



*Consolidated and Parent Company  
Financial Statements  
of  
AS Eesti Telekom Ltd  
2001*

## ***Consolidated and Parent Company Financial Statements***

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## AS Eesti Telekom and Subsidiary Companies

### Income statements for the year ended 31 December 2001

Financial statements are prepared in thousands of kroons (EEK)

|  | Note        | CONSOLIDATED       |                    | PARENT COMPANY  |                  |
|--|-------------|--------------------|--------------------|-----------------|------------------|
|  |             | 2001               | 2000<br>Restated   | 2001            | 2000<br>Restated |
| <b>Revenue</b>   |             |                    |                    |                 |                  |
| Net sales  | 3 (a)       | 4,154,438          | 3,930,154          | -               | -                |
| Change in work-in-progress                                 |             | 529                | (492)              | -               | -                |
| Capitalized self-constructed assets                        |             | 87,112             | -                  | -               | -                |
| Other revenue  | 3 (b)       | 42,461             | 43,830             | 236             | 303              |
| <b>Total revenue</b>                                       |             | <b>4,284,540</b>   | <b>3,973,492</b>   | <b>236</b>      | <b>303</b>       |
| <b>Operating expenses</b>                                  |             |                    |                    |                 |                  |
| Materials, consumables, supplies and services              |             | (1,290,730)        | (931,909)          | -               | -                |
| Other operating expenses                                   |             | (494,962)          | (442,935)          | (9,471)         | (15,200)         |
| Personnel expenses   | 3 (c)       | (534,754)          | (484,444)          | (8,731)         | (13,067)         |
| Other expenses   | 3 (d)       | (33,118)           | (36,160)           | (1,964)         | (3,447)          |
| <b>Total operating expenses</b>                            |             | <b>(2,353,564)</b> | <b>(1,895,448)</b> | <b>(20,166)</b> | <b>(31,714)</b>  |
| <b>Profit (loss) from operations before depreciation</b>   |             | <b>1,930,976</b>   | <b>2,078,044</b>   | <b>(19,930)</b> | <b>(31,411)</b>  |
| Depreciation and amortisation                              | 3 (e), 5, 7 | (1,135,661)        | (969,305)          | (1,266)         | (1,003)          |
| <b>Profit (loss) from operations</b>                       |             | <b>795,315</b>     | <b>1,108,739</b>   | <b>(21,196)</b> | <b>(32,414)</b>  |
| Income (+) / expenses (-) from subsidiaries and associates |             | 26,828             | (310)              | 806,409         | 1,097,517        |
| Other net financing items                                  | 3 (f)       | (11,719)           | (11,854)           | 24,654          | 25,773           |
| <b>Profit before tax</b>                                   |             | <b>810,424</b>     | <b>1,096,575</b>   | <b>809,867</b>  | <b>1,090,876</b> |
| Income tax expense on dividends                            | 4           | (30,932)           | (54,349)           | (30,932)        | (54,265)         |
| <b>Profit after tax</b>                                    |             | <b>779,492</b>     | <b>1,042,226</b>   | <b>778,935</b>  | <b>1,036,611</b> |
| Minority interest  |             | (557)              | (5,615)            | -               | -                |
| <b>Net profit from ordinary activities</b>                 |             | <b>778,935</b>     | <b>1,036,611</b>   | <b>778,935</b>  | <b>1,036,611</b> |
| Extraordinary income                                       | 4           | -                  | 85,197             | -               | 85,197           |
| <b>Net profit for the period</b>                           | 2 (a)       | <b>778,935</b>     | <b>1,121,808</b>   | <b>778,935</b>  | <b>1,121,808</b> |
| <b>Earnings per share</b>                                  |             |                    |                    |                 |                  |
| Basic earnings per share (in kroons)                       | 15 (f)      | 5.67               | 8.17               | 5.67            | 8.17             |
| Diluted earnings per share (in kroons)                     |             | 5.67               | 8.17               | 5.67            | 8.17             |

The consolidated and parent company financial statements are to be read in conjunction with the Notes to and forming part of the consolidated and parent company financial statements set out on pages 7 to 34.

## AS Eesti Telekom and Subsidiary Companies

### Balance sheets as at 31 December 2001

Financial statements are prepared in thousands of kroons (EEK)

|  | Note           | CONSOLIDATED     |                  | PARENT COMPANY   |                  |
|--|----------------|------------------|------------------|------------------|------------------|
|  |                | 2001             | 2000<br>Restated | 2001             | 2000<br>Restated |
| <b>ASSETS</b>                              |                |                  |                  |                  |                  |
| <b>Non-current assets</b>                  |                |                  |                  |                  |                  |
| Property, plant and equipment              | 5              | 3,043,869        | 3,234,088        | 2,300            | 3,769            |
| Goodwill                                   | 7              | 14,814           | 26,796           | -                | -                |
| Licenses, patents and trademarks           | 7              | 41,325           | 40,807           | 997              | 1,381            |
| Investments in subsidiaries and associates | 8 - 9          | 17,940           | 17,849           | 2,920,218        | 2,883,393        |
| Other investments                          | 10             | 2,758            | 9,071            | 1,200            | 1,200            |
| Other non-current assets                   | 11 (a)         | 5,766            | 2,292            | 329,208          | 355,037          |
| <b>Total non-current assets</b>            |                | <b>3,126,472</b> | <b>3,330,903</b> | <b>3,253,923</b> | <b>3,244,780</b> |
| <b>Current assets</b>                      |                |                  |                  |                  |                  |
| Inventories                                | 12             | 104,013          | 149,223          | 1                | 14               |
| Trade and other receivables                | 11 (b)         | 541,440          | 529,642          | 187,189          | 233,946          |
| Cash and cash equivalents                  | 13             | 464,217          | 609,743          | 178,149          | 214,245          |
| <b>Total current assets</b>                |                | <b>1,109,670</b> | <b>1,288,608</b> | <b>365,339</b>   | <b>448,205</b>   |
| <b>Total assets</b>                        | <b>2 (b)</b>   | <b>4,236,142</b> | <b>4,619,511</b> | <b>3,619,262</b> | <b>3,692,985</b> |
| <b>EQUITY AND LIABILITIES</b>              |                |                  |                  |                  |                  |
| <b>Capital and reserves</b>                |                |                  |                  |                  |                  |
| Issued capital                             | 15             | 1,373,833        | 1,373,833        | 1,373,833        | 1,373,833        |
| Reserves                                   |                | 447,348          | 434,927          | 447,348          | 434,927          |
| Accumulated profits                        |                | 1,794,170        | 1,783,273        | 1,794,170        | 1,783,273        |
| <b>Total capital and reserves</b>          |                | <b>3,615,351</b> | <b>3,592,033</b> | <b>3,615,351</b> | <b>3,592,033</b> |
| <b>Minority interest</b>                   |                |                  |                  |                  |                  |
| Subsidiary companies                       |                | -                | 8,193            | -                | -                |
| <b>Total minority interests</b>            |                | <b>-</b>         | <b>8,193</b>     | <b>-</b>         | <b>-</b>         |
| <b>Non-current liabilities</b>             |                |                  |                  |                  |                  |
| Interest-bearing loans and borrowings      | 16 (a), 17, 18 | 49,115           | 200,978          | 454              | -                |
| <b>Total non-current liabilities</b>       |                | <b>49,115</b>    | <b>200,978</b>   | <b>454</b>       | <b>-</b>         |
| <b>Current liabilities</b>                 |                |                  |                  |                  |                  |
| Trade and other payables                   | 19             | 483,510          | 656,915          | 3,457            | 3,827            |
| Interest-bearing loans and borrowings      | 16 (b), 17     | 88,166           | 161,392          | -                | 97,125           |
| <b>Total current liabilities</b>           |                | <b>571,676</b>   | <b>818,307</b>   | <b>3,457</b>     | <b>100,952</b>   |
| <b>Total equity and liabilities</b>        | <b>2 (b)</b>   | <b>4,236,142</b> | <b>4,619,511</b> | <b>3,619,262</b> | <b>3,692,985</b> |

The consolidated and parent company financial statements are to be read in conjunction with the Notes to and forming part of the consolidated and parent company financial statements set out on pages 7 to 34.

## AS Eesti Telekom and Subsidiary Companies

### Statements of changes in equity as at 31 December 2001

Financial statements are prepared in thousands of kroons (EEK)

|                                      | Note | Issued capital   | Reserves       |                | Accumulated profits | Total            |
|--------------------------------------|------|------------------|----------------|----------------|---------------------|------------------|
|                                      |      |                  | Share premium  | Legal reserves |                     |                  |
| <b>31 December 1999</b>              |      | <b>1,373,833</b> | <b>309,964</b> | <b>56,851</b>  | <b>1,279,120</b>    | <b>3,019,768</b> |
| Amounts transferred to legal reserve |      | -                | -              | 68,112         | (68,112)            | -                |
| Dividends paid                       | 15   | -                | -              | -              | (549,543)           | (549,543)        |
| Net profit for the period            |      | -                | -              | -              | 1,121,808           | 1,121,808        |
| <b>31 December 2000</b>              |      | <b>1,373,833</b> | <b>309,964</b> | <b>124,963</b> | <b>1,783,273</b>    | <b>3,592,033</b> |
| Amounts transferred to legal reserve | 15   | -                | -              | 12,421         | (12,421)            | -                |
| Dividends paid                       | 15   | -                | -              | -              | (755,617)           | (755,617)        |
| Net profit for the period            |      | -                | -              | -              | 778,935             | 778,935          |
| <b>31 December 2001</b>              |      | <b>1,373,833</b> | <b>309,964</b> | <b>137,384</b> | <b>1,794,170</b>    | <b>3,615,351</b> |

*The consolidated and parent company financial statements are to be read in conjunction with the Notes to and forming part of the consolidated and parent company financial statements set out on pages 7 to 34.*

## AS Eesti Telekom and Subsidiary Companies

### Cash flow statements for the year ended 31 December 2001

Financial statements are prepared in thousands of kroons (EEK)

|   | Note | CONSOLIDATED     |                    | PARENT COMPANY   |                  |
|---|------|------------------|--------------------|------------------|------------------|
|   |      | 2001             | 2000<br>Restated   | 2001             | 2000<br>Restated |
| <b>Cash flow from operating activities</b>                          |      |                  |                    |                  |                  |
| Profit before taxation and minority interest                        |      | 810,424          | 1,096,575          | 809,867          | 1,090,876        |
| Adjustments for:  |      |                  |                    |                  |                  |
| Depreciation and amortisation                                       |      | 1,135,661        | 969,305            | 1,266            | 1,003            |
| Profit (-) / loss (+) from sales and write-off of fixed assets      |      | 1,473            | (3,704)            | 240              | 88               |
| Income (+) / expense (-) from subsidiaries and associated companies |      | (26,828)         | 310                | (806,409)        | (1,097,517)      |
| Profit (-) / loss (+) from revaluation of investments               | 10   | 7,823            | -                  | -                | -                |
| Interest income/expense net   | 3    | (3,070)          | 280                | (30,149)         | (26,647)         |
| Other non-cash adjustments  |      | (309)            | (685)              | 110              | -                |
| Operating profit before working capital changes                     |      | 1,925,174        | 2,062,081          | (25,075)         | (32,197)         |
| Change in current receivables                                       |      | (56,615)         | 1,140              | (137)            | (37)             |
| Change in inventories   |      | 45,210           | (7,567)            | 13               | 6                |
| Change in current liabilities                                       |      | (159,419)        | 188,677            | 1,636            | (246)            |
| Cash generated from operations                                      |      | 1,754,350        | 2,244,331          | (23,563)         | (32,474)         |
| Interest paid   |      | (15,179)         | (22,219)           | (1,080)          | -                |
| Income tax paid (-) / received (+)                                  |      | -                | (50,718)           | -                | 3,956            |
| <b>Net cash from operating activities</b>                           |      | <b>1,739,171</b> | <b>2,171,394</b>   | <b>(24,643)</b>  | <b>(28,518)</b>  |
| <b>Cash flow used in investing activities</b>                       |      |                  |                    |                  |                  |
| Purchase of property, plant and equipment                           |      | (914,606)        | (1,206,949)        | (419)            | (1,679)          |
| Purchase of licenses  |      | (35,928)         | (31,842)           | (1,299)          | (130)            |
| Acquisition of subsidiaries, net of cash acquired                   | 22   | (14,486)         | (12,000)           | -                | -                |
| Acquisition of associated companies                                 | 9    | (6,000)          | (17,409)           | -                | -                |
| Purchase of investments, shares and other                           | 10   | (1,510)          | (8,183)            | -                | (360)            |
| Proceeds from sales of property, plant and equipment                |      | 11,426           | 10,686             | 671              | 219              |
| Proceeds from sales of investments                                  | 23   | 43,500           | -                  | -                | -                |
| Loans granted   |      | (4,770)          | (91)               | (318,911)        | (360,534)        |
| Cash receipts from repayment of loans                               |      | 84               | 210                | 358,802          | 205,057          |
| Dividends received  |      | 181              | 7                  | 769,584          | 620,046          |
| Interest received   |      | 19,487           | 22,198             | 35,311           | 29,833           |
| <b>Net cash used in investing activities</b>                        |      | <b>(902,622)</b> | <b>(1,243,373)</b> | <b>843,739</b>   | <b>492,452</b>   |
| <b>Cash flow used in financing activities</b>                       |      |                  |                    |                  |                  |
| Proceeds from long-term debt  |      | 440              | -                  | 440              | -                |
| Repayment of long-term debt   |      | (15)             | -                  | (15)             | -                |
| Issuance of unsecured short-term bonds                              |      | -                | 94,251             | -                | 94,251           |
| Repayment of unsecured short-term bonds                             |      | (100,000)        | -                  | (100,000)        | -                |
| Proceeds from non-convertible long-term debt                        |      | 7                | -                  | -                | -                |
| Repayment of non-convertible long-term debt                         |      | (5,223)          | (6,971)            | -                | -                |
| Repayment of long-term borrowings                                   | 17   | (105,038)        | (334,989)          | -                | -                |
| Settlement of finance lease liabilities                             | 16   | (16,629)         | (6,024)            | -                | -                |
| Proceeds from short-term borrowings                                 |      | 78,233           | -                  | 78,233           | -                |
| Repayment of short-term borrowings                                  |      | (78,233)         | -                  | (78,233)         | -                |
| Dividends paid  |      | (755,617)        | (549,543)          | (755,617)        | (549,543)        |
| Dividends paid to minority shareholders                             |      | -                | (320)              | -                | -                |
| <b>Net cash used in financing activities</b>                        |      | <b>(982,075)</b> | <b>(803,596)</b>   | <b>(855,192)</b> | <b>(455,292)</b> |
| <b>Net increase/ decrease in cash and cash equivalents</b>          |      | <b>(145,526)</b> | <b>124,425</b>     | <b>(36,096)</b>  | <b>8,642</b>     |
| <b>Cash and cash equivalents at beginning of year</b>               | 13   | <b>609,743</b>   | <b>485,318</b>     | <b>214,245</b>   | <b>205,603</b>   |
| <b>Cash and cash equivalents at end of year</b>                     | 13   | <b>464,217</b>   | <b>609,743</b>     | <b>178,149</b>   | <b>214,245</b>   |

The consolidated and parent company financial statements are to be read in conjunction with the Notes to and forming part of the consolidated and parent company financial statements set out on pages 7 to 34.

## **1. Significant accounting policies**

The significant accounting policies adopted in the preparation of the financial statements of AS Eesti Telekom (the parent company) and its subsidiary companies (together referred as the Group) are set out below. The financial statements were authorised for issue by the Supervisory Council on the 24<sup>th</sup> of April 2002.

### **Statement of compliance**

The consolidated financial statements of the Group and the financial statements of the parent company are prepared in accordance with the accounting standards issued by the International Accounting Standards Committee.

The financial statements present fairly the financial position, financial performance and cash flows of the enterprise.

### **Measurement basis**

Historical cost has been used as the general measurement basis.

### **Principles of consolidation**

The consolidated financial statements include all subsidiaries that are controlled by the parent company. When an entity began or ceased to be controlled during the year, the results are included only from the date control commenced or up to the date control ceased. Control is presumed to exist where more than one half of a subsidiary's voting power is controlled by the parent company, or the parent company is able to govern the financial and operation policies of a subsidiary, or control the removal or appointment of a majority of a subsidiary's board of directors.

All inter-company transactions and balances have been eliminated.

Minority interests in the equity and results of the entities that are controlled by the parent company are shown as a separate item in the consolidated financial statements.

### **Foreign currency**

Transactions in foreign currencies are translated at the rate of exchange ruling at the transaction date. At the balance sheet date, foreign currency monetary assets and liabilities are translated at the rate of exchange ruling at that date. Resulting exchange differences are recognised in the income statement for the year.

### **Hedging**

Foreign exchange contracts are accounted for as a hedge when the contracts are entered into with the intention to hedge other transactions with a high degree of correlation with the hedging instruments. The gain or loss arising from the settlement of the contracts will be recognised as income or expense at the same time as when the transaction being hedged is realised.

### **Shares and Other Securities**

Shares and other securities which are intended to be disposed during the following financial year and which maturity date is one year or less from the balance sheet date are recorded as short-term financial investments. Short-term financial investments are recorded on the Balance Sheet at lower of cost or net realizable value and the change in value is recorded as financial income and expense in the Income Statement.

### **Receivables**

Receivables recorded on the Balance Sheet are valued based on the probability of receiving payment. Accounts receivable, which are not expected to be collected, are expensed during the financial year and reported on the Balance Sheet under the heading "Allowance for doubtful receivables". Receivables, the collection of which is not feasible or economically justified, are considered to be uncollectible and written-off from the Balance Sheet. Previously expensed receivables, which were collected during the financial year, are recorded on the same expense account as a reverse entry.

## **Property, plant and equipment**

Items of property, plant and equipment are stated at the lower of historical cost and recoverable amount and are depreciated using the straight-line method over their estimated useful lives. When the recoverable amount of an asset has declined below its carrying amount, the carrying amount is reduced to reflect the decline in value. In determining the recoverable amount of assets, expected cash flows are discounted to their present values. Freehold land is not depreciated. Fixed assets are recorded at acquisition cost, which comprises of purchase price, non-refundable taxes and other expenditures directly related to taking the fixed asset object into use. The cost of property, plant and equipment constructed by the company includes the cost of materials and direct labour.

Expenditure on repairs or maintenance of property, plant and equipment made to restore or maintain future economic benefits expected from the assets is recognised as an expense when incurred.

The rates of depreciation used are as follows:

- |                                    |          |
|------------------------------------|----------|
| • Buildings                        | 3 - 8%   |
| • Plant and equipment              | 15 - 40% |
| • Furniture, fixtures and fittings | 10 - 50% |

Assets are depreciated from the date of acquisition or, in respect of internally constructed assets, from the time an asset is completed and ready for use.

## **Leased assets**

Leases of plant and equipment under which the Group assumes substantially all the risks and rewards incidental to ownership are classified as finance leases. Other leases are classified as operating leases.

Finance leases are recognised in the balance sheet by recording an assets and a liability equal to the present value of minimum lease payments at the inception of the lease. Capitalised leased assets are depreciated in accordance with the depreciation policy noted above, with the depreciation period being the estimated useful life of the asset. Lease liabilities are reduced by repayments of principal, whilst the finance charge component of the lease payment is charged directly to income.

Payments made under operating leases are charged to income in equal instalments over the accounting period covered by the lease term.

## **Goodwill**

Goodwill represents the excess of the cost of acquisition over the fair value of the net identifiable assets acquired of a controlled entity. Goodwill is recognised as an asset in the Group's consolidated financial statements and is amortised on a straight-line basis. The period of amortisation is the period of time during which benefits are expected to arise and does not exceed 5 years.

## **Licenses, patents and trademarks**

Licenses, patents and trademarks are stated at the lower of historical cost and recoverable amount and are amortised using the straight line method over their estimated useful lives (over five years, as a rule).

## **Research and development**

Development costs are charged as an expense in the income statement in the period in which they are incurred. If, in exceptional cases, development costs are capitalized, they are amortized over five years.

## **Investments**

### *Valuation*

Investments classified as current assets are carried at the lower of cost or market value if the latter is determinable.

Investments classified as non-current assets are carried at cost, less amounts written off to recognise other than temporary declines in the value of the investment.

### *Disposals*



On disposal of an investment, the difference between the net disposal proceeds and the carrying amount is charged or credited to income.

#### *Associates*

Investments in associates are accounted for under the equity method of accounting.

An associate is an enterprise in which the Group holds, directly or indirectly, more than 20% of the voting power of the enterprise, or where the Group exercises significant influence over the enterprise, but is not subject to control by the Group.

A listing of Group's significant associates and information about them are set out in note 9.

#### *Subsidiaries*

Investments in subsidiaries are presented in the parent company's financial statements and accounted for under the equity method of accounting.

A listing of the Group's subsidiaries is set out in note 8.

#### *Other long-term financial Investments*

Miscellaneous long-term receivables and loans are valued individually and recorded based on the probability of receiving payment according to the prudence principle.

#### *Portfolio investments*

Portfolio investments are valued at the lower of cost or net realisable value. Information about portfolio investments is set out in note 10.

#### **Inventories**

Inventories are carried at the lower of cost and net realisable value.

Cost is based on the weighted average cost principle in AS EMT and on the first-in, first-out principle in AS Eesti Telefon and includes expenditure incurred in acquiring the inventories and bringing them to their existing condition and location.

Net realisable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and the estimated costs necessary to make the sale.

#### **Taxation**

The Income Tax Act that became effective in Estonia on 1 January 2000 replaces the taxation of earnings with the taxation of dividend distributions and other payments that have the characteristics of a profit distribution. Because of fundamental changes in the principles of taxation, the term *tax base of assets and liabilities* will lose its substance and deferred income tax assets and liabilities defined in IAS 12 can no longer arise.

#### **Liabilities**

Liabilities with payment terms over one year after the end of the balance sheet date are considered to be long-term liabilities. Other liabilities are reported as short-term liabilities.

Liabilities which have arisen during the financial year or prior periods, which have legal or contractual basis, which are expected to result in the outflow of resources and which can be reliably measured but for which the actual payment amount and payment date has not been definitely determined, are recorded as provisions on the Balance Sheet. Provisions are measured based on the management's estimates, experience and when necessary the assessments of independent experts.

Potential liabilities, guarantees and warranties are disclosed in the Notes to the Financial Statements as contingent liabilities.

Vacation payment expenses are recorded in the period the vacation has been earned which means when the right to claim the vacation by an employee occurs. Vacation payment earned or the change is recorded in the Income Statement as an expense and on the Balance Sheet as a short-term liability.

Borrowing costs are recognised as an expense in the period in which they are incurred.

The discounted pension liability has been calculated using actuarial assumptions.

Termination benefits are recognised as liabilities and as expenses when and only when the company is demonstrably committed to terminate employment contracts before the employees' normal retirement dates. An enterprise is demonstrably committed to a termination when, and only when, the enterprise has a detailed formal plan for the termination and is without realistic possibility of withdrawal.

### **Revenue recognition**

In relation to the rendering of services, revenue is recognised when no significant uncertainties remain concerning the derivation of consideration or associated costs.

In relation to the sale of goods, revenue is recognised when the significant risks and rewards of ownership have been transferred to the buyer, and no significant uncertainties remain regarding the derivation of consideration, associated costs or the possible return of goods.

Interest, royalties and dividends arising from the use by others of the Group' s resources are recognised when it is probable that the economic benefits associated with the transaction will flow to the Group and the revenue can be measured reliably. Interest income is recognised as it accrues (taking into account the effective yield on the asset) unless collectibility is in doubt. Royalty income is recognised on an accrual basis in accordance with the substance of the relevant agreement. Dividend income is recognised when the shareholder' s right to receive payment is established.

### **Segment information**

A business segment is a distinguishable component of the Group that is engaged in providing a group of related services or products and that is subject to risks and returns that are different from those of other business segments. Two major segments, fixed line and mobile telecommunication services are distinguished in the consolidated financial statement.

Segment expense is expense resulting from the operating activities of a segment that is directly attributable to the segment. Segment expense does not include extraordinary items, interest or income tax expense.

Segments result is segment revenue less segment expense. Segment result is determined before any adjustments for minority interest.

Segment assets are those operating assets that are employed by a segment in its operating activities and that are directly attributable to the segment.

Segment liabilities are those operating activities of a segment and that are directly attributable to the segment.

Capital expenditure represents the total cost incurred during the period to acquire segment assets that are expected to be used during more than one period (property, plant and equipment, and intangible assets).

## Reclassification

During 2001, the following comparative financial information has been reclassified:

|  | CONSOLIDATED | PARENT COMPANY |
|--|--------------|----------------|
| <b><u>a) Income statement</u></b>                                      |              |                |
| <b><i>Operating expenses</i></b>                                       |              |                |
| Materials, consumables, supplies and services                          |              |                |
| Beginning balance  | (925,884)    | -              |
| Reclassification   | (6,025)      | -              |
| Reclassified balance   | (931,909)    | -              |
| Other operating expenses   |              |                |
| Beginning balance  | (427,007)    | -              |
| Reclassification   | (15,928)     | -              |
| Reclassified balance   | (442,935)    | -              |
| Personnel expenses   |              |                |
| Beginning balance  | (484,494)    | -              |
| Reclassification   | 50           | -              |
| Reclassified balance   | (484,444)    | -              |
| Other expenses   |              |                |
| Beginning balance  | (58,062)     | -              |
| Reclassification   | 21,902       | -              |
| Reclassified balance   | (36,160)     | -              |
| <b><i>Income (+)/ expense (-) from subsidiaries and associates</i></b> |              |                |
| Beginning balance  |              | 1,097,574      |
| Reclassification   |              | (57)           |
| Reclassified balance   |              | 1,097,517      |
| <b><i>Income tax expense on dividends</i></b>                          |              |                |
| Beginning balance  | -            | -              |
| Reclassification   | (54,349)     | (54,265)       |
| Reclassified balance   | (54,349)     | (54,265)       |
| <b><i>Minority interest</i></b>  |              |                |
| Beginning balance  | (5,642)      | -              |
| Reclassification   | 27           | -              |
| Reclassified balance   | (5,615)      | -              |
| <b><u>b) Balance sheet</u></b>   |              |                |
| <b><i>Assets</i></b>   |              |                |
| Trade and other receivables  |              |                |
| Beginning balance  | 531,112      | -              |
| Reclassification   | (1,470)      | -              |
| Reclassified balance   | 529,642      | -              |
| <b><i>Liabilities</i></b>  |              |                |
| Trade and other payables   |              |                |
| Beginning balance  | 658,385      | -              |
| Reclassification   | (1,470)      | -              |
| Reclassified balance   | 656,915      | -              |

## 2. Segment information

A business segment is a distinguishable division of the Group that is engaged in providing a group of related services or products, and which is subject to risks and returns that are different from those of the other business segments.

Eesti Telekom Group activities have been divided into three segments: fixed network telecommunications, mobile telecommunications, and other activities.

**Fixed network telecommunications** – this segment deals with operating the national telecommunications network, with providing fixed telecommunication services and related value added services and to provide, produce, market and sell related services. The companies belonging to this segment group are AS Eesti Telefon, AS Telefonipood, and AS Connecto.

**Mobile telecommunications** – this segment deals with operating mobile networks and systems, and with producing, marketing and selling services related thereto. The companies belonging to this segment group are AS EMT, AS Esmofon, AS Esmofon Tartu, and AS Mobile Wholesale.

**Other activities** – this segment covers the activities of the parent company AS Eesti Telekom.

In 2001 report the structure of the segments information has been changed with the objective to provide data in more interest to investors. Year 2000 data were restated to make it comparable with 2001.

The segment turnovers presented in the report represent the inter-company income and expenses of the three segments. The inter-company turnovers of the companies belonging to the same segment have not been presented in this report.

Inter-company transactions were conducted under market terms.

### (a) Business segments

|  | Fixed network telecommunication |                    | Mobile telecommunication |                  | Other activities |                  | Eliminations     |                    | Consolidated       |                    |
|--|---------------------------------|--------------------|--------------------------|------------------|------------------|------------------|------------------|--------------------|--------------------|--------------------|
|  | 2001                            | 2000               | 2001                     | 2000             | 2001             | 2000             | 2001             | 2000               | 2001               | 2000               |
|  | Restated                        |                    | Restated                 |                  | Restated         |                  | Restated         |                    |                    | Restated           |
| <b>Revenue</b>   |                                 |                    |                          |                  |                  |                  |                  |                    |                    |                    |
| Net sales  | 2,459,869                       | 2,433,067          | 1,694,569                | 1,497,087        | -                | -                | -                | -                  | 4,154,438          | 3,930,154          |
| Other revenue  | 100,399                         | 24,345             | 29,678                   | 18,951           | 25               | 42               | -                | -                  | 130,102            | 43,338             |
| Inter-segment revenue  | 311,940                         | 232,872            | 492,658                  | 299,355          | 211              | 261              | (804,809)        | (532,488)          | -                  | -                  |
| <b>Total revenue</b>   | <b>2,872,208</b>                | <b>2,690,284</b>   | <b>2,216,905</b>         | <b>1,815,393</b> | <b>236</b>       | <b>303</b>       | <b>(804,809)</b> | <b>(532,488)</b>   | <b>4,284,540</b>   | <b>3,973,492</b>   |
| <b>Operating expenses</b>  |                                 |                    |                          |                  |                  |                  |                  |                    |                    |                    |
| Materials, consumables, supplies and services                      | (695,131)                       | (474,414)          | (595,599)                | (457,495)        | -                | -                | -                | -                  | (1,290,730)        | (931,909)          |
| Other operating expenses   | (371,843)                       | (330,760)          | (114,154)                | (97,507)         | (8,965)          | (14,668)         | -                | -                  | (494,962)          | (442,935)          |
| Personnel expenses   | (420,713)                       | (398,165)          | (105,310)                | (73,212)         | (8,731)          | (13,067)         | -                | -                  | (534,754)          | (484,444)          |
| Other expenses   | (15,489)                        | (24,121)           | (15,665)                 | (8,592)          | (1,964)          | (3,447)          | -                | -                  | (33,118)           | (36,160)           |
| Inter-segment expenses   | (492,466)                       | (299,259)          | (311,837)                | (232,697)        | (506)            | (532)            | 804,809          | 532,488            | -                  | -                  |
| <b>Total operating expenses</b>                                    | <b>(1,995,642)</b>              | <b>(1,526,719)</b> | <b>(1,142,565)</b>       | <b>(869,503)</b> | <b>(20,166)</b>  | <b>(31,714)</b>  | <b>804,809</b>   | <b>532,488</b>     | <b>(2,353,564)</b> | <b>(1,895,448)</b> |
| <b>Profit from operations before depreciation and amortisation</b> | 876,566                         | 1,163,565          | 1,074,340                | 945,890          | (19,930)         | (31,411)         | -                | -                  | 1,930,976          | 2,078,044          |
| Depreciation and amortisation *)                                   | (817,077)                       | (691,879)          | (317,676)                | (276,949)        | (1,266)          | (1,003)          | 358              | 526                | (1,135,661)        | (969,305)          |
| <b>Profit from operations</b>                                      | <b>59,489</b>                   | <b>471,686</b>     | <b>756,664</b>           | <b>668,941</b>   | <b>(21,196)</b>  | <b>(32,414)</b>  | <b>358</b>       | <b>526</b>         | <b>795,315</b>     | <b>1,108,739</b>   |
| Income / (expenses) from subsidiaries and associated companies     | 28,664                          | (310)              | (1,836)                  | -                | 806,409          | 1,097,517        | (806,409)        | (1,097,517)        | 26,828             | (310)              |
| Foreign exchange gain  | 113                             | 630                | -                        | (7)              | 107              | (874)            | -                | -                  | 220                | (251)              |
| Other financial income / (expenses)                                | (38,536)                        | (49,908)           | 2,050                    | 11,658           | 24,547           | 26,647           | -                | -                  | (11,939)           | (11,603)           |
| Extraordinary income   | -                               | -                  | -                        | -                | -                | 85,197           | -                | -                  | -                  | 85,197             |
| Income tax on dividends  | -                               | -                  | -                        | (84)             | (30,932)         | (54,265)         | -                | -                  | (30,932)           | (54,349)           |
| Minority interest  | (557)                           | (4,632)            | -                        | (983)            | -                | -                | -                | -                  | (557)              | (5,615)            |
| <b>Net profit</b>  | <b>49,173</b>                   | <b>417,466</b>     | <b>756,878</b>           | <b>679,525</b>   | <b>778,935</b>   | <b>1,121,808</b> | <b>(806,051)</b> | <b>(1,096,991)</b> | <b>778,935</b>     | <b>1,121,808</b>   |

\*) Depreciation and amortisation includes value adjustments of reducing the carrying amount of property, plant and equipment to its recoverable amount. In 2001 a value adjustment of 94,000 thousand kroons was made.

**(b) Other information by segments**

|                                     | Fixed network telecommunication |                  | Mobile telecommunication |                  | Other activities |                  | Eliminations       |                    | Consolidated     |                  |
|-------------------------------------|---------------------------------|------------------|--------------------------|------------------|------------------|------------------|--------------------|--------------------|------------------|------------------|
|                                     | 2001                            | 2000             | 2001                     | 2000             | 2001             | 2000             | 2001               | 2000               | 2001             | 2000             |
|                                     | Restated                        |                  | Restated                 |                  | Restated         |                  | Restated           |                    | Restated         |                  |
| Non-current assets                  | 2,014,524                       | 2,346,969        | 1,104,282                | 978,873          | 3,253,923        | 3,244,780        | (3,246,257)        | (3,239,719)        | 3,126,472        | 3,330,903        |
| Current assets                      | 444,914                         | 469,043          | 551,359                  | 615,217          | 365,339          | 448,205          | (251,942)          | (243,857)          | 1,109,670        | 1,288,608        |
| <b>Total assets</b>                 | <b>2,459,438</b>                | <b>2,816,012</b> | <b>1,655,641</b>         | <b>1,594,090</b> | <b>3,619,262</b> | <b>3,692,985</b> | <b>(3,498,199)</b> | <b>(3,483,576)</b> | <b>4,236,142</b> | <b>4,619,511</b> |
| Capital and reserves                | 1,480,220                       | 1,521,047        | 1,440,929                | 1,363,635        | 3,615,351        | 3,592,033        | (2,921,149)        | (2,884,682)        | 3,615,351        | 3,592,033        |
| Minority interest                   | -                               | 6,618            | -                        | 1,575            | -                | -                | -                  | -                  | -                | 8,193            |
| Non-current liabilities             | 365,439                         | 547,041          | 8,330                    | 8,974            | 454              | -                | (325,108)          | (355,037)          | 49,115           | 200,978          |
| Current liabilities                 | 613,779                         | 741,306          | 206,382                  | 219,906          | 3,457            | 100,952          | (251,942)          | (243,857)          | 571,676          | 818,307          |
| <b>Total equity and liabilities</b> | <b>2,459,438</b>                | <b>2,816,012</b> | <b>1,655,641</b>         | <b>1,594,090</b> | <b>3,619,262</b> | <b>3,692,985</b> | <b>(3,498,199)</b> | <b>(3,483,576)</b> | <b>4,236,142</b> | <b>4,619,511</b> |
| Capital expenditure                 | 496,212                         | 859,219          | 461,401                  | 476,467          | 435              | 3,092            | -                  | -                  | 958,048          | 1,338,778        |

### 3. Additional information on the income statement

|  | CONSOLIDATED       |                  | PARENT COMPANY |                  |
|--|--------------------|------------------|----------------|------------------|
|  | 2001               | 2000<br>Restated | 2001           | 2000<br>Restated |
| Profit before tax was derived after including the following items: |                    |                  |                |                  |
| <b>(a) Net sales</b>   |                    |                  |                |                  |
| Telecommunication services   | 3,824,462          | 3,633,174        | -              | -                |
| Goods  | 245,607            | 228,583          | -              | -                |
| Other services   | 53,045             | 21,079           | -              | -                |
| Other net sales  | 31,324             | 47,318           | -              | -                |
| <i>Total</i>   | <u>4,154,438</u>   | <u>3,930,154</u> | -              | -                |
| <b>(b) Other revenue</b>   |                    |                  |                |                  |
| Profit from sales of fixed assets                                  | 7,701              | 8,922            | 17             | -                |
| Foreign exchange gain  | 6,409              | 9,811            | 2              | 34               |
| Prior period income  | 481                | 12,040           | -              | -                |
| Interest on arrears and penalties                                  | 1,854              | 1,958            | -              | -                |
| Other revenue  | 26,016             | 11,099           | 217            | 269              |
| <i>Total</i>   | <u>42,461</u>      | <u>43,830</u>    | <u>236</u>     | <u>303</u>       |
| <b>(c) Personnel expenses</b>                                      |                    |                  |                |                  |
| Wages and salaries   | (396,582)          | (356,811)        | (6,349)        | (9,600)          |
| Social charges   | (133,547)          | (121,637)        | (2,255)        | (3,358)          |
| Pension expenses   | -                  | -                | -              | -                |
| Other personnel expenses   | (4,625)            | (5,996)          | (127)          | (109)            |
| <i>Total</i>   | <u>(534,754)</u>   | <u>(484,444)</u> | <u>(8,731)</u> | <u>(13,067)</u>  |
| <b>(d) Other expenses</b>  |                    |                  |                |                  |
| Loss from sales of fixed assets                                    | (427)              | (159)            | (247)          | (30)             |
| Write-off of fixed assets  | (8,747)            | (5,059)          | (10)           | (58)             |
| Foreign exchange loss  | (7,214)            | (10,422)         | (14)           | (29)             |
| Prior period expenses  | -                  | (7,024)          | -              | -                |
| Bad debts  | -                  | (923)            | -              | -                |
| Sponsorship  | (9,082)            | (10,167)         | (1,312)        | (3,164)          |
| Local taxes  | (318)              | (263)            | -              | -                |
| Other expenses   | (7,330)            | (2,143)          | (381)          | (166)            |
| <i>Total</i>   | <u>(33,118)</u>    | <u>(36,160)</u>  | <u>(1,964)</u> | <u>(3,447)</u>   |
| <b>(e) Depreciation and amortisation</b>                           |                    |                  |                |                  |
| Depreciation   | (1,088,530)        | (921,669)        | (866)          | (971)            |
| Amortisation   | (47,131)           | (47,636)         | (400)          | (32)             |
| <i>Total</i>   | <u>(1,135,661)</u> | <u>(969,305)</u> | <u>(1,266)</u> | <u>(1,003)</u>   |
| <b>(f) Other net financing items</b>                               |                    |                  |                |                  |
| Interest income  | 18,735             | 22,722           | 33,411         | 29,522           |
| Interest expense   | (15,665)           | (23,002)         | (3,262)        | (2,875)          |
| Net foreign exchange gain / loss                                   | 220                | (251)            | 107            | (874)            |
| Other financial income   | 267                | 314              | -              | -                |
| Other financial expenses   | (15,276)           | (11,637)         | (5,602)        | -                |
| <i>Total</i>   | <u>(11,719)</u>    | <u>(11,854)</u>  | <u>24,654</u>  | <u>25,773</u>    |

#### 4. Taxation

The Income Tax Act, which became effective in Estonia on 1 January 2000, replaced the taxation of earnings with the taxation of dividends distributed to individuals and non-residents, and other disbursements that have the characteristics of a profit distribution. Because of fundamental changes in the principles of taxation, the term "tax base of assets and liabilities" lost its substance and deferred tax assets and liabilities, as defined in IAS 12 Income Taxes can no longer arise.

At 31 December 1999 AS Eesti Telefon had an income tax receivable of 85,197 thousand kroons relating to the tax that was to be prepaid at prior dividend distributions. AS Eesti Telefon's sole shareholder is AS Eesti Telekom, a resident legal person. Therefore, a dividend distribution does not give rise to an income tax liability. At the preparation of the annual accounts for 1999 the Income Tax Act did not provide a mechanism for realising the asset and it was expensed as an extraordinary item.

The Amendment to the Income Tax Act, which became effective in summer 2000, allows AS Eesti Telekom to transfer its income tax receivable to the parent company who can offset it against the income tax payable on dividends.

The Amendment provided a mechanism for the realisation of an asset that had been expensed. In the annual financial statements for 2000, the amount has been recognised as extraordinary income.

AS Eesti Telekom used the transferred income tax receivable for the dividend tax settlement in amount of 54,265 thousand kroons in 2000 and in amount of 30,932 thousand kroons in 2001.

##### Income tax expense on dividends

|                                   | CONSOLIDATED |          | PARENT COMPANY |          |
|-----------------------------------|--------------|----------|----------------|----------|
|                                   | 2001         | 2000     | 2001           | 2000     |
| Tax expense components:           |              |          |                |          |
| Current tax expense               | -            | (84)     | -              | -        |
| Usage of dividend tax receivables | (30,932)     | (54,265) | (30,932)       | (54,265) |
| Income tax expense on dividends   | (30,932)     | (54,349) | (30,932)       | (54,265) |

## 5. Property, plant and equipment

### (a) Consolidated

|   | Land and buildings | Plant and equipment | Other equipment and fixtures | Properties under construction | Advance payments for non-current assets | Total              |
|---|--------------------|---------------------|------------------------------|-------------------------------|---|--------------------|
| <b><i>At cost</i></b>                       |                    |                     |                              |                               |   |                    |
| <b>At 31 December 1999</b>                  | <b>743,050</b>     | <b>4,684,684</b>    | <b>257,389</b>               | <b>22,485</b>                 | <b>33,814</b>                           | <b>5,741,422</b>   |
| Additions                                   | 39,997             | 1,142,842           | 135,963                      | 940,907                       | 15,936                                  | 2,275,645          |
| Reconstruction                              | 710                | -                   | -                            | -                             | -                                       | 710                |
| Disposals and written off (-)               | (59,589)           | (316,265)           | (41,811)                     | -                             | -                                       | (417,665)          |
| Reclassification                            | -                  | -                   | -                            | (937,179)                     | (46,065)                                | (983,244)          |
| <b>At 31 December 2000</b>                  | <b>724,168</b>     | <b>5,511,261</b>    | <b>351,541</b>               | <b>26,213</b>                 | <b>3,685</b>                            | <b>6,616,868</b>   |
| Additions                                   | 78,732             | 647,841             | 205,667                      | 658,551                       | 7,263                                   | 1,598,054          |
| Reconstruction                              | 315                | -                   | -                            | -                             | -                                       | 315                |
| Disposals and written off (-)               | (10,384)           | (156,609)           | (42,593)                     | -                             | -                                       | (209,586)          |
| Disposed of on disposal of a subsidiary (-) | -                  | (2,788)             | (9,490)                      | (539)                         | -                                       | (12,817)           |
| Reclassification                            | -                  | -                   | -                            | (668,054)                     | (9,536)                                 | (677,590)          |
| <b>At 31 December 2001</b>                  | <b>792,831</b>     | <b>5,999,705</b>    | <b>505,125</b>               | <b>16,171</b>                 | <b>1,412</b>                            | <b>7,315,244</b>   |
| <b><i>Accumulated depreciation</i></b>      |                    |                     |                              |                               |   |                    |
| <b>At 31 December 1999</b>                  | <b>(418,965)</b>   | <b>(2,245,137)</b>  | <b>(142,673)</b>             | -                             | -                                       | <b>(2,806,775)</b> |
| Charge for the year                         | (38,530)           | (812,367)           | (70,772)                     | -                             | -                                       | (921,669)          |
| Eliminated on disposals and written off (-) | 58,920             | 250,546             | 36,198                       | -                             | -                                       | 345,664            |
| <b>At 31 December 2000</b>                  | <b>(398,575)</b>   | <b>(2,806,958)</b>  | <b>(177,247)</b>             | -                             | -                                       | <b>(3,382,780)</b> |
| Charge for the year                         | (54,927)           | (935,015)           | (98,588)                     | -                             | -                                       | (1,088,530)        |
| Eliminated on disposals and written off (-) | 9,457              | 146,910             | 36,638                       | -                             | -                                       | 193,005            |
| Eliminated on disposal of a subsidiary (-)  | -                  | 1,504               | 5,426                        | -                             | -                                       | 6,930              |
| <b>At 31 December 2001</b>                  | <b>(444,045)</b>   | <b>(3,593,559)</b>  | <b>(233,771)</b>             | -                             | -                                       | <b>(4,271,375)</b> |
| <b><i>Carrying amount</i></b>               |                    |                     |                              |                               |   |                    |
| <b>At 31 December 2000</b>                  | <b>325,593</b>     | <b>2,704,303</b>    | <b>174,294</b>               | <b>26,213</b>                 | <b>3,685</b>                            | <b>3,234,088</b>   |
| <b>At 31 December 2001</b>                  | <b>348,786</b>     | <b>2,406,146</b>    | <b>271,354</b>               | <b>16,171</b>                 | <b>1,412</b>                            | <b>3,043,869</b>   |

**Note:** Depreciation and amortisation includes value adjustments of reducing the carrying amount of property, plant and equipment to its recoverable amount. In 2001 a value adjustment of 94,000 thousand kroons was made.



**(b) Parent company**

|   | Plant and<br>equipment | Other equipment<br>and fixtures | Advance<br>payments for<br>non-current<br>assets | <b>Total</b>   |
|---|------------------------|---------------------------------|--|----------------|
| <b><u>At cost</u></b>                       |                        |                                 |  |                |
| <b>At 31 December 1999</b>                  | <b>1,710</b>           | <b>2,664</b>                    | <b>502</b>                                       | <b>4,876</b>   |
| Additions                                   | 745                    | 1,436                           | 99   | 2,280          |
| Disposals (-)                               | (580)                  | (124)                           | -  | (704)          |
| Written off (-)                             | -                      | (266)                           | -  | (266)          |
| Reclassification                            | -                      | -                               | (601)  | (601)          |
| <b>At 31 December 2000</b>                  | <b>1,875</b>           | <b>3,710</b>                    | <b>-</b>   | <b>5,585</b>   |
| Additions                                   | 290                    | 129                             | -  | 419            |
| Disposals (-)                               | (1,031)                | (530)                           | -  | (1,561)        |
| Written off (-)                             | -                      | (471)                           | -  | (471)          |
| <b>At 31 December 2001</b>                  | <b>1,134</b>           | <b>2,838</b>                    | <b>-</b>   | <b>3,972</b>   |
| <b><u>Accumulated depreciation</u></b>      |                        |                                 |  |                |
| <b>At 31 December 1999</b>                  | <b>(612)</b>           | <b>(896)</b>                    | <b>-</b>   | <b>(1,508)</b> |
| Charge for the year                         | (294)                  | (677)                           | -  | (971)          |
| Eliminated on disposals and written off (-) | 425                    | 238                             | -  | 663            |
| <b>At 31 December 2000</b>                  | <b>(481)</b>           | <b>(1,335)</b>                  | <b>-</b>   | <b>(1,816)</b> |
| Charge for the year                         | (236)                  | (630)                           | -  | (866)          |
| Eliminated on disposals and written off (-) | 353                    | 657                             | -  | 1,010          |
| <b>At 31 December 2001</b>                  | <b>(364)</b>           | <b>(1,308)</b>                  | <b>-</b>   | <b>(1,672)</b> |
| <b><u>Carrying amount</u></b>               |                        |                                 |  |                |
| <b>At 31 December 2000</b>                  | <b>1,394</b>           | <b>2,375</b>                    | <b>-</b>   | <b>3,769</b>   |
| <b>At 31 December 2001</b>                  | <b>770</b>             | <b>1,530</b>                    | <b>-</b>   | <b>2,300</b>   |

## 6. Leased plant and equipment (consolidated)

|  | Plant and<br>equipment |
|--|------------------------|
| <b><u>At cost</u></b>                  |                        |
| <b>At 31 December 2000</b>             | <b>21,258</b>          |
| Reclassification                       | (21,258)               |
| <b>At 31 December 2001</b>             | <b>-</b>               |
| <b><u>Accumulated depreciation</u></b> |                        |
| <b>At 31 December 2000</b>             | <b>(1,452)</b>         |
| Reclassification                       | 1,452                  |
| <b>At 31 December 2001</b>             | <b>-</b>               |
| <b><u>Carrying amount</u></b>          |                        |
| <b>At 31 December 2000</b>             | <b>19,806</b>          |
| <b>At 31 December 2001</b>             | <b>-</b>               |

## 7. Intangible assets

|  | CONSOLIDATED    |  |                  | PARENT COMPANY                         |              |
|--|-----------------|--|------------------|--|--------------|
|  | Goodwill        | Licenses,<br>patents and<br>trademarks | Total            | Licenses,<br>patents and<br>trademarks | Total        |
| <b><i>At cost</i></b>                          |                 |  |                  |  |              |
| <b>At 31 December 1999</b>                     | <b>31,337</b>   | <b>100,883</b>                         | <b>132,220</b>   | -                                      | -            |
| Additions                                      | 12,535          | 33,132                                 | 45,667           | 1,413                                  | 1,413        |
| Disposals (-)                                  | -               | (12,447)                               | (12,447)         | -                                      | -            |
| <b>At 31 December 2000</b>                     | <b>43,872</b>   | <b>121,568</b>                         | <b>165,440</b>   | <b>1,413</b>                           | <b>1,413</b> |
| Additions                                      | 2,625           | 34,644                                 | 37,269           | 16                                     | 16           |
| Disposals (-)                                  | -               | (3,578)                                | (3,578)          | -                                      | -            |
| <b>At 31 December 2001</b>                     | <b>46,497</b>   | <b>152,634</b>                         | <b>199,131</b>   | <b>1,429</b>                           | <b>1,429</b> |
| <b><i>Accumulated depreciation</i></b>         |                 |  |                  |  |              |
| <b>At 31 December 1999</b>                     | <b>(7,166)</b>  | <b>(55,166)</b>                        | <b>(62,332)</b>  | -                                      | -            |
| Charge for the year                            | (9,910)         | (37,726)                               | (47,636)         | (32)                                   | (32)         |
| Eliminated on disposals and<br>written off (-) | -               | 12,131                                 | 12,131           | -                                      | -            |
| <b>At 31 December 2000</b>                     | <b>(17,076)</b> | <b>(80,761)</b>                        | <b>(97,837)</b>  | <b>(32)</b>                            | <b>(32)</b>  |
| Charge for the year                            | (14,606)        | (32,525)                               | (47,131)         | (400)                                  | (400)        |
| Eliminated on disposals and<br>written off (-) | -               | 1,977                                  | 1,977            | -                                      | -            |
| <b>At 31 December 2001</b>                     | <b>(31,683)</b> | <b>(111,309)</b>                       | <b>(142,992)</b> | <b>(432)</b>                           | <b>(432)</b> |
| <b><i>Carrying amount</i></b>                  |                 |  |                  |  |              |
| <b>At 31 December 2000</b>                     | <b>26,796</b>   | <b>40,807</b>                          | <b>67,603</b>    | <b>1,381</b>                           | <b>1,381</b> |
| <b>At 31 December 2001</b>                     | <b>14,814</b>   | <b>41,325</b>                          | <b>56,139</b>    | <b>997</b>                             | <b>997</b>   |

## 8. Investments in subsidiaries

|                     | Country of incorporation | Ownership interest |      | Principal activity   | Owner            |
|---------------------|--------------------------|--------------------|------|--|------------------|
|                     |                          | 2001               | 2000 |  |                  |
| AS Eesti Telefon    | Estonia                  | 100%               | 100% | Network services for operators, data communication and Internet products, voice communication solutions and Internet content services for business and residential customers | AS Eesti Telekom |
| AS Telefonipood     | Estonia                  | 100%               | 100% | Retail sales of telecommunication products and services  | AS Eesti Telefon |
| AS Teabelliin       | Estonia                  | 0%                 | 60%  | Information on phone numbers by phone  | AS Eesti Telefon |
| AS Connecto         | Estonia                  | 100%               | 100% | Construction and maintenance of telecommunication networks   | AS Eesti Telefon |
| AS EMT              | Estonia                  | 100%               | 100% | Construction and operating of mobile networks, providing mobile communication services   | AS Eesti Telekom |
| AS Esmofon          | Estonia                  | 100%               | 100% | Retail sales of telecommunication products and services  | AS EMT           |
| AS Esmofon Tartu    | Estonia                  | 100%               | 68%  | Retail sales of telecommunication products and services  | AS EMT           |
| AS Mobile Wholesale | Estonia                  | 100%               | 100% | Wholesale of mobile phones   | AS EMT           |

In February 2001, AS Esmofon acquired an additional 32% of AS Esmofon Tartu shares, thereby becoming 100% shareholder of AS Esmofon Tartu. (See also note 22)

On 11 April 2001, AS Eesti Telefon signed a contract with AS Eniro Eesti for the sale of shares, based on which, AS Eesti Telefon sold to AS Eniro Eesti 60% of the shares of AS Teabelliin for the price of 43.5 million kroons. (See also note 23)

On 19 July 2001, an entry was made into the Commercial Register replacing the business name of a subsidiary of EMT, AS Tarvin, with AS Mobile Wholesale. The new field of activity for the subsidiary is the wholesale of mobile phones.

## 9. Investments in associates

|   | 2001    | 2000    |
|---|---------|---------|
| Cost of investments   | 26,216  | 20,216  |
| Share of post-acquisition profit, net of dividends received | (8,276) | (2,367) |
|   | 17,940  | 17,849  |

Details of the Group's associates at 31 December 2001 are as follows:

|                           | Country of incorporation | Ownership interest |      | Principal activity  |
|---------------------------|--------------------------|--------------------|------|---|
|                           |                          | 2001               | 2000 |   |
| AS Intergate              | Estonia                  | 50%                | 50%  | Venture capital investments into companies with innovative technologies                           |
| AS Sertifitseerimiskeskus | Estonia                  | 50%                | 0%   | Providing certification and related services  |
| Esdata AS                 | Estonia                  | 30%                | 30%  | Internet and data communication services, VoiP long distance calls and equipment hosting services |
| OÜ Voicecom               | Estonia                  | 26%                | 26%  | Designing and providing software for mobile related services                                      |

On 16 February 2001, AS Eesti Telefon, AS EMT and the two largest commercial banks in Estonia, AS Hansapank and AS Eesti Ühispank, concluded a contract for jointly establishing AS Sertifitseerimiskeskus. The firm will provide certification services based upon the existing official standards. Each of the partner firms is a 25% shareholder of AS Sertifitseerimiskeskus.

## 10. Other investments

|   | CONSOLIDATED |       | PARENT COMPANY |       |
|---|--------------|-------|----------------|-------|
|   | 2001         | 2000  | 2001           | 2000  |
| <b><i>Non-current investments in other enterprises:</i></b> |              |       |                |       |
| AS Rocca al Mare Suurhall                                   | 2,700        | 1,200 | 1,200          | 1,200 |
| AS Hansapank  | 48           | 48    | -              | -     |
| Foundation Vaata Maailma                                    | 10           | -     | -              | -     |
| OY Mginе Technologies                                       | -            | 7,823 | -              | -     |
|   | 2,758        | 9,071 | 1,200          | 1,200 |

As of 31 December 2001 the Group owned 1,369 shares of AS Hansapank with a market value of 221 thousand kroons. Remaining investments are not quoted on any stock exchange, which makes it difficult to determine their market value.

|  | CONSOLIDATED |       | PARENT COMPANY |       |
|--|--------------|-------|----------------|-------|
|  | 2001         | 2000  | 2001           | 2000  |
| <b><i>Movement in other investments:</i></b> |              |       |                |       |
| Opening balance                              | 9,071        | 888   | 1,200          | 840   |
| Additions                                    | 1,510        | 8,183 | -              | 360   |
| Impairments (-)                              | (7,823)      | -     | -              | -     |
| Closing balance                              | 2,758        | 9,071 | 1,200          | 1,200 |

OY Mine Technologies acquired in 2000 was renamed in 2001 to OY Reach-U Solutions. As a result of the bankruptcy of OY Reach-U Solutions, the change in the value of the long-term investment is recorded as financial expense.

## 11. Trade and other receivables and other non-current assets

|  | CONSOLIDATED |         | PARENT COMPANY |         |
|--|--------------|---------|----------------|---------|
|  | 2001         | 2000    | 2001           | 2000    |
| <b>(a) Other non-current assets</b>    |              |         |                |         |
| Intra-group receivables                | -            | -       | 325,108        | 355,037 |
| Long-term receivables from associates  | 4,100        | -       | 4,100          | -       |
| Other receivables                      | 1,589        | 2,292   | -              | -       |
| Long-term accounts receivables         | 77           | -       | -              | -       |
|  | 5,766        | 2,292   | 329,208        | 355,037 |
| <b>(b) Trade and other receivables</b> |              |         |                |         |
| Accounts receivable-trade              | 403,324      | 401,839 | 3              | 18      |
| Intra-group receivables                | -            | -       | 186,160        | 201,442 |
| Receivables from associated companies  | 517          | 376     | 74             | -       |
| Accrued income                         | 99,242       | 57,517  | 467            | 1,251   |
| Tax receivables                        | 5,706        | 46,563  | 55             | 30,946  |
| Other receivables                      | 32,651       | 23,347  | 430            | 289     |
|  | 541,440      | 529,642 | 187,189        | 233,946 |

## 12. Inventories

|                                  | CONSOLIDATED |         | PARENT COMPANY |      |
|----------------------------------|--------------|---------|----------------|------|
|                                  | 2001         | 2000    | 2001           | 2000 |
| Raw, materials and consumables   | 59,238       | 117,949 | 1              | 6    |
| Merchandise purchased for resale | 36,261       | 27,983  | -              | -    |
| Advance payments to suppliers    | 7,719        | 3,025   | -              | 8    |
| Work in progress                 | 795          | 266     | -              | -    |
|                                  | 104,013      | 149,223 | 1              | 14   |

In 2001, the inventories were written down in the total amount 6,000 thousand kroons based on the estimated decline of the realisation value below their acquisition cost.

## 13. Cash and cash equivalents

Cash and cash equivalents consist of cash on hand, balances with banks and short-term investments.

## 14. Finance lease receivables

### a) Finance lease receivables

|                                    | CONSOLIDATED |            |
|------------------------------------|--------------|------------|
|                                    | 2001         | 2000       |
| <b>Gross investments in leases</b> |              |            |
| Within 1 year                      | -            | 360        |
| 1-5 years                          | 2,379        | 509        |
| Over 5 years                       | -            | -          |
| <b>Total</b>                       | <b>2,379</b> | <b>869</b> |
| <b>Lease payment receivables</b>   |              |            |
| Within 1 year                      | 835          | 268        |
| 1-5 years                          | 403          | 40         |
| Over 5 years                       | -            | -          |
| <b>Total</b>                       | <b>1,238</b> | <b>308</b> |

The interest income from the lease payments for the financial year was 168 thousand kroons and is recorded in the income statement under the heading "Other net financing items".

The interest rate of the financial lease agreements is 8 -15 %.

### b) Operating lease receivables

The cost and accumulated depreciation of assets leased under operating lease agreements is as follows:

|                           | CONSOLIDATED     |                          |                  |                          |
|---------------------------|------------------|--------------------------|------------------|--------------------------|
|                           | 2001             |                          | 2000             |                          |
|                           | Acquisition cost | Accumulated depreciation | Acquisition cost | Accumulated depreciation |
| Fixtures and IT equipment | 1,684            | 478                      | 1,121            | 188                      |

Depreciation and rental income under operating leases recognised during the financial year in the income statement is as follows:

|                           | CONSOLIDATED |      |
|---------------------------|--------------|------|
|                           | 2001         | 2000 |
| <b>Depreciation</b>       |              |      |
| Fixtures and IT equipment | 290          | 188  |
| <b>Rental income</b>      |              |      |
| Fixtures and IT equipment | 255          | 151  |

The Parent Company does not have any finance or operating lease agreement.

## 15. Capital and reserves

### a) Issued capital

|  | CONSOLIDATED       |                    | PARENT COMPANY     |                    |
|--|--------------------|--------------------|--------------------|--------------------|
|  | 2001               | 2000               | 2001               | 2000               |
| <b>Issued capital</b>  |                    |                    |                    |                    |
| Ordinary shares par value 10.00 kroons per share, fully paid     | 137,383,178        | 137,383,178        | 137,383,178        | 137,383,178        |
| Preference share par value 1,000.00 kroons per share, fully paid | 1                  | 1                  | 1                  | 1                  |
|  | <u>137,383,179</u> | <u>137,383,179</u> | <u>137,383,179</u> | <u>137,383,179</u> |

Non-cash payments have been made for 63,883,178 shares in the total value 890,651 thousand kroons.

The holders of ordinary shares are entitled to receive dividends as declared by the general meeting and are entitled to one vote per share at the general meetings of the shareholders of the parent company.

The company has issued one preference share. The holder of the preference share is entitled to a preference dividend of 10,000 kroons, and one vote at the shareholders' general meeting.

### b) Reserves

Reserves include the capital reserve required by the Commercial Code. Subject to the approval of the general meeting, the reserve may be used for covering a loss, if the latter cannot be covered with unrestricted equity, and for increasing share capital. 12,421 thousand kroons were transferred to the legal reserve in 2001.

### c) Dividends

Dividends in total amount of 755,617 thousand kroons were paid out in 2001. At the balance sheet date the Management Board proposed a dividend of 5.50 kroons per ordinary share (2000 year: 5.50 kroons, i. e. 1.50 kroons "extraordinary dividend") and 10,000 kroons per preference share (2000 year: 10,000 kroons). As the dividends have not been approved by the annual general meeting, they are not recognised as a liability.

### d) Re-acquiring of shares

The Annual General Meeting, on 23 May 2001, authorised AS Eesti Telekom to acquire, within one year from the adoption of the resolution (i.e. until 23 May 2002) AS Eesti Telekom ordinary shares, so that the total nominal value of own shares held by AS Eesti Telekom would not exceed 1/20 of the share capital of AS Eesti Telekom, and that the price payable per share would not exceed the highest price paid for the ordinary shares of AS Eesti Telekom on the Tallinn Stock Exchange on the day of acquiring the shares. AS Eesti Telekom has to pay for the shares from the company's assets in excess of its share capital, reserve capital, and share premium. The amount of shares to be acquired each time shall be determined on each occasion separately by a resolution of AS Eesti Telekom's Supervisory Council. As of 31 December 2001, no shares have been re-acquired by AS Eesti Telekom.

### e) Employees' share option

Information is presented in the Note 18.

### f) Earnings per share

Basic earnings per share (in kroons) have been calculated as follows:

$$EEK 5.67 = (778,935,000 - 10,000) : 137,383,178$$

In view of the fact that in 2001 the average price of the shares of AS Eesti Telekom at the Estonian Central Depository for Securities was 69.01 kroons, the options relating to the bonds do not have a dilutive effect and diluted earnings per share equal basic earnings per share.



## 16. Interest-bearing loans and borrowings

|                                | Note      | CONSOLIDATED |         | PARENT COMPANY |      |
|--------------------------------|-----------|--------------|---------|----------------|------|
|                                |           | 2001         | 2000    | 2001           | 2000 |
| <b>(a) Non-current</b>         |           |              |         |                |      |
| Bank loans (secured)           | 17 (a, b) | 23,273       | 167,060 | -              | -    |
| Non-convertible long-term debt | 17 (c)    | 25,388       | 33,918  | -              | -    |
| Convertible bonds              | 18        | 454          | -       | 454            | -    |
|                                |           | 49,115       | 200,978 | 454            | -    |

In line with the changes in the management and funding of the Group's current assets and with a view to reducing financial expenses, the Group settled long-term debt of 64,550 thousand kroons in advance.

Non-convertible long-term debt includes pension liabilities of 8,330 thousand kroons.

|  | Note      | CONSOLIDATED |         | PARENT COMPANY |        |
|--|-----------|--------------|---------|----------------|--------|
|  |           | 2001         | 2000    | 2001           | 2000   |
| <b>(b) Current</b>                     |           |              |         |                |        |
| Bank loans - current portion (secured) | 17 (a, b) | 79,238       | 40,489  | -              | -      |
| Unsecured debt                         | 17 (c, d) | 8,928        | 104,274 | -              | 97,125 |
| Finance lease liability                | 20 (b)    | -            | 16,629  | -              | -      |
|  |           | 88,166       | 161,392 | -              | 97,125 |

## 17. Details of loans

The details of the Group's loans are as follows:

|  | Interest<br>Rate           | Note   | CONSOLIDATED |          | PARENT COMPANY |      |
|--|----------------------------|--------|--------------|----------|----------------|------|
|  |                            |        | 2001         | 2000     | 2001           | 2000 |
| <b>(a) Bank loans with fixed interest</b>    |                            |        | 55,965       | 64,575   | -              | -    |
| incl. EUR loans                              | 7.50%                      |        | 55,965       | 64,575   | -              | -    |
| <b>(b) Bank loans with floating interest</b> |                            |        | 46,546       | 142,974  | -              | -    |
| incl. EUR loans                              | 6 months'<br>EURIBOR+0.55% |        | 46,546       | 69,817   | -              | -    |
| EUR loans                                    | 6 months'<br>EURIBOR+0.48% |        | -            | 73,157   | -              | -    |
|  |                            |        | 102,511      | 207,549  | -              | -    |
| Less: Current portion of bank loans          |                            | 16 (b) | (79,238)     | (40,489) | -              | -    |
| Non-current portion of bank loans            |                            | 16 (a) | 23,273       | 167,060  | -              | -    |

On 18 January 2001, AS Eesti Telekom entered into borrowing agreement with a syndicate of international banks for raising 40 million Euro debt. The maturity date of the loan is 5 years and the annual interest rate is Euribor+0,775%. The syndicate consists of Bankgesellschaft Berlin AG, the Dai-ichi Kangyo Bank Ltd, Landesbank Schleswig Holstein Girozentrale, Leonia Bank plc, Swedbank and AS Hansapank. As of 30 December 2001 the loan has not been drawn down.

### (c) Non-convertible long-term debt

|  | Interest<br>Rate | Note   | CONSOLIDATED |         | PARENT COMPANY |      |
|--|------------------|--------|--------------|---------|----------------|------|
|  |                  |        | 2001         | 2000    | 2001           | 2000 |
| SEK (with floating interest)                           | K1+margin. *)    |        | 25,330       | 31,485  | -              | -    |
| Pension liability                                      | -                |        | 8,960        | 9,582   | -              | -    |
| Factoring  |                  |        | 26           | -       | -              | -    |
|  |                  |        | 34,316       | 41,067  | -              | -    |
| Less: Current portion of nonconvertible long-term debt |                  | 16 (b) | (8,928)      | (7,149) | -              | -    |
| Non-convertible long-term debt                         |                  | 16 (a) | 25,388       | 33,918  | -              | -    |

\*) K1 is the interest rate for the highest-grade clients on the Stockholm interbank market.

### (d) Non-convertible short-term debt

|              | Interest<br>rate | Note   | CONSOLIDATED |        | PARENT COMPANY |        |
|--------------|------------------|--------|--------------|--------|----------------|--------|
|              |                  |        | 2001         | 2000   | 2001           | 2000   |
| Bonds issued | 6.10%            | 16 (b) | -            | 97,125 | -              | 97,125 |

In July 2000 AS Eesti Telekom issued 100,000 bonds with a par value of 1,000 kroons and an interest rate of 6.1 percent per annum. The redemption date of the bonds was 20 July 2001.

**(e) Repayment of bank loans and non-convertible long-term debt**

|              | CONSOLIDATED   |                                |
|--------------|----------------|--------------------------------|
|              | Bank loans     | Non-convertible long term debt |
| 2002         | 79,238         | 8,928                          |
| 2003         | 23,273         | 7,818                          |
| 2004         | -              | 8,438                          |
| 2005         | -              | 2,692                          |
| 2006         | -              | 630                            |
| Thereafter   | -              | 5,810                          |
| <b>Total</b> | <b>102,511</b> | <b>34,316</b>                  |

**18. Convertible bonds**

***Employees' share option***

At the beginning of 2001, Eesti Telekom group launched a new motivation system for its employees. As a part of the system, AS Eesti Telekom issued bonds with the issue price of 10 kroons per bond. The bonds are accompanied by an option that allows the holder to exchange them for the parent company's ordinary shares either in spring 2003 (A series) or in spring 2004 (B series). The subscription price of the shares is 90.62 kroons.

From 18 December 2000 until 5 January 2001, 144 employees of the Group subscribed 20,750 A series bonds and 20,750 B series bonds during the primary subscription. The Management Board of AS Eesti Telekom approved all subscription applications. By 31 December 2001, bonds had been bought back from the employees who had left the Group and re-issued to newly hired managerial personnel. As of 31 December, 21,250 A series and 21,250 B series bonds had been issued, which can be exchanged for 212,500 AS Eesti Telekom ordinary share in 2003 and for 212,500 AS Eesti Telekom ordinary shares in 2004, respectively.

Each bond shall bear interest on its nominal amount at the rate of 7 % per annum.

|  | CONSOLIDATED |          | PARENT COMPANY |          |
|--|--------------|----------|----------------|----------|
|  | 2001         | 2000     | 2001           | 2000     |
| Nominal value of convertible loan bonds issued | 425          | -        | 425            | -        |
| Interest charged                               | 29           | -        | 29             | -        |
|  | <b>454</b>   | <b>-</b> | <b>454</b>     | <b>-</b> |

## 19. Trade and other payables

|   | CONSOLIDATED   |                | PARENT COMPANY |              |
|---|----------------|----------------|----------------|--------------|
|   | 2001           | 2000           | 2001           | 2000         |
| <b>Current liabilities</b>                  |                |                |                |              |
| Accounts payable-trade                      | 260,932        | 362,146        | 874            | 398          |
| Intra-group payables                        | -              | -              | 763            | 1,498        |
| Customer prepayments for goods and services | 9,237          | 6,619          | -              | -            |
| Taxes payable                               | 32,697         | 24,746         | 354            | 565          |
| Accrued expenses                            | 152,644        | 204,673        | 1,466          | 1,366        |
| Other payables                              | 17,650         | 14,457         | -              | -            |
| Other prepaid revenue                       | 10,350         | 44,274         | -              | -            |
|   | <u>483,510</u> | <u>656,915</u> | <u>3,457</u>   | <u>3,827</u> |

## 20. Finance and operating lease

|  | CONSOLIDATED   |               | PARENT COMPANY |          |
|--|----------------|---------------|----------------|----------|
|  | 2001           | 2000          | 2001           | 2000     |
| <b>(a) Operating lease payments</b>  |                |               |                |          |
| Minimum lease payments under non-cancellable operating leases, not provided for: |                |               |                |          |
| - not later than in one year   | 37,657         | 17,606        | -              | -        |
| - between one and two years  | 32,355         | 11,755        | -              | -        |
| - between two and three years  | 23,558         | 4,990         | -              | -        |
| - between three and four years   | 10,184         | 99            | -              | -        |
| - between four and five years  | 793            | -             | -              | -        |
|  | <u>104,547</u> | <u>34,450</u> | <u>-</u>       | <u>-</u> |

|   | CONSOLIDATED |               | PARENT COMPANY |      |
|---|--------------|---------------|----------------|------|
|   | 2001         | 2000          | 2001           | 2000 |
| <b>(b) Finance lease payments</b>   |              |               |                |      |
| Finance lease payments, both principal and interest charge, are payable as follows: |              |               |                |      |
| - not later than one year   | -            | 17,185        | -              | -    |
|   | -            | <u>17,185</u> | -              | -    |
| Less: Interest charge   | -            | (556)         | -              | -    |
| Current portion of finance lease liability  | -            | <u>16,629</u> | -              | -    |

## 21. Financial instruments

Financial assets of the Group include cash, marketable securities and trade receivables. Financial liabilities include loans and borrowings and trade payables. Accounting policies for financial assets and liabilities are set out in note 1. One of the Group companies has entered into foreign exchange swap transactions to hedge exposures that arise with respect to loans.

At the beginning of 2000 the bank accounts of AS Eesti Telekom, AS Eesti Telefon and AS EMT were combined into a group account both at AS Hansapank and AS Eesti Ühispank. The purpose of the combination was to improve the management of current assets. The group account will also be used for funding the subsidiaries.

Group funding and current asset and financial risk management are the responsibilities of the Treasury Department who fulfils its obligations in accordance with the rules approved by the Supervisory Board of AS Eesti Telekom.

### **(a) Interest rate risk**

The interest rates and repayment terms of the Group's loans are disclosed in note 17 in the financial statements.

### **(b) Credit risk**

Credit risk represents the accounting loss that would be recognised at the reporting date if counter parties failed to perform as contracted. The Group does not have significant exposure to any individual customer or counter party. To reduce exposure to credit risk, the Group performs ongoing customer performance evaluations. The Group invests available cash with reliable Estonian banks. The management does not expect the customers to fail to meet their obligations.

The Group keeps its free monetary assets and conducts currency swap and forward transactions with Estonian banks, which have at least a Baa 1 credit rating, and foreign banks, which have at least an A2 credit rating.

### **(c) Fair value**

The fair values of cash, trade payables, loans and borrowings are not materially different from their carrying amounts.

### **(d) Foreign exchange hedge instruments**

To hedge the currency risk arising from liabilities denominated in foreign currencies, one of the group companies has concluded currency swap transactions and the Group's group account includes foreign currency assets.

The swap contracts valid at 31 December 2001 amounted to EUR 13,7 million.

|                                    | CONSOLIDATED |         | PARENT COMPANY |      |
|------------------------------------|--------------|---------|----------------|------|
|                                    | 2001         | 2000    | 2001           | 2000 |
| Foreign currency swap transactions | 346,563      | 289,471 | 92,176         | -    |
| Unrealised gains                   | 2,263        | 2,620   | (27)           | -    |

## 22. Acquisition of subsidiaries

In February 2001, AS Esmofon acquired additional 32% of AS Esmofon Tartu shares becoming 100% shareholder of AS Esmofon Tartu.

In 2001, AS Eesti Telefon repaid a debt related to acquisition of 30% ownership in AS Telefonipood in December 2000.

The effect of the acquisition on changes in goodwill and cash flow in 2001:

|   | Note | 2001                      |                      | 2000                     |
|---|------|---------------------------|----------------------|--------------------------|
|   |      | AS Esmofon<br>Tartu (32%) | AS Telefoni-<br>pood | AS Telefonipood<br>(30%) |
| Fixed assets  |      | 404                       | -                    | 399                      |
| Inventories   |      | 380                       | -                    | 2,788                    |
| Trade receivables                                       |      | 131                       | -                    | 2,844                    |
| Other receivables                                       |      | 159                       | -                    | 188                      |
| Cash and bank accounts                                  |      | 944                       | -                    | 1,114                    |
| Short-time liabilities                                  |      | (402)                     | -                    | (3,004)                  |
| Minority interest in current year<br>before acquisition |      | (41)                      | -                    | -                        |
| Net identifiable assets and liabilities                 |      | 1,575                     | -                    | 4,329                    |
| Adjustment for additional purchase<br>price             |      | 2,625                     | -                    | 10,705                   |
| Goodwill total  | 7    | 2,625                     | -                    | 10,705                   |
| Total purchase price                                    |      | 4,200                     | -                    | 15,034                   |
| Unpaid in the current year                              |      | -                         | -                    | (10,286)                 |
| Settlement of purchase liability                        |      | -                         | 10,286               | 7,252                    |
| Net cash outflow  |      | 4,200                     | 10,286               | 12,000                   |

### 23. Disposal of subsidiary

On 11 April 2001, AS Eesti Telefon signed a contract with AS Eniro Eesti for the sale of shares, based on which, AS Eesti Telefon sold to AS Eniro Eesti 60% of the shares of AS Teabeliin for the price of 43.5 million kroons.

The main field of activities of AS Teabeliin was providing information on phone numbers by phone.

The disposal was completed on 30 April 2001, on which date control of AS Eesti Teabeliin passed to the acquirer.

The net assets of AS Teabeliin at the date of disposal and at 31 December 2000 were as follows:

|   | <b>30 April 2001</b> | <b>31 December 2000</b> |
|---|----------------------|-------------------------|
| Property, plant and equipment           | 4,812                | 4,870                   |
| Trade receivables                       | 1,775                | 1,796                   |
| Other receivables                       | 1,693                | 1,555                   |
| Cash and bank balances                  | 12,469               | 11,481                  |
| Short-term payables                     | <u>(2,812)</u>       | <u>(3,061)</u>          |
| Net identifiable assets and liabilities | 17,937               | 16,641                  |
| AS Eesti Telefon 60% interest           | 10,762               |                         |
| Gain on disposal                        | <u>32,738</u>        |                         |
| Total consideration                     | 43,500               |                         |
| Satisfied in:                           |                      |                         |
| Cash                                    | 43,500               |                         |
| Net cash inflow arising on disposal:    |                      |                         |
| Cash consideration                      | <u>43,500</u>        |                         |

## 24. Related parties

|   | CONSOLIDATED |        | PARENT COMPANY |        |
|---|--------------|--------|----------------|--------|
|   | 2001         | 2000   | 2001           | 2000   |
| <b>(a) Directors and executive officers</b>                     |              |        |                |        |
| The total remuneration of directors and officers is as follows: | 6,661        | 8,054  | 3,262          | 4,680  |
|   | CONSOLIDATED |        | PARENT COMPANY |        |
|   | 2001         | 2000   | 2001           | 2000   |
| <b>(b) Telecommunication services provided</b>                  |              |        |                |        |
| Sonera Ltd  | 66,215       | 77,532 | -              | -      |
| Telia AB  | 31,273       | 25,576 | -              | -      |
| Esdata AS   | 3,515        | 3,770  | -              | -      |
| Intergate AS  | 77           | -      | -              | -      |
| Sertifitseerimiskeskuse AS                                      | 157          | -      | -              | -      |
| Voicecom OÜ   | 93           | 105    | -              | -      |
| AdvokaadibürooTark & Co   | 355          | 379    | -              | -      |
| <b>(c) Other sales</b>  |              |        |                |        |
| Telia AB  | -            | 5      | -              | -      |
| AS Eesti Telefon  | -            | -      | 71             | 167    |
| AS EMT  | -            | -      | 140            | 94     |
| Sertifitseerimiskeskuse AS                                      | 37           | -      | -              | -      |
| Voicecom OÜ   | 1            | 1      | -              | -      |
| AdvokaadibürooTark & Co   | 16           | 22     | -              | -      |
| <b>(d) Telecommunication services purchased</b>                 |              |        |                |        |
| Sonera Ltd  | 37,965       | 32,614 | -              | -      |
| Telia AB  | 31,880       | 27,604 | -              | -      |
| AS Eesti Telefon  | -            | -      | 243            | 269    |
| AS EMT  | -            | -      | 262            | 239    |
| AS Esmofon  | -            | -      | 1              | 24     |
| Esdata AS   | 274          | 269    | 120            | 125    |
| Voicecom OÜ   | 2,642        | 667    | -              | -      |
| <b>(e) Other services purchased</b>                             |              |        |                |        |
| Sonera Ltd  | 5,180        | 4,308  | -              | 19     |
| Telia AB  | 1,756        | 3,744  | -              | -      |
| Baltic Tele AB  | 1,579        | 1,037  | -              | -      |
| Esdata AS   | -            | 4      | -              | -      |
| Voicecom OÜ   | 275          | -      | -              | -      |
| AdvokaadibürooTark & Co   | 1,382        | 2,128  | 127            | 228    |
| <b>(f) Financial income</b>                                     |              |        |                |        |
| AS Eesti Telefon  | -            | -      | 26,145         | 19,647 |
| AS EMT  | -            | -      | 576            | -      |
| AS Mobile Wholesale   | -            | -      | 46             | -      |
| Sertifitseerimiskeskuse AS                                      | 74           | -      | 74             | -      |

Transactions with related parties were conducted under market terms.



## 25. Contingencies

The Competition Board appealed to a higher court in respect of the judgment passed by the Tallinn Administrative Court on 17 of January 2002, by which the decision of the Competition Board was cancelled upon the petition of AS Eesti Telefon, subsidiary of AS Eesti Telekom.

On 24 April 2001, the Competition Board issued a decision, based on the Competition Act, prohibiting AS Eesti Telefon to implement a per-minute price of 34 cents at peak time, 28 cents at off-peak time and at 14 cents at night for voice calls in its network. The Competition Board obliged AS Eesti Telefon to implement a price lower than the tariffs established since April 2001. Pursuant to the Competition Act, a fine in the amount of up to 5% of the net sales for the year preceding the decision to impose a fine can be imposed for the abuse of a dominant position.

AS Eesti Telefon is of the opinion that the basic price between 14 and 34 cents for calls within the network is cost-based. Therefore, AS Eesti Telefon disagreed with the decision of the Competition Board and contested the decision at the Tallinn Administrative Court on 23 May 2001. The Tallinn Administrative Court satisfied the complaint of AS Eesti Telefon and cancelled the decision of the Competition Board of 17 of January 2002.

### **Guarantees**

|  | CONSOLIDATED |      | PARENT COMPANY |      |
|--|--------------|------|----------------|------|
|  | 2001         | 2000 | 2001           | 2000 |
| Guarantees granted to employees                                  | 300          | 807  | 200            | 200  |
| Guarantees granted to AS Hansapank for JSC Lithuanian Railways*) | 1,565        | -    | -              | -    |

Note: \*) Guarantees agreement will be expire on 17 February 2002.

### **Contingent income tax liability**

Under the Income Tax Act, which became effective on 1 January 2000, dividends distributed to individuals and non-residents are subject to income tax at the rate of 26/74. The income tax payable on dividends may be reduced by the income tax paid on the undistributed profits of 1994-1999 and the income tax paid on the undistributed profits of 1994-1999 that has been transferred by the subsidiaries.

Dividends can be distributed from undistributed profits. If AS Eesti Telekom distributed all of its unrestricted equity at the shareholder structure, formed during years, there would arise an income tax liability of 293 million kroons. The Management Board has proposed that 755,617 thousand kroons be distributed as dividends. The proposal has to be approved by the general meeting of shareholders. At the shareholder structure, formed during years, and taking into consideration the requirements of the Income Tax Act, the distribution would cause income tax liability 93,325 thousand kroons.

## 26. Events after the balance sheet date

AS Eesti Telefon, a 100%-owned subsidiary of AS Eesti Telekom, has decided to sell a minority interest in 100% owned AS Connecto. The purpose of the sale is to find a strategic partner for the subsidiary who would accelerate expansion of AS Connecto into other Baltic states. AS Eesti Telefon will maintain its control over operations of the company. Management of AS Eesti Telefon has chosen AS LHV to act as financial advisor of the sale. AS Connecto, which is fully owned by AS Eesti Telekom's 100%-owned subsidiary AS Eesti Telefon, acquired on 11 February 2002 all of the shares of network construction company SIA Link, which operates in Latvia.

In accordance with the purchase and sale agreement, AS Connecto purchased 100 % of the shares of SIA Link from SIA Fortech, which belongs to the MicroLink Group. With the purchase of SIA Link, AS Connecto intends to expand its strategic activities, i.e. the construction of fixed-line networks, radio networks and internal networks, to the other Baltic States. SIA Link was founded on 28 September 2000, and is involved mainly with the construction of indoor networks and wireless exterior connections. SIA Link has 20 employees and the company's annual turnover total roughly 10 million kroons (639,000 euros).

## **27. Employees**

The average number of employees during 2001 was 2,673 and during 2000 the number of employees was 3,029.

## **28. Ultimate parent of the Group**

The ultimate parent of the Group is AS Eesti Telekom, situated at Roosikrantsi str 2, 10119 Tallinn, Estonia.

## INDEPENDENT AUDITORS' REPORT

To the Management Board and Shareholders of AS Eesti Telekom:

We have audited the accompanying consolidated balance sheet of AS Eesti Telekom and subsidiaries ("the Group") as of 31 December 2001, and the related consolidated statements of income, cash flows and changes in equity of the Group for the year then ended. These financial statements are the responsibility of AS Eesti Telekom's management. The consolidated financial statements of the Group as of 31 December 2000, were audited by another auditor whose report dated 28 February 2001, expressed an unqualified opinion on those statements.

We conducted our audit in accordance with International Standards on Auditing. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion the consolidated financial statements present fairly, in all material respects, the financial position of the Group as of 31 December 2001, and the results of their operations, cash flows and changes in equity for the year then ended, in accordance with International Accounting Standards.

Deloitte & Touche  
Tallinn, Estonia  
24 April 2002

Villu Vaino  
Certified auditor