

# **AS Norma**

## **Interim report for the period Q1 Y2008**

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Beginning and end of the reporting period	01.01.2008 - 31.03.2008

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## MANAGEMENT REPORT

### Field of activity

The main field of activity of AS Norma (the Parent) and its subsidiary (referred to together as the Group) is production and sale of car safety systems, including belts and their components. The Group also manufactures car components and dies and moulds for stamping machines, and renders engineering services related to the design and adaptation of car safety systems and seatbelts.

### Developments in the operating environment

#### Markets

On one of AS Norma's biggest markets – Russia – changes that had begun already in previous years continued. According to preliminary data 619 thousand new passenger cars were sold in Q1 2008 (Q1 2007: 432 thousand), of which 163 (Q1 2007: 140) thousand were new Russian cars and 456 (Q1 2007: 292) thousand were foreign cars. The most widely sold models were Ladas: 150 (2007 Q1: 125) thousand cars. Sales of new passenger vehicles increased 43%.

The market share of new foreign vehicles increased from 68% in 2007 Q1 to 74% during the same period in 2008. 130 (2007 Q1: 96) thousand cars were produced in Russia by foreign manufacturers. A total of 331 thousand cars were produced in Russia in 2008 Q1, which was 14.5% more than a year ago. The market share of foreign cars produced in Russia rose within a year from 33% to 39%.

AVTOVAZ, the biggest on the market, sold 145 (2007 Q1: 120) thousand vehicles, which was 20% more than a year ago during the same period, in addition 26 (2007 Q1: 22) thousand cars were exported.

GM-AvtoVAZ (a joint venture of AVTOVAZ and General Motors) produced and sold 14 thousand Chevrolet Nivas and Chevrolet Vivas. A 11.6% increase occurred compared to the last year, when 12 thousand cars were produced.

AS Norma participates in the Western car market mainly in co-operation with its parent company Autoliv AB. The biggest end-customer for seatbelt sales is Volvo Car Corporation. The seat belts produced in AS Norma are delivered to Volvo's Belgian and Swedish factories, to a smaller extent also to China. The seatbelts are also delivered to Saab Automobile and Volvo Group (Volvo Trucks, Volvo Buses). In 2008 Q1, the amount of belts delivered through Autoliv dropped 14.5% to 603 thousand units.

### Estonian economic environment

AS Norma exports 99% of its products. Our partners are automotive companies and their subcontractors. In this industry the price pressure is extremely high and the constant decline of sales prices is the norm. At the same time the price of most of the materials imported by Norma is very much dependent on the world market for raw material prices. Therefore, in terms of price pressure from clients and suppliers, the company has to cope with growing inflation in Estonia. Besides the rise in prices of electricity, water, gas, transport and purchased services, employee related expenses are growing also.

### Seasonal nature of the business

The tradition of a low sales period on the Russian car market in January is further enhanced by the establishment of the long New Year's holidays in 2005. Swedish car manufacturers are on a collective vacation in July and in December (between Christmas and New Year).

The turnover of AS Norma, as the supplier, is thus considerably lower during these periods.

### Highlights of the financial year

#### Development projects

May 1 2008 the Autoliv logistic center in Gent, Belgium, will cease to exist due to that Volvo Car Gent will insure the by Autoliv Belgium provided logistics services. As a consequence Norma will start to deliver directly to Volvo Car Gent

plant as of May 1st. During first quarter major efforts have been made to adjust our production, quality as well as logistics processes to be able to deliver directly from Norma to Volvo Car Gent.

The research into materials essential for Norma's production was conducted in collaboration with Tallinn Technical University.

## **Production**

In Q1 2008, the volumes of safety belt production were stable. Implementation of the next generation of safety belts continued in accordance with the introduction of new Volvo and AVTOVAZ car models.

The production of safety belt components in Q1 2008 could be defined as steady volume growth. Capacity utilisation of some production equipment reached possible maximum level. Therefore additional investments were started to increase production capacity in component manufacturing.

## **Quality management**

The Q1 2008 indicators on quality were:

- 1) the number of products returned from clients per million products (PPM) – 4.5
- 2) delivery precision on average 98.4%

## **Investments made in the financial year**

In 2008 Q1, the Group invested 6.7 million kroons (0.4 million euros) in the implementation of new technologies, expansion of production capacities, enhancement of the efficiency of the production processes and modernisation of the working environment.

The Group's investments in 2008 Q1 were distributed as follows:

Metal processing equipment	1.8 million kroons (0.12 million euros)
Assembly lines	3.1 million kroons (0.20 million euros)
Injection moulding machines	1.5 million kroons (0.10 million euros)
Information technology	0.3 million kroons (0.02 million euros)

## Financial highlights of the Group

<b>Economic activities</b>	<b>Q1 2008 mil. EEK*</b>	Q1 2007 mil. EEK*	Q1 2006 mil. EEK*	Q1 2005 mil. EEK*	<b>Q1 2008 milj. €*</b>	Q1 2007 milj. €*	Q1 2006 milj. €*	Q1 2005 milj. €*
Revenue	<b>330.8</b>	283.1	262.4	240.2	<b>21.1</b>	18.1	16.8	15.4
Change to previous year %	<b>16.8</b>	7.9	9.2					
Gross profit	<b>46.4</b>	39.3	41.8	39.6	<b>3.0</b>	2.5	2.7	2.5
Change to previous year %	<b>18.2</b>	-6.2	5.8					
Gross profit margin <sup>1</sup>	<b>14.0</b>	13.9	15.9	16.5				
Operating profit	<b>24.1</b>	22.0	20.9	25.9	<b>1.5</b>	1.4	1.3	1.7
Change to previous year %	<b>9.5</b>	5.0	-19.1					
Operating profit margin <sup>2</sup>	<b>7.3</b>	7.8	8.0	10.8				
EBITDA <sup>3</sup>	<b>38.2</b>	37.2	36.1	40.8	<b>2.4</b>	2.4	2.3	2.6
Change to previous year %	<b>2.5</b>	3.1	-11.4					
Profit before taxes	<b>30.5</b>	26.6	23.8	28.6	<b>1.9</b>	1.7	1.5	1.8
Change to previous year %	<b>14.7</b>	11.5	-16.6					
Pre-tax profit margin <sup>4</sup>	<b>9.2</b>	9.4	9.1	11.9				
Net profit	<b>30.5</b>	26.6	23.8	28.6	<b>1.9</b>	1.7	1.5	1.8
Change to previous year %	<b>14.7</b>	11.6	-16.7					
Net profit margin <sup>5</sup>	<b>9.2</b>	9.4	9.1	11.9				
Working capital <sup>6</sup>	<b>649.9</b>	551.7	500.3	366.0	<b>41.5</b>	35.3	32.0	23.4
Change to previous year %	<b>17.8</b>	7.4	36.7					
Average no of employees	<b>966</b>	960	906	889				
Change to previous year %	<b>0.6</b>	6.0	1.9					
<b>Share related figures</b>								
Number of shares (millions)	<b>13.2</b>	13.2	13.2	13.2				
Earnings per share <sup>7</sup>	<b>2.3</b>	2.0	1.8	2.2	<b>0.2</b>	0.1	0.1	0.1
Change to previous year %	<b>14.7</b>	11.7	-17.1					
Equity per share <sup>8</sup>	<b>71.1</b>	67.7	66.0	64.2	<b>4.5</b>	4.3	4.2	4.1
Change to previous year %	<b>4.9</b>	2.6	2.8					

\* Excluding margins, change %, number of employees and shares related figures

<sup>1</sup> Gross profit margin – gross profit/revenue

<sup>2</sup> Operating profit margin – operating profit/revenue

<sup>3</sup> EBITDA- earnings before interest and taxes; depreciation and amortisation added

<sup>4</sup> Pre-tax profit margin – profit before tax/revenue

<sup>5</sup> Net profit margin – net profit/revenue

<sup>6</sup> Working capital – current assets except for cash and cash equivalents (deposits with maturity < 3 months; interest fund shares) less current liabilities

<sup>7</sup> Earnings per share – net profit per share in euros: the company has no contingently issuable common shares, therefore diluted EPS equals to basic EPS

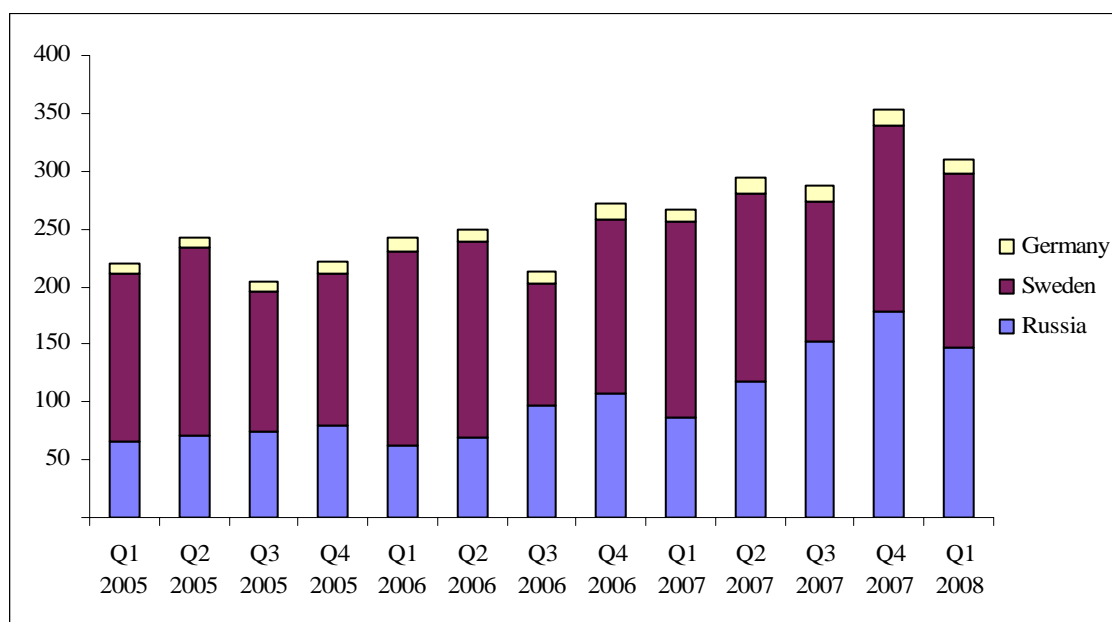
<sup>8</sup> Equity per share – total equity/number of shares (in euros)

## Sales

The revenue of the Group amounted to 331 million kroons (21.1 mil. euros) in Q1 Y2008. This constitutes a 16.8% increase, compared to Q1 Y2007 (283 mil. kroons; 18.1 mil. euros).

In Q1 Y2008, AS Norma exported 99.2% of its products - 46% (in Q1 Y2007: 61%) to Sweden, 45% (in Q1 Y2007: 31%) to Russia and 4% (in Q1 Y2007: 4%) to Germany. Russian sales grew by 70.3% (84% of this growth was achieved due to deliveries of car safety systems).

### Quarterly export 2005-2008 (millions of kroons)



Sales to various sub-units of the parent company Autoliv decreased by 7.3% compared to the same period in 2007, amounting to 168 million kroons (10.7 million euros). The sale of seat belts made up 76% (2007 Q1: 82%) of net sales to Autoliv. The amount of belts delivered decreased by 14.5% to 603 thousand units.

Other major Western customers included Khimaira (Volvo buses), Karosa, Iris Bus-IVECO and Intersafe, who mostly require seat belts for buses and trucks. Sales in the sector decreased by 13% compared to 2007 Q1.

## Expenses

Cost of goods sold increased in 2008 Q1 by 16.6% compared to the same period in 2007, making up 86.0% (2007 Q1: 86.1%) of revenue. Cost of raw material increased 19.3%, i.e. 33 million kroons (2.1 mil. euros) amounting to 203 million kroons (12.9 mil. euros), making up 61.2% (2007 Q1: 60.0%) of revenue.

Personnel expenses in production departments amounted to 48 million kroons (3.0 million euros) in 2008 Q1, having grown by 17.8% compared to the same period in 2007. Personnel expenses in production departments made up 14.4% of revenue (2007 Q1: 14.3%).

At the end of the accounting period the company employed 964 people, which was 12 employees less than in the previous year and 8 employees less than at the beginning of 2008. The company employed a monthly average of 966 people, which is 6 (0.6%) employees more than a year ago.

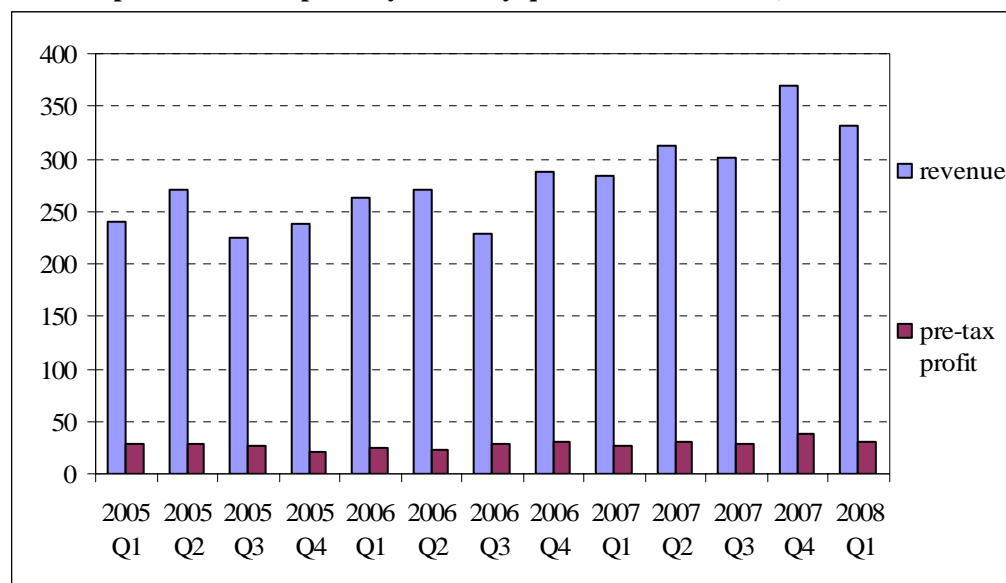
Marketing and administration costs increased in 2008 Q1 by 5.1% and 56.7% respectively, making up 1.7% and 3.6% (2007 Q1: 1.9% and 2.6% respectively) of revenue, and at the same time the research and development costs decreased 10.3% making up 1.7% (2007 Q1: 2.2%) of revenue.

## Profit and profitability

The Group's gross profit for Q1 Y2008 was 46 (in Q1 Y2007: 39) million kroons or 3.0 (in Q1 Y2007: 2.5) million euros - i.e. 14.0% (in Q1 Y2007: 13.9%) of revenue, an increase 18.2%.

The operating profit for Q1 Y2008 rose by 2 million kroons (0.13 million euros) reaching 24 million kroons (1.5 million euros), making up 7.3% (Q1 Y2007: 7.8%) of revenue.

### The Group's revenue and profit dynamics by quarters: 2005 - 2008 (in millions of kroons)



The net profit for Q1 Y2008 amounted to 30.5 (in Q1 Y2007: 26.6) million kroons (1.9 and 1.7 million euros resp.), an increase of 14.7%. Profit margin dropped from 9.4% a year ago to 9.2% in Q1 2008.

## Cash flows and capital appropriation

In 2008 Q1, the Group's cash flow from operating activities amounted to 55 (2007 Q1: 31) million kroons i.e. - 3.5 (2007 Q1: 2.0) million euros. The 24-million kroon (1.5-million-euro) increase compared to Q1 2007 was, above all, due to the changes in current assets and current liabilities. The company's investments in property, plant and equipment and intangible assets were 7 (2007 Q1: 22) million kroons or 0.4 (2007 Q1: 1.4) million euros, the balance of financial investments increased by 88 (2007 Q1: 28) million kroons or 5.6 (2007 Q1: 1.8) million euros, the total cash flow from investments during the period was -88 (2007 Q1: -48) million kroons or -5.6 (2007 Q1: -3.0) million euros. In 2008 Q1, the net cash flow was 33 (2007 Q1: 17) million kroons, i.e. 2.1 (2007 Q1: 1.1) million euros negative.

Cash and liquid securities in 2008 Q1 made up 53.8% (31.12.2007: 51.1%) of the total assets. As at the end of 2008 Q1, the company's working capital (short-term investments, receivables, prepayments, inventories less current liabilities) amounted to 650 (31.12.2007: 579) million kroons or 41.5 (31.12.2007: 37.0) million euros, and the working capital used for main activities (receivables, prepayments, inventories less current liabilities) to 108 (31.12.2007: 125) million kroons or 6.9 (31.12.2007: 8.0) million euros.

AS Norma kept a traditionally conservative profile in managing liquidity and making financial investments in 2007. In addition to the EEK and EUR deposits of different terms of maturity in Estonian banks, and the money and interest fund shares, the company also placed short-term resources in Autoliv AB Treasury, which allowed it to make short-term deposits to earn an interest higher than that currently offered on the market. According to contracts between Autoliv AB and AS Norma interest rates are fixed at EURIBOR/TALIBOR +0.3%.

Non-current assets made up 21.2% (31.12.2007: 22.9%) of the assets, having dropped in a quarter by 7 million kroons (0.5 million euros) due to a decrease in the value of property, plant and equipment and intangible assets.

The Group has no long-term liabilities. Investments and operating activities are financed from equity.

The Group's equity increased by 31 million kroons (1.9 million euros), amounting to 938 (31.12.2007: 907) million kroons or 59.9 (31.12.2007: 58.0) million euros by the end of the financial year. Equity made up 84.8% (31.12.2007: 85.8%) of the total assets. Available equity amounted to 793 (31.12.2007: 762) million kroons or 50.7 (31.12.2007: 48.7) million euros.

## Stock market and dividends

AS Norma has issued 13.2 million common shares. The share has a nominal value of 10 kroons, and grants its owner one vote at the general shareholders' meeting. The number of the shares and their nominal value have not changed since the shares were first listed in 1997.

Considering the group's plan to further expand the production of components, a rather capital-intensive field, AS Norma management's position is to continue to pay dividends at the same level in 2008: 50% of the nominal value of the shares, i.e. 5 kroons per share, in all 66.0 million kroons (4.2 mil. euros).

Both diluted EPS and basic EPS were 2.3 (2007 Q1: 2.0) kroons or 0.15 (2007 Q1: 0.13) euros, and equity per share was 71.1 (31.12.2007: 68.8) kroons or 4.5 (31.12.2007: 4.4) euros.

The shares of AS Norma were first listed on the main list of the Tallinn Stock Exchange under the code NRMIT in 1997. The shares are also traded on the Frankfurt stock exchange.

### Stock price movement (in kroons) and transaction volume in the Tallinn Stock Exchange from January 1, 2008 onwards.



As of 31.03.2008, 1479 (31.12.2007: 1434) shareholders have been listed in AS Norma's share register. The following shareholders held over 5% of the shares:

Autoliv Ab	51.0%
ING Luxembourg S.A.	9.2%
Skandinaviska Enskilda Banken Ab clients	6.6%

The shareholders of AS Norma can be grouped as follows: 59.8% (31.12.2007: 60.0%) residents of Sweden, 20.0% (31.12.2007: 20.7%) residents of Estonia, 12.2% (31.12.2007: 11.3%) residents of Luxembourg and 8.0% (31.12.2007: 8.0%) residents of other countries. 7.5% (31.12.2007: 7.2%) of the shareholders are natural persons.

As of 31.03.2008, the members of the Supervisory Board of AS Norma and their family members held no shares in AS Norma. Member of the Management Board Garri Krieger (owner of 205 shares) is the only person among the members of the Management Board of AS Norma and their family members who holds any shares in AS Norma. No stock options have been issued to the members of the Supervisory Board and Management Board of the company.

## Financial risks

### Currency risks

AS Norma is exposed to currency risks related above all to product export and material import as well as the assets of the subsidiary located in Russia.



The euro is the predominant sales currency of AS Norma. The Group expenses are denominated in Estonian kroons, euros, Swedish krona and Russian roubles. The euro is the underlying currency for the principal purchase and sales contracts. Risks related to other currencies have been hedged either by harmonising incoming or outgoing cash flows, or tying contractual payments to the euro exchange rate.

The company has a long position in the euro, to which the Estonian kroon exchange rate is pegged, and in the Russian rouble. The effect of the Russian rouble exchange rate fluctuations on the company's financial results is currently deemed insignificant by the management. The short position in the Swedish krona consists of current liabilities. The effect of the related exchange rate fluctuations is also deemed immaterial.

### **Interest risks**

Since AS Norma does not use debt financing, assessment of the interest risk is only important when it comes to investing activities. Deposits have a fixed interest rate. Hansabank Interest Fund units are recorded at market value - i.e. bond interest rate fluctuations at the market have an effect on the value of the company's investment. The effect of the potential interest change is insignificant considering the amount of the investment.

### **Financial market credit risk**

The company hedges the credit risks arising from its investing activities by making investments only in the financial instruments of reliable banks and the deposits of the Autoliv AB Treasury. Autoliv's long-term credit rating is A- according to Standard & Poor's.

### **Consolidation group structure**

In Q1 2008, AS Norma Group included AS Norma and one subsidiary in Russia fully owned by AS Norma.

The Parent is involved in the manufacturing and sales of car safety systems, including seatbelts and their components, as well as provision of engineering services related to the development and adaptation of car safety systems and seatbelt components. In 2008 Q1, the parent company's turnover amounted to 331 (2007 Q1: 283) million kroons or 21.1 (2007 Q1: 18.1) million euros, net profit to 30 (2007 Q1: 27) million kroons or 1.9 (2007 Q1: 1.7) million euros and equity to 939 (2007 Q1: 908) million kroons or 60.0 (2007 Q1: 58.1) million euros.

The Russian-based subsidiary Norma-Osvar ZAO is involved in the sale and storage of AS Norma's products, organisation of the related customs procedures and, if necessary, representation of AS Norma in Russia. In 2008 Q1, the revenue of Norma-Osvar ZAO amounted to 4.0 (2007 Q1: 3.6) million kroons or 0.3 (2007 Q1: 0.2) million euros, profit to 411.3 (2007 Q1: -346.7) thousand kroons, i.e. 26.3 (2007 Q1: -22.2) thousand euros and equity to 0.5 (2007 Q1: 0.1) million kroons or 0.03 (2007 Q1: 0.01) million euros. Sales to external customers amounted to 4 (2007 Q1: 3.6) million kroons or 0.3 (2007 Q1: 0.2) million euros. The goods to be sold by the subsidiary are supplied by the Parent.

### **Management structure**

The highest management authority of AS Norma as a legal person is the general shareholders' meeting, which appoints the members of the Supervisory Board. The Supervisory Board of AS Norma has 6 members, with 3 representatives of the majority shareholder Autoliv AB. Members of Management Board are Magnus Lindquist, Autoliv Vice President, Finance; Pär Malmhagen, Senior Vice President Autoliv Europe Seatbelt Division; Leif Berntsson, Senior Vice President AB Division, Europe, Attorney-at-Law Aare Tark from Law Office Tark & Co, Toomas Tamsar, Chairman of the Management Board of Balti Juhtimiskonverents OÜ and Raivo Erik, Chairman of the Management Board of OÜ Someri Trade. The Supervisory Board of AS Norma elected 15.05.2007 Magnus Lindquist as its Chairman.

Until 21<sup>st</sup> of February, 2008, the Management Board appointed by the Supervisory Board had 6 members: Managing Director Peep Siimon (Chairman of the Management Board), Sales Director Ivar Aas, Director of SB Division Stig Carlson, Financial Director Ülle Jõgi, Quality Director Garri Krieger and Purchase Director Kaido Salurand. On February 21, 2008, the Supervisory Board of AS Norma elected two additional members to the Management Board. The term of appointment of Director of Component Division Peeter Tõniste and Development Director Sander Annus started February 22, 2008.

### **Corporate Governance Report**

As from 1<sup>th</sup> of January 2006, AS Norma follows the rules of Estonian Corporate Governance Recommendations (the "**Recommendations**"). This Corporate Governance Report (the "**Report**") describes the management practices of AS Norma in Q1 2008 and their accordance with guidelines given in the Recommendations. During the first quarter in 2008, AS Norma to its knowledge complied with the Recommendations, except as otherwise stated in the Report.

AS Norma is a public limited company registered in Estonia under commercial register code 10043950, having its office located at Laki tn. 14, 10621 Tallinn, Estonia. In 2008, AS Norma had a share capital of EEK 132,000,000, divided into same class registered shares with the par value EEK 10 each. AS Norma's shares are listed on the main list of the Tallinn Stock Exchange under the code NRM1T. Estonian Central Register of Securities is the administrator of AS Norma share register. AS Norma has about 1,500 shareholders. In addition, AS Norma's shares are also traded at the Frankfurt, Berlin and Munich stock exchanges. AS Norma is controlled by Autoliv AB, a Swedish car safety products manufacturer. Autoliv AB is also the single largest shareholder in AS Norma.

## **General Meeting**

### **Exercise of shareholders' rights**

The general meeting of shareholders is the highest governing body of AS Norma. Annual and extraordinary general meetings are held. Competence of the general meeting has been determined in the Estonian Commercial Code and the articles of association of AS Norma (the articles of association have been made available on AS Norma's website [www.norma.ee](http://www.norma.ee)). The general meeting is competent to consider, among other things, the annual report, distribution of profits, amendments to the articles of association and composition of the supervisory board. A shareholder may attend and vote at a general meeting of shareholders in person or by proxy. Each share entitles the shareholder to one vote.

AS Norma has one type of shares – registered common shares of the nominal value of ten Estonian kroons (EEK 10.00). Each share entitles its owner to one (1) vote at the general meeting of shareholders. AS Norma share capital is divided into thirteen million two hundred thousand (13,200,000) registered common shares. The shareholder has no right to demand the issuance of a share certificate in respect of a registered common share. The shareholder has no right to demand that a registered common share be exchanged for a bearer share. AS Norma registered common shares are freely transferable. No restrictions and settlements of right to vote exist. AS Norma has no knowledge of agreements between the shareholders in order to restrict the transfer of shares. In case of death of a shareholder, the share is transferred to the shareholder's successor. The share is considered transferred in respect of AS Norma upon entry of the acquirer of the share in the share register.

There has not been done takeover bids to AS Norma shares according to Securities Market Act Chapter 19.

### **Calling of general meeting of shareholders and information to be published**

The management board will publish a notice to convene a general meeting of shareholders. The notice will be published in a national daily newspaper at least three weeks or one week prior to the meeting, depending on whether an annual or extraordinary general meeting will be held, respectively. The notice will specify the place where shareholders may examine the annual report, which will be made available at least two weeks prior to the meeting.

The management board of AS Norma published the notice of calling an annual general meeting of shareholders on the 18th of April 2008. The general meeting was called according to notified agenda on the 14th of May at 09:00. Agenda hold four articles: approval of the annual report of AS Norma for 2007; distribution of profits; recalling and electing the Council member; appointing an auditor and determining the procedure for remuneration.

On the 21st of April 2008 the proposal to amend the agenda of the general meeting was made by the shareholders of AS Norma whose shares represent at least one-tenth of Norma's share capital. Consequently the shareholders general meeting of AS Norma was postponed and the agenda was amended pursuant to minority shareholders proposals. On the 08th of May 2008 the management board of AS Norma published in the daily Eesti Päevaleht the notice of postponement and supplemented agenda of the general meeting of AS Norma. Ordinary general meeting will take place on 19th of June 2008 at 9:00. The new article has included to agenda in accordance with minority shareholders proposal - acquisition of own shares. The Council does not second the proposal.

### **Procedure of general meeting of shareholders**

As a rule, the general meeting is competent to adopt resolutions if the represented votes represent over one-half of the shares. At the general meeting of shareholders, resolutions will be passed by the approval of a majority of the votes represented at the meeting, except certain resolutions, such as amending the articles of association, increasing or decreasing the share capital, merger, division, reorganisation or liquidation of AS Norma and removal of the supervisory board's member before the expiry of the term of office, which require the approval of a majority of at least 2/3 of the votes represented at the meeting.

## **Management Board**

### **Duties**

The management board is the executive body of AS Norma, competent to represent AS Norma and manage its activities. Chairman of the management board may alone represent AS Norma and other members jointly with another member. To

achieve the purposes of AS Norma, the management board analyses the risks connected to the purpose of the activities and financial objectives of AS Norma, oversees the system of control and reporting. The management board of AS Norma has by its resolution established the rules of maintaining inside information of AS Norma group. The management board must adhere to the lawful orders of the supervisory board. During the first quarter in 2008, there was constant information exchange between the management board and supervisory board of AS Norma wherein the management board regularly provided the supervisory board with an overview of economic activities and financial situation of AS Norma. Management Board members have no authority to issue new shares or repurchase its own shares.

The supervisory board will elect and remove the members of the management board and appoint the chairman of the board. The management board comprises five to eight members who are elected for a term of three years. At the moment of compiling this report the management board composition of 8 members: chairman - Peep Siimon; members – Ülle Jõgi, Stig Carlson, Garri Krieger and Kaido Salurand and since 22<sup>st</sup> of February 2008 joined Peeter Tõniste and Sander Annus. At least one-half of the management board members must be residents of member states of the European Economic Area or Switzerland. Members of the management board may not simultaneously serve on the supervisory board. Responsibilities of the management board members have been set out in the management agreement concluded with each management board member.

### **Conflicts of interest**

A member of the management board is prohibited, without the consent of the supervisory board, to compete with AS Norma. No significant transactions concluded between AS Norma and a member of its management board or persons connected to a management board member nor situations related to a conflict of interest have been reported to the supervisory board till compiling this report in 2008.

## **Supervisory Board**

### **Duties**

The supervisory board engages in oversight and longer-term management activities of AS Norma, such as supervising the management board, devising business plans, approving annual budgets and budget of investments. The supervisory board reports to the general meeting of shareholders. Transactions beyond the scope of everyday economic activities of AS Norma, such as acquisition and disposal of holdings in other companies, establishment and liquidation of subsidiaries, transactions with immovables, investments above set limits etc., require the consent of the supervisory board. The supervisory board has formed no committees.

The supervisory board presently has six members, elected by the general meeting of shareholders for a term of three years. According to the articles of association, the majority shareholder may, during the time between shareholders' general meetings, remove and appoint not more than three members of the supervisory board, should such need arise earlier than one month before the next shareholders' general meeting. Members of the supervisory board elect a chairman from among themselves, who will organise the activities of the supervisory board.

### **Conflicts of interest**

A member of the supervisory board may not participate in voting in the supervisory board's meeting if approval of the conclusion of a transaction between such member and AS Norma is being decided, or if approval of the conclusion of any transaction through a person connected to such member or through a company where such member has significant holding is being decided. A member of the supervisory board is prohibited, without respective resolution of the general meeting of shareholders, to compete with AS Norma. No conflicts of interest have been reported to the management board by the supervisory board members till compiling this report in 2008.

### *Disclosure of Information*

AS Norma has opened its website at [www.norma.ee](http://www.norma.ee) and discloses on its website directly or using links to the website of the Tallinn Stock Exchange the following data: articles of association (in Estonian), annual and interim reports, and financial calendar. Data on current membership of the management board, supervisory board and auditors is not available on the website (subsection 5.3. of the Recommendations), however, information of all changes in membership of the management board, supervisory board and auditors has been published via the information system of the Tallinn Stock Exchange according to the rules and regulations of the Tallinn Stock Exchange. No press conferences took place during the first quarter in 2008. The meetings with investors took place on 13th of February 2008, on 14th of February 2008, on 15th of February 2008, on 28th of February 2008, on 29th of February 2008 and on 19th of March 2008 - the website of AS Norma contains such data.

## Financial Reporting and Audit

### Reporting

The consolidated financial statements of AS Norma have been prepared in accordance with International Financial Reporting Standards (IFRS) as applicable in the EU and on a historical cost basis, except as disclosed in the chapter of accounting policies and estimates in consolidated financial statements.

AS Norma is required to make public the quarterly interim tentative and final quarterly financial reports and the audited annual report immediately after its approval by the supervisory board.

Preliminary financial calendar of 2008:

Preliminary report	Audited report	Final report	Preliminary report	Final report	Preliminary report	Final report	Preliminary report	Final report
Q4 07	annual 2007	Q4 07	Q1 08	Q1 08	Q2 08	Q2 08	Q3 08	Q3 08
Jan.30, 08	Feb.22, 08	Feb. 29, 08	Apr.21, 08	May30, 08	July 21, 08	Aug.29, 08	Oct.20, 08	Nov.28, 08

### Audit

Number and names of auditors of AS Norma will be determined by a resolution of the general meeting of shareholders. Ernst & Young Baltic AS has been the auditor of AS Norma since 2005. The general meeting of shareholders on 15<sup>th</sup> of May 2007 decided to appoint auditing company Ernst&Young AS as an auditor of AS Norma for a time period of 1 (one) year. Supervisory Board will decide the remuneration of the auditor and will conclude the agreement with auditor.

**Peep Siimon**



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Chairman of the Management Board

## Management Board's Confirmation on the Interim Financial Statements

The Management Board confirms the completeness and correctness of AS Norma Q1 Y2008 interim statements:

- 1) the accounting principles used in preparing the consolidated financial statements are in compliance with International Financial Reporting Standards as adopted by EU;
- 2) the interim financial statements give a true and fair view of the financial position and the results of operations of AS Norma parent company and the group;
- 3) AS Norma and its group companies are going concerns.

Peep Siimon



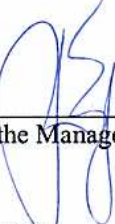
Chairman of the Management Board

Ivar Aas



Member of the Management Board

Ülle Jõgi



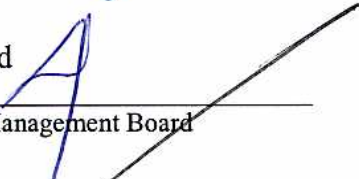
Member of the Management Board

Garri Krieger




Member of the Management Board

Kaido Salurand



Member of the Management Board

Stig Carlson



Member of the Management Board

Sander Annus



Member of the Management Board

Peeter Tõniste



Member of the Management Board

Tallinn, May 29, 2008

## Consolidated balance sheet

Assets	Thousands of kroons		Thousands of euros		Lisa
	31.03.2008	31.12.2007	31.03.2008	31.12.2007	
<b>Current assets</b>					
Cash in hand and deposits	53 204	86 588	3 400	5 534	1
Financial assets	541 615	453 643	34 616	28 993	2
Receivables	161 906	167 331	10347	10 694	
Prepaid expenses	3 082	1 371	197	88	
Inventories	111 339	105 970	7 116	6 773	3
<b>Total current assets</b>	<b>871 146</b>	<b>814 903</b>	<b>55 676</b>	<b>52 082</b>	
<b>Non-current assets</b>					
Long-term receivables	322	307	21	20	
Property, plant and equipment	223 502	230 304	14 285	14 719	4, 7
Intangible assets	11 045	11 666	705	745	5, 7
<b>Total non-current assets</b>	<b>234 869</b>	<b>242 277</b>	<b>15 011</b>	<b>15 484</b>	
<b>Total assets</b>	<b>1 106 015</b>	<b>1 057 180</b>	<b>70 687</b>	<b>67 566</b>	<b>7</b>
<b>Liabilities and shareholders' equity</b>					
<b>Liabilities</b>					
<b>Current liabilities</b>					
Payables	167 498	148 885	10 706	9 516	
Deferred income	546	815	35	52	
<b>Total current liabilities</b>	<b>168 044</b>	<b>149 700</b>	<b>10 741</b>	<b>9 568</b>	
<b>Total liabilities</b>	<b>168 044</b>	<b>149 700</b>	<b>10 741</b>	<b>9 568</b>	
<b>Owners' equity</b>					
Share capital (par value)	132 000	132 000	8 436	8 436	6
Statutory reserves	13 200	13 200	844	844	
Retained earnings	762 280	656 352	48 718	41 949	
Net profit	30 491	105 928	1 948	6 769	
<b>Total owners' equity</b>	<b>937 971</b>	<b>907 480</b>	<b>59 946</b>	<b>57 998</b>	
<b>Total liabilities and owners' equity</b>	<b>1 106 015</b>	<b>1 057 180</b>	<b>70 687</b>	<b>67 566</b>	

## Consolidated income statement

	Thousands of kroons		Thousands of euros		Lisa
	01.01.08- 31.03.08	01.01.07- 31.03.07	01.01.08- 31.03.08	01.01.07- 31.03.07	
Revenue	330 785	283 139	21 141	18 096	7
Cost of sales	-284 373	-243 872	-18 175	-15 586	8
<b>Gross profit</b>	<b>46 412</b>	<b>39 267</b>	<b>2 966</b>	<b>2 510</b>	
Marketing and distribution costs	-5 596	-5 326	-358	-340	
Research and development expenses	-5 510	-6 145	-352	-393	
General administrative expenses	-11 749	-7 498	-751	-479	
Other operating income	939	1 821	60	116	
Other operating expenses	-435	-136	-27	-9	
<b>Operating profit</b>	<b>24 061</b>	<b>21 983</b>	<b>1 538</b>	<b>1 405</b>	<b>7</b>
Financial income	6 498	4 663	415	298	
Financial expenses	-68	-71	-4	-5	
<b>Profit before taxes</b>	<b>30 491</b>	<b>26 575</b>	<b>1 949</b>	<b>1 698</b>	
<b>Net profit</b>	<b>30 491</b>	<b>26 575</b>	<b>1 949</b>	<b>1 698</b>	
Basic and diluted earnings per share (in kroons)	2,31	2,01	0,15	0,13	6

## Consolidated Statement of Changes in Equity

Thousands of kroons

	Share capital (par value)	Statutory Reserve	Retained earnings	Total equity
<b>31.12.2006</b>	<b>132 000</b>	<b>13 200</b>	<b>722 352</b>	<b>867 552</b>
Net profit			26 575	26 575
<b>31.03.2007</b>	<b>132 000</b>	<b>13 200</b>	<b>748 927</b>	<b>894 127</b>
Net profit			79 353	79 353
Dividends			-66 000	-66 000
<b>31.12.2007</b>	<b>132 000</b>	<b>13 200</b>	<b>762 280</b>	<b>907 480</b>
Net profit			30 491	30 491
<b>31.03.2008</b>	<b>132 000</b>	<b>13 200</b>	<b>792 771</b>	<b>937 971</b>

Thousands of euros

	Share capital (par value)	Statutory Reserve	Retained earnings	Total equity
<b>31.12.2006</b>	<b>8 436</b>	<b>844</b>	<b>46 167</b>	<b>55 447</b>
Net profit			1 698	1 698
<b>31.03.2007</b>	<b>8 436</b>	<b>844</b>	<b>47 865</b>	<b>57 145</b>
Net profit			5 071	5 071
Dividends			-4 218	-4 218
<b>31.12.2007</b>	<b>8 436</b>	<b>844</b>	<b>48 718</b>	<b>57 998</b>
Net profit			1 948	1 948
<b>31.03.2008</b>	<b>8 436</b>	<b>844</b>	<b>50 666</b>	<b>59 946</b>

## Consolidated Cash Flow Statement

	Thousands of kroons		Thousands of euros		Note
	01.01.08- 31.03.08	01.01.07- 31.03.07	01.01.08- 31.03.08	01.01.07- 31.03.07	
<b>Cash flows from operating activities</b>					
Net profit	30 491	26 575	1 948	1 698	
Adjustments of operating profit					
Depreciation and amortisation	14 094	15 260	901	975	4, 5
Income from interest	-6 498	-4 663	-415	-298	
Net exchange loss	68	71	4	5	
Changes in assets related to operating activities, incl.:					
Short-term receivables and prepaid expenses, except loans and interests	3 707	-16 499	237	-1 054	
Inventories	-5 368	-5 946	-343	-380	3
Changes in liabilities, incl.:					
Payables	18 612	15 890	1 190	1 015	
Deferred income	-269	118	-17	8	
<b>Total cash flows from operating activities</b>	<b>54 837</b>	<b>30 806</b>	<b>3 505</b>	<b>1 969</b>	
<b>Cash flows from investing activities</b>					
Proceeds from disposal of property, plant and equipment	0	750	0	48	
Acquisition of property, plant and equipment and intangible assets	-6 671	-21 536	-426	-1 376	4, 5
Loans granted	-25	-18	-2	-1	
Loan repayments received	16	18	1	1	
Acquisition of short-term financial investments	-386 630	-86 056	-24 710	-5 500	
Proceeds from disposals of short-term financial investments	298 652	57 893	19 087	3 700	
Interest received	6 504	1 199	416	76	
<b>Total cash flows from investing activities:</b>	<b>-88 154</b>	<b>-47 750</b>	<b>-5 634</b>	<b>-3 052</b>	
<b>Net cash flows</b>	<b>-33 317</b>	<b>-16 944</b>	<b>-2 129</b>	<b>-1 083</b>	
<b>Changes in cash and cash equivalents</b>					
Balance at the beginning of the year	86 589	90 918	5 534	5 811	
Increase/decrease of cash and cash equivalents	-33 317	-16 944	-2 129	-1 083	
Foreign exchange effect	-68	-71	-5	-5	
<b>Cash and cash equivalents at the end of the year, incl.:</b>	<b>53 204</b>	<b>73 903</b>	<b>3 400</b>	<b>4 723</b>	1
<i>Cash in hand and deposits with maturity up to 3 months</i>	<b>45 599</b>	31 726	<b>2 914</b>	2 028	1
<i>Shares of interest fund</i>	<b>7 605</b>	42 177	<b>486</b>	2 696	1



## Accounting Policies and Estimates

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by EU and on a historical cost basis, except as disclosed in the accounting policies below (e.g., certain financial assets, which are measured at fair value). The current financial statements have been prepared in thousands of Estonian kroons (EEK) and in thousands of euros.

In accordance with the revised and new standards additional disclosures were added to the financial statements.

### Revised International Financial Reporting Standards (IFRS), new IFRS standards and interpretations of the International Financial Reporting Interpretations Committee

Since 1 January 2007, several amendments have been introduced in the valid IFRS standards. In addition, new IFRS standards and IFRIC interpretations have been issued – IFRS 7 Financial Instruments: Disclosures, IAS 1 Presentation of Financial Statements – disclosures about capital, IFRIC 7 Applying the Restatement Approach under IAS 29 “Financial Reporting in Hyperinflationary Economies”, IFRIC 8 Scope of IFRS 2, IFRIC 9 Reassessment of Embedded Derivatives, IFRIC 10 Interim Financial Reporting and Impairment.

The group has implemented the abovementioned standards which entered into force during the financial year and has also restated the comparative data to bring it into line with the new presentation.

The implementation of new and revised standards has no effect on the group's owner's equity as of 31.03.2008.

### New or revised standards and interpretations issued, but which are not yet effective

The Group has not opted for early adoption of the following standards and interpretations (already endorsed or in the process of being endorsed by the European Union):

- IFRS 8 “Operating Segments” applicable for financial years beginning after 1 January 2009,
- Revised IAS 23 “Borrowing costs” applicable for financial years beginning after 1 January 2009. This standard has not yet been endorsed by the European Union,
- Revised IAS 1 “Presentation of Financial Statements” applicable for financial years beginning after 1 January 2009. This standard has not yet been endorsed by the European Union,
- Revised IFRS 3 “Business Combinations” applicable for financial years beginning after 1 July 2009. This standard has not yet been endorsed by the European Union,
- Revised IAS 27 “Consolidated and Separate Financial Statements” applicable for financial years beginning after 1 July 2009. This standard has not yet been endorsed by the European Union.
- Amendments to IFRS 2 “Share Based Payments” “Vesting Conditions and Cancellations” applicable for financial years beginning after 1 January 2009. These amendments have not yet been endorsed by the European Union
- Amendments to IAS 32 “Financial Instruments: Presentation” and IAS 1 “Presentation of Financial Statements” – “Puttable Financial Instruments and Obligations Arising on Liquidation” applicable for financial years beginning after 1 January 2009. These amendments have not yet been endorsed by the European Union
- IFRIC 11 “IFRS 2 – Group and Treasury Share Transactions” applicable for financial years beginning after 1 March 2007.
- IFRIC 12 “Service Concession Arrangements” applicable for financial years beginning after 1 January 2008.
- IFRIC 13 “Customer Loyalty Programmes” applicable for financial years beginning after 1 July 2008.
- IFRIC 14 “IAS 19 – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction” applicable for financial years beginning after 1 January 2008.

The Group is currently analysing the practical consequences of these new standards and interpretations and the impact of their application on its financial statements.

### Basis of Consolidation

The consolidated financial statements comprise the financial statements of AS Norma and its subsidiary consolidated line-by-line.

Subsidiaries are companies, in which the Group has an interest of more than 50% of the voting rights or otherwise has power to govern the financial and operating decisions of these companies. Subsidiaries are consolidated from the acquisition date (date on which control is transferred to the Group) and cease to be consolidated from the disposal date (date on which control is transferred out of the Group).

The financial statements of the subsidiary are prepared for the same reporting year as the Parent, using consistent accounting policies, in all material respects. All inter-group transactions, balances and unrealised profits and losses on transactions between Group's companies have been eliminated in the consolidated financial statements. Unrealised losses are not eliminated, if these losses represent impairment of assets sold.

### **Foreign Currency Translation**

The functional currency of the Parent is Estonian kroon, which is also the presentation currency of the current consolidated financial statements; other currencies are considered as foreign currencies. Although many purchase and sales contracts are denominated in euros, as the Estonian kroon is pegged to the euro and no foreign exchange differences can arise, the Group considers the Estonian kroon as the functional and presentation currency.

Foreign currency transactions are recorded on the basis of the foreign currency exchange rates of the Bank of Estonia officially valid on the transaction date. Monetary assets and liabilities denominated in foreign currencies are translated at the rate of exchange ruling at the balance sheet date. All differences from assets and liabilities related to operating activities are recognised in the income statement as operating items and differences from assets and liabilities related to investing and financing activities are recognised as financial items.

The functional currency of the foreign subsidiary is euro. All transactions and balances of the foreign subsidiary are translated into Estonian kroons using foreign currency rates of the Bank of Estonia. As the Estonian kroon is pegged to the euro with a fixed rate (1 euro = 15.6466 EEK), the foreign exchange differences, which should be recorded directly in equity, do not arise.

### **Cash and Cash Equivalents**

Cash and cash equivalents in the cash flow statement are short-term (up to 3 months maturity) highly liquid investments that are readily convertible to a known amount of cash and which are subject to an insignificant risk of changes in value, including cash in hand and at bank, short-term time deposits with maturity up to 3 months and other marketable highly liquid investments (e.g., interest fund shares).

### **Financial Assets**

All financial assets are initially recognised at cost, being the fair value of the consideration given. The cost of financial assets includes also acquisition charges associated directly with the investment (e.g., fees paid to agents and advisers, non-refundable taxes and other similar expenditures), except in the case of investments at fair value through profit or loss.

All regular way purchases and sales of financial assets are recognised on the trade date i.e. the date that the Group commits to purchase or sell the asset (e.g. conclude an agreement). Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the period generally established by regulation or convention in the marketplace.

For subsequent recognition, financial assets are classified as follows:

- financial assets at fair value through profit or loss (incl. shares and other securities held for trading and other securities and derivatives with positive value),
- held-to-maturity investments (incl. bonds with fixed maturity, which are being held to maturity),
- loans and receivables (incl. loans granted, trade receivables and other receivables),
- available-for-sale financial assets (incl. all those financial assets that are not classified in any of the three preceding categories; in the reporting and comparative period the Group did not have any such investments).

Financial assets at fair value through profit and loss are measured in their fair value on each balance sheet date. Fair value of listed securities is based on a listed market price (closing prices) and the official exchange rates of the Bank of Estonia. Unlisted securities are accounted for in their fair value on the basis of the available information on the value of the investment. Gains or losses from changes in the fair value of investments held for trading are recognised under "Financial income" or "Financial expenses" in the income statement. Interests and dividends from investments held for trading are also recognised under "Financial income" or "Financial expenses" in the income statement.

Held-to-maturity investments, loans and receivables are carried at amortised cost using the effective interest method. Amortised cost is calculated by taking into account a discount or a premium on acquisition and transaction costs, over the period to maturity.

When the recoverable amount of investments carried at amortised cost is lower than its carrying amount, the asset is considered impaired and is written down to its recoverable amount (for doubtful accounts receivable the contra assets

account is used for allowances and uncollectible receivables are written off from the balance sheet). The recoverable amount of investments carried at amortised cost is measured as the present value of estimated future cash flows discounted at the financial asset's original effective interest rate. The impairment of receivables is assessed on an individual basis, based on the current credit information available. The amount of the impairment loss from receivables related to operating activities is recognised under operating expenses ("General administrative expenses") and from investments related to investing activities under financial items in the income statement.

Collection of receivables that have been previously expensed as impaired assets are recognised as an adjustment of allowance in the balance sheet and a reduction of expenses in the income statement.

Interests from investments held to maturity, loans and receivables are recognised under "Financial income" in the income statement.

The de-recognition of a financial asset takes place when the Group no longer controls the contractual rights that comprise the financial instrument, which is normally the case when the instrument is sold, or all the cash flows attributable to the instrument are passed through to an independent third party.

#### **Accounting for investments in subsidiaries in the parent company's standalone main statements as required by the Estonian Accounting Act**

The parent company's standalone main statements (presented in Notes 26-29) represent supplemental information in line with the Estonian Accounting Act and they are not deemed to present separate financial statements of the parent in accordance with IAS 27.

In the Parent's non-consolidated financial statements investments in its subsidiary is carried at cost. It means that investments in subsidiaries are initially recognised at cost, being the fair value of the consideration given. After initial recognition the cost is adjusted by any losses arising from impairment in value.

The Parent assesses at each reporting date whether there is an indication that an investment may be impaired and if any such indication exists, the Group makes an estimate of the asset's recoverable amount (higher of the value in use and fair value less costs to sell). Impairment losses are recognised under "Financial expenses" in the income statement. A previously recognised impairment loss is reversed, if there has been a change in the estimates used to determine the investment's recoverable amount since the last impairment loss was recognised. Such a reversal is recognised as financial income in the income statement when incurred.

Dividends receivable/received from subsidiaries are recognised as financial income, when the Parent's right to receive the payment is established, except a part of dividends paid out on account of the retained earnings created by the subsidiary before the acquisition of the subsidiary. Such dividends are recognised as a reduction of investments.

#### **Inventories**

Finished products and work-in-progress are recorded at production cost, consisting of the direct and indirect production costs on normal operating capacity. Raw materials and goods for resale located in warehouses or production field are recorded at acquisition cost, consisting of the purchase price, direct transportation costs related to the purchase, non-refundable taxes and other purchase related expenditures.

Inventories are valued at the lower of cost and net realisable value. Inventories are accounted for by using the weighed average acquisition cost method. The amount of write-down of inventories to their net realisable value is recorded as expenses of the reporting period, under "Cost of sales" of the income statement.

#### **Property, Plant and Equipment**

Assets with a useful life of over 1 year and an acquisition cost of over 40 000 kroons are considered to be property, plant and equipment. Initially, property, plant and equipment are recognised at cost, consisting of the purchase price and expenditures directly related to the acquisition.

Subsequent to initial recognition an item of property, plant and equipment is carried in the balance sheet at its cost, less accumulated depreciation and any accumulated impairment losses. When the recoverable amount of property, plant and equipment is lower than its carrying amount, the asset is considered impaired and is written down to its recoverable amount, which is the higher of the value in use and fair value less costs to sell. The Group assesses at each reporting date whether there is an indication that an asset may be impaired and if any such indication exists, the Group makes an estimate of the asset's recoverable amount. Impairment losses are recognised under "Other operating expenses" in the income statement.

An assessment is made at each reporting date as to whether there is any indication that previously recognised impairment losses may no longer exist or may have decreased. If such indication exists, the recoverable amount is estimated. A previously recognised impairment loss is reversed, if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognised. Such reversal is recognised as a reduction of expenses in income statement when incurred.

Subsequent expenditure relating to an item of property, plant and equipment that has already been recognised (e.g. replacements of part of some items) are added to the carrying amount of the assets, if the recognition criteria are met, i.e. (a) it is probable that future economic benefits associated with the item will flow to the Group, and (b) the cost of the item can be measured reliably. The replaced items are derecognised. All other expenditures are recognised as an expense in the period in which it is incurred.

The calculation of depreciation is started, when the assets are ready for the expected usage determined by the management and finished upon the reclassification to non-current assets held for resale or disposal of the assets. If the item of property, plant and equipment is fully depreciated, the cost and accumulated depreciation of such item are recorded in balance sheet until the item is in use.

The depreciable amount of an asset (i.e., cost of an asset less its residual value) is expensed over the expected useful life of an asset. The cost of land is not depreciated. Depreciation is calculated on a straight-line basis (except for tooling) over the estimated useful life of the asset as follows:

- Buildings 8 - 20 years
- Machinery and equipment 4 - 11 years
- IT equipment 3 - 7 years
- Other items 5 - 7 years

The sum-of-the-unit method is used for depreciation of tooling.

If an asset consists of separable components with different useful lives, each such component are accounted for and depreciated separately in the book-keeping of the Group

The asset's residual values, useful lives and methods of depreciation are reviewed, and adjusted if appropriate, at each financial year-end. Changes in residual values, useful lives and methods are treated as a change in estimates.

Non-current assets held for sale are valued at the lower of net carrying amount and fair value less costs to sell. Non-current assets held for sale are not depreciated.

### **Intangible Assets**

Initially, intangible assets are recognised at cost, consisting of the purchase price and expenditures directly related to the acquisition. Subsequent measurement depends on whether an intangible asset has a finite or indefinite life. Intangible assets with finite lives are stated at cost less accumulated amortisation and any accumulated impairment in losses. Such intangible assets are amortised over the useful economic life on a straight-line basis as follows:

- Licences 3-10 years.

When the recoverable amount of intangible assets with finite lives is lower than its carrying amount, the asset is considered impaired and is written down to its recoverable amount, which is the higher of the value in use and fair value less costs to sell. The Group assesses at each reporting date whether there is an indication that an asset may be impaired and if any such indication exists, the Group makes an estimate of the asset's recoverable amount. Impairment losses are recognised under "Other operating expenses" in the income statement.

An assessment is made at each reporting date as to whether there is any indication that previously recognised impairment losses may no longer exist or may have decreased. If such indication exists, the recoverable amount is estimated. A previously recognised impairment loss is reversed, if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognised. Such reversal is recognised as a reduction of expenses in income statement when incurred.

Intangible assets with indefinite useful lives (incl. goodwill) are tested for impairment annually. Such intangibles are not amortised. In the reporting period and comparative period the Group did not have any intangible assets with indefinite useful lives.

Development expenses are expenditures incurred as a result of the application of research findings to a plan or design for new products and services. Development expenditure is capitalised only when the Group can demonstrate the technical feasibility of completing the intangible asset, its intention to complete the intangible asset and use or sell it, its ability to

use or sell it, the availability of resources to complete the project, how the asset will generate future economic benefits and the ability to measure reliably the expenditure during the development.

Expenditures related to the establishing a new entity, research costs and training expenses are not capitalised.

### **Financial Liabilities**

Borrowings are recognised initially at cost, being the fair value of proceeds received. In subsequent periods, borrowings are stated at amortised cost using the effective interest method. Transaction costs are taken into consideration upon calculating the effective interest rate, and charged to expenses over the term of the financial liability. Borrowing costs (incl. interest expenses) related to the financial liability are recognised as an expense when incurred.

Borrowings are derecognised when the obligation under the liability is discharged or cancelled or expired.

### **Provisions and Contingent Liabilities**

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount of the obligation can be made, but the date of the settlement and the final amount of it are not certain. Value of provisions is based on the assessment and experiences of the Group's management, and opinion of independent experts, if necessary.

Promises, guarantees and other commitments that in certain circumstances may become liabilities, but in the opinion of the Group's management an outflow to settle these liabilities is not probable, are disclosed in the notes to the consolidated financial statements as contingent liabilities.

### **Income tax**

#### Estonian companies of the Group:

According to the Estonian Income Tax Law the company's net profit is not subject to income tax; thus there are no temporary differences between the tax bases and carrying values of assets and liabilities that may cause the deferred income tax. Instead of taxing net profit, all dividends paid by the company are subject to income tax with the rate of 21/79 (the rate of 22/78 was effective for dividends paid out in 2007; the tax rate will decrease also in future - every year by one point until 20/80 of net dividends paid out after 1 January 2009). Income tax from the payment of dividends is recorded as income tax expense at the moment of declaring the dividends, regardless of the actual payment date or the period for which the dividends are paid out.

The potential tax liability related to the distribution of the Group's retained earnings as dividends is not recorded in the balance sheet.

#### Russian company of the Group:

In accordance with the local income tax acts, the company's net profit adjusted by temporary and permanent differences determined in income tax acts is subject to income tax in Russia (the tax rate is 24%).

Deferred income tax is provided, using the liability method, on all temporary differences at the balance sheet date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. Deferred tax assets are recognised only when it is probable that profit will be available against which the deferred tax assets can be utilised.

Tax to be paid is reported under current liabilities and deferred tax under non-current assets or liabilities.

### **Related Parties**

Entities and individuals are considered to be related parties if one of the parties can exercise control over the other party or has significant influence over economic decisions made by the other party. The following entities and individuals are considered as related parties of the Group, which itself belongs to the Autoliv Group:

- a) the parent and the ultimate parent of AS Norma;
- b) other companies of the Autoliv Group;
- c) key management personnel of the Group and the parent of the Group; and
- d) the close relatives of and the entities controlled by the parties specified above.

### **Revenue Recognition**

Sales of goods are recognised when the significant risks and rewards of ownership of the goods have passed to the buyer and the revenue and the cost of the transactions can reliably be measured. Revenue is recognised at the fair value of the received/receivable income. If the credit terms are longer than usual terms in the business of the Group, the revenue is determined based on the present value of proceeds.

Revenue from the sales of services is recorded upon rendering of the service. Income from services mediated is recognised as net of related expenses in the income statement.

Interest revenue is recognised as interest accrues, using the effective interest method that is the rate that exactly discounts estimated future cash receipts through the expected life of the financial instrument to the net carrying amount of the financial asset.

### **Finance and Operating Leases**

Lease transactions, where all material risks and benefits from ownership of an asset are transferred to the lessee, are treated as finance leases. All other lease transactions are treated as operating leases.

#### Group as a lessee

Finance leases are capitalised at the inception of the lease at the fair value of the leased assets or, if lower, at the present value of the minimum lease payments. Lease payments are apportioned between the finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability. Capitalised leased assets are depreciated similar to acquired assets over the shorter of the estimated useful life of the asset or the lease term.

Operating lease payments are recognised as operating expenses on a straight-line basis over the lease term.

#### Group as a lessor

When assets are leased out under a finance lease, the amount equals to the net investment in the lease is recognised as a receivable (the aggregate of the present value of the lease payments receivable by the lessor under a finance lease and any unguaranteed residual value at the end of lease period). Lease payments are apportioned between the finance income and reduction of the lease receivable so as to achieve a constant rate of interest on the remaining balance of the receivable.

Assets leased out under operating leases are included in property, plant and equipment in the balance sheet. These assets are depreciated over their expected useful lives on a basis consistent with similar items of property, plant and equipment. Lease income from operating leases is recognised in income on a straight-line basis over the lease term.

### **Segment Reporting**

The primary segments of the Group are operational segments and the secondary segments are geographical segments.

Across the Group's product lines the main product lines are car safety belts and safety systems. Other product lines (car security system components, automobile details, metalwork, real estate activities) separately account for less than 10% from revenue and total assets of the Group and therefore are not disclosed as separate reportable segments.

Expenses are allocated in proportion to product line's share from revenue. Assets (excl. cash, securities and loans granted), liabilities and investments are allocated according to the share of the segment. Depreciation, amortisation and impairment losses are allocated according to the portion of non-current assets to the segment. All expenses, assets and liabilities, which are not directly related to any segments, but are more related to administrative, investing and financing activities of the Group as a whole, are presented as unallocated expenses, assets and liabilities in the segment reporting.

### **Significant accounting judgements and estimates**

In the process of applying the Group's accounting policies, the management has made the decision that bonds acquired are going to be held up to maturity. According to this decision bonds acquired are carried at amortised cost, not at fair value.

## Notes to the Consolidated Financial Statements

1. <b>Cash and cash equivalents</b>	Thousands of kroons		Thousands euros	
	31.03.2008	31.12.2007	31.03.2008	31.12.2007
Cash in hand and current deposits in banks	1 788	694	114	44
Short-term time deposits with maturity up to 3 months	43 811	38 297	2800	2 448
Interest fund shares of Hansapank	7 605	47 597	486	3 042
	<b>53 204</b>	<b>86 588</b>	<b>3400</b>	<b>5 534</b>

31.03.2008 the Group has deposits with maturity up to 3 months in the following amounts:

- short-term kroons-deposits in commercial banks with interest rates of 4.5-6.7% (31.12.2007: 3.0-5.45%) in the amount of 43 811 thousand EEK or 2 800 thousands euros (31.12.2007: 4 430 thousands kroons or 283 thousands euros and euro-deposits in the amount 4 137 thousands kroons or 265 thousands euros); and
- there were no short-term placements in the treasury of Autoliv as of the 31.03.2008. As of the end of 2007, there were short-term euro-funds in the treasury of Autoliv with interest rate 4.754-5.175% in the amount of 29 729 thousand EEK or 1900 thousands euros.

The shares are valued at their fair value through profit and loss, which has been determined using the market value for interest fund shares.

2. <b>Financial assets</b>	Thousands of kroons		Thousands euros	
	31.03.2008	31.12.2007	31.03.2008	31.12.2007
Short-term time deposits with maturity more than 3 months	537 400	449 422	34 346	28 723
Accrued interest income	4 215	4 221	269	270
	<b>541 615</b>	<b>453 643</b>	<b>34 616</b>	<b>28 993</b>

As of the 31.03.2008 the Group has deposits with maturity more than 3 months in the following amounts:

- short-term kroons-deposits in commercial banks with interest rates of 5.5-7.05% (31.12.2007: 4.4%) in the amount of 202 000 thousand EEK or 12 910 thousands euros (31.12.2007: euro-deposits in the amount of 17 013 thousands kroons or 1 087 thousands euros); and
- short-term euro-funds in the treasury of Autoliv with interest rates 4.686-5.327% (31.12.2007: 5.018-5.327%) in the amount of 335 400 thousand EEK or 21 436 thousands euros (31.12.2007: 432 409 thousands kroons or 27 636 thousands euros).

The short-term deposits with maturity more than 3 months are designated as fair value through profit and loss as they are used for earning short-term profits from favourable interest rate changes. Such a designation is in line with the entity's investment strategy of earning competitive yields on liquid assets; thus, a variable product mix is used, combining different deposits, bonds and interest fund shares. These products are treated as one group and are designated as fair value through profit and loss. The maximum exposure to credit risk at the reporting date is the total amount of the deposits and accrued interest (see table Categories of financial assets and financial liabilities).

Categories of financial assets and financial liabilities		Note	Thousands of kroons		Thousands euros	
			31.03.2008	31.12.2007	31.03.2008	31.12.2007
Interest fund shares	Fair value through profit & loss	1	7 605	47 597	486	3 042
Short-term deposits with maturity more than 3 months	Fair value through profit & loss	2	537 400	449 422	34 346	28 723
Accrued interest income	Fair value through profit & loss	2	4 215	4 221	269	270
Trade receivables and allowances	Loans and receivables		157 081	162 333	10 039	10 375
Other short-term receivables	Loans and receivables		601	420	38	27
Long-term loans	Loans and receivables		322	307	21	20
Financial liabilities	Amortised cost		157 987	138 761	10 097	8 869

3. Inventories	Thousands of kroons		Thousands euros	
	31.03.2008	31.12.2007	31.03.2008	31.12.2007
Raw materials	65 949	69 523	4 215	4 443
Work in progress	20 978	17 476	1 341	1 117
Finished goods	24 153	18 735	1 544	1 198
Prepayments for goods	259	236	16	15
	<b>111 339</b>	<b>105 970</b>	<b>7 116</b>	<b>6 773</b>

4. Property, plant and equipment (thousands of kroons)

	Land and buildings	Machinery and equipment	Other items	Unfinished projects and prepayments	TOTAL
<b>Net book value as of 31.12.2006</b>	<b>68 631</b>	<b>165 177</b>	<b>2 704</b>	<b>12 245</b>	<b>248 757</b>
Additions	0	13 548	0	7 693	21 241
Disposals	0	-750	0	0	-750
Reclassifications		6 574		-6 574	0
Depreciation charge	-1 144	-13 261	-234	0	-14 639
<b>Net book value as of 31.03.2007</b>	<b>67 487</b>	<b>171 288</b>	<b>2 470</b>	<b>13 364</b>	<b>254 609</b>
Additions	837	21 799	232	-1 955	20 913
Disposals	0	-9	0	0	-9
Reclassifications	0	5671	0	-5671	0
Impairment loss	0	-66	0	0	-66
Depreciation charge	-3 435	-41 068	-640	0	-45 143
<b>Net book value as of 31.12.2007</b>	<b>64 889</b>	<b>157 615</b>	<b>2 062</b>	<b>5 738</b>	<b>230 304</b>
Additions	0	2 238	10	4 423	6 671
Reclassifications	0	2572	0	-2 572	0
Depreciation charge	-1 132	-12 141	-200	0	-13 473
<b>Net book value as of 31.03.2008</b>	<b>63 757</b>	<b>150 284</b>	<b>1 872</b>	<b>7 589</b>	<b>223 502</b>

**As of 31.03.2006**

Acquisition cost	96 894	469 707	7 532	6 951	<b>581 084</b>
Accumulated depreciation and impairment losses	-26 213	-286 451	-4 509	0	<b>-317 173</b>

**As of 31.03.2007**

Acquisition cost	98 237	500 154	8 042	13 364	<b>619 797</b>
Accumulated depreciation and impairment losses	-30 750	-328 866	-5572	0	<b>-365 188</b>

**As of 31.03.2008**

Acquisition cost	98 931	521 422	8 250	7 589	<b>636 192</b>
Accumulated depreciation and impairment losses	-35 174	-371 138	-6378	0	<b>-412 690</b>



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As of 31.03.2008, acquisition cost of fully depreciated property, plant and equipment amounts to 211 761 (31.03.2007: 183 374) thousand kroons.

As of 31.03.2008 additional investments needed for the completing unfinished projects (incl. uninstalled equipment) amount to 60 thousand kroons.

**Property, plant and equipment (thousands of euros)**

	Land and buildings	Machinery and equipment	Other items	Unfinished projects and prepayments	TOTAL
<b>Net book value as of 31.12.2006</b>	<b>4 386</b>	<b>10 557</b>	<b>173</b>	<b>783</b>	<b>15 898</b>
Additions	0	866	0	492	1 358
Disposals	0	-48	0	0	-48
Reclassifications		420	0	-420	0
Depreciation charge	-73	-848	-15	0	-936
<b>Net book value as of 31.03.2007</b>	<b>4 313</b>	<b>10 947</b>	<b>158</b>	<b>854</b>	<b>16 272</b>
Additions	53	1 393	15	-125	1337
Disposals	0	-1	0	0	-1
Reclassifications	0	362	0	-362	0
Impairment loss	0	-4	0	0	-4
Depreciation charge	-220	-2 625	-41	0	-2 885
<b>Net book value as of 31.12.2007</b>	<b>4 147</b>	<b>10 073</b>	<b>132</b>	<b>367</b>	<b>14 719</b>
Additions	0	143	1	283	426
Reclassifications	0	164	0	-164	0
Depreciation charge	-72	-775	-13	0	-860
<b>Net book value as of 31.03.2008</b>	<b>4 075</b>	<b>9 605</b>	<b>120</b>	<b>485</b>	<b>14 285</b>
<b>As of 31.03.2006</b>					
Acquisition cost	6 193	30 020	481	445	<b>37 139</b>
Accumulated depreciation and impairment losses	-1 675	-18 308	-288	0	<b>20 271</b>
<b>As of 31.03.2007</b>					
Acquisition cost	6 278	31 966	514	854	<b>39 612</b>
Accumulated depreciation and impairment losses	-1 965	-21 018	-356	0	<b>-23 340</b>
<b>As of 31.03.2008</b>					
Acquisition cost	6 323	33 325	527	485	<b>40 660</b>
Accumulated depreciation and impairment losses	-2 248	-23 720	-407	0	<b>-26 375</b>

As of 31.03.2008, acquisition cost of fully depreciated property, plant and equipment amounts to 13 534 (31.03.2007: 11 720) thousand euros.

As of 31.03.2008 additional investments needed for the completing unfinished projects (incl. uninstalled equipment) amount to 4 thousand euros.

**5. Intangible assets (thousands of kroons)**

	<b>Product and technology licences</b>	<b>Software licences</b>	<b>TOTAL</b>
<b>Net book value as of 31.12.2006</b>	<b>13 442</b>	<b>376</b>	<b>13 818</b>
Additions	0	295	295
Amortisation charge	-560	-61	-621
<b>Net book value as of 31.03.2007</b>	<b>12 882</b>	<b>610</b>	<b>13 492</b>
Additions	0	38	38
Amortisation charge	-1 681	-183	-1864
<b>Net book value as of 31.12.2007</b>	<b>11 201</b>	<b>465</b>	<b>11 666</b>
Amortisation charge	-560	-61	-621
<b>Net book value as of 31.03.2008</b>	<b>10 641</b>	<b>404</b>	<b>11 045</b>

**As of 31.03.2006**

Acquisition cost	22 402	7 900	30 302
Accumulated amortisation and impairment losses	-7 280	-7 552	-14 832

**As of 31.03.2007**

Acquisition cost	22 402	6 627	29 029
Accumulated amortisation and impairment losses	-9 520	-6 017	-15 537

**As of 31.03.2008**

Acquisition cost	22 402	6 665	29 067
Accumulated amortisation and impairment losses	-11 761	-6 261	-18 022

**Intangible assets (thousands of euros)**

	<b>Product and technology licences</b>	<b>Software licences</b>	<b>TOTAL</b>
<b>Net book value as of 31.12.2006</b>	<b>859</b>	<b>24</b>	<b>883</b>
Additions	0	19	19
Amortisation charge	-36	-4	-40
<b>Net book value as of 31.03.2007</b>	<b>823</b>	<b>39</b>	<b>862</b>
Additions	0	2	2
Amortisation charge	-107	-12	-119
<b>Net book value as of 31.12.2007</b>	<b>716</b>	<b>29</b>	<b>745</b>
Amortisation charge	-36	-4	-40
<b>Net book value as of 31.03.2008</b>	<b>680</b>	<b>25</b>	<b>705</b>

**As of 31.03.2006**

Acquisition cost	1 432	505	1 937
Accumulated amortisation and impairment losses	-466	-482	-948

**As of 31.03.2007**

Acquisition cost	1 432	424	1 855
Accumulated amortisation and impairment losses	-608	-385	-993

**As of 31.03.2008**

Acquisition cost	1 432	425	<b>1 857</b>
Accumulated amortisation and impairment losses	-752	-400	<b>-1 152</b>

**6. Share capital**

	Thousands of kroons		Thousands of euros	
	31.03.2008	31.12.2007	31.03.2008	31.12.2007
Share capital par value	<b>132 000</b>	132 000	<b>8 436</b>	8 436

AS Norma has issued 13.2 million common shares with one vote per share. All shares are fully paid. Dividends paid out for 2006 were 66.0 million kroons (4.2 million euros) or 5 (0.32 euro) kroons per share. The Management Board proposes also 66.0 million kroons (4.2 million euros) paid out for 2007.

The Parent can increase its share capital up to 528 000 thousand kroons (33 745 thousand euros) as maximum, without changing its Articles of Association.

Shareholders of AS Norma with participation over 5%, as of 31.03.2008:

Autoliv Ab	51,0%
ING LUXEMBOURG S.A.	9,2%
Skandinaviska Enskilda Banken Ab kliendid	6,6%

<b>Earnings per share</b>	Thousands of kroons		Thousands of euros	
	Q1 Y2008	Q1 Y2007	Q1 Y2008	Q1 Y2007
Net profit for the financial year	<b>30 491</b>	26 575	<b>1 949</b>	1 698
Average number of shares (in thousands)	<b>13 200</b>	13 200	<b>13 200</b>	13 200
Earnings per share in kroons	<b>2,31</b>	2,01	<b>0,15</b>	0,13

The Parent has no potential ordinary shares and therefore the basic earnings per share and diluted earnings per share are equal.

**7. Segment information**

**Primary reporting format – by product lines**

	Safety belts Q1 Y2008	Safety systems Q1 Y2008	Other products Q1 Y2008	Unal-located	Total Q1Y2008	In thousands of Estonian kroons				
						Safety belts Q1 Y2007	Safety systems Q1 Y2007	Other products Q1 Y2007	Unal-located	Total Q1 Y2007
<b>Segment revenue</b>	<b>231 027</b>	<b>53 340</b>	<b>46 418</b>	<b>0</b>	<b>330 785</b>	<b>246 529</b>	<b>2 511</b>	<b>34 099</b>	<b>0</b>	<b>283 139</b>
<b>Segment expenses</b>	<b>-189 793</b>	<b>-47 811</b>	<b>-37 338</b>	<b>-31 782</b>	<b>-306 724</b>	<b>-208 120</b>	<b>-2 314</b>	<b>-31 279</b>	<b>-19 443</b>	<b>-261 156</b>
<b>Segment results</b>	<b>41 234</b>	<b>5 529</b>	<b>9 080</b>	<b>-31 782</b>	<b>24 061</b>	<b>38 409</b>	<b>197</b>	<b>2 820</b>	<b>-19 443</b>	<b>21 983</b>
<b>Total assets</b>	<b>322 625</b>	<b>53 838</b>	<b>54 051</b>	<b>675 501</b>	<b>1 106 015</b>	<b>356 504</b>	<b>2 258</b>	<b>54 033</b>	<b>627 401</b>	<b>1 040 196</b>
Financial assets (excl. receivables)	0	0	0	594 819	594 819		0	0	519 789	519 789
Receivables and prepaid expenses	116 900	31 516	9 275	7 619	165 310	129 036	1 364	8 285	13 756	152 441
Inventories	77 761	11 681	21 897	0	111 339	86 148	894	12 823		99 865
Property, plant and equipment and intangible assets	127 964	10 641	22 879	73 063	234 547	141 320		32 925	93 856	268 101
<b>Segment liabilities</b>	<b>103 981</b>	<b>25 009</b>	<b>20 456</b>	<b>18 598</b>	<b>168 044</b>	<b>116 405</b>	<b>1 307</b>	<b>17 482</b>	<b>10 875</b>	<b>146 069</b>
<b>Investments in non-current assets</b>	<b>5 728</b>	<b>0</b>	<b>900</b>	<b>43</b>	<b>6 671</b>	<b>16 019</b>		<b>4 462</b>	<b>1 055</b>	<b>21 536</b>
<b>Depreciation and amortisation</b>	<b>9 763</b>	<b>560</b>	<b>1 725</b>	<b>2 046</b>	<b>14 094</b>	<b>7 064</b>	<b>560</b>	<b>1 472</b>	<b>6 164</b>	<b>15 260</b>

## Segment information

### Primary reporting format – by product lines

	In thousands of euros									
	Safety belts Q1 Y2008	Safety systems Q1 Y2008	Other products Q1 Y2008	Unal-located	Total Q1 Y2008	Safety belts Q1 Y2007	Safety systems Q1 Y2007	Other products Q1 Y2007	Unal-located	Total Q1 Y2007
<b>Segment revenue</b>	<b>14 765</b>	<b>3 409</b>	<b>2 967</b>	<b>0</b>	<b>21 141</b>	<b>15 756</b>	<b>160</b>	<b>2 180</b>	<b>0</b>	<b>18 096</b>
<b>Segment expenses</b>	<b>-12 130</b>	<b>-3 056</b>	<b>-2 386</b>	<b>-2 031</b>	<b>-19 603</b>	<b>-13 301</b>	<b>-148</b>	<b>-1 999</b>	<b>-1 243</b>	<b>-16 691</b>
<b>Segment results</b>	<b>2 635</b>	<b>353</b>	<b>581</b>	<b>-2 031</b>	<b>1 538</b>	<b>2 455</b>	<b>12</b>	<b>181</b>	<b>-1 243</b>	<b>1 405</b>
<b>Total assets</b>	<b>20 619</b>	<b>3 441</b>	<b>3 454</b>	<b>43 173</b>	<b>70 687</b>	<b>22 785</b>	<b>144</b>	<b>3 454</b>	<b>40 098</b>	<b>66 481</b>
Financial assets (excl. receivables)	0	0	0	38 016	38 016	0	0	0	33 221	33 221
Receivables and prepaid expenses	7 471	2 014	593	487	10 565	8 247	87	530	879	9 743
Inventories	4 970	747	1 399	0	7 116	5 506	57	820	0	6 383
Property, plant and equipment and intangible assets	8 178	680	1 462	4 670	14 990	9 032	0	2 104	5 998	17 134
<b>Segment liabilities</b>	<b>6 646</b>	<b>1 598</b>	<b>1 307</b>	<b>1 190</b>	<b>10 741</b>	<b>7 440</b>	<b>84</b>	<b>1 117</b>	<b>695</b>	<b>9 336</b>
<b>Investments in non-current assets</b>	<b>366</b>	<b>0</b>	<b>57</b>	<b>3</b>	<b>426</b>	<b>1 024</b>	<b>0</b>	<b>285</b>	<b>67</b>	<b>1 376</b>
<b>Depreciation and amortisation</b>	<b>624</b>	<b>36</b>	<b>110</b>	<b>131</b>	<b>901</b>	<b>451</b>	<b>36</b>	<b>94</b>	<b>394</b>	<b>975</b>

The primary segments of the Group are operational segments and the secondary segments are geographical segments.

Across Group's product lines main product line is car safety belts. By the end of 2007, share of safety systems rose above 10% of Group revenues and therefore it is presented as a separate segment. Other product lines (seat belt components, car parts, tooling, real estate activities) separately account for less than 10% from revenue and total assets of the Group and therefore are not disclosed as separate reportable segments.

Segment revenue is revenue reported in the Group's income statement that is directly attributable to a segment and the relevant portion of the Group's revenue that can be allocated on reasonable basis to a segment, whether from sales to external customers or from transactions with other segments of the Group.

Segment expenses is expense resulting from the operating activities of a segment that is directly attributable to the segment and the relevant portion of an expense that can be allocated on a reasonable basis to the segment, including expenses relating to sales to external customers and expenses relating to transactions with other segments of the same entity.

Segment expense does not include general administrative expenses and other expenses that arise at the Group level and related to the Group as a whole. Expenses incurred at the Group level are allocated on a reasonable basis to the segment, if these expenses relate to the segment's operating activities and they can be directly attributed or allocated to the segment.

Segment result is segment revenue less segment expenses.

Segment assets are those operating assets that are employed by a segment in the its operating activities and that either are directly attributable to the segment or can be allocated to the segment on a reasonable basis.

Segment assets include current assets, property, plant and equipment and intangible assets related to the operating activities. If a particular item of depreciation or amortisation is included in segment expense, the related asset is also included in segment assets. Segment assets do not include assets used for general Group or head-office purposes or which cannot be allocated directly to the segment. Segment assets include operating assets shared by two or more segments if a reasonable basis for allocation exists.

### Secondary reporting format – Revenue by geographical markets

	Thousands of kroons		Thousands of euros	
	Q1 Y2008	Q1 Y2007	Q1 Y2008	Q1 Y2007
Sweden	151 543	169 756	9 685	10 849
Russia	146 669	86 140	9 374	5 505
Germany	11 821	11 634	755	744
Rumanian	5 001	0	320	0
Czech Republic	3 625	2 472	232	158
Ukraine	3 256	2 368	208	151
Estonia	2 539	3 504	162	224
Spain	2 071	306	132	20
Finland	2 016	1 292	129	83
France	1 191	1 272	76	81
Poland	511	1 463	33	93
Great Britain	214	263	14	17
Other countries	328	2 669	21	171
<b>Total:</b>	<b>330 785</b>	<b>283 139</b>	<b>21 141</b>	<b>18 096</b>

The Group's (except Norma-Osvar ZAO's) inventories and property, plant and equipments are located in Estonia. Norma-Osvar ZAO's assets in the total amount of 8 895 (31.03.2007: 10 293) thousand kroons or 568 (31.03.2007: 658) thousands euros are located in Russian Federation, incl. property, plant and equipment in the amount of 665 (31.03.2007: 762) thousand kroons or 43 (31.03.2007: 49) thousands euros.

In the opinion of the management the pricing used in transactions between segments does not differ significantly market prices.

8. Cost of sales	Thousands of kroons		Thousands of euros	
	Q1 Y2008	Q1 Y2007	Q1 Y2008	Q1 Y2007
Raw materials	-202 591	-169 802	-12 948	-10 852
Personnel expenses	-47 679	-40 466	-3 047	-2 586
Depreciation and amortisation	-13 093	-14 283	-837	-913
Utilities	-5 166	-4 956	-330	-317
Repairs and maintenance	-1 595	-1 997	-102	-128
Transportation	-6 611	-6 555	-423	-419
Other services	-1 237	-1 441	-79	-92
Others	-6 401	-4 372	-409	-279
	<b>-284 373</b>	<b>-243 872</b>	<b>-18 175</b>	<b>-15 586</b>

9. Transactions with related parties	Thousands of kroons		Thousands of euros	
	Q1 Y2008	Q1 Y2007	Q1 Y2008	Q1 Y2007
Purchases from companies of Autoliv Group	93 687	45 632	5 988	2 916
incl. purchases of goods	86 449	41 688	5 525	2 664
receiving of services	7 186	3 524	459	225
receiving of services from the parent company Autoliv AB	52	420	4	27
Transfer of research and development	2 734	500	175	32
Sales to companies of Autoliv Group	168 125	181 321	10 745	11 589
incl. sales of goods	166 401	180 086	10 635	11 510
rendering of services	1 724	1 145	110	73
rendering of services to the parent company Autoliv AB	0	90	0	6
Sales to Norma by Law-office Tark & Co	386	72	25	5
	<b>31.03.2008</b>	<b>31.12.2007</b>	<b>31.03.2008</b>	<b>31.12.2007</b>
Receivables from companies of Autoliv Group	66416	48547	4 245	3 103
incl. Autoliv AB	0	0	0	0
Payables to companies of Autoliv Group	45093	36298	2 882	2 320
incl. Autoliv AB	17	559	1	36
Short-term deposits in treasury of Autoliv Group	335400	462138	21 436	29 536
Payables to Law-office Tark & Co	270	136	17	9

## 10. Balance sheet of AS Norma (the Parent)

A s s e t s	Thousands of kroons		Thousands of euros	
	31.03.2008	31.12.2007	31.03.2008	31.12.2007
<b>Current assets</b>				
Cash in hand and deposits	51 681	86 244	3 303	5 512
Financial assets	541 615	453 643	34 616	28 993
Receivables	166 951	170 652	10 670	10 907
Prepaid expenses	2 764	1 087	176	70
Inventories	109 353	104 634	6 989	6 687
<b>Total current assets</b>	<b>872 364</b>	<b>816 260</b>	<b>55 754</b>	<b>52 169</b>
<b>Non-current assets</b>				
Long-term investments	24	24	2	2
Long-term receivables	322	307	20	20
Property, plant and equipment	222 837	229 618	14 242	14 675
Intangible assets	11 044	11 666	706	745
<b>Total non-current assets</b>	<b>234 227</b>	<b>241 615</b>	<b>14 970</b>	<b>15 442</b>
<b>Total assets</b>	<b>1 106 591</b>	<b>1 057 875</b>	<b>70 724</b>	<b>67 611</b>
<b>Liabilities and equity</b>				
<b>Liabilities</b>				
<b>Current liabilities</b>				
Payables	167 399	148 761	10 699	9 508
Deferred income	540	809	34	52
<b>Total current liabilities</b>	<b>167 939</b>	<b>149 570</b>	<b>10 733</b>	<b>9 560</b>
<b>Total liabilities</b>	<b>167 939</b>	<b>149 570</b>	<b>10 733</b>	<b>9 560</b>
<b>Equity</b>				
Share capital (par value)	132 000	132 000	8 436	8 436
Statutory reserve	13 200	13 200	844	844
Retained earnings	763 105	657 240	48 771	42 005
Net profit	30 347	105 865	1 940	6 766
<b>Total equity</b>	<b>938 652</b>	<b>908 305</b>	<b>59 991</b>	<b>58 051</b>
<b>Total liabilities and equity</b>	<b>1 106 591</b>	<b>1 057 875</b>	<b>70 724</b>	<b>67 611</b>

## 11. Income statement of AS Norma (the Parent)

	Thousands of kroons		Thousands of euros	
	Q1 Y2008	Q1 Y2007	Q1 Y2008	Q1 Y2007
Revenue	330 610	283 104	21 130	18 094
Cost of sales	-284 857	-243 835	-18 206	-15 584
<b>Gross profit</b>	<b>45 753</b>	<b>39 269</b>	<b>2 924</b>	<b>2 510</b>
Marketing and distribution costs	-5 596	-5 326	-358	-340
Research and development expenses	-5 510	-6 110	-352	-390
General administrative expenses	-11 236	-7 071	-718	-453
Other operating income	836	1 723	53	110
Other operating expenses	-330	-84	-21	-5
<b>Operating profit</b>	<b>23 917</b>	<b>22 401</b>	<b>1 528</b>	<b>1 432</b>
Financial income	6 497	4 663	416	297
Financial expenses	-67	-71	-4	-4
<b>Profit before taxes</b>	<b>30 347</b>	<b>26 993</b>	<b>1 940</b>	<b>1 725</b>
<b>Net profit</b>	<b>30 347</b>	<b>26 993</b>	<b>1 940</b>	<b>1 725</b>

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Sales classification in accordance with the Commercial Code (§ 4 section 6):

C Manufacturing industry (in thousands of euros)

NACE	Classification (EMTAK)	Sales Q1 Y2008 (the Group)	Sales Q1 Y2008 (the Parent)	Sales Q1 Y2007 (the Group)	Thousands kroons
					Sales Q1 Y2007 (the Parent)
29.32	2932	330 785	330 610	283 139	283 104
	29321	330 785	330 610	283 139	283 104

NACE	Classification (EMTAK)	Sales Q1 Y2008 (the Group)	Sales Q1 Y2008 (the Parent)	Sales Q1 Y2007 (the Group)	Thousands euros
					Sales Q1 Y2007 (the Parent)
29.32	2932	21 141	21 130	18 096	18 094
	29321	21 141	21 130	18 096	18 094

## 12. Statement of changes in equity of AS Norma (the Parent)

	Share capital (par value)	Statutory Reserve	Retained earnings	Total equity
<b>31.12.2006</b>	<b>132 000</b>	<b>13 200</b>	<b>714 168</b>	<b>859 368</b>
Association with the subsidiary			9 072	9 072
Net profit for the financial year	-	-	26 993	26 993
<b>31.03.2007</b>	<b>132 000</b>	<b>13 200</b>	<b>750 233</b>	<b>895 433</b>
Dividends	-	-	-66 000	-66 000
Net profit for the financial year	-	-	78 872	78 872
<b>31.12.2007</b>	<b>132 000</b>	<b>13 200</b>	<b>763 105</b>	<b>908 305</b>
<b>31.12.2007</b>	<b>132 000</b>	<b>13 200</b>	<b>763 105</b>	<b>908 305</b>
Net profit for the financial year			30 347	30 347
<b>31.03.2008</b>	<b>132 000</b>	<b>13 200</b>	<b>793 452</b>	<b>938 652</b>

	Share capital (par value)	Statutory Reserve	Retained earnings	Total equity
<b>31.12.2006</b>	<b>8 436</b>	<b>844</b>	<b>45 643</b>	<b>54 923</b>
Association with the subsidiary			580	580
Net profit for the financial year	-	-	1 725	1 725
<b>31.03.2007</b>	<b>8 436</b>	<b>844</b>	<b>47 948</b>	<b>57 228</b>
Dividends			-4 218	-4 218
Net profit for the financial year	-	-	5 041	5 041
<b>31.12.2007</b>	<b>8 436</b>	<b>844</b>	<b>48 771</b>	<b>58 051</b>
<b>31.12.2007</b>	<b>8 436</b>	<b>844</b>	<b>48 771</b>	<b>58 051</b>
Net profit for the financial year			1 940	1 940
<b>31.03.2008</b>	<b>8 436</b>	<b>844</b>	<b>50 711</b>	<b>59 991</b>

Pursuant to the Commercial Code the statutory reserve amounts to 10% of the share capital.

The statutory reserve can be used for covering the loss or increasing the share capital. The Statutory reserve cannot be paid out as dividends.

## Signatures of the Management Board to the Q1 Y2008 Interim Report

The Management Board hereby states and confirms that to their best knowledge:

- 1) the consolidated financial statements, prepared in accordance with the International Financial Reporting Standards as adopted by the EU, give a true and fair view of the assets, liabilities, financial position and profit of AS Norma and its subsidiary as a whole;
- 2) the Management report gives a true and fair view of the business developments and results of AS Norma and of its subsidiary as a whole and includes a description of the main risks and uncertainties.

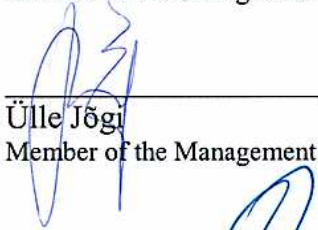
The Management Board also confirms the correctness of information presented in the Q1 2008 Interim Report of consolidated group of AS Norma:



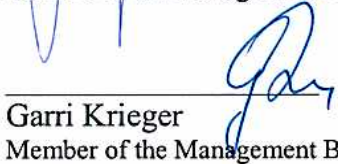
Peep Siimon  
Chairman of the Management Board



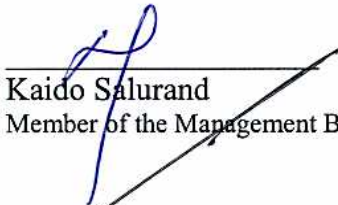
Ivar Aas  
Member of the Management Board



Ülle Jõgi  
Member of the Management Board



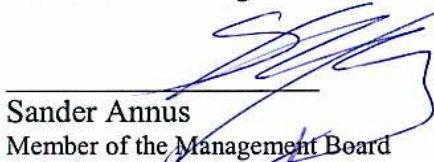
Garri Krieger  
Member of the Management Board



Kaido Salurand  
Member of the Management Board



Stig Carlson  
Member of the Management Board



Sander Annus  
Member of the Management Board



Peeter Toniste  
Member of the Management Board