

First Quarter results 2013

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NESTE OIL



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Q1 financials

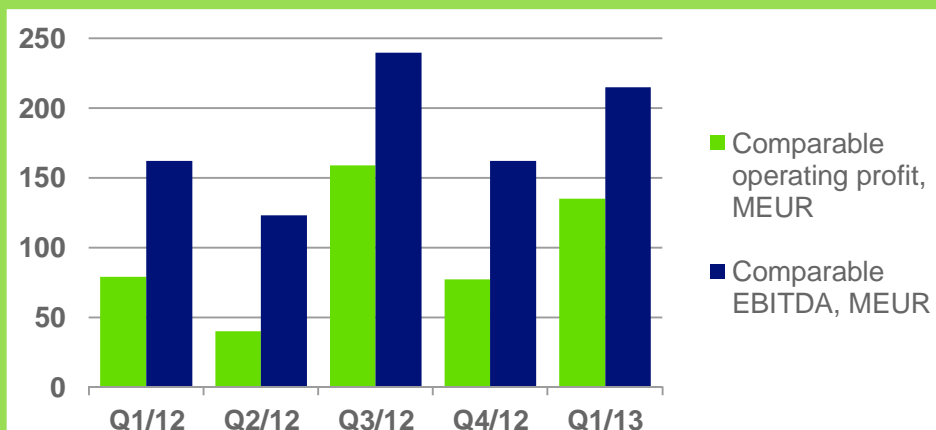
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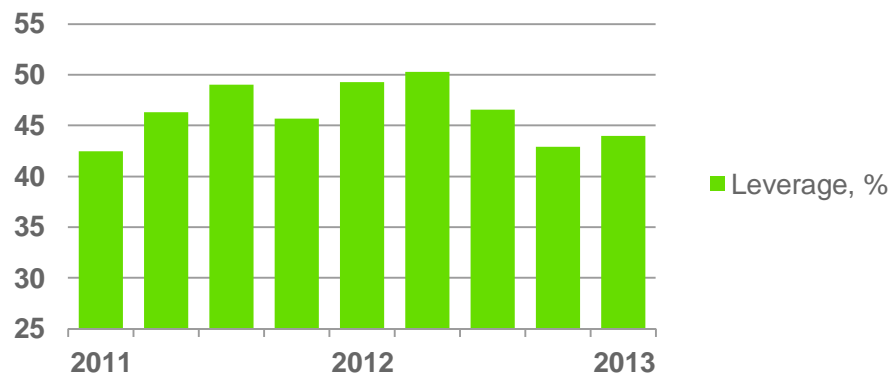
Group Financials Q1/2013

MEUR	Q1/2013	Q1/2012
Revenue	4,258	4,454
Comparable EBITDA	215	162
Comparable Operating Profit	135	79
Oil Products	111	77
Renewable Fuels	26	-2
Oil Retail	11	15
Others (incl. eliminations)	-13	-11
IFRS Operating Profit	86	191
Net Cash from Operations	-105	-353
Earnings per share, EUR	0.18	0.48
Comparable earnings per share, EUR	0.33	0.14
Leverage, %	44.0	49.4
ROACE, %	5.9	3.1

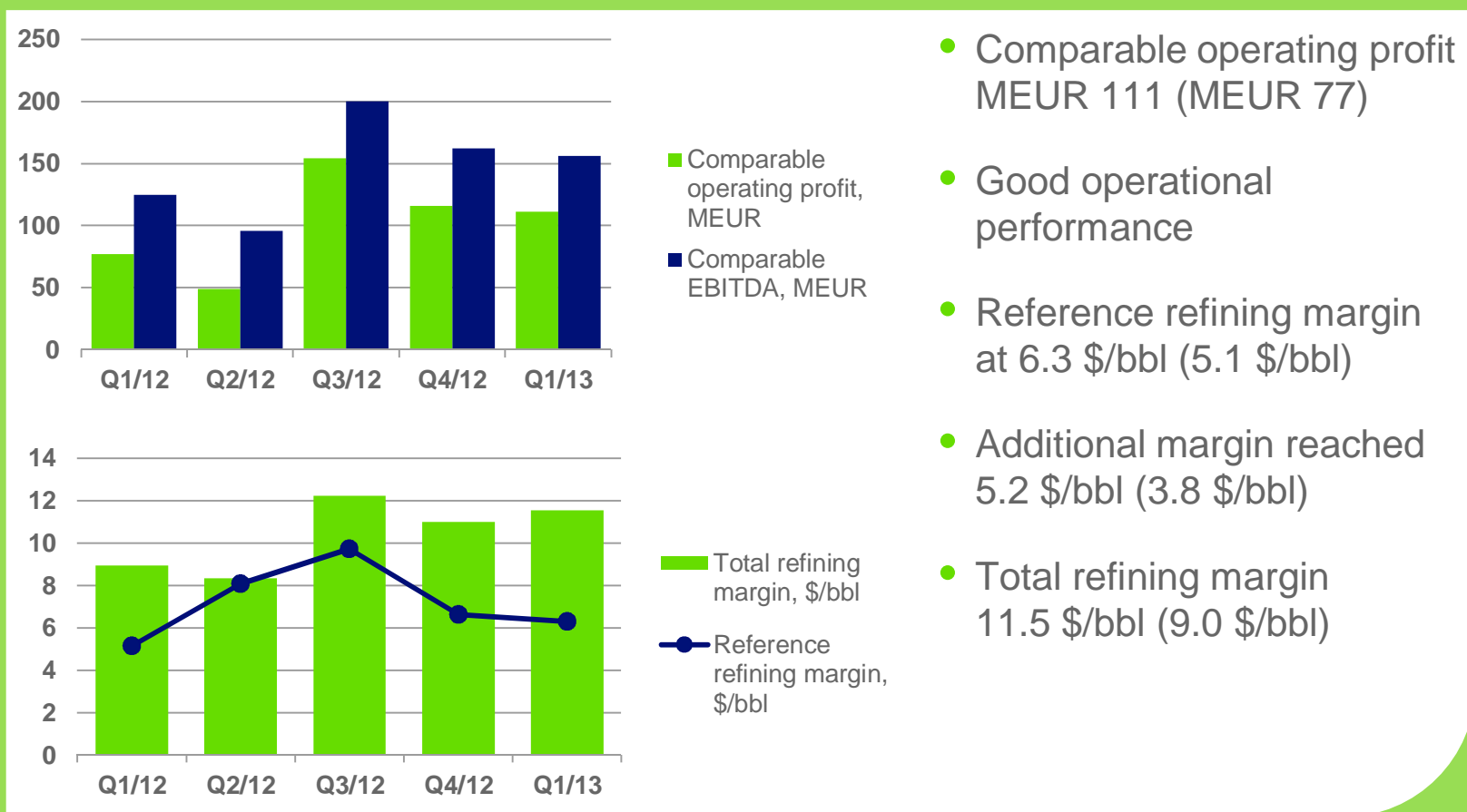
Group Financials Q1/2013



- Good start to the year with comparable operating profit of MEUR 135 (MEUR 79)
- Solid performance in Oil Products
- Renewable Fuels clearly positive for the first time
- Leverage 44.0% (49.4%)

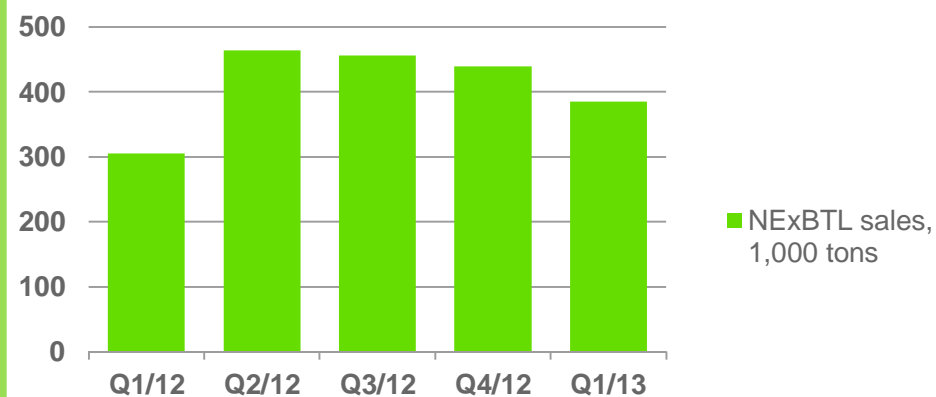


Oil Products Q1/2013



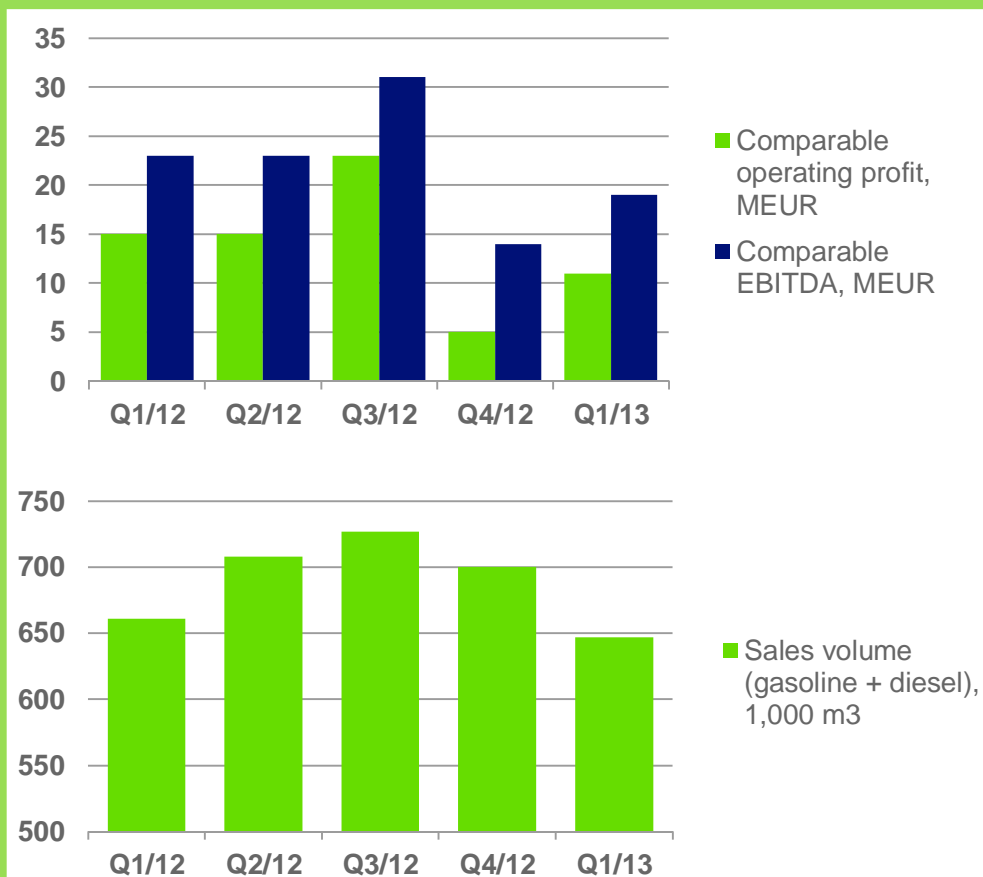
- Comparable operating profit MEUR 111 (MEUR 77)
- Good operational performance
- Reference refining margin at 6.3 \$/bbl (5.1 \$/bbl)
- Additional margin reached 5.2 \$/bbl (3.8 \$/bbl)
- Total refining margin 11.5 \$/bbl (9.0 \$/bbl)

Renewable Fuels Q1/2013



- Comparable operating profit clearly positive at MEUR 26 (MEUR -2)
- Favourable vegetable oil price differentials
- Successful sales allocation
- Customer base expanded further
- Sales volumes at 385,000 tons impacted by the shutdown in Singapore

Oil Retail Q1/2013



- Comparable operating profit MEUR 11 (MEUR 15)
- Sales volumes slightly lower impacted by decreasing heavy traffic in Finland
- Competitive markets in Finland and Poland
- Sale of Polish retail network closed in April

Market development

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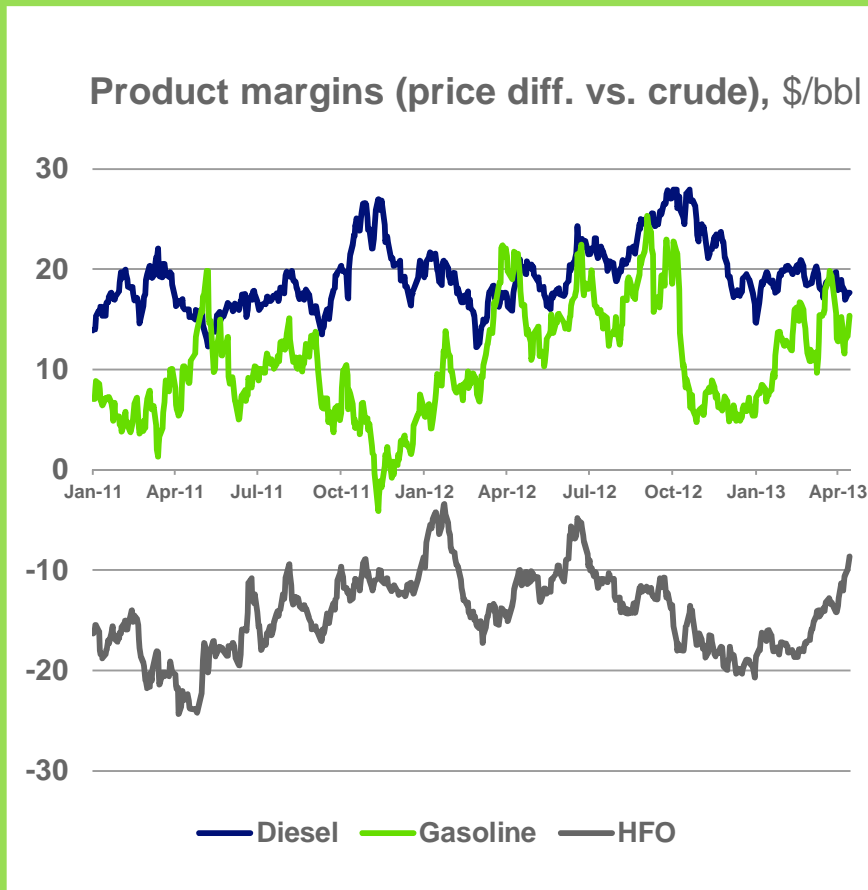


Crude Oil Price Development



- Crude oil prices
 - in narrow range during Q1
 - downwards towards the end of the quarter reflecting weaker economic outlook
- Urals/Brent price differential widened towards the end of the quarter on the back of the refinery maintenance season

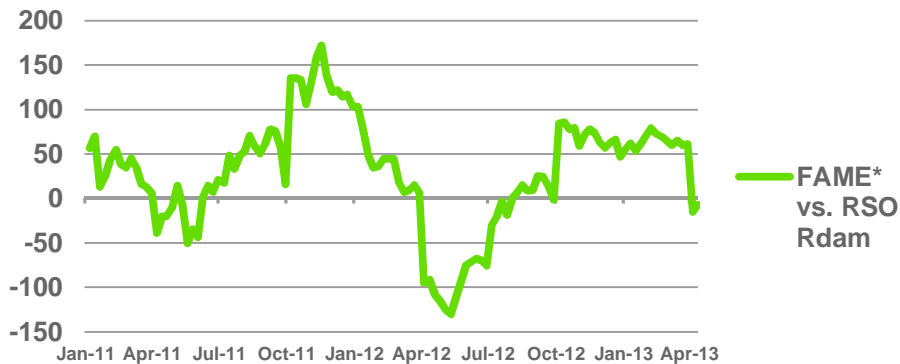
Margins in Oil Products



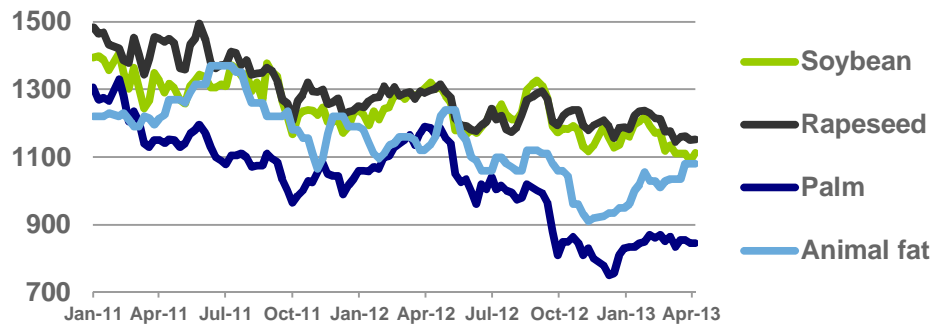
- Middle distillate margins strongest part of the barrel as demand was supported by the winter season
- Gasoline margins unseasonably strong
 - relatively low gasoline inventories
 - refinery outages limiting supply
- Fuel oil margins low but strengthened towards end of Q1
 - declining crude oil prices
 - refinery maintenance in Asia

Drivers in Renewable Fuels Margins

FAME seasonal vs. Rapeseed oil price differential, \$/ton



Vegetable oil and animal fat prices, \$/ton

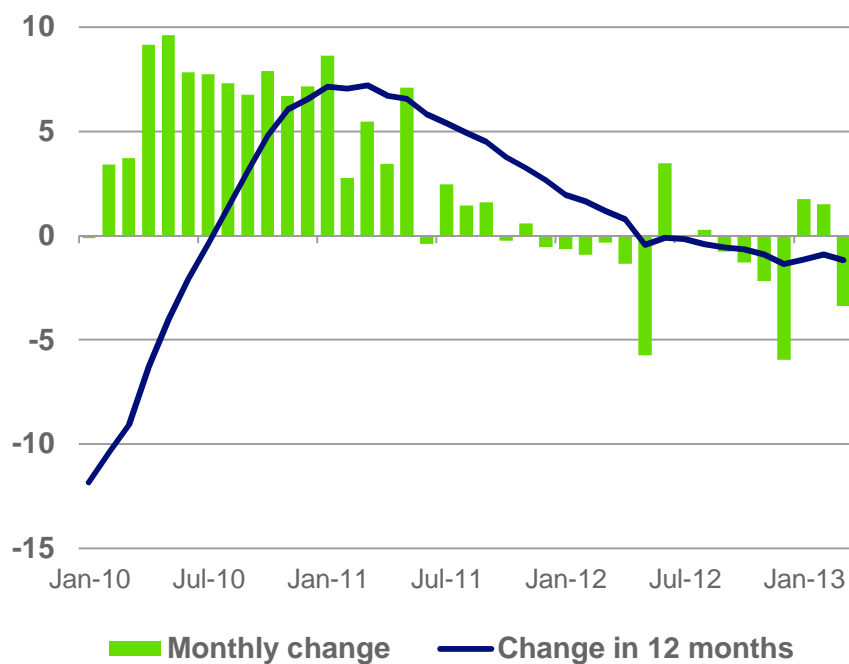


- FAME margin supported by winter season
- Palm oil supplies have grown faster than demand, which has kept inventories high
- Favorable soybean crop outlook
- Animal fat price differential over palm oil widened

*Since 1 July 2012 FAME RED quotations

Oil Retail Market

Change in heavy traffic on main roads in Finland from previous year, %



Source: Finnish Transport Agency

- Finnish retail market competitive
- Economic slowdown effecting sales volumes in Finland
- Baltics stable

Outlook

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Oil Products

- Complex refiners expected to remain the most competitive
- Porvoo PL4 currently being shut down for maintenance for up to eight weeks.
- Gasoline production reduced by unplanned maintenance in April
- Base oils market likely to remain under pressure due to sluggish demand

Renewable Fuels

- Renewable Fuel's full-year comparable operating profit is expected to improve from 2012 and to be positive
- Focus on sales, feedstock, and production optimization



Company Outlook

- Guidance remains unchanged
- Neste Oil expects comparable operating profit to improve from 2012, assuming that reference refining margin remains at the level of approx. USD 5 /bbl and that Renewable Fuels' result will develop as expected



Current focus areas

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Improving profitability

- We focus on improving
 - safety
 - cash flow
 - refinery productivity
 - profitability at Renewable Fuels



Recent actions

- Statutory employer-employee negotiations completed at Neste Shipping
- Sale of Polish station network closed
- First company in the world using tall oil pitch to produce traffic fuel





Thank you.

Matti Lievonen, President & CEO

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Appendix

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Refinery Production Costs, Porvoo & Naantali

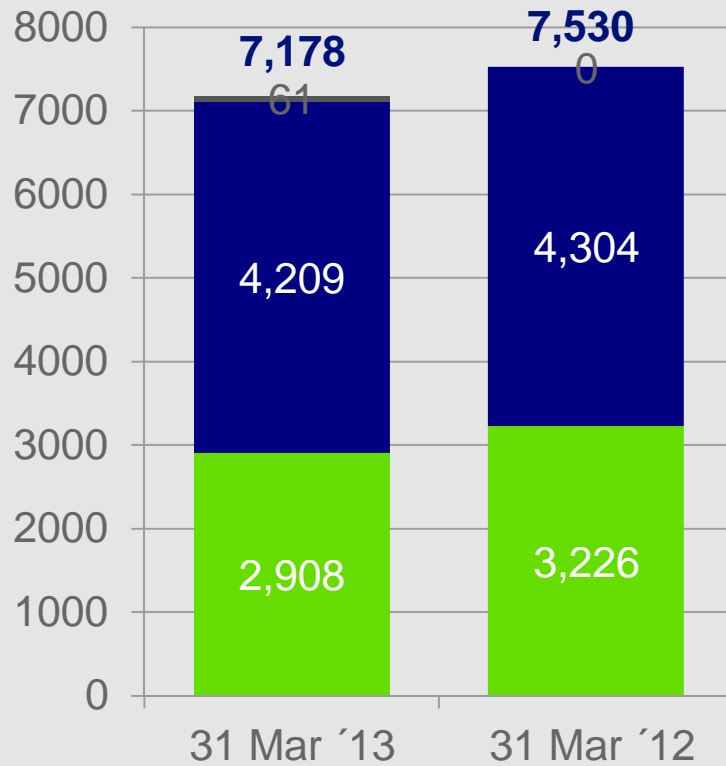
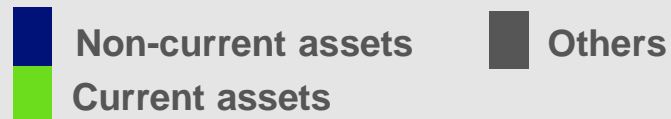
		Q1/12	Q2/12	Q3/12	Q4/12	Q1/13	2012
Refined Products	Million Barrels	28.1	24.2	27.2	26.5	27.2	106.3
Exchange Rate	EUR/USD	1.32	1.28	1.25	1.30	1.32	1.28
Utilities costs	EUR Million	64.4	66.4	64.1	61.2	62.8	256.1
	\$/bbl	3.0	3.5	2.9	3.0	3.1	3.1
Fixed costs	EUR Million	49.8	58.1	45.2	59.9	52.8	213.1
	\$/bbl	2.3	3.1	2.1	2.9	2.6	2.6
External sales	EUR Million	-27.8	-27.2	-22.1	-27.5	-23.9	-104.7
	\$/bbl	-1.3	-1.4	-1.0	-1.3	-1.2	-1.3
Total	EUR Million	86.4	97.3	87.3	93.6	91.7	364.5
	\$/bbl	4.0	5.1	4.0	4.6	4.5	4.4

Key Figures

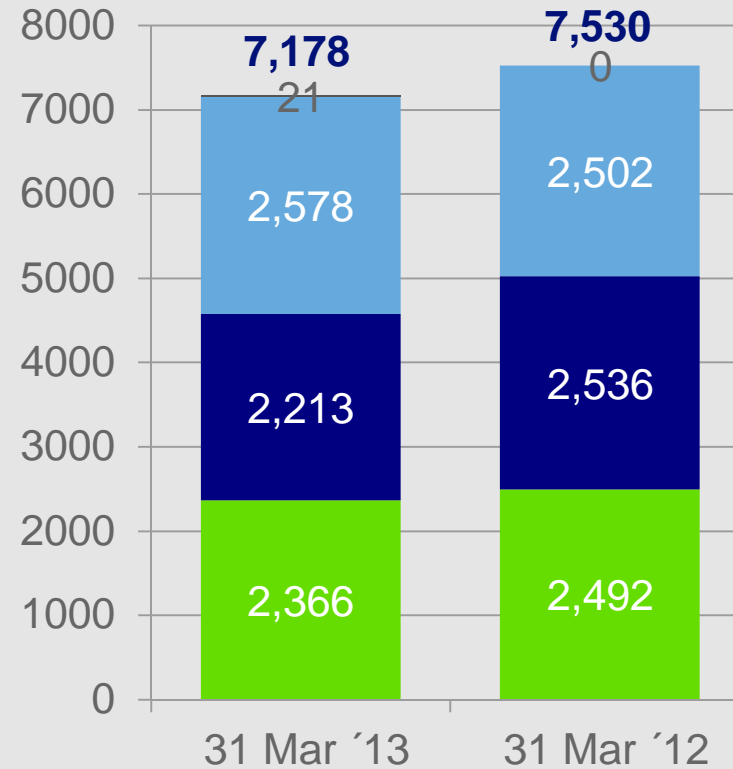
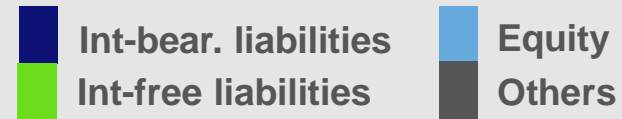
MEUR	Q1/2013	Q1/2012	2012
Revenue	4,258	4,454	17,853
IFRS Operating profit	86	191	324
Comparable operating profit	135	79	355
Profit before taxes	65	169	233
Profit for the period	47	123	159
Comparable net profit for the period	83	36	180
Earnings per share, EUR	0.18	0.48	0.61
Net cash from operating activities	-105	-353	468
Investments	34	48	292
	31 Mar 2013	31 Mar 2012	
Interest-bearing net debt	2,027	2,442	
ROCE (pre-tax), %	7.0	15.5	
ROE, %	7.4	19.8	

Balance Sheet

Total assets



Total equity & liabilities



Balance Sheet

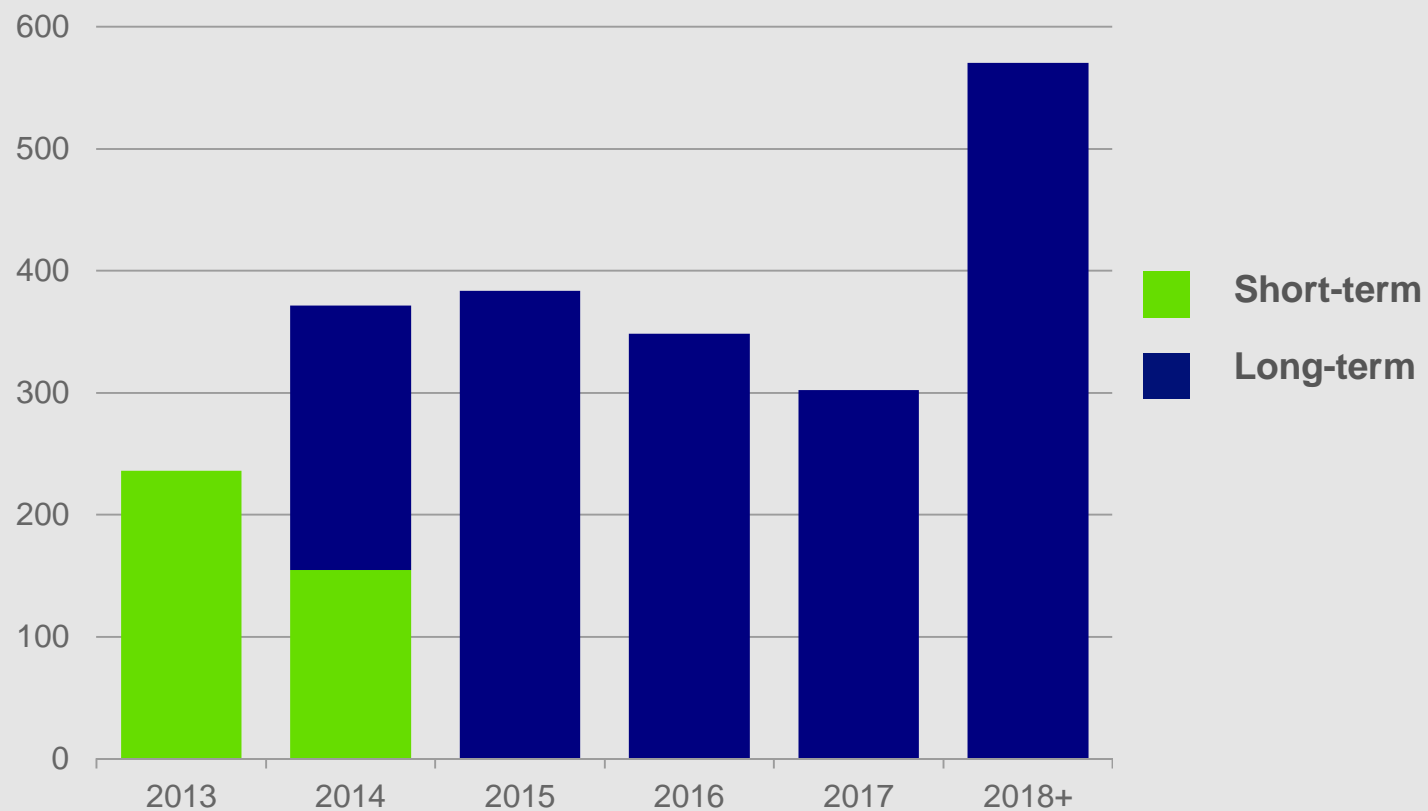
	31 Mar 2013	31 Mar 2012
Capital Employed, MEUR	4,791	5,037
Equity-to-assets, %	36.0	33.3
Leverage, %	44.0	49.4
Gearing, %	78.6	97.6

Cash Flow

MEUR	Q1/13	Q1/12	2012
Profit before taxes	65	169	233
Adjustments total	126	63	423
Change in working capital	-272	-533	-44
Cash from operations	-81	-301	612
Net finance costs	-1	-39	-106
Taxes	-23	-13	-38
Net cash from operations	-105	-353	468
Capital expenditure and investments in shares	-34	-48	-292
Other	44	39	84
Cash flow before financing activities	-95	-362	260
Net change in loans	-129	-152	-65
Dividends paid	-	-	-90
Net increase/decrease in cash	-224	-210	105

Maturity Profile

MEUR



Liquidity

- Total liquidity at the end of March 2013 was EUR 2,288 million
 - Cash and cash equivalents totalled EUR 186 million
 - Unused committed credit facilities totalled EUR 1,702 million
 - Unused CP programmes (not committed) totalled EUR 400 million
- Average interest rate 3.6% and maturity 3.9 years at the end of March
- No financial covenants in existing loan agreements