



28th February 2013

Supervisory Authority of The Central Bank of the Republic of Lithuania Žirmūnų str. 151, LT-09128 Vilnius

Pursuing Article 22 of the Law on Securities of the Republic of Lithuania and in accordance with the rules of preparation and submission of periodical and supplementary information approved by the Securities Commission of the Republic of Lithuania, we, the undersigned – the Chief Executive Officer Antanas Trumpa and the Chief Financial Officer Antanas Kavaliauskas – approve that the twelve month interim consolidated financial statements of "Rokiškio sūris" for the year 2012, are formed in accordance with the applicable accounting standards, they are true and show fair assets, obligations, financial state, profit (loss) and cash flows of the Company and total consolidated group.

Attached: Twelve month 2012 interim consolidated financial statements of AB "Rokiškio sūris".

Chief Executive Officer

Antanas Trumpa

Chief Financial

Antanas Kavaliauskas



# OPERATIONAL RESULTS AND A SET OF INTERIM CONSOLIDATED FINANCIAL STATEMENTS OF AB ROKISKIO SURIS FOR TWELVE MONTH PERIOD OF THE YEAR 2012

(Prepared in accordance with the rules of preparation and submission of periodical and supplementary information approved by the Securities Commission of the Republic of Lithuania)



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### 1. Reporting term of the operational results and a set of interim consolidated financial statements

The operational results and a set of interim consolidated financial statements are prepared for twelve month period of the year 2012.

### 2. Key information of the issuer

Name of the issuer: Joint stock company "Rokiskio suris".

Legal base: Joint Stock Company.

Address – Pramones str. 3, LT 42150 Rokiskis, Republic of Lithuania.

Telephone: +370 458 55 200, fax +370 458 55 300.

E-mail address: rokiskio.suris@rokiskio.com

Website: www.rokiskio.com

Registered in on 28<sup>th</sup> February 1992 by the Authorities of Rokiskis region. Re-registered in on 28<sup>th</sup> November 1995 by the Ministry of Economy of the Republic of

Lithuania.

Company code 173057512.

Manager of registry of legal entities – State company "Registru centras".

The authorized capital of AB "Rokiskio suris" equals to LTL 35,867,970.

There are 35,867,970 shares. Nominal value per share equals to LTL 1 (one litas).

### 3. Information on the issuer's daughter enterprises and subsidiaries

The consolidated group (hereinafter the "Group") consists of the Parent Company, two branches, four subsidiaries and one joint venture.

### Subsidiaries of AB "Rokiškio sūris":

UAB "Rokiskio pienas" legal address: Pramonės g. 8, LT - 28216 Utena. Company code: 300561844. AB "Rokiškio sūris" is its founder and the only shareholder having 100 per cent of shares.

Dairy cooperative "Žalmargė" legal address: Kalnalaukio g.1, Širvintos. Company code: 178301073.

Latvian company SIA Jekabpils piena kombinats (company code 45402008851, legal address: Akmenu iela 1, Jekabpils, Latvija LV-5201).

Latvian company SIA Kaunata (company code 240300369, legal address Rogs, Kaunata pag., Rezeknes nov., Latvia)

### **Co-controlled company:**

UAB "Pieno upės", legal address: Sandėlių g. 9, Kaunas. Company code: 135027862.

### Branches of AB "Rokiškio sūris":

AB "Rokiškio sūris" branch Utenos pienas (Company code: 110856741, Pramonės g. 8, LT-28216 Utena):

AB "Rokiškio sūris" branch Ukmergės pieninė (Company code: 182848454, Kauno g. 51, LT-20119, Ukmergė).



### 4. Characterization of the issuer's basic business

Basic business of the group of "Rokiškio sūris":

◆ Dairying and cheese production (EVRK 10.51);

Basic business of AB "Rokiškio sūris" is production and sales of fermented cheese, whey products, and skim milk powder.

### Daughter enterprises:

Basic business of UAB "Rokiškio pienas" production and sales of fresh dairy products (fluid milk, kefir, sour milk, butter, curds, fresh cheese, sour cream, chocolate coated cheese bars, desserts).

Basic business of KB "Žalmargė" is purchase of raw milk.

Basic business of SIA Jekabpils piena kombinats -purchase of raw milk.

Basic business of SIA Kaunata – purchase of raw milk.

### **Co-controlled company:**

Basic business of UAB "Pieno upės" is purchase of raw milk.

### Branches of AB "Rokiškio sūris":

Basic business of AB "Rokiškio sūris" branches Utenos pienas and Ukmergės pieninė is purchase of raw milk.

### 5. Contracts with financial brokers

On 24<sup>th</sup> December 2003, AB "Rokiškio sūris" made a contract with UAB FMĮ "Baltijos vertybiniai popieriai" (Gedimino pr.60, Vilnius) regarding administration of shareholders of AB "Rokiškio sūris". On 15<sup>th</sup> January 2007, the financial company changed its name into UAB FMĮ "Orion securities" (A. Tumeno str. 4, LT-01109 Vilnius).

### 6. Trade on issuer's securities by stock exchange and other organised markets

The 35,867,970 ordinary registered shares of AB "Rokiškio sūris" are listed on the Official List of NASDAQ OMX Vilnius Stock Exchange. (VVPB symbol RSU1L). Nominal value per share 1 (one) litas.

The Company has not issued any debt securities for the public stock trading.

The Company has not issued nor registered any debt securities for the non-public stock trading.

There are no securities which would not participate as a part of the Authorized Capital and be regulated by the Law on Securities.

The shares were not traded by other stock exchanges or similar institutions. As from 22nd November 2010 the trade on stock markets is performed in euros.

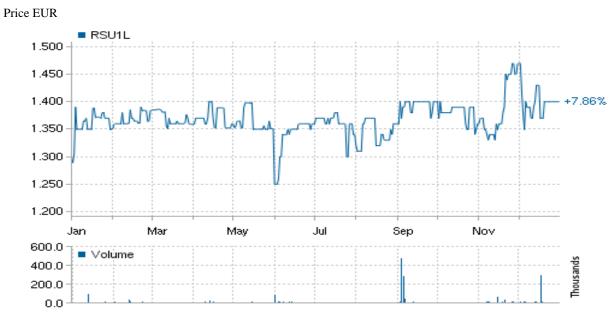
Trade by shares of AB Rokiskio sûris on NASDAQ OMX Vilnius Stock Exchange Vilnius Stock Exchange:



### **Trade on central market:**

Reportir	ng period		Pric	Price (Eur) Turnover (Eur)					
from	to	max	min	aver.	Last sessions	Date of last trading session	max	min	Last sessions
2010.01.01	2010.03.31	1,043	0,840	0,987	1,014	2010.03.31	135 646,90	0	14 822,98
2010.04.01	2010.06.30	1,054	0,970	1,026	0,973	2010.06.30	508 303,30	0	3 932,55
2010.07.01	2010.09.30	1,437	0,959	1,231	1,381	2010.09.30	368 253,90	0	13 667,75
2010.10.01	2010.12.31	1,830	1,410	1,735	1,792	2010.12.30	740 490,00	0	0
2011.01.01	2011.03.31	1,789	1,505	1,696	1,750	2011.03.31	92 633,76	0	0
2011.04.01	2011.06.30	1,807	1,410	1,574	1,440	2011.06.30	118 496,02	0	118 496,02
2011.07.01	2011.09.30	1,485	1,370	1,404	1,400	2011.09.30	223.147,30	0	14 035,60
2011.10.01	2011.12.30	1,478	1,205	1,256	1,298	2011.12.30	644 770,74	0	3 595,46
2012.01.01	2012.03.30	1,388	1,29	1,360	1,359	2012.03.30	118 945,00	0	0
2012.04.01	2012.06.30	1,40	1,25	1,36	1,360	2012.06.29	108 953,50	0	4 128,00
2012.07.01	2012.09.30	1,40	1,30	1,37	1,40	2012.09.28	641 665,74	0	1 158,70
2012.10.01	2012.12.31	1,47	1,33	1,37	1,40	2012.12.28	390 622,20	0	1 950,00

# Trade by the shares of AB "Rokiškio sūris" within January-December 2012



Data source - website of AB NASDAQ OMX Vilnius:

http://www.nasdaqomxbaltic.com/market/?instrument=LT0000100372&list=2&pg=details&tab=historical&lang=lt&currency=0&downloadcsv=0&date=&start d=1&start y=2012&end d=30&end m=9&end y=2012



# Capitalization of the Securities

Reporting period		Total tu	rnover	Date of last	Capitalisation
from	to	(units)	(Eur)	trading session	(Eur)
2009.07.01	2009.09.30	1 123 671	781 760	2009.09.30	39 712 715
2009.10.01	2009.12.31	492 856	440 243	2009.12.30	33 403 233
2010.01.01	2010.03.31	988 352	975 929	2010.03.31	38 983 123
2010.04.01	2010.06.30	1 384 497	1 419 903	2010.06.30	37 406 882
2010.07.01	2010.09.30	829 929	1 022 024	2010.09.30	53 092 399
2010.10.01	2010.12.31	1 564 687	2 715 182	2010.12.30	68 893 250
2011.01.01	2011.03.31	482 039	817 582,95	2011.03.31	62 768 948
2011.04.01	2011.06.30	791 936	1 246 500,83	2011.06.30	51 649 877
2011.07.01	2011.09.30	821 016	1 152 527,70	2011.09.30	50 215 158
2011.10.01	2011.12.30	1 192 435	1 498 010,23	2011.12.30	46 556 625
2012.01.01	2012.03.31	189 564	257 712,33	2012.03.31	48 744 571
2012.04.01	2012.06.30	228 464	310 179,89	2012.06.29	48 780 439
2012.07.01	2012.09.30	835 557	1 142 089,88	2012.09.28	50 215 158
2012.10.01	2012.12.31	525 165	717 997,30	2012.12.28	50 215 158

# 7. Authorized capital of the issuer

As at 31st December 2012, the Authorized capital of AB "Rokiškio sūris":

Type of shares	Number of shares	Nominal value, LTL	Total nominal value, LTL	Share of authorized capital (%)
1	2	3	4	5
Ordinary registered shares	35 867 970	1	35 867 970	100,00

All shares of AB "Rokiškio sūris" are paid-up, and they are not subject to any limitations of transference.

### 8. Shareholders.

Total number of shareholders (as at 31.12.2012)–5,683 shareholders.

The shareholders having or owning over 5 per cent of the issuer's authorized capital (as at 31.12.2012):



Name, surname Name of company	Address	Propi	rietary right	s	With associated persons		
		Number of shares	Capital share %	Votes %	Capital share %	Number of shares	
UAB "Pieno pramonės investicijų valdymas" Company code 173748857	Pramonės g. 3, Rokiškis Lietuva	14 022 173	39,09	39,99	68,70	70,27	
Antanas Trumpa	Sodų 41a, Rokiškis Lietuva	8 240 053	22,97	23,50	68,70	70,27	
East Capital Baltic Fund Company code 556546-8435	Box 364, 111 93 Stockholm, Sweden	2 142 884	5,97	6,11	-	-	
Swedbank clients Company code 10060701	Liivalaia 8, Tallinn Estonia	2 506 617	6,99	7,15	-	-	
AB "Rokiškio sūris" Company code 173057512	Pramones str. 3, Rokiskis, Lithuania	802 094	2,24				

# 9. Shareholders' rights

### Shareholders have the following non-economic rights:

- 1) to attend the general meetings of shareholders;
- 2) to make advance inquiries addressed to the company in regards with the items on the agenda of general meeting of shareholders;
- 3) based on the rights provided with the shares to vote on the general meetings of shareholders;
- 4) according with Part 1 of Article 18 of the Law on the Joint Stock Companies to obtain information on the company's operations;
- 5) to address the court requesting to bring an action of damages against the company if the damage was caused by noncompliance or inadequate compliance with duties of the company manager and board of directors as stated by the Law on Joint Stock Companies of the Republic of Lithuania or other laws, as well as the Articles of Association and or in any other cases as stated by the Lithuanian Laws;
- 6) other non-economic rights established by the Lithuanian Laws.

### **Shareholders have the following property rights**:

1) to receive a certain portion of the Company's profit (dividend);



- 2) to receive a certain portion of the company's funds when its authorized capital is decreased in order to pay out the fund to shareholders;
- 3) to receive shares without payment if the authorised capital is increased from the funds of the Company;
- 4) to have priority in acquiring the newly issued shares or convertible bonds of the Company unless the General Meeting of the Shareholders resolves to waive such right complying with the applicable Law;
- 5) to lend to the Company as determined by the Laws of the Republic of Lithuania, the company however cannot mortgage its assets when borrowing from shareholders. When the company borrows from shareholders the interest cannot exceed the average interest rate of the local commercial banks on the day of contracting. In this case the company and shareholders must not agree regarding the higher rate of interest;
- 6) to receive a portion of assets of the Company in liquidation;
- 7) other property rights established by the Lithuanian Laws.

The rights identified by points 1, 2, 3 and 4 are provided to the persons who were the company's shareholders at the end of the tenth working day after the corresponding general meeting of shareholders.

### 10. Information on purchase of issuer's own shares

During the public quotation from 2011.09.07 to 2011.09.20 AB "Rokiškio sūris" acquired 788,804 own shares which made 2.20 % of the company's authorized capital, and during the period from 2011.12.01 to 2012.12.14 it was acquired 13,290 own shares which made 0.04 % of the company's authorized capital.

As at the end of the reporting period (30<sup>th</sup> September 2012), AB "Rokiškio sūris" has in treasure 802,094 ordinary registered shares and it makes 2.24 % of the company's authorized capital.

Treasury shares have no voting right.

### 11. Operations of the issuer

AB "Rokiškio sūris" is one of the largest and most modern dairy production companies in Lithuania. The main activity of the company is production and sales of fermented cheese, fresh dairy products, butter, milk powders, whey and other milk products.

The Group's production is developed in the towns of Rokiškis (AB "Rokiškio sūris"), Utena (UAB "Rokiškio pienas") and Ukmerge (UAB "Rokiškio pienas" subsidiary "Ukmergės pieninė").

- Specialization of Rokiskis production plant fermented cheese, lactose and whey products.
- Specialization of Utena production plant fresh dairy products for the local market, whey protein concentrate, milk powder and butter production.
- Specialization of Ukmerge production plant curd and curd cheese production.

Cheese production in Rokiskis includes fresh, semi hard and hard cheeses. The group of fresh cheeses consists of "Cagliata" (various fat content and weight), and "Mozzarella". The group of semi hard cheeses consists of the cheeses such as Rokiškio sūris (various fat content and weight) ,Saulės sūris, Lietuviškas, "Gouda", Edamo cheese, Cheese "Visiems", "Naminis", "Žaloji karvutė" etc. the group



of hard cheese consists of Kietasis sūris (various fat and moisture content and weight), cheese "Gojus", and "Montecampo".

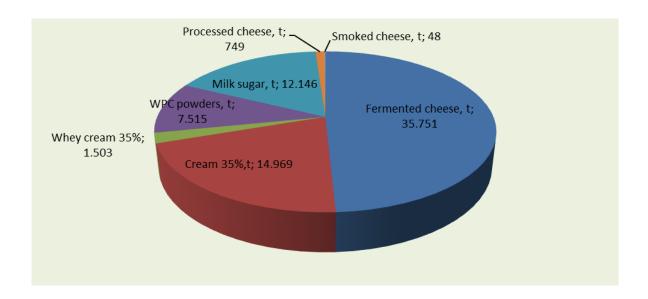
Aside the main production of fermented cheeses, Rokiskis also produces fluid WPC (whey protein concentrate), which is used for the production of WPC powders, milk sugar (lactose), processed cheese, smoked cheese.

In term of production, the year 2012 was favourable to AB "Rokiškio sūriui". The company produced highest amounts of cheese, WPC powders and lactose compared to any other periods before.

Production quantities of AB "Rokiškio sūris":

Production / Year	2009	2010	2011	2012
Fermented cheese, t	25.392	28.142	29.508	35.751
Cream 35% fat, t	10.679	10.099	10.642	14.969
Whey cream 35% fat, t	1.464	1.542	1.347	1.503
WPC powders, t	3.923	5.339	6.313	7.515
Lactose, t	8.297	10.190	11.039	12.146
Processed cheese, t	767	708	749	749
Smoked cheese, t	132	81	71	48

Production quantities of AB "Rokiškio sūris" in 2012



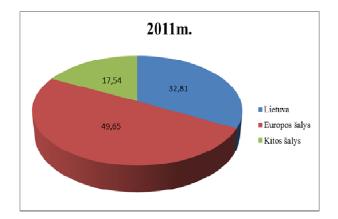


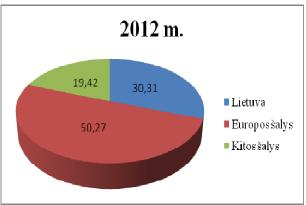
Twelve month consolidated non-audited net profit of AB "Rokiškio sūris" Group is equal to LTL 29.212 million, i.e. 5.64 % more than during the same period of the last year. Twelve month consolidated audited net profit of the Group in 2011 was equal to LTL 27.653 million. The net profitability of the Group within 2012 made 3.7 per cent.

AB "Rokiškio sūris" is one of the largest and most modern dairy production companies in Lithuania. The sales are widely spread including the export to East and West markets as well as a range of fresh dairy products sold on the local market and neighbourhood countries.

Sales markets January-December 2011 and January-December 2012

Countries	Sold					
	January-D	ecember 2011	January-I	December 2012		
	k LTL	k LTL %		%		
Lithuania	225 725	32,81	241 387	30,31		
European countries	341 615	49,65	400 368	50,27		
Other	120 685	17,54	154 652	19,42		
Total	688 025	100	796 407	100		





The consolidated non-audited sales of 2012 of AB "Rokiškio sūris" Group made LTL 796.407 million, i.e. 15.75 per cent more than during the same period of last year. The consolidated sales of the same period of 2011 made LTL 688.025 million.

The improved results compared to the same period of last year were caused by the increased quantities of exported production.

The main change in the raw milk purchasing sector was the decrease of raw milk prices and increase of the purchased amount of raw milk.

Within 2012 in Lithuania it was bought 1,360 thousand tons of natural milk, i.e. more by 3.1 per cent compared to 2011 (1,317 thousand tons).



The January 2013 price for natural milk paid to the farmers with more than 40 tons of milk per month increased by 1.00 per cent compared to December 2012 (from LTL 1,179/ t to LTL 1,191/ t), and compared to January 2012 it increased by 0.9 per cent (from LTL 1,181/ t to LTL 1,191/ t).

The table below shows prices of raw milk paid by the Group to large farmers with the farms of European size delivering over 40 tons raw milk per month during the nine month period 2011 and 2012.

Month	Price of purchased natural milk			
	2011 (Lt/t)	2012 (Lt/t)		
January	1.142	1.173		
February	1.197	1.204		
March	1.201	1.155		
April	1.230	1.130		
Мау	1.212	1.012		
June	1.087	948		
July	1.052	931		
August	1.057	936		
September	1.137	982		
October	1.171	1.125		
November	1.204	1.139		
December	1.182	1.164		
Average milk purchasing price for 12 months	1.153	1.072		

In 2012, AB"Rokiškio sūris" purchased 501.1 thousand tons of natural milk (aver. fat content 4.08 per cent and protein content 3.26 per cent) or more by 20.3 per cent compared to 2011.

Due to the increased amount of purchased raw milk within 2012, the production of fermented cheese as well as by products (WPC, lactose, cream etc.) increased also. Consequently, the production costs rose as well. In addition, the increase of key costs was caused by higher prices of power resources, mostly steam and gas. The increase of costs of transportation of raw milk and finished products was caused by higher petrol prices.

### 12. Management bodies of the issuer

In accordance with the Articles of Association of AB "Rokiškio sūris", the managing bodies of the company are as follows: General shareholders' meeting, the Board of Directors and the Chief Executive Officer.

The competence and procedure of announcement applied to the general shareholders' meeting complies with the competence and procedure of announcement applied to the general shareholders' meeting established by the Law on Joint Stock Companies.

The Board of Directors is a collegial management body comprised of 5 (five) members. The Board members are elected and recalled by the general shareholders' meeting pursuing the procedure set by the Law on Joint Stock Companies.



The Chief Executive Officer is a one-man management body who organizes everyday activities of the company, discusses and solves the company's long term strategic objectives as well as issues of business plans. Within relationship between the company and other persons, the Chief Executive Officer acts determinatively on behalf of the company.

### **Members of the Board of Directors:**

Dalius Trumpa – Board Chairman (elected on 17<sup>th</sup> July 2012). Owns 1,002,697 ordinary registered shares. i.e. 2.80% of the Authorized capital and 2.86% of votes of AB "Rokiškio sūris".

Education – university degree. Works for the company since 1991. As from 2002 in the capacity of production director. As from 2007 appointed a deputy director. Also the director of UAB Rokiskio pienas from 2007.

Participation in the activities of other companies:

Shareholder of UAB" Pieno pramonės investicijų valdymas", having 3,91 % of the company's shares and votes;

Chief executive officer of UAB "Rokiškio pienas", having no shares;

Director of UAB "Rokvalda", having 100% of shares and votes;

Antanas Kavaliauskas - Deputy Chairman (elected on 17<sup>th</sup> July 2012), the Chief Financial Officer of AB "Rokiškio sūris", having no ownership of AB "Rokiškio sūris".

Works for the company since 2002 in the capacity of finance director. Education – university degree. In 1997, obtained a master degree of finance management in Kaunas technology university. As from 2002, a certified member of international accountants association ACCA.

Participation in the activities of other companies:

Shareholder of UAB "Pieno pramonės investicijų valdymas" owning 3,91% of shares of UAB" Pieno pramonės investicijų valdymas".

Board Chairman of Latvian company SIA Jekabpils piena kombinats, having no shares;

Director of Lithuanian dairy association "Pieno centras", having no shares.

Ramūnas Vanagas - Board member (elected on 17th July 2012), Development Director of AB "Rokiškio sūris", having no ownership of shares of AB "Rokiškio sūris".

Education – university degree. Works for the company since 2005 in the capacity of business development director.

Participation in the activities of other companies:

No participation in other companies' activities.

Darius Norkus - Board member, (elected on 17<sup>th</sup> July 2012), Sales and Marketing director of AB "Rokiškio sūris", having no shares of the company.

Education – university degree. Works for the company since 2001 in the capacity of the sales and marketing director.

Participation in the activities of other companies:

Shareholder of UAB "Pieno pramonės investicijų valdymas", having 3,91 % of the company's shares and votes;

Term of election of the Board of Directors is 4 years. The cadence ends on 17<sup>th</sup> July 2016.



### **Manager of the Company:**

The Chief Executive Officer is a one-man management body who organizes everyday activities of the company. Within relationship between the company and other persons, the Chief Executive Officer acts determinatively on behalf of the company.

### Information on the company's manager (director):

### The CEO of the Company:

Antanas Trumpa owning 8,240,053 ordinary registered shares of AB "Rokiškio sūris", i.e. 22.97% of the authorized capital of AB "Rokiškio sūris" and 23.50% of votes.

Education – university degree. Works for the company as from 1966. In 1979, prepared a dissertation "Organizing the work of vacuum aparatus" in Kaunas Politechnical Institute, consequently on 12th October 1994 was granted a doctor degree by Lithuanian Science Council.

Participation in the activities of other companies:

Shareholder of UAB "Pieno pramonės investicijų valdymas" with 6,758, i.e. 67.04% of the shares and votes of UAB" Pieno pramonės investicijų valdymas".

### Information on the company's finance director:

### **Chief Financial Officer Antanas Kavaliauskas**

For more information about the Chief Financial Officer see point 12 as per information about the management bodies.



### AB "ROKIŠKIO SŪRIS"

### CONSOLIDATED AND PARENT COMPANY'S

FINANCIAL STATEMENTS as at 31st December 2012

Company code 173057512, address: Pramonės g. 3, LT-42150 Rokiškis, Lithuania

(All tabular amounts are in LTL '000 unless otherwise stated)

### 13. Consolidated Balance sheet

	<b>December 31, 20</b>	12	December 31, 2011		
PROPERTY					
Long-term tangible assets	146 438		169 310		
Intangible assets (with prestige)	1 122		1 330		
Other receivables in a year	18 888		17 303		
		166 448		187 943	
Current assets					
Inventories	94 871		94 968		
Receivables and advance payments	130 399		100 880		
Short-term investments	56 639		53 490		
Cash and cash equivalents	6 029		10 576		
		287 938		259 914	
Total assets		454 386		447 857	
EQUITY AND LIABILITIES					
Capital and reserves					
Ordinary shares	35 868		35 868		
Share premium	41 473		41 473		
Reserve for acquisition of	40 287		40 287		
treasury shares					
Treasury shares	(3 868)		(3 868)		
Other reserves	71 744		82 598		
Retained earnings	128 269		93 004		
		313 773		289 362	
Non-current liabilities					
Deferred income	15 104		18 108		
		15 104		18 108	
Current liabilities					
Trade and other payables	58 879		58 568		
Tax liabilities	7 633		6 030		
Deferred income	2 638		3 258		
Provisions	-		824		
Financial debts	56 359		71 707		
		125 509		140 387	
Total equity and liabilities		454 386		447 857	



### AB "ROKIŠKIO SŪRIS" CONSOLIDATED AND PARENT COMPANY'S FINANCIAL STATEMENTS as at 31<sup>st</sup> December 2012

Company code 173057512, address: Pramonės g. 3, LT-42150 Rokiškis, Lithuania

(All tabular amounts are in LTL '000 unless otherwise stated)

# 14. Consolidated Statement of comprehensive income

	January - December		October - December		
	2012	2011	2012	2011	
Sales	796 407	688 025	214 710	169 817	
Cost of sales	(707 201)	(590 354)	(189 732)	(152 736)	
Gross profit	89 206	97 671	24 978	17 081	
Selling and marketing expenses	(52 596)	(62 530)	(12 585)	(4 574)	
Operating profit (loss)	36 610	35 141	12 393	12 507	
Finance costs	(1 590)	(1 904)	(646)	(3 288)	
Profit before tax	35 020	33 237	11 747	9 219	
Income tax (accumulation)	(5 808)	(5 584)	(2 709)	(1 238)	
Operating activity income (loss)	29 212	27 653	9 038	7 981	
Net profit (loss)	29 212	27 653	9 038		
Gain on revaluation of property, plant and equipment		88 430			
Deferred income tax on revaluation		(13 265)			
Total comprehensive income for the year	29 212	102 818	9 038		



### AB "ROKIŠKIO SŪRIS" CONSOLIDATED AND PARENT COMPANY'S FINANCIAL STATEMENTS as at 31st December 2012

Company code 173057512, address: Pramonės g. 3, LT-42150 Rokiškis, Lithuania

(All tabular amounts are in LTL '000 unless otherwise stated)

### 15. Consolidated cash flow statement

	January - December			
Operating activities	2012	2011		
Profit before tax and minority interest <i>Corrections</i> :	35 020	33 237		
<ul> <li>depreciation</li> </ul>	34 066	23 491		
<ul> <li>depreciation (negative prestige not included)</li> </ul>	350	139		
<ul> <li>written off long-term tangible assets</li> </ul>	33	44		
<ul> <li>loss in long-term tangible asset sales</li> </ul>	(83)	(142)		
<ul> <li>interest expenses</li> </ul>	1 590	1 903		
<ul> <li>interest income</li> </ul>	(2 656)	(2 648)		
<ul> <li>net unrealized currency exchange profit</li> </ul>	(1 133)	(63)		
- other corrections	310	329		
<ul> <li>depreciation of long-term tangible asset support</li> <li>Circulating capital changes:</li> </ul>	(2 638)	(3 259)		
- inventories	97	(34 071)		
- payables	3 011	5 679		
- receivables and advance payments	(29 519)	(9 937)		
Cash flows generated from operating activities	38 448	14 702		
Interest paid	(1 590)	(1 903)		
Income tax paid	(771)	(2 139)		
Net cash flows from investing activities	36 087	10 660		
Investing activities				
Purchase of long-term tangible assets	(11 431)	(16 674)		
Purchase of intangible assets	(11 131)	(977)		
Loans granted to farmers and employees	(3 058)	(15 292)		
Proceeds from long-term tangible asset sales	188	628		
Other loans	(25 094)	(19 199)		
Repayments of loans granted to farmers and employees	11 571	12 433		
Interest received	2 349	2 648		
Repayments of other loans	5 189	8 295		
Subsidies for long-term tangible assets	1 052	3 405		
Net cash flows from investing activities	(19 234)	(24 733)		
Financing activities				
Acquisition of treasury shares	_	(3 868)		
Loans granted	641 010	971 485		
Loan repayments received	(645 495)	(955 993)		
Dividends paid	(4 801)	(3 688)		
Net cash flows from financing activities	(9 286)	7 936		
Net increase in cash and cash equivalents	7 567	(6 137)		
Cash and cash equivalents at the beginning of the period	(1 538)	4 599		
Cash and cash equivalents at the end of the period	6 029	(1 538)		



# AB "ROKIŠKIO SŪRIS"

### CONSOLIDATED AND PARENT COMPANY'S FINANCIAL STATEMENTS as at 31st December 2012

Company code 173057512, address: Pramonės g. 3, LT-42150 Rokiškis, Lithuania

(All tabular amounts are in LTL '000 unless otherwise stated)

# 16. Consolidated Own Capital Change Statement

- -	Share capital	Share premium	Reserve for acquisition of treasury shares	Treasury shares	Other reserves	Retained earnings	Total	Minority share	Total
Balance at December 31 <sup>st</sup> 2010	38 445	41 473	29 188	(11 478)	7 433	89 123	194 184	450	194 634
Comprehensive income						27 569	27 569	84	27 653
Other comprehensive income					75 165		75 165		75 165
Total comprehensive income in 2011					75 165	27 569	102 734	84	102 818
Transactions with owners									
Dividends related to 2010						(3 688)	(3 688)		(3 688)
Decrease in share capital / cancellation of treasury shares	(2 577)		(8 901)	11 478					
Acquisition of treasury shares				(3 868)			(3 868)		(3 868)
Allocation to reserves			20 000			(20 000)			
Acquisition of non- controllable share of subsidiary								(534)	(534)
Transactions with owners in total	(2 577)		11 099	7 610		(23 688)	(7 556)	(534)	(8 090)
Balance at 31st December 2011	35 868	41 473	40 287	(3 868)	82 598	93 004	289 362	-	289 362
Comprehensive income						29 212	29 212		29 212
Other comprehensive income					(10 854)	10 854			
Dividends related to 2011						(4 801)	(4 801)		(4 801)
Balance at 31st December 2012	35 868	41 473	40 287	(3 868)	71 744	128 269	313 773		313 773



## AB "ROKIŠKIO SŪRIS"

### CONSOLIDATED AND PARENT COMPANY'S

FINANCIAL STATEMENTS as at 31st December 2012

Company code 173057512, address: Pramonės g. 3, LT-42150 Rokiškis, Lithuania

(All tabular amounts are in LTL '000 unless otherwise stated)

### 17. Commentary on the Report

### 1. General information

The joint stock company "Rokiškio sūris" (hereinafter – the company) is a public listed company incorporated in Rokiskis.

The shares of Rokiškio Sūris AB are traded on the Baltic Main List of the NASDAQ OMX Vilnius (symbol – RSU1L).

The Consolidated Group (hereinafter – the Group) consists of the Company, its two branches, four subsidiaries and one joint venture. (2011: two branches, four subsidiaries and one joint venture). The branches and subsidiaries that comprise consolidated Group are indicated below:

	Operating as		
	at		
	31 December		
Branches	2012 2011		
Utenos pienas	Yes	Yes	
Ukmergės pieninė	Yes	Yes	

	Group's share (%) as at 31 December	
Subsidiaries	2012	2011
UAB "Rokiškio pienas"	100,00	100,00
KB "Žalmargė"	100,00	100,00
SIA "Jekabpils Piena	100,00	100,00
Kombinats"		
SIA "Kaunata"*	60,00	60,00

Joint venture		
UAB "Pieno upės"	50,00	50,00

<sup>\*</sup> These subsidiaries were not consolidated due to their insignificance.

On 31<sup>st</sup> May 2011, the Company acquired 49.95% of the authorized capital of raw milk purchasing company SIA "Jekabpils piena kombinats".

All above subsidiaries, the joint venture and branches are incorporated in Lithuania, except for SIA "Jekabpils Piena Kombinats" and SIA "Kaunata" which are incorporated in Latvia.

The Group's main line of business is the production of fermented cheese and a wide range of other dairy products.

As of 31 December 2012, the average number of the Group's employees was equal to 1,688 (compared to 1,567 employees as at 31<sup>st</sup> December 2011).



### 2. Accounting Principles

These consolidated financial statements have been prepared according to International Financial Reporting Standards (IFRS) as adopted by the European Union.

The consolidated financial statements have been prepared under the historical cost convention. The principal accounting policies applied in the preparation of these consolidated and parent company's financial statements are set out below. These policies have been consistently applied to all the years present, unless otherwise stated.

The preparation of consolidated and parent company's financial statements in conformity with IFRS requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period.

Subsidiaries are the entities over which the Group has the power to govern the financial and operating policies generally accompanying a shareholding of more than one half of the voting rights. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

Transactions among the Group's enterprises, residual values and retained transaction earnings between the Group's enterprises are eliminated. Unrealised loss is eliminated too; however, it is considered to be the sign of transfer asset value decrease. The accounting principles of daughter enterprises were changed where necessary in order to ensure their consistency with the accounting principles applied by the Group.

The Group applies a policy of treating transactions with minority interests as transactions with parties external to the Group. Disposals to minority interests result in gains and losses for the Group that are recorded in the statement of comprehensive income.

The group's interests in jointly controlled entities are accounted for by proportionate consolidation. The group combines its share of the joint ventures' individual income and expenses, assets and liabilities and cash flows on a line-by-line basis with similar items in the group's financial statements. The group recognises the portion of gains or losses on the sale of assets by the group to the joint venture that is attributable to the other venturers. The group does not recognise its share of profits or losses from the joint venture that result from the group's purchase of assets from the joint venture until it resells the assets to an independent party. However, a loss on the transaction is recognised immediately if the loss provides evidence of a reduction in the net realisable value of current assets, or an impairment loss.

Items included in the financial statements of the Company and each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates (hereinafter "the functional currency"). The financial statements are presented in Litas (LTL), which is the Company's (and each of the Group entity's) functional and presentation currency.

The value of long-term tangible assets is valued at historical cost less accumulated depreciation. Subsequent costs are included into the asset's carrying amount or recognized as separate assets, as appropriate, only when it is likely that in future the Group will receive economic benefits associated with the item and the cost of the item will be measured accordingly. All other repairs and maintenance expenses are charged to the income statement during the financial period in which they have been incurred.



Depreciation on property, plant and equipment is calculated using the straight-line method to allocate their cost to their residual values over their estimated useful lives, as follows:

Buildings 15 – 55 years
Plant & machinery 5 - 29 years
Motor vehicles 4 - 10 years
Equipment and other property, plant and 3 - 20 years
equipment

The asset residual values and useful lives are reviewed, and adjusted, if appropriate, at each balance sheet date.

The Group's software which is expected to bring the Group material benefit in future, is valued at cost price less accumulated depreciation. Depreciation is calculated using the straight-line method for the estimated useful life from 1 to 5 years.

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for maturities greater than 12 months after the balance sheet date. These are classified as non-current assets. Loans and receivables are classified as 'trade and other receivables' in the balance sheet.

Inventories are subsequently carried at the lower of cost and net realisable value. Cost is determined by the first-in, first-out (FIFO) method. The cost of finished goods and work in progress comprises raw materials, direct labour, other direct costs and related indirect production overheads, but excludes borrowing costs. Net realisable value is the estimated selling price in the ordinary course of business, less the costs of completion and selling expenses.

Loans granted and amounts receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less the amount of impairment loss. A provision for impairment of amounts receivables is established when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of receivables. The impairment amount is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. The amount of the provision is recognised in the statement of comprehensive income within 'general and administrative expenses'. Bad debts are written off during the year in which they are identified as irrecoverable.

Cash and cash equivalents are carried at nominal value. For the purposes of the cash flow statement, cash and cash equivalents comprise cash on hand and at bank and bank overdrafts. Bank overdrafts are included in borrowings in current liabilities on the balance sheet.

Ordinary shares are stated at their par value. Consideration received for the shares sold in excess over their nominal value is shown as share premium. Incremental external costs directly attributable to the issue of new shares are accounted for as a deduction from share premium.

Where the Company or its subsidiaries purchase the Company's equity share capital, the consideration paid including any attributed incremental external costs is deducted from shareholders' equity as treasury shares until they are sold, reissued, or cancelled. No gain or loss is recognised in the statement of comprehensive income on the sale, issuance, or cancellation of treasury shares. Where such shares



are subsequently sold or reissued, any consideration received is presented in the consolidated financial statements as a change in shareholders' equity.

Other reserves are established upon the decision of annual general meeting of shareholders on profit appropriation.

Borrowings are recognised initially at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortised cost. Any difference between the amount at initial recognition and the redemption value is recognised in the statement of comprehensive income over the period of the borrowings using the effective interest method.

Profit is taxable at a rate of 15 per cent (2010: 15 per cent) in accordance with the Lithuanian regulatory legislation on taxation.

The Group pays social security contributions to the state Social Security Fund (the Fund) on behalf of its employees based on the defined contribution plan in accordance with the local legal requirements. Social security contributions are recognised as expenses on an accrual basis and are included in payroll expenses.

Revenue comprises the fair value of the consideration received or receivable for the sale of goods and services in the ordinary course of the Group's activities. Revenue is shown net of value-added tax, returns, rebates and discounts and after eliminated sales within the Group. Revenue from sales of goods is recognised only when all significant risks and benefits arising from ownership of goods is transferred to the customer.

Interest income is recognised on a time-proportion basis using the effective interest method.

Dividend distribution to the Company's shareholders is recognised as a liability in the Group's financial statements in the period in which the dividends are approved by the Company's shareholders.

Basic earnings per share are calculated by dividing net profit attributed to the shareholders from average weighted number of ordinary registered shares in issue, excluding ordinary registered shares purchased by the Company and the Group and held as treasury shares.

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Board of directors that make strategic decisions.

The Group's management identified the following operating segments within the Group: hard cheese, semi hard cheese, butter, milk, cream, sour cream, sour milk, yogurt, curds, curd cheese and other. These operating segments were aggregated into two main reportable segments, based on similar nature of products, production process, type of customers and method of distribution.

Government grants are recognised at fair value where there is sufficient evidence that the grant will be received and the Group and the Company will comply with all conditions attached.

Export subsidies paid by the Government for each exported tone of products meeting certain requirements are included in sales revenue.



Government grants received to finance acquisition of property, plant and equipment are included in non-current deferred income in the balance sheet. They are recognised as income on a straight-line basis over the useful life of property, plant and equipment concerned.

Provisions are measured at the present value of expenditures expected to be required to settle the obligation using pre-tax rate that reflects current market assessments of the time value of money and the risks specified to the obligation. The increase in the provision due to passage of time is recognised as interest expense.

Trade payables are recognised initially at fair value and subsequently measured at amortised cost using effective interest method.

### 3. Information on segments

Business segments and the segments presented by the financial statements

The Group's top management indicated the following business segments of the Group: hard cheese, semi hard cheese, butter, milk, cream, sour cream, sour milk, yogurt, curds, fresh cheese etc. The segments were coupled into two main segments presented by the financial statements based on alike production procedure, customer group and distribution channels.

The Group's main business segments:

- Fresh dairy products
- Cheese and other dairy products.

Other operations of the Group comprise of raw milk collection. Transactions between the business segments are on normal commercial terms and conditions.

Geographic segments

Analysis of the Group's income from sales according to markets is as follows:

	2012 12 31	2011 12 31
Lithuania	241 387	225 725
EU countries	400 368	341 615
Other (including USA and Japan)	154 652	120 685
Total	796 407	688 025

Income analysis according to groups:

	2012 12 31	2011 12 31
Product Sales	794 722	687 072
Provided services	1 685	953
Total	796 407	688 025



### 4. Long-term tangible assets

In the income statement the depreciation charge of long-term tangible assets is reported in the following entries: selling and marketing expenses, general and administrative expenses and cost of sales, as well as in production in progress and ready production entries.

Software and intangible asset depreciation charge are accounted in the entry of general and administrative expenses.

### 5. Other receivables

As at 31<sup>st</sup> December 2012, the Group's receivables were made of:

	2012 12 31	2011 12 31
Long-term loans granted to farmers	3 848	4 425
Long-term loans granted to employees	1 007	454
Investments	552	551
Loans to other companies	9 556	4 089
Other	3 925	7 784
Total	18 888	17 303

The repayment terms of loans granted to farmers vary from 2 months to 10 years, whereas the annual interest rate varies from 0 to 10 per cent.

The repayment terms of loans granted to employees vary from 1 to 22 years, whereas the interest rate for them is not calculated. The company's managing bodies believe that the balance sheet values of long-term receivables are their fair values.

### 6. Inventories

As at 31<sup>st</sup> December 2012, the Group's inventories were made of:

	2012 12 31	2011 12 31
Raw material	7 810	7 002
Production in progress	21 713	17 752
Ready production	62 110	66 645
Other inventories	3 238	3 569
Total	94 871	94 968

### 7. Selling and Other Receivables

As at 31st December 2012, the Group's selling and other receivables were made of:

	2012 12 31	2011 12 31
Selling receivables	113 695	93 575
VAT receivable	6 198	4 079
Advance payments and future period expenses	10 506	3 226
Total	130 399	100 880



### 8. Cash and cash equivalents

The money equivalents in Balance sheet and Cash Flow Statement are made of the following:

	2012 12 31	2011 12 31
Money in bank and cash-in-hand (Group)	5 987	3 974
Current deposits	42	6 602
Total	6 029	10 576

### 9. Financial ratios

The Group's financial ratios:

	2012 12 31	2011 12 31	2010 12 31
Revenue (LTL thousand)	796 407	688 025	553 760
EBITDA (LTL thousand)	71 026	58 770	56 053
EBITDA margin (%)	8.92	8.54	10.12
Operations profit (LTL thousand)	36 610	35 141	29 663
Margin of operations profit (%)	4.60	5.11	5.36
Profit per share (LTL)	0.83	0.78	0.65
Number of shares (units)	35 867 970	35 867 970	38 444 894

### 10. Information on the audit

The audit according to the International Accounting Standards will be made for the full year 2012 by audit company UAB "PricewaterhouseCoopers".