

19<sup>th</sup> February, 2009 No. 12-291 Vilnius

Lithuanian Securities Commission Konstitucijos ave. 23 LT-08105 <u>Vilnius</u> LITHUANIA

#### **CONFIRMATION OF RESPONSIBLE PERSONS**

Following the Article No. 22 of the Law on Securities of the Republic of Lithuania and Rules on Preparation and Submission of Periodic and Additional Information of the Lithuanian Securities Commission, we, President of DVARCIONIU KERAMIKA, AB Marek Ungier and Chief Financial Officer of DVARCIONIU KERAMIKA, AB Vanda Kalpokiene, hereby confirm that, to the best of our knowledge, the attached DVARCIONIU KERAMIKA, AB not audited Interim Financial Statements for the twelve months of 2008 prepared in accordance to International Financial Reporting Standards, give a true and fair view of the assets, liabilities, financial position and profit or loss of DVARCIONIU KERAMIKA, AB undertakings.

Enclosed: DVARCIONIU KERAMIKA, AB Interim Financial Statements for the twelve months of 2008.

President Marek Ungier

Chief Financial Officer Vanda Kalpokiene



# Interim Financial Statements for the twelve months of 2008

Prepared in accordance to the rules on preparation and submission of periodic and additional information of the Lithuanian Securities Commission

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The largest ceramic tiles manufacturer in the Baltic States AB Dvarcionių Keramika (Hereinafter the Company) exports about 50 per cent of the production to Latvia and Estonia, Scandinavia, Western Europe countries, Russia.

The Company's financial statements were prepared in accordance to International Financial Reporting Standards.

The Company's interim financial statements for the period January – December, 2008 were not audited; financial statements for the year ended 31 December 2007 were audited accordingly.

### BALANCE SHEET (LTL THOUSAND)

ASSETS	31 12 2008	31 12 2007
NON CURRENT ASSETS	41.576	47.637
INTANGIBLE ASSETS	53	88
TANGIBLE ASSETS	41.223	47.249
Land	-	-
Buildings	22.721	24.663
Other tangible assets	18.502	22.586
Construction in progress	-	-
NON CURRENT FINANCIAL ASSETS	300	300
LONG TERM RECEIVABLES	-	-
DEFERRED TAXES	-	-
CURRENT ASSETS	33.283	26.226
INVENTORIES	24.798	19.016
STOCK	24.722	18.865
PREPAYMENTS	76	151
NOT COMPLETED WORKS	-	-
CURRENT RECEIVABLES	8.269	6.899
INVESTMENTS AND TERM DEPOSITS	-	-
CASH	216	311
TOTAL ASSETS	74.859	73.863



# **BALANCE SHEET (LTL THOUSAND) (continued)**

	21 12 2009	21 12 2007
EQUITY AND LIABILITIES CAPITAL AND RESERVES	31 12 2008 22.715	31 12 2007 22,706
SHARE CAPITAL	19.811	19.811
Authorized	19.811	19.811
Subscribed uncalled share capital	17.011	17.011
SHARE PREMIUM	_	_
REVALUATION RESERVE	3.594	3.945
OTHER RESERVES	125	125
RETAINED EARNINGS	-815	<b>-1.175</b>
Previous years	-824	350
Current year	9	-1.525
GRANTS AND SUBSIDIES	-	-
DEFERRED TAX & ACCRUED LIABILITIES	856	1.233
Accrued expenses	-	-
Deferred tax liability	856	1.233
LIABILITIES	51.288	49.924
NON CURRENT LIABILITIES	23.029	31.638
Financial liabilities	23.029	31.638
Trade payables	-	-
Advances received	-	-
Other non current payables	-	-
CURRENT LIABILITIES	28.259	18.286
Current part of long term financial liabilities	10.749	3.188
Other financial liabilities	656	178
Trade payables	14.097	12.315
Advances received	260	313
Taxes and salaries payable	991	1.315
Other payables	1.506	977
TOTAL EQUITY AND LIABILITIES	74.859	73.863

President

Marek Ungier

Chief Financial Officer

Vanda Kalpokiene



# PROFIT AND LOSS STATEMENT (LTL THOUSAND)

	01.01.2008-	01.01.2007-
	31.12.2008	31.12.2007
SALES INCOME	72.026	69.469
COST OF SALES	-54.648	-52.307
GROSS PROFIT	17.378	17.162
Operating expenses	-15.462	-16.907
OPERATING PROFIT (LOSS)	1.916	255
OTHER ACTIVITIES	560	316
Income	643	345
Expenses	-83	-29
FINANCIAL AND INVESTING ACTIVITIES	-2.373	-2.327
Income	14	6
Expenses	-2.387	-2.333
PROFIT (LOSS) BEFORE PROFIT TAX	103	-1.756
Profit tax	-94	231
NET PROFIT (LOSS)	9	-1.525

President

Marek Ungier

Chief Financial Officer

Vanda Kalpokiene



# **CASH FLOW STATEMENT (LTL THOUSAND)**

	01.01.2008- 31.12.2008	01.01.2007- 31.12.2007
Cash flows from operating activities		
Net profit	103	-1.761
Adjustments for:		
Depreciation and amortization	7.387	7.349
(Gain)/ losses on foreign exchange	-15	17
(Gain)/ losses on investment activity	-	-
(Gain)/ losses on disposals (sales) of fixed assets	83	29
Net interest	2.304	2.310
Change in deferred taxes	-	-
Increase/(decrease) in inventory valuation allowance	138	161
Other	-	5
Operating profit before working capital changes	10.000	8.110
(Increase)/decrease in trade and other receivables excluding		
receivables connected with selling fixed assets	-1.284	-115
(Increase)/decrease in inventories	-5.857	775
Increase/(decrease) in payables excluding borrowings and		
loans and payables connected with purchasing fixed assets	1.654	-174
Cash generated from operations	4.513	8.596
Interest paid	-2.304	-2.236
Profit tax paid	-181	-43
Interest received	3	6
Net cash from operating activities	-2.482	6.323
Cash flows from investing activities		
Purchases of property, plant and equipment	-2.047	-1.927
Sales of property, plant and equipment	637	202
Other items	_	_
Net cash from investing activities	-1.410	-1.725
Cash flows from financing activities		
Receipt of outstanding share capital contributions		
Repayment/receipt of loans	-1.048	-5.608
Financial lease payments	-225	-84
(Decrease)increase in other financing payments	557	56
Net cash from financing activities	-716	-5.636
Net change in cash and cash equivalents	-95	-1.038
Cash and cash equivalents at the beginning of period	311	1.349
Cash and cash equivalents at the end of period	216	311



# CASH FLOW STATEMENT (LTL THOUSAND) (Continued)

President Marek Ungier

Chief Financial Officer Vanda Kalpokiene



# STATEMENT OF CHANGES IN EQUITY (LTL THOUSAND)

	Share capital	Revaluation reserve	Reserve capital	Retained earnings	Total Equity
As at 31 December 2005 Correction	49.527	4.864	125	-30.009 -47	24.507 -47
Reduction of share capital Result for the period Depreciation of revaluation	-29.716			29.716 -229	-229
reserve As at 31 December 2006 Result for the period	19.811	-507 <b>4.357</b>	125	507 <b>-62</b> -1.525	0 <b>24.231</b> -1.1525
Depreciation of revaluation reserve  As at 31 December 2007	19.811	-412 <b>3.945</b>	125	412 - <b>1.175</b>	0 <b>22.706</b>
Result for the period Depreciation of revaluation reserve As at 31 December 2008	19.811	-351 <b>3.594</b>	125	351 - <b>815</b>	9 22.715

President

Marek Ungier

Chief Financial Officer

Vanda Kalpokiene



#### NOTES TO FINANCIAL STATEMENTS

Dvarčionių Keramika, AB - the largest ceramic tiles manufacturer in the Baltic States. Company's shares are listed on Vilnius stock exchange secondary list (ticker: DKR1L).

92,25 percent of the Company's shares belongs to the Polish company Cersanit SA, the largest tiles manufacturer in Poland.

### **Major Financial Indicators of the Company**

Financial Indicators	2008 I-IV Q	2007 I-IV Q	Change (percent)
Income (thousand Lt)	72.026	69.469	3,7
EBITDA (thousand Lt)	9.863	7.920	24,5
EBITDA margin (percent)	13,7	11,4	
Profit (loss) from operations (thousand Lt)	1.916	255	651,4
Operational profit margin (percent)	2,7	0,4	
Profit before taxes (thousand Lt)	103	-1.756	
Net profit (loss) (thousand Lt)	9	-1.525	
Net profit margin (percent)	0,01	-2,2	
Ernings per share (in Litas)	0,00	-0,15	
Debt to equity ratio	2,6	2,20	
Liquidity ratio (percent)	1,18	1,43	
Earnings to asset ratio (percent)	30,3	30,74	

#### Sales income and EBITDA

Since 2005 the Company's income continues increasing. Income for the reporting period of 2008, increased by 3,68 per cent, compared to the 2007. Income from goods manufactured for sale went up by 12,71 per cent, compared to sales in 2007.

Increasing sales were resulted in due to select the marketing activities, exports to Ukraine, Belarus, Kaliningrad, Russia, the Czech Republic, and Scandinavia.

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The Company income distribution according to the geographical segments is as follows (Thousand, Lt):

Sales	January – December	January – December	Change
	2008	2007	
Lithuania	35.823	38.693	-7,4%
Latvia and Estonia	13.331	14.577	-8,5%
Russia	5.277	3.235	63,1%
Poland	5.274	1.813	190,9%
Ukraine	3.912	3.679	6,3%
Scandinavia	1.816	1.154	57,4%
Czech Republic	1.410	825	70,9%
Uzbekistan	1.390	1.602	-13,3%
Other countries	3.792	3.891	-2,6%
Total sales	72.026	69.469	3,68%

The gross profit for the reporting period increased and reached 17.4 million Litas (for the comparing period of the year 2007 - 17.2 million, Lt). Dvarčionių Keramika AB continues holding the leading position at the Baltic States tiles market.

EBIDTA increased by almost 24,5 per cent and reached 9.863 million litas.

Operating expenses from total income during the reporting period was 21.5 percent. Depreciation and amortization expenses remained practically stable. The increased sales and gross margin and effective cost management activities, had a direct impact on EBITDA growth.

#### **Further operational efficiency**

Rising resource prices, the company is constantly looking for opportunities to improve their internal processes and internal controls. In order to mitigate the cost growth, the company tries to make the best use of available capacity.

### **Company Loans (LTL thousand)**

The grantor	Currency	Balance at 31-12-2008
AB Bankas Hansa bankas	Litas	33,779

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