# **JOINT STOCK COMPANY LATVIJAS BALZAMS**

(ENTERPRISE REGISTER NUMBER LV40003031873)

CONDENSED FINANCIAL STATEMENTS FOR THE FIRST 6 MONTHS OF 2006

A/s Latvijas balzams

Address: A. Čaka iela, Riga, LV-1012 Reg. number: LV40003031873



## **MANAGEMENT**

Names and positions of Council members

Alexander Kovalev - Chairman of the Council

Vitolds Kokars - Chairman's of the Council Deputy

Pjotr Aven – Member of the Council

Andrey Skurikhin – Member of the Council

Alexey Oliynik - Member of the Council

Juris Gulbis – Member of the Council

Names and positions of Board members Rolands Gulbis – Chairman of the Board

General director of AS Latvijas balzams

Alexander Yernev – Member of the Board Chief engineer of AS Latvijas balzams

Egils Dzerelis – Member of the Board Director of logistics of AS Latvijas balzams

Sergey Limarenko – Member of the Board

Chief of internal security department of AS Latvijas balzams

Valizhan Abidov - member of the Board

Reporting period 1 January – 30 June 2006

### AS "Latvijas balzams"

## **Management report**

## Field of activity

The enterprise was founded in 1900, but the actual name it has got since 1970. Today, LB is a leading producer of alcoholic beverages. Totally, AS "Latvijas balzams" produces more than 130 different kinds of alcoholic beverages. AS "Latvijas balzams" major shareholder is "S.P.I. Distilleries. B. V." which owns 6,595,745 shares or 87.98% of the company equity capital.

## The activity of enterprise in half-year 2006

AS "Latvijas balzams" is the biggest producer of alcoholic beverages in Latvia, as well as one of the largest taxpayers in Latvia. During first six month of 2006 LB paid 18.9 millions lats to the state budget, including excise tax amounting to 15.2 millions lats.

The turnover of the company in the first six months 2006 was 38.3 millions lats, which is by 18% more than during first six months in 2005. The increase in turnover at local market is 7% as compared to the same period in 2005. The substantial increase of sales is reached in export market. In comparison with 2005, the export market sales increased for 41%, or else for 4 286 thousands lats. During the first six months in 2006, the sales to the EU counties increased for 20%, in comparison with the same period in 2005. Sales to Lithuania and Estonia increased by 40% and 62% respectively, as compared to the same period in 2005. The prior markets are Baltic States, Poland and Scandinavia, meanwhile new export markets are being acquired.

The profit for the reporting period was 739 thousands lats, that's 12% more than in the first six months in 2005 (662 thousands lats).

### **Future perspectives of activity**

For the second half-year 2006 one of the AS "Latvijas balzams" priorities is export expansion. Special emphasize is set to Poland and Scandinavian countries.

AS Latvijas balzams Chairman of the Board

Rolands Gulbis

Riga, 29 August, 2006

A/s Latvijas balzams

Address: A. Čaka iela 160, Riga, LV-1012

Reg. number: LV40003031873



Riga 29.08.2006

## **Declaration of Management Responsibility**

Management of a company declares that in accordance with possessed information, presented condensed financial statements are prepared under actual laws and regulations and represent truthful and clear information on the company assets, equity, liabilities, financial situation and profit or loss.

Interim Management Report contains truthful information.

A/s "Latvijas balzams" Chairman of the Board

**Rolands Gulbis** 



# Income statement for the period ended June 30, 2006

	Notes	01.01.2006 - 30.06.2006 Ls	01.01.2005 - 30.06.2005 Ls
Net turnover	1	38 312 783	32 480 559
Cost of sales	2	(33 934 456)	(28 917 594)
Gross profit or loss	-	4 378 327	3 562 965
Distribution costs	3	(1 907 197)	(1 629 171)
Administrative expenses	4	(1 767 791)	(1 283 017)
Other operating income		511 157	259 736
Interest receivable and similar income		169 242	225 696
Interest payable and similar expenses		(415 803)	(295 743)
Profit or loss before taxes	-	967 935	840 466
Corporate income tax		(145 190)	(126 070)
Other taxes		(83 822)	(51 992)
Profit or loss for the reporting year		738 922	662 404
Earnings per share (in santims)	•	9.86	2.09

Rolands Gulbis Chairman of the Executive Board



# Balance sheet as at June 30, 2006

# **ASSETS**

Notes NON-CURRENT ASSETS	30.06.2006 LVL	30.06.2005 LVL
Intangible fixed assets		
Concessions, patents, licences and similar rights	27 731	220 395
Goodwill		-
TOTAL	27 731	220 395
Tangible fixed assets		
Land, buildings, constructions and perennial plants	19 066 078	7 477 443
Equipment and machinery	2 856 940	3 267 103
Other fixtures and fittings, tools and equipment	881 970	969 428
Construction in progress	859 329	746 395
Prepayments for tangible fixed assets	512 443	1 111 099
TOTAL	24 176 759	13 571 468
Non-current financial assets		
Investments in share capital of related companies	3 909 000	4 651
TOTAL	3 909 000	4 651
TOTAL NON-CURRENT ASSETS	28 113 490	13 796 514
CURRENT ASSETS		
Inventories		
Raw materials	11 983 959	10 380 160
Work in progress	631 911	679 827
Finished goods and goods for resale	5 229 036	3 904 265
TOTAL	17 888 998	14 964 252
Receivables		
Trade receivables	7 403 137	6 054 515
Receivables from related companies	19 414 027	4 005 978
Other receivables	90 117	648 082
Prepaid expense	151 082	121 326
TOTAL	27 058 363	10 829 901
Cash (TOTAL)	264 612	169 296
TOTAL CURRENT ASSETS	45 211 973	25 963 449
TOTAL ASSETS	73 325 463	39 759 963

Rolands Gulbis Chairman of the Executive Board



# **EQUITY AND LIABILITIES**

Notes  CAPITAL AND RESERVES	30.06.2006 LVL	30.06.2005 LVL
Share capital	7 496 900	7 496 900
Share premium	61 767	61 767
Non-current assets revaluation reserve	13 404 396	984 878
Reserves:		
unrealized gain from investment in subsidiary undertakings		
other reserves	1 249 000	1 249 047
merger reserve	(11 101 905)	(11 101 905)
Retained earnings:		
brought forward	18 085 535	15 886 958
for the period	738 922	662 404
TOTAL EQUITY	29 934 615	15 240 049
PROVISIONS FOR LIABILITIES AND CHARGES		
Provisions for expected taxes	1 336 000	577 421
Other provisions	1 493 465	1 190 380
TOTAL PROVISIONS FOR LIABILITIES AND CHARGES	2 829 465	1 767 801
LIABILITIES		
Non-current liabilities		
Loans from credit institutions	17 118 131	9 982 000
TOTAL	17 118 131	9 982 000
Current liabilities		
Loans from credit institutions	10 566 268	1 526 183
Trade payables	4 350 700	3 888 238
Taxes payable	8 109 852	7 095 611
Other liabilities	263 431	254 846
Undrawn dividends of previous years	5 235	5 235
TOTAL	23 443 252	12 770 113
TOTAL LIABILITIES	40 561 383	22 752 113
TOTAL EQUITY AND LIABILITIES	73 325 463	39 759 963

Rolands Gulbis	
Chairman of the Executive Board	



# Cash flow statement for the period ended June 30, 2006

	Notes	01.01.2006 - 30.06.2006 LVL	01.01.2005 - 30.06.2005 LVL
Cash flows to/ from operating activities			
Net profit or loss before extraordinary items and taxes		967 935	840 466
Adjustments for:			
Amortisation and depreciation		1 019 263	855 190
Interest income/expense		415 803	295 832
Increase/(decrease) in provisions		379	(2 052)
Gain/loss on disposal of fixed assets		365 634	
Operating profit or loss before working capital changes		2 769 014	1 989 436
(Increase)/decrease in inventories		(5 120 601)	(3 644 881)
(Increase)/decrease in receivables		(7 099 059)	2 348 741 <sup>°</sup>
Increase/(decrease) in payables		(7 452 300)	1 319 531
Cash generated from operations		(16 902 946)	2 012 827
Interest paid		(416 361)	(295 832)
Dividends paid		(179 927)	,
Corporate income tax paid		(706 080)	(130 016)
Net cash flows to/ from operating activities	-	(18 205 314)	1 586 979
Cash flows to/ from investing activities			
Purchase of fixed assets		(688 851)	(1 404 493)
Acquisition of subsidiary		(500 000)	
Net cash flows to/ from investing activities	-	(1 188 851)	(1 404 493)
Cash flows to/ from financing activities			
Net loans paid		18 752 591	(910 854)
Net cash flows to/ from financing activities	•	18 752 591	(910 854)
Change in cash and cash equivalents		(641 574)	(728 368)
Cash and cash equivalents at the beginning of the reporting year		906 186	897 664
Cash and cash equivalents at the end of the reporting year	_	264 612	169 296



# Statement of changes in equity for the period ended June 30, 2006

	Share capital	Share premium	Long-term investments revaluation reserve	Other reserves	Merger reserve	Retained earnings	Total
Balance as at 1 January 2006	7 496 900	61 767	5 334 638	1 249 047	(11 101 905)	18 265 462	21 305 909
Profit/loss for the reporting period Dividends paid from the previous			8 069 758	(47)	)	738 922	8 808 633
year's profit						(179 927)	(179 927)
Balance as at 30 June 2006	7 496 900	61 767	13 404 396	1 249 000	(11 101 905)	18 824 457	29 934 615



174 670

1 907 197

TOTAL:

117 692

1 629 171

## Not sales

Other expenses

1. Net sales			
		01.01.2006 -	01.01.2005 –
		30.06.2006	30.06.2005
Sales of drinks in local market		23 428 595	21 882 595
Export of drinks and services		14 881 481	10 595 328
Other sales (spirits, raw materials)		2 707	2 636
	TOTAL: _	38 312 783	32 480 559
2. Cost of sales			
Variable costs		32 051 277	27 215 063
Materials		29 126 317	25 706 030
Goods bought		122 306	208 098
Salary expenses		924 306	686 <b>4</b> 00
Social insurance		221 867	164 908
Electricity		221 556	179 678
Natural resources tax		186 549	194 218
Other expenses		1 248 376	75 731
Fixed costs		1 883 179	1 702 531
Depreciation and amortisation		745 907	700 026
Salary expenses		435 629	357 056
Social insurance		103 912	85 297
Repair expenses		361 169	348 551
Services for production needs		31 930	36 926
Insurance		29 594	29 625
Laboratory and quality maintenance expenses		17 719	13 706
Other expenses		157 319	131 344
	TOTAL: _	33 934 456	28 917 594
3. Selling expenses			
Salary expenses		534 397	390 822
Social insurance		128 403	93 920
Depreciation and amortisation		119 578	50 507
Advertising		397 420	640 823
Transportation cost		520 665	317 280
Warehouse maintenance		32 064	18 127
Other average		174 670	117 000



# 4. Administrative expenses

		01.01.2006 – 30.06.2006	01.01.2005– 30.06.2005
Salary expenses		455 171	389 835
Social insurance		99 113	90 636
Communication and postal expenses		90 108	93 021
Office expenses		43 319	29 775
Professional fees		40 470	51 283
IT maintenance		89 425	61 998
Representations		102 558	22 153
Security		85 176	100 283
Management services		158 707	79 742
Transportation		66 670	44 997
Business trip		41 221	29 546
Personnel education and training		2 053	6 933
Depreciation and amortisation		153 778	104 657
Financial help, sponsorship		85 604	46 006
Healthcare, health insurance		31 373	39 770
Other expenses		223 045	92 382
	TOTAL:	1 767 791	1 283 017