# 3<sup>rd</sup> quarter Interim Report

2007

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# **Outline**

AS Viisnurk is a multi-business wood processing company, with over half a century of experience in adding value to wood.

The Furniture and Building Materials Divisions are the business units of AS Viisnurk. The Furniture Division focuses on manufacturing and marketing of domestic furniture of unique design. The furniture division also consists furniture retail (Skano). The Building Materials Division produces and markets two independent softboard-based product categories: fibre-boards for insulation and soundproofing, and interior finishing panels for walls and ceilings.

AS Viisnurk has concentrated on export markets. Apart form the domestic market, the main markets of the company are in the neighboring regions: the Nordic countries, Western and Central Europe and Russia. The long-term customers and co-operation partners of AS Viisnurk are distinguished representatives of their respective fields.

According to the resolution of Tallinn Stock Exchange Listing Committee as of 20.09.2007 the shares of AS Viisnurk are listed on Tallinn Stock Exchange main list and trading with the shares will commence on 25 September 2007. The majority owner of AS Viisnurk is OÜ Trigon Wood. The ultimate controlling party of the Group is TDI Investments KY, registered in the Republic of Finland and belonging to the Scandinavian investors.

# Management Report

#### 9 months of 2007

The net sales of AS Viisnurk for the 9 months of 2007 were 180.5 mil. kroons/11.5 mil. euros (160.2 mil. kroons/10.2 mil. euros during the same period in 2006) and the net profit amounted to 11.4 mil. kroons/0.7 mil. euros (7.9 mil. kroons/0.5 mil. euros during the same period in 2006).

As of the end of September 2007 the total assets of Viisnurk amounted to 151.4 mil. kroons/9.7 mil. euros (30.9.2006: 142.0 mil. kroons/9.1 mil. euros). The liabilities of the company accounted for 54% (30.6.2006: 57%) thereof, i.e. 81.4 mil. kroons/5.2 mil. euros (30.9.2006: 80.5 mil. kroons/5.1 mil. euros).

The turnover of the Furniture Division in the 9 months of 2007 amounted to 94.8 mil. kroons/6.1 mil. euros (91.8 mil. kroons/5.9 mil. euros during the same period in 2006) and the profit amounted to 2.9 mil. kroons/0.2 mil. euros (3.1 mil. kroons/0.2 mil. euros during the same period in 2006).

The turnover of the Building Materials Division in the 9 months of 2007 amounted to 85.7 mil. kroons/5.5 mil. euros (68.4 mil. kroons/4.4 mil. euros during the same period in 2006) and the profit amounted to 12.6 mil. kroons/0.8 mil. euros (8.6 mil. kroons/0.5 mil. euros during the same period in 2006).

The profit of the Divisions does not reflect the general administrative costs of the corporation in the amount of 1.7 mil. kroons/0.1 mil. euros (1.4 mil. kroons/90 thousand euros during the same period in 2006) and the financial expenses of 2.0 mil. kroons/0.1 mil. euros (1.9 mil. kroons/0.1 mil. euros during the same period in 2006) that have been recorded in the report of business segments as unallocated expenses.

The division plan of AS Viisnurk was signed on June 29, 2007 as the result of which the part of the previous Viisnurk engaged in production became separate, namely the Furniture and Building Materials Division. The aforementioned decision was also approved by the general meeting of shareholders on August 6, 2007. The division was registered in Commercial Register on September 19, 2007. The separated unit engaged in production named to AS Viisnurk and trading with the share of AS Viisnurk started in Tallinn Stock Exchange on September 25, 2007. The division engaged in production maintain the real estate necessary for its principal activity also in the future as well as the Rääma street real estate development project. Real estate located at Niidu street which was not used in the production activity of Viisnurk, was separated. All assets, liabilities, revenues and costs related to separated unit, are eliminated.

# 3rd quarter of 2007

The net sales of the 3rd quarter of the accounting year amounted to 51.0 mil. kroons/3.3 mil. euros (51.4 mil. kroons/3.3 mil. euros in 2006) and the net profit amounted to 0.9 mil. kroons/60 thousand euros (3.5 mil. kroons/226 thousand euros in 2006).

The results of the third quarter of the company compared to the third quarter of 2006 have remained more modest both in the Furniture Division and the Building Materials Division. The main factors upon the formation of the result were the following: the sales of the furniture factory in the Furniture Division were smaller than planned in the summer period (effect on the result approx. 0.5 mil. kroons/32 thousand euros), preparations made for the expansion in retail sale and the start of stores created in Lithuania and Ukraine takes time (effect on the result 0.8 mil. kroons/51 thousand euros) and marketing expenditures in the Building Materials Division have increased (effect on the result approx. 0.8 mil. kroons/51 thousand euros). Moreover, the sales of the basic line production of the Building Materials Division were smaller as the summer stock could not have been produced sufficiently in advance.

The turnover of the Furniture Division in the third quarter of 2007 amounted to 27.0 mil. kroons/1.7 mil. euros (27.0 mil. kroons/1.7 mil. euros during the same period in 2006) and the

loss amounted to 0.4 mil. kroons/27 thousand euros (profit 1.7 mil. kroons/106 thousand euros in 2006).

The turnover of the Building Materials Division in the third quarter of 2007 amounted to 24.0 mil. kroons/1.5 mil. euros (24.4 mil. kroons/1.6 mil. euros during the same period in 2006) and the profit amounted to 2.5 mil. kroons/157 thousand euros (3.6 mil. kroons/231 thousand euros in 2006).

The profit of the Divisions does not reflect the general administrative costs of the corporation in the amount of 0.4 mil. kroons/23 thousand euros and the financial expenses of 0.7 mil. kroons/47 thousand euros (the general administrative costs 1.2 mil. kroons/75 thousand euros and the financial expenses of 0.6 mil. kroons/36 thousand euros in 2006) that have been recorded in the report of business segments as unallocated expenses.

#### Forecast and development

The company has made a strategic decision to focus on the profitable production of two basic product lines, namely Björkkvist and Villinki in order to improve the efficiency. Already today, the aforementioned product lines make more than 90% of the production of Viisnurk Furniture Division. Above all, the management board foresees that there are some reserves concerning the improvement of quality due to specialization and minimizing the time lost due to re-adjustments made for different product lines. The market has shown an increasing demand for both product lines and because of their classical design, there is little risk that the demand would decrease due to trends. The Management Board predicts the increase of furniture production mainly due to the increase of demand in its retail trade.

According to the strategy of developing the retail sale of the furniture division, an international retail chain of furniture stores in our neighbouring markets operating under the trademark Skano shall be created. The plan is to open one new store in Ukraine in the 4<sup>th</sup> quarter. Moreover, the plan is to exchange the present location of the store in Riga for a more favourable location in the 4<sup>th</sup> quarter of 2007. According to the plans, Skano shall operate no less than eight stores in the Baltics and Ukraine by the end of 2007. Upon creating the retail unit, AS Viisnurk entered the business area of the retail of furniture and furnishing goods that is operated by a private limited company Skano, registered on September 1, 2003. AS Viisnurk holds 100% of the shares of OÜ Skano.

New Isotex line in Building Material Division works in one shift. The main goal is to sell all production capacity in 2009. Also it means bigger marketing costs in 2008.

On April 9, 2007 Pärnu City Government decided to initiate the detailed plan of Rääma street real estate development area. Presently, an architectural competition is in progress, the aim of which is to find the best solution for housing. Three architect's offices participated in the competition and two of them are competing in the second round. The architectural competition encompassed the entire registered immovable of Rääma 31, the first part of which is formed by the present real estate development region with the area of ca 2 ha. The prerequisite for the development of the second part would be the termination of the work of the Building Materials Division on the given territory. According to the works that made it to the second round, the building volume in case of Kavakava OÜ would be 40,000 m² (including 14,000 m² in the first part) and in case of Architect's Office Luhse & Tuhal, the building volume would be 60,000 m² (including 21,000 m² in the first part).

## Divisional review:

| Th EEK                      | Net sales Profit |          | it       |          |
|-----------------------------|------------------|----------|----------|----------|
|                             | 9 m 2007         | 9 m 2006 | 9 m 2007 | 9 m 2006 |
| Furniture Division          | 94,820           | 91,799   | 2,941    | 3,073    |
| Incl. retail (Skano)        | 13,702           | 7,432    | (1,208)  | 925      |
| Building Materials Division | 85,685           | 68,387   | 12,596   | 8,579    |
| TOTAL                       | 180,505          | 160,186  | 15,537   | 11,652   |
| Unallocated expenses        |                  |          | (1,699)  | (1,408)  |
| OPERATING PROFIT            |                  |          | 13,838   | 10,244   |
| Net financial costs         |                  |          | (1,963)  | (1,857)  |
| PROFIT BEFORE TAXES         |                  |          | 11,875   | 8,387    |
| Prepaid income tax          |                  |          | (475)    | (438)    |
| NET PROFIT                  |                  |          | 11,400   | 7,949    |

| Th EUR                      | Net sa   | ales     | Profit   |          |  |
|-----------------------------|----------|----------|----------|----------|--|
|                             | 9 m 2007 | 9 m 2006 | 9 m 2007 | 9 m 2006 |  |
| Furniture Division          | 6,060    | 5,867    | 188      | 196      |  |
| Incl. retail (Skano)        | 876      | 475      | (77)     | 59       |  |
| Building Materials Division | 5,476    | 4,371    | 805      | 549      |  |
| TOTAL                       | 11,536   | 10,238   | 993      | 745      |  |
| Unallocated expenses        |          |          | (109)    | (90)     |  |
| OPERATING PROFIT            |          |          | 884      | 655      |  |
| Net financial costs         |          |          | (125)    | (119)    |  |
| PROFIT BEFORE TAXES         |          |          | 759      | 536      |  |
| Prepaid income tax          |          |          | (30)     | (28)     |  |
| NET PROFIT                  |          |          | 729      | 508      |  |

#### **Furniture Division**

The nine-month net sales of AS Viisnurk Furniture Division were 94.8 mil. kroons/6.1 mil. euros (2006: 91.8 mil. kroons/5.9 mil. euros) and the economic result 2.9 mil. kroons/188 thousand euros (2006: 3.1 mil kroons/196 thousand euros) as a profit. As compared to the previous year the turnover of the division has increased by 3.0 mil. kroons/193 thousand euros.

#### **Furniture Production**

The Furniture Division's nine-month sales in the company's basic target markets in Finland and Russia have proceeded according to the plans and as compared to 2006 the sales have increased considerably. Nevertheless, the sales in the  $3^{rd}$  quarter have been smaller than planned. The following increase in sales is basically the result of the increase in retail sale.

Among potential markets the division sees an opportunity to increase sales in Eastern and Central Europe.

#### Furniture Retail - Skano

Concerning the retail trade of the Furniture Division, the company continued its strategic activities in the 3<sup>rd</sup> quarter of 2007 in order to expand the retail trade to the neighbouring markets. The expansion of retail business includes opening new stores offering home furniture and furnishing goods in various Eastern European markets. Moreover, the company is searching for possibilities to enter the market of Central Europe.

The retail sale of the Furniture Division shows a rising tendency. Within nine months this year the retail sale has increased by 84% as compared to the same period last year. At the same time,

the sales of the stores opened before 30.09.2007 have increased 67% during the first nine months compared to the same period in 2006.

One store was opened in Kharkiv (Ukraine) in August.

Compared to the first 9 months of the previous year, the expansion costs of retail business have been 4 million kroons/0.26 million euros. The aforementioned amount includes the administrative costs of retail business and the losses of the stores opened in Lithuania and Ukraine.

#### **Building Materials Division**

The nine-month net sales of the Building Materials Division amounted to 85.7 mil. kroons/5.5 mil. euros and profit to 12.6 mil. kroons/0.8mil. euros. In the same period of the last year, the turnover of the division totalled 68.4 mil. kroons/4.4 mil. euros and the net profit 8.6 mil. kroons/0.5 mil. euros. As compared to the previous year the turnover of the division has increased by 17.3 mil. kroons/1.1 mil. euros and the profit by 4.0 mil. kroons/0.3 mil. euros.

# **Building Boards**

The results of the first nine months of 2007 have most been influenced by the sale success of Isoplaat wind protection boards in Northern Europe. The demand for wind protection boards is increasing in the domestic market as well. In other neighbouring markets, especially in Latvia and Russia, the sale of floor boards has increased. Wind protection boards were the product group with the largest share in the sale of building boards.

#### **Interior Finishing Boards**

Sales volumes and results of Isotex interior finishing boards have increased due to the new range of products and changes in the image of the trademark. The new logo and image were launched in the 4<sup>th</sup> quarter of the previous year in order to mark the broader product range.

In March ceiling panels with new patterns were introduced in Finland and Estonia helping to strengthen our leading positions in the above markets even more.

In October, the selection of wall panels with textile cover increased by 3 new covers which make the entire product selection more attractive and help to differentiate clearly in tough competition.

Ceiling panels comprised 78% (80% in 2006) and wall panels 22% (20% in 2006) of the sales of interior finishing boards.

Sales of Isotex interior finishing boards comprised 35% (2006: 42%) of the total sales of the division in 2007. Interior finishing boards are being produced since 1996 and they are sold 100% under the company's own trademark Isotex.

#### Investments

Concerning the retail trade of the furniture division, the company continued its strategic activities in the third quarter of 2007 in order to expand the retail trade to the neighbouring markets. The expansion of retail business includes opening new stores offering home furniture and furnishing goods in various Eastern European markets.

In the Furniture Division, the possibility to use water-UV varnishes shall be added to the finishing line in the 4<sup>th</sup> quarter. This will help to improve the quality of finishing and decrease the pollution of environment due to volatile organic compounds. The total cost of the investment shall be approx. 1.7 million kroons /108 thousand euros.

In order to satisfy the increased demand on the present markets and in order to enter the markets of Russia and Ukraine, Viisnurk AS established an additional line of interior finishing boards (Isotex) in the 3<sup>rd</sup> quarter this year. The cost of investment at the end of the 3<sup>rd</sup> quarter was 11.2 million kroons/716 thousand euros, which includes the acquisition of production equipment as well as the total renovation of the present production buildings. The works related

to building the line are finished and it works in one shift at the moment. The new production line enables to increase the volume of Isotex products to 55% of the net sales of the Building Materials Division. Increasing the production capacity of Isotex products helps the company to improve sales margins and give the existing production a higher value.

During 9 months 2007 investments into technology totalled 3.4 mil. kroons/215 thousand euros and into buildings 10.6 thousand kroons/678 thousand euros. At the same period of 2006 investments into technology totalled 1.8 mil. kroons/115 thousand euros and into buildings 569 thousand kroons/36 thousand euros.

# People

At 30 September 2007 AS Viisnurk employed 323 people (340 people in the same period of the last year). The average number of personnel in the six months of 2007 was 322 (2006: 344).

In the 9 months of 2007, wages and salaries amounted 41.9 mil. kroons/2.7 mil. euros (36.1 mil. kroons/2.3 mil. euros in the same period of the last year).

Payments made to management and supervisory board members with relevant taxes:

|   | Th EEK<br><b>9 m 2007</b> | Th EEK <b>9 m 2006</b> | Th EUR<br><b>9 m 2007</b> | Th EUR<br><b>9 m 2006</b> |
|---|---------------------------|------------------------|---------------------------|---------------------------|
| Board member and other remuneration Social tax and unemployment | 1,293                     | 785                    | 83                        | 50                        |
| insurance premiums  | 445                       | 280                    | 28                        | 18                        |
| TOTAL   | 1,738                     | 1,065                  | 111                       | 68                        |

# Financial highlights

|                                 | Th EEK<br>9 m 2007 | Th EEK<br><b>9 m 2006</b> | Th EUR<br><b>9 m 2007</b> | Th EUR<br><b>9 m 2006</b> |
|---------------------------------|--------------------|---------------------------|---------------------------|---------------------------|
| Income statement                |                    |                           |                           |                           |
| Revenue                         | 180,505            | 160,186                   | 11,536                    | 10,238                    |
| EBITDA                          | 20,594             | 18,298                    | 1,316                     | 1,169                     |
| EBITDA margin                   | 11.4%              | 11.4%                     | 11.4%                     | 11.4%                     |
| Operating profit                | 13,838             | 10,244                    | 884                       | 655                       |
| Operating margin                | 7.7%               | 6.4%                      | 7.7%                      | 6.4%                      |
| Net profit                      | 11,400             | 7,949                     | 729                       | 508                       |
| Net margin                      | 6.3%               | 5.0%                      | 6.3%                      | 5.0%                      |
| Balance sheet                   |                    |                           |                           |                           |
| Total assets                    | 151,425            | 141,975                   | 9,678                     | 9,074                     |
| Return on assets                | 7.5%               | 5.6%                      | 7.5%                      | 5.6%                      |
| Total liabilities               | 81,353             | 80,501                    | 5,199                     | 5,145                     |
| Debt-to-equity ratio            | 53.7%              | 56.7%                     | 53.7%                     | 56.7%                     |
| Equity                          | 70,072             | 61,474                    | 4,479                     | 3,929                     |
| Return on equity                | 16.3%              | 12.9%                     | 16.3%                     | 12.9%                     |
| Share (30 June)                 |                    |                           |                           |                           |
| Closing price (EEK/EUR)*        | 59.93              | -                         | 3.83                      | -                         |
| Earnings per share (EEK/EUR)    | 2.53               | 1.77                      | 0.16                      | 0.11                      |
| Price-earnings ratio*           | 23.69              | -                         | 23.69                     | -                         |
| Book value of a share (EEK/EUR) | 15.58              | 13.66                     | 1.0                       | 0.87                      |
| Market to book ratio*           | 3.85               | -                         | 3.85                      | -                         |
| Market capitalization*          | 269,625            | -                         | 17,231                    | -                         |

<sup>\*</sup> No indicators concerning the share of the company have been published with reference to 2006 since there is no comparative data - the share of Viisnurk AS has been listed on Tallinn Stock Exchange starting from 25.09.2007.

EBITDA = Earnings before interest, taxes, deprecation and amortisation

EBITDA margin = EBITDA / Revenue

Operating margin = Operating profit / Revenue

Net margin = Net profit / Revenue

Return on assets = Net profit / Total assets

Debt-to-equity ratio = Liabilities / Total assets

Return on equity = Net profit / Equity

Earnings per share = Net profit / Total shares

Price-earnings ratio = Closing price / Earnings per share in reporting period

Book value of a share = Equity / Total shares

Market to book ratio = Closing price / Book value of a share

Market capitalization = Closing price \* Total shares

# Financial risks

#### Interest rate risk

AS Viisnurk's interest rate risk depends, above all, on changes in EURIBOR (Euro Interbank Offered Rate) because most of its loans are linked to EURIBOR. At 30 September 2007, 6 months' EURIBOR was 4.759 (30.9.06: 3.657) and at 31 December 2006 3.807 (31.12.05: 2.637).

According to loan agreements, interest rates are reviewed on the basis of changes in EURIBOR as follows:

• the loan in starting amount of EEK 13,000,000 (EUR 830,851) every year on 30 November and 30 May;

- the loan in starting amount of EUR 2,660,000 (EEK 41,619,956) every year on 30 September and 31 March.
- the loan in starting amount of EUR 479,337 (EEK 7,500,000) every year on 30 April and 31 October.

The interest rate risk also depends on the overall economic situation in Estonia and on changes in the banks' average interest rates. AS Viisnurk has a cash flow risk arising from the interest rate risk because most loans have a floating interest rate. Management believes that the cash flow risk is not significant. Therefore, no hedging instruments are used.

#### Currency risk

The foreign exchange risk is the risk that the company may have significant loss as a result of fluctuating foreign exchange rates. AS Viisnurk's foreign exchange risk is low because most export-import contracts are nominated in euros.

#### Risk of the Economic Environment

The risk of the economic environment for the Building Materials Division depends on general developments in the construction market; the risk for Furniture Division depends on the expectations of the customers towards economic welfare in future.

#### Fair value

The management estimate, that the fair values of cash, accounts payable, short-term loans and borrowings do not materially differ from their carrying amounts. The fair values of long-term loans do not materially differ from their carrying amounts because their interest rates correspond to the interest rate risks prevailing on the market.

# **Group structure**

| CI       |    |        |      |        |
|----------|----|--------|------|--------|
| Shares   | ın | CLIDCL | dı ว | riac   |
| Julianes |    | SUDSI  | uıa  | ני וכי |

| Shares in Substantines                                | OÜ Skano | OÜ Visu | OÜ Isotex | SIA Skano | UAB<br>Skano LT | TOV<br>Skano<br>Ukraina |
|---|----------|---------|-----------|-----------|-----------------|-------------------------|
| Country of location                                   | Estonia  | Estonia | Estonia   | Latvia    | Lithuania       | Ukraine                 |
| Number of shares<br>at 31.12.2005<br>Number of shares | 1        | 1       | 1         | 1         | -               | -                       |
| at 30.9.2006  | 1        | 1       | 1         | 1         | -               | -                       |
| Ownership at 30.9.2006                                | 100      | 100     | 100       | 100       | -               | -                       |
| Number of shares<br>at 31.12.2006<br>Number of shares | 1        | 1       | 1         | 1         | -               | -                       |
| at 30.9.2007  | 1        | 1       | 1         | 1         | 100             | 1                       |
| Ownership at 30.9.2007                                | 100      | 100     | 100       | 100       | 100             | 100                     |

Skano OÜ is engaged with the retail trade of furniture in Estonia. The company owns two furniture stores - one in Järve Keskus in Tallinn and the other on the first floor of the headquarters of AS Viisnurk in Pärnu. OÜ Skano holds 100% of the shares in enterprises SIA Skano, UAB Skano LT and TOV Skano Ukraine.

SIA Skano is engaged in the retail sale of furniture in Latvia. It has one store which was opened in November 2005.

The foundation of a subsidiary UAB Skano LT with share capital of 10,000 lit (45,315 kroons / 2,896 euros) was completed on April 27, 2007. The shares of the company are 100% hold by OÜ Skano, a subsidiary of AS Viisnurk. The purpose of establishing UAB Skano LT was to start retail of furniture in Klaipeda, Kaunas and Vilnius.

On June 19, 2007 OÜ Skano registered in the Ukraine subsidiary TOV Skano Ukraina with share capital of 50,500 hryvnia (117,020 kroons / 7,479 euros). The shares of the company are 100% hold by OÜ Skano, a subsidiary of AS Viisnurk. The purpose of establishing TOV Skano Ukraina was to start retail of furniture in bigger cities of the Ukraine.

OÜ Visu and OÜ Isotex were established to allow former divisions to operate independently under their own trademarks and to facilitate their development. In connection with restructuring, use of the subsidiaries has been abandoned.

The subsidiaries OÜ Visu and OÜ Isotex did not have any operations in the financial year 2007 and 2006.

# Declaration of the Management Board

The Management Board of AS Viisnurk is prepared consolidated unaudited Interim Report for the 3<sup>rd</sup> quarter of 2007, which is presented on pages 12 to 24.

- the accounting policies applied in the preparation of the consolidated financial statements comply with International Financial Reporting Standards as adopted by the European Union;
- the consolidated financial statements give a true and fair view of the financial positions of the Group and AS Viisnurk and the results of their operations and their cash flows;
- AS Viisnurk and its subsidiaries are going concerns.

| Chairman of Management board | Am   | Andres Kivistik |
|------------------------------|------|-----------------|
| Member of Management board   | Pann | Einar Pähkel    |
| Member of Management board   | 1/16 | Erik Piile      |

26<sup>th</sup> November 2007

# Consolidated balance sheet

|   |                            | Pro forma (Note 1)   |                            |                      |  |
|---|----------------------------|----------------------|----------------------------|----------------------|--|
|   | Th EEK<br><b>30.9.2007</b> | Th EEK<br>31.12.2006 | Th EUR<br><b>30.9.2007</b> | Th EUR<br>31.12.2006 |  |
|   | 2.007                      | 42.224               | 255                        | 700                  |  |
| Cash and bank Receivables and prepayments (Note | 3,997                      | 12,234               | 255                        | 782                  |  |
| 2)  | 32,516                     | 26,630               | 2,079                      | 1,701                |  |
| Inventories (Note 3)                            | 46,441                     | 44,970               | 2,968                      | 2,874                |  |
| Total current assets                            | 82,954                     | 83,834               | 5,302                      | 5,357                |  |
| Investment property (Note 4)                    | 5,665                      | 2,903                | 362                        | 186                  |  |
| Tangible fixed assets (Note 5)                  | 62,514                     | 56,745               | 3,995                      | 3,627                |  |
| Intangible fixed assets (Note 6)                | 292                        | 650                  | 19                         | 42                   |  |
| Total fixed assets                              | 68,471                     | 60,298               | 4,376                      | 3,855                |  |
| TOTAL ASSETS                                    | <u>151,425</u>             | 144,132              | <u>9,678</u>               | 9,212                |  |
| Debt obligations (Note 7)                       | 2,147                      | 19,017               | 137                        | 1,215                |  |
| Payables and prepayments (Note 8)               | 31,133                     | 30,230               | 1,990                      | 1,932                |  |
| Short-term provisions (Note 9)                  | 24                         | 221                  | 1,770                      | 1,732                |  |
| Total current liabilities                       | 33,304                     | 49,468               | 2,128                      | 3,162                |  |
| Non-current debt obligations (Note 7)           | 45,002                     | 25,574               | 2,876                      | 1,634                |  |
| Non-current provisions (Note 9)                 | 3,047                      | 3,047                | 195                        | 195                  |  |
| Total non-current liabilities                   | 48,049                     | 28,621               | 3,071                      | 1,829                |  |
| Total liabilities                               | 81,353                     | 78,089               | 5,199                      | 4,991                |  |
| Share capital at nominal value (Note            |                            | 44.004               | 0.075                      | 0.075                |  |
| 10)   | 44,991                     | 44,991               | 2,875                      | 2,875                |  |
| Issue premium                                   | 5,799                      | 7,795                | 371                        | 498                  |  |
| Statutory capital reserve                       | 4,499                      | 4,499                | 288                        | 288                  |  |
| Currency translation reserve                    | 24                         | 0                    | 1                          | 0                    |  |
| Retained profits                                | 3,359                      | (3,759)              | 215                        | (240)                |  |
| Net profit for the year (Note 11; 12)           | 11,400                     | 12,517               | 729                        | 800                  |  |
| Total equity                                    | 70,072                     | 66,043               | 4,479                      | 4,221                |  |
| TOTAL LIABILITIES AND EQUITY                    | <u>151,425</u>             | <u>144,132</u>       | 9,678                      | <u>9,212</u>         |  |

# Consolidated income statement

|   |                                  |                                  |                    |                           |                                  |                                  | Pro forma                 | (Note 1)           |
|---|----------------------------------|----------------------------------|--------------------|---------------------------|----------------------------------|----------------------------------|---------------------------|--------------------|
|   | 7h EEK<br>3 <sup>rd</sup> q 2007 | Th EEK<br>3 <sup>rd</sup> q 2006 | Th EEK<br>9 m 2007 | Th EEK<br><b>9 m 2006</b> | Th EUR<br>3 <sup>rd</sup> q 2007 | Th EUR<br>3 <sup>rd</sup> q 2006 | Th EUR<br><b>9 m 2007</b> | Th EUR<br>9 m 2006 |
| RETURN ON SALES (Note 12)   | 51,004                           | 51,291                           | 180,505            | 160,186                   | 3,260                            | 3,278                            | 11,536                    | 10,238             |
| Cost of production sold   | (42,350)                         | (42,394)                         | (143,348)          | (134,162)                 | (2,707)                          | (2,709)                          | (9,162)                   | (8,574)            |
| Gross profit  | 8,654                            | 8,897                            | 37,157             | 26,024                    | 553                              | 569                              | 2,374                     | 1,664              |
| Marketing expenses  | (6,501)                          | (4,486)                          | (21,175)           | (14,404)                  | (415)                            | (287)                            | (1,353)                   | (921)              |
| General administrative expenses (Note 12)                               | (439)                            | (416)                            | (1,699)            | (1,408)                   | (28)                             | (27)                             | (109)                     | (90)               |
| Other income  | 7                                | 152                              | 125                | 451                       | 0                                | 10                               | 8                         | 29                 |
| Other expenses  | (327)                            | (120)                            | (570)              | (419)                     | (21)                             | (8)                              | (36)                      | (27)               |
| Operating profit (Note 12)  | 1,394                            | 4,027                            | 13,838             | 10,244                    | 89                               | 257                              | 884                       | 655                |
| Financial income and financial expenses (Note 12)                       | (726)                            | (623)                            | (1,963)            | (1,857)                   | (46)                             | (40)                             | (125)                     | (119)              |
| Profit before taxes (Note 12)   | 668                              | 3,404                            | 11,875             | 8,387                     | 43                               | 217                              | 759                       | 536                |
| Prepaid income tax (Note 10; 12)  | 0                                | 0                                | (475)              | (438)                     | 0                                | 0                                | (30)                      | (28)               |
| NET PROFIT FOR THE PERIOD (Note 11; 12)                                 | 668                              | 3,404                            | 11,400             | 7,949                     | 43                               | 217                              | 729                       | 508                |
| Basic earnings per share (Note 11) Diluted earnings per share (Note 11) | 0.15<br>0.15                     | 0.76<br>0.76                     | 2.53<br>2.53       | 1.77<br>1.77              | 0.01<br>0.01                     | 0.05<br>0.05                     | 0.16<br>0.16              | 0.11<br>0.11       |

# Consolidated cash flow statement

| Cash flow from operations         Th EEK P m 2006         Th EUR P m 2007         Th EUR P m 2006         Th EUR P m 2007         Th EUR P m 2006         Th EUR P m 2007         Th EUR P m 2006         Th EUR P m 2007         Th EUR P m 2006         P m 2007         P m 2007         P m 2007         P m 2006         P m 2007         P 536           Adjustments for:<br>Operation of fixed assets (Note 10; 12)         (5)         (92)         0         (6)         (6)         6         6         7.50         0         (2)         (10         (2)         (10         (2)         (10         (2)         (10         (2)         (20         (20         (20         (20         (20         (20         (20         (20         (20         (20         (20         (20         (20         (20         (20         (20         (20 </th <th>consolidated easi flow state</th> <th></th> <th></th> <th>Pro form</th> <th>na (Note 1)</th>  | consolidated easi flow state            |          |                    | Pro form    | na (Note 1) |
|--|---|----------|--------------------|-------------|-------------|
| Cash flow from operations         Net profit before taxes (Note 11; 12)         11,875         8,387         759         536           Adjustments for:         Depreciation of fixed assets (Note 5; 6)         6,756         8,054         432         515           Gains on sale of fixed assets (Note 5; 6)         (5)         (92)         0         (6)           Gains on sale of financial investments         0         (35)         0         (2)           Interest expense (Note 12)         2,097         1,640         134         105           Operating profit before changes in operating capital         20,723         17,954         1,325         1,148           Change in operations-related receivables and prepayments         (6,372)         (2,072)         (407)         (132)           Change in inventories (Note 3)         (1,471)         (5,872)         (94)         (375)           Change in operations-related liabilities and prepayments         (804)         (1,939)         (52)         (124)           Cash generated from operations         12,076         8,071         772         517           Interest paid         (2,097)         (1,468)         (134)         (94)           Income tax (Note 10; 12)         (475)         (438)         (30)         (28)   |   | Th FFK   | Th FFK             |             | , ,         |
| Net profit before taxes (Note 11; 12)         11,875         8,387         759         536           Adjustments for:         Depreciation of fixed assets (Note 5; 6)         6,756         8,054         432         515           Gains on sale of fixed assets (Note 5; 6)         (5)         (92)         0         (6)           Gains on sale of financial investments         0         (35)         0         (2)           Interest expense (Note 12)         2,097         1,640         134         105           Operating profit before changes in operating capital         20,723         17,954         1,325         1,148           Change in operations-related receivables and prepayments         (6,372)         (2,072)         (407)         (132)           Change in inventories (Note 3)         (1,471)         (5,872)         (94)         (375)           Change in inventories (Note 3)         (1,471)         (5,872)         (94)         (375)           Change in inventories (Note 3)         (1,471)         (5,872)         (94)         (375)           Change in inventories (Note 3)         (1,471)         (5,872)         (94)         (375)           Change in inventories (Note 3)         (2,097)         (1,468)         (134)         (94)           Interest pa   |   |          |                    |             |             |
| Net profit before taxes (Note 11; 12)         11,875         8,387         759         536           Adjustments for:         Depreciation of fixed assets (Note 5; 6)         6,756         8,054         432         515           Gains on sale of fixed assets (Note 5; 6)         (5)         (92)         0         (6)           Gains on sale of financial investments         0         (35)         0         (2)           Interest expense (Note 12)         2,097         1,640         134         105           Operating profit before changes in operating capital         20,723         17,954         1,325         1,148           Change in operations-related receivables and prepayments         (6,372)         (2,072)         (407)         (132)           Change in inventories (Note 3)         (1,471)         (5,872)         (94)         (375)           Change in inventories (Note 3)         (1,471)         (5,872)         (94)         (375)           Change in inventories (Note 3)         (1,471)         (5,872)         (94)         (375)           Change in inventories (Note 3)         (1,471)         (5,872)         (94)         (375)           Change in inventories (Note 3)         (2,097)         (1,468)         (134)         (94)           Interest pa   |   |          |                    |             |             |
| ### 11,875   8,387   759   536  ### Adjustments for: Depreciation of fixed assets (Note 5; 6)  |   |          |                    |             |             |
| Adjustments for:   Depreciation of fixed assets (Note 5; 6)  |   |          |                    |             |             |
| Depreciation of fixed assets (Note 5; 6) 6,756 8,054 432 515 Gains on sale of fixed assets (Note 5; 6) (5) (92) 0 (6) Gains on sale of financial investments 0 (35) 0 (2) Interest expense (Note 12) 2,097 1,640 134 105 Operating profit before changes in operating capital 20,723 17,954 1,325 1,148 Change in operations-related receivables and prepayments (6,372) (2,072) (407) (132) Change in inventories (Note 3) (1,471) (5,872) (94) (375) Change in operations-related liabilities and prepayments (804) (1,939) (52) (124) (2ash generated from operations 12,076 8,071 772 517 Interest paid (2,097) (1,468) (30) (28) (1,000) (2,300) (2) (1,000) (2,300) (2) (1,000) (2,300) (2) (2,000) (2,300) (2,000) (2,300) (2,000) (2,300) (2,000) (2,300) (2,0 | •                                       | 11,875   | <i>8,387</i>       | <i>7</i> 59 | 536         |
| 5; 6)     6,756     8,054     432     515       Gains on sale of fixed assets (Note 5; 6)     (5)     (92)     0     (6)       Gains on sale of financial investments     0     (35)     0     (2)       Interest expense (Note 12)     2,097     1,640     134     105       Operating profit before changes in operating capital     20,723     17,954     1,325     1,148       Change in operations-related receivables and prepayments     (6,372)     (2,072)     (407)     (132)       Change in inventories (Note 3)     (1,471)     (5,872)     (94)     (375)       Change in operations-related liabilities and prepayments     (804)     (1,939)     (52)     (124)       Cash generated from operations     12,076     8,071     772     517       Interest paid     (2,097)     (1,468)     (134)     (94)       Income tax (Note 10; 12)     (475)     (438)     (30)     (28)       Total cash flow from operations     9,504     6,165     608     395       Cash flow from investments     0     6,820     0     436       Acquisition of fixed assets (Note 5; 6)     (14,990)     (2,394)     (958)     (153)       Sale of fixed assets (Note 5; 6)     66     115     4     7       <  |   |          |                    |             |             |
| Gains on sale of fixed assets (Note 5; 6) Gains on sale of financial investments O Gains on sale of financial investments O Interest expense (Note 12) Operating profit before changes in operating capital Change in operations-related receivables and prepayments Change in inventories (Note 3) Change in inventories (Note 3) Change in operations-related liabilities and prepayments (804) Cash generated from operations 12,076 14,741) Income tax (Note 10; 12)  Cash flow from investments Sale of financial investments Sale of financial investments Sale of fixed assets (Note 5; 6) Sale of fixed assets (Note 5; 6)  Cash flow from investments Cash flow from investments Sale of financial investments Sale of financial investments Sale of fixed assets (Note 5; 6) Sale of fixed assets (Note 5; 6)  Cash flow from financing activities Raise a loan (Note 7) Repayment of loans (Note 7) Repayment of loans (Note 7) Total cash flow from financing activities Raise a loan (Note 7) Total cash flow from financing activities Raise a loan (Note 7) Repayment of loans (Note 7) Cash flow from financing activities Raise a loan (Note 7) Cash flow from financing activities Raise a loan (Note 7) Repayment of loans (Note 7) Repayment (Note 10) Cash flow from financing activities Raise a loan (Note 7) Repayment of loans (Note 7) Repayment of loans (Note 7) Repayment (Note 10) Repay |   |          |                    |             |             |
| (Note 5; 6) (5) (92) 0 (6) Gains on sale of financial investments 0 (35) 0 (2) Interest expense (Note 12) 2,097 1,640 134 105  Operating profit before changes in operating capital 20,723 17,954 1,325 1,148  Change in operations-related receivables and prepayments (6,372) (2,072) (407) (132)  Change in inventories (Note 3) (1,471) (5,872) (94) (375)  Change in operations-related liabilities and prepayments (804) (1,939) (52) (124)  Cash generated from operations 12,076 8,071 772 517  Interest paid (2,097) (1,468) (134) (94) Income tax (Note 10; 12) (475) (438) (30) (28)  Total cash flow from operations 9,504 6,165 608 395  Cash flow from investments Sale of financial investments Sale of financial investments 0 6,820 0 436  Acquisition of fixed assets (Note 5; 6) (14,990) (2,394) (958) (153) Sale of fixed assets (Note 5; 6) 66 115 4 7  Total cash flow from investments (14,924) 4,541 (954) 290  Cash flow from financing activities Raise a loan (Note 7) 7,500 0 479 0  Repayment of loans (Note 7) (4,942) (6,388) (316) (408) Dividend payment (Note 10) (5,399) (4,185) (345) (267)  Total cash flow from financing activities (2,841) (10,573) (182) (675)  TOTAL CASH FLOW (8,261) 133 (528) 9  Currency translation differences 24 0 1 0  CASH AT BEGINNING OF PERIOD 12,234 4,527 782 289   |   | 6,756    | 8,054              | 432         | 515         |
| Gains on sale of financial investments 0 (35) 0 (2) Interest expense (Note 12) 2,097 1,640 134 105 Operating profit before changes in operating capital 20,723 17,954 1,325 1,148 Change in operations-related receivables and prepayments (6,372) (2,072) (407) (132) Change in inventories (Note 3) (1,471) (5,872) (94) (375) Change in operations-related liabilities and prepayments (804) (1,939) (52) (124) Cash generated from operations 12,076 8,071 772 517 Interest paid (2,097) (1,468) (134) (94) Income tax (Note 10; 12) (475) (438) (30) (28) Total cash flow from operations 9,504 6,165 608 395  Cash flow from investments 0 6,820 0 436 Acquisition of fixed assets (Note 5; 6) (14,990) (2,394) (958) (153) Sale of fixed assets (Note 5; 6) (66 115 4 7)  Total cash flow from investments (14,924) 4,541 (954) 290  Cash flow from financing activities Raise a loan (Note 7) 7,500 0 479 0 Repayment of loans (Note 7) 7,500 0 479 0 Repayment of loans (Note 7) 7,500 0 479 0 Repayment of loans (Note 7) (4,942) (6,388) (316) (408) Dividend payment (Note 10) (5,399) (4,185) (345) (267)  Total cash flow from financing activities (2,841) (10,573) (182) (675)  TOTAL CASH FLOW (8,261) 133 (528) 9 Currency translation differences 24 0 1 0 0 CASH AT BEGINNING OF PERIOD 12,234 4,527 782 289   |   |          |                    |             |             |
| investments  |   | (5)      | (92)               | 0           | (6)         |
| Interest expense (Note 12)   |   |          |                    |             |             |
| Operating profit before changes in operating capital         20,723         17,954         1,325         1,148           Change in operations-related receivables and prepayments         (6,372)         (2,072)         (407)         (132)           Change in inventories (Note 3)         (1,471)         (5,872)         (94)         (375)           Change in operations-related liabilities and prepayments         (804)         (1,939)         (52)         (124)           Cash generated from operations         12,076         8,071         772         517           Interest paid         (2,097)         (1,468)         (134)         (94)           Income tax (Note 10; 12)         (475)         (438)         (30)         (28)           Total cash flow from operations         9,504         6,165         608         395           Cash flow from investments         0         6,820         0         436           Acquisition of fixed assets (Note 5; 6)         (14,990)         (2,394)         (958)         (153)           Sale of fixed assets (Note 5; 6)         66         115         4         7           Total cash flow from investments         (14,924)         4,541         (954)         290           Cash flow from financing activities         7,500  |   |          |                    | •           | (2)         |
| operating capital         20,723         17,954         1,325         1,148           Change in operations-related receivables and prepayments         (6,372)         (2,072)         (407)         (132)           Change in inventories (Note 3)         (1,471)         (5,872)         (94)         (375)           Change in operations-related liabilities and prepayments         (804)         (1,939)         (52)         (124)           Cash generated from operations         12,076         8,071         772         517           Interest paid         (2,097)         (1,468)         (134)         (94)           Income tax (Note 10; 12)         (475)         (438)         (30)         (28)           Total cash flow from operations         9,504         6,165         608         395           Cash flow from investments         0         6,820         0         436           Acquisition of fixed assets (Note 5; 6)         (14,990)         (2,394)         (958)         (153)           Sale of fixed assets (Note 5; 6)         (14,990)         (2,394)         (954)         290           Cash flow from investments         (14,924)         4,541         (954)         290           Cash flow from financing activities         (3,36)         (316)  | • • •                                   | 2,097    | 1,640              | 134         | 105         |
| Change in operations-related receivables and prepayments (6,372) (2,072) (407) (132) (2,072) (407) (132) (2,072) (407) (132) (2,072) (407) (132) (2,072) (407) (132) (2,072) (407) (132) (2,072) (407) (132) (2,072) (132) (2,072) (132) (2,072) (132) (2,072) (132) (2,072) (132) (2,072) (132) (2,072) (132) (2,072) (132) (2,072) (132) (2,072) (132) (2,072) (132) (2,072) (1,072) |   |          |                    |             |             |
| receivables and prepayments (6,372) (2,072) (407) (132) Change in inventories (Note 3) (1,471) (5,872) (94) (375) Change in operations-related liabilities and prepayments (804) (1,939) (52) (124) Cash generated from operations 12,076 8,071 772 517 Interest paid (2,097) (1,468) (134) (94) Income tax (Note 10; 12) (475) (438) (30) (28) Total cash flow from operations 9,504 6,165 608 395  Cash flow from investments 0 6,820 0 436 Acquisition of fixed assets (Note 5; 6) (14,990) (2,394) (958) (153) Sale of fixed assets (Note 5; 6) (66 115 4 7)  Total cash flow from investments (14,924) 4,541 (954) 290  Cash flow from financing activities Raise a loan (Note 7) 7,500 0 479 0 Repayment of loans (Note 7) (4,942) (6,388) (316) (408) Dividend payment (Note 10) (5,399) (4,185) (345) (267)  Total cash flow from financing activities (2,841) (10,573) (182) (675)  TOTAL CASH FLOW (8,261) 133 (528) 9 Currency translation differences 24 0 1 0 0  CASH AT BEGINNING OF PERIOD 12,234 4,527 782 289   |   | 20,723   | 17,95 <del>4</del> | 1,325       | 1,148       |
| Change in inventories (Note 3) (1,471) (5,872) (94) (375) Change in operations-related liabilities and prepayments (804) (1,939) (52) (124)  Cash generated from operations 12,076 8,071 772 517  Interest paid (2,097) (1,468) (134) (94) Income tax (Note 10; 12) (475) (438) (30) (28)  Total cash flow from operations 9,504 6,165 608 395  Cash flow from investments Sale of financial investments 0 6,820 0 436  Acquisition of fixed assets (Note 5; 6) (14,990) (2,394) (958) (153) Sale of fixed assets (Note 5; 6) 66 115 4 7  Total cash flow from investments (14,924) 4,541 (954) 290  Cash flow from financing activities Raise a loan (Note 7) 7,500 0 479 0 Repayment of loans (Note 7) (4,942) (6,388) (316) (408) Dividend payment (Note 10) (5,399) (4,185) (345) (267)  Total cash flow from financing activities (2,841) (10,573) (182) (675)  Total cash flow from financing activities (2,841) (10,573) (182) (675)  TOTAL CASH FLOW (8,261) 133 (528) 9  Currency translation differences 24 0 1 0  CASH AT BEGINNING OF PERIOD 12,234 4,527 782 289  |   |          |                    |             |             |
| Change in operations-related liabilities and prepayments (804) (1,939) (52) (124) (2ash generated from operations 12,076 8,071 772 517 Interest paid (2,097) (1,468) (134) (94) Income tax (Note 10; 12) (475) (438) (30) (28) (28) (28) (28) (28) (28) (28) (28   |   |          | ` ' '              | ` ,         |             |
| liabilities and prepayments       (804)       (1,939)       (52)       (124)         Cash generated from operations       12,076       8,071       772       517         Interest paid       (2,097)       (1,468)       (134)       (94)         Income tax (Note 10; 12)       (475)       (438)       (30)       (28)         Total cash flow from operations         9,504       6,165       608       395         Cash flow from investments         Sale of financial investments       0       6,820       0       436         Acquisition of fixed assets (Note 5; 6)       (14,990)       (2,394)       (958)       (153)         Sale of fixed assets (Note 5; 6)       (14,990)       (2,394)       (958)       (153)         Sale of fixed assets (Note 5; 6)       (14,990)       (2,394)       (958)       (153)         Sale of fixed assets (Note 5; 6)       (14,990)       (2,394)       (958)       (153)         Sale of fixed assets (Note 5; 6)       (14,924)       4,541       (954)       290         Cash flow from financing activities         Raise a loan (Note 7)       (4,942)       (6,388)       (316)       (408)         Dividend payment (Note 10)  | ` ,                                     | (1,471)  | (5,872)            | (94)        | (375)       |
| Cash generated from operations         12,076         8,071         772         517           Interest paid         (2,097)         (1,468)         (134)         (94)           Income tax (Note 10; 12)         (475)         (438)         (30)         (28)           Total cash flow from operations         9,504         6,165         608         395           Cash flow from investments           Sale of financial investments         0         6,820         0         436           Acquisition of fixed assets (Note 5; 6)         (14,990)         (2,394)         (958)         (153)           Sale of fixed assets (Note 5; 6)         66         115         4         7           Total cash flow from investments         (14,924)         4,541         (954)         290           Cash flow from financing activities           Raise a loan (Note 7)         (4,942)         (6,388)         (316)         (408)           Dividend payment (Note 10)         (5,399)         (4,185)         (345)         (267)           Total cash flow from financing activities           (2,841)         (10,573)         (182)         (675)           Total cash flow from financing activities         (2,841) <td></td> <td></td> <td></td> <td></td> <td></td>  |   |          |                    |             |             |
| Interest paid (2,097) (1,468) (134) (94) Income tax (Note 10; 12) (475) (438) (30) (28)  Total cash flow from operations 9,504 6,165 608 395  Cash flow from investments Sale of financial investments 0 6,820 0 436 Acquisition of fixed assets (Note 5; 6) (14,990) (2,394) (958) (153) Sale of fixed assets (Note 5; 6) 66 115 4 7  Total cash flow from investments (14,924) 4,541 (954) 290  Cash flow from financing activities Raise a loan (Note 7) 7,500 0 479 0 Repayment of loans (Note 7) (4,942) (6,388) (316) (408) Dividend payment (Note 10) (5,399) (4,185) (345) (267)  Total cash flow from financing activities (2,841) (10,573) (182) (675)  TOTAL CASH FLOW (8,261) 133 (528) 9 Currency translation differences 24 0 1 0  CASH AT BEGINNING OF PERIOD 12,234 4,527 782 289  |   | , ,      | (1,939)            | (52)        |             |
| Income tax (Note 10; 12) (475) (438) (30) (28)  Total cash flow from operations 9,504 6,165 608 395  Cash flow from investments Sale of financial investments 0 6,820 0 436 Acquisition of fixed assets (Note 5; 6) (14,990) (2,394) (958) (153) Sale of fixed assets (Note 5; 6) 66 115 4 7  Total cash flow from investments (14,924) 4,541 (954) 290  Cash flow from financing activities Raise a loan (Note 7) 7,500 0 479 0 Repayment of loans (Note 7) (4,942) (6,388) (316) (408) Dividend payment (Note 10) (5,399) (4,185) (345) (267)  Total cash flow from financing activities (2,841) (10,573) (182) (675)  TOTAL CASH FLOW (8,261) 133 (528) 9 Currency translation differences 24 0 1 0  CASH AT BEGINNING OF PERIOD 12,234 4,527 782 289   | Cash generated from operations          | 12,076   | 8,071              | <i>77</i> 2 | 51 <i>7</i> |
| Total cash flow from operations         9,504         6,165         608         395           Cash flow from investments         0         6,820         0         436           Acquisition of fixed assets (Note 5; 6)         (14,990)         (2,394)         (958)         (153)           Sale of fixed assets (Note 5; 6)         66         115         4         7           Total cash flow from investments         (14,924)         4,541         (954)         290           Cash flow from financing activities         Raise a loan (Note 7)         7,500         0         479         0           Repayment of loans (Note 7)         (4,942)         (6,388)         (316)         (408)           Dividend payment (Note 10)         (5,399)         (4,185)         (345)         (267)           Total cash flow from financing activities         (2,841)         (10,573)         (182)         (675)           TOTAL CASH FLOW         (8,261)         133         (528)         9           Currency translation differences         24         0         1         0           CASH AT BEGINNING OF PERIOD         12,234         4,527         782         289   | Interest paid                           | (2,097)  | (1,468)            | (134)       | (94)        |
| Cash flow from investments Sale of financial investments 0 6,820 0 436 Acquisition of fixed assets (Note 5; 6) (14,990) (2,394) (958) (153) Sale of fixed assets (Note 5; 6) 66 115 4 7  Total cash flow from investments (14,924) 4,541 (954) 290  Cash flow from financing activities Raise a loan (Note 7) 7,500 0 479 0 Repayment of loans (Note 7) (4,942) (6,388) (316) (408) Dividend payment (Note 10) (5,399) (4,185) (345) (267)  Total cash flow from financing activities (2,841) (10,573) (182) (675)  TOTAL CASH FLOW (8,261) 133 (528) 9 Currency translation differences 24 0 1 0  CASH AT BEGINNING OF PERIOD 12,234 4,527 782 289  | Income tax (Note 10; 12)                | (475)    | (438)              | (30)        | (28)        |
| Sale of financial investments       0       6,820       0       436         Acquisition of fixed assets (Note 5; 6)       (14,990)       (2,394)       (958)       (153)         Sale of fixed assets (Note 5; 6)       66       115       4       7         Total cash flow from investments       (14,924)       4,541       (954)       290         Cash flow from financing activities       8       8       8       8       9       9       0       0       479       0       0       0       479       0       0       0       479       0       0       0       479       0       0       0       479       0       0       0       479       0       0       0       479       0       0       0       479       0       0       0       479       0       0       0       479       0       0       0       479       0       0       0       408       0       0       0       408       0       0       0       408       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0<  | Total cash flow from operations         | 9,504    | 6,165              | 608         | 395         |
| Sale of financial investments       0       6,820       0       436         Acquisition of fixed assets (Note 5; 6)       (14,990)       (2,394)       (958)       (153)         Sale of fixed assets (Note 5; 6)       66       115       4       7         Total cash flow from investments       (14,924)       4,541       (954)       290         Cash flow from financing activities         Raise a loan (Note 7)       7,500       0       479       0         Repayment of loans (Note 7)       (4,942)       (6,388)       (316)       (408)         Dividend payment (Note 10)       (5,399)       (4,185)       (345)       (267)         Total cash flow from financing activities         activities       (2,841)       (10,573)       (182)       (675)         TOTAL CASH FLOW       (8,261)       133       (528)       9         Currency translation differences       24       0       1       0         CASH AT BEGINNING OF PERIOD       12,234       4,527       782       289   | Cash flow from investments              |          |                    |             |             |
| Acquisition of fixed assets (Note 5; 6)       (14,990)       (2,394)       (958)       (153)         Sale of fixed assets (Note 5; 6)       66       115       4       7         Total cash flow from investments       (14,924)       4,541       (954)       290         Cash flow from financing activities       Raise a loan (Note 7)       7,500       0       479       0         Repayment of loans (Note 7)       (4,942)       (6,388)       (316)       (408)         Dividend payment (Note 10)       (5,399)       (4,185)       (345)       (267)         Total cash flow from financing activities       (2,841)       (10,573)       (182)       (675)         TOTAL CASH FLOW       (8,261)       133       (528)       9         Currency translation differences       24       0       1       0         CASH AT BEGINNING OF PERIOD       12,234       4,527       782       289  |   | 0        | 6.820              | 0           | 436         |
| Sale of fixed assets (Note 5; 6)       66       115       4       7         Total cash flow from investments       (14,924)       4,541       (954)       290         Cash flow from financing activities       7,500       0       479       0         Repayment of loans (Note 7)       (4,942)       (6,388)       (316)       (408)         Dividend payment (Note 10)       (5,399)       (4,185)       (345)       (267)         Total cash flow from financing activities       (2,841)       (10,573)       (182)       (675)         TOTAL CASH FLOW       (8,261)       133       (528)       9         Currency translation differences       24       0       1       0         CASH AT BEGINNING OF PERIOD       12,234       4,527       782       289   |   | (14.990) |                    |             |             |
| Cash flow from financing activities       7,500       0       479       0         Repayment of loans (Note 7)       (4,942)       (6,388)       (316)       (408)         Dividend payment (Note 10)       (5,399)       (4,185)       (345)       (267)         Total cash flow from financing activities       (2,841)       (10,573)       (182)       (675)         TOTAL CASH FLOW       (8,261)       133       (528)       9         Currency translation differences       24       0       1       0         CASH AT BEGINNING OF PERIOD       12,234       4,527       782       289   | • | , , ,    | ` ' '              | ` ′.        | · ·         |
| Cash flow from financing activities       7,500       0       479       0         Repayment of loans (Note 7)       (4,942)       (6,388)       (316)       (408)         Dividend payment (Note 10)       (5,399)       (4,185)       (345)       (267)         Total cash flow from financing activities       (2,841)       (10,573)       (182)       (675)         TOTAL CASH FLOW       (8,261)       133       (528)       9         Currency translation differences       24       0       1       0         CASH AT BEGINNING OF PERIOD       12,234       4,527       782       289   | Total cash flow from investments        | (14 924) | 4 541              | (954)       | 290         |
| Raise a loan (Note 7)       7,500       0       479       0         Repayment of loans (Note 7)       (4,942)       (6,388)       (316)       (408)         Dividend payment (Note 10)       (5,399)       (4,185)       (345)       (267)         Total cash flow from financing activities       (2,841)       (10,573)       (182)       (675)         TOTAL CASH FLOW Currency translation differences       (8,261)       133       (528)       9         Currency translation differences       24       0       1       0         CASH AT BEGINNING OF PERIOD       12,234       4,527       782       289  | rotat cash flow from investments        | (14,724) | 7,571              | (754)       | 270         |
| Repayment of loans (Note 7)       (4,942)       (6,388)       (316)       (408)         Dividend payment (Note 10)       (5,399)       (4,185)       (345)       (267)         Total cash flow from financing activities       (2,841)       (10,573)       (182)       (675)         TOTAL CASH FLOW Currency translation differences       (8,261)       133       (528)       9         Currency translation differences       24       0       1       0         CASH AT BEGINNING OF PERIOD       12,234       4,527       782       289  | Cash flow from financing activities     |          |                    |             |             |
| Dividend payment (Note 10)       (5,399)       (4,185)       (345)       (267)         Total cash flow from financing activities       (2,841)       (10,573)       (182)       (675)         TOTAL CASH FLOW Currency translation differences       (8,261)       133       (528)       9         Currency translation differences       24       0       1       0         CASH AT BEGINNING OF PERIOD       12,234       4,527       782       289  | Raise a loan (Note 7)                   | 7,500    | 0                  | 479         | 0           |
| Total cash flow from financing activities       (2,841)       (10,573)       (182)       (675)         TOTAL CASH FLOW Currency translation differences       (8,261)       133       (528)       9         Currency translation differences       24       0       1       0         CASH AT BEGINNING OF PERIOD       12,234       4,527       782       289   | Repayment of loans (Note 7)             | (4,942)  | (6,388)            | (316)       | (408)       |
| activities       (2,841)       (10,573)       (182)       (675)         TOTAL CASH FLOW       (8,261)       133       (528)       9         Currency translation differences       24       0       1       0         CASH AT BEGINNING OF PERIOD       12,234       4,527       782       289   | Dividend payment (Note 10)              | (5,399)  | (4,185)            | (345)       | (267)       |
| activities       (2,841)       (10,573)       (182)       (675)         TOTAL CASH FLOW<br>Currency translation differences       (8,261)       133       (528)       9         Currency translation differences       24       0       1       0         CASH AT BEGINNING OF PERIOD       12,234       4,527       782       289   | Total cash flow from financing          |          |                    |             |             |
| Currency translation differences 24 0 1 0  CASH AT BEGINNING OF PERIOD 12,234 4,527 782 289  |   | (2,841)  | (10,573)           | (182)       | (675)       |
| Currency translation differences 24 0 1 0  CASH AT BEGINNING OF PERIOD 12,234 4,527 782 289  | TOTAL CASH FLOW                         | (8,261)  | 133                | (528)       | 9           |
|  |   |          |                    | ·           |             |
|  | CASH AT BEGINNING OF PERIOD             | 12 234   | 4 527              | 782         | 289         |
|  |   | •        | ·                  |             |             |

# Consolidated statement of changes in equity

|  |   |  | -   |                                      | Pro form                                  | a (Note 1)  |
|--|---|--|---|--------------------------------------|---|---|
|  |   |  | Statutory                                       | Currency                             | 11010111                                  | u (110tc 1)   |
| Th EEK   | Share                                     | Share                                    | capital   | translatio                           | Retained                                  |   |
|  | capital                                   | premium                                  | reserve   | n reserve                            | earnings                                  | Total   |
|  |   | •  |   |                                      |   |   |
| Balance at 31.12.2005  | 44,991                                    | 7,795                                    | 4,499   | 0                                    | 425                                       | 57,710  |
| Profit in 9 m 2006 (Note   | ,   | ,,,,,                                    | .,  | _                                    |   | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,               |
| 11; 12)  | 0   | 0  | 0   | 0                                    | 7,949                                     | 7,949   |
| Distribution of dividend   | · ·                                       | ū  | · ·   | J                                    | 7,7.17                                    | 7,7.17  |
| in 9 m 2006 (Note 10)  | 0   | 0  | 0   | 0                                    | (4,185)                                   | (4,185)   |
| Balance at 30.9.2006   | 44,991                                    | 7,795                                    | 4,499   | ŏ                                    | 4,189                                     | 61,474  |
| Datance at 30.7.2000   | 77,771                                    | 7,775                                    | 7,777   | J                                    | 7,107                                     | 01,474  |
| Balance at 31.12.2006  | 44,991                                    | 7,795                                    | 4,499   | 0                                    | 8,758                                     | 66,043  |
| Currency translation   | 77,771                                    | 7,775                                    | 7,777   | J                                    | 0,750                                     | 00,043  |
| differences in 9 m 2007  | 0   | 0  | 0   | 24                                   | 0   | 24  |
| Amounts did not  | U   | U  | U   | 27                                   | O   | 27  |
| recognize in the income  |   |  |   |                                      |   |   |
| statement 9 m 2007*  | 0   | (1,996)                                  | 0   | 0                                    | 0   | (1,996)   |
| Profit in 9 m 2007 (Note   | U   | (1,990)                                  | U   | U                                    | U   | (1,770)   |
| 11; 12)  | 0   | 0  | 0   | 0                                    | 11,400                                    | 11,400  |
| Distribution of dividend   | U   | U  | U   | U                                    | 11,400                                    | 11,400  |
| in 9 m 2007 (Note 10)  | 0   | 0  | 0   | 0                                    | (5,399)                                   | (5,399)   |
| Balance at 30.9.2007   | 44,991                                    | 5,799                                    | 4,499   | 24                                   | (3,399)<br><b>14,759</b>                  | 70,072  |
| balance at 30.7.2007   | 44,771                                    | 3,777                                    | 4,477   | 24                                   | 14,737                                    | 70,072  |
|  |   |  |   |                                      | Pro form                                  | a (Note 1)  |
|  |   |  | Statutory                                       | Currency                             | 11010111                                  | a (110cc 1)   |
| Th EUR   |   |  |   |                                      |   |   |
| THEOR  | Share                                     | Share                                    |   |                                      | Retained                                  |   |
| TH LOK   | Share<br>capital                          | Share<br>premium                         | capital   | translatio                           | Retained<br>earnings                      | Total   |
| - THEOR  | Share<br>capital                          | Share<br>premium                         |   |                                      | Retained<br>earnings                      | Total   |
|  | capital                                   | premium                                  | capital<br>reserve                              | translatio<br>n reserve              | earnings                                  |   |
| Balance at 31.12.2005  |   |  | capital   | translatio                           |   | Total<br>3 688  |
| Balance at 31.12.2005 Profit in 9 m 2006 (Note   | capital<br>2 875                          | premium<br>498                           | capital<br>reserve                              | translatio<br>n reserve              | earnings<br>27                            | 3 688   |
| Balance at 31.12.2005<br>Profit in 9 m 2006 (Note 11; 12)  | capital                                   | premium                                  | capital<br>reserve                              | translatio<br>n reserve              | earnings                                  |   |
| Balance at 31.12.2005 Profit in 9 m 2006 (Note 11; 12) Distribution of dividend  | <b>2 875</b>                              | <b>498</b> 0                             | capital<br>reserve<br>288                       | translation reserve  0 0             | earnings <b>27</b> 508                    | <b>3 688</b> 508                                      |
| Balance at 31.12.2005 Profit in 9 m 2006 (Note 11; 12) Distribution of dividend in 9 m 2006 (Note 10)  | capital  2 875  0                         | <b>498</b> 0 0                           | capital reserve  288  0                         | translation reserve  0 0 0           | earnings  27  508  (267)                  | <b>3 688</b> 508 (267)                                |
| Balance at 31.12.2005 Profit in 9 m 2006 (Note 11; 12) Distribution of dividend  | <b>2 875</b>                              | <b>498</b> 0                             | capital<br>reserve<br>288                       | translation reserve  0 0             | earnings <b>27</b> 508                    | <b>3 688</b> 508                                      |
| Balance at 31.12.2005 Profit in 9 m 2006 (Note 11; 12) Distribution of dividend in 9 m 2006 (Note 10) Balance at 30.9.2006   | capital  2 875  0  0 2 875                | 98<br>0<br>0<br>498                      | capital reserve  288  0  0 288                  | translation reserve  0 0 0 0 0       | earnings  27  508  (267) 268              | 3 688<br>508<br>(267)<br>3 929                        |
| Balance at 31.12.2005 Profit in 9 m 2006 (Note 11; 12) Distribution of dividend in 9 m 2006 (Note 10) Balance at 30.9.2006 Balance at 31.12.2006   | capital  2 875  0                         | <b>498</b> 0 0                           | capital reserve  288  0                         | translation reserve  0 0 0           | earnings  27  508  (267)                  | <b>3 688</b> 508 (267)                                |
| Balance at 31.12.2005 Profit in 9 m 2006 (Note 11; 12) Distribution of dividend in 9 m 2006 (Note 10) Balance at 30.9.2006  Balance at 31.12.2006 Currency translation   | capital  2 875  0  2 875  2 875           | 98<br>0<br>0<br>498<br>498               | 288<br>0<br>0<br>288<br>288                     | translation reserve  0 0 0 0 0 0     | earnings  27  508  (267) 268  560         | 3 688<br>508<br>(267)<br>3 929<br>4 221               |
| Balance at 31.12.2005 Profit in 9 m 2006 (Note 11; 12) Distribution of dividend in 9 m 2006 (Note 10) Balance at 30.9.2006  Balance at 31.12.2006 Currency translation differences in 9 m 2007   | capital  2 875  0  0 2 875                | 98<br>0<br>0<br>498                      | capital reserve  288  0  0 288                  | translation reserve  0 0 0 0 0       | earnings  27  508  (267) 268              | 3 688<br>508<br>(267)<br>3 929                        |
| Balance at 31.12.2005 Profit in 9 m 2006 (Note 11; 12) Distribution of dividend in 9 m 2006 (Note 10) Balance at 30.9.2006  Balance at 31.12.2006 Currency translation differences in 9 m 2007 Amounts did not   | capital  2 875  0  2 875  2 875           | 98<br>0<br>0<br>498<br>498               | 288<br>0<br>0<br>288<br>288                     | translation reserve  0 0 0 0 0 0     | earnings  27  508  (267) 268  560         | 3 688<br>508<br>(267)<br>3 929<br>4 221               |
| Balance at 31.12.2005 Profit in 9 m 2006 (Note 11; 12) Distribution of dividend in 9 m 2006 (Note 10) Balance at 30.9.2006  Balance at 31.12.2006 Currency translation differences in 9 m 2007 Amounts did not recognize in the income   | capital  2 875  0  2 875  2 875  2 875    | 98 0 0 498 498 0 0                       | capital reserve  288  0  0 288  288  0          | translation reserve  0 0 0 0 1       | earnings  27  508  (267) 268  560  0      | 3 688<br>508<br>(267)<br>3 929<br>4 221               |
| Balance at 31.12.2005 Profit in 9 m 2006 (Note 11; 12) Distribution of dividend in 9 m 2006 (Note 10) Balance at 30.9.2006  Balance at 31.12.2006 Currency translation differences in 9 m 2007 Amounts did not recognize in the income statement 9 m 2007*   | capital  2 875  0  2 875  2 875           | 98<br>0<br>0<br>498<br>498               | 288<br>0<br>0<br>288<br>288                     | translation reserve  0 0 0 0 0 0     | earnings  27  508  (267) 268  560         | 3 688<br>508<br>(267)<br>3 929<br>4 221               |
| Balance at 31.12.2005 Profit in 9 m 2006 (Note 11; 12) Distribution of dividend in 9 m 2006 (Note 10) Balance at 30.9.2006  Balance at 31.12.2006 Currency translation differences in 9 m 2007 Amounts did not recognize in the income statement 9 m 2007* Profit in 9 m 2007 (Note                                  | capital  2 875  0  2 875  2 875  0  0     | premium  498  0  498  498  498  0  (127) | capital reserve  288  0  0 288  288  0 0        | translation reserve  0 0 0 0 1 1     | earnings  27  508  (267) 268  560  0      | 3 688<br>508<br>(267)<br>3 929<br>4 221<br>1<br>(127) |
| Balance at 31.12.2005 Profit in 9 m 2006 (Note 11; 12) Distribution of dividend in 9 m 2006 (Note 10) Balance at 30.9.2006  Balance at 31.12.2006 Currency translation differences in 9 m 2007 Amounts did not recognize in the income statement 9 m 2007* Profit in 9 m 2007 (Note 11; 12)                          | capital  2 875  0  2 875  2 875  2 875    | 98 0 0 498 498 0 0                       | capital reserve  288  0  0 288  288  0          | translation reserve  0 0 0 0 1       | earnings  27  508  (267) 268  560  0      | 3 688<br>508<br>(267)<br>3 929<br>4 221               |
| Balance at 31.12.2005 Profit in 9 m 2006 (Note 11; 12) Distribution of dividend in 9 m 2006 (Note 10) Balance at 30.9.2006  Balance at 31.12.2006 Currency translation differences in 9 m 2007 Amounts did not recognize in the income statement 9 m 2007* Profit in 9 m 2007 (Note 11; 12) Distribution of dividend | capital  2 875  0  2 875  2 875  0  0     | premium  498  0  498  498  498  0  (127) | capital reserve  288  0  0 288  288  0 0        | translation reserve  0 0 0 0 1 0 0 0 | earnings  27  508  (267) 268  560  0  729 | 3 688 508 (267) 3 929 4 221 1 (127) 729               |
| Balance at 31.12.2005 Profit in 9 m 2006 (Note 11; 12) Distribution of dividend in 9 m 2006 (Note 10) Balance at 30.9.2006  Balance at 31.12.2006 Currency translation differences in 9 m 2007 Amounts did not recognize in the income statement 9 m 2007* Profit in 9 m 2007 (Note 11; 12)                          | capital  2 875  0 2 875  2 875  0 0 0 0 0 | premium  498  0 498 498 498 0 (127) 0    | capital reserve  288  0  288  288  288  0  0  0 | translation reserve  0 0 0 0 1 1     | earnings  27  508  (267) 268  560  0      | 3 688<br>508<br>(267)<br>3 929<br>4 221<br>1<br>(127) |

<sup>\*</sup> Amounts did not recognize in the income statement are costs of division - juridical advice, auditing costs and listing costs in Tallinn Stock Exchange.

# Notes to the consolidated interim report

#### **Accounting Policies And Measurement Bases**

The consolidated financial statements prepared for the period ended 30 September 2007 include the financial information of the Company and its subsidiaries (together referred to as the Group): OÜ Skano, OÜ Visu, OÜ Isotex and OÜ Skano's wholly-owned subsidiaries SIA Skano, UAB Skano LT and TOV Skano Ukraina. The Group manufactures and distributes furniture and softboard made of wood.

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRSs) as adopted by the European Union. The same accounting policies were applied for both the Interim Report and the Annual Report for the financial year that ended on 31.12.2006.

According to the assessment of the Management Board, AS Viisnurk is a going concern and the Interim Report for the 3<sup>rd</sup> quarter of 2007 gives a true and fair view of the financial position of AS Viisnurk and the results of its operations. The present Interim Report has not been audited.

The Interim Report has been presented in thousands of Estonian kroons and in thousands of euros. The exchange rate between croons and euros is 15.6466.

#### Note 1 Pro forma reports

All figures in interim report of 3rd quarter 2007 are presented as pro forma figures. The effect of division of AS Viisnurk is eliminated, and all transactions related to the assets and business activity of Niidu Area (left to AS Trigon Property Development), is not stated in this report.

The division plan of AS Viisnurk was signed on June 29, 2007 as the result of which the part of the present Viisnurk engaged in production shall become separate, namely the Furniture and Building Materials Division. The aforementioned decision was also approved by the general meeting of shareholders on August 6, 2007. Following the division, New Viisnurk is named AS Viisnurk while the current AS Viisnurk will be renamed to AS Trigon Property Development.

As a result of the division, all current operational assets and activities of AS Viisnurk will be transferred to a new company formed in the course of the division (New Viisnurk), while the

transferred to a new company formed in the course of the division (New Viisnurk), while the Niidu Area (and liabilities associated with it) will remain in the ownership of current AS Viisnurk (Niidu Area will be owned through a 100% subsidiary of AS Viisnurk, OÜ VN Niidu Kinnisvara). All other properties as well as all current operational assets and activities of the furniture and building materials divisions will be transferred into the ownership of the New Viisnurk, including the property development project currently owned by AS Viisnurk alongside Pärnu river (located at Rääma 31, Pärnu).

#### Note 2 Receivables and prepayments

## Pro forma (Note 1)

|                      | Th EEK    | Th EEK     | Th EUR    | Th EUR     |
|----------------------|-----------|------------|-----------|------------|
|                      | 30.9.2007 | 31.12.2006 | 30.9.2007 | 31.12.2006 |
| Customer receivables | 27,699    | 22,829     | 1,770     | 1,458      |
| Prepaid VAT          | 3,114     | 2,661      | 199       | 170        |
| Other receivables    | 821       | 363        | 53        | 23         |
| Prepaid services     | 882       | 777        | 57        | 50         |
| TOTAL                | 32,516    | 26,630     | 2,079     | 1,701      |

#### Note 3 Inventories

#### Pro forma (Note 1)

|                                   | Th EEK    | Th EEK     | Th EUR    | Th EUR     |
|-----------------------------------|-----------|------------|-----------|------------|
|                                   | 30.9.2007 | 31.12.2006 | 30.9.2007 | 31.12.2006 |
| Raw materials and other materials | 10,504    | 12,135     | 671       | 775        |
| Work-in-progress                  | 9,647     | 8,596      | 617       | 549        |
| Finished goods                    | 23,166    | 23,185     | 1,481     | 1,482      |
| Goods purchased for resale        | 2,742     | 951        | 175       | 61         |
| Prepayments to suppliers          | 382       | 103        | 24        | 7          |
| TOTAL                             | 46,441    | 44,970     | 2,968     | 2,874      |

In nine months 2007 pro forma (Note 1), finished goods were written off in the amount of 16 thousand kroons/1 thousand euros (In nine months 2006 pro forma (Note 1): were written off finished goods destroyed in the fire of the finished goods warehouse of the building materials division with cost of 2 932 thousand kroons/187 thousand euros of which insurance compensation amounted to 2 775 thousand kroons/177 thousand euros).

At 30 September 2007 pro forma (Note 1), the carrying amount of inventories reported at net realizable value amounted to 301 thousand kroons/19 thousand euros (30.9.2006 pro forma (Note 1): 0). Inventories were written down due to shrinkage in demand and a decline in net realizable value.

#### Note 4 Investment property

#### Pro forma (Note 1)

| Th EEK  | Th EUR  |
|---------|---|
| 11,384  | 728   |
| (3,255) | (208)   |
| 8,129   | 520   |
|         |   |
| 11,384  | 728   |
| (3,255) | (208)   |
| 8,129   | 520   |
|         |   |
| 3,834   | 245   |
| (931)   | (59)  |
| 2,903   | 186   |
|         |   |
|         |   |
| 2,762   | 176   |
| 5,665   | 362   |
|         |   |
| 9,825   | 628   |
| (4,160) | (266)   |
| 5,665   | 362   |
|         | 11,384<br>(3,255)<br>8,129<br>11,384<br>(3,255)<br>8,129<br>3,834<br>(931)<br>2,903<br>2,762<br>5,665<br>9,825<br>(4,160) |

Costs of maintenance for nine months of 2007 pro forma (Note 1) were 10 thousand kroons/0,6 thousand euros (9 m of 2006 pro forma (Note 1): 0).

Depreciation of investment property has been ceased because the estimated residual values of the investment properties exceed their carrying amounts.

# Note 5 Tangible Fixed Assets

# Pro forma (Note 1)

|                              | Th EEK    | Th EEK     | Th EUR    | Th EUR     |
|------------------------------|-----------|------------|-----------|------------|
|                              | 30.9.2007 | 31.12.2006 | 30.9.2007 | 31.12.2006 |
| Land                         | 1,238     | 1,320      | 79        | 84         |
| Buildings and constructions  | 32,749    | 36,908     | 2,093     | 2,359      |
| Machinery, plant and         | 12,528    | 16,313     | 800       | 1,043      |
| equipment                    |           |            |           |            |
| Other equipment and fixtures | 795       | 490        | 51        | 31         |
| Construction in progress     | 15,204    | 1,714      | 972       | 110        |
| TOTAL                        | 62,514    | 56,745     | 3,995     | 3,627      |

## Pro forma (Note 1)

|  | T!        |         |
|--|-----------|---------|
|  | Th EEK    | Th EUR  |
| Cost at 31.12.2005                           | 152,516   | 9,748   |
| Accumulated depreciation at 31.12.2005       | (95,070)  | (6,076) |
| Net book amount at 31.12.2005                | 57,446    | 3,672   |
|  |           |         |
| Acquired in 9 months of 2006                 | 2,394     | 153     |
| Disposals in 9 months of 2006                | (23)      | (1)     |
| Depreciation in 9 months of 2006             | (7,321)   | (468)   |
| Net book amount at 30.9.2006                 | 52,496    | 3,356   |
|  |           |         |
| Cost at 30.9.2006                            | 154,870   | 9,898   |
| Accumulated depreciation at 30.9.2006        | (102,374) | (6,542) |
| Net book amount at 30.9.2006                 | 52,496    | 3,356   |
|  |           |         |
| Cost at 31.12.2006                           | 162,680   | 10,397  |
| Accumulated depreciation at 31.12.2006       | (105,935) | (6,770) |
| Net book amount at 31.12.2006                | 56,745    | 3,627   |
|  |           |         |
| Reclassification from investment property in |           |         |
| 9 months of 2007 (Note 4)                    | (2,762)   | (176)   |
| Acquired in 9 months of 2007                 | 14,990    | 958     |
| Disposals in 9 months of 2007                | (61)      | (4)     |
| Depreciation in 9 months of 2007             | (6,398)   | (410)   |
| Net book amount at 30.9.2007                 | 62,514    | 3,995   |
|  |           |         |
| Cost at 30.9.2007                            | 171,437   | 10,957  |
| Accumulated depreciation at 30.9.2007        | (108,923) | (6,962) |
| Net book amount at 30.9.2007                 | 62,514    | 3,995   |

# Note 6 Intangible Fixed Assets

# Pro forma (Note 1)

|  | Th EEK  | Th EUR |
|--|---------|--------|
| Cost at 31.12.2005                     | 5,771   | 369    |
| Accumulated depreciation at 31.12.2005 | (3,953) | (253)  |
| Net book amount at 31.12.2005          | 1,818   | 116    |
|  |         |        |
| Depreciation in 9 months of 2006       | (733)   | (47)   |
| Net book amount at 30.9.2006           | 1,085   | 69     |
|  |         |        |
| Cost at 30.9.2006                      | 5,771   | 369    |
| Accumulated depreciation at 30.9.2006  | (4,686) | (300)  |
| Net book amount at 30.9.2006           | 1,085   | 69     |
|  |         |        |
| Cost at 31.12.2006                     | 5,771   | 369    |

| Accumulated depreciation at 31.12.2006 | (5,121) | (327) |
|--|---------|-------|
| Net book amount at 31.12.2006          | 650     | 42    |
|  |         |       |
| Depreciation in 9 months of 2007       | (358)   | (23)  |
| Net book amount at 30.9.2007           | 292     | 19    |
|  |         |       |
| Cost at 30.9.2007                      | 5,771   | 369   |
| Accumulated depreciation at 30.9.2007  | (5,479) | (350) |
| Net book amount at 30.9.2007           | 292     | 19    |

Intangible assets include computer software not directly linked to the hardware and the customer base acquired in the takeover of the activities of the Swiss company Skano AG in 2004.

# Note 7 Debt Obligations

# Pro forma (Note 1)

|                              | Th EEK    | Th EEK     | Th EUR    | Th EUR     |
|------------------------------|-----------|------------|-----------|------------|
|                              | 30.9.2007 | 31.12.2006 | 30.9.2007 | 31.12.2006 |
| Current liabilities          | 2,147     | 19,017     | 137       | 1,215      |
| Non-current debt obligations | 45,002    | 25,574     | 2,876     | 1,634      |
| TOTAL                        | 47,149    | 44,591     | 3,013     | 2,849      |

# Note 8 Payables and prepayments

# Pro forma (Note 1)

|                       | Th EEK    | Th EEK     | Th EUR    | Th EUR     |
|-----------------------|-----------|------------|-----------|------------|
|                       | 30.9.2007 | 31.12.2006 | 30.9.2007 | 31.12.2006 |
| Supplier payables     | 21,869    | 20,352     | 1,398     | 1,301      |
| Payables to employees | 5,081     | 4,617      | 325       | 295        |
| Taxes payables        | 3,561     | 3,714      | 227       | 237        |
| Other payables        | 55        | 266        | 4         | 17         |
| Customer prepayments  | 567       | 1,281      | 36        | 82         |
| TOTAL                 | 31,133    | 30,230     | 1,990     | 1,932      |

#### **Note 9 Provisions**

#### Pro forma (Note 1)

|                             | Th EEK | Th EUR |
|-----------------------------|--------|--------|
| Balance at 31.12.2005       | 3,444  | 220    |
| Incl current portion        | 176    | 11     |
| non-current portion         | 3,268  | 209    |
|                             |        |        |
| Movements in 9 months 2006: |        |        |
| Used during the year        | (134)  | (9)    |
| Interest cost (Note 12)     | (172)  | (11)   |
|                             |        |        |
| Balance at 30.9.2006        | 3,310  | 211    |
| Incl current portion        | 42     | 2      |
| non-current portion         | 3,268  | 209    |
| Balance at 31,12,2006       | 3,268  | 210    |
| Incl current portion        | 221    | 15     |
| non-current portion         | 3,047  | 195    |
| non carrene por cion        | 3,6 17 | 173    |
| Movements in 9 months 2007: |        |        |
| Used during the year        | (197)  | (14)   |
| Interest cost (Note 12)     | (160)  | (10)   |
|                             |        |        |
| Balance at 30.9.2007        | 3,071  | 196    |
| Incl current portion        | 24     | 1      |
| non-current portion         | 3,047  | 195    |

Provisions relate to the compensations for loss of working capacity of former employees after work accidents. The total amount of the provision has been estimated considering the number of persons receiving the compensation, extent of their disability, their former level of salary, level of pension payments, and estimations of the remaining period of payments. The amount of compensations for nine months 2007 pro forma (Note 1) was 357 thousand kroons/24 thousand euros, (for 9 m 2006 pro forma (Note 1): 306 thousand kroons/20 thousand euros).

#### Note 10 Share Capital

# Pro forma (Note 1)

|                    | Number of shares | Share capital | Share capital |
|--------------------|------------------|---------------|---------------|
|                    | pcs              | Th EEK        | Th EUR        |
| Balance 31.12.2005 | 4,499,061        | 44,991        | 2,875         |
| Balance 30.9.2006  | 4,499,061        | 44,991        | 2,875         |
|                    |                  |               |               |
| Balance 31.12.2006 | 4,499,061        | 44,991        | 2,875         |
| Balance 30.9.2007  | 4,499,061        | 44,991        | 2,875         |

At 31.12.2006 pro forma (Note 1), the share capital of AS Viisnurk totaled 44,990,610 kroons/2,875,424 euros that were made up of 4,499,061 shares with the nominal value of 10 kroons/0.64 euros each; the maximum share capital outlined in the Articles of Association is 177,480,800 kroons/11,343,090 euros. Each ordinary share grants its owner one vote in the General Meeting of Shareholders and the right to receive dividends.

In 2007 pro forma (Note 1), the dividends paid out to the shareholders amounted to 5,398,873 kroons/345,051 euros, i.e. 1 kroon 20 cents/7.67 euro cents per share. The income tax on dividends amounted to 475,378 kroons/30,382 euros.

In 2006 pro forma (Note 1), dividends were distributed in the amount of 4,184,127 kroons/267,414 euros, i.e. 93 cents/5.94 euro cents per share. Corresponding income tax expense amounted to 438,083 kroons/27,999 euros.

## Note 11 Earnings per share

#### Pro forma (Note 1)

|                               | EEK       | EEK       | EUR       | EUR       |
|-------------------------------|-----------|-----------|-----------|-----------|
|                               | 30.9.2007 | 30.9.2006 | 30.9.2007 | 30.9.2006 |
| Basic earnings per share      | 2.53      | 1.77      | 0.16      | 0.11      |
| Diluted earnings per share    | 2.53      | 1.77      | 0.16      | 0.11      |
| Book value of share           | 15.58     | 13.66     | 1.00      | 0.87      |
| Price/earnings ratio (P/E)    | 23.69     | -         | 23.69     | -         |
| Closing price of the share of |           |           |           |           |
| AS Viisnurk on Tallinn Stock  |           |           |           |           |
| Exchange at 30.9.             | 59.93     | -         | 3.83      | -         |

Basic earnings per share have been calculated by dividing the net profit for the reporting period with the number of shares:

Basic earnings per share for 9 months of 2007 pro forma (Note 1) = 11,400,477 / 4,499,061 = 2.53 kroons/ 0.16 eurot

Basic earnings per share for 9 months of 2006 pro forma (Note 1) = 7,949,676 / 4,499,061 = 1.77 kroons/0.11 euros

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

Price/earnings ratio (P/E) for 9 months of 2007 pro forma (Note 1) = 59.93 / 2.53 = 23.69 Calculation of price/earnings ratio (P/E) for 2006 is not possible. Trading with the shares of AS Viisnurk on Tallinn Stock Exchange started on 25 September 2007.

#### Note 12 Segments

Segment reporting includes reporting by **business segments**. The results of business segments are derived from management accounting. Inter-segmental sales are recognized at market process. Business segments by the areas of operations are considered as the primary segment of the Group (sheet 21).

#### Management has identified the fallowing business segments:

The Furniture Division (FD) is engaged in the production and retail sale of household furniture. The Furniture Division includes the furniture factory of AS Viisnurk and OÜ Skano (including SIA Skano, UAB Skano LT and TOV Skano Ukraina).

The Building Materials Division (BMD) produced softboard and interior finishing boards.

The secondary segment of the Group is defined according to the **geographical** location of customers (sheet 21; 22).

# Business segment by area of operations - primary segment:

# Pro forma (Note 1)

| Th EEK  | Furniture Division |         | Building Material<br>Division |         | TOTAL                        |                              |
|---|--------------------|---------|-------------------------------|---------|------------------------------|------------------------------|
|   | 9m 2007            | 9m 2006 | 9m 2007                       | 9m 2006 | 9m 2007                      | 9m 2006                      |
| Revenue   | 94,820             | 91,799  | 85,685                        | 68,387  | 180,505                      | 160,186                      |
| Segment's result  | 2,941              | 3,073   | 12,596                        | 8,579   | 15,537                       | 11,652                       |
| Unallocated expenses Operating profit Net financial expenses (Note 9) |                    |         |                               |         | (1,699)<br>13,838<br>(1,963) | (1,408)<br>10,244<br>(1,857) |
| Profit before taxes<br>Prepaid income tax                             |                    |         |                               |         | 11,875                       | 8,387                        |
| (Note 10)<br>Net profit for   |                    |         |                               |         | (475)                        | (438)                        |
| accounting period   |                    |         |                               |         | 11,400                       | 7,949                        |

# Pro forma (Note 1)

| Th EUR              | Furniture Division |         | Building Material<br>Division |         | TOTAL   |         |
|---------------------|--------------------|---------|-------------------------------|---------|---------|---------|
|                     | 9m 2007            | 9m 2006 | 9m 2007                       | 9m 2006 | 9m 2007 | 9m 2006 |
| Revenue             | 6,060              | 5,867   | 5,476                         | 4,371   | 11,536  | 10,238  |
| Segment's result    | 188                | 196     | 805                           | 549     | 993     | 745     |
| Unallocated         |                    |         |                               |         |         |         |
| expenses            |                    |         |                               |         | (109)   | (90)    |
| Operating profit    |                    |         |                               |         | 884     | 655     |
| Net financial       |                    |         |                               |         |         |         |
| expenses (Note 9)   |                    |         |                               |         | (125)   | (119)   |
| Profit before taxes |                    |         |                               |         | 759     | 536     |
| Prepaid income tax  |                    |         |                               |         |         |         |
| (Note 10)           |                    |         |                               |         | (30)    | (28)    |
| Net profit for      |                    |         |                               |         |         |         |
| accounting period   |                    |         |                               |         | 729     | 508     |

# Geographical segment by location of customers - secondary segment:

# Pro forma (Note 1)

|                    | 9 months 2007 |        |         | 9 months 2006 |        |         |
|--------------------|---------------|--------|---------|---------------|--------|---------|
| Th EEK             | FD            | BMD    | TOTAL   | FD            | BMD    | TOTAL   |
| EXPORT             |               |        |         |               |        |         |
| European countries |               |        |         |               |        |         |
| Finland            | 45,096        | 43,463 | 88,559  | 44,081        | 24,356 | 68,437  |
| Russia, Ukraine,   |               |        |         |               |        |         |
| Belarusian         | 27,854        | 5,737  | 33,591  | 26,247        | 1,122  | 27,369  |
| Germany            | 4,039         | 1,211  | 5,250   | 7,014         | 2,436  | 9,450   |
| Latvia, Lithuania  | 3,937         | 2,691  | 6,628   | 4,249         | 2,279  | 6,528   |
| Netherlands        | 51            | 194    | 245     | 22            | 2,008  | 2,030   |
| Sweden             | 0             | 2,289  | 2,289   | 37            | 1,371  | 1,408   |
| Switzerland        | 48            | 0      | 48      | 275           | 0      | 275     |
| Other European     |               |        |         |               |        |         |
| countries          | 155           | 396    | 551     | 672           | 843    | 1,515   |
| TOTAL              | 81,180        | 55,981 | 137,161 | 82,597        | 34,415 | 117,012 |
| Other countries    | 2,683         | 0      | 2,683   | 1,155         | 0      | 1,155   |
| TOTAL EXPORT       | 83,863        | 55,981 | 139,844 | 83,752        | 34,415 | 118,167 |
| Domestic Market    | 10,957        | 29,704 | 40,661  | 8,047         | 33,972 | 42,019  |
| TOTAL              | 94,820        | 85,685 | 180,505 | 91,799        | 68,387 | 160,186 |

# Pro forma (Note 1)

|                    |               |       |        |               | i i o i o i i i i i |        |
|--------------------|---------------|-------|--------|---------------|---------------------|--------|
| Th EUR             | 9 months 2007 |       |        | 9 months 2006 |                     |        |
| TH LOK             | FD            | BMD   | TOTAL  | FD            | BMD                 | TOTAL  |
| EXPORT             |               |       |        |               |                     |        |
| European countries |               |       |        |               |                     |        |
| Finland            | 2,882         | 2,778 | 5,660  | 2,817         | 1,557               | 4,374  |
| Russia, Ukraine,   |               |       |        |               |                     |        |
| Belarusian         | 1,781         | 367   | 2,148  | 1,677         | 72                  | 1,749  |
| Germany            | 258           | 77    | 335    | 448           | 156                 | 604    |
| Latvia, Lithuania  | 252           | 172   | 424    | 272           | 146                 | 418    |
| Netherlands        | 3             | 12    | 15     | 1             | 128                 | 129    |
| Sweden             | 0             | 146   | 146    | 2             | 88                  | 90     |
| Switzerland        | 3             | 0     | 3      | 18            | 0                   | 18     |
| Other European     |               |       |        |               |                     |        |
| countries          | 10            | 25    | 35     | 43            | 53                  | 96     |
| TOTAL              | 5,189         | 3,577 | 8,766  | 5,278         | 2,200               | 7,478  |
| Other countries    | 171           | 0     | 171    | 74            | 0                   | 74     |
| TOTAL EXPORT       | 5,360         | 3,577 | 8,937  | 5,352         | 2,200               | 7,552  |
| Domestic Market    | 700           | 1,899 | 2,599  | 515           | 2,171               | 2,686  |
| TOTAL              | 6,060         | 5,476 | 11,536 | 5,867         | 4,371               | 10,238 |

#### Note 13 Related party transactions

The following parties are considered to be related parties:

- Parent company OÜ Trigon Wood and owners of the parent company;
- Members of the Management, the Management Board and the Supervisory Board of AS Viisnurk Group 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.

The ultimate controlling party of the Group is TDI Investments KY, registered in the Republic of Finland and belonging to Scandinavian investors.

The remuneration paid to the members of the Management and Supervisory Board including taxes:

#### Pro forma (Note 1)

|                             | Th EEK   | Th EEK   | Th EUR   | Th EUR   |
|-----------------------------|----------|----------|----------|----------|
|                             | 9 months | 9 months | 9 months | 9 months |
|                             | 2007     | 2006     | 2007     | 2006     |
| Board member and other      |          |          |          |          |
| remuneration                | 1,293    | 785      | 83       | 50       |
| Social tax and unemployment |          |          |          |          |
| insurance premiums          | 445      | 280      | 28       | 18       |
|                             |          |          |          |          |
| TOTAL                       | 1,738    | 1,065    | 111      | 68       |

As at 30.9.2007, pursuant to the contracts entered into, the members of the Management Board will receive severance pay amounting to 2-month remuneration (30.9.2006: 4-month remuneration).

In the 9 months of 2007 and 2006, there were no transactions between the related parties.