# 6 MONTHS INTERIM REPORT 

## Started on July 1, 2005

Ended on December 31, 2005

Translation of the Estonian original

# PUBLIC LIMITED COMPANY KALEV 

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## 1. COMMENTS ON FINANCIAL RESULTS

Characteristic indicators for the first 6 months of the financial year 2005/2006, compared to the same period in the financial year 2004/2005:
in thousands of kroons and euros

Increase in revenue
Increase in revenue from domestic market
Increase in operating profit
Increase in revenue from dairy products

| $\%$ | EEK | EUR |
| ---: | ---: | ---: |
| 23 | 99729 | 6374 |
| 12 | 33325 | 2130 |
| 122 | 19050 | 1218 |
| 33 | 58340 | 3729 |
|  |  |  |
| 6 | 10697 | 684 |
| 25 | 9336 | 597 |
| 33 | 5837 | 373 |

Kalev Group pursues three principal fields of activity: chocolate confectionery, sugar confectionery and bakery product manufacturing and sale, dairy product manufacturing and sale, and real estate development and administration. The company manufactures its products in five production plants located in Põrguvälja (in the vicinity of Tallinn), Paide, Viljandi, Jõhvi and Kiviõli. AS Kalev also owns a pan-Estonian retail chain, consisting of 12 candy stores and cafes. The newest candy store was opened in the historic market building in Rakvere at the beginning of November 2005. The company is currently renovating a candy store/cafe in Võru, scheduled to be open late spring/early summer of 2006.

Kalev Group's parent company is AS Kalev. In addition to the parent company, the Group incorporates six subsidiaries. As at 31 December 2005, AS Kalev had a significant interest in the following companies:

| Name of subsidiary | Location | As of 31.12.2005 | As of 31.12.2004 |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| AS Kalev Paide Tootmine | Estonia | $100 \%$ | $100 \%$ |
| AS Kalev Jõhvi Tootmine | Estonia | $99,1 \%$ | $99,1 \%$ |
| AS Vilma | Estonia | $99,9 \%$ | $60,67 \%$ |
| AS Kalev Real Estate Company (AS <br> Kalev REC) | Estonia | $100 \%$ | $59,3 \%$ |
| OÜ Maiasmokk |  |  | $81,26 \%$ |

On 23.12.2005, AS Kalev acquired an additional $39.2 \%$ of the shares of AS Vilma. The transaction cost amounted to 7.3 million kroons. On 1.07.2004, AS Kalev acquired $60.7 \%$ of the shares of AS Vilma. Pursuant to the contract, AS Kalev assumed the obligation to acquire the remaining shares from the shareholders of AS Vilma under the same conditions in 2005.

In the first quarter of the financial year 2005/2006, Kalev Group employed an average of 789 people. The shares of AS Kalev have been listed in the Tallinn Stock Exchange since 1996.

### 1.1. Economic activities and financial results

Unconsolidated net sales and net profit in the first six months of the financial year 2005/2006 (by group companies; in thousands of kroons and euros):

|  | Net sales |  | Net profit |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $2005 / 2006$ <br> 6 months |  | $2004 / 2005$ <br> 6 months | $2005 / 2006$ <br> 6 months |
| EEK |  |  |  | $2004 / 2005$ <br> 6 months |
| AS Kalev | 223237 | 216492 | 476 | -5110 |
| AS Kalev Paide Tootmine | 246422 | 196000 | -4189 | 2178 |
| AS Kalev REC | 72716 | 50974 | 34177 | 10378 |
| AS Kalev Jõhvi Tootmine | 19672 | 18619 | 106 | -1071 |
| OÜ Maiasmokk | 3531 | 3173 | -198 | -642 |
| AS Vilma | 20974 | 20896 | 965 | 2436 |


|  | Net sales |  | Net profit |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $2005 / 2006$ <br> 6 months |  | $2004 / 2005$ <br> 6 months | $2005 / 2006$ <br> 6 months |
| EUR |  |  |  | $2004 / 2005$ <br> 6 months |
| AS Kalev | 14267 | 13836 | 30 | -327 |
| AS Kalev Paide Tootmine | 15749 | 12527 | -268 | 139 |
| AS Kalev REC | 4647 | 3258 | 2184 | 663 |
| AS Kalev Jõhvi Tootmine | 1257 | 1190 | 7 | -68 |
| OÜ Maiasmokk | 226 | 203 | -13 | -41 |
| AS Vilma | 1340 | 1335 | 62 | 156 |

The consolidated net sales of AS Kalev for the first six months of the financial year 2005/2005 amounted to 539788 thousand kroons (34 499 thousand euros), having increased by 22.7\%, compared to last year (2004/2005-440059
thousand kroons, 28125 thousand euros). The $33 \%$ increase in revenue from dairy products was the main contributor to the increase in AS Kalev's consolidated net sales. At the same time, revenue from confectionery products increased by $6 \%$ and revenue from bakery products increased by $25 \%$. Consolidated net revenue growth was also influenced by the sale of the real estate at Pärnu mnt 139E/2 by subsidiary AS Kalev REC.

In the first six months of the financial year 2005/2006, the company earned 27975 thousand kroons (1 788 thousand euros) in consolidated net profit. In the comparative period, the company earned 7166 thousand kroons (458 thousand euros) in net profit. The growth in net profit was influenced primarily by the income received from the sale of the real estate at Pärnu mnt. 139E/2 by subsidiary AS Kalev REC. The financial indicators of a majority of the group companies improved in the given period. Among other things, the parent company AS Kalev succeeded in bringing the company out of the red (see the above table). This was conditioned, on the one hand, by enhanced production efficiency and optimising of the product portfolio, and, on the other hand, by increase in the export of confectionery products to Russia ( 3.4 times) and in the domestic sale of confectionery products ( $3 \%$ ). The subsidiary AS Kalev Paide Tootmine showed the biggest decrease in net profit in the first six months of the financial year, compared to the same period last year (see the above table). The loss incurred by the above company was conditioned by unprofitable (i.e. high-priced) raw milk supply agreements that were concluded with milk producers and expired on 31 December 2005. These agreements were concluded at the end of 2004 under expectations of a price increase on the European market. Unfortunately, the price of dairy products failed to rise to the predicted level. New agreements were concluded with milk producers at fair price at the end of 2005.

The 15 771-thousand-kroon increase in other income and expenses in the given period was mostly conditioned by the sale of a legal share of a real estate of AS Kalev Paide Tootmine, and reduction of a provision established for AS Kalev Paide Tootmine at the end of the financial year 2004/2005. The provision was established for the purpose of covering the potential loss arising from the unfavourable market situation for dairy products and the raw milk buying-in contracts until December 2005. The entry "Other income and expenses" was increased accordingly.

Administrative and general expenses decreased by $23.6 \%$ in the given period, compared to the same period last year. This was, above all, conditioned by changes in the group structure.

Kalev Group employed an average of 789 people in the first six months of the financial year 2005/2006, compared to the 816 people in the same period last year.

Most important financial ratios in Kalev Group:

|  | Group |  |
| :--- | ---: | ---: |
|  | $01.07 .2005-$ <br> 31.12 .2005 | $01.07 .2004-$ <br> 31.12 .2004 |
| Liquidity ratio | 0.73 | 1.00 |
| Financial leverage | 0.66 | 0.56 |
| Asset turnover ratio | 0.70 | 0.65 |
| Net profit margin (\%) | $5.3 \%$ | $1.8 \%$ |
| Return on assets (\%) | $3.7 \%$ | $1.2 \%$ |

The ratios are calculated based on the following methods:

Liquidity ratio: current assets / current liabilities
Financial leverage: total liabilities / average total assets
Asset turnover ratio: revenue / average total assets
Net profit margin: net profit / revenue * $100 \%$
Return on assets: net profit / average total assets * $100 \%$

### 1.2. Product market and sales

### 1.2.1. Confectionery products

AS Kalev retains its position as the leader of the Estonian chocolate and sugar confectionery market. According to the retail survey conducted by AC Nielsen Eesti, AS Kalev's market share was nearly $41 \%$ in October and November 2005, as regards chocolate confectionery and sugar confectionery products. In the biscuit sector, the company's market share was $14 \%$ in the same period.

Product development is still considered a priority by AS Kalev. The company aims at developing and launching new and innovative products by considering the needs of the consumers on the domestic and foreign markets. In the given period, the company focused its marketing and sales activities on the launch of the Christmas collection, which contains 70 product items, and preparation of the sales campaign.

The following products of the basic assortment were launched at the market as a result of active product development in the first six months of the financial year 2005/2006: the newest addition to the Draakon chews
family is the apple-flavoured Draakon; in addition the company started selling strawberry, blueberry and appleflavoured Draakon chews in 16.5-gram mini-packs; the gift-box series Collection now includes the 220-gram box of handmade candy (the Candy Collection) and the souffle series the new 340-gram soufflé selection. The company also introduced a new series of pralines by launching three products in the series: marzipan praline, grilliage praline and praline with Indian nuts. These products are marketed as bulk goods as well as in 175-gram minipacks. Marzipan praline and praline with Indian nuts are also sold in 20 -gram bars. The purpose of the launch of a new praline series was to strengthen the company's position in the chocolate candy sector.

In the given period, the company also refreshed its candy packages. Five classic candies - marmalade candies Lily and Tiina, pralines Kalev and Oravake and wafer candies Tallinn - will, from now on, be more distinctive and bear a more recognisable product trademark. Other candies got new matching packages. The above changes aimed at better displaying the trademark on the products, thus better exploiting the strength of the trademark in the sales process.

The popular AS Vilma flour mix package was also refreshed in the given period. The series include a total of 12 flour mixes for baking tarts, cakes, and muffins, as well as pizza.

### 1.2.2. Dairy products

The volume of raw milk stocked by AS Kalev Paide Tootmine increased by $39 \%$ in the first half-year 2005/2006, compared to the same period last year. Raw milk was mostly used for producing whole milk and skimmed milk powder, cream and butter. The output was marketed mainly in EU countries.

The EU market prices have mostly been affected by the decrease in intervention prices (intervention buying-in price for butter dropped by $7.5 \%$ and that for skimmed milk powder by $5.3 \%$ from 1 July 2005), and export subsidies. Export subsidies dropped abruptly in May 2005 - by 25,46 and $21 \%$ for butter, skimmed milk powder and whole milk powder, accordingly. The butter, whole milk powder and skimmed milk powder prices at the global market, however, have increased (compared to last year). The regulation of the price difference between prices at the global market and the EU market has lowered the EU prices, compared to last year. For instance, the wholesale price for whole milk powder has decreased by $5.5 \%$, butter by $9.3 \%$ and skimmed milk powder by $1.9 \%$, compared to the same period last year.

Continual increase in the price of heat energy (as a result of the increase in the price of shale oil) has also incurred additional costs on dairy product processing. As a result of the high buying-in prices for raw milk in Estonia, and a drop in the market price of dairy products in the economic area, the profitability of the dairy industry has decreased. The results are evident in the financial indicators of AS Kalev Paide Tootmine for the given period. The prices for raw milk are being adjusted in accordance with the drop in market prices. This enables to maintain sustainability in co-operation with the milk producers and the dairy industry.

### 1.2.3. Product sales

Kalev Group's total confectionery and dairy product sales amounted to 17300 tons in the first six months of the financial year 2005/2006, having grown by $13 \%$, compared to the same period last financial year. $60 \%$ was sold at the home market; $40 \%$ was exported.

Kalev Group sold a total of over 3400 tons of chocolate and sugar confectionery products in the given period - no significant change from last year. The home market constituted $83 \%$ of the total sales of confectionery products; $17 \%$ of the sales were exported. The Baltic States remained an important export destination. Russian export increased. The total export volume of confectionery products increased by $31 \%$, compared to the first six months of the last financial year. In addition to the above countries, the company also exported its products to the Scandinavian countries, the United States and, in a smaller volume, to Ukraine.

Kalev Group's baked goods product (incl. baked goods and biscuits) sales amounted to 5600 tons in the first six months of the financial year 2005/2006, having grown by $40 \%$ times, compared to the same period last financial year. These products were mostly sold at home. Approximately $8 \%$ of the total biscuit volume was exported to Baltic countries.

Kalev Group sold over 8000 tons of dairy products (incl. skimmed milk and milk powder, high-temperature pasteurized milk and butter) in the given period - nearly a $30 \%$ increase, compared to the same period in the financial year 2004/2005. Over a half (i.e. 77\%) of the sales volume was exported to various EU countries.

### 1.3. Real estate activities

AS Kalev Real Estate Company (AS Kalev REC), AS Kalev's subsidiary involved in real estate administration and management, continued its operations at the public real estate market (both residential and commercial premises) in the first six months of the financial year 2005/2006.

On 20.12.2005, AS Kalev REC transferred the development project of the real estate located at Pärnu mnt 139E/2 (i.e. the so-called Tere building) at the price of 39.4 million kroons (+VAT). The gross profit to be earned from the transaction amounts to an estimated 26 million kroons. Previous estimations predicted realization of the profit during a longer period of time (i.e. in the calendar year 2006).

## 2. INTERIM FINANCIALSTATEMENTS

## DECLARATION OF THE MANAGEMENT BOARD

The Management Board of AS Kalev takes responsibility for the preparation of the interim financial statements of AS Kalev the first half-year of 2005 set out on pages 9-24, and confirms that, to the best of its knowledge:

- the accounting principles used in preparing the interim financial statements are in compliance with the International Financial Reporting Standards (IFRS), as passed by the European Union;
- the interim financial statements give a true and fair view of the financial position of AS Kalev and the results of its operations and cash flows;
- material circumstances which became evident before the date of preparation of the interim financial statements have been appropriately accounted for and presented in the interim financial statements;
- AS Kalev is able to continue as a going concern.

This interim report has not been audited or otherwise reviewed by auditors.

Põrguvälja, 13 February 2006


Oliver Kruuda
Chairman

## INCOME STATEMENT

in thousands of kroons and euros


|  |  | Consolidated (in EEK) |  | Consolidated (in EUR) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} 1^{\text {st }} \text { half-year } \\ 2006 \\ \hline \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half-year } \\ 2005 \\ \hline \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half-year } \\ 2006 \\ \hline \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half-year } \\ 2005 \\ \hline \end{gathered}$ |
| 3 | Net sales | 539788 | 440059 | 34499 | 28125 |
|  | Cost of sales | -442956 | -341 163 | -28310 | -21804 |
|  | Gross profit | 96832 | 98896 | 6189 | 6321 |
|  | Marketing expenses | -48968 | -44566 | -3130 | -2 848 |
|  | Administrative and general expenses | -31481 | -41226 | -2 012 | -2 635 |
|  | Other revenue and expenses | 18317 | 2546 | 1171 | 162 |
|  | Operating profit | 34700 | 15650 | 2218 | 1000 |
|  | Other financial income and expenses | -6 298 | -7656 | -403 | -489 |
|  | Net profit (loss) for the financial year | 28402 | 7994 | 1815 | 511 |
|  | incl. the share of the owners of the parent company | 27975 | 7166 | 1788 | 458 |
|  | incl. the share of minority shareholders | -427 | -828 | -27 | -53 |
|  | Net profit per share held by the owners of the parent company (basic and diluted; in kroons and euros) | 1,18 | 0,3 | 0,08 | 0,02 |

## BALANCE SHEET

in thousands of kroons and euros

Note
ASSETS
Current assets
Cash and cash equivalents
Receivables
Prepayments
Inventories
Total current assets

6 Investment property
$7 \quad$ Property, plant and equipment
8 Intangible assets
Total non-current assets
TOTAL ASSETS

## LIABILITIES AND OWNER'S

## EQUITY

Current liabilities
9 Borrowings
Prepayments received from customers
Accounts payable and other payables
Provisions
Total current liabilities

Total non-current liabilities
9 Borrowings
Total non-current liabilities
Total liabilities

Minority interest

Owner's equity
11
Share capital
Mandatory reserve
Revaluation reserve
Retained earnings
Total owner's equity
TOTAL LIABILITIES AND OWNER'S EQUITY

| Consolidated (in EEK) |  | Consolidated (in EUR) |  |
| :---: | :---: | :---: | :---: |
| $\mathbf{3 1 . 1 2 . 2 0 0 5}$ | $\mathbf{3 0 . 0 6 . 2 0 0 5}$ | $\mathbf{3 1 . 1 2 . 2 0 0 5}$ | $\mathbf{3 0 . 0 6 . 2 0 0 5}$ |
|  |  |  |  |
| 4219 | 5708 | 270 | 365 |
| 137412 | 114860 | 8782 | 7341 |
| 1637 | 1367 | 105 | 87 |
| 87642 | 106541 | 5601 | 6809 |
| $\mathbf{2 3 0 9 1 0}$ | $\mathbf{2 2 8 4 7 6}$ | $\mathbf{1 4 7 5 8}$ | $\mathbf{1 4 6 0 2}$ |


| 2471 | 5116 | 157 | 327 |
| :---: | :---: | :---: | :---: |
| 186130 | 200578 | 11896 | 12819 |
| 346927 | 347316 | 22173 | 22198 |
| 41 | 79 | 3 | 5 |
| $\mathbf{5 3 5 5 6 9}$ | $\mathbf{5 5 3 0 8 9}$ | $\mathbf{3 4 2 2 9}$ | $\mathbf{3 5 3 4 9}$ |
| $\mathbf{7 6 6 4 7 9}$ | $\mathbf{7 8 1 5 6 5}$ | $\mathbf{4 8 9 8 7}$ | $\mathbf{4 9 9 5 1}$ |


| 97581 | 119416 | 6237 | 7632 |
| :---: | :---: | :---: | :---: |
| 17254 | 3925 | 1103 | 251 |
| 199766 | 233426 | 12767 | 14918 |
| 0 | 5000 | 0 | 320 |
| $\mathbf{3 1 4 6 0 1}$ | $\mathbf{3 6 1 7 6 7}$ | $\mathbf{2 0 1 0 7}$ | $\mathbf{2 3 1 2 1}$ |


| 195175 | 183035 | 12474 | 11698 |
| :---: | :---: | :---: | :---: |
| 195175 | 183035 | 12474 | 11698 |
| 509776 | 544802 | 32581 | 34819 |
|  |  |  |  |
| 571 | 8606 | 36 | 550 |


| 236325 | 236325 | 15104 | 15104 |
| :---: | :---: | :---: | :---: |
| 4020 | 4020 | 257 | 257 |
| 8669 | 8669 | 554 | 554 |
| 7118 | -20857 | 455 | -1333 |
| $\mathbf{2 5 6 7 0 3}$ | $\mathbf{2 3 6 7 6 3}$ | $\mathbf{1 6 4 0 6}$ | $\mathbf{1 5 1 3 2}$ |
|  |  |  |  |
| $\mathbf{7 6 6 4 7 9}$ | $\mathbf{7 8 1 5 6 5}$ | $\mathbf{4 8 9 8 7}$ | $\mathbf{4 9} 951$ |

## CASH FLOW STATEMENT

in thousands of kroons and euros

|  | Consolidated (in EEK) |  | Consolidated (in EUR) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31.12.2005 | 31.12.2004 | 31.12.2005 | 31.12.2004 |
| Cash flow from operating activities |  |  |  |  |
| Operating profit | 34700 | 15650 | 2218 | 1000 |
| Adjustments of operating profit | 31853 | 17223 | 2036 | 1101 |
| Change in assets related to operating activities | 16733 | 66412 | 1069 | 4245 |
| Change in liabilities related to operating activities | -25 226 | -34783 | -1 612 | -2 223 |
| Total cash flow from operating activities | 58060 | 64502 | 3711 | 4123 |

Cash flow from investing activities

| Investments into subsidiaries | -8872 | -20698 | -567 | -1323 |
| :--- | :---: | :---: | :---: | :---: |
| Proceeds from sale of non-current assets | 26922 | 30127 | 1721 | 1925 |
| Purchase of non-current assets | -34814 | -16110 | -2225 | -1029 |
| Loans granted | -15568 | 0 | -995 | 0 |
| Interest received | 721 | 0 | 46 | 0 |
| Total cash flow from investing activities | $\mathbf{- 3 1 6 1 1}$ | $\mathbf{- 6 6 8 1}$ | $\mathbf{- 2 ~ 0 2 0}$ | $\mathbf{- 4 2 7}$ |

## Cash flow from financing activities

| Loan repayments | -6231 | -41418 | -398 | -2647 |
| :--- | :---: | :---: | :---: | :---: |
| Loans received | 4968 | 2562 | 319 | 163 |
| Repayment of finance lease principal | -4834 | -6040 | -309 | -386 |
|  |  |  |  |  |
| Change in overdraft and other financial instruments | -13730 | -1061 | -878 | -68 |
| Interest paid | -8111 | -7531 | -518 | -481 |
| Total cash flow from financing activities | $-\mathbf{2 7 9 3 8}$ | $\mathbf{- 5 3 4 8 8}$ | $\mathbf{- 1 7 8 6}$ | $\mathbf{- 3 4 1 9}$ |
|  |  |  |  |  |
| Total cash flow | $\mathbf{- 1 4 8 9}$ | $\mathbf{4 3 3 3}$ | $\mathbf{- 9 5}$ | $\mathbf{2 7 7}$ |


| Cash and cash equivalents at the beginning of the |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| period |  |  |  |  |
| Change in cash and cash equivalents | $\mathbf{5 7 0 8}$ | $\mathbf{2 7 8 0}$ | $\mathbf{3 6 5}$ | $\mathbf{1 7 8}$ |
| Effect of exchange rate changes | -1489 | 4333 | -95 | 277 |
| Cash and cash equivalents at the end of the period |  |  |  | $\mathbf{4 2 1 9}$ |
|  | $\mathbf{4 2 1 3}$ | $\mathbf{2 7 0}$ | $\mathbf{4 5 5}$ |  |

Cash and cash equivalents in the cash flow statement correspond to the cash and cash equivalents in the balance sheet.

## STATEMENT OF CHANGES IN EQUITY

in thousands of kroons

| Consolidated | Share capital | Mandatory reserve | Revaluation reserve | Retained earnings | Total owner's equity |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 30.06.2004 | 78775 | 3161 | 17159 | 158700 | 257795 |
| Goodwill | 0 | 0 | 0 | 9941 | 9941 |
| Profit for the period | 0 | 0 | 0 | 7166 | 7166 |
| 31.12.2004 | 78775 | 3161 | 17159 | 175807 | 274902 |
| 30.06.2005 | 236325 | 4020 | 8669 | -20 857 | 228157 |
| Profit for the period | 0 | 0 | 0 | 27975 | 27975 |
| 31.12.2005 | 236325 | 4020 | 8669 | 7118 | 256132 |
| in thousands of euros |  |  |  |  |  |
| Consolidated | Share capital | Mandatory reserve | Revaluation reserve | Retained earnings | Total owner's equity |
| 30.06.2004 | 5035 | 202 | 1097 | 10142 | 16476 |
| Goodwill | 0 | 0 | 0 | 635 | 635 |
| Profit for the period | 0 | 0 | 0 | 458 | 458 |
| 31.12.2004 | 5035 | 202 | 1097 | 11235 | 17569 |
| 30.06.2005 | 15104 | 257 | 554 | -1 333 | 14582 |
| Profit for the period | 0 | 0 | 0 | 1788 | 1788 |
| 31.12.2005 | 15104 | 257 | 554 | 455 | 16370 |

## NOTES TO THE FINANCIAL STATEMENTS

## Note 1 Background information

AS Kalev is an Estonian company whose shares have been listed in the secondary list of the Tallinn Stock Exchange. Kalev Group pursues the manufacturing and sale of various foodstuffs, and real estate development.

## Note 2 Accounting principles and basis of estimations

## A. Basis of preparation

The consolidated interim financial statements of Kalev Group have been prepared in accordance with the International Financial Reporting Standards (IFRS), which include the International Accounting Standards approved by the International Accounting Standards Board (IASB) and their interpretations, as well as the International Accounting Standards approved by the International Accounting Standards Committee (IASC) and the interpretations of the Interpretation Committee, established for the financial period that commenced on 1 July 2004.

The Estonian kroon is the underlying currency of the consolidated financial statements. For comparison purposes and pursuant to the requirements of the Tallinn Stock Exchange Rules, the financial indicators of this report have also been denominated in euros, translated from the original indicators denominated in Estonian kroons. No currency exchange rate differences occur upon re-calculation of the financial indicators since the exchange rate between the Estonian kroon and the euro has been fixed ( 1 EUR $=15.6466$ EEK).

## B. Changes in accounting principles and comparative data

The financial statements are prepared based on the principle of consistency and comparability. This means that the same accounting principles and presentation formats are used by the Group on an on-going basis in preparation of financial statements. Changes will be introduced to the accounting principles only if so conditioned by the new or amended IFRS, or if the new accounting principles and/or presentation formats give a more objective overview of the financial position and economic results of the Group and the parent company, as well as their cash flows.

The accounting principles used upon the preparation of these financial statements differ from those used last year, which arise from the "stable platform" IAS 27 (accounting for equity participation) standards and the implementation of which is mandatory for the Group during reporting periods commencing on 1 January 2005 or later.

The financial indicators of the subsidiary Kalev Merchant Services Ltd have not been consolidated in this interim report, since the balance sheet volume of the subsidiary only makes up less than $0.5 \%$ of the parent company's
turnover. The comparative data have not been adjusted, since the financial indicators of the subsidiary have no significant influence on those of the Group.

## C. Consolidation principles

The consolidation group (for the purposes of these statements, also the Group) consists of the parent company and the subsidiary - i.e. a company where the parent company holds over $50 \%$ of voting shares or the activities or financial policies of which can be controlled by the parent through other means.

Subsidiaries are consolidated from the day of their acquisition until the day they are sold, or until control over the particular subsidiary is waived. The subsidiaries' financial statements which are used as basis for consolidation have been prepared on the same period with those of the parent company, and by using the same accounting principles.

All intra-group receivables and payables, as well as the unrealised profit and loss arising from transactions between the Group companies (except in case of loss arising from decrease in net asset value) have been eliminated from the consolidated financial statements.

Minority interest - the share of the subsidiary's profit, loss and net assets which do not belong to the Group, are recorded under a separate entry in the consolidated income statement and balance sheet.

## Note 3 Segment information

## $\underline{\text { Main format - business segments }}$

In accounting for segments, the confectionery, baked goods and dairy products as well as real estate activities are clearly distinguishable as segments.
in thousands of kroons

|  | Confectionery products |  | Baked goods |  | Dairy products |  | Real estate |  | TOTAL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 2006 \\ \text { 2nd q } \end{array}$ | $\begin{array}{r} 2005 \\ \text { 2nd q } \end{array}$ | $\begin{array}{r} 2006 \\ \text { 2nd q } \end{array}$ | $\begin{array}{r} 2005 \\ \text { 2nd q } \end{array}$ | $\begin{array}{r} 2006 \\ \text { 2nd q } \end{array}$ | $\begin{array}{r} 2005 \\ \text { 2nd q } \end{array}$ | $\begin{array}{r} 2006 \\ \text { 2nd q } \end{array}$ | $\begin{array}{r} 2005 \\ \text { 2nd q } \end{array}$ | $\begin{array}{r} 2006 \\ \text { 2nd q } \end{array}$ | $\begin{array}{r} 2005 \\ \text { 2nd q } \end{array}$ |
| Extra-group customers: |  |  |  |  |  |  |  |  |  |  |
| - revenue | 109539 | 106228 | 27496 | 18968 | 118046 | 99679 | 56538 | 40276 | 311619 | 265151 |
| - other income | 971 | 2831 | 37 | 17 | 415 | 168 | 11504 | 130 | 12927 | 3146 |
| Total segment revenue | 110510 | 109059 | 27533 | 18985 | 118461 | 99847 | 68042 | 40406 | 324546 | 268297 |
| Segment gross profit | 26382 | 20405 | 4288 | 1899 | -11 762 | -4233 | 21383 | 10618 | 40291 | 28689 |
| Joint expenses |  |  |  |  |  |  |  |  | -10 624 | -16773 |
| Operating profit/loss |  |  |  |  |  |  |  |  | 29668 | 11916 |
|  |  |  |  |  |  |  |  |  |  |  |
| Financial income and expenses |  |  |  |  |  |  |  |  | -2324 | -4 291 |
| Minority interest | 0 | 0 | 8 | -511 | 0 | 0 | 0 | 0 | 8 | -511 |
| Net profit/loss for the financial year |  |  |  |  |  |  |  |  | 27352 | 7114 |
|  |  |  |  |  |  |  |  |  |  |  |


| in thousands of kroons |
| :--- |

in thousands of euros

|  | Confectionery products |  | Baked goods |  | Dairy products |  | Real estate |  | TOTAL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 2006 \\ \text { 2nd q } \end{gathered}$ | $\begin{array}{r} 2005 \\ \text { 2nd q } \\ \hline \end{array}$ | $\begin{array}{r} 2006 \\ \text { 2nd q } \\ \hline \end{array}$ | $\begin{gathered} 2005 \\ \text { 2nd q } \\ \hline \end{gathered}$ | $\begin{gathered} 2006 \\ \text { 2nd q } \\ \hline \end{gathered}$ | $\begin{array}{r} 2005 \\ \text { 2nd q } \end{array}$ | $\begin{array}{r} 2006 \\ \text { 2nd q } \\ \hline \end{array}$ | $\begin{gathered} 2005 \\ \text { 2nd q } \\ \hline \end{gathered}$ | $\begin{gathered} 2006 \\ \text { 2nd q } \end{gathered}$ | $\begin{array}{r} 2005 \\ \text { 2nd q } \\ \hline \end{array}$ |
| Extra-group customers: |  |  |  |  |  |  |  |  |  |  |
| -revenue | 7001 | 6789 | 1757 | 1212 | 7545 | 6371 | 3613 | 2574 | 19916 | 16946 |
| - other income | 62 | 181 | 2 | 1 | 26 | 11 | 735 | 8 | 825 | 201 |
| Total segment revenue | 7063 | 6970 | 1759 | 1213 | 7571 | 6382 | 4348 | 2582 | 20741 | 17147 |
| Segment gross profit | 1686 | 1304 | 274 | 121 | -751 | -270 | 1367 | 679 | 2576 | 1834 |
| Joint expenses |  |  |  |  |  |  |  |  | -680 | -1072 |
| Operating profit/loss |  |  |  |  |  |  |  |  | 1896 | 762 |
|  |  |  |  |  |  |  |  |  |  |  |
| Financial income and expenses |  |  |  |  |  |  |  |  | -148 | -274 |
| Minority interest | 0 | 0 | 0 | -33 | 0 | 0 | 0 | 0 | 0 | -33 |
| Net profit/loss for the financial year |  |  |  |  |  |  |  |  | 1748 | 455 |

in thousands of euros

|  | Confectionery products |  | Baked goods |  | Dairy products |  | Real estate |  | TOTAL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 2006 \\ \text { 1st } \\ \text { h-y } \\ \hline \end{gathered}$ | $\begin{gathered} 2005 \\ 1 \text { st } \\ \mathrm{h}-\mathrm{y} \end{gathered}$ | $\begin{gathered} 2006 \\ \text { 1st } \\ \text { h-y } \\ \hline \end{gathered}$ | $\begin{gathered} 2005 \\ 1 \text { st } \\ \text { h-y } \end{gathered}$ | $\begin{gathered} 2006 \\ \text { 1st } \\ \text { h-y } \\ \hline \end{gathered}$ | $\begin{gathered} 2005 \\ 1 \text { st } \\ \text { h-y } \\ \hline \end{gathered}$ | $\begin{gathered} 2006 \\ 1 \text { st } \\ \text { h-y } \\ \hline \end{gathered}$ | $\begin{gathered} 2005 \\ 1 \text { st } \\ \text { h-y } \\ \hline \end{gathered}$ | $\begin{gathered} 2006 \\ 1 s t \\ \text { h-y } \\ \hline \end{gathered}$ | $\begin{gathered} 2005 \\ \text { 1st } \\ \text { h-y } \\ \hline \end{gathered}$ |
| Extra-group customers: |  |  |  |  |  |  |  |  |  |  |
| - revenue | 11794 | 11109 | 2960 | 2365 | 15174 | 11445 | 4571 | 3206 | 34499 | 28125 |
| - other income | 75 | 181 | 5 | 2 | 154 | 11 | 861 | 193 | 1096 | 387 |
| Total segment revenue | 11869 | 11290 | 2965 | 2367 | 15329 | 11456 | 5432 | 3399 | 35594 | 28512 |
| Segment gross profit | 13089 | 2384 | 326 | -59 | -1090 | -123 | 3017 | 1053 | 3561 | 3255 |
| Joint expenses |  |  |  |  |  |  |  |  | -1343 | -2255 |
| Operating profit/loss |  |  |  |  |  |  |  |  | 2218 | 1000 |
|  |  |  |  |  |  |  |  |  |  |  |
| Financial income and expenses |  |  |  |  |  |  |  |  | -403 | -489 |
| Minority interest | 0 | 0 | -27 | -53 | 0 | 0 | 0 | 0 | -27 | -53 |
| Net profit/loss for the financial year |  |  |  |  |  |  |  |  | 1788 | 458 |
|  |  |  |  |  |  |  |  |  |  |  |

## Net sales by markets

in thousands of kroons and euros

|  | Consolidated (in EEK) | Consolidated (in EEK) | Consolidated (in EUR) | Consolidated (in EUR) |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { 01.10.05- } \\ 31.12 .2005 \\ \hline \end{array}$ | $\begin{array}{r} \text { 01.10.04- } \\ 31.12 .2004 \\ \hline \end{array}$ | $\begin{array}{r} \text { 01.10.05- } \\ 31.12 .2005 \\ \hline \end{array}$ | $\begin{array}{r} \text { 01.10.04- } \\ 31.12 .2004 \\ \hline \end{array}$ |
| Estonia | 191569 | 179728 | 12243 | 11487 |
| Other Baltic States | 8499 | 5728 | 543 | 366 |
| Scandinavia | 3722 | 20276 | 238 | 1296 |
| Other EU member states | 94514 | 49713 | 6041 | 3177 |
| Other | 13315 | 9706 | 851 | 620 |
| TOTAL | 311619 | 265151 | 19916 | 16946 |


|  | $\begin{gathered} \text { Consolidated } \\ \text { (in EEK) } \\ \hline \end{gathered}$ | Consolidated (in EEK) | $\begin{gathered} \text { Consolidated } \\ \text { (in EUR) } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Consolidated } \\ \text { (in EUR) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 01.07 .05- \\ 31.12 .2005 \end{array}$ | $\begin{array}{r} 01.07 .04- \\ 31.12 .2004 \end{array}$ | $\begin{array}{r} 01.07 .05- \\ 31.12 .2005 \end{array}$ | $\begin{array}{r} 01.07 .04- \\ 31.12 .2004 \end{array}$ |
| Estonia | 308503 | 275178 | 19718 | 17587 |
| Other Baltic States | 13712 | 10318 | 876 | 660 |
| Scandinavia | 8702 | 29012 | 556 | 1854 |
| Other EU member states | 193038 | 114335 | 12337 | 7307 |
| Other | 15833 | 11216 | 1012 | 717 |
| TOTAL | 539788 | 440059 | 34499 | 28125 |

## Note 4 Personnel expenses

The Group laid off a total of 35 employees between 1 July 2005 and 31 December 2005, with redundancy compensations amounting to a total of 353 thousand kroons ( 23 thousand euros). In the comparative period, 32 employees were laid off, with redundancy compensations totalling 710 thousand kroons ( 45 thousand euros).

## Note 5 Earnings per share

in thousands of kroons and euros

|  | Consolidated <br> (in EEK) | Consolidated <br> (in EEK) | Consolidated <br> (in EUR) | Consolidated <br> (in EUR) |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{3 1 . 1 2 . 2 0 0 5}$ | $\mathbf{3 1 . 1 2 . 2 0 0 4}$ | $\mathbf{3 1 . 1 2 . 2 0 0 5}$ | $\mathbf{3 1 . 1 2 . 2 0 0 4}$ |
| Net profit $/$ loss |  |  |  |  |
| Weighted average number of shares in <br> the period | 27975 | 7166 | 1788 | 458 |
| (thousands of units) |  |  |  |  |
| Earnings per share (EPS) | 23633 | 23633 | 23633 | 23633 |

As the Group has no contingently issuable common shares, diluted EPS equals to basic EPS.

## Note 6 Investment property

in thousands of kroons

## Consolidated

Net book value 30.06.2005
Acquisitions
Prepayments for investments
Change in the fair value
Reclassification from non-current assets

Disposals
Net book value 31.12.2005

| Investments | Prepayments for <br> investments | Total |
| :---: | :---: | :---: |
| $\mathbf{1 6 5 7 6 8}$ | $\mathbf{3 4 8 1 0}$ | $\mathbf{2 0 0 5 7 8}$ |
| 20518 | 1300 | 21818 |
| 29662 | -29662 | 0 |
| 1949 | 0 | 1949 |
| 3038 | 0 | 3038 |
| -41253 | 0 | -41253 |
| $\mathbf{1 7 9 6 8 2}$ | $\mathbf{6 4 4 8}$ | $\mathbf{1 8 6 1 3 0}$ |

in thousands of euros

## Consolidated

Net book value 30.06.2005
Acquisitions
Prepayments for investments
Change in the fair value

| Investments | Prepayments for <br> investments | Total |
| :---: | :---: | :---: |
| $\mathbf{1 0 5 9 4}$ | $\mathbf{2 2 2 5}$ | $\mathbf{1 2 8 1 9}$ |
| $\mathbf{1 3 1 1}$ | 84 | 1395 |
| 1897 | -1897 | 0 |
| 125 | 0 | 125 |
|  |  |  |
| 194 | 0 | 194 |
| -2637 | 0 | -2637 |
| $\mathbf{1 1 4 8 4}$ | $\mathbf{4 1 2}$ | $\mathbf{1 1 8 9 6}$ |

## Note 7 Property, plant and equipment

in thousands of kroons

## Consolidated

| Consolidated | Land | Buildings and facilities | Machinery and equipment | Other noncurrent assets | Construction-in-progress | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition cost 30.06.05 | 11486 | 263196 | 147784 | 18493 | 8216 | 449175 |
| Accumulated depreciation 30.06.2005 | 0 | -18754 | -71 521 | -11 349 | -235 | -101859 |
| Net book value 30.06.2005 | 11486 | 244442 | 76263 | 7144 | 7981 | 347316 |
| Acquisitions | 0 | 6479 | 6734 | 2578 | 2006 | 17797 |
| Disposals | 0 |  | -1281 | -10 |  | -1 291 |
| Reclassification | 0 | 52 | 6232 | 29 | -6910 | -597 |
| Reclassification into investment property (Note 6) | 0 | -3 038 | 0 | 0 | 0 | -3 038 |
| Depreciation | 0 | -3829 | -7258 | -1 258 | 0 | -12345 |


| Net book value 31.12.2005 | $\mathbf{1 1 4 8 6}$ | $\mathbf{2 4 4 1 0 5}$ | $\mathbf{7 9} \mathbf{6 2 6}$ | $\mathbf{8 6 3 3}$ | $\mathbf{3 0 7 7}$ | $\mathbf{3 4 6 9 2 7}$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition cost 31.12.05 | 11486 | 266688 | 156620 | 21090 | 3312 | 459196 |
| Accumulated depreciation <br> 31.12.2005 | 0 | -22583 | -76994 | -12457 | -235 | $\mathbf{- 1 1 2 ~ 2 6 9}$ |

in thousands of euros

| Consolidated | Land | Buildings and facilities | Machinery and equipment | $\begin{gathered} \text { Other } \\ \text { non- } \\ \text { current } \\ \text { assets } \\ \hline \end{gathered}$ | Construction-in-progress | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition cost 30.06.05 | 734 | 16821 | 9445 | 1182 | 525 | 28708 |
| Accumulated depreciation 30.06.2005 | 0 | -1199 | -4 571 | -725 | -15 | -6510 |
| Net book value 30.06.2005 | 734 | 15623 | 4874 | 457 | 510 | 22198 |
| Acquisitions | 0 | 414 | 430 | 165 | 128 | 1137 |
| Disposals | 0 |  | -82 | -1 |  | -83 |
| Reclassification | 0 | 3 | 398 | 2 | -442 | -39 |
| Reclassification into investment property (Note 6) | 0 | -194 | 0 | 0 | 0 | -194 |
| Depreciation | 0 | -245 | -464 | -80 | 0 | -789 |
| Net book value 31.12.2005 | 734 | 15602 | 5089 | 552 | 197 | 22173 |
| Acquisition cost 31.12.05 | 734 | 17045 | 10010 | 1347 | 212 | 29348 |
| Accumulated depreciation 31.12.2005 | 0 | -1 443 | -4 921 | -796 | -15 | -7 175 |

## Note 8 Intangible assets

in thousands of kroons and euros

Acquisition cost 30.06.05
Accumulated depreciation 30.06.2005
Net book value 30.06.2005
Depreciation
Net book value 31.12.2005
Acquisition cost 31.12.05
Accumulated depreciation 31.12.2005

| Consolidated (in EEK) | Consolidated (in EUR) |
| :---: | :---: |
| Other intangible assets | Other intangible assets |
| 359 | 23 |
| -280 | -18 |
| 79 | $\mathbf{5}$ |
| -38 | -2 |
| $\mathbf{4 1}$ | $\mathbf{3}$ |
| 359 | 23 |
| -318 | -20 |

## Note 9 Borrowings

in thousands of kroons and euros

|  | Consolidated (in EEK) |  | Consolidated (in EUR) |  |
| :--- | :---: | :---: | :---: | :---: |
|  | $\mathbf{3 1 . 1 2 . 2 0 0 5}$ | $\mathbf{3 1 . 1 2 . 2 0 0 4}$ | $\mathbf{3 1 . 1 2 . 2 0 0 5}$ | $\mathbf{3 1 . 1 2 . 2 0 0 4}$ |
| Overdraft | 37459 | 43419 | 2394 | 2775 |
| Bonds | 23804 | 0 | 1521 | 0 |
| Bank loans | 24292 | 22142 | 1553 | 1415 |
| Stock financing, factoring | 8567 | 4772 | 548 | 305 |
| Finance lease liabilities | 3459 | 7019 | 221 | 449 |
| Total current liabilities | $\mathbf{9 7 5 8 1}$ | 77352 | $\mathbf{6 2 3 7}$ | $\mathbf{4 9 4 4}$ |
| Long-term bank loans | 84755 | 29085 | 5417 | 1859 |
| Long-term finance lease liabilities | $\mathbf{1 1 0 4 2 0}$ | 107951 | 7057 | 6899 |
| Total non-current liabilities | $\mathbf{1 9 5 1 7 5}$ | $\mathbf{1 3 7 0 3 6}$ | $\mathbf{1 2 4 7 4}$ | $\mathbf{8 7 5 8}$ |

## Note 10 Provisions

At the end of the financial year 2004/2005, the Group subsidiary AS Kalev Paide Tootmine established a provision in the amount of 5,000 thousand kroons ( 320 thousand euros) in order to cover the potential loss arising from the unfavourable market situation for dairy products as well as the raw milk buying-in contracts until December 2005. The provision was recorded under "Other income and expenses", accordingly.

## Note 11 Share capital

in kroons and euros

|  | Consolidated (in EEK) |  | Consolidated (in EUR) |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | 31.12 .2005 | 30.06 .2005 | 31.12 .2005 | 30.06 .2005 |
|  |  |  |  |  |
| Number of common shares (in thousands of units) | 23633 | 23633 | 23633 | 23633 |
| Nominal value | 10 | 10 | 0,64 | 0,64 |

According to the Articles of Association, the company can increase its share capital to 31,510,000 shares.

## Note 12 Related party transactions

Transactions with the companies related to the Management Board of Kalev Ltd
in thousands of kroons and euros

| Consolidated (in EEK) |  | Consolidated (in EUR) |  |
| :---: | :---: | :---: | :---: |
| $01.07 .2005-$ | $01.07 .2004-$ | $01.07 .2005-$ | $01.07 .2004-$ |
| 31.12 .2005 | 31.12 .2004 | 31.12 .2005 | 31.12 .2004 |

Goods and services purchased
Balance at the beginning of the period
Services
Goods
Balance at the end of the period

| 26974 | 1662 | 1724 | 106 |
| :---: | :---: | :---: | :---: |
| 15984 | 267211 | 1022 | 17078 |
| 72455 | 64511 | 4631 | 4123 |
| $\mathbf{4 4 8}$ | $\mathbf{4 6 3 7}$ | $\mathbf{2 9}$ | $\mathbf{2 9 6}$ |

Goods and services sold
Balance at the beginning of the period

| 3168 | 23917 | 202 | 1529 |
| :---: | :---: | :---: | :---: |
| 172 | 709 | 11 | 45 |
| 64230 | 143222 | 4105 | 9154 |
| $\mathbf{2 1 4}$ | $\mathbf{1 3 1 2 4}$ | $\mathbf{1 4}$ | $\mathbf{8 3 9}$ |

Most of the purchase and sales transactions were concluded with Tallina Piimatööstuse AS. AS Kalev has purchased raw milk and sold dairy products.

Services have mostly been outsourced from Tööstuse Teenindamise AS under the Group equipment maintenance contract concluded with the company.

The Group has supported non-profit associations related to the Chairman in the amount of 290 thousand kroons (19 thousand euros) - cf. 1,011 thousand kroons (65 thousand euros) in the comparative period.
According to the management of the company, the prices used for related party transactions do not significantly differ from the market prices.

