### Joint Stock Company "Grindeks"

Non-audited consolidated financial statements for the periods ended 30 September, 2011 and 30 September, 2010 prepared in accordance with International Financial Reporting Standards

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### **ANCILLARY INFORMATION**

Name "GRINDEKS"

Legal status Joint Stock Company since 25 August, 1997

Number, place and date of registration 40003034935,

Riga, Republic of Latvia,

11 October, 1991

Business activities Production of pharmaceutical products, medical

products and phyto-chemical medicines

Legal address 53 Krustpils Street

Riga, LV – 1057

Latvia

Subsidiaries JSC "Tallinn Pharmaceutical Plant" (100%)

33 Tondi 11316, Tallinn,

Estonia

JSC "Kalceks" (98.67%)

53 Krustpils str. Riga, LV - 1057,

Latvia

"Namu apsaimniekosanas projekti" Ltd. (100%)

53 Krustpils str. Riga, LV - 1057,

Latvia

"Grindeks Rus" Ltd. (100%)

74/3 Warsaw str. 117556, Moscow,

Russia

Reporting period 1 January 2011 – 30 September 2011

Previous reporting period 1 January 2010 – 30 September 2010



### THE BOARD AND THE SUPERVISORY COUNCIL

### **Board of the Company**

(In compliance with the election/dismissal dates)

Since 13 October, 2008 to the date of issuing the financial statements:

| <u>Name</u>           | <u>Position</u>                  | Ownership interest (%)* |
|-----------------------|----------------------------------|-------------------------|
| Janis Romanovskis     | Chairman of the Board            | 0.03                    |
| Vadims Rabsa          | Board member                     | 0.00                    |
| Lipmans Zeligmans     | Board member                     | 0.00                    |
| *Latvian Central Depo | ository data as of 14 June, 2011 |                         |

### **Supervisory Council of the Company**

(In compliance with the election/dismissal dates)

Since 22 February, 2008 to 13 April, 2010:

| <u>Name</u>           | <u>Position</u>                          | <u>Ownership interest (%)*</u> |
|-----------------------|--|--------------------------------|
| Kirovs Lipmans        | Chairman of the Supervisory Council      | 33.29                          |
| Vitalijs Gavrilovs    | Vice-Chairman of the Supervisory Council | 11.30                          |
| Uldis Osis            | Member of the Supervisory Council        | 0.00                           |
| Janis Naglis          | Member of the Supervisory Council        | 0.00                           |
| Anna Lipmane          | Member of the Supervisory Council        | 16.69                          |
| *Latvian Central Depo | ository data as of 25 May, 2009          |                                |

Since 13 April, 2010 to 25 May, 2010:

| <u>Name</u>           | <u>Position</u>                     | Ownership interest (%)* |
|-----------------------|-------------------------------------|-------------------------|
| Kirovs Lipmans        | Chairman of the Supervisory Council | 33.29                   |
| Uldis Osis            | Member of the Supervisory Council   | 0.00                    |
| Jānis Naglis          | Member of the Supervisory Council   | 0.00                    |
| Anna Lipmane          | Member of the Supervisory Council   | 16.69                   |
| *Latvian Central Depo | ository data as of 14 June, 2011    |                         |

Since 25 May, 2010 to the date of issuing the financial statements:

| <u>Name</u>    | <u>Position</u>                          | Ownership interest (%)* |
|----------------|--|-------------------------|
| Kirovs Lipmans | Chairman of the Supervisory Council      | 33.29                   |
| Anna Lipmane   | Vice-Chairman of the Supervisory Council | 16.69                   |
| Uldis Osis     | Member of the Supervisory Council        | 0.00                    |
| Jānis Naglis   | Member of the Supervisory Council        | 0.00                    |
| Ivars Kalviņš  | Member of the Supervisory Council        | 0.18                    |
|                |  |                         |



### MAJOR SHAREHOLDERS

The shareholders as of 14 June, 2011 and 31 December, 2010 were as follows ( $Latvian\ Central\ Depository\ data$ ):

|                                  | Percentage<br>holding (%)<br>14.06.2011 | Percentage<br>holding (%)<br>31.12.2010 |
|----------------------------------|---|---|
| Kirovs Lipmans                   | 33.29                                   | 33.29                                   |
| Anna Lipmane                     | 16.69                                   | 16.69                                   |
| Skandinaviska Enskilda banken    | 12.42                                   | 10.62                                   |
| "AB.LV Private equity fund 2010" | 11.38                                   | 11.38                                   |
| Swedbank AS Clients Account      | 6.87                                    | 7.10                                    |
| Other shareholders               | 19.35                                   | 20.92                                   |
| Total                            | 100.00                                  | 100.00                                  |



#### MANAGEMENT REPORT

#### Mode of activity

In the accounting period the Group of "Grindeks" consisted of the JSC "Grindeks" and its four subsidiaries: JSC "Tallinn Pharmaceutical Plant" in Estonia, JSC "Kalceks", "Namu Apsaimniekosanas projekti" Ltd. in Latvia and "Grindeks RUS" Ltd. in Russia (altogether hereinafter referred to as "the Group"). The main business activity of the Group is research, development, manufacturing and sales of original products, generics and active pharmaceutical ingredients.

#### Group's business activity during the accounting period

Turnover of the Group amounted to 48.9 million lats in the first nine months of 2011, which is by 2 million lats or 4.3% more than during the first nine months of 2010. In its turn, net profit of the Group, related to the shareholders of the holding company, amounted to 5.85 million lats in the accounting period, which is by 0.65 million lats or 12.5% more in comparison with the first nine months of 2010. In the first nine months of 2011, gross profit margin of the Group was 61.5%, whereas, net profit margin comprised 12%. Products of the Group, manufactured during the accounting period, were exported to 48 states worldwide for the total amount of 46.1 million lats.

#### Sales of final dosage forms and active pharmaceutical ingredients

In the first nine months of 2011, sales volume of the final dosage forms of "Grindeks" was 41.7 million lats, which is by 0.8 million lats or 2% more than in the comparable accounting period of 2010. The main markets for the final dosage forms are Russia, other CIS countries, Georgia and the Baltic States. The most demanded products of "Grindeks" are the brand product Mildronate®, ointments Capsicam® and Viprosal B®. In the first nine months of 2011, sales volume in Russia, other CIS countries and Georgia was 35.5 million lats and remained at the same level as in the same period last year. In its turn, sales volume of the final dosage forms in the Baltic States and other European countries reached 6.2 million lats, which is by 1 million lats or 19.2% more than in the first nine months of 2010.

In the first nine months of 2011, sales of the active pharmaceutical ingredients reached 7.2 million lats, which is by 1.2 million lats or 20% more than in the first nine months of 2010. The main active pharmaceutical ingredient markets for "Grindeks" are Germany, the Netherlands, Japan and the USA. The most demanded pharmaceutical ingredients are: the UDCA (ursodeoxycholic acid) and oxitocine.

The demand for the active pharmaceutical ingredient zoplicone, developed by our own resources, and the final dosage form manufactured from it – the sedative-hypnotic medication Somnols\$ – confirms that "Grindeks" has competence in the vertically integrated solutions.

#### **Investment program**

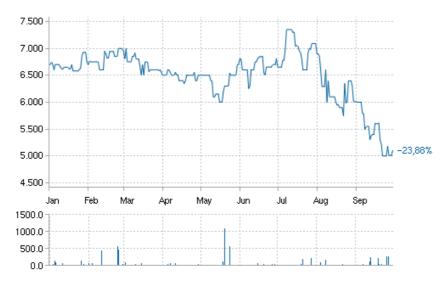
"Grindeks" continues establishment of the manufacturing unit for ethanol-based gels and ointments. The new production unit is located in the territory of the company in Riga, 53 Krustpils street. The total planned investment of the project – 1.28 million lats. Thanks to the new manufacturing unit, the company's product range will be extended with ethanol-based gels and ointments. For the establishment of the manufacturing unit the necessary equipment for smelting, manufacture and packaging will be purchased and it will ensure output up to 20 million units (tubes) per year.

### Quality and environmental protection

In the first nine months of 2011, "Grindeks" successfully passed several significant client audits on droperidol, oxitocin and milnacipran pharmaceutical ingredients, as well as the milnacipran final dosage form's production's compliance with the Good Manufacturing Practice standard. Inspections by the Latvian and Estonian State Agencies of Medicines were concluded, and Good Manufacturing Practice (GMP) certificate was issued for veterinary products, UDCA and other two active pharmaceutical ingredients – ipidakrine and imatinib. ISO 9001 and 14001 supervisory audit was successfully carried out. Also the water resources control inspection held by "Rigas udens" Ltd. (Riga Water Municipal Enterprise) was successfully passed. In its turn, specialists of "Grindeks" audited companies in Lithuania, Italy, Israel and Russia.

# Development of "Grindeks" share price in the first nine months of 2011 (Data of "NASDAQ OMX Riga")

Since 2 January 2006 "Grindeks" shares have been listed in the Official list of "NASDAQ OMX Riga". Fluctuation of "Grindeks" share price on "NASDAQ OMX Riga" during the first nine months of 2011 was within the limits from 4.90 lats to 7.35 lats per share. In the first nine months of 2011 the average price of "Grindeks" shares was 6.47 lats. Total quantity of "Grindeks" shares, traded in "NASDAQ OMX Riga" during the first nine months of 2011, was 994 827 shares, reaching the turnover of 6.2 million lats. As of 30 September, 2011 the market capitalization of "Grindeks" shares was 48.9 million lats.



The Group's earnings per share (EPS ratio) during the first nine months of 2011 amounted to 0.61 lats as compared with 0.54 lats during the first nine months of 2010.

### **Future expectations**

One of the priorities of "Grindeks" is a product portfolio expansion, and currently 28 new final dosage forms are in various stages of development. These include both over-the-counter, and prescription generics, which are gradually being introduced for sale. Every year, "Grindeks" introduces 4-5 new generics.

Using its uniqueness, "Grindeks" will increasingly focus its attention on solutions that will allow using the vertical integration benefits – active pharmaceutical ingredients developed and manufactured by its own resources, from which then final dosage products will be manufactured and marketed. Thus, high quality and cost effective solutions will be created. One of the projects initiated is the UDCA final dosage form development and registration.

Similarly, the company will strictly follow the costs by reducing expenses and increasing their returns.

Board members of JSC "Grindeks":

L.Zeligmans

24 november, 2011

V.Rabsa



#### STATEMENT OF THE MANAGEMENT RESPONSIBILITIES

The Board of JSC "Grindeks" (hereinafter - the Company) is bearing the responsibility for preparation of the consolidated interim financial statements of the Company and its subsidiaries (hereinafter - the Group). The interim financial statements of the Group are not audited.

The consolidated interim financial statements, enclosed from the page 9 to the page 17, are prepared in accordance with the accounting records and source documents, presenting fairly the financial position of the Group as of 30 September, 2011 and the results of its operations and cash flows for the period of nine months ended 30 September, 2011.

Above mentioned consolidated interim financial statements are prepared in accordance with the International Financial Reporting Standards, reposing on the principle of business activities continuation. Appropriate accounting policies have been applied on a consistent basis. The management in preparation of the consolidated interim financial statements has made prudent and reasonable judgments and estimates.

The Board of the Company is responsible for providing accounting records, preservation of the Group's assets and the prevention and disclosure of fraud and other irregularities of the Group. The Board is responsible for the compliance with the existing legislation in the countries in which the Group's companies are operating (Latvia, Russia and Estonia).

Board members of JSC "Grindeks":

L.Zeligmans

V.Rabsa

24 november, 2011

### STATEMENT OF FINANCIAL POSITION

| Non-current assets  |  | 30.09.2011.<br>LVL | 30.09.2010.<br>LVL | 30.09.2011.<br>EUR | 30.09.2010.<br>EUR |
|---|--|--------------------|--------------------|--------------------|--------------------|
| Software, patents, licenses, trademarks and other rights         695,336         698,231         989,374         993,494           Advance payments for intangible assets         160,339         152,539         228,142         217,043           Total intangible assets         855,675         850,770         1,217,516         1,210,537           Tangible fixed assets         17,128,723         14,072,643         24,371,977         20,023,567           Equipment and machinery         12,459,732         9,291,418         17,728,601         13,220,497           Other fixed assets         770,751         778,578         1,096,680         1,107,817           Advance payments for fixed assets         3,899,320         2,963,649         5,548,233         4,216,892           Construktion in progress         1,486,283         7,084,398         2,114,790         10,080,190           Investment property         4,882,200         4,882,200         6,946,745         6,946,745           Non current financial investments         2,2220         -         31,616         -           Other non current assets         1,706,860         2,000,135         2,428,643         2,845,936           Other mon current financial investments         2,625,155         2,999,741         3,735,259         4,268,247  |  |                    |                    |                    |                    |
| other rights         695,336         698,231         989,374         993,494           Advance payments for intangible assets         160,339         152,539         228,142         217,043           Total intangible assets         855,675         850,770         1,217,516         1,210,537           Tangible fixed assets           Land, buildings and constructions         17,128,723         14,072,643         24,371,977         20,023,567           Equipment and machinery         12,459,732         9,291,418         17,728,601         13,220,497           Other fixed assets         770,751         778,578         1,906,680         1,107,817           Advance payments for fixed assets         3,899,320         2,963,649         55,48,233         4,216,892           Construktion in progress         1,486,283         7,084,398         2,114,790         10,080,190           Total tangible fixed assets         35,744,809         34,190,686         50,860,281         48,648,963           Investment property         4,882,200         4,882,200         6,946,745         6,946,745           Non current financial investments         22,220         -         31,616         -           Investment property         4,882,200         4,882,200         6,946,745   | Intangible assets                      |                    |                    |                    |                    |
| Total intangible assets   | O .                                    |                    |                    |                    |                    |
| Total intangible assets         855,675         850,770         1,217,516         1,210,537           Tangible fixed assets         Land, buildings and constructions         17,128,723         14,072,643         24,371,977         20,023,567           Equipment and machinery         12,459,732         9,291,418         17,728,601         13,220,497           Other fixed assets         770,751         778,578         1,096,680         1,107,817           Advance payments for fixed assets         3,899,320         2,963,649         5,548,233         4,216,892           Construktion in progress         1,486,283         7,084,398         2,114,790         10,080,190           Total tangible fixed assets         35,744,809         34,190,686         50,860,281         48,648,963           Investment property         4,882,200         4,882,200         6,946,745         6,946,745           Non current financial investments         2,220         -         31,616         -         36,596           Other investments         2,2220         -         31,616         -         2,428,643         2,845,936           Loan for the partner and management         896,075         973,886         1,275,000         1,385,715           Total non current financial assets         44,107,839   | other rights                           | 695,336            | 698,231            | 989,374            | 993,494            |
| Tangible fixed assets         Land, buildings and constructions         17,128,723         14,072,643         24,371,977         20,023,567           Equipment and machinery         12,459,732         9,291,418         17,728,601         13,220,497           Other fixed assets         770,751         778,578         1,096,680         1,107,817           Advance payments for fixed assets         3,899,320         2,963,649         5,548,233         4,216,892           Construktion in progress         1,486,283         7,084,398         2,114,790         10,080,190           Total tangible fixed assets         35,744,809         34,190,686         50,860,281         48,648,963           Investment property         4,882,200         4,882,200         6,946,745         6,946,745           Non current financial investments         22,220         -         31,616         -           Other non current assets         1,706,860         2,000,135         2,428,643         2,845,936           Loan for the partner and management         896,075         973,886         1,275,000         1,385,715           Total long term financial investments         2,625,155         2,999,741         3,735,259         4,268,247           Total non current financial assets         44,107,839         42,923,397   | Advance payments for intangible assets | 160,339            | 152,539            | 228,142            | 217,043            |
| Land, buildings and constructions   17,128,723   14,072,643   24,371,977   20,023,567   | Total intangible assets                | 855,675            | 850,770            | 1,217,516          | 1,210,537          |
| Equipment and machinery   |  |                    |                    |                    |                    |
| Other fixed assets         770,751         778,578         1,096,680         1,107,817           Advance payments for fixed assets         3,899,320         2,963,649         5,548,233         4,216,892           Construktion in progress         1,486,283         7,084,398         2,114,790         10,080,190           Total tangible fixed assets         35,744,809         34,190,686         50,860,281         48,648,963           Investment property         4,882,200         4,882,200         6,946,745         6,946,745           Non current financial investments         -         25,720         -         36,596           Other investments         22,220         -         31,616         -         23,428,643         2,845,936           Loan for the partner and management         896,075         973,886         1,275,000         1,385,715           Total long term financial investments         2,625,155         2,999,741         3,735,259         4,268,247           Current assets         1nventories         3,250,062         2,831,657         4,624,422         4,029,085           Inventories         Raw materials         3,250,062         2,831,657         4,624,422         4,029,085           Unfinished goods         1,990,846         2,158,524         2,83  | Land, buildings and constructions      | 17,128,723         | 14,072,643         | 24,371,977         |                    |
| Advance payments for fixed assets  Advance payments for fixed assets  3,893,202   | Equipment and machinery                | 12,459,732         | 9,291,418          | 17,728,601         | 13,220,497         |
| Advance payments for fixed assets         3,899,320         2,963,649         5,548,233         4,216,892           Construktion in progress         1,486,283         7,084,398         2,114,790         10,080,190           Total tangible fixed assets         35,744,809         34,190,686         50,860,281         48,648,963           Investment property         4,882,200         4,882,200         6,946,745         6,946,745           Non current financial investments         2         2,720         -         36,596           Other investments         2         2,220         -         31,616         -         2,845,936           Loan for the partner and management         896,075         973,886         1,275,000         1,385,715           Total long term financial investments         2,625,155         2,999,741         3,735,259         4,268,247           Total non current financial assets         44,107,839         42,923,397         62,759,801         61,074,492           Current assets         Inventories         3,250,062         2,831,657         4,624,422         4,029,085           Unfinished goods         1,990,846         2,158,524         2,832,718         3,071,303           Finished goods and goods for resale         6,995,501         6,622,730 <t< td=""><td>Other fixed assets</td><td>770 751</td><td>778 578</td><td>1 096 680</td><td>1 107 817</td></t<> | Other fixed assets                     | 770 751            | 778 578            | 1 096 680          | 1 107 817          |
| Construktion in progress         1,486,283         7,084,398         2,114,790         10,080,190           Total tangible fixed assets         35,744,809         34,190,686         50,860,281         48,648,963           Investment property         4,882,200         4,882,200         6,946,745         6,946,745           Non current financial investments         2         25,720         -         36,596           Other investments         22,220         -         31,616         -           Other non current assets         1,706,860         2,000,135         2,428,643         2,845,936           Loan for the partner and management         896,075         973,886         1,275,000         1,385,715           Total long term financial investments         2,625,155         2,999,741         3,735,259         4,268,247           Total non current financial assets         44,107,839         42,923,397         62,759,801         61,074,492           Current assets         1nventories         3,250,062         2,831,657         4,624,422         4,029,085           Raw materials         3,250,062         2,158,524         2,832,718         3,071,303           Finished goods         1,990,846         2,158,524         2,832,718         3,071,303           Fo  | Advance payments for fixed assets      | ,                  | ,                  |                    |                    |
| Total tangible fixed assets   35,744,809   34,190,686   50,860,281   48,648,963   |  |                    |                    | , ,                |                    |
| Non current financial investments         -         25,720         -         36,596           Other investments         22,220         -         31,616         -           Other non current assets         1,706,860         2,000,135         2,428,643         2,845,936           Loan for the partner and management         896,075         973,886         1,275,000         1,385,715           Total long term financial investments         2,625,155         2,999,741         3,735,259         4,268,247           Total non current financial assets         44,107,839         42,923,397         62,759,801         61,074,492           Current assets         Inventories         88,000         2,831,657         4,624,422         4,029,085           Raw materials         3,250,062         2,831,657         4,624,422         4,029,085           Unfinished goods         1,990,846         2,158,524         2,832,718         3,071,303           Finished goods and goods for resale         6,995,501         6,622,730         9,953,701         9,423,296           Total inventory         12,236,409         11,612,911         17,410,841         16,523,684           Debtors         5,971,175         3,176,188         8,496,217         4,519,308           Other investments  |  |                    |                    |                    |                    |
| Investment in associates  | Investment property                    | 4,882,200          | 4,882,200          | 6,946,745          | 6,946,745          |
| Other investments         22,220         -         31,616         -           Other non current assets         1,706,860         2,000,135         2,428,643         2,845,936           Loan for the partner and management         896,075         973,886         1,275,000         1,385,715           Total long term financial investments         2,625,155         2,999,741         3,735,259         4,268,247           Total non current financial assets         44,107,839         42,923,397         62,759,801         61,074,492           Current assets         Inventories         8         8,250,062         2,831,657         4,624,422         4,029,085           Unfinished goods         1,990,846         2,158,524         2,832,718         3,071,303           Finished goods and goods for resale         6,995,501         6,622,730         9,953,701         9,423,296           Total inventory         12,236,409         11,612,911         17,410,841         16,523,684           Debtors         Trade receivables         26,138,099         23,587,576         37,191,164         33,562,097           Other debtors         5,971,175         3,176,188         8,496,217         4,519,308           Other investments         772,824         717,763         1,099,629   | Non current financial investments      |                    |                    |                    |                    |
| Other non current assets         1,706,860         2,000,135         2,428,643         2,845,936           Loan for the partner and management         896,075         973,886         1,275,000         1,385,715           Total long term financial investments         2,625,155         2,999,741         3,735,259         4,268,247           Total non current financial assets         44,107,839         42,923,397         62,759,801         61,074,492           Current assets         Inventories         8         3,250,062         2,831,657         4,624,422         4,029,085           Unfinished goods         1,990,846         2,158,524         2,832,718         3,071,303           Finished goods and goods for resale         6,995,501         6,622,730         9,953,701         9,423,296           Total inventory         12,236,409         11,612,911         17,410,841         16,523,684           Debtors         Trade receivables         26,138,099         23,587,576         37,191,164         33,562,097           Other debtors         5,971,175         3,176,188         8,496,217         4,519,308           Other investments         772,824         717,763         1,099,629         1,021,285           Deferred expenses         100,374         114,103         <   | Investment in associates               | -                  | 25,720             | -                  | 36,596             |
| Loan for the partner and management896,075973,8861,275,0001,385,715Total long term financial investments2,625,1552,999,7413,735,2594,268,247Total non current financial assets44,107,83942,923,39762,759,80161,074,492Current assets<br>Inventories83,250,0622,831,6574,624,4224,029,085Raw materials3,250,0622,831,6574,624,4224,029,085Unfinished goods1,990,8462,158,5242,832,7183,071,303Finished goods and goods for resale6,995,5016,622,7309,953,7019,423,296Total inventory12,236,40911,612,91117,410,84116,523,684Debtors26,138,09923,587,57637,191,16433,562,097Other debtors5,971,1753,176,1888,496,2174,519,308Other investments772,824717,7631,099,6291,021,285Deferred expenses100,374114,103142,820162,354Total debtors32,982,47227,595,63046,929,83039,265,044Cash and cash equivalents569,760854,425810,6951,215,737Total current assets45,788,64140,062,96665,151,36657,004,465   | Other investments                      | 22,220             | -                  | 31,616             | -                  |
| Total long term financial investments         2,625,155         2,999,741         3,735,259         4,268,247           Total non current financial assets         44,107,839         42,923,397         62,759,801         61,074,492           Current assets Inventories Raw materials Unfinished goods Unfinished goods and goods for resale Finished goods and goods for resale Finished goods and goods for resale 6,995,501 6,622,730 9,953,701 9,423,296         3,071,303 9,953,701 9,423,296           Total inventory         12,236,409 11,612,911 17,410,841 16,523,684           Debtors Trade receivables Other debtors 5,971,175 3,176,188 8,496,217 4,519,308 Other investments 772,824 717,763 1,099,629 1,021,285 Deferred expenses 100,374 114,103 142,820 162,354 Total debtors 32,982,472 27,595,630 46,929,830 39,265,044 Cash and cash equivalents 569,760 854,425 810,695 1,215,737           Total current assets         45,788,641 40,062,966 65,151,366 57,004,465   | Other non current assets               | 1,706,860          | 2,000,135          | 2,428,643          | 2,845,936          |
| Total non current financial assets         44,107,839         42,923,397         62,759,801         61,074,492           Current assets         Inventories           Raw materials         3,250,062         2,831,657         4,624,422         4,029,085           Unfinished goods         1,990,846         2,158,524         2,832,718         3,071,303           Finished goods and goods for resale         6,995,501         6,622,730         9,953,701         9,423,296           Total inventory         12,236,409         11,612,911         17,410,841         16,523,684           Debtors         Trade receivables         26,138,099         23,587,576         37,191,164         33,562,097           Other debtors         5,971,175         3,176,188         8,496,217         4,519,308           Other investments         772,824         717,763         1,099,629         1,021,285           Deferred expenses         100,374         114,103         142,820         162,354           Total debtors         32,982,472         27,595,630         46,929,830         39,265,044           Cash and cash equivalents         569,760         854,425         810,695         1,215,737           Total current assets         45,788,641         40,062,966   | Loan for the partner and management    | 896,075            | 973,886            | 1,275,000          | 1,385,715          |
| Current assets           Inventories         Raw materials         3,250,062         2,831,657         4,624,422         4,029,085           Unfinished goods         1,990,846         2,158,524         2,832,718         3,071,303           Finished goods and goods for resale         6,995,501         6,622,730         9,953,701         9,423,296           Total inventory         12,236,409         11,612,911         17,410,841         16,523,684           Debtors         Trade receivables         26,138,099         23,587,576         37,191,164         33,562,097           Other debtors         5,971,175         3,176,188         8,496,217         4,519,308           Other investments         772,824         717,763         1,099,629         1,021,285           Deferred expenses         100,374         114,103         142,820         162,354           Total debtors         32,982,472         27,595,630         46,929,830         39,265,044           Cash and cash equivalents         569,760         854,425         810,695         1,215,737           Total current assets         45,788,641         40,062,966         65,151,366         57,004,465  | Total long term financial investments  | 2,625,155          | 2,999,741          | 3,735,259          | 4,268,247          |
| Inventories         Raw materials       3,250,062       2,831,657       4,624,422       4,029,085         Unfinished goods       1,990,846       2,158,524       2,832,718       3,071,303         Finished goods and goods for resale       6,995,501       6,622,730       9,953,701       9,423,296         Total inventory       12,236,409       11,612,911       17,410,841       16,523,684         Debtors         Trade receivables       26,138,099       23,587,576       37,191,164       33,562,097         Other debtors       5,971,175       3,176,188       8,496,217       4,519,308         Other investments       772,824       717,763       1,099,629       1,021,285         Deferred expenses       100,374       114,103       142,820       162,354         Total debtors       32,982,472       27,595,630       46,929,830       39,265,044         Cash and cash equivalents       569,760       854,425       810,695       1,215,737         Total current assets       45,788,641       40,062,966       65,151,366       57,004,465   | Total non current financial assets     | 44,107,839         | 42,923,397         | 62,759,801         | 61,074,492         |
| Raw materials         3,250,062         2,831,657         4,624,422         4,029,085           Unfinished goods         1,990,846         2,158,524         2,832,718         3,071,303           Finished goods and goods for resale         6,995,501         6,622,730         9,953,701         9,423,296           Total inventory         12,236,409         11,612,911         17,410,841         16,523,684           Debtors         Trade receivables         26,138,099         23,587,576         37,191,164         33,562,097           Other debtors         5,971,175         3,176,188         8,496,217         4,519,308           Other investments         772,824         717,763         1,099,629         1,021,285           Deferred expenses         100,374         114,103         142,820         162,354           Total debtors         32,982,472         27,595,630         46,929,830         39,265,044           Cash and cash equivalents         569,760         854,425         810,695         1,215,737           Total current assets         45,788,641         40,062,966         65,151,366         57,004,465   |  |                    |                    |                    |                    |
| Unfinished goods         1,990,846         2,158,524         2,832,718         3,071,303           Finished goods and goods for resale         6,995,501         6,622,730         9,953,701         9,423,296           Total inventory         12,236,409         11,612,911         17,410,841         16,523,684           Debtors         Trade receivables         26,138,099         23,587,576         37,191,164         33,562,097           Other debtors         5,971,175         3,176,188         8,496,217         4,519,308           Other investments         772,824         717,763         1,099,629         1,021,285           Deferred expenses         100,374         114,103         142,820         162,354           Total debtors         32,982,472         27,595,630         46,929,830         39,265,044           Cash and cash equivalents         569,760         854,425         810,695         1,215,737           Total current assets         45,788,641         40,062,966         65,151,366         57,004,465   |  | 2.250.062          | 2.021.655          | 4 < 2 4 4 2 2      | 4.020.005          |
| Finished goods and goods for resale         6,995,501         6,622,730         9,953,701         9,423,296           Total inventory         12,236,409         11,612,911         17,410,841         16,523,684           Debtors         Trade receivables         26,138,099         23,587,576         37,191,164         33,562,097           Other debtors         5,971,175         3,176,188         8,496,217         4,519,308           Other investments         772,824         717,763         1,099,629         1,021,285           Deferred expenses         100,374         114,103         142,820         162,354           Total debtors         32,982,472         27,595,630         46,929,830         39,265,044           Cash and cash equivalents         569,760         854,425         810,695         1,215,737           Total current assets         45,788,641         40,062,966         65,151,366         57,004,465  |  | , ,                |                    |                    |                    |
| Debtors         12,236,409         11,612,911         17,410,841         16,523,684           Debtors         Trade receivables         26,138,099         23,587,576         37,191,164         33,562,097           Other debtors         5,971,175         3,176,188         8,496,217         4,519,308           Other investments         772,824         717,763         1,099,629         1,021,285           Deferred expenses         100,374         114,103         142,820         162,354           Total debtors         32,982,472         27,595,630         46,929,830         39,265,044           Cash and cash equivalents         569,760         854,425         810,695         1,215,737           Total current assets         45,788,641         40,062,966         65,151,366         57,004,465  |  |                    |                    |                    |                    |
| Debtors         Trade receivables       26,138,099       23,587,576       37,191,164       33,562,097         Other debtors       5,971,175       3,176,188       8,496,217       4,519,308         Other investments       772,824       717,763       1,099,629       1,021,285         Deferred expenses       100,374       114,103       142,820       162,354         Total debtors       32,982,472       27,595,630       46,929,830       39,265,044         Cash and cash equivalents       569,760       854,425       810,695       1,215,737         Total current assets       45,788,641       40,062,966       65,151,366       57,004,465  |  |                    |                    |                    |                    |
| Trade receivables         26,138,099         23,587,576         37,191,164         33,562,097           Other debtors         5,971,175         3,176,188         8,496,217         4,519,308           Other investments         772,824         717,763         1,099,629         1,021,285           Deferred expenses         100,374         114,103         142,820         162,354           Total debtors         32,982,472         27,595,630         46,929,830         39,265,044           Cash and cash equivalents         569,760         854,425         810,695         1,215,737           Total current assets         45,788,641         40,062,966         65,151,366         57,004,465  | Total inventory                        | 12,236,409         | 11,612,911         | 17,410,841         | 16,523,684         |
| Other debtors         5,971,175         3,176,188         8,496,217         4,519,308           Other investments         772,824         717,763         1,099,629         1,021,285           Deferred expenses         100,374         114,103         142,820         162,354           Total debtors         32,982,472         27,595,630         46,929,830         39,265,044           Cash and cash equivalents         569,760         854,425         810,695         1,215,737           Total current assets         45,788,641         40,062,966         65,151,366         57,004,465  | Debtors                                |                    |                    |                    |                    |
| Other investments         772,824         717,763         1,099,629         1,021,285           Deferred expenses         100,374         114,103         142,820         162,354           Total debtors         32,982,472         27,595,630         46,929,830         39,265,044           Cash and cash equivalents         569,760         854,425         810,695         1,215,737           Total current assets         45,788,641         40,062,966         65,151,366         57,004,465  | Trade receivables                      | 26,138,099         | 23,587,576         | 37,191,164         | 33,562,097         |
| Deferred expenses         100,374         114,103         142,820         162,354           Total debtors         32,982,472         27,595,630         46,929,830         39,265,044           Cash and cash equivalents         569,760         854,425         810,695         1,215,737           Total current assets         45,788,641         40,062,966         65,151,366         57,004,465  | Other debtors                          | 5,971,175          | 3,176,188          | 8,496,217          | 4,519,308          |
| Total debtors         32,982,472         27,595,630         46,929,830         39,265,044           Cash and cash equivalents         569,760         854,425         810,695         1,215,737           Total current assets         45,788,641         40,062,966         65,151,366         57,004,465  | Other investments                      | 772,824            | 717,763            | 1,099,629          | 1,021,285          |
| Cash and cash equivalents         569,760         854,425         810,695         1,215,737           Total current assets         45,788,641         40,062,966         65,151,366         57,004,465  | Deferred expenses                      | 100,374            | 114,103            | 142,820            | 162,354            |
| Total current assets 45,788,641 40,062,966 65,151,366 57,004,465  | Total debtors                          | 32,982,472         | 27,595,630         | 46,929,830         | 39,265,044         |
|   | Cash and cash equivalents              | 569,760            | 854,425            | 810,695            | 1,215,737          |
| TOTAL ASSETS 89,896,480 82,986,363 127,911,167 118,078,957  |  |                    |                    |                    |                    |
|   | TOTAL ASSETS                           | 89,896,480         | 82,986,363         | 127,911,167        | 118,078,957        |

| EQUITY AND LIABILITIES                       | 30.09.2011.<br>LVL | 30.09.2010.<br>LVL | 30.09.2011.<br>EUR | 30.09.2010.<br>EUR |
|--|--------------------|--------------------|--------------------|--------------------|
| EQUITY                                       |                    |                    |                    |                    |
| Share capital                                | 9,585,000          | 9,585,000          | 13,638,226         | 13,638,226         |
| Share premium                                | 15,687,750         | 15,687,750         | 22,321,657         | 22,321,657         |
| Other reserves                               | 464,905            | 464,905            | 661,500            | 661,500            |
| (Accumulated loss) / retained profit:        |                    |                    |                    |                    |
| a) prior year accumulated profit/loss        | 32,692,830         | 25,580,132         | 46,517,706         | 36,397,249         |
| b) foreign currency revaluation              | 35,361             | (100,713)          | 50,314             | (143,302)          |
| c) current year profit                       | 5,848,227          | 5,175,920          | 8,321,277          | 7,364,671          |
| Equity attributable to equity holders of the |                    |                    |                    |                    |
| parent                                       | 64,314,073         | 56,392,994         | 91,510,681         | 80,240,001         |
| No controlling interest                      | 55,825             | 55,271             | 79,432             | 78,644             |
| Total equity                                 | 64,369,898         | 56,448,265         | 91,590,113         | 80,318,645         |
| LIABILITIES                                  |                    |                    |                    |                    |
| Long-term liabilities                        |                    |                    |                    |                    |
| Loans from credit institutions               | 6,023,518          | 6,645,807          | 8,570,694          | 9,456,131          |
| Finance lease liabilities                    | 879,664            | 1,076,080          | 1,251,649          | 1,531,124          |
| Deferred income                              | 3,056,775          | 3,499,831          | 4,349,400          | 4,979,811          |
| Deferred tax liabilities                     | 1,993,312          | 1,827,506          | 2,836,227          | 2,600,307          |
| Total non-current liabilities                | 11,953,269         | 13,049,224         | 17,007,970         | 18,567,373         |
| Current liabilities                          |                    |                    |                    |                    |
| Loans from credit institutions               | 6,987,876          | 5,694,781          | 9,942,852          | 8,102,943          |
| Finance lease liabilities                    | 69,388             | 77,604             | 98,730             | 110,421            |
| Advances from customers                      | 85,544             | 25,524             | 121,718            | 36,317             |
| Trade accounts payable                       | 4,494,082          | 5,972,101          | 6,394,503          | 8,497,534          |
| Taxes and social security liabilities        | 1,063,975          | 1,028,701          | 1,513,900          | 1,463,710          |
| Other payables                               | 399,816            | 354,352            | 568,886            | 504,198            |
| Deferred income                              | 360,958            | 112,367            | 513,597            | 159,884            |
| Accrued liabilities                          | 111,674            | 223,444            | 158,898            | 317,932            |
| Total current liabilities                    | 13,573,313         | 13,488,874         | 19,313,084         | 19,192,939         |
| Total liabilities                            | 25,526,582         | 26,538,098         | 36,321,054         | 37,760,312         |
| TOTAL EQUITY AND LIABILITIES                 | 89,896,480         | 82,986,363         | 127,911,167        | 118,078,957        |



### STATEMENTS OF COMPREHENSIVE INCOME

|   | 2011<br>January-<br>September | 2010<br>January-<br>September | 2011<br>January-<br>September | 2010<br>January-<br>September |
|---|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
|   | LVL                           | LVL                           | EUR                           | EUR                           |
| Net sales   | 48,886,199                    | 46,874,924                    | 69,558,794                    | 66,697,008                    |
| Cost of goods sold  | (18,817,383)                  | (21,277,408)                  | (26,774,724)                  | (30,275,024)                  |
| Gross profit  | 30,068,816                    | 25,597,516                    | 42,784,070                    | 36,421,984                    |
| Selling expenses  | (14,209,707)                  | (12,202,116)                  | (20,218,592)                  | (17,362,047)                  |
| Administrative expenses   | (5,631,514)                   | (5,290,540)                   | (8,012,923)                   | (7,527,760)                   |
| Other operating income  | 652,023                       | 3,955,966                     | 927,746                       | 5,628,833                     |
| Other operating expenses  | (3,781,958)                   | (5,291,386)                   | (5,381,241)                   | (7,528,964)                   |
| Interest income and similar income  | 84,093                        | 26,159                        | 119,654                       | 37,221                        |
| Interest expense and similar expense  | (214,145)                     | (235,005)                     | (304,701)                     | (334,382)                     |
| Real estate tax   | (60,053)                      | (68,760)                      | (85,448)                      | (97,837)                      |
| Profit before taxation  | 6,907,555                     | 6,491,834                     | 9,828,565                     | 9,237,048                     |
| Corporate income tax  | (1,059,523)                   | (1,316,105)                   | (1,507,565)                   | (1,872,649)                   |
| NET PROFIT FOR THE PERIOD   | 5,848,032                     | 5,175,729                     | 8,321,000                     | 7,364,399                     |
| Other comprehensive income  Foreign currency revaluation Other comprehensive income total | (9,921)                       | 17,259                        | (14,116)                      | 24,557                        |
|   | (9,921)                       | 17,259                        | (14,116)                      | 24,557                        |
| Comprehensive income total  | 5,838,111                     | 5,192,988                     | 8,306,884                     | 7,388,956                     |
| Attributable to:  |                               |                               |                               |                               |
| Equity holders of the parent  | 5,848,227                     | 5,175,920                     | 8,321,277                     | 7,364,671                     |
| No controlling interest   | (195)                         | (191)                         | (277)                         | (272)                         |
| TOTAL   | 5,848,032                     | 5,175,729                     | 8,321,000                     | 7,364,399                     |
|   |                               |                               | -,- ,- ,                      | <i>y y</i>                    |
| Comprehensive income attributable of:   |                               |                               |                               |                               |
| Equity holders of the parent  | 5,838,306                     | 5,193,179                     | 8,307,161                     | 7,389,228                     |
| No controlling interest   | (195)                         | (191)                         | (277)                         | (272)                         |
| Total   | 5,838,111                     | 5,192,988                     | 8,306,884                     | 7,388,956                     |
| Earnings per share attributable equity holders of the parent (LVL per share)              |                               |                               |                               |                               |
| <ul> <li>Basic earnings per share</li> </ul>  | 0.61                          | 0.54                          | 0.87                          | 0.77                          |
| <ul> <li>Diluted earnings per share</li> </ul>  | 0.61                          | 0.54                          | 0.87                          | 0.77                          |

## STATEMENT OF CHANGES IN EQUITY

|                               | Share<br>capital | Share<br>premium | Other<br>reser-<br>ves | Foreign<br>currency<br>transla-<br>tion<br>reserve | Retained<br>profit | Equity<br>attributable<br>to equity<br>holders of<br>the parent | No<br>contro<br>lling<br>intere<br>st | Total      |
|-------------------------------|------------------|------------------|------------------------|--|--------------------|---|---------------------------------------|------------|
|                               | LVL              | LVL              | LVL                    | LVL  | LVL                | LVL   | LVL                                   | LVL        |
| As of 31.12.2010              | 9,585,000        | 15,687,750       | 464,905                | 45,282   | 32,692,830         | 58,475,767  | 56,020                                | 58,531,787 |
| Profit for the period Foreign | -                | -                | -                      | -  | 5,848,227          | 5,848,227   | (195)                                 | 5,848,032  |
| currency<br>revaluation       | _                | _                | _                      | (9,921)  | _                  | (9,921)   | -                                     | (9,921)    |
| As of 30.09.2011              | 9,585,000        | 15,687,750       | 464,905                | 35,361   | 38,541,057         | 64,314,073  | 55,825                                | 64,369,898 |
|                               | Share<br>capital | Share<br>premium | Other reserves         | Foreign<br>currency<br>transla-<br>tion<br>reserve | Retained<br>profit | Equity<br>attributable<br>to equity<br>holders of<br>the parent | No<br>contro<br>lling<br>intere<br>st | Total      |
|                               | EUR              | EUR              | EUR                    | EUR  | EUR                | EUR   | EUR                                   | EUR        |
| As of 31.12.2010              | 13,638,226       | 22,321,657       | 661,500                | 64,430   | 46,517,706         | 83,203,520  | 79,709                                | 83,283,230 |
| Profit for the period Foreign | -                | -                | -                      | -  | 8,321,277          | 8,321,277   | (277)                                 | 8,321,000  |
| currency<br>revaluation       | _                | -                | _                      | (14,116)   | -                  | (14,116)  | -                                     | (14,116)   |
| As of 30.09.2011              | 13,638,226       | 22,321,657       | 661,500                | 50,314   | 54,838,984         | 91,510,681  | 79,432                                | 91,590,113 |

### **SATEMENT OF CASH FLOWS**

|  | 2011<br>January-<br>September<br>LVL | 2010<br>January-<br>September<br>LVL | 2011<br>January-<br>September<br>EUR | 2010<br>January-<br>September<br>EUR    |
|--|--------------------------------------|--------------------------------------|--------------------------------------|---|
| OPERATING ACTIVITIES                                   |                                      |                                      |                                      |   |
| Net profit before taxation                             | 6,907,555                            | 6,491,834                            | 9,828,565                            | 9,237,048                               |
| Adjustments to reconcile net profit to net cash        |                                      |                                      |                                      |   |
| provided by operating activities:                      |                                      |                                      |                                      | • |
| Depreciation and amortisation                          | 2,117,709                            | 2,094,760                            | 3,013,228                            | 2,980,575                               |
| (Gain) / loss on disposal of fixed assets and          | 1.055                                | 504.445                              | 1.504                                | 1 002 220                               |
| intangible assets                                      | 1,057                                | 704,447                              | 1,504                                | 1,002,338                               |
| Income from EU funding                                 | (137,949)                            | (298,759)                            | (196,284)                            | (425,096)                               |
| Interest income  | (84,093)                             | (26,159)                             | (119,654)                            | (37,221)                                |
| Interest expense                                       | 214,145                              | 235,005                              | 304,701                              | 334,382                                 |
| Changes in operating assets and liabilities:           | (1.100.710)                          | (4.040.040)                          | (0.101.10.5)                         | (4.400.404)                             |
| Inventory  | (1,490,743)                          | (1,049,062)                          | (2,121,136)                          | (1,492,681)                             |
| Debtors  | (3,745,389)                          | (4,097,449)                          | (5,329,208)                          | (5,830,145)                             |
| Creditors  | (1,132,991)                          | (2,001,453)                          | (1,612,100)                          | (2,847,810)                             |
| Gross cash provided by operating activities            | 2,649,301                            | 2,053,164                            | 3,769,616                            | 2,921,390                               |
| Corporate income tax paid                              | 113                                  | 39                                   | 161                                  | 55                                      |
| Interest income received                               | (1,186,728)                          | 475,162                              | (1,688,562)                          | 676,095                                 |
| Net cash provided by (used in) operating               |                                      |                                      |                                      |   |
| activities   | 1,462,686                            | 2,528,365                            | 2,081,215                            | 3,597,540                               |
| INVESTING ACTIVITIES                                   |                                      |                                      |                                      |   |
| Purchase of fixed assets and intangible assets         | (2,735,141)                          | (5,498,093)                          | (3,891,755)                          | (7,823,082)                             |
| Proceeds from sale of fixed assets                     | -                                    | 10,375                               | -                                    | 14,762                                  |
| Purchase of long term financial investments            | -                                    | (267,271)                            | -                                    | (380,292)                               |
| Net cash used in investing activities                  | (2,735,141)                          | (5,754,989)                          | (3,891,755)                          | (8,188,612)                             |
| ETALANICIACIA CONTUNEDO                                |                                      |                                      |                                      |   |
| FINANCING ACTIVITIES                                   | 0.116.653                            | 2 222 029                            | 12 071 927                           | 4 720 529                               |
| Received loans from credit institutions                | 9,116,652                            | 3,323,938                            | 12,971,827                           | 4,729,538                               |
| Repaid loans to credit institutions                    | (7,632,877)                          | (1,549,634)                          | (10,860,606)<br>68,410               | (2,204,931)                             |
| EU funding   | 48,079                               | 2,425,338                            |                                      | 3,450,945                               |
| Interest paid  | (214,145)                            | (235,005)                            | (304,701)                            | (334,382)                               |
| Net cash (used in) /provided by financing activities   | 1,317,709                            | 3,964,637                            | 1,874,930                            | 5,641,170                               |
|  | , ,                                  | , ,                                  | , ,                                  |   |
| Net increase / (decrease) in cash and cash             |                                      |                                      |                                      |   |
| equivalents  | 45,254                               | 738,013                              | 64,390                               | 1,050,098                               |
| Cash and cash equivalents at the beginning of the year | 524,506                              | 116,412                              | 746,305                              | 165,639                                 |
| CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR       | 569,760                              | 854,425                              | 810,695                              | 1,215,737                               |



### **NOTES**

### OTHER DEBTORS

|                 | 30.09.2011.<br>LVL | 30.09.2010.<br>LVL | 30.09.2011.<br>EUR | 30.09.2010.<br>EUR |
|-----------------|--------------------|--------------------|--------------------|--------------------|
| Tax receivables | 529,457            | 548,138            | 753,349            | 779,930            |
| Other           | 5,441,718          | 2,628,050          | 7,742,868          | 3,739,378          |
| Total           | 5,971,175          | 3,176,188          | 8,496,217          | 4,519,308          |

### CASH AND CASH EQUIVALENTS

|              | 30.09.2011.    | 30.09.2010. | 30.09.2011. | 30.09.2010. |
|--------------|----------------|-------------|-------------|-------------|
|              | $\mathbf{LVL}$ | LVL         | EUR         | EUR         |
| Cash in bank | 566,113        | 848,767     | 805,506     | 1,207,686   |
| Cash on hand | 3,647          | 5,658       | 5,189       | 8,051       |
| Total        | 569,760        | 854,425     | 810,695     | 1,215,737   |

### LOANS FROM CREDIT INSTITUTIONS

|  | 30.09.2011.<br>LVL | 30.09.2010.<br>LVL | 30.09.2011.<br>EUR | 30.09.2010.<br>EUR |
|--|--------------------|--------------------|--------------------|--------------------|
|  | LVL                | LVL                | LCK                | LCK                |
| Credit line from JSC "SEB Bank", Latvia    | 3,487,506          | 2,387,596          | 4,962,274          | 3,397,243          |
| Credit line from Nordea bank, Latvia       | 3,419,210          | -                  | 4,865,098          | _                  |
| JSC "SEB Bank", Latvia                     | 81,160             | -                  | 115,480            | -                  |
| Credit line from JSC "Swedbank", Latvia    | -                  | 3,010,064          | -                  | 4,282,935          |
| JSC "Swedbank", Latvia                     | -                  | 161,130            | -                  | 229,267            |
| JSC "Swedbank", Latvia                     | -                  | 88,554             | -                  | 126,001            |
| JSC "Swedbank", Latvia                     | -                  | 47,437             | -                  | 67,497             |
| Current loans from credit institutions     | 6,987,876          | 5,694,781          | 9,942,852          | 8,102,943          |
| Nordea bank, Latvia                        | 3,373,459          | _                  | 4,800,000          | _                  |
| Nordea bank, Latvia                        | 1,405,608          | -                  | 2,000,000          | -                  |
| JSC "SEB Bank", Latvia                     | 1,244,451          | 1,325,611          | 1,770,694          | 1,886,175          |
| JSC "Swedbank", Latvia                     | -                  | 1,976,140          | -                  | 2,811,794          |
| JSC "Swedbank", Latvia                     | -                  | 1,347,798          | -                  | 1,917,744          |
| JSC "Swedbank", Latvia                     | -                  | 1,103,916          | -                  | 1,570,731          |
| JSC "Swedbank", Latvia                     | -                  | 569,364            | -                  | 810,132            |
| JSC "Swedbank", Latvia                     | -                  | 322,978            | -                  | 459,555            |
| Non-current loans from credit institutions | 6,023,518          | 6,645,807          | 8,570,694          | 9,456,131          |
| Total                                      | 13,011,394         | 12,340,588         | 18,513,546         | 17,559,074         |

### TAX LIABILITIES

|                          | 30.09.2011.<br>LVL | 30.09.2010.<br>LVL | 30.09.2011.<br>EUR | 30.09.2010.<br>EUR |
|--------------------------|--------------------|--------------------|--------------------|--------------------|
| Social security payments | 313,512            | 281,134            | 446,087            | 400,018            |
| Personal income tax      | 210,318            | 142,702            | 299,256            | 203,047            |
| Corporate income tax     | 522,583            | 382,942            | 743,569            | 544,877            |
| Other                    | 17,562             | 221,923            | 24,988             | 315,768            |
| Total                    | 1,063,975          | 1,028,701          | 1,513,900          | 1,463,710          |

### **NET SALES**

|                     | 2011<br>January-<br>September<br>LVL | 2010<br>January-<br>September<br>LVL | 2011<br>January-<br>September<br>EUR | 2010<br>January-<br>September<br>EUR |
|---------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
| Russia              | 26,973,462                           | 26,884,361                           | 38,379,779                           | 38,252,999                           |
| Other CIS countries | 16,063,402                           | 16,380,733                           | 22,856,162                           | 23,307,683                           |
| Other countries     | 6,141,594                            | 6,558,483                            | 8,738,701                            | 9,331,881                            |
| Latvia              | 2,819,277                            | 2,473,889                            | 4,011,470                            | 3,520,027                            |
| Lithuania           | 1,748,297                            | 1,389,491                            | 2,487,603                            | 1,977,068                            |
| Estonia             | 1,014,134                            | 849,738                              | 1,442,983                            | 1,209,068                            |
| Other               | 66,775                               | 8,191                                | 95,010                               | 11,655                               |
| Gross sales         | 54,826,941                           | 54,544,886                           | 78,011,708                           | 77,610,381                           |
| Less discounts      |                                      |                                      |                                      |                                      |
| Russia              | (4,297,099)                          | (5,038,341)                          | (6,114,221)                          | (7,168,913)                          |
| Other CIS countries | (1,470,286)                          | (2,479,318)                          | (2,092,029)                          | (3,527,752)                          |
| Latvia              | (70,137)                             | (62,617)                             | (99,796)                             | (89,096)                             |
| Lithuania           | (62,897)                             | (48,740)                             | (89,494)                             | (69,351)                             |
| Estonia             | (24,180)                             | (18,216)                             | (34,405)                             | (25,919)                             |
| Other countries     | (16,143)                             | (22,730)                             | (22,969)                             | (32,342)                             |
| Discounts total     | (5,940,742)                          | (7,669,962)                          | (8,452,914)                          | (10,913,373)                         |
| Total, net          | 48,886,199                           | 46,874,924                           | 69,558,794                           | 66,697,008                           |

### COST OF GOODS SOLD

|  | 2011<br>January-<br>September<br>LVL | 2010<br>January-<br>September<br>LVL | 2011<br>January-<br>September<br>EUR | 2010<br>January-<br>September<br>EUR |
|--|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
| Raw materials and packaging                      | 8,405,089                            | 7,049,036                            | 11,959,364                           | 10,029,875                           |
| Direct labour and social security payments       | 4,834,033                            | 4,079,873                            | 6,878,209                            | 5,805,136                            |
| Goods purchased for resale                       | 2,961,963                            | 7,229,688                            | 4,214,494                            | 10,286,919                           |
| Depreciation of fixed assets and amortisation of |                                      |                                      |                                      |                                      |
| intangible assets                                | 1,611,204                            | 1,582,769                            | 2,292,537                            | 2,252,077                            |
| Research costs                                   | 1,212,060                            | 2,175,255                            | 1,724,606                            | 3,095,109                            |
| Electricity resource expenses                    | 811,368                              | 700,042                              | 1,154,473                            | 996,070                              |
| Machinery, buildings and equipment repairs       | 461,234                              | 497,924                              | 656,277                              | 708,482                              |
| Household expenses                               | 143,230                              | 148,207                              | 203,798                              | 210,880                              |
| Transport  | 98,750                               | 82,052                               | 140,509                              | 116,749                              |
| Waste disposal                                   | 59,951                               | 39,014                               | 85,303                               | 55,512                               |
| Rent of work clothing                            | 53,005                               | 48,682                               | 75,419                               | 69,268                               |
| Other  | 910,421                              | 459,793                              | 1,295,411                            | 654,227                              |
| Internal turnover of self-manufactured raw       |                                      |                                      |                                      |                                      |
| materials  | (2,744,925)                          | (2,814,927)                          | (3,905,676)                          | (4,005,280)                          |
| Total  | 18,817,383                           | 21,277,408                           | 26,774,724                           | 30,275,024                           |

### SELLING AND DISTRIBUTION COSTS

|  | 2011                         | 2010                         | 2011                         | 2010                         |
|--|------------------------------|------------------------------|------------------------------|------------------------------|
|  | January-<br>September<br>LVL | January-<br>September<br>LVL | January-<br>September<br>EUR | January-<br>September<br>EUR |
| Advertising                                      | 8,406,979                    | 6,972,284                    | 11,962,053                   | 9,920,666                    |
| Expenses of representative offices               | 1,795,863                    | 1,455,721                    | 2,555,283                    | 2,071,304                    |
| Salaries and social security payments            | 1,349,579                    | 1,153,715                    | 1,920,278                    | 1,641,589                    |
| Distribution expenses for goods                  | 440,543                      | 384,044                      | 626,836                      | 546,445                      |
| Patents  | 310,259                      | 364,747                      | 441,459                      | 518,988                      |
| Depreciation of fixed assets and amortisation of |                              |                              |                              |                              |
| intangible assets                                | 269,467                      | 208,916                      | 383,417                      | 297,261                      |
| Registration costs for medicine                  | 174,696                      | 185,314                      | 248,570                      | 263,678                      |
| Commissions                                      | 109,262                      | 136,912                      | 155,466                      | 194,808                      |
| Freight insurance                                | 15,265                       | 25,370                       | 21,720                       | 36,098                       |
| Other  | 1,337,794                    | 1,315,093                    | 1,903,510                    | 1,871,210                    |
| Total  | 14,209,707                   | 12,202,116                   | 20,218,592                   | 17,362,047                   |

#### **ADMINISTRATIVE EXPENSIS**

|  | 2011<br>January-<br>September<br>LVL | 2010<br>January-<br>September<br>LVL | 2011<br>January-<br>September<br>EUR | 2010<br>January-<br>September<br>EUR |
|--|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
| Administrative salaries and social security      |                                      |                                      |                                      |                                      |
| payments   | 3,244,266                            | 2,861,460                            | 4,616,175                            | 4,071,491                            |
| Professional and consultancy services            | 332,749                              | 184,919                              | 473,459                              | 263,116                              |
| Depreciation of fixed assets and amortisation of |                                      |                                      |                                      |                                      |
| intangible assets                                | 200,621                              | 266,038                              | 285,458                              | 378,538                              |
| Security costs                                   | 143,787                              | 152,573                              | 204,590                              | 217,092                              |
| Bank charges                                     | 127,265                              | 75,184                               | 181,082                              | 106,977                              |
| Employee insurance                               | 115,191                              | 110,862                              | 163,902                              | 157,742                              |
| Transport  | 109,737                              | 108,799                              | 156,142                              | 154,807                              |
| Business trips                                   | 87,916                               | 58,609                               | 125,093                              | 83,393                               |
| Personnel training and hiring expenses           | 74,026                               | 108,782                              | 105,330                              | 154,783                              |
| Electricity                                      | 73,484                               | 57,274                               | 104,558                              | 81,494                               |
| Computers maintenance                            | 59,224                               | 73,318                               | 84,268                               | 104,322                              |
| Property and liability insurance                 | 35,329                               | 24,675                               | 50,269                               | 35,109                               |
| Communication expense                            | 25,111                               | 22,019                               | 35,730                               | 31,330                               |
| Other  | 1,002,808                            | 1,186,028                            | 1,426,867                            | 1,687,566                            |
| Total  | 5,631,514                            | 5,290,540                            | 8,012,923                            | 7,527,760                            |

Currency exchange for the EUR-0.702804

JSC "Grindeks" hereby informs that there were no changes made in its accounting policy in January-September 2011. In non-audited financial accounts for the period January-September 2011 the Group has employed the same Accounting and Consolidation Principles as in the audited consolidated financial accounts for the year 2010, released on April 27, 2011.

Board members of JSC "Grindeks":

L.Zeligmans

V.Rabsa

24 november, 2011