# TALLINNA FARMAATSIATEHASE AS

Unaudited interim statement of 3 months of 2005

Name of company Tallinna Farmaatsiatehase AS

Commercial registry code 10093221

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Beginning of financial year 1 January 2005 End of financial year 31 December 2005

Main area of activity manufacture of medicinal products

Auditor AS Deloitte & Touche Audit

|   | Notes | 31.03.2005 | 31.12.2004 | 31.03.2005 | 31.12.2004 |
|---|-------|------------|------------|------------|------------|
|   |       | EEK        | EEK        | EUR        | EUR        |
| ASSETS  |       |            |            |            |            |
| Current assets  |       |            |            |            |            |
| Cash at bank and in hand                              | 2     | 464        | 308        | 30         | 20         |
| Trade receivables                                     | 3     | 26 743     | 26 766     | 1 709      |            |
| Inventories   | 4     | 5 384      | 4 654      | 344        | 297        |
| Total current assets                                  |       | 32 591     | 31 728     | 2 083      | 2 028      |
| Fixed assets  |       |            |            |            |            |
| Other long-term receivables                           | 5     | 105        | 105        | 7          | 7          |
| Tangible assets                                       | 6     | 29 008     | 29 649     | 1 853      | 1 894      |
| Intangible assets                                     |       | 343        | 392        | 22         |            |
| Total fixed assets                                    |       | 29 456     | 30 146     | 1 882      | 1 926      |
| TOTAL ASSETS  | -     | 62 047     | 61 874     | 3 965      | 3 954      |
| LIABILITIES AND OWNERS' EQUITY<br>Current liabilities | -     |            |            |            |            |
| Current financial lease repayments                    | 7     | 582        | 768        | 37         | 49         |
| Trade creditors and others liabilities                | 8     | 8 994      | 9 346      | 575        | 597        |
| Total current liabilities                             |       | 9 576      | 10 114     | 612        | 646        |
| Long-term liabilities                                 |       |            |            |            |            |
| Financial lease liabilities                           | 7     | 536        | 536        | 34         | _          |
| Total long-term liabilities                           |       | 536        | 536        | 34         | 34         |
| Total liabilities                                     |       | 10 112     | 10 650     | 646        | 680        |
| Owners' equity  |       |            |            |            |            |
| Share capital (nominal value)                         |       | 12 500     | 12 500     | 799        | 799        |
| Reserves  |       | 2 316      | 2 316      | 148        | 148        |
| Retained earnings                                     |       | 36 408     | 33 301     | 2 327      | 2 128      |
| Profit for the financial year                         |       | 711        | 3 107      | 45         | 199        |
| Total owners' equity                                  |       | 51 935     | 51 224     | 3 319      | 3 274      |
| TOTAL LIABILITIES AND OWNERS' EQUITY                  |       | 62 047     | 61 874     | 3 965      | 3 954      |

# **INCOME STATEMENT**

|   | Note | 01.01.05-<br>31.03.05 | 01.01.04-<br>31.03.04 | 01.01.05-<br>31.03.05 | 01.01.04-<br>31.03.04 |
|---|------|-----------------------|-----------------------|-----------------------|-----------------------|
|   | Note | 31.03.03              | 31.03.04              | 31.03.03              | 31.03.04              |
| Sales revenue                               | 10   | 14 509                | 25 683                | 927                   | 1 641                 |
| Other operating revenue                     | 11   | 40                    | 775                   | 3                     | 50                    |
| Changes in inventories of finished goods    |      |                       |                       |                       |                       |
| and work in progress                        |      | (353)                 | (6 835)               | (23)                  | (437)                 |
| Materials, consumables and supplies         | 12   | (8 962)               | (8 419)               | (573)                 | (538)                 |
| Other operating expenses                    | 13   | (1 269)               | (2 255)               | (81)                  | (144)                 |
| Staff costs                                 | 14   | (2 359)               | (2 769)               | (151)                 | (177)                 |
| Depreciation and impairment of fixed assets | 6    | (772)                 | (922)                 | (49)                  | (59)                  |
| Other operating charges                     |      | (97)                  | (231)                 | (6)                   | (15)                  |
| Operating profit                            |      | 737                   | 5 027                 | 47                    | 321                   |
| Financial income and expenses               |      | (26)                  | (34)                  | (2)                   | (2)                   |
| Profit (loss) for accounting period         | -    | 711                   | 4 993                 | 45                    | 319                   |
| Net profit per share                        | 15   | (0.57)                | (3.99)                | 0.04                  | 0.26                  |

# TALLINNA FARMAATSIATEHASE AS

# CHANGE IN EQUITY STATEMENT

| EEK   | Share<br>capital | Reserves          | Retained<br>earnings | Profit for the financial year | Total  |
|---|------------------|-------------------|----------------------|-------------------------------|--------|
| 31 December 2003 Transfer of the profit for the financial year to the | 12 500           | 2 316             | 23 073               | 10 228                        | 48 117 |
| profit for previous periods Profit for the accounting period          | -<br>-           | -<br>-            | 10 228               | (10 228)<br>4 993             | 4 993  |
| 31 March 2004   | 12 500           | 2 316             | 33 301               | 4 993                         | 53 110 |
| 31 December 2004 Transfer of the profit for the financial year to the | 12 500           | 2 316             | 33 301               | 3 107                         | 51 224 |
| profit for previous periods<br>Profit for 3 months of<br>2005         | -<br>-           | <del>-</del><br>- | 3 107                | (3 107)<br>711                | 711    |
| 31 March 2005   | 12 500           | 2 316             | 36 408               | 711                           | 51 935 |

| EUR  | Share<br>capital | Reserves | Retained earnings | Profit for the financial year | Total |
|--|------------------|----------|-------------------|-------------------------------|-------|
| 31 December 2003                                     | 799              | 148      | 1 475             | 653                           | 3 075 |
| Transfer of the profit for the financial year to the |                  |          |                   |                               |       |
| profit for previous periods                          | -                | =        | 653               | (653)                         | -     |
| Profit for the accounting period                     | -                | -        | -                 | 319                           | 319   |
| 31 March 2004  | 799              | 148      | 2 128             | 319                           | 3 394 |
| 31 December 2004                                     | 799              | 148      | 2 128             | 199                           | 3 274 |
| Transfer of the profit for the financial year to the |                  |          |                   |                               |       |
| profit for previous periods                          | _                | -        | 199               | (199)                         | -     |
| Profit for 3 months of 2005                          | -                | -        | -                 | 45                            | 45    |
| 31 March 2005  | 799              | 148      | 2 327             | 45                            | 3 319 |

# CASH FLOW STATEMENT

|  | Note | 01.01.05-<br>31.03.05<br>EEK | 01.01.04-<br>31.03.04<br>EEK | 01.01.05-<br>31.03.05<br>EUR | 01.01.04-<br>31.03.04<br>EUR |
|--|------|------------------------------|------------------------------|------------------------------|------------------------------|
| CASH FLOW FROM OPERATING ACTIVITIES  |      |                              |                              |                              |                              |
| Net profit for the accounting period<br>Adjustment of profit to net cash flow from<br>main operating activities: |      | 711                          | 4 993                        | 45                           | 319                          |
| Depreciation of fixed assets   | 6    | 772                          | 922                          | 49                           | 58                           |
| Interest income  |      | (2)                          | (6)                          | _                            | -                            |
| Interest expense   |      | 28                           | 36                           | 2                            | 2                            |
| Changes in current assets and liabilities:   |      |                              |                              |                              |                              |
| Customer receivables   |      | 8                            | (14434)                      | 1                            | (922)                        |
| Inventories  |      | (730)                        | 6 536                        | (47)                         | 418                          |
| Supplier payables and other payables   |      | (352)                        | 1 278                        | (22)                         | 82                           |
| Total from operating activities  |      | 435                          | (675)                        | 28                           | (43)                         |
| CASH FLOW FROM   |      |                              |                              |                              |                              |
| INVESTING ACTIVITIES   |      |                              |                              |                              |                              |
| Acquisition of fixed assets  | 6    | (82)                         | (28)                         | (5)                          | (2)                          |
| Repayments of loans  |      | 15                           | 10                           | ĺ                            | 1                            |
| Interest received  |      | 2                            | 6                            | _                            | _                            |
| <b>Total from investing activities</b>   |      | (65)                         | (12)                         | (4)                          | (1)                          |
| CASH FLOW FROM   |      |                              |                              |                              |                              |
| FINANCING ACTIVITIES   |      |                              |                              |                              |                              |
| Financial lease repayments   |      | (186)                        | (186)                        | (12)                         | (12)                         |
| Interest paid  |      | (28)                         | (36)                         | (2)                          | (2)                          |
| Total from financing activities  |      | (214)                        | (222)                        | (14)                         | (14)                         |
| Total cash flow  |      | 156                          | (909)                        | 10                           | (58)                         |
| CASH AT BEGINNING OF PERIOD  |      | 308                          | 1 268                        | 20                           | 81                           |
| CASH AT END OF PERIOD  | _    | 464                          | 359                          | 30                           | 23                           |

#### NOTE 1. ACCOUNTING POLICIES AND VALUATION METHODS APPLIED

The interim financial statement of Tallinna Farmaatsiatehase AS (hereinafter also "the Company") has been prepared in accordance with the Accounting Law of the Republic of Estonia and the International Financial Reporting Standards (IFRS). The accounting policies applied upon preparation of the interim financial statement are the same as those used in the Annual Report for the financial year which ended on 31 December 2004.

In the opinion of the Management Board the interim financial statement of 3 months of 2005 gives a true and fair view of the performance of Tallinna Farmaatsiatehase AS based on the going concern principle. This interim financial statement has not been audited.

The interim financial statement has been prepared in thousands of EEK and thousands of EUR.

#### NOTE 2. CASH AND BANK ACCOUNTS

|                                   | 31.03.2005<br>EEK | 31.12.2004<br>EEK | 31.03.2005<br>EUR | 31.12.2004<br>EUR |
|-----------------------------------|-------------------|-------------------|-------------------|-------------------|
| Cash on hand                      | 9                 | 5                 | 1                 | 1                 |
| Bank accounts in EEK              | 92                | 17                | 6                 | 1                 |
| Bank accounts in foreign currency | 358               | 281               | 23                | 18                |
| Other cash equivalents            | 5                 | 5                 | -                 | -                 |
| Total                             | 464               | 308               | 30                | 20                |

#### NOTE 3. TRADE AND OTHER CURRENT RECEIVABLES

|   | 31.03.2005<br>EEK | 31.12.2004<br>EEK | 31.03.2005<br>EUR | 31.12.2004<br>EUR |
|---|-------------------|-------------------|-------------------|-------------------|
| Trade receivables Receivables from parent and other | 2                 | 16                | -                 | 1                 |
| group companies (see note 16)                       | 26 320            | 26 311            | 1 682             | 1 682             |
| Other short-term receivables                        | 51                | 39                | 3                 | 3                 |
| Prepaid taxes                                       | 312               | 354               | 20                | 23                |
| Other prepaid expenses                              | 58                | 46                | 4                 | 3                 |
| Total   | 26 743            | 26 766            | 1 709             | 1 711             |

#### **NOTE 4. INVENTORIES**

|                                   | 31.03.2005<br>EEK | 31.12.2004<br>EEK | 31.03.2005<br>EUR | 31.12.2004<br>EUR |
|-----------------------------------|-------------------|-------------------|-------------------|-------------------|
| Raw materials in warehouses       | 3 355             | 2 322             | 214               | 148               |
| Work in progress                  | 167               | 108               | 11                | 7                 |
| Finished goods                    |                   |                   |                   |                   |
| Finished goods in Estonian plant  | 1 205             | 1 011             | 77                | 65                |
| Finished goods in quality control | 607               | 1 213             | 39                | 77                |
| Total finished goods              | 1 812             | 2 224             | 116               | 142               |
| Prepayments to suppliers          | 50                | -                 | 3                 | -                 |
| Total                             | 5 384             | 4 654             | 344               | 297               |

# NOTE 5. GRANTED LONG-TERM LOANS

The Company has granted the following loans:

|  | 31.03.2005<br>EEK | 31.12.2004<br>EEK | 31.03.2005<br>EUR | 31.12.2004<br>EUR |
|--|-------------------|-------------------|-------------------|-------------------|
| Long-term unsecured loans with an interest rate of 5.7% per annum granted to private persons | 120               | 135               | 8                 | 9                 |
| including the short-term portion   | 15                | 30                | 1                 | 2                 |
| Long-term portion  | 105               | 105               | 7                 | 7                 |

As of 31 March 2005 a long-term loan has been granted to the Director, Ibraim Muhtši, in the amount of 104 573 EEK.

# NOTE 6. TANGIBLE AND INTANGIBLE FIXED ASSETS

The report on movements of tangible and intangible fixed assets is as follows:

# **EEK**

|                          | and    | Machinery<br>and<br>equipment | Other<br>tangible<br>assets | Intangible fixed assets | Pre-<br>payment s<br>for fixed<br>and<br>intangible<br>fixed assets | Total  |
|--------------------------|--------|-------------------------------|-----------------------------|-------------------------|---|--------|
| <b>Acquisition cost</b>  |        |                               |                             |                         |   |        |
| as of 31 December 2004   | 34 004 | 16 327                        | 2 989                       | 1 366                   | 58  | 54 744 |
| Purchases                | -      | . 74                          | 8                           | -                       | -   | 82     |
| 31 March 2005            | 34 004 | 16 401                        | 2 997                       | 1 366                   | 58  | 54 826 |
| Accumulated depreciation |        |                               |                             |                         |   |        |
| <b>31 December 2004</b>  | 10 876 | 10 118                        | 2 677                       | 1 032                   | -   | 24 703 |
| Depreciation             | 329    | 352                           | 42                          | 49                      | _   | 772    |
| 31 March 2005            | 11 205 | 10 470                        | 2 719                       | 1 081                   | . <b>-</b>  | 25 475 |
| Residual value           |        |                               |                             |                         |   |        |
| <b>31 December 2004</b>  | 23 128 | 6 209                         | 312                         | 334                     | . 58  | 30 041 |
| 30 March 2005            | 22 799 | 5931                          | 278                         | 285                     | 58  | 29 351 |

**EUR** 

|                          | Land<br>and<br>buildings | Machinery<br>and<br>equipment | Other<br>tangible<br>assets | Intangible fixed assets | Pre-<br>payment s<br>for fixed<br>and<br>intangible<br>fixed assets | Total |
|--------------------------|--------------------------|-------------------------------|-----------------------------|-------------------------|---|-------|
| <b>Acquisition cost</b>  |                          |                               |                             |                         |   |       |
| as of 31 December 2004   | 2 173                    | 1 043                         | 191                         | 87                      | 4   | 3 498 |
| Purchases                | -                        | 5                             | -                           | -                       | -   | 5     |
| 31 March 2005            | 2 173                    | 1 048                         | 191                         | 87                      | 4   | 3 503 |
| Accumulated depreciation | 1                        |                               |                             |                         |   |       |
| <b>31 December 2004</b>  | 695                      | 647                           | 171                         | 66                      | -   | 1 579 |
| Depreciation             | 21                       | 22                            | 3                           | 3                       | -   | 49    |
| 31 March 2005            | 716                      | 669                           | 174                         | 69                      | -   | 1 628 |
| Residual value           |                          |                               |                             |                         |   |       |
| <b>31 December 2004</b>  | 1 478                    | 396                           | 20                          | 21                      | 4   | 1 919 |
| 30 March 2005            | 1 457                    | 379                           | 17                          | 18                      | 4   | 1 875 |

The licenses for sale of pharmaceuticals are recorded as intangible assets. The pharmaceuticals are registered for five years and are amortised respectively.

# NOTE 7. LEASES

Finance lease – the Company as lessee

The Company has the following liabilities on financing the acquisition of production equipment:

|  | 31.03.2005<br>EEK | 31.12.2004<br>EEK | 31.03.2005<br>EUR | 31.12.2004<br>EUR |
|--|-------------------|-------------------|-------------------|-------------------|
| Long-term finance lease liability to Ühisliisingu AS with annual interest rate 5.6%, maturity date July 2006, contract currency EEK. The liability is secured by asset.  Long-term finance lease liability to Hansa Liising Eesti AS with annual interest rate 4.9%, maturity date July 2007, contract currency EUR. | 998               | 1 171             | 63                | 75                |
| The liability is secured by asset.   | 120               | 133               | 8                 | 8                 |
| Total  | 1 118             | 1 304             | 71                | 83                |
| Including short-term portion   | 582               | 768               | 37                | 49                |
| Long-term portion  | 536               | 536               | 34                | 34                |

#### NOTE 8. TRADE AND OTHER CURRENT PAYABLES

|                   | 31.03.2005<br>EEK | 31.12.2004<br>EEK | 31.03.2005<br>EUR | 31.12.2004<br>EUR |
|-------------------|-------------------|-------------------|-------------------|-------------------|
| Accounts payable  | 7 287             | 7 317             | 466               | 468               |
| Taxes payable     | 382               | 418               | 25                | 27                |
| Accrued expenses  | 878               | 1 164             | 56                | 74                |
| Dividends payable | 447               | 447               | 28                | 28                |
| Total             | 8 994             | 9 346             | 575               | 597               |

#### **NOTE 9. SHARE CAPITAL**

As of 31.03.2005 and 31.12.2004 the share capital of the Company is 12 500 000 EEK consisting of 1 250 000 shares with a nominal value of 10 EEK. The shares have been fully paid for. The shares of the Company are listed in the secondary list of Tallinn Stock Exchange.

As of 31.03.2005 and 31.12.2004 the shareholders of the Company are the following:

|                             | 31.03.2005 | 31.12.2004 |
|-----------------------------|------------|------------|
| PJSC Grindeks               | 93,5%      | 93,5%      |
| Other minority shareholders | 6,5%       | 6,5%       |
| Total                       | 100,0%     | 100,0%     |

# NOTE 10. NET SALES

Net sales are divided by markets as follows:

|         | 01.01.2005-<br>31.03.2005 | 01.01.2004-<br>31.03.2004 |        |     | 01.01.2005-<br>31.03.2005 |     | 01.01.2004-<br>31.03.2004 |     |
|---------|---------------------------|---------------------------|--------|-----|---------------------------|-----|---------------------------|-----|
|         | EEK                       | %                         | EEK    | %   | EUR                       | %   | EUR                       | %   |
| Latvia  | 14 482                    | 100                       | 25 670 | 100 | 925                       | 100 | 1 640                     | 100 |
| Estonia | 27                        | -                         | 13     | -   | 2                         | -   | 1                         | -   |
| Total   | 14 509                    | 100                       | 25 683 | 100 | 927                       | 100 | 1 641                     | 100 |

Net sales are divided by product groups as follows:

|           | 01.01.2005-<br>31.03.2005 |     | 01.01.2004-<br>31.03.2004 01.01.2005-<br>31.03.2005 |     | 01.01.2004-<br>31.03.2004 |     |       |     |
|-----------|---------------------------|-----|---|-----|---------------------------|-----|-------|-----|
|           | EEK                       | %   | EEK   | %   | EUR                       | %   | EUR   | %   |
| Ointments | 14 159                    | 98  | 22 557  | 88  | 905                       | 98  | 1 441 | 88  |
| Injection | -                         |     | 622   | -   |                           |     | 40    |     |
| Tablet    | -                         |     | 1 718   | 8   |                           |     | 110   | 8   |
| Other     | 350                       | 2   | 786   | 4   | 22                        | 2   | 50    | 4   |
| Total     | 14 509                    | 100 | 25 683  | 100 | 927                       | 100 | 1 641 | 100 |

# NOTE 12. OTHER OPERATING REVENUE

|                                   | 01.01.2005-<br>31.03.2005<br>EEK | 01.01.2004-<br>31.03.2004<br>EEK | 01.01.2005-<br>31.03.2005<br>EUR | 01.01.2004-<br>31.03.2004<br>EUR |
|-----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
| Foreign exchange gain             | -                                | 220                              | -                                | 14                               |
| Income from sales of fixed assets | -                                | -                                | -                                | -                                |
| Licence fees                      | -                                | -                                | -                                | -                                |
| Other operating revenue           | 40                               | 555                              | 3                                | 36                               |
| Total                             | 40                               | 775                              | 3                                | 50                               |

# NOTE 9. GOODS, RAW MATERIALS AND SERVICES

|  | 01.01.2005-<br>31.03.2005<br>EEK | 01.01.2004-<br>31.03.2004<br>EEK | 01.01.2005-<br>31.03.2005<br>EUR | 01.01.2004-<br>31.03.2004<br>EUR |
|--|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
| Raw materials                                    | 8 037                            | 7 544                            | 514                              | 482                              |
| Energy   | 504                              | 473                              | 32                               | 30                               |
| Registering of medicinal products and trademarks | 263                              | 166                              | 17                               | 11                               |
| Carriage of finished goods                       | 123                              | 150                              | 8                                | 9                                |
| Fuel, spare parts and other materials            | 35                               | 61                               | 2                                | 4                                |
| Goods  | -                                | 25                               | -                                | 2                                |
| Total  | 8 962                            | 8 419                            | 573                              | 538                              |

NOTE 13. OTHER OPERATING EXPENSES

|                                | 01.01.2005-<br>31.03.2005<br>EEK | 01.01.2004-<br>31.03.2004<br>EEK | 01.01.2005-<br>31.03.2005<br>EUR | 01.01.2004-<br>31.03.2004<br>EUR |
|--------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
| Training and consultation      | 87                               | 982                              | 5                                | 63                               |
| Purchased services             | 366                              | 418                              | 23                               | 27                               |
| Repairs                        | 98                               | 107                              | 6                                | 7                                |
| Marketing                      | 338                              | 171                              | 22                               | 11                               |
| Commercial leasing and leasing | 47                               | 87                               | 3                                | 6                                |
| Miscellaneous charges          | 73                               | 52                               | 5                                | 3                                |
| Transportation                 | 57                               | 62                               | 4                                | 4                                |
| Business trips                 | 2                                | 47                               | -                                | 3                                |
| Representation expenses        | 11                               | 24                               | 1                                | 1                                |
| Office expenses                | 35                               | 34                               | 2                                | 2                                |
| Other expenses                 | 155                              | 276                              | 10                               | 17                               |
| Total                          | 1 269                            | 2 255                            | 81                               | 144                              |

# NOTE 14. STAFF COSTS

|                       | Wages<br>EEK          |                       | Wages<br>EUR          |                       | Average number of employees |                       |
|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------------|-----------------------|
|                       | 01.01.05-<br>31.03.05 | 01.01.04-<br>31.03.04 | 01.01.05-<br>31.03.05 | 01.01.04-<br>31.03.04 | 01.01.05-<br>31.03.05       | 01.01.04-<br>31.03.04 |
| Staff costs           | 1 752                 | 2 065                 | 112                   | 132                   | 72                          | 91                    |
| incl. workers         | 392                   | 460                   | 25                    | 29                    | 32                          | 44                    |
| managers, specialists | 1 187                 | 1 434                 | 76                    | 92                    | 39                          | 46                    |
| Management Board      | 151                   | 60                    | 10                    | 4                     | 1                           | 1                     |
| other costs           | 22                    | 111                   | 1                     | 7                     | -                           | -                     |
| Social tax            | 607                   | 704                   | 39                    | 45                    | -                           | -                     |
| Total                 | 2 359                 | 2 769                 | 151                   | 177                   | 72                          | 91                    |

# NOTE 15. NET PROFIT PER SHARE

|   | 01.01.2005-<br>31.03.2005<br>EEK | 01.01.2004-<br>31.03.2004<br>EEK | 01.01.2005-<br>31.03.2005<br>EUR | 01.01.2004-<br>31.03.2004<br>EUR |
|---|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
| Net profit                              | 711                              | 4 993                            | 45                               | 319                              |
| Weighted average number of shares       | 1 250                            | 1 250                            | 1 250                            | 1 250                            |
| Earnings per share (EPS) IN EEK and EUR | 0.52                             | 3.99                             | 0.036                            | 0.26                             |

#### NOTE 19. RELATED PARTY TRANSACTIONS

The transactions with related parties are transactions with the parent PJSC Grindeks, its Estonian branch, director, members of the management and the Supervisory Council, their relatives and the companies in which they hold majority interest.

The transactions with related parties in 2004 and 2005 are the following:

|   | 01.01.2005-<br>31.03.2005<br>EEK | 01.01.2004-<br>31.03.2004<br>EEK | 01.01.2005-<br>31.03.2005<br>EUR | 01.01.2004-<br>31.03.2004<br>EUR |
|---|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
| Net sales   |                                  |                                  |                                  |                                  |
| PJSC Grindeks                                     | 14 482                           | 25 670                           | 925                              | 1 640                            |
| Other revenues                                    |                                  |                                  |                                  |                                  |
| PAS Grindeks Estonian branch                      | 41                               | -                                | 3                                |                                  |
| Materials, consumables and supplies PJSC Grindeks | 13                               | 25                               | 1                                | 2                                |

Prices used in transactions with related parties are agreed prices.

Balances with related parties are the following:

|                              | 01.01.2005-<br>31.03.2005<br>EEK | 01.01.2004-<br>31.03.2004<br>EEK | 01.01.2005-<br>31.03.2005<br>EUR | 01.01.2004-<br>31.03.2004<br>EUR |  |
|------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|--|
| Accounts receivable          |                                  |                                  |                                  |                                  |  |
| PJSC Grindeks                | 26 289                           | 26 271                           | 1 680                            | 1 679                            |  |
| PAS Grindeks Estonian branch | 31                               | 40                               | 2                                | 3                                |  |
| Total                        | 26 320                           | 26 311                           | 1 682                            | 1 682                            |  |

In 2004 salaries and wages paid to the Director 136 000 EEK and members of the Supervisory Council amounted to  $81\,000$  EEK.

#### **COMMENTS**

#### COMMENTS TO INCOME STATEMENT, 3M/2005.

The 03 months 2005 net sales of Tallinna Farmaatsiatehas amounted to 14,165 th. EEK (905 th. EUR). Compared to the same period of previous year the sales were decreased by 11.387 th EEK (728 th. EUR) i.e. 44.6% (net turnover in 03 months 2004 25,553 th. EEK or 1.633 th.EUR). The operating income total decreased (operating income in 2004 19.623 th. EEK (1.254 th.EUR) and in 2005 14,196 th. EEK (907 th.EUR) by 5.427 th. EEK or 346 th EUR (27.7%)

Compared to the same period of previous year the total operating cost decreased by 1.138 th. EEK (73 th EUR) i.e. 7.8% (total operating costs in 2004 14,596 th. EEK (933 th.EUR) and in 2005 13.458 th. EEK (860 th.EUR)), from which the increase of expenses for materials (expenses for materials in 2004 8,419 th. EEK (538 th. EUR) and in 2005 8,961 th. EEK (572 th.EUR)) 542 th.EEK or 34 th EUR (6.4%).

Operating profit decreased in 03 months of 2005 compared (operating profit in 2004 5,027 th. EEK (321 th.EUR) and operating profit in 2005 737 th. EEK (47 th.EUR)) to the same period of 2004 by 4,289 th. EEK (274 th.EUR) , and net profit decreased (net profit in 2004 4,993 th. EEK (319 th.EUR) and net profit in 2005 711 th. EEK (45 th.EUR)) by 4,281 th. EEK (274 th. EUR) (85.8%).

#### COMMENTS TO BALANCE SHEET

As of March 31. 2005 the Balance capacity was 62,047 th. EEK (3,965 th EUR). Compared to the net balance, the biggest increase was in raw – materials stock 1,083 th. EEK (69 th. EUR) (46.7%) and biggest decrease in finished goods stock with the sum 411 th. EEK (26 th.EUR) (18.5%). Trading assets increased totally by 863 th. EEK (55 th.EUR) (2.7%).

In the liabilities the short-term liabilities decreased 537 th. EEK (34 th.EUR) (5.3%). Compared to the net balance, the biggest decrease was in liabilities – others payables 322 th. EEK (20 th.EUR) (15,9%). The owners' equity increased 711 th. EEK (45 th.EUR)) (1.4%) in the account of 03 months 2005 net profit.