

| Family<br>fashion | Young<br>fashion        | 그리 주어에 환경하는 사실에 화면하면 하는데 그리 전에 없는 그리고 사용하게 걸을 하고 있다. |               | ess<br>on  | Luxu<br>fashi              |                                |
|-------------------|-------------------------|--|---------------|------------|----------------------------|--------------------------------|
|                   | Monobrand Multibrand    | Franchise stores<br>in the Baltic States             | Monobrand     | Multibrand | Monobrand                  | Multibrand                     |
| APRANGA           | MANGO APRANGOS golerija | ZARA   | Belty Barclay | city       | EMPORION ARMANI  BOSS      | MADOS<br>LINITA<br><b>nude</b> |
|                   | MISS SIXTY:<br>'EN&RGIE |  |               |            | MaxMara  Ermenegildo Zegna |                                |
|                   | Bershka                 |  |               |            | <b>GF</b><br>FERRÉ         |                                |
|                   | s.Oliver                |  |               |            | LA PERLA                   |                                |
|                   | ONLY.  JACKEJONES'      |  |               |            |                            |                                |

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Cit

2007 autumn / winter

### STATEMENT OF GENERAL DIRECTOR



In 2007, Apranga Group continued an impressive stage in the company's history. Intensive development, brilliant performance, successful activities of the retail chain and their coordination are the joint result of hard work carried out by our Group's top management and employees. The company's successful activities were evaluated by international experts: in May 2007, the Euromoney evaluated Apranga APB as the best-run company in Lithuania in 2006.

In 2007, retail turnover of the chain operated by Apranga Group (incl. VAT) made up LTL 437.4 million and grew by 46.1 percent, as compared to 2006. The Group's growth rates were higher than 40 percent for four years in a row. In 2007, Apranga Group chain's turnover in foreign markets increased to LTL 148.8 million (EUR 43.1 million) or by 47.1 percent, in comparison to 2006. Foreign markets turnover was equal to 34.1 percent of the Group's total turnover. Despite highly active development, like-to-like sales grew by 9.4 percent. Sales in all chains increased by not less than 25 percent, as compared to the previous year. This was ensured by Apranga Group's expansion implemented during the past three years, growing economy and purchasing power in the Baltic States.

In 2007, Apranga Group implemented the biggest development stage in the company's history. The end of the year operated a chain of 83 stores in the Baltic States. The area of stores reached 54,000 m² and increased by 40% in a year. In 2007, Apranga Group opened or reconstructed 31 stores. In 2007, LTL 39 million was invested in new and reconstruction projects.

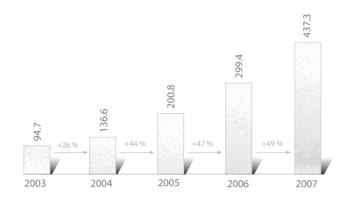
Apranga Group continues to declare its objective to work with commercially successful brands, to optimally use the power of the market leader and development opportunities in the competitive environment. This is ensured by the Group's diversified portfolio of trademarks, development acceleration attained, agreements on viable projects concluded in large shopping centres in the Baltic States.

Rimantas Perveneckas General Director of Apranga Group

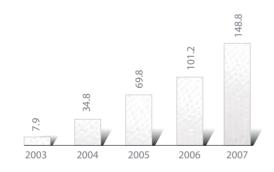
ROS

## APRANGA GROUP INDICATORS FOR FIVE YEARS

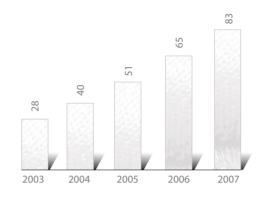
### Turnover (VAT included, LTL million):



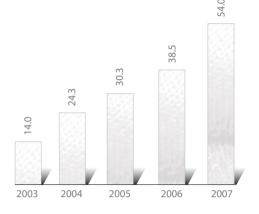
Turnover growth in foreign markets (LTL million):



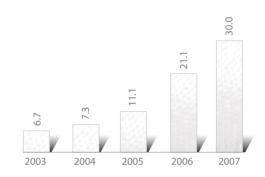
### Number of stores:

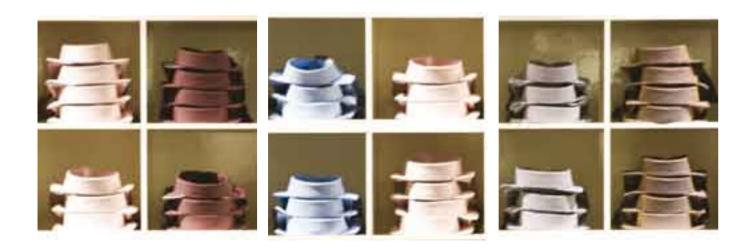


Stores area increase (thousand m<sup>2</sup>):



Profit before taxes (LTL million):





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# **APRANGA GROUP IN 2007**



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Overview and key indicators

2007 chronology

Group structure

Employees

Aprangos galerija

13

2007 autumn / winter

## Overview and key indicators



APRANGA GROUP PERFORMANCE

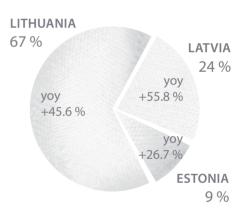
In 2007, retail turnover of the chain Despite of increased competition all operated by Apranga Group (incl. VAT) chains developed by Apranga have made up LTL 437.4 million and grew by reached growth rates above 25%. The 46.1 percent, as compared to 2006.

In 2007, Apranga Group retail chain's turnover in the local Lithuanian market reached LTL 288.5 million or increased by 45.6 percent, in comparison to 2006. During a year, Apranga Group retail chain's turnover has increased by 30.9 percent in Vilnius, doubled in Kaunas, 35.8 percent in Klaipėda. By management's assessment, the Group has increased retail clothing market share in Lithuania from 30.8% to 34.5% in 2007.

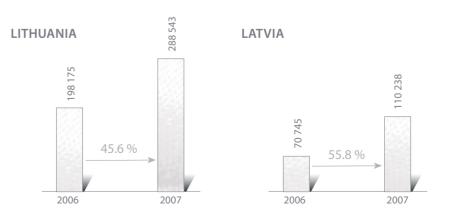
The retail turnover in Latvia and Estonia has made LTL 148.8 million in 2007, or 47% more, than in 2006. The foreign turnover share in total Group's turnover has increased from 33.8% to 43.0% during the year.

Despite of increased competition all chains developed by Apranga have reached growth rates above 25%. The highest turnover growth rates were in youth chain and Zara: 88.4% and 47.6%, respectively. The higher growth rates of these chains were also influenced by higher investments and active development implemented in the Baltic States in 2006-2007. Like-to-like sales increased by 9.4 percent.

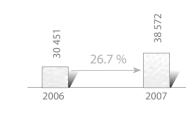
Retail turnover by countries:



Retail turnover by countries (LTL thousand, VAT included):



**ESTONIA** 



### **APRANGA GROUP TURNOVER BY CHAIN**

Retail turnover by chain (LTL thousand, VAT included):

| Business fashion 45 982 34 397 +33.7 %  Luxury fashion 59 665 44 472 +34.2 %  | Total:           | 437 353 | 299 371 | +46.1 % |
|---|------------------|---------|---------|---------|
| Economy 88 694 70 810 +25.3 %  Young fashion 100 242 53 194 +88.4 %  Business fashion 45 982 34 397 +33.7 %  Luxury fashion 59 665 44 472 +34.2 % | Outlets          | 6 865   | 4 436   | +54.8 % |
| Economy 88 694 70 810 +25.3 %  Young fashion 100 242 53 194 +88.4 %  Business fashion 45 982 34 397 +33.7 %                                       | Zara             | 135 905 | 92 062  | +47.6 % |
| Economy 88 694 70 810 +25.3 %  Young fashion 100 242 53 194 +88.4 %   | Luxury fashion   | 59 665  | 44 472  | +34.2 % |
| Economy 88 694 70 810 +25.3 %   | Business fashion | 45 982  | 34 397  | +33.7 % |
|   | Young fashion    | 100 242 | 53 194  | +88.4 % |
| Chain 2007 2006 Change  | Economy          | 88 694  | 70 810  | +25.3 % |
|   | Chain            | 2007    | 2006    | Change  |

### **EXPANSION**

stores, 7 were closed, 6 reconstructed. ous 10 years of company's history.

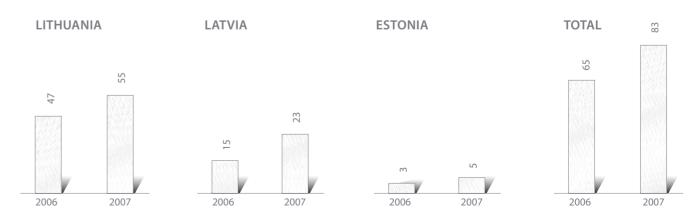
In 2007, the number of stores managed In 2007, Apranga Group allocated LTL by Apranga Group increased from 65 39 million for the development of the to 83. There were 5 Bershka, 4 ZARA, 3 retail chain. During the past four years Pull and Bear, 3 Mexx, 3 Aprangos Gale- of chain's highly rapid development and rija, 3 Apranga and several other stores turnover growth, the Group's investopened in a year. During 2007, the ment exceeded LTL 100 million. number of Group stores in foreign markets increased by more than 50 percent, which creates excellent preconditions for strengthening its positions in foreign markets.

Apranga Group has implemented big- During 2007, the area of retail chain opegest in the Group's history retail chain rated by Apranga Group increased by expansion program during the 2007: 15,500 m<sup>2</sup> or 40 percent of what was Apranga Group has opened 25 new successfully implemented in the previ-

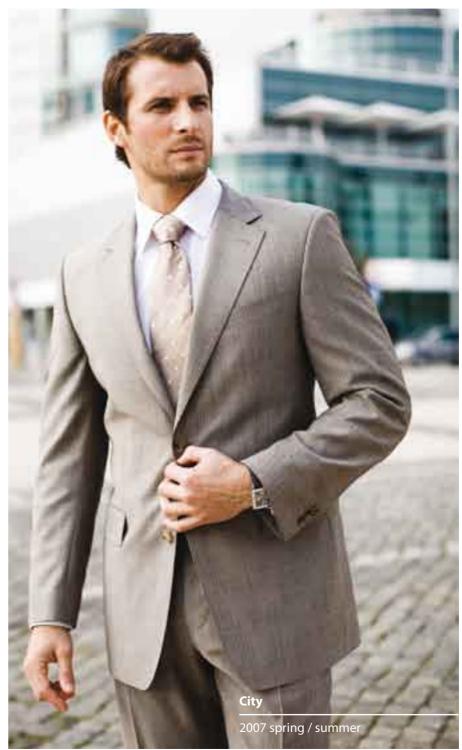
Number of stores at the end of year by chain:

| Chain            | 2007 | 2006 |
|------------------|------|------|
| Economy          | 14   | 15   |
| Young fashion    | 31   | 18   |
| Business fashion | 10   | 11   |
| Luxury fashion   | 15   | 14   |
| Zara             | 9    | 5    |
| Outlets          | 4    | 2    |
| Total:           | 83   | 65   |

Number of stores at the end of year by country:



| Key indicators                                  | 2007    | 2006    | Change  |
|---|---------|---------|---|
| Net sales, LTL thousand                         | 368 907 | 253 489 | +45.5 %   |
| Net sales in foreign markets, LTL thousand      | 126 621 | 85 843  | +47.5 %   |
| Like-to-like sales (comparing to previous year) | 9.4 %   | 20.2 %  |   |
| Gross profit, LTL thousand                      | 167 948 | 114 178 | +47.1 %   |
| Gross margin                                    | 45.5 %  | 45.0 %  |   |
| EBT, LTL thousand                               | 30 042  | 21 050  | +42.7 %   |
| EBT margin                                      | 8.1 %   | 8.3 %   | 41-10-41-10-41-11-41-41-41-41-41-41-41-41-41-41-41- |
| Net profit, LTL thousand                        | 24 923  | 17 436  | +42.9 %   |
| Net margin                                      | 6.8 %   | 6.9 %   |   |
| EBITDA, LTL thousand                            | 48 499  | 34 516  | +40.5 %   |
| EBITDA margin                                   | 13.1 %  | 13.6 %  |   |
| Return on equity (end of the period)            | 28.4 %  | 26.2 %  |   |
| Return on assets (end of the period)            | 12.3 %  | 12.2 %  |   |
| Net debt to equity                              | 84.0 %  | 67.5 %  |   |
| Current ratio, times                            | 1.0     | 1,0     | +0.4 %  |
| Number of stores                                | 83      | 65      |   |
| Number of employees                             | 1637    | 1170    | +40.3 %   |
|   |         |         |   |



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### **OUTLOOK FOR 2008**

Apranga Group further plans active development in the Baltic States.

The next two years will be one of the most active in the completion of chain formation in the Baltic States.

It is intended to devote more attention to the Estonian market where the Group has five stores at present. In 2010, Apranga Group plans to operate a chain of 25-30 stores in Estonia.

Apranga Group's development plans for the coming three years and activity forecasts are based on the following:

- the objective of the Baltic States to catch up with the EU average standard of living, due to which household disposable income and consumption increase:
- active development of shopping centres and growing supply of stores area;
- the opportunity to expand beyond the limits of the Baltic States.

An impressive economic growth in all three Baltic States in recent years, increasing wages and reduced level of unemployment were the factors which determined a record high growth pace of consumption. The Baltic Region continues to remain a promising region for retail trade. Referring to specified economic forecasts for the three Baltic States announced at the end of 2007, Apranga Group provides for a possibility to revise the company's plans in the course of the year taking into account possible fluctuations of the economic situation and their influence on consumption.



### 2007/03/02, Riga, Latvia

In March, the first Bershka store in Latvia opened at the shopping centre Spice in Riga. At the same time, the second ZARA store was also opened in Riga, the capital of Latvia. The first Pull and Bear store in Latvia opened at the same shopping centre shortly after.



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2007/03/14, Šiauliai, Lithuania

On 14 March, Aprangos galerija and Apranga stores were opened at the shopping centre Saulès miestas.

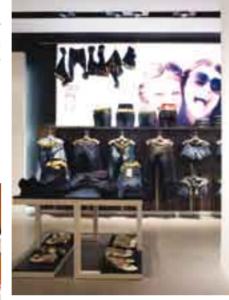
### 2007/04/10, Kaunas, Lithuania

On 10 April, nine stores covering total area of 5,700 m<sup>2</sup> opened at the shopping centre Akropolis at the same time. First s.Oliver store in Lithuania and the first ZARA, Bershka, Pull and Bear and Mexx stores in Kaunas among them. Apranga, Aprangos Galerija and City men&women stores were also opened at this shopping centre and the Mango store relocated to new premises.



### 2007/05/14, Vilnius, Lithuania

On 4 May, the fourth Bershka store in Lithuania opened in Vilnius centre. The shop covers an area of nearly 500 m<sup>2</sup>.





### 2007/08/18, Panevėžys, Lithuania

On 18 August, Aprangos Galerija, a store for young people, total area of 630 m<sup>2</sup> opened after reconstruction in Panevėžys centre. It is the largest store of Aprangos Galerija chain in Lithuania.

In October 2007, retail turnover of Apranga Group chain reached LTL 47.8 million (EUR 13.9 million), which is an absolute record for the Group's monthly turnover.

# LTL 47.8 million (EUR 13.9 million)

### 2007/08/18, Riga, Latvia

On 18 August, three stores were opened at the shopping centre Alfa at the same time: Bershka, Pull and Bear and the third ZARA in Riga. All three shops cover a total area of 2.500 m<sup>2</sup>.



23



### 2007/11/08, Riga, Latvia

On 8 November, the biggest Hugo Boss store in the northern part of Europe was opened in city centre, Terbatas Street. The shop has an area of over 600 m<sup>2</sup>.



24



25

2007/11/15, Tallinn, Estonia

On 15 November, the first Bershka store in Estonia opened in Rotermanni quarter. The shop covers an area of 535 m<sup>2</sup>.







### 2007/11/19, Vilnius, Lithuania

29

On 19 November, City, a clothing and accessories store of new concept, opened in the building with unique history and architecture, at Gediminas Avenue. The shop has an area of 3,000 m<sup>2</sup>. Investment in the project amounted to LTL 12 million (EUR 3.5 million). Project authors are Blocher Blocher Partners, the German architecture and design company.





### 2007/12/07, Tallinn, Estonia

On 7 December, the second ZARA store in Estonia opened at the shopping centre Kristine. The shop has an area of 1,100 m<sup>2</sup>.



On 21 December, the third Mexx store in Riga was opened at the shopping centre Spice.

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# Structure of Apranga Group

| Company            | Country   | Address                         | Activity   |
|--------------------|-----------|---------------------------------|--|
| Apranga APB        | Lithuania | Kirtimų 51, Vilnius             | Parent company                                     |
| Apranga LT UAB     | Lithuania | Kirtimų 51, Vilnius             | Subsidiary, ZARA operator in Lithuania             |
| Apranga BPB LT UAB | Lithuania | Kirtimų 51, Vilnius             | Subsidiary, Bershka operator in Lithuania          |
| Apranga PLT UAB    | Lithuania | Kirtimų 51, Vilnius             | Subsidiary, Pull and Bear operator<br>in Lithuania |
| Apranga SIA        | Latvia    | Elizabetes 51, Riga             | Subsidiary, main company in Latvia                 |
| Apranga LV SIA     | Latvia    | Elizabetes 51, Riga             | Subsidiary, ZARA operator in Latvia                |
| Apranga BPB LV SIA | Latvia    | Elizabetes 51, Riga             | Subsidiary, Bershka operator in Latvia             |
| Apranga PLV SIA    | Latvia    | Elizabetes 51, Riga             | Subsidiary, Pull and Bear operator in<br>Latvia    |
| Apranga OÜ         | Estonia   | Rävala 4/Laikmaa 15,<br>Tallinn | Subsidiary, main company in Estonia                |
| Apranga Estonia OÜ | Estonia   | Viru 4, Tallinn                 | Subsidiary, ZARA operator in Estonia               |
| Apranga BEE OÜ     | Estonia   | Rävala 4/Laikmaa 15,<br>Tallinn | Subsidiary, Bershka operator in Estonia            |

|             |       | 4-1-4-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1 |
|-------------|-------|---|
|             | 100 % | Apranga LT UAB                          |
|             | 100 % | Apranga BPB LT UAB                      |
|             | 100 % | Apranga PLT UAB                         |
|             | 100 % | Apranga SIA                             |
|             | 100 % | Apranga LV SIA                          |
| Apranga APB | 100 % | Apranga BPB LV SIA                      |
|             | 100 % | Apranga PLV SIA                         |
|             | 100 % | Apranga OÜ                              |
|             | 100 % | Apranga Estonia OÜ                      |
|             | 100 % | Apranga BEE OÜ                          |
|             |       |   |



At the end of 2007, Apranga Group em- Apranga Group. ployed 1,637 people or 40.3 percent more than in 2006. 1,091 employees worked in Lithuania, 155 in Estonia and 391 in Latvia.

to the search for talents and managesystem for employees enables the recomanagement. gnition of potencial employees, the development of their skills by providing them with both theoretical and practical training.

tivation for employees to open up and be noticed, to show their abilities and be appreciated, as well as enables employees to realize their potential where their knowledge and experience gained can be used in the most effective way. During 2007, as many as 201 employees or 12.3 percent build their career in During 2007, the number of Apranga

Abilities of stores personnel are improved constantly and systematically. Major attention is paid to broadening of retail and international trade knowl-The company devotes great attention edge, strengthening of relations with clients and service skills as well as to the ment of them. The created evaluation training of future and current middle

Rapid development determines a large flow of new company employees. The company follows effectively operating programmes for adaptation of new em-A rapidly growing company can offer ployees which enable an employee to its employees various career opportu- adapt to colleagues within minimum nities. This generates an additional moledge as well as to reduce frustration.

> The human resources policy of Apranga Group is based on principles of equality and justice, which provides preconditions for creating wellbeing and proper efficiency of employees.

35

67 %

Group employees increased by 467. The main reason of a growing number of employees was active development and opening of new stores. Taking into account changes in the labour market and the economic situation, the average wage in the Group companies increased by 17 percent in a year.

Number of employees (on 31 December 2007):

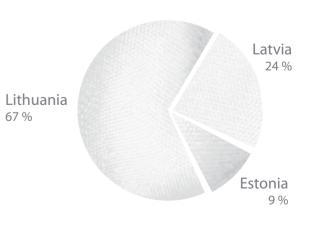
34

|                       | Number of employees |         |  |  |
|-----------------------|---------------------|---------|--|--|
| Category of employees | Group               | Company |  |  |
| Administration        | 112                 | 82      |  |  |
| Stores' personnel     | 1451                | 641     |  |  |
| Logistics             | 74                  | 74      |  |  |
| Total:                | 1637                | 797     |  |  |

Number of employees by education (on 31 December 2007):

| Education  | Group |
|------------|-------|
| Higher     | 263   |
| Vocational | 338   |
| Secondary  | 314   |
| Primary    | 23    |
| Student    | 699   |
| Total:     | 1637  |

Employees by country:



## STORES AND CHAINS OPERATED BY APRANGA GROUP



Apranga

Zara

Young fashion

Business fashion

Luxury fashion

s.c. Akropolis, Kaunas, Lithuania (2007/04/19)



### APRANGA

Apranga is a store aimed at the family. It is affordable, understandable and close to everyone consumer on an average income. A survey conducted by EKT consulting company (July 2007) reveals that Apranga has retained leading positions in the category of clothing stores awareness. 77.7 percent of all respondents know the Apranga store. Apranga is also the most familiar clothing store to dwellers of five large cities in Lithuania. The shop has been named by 83.3 percent of respondents.

Apranga Group has constantly strengthened the Apranga store chain oriented towards the economical segment. An assortment of items offered by the Apranga chain is made, taking into consideration the needs of Lithuanian consumers. A part of assortment is made to special orders of Apranga Group, which enables offering customers an excellent product of price-quality relation.

Expansion has been taking place both in large cities and the centres of the regions. In 2007, in order to achieve the efficiency of the chain, three new Apranga stores opened or relocated in Lithuania: two in Kaunas and one in Šiauliai. At the end of 2007, the Apranga chain owned 14 stores: 12 in Lithuania and two in Latvia.

#### **Apranga**

38

2007 autumn / winter



### ZARA

Apranga Group has been developing the ZARA chain in the Baltic States under the franchise contract with Inditex Group. The contract was signed in 2004.

At the end of 2004, Apranga Group managed a chain of nine ZARA shops in the Baltic States. During 2007, one ZARA store was opened in Kaunas (Lithuania), two in Riga (Latvia) and one in Tallinn (Estonia). In 2007, the turnover of ZARA chain accounted for 31 percent of the Group's total turnover.







Aprangos galerija

2007 autumn / winter

### **YOUNG FASHION**

which owned 31 stores at the end of Lithuania and Latvia; 2007.

The young fashion chain of the Group and Latvia; includes:

- multibrand stores: Aprangos Galerija in Lithuania and Moskito in Latvia;
- Lithuania;
- · Bershka, a chain of franchise stores in Lithuania, Latvia and Estonia. The chain is being developed under the contract with Inditex;
- Pull and Bear, a chain of franchise stores in Lithuania, Latvia and Estonia. The chain is being developed under the contract with Inditex;

- It is the largest chain of Apranga Group Mexx, a chain of franchise stores in
  - s.Oliver, a chain of stores in Lithuania
  - Miss Sixty/Energie store in Latvia.

During 2007, 16 stores were opened or reconstructed in Lithuania and Latvia: 5 • Mango, a chain of franchise stores in Bershka (2 in Lithuania, 2 in Latvia and 1 in Estonia), 3 Pull and Bear (1 in Lithuania and 2 in Latvia), 3 Aprangos Galerija (in Lithuania), 3 Mexx stores (1 in Latvia and 2 in Lithuania), 1 Mango (relocated to new premises in Kaunas, Lithuania) and 1 s.Oliver store (in Kaunas, Lithuania).







### **BUSINESS FASHION**

At the end of 2007, the chain owned 10 stores: 6 in Lithuania and 4 in Latvia.

In 2007, a new format of City store was launched. New concept City presents stores of the world-famous brands Armani Collezioni, Polo Ralph Lauren, Boss, Hugo, MaxMara, Joop!, Tommy Hilfiger and trademarks Betty Barclay, Gerard Darel, Marella, Apriori, Bandolera, Mariella Rosati, Furla, Coccinelle, Francesco Biasia, Strellson, Swiss Cross, Roy Robson, Marlboro Classics, Armani Jeans, GF Ferre.





### **LUXURY FASHION**

A chain of luxury stores operated by Apranga Group in the Baltic States owns Emporio Armani, GF Ferre, Hugo Boss, MaxMara, La Perla and Ermenegildo Zegna franchise stores also Mados Linija and Nude, multibrand stores.

### Mados linija

2007 spring / summer



# **APRANGA APB SHARES**



Shareholders

Key indicators per share

Apranga

2007 spring / summer

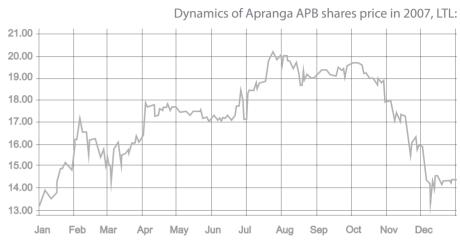
**Shareholders** 

On 31 December 2007, the company had 2 837 shareholders. Company shareholders having by ownership right or controlling more than 5 percent of shareholders' capital were the following:

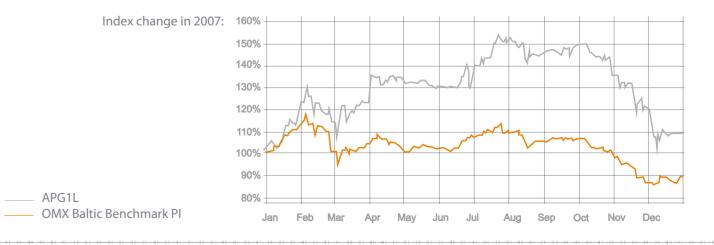
| Shareholder                                 | Enterprise<br>code | Address   | Number<br>of shares | % of total<br>ownership |
|---|--------------------|---|---------------------|-------------------------|
| MG Baltic<br>Investment UAB                 | 123249022          | Jasinskio 16B,<br>Vilnius, Lithuania                | 18512896            | 52.5                    |
| Hansabank<br>AS clients                     | 10060701           | Liivalaia 8,<br>Tallinn, Estonia                    | 4303103             | 12.2                    |
| Skandinaviska<br>Enskilda Banken<br>clients | 50203290810        | Sergels Torg 2, 10640<br>Stockholm, Sweden          | 1916443             | 5.4                     |
| Morgan Bank<br>Luxembourg<br>SA JP clients  | B10958             | 6, route de Trèves,<br>Senningerberg,<br>Luxembourg | 1895900             | 5.4                     |



On 31 December 2007, Apranga APB shareholders' capital was divided into 35291960 ordinary shares with a nominal value of LTL 1 each. All shares issued are fully paid for. Apranga APB shares are quoted at the National Stock Exchange on the official Baltic Equity List.



|                                | 2007   | 2006   | 2005   |   | 2007 | 2006 | 2005 |
|--------------------------------|--------|--------|--------|---|------|------|------|
| Turnover,<br>units million     | 10.92  | 6.5    | 2.08   | Consolidated earnings<br>per share, LTL | 0.71 | 0.49 | 0.28 |
| Turnover,<br>LTL million       | 186.09 | 63.96  | 45.56  | Change, compared to previous year, %    | + 44 | + 75 | +65  |
| Capitalization,<br>LTL million | 506.44 | 465.85 | 352.92 | Dividends per share,<br>LTL             | 0.16 | 0.11 | 0.06 |



# **AUDITOR'S REPORT AND ANNUAL STATEMENTS**



Independent auditor's report

Income statements

Balance sheet

Statements of cash flow

City

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2007 autumn / winter

## Independent auditor's report

### **Income statements**



Translation note

This version of our report is a translation from the original, which was prepared in Lithuanian language. All possible care has been taken to ensure that the translation is an accurate representation of the original. However, in all matters of interpretation of information, views or opinions, the original language version of our report takes precedence over this translation.

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### **Independent Auditor's Report**

To the shareholders of Apranga APB

- 1. The accompanying summarised financial statements have been derived from the consolidated financial statements of Apranga APB and its subsidiaries ("The Group") and the financial statements of Apranga APB ("The Company") for the year ended 31 December 2007. These summarised financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on whether these summarised financial statements are consistent, in all material respects, with the financial statements from which they were derived.
- **2.** We have audited the financial statements of the Group and the Company for the year ended 31 December 2007, from which these summarised financial statements were derived, in accordance with International Standards on Auditing. In our report dated 17 April 2008 we expressed an unqualified opinion on the financial statements from which the summarised financial statements were derived.
- **3.** In our opinion, the accompanying summarised financial statements are consistent, in all material respects, with the financial statements from which they were derived.
- **4.** For a better understanding of the Group and the Company financial position and the results of their operations for the period and of the scope of our audit, the summarised financial statements should be read in conjunction with the financial statements from which the summarised financial statements were derived and our audit report thereon.

On behalf of PricewaterhouseCoopers UAB

Christopher C. Butler Partner

Vilnius, Republic of Lithuania 17 April 2008 Radwiciewi

Rasa Radzevičienė Auditor's Certificate No. 000377

|   | Gro          | oup                    | Com       | pany      |
|---|--------------|------------------------|-----------|-----------|
|   | Year ended 3 | Year ended 31 December |           | 1 Decembe |
|   | 2007         | 2006                   | 2007      | 2006      |
| Revenue                                       | 368 907      | 253 489                | 198 656   | 151 055   |
| Cost of sales                                 | (200 959)    | (139 311)              | (126 198) | (98 212)  |
| Gross profit                                  | 167 948      | 114 178                | 72 458    | 52 843    |
| Selling costs                                 | (115 424)    | (80 273)               | (52 431)  | (41 357)  |
| General and administrative expenses           | (21 114)     | (12 504)               | (15 212)  | (9 635)   |
| Other income                                  | 1 313        | 1 071                  | 17 068    | 9 837     |
| Net foreign exchange gain (loss)              | 13           | 292                    | 22        | (12)      |
| Operating profit                              | 32 736       | 22 764                 | 21 905    | 11 676    |
| Finance costs                                 | (2 694)      | (1 714)                | (2 579)   | (1 544)   |
| Profit before income tax                      | 30 042       | 21 050                 | 19 326    | 10 132    |
| Income tax expense                            | (5 119)      | (3 614)                | (1 998)   | (759)     |
| PROFIT FOR THE YEAR                           | 24 923       | 17 436                 | 17 328    | 9 373     |
| Basic and diluted earnings per share (in LTL) | 0,71         | 0,49                   | 0,49      | 0,27      |

These financial statements were approved by Management Board on 17 April 2008 and signed by:

Rimantas Perveneckas General Director

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Vaidas Savukynas Chief Financial Officer

# **Balance sheets**

|                                  | Gro        | Group As at 31 December |         | Company As at 31 December |  |
|----------------------------------|------------|-------------------------|---------|---------------------------|--|
|                                  | As at 31 D |                         |         |                           |  |
|                                  | 2007       | 2006                    | 2007    | 2006                      |  |
| ASSETS                           |            |                         |         |                           |  |
| Non-current assets               |            |                         |         |                           |  |
| Property, plant and equipment    | 110 439    | 84 598                  | 69 653  | 54 315                    |  |
| Intangible assets                | 981        | 721                     | 843     | 509                       |  |
| Investments in subsidiaries      | -          | -                       | 9 377   | 8 453                     |  |
| Prepayments                      | 757        | 865                     | 300     | 522                       |  |
| Trade and other receivables      | 100        | 29                      | 100     | 29                        |  |
|                                  | 112 277    | 86 213                  | 80 273  | 63 828                    |  |
| Current assets                   |            |                         |         |                           |  |
| Inventories                      | 73 821     | 48 626                  | 44 958  | 31 179                    |  |
| Non-current assets held for sale | 1 118      | 1 118                   | 1 118   | 1 118                     |  |
| Prepayments                      | 3 883      | 1 309                   | 1 531   | 773                       |  |
| Trade and other receivables      | 4 145      | 1 127                   | 25 111  | 17 722                    |  |
| Cash and cash equivalents        | 7 287      | 4 770                   | 2 990   | 2 312                     |  |
|                                  | 90 254     | 56 950                  | 75 708  | 53 104                    |  |
| TOTAL ASSETS:                    | 202 531    | 143 163                 | 155 981 | 116 932                   |  |

Continued on next page

|                                  | Gro        | Group As at 31 December |         | Company As at 31 December |  |
|----------------------------------|------------|-------------------------|---------|---------------------------|--|
|                                  | As at 31 I |                         |         |                           |  |
|                                  | 2007       | 2006                    | 2007    | 2006                      |  |
| EQUITY AND LIABILITIES           |            |                         |         |                           |  |
| Equity                           |            |                         |         |                           |  |
| Ordinary shares                  | 35 292     | 35 292                  | 35 292  | 35 292                    |  |
| Legal reserve                    | 1 550      | 1 081                   | 1 550   | 1 081                     |  |
| Translation difference           | (76)       | (178)                   | -       | -                         |  |
| Retained earnings                | 50 852     | 30 293                  | 29 886  | 16 909                    |  |
|                                  | 87 618     | 66 488                  | 66 728  | 53 282                    |  |
| Non-current liabilities          |            |                         |         |                           |  |
| Borrowings                       | -          | 16 567                  | -       | 16 567                    |  |
| Bonds issued                     | 20 000     | -                       | 20 000  | -                         |  |
| Deferred tax liabilities         | 3 531      | 2 091                   | 1 991   | 525                       |  |
| Obligations under finance leases | 16         | 37                      | 16      | 37                        |  |
| Other liabilities                | -          | 87                      | -       | 86                        |  |
|                                  | 23 547     | 18 782                  | 22 007  | 17 215                    |  |
| Current liabilities              |            |                         |         |                           |  |
| Borrowings                       | 53 574     | 7 844                   | 47 735  | 6 273                     |  |
| Bonds issued                     | 653        | 20 436                  | 653     | 20 436                    |  |
| Obligations under finance leases | 20         | 18                      | 20      | 18                        |  |
| Current income tax liability     | 1 112      | 1 668                   | 106     | 178                       |  |
| Trade and other payables         | 36 007     | 27 927                  | 18 732  | 19 530                    |  |
|                                  | 91 366     | 57 893                  | 67 246  | 46 435                    |  |
| Total liabilities:               | 114 913    | 76 675                  | 89 253  | 63 650                    |  |
| TOTAL EQUITY AND LIABILITIES:    | 202 531    | 143 163                 | 155 981 | 116 932                   |  |

These financial statements were approved by Management Board on 17 April 2008 and signed by:

Rimantas Perveneckas General Director December 1

Vaidas Savukynas Chief Financial Officer End

# Statements of cash flow

|   | Group      |                        | Company  |                        |  |
|---|------------|------------------------|----------|------------------------|--|
|   | Year ended | Year ended 31 December |          | Year ended 31 December |  |
|   | 2007       | 2006                   | 2007     | 2006                   |  |
| OPERATING ACTIVITIES                              |            |                        |          |                        |  |
| Profit before income taxes                        | 30 042     | 21 050                 | 19 326   | 10 132                 |  |
| Adjustments for:                                  |            |                        |          |                        |  |
| Depreciation and amortization                     | 15 763     | 11 752                 | 7 086    | 5 352                  |  |
| Change in allowances for slow-moving inventories  | (59)       | 1 493                  | (216)    | 1 493                  |  |
| Gain on disposal of property, plant and equipment | (338)      | (37)                   | (338)    | (37)                   |  |
| Write-off of property, plant and equipment        | 192        | 167                    | 192      | 131                    |  |
| Dividends income                                  | -          | -                      | (7 273)  | (4 031)                |  |
| Interest expenses                                 | 2 691      | 1 711                  | 2 078    | 1 251                  |  |
|   | 48 291     | 36 136                 | 20 855   | 14 291                 |  |
| Changes in operating assets and liabilities:      |            |                        |          |                        |  |
| (Increase) in inventories                         | (25 136)   | (11 753)               | (13 563) | (7 086)                |  |
| Decrease (increase) in receivables                | (5 555)    | 2 122                  | (4 859)  | (1 836)                |  |
| Unrealized foreign exchange loss                  | 89         | (28)                   | (22)     | -                      |  |
| Increase in payables                              | 7 993      | 7 354                  | 1 510    | 7 997                  |  |
| Cash generated from operations                    | 25 682     | 33 831                 | 3 921    | 13 366                 |  |
|   |            |                        |          |                        |  |
| Income taxes paid                                 | (4 235)    | (1 226)                | (604)    | (57)                   |  |
| Interest paid                                     | (2 479)    | (1 714)                | (2 362)  | (1 544)                |  |
| Net cash from operating activities                | 18 968     | 30 891                 | 955      | 11 765                 |  |

Continued on next page

|   | Group Year ended 31 December |                  | Company  Year ended 31 December |          |
|---|------------------------------|------------------|---------------------------------|----------|
|   |                              |                  |                                 |          |
|   | 2007                         | 2006             | 2007                            | 2006     |
| INVESTING ACTIVITIES  |                              |                  |                                 |          |
| Interest received   | 5                            | 3                | 501                             | 293      |
| Dividends received  | -                            | -                | 7 273                           | 1 525    |
| Loans granted to subsidiaries   | -                            | -                | (81 141)                        | (3 479)  |
| Loans repayments received from subsidiaries   | -                            | -                | 78 004                          | -        |
| Purchases of property, plant and equipment and intangible assets                                    | (51 155)                     | (32 618)         | (23 680)                        | (13 048) |
| Proceeds on disposal of property, plant and equipment   | 9 437                        | 5 019            | 1 068                           | 90       |
| Investment in subsidiaries  | -                            | -                | (924)                           | (2 517)  |
| Net cash used in investing activities   | (41 713)                     | (27 596)         | (18 899)                        | (17 136) |
| '   |                              |                  |                                 |          |
| FINANCING ACTIVITIES  |                              |                  |                                 |          |
| Dividends paid  | (3 882)                      | (2 118)          | (3 882)                         | (2 118)  |
| Proceeds from borrowings  | 49 221                       | 16 977           | 75 887                          | 46 710   |
| Repayments of borrowings  | (26 662)                     | (10 561)         | (58 072)                        | (34 954) |
| Repayments of obligations under finance leases  | (19)                         | (871)            | (19)                            | (871)    |
| Net cash from financing activities  | 18 658                       | 3 427            | 13 914                          | 8 767    |
| Net cash from financing activities  |                              |                  |                                 |          |
| Net cash from financing activities  |                              |                  |                                 |          |
|   | (4 087)                      | 6 722            | (4 030)                         | 3 396    |
| NET INCREASE (DECREASE) IN CASH AND BANK  | (4 087)                      | 6722             | (4 030)                         | 3 396    |
| NET INCREASE (DECREASE) IN CASH AND BANK  CASH AND BANK OVERDRAFTS:  AT THE BEGINNING OF THE PERIOD | (4 087)                      | 6 722<br>(9 796) | (4 030)                         | 3 396    |

These financial statements were approved by Management Board on 17 April 2008 and signed by:

Rimantas Perveneckas General Director 70-15

Vaidas Savukynas Chief Financial Officer End

## Contacts

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