

**Interim report for  
the third quarter and 9 months of 2019  
(unaudited)**



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## Brief description

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AS Trigon Property Development is a real estate development company.

AS Trigon Property Development currently owns one real estate development project involving a 21.33-hectare area in the City of Pärnu, Estonia. Commercial real estate is planned to be developed on this area.

The Company is listed on the Tallinn Stock Exchange. On November 6, 2012, the Listing and Surveillance Committee of NASDAQ OMX Tallinn decided to delist AS Trigon Property Development shares from the Main List starting from November 21, 2012, and to admit the shares simultaneously to trading in the Secondary List.

As at 30.09.2019 OÜ Trigon Wood owns 41.73% of the shares of Trigon Property Development AS directly and 17.88% through Skano Group AS. The biggest shareholders of OÜ Trigon Wood are OÜ Stetind (46.99%) and AS Trigon Capital (45.18%) by the time of compiling these financial statements.

Business name:	AS Trigon Property Development
Address:	Pärnu mnt 18 Tallinn 10141
Commercial Registry no.:	10106774
Beginning of financial year:	1.1.2019
End of financial year:	31.12.2019
Beginning of interim period:	1.1.2019
End of interim period:	30.09.2019
Auditor:	PricewaterhouseCoopers AS
Phone:	+372 6679 200
Fax:	+372 6679 201
E-mail:	info@trigonproperty.com
Internet homepage:	www.trigonproperty.com

## Management report

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### Overview of business areas

The main business activity of Trigon Property Development AS is real estate development. As at 30.09.2019, AS Trigon Property Development owned one development project with an area of 21.33 hectares in the City of Pärnu, Estonia. An industrial and logistics park is planned to be developed on this area. The Company's objective is to find companies willing to bring their business activities (industry, logistics) to the development project area of AS Trigon Property Development in Pärnu, which would add value to the land plots owned by the Company. The realisation of the value of the land is planned through the selling of land plots or through the development of real estate with the intention of creating a rental income-generating project.

In the third quarter of 2019 a 0.5-hectare property at the price of 75 000 euros was sold.

In the fourth quarter of 2018 a 0.5-hectare property at the price of 70 000 euros was sold.

In 2016, a new detailed planning was made for the property, under which the proportion of business property with respect to all the land has increased compared to the previous planning. New established detailed planning has also increased the flexibility regarding the partial selling of the property as compared to the previous detailed planning since the plots are smaller and there is flexibility to change the size of the plots as required.

### Management

The law, the articles of association, decisions and goals stated by the shareholders and the Supervisory Board are followed in the managing the company. According to the Commercial Code, a resolution on the amendment of the articles of association shall be adopted, if at least two-thirds of the votes represented at the general meeting are in favour of the amendment.

### Financial ratios

<b>Statement of financial position</b>	<b>9 M 2019</b>	<b>9 M 2018</b>
Total assets	1,769,471	1,804,122
Return on assets	-1.31%	-0.99%
Equity	1,765,887	1,799,878
Return on equity	-1.31%	-0.99%
Debt ratio	0.20%	0.24%
Net loss for the period	-23,167	-17,820

<b>Share (30.09)</b>	<b>9 M 2019</b>	<b>9 M 2018</b>
Closing price of the share	0.470	0.500
Earnings per share	-0.00515	-0.00396
Price-to-earnings (PE) ratio	-91.29	-126.24
Book value of the share	0.39	0.40
Price-to-book ratio	1.20	1.25
Market capitalisation	2,114,559	2,249,531

Return on assets = net profit / total assets

Return on equity = net profit/ equity

Debt ratio = liabilities / total assets

Earnings per share = net profit/ number of shares

Price-to-earnings (PE) ratio = closing price of the share / earnings per share

Book value of the share = equity / number of shares

Price-to-book ratio = closing price of the share / book value of the share

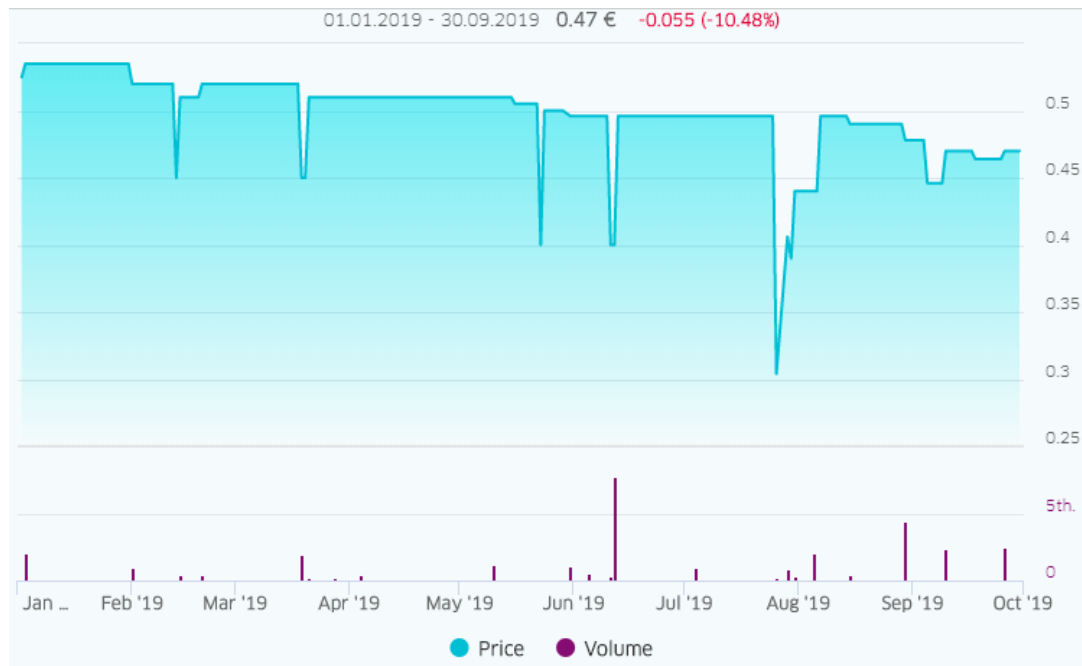
Market capitalisation = closing price of the share \* number of shares

## Share

Since 5 June 1997, the shares of Trigon Property Development AS have been listed on the Tallinn Stock Exchange. Trigon Property Development AS has issued 4,499,061 registered shares, each with the book value of 0.511 euros. The shares are freely transferable, no statutory restrictions apply. There are no restrictions on transfer of securities to the company as provided by contracts between the company and its shareholders.

The share, with a price of 0.525 at the end of 2018, closed at 0.470 euros at the end of September 2019. In the first 9 months of 2019, a total of 32,332 shares were traded and the total sales amounted to 13,618 euros.

Share price and trading statistics on the Tallinn Stock Exchange from 01.01.2019 to 30.09.2019:



The distribution of share capital by the number of shares acquired as at 30.09.2019

	Number of shareholders	% of shareholders	Number of shares	% of share capital
1-99	88	25.14%	2,524	0.06%
100-999	135	38.57%	41,359	0.92%
1 000-9 999	100	28.57%	276,800	6.15%
10 000-99 999	21	6.00%	612,534	13.61%
100 000-999 999	5	1.43%	1,688,204	37.52%
1 000 000-9 999 999	1	0.29%	1,877,640	41.73%
<b>TOTAL</b>	<b>350</b>	<b>100%</b>	<b>4,499,061</b>	<b>100%</b>

List of shareholders with over 1% holdings as at 30.09.2019.

Shareholder	Number of shares	Ownership %
Trigon Wood OÜ	1,877,640	41.73
Skano Fibreboard OÜ	804,552	17.88
Harju KEK AS	224,000	4.98
M.C.E.Fidarsi OÜ	223,000	4.96
Madis Talgre	222,900	4.95
Kirschmann OÜ	213,752	4.75
James Kelly	99,004	2.20
Suur Samm OÜ	64,692	1.44
Avraal AS	56,000	1.24
Toivo Kuldmäe	49,231	1.09

## Personal

AS Trigon Property Development had no employees as at 30 September 2019 and 30 September 2018. There were no labour costs in first 9 months of 2019 and 2018.

## Description of main risks

### Cash flow and fair value interest rate risk

As the Company has no significant interest-bearing assets and liabilities, its income and operating cash flows are substantially independent of changes in market interest rates. The change in market interest rates has indirect influence to the change of fair value of investment property, but the influence to the change of fair value of investment property is difficult to quantitatively evaluate.

## Management and Supervisory Boards and auditor

Management board of AS Trigon Property Development has one member - Rando Tomingas.

Supervisory Board of AS Trigon Property Development has three members: Joakim Helenius, Torfinn Losvik and Alo Lepp.

Audits are carried out by PricewaterhouseCoopers AS.

## Condensed interim report

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### Management Board's declaration

The Management Board confirms the correctness and completeness of the unaudited interim report of AS Trigon Property Development for the third quarter and 9 months of 2019 as set out on pages 4-16.

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

1. the accounting policies and presentation of information applied in the preparation of the condensed interim report are in compliance with International Financial Reporting Standards (IFRS) as adopted in the European Union.
2. the interim report presents a true and fair view of the financial position, the results of operations and cash flows of the Company;
3. the management report presents true and fair view of significant events that took place during the accounting period and their impact to financial statements and includes the description of major risks and doubts;
4. company is going concern.

Member of the Management Board



Rando Tomingas

29.11.2019

## Condensed statement of financial position

<i>EUR</i>	<b>30.09.2019</b>	<b>31.12.2018</b>	<b>30.09.2018</b>
Cash	122,459	73,296	11,625
Receivables and prepayments (note 2)	538	3,192	1,023
<b>Total current assets</b>	<b>122,997</b>	<b>76,488</b>	<b>12,648</b>
Investment property (note 3)	1,646,474	1,721,474	1,791,474
<b>Total non-current assets</b>	<b>1,646,474</b>	<b>1,721,474</b>	<b>1,791,474</b>
<b>TOTAL ASSETS</b>	<b>1,769,471</b>	<b>1,797,962</b>	<b>1,804,122</b>
Payables and prepayments (note 4)	3,584	8,913	4,244
<b>Total current liabilities</b>	<b>3,584</b>	<b>8,913</b>	<b>4,244</b>
<b>Total liabilities</b>	<b>3,584</b>	<b>8,913</b>	<b>4,244</b>
Share capital at book value (note 5)	2,299,020	2,299,020	2,299,020
Share premium	226,056	226,056	226,056
Statutory reserve capital	287,542	287,542	287,542
Accumulated loss	-1,046,731	-1,023,569	-1,012,740
<b>Total equity</b>	<b>1,765,887</b>	<b>1,789,049</b>	<b>1,799,878</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>1,769,471</b>	<b>1,797,962</b>	<b>1,804,122</b>

The notes to the condensed interim report presented on pages 12-16 are an integral part of this report.



## Condensed statement of comprehensive income

<i>EUR</i>	III Q 2019	III Q 2018	9 M 2019	9 M 2018
Expenses related to investment property (note 6)	-2,155	-2,216	-9,466	-6,648
<b>Gross loss</b>	<b>-2,155</b>	<b>-2,216</b>	<b>-9,466</b>	<b>-6,648</b>
Administrative and general expenses (note 7)	-4,897	-3,793	-13,701	-11,173
<b>Operating loss</b>	<b>-7,052</b>	<b>-6,009</b>	<b>-23,167</b>	<b>-17,821</b>
Net financial income (-expense)	2	0	5	1
<b>NET LOSS FOR THE PERIOD</b>	<b>-7,050</b>	<b>-6,009</b>	<b>-23,162</b>	<b>-17,820</b>
<b>TOTAL COMPREHENSIVE LOSS</b>	<b>-7,050</b>	<b>-6,009</b>	<b>-23,162</b>	<b>-17,820</b>
Basic earnings per share	-0.00157	-0.00134	-0.00515	-0.00396
Diluted earnings per share	-0.00157	-0.00134	-0.00515	-0.00396

The notes to the condensed interim report presented on pages 12-16 are an integral part of this report.

## Condensed cash flow statement

<i>EUR</i>	9 M 2019	9 M 2018
<b>Cash flows from operating activities</b>		
<i>Operating loss for the period</i>	-23,167	-17,821
<u>Adjustments for:</u>		
<i>Operating loss before changes in working capital:</i>	-23,167	-17,821
Change in receivables and prepayments related to operating activities (note 2)	2,654	8,208
Change in liabilities and prepayments related to operating activities (note 4)	-5,329	-56,869
Interests received	5	1
<b>Total cash flows used in operating activities</b>	-25,837	-66,481
<b>CHANGE IN CASH BALANCE</b>	49,163	-66,481
<b>OPENING BALANCE OF CASH</b>	73,296	78,106
<b>CLOSING BALANCE OF CASH</b>	122,459	11,625

The notes to the condensed interim report presented on pages 12-16 are an integral part of this report.

## Condensed statement of changes in equity

<i>EUR</i>	Share capital	Share premium	Statutory reserve capital	Accumulated loss	Total
<b>Balance 31.12.2017</b>	<b>2,299,020</b>	<b>226,056</b>	<b>287,542</b>	<b>-994,920</b>	<b>1,817,698</b>
Total comprehensive loss for the period	0	0	0	-17,820	-17,820
<b>Balance 30.09.2018</b>	<b>2,299,020</b>	<b>226,056</b>	<b>287,542</b>	<b>-1,012,740</b>	<b>1,799,878</b>
Total comprehensive loss for the period	0	0	0	-10,829	-10,829
<b>Balance 31.12.2018</b>	<b>2,299,020</b>	<b>226,056</b>	<b>287,542</b>	<b>-1,023,569</b>	<b>1,789,049</b>
Total comprehensive loss for the period	0	0	0	-23,162	-23,162
<b>Balance 30.09.2019</b>	<b>2,299,020</b>	<b>226,056</b>	<b>287,542</b>	<b>-1,046,731</b>	<b>1,765,887</b>

Additional information regarding the owners' equity is provided in note 5.

The notes to the condensed interim financial statements presented on pages 12-16 are an integral part of these financial statements.

## Notes to condensed interim report

### Note 1 Accounting Principles Followed upon Preparation of the Interim Accounts

#### General Information

The Company's main area of operations is real estate development.

#### Bases for Preparation

The accounting policies used for preparing the interim report of AS Trigon Property Development for the third quarter of 2019 are in accordance with International Financial Reporting Standards (IFRS) as adopted in the European Union. The presentation of the financial statements complies with the requirements of IAS 34 "Interim Financial Reporting". Interim financial statements should be read together with the annual report of last year. The accounting policies that have been used in the preparation of the condensed interim report are the same as those used in the annual report for the year ended 31 December 2018.

The financial statements have been prepared in euros (EUR).

Management estimates that AS Trigon Property Development is a going concern and the Company's interim report for the third quarter of 2019 presents a true and fair view of the financial position, the results of operations and the cash flows of AS Trigon Property Development. This interim report has not been audited.

### Note 2 Receivables and prepayments

<i>EUR</i>	30.09.2019	31.12.2018	30.09.2018
Receivables	0	3,192	0
Tax prepayments	538	0	1,023
<b>TOTAL</b>	<b>538</b>	<b>3,192</b>	<b>1,023</b>

### Note 3 Investment property

	<i>EUR</i>
<b>Balance as of 31.12.2017</b>	<b>1,791,474</b>
<b>Balance as of 30.09.2018</b>	<b>1,791,474</b>
Sales of investment property	-70,000
<b>Balance as at 31.12.2018</b>	<b>1,721,474</b>
Sales of investment property	-75,000
<b>Balance as at 30.09.2019</b>	<b>1,646,474</b>

As at 30 September 2019, the Company owns one real estate development project involving a 21.33-hectare (31 December 2018: 21.87-hectare) area in the City of Pärnu, Estonia.

The expenses related to the management of investment property totalled 9,466 euros in the first 9 months of 2019 and 6,648 euros in the first 9 months of 2018 (note 6).

In 2016, a new detailed planning has been established for the property under which the proportion of business property in respect of all the land has increased compared to the previous planning. New established detailed planning has increased the flexibility for the partial selling of

the property as compared to the previous detailed planning, the plots are smaller and there is the flexibility of changing the size of the plots, as required.

In the third quarter of 2019 a 0.5-hectare property at the price of 75 000 euros was sold.

In the fourth quarter of 2018 a 0.5-hectare property at the price of 70 000 euros was sold.

In 2018, the investment property was valued by the Management of the Company using the comparable transactions approach, which benchmarked the value of Niidu land area against the prices of transacted land plots along the Pärnu City. According to the statistics of Land Board the benchmark industrial, commercial and mixed use land plot median prices ranged from 6.45 to 16.03 euros per square meter, depending on the size, location and basic site infrastructure. Management estimates the sale of small business land plots has influenced the median price of business property and therefore substantially conservative price per square meter has used for valuation of the property. Considering the change of the proportion of industrial and business land with reference to new established detailed planning and based on comparable transaction, the Management has estimated the sales price to be at 11.7 EUR/m<sup>2</sup>. To evaluate the present value of the area as at 31.12.2018, the Management has estimated the sales period to be 4 years and has used a discount rate of 14.23%.

As at 31 December 2018, the evaluation resulted in a fair value of 1,721,474 euros.

According to IFRS 13, the valuation of fair value of real estate is considered level 3 investment. The main inputs are the sales price, the discount rate and the sales period in the discounted cash flow. Sensitivity of the main inputs to investment property fair value as of 31.12.2018:

Discount rate	Sales price, EUR / m <sup>2</sup>						
	10.95	11.20	11.45	11.70	11.95	12.20	12.45
11.83%	<b>1,720,000</b>	1,760,000	1,800,000	1,840,000	1,880,000	1,920,000	1,960,000
12.63%	1,680,000	<b>1,720,000</b>	1,760,000	1,800,000	1,840,000	1,880,000	1,920,000
13.43%	1,640,000	1,680,000	<b>1,720,000</b>	1,760,000	1,800,000	1,840,000	1,880,000
14.23%	1,610,000	1,650,000	1,690,000	<b>1,720,000</b>	1,760,000	1,800,000	1,840,000
15.03%	1,580,000	1,610,000	1,650,000	1,690,000	<b>1,730,000</b>	1,760,000	1,800,000
15.83%	1,550,000	1,580,000	1,620,000	1,650,000	1,690,000	<b>1,730,000</b>	1,760,000
16.63%	1,510,000	1,550,000	1,590,000	1,620,000	1,660,000	1,690,000	<b>1,730,000</b>

Sales period	EUR
+1 year	<b>1,500,000</b>
-1 year	<b>1,930,000</b>

The property valuation is based on estimates, assumptions and historical experience adjusted with prevailing market conditions and other factors which management assesses to the best of its ability on an on-going basis. Therefore, based on the definition and taking into account that evaluation is based on a number of presumptions, which may not realize in assessed way, the valuation can be subject to significant adverse effects. This could lead to a significant change in the carrying amount of investment property in future periods. The fair value of the investment property, which is assessed using the described model is essentially dependent on whether this project could be accomplished and appropriate financing found in compliance with the presumptions made and schedule used in evaluation model.

#### Note 4 Payables and prepayments

<i>EUR</i>	30.09.2019	31.12.2018	30.09.2018
Payables	1,211	2,925	1,811
Taxes payable	2,155	70	2,215
Other payables	218	5,918	218
<b>TOTAL</b>	<b>3,584</b>	<b>8,913</b>	<b>4,244</b>

#### Note 5 Equity

	Number of shares (pcs)	Share capital (EUR)
Balance 30.09.2018	4,499,061	2,299,020
Balance 31.12.2018	4,499,061	2,299,020
Balance 30.09.2019	4,499,061	2,299,020

The share capital of AS Trigon Property Development amounts to 2,299,020 euros as at 30 September 2019 and 31 December 2018, which is divided into 4,499,061 ordinary shares with the book value of 0.511 euros. The minimum share capital stipulated in the articles of association is 675,000 euros and the maximum share capital is 2,700,000 euros. Each ordinary share grants one vote to its owner at the General Meeting of Shareholders and the right to receive dividends.

As at 30 September 2019 the accumulated losses amounted to -1,046,731 euros. As at 31 December 2018 the accumulated losses amounted to -1,023,569 euros.

As at 30 September 2019, the Company had 350 shareholders (31 December 2018: 357 shareholders) of which the entities with more than a 5% holdings were:

- Trigon Wood OÜ with 1,877,640 shares or 41.73% (31.12.2018: 41.73%)
- Skano Fibreboard OÜ with 804,552 shares or 17.88% (31.12.2018: 17.88%).

Members of the Management Board and Supervisory Board did not own directly any shares of Trigon Property Development AS as at 30 September 2019 and 31 December 2018. Supervisory Board members Joakim Johan Helenius and Torfinn Losvik have indirect ownership through parent company OÜ Trigon Wood.

#### Note 6 Expenses related to investment property

<i>EUR</i>	III Q 2019	III Q 2018	9 M 2019	9 M 2018
Land tax	2,155	2,216	6,466	6,648
Design	0	0	3,000	0
<b>TOTAL (Note 3)</b>	<b>2,155</b>	<b>2,216</b>	<b>9,466</b>	<b>6,648</b>

## Note 7 Administrative and general expenses

<i>EUR</i>	III Q 2019	III Q 2018	9 M 2019	9 M 2018
Security transactions and stock exchange fees	1,748	2,354	5,638	6,253
Advertising	0	0	1,874	384
Accounting service	810	810	2,430	2,430
Consulting	2,100	600	3,300	1,440
Legal expenses	209	0	209	362
Other	30	29	250	304
<b>TOTAL</b>	<b>4,897</b>	<b>3,793</b>	<b>13,701</b>	<b>11,173</b>

## Note 8 Earnings per share

<i>EUR</i>	9 M 2019	9 M 2018
Basic earnings per share (basic EPS)	-0.00515	-0.00134
Diluted earnings per share	-0.00515	-0.00134
Book value of the share	0.39	0.40
Price to earnings ratio (P/E)	-91.29	-126.24
Closing price of the share of AS Trigon Property Development on Tallinn Stock Exchange	0.470	0.500

Basic earnings per share have been calculated on the basis of the net loss for the interim period and the number of shares.

Diluted earnings per share equal the basic earnings per share because the Company does not have any potential ordinary shares with the dilutive effect on the earnings per share.

## Note 9 Segment

The Company operates in one business segment - property investments. Property investment division develops property in Estonia. The Company had no revenue in the first 9 months of 2019 and 2018.

## Note 10 Related party transactions

The following parties are considered to be related parties:

- Parent company Trigon Wood OÜ and owners of the parent company with significant influence;
- Members of the Management board, the Management Board and the Supervisory Board of AS Trigon Property Development and their close relatives;
- Entities under the control of the members of the Management Board and Supervisory Board.

The Company is listed in the secondary list of Nasdaq OMX Tallinn Stock Exchange. As at 30.09.2019 OÜ Trigon Wood owns 41.73 % of the shares of Trigon Property Development AS directly and 17.88% through Skano Group AS. The biggest shareholders of OÜ Trigon Wood are OÜ

Stetind (46.99%) and AS Trigon Capital (45.18%) by the time of compiling these financial statements.

In the first 9 months of 2019 and 2018 no remuneration has been paid to the Management or Supervisory board. There are no potential liabilities to members of the Management Board or Supervisory Board.

In the first 9 months of 2019 the Company bought services from the companies under the control of the Members of the Supervisory Board in the amount of 1,800 euros (2018 9 M: 1,200 euros). In the first 9 months of 2019 the Company bought services from the owners of the parent company in the amount of 2,430 euros (2018 9 M: 2,430 euros). As at 30 September 2019 the amount of 1,212 euros was unpaid to the related parties (30.09.2018: 1,212 euros).