

# **AB Vilkyškių pieninė** **Group**

The results of 12 months of 2010

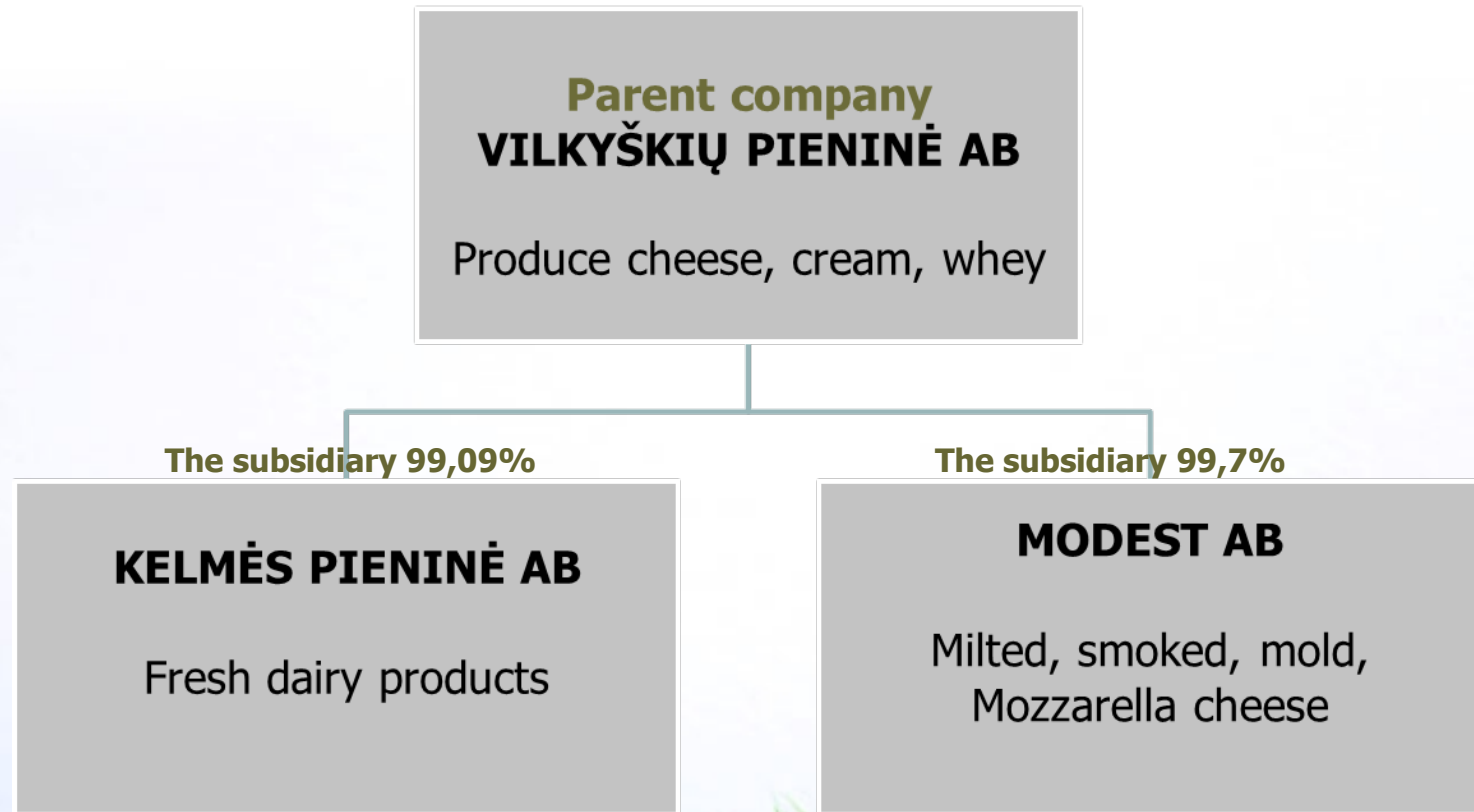


# About the Company

- AB Vilkyškių pieninė was established in 1993
- As at 31 December 2010 the Group had 755 employees
- Core business of AB Vilkyškių pieninė Group is production of dairy products.
- Securities issued by the Company have been included into the Current Trade List of Vilnius Stock Exchange. The shares are listed in the Official List of Vilnius Stock Exchange.
- Standards: ISO 9001:2000 and ISO 22000:2000.



# Group of Companies





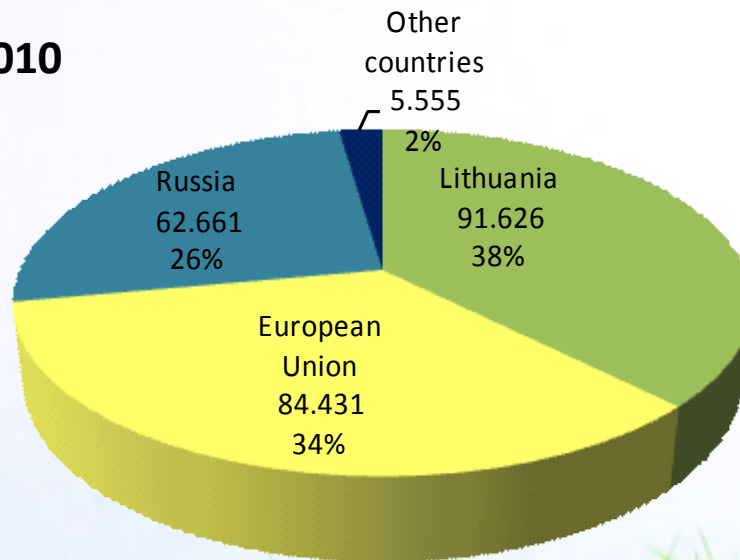
# Significant events in 2010

- Dividends, amounting to LTL 1.094 thousand, paid out (LTL 0.10 per 1 share);
- AB Kelmės pieninė received Export Licence to Russia;
- Decided to increase in share capital of AB Modest from LTL 0.6 to 5.6 million;
- Marketing and Quality Departments established;
- Main investments include investment in cottage cheese production technologies also freezing and cheese cutting and packing equipment;
- Started the project of stock management system;
- Made the next audit of ISO 9001:2000 and ISO 22000:2000.

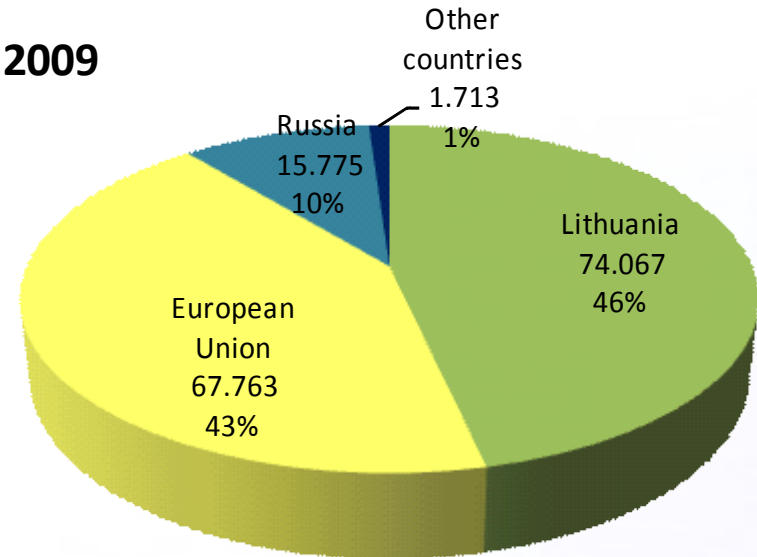


# Specification of markets per revenue

**2010**

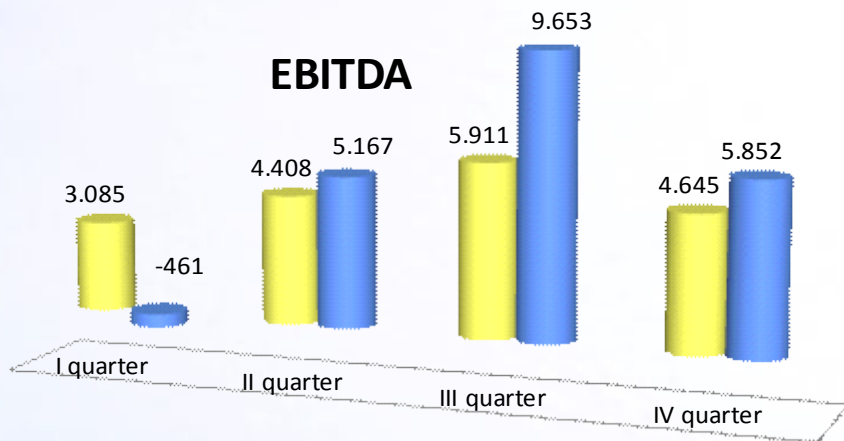


**2009**

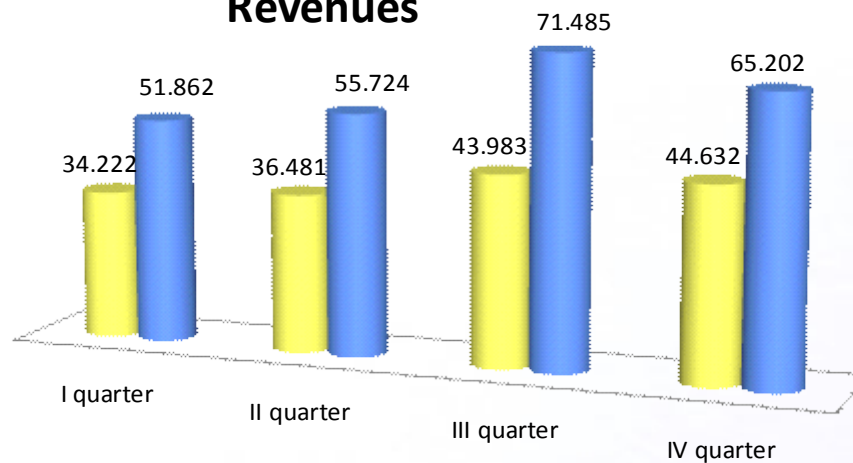


# Financial indicators for the last 3 quarters (in LTL thousand)

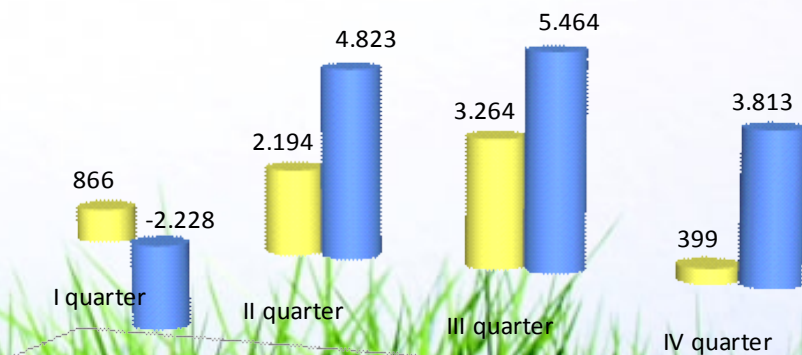
## EBITDA



## Revenues



## Net profit (loss)



2009

2010





# Main financial indicators

| (Thousands LTL)               | October -<br>December<br>2010 | October -<br>December<br>2009 | Change<br>(percent) | 2010    | 2009    | Change<br>(percent) |
|-------------------------------|-------------------------------|-------------------------------|---------------------|---------|---------|---------------------|
| Revenue                       | 65.202                        | 44.632                        | 46,1                | 244.273 | 159.318 | 53,3                |
| EBITDA                        | 5.852                         | 4.645                         | 26,0                | 20.211  | 18.049  | 12,0                |
| EBITDA margin                 | 9,0%                          | 10,4%                         |                     | 8,3%    | 11,3%   |                     |
| Amortisation and depreciation | 1.566                         | 1.586                         | -1,3                | 6.645   | 6.731   | -1,3                |
| Net profit                    | 3.813                         | 399                           | 855,6               | 11.872  | 7.972   | 48,9                |
| Profit margin                 | 5,8%                          | 0,9%                          |                     | 4,9%    | 5,0%    |                     |
| Basic earnings per share      | 0,46                          | 0,27                          | 70,4                | 0,99    | 0,56    | 76,8                |
| Quantity of purchased milk    | 46.295                        | 38.875                        | 19,1                | 181.643 | 151.150 | 20,2                |
| Investments                   | 1.406                         | 555                           | 153,3               | 6.181   | 2.613   | 136,5               |
| Net financial debt            | 40.700                        | 55.256                        | -26,3               | 40.700  | 55.256  | -26,3               |



Consolidated sales income in 2010, compared with the same period of last year, increased by 53 percent.

The reasons can be disclosed as following:

- increased production volume (we processed 30 percent more raw milk);
- increased quantities of export;
- due to increased demand in dairy products at the beginning of the year, we reduced a part of stock;
- due to increase in sales prices by approximately 30 percent of some exported products.





# **Nearest plans**

## **Investments into production:**

- Installation of new premises for cheese storage and ripening;
- Acquisition of equipment for a more convenient packaging for final consumer, development of energy sector (cold, heat and electricity).

## **Sales plans:**

- Development of markets of fresh dairy products;
- Purposeful creation and strengthening of Company's and certain trade marks, both in Lithuanian and foreign markets;
- Development of assortment by proposing exceptional cheese brands and desert dairy products in the market.
- Development of export in Ukrainian, Kazachian and Belarussian markets as well as seeking of new markets in Near East.



# Contacts

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