

# A/S Valmieras Stikla Skiedra

Independent Auditors' report and Statutory and International Financial Statements for the years ended 31 December 2000 and 1999

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### ANCILLARY INFORMATION

**COMPANY NAME** 

A/S Valmieras Stikla Skiedra

**LEGAL STATUS** 

Joint Stock Company

REGISTRATION NUMBER, PLACE AND DATE

No. 000 303 167

Riga, 18 December 1996

**ADDRESS** 

13 Cempu Street,

Valmiera, LV-4201,

Latvia

PARENT COMPANY NAME, ADDRESS AND EQUITY

INTEREST (%)

P-D Glasseiden Oschatz GmbH (60.7%)

Wellerswalder Weg 17

04758 Oschatz

Bundesrepublik Deutschland

THE COMPANY BOARD

Chairman of the Board:

**Inars Polaks** 

Members of the Board: Wilfried Queiβer Andris Brutans Imants Saulitis Berndt Preiβler

THE COMPANY COUNCIL

Chairman of the Council:

Jürgen Preiss-Daimler

Members of the Council:

Peter Köhler Andris Berzins Karlis Cerbulis Guntis Strazds

REPORTING PERIOD

1 January 2000 - 31 December 2000

**AUDITORS AND ADDRESS** 

SIA Deloitte & Touche

2 Biskapa gate, Riga, LV-1050,

Latvia

Irina Saksaganska Sworn Auditor Certificate No. 41

#### MANAGEMENT REPORT

The Company's primary business is manufacturing of glass marbles, glass fiber and glass fiber products. The Company also is involved in activities related to servicing its primary operations, such as purchasing, processing and selling of precious metals, trading and barter operations, intermediation, export operations and other activities provided in the Company's charter.

In 2000, the Company's sales amounted to LVL'000 13,909 compared to LVL'000 13,334 in 1999 - an increase of LVL'000 575 or 4.3%. Compared to budget, sales increased by LVL'000 230 or 1.7%. The sales increase can be explained by the increase in sales of products with higher value-added, such as E-glass fabrics, high silica materials and rovings, as well as by P-D Glasseiden GmbH Oschatz investments in the Company that during the period from 1997 - 2000 totaled LVL'000 4,400 and the Company's own investments made in the amount of LVL'000 2,000.

The table below shows fiberglass products, which were produced in 2000 and their respective share of total fiberglass sales:

(1)	E-Glass fiber fabrics	26.3 %
(2)	Netting	18.3 %
(3)	E-Glass yarn	7.6 %
(4)	Beams for glass fiber fabrics	11.3 %
(5)	High silica products	14.5 %
(6)	Rovings	5.4 %
(7)	Glass marbles	3.7 %
(8)	Other	12.9 %

97 % of total sales were exports. The Company exported to 27 countries among them EU countries - 59.1%, Central and Eastern Europe - 25.6%, CIS - 1.3%, other - 14.0%.

In 2000, the Company incurred losses in the amount of LVL'000 80.1, mainly due to the depreciation of the DEM and EUR against the USD and LVL, effectively lowering the Company's sales after conversion into the reporting currency.

At period end, the Company's share capital amounted to LVL'000 14,534. In 2000 the Company increased its share capital by the amount of its parent company's, P-D Glasseiden GmbH Oschatz, investments in 1999, amounting to LVL'000 1,015.

In 2000, the parent company, P-D Glasseiden GmbH Oschatz, made investments into the Company in the amount of LVL'000 1,316. This investment will be converted to equity in 2001.

As at the year end, there are no overdue taxes payable to the state, municipalities or social security administration.

In 2000, total calculated taxes amounted to LVL'000 1,852; in the current year, the Company made tax payments or tax transfers amounting to LVL'000 1,969.

The Company has provisions for bad debts, unused vacations and deferred taxes.

In the current year, the Company employed 1,193 people. There was a reduction of employees in administration and the area of other services.

### MANAGEMENT REPORT

Manufacturing capacity development is dependent on investments made by the parent company, P-D Glasseiden GmbH Oschatz, profit reinvestment and a rational capital investment plan.

The largest investments in 2000 were made in a glass melting and fiber processing facility, a glass raw material manufacturing facility, texturizing machinery, a ring twister, and an x-ray spectrometer.

There have been no significant events that have occurred after year end but before the date of signing of these financial statements, which would have a material effect on this report.

In 2001, the Company plans additional investments in the amount of LVL'000 8,700. It is planned that LVL'000 7,500 will be funded by P-D Glasseiden GmbH Oschatz, and LVL'000 1,200 will be internally funded.

One focus area for the Company in 2001 will be construction of a non-intermediary glass fiber production facility, which is planned to be finished in September 2001. The new facility will enable the Company to increase manufacturing capacity and decrease costs. It is planned that sales will increase by  $\sim 20\%$ .

In order to modernize the manufacturing process, the Company plans to increase production of textured products, chopped fiber, technical insulation materials, and to modernize several objects of technical infrastructure.

In 2001, the Company plans sales in the amount of LVL'000 15,300.

Inars Polaks

Chairman of the Board

Deloitte & Touche Bīskapa gāte 2 Riga, LV-1050 Latvia

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**Deloitte** & Touche

### INDEPENDENT AUDITORS' REPORT

To the shareholders of A/S Valmieras Stikla Skiedra:

We have audited the accompanying balance sheet of A/S Valmieras Stikla Skiedra ("the Company") as of 31 December 2000 and the related statements of profit and loss, shareholders' equity and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit. The Company's financial statements as of and for the year ended 31 December 1999 were audited by another auditor whose report dated 27 April 2000 expressed a qualified opinion in respect to these financial statements for an uncertainty as to whether certain expenses incurred were allowable expenses for corporate income tax purposes.

We conducted our audit in accordance with International Standards on Auditing. Those standards require that we plan and perform our audit to obtain reasonable assurance about whether the financial statements are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Company as of 31 December 2000 and the results of its operations and cash flows for the year then ended in accordance with International Accounting Standards and Latvian statutory requirements.

As discussed in Note 26 to the financial statements, the tax issue for which prior year auditors qualified their opinion was resolved in the Company's favor in 2001.

Deloitte & Touche Irina Saksaganska Sworn Auditor Certificate No. 41

Riga, Latvia

15 March 2001

Daloitta

# BALANCE SHEETS AS OF 31 DECEMBER 2000 AND 1999

	Notes	2000 LVL	1999 LVL
ASSETS			
Intangible assets		200 541	616 127
Patents and licenses	2	289,761	515,137
Total intangible assets	3	289,761	515,137
Fixed assets			
Buildings		1,709,846	1,696,054
Equipment and machinery		3,164,167	2,361,863
Other fixed assets		407,050	270,279
Construction in progress		1,655,527	980,789
Total fixed assets	4	6,936,590	5,308,985
Long term financial investments			
Other securities and investments		-	15,271
Total long term financial investments		-	15,271
Total non-current assets		7,226,351	5,839,393
Current assets			
Inventory			
Raw materials		5,637,277	5,505,014
Work in process		1,171,224	1,521,526
Finished goods		774,922	977,535
Advance payments for goods		35,095	94,025
Total inventory		7,618,518	8,098,100
Accounts receivable, net			
Trade receivables, net	5	1,967,325	1,446,627
Other receivables, net	6	544,396	440,605
Deferred expenses	8	163,598	235,721
Total accounts receivable, net		2,675,319	2,122,953
Cash	9	559,089	870,287
Total current assets		10,852,926	11,091,340
TOTAL ASSETS		18,079,277	16,930,733

The accompanying notes are an integral part of these financial statements.

The financial statements were approved on the Company's behalf by:

Inars Polaks
Chairman of the Board

# **BALANCE SHEETS AS OF 31 DECEMBER 2000 AND 1999**

LIABILITIES & SHAREHOLDERS' EQUITY	Notes	2000 LVL	1999 LVL
Shareholders' equity	10	14.524.445	12 510 572
Share capital	10	14,534,445	13,519,573
Reserves:		172,635	143,817
statutory reserves		172,033	143,017
Retained earnings:		699,047	299,999
a) retained earnings of prior years		(80,143)	536,022
b) current year (loss) profit		15,325,984	14,499,411
Total shareholders' equity		15,525,704	11,122,111
Provisions			
Deferred taxes		254,706	254,706
Other provisions		74,631	108,653
Total provisions	11	329,337	363,359
Long term creditors			
Convertible debt	12	1,316,436	1,014,872
Total long term creditors		1,316,436	1,014,872
Short term creditors			
Advance payments from customers		38,574	12,225
Trade payables		718,262	361,196
Taxes and social security payments	13	162,053	163,886
Other accounts payable	14	184,628	507,068
Deferred income		4,003	8,716
Total short term creditors		1,107,520	1,053,091
TOTAL LIABILITIES & SHAREHOLDERS' EQUITY		18,079,277	16,930,733

The accompanying notes are an integral part of these financial statements.

The financial statements were approved on the Company's behalf by:

nun Inars Polaks

Chairman of the Board

# STATEMENTS OF PROFIT AND LOSS FOR THE YEARS ENDED 31 DECEMBER 2000 AND 1999

	Notes	2000 LVL	1999 LVL
0.1	15	13,909,458	13,333,532
Sales Cost of sales	16	(11,741,967)	(9,974,275)
Gross profit	10	2,167,491	3,359,257
Selling expenses	17	(878,775)	(835,333)
Administrative expenses	18	(1,243,295)	(1,424,753)
Other operating income	19	101,462	126,602
Other operating expenses	20	(96,195)	(173,388)
Income from operations		50,688	1,052,385
Interest income and similar income		5,232	7,230
Interest expenses and similar expenses	21	(107,382)	(318,669)
(Loss)/profit before taxes		(51,462)	740,946
Corporate income tax	22	-	(158,398)
Other taxes	13	(28,681)	(46,526)
Net (loss)/profit		(80,143)	536,022
Basic (loss) earnings per share	23	(0.0057)	0.0407
Diluted (loss) earnings per share	23	(0.0052)	0.0378

The accompanying notes are an integral part of these financial statements.

The financial statements were approved on the Company's behalf by:

Inars Polaks
Chairman of the Board

# STATEMENTS OF SHAREHOLDERS' EQUITY FOR THE YEARS ENDED 31 DECEMBER 2000 AND 1999

	Share	Statutory	Retained	Total
	capital LVL	reserves LVL	earnings LVL	LVL
31 December 1998	12,485,092	37,000	619,795	13,141,887
Annual bonus to Board and				
Council	-	-	(25,702)	(25,702)
Dividends paid	_	-	(187,277)	(187,277)
Share emission	1,034,481	-	-	1,034,481
Transfer to reserves	-	106,817	(106,817)	-
Current year profit	-	-	536,022	536,022
31 December 1999	13,519,573	143,817	836,021	14,499,411
Share emission	1,014,872	-	-	1,014,872
Transfer to reserves	, , , -	28,818	(28,818)	-
Dividends paid	=	-	(108, 156)	(108,156)
Current year loss	-	-	(80,143)	(80,143)
31 December 2000	14,534,445	172,635	618,904	15,325,984

The accompanying notes are an integral part of these financial statements.

The financial statements were approved on the Company's behalf by:

Inars Polaks

Chairman of the Board

# STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED 31 DECEMBER 2000 AND 1999

	2000 LVL	1999 LVL
	2.2	
OPERATING ACTIVITIES		m.10.046
Loss/profit before taxes	(51,462)	740,946
Adjustments:		1 050 250
Fixed assets depreciation	1,205,345	1,050,358
Depletion of precious metals	323,011	337,400
Provisions for vacations	<del>-</del>	(5,382)
Provisions for annual bonus to Board and Council	- - 110	30,502
Loss from disposal of fixed assets	6,110	10
Loss on sale of investment	9,933	20 517
Interest expense	12,015	38,517
Interest income	(5,233)	(5,986)
Changes in operating assets and liabilities:		(25,702)
Annual bonus to Board and Council	156 571	(622,389)
Inventory	156,571	88,091
Accounts receivable	(550,116)	(89,666)
Accounts payable	(8,274)	1,536,699
Cash provided by operating activities	1,097,900	(32,531)
Interest paid, net	(6,782)	(95,597)
Corporate income tax	- 1 001 110	1,408,571
Net cash provided by operating activities	1,091,118	1,400,571
INVESTING ACTIVITIES	(2.147.210)	(1 247 560)
Purchase of fixed assets	(2,147,219)	(1,247,569) 252
Proceeds from sale of fixed assets	315	
Proceeds from sale / (purchase) of investments	5,338	(11,271)
Net cash used in investing activities	(2,141,566)	(1,258,588)
FINANCING ACTIVITIES		(421 504)
Payments to Latvia Privatization Agency	(100.150)	(421,584)
Dividends paid	(108,156)	(187,277)
Convertible debt from parent company	847,406	108,141
Net cash used in financing activities	739,250	(500,720)
Net (decrease) in cash	(311,198)	(350,737)
Cash at the beginning of the year	870,287	1,221,024
Cash at the end of the year	559,089	870,287
Cash at the end of the jour		

The accompanying notes are an integral part of these financial statements.

The financial statements were approved on Company's behalf by:

Inars Polaks Chairman of the Board

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEARS ENDED 31 DECEMBER 2000 AND 1999

## 1. GENERAL INFORMATION

The Company is registered as a joint stock company in the Enterprise Register in the Republic of Latvia. The principal activities of the Company are production of fiber glass and fiber glass products.

# 2. PRINCIPAL ACCOUNTING POLICIES

## Basis of preparation

The financial statements have been prepared in accordance with Latvian statutory requirements and International Accounting Standards on the historical basis of accounting.

The accompanying financial statements are presented in the national currency of Latvia, the Lat ("LVL").

### Foreign currencies

Transactions denominated in foreign currencies are translated into LVL at the official Bank of Latvia exchange rate on the date of the transaction. Monetary assets and liabilities are translated at the rate of exchange on the balance sheet date. The applicable rate used for the principal currencies as of 31 December are as follows:

	2000	1999
USD	0.6130	0.5830
DEM	0.2915	0.3004
GBP	0.9170	0.9420
FRF	0.0869	0.0896
EUR	0.5700	0.5875
RUR	0.0216	0.0213

#### Intangible assets

Patents registered by the Company relate to specific products produced. The production run is estimated to last for 5 years and the capitalized cost is being written off over the same period using the straight line method of amortization as a portion of cost of sales.

#### Fixed assets

Fixed assets are stated at historical cost less accumulated depreciation.

Fixed assets depreciation is calculated using the asset's historical cost as the basis. Depreciation is calculated using the straight-line method using the following depreciation rates:

Buildings	6.7%
Equipment and machinery	10-25%
Vehicles and other fixed assets	10-40%

### Inventory

Inventories are stated using the weighted average method of costing. Inventories are stated at the lower of cost and net realizable value. Where necessary, provision is made for obsolete, slow moving and defective stock.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEARS ENDED 31 DECEMBER 2000 AND 1999

#### Platinum plates

The balance sheet account "Raw materials" includes platinum plates that are used in the manufacturing process. The average technical depletion of these plates is 5% a year. The plates are used on average for one year before they are sent for replacement. Replaced plates are returned to the manufacturing process. The plates are stated at the cost of the metal from which they are made.

#### Trade receivables

Trade receivables are carried at anticipated realizable value. An estimate is made for doubtful receivables based on a review of all outstanding amounts at the year-end.

#### Cash

Cash and cash equivalents include cash on hand, demand deposits with credit institutions and term deposits with credit institutions having a maturity of less than 3 months.

### Revenue recognition

The Company recognizes revenue from product sales when it has shipped the goods. A significant portion of the Company's sales agreements are concluded with prices quoted in foreign currency. These amounts are converted to Latvian lats using the exchange rate of the Bank of Latvia on the date of shipment of the goods sold.

### Taxes

Deferred taxation is provided on all temporary timing differences arising between the accounting and taxation treatment of income and expenses. The deferred taxation liability is calculated based on the tax rates that are expected to apply when temporary timing differences reverse. The principal temporary timing differences arise from differing accounting and taxation depreciation rates of fixed assets and tax losses carried forward. Where an overall deferred taxation asset arises, this is only recognized in the financial statements where its recoverability is foreseen with reasonable certainty.

### Provisions for vacations

Provisions for vacations are calculated by multiplying the average employee salary by the number of unused vacation days at the end of the year.

### Provisions for annual bonus to Board and Council

Provisions for annual bonuses to Board and Council members are estimated based on bonus amounts approved at the annual shareholders' meeting. The bonuses are calculated as a percentage of the current year net profit.

### Fair value

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEARS ENDED 31 DECEMBER 2000 AND 1999

Fair value represents the amount at which an asset could be exchanged or liability settled on an arm's length basis. Where in the opinion of management, the fair values of financial assets and liabilities differ materially from their book values, such fair values are disclosed in the notes to the financial statements.

### Related party transactions

Transactions with related parties are conducted on terms, which materially approximate those of an arm's length transaction.

### Other accounting pronouncements

IAS 39, which is effective for years beginning on or after 1 January 2001, establishes accounting and auditing standards for derivative financial instruments and for hedging activities. It requires that entities recognize all derivatives as either assets or liabilities in the balance sheet and measure those instruments at fair value. The accounting for changes in fair value of those derivatives (i.e. gain and losses) depends on the intended use of the derivatives and the resulting designation. The Company has not completed its analysis of the impact of this statement.

## Reclassification

Certain amounts in the previous year financial statements have been reclassified for the purpose of compliance with the reporting format of the current year.

### 3. INTANGIBLE ASSETS

	Patents and licenses LVL
HISTORICAL COST	
31 December 1998	1,178,348
Additions	4,519
31 December 1999	1,182,867
Additions	11,278
31 December 2000	1,194,145
ACCUMULATED DEPRECIATION	
31 December 1998	432,060
Charge for the year	235,670
31 December 1999	667,730
Charge for the year	236,654
31 December 2000	904,384
NET BOOK VALUE	
31 December 1999	515,137
31 December 2000	289,761

#### 4. FIXED ASSETS

	Buildings	Equipment and machinery	Other fixed assets	Construction in progress (CIP)	Total
	LVL	LVL	LVL	LVL	LVL
HISTORICAL COST					
31 December 1998	1,973,174	1,973,826	342,023	713,822	5,002,845
Additions	-	-	296,593	1,779,505	2,076,098
Disposals	-	(334)	(2,901)	-	(3,235)
Transfers from CIP	190,149	1,322,389	-	(1,512,538)	-
31 December 1999	2,163,323	3,295,881	635,715	980,789	7,075,708
Additions	-	<u>-</u>	149,537	2,453,184	2,602,721
Disposals	(4,000)	(309)	(8,217)	(2,250)	(14,776)
Transfers from CIP	157,357	1,402,709	216,130	(1,776,196)	=
31 December 2000	2,316,680	4,698,281	993,165	1,655,527	9,663,653
ACCUMULATED DEPREC	CIATION				
31 December 1998	312,075	516,633	126,300	-	955,008
Charge for the year	155,194	417,593	241,901	-	814,688
Disposals	-	(208)	(2,765)	-	(2,973)
31 December 1999	467,269	934,018	365,436	-	1,766,723
Charge for the year	139,565	600,357	228,769	-	968,691
Disposals	-	(261)	(8,090)	-	(8,351)
31 December 2000	606,834	1,534,114	586,115	-	2,727,063
NET BOOK VALUE					
31 December 1999	1,696,054	2,361,863	270,279	980,789	5,308,985
31 December 2000	1,709,846	3,164,167	407,050	1,655,527	6,936,590

The Company has an agreement for the leasing of land upon which its buildings are located covering a period of 25 years. This rent totaled LVL 11,292 in the current year and is included in cost of sales on the statement of profit and loss. The Company's buildings were in the process of being registered in the Land Register at the date of these financial statements.

Depreciation charge for 2000 and 1999 include write off of capitalized spare parts in use in the amount of LVL 133,465 and LVL 142,137 respectively.

### 5. TRADE RECEIVABLES, NET

	2000	1999
	$\mathbf{LVL}$	LVL
Trade receivables	1,996,734	1,715,727
Provisions	(29,409)	(269,100)
	1,967,325	1,446,627

Trade receivables include amounts due from the parent company P-D Glasseiden Oschatz GmbH, in the amount of LVL 1,103,927 (1999: LVL 420,130). For all doubtful debts, the Company has provisions ranging from 50 - 100% based on the estimated realizable value of these debts.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEARS ENDED 31 DECEMBER 2000 AND 1999

## 6. OTHER RECEIVABLES, NET

	2000 LVL	1999 LVL
Corporate income tax (see Note 13)	258,258	229,130
VAT (see Note 13)	158,186	141,311
VAT for unpaid invoices	106,968	23,115
Excise tax (see Note 13)	3,662	1,956
Other receivables	57,397	63,575
Property tax (see Note 13)	· •	2,124
Provisions	(40,075)	(20,606)
1101101010	544,396	440,605

## 7. CHANGES IN PROVISIONS

	2000 LVL
Provisions as of 31 December 1998	204,699
Increase in provisions	87,539
Decrease in provisions	(2,532)
Provisions as of 31 December 1999	289,706
Decrease in provisions	(220,222)
Provisions as of 31 December 2000	69,484

## 8. DEFERRED EXPENSES

	2000	1999
	LVL	LVL
Platinum plate replacement expenses	117,602	155,423
Other deferred expenses	45,996	80,298
•	163,598	235,721

## 9. CASH

	2000	1999
	LVL	LVL
Cash on hand	9,846	11,213
Demand deposits	547,693	688,901
Term deposits	1,550	170,173
•	559,089	870,287

## 10. SHARE CAPITAL

The Company's registered and paid share capital as of 31 December 2000 was LVL 14,534,445 (1999: LVL 13,519,573) consisting of 14,528,695 (1999: 13,513,823) ordinary shares with voting rights and 5,750 (1999: 5,750) ordinary share without voting rights. The nominal value of the share is 1 LVL. In the current year, the Company increased share capital by LVL 1,014,872 (see note 12).

Dividends of LVL 108,156 on 1999 earnings (LVL 0.008 per share) were approved on 29 April 2000 for shareholders of record as of 15 May 2000. These dividends were paid in full on 19 May 2000. No dividends had been declared related to the result of operations for the year ended 31 December 2000 as of the date of these financial statements.

• •	2000	1999
P-D Glasseiden Oschatz GmbH	60.7%	57.7%
NHC Development Partners LP	10.7%	8.9%
SIA P.D.P. Fiberglass Consulting	6.1%	6.6%
VAS VSAA	4.0%	4.5%
Merita Bank Ltd.	3.5%	0.7%
Other	15.0%	21.6%
	100.0%	100.0%

## 11. PROVISIONS

	1999 LVL	Provision decrease LVL	2000 LVL
Provision for deferred tax	254,706	-	254,706
Provision for unused employee vacations	78,151	(3,520)	74,631
Provision for bonus to Board and Council	30,502	(30,502)	-
	363,359	(34,022)	329,337

### Calculation of deferred tax:

	2000		1999	
	Temporary difference	Tax effect 25%	Temporary difference	Tax effect 25%
Temporary difference on depreciation of fixed				
assets	1,717,427	429,357	1,127,477	281,869
Temporary difference on accruals	(74,631)	(18,658)	(108,653)	(27,163)
Tax loss carryforward	(623,966)	(155,991)	-	-
•	1,018,830	254,706	1,018,824	254,706

### 12. CONVERTIBLE DEBT

The amount represents fixed asset and cash investments received from P-D Glasseiden Oschatz GmbH subject to capitalization in exchange for new shares issued in 2001. LVL 1,014,872 was capitalized in 2000 and the Company's share capital was increased accordingly. This debt is non-interest bearing.

### 13. TAXES AND SOCIAL SECURITY PAYMENTS

	199	9				200	0
	Prepaid	Liability	Calculated	Transfers	Paid or returned from state	Prepaid	Liability
Corporate income tax	(229,130)	-	-	(118,121)	88,993	(258,258)	-
Natural resource tax	-	3,150	8,759	(3,150)	(6,772)	-	1,987
Property tax	(2,124)	-	22,312	=	(19,903)	-	285
Social security							
payments	_	98,640	1,070,106	(1,011,061)	(59,945)	-	97,740
Personal income tax	_	62,096	628,922	(61,901)	(567,076)	-	62,041
Land tax	-	-	6,369	-	(6,369)	-	-
Excise tax	(1,956)	-	-	-	(1,706)	(3,662)	-
VAT	(141,311)	•	(1,528,468)	1,214,604	296,989	(158,186)	-
	(374,521)	163,886	208,000	20,371*	(275,789)	(420,106)	162,053

<sup>\*</sup> VAT overpayment of LVL 20,371 was used for payment of tax debt owed by the football club "Valmiera". These expenses were included in the account "Sponsorship expenses".

#### 14. OTHER ACCOUNTS PAYABLE

	2000	1999
	LVL	LVL
Salary	126,156	127,889
Due to Latvian Privatization Agency	-	358,347
Other	58,472	20,832
	184,628	507,068

### 15. SALES

	2000 LVL	1999 LVL
Local sales	415,269	235,499
Export sales:		
European Union	7,974,263	7,343,830
Central and Eastern Europe	3,459,353	4,126,772
CIS	176,462	142,883
Other	1,884,111	1,484,548
	13,909,458	13,333,532

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEARS ENDED 31 DECEMBER 2000 AND 1999

## 16. COST OF SALES

	2000 LVL	1999 LVL
Raw materials Salary Services of subcontractors Depreciation of fixed assets Social security payments Depreciation of platinum plates Amortization of patents Rent of platinum plates Research and development Other	4,768,528 2,633,599 1,764,264 768,219 676,745 447,094 236,654 65,745 12,558 368,561 11,741,967	3,527,171 2,539,869 1,654,160 585,504 676,012 413,233 235,670 11,593 36,092 294,971 <b>9,974,275</b>

## 17. SELLING EXPENSES

	2000 LVL	1999 LVL
Transportation Advertising and marketing Raw materials selling expenses Other	558,351 248,687 70,101	521,985 263,139 31,618
	1,636 878,775	18,591 <b>835,333</b>

## 18. ADMINISTRATIVE EXPENSES

	2000	1999
	LVL	LVL
Salary	437,933	420,714
Office maintenance expenses	132,507	149,213
Business travel	121,021	121,777
Insurance	109,017	100,788
Social security payments	106,755	114,985
Depreciation of fixed assets	67,007	87,046
Communications expenses	56,010	51,102
Professional services	33,801	36,809
Representation expenses	29,950	87,539
Provisions for doubtful debts	-	33,626
Other	149,294	221,154
	1,243,295	1,424,753

Average number of employees employed in 2000 was 1,193 (1999: 1,192).

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEARS ENDED 31 DECEMBER 2000 AND 1999

## 19. OTHER OPERATING INCOME

	2000 LVL	1999 LVL
Sale of raw materials	78,616	21,762
Insurance compensation	783	61
Profit from sale of fixed assets	333	252
Received tax discounts and loss compensation	-	51,063
Other	21,730	53,464
	101,462	126,602
20. OTHER OPERATING EXPENSES		
	2000	1999
	LVL	$\mathbf{LVL}$
Donations	50,407	98,551
Compensation to employees	32,234	47,082
Loss from sale of securities	9,683	· -
Other	3,871	27,755
	96,195	173,388
21. INTEREST EXPENSES AND SIMILAR EXPENSES	2000 LVL	1999 LVL
NI (C. ) 1 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	96 240	270.920
Net foreign exchange revaluation result	86,249 12,015	279,829 38,517
Interest expenses Penalties paid	9,118	323
renames paid	107,382	318,669
	107,362	310,007
22. CORPORATE INCOME TAX		
	2000	1999
	LVL	LVL
Current year corporate income tax	-	82,873
Adjustments due to prior year taxed items	-	(49,003)
Deferred tax (see Note 11)	-	124,528
	-	158,398

### 23. EARNINGS PER SHARE

	2000 LVL	1999 LVL	
Basic earnings per share			
Average number of shares outstanding	14,147,959	13,177,783	
Current year (loss) profit	(80,143)	536,022	
Basic (loss) earnings per share	(0.0057)	0.0407	
Diluted earnings per share			
Average number of shares outstanding	14,147,959	13,177,783	
Convertible debt	1,316,436	1,014,872	
Total average number of shares outstanding	15,464,395	14,192,655	
Current year (loss) profit	(80,143)	536,022	
Diluted (loss) earnings per share	(0.0052)	0.0378	

### 24. MANAGEMENT COMPENSATION EXPENSES

	2000 LVL	1999 LVL
Members of the Board:		
Salary	85,213	84,579
Social security payments	16,332	16,333
Members of the Council:		
Salary	38,220	40,351
Social security payments	9,917	11,011
Other management:		
Salary	40,586	41,059
Social security payments	9,901	11,247
	200,169	204,580

### 25. RELATED PARTY TRANSACTIONS

	Fixed assets	Accounts receivable	Inventory	Accounts payable	Income
	LVL	LVL	LVL	LVL	LVL
P-D Glasseiden Oschatz GmbH	155,096	1,103,927	757,234	123,701	7,107,801

The Company also incurred intercompany expenses in the amount of LVL 41,181. Expenses related to travel of board members and management amounted to LVL 28,490.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEARS ENDED 31 DECEMBER 2000 AND 1999

### 26. SUBSEQUENT EVENTS

The previous auditors of the Company qualified their opinion and included a note in the prior year financial statements addressing certain uncertainties related to allowable expenses for purposes of calculating corporate income taxes.

In 2001, the Company received a written ruling from the State Revenue Service recognizing the propriety of the inclusion of the above mentioned expenses for calculation of corporate income taxes. As such, no changes are needed to current or prior year financial statements as a result of the resolution of this issue.

During February 2001, the Company signed an agreement with PBLC, prime contractor for the Company's new glass fiber production facility currently under construction, in the amount of LVL 35,000 for equipment installation management and supervision services. According to this agreement, the work must be completed by September 2001.

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