# Corporate Vision & Strategy

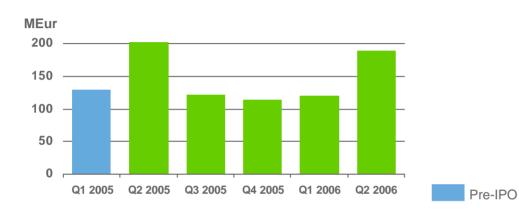
Risto Rinne President & CEO



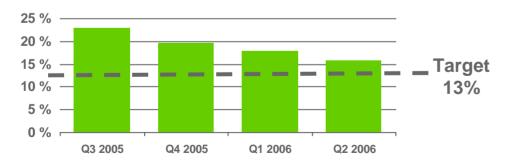
#### Strong performance above target since IPO

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**Comparable operating profit** 



**ROACE (12 months after tax)** 



Note: Comparable operating profit is calculated by excluding inventory gains/losses, gains/losses from sales of fixed assets, and changes in the fair value of oil derivatives from the reported operating profit.

#### Performance

- Listing on the Helsinki Stock Exchange on 18 April, 2005
- Strong refining margins
- Key investments at Porvoo refinery
  - Diesel Project
  - Biodiesel plant
- Delivering promised returns



#### Share price has developed positively





#### Key strategic investments are well under way

**Biodiesel** 

project

in Porvoo

Market Environment



#### Key Strategic Investments

- First-mover advantage in attractive high quality biodiesel market
- Technological leadership sets the basis for future growth



#### • • • We reinforce the key elements of our strategy

Delivering high-quality products for cleaner traffic

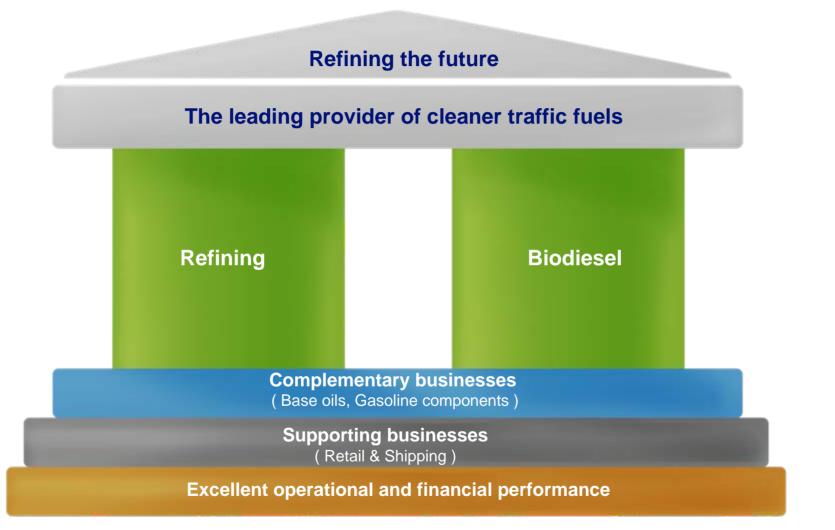
Increasing the range of feedstocks Leveraging refining excellence



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#### Strategy is based on two growth pillars





# The leading provider of cleaner traffic fuels

# Corporate Vision & Strategy

**Refining discussion** 



#### • • • Oil market is expected to remain strong

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Historical prices (Brent Crude daily average price)



# Future Outlook Oil prices expected to stay high in medium and long-term due to

- Geopolitical factors
- Limited spare capacity
- Robust demand growth
- Estimates
  - CERA: \$50/bbl in 2010
  - EIA: WTI prices between\$49/bbl and \$56/bbl in 2030



Source: Bloomberg

# Structural imbalances provide upgrading possibilities

Expected change in global supply/demand balance (from 2005 to 2015) >200 Mt LPG. Gasoline Jet / Diesel and Naphtha Kerosene Fuel Oil >100 Mt >150 Mt Shortage of light Supply of heavy products expected feedstock expected to endure to continue

#### **Future Outlook**

- Without additional new investments, supply/demand is expected to get further out of balance
  - Light product shortage expected to grow
  - Fuel oil excess expected to grow significantly



#### We can exploit refining growth opportunities







# Corporate Vision & Strategy

**Biodiesel discussion** 



#### Biofuels agenda is driven by three elements

#### Climate change

#### **Security of supply**

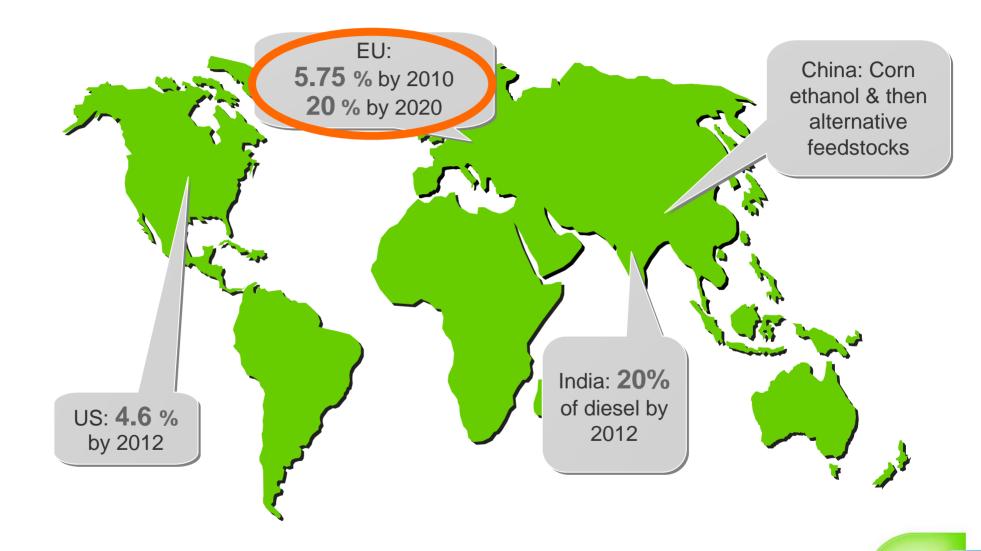
### Biofuels set to gain considerable share in transportation fuels market

#### **Domestic agriculture**



#### Considerable growth potential exists

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Sources: European Biodiesel Board; Federal Renewable Fuel Standard (Energy Bill); EU commission

#### We can exploit biodiesel growth opportunities







# Corporate Vision & Strategy

**Financial overview** 



#### Maximizing shareholder value

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Ambitious growth strategy seeks to maximize shareholder value

#### **Clear financial targets**

- ROACE target of at least 15% over the cycle
- Leverage target of 25-50%
- Competitive payout ratio of at least 33%



#### ••• We are well positioned for the future





- We are committed to ambitious growth driven by biodiesel and refining
- The market currently provides significant opportunities
- We have the necessary financial flexibility
- We are uniquely positioned and capable



# The leading provider of cleaner traffic fuels

## **Thank You!**

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