

AB LESTO

Yesterday. Today. Tomorrow.

Andrius Bendikas

AB LESTO board member, CFO

lesto

LESTO summary



We are

Distribution
System
Operator

We have

1,6 mill.
customers

We provide
electricity energy
distribution
supply

grid connection
services in
Lithuania



In 2013 we
distributed
8,2 TW
electricity– 1,2%
increase compared
to 2012

Our main shareholder is
“Lietuvos energija”, UAB - 94,39%

5,61% of LESTO shares are traded on
NASDAQ OMX market

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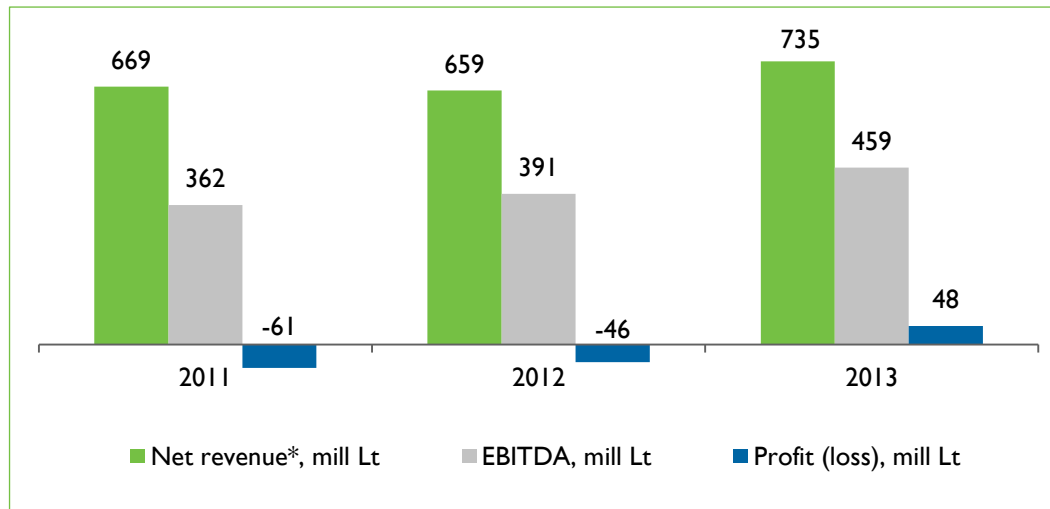
Sustainable
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2013 results



EBITDA
+17%

Compared to 2012

Increase in distributed energy by 1,2% led to higher income

1

Better management of operational expenses and optimization projects allowed to increase EBITDA

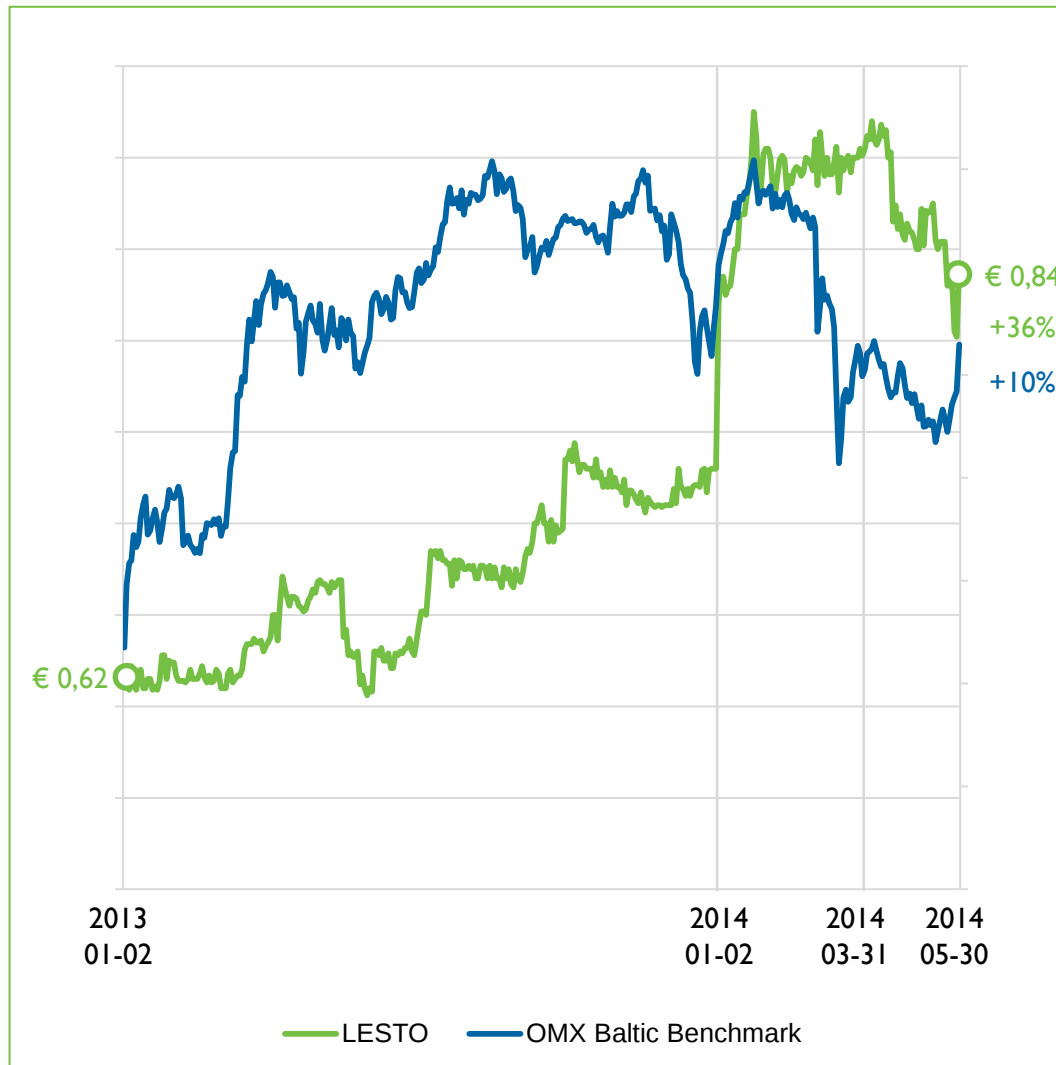
2

Increased EBITDA, lower level of network losses and depreciation resulted in profit

3

Total revenue less variable costs (electricity energy and related expenses)

2013 results



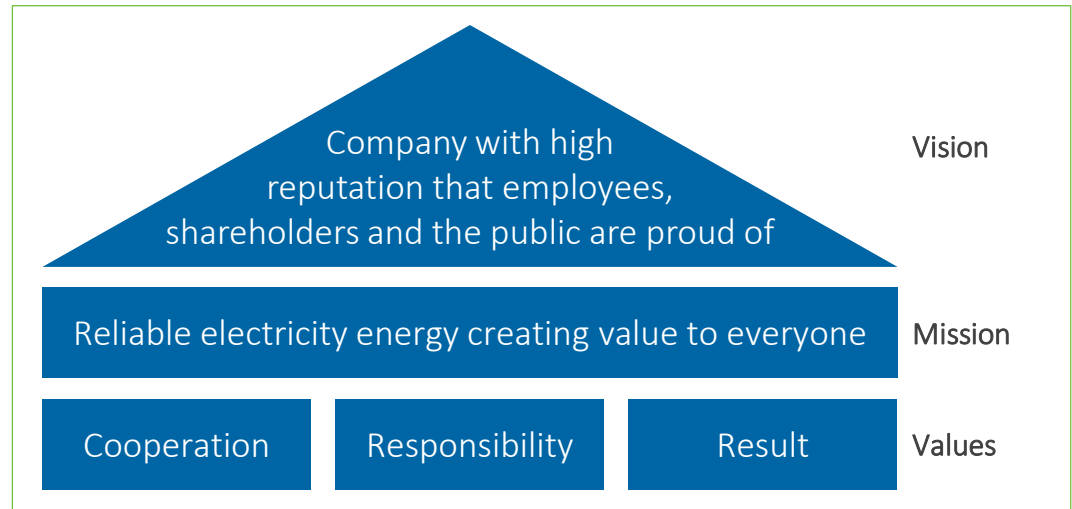
	2013	2012
Market capitalization, mill. €	471	364
EPS, €	0,021	na
P/E	35	na
Div. Yield, %	7,1	8,2
ROA, %	0,94	-0,88
D/E	0,18	0,17

During last 17 months
LESTO share price
increased **26%** more
than Baltic benchmark
index

Strategy 2020



Member of LE Group



LESTO vision, mission and values have been updated. Vision highlights desire to become successful and company to be proud of

1

New management model with new company and supervisory boards

2

LESTO long term strategy updated using stakeholder model

3

Strategy 2020

Main goals



Orrientation to
main activities:
Electricity
distribution and
public supply

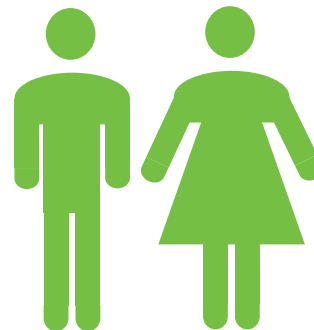


Shareholders
return through
EBITDA

Adaptation to new
regulation
methodology LRAIC



Convenient
services for
customers, i.e.
online services



Training and
values-based
corporate culture
promotion within
company

Strategy 2020

Main objectives



Network
maintenance and
development



Preparation of 10
years investment
plan

Ongoing
optimization of
business
processes

Smart metering
pilot project with
3000 meters



Faster and easier
new customer
connection



Sustainable development

Since 2013 we publish social responsibility reports according to GRI v4

G4 SUSTAINABILITY
REPORTING
GUIDELINES

Reducing environmental impact: in 2013 150 tones of old equipment were recycled

We shift our services online: 100 thousand customers use „Mano elektra“ portal every month



Preparation for Energy efficiency directive implementation 2012/27/EU

160 companies participated in Energy efficiency conference

We cooperate with 450 Chiefs of Local Authorities

Achievements



4th place in the most attractive employer election 2012



The most socially responsible company 2013



LIETUVOS RESPUBLIKOS
SOCIALINĖS APSAUGOS
IR DARBO MINISTERIJA

The most community oriented company 2012

CREDITINFO

One of the most financially stable companies in Lithuania 2012



The most socially responsible company 2013



Lithuanian responsible business association was established under LESTO chairmanship of GC

Thank you
Your questions?

lesto