

#### **Confirmation of the Responsible Persons**

Telšiai, September 2024

We, the undersigned, Robertas Pažemeckas, Director General of Žemaitijos pienas, AB, and Dalia Gecienė, Chief Accountant, confirm that, to the best of our knowledge, unaudited consolidated financial statements of 6 months of the year 2024 have been prepared according to the accounting standards applied, they correspond to the facts and represent the property, obligations, financial status, profit or losses and cash flows of the Company and Group of Companies fairly and consolidated semi-annual report contains correct business development and activity review, the status of the Company and Group of Companies as well as the description of the main risks and uncertainties encountered.

**Director General** 

Robertas Pažemeckas

Chief Accountant

kcinė bendrovė ŽEMAITIJOS R 663.

Dalia Gecienė



# ŽEMAITIJOS PIENAS, AB SET OF CONSOLIDATED AND SEPARATE UNAUDITED FINANCIAL STATEMENTS FOR 1st HALF OF 2024



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Set of consolidated and separate financial statements for 1st half of 2024

(All amounts are indicated in thousands of EUR unless provided otherwise)

#### I.STATEMENTS OF FINANCIAL POSITION

	Notes	The	Group	The C	ompany
ASSETS	_	30-06-2024	31-12-2023	30-06-2024	31-12-2023
Fixed assets					
Intangible assets	4	160	144	160	144
Tangible assets	4	72.598	66.559	64.935	58.868
Investments for sale	5	2.350	2.551	2.332	2.468
Right-of-use-asset	6	1.072	1.367	1.072	1.367
Investments into subsidiaries		_	-	3.150	3.150
Loans granted, long receivables	8	1.812	1.400	1.812	1.400
Others fin., invest. assets		-	_	-	-
Deferred profit tax assets	7	362	293	464	395
Total amount of fixed assets		78.354	72.314	73.925	67.792
Current assets					
Stock	9	46.679	50.580	45.054	48.225
Advance payments		1.066	426	1.030	388
Receivables from the buyers	10	27.259	23.273	27.199	23.235
Other receivables	11	2.288	1.636	2.288	1.636
Cash and cash equivalents	12	25.072	18.246	21.348	15.905
Total amount of current assets	_	102.364	94.161	96.919	89.389
ASSETS IN TOTAL	_	180.718	166.475	170.844	157.181
	_	1000.10	1000		
EQUITY AND LIABILITIES					
Capital and reserves					
Share capital	13	12.104	12.104	12.104	12.104
Own shares (-)		(389)	(389)	(389)	(389)
Required reserve		1.403	1.403	1.403	1.403
Other reserves		10.200	10.200	10.200	10.200
Undistributed profit		108.491	98.841	100.669	92.020
Equity of the shareholders of	_				
the parent company		131.809	122.159	123.987	115.338
Minority interest		1.714	1.585	-	-
Equity in total	_	133.523	123.744	123.987	115.338
Long-term liabilities					
Support received		2.305	2.445	2.086	2.175
Loans	14	11.422	7.041	11.422	7.041
Liabilities arising from the	15	1 126	1 106	1 106	1 106
financial lease	15	1.126	1.126	1.126	1.126
Liabilities arising from the					
deferred profit tax		_	_	_	_
Other long-term liabilities	_	3.862	3.862	3.669	3.669
Total amount of long-term		18.715	14.474	18.303	14.011
liabilities		101/10	<b>1</b>	10.00	1
Short-term liabilities					
Loans	14	1.183	2.933	1.183	2.933
Liabilities arising from the	15	390	796	390	796
financial lease	16				
Trade debts	16	17.971	15.389	18.843	15.751
Payable profit tax	4.5	-	2.295	- 0.120	2.225
Other payable amounts	17 _	8.936	6.844	8.138	6.127
Total amount of short-term liabilities		28.480	28.257	28.554	27.832
Liabilities in total	_	47.195	42.731	46.857	41.843
EQUITY AND LIABILITIES					



#### II. STATEMENTS OF COMPREHENSIVE INCOME

#### The Group

		Jan-Jun 2024	Jan-Jun 2023
Sales	3	147.547	136.654
Cost of sales		(115.850)	(115.167)
GROSS PROFIT		31.697	21.487
Operating expenses		(19.954)	(14.117)
Other operating income and expenses		463	153
(LOSS) PROFIT FROM OPERATIONS		12.206	7.523
Finance costs		(316)	(428)
Other financial income and expenses		593	154
(LOSS) PROFIT BEFORE TAX		12.483	7.249
Income tax (benefit) expense		(627)	(20)
TOTAL INCOME FOR THE PERIOD		11.856	7.229
ATTRIBUTABLE TO:	·		
Equity holders of the Company		11.856	7.238
Minority interest		(129)	(9)
		11.727	7.229
Basic and diluted earnings per share (EUR)		0,28	0,17

#### The Company

		Jan-Jun 2024	Jan-Jun 2023
Sales	3	146.924	136.257
Cost of sales		(116.913)	(115.265)
GROSS PROFIT		30.011	20.992
Operating expenses		(19.401)	(13.602)
Other operating income and expenses		466	130
(LOSS) PROFIT FROM OPERATIONS		11.076	7.520
Finance costs		(316)	(428)
Other financial income and expenses		593	154
(LOSS) PROFIT BEFORE TAX	-	11.353	7.246
Income tax (benefit) expense		(627)	(20)
TOTAL INCOME FOR THE PERIOD		10.726	7.226
ATTRIBUTABLE TO:			
Equity holders of the Company		10.726	7.226
Minority interest		_	_
•		10.726	7.226
Basic and diluted earnings per share (EUR)		0,26	0,17



# III. STATEMENT OF CHANGES IN EQUITY

The Group	Share capital	Own shares	Legal reserve	Reserves for own shares	Other reserves	Retained earnings	Equity	Minority interest	Total
Balance as of		· · · · · · · · · · · · · · · · · · ·							
31 December 2022	12.104	(389)	1.403	10.000	1.600	75.989	100.707	1.389	102.096
Dividends	-	-	-	-	-	-	-	-	-
Acquisition of own shares	-	-	-	-	-	-	-	-	-
Transfer to reserves	-	-	-	-	200	(200)	-	-	-
Reserves used	-	-	-	-	(1.600)	1.600	-	-	-
Net profit		-	-	-	-	7.238	7.238	(9)	7.229
Balance as of									_
30 June 2023	12.104	(389)	1.403	10.000	200	84.627	107.945	1.380	109.325
Balance as of									
31 December 2023	12.104	(389)	1.403	10.000	200	98.841	122.159	1.585	123.744
Dividends	-	-	-	-	-	(2.077)	(2.077)	-	(2.077)
Acquisition of own shares	-	-	-	-	-	-	-	-	-
Transfer to reserves	-	-	-	-	-	-	-	-	-
Reserves used	-	-	-	-	-	-	-	-	-
Other transfers	-	-	-	-	-	-	-	-	-
Net profit		-	-	-	-	11.727	11.727	129	11.856
Balance as of									
30 June 2024	12.104	(389)	1.403	10.000	200	108.491	131.809	1.714	133.523

The Company	Share capital	Own shares (-)	Legal reserve	Reserves for own shares	Other reserves	Retained earnings	Total
Balance as of							
31 December 2022	12.104	(389)	1.403	10.000	1.600	70.753	95.471
Dividends	-	-	-	-	-	=	-
Acquisition of own shares	-	-	-	-	-	-	-
Transfer to reserves	-	-	-	-	200	(200)	-
Reserves used	-	-	-	-	(1.600)	1.600	-
Net profit	-	-	=	-	-	7.226	7.226
Balance as of							
30 June 2023	12.104	(389)	1.403	10.000	200	79.379	102.697
Balance as of							
31 December 2023	12.104	(389)	1.403	10.000	200	92.020	115.338
Dividends	-	-	-	-	-	(2.077)	(2.077)
Acquisition of own shares	-	-	-	-	-	-	-
Transfer to reserves	-	-	-	-	-	-	-
Reserves used	-	-	-	-	-	-	-
Other transfers	-	-	-	-	-	-	-
Net profit	-	-	-	-	-	10.726	10.726
Balance as of							
30 June 2024	12.104	(389)	1.403	10.000	200	100.669	123.987





# IV.CASH FLOW STATEMENTS

	Jan-Jun 2024	Jan-Jun 2023	Jan-Jun 2024	Jan-Jun 2023
Cash flow from operating activities				
Profit (loss) for the period	11.856	7.229	10.726	7.226
Adjustments:				
Depreciation and amortization	3.444	3.344	3.171	3.112
Amortization of grants received Gain (loss) on disposal of non-current	(108)	(148)	(89)	(127)
assets	(133)	(9)	(133)	(9)
Corporate income tax expenses	(69)	(296)	(69)	(296)
Impairment of accounts receivable Impairment of property, plant and equipment	343	608	343	608
Impairment of inventories to net realizable value	(476)	(3.262)	(476)	(3.262)
Net financial expenses (income)	192	286	192	320
Elimination of non-cash items	_	_	-	-
Loss from liquidation of subsidiaries	_	_	-	-
Net cash flows from ordinary activities before changes in working capital	15.049	7.752	13.665	7.572
Changes in working capital:				
(Increase) decrease in inventories	4.378	17.306	3.647	15.433
(Increase) decrease in trade receivables	(4.329)	(1.640)	94.306)	(1.645)
(Increase) decrease in prepayments	(641)	(152)	(643)	(150)
(Increase) decrease in other receivables	(1.027)	639	(1.027)	595
(Decrease) increase in trade payables	2.582	2.406	3.092	3.237
(Decrease) increase other accounts payable	(260)	205	(338)	52
Corporate income tax paid	(1.482)	(511)	(1.413)	(511)
	-	-	-	-
Net cash flows from operating activities	14.270	26.005	12.677	24.583
Cash flows from (to) investing activities				
(Acquisition of intangible assets and property, plant and equipment.	(9.094)	(9.914)	(8.914)	(8.877)
Proceeds on sale of property, plant and equipment	283	55	283	48
Acquisition of subsidiaries	-	-	-	-
Acquisition of others investments	(3)	(167)	(3)	(167)
Repayment of loans granted	637	1.373	637	1.373
Loans granted	(674)	(577)	(674)	(577)
Interest received	318	79	318	79
Net cash flows (to) investing activities	(8.533)	(9.151)	(8.353)	(8.121)

#### ŽEMAITIJOS PIENAS, AB Company code 180240752, Sedos str. 35, Telšiai, Lithuania Set of consolidated and separate financial statements for 1<sup>st</sup> half of 2024 (All amounts are indicated in thousands of EUR unless provided otherwise)



IV.CASH FLOW STATEMENTS - continue

The Group

The Company

Jan-Jun 2024	Jan-Jun 2023	Jan-Jun 2024	Jan-Jun 2023	
-	-	-	-	
-	-	-	-	
-	-	-	-	
(31)	69	-	36	
4.381	3.724	4.381	3.724	
(1.750)	(16.037)	(1.750)	(16.037)	
(91)	(310)	(91)	(310)	
(316)	(428)	(316)	(428)	
(565)	(44)	(565)	(44)	
1.089	(13.026)	1.120	(13.059)	
6.826	3.828	5.444	3.403	
18.246	1.725	15.905	1.064	
25.072	5.553	21.349	4.467	
	(31) 4.381 (1.750) (91) (316) (565) 1.089	(31) 69 4.381 3.724 (1.750) (16.037) (91) (310) (316) (428) (565) (44)  1.089 (13.026)  6.826 3.828	(31) 69 - (31) 69 - (3181 3.724 4.381 (1.750) (16.037) (1.750) (91) (310) (91) (316) (428) (316) (565) (44) (565)  1.089 (13.026) 1.120  6.826 3.828 5.444	



#### V. EXPLANATORY NOTES

#### 1.GENERAL INFORMATION

Žemaitijos pienas, AB (hereinafter referred to as the Company) is a public limited liability company registered in the Republic of Lithuania. Its registered office is situated at the address Sedos st. 35, Telšiai, Lithuania.

The Company produces dairy products and sells them on the Lithuanian and foreign markets. The Company has a number of wholesale units with warehouses and vehicles in the biggest cities of Lithuania. The Company commenced its operations in the year 1984.

In 30.06.2024 and 31.12.2023 the Company's share capital was in EUR 12,103,875. The Company's capital had divided into 41,737,500 ordinary registered shares with a nominal value of EUR 0.29 each.

All shares have been issued, subscribed and paid up.

As at 30 June 2023 and 30 June 2024, the subsidiaries held no shares in the Company.

The Company's shares are traded on the Baltic Additional List of the Vilnius Stock Exchange.

On 30 June 2024, the balance of own shares amounted to 222,020 units for EUR 389 thousand.

On 30 June 2024, the Group was composed of Žemaitijos pienas, AB and its subsidiaries (hereinafter - the Group):

Subsidiary	Registered office of the Company	Interest of the Group's shares	Consolidated interest	Investments (cost price) 30 June 2024	Net assets 30 June 2024	Main activities
Šilutės Rambynas, ABF	Klaipėdos st. 3, Šilutė, Lithuania	87.82 %	87.82 %	3.150	14.071	Production and sale of cheese

On 30 June 2024, the Company had 1.282 employees, and the Group had 1.443 employees (on 30 June 2023 - 1.258 employees in the Company and 1.416 employees in the Group).

#### 2. ACCOUNTING PRINCIPLES

The consolidated interim financial statements for the six months' period ending 30 June 2024 are prepared in accordance with the International Financial Accounting Standards, as adopted by the European Union, includes IAS 34. In all material respects, the same accounting principles have been followed as in the preparation of financial statements for 2023 year.

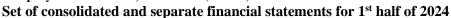
The presentation currency is euro. The financial statements are presented in thousands of euro, unless indicated otherwise. The financial statements are prepared under the historical cost convention.

Financial statements for the period ended 30 June 2024 are not audited. Financial statements for the year ended 31 December 2023 are audited by the external auditor Grant Thorton Baltic, UAB

#### 3. INFORMATION ABOUT THE SEGMENTS

For managerial purposes the activities of the Group and the Company are organized as a single main segment – the production and sale of dairy and cheese products (primary segment). Other products as addition (primary) segment consist of sales of milk, butter, milk whey, mineral water and other.







		Sales, EUF	R thousand	Variation in %
The Group			_	
		Jan-Jun 2024	Jan-Jun 2023	as comparing 01-06 2024 with 01-06 2023
Cheese and cheese products		62.779	55.213	13,70 %
Fresh dairy products		49.298	48.218	2,24 %
Other products		35.470	33.223	6,76 %
•	Total:	147.547	136.654	7,97 %
		Gross profit, I	EUR thousand	Variation in %
The Group				as comparing 01-06
		Jan-Jun 2024	Jan-Jun 2023	2024 with 01-06 2023
Cheese and cheese products		12.170	10.593	14,89 %
Fresh dairy products		14.811	14.704	0,73 %
Other products		4.716	(3.810)	224,78 %
	Total:	31.697	21.487	47,52 %
		G 1 TTT		
The Company	_	Sales, EUF	R thousand	Variation in %
The Company	_	Sales, EUF Jan-Jun 2024	thousand  Jan-Jun 2023	as comparing 01-06
The Company  Cheese and cheese products	_	·		as comparing 01-06
	_	Jan-Jun 2024	Jan-Jun 2023	as comparing 01-06 2024 with 01-06 2023
Cheese and cheese products	_	<b>Jan-Jun 2024</b> 61.431	<b>Jan-Jun 2023</b> 54.614	as comparing 01-06 2024 with 01-06 2023 12,48%
Fresh dairy products	Total:	Jan-Jun 2024 61.431 49.051	<b>Jan-Jun 2023</b> 54.614 47.958	as comparing 01-06 2024 with 01-06 2023 12,48% 2,28 %
Cheese and cheese products Fresh dairy products	Total:	Jan-Jun 2024 61.431 49.051 36.442	Jan-Jun 2023 54.614 47.958 33.685 136.257	as comparing 01-06 2024 with 01-06 2023 12,48% 2,28 % 8,18 % 7,83 %
Cheese and cheese products Fresh dairy products	Total:	Jan-Jun 2024 61.431 49.051 36.442 146.924	Jan-Jun 2023 54.614 47.958 33.685 136.257	as comparing 01-06 2024 with 01-06 2023 12,48% 2,28 % 8,18 % 7,83 %
Cheese and cheese products Fresh dairy products Other products	Total:	Jan-Jun 2024 61.431 49.051 36.442 146.924	Jan-Jun 2023 54.614 47.958 33.685 136.257	as comparing 01-06 2024 with 01-06 2023 12,48% 2,28 % 8,18 % 7,83 %
Cheese and cheese products Fresh dairy products Other products	Total:	Jan-Jun 2024 61.431 49.051 36.442 146.924  Gross profit, I	Jan-Jun 2023 54.614 47.958 33.685 136.257	as comparing 01-06 2024 with 01-06 2023 12,48% 2,28 % 8,18 % 7,83 %  Variation in % as comparing 01-06
Cheese and cheese products Fresh dairy products Other products  The Company	Total:	Jan-Jun 2024 61.431 49.051 36.442 146.924  Gross profit, I	Jan-Jun 2023 54.614 47.958 33.685 136.257 EUR thousand Jan-Jun 2023	as comparing 01-06 2024 with 01-06 2023 12,48% 2,28 % 8,18 % 7,83 %  Variation in % as comparing 01-06 2024 with 01-06 2023
Cheese and cheese products Fresh dairy products Other products  The Company  Cheese and cheese products	Total:	Jan-Jun 2024 61.431 49.051 36.442 146.924  Gross profit, I  Jan-Jun 2024 12.628	Jan-Jun 2023 54.614 47.958 33.685 136.257  EUR thousand  Jan-Jun 2023 10.875	as comparing 01-06 2024 with 01-06 2023 12,48% 2,28 % 8,18 % 7,83 %  Variation in % as comparing 01-06 2024 with 01-06 2023

In the "Other Products" segment, sales volumes and profitability of cream, butter, mineral water increased particularly in January-June 2024 compared to January-June 2023.

The sales of the Group and the Company according to the geographical segments (secondary segment) are provided hereunder:

The Group	Jan–Jun 2024	Jan-Jun 2023
Sales, thousands EUR		
Lithuania	74.003	68.121
EU countries	50.732	49.525
Other	22.812	19.008
In total	147.547	136.654



The Company	Jan-Jun 2024	Jan-Jun 2023
Sales, thousands EUR		
Lithuania	74.128	68.454
EU countries	50.290	49.110
Other	22.506	18.693
Total, EUR thousand:	146.924	136.257

#### 4. INTANGIBLE AND TANGIBLE NON-CURRENT ASSETS

Changes in **intangible assets of the Group** as of 30 June 2024:

The Group	Acquired rights	Computer software	Licenses, patents	Total
Acquisition cost				
As of 31 December 2023	429	165	340	934
- acquisition	42	-	18	60
- adding value	-	-	-	-
- sold or written-off assets	-	-	-	-
- transfers between accounts	-	-	-	-
As of 30 June 2024	471	165	358	994
Accumulated depreciation				
As of 31 December 2023	317	140	333	792
- amortization	33	7	4	44
- transfers between accounts	-	-	-	-
<ul> <li>amortization of transferred and written-off assets</li> </ul>	-	-	-	-
As of 30 June 2024	350	147	337	834
Net book value:				
As of 31 December 2023	112	25	7	144
As of 30 June 2024	121	18	21	160

Changes in **intangible assets of the Company** as of 30 June 2024:

The Company	Acquired rights	Computer software	Licenses, patents	Total
Acquisition cost				_
As of 31 December 2023	429	144	340	913
-acquisition	42		18	60
- adding value	-	-	-	-
-sold or written-off assets	-	-	-	-
-transfers between accounts	-	-	-	-
As of 30 June 2024	471	144	358	973
Accumulated depreciation				
As of 31 December 2023	317	119	333	769
-amortization	33	7	4	44
-amortization of transferred and written-off assets	-	-	-	-
-transfers between accounts			-	

#### ŽEMAITIJOS PIENAS, AB Company code 180240752, Sedos str. 35, Telšiai, Lithuania



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(All amounts are indicated in thousands of EUR unless provided otherwise)

As of 30 June 2024	350	126	337	813	
Net book value:					
As of 31 December 2023	112	25	7	144	
As of 30 June 2024	121	18	21	160	

In the period January-June 2024 amortization of non-current intangible assets of the Group and the Company amounts to EUR 44 thousand and EUR 44 thousand respectively.

Investments in the purchase of non-current intangible assets made by the Group and the Company in the period January - June 2024 amount to EUR 60 thousand and EUR 60 thousand respectively. As all the assets of the Group and the Company are located in Lithuania, all the investments were made in the Lithuanian geographic segment.

#### Changes in property, plant and equipment of the Group as of 30 June 2024

The Group	Land, buildings and constructions	Machinery and equipment	Vehicles	Other property, plant and equipmen t	Construction in progress and prepayments	Total
Acquisition cost As of 31 December 2023	27.809	98.246	13.148	5.330	12.504	157.037
-acquisition	-	726	585	242	7.404	8.957
-sold or written-off assets	(99)	(541)	(276)	(76)	-	(992)
-transfers to investing assets	-	-	-	-	-	-
-transfers from investing assets	707	-	-	-	-	707
-reclassification	-	2.603	-	-	(2.603)	-
-adding value	-	5	-	5	67	77
As of 30 June 2024	28.417	101.039	13.457	5.501	17.372	165.786
Accumulated depreciation As of 31 December 2023	11.010	66.037	9.655	3.776	-	90.478
-depreciation	284	2.058	364	199		2.905
-depreciation of written-off and sold assets -transfers to investing assets	(1)	(524)	(245)	(74)	-	(844)
-transfers from investing assets	642	-	-	-	-	642
-reclassification/	2	-	-	5	-	7
As of 30 June 2024	11.937	67.571	9.774	3.906	-	93.188
Accumulated impairment losses As of 31 December 2023	-	-	-	-	-	-
-impairment losses	-	-		-		-
-reversal of impairment	-	-	-	-	-	-
As of 30 June 2024	-	-	-	-	-	-
Net book value:						
As of 31 December 2023	16.799	32.209	3.493	1.554	12.504	66.559
As of 30 June 2024	16.480	33.468	3.683	1.595	17.372	72.598

#### Changes in property, plant and equipment of the Company as of 30 June 2024:

The Company	Land, buildings and constructions	Machinery and equipment	Vehicles	Other property, plant and equipment	Construction in progress and prepayments	Total
Acquisition cost As of 31 December 2023	24.297	88.007	11.738	4.777	10.838	139.657
-acquisition	-	722	573	227	7.329	8.851
-sold or written-off assets	(100)	(541)	(160)	(76)	-	(877)

#### Company code 180240752, Sedos str. 35, Telšiai, Lithuania



#### Set of consolidated and separate financial statements for 1st half of 2024

(All amounts are indicated in thousands of EUR unless provided otherwise)

-adding value	-	4	-	-	-	4
-reclassification	-	2.603	-	-	(2.603)	-
-transfers to accounts	-	-	-	-	-	-
investing assets						
As of 30 June 2024	24.197	90.795	12.151	4.928	15.564	147.635
Accumulated depreciation						
As of 31 December 2023	9.711	59.409	8.267	3.402	<u> </u>	80.789
-depreciation	260	1.834	363	180	-	2.637
-depreciation of written-	(1)	(524)	(127)	(74)	-	(726)
off and sold assets						
-reclassification	-	-	-	-	-	-
-transfers to investing	-	-	-	-	-	-
assets						
As of 30 June 2024	9.970	60.719	8.503	3.508	-	82.700
Accumulated impairment						
losses	-	-	-	-	-	-
As of 31 December 2023						
-impairment losses	-	-	-	-	-	-
-reversal of impairment		<u> </u>	-		<u> </u>	-
As of 30 June 2024	-	-	-	-	-	-
Net book value	<u></u>					
As of 31 December 2023	14.586	28.598	3.471	1.375	10.838	58.868
As of 30 June 2024	14.227	30.076	3.648	1.420	15.564	64.935
<del></del>						

For the period ending at 30 June 2024 the depreciation costs of the Group's and the Company's property, plant and equipment amounts to EUR 2.905 thousand and EUR 2.637 thousand respectively.

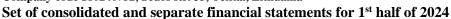
Investments in the the acquiring of non-current tangible and intangible assets made by the Group and the Company in January-June 2024 amounted to EUR 9.034 thousand and EUR 8.855 thousand. All the acquisitions above relate to the geographic segment of Lithuania.

#### 5. INVESTMENT PROPERTY

Changes in the investment assets as of 30 June 2024:

	The Group	The Company
Acquisition cost		
As of 31 December 2023	4.636	3.899
- acquisition	-	-
- transfers from long-term assets	-	-
- transfers to long-term assets	(707)	-
- sold or written-off assets	-	-
- reversal records	<del></del>	
As of 30 June 2024	3.929	3.899
Accumulated depreciation		
As of 31 December 2023	2.085	1.431
- depreciation	136	136
- transfers to long-term assets	(642)	-
- sold or written-off assets	-	-
- reversal records	<del></del> _	
As of 30 June 2024	1.579	1.567
Accumulated impairment losses		
As of 31 December 2023	<u> </u>	
-impairment losses	-	-
-reversal of impairment	<u> </u>	

#### Company code 180240752, Sedos str. 35, Telšiai, Lithuania





(All amounts are indicated in thousands of EUR unless provided otherwise)

As of 30 June 2024	•	-
Net book value, thousands EUR:		
As of 31 December 2023	2.551	2.468
As of 30 June 2024	2.350	2.332

The fair value of investment assets approximates its book value.

The Group's and Company's depreciation of the investment assets in the period January-June 2024 amounted to EUR 136 thousand and EUR 136 thousand respectively.

The Company's investment assets in 2024 and 2023 represents rented assets to ABF Šilutės Rambynas and UAB Čia Market and other companies.

All rent contracts are easily cancellable with a few months prior notice made by the lessee or the lessor.

#### 6. RIGHT-OF-USE-ASSET

As of 30 June 2024 the right-of use asset account to the following:

Group	Land, buildings and constructions	Movable property	Vehicles	Total
Acquisition cost				
As of 31December 2023	<b>2.546</b> 42	236	<del>-</del>	2.782 42
-acquisition -reclassification	42	-	-	42
	(254)	-	-	(254)
-the end of the contract	(254) <b>2.334</b>	226		2.570
Acquisition cost As of 30June 2024	2.334	236	-	2.570
Accumulated depreciation	4464			4.000
As of 31 December 2023	1.161	59	<del>-</del>	1.220
-depreciation -reclassification	315	39	-	354
-the end of the contract	(215)	-	-	(215)
	(215)	98	<del></del>	(215) <b>1.359</b>
Accumulated depreciation As of 30 June 2024	1.261	98	-	1.359
Impairment				40-
As of 31December 2023	181	14	<del>-</del>	195
-impairment losses	_	- (5)	-	-
-reversal of impairment	(51) 130	(5)	<u></u>	(56)
Impairment As of 30 June 2024	130	y	•	139
Net book value, thousands EUR:				
As of 31 December 2023	1.204	163	<u> </u>	1.367
As of 30 June 2024	943	129	<u>-</u>	1.072
Company	Land, buildings and constructions	Movable property	Vehicles	Total
Acquisition cost As of 31December 2023	2.546	236		2.782
-acquisition	42	-	-	42
-reclassification	-	-	-	-
-the end of the contract	(254)	-	-	(254)
Acquisition cost As of 30June 2024	2.334	236	-	2.570

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#### Set of consolidated and separate financial statements for 1st half of 2024

(All amounts are indicated in thousands of EUR unless provided otherwise)

1 11 11 11				
Accumulated depreciation	4.464	<b>=</b> 0		4 220
As of 31 December 2023	1.161	59		1.220
-depreciation	315	39	-	354
-reclassification	-	-	-	-
-the end of the contract	(215)	-	-	(215)
Accumulated depreciation As of 30 June 2024	1,261	98	-	1.359
Impairment				
As of 31December 2023	181	14	<u>-</u>	195
-impairment losses	-	-	-	-
-reversal of impairment	(51)	(5)	-	(56)
Impairment As of 30June 2024	130	9	-	139
Net book value, thousands EUR:				
As of 31 December 2023	1.204	163	-	1.367
As of 30 June 2024	943	129	-	1.072

#### 7. DEFERRED INCOME TAX ASSET

	The Group		The Company	
	2024 06 30	2023 12 31	2024 06 30	2023 12 31
Deferred income tax asset				
Accounts receivable	162	110	162	110
Inventories	210	282	131	203
Accrued vacation reserve	284	191	284	190
Other accrued expenses	694	698	649	654
Investment incentiv	-	-	-	-
Tax loss	93	93	-	-
Total deferred income tax asset, thousands EUR	1.443	1.374	1.226	1.157
Deferred income tax asset realization allowance	-	-	-	-
Deferred income tax asset (realization allowance)	1.443	1.374	1.226	1.157
Deferred income tax liability				
Difference in property, plant and equipment depretiation rates	(1.081)	(1.081)	(762)	(762)
Total deferred income tax liability, thousands EUR	(1.081)	(1.081)	(762)	(762)
Deferred income tax asset, net thousands EUR	362	293	464	395
•				

#### 8. LOANS GRANTED

The Group's and the Company's **granted loans** consisted of the following:

	The G	Froup	The Co	The Company	
	30 06 2024	31 12 2023	30 06 2024	31 12 2023	
Loans granted	2.457	2.421	2.457	2.421	
in a number of loans to related parties	273	300	273	300	
in number of loans to not related parties	-	-	-	-	
in a number of loans to farmers	1.853	1.849	1.853	1.849	
in a number of loans to employees	331	272	331	272	
Less: current portion of loans granted	(645)	(1.021)	(645)	(1.021)	

#### ŽEMAITIJOS PIENAS, AB Company code 180240752, Sedos str. 35, Telšiai, Lithuania Set of consolidated and separate financial statements for 1<sup>st</sup> half of 2024



(All amounts are indicated in thousands of EUR unless provided otherwise)

Non- current loans granted, thousands EUR	1 912	1.400	1 012	1.400	
Non- current loans granted, thousands EUR	1.012	1.400	1.012	1.400	

All granted loans are in EUR. The repayment term is from 1 to 9 years. 24 company's employees had a loan balance as of 30/06/2024. The average annual loan interest rate: 3%.

Loans have been granted to the employees as a motivating tool based on the Regulations for Provision of Loans to employees. A limit of the fund intended for provision of loans to the employees makes up EUR 232 thousand. On all occasion loans are being granted to a borrower after he/she undertakes to secure repayment of a loan by pledging his/her or another person's real property assets or using other means of security of repayment of a loan acceptable to the company (a credit institution guarantee or other). Upon assessment of a possible risk, liquidity of real estate assets being pledged and etc. a value of the real estate assets being pledged makes up from 100% to 200% of an amount being borrowed. 72 farmers had a loan balance as of 30/06/2024. Loans in the amount of EUR 571,178 thousand had been granted to farmers within the period from 01/01/2024 to 30/06/2024. The average interest rate on loans granted: 1month EURIBOR + 3,50%. All long-term loans have been granted with collateral (land have been pledged at market prices).

As of 30/06/2024 the associated company owed EUR 273 thousand to Klaipėdos pienas, AB. The loan has been granted with a variable/floating annual interest rate; a loan repayment period – the year 2029; the shares of Žemaitijos pienas, AB were pledged.

#### 9. STOCK

The Group's and the Company's **stock** consisted of the following:

	The Group		The Co	mpany	
	30 06 2024	31 12 2023	30 06 2024	31 12 2023	
Raw materials	6.184	6.743	5.421	5.957	
Finished goods and work in process	41.436	45.225	40.048	43.130	
Goods for resale	460	489	460	489	
•	48.080	52.457	45.929	49.576	
Less: write off to net realizable value	(1.401)	(1.877)	(875)	(1.351)	
Total, thousands EUR:	46.679	50.580	45.054	48.225	

#### 10. RECEIVABLES FROM THE BUYERS

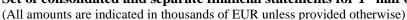
**Receivables of the Group and the Company** from the buyers consisted of the following:

_	The Group		The Co	ompany
<del>-</del>	30 06 2024	31 12 2023	30 06 2024	31 12 2023
Trade accounts receivable	24.905	22.087	24.855	22.068
Accounts receivable from related parties	2.781	1.270	2.771	1.251
<del>-</del>	27.686	23.357	27.626	23.319
Impairment allowance for bad debts of not related parties	(427)	(84)	(427)	(84)
Impairment allowance for bad debts of related parties	-	-	-	-
Net trade receivables, thousands EUR:	27.259	23.273	27.199	23.235

Changes in the impairment of doubtful receivables from the buyers are included in the profit (loss) statement as operating expenses.

Receivables from the buyers are free of interest and their term is usually from 30 to 90 days. The accounts receivable from the customer are recognized as impairment allowance for bad debts and are accounted in operating expense in the total income statement.







#### 11. OTHER RECEIVABLES

**Other receivables** of the Group and the Company consisted of the following:

	The Group		The C	Company
	30 06 2024	31 12 2023	30 06 2024	31 12 2023
Income tax receivables	-	-	-	-
Current portion of long-term loans granted	645	1.021	645	1.021
VAT receivable	1.199	520	1.199	520
Other receivables	1.096	747	1.096	747
Total:	2.940	2.288	2.940	2.288
Impairment allowance for bad other debts*	(652)	(652)	(652)	(652)
In total, thousands EUR	2.288	1.636	2.288	1.636

<sup>\*652</sup> EUR thousand - ADT Sp. Z. o. o. debt with interest – in 2023 from customers' debts to other receivables. *See more* 27.2 in 2023 financial reporting.

#### 12. CASH AND CASH EQUIVALENTS

The Group's and the Company's cash and cash equivalents consisted of the following:

	The Group		The C	ompany	
	30 06 2024	31 12 2023	30 06 2024	31 12 2023	
Cash at bank	24.914	18.092	21.190	15.751	
Cash on hand	32	26	32	26	
Guarantees	126	128	126	128	
Total, thousands EUR	25.072	18.246	21.348	15.905	

#### 13. EQUITY

As at 30 June 2024 and 31 December 2023 the authorised capital consisted of 41,737,500 ordinary registered shares with a par value of EUR 0.29 each. The value of the authorised capital is EUR 12,103,875.

In 2024 June 30 and in 2023 December 31 all the shares were fully paid.

During 2024 in the first half of the year and 2023 the Company did not acquire its own shares.

The required reserve is mandatory under legal acts of the Republic of Lithuania. It is necessary to transfer not less than 5 percent of the net profit each year until the reserve reaches 10 percent of the share capital. The Company's required reserve was fully formed. The required reserve may not be distributed to the shareholders.

Other reserves are formed according to the decision of the annual meeting of shareholders to distribute the profit and the Company's articles of association. These reserves can only be used for the purposes determined by the general meeting of shareholders. Following the valid Law on Companies, the Company's reserves other than required reserves must be restored to the distributable profit and redistributed if they have not been used or they are not planned to be used.

#### 14. LOANS RECEIVED

**The loans** of the Company and the Group as at 30<sup>st</sup> June 2024 (thousands EUR):

Creditor	Date of agreement	Loan maturity date	Currency	2024 06 30	2023 12 31
AB SEB bank – II-6	2018-06-11/2019-07-16	2024-03-30	EUR	-	1.000
AB SEB bank – I-7,5	2018-06-11/2022-06	2027-05-23	EUR	4.500	5.250
AB SEB bank – III-12,135	2018-06-11/2023-06	2028-06-07	EUR	8.105	3.724

#### ŽEMAITIJOS PIENAS, AB Company code 180240752, Sedos str. 35, Telšiai, Lithuania Set of consolidated and separate financial statements for 1<sup>st</sup> half of 2024



(All amounts are indicated in thousands of EUR unless provided otherwise)

AB SEB bank – overdraft-12	2018-06-11/2024-06	2026-06-30	EUR		<u>-</u>
Total, thousands EUR				12.605	9.974

In accordance with the amendment to the credit agreement signed between SEB bankas and the Company on 11 June 2018, the Company was granted a credit of EUR 6 million (Business Credit II) in July 2019. In the first half of 2024, the credit was fully repaid, with a repayment of EUR 1 million million

Pursuant to the additional amendments to the credit agreement signed between SEB bankas and the Company on 11 June 2018, the Company was granted a credit facility of EUR 7.5 million (Business Credit I) in June 2022. The purpose of the credit is to refinance investments of AB Žemaitijos pienas and ABF Šilutės Rambynas. In the first half of 2024, EUR 0.75 million of this credit was repaid.

In June 2023, SEB bankas signed an agreement with the Company for the provision of a EUR 12.135 million credit facility (Business Credit III), in accordance with the additional amendments to this credit agreement. The additional security for this contract is the construction of a wind farm with all its appurtenances and equipment. As at 31 December 2023, the Company had already drawn down EUR 3.724 million under this credit facility, and during the first half of 2024 SEB bankas has made an additional EUR 4.381 million available under this agreement. The last day of the credit facility is 31 December 2024.

On 25 June 2024, an additional agreement was signed between SEB bankas and the Company to reduce the Account overdraft limit I of EUR 18 million granted in August 2022 to a total amount of EUR 12 million and to extend the last repayment date of the limit until 30 June 2026. The security for the performance of the obligations under the credit agreement: the Company's current account with AB SEB bankas and the immovable and movable property located at Klaipėdos st. 3, Šilutė.

In addition to the credit agreement, the Company signed a financial ratios and other commitments agreement with AB SEB bankas. The financial indicators and non-financial commitments set out in the contract are met.

During January-June 2024 EUR 1,750 thousand was repaid in accordance with the obligations of the credit agreement dated 11-06-2018.

On 30 June 2024, the balance of loans of the Group and the Company amounted to EUR 12,605 thousand.

#### 15. LIABILITIES UNDER THE FINANCIAL LEASE CONTRACT

As at 30 June 2024, finance lease liabilities of the Group and the Company included liabilities from lease contracts concluded with the leasing companies and liabilities for the right-of-use asset.

The Group	30 06 2024	31 12 2023
Within one year	390	796
In the second to fifth years	1.126	1.126
Total: liabilities arising from financial lease	1.516	1.922
The Company	30 06 2024	31 12 2023
Within one year	390	796
In the second to fifth years	1.126	1.126
Total: liabilities arising from financial lease	1.516	1.922

#### 16. PAYABLE AMOUNTS

Here are the terms of financial liabilities:

Trade debts are free from interest and are usually repaid within a period of 30 days.

Payable interest is usually paid on a monthly basis over the entire financial year.	
---	--

The Group		The Co	mpany
30 06 2024	31 12 2023	30 06 2024	31 12 2023







(All amounts are indicated in thousands of EUR unless provided otherwise)

Total, thousands EUR	17.971	15.389	18.843	15.751
Prepayments	788	734	770	662
Payables to related parties	318	184	2.336	1.816
Payables to suppliers	16.865	14.471	15.737	13.273

#### 17. OTHER PAYABLE AMOUNTS

Other payable amounts consisted of the following:

-	The Group		The Con	ipany
	30 06 2024	31 12 2023	30 06 2024	31 12 2023
Vacation reserve	2.087	1.464	1.891	1.269
Bonuses for employees	-	-	-	-
Wages and salaries payable	1.797	1.607	1.620	1.447
Social security payable	766	1.113	688	1.004
Dividends payable	2.296	772	2.296	772
Payables based on defined obligations to employees	762	762	654	654
Accrued expenses	297	288	297	288
Taxes payable, other than income tax	728	753	669	662
Other short-term liabilities	203	85	23	31
Total, thousands EUR:	8.936	6.844	8.138	6.127

Outstanding balances at the end are unsecured and interest free for them.

Other payable amounts are free from interest and have approximately a repayment term of one month.

#### 18. RELATED PARTY TRANSACTIONS

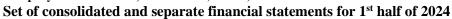
Related parties of the Group and the Company are:

- the parties that control, are controlled by or are under common control with the Company;
- the parties that can have material impact on the activities of the Company;
- the parties that are management members of the Company or its parent company;
- the companies that are under control or material impact of the aforesaid persons.

#### The main related parties of the Group and the Company are:

Item No.	Company Name	Company Details	Nature of Main Activities
1.	Šilutės Rambynas, ABF	Company code: 277141670; address: Klaipėdos g. 3, Šilutė, LT-99115	Dairy activities and cheese making
2.	Žemaitijos pieno investicija, AB	Company code: 300041701; address: Sedos g. 35, Telšiai , LT-87101	Renting and operating own and rented real estate
3.	Klaipėdos pienas, AB	Company code: 240026930; address: Šilutės pl. 33, Klaipėda, LT-91107	Ice-cream production
4.	Čia Market, UAB	Company code: 141354683, address: Sedos g. 35A, Telšiai LT-87101	Retail trade in non-specialized stores.
5.	Muižas piens, SIA	Company code: 40003786632, address: Bauskas iela 58a-8, 5stavs room 507, Riga, LV-1004, Latvia	Wholesale trade in food products, marketing
6.	Samogitija, UAB	Company code: 302501454, address: Narutavičių g. 4, Telšiai, LT-87101	Production, transportation, storage, distribution, etc. of dairy and other food products.
7.	S.A.R. Dziugas France	Company code 751860669, adress: 10 Rue de Penthievre 75008, Paris	Production and sale of dairy products

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(All amounts are indicated in thousands of EUR unless provided otherwise)

8.	Dziugas USA L.L.C.	Company code: 0400754292, address: Five greentree centre, ste. 104, 525 Route 73 North Marlon, NJ08053, USA	Wholesale import, marketing of dairy products
9.	Dziugas Eesti OU	Company code: 14324189, address: Punane 56, Tallinn, Estonia	Wholesale import, sales and marketing of dairy products
10.	Dziugas Poland Spolk	Company code: 368496450, address: ul. Luki Wielke 5, Warsaw, Poland	Activities of agents trading in food and beverages
11.	Baltic Holding, UAB	Company code: 302688114, address: Igulos g. 18B -4, Klaipėda	IT services
12.	Nepriklausoma tyrimų laboratorija, UAB	Company code: 110824551, address: Narutavičių g. 4, Telšiai	Laboratory and other tests of materials and analysis services
13.	Dziugas Deutschland GmbH	Company code HRB 154342, adress: Neuer Wall 41, 20354 Hamburg, Deutchland	Marketing and product sales
14.	Dziugas Hungary Kft	Company code 01-09-325932, adress 1064 Budapest, Podmaniczky u. 57.2 emelet 14, Hungary	Wholesale import, sales and marketing of dairy products
15.	Dziugas UK Ltd	Company code: 11405400; address: 10 Bloomsbury Way, London WC1A 2SL, United Kingdom	Activities of agents trading in food and beverages
16.	Danutė Pažemeckienė	Virvytės 36, Telšiai	Rent of premises

#### Sales to and purchases from related parties (EUR thousand):

	The Group		The Company	
	Jan-Jun 2024	Jan-Jun 2023	Jan-Jun 2024	Jan-Jun 2023
1) Sales				
Sales of goods				
To the Group				
Šilutės Rambynas ABF	<u> </u>	<u> </u>	1.038	505
	-	-	1.038	505
To Related parties				
Klaipėdos pienas AB	1.091	1.008	1.072	974
Čia Market UAB	2.593	2.629	2.593	2.629
Muizas piens SIA	238	396	238	396
Dziugas Hungary Kft	363	217	363	217
Dziugas Eesti OU	-	0	-	0
Dziugas Deutchland GmbH	-	(1)	-	(1)
Dziugas Poland Spolk	920	723	920	723
Dziugas UK Ltd	1.110	335	1.110	335
UAB Nepriklausoma tyrimų laboratorija	17	9	16	8
Dziugas USA LLC	-	-	-	-
_	6.332	5.316	6.312	5.281
Sales of inventory and services				
To the Group				
Šilutės Rambynas ABF	-	-	27	12
	-		27	12
To Related parties				
Klaipėdos pienas AB	347	342	347	341
Žemaitijos pieno investicija AB	32	36	32	36
Samogitija UAB	0	0	0	0
Čia Market UAB	211	199	205	195
Muizas piens SIA	3	2	3	2
UAB Nepriklausoma tyrimų laboratorija	42	60	30	34
Dziugas Deutschland GmbH	1	0	1	0
Dziugas Hungary Kft	5	5	5	5
Dziugas Eesti OU	3	5	3	5
Dziugas UK Ltd	-	1	-	1
S.A.R. Dziugas France	1	1	1	1
Dziugas Poland Spolk	47	19	47	19

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# Set of consolidated and separate financial statements for 1st half of 2024

(All amounts are indicated in thousands of EUR unless provided otherwise)

	692	670	674	639
Total Sales:	7.024	5.986	8.051	6.437

	The Group		The Cor	npany
	Jan-Jun 2024	Jan-Jun 2023	Jan-Jun 2024	Jan-Jun 2023
2) Purchases From the Group				
Šilutės Rambynas ABF	-	-	7.142	6.291
•	-		7.142	6.291
From Related parties				
Klaipėdos pienas AB	49	43	49	43
Žemaitijos pieno investicija AB	467	470	467	470
Čia Market UAB	708	682	707	682
Muizas piens SIA	219	207	219	207
UAB Nepriklausoma tyrimų laboratorija	789	644	610	571
UAB Samogitija	9	-	9	-
Dziugas Poland Spolk	349	402	349	402
Dziugas UK Ltd	-	179	-	179
Dziugas Deuthland GmbH	40	28	39	28
Dziugas Hungary Kft	162	195	162	195
Dziugas Eesti OU	191	165	191	165
Dziugas USA LLC	-	-	-	-
S.A.R. Dziugas France	-	57	-	57
Danutė Pažemeckienė	58	57	58	57
	3.041	3.129	2.860	3.056
Total Purchases:	3.041	3.129	10.002	9.347

# Balances outstanding with related parties 30 06 2024:

30 00 2024.				
	The Group		The Company	
	30 06 2024	31 12 2023	30 06 2024	31 12 2023
3) Accounts receivables and financial debts 30 06			·	
2024				
From Group				
Šilutės Rambynas ABF	-	-	-	-
	-	-	-	
From Related parties				
Klaipėdos pienas AB ( with finacial debts )	1.834	477	1.825	461
Čia Market AB	559	709	558	707
Muizas piens SIA	20	128	20	128
Dziugas France S.A.R.	-	8	-	8
Dziugas Hungary Kft	62	30	62	30
Dziugas Deutshland GmbH	-	1	-	0
Dziugas Eesti OU	-	-	-	-
Dziugas Poland Spolk	169	81	169	81
Dziugas UK Ltd	410	136	410	136
Total receivables - 30 06 2024:	3.054	1.570	3.044	1.551

#### ŽEMAITIJOS PIENAS, AB Company code 180240752, Sedos str. 35, Telšiai, Lithuania Set of consolidated and separate financial statements for 1<sup>st</sup> half of 2024



(All amounts are indicated in thousands of EUR unless provided otherwise)

	The Group		The Cor	npany
	30 06 2024	31 12 2023	30 06 2024	31 12 2023
4) Balances of payables				
To Group				
- Šilutės Rambynas ABF	-	-	2.052	1.661
	-	-	2.052	1.661
To Related parties				
Žemaitijos pieno investicija UAB	101	16	101	16
UAB Cia Market	-	-	-	-
Klaipėdos pienas AB	-	-	-	
Muizas piens SIA	-	-	-	-
Dziugas Poland Spolk	-	-	-	
Ddziugas Deutschland GmbH	-	-	-	
UAB Samogitija	11	11	11	11
Dziugas Eesti OU	30	32	30	32
UAB Nepriklausoma tyrimų laboratorija	177	126	142	96
Dziugas UK Ltd	-	-	-	
S.A.R. Dziugas France	-	-	-	
Dziugas USA LLC	-	-	-	-
Danutė Pažemeckienė				
	319	185	284	155
Total payables - 30 06 2024:	319	185	2.336	1.816

As at 30 June 2024-2023, the Company has not recorded an impairment of the realisable value of related party receivables. As at 30 June 2024, the related party UAB Čia Market did not have any overdue receivables over 30 days past due.

The assessment of these doubtful debts is reviewed each financial year by checking the financial position of the party concerned, the market in which the party concerned is operating to forward looking factors (as described in Note 3 – Impairment of financial assets in financial statements for 2023).

The Company and the Group have concluded a number of transactions with related parties (AB "Žemaitijos pieno investicija" group companies) and the Group's profit and sales are significantly affected by transactions with AB "Žemaitijos pieno investicija" group. Transactions include the leasing of fixed assets, the sale of raw materials and the purchase of manufactured products (cheese) from ABF "Šilutės Rambynas", the sale of the finished products to UAB "Čia Market", and the sale of raw materials, production and services to AB "Klaipėdos Pienas".

#### 19. EVENTS AFTER THE REPORTING PERIOD

There were no events occurred after the reporting period that would influence financial results of the Group and the Company.



# ŽEMAITIJOS PIENAS, AB CONSOLIDATED SEMI-ANNUAL REPORT OF THE YEAR 2024

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#### **GENERAL INFORMATION**

#### Reporting period for which the report is developed

Consolidated semi-annual report is developed and submitted for period of January-June 2024 (hereinafter – Reporting period). Moreover, the report contains significant facts and data obtained after the end of the Reporting period. This document refers to ŽEMAITIJOS PIENAS, AB (hereinafter referred to as the Company or Issuer), Šilutės Rambynas, ABF (hereinafter referred to as the Group Company or Associated Company), and in cases when facts on both Companies are described and/or specified, the Companies shall refer to as the Companies of the Group.

#### **Brief history of the Company**

The beginning of ŽEMAITIJOS PIENAS, AB dates back to 1924, when Telšiai dairy plant of high capacity was incorporated. In the end of 1984 Telšiai dairy plant activity moved to new premises and operated until opening and privatization of Telšiai cheese plant which was one of the largest in the Baltic States. ŽEMAITIJOS PIENAS, AB was registered in the Register of Legal Entities on 23 June 1993 in Telšiai District Board and on 16 October 1998 it was re-registered in the Ministry of Agriculture of the Republic of Lithuania. Upon the decision of the General Meeting of Shareholders of 1 May 2004, it was reorganized by way of division, separating a part of assets, rights and liabilities, and establishing Žemaitijos pieno investicija, AB. Upon the decision of the General Meeting of Shareholders of 18 December 2019, the Company was reorganized by merging the Public Limited Liability Company Baltijos mineralinių vandenų kompanija, which after the merging on 10 January 2020 was deregistered from the Register of Legal Entities.

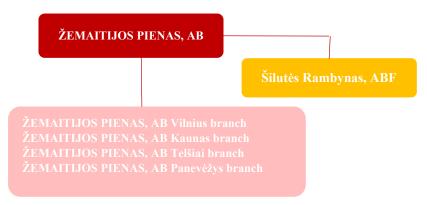
#### Company information and contact details

Name of the Company:	ŽEMAITIJOS PIENAS, akcinė bendrovė
Legal-organizational form:	Public Limited Liability Company
Company code:	180240752
VAT number:	LT802407515
Address:	Sedos g. 35, Telšiai, Lietuva
Telephone number:	+ 370 444 22201
Fax number:	+ 370 444 74897
E-mail:	info@zpienas.lt
Webpage:	www.zpienas.lt
Stock trading code:	ZMP1L
ISIN number:	LT0000121865
LEI number:	5299005U9E85Y55OHK45

Data on ŽEMATIJOS PIENAS, AB, are collected and stored in the State Enterprise Centre of Registers.



#### STRUCTURE OF THE GROUP



#### **ŽEMAITIJOS PIENAS, AB branches:**

Name of the branch	Information
Vilniaus branch	code: 123809154, address: Algirdo g. 40/13, Vilnius
Kaunas branch	code: 134853981, address: Taikos per.106 A, Kaunas
Telšiai branch	code: 110893017, address: Sedos g. 35, Telšiai
Panevėžys branch	code: 148133399, address: J. Janonio g. 9, Panevėžys

Branches of the Company fulfil the functions related to sale of goods (dairy products) within the set territory of the branch and take other actions or fulfil orders of the Company.

The Company has no incorporated representative offices.

# Subsidiary company - Šilutės Rambynas, ABF:

Name of the Company	Šilutės Rambynas, akcinė bendrovė (firma)
Legal-organizational form:	Public Limited Liability Company (firm)
Company code:	277141670
VAT number:	LT714167015
Authorised capital:	EUR 2,493,028.50
Office address:	Klaipėdos g. 3, Šilutė, Lietuva
Telephone:	+ 370 441 77442
Fax:	+ 370 441 77443
E-mail:	info@rambynas.lt



Basic activity of Šilutės Rambynas, ABF is the production and sale of fermented cheese and cheese products, as well as the production and sale of pasteurized cream, pasteurized whey and concentrated whey (NACE: C 10.5. Manufacture of dairy products; C 10.51. Operation of dairies and cheese making). Furthermore, the Company provides transportation and storage services, services related to servicing of milk buying-up points and other services.

Šilutės Rambynas, ABF has no incorporated branches and representative offices.

#### Main objectives and nature of economic activities

The Companies of the Group pursue economic and commercial activities (production, trade, provision of services, etc.) in order to get benefit for themselves and their shareholders. The objectives of the activity are the organisation and pursuing of the activities provided for in the Articles of Association to earn income and profit, satisfy the property interests of shareholders and the interests of employees. Basic activity of ŽEMAITIJOS PIENAS, AB is the development, production (NACE: C 10.5. Manufacture of dairy products; C 10.51. Operation of dairies and cheese making), and sales at Lithuanian and foreign markets of dairy products (fermented cheese and cheese products, prepackaged cheese and cheese products, processed cheese and cheese products, cream, cream cheese, butter, dairy spreads, mixed spreads, milk fat, pasteurised cream, buttermilk, whey, dried milk products, fresh dairy products (milk, cream, curd, cheese products, yoghurt, desserts, curd cheese, glazed curd cheese, and fermented dairy products)).

According to the ICB (Industry Classification Benchmark) widely used global company activity classification standard, ŽEMAITIJOS PIENAS, AB refers to the companies - everyday consumer goods - food, beverages and tobacco.

#### INFORMATION OF SALES OF SECURITIES BY THE ISSUER AT THE REGULATED MARKET

On 16 July 2004 the Company concluded a contract with Šiaulių bankas, AB, address: Tilžės g. 149, Šiauliai, under which management of securities accounts of the Company was delegated to Šiaulių bankas, AB competence as of 23 July 2004. The register (accounting) of securities of Šilutės Rambynas is kept by Šiaulių bankas, AB under the contract dated of 16 July 2004.

#### ŽEMAITIJOS PIENAS, AB shares, according to data of 30/06/2024

ISIN number: LT0000121865

Abbreviation: ZMP1L

List / segment: Baltic Secondary List

Nominal value: EUR 0.29

Name of securities: Ordinary registered shares

Issued number (pcs.): 41,737,500

Listed Issued number: 41,737,500

Number of shares with voting rights: 41,737,500

Listing start date: 13/10/1997

Listed in supplementary list: 13/10/1997

Share capital: EUR 12,103,875



Only the shares issued by the ŽEMAITIJOS PIENAS, AB are quoted on the supplementary list of NASDAQ OMX Vilnius (hereinafter referred to as Vilnius Stock Exchange) (Ticker symbol: ZMP1L). Securities of ŽEMAITIJOS PIENAS, AB were first time listed at Vilnius Stock Exchange on 13 October 1997. ISIN code of the securities: LT0000121865.

Below is the schedule of the Company's securities trading on the puclic exchange, from which it can be seen that from 2 January 2024 until 28 June 2024 the price of shares slightly increased, the change at the end of the reporting period is (+0.11 euros or + 6.47 %). Trading turnover of the Company's shares in 2024 in the first half of the year amounted to EUR 150,508.72, and 86,532 units of shares were transferred through concluded transactions. The average (weighted) selling price of one share is EUR 1.724.

During the reporting period, the sales volumes of shares and their price dynamics are demonstrated in the diagram (see below):



Historical data on shares is presented in the table below (see below):

#### SECURITY TRADING HISTORY

PRICE	2020	2021	2022	2023	2024
Open price €	1.74	1.86	1.81	1.82	1.69
High price €	1.88	2.18	1.98	1.9	2.28
Low price €	1.4	1.7	1.6	1.12	1,6
Last price €	1.85	1.8	1.8	1.69	2.18
Traded volume	119,288	403,496	211,247	234,080	126,049
Turnover mln €	0.21	0.77	0.38	0.41	0.23
Capitalization mln €	89.49	83.48	75,13	70.54	90.99



#### Dynamics of share prices in NASDAQ Vilnius, in the first half of the year 2024

Open price, EUR	Highest share price, EUR	Lowest share price, EUR	Closing price, EUR	
02-01-2024	26-06-2024	09-03-2024	28-06-2024	
1.80	1.89	1.6	1.81	

Securities of the Issuer have not been traded at other exchanges and other organised regulated markets.

#### Securities (shares) of Šilutės Rambynas, ABF

#### Šilutės Rambynas, ABF shares

ISIN number:	LT LT0000109217 LT 0000118945 LT 0000125668
Nominal value:	EUR 2.90
Securities:	Ordinary registered shares
Issued number (pcs.):	859,665
Listed issued number (pcs.):	Non-listed
Total number of voting rights granted by the shares:	859,665

Shares of Šilutės Rambynas, ABF have not been sold at Vilniaus Stock Exchange and other organised regulated markets.

ŽEMAITIJOS PIENAS, AB holds 87.82% of ordinary registered shares of Šilutės Rambynas, ABF (disposes both property and non-property rights without any restrictions). Šilutės Rambynas, ABF does not hold shares of ŽEMAITIJOS PIENAS, AB. Both Companies do not hold shares of each other neither based on orders nor on other contractual bases.

#### Dividends and other profit distributions

On 26 April 2024 the Ordinary General Meeting of Shareholders of ŽEMAITIJOS PIENAS, AB decided to allocate part of the profit to employee bonuses in the amount of EUR 200,00 and also allocated EUR 2,075,774 dividends to the shareholders. The shareholders of Šilutės Rambynas, ABF also did not pay dividens, and the shareholders of both Companies decided not to pay bonuses.

#### **Authorised capital**

As of 30 June 2024 the authorised capital of ŽEMAITIJOS PIENAS, AB consisted of:

Class, type of shares	Number of shares (pcs.)	Nominal value (EUR)	Total nominal value (EUR)	Share of the authorised capital (%)
Ordinary registered shares	41 737 500	0.29	12,103,875	100



All shares of the Company are fully paid up and were not the subject to restrictions on stock reassignment over the course of the reporting period. The Issuer is unaware of any individual agreements between the shareholders, which may result in restrictions on stock reassignment and (or) voting rights. According to the data available to the Company there are no shareholders who would have special control rights.

As of 30 June 2024, the authorised capital of Šilutės Rambynas, ABF consisted of:

Class, type of shares	Number of shares (pcs.)	Nominal value (EUR)	Total nominal value (EUR)	Share of the authorised capital (%)
Ordinary registered shares	859,665	2.90	2,493,028.5	100

All Šilutės Rambynas, ABF shares are fully paid up and are subject to no restrictions on stock reassignment. The Issuer is also unaware of any individual agreements between the shareholders, which may result in restrictions on stock reassignment and (or) voting rights. According to the Company's knowledge there are no shareholders who would have special control rights.

#### Share buyback, transfer, reduction of authorized capital

During the reporting period, the Company did not transfero or dispose 222,020 units of its own shares, did not enter into any other transactions, for example, the shares have not been pledged or otherwise restricted, their rights are not the subject to any other limitations or restrictions, there are no disputes or claims regarding these shares.

Šilutės Rambynas, ABF did not purchase own shares, it also does not hold own shares on other basis.

#### OVERVIEW OF ECONOMIC ACTIVITIES OF THE GROUP COMPANIES, RISKS AND OUTLOOK

#### Product safety and international recognition

ŽEMAITIJOS PIENAS, AB constantly invests in the renewal and modernization of the equipment of individual production units in order to: optimize production processes, ensure the efficiency of production risk management related to food safety and management efficiency.

In the first half of year 2024 the Company was assessed in accordance with various requirements of international food safety and quality management standards and compliance with them:

- during March 6, 2024 Bureau Veritas performed a risk assessment of ŽEMAITIJOS PIENAS, AB processes in accordance with FSSC requirements;
- 18 April 2024 an audit performed by the US Force (NATO) assessed the compliance of the mineral water production unit with the requirements of NATO;
- 10 June 2024 the Assessment of CB certificate requirements for Rainforest Alliance compliance and possible labelling;
- 12 June 2024 The Polish retailer "Žabka" carried out compliance of the processes of ŽEMAITIJOS PIENAS, AB with the established requirements of the retailer;
- In 14 February 2024 the competent Azerbaijan State Food and Veterinary Service performed a remote evaluation of the Company's processes and document verification. The result of the inspection is that ŽEMAITIJOS PIENAS, AB can supply products to the Azerbaijan market.

The conclusions of the audits: the Company meets the requirements of the above-mentioned international food safety standards recognized by the Global Food Safety Initiative (GFSI).



ŽEMAITIJOS PIENAS keeps pace with global trends in sustainability, environmental protection and circular production:

- optimising the amount of packaging materials used;
- assessing how to reduce the amount of plastic in product packaging without affecting the safety and quality of the product. In 2024, ŽEMAITIJOS PIENAS launched products with a change in milk packaging: organic milk Dobilas and ŽEMAITIJOS PIENAS 3.2% fat are marketed in the new Purepack packaging. In terms of sales in the first half of 2024, the change in packaging has led to a reduction of 11 tonnes of plastic released on the market (considering only the change in primary packaging). The new Purepack packaging has led to an increase in the use of recyclable packaging, with an additional reduction of 1.4 tonnes of plastic released on the market (assessed as group heat shrink film);
- tests are being carried out to replace the multi-component plastic labelled "70ther" with a single-component, (more easily recyclable) plastic. During the first half of 2024, several single-component structures have been selected and tested on products;
- corrugated cardboard boxes made of 100% recycled cardboard or by replacing part of the corrugated cardboard with recycled cardboard are used for packaging the product, after assessing and ensuring the logistical characteristics;
- changes to corrugated cardboard box designs have facilitated packaging and eliminated the use of adhesive tape. The changes were made in order to reduce the amount of corrugated cardboard, facilitate the work of the staff, optimise the available packaging materials and at the same time meet the shelf requirements of the supermarkets. In the first half of 2024, the packaging of 6 products was changed to a different box design. Comparing the weight of the new box design with the previous one, a saving of 28% of the weight of the box has been achieved, resulting in 17 tonnes less cardboard being put on the market. And from a logistics perspective, a 15% increase in pallet loading;
- in the first half of 2024, the project to replace corrugated cardboard containers for internal production needs (transport between production units) by a recyclable container continues;
- in 2024, ŽEMAITIJOS PIENAS was the first dairy producer in Lithuania to introduce the Purepack dairy packaging with a connected cap;
- tests on recycled PET packaging (PET bottles and shrink films) are being carried out.

In order to meet the requirements of export trade networks, the goals set for second half of 2024 are:

- 1. to continue certifications according to the current requirements of BRC and IFS food safety standarts;
- 2. to comply with the requirements of EU and other countries markets for food safety and product quality (by accepting evaluators/auditors in the Company);
- 3. meet the requirements of individual reguirements of EU food retailers for packaging and products;
- 4. to optimize processes within the company, with the aim of reducing the manual work of employees, saving energy resources.

Great attention is paid to the Company's employees, raising the qualifications of the Company's employees, participating in international exhibitions and conferences where equipment innovations and innovative technologies related to environmental protection and sustainability (waste recycling and circular production trends) are presented. Cooperation with scientific institutions is carried out, research is carried out in search of added values of products.

During the first half of 2024, the Company's main investment objective, as in previous years, was to increase its competitiveness, would solve environmental problems, improve the quality of products, the technical level of equipment and the working conditions and safety of employees.



Main directions of investments, as mentioned in 2023. in the annual report, were directed to the renewal of the equipment of the production units:

- 1. Completed investments of the cheese production unit due to replacement of more efficient cheese makers;
- 2. Separation-pasteurization and milk purification microfiltration equipment was installed;
- 3. Automated temperature and humidity maintenance system of ripening chambers;
- 4. The premises of the processed cheese department were expanded for the integration of new equipment and the improvement of the working conditions of employees;
- 5. An innovative cheese drying and cheese flour packaging line was installed;
- 6. Work on the processing of sour whey has begun (construction part, installation of premises, adjustment of engineering networks for the required power and other infrastructure preparatory work required for the installation of new equipment);
- 7. The wind farm project continues. The foundations have been completed, all the construction components of the wind power plant have been transported, and the power plant installation work has begun;
- 8. After assessing the increased capacities, the development of a feasibility study for the reconstruction of the fresh milk products production unit was started, due to the renovation and expansion of the premises, equipment and warehouses;
- 9. Small operational and repair works were carried out, which are inseparable from ongoing investments and operational works aimed at improving work safety, technical level of equipment, reducing difficult workplaces, reducing sewage pollution and improving the use of energy resources. The goal is that the equipment's standing, automation and technological processes ensure smooth operation and that the final product for the buyer is safe and of high quality.

#### **Products and trademarks**

Taking into account consumer expectations and needs, during the first half-year of 2024, new products were developed and successfully "mainstreamed" on the market:

- Curd cheese 22% fat,
- Fried cottage cheese with garlic and turmeric 22% fat,
- Smoked cottage cheese with garlic and drippings 22% fat,
- Kefir cocktail with mango 0.5% fat,
- Rambyno" processed cheese (slices), cheddar flavor 45% fat dry mass, 150 g,
- Crispy, dried hard cheese balls "Džiugas" 40% fat, package, 140 g,
- Crispy, dried cheese balls with caramelized onion flavor 45% fat, 140 g,
- Crispy, dried cheese balls with tomato flavor 45% fat, 140 g,
- Crispy, dried cheese balls with cream and onion flavor 45% fat, 140 g,
- Crispy, dried balls of hard cheese "Džiugas" 40% fat, package, 50 g,
- Crispy, dried cheese balls with caramelized onion flavor 45% fat, 50 g,
- Crispy, dried cheese balls with tomato flavor, 45% fat, 50 g,
- Crispy, dried cheese balls with cream and onion flavor 45% fat, 50 g,
- "Jums" glazed dessert with cocoa 24.5% fat, 38 g,



- "Jums" glazed dessert with vanillin 24.4% fat, 38 g,
- "Gaja" non-carbonated cactus and lemon flavored soft drink 1 l,
- "Gaja" non-carbonated cactus and lemon flavored soft drink 1.5 l,
- "Gaja" carbonated berry-flavored soft drink Tonic 1.5 l,
- "Gaja" carbonated bitter lemon flavored soft drink Tonic 1.5 l.

Every year brings new experiences and challenges to the Company, which encourage to move forward and spread the message to the world about the products of AB ŽEMAITIJOS PIENAS. The work done and the results achieved in the first half of 2024 contribute to the creation of the long-standing history of the Company.

The Company's products are appreciated and tasted not only in Lithuania, but also throughout the world. Hard cheese "Džiugas" celebrated the 22nd "Džiugas Day" in May of this year. This event was attended by invited guests from foreign countries such as Poland, Germany, Croatia, Hungary, Great Britain, Spain and other countries. During the event, cheese assessors tasted "Džiugas" cheese of different maturing, which they evaluated according to taste, smell, color and texture. Not only the guests but also the employees of the Company could enjoy this range of cheese flavors.

In June of this year, the annual "Pik-Nik Let's Tear" championships took place in Latvia and Estonia. The event was attended not only by children, but also by adults who gladly joined the event.

This year, the "Magija" brand stood out in terms of social activity, having organized promotions in Latvia and Estonia. The funds collected during the campaign in Estonia are intended for the purchase of missing equipment for the "Tartu" maternity hospital. In Latvia, consumers who purchased "Magija" cheeses on the ziedot.lv shopping platform supported children with autism spectrum syndrome. The implemented projects allowed the Company to contribute to a better tomorrow for children.

This year, two promotions of TOP 5 ŽEMAITIJA PIENAS brands took place in Poland and Hungary, in which the following brands participated: "Džiugas", "Pik-Nik", "Magija", "Rambino", "Jon-Chedar". In the Hungarian market, the campaign was carried out on the kifli.hu platform, during which the collected money was allocated to the "Heim Pàl" foundation.

In the Polish market, the campaign was carried out on the frisco.pl platform, and the collected funds were transferred to the "Odrobina Radości" foundation, the main purpose of which is the upbringing and education of children living in care institutions.

This year, the brands "Dobilas" and "Žemaitijos ilgaamžės tradicijos" surprised consumers with changes in the packaging of milk. The plastic packaging was replaced by the more environmentally friendly "Pure-Pak" packaging. This step allowed to contribute to the reduction of environmental pollution.

During the Easter holiday period, "Džiugas", "Pik-Nik" and "Germantas" product packages were labeled with special Easter stickers with the centenary logo. Such labeling of products spread the news about the approaching century of the Company. This year is special for AB ŽEMAITIJOS PIENAS, because it is celebrating its 100th anniversary. On this occasion, the advertising campaign of the century was carried out, evoking nostalgic feelings and inviting you to immerse yourself in a century-long journey through time that encourages development and growth.

This year is indeed special for AB ŽEMAITIJOS PIENAS, opening the door to even greater opportunities and meaningful projects. We have a lot of work and goals ahead of us, which are eagerly waiting to be implemented, and one of the most important projects still waiting for us this year is the preparation for the national campaign of the century in the Baltic countries.



#### **Financial information**

The Company has selected the key standard financial indicators for its analysis, which many companies use in their practice to analyse their financial data. The main financial performance indicators reflecting the activities of the Group and the Company for the first halfs of the 2023 and 2024 are as follows:

Financial indicators	The C	Group	The Company		
Financial indicators	First half of 2024	First half of 2023	First half of 2024	First half of 2023	
Turnover, thousands EUR	147,547	136,654	146,924	136,257	
Gross profitability, %	21.48	15.72	20.43	15.41	
Net profitability, %	8.04	5.29	7.30	5.30	
EBITDA, thousands EUR	16,135	10,873	14,751	10,659	
EBITDA profitability, %	10.94	7.96	10.04	7.82	
ROE profitability, %	8.88	6.61	8.65	7.04	
ROA profitability, %	6.56	4.48	6.28	4.69	
Current Ratio	3.59	2.79	3.39	2.75	
Quick Ratio	1.96	1.04	1.82	1.01	
Debt-to-Equity Ratio	0.35	0.48	0.38	0.50	
Debt Ratio	0.26	0.32	0.27	0.33	
Total investment to non- current assets, thousands EUR	9,094	9,914	8,914	8,877	

The formulas for calculation of the above-mentioned parameters and their description are provided on page 15-16 of Chapter Outcomes of Activities of the Companies of the Group of the Annual Report for 2023 m.

Operating expenses of the Company in the first half of 2024 (EUR 19.4 million) accounted for 13.2% of the turnover, while in the first half of 2023 the expenses (EUR 13.6 million) accounted for 9.98% of the turnover. Operating expenses of the Group (EUR 19.95 million) in the first half of 2024 accounted for 13.52% of the turnover, while in the first half of 2023 the expenses of the Group (EUR 14.2 million) accounted for 10.33% of the turnover. According to the data provided, it is clear that the operating increased due to the increase in wages of employees, increase in marketing costs. The managers of the group's companies distributed expenses responsibly, even though sales costs (wages, marketing funds) were increasing. The gross and net profitability of the Company and the Group increased, compared to the first half of last year, due to the increase in product sales prices in export markets.



ŽEMAITIJOS PIENAS, AB has been paying farmers a competitive price for high-quality milk production for many years. As can be seen from the data provided, in 2024, in the first half of the year, the amount of recalculated milk purchased amounted to - 230 thousand tons, that is 14.43 percent more compared to the same period in 2023. During this period in 2023 201 thousand tons of milk were purchased in the first half of the year. The average price of recalculated milk purchased during the reporting period was 331 EUR/t, which is 7.12 percent. more than compared to the first half of the 2023, when an average of 309 EUR/t was paid.

Comparison of amounts and prices of raw milk purchased by ŽEMAITIJOS PIENAS, AB in the first half of 2024 and the first half of 2023:

Purchase of raw milk (converted to basic fat content*)	First half of 2024	First half of 2023	Difference between the first half of 2024 and the first half of 2023	
Amount of purchased milk, thousands tons	230	201	14,43 %	
Milk purchase price, EUR/t	330	309	7,12 %	

<sup>\*</sup> The milk purchased is converted into a basic fat and protein content, using a specific coefficient.

The subsidiary Šilutės Rambynas, ABF does not buy raw milk directly from milk producers, raw milk is sold to it by ŽEMAITIJOS PIENAS, AB.

ŽEMAITIJOS PIENAS, AB bases its activities with milk producers on a fair and long-term partnership, encourages milk producers who have achieved the best results to continue to improve and spread their experience. The raw material department provides consultations to all farms on issues of improving milk quality, studies the qualitative and quantitative parameters of raw milk.

During the reporting period, the Company's sales amounted to 147,547 thousands euros. This is 7.97 percent. more compared to the same period of 2023, when sales reached 136,654 thousands euros.

ŽEMAITIJOS PIENAS, AB derives the largest part of its income from sales in Lithuania, which amount to more than half of the total income - 50.45 percent. (50.24 percent in the first half of 2023). In the reporting period, the income from sales in the countries of the European Union amounted to 34.23 percent from all income. Meanwhile, in 2023 in the same period, it was 36.04 percent from all income. Income from sales in other countries accounted for 15.32 percent (13.72 percent in the first half of 2023).

The highest turnover in 2024 Export countries in the first half of the year - Poland, Latvia, Germany, Italy, Estonia and other countries - Kazakhstan, USA, Ukraine, United Kingdom. The company's products are well known all over the world.

The sales of the Company and the Group according to geographic segments are presented below in tables 1 and 2.

Table 1. Sales of ŽEMAITIJOS PIENAS, AB, according to geograpical segments, in thousand euros:

Row No.	Geographic breakdown of sales, thousand euros	First half of 2024	Percentage from total revenue in the first half of 2024	First half of 2023	Percentage from total revenue in the first half of 2023	Change when comparing the I half of 2024 and I half of 2023
1	Lithuania	74 128	50.45%	68 454	50.24%	8.29%
2	EU countries	50,290	34.23%	49,110	36.04%	2.40%



3	Other countries	22,506	15,32%	18,694	13.72%	20.39%
4	Total:	146,924	100%	136,257	100%	7.83%

Table 2. Sales of Group companies by geographical segments, in thousand euros:

Row No.	Pardavimai pagal geografinius segmentus, tūkst. eurų	First half of 2024	Percentage from total revenue in the first half of 2024	First half of 2023	Percentage from total revenue in the first half of 2023	Change when comparing the I half of 2024 and I half of 2023
1	Lithuania	74,003	50.16%	68,121	49.85%	8.63%
2	EU countries	50,732	34.38%	49,525	36.24%	2.44%
3	Other countries	22,812	15.46%	19,008	13.91%	20.01%
4	Total:	147,547	100%	136,654	100%	7.97%

The sales of the Company and the Group by product groups are presented below in tables 3 and 4.

Table 3. Sales of ŽEMAITIJOS PIENAS, AB by product groups, thousand euros:

Row No.	Sales by groups of products, thousand euros	First half of 2024	Percentage from total revenue in the first half of 2024	First half of 2023	Percentag e from total revenue in the first half of 2023	Change when comparing I half 2024 to I half 2023
1	Fermented and processed cheeses	61,431	41.81%	54,614	40.08%	12.48%
2	Fresh dairy products	49,051	33.39%	47,958	35.20%	2.28%
3	Butter and spreads	17,252	11.74%	12,999	9.54%	32.72%
4	Dry dairy products	11,506	7.83%	14,505	10.65%	-20.68%
5	Other	7,684	5.23%	6,181	4.54%	24.31%
6	Total	146,924	100%	136,257	100%	7.83%

Table 4. Group sales by product groups, thousand euros:

Row No.	Sales by groups of products, thousand euros	First half of 2024	Percentage from total revenue in the first half of 2024	First half of 2023	Percentage from total revenue in the first half of 2023	Change when comparing I half 2024 to I half 2023
1	Fermented and processed cheeses	62,779	42.55%	55,213	40.40%	13.70%
2	Fresh dairy products	49,298	33.41%	48,218	35.28%	2.24%



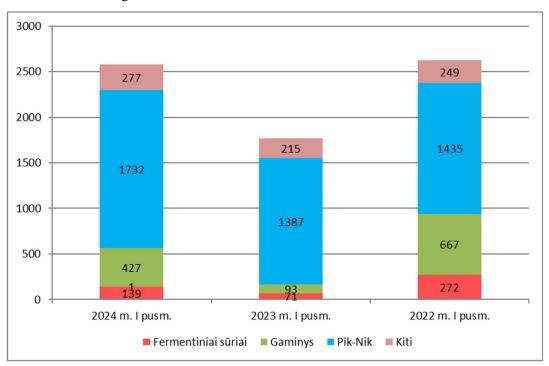
3	Butter and spreads	17,252	11.69%	12,999	9.51%	32.72%
4	Dry dairy products	11,506	7.80%	14,505	10.62%	-20.67%
5	Other	6,712	4.55%	5,719	4.19%	17.36%
6	Total	147,547	100%	136,654	100%	7.97%

Comparing I half-year of 2024 with 2023, the biggest change in turnover was in butter and spreads, which increased by 32.72%, driven by an increase in their average selling price. The average sales price of I half-year of 2024 compared with I half-year of 2023, increased by 8.11%). The increase in turnover of sales of fermented and processed cheeses by 12.48% is also due to an increase in demand. The decrease in turnover of sales of dried dairy products by 20.68% is due to an decrease in demand for skimmed milk and whey flour.

Other products include sales of raw cream, raw milk, water products, cassis and ice cream. Comparing I half-year of 2024 with I half-year of 2023, sales of other products increased by 24.31%, mainly due to an increase in the price of raw cream.

#### Overview of Šilutės Rambynas ABF activities

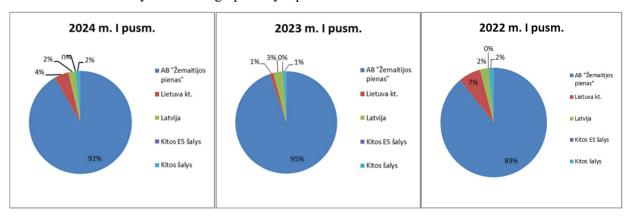
The Group Company specializes in cheese production. Production volumes (in tons) for the first halfs of 2023, 2022 and 2021 are shown in the histogram below:



During the Reporting period 2575 tons of cheese were produced, or 809 tons (45.8 %) more compared to the same period of 2023. The increase in production volumes was determined by the fact that in March – June 2023 during the period, reconstruction works were carried out, so when the production of fermented cheese and cheese products was temporarily suspended. For this reason, during first half of 2024 the production of fermented cheeses significantly increased by 566 tons (the increase was by 467 percent), while only 164 tons were produced in the first half of last year. Meanwhile, the production of cheese sausages increased by 345 tons or (24.9 percent) and of other cheeses by 62 tons (or 28.8 percent).



Most of the products produced in Šilutės Rambynas are sold through the parent company ŽEMAITIJOS PIENAS, AB. The structure of sales by markets is graphically represented:



During the first half of 204 total sale of products was 19,722 thousand euros. That is 5,338 thousand euros or 37.1% more compared to the same period in 2023, when sales amounted to 14.384 thousand euros. The increase was due to the reasons that are indicated above, production volumes were renewed after the reconstruction works.

For the same reason that large sales are carried out through the parent company, the company is not directly exposed to significant risks due to market uncertainty and customer reliability. In order to manage the risk of direct sales, customers are subject to a prepayment system for production or a deferral of payments, but transactions are prohibited within the insurance limit set by the trade credit insurance company "Coface".

#### Risk management (risk factors)

Financial and other risks, as well as their management, security means, other financial aspects are disclosed in Chapter 28 "Financial Risk Management" of the Explanatory Note of the Annual Audited Financial Statements of 2023, it is also described in details in Consolidated Management Report of ŽEMAITIJOS PIENAS, AB for 2023 (Chapter "Key Risk Factors and Risk Management"). There were no essential changes in the first half of 2024.

The Company and other companies of the Group are insured by general civil liability for pursued activities and produced product, coverage is valid worldwide.

The Management of the Company or authorized employees shall be responsible for risk management.

#### The impact of the war in Ukraine on business and financial statements

The war between Russia and Ukraine started in 24 February 2022, disrupted plans to increase sales to Ukraine and Belarus. ŽEMAITIJOS PIENAS, AB sales to Ukraine during first half of 2024 amounted to about 1.9% of total sales. Group Companies conducted sales to Ukraine safely - products were supplied only with advance payments or with credit insurance limits. As of 30/06/2024, the Company and the Group Company had no receivables from buyers located in Ukraine, so there is no impairment of receivables.

With the closure of export markets such as Belarus, China and Russia (it was possible to transport only lactose), sales were redirected to other markets.

ŽEMAITIJOS PIENAS, AB do not have any real estate or business in Ukraine or Belarus, therefore it does not assess any depreciation of the value of long-term assets.

The management of the Group constantly monitors the situation in Ukraine and assesses the potential financial impact for the coming periods, but due to significant uncertainties, as well as expected energy price increase, it is not possible to reliably assess the impact. The current situation does not affect the Group's current operations and ability to continue them.



#### Activity plans of group companies

The main goal of the Company is to sell products of the Company and the group directly to the shelves of strategic foreign countries with their own trademarks and brands, and to ensure that the products of the Company and the group are of the highest quality in their segment and they meet customer's highest expectations, so that the customer has the opportunity to choose healthy and organic food. The Company's products make Lithuania and the Somogitian region famous in various countries around the world. The purpose of the Company is to protect and preserve what has been created, to look for ways, to do things differently that have not been tried yet.

The Company sought and will seek to optimally use the opportunities for rapid development in a competitive environment.

The long-term goals of the Group's companies are to become and be strong, competitive, technically modern, reliable, attractive companies for investors, so that the Company's return to shareholders is one of the highest among comparable companies. To find and maintain the most profitable markets for our products in the European Union and the Baltic and other countries of the world, giving priority to the closest markets, as well as the markets of Germany, France, England, and Hungary. To maximize use of existing production capacity. Constantly studying the consumer market, their needs for new products, carrying out tastings, with the help of scientists and new scientific methods, the aim is to improve and create new dairy products, in addition, the goal of the companies is to get as close as possible to consumers by directly supplying and selling goods to the consumer.

The essential current objectives and plans of the Company are as follow:

- to purchase milk in accordance with market conditions but not at a higher price than that paid for raw milk by other market participants in Lithuania and purchase high-quality milk only;
- encourage and assist farmers in improving milk quality;
- to increase sales at the prices favourable to the Company;
- to focus on the sales of higher value-added products on export markets.

The lack of skilled labour forces the Company to focus on human resources, so special attention is paid to team building, development of competence and qualification, formation of special skills, revision, and improvement of motivation systems.

The ever-changing and dynamic market for the sale of dairy products and the purchase of raw milk, which is characterized by high competition, forces the Group to refrain from publishing turnover and profit forecasts for the coming operating periods.

In the face of volatile production prices, Šilutės Rambynas plans to pay more and more attention to the search for new export markets and establishing a foothold in the existing ones. Šilutės Rambynas will give priority to further modernization, reduction of energy, material and labor resources, optimization of operations, production of profitable products.

Priority will be given to increasing the production and improving the quality of Pik-Nik cheese sausages, searching for new markets.

#### **Environmental Performance of Group Companies**

ŽEMAITIJOS PIENAS, AB is a dairy production and sales company operating in Lithuania with an Integrated Pollution Prevention and Control Permit (IPPC), which establishes certain environmental requirements and conditions that an organisation has to comply with in order to control and prevent environmental pollution.

The Company takes various measures to maximise the conservation and rational use of natural resources. Prioritising environmental performance is an important step in ensuring the long-term success and sustainability of the company, which is why the Company is:



- monitoring and measuring that the continuous monitoring of performance indicators allows it to assess its environmental performance, which helps to identify areas for improvement and which factors have the greatest environmental impact;
- installing technology as an important way of reducing environmental impacts. This includes installing more energy-efficient equipment, using environmentally friendly materials and automating or optimising certain processes;
- energy efficient to save energy and reduce energy costs, contributing to lower greenhouse gas emissions;
- implementing cost reduction so that by reducing production and operating costs, the Company not only becomes more efficient, but can also reduce its use of resources and the resulting environmental impact;
- saving natural resources through environmentally friendly processes and the use of recyclable materials, and the Company is reducing its negative impact on the environment, thus contributing to sustainable operations;
- in the process of improving its environmental performance and that these actions include all efforts that result in the improvement of the Company's environmental performance, thereby contributing to the long-term sustainability of the business.

The Company is well aware that its activities can cause significant damage to the natural environment and that only the integrated use of economic, legal, technical, and biological measures can guarantee the rational use of natural resources, which is why the environmental impact is monitored in accordance with coordinated monitoring programmes. When a company expands or upgrades its facilities and technology, an environmental impact assessment is carried out to ensure that the Company's expansion stays within permissible environmental limits.

ŽEMAITIJOS PIENAS, AB is committed to environmental protection and strives to manage packaging waste in accordance with legislation and environmental principles, which is important for the environment and society by contributing to the development of sustainable business practices through such actions:

- **Waste management**: the Company manages waste in accordance with established environmental requirements to avoid negative environmental impacts;
- Product Packaging Waste Information System (GPAIS): the Company uses this system to monitor and document the waste management process to help ensure transparency and compliance with legal requirements;
- **Waste sorting**: AB "ŽEMAITIJOS PIENAS" sorts waste at the point of generation so that waste is separated by type;
- Compaction and preparation for recycling: waste is compacted and prepared for recycling in order to reduce waste and promote recycling;
- **Separation of unsuitable waste**: the Company also separates waste that cannot be recycled or is not suitable for recycling. This waste is systematically transferred to waste collectors and recyclers under waste management contracts;
- **Packaging**: packaging plays an important role in the production process of AB "ŽEMAITIJOS PIENAS", and various types of packaging are used in the production and packaging of products. In addition, the Company is actively working to reduce packaging waste and is therefore striving to use recyclable packaging to reduce its environmental impact;
- Cooperation with packaging waste handlers: the Company cooperates with licensed packaging waste handlers. These handlers are responsible for the collection and recycling of packaging waste to promote the circular economy and environmental protection.

#### Consumption of Energy Resources:

Biofuel consumption: 30,493 thousand tonnes of biofuel chips (SM2) were consumed in the first half of 2024, an 11% decrease compared to the first half of 2023. The decrease in consumption was due to preventive maintenance of the biofuel boiler room - during which natural gas was used.



Electricity consumption: in the first half of 2024, 13,078 MWh of electricity was consumed, an 8% increase compared to the first half of 2023.

Water use: 492,085 m³ of water was used in the first half of 2024, an increase of about 5% compared to the first half of 2023, the higher water consumption is due to the higher volume of raw milk processed.

The Company's raw milk suppliers and employees are committed to preserving the environment as much as possible for future generations. We are on our way to a climate-neutral future, and we want to make it all happen through a sustainable value chain, promoting a circular economy. Climate change is a global challenge that requires a global response. The EU is committed to helping increase the scale of the global effort, and EU countries have endorsed the goal of climate neutrality by 2050, in line with the Paris Agreement. Achieving climate neutrality will require a transformation of European society and economy. The European Council is considering legislative and other initiatives under the European Green Deal, following a proposal from the European Commission. Political commitments are transformed into legal obligations. It is clear that massive public investment will be needed, and major efforts will be made to channel private sector capital into climate and environmental action, avoiding attachment to unsustainable models. Action will be required in all sectors of the economy to achieve climate neutrality:

- investing in environmentally friendly technologies;
- supporting the renewal of industries through innovation and innovation;
- introducing cleaner, cheaper, and healthier forms of private and public transport;
- reducing greenhouse gas emissions, increasing the share of renewables and energy efficiency in the energy mix;
- making buildings more energy efficient;
- working with international partners to improve global environmental standards;

Group companies are continuously:

- monitoring the climate change situation, trends, related policy initiatives, and legislation;
- assessing the risks associated with climate change issues;
- integrating the threats and opportunities of climate change impacts into its risk management framework.

AB "ŽEMAITIJOS PIENAS" takes into account environmental criteria and is committed to meeting climate change requirements. These actions are in line with the principles of sustainable development and contribute to environmental protection and ecological sustainability. In accordance with the Public Procurement Law of the Republic of Lithuania, the Company performs the following important functions:

- includes environmental criteria and climate change requirements in public procurement, which may include the need for suppliers to provide sustainable products;
- increasing competitiveness, that it is a commitment to environmental and sustainability requirements that enhances the competitiveness of the Company in the marketplace, as the increasing consumer focus on environmentally friendly and sustainable business practices is good for business growth;
- environmental oversight, the Company closely monitors and controls the impact of its activities on the environment and, where necessary, takes measures to mitigate negative environmental impacts.



#### Aspects on management of employees and human resources of the Companies of the Group

The first half of 2024 is mostly focused on training, communication with external companies in the implementation of various projects – both new and continuing ones. The launched "MASTER I Academy" training attracted the delegation of over 17 lower-level managers, who developed and deepened their knowledge of successful leadership, operational productivity and time management in training lasting 5 (five) modules.

Phase II of the project "STEAM-Focused Education for a Career" took place (in the period from 01-02-2024 to 23-04-2024). The participants of the project were students of Telšiai district, methodologists of Telšiai STEAM center, career specialists of pro-gymnasiums and gymnasiums of Telšiai district, specialists-mentors of AB Žemaitijos pienas and specialists-mentors of UAB Nepriklausoma tyrimų laboratorija. 7 groups of students were formed, who performed the tasks and presented the results of the tasks. A total of 34 participants took part in the project: 21 students, 5 mentors, 4 methodologists and 4 career specialists.

During the reporting period, Open Days were organized in AB Žemaitijos pienas (3 in total), in which: schoolchildren from Telšiai – 19 participants, from Tirkšliai (Mažeikiai district) – 14 participants and from Mosėdis (Skuoda district) – 37 participants. The guests were introduced to the professions available in AB Žemaitijos pienas, the company was presented and the success stories of specialists were shared. 17 students from vocational training centers, colleges and universities were accepted and did internships in various departments/units of the company.

More than 100 guests from Lithuanian diplomatic services located in various continents of the world took part in the event "Food Industry Day" which was held on 5 June 2024 in AB Žemaitijos pienas. The participants included agriculture and commerce attachés, diplomats-economists, multi-diplomats and other representatives of the diplomatic corps from the diplomatic services of the United States, the United Kingdom, Canada, Germany, Norway, Spain, Poland, Ukraine and other countries.

A hike, which has already become a tradition, took place – a wellness festival, in which the company's employees could participate with their family members. The 14 km hike took place in Kurtuvėnai, Šiauliai district. 130 hikers took part in this hike. On the occasion of Family Day, 230 families of AB Žemaitijos pienas were congratulated, a camp was organized for the children of employees during the summer.

As every year, preparations were made for the employment of children of employees during the summer, the community picnic organized by the city of Telšiai was attended and, most importantly, the final preparations for the company's anniversary – the 100th year of AB Žemaitijos pienas – have begun.

#### ŽEMAITIJOS PIENAS, AB

According to the data of 30 June 2024, the actual number of employees of ŽEMAITIJOS PIENAS, AB was 1,282.

According to the data of 31 December 2023, the actual number of employees of the Company was 1,288.

According to the data of 30 June 2023, the actual number of employees of the Company was 1,258.

According to the data of 31 December 2022, the actual number of employees of the Company was 1,271.

According to the data of 30 June 2022, the actual number of employees of the Company was 1,275.

According to the data of 31 December 2021, the actual number of employees of the Company was 1,249.

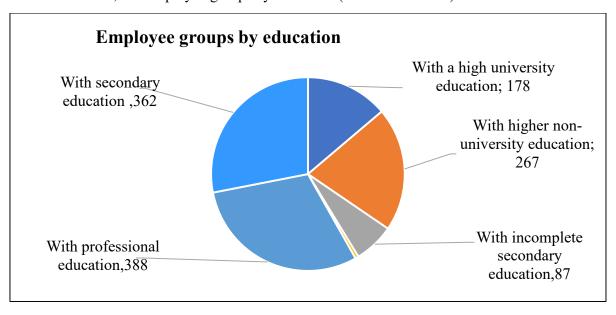
Comparing the reporting half-year with 2023, the actual number of employees increased by approximately 2 %, but the number of employees with higher university education decreased.



Education of ŽEMAITIJOS PIENAS, AB employees (2022, half-year 2023, 2023, half-year 2024):

Number of employees	31-12-2022	30-06-2023	31-12-2023	30-06-2024
With a high university education	177	181	181	178
With higher non-university education	286	276	270	267
With professional education	384	384	395	388
With secondary education	345	335	358	362
With incomplete secondary education	79	82	84	87
TOTAL:	1271	1258	1288	1282

ŽEMAITIJOS PIENAS, AB employee groups by education (I half of the 2024):



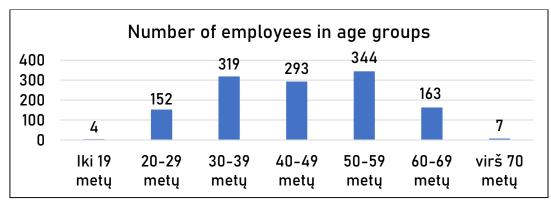
Number of ŽEMAITIJOS PIENAS, AB employees by their corresponding groups and their average wages in EUR for corresponding employee work groups make up, after elimination of apprentices and students working temporarily during the summer:

Number of	31-21-2022		31-12-2023		30-06-2024	
employees by groups	Number of employees	Average wage, EUR	Number of employees	Average wage, EUR	Number of employees	Average wage, EUR
Directors	6	7427	7	7870	7	7587
Specialists	306	2874	311	2832	312	3075



Workers	946	1830	970	1819	963	1962
In total:	1258		1288		1282	

Number of employees in age groups in 2024, after elimination of apprentices and students working temporarily during the summer:



#### Šilutės Rambynas, ABF

At the end of the Reporting period, Šilutės Rambynas had 161 employees, their number decreased by 3 employees (1.9 %) compared to the same period of 2023. Changes of groups of employees by education are provided in the table below:

Education of employees	30-06-2024	30-06-2023	
With Master's degree	5	8	
With University Degree	20	24	
With College Degree	37	23	
With Vocational Education	56	55	
With Secondary Education	33	34	
With unfinished Secondary Education	10	14	
In total:	161	158	

The average salary during the Reporting period was 1,847 EUR/month or 2.6 % higher than in the same period of 2023. Changes in wages by employee groups are given in the table below:

	30-0	6-2024	30-06-2023	
Number of employees by groups	Number of employees	Average wage, EUR/month	Number of employees	Average wage, EUR/month



Directors	6	3,812	6	3,915
Specialists	24	2,425	19	2,388
Workers	131	1,651	133	1,620
In total:	161	1,847	158	1,800

Šilutės Rambynas seeks to develop and maintain long-term relationships with its employees, especially when the labour market is not satisfying - the lack of highly qualified employees. Therefore, employees are constantly encouraged to develop in the professional field. Šilutės Rambynas employees could improve their knowledge and skills in seminars and courses. There are training programs that train and certify specialists, production workers, technicians, operators, locksmiths, brigades and masters.

#### OTHER INFORMATION

#### Transactions with associated parties

Related party transactions executed during the first six months of the current financial year, which had a significant impact on the financial position or activity of the company and/or group of companies during that period, including the amounts of these transactions, presented in 2024. In note 18 of the explanatory note for the first half of the year.

#### **Judicial disputes**

- The Company has submitted a lawsuit to the court regarding the awarding of an insurance payment of EUR 248,028.62 from the insurance company "Compensa Vienna Insurance Group". On July 1, 2021, when a large amount of precipitation fell, the roof of one building belonging to the Company was completely damaged the roof was broken: the supporting structures of the building and the roof covering were damaged. The Company suffered a loss of EUR 303,993.42 (excluding VAT) due to the insured event. The insurance company only partially satisfied the Company's claim to pay the insurance benefit by paying the Company an insurance benefit of EUR 55,964.80. The insurance company refused to cover the rest of the damage suffered by the Company. Taking this into account, the Company, defending its interests, was forced to apply to the court with a claim for the award of insurance benefits;
- Other cases in which the Company would be a participant in civil, criminal or administrative proceedings
  and which could in any way fundamentally affect the Company's financial situation have not been initiated
  at this time.

#### Regulated information published by the Company

During the reporting period, the Company submitted 7 (seven) notices via the information system of the Vilnius Stock Exchange (AB NASDAQ OMX Vilnius) (on the website). All facts (events) are stored in the Central Regulated Information Database, as well as this information is available on the Company's website <a href="www.zpienas.lt">www.zpienas.lt</a>.

Public notices shall be published in accordance with the procedure established by legal acts and submitted in the electronic publication of the Manager of the Register of Legal Entities. Notices on convocation of the General Meeting of Shareholders and other material events are published in accordance with the procedure established by the Law on Securities in the Central Regulated Information Database <a href="www.crib.lt">www.crib.lt</a> and on the Company's website <a href="www.zpienas.lt">www.zpienas.lt</a>. The most important events published during the Reporting period are:



Date	The most important notices of the reporting period
29-04-2024	Procedure for the payout of dividends for the year 2023
26-04-2024	Annual information of ŽEMAITIJOS PIENAS, AB
26-04-2024	Decisions made by Ordinary General Meeting of Shareholders of ŽEMAITIJOS PIENAS, AB
25-04-2024	Regarding the draft alternative resolution submitted to the Ordinary General Meeting of Shareholders of ŽEMAITIJOS PIENAS, AB
04-04-2024	Regarding the convening of the Ordinary General Meeting of Shareholders of <u>ŽEMAITIJOS PIENAS, AB</u>
26-03-2024	The results of business activity of ŽEMAITIJOS PIENAS, AB group in 2023, excluding audit
23-02-2024	Regarding the ruling of the Court of Appeal of Lithuania in a civil case with a Polish company

#### The most important post-reporting events

Until 16 September, 2024 the Company announced 1 (one ) material events and other information provided by law and which must be published<sup>1</sup>.

<sup>&</sup>lt;sup>1</sup> https://nasdaqbaltic.com/statistics/en/instrument/LT0000121865/news?date=2022-09-19

