

# Vilkyskiu pienine AB

Interim consolidated financial statements for the 9 months of 2011



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### **Confirmation of Responsible Persons**

Following the Article No. 22 of the Law on Securities of the Republic of Lithuania and Rules on Preparation and Submission of Periodic and Additional Information of the Lithuanian Securities Commission, we Gintaras Bertasius, General Director of Vilkyskiu pienine AB and Vilija Milaseviciute, Finance Director of of Vilkyskiu pienine AB hereby confirm that, unaudited interim condensed consolidated financial statements for the nine months of 2011, prepared in accordance with International Financial Reporting Standarts, give a true and fair view of the assets, liabilities, financial position and profit or loss of Vilkyskiu pienine AB group.

General Director

Gintaras Bertasius

Finance Director

Vilija Milaseviciute

The financial statements were approved and signed by the Management on 28 November 2011.



### General information

Name of the Issue Public Company "Vilkyškių pieninė"

Authorized capital LTL 11 943 000

Registered office Vilkyškiai, Pagėgiai municipality

Telephone number 8-441 55330
Fax number 8-441 55242
E-mail address centras@cheese.lt
Date and place of registration The 10th of May 1993

Date and place of re-registration The 10<sup>th</sup> of December 2005, Tauragė Branch of Public Institution Center

of Registers

Code in the Register of Enterprises 277160980

Internet address <a href="http://www.cheese.lt">http://www.cheese.lt</a>

### Vilkyskiu pienine AB Board

Gintaras Bertasius (Chairman) Sigitas Trijonis Rimantas Jancevicius Vilija Milaseviciute Andrej Cyba Linas Strelis

### Vilkyskiu pienine AB Management

Gintaras Bertasius General Director
Vaidotas Juskys Chief operation officer
Vilija Milaseviciute Finance Director
Sigitas Trišonis Technical Director
Rimantas Jancevičius Stock Director
Arvydas Paranka Production Director

#### The Group consists of the following companies:

- Vilkyskiu Pienine AB, the parent company
- Modest AB, the subsidiary
- Kelmes Pienine AB, the subsidiary.

The parent Company is engaged in production and sales of different types of cheese. Also, it produces and sells whey, raw milk and cream.

The Company has a subsidiary Modest AB, which is engaged in milk processing and production of dairy products. The Company holds 99.7% voting rights of the subsidiary. Modest AB specialises in production of fermented cheese, cottage cheese and other cheese products.

Company also has a subsidiary - Kelmes Pienine AB, which is engaged in milk processing and production of dairy products. The Company holds 99.9% voting rights of Kelmes Pienine AB. Kelmes Pienine AB specialises in production of fresh dairy products.

At 30 September 2011 the Group had 831 employees (30 September 2010 - 777).



# Consolidated statement of financial position

Thousand Litas	30 09 2011	31 12 2010
Assets		
Property, plant and equipment	71,938	65,674
Intangible assets	24,074	24,273
Long-term receivables	1,878	1,487
Non-current assets	97,890	91,434
Inventories	25,829	16,950
Trade and other receivables	21,831	12,986
Prepayments	996	1,792
Cash and cash equivalents	204	358
Current assets	48,860	32,086
Total assets	146,750	123,520
Equity		
Share capital	11,943	11,943
Share premium	11,396	11,396
Reserves	8,219	8,252
Retained earnings	23,781	18,067
Total equity attributable to the shareholders of the Company	55,339	49,658
	<u> </u>	
Non-controlling interest	91	155
Total equity	55,430	49,813
Liabilities		
Interest-bearing loans and lease liabilities	28,118	22,279
Government grants	8,037	8,479
Deferred tax liabilities	2,558	2,739
Non-current liabilities	38,713	33,497
T		
Interest-bearing loans and lease liabilities	20,586	18,421
Current tax liabilities	-	1
Trade and other payables, including derivatives	32,021	21,788
Current liabilities	52,607	40,210
Total liabilities	91,320	73,707
Total equity and liabilities	146,750	123,520



### Consolidated income statement

Thousand Litas	01.01.2011- 30.09.2011	01.01.2010- 30.09.2010	01.07.2011- 30.09.2011	01.07.2010- 30.09.2010
Revenue	210,738	179,071	80,929	71,485
Cost of sales	-188,842	-158,070	<i>-71,</i> 565	-58,815
Gross profit	21,896	21,001	9,364	12,670
Other are are time in some	3,974	2,978	885	1,181
Other operating income				ŕ
Distribution expenses	-7,052	-5,527	-2,628 1,057	-1,801 2,050
Administrative expenses	-5,423	-6,169	-1,957	-2,959 052
Other operating costs	-3,624	-2,451	-791 4 9 <b>7</b> 2	-953
Result from operating activities	9,771	9,832	4,873	8,138
Finance income	95	65	34	-1,948
Finance costs	-1,436	-1,464	-489	- <b>4</b> 35
Net finance expenses	-1,341	-1,399	-455	-2,383
•				
Profit before income tax	8,430	8,433	4,418	5,755
Income tax expense	129	-374	-141	-291
Profit for the period	8,559	8,059	4,277	5,464
Attributable to:				
Shareholders of the Group	8,496	8,027	4,250	5,452
Non-controlling interest	63	32	27	12
Net profit (loss) for the year	8,559	8,059	4,277	5,464
Basic earnings per share (Litas)	0.72	0.67	-	-
Diluted earnings per share (Litas)	0.72	0.67		



### Consolidated statement of changes in equity

Equity, attributable to the shareholders of the Company

Equi <u>t</u>	y, attributa	ble to the sh	nareholders	of the Com	npany		_	
Thousand Litas	Share capital	Share premium	Revalu- ation reserve	Legal reserve	Retained earnings	Total	Non- controll ing interest	Total equity
Balance at 1 January 2010	11,943	11,396	7,689	935	7,048	39,011	88	39,099
Comprehensive income for the period Net profit (loss) Other comprehensive	-	-	-	-	8,027	8,027	32	8,059
income Allocated from reserves	_	_	-328	_	328	-	. <u>-</u>	0
Increase of revaluation						10		40
reserve, net of tax	-	-	49			49	-	49
Total other comprehensive			250		220	40		40
income	-	-	-279	-	328	49	-	49
Total comprehensive income for the period			-279		8,355	8,076	32	8,108
Contributions by and			-219	-	6,333	0,070	32	0,100
distributions to owners:								
Dividends					-1,194	-1,194		-1,194
Total contributions by and								
distributions to owners	-	-	-	-	-1,194	-1,194	-	-1,194
Changes in the Group								
without losing control Other changes in the Group	_	_	_	_	_	_	_	_
Total contributions by and								
distributions to owners	_	-	-	_	_	_	-	-
Balance at 30 September 2010	11,943	11,396	7,410	935	14,209	45,893	120	46,013
Balance at 1 October 2010	11,943	11,396	7,410	935	14,209	45,893	120	46,013
Comprehensive income for								
the period Net profit (loss)	_	_	_	_	3,748	3,748	35	3,783
Other comprehensive					0,7 10	0,7 10		0,700
income								
Allocated from reserves	-	-	-110	-	110	-	-	-
Increase of revaluation reserve, net of tax			17			17		17
Total other comprehensive			17			17		17
income	-	-	-93	-	110	17	-	17
Total comprehensive								
income for the period	-	-	-93	-	3,858	3,765	35	3,800
Contributions by and distributions to owners:								
Total contributions by and								
distributions to owners	_	_	_	_	_	_	_	_
Changes in the Group								
without losing control								
Other changes in the Group		-					-	
Total contributions by and distributions to owners								
Balance at 31 December 2010	11,943	11,396	7,317	935	18,067	49,658	155	49,813
Datance at 31 December 2010	11,773	11,070	1,011	755	10,007	±2,000	100	±2,010



# Consolidated statement of changes in equity (continued)

Thousand Litas	Share capital	Share premium	Revalu- ation reserve	Legal reserve	Retained earnings	Total	Non- controll ing interest	Total equity
Balance at 1 January 2011	11,943	11,396	7,317	935	18,067	49,658	155	49,813
Comprehensive income for								
the period								
Net profit (loss)	-	-	-	-	8,496	8,496	63	8,559
Other comprehensive								
income								
Allocated from reserves	-	-	-343	259	84	-	-	-
Increase of revaluation								
reserve, net of tax	-	-	51	-	-	51	-	51
Total other comprehensive								
income	-	-	-292	259	84	51	-	51
Total comprehensive								
income for the period	-	-	-292	259	8,580	8,547	63	8,610
Contributions by and								
distributions to owners:					2066	2066	07	2.072
Dividends	-	-	-	-	-2,866	-2,866	-97	-2,963
Total contributions by and					2066	2066	07	2.072
distributions to owners	-	-	-	-	-2,866	-2,866	-97	-2,963
Changes in the Group								
without losing control							20	20
Changes in minority interest	-	-	-	-	-	-	-30	-30
Other changes in the Group	-		-	-	-	-	-	
Total contributions by and								
distributions to owners	11.042	11.000	7.005	1 101	- 22.704	-	- 01	- -
Balance at 30 September 2011	11,943	11,396	7,025	1,194	23,781	55,339	91	55,430



### Consolidated statement of cash flows

Thousand Litas	01.01.2011- 30.09.2011	01.01.2010- 30.09.2010
Cash flows from operating activities		
Net profit (loss) Adjustments:	8,559	8,059
Depreciation of property, plant and equipment	4,997	4,732
Amortisation of intangible assets	199	200
Amortisation of grants (Profit) loss on disposal of property, plant and	-592	-435
equipment	-86	80
Income tax expense	-129	374
Interest expenses, net	1,159	1,294
	14,107	14,304
Change in inventories	-8,794	4,130
Change in long-term receivables	-476	227
Change in trade and other receivables and prepayments	-8,049	-3,931
Change in trade and other payables	10,702	3,794
	7,490	18,524
Paid interest	-1,159	-1,294
Paid income tax	-1	-
Net cash flows from (used in) operating activities	6,330	17,230
Cash flows from investing activities		
Acquisition of property, plant and equipment	-11,360	-3,592
Acquisition of intangible assets	-	-76
Proceeds from sale of property, plant and equipment	384	462
Acquisition of investments	-14	-
Net cash flow used in investing activities	-10,990	-3,206
Cash flows from financing activities		
Loans received	19,078	5,723
Repayment of borrowings	-11,850	-15,905
Dividends paid	-2,872	-639
Capital grants received	150	156
Net cash from (used in) financing activities	4,506	-10,665
Increase (decrease) in cash and cash equivalents	-154	3,359
Cash and cash equivalents at 1 January	358	395
Cash and cash equivalents at 30 September	204	3,754



### **Explanatory notes**

### 1. Accounting principles

Consolidated financial statements of Vilkyskiu pienine AB are prepared following International Standards of Financial Accountability.

The interim condensed consolidated financial statements for the 9 months of 2011 have been prepared in accordance with IAS 34 Interim Financial Reporting.

The accounting policies adopted in the preparation of the interim condensed consolidated financial statements are consistent with those followed in the preparation of the Consolidated annual financial statements for the year 2010.

#### 2.Main financial indicators

	January – September 2011	January – September 2010
Revenue (Thousand Litas)	210,738	179,071
EBITDA (Thousand Litas)	14,193	14,350
EBITDA margin (%)	6,7%	8.0
Operating result (Thousand Litas)	9,771	9,832
Operating result margin (%)	4,6%	5.5
Profit (loss) before tax (Thousand Litas)	8,430	8,433
Profit (loss) before tax margin (%)	4%	4.7
Profit (loss) per share (litas)	0.72	0.67
Number or shares (vnt)	11,943,000	11,943,000

#### 3. Segment information

### Revenue per geographical zones:

Thousand Litas	January – September 2011	January – September 2010	Change
Lithuania	79,676	71 123	12%
European Union	71,049	62 001	15%
Russia	54,484	42 136	29%
Other countries	5,529	3 811	45%
	210,738	179 071	

Sales income for the nine months of the current year has increased by 18% and the profit has increased by 6%, compared with the same periodo f the previous year.

An increase in revenue and net profit occurred due to increased export prices and due to full exhaustion of production capacities in the parent company AB Vilkyskiu Pienine during the winter time. In the middle of the year prices of raw materials also export prices stabilised which enabled the Company to earn a net profit of 8 million Litas. The profit has been earned from export markets.



### 4.Inventories

Thousand Litas	30 September 2011	31 December 2010
Finished production	19,994	12,079
Raw materials	1,419	377
Other auxiliary materials	3,753	3,787
Goods for re-sale	663	707
	25,829	16,950

#### 5. Loans

On 20 January 2011 the subsidiary AB Modest concluded a loan agreement with Nordea Bank Finalnd Plc. According to this agreement, Modest AB was granted a credit facility of 1,740 thousand EUR For five years.

The Company signed overdraft agreement regarding 2 million Litas for working capital purpose also loan contract regarding to 5.4 million EUR for investment projects with SEB bank.

During the nine months of 2011 the Group repaid loans amounting to 11.8 million Litas.