VENTSPILS NAFTA TERMINĀLS

Lars Pantzlaff

Managing Director

Company Overview

Our Terminal

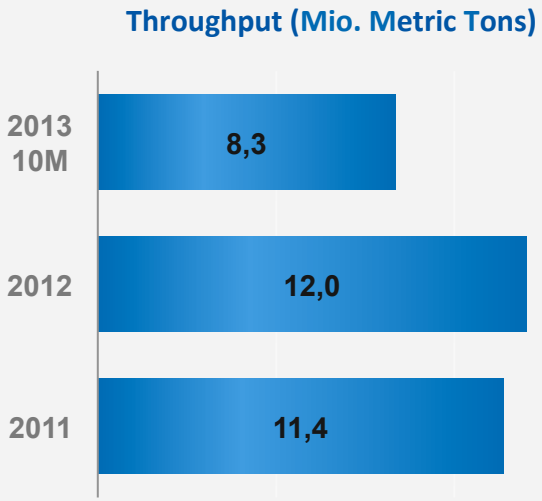
- 105 Hectare
- 1,195,000 m^3 Storage Capacity
- 105 Shore Tanks
- 122 Pumps
- 2,200 Automatic Valves
- Use of 4 Berths (up to 16.5 m draft)
- 3 Rail Tank Car Unloading Stations
- 2 Pipeline Connections
- Fully Automated Operations
- Handling of various Gasoline & Gasoil Grades

Our People

- 286 Full-time Employees
- 24/7 Operations organized in 4 shifts
- Management headed by a single Board Member
- 6 Management Team Members

Business Update

- After record throughputs in 2012, lower throughput in H2 of 2013 due to market volatility:
  - Ukrainian shortage of light products;
  - Favorable pricing in Black Sea market;
  - US Exports to Europe.



- Pump Station #4 commissioned / Railway Rack #1 demolished;
- Numerous internal / external Audits revealing good results.

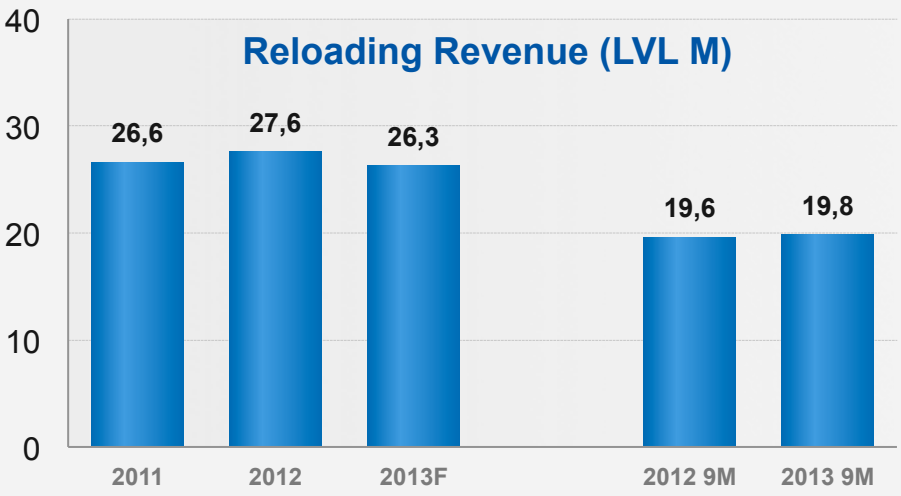
Sustainability Index 2013
- Silver Award -

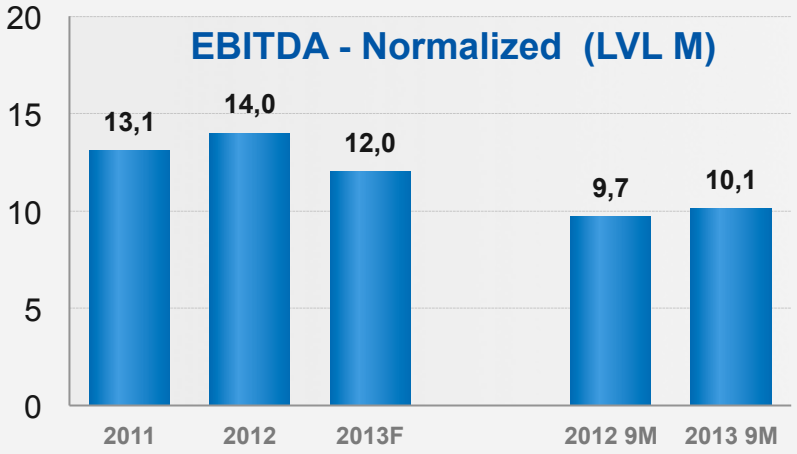
Riga Technical University
- Cooperation Agreement -

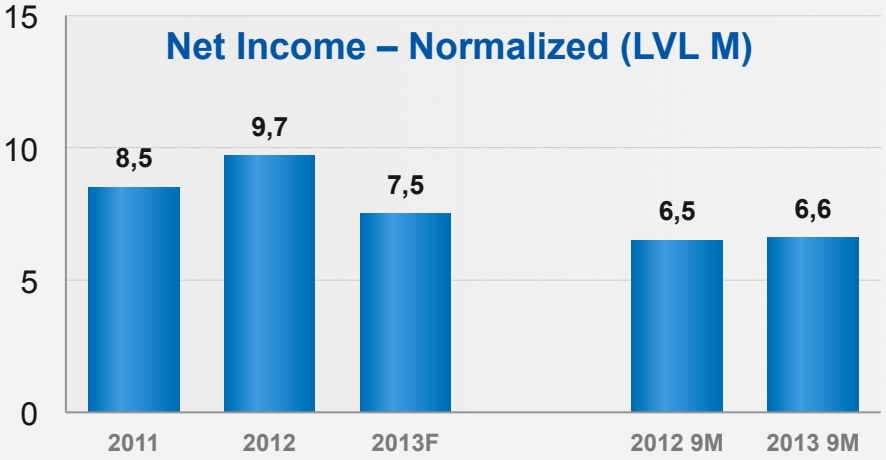
LDDK
- Employer of the Year 2013 (Kurzemes) -

Financial Performance

- 9 Month Revenue above same period 2012;
- Normalized 9 Month EBITDA 5% above 2012;
- Normalized 9 month Net Income above 2012;
- Full Year projected to be below two last years due to throughput fall and related year-end income fall.







VENTSPILS NAFTA TERMINĀLS

Vision / Prospects

- Continue to deliver sound financial results while economic conditions will be more uncertain;
- Ongoing optimization as an inevitable part of today's business / flexibility to adapt to ever changing market conditions;
  - Automate processes
  - Flexible / efficient operations
  - Multifunctional employees
- Implement Vapor Recovery System in area of jetties to facilitate business development.