# Condensed consolidated interim report for the second quarter and first 6 months of

2012

Beginning of interim period: 1.1.2012 End of interim period: 30.06.2012

Beginning of financial year: 1.1.2012 End of financial year: 31.12.2012

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# Table of contents

| BRIEF DESCRIPTION  | 3     |
|--|-------|
| MANAGEMENT REPORT  | 4     |
| CONDENSED CONSOLIDATED INTERIM REPORT                    | 7     |
| Management Board's declaration                           | 7     |
| Condensed consolidated statement of financial position   | 8     |
| Condensed consolidated statement of comprehensive income | 9     |
| Condensed consolidated cash flow statement               | 10    |
| Condensed consolidated statement of changes in equity    | 11    |
| Notes to condensed consolidated interim report           | ensed |
| Note 2 Investment property                               |       |
| Note 3 Borrowings  | 13    |
| Note 4 Payables and prepayments                          |       |
| Note 5 Equity  | 14    |
| Note 6 Expenses related to investment property           |       |
| Note 7 Administrative and general expenses               |       |
| Note 8 Earnings per share                                |       |
| Note 9 Segment   |       |
|  |       |

## **Brief description**

AS Trigon Property Development is a real estate development company.

AS Trigon Property Development currently owns one real estate development project involving a 35.4-hectare area in the City of Pärnu, Estonia. Commercial real estate will be developed on this area.

The Group is listed in list 1 (main equity list) of Nasdaq OMX Tallinn Stock Exchange. In total OÜ Trigon Wood is controlling 59.62~% of votes represented by shares in AS Trigon Property Development. The biggest shareholders of OÜ Trigon Wood are AS Trigon Capital (30.13%), Veikko Laine Oy (26.49%), SEB Finnish Clients (10.96%), Hermitage Eesti OÜ (12.64%) and Thominvest Oy (11.94%).

## Management report

## Overview of business areas

The main business activity of Trigon Property Development AS is real estate development. As at 30.06.2012 AS Trigon Property Development owned one development project involving a 35.4-hectare area in the City of Pärnu, Estonia. Commercial real estate will be developed on this area. The property has been rented out to third parties until the beginning of the construction works. To finance the development the Group is planning to sell parts of the investment property. Trigon Property Development AS is considering expansion of business activity and analysing acquisition opportunities for various new projects.

## Management

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

## **Group structure**

Shares of subsidiaries

|                        |          | Shareholding as S | Shareholding as S | Shareholding as |
|------------------------|----------|-------------------|-------------------|-----------------|
|                        | Location | of 30.06.2012     | of 31.12.2011     | of 30.06.2011   |
| OÜ VN Niidu Kinnisvara | Estonia  | 100%              | 100%              | 100%            |

OÜ VN Niidu Kinnisvara was set up for the development of the land located in the area of Niidu Street in Pärnu.

## Financial ratios

| Statement of financial position  | 6 m 2012                  | 6 m 2011                   |
|--|---------------------------|----------------------------|
| Total assets   | 2 513 748                 | 4 174 713                  |
| Return on assets   | 5.61%                     | -0.22%                     |
| Equity   | 2 304 948                 | 3 897 301                  |
| Return on equity   | 6.11%                     | -0.24%                     |
| Debt ratio   | 8.31%                     | 6.65%                      |
|  |                           |                            |
|  |                           |                            |
| Share (30.06)  | 6 m 2011                  | 6 m 2011                   |
| Share (30.06) Closing price of the share                                   | 6 m 2011<br>0.326         | 6 m 2011<br>0.35           |
|  |                           |                            |
| Closing price of the share   | 0.326                     | 0.35                       |
| Closing price of the share Earnings per share                              | 0.326<br>0.03132          | 0.35<br>0.00206            |
| Closing price of the share Earnings per share Price-to-earnings (PE) ratio | 0.326<br>0.03132<br>10.41 | 0.35<br>0.00206<br>-170.12 |

Return on assets = net profit / total assets

Return on equity = net profit/ equity

Debt ratio = liabilities / total assets

Earnings per share = net profit/ number of shares

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

Book value of the share = equity / number of shares

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

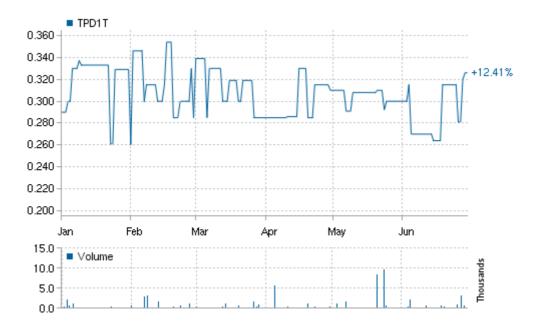
Market capitalisation = closing price of the share \* number of shares

## Share

Since 5<sup>th</sup> of June 1997, the shares of Trigon Property Development AS have been listed in the main list of securities of the Tallinn Stock Exchange. Trigon Property Development AS has issued 4,499,061 registered shares, each with the nominal value of 0.60 euros. The shares are freely transferable, no statutory restrictions apply. There are no restrictions on transfer of securities to the company as provided by contracts between the company and its shareholders.

The share with a price of 0.29 euros at the end of 2011 was closed in the end of June 2012 at 0.326 euros. In total of 55,214 shares were traded in first 6 months 2012 and the total sales amounted to 16,508 euros.

Share price and trading statistics on the Tallinn Stock Exchange from 01.01.2012 to 30.06.2012:



The distribution of share capital by the number of shares acquired as at 30.06.2012.

|                    | Number of shareholders | % of shareholders | Number of shares | % of share capital |
|--------------------|------------------------|-------------------|------------------|--------------------|
| 1-99               | 88                     | 17.29%            | 2 889            | 0.06%              |
| 100-999            | 190                    | 37.33%            | 65 284           | 1.45%              |
| 1 000-9 999        | 200                    | 39.29%            | 502 400          | 11.17%             |
| 10 000-99 999      | 25                     | 4.91%             | 627 419          | 13.95%             |
| 100 000-999 999    | 5                      | 0.98%             | 618 877          | 13.76%             |
| 1 000 000-9 999 99 | 9 1                    | 0.20%             | 2 682 192        | 59.62%             |
| TOTAL              | 509                    | 100%              | 4 499 061        | 100%               |

List of shareholders with over 1% holdings as at 30.06.2012.

| Shareholder                                | Number of shares | Ownership % |
|--|------------------|-------------|
| OÜ TRIGON WOOD                             | 2 682 192        | 59.62%      |
| Skandinaviska Enskilda Banken Ab Clients   | 169 860          | 3.78%       |
| ING LUXEMBOURG S.A.                        | 168 350          | 3.74%       |
| OÜ SUUR SAMM                               | 125 160          | 2.78%       |
| Central Securities Depository of Lithuania | 118 386          | 2.63%       |
| SWEDBANK AB / UAB PRUDENTIS                | 104 965          | 2.33%       |
| E.N.Co Holdings OÜ                         | 52 327           | 1.16%       |
| TOIVO KULDMÄE                              | 49 231           | 1.09%       |
| ERSTE GROUP BANK AG CLIENTS                | 45 000           | 1.00%       |

## **Personal**

AS Trigon Property Development had one employee as at 30 june 2012 and no employees as at 30 june 2011. Total labour costs in first 6 months 2012 were 12 885 euros.

## Description of main risks

#### Interest rate risk

Interest rate risk is the risk that the interest rates of the Group's liabilities differ significantly from the market interest rates. The interest rate risk of AS Trigon Property Development is limited to the difference between the fixed interest rates of the Group's long-term borrowings and the market interest rates. At the time of preparing these financial statements, the market interest rates were higher than the interest rates of the Group's borrowings; therefore the fair value of the loan assumed by the Group is lower than its carrying amount.

## Operating environment risk

The Group is exposed to the risk of real estate prices and real estate rental prices. The Group is not exposed to the market risk arising from financial instruments, as it does not hold any securities or derivate agreements.

## Fair value

The fair values of accounts payable, short-term loans and borrowings do not materially differ from their book values. The fair value of long-term loans and borrowings is presented in Note 3.

## Management and Supervisory Boards and auditor

Management board of AS Trigon Property Development has one member - Aivar Kempi.

Supervisory Board of AS Trigon Property Development has three members: Ülo Adamson, Joakim Helenius and Heiti Riisberg.

Audits are carried out by PricewaterhouseCoopers AS.

## Condensed consolidated interim report

## Management Board's declaration

The Management Board confirms the correctness and completeness of the consolidated condensed unaudited interim report of AS Trigon Property Development for the second quarter and first 6 months 2012 as set out on pages 4-16.

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

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

Alleys

4. group entities are going concerns.

Member of the Management Board

Aivar Kempi

29.08.2012

## Condensed consolidated statement of financial position

| EUR                                     | 30.06.2012 | 31.12.2011 | 30.06.2011 |
|---|------------|------------|------------|
| Cash                                    | 127 255    | 12 492     | 6 393      |
| Receivables and prepayments             | 1 973      | 2 518      | 1 281      |
| Total current assets                    | 129 228    | 15 010     | 7 674      |
| Investment property (note 2)            | 2 384 520  | 2 425 000  | 4 167 039  |
| Total non-current assets                | 2 384 520  | 2 425 000  | 4 167 039  |
| TOTAL ASSETS                            | 2 513 748  | 2 440 010  | 4 174 713  |
| Borrowings (note 3)                     | 12 516     | 25 032     | 16 016     |
| Payables and prepayments (note 4)       | 30 576     | 55 244     | 40 656     |
| Total current liabilities               | 43 092     | 80 276     | 56 672     |
| Long-term borrowings (note 3)           | 165 708    | 195 709    | 220 740    |
| Total non-current liabilities           | 165 708    | 195 709    | 220 740    |
| Total liabilities                       | 208 800    | 275 985    | 277 412    |
| Share capital at nominal value (note 5) | 2 699 437  | 2 699 437  | 2 875 424  |
| Share premium                           | 226 056    | 226 056    | 226 056    |
| Statutory reserve capital               | 287 542    | 287 542    | 287 542    |
| Retained earnings                       | -908 087   | -1 049 010 | 508 279    |
| Total equity                            | 2 304 948  | 2 164 025  | 3 897 301  |
| TOTAL LIABILITIES AND EQUITY            | 2 513 748  | 2 440 010  | 4 174 713  |

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

## Condensed consolidated statement of comprehensive income

| EUR   | Q2 2012 | Q2 2011  | 6 m 2012 | 6 m 2011 |
|---|---------|----------|----------|----------|
| Postal income (note 7)                                | 4.240   | ( 400    | 0.400    | 42.240   |
| Rental income (note 7)                                | 4 360   | 6 180    | 9 100    | 12 360   |
| Expenses related to investment property (note 8)      | -8 879  | 0        | -10 284  | -9 351   |
| Gross loss (profit)                                   | -4 519  | 6 180    | -1 184   | 3 009    |
| Administrative and general expenses (note 9)          | -14 408 | -3 431   | -22 648  | -6 397   |
| Changes in fair value of investment property (note 5) | 170 520 | 0        | 170 520  | 0        |
| Operating profit                                      | 151 593 | 2 749    | 146 688  | -3 388   |
| Net financial income                                  | -3 394  | -3 572   | -5 763   | -5 868   |
| NET PROFIT FOR THE PERIOD                             | 148 199 | -823     | 140 925  | -9 256   |
| TOTAL COMPREHENSIVE INCOME                            | 148 199 | -823     | 140 925  | -9 256   |
| Basic earnings per share                              | 0,03294 | -0,00018 | 0,03132  | -0,00206 |
| Diluted earnings per share                            | 0,03294 | -0,00018 | 0,03132  | -0,00206 |

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

## Condensed consolidated cash flow statement

| EUR   | 6 m 2012        | 6 m 2011 |
|---|-----------------|----------|
| Cash flows from operating activities                                  |                 |          |
| Net profit for the period   | 140 925         | -9 256   |
| Adjustments for:  |                 |          |
| Change in fair value of investment property (note 2)                  | -170 520        | 0        |
| Interest charge   | 5 763           | 5 868    |
| Changes in working capital:   |                 |          |
| Change in receivables and prepayments related to operating activities | 544             | -469     |
| Change in liabilities and prepayments related to operating activities | -29 181         | 19 489   |
| Cash used in operations   | -52 <b>4</b> 69 | 15 632   |
| Cash flows from financing activities                                  |                 |          |
| Received loans (note 3)   | 3 370           | 3 500    |
| Repayment of loans (note 3)   | -45 886         | -19 291  |
| Total cash flows from financing activities                            | -42 516         | -15 791  |
| CHANGE IN CASH BALANCE  | 114 763         | -1 411   |
| OPENING BALANCE OF CASH   | 12 492          | 7 804    |
| CLOSING BALANCE OF CASH   | 127 255         | 6 393    |

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

## Condensed consolidated statement of changes in equity

| EUR   | Share capital | Share<br>premium | Statutory<br>reserve<br>capital | Retained earnings | Total     |
|---|---------------|------------------|---------------------------------|-------------------|-----------|
| Balance 31.12.2010                                  | 2 875 424     | 226 056          | 287 542                         | 517 535           | 3 906 557 |
| Total comprehensive income for the period           | 0             | 0                | 0                               | -9 256            | -9 256    |
| Balance 30.06.2011                                  | 2 875 424     | 226 056          | 287 542                         | 508 279           | 3 897 301 |
| Balance 31.12.2011                                  | 2 699 437     | 226 056          | 287 542                         | -1 049 012        | 2 164 023 |
| Total comprehensive income for the reporting period | 0             | 0                | 0                               | 140 925           | 140 925   |
| Balance 30.06.2012                                  | 2 699 437     | 226 056          | 287 542                         | -908 087          | 2 304 948 |

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

## Notes to condensed consolidated interim report

# Note 1 Accounting methods and evaluation bases used in the preparation of the condensed consolidated interim report

The condensed interim report prepared as at 30 June 2012 include the consolidated results of AS Trigon Property Development and its wholly-owned subsidiary OÜ VN Niidu Kinnisvara (together referred to as the Group). The Group's main area of operations is real estate development.

The accounting policies used for preparing the condensed consolidated interim report of AS Trigon Property Development for the second quarter and first 6 months of 2012 are in accordance with International Financial Reporting Standards (IFRS) as adopted in the European Union. The presentation of the consolidated financial statements complies with the requirements of IAS 34 "Interim Financial Reporting". Condensed consolidated interim financial statements should be read together with the consolidated annual report of last year. The accounting policies that have been used in the preparation of the condensed interim report are the same as those used in the consolidated annual report for the year ended 31 December 2011.

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

Management estimates that AS Trigon Property Development is a going concern and the Group's consolidated interim report for the second quarter and first 6 months of 2012 presents a true and fair view of the financial position, the results of operations and the cash flows of AS Trigon Property Development. This interim report has not been audited.

#### Note 2 Investment property

| Balance as at 30.06.2011         | 4 167 039  |
|----------------------------------|------------|
| Sales of investment property     | -30 000    |
| Loss from change in fair value   | -1 712 039 |
| Balance as at 31.12.2011         | 2 425 000  |
| Sales of investment property     | -211 000   |
| Profit from change in fair value | 170 520    |
| Balance as at 30.06.2012         | 2 384 520  |

Group currently owns one real estate development project involving a 35.4-hectare area in the City of Pärnu, Estonia.

On the 21th of May in 2012 a 6,006 m2 legal share of immovable (6,006 m2/41,341 m2) at Niidu 9 Pärnu was sold for 211,000 EUR.

The expenses related to the management of investment property totalled 10 284 euros in first 6 months of 2012 and 9,351 euros in first 6 months of 2011.

The property has been rented out until the beginning of construction works under operating lease agreements. Revenue from the leasing of investment property totalled 9,100 euros in first 6 months of 2012 and 12,360 euros in first 6 months of 2011.

In 2011 the investment property was valued by independent valuer Colliers International using the comparable transactions approach (in 2010 and 2009 the discounted cash flow method was used) which benchmarked the value of Niidu land area against the prices of transacted land plots along the Pärnu City. The benchmark land plot prices ranged from EUR 15 to 39 per square meter, inclusive of basic site infrastructure (internal roads and access road, water / sewage, etc). Based

on comparable transaction the valuer has estimated the sales price at 16 EUR/m2 including infrastructure.

As at 31 December 2011 the evaluation resulting in a fair value of 2,425,000 euros

As at 30 June 2012 and 30 June 2011, investment properties were encumbered with mortgages for the benefit of Estonian Republic in the amount of 395 thousand euros. Mortgages were set as collateral for long-term borrowings (note 3). As at 30 June 2012 the carrying amount of investment properties encumbered with mortgages was 2,384,520 euros and 30 June 2011 4,167,039 euros.

## Note 3 Borrowings

|                             | 30.06.2012 | 31.12.2011 | 30.06.2011 |
|-----------------------------|------------|------------|------------|
| Current borrowings          |            |            |            |
| Instalment payment for land | 12 516     | 25 032     | 12 516     |
| Loans from related parties  | 0          | 0          | 3 500      |
| TOTAL                       | 12 516     | 25 032     | 16 016     |
| Non-current borrowings      |            |            |            |
| Instalment payment for land | 62 578     | 62 578     | 87 610     |
| Loans from related parties  | 103 130    | 133 130    | 133 130    |
| TOTAL                       | 165 708    | 195 708    | 220 740    |

As at 30 June 2012 short-term borrowings include instalment payment for land 12,516 euros with the repayment date 20 November 2012.

Non-current borrowings include the instalment payment for land 62,578 euros on which interest in the fixed amount of 2,503 euros per annum is paid. The repayment date of the loan is 2015. Using the fair market interest rate of 7% per annum, the fair value of the loan is 58,198 euros. Long-term borrowings include also loans from parent company in the amount of 103,130 euros with the repayment date 31.12.2014.

As at 30 June 2011 short-term borrowings include instalment payment for land 12,516 euros with the repayment date 20 November 2011.

Non-current borrowings include the instalment payment for land 87,610 euros on which interest in the fixed amount of 2,503 euros per annum is paid. The repayment date of the loan is 2015. Long-term borrowings include also loans from parent company in the amount of 133,130 euros with the repayment date 31.12.2012.

Borrowing terms have not been breached during the accounting period or as at the balance sheet date.

#### Note 4 Payables and prepayments

| EUR            | 30.06.2012 | 31.12.2011 | 30.06.2011 |
|----------------|------------|------------|------------|
| Payables       | 3 810      | 3 629      | 184        |
| Prepayments    | 0          | 21 000     | 21 000     |
| Interests      | 25 454     | 20 922     | 16 224     |
| Other payables | 1 312      | 9 693      | 3 248      |
| TOTAL          | 30 576     | 55 244     | 40 656     |

As at 30th of June 2011 a prepayment for the preliminary sale of part of immovable at Niidu 9 Pärnu egual to 6,006/41,341 of total immovable is reflected.

## **Note 5 Equity**

|                    | Number of shares | Share capital |
|--------------------|------------------|---------------|
|                    | pcs              | EUR           |
| Balance 30.06.2011 | 4 499 061        | 2 875 424     |
| Balance 31.12.2011 | 4 499 061        | 2 699 437     |
| Balance 30.06.2012 | 4 499 061        | 2 699 437     |

The share capital of AS Trigon Property Development is 2,699,437 euros. On the 28th of September in 2011 the conversion of share capital into euro and the consequential decrease of the share capital of AS Trigon Property Development were registered in the Commercial Register. Relevant resolutions were adopted by the Annual General Meeting of shareholders held on the 29th of June 2011. The new amount of registered share capital of AS Trigon Property Development is 2,699,437 euro which is divided into 4,499,061 ordinary shares with the nominal value of 0.60 euro. The maximum share capital stipulated in the articles of association is 10,797,744 euros. Each ordinary share grants one vote to its owner at the General Meeting of Shareholders and the right to receive dividends.

As at 30 June 2012 the retained earnings amounted to -908,087 euros. As at 30 June 2011 the retained earnings amounted to 508,279 euros. At the balance sheet date it is possible to pay out 401,540 euros as dividends. The corresponding corporate income tax on dividends would amount to 106,739 euros.

As at 30 June 2012, the Group had 509 shareholders (30 June 2011: 528 shareholders) of which the entities with more than a 5% holdings were:

• Trigon Wood OÜ with 2 682 192 shares or 59.62% (2011: 59.62%)

Members of the Management Board and Supervisory Board owned no shares as at 30 June 2012 and 30 June 2011.

Note 6 Expenses related to investment property

| EUR            | Q2 2012 | Q2 2011 | 6 m 2012 | 6 m 2011 |
|----------------|---------|---------|----------|----------|
| Land tax       | 5 719   | 0       | 5 719    | 8 601    |
| Evaluation     | 0       | 0       | 0        | 750      |
| Other expenses | 3 160   | 0       | 4 565    | 0        |
| TOTAL          | 8 879   | 0       | 10 284   | 9 351    |

## Note 7 Administrative and general expenses

| EUR   | Q2 2012 | Q2 2011 | 6 m 2012 | 6 m 2011 |
|---|---------|---------|----------|----------|
| Consulting fees                               | 6 140   | 0       | 6 140    | 923      |
| Salary  | 6 443   | 0       | 12 885   | 0        |
| Auditing                                      | 38      | 0       | 38       | 19       |
| Security transactions and stock exchange fees | 1 494   | 1 642   | 2 822    | 3 314    |
| Other expenses                                | 293     | 1 789   | 763      | 2 141    |
| TOTAL   | 14 408  | 3 431   | 22 648   | 6 397    |

## Note 8 Earnings per share

| EUR   | 6 m 2012 | 6 m 2011 |
|---|----------|----------|
| Basic earnings per share (basic EPS)  | 0.03132  | -0.00206 |
| Diluted earnings per share  | 0.03132  | -0.00206 |
| Book value of the share   | 0.51     | 0.87     |
| Price to earnings ratio (P/E)   | 10.41    | -170.12  |
| Closing price of the share of AS Trigon Property Development on Tallinn<br>Stock Exchange 30.09 | 0.326    | 0.35     |

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

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

## Note 9 Segment

The Group operates in one business segment - property investments. Property investment division rents out land and develops property in Estonia.

|          | 6 m 20 | 6 m 2012 |        | 6 m 2011 |  |
|----------|--------|----------|--------|----------|--|
|          | EUR    | %        | EUR    | %        |  |
| Client A | 7 200  | 79%      | 6 240  | 50%      |  |
| Client B | 0      | 0%       | 3 840  | 31%      |  |
| Client C | 1 900  | 21%      | 2 280  | 18%      |  |
| TOTAL    | 9 100  | 100%     | 12 360 | 100%     |  |

#### Note 10 Related party transactions

The following parties are considered to be related parties:

- Parent company Trigon Wood OÜ and owners of the parent company;
- Members of the Management board, the Management Board and the Supervisory Board of AS Trigon Property Development and their close relatives;
- Entities under the control of the members of the Management Board and Supervisory Board;
- Individuals with significant ownership unless these individuals lack the opportunity to exert significant influence over the business decisions of the Group.

Biggest shareholders of OÜ Trigon Wood are AS Trigon Capital (30.13%), Veikko Laine Oy (26.49%), SEB Soome kleindid (10.96%), Hermitage Eesti OÜ (12.64%), Thominvest Oy (11.94%).

In first 6 months of 2012 and 2011 no remuneration has been paid to the Management or Supervisory board. There are no potential liabilities to members of the Management Board or Supervisory Board.

In first 6 months of 2012 services in the amount of 75 (2011: 0) euros were bought from entities under the control of members of Supervisory Board of Trigon Property Development AS.

In first 6 months of 2012 Group received loan from parent company in the amount of 3,370 (2011: 0) euros and repayed in the amount 33,370. As at 31.06.2012 the balance of loans from parent company was in the amount of 103,130 (2011: 133,130) euros and the accrued interest from these loans was 25,454 (2011: 16,224) euros. In first 6 months of 2012 interest 4,531 (2011: 4,621) euros were calculated.

In first 6 months of 2011 Group repayed loan from entities under the control of members of Supervisory Board in the amount 6,775 euros.