

# GASUM GROUP INTERIM REPORT

Q1 2018

# GASUM'S RESULTS IMPROVED IN ALL BUSINESS FUNCTIONS

## KEY FIGURES AND EVENTS FOR JANUARY 1 TO MARCH 31, 2018

- Revenue €390.5 million, up 23.4% year on year (2017: €316.4 million)
- Sales of Natural gas business €322.4 million (2017: €249.5 million)
- Sales of LNG business €55.5 million (2017: €54.9 million)
- Sales of Biogas business €12.3 million (€12.0 million)
- Operating profit €72.8 million (2017: €55.8 million)

### KEY FINANCIAL INDICATORS

€ million

|                                | 1-3/2018 | 1-3/2017 | Change | 1-12/2017 |
|--------------------------------|----------|----------|--------|-----------|
| Revenue                        | 390.5    | 316.4    | 23.4%  | 925.0     |
| Operating profit               | 72.8     | 55.8     | 30.6%  | 114.2     |
| Operating profit-%             | 18.6%    | 17.6%    |        | 12.3%     |
| Equity ratio                   | 41.2%    | 39.7%    |        | 41.6%     |
| Return on equity (%)*          | 14.6%    | 20.4%    |        | 13.7%     |
| Return on investment (%)*      | 10.1%    | 10.7%    |        | 9.1%      |
| Balance sheet total            | 1,565.5  | 1,484.9  | 5.4%   | 1,421.2   |
| Net interest-bearing debt      | 580.8    | 538.7    | 7.8%   | 585.9     |
| Gearing ratio                  | 90.0%    | 91.4%    |        | 99.2%     |
| Net debt/EBITDA*               | 3.1      | 2.7      | 14.0%  | 3.2       |
| Personnel at the end of period | 413      | 406      | 1.7%   | 409       |

\*Annualized



## **GASUM GROUP CEO JOHANNA LAMMINEN COMMENTS ON THE FIRST QUARTER OF 2018:**

"Our Group's financial performance improved in line with our expectations during Q1. Our revenue increased by 23.4%, enabled by growth in every one of our business areas of Natural gas, LNG and Biogas. In accordance with our strategy, we promoted cleaner transport on land and at sea.

The consumption of natural gas did, however, increase by 13%, mainly due to the cold spell experienced in February. Natural gas is a logistically flexible form of energy the use of which is easy and quick to control. Natural gas enables significant emission cuts compared with coal and oil and acts as a bridge to a low-carbon future while the alternative energy market is still developing to its full potential. This makes us well-equipped to continue preparations for the opening up of the Finnish gas market from the beginning of 2020.

Gas-powered mobility continued its growth in land and maritime transport in particular. Demand for liquefied natural gas (LNG) has increased in Nordic shipping. Our LNG business performed bunkering operations at an accelerating pace. LNG is the cleanest available fuel for maritime transport. It is rapidly becoming a more and more commonly used cost-effective option suitable for all types of vessel. Switching to LNG fully eliminates sulfur and particulate emissions and cuts nitrogen oxide emissions by up to 85%. LNG use also reduces carbon dioxide emissions by at least 20%. Using LNG as a marine fuel also makes vessels compliant with the coming emission regulations of the International Maritime Organization (IMO) and the EU. The completion of our Northern joint project, the Manga LNG terminal, is getting very close, and we are preparing for the launch of the terminal's commercial use.

We also strengthened our gas filling station network by opening a station for gas-fueled cars in conjunction with the IKEA store in Espoo, Finland. The new filling station was an important new move and part of the circular economy collaboration between Gasum and IKEA Finland where biogas is produced from food waste of Finland's IKEA restaurants. In this context, gas filling stations are also constructed at IKEA stores, enabling the use of biogas in IKEA Finland's own operations as well as for its transport partners and consumers. We also launched the expansion of the heavy-duty vehicle filling station network into the Nordics in Sweden and Norway."

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### **FOR FURTHER INFORMATION**

#### **PLEASE CONTACT:**

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### **GASUM IN BRIEF**

The energy company Gasum is a Nordic gas sector expert. Together with its partners, Gasum is building a bridge towards a carbon-neutral society on land and at sea. Gasum imports natural gas to Finland and promotes the circular economy by processing waste and producing biogas and recycled nutrients in Finland and Sweden. The company offers energy to heat and power production, industry and road and maritime transport. Gasum is the leading supplier of biogas in the Nordic countries. The company has gas filling stations network that also serves heavy-duty vehicles. The Gasum subsidiary Skangas is the leading liquefied natural gas (LNG) player in the Nordic market. The company continues to strengthen the position and infrastructure of LNG and supplies LNG to maritime transport, industry and heavy-duty vehicles in Finland, Sweden and Norway.

**'Cleanly with natural energy gases' – [gasum.com](http://gasum.com)**

## OPERATING ENVIRONMENT

Finland aims to phase out carbon use in energy production by 2029. Measures planned by the Government to achieve this include amending the taxation of combined heat and power (CHP) production so that the competitiveness of natural gas against coal will improve. This would contribute towards reductions in coal use particularly in the Helsinki Metropolitan Area without new further investments. The details of the tax amendments are currently undergoing preparation by public officials and, if realized, would take effect at the beginning of 2019.

The position of gas as a road vehicle fuel has continued to strengthen. In the first months of the year, more gas-fueled vehicles were registered in Finland. In addition to extensive positive media attention and the improved selection of vehicles and filling station infrastructure, the increase in the number of gas vehicles was accelerated by the fixed-term Act on the scrapping incentive and on support for gas car conversions that entered into force at the beginning of 2018.

The number of LNG-fueled vessels has continued to increase globally in maritime transport, although the total market share is still rather modest. In addition to maritime transport, LNG is regarded in Europe as a valid option for heavy-duty vehicles. As part of its promotion of alternative propulsion systems, the European Commission is likely to continue granting investment support for the promotion of the distribution infrastructure for LNG-fueled road and maritime transport in the coming years. In addition, EU Member States are promoting a transition in heavy-duty transport into LNG use through national support mechanisms. In early 2018, the Swedish Environmental Protection Agency granted Gasum around €9.3 million in investment subsidy enabling the construction of up to 16 new LNG filling stations for heavy-duty vehicles in Sweden.

On January 17, the European Parliament voted on the Renewable Energy Directive creating a framework for promoting renewable energy until 2030. As regards biogas, the proposed Directive is on the whole favorable and will continue to facilitate efforts to boost the position of biogas in the various segments.

## GASUM'S STRATEGY IS TO EXPAND THE GAS MARKET

Gasum is purposefully advancing its strategy of expanding the gas market and building a bridge towards a carbon-neutral society on land and at sea in the changing operating environment. Renewal is a key element of Gasum's strategy. Gasum's mission is 'Cleaner energy' and our vision is 'Leading the Nordic gas ecosystem'. The four components of the strategy form the foundation of our operations: promoting sustainable development, selling competitive gas, developing a smart gas system and building a new Gasum.

The period under review saw several actions to promote the strategy. The unbundling of transmission activities required by Finland's new Natural Gas Market Act has been taken forward, and advocacy work has been conducted in accordance with the strategy relating to the taxation of natural gas. Gasum intends to expand the filling station network to also serve heavy-duty vehicles in Sweden and Norway thanks to the investment support received. The new LNG carrier Coral EnergyICE was taken into service to strengthen shipping capacity and supply security, including in demanding weather conditions. In accordance with the company's human resource management focal areas, Gasum will continue the development of employee wellbeing, good management and leadership, and safety and security.

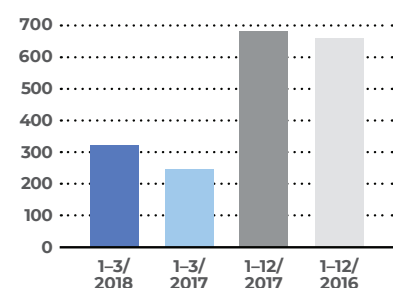
## BUSINESS DEVELOPMENT IN Q1 OF 2018

The Gasum Group's revenue for January 1 to March 31, 2018 totaled €390.5 million, up 23.4% year on year (2017: €316.4 million). The Group's operating profit was €72.8 million (2017: €55.8 million) and operating profit margin 18.6% (2017: 17.6%). The Group's operating profit was affected by the good performance of all business units, Natural gas, LNG and Biogas. Revenue increased in all business units in Q1 as presented in the below tables.

## REVENUE BY BUSINESS UNIT Q1/2018

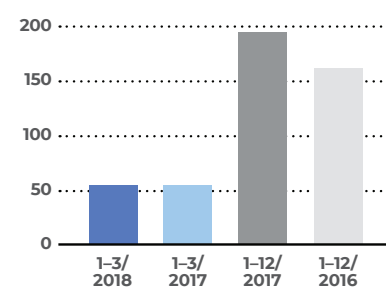
### NATURAL GAS

€ million



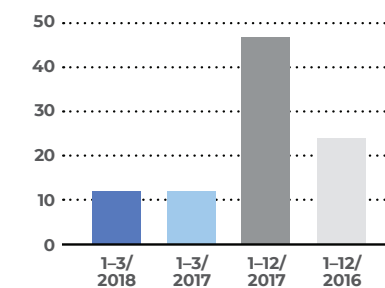
### LNG

€ million



### BIOGAS

€ million



## NATURAL GAS BUSINESS

Natural gas consumption totaled 9.3 TWh in Q1, up 13% year on year (2017: 8.2 TWh) mainly due to the cold spell that began after mid-February. Gas consumption was greater than a year earlier in combined heat and power (CHP) production in particular. The cold period also resulted in the rolling 12-month average of natural gas consumption taking an upturn not seen for a long time and showing an increase of 2%. The peak day in the hourly consumption of gas was February 28 at more than 7,500 MWh/h.

The total consumption of natural gas also pushed the revenue of the Natural gas business unit up by 29.2% to €322.4 million (2017: €249.5 million).

Finland's new Natural Gas Market Act entered into force on January 1, 2018. Gasum has continued preparations for the opening up of the gas market scheduled to take place on January 1, 2020. The market rules were finalized in January, and the Ministry of Economic Affairs and Employment launched their consultation phase, which ended on April 6, 2018. The unbundling of transmission activities required by the Act has commenced in accordance with a plan drawn up in autumn 2017. Gasum's transmission business will be unbundled into a separate company using the ownership unbundling model by January 1, 2020.

As regards the entire year, natural gas consumption is anticipated to remain at the previous year's level, and security of supply has been excellent.

## LNG BUSINESS

In the LNG business, the positive development seen in 2017 in marine fuel market growth also continued strong during the period of under review. The revenue of the LNG business totaled €55.5 million (2017: €54.9 million). Revenue growth was also affected by the commissioning of the bunkering vessel *Coralius* that was completed last year. This resulted in an increase in the number of ship-to-ship bunkering operations in the North Sea, Skagerrak area and the Baltic Sea. Ship-to-ship bunkering competencies provide a clear competitive advantage for the business. The vessel strengthens Gasum's position as the leading player in the small-scale LNG market.

The sales volumes of the LNG business unit during the period under review totaled 1.6 TWh, which is at the same level as during the corresponding period a year earlier. The revenue of the business unit accounted for 14% of the Group revenue and the share is expected to increase.

January 2018 saw the naming ceremony of the world's first Ice Class 1A Super LNG carrier with 18,000 cbm capacity, *Coral EnergICE*. Designed and built to operate in the Baltic Sea conditions, *Coral EnergICE* will be used to transport LNG to the LNG terminal in Pori and the Manga LNG import terminal in Tornio, Finland. The new vessel enables disruption-free deliveries in all weather conditions.

Progress is made and the preparation for the launch of the terminal's commercial use starts in the construction of the Manga LNG Oy's natural gas import terminal as a joint venture at the Røyttä Harbor of Port of Tornio, Finland. The Gasum subsidiary Skangas partners in the project with Outokumpu, SSAB Europe and EPV Energy.

The Energy Authority has confirmed the Pori LNG Terminal Regulations required by law. The Regulations contain provisions including the conditions for the use of the terminal by third parties.

## BIOGAS BUSINESS

The Biogas business reported revenue at €12.3 million for the period under review (2017: €12.0 million). Developing the biogas market and the transport use of gas and increasing biogas production capacity are key elements of the Gasum strategy.

During the period under review, the business extended its highly popular 2017 fixed-price biogas campaign for private car users for another year. According to the Vehicular and Driver Data Register, another 588 gas-fueled vehicles were registered for use in Finland during the period under review (total for 2017: 1,234). The increase in the number of gas vehicles was also boosted by the scrapping incentive and support for gas car conversions providing incentives for sustainable environmental decisions. The business also opened a new gas filling station in conjunction with the IKEA store in Espoo, Finland. According to the cooperation agreement between Gasum and IKEA Finland, environmentally friendly biogas will be produced from food waste generated at all of Finland's IKEA restaurants, and gas filling stations will be constructed in conjunction with the stores.

The Swedish Environmental Protection Agency granted Gasum an investment subsidy of around €9.3 million (SEK92.6 million) for the expansion of the filling station network to also service heavy-duty vehicles from its Climate Leap ('Klimatklivet') program. This investment subsidy will enable the construction of up to 16 new liquefied natural gas (LNG) filling stations in Sweden.

Gasum wants to increase renewable fuel use in cars and heavy-duty vehicles in accordance with Finland's National Energy and Climate Strategy published in late 2016. The expansion of the filling station network will continue further in 2018, and the company will construct filling stations for transport nodes in Finland and for heavy-duty transport in Sweden and Norway. Sales of the Biogas business amounted to 146 GWh, enough to cover the consumption of 10,000 cars for a year.

The Biogas business entered into new circular economy partnerships with industrial companies at the beginning of 2018. Meat processing company Lihajaloste Korpela Oy will switch to biogas in the production of processed meat products at its plant in Huittinen, Finland, in spring 2018. Gasum will deliver biogas made from local waste in tanks as the plant is located outside the gas pipeline network.

The Finnish Ministry of Economic Affairs and Employment granted Gasum €7.83 million in 'Bioeconomy and clean solutions' key project support for increased biogas production capacity. Gasum has looked into the opportunity to construct a biogas plant in Lohja, Finland. More detailed design and planning of the biogas plant project have now commenced.

## BALANCE SHEET AND FINANCIAL POSITION

The Group's balance sheet total at March 31, 2018 came to €1,565.5 million (December 31, 2017: €1,421.2 mil-

lion). The Group's financial position remained strong, with the equity ratio being 41.2% (December 31, 2017: 41.6%). The Group's borrowings from financial institutions totaled €429.5 million (December 31, 2017: €439.4 million) and other non-current liabilities €176.9 million (December 31, 2017: €127.2 million). The increase in other non-current liabilities and, consequently, the balance sheet total was mainly due to the LNG carrier Coral EnergiCE named in January and taken into service by the LNG business in March and the resulting finance lease liability.

### CAPITAL EXPENDITURE AND ACQUISITIONS

The Gasum Group's capital expenditure on intangible and tangible assets in Q1/2018 totaled €6.3 million (2017: €3.4 million), and most of this was to do with biogas plant expansion investments and the construction of new filling stations. Therefore the capital expenditure during the reporting period supports and promotes the implementation of the Gasum strategy in which the development of the biogas market and increasing production capacity are key elements.

During the period under review, Gasum received investment support totaling €4.3 million, targeted at currently ongoing investments as well as ones being launched.

### QUALITY, ENVIRONMENT AND SAFETY

Gasum's quality and environmental management systems were recertified during the period under review.

During the period, Gasum had one environmental non-conformity in Norway, a minor odorant leak causing odor nuisance in the environment. In addition, there were five smaller process disturbances on which corrective actions were taken.

The annual reports to the authorities and the Gasum Corporate Responsibility Report were completed during the period under review. Gasum reports comprehensively on responsibility issues in accordance with the Global Reporting Initiative (GRI) guidelines. The 2017 report covered for the first time the entire Gasum Group's business functions in Finland, Sweden and Norway. Energy-efficiency measures have been continued in the first months of the year.

There were two accidents resulting in time off work during the period under review. The company introduced a new application for preventive safety measures in late 2017. Due to this, the number of employees' safety observations and proposals for safety and security improvements is increasing significantly. Key Performance Indicators (KPIs) have been determined for the businesses regarding safety, security and the environment, and results are reported business-specifically on a monthly basis. An extensive internal safety campaign, 'I am Safety', was implemented at the beginning of the year. The campaign aim was to reinforce the Group's safety culture.

### RESEARCH AND PRODUCT DEVELOPMENT

During the period under review, the Group's research and product development focus was on supporting the company's biogas plant projects in Finland and biogas business development in Sweden. The company is also developing biomass treatment solutions and additional treatment of digestate for the further processing of recycled nutrients. The

circular economy and recycled nutrients are strongly at the core of Gasum's research and product development.

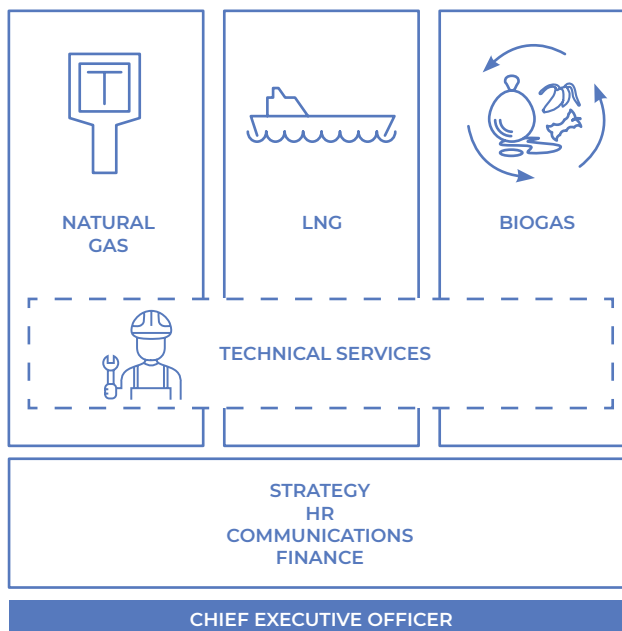
### PERSONNEL AND ORGANIZATION

At the end of the reporting period at March 31, 2018 the Gasum Group had 413 employees (March 31, 2017: 406). Of these, 58 worked in Sweden for the LNG and Biogas business function and 55 in Norway for the LNG business. The remaining 300 employees were based in Finland.

Renewal is a key element of the Gasum strategy and, over a relatively short period of time, the company has transformed from a Finnish to a Nordic company and expanded its business from being a natural gas supplier to a company also offering biogas and LNG. An extensive workplace community audit took place in the company in late 2017 and was completed during the period under review. In accordance with the human resource management focal areas, Gasum will continue the development of employee wellbeing, good management and leadership, and safety and security in cooperation with personnel.

During the period under review, the Gasum Group reformed its organization structure in response to the changing operating environment. The company now has three business units: Natural gas, LNG and Biogas. The internal service function, Technical Services, provides services required by the other business functions and also by other actors in the gas sector in a customer-driven manner. The figure below presents the new organization of the Gasum Group:

### GASUM GROUP ORGANIZATION



### OWNERSHIP STRUCTURE AND GOVERNANCE

Gasum is fully (100%) owned by the State of Finland. The shares are held at 73.5% by the state-owned Gasonia Oy and 26.5% directly by the State of Finland. There were no changes in shareholding during the period under review.

The Gasum Board of Directors comprises Chairman Juha Rantanen and ordinary members Jarmo Väisänen,

Timo Koponen, Päivi Pesola, Charlotte Loid, Elina Engman and Stein Dale. The composition of the Board of Directors did not change during the period under review. The Board's work is supported by the Audit Committee and the HR Committee.

## RISKS AND RISK MANAGEMENT

Gasum's business operations are exposed to market, strategic, political, financial and operational risks.

### Market risk

The main factors influencing Gasum's business performance are energy commodity prices globally and in the Nordic markets. Gasum hedges the open positions of energy products it sells according to the Gasum commodity risk policy using widely used instruments, as well as currency risks related to sales. The pricing of LNG for end customers follows international gas quotes as well as the sourcing of LNG. In case of more structured sales agreements, the open position is hedged throughout the external derivative market.

### Strategic and political risks

Gasum's strategy is to expand the gas market in the Nordic countries. Gasum aims to grow strongly in the coming years. Expanding the gas ecosystem involves investments in the gas infrastructure as well as partnering in the Nordic area.

Due to the Gasum strategy, the strategic risks relate to the environment, technology, customers and market changes, competition for talent and competence. Strategic risks are managed as part of the Group strategic planning framework according to Gasum's strategy annual clock as well as in the risk assessment and mitigation processes.

The political risk relating to the various Gasum businesses mainly relates to changes in EU and national regulation and, in particular, taxation. The company prepares for these risks by monitoring and actively participating in debate taking place concerning its operating environment. In addition, Gasum seeks to comprehensively draw attention to its viewpoints at the various levels of decision-making as regards the impacts of proposed amendments to regulation or taxation on developments in operating environment playing a key role for us.

### Financial and legislative risks

The financial risks can be divided into currency and interest rate risks, credit risks, taxation and legislation-related risks. The company uses standardized hedging instruments to protect against currency as well as interest rate risks.

In spring 2018, Gasum entered into an enhanced customer relationship with the Finnish Tax Office for Major Corporations, which supports the company's tax strategy and intent to be a responsible taxpayer. The aim is to participate continuously in the development of tax legislation and policies and to be involved in the development of a fair, clear and consistent tax system.

### Operational risks

Due to the nature of Gasum's business, Gasum is largely exposed to operational risks. Gasum distributes its gas through the pipeline network or by using containers. As the company's logistic operations take place both on land and at sea, it

exposes the company to the operational risk of disruption to customers' energy supply. The company monitors its operations, production and logistics on a daily basis, ensuring compliance related to environmental permits. Gasum's personnel operate on the ground and employee health and safety is therefore a top priority in mitigating operational risks.

## EVENTS OCCURRING AFTER THE PERIOD UNDER REVIEW

Gasum Ltd's Annual General Meeting was held in Helsinki on Friday April 13, 2018. The Annual General Meeting appointed the members of the Gasum Board of Directors for the next term of office. The current members Juha Rantanen, Stein Dale, Elina Engman, Timo Koponen, Päivi Pesola and Jarmo Väisänen were re-elected. Elisabet Salander Björklund was elected as a new Board member. Juha Rantanen was re-elected to chair the Board of Directors.

## FUTURE OUTLOOK

As a low-emission fuel, the role of gas will increase, particularly in maritime transport and heavy-duty road transport. Gas also offers industrial operators an excellent alternative in their efforts to achieve their emission targets.

Gasum's investments in the Nordic gas ecosystem will facilitate the company's growth. Gasum's new businesses (LNG and biogas) have already gained a good position in the market and will grow significantly in the future. The prolonged downward trend in natural gas volumes has been reversed and possible tax changes may have an impact on growth in gas demand within the area covered by the natural gas pipeline network, too.

The total sales volumes of gas are anticipated to grow, which will also ensure the positive development of the company's revenue and profitability.

## GASUM GROUP

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## Consolidated statement of income

€ million

|  | Note | 1-3/2018     | 1-3/2017     | 1-12/2017    |
|--|------|--------------|--------------|--------------|
| <b>Revenue</b>   |      | <b>390.5</b> | <b>316.4</b> | <b>925.0</b> |
| Other operating income   |      | 5.6          | 13.1         | 23.3         |
| Materials and services   |      | -289.6       | -227.4       | -678.5       |
| Personnel expenses   |      | -10.0        | -9.9         | -38.5        |
| Depreciations and amortization   | 3    | -14.1        | -25.7        | -68.1        |
| Other operating expenses   |      | -10.0        | -10.6        | -49.0        |
| Share of result from investments accounted for using the equity method |      | 0.4          | -0.1         | -0.1         |
| <b>Operating profit</b>  |      | <b>72.8</b>  | <b>55.8</b>  | <b>114.2</b> |
| Finance items - net  |      | -4.7         | -0.7         | -14.3        |
| <b>Profit before taxes</b>   |      | <b>68.2</b>  | <b>55.0</b>  | <b>99.9</b>  |
| Taxes  |      | -14.6        | -10.5        | -18.7        |
| <b>Profit for the period</b>   |      | <b>53.5</b>  | <b>44.5</b>  | <b>81.2</b>  |
| <b>Profit for the period attributable to:</b>                          |      |              |              |              |
| Owners of the parent   |      | 53.5         | 44.3         | 86.2         |
| Non-controlling interest   |      | 0.0          | 0.2          | -5.0         |

## Consolidated statement of comprehensive income

€ million

|   | 1-3/2018    | 1-3/2017    | 1-12/2017   |
|---|-------------|-------------|-------------|
| <b>Profit for the period</b>                                      | <b>53.5</b> | <b>44.5</b> | <b>81.2</b> |
| Other comprehensive income  |             |             |             |
| Items that will not be reclassified to profit or loss             |             |             |             |
| Remeasurements of post-employment benefits                        | 0.0         | 0.0         | -0.1        |
| Items that may be reclassified subsequently to profit or loss     |             |             |             |
| Translation differences   | 0.8         | -0.7        | -6.2        |
| <b>Total comprehensive income for the period</b>                  | <b>54.4</b> | <b>43.8</b> | <b>74.9</b> |
| <b>Total comprehensive income for the period attributable to:</b> |             |             |             |
| Owners of the parent  | 54.3        | 43.6        | 79.9        |
| Non-controlling interest  | 0.0         | 0.2         | -5.0        |



# Consolidated balance sheet

€ million

|                                  | Note | 31.3.2018      | 31.3.2017      | 31.12.2017     |
|----------------------------------|------|----------------|----------------|----------------|
| <b>ASSETS</b>                    |      |                |                |                |
| <b>Non-current assets</b>        |      |                |                |                |
| Intangible assets                | 3    | 215.4          | 221.3          | 216.8          |
| Tangible assets                  | 3    | 1,011.8        | 942.4          | 949.8          |
| Equity-accounted investments     |      | 10.9           | 11.3           | 10.5           |
| Available-for-sale investments   |      | 0.0            | 0.1            | 0.0            |
| Derivative financial instruments | 5    | 0.8            | 0.5            | 1.5            |
| Other non-current assets         |      | 0.4            | 4.5            | 0.4            |
| <b>Total non-current assets</b>  |      | <b>1,239.4</b> | <b>1,180.1</b> | <b>1,179.0</b> |
| <b>Current assets</b>            |      |                |                |                |
| Inventories                      |      | 97.9           | 119.7          | 98.7           |
| Derivative financial instruments | 5    | 0.9            | 1.1            | 0.8            |
| Trade and other receivables      | 4    | 202.5          | 136.7          | 139.9          |
| Current tax assets               |      | 0.2            | 0.2            | 0.1            |
| Cash and cash equivalents        |      | 24.6           | 47.2           | 2.7            |
| <b>Total current assets</b>      |      | <b>326.1</b>   | <b>304.8</b>   | <b>242.2</b>   |
| <b>Total assets</b>              |      | <b>1,565.5</b> | <b>1,484.9</b> | <b>1,421.2</b> |

# Consolidated balance sheet

€ million

|  | Note | 31.3.2018      | 31.3.2017      | 31.12.2017     |
|--|------|----------------|----------------|----------------|
| <b>EQUITY AND LIABILITIES</b>                            |      |                |                |                |
| Share capital  |      | 178.3          | 178.3          | 178.3          |
| Retained earnings  |      | 378.9          | 320.3          | 292.7          |
| Profit (loss) for the period                             |      | 53.5           | 44.3           | 86.2           |
| Translation differences                                  |      | -3.5           | 1.2            | -4.4           |
| <b>Total equity attributable to owners of the parent</b> |      | <b>607.2</b>   | <b>544.1</b>   | <b>552.8</b>   |
| Non-controlling interest                                 |      | 38.1           | 45.6           | 38.0           |
| <b>Total equity</b>                                      |      | <b>645.2</b>   | <b>589.7</b>   | <b>590.9</b>   |
| <b>Liabilities</b>                                       |      |                |                |                |
| <b>Non-current liabilities</b>                           |      |                |                |                |
| Loans  | 6    | 409.7          | 449.3          | 409.6          |
| Other non-current liabilities                            |      | 176.9          | 119.6          | 127.2          |
| Derivative financial instruments                         | 5    | 3.6            | 3.9            | 5.4            |
| Deferred tax liabilities                                 |      | 78.1           | 91.0           | 76.9           |
| Provisions   |      | 10.0           | 9.4            | 10.0           |
| Post-employment benefits                                 |      | 7.4            | 7.5            | 7.4            |
| <b>Total non-current liabilities</b>                     |      | <b>685.8</b>   | <b>680.7</b>   | <b>636.5</b>   |
| <b>Current liabilities</b>                               |      |                |                |                |
| Loans  | 6    | 19.8           | 19.8           | 29.7           |
| Derivative financial instruments                         | 5    | 3.2            | 1.5            | 2.8            |
| Trade and other current liabilities                      | 7    | 201.2          | 178.4          | 143.9          |
| Current tax liabilities                                  |      | 10.3           | 14.9           | 17.4           |
| <b>Total current liabilities</b>                         |      | <b>234.5</b>   | <b>214.5</b>   | <b>193.8</b>   |
| <b>Total liabilities</b>                                 |      | <b>920.3</b>   | <b>895.2</b>   | <b>830.3</b>   |
| <b>Total equity and liabilities</b>                      |      | <b>1,565.5</b> | <b>1,484.9</b> | <b>1,421.2</b> |

# Consolidated statement of changes in equity

€ million

|  | Attributable to owners of the parent |                   |                         |              | Non-controlling interest | Total equity |
|--|--------------------------------------|-------------------|-------------------------|--------------|--------------------------|--------------|
|  | Share capital                        | Retained earnings | Translation differences | Total        |                          |              |
| Equity at January 1, 2018                        | 178.3                                | 378.9             | -4.4                    | 552.8        | 38.0                     | 590.9        |
| Profit for the period                            |                                      | 53.5              |                         | 53.5         | 0.0                      | 53.5         |
| Other comprehensive income                       |                                      |                   |                         |              |                          |              |
| Translation differences                          |                                      |                   | 0.8                     | 0.8          |                          | 0.8          |
| <b>Total comprehensive income for the period</b> |                                      | <b>53.5</b>       | <b>0.8</b>              | <b>54.3</b>  | <b>0.0</b>               | <b>54.4</b>  |
| <b>Equity at March 31, 2018</b>                  | <b>178.3</b>                         | <b>432.4</b>      | <b>-3.5</b>             | <b>607.2</b> | <b>38.1</b>              | <b>645.2</b> |

|  | Attributable to owners of the parent |                   |                         |              | Non-controlling interest | Total equity |
|--|--------------------------------------|-------------------|-------------------------|--------------|--------------------------|--------------|
|  | Share capital                        | Retained earnings | Translation differences | Total        |                          |              |
| Equity at January 1, 2017                        | 178.3                                | 370.3             | 1.8                     | 550.4        | 45.4                     | 595.9        |
| Profit for the period                            |                                      | 44.3              |                         | 44.3         | 0.2                      | 44.5         |
| Other comprehensive income                       |                                      |                   |                         |              |                          |              |
| Translation differences                          |                                      |                   | -0.7                    | -0.7         |                          | -0.7         |
| <b>Total comprehensive income for the period</b> |                                      | <b>44.3</b>       | <b>-0.7</b>             | <b>43.6</b>  | <b>0.2</b>               | <b>43.8</b>  |
| Profit distribution                              |                                      | -50.0             |                         | -50.0        |                          | -50.0        |
| <b>Equity at March 31, 2017</b>                  | <b>178.3</b>                         | <b>364.6</b>      | <b>1.2</b>              | <b>544.1</b> | <b>45.6</b>              | <b>589.7</b> |

# Condensed consolidated statement of cash flows

€ million

|   | 1-3/2018     | 1-3/2017     | 1-12/2017     |
|---|--------------|--------------|---------------|
| <b>Cash flows from operating activities</b>                                   |              |              |               |
| Profit before taxes   | 68.2         | 55.0         | 99.9          |
| Adjustments   |              |              |               |
| Depreciation and amortization   | 14.1         | 25.7         | 68.1          |
| Finance items - net   | 4.7          | 0.7          | 14.3          |
| Unrealized gains/losses from financial instruments                            | -1.1         | -0.7         | 3.9           |
| Other non-cash items  | 1.3          | -7.1         | -14.2         |
| Change in working capital   | 13.1         | 43.7         | 46.0          |
| <b>Cash inflow from operating activities before financial items and taxes</b> | <b>100.2</b> | <b>117.4</b> | <b>217.9</b>  |
| Cash flow from financial items and taxes                                      | -25.5        | -15.0        | -40.4         |
| <b>Net cash flows from operating activities</b>                               | <b>74.7</b>  | <b>102.4</b> | <b>177.5</b>  |
| <b>Net cash flows from investing activities</b>                               | <b>-1.7</b>  | <b>2.3</b>   | <b>-6.0</b>   |
| <b>Cash flows from financing activities</b>                                   |              |              |               |
| Proceeds from borrowings  | 0.0          | 11.9         | 23.3          |
| Repayments of borrowings  | -50.4        | -92.5        | -164.6        |
| Increase/decrease of finance lease liabilities                                | -0.8         | -0.4         | -1.0          |
| Dividends paid  | 0.0          | 0.0          | -50.0         |
| <b>Net cash flows from financing activities</b>                               | <b>-51.2</b> | <b>-80.9</b> | <b>-192.3</b> |
| <b>Net decrease (-)/increase (+) in cash and cash equivalents</b>             | <b>21.9</b>  | <b>23.8</b>  | <b>-20.8</b>  |
| Cash and cash equivalents at the beginning of the period (Dec 31)             | 2.7          | 23.4         | 23.4          |
| Cash and cash equivalents at the end of the period                            | 24.6         | 47.2         | 2.7           |

# Notes to interim consolidated financial statement

## 1. ACCOUNTING POLICIES

This interim report has been prepared in accordance with the IAS 34 *Interim Financial Reporting* standard. Excluding the below changes to accounting policies, the accounting policies and accounting methodology used for the Group's previous annual financial statements are applied to the interim financial statements. The information published in the interim report is unaudited. The following new standards were taken into use on January 1, 2018:

- IFRS 9 *Financial instruments*. The standard replaced IAS 39 *Financial Instruments: Recognition and Measurement*. The standard contains new requirements for the classification, measurement, impairment and hedge accounting of financial instruments. The change had no impact on the interim report.
- IFRS 15 *Revenue from Contracts with Customers*. The new standard determines a five-step model for the recognition of revenue earned from contracts with customers. The revenue recognized is the amount the company expects to be entitled to when it transfers control over a product or service to a customer. The standard did not have a material impact on the recognition of Gasum's sales revenue or on the interim report.

## 2. TREASURY SHARES

The Group does not hold any treasury shares of the parent.

## 3. CHANGE IN INTANGIBLE AND TANGIBLE ASSETS

€ million

|  | 31.3.2018      | 31.3.2017      | 31.12.2017     |
|--|----------------|----------------|----------------|
| <b>Net book value at the beginning of the period</b> | <b>1,166.6</b> | <b>1,148.8</b> | <b>1,148.8</b> |
| Depreciation and amortization                        | -14.1          | -25.7          | -68.1          |
| Additions  | 73.7           | 3.4            | 58.9           |
| Investment subvention received                       | 0.0            | -0.9           | -0.9           |
| Business acquisitions                                | 0.0            | 42.9           | 49.6           |
| Business disposals                                   | 0.0            | -1.5           | -1.5           |
| Reclassifications                                    | 0.0            | -0.4           | 0.9            |
| Disposals (incl. accumulated depreciation)           | -0.2           | -1.4           | -3.0           |
| Effect of movements in exchange rates                | 1.3            | -1.4           | -18.3          |
| <b>Net book value at the end of the period</b>       | <b>1,227.2</b> | <b>1,163.7</b> | <b>1,166.6</b> |

## 4. TRADE AND OTHER RECEIVABLES

€ million

|                                       | 31.3.2018    | 31.3.2017    | 31.12.2017   |
|---------------------------------------|--------------|--------------|--------------|
| Trade receivables                     | 188.9        | 120.2        | 126.8        |
| Accrued income                        | 6.0          | 2.0          | 4.1          |
| Other short-term receivables          | 7.6          | 13.5         | 8.9          |
| Receivables from associated companies | 0.0          | 1.0          | 0.0          |
| <b>Total</b>                          | <b>202.5</b> | <b>136.7</b> | <b>139.9</b> |

## 5. DERIVATIVE FINANCIAL INSTRUMENTS

€ million

|                                  | 31.3.2018  |             | 31.12.2017 |             |
|----------------------------------|------------|-------------|------------|-------------|
|                                  | Assets     | Liabilities | Assets     | Liabilities |
| Interest rate derivatives        | 0.1        | 2.0         | 0.7        | 2.3         |
| Commodity derivatives            | 0.6        | 0.5         | 0.5        | 0.7         |
| Currency derivatives             | 1.0        | 4.4         | 1.1        | 5.2         |
| <b>Total</b>                     | <b>1.7</b> | <b>6.9</b>  | <b>2.3</b> | <b>8.2</b>  |
| <b>Less non-current portion:</b> |            |             |            |             |
| Interest rate derivatives        | 0.0        | 2.0         | 0.6        | 2.3         |
| Commodity derivatives            | 0.0        | 0.0         | 0.0        | 0.0         |
| Currency derivatives             | 0.7        | 1.6         | 0.9        | 3.1         |
| <b>Non-current portion</b>       | <b>0.8</b> | <b>3.6</b>  | <b>1.5</b> | <b>5.4</b>  |
| <b>Current portion</b>           | <b>0.9</b> | <b>3.2</b>  | <b>0.8</b> | <b>2.8</b>  |

## 6. LOANS

€ million

|                                   | 31.3.2018    | 31.3.2017    | 31.12.2017   |
|-----------------------------------|--------------|--------------|--------------|
| <b>Non-current</b>                |              |              |              |
| Loans from financial institutions | 409.7        | 449.3        | 409.6        |
| <b>Total</b>                      | <b>409.7</b> | <b>449.3</b> | <b>409.6</b> |
| <b>Current</b>                    |              |              |              |
| Loans from financial institutions | 19.8         | 19.8         | 19.7         |
| Commercial papers                 | 0.0          | 0.0          | 10.0         |
| <b>Total</b>                      | <b>19.8</b>  | <b>19.8</b>  | <b>29.7</b>  |
| <b>Total loans</b>                | <b>429.5</b> | <b>469.0</b> | <b>439.4</b> |

## 7. TRADE PAYABLES AND OTHER CURRENT LIABILITIES

€ million

|                           | 31.3.2018    | 31.3.2017    | 31.12.2017   |
|---------------------------|--------------|--------------|--------------|
| Trade payables            | 133.9        | 61.7         | 60.6         |
| Other liabilities         | 39.1         | 86.5         | 41.6         |
| Accrued expenses          | 25.7         | 29.0         | 16.1         |
| Bank overdraft facility   | 0.0          | 0.0          | 23.2         |
| Finance lease liabilities | 2.5          | 1.3          | 2.4          |
| <b>Total</b>              | <b>201.2</b> | <b>178.4</b> | <b>143.9</b> |

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