Salev

Registry code: 10000952

Interim statements for the period:
01.07.2007-31.12.2007

Financial year:
01.07.2007-30.06.2008

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Unaudited
6-month interim financial statements

- The Group's net sales: 617.7 million kroons; increase in turnover: 35\%
- Increase in the share of export to $40 \%$ of the Group's commodities
- Increase in revenue from dairy products: 34\% and revenue from confectionery products: 19\%
- Expansion of the product portfolio in the media and print industry


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## 1. COMMENTS ON ECONOMIC ACTIVITIES

### 1.1. General information and changes in organisational structure

AS Kalev pursues several fields of activity, including manufacturing and sale of foodstuffs, real-estaterelated activities, as well as media, publishing and printing activities. The company has long-term experience in the chocolate, sugar and flour confectionery product segment as well as the dairy product segment. AS Kalev has also pursued real estate development and management projects for a longer period of time. Last financial year, AS Kalev expanded its activities into media, publishing and printing, and developed these segments aggressively in the reporting period. Foodstuff production is carried out in five production plants located in Põrguvälja (in Rae Municipality), Paide, Viljandi, Jõhvi and Kiviõli. The products are, among other channels, sold through the company's pan-Estonian retail chain, consisting of 15 candy stores and cafeterias.

Kalev Group's parent company is AS Kalev. In addition, the group incorporates twenty subsidiaries. AS Uniprint is considered a subsidiary since, under the shareholders' agreement, the Group has the obligation to purchase the company's shares at the latest in April 2009. A significant change was introduced in the group structure in the first quarter of the financial year 2007/2008. Namely, AS Kalev acquired a share with a nominal value of 40,000 kroons in the private limited company Soltari Invest under the contract concluded on 17 August 2007. The above acquisition does not constitute related party transactions in the meaning of the stock exchange rules. With the transaction, AS Kalev became the sole shareholder of the private limited company which was renamed into AgriStock OÜ. The subsidiary's strategic activities include production, development of the processing, storage and reloading of grain products.

In connection with the disposal of the food production companies and abandonment of the particular field of activity (see Note 12), AgriStock OÜ transferred the set of assets related to the particular field of activity in the second quarter of the financial year.

At the end of 2007, AS Kalev Chocolate Factory launched the transition to product group-based production, starting to manufacture pastry products and flour confectionery products in different production plants. The specialisation served the goal of enhancing logistical and production efficiency in order to ease the strong pressure for cost price increase, and bring the know-how under a single production unit. The first stage of this process will involve changes in biscuit production in the Kiviõli production plant of AS Kalev Jõhvi Tootmine. In the second stage, pastry production will be fully transferred to the Jõhvi plant, partly by exploiting the labour resources made available with the first stage.

At the same time, the group's flour confectionery production will be transferred to the AS Vilma production plant in Viljandi.

On 20 September 2007, AS Kalev signed a contract for purchase and sale of the shares with ALTA CAPITAL PARTNERS S.C.A SICAR on the transfer of $3,857,824$ shares $(100 \%$ of the share capital) of AS Kalev Paide Tootmine, 13,835,334 shares ( $100 \%$ of the share capital) of AS Kalev Chocolate Factory, 991 shares ( $99.1 \%$ of the share capital) of AS Kalev Jõhvi Tootmine, 720,000 shares ( $100 \%$ of the share capital) of AS Vilma and a share ( $81.26 \%$ of the share capital) of OÜ Maiasmokk. The transferred AS Kalev Paide Tootmine also holds a stake in AS Valmetek Invest. AS Kalev will continue its activities under the same business name. Any trademarks in the food industry will be transferred to the buyer within the framework of the transaction. The right to the trademark KALEV will be kept by AS Kalev. With the transaction, AS Kalev will give up two of its main areas of activity - confectionery industry and dairy industry. In the future, AS Kalev will focus on the development of its remaining main activities - real estate development and investment property, media industry and printing industry, and on searching for new investment options. The transaction is not a transaction with related party in the meaning of the requirements established for issuers by the Tallinn Stock Exchange. The Supervisory Board and Management Board of AS Kalev have no other interests regarding the transaction.

AS Kalev has a significant interest in the following companies:

| Name of subsidiary | Location | As of 31.12.2007 | As of 31.12.2006 |
| :--- | :---: | :---: | :---: |
|  |  |  |  |
| AS Kalev Paide Tootmine* | Estonia | $100 \%$ | $100 \%$ |
| AS Valmetek Invest* | Estonia | $65.6 \%$ | $65.6 \%$ |
| AS Kalev Jõhvi Tootmine* | Estonia | $99.1 \%$ | $99.1 \%$ |
| AS Vilma* | Estonia | $100 \%$ | $100 \%$ |
| AS Kalev Real Estate Company (AS Kalev REC) | Estonia | $100 \%$ | $100 \%$ |
| EOOD Stude REC | Bulgaria | $100 \%$ | $100 \%$ |
| OÜ BCA Center | Estonia | $100 \%$ | $100 \%$ |
| OÜ BCA Kinnisvara | Estonia | $100 \%$ | $100 \%$ |
| OÜ Maiasmokk* | Estonia | $86.4 \%$ | $81.3 \%$ |
| AS Kalev Chocolate Factory* | Estonia | $100 \%$ | $100 \%$ |
| AS Kalev Merchant Services Ltd | USA | $100 \%$ | $100 \%$ |
| OÜ Sugarstar | Estonia | $100 \%$ | $100 \%$ |
| AS Inreko Press | Estonia | $100 \%$ | $100 \%$ |
| OÜ Olliwood | Estonia | $100 \%$ | $100 \%$ |
| AS Eksklusiiv | Estonia | $100 \%$ | $100 \%$ |
| AS Kalev Meedia | Estonia | $100 \%$ | $100 \%$ |
| OÜ Eesti Spordikanal | Estonia | $100 \%$ | $100 \%$ |

UNAUDITED INTERIM FINANCIAL STATEMENTS
FOR THE FIRST 6 MONTHS OF THE FINANCIAL YEAR 2007/2008

|  |  |  |  |
| :---: | :---: | :---: | :---: |
| AS Uniprint | Estonia | $40 \%$ | $40 \%$ |
| AS Unipress | Estonia | $40 \%$ | $40 \%$ |
| OÜ AgriStock | Estonia | $100 \%$ | $0 \%$ |

* Discontinued operations


### 1.2. Financial results

Important factors contributing to the results of AS Kalev Group for the first 6 months of the financial year 2007/2008:

1) nearly a $35 \%$ increase in net turnover of goods and services, compared to the comparative period; 2) a $22 \%$ increase in consolidated gross profit, compared to the comparative period (with the gross profit from discontinued operations increasing by $60 \%$ while continued operations still posted a gross loss);

3 ) increase in the share of export in total turnover - export made up nearly $40 \%$ of the total sales of goods; the share of goods and services sold in Estonia has decreased by five percentage points compared to the same period last year, amounting to $60 \%$ of the total turnover;
4) as regards the continued operations, the revenue from media and event marketing has showed significant growth, although these segments still post a loss. Conditioned largely by macroeconomic factors, the high profitability of the group's real estate segment in the last period has shown significant decrease;
5) as regards discontinued operations, the biggest growth can be seen in the sale of dairy products (34\%, compared to the same period last year), with the previous negative result turned to positive. The sale of confectionery products has increased by nearly $10 \%$ during the year, although the segment's profitability has significantly decreased.

The consolidated net sales of AS Kalev for the first 6 months of the financial year 2007/2008 amounted to 617.7 million kroons ( 39.5 million euros), showing a $35 \%$ growth compared to the same period last financial year. The continued operations of AS Kalev showed a much quicker development than that of the group, with revenue increasing by more than 2.1 times. In comparison, the annual growth in discontinued operations was $25 \%$. The biggest contributors to the total group turnover, compared to last period, included a significant decrease in the real estate segment and an increase in the sale of confectionery and dairy products as well as the new areas pursued printing and media. In the first 6 months of the financial year $2007 / 2008$, AS Kalev posted a consolidated net loss of 22.2 million kroons (1.4 million euros); in the comparative period, the company posted a net profit of 10.5 million kroons ( 0.67 million euros).

In the first 6 months of the financial year 2007/2008, AS Kalev Group had an average of 893 employees (incl. 721 employees in the discontinued operations); in the comparative period last financial year, the group had an average of 789 employees (incl. 760 employees in the discontinued operations).

The net sales and net profit of AS Kalev Group companies for the first 6 months of the financial year 2007/2008 have been brought out in the below tables (in thousands of kroons and euros), separately for each company. Comparative data has been brought out on 14 companies. The financial indicators of the subsidiary Kalev Merchant Services Ltd have not been consolidated, since the balance sheet volume of the subsidiary only makes up less than $0.5 \%$ of the parent company's turnover. Data on associated companies has not been included in the tables. The data on AS Kalev Paide Tootmine, AS Kalev Real Estate Company, AS Kalev Meedia and AS Uniprint also include the corresponding financial results of their subsidiaries.

| EEK | Net sales |  | Net profit |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2007/2008 <br> 6 months | $2006 / 2007$ <br> 6 months | 2007/2008 <br> 6 months | $\begin{aligned} & 2006 / 2007 \\ & 6 \text { months } \end{aligned}$ |
| AS Kalev** | 319 | 144392 | -35 803 | -21951 |
| AS Kalev Chocolate Factory | 294933 | 221351 | 22441 | 21291 |
| AS Kalev Paide Tootmine* | 226857 | 164934 | 35279 | -400 |
| AS Kalev REC* | 18520 | 286377 | -11357 | 11279 |
| AS Kalev Jõhvi Tootmine | 22659 | 18285 | -1 442 | -2 450 |
| OÜ Maiasmokk | 4125 | 4156 | 246 | 178 |
| AS Vilma | 16916 | 13107 | 63 | 252 |
| OÜ Sugarstar | 4302 | 1667 | -498 | -372 |
| AS Inreko Press*** | 0 | 869 | -234 | 373 |
| OÜ Olliwood*** | 0 | 0 | -174 | 0 |
| OÜ Eksklusiiv | 1868 | 0 | -499 |  |
| AS Kalev Meedia* | 8260 | 0 | -20 797 | 0 |
| AS Uniprint* | 58581 | 0 | 313 | 0 |
| OÜ Agristock | 25062 | 0 | -9771 | 0 |

* consolidated
** calculated change in turnover, as a result of which production activities previously attributed to AS Kalev have been attributed to AS Kalev Chocolate Factory since 01.07.2006, and sale of goods since 01.09.2006.
*** the activities of subsidiaries involved in the media segment have been attributed to AS Kalev Meedia since 01.06.2007.

| EUR | Net sales |  | Net profit |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & 2006 / 2007 \\ & 6 \text { months } \end{aligned}$ | $\begin{aligned} & 2005 / 2006 \\ & 6 \text { months } \end{aligned}$ | $\begin{aligned} & 2006 / 2007 \\ & 6 \text { months } \end{aligned}$ | 2005/2006 <br> 6 months |
| AS Kalev** | 20 | 9228 | -2 288 | -1403 |
| AS Kalev Chocolate Factory | 18850 | 0 | 1434 | 0 |
| AS Kalev Paide Tootmine* | 14499 | 10541 | 2255 | -26 |
| AS Kalev REC* | 1184 | 18303 | -726 | 721 |
| AS Kalev Jõhvi Tootmine | 1448 | 1169 | -92 | -157 |
| OÜ Maiasmokk | 264 | 266 | 16 | 11 |
| AS Vilma | 1081 | 838 | 4 | 16 |
| OÜ Sugarstar | 275 | 107 | -32 | -24 |
| AS Inreko Press*** | 0 | 56 | -15 | 24 |
| OÜ Olliwood*** | 119 | 0 | -11 | 0 |
| OÜ Eksklusiiv | 528 | 0 | -32 | 0 |
| AS Kalev Meedia* | 528 | 0 | -1 329 | 0 |
| AS Uniprint* | 3744 | 0 | 20 | 0 |
| OÜ Agristock | 0 | 0 | -624 | 0 |

* consolidated
** calculated change in turnover, as a result of which production activities previously attributed to AS Kalev have been attributed to AS Kalev Chocolate Factory since 01.07.2006, and sale of goods since 01.09.2006.
*** the activities of subsidiaries involved in the media segment have been attributed to AS Kalev Meedia since 01.06.2007.

In the first 6 months of the financial year, AS Kalev increased financial gearing in the financing of the group's further development, incl. conducting a bonus issue. The Group's current liabilities showed a bigger increase than that in turnover, conditioning a drop in the liquidity ratio (see table below). In turn, the growth in financial gearing has increased financial expenses. As regards other expense items, the biggest growth ( $28 \%$ compared to last period) can be seen in the group's marketing expenses. The recordbreaking growth in these expenses was foreseen as a natural part of business expansion into a new field of activity. At the same time, the growth in the Group's administrative and general expenses ( $17.5 \%$ ) has been rather modest in the first half of the financial year, compared to other expense items, regardless of the quick growth in personnel expenses, the inflationary economic environment and incurrence of additional information and consulting expenses in connection with business expansion into a new field of activity (media).

The most important financial ratios of AS Kalev Group have been brought out in the below table:

|  | AS Kalev Group |  |
| :--- | :---: | :---: |
|  | $01.07 .2007-$ | $\mathbf{1 . 0 7 . 2 0 0 6}$ |
| Current ratio | $\mathbf{3 1 . 1 2 . 2 0 0 7}$ | $\mathbf{3 1 . 1 2 . 2 0 0 6}$ |
|  | 0.65 | 0.73 |


| Financial gearing | 0.81 | 0.66 |
| :--- | :---: | :---: |
| Asset turnover ratio | 0.44 | 0.70 |
| Net profit margin (\%) | $-3.6 \%$ | $5.6 \%$ |
| Return on assets, ROA (\%) | $-1.6 \%$ | $3.7 \%$ |

* The financial ratios have been calculated based on the following methods:

Current ratio = current assets / current liabilities
Financial gearing = total liabilities / average total assets
Asset turnover ratio $=$ revenue $/$ average total assets
Net profit margin $=$ net profit $/$ revenue * $100 \%$
Return on assets (ROA) = net profit / average total assets * $100 \%$

### 1.3. Product market and sales

In the first 6 months of the financial year 2007/2008 AS Kalev sold a total of 14,870 tons of confectionery and dairy products. Total sales increased by $27.2 \%$ compared to the same period last financial year. $89 \%$ of the total sales of confectionery market were sold in Estonia, and $11 \%$ exported. Dairy products showed the opposite trend, with - $90 \%$ of the goods exported and $10 \%$ sold at the home market.

### 1.3.1. Confectionery products

According to the retail trade survey conducted by AC Nielsen (4 ${ }^{\text {th }}$ quarter of 2007), AS Kalev Group's chocolate and sugar confectionery market share was $37 \%$ as regards turnover, and $43 \%$ as regards sales volume, having increased by 0.6 and 1.3 percentage points during the year, respectively. Kalev's share of the Estonian biscuit market has increased to $11.3 \%$ as regards turnover. This ranks Kalev the second biggest producer in the segment with respect to the market volume.

In the second quarter of $2007 / 2008$, the company's marketing and sales activities focused on the launch of a Christmas collection which consisted of 40 different items, all with a thematic design. As has become tradition, the Christmas portfolio consisted of product series designed for both adults and children, combining a selection of candies, boxed chocolate, chocolate tablets and gingerbread cookies. In addition to the Christmas portfolio, the company launched nine other products in the period. In the chocolate and sugar confectionery product segment, the company added 300 g and 100 g milk chocolates to the Kalev Special chocolate series launched in the previous quarter. In the gift box product group, Kalev launched new Kannel $(350 \mathrm{~g})$ boxed chocolate candies, and renewed the design and package of Šokolaadinööbid (125 g). Pastry and flour products saw four new additions in the Linda strudel series - the ham-lecho strudel $(400 \mathrm{~g})$, cream cheese bun $(600 \mathrm{~g})$, cranberry bun $(600 \mathrm{~g})$ and toffee bun $(600 \mathrm{~g})$. A 300 g plum cake was added to the Linda shortcake selection.

As regards volume, the total sale of AS Kalev's sugar and chocolate confectionery products amounted to 3,570 tons in the period. This constitutes a $7 \%$ increase in the sale of sugar and chocolate confectionery products, compared to the same period last financial year. At the same time, the dynamics of the sale of confectionery products was different for different product groups: a quicker-than-average growth could be seen in the sales of chocolate tablets ( $31 \%$ ) and boxed chocolate candies $(13 \%)$; the sale of candies increased by $7 \%$, compared to the first 6 months of the last financial year. Chocolate tablets showed the biggest sales growth, with a $25 \%$ sales increase, compared to the same period last financial year. Boxed chocolate candy sales increased by $10 \%$ whereas candy sales decreased by $3 \%$. Through its 15 retail stores, AS Kalev sold a total of 10.3 million kroons worth of goods (incl. sugar, chocolate and flour confectionery products and pastry products). Total Christmas sales amounted to 550 tons, with candies contributing $45 \%$, chocolate tablets $29 \%$, gingerbread cookies $18 \%$ and boxed chocolate candy $8 \%$.

The total volume of the Group's flour confectionery products (incl. pastry products, biscuits and flour mixes) amounted to 1,690 tons in the first 6 months of the financial year 2007/2008. The sale of flour confectionery products decreased by nearly $20 \%$ compared to the same period last financial year. Similarly to sugar and chocolate confectionery segments, different sales dynamics can be distinguished among the product groups of the flour confectionery segment: for instance, sales of flour mixes increased by $40 \%$ compared to the first 6 months of the last financial year (growth in volume: $22 \%$ ) and sale of biscuits by $30 \%$ (growth in volume: $20 \%$ ), whereas sale of pastry products decreased by $17 \%$.

As regards turnover, a majority ( $89 \%$ ) of the total sales of confectionery products (i.e. sugar, chocolate and flour confectionery products) was sold at the home market in the first 6 months of the financial year $2007 / 2008$. At the same time, product sales in different foreign markets have increased compared to last year, making up $11 \%$ of the total turnover. Confectionery product export showed an especially quick, $29 \%$ increase compared to the first 6 months of the last financial year, with Latvia contributing $28 \%$, Lithuania $26 \%$, the so-called Travel Trade segment nearly $25 \%$, Russia $12 \%$ and other countries $9 \%$.

### 1.3.2. Dairy products

Different dairy products were produced from the crude milk stocked by AS Kalev Paide Tootmine in the first half of the financial year. Due to the market conditions and economic justification, the main focus of the period lay in the production of condensed skimmed milk and cream, which made up three-quarters of the total output. Skimmed milk powder sales made up nearly $10 \%$ of the total volume. To a lesser extent, skimmed milk powder was used for producing high-temperature pasteurized milk. The company also produced a smaller volume of whole milk powder and other dairy products. As regards volume, production grew by $65 \%$, compared to the same period last year.

Nearly $90 \%$ ( $80 \%$ in the comparative period) of the total output of AS Kalev Paide Tootmine was exported to the European Union (mainly Germany). A little more than $10 \%$ was sold at the home market. Compared to the same period last year, the total sales of dairy products have increased by nearly $56 \%$, amounting to 9,610 tons. The increase in the price of stocked milk has had a significant influence on the results for the first six months of the financial year, as well as on the whole dairy market. According to the Statistical Office, the price of crude milk increased by approximately $20 \%$ compared to the comparative period. Although the raw material prices in Estonia have increased by $20 \%$, the price of dairy products at the global market has dropped, compared to the price level of August/September. For instance, in Germany, the price of milk powder had dropped, by the end of 2007, to the level of the beginning of the year.

AS Kalev Paide Tootmine added fatty powders, skimmed milk and milk concentrate to its list of products in the reporting period. The main focus of product development in AS Kalev Paide Tootmine lies in the creation of additional options for valuation of the raw material. The company has consequently made investments, the amount of which exceeds the respective indicator for the last period. The cream production line has been improved with automatic sample-takers in order to get a good sample of the raw material. The company has also implemented methods of analysis for more accurate measurement of the fat content. For valuation of fat as a powder product, the cream powder production technology was improved: the company added a homogenisator to the production line, and renewed the powder transportation system to bring it into line with the requirements for transporting more glutinous powder.

In 2007, four new concentrate products were launched, including milk and skimmed milk concentrates with different dry matter and fat content. The most important development project was development of the option of valuation of skimmed milk and milk as an alternative for the drying technology in the production of concentrates, as well as the creation of the loading option for the concentrate. Under favourable price conditions, these efforts will allow to cut energy expenses on drying and increase production volumes.

### 1.3.3. Real estate activities

AS Kalev pursues real estate management and development activities through its subsidiary AS Kalev Real Estate Company (hereinafter Kalev REC), and through its subsidiaries and associated companies. The most important current project in the real estate segment is that pursued by OÜ BCA Center. The development project has to do with the reconstruction of five schools in Tallinn within the framework of the Private Partnership for Tallinn Schools Project. The earlier real estate projects of AS Kalev REC have
been further developed - the company has sold all apartments in the 19-apartment building in Marat Street in Tallinn, as well as the 25-apartment building in Hommiku Street in Pärnu.

AS Kalev REC's Bulgarian-based subsidiary EOOD Stude REC continues the construction of the 6,500m² apartment building in Sofia. The building is scheduled to be completed in the summer of 2008. The permit of use is scheduled to be issued by the end of 2008.

### 1.3.4. Media

AS Kalev Meedia publishes the gossip magazine Just, financial magazine Ärielu, sports magazines Sporditäht, Basket and Jalka; fashion and lifestyle magazines Avenüü and Avenüü Professional as well as the children's magazine Muumi. According to the Estonian Media Survey by TNS Emor in the $4^{\text {th }}$ quarter of 2007, Just had 47,000, Sporditäht 18,000, Avenüü 23,000, Muumi 15,000, Ärielu 11,000 and Basket 5,000 readers.

The sports magazine Sporditäht was renewed in the reporting period. With a new concept and a new editor, the magazine is published, from September, as a weekly. To launch the new product, the company organised an extensive advertising campaign. This was also the first bigger public campaign for AS Kalev Meedia. The company has also completed several bigger projects. In October, a new concept was developed for the financial magazine Ärielu. A new web-based news portal www.kalev.ee was completed. Major changes were introduced to the contents and format of the gossip magazine Just at the end of 2007. The preparation for the launch of the new television channel by AS Kalev Meedia's subsidiary OÜ Eesti Spordikanal was also completed. The new sports-orientated news and entertainment channel KalevSport was launched by AS Kalev Meedia's subsidiary OÜ Eesti Spordikanal on November 12. According to the TV Audience Meter Survey conducted by TNS EMOR between November 12 December 31 (target group: Estonian population over the age of 4), the Daily Reach of Kalev Sport was 35,000, the Daily Reach \% was 2.7 and the Daily Share was $0.3 \%$.

To create a synergy between the different pursuits - print media, Internet, telemedia, and ensure the consequent increase in content quality, cost efficiency and competitiveness, the different editorials were brought to AS Kalev Meedia's new premises at Tornimäe 5, Tallinn.

### 1.3.5. Printing

In the printing segment, the most important change in the reporting period was that in the distribution of market risks. With the aim of reducing customer credit risk in Russia and enhance profitability of the customer portfolio, AS Uniprint's subsidiary AS Unipress reduced the number of customers in Russia, as
well as the volume of goods delivered on hire-purchase terms. This change had been planned in advance and will not condition a decrease in the business volumes of AS Unipress. As a result of the reorganisation, deliveries to Russia have been replaced with sales to other customers.

Medium-size investments have been made in the printing industry in order to enhance production efficiency and offer full services to customers by simultaneously reducing the share of outsourced services.

AS Unipress has successfully implemented the automatic packaging device Stacker CS70, which allows more efficient use of labour (the investment amounted to approximately 4 million kroons). AS Uniprint invested 3.4 million kroons in the new UV-gloss machine Steinmann Colibri Junior. The machine was put into operation in February, and allows Uniprint and Unipress to save time on the preparation of UV-gloss after-treated publications. With the new machine, the entire publication production process and quality is fully controlled by the company.

### 1.4. Future activities

As regards the continued operations of AS Kalev, the company still pursues real estate activities AS Kalev REC and its direct subsidiaries. The quick growth in the real estate sector in Estonia has allowed AS Kalev Group to actively pursue real estate development and management. So far, the main attention has focused around residential and commercial space development. In the future, the company plans to develop its activities also in the public real estate sector, including partnership projects. AS Kalev is set to change its strategy in accordance with the dynamics of the sector, and the occurrences on the real estate market.

Major changes are revolving around AS Kalev's new fields of activity media and printing services. The company is planning to further develop the group's magazines, enhance reader numbers and increase advertising revenue. The company will also develop the web-based news portal www.kalev.ee and the television channel KalevSport. A photo studio is being set up in order to enhance the speed and quality of photo material production in the Group. In addition, the company is weighing the option of expanding into the media market.

In the printing segment, the company aims to take better advantages of the options provided by print houses specialised in quality publications in its advertising pursuits and production of various publications.

As regards the discontinued operations of AS Kalev, AS Kalev Chocolate Factory bases its pursuits on the goal of being the market leader in the sugar and chocolate confectionery segment. Profitability will be increased through optimising the assortment and enhancing production efficiency. In product development, the goal is to extend the terms of expiry as well as produce healthy products and create new flavours. The chocolate confectionery segment focuses on the development of chocolate tablets, chocolate candies and boxed chocolates, while the sugar confectionery segment focuses on chewing candies and toffee. The share of pastry products will increase in the flour confectionery segment, with continual focus to be paid to the biscuit and flour mix segment.

The dairy segment too is a part of the operations which are to be discontinued by AS Kalev. The dairy product segment is affected by global developments as well as positioning of the product portfolio in the segment. The milk processing segment is characterised simultaneously by the increase in global demand for agricultural products, abandonment of the EU support schemes and formulation of the supply conditions for domestic raw material.

## 2. INTERIM FINANCIAL STATEMENTS

## MANAGEMENT REPRESENTATION TO THE FINANCIAL STATEMENTS

The Management Board of AS Kalev takes responsibility for the correctness of the preparation of the interim financial statements of the first 6 months of the financial year 2007/2008 of AS Kalev set out on pages 14-41, 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.

Põrguvälja, 20 February 2008


Oliver Kruuda
General Manager

## INCOME STATEMENT

in thousands of kroons

## Note

$3 \begin{array}{ll}\text { Revenue } \\ \text { Cost of sales of goods and services }\end{array}$

| Consolidated |  |  | Consolidated |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2008 | 2008 | 2008 | 2007 | 2007 | 2007 |
| $2^{\text {nd }}$ quarter continued operations | $2^{\text {nd }}$ quarter discontinued operations | $2^{\text {nd }}$ quarter <br> Total | $2^{\text {nd }}$ quarter continued operations | $2^{\text {nd }}$ quarter discontinued operations | $2^{\text {nd }}$ quarter <br> Total |

Gross profit
Marketing expenses
Administrative and general expenses

| -8582 | 59039 | 50457 | 20960 | 53420 | 74380 |
| ---: | ---: | ---: | ---: | ---: | ---: |


| Operating profit | -33869 | 16409 | -17460 | 10141 | 21453 | 31594 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other financial income and expenses | -10 090 | -5376 | -15466 | -5 257 | -2 196 | -7453 |
| Profit before income tax | -43959 | 11033 | -32926 | 4884 | 19257 | 24141 |
| Income tax | -143 | 0 | -143 | 0 | 0 | 0 |
| Profit before minority interest | -44102 | 11033 | -33 069 | 4884 | 19257 | 24141 |
| Minority interest | 0 | 8 | 8 | 0 | 13 | 13 |
| Net profit for the financial year | -44 102 | 11041 | -33061 | 4884 | 19270 | 24154 |

Net earnings per share held by the owners of the parent company
(basic and diluted; in kroons and euros) $\qquad$
in thousands of euros

## Note

3 Revenue
Cost of sales of goods and services

Gross profit

Marketing expenses
Administrative and general expenses
Other income and expenses

Operating profit

Other financial income and expenses

Profit before income tax
Income tax
Profit before minority interest
Minority interest

Net profit for the financial year
Net earnings per share held by the owners of the parent company
(basic and diluted; in kroons and euros)

| Consolidated |  |  |  | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2008 | 2008 | 2008 | 2007 | 2007 | 2007 |
|  |  | $2^{\text {nd }}$ | $2^{\text {nd }}$ |  | $2^{\text {nd }}$ |
| quarter continued operations | $2^{\text {nd }}$ quarter | quarter | quarter | $2^{\text {nd }}$ quarter | quarter |
|  | operations | Total | operations | operations | Total |
| 3441 | 16105 | 19546 | 3017 | 14034 | 17050 |
| -3990 | -12331 | -16 321 | -1677 | -10619 | -12 297 |
| -548 | 3773 | 3225 | 1340 | 3414 | 4754 |
| -499 | -1805 | -2 304 | -371 | -1503 | -1874 |
| -1 104 | -896 | -2 000 | -1 438 | -552 | -1989 |
| -13 | -23 | -36 | 1117 | 12 | 1129 |
| -2 165 | 1049 | -1 116 | 648 | 1371 | 2019 |
| -645 | -344 | -988 | -336 | -140 | -476 |
| -2809 | 705 | -2 104 | 312 | 1231 | 1543 |
| -9 | 0 | -9 | 0 | 0 | 0 |
| -2 819 | 705 | -2 113 | 312 | 1231 | 1543 |
| 0 | 1 | 1 | 0 | 1 | 1 |
| -2 819 | 706 | -2 113 | 312 | 1232 | 1544 |

$\qquad$
in thousands of kroons

## Note

3 Revenue
Cost of sales of goods and services

Gross profit

Marketing expenses
Administrative and general expenses
Other income and expenses

Operating profit

Other financial income and expenses

## Profit before income tax

Income tax
Profit before minority interest
Minority interest

Net profit for the financial year
Net earnings per share held by the owners of the parent company
(basic and diluted; in kroons and euros)

| Consolidated |  |  |  | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} 2008 \\ 1^{\text {st }} \text { half- } \\ \text { year } \end{gathered}$ continued operations | 2008 <br> 1st half-year discontinued operations | $\begin{gathered} 2008 \\ 1^{\text {st }} \text { half- } \\ \text { year } \\ \text { Total } \end{gathered}$ | $\begin{gathered} 2007 \\ 1^{\text {st }} \text { half- } \\ \text { year } \end{gathered}$ <br> continued operations | 2007 <br> 1 $^{\text {st }}$ half-year discontinued operations | $\begin{gathered} 2007 \\ \mathbf{1}^{\text {st }} \text { half- } \\ \text { year } \\ \text { Total } \end{gathered}$ |
| 106640 | 511018 | 617658 | 48924 | 408833 | 457757 |
| -112 747 | -372 733 | -485 480 | -26 877 | -322 569 | -349 446 |
| -6107 | 138285 | 132178 | 22047 | 86264 | 108311 |
| -17851 | -50 831 | -68 682 | -7447 | -46 043 | -53 490 |
| -35007 | -21987 | -56994 | -29 922 | -18565 | -48487 |
| -622 | -29 | -651 | 17119 | 469 | 17588 |
| -59587 | 65438 | 5851 | 1797 | 22125 | 23922 |
| -17891 | -9 908 | -27 799 | -10 723 | -2 724 | -13 447 |
| -77 478 | 55530 | -21948 | -8926 | 19401 | 10475 |
| -282 | 0 | -282 | 0 | 0 | 0 |
| -77 760 | 55530 | -22 230 | -8926 | 19401 | 10475 |
| 0 | 13 | 13 | 0 | 22 | 22 |
| -77 760 | 55543 | -22 217 | -8926 | 19423 | 10497 |

$-0.94$
in thousands of euros
Note

3 Revenue
Cost of sales of goods and services

Gross profit

Marketing expenses
Administrative and general expenses
Other income and expenses
Operating profit
Other financial income and expenses

Profit before income tax
Income tax
Profit before minority interest
Minority interest

Net profit for the financial year
Net earnings per share
held by the owners of the parent company
(basic and diluted; in kroons and euros) $\qquad$
-0,06 0,03

## BALANCE SHEET

## Note ASSETS

Current assets

|  | Cash |
| :--- | :--- |
|  | Receivables |
|  | Prepayments |
|  | Inventories |
|  | Total current assets |
|  | Non-current assets |
|  | Long-term investments and receivables |
| 6 | Investment property |
| 7 | Property, plant and equipment |
| 8 | Intangible assets |
|  | Total non-current assets |
|  | TOTAL ASSETS |
|  | LIABILITIES AND OWNER'S EQUITY |

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

Non-current liabilities
9 Borrowings
Total non-current liabilities
TOTAL LIABILITIES
Owners' equity
Share capital
Mandatory reserve
Revaluation reserve
Retained earnings
Total owner's equity
Minority interest
TOTAL LIABILITIES,
MINORITY INTEREST
AND OWNER'S EQUITY
difference between investments in equity

| 303014 | 60512 | $\mathbf{3 6 3 5 2 6}$ | $\mathbf{3 4 8} 317$ |
| ---: | ---: | ---: | ---: |
| 14561 | 41 | $\mathbf{1 4 6 0 2}$ | $\mathbf{1 4 6 1}$ |
| 182284 | 174979 | $\mathbf{3 5 7 2 6 3}$ | $\mathbf{2 8 4 4 3 9}$ |
| $\mathbf{4 9 9} \mathbf{8 5 9}$ | $\mathbf{2 3 5 5 3 2}$ | $\mathbf{7 3 5 3 9 1}$ | $\mathbf{6 3 4 2 1 8}$ |


| Consolidated EEK |  |  |  |
| :---: | :---: | :---: | :---: |
| 31.12.2007 <br> continued operations | 31.12.2007 <br> discontinued operations | 31.12.2007 <br> Total | 30.06.2007 |
| 7997 | 5119 | 13116 | 17337 |
| 52428 | 95506 | 147934 | 148050 |
| 3432 | 630 | 4062 | 2653 |
| 246019 | 69607 | 315626 | 218617 |
| 309876 | 170862 | 480738 | 386657 |
| 3779 | 0 | 3779 | 3733 |
| 237679 | 0 | 237679 | 214601 |
| 173174 | 526083 | 699257 | 644876 |
| 67882 | 0 | 67882 | 62635 |
| 482514 | 526083 | 1008597 | 925846 |
| 792390 | 696945 | 1489335 | 1312503 |


| 193913 | 208838 | 402751 | $\mathbf{3 0 4} 837$ |
| ---: | ---: | ---: | ---: |
| 193913 | 208838 | 402751 | 304837 |
| 693772 | $\mathbf{4 4 4 3 7 0}$ | $\mathbf{1 1 3 8 1 4 2}$ | $\mathbf{9 3 9 0 5 4}$ |


| 236325 |  | 236325 | 236325 |
| :---: | :---: | :---: | :---: |
| 5543 |  | 5543 | 4020 |
| 111108 |  | 111108 | 111108 |
| -1824 |  | -1824 | 21941 |
| 351152 |  | 351152 | 373395 |
| 0 | 41 | 41 | 54 |
| 1044924 | 444411 | 1489335 | 1312503 |
| -252 534 | 252534 | 0 | 0 |



| Consolidated EUR |  |  |  |
| :---: | :---: | :---: | :---: |
| 31.12.2007 | 31.12.2007 <br> discontinued <br> continued <br> operations | 31.12.2007 | 30.06.2007 |
| operations | Total |  |  |

## Note ASSETS

Current assets
Cash
Receivables
Prepayments
Inventories
Total current assets

| 511 | 327 | 838 | 1108 |
| ---: | ---: | ---: | ---: |
| 3351 | 6104 | 9455 | 9462 |
| 219 | 40 | 260 | 170 |
| 15723 | 4449 | 20172 | 13972 |
| $\mathbf{1 9 8 0 5}$ | $\mathbf{1 0 9 2 0}$ | $\mathbf{3 0 7 2 5}$ | $\mathbf{2 4 7 1 2}$ |


|  | Non-current assets |
| :--- | :--- |
|  | Long-term investments and receivables |
| 6 | Investment property |
| 7 | Property, plant and equipment |
| 8 | Intangible assets |
|  | Total non-current assets |
|  | TOTAL ASSETS |


| 242 | 0 | 242 | 239 |
| ---: | ---: | ---: | ---: |
| 15190 | 0 | 15190 | 13716 |
| 11068 | 33623 | 44691 | 41215 |
| 4338 | 0 | 4338 | 4003 |
| $\mathbf{3 0 8 3 8}$ | $\mathbf{3 3 6 2 3}$ | $\mathbf{6 4 4 6 1}$ | $\mathbf{5 9 1 7 2}$ |
| $\mathbf{5 0 6 4 3}$ | $\mathbf{4 4 5 4 3}$ | $\mathbf{9 5 1 8 6}$ | $\mathbf{8 3 8 8 4}$ |

LIABILITIES AND OWNER'S EQUITY
Liabilities
Current liabilities
9
Borrowings
Prepayments received from customers
Accounts payable and other payables
Total current liabilities

| 19366 | 3867 | 23234 | 22262 |
| ---: | ---: | ---: | ---: |
| 931 | 3 | 933 | 93 |
| 11650 | 11183 | 22833 | 18179 |
| $\mathbf{3 1 9 4 7}$ | $\mathbf{1 5 0 5 3}$ | $\mathbf{4 7 0 0 0}$ | $\mathbf{4 0 5 3 4}$ |

Non-current liabilities
9
Borrowings
Total non-current liabilities
TOTAL LIABILITIES

Owners' equity
Share capital
Mandatory reserve
Revaluation reserve
Retained earnings
Total owner's equity
Minority interest
TOTAL LIABILITIES,
MINORITY INTEREST
AND OWNER'S EQUITY
difference between investments in equity

| 12393 | 13347 | 25740 | 19483 |
| ---: | :--- | ---: | :--- |
| $\mathbf{1 2 3 9 3}$ | $\mathbf{1 3 3 4 7}$ | $\mathbf{2 5 7 4 0}$ | $\mathbf{1 9 4 8 3}$ |
| $\mathbf{4 4 3 4 0}$ | $\mathbf{2 8 4 0 0}$ | $\mathbf{7 2 7 4 1}$ | $\mathbf{6 0 0 1 7}$ |


| 15104 | 0 | 15104 | 15104 |
| ---: | ---: | ---: | ---: |
| 354 | 0 | 354 | 257 |
| 7101 | 0 | 7101 | 7101 |
| -117 | 0 | -117 | 1402 |
| $\mathbf{2 2 4 4 3}$ | $\mathbf{0}$ | $\mathbf{2 2 4 4 3}$ | $\mathbf{2 3} \mathbf{8 6 4}$ |
| 0 | 3 | 3 | 3 |


| $\mathbf{6 6 7 8 3}$ | $\mathbf{2 8 ~ 4 0 3}$ | $\mathbf{9 5 1 8 6}$ | $\mathbf{8 3 8 8 4}$ |
| ---: | ---: | ---: | ---: |
| 16140 | -16140 | 0 | 0 |

## CASH FLOW STATEMENT

in thousands of kroons and euros

| Consolidated EEK |  | Consolidated EUR |  |
| :---: | :---: | :---: | :---: |
| 2008 | 2007 | 2008 | 2007 |
| $1^{\text {st }}$ half-year | $1^{\text {st }}$ half-year | $1^{\text {st }}$ half-year | $1^{\text {st }}$ half-year |

## Operating activities

| Operating profit - continued operations | -59587 | 1797 | -3808 | 115 |
| :--- | ---: | ---: | ---: | ---: |
| Operating profit - discontinued operations | 65438 | 22125 | 4182 | 1414 |
| Adjustment of operating profit | 15467 | -10325 | 989 | -660 |
| Change in assets related to operating activities | -100756 | -3185 | -6439 | -204 |
| Change in liabilities related to operating activities | 87789 | -67678 | 5611 | -4325 |
| Total cash flow from operating activities | $\mathbf{8 3 5 1}$ | $\mathbf{- 5 7 2 6 6}$ | $\mathbf{5 3 4}$ | $\mathbf{- 3 6 6 0}$ |
|  |  |  |  |  |
| Investing activities |  |  |  |  |
| Investments into subsidiaries | -10250 | -12377 | -655 | -791 |
| Proceeds from disposals of non-current assets | 1581 | 7522 | 101 | 481 |
| Acquisition of non-current assets | -89802 | -47787 | -5739 | -3054 |
| Loans granted | -15500 | -16282 | -991 | -1041 |
| Repayment of loans granted | 33099 | 0 | 2115 | 0 |
| Interest received | 3435 | 1407 | 220 | 90 |
| Total cash flow from investing activities | -77437 | -67517 | $\mathbf{- 4 9 4 9}$ | $\mathbf{- 4 ~ 3 1 5 ~}$ |

## Financing activities

| Loan and bond repayments | -65 233 | -129 768 | -4169 | -8 294 |
| :---: | :---: | :---: | :---: | :---: |
| Loans received, bonds issued | 184590 | 387593 | 11797 | 24772 |
| Repayment of finance lease principal | -12701 | -87179 | -812 | -5 572 |
| Change in overdraft | -16 961 | -26137 | -1 084 | -1 670 |
| Interest paid | -24 830 | -11778 | -1 587 | -753 |
| Total cash flow from financing activities | 64865 | 132731 | 4146 | 8483 |
| Total cash flow | -4 221 | 7948 | -270 | 508 |
| Cash and cash equivalents at the beginning of the period | 17337 | 10080 | 1108 | 644 |
| Change in cash and cash equivalents | -4 221 | 7948 | -270 | 508 |
| Cash and cash equivalents at the end of the period | 13116 | 18028 | 838 | 1152 |

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

UNAUDITED INTERIM FINANCIAL STATEMENTS
FOR THE FIRST 6 MONTHS OF THE FINANCIAL YEAR 2007/2008

STATEMENT OF CHANGES IN EQUITY
in thousands of kroons

| Consolidated | Share capital | Mandatory reserve | Revaluation reserve | Retained earnings | Total owner's equity |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 30.06.2006 | 236325 | 4020 | 116315 | -13 225 | 343435 |
| Profit for the period | 0 | 0 | 0 | 10497 | 10497 |
| 31.12.2006 | 236325 | 4020 | 116315 | -2 728 | 353932 |
| 30.06.2007 | 236325 | 4020 | 111108 | 21942 | 373395 |
| Retained earnings | 0 | 1523 | 0 | -1523 | 0 |
| Profit for the period | 0 | 0 | 0 | -22 243 | -22 243 |
| 31.12.2007 | 236325 | 5543 | 111108 | -1824 | 351152 |

in thousands of euros

| Consolidated | Share capital | Mandatory reserve | Revaluation reserve | Retained earnings | Total owner's equity |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 30.06.2006 | 15104 | 257 | 7434 | -845 | 21949 |
| Profit for the period | 0 | 0 | 0 | 671 | 671 |
| 31.12.2006 | 15104 | 257 | 7434 | -174 | 22620 |
| 30.06.2007 | 15104 | 257 | 7101 | 1402 | 23864 |
| Retained earnings | 0 | 97 | 0 | -97 | 0 |
| Profit for the period |  |  |  |  |  |
| Profit for the period | 0 | 0 | 0 | -1 422 | -1422 |


|  | 15104 | 354 | 7101 | -117 |
| :--- | :--- | :--- | :--- | :--- |

## 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's main fields of activity include manufacturing of various foodstuffs as well as pursuit of real estate, publishing and printing activities.

## 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), as passed by the European Union, 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 periods commencing 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 on re-calculation of the financial indicators since the exchange rate between the Estonian kroon and the euro has been fixed ( 1 euro $=15.6466$ kroons).

## 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 policies 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 and presentation formats 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 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.

Information on discontinued operations has been separately brought out in the financial statements in accordance with IFRS 5. A discontinued operation is a major line of business or geographical area of operations which has ceased to operate, and has either been disposed of or is classified as held-for-sale. The non-current assets or the disposal group are classified as "held for sale" if its carrying amount will be recovered principally through a sale transaction rather than through continuing use. This condition is considered as fulfilled only if it is very likely that the assets will be disposed within the next 12 months and the assets (disposal group) can be disposed in their present form.

## C. Basis of consolidation

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.

Associated company is an entity where the parent has an interest of less than $50 \%$, and whose voting shares are not controlled by the parent. Associated companies are not consolidated line by line, and their profit is calculated by using the equity method.

## Note 3 Segment information



* discontinued operations

Consolidated
in thousands of kroons
Flour

| Joint expenses |  |  |  |  |  |  | -19159 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating profit |  |  |  |  |  |  | 31594 |
| Financial income and expenses |  |  |  |  |  | -7453 |  |
| Profit before income tax |  |  |  |  |  | 24141 |  |
| Income tax | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit before minority interest |  |  |  |  |  |  |  |


| Minority interest <br> Net profit for the financial <br> year | 0 | 13 | 0 | 0 | 0 | 13 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |

* discontinued operations

| Consolidated | Confectioneryc products | Flour nfectionery products | Dairy products | Real estate | Media | Print industry | Event marketing | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| in thousands of euros | $2^{\text {nd }} \mathbf{q}$ | $2^{\text {nd }} \mathbf{q}$ | $2^{\text {nd }} \mathbf{q}$ | $2^{\text {nd }} \mathbf{q}$ | $2^{\text {nd }} \mathbf{q}$ | $2^{\text {nd }} \mathbf{q}$ | $2^{\text {nd }} \mathbf{q}$ | $2^{\text {nd }} \mathbf{q}$ |
|  | 2008 | 2008 | 2008 | 2008 | 2008 | 2008 | 2008 | 2008 |
| Extra-group customers: |  |  |  |  |  |  |  |  |
| - revenue | 8975 | 2065 | 5064 | 2002 | 360 | 909 | 170 | 19546 |
| - other income | -27 | 3 | 26 | 0 | 2 | 5 | 0 | 7 |
| Total revenue from segment | 8948 | 2068 | 5090 | 2002 | 361 | 914 | 170 | 19553 |
| Profit from segment | 809 | 644 | -200 | 128 | -1 111 | 115 | -20 | 364 |


| Joint expenses | -1480 |
| :--- | :---: |
| Operating profit | $\mathbf{- 1 1 1 6}$ |


| Financial income and expenses |  |  |  |  |  |  |  | $\frac{-988}{-2104}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Profit before income tax |  |  |  |  |  |  |  |  |
| Income tax | 0 | 0 | 0 | 0 | 0 | -9 | 0 | -9 |
| Profit before minority interest |  |  |  |  |  |  |  | -2 113 |
| Minority interest | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| Net profit for the financial year |  |  |  |  |  |  |  | -2 113 |

* discontinued operations

| Consolidated | Confectionery products | Flour confectionery products | Dairy products | Real estate | Media | Event marketing | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| in thousands of euros | $2^{\text {nd }} \mathbf{q}$ | $2^{\text {nd }} \mathbf{q}$ | $2^{\text {nd }} \mathbf{q}$ | $2^{\text {nd }} \mathbf{q}$ | $2^{\text {nd }} \mathbf{q}$ | $2^{\text {nd }} \mathbf{q}$ | $2^{\text {nd }} \mathbf{q}$ |
|  | 2007 | 2007 | 2007 | 2007 | 2007 | 2007 | 2007 |
| Extra-group customers: |  |  |  |  |  |  |  |
| - revenue | 7506 | 1739 | 4789 | 2854 | 56 | 107 | 17050 |
| - other income | 6 | 2 | 4 | 1278 | 0 | 0 | 1291 |
| Total revenue from segment | 7512 | 1741 | 4793 | 4133 | 56 | 107 | 18341 |
| Profit from segment | 1642 | 363 | 128 | 1110 | 24 | -24 | 3244 |
| Joint expenses |  |  |  |  |  |  | -1224 |
| Operating profit |  |  |  |  |  |  | 2019 |
| Financial income and expenses |  |  |  |  |  |  | -476 |
| Profit before income tax |  |  |  |  |  |  | 1543 |


|  | 0 | 0 | 0 | 0 | 0 |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | ---: | ---: |
| Income tax |  | 0 | 0 |  | 0 | $\mathbf{1 5 4 3}$ |  |
| Profit before minority interest | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| Minority interest |  |  |  |  | $\mathbf{1 5 4 4}$ |  |  |
| Net profit for the financial year |  |  |  |  |  |  |  |



* discontinued operations

| Consolidated | Confectionery products | Flour confectionery products | Dairy products | Real estate | Media | Event marketing | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| in thousands of kroons | $\begin{gathered} 1^{\text {st }} \text { half-year } \\ 2007 \\ \hline \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half-year } \\ 2007 \\ \hline \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half-year } \\ 2007 \\ \hline \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half-year } \\ 2007 \\ \hline \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half-year } \\ 2007 \\ \hline \end{gathered}$ | $1^{\text {st }}$ halfyear <br> 2007 | $1^{\text {st }}$ halfyear <br> 2007 |
| Extra-group customers: |  |  |  |  |  |  |  |
| - revenue | 197966 | 46072 | 164795 | 46377 | 869 | 1678 | 457757 |
| - other income | 299 | 36 | 143 | 20003 | 0 | 0 | 20481 |
| Total revenue from segment | 198265 | 46108 | 164938 | 66380 | 869 | 1678 | 478238 |
|  |  |  |  |  |  |  |  |
| Profit from segment | 30404 | 9382 | -391 | 18397 | 373 | -372 | 57793 |
| Joint expenses |  |  |  |  |  |  | -33871 |
| Operating profit |  |  |  |  |  |  | 23922 |


| Financial income and expenses |  |  |  |  |  |  | $\frac{-13447}{10475}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Profit before income tax |  |  |  |  |  |  |  |
| Income tax | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit before minority interest |  |  |  |  |  |  |  |
| Minority interest | 0 | 22 | 0 | 0 | 0 | 0 | 22 |
| Net profit for the financial year |  |  |  |  |  |  |  |


| Consolidated | Confectionery products | Flour confectionery products | Dairy products | Real estate | Media | Print industry | Event marketing | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| in thousands of euros | $1^{\text {st }}$ half-year | $1^{\text {st }}$ half-year | $\begin{gathered} 1^{\text {st }} \text { half- } \\ \text { year } \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half- } \\ \text { year } \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half- } \\ \text { year } \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half- } \\ \text { year } \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half- } \\ \text { year } \end{gathered}$ | $\begin{aligned} & 1^{\text {st }} \text { half- } \\ & \text { year } \end{aligned}$ |
|  | 2008 | 2008 | 2008 | 2008 | 2008 | 2008 | 2008 | 2008 |
| Extra-group customers: |  |  |  |  |  |  |  |  |
| - revenue | 14954 | 3611 | 14095 | 2721 | 651 | 3206 | 238 | 39476 |
| - other income | 3 | 0 | 3 | 0 | 0 | 1 | 0 | 7 |
| Total revenue from segment | 14980 | 3615 | 14121 | 2721 | 653 | 3217 | 238 | 39544 |
| Profit from segment | 1269 | 646 | 2338 | 7 | -1388 | 181 | -31 | 3023 |

Joint expenses -2649
Operating profit 374

| Financial income and expenses |  |  | -1777 |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | ---: |
| Profit before income tax | 0 | 0 | 0 | 0 | 0 | -18 | 0 |
| Income tax |  |  |  |  |  |  | -18 |
| Profit before minority interest | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Minority interest |  |  |  |  |  |  | $\mathbf{- 1 4 2 1}$ |
| Net profit for the financial year |  |  |  |  | 1 |  |  |

* discontinued operations

| Consolidated | Confectionery products | Flour confectionery products | Dairy products | Real estate | Media | Event marketing | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| in thousands of euros | $\begin{gathered} 1^{\text {st }} \text { half-year } \\ 2007 \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half-year } \\ 2007 \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half-year } \\ 2007 \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half-year } \\ 2007 \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half-year } \\ 2007 \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half- } \\ \text { year } \\ 2007 \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half- } \\ \text { year } \\ 2007 \end{gathered}$ |
| Extra-group customers: |  |  |  |  |  |  |  |
| - revenue | 12652 | 2945 | 10532 | 2964 | 56 | 107 | 29256 |
| - other income | 19 | 2 | 9 | 1278 | 0 | 0 | 1309 |
| Total revenue from segment | 12671 | 2947 | 10541 | 4242 | 56 | 107 | 30565 |
|  |  |  |  |  |  |  |  |
| Profit from segment | 1943 | 600 | -25 | 1176 | 24 | -24 | 3694 |


| Joint expenses |  |  |  |  |  |  | $\frac{-2165}{1529}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating profit |  |  |  |  |  |  |  |
| Financial income and expenses |  |  |  |  |  |  | -859 |
| Profit before income tax |  |  |  |  |  |  | 669 |
| Income tax | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit before minority interest |  |  |  |  |  |  | 669 |
| Minority interest | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| Net profit for the financial year * discontinued operations |  |  |  |  |  |  | 671 |
|  |  |  |  |  |  |  |  |

## Net sales by markets

in thousands of kroons and euros

| Consolidated EEK |  | Consolidated EUR |  |
| ---: | ---: | ---: | ---: |
| $\mathbf{0 1 . 1 0 . 2 0 0 7 -}$ | $\mathbf{0 1 . 1 0 . 2 0 0 6}$ | $\mathbf{0 1 . 1 0 . 2 0 0 7}$ | $\mathbf{0 1 . 1 0 . 2 0 0 6 -}$ |
| $\mathbf{3 1 . 1 2 . 2 0 0 7}$ | $\mathbf{3 1 . 1 2 . 2 0 0 6}$ | $\mathbf{3 1 . 1 2 . 2 0 0 7}$ | $\mathbf{3 1 . 1 2 . 2 0 0 6}$ |
|  |  |  |  |
| 224924 | 193723 | 14375 | 12381 |
| 11445 | 4539 | 712 | 290 |
| 5945 | 953 | 380 | 61 |
| 53982 | 61313 | 3450 | 3919 |
| 9833 | 6254 | 628 | 400 |
| $\mathbf{3 0 5 8 2 9}$ | $\mathbf{2 6 6 7 8 2}$ | $\mathbf{1 9 5 4 6}$ | $\mathbf{1 7 0 5 0}$ |


| Consolidated EEK |  | Consolidated EUR |  |
| ---: | ---: | ---: | ---: |
| $\mathbf{0 1 . 0 7 . 2 0 0 7 -}$ | $\mathbf{0 1 . 0 7 . 2 0 0 6 -}$ | $\mathbf{0 1 . 0 7 . 2 0 0 7}$ | $\mathbf{0 1 . 0 7 . 2 0 0 6 -}$ |
| $\mathbf{3 1 . 1 2 . 2 0 0 7}$ | $\mathbf{3 1 . 1 2 . 2 0 0 6}$ | $\mathbf{3 1 . 1 2 . 2 0 0 7}$ | $\mathbf{3 1 . 1 2 . 2 0 0 6}$ |
|  |  |  |  |
| 371055 | 298481 | 23715 | 19076 |
| 19842 | 13287 | 1268 | 849 |
| 17717 | 1842 | 1132 | 118 |
| 190294 | 133952 | 12162 | 8561 |
| 18750 | 10195 | 1198 | 652 |
| $\mathbf{6 1 7 6 5 8}$ | $\mathbf{4 5 7 7 5 7}$ | $\mathbf{3 9 4 7 6}$ | $\mathbf{2 9 2 5 6}$ |

## Note 4 Personnel expenses

Total personnel expenses amounted to 82.5 million kroons in AS Kalev in the first 6 months of the financial year 2007/2008 (with the group employing an average of 893 people); incl. 58 million kroons in the discontinued operations (721 people). Personnel expenses for the comparative period last financial
year amounted to 54.3 million kroons, with an average of 789 people being employed in the group companies (incl. 49.7 million kroons in discontinued operations, with 760 people being employed).

No employees were laid off between 1 July 2007 and 30 September 2007. In the comparative period last financial year, 11 employees were laid off (all from discontinued operations), with termination compensation amounting to a total of 383 thousand kroons ( 24 thousand euros).

## Note 5 Consolidated earnings per share

in thousands of kroons and euros

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

|  | Consolidated EEK |  | Consolidated EUR |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31.12.2007 | 31.12.2006 | 31.12.2007 | 31.12.2006 |
| Net profit/loss | -22 217 | 10497 | -1420 | 671 |
| Weighted average number of shares in the period (in thousands of units) | 23633 | 23633 | 23633 | 23633 |
| Earnings per share | -0.94 | 0.44 | -0.06 | 0.03 |

Note 6 Investment property
in thousands of kroons
Consolidated
Net book value 30.06.2007
Acquisitions

| Reclassification from non-current |
| :--- |
| assets |


| Investments | Prepayments for investments | Total |
| :---: | :---: | :---: |
| 213876 | 725 | 214601 |
| 5363 | 17715 | 23078 |
| 219239 | 18440 | 237679 |

in thousands of euros
Consolidated
Net book value 30.06.2007

Acquisitions

| Investments | Prepayments for investments | Total |  |
| ---: | ---: | ---: | ---: |
| $\mathbf{1 3 6 6 9}$ | $\mathbf{4 6}$ |  | $\mathbf{1 3 7 1 6}$ |
| 343 |  |  |  |
|  | 1132 |  | 1475 |
|  |  |  |  |
| $\mathbf{1 4 0 1 2}$ | $\mathbf{1 1 7 9}$ | $\mathbf{1 5 1 9 0}$ |  |

in thousands of kroons
Consolidated

| Investments | Prepayments for investments | Total |
| :--- | :--- | :--- |

Net book value 30.06.2006

| $\mathbf{8 9 9 4 4}$ |  | $\mathbf{8 9 9 4 4}$ |
| ---: | ---: | ---: |
| 16548 | 0 | 16548 |
| 20000 | 0 | 20000 |
| -7064 | 0 | -7064 |
| $\mathbf{1 1 9 4 2 8}$ | $\mathbf{0}$ | $\mathbf{1 1 9 4 2 8}$ |

in thousands of euros

## Consolidated <br> Net book value 30.06.2006

Acquisitions
Change in the fair value

Net book value 31.12.2006

| Investments |  | Prepayments for investments | Total |
| ---: | ---: | ---: | ---: |
| $\mathbf{5 7 4 8}$ | $\mathbf{0}$ |  |  |
|  |  | $\mathbf{5 7 4 8}$ |  |
| 1058 | 0 |  |  |
| 1278 | 0 | 1058 |  |
| -451 | 0 | 1278 |  |
| $\mathbf{7 6 3 3}$ | $\mathbf{0}$ | -451 |  |

## Note 7 Property, plant and equipment

in thousands of kroons

| Consolidated | Land 11 | Buildings and facilities | Machinery and equipment | Other non-current assets | Construction -inprogress | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition cost 30.06.07 | 508 | 350163 | 324572 | 19849 | 81160 | 0787252 |
| Accumulated depreciation |  |  |  |  |  | -142 |
| 30.06.07 | 0 | -10 319 | -123922 | -8135 |  | 376 |
|  | 11 |  |  |  |  |  |
| Net book value 30.06.2007 | 508 | 339844 | 200650 | 11714 | 81160 | 0644876 |
| Acquisitions | 0 | 776 | 27278 | 12945 | 33490 | 074489 |
| Disposals | 0 | 0 | -1 373 | -210 |  | 0 -1583 |
| Depreciation charge | 0 | -4648 | -11397 | -2 480 |  | $0-18525$ |
|  | 11 |  |  |  |  |  |
| Net book value 31.12.2007 | 508 | 335972 | 215158 | 21969 | 114650 | 0699257 |
|  | 11 |  |  |  |  |  |
| Acquisition cost 31.12.07 | 508 | 350939 | 348682 | 30266 | 114650 | 0856045 |
| Accumulated depreciation |  |  |  |  |  | -156 |
| 31.12.07 | 0 | -14 967 | -133 524 | -8 297 |  | 0788 |
| incl. discontinued operations |  |  |  |  |  |  |
| Net book value 31.12.2007 | 7760 | 312322 | 122869 | 7615 | 75517 | 7526083 |
| Acquisition cost 31.12.07 | 7760 | 326230 | 208860 | 12268 | 75517 | 7630635 |
| Accumulated depreciation |  |  |  |  |  | -104 |
| 31.12.07 | 0 | -13908 | -85991 | -4 653 |  | 0552 |

in thousands of euros

## Consolidated

|  | Buildings and | Machinery and <br> equipment | Other <br> non-current | Construction <br> facilities | -in- |
| :--- | :---: | :---: | :---: | :---: | :---: |$\quad$ TOTAL


|  |  |  | assets |  | progress |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition cost 30.06.07 | 735 | 22379 | 20744 | 1269 | 5187 | 50315 |
| Accumulated depreciation |  |  |  |  |  |  |
| 30.06.07 | 0 | -660 | -7920 | -520 | 0 | -9 099 |
| Net book value 30.06.2007 | 735 | 21720 | 12824 | 749 | 5187 | 41215 |
| Acquisitions | 0 | 50 | 1743 | 827 | 2140 | 4761 |
| Disposals | 0 | 0 | -88 | -13 | 0 | -101 |
| Depreciation charge | 0 | -297 | -728 | -159 | 0 | -1 184 |
| Net book value 31.12.2007 | 735 | 21473 | 13751 | 1404 | 7327 | 44691 |
| Acquisition cost 31.12.07 | 735 | 22429 | 22285 | 1934 | 7327 | 54711 |
| Accumulated depreciation |  |  |  |  |  |  |
| 31.12.07 | 0 | -957 | -8534 | -530 | 0 | -10 021 |
| incl. discontinued operations |  |  |  |  |  |  |
| Net book value 31.12.2007 | 496 | 19961 | 7853 | 487 | 4826 | 33623 |
| Acquisition cost 31.12.07 | 496 | 20850 | 13349 | 784 | 4826 | 40305 |
| Accumulated depreciation |  |  |  |  |  |  |
| 31.12.07 | 0 | -889 | -5 496 | -297 | 0 | -6 682 |

in thousands of kroons

|  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Consolidated | Land | Buildings and <br> facilities | Machinery and <br> equipment | Other <br> non-current <br> assets | Construction <br> -in- <br> progress | TOTAL |

in thousands of euros

| Consolidated | Land | Buildings and facilities | Machinery and equipment | Other non-current assets | $\begin{gathered} \text { Construction } \\ \text {-in- } \\ \text { progress } \end{gathered}$ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition cost 30.06.06 | 838 | 22264 | 10646 | 1159 | 5898 | 40805 |
| Accumulated depreciation 30.06.06 | 0 | 0 | -5 257 | -647 | -15 | -5919 |
| Net book value 30.06.05 | 838 | 22264 | 5389 | 512 | 5883 | 34886 |
| Acquisition by way of mergers | 0 | 0 | 0 | 2 | 0 | 2 |
| Acquisitions | 32 | 736 | 694 | 111 | 424 | 1997 |
| Disposals | 0 | 0 | -30 | -1 | -1 | -32 |
| Depreciation charge | 0 | -352 | -200 | -82 | 0 | -635 |
| Net book value 31.12.2006 | 870 | 22648 | 5852 | 541 | 6306 | 36218 |


|  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Acquisition cost 31.12.06 | 870 | 22998 | 10865 | 874 | 6321 | 41929 |
| Accumulated depreciation 31.12.06 | 0 | -350 | -5013 | -333 | -15 | -5711 |

## Note 8 Intangible assets

in thousands of kroons

Acquisition cost 30.06.07
Accumulated amortisation 30.06.07
Net book value 30.06.2007
Acquisition by way of mergers
Acquisitions
Amortisation charge
Net book value 31.12.2007
Acquisition cost 31.12.07
Accumulated amortisation 31.12.07
in thousands of euros

Acquisition cost 30.06.07
Accumulated amortisation 30.06.07
Net book value 30.06.2007
Acquisition by way of mergers
Acquisitions
Amortisation charge
Net book value 31.12.2007
Acquisition cost 31.12.07
Accumulated amortisation 31.12.07
in thousands of kroons

Acquisition cost 30.06.06
Accumulated amortisation 30.06.06
Net book value 30.06.2006
Amortisation charge
Net book value 31.12.2006
Acquisition cost 31.12.06
Accumulated amortisation 31.12.06
in thousands of euros

| Consolidated <br> Other intangible assets | Consolidated <br> Goodwill | Consolidated <br> Total |
| ---: | ---: | ---: | ---: |
| 559 | 62459 | 63018 |
| -383 | 0 | -383 |
| $\mathbf{1 7 6}$ | $\mathbf{6 2 4 5 9}$ | $\mathbf{6 2 6 3 5}$ |
| $\mathbf{0}$ | 4091 | $\mathbf{4 0 9 1}$ |
| 1192 | 0 | $\mathbf{1 1 9 2}$ |
| -36 | 0 | -36 |
| $\mathbf{1 3 3 2}$ | $\mathbf{6 6 5 5 0}$ | $\mathbf{6 7 8 8 2}$ |
| 1751 | 66550 | 68301 |
| -419 | 0 | -419 |


| Consolidated <br> Other intangible assets | Consolidated <br> Goodwill | Consolidated <br> Total |
| ---: | ---: | ---: | ---: |
| 36 | 3992 | 4028 |
| -24 | 0 | -24 |
| $\mathbf{1 1}$ | $\mathbf{3 9 9 2}$ | $\mathbf{4 0 0 3}$ |
| 0 | 261 | $\mathbf{2 6 1}$ |
| 76 | 0 | $\mathbf{7 6}$ |
| -2 | 0 | $\mathbf{- 2}$ |
| 85 | $\mathbf{4 2 5 3}$ | $\mathbf{4 3 3 8}$ |
| 112 | 4253 | 4365 |
| -27 | 0 | -27 |


| Consolidated <br> Other intangible assets | Consolidated <br> Goodwill | Consolidated <br> Total |  |
| ---: | ---: | ---: | ---: |
| 359 |  | 4550 |  |
| -349 | 0 | 4909 |  |
| $\mathbf{1 0}$ | $\mathbf{4 5 5 0}$ | -349 |  |
| 6 | 0 | $\mathbf{4 5 6 0}$ |  |
| $\mathbf{4}$ | $\mathbf{4 5 5 0}$ | 6 |  |
| 359 | 4550 | $\mathbf{4 5 5 4}$ |  |
| -355 | 0 | 4909 |  |


| Consolidated | Consolidated | Consolidated |
| :---: | :---: | :---: |
| Other intangible assets | Goodwill | Total |

UNAUDITED INTERIM FINANCIAL STATEMENTS
FOR THE FIRST 6 MONTHS OF THE FINANCIAL YEAR 2007/2008

|  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Acquisition cost 30.06.06 |  |  |  |
| Accumulated amortisation 30.06 .06 | -22 | 291 | 314 |
| Net book value $\mathbf{3 0 . 0 6 . 2 0 0 6}$ | $\mathbf{1}$ | $\mathbf{0}$ | $\mathbf{- 2 2}$ |
| Amortisation charge | 0 | $\mathbf{2 9 1}$ | $\mathbf{2 9 1}$ |
| Net book value 31.12.2006 | $\mathbf{0}$ | 0 | $\mathbf{2 9 1}$ |
| Acquisition cost 31.12.06 | 23 | $\mathbf{2 9 1}$ | $\mathbf{3 1 4}$ |
| Accumulated amortisation 31.12 .06 | -23 | 291 | $\mathbf{- 2 3}$ |

## Note 9 Borrowings

in thousands of kroons and euros
Overdraft
Bonds
Bank loans
Other short-term loans
Finance lease liabilities
Total current liabilities
Long-term bonds
Long-term bank loans
Long-term finance lease liabilities

| Consolidated EEK |  |  | Consolidated EUR |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 31.12.2007 Total | $\begin{aligned} & \text { 31.12.2007 } \\ & \text { incl. } \\ & \text { discontinued } \end{aligned}$ | 30.06.2007 | 31.12.2007 | $\begin{aligned} & \text { 31.12.2007 } \\ & \text { incl. } \\ & \text { discontinued } \end{aligned}$ | 31.12.2007 |
| 0 | 0 | 16961 | 0 | 0 | 1084 |
| 171967 | 0 | 167558 | 10991 | 0 | 10709 |
| 161165 | 55918 | 139391 | 10300 | 3574 | 8909 |
| 12000 | 0 | 0 | 767 | 0 | 0 |
| 18394 | 4594 | 24407 | 1176 | 294 | 1560 |
| 363526 | 60512 | 348317 | 23234 | 3867 | 22262 |
| 60198 | 0 | 0 | 3847 | 0 | 0 |
| 251605 | 182164 | 230629 | 16080 | 11642 | 14740 |
| 90948 | 26674 | 74208 | 5813 | 1705 | 4743 |
| 402751 | 208838 | 304837 | 25740 | 13347 | 19483 |

### 9.1. Mortgage and loan agreement concluded by OÜ BCA Center

On 6 July 2007, AS Kalev Real Estate Company's subsidiary OÜ BCA Center concluded an agreement which establishes a combined mortgage for the benefit of AS Hansapank on the right of superficies held by the subsidiary. OÜ BCA Center holds the right of superficies over the registered immovables which are owned by the Tallinn City and which are located at Kopli 92, Õismäe tee 132, Kivimurru 9, Raudtee 73 and Pärnu mnt $71 / 73$. The right of superficies was established on the registered immovables within the framework of the Private Partnership for Tallinn Schools Project. The mortgage is established for 400,000,000 kroons.

The above combined mortgage serves as a collateral to AS Hansapank's claims against OÜ BCA Center, arising from the loan agreements concluded between OÜ BCA Center and AS Hansapank. With the loan agreement, the creditor provides OÜ BCA Center with a credit line of $23,227,000$ euros. The loan will be issued in portions under the borrower's corresponding application. The credit line may be used until 31.12.2008. During this term, the borrower must pay a fee for the unused part of the credit line in the annual amount of $0.5 \%$. The term of repayment of the used part of the loan is 30 September 2009.The loan
interest rate has been tied with Euribor $+1.6 \%$. The loan interest period is 1 month, and the borrower must pay interest on a monthly basis in accordance with the corresponding payment schedule.

Under the loan agreement, OÜ BCA Center shall have the right to cancel the unused part of the credit line, or a part of the unused credit, and to prematurely repay the loan or a part of the loan. The purpose of use of the loan is financing of the development period of the school building reconstruction work to be carried out by OÜ BCA Center within the framework of the Private Partnership for Tallinn Schools Project. Upon fulfilment of the reconstruction obligation, and collection of the rent from Tallinn City at the end of 2008, the company plans to refinance the development period loan with a long-term loan.

### 9.2. Loan agreement concluded by AS Kalev Paide Tootmine

On 27 July 2007, AS Kalev Paide Tootmine concluded a loan agreement with AS Hansapank, under which the creditor provided AS Kalev Paide Tootmine with a $2,556,465$-euro credit line for financing of current assets. The loan could be taken into use until 26 August 2007, with the interest and loan principal to be repaid in monthly instalments. The loan interest rate has been tied with Euribor $+2.5 \%$. The borrower will repay 30,000 thousand kroons of the loan in monthly annuity payments in accordance with the payment schedule, and the loan balance as a lump sum on the repayment due date (30 April 2008) in accordance with the loan agreement.

### 9.3. Bond issues

With the bonus issue on 18 September 2007, AS Kalev Real Estate Company issued, by way of a placement, bonds with a term of 2 years. The initial bond issue volume was 2.983 million euros, which was later increased by 958 thousand euros (with the total issue volume thus exceeding 3.9 million euros). The nominal value of the bond is 1,000 euros and the annual coupon rate $12 \%$, with coupon payments made on a quarterly basis. The bonds can be redeemed by the issuer or sold by the investor on each coupon date. AS Kalev guarantees fulfilment of the liabilities arising from the bonds. The bond issue was organised by SEB Eesti Ühispank.

On 20.12.2007, AS Kalev Real Estate Company issued, by way of a placement, bonds in the total volume of 4.5 million kroons. These bonds have a term of 6 months. The nominal value of the bonds is 1,000 euros, and the annual coupon rate is $12 \%$, with coupon payment made on the value date. AS Kalev guarantees fulfilment of the liabilities arising from the bonds. The bond issue was organised by SEB Eesti Ühispank.

## Note 10 Share capital

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

|  | Consolidated EEK |  | Consolidated EUR |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 31.12.2007 |  | $\mathbf{3 0 . 0 6 . 2 0 0 7}$ | 31.12.2007 | $\mathbf{3 0 . 0 6 . 2 0 0 7}$ |
|  | 23633 | 23633 | 23633 | 23633 |  |
| Number of common shares (in thousands of units) | 10 | 10 | 0.64 | 0.64 |  |

### 10.1. Takeover bid for the shareholders of AS Kalev

As a result of the agreements concluded with the investment fund East Capital Baltikumfonden and Vipes Invest OÜ (the agreement on acting in concert in taking over the shares of AS Kalev and implementing a common policy through voting in AS Kalev), AS Rubla, together with other persons acting in concert with AS Rubla (GKG Investeeringute AS, Mailtec OÜ, Linderin Grupp OÜ) acquired a dominant influence over AS Kalev in the meaning of § 167 of the Securities Market Act. Considering that AS Rubla, together with other persons acting in concert with AS Rubla, had acquired a dominant influence over AS Kalev as of 23 September 2007, AS Rubla submitted the mandatory takeover bid for all shares of AS Kalev (with AS Rubla being the transferee and AS Kalev the target issuer). As of that moment, the shares of AS Kalev controlled by AS Rubla, together with other persons acting in concert with AS Rubla (GKG Investeeringute AS, Mailtec OÜ, Linderin Grupp OÜ, East Capital Baltikumfonden, Vipes Invest OÜ), made up nearly $59 \%$ of the share capital of AS Kalev.

Takeover bid price and its payment: the takeover bid price was 29 kroons per share, with transaction orders given to the securities account administrators so as to allow the administrators to register the transaction orders in the ECRS on 3 December 2007 at the latest.

Value date: on 7 December 2007, the sales transactions of those shareholders of AS Kalev who have accepted the offer were settled on the "transaction-against-payment" principle. AS Rubla paid the share price for the sold shares to each shareholder of AS Kalev who has accepted the offer on 7 December 2007 against transfer of the corresponding shares.

### 10.2. Subsidiary's share capital increase and name change

On 22 August 2007, AS Kalev resolved to increase the share capital of the new subsidiary Soltari Invest by 80,000 kroons, raising the subsidiary's share capital to 120,000 kroons. A monetary contribution was made for the share capital increase. In addition, AS Kalev will pay 1,620,000 kroons in share premium.

AS Kalev also decided to rename the private limited company AgriStock OÜ.

### 10.3. Increase in the share capital of OÜ Maiasmokk

In November 2007, the shareholders resolved to increase the share capital of OÜ Maiasmokk by 30,000 kroons. From 16 November 2007, the share capital of OÜ Maiasmokk amounts to 120,000 kroons, with the new share with a nominal value of 30,000 kroons added to the share held by AS Kalev. AS Kalev paid a total of $4,710,000$ kroons for the share, incl. a share premium of $4,680,000$ kroons. With the increase of the share capital, AS Kalev owns $86.42 \%$ of the votes represented by shares.

### 10.4. Increase in the share capital of OÜ BCA Center

On 27 November 2007, AS Kalev Real estate Company (sole shareholder) resolved to increase the share capital of OÜ BCA Center by 20,000 kroons. The new share was added to the share held by AS Kalev Real Estate Company. AS Kalev Real Estate Company paid a total of 4,000,000 kroons for the share with a nominal value of 20,000 kroons (incl. $3,980,000$ kroons of share premium). With the same resolution, the beginning and end of the financial year of OÜ BCA Center was changed to bring it into line with those of the parent company (i.e. July 1-June 30).

Note 11 Transactions with the companies related to the Management Board of AS Kalev in thousands of kroons and euros

| Consolidated EEK |  | Consolidated EUR |  |
| :---: | :---: | :---: | :---: |
| $01.07 .2007-$ | $01.07 .2006-$ | $01.07 .2007-$ | $01.07 .2006-$ |
| 31.12 .2007 | 31.12 .2006 | 31.12 .2007 | 31.12 .2006 |

Goods and services purchased

| Balance at the beginning of the period | 4562 | 7028 | 292 | 449 |
| :--- | ---: | ---: | ---: | ---: |
| Services | 16282 | 11364 | 1041 | 726 |
| Goods | 46062 | 65115 | 2944 | 4162 |
| Balance at the end of the period | $\mathbf{8 9 5 1}$ | $\mathbf{1 0 9 3 5}$ | $\mathbf{5 7 2}$ | $\mathbf{6 9 9}$ |

## Goods and services sold

| Balance at the beginning of the period | 665 | 1820 | 43 | 116 |
| :--- | ---: | ---: | ---: | ---: |
| Services | 4 | 767 | 0 | 49 |
| Goods | 48323 | 66138 | 3088 | 4227 |
| Balance at the end of the period | $\mathbf{1 1 1 1}$ | $\mathbf{2 3 2}$ | $\mathbf{7 1}$ | $\mathbf{1 5}$ |
|  |  |  |  |  |

Most of the related party transactions include purchase and sale transactions with AS Tere (purchase of crude milk and sale of dairy products).

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

The Group has received short-term loans from companies related to the Management Board in the amount of 12,000 thousand kroons ( 767 thousand euros) and an interest rate of $8 \%$, as well as sponsored non-profit associations related to the Management Board in the amount of 200 thousand kroons (13 thousand euros), in the comparative period: 311 thousand kroons ( 20 thousand euros).

According to the management of the company, the prices used for related party transactions do not significantly differ from the market prices.

## Note 12 Off-balance-sheet transactions and events after the balance sheet

### 12.1. Transfer of shares of subsidiaries by AS Kalev

On 20 September 2007, AS Kalev signed a contract for purchase and sale of the shares with ALTA CAPITAL PARTNERS S.C.A SICAR on the transfer of $3,857,824$ shares $(100 \%$ of the share capital) of AS Kalev Paide Tootmine, 13,835,334 shares ( $100 \%$ of the share capital) of AS Kalev Chocolate Factory, 991 shares $(99.1 \%$ of the share capital) of AS Kalev Jõhvi Tootmine, 720,000 shares ( $100 \%$ of the share capital) of AS Vilma and a share ( $86.42 \%$ of the share capital) of OÜ Maiasmokk. The transferred AS Kalev Paide Tootmine also holds a majority stake in AS Valmetek Invest.

AS Kalev will continue its activities under the same business name. Any trademarks in the food industry will be transferred to the buyer within the framework of the transaction. The right to the trademark KALEV will be kept by AS Kalev. With the transaction, AS Kalev will give up two of its main areas of activity - flour and chocolate confectionery industry and dairy industry. In the future, AS Kalev will focus on the development of its remaining main activities - real estate development and investment property, media industry and printing industry, and on searching for new investment options.

The transaction is not a transaction with related party in the meaning of the requirements established for issuers by the Tallinn Stock Exchange. The Supervisory Board and Management Board of AS Kalev have no other interests regarding the transaction.

The shares will be sold for 880,000,000 EEK (eight hundred and eighty million Estonian kroons), less the financial liabilities of the transferred companies and the costs of the transaction (i.e. approximately 350 million kroons). The buyer will pay AS Kalev the purchase/sales price simultaneously with the transfer of the shares by AS Kalev on the transaction date. The preconditions for completing the transaction include,
among other things, a corresponding approval by the Estonian Competition Board and, if necessary, the Latvian Competition Board, as well as approval of the transfer of the shares by the General Meeting of the Shareholders of AS Kalev.

According to the management bodies of AS Kalev, the company will post nearly 300 million kroons of extraordinary profit from the transaction, with nearly 530 million kroons generated in positive cash flow.

### 12.2. AS Kalev Meedia's new publication

With the transaction which took effect on 6 February 2008, AS Kalev Meedia acquired the IT magazine "Praktiline Arvutikasutaja". Ando Urbas will continue as the magazine's chief editor. AS Kalev Meedia considers "Praktiline Arvutikasutaja" to have great potential - the magazine can be marketed to an even wider target group.

### 12.3. Change in the ownership and management of OÜ Maiasmokk

In January 2008, AS Kalev transferred its share in the subsidiary OÜ Maiasmokk to its other subsidiary AS Kalev Chocolate Factory. This conditioned a change in the subsidiary's management. Kati Kusmin, who also serves as member of the Management Board of AS Kalev Chocolate Factory, was appointed the managing director of OÜ Maiasmokk on 4 February 2008. The transfer of the share of OÜ Maiasmokk and appointment of a new managing director has to do with the transfer of the food production companies of AS Kalev.

### 12.4. AS Kalev Real Estate Company's real estate transaction

In January 2008, AS Kalev Real Estate Company concluded a real right contract, acquiring 10 apartment ownerships in the Old Town of Tallinn (for a total price of 77 million kroons). The buyer paid 15.4 million kroons of the purchase price prior to the conclusion of the contract, and the remaining purchase price upon submission of the real right contract to the land registry department. As of the moment of the preparation of this report, the purchase price had been paid in full. Kalev REC established a combined mortgage on the acquired apartment ownerships in the amount of 42 million kroons and 18.6 million kroons for the benefit of AS Hansapank.

