# KLEMENTI



# **ANNUAL REPORT**

Financial year: 1 January 2005 – 31 December 2005 (Translation of the Estonian original)

#### **GENERAL INFORMATION**

**Business name:** 

AS Klementi

Commercial Registry No.:

10175491

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www.klementi.ee

Main activities:

design, manufacturing and sale of apparel

Form of ownership:

public limited company

Chairman of the Management Board: Peeter Larin

Financial Manager:

Marianne Paas

Auditor:

AS PricewaterhouseCoopers

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#### MANAGEMENT REPORT

# General information on the Group

The Klementi Group is an international apparel group engaged in design, manufacturing and marketing of women's apparel as well as provision of sewing subcontracting services.

As of 31.12.2005, the Klementi Group whose parent company is AS Klementi consisted of four wholly owned subsidiaries: Klementi Trading OY, UAB Klementi Vilnius (under liquidation), Klementi Trading AB and SIA Vision. The subsidiaries are engaged in retail and wholesale distribution of apparel in Finland, Sweden, Latvia and Lithuania.

The Klementi Group operates a retail store chain under the PTA brand in Estonia and Latvia, and owns a factory stores in Estonia. The Company markets the brands PTA, Mallimari, Piretta and Mastercoat of the Klementi Group through its own retail chain as well as through wholesalers. The factory stores sell apparel from past seasons' collections.

## Results of operations of AS Klementi in 2005

In 2005, the consolidated net sales AS Klementi amounted to 114.5 million kroons (2004: 128.6 million kroons) and the loss amounted to 3.1 million kroons (2004: 11.9 million kroons). As compared to 2004, the net sales decreased by 10.9% and the loss by 8.8 million kroons.

As compared to the previous year, the composition of sales has not significantly changed. In 2005, the share of apparel sales in total sales amounted to 77.9% (2004: 78.2%). In 2005, the share of subcontracted products decreased by 19.8%. In 2005, the share of exports in total sales decreased by over 6.1%. The decrease in sales was primarily related to the wholesale turnover in the Nordic countries, especially in Sweden and Finland.

As of 31.12.2005, the consolidated balance sheet total of the Klementi Group was 51.9 million kroons (31.12.2004: 105.8 million kroons), decreasing by 53.9 million kroons as compared to the year-end of the previous year. At the end of 2005, AS Klementi sold its registered land and buildings. The cost of the sales transaction was 53 million kroons and Klementi made a profit of 15.1 million kroons from the transaction. AS Klementi continues to operate as a lessee on the same space under a long-term lease agreement.

In conjunction with the instalment of the new economics software MS Axapta in 2005, management of retail prices and inventories was more complicated and it had a major negative effect on the results of operations of the Company.

# Products and markets

From the second half of 2004, the main brand under development has been the PTA brand. Product development activities centred on the PTA brand and a chain of stores redesigned as the PTA retail chain has positively affected retail sale growth.

In addition to Estonia, the women's apparel of AS Klementi was sold also in the Nordic countries, Latvia, Lithuania and Russia. In 2005, the largest sales growth occurred in Latvia where apparel sales increased by 20%. In conjunction with the decrease of wholesale trade, sales decreased in the Scandinavian markets.

#### Retail sales

In 2005, the Group's retail sales amounted to 63.9 million kroons (2004: 60.7 million kroons), increasing by 5.3% as compared to the year before. Retail revenue amounted to 71.7% (2004: 60.4%) of apparel sales. Total retail sales increased by 3.2 million kroons, most of which was related to the improvement of efficiencies on retail spaces. As compared to the previous year, retail sales per square meter increased by almost 21%. In 2005, most of the sales volume was generated in Estonia, whereas Latvia had the largest volume growth of almost 50%.

As of the year-end 2005, the Klementi Group had 11 stores with the sales space of 2646 square meters (31.12.2004: 10 stores with the sales space of 2744 square meters).

#### Wholesale distribution

In 2005, wholesale of apparel decreased by 14.6 million kroons, i.e. 36.7%. This was primarily related to a decrease of apparel sales in the Scandinavian countries. Due to improper positioning of apparel sold under the PTA brand and collections failing to meet expectations in earlier seasons, wholesale of apparel decreased in Sweden and Norway and AS Klementi does not currently sell its apparel in these countries.

From the end of 2005, business cooperation was started with the Finnish retail chain Anttila OY and Klementi has been marketing its products under the PTA brand in Finland since March 2006.

#### **Subcontracting sales**

In 2005, subcontracting sales volume decreased by 19.8% as compared to 2004. However, the volume of the full service of subcontracting increased in the previous financial year, as the customers purchased the full service of making apparel instead of just purchasing the sewing service. As a result, the total profit generated from the provision of subcontracting services increased by 5% as compared to 2004.

In addition to services provided in previous years (sewing service, preparation and placement of products, increase and decrease of patterns, cutting, etc.), in 2005 the Company started to offer the service of designing patterns to its subcontracting customers.

## Manufacturing

In 2005, the production volumes of AS Klementi decreased by 0.6 million standard minutes as compared to 2004. In 2005, the decrease of production volumes was smaller than in 2004. Despite lower production volumes, improvement of sewing efficiencies of 3% ensured the need for making own products and enabled the Company to meet the budgeted volume of orders for the subcontracting sewing services.

#### Personnel

As of 31.12.2005, Klementi employed 414 people (31.12.2004: 448 people). In 2005, the average number of employees decreased by 68 people or 14%. In 2005, the average number of employees was 417 (2004: 485). In 2005, total wages and salaries at the Group amounted to 33.1 million kroons (2004: 34.4 million kroons).

#### Capital expenditures

In 2005, the volume of capital expenditures amounted to 2.2 million kroons (2004: 2.6 million kroons). At the beginning of 2005, the economics software Axapta was installed, whose stage I licenses and developments made for AS Klementi amounted to 1.5 million kroons.

#### Management Board and Supervisory Board

In 2005, remuneration paid to the members of the Management Board amounted to 773 thousand knoons (2004: 720 thousand knoons). In 2004 and 2005, the members of the Supervisory Board did not receive any remuneration. Upon the recall of the member of the Management Board, she/he will receive compensation equalling a six-month salary

At the end of 2005, the number of members of the Management Board increased as a result of which the Management Board consisted of three members. From 7 March 2006, the Management Board consists of two members.

#### **Financial ratios**

# Profit

In 2005, the operating profit amounted to 2.9 million kroons (2004: -6.1 million kroons). The Company's net loss decreased by 8.8 million kroons as compared to 2004.

## Balance sheet and financial ratios

As of 31.12.2005, Klementi consolidated balance sheet total was 51.9 million kroons (2004: 105.8 million kroons). As compared to the beginning of the year, the balance sheet total has decreased by 53.9 million kroons. The drastic decrease of the balance sheet total is mostly related to the decrease of

the cost of property, plant and equipment in conjunction with the sale of registered land and buildings in December 2005.

As of the year-end 2005, inventories amounted to 25.5 million kroons (31.12.2004: 28.3 million kroons), decreasing by 2.8 million kroons during the year. The main decrease of inventories occurred in work-in-progress and materials. Inventories of finished goods decreased by 3.1 million. However, the share of inventories of purchased goods has increased by 3.4 million kroons. The change in the structure of inventories is related to the increase of volumes of purchased goods from the Far East.

As compared to the year-end 2004, trade receivables have decreased by 6.9 million kroons. The decrease of receivables is related to the decrease of wholesale trade in the Scandinavian countries in the second half of 2005. In 2005, receivables deemed as irrecoverable and doubtful were expensed in the amount of 2.8 million kroons (2004: 0.7 million kroons), incl. receivables of subsidiaries from wholesale customers in the amount of 1.6 million kroons.

As of the year-end 2005, trade payables have increased by 3.4 million kroons as compared to the year-end of the previous year. The increase of trade payables is mostly related to large-volume supplies of purchased goods immediately prior to the year-end.

Proceeds received from the sale of registered land and buildings were used to pay off debt. As of the year-end, the volume of borrowings was 15.4 million kroons and it has decreased by 54.0 million kroons as compared to the beginning of the year. The decrease of other short-term payables in the amount of 2.8 million kroons arises mostly from the payment of interest payables on loans received from the owners.

Key financial figures and ratios of the AS Klementi Group in 2005 are the following:

	2005	2004
	-10.9%	-3.7%
	77.9 %	78.2%
[net sales/average inventory balance]	4.3	4.2
[(receivables – customer prepayments) / average daily net sales]	9	28
[(current assets-inventories)/current liabilities]	0.24	0.26
[current assets/current liabilities]	0.95	0.72
[operating profit/net sales)	2.6%	-4.8%
[net profit/net sales]	-2.8%	-9.3%
[net profit/average equity]	-19.3%	-50.4%
[net profit/average cost of assets]	-4%	-10.4%
	[(receivables – customer prepayments) / average daily net sales]  [(current assets-inventories)/current liabilities]  [current assets/current liabilities]  [operating profit/net sales)  [net profit/net sales]  [net profit/average equity]	[receivables – customer prepayments) / average daily net sales]  [current assets-inventories)/current liabilities]  [current assets/current liabilities]  [operating profit/net sales)  [net profit/net sales]  [net profit/average equity]  -10.9%  -

# Plans for 2006

In 2006, the expansion of the chain of PTA stores will continue in Estonia and Latvia and preparations will start to expand the retail chain into Lithuania, the Ukraine and Russia.

The main focus of the retail trade is to improve the efficiencies of retail sales. The following steps will be implemented to achieve this:

- increase the awareness of the PTA brand and activating tactical marketing in stores
- improvement of methods for managing retail inventories
- expansion of products within collections
- introduction of the loyal customer programme in PTA stores.

In 2006, the plan calls for doubling the number of PTA stores in Latvia as well as renovating three stores in Estonia.

The range of products within the PTA collection is planned to be expanded. The main plan calls for the expansion of casual apparel in the apparel collection and increase the range of accessories in the stores.

In 2006, a gradual transition from the basic subcontracting sewing service will continue to be replaced with the full service of apparel manufacturing (so-called *full-price* products), creating additional value for the customer and enabling the Company to use its total resources more efficiently and profitably.

Within the framework of installing the economics software Microsoft Axapta, the production module is planned to be installed in 2006 enabling the Company to improve production planning and measure the actual results more precisely.

In 2006, capital expenditures are budgeted at 2 million kroons.

Peeter Larin

Chairman of the Management Board

# CONSOLIDATED FINANCIAL STATEMENTS GENERAL INFORMATION AND CONFIRMATION BY THE MANAGEMEBT BOARD OF THE CONSOLIDATED FINANCIAL STATEMENTS

AS Klementi is an international apparel group which is engaged in design, manufacturing and marketing of women's apparel as well as provision of sewing subcontracting services. In 2005, the average number of employees at the Group was 417 (2004: 485). The parent company is located and has been registered in Tallinn, Estonia.

The Group consists of the following companies:

	Country of location	Participation on 31.12.2005	Participation on 31.12.2004			
AS Klementi	Estonia					
Klementi Trading OY	Finland	100%	100%			
Klementi Trading AB	Sweden	100%	100%			
UAB Klementi Vilnius (under	Lithuania	100%	100%			
liquidation proceedings)						
SIA Vision	Latvia	100%	100%			

Starting 20 May 1997, the shares of AS Klementi are traded on the open market of Tallinn Stock Exchange.

The Management Board confirms the correctness and completeness of AS Klementi consolidated financial statements as presented on pages 8-46.

The Management Board confirms that to the best of its knowledge:

- 1. the financial statements have been prepared in accordance with International Financial Reporting Standards as adopted by the European Union;
- 2. the financial statements present a true and fair view of the financial position, the results of operations and the cash flows of the Group;
- 3. all known material matters which have become evident by the time of completing the financial statements, have been accounted for and presented in the financial statements;
- 4. AS Klementi is a going concern

Peeter Larin

Chairman of the Management Board

11 May 2006/

Marianne Paas

Member of the Management Board

11 May 2006

# CONSOLIDATED BALANCE SHEET

	31.12.2005	31.12.2004	Notes
ASSETS			
Current assets			
Cash and bank	2 831	3 400	Note 2
Trade receivables	3 052	9 906	Note 3
Other receivables and prepaid expenses	2 589	2 808	Note 4
Prepaid taxes	25	37	Note 5
Inventories	25 496	28 255	Note 6
Total current assets	33 993	44 406	
Non-current assets			
Other receivables	750	955	Note 4
Property, plant and equipment	10 536	52 896	Notes 7, 9
Intangible assets	6 622	7 574	Note 8
Total non-current assets	17 908	61 425	
TOTAL ASSETS	51 901	105 831	
LIABILITIES			
Current liabilities			
Borrowings	15 294	43 183	Notes 10, 11
Trade payables	12 573	9 189	Note 12
Tax liabilities	2 476	1 399	Note 5
Corporate income tax liability	294	0	Note 25
Deferred tax liability	66	0	Note 25
Other short-term payables	5 178	7 970	Note 13
Short-term provisions	12	12	Note 14
Total current liabilities	35 893	61 753	
Non-current liabilities			
Long-term borrowings	134	26 219	Note 10
Other long-term payables	173	25	
Long-term provisions	143	148	Note 14
Total non-current liabilities	450	26 392	
Total liabilities	36 343	88 145	
Equity			
Share capital at nominal value	19 469	18 969	Notes 15, 11
Share premium	40 994	40 294	Notes 15, 11
Revaluation reserve	0	13 876	Notes 15, 7
Statutory reserve	1 046	1 046	Note 15
Retained earnings	-42 762	-44 737	
Currency translation differences	26	139	
Loss for the financial year	-3 215	-11 901	
TOTAL EQUITY	15 558	17 686	
TOTAL LIABILITIES AND EQUITY	51 901	105 831	

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# CONSOLIDATED INCOME STATEMENT

REVENUE	2005	2004	Notes
Net sales	114 524	128 606	Notes 16, 17
Other operating income	17 949	3 588	Notes 18, 19
Total revenue	132 473	132 194	·
Change in inventories of work-in-progress and			
finished goods	-5 849	-5 825	
Goods, raw materials and services	-41 674	-51 327	Note 20
Other operating expenses	-26 629	-27 290	Note 21
Personnel expenses	-44 037	-44 644	Note 22
Depreciation and amortisation	-6 950	-7 610	Notes 7, 8
Miscellaneous expenses	-4 396	-1 622	Note 23
Total operating expenses	-129 535	-138 318	
Operating profit/loss	2 938	-6 124	
Financial income/expenses			
Interest expenses	-5 895	-5 438	Note 24
Foreign exchange gains/losses	175	-339	Note 24
Other financial income/expenses	-73	0	Note 24
Total financial income/expenses	-5 793	-5 777	
Loss before tax	-2 855	-11 901	
Corporate income tax	-360	0	Note 25
Net loss for the period	-3 215	-11 901	
Basic loss per share (in kroons)	-1.66	-6.27	Note 26
Diluted loss per share (in kroons)	-1.66	-6.27	Note 26
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# CONSOLIDATED CASH FLOW STATEMENT

	2005	2004 Notes
Cash flow from operating activities		
Net loss	-3 215	-11 901
Adjustments:		
Depreciation and amortisation	6 950	7 610 Notes 7, 8
Proceeds from sale of non-current assets	-15 256	-1 701 Note 18
Loss from write-off of non-current assets	385	353 Note 7
Change in receivables and prepayments related to		
operating activities	7 212	2 957
Change in inventories	2 759	5 029
Change in liabilities and prepayments related to		
operating activities	8 922	6 144
Interest paid	-6 299	<b>-4</b> 787
Total cash flow from operating activities	1 458	3 704
Cash flow from investing activities		
Purchase of property, plant and equipment and	-2 224	-3 325 Note 7
construction in progress		
Proceeds from sale of property, plant and equipment	53 457	6 035 Note 10
Trademark fees paid	-1 095	-626 Note 10
Receipt of loans granted	323	224
Interest received	38	50
Total cash flow from investing activities	50 499	2 358
Cash flow from financing activities		
Repayments of borrowings	-64 096	-21 920 Note 10
Proceeds from borrowings	28 506	18 700 Note 10
Finance lease principal payments	-3 002	-981 Note 10
Change in overdraft balance	-11 947	-1 016 Note 10
Repayment of other borrowings	-867	-361 Note 10
Repayments of other loans	-1 120	0 Note 10
Total cash flow from financing activities	-52 526	-5 578
Total cash flow	- 569	484
Cash and cash equivalents at beginning of the period	3 400	<b>2 916</b> Note 2
Net decrease/increase in cash and cash equivalents	-569	484
Cash and cash equivalents at end of the period	2 831	<b>3 400</b> Note 2

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# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Notes	Share capital	Share premium	Revaluation reserve	•	Currency translation differences		Total
Balance as of 01.01.2004		18 969	40 294	15 578	1 046	64	-46 439	29 512
Depreciation transfer	Note 7	0	0	-1 702	0	0	1 702	0
Currency translation differences		0	0	0	0	75	0	75
Net loss for 2004		0	0	0	0	0	-11 901	-11 901
Balance as of 31.12.2004		18 969	40 294	13 876	1 046	139	-56 638	17 686
Issued share capital	Note 11	500	700	0	0	0	0	1 200
Disposal of revalued property	Note 7,15	0	0	-13 876	0	0	13 876	0
Currency translation differences		0	0	0	0	-113	0	-113
Net loss for 2005		0	0	0	0	0	-3 215	-3 215
Balance as of 31.12.2005		19 469	40 994	0	1 046	26	-45 977	15 558

More detailed information on share capital is provided in Note 15.

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#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### Note 1 Accounting methods and measurement bases used in preparing the financial statements

#### **Basis of preparation**

The consolidated financial statements of AS Klementi have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union.

All International Financial Reporting Standards issued by the International Accounting Standards Board (IASB) and effective at the time of preparing these consolidated financial statements have been adopted by the EU through the endorsement procedure established by the European Commission, with the exception of the International Accounting Standard IAS 39 "Financial Instruments: Recognition and Measurement". Following recommendations from the Accounting Regulatory Committee, the Commission adopted the Regulations 2086/2004 and 1864/2005 requiring the use of IAS 39, minus certain provisions on portfolio hedging of core deposits, by all listed companies from 1 January 2005.

Since the Company is not affected by the provisions regarding portfolio hedging that are not required by the EU-endorsed version of IAS 39, the accompanying financial statements comply with both IFRS as adopted by the European Union and IFRS issued by the IASB.

The consolidated financial statements have been prepared under the historical cost convention, as modified by the revaluation of land and buildings.

The functional currency of AS Klementi is the Estonian kroon (EEK). The financial statements are presented in thousand of Estonian kroons.

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

#### **Comparability**

The financial statements are prepared in accordance with the comparability and consistency principles, the nature and impact of any changes in accounting methods is explained in the respective notes. When the presentation or classification of items in the financial statements is amended, comparative amounts for the previous period are also reclassified. Furthermore, the Group has revised its revenue and expenses' presentation principles in 2005. Respective reclassifications have also been made into 2004 figures as follows:

	Income Statement in 2004 Annual Report	Re- classifications	Reclassified 2004 Income Statement
Net sales	128 606	0	128 606
Other operating income	4 233	-645	3 588
Total operating income	132 839	-645	132 194
Change in inventories of work-in-progress and finished goods	-5 825	0	-5 825
Goods, raw materials and services	-49 265	-2 062	-51 327
Operating expenses	-28 754	1 464	-27 290
Personnel expenses	-44 644	0	-44 644
Depreciation and amortization	-7 610	0	-7 610
Other operating expenses	-2 564	942	-1 622
Total operating expenses	-138 662	344	-138 318

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Operating loss	-5 823	-301	-6 124
Interest expenses	-5 922	484	-5 438
Net foreign exchange loss	-156	-183	-339
Total financial income/expenses	-6 078	301	-5 777
Net loss for the period	-11 901	0	-11 901

#### Critical accounting estimates and judgments

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates that affect the reported amounts of assets and liabilities in the next financial year. It also requires management to exercise its judgment in the process of applying the Group's accounting policies.

Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

Judgments that have the most significant effect on the amounts recognised in the financial statements and estimates that may cause significant adjustments to the carrying amount of assets and liabilities in the next financial year include: inventories (Note 6), estimations of useful lives of property, plant and equipment and valuation of goodwill (Note 8).

#### Inventory Valuation

Upon valuation of inventories, the management will rely on its best knowledge taking into consideration historical experience, general background information and potential assumptions and conditions of future events. In determining the impairment of inventories, the sales potential as well as the net realisable value of finished goods is considered; upon valuation of raw materials and materials, their potential as a source of finished goods and for generating income is considered; upon valuation of work in progress, their stage of completion that can reliably be measured is considered.

# Valuation of Goodwill

Goodwill is the excess of the cost of the acquisition over the fair value of the acquired net assets, reflecting the part of cost that was paid for the acquisition of such assets than cannot be separately identified and recognised. Goodwill as an intangible asset with an indefinite useful life is not amortised but it is tested for impairment at least once a year. The management has performed an impairment test for goodwill which arose on the acquisition of the subsidiary SIA Vision. Future expected cash flows based on the budgeted retail sales volumes in the Latvian market have been taken into consideration in finding the recoverable amount of the investment. The future expected cash flows have been discounted using the expected rate of return. If the recoverable amount of the investment is lower than its carrying amount, an impairment loss is recorded to write down the investment to its recoverable amount.

#### Determination of the Useful Life of Property, Plant and Equipment

The management has evaluated the economic lives of production equipment and other non-current assets related to production depending on their estimated useful lives. The estimation of economic lives is based on historical experience and takes into consideration production capacity and conditions. The estimation of economic lives of non-current assets used in retail trade is based on the period over which this asset is expected to participate in the generation of revenue as well as the guaranteed duration of lease agreements.

According to the estimates, the useful lives of production equipment are 5 to 10 years depending on the purpose of use. Other equipment has the useful lives of 3 to 20 years depending on the purpose of use

#### Contingent assets and liabilities

In estimating the probability of realisation of contingent assets and liabilities, the management takes into consideration the historical experience, general information on the economic and social environment and the assumptions and conditions of the possible events in the future based on the best knowledge of the situation.

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#### Adoption of new or revised standards and interpretations in 2005

In 2005, the Group adopted all new and revised standards that are effective from or before 1 January 2005. The amended standards, which are applied from 1 January 2005, are following:

- IAS 1 (revised 2003) Presentation of Financial Statements
- IAS 2 (revised 2003) Inventories
- IAS 8 (revised 2003) Accounting Policies, Changes in Accounting Estimates and Errors
- IAS 10 (revised 2003) Events After Balance Sheet Date
- IAS 16 (revised 2003) Property, Plant and Equipment
- IAS 17 (revised 2003) Leases
- IAS 21 (revised 2003) The Effects of Changes in Foreign Exchange Rates
- IAS 24 (revised 2003) Related Party Disclosures
- IAS 27 (revised 2003) Consolidated and Separate Financial Statements
- IAS 28 (revised 2003) Investments in Associates
- IAS 32 (revised 2003) Financial Instruments: Disclosure and Presentation
- IAS 33 (revised 2003) Earnings per Share
- IAS 36 (revised 2004) Impairment of Assets
- IAS 38 (revised 2004) Intangible Assets
- IAS 39 (revised 2003) Financial Instruments: Recognition and Measurement
- IAS 40 (revised 2004) Investment Property

The issued new standards, which will become effective for the period starting 1 January 2005 and are applied respectively, are the following:

- IFRS 2, Share-based Payments
- IFRS 3, Business Combinations
- IFRS 4, Insurance Contracts
- IFRS 5, Non-current Assets Held for Sale and Discontinued Operations
- IFRIC 1, Changes in Existing Decommissioning, Restoration and Similar Liabilities
- IFRIC 2, Members' Shares in Co-operative Entities and Similar Instruments

Applying these amendments and interpretations to standards, which are applicable to the Group, did not cause any significant changes to the accounting principles used previously and did not affect the Group's results.

According to the requirements, the presentation of information has been changed and additional information has been disclosed in the notes.

#### Information of the parent company's separate report

According to the Estonian Accounting Law, the separate principal reports of the parent company are required to be disclosed. The respective disclosure is in Note 34. The principal reports of the parent company are prepared using the same accounting policies as in the preparation of consolidated financial statements. The change of accounting policies applicable to the parent company's separate principal reports is described below.

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Changes in the accounting policies applicable to the parent company

The financial information of the parent company is disclosed in the notes (Note 34). According to the revised IAS 27 Consolidated and Separate Financial Statements, the accounting principle for the measurement of investment in subsidiaries has been amended. The subsidiaries are reported in the separate report at cost; previously the equity method was used. Accordingly, the value of investments into subsidiaries was reduced by 207 thousand kroons and the net profit for 2004 was reduced by 512 thousand kroons, the retained earnings for previous periods was increased by 305 thousand kroons.

#### Foreign currency translation

#### Functional and presentation currency

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). The consolidated financial statements are presented in Estonian kroons, which is the functional and presentation currency of AS Klementi.

#### Transactions and balances

Foreign currency transactions are translated into the functional currency using the Estonian Central Bank's exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement.

#### Group companies

The results and financial position of all the group entities (none of which has the currency of a hyperinflationary economy) whose functional currency differs from the presentation currency are translated into the presentation currency.

Assets and liabilities for each balance sheet presented are translated at the closing rate on that balance sheet date. The respective rates were the following:

	31.12.2005	31.12.2004
1 LVL	22.4726 EEK	22.422 EEK
1 LTL	4.53157 EEK	4.53157 EEK
1 SEK	1.66071 EEK	1.73450 EEK
1 EUR	15.6466 EEK	15.6466 EEK

Income and expenses for each income statement are translated at average exchange rates (unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated on the dates of the transactions).

The respective rates were the following:

	2005	2004
1 LVL	22.47419 EEK	23.52325 EEK
1 LTL	4.53157 EEK	4.53157 EEK
1 SEK	1.68612 EEK	1.71503 EEK
1 EUR	15.6466 EEK	15.6466 EEK

The exchange rates are based on the Estonian Central Bank's official quotations. All resulting exchange differences are recognised in equity line "Currency translation differences".

#### Principles of Consolidation, Accounting for Business Combinations and Subsidiaries

Subsidiaries are all entities over which the Group has the power to govern the financial and operating policies generally accompanying a shareholding of more than one half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Group controls another entity. Subsidiaries are fully

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consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date on which control ceases.

The purchase method of accounting is used to account for the acquisition of subsidiaries by the Group. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values on the acquisition date, irrespective of the extent of any minority interest. The excess of the cost of acquisition over the fair value of the Group's share of identifiable net assets acquired is recorded as goodwill. If the cost of acquisition is less than the fair value of the net assets of the subsidiary acquired, the difference is recognised directly in the income statement

In the consolidated financial statements, the financial statements of the subsidiaries under the control of the parent company are combined on a line-by-line basis. Intercompany transactions, balances and unrealised gains on transactions between group companies are eliminated; unrealised losses are also eliminated unless the cost cannot be recovered.

The consolidated financial statements include the consolidated financial information of AS Klementi and its subsidiaries UAB Klementi Vilniaus, SIA Vision, Klementi Trading OY and Klementi Trading AB. The accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

# Segment reporting

A business segment is a group of assets and operations engaged in providing products or services that are subject to risks and returns that are different from those of other business segments. A geographical segment is engaged in providing products or services within a particular economic environment that are subject to risks and return that are different from those of segments operating in other economic environments.

The Group's primary segment is business segment by business units and secondary segment is a geographical segment based on the location of the sales network of the Company.

With regard to the business segment, the retail segment includes goods and services sold in the retail system. Wholesale, production activities and subcontracting segment include services not mentioned in the retail segment.

The expenses, which are not directly attributable to a specific segment, are recorded as unallocated expenses of the group. Segment assets include all operating assets of the segment excluding assets that are used at the company in general or at the head office. Segment's assets include goodwill directly attributable to the segment and the segment's expenses include the associated amortisation of goodwill in 2004. Segment liabilities include operating liabilities of the segment. The unallocated expenses of the Group are general management costs. Long-term financial investments, loans, interest receivables and liabilities are recorded as unallocated assets and liabilities of the Group.

#### Cash and cash equivalents

Cash and cash equivalents include cash in hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less, excluding bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities on the balance sheet. Cash and cash equivalents are measured at fair value.

#### Financial assets

The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition and revalues this designation on every reporting date. The purchases and sales of financial assets are recognised at the trade date.

Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Loans and receivables are initially recognised at fair value plus transaction costs. Loans and receivables are subsequently carried at amortised cost using the effective interest method. This method is used for calculating interest income on loans and receivables in following periods.

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When it is probable that the Group is unable to collect all amounts due according to the original terms of receivables, an allowance is set up for the impairment of these receivables. The amount of the allowance is the difference between the carrying amount and the recoverable amount. The recoverable amount is the expected future cash flows discounted at the market rate of interest for similar borrowers. Impairment losses are charged to the income statement.

Loans and receivables are included in current assets when they are due within 12 months after the balance sheet date. Such receivables whose due date is later than 12 months after the balance sheet date are reported as non-current assets.

The amount of allowances is disclosed in Note 3.

#### **Inventories**

Purchased goods and raw materials are recorded at acquisition cost consisting of direct and indirect costs related to acquisition of inventories necessary to bring the inventories to their present state and condition.

In addition to the purchase price, purchase cost includes the applicable custom duties, other non refundable taxes and the respective costs on transportation. The discounts and rebates are deducted from the purchase price. Purchased goods and raw materials are stated at the lower of cost and net realisable value.

Finished goods and work-in-progress are recorded at production cost consisting of direct and indirect manufacturing costs. Indirect manufacturing costs include depreciation of fixed assets used in production, wages, equipment maintenance, heating costs and other similar costs. Work-in-progress and finished goods are recorded in the balance sheet at the lower of production cost or net realisable value. Cost is determined using the weighted average method.

Net realisable value is the estimated selling price in the ordinary course of business, less any applicable variable selling expenses.

#### Property, plant and equipment

Property, plant and equipment are non-current assets used in the operating activities of the entity with a useful life of over one year. An item of property, plant and equipment is initially recognised at its acquisition cost which consists of the purchase price (incl. customs duties and other non-refundable taxes) and other expenditures directly related to the acquisition that are necessary for bringing the asset to its operating condition and location. Property, plant and equipment are subsequently stated at cost less any accumulated depreciation and any impairment losses. Assets acquired under finance leases are depreciated similarly to acquired assets. Cost does not include borrowing costs.

Since the year 2002, the fixed asset group "Land and buildings" is recorded based on the revaluation method. Revaluation is carried out by independent real estate experts. A revaluation surplus is recorded in the revaluation reserve, and any impairment decrease (exceeding the earlier valuation surplus) is recorded in the expenses. In the course of revaluation, earlier accumulated depreciation is eliminated and the revalued amount is considered as the revised gross carrying value. Each year, the revaluation reserve is decreased by the difference of the depreciation charge arising from the difference in the cost of land and buildings and the revalued amount; and it is added to retained earnings. The revaluation reserve of non-current assets is part of restricted equity and no distributions can be made from it to the shareholders.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repair and maintenance costs are charged to the income statement during the financial period in which they are incurred.

Depreciation on property, plant and equipment is calculated using the straight-line method to allocate their cost to their residual values over their estimated useful lives. The depreciation rates are allocated to each item separately. The annual depreciation rates are as follows:

**Buildings**:

Production facility

3%

Other buildings

10%

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Sewing equipment	10-15%
Transport vehicles	20%
Other machinery	20%
Other equipment:	
Computers, tools and other equipment	25-30%
Fittings of warehouses	5%

Land is not depreciated.

The reconstruction expenditures of the rented space are depreciated over the lease term.

Depreciation of an asset is started when it is available for use, i.e. when it is in the location and condition necessary for it to be capable of operating in the manner intended by management. Depreciation of an asset ceases at the earlier of the date on which the asset is classified as held for sale (or included in a disposal group that is classified as held for sale) and the date on which the asset is derecognised. Depreciation does not cease when the asset becomes idle or is retired from active use unless the asset is fully depreciated

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date.

The asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals are determined by comparing proceeds with the carrying amount and they are included in the income statement.

#### **Intangible assets**

Intangible assets are stated at historical cost less any amortisation. Cost comprises the purchase price and other directly attributable costs. Intangible assets have finite useful lives. Amortisation on intangible assets is calculated using the straight-line method. The amortisation rates are allocated to each item separately. The annual amortisation rates are as follows:

Computer software	10-20%
Trademarks	10%

#### Goodwill

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of the net assets of the acquired subsidiary, reflecting the part of acquisition cost which was paid for the Group's share of identifiable net assets of the acquired company which cannot be separated and accounted for separately. Goodwill is determined upon the acquisition of a new entity or a business as the difference between the purchase price and the fair value of the acquired net assets (acquired identifiable assets less liabilities and contingent liabilities). Goodwill which arose in the acquisition of a subsidiary is recognised as an intangible asset in the consolidated financial statements.

On the transaction date, goodwill is recognised in the balance sheet at its acquisition cost. Goodwill is subsequently carried at its cost less any impairment losses. Goodwill which arose in a business combination is not amortised. On each balance sheet date (or more frequently when an event or change in circumstances indicates that the fair value of goodwill may have become impaired), an impairment test is performed and if necessary, goodwill is written down to its recoverable value (if it is lower than its carrying amount).

Goodwill which arose in the acquisition of foreign subsidiaries is translated using the foreign exchange rates of the Bank of Estonia prevailing on the balance sheet date.

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Goodwill arising from a business combination for which the agreement date was before 31 March 2004, the amortization of goodwill is discontinued from 1 January 2005 and goodwill is tested for impairment as of every balance sheet date.

#### **Impairment of assets**

Intangible assets with indefinite useful lives (goodwill) are not subject to amortisation but they are tested annually for impairment, by comparing their carrying amount with the recoverable amount.

Assets that are subject to amortisation and depreciation (which exception for land) are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. If such circumstances exist, the recoverable amount is compared with the carrying amount.

An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating unit).

Non-financial assets other than goodwill that suffered an impairment are reviewed for possible reversal of the impairment at each reporting date.

#### Finance and Operating Leases

Leases of property, plant and equipment where the Company has substantially all the risks and rewards of ownership are classified as finance leases. Other leases are classified as operating leases.

#### The Group is the Lessee

Finance leases are capitalised at the lease's commencement at the lower of the fair value of the leased property or the present value of minimum lease payments. Each lease payment is allocated between the liability and finance charges (interest expense) so as to achieve a constant rate on the finance balance outstanding. The corresponding rental obligations, net of finance charges, are included in other long-term payables. The interest element of the finance cost is charged to the income statement over the lease term so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period. Assets leased under finance leases are depreciated over the shorter of the asset's expected useful life or the duration of the lease term (when the transfer of ownership is not sufficiently certain).

Payments made under operating leases (net of any incentives received from the lessor) are charged to the income statement on a straight-line basis over the lease term.

## The Group is the Lessor

Assets leased out under operating leases are recognised similarly to non-current assets. Operating lease payments (net of any incentives granted to the lessee) are recognised as income on a straight-line basis over the lease term.

#### Financial liabilities

All financial liabilities (trade payables, borrowings, accrued expenses, and other short and long-term borrowings) are initially recorded at fair value, net of transaction costs incurred. Subsequently, financial liabilities are stated at amortised cost using the effective interest method.

The amortised cost of short-term liabilities normally equals their nominal value; therefore short-term liabilities are stated in the balance sheet in their redemption value. Long-term receivables are initially recognised at the fair value of the consideration receivable (less transaction costs) and are subsequently measured at amortised cost using the effective interest rate method.

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In case of convertible bonds the shareholders' equity and liability components are recorded separately, unless the shareholders' equity component is immaterial (then the whole amount is recorded as a liability).

A financial liability is classified as short term when it is due within 12 months after the balance sheet date or the Company does not have an unconditional right to defer the payment for longer than 12 months after the balance sheet date. Borrowings with a due date later than 12 months after the balance sheet date but that are refinanced into long-term after the balance sheet date but before the approval of the annual report, are classified as current. Borrowings that the lender has the right to recall due to the violation of terms specified in the contract are also classified as current liabilities.

# **Employee benefits**

Termination benefits – Termination benefits are payable when employment is terminated by the Group before the normal retirement date, or whenever an employee accepts voluntary redundancy in exchange for these benefits. The Group recognizes termination benefits when it is demonstrably committed to either: terminating the employment of current employees according to detailed formal plan without possibility of withdrawal; or providing termination benefits as a result of an other offer made to encourage voluntary redundancy. Benefits falling due more than 12 months after the balance sheet date are discounted to present value.

#### **Provisions and Contingent Liabilities**

Provisions are recognised when: the Group has a present legal or constructive obligation as a result of past events; it is more likely than not that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. The management estimations and judgments regarding the probability and realization time are the basis for the recognition of provisions. Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognised as an interest expense. Provisions are not recognised for future operating losses.

Contingent liability is a possible obligation that arises from past events and whose existence will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the entity; or a present obligation that arises from past events but is not recognised because: it is not probable that an outflow of resources will be required to settle the obligation; or the amount of the obligation cannot be measured with sufficient reliability. Contingent liabilities are disclosed in the notes to the financial statements.

#### **Income Tax**

Income tax of the companies registered in Estonia

According to the Income Tax Act of the Republic of Estonia, the net profit earned by enterprises is not taxed. Thus, there are no temporary differences between the tax bases and carrying values of assets and liabilities and no deferred tax assets and liabilities arise. Instead of taxing the net profit, the distribution of retained earnings is subject to income tax 23/77 of net dividend paid (until 31 December 2005, the tax rate was 24/76 and until 31 December 2004, the tax rate was 26/74). The corporate income tax arising from the payment of dividends is accounted for as an expense in the period in which dividends are declared, regardless of the actual payment date or the period for which the dividends are paid.

Corporate income tax of foreign subsidiaries

In Latvia, Lithuania, Finland and Sweden, the profit before taxes is adjusted for permanent and temporary differences as determined by the respective tax laws. In Latvia and Lithuania, the tax rate was 15% in 2004 and 2005. In Sweden, the tax rate was 28% in 2004 and 2005. In Finland the tax rate was 29% in 2004 and 26% in 2005.

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#### Deferred income tax

Deferred income tax is accounted for in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. However, the deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantially enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred income tax assets are recognised to the extent that it is probable that future taxable profit will be available against which temporary differences can be utilised.

Deferred income tax is provided on temporary differences arising on investments in subsidiaries and associates, except where the timing of the reversal of the temporary difference is controlled by the Group and it is probable that the temporary difference will not reverse in the foreseeable future.

#### Government grants

Grants from the government are recognised at their fair value where there is a reasonable assurance that the grant will be received and the Group will comply with all attached conditions.

Government grants relating to costs are deferred and recognised in the income statement over the period necessary to match them with the costs that they are intended to compensate.

Government grants relating to the purchase of property, plant and equipment are presented in the balance sheet by deducting the grant to arrive at the carrying amount of the asset.

Government grants are disclosed in Note 19.

#### Share capital

Ordinary shares are classified as equity. The Group has not issued any preference shares.

#### Statutory reserve

The statutory reserve in equity is a mandatory reserve, created in accordance with the Estonian Commercial Code and it can only be used for covering losses or conversion to the share capital. Each year, at least 1/20 of net profit should be recognised as statutory reserve until the statutory reserve comprises 1/10 of share capital. The distribution to shareholders from the statutory reserve is not permitted.

#### Revenue recognition

Revenue from the sale of goods is recognised at the fair value of the consideration received or receivable, taking into consideration all discounts and concessions made. Revenue from the sale of goods is recognised when the Group has transferred all significant risks and rewards of ownership of the goods to the buyer, the amount of revenue can be measured reliably, it is probable that the economic benefits associated with the transaction will flow to the entity and the costs incurred or to be incurred in respect of the transaction can be measured reliably. Revenue from the rendering of services is recorded in the accounting period in which the services are rendered. If a service is rendered over a longer period of time, revenue from the rendering of a service is recorded using the stage of completion method.

Interest income is recognised on a time-proportion basis using the effective interest method. When a receivable is impaired, the Group reduces the carrying amount to its recoverable amount, which is the estimated future cash flow discounted at the original effective interest rate of the instrument, and continues unwinding the discount as interest income. Interest income on impaired loans is recognised using the original effective interest rate.

Dividend income is recognised when the right to receive payment is established.

#### Revenue recognition on service contracts

When the outcome of a service contract (contract revenue and costs) can be estimated reliably and it is probable that the economic benefits associated with the transaction will flow to the enterprise, contract revenue from nonrecurring services to be performed over a longer period of time is recognised using

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the stage of completion method. Contract revenue and profits are recognised in the proportion and in the accounting periods in which the contract costs associated with the service contract incurred.

The stage of completion is measured by reference to the relationship that contract costs incurred for work performed to date bear to the estimated total costs for the contract.

When the outcome of a service contract cannot be estimated reliably, contract revenue is recognised to the extent of contract costs incurred when it is probable that these costs will be recoverable. When it is not probable that the costs incurred will be recovered, revenue is not recognised. When it is probable that total contract costs will exceed total contract revenue, the expected loss is recognised as an expense immediately.

When progress billings up to the year-end exceed costs incurred plus recognised profits, the balance is shown as due to customers on service contracts, under other deferred income. Where costs incurred and recognised profits exceed progress billings up to the year-end, the balance is shown as due from customers on service contracts, under other receivables.

# Earnings per share

Basic earnings per share are calculated by dividing the net profit of the year by the weighted average number of ordinary shares issued during the period.

Diluted earning per share are calculated based on profit or loss attributable to the ordinary equity holders of the parent company, and the weighted average number of shares outstanding, adjusted for the effects of all dilutive potential ordinary shares.

#### Standards, interpretations and amendments to published standards that are not yet effective

By the time this financial statements were being prepared, new International Financial Reporting Standards and their interpretations had been issued, which shall become mandatory for consolidated companies as of January 1, 2006 or for statements issued for later periods. Below are the consolidated company's assessments of the possible effect of the new standards and interpretations on the financial statement during the period of their first-time application.

- IAS 1 Change in the presentation of financial statements Presentation of financial statements: Capital disclosures. The IAS 1 amendment will apply to reporting periods which start on January 1, 2007 or later. The Group has decided not to apply the changes before the prescribed time. The standard requires additional disclosures in financial statements.
- IAS 19 Change in Employee Benefits Actuarial profits and losses from pension plans and disclosure requirements. The amendment to standards will apply to reporting periods which start on January 1, 2006 or later. The Group does not have any plans with established benefits, (defined benefit plans) whereby this amendment does not affect the Group's financial statements.
- IAS 21 (Amendment) Net Investment in a Foreign Operation (effective from 1 January 2006). This amendment requires foreign exchange gains and losses on quasi-equity intercompany loans to be reported in consolidated equity even if the loans are not in the functional currency of either the lender or the borrower. Currently, such exchange differences are required to be recognised in consolidated profit or loss. It also extends the definition of 'net investment in a foreign operation' to include loans between sister companies. The management assessed the impact of the amendment and believes that it will not affect the Group's financial statements. At the date of the issuance of these financial statements this amendment has not been yet adopted by the EU.
- IAS 39 Financial instruments: amendments to recognition and measurement (Accounting of cash flow hedging for planned intra-group transactions; Fair value option). IAS 39 Financial instruments: amendments to recognition and measurement, and IFRS 4 Insurance contracts amendment financial guarantee contracts. The amendment to standards will apply to reporting periods which start on or after January 1, 2006. The Group has decided not to apply the changes before the prescribed time. This interpretation does not affect the Group's financial statements.

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- IFRS 6 Exploration for and Evaluation of Mineral Assets. The Group does not have any exploration and evaluation assets, therefore this standard does not affect the Group's financial statements.
- IFRS 7 Financial instruments: Disclosure requirements. IFRS 7 will apply to reporting periods which start on or after January 1, 2007.. The Group has decided not to apply the changes before the prescribed time. This standard requires the disclosure of supplemental information in financial statements.
- IFRIC 4 Determining whether an arrangement contains a lease. IFRIC 4 will apply to reporting periods which start on or after January 1, 2006. The Group has decided not to apply IFRIC 4 before the prescribed time. According to the management, the application of IFRIC 4 at the time the financial statements were prepared would not cause any changes in the recognition of valid agreements.
- IFRIC 5 Rights to interests arising from decommissioning, restoration and environmental rehabilitation funds. The Group does not participate in decommissioning, restoration and environmental rehabilitation funds, therefore the given interpretation does not affect the Group's financial statements.
- IFRIC 6 Liabilities arising from participating in a specific market: waste electrical and electronic equipment. IFRIC 6 will apply to reporting periods, which start on or after December 1, 2005. The Group has very small participation in a specific market, which would assume the treatment of waste electrical or electronic equipment, therefore this interpretation does not affect the Group's financial statements.
- IFRIC 7 Applying the Restatement Approach under IAS 29 Financial Reporting in Hyperinflationary Economies. IFRIC 7 will apply to reporting periods which start on or after March 1, 2006. The Group does not prepare the financial statements currencies of hyperinflationary economies, therefore the given interpretation does not affect the Group's financial statements. At the date of the issuance of these financial statements this interpretation has not been yet adopted by the EU.
- IFRIC 8 Scope of IFRS 2 clarifies that IFRS 2 Share-based Payment applies to arrangements where an entity makes share-based payments for apparently nil or inadequate consideration. IFRIC 8 is effective for annual periods beginning on or after 1 May 2006. Earlier application is encouraged. This interpretation does not affect the Group's financial statements. At the date of the issuance of these financial statements this interpretation has not been yet adopted by the EU.
- IFRIC 9 Reassessment of embedded derivatives. IFRIC 9 concludes that an entity must assess whether an embedded derivative is required to be separated from the host contract and accounted for as a derivative when the entity first becomes a party to the contract. Subsequent reassessment is prohibited unless there is a change in the terms of the contract that significantly modifies the cash flows that otherwise would be required under the contract, in which case reassessment is required. IFRIC 9 is effective for annual periods beginning on or after 1 June 2006. Earlier application is encouraged. This interpretation does not affect the Group's financial statements. At the date of the issuance of these financial statements this interpretation has not been yet adopted by the EU.

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#### Note 2 Cash and bank

	31.12.2005	31.12.2004
Cash on hand	278	157
Bank accounts in kroons	880	102
Bank accounts in foreign currencies	1 536	2 952
Money in transfer	137	189
Total	2 831	3 400

#### Note 3 Trade receivables

	31.12.2005	31.12.2004
Trade receivables	3 095	10 283
Allowance for doubtful receivables	-43	-377
Total	3 052	9 906

	2005	2004
Impairment of doubtful receivables at beginning of the year	-377	0
Impairment of doubtful receivables and receivables deemed as irrecoverable in the accounting period (Note 23)	-2 783	-682
Irrecoverable receivables taken off the balance sheet	3 117	305
Total	-43	-377

The impairment loss of doubtful and irrecoverable receivables is reported in the income statement item "Miscellaneous expenses". Disclosures on pledged assets are provided in Note 29.

Note 4 Other receivables and prepaid expenses

	31.12.2005	31.12.2004
Receivable related to sale of shares*	150	200
Loans to employees	7	7
Loans to other companies**	0	68
Other receivables	129	231
Receivable from customers on service contracts	1 151	1 200
Prepaid expenses***	1 152	1 102
Total	2 589	2 808

<sup>\*</sup> The current portion of the amount collectible from the sale of the wholly-owned subsidiary AS Profline in 2000. The non-current portion of the receivable in the amount of 750 thousand knoons (31.12.2004: 950 thousand knoons) is reported in the balance sheet line "Other receivables". The due date of the receivable is on 05 July 2010, the interest rate is 6.month Euribor+1%.

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<sup>\*\*</sup> The repayment date of the loan granted to the former subsidiary AS Profline was on 05 July 2005, which AS Profline paid off on time. The interest rate on this loan was 6-month Euribor+5%.

<sup>\*\*\*</sup> Other accrued expenses include insurance payments, rental payments, subscription of periodicals, etc.

# **Note 5 Taxes**

	31.12.2005	31.12.2004
Value added tax	25	37
Total prepaid taxes	25	37

	31.12.2005	31.12.2004
Value added tax	608	251
Personal income tax	482	214
Social security tax	892	877
Fringe benefits	17	10
Withholding tax on royalties	411	0
Other taxes	66	47
Total tax liabilities	2 476	1 399

Disclosures on corporate income tax is provided in Note 25.

#### **Note 6 Inventories**

	31.12.2005	31.12.2004
Raw materials and materials	7 604	9 138
Work-in-progress	2 242	3 796
Finished goods	9 280	12 361
Goods held for sale	6 264	2 889
Prepayments to suppliers	106	71
Total inventories	25 496	28 255

In 2005, inventories were written off in the amount of 207 thousand kroons (2004: 167 thousand kroons). In 2005, no inventories were written down; in 2004, inventories were written down in the amount of 258 thousand kroons. Disclosures on pledged assets are provided in Note 29.

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Note 7 Property, plant and equipment

	Land and buildings	Machinery and equipment	Other fixtures	Construction in progress	Total
31.12.2004					
Acquisition cost/valuation	40 500	24 122	13 701	949	79 272
Accumulated depreciation	-2 341	-16 319	-7 716	0	-26 376
Carrying value	38 159	7 803	5 985	949	52 896
Changes occurred in 2005					
Acquired during the period	0	361	1 694	169	2 224
Disposed of during the period	-37 908	-11	-282	0	-38 201
Written off during the period	0	-112	-273	0	-385
Taken into use	949	0	0	-949	0
Depreciation	-1 200	-2 600	-2 198	0	-5 998
31.12.2005					
Acquisition cost/valuation	0	23 789	14 157	169	38 115
Accumulated depreciation	0	-18 348	-9 231	0	-27 579
Carrying value	0	5 441	4 926	169	10 536

	Land and buildings	Machinery and equipment	Other fixtures	Construction in progress	Total
31.12.2003					
Acquisition cost/valuation	44 640	27 128	16 179	0	87 947
Accumulated depreciation	-1 284	-16 360	-9 900	0	-27 544
Carrying value	43 356	10 768	6 279	0	60 403
Changes occurred in 2004					
Acquired during the period	0	139	2 415	949	3 503
Disposed of during the period	-3 952	-108	-284	0	-4 344
Written off during the period	0	-184	-149	0	-333
Depreciation	-1 245	-2 812	-2 276	0	-6 333
31.12.2004					
Acquisition cost/valuation	40 500	24 122	13 701	949	79 272
Accumulated depreciation	-2 341	-16 319	-7 716	0	-26 376
Carrying value	38 159	7 803	5 985	949	52 896

In December 2005, registered land and buildings of AS Klementi were sold: an office building located at Akadeemia tee 33, Tallinn (area:  $1932 \text{ m}^2$ ), a production facility located at Kadaka tee 179, Tallinn (area:  $8937 \text{ m}^2$ ), and a logistics and warehouse building located at Kadaka tee 179A, Tallinn (area:  $2328 \text{ m}^2$ ). Registered land and buildings were sold for the total price of 53 000 thousand kroons. The carrying value of registered land and buildings was 37 908 thousand kroons, a profit of 15 092 thousand kroons was earned in the transaction which is recognised in the income statement line "Other operating income" (Note 18). AS Klementi continues to operate as a lessee on the same space under a long-term lease agreement (Note 9).

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On 31.12.2002, revaluation of registered land and buildings were carried out. Without the revaluation, the line "Land and buildings" would have included buildings and facilities with the carrying value of 24 283 thousand kroons as of 31.12.2004.

Additional disclosures on the revaluation reserve of non-current assets is provided in Note 15.

Disclosures on pledged assets are provided in Note 29.

Disclosures on non-current assets leased under the finance lease terms are presented in Note 9.

As of 31.12.2005, the cost of items of property, plant and equipment still in use but completely amortised at the Group amounted to 8 140 thousand kroons (31.12.2004: 6 427 thousand kroons).

Note 8 Intangible assets

	Software	Trademarks	Goodwill	Unfinished projects	Total
31.12.2004					
Acquisition cost	4 506	5 717	2 185	1 469	13 877
Accumulated amortisation	-4 218	-1 776	-309	0	-6 303
Carrying value	288	3 941	1 876	1 469	7 574
Changes occurred in 2005					
Taken into use	1 469	0	0	-1 469	0
Amortisation charge	-432	-520	0	0	-952
31.12.2005					
Acquisition cost	4 139	5 717	1 876	0	11 732
Accumulated amortisation	-2 814	-2 296	0	0	-5 110
Carrying value	1 325	3 421	1 876	0	6 622

	Software	Trademarks	Goodwill	Unfinished projects	Total
31.12.2003					
Acquisition cost	4 423	5 717	2 185	0	12 325
Accumulated amortisation	-3 671	-1 257	-91	0	-5 019
Carrying value	752	4 460	2 094	0	7 306
Changes occurred in 2004					
Acquired during the period	86	0	0	1 469	1 555
Written down during the period	-9	0	0	0	-9
Amortisation charge	-540	-519	-218	0	-1 277
31.12.2004					
Acquisition cost	4 506	5 717	2 185	1 469	13 877
Accumulated amortisation	-4 218	-1 776	-309	0	-6 303
Carrying value	288	3 941	1 876	1 469	7 574

From 1 January 2005, the financial software Axapta was taken into use. The acquisition cost of software of 1 469 thousand knoons includes the cost of software parts (finance and warehouse, trade and production) launched in stage I as well as software development costs incurred for AS Klementi.

As of 31.12.2005, an impairment test for goodwill was performed. Cash generating unit for goodwill is considered SIA Vision. Calculation of value in use is based on the following assumptions:

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- 1) 2006- 2008 cash flow projections are based on the business plan approved by the Management Board, where the annual average growth rate of 4% for revenue and 5% for expenses;
- 2) cash flow discount rate used is 15%;
- 3) key assumption are based on the past experience.

According to impairment test the recoverable value exceeds substantially carrying value of goodwill, therefore no impairment has been identified.

From the beginning of the current financial year, goodwill which arose in the acquisition of a subsidiary before 31.03.2004 is not subject to amortisation.

As of 31.12.2005, the acquisition cost of non-current assets still is use at the Company but completely amortised was 2 689 thousand kroons (31.12.2004: 2 339 thousand kroons).

Note 9 Finance and operating leases Finance lease – the Group as the lessor

		Land and buildings	Machinery and equipment	Other fixtures	Total
Acquisition cost	31.12.2004	4 449	2 542	56	7 047
Accumulated depreciation	31.12.2004	-521	-1 384	-21	-1 926
Carrying value	31.12.2004	3 928	1 158	35	5 121
Acquisition cost	31.12.2005	0	1 903	0	1 903
Accumulated depreciation	31.12.2005	0	-1 429	0	-1 429
Carrying value	31.12.2005	0	474	0	474

	31.12.2005	31.12.2004
Minimum lease payments:		
With maturity of up to 1 year	433	2 760
With maturity of 1-5 years	135	914
Total	568	3 674
Future interest expense of lease	-27	-131
Total present value of future minimum lease payments (Note		
10)	541	3 543
Present value of future minimum lease payments:		
With maturity of up to 1 year	407	3 058
With maturity of 1-5 years	134	485
Total	541	3 543

#### Operating lease -the Group as the lessee

In 2005, operating lease payments for retail outlet spaces as well as machinery and equipment amounted to 7 941 thousand kroons (2004: 6 477 thousand kroons).

The future minimum lease payments under non-cancellable operating leases is calculated based on the non-cancellable periods of the leases.

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The lease agreements for stores are predominantly not binding for long-term in Estonia and Latvia most of the lease agreements can be terminated with a three to ten month notice. AS Klementi head office and production spaces agreements can be terminated with a one year notice. The information about head office and production spaces sold by AS Klementi in 2005 see in Note 7.

The future minimum lease payments under non-cancellable operating leases in 2006 amounted to 8 070 thousand knoons (2005: 3 324 thousand knoons).

#### Operating lease - the Group is the lessor

The Group as the lessor has not entered into any non-cancellable operating lease agreements.

Operating lease income includes rental income for space. In 2005, operating lease income totalled 979 thousand kroons (2004: 802 thousand kroons).

In 2005, AS Klementi leased out office space amounted to 738 m<sup>2</sup> (2004: 13 companies and 643.65 m<sup>2</sup>) and located at Akadeemia tee 33 to seventeen companies. Lease agreements for office space are cancellable.

Note 10 Short and long-term borrowings

Borrowings as of 31.12.2005	Current portion within 12 months	Non-current portion within 1-5 years	Due date	Interest rate
Secured borrowings		·		
Overdraft from Hansapank	3 470	0	30.06.2006	6%
Short-term loan from Hansapank	6 000	0	15.12.2006	6%
Unsecured borrowings				
Finance lease liability (Note9)	407	134	2005-2007	5.5-8.0%
Other borrowings	505	0	31.07.2006	7%
Loan from bankruptcy estate of PTA Group OY	800	0	31.12.2005	5%
Payable for trademark	4 112	0	15.01.2006	8%
Total	15 294	134		

During the year, loans were received in the amount of 28 506 thousand kroons (2004: 18 700 thousand kroons), including a loan from Hansapank to finance the current resources in the amount of 26 000 thousand kroons and a finance lease agreement between AS Hansa Liising and AS Klementi in the amount of 2 506 thousand kroons was refinanced. In the accounting period, AS Klementi made principal payments in the amount of 64 096 thousand kroons (2004: 21 920 thousand kroons).

Proceeds received from the sale of registered land and buildings in December 2005 in the amount of 53 000 thousand knoons were used to pay off debt: borrowings from banks were paid off in the amount of 40 706 thousand knoons and loans in the amount of 10 533 were paid off to AS Alta Capital. SEB Eesti Ühispank was paid 10 495 thousand knoons for a short-term bank loan and overdraft. Hansapank was paid a total of 30 211 thousand knoons for short- and long-term loans as well as overdraft.

On 15 December 2005, AS Klementi entered into a long-term loan agreement with Hansapank for refinancing the loans of AS Alta Capital. The loan amount was 7 000 thousand kroons with the interest rate of 6-month Euribor+3.5% with the due date on 15 December 2007. The loan is fixed in euros and with a floating interest rate which is changed in accordance with the changes in Euribor every 6

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months and is fixed for the following 6 months. In 2005, the loan balance was zero. The loan was taken into use in January 2006.

All borrowings carried in the balance sheet as of 31 December 2005 payable to credit institutions have fixed interest rates and are fixed in Estonian kroons. The management of the parent company believes that bank loans including the loan with a floating interest rate that was not taken into use in 2005 have been asset raised under market conditions with the market rate of interest and their fair values do not significantly differ from their carrying amounts.

As of 31.12.2005, bank loans and overdraft in use have been contractually fixed in Estonian kroons, therefore they do not carry foreign currency risk.

As of the year-end, the limit of overdraft from Hansapank was 5 000 thousand kroons.

The original due date of the loan received from the bankruptcy estate of PTA Group OY was on 31.12.2005. The loan in the amount of 800 thousand kroons was paid off in January 2006.

Borrowings as of 31.12.2004	Current portion	Non-current portion	Repayment date	Interest rate
	within 12 months	within 1-5 years		
Secured borrowings				
Loan from Hansapank*	11 525	0	30.01.2005	7%
Loan from Hansapank	3 190	11 430	15.07.2009	Euribor+5%
Loan from SEB Eesti Ühispank	4 912	0	30.06.2005	6%
Overdraft from SEB Eesti Ühispank*	9 022	0	31.01.2005	7%
Overdraft from Hansapank*	6 395	0	31.05.2005	7.75%
Convertible bonds – bankruptcy estate of PTA Group OY (Note 11)	1 200	0	31.12.2005	5%
Unsecured borrowings				
	2.050	405	2005 2007	Average 8.2%
Finance lease liability (Note 9)	3 058	485	2005-2007	
Other borrowing	866	506	31.07.2006	7%
Loan from bankruptcy estate of PTA Group OY	800	0	31.12.2005	5%
Payable for trademark	1 095	3 265	15.01.2006	8%
Loan from Alta Holding OÜ	1 120	0	21.01.2005	0%
Loan from Alta Capital AS	0	10 533	31.01.2006	8-25%
Total	43 183	26 219		

<sup>\*</sup> The maturity of the overdraft from SEB Eesti Ühispank, overdraft from Hansapank and loan from Hansapank were extended until 30 June 2005 after the balance sheet date.

In 2004, overdraft limits by banks were as follows:

- Hansapank 8 000 thousand kroons
- SEB Eesti Ühispank 9 333 thousand kroons

Disclosures on pledged assets are provided in Note 29.

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#### Payable for trademark

The payable for trademarks is to the bankruptcy estate of P.T.A. Group OY. The payable for trademarks is reported at the discounted value and is due in 2004-2006. The discount rate is 8%.

Discounted value of trademarks	31.12.2005		31.12.2004	
	Principal debt	Interest	Principal debt	Interest
Total liability	3 265	848	4 360	1 004
incl. payable within the next 12 months	3 265	848	1 095	156
payable within 1-5 years	0	0	3 265	848

#### Other borrowing

In 2004, AS Hansa Liising Eesti, Columbus IT Partner Eesti AS and AS Klementi entered into a financing agreement to purchase and install financial software with the payment date on 31 July 2006.

#### **Note 11 Convertible bonds**

As of the beginning of 2005, the bankruptcy estate of PTA Group OY held 50 000 convertible bonds of AS Klementi whose conversion to ordinary shares could be required by the bankruptcy estate PTA Group OY until 20.12.2005.

The issue of convertible bonds was decided by the resolution of the General Meeting of Shareholders from 24 March 2000 and the terms of convertible bonds were changed by the resolution of the Extraordinary Meeting of Shareholders of AS Klementi from 28 August 2002. The issue price of convertible bonds was at 24 Estonian kroons per convertible bond and the final redemption date was on 31 December 2005. Until conversion into shares, the convertible bonds had an annualised interest rate of 5%.

On 3 January 2005, the bankruptcy estate of PTA Group OY announced its intention to prematurely convert is convertible bonds into the shares of AS Klementi, using the ratio 1:1.

As a result of the transaction, 50 000 new type A shares were issued with the nominal value of 10 kroons per share and the share premium of 14 kroons per share. As a result, the share capital of AS Klementi increased by 500 thousand kroons and the share premium by 700 thousand kroons. New shares of AS Klementi were issued on 22 March 2005.

#### Note 12 Trade payables

Trade payables in the amount of 12 573 thousand kroons (31.12.2004: 9 189 thousand kroons) include the amortised cost of accounts payable during ordinary business activities.

#### Note 13 Other short-term payables

	31.12.2005	31.12.2004
Customer prepayments for goods	121	223
Payables to employees	3 458	3 313
Interest and other accrued expenses	329	1 511
Tax liabilities*	1 204	2 626
Prepaid taxes	66	297
Total	5 178	7 970

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\*Tax liabilities include a social security and unemployment tax liability calculated on wages and salaries for December but not yet declared as well as personal income taxes, unemployment insurance and contributions to mandatory funded pension withheld on wages and salaries but not yet declared.

# Note 14 Short and long-term provisions

Short and long-term provisions consist of monthly compensation paid to a former employee of AS Klementi for permanent incapacitation for work based on a court ruling, whose current portion is 12 thousand kroons (31.12.2004: 12 thousand kroons) and non-current portion is reported in the balance sheet at its probable discounted value in the amount of 143 thousand kroons (31.12.2004: 148 thousand kroons). The discount rate is 5%, the outstanding balance is 19 years. Until the end of 2004, the discount rate was 10%, the outstanding balance of the liability was 10 years.

## **Note 15 Equity**

#### Share capital

The share capital of AS Klementi in the total amount of 19 469 thousand kroons consists of 1 946 875 shares with a nominal value of 10 kroons each. All shares of AS Klementi are registered class A shares. Each class A share has one vote at the General Meeting of Shareholders. No share certificates have been issued for registered shares. The share register is electronic and is held at the Estonian Central Depository for Securities. According to the articles of association, the maximum share capital of AS Klementi is 52 000 thousand kroons. All issued shares have been paid for.

	31.12.2005	31.12.2004
Share capital (in thousand kroons)	19 469	18 969
Number of shares	1 946 875	1 896 875
Nominal value of shares (in kroons)	10,00	10,00

In 2005, the number of shares of AS Klementi increased by 50 000 shares and share capital by 500 thousand knoons in conjunction with the conversion of convertible bonds belonging to the bankruptcy estate of PTA Group OY for shares (Note 11). The share premium which arose in the transactions in the amount of 700 thousand knoons is reported in the balance sheet line "Share premium".

As of 31.12.2005, the net current liabilities of the Group amounted to 1.9 million kroons (31.12.2004: 17.3 million kroons). The controlling shareholder of AS Klementi, AS Alta Capital (holding through other companies controlled by AS Alta Capital more than 50% of the shares) is willing to provide financial assistance to AS Klementi in case of economic difficulties upon a justified application from the management and if necessary make further investments to guarantee the continuity of AS Klementi's business operations.

#### Structure of shareholders

As of 31.12.2005, AS Klementi had 500 shareholders.

Shareholders of AS Klementi with a holding of over 1% as of 31.12.2005:

Name	Number of shares	Holding in share capital
Share of majority shareholders	1 719 621	88.3%
OÜ Alta Investments I	462 731	23.8%
Bryum Estonia AS	381 809	19.6%
Hansa Baltic Growth Fund	193 758	9.9%
ING Luxembourg S.A.	188 805	9.7%
Alta Capital AS	146 988	7.5%
Firebird Avrora Fund LTD	68 611	3.5%
OÜ Alta Holding	67 500	3.5%
PTA Group OY	50 000	2.6%

Seesam Elukindlustuse AS	50 000	2.6%
AS Hansa Elukindlustus	37 274	1.9%
Skandinaviska Enskilda Banken Finnish Clients	29 296	1.5%
Hansa Pensionifond K3 (Growth strategy)	22 849	1.2%
Peeter Larin	20 000	1.0%
Share of minority shareholders	227 254	11.7%
Total number of shares	1 946 875	100.0%

As of 31.12.2004, AS Klementi had 507 shareholders.

Shareholders of AS Klementi with a holding of over 1% as of 31.12.2004:

Name	Number of shares	Holding in share capital	
Share of majority shareholders	1 704 444	89.9%	
OÜ Alta Investments I	462 731	24.4%	
Bryum Estonia AS	381 809	20.1%	
ING Luxembourg S.A.	188 805	10.0%	
Hansa Baltic Growth Fund	183 769	9.7%	
Alta Capital AS	146 988	7.7%	
Skandinaviska Enskilda Banken Ab Clients	94 812	5.0%	
Firebird Avrora Fund LTD	68 611	3.6%	
OÜ Alta Holding	67 500	3.6%	
AS Hansa Elukindlustus	37 274	2.0%	
Skandinaviska Enskilda Banken Finnish clients	29 296	1.5%	
Hansa Pensionifond K3	22 849	1.2%	
Peeter Larin	20 000	1.1%	
Share of minority shareholders	192 431	10.1%	
Total number of shares	1 896 875	100.0%	

#### Reserves

Statutory reserve

Statutory reserve is set up to comply with the requirements of the Commercial Code, which under the resolution of the General Meeting of Shareholders can be used to cover the loss if it cannot be covered from the unrestricted equity of the public limited company, and to increase share capital. The minimum amount of statutory reserve is 1/10 of share capital. In 2005 and 2004, statutory reserve was not increased.

#### Revaluation reserve

In conjunction with the sale of real estate properties, the revaluation reserve in the amount 13 876 thousand knoons was transferred to retained earnings in 2005. In 2004 amortisation of revaluation reserve to retained earnings amounted to 1 702 thousand knoons (Note 7).

# **Note 16 Segments**

The Group treats the business segments by activities as its primary segment and the geographical segments by the location of its customers as its secondary segment.

The retail sector includes the stores of AS Klementi located in Estonia and the subsidiaries engaged in retail trade. The production, wholesale and subcontracting segment includes the assets, liabilities, income and expenses of apparel manufacturing, wholesale trade and other related activities.

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The assets and liabilities of the segment do not include financial assets and financial liabilities. The income and expenses of the segment do not include the income and expenses arising from the above-mentioned assets and liabilities.

In the segment report, the unallocated assets of the Group include the administrative building, the unallocated liabilities include long-term loans and interest payable and unallocated operating expenses include administrative costs.

Other major non-monetary expenses are those arising from the write-down of inventories and doubtful receivables.

# Primary segment - business segment by activities in 2005

		Production, wholesale trade	Intersegment	
	Retail trade	subcontracting	transactions	Total
Non-group sales	63 946	50 578	0	114 524
Intersegment sales	0	32 722	-32 722	0
Total net sales (Note 17)	63 946	83 300	-32 722	114 524
Operating profit/loss of segments	-959	-137	0	-1 096
Unallocated operating expenses of the				
Group				4 034
Total operating profit				2 938
Other financial income/expenses				-5 793
Corporate income tax				-360
Net loss				-3 215
Assets and receivables	21 726	20 634	0	42 360
Unallocated assets of the Group				9 541
Total assets				51 901
Liabilities	1 705	18 947	0	20 652
Unallocated liabilities of the Group				15 597
Total liabilities				36 249
Purchase of property, plant and				
equipment	1 800	424	_	2 224
Depreciation and amortisation	3 582	3 368	0	6 950
Impairment losses of accounts receivable (Note 3, 23)	0	-2 783	0	-2 783
Inventories written off (Note 6)	0	-207	0	-207
Property, plant and equipment written off	-3	-368	0	-371
Unallocated property, plant and equipment written off				-14

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# Primary segment – business segment by activities in 2004

		Production, wholesale trade	Intersegment	
	Retail trade	subcontracting	transactions	Total
Non-group sales	60 737	67 869	0	128 606
Intersegment sales	0	31 961	-31 961	0
Total net sales (Note 17)	60 737	99 830	-31 961	128 606
Operating profit/loss of segments	-619	4 233	0	3 614
Unallocated operating income/expenses of the Group				-9 738
Total operating loss				-6 124
Other financial income/expenses				-5 777
Net loss				-11 901
Assets and receivables	7 753	76 072	0	83 825
Unallocated assets of the Group				22 006
Total assets				105 831
Liabilities	528	10 677	0	11 205
Unallocated liabilities of the Group				76 940
Total liabilities				88 145
Purchase of property, plant and				
equipment	2 149	2 909	0	5 058
Depreciation and amortisation	1 874	5 736	0	7 610
Impairment losses of accounts receivable (Note 3, 23)	0	-682	0	-682
Inventories written off (Note 6)	0	-167	0	-167
Property, plant and equipment written off	0	-295	0	-295
Unallocated property, plant and equipment written off				-38

# Secondary segment – net sales, total assets and investments by geographical segments

	Net sales		Assets		Property, plant and equipment and intangible assets	
	2005	2004	31.12.05	31.12.04	2005	2004
Estonia	54 743	53 647	45 049	98 224	1 305	4 723
Latvia	25 050	20 844	6 759	2 024	919	64
Finland	27 700	34 795	37	75	0	0
Other markets	7 031	19 320	56	5 508	0	271
Total	114 524	128 606	51 901	105 833	2 224	5 058

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#### Note 17 Net sales

	2005	2004
Net sales		
Sales of apparel	89 202	100 641
Subcontracting and other services	21 389	26 671
Other sales	3 933	1 294
Total net sales	114 524	128 606
incl. exports		
Sales of apparel	39 947	53 114
Subcontracting and other services	16 578	20 710
Other sales	3 256	1 135
Total export sales	59 781	74 959
Percentage of exports in total sales	52,2%	58,3%

Net sales by countries is disclosed in Note 16.

#### Note 18 Other operating income

	2005	2004
Revenue from sales of non-current assets (Note 7)	15 256	1 713
Rental income and revenue from intermediation of utilities	1 224	962
Other net sales unrelated to main operations	945	42
Government grants received (Note 19)	88	0
Other revenue	436	546
Foreign exchange gains	0	325
Total other operating income	17 949	3 588

## Note 19 Government grants

In 2005, AS Klementi received a grant in the amount of 88 thousand kroons from Enterprise Estonia to cover its operating expenses The grant was received to cover the cost of the project *Preparation of the Export Plan for AS Klementi* under the Export Plan. Revenue and expenses related to the grant are reported in the income statement under the gross method, under which the expense to be compensated and the benefit received have been reported separately. Revenue from the grant is reported in the line "Other operating income" (Note 18). Due to receiving the grant, AS Klementi does not have any contingent liabilities.

Note 20 Goods, raw materials and services

	2005	2004
Purchased goods	16 609	22 681
Main and ancillary materials	20 498	24 891
Purchased services	2 676	2 062
Other production materials	1 891	1 693
Total	41 674	51 327

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## Note 21 Other operating expenses

	2005	2004
Wholesale expenses	4 806	8 584
Retail sales expenses	13 982	12 462
Marketing costs	3 163	2 839
Other administrative expenses	4 678	3 405
Total	26 629	27 290

## **Note 22 Personnel expenses**

	2005	2004
Wages and salaries	33 137	34 366
Social security taxes	10 900	10 278
Total personnel expenses	44 037	44 644

## Note 23 Miscellaneous expenses

	2005	2004
Irrecoverable and doubtful receivables	2 783	682
Loss from write-down of non-current assets	349	236
Foreign exchange loss	254	0
Tax interest	117	157
Membership fees	40	51
Value added tax expense	482	0
Other expenses	371	496
Total miscellaneous expenses	4 396	1 622

## Note 24 Financial income and expenses

	2005	2004
Other financial income	9	0
Total interest and other financial income and expenses	9	0
Interest expense	-5 895	-5 438
Other financial expenses	-82	0
Total interest and other financial expenses	-5 977	-5 438
Foreign exchange profit/loss	175	-339
Total financial income and expenses	-5 793	-5 777

Note 25 Income tax

In 2005, the subsidiary of AS Klementi, SIA Vision had a corporate income tax and deferred income liability. Other Group companies does not have any deferred income tax liabilities or assets.

	2005	2004
Gross movement of deferred income tax is as follows:		
Balance at the beginning of the year	0	0
Expenses in income statement	66	0
Balance at the end of the year	66	0
Profit before tax	2 353	1 633
Latvia – tax rate 15%		
Total profit before tax	2 535	1 633
Comparison of actual income tax expense with income tax expense calculated for accounting purposes:		
Profit/loss before tax	2 353	1 633
Income tax 15% (2004: 15%)	353	245
Expenses not deductible for tax accounting purposes	7	0
Increase/decrease of deferred unrecognised income tax	0	-245
Total corporate income tax expense	360	0
Current tax expense	294	0
Deferred tax expense	66	0

#### Note 26 Loss per share

		2005	2004
Weighted average number of shares	pc	1 935 916	1 896 875
Net loss	thous. kr.	-3 215	-11 901
Basic loss per share in kroons	kroons	-1.66	-6.27
Diluted loss per share in kroons	kroons	-1.66	-6.27

As of the beginning of 2005, the number of ordinary share was 1 896 875. In 2005, 50 000 ordinary shares were issued. As of 31.12.2005, the number of shares was 1 946 875 (Note 11).

Diluted loss per share do not differ from basic loss per share, because AS Klementi does not have any financial instruments which might dilute loss per share.

#### Note 27 Related party transactions

In preparing the consolidated financial statements of AS Klementi, parties have been considered as related if one party has control or significant influence over the financial and operating decisions of the other party. In preparing these financial statements, related parties include:

- a) Owners, that have either significant influence or control, generally implying an ownership interest of 20% or more (Note 15);
- b) members of the management, the management board and the supervisory board;
- c) close family members of the persons mentioned above and companies under their control or significant influence;

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	2005		2004	
	Purchases	Sales	Purchases	Sales
Purchases-sales of goods and services				
Companies related to the members of				
Management and Supervisory Boards	1 306	0	46	7
Total purchases-sales of goods and services	1 306	0	46	7

	2005	2004
Loans from companies related to the members of Management and Supervisory Boards		
Balance at beginning of the period	11 653	1 120
Loans received	0	11 200
Repayments of loans	-11 653	-667
Balance at end of the period	0	11 653
Interest paid on loans received	2 283	0

	31.12.2005	31.12.2004
Balances with related parties		
Companies related to the members of Management and	1 233	59
Supervisory Boards		
Total current liabilities	1 233	59

In 2004, the Company has loans which differed from market conditions and whose interest rate was 0% (loan balance on 31.12.2004 was 1 120 thousand kroons) and the interest rate was 25% (loan balance on 31.12.2004 was 333 thousand kroons).

	2005	2004
Compensation paid to the members of the Management		**
Board		
Remuneration and compensations	773	720
Total	773	720

Upon the recall of the member of the Management Board, she/he will receive compensation equalling a six-month salary.

In 2004 and 2005 the members of Supervisory Board did not receive any remunerations and compensations.

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#### Note 28 Investments into subsidiaries

Subsidiary	Country of location	Area of operation	Holding 31.12.2005	Holding 31.12.2004
Klementi Trading UAB (under liquidation proceedings)	Lithuania	Retail trade	100%	100%
Klementi Trading OY	Finland	Wholesale trade	100%	100%
Klementi Trading AB	Sweden	Wholesale trade	100%	100%
SIA Vision	Latvia	Retail trade	100%	100%

#### Note 29 Loan collateral and pledged assets

In conjunction with the sale of registered land and buildings, loans from banks were repaid (Note 10) and thus the collaterals were changed in 2005. To guarantee overdraft, short and long-term loans, AS Klementi has entered into a commercial pledge agreement on the movable property in the amount of 29 000 thousand kroons for the benefit of AS Hansapank. Loans and overdraft received from AS Hansapank have been provided surety for by the shareholder of AS Klementi, Alta Capital AS.

As of 31.12.2005, AS Klementi has bank guarantees for future payments to the suppliers in the amount of 1 225 thousand kroons (2004: 1 110 thousand kroons) and lease payments of the stores in the amount of 1 088 thousand kroons. Guarantee to the Customs Board amounted to 400 thousand kroons (2004: 900 thousand kroons).

#### Note 30 Financial risks

The Company may experience different financial risks in its daily operations whose management is an important part of the business activities of the Group. The main risks which may exist include foreign currency risk, credit risk, and interest rate risk.

The basis for risk management at the Group is adherence to requirements established by Tallinn Stock Exchange, the Financial Supervision Authority and other regulatory bodies, observance of the generally accepted accounting principles and internal rules and regulations of the Company.

#### Foreign currency risk

In 2005, exports made up 52.2% of AS Klementi's consolidated net sales (2004: 58.3%). Most of the materials purchased for production were purchased from outside of the Republic of Estonia. The major foreign currencies which the Company encounters in its daily activities include EUR, USD, LVL and SEK. In purchasing services and goods, foreign currency transaction are carried out mostly in the following currencies: EUR and USD, and foreign currency transactions related to sales are mostly in euros. The Group is exposed to fluctuations of SEK, USD, LVL. The Company does not use any forward and options contracts, or other money market instruments to hedge foreign currency risk because the analysis of the Company's management has shown that risks which have arisen from open foreign currency positions do not exceed the costs related to the use of these instruments.

The Group's results were affected by changes in average exchange rates in relation to the Estonian kroon in countries in which AS Klementi has subsidiaries: Latvian lats –4.5% and Swedish krona – 1.7%. Net effect on 2005 result was profit 4,1 thousand kroons.

## Credit risk

Credit risk arises from the inability of the company's business partners to meet their obligations. It has primarily to do with the ability of customers to pay for the goods on time. The Company provides credit to its most reliable customers. The credit term is provided for 30-90 days and the limit is set at 50-500 thousand kroons. There have been no guarantees granted for receivables from customers. In retail business the credit risk is limited as the sales are for cash or credit card.

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#### Interest rate risk

The Group's interest rate risk is dependent on the fluctuation of Euribor (Note 10).

#### Liquidity risk

As at 31 December 2005, the Group's current liabilities exceed its current assets. This situation arises from a large proportion of borrowings in current liabilities assumed in previous financial years to finance the Company's operating activities. The Company's management has prepared the cash flow forecast for 2006, according to which the Group's positive cash flows and profitability should ensure positive working capital by the end of 2006. It is possible to increase overdraft limit at Hansapank to solve temporary liquidity problems.

## Note 31 Contingent liabilities

During the years 2004-2005, tax authorities have not carried out a tax audit at the Group companies. The tax authorities may at any time inspect the books and records of the company within 6 years subsequent to the reported tax year, and may as a result of their inspection impose additional tax assessments and penalties.

The Company's management is not aware of any circumstances which may give rise to a potential material liability in any Group company in this respect.

#### Note 32 Off-balance sheet assets

As of 31.12.2005, AS Klementi had custody of commission goods in the amount of 15 thousand kroons (31.12.2004: 151 thousand kroons).

#### Note 33 Fair value

The Company's management estimates that there are not any material differences between the carrying amounts and the fair values of financial assets and liabilities.

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## Note 34 Financial information on the parent company

Financial information disclosed for the parent company encompasses the separate financial statements of the parent company, as required by the Estonian Accounting Act.

## **BALANCE SHEET**

	31.12.2005	31.12.2004
ASSETS		
Current assets		
Cash and bank	1 921	1 802
Trade receivables	3 034	7 807
Other receivables and prepaid expenses	1 626	12 612
Prepaid taxes	0	37
Inventories	23 582	25 139
Total current assets	30 163	47 397
Non-current assets		
Shares of subsidiaries	2 584	2 656
Long-term financial investments	813	1 018
Property, plant and equipment	9 328	51 854
Intangible assets	4 746	5 698
Total non-current assets	17 471	61 226
TOTAL ASSETS	47 634	108 623
LIABILITIES		
Current liabilities		
Borrowings	15 294	43 183
Trade payables	11 787	9 107
Tax liabilities	2 133	1 340
Other short-term payables	5 031	12 141
Short-term provisions	12	12
Total current liabilities	34 257	65 783
Non-current liabilities		
Long-term borrowings	134	26 219
Other long-term payables	0	25
Long-term provisions	143	148
Total non-current liabilities	277	26 392
Total liabilities	34 534	92 175
Equity		
Share capital at nominal value	19 469	18 969
Share premium	40 994	40 294
Revaluation reserve	0	13 876
Statutory reserve	1 046	1 046
Retained earnings	-43 861	-44 741
Net loss for financial year	-4 548	-12 996
TOTAL EQUITY	13 100	16 448
TOTAL LIABILITIES AND EQUITY	47 634	108 623

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## **INCOME STATEMENT**

REVENUE	2005	2004
Net sales	103 664	116 572
Other operating income	22 597	3 570
Total revenue	126 261	120 142
Change in inventories of work-in-progress and		
finished goods	-3 509	-389
Goods, raw materials and services	-42 094	-49 940
Other operating expenses	-20 254	-26 962
Staff costs	-41 202	-41 565
Depreciation and amortisation	-6 532	-7 009
Miscellaneous expenses	-11 503	-1 536
Total operating expenses	-125 094	-127 401
Operating profit/loss	1 167	-7 259
Financial income/expenses		
Interest expenses	-5 895	-5 454
Foreign exchange gains/losses	175	-283
Other financial income/expenses	5	0
Total financial income/expenses	-5 715	-5 737
Net loss for the period	-4 548	-12 996

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## Cash flow statement

	2005	2004
Cash flow from operating activities		
Net loss	-4 548	-12 996
Adjustments:		
Depreciation and amortisation	6 533	7 011
Proceeds from sale of non-current assets	-15 256	-1 701
Loss from write-off of non-current assets	129	239
Change in receivables and prepayments related to		
operating activities	16 221	758
Change in inventories	1 557	-665
Change in liabilities and prepayments related to		
operating activities	2 973	14 712
Interest paid	-6 299	-4 777
Total cash flow from operating activities	1 310	2 581
Cash flow from investing activities		
Purchase of property, plant and equipment and	-1 305	-2 990
construction in progress		
Proceeds from sale of property, plant and equipment	53 374	6 041
Trademark fees paid	-1 095	-626
Receipt of loans granted	323	224
Interest received	38	50
Total cash flow from investing activities	51 335	2 699
Cash flow from financing activities		
Repayments of borrowings	-64 096	-21 920
Proceeds from borrowings	28 506	18 700
Finance lease principal payments	-3 002	-981
Change in overdraft balance	-11 947	-1 016
Repayment of other borrowings	-867	-361
Repayments of other loans	-1 120	0
Total cash flow from financing activities	-52 526	-5 578
Total cash flow	119	-298
Cash and cash equivalents at beginning of the period	1 802	2 100
Net decrease/increase in cash and cash equivalents	119	-298
Cash and cash equivalents at end of the period	1 921	1 802

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## STATEMENT OF CHANGES IN EQUITY

	Share capital	Share I		-	Currency translation differences	Retained earnings	Total
Balance as of 31.12.2003							
as reported in the Annual Report	18 969	40 294	15 578	1 046	64	-46 439	29 512
Effect of changes in accounting policies	0	0	0	0	-64	369	305
Adjusted balance 01.01.2004	18 969	40 294	15 578	1046	0	-46 070	29 817
Depreciation transfer	0	0	-1 702	0	0	1 702	0
Net loss for 2004	0	0	0	0	0	-12 996	-12 996
Balance as of 31.12.2004							
As reported in the Annual Report	18 969	40 294	13 876	1 046	139	-57 364	16 960
Effect of changes in accounting policies	0	0	0	0	-139	-373	-512
Adjusted balance 31.12.2004	18 969	40 294	13 876	1 046	0	-57 737	16 448
Carrying amounts of holdings under control and significant influence							-2 656
Carrying amounts of holdings under control and significant influence under the equity method							3 711
Adjusted unconsolidated equity 31.12.2004							17 503
Issued share capital	500	700	0	0	0	0	1 200
Transfer from revaluation reserve to retained earnings	0	0	-13 876	5 0	0	13 876	0
Net loss for 2005	0	0	0	0	0	-4 548	- 4 548
Balance as of 31.12.2005	19 469	40 994	0	1 046	0	-48 409	13 100
Carrying amounts of holdings under control and significant influence							-2 584
Carrying amounts of holdings under control and significant influence under the equity method							5 948
Adjusted unconsolidated equity 31.12.2005							16 464

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AS PricewaterhouseCoopers

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#### **AUDITOR'S REPORT**

(Translation of the Estonian original)

To the shareholders of AS Klementi

We have audited the accompanying consolidated balance sheet of AS Klementi (the Parent Company) and its subsidiaries (the Group) as of 31 December 2005 and the related consolidated statements of income, cash flows and changes in shareholders' equity for the year then ended. These financial statements as set out on pages 8 to 46 are the responsibility of the Parent Company's Management Board. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with International Standards on Auditing. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the accompanying consolidated financial statements give a true and fair view of the financial position of the Group as of 31 December 2005 and of the results of its operations and cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union.

Urmas Kaarlep

AS PricewaterhouseCoopers

Tiit Raimla

Authorised auditor

12 May 2006

## PROPOSAL FOR COVERING THE LOSS FOR THE FINANCIAL YEAR

As of 31.12.2005, retained earnings and the net loss for the financial year were the following:

Retained earnings -42 762 thous. kroons

Net loss for financial year - 3 215 thous, kroons

Total loss - 45 977 thous. kroons

The Management Board of AS Klementi proposes to the General Meeting of Shareholders to allocate the net loss for 2005 as follows:

-3 215 thousand kroons to retained earnings.

Peeter Larin Chairman of the Management Board

# SIGNATURES OF THE MANAGEMENT AND SUPERVISORY BOARDS TO THE 2005 ANNUAL REPORT

The Management Board has prepared the management report and the financial statements for the year 2005.

The Supervisory Board has reviewed the Annual Report which consists of the management report, the financial statements which were prepared by the Management Board, as well as a proposal for covering the loss and the auditor's report and approved it for presentation at the General Meeting of Shareholders.

Peeter Larin	Chairman of the Management Board	<u>12. OS</u> .2006
Marianne Paas	Member of the Management Board	<u>IL . 05.</u> 2006
Indrek Rahumaa	Chairman of the Supervisory Board (Intump)	<u>2</u> . <u>05</u> .2006
Andres Rätsepp	Member of the Supervisory Board	<u>/L.OT.</u> 2006
Sven Mansberg	Member of the Supervisory Board	<u>12. 05.</u> 2006
Sakari Sorri	Member of the Supervisory Board	<u>12</u> . <u>8</u> .2006