

AB „KAUNO TIEKIMAS“

Financial statements 2007

Report of independent auditor

## List of documents

Independent auditor`s report addressed to AB „Kauno tiekimas“ shareholders

AB „Kauno tiekimas“ Mangement Certification

AB „Kauno tiekimas“ Annual Report 2007

AB „Kauno tiekimas“ Balance sheet 2007

AB „Kauno tiekimas“ Income statement 2007

AB „Kauno tiekimas“ Statement of changes in equity 2007

AB „Kauno tiekimas“ Cach flow statement 2007

AB „Kauno tiekimas“ Explanatory notes 2007

# REPORT OF INDEPENDENT AUDITOR

For shareholders of AB Kauno Tiekimas

We have audited the accompanying financial reports of AB Kauno Tiekimas ("the Company"), Joint Stock company registered in the Republic of Lithuania, including the Balance Sheet as at 31 December 2007 and the related Loss (Profit) Statement, Changes in Equity and Cash Flow reports, and Notes to Financial Statements (significant principles of accounting and other explanatory notes) for the year then ended.

*These financial statements are the responsibility of the Company's management.*

The management bodies of the Company are liable for preparation and correct submission of these financial statements prepared according to International Financial Reporting Standards. This liability covers: the internal control system for preparation of financial statements and its correct submission by ensuring, in absence of significant misstatements due to fraud or error, the development, implementation and support, as well as selection and application of suitable accounting principles, and of substantiated evaluation suitable in regard to the circumstances.

## *Auditor's liability*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing as set forth by the International Federation of Accountants (IFAC). Those standards require that we plan and perform the audit on the basis of requirements of professional ethics, and 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. The selected procedures depend on professional solutions of the auditor and on evaluation of risk of significant material misstatement, fraud or error in financial statements. Upon assessing the risk, the auditor takes into consideration the controls of financial statement preparation and presentation in the Company, and selects suitable auditing procedures, but has no purpose of stating his opinion about the efficiency of internal control of the Company. An audit also includes assessing the accounting principles used and significant estimates made by the management, as well as evaluating the overall financial statements presentation.

We believe that our audit provides a reasonable and suitable basis for our opinion.

## *Opinion*

In our opinion, the financial statements referred to above fairly present, in all material aspects, the financial position of the Company as at 31 December 2007, and the results of its operations and cash flows for the year then ended in accordance with International Financial Reporting Standards.

We did not observe any significant mismatches between the information included in the annual report of the Company for the year 2007, and the Company's financial statements for the year 2007.

UAB Auditorių Biuras  
Audit company's certificate No. 001340

Director, Auditor  
Auditor's certificate No. 000221

Roma Račienė

1 April 2008  
Lithuania



**AKCINĖ BENDROVĖ "KAUNO TIEKIMAS"**

Įmonės kodas 1335 23653, PVM mokėtojo kodas LT 335236515  
Palemono g. 171, 52501, Kaunas, telefonas/faksas 473744, el.paštas [tiekimas@kaunas.balt.net](mailto:tiekimas@kaunas.balt.net)  
A.s. Nr. LT 637011700026467129 AB "Ūkio bankas" banko kodas 70117  
Juridinių asmenų registras, tvarkytojas: VĮ Registrų centras

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**Management Certification**

**01 April 2008**

This Certification was issued in relation to the submission of AB Kauno Tiekimas annual data of 31 December 2007.

We hereby certify that to the best of our knowledge and belief:

- the financial statements have been prepared in pursuance of the International Accounting Standards;
- the financial statements reveal the true situation and fairly reflect the assets, liabilities, financial standing, profit or losses of the company;
- the annual report provides a fair overview of the business development and performance, the standing of the issuer and a description of the main risks and contingencies faced thereby.

Irena Keblerienė  
General Director

Danutė Skučienė  
Chief Accountant

**AB Kauno Tiekimas**

**ANNUAL REPORT 2007**

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## 1. GENERAL INFORMATION ON THE ISSUER

### **Accounting period for which the Annual Report has been drawn up**

The Annual Report has been drawn up for the year.

### **The Issuer and its contact details**

AB Kauno Tiekimas is a limited civil liability private legal person. Legal form: public limited liability company. AB Kauno Tiekimas was registered on 26 November 1992 under Ordinance No 2088 of the Mayor of Kaunas Municipality, Registration Number AB 92-1072, at Palemono g.171, Kaunas, LT-52501. Company code 133523653, the seat address Palemono g. 171, Kaunas. **General Director's telephone number (8-37) 473744**, administrator's telephone number: (8-37) 373550, fax (8-37) 473744, e-mail: [tiekimas@kaunas.balt.net](mailto:tiekimas@kaunas.balt.net). The Issuer has no website.

### **Nature of the principal activities of the issuer**

The main business activities of AB Kauno Tiekimas include wholesale trade with Lithuanian and foreign companies, lease of the property owned by the Company and related services, financial, and investment activities.

### **Information on agreements with the intermediaries of public trading in securities**

The Company has entered into a contract for managing securities accounts with UAB FMĮ Finbaltus, Konstitucijos pr.23-660, Vilnius, LT-08105.

### **Data on trading in securities of the Issuer in regulated markets**

AB Kauno Tiekimas securities are included to the Vilnius Stock Exchange Secondary List. Securities code: LT0000104879; number of included securities: 10,180,884 units.

### **Information prescribed by Article 24 of the Law on Financial Statements of Entities of the Republic of Lithuania**

## 2. OBJECTIVE OVERVIEW OF THE COMPANY STANDING, BUSINESS AND DEVELOPMENT

The bodies of the Company include the General Meeting, the Board, and the Head of the Company. The Supervisory Board is not formed.

### **Business activities**

Since 2002 the Company has been successfully trading in alumina, which is the main raw material in aluminium production, and in raw materials required for alumina production. After AB Kauno Tiekimas started trading in alumina, it entered the constantly growing alumina market. In November 2002 we opened a branch of the Company which was entrusted all the activities in alumina and the raw materials trade. The branch of AB Kauno Tiekimas is cooperating with Birač alumina factory, a strategic company, which is one of the three largest companies in Srpska Republic, Bosnia and Herzegovina. Birač alumina factory does not buy raw materials or sell alumina. This function is delegated to the trade representative of the company Balkal A.D., Bosnia. The branch of AB Kauno Tiekimas and Balkal A.D. have signed an agreement, under which AB Kauno Tiekimas branch supplies raw materials, i.e. hydrate of sodium and bauxites. Whereas Balkal A.D. sells the branch of AB Kauno Tiekimas the production of Birač factory: alumina, alumina hydrate, zeolite.

In 2006, the sales revenue of the Company amounted to LTL648m, which was 1.31% higher than that in 2005. In 2007, the sales revenue of the Company amounted to LTL417.4m, a 35.6% decrease as compared to 2006.

A decline in the global alumina market prices has been observed since the second half of 2006. In 2007 similar trends persisted.

Other business activities of the Company include the lease of property owned by the Company and the related services. On the territory of the Company there is a customs post and warehouses.

AB Kauno Tiekimas is located on the highway Vilnius-Klaipėda. The area of the Company occupies 10.825 ha, there are 7 individual warehousing buildings with railway access roads and loading docks.

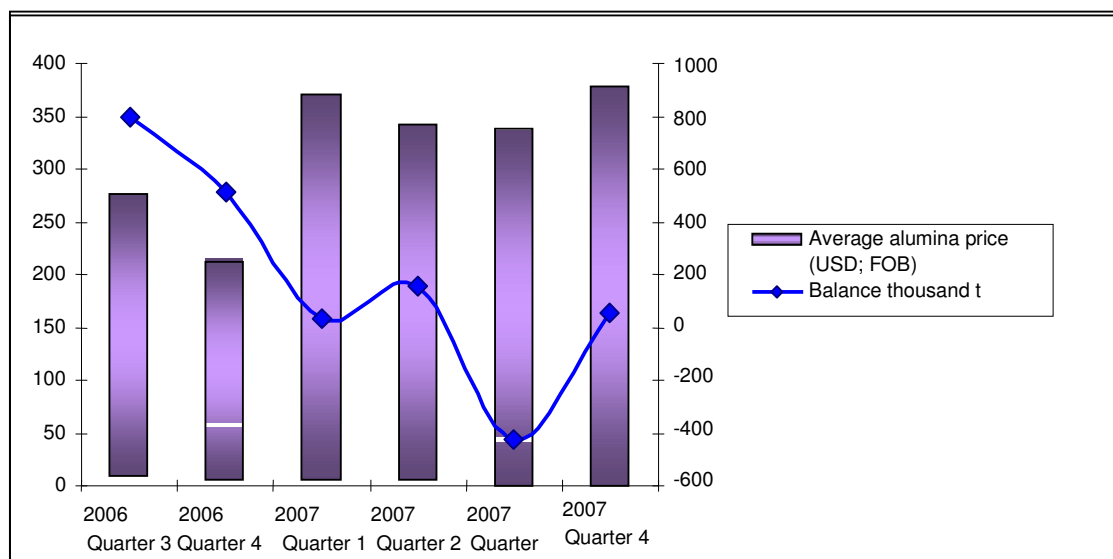
The long-term real estate of the Company was constructed long ago and it needs to be repaired in order to ensure its condition, which would generate economic benefit. Just in 2007 the Company spent LTL1.2m on substantial improvement of the said property.

### 3. DESCRIPTION OF THE KEY RISK TYPES AND CONTINGENCIES FACED BY THE COMPANY

Alumina is the main raw material in aluminium production. Therefore its supply and demand on the market depends on the aluminium production volumes. The global alumina prices depend on the supply and demand of the alumina exporting and importing countries.

Figure 1

**Relation of the alumina market price and its global supply and demand balance 2006 through 2007, by quarters**

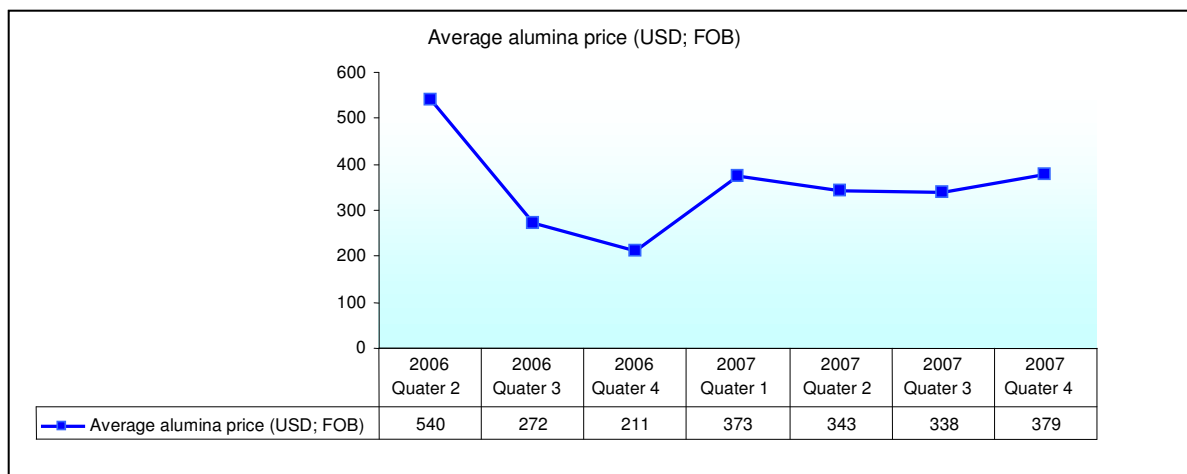


Source: CRU Monitor Alumina / [www.crumonitor.com](http://www.crumonitor.com)

The largest alumina prices were observed at the beginning of 2006, whereas in the second quarter of 2006 they began falling. The forecasts of the fall being temporary turned out to be wrong. The prices for raw materials required in alumina production keep constantly increasing.

Figure 2 provides information on the fluctuations in the alumina market in 2006 through 2007. The price is given in USD per ton on FOB and CIF terms.



**Dynamics of average alumina prices in 2006-2007, by quaters**

Source: CRU Monitor Alumina / [www.crumonitor.com](http://www.crumonitor.com)

In its activities, the Company is using credit lines. The variable portion of the credit line interest rate depends on the VILIBOR (Vilnius Inter Bank Offering Rate) and LIBOR (London Inter Bank Offering Rate) fluctuations. An increase in the credit source price would have a negative impact on the Company business.

#### 4. ANALYSIS OF FINANCIAL AND NON-FINANCIAL BUSINESS RESULTS

The analysis of the key financial indices is provided in the Schedules.

##### **Schedule 1 Horizontal analysis of Balance Sheet indices**

In 2007, the total value of AB Kauno Tiekimas assets decreased by LTL33.1m. The non-current assets increased by LTL0.7m. The decrease in total assets was mainly caused by the reduction of the receivables, whereas the increase in the non-current tangible assets resulted from the material improvements made thereto.

The current assets reduced by LTL33.9m.

The decrease was mainly caused by the decrease in amounts receivable within one year and cash.

In 2007 the equity of the Company increased by 2.3% and amounted to LTL16.8m.

##### **Schedule 2 Vertical analysis of Balance Sheet indices**

Over the last 3 years the assets structure did not experience significant changes. In 2007 the current and non-current assets accounted for 94.57% and 5.43% of total assets respectively.

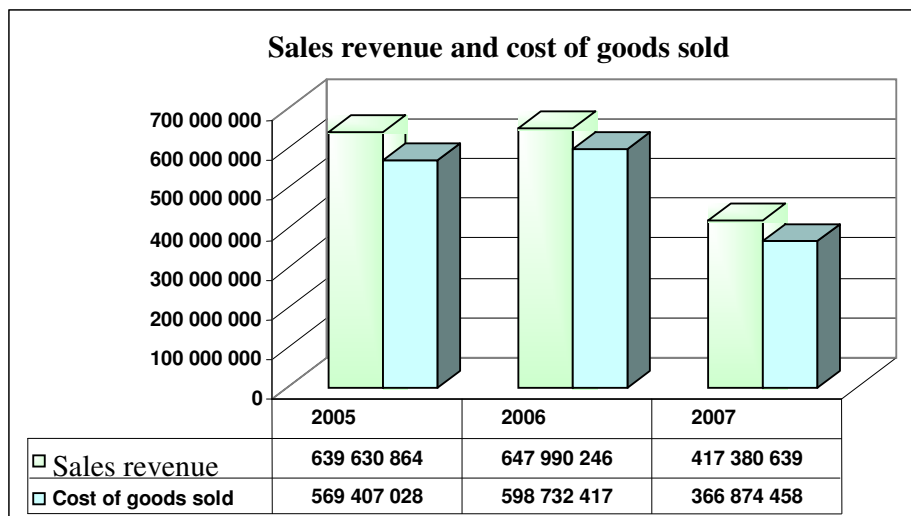
91.5% of all assets were acquired with borrowed funds and 8.5% was acquired for the Company's own money.

##### **Schedule 3 Analysis of Profit and Loss Account**

In 2007 the sales revenue decreased by LTL230.6m or 35.6%. The cost of goods sold decreased by LTL231.9m or 38.7%. In comparison to 2006, the gross profit of the Company increased by LTL1.2m.

Figure 3

## SALES REVENUE OF THE COMPANY

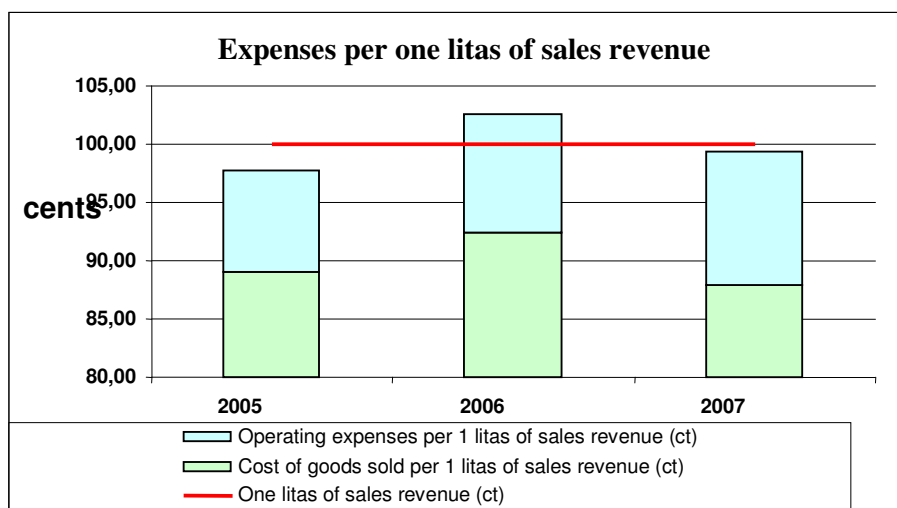


In 2007 the operating expenses reduced by LTL18.4m or 27,8%. The dynamics of expenses per one litas of sales revenue is reflected in figure 4.

Figure 4

## EXPENSE RATE INDICATORS

INDICATOR	2005	2006	2007
Cost of goods sold per 1 litas of sales revenue (ct)	89.02	92.40	87.90
Operating expenses per 1 litas of sales revenue (ct)	8.67	10.22	11.45
One litas of sales revenue (ct)	100.00	100.00	100.00



Other operating revenue decreased by LTL0.2m. The revenue from financial and investing activities decreased by LTL17.0m.

Compared to 2006, the net profit in 2007 decreased by LTL0.09m and accounted for LTL377.632.

#### **Schedule 4 Summary of liquidity ratio calculations**

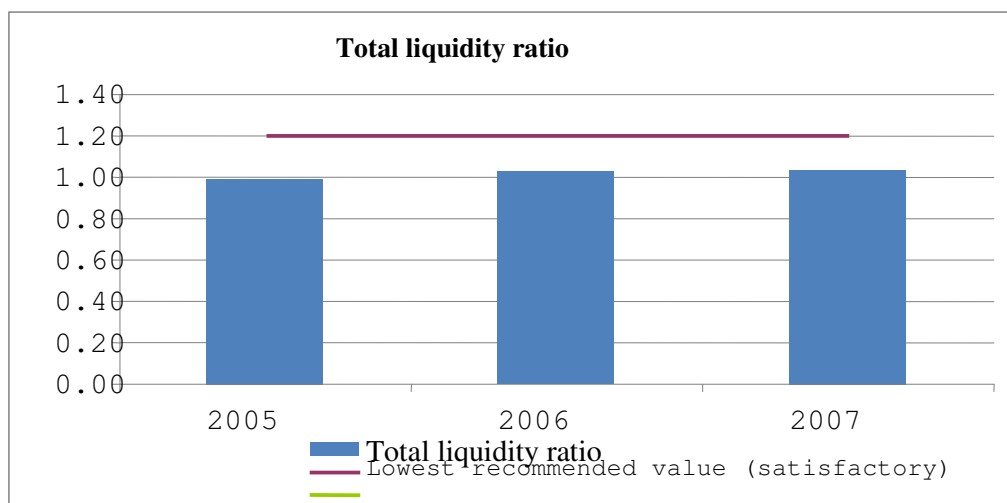
The liquidity ratio of the Company shows the degree to which the current assets cover the current liabilities.

The total liquidity ratio remained the same. The index value remains above 1, which means that the Company is able to pay its current liabilities from current assets.

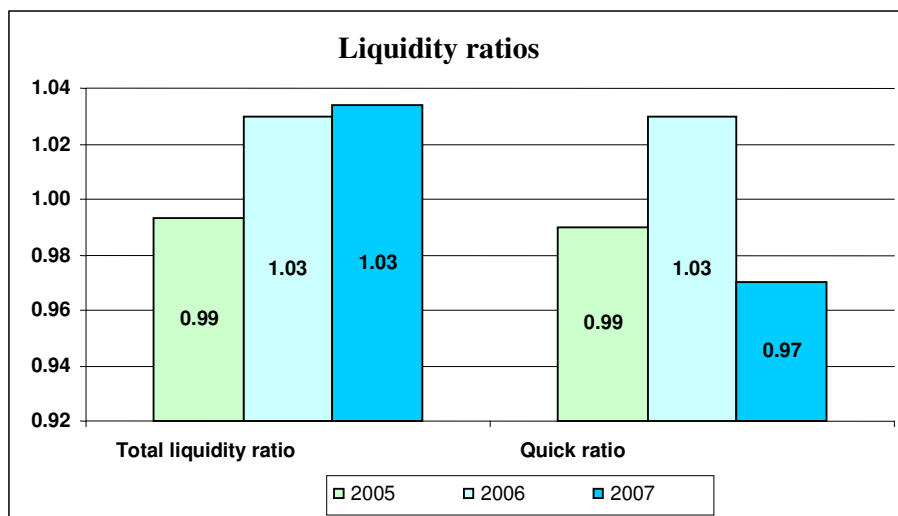
Figure 5

#### **TOTAL LIQUIDITY RATIO**

INDICATOR	2005	2006	2007
Total liquidity ratio	0.99	1.03	1.03
Lowest recommended value (satisfactory)	1.20	1.20	1.20



#### **LIQUIDITY RATIOS**

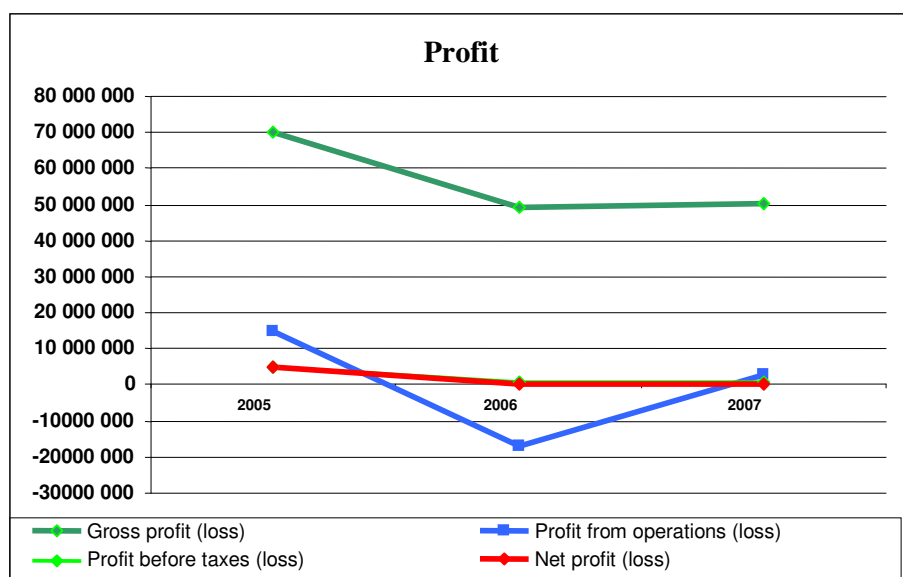


### **Schedule 5 Summary of profitability ratio calculations**

The profitability indices showed the tendency of both decreasing and increasing. The current ratio was increasing while the ROE ratio was decreasing.

Figure 6

<b>PROFIT</b>			
<b>PROFIT AND LOSS ACCOUNT ITEMS</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>
Gross profit (loss)	70,223,836	49,257,829	50,506,181
Profit from operations (loss)	14,798,257	-16985,765	2,712,195
Profit (loss) before taxes	5,129,612	743,843	562,836
Net profit (loss)	4,935,805	472,066	377,632



### **Schedule 6 Summary of financial leverage ratio calculations**

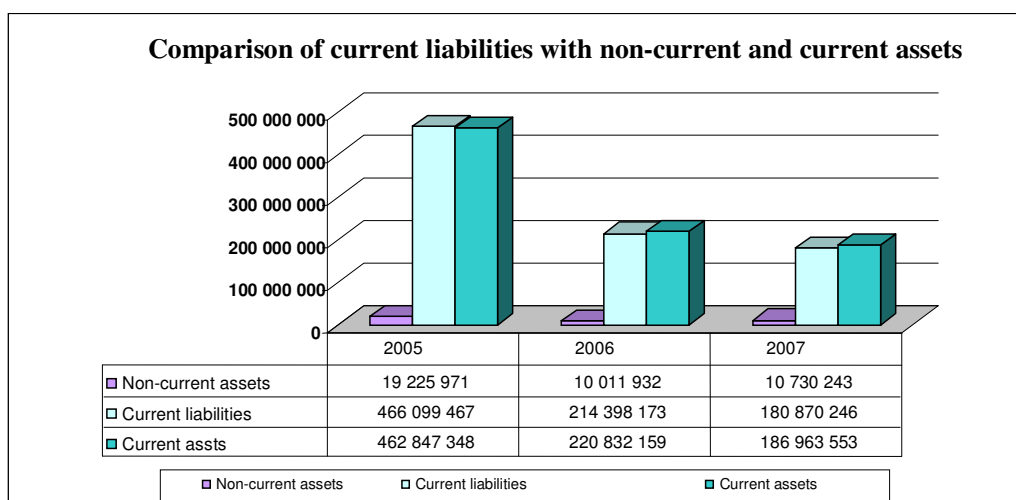
The debt ratio tells how much the Company relies on debt to finance assets. Over the last 3 years this ratio was fluctuating and at the end of 2007 it was 0.91.

The debt-to-equity ratio indicates the relative proportion of equity and debt. At the end of 2007 it was 10.75.

Figure 7 compares non-current and current liabilities with non-current and current assets.

Figure 7

### COMPARISON OF NON-CURRENT AND CURRENT LIABILITIES OF THE COMPANY WITH NON-CURRENT AND CURRENT ASSETS

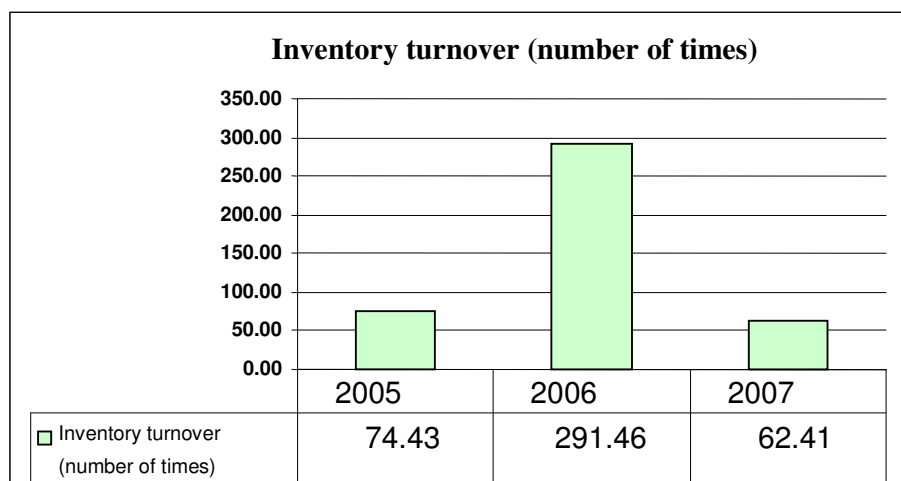


### Schedule 7 Summary of assets turnover ratio calculations

The schedule provides the analysis of inventory turnover, receivables turnover, net working capital turnover, non-current assets turnover, and assets turnover. In 2007 the stock turnover ratio was 62.41.

Figure 8

### INVENTORY TURNOVER



## 5. INFORMATION RELATED TO ENVIRONMENT AND STAFF ISSUES

The Company leases out its cement elevator where the wholesale trade and packing of cement is performed. The Company uses vehicles, tractors and railway transport and therefore it pays pollution taxes for discharge from stationary pollution sources.

The Company employed 59 persons at the end of the previous financial year and 55 at the end of the financial year.

At the Company, the pay to the employees includes a fixed and a variable portion. The variable portion and the bonuses depend on the business results of the Company, efficiency of the employee, performance of urgent and complicated tasks, disciplinary punishments, qualification, and other factors.

Some of the Company employees are insured against accidents and the insurance coverage is valid 24 hours per day.

There is no pension funding in the Company.

## 6. REFERENCES AND FURTHER EXPLANATIONS ON THE DATA PROVIDED IN THE ANNUAL FINANCIAL STATEMENTS

The data provided in the annual statements are detailed in the Explanatory Notes.

## 7. INFORMATION ON THE ACQUIRED SHARES AND COMPANY'S SHARES HELD BY THE COMPANY

Over the previous periods and the reporting period the Company has not purchased its own shares, has made no payments for its own shares, and it is not planning to purchase its own shares.

## 8. OTHER INFORMATION ON THE ISSUER

### AUTHORISED CAPITAL STRUCTURE

The authorised capital field with the Register of Enterprises amounts to LTL10,180,884. The capital is divided into 10,180,884 ordinary registered shares, with the nominal value of LTL1 each. Those shares represent 100% of the authorised capital. There are no securities transfer restrictions.

### SHAREHOLDERS

Shareholders whose participation in AB Kauno Tiekimas authorised capital and the number of votes held thereby exceed 5% as of 31-12-2007.

Shareholder	Company Register No	Seat address	No of shares		Share of authorised capital (%)	
			Total	Under the property right	Total	Under the property right
1	2	3	4	5	6	7
UAB Ūkio Banko Investicinė Grupė	135201099	K.Donelaičio g.60, Kaunas	3597376	1827783	35.33	17.95
UAB FMĮ Finbaltus	122020469	Konstitucijos pr.23-660, Vilnius	3597376	1769593	35.33	17.38
AB Ūkio bankas	112020136	Maironio g.25, Kaunas	2000000	2000000	19.64	19.64
InCompleks LLC	CP00193203	101 South Spring Street,	1502461	1502461	14.76	14.76

		Suite 220 Little Rock, Arkanzasas 72201, JAV				
UAB Energolinija	135201099	Palemono g. 171, Kaunas	1232000	1232000	12.1	12.1

Group of related persons:

Company	Seat address	Company code	No of shares and votes
UAB Ūkio Banko Investicinė Grupė	K.Donelaičio g.60, Kaunas	135201099	1 827 783
UAB FMĮ Finbaltus	Konstitucijos pr.23-660, Vilnius	122020469	1 769 593

Total number of shareholders as of 18-04-2007: 254.

13.1. There are no shareholders with special control rights.

13.2. There are no voting right restrictions.

13.3. No agreements concluded among the shareholders due to which the securities transfer and/or voting rights may be restricted are known to AB Kauno Tiekimas.

## EMPLOYEES

The data on the numbers of employees by personnel groups on 31 December 2007 are provided in the Table below:

	2007			2006			2005		
	Number of employees	Change in the number of employees	Average salary/wages (LTL)	Number of employees	Change in the number of employees	Average salary/wages (LTL)	Number of employees	Change in the number of employees	Average salary/wages (LTL)
Management	4	0	5823	4	0	5169	4	0	3649
Specialists	23	-5	4160	28	-6	3751	34	+14	2660
Workers	28	+1	1465	27	0	1310	27	-4	908
Total:	55	-4	X	59	-6	X	65	+10	x

Employee groups by educational background:

Management – 4 – university education;

Specialists – 20 – university education;

Specialists – 3 – college education;

Workers – 3 – university education;

Workers – 2 – college education;

Workers – 5 – vocational college education;

Workers – 12 – secondary school education;

Workers - 6 – non-completed secondary school education.

Mostly the reduction in the employee number resulted from the reduction in the staff of AB Kauno Tiekimas branch.

## **Procedure of making amendments to the Issuer's articles of association**

Any amendments to the Articles of Association are made in the manner prescribed by the legislation of the Republic of Lithuania.

## **9. ISSUER'S MANAGING BODIES**

The Supervisory Board is not formed.

In pursuance of the Articles of Association of AB Kauno Tiekimas and the Law on Companies of the Republic of Lithuania, the shareholders of the Company elect the Board, which is a collegiate management body of the Company. The activities of the Board are managed by the Chairman of the Board.

The activities of the Board are based on collegiate transaction of issues.

The activities of the Board are governed by the Law on Companies of the Republic of Lithuania, other legislation of the Republic of Lithuania, the Articles of Association of the Company, the resolutions of the General Meeting, and the rules of procedure of the Board.

The procedure of electing and removing from office the Board and its individual members is prescribed by the Law on Companies of the Republic of Lithuania and the Articles of Association of the Company. The Board and/or its individual members are elected and removed from office by the General Meeting of the Company.

## **INFORMATION ON THE ISSUER'S MANAGING BODIES**

Board members:

Chairman Igor Gončaruk holds 65,994 shares or 0.65% of AB Kauno Tiekimas authorised capital. During the reporting period his salaries amounted to LTL81,366 including the bonus for 2006 in the amount of LTL7200.

Board member Irena Keblerienė has no shareholding in the Company. During the reporting period her salaries amounted to LTL76,678, including the bonus for 2006 in the amount of LTL7200.

Board member Nijolė Varanavičienė is not employed by the Company and has no shareholding in the Company. During the reporting period her bonus for 2006 amounted to LTL7200.

The office term of the Board members started on 25 April 2007; the office term will end in April 2011.

### **Administration:**

Irena Keblerienė – General Director.

Igor Gončaruk – CEO.

Danutė Skučienė – Chief Financial Officer, has no shareholding in the Company. During the reporting period her salaries amounted to LTL41,998.

Gediminas Baranauskas – Director of AB Kauno Tiekimas branch until 30-11-2007, has no shareholding in the Company. During the reporting period his salaries amounted to LTL48,048.

Vaclovas Macijauskas – Director of AB Kauno Tiekimas branch since 03-12-2007, has no shareholding in the Company. During the reporting period his salaries amounted to LTL73,408.

Nadežda Belozerskich – Branch Accountant until 30-11-2007, has no shareholding in the Company. During the reporting period her salaries amounted to LTL83,867.

During the reporting period there was no other transferred to the persons or guaranteed issued thereto.

The report on the Company salary policy in 2007 is provided below:

Explanation of the fixed and variable portion ratio in the pay of the Company directors:



The salaries of AB Kauno Tiekimas employees, including the director, comprise of the fixed and variable portions. The fixed and the bonus portion of the salaries depend on the performance of the Company, the efficiency of the employee, performance of urgent and complicated tasks, disciplinary punishments, qualification, and other factors.

The salaries of AB Kauno Tiekimas Branch Directors are fixed and they are specified in the Employment Contract.

In 2006, the salaries of the Company employees listed in the Table below amounted to LTL248,098 while in 2007 those amounted to LTL265,100.

Each member of the Board (there are 3 members) was paid a bonus for 2006 in the amount of LTL7,200 before tax each.

The Table below provides data on the salaries and bonuses of individual members of the management and a Board member in 2006 and 2007.

		Salary before tax, LTL		Bonuses for 2006
		2006	2007	
1	CEO Board member Igor Gončaruk	65,552.92	74,166.26	7200
2	General Director Board member Irena Keblerienė	61,103.12	69,478.42	7200
3	Kauno Tiekimas Branch Director Gediminas Baranauskas	45,243.87	48,048.13	-
4	Kauno Tiekimas Branch Deputy Director Vaclovas Macijauskas	73,198.48	73,407.63	-
5	Board member Nijolė Varanavičienė	-	-	7200

It should be noted that the directors of the Company receive no other benefits, privileges, shares or non-pecuniary benefits.

Compensations to the resigned directors and management body members would be paid in the scope prescribed by the legislation of the Republic of Lithuania unless the Board of the Company decided otherwise.

There is no pension funding in the Company.

No significant changes in the salary policy of the Company are planned for 2008.

## 10. Material agreements

During the reporting year the Company entered into no material agreements to which the Issuer is a party, which would come into force, change or terminate upon any changes related to the Issuer's control.

### AGREEMENTS BETWEEN THE ISSUER AND ITS BODIES OR EMPLOYEES

The Company has no agreements of its management bodies or staff prescribing compensations in the event of their resignation or ungrounded dismissal or in the event of their office being terminated due to any changes related to the Issuer's control. The above would be accomplished in pursuance of the timeframe and compensations prescribed by the Law on Companies of the Republic of Lithuania.

## **Transactions between related parties**

Detailed information on the transactions with related legal persons is provided in the Explanatory notes to the financial statements. In 2007 the Company did not enter into transactions with related legal persons under unusual market conditions.

## **11. ANNOUNCEMENT ON THE COMPLIANCE WITH THE GOVERNANCE CODE APPROVED BY THE STOCK EXCHANGE**

The securities of AB Kauno Tiekimas are listed in Lithuania. Therefore, with respect of the provisions of the Law on the Securities Market, **Schedule 8** provides information on the compliance with the governance code approved by the Stock Exchange. We believe that the provided information will help the investors and other users of the financial reporting provided by the Company to acquire all the required information on our Company.

The management bodies of the Company always make decisions to make the management and operation transparency understandable for the investors and to ensure advanced management of the Company.

## **12. INFORMATION ON THE COMPANY BRANCHES AND REPRESENTATIVE OFFICES**

The Company has one branch. AB Kauno Tiekimas branch was registered on 8 November 2002. The code of the branch is 235944730. The branch is a structural unit of the Company which is not a separate legal person. The activities of the branch are regulated by its Statute. The Director shall organize the work of the branch, direct the economic activities of the branch, manage the property, issue orders, and approve/sign the documents. AB Kauno Tiekimas branch specialises in the sales of alumina and other aluminium chemistry industry products and it sells the products produced by Birač factory operating in Bosnia and Herzegovina.

## **13. MATERIAL EVENTS SINCE THE END OF THE LAST FINANCIAL YEAR**

The reduction of production costs in Birač factory related to the implementation of new resource saving production technological equipment resulted in total reduction of operating expenses in 2007.

## **14. COMPANY'S BUSINESS PLANS AND FORECASTS, INFORMATION ON THE RESEARCH AND DEVELOPMENT ACTIVITIES IN THE COMPANY**

The further perspectives of the Company activities are related to the trade in alumina and other products of aluminium industry. Therefore the Company puts emphasis on the market research and prospective business planning. Brief overviews of the feasibility study in Bosnia and Herzegovina aluminium sector and the likely impact on the performance of Birač factory are provided below.

## BOSNIA AND HERZEGOVINA ALUMINIUM SECTOR

Bosnia and Herzegovina aluminium processing sector is one of the two main sectors in metal processing industry. The state has created all the necessary conditions for producing high added value products – aluminium or aluminium silicate products – by using the local raw material, bauxites.

In Bosnia and Herzegovina the main aluminium industry objects include:

- bauxite mines;
- alumina factory;
- aluminium factories.

Bauxite mines. In Bosnia and Herzegovina there are 7 bauxite mines, with three of them located in Republica Srpska and the others in the Federation of Bosnia and Herzegovina. The total capacity of the bauxite mines located on the territory of Bosnia and Herzegovina amounts to 1 million tons per year. The capacities of all the bauxite mines operating on the territory of Bosnia and Herzegovina are not able to satisfy the needs of the only alumina factory in the country, which should amount to 1.1 million tons per year according to the production plans of 2008. 6 out of 7 bauxite mines operating on the territory of Bosnia and Herzegovina sell all the mined bauxites to Birač alumina factory. Therefore if the factory reduced the purchasing volumes of the main raw material on the territory of Bosnia and Herzegovina the existing mines would have to look for new customers of their product. From Bosnia and Herzegovina standpoint, bauxite export is not profitable since the sold product is a raw material rather than a product with high added value (aluminium or alumina). The only Birač alumina factory is operating on the territory of Bosnia and Herzegovina. In 2008 the factory is planning to produce 350 thousand tons of alumina.

It is planned to purchase 2/3 of the required bauxite from the bauxite factories operating on the territory of Bosnia and Herzegovina and Montenegro. The rest is going to be imported from India. It should be noted that all the alumina produced in Birač factory is exported.

From Bosnia and Herzegovina standpoint, alumina export is not very profitable since, under favourable conditions, alumina could be converted into aluminium on the territory of Bosnia and Herzegovina and subsequently exported as a high added value product.

However due to political, geopolitical, and private business interests this problem will not be solved in Bosnia and Herzegovina in 2008.

Aluminij aluminium factory is the only one operating in Bosnia and Herzegovina. This factory is capable to produce up to 120 thousand tons of aluminium per year. Given the maximum demand of alumina amounts up to 240 thousand tons, the aluminium factory imports all the required alumina, whereas the alumina produced by Birač factory is exported.

Conclusion: Although a complete aluminium production chain is operating in Bosnia and Herzegovina, the chain is not integrated: bauxites with low added value (the export of Jajce mine) and all alumina (the whole output of Birač factory) are exported while large quantities of bauxite and alumina are imported into the country.

Since there is no integrated alumina production infrastructure in Bosnia and Herzegovina, the development of the sector is not fast. Moreover no investments into the development of new bauxite production capacities are made. As most of the bauxite mines have only one customer and consequently do not have long-term prospects of high bauxite demand, they are not ready to invest into the increase of the production capacities. Birač factory, which operates under sensitive market conditions is also not ready to make investments into the growth of the local bauxite mines' capacities or the research of new bauxite mines.

## 15. USE OF FINANCIAL INSTRUMENTS

To develop its business, the Company needs additional working capital. In order to secure a sufficient level of the working capital, the Company is using credit resources. An agreement on credit line has been made with AB Ūkio Bankas.

The factoring agreement with AB Ūkio Bankas provided the Company with a possibility to get funds required for payments without pledging its assets. The factoring agreement reduced the risk of debts related to insolvency of the customers.

In 2007, AB Kauno Tiekimas did not use derivative financial instruments.

## 16. DATA ON PUBLIC ANNOUNCEMENTS

08.11.2007 – 09:44 (VSE), en	Financial statements for nine months 2007
06.11.2007 – 14:28 (VSE), en	The results of activities for Quarter 3 and nine months of 2007
21.08.2007 – 15:18 (VSE), en	Financial statement for first 6 months 2007
25.07.2007 – 14:51 (VSE), en	Interim results for the first half-year of 2007
05.05.2007 – 13:30 (VSE), en	Financial accounts for the first quarter of 2007
26.04.2007 – 08:58 (VSE), en	Interim results for the first three months of 2007
25.04.2007 – 14:08 (VSE), en	Resolutions of the General Meeting
13.04.2007 – 16:22 (VSE), en	Independent auditor's report and audit report on financial statements 2006
13.04.2007 – 16:22 (VSE), en	Draft resolutions of general meeting to be held on 25-04-2007
22.03.2007 – 15:24 (VSE), en	Notice of the general Meeting
26.02.2007 – 14:15 (VSE), en	Preliminary business results for 2006

the notifications on the material events were submitted to the Securities Commission, Vilnius Stock Exchange, the daily Lietuvos Rytas, and the news agency BNS.

All the information on the financial activities of the Company and the announced material events is accessible on the public website of Vilnius Stock Exchange, and since 1 January 2008 it is available on the Central Storage Facility (CRIB) of Vilnius Stock Exchange.

General Director

Irena Keblierienė

**AB KAUNO TIEKIMAS**  
HORIZONTAL ANALYSIS OF BALANCE SHEET INDICES

No	ITEMS	31-12-2005	31-12-2006	31-12-2007	Change (+, -) in 2006 compared to 2005		Change (+, -) in 2007 compared to 2006	
					LTL	%	LTL	%
<i>I</i>	<i>2</i>	<i>3</i>	<i>4</i>		<i>6</i>	<i>7</i>	<i>8</i>	<i>9</i>
<b>A.</b>	<b>NON-CURRENT ASSETS</b>	<b><u>19 225 971</u></b>	<b><u>10 011 932</u></b>	<b><u>10 730 243</u></b>	<b><u>-9214 039</u></b>	<b><u>-47,92</u></b>	<b><u>718 311</u></b>	<b><u>7,17</u></b>
I.	Intangible assets	4 375	2 270	1 137	-2 105	-48,11	-1 133	-49,91
II.	Tangible assets	1 663 942	1 649 203	2 703 135	-14 739	-0,89	1 053 932	63,91
III.	Financial assets	17 557 654	8 360 459	8 025 971	-9197 195	-52,38	-334 488	-4,00
IV.	Other non-current assets	0	0	0	0	0	0	0
<b>B.</b>	<b>CURRENT ASSETS</b>	<b><u>462 847 348</u></b>	<b><u>220 832 159</u></b>	<b><u>186 963 553</u></b>	<b><u>-242015 189</u></b>	<b><u>-52,29</u></b>	<b><u>-33868 606</u></b>	<b><u>-15,34</u></b>
I.	Inventories, prepayments and contracts in progress	232 740 396	489 798	11 457 731	-232250 598	-99,79	10 967 933	2239,28
I.1.	Inventories	3 640 943	467 567	11 290 247	-3173 376	-87,16	10 822 680	2314,68
I.2.	Prepayments	229 099 453	22 231	167 484	-229077 222	-99,99	145 253	653,38
I.3.	Contracts in progress	0	0	0	0	0	0	0
II.	Amounts receivable within one year	229 339 445	200 522 165	155 644 721	-28817 280	-12,57	-44877 444	-22,38
III.	Other current assets	122 050	19 123 360	19 551 425	19 001 310	15568,46	428 065	2,24
IV.	Cash and cash equivalents	645 457	696 836	309 676	51 379	7,96	-387 160	-55,56
	<b>TOTAL ASSETS:</b>	<b><u>482 073 319</u></b>	<b><u>230 844 091</u></b>	<b><u>197 693 796</u></b>	<b><u>-251229 228</u></b>	<b><u>-52,11</u></b>	<b><u>-33150 295</u></b>	<b><u>-14,36</u></b>
<b>C.</b>	<b>EQUITY</b>	<b><u>15 973 852</u></b>	<b><u>16 445 918</u></b>	<b><u>16 823 550</u></b>	<b><u>472 066</u></b>	<b><u>2,96</u></b>	<b><u>377 632</u></b>	<b><u>2,30</u></b>
I.	Capital	10 180 884	10 180 884	10 180 884	0	0,00	0	0,00
II.	Revaluation reserve (results)	0	0	0	0	0	0	0
III.	Reserves	480 879	721 406	1 148 087	240 527	50,02	426 681	59,15
IV.	Retained earnings (losses)	5 312 089	5 543 628	5 494 579	231 539	4,36	-49 049	-0,88
<b>D.</b>	<b>GRANTS AND SUBSIDIES</b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>
<b>E.</b>	<b>AMOUNTS PAYABLE AND LIABILITIES</b>	<b><u>466 099 467</u></b>	<b><u>214 398 173</u></b>	<b><u>180 870 246</u></b>	<b><u>-251701 294</u></b>	<b><u>-54,00</u></b>	<b><u>-33527 927</u></b>	<b><u>-15,64</u></b>
I.	Amounts payable after one year and non-current liabilities	0	0	0	0	0	0	0
I.1.	Financial debts	0	0	0	0	0	0	0
I.2.	Trade amounts payable	0	0	0	0	0	0	0
I.3.	Amounts received in advance	0	0	0	0	0	0	0
I.4.	Provisions	0	0	0	0	0	0	0
I.5.	Deferred tax liabilities	0	0	0	0	0	0	0
I.6.	Other amounts payable and non-current liabilities	0	0	0	0	0	0	0
II.	Amounts payable within one year and current liabilities	466 099 467	214 398 173	180 870 246	-251701 294	-54,00	-33527 927	-15,64
II.1.	Current portion of non-	0	0	0	0	0	0	0

	current debts							
II.2.	Financial debts	20 822 844	52 950 317	110 832 198	32 127 473	154,29	57 881 881	109,31
II.3.	Trade amounts payable	431 702 887	123 327 383	65 428 346	-308375 504	-71,43	-57899 037	-46,95
II.4.	Amounts received in advance	263 581	238 674	2 774 816	-24 907	-9,45	2 536 142	1062,60
II.5.	Profit tax liabilities	119 263	44 897	0	-74 366	-62,35	-44 897	-100,00
II.6.	Liabilities related to labour relations	217 528	239 608	320 330	22 080	10,15	80 722	33,69
II.7.	Provisions	0	0	0	0	0	0	0
II.8.	Other amounts payable and current liabilities	12 973 364	37 597 294	1 514 556	24 623 930	189,80	-36082 738	-95,97
	<b>TOTAL EQUITY AND LIABILITIES:</b>	<b><u>482 073 319</u></b>	<b><u>230 844 091</u></b>	<b><u>197 693 796</u></b>	<b><u>-251229</u></b> <b><u>228</u></b>	<b><u>-52,11</u></b>	<b><u>-33150</u></b> <b><u>295</u></b>	<b><u>-14,36</u></b>

**AB KAUNO TIEKIMAS**  
VERTICAL ANALYSIS OF BALANCE SHEET INDICES

No	ITEMS	31-12-2005	31-12-2006	31-12-2007	Relative weight, %		
					31-12-2005	2006 12 31	2007 12 31
I	2	3	4	5	6	7	8
<b>A.</b>	<b>NON-CURRENT ASSETS</b>	<b><u>19 225 971</u></b>	<b><u>10 011 932</u></b>	<b><u>10 730 243</u></b>	<b><u>3,99</u></b>	<b><u>4,34</u></b>	<b><u>5,43</u></b>
I.	Intangible assets	4 375	2 270	1 137	0,00	0,00	0,00
II.	Tangible assets	1 663 942	1 649 203	2 703 135	0,35	0,71	1,37
III.	Financial assets	17 557 654	8 360 459	8 025 971	3,64	3,62	4,06
IV.	Other non-current assets	0	0	0	0,00	0,00	0,00
<b>B.</b>	<b>CURRENT ASSETS</b>	<b><u>462 847 348</u></b>	<b><u>220 832 159</u></b>	<b><u>186 963 553</u></b>	<b><u>96,01</u></b>	<b><u>95,66</u></b>	<b><u>94,57</u></b>
I.	Inventories, prepayments and contracts in progress	232 740 396	489 798	11 457 731	48,28	0,21	5,80
I.1.	Inventories	3 640 943	467 567	11 290 247	0,76	0,20	5,71
I.2.	Prepayments	229 099 453	22 231	167 484	47,52	0,01	0,08
I.3.	Contracts in progress	0	0	0	0,00	0,00	0,00
II.	Amounts receivable within one year	229 339 445	200 522 165	155 644 721	47,57	86,86	78,73
III.	Other current assets	122 050	19 123 360	19 551 425	0,03	8,28	9,89
IV.	Cash and cash equivalents	645 457	696 836	309 676	0,13	0,30	0,16
	<b>TOTAL ASSETS:</b>	<b><u>482 073 319</u></b>	<b><u>230 844 091</u></b>	<b><u>197 693 796</u></b>	<b><u>100,00</u></b>	<b><u>100,00</u></b>	<b><u>100,00</u></b>
<b>C.</b>	<b>EQUITY</b>	<b><u>15 973 852</u></b>	<b><u>16 445 918</u></b>	<b><u>16 823 550</u></b>	<b><u>3,31</u></b>	<b><u>7,12</u></b>	<b><u>8,51</u></b>
I.	Capital	10 180 884	10 180 884	10 180 884	2,11	4,41	5,15
II.	Revaluation reserve (results)	0	0	0	0,00	0,00	0,00
III.	Reserves	480 879	721 406	1 148 087	0,10	0,31	0,58
IV.	Retained earnings (losses)	5 312 089	5 543 628	5 494 579	1,10	2,40	2,78
<b>D.</b>	<b>GRANTS AND SUBSIDIES</b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0,00</u></b>	<b><u>0,00</u></b>	<b><u>0,00</u></b>
<b>E.</b>	<b>AMOUNTS PAYABLE AND LIABILITIES</b>	<b><u>466 099 467</u></b>	<b><u>214 398 173</u></b>	<b><u>180 870 246</u></b>	<b><u>96,69</u></b>	<b><u>92,88</u></b>	<b><u>91,49</u></b>
I.	Amounts payable after one year and non-current liabilities	0	0	0	0,00	0,00	0,00
I.1.	Financial debts	0	0	0	0,00	0,00	0,00
I.2.	Trade amounts payable	0	0	0	0,00	0,00	0,00
I.3.	Amounts received in advance	0	0	0	0,00	0,00	0,00
I.4.	Provisions	0	0	0	0,00	0,00	0,00
I.5.	Deferred tax liabilities	0	0	0	0,00	0,00	0,00
I.6.	Other amounts payable and non-current liabilities	0	0	0	0,00	0,00	0,00
II.	Amounts payable within one year and current liabilities	466 099 467	214 398 173	180 870 246	96,69	92,88	91,49
II.1.	Current portion of non-current debts	0	0	0	0,00	0,00	0,00
II.2.	Financial debts	20 822 844	52 950 317	110 832 198	4,32	22,94	56,06
II.3.	Trade amounts payable	431 702 887	123 327 383	65 428 346	89,55	53,42	33,10
II.4.	Amounts received in advance	263 581	238 674	2 774 816	0,05	0,10	1,40
II.5.	Profit tax liabilities	119 263	44 897	0	0,02	0,02	0,00

II.6.	Liabilities related to labour relations	217 528	239 608	320 330	0,05	0,10	0,16
II.7.	Provisions	0	0	0	0,00	0,00	0,00
II.8.	Other amounts payable and current liabilities	12 973 364	37 597 294	1 514 556	2,69	16,29	0,77
	<b>TOTAL EQUITY AND LIABILITIES:</b>	<b><u>482 073 319</u></b>	<b><u>230 844 091</u></b>	<b><u>197 693 796</u></b>	<b><u>100,00</u></b>	<b><u>100,00</u></b>	<b><u>100,00</u></b>



**AB KAUNO TIEKIMAS**  
ANALYSIS OF PROFIT AND LOSS ACCOUNT INDICES

No	ITEMS	31-12-2005	31-12-2006	31-12-2007	Change (+, -) in 2006 compared with 2005		Change (+, -) in 2007 compared with 2006	
					LTL	%	LTL	%
I	2	3	4	5	6	7	8	9
I.	SALES REVENUE	639 630 864	647 990 246	417 380 639	8 359 382	1,31	-230 609 607	-35,59
II.	COST OF SALES	569 407 028	598 732 417	366 874 458	29 325 389	5,15	-231 857 959	-38,72
III.	<b>GROSS PROFIT (LOSS)</b>	<b>70 223 836</b>	<b>49 257 829</b>	<b>50 506 181</b>	<b>-20 966 007</b>	<b>-29,86</b>	<b>1 248 352</b>	<b>2,53</b>
IV.	OPERATING EXPENSES	55 425 579	66 243 594	47 793 986	10 818 015	19,52	-18 449 608	-27,85
V.	<b>OPERATING PROFIT (LOSS)</b>	<b>14 798 257</b>	<b>-16 985 765</b>	<b>2 712 195</b>	<b>-31 784 022</b>	<b>- 214,78</b>	<b>19 697 960</b>	<b>- 115,97</b>
VI.	OTHER ACTIVITIES	9 268 578	399 270	200 206	-8 869 308	-95,69	- 199 064	-49,86
VII.	FINANCIAL AND INVESTING ACTIVITIES	-18 937 223	17 330 338	-2 349 565	36 267 561	- 191,51	-19 679 903	- 113,56
VII.1	<i>Revenue</i>	7 322 636	23 854 690	6 894 475	16 532 054	225,77	-16 960 215	-71,10
VII.2	<i>Expenses</i>	26 259 859	6 524 352	9 244 040	-19 735 507	-75,15	2 719 688	41,69
VIII.	<b>PROFIT (LOSS) FROM NORMAL ACTIVITIES</b>	<b>5 129 612</b>	<b>743 843</b>	<b>562 836</b>	<b>-4 385 769</b>	<b>-85,50</b>	<b>- 181 007</b>	<b>-24,33</b>
IX.	GAIN	0	0	0	0	0	0	0
X.	LOSSES	0	0	0	0	0	0	0
XI.	<b>PROFIT (LOSS) BEFORE TAX</b>	<b>5 129 612</b>	<b>743 843</b>	<b>562 836</b>	<b>-4 385 769</b>	<b>-85,50</b>	<b>- 181 007</b>	<b>-24,33</b>
XII.	PROFIT TAX	193 807	271 777	185 204	77 970	40,23	- 86 573	-31,85
XIII.	<b>NET PROFIT (LOSS)</b>	<b>4 935 805</b>	<b>472 066</b>	<b>377 632</b>	<b>-4 463 739</b>	<b>-90,44</b>	<b>- 94 434</b>	<b>-20,00</b>

**AB KAUNO TIEKIMAS**  
SUMMARY OF LIQUIDITY RATIO CALCULATIONS

Index	Balance Sheet item line No	Index numeral value			Notes
		2005	2006	2007	
3	4	5	6	7	8
Current assets	B	462 847 348	220 832 159	186 963 553	
Amounts payable within one year and current liabilities	E.II.	466 099 467	214 398 173	180 870 246	
Inventory	B.I.1.	3 640 943	467 567	11 290 247	
Cash and cash equivalents	B.IV .	645 457	696 836	309 676	
Index	Index calculation	Index value			Index economic value
		2005	2006	2007	
3	4	5	6	7	8
Current ratio	1 : 2	0,99 Unsatisfactory	1,03 Unsatisfactory	1,03 Unsatisfactory	The current ratio measures the extent to which current assets are available to meet current liabilities. Where the index value is lower than one, it shows that the business is not able to meet its current liabilities. If the current ratio significantly increases, whereas the quick ratio remains almost the same, it evidences that the inventory has increased.
Acid test (Quick) ratio	(1 - 3) :2	0,99 Unsatisfactory	1,03 Unsatisfactory	0,97 Unsatisfactory	The quick ratio gives a more realistic picture of the business liquidity since it assumes that the inventory is not liquid. If the current assets exceed the current liabilities, then that company is considered to have good liquidity ratio. In general the quick ratio should equal to at least 1, however a specific ratio is established with respect of specific business sector.
Net working capital	1 - 2	-3252 119 Lt The higher the better	6 433 986 The higher the better	6 093 307 The higher the better	The net working capital of a business is its current assets less its current liabilities. The value of this index should be positive. A negative value of the net working capital indicates that the business is not able to meet its current liabilities. The higher the net working capital, the higher is the liquidity level of the business. The net working capital serves as the liquid reserve available to satisfy contingencies and uncertainties. A high working capital balance is mandated if the entity is unable to borrow on short notice.

**AB KAUNO TIEKIMAS**  
SUMMARY OF PROFITABILITY RATIO CALCULATIONS

No	Index	Balance Sheet item line No	Profit and Loss Account line No	Index numeral value			
				2005	2006	2007	
1	2	3	4	5	6	7	
1	Net profit (losses)	-	XIII.	4 935 805	472 066	377 632	
2	Sales revenue	-	I.	639 630 864	647 990 246	417 380 639	
3	Average assets			343 221 938	356 458 705	214 268 944	
4	Average equity			13 505 950	16 209 885	16 634 734	
5	Gross profit (losses)	-	III.	70 223 836	49 257 829	50 506 181	
No	Index code K	Index	Index calculation	Index value			
				2005	2006	2007	
1	2	3	4	5	6	7	
6	K5	Net profit margin	$(1 : 2) * 100 \%$	1% Unsatisfactory	0% Unsatisfactory	0% Unsatisfactory	Net profit margin shows the percentage of net profit from one litas of sales. i.e.it indicates how effective the company is. The higher the net profit margin is, the more profitable the company.
7	K6	Gross profit margin	$(5 : 2) * 100 \%$	11% Satisfactory	8% Satisfactory	12% Satisfactory	Gross profit margin shows the ability of the company to earn profit from its main activities. The higher is the profit margin ratio, the more efficient the company is.
8	K7	Return on average assets, ROA	$(1 : 3) * 100 \%$	1%	0%	0%	Return on assets shows how much profit the company generated for each litas of assets. It reflects the efficiency of use of all company's asset. The higher the value of the index, the more efficiently the assets are used.
9	K8	Return on average equity, ROE	$(1 : 4) * 100 \%$	37%	3%	2%	Return on equity shows how much profit the company generated for each litas of equity. This index is very important for the shareholders to assess the profitability of the company.

**AB „KAUNO TIEKIMAS“**  
SUMMARY OF FINANCIAL LEVERAGE RATIO CALCULATIONS

No	Index code	Index	Balance Sheet item line No	Index numeral value			Notes
				2005	2006	2007	
1	2	3	4	5	6	7	8
1	-	Equity	C.	15 973 852	16 445 918	16 823 550	
2	-	Amounts payable and liabilities	E.	466 099 467	214 398 173	180 870 246	
3	-	Amounts payable after one year and non-current liabilities	E.I.	0	0	0	
4	-	Total assets	Total assets	482 073 319	230 844 091	197 693 796	

No	Index code	Index	Calculation	Index value			Index economic value
				2005	2006	2007	
1	2	3	4	5	6	7	8
5	K9	Total debt ratio	2 : 4	0,97 Unsatisfactory	0,93 Unsatisfactory	0,91 Unsatisfactory	The total debt ratio shows how much the company relies on debt to finance assets. It is important for creditors as it shows how much their funds are protected against risks. The lower the index is, the lower their protection level.
6	K10	Debt-equity ratio	2 : 1	29,18 Bad	13,04 Bad	10,75 Bad	The debt to equity ratio shows the debt of the company per one litas of equity. When the performance of a company is analyzed, a high ratio may indicate higher risks since the company may face problems in repaying interests and debts and getting sufficient funds for further financing. The acceptable debt to equity ratio depends on a large number of factors, including the peculiarities of the sector, the ability of the company to get a loan, and the consistency of income.
7	K11	Long term debt ratio	3 : (3+1)	0,00	0,00	0,00	The long-term debt ratio is used as an alternative for the total debt ratio since quite a large number of economists tend to believe that this index reflects the financial structure in a better way. Where the short-term and long-term debts reflect a large percentage of the total assets, the debt and debt to equity ratios can be very high while the long-term financial structure can fail to be reflected.

**AB „KAUNO TIEKIMAS“**  
**SUMMARY OF ASSETS TURNOVER RATIO CALCULATIONS**

No	Index code	Index	Balance Sheet item line No	Index numeral value	Index numeral value			Notes
					2005	2006	2007	
1	2	3	4	5	6	7	8	9
1	-	Sales revenue	-	I.	639 630 864	647 990 246	417 380 639	
2	-	Cost of goods sold	-	II.	569 407 028	598 732 417	366 874 458	
3	-	Average accounts receivables within one year			329 715 989	340 248 820	197 634 210	
4	-	Average net working capital			2 783 790	1 590 934	6 263 647	
5	-	Non-current assets	A		19 225 971	10 011 932	10 730 243	
6	-	Average annual inventories			7 649 722	2 054 255	5 878 907	
7	-	Total assets	Total assets	-	482 073 319	230 844 091	197 693 796	

No	Index code	Index	Index calculation	Index value			Index economic value
				2005	2006	2007	
1	2	3	4	5	6	7	8
8	K12	Inventory turnover (number of times)	2 : 6	74,43	291,46	62,41	The inventory turnover rate measures the number of times the company turns their inventory during the year. It shows the possibilities of selling inventory and the efficiency of inventory management.
9	K13	Accounts receivables turnover (number of times)	1 : 3	1,94	1,90	2,11	The receivables turnover shows the number of times accounts receivable are paid and re-established during the year. It also shows how quickly the company collects its accounts receivables. The higher the turnover, the more efficient the business is. However a high ratio can indicate that the credit policy is too strict and the company fails to use all the profitability potential by limiting the credits for goods and services sold to risky customers.

10	K14	Net working capital turnover	1 : 4	229,77	407,30	66,64	The net working capital turnover measures the number of times the working capital turns over annually. A low or declining rate may mean approaching shortage in working capital.
11	K15	Long term asset turnover	1 : 5	33,27 Very good	64,72 Very good	38,90 Very good	Long-term asset turnover shows how much revenue is generated by one litas of assets. The higher the ratio, the higher the efficiency level of the company is.
12	K16	Total asset turnover	1 : 7	1,33 Unsatisfactory	2,81 Unsatisfactory	2,11 Unsatisfactory	Total assets turnover shows how much revenue is generated by one litas of long-term assets. The higher the ratio, the higher the efficiency level of the company is.

**Schedule 8**

**AB Kauno Tiekimas announcement on the compliance with the Governance Code of the companies whose securities are traded on a regulated market**

In pursuance of Part 3 Article 21 of the Law on Securities of the Republic of Lithuania and item 20.5 of the Trading Rules of the Vilnius Stock Exchange, AB Kauno Tiekimas hereby discloses its compliance with the Governance Code, approved by the VSE for the companies listed on the regulated market, and its specific provisions.

PRINCIPLES/ RECOMMENDATIONS	YES/ O /NOT APPLIC ABLE	COMMENTARY
<p><b>Principle I: Basic Provisions</b></p> <p><b>The overriding objective of a company should be to operate in common interests of all the shareholders by optimizing over time shareholder value.</b></p>		
<p>1.1. A company should adopt and make public the company's development strategy and objectives by clearly declaring how the company intends to meet the interests of its shareholders and optimize shareholder value.</p>	<p>Yes</p>	<p>The Company's development strategy and objectives are disclosed in the annual Prospectus-Report and filed to the Central Storage of Regulated Information (CSRI) of Vilnius Stock Exchange (VSE).</p>
<p>1.2. All management bodies of a company should act in furtherance of the declared strategic objectives in view of the need to optimize shareholder value.</p>	<p>Yes</p>	<p>In pursuance of the provisions of the Articles of Association, the bodies of the Company are acting in furtherance of the declared strategic objectives in view of the need to increase the shareholders' equity.</p>
<p>1.3. A company's supervisory and management bodies should act in close co-operation in order to attain maximum benefit for the company and its shareholders.</p>	<p>Yes</p>	<p>In the Company, this recommendation is implemented by the Board and the Head of the Company, who is a Board Member. The Chairman of the Board is responsible for convening the meetings in a proper manner, informing all the members of the convened meeting, and for the agenda of the meeting. The Board Meetings are convened at least once monthly or, if required, more frequently. The Board Members are informed of the convened meeting and its agenda in advance, which ensures that the decisions are properly made in the interest of the Company and its shareholders.</p>
<p>1.4. A company's supervisory and management bodies should ensure that the rights and interests of persons other than the company's shareholders (e.g. employees, creditors, suppliers, clients, local community), participating in or connected with the company's operation, are duly respected.</p>	<p>Yes</p>	<p>The Company management system ensures that the rights and interests of all the persons participating in the Company activities (employees, creditors, suppliers, and customers) are duly respected. When making decisions important to the Company, representatives of the Company employees are invited to participate at the Board Meetings. Some of the employees are shareholders of the Company. Relations with the creditors, suppliers, and customers are governed by contractual obligations that are fully observed. Support to the local community is provided in the fields of sports, art, and education.</p>

<b>Principle II: The corporate governance framework</b>		
<b>The corporate governance framework should ensure the strategic guidance of the company, the effective oversight of the company's management bodies, an appropriate balance and distribution of functions between the company's bodies, protection of the shareholders' interests.</b>		
2.1. Besides obligatory bodies provided for in the Law on Companies of the Republic of Lithuania – a general shareholders' meeting and the chief executive officer, it is recommended that a company should set up both a collegial supervisory body and a collegial management body. The setting up of collegial bodies for supervision and management facilitates clear separation of management and supervisory functions in the company, accountability and control on the part of the chief executive officer, which, in its turn, facilitate a more efficient and transparent management process.	No	Currently a supervisory board is not set up in the Company. In their performance, the Head of the Company observes the laws, other legislation, the Articles of Association of the Company, the resolutions and decisions of the General Meeting and the Board, and the work regulations. The Head of the Company reports to the Board and the Board controls their performance.
2.2. A collegial management body is responsible for the strategic management of the company and performs other key functions of corporate governance. A collegial supervisory body is responsible for the effective supervision of the company's management bodies.	Yes	The Board of the Company is responsible for the strategic management of the Company and performs other key functions of corporate governance.
2.3. Where a company chooses to form only one collegial body, it is recommended that it should be a supervisory body, i.e. the supervisory board. In such a case, the supervisory board is responsible for the effective monitoring of the functions performed by the company's chief executive officer.	No	The Company has formed only one collegial body, i.e. the Board.
2.4. The collegial supervisory body to be elected by the general shareholders' meeting should be set up and should act in the manner defined in Principles III and IV. Where a company should decide not to set up a collegial supervisory body but rather a collegial management body, i.e. the board, Principles III and IV should apply to the board as long as that does not contradict the essence and purpose of this body.	Yes	The Company has one collegial body, i.e. the Board, which is responsible for the supervision of the Head of the Company. Principles III and IV apply to the Board as long as that does not contradict the essence and purpose of this body.
2.5. Company's management and supervisory bodies should comprise such number of board (executive directors) and supervisory (non-executive directors) board members that no individual or small group of individuals can dominate decision-making on the part of these bodies.	Yes	The Board of the Company comprises of 3 members. This number was decided by the General Meeting. The number of the Board Members satisfies the present scope and the main fields of the Company activities.
2.6. Non-executive directors or members of the supervisory board should be appointed for specified terms subject to individual re-election, at maximum intervals provided for in the Lithuanian legislation with a view to ensuring necessary development of professional experience and sufficiently frequent reconfirmation of their status. A possibility to remove them should also be stipulated however this procedure should not be easier than the removal procedure for an executive director or a member of the management board.	No	Currently the supervisory board is not formed in the company.
2.7. Chairman of the collegial body elected by the general shareholders' meeting may be a person whose current or past office constitutes no obstacle	Yes	The Chairman of the Board does not serve as the Head of the Company and has never occupied this position.



<p>to conduct independent and impartial supervision. Where a company should decide not to set up a supervisory board but rather the board, it is recommended that the chairman of the board and chief executive officer of the company should be a different person. Former company's chief executive officer should not be immediately nominated as the chairman of the collegial body elected by the general shareholders' meeting. When a company chooses to depart from these recommendations, it should furnish information on the measures it has taken to ensure impartiality of the supervision.</p>		
<p><b>Principle III: The order of the formation of a collegial body to be elected by a general shareholders' meeting</b></p>		
<p><b>The order of the formation a collegial body to be elected by a general shareholders' meeting should ensure representation of minority shareholders, accountability of this body to the shareholders and objective monitoring of the company's operation and its management bodies.</b></p>		
<p>3.1. The mechanism of the formation of a collegial body to be elected by a general shareholders' meeting (hereinafter in this Principle referred to as the 'collegial body') should ensure objective and fair monitoring of the company's management bodies as well as representation of minority shareholders.</p>	<p>Yes</p>	<p>From time to time, the Board of the Company checks the qualification of the Head of the Company related to the discharge of their direct functions. Information on the Head of the Company is disclosed in annual Prospectus-Report.</p>
<p>3.2. Names and surnames of the candidates to become members of a collegial body, information about their education, qualification, professional background, positions taken and potential conflicts of interest should be disclosed early enough before the general shareholders' meeting so that the shareholders would have sufficient time to make an informed voting decision. All factors affecting the candidate's independence, the sample list of which is set out in Recommendation 3.7, should be also disclosed. The collegial body should also be informed on any subsequent changes in the provided information. The collegial body should, on yearly basis, collect data provided in this item on its members and disclose this in the company's annual report.</p>	<p>Yes</p>	<p>At least 10 days before the General Meeting 2007 the shareholders were revealed all the information on the candidates to become members of the Board.</p>
<p>3.3. Should a person be nominated for members of a collegial body, such nomination should be followed by the disclosure of information on candidate's particular competences relevant to his/her service on the collegial body. In order shareholders and investors are able to ascertain whether member's competence is further relevant, the collegial body should, in its annual report, disclose the information on its composition and particular competences of individual members which are relevant to their service on the collegial body.</p>	<p>Yes</p>	<p>Each person nominated for members of a collegial body provide the Board of the Company with information on the candidate's particular competences, education, and refresher courses taken thereby. Every year, information on the Board composition has been disclosed in the Annual Reports. This code recommendation is also observed in the Annual Report for 2007.</p>
<p>3.4. In order to maintain a proper balance in terms of the current qualifications possessed by its members, the collegial body should determine its desired composition with regard to the company's structure and activities, and have this periodically evaluated. The collegial body should ensure that it is composed of members who, as a whole, have the required</p>	<p>Yes</p>	<p>The Board Members have the required diversity of knowledge, judgment and experience to complete their tasks properly. The audit committee is not formed in the Company.</p>

<p>diversity of knowledge, judgment and experience to complete their tasks properly. The members of the audit committee, collectively, should have a recent knowledge and relevant experience in the fields of finance, accounting and/or audit for the stock exchange listed companies.</p>		
<p>3.5. All new members of the collegial body should be offered a tailored program focused on introducing a member with his/her duties, corporate organization and activities. The collegial body should conduct an annual review to identify fields where its members need to update their skills and knowledge.</p>	Yes	<p>With respect of the Company structure and the nature of its activities, the Board Members, as a whole, have the required diversity of knowledge, judgment and experience to complete their tasks properly. They participate at seminars and take courses where they get information on material changes in legislation governing the activities of the Company that may influence the performance of the Company.</p>
<p>3.6. In order to ensure that all material conflicts of interest related with a member of the collegial body are resolved properly, the collegial body should comprise a sufficient number of independent members.</p>	No	<p>Until now the independency of the Board Members has not been taken into account in the practice of the Company. The prospective plans of the Company include the consideration of the number of independent members and the search of prospective candidates.</p>
<p>3.7. A member of the collegial body should be considered to be independent only if he is free of any business, family or other relationship with the company, its controlling shareholder or the management of either, that creates a conflict of interest such as to impair his judgment. Since all cases when member of the collegial body is likely to become dependant are impossible to list, moreover, relationships and circumstances associated with the determination of independence may vary amongst companies and the best practices of solving this problem are yet to evolve in the course of time, assessment of independence of a member of the collegial body should be based on the contents of the relationship and circumstances rather than their form. The key criteria for identifying whether a member of the collegial body can be considered to be independent are the following:</p> <ol style="list-style-type: none"> <li>1) He/she is not an executive director or member of the board (if a collegial body elected by the general shareholders' meeting is the supervisory board) of the company or any associated company and has not been such during the last five years;</li> <li>2) He/she is not an employee of the company or some any company and has not been such during the last three years, except for cases when a member of the collegial body does not belong to the senior management and was elected to the collegial body as a representative of the employees;</li> <li>3) He/she is not receiving or has been not receiving significant additional remuneration from the company or associated company other than remuneration for the office in the collegial body. Such additional remuneration includes participation in share options or some other performance based pay systems; it does not include compensation</li> </ol>	No	<p>Until now the independency of the Board Members has not been taken into account in the practice of the Company. The prospective plans of the Company include the consideration of the number of independent members and the search of prospective candidates.</p>

<p>payments for the previous office in the company (provided that such payment is no way related with later position) as per pension plans (inclusive of deferred compensations);</p> <p>4) He/she is not a controlling shareholder or representative of such shareholder (control as defined in the Council Directive 83/349/EEC Article 1 Part 1);</p> <p>5) He/she does not have and did not have any material business relations with the company or associated company within the past year directly or as a partner, shareholder, director or superior employee of the subject having such relationship. A subject is considered to have business relations when it is a major supplier or service provider (inclusive of financial, legal, counseling and consulting services), major client or organization receiving significant payments from the company or its group;</p> <p>6) He/she is not and has not been, during the last three years, partner or employee of the current or former external audit company of the company or associated company;</p> <p>7) He/she is not an executive director or member of the board in some other company where executive director of the company or member of the board (if a collegial body elected by the general shareholders' meeting is the supervisory board) is non-executive director or member of the supervisory board, he/she may not also have any other material relationships with executive directors of the company that arise from their participation in activities of other companies or bodies;</p> <p>8) He/she has not been in the position of a member of the collegial body for over than 12 years;</p> <p>9) He/she is not a close relative to an executive director or member of the board (if a collegial body elected by the general shareholders' meeting is the supervisory board) or to any person listed in above items 1 to 8. Close relative is considered to be a spouse (common-law spouse), children and parents.</p>		
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<p>3.8. The determination of what constitutes independence is fundamentally an issue for the collegial body itself to determine. The collegial body may decide that, despite a particular member meets all the criteria of independence laid down in this Code, he cannot be considered independent due to special personal or company-related circumstances.</p>	<p>Yes</p>	<p>Despite a particular member meeting all the criteria of independence laid down in the Code, the Company Board may consider the member not to be independent due to special personal or company-related circumstances.</p>
<p>3.9. Necessary information on conclusions the collegial body has come to in its determination of whether a particular member of the body should be considered to be independent should be disclosed. When a person is nominated to become a member of the collegial body, the company should disclose whether it considers the person to be independent. When a particular member of the collegial body does not meet one or more criteria of independence set out in this Code, the company should disclose its reasons for nevertheless considering the member to be independent. In addition, the company should annually disclose which members of the collegial body it considers to be independent.</p>	<p>No</p>	<p>Until now the Company did not practice the disclosure of the independency of the Board Members.</p>
<p>3.10. When one or more criteria of independence set out in this Code has not been met throughout the year, the company should disclose its reasons for considering a particular member of the collegial body to be independent. To ensure accuracy of the information disclosed in relation with the independence of the members of the collegial body, the company should require independent members to have their independence periodically re-confirmed.</p>	<p>No</p>	<p>The Company Board has no independent members; up to now, information on their independence has not been disclosed.</p>
<p>3.11. In order to remunerate members of a collegial body for their work and participation in the meetings of the collegial body, they may be remunerated from the company's funds.. The general shareholders' meeting should approve the amount of such remuneration.</p>	<p>N/A</p>	<p>The Board Members are not remunerated from the Company's funds.</p>
<p><b>Principle IV: The duties and liabilities of a collegial body elected by the general shareholders' meeting</b></p> <p><b>The corporate governance framework should ensure proper and effective functioning of the collegial body elected by the general shareholders' meeting, and the powers granted to the collegial body should ensure effective monitoring of the company's management bodies and protection of interests of all the company's shareholders.</b></p>		
<p>4.1. The collegial body elected by the general shareholders' meeting (hereinafter in this Principle referred to as the 'collegial body') should ensure integrity and transparency of the company's financial statements and the control system. The collegial body should issue recommendations to the company's management bodies and monitor and control the company's management performance.</p>	<p>Yes</p>	<p>The Board of the Company issues recommendations to the General Meeting on the annual financial statements, draft distribution of profit, performance of the Head of the Company, and ensures the integrity and transparency of the Company's financial statements and the control system.</p>
<p>4.2. Members of the collegial body should act in good faith, with care and responsibility for the benefit and in the interests of the company and its shareholders with due regard to the interests of employees and public welfare. Independent members of the collegial body should (a) under all circumstances maintain independence of their analysis, decision-making and actions (b) do not seek</p>	<p>Yes</p>	<p>The Company Board Members act bona fide, with care and responsibility for the benefit and in the interests of the Company and its shareholders and with due regard to the interests of employees and public welfare. The Company Board Members act in good faith in the best interest of the Company rather than in their own interests or those of third persons. They prudently make all the decisions, consult experts, lawyers, and relevant employees on the validity, legitimacy, and expedience</p>

<p>and accept any unjustified privileges that might compromise their independence, and (c) clearly express their objections should a member consider that decision of the collegial body is against the interests of the company. Should a collegial body have passed decisions independent member has serious doubts about, the member should make adequate conclusions. Should an independent member resign from his office, he should explain the reasons in a letter addressed to the collegial body or audit committee and, if necessary, respective company-not-pertaining body (institution).</p>		<p>of taken actions.</p>
<p>4.3. Each member should devote sufficient time and attention to perform his duties as a member of the collegial body. Each member of the collegial body should limit other professional obligations of his (in particular any directorships held in other companies) in such a manner they do not interfere with proper performance of duties of a member of the collegial body. In the event a member of the collegial body should be present in less than a half of the meetings of the collegial body throughout the financial year of the company, shareholders of the company should be notified.</p>	<p>Yes</p>	<p>The Board Members are properly performing the functions assigned thereto and take active participation in all the meetings. Absence from the meeting is only allowed if the Board Member is taken ill.</p>
<p>4.4. Where decisions of a collegial body may have a different effect on the company's shareholders, the collegial body should treat all shareholders impartially and fairly. It should ensure that shareholders are properly informed on the company's affairs, strategies, risk management and resolution of conflicts of interest. The company should have a clearly established role of members of the collegial body when communicating with and committing to shareholders.</p>	<p>Yes</p>	<p>The Company management system ensures that all the shareholders' rights are protected, irrespective of the number of shares held thereby or of the fact whether a shareholder is a citizen of the Republic of Lithuania or a foreign entity. The Board Members treat all the shareholders impartially and fairly in pursuance of the Law on Companies of the Republic of Lithuania and the provisions of the Board regulations.</p>
<p>4.5. It is recommended that transactions (except insignificant ones due to their low value or concluded when carrying out routine operations in the company under usual conditions), concluded between the company and its shareholders, members of the supervisory or managing bodies or other natural or legal persons that exert or may exert influence on the company's management should be subject to approval of the collegial body. The decision concerning approval of such transactions should be deemed adopted only provided the majority of the independent members of the collegial body voted for such a decision.</p>	<p>Yes</p>	<p>All transactions (except insignificant ones due to their low value or concluded when carrying out routine operations in the Company under usual conditions), which are concluded between the Company and its shareholders or other natural or legal persons that exert or may exert influence on the Company's management are approved by the Board. The decision is adopted by a majority vote of the Board Members. This procedure is prescribed by the Board work regulations.</p>
<p>4.6. The collegial body should be independent in passing decisions that are significant for the company's operations and strategy. Taken separately, the collegial body should be independent of the company's management bodies. Members of the collegial body should act and pass decisions without an outside influence from the persons who have elected it. Companies should ensure that the collegial</p>	<p>Yes</p>	<p>In view of the provisions of Par 3.7. of the Code, the Company Board Members may not be considered independent. The Board is independent in passing decisions that are significant for the Company's operations and strategy. The Board is independent of the Head of the Company. The Board is provided with sufficient resources to discharge their duties.</p>

<p>body and its committees are provided with sufficient administrative and financial resources to discharge their duties, including the right to obtain, in particular from employees of the company, all the necessary information or to seek independent legal, accounting or any other advice on issues pertaining to the competence of the collegial body and its committees.</p>		
<p>4.7. Activities of the collegial body should be organized in a manner that independent members of the collegial body could have major influence in relevant areas where chances of occurrence of conflicts of interest are very high. Such areas to be considered as highly relevant are issues of nomination of company's directors, determination of directors' remuneration and control and assessment of company's audit. Therefore when the mentioned issues are attributable to the competence of the collegial body, it is recommended that the collegial body should establish nomination, remuneration, and audit committees. Companies should ensure that the functions attributable to the nomination, remuneration, and audit committees are carried out. However they may decide to merge these functions and set up less than three committees. In such case a company should explain in detail reasons behind the selection of alternative approach and how the selected approach complies with the objectives set forth for the three different committees. Should the collegial body of the company comprise small number of members, the functions assigned to the three committees may be performed by the collegial body itself, provided that it meets composition requirements advocated for the committees and that adequate information is provided in this respect. In such case provisions of this Code relating to the committees of the collegial body (in particular with respect to their role, operation, and transparency) should apply, where relevant, to the collegial body as a whole.</p>	<p>No</p>	<p>Issues of nomination of the Company Director and determination of the Director's remuneration are addressed by the Company Board. The audit is performed by an independent auditor elected at the General Meeting. In view of the structure, size, and activities of the Company, the committees prescribed in Par 4.7. of the Code have not been formed and their functions are going to be delegated to the collegiate body itself.</p>
<p>4.8. The key objective of the committees is to increase efficiency of the activities of the collegial body by ensuring that decisions are based on due consideration, and to help organize its work with a view to ensuring that the decisions it takes are free of material conflicts of interest. Committees should present the collegial body with recommendations concerning the decisions of the collegial body. Nevertheless the final decision shall be adopted by the collegial body. The recommendation on creation of committees is not intended, in principle, to constrict the competence of the collegial body or to remove the matters considered from the purview of the collegial body itself, which remains fully responsible for the decisions taken in its field of</p>	<p>No</p>	<p>In view of the structure, size, and activities of the Company, the collegiate body committees have not been formed. The Company Board remains fully responsible for the decisions taken in the field of its competence.</p>

competence.		
<p>4.9. Committees established by the collegial body should normally be composed of at least three members. In companies with small number of members of the collegial body, they could exceptionally be composed of two members. Majority of the members of each committee should be constituted from independent members of the collegial body. In cases when the company chooses not to set up a supervisory board, remuneration and audit committees should be entirely comprised of non-executive directors. Chairmanship and membership of the committees should be decided with due regard to the need to ensure that committee membership is refreshed and that undue reliance is not placed on particular individuals.</p>	No	The Company Board is composed of three members, who may not be considered independent in pursuance of the provisions of Par. 3.7. of the Code. The audit is performed by an independent auditor. Currently it is not possible to form nomination, remuneration, and audit committees, where the majority of members would be independent members of a collegiate body.
<p>4.10. Authority of each of the committees should be determined by the collegial body. Committees should perform their duties in line with authority delegated to them and inform the collegial body on their activities and performance on regular basis. Authority of every committee stipulating the role and rights and duties of the committee should be made public at least once a year (as part of the information disclosed by the company annually on its corporate governance structures and practices). Companies should also make public annually a statement by existing committees on their composition, number of meetings and attendance over the year, and their main activities. Audit committee should confirm that it is satisfied with the independence of the audit process and describe briefly the actions it has taken to reach this conclusion.</p>	No	The committees prescribed by the Code are not formed in the Company.
<p>4.11. In order to ensure independence and impartiality of the committees, members of the collegial body that are not members of the committee should commonly have a right to participate in the meetings of the committee only if invited by the committee. A committee may invite or demand participation in the meeting of particular officers or experts. Chairman of each of the committees should have a possibility to maintain direct communication with the shareholders. Events when such are to be performed should be specified in the regulations for committee activities.</p>	No	The committees prescribed by the Code are not formed in the Company.
<p>4.12. Nomination Committee. 4.12.1. Key functions of the nomination committee should be the following:</p> <ul style="list-style-type: none"> <li>Identify and recommend, for the approval of the collegial body, candidates to fill board vacancies. The nomination committee should evaluate the balance of skills, knowledge and experience on the management body, prepare a description of the roles and capabilities required to assume a particular office, and assess the time commitment expected. Nomination committee can also consider candidates to members of the collegial body delegated by the</li> </ul>	No	The nomination committee is not formed in the Company.

<p>shareholders of the company;</p> <ul style="list-style-type: none"> <li>• Assess on regular basis the structure, size, composition and performance of the supervisory and management bodies, and make recommendations to the collegial body regarding the means of achieving necessary changes;</li> <li>• Assess on regular basis the skills, knowledge and experience of individual directors and report on this to the collegial body;</li> <li>• Properly consider issues related to succession planning;</li> <li>• Review the policy of the management bodies for selection and appointment of senior management.</li> </ul> <p>4.12.2. Nomination committee should consider proposals by other parties, including management and shareholders. When dealing with issues related to executive directors or members of the board (if a collegial body elected by the general shareholders' meeting is the supervisory board) and senior management, chief executive officer of the company should be consulted by, and entitled to submit proposals to the nomination committee.</p>		
<p>4.13. Remuneration Committee.</p> <p>4.13.1. Key functions of the remuneration committee should be the following:</p> <ul style="list-style-type: none"> <li>• Make proposals, for the approval of the collegial body, on the remuneration policy for members of management bodies and executive directors. Such policy should address all forms of compensation, including the fixed remuneration, performance-based remuneration schemes, pension arrangements, and termination payments. Proposals considering performance-based remuneration schemes should be accompanied with recommendations on the related objectives and evaluation criteria, with a view to properly aligning the pay of executive director and members of the management bodies with the long-term interests of the shareholders and the objectives set by the collegial body;</li> <li>• Make proposals to the collegial body on the individual remuneration for executive directors and member of management bodies in order their remunerations are consistent with company's remuneration policy and the evaluation of the performance of these persons concerned. In doing so, the committee should be properly informed on the total compensation obtained by executive directors and members of the management bodies from the affiliated companies;</li> <li>• Make proposals to the collegial body on suitable forms of contracts for executive directors and members of the management bodies;</li> <li>• Assist the collegial body in overseeing how the company complies with applicable provisions regarding the remuneration-related information disclosure (in particular the remuneration policy applied and individual remuneration of directors);</li> <li>• Make general recommendations to the executive directors and members of the management bodies on the level and structure of remuneration for senior management (as defined by the collegial body) with regard to the respective information provided by the executive directors and members of the management bodies.</li> </ul> <p>4.13.2. With respect to stock options and other share-based incentives which may be granted to directors</p>	No	The remuneration committee is not formed in the Company.



<p>or other employees, the committee should:</p> <ul style="list-style-type: none"> <li>• Consider general policy regarding the granting of the above mentioned schemes, in particular stock options, and make any related proposals to the collegial body;</li> <li>• Examine the related information that is given in the company's annual report and documents intended for the use during the shareholders meeting;</li> <li>• Make proposals to the collegial body regarding the choice between granting options to subscribe shares or granting options to purchase shares, specifying the reasons for its choice as well as the consequences that this choice has.</li> </ul> <p>4.13.3. Upon resolution of the issues attributable to the competence of the remuneration committee, the committee should at least address the chairman of the collegial body and/or chief executive officer of the company for their opinion on the remuneration of other executive directors or members of the management bodies.</p>		
<p>4.14. Audit Committee.</p> <p>4.14.1. Key functions of the audit committee should be the following:</p> <ul style="list-style-type: none"> <li>• Observe the integrity of the financial information provided by the company, in particular by reviewing the relevance and consistency of the accounting methods used by the company and its group (including the criteria for the consolidation of the accounts of companies in the group);</li> <li>• At least once a year review the systems of internal control and risk management to ensure that the key risks (inclusive of the risks in relation with compliance with existing laws and regulations) are properly identified, managed and reflected in the information provided;</li> <li>• Ensure the efficiency of the internal audit function, among other things, by making recommendations on the selection, appointment, reappointment and removal of the head of the internal audit department and on the budget of the department, and by monitoring the responsiveness of the management to its findings and recommendations. Should there be no internal audit authority in the company, the need for one should be reviewed at least annually;</li> <li>• Make recommendations to the collegial body related with selection, appointment, reappointment and removal of the external auditor (to be done by the general shareholders' meeting) and with the terms and conditions of his engagement. The committee should investigate situations that lead to a resignation of the audit company or auditor and make recommendations on required actions in such situations;</li> <li>• Monitor independence and impartiality of the external auditor, in particular by reviewing the audit company's compliance with applicable guidance relating to the rotation of audit partners, the level of fees paid by the company, and similar issues. In order to prevent occurrence of material conflicts of interest, the committee, based on the auditor's disclosed inter alia data on all remunerations paid by the company to the auditor and network, should at all times monitor nature and extent of the non-audit services. Having regard to the principals and guidelines established in the 16 May 2002 Commission Recommendation 2002/590/EC, the committee should determine and apply a formal</li> </ul>	<p>No</p>	<p>The audit committee is not formed in the Company. It is not expedient to form the audit committee or any other committees prescribed by the Code. In terms of the number of employees the Company is attributed to the small and medium business category, whereas the requirements of the Code are accommodated to the business activities of large corporations.</p>

<p>policy establishing types of non-audit services that are (a) excluded, (b) permissible only after review by the committee, and (c) permissible without referral to the committee;</p> <ul style="list-style-type: none"> <li>• Review efficiency of the external audit process and responsiveness of management to recommendations made in the external auditor’s management letter.</li> </ul> <p>4.14.2. All members of the committee should be furnished with complete information on particulars of accounting, financial and other operations of the company. Company’s management should inform the audit committee of the methods used to account for significant and unusual transactions where the accounting treatment may be open to different approaches. In such case a special consideration should be given to company’s operations in offshore centers and/or activities carried out through special purpose vehicles (organizations) and justification of such operations.</p> <p>4.14.3. The audit committee should decide whether participation of the chairman of the collegial body, chief executive officer of the company, chief financial officer (or superior employees in charge of finances, treasury and accounting), or internal and external auditors in the meetings of the committee is required (if required, when). The committee should be entitled, when needed, to meet with any relevant person without executive directors and members of the management bodies present.</p> <p>4.14.4. Internal and external auditors should be secured with not only effective working relationship with management, but also with free access to the collegial body. For this purpose the audit committee should act as the principal contact person for the internal and external auditors.</p> <p>4.14.5. The audit committee should be informed of the internal auditor’s work program, and should be furnished with internal audit’s reports or periodic summaries. The audit committee should also be informed of the work program of the external auditor and should be furnished with report disclosing all relationships between the independent auditor and the company and its group. The committee should be timely furnished information on all issues arising from the audit.</p> <p>4.14.6. The audit committee should examine whether the company is following applicable provisions regarding the possibility for employees to report alleged significant irregularities in the company, by way of complaints or through anonymous submissions (normally to an independent member of the collegial body), and should ensure that there is a procedure established for proportionate and independent investigation of these issues and for appropriate follow-up action.</p> <p>4.14.7. The audit committee should report on its activities to the collegial body at least once in every six months, at the time the yearly and half-yearly statements are approved.</p>		
<p>4.15. Every year the collegial body should conduct the assessment of its activities. The assessment should include evaluation of collegial body’s</p>	<p>No</p>	<p>Before the General Meeting 2008 the Board will conduct an assessment of its activities. The most effective assessment of the Board activities is conducted by the shareholders, who</p>

<p>structure, work organization and ability to act as a group, evaluation of each of the collegial body member's and committee's competence and work efficiency and assessment whether the collegial body has achieved its objectives. The collegial body should, at least once a year, make public (as part of the information the company annually discloses on its management structures and practices) respective information on its internal organization and working procedures, and specify what material changes were made as a result of the assessment of the collegial body of its own activities.</p>		<p>approve at the meeting the financial statements for the previous year in the manner prescribed by the Law on Companies of the Republic of Lithuania.</p>
<p><b>Principle V: The working procedure of the company's collegial bodies</b></p> <p><b>The working procedure of supervisory and management bodies established in the company should ensure efficient operation of these bodies and decision-making and encourage active co-operation between the company's bodies.</b></p>		
<p>5.1. The company's supervisory and management bodies (hereinafter in this Principle the concept 'collegial bodies' covers both the collegial bodies of supervision and the collegial bodies of management) should be chaired by chairpersons of these bodies. The chairperson of a collegial body is responsible for proper convocation of the collegial body meetings. The chairperson should ensure that information about the meeting being convened and its agenda are communicated to all members of the body. The chairperson of a collegial body should ensure appropriate conducting of the meetings of the collegial body. The chairperson should ensure order and working atmosphere during the meeting.</p>	<p>Yes</p>	<p>The Company Board is chaired by the Chairperson. One of the key and major responsibilities of the Chairperson is the proper convocation of the Board Meetings. The Chairperson ensures that information on the meeting being convened and its agenda are communicated to all the Board Members. The Chairperson ensures appropriate conducting of the Board Meetings. Usually the Chairperson chairs the Board Meeting. The Chairperson is entitled to require the Head of the Company to provide all information on economic and financial activities of the Company, which is necessary to organise the Board work and to make decisions.</p>
<p>5.2. It is recommended that meetings of the company's collegial bodies should be carried out according to the schedule approved in advance at certain intervals of time. Each company is free to decide how often to convene meetings of the collegial bodies, but it is recommended that these meetings should be convened at such intervals, which would guarantee an interrupted resolution of the essential corporate governance issues. Meetings of the company's supervisory board should be convened at least once in a quarter, and the company's board should meet at least once a month.</p>	<p>Yes</p>	<p>The Board work regulations prescribe the meetings to be convened at least once monthly or, if required, more frequently, i.e. at such intervals, which would guarantee a continuous resolution of the essential corporate governance issues.</p>
<p>5.3. Members of a collegial body should be notified about the meeting being convened in advance in order to allow sufficient time for proper preparation for the issues on the agenda of the meeting and to ensure fruitful discussion and adoption of appropriate decisions. Alongside with the notice about the meeting being convened, all the documents relevant to the issues on the agenda of the meeting should be submitted to the members of the collegial body. The agenda of the meeting should not be changed or supplemented during the meeting, unless all members of the collegial body are present or certain issues of great importance to the company require</p>	<p>Yes</p>	<p>The Board work regulations prescribe the meetings to be convened at least once monthly or, if required, more frequently, i.e. at such intervals, which would guarantee a continuous resolution of the essential corporate governance issues.</p>

immediate resolution.		
5.4. In order to co-ordinate operation of the company's collegial bodies and ensure effective decision-making process, chairpersons of the company's collegial bodies of supervision and management should closely co-operate by co-ordinating dates of the meetings, their agendas and resolving other issues of corporate governance. Members of the company's board should be free to attend meetings of the company's supervisory board, especially where issues concerning removal of the board members, their liability or remuneration are discussed.	No	The supervisory board is not formed in the Company. The Head of the Company attends the Board Meetings because the Head of the Company is a Board Member. The Head of the Company presents the annual financial statements, the draft distribution of profit, the Annual Report of the Company, and other documents relative to the activities of the Company for the Board approval. The Board is entitled to require that certain decisions of the Head of the Company, which are in conflict with the law, the Articles of Association of the Company or the resolutions of the General Meeting, are cancelled.
<p><b>Principle VI: The equitable treatment of shareholders and shareholder rights</b></p> <p><b>The corporate governance framework should ensure the equitable treatment of all shareholders, including minority and foreign shareholders. The corporate governance framework should protect the rights of the shareholders.</b></p>		
6.1. It is recommended that the company's capital should consist only of the shares that grant the same rights to voting, ownership, dividend and other rights to all their holders.	Yes	The Company's capital consists of ordinary registered shares which grant equal rights to all their holders in pursuance of the Law on Companies of the Republic of Lithuania.
6.2. It is recommended that investors should have access to the information concerning the rights attached to the shares of the new issue or those issued earlier in advance, i.e. before they purchase shares.	Yes	The investors are informed of newly issued shares in the manner prescribed by the law of the Republic of Lithuania, i.e. through the information systems of the Securities Commission and Vilnius Stock Exchange. All the issue terms and conditions are contained in the Share Subscription Agreements.
6.3. Transactions that are important to the company and its shareholders, such as transfer, investment, and pledge of the company's assets or any other type of encumbrance should be subject to approval of the general shareholders' meeting. All shareholders should be furnished with equal opportunity to familiarize with and participate in the decision-making process when significant corporate issues, including approval of transactions referred to above, are discussed.	Yes	Since 2004 when the amendments to the Law on Companies and the Articles of Association of the company came into effect, transactions that are important to the Company and its shareholders, such as transfer, investment, pledge, rent, and acquisition of the Company's assets, are approved under the Board decision. The competencies of the General Meeting and the Board prescribed by the Articles of Association are concurrent with the provisions of the Law on Companies of the Republic of Lithuania.
6.4. Procedures of convening and conducting a general shareholders' meeting should ensure equal opportunities for the shareholders to effectively participate at the meetings and should not prejudice the rights and interests of the shareholders. The venue, date, and time of the shareholders' meeting should not hinder wide attendance of the shareholders. Prior to the shareholders' meeting, the company's supervisory and management bodies should enable the shareholders to lodge questions on issues on the agenda of the general shareholders' meeting and receive answers to them.	Yes	The General Meeting is convened in strict pursuance of the procedure prescribed by the Law on Companies of the Republic of Lithuania. The procedures related to the General Meeting prescribed by the Articles of Association are concurrent with the provisions of the Law on Companies of the Republic of Lithuania. In pursuance of the provisions and deadlines prescribed by the Law on Companies, prior to the General Meeting all the shareholders are provided equal opportunities to get information on the convened Meeting and its agenda.
6.5. It is recommended that documents on the course of the general shareholders' meeting, including draft resolutions of the meeting, should be placed on the publicly accessible website of the company in advance. It is recommended that the minutes of the general shareholders' meeting after signing them	Yes	In pursuance of the general procedure prescribed in the Law on Companies of the Republic of Lithuania, the shareholders are publicly informed on the convening of the General Meeting and at least 10 days before the Meeting they are provided a possibility to access the draft resolutions which are published on the Vilnius Stock Exchange website in Lithuanian and

<p>and/or adopted resolutions should be also placed on the publicly accessible website of the company. Seeking to ensure the right of foreigners to familiarize with the information, whenever feasible, documents referred to in this recommendation should be published in English and/or other foreign languages. Documents referred to in this recommendation may be published on the publicly accessible website of the company to the extent that publishing of these documents is not detrimental to the company or the company's commercial secrets are not revealed.</p>		<p>English. The signed minutes of the General Meeting and the passed resolutions are placed in publicly accessible media and submitted to the Registrar of Legal Persons in the manner prescribed by the Law on Companies of the Republic of Lithuania to the extent that publishing of these documents is not detrimental to the Company or the Company's commercial secrets are not revealed.</p>
<p>6.6. Shareholders should be furnished with the opportunity to vote in the general shareholders' meeting in person and in absentia. Shareholders should not be prevented from voting in writing in advance by completing the general voting ballot.</p>	<p>Yes</p>	<p>The shareholders of the Company enjoy unrestricted voting rights and they may exercise the right in person or through their proxies. When the voting right is implemented through the proxy, the later submits a proxy or an agreement on the transfer of the voting right is made therewith. The proxy of a shareholder who is a natural person must be notarised, whereas the proxy of a shareholder who is a legal person must be signed by the Head of the Company and bear the company seal. At least 10 days before the General Meeting the Company sends the general ballots by registered mail or hand them in personally against signature to the shareholders if the shareholders entitled to vote so request in writing.</p>
<p>6.7. With a view to increasing the shareholders' opportunities to participate effectively at shareholders' meetings, the companies are recommended to expand use of modern technologies in voting processes by allowing the shareholders to vote in general meetings via terminal equipment of telecommunications. In such cases security of telecommunication equipment, text protection and a possibility to identify the signature of the voting person should be guaranteed. Moreover, companies could furnish its shareholders, especially foreigners, with the opportunity to watch shareholder meetings by means of modern technologies.</p>	<p>N/A</p>	<p>Up to now the Company did not have the need of implementing this recommendation; the shareholders take part in the General Meetings in person or through their proxies where they vote to express their opinion.</p>
<p><b>Principle VII: The avoidance of conflicts of interest and their disclosure</b></p> <p><b>The corporate governance framework should encourage members of the corporate bodies to avoid conflicts of interest and assure transparent and effective mechanism of disclosure of conflicts of interest regarding members of the corporate bodies.</b></p>		
<p>7.1. Any member of the company's supervisory and management body should avoid a situation, in which his/her personal interests are in conflict or may be in conflict with the company's interests. In case such a situation did occur, a member of the company's supervisory and management body should, within reasonable time, inform other members of the same collegial body or the company's body that has elected him/her, or to the company's shareholders about a situation of a conflict of interest, indicate the nature of the conflict and value, where possible.</p>	<p>Yes</p>	<p>The principle of avoiding any conflict of interests means the duty of the Company Board Members to be loyal and to act in the best interest of the Company and its shareholders. The personal interests of the Board Members are not in conflict with their obligations related to their position in the Company and their loyalty to the Company.</p>
<p>7.2. Any member of the company's supervisory and management body may not mix the company's</p>	<p>Yes</p>	<p>The Company Board Members do not use the property of the Company unless such use is allowed and agreed upon by the</p>

assets, the use of which has not been mutually agreed upon, with his/her personal assets or use them or the information which he/she learns by virtue of his/her position as a member of a corporate body for his/her personal benefit or for the benefit of any third person without a prior agreement of the general shareholders' meeting or any other corporate body authorized by the meeting.		Board. The Company Board Members do not disclose confidential information or any other information that might cause damage to the Company or give the recipient of such information advantages with respect of the Company. The Company Board Members and executives have signed commercial secret non-disclosure agreements.
7.3. Any member of the company's supervisory and management body may conclude a transaction with the company, a member of a corporate body of which he/she is. Such a transaction (except insignificant ones due to their low value or concluded when carrying out routine operations in the company under usual conditions) must be immediately reported in writing or orally, by recording this in the minutes of the meeting, to other members of the same corporate body or to the corporate body that has elected him/her or to the company's shareholders. Transactions specified in this recommendation are also subject to recommendation 4.5.	Yes	The Company Board Members have not concluded any transactions with the Company. Such transaction should be immediately reported to the Board Members or the shareholders in writing or orally.
7.4. Any member of the company's supervisory and management body should abstain from voting when decisions concerning transactions or other issues of personal or business interest are voted on.	Yes	The Company Board Members are acquainted with these provisions and under the said circumstances, would implement this recommendation in practice.
<p><b>Principle VIII: Company's remuneration policy</b></p> <p><b>Remuneration policy and procedure for approval, revision and disclosure of directors' remuneration established in the company should prevent potential conflicts of interest and abuse in determining remuneration of directors, in addition it should ensure publicity and transparency both of company's remuneration policy and remuneration of directors.</b></p>		
8.1. A company should make a public statement of the company's remuneration policy (hereinafter the remuneration statement). This statement should be part of the company's annual accounts. Remuneration statement should also be posted on the company's website.	Yes	The report of the remuneration policy of the Company is revealed in the annual Prospectus-Report.
8.2. Remuneration statement should mainly focus on directors' remuneration policy for the following year and, if appropriate, the subsequent years. The statement should contain a summary of the implementation of the remuneration policy in the previous financial year. Special attention should be given to any significant changes in company's remuneration policy as compared to the previous financial year.	Yes	See comments to Pars 8.1.

<p>8.3. Remuneration statement should leastwise include the following information:</p> <ul style="list-style-type: none"> <li>• Explanation of the relative importance of the variable and non-variable components of directors' remuneration;</li> <li>• Sufficient information on performance criteria that entitles directors to share options, shares or variable components of remuneration;</li> <li>• Sufficient information on the linkage between the remuneration and performance;</li> <li>• The main parameters and rationale for any annual bonus scheme and any other non-cash benefits;</li> <li>• A description of the main characteristics of supplementary pension or early retirement schemes for directors.</li> </ul>		See comments to Pars 8.1.– 8.2.
<p>8.4. Remuneration statement should also summarize and explain company's policy regarding the terms of the contracts executed with executive directors and members of the management bodies. It should include, inter alia, information on the duration of contracts with executive directors and members of the management bodies, the applicable notice periods and details of provisions for termination payments linked to early termination under contracts for executive directors and members of the management bodies.</p>		”
<p>8.5. The information on preparatory and decision-making processes, during which a policy of remuneration of directors is being established, should also be disclosed. Information should include data, if applicable, on authorities and composition of the remuneration committee, names and surnames of external consultants whose services have been used in determination of the remuneration policy as well as the role of shareholders' annual general meeting.</p>		”
<p>8.6. Without prejudice to the role and organization of the relevant bodies responsible for setting directors' remunerations, the remuneration policy or any other significant change in remuneration policy should be included into the agenda of the shareholders' annual general meeting. Remuneration statement should be put for voting in shareholders' annual general meeting. The vote may be either mandatory or advisory.</p>		”
<p>8.7. Remuneration statement should also contain detailed information on the entire amount of remuneration, inclusive of other benefits, that was paid to individual directors over the relevant financial year. This document should list at least the information set out in items 8.7.1 to 8.7.4 for each person who has served as a director of the company at any time during the relevant financial year.</p> <p>8.7.1. The following remuneration and/or emoluments-related information should be disclosed:</p> <ul style="list-style-type: none"> <li>• The total amount of remuneration paid or due to the director for services performed during the relevant financial year, inclusive of, where relevant, attendance fees fixed by the annual general</li> </ul>		”

<p>shareholders meeting;</p> <ul style="list-style-type: none"> <li>• The remuneration and advantages received from any undertaking belonging to the same group;</li> <li>• The remuneration paid in the form of profit sharing and/or bonus payments and the reasons why such bonus payments and/or profit sharing were granted;</li> <li>• If permissible by the law, any significant additional remuneration paid to directors for special services outside the scope of the usual functions of a director;</li> <li>• Compensation receivable or paid to each former executive director or member of the management body as a result of his resignation from the office during the previous financial year;</li> <li>• Total estimated value of non-cash benefits considered as remuneration, other than the items covered in the above points.</li> </ul> <p>8.7.2. As regards shares and/or rights to acquire share options and/or all other share-incentive schemes, the following information should be disclosed:</p> <ul style="list-style-type: none"> <li>• The number of share options offered or shares granted by the company during the relevant financial year and their conditions of application;</li> <li>• The number of shares options exercised during the relevant financial year and, for each of them, the number of shares involved and the exercise price or the value of the interest in the share incentive scheme at the end of the financial year;</li> <li>• The number of share options unexercised at the end of the financial year; their exercise price, the exercise date and the main conditions for the exercise of the rights;</li> <li>• All changes in the terms and conditions of existing share options occurring during the financial year.</li> </ul> <p>8.7.3. The following supplementary pension schemes-related information should be disclosed:</p> <ul style="list-style-type: none"> <li>• When the pension scheme is a defined-benefit scheme, changes in the directors' accrued benefits under that scheme during the relevant financial year;</li> <li>• When the pension scheme is defined-contribution scheme, detailed information on contributions paid or payable by the company in respect of that director during the relevant financial year.</li> </ul> <p>8.7.4. The statement should also state amounts that the company or any subsidiary company or entity included in the consolidated annual financial statements of the company has paid to each person who has served as a director in the company at any time during the relevant financial year in the form of loans, advance payments or guarantees, including the amount outstanding and the interest rate.</p>		
<p>8.8. Schemes anticipating remuneration of directors in shares, share options or any other right to purchase shares or be remunerated on the basis of share price movements should be subject to the prior approval of shareholders' annual general meeting by way of a resolution prior to their adoption. The approval of scheme should be related with the scheme itself and not to the grant of such share-based benefits under that scheme to individual directors. All significant changes in scheme provisions should also be subject to shareholders' approval prior to their adoption; the approval decision should be made in shareholders' annual general meeting. In such case shareholders should be notified on all terms of suggested changes</p>	<p>No</p>	<p>The Company does not use schemes anticipating remuneration of directors in shares, since there have been no such cases in the Company. If there was such a possibility, such issues would be considered by the General Meeting, which would pass relevant resolutions.</p>



and get an explanation on the impact of the suggested changes.		
<p>8.9. The following issues should be subject to approval by the shareholders' annual general meeting:</p> <ul style="list-style-type: none"> <li>• Grant of share-based schemes, including share options, to directors;</li> <li>• Determination of maximum number of shares and main conditions of share granting;</li> <li>• The term within which options can be exercised;</li> <li>• The conditions for any subsequent change in the exercise of the options, if permissible by law;</li> <li>• All other long-term incentive schemes for which directors are eligible and which are not available to other employees of the company under similar terms.</li> </ul> <p>Annual general meeting should also set the deadline within which the body responsible for remuneration of directors may award compensations listed in this article to individual directors.</p>		See comment to Par 8.8.
<p>8.10. Should national law or company's Articles of Association allow, any discounted option arrangement under which any rights are granted to subscribe to shares at a price lower than the market value of the share prevailing on the day of the price determination, or the average of the market values over a number of days preceding the date when the exercise price is determined, should also be subject to the shareholders' approval.</p> <p>8.11. Provisions of Articles 8.8 and 8.9 should not be applicable to schemes allowing for participation under similar conditions to company's employees or employees of any subsidiary company whose employees are eligible to participate in the scheme and which has been approved in the shareholders' annual general meeting.</p>		”
<p>8.12. Prior to the annual general meeting that is intended to consider decision stipulated in Article 8.8, the shareholders must be provided an opportunity to familiarize with draft resolution and project-related notice (the documents should be posted on the company's website). The notice should contain the full text of the share-based remuneration schemes or a description of their key terms, as well as full names of the participants in the schemes. Notice should also specify the relationship of the schemes and the overall remuneration policy of the directors. Draft resolution must have a clear reference to the scheme itself or to the summary of its key terms. Shareholders must also be presented with information on how the company intends to provide for the shares required to meet its obligations under incentive schemes. It should be clearly stated whether the company intends to buy shares in the market, hold the shares in reserve or issue new ones.</p>		”

<p>There should also be a summary on scheme-related expenses the company will suffer due to the anticipated application of the scheme. All information given in this article must be posted on the company's website.</p>		
<p>8.1. A company should make a public statement of the company's remuneration policy (hereinafter the remuneration statement). This statement should be part of the company's annual accounts. Remuneration statement should also be posted on the company's website.</p>		”
<p><b>Principle IX: The role of stakeholders in corporate governance</b></p> <p><b>The corporate governance framework should recognize the rights of stakeholders as established by law and encourage active co-operation between companies and stakeholders in creating the company value, jobs and financial sustainability. For the purposes of this Principle, the concept “stakeholders” includes investors, employees, creditors, suppliers, clients, local community and other persons having certain interest in the company concerned.</b></p>		
<p>9.1. The corporate governance framework should assure that the rights of stakeholders that are protected by law are respected.</p>	Yes	<p>The corporate governance framework assures that the rights of stakeholders that are protected by law are respected. For instance, the rights of the Company employees are prescribed by the Labour Code and such rights are not violated by the Company. Other internal agreements, agreements with the suppliers, customers, and creditors are comprehensively implemented, which, in its own turn, adds to the long-term success and good performance results of the Company.</p>
<p>9.2. The corporate governance framework should create conditions for the stakeholders to participate in corporate governance in the manner prescribed by law. Examples of mechanisms of stakeholder participation in corporate governance include: employee participation in adoption of certain key decisions for the company; consulting the employees on corporate governance and other important issues; employee participation in the company's share capital; creditor involvement in governance in the context of the company's insolvency, etc.</p>	Yes	<p>The conditions for the stakeholders to participate in corporate governance are created in the manner prescribed by the law.</p>
<p>9.3. Where stakeholders participate in the corporate governance process, they should have access to relevant information.</p>	Yes	<p>The stakeholders have access to relevant information unless that is in breach of the law and the rules on commercial secret disclosure.</p>
<p><b>Principle X: Information disclosure and transparency</b></p> <p><b>The corporate governance framework should ensure that timely and accurate disclosure is made on all material information regarding the company, including the financial situation, performance and governance of the company.</b></p>		

<p>10.1. . The company should disclose information on:</p> <ul style="list-style-type: none"> <li>• The financial and operating results of the company;</li> <li>• Company objectives;</li> <li>• Persons holding by the right of ownership or in control of a block of shares in the company;</li> <li>• Members of the company’s supervisory and management bodies, chief executive officer of the company and their remuneration;</li> <li>• Material foreseeable risk factors;</li> <li>• Transactions between the company and connected persons, as well as transactions concluded outside the course of the company’s regular operations;</li> <li>• Material issues regarding employees and other stakeholders;</li> <li>• Governance structures and strategy.</li> </ul> <p>This list should be deemed as a minimum recommendation, while the companies are encouraged not to limit themselves to disclosure of the information specified in this list.</p>	Yes	Information on the Company is disclosed in the annual Prospectus-Report, the Explanatory Notes to the Financial Statements, the Report on the Company Activities, and in the Annual report as of 2007.
<p>10.2. It is recommended that consolidated results of the whole group to which the company belongs should be disclosed when information specified in item 1 of Recommendation 10.1 is under disclosure.</p>	No	The company does not belong to a consolidated company group.
<p>10.3. It is recommended that information on the professional background, qualifications of the members of supervisory and management bodies, chief executive officer of the company should be disclosed as well as potential conflicts of interest that may have an effect on their decisions when information specified in item 4 of Recommendation 10.1 about the members of the company’s supervisory and management bodies is under disclosure. It is also recommended that information about the amount of remuneration received from the company and other income should be disclosed with regard to members of the company’s supervisory and management bodies and chief executive officer as per Principle VIII.</p>	Yes	The information is provided in the Annual Report.
<p>10.4. It is recommended that information about the links between the company and its stakeholders, including employees, creditors, suppliers, local community, as well as the company’s policy with regard to human resources, employee participation schemes in the company’s share capital, etc. should be disclosed when information specified in item 7 of Recommendation 10.1 is under disclosure.</p>	Yes	The corporate governance framework assures that the rights of the employees and other stakeholders are respected. The requirements of the Labour Code with respect of the employees are strictly observed; they are offered favourable working conditions, e.g. life insurance policies are provided to the employees at the Company expense. The relations with the suppliers and customers are defined by contractual obligations which are not breached by the Company. Support to the local community is provided in the fields of sports, art, and education. Some of the employees are shareholders of the Company.
<p>10.5. Information should be disclosed in such a way that neither shareholders nor investors are discriminated with regard to the manner or scope of access to information. Information should be disclosed to all simultaneously. It is recommended that notices about material events should be announced before or after a trading session on the Vilnius Stock Exchange, so that all the company’s shareholders and investors should have equal access to the information and make informed investing decisions.</p>	Yes	As much as possible the Company provides information through the Vilnius Stock Exchange information disclosure system in Lithuanian and English simultaneously. The submitted information is published by the Stock Exchange on its website and the trading system, which ensures simultaneous disclosure of information to everybody. The company publishes the information before or after the Vilnius Stock Exchange trading session. The Company does not disclose any information that is likely to affect the price of securities issued thereby either in the comments, at an interview or otherwise until such information

		is made public through the Stock Exchange information disclosure system..
10.6. Channels for disseminating information should provide for fair, timely and cost-efficient access to relevant information by users. It is recommended that information technologies should be employed for wider dissemination of information, for instance, by placing the information on the company's website. It is recommended that information should be published and placed on the company's website not only in Lithuanian, but also in English, and, whenever possible and necessary, in other languages as well.	No	Before 2008 the Company did not have a website. Currently the Company is considering creating a website.
10.7. It is recommended that the company's annual reports and other periodical accounts prepared by the company should be placed on the company's website. It is recommended that the company should announce information about material events and changes in the price of the company's shares on the Stock Exchange on the company's website too.	No	Currently the company has no website.
<p><b>Principle XI: The selection of the company's auditor</b></p> <p><b>The mechanism of the selection of the company's auditor should ensure independence of the firm of auditor's conclusion and opinion.</b></p>		
11.1. An annual audit of the company's financial statements and report should be conducted by an independent firm of auditors in order to provide an external and objective opinion on the company's financial statements.	No	An independent audit of the interim financial statements is not conducted at the Company, since such audit is not mandatory under the law of the Republic of Lithuania.
11.2. It is recommended that the company's supervisory board and, where it is not set up, the company's board should propose a candidate firm of auditors to the general shareholders' meeting.	Yes	The Company Board proposes a candidate firm of auditors to the General Meeting.
11.3. It is recommended that the company should disclose to its shareholders the level of fees paid to the firm of auditors for non-audit services rendered to the company. This information should be also known to the company's supervisory board and, where it is not formed, the company's board upon their consideration which firm of auditors to propose for the general shareholders' meeting.	N/A	The audit firm has not provided non-audit services to the Company and the Company has paid no fees related to such services to the audit firm.

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Kauno tiekimas AB

(enterprise name)

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Ident.number 133523653, Palemono st.171, Kaunas

(enterprise identification number, address, other information)

APPROVED  
22 April 2008

**BALANCE SHEET**

31 December 2007

2007

In litas

(reporting period)

(reporting currency and level of its accuracy)

	ASSETS	Note No.	Financial year	Previous financial year
<b>A.</b>	<b>NON-CURRENT ASSETS</b>		<b>10.730.243</b>	<b>10.011.932</b>
I.	INTANGIBLE ASSETS	3,1	1.137	2.270
I.1.	Development works			
I.2.	Goodwill			
I.3.	Licences and patents			
I.4.	Computer software			
I.5.	Other intangible assets		1.137	2.270
II.	TANGIBLE ASSETS	3,2	2.703.135	1.649.203
II.1.	Land			
II.2.	Buildings and constructions		2.363.142	1.277.569
II.3.	Plant and equipment		58.027	2
II.4.	Vehicles		202.424	276.998
II.5.	Other property, plant and equipment		79.542	92.474
II.6.	Construction in progress			2.160
II.7.	Other tangible assets			
II.8.	Investment assets		0	0
II.8.1.	Land			
II.8.2.	Buildings			
III.	FINANCIAL ASSETS	3,3	8.025.971	8.360.459
III.1.	Investments in subsidiaries and associates			
III.2.	Loans to subsidiaries and associates			
III.3.	Amounts receivable after one year			
III.4.	Other financial assets		8.025.971	8.360.459
IV.	OTHER NON-CURRENT ASSETS		0	0
IV.1.	Deferred tax assets			
IV.2.	Other non-current assets			
<b>B.</b>	<b>CURRENT ASSETS</b>		<b>186.963.553</b>	<b>220.832.159</b>
I.	INVENTORIES, PREPAYMENTS AND CONTRACTS IN PROGRESS		11.457.731	489.798
I.1.	Inventories	3,4	11.290.247	467.567
I.1.1.	Raw materials and components		20.316	7.476
I.1.2.	Work in progress			
I.1.3.	Finished products			
I.1.4.	Goods for resale		11.269.931	460.091
I.2.	Prepayments		167.484	22.231
I.3.	Contracts in progress			
II.	AMOUNTS RECEIVABLE WITHIN ONE YEAR	3,5	155.644.721	200.522.165
II.1.	Trade amounts receivable		119.624.969	149.595.072
II.2.	Receivables from subsidiaries and associates			
II.3.	Other amounts receivable		36.019.752	50.927.093
III.	OTHER CURRENT ASSETS	3,6	19.551.425	19.123.360
III.1.	Current investments		19.494.721	19.123.360
III.2.	Time deposits			
III.3.	Other current assets		56.704	
IV.	CASH AND CASH EQUIVALENTS		309.676	696.836
	<b>TOTAL ASSETS:</b>		<b>197.693.796</b>	<b>230.844.091</b>

	EQUITY AND LIABILITIES	Note No.	Financial year	Previous financial year
<b>C.</b>	<b>EQUITY</b>		<b>16.823.550</b>	<b>16.445.918</b>
I.	CAPITAL	3,7	10.180.884	10.180.884
I.1.	Authorised (subscribed)		10.180.884	10.180.884
I.2.	Subscribed uncalled share capital (-)			
I.3.	Share premium			
I.4.	Own shares (-)			
II.	REVALUATION RESERVE (RESULTS)			
III.	RESERVES	3,9	1.148.087	721.406
III.1.	Legal reserve		369.626	346.023
III.2.	Reserve for acquiring own shares			
III.3.	Other reserves		778.461	375.383
IV.	RETAINED EARNINGS (LOSSES)	3,8	5.494.579	5.543.628
IV.1.	Profit (loss) of the reporting year		377.632	472.066
IV.2.	Profit (loss) of the previous year		5.116.947	5.071.562
<b>D.</b>	<b>GRANTS AND SUBSIDIES</b>			
<b>E.</b>	<b>AMOUNTS PAYABLE AND LIABILITIES</b>		<b>180.870.246</b>	<b>214.398.173</b>
I.	NON-CURRENT AMOUNTS PAYABLE AND LIABILITIES		0	0
I.1.	Financial debts			
I.1.1.	Leases and similar obligations			
I.1.2.	To credit institutions			
I.1.3.	Other financial debts			
I.2.	Trade amounts payable			
I.3.	Amounts received in advance			
I.4.	Provisions		0	0
I.4.1.	For covering liabilities and demands			
I.4.2.	For pensions and similar obligations			
I.4.3.	Other provisions			
I.5.	Deferred tax liabilities			
I.6.	Other amounts payable and non-current liabilities			
II.	CURRENT AMOUNTS PAYABLE AND LIABILITIES	3,11	<b>180.870.246</b>	<b>214.398.173</b>
II.1.	Current portion of non-current debts			
II.2.	Financial debts		110.832.198	52.950.317
II.2.1.	To credit institutions		103.919.978	52.950.317
II.2.2.	Other debts		6.912.220	
II.3.	Trade amounts payable		65.428.346	123.327.383
II.4.	Amounts received in advance		2.774.816	238.674
II.5.	Profit tax liabilities			44.897
II.6.	Liabilities related with labour relations		320.330	239.608
II.7.	Provisions			
II.8.	Other amounts payable and current liabilities		1.514.556	37.597.294
	<b>TOTAL EQUITY AND LIABILITIES:</b>		<b>197.693.796</b>	<b>230.844.091</b>

\_\_\_\_\_  
Director General  
title of the head of enterprise  
administration

\_\_\_\_\_  
(signature)

\_\_\_\_\_  
Irena Keblerienė  
(full name)

Kauno tiekimas AB  
(enterprise name)

Ident number 133523653, Palemono st.171, Kaunas  
(enterprise identification number, address, other information)

APPROVED  
22 April 2008

### INCOME STATEMENT

31 December 2007

in litas

to specify – in litas or thousands of litas

No.	ITEMS	Note No.	Financial Year	Previous financial year
I.	SALES INCOME	3,15	417.380.639	647.990.246
II.	COST OF SALES		366.874.458	598.732.417
<b>III.</b>	<b>GROSS PROFIT (LOSS)</b>		<b>50.506.181</b>	<b>49.257.829</b>
IV.	OPERATING COSTS		47.793.986	66.243.594
IV.1.	Sales	3,14	42.834.840	61.074.219
IV.2.	General and administrative	3,16	4.959.146	5.169.375
<b>V.</b>	<b>OPERATING PROFIT (LOSS)</b>	3,15	<b>2.712.195</b>	<b>-16.985.765</b>
VI.	OTHER ACTIVITIES		200.206	399.270
VI.1.	Income		233.540	402.321
VI.2.	Expenses		33.334	3.051
VII.	FINANCING AND INVESTING ACTIVITIES	3,12	-2.349.565	17.330.338
VII.1.	Income		6.894.475	23.854.690
VII.2.	Expenses		9.244.040	6.524.352
<b>VIII.</b>	<b>PROFIT (LOSS) FROM NORMAL ACTIVITIES</b>		<b>562.836</b>	<b>743.843</b>
IX.	GAIN			
X.	LOSSES			
<b>XI.</b>	<b>PROFIT (LOSS) BEFORE TAX</b>		<b>562.836</b>	<b>743.843</b>
XII.	PROFIT TAX	3,18	185.204	271.777
<b>XIII.</b>	<b>NET PROFIT (LOSS)</b>		<b>377.632</b>	<b>472.066</b>

Director General

title of the head of enterprise  
administration

\_\_\_\_\_  
(signature)

Irena Keblerienė

(full name)



Kauno tiekimas AB

(enterprise name)

Palemono str.171, Kaunas idn.No.133523653

(enterprise identification number, address, other information)

APPROVED

22 April 2008**STATEMENT OF CHANGES IN EQUITY**

	2007		31 December 2007				litas				
	(reporting period)						Indicate – litas or thousands of litas				
	Paid up authorised capital	Share premium	Own shares (-)	Revaluation reserve (results)		Legal reserves		Other reserves		Retained earnings (losses)	Total
				of non-current tangible assets	of financial assets	compulsory	Acquisition of own shares				
	1	2	3	4	5	6	7	8	9	10	11
<b>1. Balance at the beginning of previous financial year (31 12 2005)</b>	<b>10.180.884</b>					<b>99.233</b>		<b>50.868</b>	<b>330.778</b>	<b>5.312.089</b>	<b>15.973.852</b>
2. Result of change in accounting policies											0
3. Result of correcting essential errors											0
<b>4. Recalculated balance at the beginning of previous financial year</b>	<b>10.180.884</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>99.233</b>	<b>0</b>	<b>50.868</b>	<b>330.778</b>	<b>5.312.089</b>	<b>15.973.852</b>
5. Increase / decrease in non-current tangible assets value											0
6. Increase / decrease in financial assets value											0
7. Acquisition / sales of own shares											0
8. Profit / loss, excluded from Income Statement											0
9. Net profit / loss of the reporting period										472.066	472.066

	1	2	3	4	5	6	7	8	9	10	11
10. Dividends											0
11. Other payments											0
12. Formed reserves						246.790			125.000	-371.790	0
13. Used reserves									-131.263	131.263	0
14. Increase / reduction of authorised capital											0
<b>15. Balance at the end of previous financial year (31 12 2006)</b>	<b>10.180.884</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>346.023</b>	<b>0</b>	<b>50.868</b>	<b>324.515</b>	<b>5.543.628</b>	<b>16.445.918</b>
16. Increase / decrease in non-current tangible assets value											0
17. Increase / decrease in financial assets value											0
18. Acquisition of own shares											0
19. Profit / loss, excluded from Income Statement											0
20. Net profit / loss of the reporting period										377.632	377.632
21. Dividends											0
22. Other payments											0
23. Formed reserves						23.603			494.000	-517.603	0
24. Used reserves								-50.868	-40.054	90.922	0
25. Increase / reduction of authorised capital											0
<b>26. Balance at the end of reporting period ( 31 12 2007 )</b>	<b>10.180.884</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>369.626</b>	<b>0</b>	<b>0</b>	<b>778.461</b>	<b>5.494.579</b>	<b>16.823.550</b>

Director General

(title of the head of enterprise administration)

(signature)

Irena Keblerienė

(full name)

**Kauno tiekimas AB**

(enterprise name)

Registr.number 133523653, Palemono st. 171, Kaunas

(enterprise registration number, address, other information)

APPROVED

22 April 2008

**CASH FLOW STATEMENT**

**2007**

reporting period

in litas

to specify – in litas or thousands of litas

No.	ITEMS	Note No.	Financial Year	Previous financial year
<b>I.</b>	<b>Cash flows from operating activities</b>			
I.1.	Net profit (loss)		377.632	472.066
I.2.	Depreciation and amortization costs	3,2	235.226	212.321
I.3.	Decrease (increase) in amounts receivable after one year			
I.4.	Decrease (increase) in inventory		-10.822.680	3.173.376
I.5.	Decrease (increase) in advances received		-95.981	229.077.222
I.6.	Decrease (increase) in contracts in progress			
I.7.	Decrease (increase) in trade receivables		29.970.103	-26.507.515
I.8.	Decrease (increase) in amounts receivable from subsidiaries and associates			
I.9.	Decrease (increase) in other amounts receivable		14.858.069	42.821.701
I.10.	Decrease (increase) in other current assets		-652.290	
I.11.	Increase (decrease) in non-current payables to suppliers and advances received			
I.12.	Increase (decrease) in current payables to suppliers and advances received		-55.362.895	-308.400.411
I.13.	Increase (decrease) in profit tax liability		-39.545	-74.366
I.14.	Increase (decrease) in liabilities connected with labour relations		28.180	22.080
I.15.	Increase (decrease) in provisions			
I.16.	Increase (decrease) in other amounts payable and liabilities		<b>-36.035.548</b>	<b>24.623.930</b>
I.17.	Elimination of financing and investing activity results		4.975.312	-20.658.849
	<b>Net cash flows from operating activities</b>		<b>-52.564.417</b>	<b>-55.238.445</b>
<b>II.</b>	<b>Cash flows from investing activities</b>			
II.1.	Acquisition of non-current assets (excluding investments)	3,2	-1.309.796	-206.066
II.2.	Transfer of non-current assets (excluding investments)	3,2	22.236	11.345
II.3.	Acquisition of long-term investments	3,3	-99.639	-1.270.500
II.4.	Transfer of long-term investments	3,3	595.650	15.820.945
II.5.	Loans granted			
II.6.	Loans recovered			12.503.094
II.7.	Dividends and interest received	3,12	2.214.261	2.464.815
II.8.	Other increase in cash flows from investing activities	3,12	320	8.329.124
II.9.	Other decrease in cash flows from investing activities	3,6		-8.135.523
	<b>Net cash flows from investing activities</b>		<b>1.423.032</b>	<b>29.517.234</b>
<b>III.</b>	<b>Cash flows from financing activities</b>			
III.1.	Cash flows related to enterprise owners:		0	0
III.1.1.	Emission of shares			

No.	ITEMS	Note No.	Financial Year	Previous financial year
III.1.2.	Owners' contributions against losses			
III.1.3.	Purchase of own shares			
III.1.4.	Dividends paid			
III.2.	Cash flows arising from other financing sources		50.759.303	25.779.322
III.2.1.	Increase in financial debts		191.710.178	285.429.393
III.2.1.1.	Loans received		191.710.178	285.429.393
III.2.1.2.	Issue of bonds			
III.2.2.	Decrease in financial debts		-140.086.357	-258.914.326
III.2.2.1.	Loans repaid		-133.828.297	-253.301.920
III.2.2.2.	Purchase of bonds			
III.2.2.3.	Interest paid	3,12	-6.258.060	-5.612.406
III.2.2.4.	Payments of lease (finance lease) liabilities			
III.2.3.	Increase in other enterprise liabilities			
III.2.4.	Decrease in other enterprise liabilities			
III.2.5.	Other increase in cash flows from financial activities			176.201
III.2.6.	Other decrease in cash flows from financial items	3,12	-864.518	-911.946
	<b>Net cash flows from financing activities</b>		<b>50.759.303</b>	<b>25.779.322</b>
<b>IV.</b>	<b>Cash flows from extraordinary items</b>		<b>0</b>	<b>0</b>
IV.1.	Increase in cash flows from extraordinary items			
IV.2.	Decrease in cash flows from extraordinary items			
<b>V.</b>	<b>The effects of changes in foreign exchange rates on cash and cash equivalents balance</b>		<b>-5.078</b>	<b>-6.732</b>
<b>VI.</b>	<b>Net increase (decrease) in cash flows</b>		<b>-387.160</b>	<b>51.379</b>
<b>VII.</b>	<b>Cash and cash equivalents at the beginning of period</b>		<b>696.836</b>	<b>645.457</b>
<b>VIII.</b>	<b>Cash and cash equivalents at the end of period</b>		<b>309.676</b>	<b>696.836</b>

Director General  
title of the head of enterprise  
administration

\_\_\_\_\_  
(signature)

Irena Keblerienė  
(full name)

**AB Kauno Tiekimas**

Company code: 133523653, address: Palemono g.171, Kaunas

APPROVED  
22 April 2008

**EXPLANATORY NOTES  
TO FINANCIAL STATEMENTS 2007**

**I. GENERAL PROVISIONS**

**1. Registration date**

The company is a limited liability company. AB Kauno Tiekimas is a legal person which has commercial, production and economic, financial, organisational, and legal independence. Address: Palemono g.171, Kaunas, LT-52501. Administrator's telephone number: (8 37) 37 35 50, General Director's telephone number: (8 37) 47 37 44, telephone/fax: (8 37) 47 37 44. e-mail: [tiekimas@kaunas.balt.net](mailto:tiekimas@kaunas.balt.net). Legal form: public limited liability company. AB Kauno Tiekimas was registered on 26 November 1992, register No 007496, Company code 133523653. The Company has no website.

**2. Financial year**

The financial year of the company starts on 1 January and ends on 31 December.

**3. Information on branches and representative offices of the Company**

The Company has one branch. The branch was registered on 8 November 2002. The code of the branch is 235944730. The branch is a structural unit of the Company which is not a legal person. The activities of the branch are regulated by its Statute. The Director of the branch shall organize the work of the branch, direct its economic activities, manage its property, issue orders, and approve/sign the documents. AB Kauno Tiekimas branch specialises in the sales of alumina and other aluminium industry products and sells the products produced by Birač factory operating in Bosnia and Herzegovina.

**4. Information on subsidiaries of the Company**

The Company has no subsidiaries.

**5. Information on associates**

The Company has no associates.

**6. Activities of the Company**

The main activities include commercial activities and services. Commercial activities: wholesale and retail. Services: customs and terminal services, rent of premises. The wholesale is performed outside Lithuania. The branch of the company is engaged in

alumina wholesale. The retail and services are provided in Lithuania. Apart from ordinary activities, the Company is involved in financial and investment activities.

**7. Material conditions under which the Company is operating and which are likely to influence the development of the Company**

A customs post, warehouses, and an IE terminal are located on the territory of the Company. There is a potential for expanding wholesale trade of materials for alumina production.

**7.1. Strategic products**

The branch of the Company is supplying hydrate of sodium and bauxites for the alumina factory in Bosnia and sells alumina produced in the said factory.

**7.2. Economic environment**

Since 2002, the Company has been successfully trading in alumina, which is the main raw material in aluminium production, and the main materials required for alumina production. The global alumina prices depend on the supply and demand of the exporting and importing countries. The fluctuations in alumina prices have direct impact on the performance of the Company.

In 2007 the global alumina market became better balanced and more competitive. The significant shortage in alumina products, which persisted in the previous years, reduced considerably after new alumina suppliers and producers emerged in the market. Despite of the market trends and ever increasing competitive environment, the Company continued profitable operation.

**7.3. Social environment**

During the reporting year the wages of the Company employees kept growing. The wages at the Company include a fixed and variable portion. The variable portion depends on the business results of the Company, the efficiency of the employee, performance of urgent and complicated tasks, disciplinary punishments, qualification, and other factors.

There is no pension funding in the Company.

**7.4. Technical and technological factors.**

The long—term real estate owned by the Company was constructed long ago; thus it needs to be repaired in order to preserve its condition that would bring about economic benefits. During the reporting year the improvements of the existing long-term real estate amounted to LTL1.2m.

**7.5. Environmental factors**

The Company is renting out its cement elevator, where wholesale trade and packaging of cement is taking place. Due to this operation, the Company is paying the environmental tax for pollution from stationary pollution sources. The Company also pays the environmental tax for pollution from mobile pollution sources, i.e. the cars, tractors, and railway vehicles owned by the Company.

**8. Changes in the authorised capital**

There have been no changes in the authorised capital in the reporting year.

**9. Number of employees**

At the beginning and the end of the reporting year the Company employed 59 and 56 persons, respectively.

**2. SHARES AND ACCOUNTING FOR SHARES**

The authorised capital of LTL10,180,884 is registered with the Register of Companies. The Company has issued 10,180,884 ordinary registered shares with the nominal value of LTL1 each; the total nominal value of the shares amounts to LTL10,180,884. All the shares are paid up in full. The authorised capital is not intended to be increased by converting or exchanging the issued debt securities or derivatives for shares.

Shareholders whose participation in AB Kauno Tiekimas authorised capital and the number of votes held thereby exceed 5 percent as of 31-12-2007.

Shareholder	Company Register No	Seat address	No of shares		Participation in the authorised capital, %	
			Total	Under the property right	Total	Under the property right
UAB Ūkio Banko Investicinė Grupė	135201099	K.Donelaičio g.60, Kaunas	3597376	1827783	35.33	17.95
UAB FMĮ Finbaltus	122020469	Konstitucijos pr.23-660, Vilnius	3597376	1769593	35.33	17.38
AB Ūkio bankas	112020136	Maironio g.25, Kaunas	2000000	2000000	19.64	19.64
InCompleks LLC	CP00193203	101 South Spring Street, Suite 220 Little Rock, Arkansas 72201, JAV	1502461	1502461	14.76	14.76
UAB Energolinija	135201099	Palemono g. 171, Kaunas	1232000	1232000	12.1	12.1

Group of related persons:

Company	Seat address of the company	Company code	No of shares and votes
UAB Ūkio Banko Investicinė Grupė	K.Donelaičio g.60, Kaunas	135201099	1 827 783
UAB FMĮ Finbaltus	Konstitucijos pr.23-660, Vilnius	122020469	1 769 593

Since 31/03/2003, AB Kauno Tiekimas securities have been included to the Vilnius Stock Exchange Current List. Securities code: LT0000104879.

Reporting period		Central market and block trading					
from	to	Price (LTL)			Last session date	Total turnover	
		Max	Min.	Last session		Units	LTL
2007-01-01	2007-03-01	1.89	1.12	1.12	2007-03-30	365 347	622 030
2007-04-01	2007-06-30	1.24	0.95	1.08	2007-06-29	189 562	196 029
2007-07-01	2007-09-30	1.07	0.95	0.98	2007-09-28	167 834	169 448
2007-10-01	2007-12-31	1.07	0.82	0.94	2007-12-21	130 695	124 698

The Company has entered into a contract for managing securities accounts with UAB FMĮ Finbaltus, Konstitucijos pr.23-660, Vilnius.

### 3. MEMBERS OF MANAGING BODIES

The Supervisory Board is not formed.  
Board members:

Chairman of the Board Igor Gončaruk holds 65,994 shares or 0.65% of AB Kauno Tiekimas authorised capital, 14,190 UAB Agrobiznis shares (100%), 100 UAB Klemka shares (100%), 7,200 UAB Kauno Tiekimo Prekybos Centras shares (60%). Igor Gončaruk does not have shareholdings of other companies exceeding 5 percent.

Board member Irena Keblerienė has no shareholdings in the Company. Irena Keblerienė does not have any positions in other companies or any shareholdings of other companies exceeding 5 percent.

Board member Nijolė Varanavičienė, UAB Energolinija Board member, does not have any position in the Company or shares of the Company. Nijolė Varanavičienė does not have any shareholdings of other companies exceeding 5 percent.

The term of the Board members' office started on from 25 April 2007 and it will continue until April 2.

Administration:

Irena Keblerienė, General Director, has no shareholdings in the Company.

Igor Gončaruk, CEO, holds 65,994 shares of the Company or 0.65% of the authorised capital.

Danutė Skučienė, Chief Financial Officer has no shareholdings in the Company, does not have any positions in other companies or any shareholdings of other companies exceeding 5 percent.



Vaclovas Macijauskas, AB Kauno Tiekimas branch Director, has no shareholdings in the Company. Vaclovas Macijauskas holds 327,100 shares in UAB Korelita, i.e. 9.99 percent of the authorised capital.

Gediminas Antanas Baranauskas, AB Kauno Tiekimas Branch Chief Financial Officer, has no shareholdings in the Company, does not have any positions in other companies, he holds 8 UAB Pilega shares representing 13.33 percent of the authorised capital.

## II. ACCOUNTING POLICY

### 1. Legal framework used as basis for preparing the financial accountability

The Company maintains the accounting and prepares the financial statements in pursuance of the following legal acts governing the financial accountability:

- international accounting standards;
- the Accounting Law of the Republic of Lithuania;
- the Law on Financial Statement of Entities of the Republic of Lithuania;
- other legislation of the Republic of Lithuania.

### 2. Asset and equity item valuation methods applied for the purpose of preparing financial statements:

In AB Kauno Tiekimas Balance Sheet of 31 December 2007, the assets are evaluated as follows:

- intangible assets: at the acquisition cost less accumulated amortization and impairment value;
- non-current tangible assets: at the acquisition (production) cost less accumulated depreciation;
- financial assets: at the fair value on 30-12-2007, with the revaluation result reflected in the Profit and Loss Account;
- other inventories: at the acquisition value or at the net realisable value, whichever is smaller
- goods for resale: at the acquisition value or net realisable value, whichever is smaller;
- loans and amounts receivable: at the amortised acquisition value;
- other items on the Balance Sheet are valued at the acquisition cost.

### 3. Tangible and intangible non-current assets

#### 3.1. Intangible assets

In the Balance Sheet, the intangible assets are stated at their residual value (the accumulated amortization is deducted from the acquisition cost).

Non-pecuniary identifiable assets without a material form that are held in the Company's disposition and that are used by the Company in anticipation to get direct and indirect economic benefits are classified in the category of Intangible Assets.

The directly proportional (linear) method is used to calculate amortization. The quick sale value is LTL1.

The amortization costs are classified as the operating costs of the Company. The running costs of intangible assets as well as other subsequent costs are attributed to the costs of the reporting period when they were incurred.

Software with a 3-year period of amortization is accounted in Intangible Assets.

After a transfer of intangible assets, the Profit and Loss Account, under Other Operations, reflects the result of the transaction: profit or loss.

### 3.2. Tangible assets

Assets are classified as non-current tangible, if: they are held and controlled by the Company, the Company expects them to bring economic benefits in the future periods, they will be used for a period exceeding one year, their acquisition (production) cost can be reasonably established, and their value exceeds the minimum value established for that group. The minimum value established for all groups of non-current tangible assets is LTL1,000.

The directly proportional (linear) method is used to calculate the depreciation of non-current tangible assets. The quick sale value is LTL1. The depreciation costs are classified in the category of the operating costs of the Company.

The following average life has been established for asset groups:

No	Non-current tangible asset group	Useful life (years)
1	Buildings and constructions	6 - 85
2	Plant and equipment	15
3	Vehicles	3 - 11
4	Other property, plant and equipment	3 - 18

At the moment of acquisition, non-current tangible assets are recognized in the accounting at the acquisition (production) cost. In the Balance Sheet, the tangible assets are stated at the acquisition cost less accumulated depreciation.

Useful life is extended and the serviceability is improved	The asset acquisition cost is increased by the value of works and the useful life period is revised
Serviceability is improved	The asset acquisition cost is increased by the value of works
Useful life is extended	The asset acquisition cost is increased by the value of works and the useful life period is revised
Serviceability is not improved nor useful life is extended; only relevant operation condition is maintained	The cost of works is recognized as the operating costs of the reporting period

### 3.3. Non-current asset depreciation accounting

Non-current asset depreciation accounting methods have not been applied in the Company.

### 4 Financial asset accounting

In pursuance of IAS 39, financial assets are classified as follows:

- financial assets valued at their fair value in the Profit and Loss Account;
- financial assets held to maturity (no such assets during the reporting period);
- financial assets available for sale;

When the Company first recognizes financial assets, their value is set at the acquisition cost, i.e. the value of the consideration paid. The value of the paid consideration is determined with respect of the total amount paid for the financial assets or the value of other transferred assets. The value of consideration is usually determined based on the transaction price.

The financial assets reflected at the fair value in the Profit and Loss Account are valued based on the.

### **5. Inventories accounting policy**

Current assets of the Company that are consumed for generating revenue within one year are classified as inventories. In the accounting and financial statements, inventories are grouped into:

- raw materials and completion goods;
- goods purchased for resale.

In the financial statements, the inventories are stated with respect of the acquisition (production) costs or the net realisable value, whichever is less.

FIFO method is used to assign the acquisition cost of inventories.

The acquisition cost of the goods purchased for resale, raw materials, and completion goods includes the purchase price less discounts on the purchase, purchase related taxes and levies (except for those that will be recovered at a later stage), significant delivery costs, and the costs of preparing the inventories for use.

The cost of goods purchased in foreign currency is calculated at the official exchange rate of the currency of the Republic of Lithuania on the purchase date irrespective of the payment date. The purchase date is defined according to the contract terms in pursuance of INCOTERMS.

The net realisable value of inventories is calculated in accordance with the quantified inventories sales price on the financial statement date less the quantified inventories sales costs. At the end of the reporting year, the value of goods stored in the warehouse of the Company in Lithuania is set at the realizable value.

### **6. Receivables**

When the receivables are registered in the accounting, they are stated at the amortised value. When the annual financial statements are being prepared, the receivables are stated at the net value, i.e. after the doubtful debts are deducted. The doubtful debt expense is carried at the Profit and Loss Account for the reporting period.

### **7. Revenue and expense recognition methods**

The sales revenue is recognised on accumulation basis, i.e. it is registered in the accounting when it is earned irrespective of the receipt of revenue. Only the increase of the economic benefits of the Company is considered income. The value added tax is not recognised as revenue. The revenue size is agreed by the Company and the customer. That represents the fair value of the goods and services considering the offered and prospective discounts, the return of sold goods, and price-off.

The goods are considered sold when the following conditions are met: the Company transfers the risk, which is related to the sold goods, to the customer; the Company no longer possesses or controls the sold goods; the economic benefits related to the sales transaction are likely to be received and its size can be reliably quantified; the expenses related to the sales transaction can be reliably quantified.

In 2007, no AB Kauno Tiekimas merchandises were sold by extending a trade credit exceeding one year.

The revenue from the company's financial and investment activities include: received dividends, positive influence of exchange rate differences, interest and late charges, revenue from financial assets revaluation.

The expense is recognised on the accumulation and comparison basis in the reporting period when the revenue related thereto is earned irrespective of the time when the money is spent.

Sales, general and administrative expenses are classified in the category of operating costs. The result of the transfer of the used non-current tangible and intangible assets is classified as other activities excluding financial and investment activities.

The financial and investment activities include: interests, fines, late charges, result of exchange rate differences, and other revenue and expense of the financial and investment activities.

Fines and late charges are recognised on accumulation basis.

### **8. Methods of accounting for borrowing and other similar expenses**

Interests charged on received loans and on property acquired on lease (financial lease) terms as well as other borrowing related expenses are recognised as expense in the periods when they emerge.

The Company is using a bank credit line and factoring. The variable tax rate of the credit lines depends on the VILIBOR (Vilnius Inter Bank Offering Rate) and LIBOR (London Inter Bank Offering Rate) fluctuations. An increase in the credit source price would have a negative impact on the Company business result.

### **9. Description of accounting methods applied to taxes, foreign currency transactions, and offsetting**

#### **9.1. Taxes**

The major taxes paid by the Company include the property tax, the tax on land rent, the VAT, the profits tax, the social tax, and the pollution tax. The Company withholds the income tax of individuals from the employees' salaries/wages and pays the same into the state budget. The Company also pays the social insurance contributions

#### **9.2 Foreign currency transactions**

At initial recognition, a foreign currency transaction is stated in the currency of the financial statement at the exchange rate on the transaction day. The Balance Sheet currency items are stated in the currency of the financial statement at the exchange rate on the Balance Sheet date.

Business trip related expenses in foreign currency are reflected in the currency of the financial statement at the exchange rate on the day of leaving on business.

The Balance Sheet currency items are stated in the currency of the financial statement at the exchange rate on the Balance Sheet date.

The differences that emerge when the amounts stated in the currency items are paid at an exchange rate which is different from that at initial recognition or on the last day of the financial accounting (where the currency items have been recognised in the previous financial year) are recognized as revenue and expense of the reporting period.

The Profit and Loss Account, under Financial and Investment Activities, carries only the result of the currency rate differences. The currency used for payments with business partners in Europe is EUR (Euro), in Asia and other continents it is USD (USA dollar). The fluctuations in the USD exchange rate may affect the result of the Company.

**9.3. Circumstances when only the net result of a business transaction is reflected in the financial statements**

The financial statements show only the net result of a business transaction upon the transfer of non-current assets and the receipt of insurance coverage for incurred losses.

**10. Definition of cash and cash equivalents**

The Cash and Cash Equivalents item reflects cash at bank and in hand. The Company holds no current highly liquid debt securities.

**11. Description of business and geographical segments**

AB Kauno Tiekimas is developing two major business segment groups: sales of goods and rendering services.

The sales of goods include the sales of alumina, hydrate of sodium, etc. The services include the lease of the property owned by the Company and other services provided to the lessees, e.g. loading services, etc.

The Company is supplying hydrate of sodium and bauxites for the alumina factory in Bosnia and sells alumina produced in the said factory. In 2007, the foreign sales of the Company amounted to LTL415,501,977. Lt. The trade of alumina is performed outside Lithuania and its geography is very broad, including European and Asian countries, and the USA.

**12. Provision formation principles**

No provisions are formed in AB Kauno Tiekimas annual financial statements for 2007. The reserve of vacation pay and the related social insurance contribution for the next year are attributed to the current liabilities of the Company and are stated on the Balance Sheet under Employment Related Liabilities.

**13. Company policies and programmes in the fields of environmental protection, energy saving, use of ecological materials and waste utilisation, water pollution and reduction of emissions**

The environmental policy of the company aims at reducing the atmospheric air, surface, and ground water pollution. For this purpose, an action plan for 2007 on the reduction of atmospheric pollution under unfavourable pollution dissipation conditions has been drafted. Since continuous flows of cargo trucks are going on the territory of the Company, the Company keeps cleaning and maintaining the territory to prevent the pollution of the surface and ground water. To monitor the pollution, water analysis is performed every three months. In the reporting year the inventory of the air pollution sources was carried out.

**14. Accounting error correction policy**

Errors in the Revenue and Expense items exceeding 0.5% of the revenue stated in the financial statements are considered material errors.

The following methods of correcting the accounting errors for the previous periods are used by the Company:

1. Material mistakes are corrected retrospectively by adjusting the data for the previous financial years/periods that have been distorted due to the error. When the effect of the material error on the financial accounting of the previous periods can not be accurately assessed, the error is corrected prospectively by adjusting only the data of the reporting period.

2. Immaterial errors are corrected prospectively, i.e. they are corrected in the financial statements of the reporting period.

### III. COMMENTS PRESENTED IN THE EXPLANATORY NOTES

The comments to AB Kauno Tiekimas Explanatory Notes comprise tables explaining material items of financial statements. The textual part provides concise further information.

#### 3.1. Non-current intangible assets

Information on the changes in non-current intangible assets over the reporting year is provided in Table 3.1-1 **Non-current intangible assets**.

Table 3.1-1. **Non-current intangible assets**

Indices	Software, LTL 2007	Software, LTL 2006
<b>Residual value at the end of the previous financial year</b>	2,270	4,375
<b>a) Non-current intangible assets at acquisition cost</b>		
At the end of the previous financial year	6,920	6,920
Changes of the financial year: - purchase of assets		
<b>At the end of the financial year</b>	6,920	6,920
<b>b) Amortization</b>		
At the end of the previous financial year	4,650	2,545
Changes of the financial year: - amortization of the financial year	1,133	2,105
<b>At the end of the financial year</b>	5,783	4,650
<b>d) Residual value at the end of the financial year (a) – (b) – (c)</b>	1,137	2,270

Table 3.1-2. **Useful life of intangible assets**

Groups of intangible assets	Average useful life (in years)
Development works	
Goodwill	
Patents, licences, etc.	
Software	Three
Other intangible assets	

#### 3.2 Non-current tangible assets

Revaluation methods have not been applied for AB Kauno Tiekimas non-current assets. The Company has no contractual obligations to acquire non-current tangible assets. The Company has pledged its assets to a credit institution as a security for using the credit line. Information on the movement of the non-current tangible assets in the reporting year and in 2006 is given in Tables 3.2.-1 and 3.2.-2.

Table 3.2-1. Non-current tangible assets, 2007

Indices	Buildings and structures	Plant and equipment	Vehicles	Other property	Construction in progress	Total
1	2	3	4	5	6	7
<b>Residual value at the end of the previous financial year</b>	1,277,569	2	276,998	92,474	2,160	1,649,203
<b>a) Acquisition cost</b>						
At the end of the previous financial year	3,893,451	59,501	387,334	423,057	2,160	4,765,503
Changes of the financial year:						
- purchase of assets	1,204,678	67,500		39,778		1,311,956
- assets assigned and written down (-)			-43,756	-70,559		-114,315
- transfer from one item to another +/-(-)					-2,160	-2,160
<b>At the end of the financial year</b>	5,098,129	127,001	343,578	392,276	0	5,960,984
<b>b) Revaluation</b>						
At the end of the previous financial year						
Changes of the financial year:						
- value increase (impairment) +/-(-)						
- assets assigned to other persons and written down (-)						
<b>At the end of the financial year</b>						
<b>c) Depreciation</b>						
At the end of the previous financial year	2,615,882	59,499	110,336	330,583		3,116,300
Changes of the financial year:						
- depreciation of the financial year	119,105	9,475	56,742	48,772		234,094
- depreciation of assets assigned to other persons and written down (-)			-25,924	-66,621		-92,545
<b>At the end of the financial year</b>	2,734,987	68,974	141,154	312,734		3,257,849
<b>d) Impairment value</b>						
At the end of the previous financial year						
Changes of the financial year:						
- impairment value of the financial year						
- of assets assigned to other persons and written down (-)						
<b>At the end of the financial year</b>						
<b>e) Residual value at the end of the financial year</b>	2,363,142	58,027	202,424	79,542		2,703,135
<b>(a) + (b) - (c) - (d)</b>						

Table 3.2-2. **Non-current tangible assets, 2006**

Indices	Buildings and structures	Plant and equipment	Vehicles	Other property	Construction in progress	Total
1	2	3	4	5	6	7
<b>Residual value at the end of the previous financial year</b>	1,385,521	1,521	159,822	117,078		1,663,942
<b>a) Acquisition cost</b>						
At the end of the previous financial year	3,893,451	59,501	264,505	398,178		4,615,635
Changes of the financial year:						
- purchase of assets			179,028	24,879	2,160	206,067
- assets assigned and written down (-)			-56,199			-56,199
<b>At the end of the financial year</b>	3,893,451	59,501	387,334	423,057	2,160	4,765,503
<b>b) Revaluation</b>						
At the end of the previous financial year						
Changes of the financial year:						
- value increase (impairment) +/-						
- assets assigned to other persons and written down (-)						
<b>At the end of the financial year</b>						
<b>c) Depreciation</b>						
At the end of the previous financial year	2,507,930	57,980	104,683	281,100		2,951,693
Changes of the financial year:						
- depreciation of the financial year	107,952	1,519	51,263	49,483		210,217
- depreciation of assets assigned to other persons and written down (-)			-45,610			-45,610
<b>At the end of the financial year</b>	2,615,882	59,499	110,336	330,583		3,116,300
<b>d) Impairment value</b>						
At the end of the previous financial year						
Changes of the financial year:						
- impairment value of the financial year						
- of assets assigned to other persons and written down (-)						
<b>At the end of the financial year</b>						
<b>e) Residual value at the end of the financial year (a) + (b) - (c) - (d)</b>	1,277,569	2	276,998	92,474	2,160	1,649,203



Table 3.2-3. Useful life of tangible assets

Groups of non-current tangible assets	Average useful life (in years)
Buildings and structures	6 – 85
Plant and equipment	15
Vehicles	3 – 11
Other plant, equipment, tools, and fixtures	2 – 18
Other tangible assets	

Table 3.2-4. Depreciated non-current tangible assets still in use

Asset group	Acquisition cost (LTL)	
	2007	2006
Buildings and structures	1,018,524	957,752
Plant and equipment	59,501	59,501
Vehicles	9,661	10,508
Other plant, equipment, tools, and fixtures	183,763	180,548
<b>Total:</b>	<b>1,271,449</b>	<b>1,208,309</b>

The Company does not have non-current assets, which are temporarily not used. The Company has pledged its non-current tangible assets to a credit institution as a security for using the credit line. On 31-12-2007 the residual value of the pledged non-current tangible assets was LTL2,173,861.

### 3.3. Non-current financial assets (in the Profit and Loss Account reflected at the fair value)

At the beginning of 2007, the Company had non-current financial assets in the amount of LTL8,360. Over the reporting year the Company acquired non-current financial assets for the amount of LTL99.6 thousand and sold for LTL595.7 thousand. The profit from the transfer of the non-current financial assets amounts to LTL161.5 thousand. The movement of non-current financial assets is reflected in table 3.3.1 – financial assets.

Table 3.3.1. Financial assets

Indices	Other financial assets 2007	Other financial assets 2006
Balance at the beginning of the financial year	8,360,459	17,557,654
a) acquisitions	99,639	1,270,500
b) sales	-434,127	-10,467,695
c) Balance at the end of the financial year	8,025,971	8,360,459

### 3.4. Inventories

The total inventories value, balance value, and the write-down to net realisable value are shown in table 3.4 – 1 **Inventories**.

Table 3.4–1. **Inventories**

<b>Indices</b>	<b>2007</b>			<b>2006</b>		
	<b>Raw materials and completion goods</b>	<b>Goods purchased for resale</b>	<b>Total</b>	<b>Raw materials and completion goods</b>	<b>Goods purchased for resale</b>	<b>Total</b>
<b>a) Inventories acquisition cost</b> At the end of the previous financial year	7,476	572,909	580,385	3,461	3,770,529	3,773,990
<b>At the end of the financial year</b>	20,316	11,376,755	11,397,071	7,476	572,909	580,385
<b>b) Write-down to net realisable value (reversal)</b> At the end of the previous financial year		112,818	112,818		133,047	133,047
<b>At the end of the financial year</b>		106,824	106,824		112,818	112,818
<b>c) Net realisable value at the end of the financial year (a) - (b)</b>	20,316	11,269,931	11,290,247	7,476	460,091	467,567
<b>Differences in cost methods where LIFO formula was applied</b>						0
<b>Value of pledged inventories</b>						0
<b>Inventories held by third persons</b>						0

The amount of write down to the net realisable value at the end of the financial year declined by LTL5,994. The goods impairment costs were reversed. The decrease resulted from the retail sales of goods over the reporting period.

### 3.5. Receivables

the trade debts incurred for the sold goods and provided services are reflected.

The information is provided in Table 3.5- 1 **Receivables**

Table 3.5-1. **Receivables**

	<b>2007</b>	<b>2006</b>
<b>Groups of major receivables</b>	<b>Balance value (LTL)</b>	
Trade debtors	119,624,969	149,595,072
Other amounts receivable	36,069,024	50,927,093

Over the reporting year, the Company was paid back loans in the amount of LTL14.6m. The generated interest was LTL2.2m.

### 3.6. Other current assets (in the Profit and Loss Account reflected at the fair value)

This part of the Balance Sheet reflects the current financial assets and the profit tax and social insurance contribution refundable by the state budget. At the beginning of the financial year the Company owned current financial assets in the amount of LTL19,123,360. In 2007 the acquired current financial assets amounted to LTL595,6

thousand. In the end of the year reporting and in the interim financials statements of the year the shares listed on the Stock Exchange are reflected at the market price. In the reporting year the share revaluation revenue amounted to LTL1,892,159, and the costs amounted to LTL2,116,385.

	2007	2006
<b>Indices</b>	<b>Short term investments</b>	
Balance at the beginning of the financial year	19,123,360	122,050
a) acquisition	595,587	20,638,617
b) transfer		5,388,791
c) revaluation	-224,226	3,751,484
Balance at the end of the financial year	19,494,721	19,123,360

### 3.7. Capital

The structure of the authorised capital is shown in Table 3.7-1 **Structure of authorised capital**

Table 3.7-1 **Structure of authorised capital**

Indices	Number of shares	Amount (LTL)
Share capital structure at the end of the financial year		
1. By types of shares		
1.1. Ordinary shares	10,180,884	10,180,884
1.2. Preference shares		
1.3. Employee shares		
1.4. Special shares		
1.5. Other shares		
TOTAL:	10,180,884	10,180,884
2. State or municipal capital		
Own shares held by the Company		
Shares held by subsidiaries		

### 3.8. Draft Distribution of Profit

AB Kauno Tiekimas profit is distributed in the manner prescribed by the Law on Companies. The financial statements are accompanied by the draft distribution of profit for 2007. The general meeting approves the annual financial statements of the Company and the draft distribution of profit.

Table 3.8-1 **Draft Distribution of Profit**

Items	Amount (LTL)
1. Undistributed profit (loss) of the previous financial year at the end of the reporting financial year	5,116,947
2. Net profit (loss) of the reporting financial year	377,632
Including unrealized gain	-224,226
3. The profit (loss) of the reporting financial year non-recognised in the Income Statement	

4. Transfers from reserves	435,399
including bonuses, benefits and other annual payments	35,399
warehouse renovation	400,000
5. Shareholders' contributions for covering losses	
<b>6. Total distributable profit (loss):</b>	<b>5,929,978</b>
Including unrealized gain	3,527,258
7. Profit share distributed to statutory reserves	18,882
8. Profit share distributed to reserve for the acquisition of owns shares	
9. Profit share distributed to other reserves	500,000
including the planed warehouse renovation	500,000
10. Profit share for paying out dividends	
11. Profit share for annual bonuses for the board members, employee bonuses and other purposes	75,000
<b>12. Undistributed profit (loss) at the end of the reporting financial year brought forward to the following financial year</b>	<b>5,336,096</b>

### 3.9. Reserve formation purposes and restrictions of their use

The annual deductions to the legal reserve are established by the general meeting. The deductions to the legal reserve may not be less than 1/20 of the net profit and they shall be made until the legal reserve amounts to 1/10 of the authorised capital. Other reserves are formed and cancelled under the resolution of AB Kauno Tiekimas general meeting in the manner prescribed by the law.

### 3.10. Description of the principles of accounting for grants (subsidies) and assets received gratis.

In 2007 the Company received no grants or gratis assets.

### 3.11. Debts due, liabilities

Total liabilities of the Company come up to LTL180,870,246, including debts to suppliers in the amount of LTL65,428,346. Information on the financial debts of the Company is provided in Table 3.10 – 1 **Company liabilities status**.

Table 3.11-1. **Company liabilities status**

Indicies	2007			2006		
	Due amounts or parts thereof					
Classification of amounts due by type	Within one financial year	After one year but no later than within five years	After five years	Within one financial year	After one year but no later than within five years	After five years
<b>Financial debts:</b>	110,832,198			52,950,317		
1. Lease (financial lease) or similar liabilities						
2. To credit institutions	103,919,978			52,950,317		
3. Other financial debts	6,912,220					

<b>Other debts including</b>	70,038,048			161,447,856		
debts to suppliers	65,428,346			123,327,383		
received advance payments	2,774,816			238,674		
profits tax liabilities				44,897		
liabilities linked with employment relations	320,330			239,608		
other debts	1,514,556			37,597,294		
<b>TOTAL</b>	<b>180,870,246</b>			<b>214,398,173</b>		

In 2007, the Company was making payments in cash (bank transfers) as well as by way of offsetting: in its financial accounting the Company was registering the settled commensurate counterclaims. The Company has evidences that in the future it will not have to settle the liabilities by using its economic resources or loans (written agreements signed by the heads of the companies). In 2007, the total value of offsets amounted to LTL12,645,260.

### 3.12. Financial and investing activities revenue and expenses by material amounts

The financial and investing activities revenue and expenses by material amounts are shown in Table 3.12-1.

Table 3.12 - 1 **Results of financial and investing activities**

<b>Indices</b>	<b>Financial year</b>	<b>Previous financial year</b>
a) REVENUE FROM FINANCIAL AND INVESTING ACTIVITIES	6,894,475	23,854,690
Description of material amounts:		
Positive influence of exchange rate differences	2,626,212	9,168,606
Other financial revenue		14,686,084
Including received dividends	14,429	50,740
profit from share transfer	161,523	8,293,584
investment revaluation revenue	1,892,159	3,751,484
interests	2,199,832	2,414,075
late charges		174,937
other	320	1,264
b) EXPENSES FOR FINANCIAL AND INVESTING ACTIVITIES	9,244,040	6,524,352
Negative influence of exchange rate differences		
Interests, commission fees	7,112,390	5,612,406
Other financial expenses	8	635,563
Penalties	15,258	276,383
Investment revaluation expenses	2,116,384	
c) RESULT OF FINANCIAL AND INVESTING ACTIVITIES (a – b)	-2,349,565	17,330,338

### 3.13. Amounts of revenue from exchange of goods or services

In 2007, the Company did not execute any exchange of non-current tangible or financial assets, goods or services.

### 3.14. Sales expenses

In the reporting financial year as compared to 2006, the sales expenses shrank by LTL18,239,379 or 29,86 percent. This reduction in expenses mainly resulted from amler

sales volumes which fell by 35,58 percent, as compared to 2006, however the expenses relatively increased due to higher product (alumina) transportation costs, i.e. sea freightage and port handling costs.

### **3.15. Information on business and geographic segments**

AB Kauno Tiekimas renders services and carries out retail business in Lithuania, whereas the wholesale business is done outside Lithuania. A customs post, warehouses, and an IE terminal are located on the territory of the Company in Lithuania. The services rendered in Lithuania include the lease of the property owned by the Company and the related services. The wholesale trade is taken up by the branch of the Company, which supplies hydrate of sodium and bauxites for the alumina factory in Bosnia and sells alumina produced in the said factory.

In the reporting year the ordinary activities of the Company were profitable. The profit accounted for LTL2,712,195 whereas in 2006 the result from ordinary activities was a profit of LTL16,985,765.

the global alumina market became better balanced and more competitive. The significant shortage in alumina products, which persisted in the previous years, reduced considerably after new alumina suppliers and producers emerged in the market. Despite of the market trends and ever increasing competitive environment, the Company continued profitable operation.

In the reporting period the customer geography slightly changed. In comparison to 2006, the sales to Turkish buyers increased twofold. The Company attracted new buyers in the USA, Switzerland, and Greece. In the third quarter of the year the Company started selling to customers registered in the British Virgin Islands. The sales to customers from Bosnia, India, Poland, Czech Republic, China, and Romania shrank.

The sales and purchase geography expands due to the participation of the Company employees at different seminars and conferences, where they meet their regular business partners and establish contacts with new raw material suppliers and purchasers of the products from all over the world. That makes an impact on the performance of the Company, its image, and competitiveness.

The information on the business and geographical segments is disclosed in Tables 3.15-1, 3.15-2, and 3.15-3.

Table 3.15–1. **profit and Loss Account by business segments**

No	Items	Services		Trade		Total	
		2007	2006	2007	2006	2007	2006
<b>I.</b>	<b>SALES INCOME</b>	1,878,662	1,572,898	415,501,977	646,417,348	417,380,639	647,990,246
<b>II.</b>	<b>COST OF SALES</b>	99,778	41,405	366,774,680	598,691,012	366,874,458	598,732,417
<b>III.</b>	<b>GROSS PROFIT (LOSS)</b>	1,778,884	1,531,493	48,727,297	47,726,336	50,506,181	49,257,829
<b>IV.</b>	<b>OPERATING COSTS</b>	1,883,257	1,605,961	45,910,729	64,614,578	47,793,986	66,243,594
<b>V.</b>	<b>OPERATING PROFIT (LOSS)</b>	-104,373	74,468	2,816,568	-16,888,242	2,712,195	-16,985,765
<b>VI.</b>	<b>OTHER ACTIVITIES</b>	213,438	43,920	-13,232	355,350	200,206	399,270
VI.1	Income	231,213	43,920	2,327	358,401	233,540	402,321
VI.2	Expenses	17,775		15,559	3,051	33,334	3,051
<b>VII.</b>	<b>FINANCING AND INVESTING ACTIVITIES</b>	-39,393	12,118,250	-2,310,172	-5,189,033	2,349,565	17,330,338
VII.1	Income	2,077,062	12,121,092	4,817,413	11,733,598	6,894,475	23,854,690
VII.2	Expenses	2,116,455	2,842	7,127,585	6,544,565	9,244,040	6,524,352
<b>XI.</b>	<b>PROFIT (LOSS) BEFORE TAX</b>	69,672	12,087,702	493,164	-11,343,859	562,836	743,843
<b>XII.</b>	<b>PROFIT TAX</b>	47,242	271,777	137,962		185,204	271,777
<b>XIII.</b>	<b>NET PROFIT (LOSS)</b>	22,430	11,815,925	355,202	-11,343,859	377,632	472,066

Table 3.15–2. **Balance Sheet by by business segments**

No	Items	Services		Trade		Total	
		2007	2006	2007	2006	2007	2006
<b>I.</b>	<b>ASSETS</b>	<b>30,909,499</b>	<b>30,251,214</b>	<b>166,784,297</b>	<b>200,592,877</b>	<b>197,693,796</b>	<b>230,844,091</b>
I.I.	NON-CURRENT	10,582,658	9,808,729	147,585	203,203	10,730,243	10,011,932
I.I.1.	Intangible	1,134	2,267	3	3	1,137	2,270
I.I.2.	Tangible	2,555,553	1,446,003	147,582	203,200	2,703,135	1,649,203
I.I.3.	Financial	8,025,971	8,360,459			8,025,971	8,360,459
I.I.4.	Other						
I.2	CURRENT	20,326,841	20,442,485	166,636,712	200,389,674	186,963,553	220,832,159
<b>II.</b>	<b>LIABILITIES</b>	<b>859,819</b>	<b>560,188</b>	<b>180,010,427</b>	<b>213,837,985</b>	<b>180,870,246</b>	<b>214,398,173</b>
II.1	LONG-TERM LIABILITIES						
II.2.	SHORT-TERM LIABILITIES	859,819	560,188	180,010,427	213,837,985	180,870,246	214,398,173



Table 3.15–3. **Information on geographical segments**

**2007**

Indices	Segments (regions)														Total
	Lithuania	Poland	Romania	Bosnia	India	Turkey	Czech Republic	China	British Virgin Islands	USA	Slovenia	Switzerland	Greece	Other	
Revenue	1878662	3270215	303861	36025435	123994633	1782789	3 281 022	53919196	17 741 265	78703849	7368867	85994642	326577	2780626	417 380 639
Expenses	1998639	3247924	301790	35779876	123149453	1770637	3 258 658	53551668	17 620 336	78167383	7318639	85408480	324351	2770610	414 668 444
Operating profit (loss)	-119977	22291	2 071	245559	845180	12152	22 364	367528	120 929	536466	50228	586162	2 226	19 016	2 712 195

**2006**

Indices	Segments (regions)													Total
	Lithuania	Poland	Romania	Bosnia	India	Turkey	Czech Republic	China	Australia	USA	Slovenia	Switzerland	Other	
Revenue	1 572 898	79198560	11758696	63 511 855	145254827	888156	5439190	230688369	85462 015	17966520	5148289		1 100 871	647 990 246
Expenses	1 670 421	81267694	12065902	65 171 160	149049742	911360	5581294	236715313	87694788	18435912	5282793		1 129 632	664 976 011
Operating profit (loss)	-97 523	-2 069134	-307206	-1 659 305	-3794915	-23204	-142104	-6026944	-2232773	-469392	-134504		-28 764	-16 985 765

**3.16. General administrative expenses**

Compared to 2006, the general administrative expenses decreased by LTL210,229.

Type of expenses	2007	2006
Repair of premises and installation	72,109	117,747
Salaries/wages and social insurance	1,909,878	1,894,303
Social insurance	591,680	586,855
Business trips	618,558	918,264
Legal services	16,541	10,993

**3.17. Extraordinary gain and losses**

No extraordinary gain or losses were registered in business year 2007.

**3.18. Profits tax**

In 2007, the Company paid the budget the advance profits tax in the amount of LTL198,996 and advance social insurance contribution in the amount of LTL42,916. The profits tax amount calculated for 2007 was LTL156,612 and the social tax was LTL28,592. The expenses related to those taxes and levies decreased by LTL86,573.

**3.19. All material amounts recorded in off-balance sheet accounts**

In 2007, there have been no material amounts of third persons' assets being kept, processed or used otherwise.

**3.20. Amounts calculated to managers and related persons, other transferred assets and guarantees.**

The managers of the company include: the general director of the parent company, the CEO, the branch director and the branch director

Indices	Financial year	Previous financial year	Closing balance of the financial year
1	2	3	4
A. Amounts calculated during the year linked with employment relations to:	279,500	248,098	
1. Managers	-	-	
2. Other connected persons			
B. Loans granted by the Company to:	-	-	
1. Managers	-	-	
2. Other connected persons			
C. Loans obtained from:			
1. Managers	-	-	
2. Other connected persons	-	-	
D. Assets transferred gratis and presents to:			
1. Managers	-	-	

2. Other connected persons			
E. Miscellaneous guarantees issued on behalf of the Company to:			
1. Managers	-	-	
2. Other connected persons			
F. Other material amounts calculated during a year to:			
1. Managers	-	-	
2. Other connected persons	-	-	
G. Other liabilities material to the Company of:			
1. Managers	-	-	
2. Other connected persons			
H. Assets sold to:			
1. Managers	-	-	
2. Other connected persons			
Average number of management personnel during the year	4	4	

Information on transactions with related legal persons (in LTL) is provided in the table below:

<b>Indices</b>	<b>2007</b>	<b>2006</b>	<b>Receivable amount or balance 31-12-2007</b>	<b>Payable amount or balance 31-12-2007</b>
<b>A. Total sales of goods or services, including:</b>	490,689	63,708		
1. Key shareholders (corporate)				
2. Other enterprises	490,689	63,708	52,286	
<b>B. Total purchase of goods or services, including:</b>	1,205,927	95,294		
1. Key shareholders (corporate)	18,270	19,753		3,114
2. Other enterprises	1,187,657	75,541		433,031
<b>C. Total sales of non-current assets, including:</b>		1,345		
1. Key shareholders (corporate)				
2. Other enterprises		11,345		
<b>D. Total purchase of non-current assets, including:</b>				
1. Key shareholders (corporate)				
2. Other enterprises				

<b>E. Total granted loans, including:</b>				
1. Key shareholders (corporate)				
2. Other enterprises				
<b>F. Total received loans, including:</b>				
1. Key shareholders (corporate)				
2. Other enterprises	191,710,178	285,429,393		103,919,978
<b>H. Total granted guarantees, including:</b>				
1. Key shareholders (corporate)				
2. Other enterprises				
<b>I. Total other material transactions, including</b>		12,625,144		
1. Key shareholders (corporate)		12,503,094		
2. Other enterprises		122,050		

### 3.21. Nature of corrected errors, amounts of corrections and comparative data

When financial statements are made, an error is considered material when it comes up to 0.5 percent of the sales revenue stated in the financial accounting. When the financial statements of 31-12-2007 were made, the corrected errors and amounts of corrections did not exceed the established limit.

### 3.22. Annual inventory

The annual inventory supporting the data of the financial statements of 31-12-2007 was completed as follows:

- as per 31-10-2007: materials and fuel;
- as per 30-11-2007: non-current tangible and intangible assets;
- as per 31-12-2007: goods for resale, non-current assets, receivables and payable debts;
- as per 31-12-2007: cash;
- as per 31-12-2007: receivable and payable amounts, advance payments;
- as per 31-12-2007: holiday reserve;
- as per 31-12-2007: non-current and current financial assets.

### 3.23. Brief description of material events after the balance sheet date

There have been no material events after the balance sheet date.

### 3.24 Profit per share

The net profit per share in the reporting year accounted for LTL0,037, while in 2006 the profit per share was LTL0,046.

Irena Keblerienė  
 General Director  
 7 March 2008  
 Kaunas