Neste Corporation Half-Year Financial Report January-June 2019

## Neste's Half-Year Financial Report for January-June 2019

## Strong result supported by record sales in Renewable Products

## Second quarter in brief:

- Comparable operating profit totaled EUR 367 million (EUR 277 million)
- Operating profit totaled EUR 358 million (EUR 172 million)
- Renewable Products' comparable sales margin was USD 568/ton (USD 508/ton)
- Oil Products' total refining margin was USD 9.42/bbl (USD 11.75/bbl)
- Marketing \& Services' comparable operating profit was EUR 25 million (EUR 20 million)
- Cash flow before financing activities was EUR 132 million (EUR 140 million)


## January-June in brief:

- Comparable operating profit totaled EUR 746 million (EUR 679 million)
- Operating profit totaled EUR 740 million (EUR 592 million)
- Cash flow before financing activities was EUR 140 million (EUR 373 million)
- Cash-out investments were EUR 189 million (EUR 194 million)
- Return on average capital employed (ROACE) was $21.1 \%$ over the last 12 months (2018: 21.1\%)
- Leverage ratio was $5.7 \%$ at the end of June (31.12.2018: -1.5\%)
- Comparable earnings per share: EUR 0.77 (EUR 0.72)
- Earnings per share: EUR 0.76 (EUR 0.63)


## President and CEO Peter Vanacker:


#### Abstract

"Neste's solid financial performance continued. We posted a comparable operating profit of EUR 367 million in the second quarter, compared to EUR 277 million in the corresponding period last year. Renewable Products' quarterly sales and production volumes were the highest ever. Oil Products' comparable operating profit was lower than in the second quarter of 2018, mainly due to a less supportive market. Marketing \& Services improved its performance, and the segment's comparable operating profit was the highest ever second-quarter result. Neste reached a ROACE of $21.1 \%$ over the last 12 months, and had a leverage ratio of $5.7 \%$ at the end of June.

Renewable Products posted a comparable operating profit of EUR 286 million (EUR 177 million). The renewable diesel market continued to be favorable, but feedstock prices increased as communicated earlier. Our sales volumes were 745,000 tons, and this new quarterly record was also supported by the excellent operational performance at the refineries. The higher sales volume had a positive impact of EUR 79 million on the comparable operating profit year-on-year. The comparable sales margin averaged at USD $568 /$ ton, which was $12 \%$ higher compared to the corresponding period last year, leading to a positive impact of EUR 32 million on the operating profit. During the second quarter $65 \%$ of volumes were sold to the European markets and $35 \%$ to North America. During the quarter our renewable diesel production facilities operated at a very high average utilization rate of $105 \%$, based on the nominal capacity of 2.9 Mton/a. The share of waste and residues was $77 \%$ of the total renewable raw material inputs.


Oil Products posted a comparable operating profit of EUR 83 million (EUR 92 million) in the second quarter. The reference margin continued to be impacted by a weak product market and a narrow Urals-Brent price differential. The lower reference margin had a negative impact of EUR 18 million on the comparable operating profit year-onyear. Compared to the second quarter of 2018, Oil Products' additional margin was burdened by a lower currency hedging result, higher utility costs and the narrow Urals-Brent price differential, and it averaged at USD 3.4/bbl. A stronger US dollar rate improved the comparable operating profit by EUR 14 million year-on-year. Sales volumes were higher and had a positive impact of EUR 19 million on the comparable operating profit compared to the corresponding period 2018.

Marketing \& Services posted a comparable operating profit of EUR 25 million (EUR 20 million) in the second quarter. It was the best ever second-quarter performance for the segment, mainly as a result of improved unit margins.

The Others segment's comparable operating profit was EUR -28 million (EUR -11 million), mainly due to the weak financial performance of Nynas. Nynas continues to struggle with crude oil supply problems caused by the US sanctions against Venezuela.

We are making good progress in our strategy execution. The Singapore renewable production capacity expansion is proceeding as planned. The first commercial deliveries of renewable jet fuel and renewable polymers have taken place, and we expect sales volumes in these markets to slowly ramp up. We also continue to focus on our Operational Excellence program with a target to achieve at least EUR 100 million profit improvements by the end of 2022. Recruitment of the key people is ongoing, and we have nominated Ms. Mercedes Alonso as the new Executive Committee member responsible for Renewable Polymers and Chemicals.

Neste targets to become a global leader in renewable and circular solutions. In order to focus on our strategic priorities, we have agreed to divest our Russian fuel retail business to PJSC Tatneft. We have also agreed to create a strategic partnership with engineering consultancy services company Rejlers, which will strengthen the delivery capability and improve the focus of Neste Engineering Solutions (NES). As part of the partnership agreement, Rejlers will acquire the Regional Business Unit of NES. The divestments are subject to normal regulatory approvals."

## Outlook

Developments in the global economy have been reflected in the renewable fuel, feedstock and oil markets; and volatility in these markets is anticipated to continue. Vegetable oil price differentials are expected to vary, depending on crop outlooks, weather phenomena, and variations in demand for different feedstocks. Global oil product demand growth is expected to continue at a lower rate than in 2018, while global refining capacity additions are expected to grow driven by large projects in Asia and the Middle East. Based on our current estimates and a hedging rate of approx. $80 \%$, Neste's effective EUR/USD rate is expected to be within a range 1.14-1.16 in the third quarter of 2019.

Renewable Products' sales volumes and utilization rates of our production facilities are expected to remain high in the third quarter. We have scheduled a catalyst change at the Rotterdam renewable products refinery in the fourth quarter. The catalyst change is currently estimated to have a negative impact of approx. EUR 50 million on the segment's comparable operating profit in the fourth quarter.

Oil Products' third-quarter reference margin is expected to be higher than in the first half of the year, driven by a seasonally stronger product market and refinery outages. Utilization rates of our production facilities are anticipated

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to remain high in the third quarter, except for normal unit maintenances. We have scheduled a four-week decoking maintenance at the Porvoo refinery Production Line 4 in September-October. The scheduled maintenance is currently estimated to have a negative impact of approx. EUR 15 million on the segment's comparable operating profit, mainly in the fourth quarter.

In Marketing \& Services the sales volumes and unit margins are expected to follow the previous years' seasonality pattern in the third quarter.

Neste's Half-Year Financial Report, 1 January - 30 June 2019

The Half-Year Financial Report is unaudited.
Figures in parentheses refer to the corresponding period for 2018, unless otherwise stated.
Neste adopted the IFRS 16 Leases standard on 1 January 2019. The impact of the standard application on the financial indicators in 2019 has been described in the Half-Year Financial Report table section Note 14. The figures for previous periods have not been restated.

## Key Figures

| EUR million (unless otherwise noted) |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenue | $\mathbf{4 - 6 / 1 9}$ | $\mathbf{4 - 6 / 1 8}$ | $\mathbf{1 - 3 / 1 9}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | $\mathbf{2 0 1 8}$ |
| EBITDA | 4,057 | 3,745 | 3,769 | 7,826 | 7,374 | 14,918 |
| Operating profit | 476 | 275 | 486 | 961 | 793 | 1,639 |
| Comparable operating profit* | 358 | 172 | 382 | 740 | 592 | 1,025 |
| Profit before income taxes | 367 | 277 | 378 | 746 | 679 | 1,422 |
| Net profit | 346 | 154 | 348 | 694 | 551 | 951 |
| Comparable net profit** | 293 | 133 | 294 | 587 | 480 | 779 |
| Earnings per share***, EUR | 304 | 223 | 289 | 592 | 553 | 1,150 |
| Comparable earnings per share***, EUR | 0.38 | 0.17 | 0.38 | 0.76 | 0.63 | 1.01 |
| Investments | 0.40 | 0.29 | 0.38 | 0.77 | 0.72 | 1.50 |
| Net cash generated from operating activities | 179 | 114 | 98 | 277 | 201 | 438 |


|  | 30 June | 30 June | $\mathbf{3 1}$ Dec |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 8}$ |
| Total equity | 4,637 | 4,315 | 4,630 |
| Interest-bearing net debt | 279 | 264 | -70 |
| Capital employed | 5,994 | 5,466 | 5,770 |
| Return on average capital employed after tax (ROACE) ${ }^{* * * *}, \%$ | 21.1 | 20.8 | 21.1 |
| Equity per share, EUR*** | 6.04 | 5.62 | 6.03 |
| Leverage ratio, \% | 5.7 | 5.8 | -1.5 |

* Comparable operating profit is calculated by excluding inventory valuation gains/losses, unrealized changes in the fair value of open commodity and currency derivatives, capital gains/losses, insurance and other compensations, impairments and other adjustments from the reported operating profit.
** Comparable net profit is calculated by deducting total financial income and expense, income tax expense, non-controlling interests and tax on items affecting comparability from the reported comparable operating profit. Comparable earnings per share is based on comparable net profit.
*** Earnings per share, Comparable earnings per share and Equity per share have been calculated and restated based on the new total number of shares after the share issue without payment (share split) as resolved by Neste's Annual General Meeting on 2 April, 2019.
**** Last 12 months


## The Group's second quarter 2019 results

Neste's revenue in the second quarter totaled EUR 4,057 million ( 3,745 million). The revenue increase mainly resulted from higher sales volumes. The Group's comparable operating profit was EUR 367 million ( 277 million). Renewable Products' comparable operating profit was higher than in the second quarter of 2018, mainly as a result of higher sales volumes and sales margin. Oil Products' result was lower than in the second quarter of 2018, mainly due to lower margins. Marketing \& Services' higher unit margins drove improvement in the segment's comparable operating profit year-on-year. The Others segment's comparable operating profit continued to be weaker than in the corresponding period of 2018, mainly due to the poor performance of Nynas, which was caused by the impacts of the US sanctions on the company's business.

Renewable Products' second quarter comparable operating profit was EUR 286 million (177 million), Oil Products' EUR 83 million ( 92 million), and Marketing \& Services' EUR 25 million ( 20 million). The comparable operating profit of the Others segment totaled EUR -28 million (-11 million); Nynas' net profit accounted for EUR -13 million (-5 million) of this figure.

The Group's operating profit was EUR 358 million ( 172 million), which was impacted by inventory valuation gains of EUR 36 million (losses of 62 million), and changes in the fair value of open commodity and currency derivatives totaling EUR -30 million (-38 million), mainly related to margin hedging. The contractual dispute in relation to the marketing of the joint venture base oil plant in Bahrain has been resolved. Profit before income taxes was EUR 346 million (154 million), and net profit EUR 293 million ( 133 million). Comparable earnings per share were EUR 0.40 (0.29), and earnings per share EUR 0.38 (0.17).

## The Group's January-June 2019 results

Neste's revenue in the first six months totaled EUR 7,826 million ( 7,374 million). The increase resulted from higher sales volumes, which had a positive impact of approx. EUR 300 million, and a stronger USD exchange rate, which also had a positive impact of approx. EUR 300 million on the revenue. Lower sales prices resulting from a lower oil price had a negative impact of approx. EUR 200 million on the revenue. The Group's comparable operating profit was EUR 746 million ( 679 million). Renewable Products' sales volumes and sales margin were higher compared to the corresponding period of 2018. Renewable Products' 2018 result was also supported by the positive impact of the retroactive US Blender's Tax Credit decision. Oil Products' comparable operating profit was lower than in the first six months of 2018, mainly due to weaker refining margins. Marketing \& Services was able to increase its unit margins, which lead to a higher comparable operating profit compared to the first six months of 2018. The Others segment's comparable operating profit was significantly lower than in the corresponding period of 2018, mainly due to the poor performance of Nynas, caused by the impacts of the US sanctions on the company's business.

Renewable Products' six-month comparable operating profit was EUR 623 million ( 473 million), Oil Products' EUR 156 million ( 191 million), and Marketing \& Services' EUR 38 million ( 33 million). The comparable operating profit of the Others segment totaled EUR -71 million ( -20 million); Nynas accounted for EUR -44 million (-10 million) of this figure.

The Group's operating profit was EUR 740 million ( 592 million), which was impacted by inventory valuation gains of EUR 107 million (losses of 30 million), and changes in the fair value of open commodity and currency derivatives totaling EUR -118 million (-50 million), mainly related to margin hedging. Profit before income taxes was EUR 694
million ( 551 million), and net profit EUR 587 million ( 480 million). Comparable earnings per share were EUR 0.77 (0.72), and earnings per share EUR 0.76 (0.63).

|  | $\mathbf{4 - 6 / 1 9}$ | $\mathbf{4 - 6 / 1 8}$ | $\mathbf{1 - 3 / 1 9}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | $\mathbf{2 0 1 8}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| COMPARABLE OPERATING PROFIT | 367 | 277 | 378 | 746 | 679 | 1,422 |
| - inventory valuation gains/losses | 36 | -62 | 71 | 107 | -30 | -269 |
| - changes in the fair value of open commodity and |  |  |  |  |  |  |
| currency derivatives | -30 | -38 | -88 | -118 | -50 | 117 |
| - capital gains/losses | 0 | 0 | 0 | 0 | 2 | 2 |
| - insurance and other compensations | 0 | 0 | 0 | 0 | 0 | 0 |
| - impairments | -4 | 0 | 10 | 6 | 0 | -198 |
| - other adjustments | -11 | -5 | 10 | 0 | -7 | -48 |
| OPERATING PROFIT | 358 | 172 | 382 | 740 | 592 | 1,025 |

Variance analysis (comparison to corresponding period), MEUR

|  | $\mathbf{4 - 6}$ | $\mathbf{1 - 6}$ |
| :--- | ---: | ---: |
| Group's comparable operating profit, 2018 | $\mathbf{2 7 7}$ | 679 |
| Sales volumes | 98 | 175 |
| Sales margin | -9 | 49 |
| Blender's Tax Credit | 0 | -140 |
| Currency exchange | 30 | 68 |
| Fixed costs | -8 | -13 |
| Others | -21 | -72 |
| Group's comparable operating profit, 2019 | 367 | 746 |

Variance analysis by segment (comparison to corresponding period), MEUR

|  | $\mathbf{4 - 6}$ | $\mathbf{1 - 6}$ |
| :--- | ---: | ---: |
| Group's comparable operating profit, 2018 | 277 | 679 |
| Renewable Products | 109 | 149 |
| Oil Products | -9 | -35 |
| Marketing \& Services | 5 | 5 |
| Others including eliminations | -15 | -52 |
| Group's comparable operating profit, 2019 | 367 | 746 |

## Financial targets

Return on average capital employed after tax (ROACE) and leverage ratio are Neste's key financial targets. ROACE figures are based on comparable results. The company's long-term ROACE target is $15 \%$, and the leverage ratio target is below 40\%. At the end of June, ROACE calculated over the last 12 months was strong at $21.1 \%$, and leverage ratio remained well in the targeted area.

|  | 30 Jun | 30 Jun | 31 Dec |
| :--- | ---: | ---: | ---: |
| Return on average capital employed after tax (ROACE)*, \% | 2019 | 2018 | $\mathbf{2 0 1 8}$ |
| Leverage ratio (net debt to capital), \% | 21.1 | 20.8 | 21.1 |

[^0]
## Cash flow, investments and financing

The Group's net cash generated from operating activities totaled EUR 403 million ( 677 million) during the first six months of 2019. The difference mainly resulted from an increase in working capital, driven by a stronger capacity output, compared to the corresponding period last year. Cash flow before financing activities was EUR 140 million (373 million). The Group's net working capital in days outstanding was 25.4 days ( 22.0 days) on a rolling 12-month basis at the end of the second quarter.

|  | $\mathbf{4 - 6 / 1 9}$ | $\mathbf{4 - 6 / 1 8}$ | $\mathbf{1 - 3 / 1 9}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | $\mathbf{2 0 1 8}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| EBITDA | 476 | 275 | 486 | 961 | 793 | 1,639 |
| Capital gains/losses | 0 | 0 | 0 | 0 | -2 | -3 |
| Other adjustments | 9 | 56 | 111 | 120 | 98 | -96 |
| Change in net working capital | -120 | 56 | -401 | -521 | -93 | 99 |
| Finance cost, net | -19 | 0 | -9 | -28 | -26 | -37 |
| Income taxes paid | -42 | -32 | -87 | -129 | -94 | -151 |
| Net cash generated from operating activities | 303 | 354 | 100 | 403 | 677 | 1,452 |
| Capital expenditure | -119 | -109 | -71 | -189 | -194 | -395 |
| Other investing activities | -53 | -105 | -21 | -74 | -110 | -187 |
| Free cash flow (Cash flow before financing activities) | 132 | 140 | 8 | 140 | 373 | 870 |

Cash-out investments were EUR 189 million (194 million) during January-June. Maintenance investments accounted for EUR 99 million (124 million) and productivity and strategic investments for EUR 90 million ( 70 million). Renewable Products' investments were EUR 54 million ( 50 million), mainly related to the Singapore refinery capacity expansion project. Oil Products' investments amounted to EUR 101 million ( 113 million), with the largest projects being the Porvoo turnaround 2020 related investments and revamp of the waste water treatment plant. Marketing \& Services' investments totaled EUR 10 million ( 10 million) and were focused on the retail station network. Investments in the Others segment were EUR 24 million ( 22 million), concentrating on IT and business infrastructure upgrade.

Interest-bearing net debt was EUR 279 million at the end of June, compared to EUR -70 million at the end of 2018. Net financial expenses for the first six months were EUR 46 million ( 41 million). The average interest rate of borrowing at the end of June was $2.1 \%$ (3.2\%) and the average maturity 3.0 (4.3) years. As of 1 January 2019, the average interest rate and maturity no longer include leases as a result of application of IFRS 16. At the end of the second quarter the Net debt to EBITDA ratio was 0.2 (0.2) over the last 12 months.

The leverage ratio was 5.7\% (31 Dec 2018: -1.5\%), and the gearing ratio 6.0\% (31 Dec 2018: -1.5\%) at the end of June. The Group's strong financial position enables implementation of our growth strategy going forward while maintaining a healthy dividend distribution.

The Group's liquid funds and committed, unutilized credit facilities amounted to EUR 2,728 million at the end of June (31 Dec 2018: 2,860 million). There are no financial covenants in the Group companies' current loan agreements.

In accordance with the hedging policy, Neste hedges a large part of its net foreign currency exposure for the next 12 months, mainly using forward contracts and currency options. The most important hedged currency is the US
dollar. At the end of June the Group's foreign currency hedging ratio was approx. $50 \%$ of the sales margin for the next 12 months.

US dollar exchange rate

|  | $\mathbf{4 - 6 / 1 9}$ | $\mathbf{4 - 6 / 1 8}$ | $\mathbf{1 - 3 / 1 8}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | $\mathbf{2 0 1 8}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| EUR/USD, market rate | 1.12 | 1.19 | 1.23 | 1.13 | 1.21 | 1.18 |
| EUR/USD, effective rate* | 1.16 | 1.18 | 1.19 | 1.17 | 1.18 | 1.19 |

* The effective rate includes the impact of currency hedges.


## Segment reviews

Neste's businesses are grouped into four reporting segments: Renewable Products, Oil Products, Marketing \& Services, and Others.

## Renewable Products

Key financials

|  | $\mathbf{4 - 6 / 1 9}$ | $\mathbf{4 - 6 / 1 8}$ | $\mathbf{1 - 3 / 1 9}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | $\mathbf{2 0 1 8}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenue, MEUR | 955 | 793 | 973 | 1,928 | 1,552 | 3,241 |
| EBITDA, MEUR | 319 | 89 | 335 | 654 | 396 | 1,026 |
| Comparable operating profit, MEUR | 286 | 177 | 337 | 623 | 473 | 983 |
| Operating profit, MEUR | 284 | 56 | 299 | 583 | 336 | 899 |
| Net assets, MEUR | 2,273 | 1,748 | 2,131 | 2,273 | 1,748 | 2,018 |
| Return on net assets*, \% | 57.3 | 32.2 | 47.7 | 57.3 | 32.2 | 48.0 |
| Comparable return on net assets*, \% | 56.6 | 46.0 | 53.1 | 56.6 | 46.0 | 52.4 |

* Last 12 months

Variance analysis (comparison to corresponding period), MEUR

|  | $\mathbf{4 - 6}$ | $\mathbf{1 - 6}$ |
| :--- | ---: | ---: |
| Comparable operating profit, 2018 | 177 | 473 |
| Sales volumes | 79 | 166 |
| Sales margin | 32 | 113 |
| Blender's Tax Credit | 0 | -140 |
| Currency exchange | 15 | 35 |
| Fixed costs | -10 | -9 |
| Others | -8 | -15 |
| Comparable operating profit, 2019 | 286 | 623 |


| Key drivers |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{4 - 6 / 1 9}$ | $\mathbf{4 - 6 / 1 8}$ | $\mathbf{1 - 3 / 1 9}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | $\mathbf{2 0 1 8}$ |
| Comparable sales margin, excluding BTC, USD/ton | 568 | 508 | 692 | 628 | 516 | 600 |
| Biomass-based diesel (D4) RIN, USD/gal | 0.38 | 0.53 | 0.50 | 0.44 | 0.66 | 0.53 |
| California LCFS Credit, USD/ton | 189 | 162 | 194 | 191 | 149 | 168 |
| Palm oil price*, USD/ton | 499 | 605 | 537 | 518 | 620 | 572 |
| Waste and residues' share of total feedstock, \% | 77 | 92 | 80 | 79 | 86 | 83 |

* CPO BMD $3{ }^{\text {rd }}$, Crude Palm Oil Bursa Malaysia Derivatives 3 rd month futures price

Renewable Products' second quarter comparable operating profit totaled EUR 286 million, compared to EUR 177 million in the second quarter of 2018. Our sales volumes were 745,000 tons, and this new quarterly record was also supported by the excellent operational performance at the refineries. The higher sales volume had a positive impact of EUR 79 million on the comparable operating profit year-on-year. The comparable sales margin was impacted by higher feedstock prices and a different sales allocation compared to the first quarter of 2019. We also leveraged on the excellent capacity output to position ourselves in new markets. The timing changes implemented in California's Low Carbon Fuel Standard (LCFS) credit generation had a negative impact of EUR 5 million on the comparable operating profit compared to the first quarter of 2019. The comparable sales margin averaged at USD 568/ton. It was $12 \%$ higher than in the second quarter of 2018 , and had a positive impact of EUR 32 million on the comparable operating profit. During the second quarter approx. $65 \%(68 \%)$ of the volumes were sold to the European market and $35 \%$ (32\%) to North America. The share of $100 \%$ renewable diesel delivered to end-users was $28 \%$ ( $34 \%$ ) in the second quarter, while the actual volume was slightly higher year-on-year. Our renewable diesel production had a very high average utilization rate of $105 \%(73 \%)$ during the quarter. This is based on the updated nominal capacity of $2.9 \mathrm{Mton} / \mathrm{a}$. The share of waste and residue inputs was $77 \%$ ( $92 \%$ ) on average. Renewable Products' comparable return on net assets was $56.6 \%$ ( $46.0 \%$ ) at the end of June based on the previous 12 months.

Vegetable oil prices decreased in the second quarter. Early in the quarter crude palm oil (CPO) resisted the downward pressure, but was thereafter impacted by the weakness in soybean oil (SBO) due to the stalling ChinaUS trade negotiations, and an upward revision of South American soybean production estimate. Price premiums for most waste and residue materials over CPO strengthened due to CPO weakness and strong demand for waste and residues.

In Europe conventional Fatty Acid Methyl Ester (FAME) biodiesel margins remained healthy due to most EU Member States increasing demand to comply with the Renewable Energy Directive requirement of 10\% renewable fuels blend in road transportation by 2020. This was despite higher biodiesel imports from Indonesia, Malaysia and Argentina. In the US, Soybean Methyl Ester (SME) biodiesel margins improved marginally from the first quarter, but remained depressed. This was due to high biodiesel and RIN inventories, lack of Blender's Tax Credit, and the small refinery waivers granted by the US Environmental Protection Agency (EPA) negatively impacting demand.

The US Renewable Identification Number (RIN) D4 prices remained depressed as the potential waivers continued to weigh negatively on the market, and the possible reset of the federal Renewable Fuel Standard has created uncertainty going forward. The California LCFS credit price dropped at the beginning of the second quarter in response to a credit inventory build released in April, but recovered back to previous high levels after that.

Renewable Products' six-month comparable operating profit was EUR 623 million ( 473 million). The comparable sales margin was substantially higher than that in the first half of 2018. The higher sales margin had a positive
impact of EUR 113 million on the comparable operating profit year-on-year. Significantly higher sales volumes had a positive impact of EUR 166 million, and stronger US dollar a positive impact of EUR 35 million on the segment's comparable operating profit compared to the corresponding period last year. The first six months of 2018 also included a positive impact of EUR 140 million from the retroactive US Blender's Tax Credit decided for the full year 2017. The segment's fixed costs were EUR 9 million higher than in the first six months of the previous year, mainly related to strategic growth projects.

| Production |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{4 - 6 / 1 9}$ | $\mathbf{4 - 6 / 1 8}$ | $\mathbf{1 - 3 / 1 9}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | $\mathbf{2 0 1 8}$ |
| Neste Renewable Diesel, 1,000 ton | 765 | 518 | 713 | 1,477 | $\mathbf{1 , 1 4 1}$ | 2,368 |
| Other products, 1,000 ton | 52 | 43 | 60 | 112 | 89 | 214 |
| Utilization rate*, \% | 105 | 73 | 99 | 102 | 81 | 84 |

* Based on nominal capacity of 2.9 Mton/a in 2019, and 2.7 Mton/a in 2018.

Sales

|  | $\mathbf{4 - 6 / 1 9}$ | $\mathbf{4 - 6 / 1 8}$ | $\mathbf{1 - 3 / 1 9}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | $\mathbf{2 0 1 8}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Neste Renewable Diesel, 1,000 ton | 745 | 589 | 692 | 1,437 | 1,139 | 2,261 |
| Share of sales volumes to Europe, \% | 65 | 68 | 74 | 69 | 72 | 72 |
| Share of sales volumes to North America, \% | 35 | 32 | 26 | 31 | 28 | 28 |

## Oil Products

Key financials

|  | $\mathbf{4 - 6 / 1 9}$ | $\mathbf{4 - 6 / 1 8}$ | $\mathbf{1 - 3 / 1 9}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | $\mathbf{2 0 1 8}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenue, MEUR | 2,729 | 2,534 | 2,514 | 5,243 | 4,987 | 10,105 |
| EBITDA, MEUR | 142 | 165 | 165 | 307 | 357 | 515 |
| Comparable operating profit, MEUR | 83 | 92 | 73 | 156 | 191 | 397 |
| Operating profit, MEUR | 76 | 108 | 114 | 191 | 243 | 170 |
| Net assets, MEUR | 2,564 | 2,678 | 2,581 | 2,564 | 2,678 | 2,257 |
| Return on net assets*, \% | 4.6 | 22.5 | 5.8 | 4.6 | 22.5 | 6.7 |
| Comparable return on net assets*, \% | 14.2 | 17.0 | 14.5 | 14.2 | 17.0 | 15.7 |

* Last 12 months

Variance analysis (comparison to corresponding period), MEUR

|  | $\mathbf{4 - 6}$ | $\mathbf{1 - 6}$ |
| :--- | ---: | ---: |
| Comparable operating profit, 2018 | 92 | 191 |
| Sales volumes | 19 | 12 |
| Reference margin | -18 | -33 |
| Additional margin | -23 | -31 |
| Currency exchange | 14 | 33 |
| Fixed costs | 8 | 6 |
| Others | -9 | -21 |
| Comparable operating profit, 2019 | 83 | 156 |

Key drivers

|  | $\mathbf{4 - 6 / 1 9}$ | $\mathbf{4 - 6 / 1 8}$ | $\mathbf{1 - 3 / 1 9}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | $\mathbf{2 0 1 8}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Reference margin (old formula), USD/bbl | 5.15 | 5.63 | 3.48 | 4.32 | 4.86 | 5.01 |
| Reference margin (updated formula), USD/bbl | 5.99 | 6.79 | 4.51 | 5.25 | 5.95 | 6.19 |
| Additional margin (old formula), USD/bbl | 4.26 | 6.12 | 5.98 | 5.12 | 6.03 | 6.17 |
| Additional margin (updated formula), USD/bbl | 3.42 | 4.95 | 4.96 | 4.19 | 4.94 | 5.00 |
| Total refining margin, USD/bbl | 9.42 | 11.75 | 9.47 | 9.44 | 10.89 | 11.18 |
| Urals-Brent price differential, USD/bbl | -0.56 | -2.24 | -0.24 | -0.40 | -1.93 | -1.51 |
| Urals' share of total refinery input, \% | 74 | 78 | 67 | 70 | 75 | 69 |

Oil Products' comparable operating profit totaled EUR 83 million ( 92 million) in the second quarter. The reference margin, which reflects the general market conditions, was impacted by a weak product market and a narrow UralsBrent differential. The reference margin averaged at USD 6.0/bbl compared to USD 6.8/bbl in the second quarter of 2018. The lower reference margin had a negative impact of EUR 18 million on the comparable operating profit year-on-year. Compared to the second quarter of 2018, Oil Products' additional margin was burdened by a lower currency hedging result, higher utility costs and the narrow Urals-Brent differential, and it averaged at USD 3.4/bbl. A stronger US dollar rate improved the comparable operating profit by EUR 14 million year-on-year. Sales volumes were higher and had a positive impact of EUR 19 million on the comparable operating profit compared to the corresponding period 2018. Profitability of the base oils business has stayed lower than in the corresponding period last year. Oil Products' comparable return on net assets was $14.2 \%$ ( $17.0 \%$ ) at the end of June over the previous 12 months.

During the second quarter the use of Russian crude was $74 \%$ ( $78 \%$ ) of total input. The average refinery utilization rate was 95\% (89\%).

Brent crude oil price was volatile during the second quarter, and traded between USD 60 and USD 75/bbl. The crude oil market was supported by rising geopolitical tensions, the US sanctions against Iran, and the agreement between OPEC and non-OPEC countries to cut oil production. Trade war fears between China and the US were partly mitigating geopolitical price risk premium as investors were assessing the potential impact of trade war to the global economy and crude oil demand.

The Russian Export Blend (REB) crude oil price averaged USD 0.6/bbl lower than Brent during the second quarter. The global supply of medium heavy crude oil was generally tight due to OPEC's production cuts of heavier grades and fallen exports from Iran and Venezuela. During early April and May, REB was trading at a premium to Brent due to organic chloride contamination of REB in the Druzhba pipeline, which caused refinery issues in Central Eastern Europe and increased demand for the unimpacted Primorsk loadings. In June the negative REB price differential widened significantly due to low refining margins and as export volumes increased.

Neste's reference margin averaged at a fairly modest level in the second quarter. The key margin drivers were the narrow REB-Brent differential during April-May, low diesel margins affected by the mild winter earlier in the year, and lack of demand support from the global economy. On average, gasoline was the strongest part of the barrel during the second quarter as gasoline margin was supported by unexpected refinery outages in the US. Neste's reference margin averaged at USD 6.0/bbl.

Oil Products' six-month comparable operating profit was EUR 156 million (191 million). During the first six months the reference margin was approx. USD 0.6/bbl lower than in the corresponding period last year, which had a negative impact of EUR 33 million on the comparable operating profit. The additional margin averaged at USD
4.2/bbl and had a negative impact of 31 million compared to the corresponding period last year. The additional margin was burdened by a materially lower currency hedging result year-on-year. A stronger USD exchange rate had a positive impact of EUR 33 million on the comparable operating profit compared to the first half of 2018. Overall sales volumes were higher than in the first six months of 2018. Profitability of the base oils business was lower than in the corresponding period last year.

Production

|  | $\mathbf{4 - 6 / 1 9}$ | $\mathbf{4 - 6 / 1 8}$ | $\mathbf{1 - 3 / 1 9}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | $\mathbf{2 0 1 8}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Refinery |  |  |  |  |  |  |
| - Production, 1,000 ton | 3,516 | 3,400 | 3,449 | 6,965 | 7,045 | 13,959 |
| - Utilization rate, $\%$ | 95 | 89 | 95 | 95 | 92 | 89 |
| Refinery production costs, USD/bbl | 4.6 | 5.2 | 4.6 | 4.6 | 4.8 | 4.9 |
| Bahrain base oil plant production, <br> (Neste's share) 1,000 ton | 34 | 53 | 49 | 83 | 103 | 190 |

Sales from in-house production, by product category (1,000 t)

|  | $\mathbf{4 - 6 / 1 9}$ | $\%$ | $\mathbf{4 - 6 / 1 8}$ | $\%$ | $\mathbf{1 - 3 / 1 9}$ | $\%$ | $\mathbf{1 - 6 / 1 9}$ | $\%$ | $\mathbf{1 - 6 / 1 8}$ | $\%$ | $\mathbf{2 0 1 8}$ | $\%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Middle distillates* | 1,818 | 49 | 1,651 | 50 | 1,765 | 49 | 3,583 | 48 | 3,677 | 51 | 7,119 | 49 |
| Light distillates** $^{1,227}$ | 33 | 981 | 29 | 1,191 | 33 | 2,418 | 33 | 2,228 | 31 | 4,732 | 33 |  |
| Heavy fuel oil | 302 | 8 | 240 | 7 | 346 | 9 | 648 | 9 | 533 | 7 | 1,177 | 8 |
| Base oils | 114 | 3 | 126 | 4 | 111 | 3 | 226 | 3 | 245 | 3 | 483 | 3 |
| Other products | 280 | 7 | 334 | 10 | 212 | 6 | 492 | 7 | 502 | 7 | 922 | 6 |
| TOTAL | 3,740 | 100 | 3,332 | 100 | 3,626 | 100 | 7,366 | 100 | 7,185 | 100 | 14,433 | 100 |

* Diesel, jet fuel, heating oil, low sulphur marine fuels
** Motor gasoline, gasoline components, LPG

Sales from in-house production, by market area (1,000 t)

|  | $\mathbf{4 - 6 / 1 9}$ | $\%$ | $\mathbf{4 - 6 / 1 8}$ | $\%$ | $\mathbf{1 - 3 / 1 9}$ | $\%$ | $\mathbf{1 - 6 / 1 9}$ | $\%$ | $\mathbf{1 - 6 / 1 8}$ | $\%$ | $\mathbf{2 0 1 8}$ | $\%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Baltic Sea area* | 2,182 | 58 | 2,172 | 65 | 2,023 | 56 | 4,205 | 57 | 4,375 | 61 | 8,770 | 61 |
| Other Europe | 1,114 | 30 | 956 | 29 | 1,152 | 32 | 2,267 | 31 | 1,989 | 28 | 3,930 | 27 |
| North America | 417 | 11 | 174 | 5 | 223 | 6 | 640 | 9 | 289 | 4 | 1,016 | 7 |
| Other areas | 27 | 1 | 30 | 1 | 228 | 6 | 255 | 3 | 531 | 7 | 717 | 5 |

* Finland, Sweden, Estonia, Latvia, Lithuania, Poland, Denmark

Marketing \& Services

| Key financials |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{4 - 6 / 1 9}$ | $\mathbf{4 - 6 / 1 8}$ | $\mathbf{1 - 3 / 1 9}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | $\mathbf{2 0 1 8}$ |
| Revenue, MEUR | 1,064 | 1,061 | 1,042 | 2,106 | 2,057 | 4,315 |
| EBITDA, MEUR | 33 | 26 | 21 | 54 | 45 | 101 |
| Comparable operating profit, MEUR | 25 | 20 | 13 | 38 | 33 | 77 |
| Operating profit, MEUR | 25 | 20 | 13 | 38 | 33 | 77 |
| Net assets, MEUR | 315 | 254 | 319 | 315 | 254 | 249 |
| Return on net assets*, \% | 28.9 | 27.3 | 28.1 | 28.9 | 27.3 | 29.1 |
| Comparable return on net assets*, \% | 28.9 | 27.3 | 28.1 | 28.9 | 27.3 | 29.1 |

* Last 12 months

Variance analysis (comparison to corresponding period), MEUR

|  | $\mathbf{4 - 6}$ | $\mathbf{1 - 6}$ |
| :--- | ---: | ---: |
| Comparable operating profit, 2018 | 20 | 33 |
| Sales volumes | 0 | -1 |
| Unit margins | 7 | 12 |
| Currency exchange | 0 | 0 |
| Fixed costs | -2 | -6 |
| Others | 0 | 0 |
| Comparable operating profit, 2019 | 25 | 38 |

Marketing \& Services' comparable operating profit was EUR 25 million ( 20 million) in the second quarter. Transportation fuel demand followed a normal seasonality pattern towards the summer period. However, heavy traffic volumes continued to gradually decline in Finland. We were able to improve our unit margins compared to the corresponding period last year, which had a positive impact of EUR 7 million on the comparable operating profit. The segment's fixed costs were EUR 2 million higher than in the second quarter of 2018. Marketing \& Services' comparable return on net assets was $28.9 \%$ ( $27.3 \%$ ) at the end of June on a rolling 12-month basis.

Marketing \& Services segment's six-month comparable operating profit was EUR 38 million ( 33 million). Average unit margins improved, which had a positive impact of EUR 12 million on the result year-on-year. Sales volumes were slightly lower compared to the corresponding period last year, which had a negative impact of EUR 1 million on the comparable operating profit. The fixed costs were EUR 6 million higher compared to the first six months of 2018.

Sales volumes by main product categories, million liters

|  | $4-6 / 19$ | $4-6 / 18$ | $\mathbf{1 - 3 / 1 9}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | $\mathbf{2 0 1 8}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Gasoline station sales | 273 | 277 | 227 | 500 | 522 | 1,049 |
| Diesel station sales | 438 | 442 | 430 | 869 | 874 | 1,764 |
| Heating oil | 148 | 143 | 232 | 328 | 325 | 669 |


| Net sales by market area, MEUR |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{4 - 6 / 1 9}$ | $\mathbf{4 - 6 / 1 8}$ | $\mathbf{1 - 3 / 1 9}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | $\mathbf{2 0 1 8}$ |
| Finland | 771 | 766 | 749 | 1,519 | 1,497 | 3,149 |
| Northwest Russia | 76 | 72 | 61 | 138 | 137 | 299 |
| Baltic countries | 217 | 223 | 232 | 449 | 423 | 867 |

## Others

Key financials

|  | $4-6 / 19$ | $4-6 / 18$ | $\mathbf{1 - 3 / 1 9}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | 2018 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Comparable operating profit, MEUR | -28 | -11 | -43 | -71 | -20 | -36 |
| Operating profit, MEUR | -28 | -11 | -43 | -71 | -20 | -122 |

The Others segment consists of Neste Engineering Solutions, Nynas, a joint venture owned by Neste (49.99\% share) and Petróleos de Venezuela, and common corporate costs. The comparable operating profit of the Others segment totaled EUR -28 million (-11 million) in the second quarter; Nynas' net profit accounted for EUR -13 million ( -5 million) of this figure. Nynas continues to have crude oil supply problems due to the US sanctions against Venezuela.

The six-month comparable operating profit of the Others segment totaled EUR -71 million (-20 million); Nynas accounted for EUR -44 (-10 million) of this figure.

## Shares, share trading, and ownership

Neste's shares are mainly traded on NASDAQ Helsinki Ltd. The share price closed the second quarter at EUR 29.84, down by $5.8 \%$ compared to the end of the first quarter. At its highest during the quarter, the share price reached EUR 33.33, which is a new all-time high level. The lowest share price during the second quarter was EUR 27.95. Market capitalization was EUR 23.0 billion as of 30 June 2019. An average of 1.4 million shares were traded daily, representing $0.2 \%$ of the company's shares.

As resolved by the AGM held on 1 April 2015, the Board of Directors was authorized to purchase and/or take as security a maximum of $1,000,000$ company shares using the company's unrestricted equity. At the end of June 2019, Neste held $1,552,887$ treasury shares purchased under this authorization. This number of shares had been tripled by the share issue without payment decided upon in Neste's AGM on 2 April 2019.

At the end of June 2019, Neste's share capital registered with the Trade Register totaled EUR 40 million, and the total number of shares was $769,211,058$. As resolved by the AGM held on 2 April 2019, the Board of Directors was authorized to take one or more decisions on the conveyance of treasury shares held by the Company totaling a maximum of $3,000,000$ shares.

The Board of Directors has no authorization to issue convertible bonds, share options, or new shares.

As of 30 June 2019, the State of Finland owned directly $36.0 \%$ ( $36.0 \%$ at the end of the first quarter) of outstanding shares, foreign institutions $38.3 \%$ (38.6\%), Finnish institutions $18.0 \%$ (17.8\%), and Finnish households 7.7\% (7.6\%).

## Personnel

Neste employed an average of $5,616(5,438)$ employees in the first half of the year, of which $1,834(1,770)$ were based outside Finland. At the end of June, the company had 6,003 employees $(5,725)$, of which $1,891(1,806)$ were located outside Finland.

## Environmental, Social and Governance (ESG)

Key figures

|  | $4-6 / 19$ | $\mathbf{4 - 6 / 1 8}$ | $\mathbf{1 - 6 / 1 9}$ | $\mathbf{1 - 6 / 1 8}$ | $\mathbf{2 0 1 8}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| TRIF* $^{*}$ | 1.7 | 2.2 | 2.2 | 2.0 | 1.7 |
| PSER** $^{* *}$ | 0.4 | 1.9 | 1.5 | 2.3 | 2.1 |
| GHG reduction, Mton*** | 2.5 | 1.8 | 4.8 | 3.8 | 7.9 |

* Total Recordable Incident Frequency, number of cases per million hours worked. Includes both Neste's and contractors' personnel.
** Process Safety Event Rate, number of cases per million hours worked.
*** Cumulative greenhouse gas (GHG) reduction achieved with Neste's renewable products compared to crude oil based diesel. Calculation method complies with the EU Renewable Energy Directive (RES 2009/28/EU).

Neste's occupational safety performance, measured by the key TRIF indicator, was better during the second quarter compared to the previous year. The cumulative TRIF is still higher than in the first six months of 2018 due to a higher accident rate at our contractors in the first quarter. The improvement actions defined during the first quarter, with a special focus on contractor management, have been actively implemented.

PSER, the main indicator for process safety, improved significantly compared to the second quarter of 2018. Also the cumulative PSER is better than in the corresponding period of 2018. High focus on process safety continues in all operations, for example, by ensuring effective process hazard analysis in all operations

Our long-term safety development activities continue as planned covering the focus areas of behavior, leadership, operational discipline, process safety and contractor safety.

Neste produces renewable products that enable our customers to reduce their greenhouse gas (GHG) emissions. During the second quarter this GHG reduction was 2.5 million tons, which was higher than the 1.8 million tons in the corresponding period last year.

Emissions from operations at Neste's refineries were in substantial compliance at all sites during the second quarter. One minor non-compliance case occurred at Neste's operations. No serious environmental incidents resulting in liability occurred at Neste's refineries or other production sites.

Read more about the topics on Neste's website.

## Main events published during the second quarter

On 4 April, Neste announced that a total of $512,807,372$ new shares issued in the share issue without payment (so called split) decided upon in Neste Corporation's Annual General Meeting on 2 April 2019 had been entered in the trade register. In the share issue without payment, new shares were issued to the shareholders without payment in proportion to their holdings so that 2 new shares were issued for each share. The total number of Neste Corporation's shares after the share issue without payment is $769,211,058$ shares.

On 15 April, Neste announced that it had entered into an agreement with Air BP, the international aviation fuel products and services supplier, to deliver sustainable aviation fuel to airline and airport customers in Sweden in 2019.

On 23 May, Neste announced that it had agreed with VTT on strategic cooperation which fosters the joint use and development of research infrastructures in Finland. The cooperation aims at strengthening Finnish expertise in bio and circular economy as well as developing cleaner fuel solutions. The strategic cooperation of Neste and VTT is based on two separate investment decisions. Neste is currently building a vehicle testing facility in Porvoo, Finland and VTT has decided to invest in a research infrastructure for catalytic processes at its Bioruukki pilot centre in Espoo, Finland. The agreements signed will allow Neste and VTT to use these research infrastructures in their future projects.

On 6 June, Neste announced that it had signed a Memorandum of Understanding on a joint sustainable fuel initiative with the Port Authority of New York \& New Jersey (PANYNJ). The partners will be working together to facilitate the use of sustainable transportation fuels at Port Authority facilities and in its fleet vehicles and equipment, including renewable aviation fuel, renewable diesel, renewable propane and other sustainable fuel products.

On 18 June, Neste announced jointly with LyondellBasell, the first parallel production of bio-based polypropylene and bio-based low-density polyethylene at a commercial scale. The joint project used Neste's renewable hydrocarbons derived from sustainable bio-based raw materials, such as waste and residue oils. The project successfully produced several thousand tons of bio-based plastics, which are approved for the production of food packaging and being marketed by LyondellBasell.

On 19 June, Neste announced that Neste Engineering Solutions has agreed to create a strategic partnership with engineering consultancy services company Rejlers. The partnership strengthens delivery capability and improves the focus of Neste Engineering Solutions. As part of the partnership agreement, Rejlers will acquire the Regional Business Unit of Neste Engineering Solutions and the parties will make a long-term cooperation agreement. The Regional Business Unit of Neste Engineering Solutions consists of personnel and operations in Turku, Kotka, Oulu, Sweden and the UAE, except for NAPCON Business Unit. The transaction is subject to the approval of the competition authority which was estimated to take 1-4 months.

On 28 June, Neste announced that Mercedes Alonso, (M.Sc. Chem), has been appointed as Executive Vice President for Renewable Polymers and Chemicals of Neste Corporation and member of the Neste Executive Committee. She will join Neste in September 2019, at the latest, and will report to President and CEO Peter Vanacker. She will also be the Managing Director of Neste Germany GmbH. Mercedes Alonso will transfer to Neste from LyondellBasell.

Events after the reporting period

On 5 July, Neste announced that it had signed an agreement to sell its fuel retail business consisting of 75 fuel stations and a terminal in St. Petersburg region to PJSC Tatneft, one of the leading integrated oil and gas companies in Russia. The divestment has no impact on Neste's Marketing \& Services' operations in Finland and the Baltic countries. Neste targets to become a global leader in renewable and circular solutions. The divestment of Russian fuel retail business will enable us to focus on our strategic priorities. The completion of the divestment is subject to the approval of the Russian competition authorities and the transaction is estimated to be completed by the end of 2019.

## Potential risks

There have been no significant changes in Neste's short-term risks or uncertainties since the end of the first quarter 2019. Key market risks affecting Neste's financial results for the next 12 months include political and geopolitical risks, such as impact of the US sanctions on Nynas' business, possible trade war, changes in the biofuel regulation, unexpected changes in the market prices, changes in the competitive situation and any scheduled or unexpected shutdowns at Neste's refineries. Outcome of legal proceedings may have an impact on Neste's financial results.

For more detailed information on Neste's risks and risk management, please refer to the Annual Report and the Notes to the Financial Statements.

## Reporting date for the company's third-quarter 2019 results

Neste will publish its third-quarter results on 25 October 2019 at approximately 9:00 a.m. EET.

Espoo, 24 July 2019
Neste Corporation
Board of Directors

## Further information:

Peter Vanacker, President and CEO, tel. +358 1045811
Jyrki Mäki-Kala, CFO, tel. +358 104584098
Investor Relations, tel. +358 104585292

## Conference call

A conference call in English for investors and analysts will be held today, 25 July 2019, at 3 p.m. Finland / 1 p.m. London / 8 a.m. New York. The call-in numbers are as follows: Finland: +358(0)9 42450806 , rest of Europe: +44 (0) 2071 928000, US: +16315107495 , using access code 6370196 . The conference call can be followed at the company's website. An instant replay of the call will be available until 1 August 2019 at +44 (0) 3333009785 for Europe and +1917677 7532 for the US, using access code 6370196.

The preceding information contains, or may be deemed to contain, "forward-looking statements". These statements relate to future events or our future financial performance, including, but not limited to, strategic plans, potential growth, planned operational changes, expected capital expenditures, future cash sources and requirements,

## RESTE

liquidity and cost savings that involve known and unknown risks, uncertainties, and other factors that may cause Neste Corporation's or its businesses' actual results, levels of activity, performance or achievements to be materially different from those expressed or implied by any forward-looking statements. In some cases, such forward-looking statements can be identified by terminology such as "may," "will," "could," "would," "should," "expect," "plan," "anticipate," "intend," "believe," "estimate," "predict," "potential," or "continue," or the negative of those terms or other comparable terminology. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Future results may vary from the results expressed in, or implied by, the forward-looking statements, possibly to a material degree. All forward-looking statements made in this report are based on information presently available to management and Neste Corporation assumes no obligation to update any forward-looking statements. Nothing in this report constitutes investment advice and this report shall not constitute an offer to sell or the solicitation of an offer to buy any securities or otherwise to engage in any investment activity.

NESTE GROUP
JANUARY - JUNE 2019
The half-year financial report is unaudited
FINANCIAL STATEMENT SUMMARY AND NOTES TO THE FINANCIAL STATEMENT

| EUR million | Note | 4-6/2019 | 4-6/2018 | 1-6/2019 | 1-6/2018 | 1-12/2018 | Last 12 months |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 3, 4 | 4,057 | 3,745 | 7,826 | 7,374 | 14,918 | 15,370 |
| Other income |  | 4 | 4 | 9 | 10 | 17 | 16 |
| Share of profit (loss) of joint ventures |  | -13 | -5 | -43 | -8 | -9 | -44 |
| Materials and services ${ }^{1)}$ |  | -3,354 | -3,261 | -6,408 | -6,175 | -12,459 | -12,692 |
| Employee benefit costs |  | -106 | -102 | -202 | -200 | -400 | -402 |
| Depreciation, amortization and impairments ${ }^{1)}$ | 4 | -118 | -103 | -221 | -201 | -614 | -635 |
| Other expenses ${ }^{1)}$ |  | -112 | -107 | -220 | -207 | -429 | -441 |
| Operating profit | 4 | 358 | 172 | 740 | 592 | 1,025 | 1,173 |
| Financial income and expenses |  |  |  |  |  |  |  |
| Financial income |  | 3 | 2 | 6 | 2 | 7 | 10 |
| Financial expenses ${ }^{1)}$ |  | -12 | -13 | -25 | -25 | -48 | -49 |
| Exchange rate and fair value gains and losses |  | -2 | -6 | -26 | -19 | -34 | -41 |
| Total financial income and expenses |  | -11 | -18 | -46 | -41 | -75 | -79 |
| Profit before income taxes |  | 346 | 154 | 694 | 551 | 951 | 1,094 |
| Income tax expense |  | -54 | -21 | -107 | -71 | -172 | -209 |
| Profit for the period |  | 293 | 133 | 587 | 480 | 779 | 885 |
| Profit attributable to: |  |  |  |  |  |  |  |
| Owners of the parent |  | 294 | 133 | 587 | 480 | 778 | 885 |
| Non-controlling interests |  | -1 | 0 | 0 | 0 | 0 | 1 |
|  |  | 293 | 133 | 587 | 480 | 779 | 885 |

${ }^{71}$ Including the effects of applying IFRS 16. See Note 14 for further information.
Earnings per share from profit attributable to the
owners of the parent (in euro per share)

| Basic earnings per share | $\mathbf{0 . 3 8}$ | 0.17 | $\mathbf{0 . 7 6}$ | 0.63 | 1.01 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Diluted earnings per share | $\mathbf{0 . 3 8}$ | 0.17 | $\mathbf{0 . 7 6}$ | 0.62 | 1.01 |

All share-related figures and comparison numbers have been calculated and restated based on the new total number of shares after the share issue without payment (share split) as resolved by Neste's Annual General Meeting on 2 April, 2019.

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

| EUR million | $4-6 / 2019$ | $4-6 / 2018$ | $1-6 / 2019$ | $1-6 / 2018$ | $1-12 / 2018$ |
| :--- | :--- | ---: | ---: | ---: | ---: |
| Profit for the period | 293 | 133 | 587 | 480 | 779 |

Other comprehensive income net of tax:

Items that will not be reclassified to profit or loss

| Remeasurements on defined benefit plans | -7 | 0 | -19 | 0 | 4 | -15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Items that may be reclassified subsequently to profit or loss |  |  |  |  |  |  |
| Translation differences | -2 | -4 | 1 | -16 | -16 | 1 |
| Cash flow hedges |  |  |  |  |  |  |
| recorded in equity | 4 | -50 | -10 | -32 | -53 | -31 |
| transferred to income statement | 18 | -6 | 37 | -25 | 7 | 69 |
| Share of other comprehensive income of investments accounted for using the equity method | -21 | 5 | -1 | 0 | -4 | -5 |
| Total | 0 | -54 | 27 | -73 | -65 | 35 |
| Other comprehensive income for the period, net of tax | -7 | -55 | 8 | -73 | -61 | 20 |
| Total comprehensive income for the period | 286 | 79 | 595 | 407 | 718 | 905 |
| Total comprehensive income attributable to: |  |  |  |  |  |  |
| Owners of the parent | 287 | 79 | 594 | 407 | 717 | 904 |
| Non-controlling interests | -1 | 0 | 0 | 0 | 0 | 1 |
|  | 286 | 79 | 595 | 407 | 718 | 905 |

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

| EUR million | Note | $\begin{array}{r} 30 \text { June } \\ 2019 \\ \hline \end{array}$ | $\begin{array}{r} 30 \text { June } \\ 2018 \\ \hline \end{array}$ | $\begin{array}{r} 31 \mathrm{Dec} \\ 2018 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Non-current assets |  |  |  |  |
| Intangible assets | 7 | 120 | 106 | 124 |
| Property, plant and equipment ${ }^{1 /}$ | 7 | 3,918 | 3,846 | 3,737 |
| Investments in joint ventures | 8 | 56 | 193 | 106 |
| Non-current receivables |  | 96 | 99 | 87 |
| Deferred tax assets |  | 44 | 35 | 34 |
| Derivative financial instruments | 10 | 11 | 6 | 3 |
| Other financial assets | 10 | 5 | 5 | 5 |
| Total non-current assets |  | 4,250 | 4,288 | 4,095 |
| Current assets |  |  |  |  |
| Inventories |  | 1,601 | 1,485 | 1,482 |
| Trade and other receivables |  | 1,444 | 1,232 | 1,231 |
| Derivative financial instruments | 10 | 91 | 23 | 206 |
| Current investments |  | 151 | 11 | 74 |
| Cash and cash equivalents |  | 927 | 875 | 1,136 |
| Total current assets |  | 4,214 | 3,627 | 4,129 |
| Assets classified as held for sale | 5 | 113 | 0 | 0 |
| Total assets | 4 | 8,576 | 7,916 | 8,224 |

## EQUITY

Capital and reserves attributable to the owners of the parent

| Share capital | $\mathbf{4 0}$ | 40 |
| :--- | ---: | ---: | ---: |
| Other equity | $\mathbf{4 0}$ | $\mathbf{4 0}$ |
| Total | $\mathbf{4 , 2 7 5}$ | 4,588 |
| Non-controlling interests | 4,315 | 4,628 |
| Total equity | $\mathbf{4}$ | $\mathbf{2}$ |

## LIABILITIES

Non-current liabilities

| Interest-bearing liabilities ${ }^{1)}$ | $\mathbf{1 , 0 5 7}$ | 996 |
| :--- | ---: | ---: |
| Deferred tax liabilities | $\mathbf{2 4 8}$ | 264 |
| Provisions | $\mathbf{6 7}$ |  |
| Pension liabilities | $\mathbf{5 5}$ |  |
| Derivative financial instruments | $\mathbf{1 4 8}$ |  |
| Other non-current liabilities | $\mathbf{6}$ | 129 |
| Total non-current liabilities | 124 |  |


| Current liabilities |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Interest-bearing liabilities ${ }^{1)}$ |  | 300 | 154 | 291 |
| Current tax liabilities |  | 54 | 18 | 59 |
| Derivative financial instruments | 10 | 127 | 173 | 149 |
| Trade and other payables |  | 1,889 | 1,795 | 1,749 |
| Total current liabilities |  | 2,369 | 2,141 | 2,247 |
| Liabilities related to assets held for sale | 5 | 26 | 0 | 0 |
| Total liabilities | 4 | 3,939 | 3,600 | 3,594 |
| Total equity and liabilities |  | 8,576 | 7,916 | 8,224 |

${ }^{17}$ Including the effects of applying IFRS 16 . See Note 14 for further information.

CONDENSED CONSOLIDATED CASH FLOW STATEMENT

| EUR million | Note | 4-6/2019 | 4-6/2018 | 1-6/2019 | 1-6/2018 | 1-12/2018 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities |  |  |  |  |  |  |
| Profit before income taxes |  | 346 | 154 | 694 | 551 | 951 |
| Adjustments, total |  | 138 | 177 | 387 | 339 | 590 |
| Change in net working capital |  | -120 | 56 | -521 | -93 | 99 |
| Cash generated from operations |  | 364 | 386 | 561 | 797 | 1,640 |
| Finance cost, net |  | -19 | 0 | -28 | -26 | -37 |
| Income taxes paid |  | -42 | -32 | -129 | -94 | -151 |
| Net cash generated from operating activities ${ }^{1)}$ |  | 303 | 354 | 403 | 677 | 1,452 |
| Cash flows from investing activities |  |  |  |  |  |  |
| Capital expenditure |  | -119 | -109 | -189 | -194 | -380 |
| Acquisitions of subsidiaries, net of cash acquired | 7 | 0 | 0 | -1 | 0 | -15 |
| Proceeds from sales of property, plant and equipment |  | 0 | 0 | 0 | 0 | 2 |
| Proceeds from sales of shares in joint arrangements |  | 0 | 0 | 0 | 2 | 2 |
| Changes in long-term receivables and other investments |  | -53 | -105 | -74 | -112 | -191 |
| Cash flows from investing activities |  | -171 | -214 | -263 | -304 | -583 |
| Cash flow before financing activities |  | 132 | 140 | 140 | 373 | 870 |
| Cash flows from financing activities |  |  |  |  |  |  |
| Net change in loans and other financing activities |  | -40 | -52 | -40 | -65 | -82 |
| Dividends paid to the owners of the parent |  | -292 | -217 | -292 | -217 | -435 |
| Cash flows from financing activities ${ }^{1 /}$ |  | -332 | -270 | -331 | -282 | -517 |
| Net increase (+) / decrease (-) in cash and cash equivalents |  | -200 | -130 | -191 | 91 | 353 |
| Cash and cash equivalents at the beginning of the period |  | 1,145 | 1,004 | 1,136 | 783 | 783 |
| Exchange gains (+)/ losses (-) on cash and cash equivalents |  | 0 | 1 | 1 | 0 | 0 |
| Cash and cash equivalents at the end of the period ${ }^{2)}$ |  | 945 | 875 | 945 | 875 | 1,136 |

CONSOLIDATED STATEMENT OF CHANGES IN TOTAL EQUITY

| EUR million | Share capital | Reserve fund | Reserve of invested unrestricted equity | Treasury shares | Fair value and other reserves | Actuarial gains and losses | Translation differences | Retained earnings | Owners of the parent | Noncontrolling interests | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total equity at 1 Jan 2018 | 40 | 20 | 7 | -9 | -6 | -73 | -68 | 4,428 | 4,338 | 0 | 4,338 |
| Change in accounting policy, IFRS 2 |  |  |  |  |  |  |  | 6 | 6 |  | 6 |
| Change in accounting policy, IFRS 9 |  |  |  |  | 1 |  |  | -2 | -1 |  | -1 |
| Change in accounting policy, IFRS 15 |  |  |  |  |  |  |  | 0 | 0 |  | 0 |
| Restated total equity at 1 Jan 2018 | 40 | 20 | 7 | -9 | -5 | -73 | -68 | 4,432 | 4,343 | 0 | 4,343 |
| Profit for the period |  |  |  |  |  |  |  | 480 | 480 | 0 | 480 |
| Other comprehensive income for the period, net of tax |  |  |  |  | -57 | 0 | -16 |  | -73 | 0 | -73 |
| Total comprehensive income for the period | 0 | 0 | 0 | 0 | -57 | 0 | -16 | 480 | 407 | 0 | 407 |
| Transactions with the owners in their capacity as owners |  |  |  |  |  |  |  |  |  |  |  |
| Dividend decision |  |  |  |  |  |  |  | -435 | -435 | 0 | -435 |
| Share-based compensation |  |  | 2 | 1 |  |  |  | -3 | 0 |  | 0 |
| Transfer from retained earnings |  | 0 |  |  |  |  | 0 |  | 0 |  | 0 |
| Total equity at 30 June 2018 | 40 | 19 | 9 | -9 | -63 | -73 | -83 | 4,474 | 4,315 | 0 | 4,315 |


| EUR million | Share capital | Reserve fund | Reserve of invested unrestricted equity | Treasury shares | Fair value and other reserves | Actuarial gains and losses | Translation differences | Retained earnings | Owners of the parent | Non- controlling interests | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total equity at 1 Jan 2018 | 40 | 20 | 7 | -9 | -6 | -73 | -68 | 4,428 | 4,338 | 0 | 4,338 |
| Change in accounting policy, IFRS 2 |  |  |  |  |  |  |  | 6 | 6 |  | 6 |
| Change in accounting policy, IFRS 9 |  |  |  |  | 1 |  |  | -2 | -1 |  | -1 |
| Change in accounting policy, IFRS 15 |  |  |  |  |  |  |  | 0 | 0 |  | 0 |
| Restated total equity at 1 Jan 2018 | 40 | 20 | 7 | -9 | -5 | -73 | -68 | 4,432 | 4,343 | 0 | 4,343 |
| Profit for the period |  |  |  |  |  |  |  | 778 | 778 | 0 | 779 |
| Other comprehensive income for the period, net of tax |  |  |  |  | -49 | 4 | -16 |  | -61 |  | -61 |
| Total comprehensive income for the period | 0 | 0 | 0 | 0 | -49 | 4 | -16 | 778 | 717 | 0 | 718 |
| Transactions with the owners in their capacit | as own |  |  |  |  |  |  |  |  |  |  |
| Dividend decision |  |  |  |  |  |  |  | -435 | -435 | 0 | -435 |
| Transactions with non-controlling interests |  |  |  |  |  |  |  |  | 0 | 2 | 2 |
| Share-based compensation |  |  | 3 | 1 |  |  |  | -1 | 2 |  | 2 |
| Transfer from retained earnings |  | 0 |  |  |  |  | 0 | 0 | 0 |  | 0 |
| Total equity at 31 Dec 2018 | 40 | 19 | 10 | -9 | -55 | -69 | -84 | 4,774 | 4,628 | 2 | 4,630 |


| EUR million | Share capital | Reserve fund | Reserve of invested unrestricted equity | Treasury shares | Fair value and other reserves | Actuarial gains and losses | Translation differences | Retained earnings | Owners of the parent | Non- controlling interests | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total equity at 1 Jan 2019 | 40 | 19 | 10 | -9 | -55 | -69 | -84 | 4,774 | 4,628 | 2 | 4,630 |
| Profit for the period |  |  |  |  |  |  |  | 587 | 587 | 0 | 587 |
| Other comprehensive income for the period, net of tax |  |  |  |  | 26 | -19 | 1 |  | 8 | 0 | 8 |
| Total comprehensive income for the period | 0 | 0 | 0 | 0 | 26 | -19 | 1 | 587 | 594 | 0 | 595 |
| Transactions with the owners in their capacity as owners |  |  |  |  |  |  |  |  |  |  |  |
| Dividend decision |  |  |  |  |  |  |  | -583 | -583 | 0 | -583 |
| Share-based compensation |  |  | 5 | 1 |  |  |  | -10 | -4 |  | -4 |
| Transfer from retained earnings |  | 0 |  |  |  |  | 0 |  | 0 |  | 0 |
| Total equity at 30 June 2019 | 40 | 19 | 15 | -8 | -29 | -88 | -82 | 4,767 | 4,635 | 2 | 4,637 |

KEY FIGURES
Last 12
months
${ }^{1)}$ All share-related figures and comparison numbers have been calculated and restated based on the new total number of shares after the share issue without payment (share split) as resolved by Neste's Annual General Meeting on 2 April, 2019.

## NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

## 1. BASIS OF PREPARATION AND ACCOUNTING POLICIES

The interim report has been prepared in accordance with IAS 34 Interim Financial Reporting. The condensed interim report should be read in conjunction with the consolidated financial statements for the year ended 31 December 2018. The accounting policies where they are different to those applied in prior periods are presented below and in Note 14 Changes in accounting policies. Otherwise accounting policies adopted are consistent with those of the Group's annual financial statements for the year ended 31 December 2018. The IFRS principles require the management to make estimates and assumptions when preparing financial statements. Although these estimates and assumptions are based on the management's best knowledge of today, the final outcome may differ from the estimated values presented in the financial statements. The condensed interim report is presented in million of euros unless otherwise stated. The figures in the tables are exact figures and consequently the sum of individual figures may deviate from the sum presented. All share-related figures and comparison numbers have been calculated and restated based on the new total number of shares after the share issue without payment (share split) as resolved by Neste's Annual General Meeting on 2 April, 2019

The following new IFRS standards and amendments have been adopted by the Group as of 1 January 2019:

- IFRS 16 Leases

The new standard had not a material impact on Neste's consolidated financial statements. See Note 14 Changes in accounting policies for more detailed explanation of the impacts.

## 2. TREASURY SHARES

On 15 March 2019 a total of 168,099 treasury shares of Neste Corporation has been conveyed without consideration to the key persons participating in the Share Ownership Plan 2016 according to the terms and conditions of the plan. The directed share issue is based on the authorization of the Annual General Meeting on 5 April 2018. The number of treasury shares after the directed share issue is $1,552,887$ shares. Numbers have been presented based on the new total number of shares after the share issue without payment (share split) as resolved by Neste's Annual General Meeting on 2 April, 2019.
3. REVENUE

REVENUE BY CATEGORY

| External revenue | 4-6/2019 |  |  |  |  | 4-6/2018 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Renewable Products | Oil Products | Marketing \& Services | Others | Total | Renewable Products | Oil Products | Marketing \& Services | Others | Total |
| Fuels ${ }^{1 /}$ | 866 | 1,913 | 1,019 | 0 | 3,798 | 751 | 1,729 | 1,017 | 0 | 3,497 |
| Light distillates | 14 | 885 | 281 | 0 | 1,180 | 27 | 729 | 282 | 0 | 1,038 |
| Middle distillates | 852 | 912 | 737 | 0 | 2,500 | 723 | 826 | 733 | 0 | 2,282 |
| Heavy fuel oil | 0 | 116 | 2 | 0 | 118 | 0 | 175 | 2 | 0 | 176 |
| Other products | 0 | 202 | 33 | 0 | 235 | 0 | 178 | 32 | 0 | 210 |
| Other services | 0 | 9 | 3 | 12 | 24 | 0 | 5 | 3 | 30 | 38 |
| Total | 866 | 2,124 | 1,055 | 12 | 4,057 | 751 | 1,913 | 1,052 | 30 | 3,745 |
|  | 1-6/2019 |  |  |  |  | 1-6/2018 |  |  |  |  |
| External revenue | Renewable Products | Oil Products | Marketing \& Services | Others | Total | Renewable Products | Oil Products <br> Services |  | Others | Total |
| Fuels ${ }^{1 /}$ | 1,684 | 3,625 | 2,021 | 0 | 7,330 | 1,471 | 3,437 | 1,972 | 0 | 6,880 |
| Light distillates | 34 | 1,619 | 505 | 0 | 2,159 | 52 | 1,481 | 524 | 0 | 2,057 |
| Middle distillates | 1,650 | 1,766 | 1,513 | 0 | 4,929 | 1,419 | 1,695 | 1,445 | 0 | 4,558 |
| Heavy fuel oil | 0 | 239 | 3 | 0 | 242 | 0 | 261 | 3 | 0 | 264 |
| Other products | 7 | 385 | 62 | 0 | 453 | 0 | 362 | 59 | 0 | 421 |
| Other services | 0 | 15 | 5 | 23 | 43 | 0 | 11 | 6 | 56 | 73 |
| Total | 1,691 | 4,024 | 2,088 | 23 | 7,826 | 1,471 | 3,810 | 2,038 | 56 | 7,374 |
|  | 1-12/2018 |  |  |  |  | Last 12 months |  |  |  |  |
| External revenue | Renewable Products | Oil Products | Marketing \& Services | Others | Total | Renewable Products | Oil Products <br> Services |  | Others | Total |
| Fuels ${ }^{1)}$ | 2,942 | 6,699 | 4,147 | 0 | 13,788 | 3,156 | 6,887 | 4,196 | 0 | 14,238 |
| Light distillates | 130 | 2,971 | 1,110 | 0 | 4,211 | 113 | 3,109 | 1,091 | 0 | 4,313 |
| Middle distillates | 2,812 | 3,312 | 3,032 | 0 | 9,156 | 3,043 | 3,384 | 3,100 | 0 | 9,526 |
| Heavy fuel oil | 0 | 416 | 5 | 0 | 421 | 0 | 394 | 5 | 0 | 399 |
| Other products | 2 | 877 | 119 | 0 | 999 | 8 | 901 | 122 | 0 | 1,030 |
| Other services | 0 | 24 | 12 | 95 | 132 | 0 | 28 | 11 | 62 | 101 |
| Total | 2,943 | 7,601 | 4,279 | 95 | 14,918 | 3,164 | 7,815 | 4,329 | 62 | 15,370 |

${ }^{1)}$ Light distillates comprise motor gasoline, gasoline components, LPG, renewable naphtha and biopropane. Middle distillates comprise diesel, jet fuels, low sulphur marine fuels, heating oil, renewable fuels and renewable jet fuels. RINs (Renewable Identification Number), LCFS (Low Carbon Fuels Standard) credits, and BTCs (Blender's Tax Credits) are included in the corresponding fuel categories.

## TIMING OF REVENUE RECOGNITION

| External revenue | 4-6/2019 |  |  |  |  | 4-6/2018 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Renewable Products | Oil Products | Marketing \& Services | Others | Total | $\begin{gathered} \text { Renewable } \\ \text { Products } \\ \hline \end{gathered}$ | Oil Products | Marketing \& Services | Others | Total |
| Goods transferred at point in time | 866 | 2,115 | 1,052 | 0 | 4,033 | 751 | 1,907 | 1,049 | 0 | 3,707 |
| Services transferred at point in time | 0 | 9 | 3 | 0 | 12 | 0 | 5 | 3 | 1 | 9 |
| Services transferred over time | 0 | 0 | 0 | 12 | 12 | 0 | 0 | 0 | 29 | 29 |
| Total | 866 | 2,124 | 1,055 | 12 | 4,057 | 751 | 1,913 | 1,052 | 30 | 3,745 |
|  |  |  | 1-6/2019 |  |  |  |  | 1-6/2018 |  |  |
| External revenue | Renewable Products | Oil Products | Marketing \& Services | Others | Total | Renewable Products | Oil Products | Marketing \& Services | Others | Total |
| Goods transferred at point in time | 1,691 | 4,010 | 2,082 | 0 | 7,783 | 1,471 | 3,799 | 2,031 | 0 | 7,301 |
| Services transferred at point in time | 0 | 15 | 5 | 0 | 20 | 0 | 11 | 6 | 1 | 18 |
| Services transferred over time | 0 | 0 | 0 | 23 | 23 | 0 | 0 | 0 | 55 | 55 |
| Total | 1,691 | 4,024 | 2,088 | 23 | 7,826 | 1,471 | 3,810 | 2,038 | 56 | 7,374 |
|  |  |  | 1-12/2018 |  |  |  |  | st 12 month |  |  |
| External revenue | Renewable Products | Oil Products | Marketing \& Serrices | Others | Total | Renewable Products | Oil Products | Marketing \& Services | Others | Total |
| Goods transferred at point in time | 2,943 | 7,577 | 4,266 | 0 | 14,787 | 3,164 | 7,788 | 4,317 | 0 | 15,269 |
| Services transferred at point in time | 0 | 24 | 12 | 2 | 38 | 0 | 28 | 11 | 1 | 40 |
| Services transferred over time | 0 | 0 | 0 | 93 | 93 | 0 | 0 | 0 | 61 | 61 |
| Total | 2,943 | 7,601 | 4,279 | 95 | 14,918 | 3,164 | 7,815 | 4,329 | 62 | 15,370 |

REVENUE BY OPERATING SEGMENT


REVENUE BY OPERATING DESTINATION

| External revenue | 4-6/2019 |  |  |  |  | 4-6/2018 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Renewable Products | Oil Products | Marketing \& Services | Others | Total | Renewable Products | Oil Products | Marketing \& Services | Others | Total |
| Finland | 1 | 506 | 1,481 | 13 | 2,001 | 1 | 422 | 747 | 23 | 1,194 |
| Other Nordic countries | 415 | 325 | 15 | 2 | 758 | 438 | 281 | 8 | 3 | 729 |
| Baltic Rim | 0 | 18 | 590 | 0 | 609 | 0 | 20 | 296 | 0 | 316 |
| Other European countries | 171 | 995 | 1 | 5 | 1,172 | 61 | 879 | 1 | 2 | 943 |
| North and South America | 272 | 210 | 0 | 0 | 483 | 245 | 232 | 0 | 0 | 477 |
| Other countries | 6 | 70 | 0 | 3 | 79 | 6 | 79 | 0 | 2 | 86 |
| Total | 866 | 2,124 | 2,088 | 23 | 5,100 | 751 | 1,913 | 1,052 | 30 | 3,745 |
|  |  |  | 1-6/2019 |  |  |  |  | 1-6/2018 |  |  |
| External revenue | Renewable Products | Oil Products | Marketing \& Services | Others | Total | Renewable Products | Oil Products | Marketing \& Services | Others | Total |
| Finland | 1 | 955 | 1,481 | 13 | 2,449 | 5 | 824 | 1,461 | 42 | 2,332 |
| Other Nordic countries | 837 | 644 | 15 | 2 | 1,498 | 903 | 496 | 15 | 6 | 1,420 |
| Baltic Rim | 2 | 41 | 590 | 0 | 633 | 0 | 50 | 561 | 0 | 610 |
| Other European countries | 326 | 1,917 | 1 | 5 | 2,248 | 96 | 1,746 | 1 | 4 | 1,848 |
| North and South America | 511 | 303 | 0 | 0 | 813 | 459 | 346 | 0 | 0 | 805 |
| Other countries | 15 | 165 | 0 | 3 | 183 | 7 | 348 | 0 | 4 | 359 |
| Total | 1,691 | 4,024 | 2,088 | 23 | 7,826 | 1,471 | 3,810 | 2,038 | 56 | 7,374 |
|  |  |  | 1-12/2018 |  |  |  |  | ast 12 months |  |  |
| External revenue | Renewable Products | Oil Products | Marketing \& Services | Others | Total | Renewable Products | Oil Products | Marketing \& Services | Others | Total |
| Finland | 4 | 1,986 | 3,069 | 70 | 5,130 | 0 | 2,117 | 3,089 | 41 | 5,247 |
| Other Nordic countries | 1,640 | 998 | 34 | 10 | 2,682 | 1,574 | 1,146 | 34 | 6 | 2,760 |
| Baltic Rim | 0 | 95 | 1,173 | 0 | 1,268 | 2 | 86 | 1,203 | 0 | 1,291 |
| Other European countries | 363 | 3,349 | 2 | 9 | 3,723 | 593 | 3,520 | 2 | 10 | 4,124 |
| North and South America | 913 | 698 | 0 | 0 | 1,611 | 965 | 654 | 0 | 0 | 1,619 |
| Other countries | 23 | 475 | 0 | 6 | 504 | 31 | 293 | 0 | 5 | 329 |
| Total | 2,943 | 7,601 | 4,279 | 95 | 14,918 | 3,164 | 7,815 | 4,329 | 62 | 15,370 |

4. SEGMENT INFORMATION

Neste's operations are grouped into four reporting segments: Renewable Products, Oil Products, Marketing \& Services and Others. The Others segment consists of Neste Engineering Solutions; Nynas, a joint venture owned by Neste ( $49.99 \%$ share) and Petroleos de Venezuela; and common corporate costs. The performance of the reporting segments are reviewed regularly by the chief operating decision maker, Neste President \& CEO, to assess performance and to decide on allocation of resources.

| REVENUE | 4-6/2019 | 4-6/2018 | 1-6/2019 | 1-6/2018 | 1-12/2018 | Last 12 months |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Renewable Products | 955 | 793 | 1,928 | 1,552 | 3,241 | 3,617 |
| Oil Products | 2,729 | 2,534 | 5,243 | 4,987 | 10,105 | 10,361 |
| Marketing \& Services | 1,064 | 1,061 | 2,106 | 2,057 | 4,315 | 4,364 |
| Others | 68 | 71 | 128 | 136 | 264 | 256 |
| Eliminations | -758 | -713 | -1,579 | -1,358 | -3,007 | -3,228 |
| Total | 4,057 | 3,745 | 7,826 | 7,374 | 14,918 | 15,370 |
| OPERATING PROFIT | 4-6/2019 | 4-6/2018 | 1-6/2019 | 1-6/2018 | 1-12/2018 | Last 12 months |
| Renewable Products | 284 | 56 | 583 | 336 | 899 | 1,146 |
| Oil Products | 76 | 108 | 191 | 243 | 170 | 118 |
| Marketing \& Services | 25 | 20 | 38 | 33 | 77 | 81 |
| Others | -28 | -11 | -71 | -20 | -122 | -173 |
| Eliminations | 1 | -1 | 0 | 1 | 2 | 1 |
| Total | 358 | 172 | 740 | 592 | 1,025 | 1,173 |


| COMPARABLE OPERATING PROFIT | 4-6/2019 | 4-6/2018 | 1-6/2019 | 1-6/2018 | 1-12/2018 | Last 12 months |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Renewable Products | 286 | 177 | 623 | 473 | 983 | 1,132 |
| Oil Products | 83 | 92 | 156 | 191 | 397 | 362 |
| Marketing \& Services | 25 | 20 | 38 | 33 | 77 | 81 |
| Others | -28 | -11 | -71 | -20 | -36 | -87 |
| Eliminations | 1 | -1 | -1 | 1 | 2 | 1 |
| Total | 367 | 277 | 746 | 679 | 1,422 | 1,490 |
| DEPRECIATION, AMORTIZATION AND IMPAIRMENTS | 4-6/2019 | 4-6/2018 | 1-6/2019 | 1-6/2018 | 1-12/2018 | Last 12 months |
| Renewable Products | 36 | 32 | 71 | 60 | 128 | 139 |
| Oil Products | 65 | 58 | 117 | 114 | 345 | 348 |
| Marketing \& Services | 8 | 6 | 17 | 12 | 25 | 29 |
| Others | 8 | 7 | 17 | 14 | 116 | 119 |
| Eliminations | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 118 | 103 | 221 | 201 | 614 | 635 |


| CAPITAL EXPENDITURE AND INVESTMENTS IN SHARES | 4-6/2019 | 4-6/2018 | 1-6/2019 | 1-6/2018 | 1-12/2018 | Last 12 months |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Renewable Products | 88 | 37 | 117 | 65 | 159 | 211 |
| Oil Products | 74 | 57 | 129 | 104 | 196 | 221 |
| Marketing \& Services | 6 | 8 | 8 | 11 | 28 | 25 |
| Others | 11 | 12 | 23 | 21 | 55 | 58 |
| Eliminations | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 179 | 114 | 277 | 201 | 438 | 514 |
|  |  |  |  | 30 June | 30 June | 31 Dec |
| TOTAL ASSETS |  |  |  | 2019 | 2018 | 2018 |
| Renewable Products |  |  |  | 2,758 | 2,126 | 2,475 |
| Oil Products |  |  |  | 3,800 | 3,928 | 3,750 |
| Marketing \& Services |  |  |  | 638 | 575 | 551 |
| Others |  |  |  | 406 | 502 | 401 |
| Unallocated assets |  |  |  | 1,338 | 1,085 | 1,430 |
| Eliminations |  |  |  | -364 | -300 | -384 |
| Total |  |  |  | 8,576 | 7,916 | 8,224 |


| NET ASSETS | $\begin{array}{r} 30 \text { June } \\ 2019 \\ \hline \end{array}$ | $\begin{array}{r} 30 \text { June } \\ 2018 \end{array}$ | $\begin{array}{r} 31 \mathrm{Dec} \\ 2018 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: |
| Renewable Products | 2,273 | 1,748 | 2,018 |
| Oil Products | 2,564 | 2,678 | 2,257 |
| Marketing \& Services | 315 | 254 | 249 |
| Others | -152 | 65 | 186 |
| Eliminations | -8 | -8 | -4 |
| Total | 4,991 | 4,737 | 4,706 |
|  | 30 June | 30 June | 31 Dec |
| TOTAL LIABILITIES | 2019 | 2018 | 2018 |
| Renewable Products | 718 | 378 | 457 |
| Oil Products | 1,273 | 1,250 | 1,492 |
| Marketing \& Services | 397 | 321 | 302 |
| Others | 563 | 436 | 215 |
| Unallocated liabilities | 1,346 | 1,507 | 1,507 |
| Eliminations | -356 | -291 | -380 |
| Total | 3,939 | 3,600 | 3,594 |
|  | 30 June | 30 June | 31 Dec |
| RETURN ON NET ASSETS, \% | 2019 | 2018 | 2018 |
| Renewable Products | 57.3 | 32.2 | 48.0 |
| Oil Products | 4.6 | 22.5 | 6.7 |
| Marketing \& Services | 28.9 | 27.3 | 29.1 |
|  | 30 June | 30 June | 31 Dec |
| COMPARABLE RETURN ON NET ASSETS, \% | 2019 | 2018 | 2018 |
| Renewable Products | 56.6 | 46.0 | 52.4 |
| Oil Products | 14.2 | 17.0 | 15.7 |
| Marketing \& Services | 28.9 | 27.3 | 29.1 |

QUARTERLY SEGMENT INFORMATION

| QUARTERLY REVENUE | 4-6/2019 | 1-3/2019 | 10-12/2018 | 7-9/2018 | 4-6/2018 | 1-3/2018 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Renewable Products | 955 | 973 | 884 | 805 | 793 | 759 |
| Oil Products | 2,729 | 2,514 | 2,456 | 2,661 | 2,534 | 2,453 |
| Marketing \& Services | 1,064 | 1,042 | 1,135 | 1,123 | 1,061 | 996 |
| Others | 68 | 60 | 64 | 65 | 71 | 65 |
| Eliminations | -758 | -821 | -878 | -771 | -713 | -645 |
| Total | 4,057 | 3,769 | 3,661 | 3,884 | 3,745 | 3,629 |
| QUARTERLY OPERATING PROFIT | 4-6/2019 | 1-3/2019 | 10-12/2018 | 7-9/2018 | 4-6/2018 | 1-3/2018 |
| Renewable Products | 284 | 299 | 400 | 163 | 56 | 279 |
| Oil Products | 76 | 114 | -224 | 151 | 108 | 135 |
| Marketing \& Services | 25 | 13 | 19 | 24 | 20 | 13 |
| Others | -28 | -43 | -12 | -90 | -11 | -9 |
| Eliminations | 1 | -1 | 1 | 1 | -1 | 2 |
| Total | 358 | 382 | 183 | 250 | 172 | 421 |
| QUARTERLY COMPARABLE OPERATING PROFIT | 4-6/2019 | 1-3/2019 | 10-12/2018 | 7-9/2018 | 4-6/2018 | 1-3/2018 |
| Renewable Products | 286 | 337 | 281 | 228 | 177 | 296 |
| Oil Products | 83 | 73 | 60 | 146 | 92 | 99 |
| Marketing \& Services | 25 | 13 | 19 | 24 | 20 | 13 |
| Others | -28 | -43 | -12 | -4 | -11 | -9 |
| Eliminations | , | -1 | 1 | 0 | -1 | 2 |
| Total | 367 | 378 | 349 | 395 | 277 | 401 |
| QUARTERLY DEPRECIATION, AMORTIZATION AND IMPAIRMENTS | 4-6/2019 | 1-3/2019 | 10-12/2018 | 7-9/2018 | 4-6/2018 | 1-3/2018 |
| Renewable Products | 36 | 36 | 33 | 34 | 32 | 28 |
| Oil Products | 65 | 51 | 171 | 60 | 58 | 57 |
| Marketing \& Services | 8 | 8 | 7 | 6 | 6 | 6 |
| Others | 8 | 8 | 8 | 94 | 7 | 7 |
| Eliminations | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 118 | 104 | 218 | 195 | 103 | 98 |
| QUARTERLY CAPITAL EXPENDITURE |  |  |  |  |  |  |
| AND INVESTMENTS IN SHARES | 4-6/2019 | 1-3/2019 | 10-12/2018 | 7-9/2018 | 4-6/2018 | 1-3/2018 |
| Renewable Products | 88 | 29 | 45 | 48 | 37 | 28 |
| Oil Products | 74 | 55 | 53 | 40 | 57 | 46 |
| Marketing \& Services | 6 | 2 | 10 | 7 | 8 | 4 |
| Others | 11 | 12 | 16 | 18 | 12 | 9 |
| Eliminations | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 179 | 98 | 124 | 113 | 114 | 86 |
| QUARTERLY NET ASSETS | 4-6/2019 | 1-3/2019 | 10-12/2018 | 7-9/2018 | 4-6/2018 | 1-3/2018 |
| Renewable Products | 2,273 | 2,131 | 2,018 | 1,834 | 1,748 | 1,906 |
| Oil Products | 2,564 | 2,581 | 2,257 | 2,665 | 2,678 | 2,592 |
| Marketing \& Services | 315 | 319 | 249 | 275 | 254 | 259 |
| Others | -152 | 151 | 186 | -4 | 65 | 291 |
| Eliminations | -8 | 0 | -4 | -7 | -8 | -8 |
| Total | 4,991 | 5,182 | 4,706 | 4,762 | 4,737 | 5,041 |

## 5. ASSETS HELD FOR SALE

Neste has agreed to sell The Regional Business Unit of Neste Engineering Solutions and LLC Neste Saint-Petersburg. Both planned divestments are classified as assets held for sale in the consolidated statement of financial position.

## The Regional Business Unit of Neste Engineering Solutions

The assets and liabilities held for sale at 30 June 2019 relate to Neste Engineering Solutions agreeing to create strategic partnership with engineering consultancy services company Rejlers. As part of the partnership agreement, Rejlers will acquire the Regional Business Unit of Neste Engineering Solutions and the parties will make a long-term cooperation agreement. The Regional Business Unit of Neste Engineering Solutions consists of personnel and operations in Turku, Kotka, Oulu, Sweden and UAE, except for NAPCON Business Unit. The transaction is subject to the approval of the competition authority which is estimated to take 1-4 months. The operations are part of the Others segment.

The Regional Business Unit of Neste Engineering Solutions Assets classified as held for sale 30 June 2019
Intangible assets
Non-current receivables 1
Trade and other receivables 3
Cash and cash equivalents 3

Total
Liabilities related to assets held for sale
30 June 2019
Trade and other payables
Total
2

## LLC Neste Saint-Petersburg

The assets and liabilities held for sale at 30 June 2019 relate to Neste Corporation signed agreement to sell its fuel retail business consisting of 75 fuel stations and a terminal in St. Petersburg region to PJSC Tatneft, one of the leading integrated oil and gas companies in Russia. The completion of the divestment is subject to the approval of the Russian competition authorities and the transaction is estimated to be completed by the end of 2019. The operations are part of the Marketing \& Services segment.

Property, plant and equipment
Inventories
Trade and other receivables ..... 10
Cash and cash equivalents 15

Total
Liabilities related to assets held for sale 6
Interest-bearing liabilities
Deferred tax liabilities
Trade and other payables 16
Total
6. RECONCILIATION OF KEY FIGURES TO IFRS FINANCIAL STATEMENTS

RECONCILIATION BETWEEN COMPARABLE OPERATING PROFIT AND OPERATING PROFIT

| Group | 4-6/2019 | 4-6/2018 | 1-3/2019 | 1-6/2019 | 1-6/2018 | 1-12/2018 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| COMPARABLE OPERATING PROFIT | 367 | 277 | 378 | 746 | 679 | 1,422 |
| inventory valuation gains/losses | 36 | -62 | 71 | 107 | -30 | -269 |
| changes in the fair value of open commodity and currency derivatives | -30 | -38 | -88 | -118 | -50 | 117 |
| capital gains and losses | 0 | 0 | 0 | 0 | 2 | 2 |
| insurance and other compensations | 0 | 0 | 0 | 0 | 0 | 0 |
| impairments | -4 | 0 | 10 | 6 | 0 | -198 |
| other adjustments | -11 | -5 | 10 | 0 | -7 | -48 |
| OPERATING PROFIT | 358 | 172 | 382 | 740 | 592 | 1,025 |
| Renewable Products | 4-6/2019 | 4-6/2018 | 1-3/2019 | 1-6/2019 | 1-6/2018 | 1-12/2018 |
| COMPARABLE OPERATING PROFIT | 286 | 177 | 337 | 623 | 473 | 983 |
| inventory valuation gains/losses | 24 | -66 | 8 | 32 | -76 | -162 |
| changes in the fair value of open commodity and currency derivatives | -26 | -50 | -59 | -85 | -58 | 82 |
| capital gains and losses | 0 | 0 | 0 | 0 | 0 | 0 |
| insurance and other compensations | 0 | 0 | 0 | 0 | 0 | 0 |
| impairments | 0 | 0 | 0 | 0 | 0 | 0 |
| other adjustments | 0 | -4 | 13 | 13 | -4 | -4 |
| OPERATING PROFIT | 284 | 56 | 299 | 583 | 336 | 899 |
| Oil Products | 4-6/2019 | 4-6/2018 | 1-3/2019 | 1-6/2019 | 1-6/2018 | 1-12/2018 |
| COMPARABLE OPERATING PROFIT | 83 | 92 | 73 | 156 | 191 | 397 |
| inventory valuation gains/losses | 12 | 5 | 63 | 75 | 46 | -108 |
| changes in the fair value of open commodity and currency derivatives | -4 | 12 | -29 | -33 | 7 | 35 |
| capital gains and losses | 0 | 0 | 0 | 0 | 2 | 2 |
| insurance and other compensations | 0 | 0 | 0 | 0 | 0 | 0 |
| impairments | -4 | 0 | 10 | 6 | 0 | -112 |
| other adjustments | -11 | -1 | -3 | -14 | -3 | -44 |
| OPERATING PROFIT | 76 | 108 | 114 | 191 | 243 | 170 |
| Marketing \& Services | 4-6/2019 | 4-6/2018 | 1-3/2019 | 1-6/2019 | 1-6/2018 | 1-12/2018 |
| COMPARABLE OPERATING PROFIT | 25 | 20 | 13 | 38 | 33 | 77 |
| inventory valuation gains/losses | 0 | 0 | 0 | 0 | 0 | 0 |
| changes in the fair value of open commodity and currency derivatives | 0 | 0 | 0 | 0 | 0 | 0 |
| capital gains and losses | 0 | 0 | 0 | 0 | 0 | 0 |
| insurance and other compensations | 0 | 0 | 0 | 0 | 0 | 0 |
| impairments | 0 | 0 | 0 | 0 | 0 | 0 |
| other adjustments | 0 | 0 | 0 | 0 | 0 | 0 |
| OPERATING PROFIT | 25 | 20 | 13 | 38 | 33 | 77 |


| Others | $\mathbf{4 - 6 / 2 0 1 9}$ | $\mathbf{4 - 6 / 2 0 1 8}$ | $\mathbf{1 - 3 / 2 0 1 9}$ | $\mathbf{1 - 6 / 2 0 1 9}$ | $\mathbf{1 - 6 / 2 0 1 8}$ | $\mathbf{1 - 1 2 / 2 0 1 8}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| COMPARABLE OPERATING PROFIT | $\mathbf{- 2 8}$ | $\mathbf{- 1 1}$ | -43 | $\mathbf{- 7 1}$ | $\mathbf{- 2 0}$ | $\mathbf{- 3 6}$ |
| inventory valuation gains/losses | $\mathbf{0}$ | 0 | 0 | $\mathbf{0}$ | 0 | 0 |
| changes in the fair value of open commodity and currency derivatives | $\mathbf{0}$ | 0 | 0 | $\mathbf{0}$ | 0 | 0 |
| capital gains and losses | $\mathbf{0}$ | 0 | 0 | $\mathbf{0}$ | 0 | 0 |
| insurance and other compensations | $\mathbf{0}$ | 0 | 0 | $\mathbf{0}$ | 0 | 0 |
| impairments | $\mathbf{0}$ | 0 | 0 | $\mathbf{0}$ | 0 | -86 |
| other adjustments | $\mathbf{0}$ | 0 | 0 | $\mathbf{0}$ | 0 | 0 |
| OPERATING PROFT | $\mathbf{- 2 8}$ | $\mathbf{- 1 1}$ | $\mathbf{- 4 3}$ | $\mathbf{- 7 1}$ | $\mathbf{- 2 0}$ | $\mathbf{- 1 2 2}$ |

RECONCILIATION BETWEEN COMPARABLE OPERATING PROFIT AND COMPARABLE NET PROFIT

|  | 4-6/2019 | 4-6/2018 | 1-6/2019 | 1-6/2018 | 1-12/2018 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| COMPARABLE OPERATING PROFIT | 367 | 277 | 746 | 679 | 1,422 |
| total financial income and expenses | -11 | -18 | -46 | -41 | -75 |
| income tax expense | -54 | -21 | -107 | -71 | -172 |
| non-controlling interests | 1 | 0 | 0 | 0 | 0 |
| tax on items affecting comparability | 1 | -16 | 0 | -13 | -25 |
| COMPARABLE NETPROFIT | 304 | 223 | 592 | 553 | 1,150 |


| RECONCILIATION OF RETURN ON AVERAGE CAPITAL EMPLOYED, AFTER TAX (ROACE), \% | $\begin{array}{r} 30 \text { June } \\ 2019 \\ \hline \end{array}$ | $\begin{array}{r} 30 \text { June } \\ 2018 \\ \hline \end{array}$ | $\begin{array}{r} 31 \mathrm{Dec} \\ 2018 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: |
| COMPARABLE OPERATING PROFIT, LAST 12 MONTHS | 1,490 | 1,340 | 1,422 |
| financial income | 10 | 4 | 7 |
| exchange rate and fair value gains and losses | -41 | -14 | -34 |
| income tax expense | -209 | -176 | -172 |
| tax on other items affecting ROACE | -20 | -24 | -32 |
| Comparable net profit, net of tax | 1,231 | 1,130 | 1,191 |
| Capital employed average | 5,838 | 5,444 | 5,657 |
| RETURN ON AVERAGE CAPITAL EMPLOYED, AFTER TAX (ROACE), \% | 21.1 | 20.8 | 21.1 |
| RECONCILIATION OF EQUITY-TO-ASSETS RATIO, \% | 30 June | 30 June | 31 Dec |
|  | 2019 | 2018 | 2018 |
| Total equity | 4,637 | 4,315 | 4,630 |
| Total assets | 8,576 | 7,916 | 8,224 |
| Advances received | -28 | -20 | -28 |
| EQUITY-TO-ASSETS RATIO, \% | 54.2 | 54.7 | 56.5 |
| RECONCILIATION OF NET WORKING CAPITAL IN DAYS OUTSTANDING | 30 June | 30 June | 31 Dec |
|  | 2019 | 2018 | 2018 |
| Operative receivables | 1,366 | 1,171 | 1,140 |
| Inventories | 1,601 | 1,485 | 1,482 |
| Operative liabilities | -1,898 | -1,798 | -1,750 |
| Net working capital | 1,069 | 858 | 873 |
| Revenue, last 12 months | 15,370 | 14,240 | 14,918 |
| NETWORKING CAPITAL IN DAYS OUTSTANDING | 25.4 | 22.0 | 21.4 |

7. CHANGES IN INTANGIBLE ASSETS AND PROPERTY, PLANT AND EQUIPMENT AND CAPITAL COMMITMENTS

|  | 30 June | 30 June | 31 Dec |
| :---: | :---: | :---: | :---: |
| CHANGES IN INTANGIBLE ASSETS AND PROPERTY, PLANT AND EQUIPMENT | 2019 | 2018 | 2018 |
| Opening balance | 3,861 | 3,955 | 3,955 |
| Change in accounting policy, IFRS $16{ }^{1)}$ | 215 | 0 | 0 |
| Restated opening balance | 4,076 | 3,955 | 3,955 |
| Capital expenditure ${ }^{1)}$ | 276 | 201 | 422 |
| Acquisitions | 1 | 0 | 15 |
| Depreciation, amortization and impairments ${ }^{1)}$ | -234 | -201 | -498 |
| Disposals | -23 | -1 | -27 |
| Assets classified as held for sale | -63 | 0 | 0 |
| Translation differences | 5 | -3 | -7 |
| Closing balance | 4,038 | 3,951 | 3,861 |
| ${ }^{1)}$ Including the effects of applying IFRS 16. See Note 14 for further information. |  |  |  |
|  | 30 June | 30 June | 31 Dec |
| CAPITAL COMMITMENTS | 2019 | 2018 | 2018 |
| Commitments to purchase property, plant and equipment | 612 | 40 | 138 |
| Total | 612 | 40 | 138 |

## 8. CHANGES IN INVESTMENTS IN JOINT VENTURES

| INVESTMENTS IN JOINT VENTURES | 2018 |  |
| :--- | ---: | ---: |
| Opening balance | 2018 |  |
| Share of profit (loss) of joint ventures | $\mathbf{2 1 0}$ |  |
| Share of other comprehensive income of investments accounted for using the equity method | $\mathbf{2 1 0}$ |  |
| Impairments | $-\mathbf{4 3}$ | -8 |
| Translation differences | $\mathbf{- 1}$ | 0 |
| Other changes | 0 | -4 |
| Closing balance | -86 |  |

## 9. INTEREST-BEARING NET DEBT AND LIQUIDITY

| INTEREST-BEARING NET DEBT | $\begin{array}{r} 30 \text { June } \\ 2019 \\ \hline \end{array}$ | 30 June $2018$ | $\begin{array}{r} 31 \mathrm{Dec} \\ 2018 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: |
| Non-current interest-bearing liabilities ${ }^{1)}$ | 1,057 | 996 | 849 |
| Current interest-bearing liabilities ${ }^{1)}$ | 300 | 154 | 291 |
| Interest-bearing liabilities | 1,357 | 1,150 | 1,140 |
| Current investments | -151 | -11 | -74 |
| Cash and cash equivalents | -927 | -875 | -1,136 |
| Liquid funds | -1,078 | -886 | -1,210 |
| Interest-bearing net debt | 279 | 264 | -70 |
| ${ }^{1)}$ Including the effects of applying IFRS 16. See Note 14 for further information. |  |  |  |
|  | 30 June | 30 June | 31 Dec |
| LIQUIDITY, UNUSED COMMITTED CREDIT FACILITIES AND DEBT PROGRAMS | 2019 | 2018 | 2018 |
| Liquid funds | 1,078 | 886 | 1,210 |
| Unused committed credit facilities | 1,650 | 1,650 | 1,650 |
| Total | 2,728 | 2,536 | 2,860 |
| In addition: Unused commercial paper program (uncommitted) | 400 | 400 | 400 |

10. FINANCIAL INSTRUMENTS

The Group has not made any significant changes in policies regarding risk management during the reporting period. Aspects of the Group's financial risk management objective and policies are consistent with those disclosed in the consolidated financial statements for the year ended 31 December 2018.
30 June 201930 June 2018 Dec 2018

| Interest rate and currency derivatives |  |  |  | Nominal value | Net fair value | Nominal value | Net <br> fair value | Nominal value | Net fair value |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest rate swaps |  |  |  |  |  |  |  |  |  |
| Hedge accounting |  |  |  | 74 | 0 | 74 | 1 | 74 | 1 |
| Non-hedge accounting |  |  |  | 26 | 0 | 26 | 1 | 26 | 0 |
| Currency derivatives |  |  |  |  |  |  |  |  |  |
| Hedge accounting |  |  |  | 2,427 | 0 | 1,632 | -33 | 2,277 | -29 |
| Non-hedge accounting |  |  |  | 919 | 5 | 1,291 | -32 | 1,269 | 2 |
| Commodity derivatives | 30 June 2019 |  |  | 30 June 2018 |  |  | 31 Dec 2018 |  |  |
|  | Volume GWh | Volume million bbl | Net fair value | Volume GWh | Volume million bbl | Net fair value | Volume GWh | Volume million bbl | Net fair value |
| Sales contracts |  |  |  |  |  |  |  |  |  |
| Non-hedge accounting | 0 | 22 | 44 | 0 | 17 | -81 | 0 | 18 | 182 |
| Purchase contracts |  |  |  |  |  |  |  |  |  |
| Non-hedge accounting | 2,986 | 21 | -80 | 3,110 | 17 | -5 | 3,081 | 18 | -96 |

Commodity derivative contracts include oil, vegetable oil, electricity, freight and gas derivatives.
The fair values of derivative financial instruments subject to public trading are based on market prices as of the balance sheet date. The fair values of other derivative financial instruments are based on the present value of cash flows resulting from the contracts, and, in respect of options, on evaluation models. The amounts also include unsettled closed positions. Derivative financial instruments are mainly used to manage the Group's currency, interest rate and price risk.

Financial assets and liabilities by measurement categories and fair value hierarchy as of June 30, 2019

| Balance sheet item | Derivatives, hedge accounting | Fair value through profit or loss | Amortized cost | Carrying amount | Fair value | Level 1 | Level 2 | Level 3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-current financial assets |  |  |  |  |  |  |  |  |
| Non-current receivables |  |  | 96 | 96 | 96 |  |  |  |
| Derivative financial instruments | 5 | 7 |  | 11 | 11 |  | 11 |  |
| Other financial assets |  | 5 |  | 5 | 5 |  |  | 5 |
| Current financial assets |  |  |  |  |  |  |  |  |
| Trade and other receivables ${ }^{1)}$ |  |  | 1,439 | 1,439 | 1,439 |  |  |  |
| Derivative financial instruments | 12 | 79 |  | 91 | 91 | 7 | 84 |  |
| Current investments |  |  | 151 | 151 | 151 |  |  |  |
| Cash and cash equivalents |  |  | 927 | 927 | 927 |  |  |  |
| Financial assets | 16 | 90 | 2,613 | 2,719 | 2,719 |  |  |  |
|  |  |  |  |  |  |  |  |  |
| Non-current financial liabilities |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities |  |  | 1,057 | 1,057 | 1,092 | 754 | 338 |  |
| Derivative financial instruments |  | 6 |  | 6 | 6 |  | 6 |  |
| Other non-current liabilities |  |  | 17 | 17 | 17 |  |  |  |
| Current financial liabilities |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities |  |  | 300 | 300 | 301 | 149 | 152 |  |
| Derivative financial instruments | 16 | 110 |  | 127 | 127 | 2 | 125 |  |
| Trade and other payables |  |  | 1,889 | 1,889 | 1,889 |  |  |  |
| Financial liabilities | 16 | 117 | 3,263 | 3,396 | 3,432 |  |  |  |

${ }^{1)}$ excluding non-financial items

Financial instruments that are measured at fair value in the balance sheet and the interest-bearing liabilities are presented according to fair value measurement hierarchy: Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities
Level 2: other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly
Level 3: inputs for the asset or liability that is not based on observable market data.
Interest-bearing liabilities at level 1 consist of listed bonds. Derivative financial instruments at level 1 consist of commodity derivatives which are directly valued based on exchange quatations. Other financial assets in Fair value trough profit and loss category include unlisted shares of EUR 5 million for which the fair value cannot be reliably determined. The fair value of other financial instruments are not materially different from their carrying amount.

During the reporting period there were no transfers between Level 1 and Level 2 fair value measurements, and no transfers into and out of Level 3 fair value measurements. During the financial period there were no other financial assets than hedge accounted derivatives measured at fair value through other comprehensive income.
11. RELATED PARTY TRANSACTIONS

The group has a related party relationship with its subsidiaries, joint arrangements and the entities controlled by Neste's controlling shareholder the State of Finland. Related party includes also the members of the Board of Directors, the President and CEO and other members of the Neste Executive Committee (key management persons), close members of the families of the mentioned key management persons and entities controlled or jointly controlled by the mentioned key management persons or close members of those persons' families.

Parent company of the Group is Neste Corporation. The transactions between the Company and its subsidiaries, which are related parties of the Company, have been eliminated during consolidation and are not disclosed in this note. Details of transactions between the Group and other related parties are disclosed below. All related party transactions are on arm's length basis.

|  | $\mathbf{3 0}$ June | $\mathbf{3 0}$ June |
| :--- | ---: | ---: |
| Transactions carried out with joint arrangements and other related parties | $\mathbf{3 1}$ Dec |  |
| Sales of goods and services | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ |
| Purchases of goods and services | $\mathbf{1 2 3}$ | 2018 |
| Receivables | $\mathbf{1 1 0}$ | 159 |
| Financial income and expenses | $\mathbf{1 7 4}$ | $\mathbf{2 8 3}$ |
| Liabilities | $\mathbf{2}$ | 135 |
|  | $\mathbf{1}$ | $\mathbf{1}$ |

## 12. CONTINGENT LIABILITIES

| Contingent liabilities | 30 June 2019 | $\begin{array}{r} 30 \text { June } \\ 2018 \end{array}$ | $\begin{array}{r} 31 \mathrm{Dec} \\ 2018 \end{array}$ |
| :---: | :---: | :---: | :---: |
| On own behalf for commitments |  |  |  |
| Real estate mortgages | 26 | 26 | 26 |
| Pledged assets | 0 | 116 | 116 |
| Other contingent liabilities | 25 | 34 | 34 |
| Total | 51 | 176 | 177 |
| On behalf of joint arrangements |  |  |  |
| Pledged assets | 44 | 45 | 45 |
| Guarantees | 0 | 0 | 0 |
| Total | 44 | 45 | 45 |
| On behalf of others |  |  |  |
| Guarantees | 1 | 1 | 1 |
| Total | 1 | 1 | 1 |
| Total | 95 | 222 | 223 |

## 13.DISPUTES AND POTENTIAL LITIGATIONS

Neste has been engaged in arbitration with the Bahrain base oil joint operation partners concerning a contractual dispute. The dispute has been resolved during the second quarter.
14. CHANGES IN ACCOUNTING POLICIES

## IFRS 16 Leases

The Group started to apply IFRS 16 from 1 January 2019 with the modified retrospective approach and does not restate previous periods
IFRS 16 Leases, issued in January 2016, sets out the principles for the recognition, measurement, presentation and disclosure of leases. The objective is to ensure that lessees and lessors provide relevant information in a manner that faithfully represents those transactions. This information gives a basis for users of financial statements to assess the effect that leases have on the financial position, financial performance and cash flows of the entity. IFRS 16 has been endorsed by EU in November 2017 and is effective for annual periods beginning on or after 1 January 2019.

IFRS 16 supersedes IAS 17 Leases and IFRIC 4 Determining whether an Arrangement contains a Lease. The standard introduces a single lessee accounting model and requires a lessee to recognize assets and liabilities for all leases. The group has decided to use the exemption not to apply the new guidance to leases with a term less than twelve months or to leases for which the underlying asset value is of low value. A lessee is required to recognize a right-of-use asset representing its right to use the underlying leased asset and a lease liability representing its obligation to make lease payments.

The Group reviewed its leasing, service and utility purchase contracts to calculate the effects of IFRS 16. Its balance sheet impact is considered insignificant proportional to the Group's total assets. Contracts consist mainly of leases related to land areas, tanks, containers and facilities. Singapore expansion project will increase the amount in 2019 and the coming years.

The effect of application of IFRS 16 is presented in the tables below. The effect of finance leases recognized in 31 December 2018 balance sheet are excluded from IFRS 16 effects, to illustrate the effect of application of the standard.

THE EFFECT OF APPLICATION OF IFRS 16 TO 1 JAN 2019 OPENING BALANCES

|  | 31 Dec | IFRS 16 | 1 Jan |
| :---: | :---: | :---: | :---: |
|  | 2018 | adj. | 2019 |
| ASSETS |  |  |  |
| Property, plant and equipment | 3,737 | 215 | 3,952 |
| Total assets | 8,224 | 215 | 8,439 |
| LIABILITIES |  |  |  |
| Non-current interest-bearing liabilities | 849 | 175 | 1,024 |
| Current interest-bearing liabilities | 291 | 41 | 332 |
| Total liabilities | 3,594 | 215 | 3,809 |
| Total equity and liabilities | 8,224 | 215 | 8,439 |

THE EFFECT OF APPLICATION OF IFRS 16 IN CONSOLIDATED STATEMENT OF INCOME

| Materials and services | $\mathbf{1 - 6 / 2 0 1 9}$ |
| :--- | ---: |
| Other expenses | 11 |
| Depreciation, amortization and impairments | 10 |
| Operating profit | -19 |
| Financial expenses | $\mathbf{3}$ |
| Profit for the period | -5 |
| THE EFFECT OF APPLICATION OF IFRS 16 IN CONSOLIDATED STATEMENT OF FINANCIAL POSITION | $\mathbf{- 3}$ |
|  | $\mathbf{3 0 ~ J u n ~}$ |
|  | $\mathbf{2 0 1 9}$ |
| ASSETS | $\mathbf{2 4 4}$ |
| Property, plant and equipment | $\mathbf{2 4 4}$ |
| Total assets | $\mathbf{2 4 5}$ |
| EQUITY | $\mathbf{- 3}$ |
| Net profit for the period | $\mathbf{- 3}$ |
| Total equity | $\mathbf{2 0 3}$ |
| LIABILITIES | 43 |
| Non-current interest-bearing liabilities | $\mathbf{2 4 6}$ |

## THE EFFECT OF APPLICATION OF IFRS 16 IN CONDENSED CONSOLIDATED CASH FLOW STATEMENT

|  | $\mathbf{1 - 6 / 2 0 1 9}$ |
| :--- | ---: |
| Net cash generated from operating activities | 17 |
| Cash flows from financing activities | -17 |
| Net increase $(+) /$ decrease $(-)$ in cash and cash equivalents | $\mathbf{0}$ |

## Calculation of key figures

## Calculation of key figures

EBITDA
Comparable operating profit ${ }^{1}$
Items affecting comparability
Comparable net profit
Return on equity (ROE), \%
Return on average capital employed,
after-tax (ROACE), \%

Capital employed
Interest-bearing net debt

Leverage ratio, \%

Gearing, \%

Equity-to-assets ratio, \%

Net working capital in days outstanding

Net Debt to EBITDA

Return on net assets, \%

Comparable return on net assets, \%

Segment net assets
$=\quad$ Operating profit + depreciation, amortization and impairments
Operating profit -/+ inventory valuation gains/losses -/+ changes in the fair value
$=100 \times \frac{\text { Profit before income taxes }- \text { income tax expense, last } 12 \text { months }}{\text { Total equity average, } 5 \text { quarters end values }}$ Comparable operating profit + financial income + exchange rate and fair value $=100 \mathrm{x}$ gains and losses - income tax expense - tax on other items affecting ROACE, last 12 months
Capital employed average, 5 quarters end values
$=\quad$ Total equity + interest bearing liabilities
$=\quad$ Interest-bearing liabilities - cash and cash equivalents - current investments
$=100 \times \frac{\text { Interest-bearing net debt }}{\text { Interest bearing net debt }+ \text { total equity }}$
$=\quad 100 \times \frac{\text { Interest-bearing net debt }}{\text { Total equity }}$
$=100 \times \frac{\text { Total equity }}{\text { Total assets }- \text { advances received }}$
$=365 \times \frac{\text { Net working capital }}{\text { Revenue, last } 12 \text { months }}$
$=\quad$ Interest-bearing net debt
EBITDA, last 12 months
$=100 \times \frac{\text { Segment operating profit, last } 12 \text { months }}{\text { Average segment net assets, } 5 \text { quarters end values }}$
$=100 \times \frac{\text { Segment comparable operating profit, last } 12 \text { months }}{\text { Average segment net assets, } 5 \text { quarters end values }}$

Property, plant and equipment + intangible assets + investments in joint ventures + inventories + interest-free receivables and liabilities - provisions pension liabilities allocated to the business segment

Calculation of share-related indicators

| Earnings per share (EPS) | = | Profit for the period attributable to the owners of the parent |
| :---: | :---: | :---: |
|  |  | Adjusted weighted average number of shares outstanding during the period |
| Comparable earnings per share | = | Comparable net profit |
|  |  | Adjusted weighted average number of shares outstanding during the period |
| Equity per share | = | Shareholder's equity attributable to the owners of the parent |
|  |  | Adjusted number of shares outstanding at the end of the period |
| Cash flow per share | = | Net cash generated from operating activities |
|  |  | Adjusted weighted average number of shares outstanding during the period |
| Price / earnings ratio (P/E) | = | Adjusted share price at the end of the period |
|  |  | Earnings per share |
| Dividend payout ratio, \% | $=100 \mathrm{x}$ | Dividend per share |
|  |  | Earnings per share |
| Dividend yield \% | $=$ | Dividend per share |
| dend yield, |  | Adjusted share price at the end of the period |
| Average share price | $=$ | Amount traded in euros during the period |
|  |  | Number of shares traded during the period |
| Market capitalization | $=$ | Number of shares at the end of the period $x$ share price at the end of the period |
| Calculation of key drivers |  |  |
| Oil Products reference margin (USD/bbl) | $=$ | Product value - feed cost - standard refining variable cost - sales freights |
| Oil Products total refining margin (USD/bbl) | $=$ | Comparable sales margin $x$ average EUR/USD exchange rate for the period $x$ standard refinery yield |
|  |  | Refined sales volume x standard barrels per ton |
| Oil Products additional margin (USD/bbl) | = | Oil Products total refining margin - Oil Products reference margin |
| Renewable Products comparable sales margin (USD/ton) | = | Comparable sales margin |
|  |  | Total sales volume |

${ }^{1)}$ In the business environment where Neste operates, commodity prices and foreign exchange rates are volatile and can cause significant fluctuations in inventory values and operating profit. Comparable operating profit eliminates both the inventory valuation gains/losses generated by the volatility in raw material prices and changes in open derivatives, and better reflects the company's underlying operational performance. Also, it reflects Neste's operational cash flow, where the change in operating profit caused by inventory valuation is mostly compensated by changing net working capital. Items affecting comparability are linked to unpredictability events of a significant nature that do not form part of normal day-to-day business. They include among others impairment losses and reversals, gains and losses associated with the combination or termination of businesses, restructuring costs, and gains and losses on the sales of assets. Only items having an impact of more than EUR 1 million on Neste's result will be classified as items affecting comparability.



[^0]:    *Last 12 months

