

# Invalda LT, AB results for 3 months of 2014

Vilnius, 30 May 2014

### **About the company**



### What is Invalda LT, AB?

- Invalda LT, AB started its activity in 1991 as an investment stock company Invalda.
- At present Invalda LT, AB is one of the major Lithuanian investment companies.
- Company's equities have been traded on the NASDAQ OMX Vilnius Exchange since 1995.
- Company seeks to become one of the leading asset management companies in the region.

#### /The main sectors of Invalda LT, AB

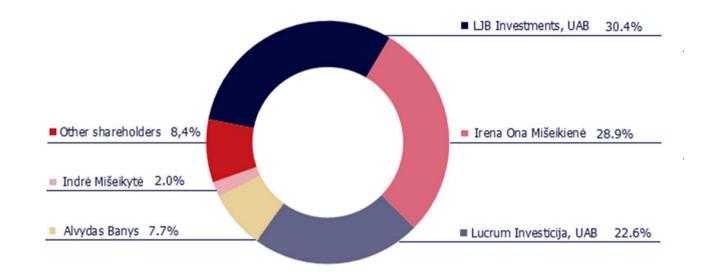


31 March 2014 30 May 2014

- Major part of Invalda LT group assets was concentrated in Lithuania, and the key entities operated in the furniture manufacturing, real estate, agricultural land, agriculture, information technology (IT) infrastructure, facility management sectors as of 31 March 2014.
- After completion of the split-off of Invalda LT, AB on 29 April 2014 and completion of the deal of Vilniaus Baldai, AB on 28 May 2014, group companies operate in the agriculture and facility management sectors. Invalda LT owns 100 percent of shares in Invalda LT Investments, a company seeking to receive the asset management company licence issued by the Bank of Lithuania.



## **Shareholders structure**



#### Votes of shareholders of Invalda LT, AB

Note: Owned amount of votes as of 31 March 2014 and after the split- off have not changed.



#### **Management**



#### Alvydas Banys - Chairman of the Board

After graduating from Vilnius Gediminas Technical University Alvydas Banys worked as a Jr. Scientific Co-worker at the Economics' Institute of Lithuania's Science Academy. In 1996 - 2006 he held the position of Vice President. He served as the Member of the Board of the Company in 1996 - 2000 and as the Chairman of the Board in 2001-2007. While working in the Company, Alvydas Banys took part in the real estate business, hotel management as well as management of manufacturing company's. He was elected as the Chairman of the Board of Invalda LT, AB at the end of May 2013. At present, Mr. Banys is the Member of the Board of Cedus Invest and BAIP Group, as well as Chairman of the Board of INVL Baltic Farmland, INVL Baltic Real Estate, INVL Technology and Invalda LT Investments.



#### Indrė Mišeikytė – Member of the Board

Indre Mišeikytė has graduated from Vilnius Gediminas Technical University where she completed Architecture studies. She worked for Vilniaus Baldai, AB in 1994 - 1996, real estate and investment companies Gildeta, UAB and Kremi, UAB. She was elected as the Member of the Board of the Company in April 2012. Indre Mišeikyte is a Member of the Board of Invalda Privatus Kapitalas, INVL Baltic Farmland, INVL Baltic Real Estate and INVL Technology.



#### Darius Šulnis – Member of the Board, the President

Darius Sulnis has acquired his Master's degree in Accounting and Audit at Vilnius University. He has acquired Global Executive MBA degree at the Duke university (USA) in 2013. Mr. Sulnis has worked as the Manager for the Financial Brokerage company Finasta for 8 years, has also managed real estate company Inreal Valdymas, UAB for 4 years. He has been a Member of Boards and Supervisory Boards of a number of Polish, Latvian and Lithuanian companies. Currently Mr. Sulnis is the Member of the Board and the President of Invalda LT AB. He participates in the activity of the Board of Vilniaus Baldai, Invaldos Nekilnojamojo Turto Fondas, Litagra, Inservis, Kelio Zenklai, BAIP Group, as well as Cedus Invest, Invalda LT Investments, INVL Baltic Farmland, INVL Baltic Far

# Invalda LT, AB shares

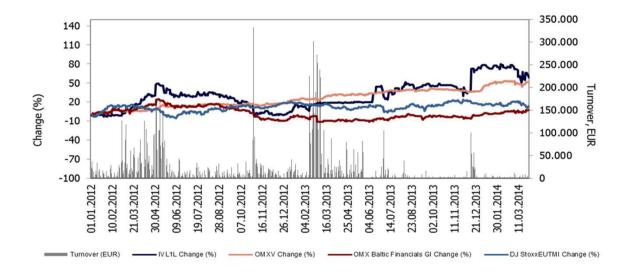
|                                  | Data as of 31 March 2014                | Data as of 30 May 2014 |  |  |  |
|----------------------------------|---|------------------------|--|--|--|
| Shares issued, units             | 24,833,551                              | 11,865,993             |  |  |  |
| Shares with voting rights, units | 22,797,297                              | 11,865,993             |  |  |  |
| Nominal value, LTL               | 1                                       | 1                      |  |  |  |
| Total nominal value, LTL         | 24,833,551                              | 11,865,993             |  |  |  |
| ISIN code                        | LT0000102279                            |                        |  |  |  |
| Name                             | IVL1L                                   |                        |  |  |  |
| Exchange                         | NASDAQ OMX Vilnius                      |                        |  |  |  |
| List                             | Baltic Main List (since 1 January 2008) |                        |  |  |  |
| Listing date                     | 19 December 1995                        |                        |  |  |  |



## Trading in Invalda LT, AB shares (1)

|                      | 3 months of 2012 | 3 months of 2013 | 3 months of 2014 |
|----------------------|------------------|------------------|------------------|
| Share price, EUR     |                  |                  |                  |
| - open               | 1.930            | 1.970            | 3.380            |
| - high               | 2.280            | 2.340            | 3.490            |
| - low                | 1.871            | 1.960            | 2.930            |
| - medium             | 2.070            | 2.216            | 3.280            |
| - last               | 2.274            | 2.310            | 3.140            |
| Turnover, units      | 670,763          | 1,544,840        | 38,533           |
| Turnover, EUR        | 1,373,700.95     | 3,491,796.76     | 127,371.53       |
| Traded volume, units | 1,429            | 2,595            | 172              |

#### Trading in Invalda LT, AB shares (2)

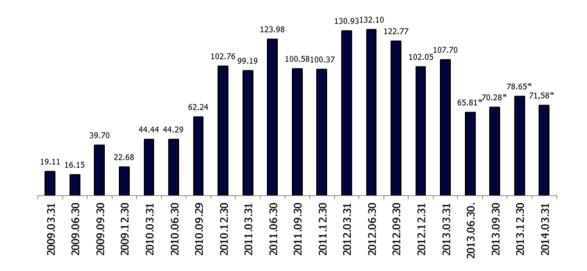


• OMX index is an all-share index which includes all the shares listed on the Main and Secondary lists on the NASDAQ OMX Vilnius with exception of the shares of the companies where a single shareholder controls at least 90% of the outstanding shares. The OMX Baltic Financial GI index is based on the Industry Classification Benchmark (ICB) developed by FTSE Group (FTSE). Dow Jones Stoxx EU Enlarged TMI index covers approximately 95% of the free float market capitalisation of the New Europe countries, including Bulgaria, Cyprus, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Malta, Poland, Romania, Slovakia and Slovenia.

INVALDA"

### /Invalda LT, AB capitalization

#### Capitalization, million EUR



\*The authorised capital was reduced due to the split-off of the company in May 2013.



# **Reorganization of activity**

- On 21 March 2014 Invalda LT informed about drawn up split-off terms of the public joint stock company Invalda LT. According to the terms, three companies INVL Baltic Farmland, INVL Baltic Real Estate and INVL Technology, on the moment of the announcement comprising 47.95% of Invalda LT assets calculated in book values, were split-off from Invalda LT on 29 April 2014.
- On 28 April 2014 General Shareholders Meetings of Invalda LT and the split-off companies INVL Baltic Farmland, INVL Baltic Real Estate and INVL Technology were held. General Shareholders Meeting of Invalda LT approved the Split-off as well as terms of the Split-off. Articles of Associations of the split-off companies as well as new Articles of Associations of Invalda LT and financial statements of 2013 were approved during the Meeting

# Key events Planned asset management activity

- On 27 February 2014 Invalda LT established the company Invalda LT Investments, that seeks to receive asset management company license issued by the Bank of Lithuania.
- Alvydas Banys, the Chairman of the Board of Invalda LT, Darius Šulnis and Raimondas Rajeckas, the CFO of Invalda LT, were elected to the Board of Invalda LT Investments.
- Invalda LT Investments, a company of Invalda LT, applied for the asset management company license issued by the Bank of Lithuania. The license will grant the right to manage private equity, real estate and investment funds.

## **Key events Recent deals**

- Invalda LT completed transactions regarding sale of 45.4 % stake in Vilniaus Baldai on 28 May 2014.
- For the amount of LTL 24.124 million (EUR 6.987 million) Invalda LT purchased 45.45% shares in Cedus Invest from Invalda Privatus Kapitalas and increased owned stake in Cedus Invest up to 100%. Also, Invalda LT took over loans granted to this company.
- Cedus Invest owns 36.9% in Litagra.

# Financial results of the company and its group



## **Activity Results of Invalda LT, AB**

|  | Parent company   |                  |                  | Parent company Consolidated |                  |                  | d |
|--|------------------|------------------|------------------|-----------------------------|------------------|------------------|---|
| million litas  | 3 months of 2012 | 3 months of 2013 | 3 months of 2014 | 3 months of 2012            | 3 months of 2013 | 3 months of 2014 |   |
| Assets   | 414.4            | 327.5            | 176.9            | 667.9                       | 539.3            | 367.1            |   |
| Equity   | 410.3            | 317.2            | 161              | 472.3                       | 374.7            | 222.0            |   |
| Liabilities  | 4.1              | 10.3             | 15.9             | 195.6                       | 164.6            | 145.1            |   |
| Profit (loss)  | 11.0             | (0.4)            | 1                | 20.4                        | 1.4              | 2.7              |   |
| Profit (loss) attributable to equity holders of the parent company | -                | -                | -                | 18.8                        | 0.5              | 2.7              |   |

# **Equity and liabilities**

| million litas                         | 3 months of 2012 | 3 months of 2013 | 3 months of 2014 |
|---------------------------------------|------------------|------------------|------------------|
| Equity                                | 410.3            | 317.2            | 161.0            |
| Liabilities to financial institutions | -                | -                | 8.7              |
| from this long term                   | -                | -                | -                |
| Liabilities to group companies        | 0.4              | 8.0              | 4.6              |
| Bonds                                 | -                | -                | -                |
| Other liabilities                     | 3.7              | 2.3              | 2.6              |
| Total liabilities                     | 4.1              | 10.3             | 15.9             |
| Total Equity and Liabilities          | 414.4            | 327.5            | 176.9            |

#### Results

#### Impact to the profit (loss) statement due to group sectors and financial investments

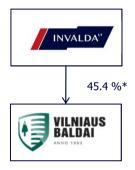
| million litas                  | 3 months of 2012 | 3 months of 2013 | 3 months of 2014 |
|--------------------------------|------------------|------------------|------------------|
| Furniture manufacturing sector | 4.4              | 2.3              | 1.6              |
| Real estate sector             | 0.3              | (0.5)            | 0.7              |
| Agricultural land sector       | (0.1)            | (0.1)            | 0.0              |
| Agriculture sector             | 0.6              | (0.4)            | (0.2)            |
| Information technology sector  | (0.5)            | 0.0              | 0.3              |
| Facilities management sector   | (0.1)            | (0.2)            | 0.4              |
| Other companies                | 14.2             | (0.6)            | (0.1)            |
| Total                          | 18.8             | 0.5              | 2.7              |

### **Group results**



#### / Furniture manufacturing sector (1)







|                    |                     | Investment date | Activity                   | Place of the residence | Manager  |
|--------------------|---------------------|-----------------|----------------------------|------------------------|--|
| VILNIAUS<br>BALDAI | Vilniaus Baldai, AB | 1994–1995       | Furniture<br>manufacturing | Lithuania              | Rimantas Vaitkus (since 12 May 2014)<br>Dalius Aleksandravičius (since 6 January 2014)<br>Aidas Mackevičius (until 6 January 2014) |

\* On 31 March 2014 the company owned 45.4% shares in Vilniaus Baldai, AB and on 28 May 2014 sold the exact amount of owned shares.

- More information about company's activities and results are provided on www.vilniausbaldai.lt
- Shares of Vilniaus Baldai, AB are listed on NASDAQ OMX Vilnius stock exchange.





## Furniture manufacturing sector (2)



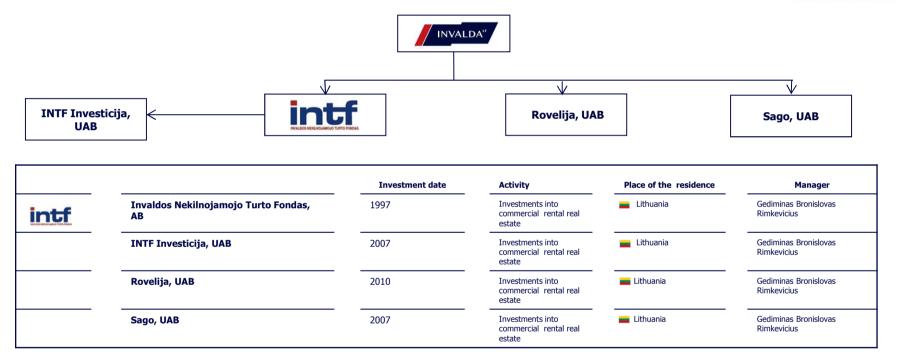
| million litas  | 3 months of 2013 | 3 months of 2014 | Change | Change, % |
|----------------|------------------|------------------|--------|-----------|
| Sales          | 35.1             | 52.9             | 17.8   | 50.7      |
| EBITDA         | 4.8              | 7.3              | 2.5    | 52.1      |
| Net profit     | 3.2              | 5.5              | 2.3    | 71.9      |
| Capitalization | 218.7            | 191.9            | (26.8) | (12.3)    |

• More information about company's activities and results are provided on www.vilniausbaldai.lt









Note: Desciption and results of the real esate sector represent the data as of 31 March 2014. After completion of the split-off of Invalda LT on 29 April 2014, the sector (all except Sago, UAB) was transferred to INVL Baltic Real Estate, AB.







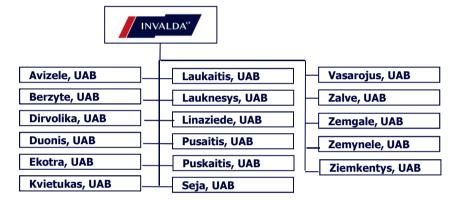
| million litas  | 3 months of 2013 | 3 months of 2014 | Change | Change, % |
|--|------------------|------------------|--------|-----------|
| Value of commercial real estate                        | 202.1            | 145.4            | (56.7) | (28.1)    |
| Shareholders' equity (incl. loans from Invalda LT, AB) | 109.7            | 47.2             | (62.5) | (57)      |
| Loans from credit institutions                         | 99.9             | 93.3             | (6.6)  | (6.6)     |
| Rental income  | 4.0              | 4.0              | -      | -         |
| from this owned by clients                             | 1.3              | 1.4              | 0.1    | 7.7       |
| Result of the real estate sector                       | (0.5)            | 0.7              | 1.2    | -         |

*Note*: Desciption and results of the real esate sector represent the data as of 31 March 2014. After completion of the split-off of Invalda LT on 29 April 2014, the sector (all except Sago, UAB) was transferred to INVL Baltic Real Estate, AB.



# **Agricultural land sector** (1)





|        |  |   | Investment date | Activity   | Place of the residence | Manager          |
|--------|--|---|-----------------|--|------------------------|------------------|
| EKOTRA | Avizele, UAB Berzyte, UAB Dirvolika, UAB Duonis, UAB Ekotra, UAB Kvietukas, UAB Laukaitis, UAB Lauknesys, UAB Linaziede, UAB | Pusaitis, UAB Puskaitis, UAB Seja, UAB Vasarojus, UAB Zalve, UAB Zemgale, UAB Zemynele, UAB Ziemkentys, UAB | 2004            | Investments into agricultural land. Rent of the agricultural land. | Lithuania              | Sigita Bizulienė |

Note: Desciption and results of the agricultural land sector represent the data as of 31 March 2014. After completion of the split-off of Invalda LT on 29 April 2014, the sector was transferred to INVL Baltic Farmland, AB.



## **Agricultural land sector** (2)



|  | 3 months of 2013 | 3 months of<br>2014 | Change | Change, % |
|--|------------------|---------------------|--------|-----------|
| Value of agricultural land, LTL million  | 42.2             | 37.0                | (5.2)  | (12.3)    |
| Shareholders' equity (incl. loans from Invalda LT, AB), LTL million                                      | 42.3             | 34.5                | (7.8)  | (18.4)    |
| Rental income, LTL million   | 0.4              | 0.3                 | (0.1)  | (25)      |
| Result of the agricultural land sector, LTL million  | (0.1)            | 0.0                 | 0.1    | -         |
| Result of the agricultural land sector (incl. interests of loans granted by Invalda LT, AB), LTL million | 0.2              | 0.2                 | 0.0    | 0         |

#### Note:

- Desciption and results of the agricultural land sector represent the data as of 31 March 2014. After completion of the split-off of Invalda LT on 29 April 2014, the sector was transferred to INVL Baltic Farmland.
- Arable land equaled to 3016 hectare in the end of March 2014. Compared with 3 months of 2013, the owned amount of agricultural land decreased due to the split-off of Invalda, AB, Invalda Privatus Kapitalas, AB became the owner of 9 companies holding 2071.7 hectares of land.



### / Agriculture sector (1)



Litagros Prekybos Centras, UAB

Litagros Grudu Centras, UAB

Litagros Grudai, UAB, Litagros Prekyba, UAB,
SIA Litagra (Latvia), Litagra OU (Estonia)

Joniskio Grudai, UAB, Kedainiu Grudai,
Marijampoles Grudai, AB, Taurages Grudai, UAB

**Litagros Zemes Ukio Centras, UAB** 

Aristavos Ukis, UAB, Sesupes Ukis, UAB, Bausu ukis, UAB, Slapaberzes Ukis, UAB, Kalpoku Ukis, UAB, Raktineliu Ukis, UAB, Berzu Ukis, UAB

|         |                                     | Investment date | Activity  | Place of the residence   | Manager          |
|---------|-------------------------------------|-----------------|---|--------------------------|------------------|
| LITAGRA | Litagra, UAB                        | 2011            | Investments into agriculture companies  | Lithuania                | Gintaras Kateiva |
|         | Litagros Prekybos Centras,<br>UAB   |                 | Wholesale and retail<br>trade in plant protection<br>products, fertilizers,<br>seeds, compound feed<br>and crop | Lithuania Latvia Estonia | Adomas Grigaitis |
|         | Litagros Grudu Centras,<br>UAB      |                 | Elevator services and production of flour and feed  | Lithuania                | Vytautas Asaka   |
|         | Litagros Zemes Ukio<br>Centras, UAB |                 | Crop and livestock production   | Lithuania                | Vaidas Navickas  |

INVALDA"

• More information on the services and activity of the sector is provided on www.litagra.lt; www.litagragroup.lt



<sup>\*</sup>The effective part in Litagra, UAB owned by Invalda LT, AB equaled to 20.1% on 31 March 2014 and since 28 May 2014 equals to 36.9 percent.

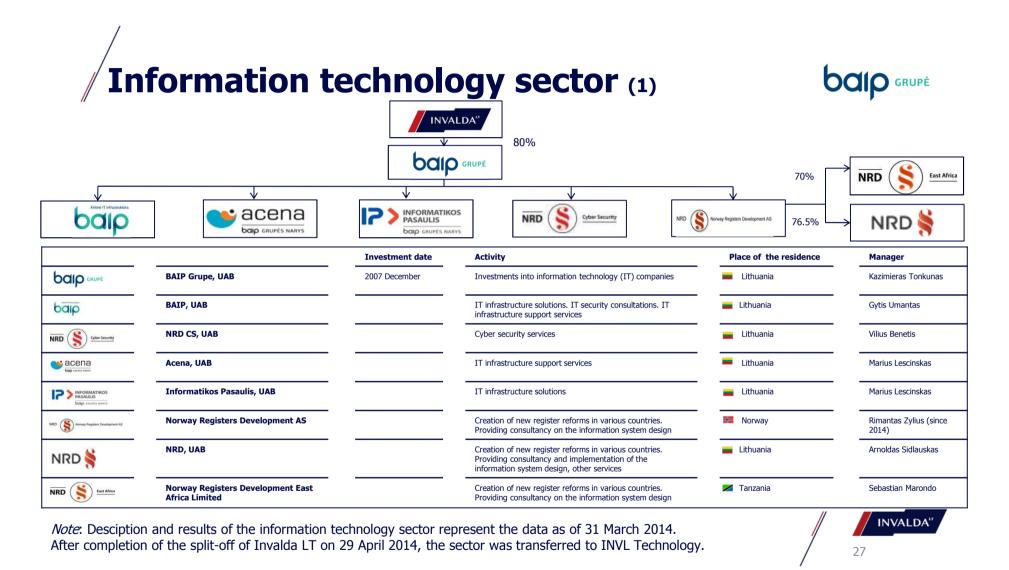




| million litas   | 3 months of 2013 | 3 months of 2014 | Change | Change, % |
|---|------------------|------------------|--------|-----------|
| Sales   | 72.3             | 67.0             | (5.3)  | (7.3)     |
| EBITDA  | 3.7              | 2.7              | (1.0)  | (27)      |
| Net result, according to the data provided by the company | 0.8              | (0.3)            | (1.1)  | -         |



<sup>•</sup> More information on the services and activity of the sector is provided on www.litagra.lt; www.litagragroup.lt



### Information technology sector (2)



| million litas | 3 months of 2013 | 3 months of 2014 | Change | Change, % |
|---------------|------------------|------------------|--------|-----------|
| Sales         | 8.7              | 10.1             | 1.4    | 16.1      |
| EBITDA        | 0.6              | 1.1              | 0.5    | 83.3      |
| Net profit    | 0.0              | 0.3              | 0.3    | -         |

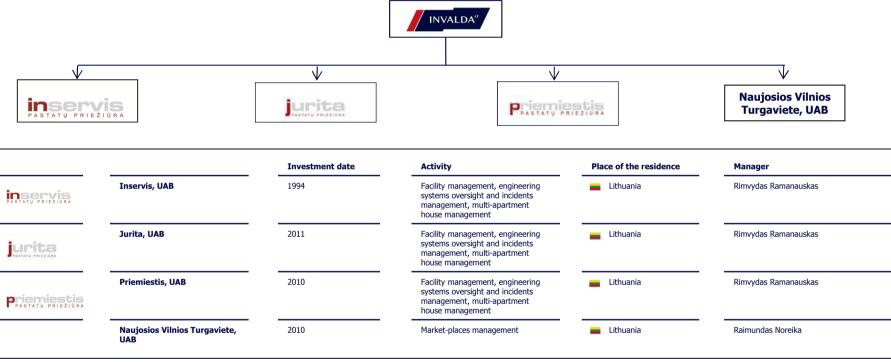
*Note*: Desciption and results of the information technology sector represent the data as of 31 March 2014. After completion of the split-off of Invalda LT on 29 April 2014, the sector was transferred to INVL Technology, AB.

• More information on the services and activity of the sector is provided on – www.baipgrupe.lt; www.baip.lt; www.nrd.no; www.nrd.lt; www.nrd.co.tz; www.nrdcs.lt



### Facility management sector (1)





• More information about services and activity is provided on the web pages www.inservis.lt; www.jurita.lt; www.priemiestis.lt





## Facility management sector (2)

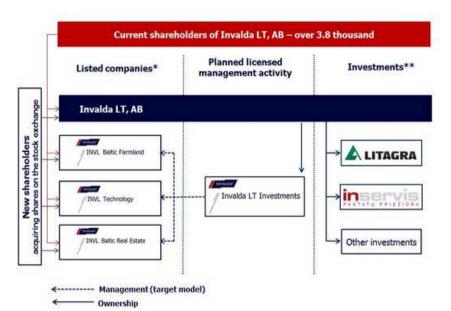


| million litas | 3 months of 2013 | 3 months of 2014 | Change | Change, % |
|---------------|------------------|------------------|--------|-----------|
| Sales         | 3.2              | 4.5              | 1.3    | 40.6      |
| EBITDA        | 0.0              | 0.7              | 0.7    | -         |
| Net profit    | (0.2)            | 0.4              | 0.6    | -         |

# Company events after the reporting period



#### Reorganisation of the company (1)



- \* Companies INVL Baltic Farmland, AB, INVL Technology, AB and INVL Baltic Real Estate, AB will be listed since 4 June 2014.
- \*\* On 28 May 2014 Invalda LT, AB completed a transaction regarding sale of 45.4 percent stake in Vilniaus Baldai, AB to the company Invalda Privatus Kapitalas, AB.

- Reorganisation of Invalda LT, AB was completed on 29 April 2014. Three newly established companies INVL Baltic Farmland, INVL Baltic Real Estate and INVL Technology operate in the market.
- Newly established companies will apply for closed-end investment company licenses and will be similar to closed-end funds.
- The authorised capital of Invalda LT, AB after the split - off amounts to LTL 11.866 million (EUR 3.44 million), INVL Baltic Real Estate - LTL 7.044 million (EUR 2.04 million), INVL Baltic Farmland -LTL 3.294 million (EUR 0.954 million) and INVL Technology - LTL 592.7 thousand (EUR 171.6 thousand).
- Presentations of the companies will be published until they start listing.

32

### Reorganization of the company (2)

- Shares of the newly established companies will to be quoted on the NASDAQ OMX Vilnius Exchange since 4 June.
- The shareholders of Invalda LT proportionally to their owned amount of shares participate in the capital of the new companies.
  - 52.05 % of owned shares stay in Invalda LT, 14.45% were given in INVL Baltic Farmland, 30.9% - in INVL Baltic Real Estate and 2.6% in INVL Technology.



# **Assets of Invalda LT**

| Assets   | LTL million | Description   |
|--|-------------|---|
| Investment into asset management business  | 1.4         | Shares in Invalda LT Investments  |
| Other investments  | 79.1        |   |
| - Investment into Litagra, carrying amount   | 45.6        | According to the last deal value of Litagra shares equals to LTL 53.1 million                   |
| <ul> <li>Loans to companies of INVL Baltic Real Estate</li> </ul>                  | 15.4        |   |
| <ul> <li>Loans to companies of INVL Technology</li> </ul>                          | 9.6         |   |
| <ul> <li>Investments into companies of facilities<br/>management sector</li> </ul> | 4.2         | Shares of the companies of Inservis group and loans granted to these companies; carrying amount |
| <ul> <li>Investment into listed shares</li> </ul>                                  | 4.3         | Market value  |
| Deferred income tax assets   | 7.2         |   |
| Other assets and investments   | 9.5         |   |
| Cash   | 46.7        | Cash and received amount for Vilniaus Baldai shares minus liabilities                           |
| Total amount   | 143.9       |   |

### Disclaimer

- The presentation was prepared by Invalda LT, AB.
- Preliminary consolidated and company's financial statements of Invalda LT, AB for 3 months of 2014 were used in the presentation.
- Data provided here is for information purposes only.
- The information provided here is not a recommendation or solicitation to buy or sell any securities of Invalda LT, AB or companies related to Invalda LT, AB.
- Invalda LT, AB does not take responsibility for the actions any third parties made based only on information provided here.
- Group composition charts are simplified. Invalda LT, AB owns 100% in the companies if not stated otherwise.
- Since 22 November 2010, shares of the listed companies are traded only in Euros (€) on NASDAQ OMX Vilnius stock exchange, therefore all information related to the securities trading is provided in Euros (€).
- Management company and closed-end investment companies need licensed issued by the Bank of Lithuania. There are no guarantees these licenses will be issued.