

The issuer's employees, administrative manager and the members of the management bodies who are responsible for the composition of consolidated interim annual statement of 2007, hereby confirm that the information provided in the reports is prepared according to the applied accounting standards, reflects the reality correctly an fairly shows issuers' assets, liabilities, financial position, profit or loss.

The General Director of Vilkyškių pieninė

Gintaras Bertašius

The Accountant-general of Vilkyškių pieninė

Birutė Bazilienė

Date of preparation of the report:

29th of February, 2008

Place of preparation:

Vilkyškiai, Pagėgių municipality, Lithuania



# AB "Vilkyškių pieninė"

12 month consolidated report, 2007

### **Contents**

| "VILKYŠKIŲ PIENINĖ"             | 1 |
|---------------------------------|---|
| BALANCE SHEET                   | 2 |
| PROFIT AND LOSS STATEMENT       | 3 |
| CASH FLOW STATEMENT             | 4 |
| STATEMENTS ON CHANGES IN EQUITY | 5 |
| EXPLANATORY NOTES               | 6 |

"Vilkyškių pieninė"

#### About the company

Company name AB "Vilkyškių pieninė"

Share capital 9 353 000 LTL

Headquarters Vilkyškiai, Pagėgių municipality

Phone 8-441 55330

Fax 8-441 55242

E-mail centras@cheese.lt

Legal form Public limited company

Registration date and place 10 May 1993

Web page <a href="http://www.cheese.lt">http://www.cheese.lt</a>

#### Vilkyškių pieninė board of directors

The company's board of directors consists of: G. Bertašius, S. Trijonis, R. Jancevičius and R. Šniepis. General Director – G. Bertašius.

#### Accounting standards

Consolidated Vilkyškių pieninė (company code 277160980) financial reports are prepared in line with IFRS (International Financial Reporting Standards).

**Balance** sheet

| Assets Tangible non-current assets         |              |       |       |
|--|--------------|-------|-------|
|  |              |       |       |
|  | 7            | 46152 | 38126 |
| Intangible assets                          | 8            | 1074  | 1061  |
| Deferred tax assets                        |              | 0     | 23    |
| Long-term receivables                      | _            | 950   | 62    |
| Other investments                          | 9            |       |       |
| Total non-current assets                   | _            | 48176 | 39272 |
| Prepayments for investments                |              | 0     | 0     |
| Inventories                                | 10           | 16452 | 13543 |
| Receivables                                | 11           | 13774 | 11057 |
| Cash and cash equivalents                  | 12           | 1055  | 891   |
| Total current assets                       | _            | 31281 | 25491 |
| Total assets                               | _            | 79457 | 64763 |
| Shareholders' equity                       |              |       |       |
| Share capital                              | 13           | 9455  | 9353  |
| Reserves                                   |              | 9354  | 9683  |
| Retained earnings                          |              | 13514 | 4967  |
| Total shareholders' equity                 | _            | 32323 | 24003 |
| Minority part                              | _            | 51    | 51    |
| Total shareholders' equity                 | <del>-</del> | 32374 | 24054 |
| Grants, subsidies                          | _            |       |       |
| Liabilities                                |              |       |       |
| Interest-bearing liabilities               | 14           | 22684 | 16680 |
| Capital subsidies                          |              | 4607  | 1441  |
| Deferred tax liabilities                   | 15           | 2599  | 2793  |
| Total non-current liabilities              | _            | 29890 | 20914 |
| Short-term interest-bearing liabilities    | 14           | 4657  | 5567  |
| Income tax payable                         |              | 1175  | 361   |
| Trade and other amounts payable            | 16           | 11361 | 13867 |
| Total current liabilities                  |              | 17193 | 19795 |
| Total liabilities                          |              | 47083 | 40709 |
| Total liabilities and shareholders' equity | _            | 79457 | 64763 |

General Director

Gintaras Bertašius

**Profit and loss statement** 

| Thousands LTL                           | Notes | 2007 12 31 | 2006 12 31 |
|---|-------|------------|------------|
|   |       |            |            |
| Revenue                                 | 1     | 136274     | 115719     |
| Cost of sales                           | _     | -114230    | -102262    |
| Gross profit                            |       | 22044      | 13457      |
| Other consusting in some and            | 2     | 21         | 97         |
| Other operating income, net             | 2     | 21         | 87         |
| Distribution expenses                   | 2     | -2052      | -1921      |
| Administrative expenses                 | 3 _   | -6137      | -5788      |
| Operating profit before financial items | _     | 13876      | 5835       |
| Financial in some                       |       | 02         | 72         |
| Financial income                        |       | 92         | 73         |
| Financial expenses                      | _     | -1467      | -1025      |
| Net financial items                     | 4 _   | -1375      | -952       |
| Profit before tax                       | _     | 12501      | 4883       |
| Tax payments                            | 5     | -2303      | -1009      |
| Net profit                              |       | 10198      | 3874       |
| To:                                     | _     |            |            |
| Company shareholders                    | _     | 10198      | 3905       |
| Minority interest                       |       | 0          | -31        |
| Net profit                              | _     | 10198      | 3874       |
| Profit going to 1 stock (LTL)           | 6     | 1,09       | 0,42       |
| Reduced profit going to 1 stock (LTL)   | _     | _,~;       | -,         |
| readed from Some to 1 stock (212)       | _     |            |            |

General Director Gintaras Bertašius

Cash flow statement

| Thousands LTL  | Notes | 2007 12 31 | 2006 12 31 |
|--|-------|------------|------------|
| Cook flow onewating activities                                 |       |            |            |
| Cash flow operating activities Profit before tax               |       | 10198      | 3874       |
| Adjustments:   |       | 10170      | 3074       |
| Depreciation   | 7     | 3837       | 2921       |
| Amortization   | 8     | 29         | 191        |
| Part of capital subsidies recognized as income                 | O     | -272       | -140       |
| Impairment of non-current assets                               |       |            | 45         |
| Result of disposal of tangible non-current assets              | 2     |            | -9         |
| Interest expenses, net   | 4     | 1438       | 952        |
| Tax expenses   |       | 2303       | 1009       |
| Cash flow ordinary activities before change in working capital | _     | 17533      | 8843       |
| Change in inventories  |       | -2909      | -5116      |
| Change in receivables  |       | -3605      | -2959      |
| Change in trade and other amounts payable                      |       | -1977      | 6756       |
| Cash flow from operating activities                            | _     | 9042       | 7524       |
| Paid / received interest, net                                  |       | -1438      | -951       |
| Tax expenses   |       | -1489      | -1782      |
| Cash flow from operating activities                            | _     | 6115       | 4791       |
| Cash flows from financing activities                           |       |            |            |
| Acquisition of tangible non-current assets                     | 7     | -8621      | -7778      |
| Acquisition of intangible non-current assets                   | 8     | -41        | -23        |
| Proceeds on sale of tangible non-current assets                |       | 0          | 271        |
| Investments in subsidiary undertaking                          |       |            | -971       |
| Net cash flow investing activities                             |       | -8662      | -8501      |
| Cash flows from financing activities                           |       |            |            |
| Loans received   |       | 13330      | 12428      |
| Repayment of borrowings  |       | -9514      | 6233       |
| Payments on financial lease obligations                        |       | -1965      | -1135      |
| Dividends paid   |       | -2758      | -1800      |
| Subsidies  |       | 3618       | 300        |
| Net cash flow from financing activities                        |       | 2711       | 3560       |
| Increase in cash and cash equivalents                          |       | 164        | -150       |
| Cash and cash equivalents as of January 1st                    |       | 891        | 1041       |
| Cash and cash equivalents as of March 31st                     |       | 1055       | 891        |

General Director Gintaras Bertašius

Statements on changes in equity

| Thousands LTL                                      | Notes | Share capital | Reappraisal reserve | Compulsory reserve | Retained earnings | Total equity |
|--|-------|---------------|---------------------|--------------------|-------------------|--------------|
| As of 1st January 2006                             |       | 9353          |                     | 705                | 3786              | 13844        |
| Net profit 2006                                    |       |               |                     |                    | 3905              | 3905         |
| Interest of value PPE                              |       |               | 8764                |                    |                   | 8764         |
| Transfers to reserves                              |       |               |                     | 214                | -214              | 0            |
| Dividends  |       |               |                     |                    | -2500             | -2500        |
| Loss (not included into profit and loss statement) |       |               |                     |                    | -10               | -10          |
| As of 31st December 2006                           |       | 9353          | 8764                | 919                | 4967              | 24003        |
| As of 1st of January 2007                          |       | 9353          | 8764                | 919                | 4967              | 24003        |
| Net profit 2007                                    |       |               |                     |                    | 10198             | 10198        |
| Interest of value PPE                              |       |               | -423                |                    |                   | -423         |
| Transfers to reserves                              |       |               |                     | 16                 | -16               | 0            |
| Other  |       |               |                     |                    |                   | 0            |
| Dividends  |       |               |                     |                    | -2058             | -2058        |
| Loss (not included into profit and loss statement) |       |               |                     |                    | 423               | 423          |
| Other inputs                                       |       | 102           | 78                  |                    |                   | 180          |
| As of 31st of December 2007                        | 13    | 9455          | 8419                | 935                | 13514             | 32323        |

General Director

Gintaras Bertašius

#### **EXPLANATORY NOTES**

Basing on un-audited data, the sales of one of the most modern Lithuanian cheese producers AB¹ "Vilkyškių pieninė" and its owned UAB² "Modest" amounted to LTL 136.3 million, which is 18% higher than in 2006. In accordance with un-audited data, net profit of AB "Vilkyškių pieninė" was LTL 10.2 million last year.

Tables bellow summarizes consolidated key indicators of production and trade volumes of AB "Vilkyškių pieninė" group:

| Procurement of raw milk (recalculated into base fatness) | 2006<br>(consolidated) | 2007<br>(consolidated) |
|--|------------------------|------------------------|
| Procured milk, in tons                                   | 126 707                | 105 638                |
| Procured milk, in thousand LTL                           | 75 592                 | 75 619                 |
| Price of procured milk, in LTL/t                         | 596,6                  | 716                    |

The distribution of production AB "Vilkyškių pieninė" according to product type was as follows:

| Amount of produced products, expressed in tons | 2006<br>(consolidated) | 2007<br>(consolidated) |
|--|------------------------|------------------------|
| Fermented cheese                               | 10 341                 | 8395                   |
| Butter   | 587                    | 630                    |
| Cream  | 4831                   | 5499                   |

The distribution of sold production of AB "Vilkyškių pieninė" according to product type was as follows:

| Amounts of sold production, expressed in tons | 2006<br>(consolidated) | 2007<br>(consolidated) |
|---|------------------------|------------------------|
| Fermented cheese                              | 9619,8                 | 8460                   |
| Butter  | 607,8                  | 554                    |
| Cream   | 4831                   | 5499                   |

Income of AB "Vilkyškių pieninė" from sold production according to product type has distributed as follows:

<sup>&</sup>lt;sup>1</sup> AB stands for Public Limited Company

<sup>&</sup>lt;sup>2</sup> UAB stands for Private Limited Company

| Income on sold production, expressed in LTL thousand | 2006<br>(consolidated) | 2007<br>(consolidated) |
|--|------------------------|------------------------|
| Fermented cheese                                     | 88 141                 | 84 291                 |
| Butter   | 3502                   | 3706                   |
| Cream  | 19 454                 | 32 067                 |
| Whey products  |                        | 6533                   |
| Other income   | 4622                   | 9677                   |
| Total income   | 115 719                | 136 274                |

Average prices of main production of AB "Vilkyškių pieninė" according to product type, expressed in Litas per tone, were as follows:

| Average prices of sold production, LTL/t | 2006<br>(consolidated) | 2007<br>(consolidated) |
|--|------------------------|------------------------|
| Fermented cheese                         | 9162                   | 9963                   |
| Butter                                   | 5762                   | 6690                   |
| Cream                                    | 4027                   | 5831                   |

#### Key events and facts of the year 2007

#### 1. Results of the first quarter of 2007

Un-audited consolidated net profit of AB "Vilkyškių pieninė", which is one the most modern cheese producers in the country, amounted to LTL 11 thousand in the first quarter of 2007. The turnover of the Company Group increased 31.2%, from LTL 21.043 million to LTL 27.604 million. During this period Group's profit from operations increased by 3.4 times, from LTL 101 thousand to LTL 347 thousand, and net expenditure of financial activity decreased by 2.9 times, from LTL 116 thousand to LTL 340 thousand. Cheese sale boosted at about one eighth, more than up to LTL 18 million during the comparative period.

From the 12th of February 2007 till the 9th of March 2007 AB "Vilkyškių pieninė" has been launching an automated pasteurization system in the separation workshop, and therefore the company has not produced its production. As a result production cost price increased in February and January (products were produced only during the half of each mentioned month).

#### 2. Results of the first half-year of 2007

Consolidated income of AB "Vilkyškių pieninė" amounted to LTL 56.3 million in the first half-year of 2007, which is 27% more than of the same period in 2006. Unconsolidated company's profit of the first half-year of 2007 amounted to LTL 1.078 million and it is more than 30 times higher compared with unconsolidated net profit before tax of the first half-year of 2006, which reached LTL 34 thousand. Consolidated company's profit of the first half-year of 2007 amounted to LTL 975 thousand.

Rather fast growth of income and profit was determined by newly opened whey processing workshop of AB "Vilkyškių pieninė". Moreover, signally boosted prices of cream had an impact on successful activity of the company.

#### 3. Results of the first three quarter of 2007

Income of AB "Vilkyškių pieninė", received during 9 months of the year 2007, amounted to LTL 99.4 million, which is 27.3% more compared with the same period of 2006. The profit of the company before income tax was LTL 9.97 million, which is 3.5 times more compared with 9 months results of the year 2006. Net profit amounted to LTL 8.1 million (EUR 2.3 million) or 4 times more compared with net profit earned during 9 months of the year 2006.

The main cause for the increase of company's sales and income was significant boost of prices in export market, especially in Western Europe, where the increase of income was seen at 26%. AB "Vilkyškių pieninė" exports more than 70% of its production to Germany, Italy, Finland, to other countries of the European Union, and to Russia. In accordance with the Report for the First Three Quarters of 2007, the company's net profit, which was earned from the export to EU countries, was almost 3 times higher compared with net profit, which was earned in Lithuania's market, and it amounted to 12.6%.

#### 4. Whey processing workshop started operating

In June 2007 up-to-date whey processing workshop of AB "Vilkyškių pieninė" started operating. Total value of whey processing workshop of AB "Vilkyškių pieninė" amounts to more than LTL 8.3 million. AB "Vilkyškių pieninė" received the support of LTL 3.45 million from the European Union Structural Funds for the modernization of cheese production workshop and whey processing project. The first part of support of LTL 1.2 million was received in 2007, and the remaining part of support will be received by the middle of the year 2008.

Investments provided the company with possibility to increase the effectiveness of production and production quality control, moreover, it allowed effective reduction of waste. Until now the company has not processed whey by itself. The newly opened whey processing workshop is almost fully automated, only two people work there.

## 5. UAB "Modest", which is owned by AB "Vilkyškių pieninė", was provided with the support of LTL 2.1 million from the European Union Structural Funds

In 2007 UAB "Modest" renewed specialized milk and diary products transport fleet. The company plans to modernize production processes by launching new technologies of milk processing and modern production-packaging line of "Mozzarela" cheese, which is the main product produced by the company. These plans correspond with strategy of higher value added products production of the Group of Companies of AB "Vilkyškių pieninė". The support form the EU Structural Funds will comprise 44% of all project value of UAB "Modest". The company expects to receive the first part of support in the beginning of the year 2008.

#### 6. AB "Vilkyškių pieninė" concluded Market Making Contract

In autumn 2007 AB "Vilkyškių pieninė" entered into Market Making Contract with Financial Broker Company UAB "Orion Securities". AB "Vilkyškių pieninė" has become the first quoted company in Vilnius Stock Exchange, the shares of which are provided with the market making service.

#### 7. Shares of AB "Vilkyškių pieninė" are quoted in the Official List of Vilnius Stock Exchange

In September 2007 AB "Vilkyškių pieninė" sold 11.72% of its shares to long-term foreign investors. Later, in the beginning of November, 1.1% or 102 872 shares of AB "Vilkyškių pieninė" were distributed to small investors during the auction. After the auction, during the period of several weeks, 1.97% or 184 057 pieces of all shares have been sold. Totally 25.10% of free float of AB "Vilkyškių pieninė" was distributed in Vilnius Stock Exchange. On the 1st of January 2008 AB

"Vilkyškių pieninė" was registered in the Official Trade List of Vilnius Stock Exchange, as it had distributed the necessary number of shares. Such decision was taken on the 17<sup>th</sup> of December 2007 in the Board Meeting of Vilnius Stock Exchange.

The transition of the company from the Secondary Trade List to the Official Trade List of Vilnius Stock Exchange, higher requirements to which are applied, is a purposeful and planed step that may be assessed as a new stage of quality and maturity of company's activity. It is likely that the quotation of shares in the Official Trade List will increase the liquidity of shares as well as the visibility and value of the company itself as investors pay more attention on these companies the securities of which are included in the Official Trade List.

#### 8. Other

AB "Vilkyškių pieninė" is one of the most modern cheese factories in Lithuania which occupies about 15% of Lithuanian cheese market. According to this criterion, the company takes the fourth place among the producers of the country. Currently, the number of employees of AB "Vilkyškių pieninė" is 353, and together with the employees of UAB "Modest", which is owned by AB "Vilkyškių pieninė", the total number of employees amounts to 453.

The main activity of the company is the production of cheese, melted cheese, smoked cheese and butter. The company specializes in production of fermented cheese, while butter, butter blends, cream and melted cheese are produced in order to use raw materials and production capacity rationally.

Currently AB "Vilkyškių pieninė" produces cheeses of 29 brand names.

Audited consolidated Annual Financial Statement of AB "Vilkyškių pieninė" will be announced on the 10<sup>th</sup> of April 2008.