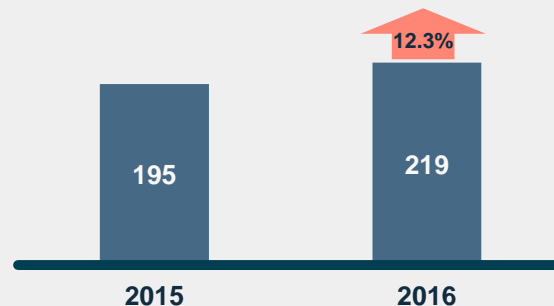
In connection with the increased fuel consumption in country the amount of stored obligatory reserve of oil products has increased accordingly in 2016.

Transshipment in Subačius oil terminal amounted to 93.9 thousand tons in 2016.

Sales revenue from the commercial storage oil products contract amounted to EUR 0.6 million.

| MEUR       | 2015 | 2016 |
|------------|------|------|
| Revenue    | 2.6  | 2.8  |
| Net profit | 0.9  | 0.8  |
| EBITDA     | 1.7  | 1.8  |

### Average storage volume, thousand tons





## LNG TERMINAL RESULTS OF 2016

### BUSINESS FACTORS:

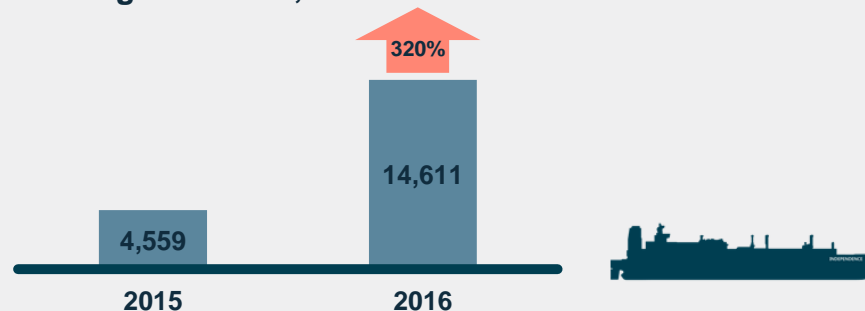
During 2016 16 LNG carriers have been accepted, which have delivered 1,000.6 thousand tons of LNG;

In 2016 LNG terminal users (total 3): LITGAS UAB, Lietuvos dujų tiekimas UAB, Achema AB.

\*As a result of the lower consumption capacities of the natural gas in 2016 total revenue received are lower than it was set according to regulations. Based on the profit calculation methodic of the regulated activity the normalized unaudited preliminary profit for the year 2016 is EUR 4.0 million.

| MEUR                     | 2015 | 2016 |
|--------------------------|------|------|
| Revenue                  | 69.9 | 67.0 |
| Net profit               | 7.0  | 3.4  |
| Net profit (normalized)* | 1.8  | 4.0  |
| EBITDA                   | 13.2 | 9.7  |

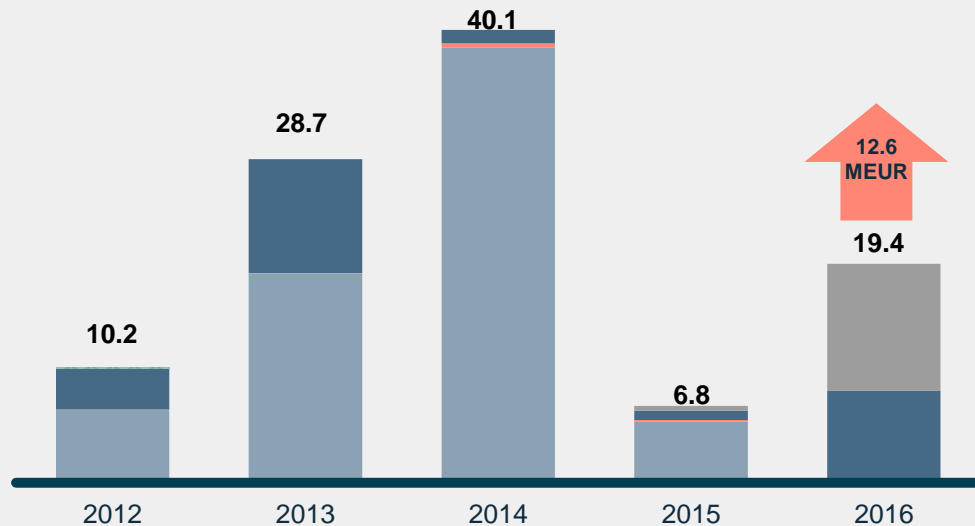
### Re-gasification, thousand MWh





## INVESTMENTS OF THE COMPANY, MILLION EUR

- Klaipėda oil terminal
- LNG terminal
- Subačius oil terminal
- LNG small scale





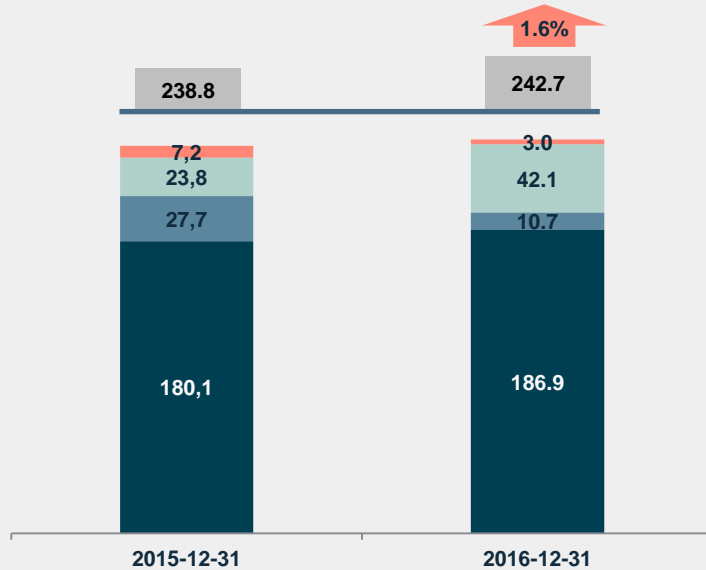
## FINANCIAL FIGURES (UNAUDITED)

| MEUR                                 | 2015        | 2016        | Change, % |
|--------------------------------------|-------------|-------------|-----------|
| Sales Revenue                        | 109.7       | 103.8       | -5.4%     |
| Gross profit                         | 29.1        | 20.9        | -28.2%    |
| EBITDA                               | 37,1        | 28.6        | -22.9%    |
|                                      |             |             |           |
| Profit before taxation (EBIT)        | 24.1        | 15.3        | -36.5%    |
| Net profit                           | 22,0        | 13.9        | -36.8%    |
|                                      |             |             |           |
| Gross profit margin                  | 26.5%       | 20.1%       | -         |
| EBITDA margin                        | 33.8%       | 27.6%       | -         |
| Net profit margin                    | 20.1%       | 13.4%       | -         |
|                                      |             |             |           |
| Return on equity (ROE)               | 11.9%       | 7.1%        | -         |
| Return on assets (ROA)               | 9.6%        | 5.8%        | -         |
| Profit per share (EPS),<br>EUR/share | 0.058       | 0.037       | -36.2%    |
| Average number of shares             | 380,606,184 | 380,606,184 | -         |

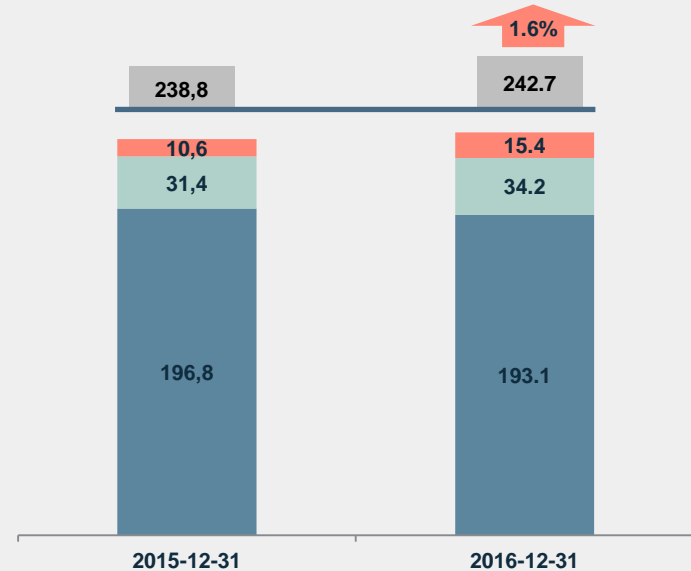


## BALANCE SHEET (UNAUDITED)

### Assets, MEUR



### Equity and liabilities, MEUR



- Non-current assets
- Trade Receivables
- Cash and cash equivalents
- Other current assets

- Other non-current and current liabilities
- Financial liabilities
- Total equity



## **OTHER INFORMATION**



## SHAREHOLDERS AND SHARES

Since 2003 the shares of the Company are listed on NASDAQ OMX Vilnius stock exchange:

- ISIN code – LT0000111650
- Abbreviation – KNF1L

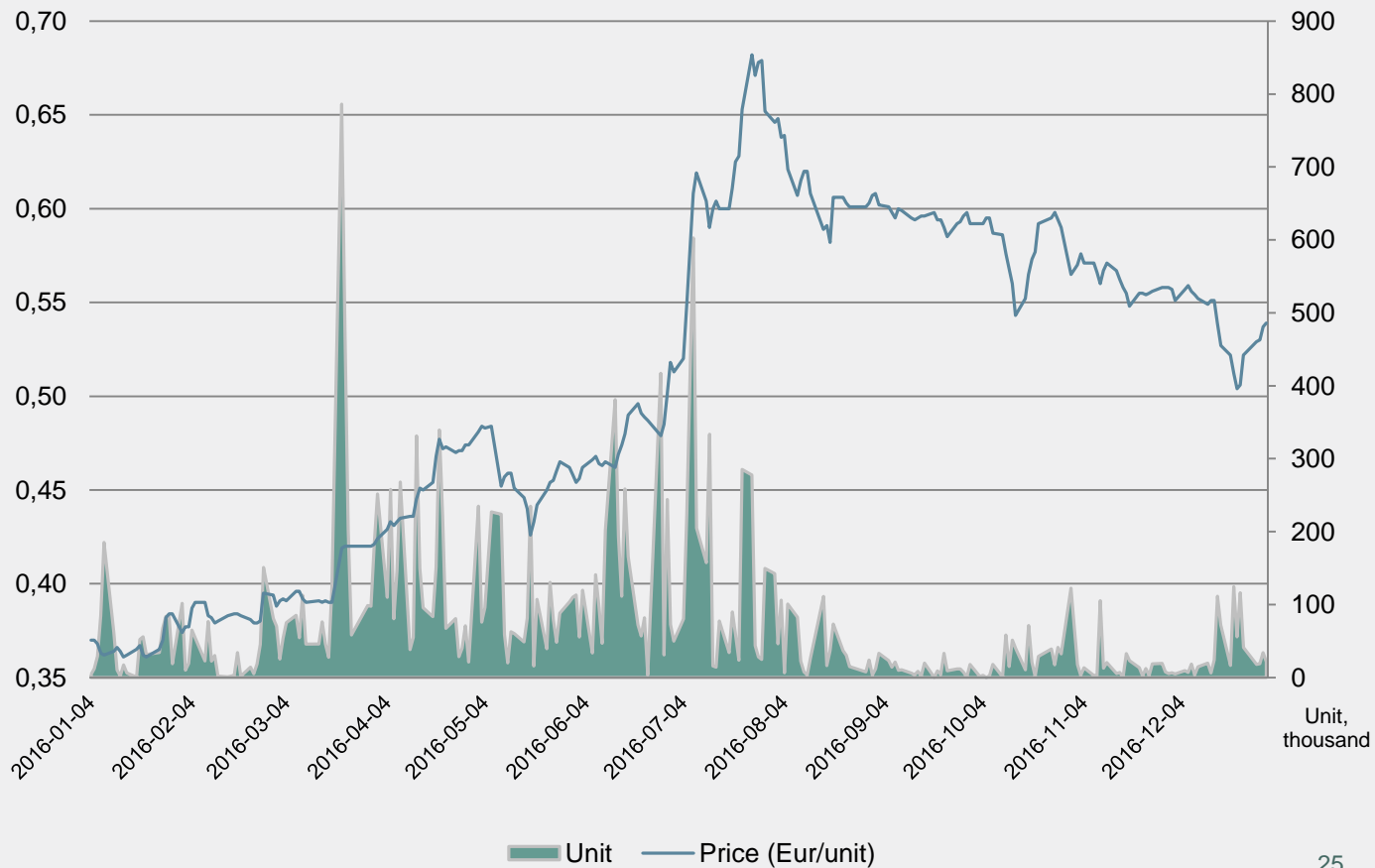
As at 31 December 2016 all the shares of the Company were owned by 1,993 shareholders (as at 31 December 2015 – 1,847).

| Shareholder's name (company's name, address, company code of registration)                    | 31st of December 2016      |                                | 31st of December 2015      |                                |
|---|----------------------------|--------------------------------|----------------------------|--------------------------------|
|   | Number owned shares (unit) | Part of authorized capital (%) | Number owned shares (unit) | Part of authorized capital (%) |
| The Republic of Lithuania, represented by the Ministry of Energy of the Republic of Lithuania | 275,241,290                | 72.32                          | 275,241,290                | 72.32                          |
| Concern AB Achemos grupe  | 38,975,150                 | 10.24                          | 38,975,150                 | 10.24                          |
| Other (each owning less than 5%)  | 66,389,744                 | 17.44                          | 66,389,744                 | 17.44                          |
| <b>Total:</b>   | <b>380,606,184</b>         | <b>100.00</b>                  | <b>380,606,184</b>         | <b>100.00</b>                  |





# TRADING IN KNF1L SHARES ON NASDAQ VILNIUS STOCK EXCHANGE IN 2016





# KNF1L SHARE PRICE, NASDAQ VILNIUS AND BALTIC BENCHMARK GI INDEXES COMPARISON IN 2016





## ORGANIZATIONAL STRUCTURE

### Supervisory board members:

Agnė Amelija Petravičienė

Romas Švedas

Eimantas Kiudulas

### Audit committee members:

Linus Sasnauskas

Eimantas Kiudulas

Kasparas Žebrauskas

### Board of the Company members:

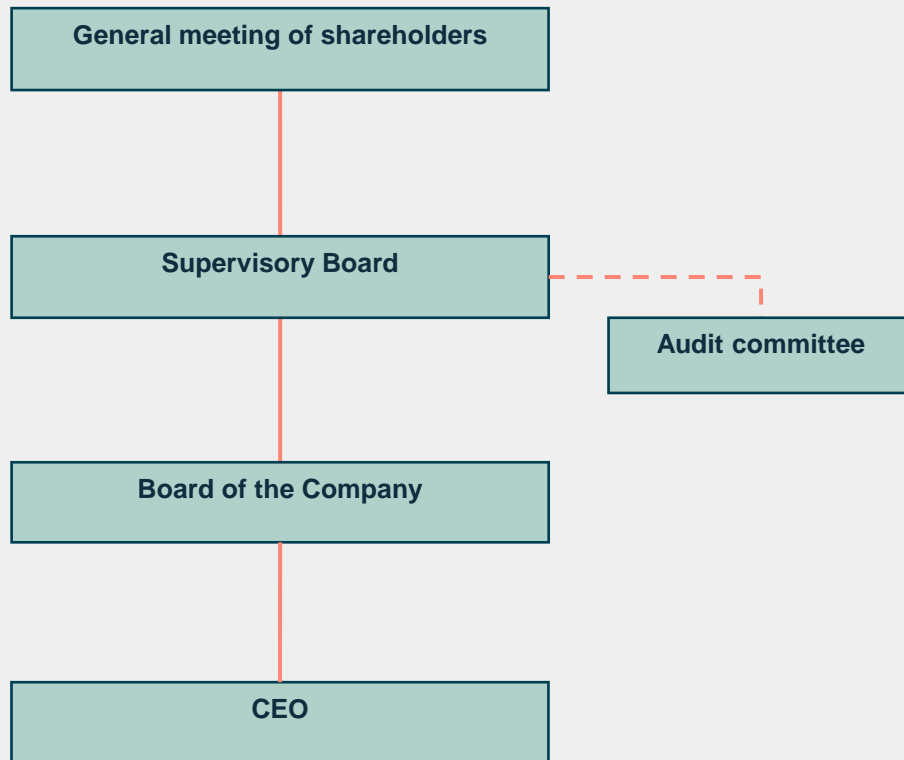
Mindaugas Jusius

Dainius Bražiūnas

Mantas Bartuška

Giedrius Dusevičius (since 30<sup>th</sup> December 2016)

Bjarke Palsson (since 24<sup>th</sup> January 2017)





## MANAGEMENT OF THE COMPANY



**Marius Pulkauninkas**  
Acting General Manager



**Osvaldas Sabaliauskas**  
Deputy General Manager



**Genadijus Andrejevas**  
Director of Technical Department



**Darius Šilenskis**  
Director of Oil Commerce Department



**Gediminas Vitkauskas**  
Director of the Oil Terminal  
Department



**Tadas Matulionis**  
Director of the LNG Terminal  
Department



THANK YOU

**AB Klaipėdos nafta**

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Lithuania

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