## LORDS LB ASSET MANAGEMENT

ACTIVITY REPORT 2016 Q1





#### I. GENERAL INFORMATION

- 1. Main data of the Management Company:
  - 1.1. Name:

UAB "LORDS LB ASSET MANAGEMENT"

1.2. Address:

Registry address:

Jogailos str. 4, 01103 Vilnius, Lithuania

Visiting address:

Jogailos str. 4, 01103 Vilnius, Lithuania

1.3. Telephone No., e-mail, website:

Telephone No

+370 5 261 9470

E-mail Website info@lordslb.lt www.lordslb.lt

**1.4.** Activity Licence No of the Management Company:

Management Company working under Undertakings in Collective Investment Law License No. VĮK-016, issued on the 23<sup>rd</sup> of December 2008

Management Company working under Management Companies of Undertakings in Collective Investment for Professional Investors Law License No. 1, issued on the 23<sup>rd</sup> of June 2015

**1.5.** Registry date, place and code of the Management Company at the Register of Legal Entities of the Republic of Lithuania:

Registry date:

8th September 2008

Registry place:

State Enterprise Centre of Registers Vilnius Branch

Company code:

301849625

2. Reporting period:

January 1, 2016 - March 31, 2016

3. The title of Auditor, address, telephone and fax numbers:

Name:

PricewaterhouseCoopers, UAB

Address:

J. Jasinskio str. 16B, Vilnius, Lithuania

Telephone No.:

+370 5 239 2300

Fax No.:

+370 5 239 2301

4. The beginning and the end of Financial Year:

January 1, 2015 - December 31, 2015

5. Information about where and when to get acquainted with the Activity Report and the documentation it is based on:

UAB "LORDS LB ASSET MANAGEMENT"
Jogailos str. 4, 01116 Vilnius, Lithuania, during working hours 9 am – 6 pm.



# II. INFORMATION OF THE CAPITAL OF THE MANAGEMENT COMPANY, ISSUED SECURITIES AND THE SHAREHOLDERS

- 6. The capital of the Management Company:
  - **6.1.** The amount of authorized capital, structure and its changes during the last three years and registry dates of the changes of the Statute at the State Enterprise Centre of Registers:

At the end of the reporting period the amount of authorized capital was EUR 318.560 Since the establishment of the Management Company the authorized capital was increased once from EUR 202.734,01 to EUR 318.560.

**6.2.** The amount of issued shares by the Management Company, par value and the granted rights:

11.000 ordinary registered shares with par value of EUR 28,96 each.

7. Borrowings (in percentage), over equity, purpose of borrowings, period, payable interest.

On December 31, 2015 the Management Company didn't have any loans.

8. The amount of equity invested in a diversified portfolio of investments:

The amount of equity invested in a diversified portfolio of investments – EUR 778.263 of which 647.710 EUR is cash.

- 9. Shareholders:
  - **9.1.** The number of shareholders and its change over last three years:

Number of shareholders 2013 12 31	6
Number of shareholders 2014 12 31	6
Number of shareholders 2015 12 31	6
Number of shareholders 2016 03 31	6

9.2. Shareholders who own or control more than 10 percent of the management company's share capital: personal names, corporate names, type, location address, registry code, number of shares owned by the shareholders, share capital and voting percentages – voting percentages of the shares owned by each person and percentage of votes belonging to the person together with other participants.

Name: UAB "Glera" Company code: 302576414

Registry address: Jogailos g. 4, Vilnius, Lithuania Owns: 5'170 shares and 47% votes

Name: UAB "Aemulus" Company code: 302578408

Registry address: Jogailos str. 9, Vilnius, Lithuania
Owns: 2'860 shares and 26% votes



**9.3.** Charged and paid dividends and period for which dividends were paid:

Dividends of EUR 650.000 for 2015 were declared in Q1 2016. Dividends were paid out in February 2016.

**9.4.** The number of shares owned, share capital and votes (in percentage) of the head, administration staff and other related persons of the Management Company:

Name, surname:

**Andrius Stonkus** 

Position:

Investment manager

Owns:

3.960 shares and 36% of votes

Name, surname:

Mindaugas Marcinkevičius

Position:

Consultant

Owns:

5.170 shares and 47% of votes

# III. INFORMATION ABOUT THE ACTIVITY OF THE MANAGEMENT COMPANY

10. Membership in associated structures:

11. Clients of the Management Company:

11.1. Collective investment undertakings:

Type of CIU	Name	NAV	Average NAV for the reporting period	Net IRR since inception	Number of participants	Calculated Management fee for the reporting period	Paid Management fee during the reporting period
RE	Lords LB Baltic Fund I	6.735.994,90	6.639.896,48	12,00%	47	24.853,74	25.813,66
RE	Lords LB Baltic Fund III	52.209.668,32	51.516.525,15	9,45%	77	162.622,45	160.489,97
RE	Lords LB Baltic Fund IV	28.262.505,49	24.737.234,98	-0,28%	22	95.428,61	87.904,73
RE	Lords LB Baltic Small Cap	5.151.639,11	4.414.381,17	-1,14%	32	2.192,21	2.068,87
RE	Lords LB Opportunity Fund II	4.246.532,01	4.235.947,74	1,76%	18	10.236,65	30.805,50
PE	Lords LB Private Equity Fund I	21.936.206,73	21.801.853,19	4,03%	17	67.960,82	0,00
ATII	Lords LB Battery Fund	3.143.841,55	3.043.310,07	6,84%	4	8.836,77	9.536,64
RE	Lords LB Special Fund I	8.343.430,63	7.857.815,39	-1,37%	19	57.770,09	59.139,66
Total:		130.029.818,75	124.246.964,17		236	429.901,34	375.759,03

#### 11.2. Pension funds:

The Company does not control pension funds.

11.3. Information about individual clients' portfolio:

The Company does not control individual clients' portfolio.

11.4. Information about custody and management of Collective investment undertaking units:

The Company does not custody nor manage Collective investment undertaking units.



12. Security public trading brokers with which the Management Company has been concluded management agreements for the benefit of its own and controlled undertakings:

The company has no management agreements with security public trading brokers.

13. The amount of fee paid to the security public trading brokers for the services:

14. Information about the delegation of functions:

Functions:

Accounting and tax record management

Name:

M-FINANACE, UAB

Address:

Užupio str. 23-2, Vilnius, Lithuania

Amount paid:

**EUR 1.096** 

15. Description of the key activities of the Management Company during the last three financial years:

Key activities:

Establishment and management of real estate and private

capital funds

Income:

EUR 429.901

Net asset value:

EUR 130.029.819

Number of clients:

8

16. Real estate:

The company does not own real estate.

- 17. Risk factors, related to the Management Company:
  - Economic and political situation in the Baltics and neighbouring countries
  - Changes in global equity and real estate markets
  - Currency exchange rate risk
  - Changes in taxing environment
  - Competitive risks.
- 18. Juridical and arbitration proceedings:
- 19. Number of employees, education, average monthly wage; changes compared to the previous financial year, and their brief description:

Number of employees:

14

With higher Education:

14

Average monthly wage:

**EUR 2.013** 

Changes:

A fund manager was hired in January, 2016.



#### IV. INVESTMENTS

## 20. Investment portfolio at the end of the financial year:

The name of credit institution / issuer	Country	CNCY	ISIN code	Term / Maturity	Yield,	Purchase value, CNCY	Market value, CNCY	Market value, EUR	Share, %
CASH:								647.710,16	83,23%
SEB bankas	LT	EUR				0,00	287.704,12	287.704,12	36,97%
Danske bankas	LT	EUR				0,00	259.998,56	259.998,56	33,41%
Swedbank	LT	EUR				0,00	100.007,48	100.007,48	12,85%
DEPOSITS:								0,00	0,00%
-									
BONDS:								0,00	0,00%
regulated markets:								0,00	0,00%
-									
non-regulated markets:								0,00	0,00%
-									
Issuer	Country	CNCY	ISIN code	Туре		Purchase value, CNCY	Market value, CNCY	Market value, EUR	Share, %
FUND UNITS:								130.552,96	16,77%
Matching article 61.1 of CIU law of Lithuania								0,00	0,00%
-								0,00	0,00%
Others:								130.552,96	16,77%
Lords LB Baltic Fund I units	LT	EUR	LTIF00000039			126.142,69	126.411,30	129.074,22	16,58%
Lords LB Baltic Fund III units	LT	EUR	LTIF00000075			1.262,71	1.485,78	1.478,74	0,19%
Total:								778.263,12	100,00%



#### V. FINANCIAL STATEMENTS

**21.** Financial reports of the Collective Investment Undertaking, prepared according to the laws of the Republic of Lithuania and legal requirements:

#### Balance report:

No.	Items	At the end of the period	At the start of the period
A.	ASSETS		
1.	Cash & cash equivalents	647.710	1.558.460
1.1.	Cash	0	0
1.2.	Cash equivalents	0	0
1.3.	Cash in bank	647.710	1.558.460
2.	Current assets	0	0
2.1.	Derivatives	0	0
2.2.	Equities	0	0
2.3.	Bonds	0	0
2.4.	Fund units	0	0
2.5.	Other financial assets	0	0
3.	Financial assets at fair value through profit or loss	130.553	127.897
3.1.	Equities	0	0
3.2.	Bonds	0	0
3.3.	Fund units	130.553	127.897
3.4.	Other financial assets	0	0
4.	Available-for-sale financial assets	0	0
4.1.	Equities	. 0	0
4.2.	Bonds	0	0
4.3.	Fund units	0	0
4.4.	Other financial assets	0	0
5.	Loans and receivables	616.417	551.171
5.1.	Loans and prepayments	22.635	23.180
5.2.	Other receivables	593.782	527.991
6.	Held-to-maturity investments	0	0
6.1.	Bonds	0	0
6.2.	Other financial assets	0	0
7.	Derivatives. Hedge accounting	0	0
8.	Changes in fair value of Interest Swap agreements	0	0
9.	Investments in subsidiaries, joint ventures and associates	0	0
10.	Tangible assets	2.807	3.276
10.1.	Property, plant and equipment	2.807	3.276
10.2.	Investment property	0	0
11.	Intangible assets	4	8
11.1.	Goodwill	0	0
11.2.	Other intangible assets	4	8
12.	Tax assets	0	0
12.1.	Current period deferred tax assets	0	0
12.2.	Deferred tax assets	0	0
13.	Other assets	4.882	10.352
	ASSETS, TOTAL	1.402.373	2.251.164



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onds	0	0
oans	0	0
Other financial liabilities	0	0
Perivatives. Hedge accounting	0	0
hanges in Fair Value of a Portfolio Hedge of Interest Rate Risk	0	0
rovisions and contingent liabilities	0	0
ax liabilities	187.927	- 167.933
Current period deferred tax liabilities	187.927	167.933
Deferred tax liabilities	0	0
Other liabilities	130.789	460.445
	97.906	326.950
	32.883	133.495
	318.716	628.378
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## Off - Balance report:

No.	Items	At the end of the period	At the start of the period
I.	Managed clients assets	130.249.310	122.045.562
I.1.	Client money	0	0
I.2.	Securities acquired on behalf of clients	0	0
I.3.	Amounts received from clients' undertaking transactions	0	0
I.4.	Managed KIS and pension funds' assets	130.249.310	122.045.562
II.	Other off-balance liabilities	412.652	434.760
II.1.	Warranties and guarantees	0	0
II.2.	Financial derivatives acquired at the company's cost	0	0
II.2.1.	Receivables	0	0
II.2.2.	Payables	0	0
II.3.	Other off-balance sheet liabilities	412.652	434.760



## Income (loss) statement:

No.	Items	Current period	Previous period
1.	Interest income	217	413
2.	Interest expenses	0	0
3.	Dividend income	0	0
4.	Services and commission income	429.901	306.456
5.	Services and commission expenses	-69.687	-58.897
6.	Gains or losses on derecognition of financial assets and liabilities not measured at fair value through profit or loss, net	0	0
6.1.	Financial assets held for sale	0	0
6.2.	Loans and receivables	0	0
6.3.	Investments held to maturity	0	0
6.4.	Financial liabilities measured at amortised cost	0	0
6.5.	Other	0	0
7.	Gains or losses on financial assets and liabilities held for trading, net	0	0
8.	Gains or losses on financial assets and liabilities designated at fair value to profit or loss, net	2.656	2.395
9.	Gains or losses from hedge accounting	0	0
10.	Profit (loss) from currency exchange	14	-2
11.	Gains or losses on derecognition of non-financial assets other than held-for-sale	0	0
12.	Other operating income	250	11.370
13.	Other operating expense	0	0
14.	TOTAL INCOME	363.351	261.735
15.	Administrative expenses	-232.486	-149.115
15.1.	Staff costs	-57.540	-39.002
15.2.	Other administrative expenses	-174.946	-110.113
16.	Depreciation	0	0
17.	Provisions and reversal of provisions	0	0
18.	Impairment or reversal of impairment of financial assets held at cost	0	0
18.1.	Financial assets held at cost	0	0
18.2.	Financial assets held for sale	0	0
18.3.	Loans and receivables	0	0
18.4.	Investments held to maturity	0	0
19.	Impairment or (-) reversal of impairment of investments in subsidiaries, joint ventures and associates	0	0
20.	(Non-financial asset value decrease or value reversal)	0	0
21.	Negative goodwill, accounted in profit and (loss)	0	0
22.	Profit and (loss) from investments in subsidiaries and related companies	0	0
23.	PRE-TAX PROFIT	130.865	112.620
24.	Tax	-19.994	-16.896
25.	NET PROFIT	110.871	95.724
26.	OTHER GROSS INCOME	0	0
26.1.	Financial assets held for sale	0	0



#### Cash flow statement:

No.	Item	Financial year	Corresponding period in previous year	
I.	Cash flow from operations	-260.750	29.256	
I.1.	commissions received	0	0	
I.2.	commissions paid	-383	-258	
I.3.	receivables for other services	0	0	
I.4.	payables for other services	-279.778	-82.572	
I.5.	stock purchase	0	0	
I.6.	stock transfer	0	0	
I.7.	dividends received	0	0	
I.8.	dividends paid	0	0	
I.9.	interest received	0	0	
I.10.	interest paid	0	0	
I.11.	payments to employees	-221.637	-87.350	
I.12.	taxes paid	-134.711	-65.345	
I.13.	revenue from other major activity	375.759	264.781	
I.14.	payables for other major activity	0	0	
II.	Cash flow from investments	0	0	
II.1.	stock purchase	0	0	
II.2.	stock transfer	0	0	
II.3.	dividends received	0	0	
II.4.	interest received	0	0	
II.5.	acquisition of fixed assets	0	0	
II.6.	disposal of fixed assets	0	0	
II.7.	loans	0	0	
II.8.	recovery of loans	0	0	
II.9.	other investment cash receipts	0	0	
II.10.	other investment cash receipts other investment cash payments	0	0	
III.	Cash flow from financing	-650.000	0	
III.1.	issue of shares	-030.000	0	
III.1.2.	Owners' contributions against the loss	0	0	
III.1.2.	purchase of shares	0	0	
	issue of other shares			
III.3.		0	0	
III.4.	purchase of other shares	0	0	
III.5.	loans received	0	0	
III.6.	loans repaid	0	0	
III.7.	payment for the lease (financial lease)	0	0	
III.8.	dividends paid	-650.000	0	
III.9.	interest paid	0	0	
III.10.	amounts received for the subordinated liabilities	0	0	
III.11.	amounts paid for the subordinated liabilities	0	0	
III.12.	cash flow from other financing activity	0	0	
III.13.	payment from other financing activity	0	0	
IV.	Cash flow from extraordinary activities	0	0	
IV.1.	increase of cash flow from extraordinary activities	0	0	
IV.2.	decrease of cash flow from extraordinary activities	0	0	
V.	Leverage of currency exchange on cash balances	0	0	
VI.	Increase (decrease) of net cash flow	-910.750	29.256	
VII.	Cash at the beginning of the period	1.558.460	68.791	
VIII.	Cash at the end of the period	647.710	98.047	



#### Changes in equity:

	D 11 1	D. I. J. G. Own		F	Reserve		Revaluation	reserve		
	Paid up share capital	Share premium	shares (-)	Legal	For own shares	Other	Tangible assets	Financial assets	Retained profit	Total:
1. Year-end balance in financial year (2 years ago)	318.582	-	-	15.929	-	-	-	-	276.575	611.086
2. Dividends	-	-	-	-	-	-	-	-	-125.000	-125.000
3. Euro recalculation	-22	-	-	-	-	-	1	-	22	_
4. Required reserves	-	-	-	15.929	-	-	-	-	-15.929	-
5. Net income (loss) of the reporting period	-	-	-	-	-	-	-	-	1.136.700	1.136.700
6. Year-end balance in financial year (1 year ago)	318.560	-	-	31.858	-	-	-	-	1.272.368	1.622.786
7. Dividends	-	-	-	-	-	-	-	-	-650.000	-650.000
8. Change in required reserves	-	-	-	-	-	-	-	-	-	_
9. Net income (loss) of the reporting period	-	-	-	-	-	-	-	-	110.871	110.871
10. Year-end balance of current financial year	318.560	-	-	31.858	_	-		-	733.239	1.083.657

22. Capital adequacy ratio for the reporting period.

Capital adequacy ratio of the Management Company at the end of the reporting period was 3,77.

#### VI. MANAGEMENT OF THE COMPANY

- **23.** Company bodies (supervisory board members, board members, company manager, deputy manager, chief accountant):
  - **23.1.** Names, surnames, positions of the persons of the Management Company, share capital and votes in percentage:

Mindaugas Marcinkevčius	Board member	47%
Antanas Vainauskas	Board member	9%
Domas Kačinskas	Board member	0%
Andrius Stonkus	Board member	36%
Eladijus Kirijanovas	Chief accountant	0%

**23.2.** The additional information about the Chairman of the Board, Manager of the Company and the Chief Accountant: background, workplaces during last 10 years and positions there.

Jan Ake Gustaf Litborn Chairman of the Board (pending Bank of Lithuania's

approval)

Education: MSc in Law at Stockholm university

Work experience: Partner, "Levander Gawell"

Partner, "Sohlberg"

Current positions: Partner, "Glimstedt"



Domas Kačinskas

**Managing Director** 

Education:

MSc in Business Administration, International Business

School at Vilnius University

BSc in Banking at Faculty of Economics in Vilnius

University

Work experience:

AB "Hansa Bankas" Head of Corporate Clients

Department

"Akropolis LT" Director, Board Member "Danske Bank" Head of Vilnius region

Current positions:

UAB "PP6" Director

UAB "SMI Alytus" Director UAB "SMI Marijampolė" Director

UAB "Lords LB Asset Management" Director

Eladijus Kirijanovas

Education:

M-Finance, UAB - Director

Baltic Management Institute (BMI), Executive Master of

**Business Administration (EMBA)** 

MSc in Business Administration at Vytautas Magnus

University

BSc in Business Management, VGTU

Work experience:

AB "Sanitas" CFO

"Sonex Holding" President, CEO

Current positions:

"M-Finance", UAB Director "Mama Holding", UAB Director

**23.3.** Information about participation in activity of other companies, institutions, organizations (titles, positions) and capital (company, institution, organization, the percentage of capital and votes):

Mindaugas Marcinkevičius

UAB "Glera"

Antanas Vainauskas

UAB "Serenus"

23.4. Information about the Board of the company at the beginning and at the end of the term:

 Domas Kačinskas
 2016 01 15 – 2019 12 18

 Andrius Stonkus
 2016 01 15 – 2019 12 18

 Mindaugas Marcinkevčius
 2016 01 15 – 2019 12 18

 Antanas Vainauskas
 2016 01 15 – 2019 12 18

24. The names, surnames, date of birth, addresses, phone numbers, education, the title and number of qualification certificate of the Management Company's leadership who have experience in finance or other qualification.

Manfredas Dargužis, 1986, Jogailos 4 Vilnius, Higher education, +370 5 261 94 70, Financial brokerage license no. S301

Artūras Šilinis, 1970, Jogailos 4 Vilnius, Higher education, +370 5 261 94 70, Financial brokerage license nr. A173



- 25. Information about payments or loans to the corporate bodies of the Company (supervisory board members, board members, manager of the company, manager's deputy, chief accountant):
  - **25.1.** Information about bonuses and other payments from the profits of the average values per one person paid to the leadership of the Company during the reporting period:

During the reporting period the amount accrued in connection with executives' employment – EUR 70.456. Number of executives – 1.

- **25.2.** Salaries, bonuses and other payments of the amount of the profit received from the companies in which the management company's share capital consists of more than 20 percent paid to the Management Company's supervisory board, the board and administration during the reporting period:
- **25.3.** Loans, guaranties and sureties of their obligations allotted to the members of the corporate bodies during the reporting period:

Loan of EUR 17.377,2 was provided to a related entity at July 29, 2012. Repayment term – July 1, 2016.

- **26.** Indicate the members associated with the Management Company:
  - **26.1.** The entities which control the Management Company or are under control of the Management Company:
  - **26.2.** If the entity under control or controls is a legal person, indicate it's leadership:
- 27. The concluded transactions on the asset of CIU funds, managed by the Management Company, by the individuals associated with the Management Company; the part of CIU portfolio managed by that individuals:



# VII. RECENT AND ESSENTIAL EVENTS OF THE ACTIVITY OF THE MANAGEMENT COMPANY, IT'S PROSPECTIVE

28. Resent and essential events of the activity of the Management Company (definition of the recent and essential events of the reporting period, the date (period):

December 4, 2015 closed Lords LB Baltic Fund II. Fund rules were declared null and void on 2016.01.11.

January 5, 2016 registered new energy and infrastructure fund Energy and Infrastructure Baltic Fund.

29. The strategy of the activity and prospective changes of it during the forthcoming financial years:

The main objectives of the Managing Company in 2015 - 2016 are:

- To dispose all assets of Lords LB Baltic Fund I and successfully close the Fund.
- Continue to invest funds of Lords LB Opportunity Fund II, Lords LB Baltic Fund III, Lords LB Baltic Fund IV and Lords LB Private Equity I.
- Start the investment process of three new real estate investment funds Lords LB Special Fund I, Lords LB Special Fund II, Lords LB Special Fund III.
- Start the investment of a new energy and infrastructure investment fund Energy and Infrastructure Baltic Fund.
- **30.** Auditor's report and financial statements:

Provided with annual activity report.



#### VIII. PERSONS IN CHARGE

- 31. The information presented in this Report is true and there are no suppressed facts which could exert a dominant influence on the values of the rates.
- **32.** The persons in charge for the information presented in the Report:

32.1. The Managing company's persons, employees and the Managing Director responsible for the Report:

Managing Director:

Domas Kačinskas

Tel.:

(+370) 5 261 9470

E-mail:

info@lordslb.lt

32.2. The Chief Accountant who has presented the information of financial status of the Collective Investment Undertaking:

Chief Accountant:

Eladijus Kirijanovas

Name of the company: M-FINANCE, UAB

Tel.:

+370 5 265 3377

E-mail:

eladijus@mfinance.lt